

- Introductions
- The IBM-SAP Global Alliance
- IBM's Value-based Archiving approach
- Technical Deep Dive
 - Understanding SAP Archive Link
 - SAP Archiving scenarios
- Summary

Information volumes continue to grow at an astounding pace. So do costs and risks.



Information
Volume Doubles
Every:

18-24 Months

90% of the world's
information was created in
the last 2 years

*Source: IDC Digital Universe,
"Extracting Value from Chaos"*

The increase in the
amount of
information
companies process
today versus a
decade ago:

1000x

*Source: Finding value in the
Information Explosion. MIT Sloan
Review*

BYOD:
Number of "apps"
downloaded from
Apple in 2013

25 Billion

Many companies, including
IBM, make Apps available
for both customers and
employees

*Source: "Data Crush", Christopher
Surdek*

Uncontrolled Data Growth Impacts Multiple Stakeholders



Pressure points felt across the enterprise



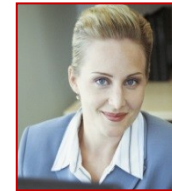
Flat budget, limited resources & unreal data

growth
Director of IT



More work & no time to deal with manual

processes
Business User



Growing volume & more regulations than ever

Line of Business

High Storage Costs

Backups/maintenance exceeding available window

Degrading application & system performance

More hardware spending

Many manual steps & data re-entry

Difficult to find paper-based supporting information

Distributed teams need access to information

Switches between applications to perform work

Pressure to do more work but with fewer people

More governance & compliance rules that impact operations

Increased competition means faster processing required

Higher labor and IT charge-back costs

IBM's Experience

IBM brings broad capabilities and years of experience in data management

In the marketplace with archiving products since 1995

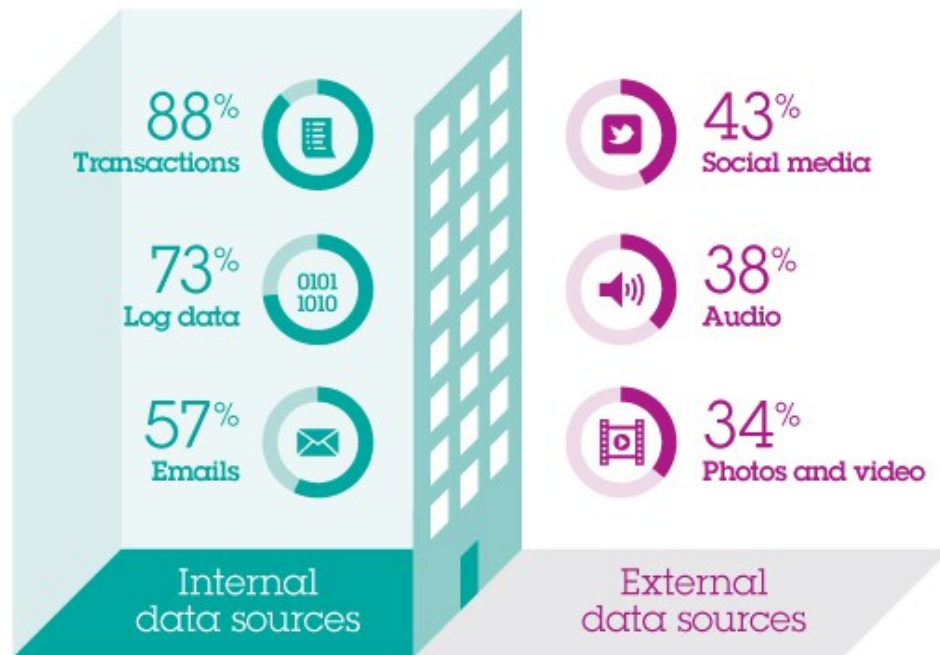
Hundreds of clients with billions of documents & petabytes of SAP data archived

Vast experience with Data Management and one of the broadest information management portfolios available today

- Comprehensive information lifecycle governance (ILG) for structured and unstructured information archiving
- Leverages IBM's marketplace-leading enterprise content management (ECM) repositories with scalability proven at some of the world's largest companies.

Where does big data come from?

Most big data efforts are currently focused on analyzing internal data to extract insights. Fewer organizations are looking at data outside their firewalls, such as social media.



