

SAP

Sistemas

Aplicações e

Produtos



Samuel Janes
Principal Business Developer
SAP Portugal

THE BEST-RUN BUSINESSES RUN SAP™



A SAP hoje:



SAP AG em 2009 teve um volume de facturação de: €1025 Milhões

- Mais de **95,000** Empresas no mundo têm software SAP
- Temos mais de 25 soluções de Industria
- Cerca de **43,000** colaboradores

12 milhões de utilizadores em mais de 120 países a...

- Integrarem os seus processos de negócio
- Aumentarem a sua capacidade de competição
- Obter um melhor Retorno do Investimento com um menor custo de posse

Portugal

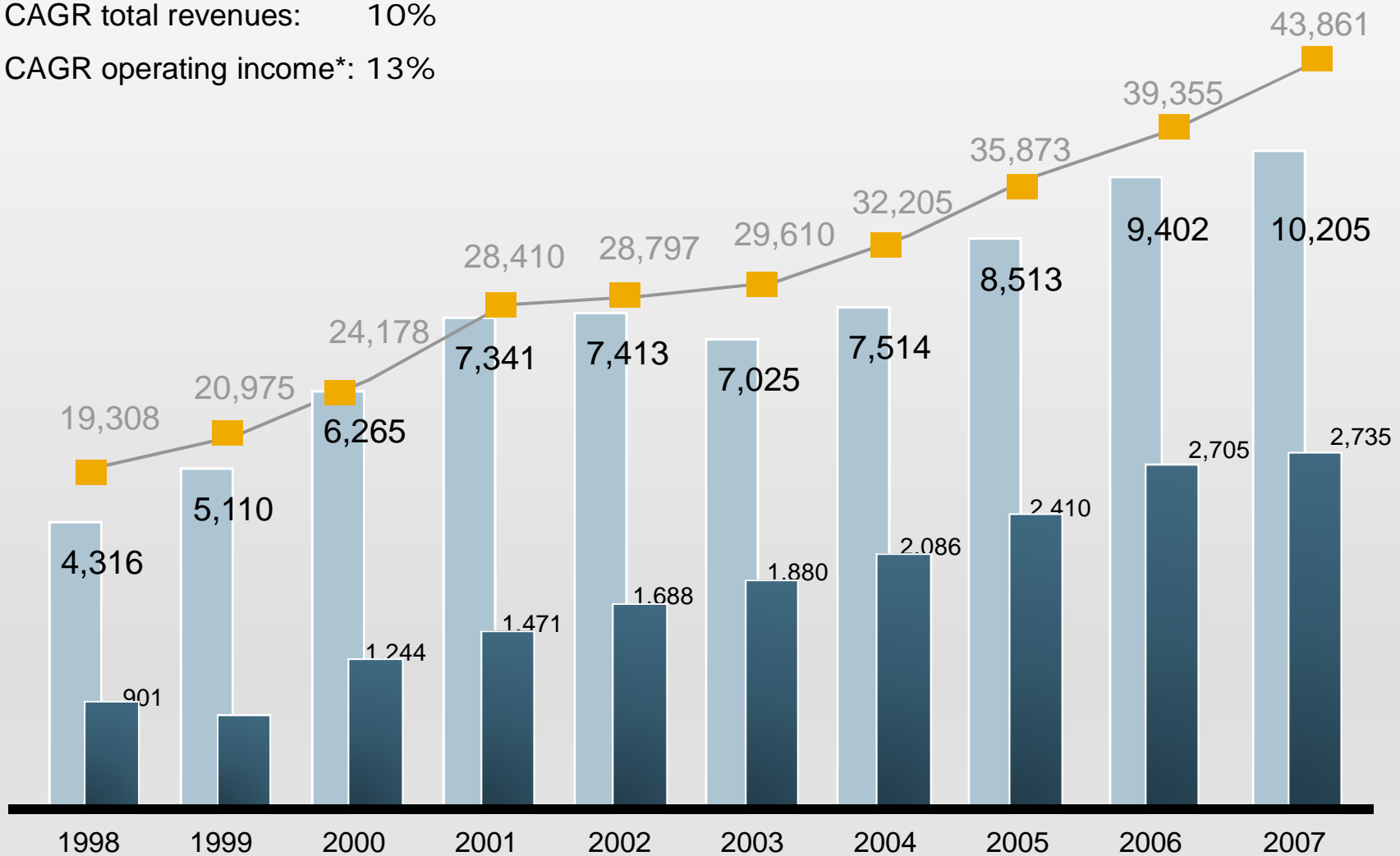
- Está presente desde 1993;
- 107 Colaboradores (Nov, 2010);
- Mais de 2500 Organizações (Públicas & Privadas), utilizam as nossas soluções

Números dos últimos 10 anos...



CAGR total revenues: 10%

CAGR operating income*: 13%



Revenue — Employees — Operating income*

O que é um ERP?

ERP: Enterprise Resource Planning

ou seja: **Planeamento de Recursos Empresariais**

Para começarmos a entender o ERP, é importante lembrar que ele não possui nenhuma ligação directa com a sua sigla.

Esqueça a palavra **planeamento**, e não se preocupe com a palavra **recursos**, e esqueça a palavra **empresarial**, e não se preocupe com a palavra **integrável**.

Mas lembre-se da palavra **empresarial**.

Ele serve para integrar todos os departamentos e funções de uma Empresa ou Grupo Empresarial num simples sistema de computador que pode servir todas as necessidades particulares de cada uma das diferentes áreas: Financeira, Recursos Humanos, Produção, Armazém, Conselho de Administração, etc...

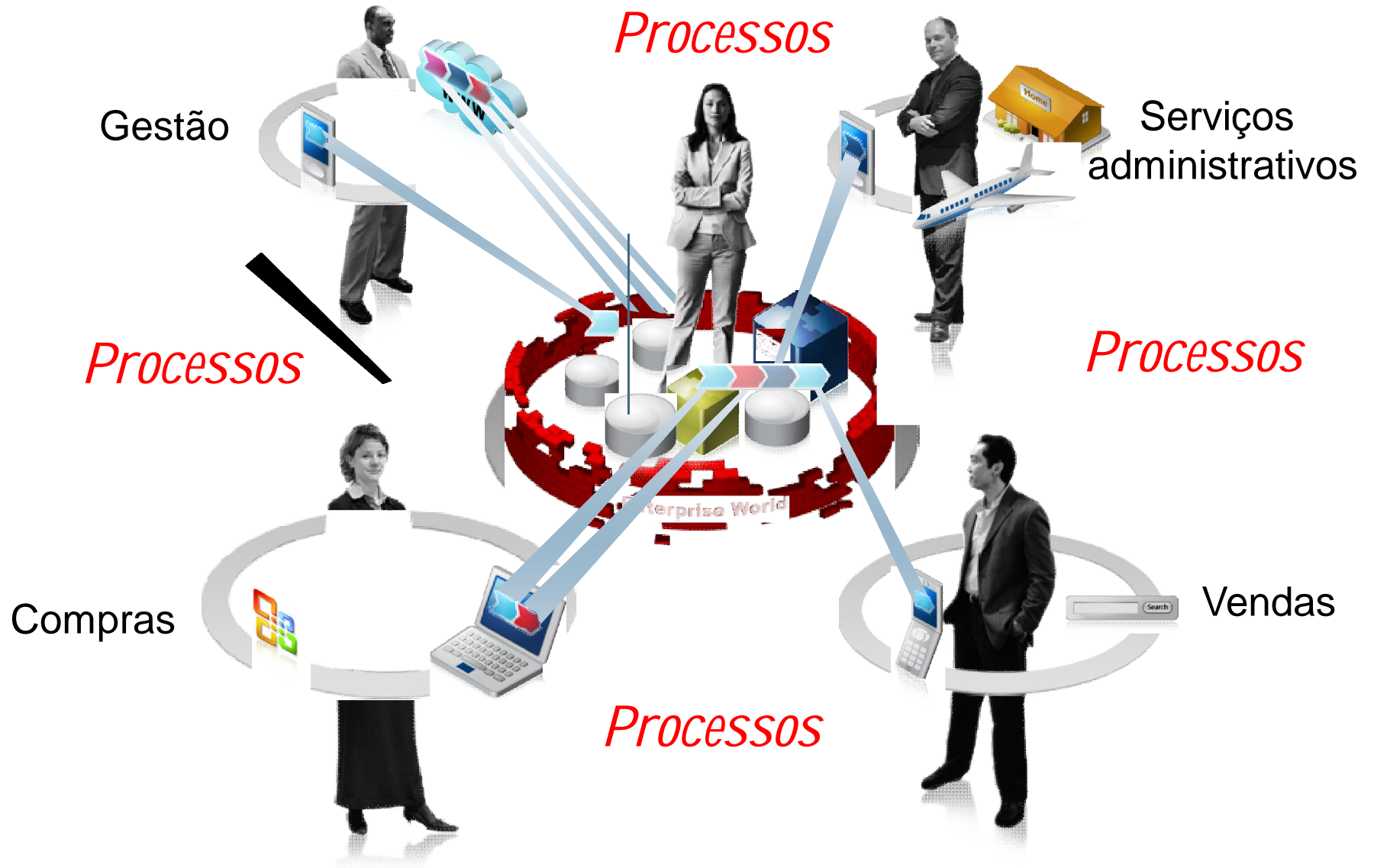
Integração

Mas...



