

With over 4,000 live SAP customers, and over 20,000 downloads, the SAP Business Connector is one of the most popular and successful SAP product offerings.

SAP selected webMethods as their vendor-of-choice for integration to and from SAP applications. The German software giant purchased a license-limited version of the webMethods Integration Server and branded it as the SAP Business Connector.

Shortly after that, Vasilis representing webMethods, joined the SAP team in Walldorf Germany for 2 years, developing the SAP BC. For the next 3 years, Vasilis was the SAP architect of webMethods, developing also the Active Enterprise SAP Adapters and other SAP related software components.

SAP collected applications for beta testing for two months. SAP selected Protepo as the only company in US, for the 6 months long Beta testing of the BC 4.8 SAP released Business Connector 4.8, and announced that will support it.

Our founder and CTO, Mr. Vasilis Katsoulis leads the Protepo practice focused on the SAP Business Connector. Vasilis spent 2 years as member of the SAP Business Connector software engineering team. Being a 7 years webMethods veteran engineer and architect, he brings a unique expertise in every SAP Business Connector implementation. Vasilis involvement in a project guarantees the architectural integrity of the solution. Furthermore, if the customer has very specific needs, and requirements, Vasilis and his team can extend the SAP BC, implementing customer proprietary communication protocols and adapters.

“The Protepo team had the expertise to extend the SAP BC, implementing a proprietary mobile protocol and an AS/400 adapter. Without them, we could not integrate SAP with our mobile and legacy Point-of-sale systems,” said SAP Director at Madden Communications.

The SAP Business Connector allows the integration of different applications and technologies with SAP Systems via open and non proprietary standards. The SAP BC uses the Internet as communication platform and allows you to highly automate your business processes. Thus the SAP BC seamlessly integrates different IT architectures with SAP Systems.

All SAP Functionality accessible via BAPIs and IDocs can be made available to business partners over the Internet as secure XML-based services. This XML Service Layer makes SAP Functionality available to other applications either within the organization or other partners over the Internet. The other applications do not need any understanding of SAP BAPIs or internal data structures.

The SAP BC allows bi-directional communication to and from SAP Systems. This way a single SAP Function Call can instantly invoke application services published by SAP BC, making the information of the Web available from any SAP System. You can deploy SAP BC to simply but effectively achieve business-to-business integration between trading partners, thereby extending the reach of your SAP Infrastructure to customers, partners and suppliers.

Examples for applications may include real-time integration between supplier inventories and your SAP System, multi-vendor product, price and availability information and your purchasing application, or fulfillment and order tracking applications and your shippers' internal systems.

Deployment of SAP BC happens in a matter of days rather than months. By reusing existing infrastructure and know-how the cost of deployment is low. SAP BC allows you to increase efficiency across the supply chain and customer loyalty by tightly integrating your business infrastructure with theirs. Says SAP:

- It saves money by reducing the number of interfaces
- It takes fewer people to run it
- No need for several people watching over interfaces
- It is nimble when you want to change it because of business conditions changing
- It can be melded into other technologies not SAP
- It's new way of looking at data exchanges
- It can help cut costs
- No more FTP
- With a few tweaks, you're off to the races
- Reusable, it can be classified as an asset to the company

