Duet Enterprise Customer Success Story

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Agenda

1. Duet Enterprise Overview
2. Customer Momentum
3. Partners Innovation
4. What's Next

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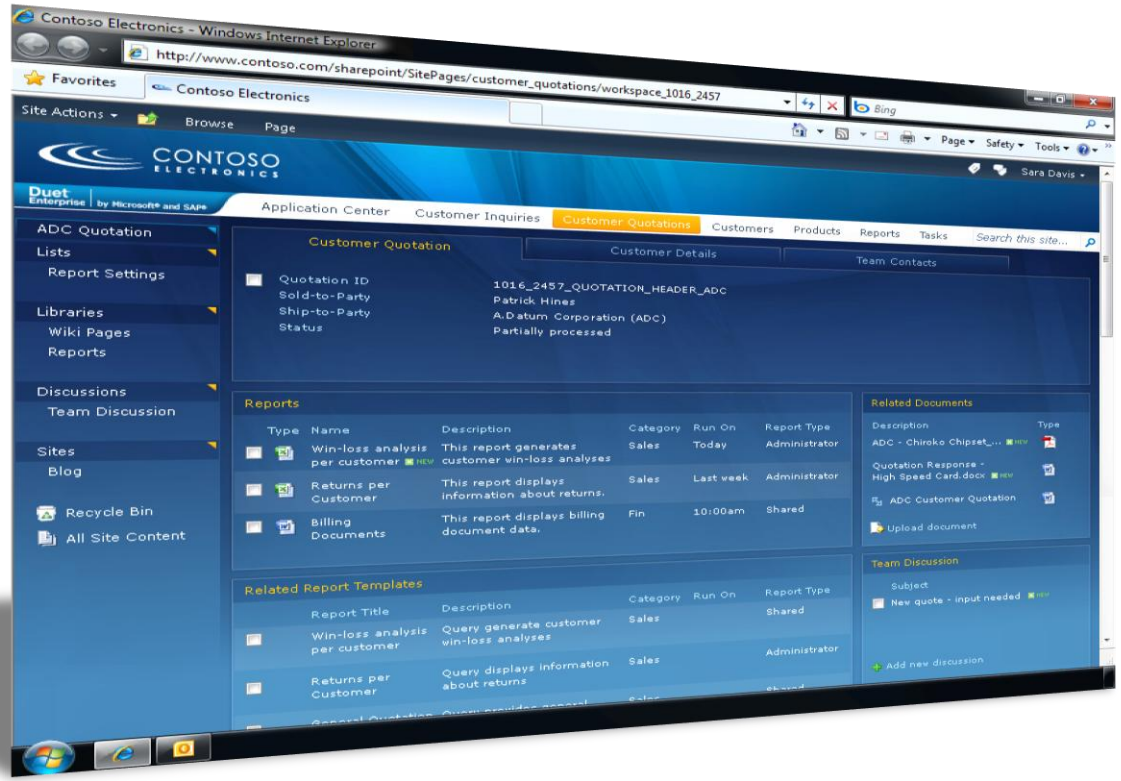
Duet Enterprise software overview

Consume and extend SAP applications through Microsoft SharePoint 2010



Duet® Enterprise for Microsoft® SharePoint® and SAP®

Drive people productivity

Rapidly respond to business needs

Expand the value of IT investments

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What Duet Enterprise delivers

Packaged interoperability

Simple architecture approach, solve key interoperability issues

- Administration and supportability
- Security and authorizations
- Landscape and lifecycle management

Rapid development

Providing building blocks, empower non-SAP developers (.NET developers)

- Tools to develop and extend SAP applications to Microsoft SharePoint and Microsoft Office
- Building blocks for key usage scenarios
- Simple access to SAP using project “Gateway”

Instant value

Deliver ready-to-use functionality to be used as is or in solutions development

- Access to SAP reports and workflows, creation of team workspaces, and so on
- 25 SAP Web services exposed as Microsoft SharePoint sites

