
EPAM Systems' SAP Practice: Unique Expertise for Businesses Running or Considering SAP

<http://www.NetWeaverTeam.com>

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SAP NetWeaver Platform: Timely IT Response to Business Change

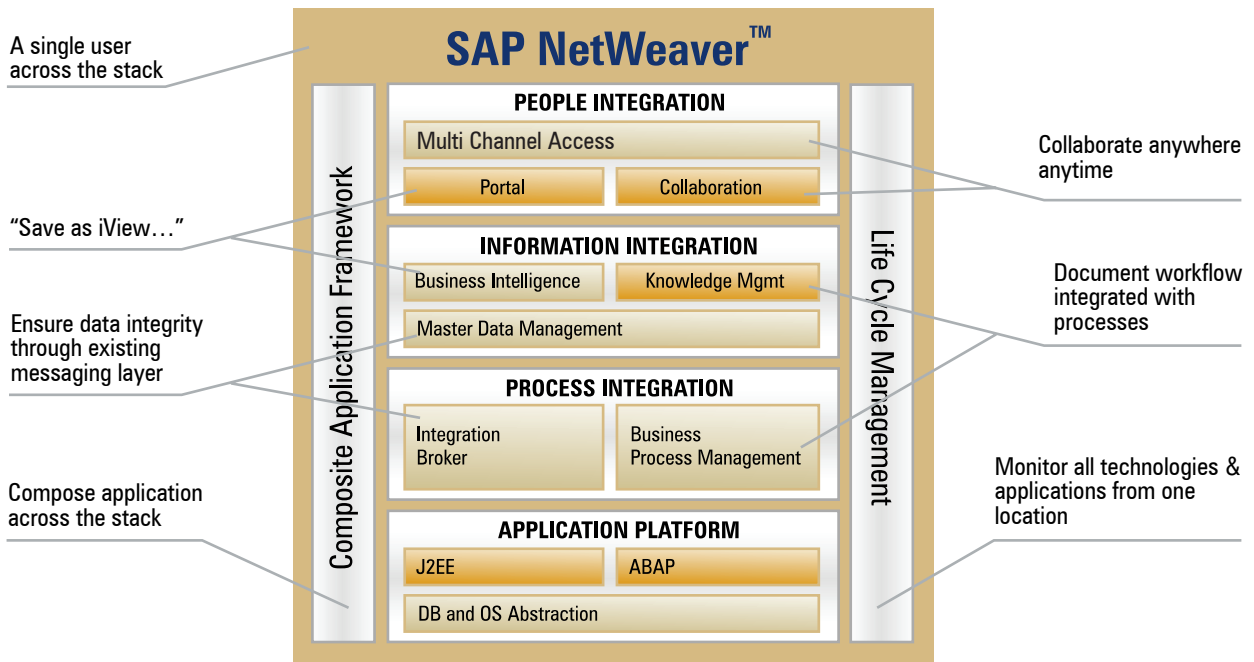
A major challenge that companies face today is the ever-increasing pace of business change. The need to rapidly meet customer expectations, learn about the latest trends and withstand the emerging competitive threats drives corporate management towards more adaptable business processes and management schemes. From the IT perspective, this means the growing demand for greater flexibility and reliability that could guarantee profitable growth and provide managers with reliable background for decision-making. Over the recent years, this pressure of change has led to a considerable toughening of business requirements for corporate IT infrastructure, which currently imply:

- High adaptability
- Protection of investments and lowering the Total Cost of Ownership (TCO)
- Possibility of “small portion” development
- Enterprise-wide coordination of functional activities
- Handling large volumes of data
- High scalability potential
- Controllability and strict measurability.

The inability of IT systems to meet these requirements has often had a negative impact on result-oriented businesses. Such widespread problems as unwieldy infrastructure, frequent interoperability issues and the high costs and length of integration projects became especially evident in cases of mergers and acquisitions, business diversification and management of geographically dispersed divisions.

