# Overview on Latest Enhancements in SAP All-in-One

**Contents:**

- Key benefits of the Latest Enhancements in SAP All-In-One

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- This chapter explains the key benefits of the latest enhancements in SAP All-in-One.

## Overview on Latest Enhancements in SAP All-in-One: Unit Objectives

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**At the conclusion of this unit, you will be able to:**

- Summarize the key benefits
  of the Latest Enhancements in SAP All-In-One

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■ After you have passed this chapter, you should be able to explain the key benefits of the Latest Enhancements in SAP All-in-One

## SAP All-in-One – Latest Enhancements

**The innovations throughout 2007 are focusing on:**

- **Enhanced Best Practices**

- **Enhanced User Experience**

- **Extended Functional Capabilities**

- **Improved Partner Extendibility**

- **Accelerated Evaluation & Implementation**

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- The latest enhancements within SAP All-In-One are an evolutionary next step of the existing offering. Therefore, the benefits of SAP All-in-One existing for years are still valid and should be reviewed as well.

- This chapter focuses on the "new" compared to the existing SAP All-in-One.

- First "new" to mention are the SAP Best Practices - foundation of the SAP All-in-One offering – which are available or will be available on SAP ERP.

- Second, a quite interesting enhancement in SAP All-in-One is the user experience.

- As third item to mention, many functional enhancements increase the attractiveness of SAP All-in-One.

- With an improved partner extendibility, SAP offers its SAP Partner many options to enhance existing partner solutions or to enhance the SAP offering slightly.

- Last but not least, to decrease the implementation costs and to accelerate the evaluation phase, SAP offers several new methodologies and accelerators.

## Enhanced SAP Best Practices

- **Provide a sound foundation for prepackaged ready-to-use solutions for Midsize companies**
- **Thoroughly documented and preconfigured end-to-end business scenarios**
- **Platform of reusable and layered content**
- **Leveraging the latest capabilities of SAP ERP**

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- To be introduced worldwide throughout 2007, SAP All-In-One also will fully leverage the next wave of enhancements to SAP Best Practices — a global portfolio of proven industry and cross-industry business scenarios and documentation. SAP Best Practices offerings are based on the experience of SAP and its partners, gained from decades of serving industry-leading companies of all sizes.

- The enhancements range from preconfigured business scenarios, to new and improved deployment tools for faster implementation and additional coverage for countries and industries. In more detail the solution offers:

  - A platform of reusable and layered content Building Blocks, following a clear methodology that drives fast solution packaging at low cost

  - Thoroughly documented and preconfigured end-to-end business scenarios that run out-of-the box

  - Inclusion of additional out-of-the-box implementation support

  - Leverage of the latest capabilities of SAP ERP

## Enhanced User Experience

- **SAP NetWeaver Business Client**
- **Improved List Reporting including MS Excel integration**
- **Role Based Access**
- **Streamlined Business Processes**
- **Business-object-oriented navigation**
- **Local PDF Printing**
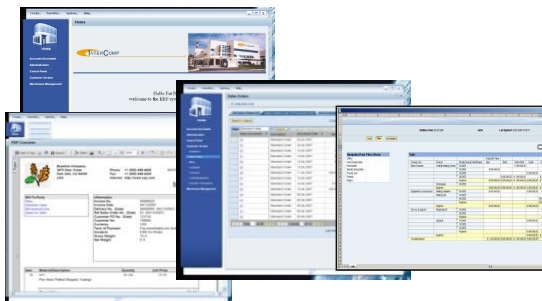
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- As a foundation of the enhanced user experience, the new SAP NetWeaver Business Client is used, which introduces a new look and feel. Even more, this client offers a new way of navigation, where the business object (e.g. sales order, billing document) rather than a transaction is in focus.

- Additionally, the SAP NetWeaver Business Client makes use of the traditional proven roles and authorization concept. This concept which is served by the backend system was also enhanced to enable extended navigation elements (e.g. quickly create business objects)

- Besides the client and its new features, which will be described in more detail in another chapter, there can also improvements be found in the more application related area.

- The streamlined business processes are one example. While SAP ERP – the underlying application platform – serves and will serve simplified and UE enhanced application through SAP Enhancement Packages, this topic on this slides focuses more on that what is called POWER Lists. The POWER List allow a fully new way of navigation and work with the business objects in the backend system. As a result, user interaction is decreased, business processes become quicker.