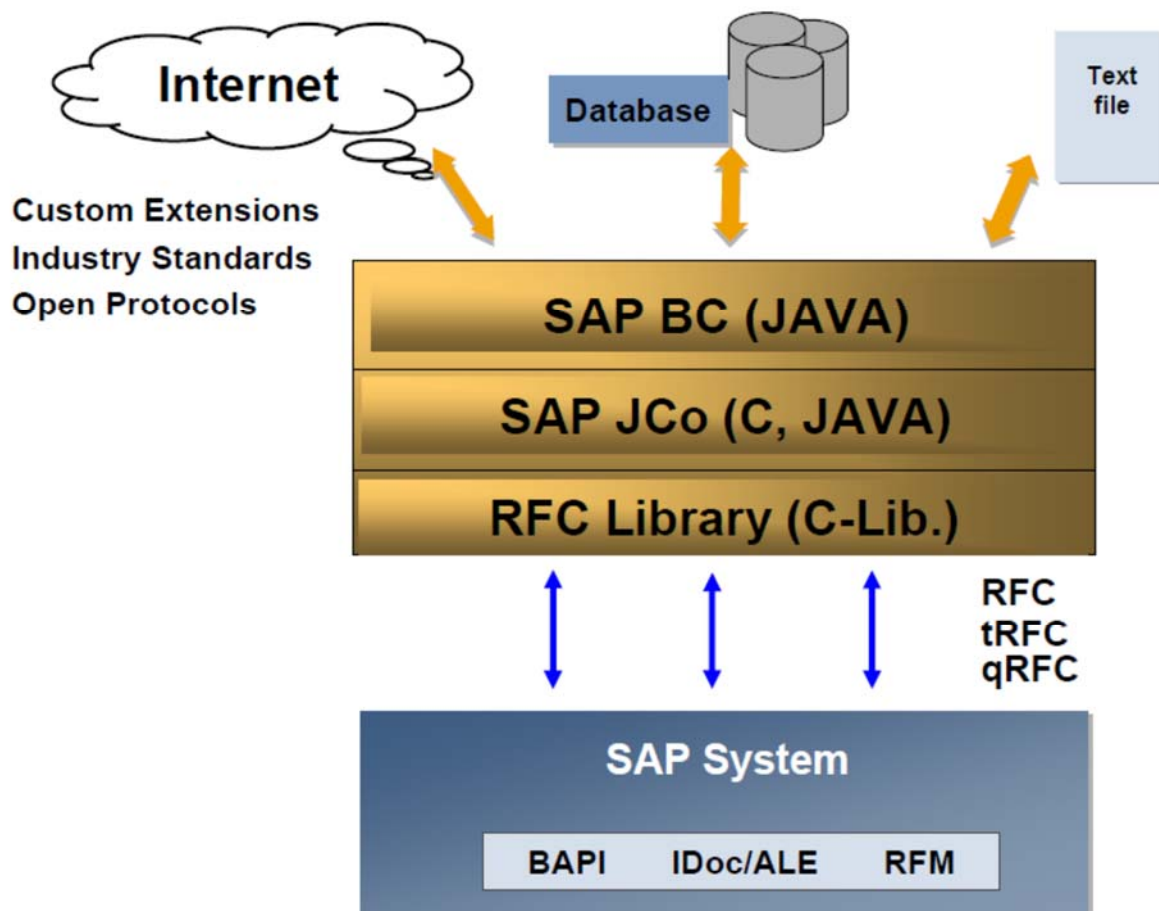


Figure 1: SAP Business Connector Architecture

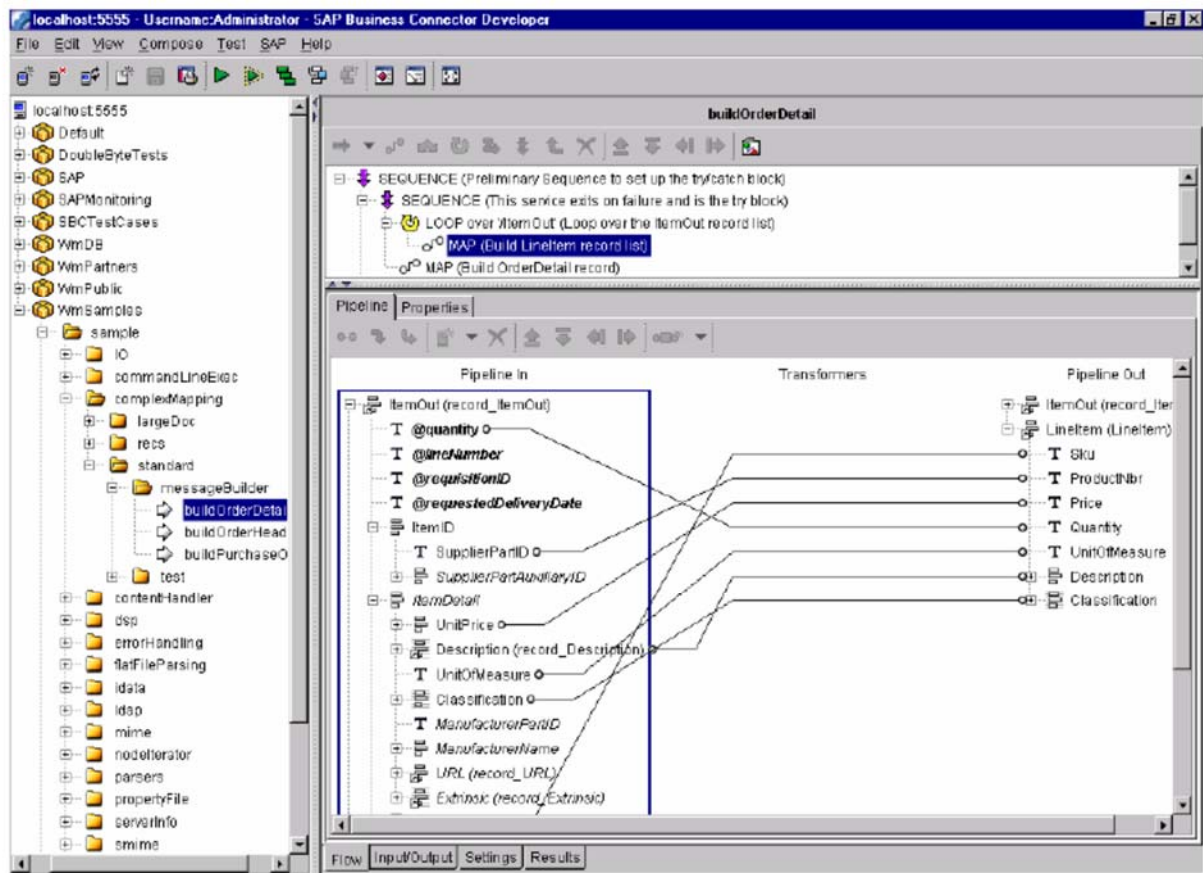