IBM extends leadership in the 2013 Gartner ECM



Magic Quadrant

Number one for the second year in a row

IBM continues to lead in vision and execution:

- IBM is growing faster than the market, and again has increased share, revenue, and market share.

- IBM has undertaken steps to reduce complexity and improve user friendliness for the business user with a new universal UI, Content Navigator.

- For IT leaders and professionals, IBM has reduced deployment times

- IBM continues to show vision by focusing on solutions that traverse the existing SWG product portfolio: Case Management, Patient Care and Insights, and Defensible Disposal



IBM brings years of Data Management and ECM experience to SAP customers

A Powerful Alliance of Two Industry Leaders



Operating in over 170 countries, IBM is a global business and technology leader and is the world's largest IT and consulting services company,

- **Ten thousands of SAP installations**
- **430,000 employees**
- **\$ 104.5 Billion Revenue in 2013**



With locations in more than 130 countries, SAP AG is the world leader in enterprise software and related services

- **251,000 customers**
- **66,000 employees**
- **€ 16.22 Billion Revenue in 2013**

A 40 year partnership in technology research and development that benefits our common customers in many industries with deeply integrated applications



Wholesale & Distribution



Banking



Consumer Products



Healthcare



Transportation



Retail

..and many more industries

IBM-SAP International Competency Center



Deep expertise on systems, software and SAP solution integration co-located on the SAP campus in Walldorf, Germany and staffed by IBM and SAP resources



- **On-Site Specialists**
 - IBM hardware and software brand experts
 - Technology managers
 - Solutions sales
 - Project managers
- **Technology**
 - IBM & SAP research projects
 - Benchmarking
 - Redbooks and whitepapers
 - Tool development
- **Executive briefings**
- **SAP Performance Expertise**
 - Creation and ownership of worldwide sizing tools and processes
 - Directly support IBM Techline specialists
- **Technical Sales Support**
 - IBM technical sales
 - Business Partner support
- **Third level support**

Founded by IBM and SAP in 1993, located at the SAP headquarters in Walldorf, Germany

IBM Content Collector for SAP



A SAP-Certified solution that provides multiple capabilities for IT & Business Stakeholders

- **Archive data and print lists** out of SAP databases as it ages and as value diminishes
 - improve system performance
 - lower storage and infrastructure spending
 - Reduce time & cost of backups and system maintenance
- **Enhance productivity by automatically linking SAP transactions with supporting documents**
 - enable immediate retrieval from anywhere
 - eliminate re-keying information by capturing data off paper
- **Enhance processing capability; Retain SAP documents & data according to legal, compliance and business guidelines**
 - eliminate lost or misfiled paper documents
 - ensure retention of data according to policy
 - Streamline business processes with enhanced data integration
 - HR, AP....



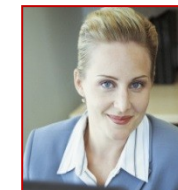
**Flat budget,
limited
resources &
unreal data**

