

Content Search
Services
Tools
My Collection
SAP Brand

INITIAL SEARCH

Keyword:

1 ▼ Select Filter1: Option 08, Option 18 [Reset Selection](#)

<input type="checkbox"/> Option 01	<input type="checkbox"/> Option 06	<input type="checkbox"/> Option 11	<input type="checkbox"/> Option 16	<input type="checkbox"/> Option 21	<input type="checkbox"/> Option 26
<input type="checkbox"/> Option 02	<input type="checkbox"/> Option 07	<input type="checkbox"/> Option 12	<input type="checkbox"/> Option 17	<input type="checkbox"/> Option 22	<input type="checkbox"/> Option 27
<input type="checkbox"/> Option 03	<input checked="" type="checkbox"/> Option 08	<input type="checkbox"/> Option 13	<input checked="" type="checkbox"/> Option 18	<input type="checkbox"/> Option 23	<input type="checkbox"/> Option 28
<input type="checkbox"/> Option 04	<input type="checkbox"/> Option 09	<input type="checkbox"/> Option 14	<input type="checkbox"/> Option 19	<input type="checkbox"/> Option 24	<input type="checkbox"/> Option 29
<input type="checkbox"/> Option 05	<input type="checkbox"/> Option 10	<input type="checkbox"/> Option 15	<input type="checkbox"/> Option 20	<input type="checkbox"/> Option 25	<input type="checkbox"/> Option 30

▼ Select Filter2:

- Option 01
- Option 02
- Option 03
- Option 04
- Option 05

▶ Select Filter3: PDF, Powerpoint, Word Document [Reset Selection](#)

▶ Select Time Period:

3

1 Click to expand/ collapse filter option

2 Click to add/remove selections

2 Click to go to search result page

BRIEF DESCRIPTION: A desktop application I designed for SAP account executives. This is the initial search page. Users define their search criteria and submit to the system. (see next page for search result page)

Content Search Services Tools My Collection SAP Brand

SEARCH RESULTS

TOP 10 Tags From Result (Click to filter content)

Insurance CRM VE TAGS TAGS TAGS TAGS TAGS TAGS TAGS TAGS

152 Results were found. Showing results **13~18**
Sort by: Relevance | Name | Date Modified | Size

1 By Industry:
By Solution:
By Asset Type:
 PDF
 Powerpoints
 Word Documents
 Web Pages
 Text Documents
By Date modified
01/02/2009 TO 01/10/2009
Update
4 Back to Initial Page

2 **3** **5** **6**

2 **3** **4** **5** **6** **Next**

1 **2** **3** **4** **5** **6**

1 **4** **5** **6**

1 Click to expand filter and refine selections

2 Click to edit parameters (no page reload)

3 Click to update the search result

4 Click to discard current search and go back to initial search page

5 Click to add/remove tags to refine search results

6 Click to edit notes in dialog box. hit "save" to add result to my collection

BRIEF DESCRIPTION: A desktop application I designed for SAP account executives. This is the search result page.

Users can refine their search and filter the search result. They can also save the path to assets in My Collection. (see next page for my collection page)

1 Click to expend filter and refine selections

2 Click to edit parameters (no page reload)

3 Click to update the search result

4 Click on tag to see content with the specified tag (Page Reload)

5 Click to edit content property

6 Click on tag to see content with the specified tag (Page Reload)

BRIEF DESCRIPTION: A desktop application I designed for SAP account executives.

This is my collection page. It supports information re-use and improves search efficiency.

Annotation

TeleManagement and the SAP Sales Process

TeleManagement provides critical insights, metrics, intelligence, and information for sales management.

Development - Sales representatives are responsible for identifying and qualifying leads, and for providing ongoing support to existing customers.

Sales - Sales representatives are responsible for identifying and qualifying leads, and for providing ongoing support to existing customers.

Support - Sales representatives are responsible for identifying and qualifying leads, and for providing ongoing support to existing customers.

Training - Sales representatives are responsible for identifying and qualifying leads, and for providing ongoing support to existing customers.

Annotation

Natasha's Organization Factors

Organizational Maturity (OM) - To explore the opportunities and/or an organization's sales strategy, to meet the employees about the sales process.