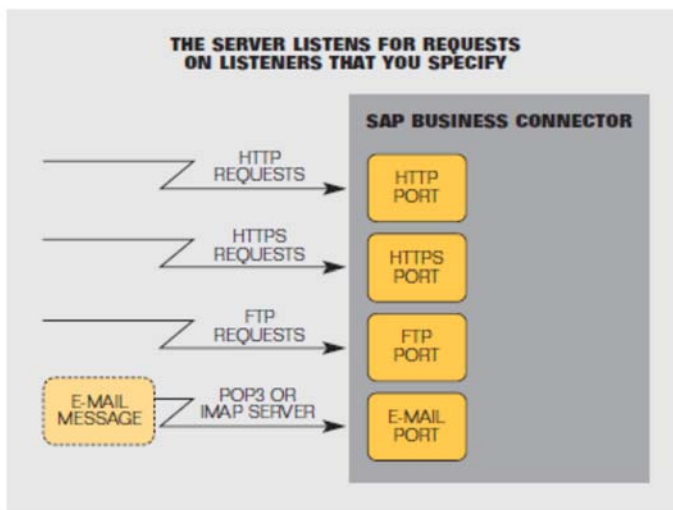
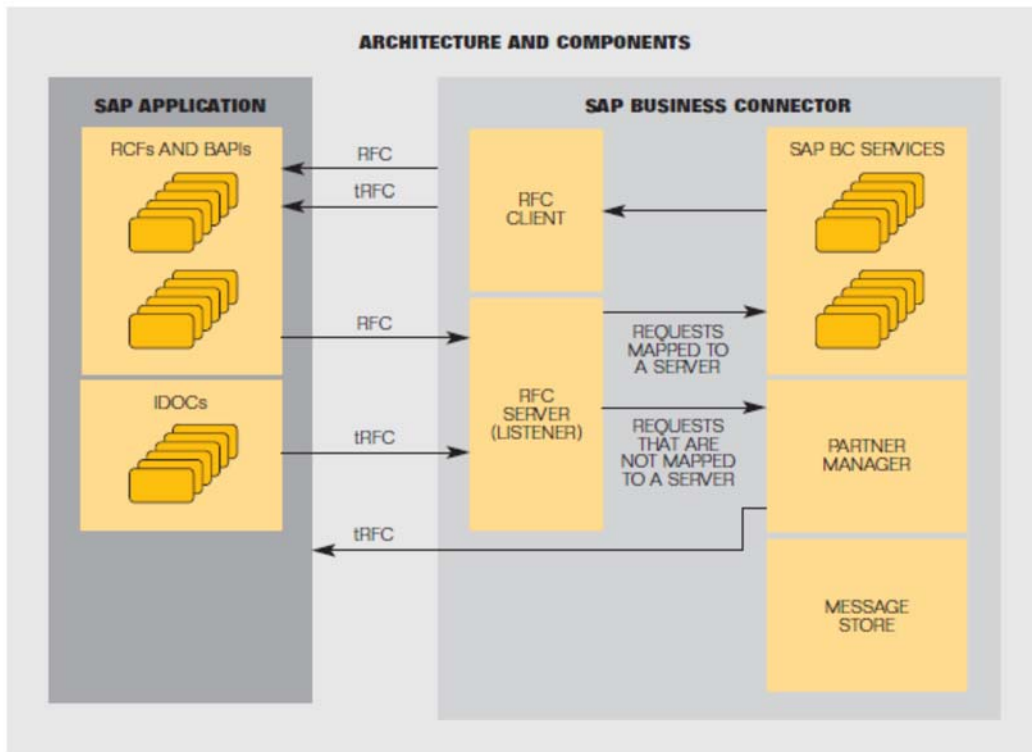
