salesforce + enosix

Build Pipeline with
SAP Customers

Table of Contents

- Enosix Overview

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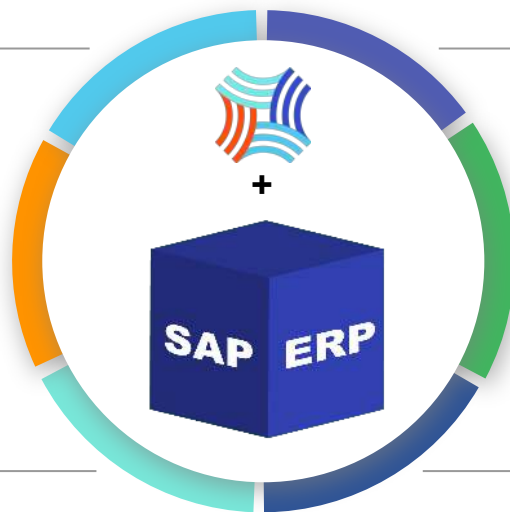# SAP ERP Modernization & Cloud Connectivity

Reusable | Scalable | Real-time

Accelerating SAP Integration with Modern Front-Ends

Decades of SAP integration experience

Global Enterprise Clients

Proven Native Framework

+

SAP ERP

WOLVERINE

SHURE

southco

BRUKER

BRADY

EnerSys

AAF INTERNATIONAL

BELDEN

Gardner Denver

StanleyBlack&Decker

Graybar

KION GROUP

Kingspan

IGT

LP BUILDING PRODUCTS

HD SUPPLY

Leica Geosystems

legrand

SAP ECC CERTIFIED

SAP S/4 HANA CERTIFIED

salesforce PARTNER

SAP PartnerEdge

salesforce available on AppExchange

Available on SAP Store

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Industry Experience - Customer Examples
Global Enterprise Customers in a Broad Range of Verticals

Healthcare & Life Sciences	Arthrex, BACHEM, BRUKER, Leica Geosystems, MERZ, TSI, GA, varian
Manufacturing	AAF International, Aditya Birla Group, ASC Profiles, Gardner Denver, IEWC, KION Group, Verso, stürmsfs, CF Industries, fives, Mannington, Ryerson, Kingspan, Stanley Black & Decker, REHM Welding Technology, southco, Charlotte Pipe and Foundry Company, LP Building Products, EnerSys, AgReliant, Varel Energy Solutions, Sonny's The CarWash Factory, Schindler
Retail & Consumer Goods	BUNGE, The Globe and Mail, Wolverine worldwide, Royal Cup Coffee and Tea, Tuchel & Sohn since 1898
Hi-Tech	COGNEX, HBK, legrand, SHURE, Teletrac Navman, Softchoice
Communications & Media Professional Services	DigitalGlobe, ofs A Furukawa Company, FRANKE, HD SUPPLY

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Enterprise-Wide Scalability with Standardized SAP Integration

Faster and Less Costly Integration
74% Avg. Implementation Timeline Reduction

enosix
2-3 months

Middleware
6-12 months

"

By implementing CPQ and enosix, **we were able to roll out 4 global business units on Salesforce within 12 months -** the same timeline we had originally planned for a single division's SAP integration with Salesforce.

Stephen Driggs
Global Head of IT, Stanley Black & Decker

Stanley Black & Decker

Sales and Customer Engagement Benefits

32%REDUCTION IN QUOTES NEEDING APPROVAL:
Time and Margins Saved

100% PRICING & DATA ACCURACY:
Better Client Service

9 HOURS ON AVG. SAVED PER REPRESENTATIVE PER WEEK:
Enhanced productivity of team

2X INCREASED QUOTE OUTPUT:
Higher Revenue Growth

Enterprise-Wide Scalability with Standardized SAP Integration

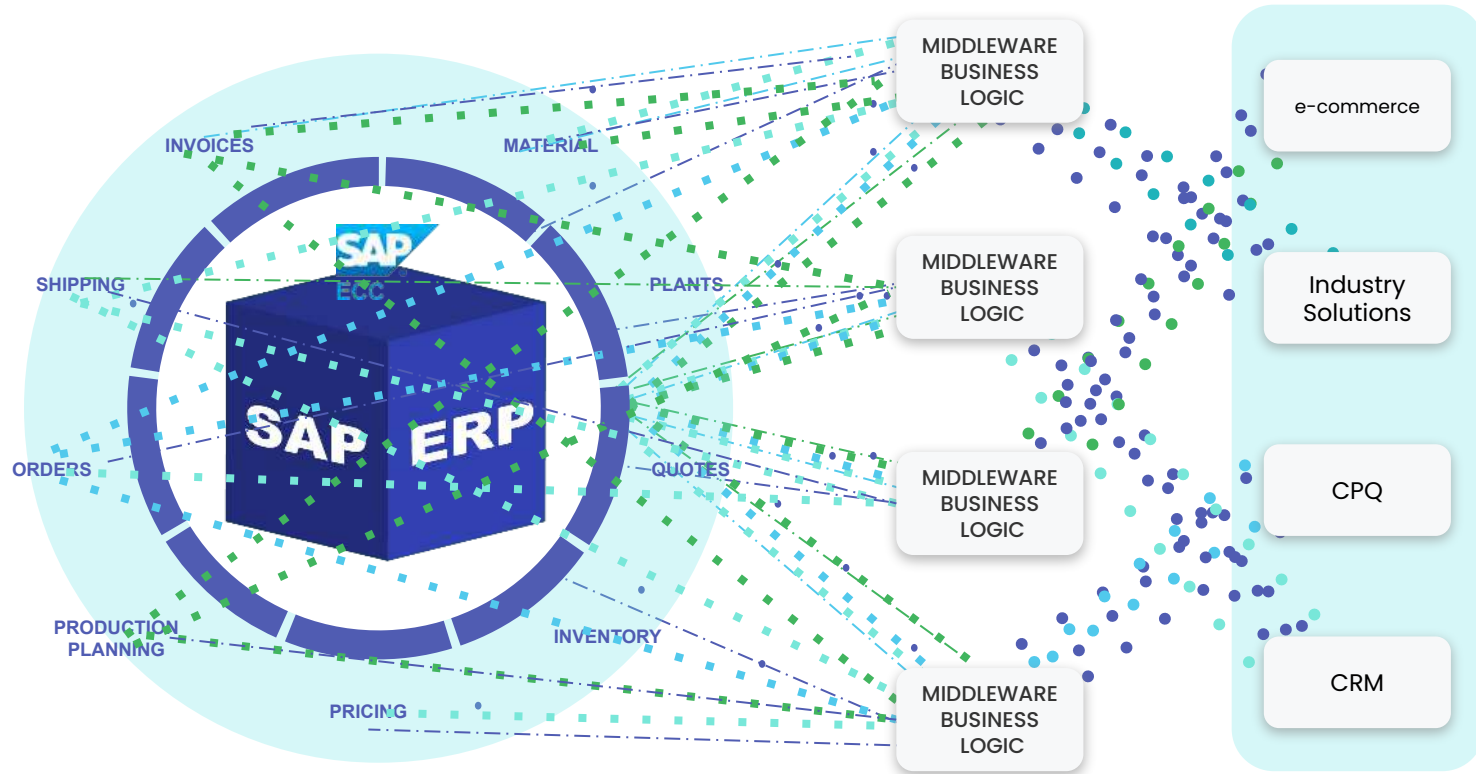## Standardization that Supports Unique Requirements

Because enosix leverages the existing logic and data from SAP, **enterprises can standardize how they integrate Salesforce while maintaining the unique requirements and complexities that are already in place within the ERP for each business unit.**

IT can move faster to support the business by adopting a standard approach for every new integration with SAP.

Business Users and Customers can get exactly what they want because integration is no longer a challenge.

