

# PLM2012

## Product Lifecycle Management

MARCH 19 – 22 • ORLANDO

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### Strategies and skills development for:

- Project and portfolio management
- Variant configuration
- PLM implementations
- Bill of materials
- CAD integration
- Product data management
- Document management
- Recipe management
- Engineering change management
- Product structure synchronization
- Regulatory compliance
- Collaboration and partner enablement
- Product packaging
- Specifications
- Reports and analyses

Register by March 17  
and **SAVE \$100**

[www.sapplm2012.com](http://www.sapplm2012.com)





To compete and win in a market that leaves little room for error requires innovative ideas and processes. Organizations are challenged to create a new supply network model, where silos are broken down and collaboration exists between internal and external partners from idea to delivery.

The 2012 conferences for Logistics and Supply Chain Management, Product Lifecycle Management, Manufacturing, and Procurement and Supplier Management provide an opportunity to learn from SAP leaders, business peers, and independent experts how companies have and can improve innovation, manage and mitigate the risks of today's global economy, and position themselves for future growth across the idea to delivery spectrum.

By attending these events, you'll learn what new capabilities are available today and planned for the future from SAP to enable business processes that support seamless, end-to-end idea-to-delivery — from new product development and introduction; across responsive supply networks that encompass sourcing, sales, planning, and production; to storage and delivery; to after-market parts management. In addition to hearing from SAP, you'll have the opportunity to hear from fellow practitioners and learn how they are using SAP® solutions to impact their businesses and gain a competitive edge.

I hope that you will join us and look forward to seeing you in Orlando.

Sincerely,

**Hans Thalbauer**

*Senior Vice President*

*Line of Business Solutions for Supply Chain and R&D*



## Jumpstart Day • Sunday, March 18

### Pre-conference foundational, orientation, and networking sessions

- SAP technology innovations and updates
- Orientation sessions
- Enhanced networking activities, including a special networking lunch
- Intensive, half-day educational workshops for organizations that are evaluating and just getting started with SAP initiatives

## Conference • March 19-22 • 4 comprehensive tracks

<b>Track 1</b>	<b>Project management and collaboration</b>	<b>Page 12</b>
<b>Track 2</b>	<b>Document and data management</b>	<b>Page 14</b>
<b>Track 3</b>	<b>Quality, tracking, and compliance</b>	<b>Page 16</b>
<b>Track 4</b>	<b>2012 strategies for improved visibility and performance</b>	<b>Page 18</b>

## Schedule

Jumpstart Day	Conference, March 19-22			
Sunday, March 18	Monday, March 19	Tuesday, March 20	Wednesday, March 21	Thursday, March 22
8:00 am Registration opens	7:00 am Registration opens	7:30 am Registration opens	7:30 am Registration opens	7:30 am Registration opens
9:00 am Morning Jumpstart sessions	8:30 am General assembly	8:30 am Educational sessions	8:30 am Educational sessions	8:30 am Educational sessions
12:00 pm Lunch	10:30 am Educational sessions	10:15 am Educational sessions	10:15 am Educational sessions	10:00 am Educational sessions
2:00 pm Afternoon Jumpstart sessions	11:45 am Lunch	11:30 am Lunch	11:45 am Educational sessions	11:30 am Educational sessions
5:00 pm Registration closes	1:15 pm Educational sessions	1:00 pm Educational sessions	1:00 pm Lunch	12:45 pm Conference concludes
	2:45 pm Educational sessions	2:45 pm Educational sessions	2:30 pm Educational sessions	
	4:15 pm Educational sessions	4:15 pm Educational sessions	4:00 pm Educational sessions	
	5:30 pm Welcome reception Ask-the-Experts	5:30 pm Cocktail reception Ask-the-Experts	5:15 pm Sessions conclude	

# Educational and networking opportunities



## **More than 200 educational sessions and forums**

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Expand your skills and knowledge by learning from the top experts at SAP, independent consultants, and your industry counterparts.

## **Jumpstart Day**

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Take advantage of comprehensive sessions to build skills and increase your PLM IQ. Obtain best practices and hear the latest product updates. Attend introductory sessions if you are new to the PLM functionality in SAP.



## **Ask-the-Experts**

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Sit down one-on-one with the leading experts to ask questions and get detailed, authoritative answers.



## **Live PLM solution demonstrations**

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See demonstrations and hear directly from SAP and leading vendors about PLM innovations and their impact on SAP applications you want to extend, develop, or introduce to your employees and customers.



## **Customer-led case studies**

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Take away best practices and methodologies taught by the companies that practice them. Learn from highly experienced SAP customers to solidify your own strategies and tactics.

## **Interactive discussion forums**

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Hear about your peers' projects, challenges, and ongoing initiatives during forums facilitated by an expert moderator.



## **Exhibit hall receptions**

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Interact with the best and the brightest minds working with SAP software. Build a lasting network of peers and meet with leading product and service vendors.



## **SCMexpert LIVE**

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This popular forum offers attendees the opportunity to meet leading authors from SCM Expert and discuss topics from recent articles. Follow the framework of the article as the author guides you through the most important parts. You're not just a reader — you're a participant.

## Join us for Jumpstart Day — Sunday, March 18

Special three-hour sessions that enable you to:

- Fortify your understanding of critical SAP technologies and solutions
- Explore new trends and strategies
- Enhance your learning experience at the main conference

By registering for Jumpstart Day, you can:

- Attend any sessions of interest to you
- Benefit from expert-led instruction, demos, guidelines, and dedicated question-and-answer time
- Gain online access to the session slides and take-home materials from all presentations
- Participate in a networking lunch with other attendees



### Jumpstart Day Sessions

*Sunday, March 18*

#### Morning session • 9:00 am – 12:00 pm

<b>A complete and up-to-date guide to SAP Product Lifecycle Management (SAP PLM)</b>	<b>Page 6</b>
<b>SAP SCM: A comprehensive guide to critical implementation and upgrade considerations</b>	<b>Page 6</b>
<b>Interactive workshop: Breaking down the barriers between business and IT</b>	<b>Page 7</b>
<b>Should you, could you, and how would you deploy SAP Extended Warehouse Management (SAP EWM)</b>	<b>Page 7</b>
<b>How, when, and why to get started with SAP Supplier Relationship Management 7.0</b>	<b>Page 8</b>
<b>A comprehensive guide to implementing SAP APO functionality for production planning and detailed scheduling (PP/DS)</b>	<b>Page 8</b>

