

Discover Integration of Cloud Solutions from SAP

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May 14, 2012

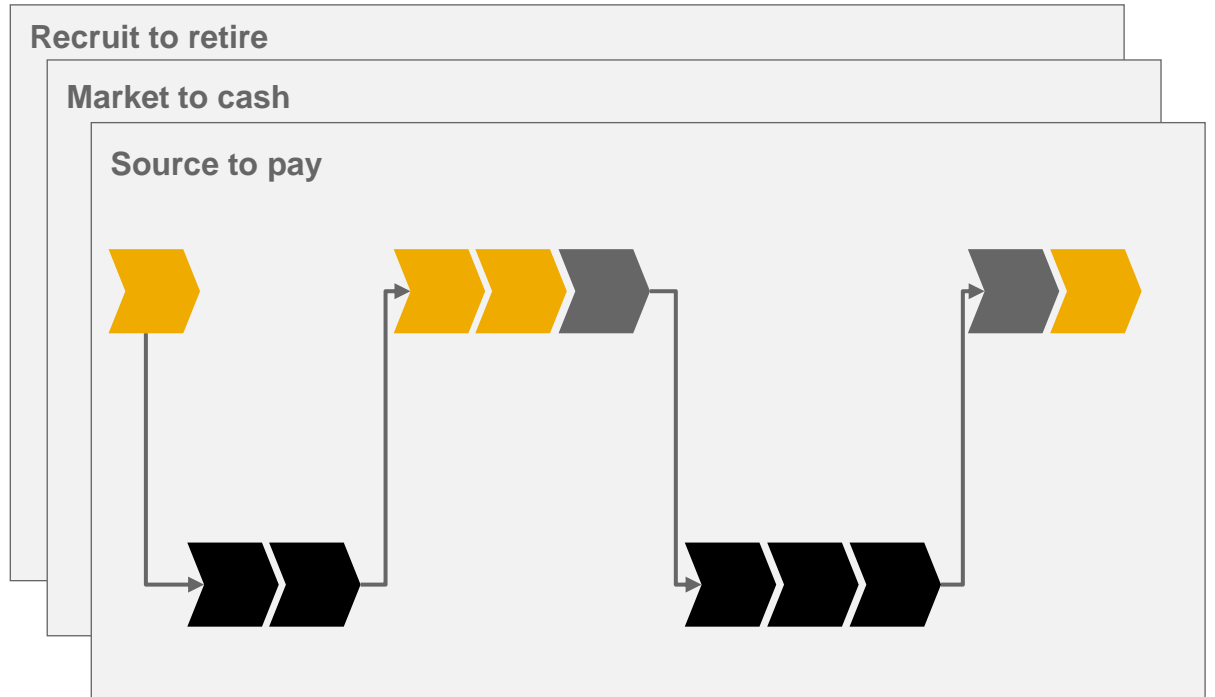
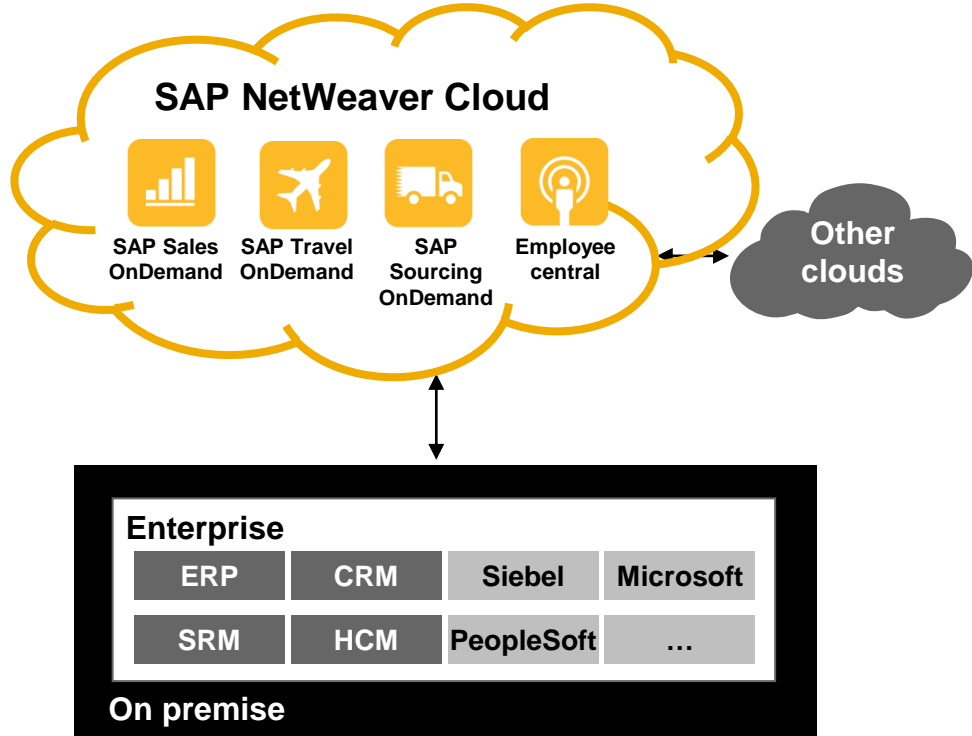


