SAP Product Road Map
SAP Business ByDesign

Road Map Revision: 2016.05.12

Customer
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Introduction to product road maps

**Purpose**

Product road maps are designed to support the product adoption planning activities of SAP customers. A product road map helps a customer match short term and long term goals with technology plans.

A product road map describes how the feature / function capabilities in an SAP product or technology are planned to progress over time, in general:

- **Today** = changes in the current release version
- **Planned Innovations** = changes planned in one or more upcoming development releases (up to 12-18 months).
- **Future Direction** = proposed themes for a product or technology beyond the planned releases

**Complementary resources**

For a more general description of the business problems / processes being solved and supported by SAP, refer to Solution Road maps.

For more detailed technical information please refer to the Product Availability Matrix, Ramp-up Knowledge Transfer materials and product documentation.
About SAP’s Business ByDesign Product Road Maps

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- Today = changes in the current release version
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  • Key trends and customer needs
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Product Road Map
  • Today
  • Planned
  • Future

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Product Overview

- Product description
- Key trends and customer needs
- Road map overview and major product updates
SAP Business ByDesign
SAP’s upper mid market Cloud Suite and 2-tier-ERP Solution
SAP Business ByDesign – Cloud ERP Suite

Value propositions

• **Comprehensive:** Run your entire business with a single solution

• **Easy to use:** Help your users learn quickly and accelerate time to value with a rich user experience

• **Insightful:** Use integrated analytics and gain real-time insights leveraging SAP HANA capabilities

• **Easy to implement, adaptable and extensible:** Configure for your business and keep up as it changes

• **Mobile:** Get information anytime, from anywhere

• **Secure:** Runs in SAP, state of the art, data centers
SAP Business ByDesign – Cloud ERP Suite
Capability overview
## SAP Business ByDesign – Cloud ERP Suite

### Business scope: 35 end-to-end process scenarios

- Marketing-To-Opportunity
- Order-to-Cash for products
- Order-to-Cash for services
- Make-to-Order
- Make-to-Stock
- Drop Shipment
- Customer Returns
- Stock Transfer
- Strategic Sourcing
- Procure-to-Pay for products/services
- Product Engineering

- Demand and Supply Planning
- Site Logistics and Warehousing
- Quality Assurance
- Financial Closing
- Cash and Liquidity management
- Project Lifecycle Management
- Field Service and Repair
- Request-to-Resolve
- Workforce Administration
- Expense and Reimbursement Management
- … (35 End to End Processes in total)
SAP Business ByDesign – Cloud ERP Suite
Extensibility and configuration capabilities
Customer-specific, country-specific extension
Built with the SAP Business ByDesign Localization Kit

Developed and owned by customer or partner
• Extension defined according to customers requirements
• Allows for a reduced implementation scope

Using the Localization Kit country specific content cannot be defined for all potentially relevant localization areas
Application extensibility
Extend SAP Business ByDesign with an easy-to-use SDK

- Fully integrated software development kit based on proven MS-Visual Studio Tools
- Adaptation of business processes, functional extension and UI changes
- Building cloud-based, industry-specific applications or creating niche applications
- Capabilities for collaboration, workflow and the integration of mobile devices
- Automatic upgrades of add-ons by SAP life cycle management
Basic localization or country enablement would provide elementary functions for a company to operate in the respective country. Any additional features have to be incorporated with the help of partners using Customer Specific Localization / Software Development Kit.

Currently SAP Business ByDesign supports 90+ countries as part of tax light localization in addition to standard localized countries. The way forward would be start rolling out these countries as part of basic country localization with the below mentioned functions and services.

