

Streamline Your SAP ERP This Summer for Faster, Healthier Transactions

Customer Speaker:

William Immer, VP of Information Systems
Butler Supply Inc.

Host Speakers:

Dan Nunes, Synactive
Aparna Desai, Synactive

Agenda

- GuiXT Technology
- Customer Introduction
 - Butler Supply Inc.
 - William Immer, Vice President of Information Systems
- Customer Presentation
 - About Butler Supply
 - Learning Points
 - SAP Challenges
 - GuiXT Solution
 - Additional Benefits
 - How it Works
- Questions & Answers
 - William Immer, Butler Supply
 - Aparna Desai, Synactive

Synactive: GuiXT Technology

Simplify, Clarify, and Optimize SAP

➤ GuiXT Technology

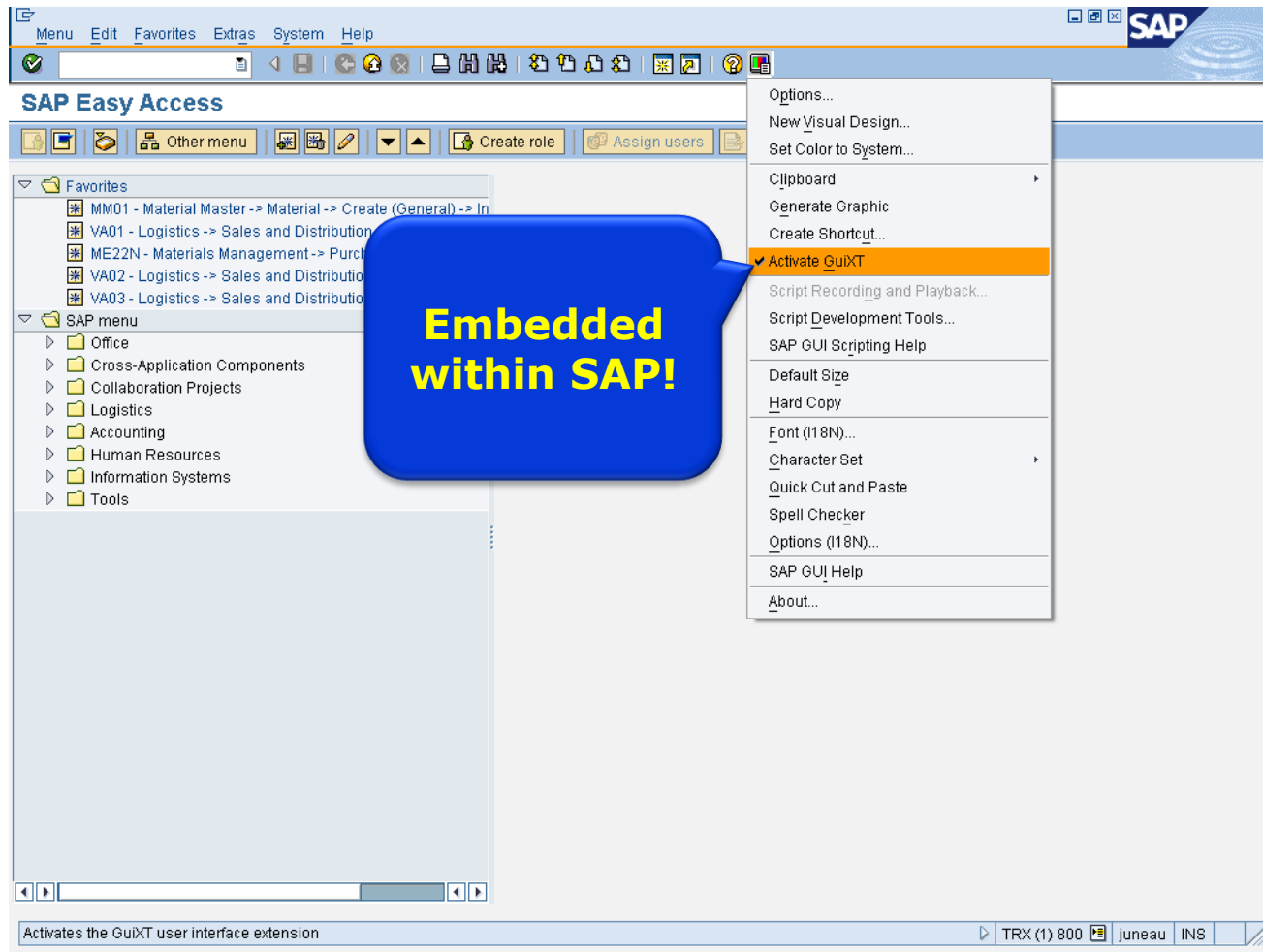
- Embedded in SAP
- Certified by SAP for NetWeaver Portals
- No backend code changes

