

COVER STORY

- 7 ♦ HR**
SAP Payroll Checklists: A Simple Tool to Reduce Errors, by Satish Badgi, SAP HR Consultant.
You'd better have an accurate payroll system if you're going to keep good employees in today's market. Satish Badgi shows you how to develop checklists for each part of the payroll run that support your configuration, and your policies. He even talks about the things that can go wrong and how to correct/prevent them.

LOGISTICS

- 13 ♦ APO**
Product Allocation Planning: Some Real World Challenges, by Ranjan Sinha, APO Project Lead.
Find out how to confront, and yes, defeat the challenges that arise in spite of your best efforts to configure the best possible SAP APO solution.
- 20 ♦ MM**
Implementing Consumption Based Planning: Part I – Configuration, by Jocelyn Hayes, SAPtips Director of Consulting and Training.
Predict your inventory future by reviewing your consumption history.

SD

- 27 ♦ CRM**
Target Marketing with CRM Data: Part I - Collecting the Data, by Scott Cameron, CRM Expert.
Pull specific customer lists from your CRM data for target marketing campaigns.

FINANCIALS

- 34 ♦ FI/CO**
Collections Management (FSCM-COL) – Part I: The Process, by Dimitris Langas, SAP Consultant.
Understand SAP's collection process and learn how to set it up so that it's practically a "push button" process.

SOA

- 45 ♦ SOA: Valuable Revolution or Meaningless Hype?**, by CJ Rhoads.
Does SOA measure up to all the hype, or is it just another TLA (three letter acronym)?

BASIS

- 50 ♦ Installing SAP NetWeaver™ 7.0 for High Availability Clustering with SQL Server Database**, by Eric Walter, Basis Consultant.
Get specific installation steps for ASCS, with an explanation of each component integrated into the new High Availability SAP architecture.

ABAP/J2EE

- 57 ♦ A Tour of the New Enhancement Framework: A Guide for SAP Developers and Consultants**, by Rehan Zaidi, Siemens Pakistan.
Simplify your life with the BADIs and plug-ins featured in SAP's new enhancement framework.



Cheryl A. Cave, Managing Editor

From the Managing Editor

The August/September issue of SAPtips is rock solid, with 77 pages of hard to find content. Satish Badgi leads the way with his cover story that shows how to make the most of your SAP payroll. Satish guides you through the payroll process, helping you create checklists that support your particular configuration and preferences. CJ Rhoads takes on eSOA (page 45) and explains why she sees more hype than hope these days.

Have you ever heard of a successful SAP implementation that came in

From the Editor continued on page 2

DEPARTMENTS

- 3 ♦ View from the Trenches**
4 ♦ SAPtips Training and Consulting
6 ♦ User News from ASUG
76 ♦ Software Solutions
77 ♦ SAPtips Associate Editors



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Klee Associates, Inc.

Table of Contents continued on page 2

TRAINING

- 65 ♦ The Value of Using Training Development and Delivery Tools**, by James Olcott, Penultix Consulting, Inc.
Curious about Training Development and Delivery Tools? Take a guided tour of some training roll-outs, with and without the use of these tools.

CIO Corner

- 70 ♦ How One Client Spent Less Than 10 Percent of Their SAP Consulting Budget: While Maximizing User Buy-In**, by Jon Reed, JonERP.com.
You *can* bring in an SAP implementation project under budget. See how Renfeng Ma accomplished this in Sedgwick County, Kansas.

SAPtips ONLINE

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

ON MM

Materials Management: Material Valuation

By Jocelyn Hayes, SAPtips Director of Consulting and Training

If your company's stockholders weren't happy with the Balance Sheet at the last Stockholder's meeting, you may find the CFO asking how SAP's Material Valuation works. Perhaps he/she will want to make the assets look greater, to show a stronger asset position...or perhaps he/she will want a smaller value reflected, to minimize tax debt. Jocelyn Hayes provides a brief, but thorough primer of the three types of Material Valuation, their benefits, and configuration. Any way you look at it, this article is a valuable contribution to your SAP "how to" library.

ON PM

Getting the Most from Your SAP PM Consultants

By Warren Bell, Olivet Inc.

