

Duet

Duet[™] | for Microsoft[®] Office
and SAP[®]

SAP AND MICROSOFT: FOCUSED ON CUSTOMER SUCCESS

Microsoft[™]

THE BEST-RUN BUSINESSES RUN SAP[™]



If you rely on our products but have not yet integrated their use, you could be missing out on an important opportunity to trim IT spending, streamline operations, and improve the overall effectiveness of your business.

We at SAP and Microsoft have been committed to delivering interoperable, integrated solutions to you, our customer, for many years. During that time, we have worked together to develop a range of technologies to help you bridge your Microsoft and SAP platforms and applications. Our strategic relationship, however, goes much deeper.

Our investments in co-innovation have led to many new, important technologies that have brought significant value and flexibility to your enterprise. An example is the new product Duet™ software. We continue to invest in our partnership, through initiatives such as the Web Services Interoperability.

Microsoft and SAP are strategic technology providers for thousands of the world's most successful businesses. If you rely on our products but have not yet integrated their use, you could be missing out on an important opportunity to trim IT spending, streamline operations, and improve the overall effectiveness of your business.

A Partnership Focused on Customer Value

No two enterprises are alike. Every enterprise's business processes are unique. Its people are unique. Its personality is unique. Consequently, the blend of software it requires to run at maximum efficiency is unique. But there are some characteristics every enterprise shares:

- They all spend too much time and money on IT support and too little for value-added investments.
- None wants to waste effort integrating proprietary software.
- All must make their software tools easier to use to increase the efficiency of their people and processes.

As a customer, you benefit enormously when software vendors provide joint solutions. Your systems integration and maintenance costs fall. You have fewer points of contact for system support and contract management. You can commit more of your time and resources to innovation and expanding your business. Partnering closely with fewer vendors means fewer distractions, allowing you to focus on business.

Users benefit as well. The functional and process gaps between applications are closed. Redundant technologies are minimized or eliminated, as is unintentional data duplication across systems. Work is simplified. Training time is reduced.

The SAP and Microsoft strategic partnership has worked for years to help you conduct business in the way that makes most sense for you. Our commitment is to make it easy for you to choose the blend of software that's exactly right for your enterprise, with emphasis on improving the information and process flow between your systems to simplify your users' work and make your business run more efficiently.

Two Leaders

The IT department of an enterprise must often support hundreds or even thousands of systems and applications and, for that reason, can rarely adopt a single-vendor strategy. No one software vendor can claim to offer comprehensive, market-leading solutions to meet every IT need. The best an IT department can do is determine the smallest number of

software providers it can safely work with to meet the needs of the business. Many enterprises choose us – SAP and Microsoft – because of our strategic partnership and leadership in application and platform technologies.

SAP time management, leave management, budget monitoring, and personnel applications are accessible directly from Microsoft Outlook®. Users can work with content in the knowledge management repository of the SAP NetWeaver® platform directly from

