

COVER STORY

- 16** ♦ **NetWeaver™ BI: Best Practices for Successful Project Management, by Arthur "Pat" Pesa.** Best practices ensure the best projects. In our cover story, BW Editor Pat Pesa presents his "no-holds-barred" take on how to tackle BI projects. Pat also shares the methodology he has used on SAP sites to keep NetWeaver projects on target.

FINANCIALS

- 23** ♦ **Perfect Realignment: A How-To Guide for Realigning SAP CO-PA Data, by Sutrisno Japit.** Show me the money. Sutrisno Japit keeps your financial reporting in order by demonstrating the basics of CO-PA data realignment.
- 28** ♦ **Product Cost Planning Functionality Part IV: Avoid Splitting Hairs Over Splitting Structures, by William McNaughten.** Follow Bill McNaughten as he leads you through the final steps of Cost Planning in SAP.

HR

- 35** ♦ **Shift Planning Primer: A Guide for HR Users and Consultants, by Rehan Zaidi.** Shift your paradigms about SAP's shift planning tool as Rehan Zaidi explains the basics.

LOGISTICS

- 41** ♦ **A Holiday Bag of Pricing Tricks: Three Stocking Stuffers for Your Pricing Repertoire, by Matthias Liebich.** Matthias Liebich fills your Christmas stocking with an assortment of sweet pricing tips.
- 47** ♦ **Invoicing Plan: Making the Most of Material Management, by Anurag Barua.** Trim the fat. Anurag Barua shows you how to eliminate repetitive tasks to streamline your invoicing routine.

CRM

- 52** ♦ **SAP's Rented Address Flag: A Useful Tool for Customer Validation in mySAP CRM, by Scott Cameron.** Use Scott Cameron's guide for utilizing the SAP CRM Rented Address Flag option to validate and use purchased leads.

ENTERPRISE PORTALS

- 58** ♦ **The Pros and Cons of SAP's WebDynpro Technology, by Bill Guderian.** Will it be two thumbs up? Bill Guderian presents a candid review of SAP's WebDynpro GUI development tool.



Jon Reed, Managing Editor

From The Managing Editor

"My SAP® Portals career is over." An SAP consultant I've known since the mid-'90s recently dropped this bomb on me. But how could one of the first Portals consultants in the market be saying something like this? "With the release of NetWeaver™ 2005 in the second quarter (of 2005), Portals will ship standard and fully-integrated into NetWeaver," he told me. This guy never waits for functionality to become a standard; he always moves on to the "next new thing" where he can

From the Editor continued on page 2

DEPARTMENTS

- 4** ♦ Audit Services
6 ♦ SAPtips Training
11 ♦ Consulting & Permanent Placement
14 ♦ Software Solutions
21 ♦ Humor - What Does SAP Stand For?
63 ♦ SAPtips Associate Editors



Managing Editor: Jon Reed
Publisher: Andy Klee
Production Editor: Cheryl Cave
Assistant Editor: Emil Marx
Graphic Designer: Mark Hunter

Klee Associates, Inc.

SAPtips ONLINE

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

ON WEB APP SERVER/NETWEAVER

NetWeaver™ 2007: Between Myth, Hype, and Vision, by Axel Angeli and Lynton Grice

NetWeaver gurus Axel Angeli and Lynton Grice use the ironic answer, “42”, from “The Hitchhiker’s Guide to the Galaxy” to answer the “unknown question” of “where, exactly, is the NetWeaver application framework going in the future?”. To get past the hype and move straight to the truth, one must go directly to the designers. That’s just what Axel and Lynton did. They got the (virtually exclusive) scoop about NetWeaver 2007 directly from the folks at Walldorf. In their final white paper for 2005, the dynamic duo deftly contrasts the “as is” model of NetWeaver with the “to be” model, and the overall SAP outlook. Axel and Lynton say that “SAP’s primary strategy is their partner-focussed approach in building a community around NetWeaver and ESA.” Does it accomplish this goal? You’ll have to read it to find out.

ON FINANCIALS

Paying Prompt Attention: Complying with the Prompt Payment Act in Your SAP® System, Part I, by Anurag Barua, The Washington Post

Does living and working in Washington D.C. make FI/CO expert Anurag Barua more aware of compliance issues? Perhaps, but his attention to this issue is a definite boon for SAPtips readers. In this first part of a two-part series, Anurag lays out the overall landscape of the Prompt Payment Act, its features, and how SAP’s functionality supports its compliance. He shows us how the PPA is tightly integrated with the purchase-to-pay cycle, and presents three relevant scenarios in the purchase-to-pay cycle. Anurag wraps up the discussion with an overview of the key PPA concepts used in SAP. But stay tuned for Part II of his white paper (in the February/March issue of SAPtips), where he will take you through the configuration aspects.

ON WEB APP SERVER/NETWEAVER

Hitting the Stride with SAP® XI: On Whether Exchange Infrastructure Is “All That”, by Dave Bernard, Kimberworks, Inc.

