

Hi Wilfried and Manfred,  
This is forwarded via Debbie. Can you kindly follow up to clarify  
some BFS' concerns and advise me for next actions can be taken at  
your side, namely next meeting in Oct.  
Best regards, Katz.

----- End of note-----

As discussed.

> -----Original Message-----

> From: Bangs, Rick

> Sent: Friday, July 31, 1998 5:41 PM

> To: Adams, Debbie

> Subject: Review of 4.5 Pricing Functionality

>

> Kash's letter on our review of the 4.5 pricing functionality is attached.

>

>

> Kash has asked me to send directly to Herr Hirn, but would like you to  
> forward to Kaz (and Kaz to forward to Dr. Zencke).

>

> Do you have Herr Hirn's e-mail address?

>

>

> <<Dr. Letter2 (Kash).doc>>

>

> <<For SAP Waldorf 7-31-98.doc>>

>

>

>

> Rick Bangs

> Bridgestone/Firestone B2000

> (615) 837-6049

> bangsrick@bfusa.com

>

**VERSATA EXHIBIT 2085**  
*SAP v. VERSATA*  
**CASE CBM2012-00001**

----- INTERNET HEADER -----

Imported to R/3 by: SAP Internet Mail Gateway 3.116

From BangsRick@bfusa.com Tue Aug 4 02:16:21 1998

Return-Path: BangsRick@bfusa.com



CONFIDENTIAL - ATTORNEYS' EYES ONLY

VSAP\_018664

**DOCKET**  
**ALARM**

Received: from sap-ag.de (sapwdf.wdf.sap-ag.de [147.204.3.3]) by hs2109.wdf.sap-ag.de with SMTP (8.7.6/8.7.1) id AAA27208 for <i002337@mlp.r3.sap-ag.de>; Tue, 4 Aug 1998 00:17:50 +0200 (METDST)  
 Received: from ingwwdf.sap-ag.de (ingwwdf1.wdf.sap-ag.de) by sap-ag.de with SMTP id AA10680 for <deborah.adams@sap-ag.de>; Tue, 4 Aug 1998 00:17:59 +0200  
 Received: from mail.bfusa.com ([199.249.17.47]) by ingwwdf.sap-ag.de (in) with ESMTP id AAA12950 for <deborah.adams@sap-ag.de>; Tue, 4 Aug 1998 00:18:35 +0200 (MESZ)  
 Received: by OMZEXC020 with Internet Mail Service (5.5.1960.3) id <P3H8NY50>; Mon, 3 Aug 1998 23:17:17 +0100  
 Message-Id: <A10A3F01C987D1118BFA0000F81E398A16CD80@OMZEXC020>  
 From: "Bangs, Rick" <BangsRick@bfusa.com>  
 To: "Debbie Adams (E-mail)" <deborah.adams@sap-ag.de>  
 Subject: FW: Review of 4.5 Pricing Functionality  
 Date: Mon, 3 Aug 1998 23:17:16 +0100  
 Return-Receipt-To: "Bangs, Rick" <BangsRick@bfusa.com>  
 Mime-Version: 1.0  
 X-Mailer: Internet Mail Service (5.5.1960.3)  
 Content-Type: multipart/mixed;  
 boundary="---- =\_NextPart\_000\_01BDBF2C.7949A766"

This message is in MIME format. Since your mail reader does not understand this format, some or all of this message may not be legible.

----- =\_NextPart\_000\_01BDBF2C.7949A766  
 Content-Type: text/plain

Content-Type: application/msword;  
 name="Dr. Letter2 (Kash).doc"  
 Content-Transfer-Encoding: base64  
 Content-Disposition: attachment;  
 filename="Dr. Letter2 (Kash).doc"

Content-Type: application/msword;  
 name="For SAP Waldorf 7-31-98.doc"  
 Content-Transfer-Encoding: base64  
 Content-Disposition: attachment;  
 filename="For SAP Waldorf 7-31-98.doc"

# Memo

**To:** Dr. Manfred Hirn / SAP, Walldorf  
**From:** Kashiwa Maki (e-mail to: MakiKash@bfusa.com)  
**Date:** TIME  
**Re:** Enhanced Pricing Functionality

---

Thank you for your "Status SD-Development for BFS" document detailing the enhanced pricing functionality in SAP R/3 version 4.5A and 4.5B (formerly named 4.0C and 4.0D). I would like to share the status of our implementation planning, questions on the pricing functionality in 4.5 versions, and a proposal for next steps.

First, I would like to acknowledge our appreciation for your efforts to address our business requirements in your new R/3 versions in a timely manner. We are encouraged to see your company's commitment to continuous enhancement of functionality.

After careful assessment of the information in your memo, however, we have concluded that we will have to bolt on a third party's pricing software to the R/3 platform for our immediate implementation of the SD module that will start early next year. The reason for this is twofold: first, as stated in your memo, some of our business requirements will not be met in either 4.5 version, which would negatively impact our business process. Second, although 4.5 may fit some of our requirements, the time required to upgrade the current 3.1H platform would not enable us to meet the original implementation timeline. We are assuming that the 4.5 pricing functionality cannot be "ported down" to 3.1H, but would be interested in your direction on this issue.