#### Lunch • 12:00 pm – 2:00 pm

#### Afternoon session • 2:00 pm – 5:00 pm

<b>A practical guide to developing a cohesive and comprehensive product lifecycle management (PLM) strategy and methodology</b>	<b>Page 9</b>
<b>New strategies and best practices to improve collaboration with customers and suppliers</b>	<b>Page 9</b>
<b>From capacity to capabilities: The future factory and the role of technology</b>	<b>Page 10</b>
<b>An A to Z guide to charting a successful course to your SAP Transportation Management project</b>	<b>Page 10</b>
<b>Fixing your sales forecast won't work! How to effectively manage capacity constraints through your S&amp;OP processes</b>	<b>Page 11</b>
<b>The latest guide to track and trace compliance — Tips for enhancing supply chain security to ensure product authenticity and reduce opportunities for illicit trade</b>	<b>Page 11</b>

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## Morning Sessions • 9:00 am – 12:00 pm

### A complete and up-to-date guide to SAP Product Lifecycle Management (SAP PLM)

Dan Bender, SAP Labs

9:00 am – 12:00 pm

This special three-hour session offers the opportunity to evaluate SAP Product Lifecycle Management (SAP PLM) features, operations, and usage scenarios, and provides a roadmap showing what you can expect in the next release.

- Examine current features to learn how to use SAP PLM to support the following areas of your new product development life cycle:
  - Managing specifications and recipes
  - Bill of materials (BOM)
  - Product structures and product documentation
  - Product development for discrete and process-oriented manufacturing
  - Engineering change management (ECM)
  - Computer-aided design (CAD) integration
  - Quality management
  - Compliance
  - Portfolio and project management
- Explore the enhanced navigation functionality in SAP PLM and understand how the new user interface is optimized for product development
- Gain insight into the latest release of the SAP Portfolio and Project Management toolset (version 5.0)
- Review the roadmap for SAP PLM, including the latest release of SAP PLM 7.02 with its new functions for status and release management, document browsing, mass change for recipes, product labeling enhancements, and the multi-formula editor
- Gain insight into some of the planned enhancements for future releases of SAP PLM products

### SAP SCM: A comprehensive guide to critical implementation and upgrade considerations

Ashish Saxena, IBM

9:00 am – 12:00 pm

Whether you are considering an SAP Supply Chain Management (SAP SCM) implementation, planning to upgrade, or expanding your SCM footprint, this three-hour session will help you understand the full functionality and application history of SAP SCM — both on its own and in relation to the SAP ERP features it supplements.

- Get an overview of all five components of SAP SCM:
  - SAP Advanced Planning & Optimization (SAP APO)
  - SAP Supply Network Collaboration (SAP SNC)
  - SAP Forecasting and Replenishment
  - SAP Event Management
  - SAP Extended Warehouse Management (SAP EWM)
- Examine the architecture, technology landscape, dependencies, and requirements needed to implement one, a few, or all of the SAP SCM applications
- Learn how to assess the costs and benefits of implementing SAP SCM
- Get steps to build the business and technical criteria to help you prioritize which applications to implement first, next, and last
- Examine the requirements and challenges of integrating SAP SCM with SAP ERP
- Understand how all the SAP SCM components work together to enable an efficient end-to-end supply chain
- Gain insight into how to determine if, whether, and how to replace or enhance existing SAP ERP functionality with SAP SCM

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## Morning Sessions • 9:00 am – 12:00 pm

### Interactive workshop

#### Breaking down the barriers between business and IT

*Dr. Doug Whittle, Whittle Consulting Group*

**9:00 am – 12:00 pm**

Using discussion, exercises, and Q&A, this interactive session provides you with practical tools and techniques for fostering greater collaboration and cooperation between business teams and IT.

- Learn how to uncover the specific issues that commonly create barriers between IT and business, including:
  - Overcoming bad history
  - Separating personality issues from organizational issues
  - Avoiding jargon wars
  - Eliminating the either-or/winner-loser mindset
- Discuss how to eliminate the finger-pointing and taking-sides patterns that can hinder an organization's ability to achieve its vision and goals
- Examine a stakeholder assessment and mapping process that establishes a baseline measure of current state support across the disciplines from which you can build specific strategies for moving to your future state
- Discuss the value of using circles of influence that can help you move business and IT toward a common vision
- Examine creative ways to identify and prioritize specific actionable items and steps your organization can take to achieve a successful business-IT partnership
- Learn how to increase your skills as a vision leader, a negotiator, and a facilitator in order to achieve measurable progress rather than expending energy on organizational politics

#### Should you, could you, and how would you deploy SAP Extended Warehouse Management (SAP EWM)

*Lyle Berry, Catalyst*

**9:00 am – 12:00 pm**

Whether you're newly implementing SAP Extended Warehouse Management (SAP EWM) or migrating from SAP WM or a third-party solution, you will benefit from this detailed introduction to SAP EWM's features, functionality, and system architecture.

- Compare and contrast SAP WM and SAP EWM to understand the differences in features, business benefits, upgrade paths, deployment options, and system architecture
- Observe and actively participate in "a day in the life" of SAP EWM, an interactive demonstration that highlights SAP EWM's role in daily operations across all levels of the supply chain — from the warehouse floor all the way to executive management
- Explore SAP EWM's labor management capabilities that track operational efficiencies and see how this data can be used to effectively manage your workforce
- Learn how to leverage warehouse monitor to analyze real-time data and make sound decisions on inventory levels and consolidation, space utilization, and order fill rates
- Get tips for using SAP EWM to create warehouse operations to schedule transactions and guarantee all products are periodically evaluated and optimally slotted
- Take home a sample SAP EWM project plan and a guide to SAP EWM project implementation approaches and technical considerations

*Jumpstart Day continued on next page*

## Morning Sessions • 9:00 am – 12:00 pm

### How, when, and why to get started with SAP Supplier Relationship Management 7.0

Sachin Sethi, *The SRM Experts (TSE)*

9:00 am – 12:00 pm

This special three-hour session offers a comprehensive introduction to the latest SAP Supplier Relationship Management 7.0 (SAP SRM) features and capabilities as well as expert recommendations for implementing and maintaining SAP SRM.

- Get a detailed understanding of the end-to-end SAP SRM functionality that drives:
  - Self-service procurement
  - Catalog management
  - Contract management
  - Supplier evaluation
  - Supplier collaboration
- Understand how SAP SRM integrates with your SAP ERP environment that includes the materials management, financials, and human resources modules
- Compare and contrast real-life SAP SRM deployment scenarios such as classic, extended classic, and standalone to understand how each scenario impacts your project schedule and timeline
- Walk through the infrastructure requirements you'll need to support your SAP SRM project design
- Find out what's included in SAP SRM enhancement package 1, including a simplified shopping cart, an enhanced catalog user interface, portal and SAP NetWeaver® BW independence, supplier management, and more
- Come away from this session with insight to create a roadmap to support your SAP SRM initiative and an understanding of what functionality to deploy first, next, and last

### A comprehensive guide to implementing SAP APO functionality for production planning and detailed scheduling (PP/DS)

Alan Hendry, *K2 Professional Services*

9:00 am – 12:00 pm

This special three-hour session provides an in-depth review of the production planning and detailed scheduling (PP/DS) features and functions delivered with SAP APO and provides a roadmap to getting started with PP/DS.