- SAP All-in-One introduces an improved reporting capability, where every report starts from the same technology (POWER Lists) and can be further analyzed with the SAP Business Explorer (BEx).

- Finally, a new option for printing offers SAP partners / customers the choice to use PDF formated print-outs. The advantage of this are both, easier handling through known user interface (Adobe Acrobat Reader) and easier configuration. One printer type (PDF) instead of several different types.

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# Enhanced Functional Capabilities

- **Latest ERP capabilities delivered by the underlying SAP ERP**

- **SOA "by evolution" through SAP ERP and SAP NetWeaver**
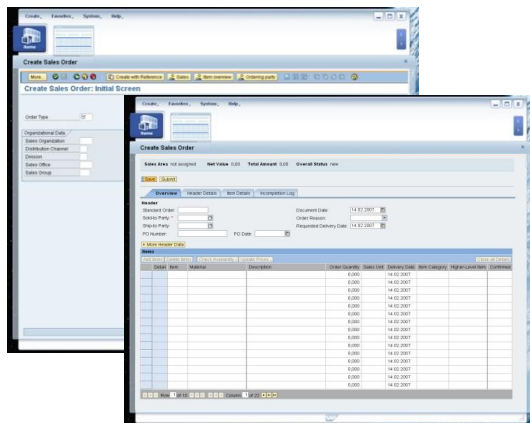
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- The enhanced functional capabilities help customers achieve greater agility by building on SAP ERP as a business process platform that enables scalability and full integration across the company.

- With comprehensive functionality and the ability to rapidly configure new processes, the solutions help businesses adapt to meet fast-changing customer demand, as well as other such as regulatory requirements.

- More capabilities currently under evaluation (e.g. Office Integration, Governance, Risk and Compliance, …).

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## Accelerated Evaluation & Implementation

**Methodologies and accelerators delivered by**
**SAP's Solution Centers to enable:**

- **Ease of Evaluation**
- **Quick Implementation**
- **Quick Configuration**

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- Many of the most urgent questions customers ask lead into the area of evaluation and implementation. Evaluation and implementation of SAP All-in-One is easier than someone would expect. The reason is, that SAP provides a lot of pre-configuration options (SAP Best Practices) and accelerators which can be used to speed up every implementation project.

- The accelerators are delivered by the so called SAP Solution Centers. These centers are distributed across the world in five different regions. The advantage of leveraging the SAP Solution Center concept to forward accelerators, methodologies and tools to the SAP Partners and customers is, that regional or country specific details can much better be focused.

- With its local experts, the SAP Solution Centers can help SAP Partners with a local, country specific knowledge and can provide all the details to know for the specific country an implementation is going to be started.

- For more details on what the SAP Solution Centers offer, SAP Partners should directly get in contact with these.

## Improved Partner Extendibility

- **Access to new guides, methodologies and tools to more rapidly configure and deploy solutions**

- **Platform to support repeatable development to expand market coverage**

- **Global network of SME Solution Centers to help partners to accelerate the development and delivery of new solutions**

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- SAP All-in-One enables SAP partners to develop enhanced solution packages to serve customers' industry-specific needs, and provide a platform to support repeatable development to expand their market coverage.

- Partners will have access to new guides, methodologies and tools to more rapidly configure and deploy solutions, leading to lower development, sales, implementation and support costs. These guides include guides for e.g. how to create new POWER Lists, Roles and Reports. Basically we can say, they serve the content which is also provided by this workshop material.

- Important to know is, that SAP All-in-One runs on SAP NetWeaver, a proven technology which is well known by the SAP Partners. This offers two main advantages.

    – SAP Partners with their own – existing – enhancements can combine them with the latest enhancements of SAP in SAP All-in-One easily. This includes not only coding they might have developed earlier but also UI enhancements they did using GUIXT.

    – With their experience they have gathered through years, they can immediately start leveraging the new items like POWER Lists, the new reporting capabilities or the enhanced role concept to improve their solution to customers needs.

## SAP All-in-One is…

… part of SAP's overall
**Medium Enterprise (ME) portfolio of solutions**

… based on
**SOA (Service Oriented Architecture) by evolution**

…an existing product, further improved with a series of
enhancements and optimizations

### and…

SAP is already the largest player in the mid-market space.
65% of SAP's customers are Small and Medium Enterprises*.
Why go anywhere else?

* Small and Medium Enterprises (SME) as defined by Dun & Bradstreet

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- Let's summarize the things said up to know.

