SAP BusinessObjects™

Financial Excellence Solutions

FINANCIAL EXCELLENCE SOLUTIONS FROM SAP

DRIVE STRATEGY AND GROWTH
MANAGE RISK AND COMPLIANCE
GAIN EFFICIENCY IN FINANCE
OPTIMIZE WORKING CAPITAL

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CHANGING NEEDS AND TODAY'S CHALLENGES

EMERGING TRENDS ARE RESHAPING THE BUSINESS ENVIRONMENT

The needs of business users are changing – from where they work to how they work and what they expect from the application solutions on which they rely. Technology approaches are advancing at a rapid pace to keep up with these demands. No longer do business users need to reside in the office to work, and many teams span across country and continental borders. In addition, the new generations of workers expect the same degree of personal control and ease of use that they see in the myriad of solutions available for social networking and the like. The requirements are twofold: provide easier access to information and ensure even tighter process and security control over the huge volumes of underlying data.

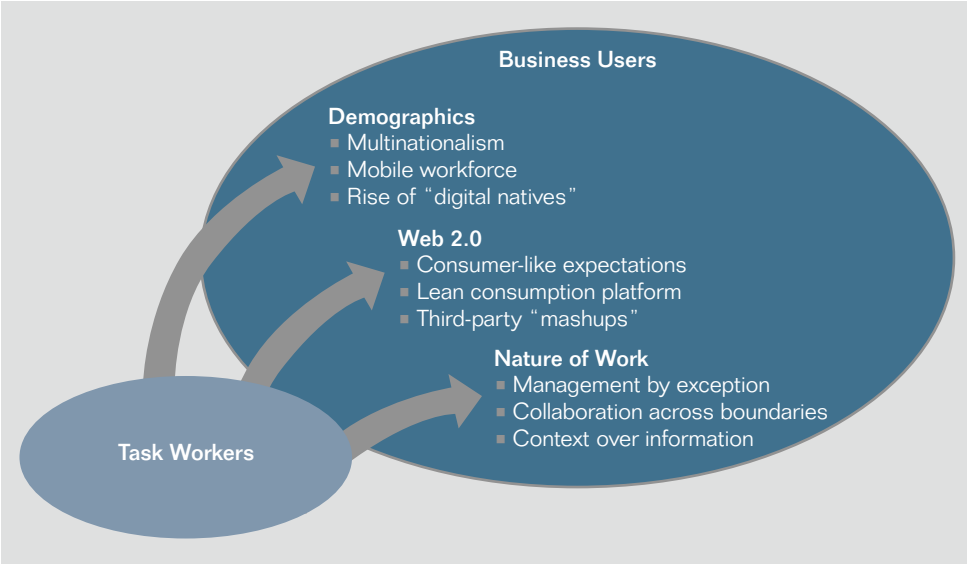

Figure 1: Emerging Trends for Today's Business User

"Through implementation of SAP BusinessObjects Strategy Management, the City of Henderson spends a fraction of the time preparing for operational review meetings and has increased the time discussing operational performance."

Mike Cathcart
Senior Financial Analyst, City of Henderson

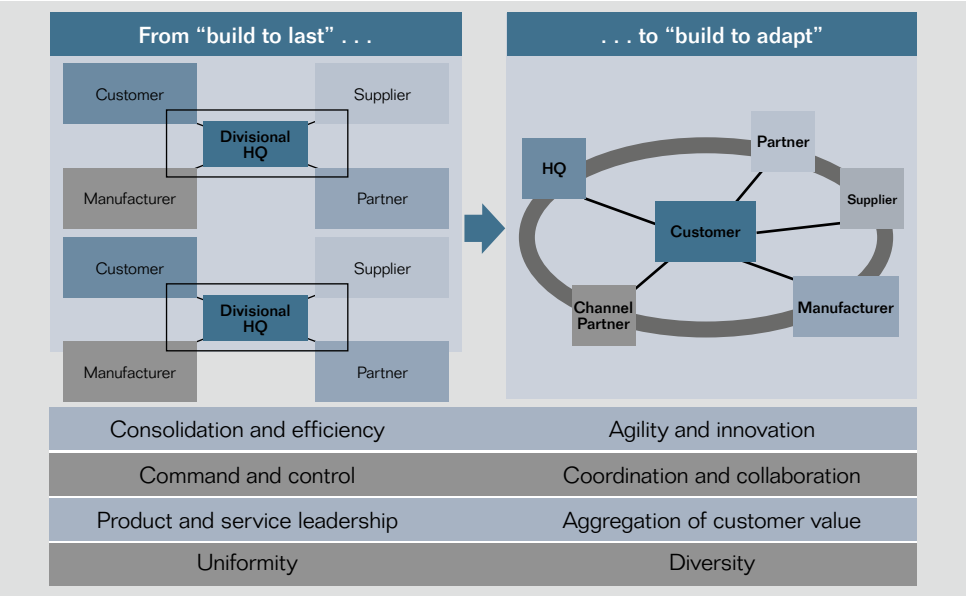

Figure 2: From Centralized Command and Control to Customer-Centric Business Networks

Organizations have moved from being very centralized and process-driven (as outlined on the left side of Figure 2) to having business networks that can adapt to constant pressures from a variety of sources (as outlined on the right side of Figure 2). Global competition, market consolidation, changes in suppliers, and shifting customer demand are just a few of the challenges organizations are faced with today that demand this new approach.