IT SAVINGS			SALES PRODUCTIVITY & GROWTH	
80% reduction in development costs	Reduced annual software license support cost by 40%	4000 hours of development saved over 4 projects	Reduced Errors and Ensured 100% Accuracy of Quotes	Gave sales reps 2 hours back a day (10 hours per week)
Teletrac Navman	ASC PROFILES	Stanley Black & Decker	VERSO	HARVEY BUILDING PRODUCTS

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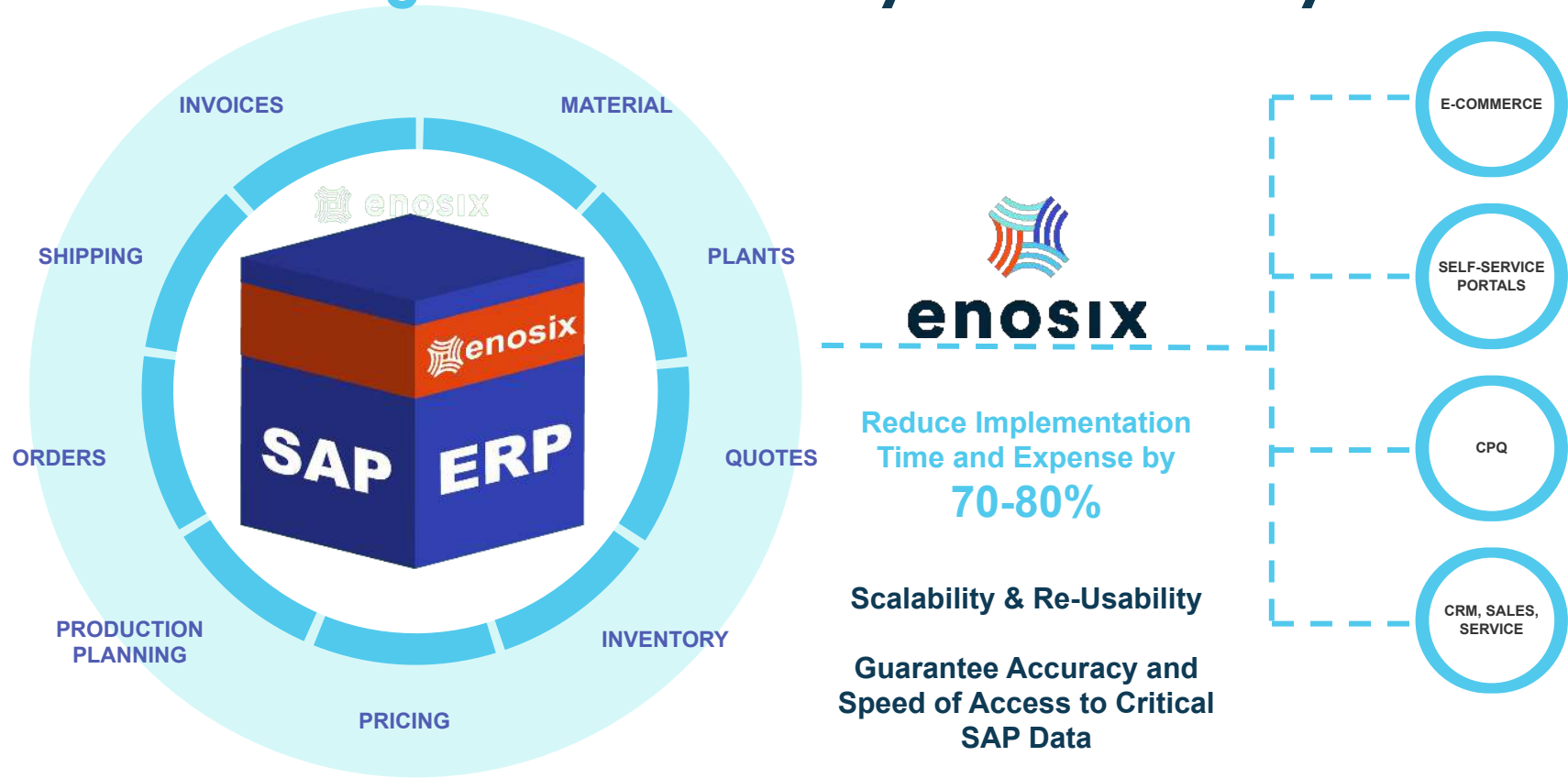# Avoid the Traditional Integration Approach

The complexity of SAP, coupled with the replication of middleware is not suited for operations at the speed of the customer.

Replication and process orchestration creates dual maintenance and limited capabilities.
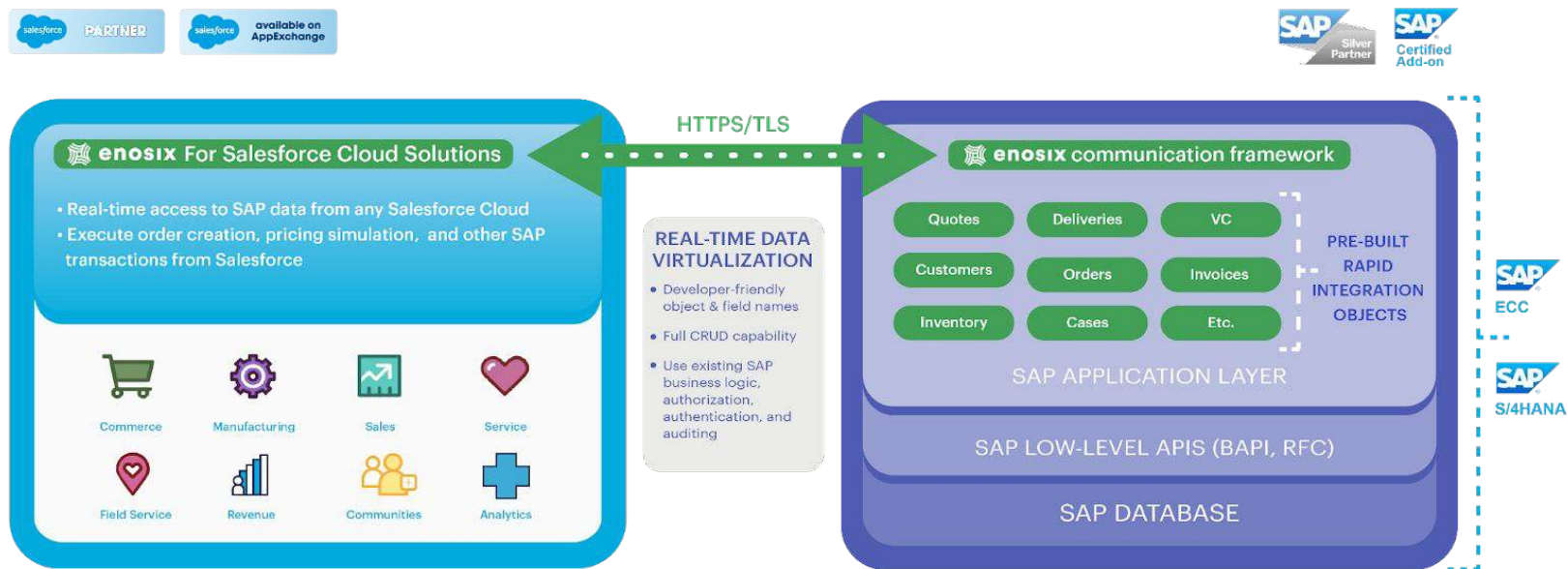
Traditional Integration:
-Adds Risk
-High Cost of Custom Development -Lengthy Timelines
-Limited Data Visibility
-Batched/Synced (not real-time)

enosix leverages what's already in SAP natively

Reduce Implementation Time and Expense by
70-80%

Scalability & Re-Usability

Guarantee Accuracy and Speed of Access to Critical SAP Data

INVOICES
MATERIAL
SHIPPING
PLANTS
ORDERS
QUOTES
PRODUCTION PLANNING
INVENTORY
PRICING

SAP ERP

E-COMMERCE
SELF-SERVICE PORTALS
CPQ
CRM, SALES, SERVICE

enosix

Pre-built apps simplify SAP in Salesforce - Reusable | Scalable | Real-Time

Common Integration Scenarios

+Customer 360º View

+SAP Pricing & Materials

+Call Center Service Data

+eCommerce Products

+Inventory, Availability

+Quote/Order Create to SAP

Future State Engagement Layer

Salesforce

Sales · **Service** · **Commerce** · **Analytics** · **Revenue Cloud** · **Communities** · **Field** · **Manufacturing**

F O R C E . C O M   P L A T F O R M

Customer 360 View into SAP (Accounts, Partners, Orders, Delivery Status, Inventory, Pricing)

Order Create & Validate in Real-time: Virtualization & Simulation

enosix FRAMEWORK

Secure • SAP Governed Rule Set • Business Logic with Authorization, Authentication & Auditing • SAP Terms Translation • Full CRUD Capability • Process Orchestration

SAP ERP

| PRICING | CUSTOMERS | INVENTORY | ORDERS | DELIVERIES | RMAs | WARRANTY | INVOICES |

SAP ECC → Portability to S/4 → **SAP S/4 HANA**

Salesforce Sales Cloud Integration

Salesforce Sales Cloud Integration

Reduce implementation time by 70–80%

IT resources are stretched thin

Simple and elegant data virtualization means no complex integration maintenance and reduced annual software license support costs.