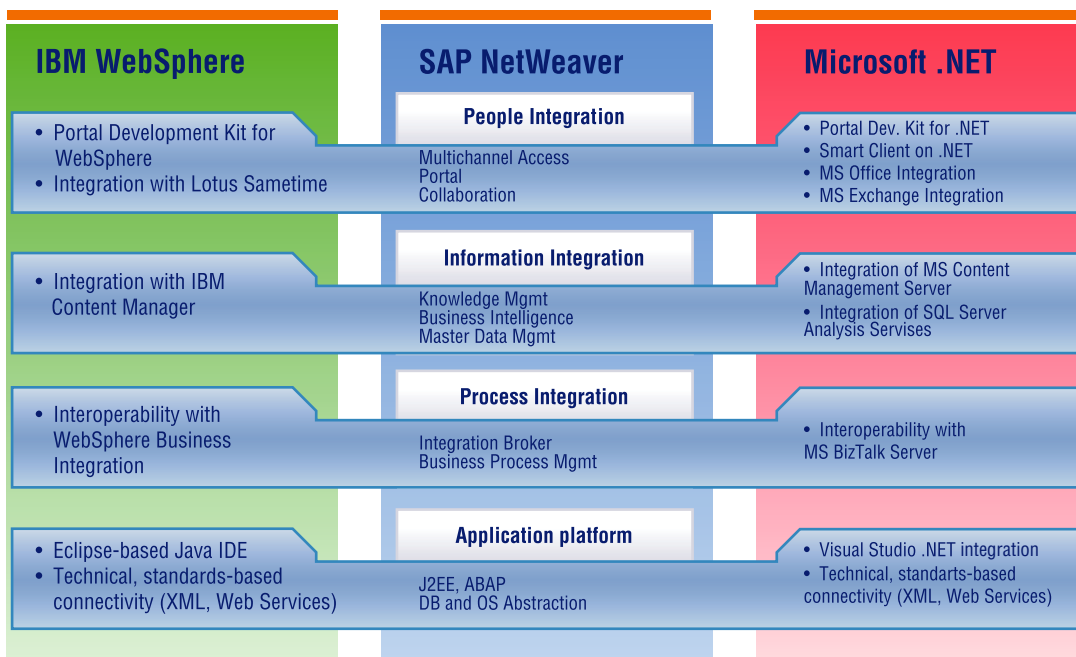
Closer linkage between technology and business was reached with the development of Service-Oriented Architecture (SOA), based on web services, which finally made it possible to move from rigid IT structures to more flexible modular components. In January 2003, SAP AG, the renowned Germany-based provider of business software applications, made use of this crucial development and brought to market SAP NetWeaver, a powerful integration and application platform that blends disparate systems into a single coherent information environment.

■ SAP NetWeaver platform functionality:



Underlying SAP NetWeaver is the Enterprise Services Architecture (ESA), SAP's own version of SOA that provides a framework for multi-level integration of company resources and brings IT infrastructure in harmony with the corporate objectives. Enabled to support Internet standards, such as HTTP, XML and Web services, and ensure openness and interoperability with Microsoft .NET and Java 2 Platform Enterprise Edition (J2EE), SAP NetWeaver is an ideal platform for cross-platform business applications.

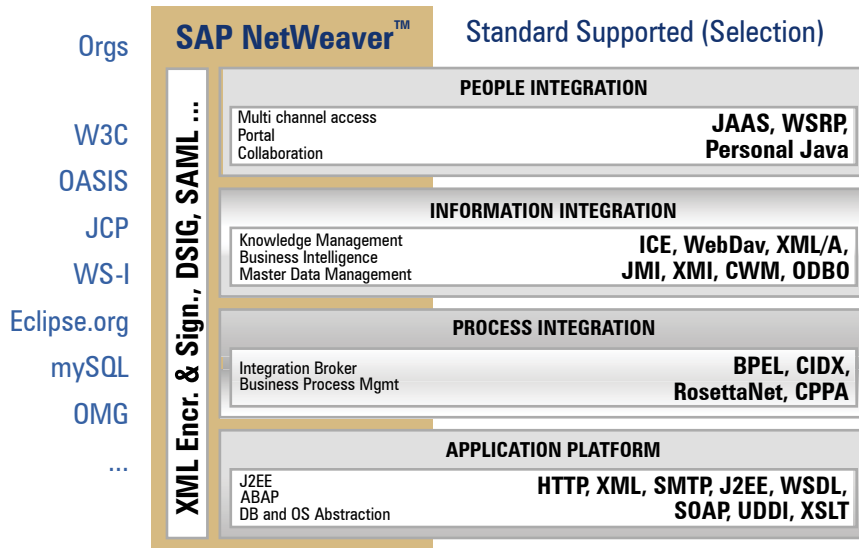
■ SAP NetWeaver Interoperability with IBM WebSphere and Microsoft .NET



The advanced integration capabilities of SAP NetWeaver enable it to provide business end-users with greater value by effectively integrating people, information, business processes and applications:

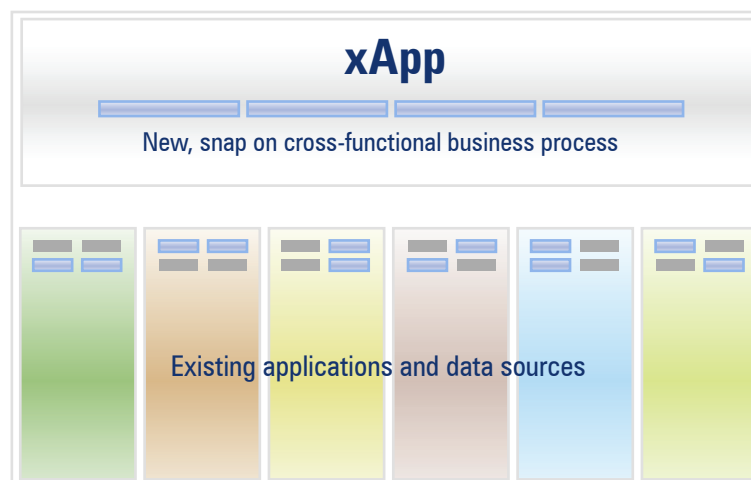
- People by means of Enterprise Portal (EP)
- Information by means of Knowledge Management (KM), Business Warehouse (BW) and Master Data Management (MDM)
- Business Processes by means of Exchange Infrastructure (XI), Business Process Management (BPM) and Integration Broker
- Applications by means of SAP Web Application Server (SAP WAS) that embraces both Java 2 Enterprise Edition and ABAP

■ Standards supported by SAP NetWeaver:



SAP's other initiative aimed at meeting the demand for flexible IT systems was the development of NetWeaver-based composite applications SAP xApps that can be viewed as advanced SOA building blocks for business-oriented infrastructure. These flexible packaged applications can integrate cross-functional business processes and are easily adjusted to specific business requirements of both large corporations and small-and-medium enterprises.

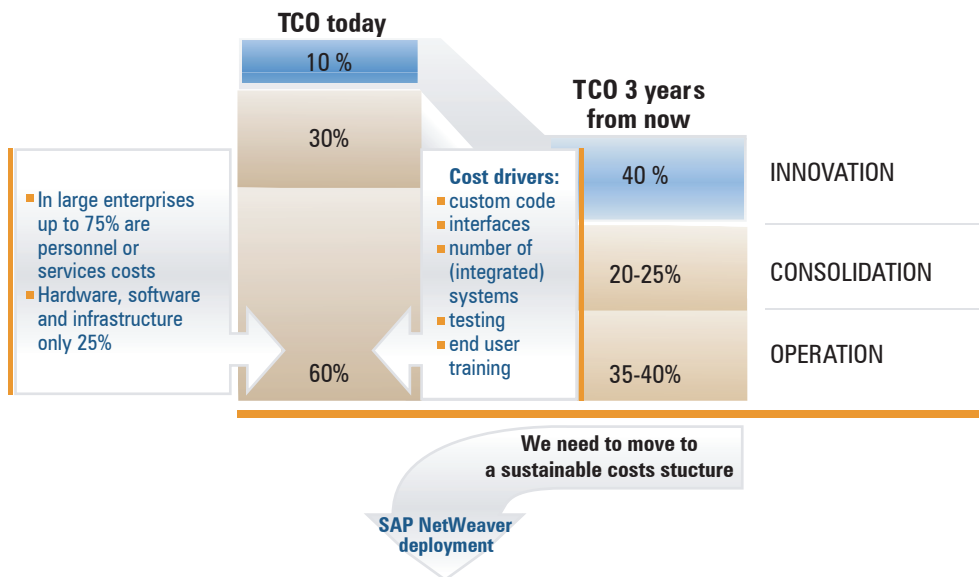
■ SAP xApps integration potential:



The benefits that these innovations offer to businesses are unrivalled and include:

- Ability to timely and effectively implement innovative business processes via an integrated IT infrastructure
- Higher level of cross-enterprise collaboration
- Drawing the maximum benefit from legacy applications
- Technically enabling the breakdown of large business tasks into smaller ones divided between several development or consulting groups
- Noticeable reduction of IT budgets.

■ SAP NetWeaver in Figures:



BG Group	281% ROI* 43% TCO Red.	SASOL reaching new frontiers	453% ROI
CHECK POINT Software Technologies Ltd.	586% ROI	ZEISS	362% ROI
GOOD YEAR DUNLOP	308% ROI 25% TCO Red.		

Source: IDC CaseStudies; * ROI in 5 yrs

SAP NetWeaver, as an application platform, provides comprehensive technology for managing all stages of the software life cycle: from design and development, deployment, implementation, versioning, and testing to ongoing operations such as administration and change management. The platform is based on open technologies and supports J2EE and the ABAP programming language in a single environment. It provides full support for platform-independent Web Services and business applications and is completely interoperable with Microsoft .NET and IBM WebSphere. These features, along with the flexible licensing policy of SAP, make SAP NetWeaver the most cost-effective integration and application platform available for building new, custom applications and integrating companies' existing applications and infrastructure, in order to reduce costs, enable growth, and jump-start innovation.

Considerably increasing the adaptability of companies to the fluctuating business environment, SAP NetWeaver has justified the claims of its developers who present it as a truly comprehensive platform for enabling and managing change. Its business enhancement potential, acknowledged by international IT and business executives, resulted in the growth of NetWeaver customers from 30 to 1,300 in 2004 and further successes. Today, armed with its over 30 years' experience of business software development, SAP is taking active steps to foster the universal acceptance of NetWeaver by companies interested in increasing their competitiveness.