### Functions and features
- Chart of accounts/account determination
- Tax content
- Calendar, currency, unit of measures.
- Generic legal reporting

### Additional services from SAP
- Partner coaching
- Coaching / support for legal changes, new legal requirements.
- Complex country specific processes not supported through partners to be address appropriately by SAP.
SAP Business ByDesign
Product road map overview - key themes and capabilities

Today

Manufacturing and Distribution capabilities
- Product costing with actual costs - multilevel UI
- Automatic warranty assignment for registered products

Core ERP
- Partner profit center – manual customer and supplier invoices
- Access control for customer demand and stock transfer proposals
- Service quote for spare parts
- Campaign management enhancements
- Allow user to view the public holiday calendar assigned to him as an employee
- Create rules to determine output channel for a created PO with additional attributes

YouTube video: What’s New
Feature Pack Notes: SAP Help
(Release 16.02)

Planned Innovations

Deliver on key customer commitments
- Standard relevant manufacturing and distribution capabilities required by several large customers
- Kits – Purchasing, 3PL and third party order processing capabilities for Hilti and others

Improve performance further
- Cope with very large amount of data
- Cope with very large number of business docs

Grow public solution model
- Roadmap to HTML5 & SAP Fiori

Future Direction

Grow industry coverage
- Further strengthen capabilities for wholesale & distribution, high-tech and consumer products

Drive architectural innovation
- Leverage native SAP HANA capabilities
- Further HTML5 capabilities – Desktop and Mobile

Further grow integration scenarios
- Deliver additional integration scenarios – SAP SuccessFactors, Concur, SAP Ariba

This is the current state of planning and may be changed by SAP at any time.
Product Road Map

- Today
- Planned
- Future
## SAP Business ByDesign

### Product road map overview - key themes and capabilities

<table>
<thead>
<tr>
<th>Today</th>
<th>Planned Innovations</th>
<th>Future Direction</th>
</tr>
</thead>
</table>

### Manufacturing and Distribution capabilities
- Product costing with actual costs - multilevel UI
- Automatic warranty assignment for registered products

### Core ERP
- Partner profit center – manual customer and supplier invoices
- Access control for customer demand and stock transfer proposals
- Service quote for spare parts
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**YouTube video:** What’s New

**Feature Pack Notes:** [SAP Help](https://help.sap.com) (Release 16.02)

### Deliver on key customer commitments
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- Roadmap to HTML5 & SAP Fiori

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- Deliver additional integration scenarios – SAP SuccessFactors, Concur, SAP Ariba

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SAP Business ByDesign enhancements
February 2016 release top stories

Availability starting February 2016 for new installations

Release of 193 new increments

Business Enhancements

- Financials
  - Product costing with actual costs - multilevel UI
  - Partner profit center – manual customer and supplier invoices
- SCM
  - Automatic warranty assignment for registered products
  - Access control for customer demand and stock transfer proposals
- CRM
  - Service quote for spare parts
  - Campaign management enhancements - edit active campaigns, view executed campaigns using target group, create leads via campaign response upload template
- SRM
  - Create rules to determine output channel for a created PO with additional attributes of company and supplier
- PRO
  - Projects Cockpit App round-offs from customer feedback
- HCM
  - Allow user to view the public holiday calendar assigned to him as an employee

ByDesign Enhancements Follow SAP’s Established Strategic Objectives
## SAP Business ByDesign Country Support – Current FP

<table>
<thead>
<tr>
<th>SAP Country versions</th>
<th>SAP Pre-Localized countries</th>
<th>Evolve</th>
<th>SAP Tax Basic countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Fully localized</td>
<td>Enhances Tax Basic by</td>
<td></td>
<td>✓ Basic tax codes</td>
</tr>
<tr>
<td>✓ Maintained by SAP</td>
<td>✓ Default country scoping</td>
<td></td>
<td>✓ Tax number validation</td>
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<tr>
<td>✓ Highest Level of automation</td>
<td>✓ Additional tax codes</td>
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<td>✓ Generic tax return</td>
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<td></td>
<td>✓ Withholding tax (if applicable)</td>
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<tr>
<td></td>
<td>✓ Customer Facing Forms</td>
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<tr>
<td></td>
<td>✓ Country specifics (if applicable)</td>
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</tr>
</tbody>
</table>
# SAP Business ByDesign Country Support – Current FP

