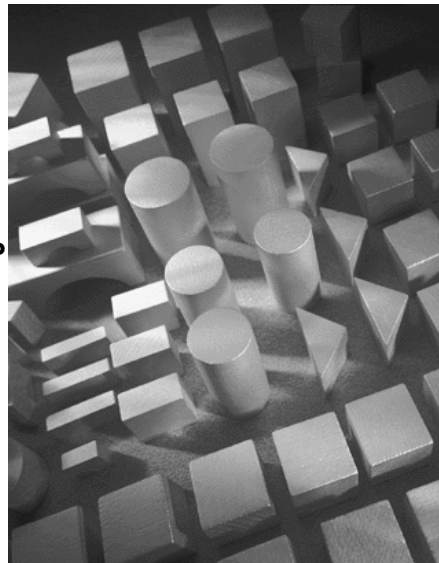


ERP et Industrie, l'exemple de R/3



- ERP : Quoi, Pourquoi
- SAP en quelques chiffres
- R/3
 - Architecture Materielle
 - Architecture Logicielle
- Quelques problemes des ERP
 - Problemes Techniques
 - Problemes Humains
- Le futur



Qu'est ce qu'un ERP ?

SAP



- Des données
- Des processus de gestion
sur l'ensemble des ressources de l'entreprise
= modèle économique et fonctionnel de l'entreprise
- Décomposées en domaines fonctionnels
 - Comptabilité
 - Ressources Humaines
 - Achats et Stocks
 - ...

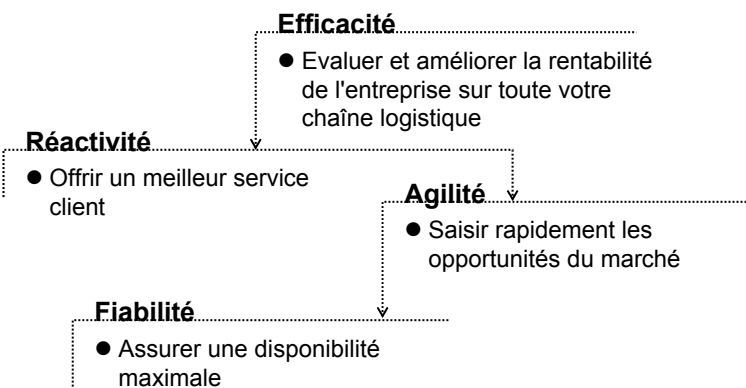


Pourquoi un ERP ?

SAP



Un ERP aide une société à accroître sa compétitivité





- **Chiffre d'affaires de SAP AG en 1998 : 29,13 milliards de FRF (5,05 milliards de USD)**

- 4ème éditeur de logiciels au monde
- Leader des éditeurs de logiciels de gestion d'entreprise (avec 36% de part du marché selon TOPTEN ; IDC, 1999)

- **Plus de 10 000 clients* dans plus de 100 pays travaillent avec SAP pour :**

- accroître leur compétitivité
- intégrer leurs processus de gestion
- avoir un meilleur retour sur information à moindre coût total d'appropriation

- **Axé sur les utilisateurs des entreprises de toute taille**

- augmentation de la satisfaction et de la fidélité des clients
- investissement dans la communauté mondiale de clients et partenaires SAP
- plus de 20 400 employés SAP (chiffres de mars 1999)

* Plus de 21 500 installations R/3 et plus de 1 000 installations R/2 (juin 99)

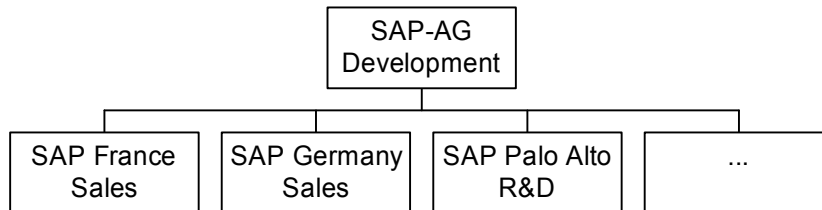


- **Un réseau de recherche mondial**
- **8 centres de recherche SAP en 1998**
- **21,699 employés**