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Integration is key to achieving the benefits of cloud

Enables end-to-end business processes across cloud and on-premise



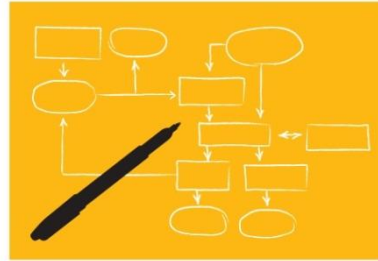
Integration enables you to:

- Consume rapid innovation delivered via the cloud
- Leverage existing on-premise investments

Integration requirements for hybrid deployments



**Master data
synchronization**



**Real-time, end-to-end
business process
integration**



**Data
security**



**End-to-end
monitoring and
support**



**Rapid
deployment**



**Support for complex
landscapes**



**Integrated user
experience**

Challenges in existing approaches to integration

Integrating cloud applications with existing IT landscapes is expensive and complex

Customers have several approaches today to integrate cloud solutions . . .

Web services

Flat file

Third-party integration platforms

APIs

SAP software

Connectors and adapters

Non-SAP software

. . . But current integration approaches create several challenges:

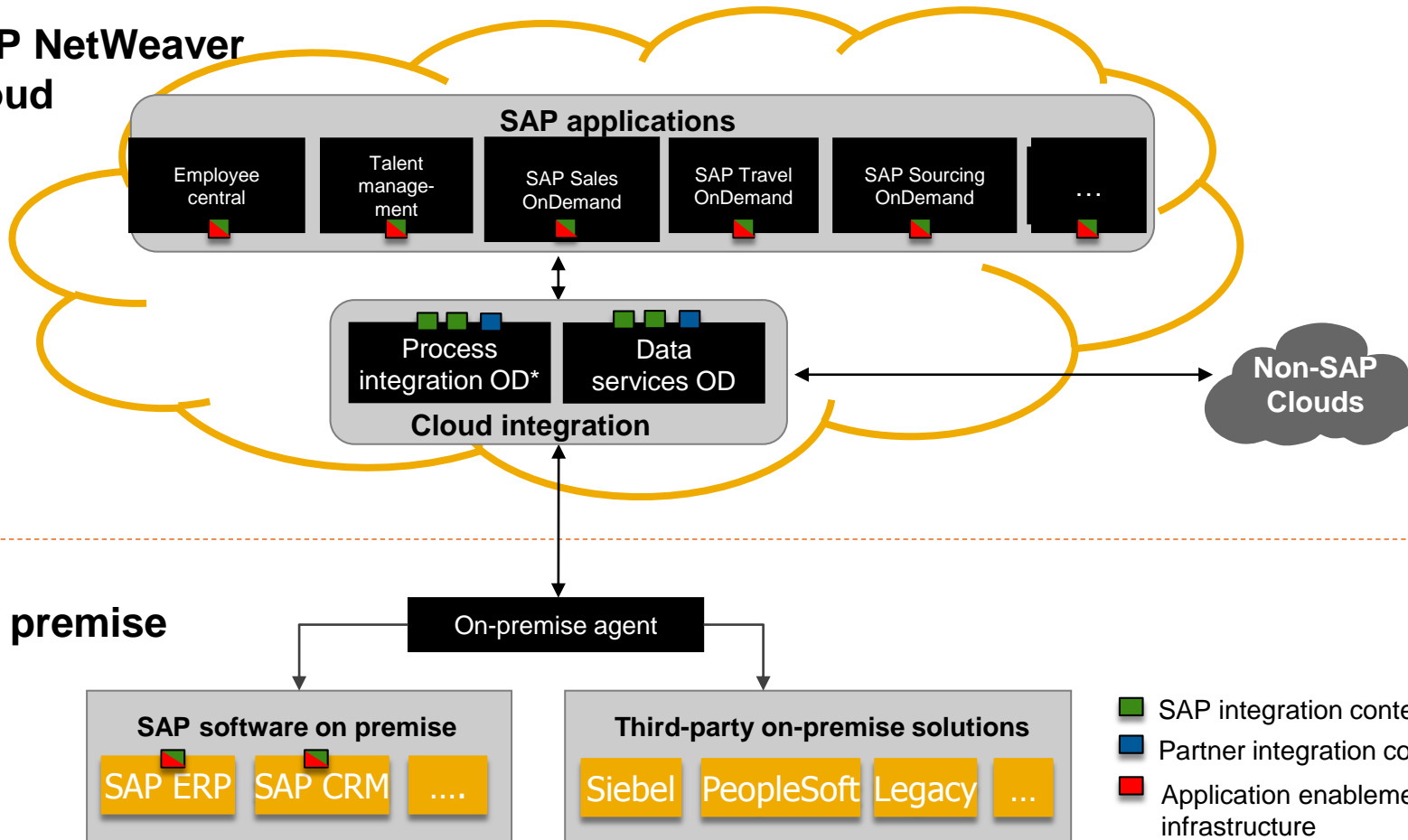
- High onboarding costs
- Lack of real-time integration
- Custom projects
- High cost of implementation and operation
- No end-to-end monitoring
- Lack of standard integration content (connectors and mappings)

To improve the customer experience, SAP is investing in its own cloud-based integration solution

SAP's vision for cloud integration

Accelerate time to value for cloud solutions

SAP NetWeaver Cloud



Cloud integration technology:

Process integration on-demand and data services on-demand will enable integration of cloud-based SAP solutions to:

- SAP on-premise solutions
- Cloud-based SAP solutions
- Third-party cloud solutions
- Third-party on-premise solutions

Cloud integration content:

- Prepackaged Integration content for SAP software to SAP software, via SAP Rapid Deployment solutions, for example
- Customers, ecosystem, and community can extend and create new content