growth
Director of IT



**More work &
no time to
deal with
manual**

processes
Business User



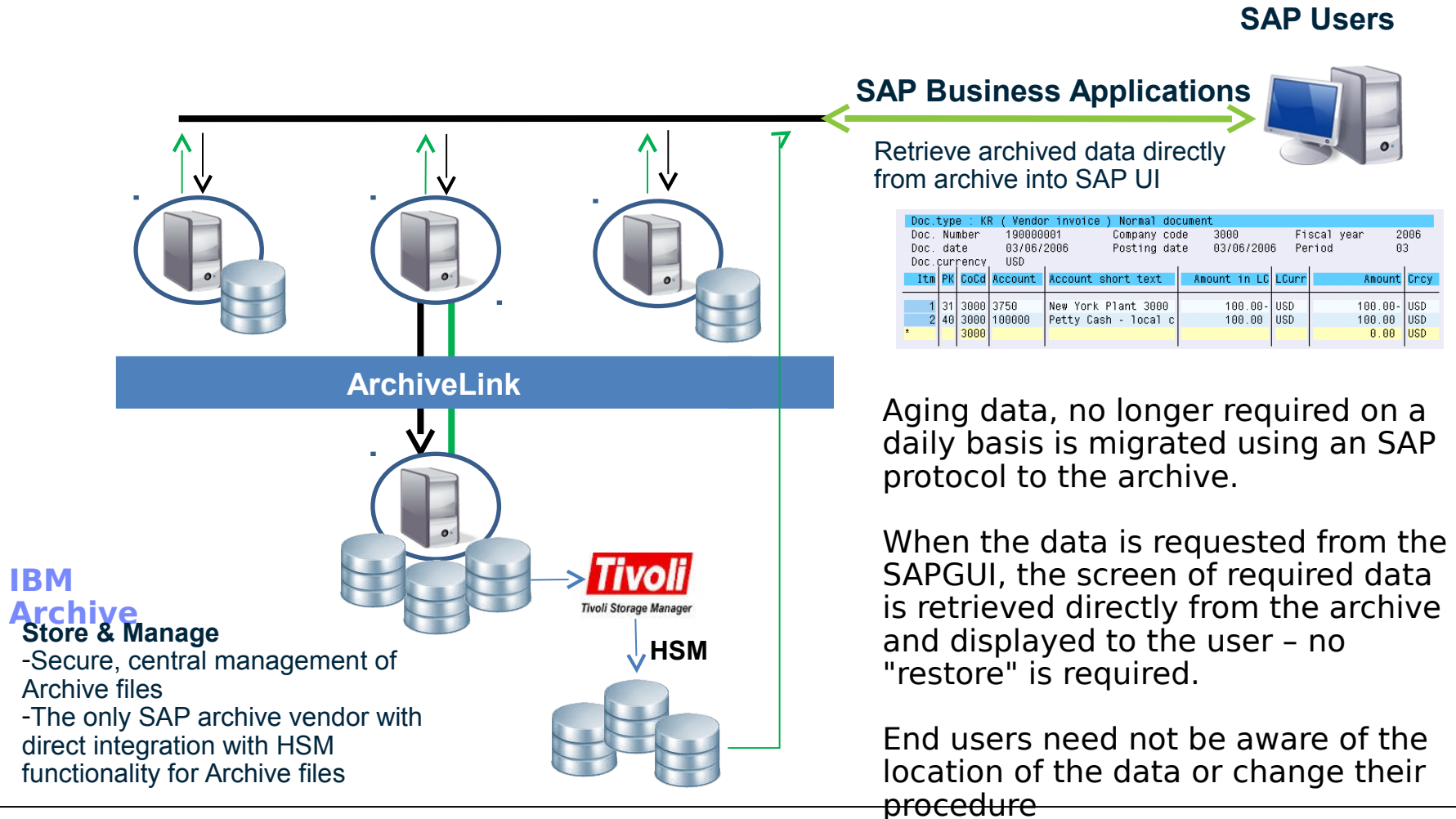
**Growing
volume &
more
regulations
than ever**

Line of Business

Why IBM Value-based Archiving for SAP?



Archiving aging data off SAP to lowers cost & help to improve system performance;
Provide simple, seamless access directly from SAP GUI



