



Produktivitätssteigerung
durch M365/Teams
Integration mit SAP

Agenda

- Überblick der Integrationsebenen
- Ebene 1: Integration UI
- Ebene 2: Integration Business Layer
 - Beispiel eines Kundeprojekts:
Microsoft 365 / Teams Integration mit SAP
- Ebene 3: Integration Backend

Referenten



Eduard Ralph

Architect Manager
ISD Germany Automotive



Sebastian Aufleiter

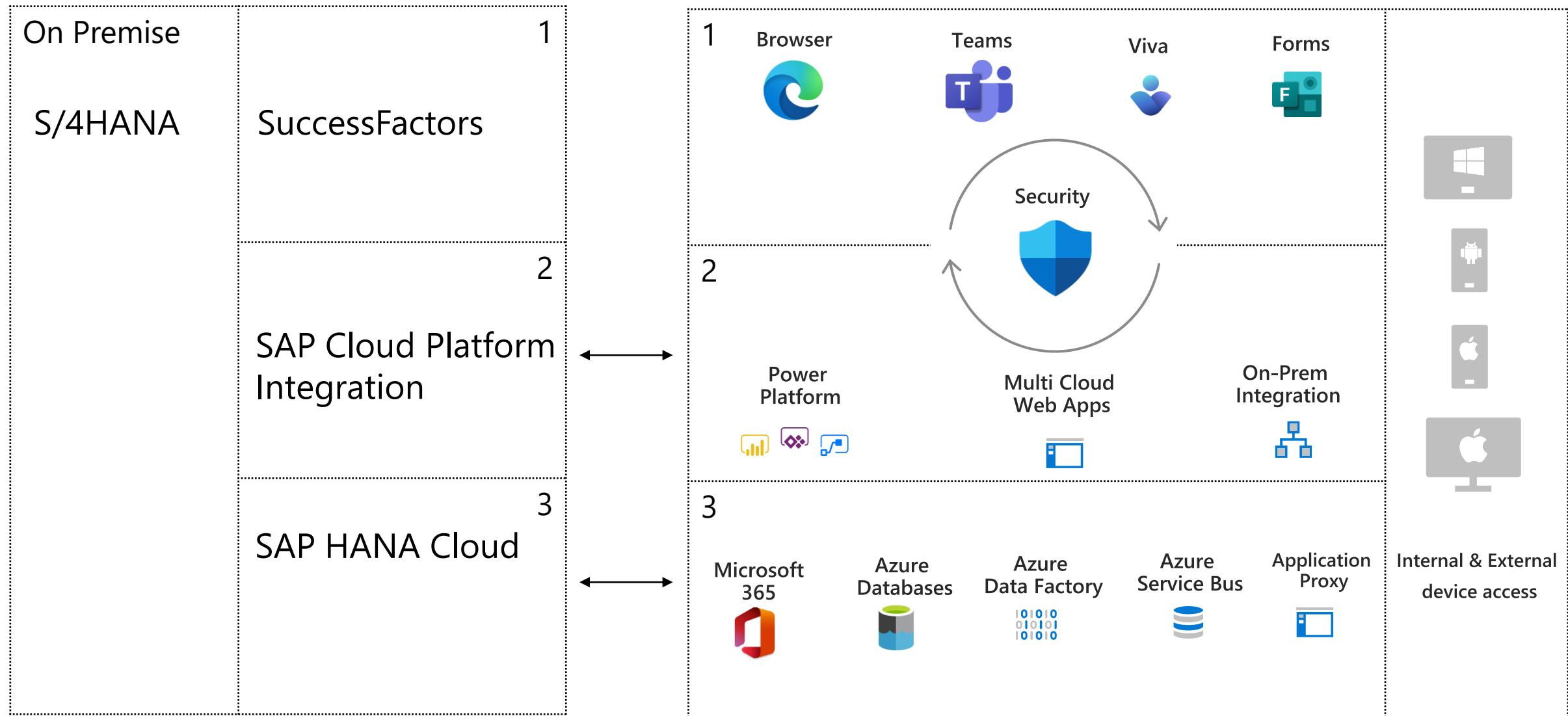
Solution Architect
ISD Germany Automotive



