

# Procesgedreven SAP Implementaties



*Excellence Seminar - 19 november 2010*

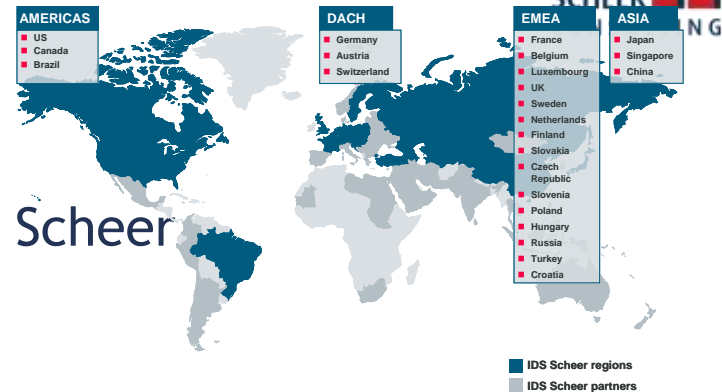
Gerard van Gent

# Agenda

- 1 Introductie IDS Scheer
- 2 Procesgedreven SAP implementatie
- 3 Koffiepauze
- 4 Demonstratie
- 5 Afsluiting en borrel

## Introductie IDS Scheer

- ▶ Opgericht in 1984 door Prof. August-Wilhelm Scheer
  - ▶ Notering TecDax sinds 1999
- ▶ 3.000 medewerkers wereldwijd
- ▶ 7.500 klanten wereldwijd
- ▶ Partners en vestigingen (28) in meer dan 70 landen
- ▶ Consulting & Software voor Business Process Management en SAP
- ▶ IDS Scheer NL ~ 80 medewerkers
- ▶ Omzet ~ € 400 Mln in 2009
- ▶ Winnaar SAP Pinnacle Award Klanttevredenheid 2008 / 2009
- ▶ Integratie met Software AG vrijwel afgerond

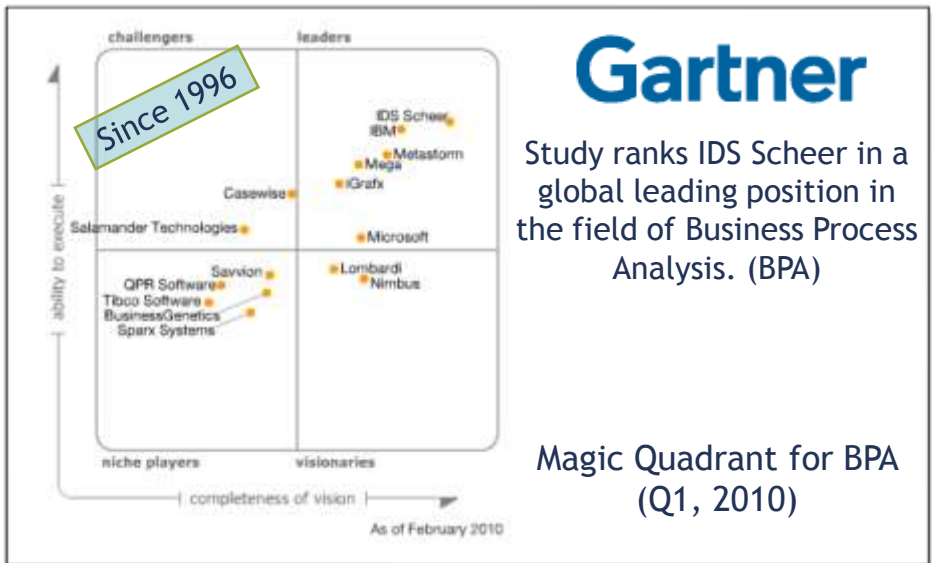
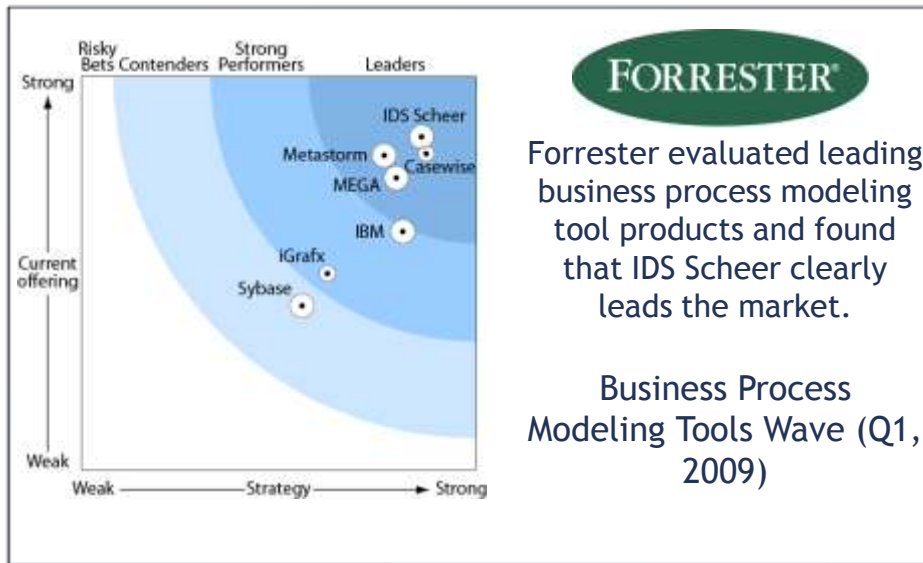


