KONTRAKTBILAG 7:

PRAÆSENTATION AF SAP APPLICATION INTERFACE FRAMEWORK

Sagsnr. 1-30-70-6-12
SAP® APPLICATION INTERFACE FRAMEWORK
STREAMLINE THE SETUP AND MAINTENANCE OF SOFTWARE INTERFACES

The SAP® Application Interface Framework tool is an add-on to the SAP ERP application and other SAP Business Suite applications. An intuitive framework streamlines the initial setup of software interfaces and reduces ongoing maintenance through user-friendly monitoring and error handling by business users.

Interfaces for business processes and the software that enables them are complex. Different software solutions are used across multiple locations, requiring a mix of software interfaces. When solutions are added, new interfaces enter this tangled web. This complexity makes interface setup and maintenance complicated. If errors are identified, resolutions are protracted and costly as IT and business users work to resolve the issues.

The SAP® Application Interface Framework tool helps remedy this situation. The tool provides a framework to implement interfaces, significantly reducing setup effort and costs. It enables business users to monitor interfaces and handle errors, speeding error resolution and freeing IT to focus on technical-level monitoring. As business users manage the interfaces, authorizations protect sensitive data and help ensure data integrity.

Implement Interfaces Using Predefined Building Blocks

The tool is an add-on to the SAP ERP application and other SAP Business Suite applications. It enables the reuse of interface building blocks (structure, mappings, checks, and actions) over multiple interfaces and allows versioning of interface implementations to streamline setup.

To facilitate interface setup, the tool organizes interface logic on-screen in an intuitive framework and provides a menu of customizing activities for the building blocks. All users can see what others have implemented and quickly understand how interfaces are built. Working within the framework structure, everyone on your IT team uses standardized customizing guidelines and activities that enhance the team’s collective skill set and help ensure interface integrity.

Empower Business Users to Monitor and Correct Errors

SAP Application Interface Framework enables functional as well as technical monitoring. The tool features automatic alerts that notify business users to errors, which they can correct immediately within their application software system. Mass error handling further streamlines this process.

By enabling business users to monitor and correct interface errors, interface maintenance is faster, more manageable, and more accurate. Plus, the tool uses flexible authorization rules to restrict access to data and error monitoring. This security feature enforces compliance by following the need-to-know principle when restricting access to interface data.

For More Information

To learn more about SAP Application Interface Framework, call your SAP representative or visit www.sap.com/customdev.
**QUICK FACTS**

**Summary**
The SAP® Application Interface Framework tool provides you with a powerful framework for interface implementation and with user-friendly monitoring and error handling functionality focused on business users.

**Business Challenges**
- Reduce the effort and cost for initial implementation and ongoing maintenance of interfaces
- Avoid duplicate effort for both technical monitoring and functional support
- Ensure compliance and enforce authorizations during interface monitoring
- Simplify testing and rollout of interfaces
- Enforce interface implementation guidelines

**Key Features**
- **Customizable interface framework** – Reuse predefined building blocks over multiple interfaces and support versioning of interface implementations
- **User-friendly interface** – Set up interfaces within the structure of a framework to enhance your team’s collective skill set and help ensure interface integrity
- **Error monitoring and handling functionality** – Enable business users to handle errors directly from within the application software system
- **Customizable authorizations** – Limit access for monitoring and error handling

**Business Benefits**
- **Lower effort and cost** related to implementing and maintaining software interfaces
- **Less time spent on error handling** thanks to automated alerts and monitoring functionality that’s more intuitive and easier to use
- **Improved compliance with interface implementation guidelines** by restricting access to interface data with authorizations that follow the need-to-know principle
- **Better data quality** by enabling business users to make error corrections within the related application

For More Information
Call your SAP representative, or visit us online at [www.sap.com/customdev](http://www.sap.com/customdev).
SAP Application Interface Framework 2.0
Selling made easy

Markus Gille, SAP AG
Let’s get Your Bag packed for easy Sales of the SAP Application Interface Framework 2.0

You are looking for a software product which

- Can be positioned cross-industry
- Provides huge benefits for your customers
- Addresses needs of new and existing customers
- Generates immediate software revenue
- Significantly contributes to your sales KPIs

Continue reading …

… and let’s get your bag packed for easy sales
Overview and Core Components

SAP Application Interface Framework
- A powerful framework for interface implementation, monitoring and error handling
- A proven solution with approx. six years of development and customer history
- A cross-industry solution with customers from 16 industries

Interface Implementation (Design Time)
- Interface implementation mainly through Customizing menus
- Easy access to relevant data or functions of underlying SAP application
- Re-use of interface components (e.g. checks, mappings, actions)
- Supports variants of interfaces (exceptions or additional steps)
- Independent implementation and testing of interface components and interface variants