EPAM's Development Services: Providing Companies with NetWeaver-Based Solutions to Meet Their Business Needs

EPAM has been a development partner of SAP AG since 1997. Over the course of this long-established relationship EPAM has participated in numerous software and core product development, and integration projects for SAP AG, SAP Labs, SAP GSC as a trusted and preferred outsourcing partner. For more information about EPAM-SAP relationship, please see <http://www.netweaverteam.com/sap-partner.htm>.

Today EPAM is especially proud of its unique experience of more than 500,000 hours of SAP NetWeaver development and integration, including the development of additional components for SAP NetWeaver and NetWeaver integration with legacy systems. EPAM's most important advantage is the pool of highly skilled SAP technology experts who have participated in large international projects, including those implemented together with SAP's expert teams from Germany, India and the United States. All this makes EPAM a reliable provider of SAP NetWeaver-related services, such as custom NetWeaver-based software development, deployment of SAP NetWeaver and its components (e.g. SAP Enterprise Portal) and NetWeaver certification support services.

“EPAM has been an effective and trusted development partner with SAP for years now, and we look forward to continuing our relationship with EPAM as a core development resource for SAP xApps composite applications and other SAP products.”

Dennis Moore,
Senior Vice President, SAP Labs

In addition to its vast SAP project experience, EPAM also has a solid record of implementing various development and integration projects in heterogeneous IT environments, which require strong practical knowledge of both Microsoft and J2EE, as well as of other platforms. The high quality of service in the course of these projects has been ensured by EPAM's strong commitment to the standards of CMMI and ISO and its practice of continuous in-house training of IT and project management personnel. The proven J2EE, .Net and ABAP skill set of EPAM has enabled it to greatly expand the scope of its custom development services that currently include but are not limited to:

- Design, development, deployment and support of custom SAP NetWeaver-based enterprise applications
- Design, development and integration of components for SAP NetWeaver solutions
- Tailoring existing applications and solutions through new custom functionality, interfaces, plug-ins and other enhancements
- Development of interfaces to ensure effective and problem-free integration
- Enterprise data modeling and business warehouse solutions
- Business process implementation and workflow management

To ensure a successful delivery of a custom solution tailored to a customer's unique needs, EPAM uses an ISO-certified software development methodology, born of hundreds of person-years of experience. EPAM's methodology is based on the Rational Unified Process and captures many of the best practices of software development including developing software iteratively, managing requirements, using component-based architectures, continuously verifying software quality and controlling changes to software. The methodology also incorporates EPAM's proprietary [Project Management Center \(PMC\)](#), a best-in-class web-based project management and collaboration environment that streamlines project planning, requirement and risk management, software construction, product quality assurance, quantitative project management, and overall organizational process performance.

“We were extremely impressed with the maturity of the software engineering process implementation in the company and with the evident client-oriented organization of EPAM. They not only know “what”, but also attach great importance to “how” they should do things to meet the client's requirements in the best possible way. EPAM stands out through successfully striving to involve members from all organizational levels into decision-making and by implementing the industry proven best practices throughout the project life cycle.”

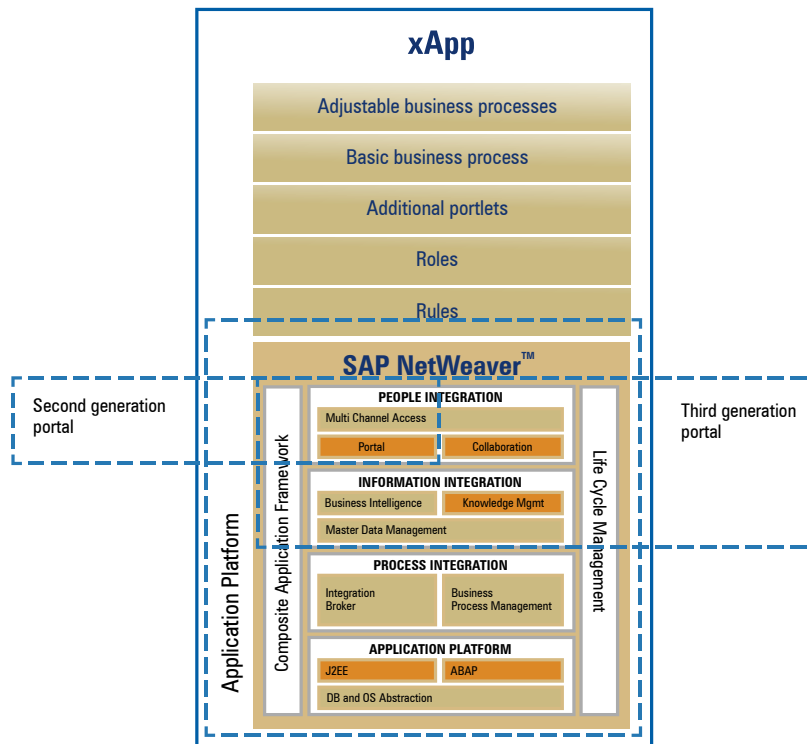
Kent A. Johnson
SEI-Authorized SCAMPI Lead Appraiser, TeraQuest