Microsoft

Überblick der Integrationsebenen

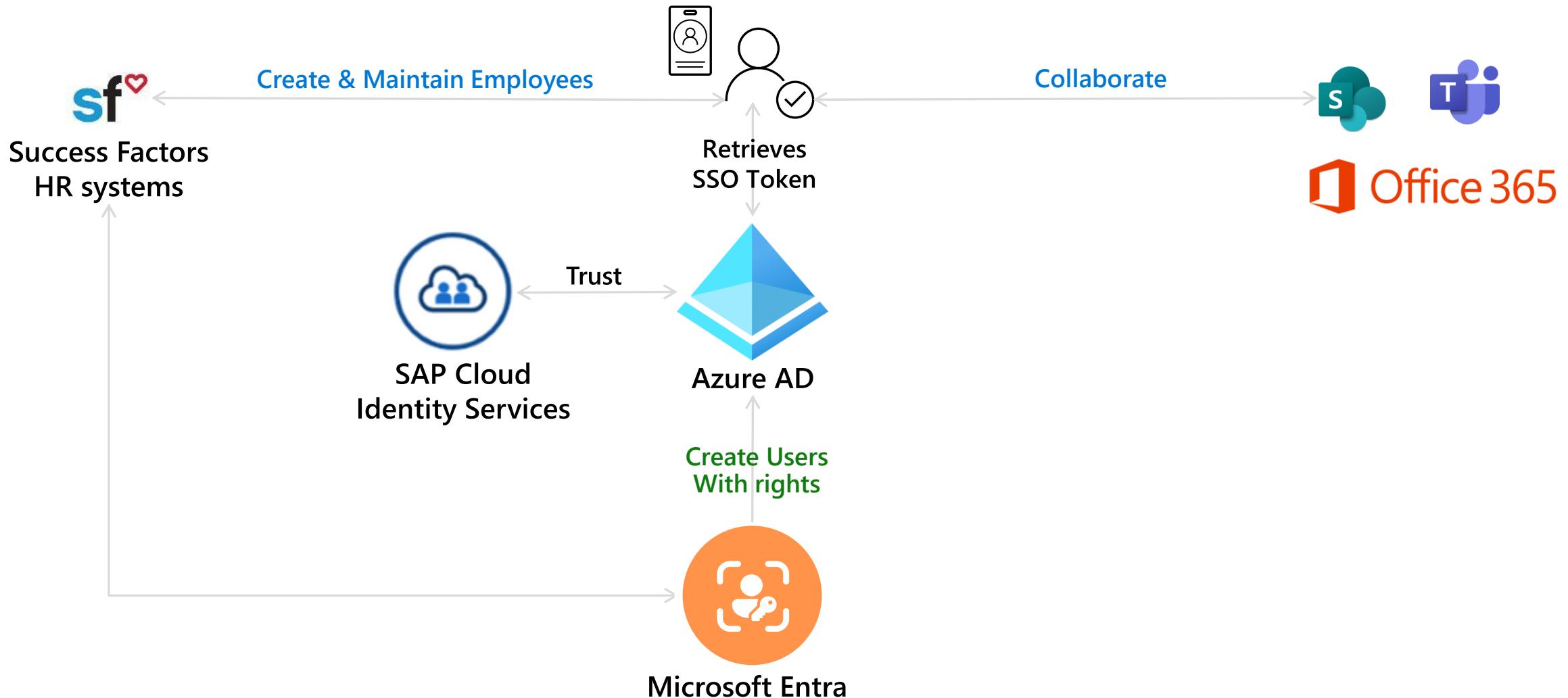
Drei Ebenen einer Integration



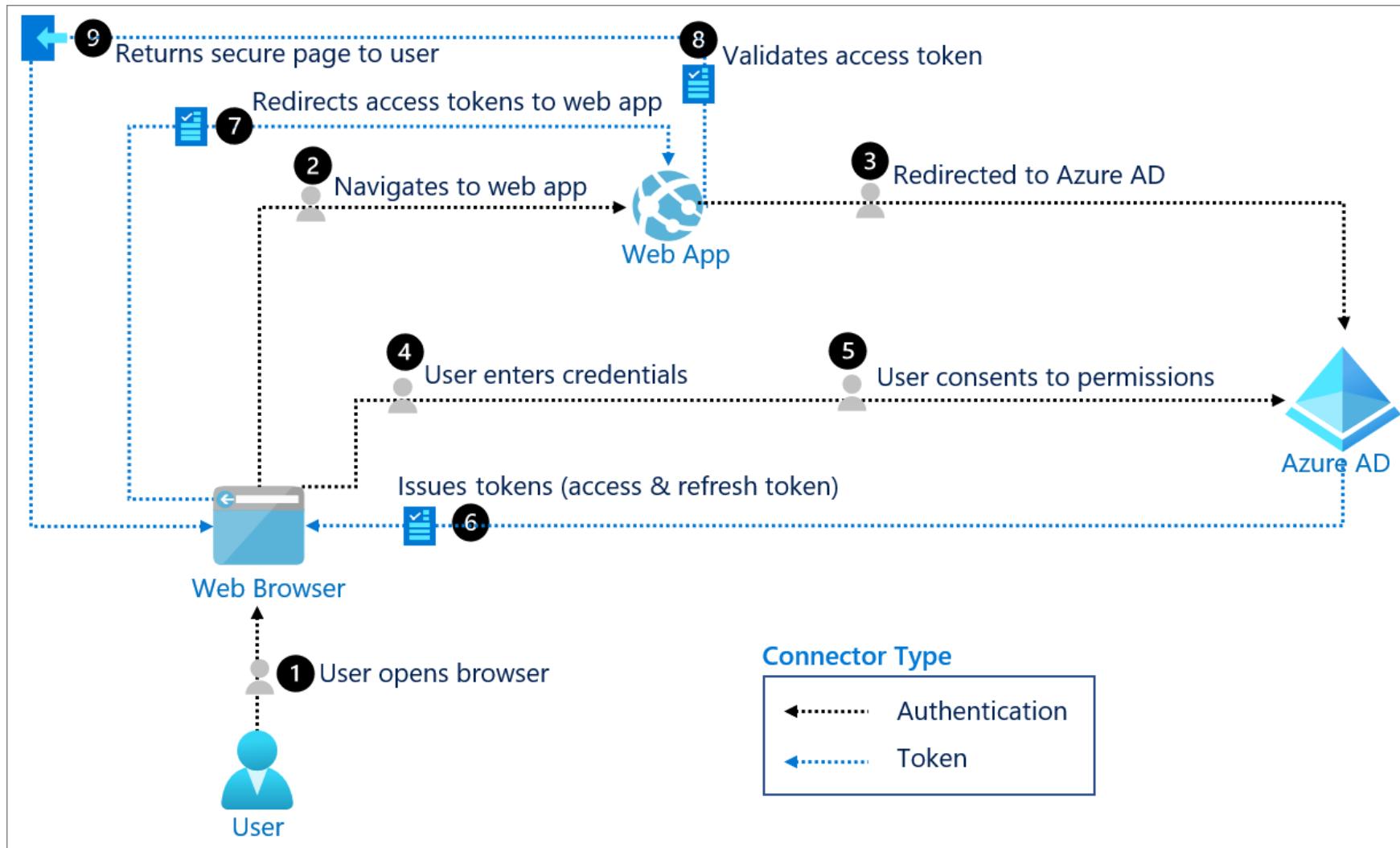


1. Integrationsebene: Integration UI

Integration der Identitäten



OpenID Connect authentication with Azure Active Directory



Ein Beispiel der UI Integration bei Microsoft

The screenshot shows the HRweb SharePoint site. At the top, there's a banner with two people working together. Below it, a grid of cards provides quick access to various HR features:

- Find answers to employee support questions relating to the war in Ukraine.
- View Microsoft holidays.
- View the latest coronavirus (COVID-19) information.
- Get stock for 10% off with the Employee Stock Purchase Plan (ESPP).

Below the cards, there's a section titled "Top tools" with links to Connects, MyHub (Manager view), MS Vacation, Employee Central (EC), and Total Rewards Portal. A prominent feature is the "AskHR Virtual Assistant" button. The "Top tasks" section includes "View and print your pay slip", "Annual refresh of Data Privacy Notice (DPN)", "Report time off", and "Be well". The footer contains links to Data privacy notice, Legal notice, Site disclaimer, Confidential, and a "Go to AskHR Virtual Assistant" button.

The screenshot shows the MyHub dashboard for "Eduard's team". The main area displays insights and performance metrics:

- Team 1:1 Time:** 2 people had less than 30 minutes of 1:1 time with you in the past 4 weeks. 74% of Microsoft employees believe manager 1:1s are a valuable part of how they learn and grow.
- Team Email Responsiveness:** Your average response speed to team is 2.00 minutes.

The dashboard is divided into several sections:

- Learning:** 9 of your direct reports have required learning to complete.
- Rewards:** ManageRewards tool. The ManageRewards tool enables managers to make rewards recommendations for their direct reports.
- Learning Resources:** Required training report. Review status of required trainings for your team.
- Managers@Microsoft:** Discover resources, tools, and learning solutions designed to help you be successful in your role as a manager.
- Microsoft Learning:** The Microsoft Learning Portal provides access to learning and readiness resources, training, role-based content, and more.
- My Rewards:** The Snapshot provides a comprehensive view of an employee's rewards for the previous fiscal year.



Microsoft

2. Integrationsebene: Integration Business Layer

A wide-angle photograph of a coastal sunset. The sky is filled with vibrant orange, pink, and purple hues. The ocean in the foreground has dark, textured waves. On the right side, a rocky cliff face meets the sea, with some greenery and buildings visible at the top. A thick yellow horizontal bar spans across the middle-left of the image, containing the German text "Die Herausforderung".

