

SEEBURGER

Extend the Capabilities of Your SAP Solutions with B2B Integration from SEEBURGER

Seamless B2B integration from SEEBURGER extends the capabilities of your SAP solution, enabling full visibility and collaboration from every angle – and with every partner – in your supply chain. Through the SEEBURGER and SAP partnership, your organization can achieve 100 percent trading partner integration.

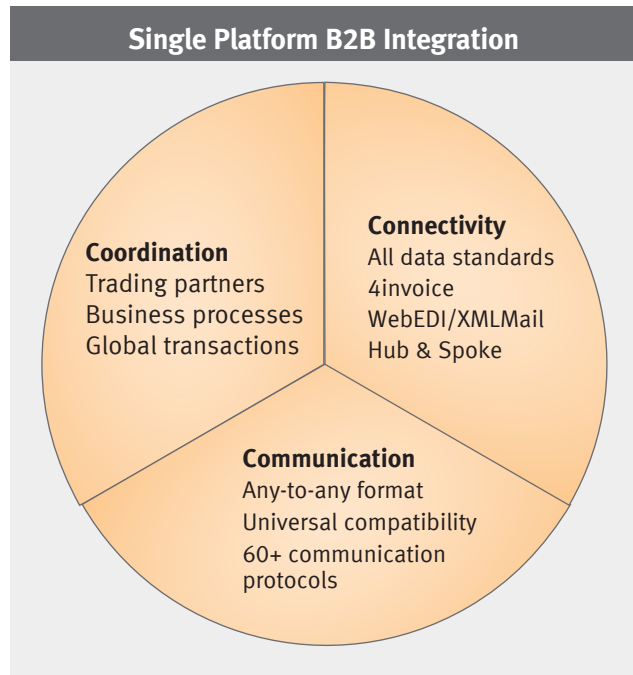
The Challenges of Partner Communications Today

Communicating in real-time with your partners to meet the ever-changing demands of consumers can be one of the biggest challenges you face as an organization. With an often tangled web of large and small partners, it's hard to integrate easily when some use sophisticated back-end systems while others still communicate via fax. Yet, regardless of the role a trading partner plays, they all contribute to the end-product and to customer satisfaction. The overall success of the supply chain within your organization depends on those partners communicating quickly and efficiently with each other.

Organizations with complete B2B integration can experience benefits such as:

- Shorter lead times resulting in shorter order fulfillment for customers
- Shorter time to market due to more efficient data exchanges

Lower costs resulting from reduced inventory on-hand
Technology is only effective if organizations utilize it, and with the addition of small partner integration solutions and newer communication protocols via the Internet, the cost barriers of integrating a supply chain have been eliminated. 100 percent trading partner integration is not only a possibility, it's a reality.



“SAP is pleased to expand our relationship with SEEBURGER to ultimately extend the functionality of the SAP Exchange Infrastructure. Our customers will benefit by more easily building integrated processes with their business partners in an efficient, reliable and secure manner, whether the integration is based on existing EDI technology or emerging Internet standards.”

– Klaus Kreplin, Member of the Extended Management Board, SAP AG



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The SEEBURGER / SAP Partnership

SEEBURGER has more connectivity capabilities and project experience in an SAP environment than anyone else in the world. A partner with SAP since 1995, SEEBURGER currently serves more than 1,800 SAP customers globally; these customers use the SEEBURGER B2B Gateway and related solutions to integrate all of their customers, suppliers and partners, regardless of their technical capabilities.

In 2002, SAP announced an expansion of the partnership whereby they would resell components of the SEEBURGER solutions as the sole B2B and EDI adapters for the SAP Exchange Infrastructure. These adapters are run within the adapter framework and convert all relevant business documents from industry standards into the XML/SOAP-based format used by the SAP Exchange Infrastructure. The expansion gives customers the flexibility to use SEEBURGER solutions as a standalone B2B Gateway, as an embedded component within SAP XI, or as plug-in module to the SAP Enterprise Services Architecture.

SEEBURGER consultants have core competencies in the area of SAP EDI/B2B integration, and SEEBURGER's software solutions have maintained SAP certification throughout the entire partnership. SEEBURGER is the primary EDI/B2B partner for SAP Netweaver and the future Service Oriented Architecture.

