Engineering Construction & Operations
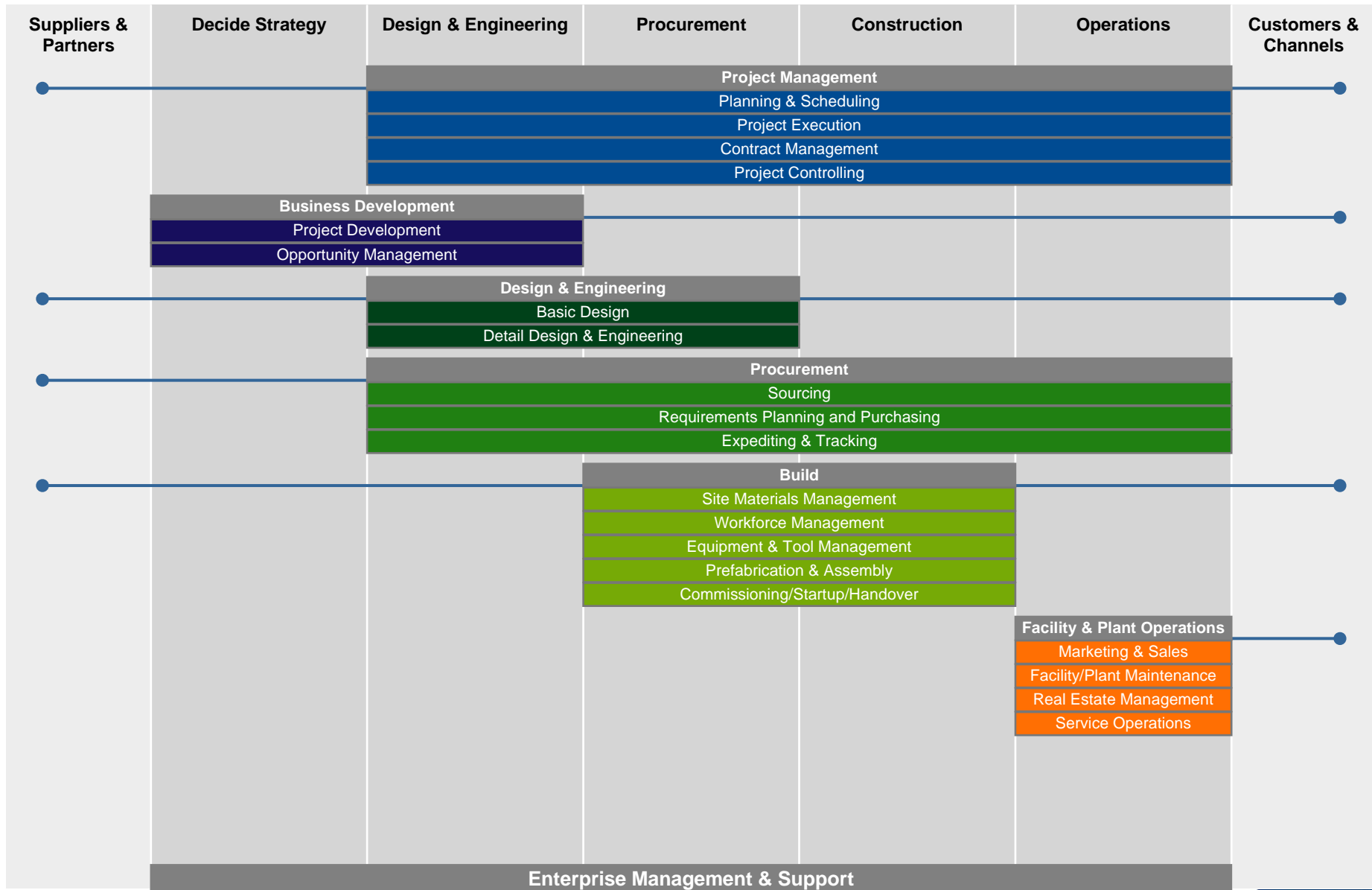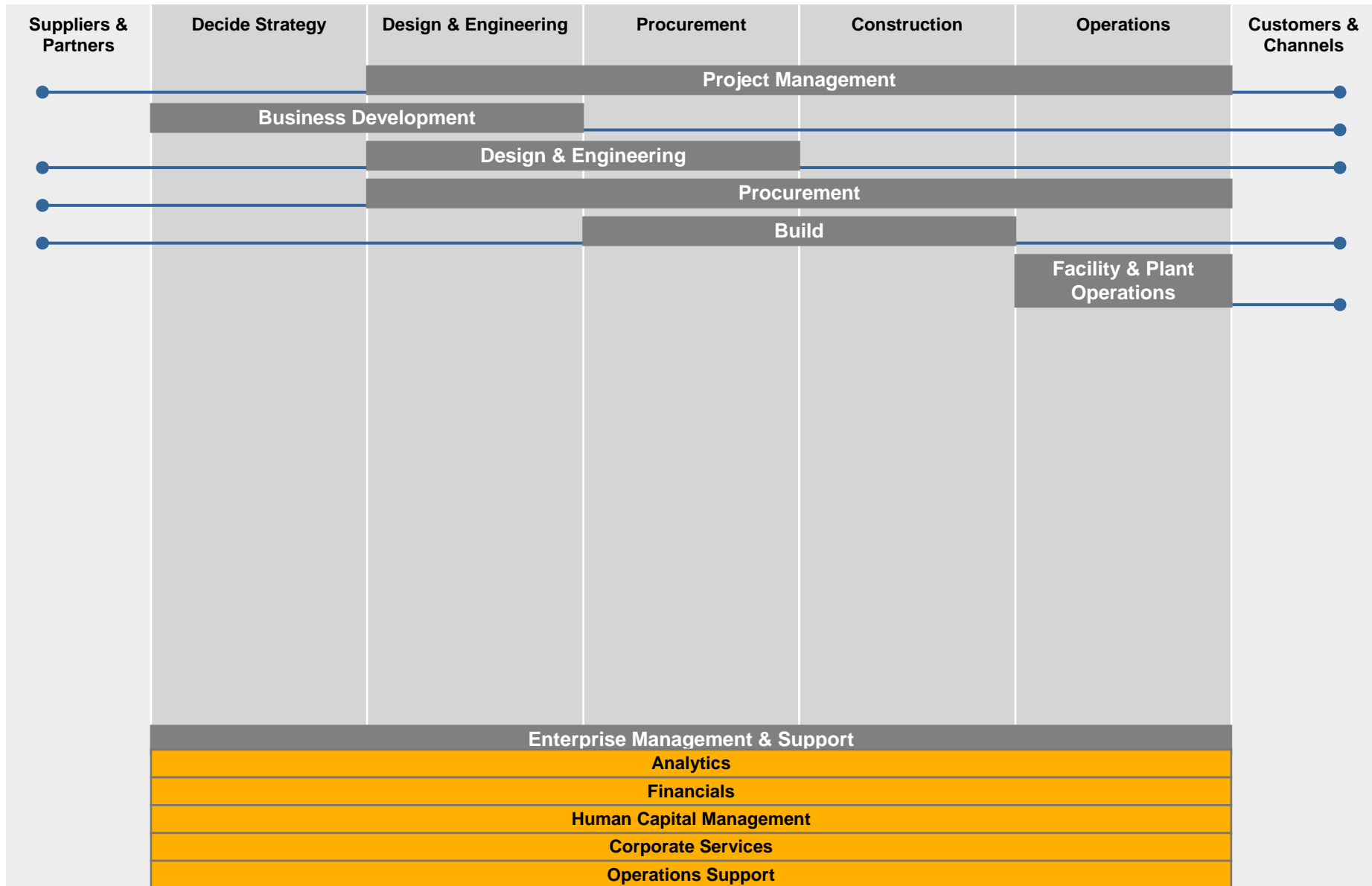
Scenario-Oriented Industry Solution Map