➤ Benefits

- Faster SAP Data Entry
 - Input sets automatically fill in common information in SAP fields
 - Set default values
 - Less manual entry for users means fewer mistakes
 - Streamline business processes, remove unwanted fields, and consolidate screen tabs



Synactive: GuiXT Activation



Synactive: GuiXT Solutions

- GuiXT Technology is a *mature, risk free* enhancement which has been bundled with SAP for the last 10 years.
- Deployed to hundreds of thousands of users worldwide, GuiXT is fast to develop and easy to customize.



Streamline SAP This Summer for Faster, Healthier Transactions

William Immer
Vice President of Information Systems
Butler Supply, Inc.

Butler Supply Company Overview

- Founded – 1941 by C.E. "Ed" Butler
- 27 locations
- 200 employees
- Based in St. Louis, MO
- 15,000 customers
- 2000 suppliers
- 300,000 annual Billing Documents
- 13,000 unique materials in stock



Butler Supply System Landscape

- Live April, 2009
- ECC6 – EHP2 (All-In-One)
- Modules - MM, SD, FI, IM (WM and eCom)
- Microsoft Windows / Microsoft SQL Server
- GuiXT Input Assistant



Learning Points

- How to quickly streamline any SAP transaction.
- Reduce data entry errors.
- How GuiXT and GuiXT Input Assistant are used to accomplish these tasks.



Customer Create (XD01) Problems

- Training
- Missing or incorrect data
- Users resisted creating new sold-to and ship-to records because it was too difficult.
- Accounts receivable problems



The "Old Way"...

The screenshot shows the 'Customer Create: Initial Screen' in SAP. It features several input fields and buttons. Two areas are highlighted with red rectangles:

- Account group and Customer selection:** A red rectangle highlights the 'Account group' field (containing '0001 Sold-to party') and the 'Customer' field (containing '610623').
- Reference Customer selection:** A red rectangle highlights the 'Customer' field in the 'Reference' section, which contains '1090'.

Other visible fields include 'Company code' (3000, Butler Supply, Inc.), 'Sales area' (Sales Organization: 3000, Butler Supply; Distribution Channel: 01, Direct Sales; Division: 01, Product Division 01), and 'Reference' (Company code: 3000, Sales organization: 3000, Distribution channel: 01, Reference division: 01). Buttons at the bottom include 'All sales areas...', 'Customer's sales areas...', and a set of standard SAP navigation icons (check, save, edit, back, cancel).

...The "Old Way"

Create Customer: General Data

Customer 610623 test

Address Control Data Payment Transactions Marketing Unloading Points

Name Title Name Butler Supply, Inc.

Search Terms Search term 1/2 Butler

Street Address House no./street 965 Horan Dr. City/State/ZIP Code Fenton Country US USA Time zone CST Jurisd

PO Box Address PO Box Postal Code Company Postal Code

Communication Language EN English Telephone 636-349-9000 Mobile Phone Fax 636-349-5100 E-Mail butler@butlersupply.com Standard Comm.Method Data line Telebox

Comments

Create Customer: General Data

Customer 610623 Butler Supply, Inc.