Quotes, with customer-specific pricing take too long

From volume discounts, to real-time promotion updates, enosix lets sales create quotes with instant access to SAP-data on invoicing, availability and more.

Get a single view of your customer

Access SAP-based information including accounts, partners, orders, delivery status, inventory, pricing—all from within Salesforce.

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Top-line growth and bottom-line savings: that's enosix.

- Accelerated time-to-value means enosix pre-built integrations take 70-90% less time than traditional approaches

- All your SAP lead-to-cash data accessible to Salesforce users

- Harness the power of virtualization to get real-time SAP data, minimizing replication

- Bi-directional data flows ensure a single source of truth—no data silos

- Easy administration means Salesforce admins can place SAP data exactly where you want it

- Architectural simplicity and stability mean no middleware, no JCo Connector, no IDocs, no Netweaver Gateway
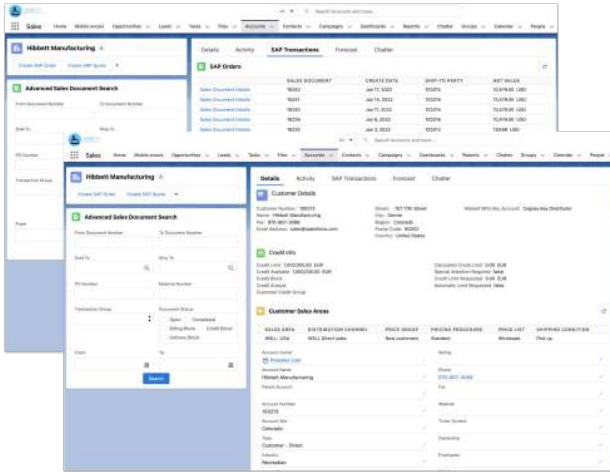
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enosix for Salesforce Sales Cloud Integration

View SAP data in Real Time

- Complete View of SAP Orders, Quotes, Deliveries, Contracts and Invoices, Deliveries, Shipping Status
- Account Master Data
    - Credit + Sales Area Information
    - SAP Partner Info
        - Sold-Tos, Ship-Tos, Bill-Tos, Payer
- Complete Sales Doc Flow
  Global Search on Materials, POs, Orders, Status
- SAP PDF Document Display

Real Time Transactions to SAP

- Pricing Simulation
- Order Create & Update, VC Simulation
- Contract Create & Update
- Customer & Ship To Creation

enosix Sync for Salesforce

- Customer Sync – RIO
- Material Sync – RIO

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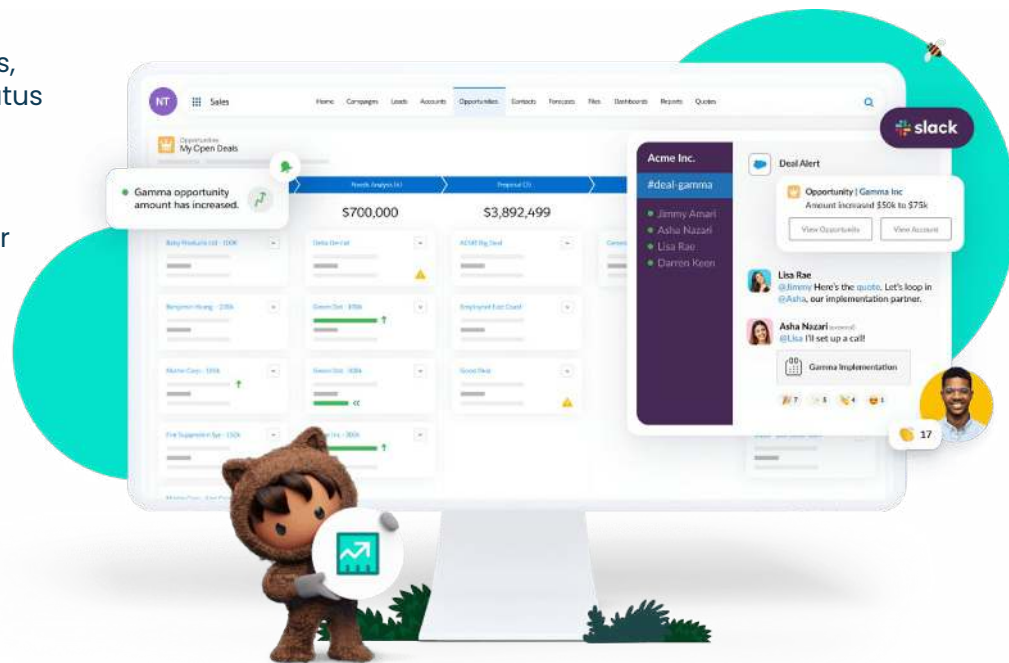
Salesforce B2B Commerce Cloud Integration

Salesforce B2B Commerce Integration

Accurate shopping carts become accurate orders—in real time.

No middleware to update—pricing, configurations, history—directly from SAP

Order accuracy is business-critical which is why enosix has 100% accuracy based on SAP validation

Customers can leverage pre-negotiated pricing and ATP inventory with real-time SAP ordering

Transform customer eCommerce into a frictionless, seamless experience

Customers and distributors can self-serve 24/7

SAP – Salesforce data integration creates a complete view of customers, transactions, invoices, and more

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Frictionless eCommerce that drives revenue: that's enosix
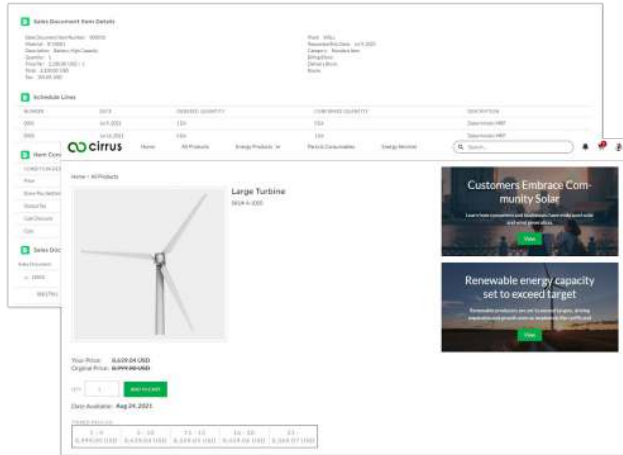
- Guarantee accurate, customer-specific pricing from SAP directly through your commerce site

- Leverage existing SAP business logic and 3rd party systems to calculate taxes, shipping and more—no need to reproduce it within Salesforce

- Full customizable (but pre-built) customer UI interfaces enhance the ordering experience

- Real-time inventory availability ensures orders can be successfully fulfilled before the customer clicks "Place Order"

- Customers can see complete order history (not just orders created in the eCommerce portal) immediately—no batch-loading every 24 hours

- Architectural simplicity and stability mean no middleware, no JCo Connector, no IDocs, no Netweaver Gateway

- Accelerated time-to-value means enosix pre-built integrations take 70-90% less time than traditional approaches

enosix for Salesforce B2B Commerce Cloud

View SAP data in Real Time
- Can use Order Search & Detail, custom UI will usually be required.

