

# Build Pipeline with SAP Customers

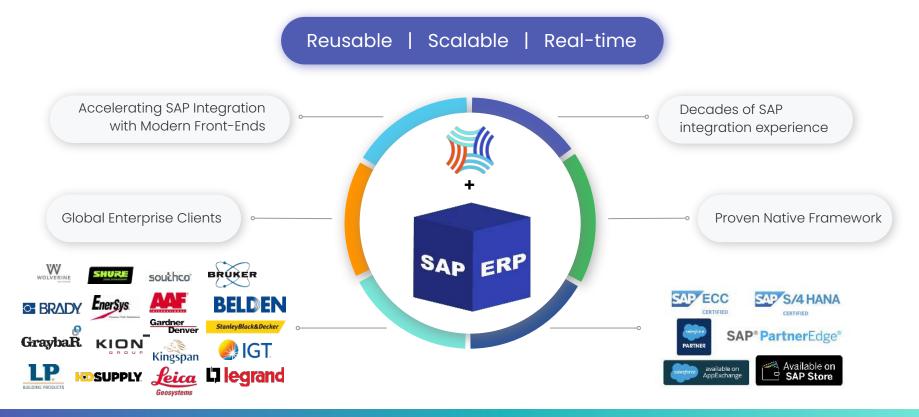


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# SAP ERP Modernization & Cloud Connectivity





### Industry Experience - Customer Examples

Global Enterprise Customers in a Broad Range of Verticals





### Enterprise-Wide Scalability with Standardized SAP Integration

### **Faster and Less Costly Integration**

74% Avg. Implementation Timeline Reduction

2-3 months

6-12 months

Middleware

### **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

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

### 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.

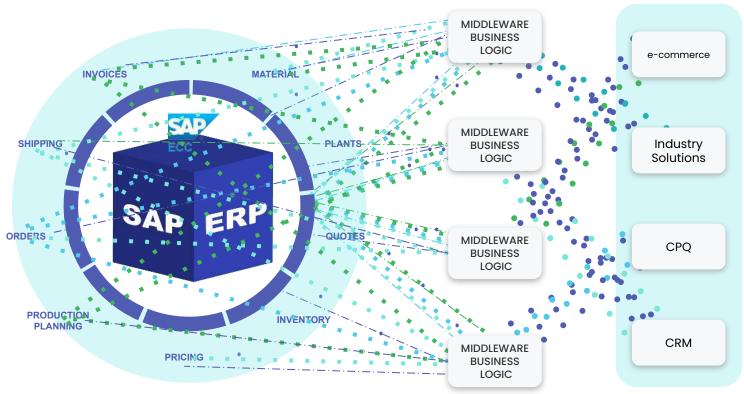
IT can move faster to support the business by adopting a standard approach for every new integration with SAP.