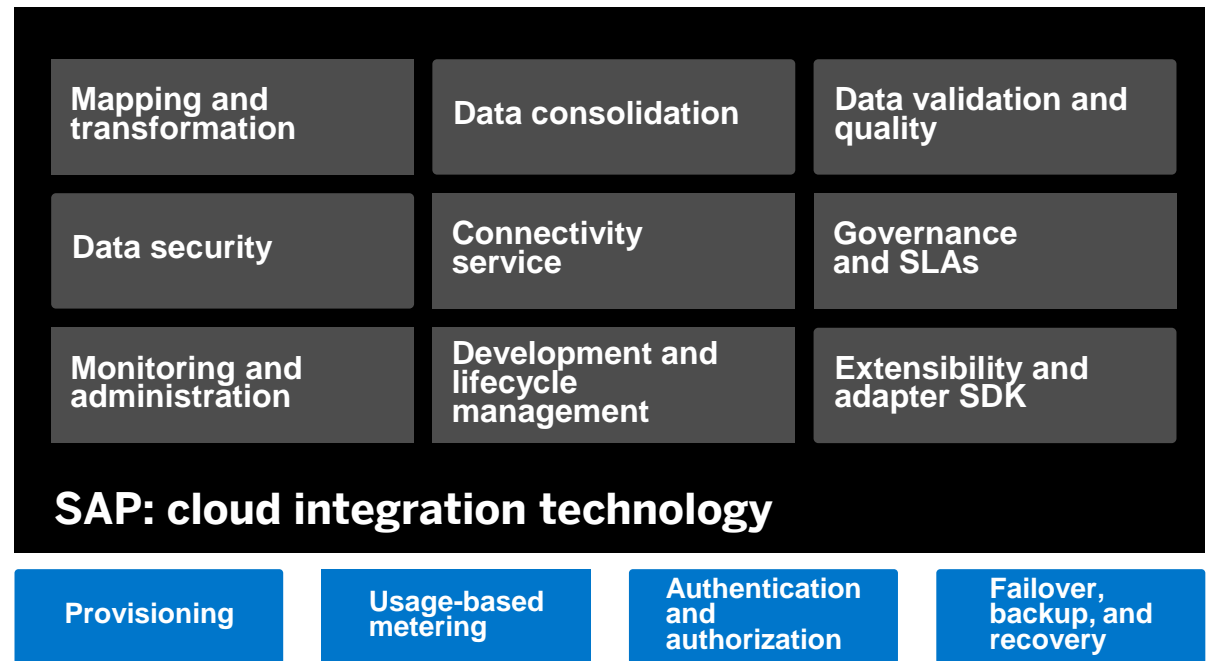
Notes: Direct integration also available for certain solutions for simple landscapes with latest releases.
SAP NetWeaver PI and SAP Data Services will also support integration with cloud-based SAP solutions.

*On demand

SAP: cloud integration technology

Efficiently integrate heterogeneous on-premise and cloud landscapes

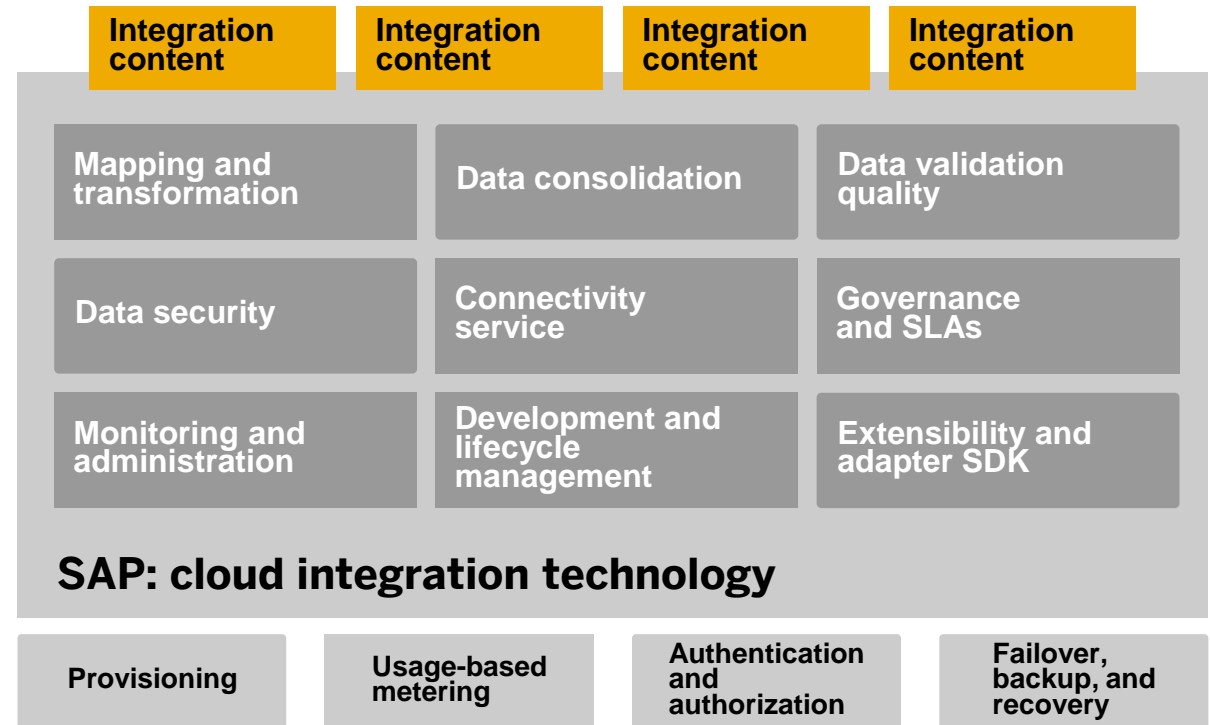
- **Process integration on-demand** – Bidirectional master data and process integration
- **Data services on-demand** – Data consolidation, quality management, and remediation
- Rich end-point support for SAP and non-SAP software
- Development and modeling environments for both business user and IT developer
- Extensible adapter SDK
- Low on-premise footprint – lightweight secure agent
- Web-based monitoring and administration