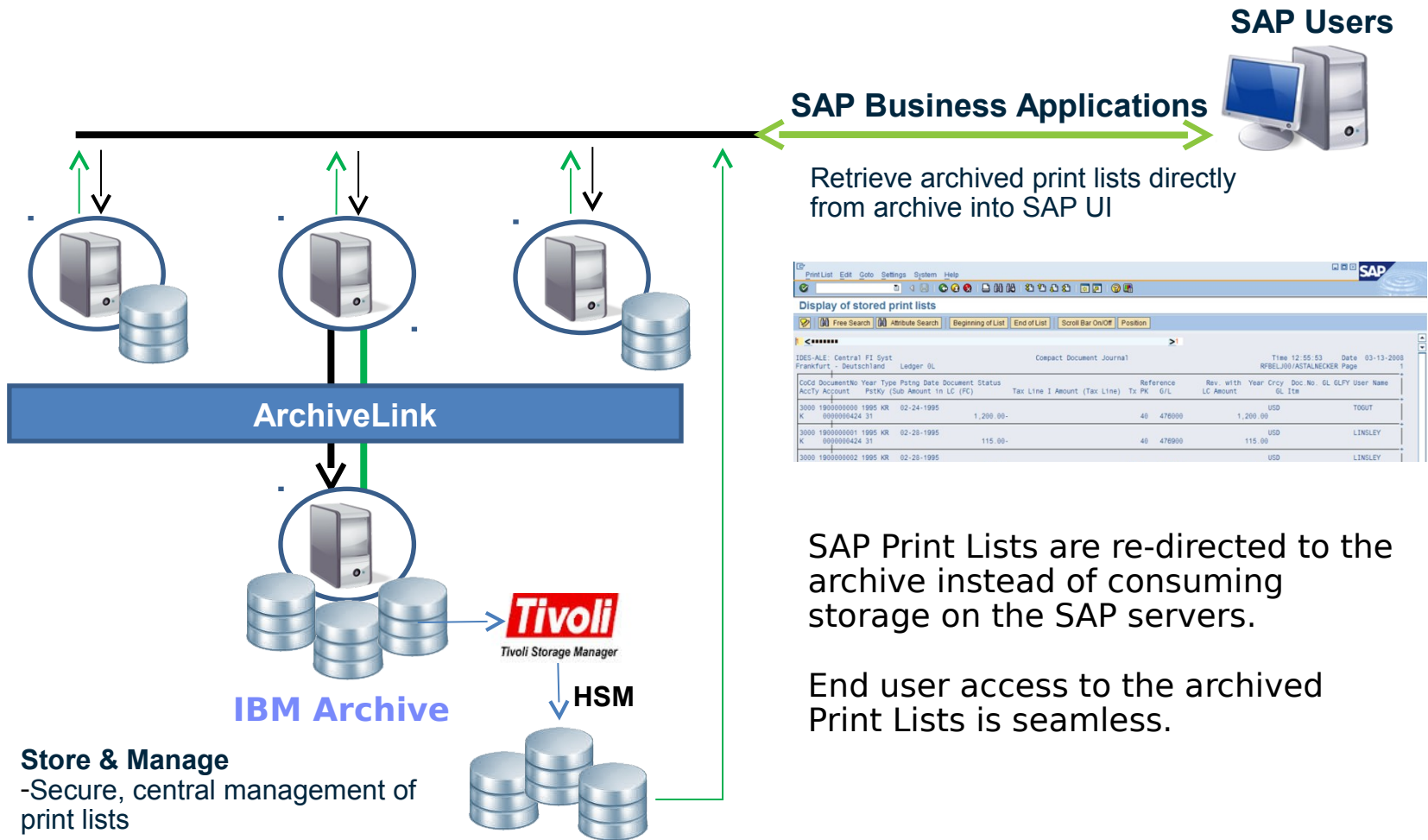
IBM Archive Store & Manage

- Secure, central management of Archive files
- The only SAP archive vendor with direct integration with HSM functionality for Archive files

Why IBM Value-based Archiving for SAP?