- Get an overview of the main capabilities of PP/DS, including:
  - Heuristics-based planning
  - Sequence optimization
  - The detailed scheduling board
  - The alert monitor
  - Evaluation of planning results
- Compare and contrast production planning functionality between SAP ERP and PP/DS to understand which best suits your organization's planning needs
- Understand what master data is required by PP/DS
- Get tips for sourcing and managing data from your SAP ERP system, including which data is required to get started with the detailed scheduling board
- Receive tips to maximize resource and labor utilization and optimize your schedules based on capacity and productivity
- See how to set up alerts and exception reporting using the "plan monitor" feature
- Learn what it takes to fully leverage PP/DS's built-in optimizer to reduce downtime for line changeovers
- Understand common problems in integrating supply network planning (SNP) functionality with PP/DS and learn how to avoid them

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## Afternoon Sessions • 2:00 pm – 5:00 pm

### A practical guide to developing a cohesive and comprehensive product lifecycle management (PLM) strategy and methodology

Alan Mendel and Eric Stajda, *LeverX*

2:00 pm – 5:00 pm

This special three-hour session goes beyond the software to provide industry-based best practices for developing, communicating, and executing a winning PLM methodology that will continue to be effective long after your initial implementation.

- Step through the components of a comprehensive PLM program and walk away with actionable advice for linking your PLM objectives to your company's goals, establishing the proper team and skill sets, securing a corporate sponsor, and building a solid business justification with consensus from key stakeholders
- Explore the software and tools available for PLM, product data management (PDM), and portfolio and project Management (PPM) to learn how the various capabilities work and fit together to leverage SAP business data and processes
- Learn how to select which capabilities and processes your organization should address first and how to ensure that your PLM program remains aligned with your company's changing business objectives
- Take home a checklist of activities you can use to assess your current PLM program, integrate best-in-class technology, and fully support your organization's product development life cycle

### New strategies and best practices to improve collaboration with customers and suppliers

Matthew Campbell, *K2 Professional Services*

2:00 pm – 5:00 pm

This three-hour session provides a comprehensive review of the SAP tools and solutions available to manage collaboration with customers and suppliers.

- Compare and contrast the collaborative capabilities of both SAP Advanced Planning & Optimization (SAP APO) and SAP Supply Network Collaboration (SAP SNC)
- Find out how SAP APO can support the VMI process by integrating electronic data interchange (EDI) messaging into demand planning (DP) to create forecasts that are passed to supply network planning (SNP) to generate replenishment plans
- Examine three ready-to-deploy scenarios contained in SNC customer collaboration you can use to rapidly enable VMI processes
- Learn how to leverage Web-based responsive replenishment processes to calculate order quantities based on inventories, historical shipments or point of sale data, and transport load rules
- Find out what's required to implement customer collaboration to generate accurate customer demand forecasts, plan optimal customer replenishment quantities, and generate VMI sales orders and shipments
- See how customer collaboration can be used to optimize customer DC replenishment planning, store-level replenishment planning, and customer order entry with transport load builder (TLB)
- Get an overview of SNC supplier collaboration functionality that is available to collaborate with key suppliers and sub-contractors

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## Afternoon Sessions • 2:00 pm – 5:00 pm

### From capacity to capabilities: The future factory and the role of technology

Mike Lackey, SAP Labs and Robert Parker, IDC Manufacturing Insights

2:00 pm – 5:00 pm

Take an in-depth look at the role manufacturing capability, technology, and operational excellence play in the delivery of competitive advantage in a complex supply chain, sales channel, and product environment. This must-see workshop includes:

- **The Productivity Imperative.** Get a frank assessment of the health of the manufacturing sector and understand how the operation of manufacturing facilities has gone from an asset arbitrage strategy to a competitive capability proposition
- **The Future Factory.** Through specific examples and detailed research findings, learn how and why production facilities must change to deliver on the promise of strategic capability in a complex world
- **The Operational Platform.** Examine an architectural model and decision framework you can follow to implement and maintain world class production, quality, and maintenance processes
- **Better Decision Making through Engagement.** Learn the importance of information on strategic, tactical, and operational decision making and why manufacturing intelligence can no longer be siloed along functional lines
- **The Jumpstart.** Come away with tips for evaluating your company's maturity and for prioritizing the necessary investments to get on a path toward competitive capabilities
- **SAP Product Portfolio for Manufacturing.** Finally, take a holistic view of SAP's solutions and scenarios for manufacturing, including planned roadmaps and innovation, and learn how and where to leverage them to enable the factory of the future

### An A to Z guide to charting a successful course to your SAP Transportation Management project

Brandon Bright, IBM

2:00 pm – 5:00 pm

Whether you're new to transportation management or looking to upgrade to the latest version of SAP Transportation Management (SAP TM), this session provides you with the knowledge you need to evaluate and choose the right path for your organization.

- Compare and contrast transportation management features contained in SAP TM 8.1 with functionality from SAP logistics execution system (LES) and transportation planning and vehicle scheduling (TP/VS) to understand the strengths, weaknesses, and proper use case for each
- Take a tour of SAP TM 8.1 and get a sneak peek at the latest features of SAP TM 9.0
- Understand how to optimize and consolidate shipments, manage carriers and carrier costs, and provide a holistic view of your organization's transportation processes and activities
- Find out how to leverage SAP TM to calculate and settle freight costs based on actual shipments and current freight rates and to verify invoices from carriers or transportation service providers
- Get detailed advice to build a business case for SAP TM, including best practices for migrating from third-party solutions or legacy SAP solutions to SAP TM
- Review real-life SAP TM project plans and case studies from both medium and large scale implementations to understand a typical project scope, prerequisites, required skills, and potential pitfalls

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## Afternoon Session • 2:00 pm – 5:00 pm

### Fixing your sales forecast won't work! How to effectively manage capacity constraints through your S&OP processes

Joseph Grobler, *Reveal USA*

2:00 pm – 5:00 pm

Take a candid look at inherent issues with sales forecasts, why they can be ineffective, and how sales and operations planning (S&OP) in SAP ERP can more accurately reflect where constraint is managed in a supply chain.