Structure Generale SAP

SAP



Des clients partout dans le monde

SAP



AIR FRANCE

Audi



BOSCH

BURGER KING

Castrol

Deutsche Bank

Heineken

HONDA

IRIDIUM

KPMG

LEGO

LEVER

Lufthansa

NOKIA

Pfizer

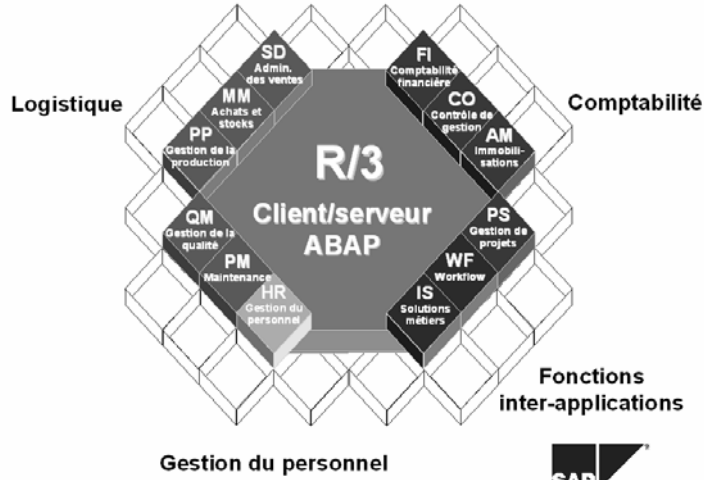
QUAKER

ROVER

SOTHEBY'S

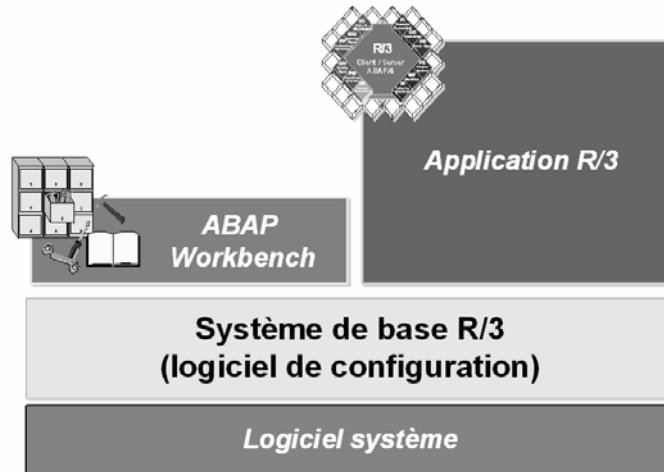
Unilever

Modules SAP R/3

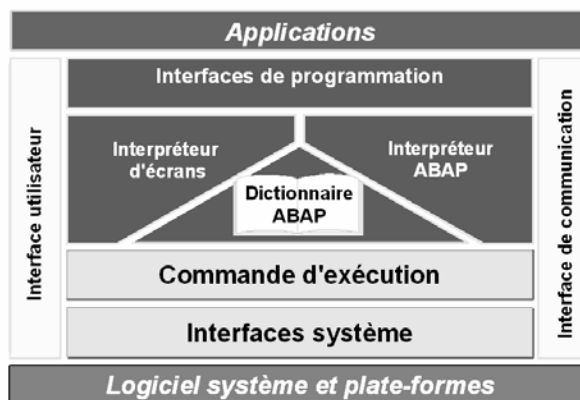


- SAP High Tech & Electronics
- SAP Retail
- SAP Insurance
- SAP Consumer Products
- SAP Automotive
- SAP Banking
- SAP Chemicals
- SAP Utilities
- SAP Public Sector
- SAP Pharmaceuticals
- SAP Healthcare
- SAP Oil & Gas
- SAP Telecommunication
- SAP Aerospace & Defense

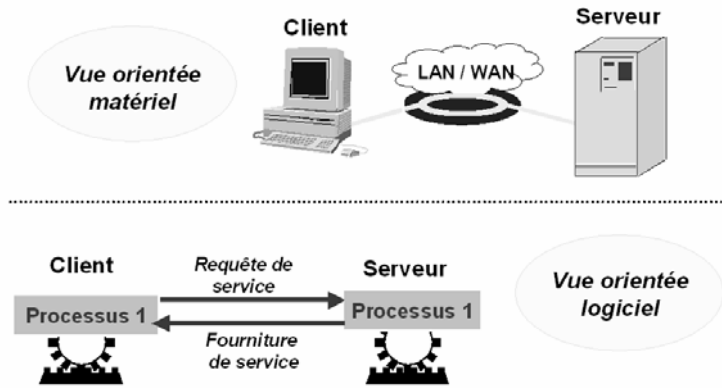
Système de base R/3, logiciel de configuration



