



CONNECTING BUSINESS WITH SUCCESS



EMEA **MICROSOFT SAP**
COMPETENCE CENTER

>>> How can I be sure my IT investments will be secure a few years down the road?

A long-standing partnership

Microsoft and SAP have been partners since 1993. This strategic partnership has brought mutual customers innumerable benefits and it continues to help enterprises achieve their business goals quickly, reliably and cost-effectively.

The Microsoft and SAP partnership was inspired by the desire to provide joint customers with a more integrated, powerful, scalable, cost-effective, reliable and available IT foundation for e-business solutions.

Preferred platform

Working closely together, Microsoft and SAP have jointly driven numerous customer successes, leading to over 27,000 installations of SAP solutions on the Microsoft Windows® platform and firmly positioning Windows as the majority platform for SAP customers. These joint successes, coupled with ongoing investment from both partners, have clearly established mySAP.com, Windows® 2000 and Microsoft SQL Server™ 2000 as the most attractive and cost-effective solution for end-to-end Internet collaboration.

Scalability and reliability

Various SAP standard application benchmarks testify to the scalability of the Windows/SQL Server™ platform. Microsoft and its partners are constantly working on delivering high scalability solutions for mySAP.com. Currently Microsoft holds four of the top ten SAP SD standard application benchmark results.¹

Based on a 430% performance gain in the past 28 months, the Microsoft® platform matches or out-performs the largest UNIX-based systems on the market – at a fraction of the cost.

With the upcoming adoption of 64-bit systems based on Intel® Itanium2, Microsoft has demonstrated leading CPU performance and nearly unlimited memory scalability. Joint SAP SD application benchmarks results of 470 users on a single 4-way server.²

1 26,000 SD benchmark users, SAP SD Standard Application Benchmark certified by SAP 3/4/2002
Unisys ES7000: 1,97 second Average Response Time (Dialog), 7,818,000 Dialog Steps/Hour, 2,606,000 line items per hour, SAP R/3 4.6C, 32x900Mhz Pentium III Xeon Processor, 12GB memory, DBMS: Windows 2000, SQL Server 2000 SP1. More information at www.sap.com/benchmark.

2 470 SD benchmark users, SAP SD Standard Application Benchmark certified by SAP 6/18/2002
hp server rx5670: 1,97 second Average Response Time (Dialog), 141,000 Dialog Steps/Hour; 47,000 line items per hour; SAP R/3 4.6C, 4-way SMP, Itanium 2/ 1 GHz, 16 GB main memory, DBMS: Windows Advanced Server Limited Edition 1.2, SQL Server 2000
More information at www.sap.com/benchmark.



Research and development

Both Microsoft and SAP continue to invest heavily in research and development. These efforts are coordinated with those of their joint partners (industry-leading hardware vendors, system integrators and consulting firms) to ensure lasting protection of investment for mutual customers.

“
*Looking at the long term,
we believe that Microsoft offers
the best platform for
HADEED’s future requirements.
It is important that we have
full interfacing for SAP with
excellent support.
We receive that from Microsoft.*”
F.A.AI-Saif, Manger IT Department, HADEED





How can I reduce my IT costs?

Lowest Total Cost of Ownership (TCO)

The Microsoft® platform (Windows® 2000 and SQL Server™) offers significant cost savings over competing products.

The Meta Group concluded that Windows® offers two to three times better TCO than other enterprise platforms in the Enterprise Resource Planning (ERP) space (META Group 2001).

According to the Aberdeen Group, Microsoft Windows® 2000 servers deliver a 46% overall cost advantage compared with a UNIX/RISC platform alternative (Aberdeen Group 2002).

An Accenture analysis of acquisition and management costs at an SAP customer site showed that Microsoft-based solutions can be deployed for about one-fifth to one-third the cost of similar UNIX solutions (Accenture Simulation 2002).

And a NerveWire study concluded that SQL Server™ 2000 reduces TCO by 47% when compared with a leading competitor (NerveWire 2002).

Business productivity

Microsoft and SAP are also working closely to enhance business productivity. This involves deep integration of Microsoft productivity-enabling applications, such as Microsoft® Office and Exchange Server, into SAP e-business solutions. SAP and Microsoft are committed to bringing together business systems and productivity tools in an open, standards-based fashion, unlocking business services and connecting productivity tools with services.

How can I increase revenue streams?

Improved decision-making

Seamless access to information is essential for decision-making agility, enabling companies to identify and act on business and profitability trends much earlier. The sophisticated data mining functionality of SQL Server™ Analysis Services greatly enhances the performance of mySAP™ Business Intelligence (mySAP™ BI) on industry-standard servers, creating a flexible, transparent and scalable knowledge management platform.

Stronger customer relationships

CRM initiatives are increasingly viewed as essential to successfully acquire and retain customers. Collaborative CRM applications take this model a step further by promoting close cooperation with customers, suppliers and business partners to create new sources of value throughout the business ecosystem. With mySAP™ Customer Relationship Management (mySAP™ CRM) on the Microsoft® Windows®/SQL Server platform, the Microsoft SAP Competence Center is helping to deliver enabling technologies that are fine-tuned to the specific needs of CRM, e.g. mySAP™ CRM solutions on the Tablet PC and Pocket PC

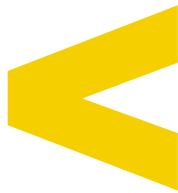
More efficient supply chains

Powerful, scalable and effective supply chain and ERP management solutions are essential to compete in a fast-paced global economy, where companies are constantly challenged to maximize revenue opportunities, minimize costs and improve customer service. mySAP™ SCM offers a complete supply chain solution with capabilities that cover supply chain, planning, execution, coordination, and networking. Combined with the Microsoft platform it delivers real business value and offers all the capabilities you need to design, build, and run the supply chain of the future.