Real Time Transactions to SAP
- Pricing Simulation – RIO
- Sales Document Create - RIO

enosix Commerce
- Cart Checkout - Always customized to allow for custom pricing attributes, UOM, VC...
- Product Detail Page – Usually custom UI work requires SI
- Availability – Sometimes custom customer functions/logic
- Price Scales - Sometimes custom customer functions/logic
- Order Create – Usually Custom Flow. Joint enosix & SI

Link
- Reverse Proxy
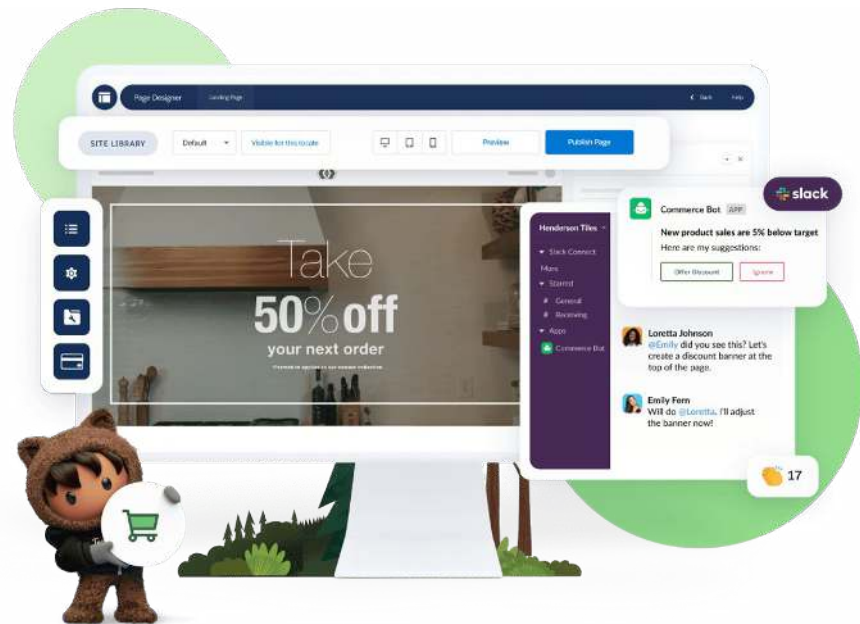
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Commerce SAP/enosix Integration Points

1. Standard enosix SAP Material Sync to create Salesforce Product2 Record

2. Standard enosix SAP Customer Sync (Sold_to) to create Salesforce Account Record

3. Install and Configure enosix Check-out Pricing exit to simulate SAP Pricing and write-back conditions to SObject per blueprint

4. Optional Install enosix Pricing Component to display SAP Pricing and Scales on Commerce Product Page

5. Install and Configure enosix Flow to create SAP Orders per blueprint
   - Pass required CC data from to SAP Order Creation
   - Write Order Data back to Salesforce Order Object

ADVANTECH

NEW B2B Logo – SAP & BigCommerce Compete

- Sales + Service, B2B Commerce

- enosix helps Salesforce WIN over SAP and BigCommerce to Transform B2B Experience. 40% of transactions will move to self-service platform & accuracy will improve by 66%

Salesforce ACV: $151k

Without enosix:
- Struggled with poor user experience and adoption - poor UI, no SAP pricing
- Want to create a world-class self-service experience
- Need to create an omnichannel experience across Sales, Service, Commerce platforms, and ensure data across the enterprise is consistent with SAP

With enosix:
- Pre-built, native integration for SAP to accelerate the integration timelines & have accurate data throughout all systems.
- Customers can leverage customer-specific pricing, ATP inventory, real-time SAP order creation… all from the B2B Commerce UI

Key Processes:
- Will move 40% of transactions to self-service platform (cut out inside sales emails and manual entry)
- Improve accuracy by 66% or more
- Deliver Business requests with velocity for IT moving forward

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We Help You Win Against Competitors like SAP, Adobe, Netsuite
Grow New Logos & Expand Salesforce Footprint

Leica Geosystems

e-Commerce Initiative
WIN - SAP Hybris Compete

- B2B **Commerce**

enosix demonstrated the value of creating a singular Force.com layer, vs. having Salesforce CRM with a disparate SAP Hybris commerce tool

Salesforce ACV: $45k

Without enosix:
- Leica lacked a customer 360 view across all systems of engagement in a standardized UI.
- Data replication, Lengthy timelines, inaccurate & delayed data risk, high cost to build from scratch.

With enosix:
- Enable a modern commerce experience for customers and partners on Salesforce B2B Commerce Cloud.
- Standardized, Scalability, & Portability - Native Certified SAP App that is Future-Proof

Key Processes:
- Enable a singular view of customer data from SAP across all front end platforms.
- Create a singular Force.com layer, vs having Salesforce CRM with a disparate SAP Hybris commerce tool

enosix

southco ®

e-Commerce Initiative
WIN - Magento/Corevist Compete

- B2B **Commerce**

By introducing enosix, the Salesforce team was able to turn around a decision that was likely to go to Magento/Corevist within 2 weeks.

Salesforce ACV: $145k

Without enosix:
- Southco originally planned to choose Magento for their eCommerce initiatives until the topic of integration came up
- They needed a way to provide a better front-end experience due to low adoption, but required a quick integration to SAP S/4 HANA

With enosix:
- Pre-built, native integration for SAP that allows them to accelerate the integration timelines.
- Customers can leverage customer-specific pricing, ATP inventory, real-time SAP order creation... all from the B2B Commerce UI

Key Processes:
- Being a current Salesforce customer, enosix will enable a singular UI and native SAP integration as opposed to creating disparate systems with Salesforce CRM and Magento Commerce

 enosix

enosix Revolutionizes the Self-Service Experience by Eliminating Pricing & Contract Errors

Customer Company Profile

Location	Deerfield, IL
Employees	3,000
Industry	Manufacturing
Solutions	Surface, Transact, Commerce

Customer Overview

CF Industries is a leading global manufacturer of hydrogen, nitrogen, and agricultural fertilizer products

Challenges

- Legacy customer portal utilized batch integration processes which were not real-time - providing inaccurate pricing and contract information.
- Couldn't identify a viable path to rebuilding their customer portal in Salesforce with their available budget and timelines.

Solution

- enosix **Commerce** for Community Cloud
- Farmers have access to full order, invoice, delivery history with the ability to create orders
- Cost-Effective, Certified Solution built by SAP experts, certified by SAP and Salesforce that scales with the enterprise.

Results

- **Rapid Time-to-Value:** 2-week implementation
- **Project Cost Savings:** 75% cost reduction in services
- **Single Force.com Layer** as all of the customer data from SAP is within Salesforce (Internal & External) Clouds in Real-Time

"You make Salesforce more valuable for the SAP customer - this is the only complete solution that we have ever found." - Director of IT, CF Industries

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Salesforce CPQ Integration in Revenue Cloud

CPQ Integration in Revenue Cloud

Provide a seamless and holistic quoting experience without ever leaving Salesforce

Leverage SAP configuration logic

The only solution that extends SAP Variant Configuration into Salesforce CPQ

100% quote accuracy between SAP and Salesforce

By integrating material and pricing data directly from SAP in real time—it becomes impossible to sell a configuration that can't be made or to misprice

Eliminate dual maintenance of product and pricing logic

A fully-automated solution to create and update price books and configurations in Salesforce, by pulling them directly from SAP

enosix

Harness the power of Salesforce Revenue Cloud and CPQ to produce the most accurate quotes and orders

- Guarantee accurate, customer-specific pricing from SAP directly through your commerce site

- Guarantee accurate, customer-specific pricing from SAP and ensure that SAP will accept every quote and order created in Salesforce

- Simplify the quote creation process, saving time and resources

- Eliminate duplicate work and errors from rekeying orders into SAP

- Ensure quote accuracy–preventing configuration and pricing errors

- No need to recreate or maintain duplicate pricing and configuration customizations–just leverage the existing SAP logic

- Architectural simplicity and stability mean no middleware, no JCo Connector, no IDocs, no Netweaver Gateway