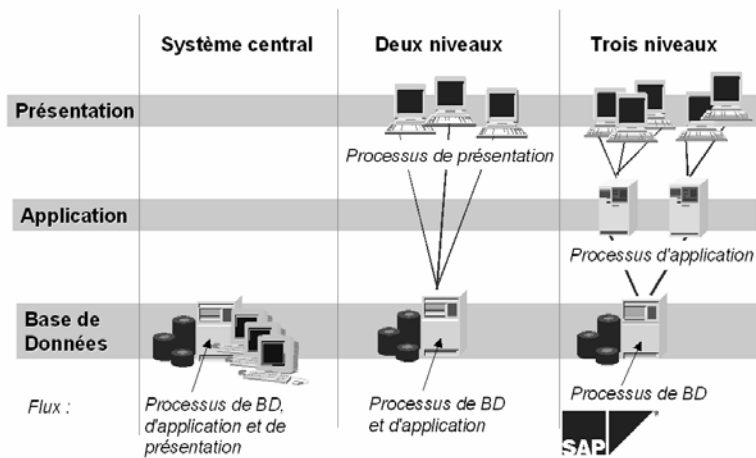
Vue d'ensemble du système de base R/3



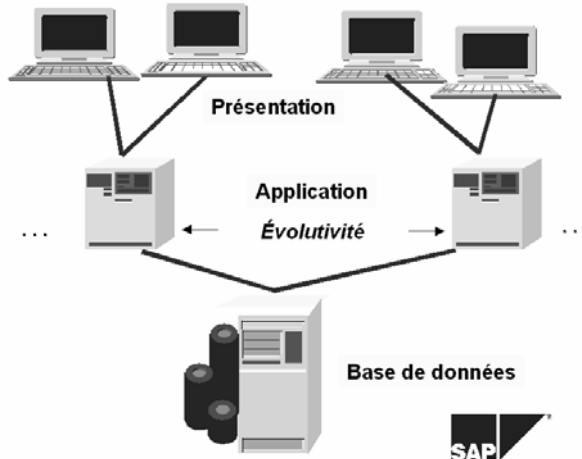
Client / serveur : principes de base



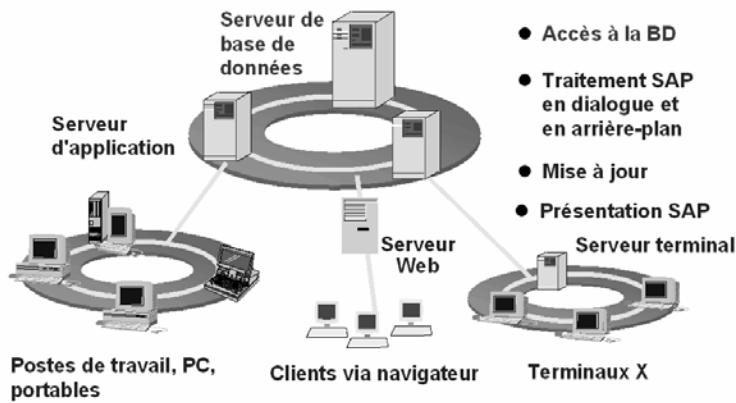
Configurations client / serveur du Système R/3



