

## QLIKVIEW CONNECTOR FOR USE WITH SAP NETWEAVER®

### Increasing the Value of SAP with Quick, Flexible, Ad Hoc Analysis

Organizations have spent millions automating their business processes. But many still lack the ability to fully leverage the wealth of data contained in SAP. SAP's OLAP-based business intelligence (BI) is complex and predicated on an all-SAP cube structure. ABAP queries, SAP BW, and module reports can be difficult to use. In contrast, QlikView's associative, in-memory platform with the QlikView Connector for use with SAP NetWeaver® enables SAP users to perform quick, flexible, visual, ad hoc analysis and reporting. This analysis can also integrate data from external non-SAP sources. Using QlikView, organizations complement their centralized SAP reporting capabilities with instant, user-driven analysis, allowing decision-making at the speed of business.

#### INSIGHTS ARE LOCKED UP IN SAP

We frequently hear SAP users complain about the difficulty of accessing and analyzing their SAP data. ABAP queries, SAP BW, and module reports take users part way to the insights they need but have serious shortcomings. It is difficult to interact with the SAP system across its entire dataset, or even across multiple dimensions within tables. Conducting reporting and analysis across tables and integrating data from other systems are extremely challenging. Built for centralized reporting, SAP and most third-party add-on tools lack the flexibility to meet new reporting demands. This is especially true when requirements include combining SAP data with data from other sources, and when large data volumes cripple performance. As a result, SAP users lack visibility into their business processes and critical insights remain hidden away inside the SAP system.

#### QLIKVIEW HIGHLIGHTS

In one unified solution, QlikView helps organizations:

- **Develop powerful analyses, reports, and dashboards.** Empower business users with rich, interactive visualizations. Seamlessly integrate all available data from any system, with drill-down access in a few clicks.
- **Deploy and administer applications with anywhere accessibility.** Deploy rich client, browser, or mobile apps to tens or thousands of users. Reach people on whatever device they use to get their jobs done.
- **Analyze data at the speed of thought.** Explore information intuitively, rather than hierarchically. Investigate down to the lowest level of detail for answers in an instant. Spark insights that lead to action.
- **Collaborate through shared applications and findings.** Share QlikView documents and bookmarks, PDF reports, and graphs and charts. Integrate QlikView directly with desktop and web applications for unparalleled productivity.
- **Leverage integrated, flexible, and powerful security.** Integrate with existing security infrastructure for single signon, logging and auditing, granular security, and delegated administration.

## SELECT SAP CUSTOMERS USING QLIKVIEW:

Alto Parana  
Amcor  
Atlas  
Copco  
British American Tobacco  
Deutsche Telekom  
Eurohypo  
FE Global Electronics  
Gebrüder  
Schmid  
Gen-Probe  
Halton  
Hella  
Hercules  
Heidelberg  
Landesbank Rheinland-Pfalz  
Lifetime Brands  
Malteser  
Marienhospital  
Gelsenkirchen  
Merck  
Northwest Pipe  
Robert Zapp  
Sandvik  
Schonmackers  
Vattenfall  
WILO

## BENEFITS OF QLIKVIEW FOR SAP

QlikView delivers power and simplicity without the cost or complexity of traditional BI tools.

- **Flexibility to combine data sources:** QlikView combines data from SAP® R/3®, mySAP™, SAP BW, and BEX queries with data from non-SAP systems. All of this data is available to users with a single click.
- **Speed of deployment:** Deploy individual analyses and reporting solutions in weeks or days using the QlikView script builder. Expedite and simplify the process of analyzing relevant data from SAP using the QlikView SAP Data Dictionary.
- **Ease of use:** QlikView is easy for business people to use and IT pros to manage. Most users become productive with QlikView after less than one hour of training.
- **Data warehouse not required:** QlikView combines data from SAP and other sources in memory, with or without an existing data warehouse, for simple and fast reporting, development, and updates.
- **Pre-packaged analysis templates:** QlikView offers out-of-the-box templates for financial control (based on the SAP FI module) and sales and distribution applications. Now you can gain instant insight from day one.
- **Certified interface:** The QlikView Connector for use with SAP NetWeaver® gives customers added assurance of SAP certification when using QlikView to visualize critical information from their SAP system.
- **Reuse of reports and queries:** The QlikView BW OLAP connector enables organizations to reuse business logic and leverage investments they have already made in BEX queries. Likewise, QlikView provides rapid and easy access to DSO / ODS objects, ABAP reports, and SAP queries.

## QLIKVIEW: REVOLUTIONARY SAP DATA ANALYSIS

### EXECUTIVE ANALYSIS

Traditional OLAP technology requires executives to anticipate every question and then have IT build the analysis. QlikView is different. QlikView associative, in-memory analysis provides a complete view of an SAP-powered business in one application. With QlikView, end users can intuitively change their analysis on the fly. They can develop new analyses within hours with minimal IT support. Executives get fast answers to critical, often complex, business questions. They gain insights that inspire new questions and deliver answers that hadn't been considered before now. QlikView enables all standard BI capabilities — predictive analysis, “what-if” scenarios, dashboard KPIs, balanced scorecards, and more — at the speed of business.