Using SAP NetWeaver XI and SAP NetWeaver adapters for the automotive industry by SEEBURGER, Kongsberg Automotive has lowered the total cost of ownership of its EDI environment by 30%.

"SAP NetWeaver XI and SAP NetWeaver adapters enable us to respond to the demands of our end customers more easily and more quickly. We currently have 300 different EDI partners, each with its own complex and differing information exchange requirements. It is crucial to Kongsberg Automotive to be able to make this integration process easy and cost-effective."

– Per Hogberg, Business Systems Manager,
Kongsberg Automotive



"SEEBURGER is making key contributions to the solution with its data validation, artificial intelligence and automated paper-to-invoice technologies, extending a close partnership that has seen SEEBURGER's business integration platform connect to our SAP solutions for over a decade."

– Archim Heimann, Senior Vice President,
Global Solution Management, mySAP ERP

A Timeline of the SEEBURGER / SAP Partnership

1995	1997	2000	2002	2004	2005	Present
EDI-certified	ALE-certified	SAP/XML certified	SAP resells SEEBURGER Adapters for SAP XI	SAP OEMs SEEBURGER EDI solutions for global trade compliance	SEEBURGER & SAP cooperate on Invoice Management System	Certified for all versions of SAP R/3 , ECC, mySAP ERP, etc.

How does the partnership benefit you?

- Easy deployment of a market-leading B2B Gateway
- 100% connectivity between your B2B and SAP technologies
- Low implementation cost due to experience from 1500 prior projects
- Peace of mind when implementing a long-term strategy because of the joint, future proof development strategy

“The new add-on for the mySAP ERP invoice management system we are building will solve a major problem for enterprises, and underlines the vision of our Enterprise Services Architecture.”

– Dr. Lutz Heuser, Head of SAP Research

Beyond Standard R/3 Integration

SEEBURGER'S partnership with SAP goes far beyond standard R/3 integration. The companies continuously work closely together, ensuring that SEEBURGER solutions are compatible with both current and future offerings from SAP.

SAP Applications – SEEBURGER's products are designed in conjunction with SAP's product releases. This guarantees that our solutions will extend the capabilities of your existing SAP applications, including supply chain management (SCM) and supplier relationship management (SRM) tools.

Invoice Management Systems (IMS) – SEEBURGER will help you use your SAP system to reduce invoicing costs. Up to 30 percent of invoices received by organizations are incorrect and 80 percent still arrive on paper.

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“If we had needed to recode SAP to communicate with five different shop floor applications and our new IBID logistics package, it would have been impossible to complete the project on time. SEEBURGER’s workflow engine could be configured to deal with all the different variations on how the plants needed the data presented without touching SAP itself, and the SEEBURGER gateway could act as our integration broker. This saved us weeks of work.”

– Shawn Collenburg, Senior Integration Architect,
Pilgrims Pride Corporation

SEEBURGER’s 4invoice solution can reduce costs by automating the process and cutting back on errors caused by manual input.

Global Trade Services (GTS) -- When you purchase a GTS system from SAP, SEEBURGER’s solutions are automatically included. Save time and resources by using the pre-built global connectivity from SEEBURGER. For example, connect to US Customs (AES), ATLAS or NCTS.

SAP Small & Mid-Sized ERP Packages – From All-In-One to Business One. Regardless of the size of your business or the size of your SAP system, SEEBURGER can help you integrate on any level.

Secure Your Long-Term Investments with Partners of Today and Tomorrow

SEEBURGER works in tandem with SAP to design offerings that support the strategic direction of SAP. Our technology is a core part of the SAP NetWeaver and Enterprise Services Architecture strategy and we are the only part-

ner whose solutions will integrate seamlessly with any SAP platform. These solutions integrate with all SAP applications of today, and with the company’s future developments, such as the BPP Business Process Platform. The result? Your long-term investment strategy for 100 percent partner integration is secure.

SEEBURGER’s partnership with SAP provides you with:

- Long-term stability
- The flexibility to accommodate emerging technologies
- 100% seamless integration with your trading partners