- First, SAP All-in-One is one of the offers of SAP's Medium Enterprise (ME) portfolio of solutions.

- Second, SAP All-in-One is based on SAP ERP and the SAP NetWeaver 2004s, which offers all new capabilities which come naturally with a service oriented architecture (SOA by evolution).

- Third, it needs to be clear that SAP All-in-One represents a series of enhancements in different areas like user experience, functionality based on the existing SAP All-in-One product line.

- And last but not least. SAP is already known as the largest player in the mid-market space. This documents the experience we at SAP have gathered over the years and which we are sharing with our SAP partner and customer base to make business as much effective as possible.

## Delivery Channels

**The enhancements for SAP All-In-One
are delivered by multiple channels.**

**Packaged by
Best Practices**

**Packaged by
SAP Solution Center**

Enhancement
Packages

SAP
NetWeaver
2004s

SAP ERP

**+**

**SAP Best Practices
Enablement Kit**

SAP Best Practices

SAP All-In-One Add-on

**+**

SAP
Solution
Center
Package

**+**

SAP
Partner
Package

**=**

**Qualified
SAP All-in-One
Partner
Solution**
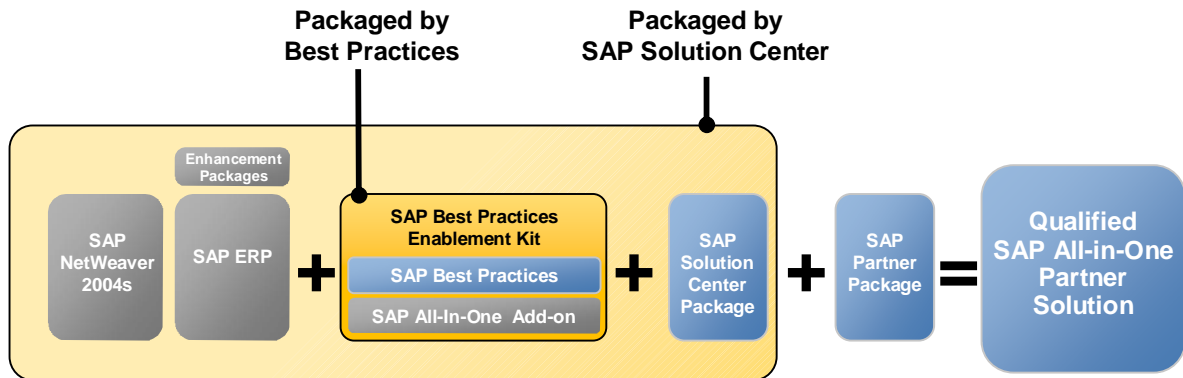
■ **Software Development**   ■ **Content**

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■ As next, let's continue with the question "what are the delivery channels for the enhancements in SAP All-in-One".

■ Several delivery channels are used. First of all, there is the development channel.

■ The delivery channel provides content through the SAP NetWeaver 2004s and the SAP ERP plus its SAP ERP Enhancement Packages. On top of this, there is another delivery provided by the development channel, which is the SAP All-in-One Add-on. This add-on provides all the very specific content for the enhancements in SAP All-in-One, like POWER Lists, roles and so on.

■ Once the development of the single pieces is done, the whole package gets forwarded to the SAP Best Practices team. Here, the team tests the developments - especially the add-on – against their SAP Best Practices baselines and industry packages. Once the test passed through, the specific baseline and/or industry package gets "certified" to run with the latest enhancements of SAP All-in-One. Additionally, the team creates a collection of guides on how to operate the specific SAP Best Practice with the Add-On. This output is called "Enablement Kit for SAP All-In-One".

■ The whole package of development content and enablement kit gets forwarded to the field, then. In the field, the SME Solution Centers take this package to add additional evaluation and implementation content to it. At the end, there is a package which combines the development content, the SAP Best Practices plus their enablement kit and further tools, methodologies and guides provided and packed by the solution centers.

■ At this point, the package leaves the SAP environment and is forwarded to the SAP Partners. For sure, partners can optional add additional specific enhancements if they want to.

■ At the end we see a qualified SAP All-in-One partner solution which includes all the benefits of the different content provider.