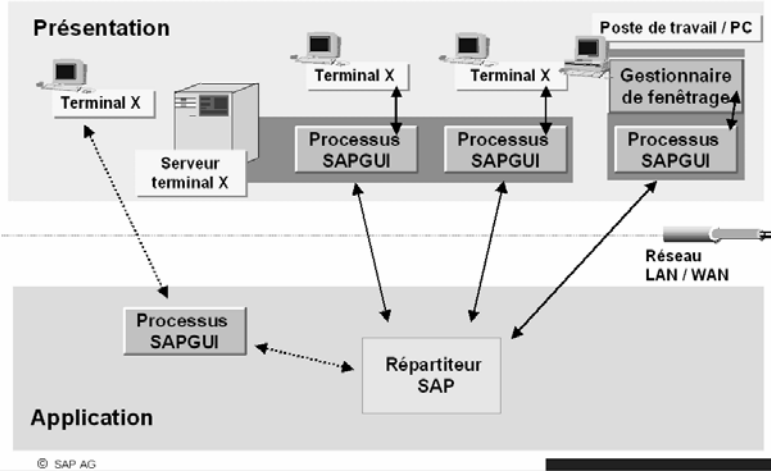
Client / serveur : évolutivité



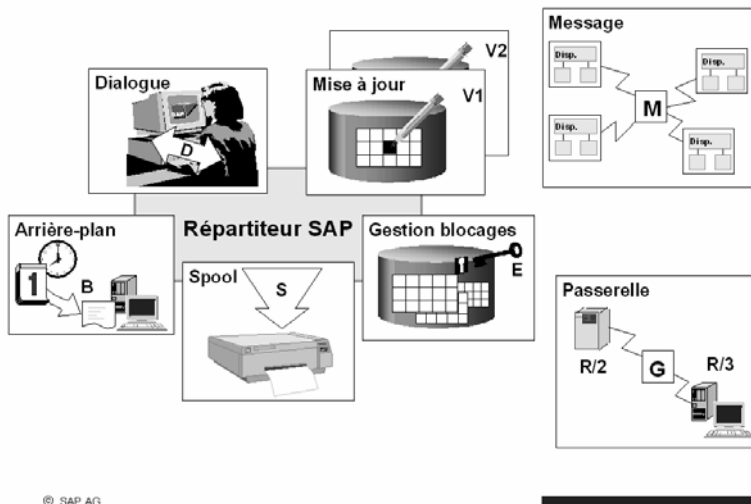
Paysage système R/3 : exemple



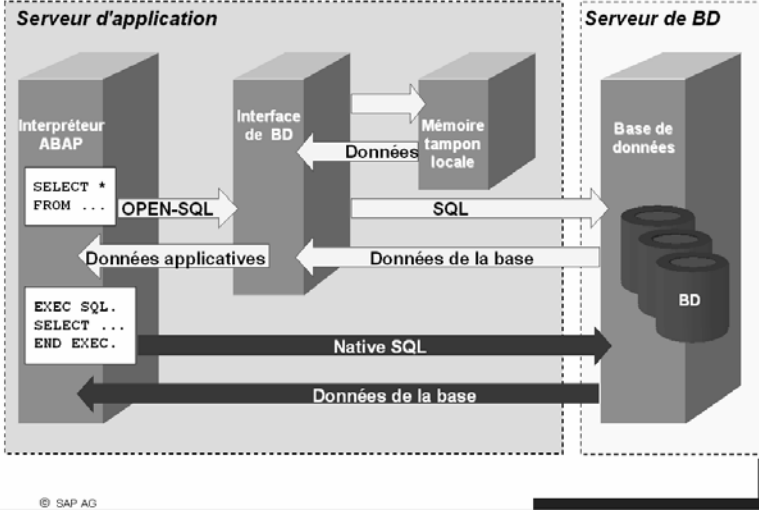
Interface de présentation R/3



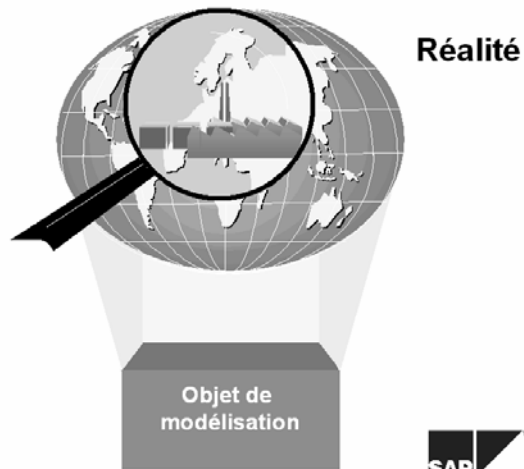
Services applicatifs R/3



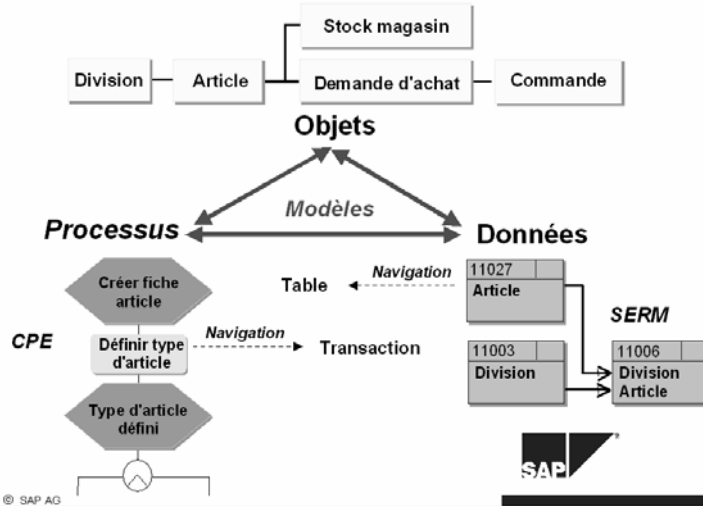