SAP: cloud integration content

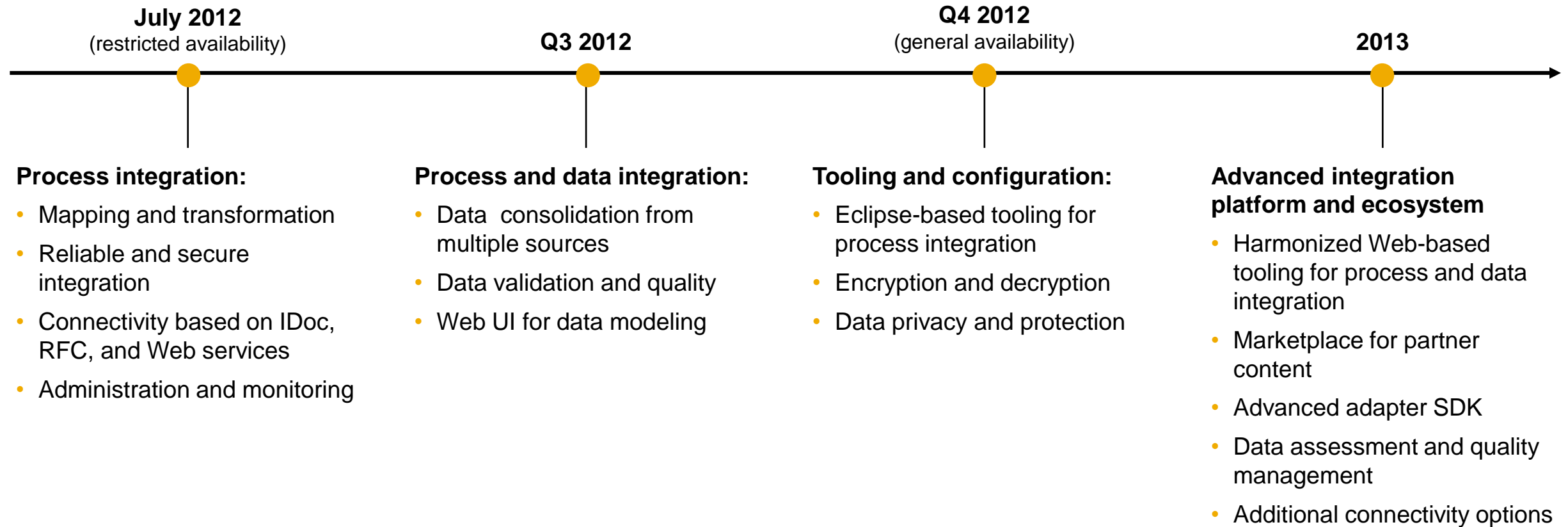
Prepackaged, standard content for SAP software to SAP software

- Prepackaged integration content for SAP software to SAP software: APIs, mappings, connectivity, and preconfigured security
- Integration mappings portable from SAP NetWeaver PI and SAP Data Services on premise
- Faster onboarding and reduced implementation time, delivered via SAP Rapid Deployment solutions
- Flexible framework to extend and customize for your specific needs
- Community and marketplace for customers and partners to share integration content