# Innovations Delivered by Multiple Channels

- **Enhanced User Experience**

- **Extended Functional Capabilities**

- **Accelerators for Evaluation & Implementation**

- **Improved Partner Extendibility**

- **Enhanced SAP Best Practices**



SAP NetWeaver 2004s + SAP ERP (Enhancement Packages) + SAP Best Practices Enablement Kit [SAP Best Practices / SAP All-In-One Add-on] + SAP Solution Center Package + SAP Partner Package = Qualified SAP All-in-One Partner Solution
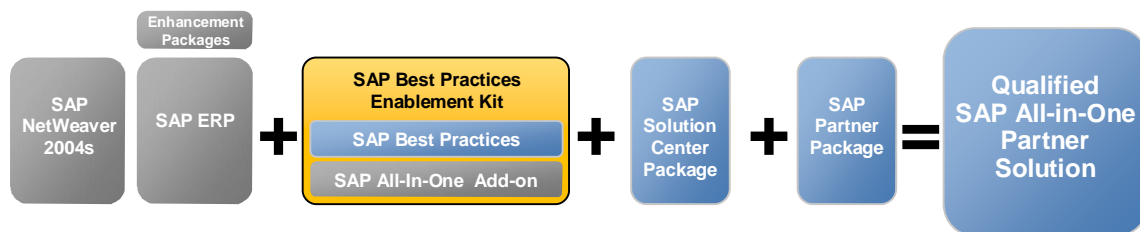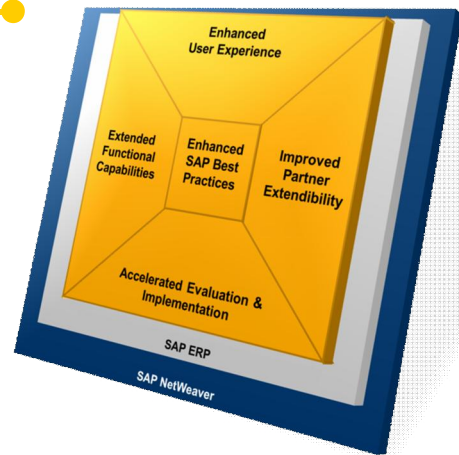
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- SAP is currently rolling out enhanced SAP Best Practices for SAP All-in-One. These SAP Best Practices will provide the latest functional capabilities for the core business processes as well as the latest industry-specific capabilities. So, with the enhanced SAP Best Practices our partners and clients benefit from proven documentation, methods and tools for implementing best-practice business processes with the latest functional capabilities of SAP ERP.

- On top of that, we have invested heavily in providing an enhanced user experience - a pressing topic in the mid-market. The enhancements in this area focus mainly on meeting end-users demand for a simplified navigation and streamlined business processes.

- In addition to the functional enhancements delivered with SAP ERP, SAP All-in-One will also provide capabilities to help midsize companies better target, acquire and maintain profitable customer relationships. These capabilities are offered as optional add-on to the core ERP processes.

- Also, like we did in the past, we will offer tools, technologies and guides to our partners, so they can leverage the innovations of the latest enhancements in SAP All-in-One to improve their specific SAP All-in-One partner solutions.

- And last but not least, we will also provide concepts, methods and tools to enable mid-market customers to quickly evaluate and implement the new SAP All-In-One solution packages.

# Innovations: Enhanced SAP Best Practices

- **SAP Best Practices for SAP ERP 6.0** *



* **Countries planned: Please refer to the SAP Best Practices Availability Matrix under http://service.sap.com/bestpractices/ -> Release planning**

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- Today, there are several SAP Best Practices versions available for specific countries and industries based on SAP ERP. Many more will become available during the year 2007.

- In addition, SAP is currently in the process of validating the SAP Best Practices with the SAP All-in-One Add-On. With "Ready for New A1" the individual SAP Best Practices will be marked as ready to use with this add-on.

- Finally, SAP will provide a "New A1 Enablement Kit" which will help partners and customers to leverage from both, the SAP All-in-One Add-on in conjunction with the SAP Best Practices.

