

Power of Your SAP ERP Extended

- **Effective Dealer Network Management**
- **Collaboration with your Dealers**



DealerConnect Advantage

ARTERIA

THE BEST-RUN BUSINESSES RUN SAP™





- Arteria Technologies – An Introduction
- DealerConnect Advantage – Value Proposition
- Features
- Demo
- Technical Architecture & Implementation Details
- Case Study
- Summary

INTRODUCTION

- An SAP Software Solution and Service Partner based out of International Tech Park, Bangalore.
- Arteria is exclusively focused on Services and Products on SAP NetWeaver platform and help customers leverage the potential of SAP Net Weaver.
- We have over 150 SAP consultants based covering Technical and Functional skills
- Management team is **ex-SAP Labs** with several years of development, implementation and consulting experience.
- Key members holds patents in Financial Services domain (during their tenure with SAP).
- ISO 9001:2000 and ISO 27001:2005 Certified on all SAP projects, Arteria is on its way to achieving SEI CMM Level 3 Certification.

CREDENTIALS

- SAP NetWeaver Services partner in India.
- Awarded the “Best SAP NetWeaver Process Integration Partner 2007” for APJ.
- First and only partner to have a SAP certified NetWeaver Mobile Client
- SAP ISV with certified products and xApps Partner. Solutions have been developed with SAP India’s guidance and are certified by SAP Labs.
- SAP Co-Innovation Labs (COIL) partner in Bangalore.
- Arteria engages with SAP Labs and RIG for product feedback and enablement in emerging technologies like Interactive Forms and NetWeaver Mobile.
- SAP ePartner Certification solution Provider (Helps ISV in development and certification of their products).





NetWeaver based Products

- SupplierConnect Advantage
- DealerConnect Advantage
- SecondarySales Advantage
- Interactive Advantage
- Dashboards Advantage

Products on Mobile

- mApprove Advantage
- mDashboards Advantage
- mSalesForceAutomation Advantage

Productized Services

- ECM Advantage
- EDI Advantage
- SolMan Advantage

SAP NetWeaver Expertise

- SOA Consulting
- SAP NetWeaver Process Integration & B2B EDI
- SAP NetWeaver BW, CE, Portal, Mobile and MDM

Solution Extensions Expertise

- SAP Interactive Forms by Adobe
- SAP Archiving and Document Access by Open Text
- Seeburger EDI Adaptors
- Test Data Migration Server (TDMS)
- SAP BusinessObjects

Other Expertise

- SAP ABAP Custom & RICEFW Development
- SAP BASIS Services
- SAP Technical Upgrade
- Post Go-Live technical support

Customers



ADANI



asianpaints



DIMEXON
TOMORROW, TODAY.



TATA AUTOCOMP SYSTEMS LTD



AXIS BANK firepro
STAY SAFE



TATA TELESERVICES LIMITED



Noida Power Company Ltd.





Business Problems

- Work Duplication & Error Prone Orders due to Manual entry
- Dealers not having visibility to your finished good inventory and order shipment status
- Dealers do not have the latest and accurate information to sell and service the company's products
- Time lag in new product launches

Solution – Partner Portal for Stockist

- Real-time and secure web based portal for dealers for order entry
- Delivering targeted information, marketing data and tools for dealers
- Orders, Inventory, Service functions to lower Organization's support cost
- Dealer self-service, alerts and notifications