Antes do ERP

existe a EMPRESA



Dentro da Empresa tem de haver comunicação



Mas a evolução é permanente



 | **Dicionário Priberam da Língua**

[Página Principal](#) | [Sobre o dicionário](#) | [Como consultar](#) | [Abreviaturas](#) | [Gramática](#)

Acordo Ortográfico: aAO Antes dAO Depois

[Pesquisar nas definições](#)



evolução | *s. f.*

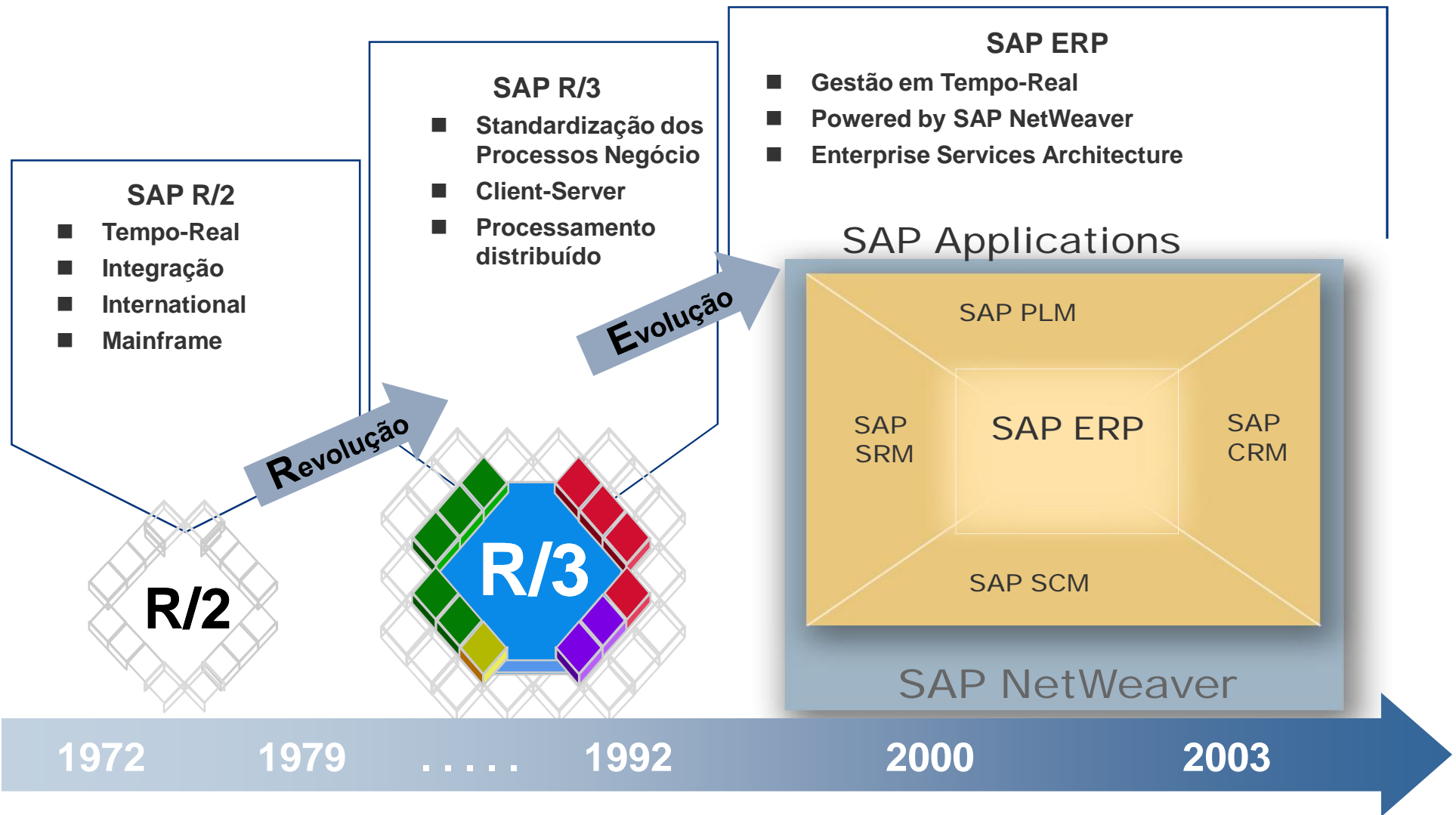
Sabia que? Pode consultar o significado de qualquer palavra abaixo com um duplo clique. Experimente!

evolução
s. f.

1. Movimento de tropas, de navios, etc. (para mudarem de formatura ou de direcção).
2. Nova fase em que entra uma ideia, um sistema, uma ciência, etc.
-  3. Desenvolvimento ou transformação gradual e progressiva (operada nas ideias, etc.).
4. Movimento (em exercício ginástico).
-  5. Crescimento; desenvolvimento; aperfeiçoamento; exercício.

- Nos negócios e na forma de os fazer
- As Empresas adaptam-se e evoluem
- A Legislação muda
- Tudo à nossa volta evolui

Evolução do ERP == Evolução do Negócio



Breve história das soluções SAP ERP



SAP ERP 6.0 on 4

SAP NetWeaver Portal - Microsoft Internet Explorer

Welcome Jens Baumann

Search | Advanced Search

Home | Home | Content Management | System Administration | Delegated User Administration

Company | Work | Teams | Documents | Portal Information

Year: 2006 Profit Center: 0000003100 - Chemical products Go Print Page

Data Last Updated: 01.02.2006 14:00:46

Profit

Return on Investment Ratio

Select Period for Details Views Profit and Loss and Balance Sheet: 004

Profit Details: Period 004

View: Profit and Loss

Categories	Actual [USD]	Plan [USD]	Forecast [USD]
Revenue	-1,288,871,994	-1,433,751,423	-1,244,995,918
Discounts and Repa	89,297,169	102,485,294	90,972,783
Net Sales	-1,199,574,825	-1,331,266,129	-1,154,023,135
Production	378,292,468	362,421,351	332,531,844
Plant Maintenance	11,892,503	12,653,085	11,706,942
Sales and Marketing	33,550,111	33,321,490	30,353,127
Administration	24,812,424	24,675,171	22,819,480
Research & Develop	137,774,531	130,808,534	119,570,725
Operating Costs	586,322,036	563,879,632	516,982,119
Neutral Expense	139,600,657	129,258,966	120,126,475
Operating Profit	-473,652,131	-638,127,531	-516,914,541

Balance Sheet Details: Period 004

Categories	Actual [USD]	Plan [USD]	Forecast [USD]
Current Assets	2,272,129,925	2,354,192,910	2,186,213,885
Fixed Assets	683,622,299	695,559,031	619,521,427
Total Assets	2,955,752,225	3,049,751,941	2,805,735,312
Current Liabilities	-582,766,052	-593,465,050	-550,745,670
Long-term Liabilities	-637,076,811	-526,354,838	-486,504,895
Equity	-1,426,536,258	-1,522,437,764	-1,499,582,875
Total Liabilities	-2,646,379,120	-2,642,257,652	-2,536,833,440

© SAP 2010 / Page 12

Bank 10020030 marked for deletion in country DE

ALR (1) (000) pawdf022 OVR 11:38AM



Mapa da Solução

SAP ERP – Mapa de Solução



Serviços ao Utilizador Final

Análises	Análises Financeiras		Análises Operacionais		Análises RH		
Financeira	Financial Supply Chain Management	Tesouraria	Contabilidade Financeira	Contabilidade Analítica	Governo de Sociedades		
Gestão Capital Humano	Gestão de Talentos		Gestão de Processos RH		Gestão de Recursos		
Procurement e Exec. Logística	Procurement	Gestão de Stocks e de Armazéns		Logística Inbound e Outbound		Gestão de Transportes	
Desenv.Produto Manufactura	Planeamento de Produção		Execução de Produção		Desenvolvimento de Produto		Gestão de Dados Ciclo-de-Vida
Vendas e Serviço	Gestão de Ordens de Venda		Pós Venda e Serviço		Professional-Service Delivery		
Serviços Corporativos	Real Estate Management	Enterprise Asset Management	Gestão Portfolio Projectos	Gestão de Viagens	Ambiente, Higiene e Segurança	Gestão da Qualidade	Global Trade Services

SAP NetWeaver

Utilizadores de Negócio

Simplificação do SAP ERP



Portais por Função

Processos Guiados

Colaboração

Formulários Interactivos

Name	Personnel Number	Office
Bill Fischer	00001018	9/153
Maria Johnson	00055050	
Beate Müller-Hinze	00001020	15/15
Alexander Nitzsche	00001201	0/52
Dr. Werner Stadler	00001021	19/27

Process Title	Comment
Birth of Child	
Bonus Payment	Valid from 10/2004
Change of Family Status	
Compensation Change	
International Transfer	
Maternity Leave	
Organizational Change	
Re-Entry	
Termination	

Transfer

Referenznummer: SAP

Employee Name: Heidi Drechsel Personnel Number: 00001215

Personnel Area: Hamburg Position: Quality Assurance Tester

Versetzungsdatum: Sep 29, 2005 Initialize Data

Form Help

This form is used when an employee is transferred from the area of responsibility of one manager to that of another. The date of transfer indicates the employee's first workday in the area of responsibility of the new manager.