We are currently planning to test the technical feasibility of the interfaces between the 3.1H SD module and Trilogy's SC Pricer Software. At the same time, our long-term goal continues to be achieving the same or higher level of functionality within SAP. It is our hope that we can utilize the more robust functionality of a future SAP version at the time of the next version upgrade after the completion of the current implementation.

In order to pursue this goal, we would like to obtain a better understanding of your suggested work-arounds for some of our pricing requirements that are not addressed in the current R/3 functionality enhancements. The specific questions are listed in item (3) in the attached summary of our assessment of 4.5 A/B pricing functionality. We also would like to understand SAP's direction around the remaining requirements to which we do not have the solution at this point. The largest of those gaps between SAP's delivered functionality and our requirements are listed as item # (4) of the same attachment.

---

I would like to propose a meeting in Walldorf in early October to attain the above objectives and define the forward path. If you could demonstrate for us the six scripts that were provided in early 1997 from setup through application, it would help us properly understand the fit between the newly enhanced SAP pricing functionality and our requirements.

Please advise if my suggestion is agreeable and feel free to let me know if you have concerns, questions, or other suggestions.

Thank you very much again for your continuous support. Looking forward to hearing from you.

Sincerely,

Kashiwa Maki  
Business 2000

Cc: Dr. Peter Zencke / SAP, Walldorf  
Kazuhiko Nakashima / SAP, Walldorf  
Debbie Adams / SAP America  
Rick Bangs  
Dana Draper

## Summary Assessment of SAP's Enhanced Pricing Functionality

---

In reviewing the SAP Walldorf memo received in May 1998, there seems to be two (2) SAP versions discussed.

- Version 4.0C, now named 4.5A is scheduled for release in September 1998. This version contains several pieces of additional pricing functionality.
  - Version 4.0D, now named 4.5B is scheduled for release in the second quarter 1999. This version contains one additional piece of pricing functionality.
- (1) There are several enhancements included in the 4.5A version that could reduce some of the Gaps identified in our assessment of the 3.0F version. The version seems to have improved considerably in the area of access sequences, both maintenance and application. The sheer number of these that would have to be maintained in version 3.0F was a major concern.
  - (2) During our evaluation of the 3.0F version, we identified some 769 different access sequences that would have to be maintained. The 4.5A enhancements include the addition of Free Key Fields plus the ability to use these fields in subsequent access sequences. This does appear to have reduced this count; however, it does appear that the use of these data fields would entail some development through the addition of ABAP code in the user exit. An example of this process would be MCRs and modifiers. Given the number of MCRs and associated modifiers that BFS applies, a demonstration of this process would be very helpful.
  - (3) The suggestion to use *Sales Deal Groups* for BFS's required Price-Books and Discounts does give us a partial solution for our use of Ranges, but leaves questions in:
    - Is the control of the maintenance at the Sales Deal level, or at the Condition Type level? An example to illustrate this question would be in Price Books. BFS has 8,700 Price Books representing 539,000 input records. Preferably we would maintain at the level of Sales Deal (8,700), and not at the Condition level (539,000).
    - Applying characteristics to the range and its individual components. The suggestion by SAP is to develop, through a user exit, the application of certain characteristics. BFS currently has 8,700 price books (representing 539,000 input records) and 33,330 discounts (representing 300,000 input records), and with as many as 15 characteristics to each. Can the user exit support that much volume?
    - How to control the specific "Numbering" to be applied. In Price Books and Discounts, a range of numbers must be reserved for each Sales Deal Group. How can that be controlled?
  - (4) There does still appear to be Gaps between delivered functionality of 4.5A and the requirements of BFS. I classify these Gaps into two distinct types, functional and efficiency. Below I will list the largest of these Gaps by type:

### Functional

- The ability to identify and apply multiple values for individual data fields. (From Supply point 8B or 9U) This appears to require dual entry in SAP 4.5A.
- The ability to use specific price-book numbers to direct proper application of prices.

# Explore Litigation Insights

Docket Alarm provides insights to develop a more informed litigation strategy and the peace of mind of knowing you're on top of things.

## Real-Time Litigation Alerts



Keep your litigation team up-to-date with **real-time alerts** and advanced team management tools built for the enterprise, all while greatly reducing PACER spend.

Our comprehensive service means we can handle Federal, State, and Administrative courts across the country.

## Advanced Docket Research



With over 230 million records, Docket Alarm's cloud-native docket research platform finds what other services can't. Coverage includes Federal, State, plus PTAB, TTAB, ITC and NLRB decisions, all in one place.

Identify arguments that have been successful in the past with full text, pinpoint searching. Link to case law cited within any court document via Fastcase.

## Analytics At Your Fingertips



Learn what happened the last time a particular judge, opposing counsel or company faced cases similar to yours.

Advanced out-of-the-box PTAB and TTAB analytics are always at your fingertips.

## API

Docket Alarm offers a powerful API (application programming interface) to developers that want to integrate case filings into their apps.

## LAW FIRMS

Build custom dashboards for your attorneys and clients with live data direct from the court.

Automate many repetitive legal tasks like conflict checks, document management, and marketing.

## FINANCIAL INSTITUTIONS

Litigation and bankruptcy checks for companies and debtors.

## E-DISCOVERY AND LEGAL VENDORS

Sync your system to PACER to automate legal marketing.