SAP® Certified
Integration with SAP NetWeaver®

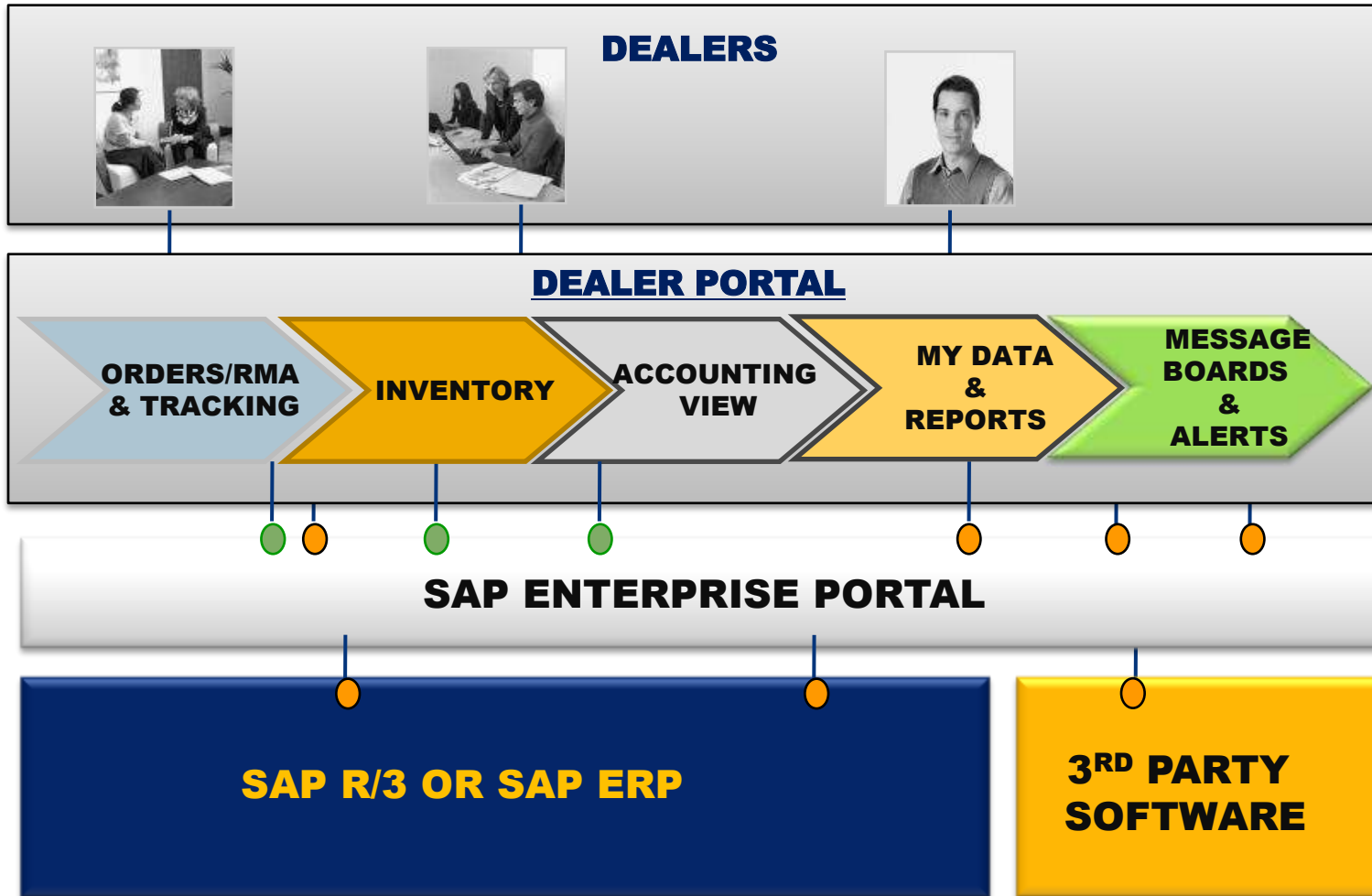
Business Problems

- Dealers don't have friendly ways to track their invoice list, sales returns and account statement
- Organizations spend large amount of time in manual transactions to update and gather information from the dealer
- Organizations are forced to invest resources in a dealer support centre

Technology

- SAP NetWeaver SoA Platform - Enterprise Portal, WebDynPro and Web Application Server
- Compatible with SAP ERP (Any version) or SAP R/3
- Extendable to Adobe Forms
- Enhancements supported via use of BADIs to plug-in own rules and retrieval logic.

SupplierPortal Advantage: Solution Overview





SALES

- Maintain Quotations.
- Create Sales Order
- View Open Orders pending for delivery
- Track Order Status
- Document Flow (Order > Delivery > Invoice)
- Print Order
- View Shipment details & Tracking Number (link to carrier website)
- Product Pricing with scales
- View Inventory (ATP, Consignment and Spare Parts)

RETURNS

- Create Returns Order
- Track RMA Status

FINANCE

- Invoice wise outstanding
- Document Flow (Invoice > Delivery > Order)
- View Invoice Status for open and cleared items
- Print Invoices
- View and Print Statement of Accounts with transactions during a period

SERVICE

- Create Service Notification
- Track Service Notification
- View Document Flow (Service Order > Delivery > Invoice)

MARKETING

- Upload Brochures and Collateral
- Flash Offers & Promotions



COMMON FEATURES

- Role based secure access
- Dealer Registration
- Real-time alerts and notifications Create workflows and assign tasks
- Chat / Messenger
- Dealer message board, news and document sharing
- Visibility control for fields
- Print, Sort, Filter on lists
- Excel download
- Online Help and FAQ
- Drill down and Intuitive navigation
- Update own data
- Corporate Branding