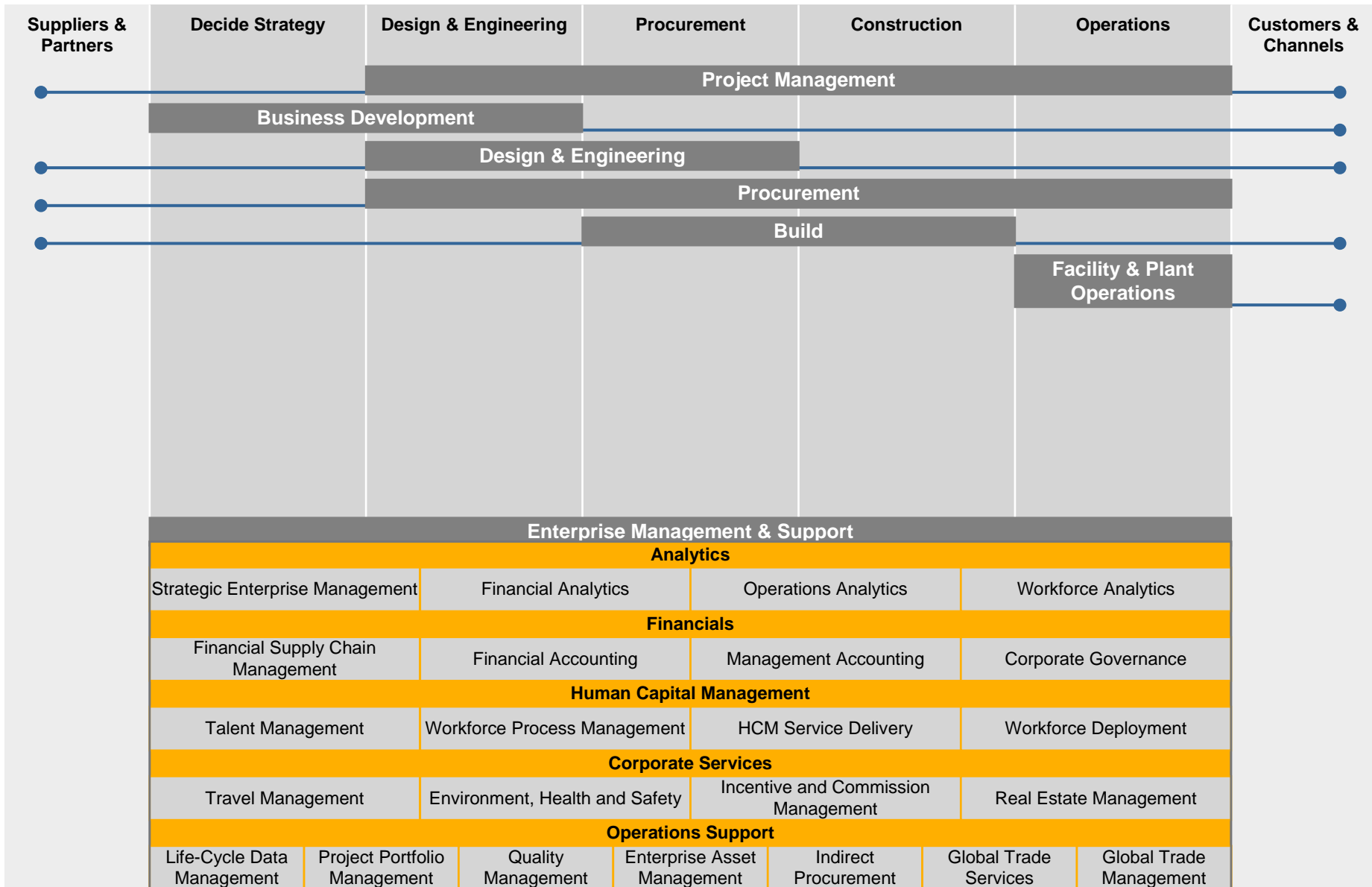**Edition 2005**

Engineering Construction & Operations

Suppliers & Partners	Decide Strategy	Design & Engineering	Procurement	Construction	Operations	Customers & Channels

Project Management
- Planning & Scheduling
- Project Execution
- Contract Management
- Project Controlling

Business Development
- Project Development
- Opportunity Management

Design & Engineering
- Basic Design
- Detail Design & Engineering

Procurement
- Sourcing
- Requirements Planning and Purchasing
- Expediting & Tracking

Build
- Site Materials Management
- Workforce Management
- Equipment & Tool Management
- Prefabrication & Assembly
- Commissioning/Startup/Handover

Facility & Plant Operations
- Marketing & Sales
- Facility/Plant Maintenance
- Real Estate Management
- Service Operations

Enterprise Management & Support

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Engineering Construction & Operations

Suppliers & Partners	Decide Strategy	Design & Engineering	Procurement	Construction	Operations	Customers & Channels
		Project Management				
	Business Development					
		Design & Engineering				
		Procurement				
			Build			
					Facility & Plant Operations	

Enterprise Management & Support	
Analytics	
Financials	
Human Capital Management	
Corporate Services	
Operations Support	

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Engineering Construction & Operations

Suppliers & Partners	Decide Strategy	Design & Engineering	Procurement	Construction	Operations	Customers & Channels

Project Management

Business Development

Design & Engineering

Procurement

Build

Facility & Plant Operations

Enterprise Management & Support

Analytics

Strategic Enterprise Management	Financial Analytics	Operations Analytics	Workforce Analytics

Financials

Financial Supply Chain Management	Financial Accounting	Management Accounting	Corporate Governance

Human Capital Management

Talent Management	Workforce Process Management	HCM Service Delivery	Workforce Deployment

Corporate Services

Travel Management	Environment, Health and Safety	Incentive and Commission Management	Real Estate Management

Operations Support

Life-Cycle Data Management	Project Portfolio Management	Quality Management	Enterprise Asset Management	Indirect Procurement	Global Trade Services	Global Trade Management

Project Management

Engineering, construction and operations companies are project driven, with an increased emphasis on visibility and flexibility. Leading companies use ERP systems that include robust project planning and management capabilities. This enables them to create baseline budgets and schedules based on more accurate estimates and more easily manage downstream variations in definition, scope, costs, and other concerns