Die Herausforderung

The background of the slide is a nighttime aerial photograph of a large, modern city. In the center, a complex multi-level highway interchange with glowing yellow lights from moving vehicles dominates the foreground. Above it, a large cable-stayed bridge with two tall towers and many cables stretches across a river, also illuminated. The city skyline is visible in the distance under a dark blue sky.

Die Zusammenarbeit zwischen
Stakeholdern beim Verkauf, der
Lieferung und dem Management
komplexer industrieller Lösungen
verbessern.

Die IT-Sicht auf die Herausforderung

Cloud

SAP C4sales

Lead Mgmt

Opportunity
Mgmt

3rd party product

Estimate &
Quote

Project
Management

SAP FSM

Field Service
Mgmt

End-
punkte



On premise

SAP ECC

Logistics

Purchasing

Accounting

Controlling

SAP PI

Customer Mgmt

SAP CRM

Service Mgmt

Product Master
Data

Solution Mgmt

Business Partner

Die Sicht der Geschäftsbereiche auf die Herausforderung

Fehlen von
Prozessdefinitionen über alle
Systeme hinweg

Dokumente sind
prozessübergreifend nicht
transparent verfügbar

Zusammenarbeit mit
Dienstleistern, z.B.
Rechtsanwälten, Behörden

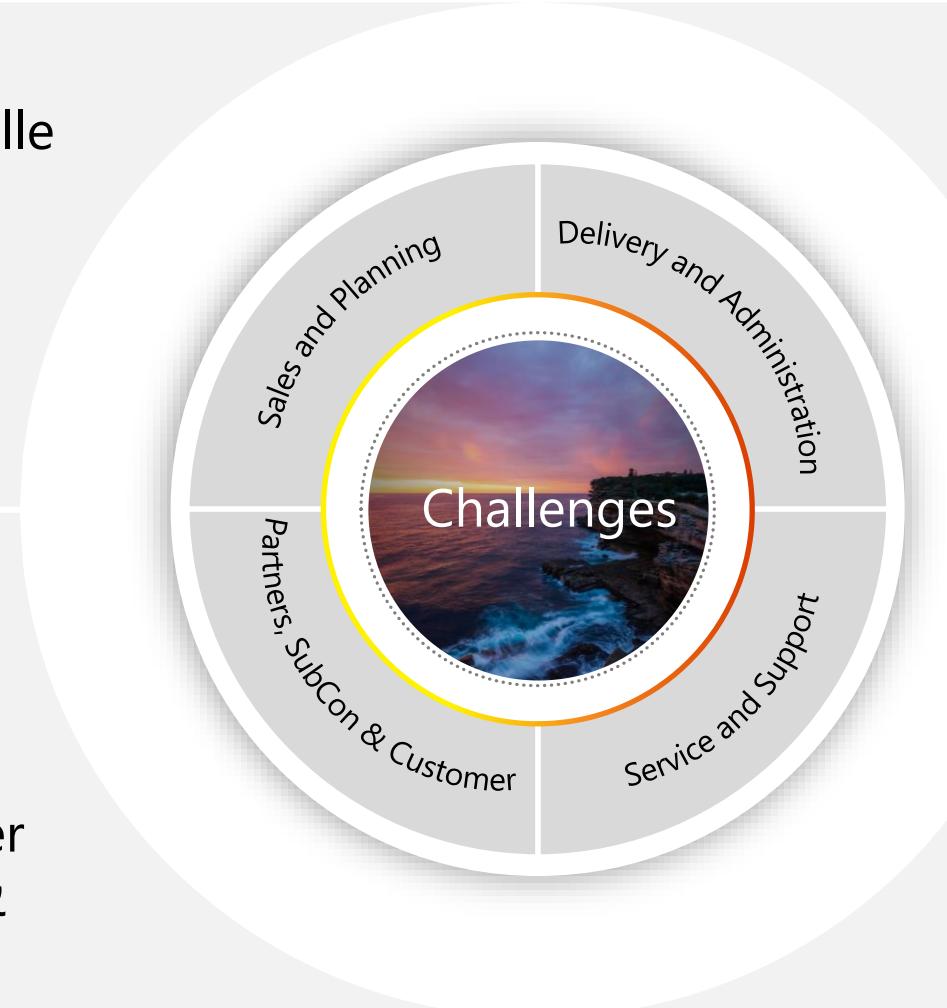
Fehlender Self-Service oder
Einblicke in Rechnungen &
Zahlungspläne

Fehlender Zugang zur
Projektdokumentation

Falsche Kategorisierung von
Dokumenten, Unsicherheit
in Versionen

Fehlender Zugriff auf
Partner Dokumente

Keine Einblicke in
Projektänderungen und
Notwendigkeit der Anzeige
mehrerer Systeme



The background image shows a long, curved cable-stayed bridge at night. The bridge is illuminated from below, creating a bright reflection on the dark water below. The cables and towers of the bridge are visible against the dark sky.

Die Lösung



ROLE / RESPONSIBILITIES

- Review documentation
- Project Planning
- Subcon hiring and management
- Project delivery

PERSONA

Project Planning and Delivery



ABOUT

Ensuring an orderly and complete transition from the sales phase to the implementation phase, including all contract and project-related documents. Conduct project and task planning, taking into account agreed deliverables and involvement of subcontractors, partners, and suppliers.



PAIN POINTS

- Lot of documents are still paper based and need to be digitalized in order to be stored properly
- Document management for each project defined by individual project manager – no consistent file system structure
- Document exchange with external partners mainly via eMail or DVD
- Summary documents are often written to enable third parties to understand the document repository
- No standardized process for how documents are passed on to downstream departments (e.g.: from project delivery to service)
- Correspondence during the realization phase is not handled in a structured manner - different templates, processes, etc.
- It is also not kept track of which communication has taken place with the customer or partner.
- Contractual documents not complete; service/deliverables not complete
- No digital signature available – sometimes a picture of the signature is added to a document
- Archiving is not done; basically documents are just not deleted
- Workflow management self-sufficient; no integration in any of the processes or tools



GOALS / MOTIVATION

- Establish a future solution to manage the various numbers of documents that are created during a project in an efficient manner.
- Avoid media-breaks and manual re-work to manage document lifecycle



NEEDS

- Integrated document management systems with E2E visibility of documents throughout the entire value chain
- no need to copy documents across multiple systems or create print-outs