To be filled out by the employee's previous manager.

Enter the system user name of the manager to whose area of responsibility the employee is to be transferred. The transfer request is forwarded to the new manager.

Enter the reason for the transfer.

New Manager: Dahl, Gary

Versetzungsgrund: Employment Change

SAP ERP Centros de Trabalho

Acesso por Função a aplicações e tarefas "core"



Empurrar a informação e conteúdos relevantes para os utilizadores.

Portais por Função

Produtividade e Eficiência do Utilizador Final



A Informação relevante para a tomada de Decisão à distância de um clique !

The screenshot shows the SAP My Tasks portal interface. A yellow callout box labeled "Ponto Único de Acesso" points to the top navigation bar. Another yellow callout labeled "Alertas & Notificações" points to the Alerts section. A third yellow callout labeled "Relatórios" points to the Favorites section. A fourth yellow callout labeled "Listas & 'Drill Downs'" points to the My Tasks table. A fifth yellow callout labeled "Funções e Centros de Trabalho" points to the bottom-left text box.

Alertas & Notificações

Relatórios

Funções e Centros de Trabalho

- Acesso intuitivo e orientado por função
- Informação relevante activamente empurrada para o utilizador
- Procedimentos guiados conduzem os processos
- Análises incluídas para uma melhor tomada de decisão

Subject	Due Date	Priority	Progress
Prepare Kick-Off: Quality Improvement	31-May-04	High	0%
Create Monthly Production Report	26-May-04	Normal	0%
Release Safety Report	20-May-04	High	75%
Approve Leave Request: Anita Kim	15-May-04	Normal	0%
Approve budget for Q4 plant	05-May-04	Normal	50%

Status	Key Figure	Unit	Current Value	Trend	Target Value	Difference
⚠	Cycle time: engine KN80	H	9.200	↗	8.000	1.200
⚠	Labor efficiency in plant #2	%	86.000	→	100.000	14.000-
✅	Capacity utilization in plant #2	%	88.000	↘	100.000	12.000-
				↘	100.000	2.000-
				↘	0.000	2,500.000
				↘	2.000	2.000

Regional Airlines To Control Costs
The regional airline industry faces impressive growth in the coming decade, and its greatest challenge--maintaining or reducing costs while providing efficient service. Failure to pass the economics test means operators will vanish, as will air services to small communities.

MRO Market Value on the Upswing
The value of the worldwide MRO market shows its first signs of growth in nearly three years, but a continued airline focus on cost cutting will keep MRO growth in check.

Aircorp Increases Efficiency and Scope of Supplier Collaboration
Aircorp just launched AircorpSupply, the new portal which provides a privileged point of access to Aircorp. It provides suppliers with access to the latest new projects and tools across the entire scope of supply chain activities to foster collaboration between Aircorp and its supplier network.

Portais por Função

Administrativo RH



Welcome Mary Ellen Parker | Help | Personalize | Log Off | SAP

Collaboration | Search

Home | HR Administrator | Employee Self-Service

Overview | Reports | Service Map

Services

Employees

Employee Information

Processes

Start Process
Start Hire Process
Process Browser
Master Data

Portal Favorites

- Leave Request
- Time Recording
- Maternity Leave Report
- Employees Entered and Left

Worklist

Tasks (14 New / 20) | Tracking

Show: My Open Tasks | Filter

New Task | Refresh | Personalize View

Subject: Hiring o
Hiring o
Hiring o
Hiring o
Hiring o
Matern
Matern
Org. Ch
Org. Ch
Org. Ch

Employee Information

Related Activities

- Employee Information
- Process Browser
- Start Process
- Master Data
- Reports
- Content Search

Open Processes

Process

- Hire Process
- Hire Process
- Hire Process
- Organization
- Organization

Page

Details

News

New HR Policy for

Employee Search

Show Employee: 253*

Go | Open Advanced Search

Name	Person ID
<input type="checkbox"/> Annette Aaron	25301017
<input type="checkbox"/> Bill Clean	25301818
<input type="checkbox"/> Michael Deal	25302409
<input type="checkbox"/> Ben Dorson	25301017
<input checked="" type="checkbox"/> George Harvey	25301018
<input type="checkbox"/> Miranda Moore	25302409
<input type="checkbox"/> Glen Norman	25301017
<input type="checkbox"/> Barbara Smith	25301018
<input type="checkbox"/> Mike Smith	25302409
<input type="checkbox"/> Kai Thomson	25302409

Row 1 of 11 | Refresh

Data from 29.04.2004 13:32:31

Picture

George Harvey (25301018)

General Data

Contract Data		Communication	
Work Contract		E-Mail	
Hiring Date	01.01.1997	Office	B844/545
Cap. Util. Level	100.00	Telephone	52245/1320
Organizational Assignments More...		Personnel Structure	
Org. Unit	Sales	Personnel Area	Los Angeles
Position	Sales Support	Pers. Subarea	Foster City
Cost Center	SALES W Sales West	EE Group	Active
Controlling Area	HR-US: Weekly	EE Subgroup	Hourly rate/...

Personal Data

Birth Date	08/16/1956
Mar. Status	Married
Address	George Harvey 345 Beach Avenue North Newport Beach, CA 91333

Organizational History

Position	Sales Support From 08/01/1998
Job	Sales Representative (US)
Organizational Unit	Sales More...



Customer Cockpit: Company Software Systeme GmbH (2007)

Sales Organization Germany Frankfurt (1000) **Distribution Channel** Final customer saleS (10) **Division** Cross-division (00)

Update

Other Activities

Information on Custom...

Address

Company
Software Systeme GmbH
In der Wieste 53
D-53125 BONN

Communication

Telephone Number: +492287123770
E-Mail Address: info@Software-Systeme.com
Home Page: www.sap.com

Last 10 Sales Documents (10)

Order Tracking (13)

Open Quotations (14)

Open Billing Documents (31)

Sales Document Search (126)

Contact Persons (4)

Show Quick Criteria Maintenance

[Change Query](#) [Define New Query](#) [Personalize](#)

View	Order Status Tracking	Print Version	Export	Display Order	Display Delivery	Display Document Flow	Filter	Settings
Sales Document	Item	Material	Delivery	Delivery status	Picking status	GS	BS	
33994	10	Jotaschi SN 3000	81114614	■	■	■	■	
33993	10	Jotachi SN 7000	81114612	■	■	⊗	⊗	
33992	10	MAG DX 17F	81114611	■	■	■	⊗	
33991	10	MAG DX 1000	81114613	■	▲	⊗	⊗	
33990	10	MAG DX 17F	81114609	■	■	■	■	
33977	10	Maxitec new generation						
33851	10	Jotachi SN 1000	81114596	■	■	■	⊗	
33845	10	Maxitec new generation		⊗				
33844	10	MAG DX 17F	81114593	■	■	■	■	
33843	10	Maxitec new generation		⊗				

Row 1 of 13 Column 1 of 34

Last Refresh 16.07.2007 17:04:30 CET Refresh

Portais por Função Fornecedor



Welcome, Sam Supplier [Help](#) | [Personalize](#) | [Logout](#)

Supplier
[Overview](#) | [Reports](#) | [Service Map](#)

[To Do](#) > [Overview](#) | [History](#) | [Back](#) | [Forward](#)

Detailed Navigation

- Overview
- Services
- Search
 - [Requests For Quotations](#)
 - [Order Documents](#)
- Create
 - [Shipping Notification](#)
 - [Confirmation](#)
 - [Invoice](#)
- Administration
 - [Find User](#)
 - [Create User](#)
 - [My Data](#)
 - [Company Data](#)

Worklist

Alerts (4)

Show All View By Date Open Delete Filter Personalize Refresh

	Subject	Status	From	Received
<input type="checkbox"/>	Respond to Urgent Request 3672328 Asap	Unread	Peter Green	08/30/04
<input type="checkbox"/>	Purchase Order Response 45000345 rejected	Unread	Peter Green	08/30/04
<input type="checkbox"/>	Invoice 10032424345 overdue	Unread	System	08/30/04
<input type="checkbox"/>	Contract 3452455 expired	Unread	System	08/30/04

Page 1 of 2

Documents Overview

Requests For Quotations: [4 New](#) - [5 In Process](#) - [17 Responded](#)

Purchase Orders: [16 New](#) - [0 Changed](#) - [23 In Process](#) - [124 Confirmed](#) - [14 Partly Confirmed](#) - [0 Rejected](#) - [14 Cancelled by Customer](#)

Shipping Notifications: [24 In Process](#) - [310 Sent](#)

Confirmations: [23 In Process](#) - [3 Completion Reported](#) - [72 Approved](#) - [2 Rejected](#) - [0 Cancelled by Customer](#)

Goods Receipt Notifications: [26 New](#) - [296 Read](#)

Invoices: [70 In Process](#) - [11 Invoiced](#) - [10 Approved](#) - [10 Rejected](#)

Document Quick Access

Document Type Document Number

Select a Document type, then enter the document number and click "Open" to quickly access it.

