

SAP Solution Brief

SAP ERP

SAP Data Maintenance for ERP by Vistex

Objectives

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Quick Facts

Efficient Product, Pricing, and Partner Data Maintenance



The Best-Run Businesses Run SAP™



Putting data maintenance in the right hands

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When it comes to managing product, pricing, and partner data, no one can afford to make mistakes that affect orders, deliveries, payments, and ultimately profitability and customer satisfaction. Data maintenance must be a top priority. But as product and customer portfolios grow and the speed of business accelerates, **keeping pace with data maintenance requirements** can be a challenge.

Data maintenance is typically delegated to IT experts instead of the people who understand the products, pricing structures, and partner relationships. To compensate for complex, time-consuming manual processes, IT is asked to perform frequent updates and mass changes with little criteria to ensure quality.

Meanwhile, critical data ends up scattered across multiple systems and transactions. And what about validation and control? Many organizations lack the validity checks and procedures required for maintaining master

data integrity, leading to data entry errors, noncompliance issues, and operational expense.

But what if business users could arrange hierarchies or add data elements without specific technical know-how? What if they could easily find the data they need, and if that data were easy to aggregate? What if data maintenance responsibilities were in their hands, and they could understand this data? That's the concept behind the SAP® Data Maintenance application for ERP by Vistex.



Making faster, better-informed business decisions

Making faster, better-informed business decisions

Better product data: keep pace with the innovation cycle

Better pricing data: gain visibility and control

Better partner data: manage customer and vendor relationships

More flexibility: drive increased sales with deals management

Better price control: manage U.S. government compliance

SAP Data Maintenance provides a powerful set of workbench tools that allow nontechnical business users to maintain product, pricing, customer, and vendor master data within the SAP ERP application – including customer and vendor information records. Through an intuitive user interface and functionality that minimizes complexity, business users can execute mass updates of master data without having to rely on IT experts.

SAP Data Maintenance dramatically increases the value of master data and the efficiency with which you manage it. For example, after taking in data from spreadsheets or flat files, the software performs user-defined edit validations to help ensure completeness and accuracy. It also works in conjunction with workflow supported by the SAP NetWeaver® technology platform to route proposed master data changes internally for review and approval before they are entered into SAP ERP.

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When business users take meaningful ownership of their data, the result is improved data quality and visibility – for better-informed decisions.



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With an emphasis on flexibility, SAP Data Maintenance supports multiple data attributes, such as time-based future values, as well as multiple identification mechanisms for easier management of data where product, pricing, and partner data is combined in sometimes complex relationships. Users can depict hierarchies and relationships in a multitude of formats and more effectively manage data maintenance responsibilities for related condition types, such as purchase price from vendors and sales price for customers.

Most important, SAP Data Maintenance gives business users unprecedented insight into product, pricing, customer, and vendor data in SAP ERP. This visibility is further augmented by data-profiling tools that generate comprehensive statistical reports to keep business users up-to-date on the status of critical customer and vendor relationships. SAP Data Maintenance also facilitates master data maintenance across organizational levels – such as sales organizations, distribution channels, divisions, plants, and storage locations. This improves productivity and accuracy by eliminating the tedious and repetitious process of duplicating master data maintenance transactions for multiple organizational entities.



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As customer demand becomes increasingly fragmented, product innovation cycle times are shrinking. To keep pace, you must find ways to rapidly create data for new products and adapt existing data as products move through their lifecycles. Also, industry and trade organizations assign their own identities and standard attributes to a wide range of products. To work with these organizations, product data in SAP ERP must be validated, recorded, and synchronized with these standards – and then transmitted through Web-based exchanges. Here, the key is accuracy and flexibility in the maintenance of master data.

SAP Data Maintenance performs the appropriate checks, reviews, and approvals before data is passed on to the material or article master. You can maintain unlimited attributes for products, accommodating the data requirements of partners or trade organizations. You can also flexibly organize products according to meaningful hierarchies that allow business users to find the right product for the right transaction at the right time. And through a single point of access, users can update all product-related data in SAP ERP including the material or article master, information records, and pricing condition records.



Better pricing data: gain visibility and control

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As product offerings continue to proliferate in response to consumer demand, it's important to have visibility into the complex pricing scenarios that exist for customers, manufacturers, and channel partners. SAP Data Maintenance helps your organization manage complex pricing challenges with greater ease and efficiency. Using a consistent interface that supports greater data visibility, you get an overview of pricing, costs, and margins for the products you buy, produce, and sell. Intuitive functionality allows users to adjust prices without delays and execute mass pricing updates – shaving hours off the process.

A range of analytical tools enables greater insight into your pricing data. These tools allow you to perform price simulation, cascade analysis, and modeling to effectively and intelligently apply pricing policies and strategies to any given situation. You can also discover overlapping pricing schemes and adjust price elements accordingly. This helps ensure that your best customers get your best prices.

Why expend resources to manually maintain pricing data – and risk inaccuracy and inconsistency – when you can have SAP Data Maintenance on your side?