Implementing or upgrading your SAP system almost always requires assistance from consultants. But consultants are expensive. How do you know if you have the right consultants, doing the right things, at the right time in your PM (or other) project? Warren Bell has been on both sides of the consulting game and shares his wisdom and survival skills. Warren even divulges the secret weapon he uses to determine whether the consultant is working in his firm's best interests.

From the Editor continued from page 1

significantly under budget? No, really. Jon Reed found someone who actually did this (and lived to talk about it). You are going to find his interview (page 70) in the CIO Corner both intriguing and useful. Renfeng Ma of Sedgwick County, Kansas, candidly explains what worked, what didn't, and why. Since he was able to keep his implementation budget low, he was able to divert some much needed additional monies to training, and still come in under budget for the project. James Olcott knows just how to spend those extra end-user training dollars. In his debut article with SAPtips, he discusses the pros and cons, and ROI, of some of the more popular Training Development and Delivery tools that support SAP (page 65).

If you're all about sales numbers, you may find just what you need in Scott Cameron's article on page 27. In another excellent "get the most from the system you've got" article, Scott starts a two part series to show you how to use your CRM data for target marketing. We have two other articles that help you discover the potential of your logistics applications. The first is a new series by Jocelyn Hayes (page 20) on configuring Consumption Based Planning. The second is an examination of "Real World" Challenges in Allocation Planning (with some options and solutions to smooth the rough edges), by Ranjan Sinha, on page 13.

But wait...there's more. For you techies out there we have an excellent guide for Installing NetWeaver 7.0 for High Availability Clustering with SQL by Eric Walter, on page 50. For you ABAPers we have a Tour of the New Enhancement Framework on page 57, by Rehan Zaidi.

We may be in the dog days of summer, but the SAPtips University fall training sessions start soon. Go to www.SAPtips.com/WorkshopSchedule.asp for class information and online registration.

Rock On,

Cheryl A. Cave,

Managing Editor, SAPtips

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Jocelyn Hayes' View from the Trenches

We at SAPtips hope every one is enjoying their summer in their respective parts of the country (well, actually world – so I suppose it may be winter for some of our readers). It has been a scorcher here in Colorado the past few weeks. Speaking of scorchers, do I dare bring up the fiasco with TomorrowNow and Oracle®? Naw. Let's let the presses deal with that one.

Other exciting news in the world of SAP® is that they just posted another tremendous quarter for earnings. What is going on with SAP these days – while the rest of us sit in an economic downturn (dare I say recession), SAP continues to surpass expectations. Bill McDermott attributes it to the net new customers switching from outdated legacy systems – sound familiar? It sounds similar to why ERP (specifically SAP) had such a boom in the late 90s. Maybe it is a trend – every ten years, as we near the end of the decade, companies replace systems. Let's check back in 2017/2018 and see if my theory holds any water.

Another area of interest is the extreme shortage of great SAP talent – same issue as back in the late 90s. Hmmm, another trend? The good news is SAPtips is here to help! We have a huge fall lineup of classes to

help bring your staff and consultants up to mastery level SAP gurus! Consider investing those consulting dollars into your staff and send them to class. Check out our public workshop schedule at www.SAPtips.com, and remember that we can bring any of our public workshops to your team at your site.

Speaking of which: SAPtips has had many great successes with our onsite training. Our consultants custom tailor our standard course offerings to your business needs. For example, we recently took our ABAP Web Dynpro class to Polk County Schools and trained their staff on this new SAP development tool. Our students all raved about our instructor-extraordinaire and stated that the class covered all the topics they needed to proceed with their project, and the class was far superior to SAP's standard courses, which target the masses and not client specific needs.

And what about those skyrocketing Maintenance fees outlined in the new Enterprise Support plans? Well, in my opinion, it is a fair rise, for most SAP customers that have been enjoying over a decade of no increased charge, yet expanded support options. There are many opinions out there regarding the



Jocelyn Hayes

dramatic rise, but if you want to continue to get the support, you will have to suck it up and pay the extra fee. In my opinion, SAP does provide pretty good support once you get past level 1. I have submitted hundreds of notes to SAP over the years and have almost always found that they are quite responsive to my issues/concerns.

That's it for this edition of the "View from the Trenches" column. Enjoy the rest of your summer (or winter for those in the southern hemisphere) and stay tuned for the next exciting issue of our SAPtips journal.

Hoping to see some of you in Dallas this fall,

Jocelyn Hayes

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