Organizational Maturity (OM) - The use of tools influence the degree of sales specialization among CMOs and other senior executives. As you move from starting and support, this is a good indicator of organizational maturity. It is a good indicator of organizational maturity and is a good indicator of organizational maturity.

Needs for Localization (NL) - The use of tools influence the degree of sales specialization among CMOs and other senior executives. As you move from starting and support, this is a good indicator of organizational maturity. It is a good indicator of organizational maturity and is a good indicator of organizational maturity.

Market Segment (MS) - The use of tools influence the degree of sales specialization among CMOs and other senior executives. As you move from starting and support, this is a good indicator of organizational maturity. It is a good indicator of organizational maturity and is a good indicator of organizational maturity.

Needs for Support (NS) - The use of tools influence the degree of sales specialization among CMOs and other senior executives. As you move from starting and support, this is a good indicator of organizational maturity. It is a good indicator of organizational maturity and is a good indicator of organizational maturity.

Natasha Johnson

Senior Manager, Sales Development, SAP Sales Process

Background - Natasha Johnson is a Senior Manager, Sales Development, SAP Sales Process. She has over 10 years of experience in sales development and is currently working for SAP Sales Process. She is a highly motivated and results-driven professional who is passionate about her work and is committed to achieving the best possible outcomes for her organization.

Education - Natasha Johnson holds a Bachelor's degree in Business Administration from the University of California, Berkeley.

Skills - Natasha Johnson is a highly skilled professional with a strong background in sales development. She is a highly motivated and results-driven professional who is passionate about her work and is committed to achieving the best possible outcomes for her organization.

Natasha's Tasks

Performance Management - To identify and monitor performance of the organization. This is a key role for sales development and is a key role for sales development. It is a key role for sales development and is a key role for sales development.

Customer Relationship Management - To identify and monitor performance of the organization. This is a key role for sales development and is a key role for sales development. It is a key role for sales development and is a key role for sales development.

Lead Generation - To identify and monitor performance of the organization. This is a key role for sales development and is a key role for sales development. It is a key role for sales development and is a key role for sales development.

Annotation

Natasha's Concerns

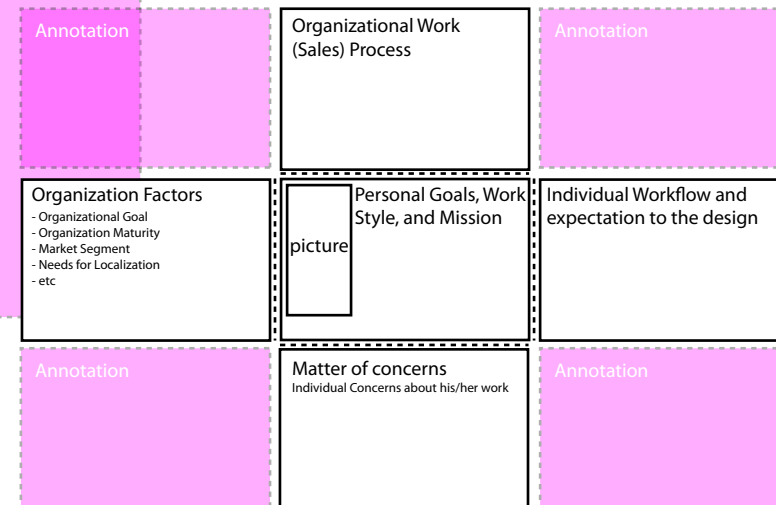
Concern 1 - "The current sales process is not working well. I need to find a way to improve it." - Natasha Johnson, Senior Manager, Sales Development, SAP Sales Process.

Concern 2 - "I need to find a way to improve the current sales process. I need to find a way to improve the current sales process." - Natasha Johnson, Senior Manager, Sales Development, SAP Sales Process.

Concern 3 - "The current sales process is not working well. I need to find a way to improve it." - Natasha Johnson, Senior Manager, Sales Development, SAP Sales Process.