- Accelerated time-to-value means enosix pre-built integrations take 70-90% less time than traditional approaches

enosix for CPQ Integration in Revenue Cloud

View SAP data in Real Time
- View Quotes, Orders, Invoices, Deliveries. Not Contracts
- Customers

Real Time Transactions to SAP
- Order Create & Update, Contract Create & Update
- Customer & Ship To Creation

CPQ
- Pricing Simulation plugin
- VC Simulation

Sync (Valance) - Optional if customer has solution
- Customer Sync – RIO
- Material Sync – RIO

Link - Optional if customer has solution
- Reverse Proxy
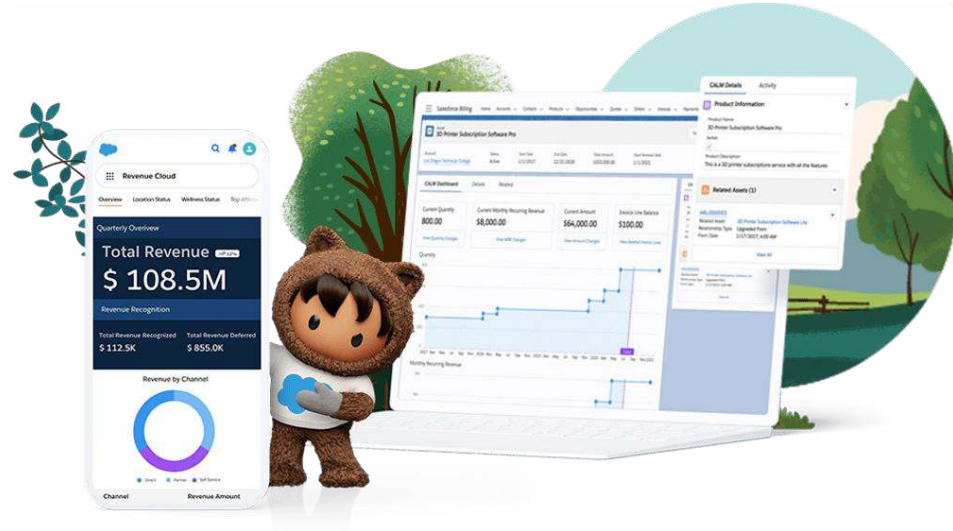
What does this look like in Salesforce CPQ?

Real-time SAP Variant Configuration:

- Combines the Salesforce External Configuration API with a custom Lightning Component
- Allows complex configuration following the exact rules of SAP to pass consistency and completions tests
- Maintains established SAP Document Creation flows

Real-time SAP pricing simulation:

- Returns SAP pricing to store on the SObject
- Utilizes Salesforce CPQ Cost Calculator API and custom Lightning Component
- Follows all SAP sales area, material/plant extension rules to generate Customer Specific Pricing

salesforce CPQ cloud

Configure   Price   Quote

enosix
SAP
Variant Config
App

enosix
SAP
Pricing Simulation
App

enosix
SAP
Order
App

Real-time creation/update of SAP sales documents:

- Ensure all quotes and orders pass SAP consistency and completion checks
- Derive data directly from the Salesforce SObject
- Pull default data from SAP to minimize keystrokes and and improve the user experience
- Receiving error messages from SAP in real-time allows them to be fixed while the user is still at the keyboard
- Save completed order data to the Salesforce SObject and update status as order progresses

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MANUFACTURING

enosix Prebuilt SAP Integration for Manufacturing Cloud

Why Manufacturing Cloud Needs enosix SAP Integration

Integration with SAP is one of the biggest obstacles that can be quickly resolved with enosix

- With enosix integration, SAP Manufacturers can leverage business logic around Variant Configuration seamlessly within Manufacturing Cloud to enable accurate, realtime sales agreements, pricing, order history and more...

- Using Manufacturing Cloud with enosix to integrate with SAP creates the following business outcomes:

  - Empowers sales and client success with real-time pricing and delivery information
  - Accelerates error-free sales agreements and forecasting with minimal turnaround time
  - Creates a more agile, positive customer experience
  - Increases customer/partner loyalty and blocks competition

74%
Avg. implementation timeline reduction

90%
Avg. reduction in custom development

75+%
Avg. reduction in quote creation and turn-around time
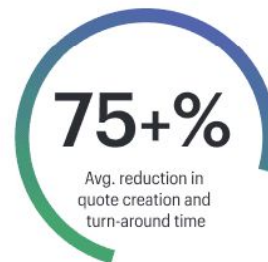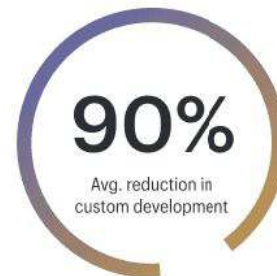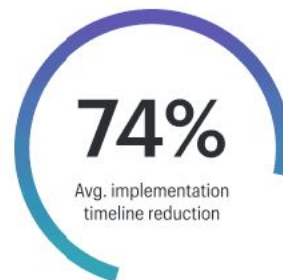
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Benefits Summary: enosix Prebuilt SAP Integration for MFG Cloud

Error-free sales agreements & SAP contract creation within Salesforce

Contract management at your fingertips utilizing real-time SAP data

SAP order history/actuals in Sales Agreements, plus a 360 view of SAP transactions

Seamless customer experience from order, to delivery

Track customer engagement, orders, deliveries, and returns all within Salesforce

Optimize IT resources and administration

enosix alleviates over 80% of the required time, cost, and risk vs. typical Salesforce and SAP integrations

Economic Benefit of enosix vs. Traditional Integration Methods

74% Avg. Implementation Timeline Reduction

enosix
2-8 weeks

Middleware
3-12 months

70% Avg. Implementation Cost Reduction

enosix
$

Middleware
$$$

Sales and Client Support Benefits

32%
REDUCTION IN QUOTES NEEDING APPROVAL:
Time and Margins Saved

2X
INCREASED QUOTE OUTPUT:
Higher Revenue Growth

100%
PRICING & DATA ACCURACY:
Better Client Service

9
HOURS ON AVG. SAVED PER REPRESENTATIVE PER WEEK:
Enhanced productivity of team

"

When I started at Stanley Black & Decker and saw that we had SAP, I thought this would be a huge bottleneck– enosix turned a pain into an opportunity for me to streamline our processes in areas we previously thought were impossible.

Steve Driggs,
Head of CRM

enosix

How-it-Works: enosix SAP Integration with MFG Cloud

1 Sales Agreement & SAP Contract CREATION

2 SAP Order CREATION for Agreement

3 SAP Order History / Actual Quantities in Sales Agreement + 360 view of SAP transactions

SAP Integration Enables Accurate Salesforce Sales Agreements
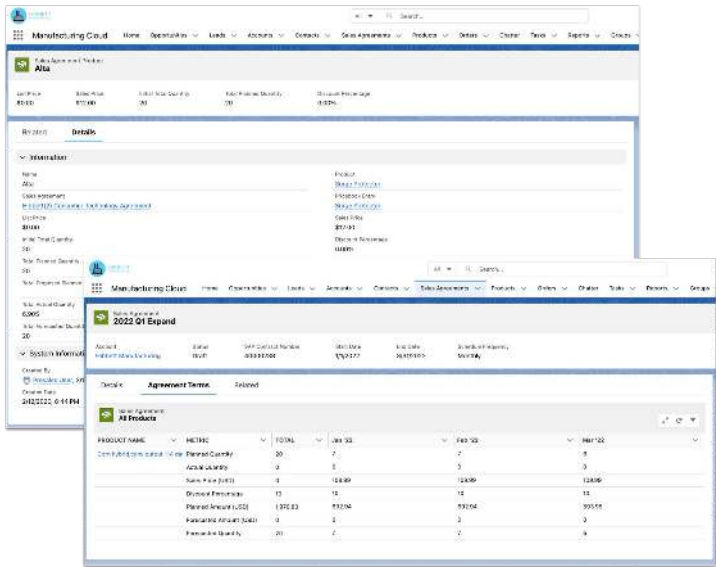
- Real-time actuals updated against sales agreements

- Enables powerful manufacturing capabilities including forecasting, run-rate analysis, and rebate management.