Marketing Unloading Points Export Data Contact Person

Form of	Name	First name	Telephone
	Immer	Bill	

Position: Name Department

Home Address Visiting Hours

Customer Create: Contact Person Details

Customer 610623 Butler Supply, Inc. Fenton

Contact person NEW 001

VIP Department Function Power of att. Higher partner Rep. number

Gender unknown Date of birth Marital Status

Call frequency Advertising mat

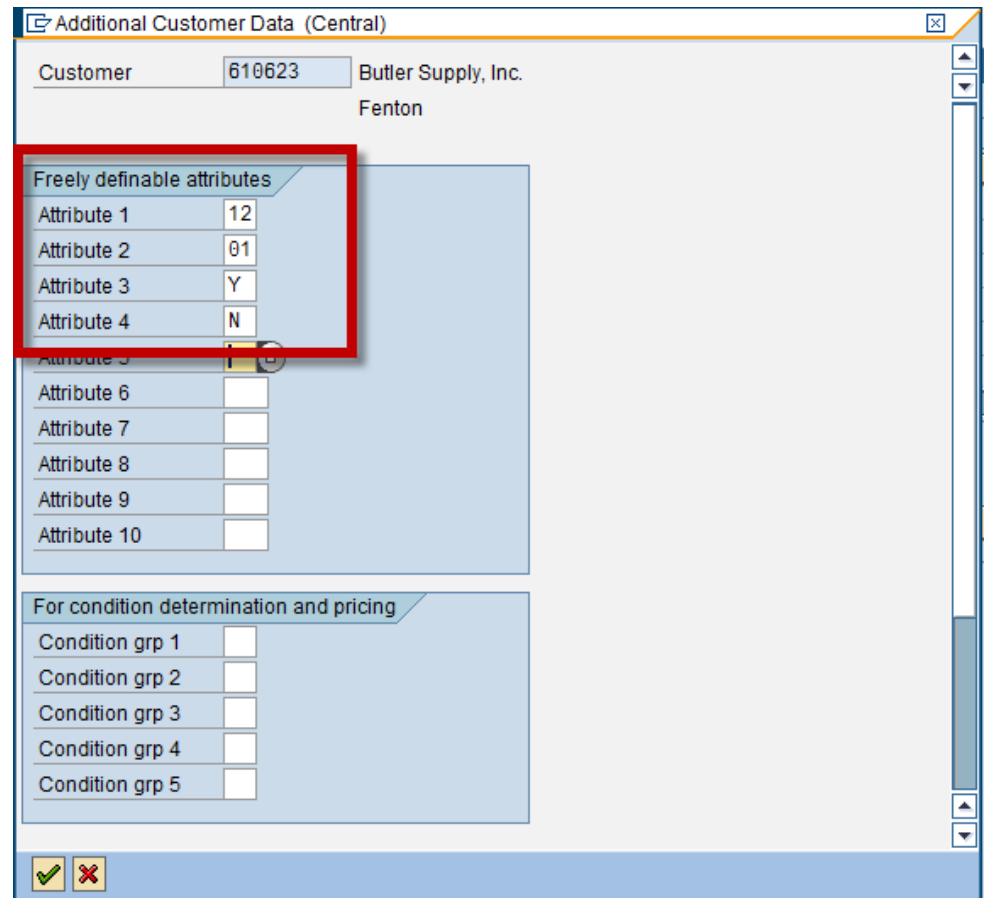
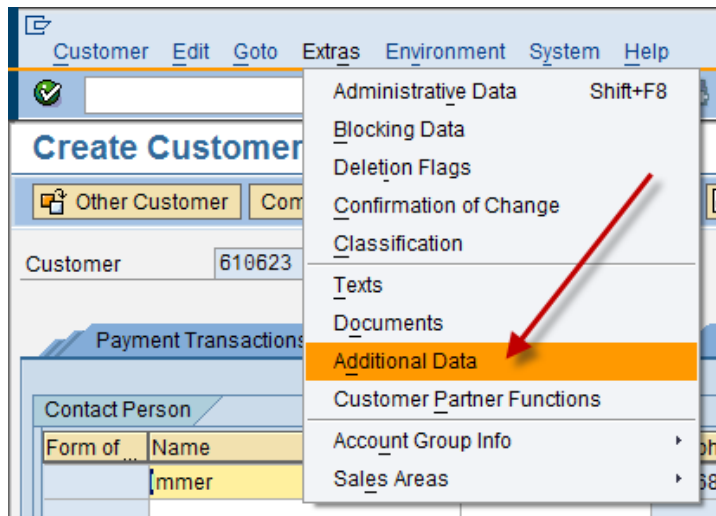
Buying habits Remarks