Monitoring and Error-Handling (Runtime)
- Business user monitoring (power user)
- Customizable authorizations for interface access
- Overview of interface status
# SAP Application Interface Framework

## Focused Business Solution

### Solution Description

SAP Application Interface Framework is a powerful add-on used to implement and manage integration scenarios in an SAP-centric or heterogeneous system environment. The framework enables customers to implement their interfaces based on framework guided structuring. By using the framework, customers can significantly reduce the efforts and corresponding cost of implementing interfaces. With the SAP Application Interface Framework, now business users can very simply monitor interfaces and handle errors by themselves. Furthermore authorizations can be customized to protect sensitive data when managing the interfaces and monitoring errors.

### Business Needs / Challenges

- Simplify heterogeneous interface landscape
- Standardization and harmonization of interface handling and monitoring
- Low implementation costs for interface implementation and monitoring
- Efficient monitoring of interface status and errors
- Secure regulatory compliance regarding access authorizations to monitor interface data
- Governance of interface monitoring and handling (clear responsibilities regarding interface and data ownership)
- Guidelines regarding interface implementation

### Probing / Qualifying Questions

- How do I reduce the efforts for initial interface implementation and ongoing maintenance of interfaces?
- How do I avoid double efforts caused by technical monitoring and functional support?
- How do I ensure compliance and enforce authorizations during interface monitoring?
- How do I make testing and roll-out of interfaces easier?
- How do I enforce interface implementation guidelines?

### Unique Selling Proposition

- SAP Application Interface Framework helps customers faced with a growing and complex system landscape to significantly reduce the cost of developing and operating interfaces.
- SAP Application Interface Framework helps business users monitor interfaces and handle errors in a very user friendly UI by themselves. This ensures a more efficient monitoring process.

### Business Value to the Customer

<table>
<thead>
<tr>
<th>Governance</th>
<th>Compliance</th>
<th>Reduced Costs</th>
<th>Architecture</th>
</tr>
</thead>
<tbody>
<tr>
<td>Structured interface handling</td>
<td>Business rules (e.g. authorizations)</td>
<td>Increased efficiency and data quality</td>
<td>Holistic interface architecture and clear responsibilities</td>
</tr>
<tr>
<td>Clear responsibilities</td>
<td>Customizable authorizations for monitoring and error handling</td>
<td>Eliminates duplicate effort</td>
<td></td>
</tr>
<tr>
<td>Interface transparency in system architecture</td>
<td>Data correctness</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## SAP Application Interface Framework
### Focused Business Solution

<table>
<thead>
<tr>
<th>Target Customer Audience</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Target industries:</strong> All industries</td>
</tr>
<tr>
<td><strong>Market segment:</strong> Small, medium, and large customers with SAP ERP or other Business Suite applications.</td>
</tr>
<tr>
<td><strong>Buying center:</strong> CFO/CIO/CTO/IT</td>
</tr>
<tr>
<td><strong>Primary target audience:</strong> CFO/CIO, CTO, head of IT application integration</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>Technical Information</th>
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<tbody>
<tr>
<td>SAP Application Interface Framework requires SAP Basis 7.0 (NetWeaver) (SAP Netweaver 7.0x SP17 and above)</td>
</tr>
<tr>
<td><strong>Available System Languages:</strong> English, Arabic, Chinese (simplified and traditional), French, German, Italian, Japanese, Korean, Portuguese, Russian, Spanish, Turkish</td>
</tr>
<tr>
<td>For product documentation and technical information, see <a href="http://help.sap.com/aif">help.sap.com/aif</a> and <a href="http://service.sap.com">SAP Service Marketplace</a> (under Focused Business Solutions → SAP Application Interface Framework)</td>
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<table>
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<tr>
<th>Pricing (Check Local Currency Conversion)</th>
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<tbody>
<tr>
<td>• Focused business solution - Material Number CRM:7010757</td>
</tr>
<tr>
<td>• On standard SAP Price List - License software revenue</td>
</tr>
<tr>
<td>• Metric: Licensed SAP users (All users, all user types, all systems)</td>
</tr>
<tr>
<td>• For details please check your local price list</td>
</tr>
<tr>
<td>• Standard Maintenance Rules for SAP Customers including special FBS terms as add-on to the contract.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Contacts &amp; Sales Support</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Solution/Product Owner: Markus Gille</td>
</tr>
</tbody>
</table>
| • Regional sales contacts:  
  **EMEA:** Norbert Lesch; **AME:** Canada: David Gilmour, Central: Tom Sanchez, East: Shawn Noyes, **Strategic Industries** Ray Kowalski, West: Greg Clarke  
  **APJ:** Pratyush Pattanayak  
  **Japan:** Chandhan Rangarajan; **China:** Ivy Hou  
  **LA:** Tom Janoshalmi  |