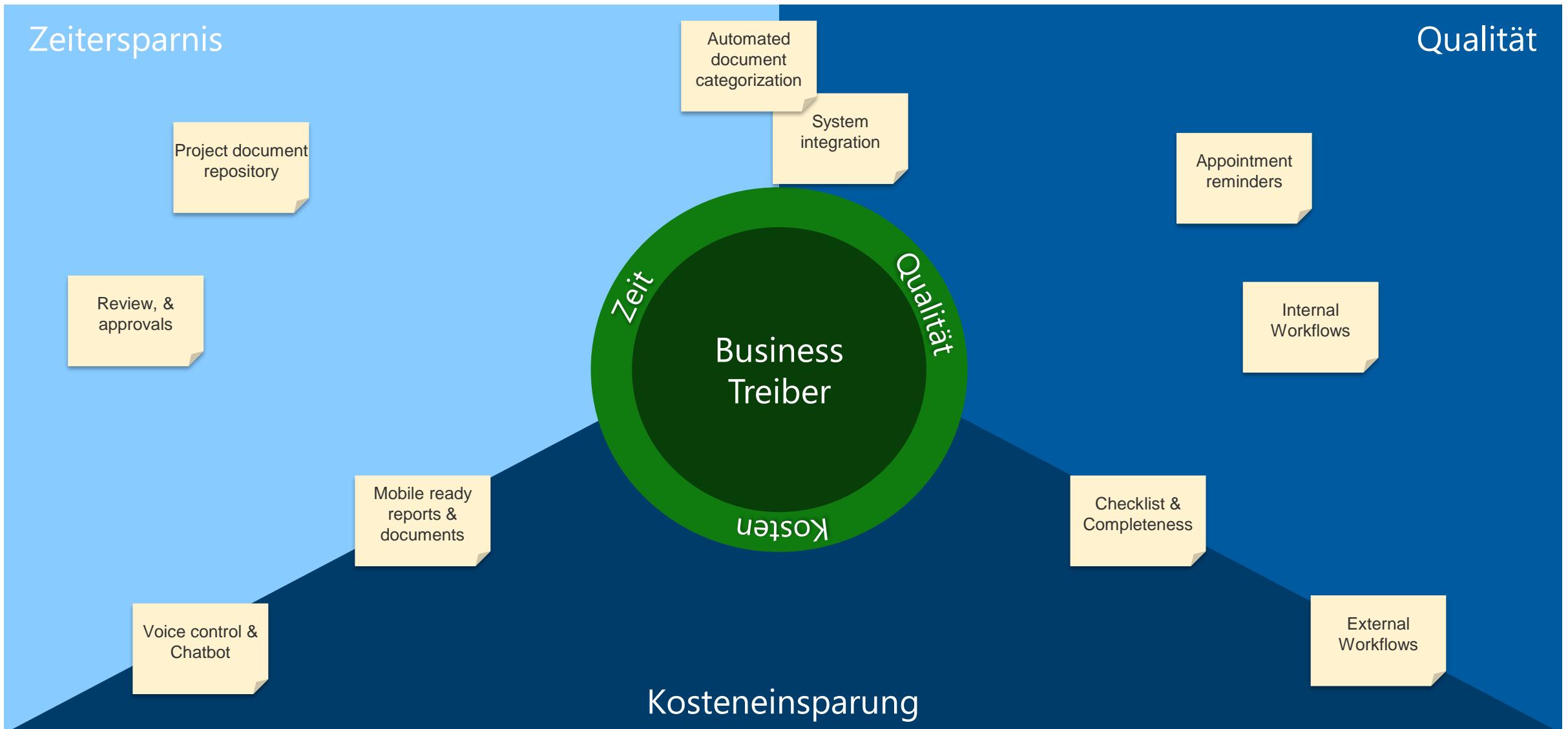


OPPORTUNITIES

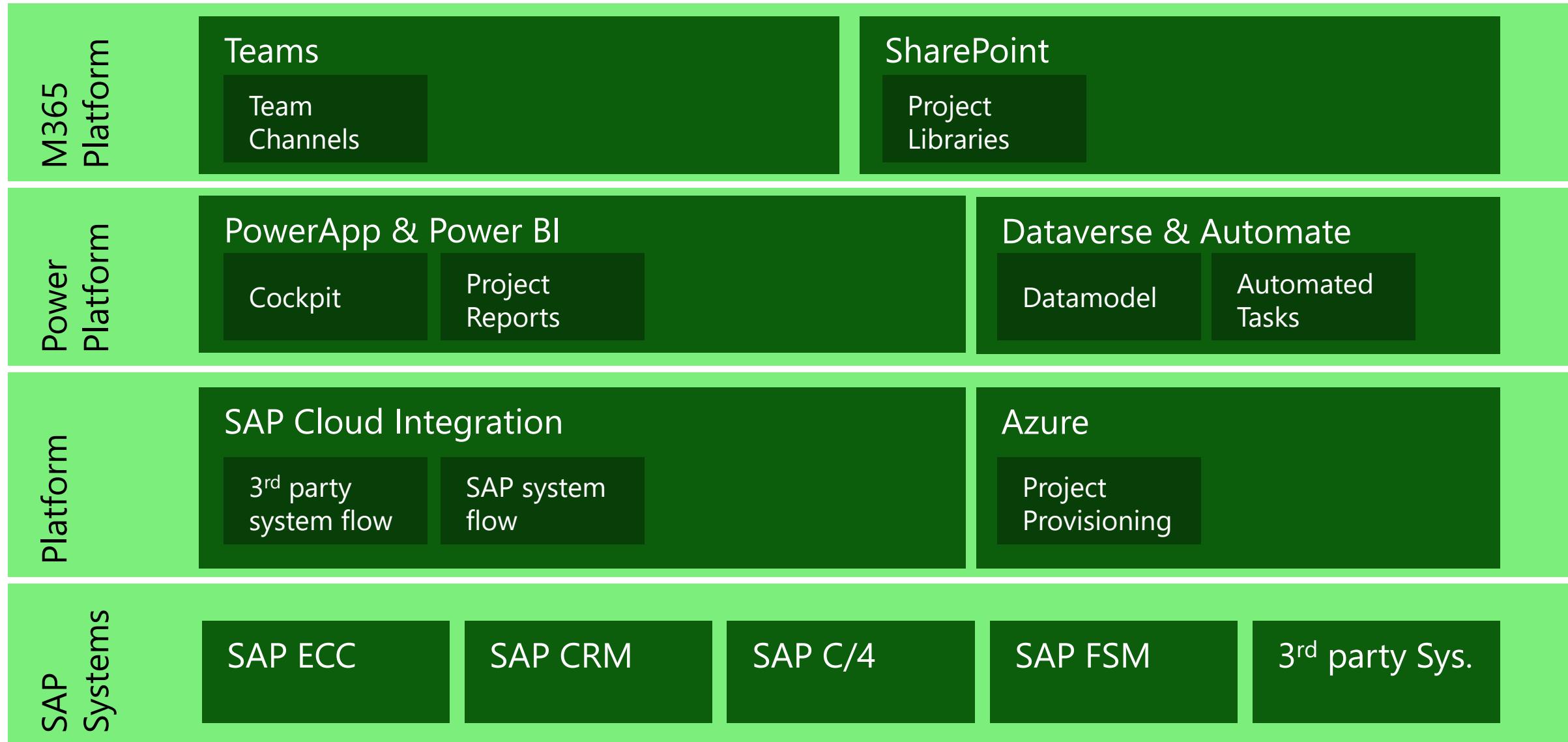
- Leverage AI/ML technology to simplify the registration and categorization of documents
- Simplification of document processing including the control of workflows and the creation of tasks/appointments