"The days of dealing with risk, compliance, and performance management in a disjointed and disconnected fashion are rapidly coming to an end. A new approach is needed to meet increasing demands for board and executive accountability, comply with ever-mounting regulatory requirements, rein in spiraling compliance costs, and more effectively manage risk. An integrated, enterprise-wide technology model is an essential part of this new approach."

Lee Dittmar
Principal
Deloitte Consulting LLP

BUSINESS PERFORMANCE OPTIMIZATION

ALIGNING STRATEGY TO EXECUTION

To address these changes in the business environment, you need to integrate disparate disciplines into a single solution that can handle the demand for unified information, collaborative decisions, and business network optimization. For any organization, this newfound ability to optimize business performance can result in broader insight, aligned strategy, optimized decisions, and flawless execution regardless of whether the underlying transactional systems are from SAP or another vendor. Companies can turn insight into an aligned strategy and turn strategy into operational decisions ready for execution.

The SAP® BusinessObjects™ portfolio provides the world's leading solutions for governance, risk, and compliance (GRC); enterprise performance management (EPM); business intelligence; and information management.

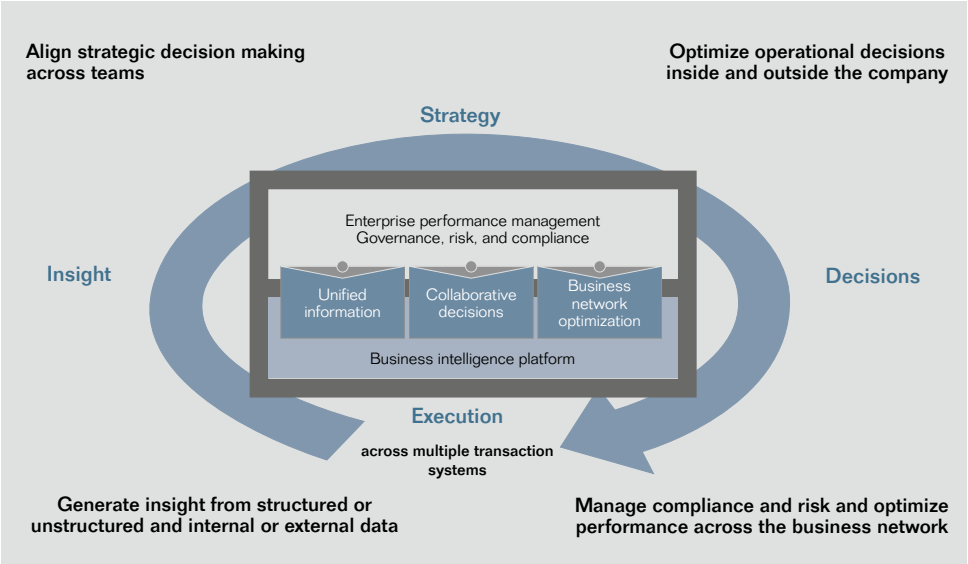

Figure 3: Business Performance Optimization

> "SAP's unique approach to addressing the diverse needs of today's business user enables companies to quickly realize business performance improvements by providing a solution that can handle the ever-evolving demands of the organization."
>
> **Cornel Nolte**
> Partner, PricewaterhouseCoopers

CLOSED-LOOP BUSINESS PERFORMANCE OPTIMIZATION

GETTING A COMPLETE PICTURE OF BUSINESS PERFORMANCE

Only SAP provides the connection between execution and strategy. SAP has long been a pioneer and leader in the enterprise applications market, helping organizations automate and improve business operations to be more efficient, which leads to better business execution. And SAP's acquisition of Business Objects ensured ongoing leadership in the business intelligence market. SAP BusinessObjects solutions help organizations make more intelligent decisions to be more effective, which leads to better business strategy.

By integrating the performance cycle across GRC, EPM, business intelligences, and information management, and bridging into source solutions such as enterprise resource planning and customer relationship management, SAP provides a complete picture of business performance. This results in closed-loop business performance optimization.