Interface de base de données R/3



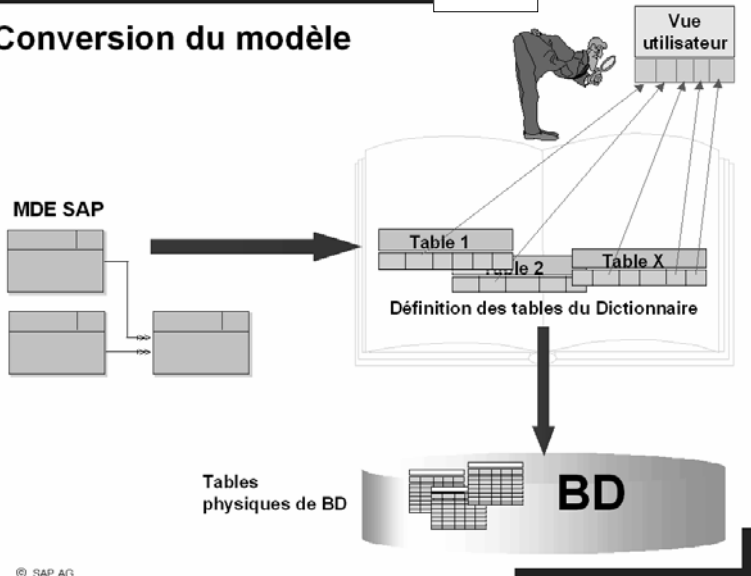
Modélisation



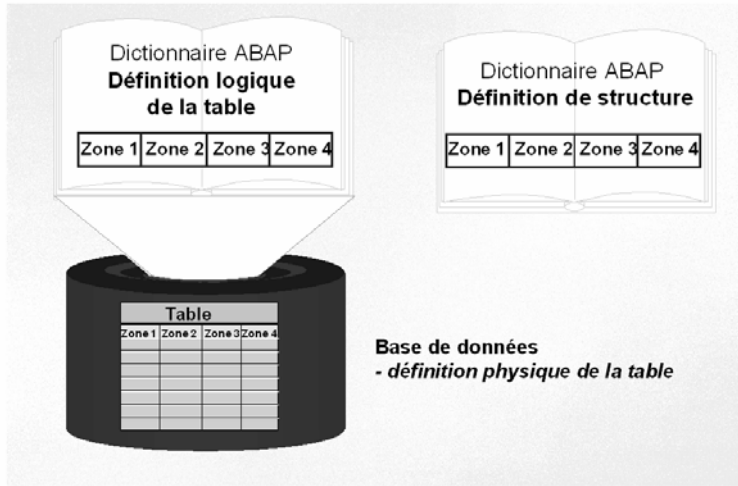
Modèles



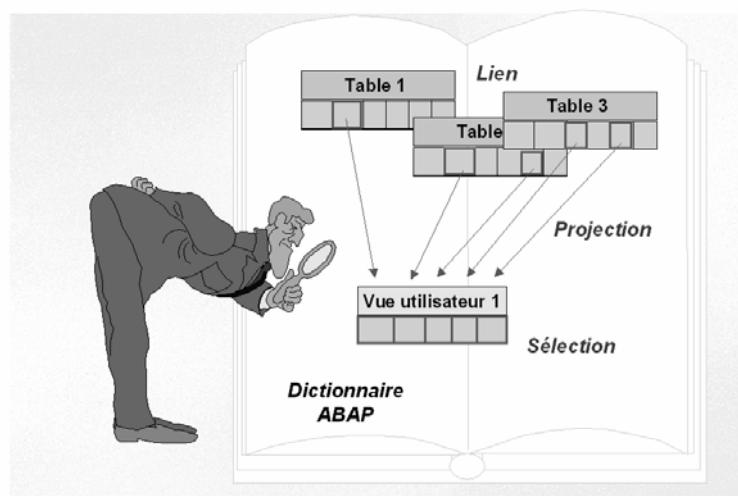
Conversion du modèle



Tables et structures

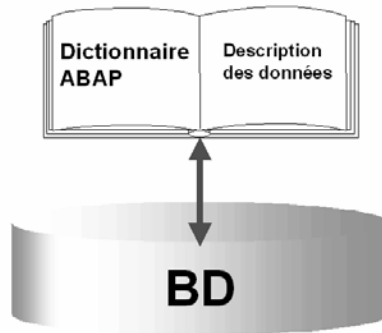


Vues

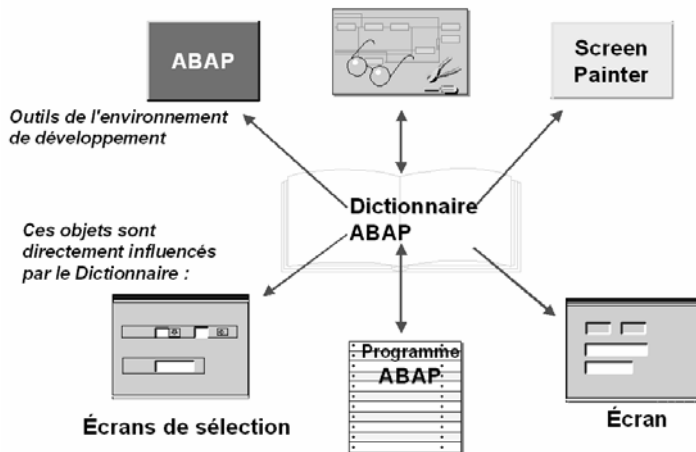


Qu'est ce que le Dictionnaire ABAP ?