- Harness the power of virtualization to get real-time SAP data, minimizing replication

- Bi-directional data flows ensure a single source of truth—no data silos

- Architectural simplicity and stability mean no middleware, no JCo Connector, no IDocs, no Netweaver Gateway

- Accelerated time-to-value means enosix pre-built integrations take 70-90% less time than traditional approaches

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Product Categories

Handle sales agreements using product categories.

Mapping of products to the primary category for allocation.

No functional changes to SAP integration. All mapping is done in salesforce.

Prebuilt and Standardized Salesforce–SAP Integration
- Reusable | Scalable | Real-Time
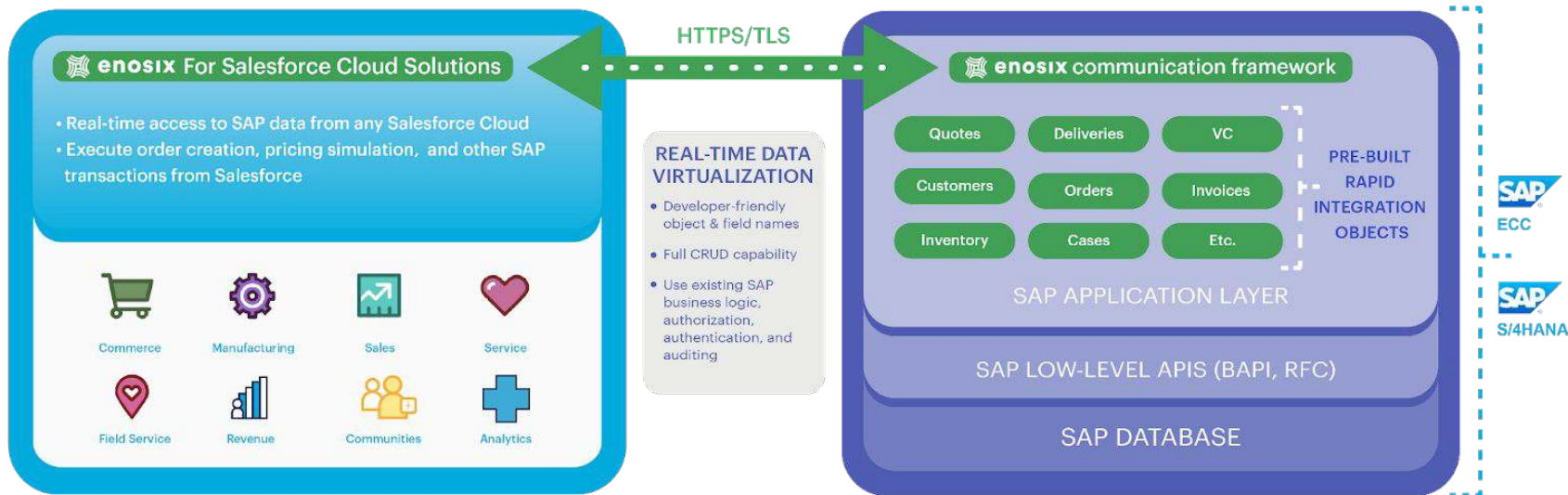
Salesforce EUC Integration

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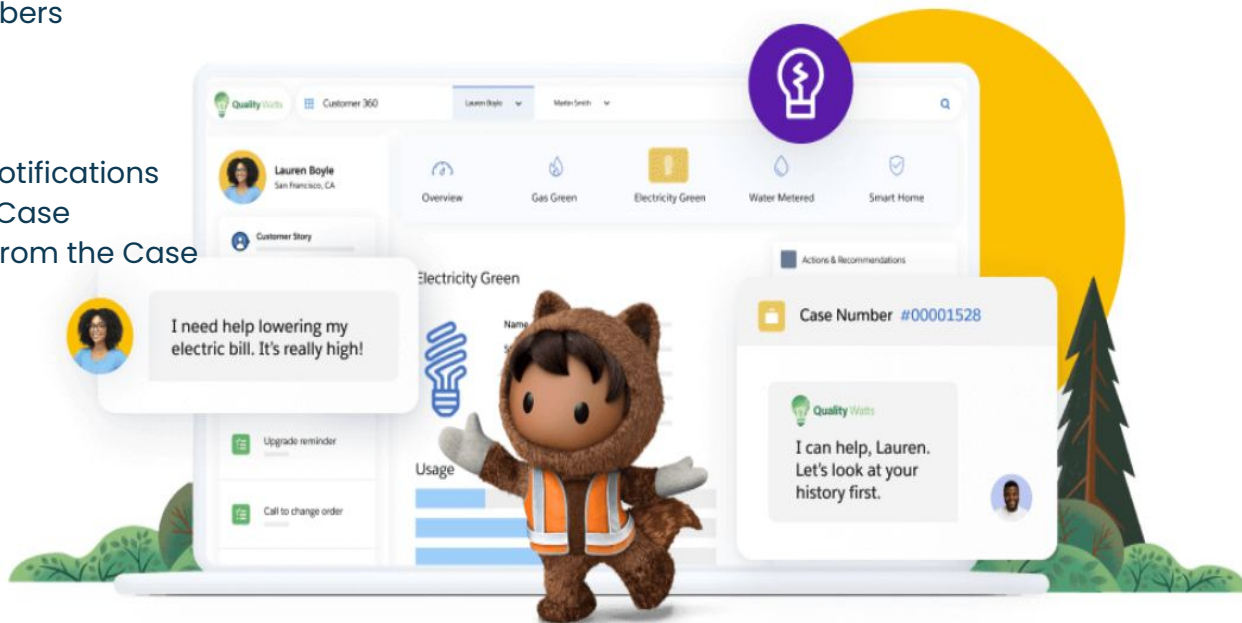# enosix for Salesforce EUC Integration

View SAP data in Real Time
- View Service Contracts with line items, full details
- View equipment and Serial numbers
- View Inventory on Equipment

Real Time Transactions to SAP
- Create Work Orders or Service Notifications
- See Work Order updates on the Case
- Request spare parts, repair kits from the Case
- Manage returns back to SAP

enosix Sync for Salesforce
- Equipement Sync – RIO
- Service Orders Sync – RIO
- Customer Sync - RIO

Salesforce EUC Integration

Empower Your Techs with Equipment, Inventory, and Work Order integration

Create, View and Manage work orders and service contracts

View SAP Service contracts, create Service notifications or work orders all through Salesforce EUC and Case management

Techs request equipment, view parts availability to fulfill contracts and repairs

Transform your technicians repair experience into a frictionless, seamless workflow to complete jobs faster and efficiently

Schedule Appointments, assign resources and products, submit goods issues

SAP – Salesforce data integration creates a complete view of customers, work orders , invoices, and more

Salesforce Field Service Cloud Integration

# enosix for Salesforce Field Integration

View SAP data in Real Time
- View Service Contracts with line items, full details
- View equipment and Serial numbers
- View Inventory on Equipment