Overdue Orders

Portais por Função Supervisor de Produção



Welcome, Jim Meyers [Help](#) | [Personalize](#)

Home | **Production**

Overview | [Reports](#) | [Service Map](#)

Detailed Navigation

Work Overview

[Shift Report](#)

[Confirmation](#)

Services

[Create Maintenance Notification](#)

[Create Maintenance Order](#)

[Create Quality Notification](#)

[Create Confirmation](#)

[View Confirmation](#)

Favorites

To Do > Overview >

Overview

Production Alerts

[Confirm](#) [Forward](#) [Details](#) [Refresh](#)

Description	Created	Status	Recipients	Category
Key Figure "OEE - Pre-Assembly" is red with 0.75%	11 Oct 2004 6:35 pm	Delivered	1	Key Figure
Emergency shutdown of machining centre C17	10 Oct 2004 9:21 pm	Escalated	7	Production
Mat. 47-CF1235-45 below safety stock level	10 Oct 2004 9:12 pm	Escalated	5	Materials Management

Production Tasks

[Production Operations \(4\)](#) | [Maintenance Orders \(4\)](#) | [Maintenance Notifications](#) | [Inspection Lots \(2\)](#) | [Inspection Notifications](#)

[Define New Query](#) | [Change Query](#) | [Personalize](#)

Status	Work Ctr	Materialnumber	Material	Order	Operation	Quantity	Confirmed	Unit	Progress	Start Date	End Date
<input checked="" type="checkbox"/>	0001	351234	case, big	12346546	010	200	152	PC	<div style="width: 76%;"></div>	11Oct2004 2:30am	11Oct2004 5:30pm
<input type="checkbox"/>	0004	367891	case, small	13546548	020	300	0	PC	<div style="width: 0%;"></div>	11Oct2004 8:15am	11Oct2004 4:00pm
<input type="checkbox"/>	0003	456789	case, medium	12346578	010	200	0	PC	<div style="width: 0%;"></div>	11Oct2004 8:30am	11Oct2004 1:45pm
<input type="checkbox"/>	0002	467000	case,small, 1	12346598	030	100	0	PC	<div style="width: 0%;"></div>	11Oct2004 9:15am	12Oct2004 3:40pm

Line 1/4

running ready not feasible Status of 10/11/04 7:30 [Refresh Data](#)

[Show Details](#) [Print order papers](#) [Confirm](#) [Set Technically Complete](#) [View Stock/Requirements List](#)

Reminder of Dates

Display Dates/Tasks for all Employees in **September 2004**

Date	Event	Name
9/1/2004	Bonus payment mtg.	Herr Garry Dahl
9/1/2004	Expiri temp_contact	Mr. Jabba De'Hut
9/3/2004	Birthday	Thomas Aletto
9/5/2004	Birthday	Christian Schwenk
9/12/2004	Birthday	Ms. Sarah Lewis
9/14/2004	Next appraisal	Mr. Jabba De'Hut
9/15/2004	Staff Meeting	Ms. Megan Young

Staff Absent Overview

Choose Employee List: [All Employees](#)



Employees	Number	%
Absent	9	2.62
At Work	335	97.38

Data from: 9/15/04 9:33 AM [Update](#)

[Details](#) [Hide Graphic](#)

Processos Guiados



Welcome, Sample Player  [Help](#) | [Personalize](#) | [Logout](#) 

Create Project


1 **Enter Basic Data** 2 Select Template 3 Enter Person Responsible 4 Review and Save 5 Confirmation


On this screen you must select a project type. All other entries are optional. If you do not enter a project number the system creates ones automatically. Choose Select Template to continue.

Project Number

Project Type


You can enter either a start date or a finish date. If you do not make an entry, the system uses today's date as the start date.

Start Date  Constraint Type

Finish Date  Constraint Type

Formulários Interactivos





GlobalCorp
development & engineering

Current Date Jun 23, 2006

Req. Number

Inventory Requisition

Ordered By

Cust. Number:	23456
Name:	Advanced Components
Address:	25 New Haven Ave.
City, State:	Chicago, IL
ZIP:	60622
of:	Mr. Karl Vansen
E-mail:	kvansen@AdvComp.com

Ship To

Name:	
Address:	
City, State:	
ZIP:	
of:	
E-mail:	

Part No.	Description	Quantity	In Stock	Unit Price	Amount
<input checked="" type="checkbox"/> 1001-45A	Bottom Cover of Gear Hub assembly		?	\$17.50	\$0.00
Total					\$0.00

Terms and Conditions

Cash

Credit

<input type="checkbox"/> State Tax @ 0.00%	\$0.00
<input type="checkbox"/> Federal Tax @ 0.00%	\$0.00
<input type="checkbox"/> Shipping Charge	
Grand Total	\$0.00

Authorized by _____

GlobalCorp * 123 Any Ave * Any Town * Any Country * Phone: 111.222.3333 Fax: 111.222.4444 * www.GlobalCorp.com
Any reference to company names and company logos in the sample forms included in this software is for demonstration purposes only and is not intended to refer to any actual organization.

Exemplos de Formulários Adobe



SAP Enterprise Portal 6.0 - Microsoft Internet Explorer provided by SAP IT

File Edit View Favorites Tools Help
 Back Forward Stop Home Search Favorites Media
 Address http://us4082.wdf.sap.corp:50000/hrj/portal

Welcome Test MSS

My Staff My Budget Employee Self-Service
 Overview Attendance Personnel Change Request

Personnel Change Request

New Personnel Change Request

1 Select Employee 2 Select For

My sent PCR's

Bookmarks Signatures Layers Pages Feedback

Change Employee Group

Effective Date

All Change Request data is dependent on the effective date. It is important to carefully pick the date derived from this date.

Effective Date

Update Request Effective Date

General Employee Information

Employee

Organizational Assignment

Employee Group and Subgroup

Please select new Employee Group

Employee Group

Employee Subgroup

8.27 x 11.69 in

Previous Step To Review Form

Lead Processing via Interactive Forms

DISTRIBUTED LEAD

For more information provided see section 181818 Maryland Unemployment

MAIN INFORMATION

Transaction

Transaction No. 2409

Description LDPO AK Dispatching

Start Date 09.06.2005 End Date

Qualification Level

Manual Hot

Sales Prospect

Firma

Prospect

Teststr. 1

D-69115 HEIDELBERG

Phone

Fax

E-Mail

Classification

Priority Group

Campaign

ID Descr

Transaction No. 2409

INLAND REVENUE P11D EXPENSES AND BENEFITS 2004-05

Note to employer: Complete this return for a director, or an employee who earned at a rate of £8,800 a year or more during the year of April 2004 to 31 April 2005. Do not receive any information on benefits covered by a combination of 116 settlement agreements. Report the P11D on State and Benefit AEC Chapter 24. Values you calculate for both 'You' and 'Other' are shown. Information on the correct completion for 6 July 2004. The form applies to use for both directors and employees. Completed by the employer, send the appropriate P11D and form P110 to the Inland Revenue office by 6 July 2005.

Note to employee: Your employer has filled in this form. Keep it in a safe place as you may not have a copy. You will need it for your tax return and for claiming your 2004-05 tax credit. The return will also be used to verify the accuracy of the information given on your P11D. The full number of the P11D form is given on the back of the form. Pages of the Tax Manual, for example 1-12, include the full figures in the corresponding box in the Tax Manual, unless you have some other figure in more appropriate.