Person Title Last name Immer First name Bill Academic Title Format Bill Immer Function Department Room Number Floor Building

Communication Language Telephone 636-680-1104 Extension Other communication... Mobile Phone Fax Extension E-Mail wji@butlersupply.com Comm. Meth

Company Butler Supply, Inc. / 965 Horan Dr. / Fenton MO 63026

The “Old Way”...



The "Old Way"...

The image displays three overlapping screenshots of the SAP 'Create Customer' process, illustrating the 'Old Way' of data entry. Each screenshot shows a different step in the process, with specific fields highlighted by red boxes.

First Screenshot: Create Customer: Company

- Customer: 610623, Butler Supply, Inc.
- Company Code: 3000, Butler Supply, Inc.
- Accounting information (highlighted):**
 - Recon. account: 121000
 - Head office: [dropdown]
 - Authorization: [checkbox]
 - Release group: [checkbox]
- Interest calculation:
 - Interest indic.: [checkbox]
 - Interest cycle: [checkbox]
- Reference data:
 - Prev. acct no.: [text]
 - Buying Group: [text]

Second Screenshot: Create Customer: Company Code Data

- Customer: 610623, Butler Supply, Inc.
- Company Code: 3000, Butler Supply, Inc.
- Payment data (highlighted):**
 - Terms of payment: CASH
 - B/e charges pay term: [text]
 - Time until check paid: [text]
 - Tolerance group: [text]
 - Known/neg. leave: [text]
 - AR Pledging Ind: [checkbox]
 - Payment histo: [checkbox]
- Automatic payment transactions:
 - Payment methods: [text]
 - Alternat. payer: [text]
 - B/exch. limit: [text] USD
 - Single payment: [checkbox]
 - Payment advice by EDI: [checkbox]
- Payment advice notes:
 - Rsn code conv.: [text]

Third Screenshot: Create Customer: Sales Area Data

- Customer: 610623, Butler Supply, Inc.
- Sales Org: 3000, Butler Supply
- Distr. Channel: 01, Direct Sales
- Division: 01, Product Division 01
- Sales order (highlighted):**
 - Sales district: [dropdown]
 - Sales Office: [text]
 - Sales Group: [text]
 - Customer group: 01, COMMERCIAL ELECTRIC
 - ABC class: [text]
 - Currency: USD, United States Dollar
 - Switch off rounding: [checkbox]
 - Product attributes: [text]
- Pricing/Statistics (highlighted):**
 - Price group: IB, 009772
 - Cust. pric. proc.: 9, Butler Supply
 - Price List: C5, Column -5
 - Cust. Stats. Grp: 1, Customers
- Agency business:
 - Relevant for agency business: [checkbox]
- Customer hierarchy:
 - Hierarchy type: [text]
 - Higher-level customer: [text]
 - Valid from: 05/24/2011
 - Valid to: 12/31/9999

The "Old Way"...

Create Customer: Sales Area Data

Customer: 610623 Butler Supply, Inc.
 Sales Org.: 3000 Butler Supply
 Distr. Channel: 01 Direct Sales
 Division: 01 Product Division 01

Shipping

Shipping Conditions: 01 Butler's Standard

Billing Documents

Billing document:
☐ Subs. invoice processing
☐ Rebate
 Invoicing dates: 01
 InvoicingListDates: 01

Delivery and payment terms

Incoterms: AR10
 Terms of payment: AR10 VENDOR TERMS
 Credit ctrl area: 3000

Partner Functions

PF	Partner Function	Number	Name	Partner Description
SP	Sold-to party	610623	Butler Supply, Inc.	
BP	Bill-to party	610623	Butler Supply, Inc.	
PY	Payer	610623	Butler Supply, Inc.	
SH	Ship-to party	610623	Butler Supply, Inc.	
Z1	Sales Rep Vendor 1	S1201	LOUIS HOUSE	

The “Old Way” (Summary)

- Sold-to training material included 34 steps covering 11 Screens.
- Ship-to training material included 18 steps, 8 screen and two transactions (xd01 and xd02).