It’s the oldest trick in the book: when you want the best information, go right to the source. In the case of XI, we went directly to the original XI product development team. Dave Bernard, the author of this comprehensive new SAPtips white paper on XI, was part of that first SAP NetWeaver™ XI product team and lived to tell. He has watched XI evolve from its early, awkward “baby steps” days to the current full-featured incarnation. But still, the question remains: Is XI all it’s cracked up to be? In this exclusive white paper, Dave Bernard answers that question by putting the evolution of XI in the context of the overall development of the Enterprise Application Integration (EAI) space. Using helpful functionality charts, Dave explains how SAP sees XI as the next-generation hub of the NetWeaver product line. So is XI ready for prime time, or not? As always, the answer is relative: it depends on the customer. In the last section of this white paper, Dave describes several different approaches to XI adoption and talks about the skills needed to ensure a successful XI implementation. Through this honest inquiry, Dave is able to strike a balance between pointing out the challenges

From the Editor continued from page 1
really have an impact. So what’s next for him? “XI-BW integration.”

So there you have it, from the words of a tireless (and pretty tired sounding) SAP consultant. Of course, his job is a little different than ours – he has to stay a half step ahead of SAP customers to remain billable. At SAPtips, we tackle it from both sides: we bring you “scoops” about SAP’s “latest and greatest,” but we also give you plenty of tips on the core R/3 functionality that SAP sometimes seems almost apologetic about these days. But why upgrade until you have to? Why not take better advantage of what you’ve already sunk so much of your team’s resources into?

On the scoop side, we’ve got some great ones for you this issue. In addition to our cover story on NetWeaver Business Intelligence by Pat Pesa, two new white papers give you a unique glimpse into where SAP is headed. In “Hitting the Stride with XI,” NetWeaver expert Dave Bernard – one of the founding members of SAP’s XI product team – gives us a savvy view of how XI has evolved and tells us whether or not it’s ready for “prime time.” Then, in their exclusive preview of NetWeaver 2007, our intrepid overseas duo, Axel Angeli and Lynton Grice, give us a preview straight from Walldorf on what’s coming down the pike for NetWeaver in the years to come. True, many SAP customers aren’t even running NetWeaver 2004 yet, but you can’t decide on the best course of action if you don’t know where SAP’s going. You can count on SAPtips regulars like Axel and Lynton to clear the trail ahead and report back.

But from the training requests we get, we know that you’ve got more on your mind than NetWeaver. Though we are starting to get more requests for NetWeaver team training, most of our training requests still come from “bread and butter”

From the Editor continued on page 3

XI is facing and the obstacles it has yet to overcome. There's no way to get the final word on XI in one white paper, but you'll finish this piece with a deeper understanding of how XI fits into SAP's NetWeaver architecture.

ON DATA ARCHIVING

Archiving Purchasing Data, Part VI: Developing an Archiving Strategy for Material Documents, by Breck Whitten, Haliburton

How does he always know? Archiving master Breck Whitten seems to have a sixth sense about what readers need next. How does he do it? It may sound cliché, but he's been there and done that. He knows that most companies using the purchasing module will experience tremendous growth in the material document tables MKPF and MSEG. He also knows that the material documents are great candidates for companies who are looking to begin archiving projects, because the tables can be very large, and testing the Archive Object is not very complex. But Breck cautions you not to be fooled by the apparent simplicity, since improperly archiving material documents can have serious consequences in other areas. He shows you why it is good to gather as much information as you can about the integration points, and test to see how archiving material documents will impact those intersections of various modules within SAP. Typical of Breck, bringing the right information at just the right time—when you're just about to tackle all that end-of-year archiving.

ON ABAP DEVELOPMENT

Enhancing Standard Programs Quickly and Easily Via Business Add-Ins (BADIs)—A Guide for SAP® Developers and Consultants, by Rehan Zaidi, Siemens Pakistan

Some of the most appealing aspects of SAP are its modularity and “configure-ability”. SAP's enterprise solution allows a great deal of flexibility in application, as well as a lot of tailoring to specific company needs. One of SAP's recent offerings in the tools and techniques arena is the concept of Business Add-Ins, or BADIs. ABAP “man of the hour” Rehan Zaidi uses this white paper to explain exactly what Business Add-Ins are, and how they are called in ABAP programs. He presents an overview of the benefits to consultants and users, and he describes the steps required to enhance standard SAP programs that use this functionality. Maybe you're no Schwarzenegger, but you can be a world class BADI builder when you exercise your new-found knowledge of Business Add-Ins in SAP.

Don't forget to visit these handy links at www.SAPtips.com

Here's the latest – and greatest – list of SAPtips training courses by subject area. www.SAPtips.com/TrainingCatalog.asp. We'll be glad to customize these for your project.