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

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



## **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)

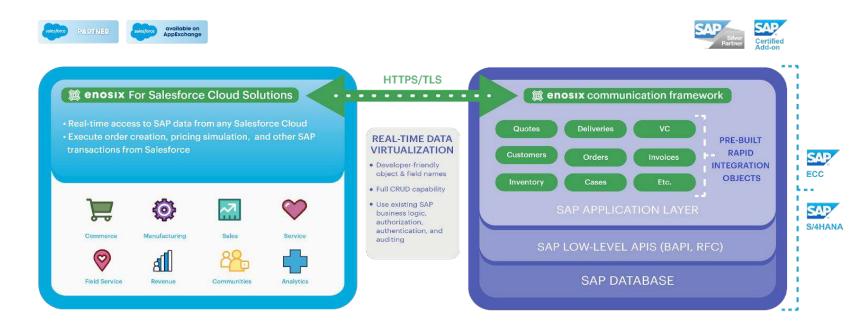


### enosix leverages what's already in SAP natively





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

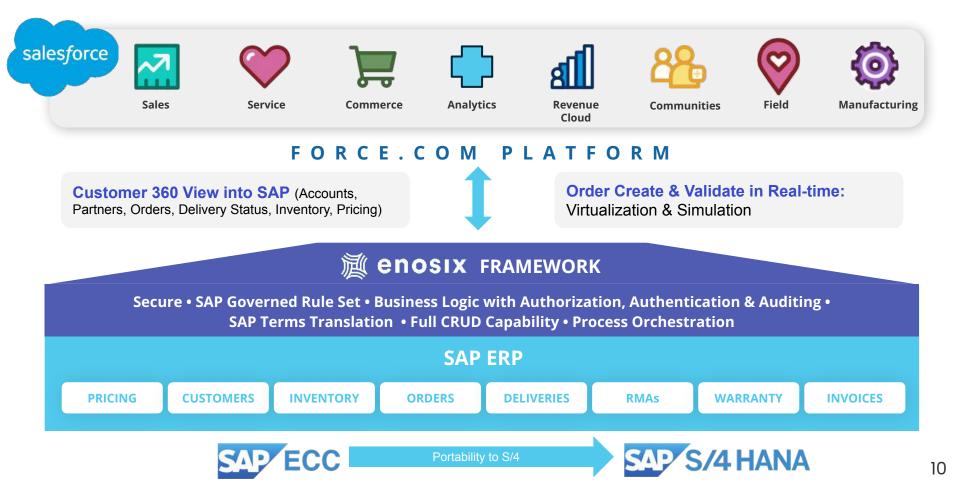


### **Common Integration Scenarios**

+Customer 360° View +SAP Pricing & Materials

+Call Center Service Data +eCommerce Products +Inventory, Availability +Quote/Order Create to SAP

### Future State Engagement Layer



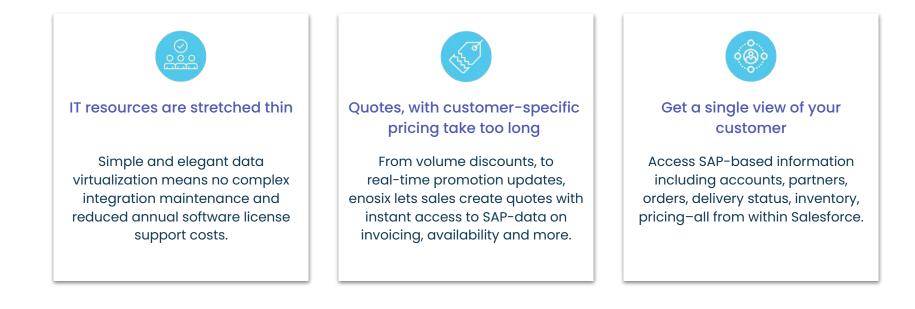


# Salesforce Sales Cloud Integration

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# **Salesforce Sales Cloud Integration**

### Reduce implementation time by 70-80%





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#### TRUST THE EXPERTS

# 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



# enosix for Salesforce Sales Cloud Integration

#### **View SAP data in Real Time**

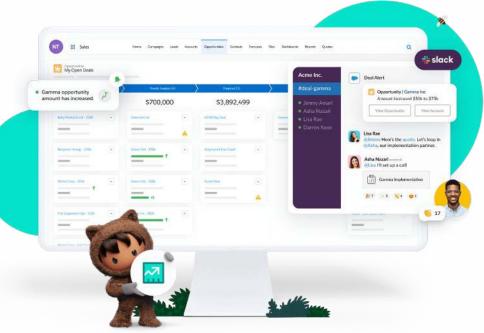
- Complete View of SAP Orders, Quotes, Deliveries, Contracts and Invoices, Deliveries, Shipping Status
- Account Master Data
  - Credit + Sales Area Information
  - SAP Partner Info
    - Sold-Tos, Ship-Tos, Bill-Tos, Payer
- Complete Sales Doc Flow Global Search on Materials, POs, Orders, Status
- SAP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







Salesforce B2B Commerce Cloud Integration

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# **Salesforce B2B Commerce Integration**