The “New” Way

- Sold-to create reduced to 6 screens, 17 steps.
- Ship-to create reduced to 4 screens, 9 steps.



Sold-To Create...

Customer Create: Initial Screen

Customer

H

610624

Reference

Customer

H

1090

PAYNE-CREST ELECTRIC

New Customer

New Shipto

For a new Customer:

1. Enter an unused customer number.
2. Enter a reference customer number.
3. Click the 'New Customer' button.

For a new Ship-To:

1. Leave the customer number blank.
2. Enter the customer of the ship-to in the reference field.
3. Click the 'New Shipto' button.

✓

Easy

Sold-To Create...

Customer Edit Goto Extras Environment System Help

Create Customer: General Data

Customer 610624 Butler Supply, Inc. Fenton **Easy**

Address

1. Enter customer name and address.
2. Verify Tax Jurisdiction Code.
3. Optionally add contact name & Communications Method.

Name

Name Butler Supply, Inc.
Search term 1/2 BUTLER

Street Address

House no./street 965 Horan Dr
City/State/ZIP Code Fenton MO 63026
Missouri
PO Box Jurisdict. code M01890012
Postal Code

Communication

Telephone 636-349-9000 Extension
Mobile Phone
Fax 636-349-5100
E-Mail butler@butlersupply.com

Contact Information

First/Last Bill Immer Comm. Meth.
Phone 636-680-1104 Extension
Mobile
Fax
Email wji@butlersupply.com

Additional Customer Data (Central)

Customer 610624 Butler Supply, Inc.
Fenton

Freely definable attributes

Home Branch	12	Ware 3012
Price Delivery	1	No Pricing
Marketing	Y	Yes (Default)
Merge Freight	N	No (Default)

1. Verify your customer's HOME branch.
2. Verify your customers delivery pricing preference.

Sold-To Create...

Customer Edit Goto Extras Environment System Help

Create Customer: Sales Area Data

Customer

610624

Butler Supply, Inc.

Fenton

Sales Org.

3000

Butler Supply

Distr. Channel

01

Direct Sales

Division

01

Product Division 01

Sales

Pricing/Statistics

Price group

IB

009772

Cust.pric.proc.

9

Butler Supply

Price List

C5

Column -5

Customer group

01

COMMERCIAL ELECTRIC.

1. Verify the customer price group.
2. Verify the pricing procedure (either '9' for a customer and 'E' for a company code).
3. Set the price column as desired (C1 through C6).
4. Set the Customer Group (Commercial, Residential, etc.).

Customer Edit Goto Extras Environment System Help

Create Customer: Sales Area Data

Customer

610624

Butler Supply, Inc.

Fenton

Sales Org.

3000

Butler Supply

Distr. Channel

01

Direct Sales

Division

01

Product Division 01

Billing Documents

Delivery and payment terms

Terms of payment

AR10

VENDOR TERMS

Taxes

Country	Name	Tax category	Name	Tax c...	Description
US	USA	UTXJ	Tax Jurisdict.Code	1	

Licenses

1. Verify the AR payment terms.
2. Verify the Taxable Status.
3. If 'Exempt', supply license data

[illegible]

Ship-To Create

Customer Edit Goto Extras Environment System Help

Create Customer: General Data

Customer

INTERNAL

Easy

Address

Preview

Name

Name

Butler Supply, Inc. - Pepper

Search term 1/2

PEPPER

Street Address

House no./street

971

Horan Dr

City/State/ZIP Code

Fenton

PO Box

Jurisdic. code

Postal Code

Communication

Telephone

6-680-1174

Extensio

Mobile Phone

Fax

636-680-1650

E-Mail

pepper@butlersupply.com

Contact Information

First/Last

Emil

Bosch

Phone

Extensio

Mobile

Fax

Email

Create Customer: Sales

Customer

INTERNAL

Sales Org.

