

# ETM.next: Equipment and Tools Rental and Lifecycle Management

Manage Resources, Equipment, and Tools



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**Q What is ETM.next?**

**A** ETM.next by BearingPoint is an innovative solution to manage fleet and rental aspects of critical assets including machinery, equipment, tools, multiparts, vehicles, and operating personnel along the value chain.

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**Q Why should we switch from the current equipment and tools management (ETM) solution provided by SAP to ETM.next?**

**A** ETM.next covers all aspects of SAP's legacy ETM solution while enhancing the scope significantly with up-to-date features to turn the equipment fleet into a solid value driver for your business. It integrates with the SAP® ERP application and also accelerates transformations with SAP S/4HANA®, as the equipment-related processes are carved out of transformation scope by being brought into the cloud. After transformation, ETM.next can be integrated with on-premise, private cloud, and public cloud versions of SAP S/4HANA.

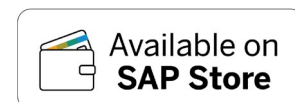


## ETM.next by BearingPoint

Built to tackle the challenges of equipment-intensive industries, ETM.next offers one holistic solution to manage equipment fleet efficiently. It also helps optimize productivity along the value chain to transform equipment management into a solid value driver for your business.

[bearingpoint.services/etm](https://bearingpoint.services/etm)

Learn more on the [SAP Store site](#).



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**Q What are the main benefits of ETM.next? And what are extra benefits compared to the SAP Equipment and Tools Management for Engineering, Construction & Operations (SAP Equipment and Tools Management for EC&O) package?**

**A** Some benefits of ETM.next include the following:

- **Master data:** Enhanced flexibility with the ability to handle tools and other resources, unlike with the current SAP Equipment and Tools Management for EC&O package
- **Planning:** Comprehensive functionality (request, reservation, and plant maintenance orders) as well as use of SAP Fiori® apps for an intuitive user experience and planning for grouped resources
- **Commercial setup:** New business object contract established to support both internal and external rental processes
- **Billing:** Ability to create different schedules for individual contracts
- **Pricing:** Ability to handle additional services such as cleaning and environmental charges
- **Mobile app:** Field integration and digitalization of processes
- **Web shop:** Easy requesting for internal or external customers, showing a company's stock at a glance
- **Deep integration into ERP:** Besides sales and distribution orders, ETM.next also allows cost reallocations as well as different cost receivers
- **Delivery options:** Handover possible in two steps (yard and site)
- **IoT integration:** Integration with the SAP Internet of Things solution or through an API update or add counters for billing
- **Compliance:** Handling of compliance requirements for equipment and tools, prioritizing safety aspects

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**Q What is BearingPoint's relationship with SAP?**

**A** ETM.next has been developed under the umbrella of a joint strategic co-innovation partnership program between SAP and BearingPoint. This partnership also includes existing customers of SAP Equipment and Tools Management for EC&O to help tackle their pain points. ETM.next is the successor solution of SAP Equipment and Tools Management for EC&O.

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**Q Do we position SAP Equipment and Tools Management for EC&O or ETM.next?**

A ETM.next is the endorsed industry cloud successor solution of SAP Equipment and Tools Management for EC&O. SAP Equipment and Tools Management for EC&O will go out of maintenance in 2027 in the ERP context. In the context of SAP S/4HANA, it can be used only in compatibility mode, and the usage right will end in 2025. Any resale of existing SAP Equipment and Tools Management for EC&O needs to get SAP's product management approval. This said, customer interest or resales should be positioned with ETM.next going forward.

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**Q ETM.next recently became an SAP endorsed app. Can you explain what that means in particular?**

A SAP Endorsed Apps are an invitation-only category of solutions from SAP's partner ecosystem to help customers become best-run, intelligent enterprises. SAP Endorsed Apps complement and extend SAP products and are meant to deliver value with desired outcomes – quickly, easily, and with support from SAP. The solutions are tested and premium certified by SAP with added security, in-depth testing, and measurements against benchmark results. So, for customers, it means more security, guaranteed integration, and assured quality as well as support standards they can expect with outstanding response times to secure stable business processes.

This also means a joint go-to-market and co-selling model with SAP's account teams, value advisors, and solution architects to align on the best possible architecture and setup of a customer's IT landscape.