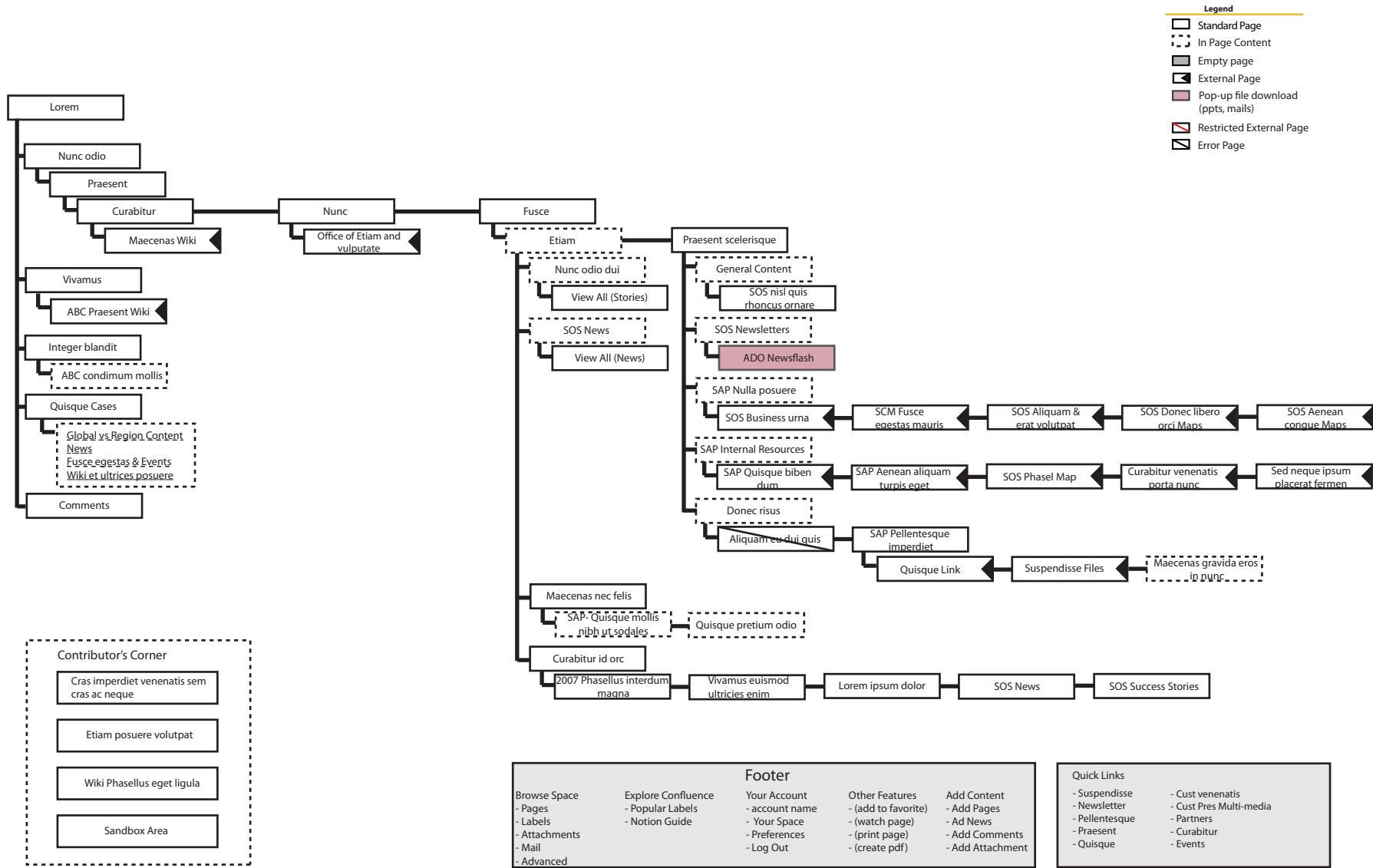
Annotation

Persona Concept



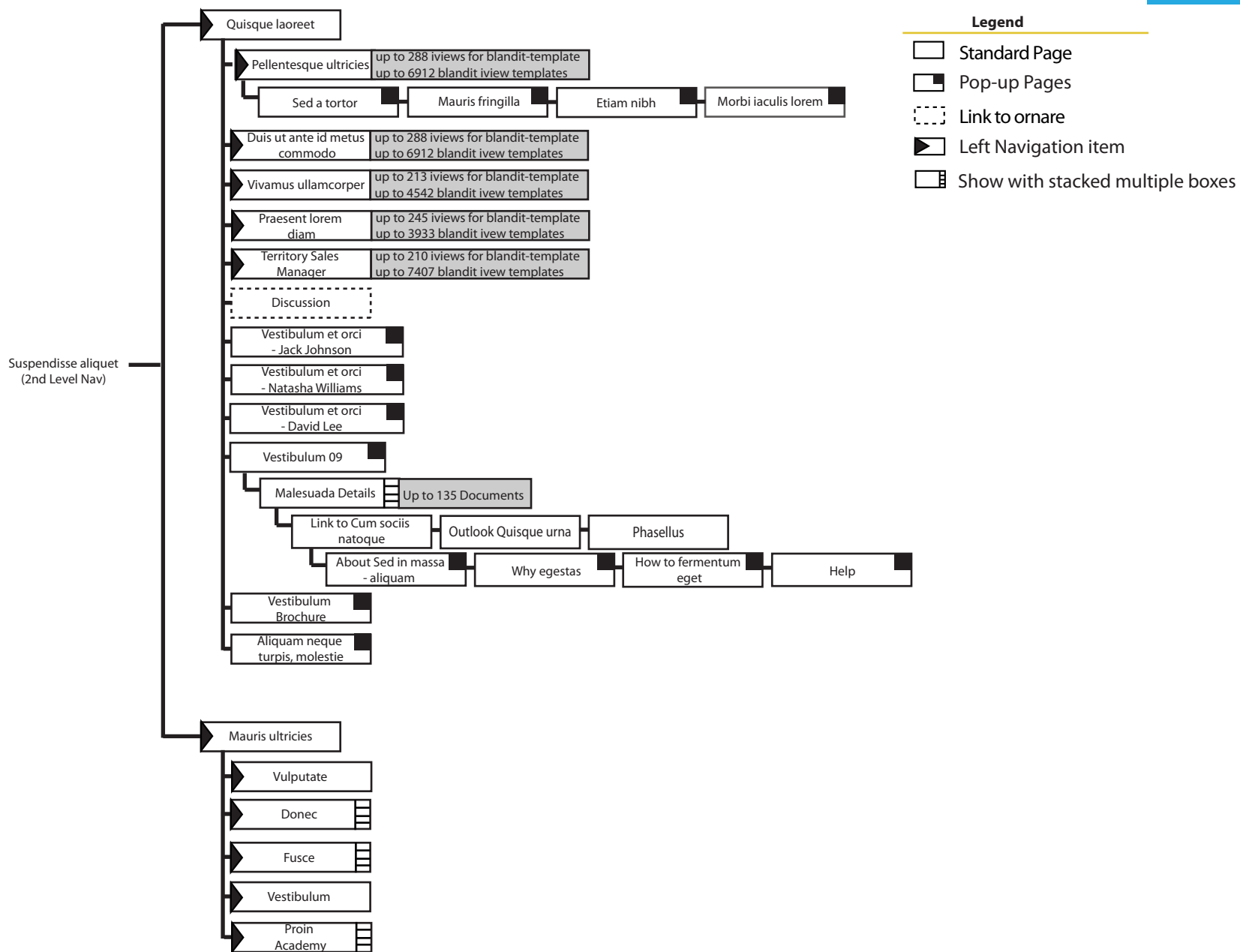
BRIEF DESCRIPTION: I researched and developed a persona-like template, which captured the most important factors that affects users' behavior patterns. The template was developed based on the data from various user studies and meant to grow overtime during the design process. The project team will use the annotation area to add notes/ design ideas on the related quadrant.