Minimize disruption and training

Built on core platforms, leverage existing skillset, optimize landscapes

- Built on core platforms of Microsoft and SAP
- Connects to any SAP application
- Leverages existing IT skillset

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Sandvik – Global leader

SANDVIK TOOLING

SANDVIK MINING AND CONSTRUCTION

SANDVIK MATERIALS TECHNOLOGY

Sandvik Group 2010

Order intake	SEK 93,285 M
Invoiced sales	SEK 82,654 M
Return on capital employed	17.4%
Operating margin	13.3%
Sandvik 61% ownership in Seco Tools	

Proportion of shares outside Sweden	33%
Investments in property, plant and equipment	SEK 3,274 M
No. of production units worldwide	140
No. of employees, 31 Dec 2010	47,064

SANDVIK

SANDVIK

> “We empower people who do not spend most of their day using SAP applications with critical data and information derived from SAP….without the need to log-in to SAP.”
>
> Nevzat Erfan, Chief Architect, Sandvik Tooling

Business challenges

- Speed the process of approval within its financial supply chain
- Provide seamless access to SAP ERP for occasional usage
- Sandvik wanted to capitalize on its existing investment in SAP and Microsoft SharePoint Server 2010.

Objectives

- Global engineering to accelerate invoice approvals and streamline its financial supply chain

Solution highlights

- Sandvik deployed Duet Enterprise in six weeks and used the solution to manage its invoice approvals
- From a Microsoft SharePoint Server site, workers can view and approve invoices for processing in the SAP ERP application

Results and benefits

- Enhances business planning and optimizes procurement function based on faster invoice approval cycles
- Increases information worker productivity
- Accelerates time-to-value through use of existing technology platforms

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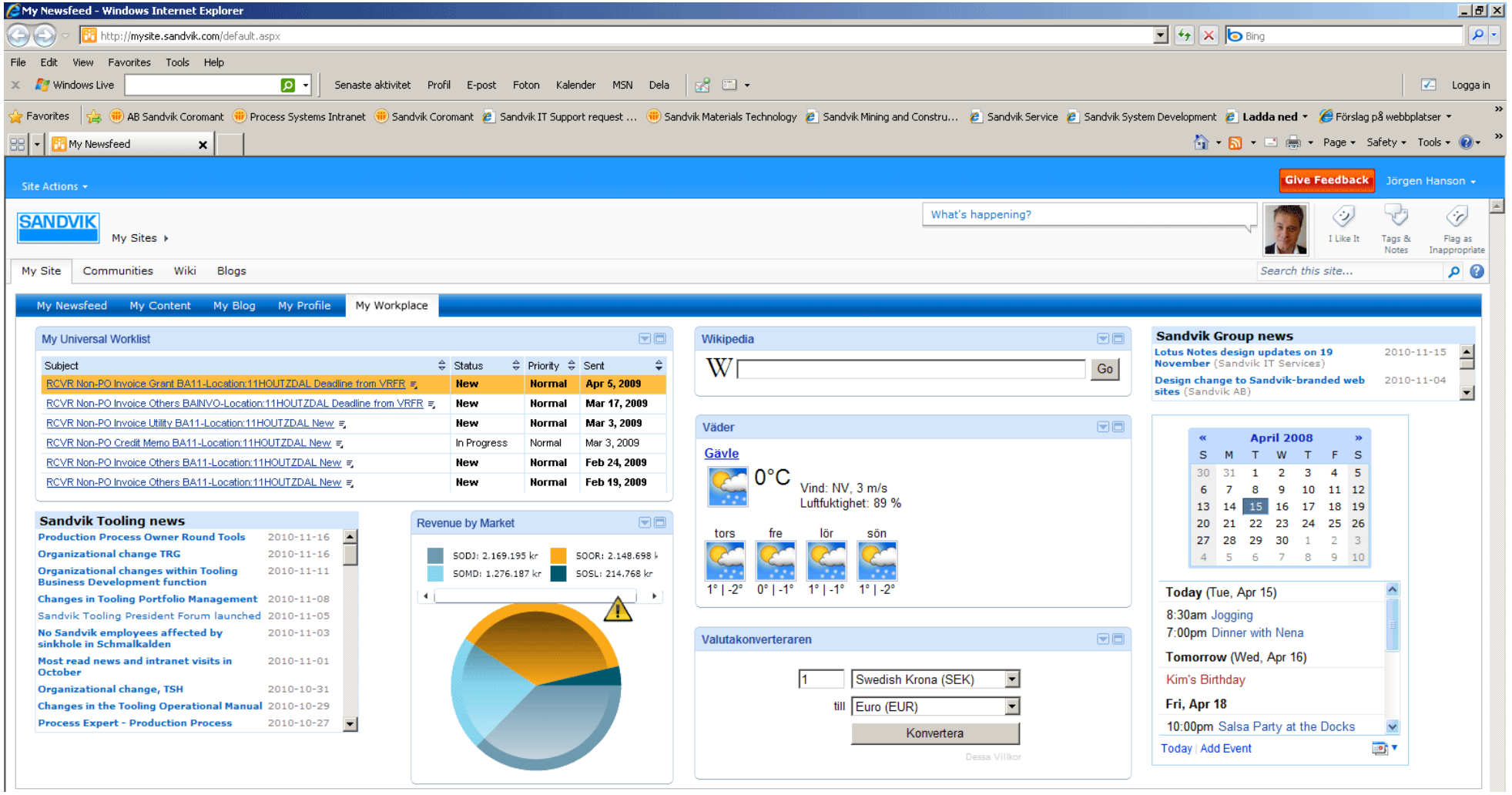
What did we want to accomplish with Duet Enterprise?