Suppliers & Partners	Decide Strategy	Design & Engineering	Procurement	Construction	Operations	Customers & Channels
		Project Management				
		Planning & Scheduling				
		Project Execution				
		Contract Management				
		Project Controlling				
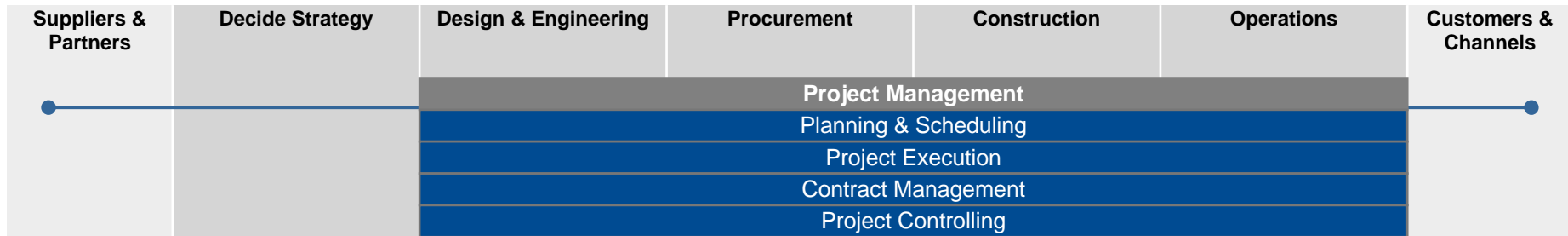
Planning & Scheduling

Successful projects start with accurate planning, budgeting, estimating, and scheduling to minimize risk. Companies must be able to aggregate information and collaborate to increase bidding productivity. Cost and cash plans are established. Integration of cost, schedule, and resource planning provides the basis for controlling the project throughout the life cycle.

● Project Setup *(S62)*	● Project Planning and Scoping *(S62)*	● Project Resource Planning *(S61, S62)*	● Cost Estimation *(S62)*
● ℗ Simulation *(S62)*	● Project Budgeting *(S62)*	● ℗ Scheduling *(S62)*	

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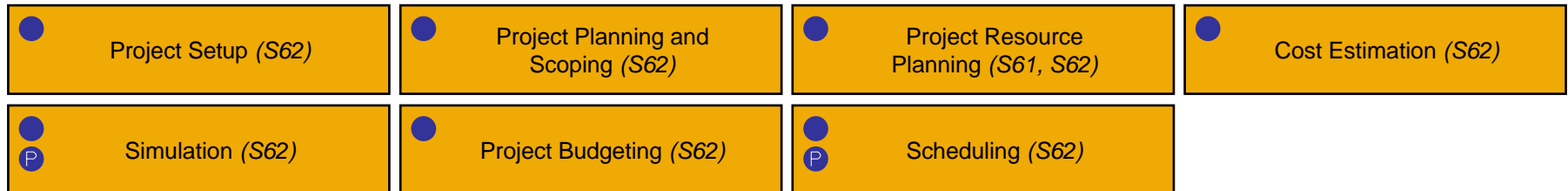
Project Execution

For the execution phase, companies want increased visibility to monitor and analyze available resources, project progress, and earned value. Companies also need a single project view that combines logistical and financial perspectives as well as the ability to manage project variations and their impact on budgets and schedules. Overall they need to management of all aspects and activities including e.g. security, facilities, craft performance/quality, schedule, safety, change management, Client relations. A big part of the project costs are incurred in this phase, and proper planning, scheduling, and monitoring is the key for achieving the project goals in terms of quality, costs and schedule.

● Milestone and Execution Plan *(S62)*	● Resource and Time Management *(S62)*	● Recording Time and Labor Data *(S62)*	● Construction Quantity Take-Off *(S62)*
● Progress and Status Monitoring *(S62)*	▶ Change Management *(S62)*	● Document Management *(S62)*	● Development Collaboration *(S63, S62)*
● Quality Management *(S62)*			

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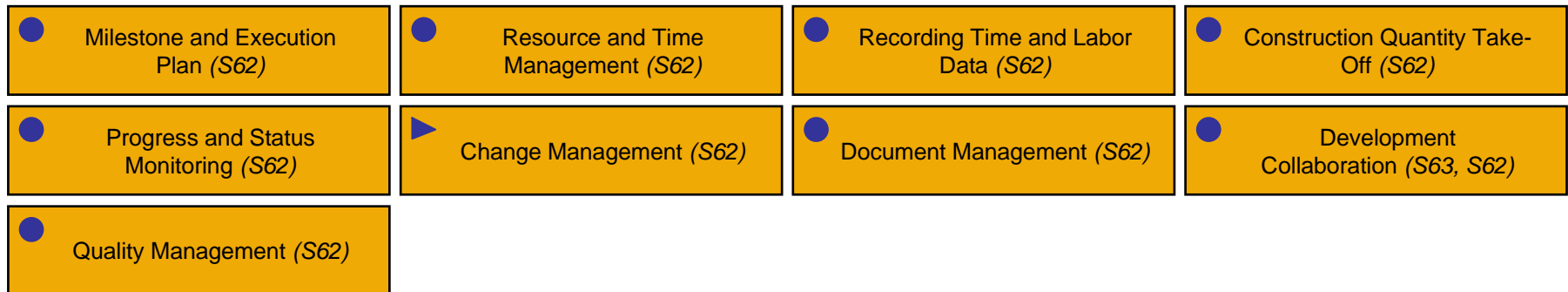
Contract Management

Companies that have mastered the contract management process employ automated workflows that shepherd each order through the review and authorization phase, helping to enforce established processes and procedures.

● Project Functional Requirements *(S62)*	● Contract Processing *(S62)*	● Contract and Project Baseline *(S62)*	● Billing *(S62)*
● Risk Management *(S62)*	● Client Progress Reporting *(S62)*	► Change Management *(S62)*	
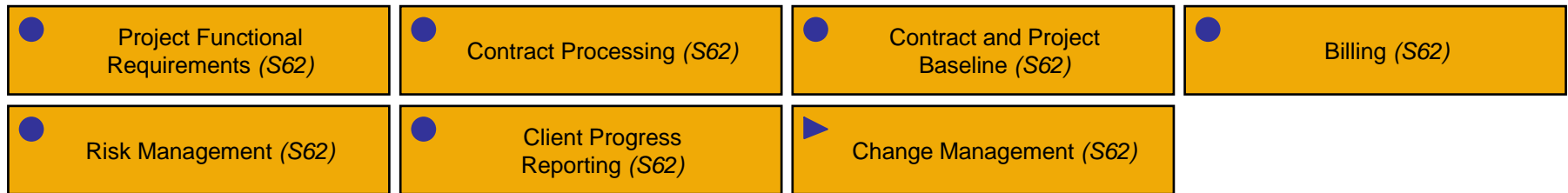
Project Controlling

For better financial control, companies should employ tools that provide greater transaction visibility and the power to aggregate project- and enterprise-level financial data. Full-featured accounting solutions with integrated billing are a must – allowing companies to do a better job of tracking profitability, enforcing purchasing policies, managing down-payment chains, analyzing global spend, and demonstrating regulatory compliance.