### Accurate shopping carts become accurate orders-in real time.







#### SALESFORCE COMMERCE CLOUD

# 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

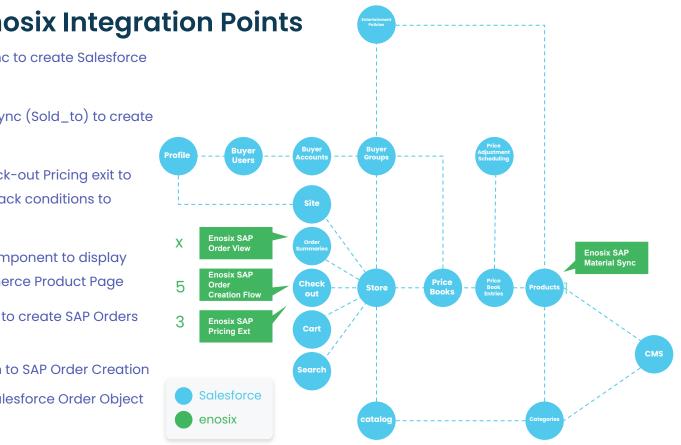
- Cart Checkout Always customized to allow for custom pricing attributes, UOM, VC...
- Product Detail Page Usually custom UI work requires SI
- Availability Sometimes custom customer functions/logic
- Price Scales Sometimes custom customer functions/logic
- Order Create Usually Custom Flow. Joint enosix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

#### Link

Reverse Proxy







### **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

nosix

- Pass required CC data from to SAP Order Creation
- Write Order Data back to Salesforce Order Object

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



#### 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



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



#### 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



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

# 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 Revol	utionizes the	Cust	omer (	Company Profile
Self-Service	Experience by	Location		Deerfield, IL
Eliminating P	ricing & Contract Errors	Employees		3,000
Customer O	verview	Industry		Manufacturing
CF Industries is a leading global manufactu agricultural fertilizer products	urer of hydrogen, nitrogen, and	Solutions		Surface, Transact, Commerce
Challenges	Solution		Re	esults
Legacy customer portal utilized     batch integration processes	enosix <b>Commerce</b> for Community Cloud			i <b>me-to-Value:</b> implementation
			<u>2-week</u> Project	
batch integration processes which were not real-time - providing inaccurate pricing and	<ul> <li>Community Cloud</li> <li>Farmers have access to full order, invoice, delivery history</li> </ul>	<b>S</b>	2-week Project ( cost red Single F of the cu SAP is w	implementation Cost Savings: <u>75%</u> Juction in services orce.com Layer as all ustomer data from ithin Salesforce I & External) Clouds in



"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



# Salesforce CPQ Integration in Revenue Cloud

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# **CPQ Integration in Revenue Cloud**

### Provide a seamless and holistic quoting experience without ever leaving Salesforce





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#### CPQ IN SALESFORCE REVENUE CLOUD

### 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



# 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



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

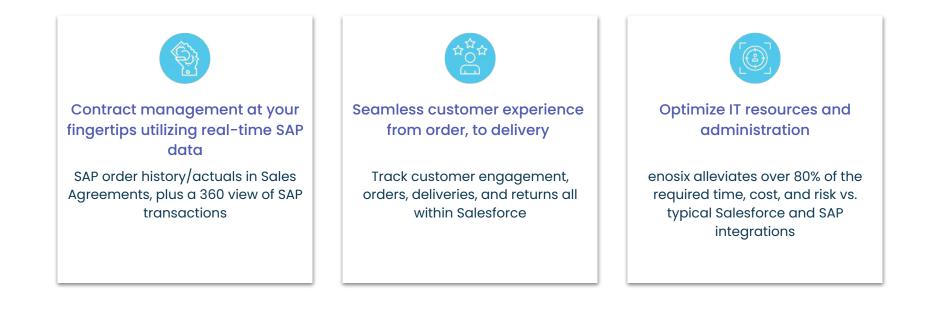
- With enosix integration, SAP Manufacturers can leverage business logic around Variant Configuration seamlessly within Manufacturing Cloud to enable accurate, realtime sales agreements, pricing, order history and more...
- Using Manufacturing Cloud with enosix to integrate with SAP creates the following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





### **Benefits Summary: enosix Prebuilt SAP Integration for MFG Cloud**

### Error-free sales agreements & SAP contract creation within Salesforce





### **Economic Benefit of enosix vs. Traditional Integration Methods**





Stanley Black & Decker

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

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### SAP Integration Enables Accurate Salesforce Sales Agreements

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- 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



## **Product Categories**

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Handle sales agreements using product categories.