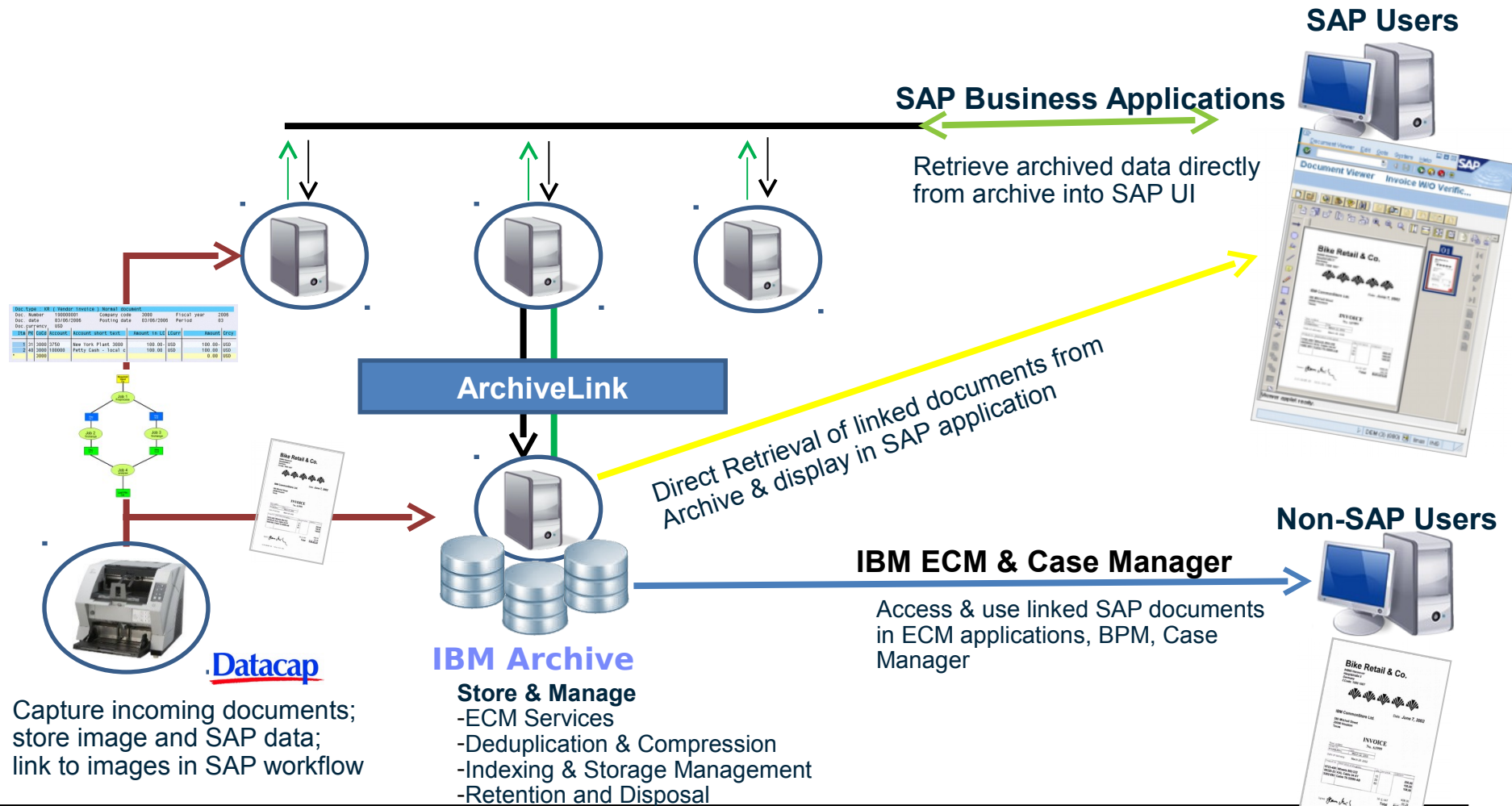
Archiving SAP Print Lists (reports) reduces storage requirements;
Provide simple, seamless access directly from SAP GUI



Why IBM Value-based Archiving for SAP?



Integrated document handling, extended ECM capabilities and custom applications add value, lower cost and improve efficiency



Supports SAP Document Archiving Scenarios



ICC is SAP ArchiveLink certified and meets SAP requirements for data and document archiving

- **Early archiving** with creating an SAP work item
 - Scan document with IBM Datacap Taskmaster Capture.
 - Capture additional meta data if required
 - ICC for SAP archives the document in the repository and instructs SAP to create a new work item in SAP
 - Meta data captured by Datacap can be simultaneously stored in the archive and/or sent to SAP.
 - Work item created in SAP user's inbox, with link back to image.

- **Late archiving** with barcode
 - SAP generated Bar Code applied to paper.
 - Document scanned, barcode information (and other meta-data if desired) captured with IBM Datacap Taskmaster Capture.
 - ICC for SAP archives the document in the repository and sends the barcode and document ID to SAP.
 - Meta data captured by Datacap can be simultaneously stored in the archive.
 - Barcode stored in SAP open barcode table; can now be linked to the related SAP business object.

IBM & Partners Deliver additional value with rich integration to SAP



Drawing on expertise in processing, data management and SAP, IBM and partner applications extend and enhance native SAP functionality and provide fast time to value

