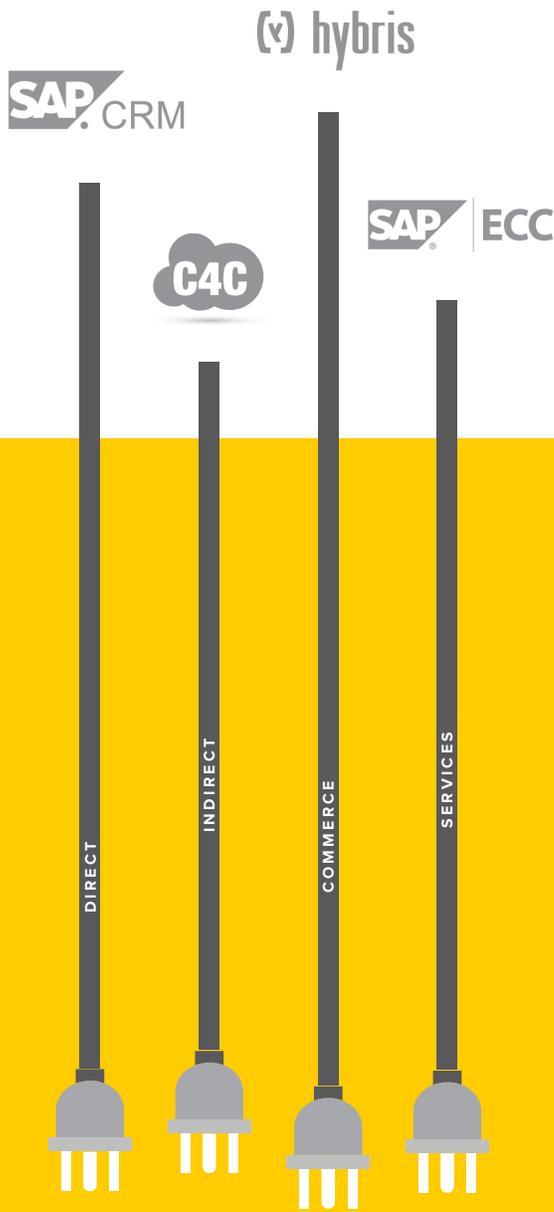


# Why do SAP customers choose FPX?



FPX extends the capabilities of your organization's existing SAP technologies with seamless, productized integrations and connectivity to our enterprise applications, including FPX CPQ. 

Enabling a true omnichannel strategy, FPX gives business the power to go beyond the direct sales organization, and bring consistency and connectivity to vendors and partner channels, ecommerce users, and internal teams across the sales organization.

**To learn more about our product-built applications for SAP, visit us at [FPX.com](https://www.fpx.com).**



# FPX for SAP Variant Configuration

## EXTENDING THE CAPABILITIES OF YOUR SAP TECHNOLOGIES WITH CPQ

Businesses managing product and pricing data in SAP backend systems require a solution that can source, augment and integrate with other data and business rules to support Configure-Price-Quote (CPQ) applications such as FPX CPQ.

To facilitate a seamless data transfer, FPX provides SAP users with a Variant Configuration Connector, ensuring automated operation and transfer of data from the SAP Variant Configuration Knowledge Base to FPX's data modeling engine where additional attributes, business rules, and logic are combined to create master sales and commercial definitions that can then be presented by the CPQ application to the end user.

### The FPX-SAP Connector provides two primary functions:

1. FPX's VC Connector exports data from an organization's SAP data into a staging database. The staging database is created on the same database server used for FPX's proprietary data modeling engine. Users provide XML control files and specify connection information, what materials to export, and where to export them to.
2. The VC Connector also imports data from the staging database into a data modeling database. Users of our data modeling engine can combine the imported data with other data, add or modify business rules, and include image references. The data modeling engine is used to produce a set file that is consumed by FPX CPQ for use in an organization's sales channels.

### YOUR DATA IS PROTECTED

With FPX Access Controls, the integrity of your organization's data is preserved while the connector is in operation. Only authorized users may import and export data from SAP. This authorized-user requirement ensures that multiple users do not introduce duplicate or inconsistent information. To ensure visibility, a complete audit trail is provided as well as error checking mechanisms to protect your valuable data.