Mapping of products to the primary category for allocation.

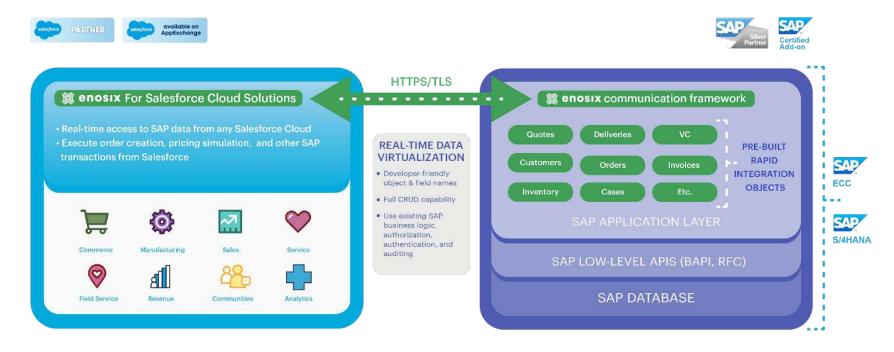
No functional changes to SAP integration. All mapping is done in salesforce.

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# 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

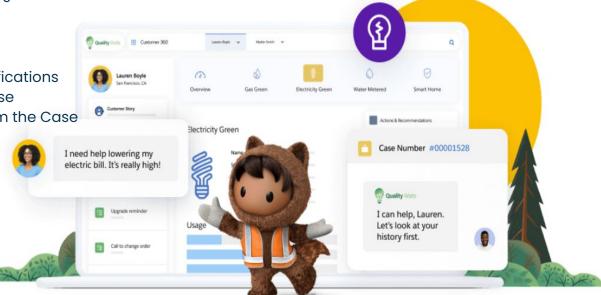
- · View Service Contracts with line items, full details
- View equipment and Serial numbers
- View Inventory on Equipment

#### **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







# Salesforce Field Service Cloud Integration

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### 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

#### enosix Sync for Salesforce

- Equipement Sync RIO
- Service Orders Sync RIO
- Customer Sync RIO

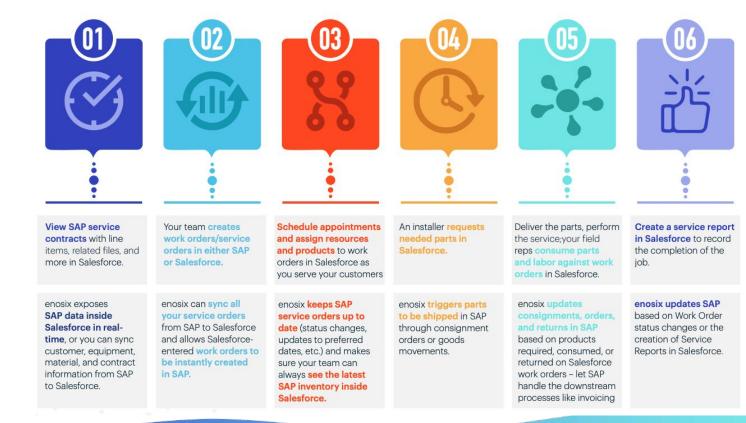




### Sample field service workflow integration

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.