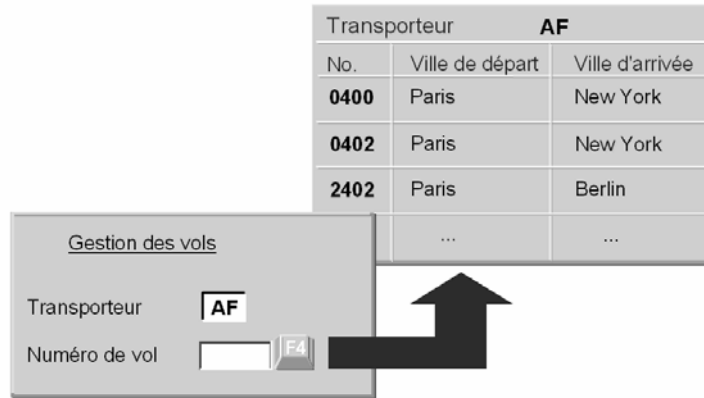
- Quelles sont les données utilisées dans R/3 ?
- Comment les données sont-elles liées ?
- Quels attributs possèdent les données ?



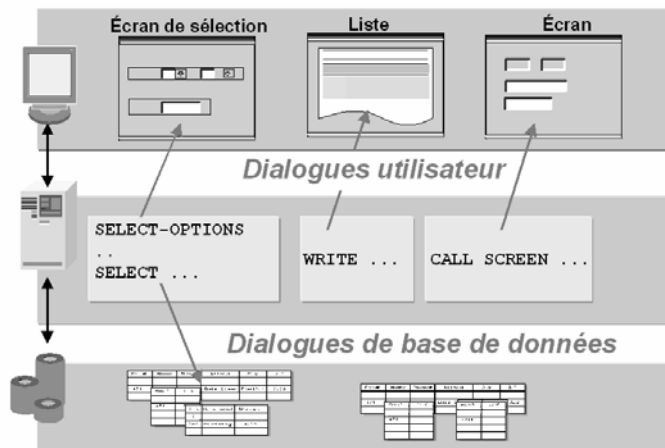
Intégration du Dictionnaire ABAP



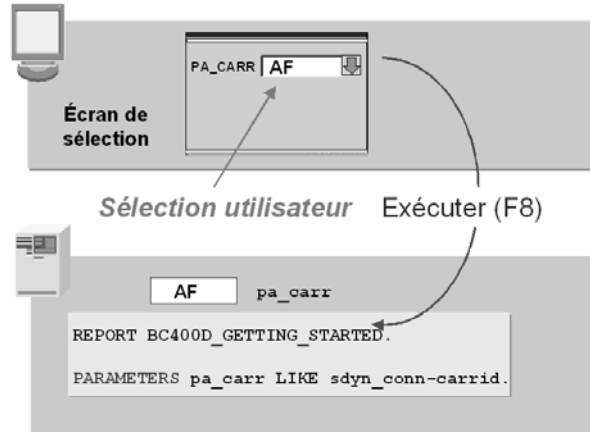
Fonction standard de R/3 : aide à la saisie