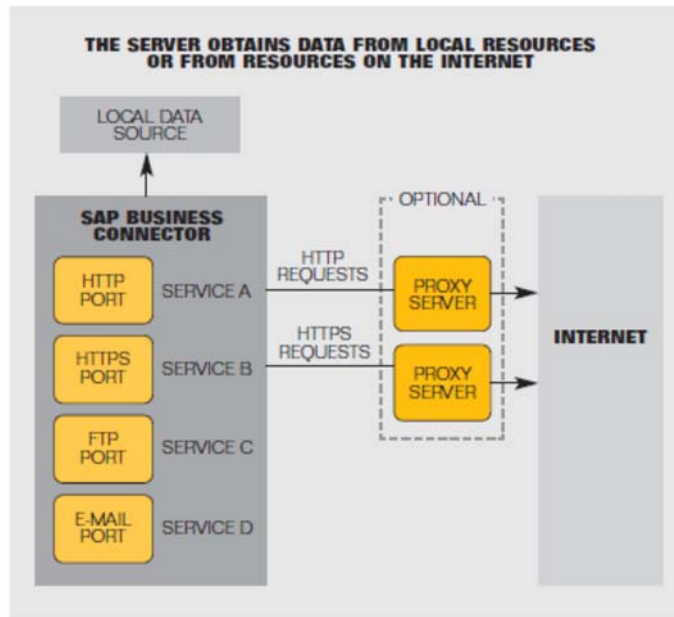
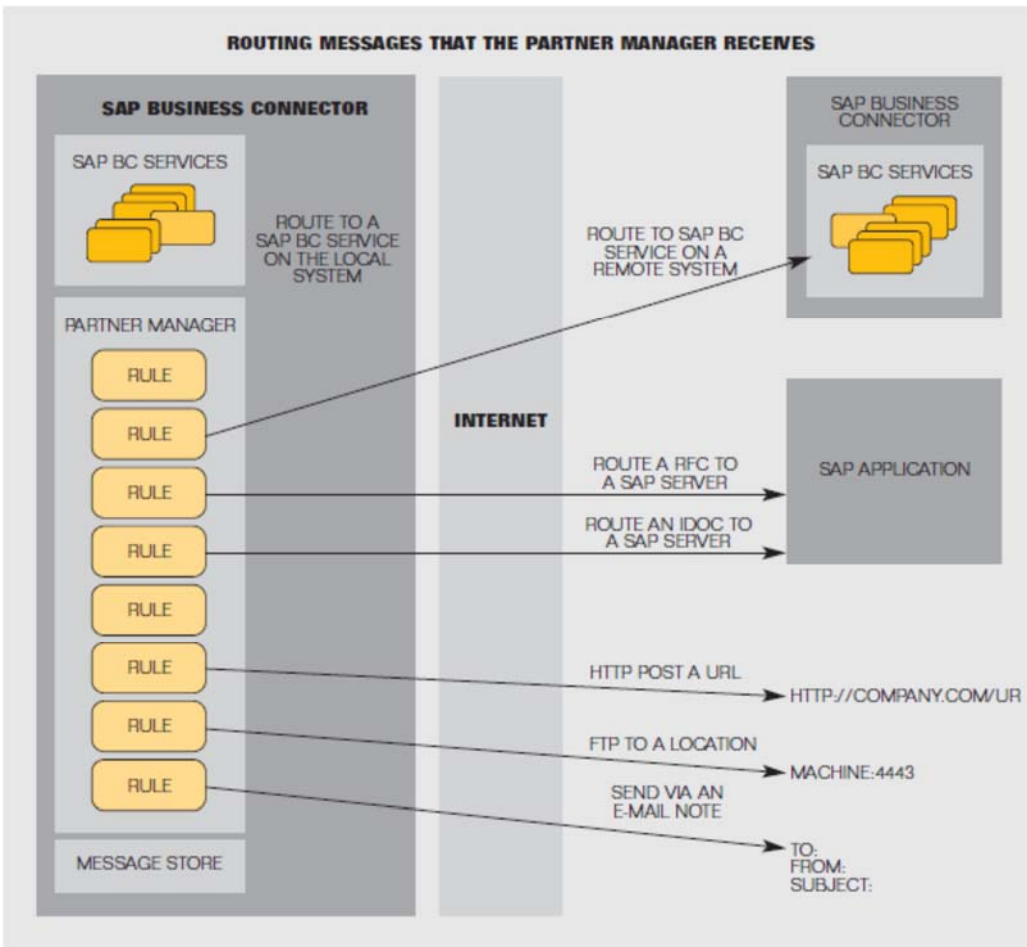
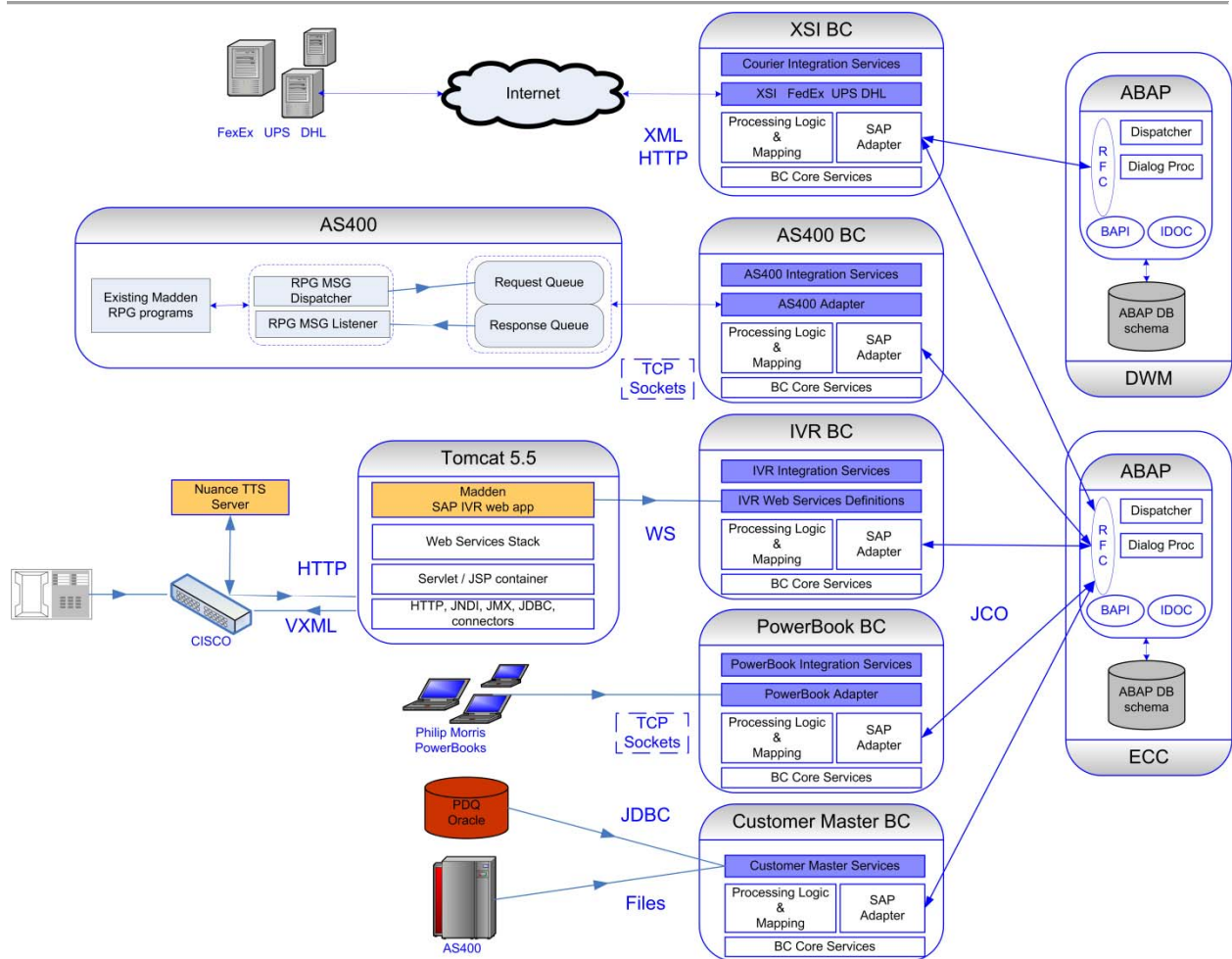


Figure 2: The BC mapping tool









Case study:

The SAP BC landscape Protepo put together at Madden Communications.