



mySAP™ MINING

THE BEST-RUN E-BUSINESSES RUN SAP



SOLUTIONS FOR THE *NEW,* NEW ECONOMY (YOU KNOW, THE PROFITABLE ONE)

Sketchy business plans, empty IPOs, and red ink are out. Customer satisfaction, informed decisions, and bottom-line results are in. SAP is dedicated to helping companies, their employees, customers, and partners collaborate and succeed in this new, New Economy. With the mySAP.com[®] e-business platform, SAP delivers the solutions, technologies, and services companies need to work together toward common goals. And through the mySAP[™] Mining solution, you get the tools and automated processes that are designed specifically to run a mining business – effectively and profitably. It's the unified power of SAP's leading industry expertise with the best e-business technology available today.

ASSET UTILIZATION, COST CONTROL, PROFITABILITY: A SOLUTION FOR HANDLING COMPLEXITIES



Government regulations. Falling commodity prices. Environmental, health, and safety issues. Continuous capital investments.

This is how the mining industry works. It's a complex business.

Mining is not just one type of process. It's an amalgam of several different commodity-producing functions – open pit or underground production, concentrate processing, smelting, refining, bulk transportation, and sales. Each function presents its own set of challenges, depending upon the ore body, location, mining methods, and equipment being used.

Ore is mined and processed using massive equipment designed for the highest possible sustainable production rate. It's an environment of extensive capital investments with an unyielding focus on costs. Capital asset productivity and economies of scale are major factors in how mining executives make decisions and manage processes.

MANAGE THE COMPLEXITY BY MANAGING INFORMATION

A complex industry creates complex challenges. You must improve competitiveness and lower costs in an environment that is constantly changing. Increasingly, mining operations are turning to information technology to improve their management effectiveness.

That's where mySAP™ Mining comes in.

mySAP Mining provides critical management support with an integrated, enterprise-wide business system. It takes the best of SAP's mining experience and joins it with the world's best e-business technology to give you a seamless, global network of information.

It keeps your business moving in the new, New Economy:

- Make better, well-informed decisions – with confidence
- Take advantage of the Internet for business
- Buy your equipment and supplies online
- Find new markets, new customers, and new ways of selling your products
- Link your strategy to business processes

mySAP Mining integrates production, commercial, and support processes to enable enterprise-wide planning, execution, and reporting.

THE E-BUSINESS OF MINING



The mySAP.com® e-business platform is a family of solutions and services that empowers employees, customers, and business partners to collaborate successfully – anywhere, anytime. The mySAP.com e-business platform can be tailored to suit the requirements of any industry. The result is a solution like mySAP Mining. And no other provider can deliver the degree of industry-specific expertise that SAP brings to its e-business solutions.

Think of mySAP Mining as a two-part approach to making your e-business run better. Part one is a collection of automated processes and tools designed specifically for the mining industry. Part two is a collection of the mySAP.com cross-industry solutions that give part one its e-business bite. Here's what they are:

mySAP™ Supply Chain Management (mySAP™ SCM) integrates your extended supply chain to deliver real e-business advantages. Communicate directly with business partners in both buying and selling relationships. Share information. Be more productive. Imagine your worldwide bulk deliveries handled by mySAP SCM. Whatever the transportation method – road, rail, or barge – mySAP SCM can transform your supply chain into a collaborative community of synchronized activities.

mySAP™ Customer Relationship Management (mySAP™ CRM) gives you state-of-the-art features and functions to provide the kind of service that helps you find, attract, and retain customers. Keeping the customer happy has always been important. But as the new, New Economy grows, the ease of access to suppliers improves and customer switching becomes a real threat. That's why an integrated solution like mySAP CRM is vital to the mining industry.





mySAP™ Product Lifecycle Management (mySAP™ PLM) helps you manage, track, and control your products, projects, and assets. Get full visibility into your costs. Effectively manage maintenance and asset utilization. And most important for mining, get a comprehensive, real-time overview of all your assets.