- Get tips for implementing a best practice governance process to protect supply chain performance and ensure key planning rules are followed
- Through examples, see how an effective governance structure can ensure data maturity and integrity, deliver more targeted bottom line business value, and result in higher service levels
- Using techniques like manufacturing, product, or distribution hierarchies supported by product allocation and available to promise (ATP), learn how to control and guide a customer demand that exceeds a capacity constrained supply chain
- Come away with an understanding of how to leverage standard SAP ERP functionality to effectively manage your capacity constraint through your S&OP

### The latest guide to track and trace compliance — Tips for enhancing supply chain security

Stephen Cloughley, *SAP Labs* and Kevin Wilson, *Q Data USA*

2:00 pm – 5:00 pm

This informative and interactive three-hour session examines the strategic drivers, trends, and solutions — as well as pitfalls to avoid — to help ensure product authenticity and traceability and to enable a safe, secure, and cost-effective supply chain.

- Understand the complexity and value of creating a safe and secure supply chain (counterfeit reduction), including cost impacts, recalls, and pedigree (chain of custody)
- Grasp how product authenticity impacts your supply chain and understand how the SAP solution set maps to your business processes
- Learn how SAP and non-SAP environments can be integrated into your landscape in a unified data model to generate product genealogies and analytics
- See customer examples of how to optimize track and trace functionality, such as:
  - How to use randomization of serial numbers
  - Best practices to integrate production lines, and ensure data integrity
  - Techniques to ensure role-based reporting; standard and customized
  - Data integration techniques for Enterprise systems including SAP ECC
  - Best practices for archiving your event data
- Come away from this session with tips for mitigating your regulatory compliance risk and a better understanding of how to meet the compliance demands of global mandates:
  - US Food Safety Modernization Act
  - California ePedigree
  - Anti-counterfeit mandates
- See a demo that illustrates a chain of custody
- Explore the features, functions, and deployment scenarios for SAP All Infrastructure and SAP object event repository, using SAP NetWeaver PI as the integration platform
- Find out how “mobile transactions” can be used for OER authentication purposes
- Take home a white paper that documents the full product chain of custody process and an EPCIS Electronic Product Code Information Service (EPCIS) mapping template

## Project management and collaboration

### How to enable better communication and collaboration with embedded visualization in SAP PLM, Manufacturing and Service

*Dr. Stephan Kohlhoff, SAP AG*

Learn how SAP is integrating 3-D model-based visualization and communications technologies from Right Hemisphere to enable visual navigation and interrogation of an entire product or asset in a single environment. Learn how to leverage visual design navigation solutions to provide up-to-date, real-time walk-throughs on any size product model. Understand how visual manufacturing solutions that provide easy to understand, step-by-step manufacturing procedures can be integrated with manufacturing execution systems. Find out how to utilize visual service and support applications to efficiently generate and update technical publications and training materials. Learn how visual sales and marketing solutions can be used to provide 3-D or illustrated parts catalogs, as well as the generation of hyper real product imagery. Come away from this session with an understanding of how SAP's visual enterprise solutions can potentially reduce time to market, increase productivity, and improve information quality.

#### Case study

### A look at how Colgate-Palmolive integrates portfolio and project management to align IT and business

*Christopher Bardi, Colgate-Palmolive*

Get an insider's view on how Colgate-Palmolive leverages the SAP solution for portfolio and project management, SAP Portfolio and Project Management 5.0. Understand how Colgate-Palmolive's IT project portfolio planning and resource management processes are a key contributor in ensuring business and IT goal alignment. Learn about Colgate-Palmolive's implementation of a global PPM process which resulted in an end-to-end solution helping to drive and support standardization. Understand how Colgate-Palmolive integrates SAP BW, SAP BusinessObjects Explorer™, and SAP Portfolio and Project Management to analyze projects and resources.

### Lessons for balancing the art and science of variant configuration

*Jean-Yves Popovic, intelligence Canada*

Whether you are in a make-to-stock or make-to-order, repetitive or discrete manufacturing environment; whether your product complexity is high or low; or whether your product is high volume or produced in small lots, this session offers advice for leveraging variant configuration as an optimal way to handle complex and large data models. Examine the different modeling scenarios, compare advantages and limitations, and see how these options can impact sales orders, purchase orders, and production/process orders through bill of material and routing configuration. Learn the different types of object dependencies needed to build your logic and learn to set up configuration profiles. See how to manage variant configuration models (via ALE to "transport" master data), and understand the workings of variant tables and variant pricing.

### A detailed guide to balancing and aligning project portfolios with SAP Portfolio and Project Management

*Andrea Langlotz, SAP AG*

This session offers insight to help you improve phase-gate product development processes using SAP Portfolio and Project Management. See how the latest solution architecture has been updated to improve product data flows. Find out how to close the loop between portfolio management, operational project management, and resource management. Learn how to better manage and govern the front end of continuous product and service innovation using decision flow management and idea management. Step through a demo that illustrates closed-loop resource management functionality and how it supports efficient staffing processes and the optimal management of phase-gate processes.



#### Case study

### A single source of truth – Lessons learned from SCA Hygiene's ongoing journey to global product lifecycle management

*Freddie Pantzar, SCA Hygiene Products AB and Katara Davis, SCA Americas*

This case study offers best practices and lessons learned from the evolution of the product lifecycle management (PLM) processes and systems at SCA Hygiene Products AB, a global consumer goods and paper company. Learn how SCA Hygiene Products AB leverages SAP PLM to support Lean and Six Sigma initiatives, improve data consistency, reduce waste, and support a single source of truth in product development. Explore the four components to SCA Hygiene Products AB's PLM core beliefs — quality, cost, time to market, and product innovation — to understand how they are integrated in all aspects of the end-to-end PLM process. Review SCA Hygiene Products AB's SAP landscape to understand how its PLM processes integrate with material management, production planning, and financial applications. Understand how SCA Hygiene Products AB uses SAP as an integrated platform to align business processes with PLM and to link its new product introduction processes (NPI) with the supply chain. Get important lessons learned to drive the success of your PLM project, including tips for harmonizing PLM processes, securing management and end user commitment, and managing organizational change challenges.

*Track I continued on next page*

**The future of mobile manufacturing: Meet the winners of the 2012 SAP Innovation Challenge for Manufacturing Mobile Apps**

*Uwe Pfisterer and Ganesh Hegde, SAP*

This session showcases the winning mobile manufacturing solutions and productivity enhancements that were submitted by SAP partners to the 2012 SAP Innovation Challenge for Manufacturing Mobile Apps. A jury of analysts and industry experts selected the top three mobile manufacturing application concepts based on several criteria, including business value, user experience, and “wow factor.” View demos of each winning mobile manufacturing app on a variety of devices, including smart phones and tablets. Hear new concepts and ideas being developed to increase productivity and usability of core manufacturing processes. Get a first look at the future of mobile manufacturing solutions and come away from this session with ideas for how these solutions can improve your existing manufacturing processes.