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<tr>
<th>Competitive Information</th>
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<table>
<thead>
<tr>
<th>More Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>• SAP Custom Development - Solutions available for Re-sale</td>
</tr>
<tr>
<td>• SAP Application Interface Framework Sales Kit</td>
</tr>
<tr>
<td>• SAP Application Interface Framework group in SAP Community</td>
</tr>
<tr>
<td>• FBS Info Map</td>
</tr>
</tbody>
</table>
Let’s get Your Bag packed for easy Sales of the SAP Application Interface Framework 2.0

You have now seen an overview about the SAP Application Interface Framework and where it can be positioned.

For any questions, please don’t hesitate to contact me (Markus Gille)

The next slides give you a detailed view on how the SAP Application Interface Framework can be positioned at multiple different target groups at your customer
Detailed View of Advantages for Multiple Target Groups
SAP Application Interface Framework Provides HUGE Cost Savings and fast ROI

Positive Effects on TCO and ROI: Savings up to 40%

Implementation
- Reduced interface implementation costs and efforts
- Enabling reusable interfaces and interface components
- Minor testing efforts
- Shorter project duration by parallelization of tasks
- Lower interface lifecycle costs

Operations Savings up to 75%
- Saves time in daily work
- Increases efficiency in monitoring and error handling
- Improves data quality
- Clear responsibilities and reduced dependencies between IT and business users
- Avoids duplicate efforts (technical and business monitoring)

Reduce Costs by Using SAP Application Interface Framework

Effort Comparison
- Conventional Development
- AIF Methodology
SAP Application Interface Framework
Benefits for the IT

Benefits for the IT:

A Framework for Interface Implementation with great Governance through interface lifecycle

- Fast implementation of Interfaces
- Enforcement of implementation guidelines
- Re-use of components in multiple interfaces
- Allows versioning of interfaces
- Unification of required skills
- Test tool for automated testing
- Tool-supported documentation of interfaces

→ Simplified Interface Landscape and Architecture
SAP Application Interface Framework Benefits for the Business

Benefits for the Business:

- Transparency of interfaces within area of responsibility
- User-friendly Interface Information
- Ability to correct errors within their system on User Friendly Screens
- Capabilities for mass error handling
- Highlighted Errors in Interface Documents which offer forward navigation to issue
- User Alerts in case of Errors
  → Reduced time needed for error handling

Easy and efficient Interface Monitoring targeted at business users
SAP Application Interface Framework
Benefits for the Management

Benefits for the Management:

- Interfaces with significantly reduced implementation costs
- Efficient Interface Monitoring leads to reduced monitoring costs
- Secure compliance by providing a multi-layer authorization concept
- Transparency and governance throughout complete interface development life cycle
  → Controlling Interface Landscape & the Budget

Transparency, governance, cost savings, and compliance
Advantages in the Area of Compliance

The SAP Application Interface Framework ensures Compliance

- Restrict visibility of interface data
  - In contrary to many traditional monitoring transactions, the monitoring in AIF is role based and access to data can be restricted by customizable authorizations
  - Authorizations can be restricted on interface level and based on interface data (e.g. plant, company code)
- Restrict changes to interface data
  - Interface data changes can be restricted down to individual field level (e.g. in financial documents bank account number and value not changeable)
- Compliance reporting
  - A central compliance report exists where all interface data changes can be reviewed centrally (e.g. if auditor requests list of changes)
- Ensure consistency of data generated from interfaces
  - Build-in re-start logic ensures that correct interface version and mapping values are used even if in multi-actions subsequent steps of the interfaces are restarted after a new interface version has been activated or new mapping values are active
Advantages in the Area of Governance

The SAP Application Interface Framework ensures Governance throughout the complete Interface Live Cycle

- The structured way of implementing interfaces makes it easy to enforce implementation guidelines
- Interfaces have an individual status
  - By having different status for each interface (in development, in test, in production, obsolete) it can be ensured that interfaces only can be executed if they have right status (in production) even if they are accidentally transported to production
- Roll-out of interfaces is made easy to do and with good governance
  - Interfaces can have multiple versions which can be activated by maintaining usage dates in customizing. An additional interface determination allows to control which interface and which version is used (criteria can also be based on data)
- A Test Repository allows storage of test data and repeatable tests
  - Test data can be stored in the test repository together with expected results. Test data can be repeated manually or scheduled on regular basis to ensure that all interfaces run correctly (ensure correctness and internal SLAs)
Thank You!