3000

Distr. Channel

01

Division

01

Billing Documents

Taxes

Country	Name	Tax ca
US	USA	UTXJ

Customer: 610624 Butler Supply, Inc. Fenton

Sales Org.: 3000 Butler Supply

Distr. Channel: 01 Direct Sales

Division: 01 Product Division 01

Partner Description

Partner Description
CDC Deliveries


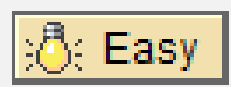
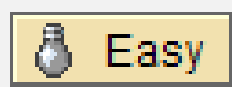
1. Verify the Taxable Status.

2. If 'Exempt', supply license data

Tax c...	Description
1	

www.GuiXT.com

Other Benefits

- Easy navigation using "Enter" or 
- Unused fields and tabs are hidden.
- On screen instructions save time and reduces errors.
- On / off buttons   allow experts full access.
- It still "feels" like SAP to the user. GuiXT puts SAP on a diet!

How it Works (Before / After)

Customer Edit Goto Extras Environment System Help

Customer: 610623 Butler Supply, Inc. Fenton

Sales Org.: 3000 Butler Supply

Distr. Channel: 01 Direct Sales

Division: 01 Product Division 01

Sales Shipping Billing Documents Partner Functions

Sales order

Sales district: [] Order probab.: 100 %

Sales Office: [] AuthorizGroup: []

Sales Group: [] Item proposal: []

Customer group: 01 COMMERCIAL ELECTRIC. Acct at cust.: []

ABC class: [] UoM Group: []

Currency: USD United States Dollar Exch. Rate Type: []

☐ Switch off rounding PP cust. proc.: []

Product attributes

Pricing/Statistics

Price group: IB 009772

Cust.pric.proc.: 9 Butler Supply

Price List: C5 Column -5

Cust.Stats.Grp: 1 Customers

Agency business

☐ Relevant for agency business

Customer hierarchy

Hierarchy type: []

Higher-level customer: []

Valid from: 05/24/2011 Valid to: 12/31/9999

Customer Edit Goto Extras Environment System Help

1

Create Customer: Sales Area Data

Customer: 610624 Butler Supply, Inc. Fenton **2** Easy

Sales Org.: 3000 Butler Supply

Distr. Channel: 01 Direct Sales **3**

Division: 01 Product Division

Sales

4

Pricing/Statistics

Price group: IB 009772

Cust.pric.proc.: 9 Butler Supply

Price List: C5 Column -5

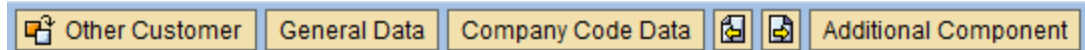
Customer group: 01 COMMERCIAL ELECTRIC. **5**

1. Verify the customer price group.
2. Verify the pricing procedure (either '9' for a customer and 'E' for Employee).
3. Set the price column as desired (C1 through C6).
4. Set the Customer Group (Commercial, Residential, etc.).

How it Works...

1. Previous / Next buttons:

```
del [Other Customer]
del [Company Code Data]
del [Sales Area Data]
del [Additional Component]
```

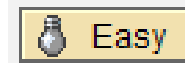
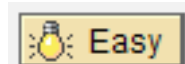


```
on "/7" process="XD01_3_BackButton.txt"
on "/8" process="XD01_3_SalesTab.txt"
on "Enter" process="XD01_3_SalesTab.txt"
```



2. "Easy" button:

```
if V[XD01_3k_easy=N]
  Pushbutton (0,0) "@BG@Easy" "=" process="XD01_3_Easy2.txt"
else
  Pushbutton (0,0) "@BF@Easy" "=" process="XD01_3_Easy2.txt"
endif
```



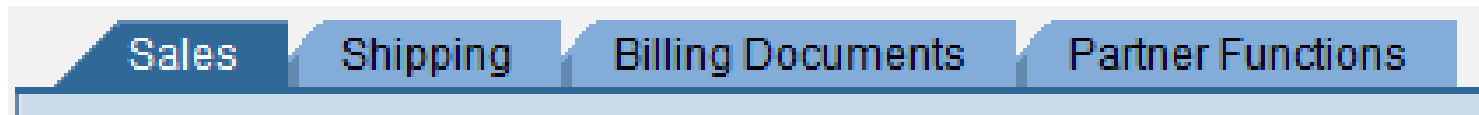
How it Works...