<table>
<thead>
<tr>
<th>SAP Country versions</th>
<th>SAP Pre-Localized countries</th>
<th>Evolve</th>
<th>SAP Tax Basic countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td></td>
<td></td>
<td>more than 90 countries</td>
</tr>
<tr>
<td>Germany</td>
<td></td>
<td></td>
<td>more information: <a href="#">JAM Business ByDesign Localization</a> – Guide 0010</td>
</tr>
<tr>
<td>China</td>
<td></td>
<td></td>
<td>additional countries can be added via the Cloud Application Studio (partner)</td>
</tr>
<tr>
<td>Canada</td>
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<tr>
<td>Austria</td>
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<td>Mexico</td>
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<td>Italy</td>
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<td>France</td>
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<tr>
<td>Switzerland</td>
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</tbody>
</table>

### Current countries

- Algeria
- Egypt
- Morocco
- Kuwait
- Latvia
- Norway
- Hong Kong
- Finland
- Lithuania
- Estonia

### Currently planned 2016

- Poland
- Sweden
- Greece

**Partner and Customer Specific Localizations**

- Sweden
- Singapore
- Indonesia
- Czech Rep
- Israel**
- Hungary
- Croatia
- Malaysia
- Ireland
- Kazakhstan
- UAE
- Luxembourg
- Algeria
- Egypt
- Norway
- Ecuador
- Finland
- Portugal**
- Chile
- Greece
- Romania
- Poland
- Hong Kong
- Saudi Arabia
- Columbia
- Ukraine
- Thailand
- Guatemala
- Vietnam

**Additional notes:**
- more than 90 countries
- complete list of countries available in SAP [JAM group for Business ByDesign Localization](#) – Guide 0030
- partner country version certified by local authorities

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Customer 21
SAP Business ByDesign
Product road map overview - key themes and capabilities

Today

Manufacturing and Distribution capabilities
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Drive architectural innovation
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Further grow integration scenarios
- Deliver additional integration scenarios – SAP SuccessFactors, Concur, SAP Ariba

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# SAP Business ByDesign – Roadmap for transition to HTML5/FIORI

<table>
<thead>
<tr>
<th>First Preview</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
</tr>
</thead>
<tbody>
<tr>
<td>FP+1: FIN, CRM, SRM</td>
<td>► UI5 access for customers only on Test tenants</td>
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<tr>
<td>FP+2: Controlled availability of CRM UI’s for selected customers on Production tenants. Self services UI’s -&gt; access for customer only on Test Tenants</td>
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<tr>
<td>FP+3: General availability for CRM, SRM, FI N and Self services UI’s</td>
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<tr>
<td>FP+4: General availability for HCM UI’s</td>
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<tr>
<td>FP+5: General availability: SCM UI’s, . Beta release: SAP ByDesign HTML5 Mobile Player App</td>
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<tr>
<td>FP+6: General availability: Projects UI’s and HTML5 Mobile Player App. Future SAP ByDesign UI Roadmap based on usage and customer feedback</td>
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<tr>
<th>ECC</th>
<th>Customer availability</th>
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<table>
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<tr>
<th>2016</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td>Sneak Preview with current FP</td>
<td>FP+6: Projects users completed</td>
</tr>
<tr>
<td>Customer availability</td>
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</tr>
</tbody>
</table>
# Planned innovations – FP+1

## Application enhancements

<table>
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<tr>
<th>Finance</th>
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<tr>
<td>Enhancements to product costing with actual costs for general availability</td>
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<tr>
<td>Netting of payables and receivables</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>CRM</th>
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<tbody>
<tr>
<td>Customer invoice request with mixed items (invoice and credit memo items)</td>
<td></td>
</tr>
<tr>
<td>Quote for services &amp; contracts, as a follow-up for opportunity</td>
<td></td>
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<tr>
<td>Campaign management enhancements – campaign employee responsible, response by non-target group member</td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>SCM</th>
<th></th>
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<tbody>
<tr>
<td>Serial numbers management phase 1 – solution design and backend development for logistics objects</td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>SRM</th>
<th></th>
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<tbody>
<tr>
<td>Company specific list price</td>
<td></td>
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<tr>
<td>Kits solution – backend development for the purchasing kit functionality</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>HCM</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Usage of manager’s team calendar by substitutes</td>
<td></td>
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<tr>
<td>Provide administrators the status of employee times uploaded via excel</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Projects</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Material &amp; service request from task: project stock order scenario</td>
<td></td>
</tr>
<tr>
<td>Revenue contribution reporting for T&amp;M projects</td>
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## Planned innovations – FP+1