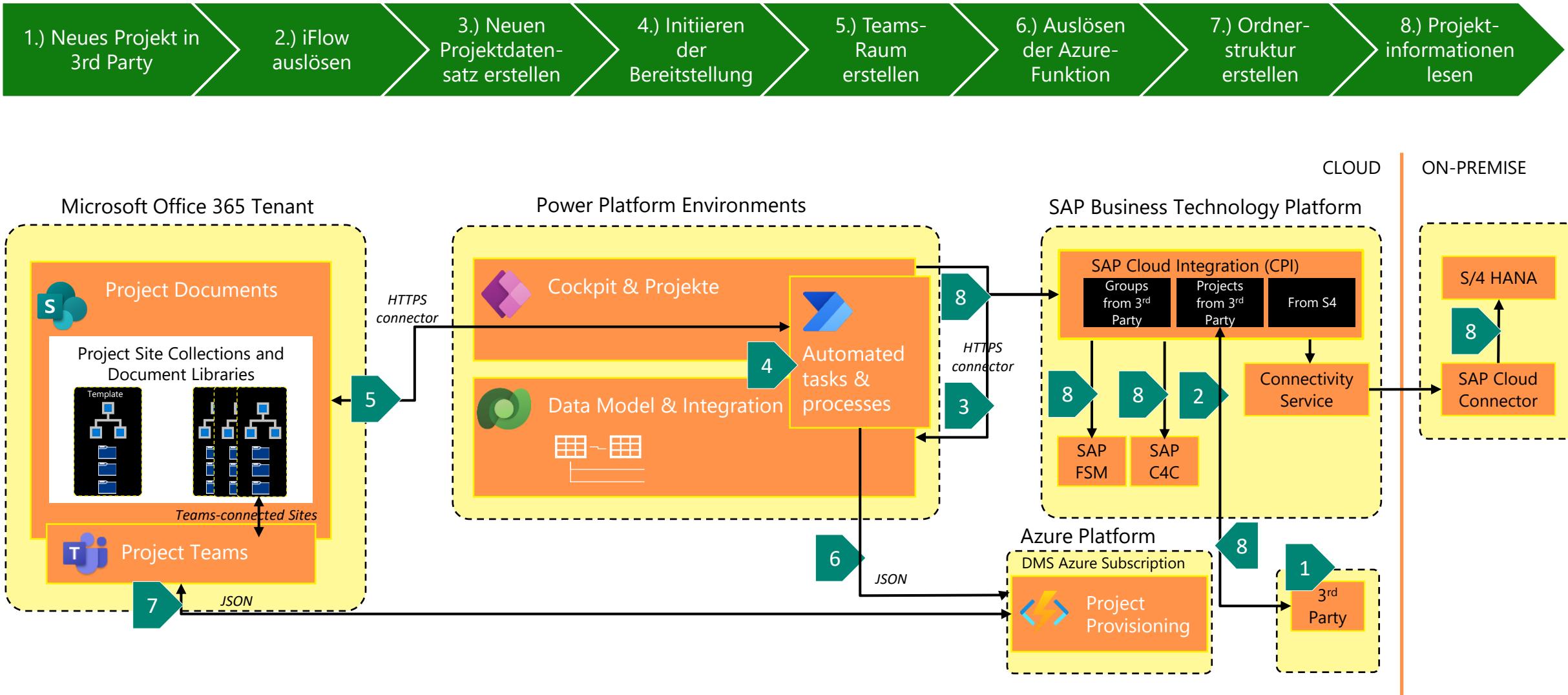
Brainstorming der Ideen



Entwicklung der Lösungsarchitektur



Darstellung des ersten Hauptanwendungsfalls





Startseite im Cockpit

Power Apps | Cockpit

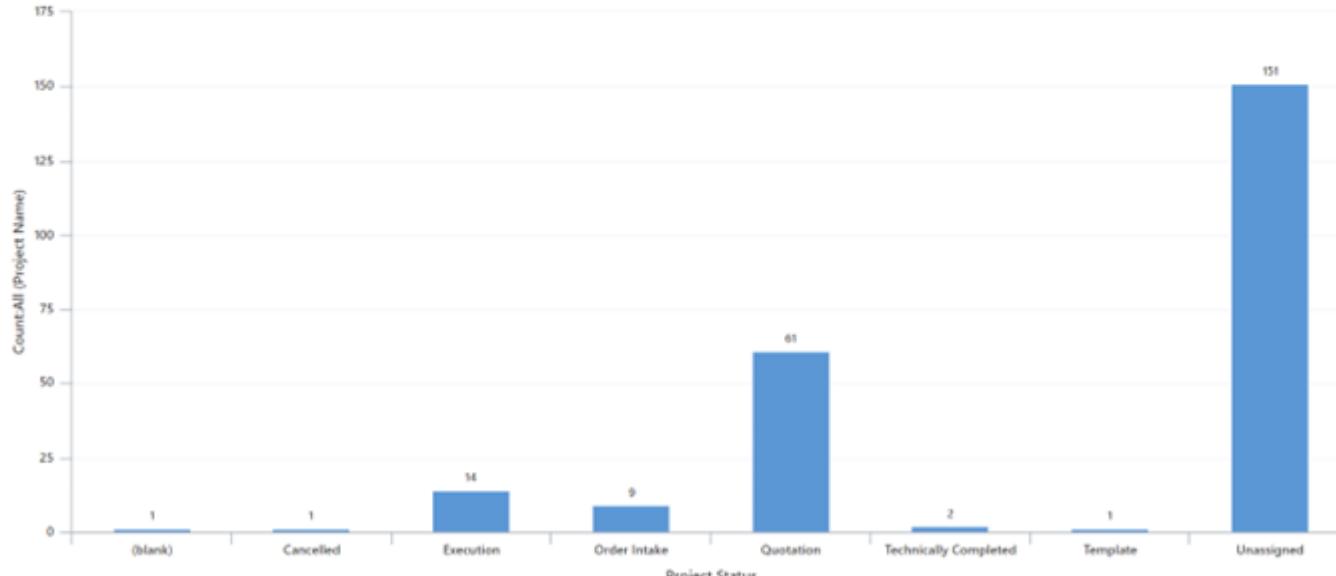
Search

Save As New Set As Default Refresh All

Cockpit Landing ▾

All Projects

Projects by Project Status



Project Status	Count
(blank)	1
Cancelled	1
Execution	14
Order Intake	9
Quotation	61
Technically Completed	2
Template	1
Unassigned	151

All Opportunities



Project delivery

Details der Projekte aus SAP und SharePoint

The screenshot displays two separate Power Apps Cockpit windows side-by-side, both showing details for a project named "Test Project with SS".

