



The Key to Product Configuration and Pricing

eSpline Training Advantage

eSpline training is very different from the SAP training you might be familiar with. Our trainers have real-world experience with implementing SAP VC and IPC and are typically our most senior consultants. Our training is always delivered on premises and can be customized to your needs. We also offer discounts on repeat courses

SAP Variant Configuration and IPC Modeling Workshops

5-Day Introductory VC Modeling Workshop

Introduction into Variant Configuration modeling concepts, including classification. Guided hands-on creation and test of a simple single-level VC model, making use of all of the major modeling techniques. Recommended modeling approaches and practices.

5-Day In-Depth VC Modeling Workshop

Follow-up course to the 5-Day Intro VC Modeling Course (can be delivered back to back). Explanation of class hierarchies, their uses and downsides. Constraint based reasoning and related modeling techniques (constraints, variant tables). Linkages of Variant Configuration to SD/PP business processes. Discussion of performance optimizations.

10-Day IPC Advanced Modeling Workshop

Introduction to IPC Advanced modeling concepts. Extensive hands-on exercise using a complex modeling example including Advanced Data Types (ADT), multiple instantiation, balancing and aggregation.

Prerequisite is the IPC Introductory course as well as the Introductory VC Modeling course.



SAP IPC Technical Workshops

3-Day Introductory IPC Workshop

Overview of the Internet Pricing and Configurator (IPC) and its integration within popular scenarios such as CRM Online, MySAP ERP2005, Internet Sales Architecture, and Field Sales. There will be an in-depth, hands-on installation of IPC including creation and download of knowledge bases and pricing, testing, and using Java Swing UI. This workshop also includes an introduction to best VC modeling practices and discussions of IPC vs. VC differences. Demonstration of IPC web user interface (JSP) including customization.

5-Day In-depth IPC Technical Workshop

Follow-up workshop to the 3-Day Introduction Workshop (can be delivered jointly). Includes hands-on SAP J2EE server installation, deployment and customizing of IPC JSP UI. Exercises in simple application flow modifications (new custom actions). Deployment considerations (CCMS monitoring, performance optimizations and tuning of both IPC and the J2EE engine). Introduction into low-level IPC API's.

Customized Client Modeling Workshop

eSpline consultants have delivered a variety of courses specific to a customer's SAP VC and IPC needs. If your company has a specific training requirements not covered in our standard offering, we will be happy to provide a customized training delivery. As an example, we can tailor the training to use your product models and processes, and/or set up the training so that the work done in the training can lead to production implementation later on.

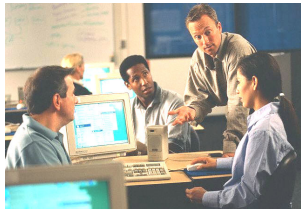


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Training Logistics

All training is delivered on a client's site using the client's SAP R/3 system for modeling courses. IPC technical courses include installation of IPC on client's computers (for the purposes of training only).

The client supplies trainee's systems. A single trainer can deliver training classes with less than 7 participants; classes up to 12 participants require two trainers. Custom pricing is available for classes larger than 12 participants.



For additional information and pricing contact:

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Trainer Profiles

Daniel Naus

Daniel Naus, a principal consultant at eSpline, has delivered a variety of SAP training courses over the last 5 years, covering SAP Variant Configuration, Technical Internet Pricing and Configuration topics as well as custom IPC Advanced mode modeling trainings. His past training clients (references provided upon request) include Fujitsu, Toyota Material Handling, KLA Tencor, Carrier Corporation and Hewlett-Packard.

Daniel is a recognized authority in the field of SAP product configuration and is currently serving as the President of the SAP Configuration Workgroup (<http://www.configuration-workgroup.com/>).

You can find more information about Daniel at: http://www.espline.com/eSpline_OurPeople.htm

David Louis Silverman

David Silverman, a principal consultant at eSpline, has helped organize and trained teams of core product modelers who then trained their company's larger set of product-line-specific modelers, in the theory and practice of configurable product modeling in SAP's Variant Configurator.

He has specialized in the VC and Internet Pricing and Configurator (IPC) since 1996 as a developer, trainer, and consultant, delivering training to product modelers as well as product configuration system integrators.

You can find more information about David at: http://www.espline.com/eSpline_Our_People.htm