The disciplined and innovative approach to development demonstrated by EPAM ensures the production of high quality software solutions that perfectly meet the requirements of end users within a predictable schedule and budget. In order to raise the delivery standards even higher, EPAM's development processes are continuously evolving to comply with the best practices in the marketplace. In September 2003 EPAM's Eastern European Development Center became the first software organization in Europe certified by SEI-authorized SCAMPISM Lead appraisers against the requirements of SEI Capability Maturity Model Integration® Maturity Level 4. EPAM's unmatched development expertise has been repeatedly marked by authoritative analyst organizations and led to naming EPAM No.1 of “Top 5 to Watch in Central and Eastern Europe” in 2005 and 2006, and No.3 of “Top 10 Specialty Application Development Leaders” on “The Offshore 100” round-up of top global offshore ITO and BPO service providers. For more information about EPAM, please see <http://www.netweaverteam.com/epam-for-netweaver-development.htm>.

Development and Integration of Composite Packaged Applications xApps

SAP xApps are a new class of enterprise software applications that combine existing, heterogeneous enterprise IT systems into cross-functional, end-to-end business processes driven across different applications, technologies, and organizations. Effective deployment of SAP xApps brings about a strong competitive advantage reflected in the streamlined business process across the whole enterprise, extended functionality of legacy systems and lowered Total Cost of Ownership (TCO).

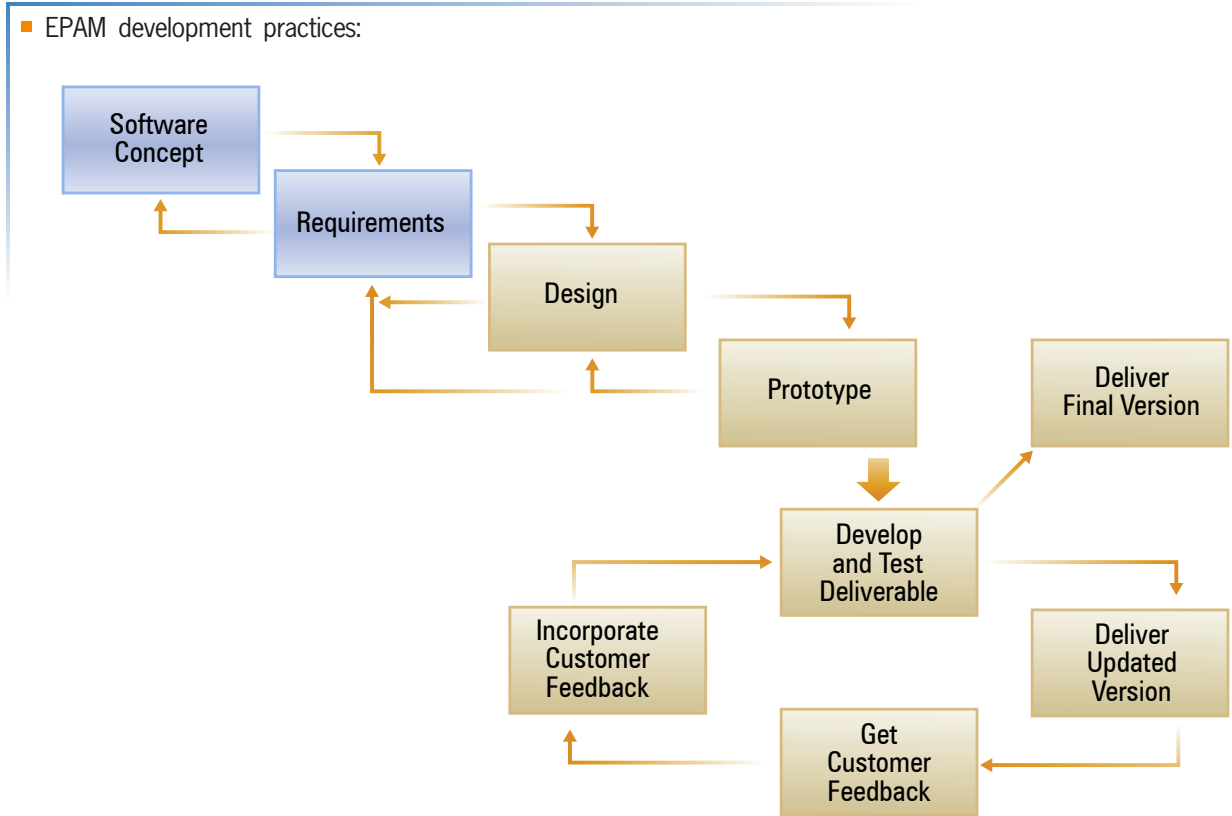
- SAP xApps structure:



For companies that require flexible integration of their existing systems into practice-oriented business processes, EPAM offers the following services:

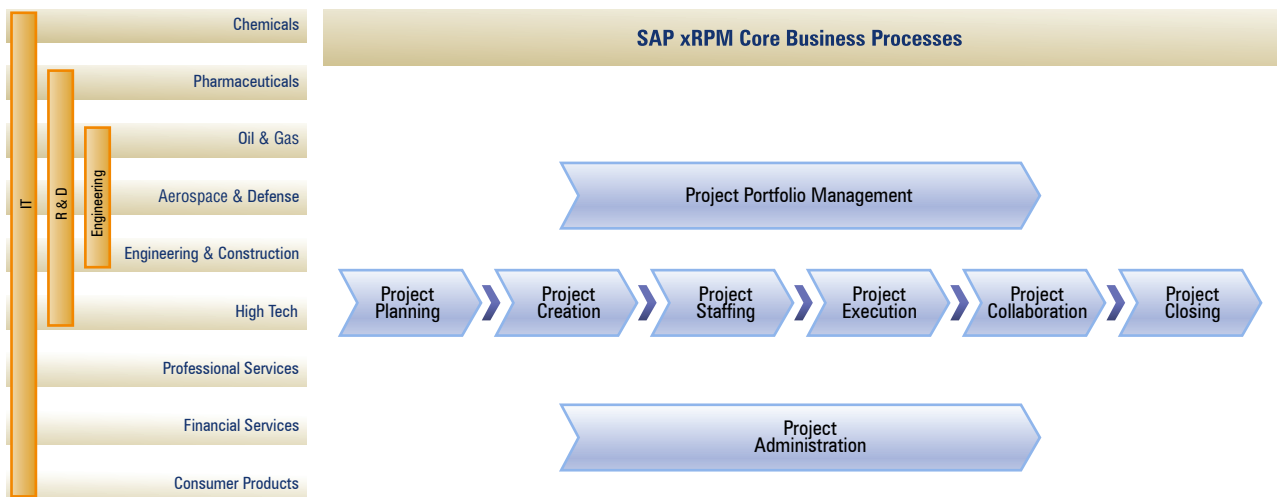
- Expert implementation of SAP xApps
- Expedited and cost-effective implementation of SAP Partners' xApps
- Integration of xApps with the existing software infrastructure
- xApps maintenance and remote support.

In cases when specific business requirements raise the need for developing custom xApps, rather than using packaged ones offered by SAP or its partners, EPAM can be selected as an onshore/offshore developer of such applications based on SAP NetWeaver. It also offers such services as integration of custom xApps into the landscape of existing SAP systems, design and integration of separate xApps components and the full cycle of product and performance testing as well as maintenance and support.



The most telling example of EPAM's unique experience is its participation in the creation of the first application of this kind, SAP xApp Resource and Project Management (SAP xRPM), along with SAP. This solution provides a complete, transparent overview of the company's projects, resources and ongoing programs, and is especially suitable for such complex domains as aerospace, high technology, research and development, construction, pharmaceuticals and investing. SAP xRPM integrates data from diverse SAP and non-SAP applications and allows project managers to better monitor costs, improve quality management and increase responsiveness to change.

■ SAP xApp Resource and Project Management:



EPAM's development activities included the creation of the UI components and, to a great extent, the design of the initial versions of SAP xRPM, delivered to SAP in November 2002. In April 2004, EPAM also developed RPM II SP2. Today it creates the majority of the front-end components and participates in the ABAP programming and development of new versions of RPM, providing its Web Dynpro and Java expertise. The combined engineering efforts of SAP and EPAM resulted in an excellent product that has closed the gap between typical desktop project management tools and an enterprise-level company by offering a whole set of useful features:

- Possibility of project staffing and resource allocation
- Executive overview supported by SAP Business Warehousing analytics
- Portfolio management, including prioritization and what-if scenarios
- Effective task management, including integration with the major project management systems
- Employee self-service, including skills profile and project posting
- Common repository for projects and tasks related documents

For more information on EPAM's expertise in developing custom xApps and implementing SAP xApps or SAP partners' xApps, please see <http://www.netweaver.com/xapps-development.htm>.

SAP NetWeaver Deployment, Integration and Porting Services

An indispensable requirement for any company that deals with the integration of SAP NetWeaver is the combination of proven software engineering skills with a high competence in the field of business analysis. Since the deployment of SAP NetWeaver may take considerable time, it is a significant factor for SMEs that any technological decision should be based on a close examination of business processes and their compatibility with the existing software infrastructure. The next steps may be substantial reorganization of business processes or minor business adjustments to the deployed solution with the consequent optimization of both processes and new software structures.