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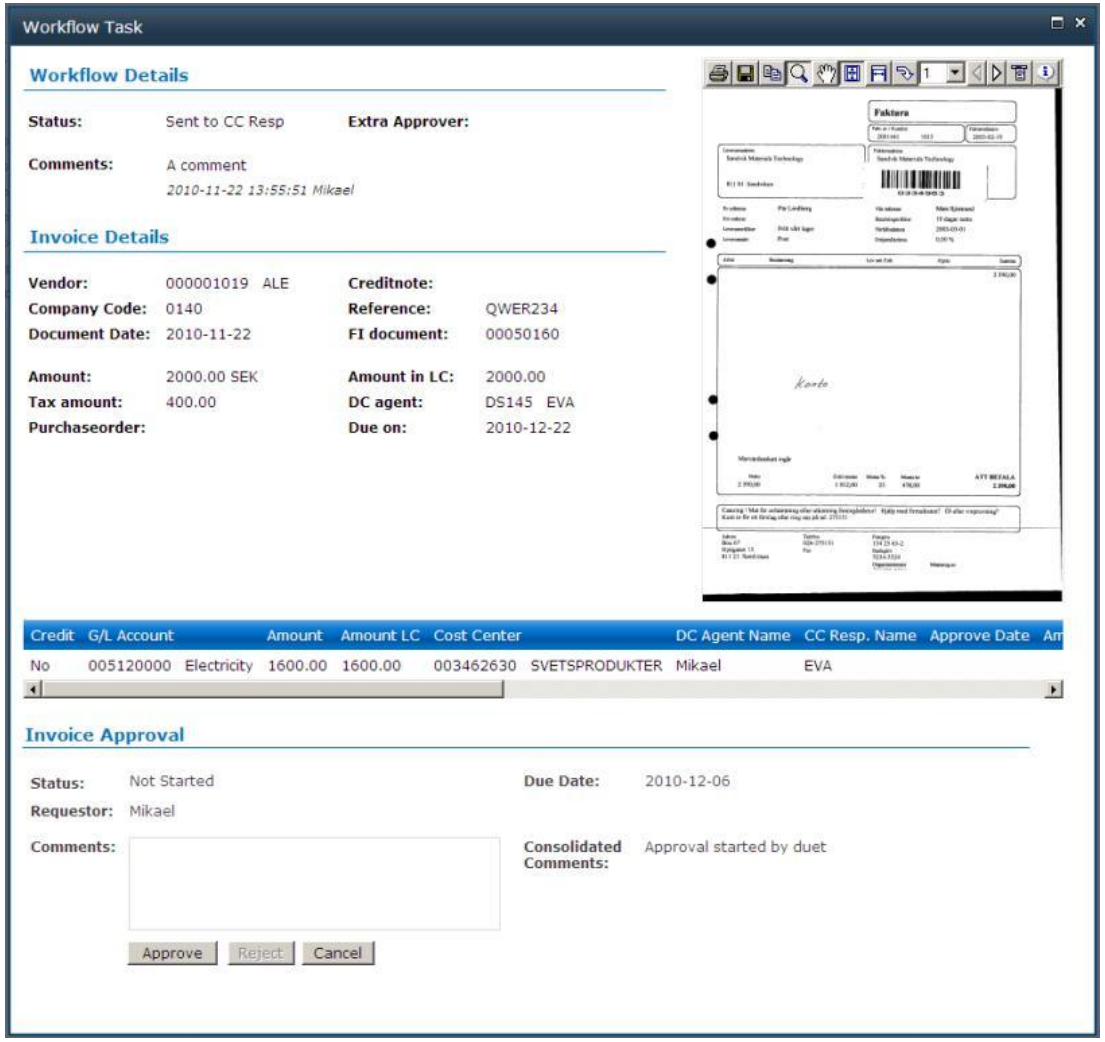