mySAP™ Business Intelligence (mySAP™ BI) delivers the critical internal and external information you need to run a mining business – costs per ton, cash flow, output level, quality statistics, utilization rates, the London Metals Exchange prices. mySAP BI delivers it all, direct to you, exactly how you want it. And it's integrated seamlessly across mySAP.com solutions and non-SAP components. Imagine a complete view of all your business operations and information – that's mySAP BI.

mySAP™ E-Procurement is the direct, online way to get goods and services quickly and efficiently. The result is reduced costs, increased efficiency, and improved asset utilization. You can also monitor vendor and cost center trends, manage strategic suppliers, and take part in online bidding. Buying and selling sites are integrated, making it easy for you to procure assets, consumables, spare parts, and office equipment.

mySAP™ Marketplace provides a collaborative platform for virtual business communities. Improve customer relationships. Increase your productivity. Take part as multiple organizations buy, sell, and conduct collaborative business via private and secure online exchanges.

mySAP™ Workplace™ is the heart of the information action. It's a role-based enterprise portal that gives you personalized access to information, applications, and services inside and outside the enterprise – anywhere, anytime. mySAP Workplace comes ready to run with generic roles, or you can create customized roles to fit the broad range of roles and tasks associated with the mining industry.

mySAP™ Mobile Business solutions provide system access via personal computing devices. It's an excellent way to receive and respond to notifications. For example, off-site maintenance supervisors could dynamically identify equipment problems and process maintenance orders. And mySAP Mobile Business is totally wireless.

mySAP™ Human Resources (mySAP™ HR) is a powerful set of integrated processes for automating and optimizing human resources management. In the mining industry, HR management is complicated by the demands of staffing at remote sites, frequent national and international relocations, regional employment laws, equalization of employee taxation, and occupational health and safety requirements. mySAP HR helps you deal with these issues while it frees your employees to concentrate on their jobs.

mySAP™ Financials can help you process and interpret financial data, handle financial transactions, and communicate with external stakeholders. It delivers company-wide control and integration of financial information so you can make good strategic decisions. You can optimize the complex, multi-business environment of mining while you streamline your financial operations.

EXPLORE THE BENEFITS



mySAP Mining is the result of extensive mining experience coupled with the latest Internet technology. This customized solution helps drive down costs and increase return on assets:

- Increase maintenance efficiency
- Get a detailed understanding of costs across different mining and metallurgical processes
- Analyze what-if operation scenarios and evaluate the impact on costs and potential revenue
- Substantially reduce the time needed to respond to new data acquired during the mining process
- Enable online buying and selling transactions
- Increase asset utilization
- Enhance environmental, health, and safety management

IT'S A CAPITAL INVESTMENT

mySAP Mining is a sound investment in your company's future, delivering a faster return in several important ways:

- Streamlined supply chain, end to end
- Reduced costs
- Increased profitability
- Increased productivity
- Enhanced decision making
- Increased knowledge of production costs

BE A BEST-RUN E-BUSINESS

Establish your competitive advantage by putting information to work for you. mySAP Mining delivers one of the best e-business solutions available today. With it, you'll transform your company with a seamless, global network of information.

Are you ready to be one of the best-run e-businesses? Stake your claim to the new, New Economy – the profitable one.

For a free demonstration of how this unique solution can help your company achieve your goals for customer satisfaction and profitability, log on to www.sap.com/mining.



COMPARE FEATURES AND BENEFITS, AND YOU'LL CHOOSE mySAP™ MINING

FEATURE

BENEFITS

Best practices for mining

- Use preconfigured industry processes
- Quickly understand, design, and implement
- Plan, control, and monitor business processes
- Leverage mining industry expertise
- Reduce cost and implementation time

Acquisition and development

- Identify, acquire, and develop new geological prospects
- Plan production costs and economic modeling
- Manage construction of mines and processing plants

Mining and primary distribution

- Maintain and optimize all mining processes
- Collect data on all mining processes

Secondary processing

- Plan long- and short-term production objectives
- Manage cost of entire supply chain
- Manage distribution processes

Enterprise asset management

- Integrate maintenance activities, including scheduled, preventative, and condition-based maintenance



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