Investment projects & solution enablement for partner add-ons

<table>
<thead>
<tr>
<th>Enablement &amp; integration</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>CRM</td>
<td>• Enable the service request BO for workflow notifications</td>
</tr>
</tbody>
</table>
| SCM                      | • Web interface for bill of operations: create, manage  
  • Data sources enhancements for kits - inbound delivery and outbound delivery |
| HCM                      | • SAP ByDesign employee master integration with SAP SuccessFactors BizX  
  • Data source for employee time account assignment |
| SRM                      | • Integration with SAP Ariba for external catalogs |
| Foundation Layer         | • Web interface for reading kits info. and Microsoft Excel download for kit List |
| HTML5 Migration          | • Phase 2 enhancements for Beta release to customers and partners* |
| Mobile                   | • Enhancements based on customer feedback for the projects to Go App and Manager Approvals App |

### Countries

- • Israel localization (phase 3) – bi-monthly invoicing split by ship-to, NL - irrecoverable receivables  
  • Pre-localized countries, withholding tax enhancements, legal changes - Mexico

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*Customers & Partners will be able to access the SAP ByDesign HTML5 UI only in their Test tenants  
This is the current state of planning and may be changed by SAP at any time.
Planned innovations – FP+2
Investment projects & solution enablement for partner add-ons

Application enhancements

Finance
- Reassignment of expenses – supplier invoice, expense reimbursements (phase1)
- Product costing with actual costs enhancements – production variances, re-valuation of internal service confirmations, cross-period production lots

CRM
- Rebate management phase 1 – concept and solution design
- Enhancements to the intercompany service orders process phase 1 – PO orchestration for customer facing company
- Contract renewal - creation of quote based on renewal rule definition

SCM
- Serial numbers management phase 2 - backend development for production objects
- Kits solution – third party order processing and 3PL enhancements for general availability

SRM
- Planned landed costs phase 1 – concept and solution design
- Kits solution – purchasing kit enhancements for general availability

HCM
- Valuation errors due to back-dated labor resource changes should not stop employee replication

Projects
- Estimate to complete/estimate at completion calculation for projects – concept and solution design

This is the current state of planning and may be changed by SAP at any time.
## Planned innovations – FP+2
### Investment projects & solution enablement for partner add-ons

### Enablement & integration

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Finance</strong></td>
<td>• Enhancements to the financials notification interface - posting into SAP ByDesign from external systems</td>
</tr>
<tr>
<td><strong>CRM</strong></td>
<td>• Multi-step approval for customer invoices and credit memos</td>
</tr>
<tr>
<td></td>
<td>• Enable integration with external tax providers</td>
</tr>
<tr>
<td><strong>HCM</strong></td>
<td>• Solution enablement via SDK for resource management (search, profile, availability)</td>
</tr>
<tr>
<td></td>
<td>• Provide SDK exits for SAP ByDesign integration with SAP SuccessFactors (employee central)</td>
</tr>
<tr>
<td><strong>Cross Application</strong></td>
<td>• Integration between SAP ByDesign and Concur Phase 1 – concept and integration design</td>
</tr>
<tr>
<td><strong>SCM</strong></td>
<td>• Mass upload of serial numbers (txt / xls) in supplier delivery notification</td>
</tr>
<tr>
<td><strong>SRM</strong></td>
<td>• Enhancements of purchase order forms for kits</td>
</tr>
<tr>
<td></td>
<td>• Manual purchase request creation via web service</td>
</tr>
<tr>
<td><strong>Foundation Layer</strong></td>
<td>• Migration template for kits and kits list</td>
</tr>
<tr>
<td><strong>Technical Layer</strong></td>
<td>• Odata Modeler availability for SAP ByDesign</td>
</tr>
<tr>
<td><strong>Mobile</strong></td>
<td>• New time recording app phase 1 – concept &amp; solution design, and initial pilot with projects time recording scope</td>
</tr>
<tr>
<td><strong>HTML5 Migration</strong></td>
<td>• Phase 3 enhancements - controlled availability of CRM UI’s for a limited set of customers</td>
</tr>
</tbody>
</table>

