

## QlikView for SAP®

### Increasing the value of SAP with quick, flexible, ad-hoc analysis

Companies have spent millions automating their business processes, but many still lack the ability to fully leverage their wealth of data contained in SAP. Not only are ABAP queries, SAP BW and module reports difficult to use, but OLAP-based Business Intelligence (BI) is also complex and predicated on an “all SAP” cube structure. QlikView in-memory analysis, with the specially-designed QlikView Connector powered by SAP NetWeaver®, enables SAP users to perform quick, flexible, visual, ad-hoc analysis and reporting, which can include combining data from external non-SAP sources. Using QlikView, companies complement their centralized SAP reporting capabilities with instant, user-driven visibility into business processes, allowing SAP-based decision-making at the speed of business.

QlikView brings together everything you need to develop, deploy, analyze, and collaborate for better decisions and faster action – all in one solution. QlikView delivers power and simplicity, without the cost or complexity of traditional BI applications. With QlikView, you can:

- Develop powerful analyses, reports and dashboards – seamlessly integrating all available data from any system – with drill-down access in a few clicks.
- Deploy and update applications to tens or thousands of users from desktop to laptop to browser to mobile – with anywhere accessibility and reliable security.
- Analyze data at the speed of thought. QlikView works the way your mind works so you can explore information intuitively – not hierarchically. Results spark the insights you need to act, or investigate down to the lowest detail, for answers in an instant.
- Collaborate through shared applications and shared findings. Integrate QlikView directly with your other desktop applications for unparalleled productivity.

#### SAP performance challenges

The inability to easily access and analyze data captured in SAP is well known. ABAP queries, SAP BW or module reports

all present their own issues. It is difficult to interact with the system across its entire data set or even across multiple dimensions within tables. Reporting and analysis across tables or integrating data from other systems is extremely challenging. Built for centralized reporting, SAP and third-party tools lack flexibility for new reporting demands, especially when needing to include data from other sources, and when large data volumes cripple performance. As a result, end users lack visibility into business processes and critical insights hidden in SAP to make fast, informed, business decisions.

#### Business benefits of QlikView for SAP

- Flexible: QlikView combines data from SAP® R/3®, mySAP™, SAP BW, BEX queries and data from non-SAP systems within a click.
- Fast: Deploy individual analyses and reporting solutions in days or weeks by using the QlikView SAP Script-Builder to locate the data you want via the SAP Data Dictionary.
- Easy-to-use: For both IT and business end users, QlikView is highly intuitive with most users working effectively after less than one hour of training.
- No Data Warehouse required: QlikView combines data from SAP and other sources in memory – with or without an existing data

#### Representative QlikView Customers on SAP

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 Tumi ▪ Vattenfall ▪ WIL0

warehouse – for simple and fast reporting, development and updates.

- Pre-packaged analysis templates: QlikView offers templates for financial accounting (based on the SAP FI module, containing General Ledger data), sales and distribution, materials management, production planning and human resources applications for “out of the box” rapid SAP analysis.
- Certified interface: Powered by SAP NetWeaver®, QlikView Connector gives customers added assurance of the ease with which they can visualize critical information from SAP solutions using QlikView reporting for fast analysis and decision making.
- Reuse BEX queries: Leverages the QlikView BW OLAP Connector to reuse business logic and your investment in BEX queries with QlikView. Utilizes delta loading into QlikView from SAP BW to accelerate your BEX queries.
- Reuse DSO / ODS Objects: Provides rapid and easy access to your investment in DSO / ODS objects for rapid analysis.

## QlikView: Revolutionary SAP data analysis

### Executive analysis

QlikView in-memory analysis provides a complete view of SAP-powered business in one application. Unlike OLAP technology, which requires executives to anticipate every question and then have IT build the analysis, QlikView operates intuitively with end-users able to change to analysis “on the fly” and develop totally new analysis within hours – with minimal, if any IT support. QlikView’s associative technology mirrors how the mind works. Executives get fast answers to critical, often complex, business questions, as well as insights that inspire new questions and answers never before considered. 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 accumulates in SAP systems and external databases. QlikView makes it easier for sales, marketing and customer service functions to access and use it. End users from management to field forces can view analyses of market trends, customers and product/service performance to do their

jobs better. The instant insights provided by QlikView enable more timely and accurate alignment of product and sales strategies with customer needs, helping to grow margins, revenue, and profits.

### Supply chain analysis

QlikView empowers supply chain managers with faster and deeper visibility into demand planning and execution. SAP users can collaborate more closely with suppliers and integrate data from suppliers’ systems into QlikView analysis. With QlikView-enabled intelligent demand/supply analytics, businesses 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. QlikView increases capabilities to 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.