DEALER SUPPORT VIEW

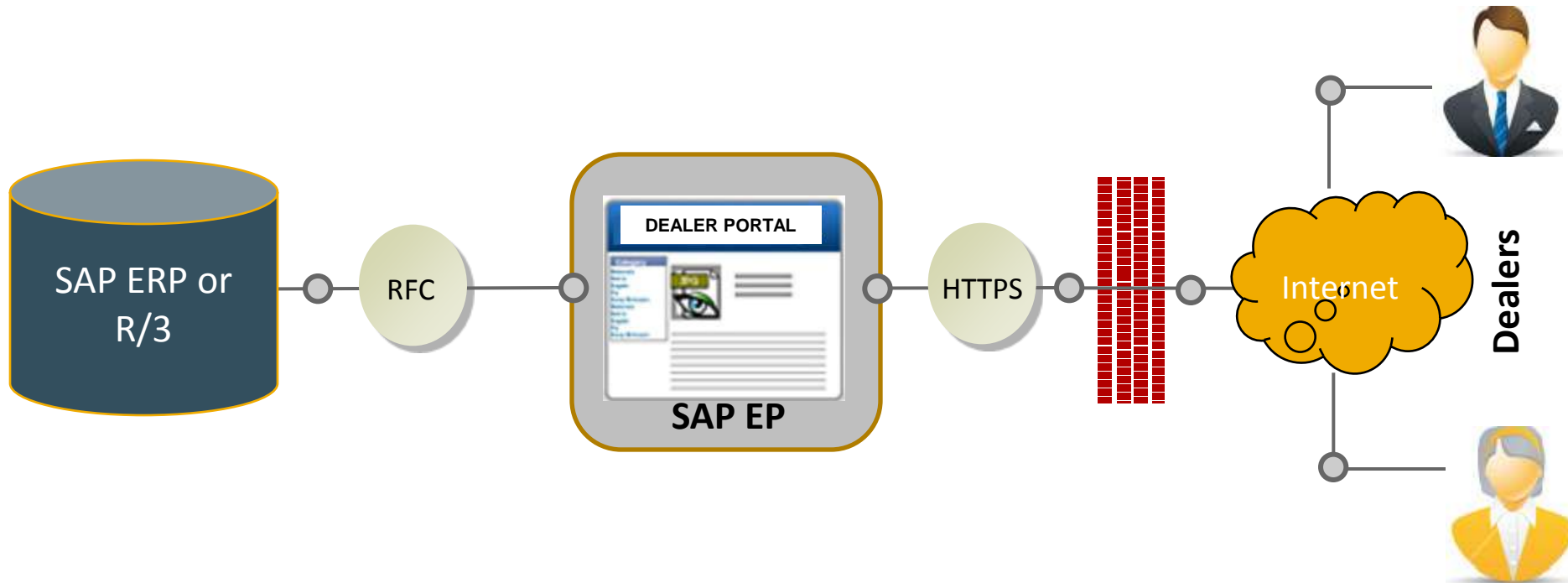
- Internal users can view dealer portal for multiple customers based on the mapping stored in SAP ERP.

DEALER ADMIN

- User administration
- Partner Assignment - Assign Users to Customer Contact Person IDs
- Easy to use Content Management and Authoring for news, flash, FAQ, help and upload of common documents.
- Portal Usage Reports
- Trouble shooting supplier issues.

DEMO

Technical Architecture & Implementation Details



Solution Implementation

- Easy to deploy (Rapid Go-Live) in 6-8 weeks
- Easy to enhance
- Corporate branded portal
- Can be extended with Adobe Forms for Off-line Quotations

Security

- Role based access
- Authorization framework – Information and function access
- Inbuilt security features of Enterprise Portal (authentication)
- Transport layer security using HTTPS



Case Study: 3rd Largest Producer of Curtains and Upholsteries



Description

Portal for sales & marketing team, domestic and foreign dealers to perform operations and view information from SAP ERP 6.0.

Existing Challenges

- No visibility on order processing cycle.
- Manual processes for capturing sample requests, approval and tracking.
- Email based process to release orders.

Achievements

- Easy order entry.
- Real-time information on shipments.
- Marketing team has complete control on order processing and approvals.