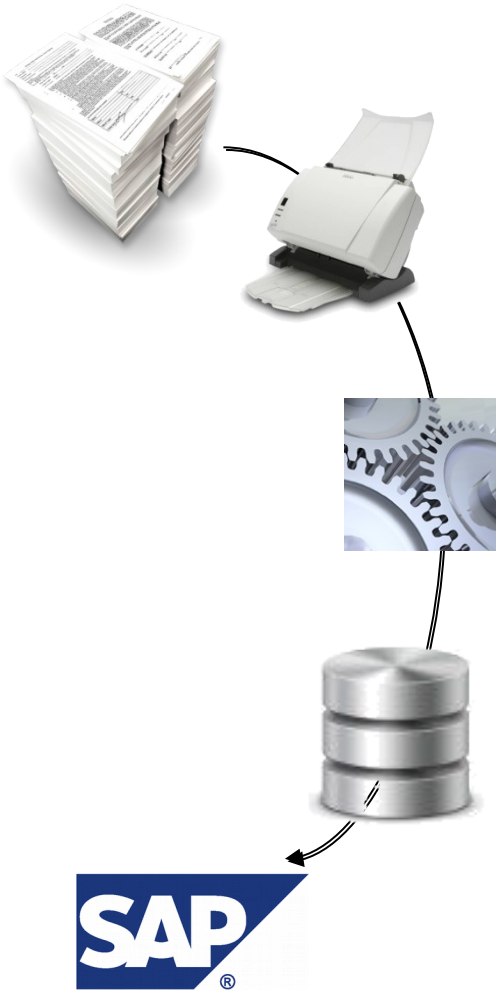
- Featuring direct integration with SAP modules (FI, MM, HR...)
- Fast implementation & cost efficiency
- Deep domain expertise:
 - SAP applications in HR File, Accounts Payable, Contract Management

SAP integration of production ad hoc capture including MFP devices

The screenshots illustrate the integration of production ad hoc capture into SAP. The first screenshot shows the 'InvoiceManager' interface with a table of invoice data. The second screenshot shows the 'Invoice Header Attributes' form, detailing invoice information such as 'Invoice party', 'Reference', and 'Amount'. The third screenshot shows a scanned invoice document from 'PAQ Deutschland GmbH' with a table of line items and a total amount of 2,392.80 EUR.

Hit	Data Source	Rating	Mes.	Vis.	No.	Current Status	Cash Disc.	Number	Cash Discou.	Net Due Date	Co.	Agent	User status	Document	PO	I	Comp.	Invoice pa.	Creditor name	Currency	Amount	Cumt.
DOO	COO	1	1	1	0	1. Data is validated	0	24.01.2012	24.02.2012	10.01.2012	10.01.2012	10.01.2012	10.01.2012	10.01.2012	X	1000	1000	C.E.B. BERLIN	687.0000	EUR		
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DOO	COO	1	1	1	0	1. Posted	0	15.01.2012	15.02.2012	01.01.2012	01.01.2012	DOERINGERR		01.01.2012	X	1000	1000	C.E.B. BERLIN	2.502.5600	EUR	2.502.5600	2.502.5600
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Accounts Payable for SAP



**IBM Datacap
Taskmaster
Accounts
Payable
Capture**

Capture invoices and other documents on paper, fax or email, turn them into digital images, extract information from them (using OCR / ICR), compare line items against PO data in SAP and insert images and metadata into SAP as well as the ECM repository

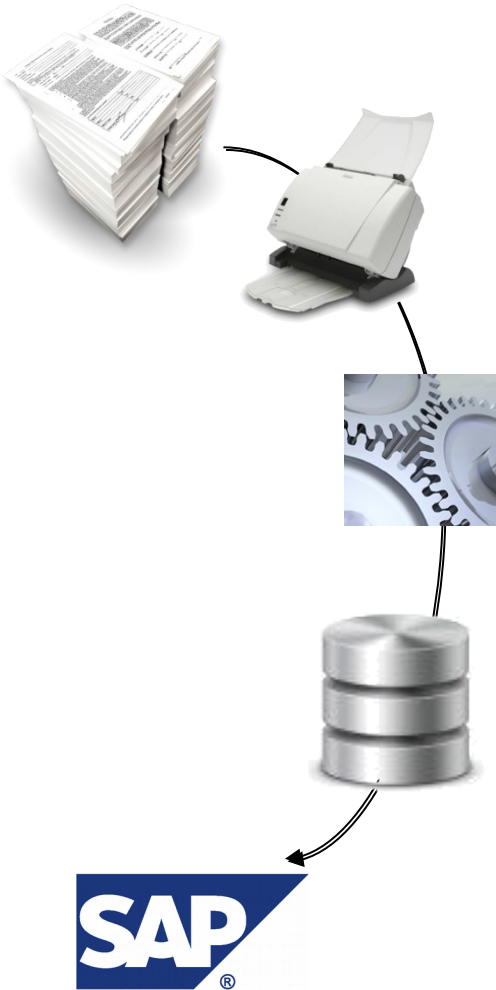
**Xft Invoice
Manager**

Route the document images through Business Processes inside SAP, based on content and user input. Build approval workflows and exception handling solutions.