■ EPAM Integration Project Experience:



The deployment methodology followed by EPAM implies thorough investigation of a customer's business needs and finding answers to the following questions prior to any engineering efforts:

- What are the company's strategic goals?
- What are the company's current business processes?
- What IT-infrastructure supports the company's business processes?
- What are the weak points of the company's current IT infrastructure?
- Are there any planned business projects and do they fit the present IT realities?
- What part of the IT infrastructure is to be replaced?

Based on the specific requirements that become evident during such examination, EPAM can offer a full cycle of SAP NetWeaver integration, comprising the planning, scaling and deployment phases, or customized integration of SAP NetWeaver component parts, for those clients who require specific business functionality.

EPAM handles integration projects for SAP Enterprise Portal, for SAP Web Application Server, SAP Exchange Infrastructure, Knowledge Management (KM), Business Warehouse (BW) and Master Data Management (MDM). EPAM's main strength lies first and foremost in its strategic conclusions from analyzing each particular case and its preparedness to translate these decisions into purposeful IT projects.

IT developers and large enterprises that want to simplify their corporate infrastructure by migrating to a single platform, can also take advantage of EPAM's porting services. Projects of migrating from BEA WebLogic and IBM WebSphere to SAP NetWeaver, implemented by EPAM for such customers, have resulted in tight integration into the existing SAP system landscape and a number of useful features and enhancements, including support for web services, a database-independent abstraction layer for persistence and the ability to easily develop user friendly front-ends. For more information on SAP NetWeaver integration and porting services provided by EPAM, please see <http://www.netweaverteam.com/sap-netweaver-integration>.

EPAM's Portal Solutions

SAP Enterprise Portal is one of the most significant components of the SAP NetWeaver platform that solves the crucial task of consolidating the company personnel. It ensures enterprise-wide collaboration by integrating separate databases, documents, files and services and providing all employees with an easy single access to this integrated information resource. Being especially suitable for large companies that have many divisions and affiliate structures or run several investment projects, SAP EP can also be successfully used by smaller business entities due to its open architecture. Already used at over 8 million workplaces, the portal has been highly estimated by its users and industry experts (among them Gartner analysts) who recognize it as a leading solution in the field.

The actual business value received by companies that deploy the Enterprise Portal varies depending on this or that particular domain. Thus, in the telecom, insurance and healthcare sectors, portals are absolutely critical for customer service applications; while in finance and banking they provide a one-point source for different up-to-date financial and operational data. For any of these customers EPAM can offer either standard SAP EP integration services or implementation of a custom portal solution.

EPAM's portal services comprise portal architecture sizing, creation of a template for collaboration rooms, development of XML-forms, configuration of taxonomy and classification, integration of portal with backend systems, development, personalization and customization of portal interface and multilanguage localization of all portal modules, navigation structure, portlets and information content. EPAM's offering also includes upgrade services for those whose current portals no longer meet their actual needs.

The portal practices of EPAM are based on the Accelerated SAP Methodology for SAP Enterprise Portal (ASAP for SAP EP) and Rational Unified Process (RUP) and have a solid grounding in its high quality assurance standards. EPAM's extensive cross-platform expertise and mastery of portlet development technology, such as HTMLB, Web Dynpro and Business Unification technology, enable it to effectively handle the challenges of legacy systems integration and new portlets development that accompany such integration projects. Demonstrating a comprehensive approach to each integration case, EPAM leads its customers to success throughout all the project stages:

- Preliminary stage, at which EPAM's business and IT analysts thoroughly examine the whole set of internal and external requirements for portal integration
- Portal design stage that implies the training of a customer's IT personnel
- Implementation and testing stage
- Pilot use and support stage that includes the elaboration of strategic development plans for future use of the portal

The outcome of these integration services is essential to business managers who receive an effective solution that helps them drive the joint efforts of their employees towards reaching the common enterprise goals.