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**Q How does ETM.next integrate with SAP Business Technology Platform (SAP BTP)?**

A ETM.next is built on SAP BTP as a side-by-side extension to a client's SAP ERP and SAP S/4HANA software and integrated using cloud connectors from SAP. It comes with a set of standard APIs for a smooth user experience along the value chain.

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**Q Do we need additional infrastructure in our IT environment to implement ETM.next?**

A ETM.next is offered as software as a service on a subscription basis, and thus, there is no need for additional infrastructure.

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**Q What is the implementation timeline?**

A As a standardized cloud product, ETM.next can be fast-tracked and implemented in two to three months with its standard functionalities and interfaces.

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**Q How do I get this technology?**

A Visit the [ETM.next page](#) on the SAP Store site and register your interest using the *Get It Now* button.

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**Q Is there a free demo available?**

A Yes, please visit [BearingPoint's Web site](#) and book a free demo session with its experts.

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**Q Where is ETM.next available?**

A ETM.next is available to customers worldwide.

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**Q What languages does the ETM.next solution support?**

A ETM.next supports English, German, French, Spanish, Portuguese, Dutch, Chinese, Turkish, Russian, and Italian. It can support other languages upon request.

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**Q How does ETM.next connect or gather data from OEM?**

A ETM.next uses RESTful OData APIs to connect with the OEM telematic platform according to international standards such as AEMP 2.0 or ISO 15413-3.

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**Q How does ETM.next address General Data Protection Regulation (GDPR) compliance?**

**A** BearingPoint is committed to respecting and protecting the privacy and data of active and former employees as well as third parties, including but not limited to active and former clients, business partners, prospects, and applicants. To comply with statutory specifications and client requirements, data is protected by technical and organizational measures to prevent unauthorized access, data processing abuse, manipulation, and destruction of data. BearingPoint has implemented privacy management software for the recording of systems and attributes, wherein data is stored or processed, to demonstrate compliance with the regulations of GDPR. The company has also implemented and maintains a quality management system (QMS) aligned with its business model and its overall strategic orientation. BearingPoint's QMS is certified according to ISO 9001:2015, and the company has implemented and maintains an information security management system (ISMS) aligned with its business model and its overall strategic orientation.

BearingPoint's ISMS is certified according to ISO 27001:2013. Any individual who works for or on behalf of BearingPoint must be familiar with BearingPoint's latest data protection and privacy and information security policies and guidelines available in BearingPoint's intranet. Persons employed in data processing shall not collect, process, or use data without authorization. When taking up their duties, such persons are committed to the data privacy secret stated by data protection regulations. BearingPoint has put in place an adequate organization to ensure compliance with GDPR and all other applicable data protection regulations in relation to any individual, any information system, or any business process that collects, uses, accesses, shares, stores, transfers, or destroys employees' or third parties' data for or on behalf of BearingPoint.

To meet the principle of segregation of duties, BearingPoint has established a Risk and Quality Management Department as well as a Group Compliance Department to which the responsibilities of QMS, GDPR, compliance, and ISMS were delegated. All personnel acting in the field of data protection are under supervision of BearingPoint’s chief compliance officer, who also acts as the chief information security contact.

**Q How does the ETM.next address security requirements?**

A Please see the answer above.

**Q Is there a recommended migration or transformation process for customers of SAP Equipment and Tools Management for EC&O?**

A ETM.next is a standardized cloud product that can be implemented on the fast track. The solution is installed and set up on BearingPoint’s software-as-a-service offering and afterward is connected to the client’s instance of SAP ERP using cloud connectors. When this is complete, the customer can stop using SAP Equipment and Tools Management for EC&O, as ETM.next covers all functionalities of SAP Equipment and Tools Management for EC&O. Changes to the customer’s SAP ERP application will be limited to a minimum.

**Q How will the user experience change with ETM.next?**

A ETM.next has an SAP Fiori user experience-based style as its main user interface. On the one hand, it can prepare customers for use of SAP S/4HANA. On the other hand, it provides a smooth user experience for SAP S/4HANA customers. The planning board comes with drag-and-drop functionality, and it comes with a native mobile app for iOS and Android devices to digitalize user experiences.

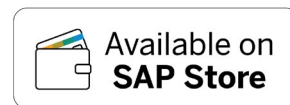


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