

## COVER STORY

- 9 ♦ **NetWeaver Data Warehousing Workbench in BI7.0: Utilize New Features of an Enhanced NetWeaver Front-End, by Anurag Barua.** Planning an upgrade to SAP's BI 7.0 with the NetWeaver front-end? Find out if the benefits outweigh the time and expenses.

## HR

- 14 ♦ **Planning the Implementation of SAP®'s Training and Events Management (TEM) Module, by Satish Badgi.** SAP's Training and Events module is only as useful as you make it. Learn why the toughest piece of the puzzle is in the planning... not the configuring.

## LOGISTICS

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- 26 ♦ **PRICING Year-end House Cleaning: How to Identify and Remove Unused Pricing Condition Records, by Matthias Liebich.** Putting off those end-of-year housekeeping tasks? Let SAPtips and Matthias Liebich help you get your SAP house in order.

## FINANCIALS

- 33 ♦ **It's an Inside Job: Capital Internal Orders Part III - Appreciating Depreciation, by Bill McNaughten.** Wrap it up! Bill McNaughten wraps up his Capital Internal Order series just in time to help you take advantage of some end-of-year tax advantages.

## CRM

- 40 ♦ **Effectively Plotting and Selecting Your CRM Resources, by Scott Cameron.** Remember when Scott Cameron wrote about hiring CRM resources? In this issue, he shows you how to best utilize your CRM talent.

## BASIS

- 45 ♦ **Refreshing SAP Data: An Alternative to SAP's System Copy Procedure, by Eric Walter.** Houston, we copy that. No, it's not Apollo 13 again, it's Eric Walter with an alternate method to perform system copies.

- 50 ♦ **Charting Your Course: Using Solution Manager's E-Learning Maps, by Kamran Ellahi.** Lost in SAP? Kamran Ellahi makes a compelling case for SAP's E-Learning Maps included with Solution Manager 3.2.



Jon Reed, Editor in Chief

## From the Editor in Chief

A great holiday season is all about friends and family. But it's also about remembering what's important. As this December/January edition of SAPtips goes to press, I am reminded that our publication is successful only because it has met the expectations of readers like you. If we didn't help you to solve real world SAP problems, we would have stopped publishing a long time ago.

As we move into our fifth year at SAPtips, the one thing we can say for sure about SAP is that change

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## CIO Corner

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## SAPtips ONLINE

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

### **ON PROJECT MANAGEMENT**

#### **How to Implement SAP Within Budget By Victor Galina**

On time and under budget—that is the fantasy that all SAP implementation teams dream about. How possible is it? Well, from a budgetary standpoint, Victor Galina has some great tips to help you keep a tight reign on costs and not exceeded your allocated funding. A few of these tips may also help you to avoid the overtime factor as well. Who knows? Maybe you can turn a dream into a reality.

### **ON DATA ARCHIVING**

#### **Archiving SAP Plant Maintenance Data – Part II: Developing an Archiving Strategy By Breck Whitten**

As a business grows, so does its databases. This is true for virtually every part of the business, including plant maintenance. Let your d-bases get too big, and well, things just slow down, including reports. Thankfully, Breck Whitten returns to the SAPtips table to share with you some more tips and tricks for archiving Plant Maintenance data, an oft overlooked area in the archival world. This go-round, Breck delves into how to develop a strategy to implement such a project, including archiving PM notifications and re-access capabilities. Before you know it, you'll be able to free up some valuable disk-space and pick up some speed in system performance!

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is a constant. I've been a part of the SAP marketplace since 1995; articles I wrote dealing with SAP careers in 1995 are antiques now. What's changed the most? The technical shifts are obvious: the Internet has changed the way SAP and all other software vendors approach the development (and implementation) of their products.

But if SAP's NetWeaver technology grabs the headlines, the biggest changes are actually in the delivery of services. Today's SAP customers are a lot savvier about how to implement ERP solutions than they were in '95. There is a hard-won awareness that software is only as effective as the people who implement it. Therefore, team training and "knowledge transfer" are no longer lip service phrases but real concerns companies must tackle to realize ERP success.

The focus on building strong in-house teams and creating a clear alignment between business processes and the underlying software has helped companies to get more out of SAP and avoid those wacky "big bang" rush jobs that earned SAP and the other ERP vendors lots of bad press in the '90s. We could say that today's companies understand what ERP technology can do for them without idealizing it.

But you can't harness that technology without project know-how. At SAPtips, we're committed to providing Mastery-Level Knowledge at the intersection between SAP and the people who implement it. That means combining quality project tips with hands-on services in consulting and training that leave in-house teams stronger and better informed.

This edition of SAPtips illustrates our approach: we bring together articles on SAP's evolving NetWeaver platform with core application tips that companies can put to use now, whether or not they are ready to upgrade. That's why our cover story on NetWeaver Business Intelligence is followed by bread-and-butter articles on Financials, HR, and

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## ON WAREHOUSE MAINTENANCE

### Monitoring the SAP WM Warehouse— The Warehouse Activity and RF Monitors By Bruce Rishel

Any warehouse manager working with SAP knows that the Warehouse Activity and RF Monitors are two of the most valuable tools at their disposal. They provide these managers with the ability to execute transactions, monitor workloads, basically get a grip on all the feverish activity that goes on in their environment. Bruce Rishel understands the value of these monitors and provides the steps for SAP administrators to configure these tools so that warehouse managers will get the most from SAP when running their side of the business.

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Logistics topics. And since you can't optimize or upgrade without the right people, we've also included an article on staffing CRM projects and another piece on how to keep SAP trainees from nodding off when they are supposed to be picking up vital SAP know-how.

We're still the only publication that covers the full range of the SAP product from both a functional and technical perspective.

The most exciting thing about working with SAPtips is seeing how many companies are reaching out to us to bring our experts on site to deliver a custom consulting or training solution. We love the challenge of putting together a training that truly meets the needs of a particular project. And for those teams that are seeking the best information at an affordable price, we have another round of off-site courses scheduled for April 16-20, 2007, in Dallas, Texas. Join our instructors for a special week of SD, Basis, or BW training.

All SAPtips off-site and custom, on-site courses are hands-on, packed with exercises, and designed and taught by active field consultants. We've asked them to pull together their best tips and tricks into one entertaining week, and they've done just that. You can see more details on our off site class schedule on page 5. For more information on our SAP consulting and training services, please feel free to contact us at [SAPservices@SAPtips.com](mailto:SAPservices@SAPtips.com).

At SAPtips, we have a special appreciation for our readers because we have shaped our publication and services through your input. From all of us at SAPtips, Happy Holidays. We look forward to hearing about where your project is headed in the new year.

*Jon Reed,*  
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### *PostScript from the Publisher,*

**Andy Klee:** Jon Reed is moving on after this issue of SAPtips. Jon didn't want to mention that this would be his final Editor's Letter, but I can't let this moment go past without paying Jon his due. I can't think of a better person to have started SAPtips with. Jon's drive to publish great SAP content has been constant—and his knowledge of the SAP ecosphere is nonpareil. His enthusiasm, management skills, and ability to work with our content partners (SDN, Search-SAP, ASUG, etc.) have been exceptional throughout our four years together. Jon, you will be missed greatly by me personally, and all of us at Klee Associates. I hope you'll be back occasionally to update all of us on SAP's strategy, cutting through the hype to separate fantasy from reality.

All the best,

*Andy*