Real Time Transactions to SAP
- Create Work Orders or Service Notifications
- See Work Order updates on the Case
- Request spare parts, repair kits from the Case
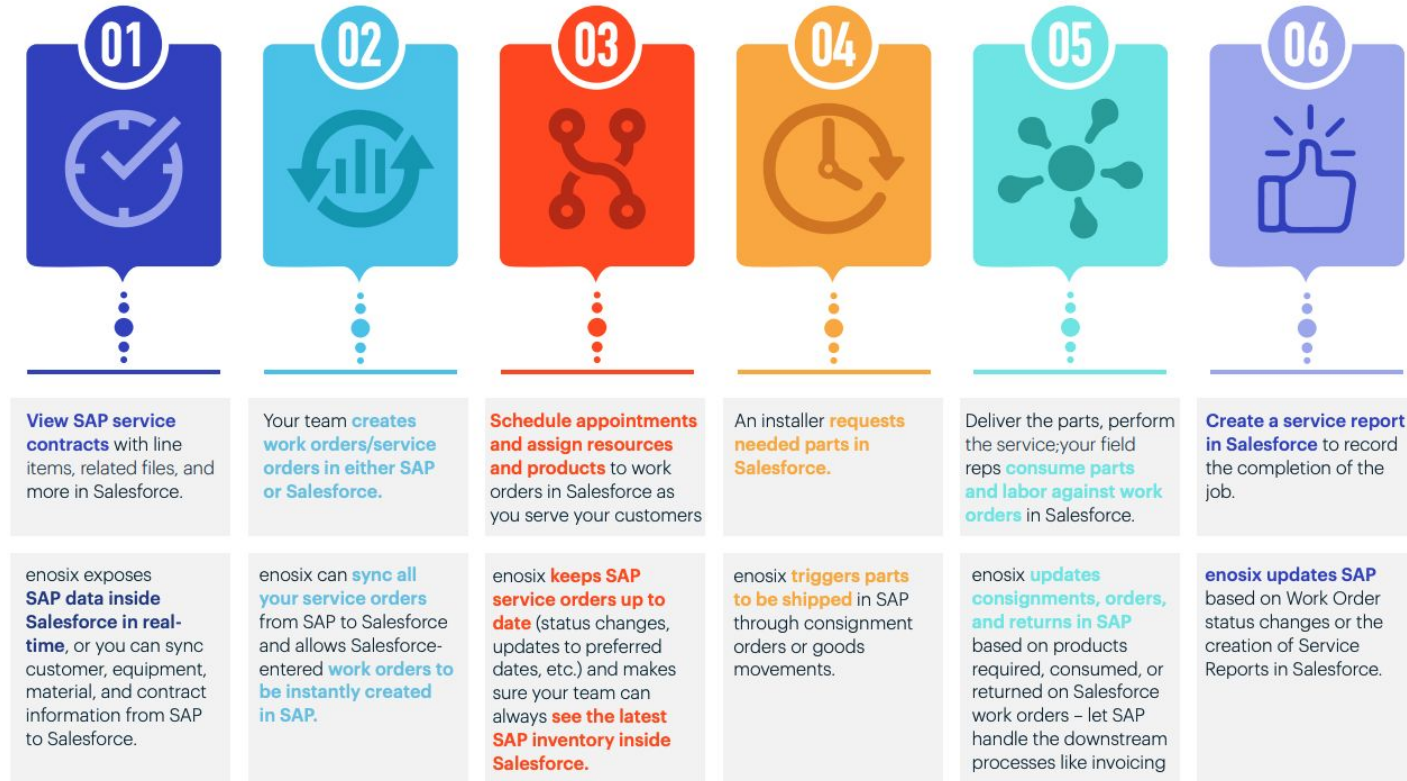- Manage returns back to SAP

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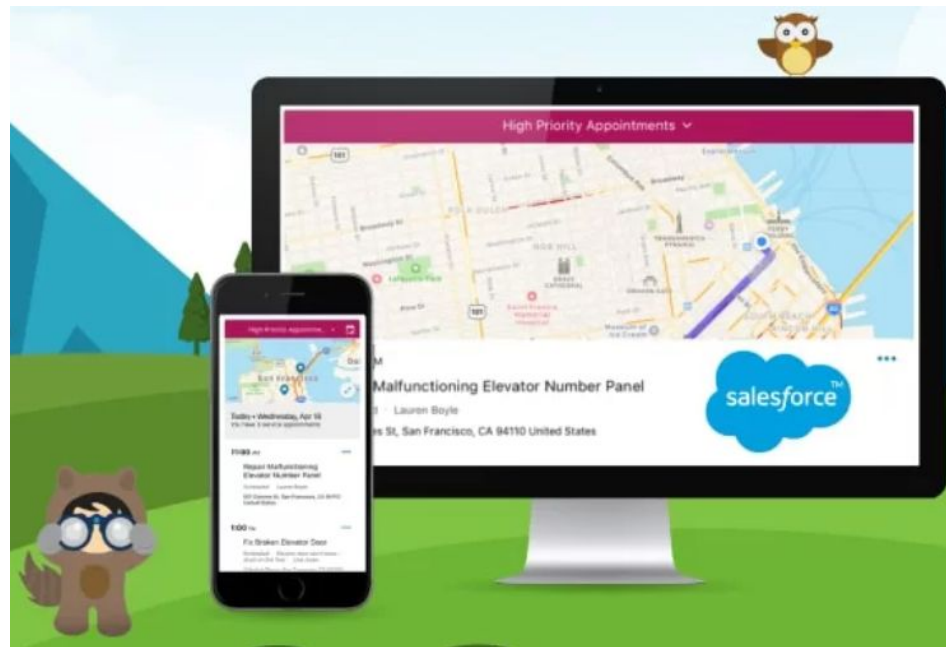
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Sample field service workflow integration

- enosix solution can support widely varied workflows and SAP data models while still delivering rapid results

- This is a sample of the types of activities that may be performed and how data could flow between the systems. Other processes (e.g. asset management) can easily be supported as well.

01

View SAP service contracts with line items, related files, and more in Salesforce.

enosix exposes **SAP data inside Salesforce in real-time**, or you can sync customer, equipment, material, and contract information from SAP to Salesforce.

02

Your team **creates work orders/service orders in either SAP or Salesforce.**

enosix can **sync all your service orders** from SAP to Salesforce and allows Salesforce-entered **work orders to be instantly created in SAP.**

03

Schedule appointments and assign resources and products to work orders in Salesforce as you serve your customers

enosix **keeps SAP service orders up to date** (status changes, updates to preferred dates, etc.) and makes sure your team can always **see the latest SAP inventory inside Salesforce.**

04

An installer **requests needed parts in Salesforce.**

enosix **triggers parts to be shipped** in SAP through consignment orders or goods movements.

05

Deliver the parts, perform the service; your field reps **consume parts and labor against work orders** in Salesforce.

enosix **updates consignments, orders, and returns in SAP** based on products required, consumed, or returned on Salesforce work orders – let SAP handle the downstream processes like invoicing

06

Create a service report in Salesforce to record the completion of the job.

enosix updates SAP based on Work Order status changes or the creation of Service Reports in Salesforce.

Salesforce Service Cloud Integration

Business at the speed of your customer just got easier

Leverage data virtualization to ensure 100% of SAP business logic is applied within Salesforce

Keep a single source of truth—SAP—by never having to wonder if data batched from middleware is up-to-date with pricing changes, configurations, discounts, etc.

**Never wonder where an account stands—from invoices, to returns, to quotes and deliveries**

From at your desk or in the field, a complete view of account activities, history, transactions and more is available within Salesforce

Handle routine inquiries faster, with a complete view of the customer

A 360-degree view of customer data from SAP—without leaving Salesforce. Agents spend less time on adminutia and more time on value-added activities

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Delight customers with a 360-degree view of their account, history, and transactions:
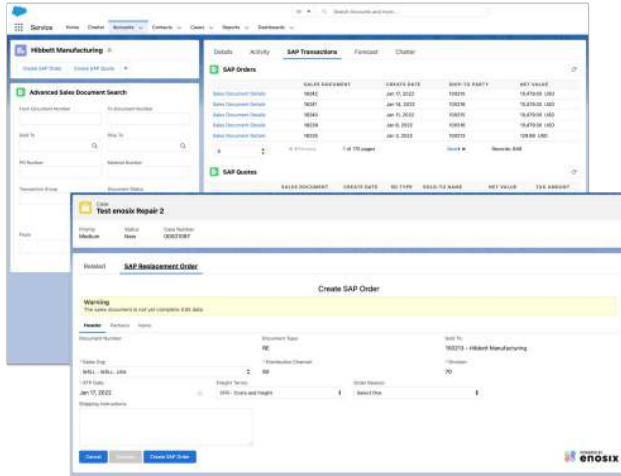
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enosix for Service Cloud

View SAP data in Real Time

- Complete View of SAP Orders, Quotes, Deliveries, Contracts and Invoices, Deliveries, Shipping Status
- Account Master Data
  - Credit + Sales Area Information
  - SAP Partner Info
    - Sold-Tos, Ship-Tos, Bill-Tos, Payer