Employer's details: Employee's name: Joanne Brown If a director: PAYE tax reference: 936 / C97FX Works number: department: 8001 National Insurance number: BL85405C

Employer's details: Employee's name: Joanne Brown If a director: PAYE tax reference: 936 / C97FX Works number: department: 8001 National Insurance number: BL85405C

Employer's pay Class: IA National Insurance contributions on most benefits. There are sheets to be filled in for:

A Assets transferred (cars, property, goods or other assets) Description of asset: Car: Model: Description of payment: £ Gross amount: £

B Payment made on behalf of employee Description of payment: £ Gross amount: £

C Vouchers or credit cards: Value of vouchers and payments made using credit cards or cheques: £ Gross amount: £

D Living accommodation: Cash equivalent of accommodation provided for employee, or his/her family or household: £

E Mileage allowance and passenger payments: Amount of car and mileage allowance paid for employee's own vehicle, and passenger payments, in excess of statutory exempt amounts. (See P11D Guide for 2004-05 even if car is not used for more than two cars were made available, either at the same time or in succession.)

F Cars and car fuel (if more than two cars were made available, either at the same time or in succession): Make and Model: Date first registered: Approved CO2 emissions figures for cars registered on or after 1 January 1998. Tick box if your car does not have an approved CO2 figure. Fuel type: Petrol Diesel Other: Fuel size: CC: Type of fuel or other tick: Only enter a tick or 0. Do not enter a number. List price of car: List price of car accessories only: or a classic car: employees see the P11D Guide. Capital cost: Capital cost of car or accessories: Amount paid by employee: Date the fuel was tick if granted: Cash equivalent of total cash spent in 2004-05: Cash equivalent of total cash spent

P11D (2005) (SAP)

FEDERAL CONTRACTOR REPORT ON VETERANS' EMPLOYMENT

RETURN COMPLETED REPORT TO: U.S. DEPARTMENT OF LABOR VETERANS' EMPLOYMENT AND TRAINING SERVICE VETS-105 Reporting Office P.O. Box 728 Lanham, Maryland 20703-0728

OMB number: 1545-0047

TYPE OF REPORTING ORGANIZATION (Check one or both, as applicable): Single Establishment Multiple Establishment (Headquarters) Multiple Establishment-Hiring Location Multiple Establishment-State (Consolidated) (Headquarters)

TYPE OF FORM (Check only one): Prime Contractor Subcontractor

Business Place 01: (1) (2) (3) (4) (5) (6) (7) (8) (9) (10) (11) (12) (13) (14) (15) (16) (17) (18) (19) (20) (21) (22) (23) (24) (25) (26) (27) (28) (29) (30) (31) (32) (33) (34) (35) (36) (37) (38) (39) (40) (41) (42) (43) (44) (45) (46) (47) (48) (49) (50) (51) (52) (53) (54) (55) (56) (57) (58) (59) (60) (61) (62) (63) (64) (65) (66) (67) (68) (69) (70) (71) (72) (73) (74) (75) (76) (77) (78) (79) (80) (81) (82) (83) (84) (85) (86) (87) (88) (89) (90) (91) (92) (93) (94) (95) (96) (97) (98) (99) (00)

Business Place 01: (1) (2) (3) (4) (5) (6) (7) (8) (9) (10) (11) (12) (13) (14) (15) (16) (17) (18) (19) (20) (21) (22) (23) (24) (25) (26) (27) (28) (29) (30) (31) (32) (33) (34) (35) (36) (37) (38) (39) (40) (41) (42) (43) (44) (45) (46) (47) (48) (49) (50) (51) (52) (53) (54) (55) (56) (57) (58) (59) (60) (61) (62) (63) (64) (65) (66) (67) (68) (69) (70) (71) (72) (73) (74) (75) (76) (77) (78) (79) (80) (81) (82) (83) (84) (85) (86) (87) (88) (89) (90) (91) (92) (93) (94) (95) (96) (97) (98) (99) (00)

Customer: 1 (1) (2) (3) (4) (5) (6) (7) (8) (9) (10) (11) (12) (13) (14) (15) (16) (17) (18) (19) (20) (21) (22) (23) (24) (25) (26) (27) (28) (29) (30) (31) (32) (33) (34) (35) (36) (37) (38) (39) (40) (41) (42) (43) (44) (45) (46) (47) (48) (49) (50) (51) (52) (53) (54) (55) (56) (57) (58) (59) (60) (61) (62) (63) (64) (65) (66) (67) (68) (69) (70) (71) (72) (73) (74) (75) (76) (77) (78) (79) (80) (81) (82) (83) (84) (85) (86) (87) (88) (89) (90) (91) (92) (93) (94) (95) (96) (97) (98) (99) (00)

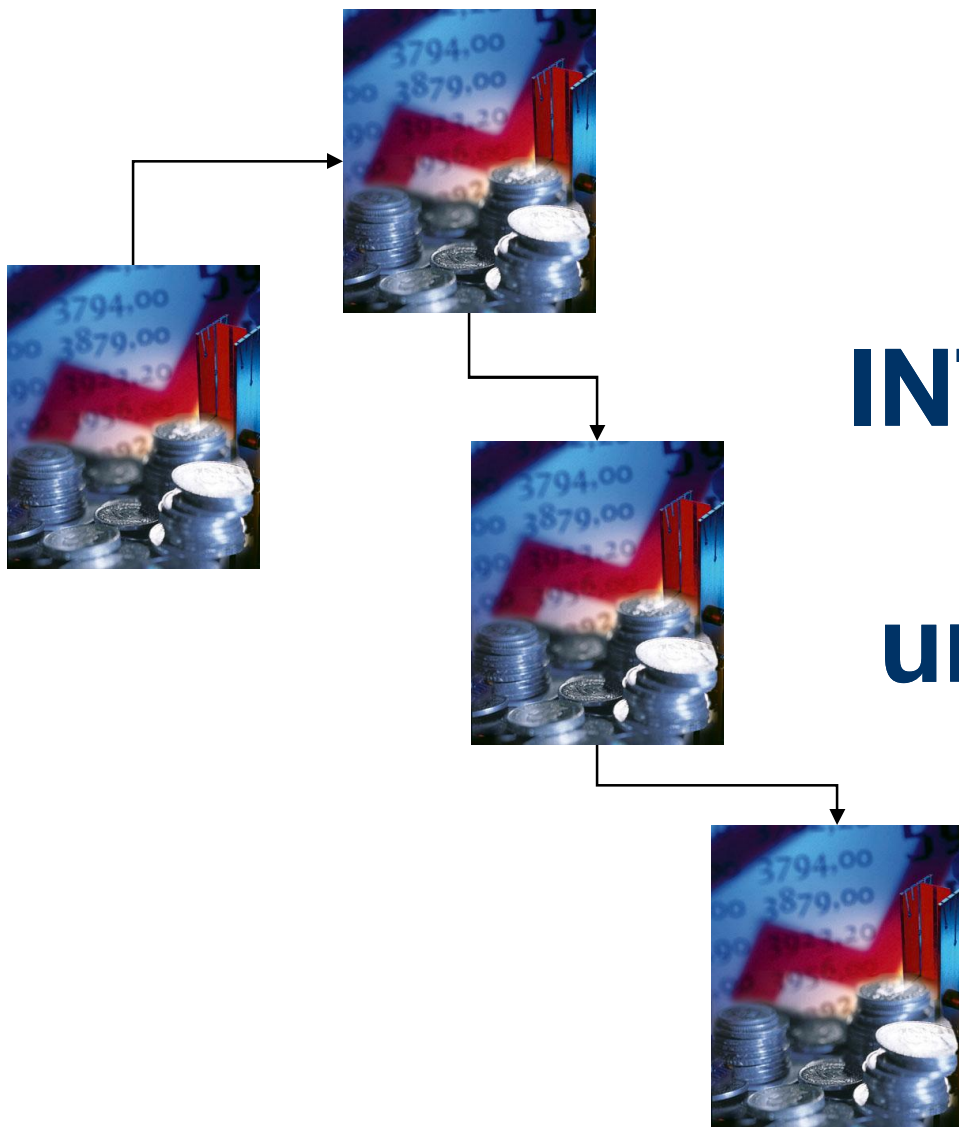
Software Tax Invoice Image

ИНН 0 1 2 3 4 5 6 КПП 0 1 2 3 4 Стр. 1

Форма по КНД 1151002 Раздел 00002

Раздел 2. Расчет суммы налога по операциям при реализации товаров (работ, услуг), применение налоговой ставки 0 процентов по которым не подтверждено