### Financial analysis

QlikView brings speed, accuracy and visibility to financial management and

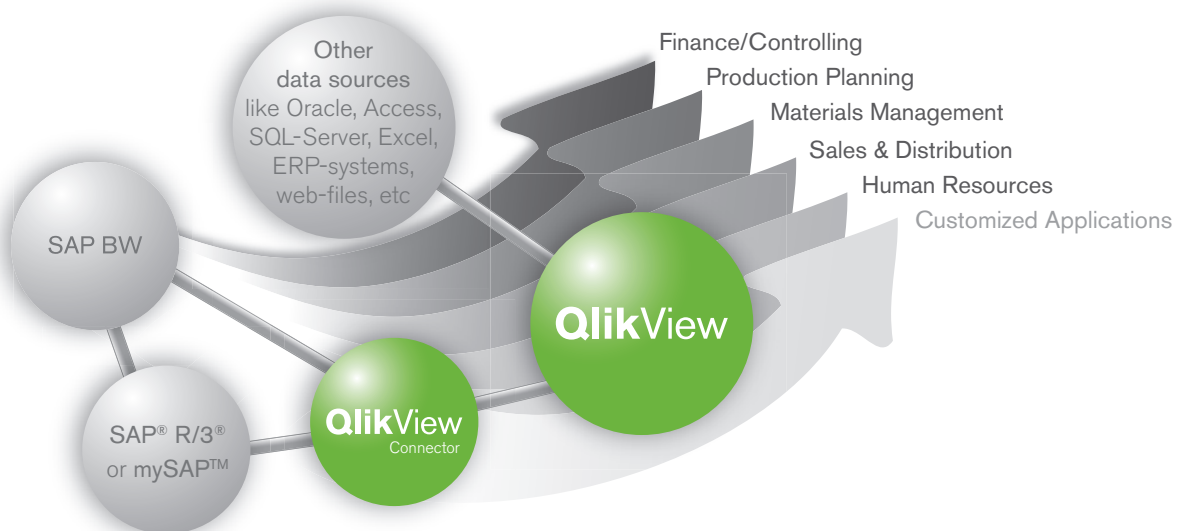
regulatory compliance dependent on SAP data. QlikView’s capabilities to quickly cleanse data helps SAP users across the enterprise work with the same information, eliminating confusion and reducing the time to perform analysis and reporting. In addition to improving insights into financial performance and business risks, QlikView simplifies compliance with SOX, IFRS, GAAP and other accounting statutes and standards, as well as environmental, health, safety, and commerce regulations across world markets.