Better partner data: manage customer and vendor relationships

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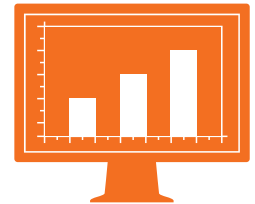
Better price control: manage U.S. government compliance

Customers come and go, and partner relationships evolve through acquisitions and divestitures – not to mention constant changes to addresses and contact information for both customers and partners. Effective management of this dynamic data is critical for maintaining solid relationships.

SAP Data Maintenance can help by providing a complete, unified picture of all of customers and partners in SAP ERP. Supporting unlimited, user-defined attributes, the application allows your business users to organize and display customers and partners according to the requirements of your organization – rather than the requirements of the data.

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When business users can easily display information according to their own needs and are confident in its quality – that insight is power.



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For example, the software enables you to maintain customer- or vendor-specific product data, such as product cross-reference numbers and special pricing, in customer or vendor information records. You can search these records within SAP ERP and process multiple customers and partners through a dashboard-style interface to depict relationships such as subsidiaries, joint ventures, acquisitions, and spin-offs. You can also record related partner roles such as ship-to, sales employees, and payer, giving you far more flexibility and visibility than would be possible with the master record alone.

To keep records current, the application also allows users to request updates to SAP ERP partner data using a maintenance request transaction. You can assign future effective dates to attribute changes and have them instantly updated on the customer and vendor master on the effective date. For even cleaner data, you can compare partner attributes, discover duplicates, and pinpoint inconsistent or inaccurate data across partners.

No matter how complicated your partners' and customers' organizations, the software can help your people visualize the various entities they comprise.



More flexibility: drive increased sales with deals management

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SAP Data Maintenance contains a deal management feature for managing limited-duration price arrangements that involve the purchase of multiple products to qualify for special pricing. The quantities of categories, brands, or specific products that must be purchased to qualify, and those offered at special pricing, are tracked and are evaluated on the customer order. All applicable deals are presented at the time of order entry. Deals can be offered at large or to specific customers.

Users can create complex pricing rules for order processing. Some of the deal types that are possible with this functionality are:

- Buy a certain number of product X, get product X (or Y) at a discount (or free); for example, buy one, get one at half price; buy two, get one free; buy one, get 25% off an accompanying product
- Buy a certain number of products or spend a certain amount, get a discount on the entire order



Better price control: manage U.S. government compliance

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Pharmaceutical manufacturers require specific functionality to comply with price regulations of the largest healthcare payer in the world: the U.S. government. SAP Data Maintenance allows users to define, model, and implement the data collection and calculations to ensure compliance with federal regulations on price reporting used in government contracting (federal supply schedule, public health systems), and Medicare and Medicaid programs. SAP Data Maintenance allows you to maintain your government contracts and track compliance in your commercial pricing. The software also supports processes to manage payments for state Medicaid, federal TRICARE, and Medigap pharmaceutical rebate programs.



Real business benefits: data you can count on

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By putting responsibility for SAP ERP master data maintenance into the hands of business users, SAP Data Maintenance delivers a host of tangible business benefits. You can:

- **Improve productivity** with automated mass-update tools and an intuitive interface that simplifies maintenance for product, pricing, customer, and vendor master data in SAP ERP
- **Reduce business risk** by increasing the accuracy and reliability of relevant master data that supports critical business transactions
- **Increase business performance** with actionable business insights gleaned through an all-in-one view into interrelated product, price, and partner master data
- **Strengthen compliance** with consistent, up-to-date data and a solid audit trail that helps simplify reporting
- **Integrate visibility and management** of deal agreements for promotions with variable qualifications and complex pricing rules
- **Manage government pricing** with specific functionality to define, model, implement, and enforce pricing policies and reporting that follow U.S. federal and state regulations





Objectives

Summary

The SAP® Data Maintenance application for ERP by Vistex empowers business users to maintain critical product, pricing, and partner data in the SAP ERP application without reliance on technical experts. Through an intuitive user interface and functionality that minimizes complexity, business users can view interrelated data and propose and validate individual or mass changes. This increases the value of the master data in SAP ERP and the efficiency with which you manage it.

Objectives

- Keep up with data maintenance duties
- Enable business users to maintain master data without relying on technical support
- Reduce the cost of compliance via validity checks and approvals

Solution

Benefits

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- Automated tools for updating SAP ERP data in a single real-time or batch process
- Single-point of access for all users, who access the same data through a role-based interface
- Multiattribute management to accommodate partner and industry standards

Benefits

- Boost productivity with automated mass-update tools and an intuitive interface that simplifies data maintenance in SAP ERP
- Enhance business performance through an all-in-one view into master data
- Support compliance and cut costs with a solid audit trail that simplifies reporting

For More Information

Contact your SAP representative today or visit us online at www.sap.com/usa/solutions/solutionextensions/index.epx.