п/п	Налогооблагаемые объекты	Код строки	Налоговая база	Ставка НДС	Сумма НДС
1	2	3	4	5	6
1.	Реализация товаров, работ, услуг – всего:	010 020 030	4000000000.36 4000000000.35 4000000000.81	20/120 18/118 10/110	3000000000.36 3000000000.35 3000000000.81
в том числе:					
1.1.	Реализация товаров, вывезенных в таможенный режим экспорта	040 050 060	4000000000.38 4000000000.24 4000000000.81	20/120 18/118 10/110	3000000000.38 3000000000.24 3000000000.81
в том числе:					
	- в стране дальнего зарубежья	070 080 090	4000000000.93 4000000000.11 4000000000.94	20/120 18/118 10/110	3000000000.93 3000000000.11 3000000000.94
	- в государства-участники СНГ (за исключением Республики Беларусь, а также нефти, включая стабильный газовый конденсат, природного газа)	100 110 120	4000000000.95 4000000000.13 4000000000.96	20/120 18/118 10/110	3000000000.95 3000000000.13 3000000000.96
1.2	Реализация работ (услуг) по сопровождению, транспортировке, погрузке и перегрузке экспортируемых за пределы Российской Федерации товаров и импортируемых в Российскую Федерацию, выполняемых российскими перевозчиками, и иные подобные работы (услуги)	130 140	4000000000.39 4000000000.78	20/120 18/118	3000000000.39 3000000000.78
1.3	Реализация работ (услуг) по переработке товаров, помещенных под таможенный режим переработки товаров на таможенной территории и под таможенным контролем	150 160	4000000000.40 4000000000.79	20/120 18/118	3000000000.40 3000000000.79
1.4	реализация работ (услуг), непосредственно связанных с перевозкой (транспортировкой) через таможенную территорию Российской Федерации товаров, помещенных под таможенный режим транзита	170 180	4000000000.41 4000000000.80	20/120 18/118	3000000000.41 3000000000.80



INTEGRAÇÃO

um exemplo:

Um exemplo de integração:



Analítica



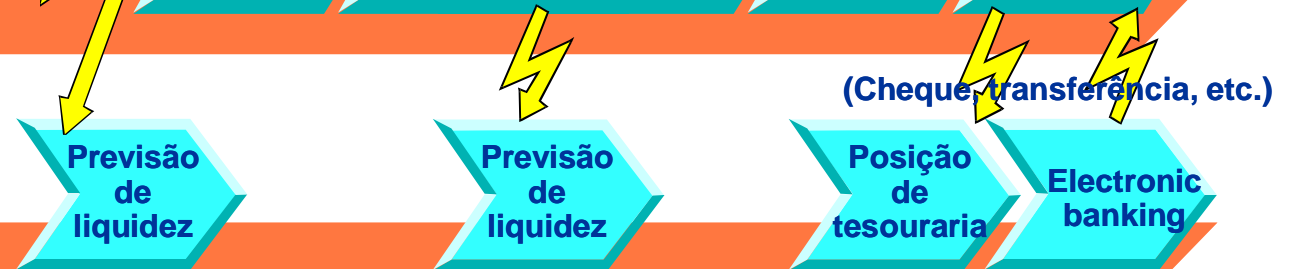
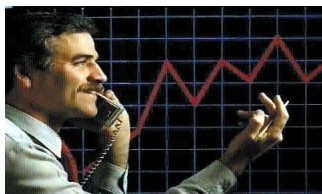
Logística



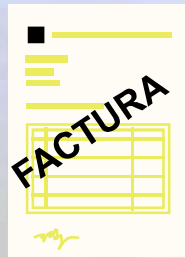
Contabilidade



Tesouraria



Workflow



Fax

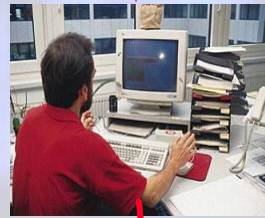
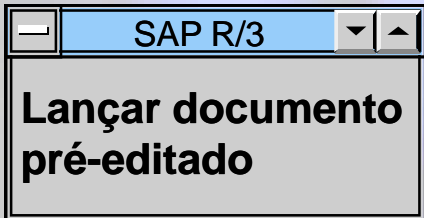


Martins

Work-flow

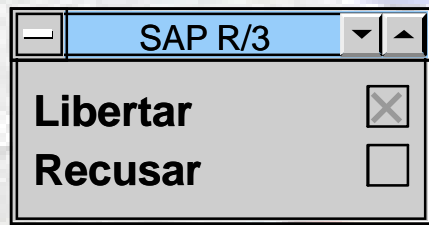


Arquivo óptico



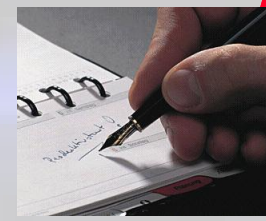
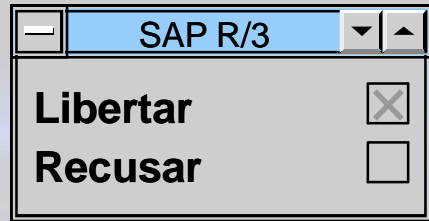
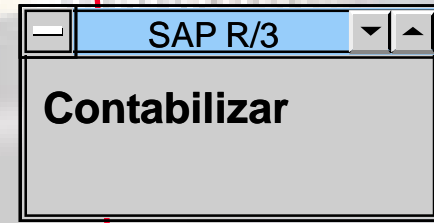
Rui

Work-flow



António

Work-flow



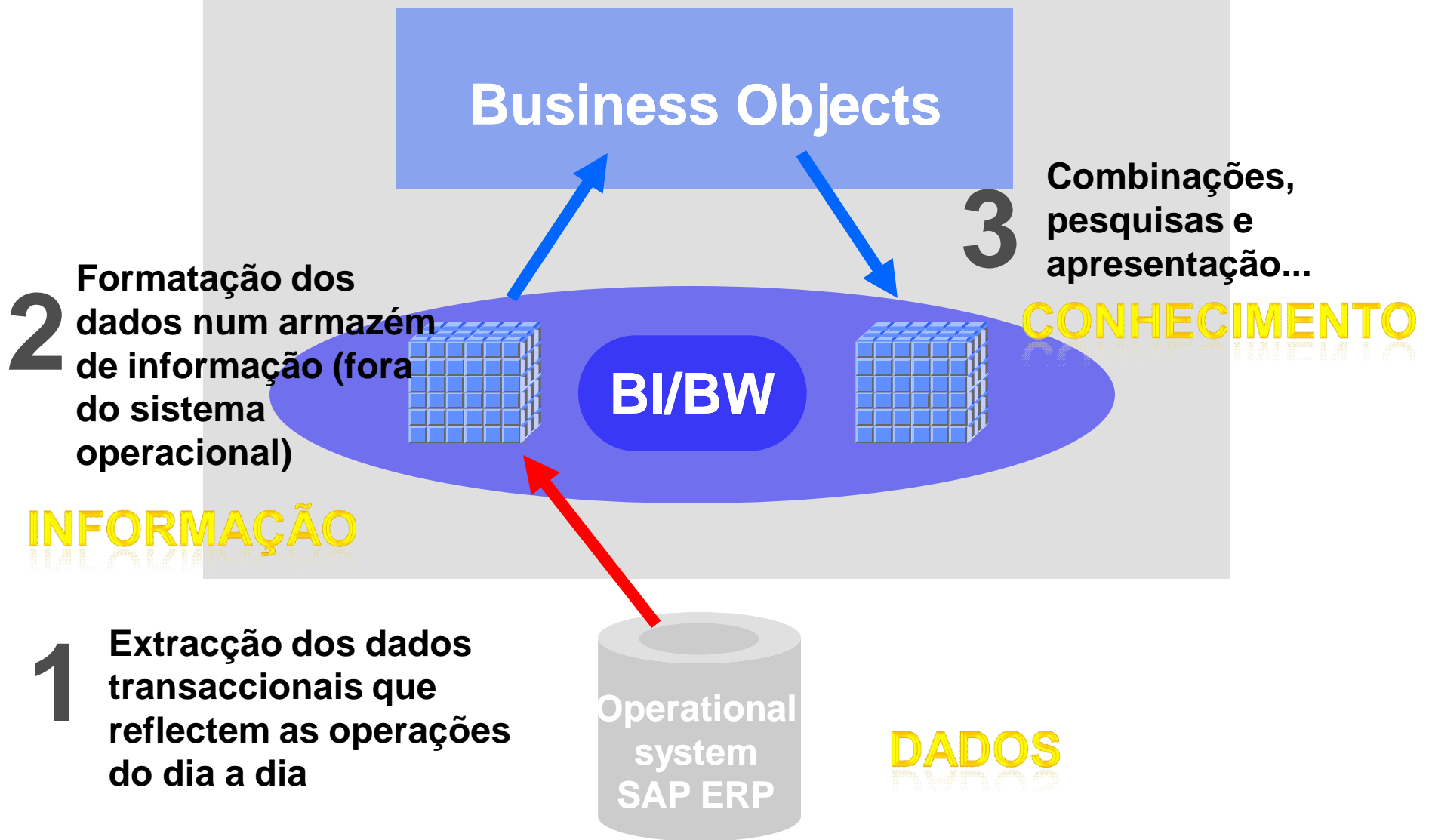
Workflow

Dias



Peres

Dados -> Informação -> Conhecimento



Como nasce a Informação a partir dos dados: um exemplo...