● Cash Management *(S12)*	● Costing Structure *(S12)*	● Cost Control and Reporting *(S12)*	● Earned Value and Results Analysis *(S12)*
● Risk Management *(S12)*	● Multi Project Controlling *(S12)*		

Business Development
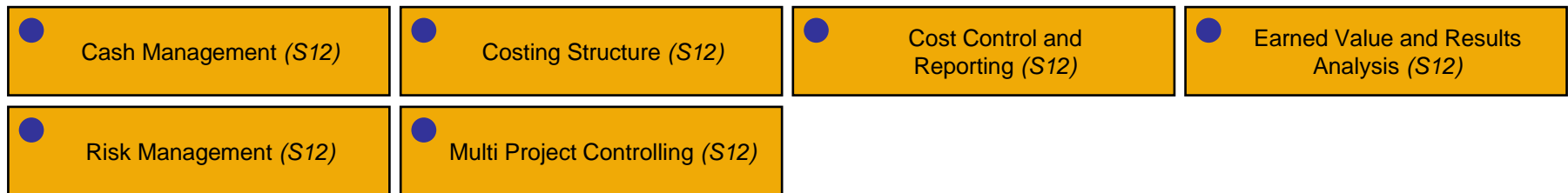
The engineering, construction, and operations (EC&O) industry is always moving and changing. What worked yesterday might not work today.

In pursuit of this objective, EC&O companies are looking beyond standard practices to new business strategies that promise results. But what strategies and practices are right for your company? And what are the best solutions for facilitating them? A strategic business development is vital for the success of a company.

Suppliers & Partners	Decide Strategy	Design & Engineering	Procurement	Construction	Operations	Customers & Channels
	Business Development					
	Project Development					
	Opportunity Management					

Project Development
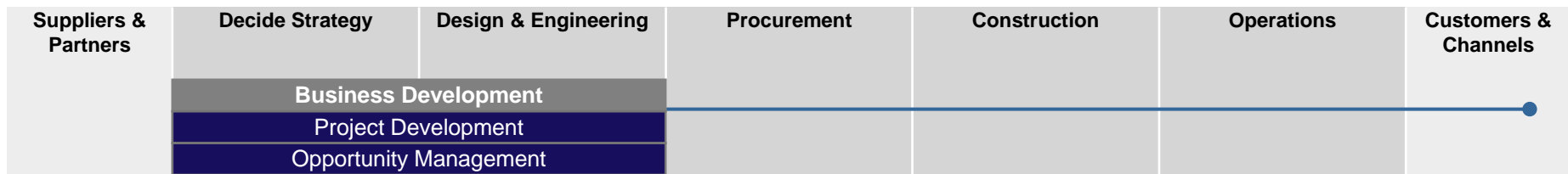
Starting with a intensive market and risk analysis, the development reflects a rough project time and budget planning, the land acquisition and the lot management for the homebulider community

● Market and Customer Analysis *(S12, S59)*	● Account and Contact Management *(S59, S12)*	● Concept Development *(S12)*

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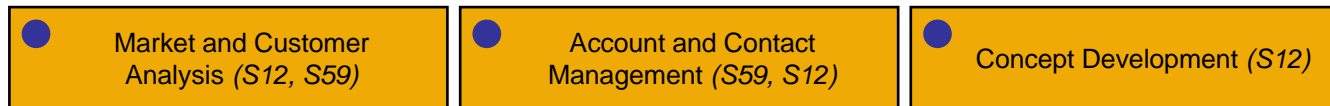
Opportunity Management

An attractive proposal is produced in order to secure the contract award. Estimates from contractors and suppliers are submitted to accomplish with the estimation. It can be verified that timeline and resource requirements can be met; the resulting rough project plan and scope are submitted as a proposal. Design reviews are performed with owners when cooperative agreements for conceptual design are developed together, which typically comes to an authorization for expenditure issuance for the project start.

● Opportunity Planning *(S59)*	● Account and Contact Management *(S59)*	○ P Cost Estimation	● P Subcontractor and Vendor RFI/RFP *(S12)*
● Project Planning and Scoping *(S12)*	● P Proposal Preparation and Submittal *(S12)*		

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Design & Engineering
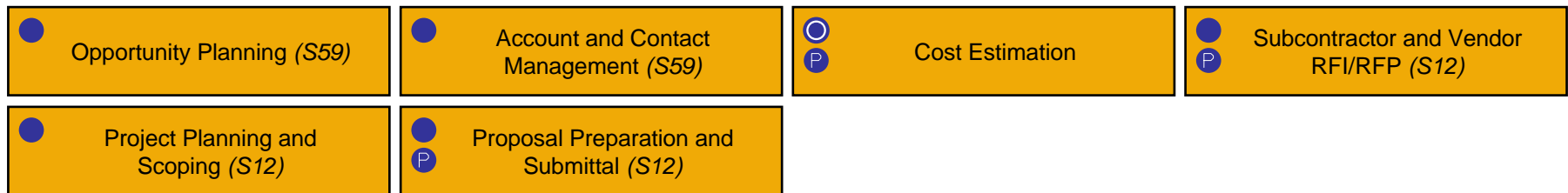
Companies must look decades beyond design when developing project estimates, because the biggest part of the operating costs for a plant or a building are detemined during the design & engineering phase. For the inventory documentation, companies need enhanced subcontractor collaboration; integrated computer-aided design and computer-aided facility management (CAD/CAFM); and document exchange capabilities.

Suppliers & Partners	Decide Strategy	Design & Engineering	Procurement	Construction	Operations	Customers & Channels
		Design & Engineering				
		Basic Design				
		Detail Design & Engineering				
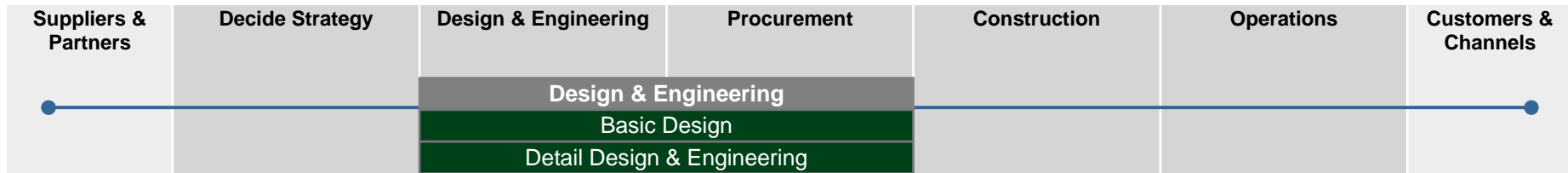
Basic Design

The basic design covers the preparing of the first CAD drawings, of the additional technical specifications and the defining of the functions requirements, which are necessary for the usage.