## Document and data management

### Deploying document management effectively across your enterprise

*Eric Stajda, LeverX*

Review your user interface options for managing critical product development documents in SAP, and learn how to migrate from a SAP GUI-based document management system to the more user-friendly and intuitive SAP Easy Document Management application. Examine key functions of out-of-the-box SAP Easy Document Management — a part of SAP ERP — such as enhanced public and private folder structures, drag-and-drop, and “send document” capabilities. Find out how to customize layouts and display screens, and add additional functions to SAP Easy Document Management that support your business requirements. Get tips on how to install SAP Easy Document Management and review relevant registry entries that control key functions of the tool. Learn what to watch out for when dealing with document classification, specifically object dependencies and check tables. View a live demo of key interfaces to SAP DMS, including SAP PLM 7.01 and SAP Easy Document Management. Come away with an understanding of the visualization capabilities offered in SAP DMS, including Right Hemisphere’s visual enterprise technology.

### Empower product development teams with integration to CAD and other authoring tools by SAP

*Dr. Stephan Kohlhoff, SAP AG*

This session provides a comprehensive look at SAP’s CAD Desktop user interface. Learn how this solution allows you to edit document-based structures using a CAD interface, both in the CAD system and from your SAP system. Understand how CAD Desktop enhances process integration, increases collaboration, improves access to relevant information, and lowers costs by enabling a single source of truth for product engineering. See how SAP integrates multiple CAD systems in the engineering process, enabling you to manage CAD files and leverage design information directly in SAP. Understand how to utilize authoring tools like Mechanical CAD to provide an important source of product information like drawings, 3-D models, and BOMs. Get tips for tightly integrating disparate CAD sources into an overall product development or change process. Come away from this session with a solid understanding of SAP’s current CAD Desktop roadmap and its strategy for future CAD integration.

#### Case study

### How Solo Cup retooled its product engineering with SAP Product Lifecycle Management

*Carol Rascia, Solo Cup*

Review Solo Cup’s SAP Product Lifecycle Management (SAP PLM) journey to see how implementing SAP PLM as a single source of product information has contributed to greater productivity, increased customer satisfaction, and aided in quicker time to market. Get lessons learned for managing SAP PLM data conversion processes, including tips for loading and formatting data files and understanding technical skill sets required. Find out how Solo Cup introduced a centralized specification system for “one source of truth” by consolidating disparate systems, eliminating duplicate data, and improving process efficiency. Hear the challenges Solo Cup faced when configuring Windows Word Processor Integration (WWI) and get tips for utilizing WWI to create meaningful reports. Learn how Expert Server can be used to minimize or eliminate custom code and see examples of how key calculations are performed. Discover what’s next for Solo Cup and hear how they plan to integrate their complete Product Engineering life cycle (engineering BOMs, packaging) using SAP PLM.

### What’s new with SAP PLM 7.01 engineering change management in SAP enhancement package 5

*Shobhit Singhal, LeverX*

Take a detailed look at the latest SAP PLM 7.01 engineering change management (ECM) capabilities delivered as part of enhancement package 5. View a demo of the new features for SAP PLM contained in SAP enhancement package 5, including the Engineering Record, improved enterprise search capabilities, and new user interface and usability enhancements that leverage SAP NetWeaver Business Client. Review the technical underpinnings of the Engineering Record object, including its extension capabilities and the ad hoc workflow functionality using process route. Get an overview of change management processes in SAP PLM, the differences in change management between SAP ERP and SAP PLM 7.01, and the infrastructure required to implement it. Prepare for your own ECM project with an in-depth review of a real-life SAP PLM 7.01 customer implementation experiences to get tips and valuable lessons



learned.

#### Case study

### Beyond the rollout — Lessons learned from recipe management at ConAgra Foods

*Beth Perry, ConAgra Foods*

Gain an insider’s “next step” perspective on what worked and what didn’t as ConAgra Foods continues to evolve and enhance their SAP Recipe Management implementation. Examine the objectives of the SAP Recipe Management implementation, and how the results actually compared. Review ConAgra’s business processes and configuration and see how the solution was adapted from the intense, high-pressure roll-out schedule and applied for daily work activities and ongoing maintenance. Understand why process instruction (PI) sheets derived from master recipes didn’t meet all of an operational plant’s needs. Take a deeper dive into the SAP Recipe Management reporting functionality, and see how ConAgra Foods has integrated SAP BusinessObjects and Document Management System (DMS) as part of its recipe management portfolio. Look at a third-party solution that ConAgra Foods used to mass load and mass update recipe management data, freeing the product development team from time-consuming data entry tasks.

*Track 2 continued on next page*

### **A new way to synchronize engineering with manufacturing**

*Dr. Stephan Kohlhoff, SAP AG*

This session provides insight into a new, differentiating application designed to close the gap between product development and manufacturing. Examine how Product Structure Synchronization (PSS) links the engineering bill of materials (eBOM) to the manufacturing bill of materials (mBOM), providing a critical interface between plant-independent and production-specific structures, eliminating time-consuming function vs. assembly sequence conflicts and production validity concerns. Find out how PSS enables both parties to maintain independence, allowing engineers and production planners a way to generate changes in real time, integrating the release and change process without impacting each other. View a demo that shows the way PSS compares both BOMs and allows the user to discern what changes to synchronize, using SAP PLM Web-based user interface as the front-end, role-based display. Get details about the new Rapid Deployment Solution (RDS) for product structure synchronization you can leverage to reduce implementation time and cost.

### **A best practice project approach to implementing SAP Recipe Development**

*Nico Bonthuys, Linx/AS*

This session explores the evolution of recipe and formula management across process industries and within SAP solutions and provides practical advice to ensure a successful SAP Recipe Development implementation. Understand how to address the key factors that can impact your Recipe Development and SAP PLM project timeline, including the state of raw material specifications, compliance issues, and end-user expectations. Learn the importance of aligning product development with manufacturing by integrating your R&D recipe structure with your manufacturing recipe structure. Find out how to integrate compliance checking into the product development process and how to properly design a change process for existing recipes. Come away with best practices for sharing, exposing, and collecting product and specification data between external partners like suppliers, contract manufacturers, design agencies, co-developers and co-packers. See a demo of key SAP Recipe Development features and functions to understand how it integrates with your overall SAP PLM implementation and strategy.