## Available SAP Best Practices Versions for SAP ERP 6.0

**SAP Best Practices Versions available since Q4/06**
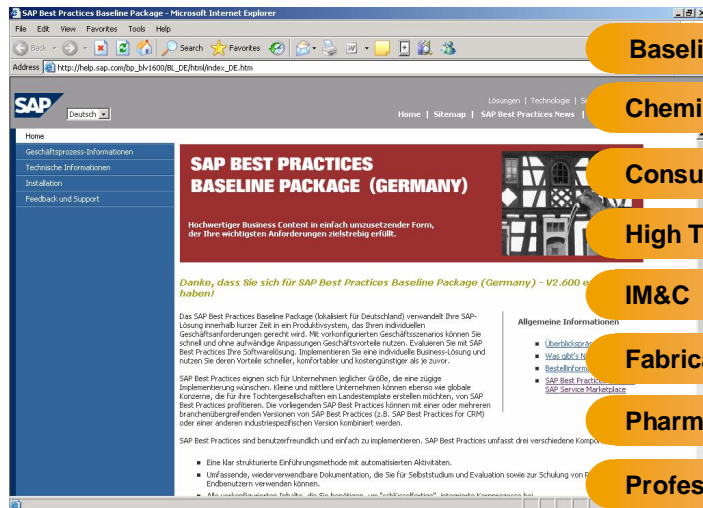
Baseline – <u>Germany</u>, Australia, Canada, US, Japan

Chemicals – <u>Germany</u>

Consumer Products – <u>Germany</u>, United States

High Tech – <u>Germany</u>, United States

IM&C – <u>Germany</u>

Fabricated Metals – <u>Germany</u>, United States

Pharmaceuticals – <u>Germany</u>

Professional Services – Australia

Water Utilities – United States

Wholesale Distribution – United States

\* **Planned country availability: Availability-Matrix**

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- Several SAP Best Practices versions are already available based on SAP ERP. Here you can see a rough list of some of those available SAP Best Practices.

- As the list is growing constantly, you should review the availability matrix of SAP Best Practices which can be found at: http://service.sap.com/bestpractices → Release planning --> Availability Matrix

# Innovations: Extended Functional Capabilities

■ **Functional Enhancements through**
**SAP ERP + Enhancement Packages**
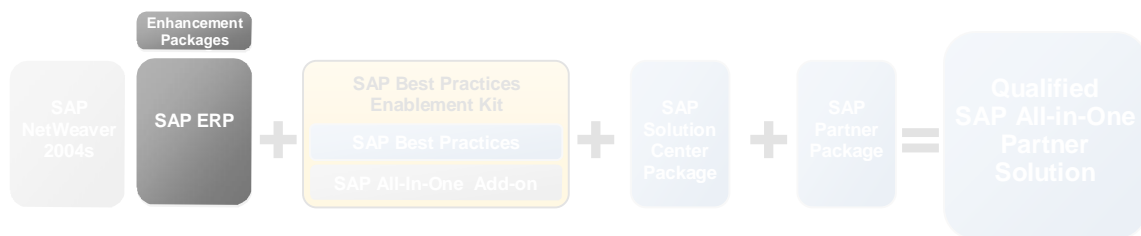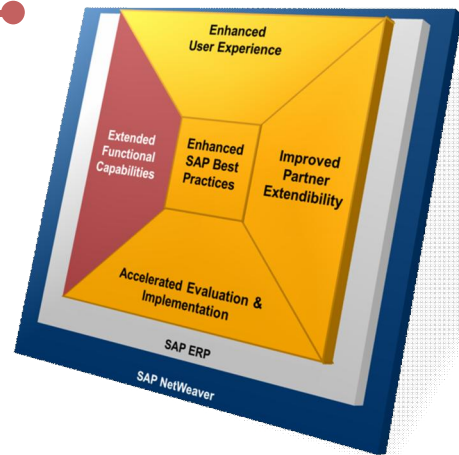
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■ As mentioned before, SAP All-in-One provides functional enhancements through the underlying business platform SAP ERP and its SAP ERP Enhancement Packages.

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## Innovations: Enhanced User Experience

- **SAP NetWeaver Business Client** *

- **Business Explorer**

- **Local PDF Printing**

- **Pre-Defined Roles** *

- **Pre-Configured POWER Lists** *

- **Improved List Reporting** *
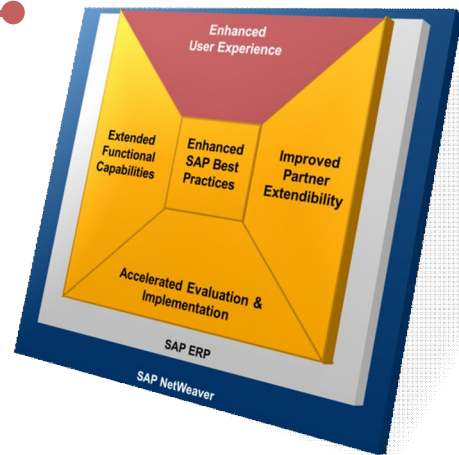


* **Languages planned: Q2 - English, German, Spanish, French, Italian, Russian, Chinese, Portuguese, Japanese, Korean, Thai**

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- One of the main enhancements with SAP All-in-One is the new user experience.