Ⓟ Basic Design *(P14, S62)*	● Specification Management *(S38)*	● Ⓟ Document Management *(S62, S12)*	● Development Collaboration *(S63, S62)*

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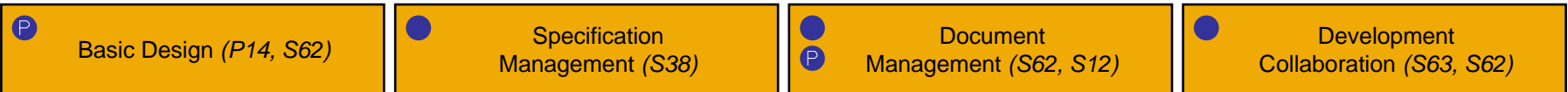
Detail Design & Engineering

The detail design and engineering includes the management of the documents, the development of design documents and engineering descriptions, the facility/plant modeling and the creating of procedure and operations manuals

● Facility/Plant Design & Modeling *(P14, S62)*	● ℗ Document Management *(S62)*	● Change and Configuration Management *(S62)*	▷ Develop Procedure Manuals *(P53)*
▷ ℗ Develop Operations Manuals *(P53)*	● Development Collaboration *(S12)*	● ▷ Material/Quantity Take-Off *(S62)*	● Structure Management *(S62)*

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Procurement

Studies show that companies that nurture collaborative relationships with subcontractors and suppliers consistently outperform those that do not. To build valuable relationships, companies need to adopt tools for evaluating potential business partners and measuring performance over time. Companies should reinforce their contractual commitments to suppliers and subcontractors by delivering secure access to internal functionality for processing orders, managing invoices, and updating specifications

Suppliers & Partners	Decide Strategy	Design & Engineering	Procurement	Construction	Operations	Customers & Channels
		Procurement				
		Sourcing				
		Requirements Planning and Purchasing				
		Expediting & Tracking				

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Sourcing
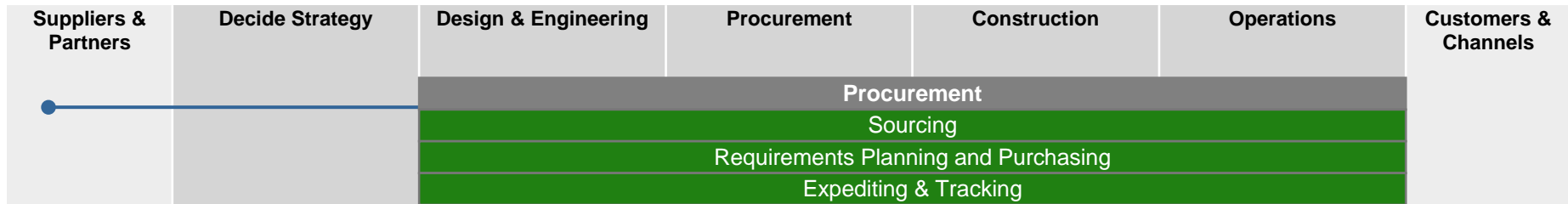
Commodities like building materials can be purchased directly from a material catalog at current market prices, with pre-defined pricing agreements with suppliers. Agility, low order cost, broad availability of options, on-line access to detailed specifications and functional information are some of the main drivers. In order to execute the bid to pay cycle, an extensive database containing master data, payment conditions, taxes, documents and performance records is maintained for every supplier. Supplier selection is an ongoing process utilizing reputation on the market, history and enterprise performances.

| ● Supplier Order Collaboration *(S47, S12)* | ● Source of Supply Management *(S46, S12)* | ● Maintenance of Material & Service Catalogs *(S12)* | ● Vendor Evaluation and Monitoring *(S47, S12)* |

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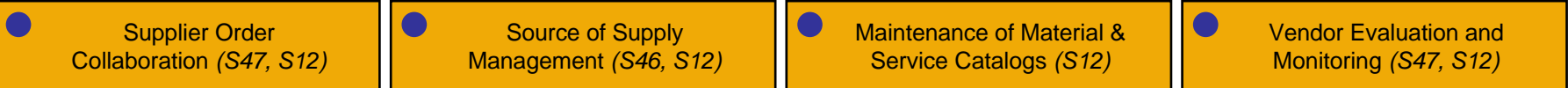
Requirements Planning and Purchasing

Engineering provides material take-offs and services requirements in detailed level in connection with the process design and detailed diagrams developed in CAD systems, material catalogs and collaborations with vendors. Bid packages are prepared by grouping materials on similar classes or custom designed equipments. Web-based collaborations can be established to automate the full RFQ process thru the bid award. Selected vendors are awarded with purchase orders or long lead time contracts. Web-based collaborations with owners, fabricators and service contractors are established to streamline the exchange of technical documents, approvals, reviews. Commitment budget is created and kept under control. Custom engineered items are inspected either on-site or at delivery on job site.

● Material Requirement Plan *(S12)*	● Service Requirement Plan *(S12)*	● Bidding *(S12)*	● Award & Execution *(S62)*
● Inspection *(S64)*	● Receiving *(S62)*	● Collaborations Engineering-Procurement *(S66)*	

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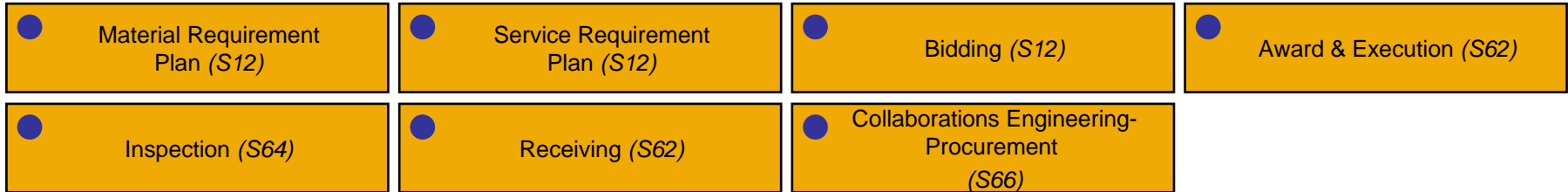
Expediting & Tracking

Expediting plan *(S12)*

Expediting and Material Tracking *(S12)*

Transportation Execution *(S64)*

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Build

Proper task execution can make the difference between project profitability and failure. That is the reason, why companies seek better ways to handle resources like material, the labor and the equipment and tools off-site, manage documents, and interact with strategic partners. Other priorities are on- and off-site shipment tracking as well as ongoing quality management

Suppliers & Partners	Decide Strategy	Design & Engineering	Procurement	Construction	Operations	Customers & Channels
			Build			
			Site Materials Management			
			Workforce Management			
			Equipment & Tool Management			
			Prefabrication & Assembly			
			Commissioning/Startup/Handover			
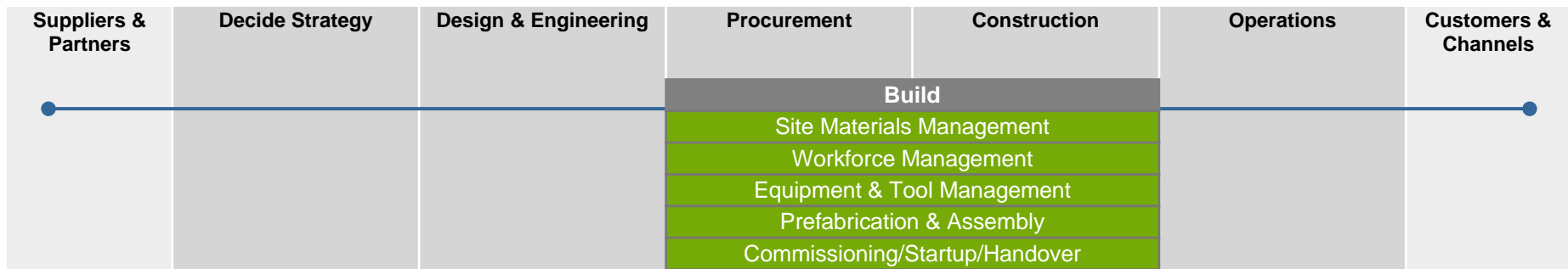
Site Materials Management