### **How to streamline the B2B order-to-invoice process**

*Frederick Anderson, Capgemini*

This session will explain your options, and compare the response time and performance impacts, for streamlining your sales order entry processes. Look at three key integration enablers - remote function calls (RFCs), SAP Information Interchange application by Cross-gate, and Electronic Data Interchange (EDI). Walk through the iDOC structure, and get tips on how to control your EDI processes in a way that reduces unnecessary data transfer. Learn how to preemptively mitigate common causes of sales order delays that compromise promised service targets. Learn a technique to integrate more sales orders into your system and at the same time improve your total turnover accepted by EDI and improve your defect resolution processing time. Get undocumented error handling techniques that improves sales order defect resolution.

## Quality, tracking, and compliance

### Case study

#### How NB Coatings accelerated product development and reduced regulatory compliance risk

*Beverly Barbush, NB Coatings*

Hear how NB Coatings implemented SAP Product Lifecycle Management (SAP PLM) to unify product data, promote more efficient product development, and improve regulatory compliance. Review the scope of NB Coatings' implementation, which included SAP Recipe Management, environment health and safety (EHS), label management, product data management, and more. See how NB Coatings migrated over 5,000 formulas to SAP Recipe Management and centralized product data. Learn how the company streamlines product data management processes for the creation of material masters and bills of materials (BOMs). Find out how NB Coatings automates material safety data sheets (MSDS) authoring to manage BOM changes and regulatory data, content, and rules. Get tips for automating dangerous goods checks against sales and distribution to reduce compliance risk. Learn how NB Coatings improved compliance by implementing substance volume tracking for U.S. TSCA 12b Export Notification, Canadian NDSL/DSL, and DEA Controlled Substances.

#### A guide to the latest SAP tools to improve quality and compliance

*Dr. Manfred Schulz, SAP AG*

This session provides a comprehensive look at the latest tools SAP provides to ensure consistent product quality and achieve compliance with industry standards and legal regulations. See how SAP functionality for quality management can be used to support your quality planning, quality inspection, and quality control initiatives. Get detailed insights about a new approach to create, process, and monitor quality-related issues across multiple systems, efficiently resolve customer- or vendor-related complaints and non-conformities from production or other internal problems. Leave this session with a solid understanding of SAP's quality management solutions and tips for leveraging them to put effective corrective and preventive actions in place.

### Case study

#### How Dairy Farmers of America captures, traces, and reports on complex commodities

*Deanice Jones, Ph.D., Dairy Farmers of America*

Hear firsthand how Dairy Farmers of America (DFA) captures critical information about complex commodities by leveraging SAP ERP production execution functionality for active ingredient management, silo blending cockpit, and catch weight management. Learn how DFA utilizes quality management functionality to record the different characteristic values of a commodity upon receipt, consumption, and invoicing. Get tips on leveraging batch management to capture commodity traceability in business areas such as purchasing, manufacturing, quality releasing, and financial accounting. Discover how DFA commingles the same component and still maintains traceability back to a single source of input as well as traceability for the new commingled assigned batch. Discuss the advantages and disadvantages of catch weight management and find out how variable weight products can be managed while unitizing to the pallet level. Gain knowledge for managing critical master data required to properly use and track complex commodities.



#### Expert guidelines to leverage substance volume tracking functionality to achieve integrated compliance control for SAP logistics

*Dave Wong, Linx / AS*

Understand the SAP Environment, Health, and Safety Management (SAP EHS Management) substance volume tracking (SVT) functionality (often associated with the Registration, Evaluation, Authorization and Restriction of Chemical substances (REACH) regulation), and see how it can be applied across other key control scenarios. Look at how SVT's baseline functionality (tracking substances and monitoring thresholds) can also be leveraged when implementing checks and controls over purchase orders and sales orders. Learn the technical framework required for SVT deployment. Examine the SAP specification database and its critical relationship to the SAP ERP integration points from production (production and process orders), to purchasing (purchase requisitions, orders, stock transfers), to sales and delivery. Look at the ways SVT can be used to mitigate other regulatory risks for export notification, controlled substances, and more.

*Track 3 continued on next page*

**Case study****How Varian Medical Systems improved regulatory compliance and streamlined engineering change processes using SAP PLM 7.0I***Snehashish Sarkar, Varian Medical Systems*

Attend this case study to hear how Varian Medical Systems implemented SAP PLM 7.0I along with SAP product and REACH compliance to improve its ability to meet new regulatory compliance and institute and automate global change management processes. Learn the steps Varian took to plan, develop, and roll out a global program to meet aggressive regulatory requirements such as REACH RoHS (Restriction of Hazardous Substances) standards. Review Varian's before and after business processes to understand how manual and semi-manual processes were streamlined or automated under a global engineering change process — without sacrificing existing regulatory compliance. Get tips for increasing usability by integrating the latest SAP PLM and SAP product and REACH compliance solutions with SAP NetWeaver Business Client to produce easy-to-use interfaces for both power and casual users. Understand the challenges Varian faced in developing its project business case and gaining necessary consensus across global divisions and how they overcame them.

**A holistic approach to ensure product traceability with supply network traceability (SNT) functionality***Stephen Cloughley, SAP Labs*

Supply chain traceability is critical as a way to support product recall situations and to help eliminate counterfeit products. But it can be challenging to connect item traceability to batch genealogy, especially in outsourced manufacturing models. This session will help you learn how SAP delivers supply network traceability (SNT) functionality that customers can leverage as a holistic solution. Find out how SNT functionality closes the loop between production, order processing, and distribution to ensure that authentic products reach your customers, and that traceability is assured if there's a recall. Examine the SNT architecture to see how data can be accessed from SAP and non-SAP systems into a unified data model to generate product genealogies and analytics. See a demo that illustrates how SAP Global Batch Traceability and SAP object event repository can be leveraged to bridge the gap between manufacturing genealogy and supply chain traceability.

**Case study****How H.J. Heinz utilizes SAP SRM to drive higher contract compliance and improve spend visibility***Christopher Yope, H.J. Heinz*

Learn how H.J. Heinz accelerated its rollout of SAP Supplier Relationship Management (SAP SRM) 7.0 in order to drive compliance, increase spend visibility, and attain business benefits that have helped fund additional projects. Examine the scope of the Heinz "Keystone" SAP SRM initiative, including the use of central contracts (for indirect materials), custom plant maintenance (PM) integration, approval processing on BlackBerry devices, highly enabled reporting, and more. Understand how leveraging catalogs in conjunction with SAP SRM master data management drove compliance to strategic suppliers and contracts and enabled Heinz to improve spend visibility. See how the use of completion workflow has proactively improved contract compliance. Learn how capturing more granular spend data has led to significant savings and efficiencies in sourcing and more favorable contracts going forward.