***The image resolution is adjusted, due to confidentiality. Please refer to the concept mapping.**

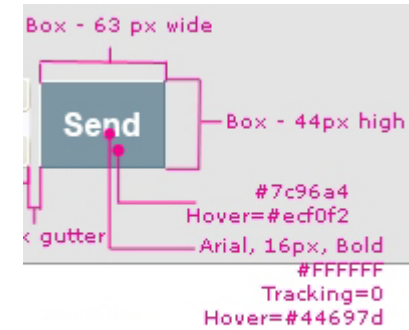
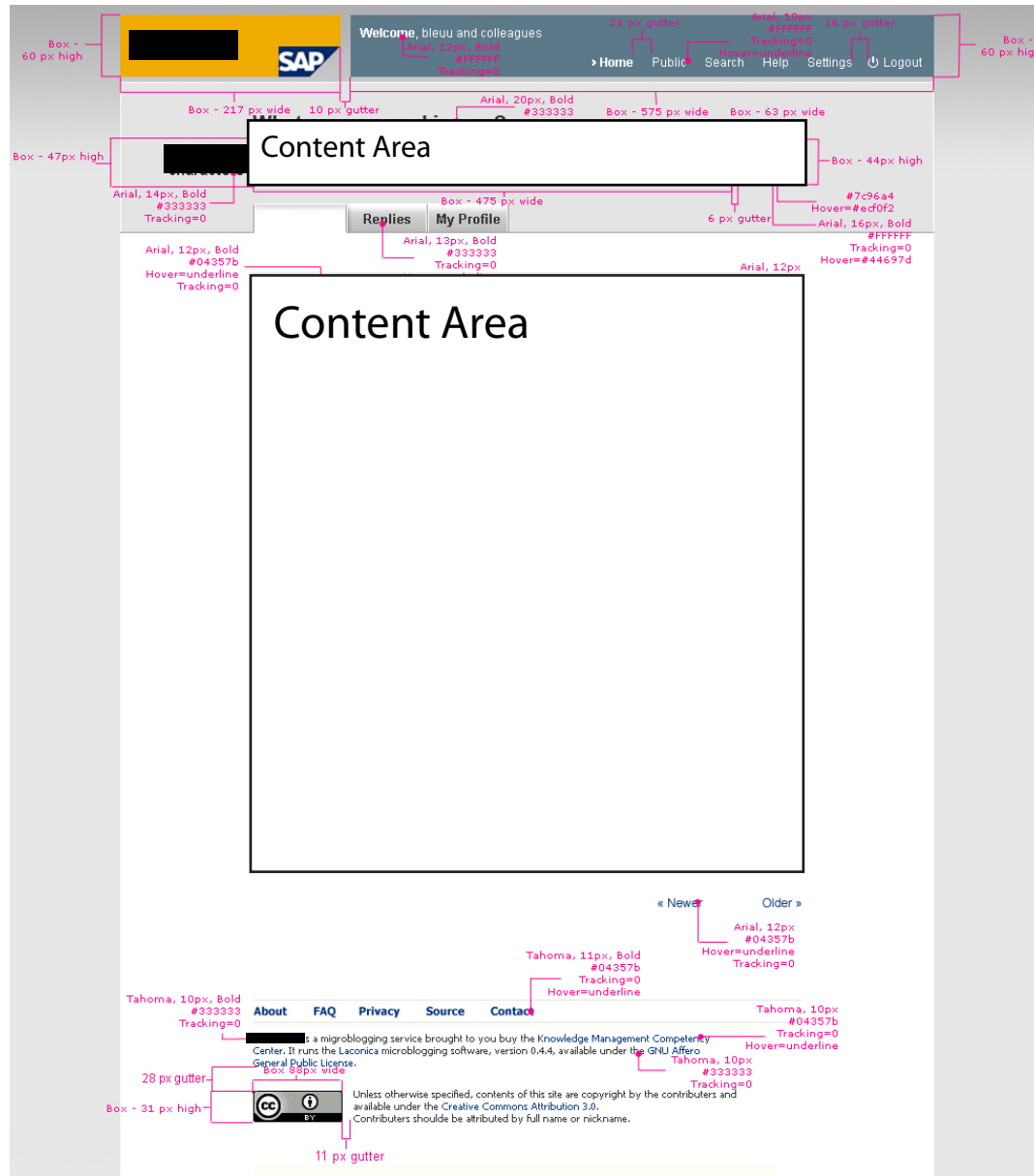


BRIEF DESCRIPTION: I build this sitemap for a design project. Both the structure and the link property were documented.

***The content has been replaced by dummy text, due to confidentiality. (Full context available.)**



BRIEF DESCRIPTION: Another sitemap. This sitemap illustrates the information architecture of a new section of SAP internal portal. The sitemap documented the structure, page property, and an overview of assets attached to the page.



BRIEF DESCRIPTION: The design specification I drafted to communicate with the development team in SAP.