Project planning for all site relevant items, managing the site related resources materials, labor, site equipment availability.

| ● Site Procurement *(S12)* | ● Material Tracking *(S12)* | ● Inbound Processing and Receipt Confirmation *(S12)* | ● Quality Assurance and Control *(S62)* |

| ● Site Warehousing *(S62)* |

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Workforce Management
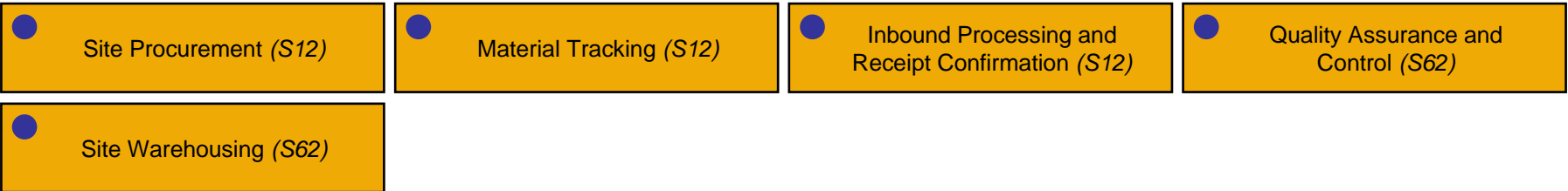
Workforce Management includes time recording and confirmation and the planning and employee assignment at the site.

● Resource Management *(S12)*	● Time Management *(S12)*

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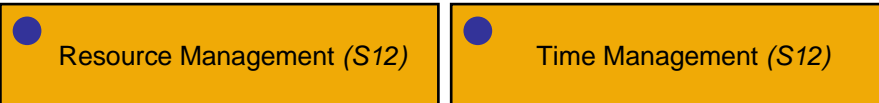
Equipment & Tool Management

In civil engineering and construction projects, equipment costs can account for up to 30% of the total cost. This scenario covers the whole range from requirements and location planning to transportation and calculating the equipment rental costs.

| ● Scheduling, Dispatching & Renting *(S12, S127)* | ● Maintenance & Overhaul *(S12, S127)* | ● Billing *(S12, S127)* | ℗ Tracking & GIS Interface *(S12, S127)* |

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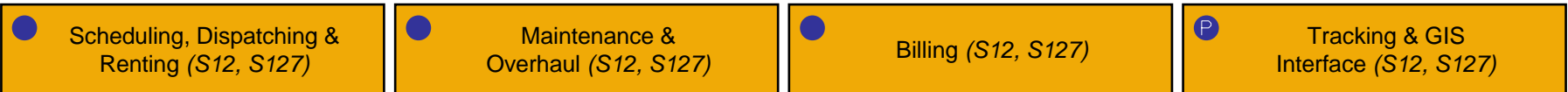
Prefabrication & Assembly

Component modularization is a key factor contributing to shorter construction schedule and lower cost. Use of pre-fabricated assemblies reduces the amount of work and congestion within the plant, which is particularly important within critical path areas. Shop prefabrication generally assures higher quality and installation efficiency, while reducing the need for specialized trades people on-site. At all the prefabrication & assembly could either happen at an offsite facility or on-site in a specific area. Most of these parts are fabricated and delivered by suppliers.

● Production Planning (Discrete Manufacturing) *(S12)*	● Manufacturing Execution *(S12)*	● Transportation Planning *(S51, S64, S1, S66)*	● Transportation Execution *(S64, S12)*

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Commissioning/Startup/Handover

● ▷ Commissioning *(S12)*	◎ Startup	Maintenance Setup & Data Handover

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Facility & Plant Operations

Suppliers & Partners	Decide Strategy	Design & Engineering	Procurement	Construction	Operations	Customers & Channels
					Facility & Plant Operations	
					Marketing & Sales	
					Facility/Plant Maintenance	
					Real Estate Management	
					Service Operations	

Marketing & Sales

This scenario describes all marketing- sales- and quotation activities to get orders from customers.

● Campaign Execution *(S59)*	● Activity Processing *(S9)*	● Account Processing *(S14, S9)*	● Account Analysis *(S59, S9)*

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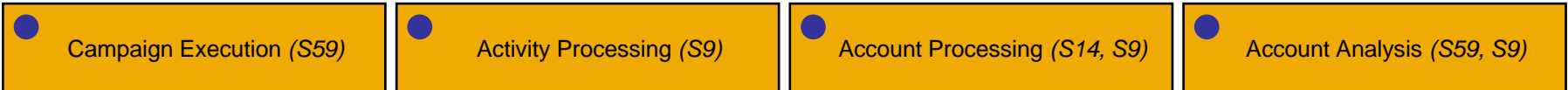
Facility/Plant Maintenance

The facility/plant maintenance improves the profitability of your technical assets throughout all phases of the product's life cycle.

During facility/plant operation, a complete and reliable maintenance solution leads to higher system availability and reduced breakdown costs by means of preventive inspections and maintenance.

Integrated plant maintenance enables more transparent and simplified processes in plant maintenance. Therefore, material and labor costs can be reduced with the same level of system quality, and costs for the use of external service providers can be optimized.

The relationship between business data and technical information supports management in making decisions about repair, refurbishment and scrapping of technical assets.

It targets project managers, maintenance engineers, and all those involved with the management of physical assets and equipment, providing support from the first investment idea, through to the start of operation and right on until the end of operation and retirement of the asset. Both the planned and fault based maintenance for the technical assets inside a facilty/plant is covered.

| ● Property Master Data Management *(S62)* | ● Dispatching / Scheduling *(S64, S62)* | ● Preventive Maintenance *(S62)* | ● Corrective Maintenance *(S64, S62)* |

| ◉ Breakdown Maintenance *(S61)* | ● Maintenance Cost Budgeting (MCB) *(S64, S62)* |

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Real Estate Management
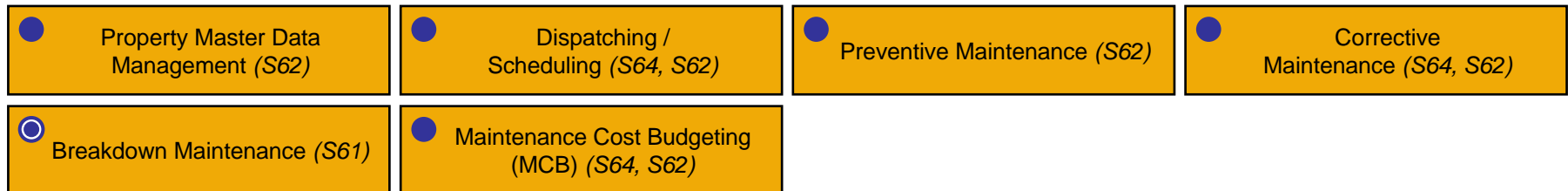
The real estate market is increasingly competitive and volatile. Companies put enormous demands on the properties that they lease or rent. And the inherent inflexibility of real estate is at odds with a business environment that requires adaptability, agility, and speed.

You need an infrastructure that supports the flexibility and transparency your business demands. A comprehensive project support for efficient use of real estate resources should be provided. Important processes are lease contract management and the real estate controlling and analytics.