Left Window (Opportunity Tab):

- Project Status:** Active for 18 days
- General:** Opportunity ID: 1,186, Name: [REDACTED], Group: New building, Processing Type: Opportunity, Sales Cycle Phase: 7. Closed, Lifecycle Status: Won, Probability (%): 0.00, Expected Revenue Amount: [REDACTED]
- Opportunity Tab:** Unassigned, Quotation, Order Intake, Execution (3 D), Finished

Right Window (Documents Tab):

- Project Status:** Active for 18 days
- General:** Opportunity ID: 1,186, Name: [REDACTED], Group: New building, Processing Type: Opportunity, Sales Cycle Phase: 7. Closed, Lifecycle Status: Won, Probability (%): 0.00, Expected Revenue Amount: [REDACTED]
- Documents Tab:** Unassigned, Quotation, Order Intake, Execution (3 D), Finished
- Documents List:** test_bp.xlsx (sites/msteams_5924848/P..., 3/23/2022 10:07 ..., EXTERNAL [REDACTED];, 3/23/2022 10:07 AM) and Desert.jpg (sites/msteams_5924848/P..., 3/23/2022 10:08 ..., EXTERNAL [REDACTED];, 3/23/2022 10:08 AM)



Sales, Management
& Project delivery

Opportunities & Projekte aus SAP

Power Apps | Cockpit

All Opportunities

Opportunity ID	Name	Expected Revenue A...	Lifecycle ...	Sales Cyc...	Project	Prospect ...	Group	Project V...
1,354	Ausschreibung [REDACTED]	12,500.000000	In Process	4. Quotat...	[REDACTED]...	[REDACTED]Deu...	New buil...	Constr...
1,364	Ausschreibung [REDACTED]	25,000.000000	In Process	4. Quotat...	[REDACTED]...	[REDACTED]Deu...	New buil...	Constr...
1,571	[REDACTED] -> End2End - PoC	1,000.000000	In Process	4. Quotat...	Nachträg...	[REDACTED]Deu...	Extension...	Constr...
1,359	[REDACTED] Center West	2,500.000000	In Process	4. Quotat...	[REDACTED]...	[REDACTED]...	[REDACTED]...	[REDACTED]...
1,360	[REDACTED] Center West	678,530000	Won	7. Clos...	[REDACTED]...	[REDACTED]...	[REDACTED]...	[REDACTED]...
1,383	[REDACTED]	1,000.000000	Lost	7. Clos...	[REDACTED]...	[REDACTED]...	[REDACTED]...	[REDACTED]...
1,384	[REDACTED]	12,016,410000	Won	7. Clos...	[REDACTED]...	[REDACTED]...	[REDACTED]...	[REDACTED]...
1,578	[REDACTED]	11,801,970000	In Process	4. Quotat...	[REDACTED]...	[REDACTED]...	[REDACTED]...	[REDACTED]...
3,597	[REDACTED] -> 2022-07-01	11,801,970000	In Process	3. Rea...	[REDACTED]...	[REDACTED]...	[REDACTED]...	[REDACTED]...
1,385	[REDACTED]	11,801,970000	Won	7. Clos...	[REDACTED]...	[REDACTED]...	[REDACTED]...	[REDACTED]...
1,386	[REDACTED]	4,228,470000	Won	7. Clos...	[REDACTED]...	[REDACTED]...	[REDACTED]...	[REDACTED]...
1,387	[REDACTED]	16,655,570000	Won	7. Clos...	[REDACTED]...	[REDACTED]...	[REDACTED]...	[REDACTED]...
2,014	[REDACTED] Erweiterung 100	10,000.000000	In Process	3. Rea...	[REDACTED]...	[REDACTED]...	[REDACTED]...	[REDACTED]...

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Power Apps | Cockpit

All Projects

ID	Project No.	Project Name	Project Status	Clerk Name	Start Date	Opportunity
1,001,348	0200000020	BoQ Copy Option: Georg	Unassigned	[REDACTED]	3/10/2022 1:0...	[REDACTED]
1,001,261	02000000155	BoQ Template	Unassigned	[REDACTED]	2/2/2022 1:00...	[REDACTED]
1,001,301	02000000175	BT - Shipping Tour	Unassigned	[REDACTED]	2/22/2022 1:0...	[REDACTED]
1,001,209	00000073435	Calc-test	Unassigned	[REDACTED]	12/1/2021 1:0...	[REDACTED]
1,001,096	02000000031	CalcRule-test	Quotation	[REDACTED]	9/24/2021 2:0...	[REDACTED]
1,001,098	02000000032	Calculated Sales Prior	Unassigned	[REDACTED]	10/1/2021 2:0...	[REDACTED]
1,001,303	02000000177	Calculation Testing	Unassigned	[REDACTED]	2/2/2022 1:0...	[REDACTED]
1,001,326	02000000199	Cars VOB II	Quotation	[REDACTED]	3/3/2022 1:00...	[REDACTED]
1,001,241	02000000137	CCTEST	Unassigned	[REDACTED]	1/20/2022 1:0...	[REDACTED]
1,001,242	02000000138	cctest2	Unassigned	[REDACTED]	1/20/2022 1:0...	[REDACTED]
1,001,239	02000000135	Change Project CW - All types	Unassigned	[REDACTED]	1/18/2022 1:0...	[REDACTED]
1,001,102	02000000036	Clerk Rights	Quotation	[REDACTED]	10/1/2021 2:0...	[REDACTED]
1,001,104	02000000038	Clerk Rights	Quotation	[REDACTED]	10/1/2021 2:0...	[REDACTED]

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Sales & Project delivery

Aufgaben aus dem 3rd-Party-System

Power Apps | Cockpit

Search

Show Chart | New | Delete | Refresh | Email a Link | Flow | Run Report | Excel Templates | : |