Real Time Transactions to SAP

- Order Create & Update, Contract Create & Update
- Customer & Ship To Creation
- Pricing & VC Simulation
- Service Notification Create
- Service Order Create

enosix Sync for Salesforce

- Customer Sync – RIO
- Material Sync – RIO
- Equipment Sync – RIO

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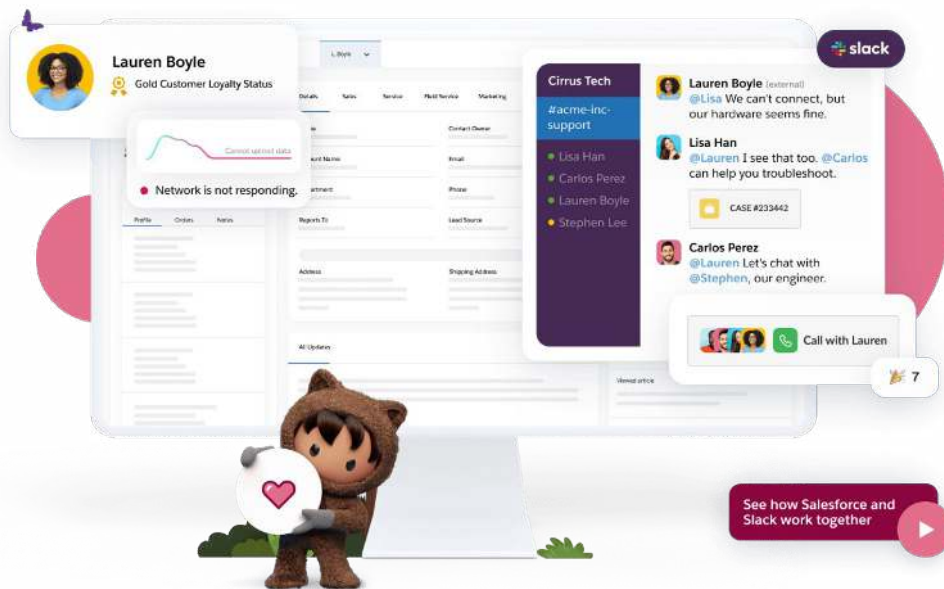
Key account management with all the necessary data, right at your fingertips:

- Real-time actuals updated against sales agreements

- Harness the power of virtualization to get real-time SAP data, minimizing replication

- Bi-drectional data flows ensure a single source of truth—no data silos

- Architectural simplicity and stability mean no middleware, no JCo Connector, no IDocs, no Netweaver Gateway

- Accelerated time-to-value means enosix pre-built integrations take 70-90% less time than traditional approaches

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Salesforce CPQ + SAP Variant Configuration

Process Overview

CPQ + SAP VC Process Overview
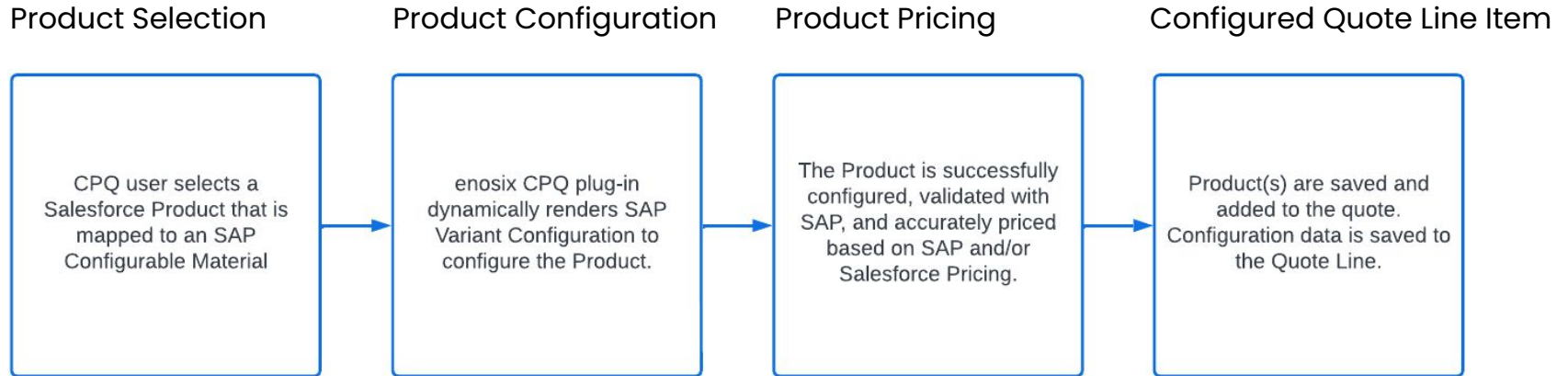
Product Selection

CPQ user selects a Salesforce Product that is mapped to an SAP Configurable Material

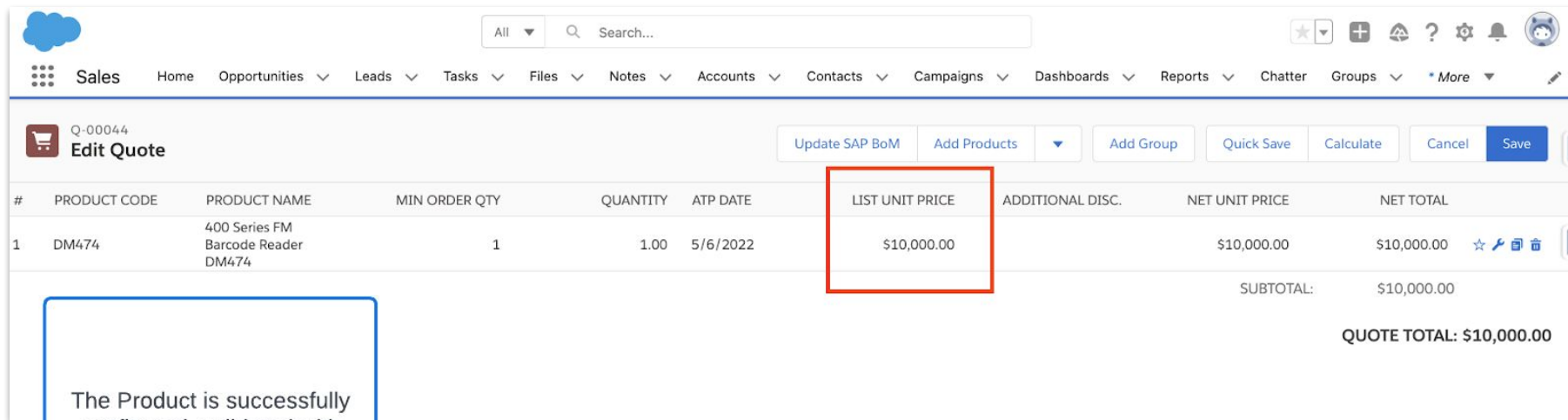## Product Configuration

enosix CPQ plug-in dynamically renders SAP Variant Configuration to configure the Product.

Product Pricing

The Product is successfully configured, validated with SAP, and accurately priced based on SAP and/or Salesforce Pricing.

Configured Quote Line Item

Product(s) are saved and added to the quote. Configuration data is saved to the Quote Line.

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Enosix Integration flow Salesforce CPQ <> SAP VC

salesforce

Salesforce Quote Screen Detail Page / Flow

APEX Classes

HTTP(S)

SAP SICF enosix/paca service online & offline Handler
S1-1

enosiX Integration Layer Inbound
S1-2

ABAP Object Factory Determine Dynamic ABAP Object Configuration → Dynamic XML Schema
S1-3

ABAP Object Factory Dynamic ABAP Object Deserialization
S1-4

ABAP Object Factory Dynamic ABPA Object Handler
S1-5

ABAP Object Factory Dynamic ABAP Object Interface
S1-6

enosiX Integration Layer Outbound
S1-8

ABAP Object Factory Dynamic ABAP Object Serialization
S1-7

enosix RIO for VC

Perform simulation to retrieve material configuration model

Natively renders VC characteristics out of SAP

enosix will make 1 simulation call to SAP

can easily extend to include Z* programs and custom function modules

RIO = enosix Rapid Integration Objects

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