● Managing Property Portfolio *(S12)*	● Managing Contracts in SAP RE *(S12)*	● Adjustment of Conditions *(S12)*	● Managing Sales-Based Leases *(S12)*

● Service Charge Settlement *(S12)*

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Service Operations
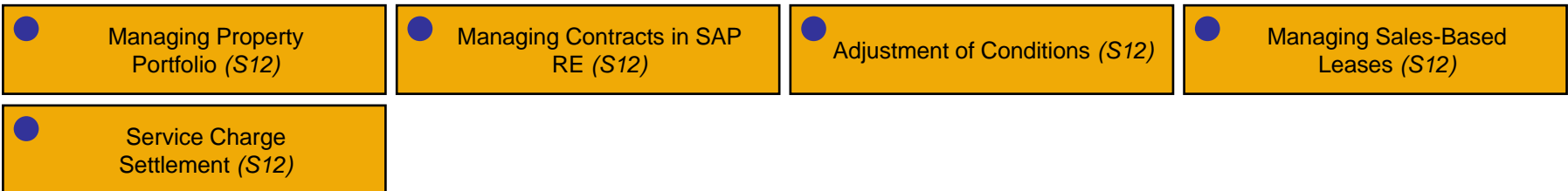
The services in the real estate and plant area. Cleaning, movements, security and other infrastructure services.

● Service Contract Processing *(S12)*	● Service Notification Processing in ERP *(S12)*	● Service Order Processing *(S12)*	● Service Confirmation Processing *(S12)*
● Service Order and Quotation Analysis *(S12, S14)*	● Billing *(S12)*		

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Enterprise Management & Support

Analytics

Strategic Enterprise Management	Financial Analytics	Operations Analytics	Workforce Analytics
● Legal and Management Consolidation (S22, S60)	● Financial and Management Reporting (S22, S60)	● Procurement Analytics (S64)	● Strategic Alignment (S61)
● Balanced Scorecard (S60, S22)	● Financial Planning, Budgeting and Forecasting (S22, S60)	● Inventory and Warehouse Management Analytics (S64)	● Reporting and Benchmarking (S61)
● Risk Management (S60, S22)	● Profitability Management (S22, S60)	● Manufacturing Analytics (S64)	
● Management Cockpit (S60, S22)	● Product and Service Cost Management (S22, S60)	● Transportation Analytics (S64)	
● Strategic Planning (S60, S22)	● Overhead Cost Management and ABC/M (S22, S60)	● Sales Analytics (S59)	
● Value-Based Management (S60, S22)	● Payment Behavior Analytics (S22, S60)	● Customer Service Analytics (S59)	
● Financial Statement Planning (S60, S22)	○ Working Capital and Cash Flow Management (S60, S22)	● Program and Project Management Analytics (S62)	
● Investment Planning (S60, S22)		● Quality Management Analytics (S62)	
● Stakeholder Relationship Management (S60, S22)		● Enterprise Asset Management Analytics (S62)	

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Enterprise Management & Support

Financials

Financial Supply Chain Management	Financial Accounting	Management Accounting	Corporate Governance
● Credit Management (S22, S8)	● General Ledger (S60)	● Profit Center Accounting (S60)	● Audit Information System (S60)
● Electronic Bill Presentment and Payment (S22, S8, B10, B23, S60)	● Accounts Receivable (S60)	● Cost Center and Internal Order Accounting (S60)	● Management of Internal Controls (S60, S55)
● Collections Management (S22, S8)	● Accounts Payable (S60)	● Project Accounting (S60)	● Business Risk Management (S60)
● Dispute Management (S22, S8)	● Fixed Assets Accounting (S60)	● Investment Management (S60)	● Whistle Blower Complaints (S60)
● In-house Cash (S22, S8)	● Bank Accounting (S60)	● Product Cost Accounting (S60)	● Transparency for Basel II (S60)
● Cash and Liquidity Management (S22, S8)	● Cash Journal Accounting (S60)	● Profitability Accounting (S60)	
● Treasury and Risk Management (S22, S8)	● Inventory Accounting (S60)	● Revenue and Cost Planning (S60)	
	● Tax Accounting (S60)	● Transfer Pricing (S60)	
	● Accrual Accounting (S60)		
	● Fast Close (S60)		
	● Financial Statements (S60)		
	● Parallel Valuation (S60)		

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Enterprise Management & Support

Human Capital Management

Talent Management	Workforce Process Management	HCM Service Delivery	Workforce Deployment
● Recruiting (S5)	● Employee Administration (S61)	● Manager Self-Services (S61, S60)	● Project Resource Planning (S14, S61)
● Career Management (S12)	● Organizational Management (S61)	● Employee Self-Services (S60, S61, S53)	● Resource and Program Management (S23, S70)
● Succession Management (S12)	● Global Employee Management (S61)	● Interaction Center (S61, S14)	● Call Center Staffing (S59, S21)
● Enterprise Learning (S24, S66)	● Benefits Management (S61)	● Alternate Delivery Channels (S61, B26)	▶ Retail Scheduling (S59, S21)
● Performance Management (S61)	● Time and Attendance (S61)		
● Compensation Management (S61)	● Payroll and Legal Reporting (S61, S52)		

● SAP Product Available ▶ SAP Product Available with Future Releases ◉ Future Focus Ⓟ Partner Product Available ▷ Partner Product Available with Future Releases

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Enterprise Management & Support

Corporate Services

Travel Management	Environment, Health and Safety	Incentive and Commission Management	Real Estate Management
● Travel Request and Pre-trip approval (S60, S61)	● Product Safety (S38)	● Incentive Plan Maintenance (S12, S9)	● Property Acquisition and Disposal (S62, S60, S201)
● Travel Planning - Online Booking (S60, S61) Ⓟ	● Hazardous Substance Management (S38)	● Incentive Processing (S12, S9)	● Property Portfolio (S201, S60, S62, B9, P14, P36) Ⓟ
● Travel and Expense Management (S60, S61, P78) Ⓟ	● Dangerous Goods Management (S38)		● Commercial Management (S201, S60, S64)
● Mobile Self Service - Anytime and Anywhere (S60, S61, P6)	● Waste Management (S38)		● Technical Management (S201, S62, S64, S63, S14, V42, P75, P14) Ⓟ
● Global Travel Policy Compliance (S60, S61)	● Industrial Hygiene and Safety (S38, S23)		● Controlling and Reporting (S201, S60, B12)
● Travel and Expense Analytics (S60, S61)	● Occupational Health (S38, S23, S62)		
	Ⓟ Emissions Management (S67)		

● SAP Product Available ▶ SAP Product Available with Future Releases ◉ Future Focus Ⓟ Partner Product Available ▷ Partner Product Available with Future Releases

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Enterprise Management & Support