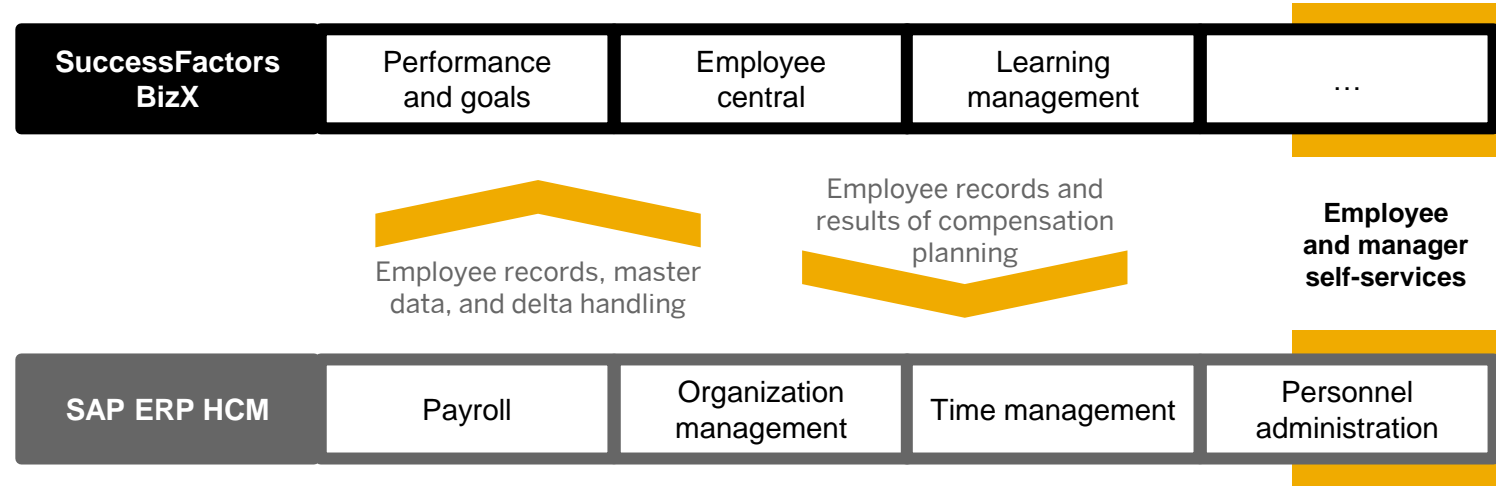
SAP: cloud integration technology

Technology road map

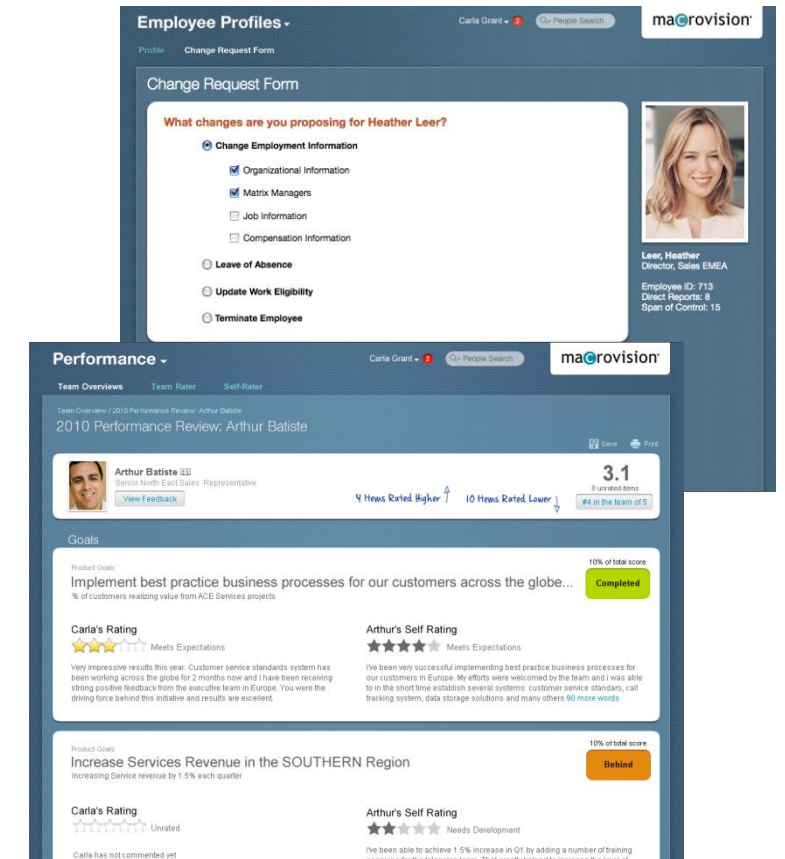


Integration content for SuccessFactors, an SAP company

Enable HR processes Across BizX and SAP ERP HCM

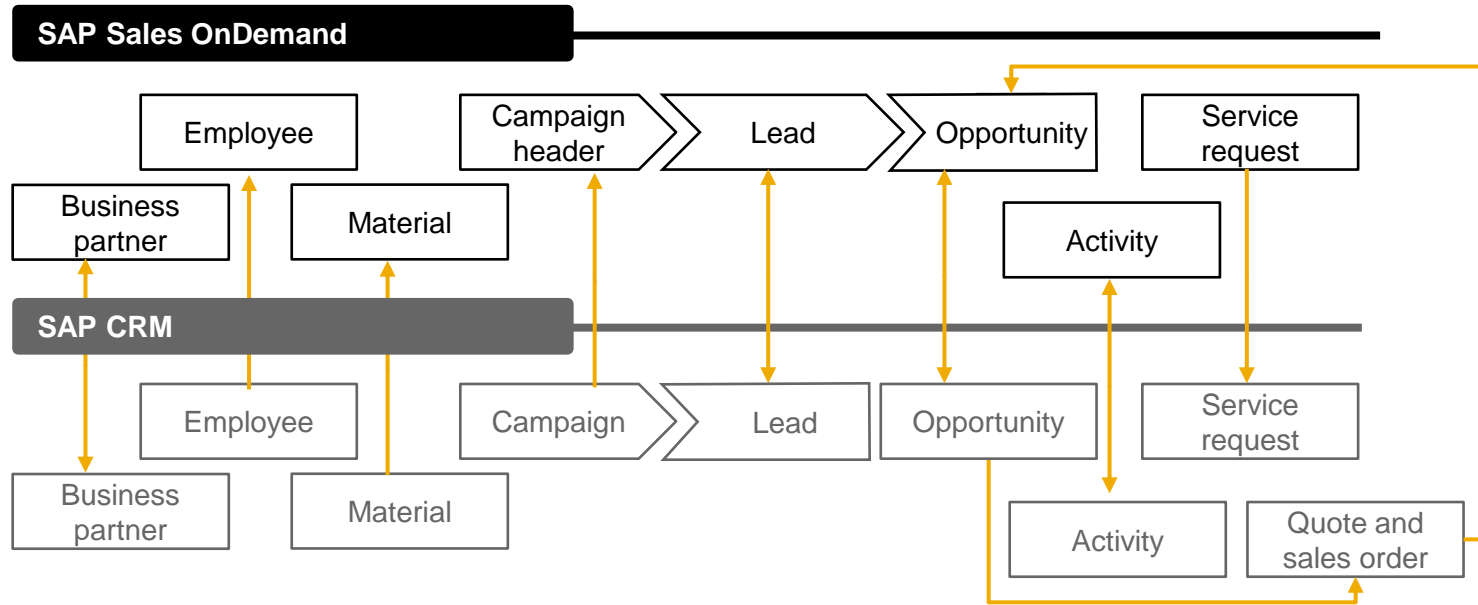


- Integration of foundational employee and organizational data (*available now*)
- Analytical extractors for workforce planning and workforce analytics (*Q2 2012*)
- Comprehensive process integration for HR processes between SuccessFactors and SAP ERP HCM
 - Pay for performance: compensation process integration (*H2 2012*)
 - Attract to hire: recruiting process integration (*H1 2013*)
- Portal integration including UI, analytics, and mobile (*H1 2013*)



Integration content for SAP Sales OnDemand

Drive sales-force effectiveness by extending existing deployments of SAP CRM



- Support for end-to-end process integration for sales-force automation between SAP Sales OnDemand and SAP CRM and SAP ERP
- Real-time integration of leads, opportunities, accounts, and business partners
 - Direct integration to SAP CRM 7 or SAP ERP 6 (*available now*)
 - Integration to SAP CRM 7 via SAP cloud integration technology or SAP NetWeaver PI (*July*)
 - Support for older versions of SAP RM and SAP ERP (*H2 2012*)