And in case you've missed it – check out our handy, dandy, SAPtips toolbar. Get Immediate Access to all our tips from your browser. www.SAPtips.com/Toolbar.asp

From the Editor continued from page 2

areas of SAP like Financials, Logistics, and HR, with BW and CRM training on the rise. In this edition, we feature an updated course list of our most popular “Mastery Level” training courses (see page 6). As always, Jerry Walter, our Director of Staffing and Training, can work with you to develop a custom training program that meets the needs of your project. Jerry can be reached at Jerry.Walter@ERTips.com.

With each new issue of SAPtips, we're spending more time with our subscribers on enhanced project support. Two new features reflect our commitment to sharing “best practices” on attracting, hiring, and training the best SAP talent. In the first edition of “Cheryl's Training Tips,” (see page 7), SAPtips Production Editor Cheryl Cave offers advice on how to handle that “problem” SAP user most projects are confronted with. And in the debut of “Jerry's Staffing Tips,” (page 12) Jerry shares advice on how to hire “permanent” SAP employees onto your project team. We also have a special tip from Jerry on getting SAP talent on board in the face of year-end budget crunches (page 11).

Enough “spoilers” – let's end with the obvious: there's a whole lot for you to enjoy in this issue, including a fun humor piece by yours truly on my (almost) eternal search for the answer to that all-important question, “What Does SAP Stand For?” (page 21). Last but not least, on page 5, we announce a special session of Audit Services Director David Ashley's class on “Business Continuity Planning” in Houston, Texas, January 17-19, 2006. Unlike most classes on this subject, we will focus on giving you the knowledge and tools to do this planning yourself. You will be taken through the process of building a plan by two certified professionals who have more than 100 plans under their belts.

From the Editor continued on page 13

you run is hiring someone on salary who is money-motivated to the point that he or she is going to listen to every consulting offer that comes along. No one can be right about people all the time, but a good recruiter understands the importance of a "total fit." I can screen for SAP skills, and I can screen for a lot more besides.

Another major benefit to working with an SAP recruiter is that I've filled a lot of openings for a lot of different clients. This puts me in a position where I can help to advise companies on whether their salary range and "skills wish list" is realistic for the person they are seeking. Sometimes it's a matter of reducing the years of experience required, or upping the salary range, and it's a major advantage to be able to consult with someone who has filled similar positions and can give you a market-tested view of what's realistic and what's not.

I can help to advise companies on whether their salary range and "skills wish list" is realistic for the person they are seeking.


Tell us about a recent "direct placement." What were the keys to the hire?

Recently, we placed a Basis person in South Carolina. In the process of taking the initial job order, the hiring manager pointed out they wanted to bring somebody in who had a good two to five years of Basis experience. This was the first key to the hire: they were looking for a mid-level person, not a ten-year expert, so I knew from the get-go we were on track. They also wanted this person to have experience working with an Oracle database, and if they could get someone with skills managing a Sun platform, that was ideal. They wanted someone either local or within commuting distance. They were also willing to consider relocating someone *if* the person had a strong desire to move to that area.

I knew of a nearby Basis administrator who had these technical skills. In the past, she had not wanted to relocate, but she did live in the next state. I asked her, "What are the most important things to you in a new position?"

This brings us to another key to the hire: ask the additional question. In this case, I went further into her criteria for a new position. She told me that she was hoping to work with a manager who would give her free reign to do the things that she needed to do without standing over her constantly. So I went back to this manager and asked him about his management style. He said, "I give my people freedom to do what they need to do." It turns out that he was based overseas and only came in for one week a month, so he counted on his team to be self-directed and self-motivated. Asking this extra question from the job seeker turned the situation around. This woman wasn't initially excited about relocating, but once I put her together

with this manager, she really warmed to the position and the chance to work for someone who wouldn't be looking over her cubicle all the time. This ties back to the last question about the value of recruiters. To me, a good recruiter is someone who has the time and focus to get at the underlying motivation of the job seeker. If you can draw that out, more often than not, you can find your way to a successful hire – and one that will stick for the long-term.

Jerry Walter, *Director of Staffing and Training for SAPtips*. Jerry brings 23 years of staffing experience to run our professional search group, specializing in the successful placement of SAP professionals. Jerry takes pride in his continuing ability to locate individuals of outstanding character and qualifications for placement in positions with clients on a nationwide basis. Whether you are a job seeker looking for a new career or project, or a hiring authority seeking to fill full-time or temporary employment opportunities, Jerry can assist in all aspects of your staffing needs. Jerry resides in Olathe, KS, and can be contacted by email at Jerry.Walter@ERPtips.com. His phone number is 800-236-4930 or 877-832-2594 x 120. 

From the Editor continued from page 3

Finally, from all of us on the SAPtips team, we'd like to wish you a Happy Holidays and a great new year inside and outside of SAP. One of the best things about the holidays is the chance to get a little corny, so on that note, we'd like to thank you for being a part of the SAPtips community. We truly do see our customers as "partners" in the quest to get the most out of your SAP investment. See you in the New Year!

Jon Reed,
Managing Editor
www.SAPtips.com