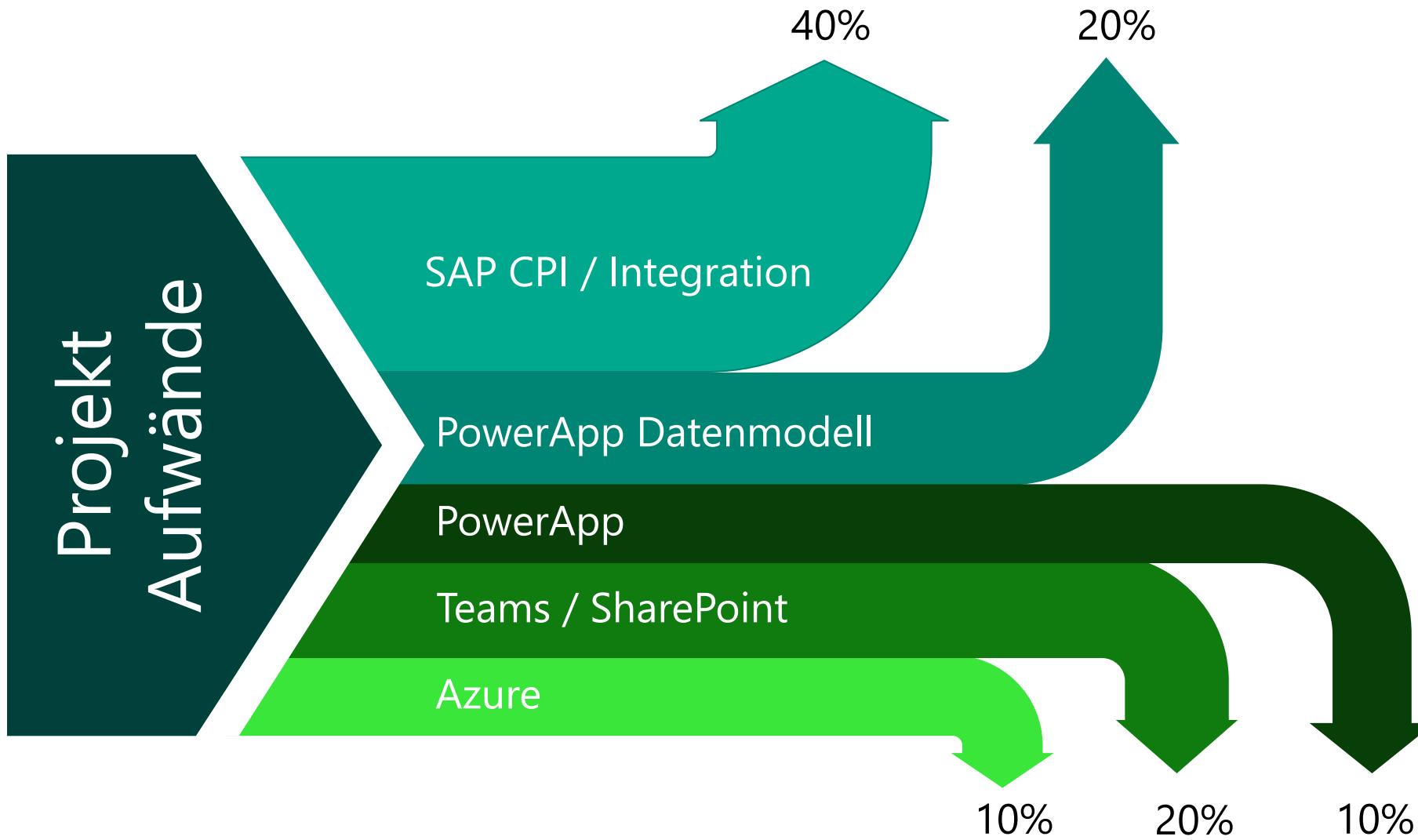
Active Workflow Tasks

	ID	Title	ProjectID	PriorityID	ProjectID	Remaining	Owner	OwnerCo...	OwnerDe...
1	1,236,480	Change Calculation needed: Project Nr. [REDACTED]	1,000,857	2		-624,037	[REDACTED]	[REDACTED]	[REDACTED]
2	1,256,626	Change Identified: Project Nr. [REDACTED]	1,000,585	2		-537,356	[REDACTED]	[REDACTED]	[REDACTED]
3	1,256,598	Change Identified: Project Nr. [REDACTED]	1,000,585	2		-537,357	[REDACTED]	[REDACTED]	[REDACTED]
4	1,272,688	[REDACTED] Assignment	1,001,250	2	Test Proj...	-470,086	[REDACTED]	[REDACTED]	[REDACTED]
5	1,272,704	[REDACTED] assignment		2		-470,085	[REDACTED]	[REDACTED]	[REDACTED]
6	1,271,964	Create Project from Opportunity		2		-470,536	[REDACTED]	[REDACTED]	[REDACTED]
7	1,236,783	Extended User Action	1,001,250	2	Test Proj...	-623,318	[REDACTED]	[REDACTED]	[REDACTED]
8	1,236,519	Info		2		-623,795	[REDACTED]	[REDACTED]	[REDACTED]
9	1,236,540	Info		2		-623,727	[REDACTED]	[REDACTED]	[REDACTED]
10	1,236,443	Please create change [REDACTED]	1,000,858	2		-624,067	[REDACTED]	[REDACTED]	[REDACTED]

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Page 1

Projekt in Zahlen



Mit der umgesetzten Lösung ...

... wird ein zentraler Einstieg (Cockpit) für alle am Projekt beteiligten Rollen erreicht



... wird die Isolation der Datentöpfe aufgebrochen



... werden Standard DMS-Funktionalitäten genutzt



... verbessert sich die Zusammenarbeit im Projekt und mit Partnern



... bieten sich Möglichkeiten für weitere Automatisierung, wie
automatisches Scannen von Dokumenten

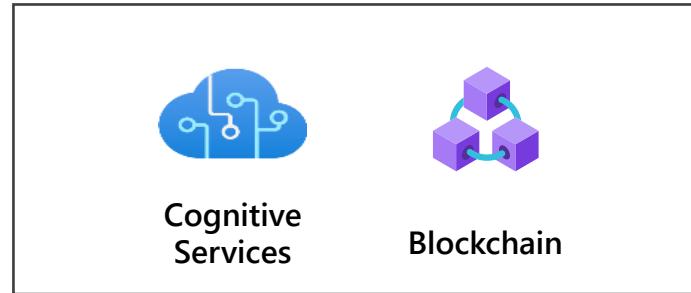
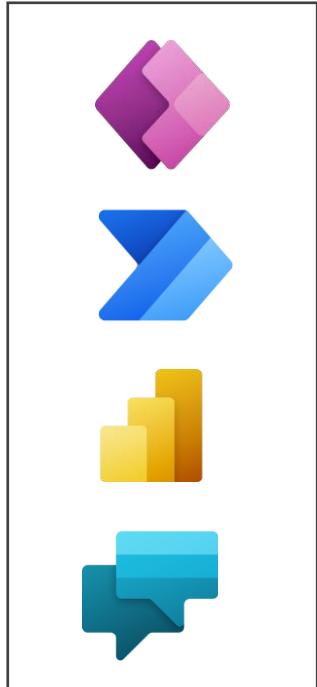




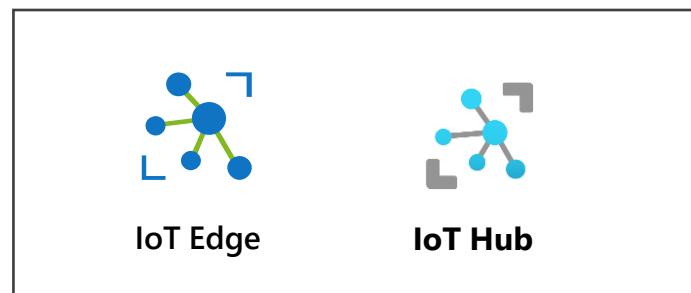
Microsoft

3. Integrationsebene: Integration Backend

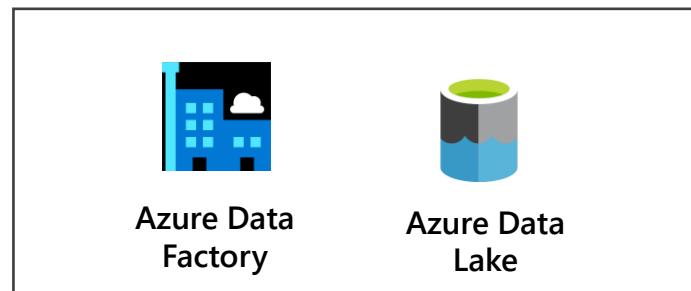
Erweitern der Power Platform mit Azure-Diensten



Geschäftsabläufe und Lieferketten neu gestalten durch Nutzung von maschinellem Lernen, künstlicher Intelligenz und Blockchain-Funktionen.