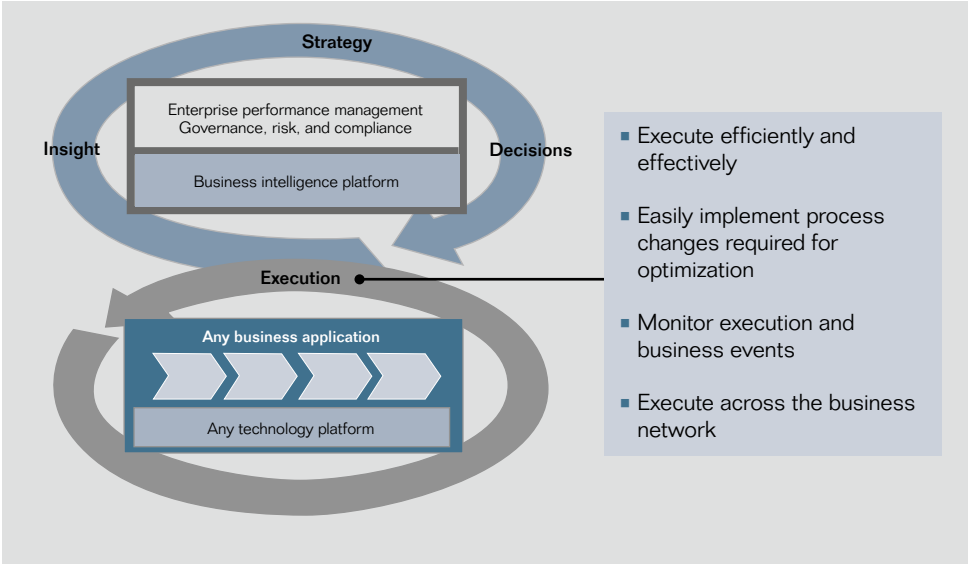

Figure 4: Closed-Loop Business Performance Optimization

> "Lionsgate, a rapidly growing media company, reduced certain budgeting and reporting processes from weeks to days, others from days to hours, leaving more time for value-added analysis and to improve financial discipline."
>
> **H. Ulrik Knap**
> Executive Vice President, FP&A, Lionsgate Entertainment Corp.

FINANCIAL EXCELLENCE SOLUTIONS

OPTIMIZING YOUR BUSINESS PERFORMANCE

Drive Strategy and Growth

Please refer to the "Business Intelligence and Information Management Solutions" section on page 10 to learn how they add more value.

- Management of goals, initiatives, and key performance indicators
- Insight into what drives costs and profitability
- Planning, budgeting, and forecasting
- Performance management
- Management and statutory reporting

Deliver on corporate strategy with enterprise-wide alignment – the **SAP® BusinessObjects™ Strategy Management** application empowers business users at all levels to rapidly align resources to execute on strategies, understand risk, and drive effectiveness.

Manage organizational costs and optimize profitability – the **SAP BusinessObjects Profitability and Cost Management** application enables you to gain a deep understanding of the levers affecting organizational costs and profitability throughout the enterprise.

Streamline planning and close the books faster – the **SAP BusinessObjects Planning and Consolidation** application unifies and streamlines the planning, budgeting, and forecasting process and enables a faster close.

Manage Risk and Compliance

Please refer to the "Business Intelligence and Information Management Solutions" section on page 10 to learn how they add more value.

- Risk management
- Global trade compliance
- Process controls
- Access controls
- Environment, health, and safety compliance
- Risk-adjusted strategy management
- Risk-adjusted business planning

Dramatically reduce the time and cost of compliance – the **SAP BusinessObjects Access Control** application automates the process for managing user access and authorization and segregation-of-duties controls. The solution enables business and IT owners to collaboratively manage compliant user provisioning, enterprise role management, and "superuser" privilege management across the extended enterprise.

Integrate compliance testing, remediation, and documentation – the **SAP BusinessObjects Process Control** application integrates control documentation, control testing, remediation, and certification in a single solution, eliminating the need for separate, disconnected tools to achieve and prove compliance. The solution focuses on improving the testing of internal controls and speeding up the audit process.

Automatically identify and monitor risk – the **SAP BusinessObjects Risk Management** application balances business opportunities with financial, legal, and operational exposure to minimize the market penalties from high-impact events. It enables cross-enterprise automated risk identification and monitoring, provides tools to mitigate risks, and reports on risks in the context of strategy and performance management.

Streamline complex import and export processes – the **SAP BusinessObjects Global Trade Services** application helps you master the challenges associated with international trade. With automated processes, you can meet regulatory trade and compliance mandates, expedite customs clearance, mitigate the financial risk of global transactions, and maximize the benefits of global trade agreements.

Manage compliance and corporate responsibility initiatives – the **SAP Environment, Health, and Safety Management** application manages compliance and corporate responsibility initiatives by aligning global business processes with corporate policies and environment, health, and safety regulations.

