

Compaq and mySAP.com Supply Chain
Management Solutions

Take the lead in a high-pressure business climate



COMPAQ

TECHNOLOGY
SAP[™]
GLOBAL PARTNER



Transform your business and outperform the competition

At Compaq, we listen to what our customers say about their business challenges and know that in today's demanding business environment, you face shorter product life cycles, shorter delivery lead times, distribution inefficiencies and demand uncertainties. To succeed, you have to manage all of these pressures while containing costs and continually improving how you address customers' needs.

Unfortunately, streamlining internal processes isn't enough anymore. Businesses must optimize how they collaborate and operate outside their organizations as well as inside them.

Supply chain management (SCM) solutions are the cornerstone of a new transformation strategy. They allow businesses to view, coordinate and optimize processes across a company's entire supply chain — from traditional enterprise resource planning (ERP) systems and processes to customers, vendors, suppliers and marketplaces.

It's all about your customers

Compaq and mySAP™ SCM facilitate collaboration between customers, suppliers, vendors and marketplaces to create continuous value for your customers.

- > *Make better, faster decisions by improving collaboration*
- > *Accelerate products to market and optimize pricing*
- > *Leverage the Internet to develop new sources of supply and sales channels*
- > *Improve the customer experience by enhancing services for buying, inquiring about and supporting your products*
- > *Extend geographic reach to harness new markets and customers*
- > *Dramatically reduce inventory, supply chain and transactional costs*

Adopting the right strategy

Successfully leveraging SCM requires integrating a strong back office with external relationships and e-commerce applications.

But simply having the best software or technology isn't enough. Co-existence with legacy systems, integration of complex workflows stretching across multiple business functions, and integration with transaction and planning systems are all required.

A Compaq and mySAP™ Supply Chain Management (mySAP™ SCM) package is built on the flexible and open mySAP.com Internet Business Framework and Compaq's robust, highly available technology and services. Together, they address the most demanding SCM business requirements and can be deployed quickly for a rapid return on investment.

Built on a strong relationship, joint experience, superior technology and global services, Compaq and mySAP SCM is a reliable, scalable package that accommodates explosive growth, high-velocity, high-volume business, and complex application integration.

Creating a smarter supply chain solution

Compaq and mySAP SCM is a complete, end-to-end package that includes services, consulting, system integration and blueprints for creating an inter-enterprise supply chain e-business.

Key components of the Compaq and mySAP SCM solution package include:

- > SAP® APO: Advanced Planner & Optimizer
- > mySAP™ BI: Business Intelligence
- > SAP™ R/3
- > SAP™ LES: SAP Logistics Execution System
- > Compaq *AlphaServer*™ systems running *Tru64*™ UNIX or Compaq *ProLiant*™ servers running Microsoft, Windows NT Server and Windows 2000

Compaq and mySAP SCM: a powerful combination

Reduced complexity and risk

With over 10,000 joint installations worldwide, Compaq and SAP offer customers proven, low-risk solutions that have achieved superior status through years of collaboration in testing, sizing, piloting and implementation. In fact, with 30% total market share (number of SAP installations), Compaq is the leading hardware supplier for SAP R/3 systems.



Strong, scalable solutions

Today, customers, vendors, partners and employees are using everything from traditional server access to laptops, cell phones and other wireless devices — hundreds of thousands of transactions and touch points interacting across your infrastructure, both inside and outside the firewall. Goods flow to and from your business at high velocity in a vast global infrastructure.

Handling such intensity requires a strong internal infrastructure that will be reliable 24x7 and will grow easily to accommodate volatile demands.

Compaq *AlphaServer™* and *Tru64™* Clustering technology provide a solid, trustworthy platform that allows your business to respond quickly and cost-effectively to growing demands. *AlphaServer* systems have established Compaq as the leader in high-performance technical computing (HPTC). And some of the world's most demanding computing environments are built on Compaq infrastructure. Ninety percent of all securities transactions, six of the top 10 ISPs and 66 of the top 68 stock exchanges run on Compaq platforms.

Supply chain performance leadership

The *AlphaServer* product family is recognized for superb scientific “number crunching” — performance that's critical in supply chain environments. Supply chain applications such as mySAP SCM are characterized by complex analytical algorithms and very large databases that demand the same raw performance — CPU speed, large memory and I/O throughput — as the most demanding HPTC applications.

The advanced planning and scheduling (APS) component of mySAP SCM — SAP® Advanced Planner and Optimizer (SAP® APO) — was originally implemented for Microsoft, Windows only. Now, for customers who want the increased performance that 64-bit technology and in-memory capabilities can provide, SAP APO is also available on Compaq *Tru64* UNIX. The key to SAP APO performance is the liveCache server's ability to process SCM business objects in memory, reducing run time for SCM optimization and increasing turn around time for decisions and results. This multiplied across your business processes can give you tangible benefits that can be reflected in your return on investment (ROI).

Recent record-breaking benchmarks set by *AlphaServer* systems running mySAP BI indicate that the platform is extremely well-suited for the liveCache architecture and SAP APO processing. Couple that with Compaq's ten year experience with 64-bit technology, engineering development, years of performance testing, and a global customer base, and you have the confidence of a solid environment to run your business on.

Our experience
begins at home

Compaq has one of
the largest R/3
implementations in
the world. We
leverage that
experience to help
companies develop
integrated enterprise
strategies across
intranets, extranets
and the Internet to
maximize business
benefits.

Flexibility in mixed environments

Compaq's leadership in Microsoft, Windows NT, Windows 2000 and Linux installations, coupled with our Windows NT-friendly *Tru64* UNIX operating system, enable you to optimize multi-platform mySAP SCM solutions. Seamless interoperation means you can start with the platform that makes best sense for your business requirements — whether piloting or implementing a Compaq and mySAP SCM package — and be confident that you have a cost-effective, scale-up and scale-out growth path.

End-to-end services speed implementation and lower risk

You can also be confident that your Compaq and SAP package is tested, tuned and optimized for absolute reliability. Compaq collaborates with SAP from product development to customer support, working alongside SAP engineers to develop, prove, benchmark and support SAP solutions across the full range of Compaq technology.

For example, at Compaq-SAP Solution Centers around the world, we work together with our other industry partners and customers to:

- > Provide custom sizing services at no cost to prospective customers
- > Perform integration engineering that ensures robust, optimized and rapid installations
- > Develop and publish operational best-practices
- > Perform proof-of-concept and custom platform testing to minimize risks for our joint customers
- > Enhance support capabilities

"Most performance-savvy IT professionals know that the Compaq *Alpha* supercomputer is the industry leader in high-performance technical computing (HPTC). Now, the most demanding business-critical applications from SAP, the Business Information Warehouse (SAP BW) and SAP Advanced Planner and Optimizer (SAP APO), are a perfect fit in the enterprise for *Alpha's* power."

AberdeenGroup Impact, June 12, 2001



One stop for all of your needs

Compaq offers a full spectrum of technology solutions to help you build the SCM solution that's right for your business, from hand-held wireless technology to high-end fault-tolerant systems.

Contact us today

A Compaq and mySAP SCM strategy will allow you to increase revenue and market share, differentiate your business, decrease time to market and increase margins through lower inventory and logistics costs — all faster, easier and with less risk than alternative solutions.

For more information on Compaq and mySAP SCM solutions, please visit: compaq.com/partners/sap