Dealer: Refresh

Order Requisition | Sales Order | Invoice List | Total Outstandings | CSR Approved

Sts	Sls Ord #	Sls Ord Dt	Ord. Req. #	Net Value	Curr.	Req Div Dt	Dealer #	Name
	40121864	26/04/2010		270.50	USD	28/04/2010	BART01	
	40121844	24/04/2010		330.00	USD	30/04/2010	BART01	
	40121836	24/04/2010		11403.00	USD	06/06/2010	BART01	
	40121835	24/04/2010		7069.00	USD	13/06/2010	BART01	
	40121802	23/04/2010		3780.00	USD	12/06/2010	BART01	

Order Confirmation Pending Order Confirmed Order Cancelled
 Order in Production, Part in Stock Order in Prod, Part in Stock, Part Deliv Order in Production, Part Delivered
 Order in Stock PGI Done Order Shipped

Case Study: One of the Largest Audio Equipment Manufacturers in the World

SAP

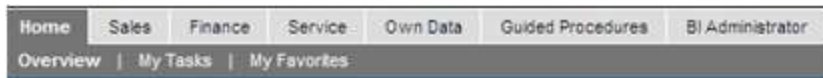


Description

Portal for 3000 customers and 100 sales representatives to view and track orders, deliveries and invoices from SAP ERP 6.0.

Existing Challenges

- No visibility on Inventory status.
- Statement of Accounts for customer was a manual process exchanged over mails.
- Open order tracking missing.



Dealer: Refresh

Status	Order #	Order Dt	PO #
■	134866	4/27/2010	479846
■	134819	4/27/2010	479803 FAX
▲	134816	4/27/2010	479726
■	134793	4/26/2010	479633
■	134308	4/23/2010	479385

● Not yet processed ▲ Partially processed ■ Completely processed ◆ Not Relevant

Achievements

- Single SAP NetWeaver platform for internal and external world.
- Standard portal feature fitment resulted in a quick go-live
- Integrated dealer-customer mapping from SAP BW

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Case Study: Fastest Growing Mobile Handset Manufacturer in India



Description

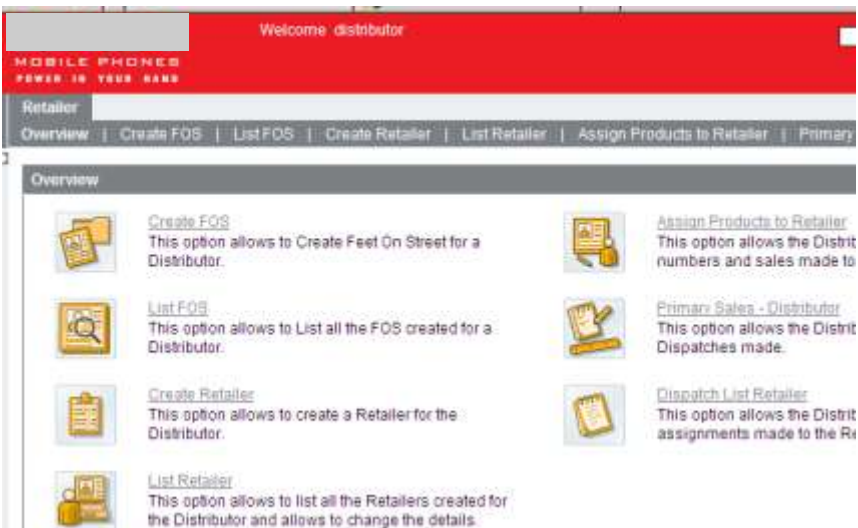
Partner Portal to help capture and disseminate information to a pan India network of ~700 distributors.

Existing Challenges

- No secondary sales data from distributors.
- Dispatch and Shipment tracking is manual.
- Statutory IMEI assignment process was not available.

Achievements

- Rapid go-live within 10 weeks.
- Distributor has visibility on annual turnover, handsets sold and ROI.
- Effective support system for capturing the overall inventory flow.



DealerConnect Advantage: Benefits Summary



A SAP NetWeaver based portal that provides a platform on top of your existing SAP ERP to collaborate real-time with dealers/customers. The solution helps improve dealer productivity and customer satisfaction by reducing the time to exchange accurate information with them. In addition, it also saves costs involved in managing a dedicated dealer support center.



Self Service Dealer/Customer Portal

- Real-time web based secure portal
- Improves dealer productivity
- Employees can focus on generating more business



Feature Rich

- Alerts and Notification
- Modules: Sales, Returns, Finance, Marketing
- Collaboration: News, Tasks and Chat



Lower TCO

- Single Platform: Runs on SAP NetWeaver
- Leverage existing SAP ERP implementation and extend it to your dealers.
- Easy to deploy with rapid go-live

Thank you for your Attention!