### SALES AND CUSTOMER ANALYSIS

Customer information is abundant in SAP systems and external databases. QlikView makes it easy for people in sales, marketing, and customer service roles to access and use this data. End users from senior management to sales people in the field can interact with analyses of market trends, customers, and product/service performance. QlikView enables instant insights, which results in timely and accurate alignment of product and sales strategies with customer needs. The end result: improved margins, increased revenue, and higher profits.

### SUPPLY CHAIN ANALYSIS

QlikView empowers supply chain managers with instant, deep visibility into demand planning and execution. SAP users can collaborate with suppliers and integrate data from suppliers' systems into QlikView analyses. With QlikView-enabled intelligent demand/supply analytics, organizations reduce operational costs while increasing responsiveness to customers.

### MANUFACTURING ANALYSIS

Factory planners and managers equipped with QlikView quickly see where and how to systematically improve their SAP-driven processes. Using QlikView, organizations can rapidly shift production needs to capture competitive benefits, reduce product defects, and implement or refine data-intensive best practices methodologies such as Six Sigma, lean manufacturing, and activity-based costing.

“ QlikView adds significant value to our IT installation. At last, we can gain the insight necessary to make better strategic decisions with information in SAP, and we can do it quickly and with simplicity. ”

– Michael Neff, CIO,  
Heidelberger  
Druckmaschinen AG

## FINANCIAL ANALYSIS

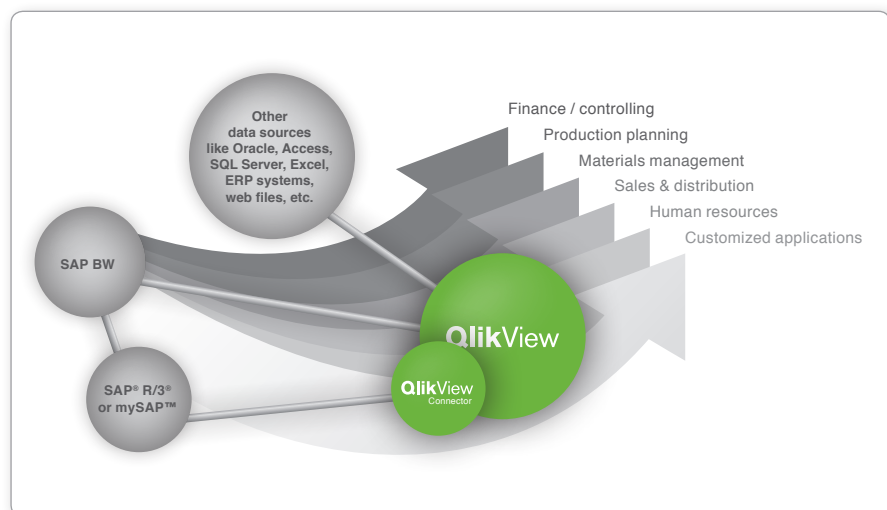
QlikView brings speed, accuracy, and visibility to financial management and regulatory compliance processes that depend on SAP data. QlikView's ability to quickly cleanse data helps SAP users across the enterprise work with the same information, and eliminating confusion. This also reduces the time it takes to conduct analysis and run reports. QlikView simplifies compliance with SOX, IFRS, GAAP and other accounting statutes and standards, as well as environmental, health, safety, and commerce regulations.

## DEPARTMENTAL ANALYSIS

Because QlikView analysis can be conducted on any data in any dimension, QlikView decision support can be applied to any area affecting business performance and costs. QlikView can help organizations more effectively leverage every SAP module that captures information, for use in departments such as HR, R&D, and IT.

## INCREASE THE VALUE OF SAP WITH QUICK, FLEXIBLE, AD-HOC ANALYSIS

Companies don't run on SAP, they run on people making decisions. Now that industry leaders have automated processes with SAP, they are turning to QlikView for the insights and speed necessary to extend their business advantage.