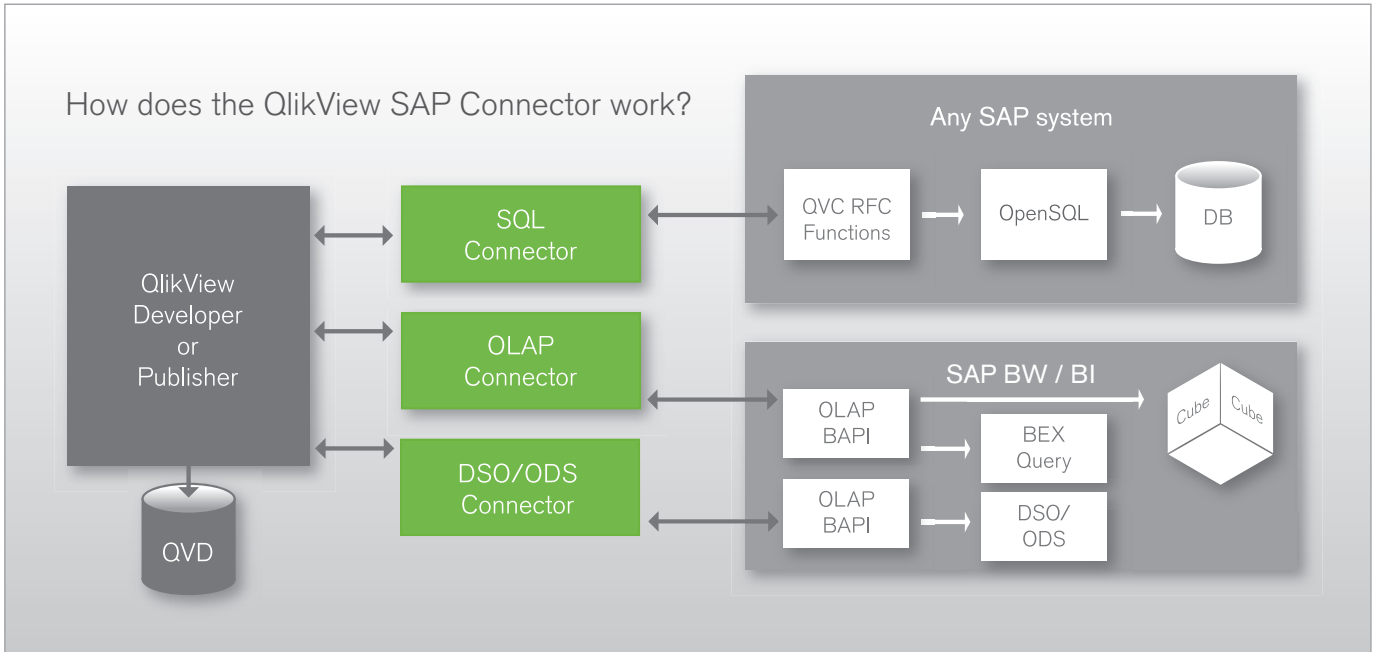
### HR, R&D and IT analysis

Since 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. As indicated by the chart below, every SAP module captures information that can be leveraged more effectively with QlikView.

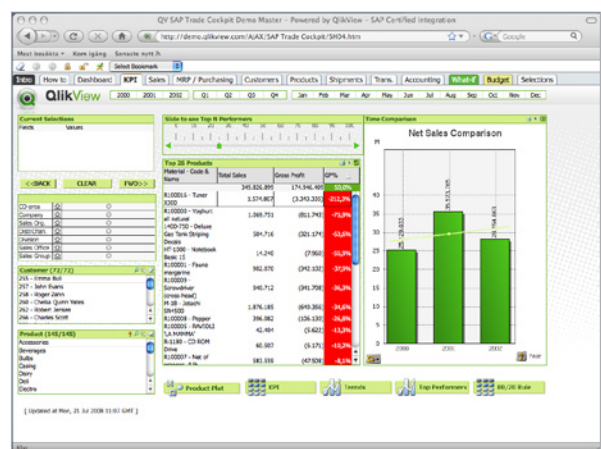
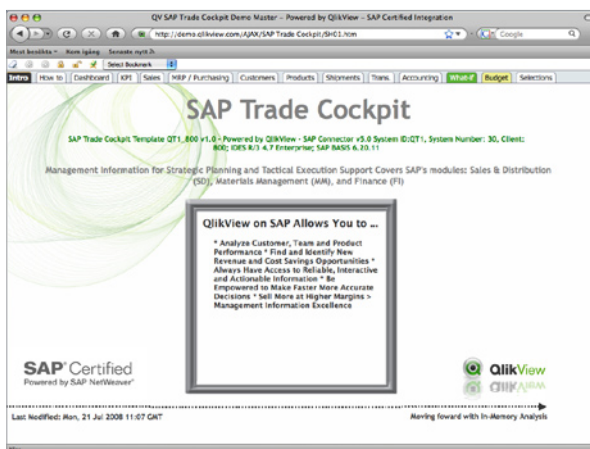
### Increasing the value of SAP with quick, flexible, ad-hoc analysis

Companies don’t run on SAP, they run on people making decisions. Having automated processes with SAP, industry leaders are now turning to QlikView with QlikView Connector powered by SAP NetWeaver for the insights and speed necessary to extend their business advantage.





The SAP-certified QlikView Connector works as a read-only Remote Function Call and enables direct access to SAP data. By deploying the QlikView SAP Connector, SAP customers can deploy QlikView applications tied directly back to their FI, CO, HR, SD, MM, PP and other SAP modules. These analyses can also include other non-SAP data sources in a rapid, flexible, and easy manner. Either way, users will have access to analysis at both an aggregated level and a detailed transaction level.



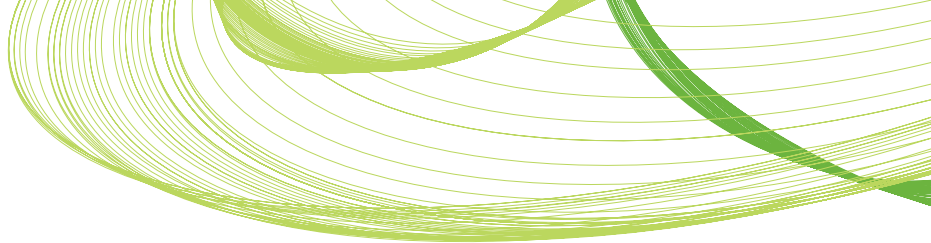
View and explore a live demo of the SAP 'Trade Cockpit' at <http://demo.qlikview.com/AJAX/SAP%20Trade%20Cockpit/>

#### System Requirements for SAP

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

**SAP® Certified**  
Powered by SAP NetWeaver®

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“ 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*

“ 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.*