**Lessons for managing by exception to minimize risk, reduce costs, and improve collaboration in your extended supply chain***Petra Diessner, SAP AG*

Learn how to manage your supply chain by exception using SAP Event Management. Find out why responding to events is more productive than simply conventional process monitoring. Learn how to use SAP Event Management to identify exceptions in core processes, like order-to-cash, procure-to-pay, and transportation operations. Learn how an event is recognized within your SAP ERP system and enriched by sensors and other data, and, as a result, triggers alerts and notifications that prompt stakeholders to take action. Understand how data is collected and transferred to the stakeholders via email, handheld mobile devices, collaboration tools, and other external systems. Examine the technical architectural, system dependency, and integration requirements for successfully deploying SAP Event Management with the least possible total cost of ownership. Take home a list of preconfigured business process scenarios to understand how SAP supports you in achieving business benefits fast. Get insights into how customers already benefit from using SAP Event Management productively.

**Achieve integrated product development and improve compliance with SAP PLM 7.02***Dan Bender, SAP Labs*

This session examines SAP functionality that helps you achieve product and service leadership through integrated product development (IPD). Explore the comprehensive solution set, which includes the design of specifications, recipes and product structures, product costing, synchronization of manufacturing data, product and process testing, and functionality to evaluate product portfolios and projects in collaboration with external and internal partners. Look at capabilities for product design using formulation development, change management processes, and material and task sourcing. Examine how this functionality can be used to extend business processes and bridge functional silos, enabling an effective development environment designed to speed time-to-market, lower development costs, and increase quality. Understand how to pursue an IPD strategy and achieve better visibility into and control over product data and documents, design changes, and costs. Get a preview of the planned IPD scenario extensions, designed to assist the new product development process.

**Case study****How Rhodia manages complex compliance and notification requirements***Umamathi Rao Kakkera, Rhodia*

This case study explores how and why Rhodia, a global chemicals manufacturer, implemented SAP BusinessObjects Global Trade Services to establish a single system of record for all global trade compliance. Review Rhodia's GTS solution to see how they leverage it to meet complex classification and licensing requirements and to integrate third-party content. Hear how Rhodia utilizes SAP BusinessObjects Global Trade Services to manage sanctioned party list screening, embargo check and export licensing for Export Administration Regulations (EAR), Food & Drug Administration (FDA), and Drug Enforcement Administration (DEA). Step through Rhodia's SAP BusinessObjects Global Trade Services implementation roadmap to understand the skills, resources, and business process change required. See how integrating disparate systems into a single SAP BusinessObjects Global Trade Services instance has allowed Rhodia to improve timeliness of filing, increase data accuracy, and reduce compliance-related fines. Go beyond regulatory compliance with tips for utilizing SAP BusinessObjects Global Trade Services assessment and adjustment tools to optimize the supply chain for global trade programs and opportunities.

## 2012 strategies for improved visibility and performance

### Accelerate new product design and development, and streamline service orders using cloud and mobile technologies

*Alan Mendel, LeverX*

Learn how to leverage cloud computing and mobile access technologies together to achieve improved supplier and customer communication throughout the new product design and development process. Find out how to integrate Google Enterprise, as well as iPad and iPhone applications, with your SAP system. See different process-based scenarios that illustrate how to publish the bill of materials (BOMs) to suppliers via Google Enterprise. See how to acknowledge supplier requests for creating new material masters in SAP, or negotiate the delivery of components. See how to access a product's bill of materials via iPad. Learn how to capture service issues via a mobile photo using the iPhone, and check into the SAP Easy Document Management application on-the-go to quickly initiate service orders. Also, learn how to manage approvals and change requests and authorizations via Adobe Forms.

### A comprehensive look at how SAP supports continuous product and service innovation

*Andrea Langlotz, SAP AG*

This session provides insight into a new set of extended business processes SAP supports in the area of continuous product and service innovation (CPSI). Find out how to leverage SAP functionality to improve responsiveness to market trends and customer needs. Leverage the right resources and expertise across the enterprise and business network, execute efficiently, and consistently manage performance. Examine how SAP BusinessObjects solutions can be used to aggregate and analyze product performance measurements, project pipeline information, operational metrics, market trends, and competitive and customer intelligence. Learn new ways to improve the ongoing selection, scoring, monitoring, and review of interdependent project ideas, schedules, resources, and workflow. Find out how to support integrated concept development to transform an idea into a product. View a demo of a product and service performance dashboard, and determine whether you could use it to assess the strategic impact of your new product initiatives and investments.

### Customer discussion forum

#### Using organizational change management best practices to enable true business transformation

*Dr. Doug Whittle, Whittle Consulting Group*

Business transformation is the alignment of people, processes, and technology with business strategy and vision. SAP implementations should help drive successful business transformation, but are often mired in organizational dynamics, politics, and resistance to change. This interactive discussion will draw from the collective experiences of you and your peers as participants share their recommendations, tips, and ideas on ways to achieve maximum success with transformation efforts through effective organizational change practices. Bring your project challenges to this session to see what others have done when faced with similar situations. Share examples of how you've successfully moved your organization forward through carefully planned change practices and processes. Begin to build a network of your peers and colleagues that will help you reach your organization's future state.

### Customer discussion forum

#### Results from the IDC Retail Insights survey and report

*Robert Parker, IDC Manufacturing Insights*

Join IDC retail industry experts to discuss the results of IDC's recent Retail Insights survey and report. Bring your questions, share insights, and examine how technology spending impacts the success of your organizational objectives. See how your peers are synchronizing IT with business demands and the cultural shifts in consumer buying preferences. How is demand intelligence integrated and prioritized in pricing and promotions? To what extent does social media impact marketing, product development, and merchandising? Come with your ideas and questions and investigate the imperatives for retail IT success going forward.



### Customer discussion forum

#### Lessons to accelerate your SAP Product Lifecycle Management (SAP PLM) deployment

*Alan Mendel, LeverX*

This forum offers you the opportunity to hear how other companies scope and implement their SAP PLM deployments. Exchange ideas for migrating engineering data and documents from existing legacy systems to SAP PLM. Get advice from other SAP customers for accelerating time-to-value. Find out how your peers allocate resources for their implementations and secure executive support for their SAP PLM implementation.

**Case study****A look at lean, operational excellence at Pharmascience: Linking supply chain metrics to improvement***Terry Vermeulen, Pharmascience*

Find out how a generic, privately held pharmaceutical company is on the way to achieving world-class A Classification based on the Oliver Wight model of manufacturing excellence. Get an insider's view on how Pharmascience optimized standard SAP tools and techniques to measure, monitor, and sustain continuous sales and operational improvement from new product development through planning, procurement, and production. Examine the 32 criteria of world-class attainment, and understand the key challenges they faced to achieve their prescribed milestones. Grasp how the executive office was dedicated to reporting on one set of numbers throughout the company as a way to guarantee ongoing success. Examine how each performance metric is dissected, such as service target levels and production plan performance, into measurable steps to gain incremental process improvement. Understand the impacts this initiative had on master data accuracy, lot sizing, long-term planning, and capacity simulation, vendor accountability, and more. Look at how Pharmascience manages critical supply chain decisions and the supporting escalation process when the red flag goes up.

