



Solution: Sales Variant Configurator

Solution Overview: With the Sales Variant Configurator, engineering and manufacturing firms can offer customers the ability to configure products and streamline sales processing.

Partner Name: Alegri International Group GmbH, CaRD PLM GmbH

Partner Website: www.alegri.eu, www.card-plm.de

Partner Size: Alegri: 150 employees; CaRD PLM GmbH: 20 employees

Country or Region: Germany

Industry: Professional services

Partner Profile: Alegri provides end-to-end IT services, and CaRD PLM specializes in product life cycle management (PLM) services.

Software and Services:

- Duet Enterprise for Microsoft SharePoint 2010 and SAP
- Microsoft SharePoint Server 2010
- Microsoft Silverlight
- SAP Enterprise Resource Planning
- SAP NetWeaver
- SAP Product Lifecycle Management

For more information about Duet Enterprise, go to:

www.duet.com

www.microsoft.com/Duet

www.sap.com/duetenterprise

Duet Enterprise Sales Variant Configurator for Engineering and Manufacturing

“Implemented with Duet Enterprise for Microsoft SharePoint 2010 and SAP, the Sales Variant Configurator proof of concept is an ideal way for manufacturers to present their products so that customers can easily configure orders to match their individual needs.”

Andreas Emhart, CEO, Alegri International Group

The Sales Variant Configurator is an easy to use and manage solution that provides manufacturers a way to improve a customer’s journey through the process of configuring a product and processing an order. It can be operated from mobile devices or a Microsoft SharePoint site accessed from a desktop computer.

Business Needs

Manufacturers often provide customers with the ability to configure products so that they can differentiate their businesses in the marketplace and provide their customers with greater choices in product selection and equipment.

Further, many manufacturers rely on heterogeneous systems and distributed businesses processes that require robust technology infrastructures.

By using Duet Enterprise for Microsoft SharePoint 2010 and SAP, companies can support core business processes while

offering flexible ordering solutions. Using a familiar user interface jointly developed by SAP and Microsoft, companies can extend current SAP enterprise data systems with a collaborative platform and document management system for many different business scenarios. One of these scenarios is the Sales Variant Configurator, developed by Microsoft Certified Partner Alegri and CaRD PLM.

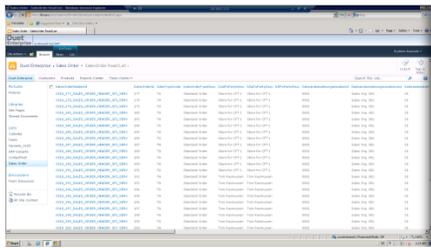
Solution

The Sales Variant Configurator was created to provide a convenient configuration environment that utilizes SAP Project Lifecycle Management (PLM) configuration

data and that can be accessed from desktop computers and mobile devices.

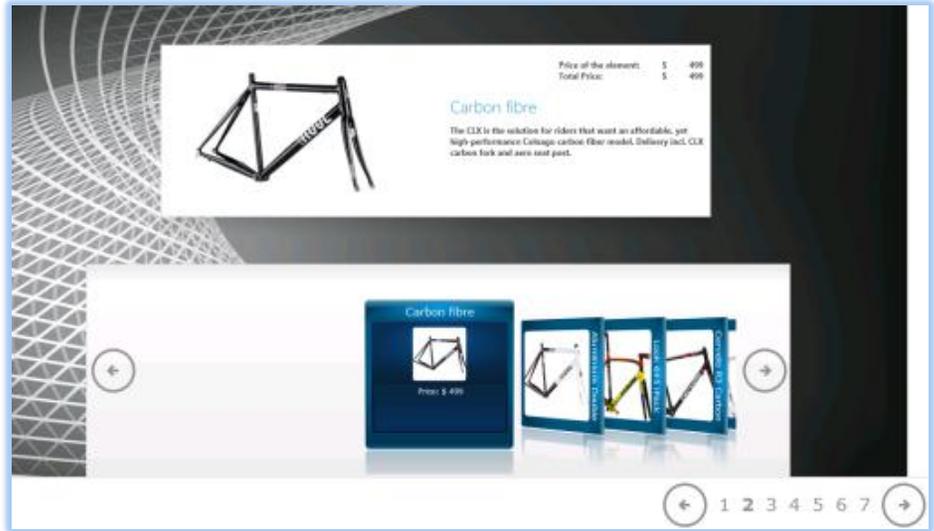
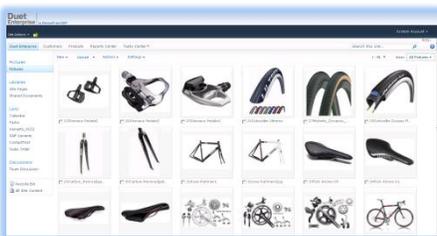
The user interface, based on Duet Enterprise for Microsoft SharePoint 2010 and SAP, supports configuration processes with stored images and has a simple and easy-to-use graphical user interface. It can be used to create sales orders in SAP Enterprise Resource Planning (ERP) based on the configuration generated.

The Sales Variant Configurator uses product master data, stored in SAP PLM, including



configurable material, configuration profile, classes and characteristics, and specific product knowledge. By using standard SAP functionality and dependencies as well as customer specifications, extensions can be integrated into the configurator. Images, descriptions, and prices of the individual components are managed by Microsoft SharePoint Server 2010.

In SharePoint, the material and customer data from SAP are presented as external lists. A number of standard features in Duet Enterprise were developed and integrated



into the solution, including image administration, which is handled by the picture library in SharePoint (see graphic).

Through Duet Enterprise technology, configuration data can be accessed by using a SAP NetWeaver service from a SharePoint site. The user interface was developed with Microsoft Silverlight technology to be optimized for access from a variety device types and desktop computers.

After completing the configuration, customers can select and create sales orders and transfer them to SAP. The information also can be displayed as a SharePoint list. In parallel, production processes can be initiated in SAP. For example, from a client record, all particular information about a client, such as placed orders and relevant documents, can be collected and summarized in a SharePoint collaboration workspace.

Benefits

The supporting components like SAP PLM offer comprehensive functions for

modeling and maintaining configuration rules. And, the SAP ERP Sales & Distribution (SD) module with the sales order process is optimally supported.

Microsoft SharePoint Server and Silverlight technologies allow an innovative, user-friendly interface so that users unfamiliar with SAP have complete access to data originally stored in SAP with all SAP functions fully supported. The configurator can be accessed from computers and mobile devices such as Windows Slate or Windows Phone.

Advantages of using Duet Enterprise include:

- Links between SharePoint Server 2010 and SAP process functionality like system management, life cycle management, application life cycle support, and monitoring.
- Single sign on, an integral part of the solution, helps to ensure additional security.