- Delivered trough the underlying SAP NetWeaver 2004s as well as the SAP All-in-One Add-on, various enhancements become available.

- First of all, this is the SAP NetWeaver business client. This client introduces several new features which do not only improve the user experience but also allow partners to easily enhance SAP All-in-One (e.g. branding options).

- Another interesting piece is the SAP Business Explorer (BEx) Analyzer. The user can export reports from the SAP NetWeaver Business Client to the SAP BEx Analyzer where data can be sliced and diced or where charts can be generated from the given data.

- Besides these two enhancements, there is another new capability delivered by the SAP NetWeaver stack. The local PDF printing offers the option, to push print-outs into a PDF formatted document and to open it in the SAP NetWeaver Business Client.

- Delivered by the SAP All-in-One Add-on, pre-defined roles, POWER Lists and reports can be used as templates while implementing the software.

- Please note that the content of the SAP All-in-One Add-on as well as the SAP NetWeaver Business Client will be available in Q2/2007 in the languages indicated on the slide.
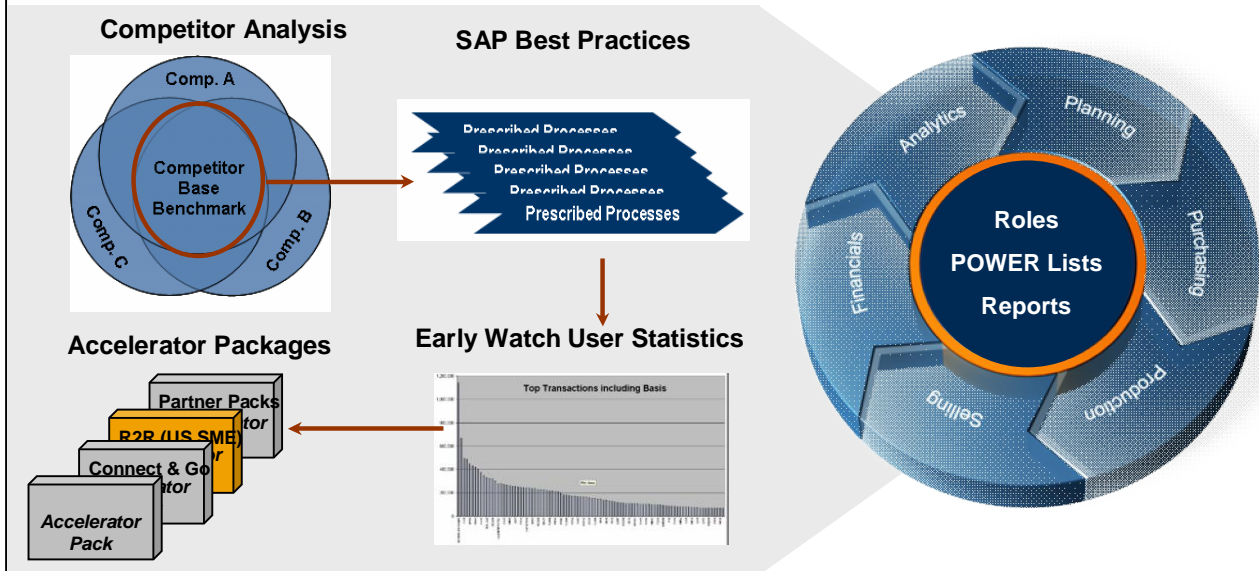
- Coming back to the pre-defined Roles, we need to point out that POWER Lists and reports cover a special scope of the SAP All-in-One offering.

- This scope was evaluated on the basis of different analyses like competitor base benchmarks, Early Watch statistics of existing SAP solutions, analysis of existing accelerator packages and most frequently used SAP Best Practices.

- We already know that these Roles, POWER Lists and reports are delivered as templates. In many cases their scope already covers a large area of the customer's needs, so that a partner needs to adapt these pieces slightly.

# Pre-Defined Roles & POWER Lists – Functional Scope



**Roles**
**POWER Lists**
**Reports**

Analytics · Planning · Purchasing · Production · Selling · Financials

**~12 Roles**

**~50 POWER Lists**

**~50 Reports**

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■ Talking about the scope in more detail, SAP All-in-One currently offers 12 Roles, approximately around 50 POWER Lists and 50 pre-defined reports.

