



SAP® Integration Platform (SIP)

Are you facing the challenge of connecting Salesforce with SAP®?



With SIP, we provide you with a state-of-the-art, best practice integration solution to optimally support the overarching processes, such as Prospect2Customer.

Your project can be realized faster – on the one hand through ready-made SAP content in Salesforce, for example customers, contacts, orders, ... and on the other hand by a tested, mass data capable, technical integration.

You will be able to present your SAP data to your sales team in their own Salesforce Sales Cloud sooner.

You can offer your users increased usability through automated jumps from Salesforce to SAP. You can also use the ready-made content for the initial data transfer from

SAP to Salesforce and offer your business department detailed, comprehensive monitoring in SAP.

Individual extensions in the SAP Modules SD, MM, PS, QM and FI are easily possible with our well-proven foundation in SAP S/4HANA or SAP ERP.

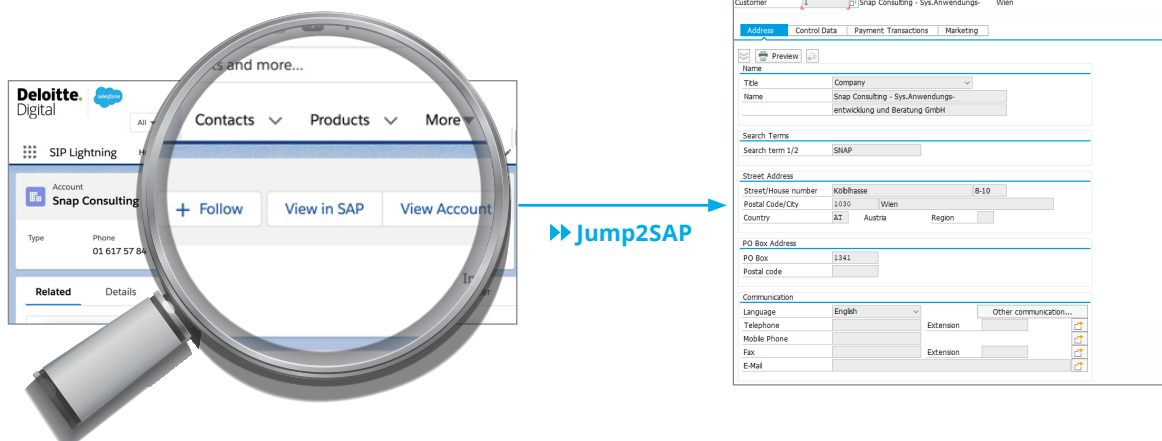
What can SIP do?

SIP is a best practice template, which is characterized by the included process content, rapid implementation time and risk minimization.

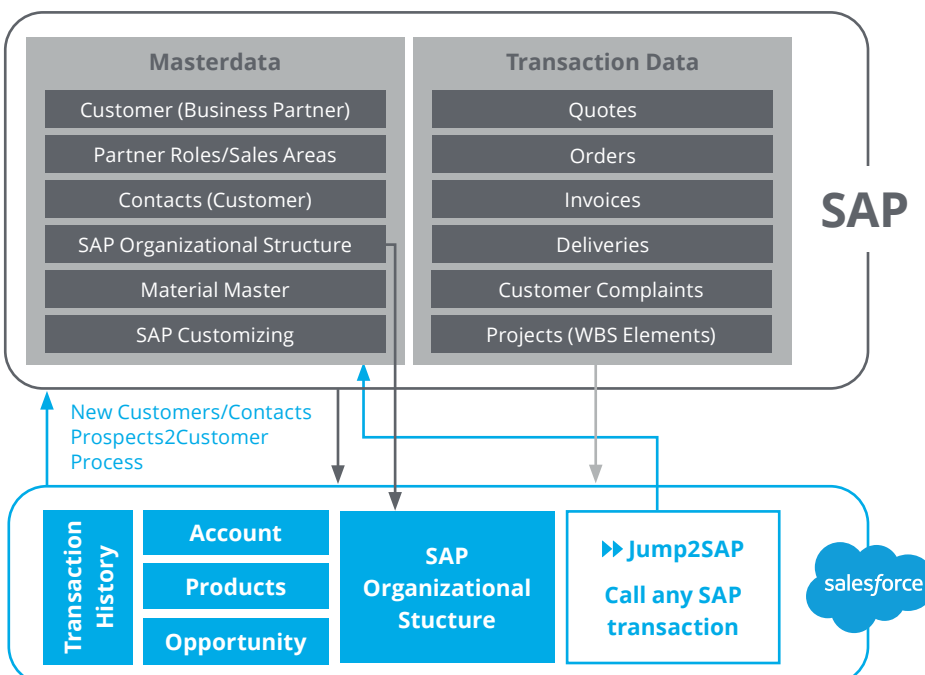
- **Immediate integration** between SAP and Salesforce
- **Pre-defined integration templates** for customers (GP & Classic), material, quotations, orders, invoices, etc.
- **Prospect2Customer** processes
- **Real-time interfaces** up to data replication
- **Integration** of various **SAP components** (S/4HANA, ERP, BI, Portal, SAP PI/PO, ...) according to customer requirements
- Available for **ERP 6.0** and **S/4HANA**
- **Jumps** directly to SAP increase the user experience and speed in capturing data
- Seamless **monitoring** enables the business to independently provide support

Integration

UI INTEGRATION



SIP - SAP INTEGRATION FRAMEWORK



Functional Template

- 80% of typical requirements covered by the template
- 20% custom specific mapping and extensions
- Initial mapping between SAP and Salesforce objects is included in the template

Technical Architecture

- Technical architecture based on best practice approach
- Proper monitoring and error handling capabilities

Why SIP?