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Global Solution Owner
SAP Application Interface Framework

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Goals of the Document / Workshop

- Introduction / Example
- Sample Calculation
- Business Case Structure / Summary
- Details Benefits
- Appendix
SAP Application Interface Framework
The new Solution for Interface Development and Operations
SAP Application Interface Framework Overview of Advantages

- Framework based, structured implementation
- Easy setup and customizing settings
- Re-use of interface components
- Easy rollout (status handling, versioning)
- Enforce implementation guidelines
- Automated test with test tool
- Generation of interface documentation

- Role-based monitoring and error handling
- Forward navigation from message to wrong data
- Close integration into business transactions
- Overview transactions
- Mass handling of errors
- Data changes
- Get rid of duplicate work between IT and business
Benefits in different Interfacing and Monitoring Scenarios

**New Interfaces: Implementation**

- **Inbound**: New Operations
- **Outbound**: New Operations

**Existing Interfaces: Re-Design**

- **Inbound**: Optimized Operations
- **Outbound**: Optimized Operations

**Interfaces: Monitoring**

- **Inbound**: Optimized Monitoring
- **Outbound**: Optimized Monitoring
## Matrix of possible Use Cases

In which areas can AIF support?

<table>
<thead>
<tr>
<th>Situation</th>
<th>Implementation</th>
<th>Monitoring</th>
<th>Error Handling</th>
</tr>
</thead>
<tbody>
<tr>
<td>New inbound interfaces</td>
<td>+</td>
<td>+</td>
<td>+</td>
</tr>
<tr>
<td>New outbound interfaces</td>
<td>+</td>
<td>+</td>
<td>+</td>
</tr>
<tr>
<td>Re-Design Inbound</td>
<td>+</td>
<td>+</td>
<td>+</td>
</tr>
<tr>
<td>Re-Design Outbound</td>
<td>+</td>
<td>+</td>
<td>+</td>
</tr>
<tr>
<td>(Small) Optimizations</td>
<td>+</td>
<td>+</td>
<td>+</td>
</tr>
<tr>
<td>Existing Interfaces</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# Example from existing Customer Project

<table>
<thead>
<tr>
<th>Task</th>
<th>With current setup</th>
<th>With AIF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Faster Implementation of <strong>one</strong> inbound interface of medium complexity</td>
<td>19 days</td>
<td>11.5 days</td>
</tr>
<tr>
<td>Implementation of <strong>one</strong> complex logic (check/validation) inside interface</td>
<td>4 hours</td>
<td>3 hours</td>
</tr>
<tr>
<td>Setup of Monitoring and error handling for <strong>one</strong> complete interface</td>
<td>2 days</td>
<td>0.5 days</td>
</tr>
<tr>
<td>...</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Sample Calculation: Monitoring and error handling for one interface (Inbound delivery)

<table>
<thead>
<tr>
<th>Source of Savings</th>
<th>Conventional setup</th>
<th>SAP AIF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of inbound deliveries per month</td>
<td>10000</td>
<td>10000</td>
</tr>
<tr>
<td>Error rate in percent</td>
<td>1 %</td>
<td>1 %</td>
</tr>
<tr>
<td>Average processing time in minutes</td>
<td>30 Minutes</td>
<td>10 Minutes</td>
</tr>
<tr>
<td>Total processing time in hours</td>
<td>50</td>
<td>16.7</td>
</tr>
<tr>
<td>Internal cost rate for employee in Euro</td>
<td>100</td>
<td>100</td>
</tr>
<tr>
<td>Total processing cost per year in Euro</td>
<td>60.000</td>
<td>20.000</td>
</tr>
<tr>
<td>Reduction of error rate for repeated errors</td>
<td>1 %</td>
<td>0.5 %</td>
</tr>
<tr>
<td>Reduced costs per year under consideration of better efficiency for repeated errors</td>
<td>60.000</td>
<td>10.000</td>
</tr>
</tbody>
</table>

The optimized approach for monitoring and error handling allows to significantly reduce the effort for monitoring and error handling:

Yearly Cost Savings (one interface): **40.000 to 50.000 Euro**
Value / Business Case for Usage of SAP AIF
(Example with real data from a customer)

Total Benefits with SAP AIF

<table>
<thead>
<tr>
<th>Yearly Cost Saving Potential</th>
<th>€ 1.750.000</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>€ 1.385.000</td>
</tr>
</tbody>
</table>

Implementation of Interfaces

| New Interfaces | € 50.000 |
|               | € 45.000 |
| Optimization  | € 50.000 |
|               | € 20.000 |
| Roll-out      | € 150.000 |
|               | € 120.000 |

Operations

| Monitoring | € 1.500.000 |
|           | € 1.200.000 |

<table>
<thead>
<tr>
<th>Likely</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ AAA</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Conservative</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ BBB</td>
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Additional Advantages in the Area of Governance

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