

EFFICIENT PRODUCT, PRICING, AND PARTNER DATA MAINTENANCE

PUTTING DATA IN THE HANDS OF BUSINESS USERS

The SAP® Data Maintenance application for ERP by Vistex empowers users to manage product, pricing, and partner data in the SAP ERP application without reliance on IT experts. The result is accurate data and business transaction processing, improved productivity, less business risk, and stronger compliance.

When it comes to managing product, pricing, and partner data, few companies can afford to make mistakes. This is why organizations everywhere make data maintenance a top business priority. But as product and customer portfolios grow and the speed of business accelerates, keeping pace with data maintenance requirements can be a challenging proposition.

One problem is that data maintenance is typically delegated to IT experts instead of the business experts who understand the products you sell, the pricing structures you've created, and the partner relationships you've developed. This situation is largely due to the perceived technical challenges associated with data maintenance – including cumbersome transactions and rigid data views that make it difficult to arrange hierarchies or add data elements without specific technical know-how.

Another problem stems from the heterogeneous nature of most IT environments. In such environments, critical partner, material, and pricing data ends up scattered across multiple systems and transactions. Data is difficult to find in the first place – and once you find it, you need to aggregate it. This is a time-consuming process.

Finally, there's the challenge of validation and control. Many organizations simply lack the validity checks and workflow and approval procedures required for making changes to master data. This leads to data entry errors and problems meeting compliance requirements.

What's needed is a way to put data maintenance responsibilities in the hands of business users to help organizations overcome these challenges. That's why SAP is introducing the SAP® Data Maintenance application for ERP by Vistex.

Making Faster, Better-Informed Business Decisions

SAP Data Maintenance provides a powerful set of workbench tools that allow nontechnical business users to maintain product, pricing, customer, and vendor master data within the SAP ERP application – including customer and vendor info records. Through an intuitive user interface and functionality that minimizes complexity, business users can automatically execute mass updates of master data without having to rely on IT experts.

Proven across numerous organizations faced with high-volume master data management challenges, SAP Data Maintenance dramatically increases the value of master data and the efficiency with which you can manage it. For example, after taking in data from spreadsheets or flat files, SAP Data Maintenance performs user-defined edit validations to help ensure completeness and accuracy. It also works in conjunction with workflow supported by the SAP NetWeaver® technology platform to route proposed master data changes internally for review and approval before they are entered into SAP ERP.

With an emphasis on flexibility, SAP Data Maintenance supports multiple



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data attributes, such as time-based future values, as well as multiple identification mechanisms for easier management of data where product, pricing, and partner data are combined in sometimes complex relationships. Users can depict hierarchies and relationships in a multitude of formats and more effectively manage data maintenance responsibilities for related condition types, such as purchase price from vendors and sales price for customers.

Most important, SAP Data Maintenance gives business users unprecedented insight into product, pricing, customer, and vendor data in SAP ERP. This visibility is further augmented by data-profiling tools that generate comprehensive statistical reports to keep business users up-to-date on the status of critical customer and vendor relationships. SAP Data Maintenance also facilitates master data maintenance across organizational levels – such as sales organizations, distribution channels, divisions, plants, and storage locations. This improves productivity and accuracy by eliminating the tedious and repetitious process of duplicating mas-

ter data maintenance transactions for multiple organizational entities.

In the end, SAP Data Maintenance empowers business users to take meaningful ownership of their data. The result is greater data accuracy and visibility that enable users to make better-informed business decisions faster than previously possible.

Better Product Data: Keeping Pace with the Innovation Cycle

As customer demand becomes increasingly fragmented, product innovation cycle times are shrinking. To keep pace with innovation, you must find ways to rapidly create new-product data and adapt existing data as products move through the lifecycle. To complicate matters, several industry and trade organizations assign their own identities and standard attributes to a wide range of products. To work with these organizations, you need to keep your product data in SAP ERP validated, recorded, and synchronized with these standards – and then transmit it through Web-based exchanges. The key to executing on this challenge is accuracy and flexibility in the maintenance of master data. Faulty master data, after all, can have a cascading effect that can adversely impact a wide range of transactions connected to it.

SAP Data Maintenance helps you meet these challenges by performing the appropriate checks, reviews, and audits before data is passed on to the material or article master. You can maintain unlimited attributes for products – helping you accommodate the data requirements of partners or industry and trade

organizations. You can also flexibly organize products according to meaningful hierarchies that allow business users to find the right product for the right transaction at the right time. And through a single point of access, users can update all customer and vendor product-related data in SAP ERP including the material or article master, customer and vendor info records, and pricing condition records.