3. Tab removal

del [Shipping]

del [Billing Documents]

del [Partner Functions]



How it Works...

4. Moving things around:

```
// Set Defaults
Set F[Order probab.]      "100"
Set F[Currency]           "USD"
Set F[Cust.Stats.Grp]     "1"

// Delete Command Buttons
del P[Product attributes]

// Make it Pretty!
del G[Agency business]
del G[Customer hierarchy]
pos F[Customer group] (30,50) -Triple
del G[Sales order]
del F[Cust.Stats.Grp] -Triple
pos G[Pricing/Statistics] (7,1)
pos F[Customer group] (11,2) -Triple
```

The screenshot displays a software interface with several configuration panels. The 'Sales order' panel includes fields for Sales district, Sales Office, Sales Group, Customer group (set to 01), ABC class, Currency (set to USD), and a checkbox for 'Switch off rounding'. It also shows 'Order probab.' set to 100%, 'AuthorizGroup', 'Item proposal', 'Acct at cust.', 'UoM Group', 'Exch. Rate Type', and 'PP cust. proc.'. The 'Pricing/Statistics' panel shows 'Price group' (IB), 'Cust.pric.proc.' (9), 'Price List' (C5), and 'Cust.Stats.Grp' (1). The 'Agency business' panel has a checkbox for 'Relevant for agency business'. The 'Customer hierarchy' panel shows 'Hierarchy type', 'Higher-level customer', 'Valid from' (05/24/2011), and 'Valid to' (12/31/9999).

How it Works...

5. Add documentation

offset (14,4)

comment (0,0) "1. Verify the customer price group."

comment (1,0) "2. Verify the pricing procedure (either '9' for a customer and 'E' for Employee)."

comment (2,0) "3. Set the price column as desired (C1 through C6)."

comment (3,0) "4. Set the Customer Group (Commercial, Residential, etc.)."

Sales

Pricing/Statistics

Price group	IB	009772
Cust.pric.proc.	9	Butler Supply
Price List	C5	Column -5
Customer group	01	COMMERCIAL ELECTRIC.

1. Verify the customer price group.
2. Verify the pricing procedure (either '9' for a customer and 'E' for Employee).
3. Set the price column as desired (C1 through C6).
4. Set the Customer Group (Commercial, Residential, etc.).

Helpful Links

- <http://synactive.com>
- [http://www.synactive.com/docu e](http://www.synactive.com/documentation)

Summary

- Be productive in just hours
- Handle both simple and complex tasks
- Use across your entire company
- Excellent ROI

"We wouldn't be live on SAP if it weren't for GuiXT!" –Bill Immer, VP of Information Systems



Upcoming ASUG Chapter Meetings

ASUG Pacific Northwest Chapter Meeting

When: June 16th

Where: Oregon Health Sciences University, Portland, OR

Session: See How Nike Improved SAP PM Transactions and Workflow with GuiXT

Speaker: Rick Barendse, Sr. Business Analyst, Nike Inc.

Time: 1:15 PM – 2:15 PM

ASUG Northern California Chapter Meeting

When: June 23rd

Where: AT&T, San Ramon, CA

Session: Learn How To Transfer Data From Excel and PDF to SAP with GuiXT

Speaker: Gino Padua, SVP Worldwide Field Operations, Synactive Inc.

Time: 10 AM – 10:50 AM

Registration and details at: www.guixt.com/events/tradeshows

Questions & Answers

Thank You Very Much!

For more information contact us at:

Synactive, Inc.

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