

## COVER STORY

- 10 ♦ FI/CO**  
**Profitability, the Final Frontier: Using SAP®'s Profitability Analysis to Increase Profit Margins, by Bill McNaughten, SAP FI/CO Analyst.** You've configured, tweaked, and cajoled most of your company's Controlling functions with Bill McNaughten's guidance. In this issue's cover story Bill shows you how to give your Controlling module a much-needed kick in the profit margin, with Profitability Analysis.

## HR

- 20 ♦ Following the Right Path: Using SAP®'s Evaluation Paths for Enhanced HR Reporting, by Satish Badgi, SAP HR Consultant.** Going down the wrong HR path? Follow Satish Badgi's guide for setting up Evaluation Paths with your Organizational Management tool.
- 24 ♦ Creating Your Own Indirect Valuation Modules Quickly and Easily: A Guide for SAP® HR Users and Consultants, by Rehan Zaidi, Siemens Pakistan** Use the Indirect Valuation sub-module of HR to build flexibility into your system and reduce the need for future customization.

## LOGISTICS

- 30 ♦ SD**  
**CATT – Really Stands for COOL AUTOMATED TRANSFORMATION TOOL, by Jocelyn Hayes, SAPtips Director of Consulting and Training.** CATT got your tongue? You'll be purring like a kitten when you learn the cool ways this tool can help.

## FINANCIALS

- 36 ♦ SAP's New General Ledger in ECC 6.0: Document Splitting - Part I, by Anurag Barua, The Washington Post.** Learn the advantages and disadvantages of the new GL in ECC 6.0, including the ability to split document items.

## CRM

- 40 ♦ A Gnu Ewe Eye? A Peek at the CRM 2006s User Interface, by Scott Cameron, SAP® CRM Consultant.** Get a sneak peak at the new User Interface for CRM 2006s.

## BASIS

- 43 ♦ A Solution in Transition: Installing SAP®'s Solution Manager 4.0, by Eric Walter, SAP Consultant.** You know you can't avoid Solution Manager in your SAP future. Follow Eric Walter's guide for a (nearly) painless installation.



Cheryl A. Cave, Managing Editor

## From the Managing Editor

There's so much happening in the SAP community these days that the blogs and user groups are all abuzz. Most notably, from the category of "Didn't see that one coming", was Shai Agassi's resignation in late March. Stock market analysts to SAP end users are reeling from the after shocks and wondering about the long-term impact. On a brighter note, many of us are making plans to attend the ASUG Annual Confer-

*From the Editor continued on page 2*

## DEPARTMENTS

- 4 ♦ SAPtips Training and Consulting**  
**7 ♦ Software Solutions**  
**9 ♦ User News from ASUG**  
**69 ♦ Humor**  
**70 ♦ SAPtips Associate Editors**



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*Table of Contents continued on page 2*

Klee Associates, Inc.

## ABAP/J2EE

- 51 ♦ Making Powerful ABAP Applications Using Dynamic Open SQL – A Guide for SAP® Developers and Consultants, by Rehan Zaidi, Siemens Pakistan.**

Observe the art of Dynamic Open SQL programming: combining SQL statements with some elegant ABAP programming logic to produce powerful generic code.

## CIO Corner

- 55 ♦ Training - The Kingpin of Better Use of Technology, by CJ Rhoads, with Commentary by Andy Klee.** Build a case to secure ample training dollars in your project with CJ Rhoads' and Andy Klee's no-nonsense look at training vs ROI.
- 60 ♦ How to Quit Worrying about the ERP Graveyard, by Ned Lilly.** Ned Lilly of The ERP Grave-

yard Blog gives us his assessment of what's the "REAL" next big thing in enterprise software.

## TRAINING

- 63 ♦ Just in Time Training? Using E-learning Methods for SAP Training, by Pete Owens, SAP Training Consultant.** What is e-learning and why do I care? Pete Owens explains the use of this concept to deliver the training you need, at the time and place that you need it.

## Humor

- 69 ♦ SAPtips Cartoon Contest** Find out whose caption submission won the cartoon contest from our last issue.

## SAPtips ONLINE

Be sure to visit the SAPtips Document Library to download these new white papers.