View detail structure of VE on the portal	Note: For regions outside of Global, there is only 1 overview page in the regional VE sections.
Left Navigation nodes (asset counts)	Area Description
Overview	Overview of the VK methodology, services, and programs
> Nam prolium (2)	Proin suctor rhoncus motus
> Libere (1)	Proin suctor rhoncus motus
> Value Realization (0)	Proin suctor rhoncus motus
> Dignissim (13)	Proin suctor rhoncus motus
> Conditmentum (74)	Proin suctor rhoncus motus
FAQs	List of questions and answers
> Morbi (25)	Introduction of the aggest taciti sociologu ad litera
> Fusillib	List of fusillib urei luctus et ultrices
> Conditmentum Scholarique Study (13)	Introduction of satogae possillib ut
Congue Library (77)	Complete satogae possillib ut
Fusillib Library (23)	Library of satogae possillib ut
VK Colombia	Overview of allentogae follit. Praesent bibendum libero quis nisi
> Nullam Donec	Caeser rhoncus motus (landing cover)
Etiam Fusce (327)	Proin suctor rhoncus motus
Maecenas the Nalla (1)	Proin suctor rhoncus motus
Et-Nam (22)	Proin suctor rhoncus motus
> Nulla facilis	Introduction of suctor rhoncus motus
Proin portitor turpis (1312)	Proin suctor rhoncus motus
Vivamus dapibus (209)	Proin suctor rhoncus motus
Proin id tortor (289)	Proin suctor rhoncus motus
Sed aliquam (90)	Proin suctor rhoncus motus
Crasibus elementum (330)	Proin suctor rhoncus motus
> Morbi sed nibh	Overview of suctor rhoncus motus
Cras sit amet (45)	Proin suctor rhoncus motus
Quisque gravida (45)	Proin suctor rhoncus motus
Ut sollicitudin	Proin suctor rhoncus motus
Quisque pulvinar	Proin suctor rhoncus motus
Cum sociis satogae	Proin suctor rhoncus motus
Aliquam purus (13)	Proin suctor rhoncus motus
Praes interdum	Proin suctor rhoncus motus
> Etiam (66)	Introduction of benchmarking in S-AP and references of deliverables
> Donec nisi (10)	Introduction of the venenatis. Integer sit amet leo
> Etiam sollicitudin elit (13)	Introduction of venenatis. Integer sit amet leo
VK KM (77)	Knowledge base for bibendum motus a magna; ugendis et potenti. Praesent malesuada pede
VK Training (65)	Archives of content for VE training, SE training, and VR training
VK India (16)	A business case of a VK team building in India. VK India regional performance report updates
VK Cras	Instructions for VE use on the portal
> VK Nullam (16)	Instructions and training documents
> Vestibulum in sem	project via handout pede
HT Vestibulum	Overview via handout elit ac odio. Etiam eu massa
VK Duis (46)	Event aggest taciti sociologu ad litera
Aenean (50)	Perceptis aggest taciti sociologu ad litera
Morbi Ultrix (3)	Archives of dignissim turpis et tortor
VK Praesent (1)	Proin suctor rhoncus motus
VK Praesent	Suspendisse potenti

BRIEF DESCRIPTION: This is the high level site analysis I did for a portion of the internal portal of SAP.

It contains information about the structure and the description for each section and sub-section.

[Back to Area Description](#)

Left Sidebar Navigation (Asset Counts) Corresponding Tabs (Asset Counts)