SIP is a cost-effective and flexible solution to integrate SAP (ERP or S/4HANA) to Salesforce on process, data, or user interface level.

APPLICATION LOGIC INTEGRATION

- Proven to reduce **time and costs**
- Easily receive **information** from SAP **directly into Salesforce** (e.g. price inquiry, inventory)
- Call **any BAPI/RFC/WebService** in SAP (e.g. Service)
- Experience with **various SAP modules** (SD, MM, FI, CS, PM, QM, CO, PS, ...)
- **Independent extensions** are possible by customers or their consultants

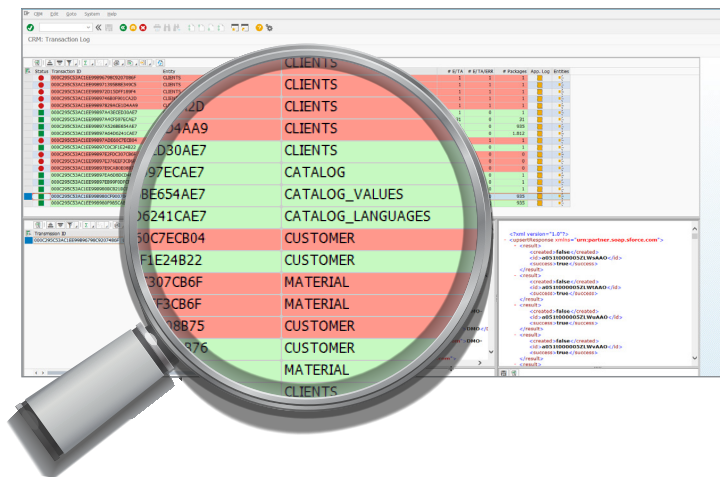
DATA LAYER INTEGRATION

- **Rapid application** and construction of prototypes with customer data
- **Replicate entities into Salesforce**, where SAP ERP or SAP S/4HANA is single master
- Supports **loading multiple ERP systems/-clients** into one Salesforce organization
- **Error handling and monitoring** directly in SAP
- **No middleware required** -SAP PI/PO can be used. Natively built in SAP (ABAP) and Salesforce (APEX)

USER INTERFACE-INTEGRATION

- All **SAP records** are now **available directly in Salesforce** and can be opened within Salesforce
- With **pre-filled values** from the current Salesforce record, new SAP records can be easily created
- With a simple push of a button, **Jump2SAP** allows you to access the current SAP record directly from Salesforce
- Available for **SAP GUI for Windows**

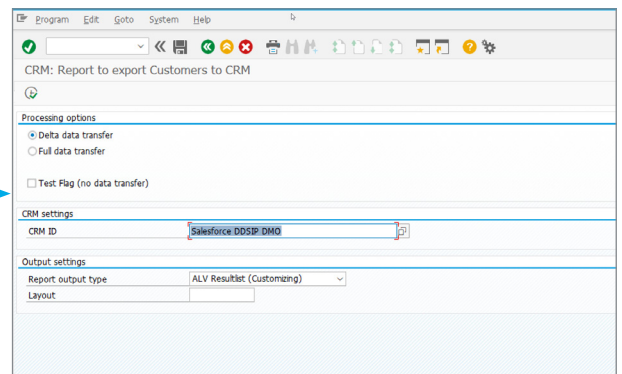
SAP-specific content



CLIENTS
CLIENTS
CLIENTS
CLIENTS
CLIENTS
CATALOG
CATALOG_VALUES
CATALOG_LANGUAGES
CUSTOMER
CUSTOMER
MATERIAL
MATERIAL
CUSTOMER
CUSTOMER
MATERIAL
CLIENTS

Monitoring in SAP, customizing and SAP organizational structures

The included SAP ABAP content enables seamless, efficient and comprehensive monitoring on single record level. SIP already contains predefined SAP organizational structures (PLANT, Sales Organization, ...) and a generic transfer option of SAP customizing tables for use in Salesforce.



CRM: Report to export Customers to CRM

Processing options

☒ Delta data transfer
☐ Full data transfer

☐ Test Flag (no data transfer)

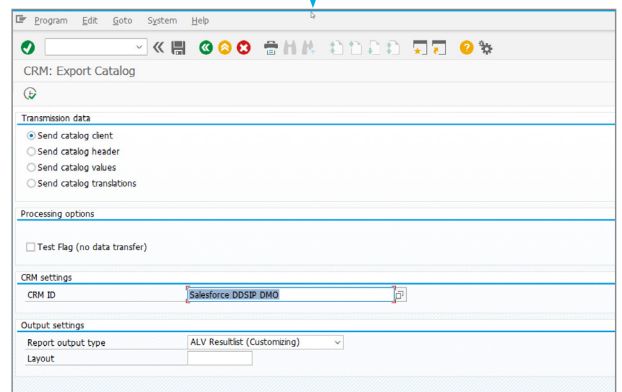
CRM settings

CRM ID: Salesforce DDSP DMO

Output settings

Report output type: ALV ResultList (Customizing)

Layout:



CRM: Export Catalog

Transmission data

☒ Send catalog client
☐ Send catalog header
☐ Send catalog values
☐ Send catalog translations

Processing options

☐ Test Flag (no data transfer)

CRM settings

CRM ID: Salesforce DDSP DMO

Output settings

Report output type: ALV ResultList (Customizing)

Layout:

Your expert team

We are a team of experts that has been carrying out implementations for many years. Would you like to implement SIP in your company? We will be happy to advise you personally.



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PARTNERSHIP

SIP is the result of the proven project collaboration of the Deloitte Digital and snap teams. This reliable solution is based on customer references and substantial investments to offer SIP as a maintained software product.



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