Sr. Director, este mês, vendemos 1M€ na zona Sul.

Isto é um Dado simples.

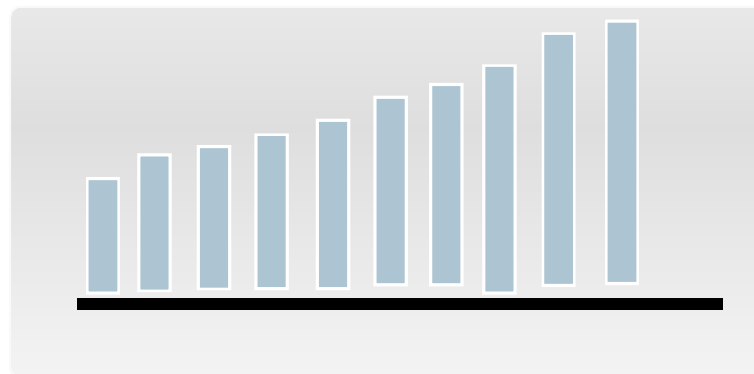
Sr. Director, este mês, vendemos 5M€ na zona Norte.

Isto é um outro Dado simples.

Isto é
Informação

O Director **pensa**: facturámos 6M€ este mês, mais 10% que o mês passado.

O Director olha para os dados históricos, **pensa** outra vez e **conclui**:



Isto é
Conhecimento



Como visualizar essa
informação em SAP?

Informação: extração, combinação e apresentação,



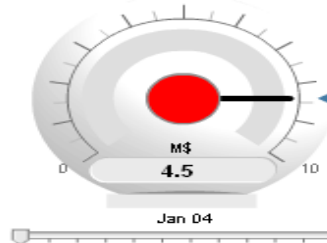
Crystal Reports

Balance Sheet Report Overview

Company Code: 100
Fiscal Period: 001.2005 - 003.2005

Bal. Sheet Value (000)		Bal. Sheet Value (000)	
Assets	190.608.339.62	Liabilities and Equity	-190.608.339.62
Cash and cash balances with central banks	121.343.932.72	Other liabilities	-1.799.000.00
Cash and cash balances	134.842.736.00	Public Sector Debt instruments & Bills of exchange	-1.799.000.00
Payment clearing	-13.006.761.28	Other liabilities	0.00
Payment clearing refinancing	0.00		
Loans and receivables	15.365.094.57	Deposits from central banks	-191.283.000.00
Loans and receivables	15.365.094.57	Liabilities to customers / banks	-193.559.000.00
Receivables from funding	0.00	Deposits from central banks	-2.249.000.00
Receivables from refinancing	0.00	Financial liabilities held for trading	0.00
Receivables from general refinancing	0.00	Financial liabilities held for trading	0.00
Tangible Assets	26.449.409.00	Tax liabilities	-1.000.000.00
Tangible assets	26.449.409.00	Deferred items	-1.206.449.00
Financial assets held for trading	783.674.13	Tax liabilities	-435.000.00
Financial assets held for trading	783.674.13	Equity	-25.891.214.62
Financial assets designated at fair value (F.V.)	23.733.739.00	Net result: Loss	0.00
Financial assets designated at fair value (F.V.)	23.733.739.00	Calculated Profit	0.00
		Net result: Profit	-10.002.367.32
		Calculated Profit	-10.002.367.32
		Issued capital	-20.000.000.00
		Subscriber Capital	-20.000.000.00
		Share premium	600.000.00
		Capital reserve	-600.000.00
		Other equity	8.448.015.70
		Other equity	10.000.000.00
		Intervention Clearing (object currency)	-1.551.988.30
		Resvaluation reserves	-3.787.161.00
		Resvaluation reserves	-3.787.161.00

Testing Analytic
Using Fixed Testing Data
All Slices



Better Business Insight

- visualize KPI's
- Profit Centre Performance
- Pixel Perfect Reporting
- Fast Exploration

XCELSIUS

Kürzlich Favoriten Personalisieren Hilfe

Suchen nach: [] In: [] Suchen Erweitern Abbrechen

Mgmt Cockpit Accounting Asset Liability Mgmt Limit Mgmt Profitability Risk Mgmt

Mgmt Cockpit Contribution Margin Customer Product Organisation Ad-hoc Reporting

Profit Cockpit

2009 YTD Q1 2008 Q2 2008 Q3 2008 Q4 2008

Contribution Margin

World Total

	Total	Detail	YTD 2009 (TEUR)	Var. Prev. Period %	Var. to Plan %
CM I	23.240 C		3,46%	-7,53%	
CM II	15.106 C		5,47%	-5,81%	
CM III	12.085 C		4,57%	-4,94%	

Customer

Segment

Segment	No. of Customers	CH I (TEUR)	Costs (TEUR)	CH II (TEUR)	Average* (EUR)	Segment / Total
Segment 1	110.956	631 C	187 C	483 C	0 C	8,95%
Segment 2	143.161	722 C	142 C	580 C	0 C	9,05%
Segment 3	31.969	481 C	42 C	439 C	0 C	8,95%
Segment 4	3.155	723 C	7 C	720 C	0 C	9,05%
Segment 5	29.768	3.391 C	337 C	3.054 C	0 C	9,95%
Segment 6	20.140	723 C	251 C	472 C	0 C	9,95%
Segment 7	48.728	893 C	753 C	140 C	0 C	17,95%
Segment 8	27.644	1.383 C	484 C	899 C	0 C	17,95%
Segment 9	48.728	893 C	251 C	140 C	0 C	17,95%
Segment 10	63.761	401 C	142 C	259 C	0 C	5,95%

Product

Loans

Product Group	No. of Products	CH I (TEUR)	Costs (TEUR)	CH II (TEUR)	Average* (EUR)
Consumer Loans	4532	4.183 C	1.464 C	2.719 C	1 C
Mortgage Loans	3792	2.138 C	748 C	1.390 C	0 C
Commercial Loans	1.368	2.976 C	1.061 C	1.914 C	1 C

Organisation

Private Banking

Sub-Segment	No. of Customers	CH I (TEUR)	Costs (TEUR)	CH II (TEUR)
Private Banking	489.331	2.788 C	974 C	1.813 C
Retail Banking	588.999	4.889 C	1.708 C	3.174 C
Asset Management	1.898.391	8.271 C	2.188 C	6.083 C
Total	1.189.391	10.948 C	4.870 C	6.078 C

SBO Explorer

SBO Explorer

Home Explore: Bank Profitability Frankfurt x Refreshed On: 2009/04/23 20:38 Records: 9,379 (8,913)

Measures: Contribution Margin II (C) None None (Showing 1 To 5 Of 6 Suggestions)

LOI BA Profit Center	LOI Business Segment	LOI Rating	LOI Country	LOI External Product
Amnoco Frankfurt	Investment Banking	A	Agen	Mortgage Loan
Finco Frankfurt	Commercial Banking	BB	Germany	Future
SIEM Frankfurt	Consumer Banking	C	Australia	Bond in Trading Portfolio
UtopCorp Frankfurt		B	United States	OTC Option
GMBank Frankfurt		BBB	United Kingdom	Enrollment Loan
Bankof Frankfurt		BBB	Italy	Lined Option
AM Frankfurt		BBB	Spain	Commercial Loan
Bankof Frankfurt		CC	Austria	Stock
SME Tokyo		AAA	France	Cap / Floor / Collar
CapMark Hong Kong				FX Spot Trading
CapMark Tokyo				Home Equity Loan
UtopCorp Tokyo				Time Deposit
Rabobank Tokyo				Call Money
Bankof Tokyo				Current Account
Bankof Sydney				Profit Rate Agreement
Bankof New York				Other

Visualize the Data

LOI External Product Contribution Margin II

LOI External Product	Contribution Margin II
Mortgage Loan	2,991,292,489.0
Future	1,404,014,114.5
Bond in Trading Portfolio	450,393,175.54
OTC Option	444,404,475.74
Enrollment Loan	325,750,881.79
Lined Option	201,360,759.44
Commercial Loan	192,528,027.3
Stock	120,433,589.86
Cap / Floor / Collar	118,915,177.64
FX Spot Trading	85,541,541.91
Other	298,104,766
Total (19)	6,433,739,288.52

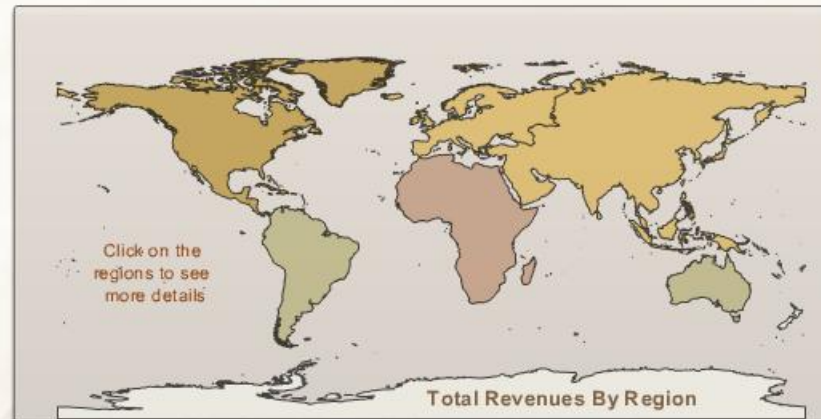
Demonstração de Resultados



Acme Inc.