# Pre-Defined Roles - Functional Scope



~ 12 Roles

Analytics
Planning
Purchasing
Production
Selling
Financials

**Accounts Payable Assistant**
**Accounts Receivable Assistant**
**Cost Accountant**
**Financial Accountant**
**Shop Floor Specialist**
**Production Planner**
**Warehouse Specialist**
**Engineering Specialist**
**Strategic Planner**
**Customer Service Specialist**
**Purchaser**
**Employee**

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- The pre-defined Roles cover all business areas from Front- to Back office.
- This slide shows the list of these different roles.

# Pre-Defined POWER Lists – Functional Scope



~ 50 POWER Lists

- Analytics
- Planning
- Purchasing
- Production
- Selling
- Financials

**Purchase Order Processing**

**Picking**

**Shipping**

**Goods Receipt Processing**

**Customer Returns**

**Production Planning (MRP)**

**Production Orders**

**Sales Quotation Processing**

**Sales Order Processing**

**Billing**

**Payments**

**Asset Accounting**

**Financial Accounting**

**Accounts Payable**

**Accounts Receivable**

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■ The pre-defined POWER Lists – which are by the way already connected to the pre-defined Roles – cover many of the relevant business objects in the system (e.g. Customers, Orders, Invoices).

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## Enhanced Reports - Overview

**Purchasing**
- ✓ Buyer analysis
- ✓ Vendor analysis
- ✓ Material analysis
- ✓ Purchase Order Analysis
- ✓ Purchasing Group Analysis
- ✓ Stocks of Material
- ✓ Stock in Transit

**Production**
- ✓ BOM
- ✓ Material Usage
- ✓ Work Centers
- ✓ Order Analysis
- ✓ Product cost analysis
- ✓ Materials Costs vs. Prices

**Sales**
- ✓ Customer analysis
- ✓ Material Analysis
- ✓ Sales organization analysis
- ✓ Credit overview

**Accounts Payable**
- ✓ Vendor Balances
- ✓ Vendor Overdue Items
- ✓ Vendor Business

**Accounts Receivable**
- ✓ Payment History
- ✓ Customer Overdue Items

**Profitability**
- ✓ Cumulative Income Statement

**Controlling**
- ✓ Cost Centers - Plan vs. Actual reporting
- ✓ Actual Costs by Orders/Cost Elements

**Financials**
- ✓ Balance sheet and P&L statement

~50 Reports

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- ■ The enhanced reporting in SAP All-in-One covers all areas across the defined scope.
- ■ This slide shows some of the roughly 50 (enhanced) reports delivered by SAP All-in-One.

## Innovations: Improved Partner Extendibility

- **Partner Guide: How to create POWER Lists** *
- **Partner Guide: How to create Roles** *
- **Partner Guide: Improved List Reporting** *
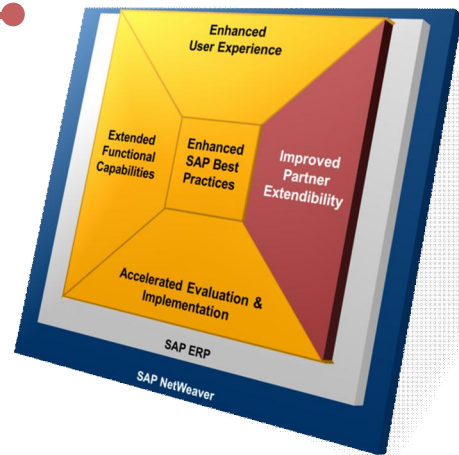
Enhanced
User Experience

Extended
Functional
Capabilities

Enhanced
SAP Best
Practices

Improved
Partner
Extendibility

Accelerated Evaluation &
Implementation

SAP ERP

SAP NetWeaver

Enhancement
Packages

SAP
NetWeaver
2004s

SAP ERP

+

SAP Best Practices
Enablement Kit

SAP Best Practices

SAP All-In-One Add-on

+

SAP
Solution
Center
Package

+

SAP
Partner
Package

=

Qualified
SAP All-in-One
Partner
Solution

* **Languages planned: Q2 - English, German**

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- To help the partner to improve his existing solutions or to enhance the SAP All-in-One offering, SAP offers new guides, methodologies and tools to configure quicker and deploy solutions, leading to lower development, sales, implementation and support costs. These guides include guides for e.g. how to create new POWER Lists, Roles and Reports.

- These guides will be made available through the "Enablement Kit for SAP All-in-One".