And now you can run mySAP™ SCM also on the new 64-bit Microsoft Windows® platform. The next-generation 64-bit solution architecture gives solid protection of IT investment, paving the way for almost unlimited performance, memory addressability and scalability for your SAP supply chain solution. The computational power, large memory capability and scalability offered by Itanium 2-based systems makes the 64-bit architecture the platform of choice for SAP solutions on the Microsoft® platform.

“Microsoft® Xbox manufacturing, production planning, shipment schedule and literal making of the box are all managed and optimized on the SAP APO component, which is part of mySAP SCM. This forms an interesting synergy between Microsoft and SAP.”
Steven Jenkins, Microsoft SAP Alliance Manager.

Our services



In addition to providing proven, interoperable and standards-based solutions, the Microsoft and SAP partnership actively supports all phases of the solution life-cycle with competent advice, information and support. This service is delivered through the Microsoft SAP Competence Center. In providing a primary point of contact and integrate Microsoft Support Services and Microsoft Consulting Services as well as local Microsoft sales relationships.

The EMEA Microsoft SAP Competence Center provides direct customer support - particularly to customers who have signed up for first productive customer programs (FPC) or who are rolling out new technologies. An extensive partner network ensures a single point of accountability, a better understanding of overall customer needs and standardized procedures based on best practices.

We also help our customers make more informed decisions through our extensive customer reference program, joint events and promotions. And to ensure the success of joint deployments, we offer ongoing training and technical workshops.

Visit our website at www.microsoft-sap.com for more information. You will find a wide range of documentation including technical white papers, migration papers, fact sheets, workshop CDs and DVDs to order.

Microsoft – working with Hewlett-Packard – actually took the lead for the migration to the 64-bit platform. We enjoy a close, productive relationship with Microsoft and certainly couldn't envisage such a smooth, rapid migration result without the top-class support and professionalism of the Microsoft SAP Competence Center.

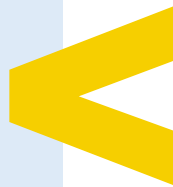
R.Mielinski, CIO, VTG-Lehnkering





> Company	> Branch	> Country
Bell AG	Manufacturing Food	Switzerland
TÜV Nord	Service Sector	Germany
VTG Lehnkering	Transportation	Germany
Sick AG	Manufacturing	Germany
Sidel	Manufacturing	France
Dionys Hofmann	Manufacturing Automotive	Germany
Hadeed	Utility	Saudi Arabia
FEVE	Transportation	Spain
Stadtwerke Lüdenscheid	Utility	Germany
IMA Group	Manufacturing	Italy
Indigo	Manufacturing Healthcare	UK
August Köhler AG	Manufacturing Paper	Germany
Czech Post	Post	Czech Republic
City of Hamburg	Government	Germany
Käfer Isoliertechnik	Manufacturing Insulation	Germany
Yorkshire Water	Utility Water Management	UK

Take our customers' word for it ...



> Landesamt für Informationstechnik (LIT), Hamburg (Germany, government).

"We now have not only a stable operating system for 4,500 SAP users but also a system that offers enormous potential for setting up and expansion of a large number of services."

Dr. S. Saxe, Head of the IT Office, LIT

"The response times are excellent and the standard of problem solving is very good. ... Microsoft has lived up to our high expectations and realized the promised high availability of technologies and services."

C. Stanek, Head of Service Centers, LIT

> VTG Lehnkering (Germany, logistics company), taking the lead on 64-bit Microsoft platform.

"By implementing Microsoft SQL Server 64-bit and Microsoft Windows 64-bit on an industry-standard 64-bit server, we were able to get the performance and scalability we needed to run our mySAP.com applications with maximum efficiency," says *Mielinski*. "We're confident that this product combination will deliver a solid competitive advantage over time – particularly as we expand and upgrade our platforms to support compute-intensive transactions and applications."

> Sidel (France, manufacturing – plastic packaging)

The Microsoft BizTalk Adapter for SAP enables Sidel to integrate e-business solutions and industry processes.

The solution provides "three critical features to Sidel's e-business infrastructure: an open platform, increased flexibility and the advantages of a universal solution under the Microsoft signature."

N. Rivollet, Head of Marketing, Sidel

> HADEED (Saudi Arabia, manufacturing – iron/steel),

1400 named users "Performance, dynamic memory allocation, self-tuning and manageability are major features of SQL Server which makes it easy to manage and cost effective. Integration of SQL Server with a Windows platform would enable us to integrate the existing Microsoft Exchange workflow applications with SAP R/3."

A. Shaaban, chief of application services & SAP R/3 project manager, HADEED

> Bell AG (Switzerland, manufacturing – food processing)

"There are tangible benefits because the highly available SAP R/3 system environment allows us to respond flexibly to market changes. For us, SQL Server 2000 and Windows 2000 signify a step into freedom, making manufacturer dependency a thing of the past. And we are joining an extensive pool of independent developers and specialists, which will play a decisive role in the future development of our company."

R. Graf, Organisation/IT manager, Bell Group



EMEA **MICROSOFT SAP**
COMPETENCE CENTER

Connecting Business with Success

Altrottstrasse 31
69190 Walldorf
Germany
Phone: +49 (0) 6227 73 17 10
Fax: +49 (0) 6227 73 17 30
Email: mssapcc@microsoft.com
<http://www.microsoft-sap.com>

