

# **Sample Recorded Lecture - I**

**School of Computer Science and Engineering**

**Program Name: B.Tech**

**Course Code : BCSE 3055**

**Course Name: Enterprise Resource Planning**

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# FUTURE DIRECTIONS IN ERP

## New Market

- Supplementing direct sales with reseller channels.
- Software offerings to appeal on the basis of reduced functionality.
- Improving the implementation methodology for faster development.
- Removing the entry price to make it financially viable.
- Using the platforms such as MS Windows NT.

# Learning Outcomes

## New Channels:

□ As all the vendors being forced to market their product in the world of small business, they made their software products more affordable by lowering the prices for each module and by ramping up the total costs by basing price on user licenses.

## Example:

□ Oracle offerings the lower price software from companies such as platinum software and great plains software.

□ JD Edward provides less expensive versions of the One World suit.

# Oracle

As to implement the whole business it has to go through reengineering process.

This may cause a complete change in the business model working previously and thus also find it difficult to implement.

Some times only 10-15% of the implementation takes years to complete and by that time implementation cost may increase.

To make the implementation of packages more convenient the ERP vendors are searching for faster implementation methodologies e.g.

Accelerated SAP (ASAP) is a program introduced by SAP..

# Business Models and BAPIs

- This program takes the knowledge gained from R/3 implementations and consolidates this expertise in a product called the Business engineer.
  - This helps to configure the SAP modules to conform to the processing style of some 100 business operating scenarios.
  - This methodology reduces SAP implementation time to less than six months in many cases.
  - Oracle also introduced a faster implementation methodology called fast-forward.

# Business Models and BAPIs:

To review and simulate changes to a business model, implementation team needs special type of business model tools.

☐ The product such as Intel Corp Inc's live model provides the views of R/3 process, data models and functions.

☐ Live model is OLE complaint; the R/3 model can be manipulated and documented through OLE application such as Microsoft World.

☐ Business Application Programming Interfaces(BAPI) are sets of methods that allow the external application to collaborate with R/3 business objects such as accounts, employees or customers.

☐ With the help of this collaborate method, BAPIs gives the third party application vendors a lot of flexibility to build supporting applications for R/3 system.

☐ Similarly, Baan offers Orgware, business modeling tool which combine with business specific templates that help to automatically configure the software to suit specific operational needs.

# New Business Segments:

After establishing in business /enterprise environment, ERP vendors are trying to deliver specialized variants of their products to the business segments such as government, health care, retail environments and financial services.

☐ Some vendors are offering their services in more specialized areas such as demand forecasting of sales automation and marketing and supply chain management e.g. PeopleSoft bought Red Pepper Software to improve its supply chain application, Baan bought Aurum Software for its Aurum Customer Enterprise suite of CRM tools and also teamed up with Hyperion Solution to strengthen its financial accounting, budgeting and reporting solutions to Baan's distribution and manufacturing modules.

# More Features:

ERP vendors are also focusing on providing improved decision support applications. ERP vendors teamed up with various software providers e.g. JD Edwards teamed up with Information Builders Inc to deliver a data mart i.e. Smart Mart Suit with data base access, data transformation, reporting and OLAP Tools. Baan linking its application software to the Gentia Software Inc's products to provide OLAP capabilities and for the setup and monitoring of key performance indicators.

☐ Oracle offers a data mart designer and builder tool for creating a data marts as well as offers Oracle Discoverer, an enduser tool for reporting, charting and querying data from Oracles Application suite.



# WEB ENABLING:

To deliver the self-services and e-commerce capabilities, ERP vendors are being forced to move from client/server to browser/server architecture to web-enable their software.

☐ Vendors deliver java based application for web enabling software

☐ Example, Baan is working to deliver a java based web interface to all its products and also focusing on the automation of supply chain relationship via internet, on e-commerce via Microsoft merchant server (Site Server) and on using Hyperion Software Corp.'s Spider-Man technology for report and alert distribution across the web.

☐ PeopleSoft delivers java based self service applets with its version PeopleSoft-7, J.D. Edward is using java to its One

World to be available either through a Windows client or a web browser.

- ☐ Oracle has used java to deliver its web employee customers and suppliers module.

- ☐ In 1997, SAP released 25 web applications for its version 3.1 of the R/3 and also previewed links to online catalogs for web based procurement.

- ☐ For their first generation of web enabled application, ERP vendors are all using java rather than Microsoft's Actives.

- ☐ ERP vendors deliver their universal application on Java based web interface.

- ☐ This makes them to move away from proprietary technologies to more open tools.

- ☐ E.g. SAP solutions and PeopleSoft offers tools for customerising their products ABAPG and People Tools.

# Floating-Point Numbers

These tools are proprietary and make the implementation expensive, whereas many lower-tier software vendors invites their application from ends using the commercial tools like Power Builder, VB, or Microsoft Access ERP vendors are not using these options, thus the customers have to pay a premium for ABAG and PeopleTools.

☐ Oracle is also a tool vendor and uses Oracle Forms, Developer 2000 and Designer 2000 to develop its Oracle Application.

☐ The emerging trends in the enterprise packaged

applications are its integration with latest cutting-edge technology like sales force automaton (SFA),

customer relationship management (CRAM).

☐ As the internet based services like e-commerce are available, the new applications get diverted from Back-office and Front-office functioned items.

Thank  
you