SAP NetWeaver Certification for Third-Party Solutions

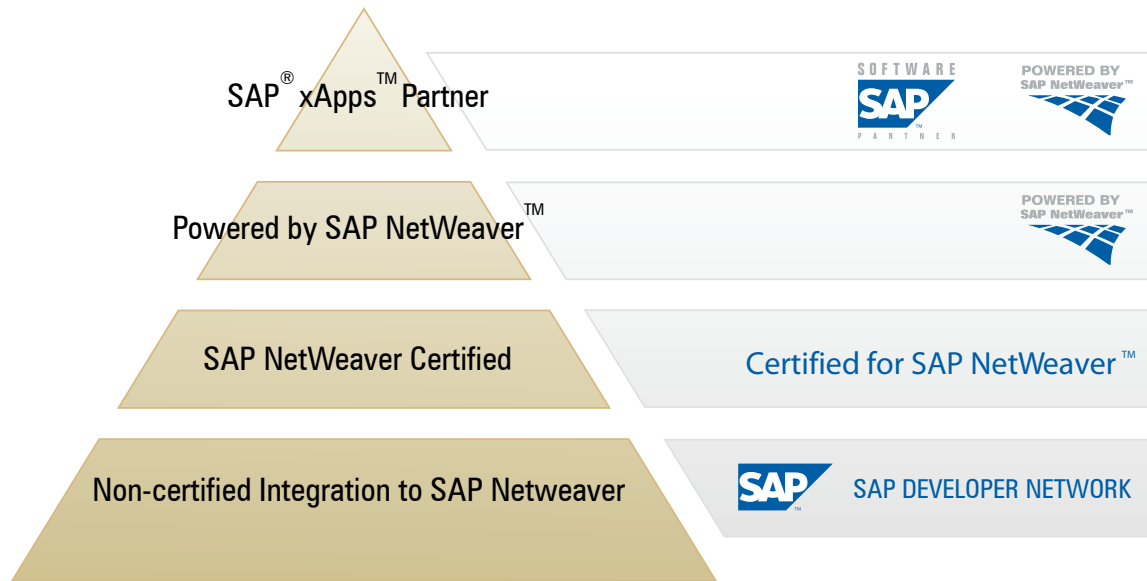
Companies whose customers utilize or consider SAP products require complete integration of their own solutions with SAP. In order to help these companies provide their clients with the benefits of simpler IT integration and greater flexibility, SAP has launched several certification programs:

- “Certified for SAP NetWeaver™” is awarded to products that feature integration with a component of SAP NetWeaver and have been redesignated as SAP NetWeaver interface certifications.
- “Powered by SAP NetWeaver™” is a more demanding certification provided for applications that run on the SAP Web Application Server (J2EE or ABAP stack) and are iView-accessible. Powered by SAP NetWeaver products assist SAP customers in achieving commonalities in system landscapes, hardware, software, and support skills, thus driving down total cost of ownership (TCO) and opening up opportunities for investment in innovation.
- “SAP xApps Partner” is a program for vendors offering out-of-the-box solutions due to be installed in the SAP NetWeaver environment.

These certifications are provided for applications that can be deployed on the SAP Web Application Server (J2EE compliant or ABAP) and be fully integrated into SAP Enterprise Portal via iViews. In order to simplify the certification process for companies that run such applications, EPAM provides a complete package of certification support services:

- Porting of J2EE applications for successful deployment on SAP Web Application Server
- Development of a business package with portal content running on SAP Enterprise Portal
- iView development to meet the requirements for Single Sign-On, browser independence, SAP EP look and feel, etc.
- Integration with SAP (e.g. User Management Engine (UME)).
- Consulting and re-factoring services
- System architecture analysis
- Development and QA services necessary to achieve "SAP Certified Integration" based on other integration scenarios

- SAP NetWeaver Certification: Where EPAM Helps its Clients:



For more information about SAP NetWeaver certification support services provided by EPAM, please see <http://www.netweaverteam.com/sap-netweaver-certification.htm>.

Conclusion

SAP NetWeaver is gaining fast adoption and has already offered strategic advantages to numerous companies around the globe. If you wish to share the success of those who unleashed the powerful potential of SAP NetWeaver, EPAM has the required skills and resources to bring its benefits to you immediately.

EPAM Advantage:

- Trusted development partner of SAP since 1997
- Unmatched SAP NetWeaver engineering expertise: over 1/2 million hours of SAP NetWeaver development out of 9,5 million hours overall offshore software development experience
- Complex development projects successfully delivered to such clients as Reuters, London Stock Exchange, AeroMexico, Siberia Airlines, Halliburton, Samsung America, Colgate-Palmolive, BEA Systems, Logic Library, British Telecom, T-Mobile, Microsoft and other renowned companies in over 30 countries
- Proven success in developing SAP NetWeaver-based enterprise solutions for increasing business effectiveness
- Successful experience of assisting companies in SAP NetWeaver migration and achieving “Certified for SAP NetWeaver” and “Powered by SAP NetWeaver” statuses
- Competitive combination of vast technology expertise with strong business analysis skills
- Unmatched specialist pool for each stage of the project lifecycle:
 - Project managers, business analysts and consultants (with SAP NetWeaver, SAP R/3 implementation and integration experience)
 - Software engineers (Java and ABAP developers)
 - System administrators, tech support engineers
 - Quality assurance and testing engineers
- Flexible pricing and nearshore/offshore software service delivery economies

“EPAM equips teams with the best tools, trains them to use and refine best practices in multiple disciplines, and deploy them in engagements that are, for their clients, highly strategic...”

Leveraging a global advantage

By Jon Udell, April 18, 2003

For more information on EPAM's team and its expertise in SAP technologies, please see <http://www.netweaverteam.com/sap-technologies.htm>.