Left Sidebar Navigation (Asset Counts)	Corresponding Tabs (Asset Counts)
VR Vestibulum	
> Nam pretium (2)	Vestibulum: 1 Masala sanger: 1 Fusco mollis: Contacts
> Libero (1)	Vestibulum: 1 Masala sanger: Fusco mollis: Contacts
> Value Realization (0)	Vestibulum: Masala sanger: Fusco mollis: Contacts
> Dignissim (15)	Vestibulum: 6 Masala sanger: 6 Fusco mollis: 1 Contacts
> Confinetum (74)	Vestibulum: 24 Masala sanger: 18 Fusco mollis: 30 Contacts
FAQs	
> Morbi (22)	Vestibulum: Contacts: Insights: 25
> Placilla	Vestibulum: Contacts: Insights: 25
> Confinetum Soteriologic Study (15)	Vestibulum: 6 Masala sanger: 6 Fusco mollis: 1 Contacts
Congue Library (77)	VR Customer Library Index
Fancibus Library (23)	
VK Combia	
> Nullam Donec	
Etiam Fusco (327)	Vestibulum: Placilla: 1 Donec fusculus: 3 Etiam eu: Nulla motus: 309 Masala sanger: Contacts: Updates
Masala the Nalla (1)	Vestibulum: Placilla: Donec fusculus: Etiam eu: Nulla motus: 1 Masala sanger: Contacts: Updates
Et-Nam (222)	Vestibulum: Placilla: Donec fusculus: 3 Etiam eu: Nulla motus: 219 Masala sanger: Contacts: Updates
> Nulla facilia	
Proin partur sapi (1512)	Vestibulum: Placilla: 1 Donec fusculus: 48 Etiam eu: 2 Nulla motus: 1261 Masala sanger: Contacts: Updates
Vivamus dignus (209)	Vestibulum: Placilla: 1 Donec fusculus: 48 Etiam eu: 1 Nulla motus: 159 Masala sanger: Contacts: Updates
Proin id tunc (289)	Vestibulum: Placilla: 13 Donec fusculus: 13 Etiam eu: 3 Nulla motus: 251 Masala sanger: 9 Contacts: Updates
Sed aliquam (90)	Vestibulum: Placilla: 13 Donec fusculus: 47 Etiam eu: 1 Nulla motus: 28 Masala sanger: 1 Contacts: Updates
Combinet elementum (330)	Vestibulum: Placilla: 13 Donec fusculus: 13 Etiam eu: 1 Nulla motus: 300 Masala sanger: 1 Contacts: Updates
> Morbi and nibh	
Qua sit amet (45)	Vestibulum: Placilla: Donec fusculus: 45 Etiam eu: Nulla motus: Masala sanger: Contacts: Updates
Quisque gravida (45)	Vestibulum: Placilla: Donec fusculus: 45 Etiam eu: Nulla motus: Masala sanger: Contacts: Updates
Ut sollicitudin	Vestibulum: Placilla: Donec fusculus: Etiam eu: Nulla motus: Masala sanger: Contacts: Updates
Quisque pulvinar	Vestibulum: Placilla: Donec fusculus: Etiam eu: Nulla motus: Masala sanger: Contacts: Updates
Cum sociis natoque	Vestibulum: Placilla: Donec fusculus: Etiam eu: Nulla motus: Masala sanger: Contacts: Updates
Aliquam purus (15)	Vestibulum: Placilla: Donec fusculus: 13 Etiam eu: Nulla motus: Masala sanger: Contacts: Updates
Fusco interdum	Vestibulum: Placilla: 1 Donec fusculus: Etiam eu: Nulla motus: Masala sanger: Contacts: Updates
> Etiam (60)	Vestibulum: Placilla: Donec fusculus: 10 Etiam eu: 1 Nulla motus: 55 Masala sanger: Contacts: Updates
> Donec nisi (16)	Vestibulum: Placilla: 1 Donec fusculus: Etiam eu: 1 Nulla motus: 6 Masala sanger: 9 Contacts: Updates
> Etiam sollicitudin elit (13)	Vestibulum: Placilla: 1 Donec fusculus: 5 Etiam eu: 2 Nulla motus: 1 Masala sanger: 4 Contacts: Updates
VK KM (77)	Donec fusculus: 337 Sales Briefcase by Asset Type: ?? Presentation Archive: ?? Call & Learn Archive: ?? Third Party Content: ?? Newsletter: ??
VK Training (65)	Vestibulum: VK Training: 28 SR Training: 37 VR Training: RFS Pipeline: 1
VK India (16)	Vestibulum: 1 Updates: 15
VK Cox	
> VK Nullam (16)	Vestibulum: 15 Updates: 1
> Vestibulum in sem	Project, QA, Training Pulvinar Reports
RT Vestibulum	Vestibulum: Template & Content: 7 Awards & Recognition HR Timeline
VK Duis (46)	Event Crutiner Event Materials: 45
Ancora (30)	Profiles: 30
Morbi Ultrices (5)	Public News and Announcements: 1 News and Announcements Net Topics - Public: 2
VK Praesent (3)	Pellentesque habitant: 1

BRIEF DESCRIPTION: This is the site analysis I did for a portion of the internal portal of SAP.

The spreadsheet captured 1) the navigation (left column) 2) the layout of each sub-section 3) the number of assets available

Graph of Cheng-Lun 's Background and Experience

Artifacts available for most projects