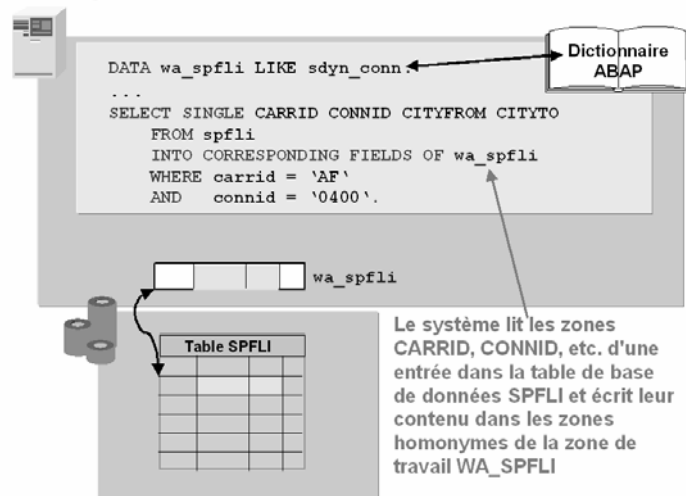
Dialogues ABAP



Dialogues utilisateur



Dialogue de base de données



The Future



mySAP.com Product and Corporate Strategy

SAP

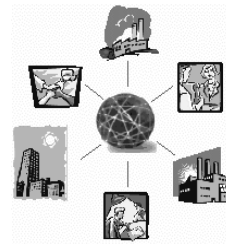
mySAP.com

- **The Objective**

- Deliver personal, collaborative solutions on demand

- **The Way**

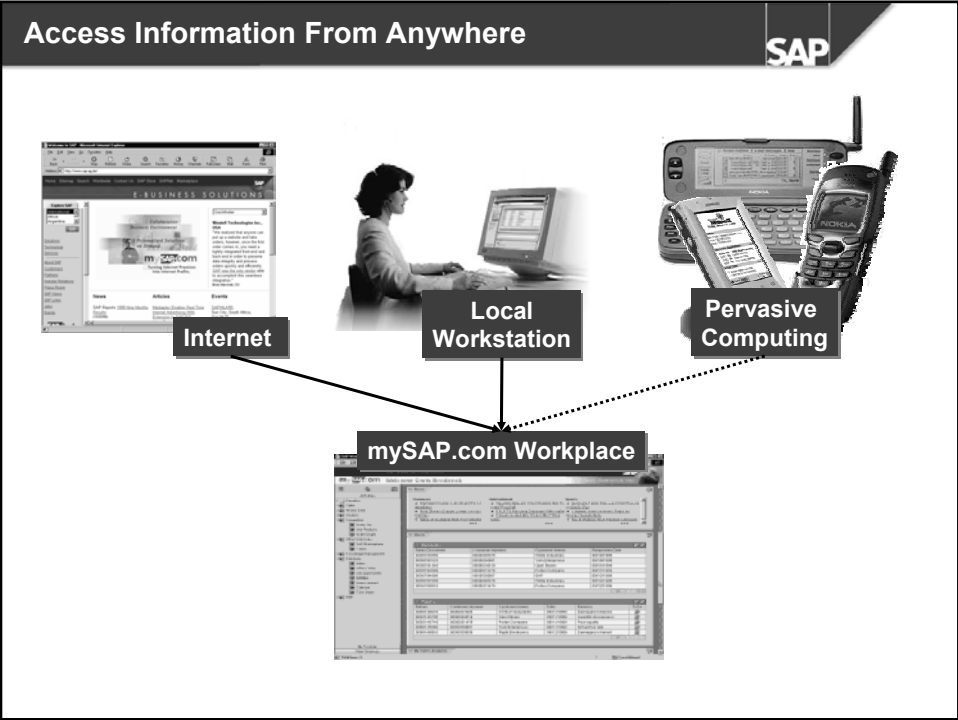
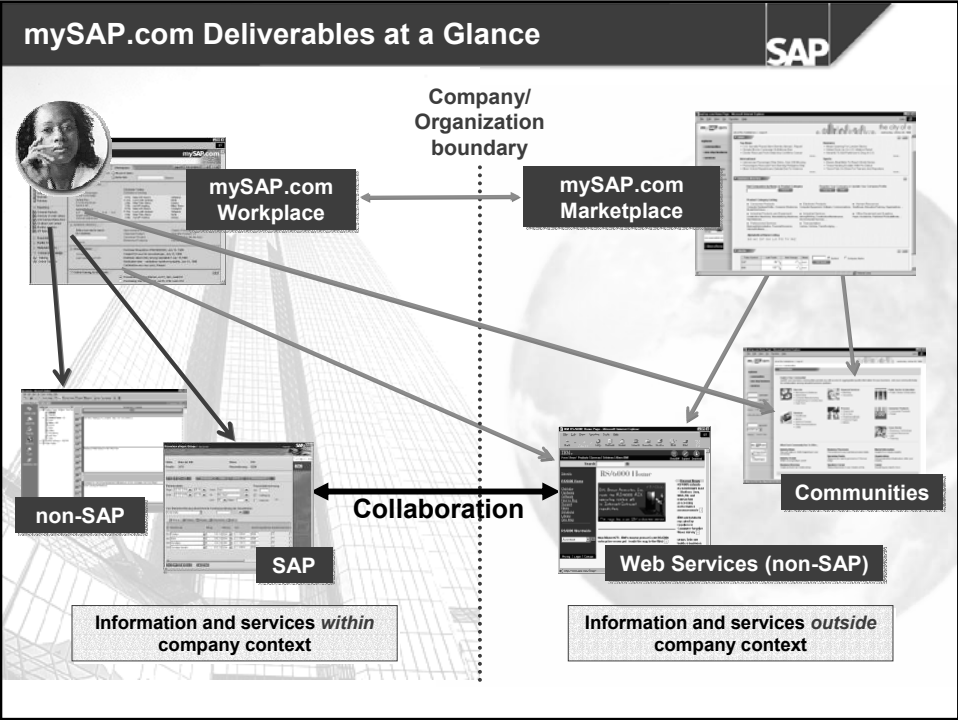
- mySAP.com Workplace: Universal, role-based user interface
- mySAP.com Marketplace: Communities, commerce, content at www.mySAP.com
- mySAP.com Business Scenarios: Functionality for e-community collaboration
- mySAP.com Application Hosting - Evaluation → implementation → deployment



e-Community
Collaboration

- **The Result**

- e-Community Collaboration



User

- **Ease of use**
 - Role-based access
 - Personalization
 - Access from anywhere
- **Convenience**
 - “Drag and Relate” integration
 - Single point of access
 - Single Sign-On
- **Openness**
 - Uniform Web browser front end
 - SAP and non-SAP components
 - Extensible role definitions