Partnerships for integrating to third-party solutions

Supporting customer choice

In addition to offering our own cloud integration platform, SAP will also support a partner ecosystem (Boomi, Cast Iron, MuleSoft, and so on), to provide choice to customers that need to integrate our cloud solutions to third-party on-premise and cloud solutions



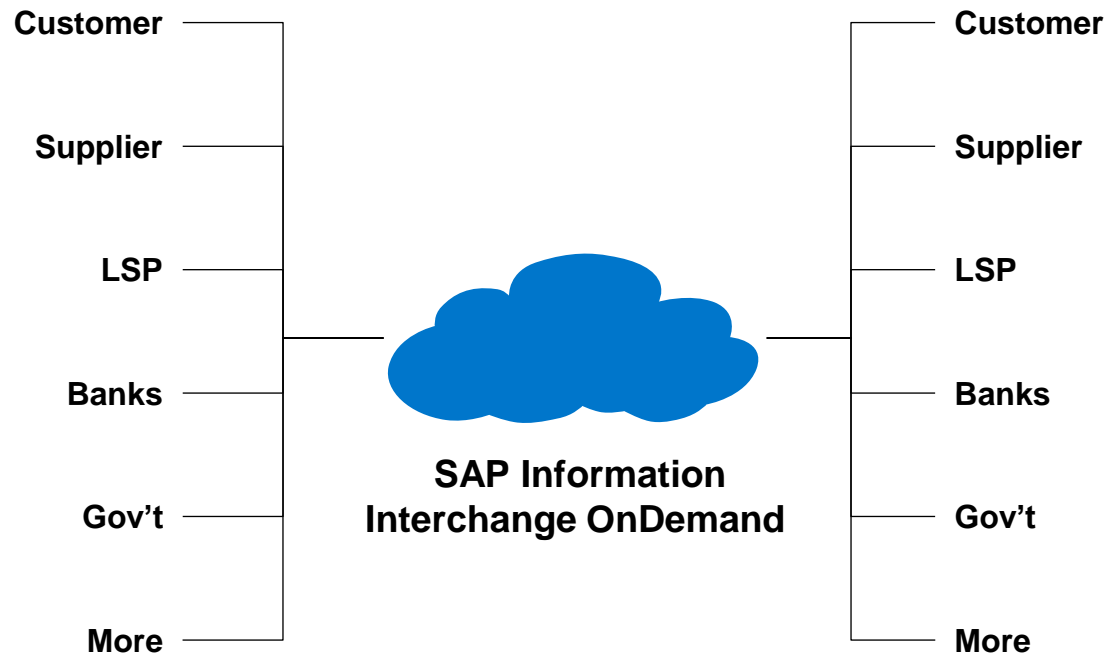
Boomi



MuleSoft™

SAP Information Interchange OnDemand

Provides cloud-based, business-to-business integration



SAP Information Interchange OnDemand provides cloud-based business-to-business (B2B) integration to trading partners:

- **Easier to connect:** Instantly access an open, industry-optimized global business network with 60,000 partners. Eliminate expensive point to point connections with Crossgate Content repository
- **Easier to extend:** Deep B2B preintegration within SAP business applications. Automatically comply with government and customer mandates for e-commerce.
- **Easier to deploy:** Fixed-price, full-service offering with cloud-based (on-demand) deployment

Cloud integration may be used to provide the first-mile connectivity to on-premise systems of customers of SAP Information Interchange OnDemand

Key takeaways

Integration lets you combine the best of cloud and on-premise

- **Leverage existing on-premise investments**
- **Benefit from fast innovation delivered by cloud solutions** in areas like talent management, sales force automation, contract management, travel, and expense
- **Integration allows you to migrate to the cloud** – no need to rip and replace your functioning on-premise system
- **Enable speed of adoption and reduce cost** – SAP will deliver a platform for process and data integration, along with standard content to accelerate adoption of cloud solutions
- **Enjoy comprehensive support** across all components of hybrid landscapes

Q & A

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