Consolidated Statement of Income- Q2 - FY 2005 *Sample Data*

Consolidated Statement of Income			
<i>Company ABC (Thousands \$)</i>	Q2/04	Q2/05	Variation
Net revenues	\$4,000	\$5,800	45.0% ↑
Cost of sales	\$1,789	\$2,500	-39.7% ↓
Research and development	\$500	\$750	50.0% ↑
Marketing, general and admin.	\$470	\$650	38.3% ↑
Other Expenses	\$23	\$50	117.4% ↑
Operating costs and expenses	\$2,782	\$3,950	42.0% ↑
Operating income	\$1,218	\$1,850	51.9% ↑
Gains (losses) on equity sec.	\$5	\$7	40.0% ↑
Interest and other, net	\$45	\$41	-8.9% ↓
Income before taxes	\$1,268	\$1,898	49.7% ↑
Provision for taxes	\$380	\$569	49.7% ↑
Net income	\$888	\$1,329	49.7% ↑



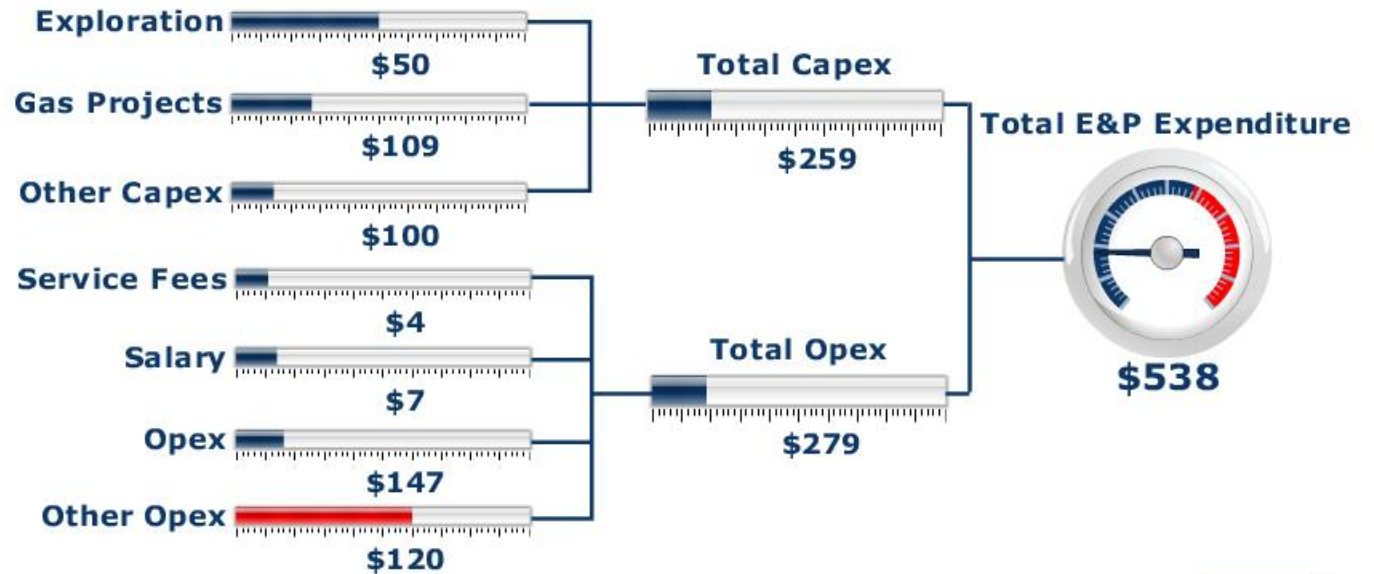
About

©2004-2005 Business Objects

Powered by
Crystal Xcelsius

E&P Dashboard

- Budget
- Lifting
- Ops Dashboard



What if Analysis

Monthly Values in \$,000s

- Table
- Scenario

Exploration



\$50

Gas Projects



\$109

Other Capex



\$100

Service Fees



\$4

Salary



\$7.0

Opex



\$147.4

Other Opex



\$120

BI 2.0: Business Intelligence para o Presente e para o Futuro



Mobile

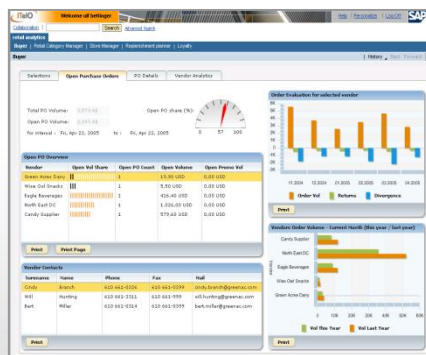
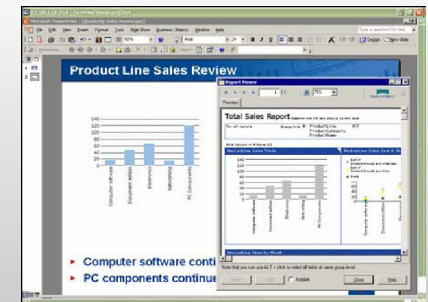
Interactive reports and dashboards on mobile devices



Reaching business users where they work, anytime.

Live office

Seamless integration of BI into Microsoft Office



Webservices

Enables BI for SOA and Operational BI



BI Widgets

Live, auto-updated report content and KPI's on the desktop

Obrigado!

Samuel Janes
Principal Business Developer
SAP Portugal

samuel.ferreira.janes@sap.com
www.sap.com

THE BEST-RUN BUSINESSES RUN SAP™





The functionalities of SAP software described in the present document are uniquely and exclusively of an informative nature for the client. The sole purpose is to inform the client of the product and related functionalities.

By all affects this document does not contemplate the acquisition by the end user of the totality of functionalities previously indicated.

The functionalities of SAP software that might be acquired by the Client will be determined in the software usage license agreement. Such agreement must be signed by both parties, SAP and the Client.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP AG. The information contained herein may be changed without prior notice.

Some software products marketed by SAP AG and its distributors contain proprietary software components of other software vendors.

SAP, R/3, xApps, xApp, SAP NetWeaver, Duet, SAP Business ByDesign, ByDesign, PartnerEdge and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and in several other countries all over the world. All other product and service names mentioned and associated logos displayed are the trademarks of their respective companies. Data contained in this document serves informational purposes only. National product specifications may vary.

The information in this document is proprietary to SAP. No part of this document may be reproduced, copied, or transmitted in any form or for any purpose without the express prior written permission of SAP AG. This document is a preliminary version and not subject to your license agreement or any other agreement with SAP. This document contains only intended strategies, developments, and functionalities of the SAP® product and is not intended to be binding upon SAP to any particular course of business, product strategy, and/or development. Please note that this document is subject to change and may be changed by SAP at any time without notice. SAP assumes no responsibility for errors or omissions in this document. SAP does not warrant the accuracy or completeness of the information, text, graphics, links, or other items contained within this material. This document is provided without a warranty of any kind, either express or implied, including but not limited to the implied warranties of merchantability, fitness for a particular purpose, or non-infringement.

SAP shall have no liability for damages of any kind including without limitation direct, special, indirect, or consequential damages that may result from the use of these materials. This limitation shall not apply in cases of intent or gross negligence.

The furnishing of this document shall not be construed as an offer or as constituting a binding agreement on the part of SAP to enter into any relationship. SAP provides this document as guidance only to estimated costs and benefits of the predicted delivery project.

These materials are based upon external and assumptions that are subject to change. These materials present illustrations of potential performance and cost savings, not guarantees of future performance or cost savings. The materials are provided solely for internal review and use by the subject Company. SAP AG and its affiliated companies ("SAP Group") make no representation or warranties of any kind with respect to these materials, and SAP Group shall not be liable for errors or omissions with respect to these materials

The furnishing of this document shall not be construed as an offer or as constituting a binding agreement on the part of SAP to enter into any relationship.

The statutory liability for personal injury and defective products is not affected. SAP has no control over the information that you may access through the use of hot links contained in these materials and does not endorse your use of third-party Web pages nor provide any warranty whatsoever relating to third-party Web pages.