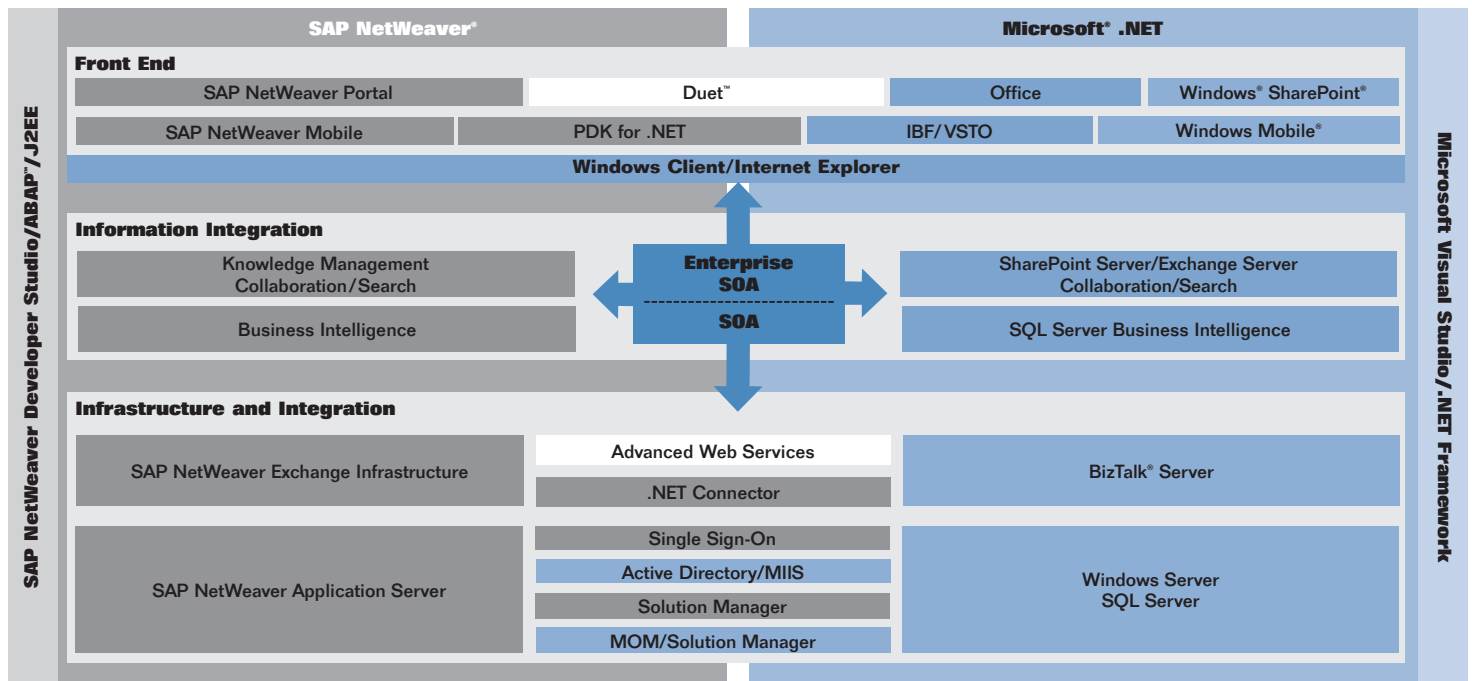


Figure 1: Interoperability of Microsoft and SAP® Components

Our success in making SAP® and Microsoft applications and platforms interoperable has given enterprises the chance to work with us as the strategic vendors that can meet all their business needs with an absolute minimum of complexity at the lowest possible cost. And choosing Microsoft and SAP as strategic partners gives you much more. Together, we have developed powerful, innovative solutions that support a consistent user experience across applications, comprehensive information management, process integration, platform integration, and application development.

Consistent End-User Experience

Innovations such as Duet, desktop integration, and mobile interfaces simplify users' work. Duet, for example, allows users to interact with SAP applications from within Microsoft Office.

within Microsoft Word and Excel. Thanks to support for Windows Mobile® software in the SAP NetWeaver Mobile component, users can access SAP applications, including service, sales, asset management, procurement, and time and expense applications.

Information Management

The fact that information flows smoothly between Microsoft and SAP products assures you that choosing our technologies will support your overall business goals and effectiveness. Content stored in Microsoft repositories is available through the SAP NetWeaver Portal component. Calendar and contact information can be shared between Microsoft Exchange and SAP NetWeaver. Content can be syndicated across SAP NetWeaver Portal and Microsoft SharePoint®.

Process Integration

SAP and Microsoft make it possible for customers to choose which business process management tools they integrate. Customers using the SAP NetWeaver Exchange Infrastructure component and Microsoft BizTalk® server can have end-to-end process integration across both products, because both are supported by key Web services standards such as SOAP. Our work on advanced Web services specifications such as BPEL4WS and WS-RM will extend this integration functionality, promising even greater flexibility for our customers.

Platform Integration

The software of more than half of SAP's customers runs on the Microsoft platform. Obviously, it is of great benefit that we continue our joint efforts to offer new integration capabilities to those customers. The results are impressive. SAP now supports adaptive computing on Microsoft operating systems and databases. Network security information can be shared across the Microsoft platform, enterprise service-oriented architecture, and SAP NetWeaver. The Microsoft and SAP investments in enterprise service-oriented architecture ensure that applications written for the Microsoft and SAP NetWeaver platforms share information and services.

Application Development

Making the Microsoft and SAP platforms compatible gives customers the freedom to choose the development platform they prefer for each business solution, with the choice no longer restricted to Microsoft .NET or J2EE. The two can be brought together through Web services to connect SAP NetWeaver and .NET applications. SAP NetWeaver provides a portal development kit for Microsoft .NET that can be used to build applications that run on both SAP NetWeaver Portal and Microsoft SharePoint. The result is a smoother flow of information through the business, better business process flow, and an effective software experience for the end user.

How We Work Together

The Collaboration Technology Support Center (CTSC) is a visible demonstration of our mutual commitment to our customers' success. The CTSC is a full-time, joint coordination team and includes key staff from both SAP and Microsoft. The CTSC acts as the coordination point between our companies and our customers. It offers advice at architectural discussions and reviews, acts as a conduit to dispatch product enhancements and development to SAP and Microsoft product groups, and provides objective analysis of customer needs. CTSC helps customers establish and maintain a single point of contact for combined SAP and Microsoft solutions.

Take Advantage of Interoperability

If your Microsoft and SAP solutions are not currently integrated, you are missing out on opportunities to streamline your business processes and make your end users more productive. Advantages you can look forward to include simplifying the ways in which your employees work together and speeding processes that involve your mobile workers, not to mention acquiring the means to consolidate data and teams across your enterprise. Ask your Microsoft or SAP consulting team to put you in touch with CTSC to learn more about how you can bring together the right combination of technologies for your enterprise and get the support you need to make the right decisions about platforms, developer tools, process integration, information management, and unified interfaces. In joining us, you can be confident of getting the most out of your IT now and in the future.

To learn more about Duet, visit our Web site at www.duet.com.