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## Sales 2.0 – An Innovative SAP Online Connection

### clavis develops web application for mobile product catalogue online retrieval

The application *clavisWebcatalog* allows sales people and technical field staff to recall current product line data online at any time. The web based application is extremely fast, displays all requested article characteristics and offers various search and sort functions. Thereby it has access to SAP real time data and supports the quotation and the order creation. The AJAX based solution has been developed by clavis Unternehmensberatung in Cologne.

With *clavisWebcatalog* every product in the SAP system can be displayed online including the selected characteristics. The application is interesting particularly for two areas:

1. Sales force people can present novelties to their customers personally on site. Additionally they can inform about promotions and grant individual conditions.
2. Technical field staff retrieves all needed information about machine components and spare parts per mouse click: What are the components of a device? Are the required spare parts on stock? What will the customer be charged?

So for example all articles of a product group can be displayed including weight, price and stock on hand. Results can be refined by predefined criteria. Also combined search and multiple selections are available just as with SAP. Thus the tight tolerances of the resulting lists are ensured. And the sort criteria for these lists can be customised individually.

Material number

Multiple selection

OK/cancel/delete

Character/...

equal

unequal

between

### Materialnummer




#### Mehrfachselektion

OK
Abbrechen
Löschen
+
-

Zeichen	Option	Min	Max
Include	Gleich	1030	
Include	Ungleich	1009	
Include	Zwischen	1000	1020

Select options like in SAP

”If the customer is interested, an offer can be created directly from the application according to the SAP offer create function and successively be transferred to the SAP system“, explains Raphael Weis, consultant at clavis Unternehmensberatung. ”Subsequently the offer is converted into an order within the common SAP workflow. “

Matr.	Materialezeichnung	Preis	Menge	Hierarchie 1	Hierarchie 2	Hierarchie 3	Bild
1001	Motorola Handy	499,55	1489 St.	Elektrogeräte	Mobile Endgeräte	Smartphones	 skip
1002	MC3000-10	1399,00	768 St.	Elektrogeräte	Mobile Endgeräte	RF-Scanner	 skip
1003	MC9090 Gun	2009,00	324 St.	Elektrogeräte	Mobile Endgeräte	RF-Scanner	 skip

Result list with illustrations – products can be removed via skip function.

*clavisWebcatalog* is technically based upon AJAX, a composite of JavaScript, PHP and XML. This improves performance substantially compared to a WebDynpro framework. The system can be installed with all common data bases (MySQL, PostgreSQL, Oracle, Microsoft SQL Server etc.). Fields available for product characteristics are selected during setup and can be customised with low effort. *clavisWebcatalog* uses the same languages that are generated in the SAP system – the language administration is also part of the setup. For security and comfort reasons, the user administration can be linked to the SAP system.

Since 1997 clavis successfully provides advice in solutions of the SAP AG. The consulting company is focussed in conceptual design and implementation of business processes in the areas warehouse and distribution logistics, sales and customer relationship management (CRM), and maintenance. clavis actually employs in its locations Bremen and Cologne 20 regular staffs and 20 freelancers. Numerous large SAP users from the pharmaceutical and chemical industries as well as the manufacturing industry and power supply companies are counted among the clavis customers.