**Interactive workshop****Five ways to improve your leadership skills***Dr. Doug Whittle, Whittle Consulting Group*

Regardless of whether or not you hold a managerial job title, at some point in your career you will be called upon to lead. This session provides five leadership techniques that are invaluable to department heads, project managers, team leads, and individual contributors. Learn how to define or clarify departmental or project team roles and responsibilities and use those definitions as the basis for effectively managing your team. Find out how the strategy of "working yourself out of a job" through effective delegation can open the doors to upward mobility. Increase your communications effectiveness by giving and receiving performance feedback using simple and effective tools and techniques. Learn how to engage and use a mentor or coach as part of your personal leadership development plan. Whether you are already an active, formal leader within your organization or aspire to that role in the future, this session will provide you with practical "next steps" on your career development path.

**Best practices for integrating telematics technology with SAP to enhance fleet asset and performance management***Suraj Pai, Deloitte*

This session provides best practices for integrating cutting-edge wireless automotive telematics technology to drive fleet asset maintenance in SAP plant maintenance and fleet performance tracking in SAP Business Objects BI. Review real-life usage scenarios for automotive telematics to understand how the technology can be used to manage vehicle maintenance — both corrective and preventative — in order to improve fleet asset and performance management. Discuss detailed telematics business scenarios as well as recommendations on the optimal system architecture, including the functional design and integration technology. Through examples, you'll get best practices for developing meaningful KPIs, dashboards, and reports based on telematics data to track and monitor fleet performance. Come away from this session with a solid understanding of the benefits of automotive telematics and the knowledge you will need to leverage this solution to make significant contributions towards achieving your company's sustainability goals.

**A comprehensive guide to mobilizing your warehouse management and plant maintenance activities***Lyle Berry, Catalyst*

This informative and interactive session prepares you for the introduction of mobility solutions to your supply chain with an examination of the latest real-world mobility deployments and options. Hear reviews and frank assessments of the major classes of mobile products and get a chance to do some "hands-on" evaluation of products, including handheld, vehicle mount, wearable, voice, printers, and fixed scanners. Through examples, learn how mobile solutions improve labor utilization and work directed activities across inventory management, warehouse management (WM), SAP Extended Warehouse Management (SAP EWM), and plant maintenance (PM) systems. Get tips for managing the key challenges that can impact a mobile supply chain deployment, including wireless security, data encryption, SAP login, device management, average shelf-life, and service contracts. Compare and contrast the key features and benefits of the major hardware providers and their mobility solution products.

**What you need to know before you implement SAP Product Lifecycle Management (SAP PLM) 7.01 – Lessons from early adopters***Eric Stajda, LeverX*

Based on real-life implementations, this session offers tips and lessons learned to help you plan for an SAP Product Lifecycle Management (SAP PLM) 7.01 implementation. Learn how to prepare your existing SAP landscape for SAP PLM 7.01, including the necessary service pack, enhancement pack, and infrastructure requirements. Review the pros and cons of the various options for accessing SAP PLM 7.01, including SAP NetWeaver Business Client, SAP Portal, and Internet Explorer. Compare and contrast SAP PLM 7.01 and SAP ERP 6.0 PLM features and come away with an understanding of the differences between the new Right Hemisphere viewer and the ECL viewer. Understand the skill sets you'll need to implement SAP PLM 7.01, including Web Dynpro for ABAP™ and SAP Workflow, to leverage the new Process Route capabilities. Learn how and when SAP ERP 6.0 is integrated with SAP PLM 7.01 and get tips for setting up the Universal Work List (UWL) for workflow execution.

**A guide to the latest recipe development functionality from SAP and its integration with manufacturing***Dan Bender, SAP Labs*

Examine the latest SAP recipe development functionality designed to integrate product and process formulations for the process and consumer industries. See how the latest release of SAP Recipe Management potentially offers a more user-friendly and functionally rich experience through the use of Web Dynpro technology. Learn the best ways to use this solution to support your product formulation, product specification, and product labeling needs. Examine new usability and functional features, such as searching, recipe ingredient optimization, mass change, multi-formula editor, and handover-to-manufacturing capabilities. Come away with an understanding of how SAP Recipe Management is evolving from a system of records to a process and data enablement solution.

## Valuable take-home resources and demos

The PLM 2012 event is co-located with Procurement and Supplier Management 2012, CRM 2012, Logistics and Supply Chain Management 2012, and Manufacturing 2012. As an event attendee, you will receive take-home materials and online access to every conference presentation, and expert guidelines and recommendations that will expedite your activities throughout 2012 and into 2013.

All conference attendees will receive instructions prior to the event for joining Insider Learning Network. **Membership is free.** By joining, you can access, download, or print all the conference presentations and take-home resources.

ADDED BONUS! Join Insider Learning Network today and get free access to *SAPinsider* and *insiderPROFILES*, as well as hundreds of independent articles, blogs, podcasts, and conference groups where you can start networking with other conference attendees prior to arriving in Orlando.

This list is just a sample of some of the invaluable take-home resources available to conference participants:

- A white paper outlining the steps necessary for creating a comprehensive spend management strategy
- A matrix mapping the components of the spend management framework to SAP applications
- A list of standard SAP transactions and analytical reports you need to know in order to reduce supply chain costs and manage improved service levels
- An S&OP handbook that contains examples of best practices and documents you can use in your organization
- A document outlining SAP NetWeaver BW data modeling guidelines
- An example of a process chain for loading purchase order and receipt data into SAP NetWeaver BW
- Technical SAP SCM deployment prioritization configuration and development project documentation
- Detailed configuration documents containing the steps required to create and utilize capacity evaluation profiles
- An undocumented collection of error messages common to data transfers with CIF, along with hard-learned fix-it techniques that will save you time and effort
- Step-by-step documentation and screenshots of the transactions used in production supply area processes
- A list of transaction codes and reports to assist in controlling and reporting on your systems sales order entry process and to consistently measure improvement
- A decision matrix to help you map your requirements against both storage unit management and handling unit management options
- A checklist of questions you can use to evaluate software-as-a-service providers
- A list of preconfigured SAP Event Management business process scenarios
- Templates that you can apply to your own environment to help control scope and streamline your SAP PLM deployment

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