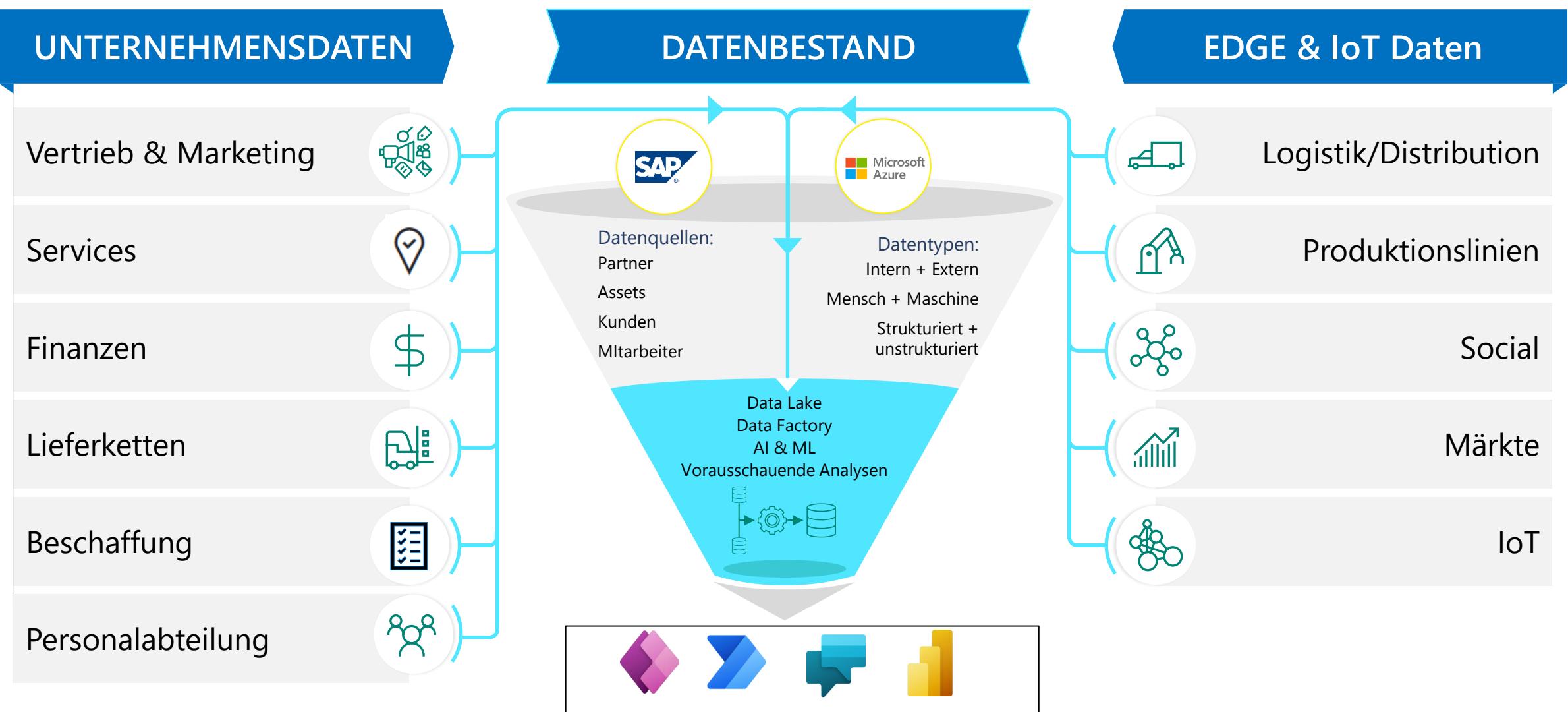


Anwendungen für das Internet der Dinge erstellen in Kombination mit Telemetrie- und SAP-Daten.

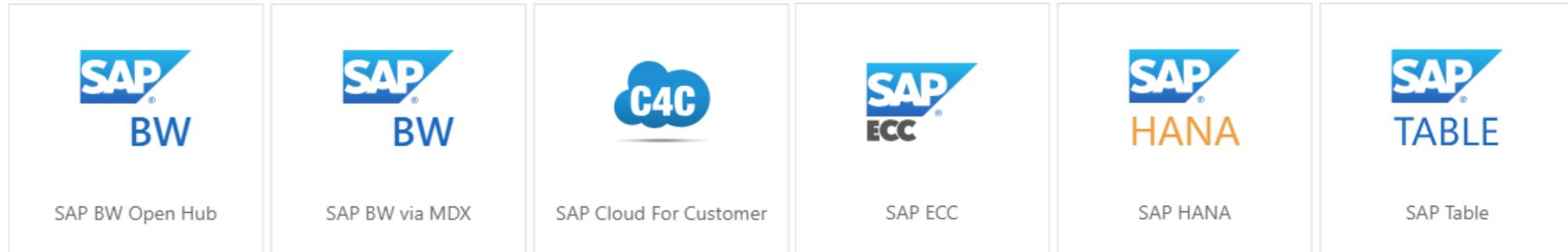


zusammenführen von SAP- und Nicht-SAP-Daten für die Orchestrierung in Azure und die zentralisierte Berichterstellung in Power BI.

Transformation von Daten



Zugriff auf alle Daten durch mehr als 80 Konnektoren



Azure (15)	Database & DW (25)		File Storage (6)	NoSQL (3)	Services & Apps (28)		Generic (4)
Blob Storage	Amazon Redshift	Oracle	Amazon S3	Cassandra	Amazon MWS	Oracle Service Cloud	HTTP
Cosmos DB – SQL API	DB2	Phoenix	File System	Couchbase	CDS for Apps	Paypal	OData
Cosmos DB – MongoDB API	Drill	PostgreSQL	FTP	MongoDB	Concur	QuickBooks	ODBC
ADLS Gen1	Google BigQuery	Presto	Google Cloud Storage		Dynamics 365	Salesforce	REST
ADLS Gen2	Greenplum	SAP BW Open Hub	HDFS		Dynamics AX	SF Service Cloud	
Data Explorer	HBase	SAP BW MDX	SFTP		Dynamics CRM	SF Marketing Cloud	
Database for MariaDB	Hive	SAP HANA			Google AdWords	SAP C4C	
Database for MySQL	Impala	SAP Table			HubSpot	SAP ECC	
Database for PostgreSQL	Informix	Spark			Jira	ServiceNow	
File Storage	MariaDB	SQL Server			Magento	Shopify	
SQL Database	Microsoft Access	Sybase			Marketo	Square	
SQL Database MI	MySQL	Teradata			Office 365	Web Table	
SQL Data Warehouse	Netezza	Vertica			Oracle Eloqua	Xero	
Search Index					Oracle Responsys	Zoho	
Table Storage							



Microsoft

Vielen Dank