**IBM ICC for
SAP**

Archive / Manage document images, control who views, edits, downloads, and prints tightly integrated with SAP

HR Process for SAP



**IBM Datacap
Taskmaster
Capture**

Capture HR documentation from any location, in any form, turn them into digital images, extract information from them (using OCR / ICR), and insert images and metadata into repository

**Xft
Personnel
File**

Route the document images through HR Business Processes inside SAP, based on content and user input. Build departmental workflows and exception handling solutions.

**IBM ICC for
SAP**

Archive / Manage document images, control who views, edits, downloads, and prints tightly integrated with SAP

Contracts Management for SAP



IBM Datacap Taskmaster Capture

Capture Contracts and customer documentation from any location, in any form, turn them into digital images, extract information from them (using OCR / ICR), and insert images and metadata into SAP and ECM repository

Xft Contract Manager

Route the document images through HR Business Processes inside SAP, based on content and user input. Build departmental workflows and exception handling solutions.

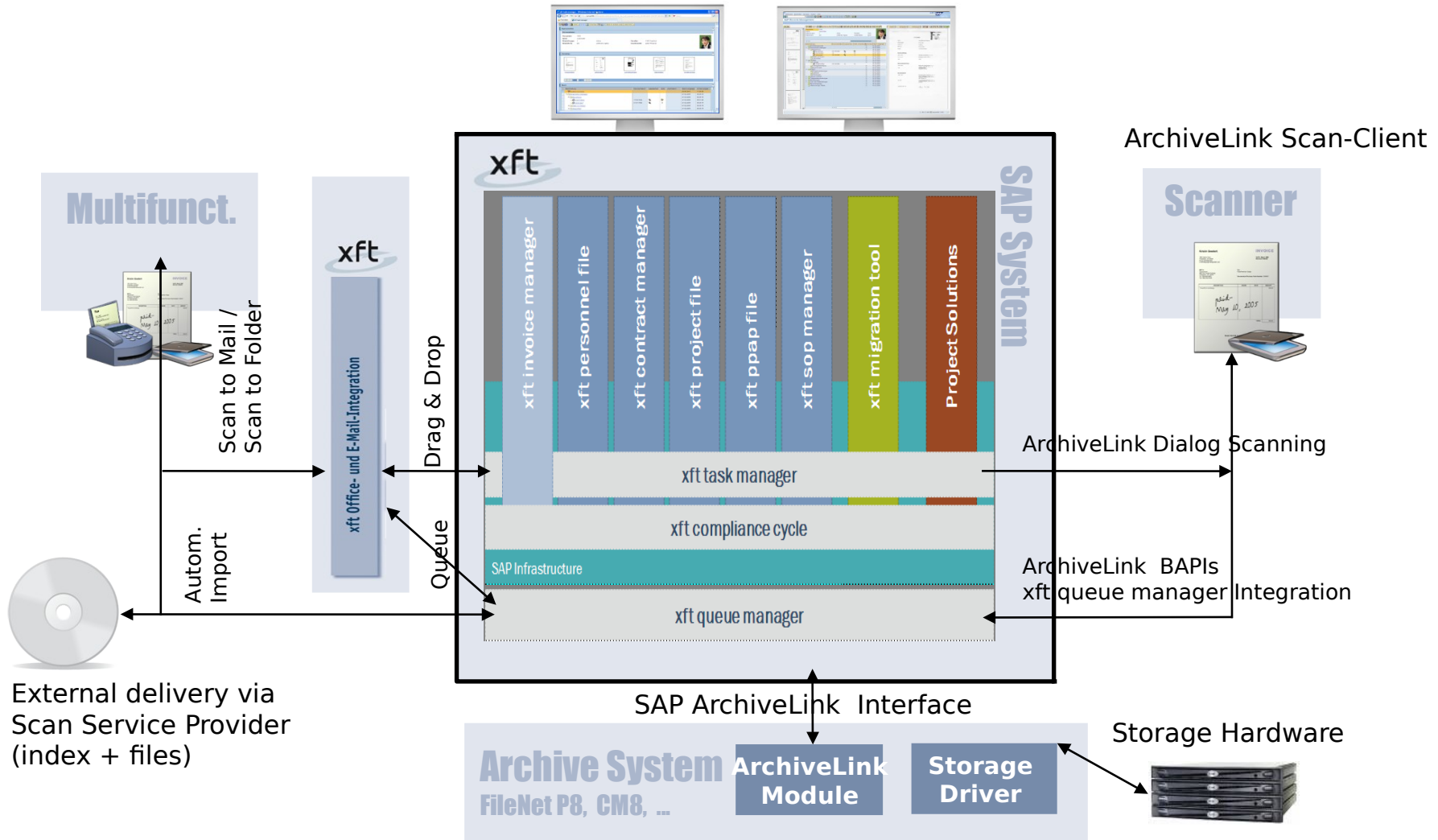
IBM ICC for SAP

Archive / Manage document images, control who views, edits, downloads, and prints tightly integrated with SAP

Tight integration with SAP & ECM solutions



Installs as a SAP application; interoperates with SAP modules



PECI (Pedernales Electric Cooperative, Inc.)



Streamlined Invoice processing with ICC for SAP - 2012



The largest Electric Cooperative in the United States – covering 8,100 square miles in central Texas – needed to streamline business processes

- Reduce costly paper handling in the AP process
- Front end scanning and electronic invoice approvals integrated with SAP Workflow

Objective: Reduce Accounts Payable processing time from 1-2 weeks down to a few days

The solution:

PEC has 'Content-enabled' SAP by installing IBM Content Collector for SAP which now sits between their IBM FileNet Content Manager (P8) repository and their SAP Accounts Payable (Finance) application



Note: Photos are the property of Pedernales Electric Cooperative and are not intended for personal use

The benefits

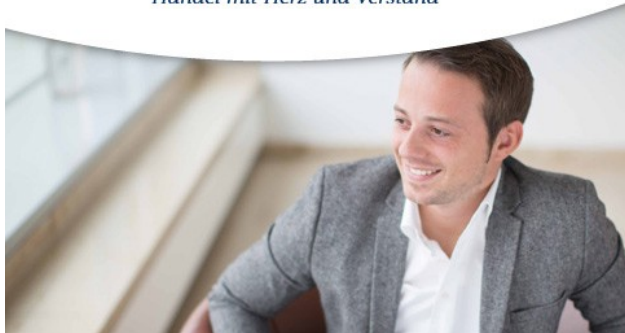