Company

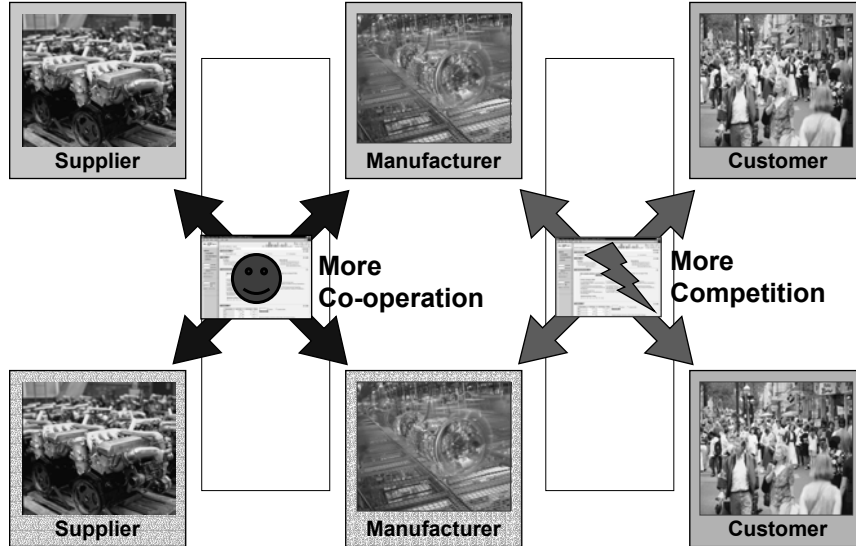
- **Low cost of ownership**
 - Zero installation on the desktop
 - Standardization
 - Ease of maintenance
- **Security**
 - Centralized administration
 - Controlled access
- **Productivity**

- **User interface always up to date**
 - Zero installation client for all SAP functionality via the Web
 - Based on a standard Internet technology (browser, HTML)
- **Easy to learn, tailor and use**
 - Role-based, pervasive access with open, extensible role definitions
 - Personal set up (+ favorites) available everywhere from server
 - EnjoySAP look & feel
- **Convenient, single point of access for multiple systems**
 - An enterprise portal to all mySAP.com and non-SAP applications and Internet services
 - Single sign-on and universal inbox
 - Dynamic synchronization of apps across the Web by drag & relate
- **Shipped in Q3/99**

The World Becomes a Market of Co-opetition



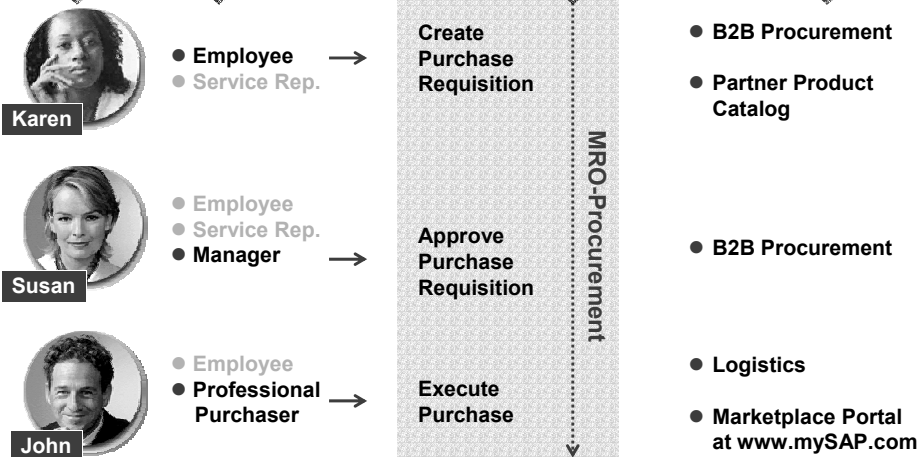
The Internet Changes the Way Companies Interact



People, Roles, Business Scenarios, Components



People perform Roles to participate in Business Scenarios implemented by Components



mySAP.com Marketplace - Microsoft Internet Explorer provided by SAP AG

mySAP.com Marketplace

Links

mySAP.com marketplace

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stocks

Ticker

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IBM	105 1/4	+1 27/32	read...	
MSFT	94 13/16	+1 5/8	read...	
TIBX	109 7/8	+20 1/2	read...	

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