CONTACT US @

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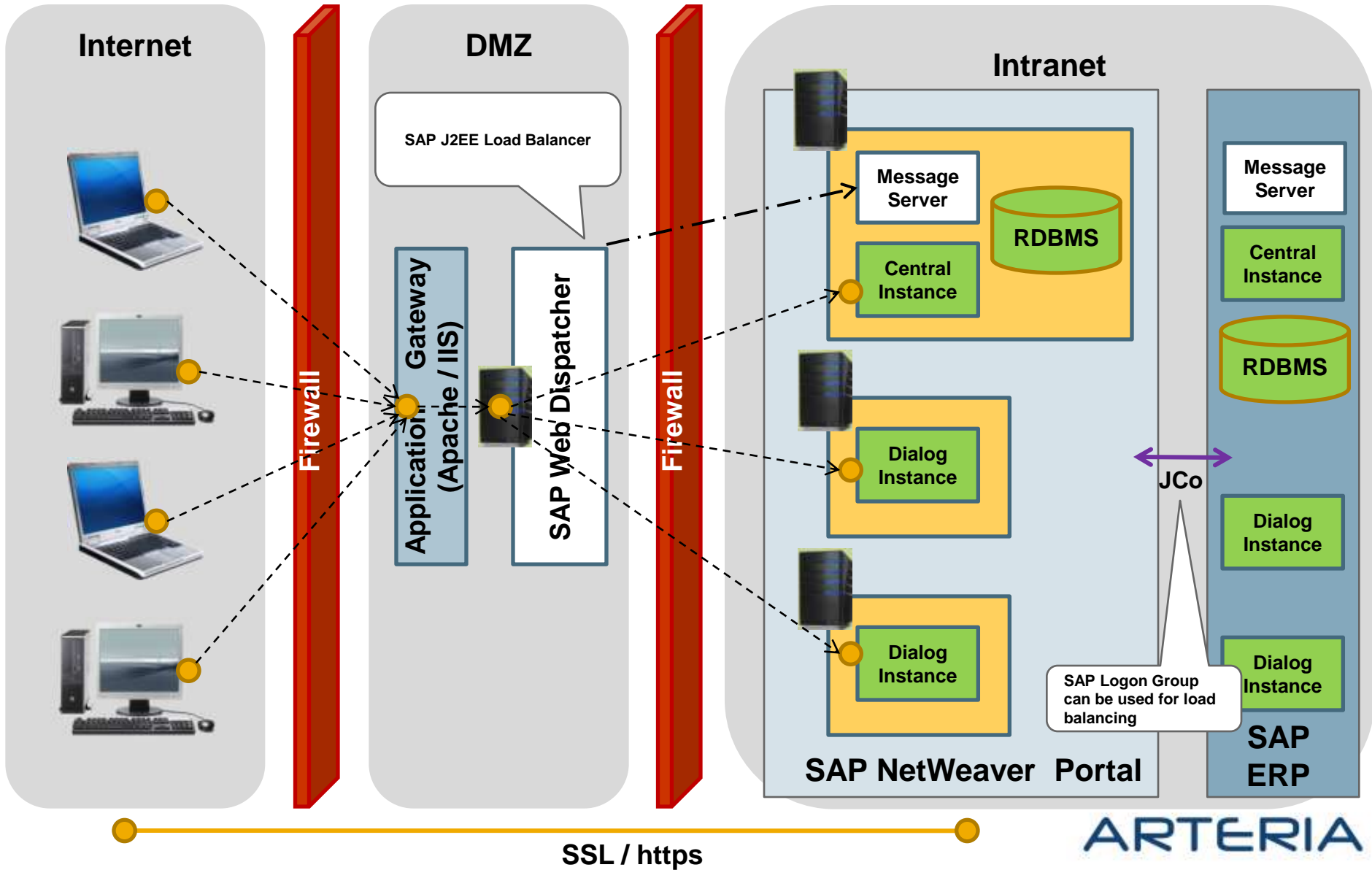
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Appendix: Detailed Technical Landscape



Appendix: Indicative Sizing



Development / QA Portal Server

OS	NetWeaver	CPU	RAM	HDD
32 bit or 64 bit <i>Note: Production should be 64 bit</i>	>= 7.0 SP19	Dual Core	4 GB	100 GB

Production (Portal and ECC)

Concurrent Suppliers	Portal Server				ECC (Additional Computing)		
	SAPS	CPU	RAM	HDD	SAPS	CPU	RAM
100	1056	2	8 GB	100 GB	361	1	2 GB
150	1584	2	8 GB	100 GB	541	1	3 GB
200	2112	4	12 GB	150 GB	722	1	3 GB
250	2640	4	12 GB	150 GB	902	1	4 GB
300	3168	4	16 GB	200 GB	1083	2	5 GB
400	4224	4	20 GB	250 GB	1444	2	6 GB

It is recommended to have Webdispatcher and Application Gateway on separate hardware.
Hardware: 1 CPU / 2 GB.