### Countries

• Partial translation toolkit development phase 1 – initial prototype
• Israel localization (phase 4), CSL and generic requirements including pre-localized countries

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**Planned innovations – FP+3**  
Investment projects & solution enablement for partner add-ons

### Application enhancements

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
</table>
| **Finance** | • Reassignment of expenses - supplier invoice, expense reimbursements (phase 2)  
• Configurable accrual methods  
• Enhancements to open item management of GL accounts (phase1) |
| **CRM** | • Rebate management phase 2 - backend development along with financials  
• Enhancements to the intercompany services orders process phase 2 - PO orchestration for service delivery company  
• Campaign management enhancements – analytical reporting |
| **SCM** | • Serial numbers management phase 3 - backend development for logistics and production objects  
• Sub-contracting phase 1 - concept and solution design |
| **SRM** | • Planned landed costs phase 2 - backend development along with CRM and financials  
• Intercompany service order & purchase order communication enhancements |
| **Projects** | • Estimate to complete/ estimate at completion calculation for projects phase 1 - backend development for relevant projects objects  
• Revenue contribution reporting for fixed price projects |
| **HCM** | • Provide visibility to the availability of the service agent via contracted duration  
• Absence recording for service agents |

This is the current state of planning and may be changed by SAP at any time.
## Planned innovations – FP+3

Investment projects & solution enablement for partner add-ons

<table>
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<tbody>
<tr>
<td><strong>SRM</strong></td>
<td><strong>Cross Application</strong></td>
</tr>
<tr>
<td>• Keyword enhancements for scanned invoices</td>
<td>• SAP ByDesign integration with SAP SuccessFactors (recruitment and onboarding) phase 1 - integration design</td>
</tr>
<tr>
<td>• SAP Ariba catalog integration - support of dynamic parameters list</td>
<td>• Integration between SAP ByDesign and Concur phase 2 - employee replication and financials scenarios</td>
</tr>
<tr>
<td>• Web services &amp; excel upload enhancements for PO &amp; SIV (exchange rate in SIV, ship-to address in PO, etc.)</td>
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<tr>
<td>• Enhancement of selection criteria for the automatic creation of purchase order</td>
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</table>

<table>
<thead>
<tr>
<th>Mobile</th>
<th>HTML5 Migration</th>
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</thead>
<tbody>
<tr>
<td>• New time recording app phase 2 - enhancements to the projects time recording scope, based on customer feedback</td>
<td>• Phase 4 enhancements - General availability of the UI's for CRM, SRM, financials and self services</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Countries</th>
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<tbody>
<tr>
<td>• Enhancements for the general availability of the partial translation toolkit</td>
</tr>
<tr>
<td>• Enhancements for the general availability of the israel localization solution*</td>
</tr>
<tr>
<td>• CSL and generic requirements including pre-localized countries</td>
</tr>
</tbody>
</table>

*Without the Hebrew translation

This is the current state of planning and may be changed by SAP at any time.
### Planned innovations – FP+4
Investment projects & solution enablement for partner add-ons

#### Application enhancements

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
</table>
| **Finance** | • Reassignment of expenses - other expenses  
• Enhancements to open item management of GL accounts (phase 2) |
| **CRM** | • Rebate management phase 3 – enhancements along with financials enhancements for general availability  
• Enhancements to the intercompany services orders process phase 3 - orchestration of change and cancellation scenarios with PO  
• Campaign management enhancements – segments  
• Sales order as a follow-up of contract |
| **SCM** | • Serial numbers management enhancements for general availability  
• Sub-contracting phase 2 - backend development along with SRM and financials |
| **Projects** | • Estimate to complete/ estimate at completion calculation for projects phase 2 - backend development for relevant projects objects |
| **HCM** | • Service orders in the resource availability calendar |
| **SRM** | • Planned landed costs phase 3 - backend development along with CRM and financials  
• Enhancements to the supplier and custom catalogs import functionality |

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## Planned innovations – FP+4
Investment projects & solution enablement for partner add-ons