Conclusions

- ✓ **You have to do your homework – SAP & Microsoft provides a lot, but when it comes to more strategic built solutions, knowledge of the business requirement -process and information mapping is vital**
- ✓ **It almost does 'what it says on the tin' – Duet delivers a lot, but there's still a lot to wish for, i.e. a closer connection to the ESR, and an out of the box Universal Worklist**
- ✓ **It can be very fast - when we had the right resources in place, the technical solution was put together within a couple of weeks, and put into production within 6 weeks**
- ✓ **We don't have to re-invent the wheel - we get a lot from Duet Enterprise around connectivity, authentication, pre-packaged content etc.**

Partners innovation

Capgemini CONSULTING.TECHNOLOGY.OUTSOURCING	TATA TATA CONSULTANCY SERVICES	AXON HCL	CaRD PLM Alegri	
HR Hiring Portal Purchase Requisition	On Device Plant Maintenance	Resource Management	Bike Configurator	
logica be brilliant together	OmniSys ...accelerate your Business	nnit	sitrion [people & processes] unified	
Electronic Sales Order form	HR Shared Service Center	Lightweight Mobile CRM	CATS integration	

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Duet Enterprise road map and next steps

Generally available **since December 2010**

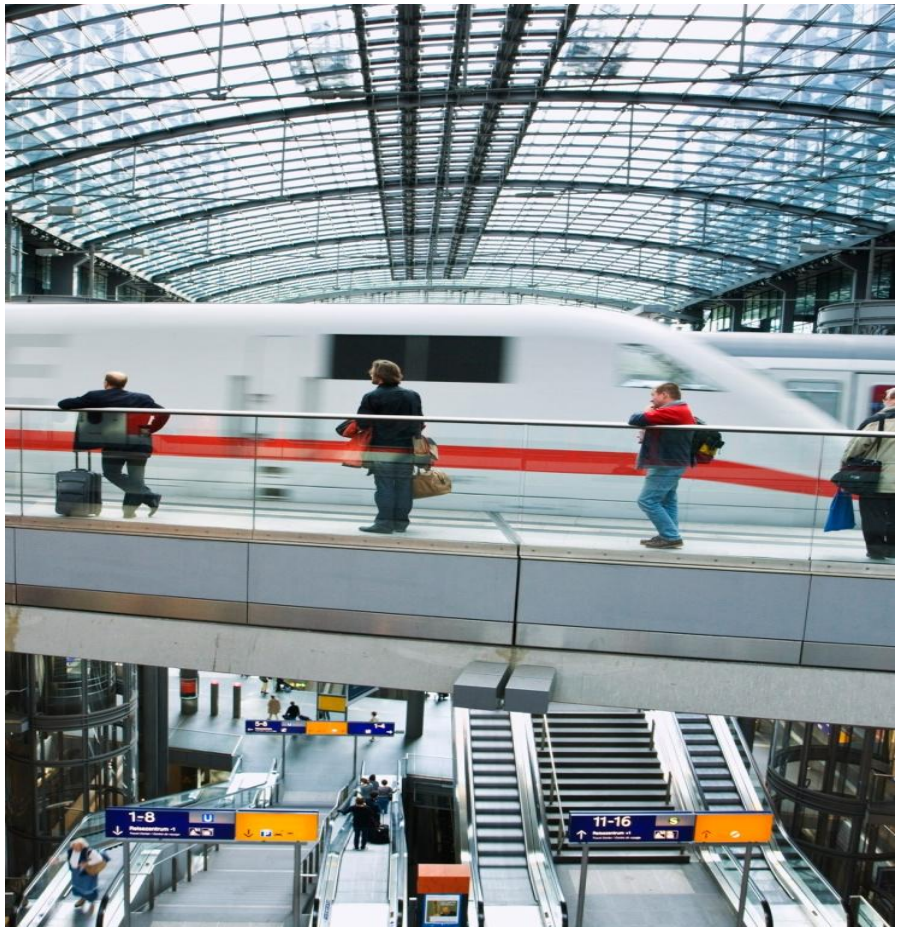
Partner solutions **expected in 2011**

Planned to take full advantage of future versions of SAP software and Microsoft SharePoint

- Enhancements to SAP NetWeaver Gateway technology are planned to be available with Duet Enterprise
- Additional tools and services will be offered to further simplify model generation and access to SAP Business Suite

SAP and Microsoft plan to deliver content packs

- Focused on development acceleration
- Services, templates, and building blocks covering additional horizontal use cases
- First pack planned for H2 2011



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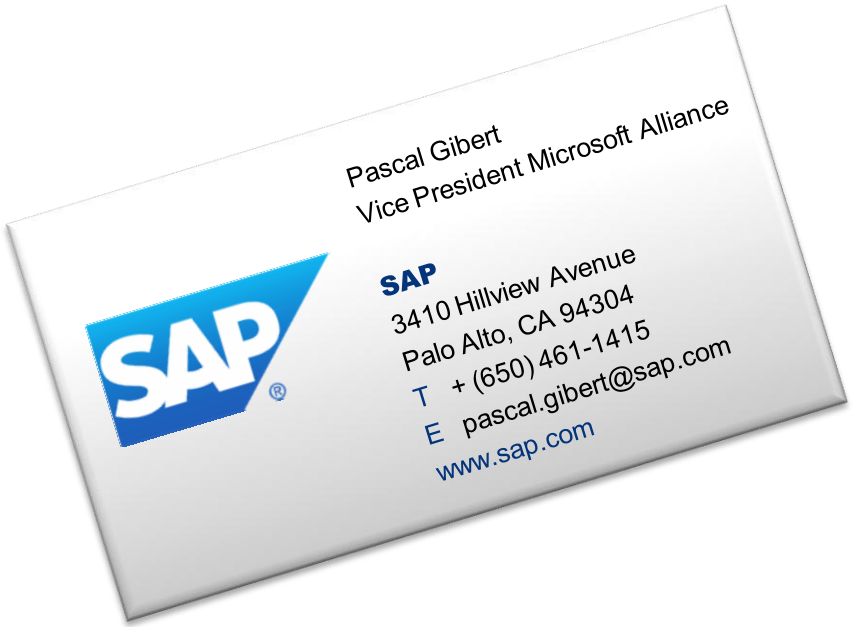
Thank You!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