Operations Support

Life-Cycle Data Management	Project Portfolio Management	Quality Management	Enterprise Asset Management	Indirect Procurement	Global Trade Services	Global Trade Management
● Document Management (S62)	● Project Planning (S62)	● Quality Engineering (S62)	● Phase-In Equipment (S64)	● Self-Service Requisitioning (S63)	● Import - Compliance Management (S56)	● Trading Contract Management (S198)
● Product Structure Management (S62)	● Resource and Time Management (S62)	● Quality Assurance / Control (S62)	● Maintenance Planning (S64)	● Purchase Order Processing (S64)	● Import - Customs Management (S57)	● Expense Management (S198)
● Recipe Management (S62)	● Project Execution (S62)	● Quality Improvement (S62)	● Maintenance Execution (S64)	● Receipt Confirmation (S64)	● Trade Preference Processing (S3)	● Trading Execution Management (S198)
● Specification Management (S62)	● Project Accounting (S12)	● Audit Management (S34)	● Phase-Out Equipment (S64)	● Invoice Verification (S64)	● Export - Compliance Management (S56)	● Position Management (S198)
● Change and Configuration Management (S62)	● Prototyping and Ramp-Up (S62)				● Export - Customs Management (S57)	● Risk Management (S198, S22)
	● Development Collaboration (S63)				● Export - Restitution Handling (S3)	

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Business Objectives

Scenario:	Business Objectives:
Basic Design	**Increase Speed & Efficiency** • Increase volume of new products / designs with existing staff
Contract Management	**Increasing Transparency & Accountability** • Accurately calculate project risks • Increase data transparency
Detail Design & Engineering	**Increase Speed & Efficiency** • Increase volume of new products / designs with existing staff • Speed innovative products / designs to market
Expediting & Tracking	**Lowering Working Capital** • Reduce material and component obsolescence
Facility/Plant Maintenance	**Managing Fixed Assets & Resources** • Reduce lifecycle costs • Optimize capital equipment and asset utilization
Marketing & Sales	**Improving Customer Service** • Shorten proposal/quotation cycle **Increasing Revenue** • Provide competitive service offerings

Business Objectives

Scenario:	Business Objectives:
Opportunity Management	**Improving Corporate Strategy** • Support for the strategic planning process • Ability to Innovate and Change
Planning & Scheduling	**Increasing Transparency & Accountability** • Increase data transparency • Improve budget processes
Project Controlling	**Increasing Transparency & Accountability** • Accurately calculate project risks • Increase data transparency
Project Development	**Improving Corporate Strategy** • Support for the strategic planning process • Ability to Innovate and Change
Real Estate Management	**Increasing Revenue** • Improve capacity utilization
Requirements Planning and Purchasing	**Lowering Working Capital** • Visibility to vendor/supplier inventory
Service Operations	**Improving Customer Service** • Improve service quality

Business Objectives

Scenario:	Business Objectives:
Site Materials Management	**Reducing Operating Costs & Increasing Efficiency** • Integrate processes across divisions and functions
Sourcing	**Lowering Working Capital** • Visibility to vendor/supplier inventory

Key Performance Indicators

Scenario:	Key Performance Indicators:
Basic Design	• Installation Planning Costs • Lead times: product development
Contract Management	• Contract, Program and Channel Management Costs • Project Profit Margin • Contract Negotiation Time
Detail Design & Engineering	• Installation Planning Costs • Total Cost Per Unit • Lead times: product development
Expediting & Tracking	• Supplier Quality Engineering Costs • Number of Supply Sources
Facility/Plant Maintenance	• Percentage of Warranty Requests • Response Time: Field Service • Warranty costs • Evaluation Time for Warranty Request
Marketing & Sales	• Customer Receipt of Order to Installation Complete • Percent of New Customers per Year • Percent Revenue Growth # Existing Customers • Customer Invoicing, Accounting Costs

Key Performance Indicators

Scenario:	Key Performance Indicators:
Opportunity Management	• Contact Efficiency • Percentage of customers sharing forecasts (Consensus Forecasting) • Quotation Quote • Cycle Time: Inquiry to Contract
Planning & Scheduling	• Cost Estimate Accuracy • Project Profit Margin • Profitability Index • Project Setup Time
Project Controlling	• Project Profit Margin • Cost Estimate Accuracy • Direct Costs • Direct Labor Costs • Overhead To Prime Cost Ratio • Profitability Index
Project Development	• Percent of New Customers per Year • Time to Market • Percentage of External Project Initiations
Real Estate Management	• Customer Satisfaction Index • Return On Assets

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Key Performance Indicators

Scenario:	Key Performance Indicators:
Requirements Planning and Purchasing	• Supplier Quality Engineering Costs • Number of Supply Sources
Service Operations	• Number of Service Locations • Percentage of Service Requests • Customer Satisfaction Index
Site Materials Management	• Installation Planning Costs • Cost Estimate Accuracy • Project Profit Margin • Indirect to direct labor headcount ratio
Sourcing	• Accounts Payable Turnover Ratio • Direct Costs • Supplier Service Level • Number of Supply Sources

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Solution Map Product Table

Key	Description
B9	Data Transfer and Migration Tools
B10	J2EE
B12	SAP NetWeaver Business Intelligence
B23	SAP Java Connector
B26	SAP NetWeaver Mobile
S1	Advanced Planning & Scheduling (applies to mySAP SCM)
S3	SAP Global Trade Services: SAP Risk Management
S5	mySAP ERP HCM: SAP E-Recruiting
S8	SAP Financial Supply Chain Management (applies to mySAP ERP)
S9	SAP Incentive & Commission Management (applies to mySAP ERP/mySAP CRM)
S12	mySAP ERP
S14	mySAP Customer Relationship Management
S21	mySAP Customer Relationship Management: SAP Workforce Optimization
S22	mySAP ERP Financials
S23	mySAP ERP Human Capital Management
S24	mySAP ERP: SAP Learning Solution
S34	mySAP Product Lifecycle Management
S38	mySAP Product Lifecycle Management: SAP Environment, Health and Safety
S46	mySAP Supplier Relationship Management: Strategic Sourcing
S47	mySAP Supplier Relationship Management
S51	mySAP Supply Chain Management
S52	mySAP ERP: SAP Payroll Processing

Solution Map Product Table

Key	Description
S53	Purchase Order Processing (applies to mySAP SCM/mySAP SRM)
S55	SAP Compliance Mgmt for Sarbanes Oxley Act
S56	SAP Global Trade Services: SAP Compliance Management
S57	SAP Global Trade Services: SAP Customs Management
S59	SAP R/3 Enterprise / mySAP ERP / mySAP Customer Relationship Management
S60	SAP R/3 Enterprise / mySAP ERP / mySAP ERP Financials
S61	SAP R/3 Enterprise / mySAP ERP / mySAP ERP Human Capital Management
S62	SAP R/3 Enterprise / mySAP ERP / mySAP Product Lifecycle Management
S63	SAP R/3 Enterprise / mySAP ERP / mySAP Supplier Relationship Management
S64	SAP R/3 Enterprise / mySAP ERP / mySAP Supply Chain Management
S66	myERP: SAP Tutor
S67	SAP xApp Emissions Management
S70	SAP xApp Resource & Portfolio Management
S127	SAP for Engineering & Construction: SAP Equipment & Tools Management
S198	SAP Global Trade Management
S201	SAP Real Estate Management
V42	SAP Consulting Solution of SAP Subsidiary Germany (LGD)

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Solution Map Partner Interface Table

Key	Description
P14	Computer Aided Design
P36	Geographical Information Systems
P53	Plant Data Collection
P75	Time and Attendance

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