### Enablement & integration

**SCM**
- Web services for ATP - simulated ATP check providing confirmation details as in sales order

**SRM**
- Tracking of purchase order delivery from courier tracking

**Cross Application**
- SAP ByDesign integration with SAP SuccessFactors (recruitment and onboarding) - Beta release
- Integration between SAP ByDesign and Concur Phase 3 - Enhanced scope based on customer feedback

**Mobile**
- New time recording app phase 3 - enhancements to include the services time recording scope
- SAP ByDesign HTML5 Mobile Player App development Phase 1 – concept and solution design

**HTML5 Migration**
- Phase 5 enhancements - general availability of the UI’s for HCM

### Countries
- CSL and generic requirements including pre-localized countries

---

This is the current state of planning and may be changed by SAP at any time.
### SAP Business ByDesign

**Product road map overview - key themes and capabilities**

#### Today

<table>
<thead>
<tr>
<th>Manufacturing and Distribution capabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Product costing with actual costs - multilevel UI</td>
</tr>
<tr>
<td>• Automatic warranty assignment for registered products</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Core ERP</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Partner profit center – manual customer and supplier invoices</td>
</tr>
<tr>
<td>• Access control for customer demand and stock transfer proposals</td>
</tr>
<tr>
<td>• Service quote for spare parts</td>
</tr>
<tr>
<td>• Campaign management enhancements</td>
</tr>
<tr>
<td>• Allow user to view the public holiday calendar assigned to him as an employee</td>
</tr>
<tr>
<td>• Create rules to determine output channel for a created PO with additional attributes</td>
</tr>
</tbody>
</table>

**YouTube video:** What’s New

**Feature Pack Notes:** [SAP Help](#) (Release 16.02)

#### Planned Innovations

<table>
<thead>
<tr>
<th>Deliver on key customer commitments</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Standard relevant manufacturing and distribution capabilities required by several large customers</td>
</tr>
<tr>
<td>• Kits – Purchasing, 3PL and third party order processing capabilities for HILTI and others</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Improve performance further</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Cope with very large amount of data</td>
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<tr>
<td>• Cope with very large number of business docs</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Grow public solution model</th>
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</thead>
<tbody>
<tr>
<td>• Roadmap to HTML5 &amp; SAP Fiori</td>
</tr>
</tbody>
</table>

#### Future Direction

<table>
<thead>
<tr>
<th>Grow industry coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Further strengthen capabilities for wholesale &amp; distribution, high-tech and consumer products</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Drive architectural innovation</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Leverage native SAP HANA capabilities</td>
</tr>
<tr>
<td>• Further HTML5 capabilities – Desktop and Mobile</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Further grow integration scenarios</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Deliver additional integration scenarios – SAP SuccessFactors, Concur, SAP Ariba</td>
</tr>
</tbody>
</table>

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SAP Business ByDesign
Future direction

Grow industry reach
• Large scale professional services implementations, such as for Roland Berger shall be successfully completed after the outlined feature packs
• With ‘cloud ERP’ being mainstream, the demand for advanced logistical and manufacturing capabilities grows. Both in mid market companies as well as in subsidiaries of large enterprises
• We intend to venture into new capabilities for wholesale & distribution, high-tech, consumer products
• We intend to foster integration scenarios with SAP Line of Business Cloud solutions

Leverage SAP HANA
• Add growing number of native SAP HANA capabilities

Execute on UI strategy
• Transition to HTML5 via adaptive UI5 controls
• Adoption of SAP Fiori concepts

This is the current state of planning and may be changed by SAP at any time.
Thank you
# Key links for more information

## For customers and partners

### Key links

- IT Planning Resources: [https://service.sap.com/~sapidb/011000358700001160122012E](https://service.sap.com/~sapidb/011000358700001160122012E)

### Where to go to provide product feedback and ideas

- SAP Idea Place: [https://ideas.sap.com](https://ideas.sap.com)
Appendix
## Business ByDesign Tax Basic Countries list

<table>
<thead>
<tr>
<th>United Arab Emirates</th>
<th>Cameroon</th>
<th>Guinea</th>
<th>Kenya</th>
<th>Macedonia</th>
<th>Pakistan</th>
<th>Slovakia</th>
<th>British Virgin Islands</th>
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<tbody>
<tr>
<td>Antigua and Barbuda</td>
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<td>Venezuela</td>
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