### **ON CRM**

#### **Reengineering Your Business Process Before Implementing CRM – A Novel Concept**

**By Jocelyn Hayes, SAPtips Director of Consulting and Training**

Business Process Reengineering may sound a little "old school", but it works. As an SAP consultant who started out as an Industrial and Operations Engineer, Jocelyn Hayes is very familiar with the BPR approach and has incorporated its methodology and disciplines (in a loose format) in all of her SAP projects. Last year, she worked on a process-oriented BPR team whose charter was to review the business processes that traditionally lie in the Customer Relationship Management discipline. Jocelyn explains what is involved in each of the five distinct phases that make up the project lifecycle of a BPR project, identifies key team members, examines pertinent communication plans, and cites the lessons learned.

*SAPtips Online continued on page 3*

*From the Editor continued from page 1*

ence (page 9) and/or SAP's Sapphire Conference April 22nd through 25th in Atlanta this year. There's always a great deal of energy and excitement surrounding both events as we learn what new releases, strategies, and solutions will be available in the coming months. We rarely remember that the function causing our pain today was one of those new releases we were so excited about at the conference a couple years ago. That's where SAPtips comes in. We're here for you during the adrenaline rush of discovering new features and through the adrenaline crash that comes with implementing and maintaining them. Our own Jocelyn Hayes will be attending ASUG and welcomes the opportunity to meet with you and discuss ways in which SAPtips can heal your SAP pain points. You can schedule a meeting with Jocelyn by calling 877-832-2594 x 122.

Whether you're attending the conference or holding down the fort at home, you don't have to miss out on all of the SAP previews. We've got a couple of our own. Scott Cameron unveils some of the new screens and functions of the CRM UI available with the 2006s release (page 40), and Anurag Barua introduces a series on Document Splitting with the new General Ledger (found in mySAP® ERP 2005) on page 36. If your boss says you can't afford these new tools, you'll want to check out our cover story for this issue. FI/CO Editor Bill McNaughten kicks off a series on the use of the Profitability Analysis tool to increase profit margins (page 10).

Whether your pain point is upgrading to Solution Manager 4.0 (page 43) or finding an effective way to roll out enterprise-wide training (page 63), you'll find news you can use in this issue. And speaking of training... those of you who are kicking yourselves because you missed our spring public training offering take heart! You can sign up for our fall classes or

*From the Editor continued on page 3*

## ON DATA ARCHIVING

### Archiving SAP Plant Maintenance Data – Part IV: Developing an Archiving Strategy

By Breck Whitten, SAP® Data Archiving Project Manager, Halliburton

In Part IV of his series on Archiving SAP Plant Maintenance Data, Breck Whitten goes into the details of using the PM\_EQUI Archive Object to archive plant maintenance equipment. Read on, as Breck discusses the basics and strategy for archiving equipment, as well as the associated re-access capabilities.

## ON ENTERPRISE PORTALS

### Integrating R/3 Transactions into Portals Through WebDynpro By Raj Peddisetty, Prosoft Technology Group

There's no doubt that providing R/3 access to everyone who needs it—particularly those with little technical experience—can result in numerous problems ranging from lack of understanding to security risks. However, it's possible to minimize these issues by integrating transactions. Raj Peddisetty takes you through the plan, design, and execution of his method, which we're sure you'll find is an excellent solution to what has otherwise been considered a dilemma.

## ON BI/BW

### Unconditionally Yours:

#### Learn to Love Conditions in SAP®'s BEx Query Designer

By Anurag Barua, The Washington Post

Data, data everywhere—and how much do you really want to take in? Probably not as much as displays on your screen when you're using an analytical query. So, is it possible to reduce the data displayed to just what you need to complete your analysis and hide the rest? Yes it is, says Anurag Barua. The "secret" to eliminating the extraneous displays of data lies in the conditions of SAP's BEx Query Designer. We'll let Anurag take you through the why, where, and how of using this undervalued tool. Once you've grasped its value, we're sure you'll love conditions unconditionally, too!

*From the Editor continued from page 2*

schedule custom classes at your site. See page 5 for details.

This issue introduces a new SAPtips advertiser: ACOM Solutions makes document management and payment options EZ! Create, pay, archive, even facilitate EDI/XML transactions easily—the full ACOM Solutions product line can help you do all that and more! We're proud to welcome this new product to our Software Solutions line up—get the full scoop on page 7.

Don't forget that your SAPtips subscription includes access to our document library. With over 4,000 pages of content across twenty-nine categories...and a smokin' hot search engine to navigate it all, this is the kind of knowledge base that is hard to find in the SAP world.

Here's hoping that April isn't too taxing on you (yeah, we know...but couldn't resist), and we'll see you again in June.

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