



Model N / SAP Integration Overview

Proven Track Record	Model N's Revenue Management suite was designed to complement and integrate with ERP systems. It has been successfully implemented at 60 Life Sciences and Semiconductor customers .
Standardized	Over 50% of these implementations, for multi billion corporations such as Bristol-Meyer-Squibb, Boston Scientific, IDT, Atmel, Analog Devices, and Wavecom, leveraged Model N's out-of-the-box integration server specifically to integrate with SAP ERP.
Upgradeable	
Professional Services	The objective of this document is to provide information about the approach, methods, tools and services that help companies integrate Model N's Revenue Management Suite with SAP ERP.
Partner Support	

Standardization and Upgradeability

The Model N High Tech solution enables a seamless, end-to-end process – at a transactional level – from opportunity tracking, to design registrations, to global pricing, to quoting and contracts, to managing channel incentive payments and reconciliation of point-of-sale data with debits. The number of integration points between Model N and SAP is a direct derivative of the Model N footprint that is being implemented.

Model N's integration tools and architecture were built to provide a flexible, configurable transport mechanism that is compatible with SAP, allowing Model N to be integrated into the existing client environment quickly and without a need for costly and time consuming customization. In addition, the integration layer provides an easy to implement, loosely coupled interface that provides interoperability between Model N and SAP (directly or via middleware) while allowing each of the systems to be upgraded or changed without affecting the interface requirements.

Master and Slave Synchronization

In *typical implementations* of Model N with SAP, the latter remains the system of record and master for:

1. Direct Customers (Accounts)
2. Product Master (Parts Catalog)
3. List Price
4. Orders & Shipments

Model N is often the system of record for:

1. End Customers (in-direct)
2. Negotiated prices
3. Contracts (if not already stored in SAP)
4. Point-of-Sale and Debit reconciliation

Model N and SAP synchronize, as described later in this document, using mass uploads, asynchronous and synchronous methods in a one directional and / or bi-directional fashion based on the business requirements.

Model N Professional Services & Partner Support

Model N's high tech professional services team, that employs former semiconductor professionals, has worked successfully with the business and IT teams of over two dozen semiconductor companies bringing every project to a successful go-live. Our professional services organization manages all aspects of business analysis, process mapping, solution design, change management, technical implementation and ERP integration.

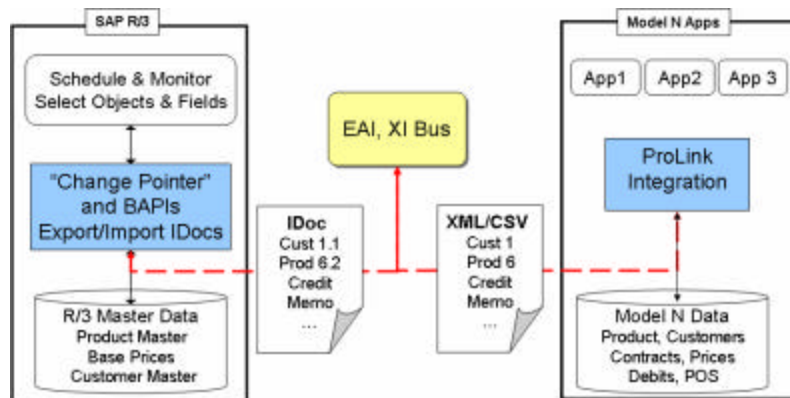
Based on project scope and customer demand, Model N customers can also benefit from the growing number of partners trained and experienced in supporting Model N implementations and specifically Model N integration with SAP.

About Model N

Model N, the leader in Revenue Management Solutions, offers integrated application suites for managing global pricing, quoting and contracts, and the channel revenue life cycle. Model N Revenue Management Solutions, along with professional services and customer support, are provided by the High Tech Group of Model N to meet the specific needs of semiconductor and electronic components manufacturers. By enabling a seamless, end-to-end process from global pricing, to quoting and contracts, to managing channel incentive payments and reconciliation of point-of-sale data with debits, Model N's uniquely integrated approach improves visibility into demand, reduces margin erosion, increases quote conversion, and improves compliance with financial reporting requirements. Model N is located in Redwood Shores, California. For additional information, visit www.modeln.com.

Integration Approach & Standards

Model N's Revenue Management Suite and SAP ERP integrate using Model N's standard ProLink and ProLink XML tools with SAP's iDoc and iDoc extensions. BAPI is used for synchronous updates.



The data can be exchanged between R/3 and Model N over a variety of channels. Model N supports a standard file channel, FTP, HTTP post, EAI, XI Bus, etc. Data can be exchanged over these channels on a scheduled basis, by monitoring change pointers in R/3, asynchronously via event Servlet engine or messaging on an EAI bus, or ad hoc by running an export from within the application. Usually when there is an EAI bus involved, customers map between iDoc and XML on the bus, otherwise mappings are used to transform the data to/from iDoc to CSV/XML format. There is no "right" method and the approach is often driven by project scope, cost, schedule and IT resource availability. The appropriate approach is decided on jointly between the customer and Model N.

SAP Integration Typical Steps (when using iDoc)

SAP XI or NetWeaver can be used as middleware to set up business scenarios and to configure the field mappings.

1. SAP system analysis of existing set up and enhancements
2. XI configuration with all mapping and system details
3. Configure SAP system for delta extracts wherever required
4. Optional Development work can include some ABAP developments, extension of IDOCs (BAPIs are used if determined necessary during the Design)
5. Unit testing and Functional testing

In addition to Model N professional services the typical *customer effort* for a full suite integration of Model N and SAP ERP can require 40-70 days FTE of a customer technical resource. This is a similar and in some cases smaller scope of effort even in comparison to integrating SAP ERP with other SAP applications.

About ProLink

ProLink helps map the integration requirements with external systems with property-based format and business rules and flexible export control, making integration projects straight-forward and successful. The ProLink Tool Set includes over 100 ASCII-based import and export methods which utilize Model N APIs to interface seamlessly with client systems while adhering to Model N business rules and processes thus insuring complete transactional integrity. The ProLink Tool Set also includes a robust set of eXtensible Markup Language (XML)-based imports and an unlimited number of XML exports driven directly from the Model N Java object manager. ProLink can be configured to interface in a variety of modes including manual, scheduled, or "real-time" HTTP post via the ProLink event-server servlet. The ProLink event-server servlet features include GUI-based operations, easy access to the ProLink Controls, ability to track all Post activities and status.

For more information please visit www.modeln.com