Better Pricing Data: Gaining Visibility and Control

As product offerings continue to proliferate in response to consumer demand, many organizations find it increasingly difficult to gain visibility into the complex pricing scenarios that exist for customers, manufacturers, and channel partners. This complexity means that organizations must spend tremendous resources to maintain accurate pricing data. The alternative is increased risk due to inconsistent, inaccurate pricing data – and this can result in the potential loss of revenues and margins.

SAP Data Maintenance helps your organization manage complex pricing challenges with greater ease and efficiency. Using a consistent interface that supports greater data visibility, you get an overview of pricing, costs, and margins for the products you buy, produce, and sell. Intuitive functionality, meanwhile, allows users to adjust prices without delays and execute mass pricing updates based upon user-defined formulas – shaving hours off the process.

A range of analytical tools enable greater insight into your pricing data. These allow you to perform price simulation, cascade analysis, and modeling to effectively and intelligently apply pricing policies and strategies to any given situation. You can also discover overlapping pricing schemes that allow you to adjust price elements accordingly. This helps ensure that your best customers get your best prices.

Better Partner Data: Managing Customer and Vendor Relationships

As the pace of business continues to intensify, the challenge of maintaining accurate data for a growing list of customers and partners in SAP ERP escalates in tandem. It doesn't help that the records for these entities are extremely dynamic. Customers come and go, and partner relationships evolve through acquisitions and divestitures – not to mention constant changes to addresses and contact information for both customers and vendors. Effective management of this data is critical for maintaining solid relationships.

SAP Data Maintenance can help by providing a complete, unified picture of all customers and vendors in SAP ERP. Supporting unlimited, user-defined attributes, the application allows your business users to organize and display customers and vendors according to the requirements of your organization – rather than the requirements of the data.

For example, the software enables you to maintain customer- or vendor-specific product data – such as product cross-reference numbers and special pricing – in customer or vendor info

records. You can search these records within SAP ERP and process multiple customers and vendors through a dashboard-style interface to depict relationships such as subsidiaries, joint ventures, acquisitions, and spin-offs. You can also record related customers and vendors such as ship-to, sales employees, and payer – giving you far more flexibility and visibility than would be possible with the master record alone.

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To keep records current, the application also allows users to request updates to SAP ERP vendor data using a maintenance request transaction. You can assign future date changes to attributes and have them instantly updated on the customer and vendor master on the effective date. For even cleaner data, you can compare partner attributes, discover duplicates, and pinpoint inconsistent or inaccurate data across partners.

Real Business Benefits: Data You Can Count On

By putting responsibility for SAP ERP master data maintenance into the hands of business users, SAP Data Maintenance delivers a host of tangible business benefits. You can:

- **Improve productivity** with automated mass-update tools and an intuitive interface that simplifies maintenance for product, pricing, customer, and vendor master data in SAP ERP
- **Reduce business risk** by increasing the accuracy and reliability of relevant master data that supports critical business transactions
- **Increase business performance** with actionable business insights gleaned through an all-in-one view into product, price, and customer and vendor master data
- **Strengthen compliance** with consistent, up-to-date data and a solid audit trail that helps simplify reporting

For More Information

To learn more about how SAP Data Maintenance empowers business users to manage critical product, pricing, customer, and vendor master data in SAP ERP with greater effectiveness, contact your SAP representative today or visit us online at www.sap.com/usa/solutions/solutionextensions/index.epx.

Summary

The SAP® Data Maintenance application for ERP by Vistex empowers business users to maintain critical product, pricing, and partner data in the SAP ERP application without reliance on technical experts. Through an intuitive user interface and functionality that minimizes complexity, business users can work with the data and automatically execute mass updates. This increases the value of the master data in SAP ERP and the efficiency with which you manage it.

Business Challenges

- Fast pace of business and difficulties keeping up with data maintenance duties
- Complex, rigid data views that impede users from working with data without technical or developer support
- Costly compliance due to a lack of validity checks and approvals

Key Features

- **Mass updating** – Use automated tools and user-defined formulas to update SAP ERP data in a single real-time or scheduled (batch) process
- **Single-point access** – Have all business users access the same data through a single role-based interface
- **Multiattribute management** – Use multiple attributes to accommodate partner and industry standards
- **Flexible hierarchy depiction** – View and work with data according to the structure that meets your needs
- **End-user simplicity** – Empower business users by freeing technical experts from data maintenance responsibilities

Business Benefits

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For More Information

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