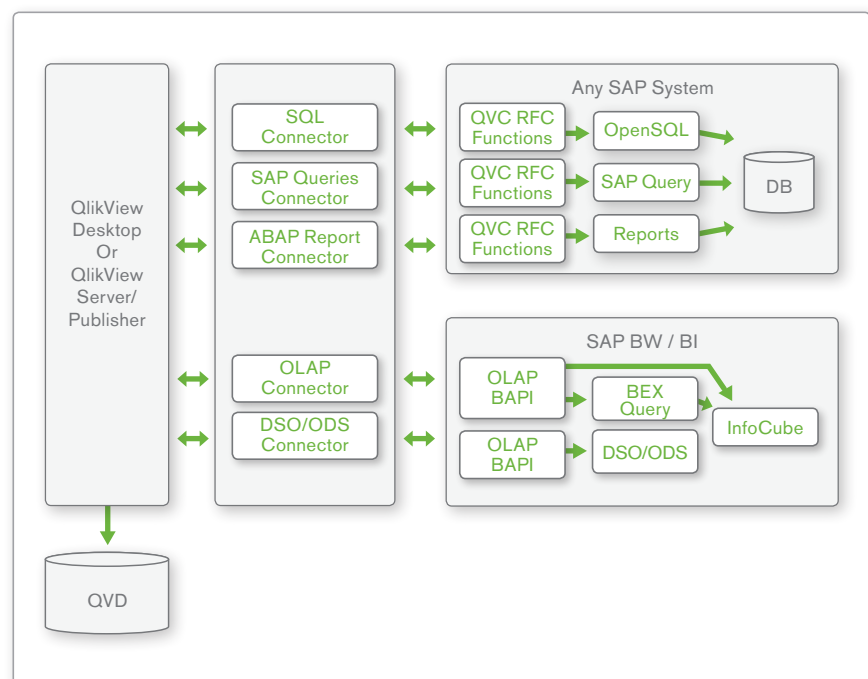


“QlikView has been fantastic. The ability to aggregate historical data from various enterprise software systems with the data from our SAP systems has made company information more accessible for everyone and enabled our users to develop consolidated reports rapidly and efficiently.”

– Clifford Siegel  
Senior Vice President,  
Global Supply Chain,  
Lifetime Brands, Inc.

## HOW THE CONNECTOR WORKS

By deploying QlikView’s connector, SAP customers can deploy QlikView applications that are tied directly back to their FI, CO, SD, MM, and other SAP modules. These analyses can also combine non-SAP data sources in a rapid, flexible, and easy way. Users gain access to analysis at both an aggregated level and a detailed transaction level. The SAP-certified connector works as a read-only remote function call and enables direct access to SAP data.



## CHECK OUT THE SAP TRADE COCKPIT DEMO ONLINE

Our SAP Trade Cockpit demo application shows how easy it is for organizations to capitalize on their existing SAP investments. With the QlikView Connector for use with SAP NetWeaver®, business users gain the insights they need to excel in their day-to-day work. View and explore a demo of the SAP Trade Cockpit here on the web: <http://demo.qlikview.com/QvAJAZZfc/AccessPoint.aspx?open=&id=Demo|SAP%20Trade%20Cockpit.qvw&client=Ajax>.

**SAP Trade Cockpit**

SAP Trade Cockpit Template QT1\_800 v1.0 - Powered by QlikView - SAP Connector v5.0 System ID:QT1, System Number: 30, Client: 800; IDES R/3 4.7 Enterprise; SAP BASIS 6.20.11

Management Information for Strategic Planning and Tactical Execution Support Covers SAP's modules: Sales & Distribution (SD), Materials Management (MM), and Finance (FI)

**QlikView on SAP Allows You to**

- \* Analyze Customer, Team and Product Performance
- \* Find and Identify New Revenue and Cost Savings Opportunities
- \* Always Have Access to Reliable, Interactive and Actionable Information
- \* Be Empowered to Make Faster More Accurate Decisions
- \* Sell More at Higher Margins - Management Information Excellence

SAP Certified  
Powered by SAP NetWeaver®

QlikView

Last Modified: Mon, 21 Jul 2008 11:07 GMT

Moving forward with In-Memory Analysis

**QlikView** 2000 2001 2002 Q1 Q2 Q3 Q4 Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

**Current Selections**

Fields Values

Slide to see Top N Performers

**Top 25 Products**

Material - Code & Name	Total Sales	Gross Profit	GP%
R100016 - Tuner	349.826.899	174.946.409	50,0%
K300	1.574.807	(3.343.335)	-212,3%
R100000 - Yoghurt all natural	1.069.751	(811.743)	-75,9%
1400-750 - Deluxe Gas Tank-Strapping Decals	504.716	(321.174)	-63,6%
HT-1000 - Notebook Basic 15	14.240	(7.960)	-55,9%
R100001 - Fauna margarine	902.070	(342.102)	-37,9%
R100009 - Screwdriver (cross-head)	940.712	(341.708)	-36,3%
M-18 - sockets SH4500	1.876.185	(649.356)	-34,6%
R100008 - Pepper	396.082	(106.130)	-26,8%
R100005 - RAVIOLI LA MAMMA	42.404	(5.622)	-13,3%
R-1180 - CD ROM Drive	60.507	(6.171)	-10,2%
R100007 - Net of oranges, 4lb	583.559	(47.508)	-8,1%
R100002 - Salami			

**Time Comparison**

**Net Sales Comparison**

Bar chart showing Net Sales Comparison for 2000, 2001, and 2002. Values: 2000: 25, 2001: 35, 2002: 28.

[Updated at Mon, 21 Jul 2008 11:07 GMT]

## SAP SYSTEM REQUIREMENTS

- SAP BASIS system 4.6c or later
- SAP Business Warehouse 3.0 or later

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