- Please note, that the guides will be made available in Q2 in the languages indicated on the slide.

# Accelerated Evaluation & Implementation

- **Methodologies and accelerators delivered by SAP's Solution Centers to enable:**

  - **Ease of Evaluation**

  - **Quick Implementation**

  - **Quick Configuration**
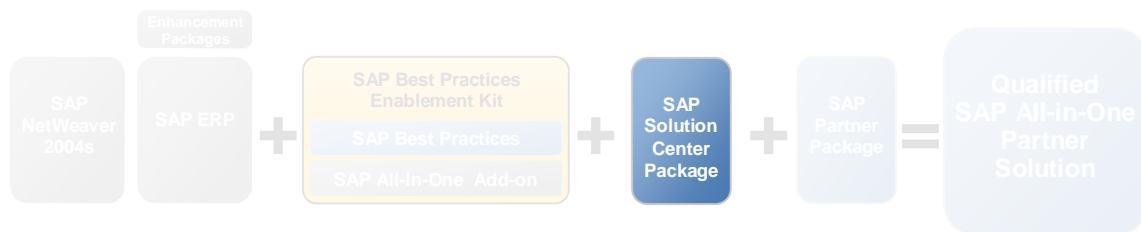
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- With SAP All-in-one, SAP also provides new ways to engage with the customer allowing faster evaluation & implementation times.

- With a field infrastructure called SME Solution Centers, SAP provides several tools and methodologies to help SAP Partners with their implementation projects and to shorten the time until the customer can go live.

- The tools will be made available locally through the SME Solution Centers. For more information you should get in contact with your local SME Solution Center contact.

Timeline for Enhancements in SAP All-In-One
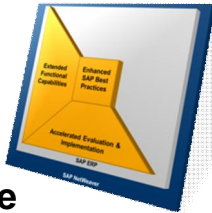
## Available

**Functional Enhancements through SAP ERP & Enhancement Packages (continuous delivery)**

**SAP Best Practices for SAP ERP (continuous delivery)**

**Methodologies and accelerators delivered by SAP's Solution Centers**
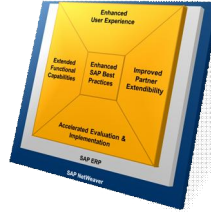
## Q2 / 2007

**SAP NetWeaver Business Client**

**Local PDF Printing (Restricted)**

**Pre-Defined Roles**

**Pre-Configured POWER Lists**

**Improved List Reporting**

**Business Explorer**

**Partner Guide: POWER Lists**

**Partner Guide: Roles**

**Partner Guide: Improved List Reporting**
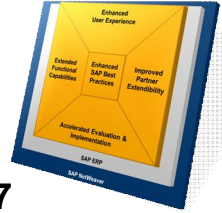
## Q4 / 2007

**Local PDF Printing**

**Additional Pre-Configured Power Lists**

**Additional Simplified Reports**

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- This slide shows the available dates for the specific enhancements in SAP All-in-One.

- The half of the "new" in SAP All-in-One is already available today. Therefore, partners can immediately start preparing themselves for the next step.

- The next step then comes with Q2/2007, where the SAP NetWeaver Business Client will be available together with other new enhancements in the area of user experience. Additionally, the partner guidelines mentioned before will be then available.

- Finally, Q4/2007 provides additional enhancements like more POWER Lists and Reports.

- Note: The local PDF printing option will be available in Q2 with restricted functionality. In detail, for performance circumstances the local PDF printing will be supported for installations with up to 500 users. With Q4 this restriction will become obsolete.

## Summary

**SAP All-In-One and some of the new enhancements are already available now**

**Already with Q2 we'll see improvements in all focus areas which are**

- **User Experience**    **Functional Capabilities**
- **SAP Best Practices**  **Partner Extendibility**
- **Accelerators for Evaluation & Implementation**

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- To summarize the most important facts:
- SAP All-in-One is available today.
- Within Q2/2007 additional enhancements will take place.

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## Covered by this Workshop



**Extended User Experience**

**Improved Partner Extendibility**

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- In this workshop and with the upcoming chapters, we will focus on two of the five elements of the enhancements in SAP All-in-One:
- The extended user experience and the improved partner extendibility.

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**!**

**You are now able to:**

- Summarize the key benefits
  of the latest enhancements of SAP All-In-One

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- We finally reached the end of this chapter.
- You should now be able to explain the key benefits of the latest enhancements in SAP All-in-One and two describe the five main elements.

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