Outdated paper-based manual approval processes are now gone. Accounts Payable Processing now uses front end scanning, electronic approvals and can provide access to multiple users simultaneously, improving efficiency and cutting approval times.

Paper is largely replaced with electronic images requiring less physical tracking, eliminating lost and misfiled

Better performance for end users; Better fit for IT

DOUGLAS  HOLDING

Handel mit Herz und Verstand



With 1900 stores in Europe and North America, Douglas Holding's IT Services division were already archiving SAP data and documents. However, satisfaction with their current solution was dropping. With performance not up to expectations and a changing IT landscape, Douglas needed more flexibility in their archiving approach and a better fit for their environment.

Objective: Improved performance for end users, better fit for IT

The solution:

Douglas Informatik supports stores around the world with a solution that includes IBM Content Collector for SAP and IBM Content Manager to archive business documents for SAP FI, Retail and HCM (HR) modules, and data archiving from SAP Finance (FI) ; Services were performed by IBM Business Partner Spell GmbH, Karlsruhe

The benefits

Douglas likes the excellent performance, stability and flexibility of IBM solution, viewed by Douglas as a “universal adapter for archiving” and finds it easy to add new SAP modules.

SAP archiving, content-enabling now fits seamlessly into the











Value-based Archiving from IBM



*IBM's SAP-certified archiving solution provides multiple benefits.
This solution enables the ability to :*



Archive ageing data off production in order to maintain performance and lower cost.



Apply archive settings to individual SAP applications to meet compliance and business requirements



Support SAP Document Archiving & Linking scenarios to ensure rapid access to supporting documents



Capture data off incoming paper, create new SAP transactions automatically with no re-keying & leverage partner integrations with SAP



Provide "universal access" to SAP documents stored in the ECM repository from SAP clients, ECM applications including mobile



Expand, when required, to include other ECM capabilities

Capture, Analyze, Classify
Records Management
eDiscovery Process Management...