## **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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#### SALESFORCE SERVICE CLOUD

# Delight customers with a 360-degree view of their account, history, and transactions:

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



## 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

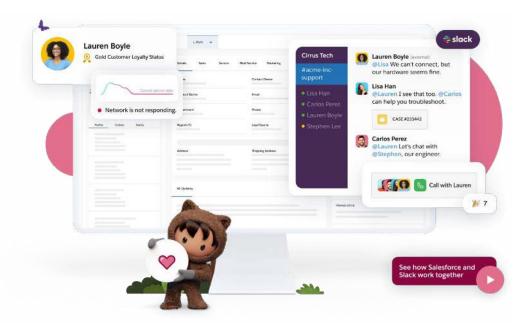
#### **Real Time Transactions to SAP**

- 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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#### MANUFACTURING CLOUD

# 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





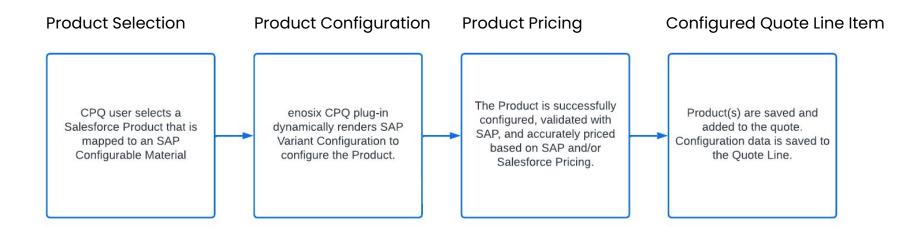


# Salesforce CPQ + SAP Variant Configuration

### **Process Overview**

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### **CPQ + SAP VC Process Overview**





### **Product Selection**

	All 💌	Q Search			*	• 🗄 🐟 ? 🌣	🏚 👩
Sales Home Opportunities V	Leads 🗸 Tasks 🗸 Files	$\checkmark$ Notes $\checkmark$ Accounts $\checkmark$	Contacts 🗸 Campaigns 🗸	Dashboards 🗸	Reports 🗸 Chatter	Groups 🗸 🔹 More	• /
Product Selection	Q 474		8 Q	2	⊘ ★ Select	Select & Add More	Cancel
PRODUCT CODE	PRODUCT NAME	PRODUCT FAMILY	PRODUC	T DESCRIPTION			LIST PRICE
2137	SYSTEM, CONFIGURED, DMR-474	QL-0000-M					\$0.00
DM474	400 Series FM Barcode Reader DM	1474					\$0.00
CPQ user selects a Salesforce Product that mapped to an SAP Configurable Material							



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

**Product Configuration** 

-			
ENOSIX VARIANT CONFIGURATION Configure: DM474			
↑ Collapse All Sections Display Characteristics	\$	CHARACTERISTIC	VALUE
~		DM 474 READER	
DM 474 READER * (Required)		LIGHT TYPE	
Select one	\$	LIGHT COLOR	
LIGHT TYPE * (Required)		LENS	
Select one	\$	LED LENS ANGLE	
LIGHT COLOR * (Required)		FILTER	
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FILTER			
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Select one	\$		
System Voltage * (Required)			
Select one	\$		



### **Product Pricing**

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#	PRODUCT CODE	PRODUCT NAME	MIN ORDER QTY	QUANTITY	ATP DATE	LIST UNIT PRICE	ADDITIONAL DISC.	NET UNIT PRICE	NET TOTA	L
1	DM474	400 Series FM Barcode Reader DM474	1	1.00	5/6/2022	\$10,000.00		\$10,000.00	\$10,000.0	10 ☆ 14 目 音
	configured, SAP, and ac based or	t is successfully , validated with ccurately priced n SAP and/or rce Pricing.							QUOTE TOTA	AL: \$10,000.00



### **Configured Quote Line Item**

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

Related Details					
Line Name		Quate 0			
QL-0000040		Q-00044			
Product O		Number O			
400 Series FM Bercode Reader DM474	× .	1			
Quantity O	/	Group 0			
1.00 Product Option (0)		Renewal 0			
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System Voltage	110 Volt System				
Country Selection	Unites States				
FILTER	Type 1 Filter				
LED LENS ANGLE	1				
LENS	Liquid lens 10 m	m			
LIGHT COLOR	1 - Blue				
LIGHT TYPE	2 - Brick light, n	arrow white			



### Enosix Integration flow Salesforce CPQ <> SAP VC