Please see the section "Drive Strategy and Growth" for information on SAP BusinessObjects Strategy Management and SAP BusinessObjects Planning and Consolidation.

	Gain Efficiency in Finance	
Please refer to the "Business Intelligence and Information Management Solutions" section on page 10 to learn how they add more value.	▪ Enterprise resource planning (ERP) (general ledger) ▪ ERP (fast close) ▪ Shared services ▪ Travel and expense ▪ Consolidations ▪ Intercompany reconciliation	**Streamline accounting and financial reporting processes** – the **SAP ERP Financials** solution enables faster reporting cycles, greater accuracy, strengthened compliance, and lower costs. The general ledger supports partitioning and, as a result, can simultaneously handle the accounting and reporting requirements of multiple business units, currencies, and financial reporting standards as well as many automated processes. The solution is highly scalable to support high transaction volumes and shared-services implementations. **Eliminate bottlenecks for a faster close** – the **SAP BusinessObjects Financial Consolidation** application* provides the speed, processing power, agility, and breadth of analysis necessary to complete strict regulatory consolidation and financial reporting cycles faster and with confidence. **Eliminate the biggest bottleneck to your financial close** – the **SAP BusinessObjects Intercompany** application* enables business units to debate and reconcile balances directly with one another, eliminating extra work and delays at the corporate and divisional levels. *You can also use this application in the "Drive Strategy and Growth" area.
	Optimize Working Capital	
Please refer to the "Business Intelligence and Information Management Solutions" section on page 10 to learn how they add more value.	▪ Treasury applications from SAP ▪ Collections ▪ Dispute management ▪ E-invoicing ▪ Spend analysis ▪ Supply chain analysis	**Streamline receivables management processes** – the **SAP Financial Supply Chain Management** set of applications enables faster customer credit analysis and dispute and collections resolution times. The results are lower costs, lower days sales outstanding, improved cash flow velocity, and reduced bad debt expense. Treasury applications from SAP improve enterprise cash and liquidity management and financial risk management while maximizing returns on invested cash. **Maximize savings, reduce supply risk** – the **SAP BusinessObjects Spend Performance Management** application provides full visibility into direct and indirect spend and helps to proactively identify savings opportunities and supply risks. **Improve supply chain effectiveness** – the **SAP BusinessObjects Supply Chain Performance Management** application helps companies measurably improve supply chain effectiveness by focusing on actionable, operational process metrics that impact supply chain performance.

BUSINESS INTELLIGENCE AND INFORMATION MANAGEMENT SOLUTIONS

ADDING VALUE TO YOUR BUSINESS

All Information, All People, One Platform

- Visualization, enterprise query, reporting, and analysis
- Fast access to information
- Agile data foundation
- Unified data warehouse
- Master data management

Access the right information at the right time regardless of source – the **SAP® BusinessObjects™ Web Intelligence®** software enables business users to securely access SAP and non-SAP information. With the **Crystal Reports®** software, IT professionals and report authors can prepare highly customizable reports and interactive dashboards and deploy them across the enterprise. The software provides intuitive interfaces that enable business users to discover new insights from business data. You can use the **SAP BusinessObjects Xcelsius® Enterprise** software to create interactive analytics and actionable visual business models.

Access information quickly – the **SAP NetWeaver® Business Warehouse Accelerator** software provides an in-memory analytic engine that accelerates queries even as data volumes, number of users, and analytics increase. The result is faster access to broader, deeper, and more current business information. The following partners of SAP provide business warehouse accelerator appliances with Intel processors: Hewlett-Packard Company, IBM Corporation, Sun Microsystems Inc., and Fujitsu Siemens Computers.

Integrate data and manage quality – the **SAP BusinessObjects Data Integrator** and **SAP BusinessObjects Data Quality Management** software help IT organizations build an agile data foundation for managing information in both SAP and non-SAP environments. With this software, you can profile, integrate, transform, cleanse, improve, and move data from anywhere at anytime.

Manage and unify your data – the **SAP NetWeaver Business Warehouse** component helps IT organizations manage data from a variety of data sources in a unified data warehouse. You use extraction, transformation, and loading features to manage data from multiple sources and use enterprise information integration functionality to combine data from disparate data sources.

Manage master data – the **SAP NetWeaver Master Data Management** component allows IT organizations to consolidate, cleanse, harmonize, manage, and distribute master data such as customer, product, and supplier source data. SAP Consulting delivers several services to aid IT organizations in the implementation of their master data management solution.

FIND OUT MORE

ADDING VALUE TO YOUR BUSINESS

To learn more about how SAP can help your organization achieve financial excellence, call your SAP representative today or visit us on the Web at www.sap.com/usa/solutions/executiveview/finance.

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