### Primary partners



# ARIS Platform - Market Leadership

- ▶ Leading BPM software worldwide
- ▶ Industry standard for BPM
- ▶ Over 10 years of innovation
- ▶ Available in 25+ languages
- ▶ Winner of leading tool evaluations
- ▶ Patented technology, Completely Web-based
- ▶ Supports numerous industry standards (BPEL, BPML, UML, etc.)
- ▶ Strategic partnerships with enterprise platform providers - SAP, Oracle and Microsoft



# IDS Scheer and SAP - a long Partnership History

## Solution Composer & Enterprise Service Inventory



- Industry models
- Objectives & KPIs
- Services

..and other Reference models (R/3,ECC), SAP online help & TA call

## Advanced Redocumentation



- Processes
- Custom TA usage
- Doc types
- Enterprise Structures

## SAP Solution Manager synchronization



- Blueprint
- IMG
- Testing
- Training
- Monitoring

## Exchange with ESR (Enterprise Service Repository)



Exchange Process Components between business and IT tooling/people



## SAP PI



From business process to Technical process in ARIS and exchange (BPEL)with PI

## SAP EAF



## Embedded ARIS in CE (Composite Environment)



ARIS look & feel

## BI Redocumentation





## Business Process View



### Enterprise Modeling Domain

- Enterprise Architecture Framework
- Descriptive models, also non-SAP
- Business Process Analysis
- Conceptual simulation / optimization
- Process planning & governance
- Process performance measurements
- Business Blueprint for Enterprise SOA
- IT Landscape & IT Portfolio Management
- Communication by publishing



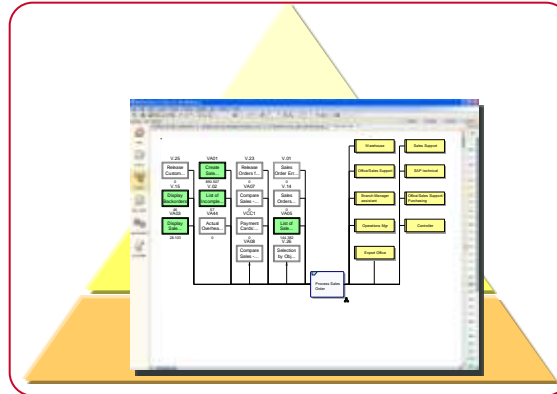
SAP NetWeaver



## ARIS Redocumentation



## Business Process View



### ARIS Redocumentation

- Automated documentation of actual usage SAP scenario's, processes & process steps with:
- SAP roles, SAP transactions & reports.
- Document types
- Enterprise structures
- Potential for cost reduction by: Not used customized transactions and reports, process improvements
- Etc.



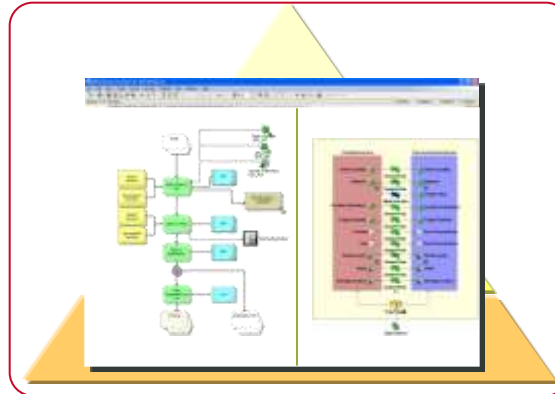




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## Business Process View



### ARIS BI Modeler

- Automatic redocumentation of dataflows and structures of SAP BI
- Generation of the design specification (data process concept)
- Support of the planning and conception of a Enterprisewide Data Warehouse application
- Mapping business (process) requirements with actual implementation
- Etc.



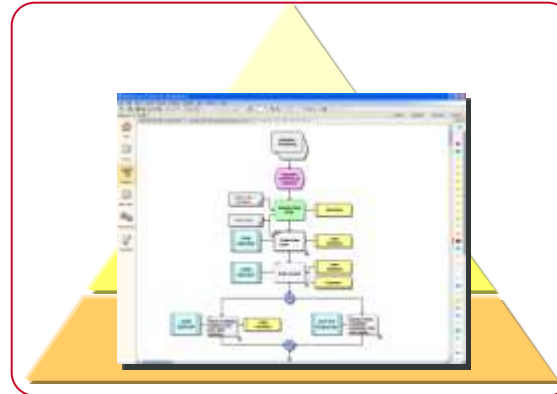
SAP NetWeaver







## Business Process View



### ARIS for SAP

- Synchronisation of scenario's, processes, process steps, transactions
- Download of SAP documentation, master data, roles, system organizational units
- Navigation from processes to SAP transactions, blueprint and configuration
- SAP Reference models
- Generated test scenario's
- Role based training, etc.

### Blueprint / Process Synchronization

## Transactional View



Blueprinting & Configuration

SAP NetWeaver

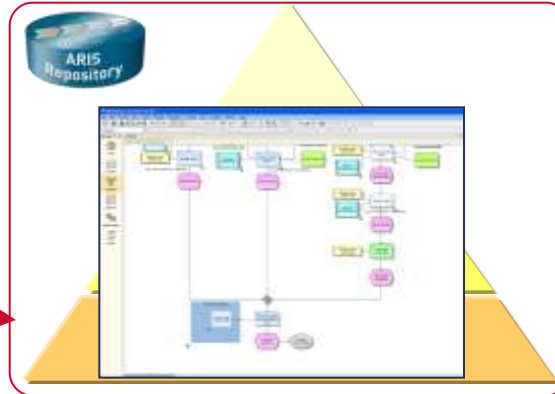


Business to model

Model-to-code



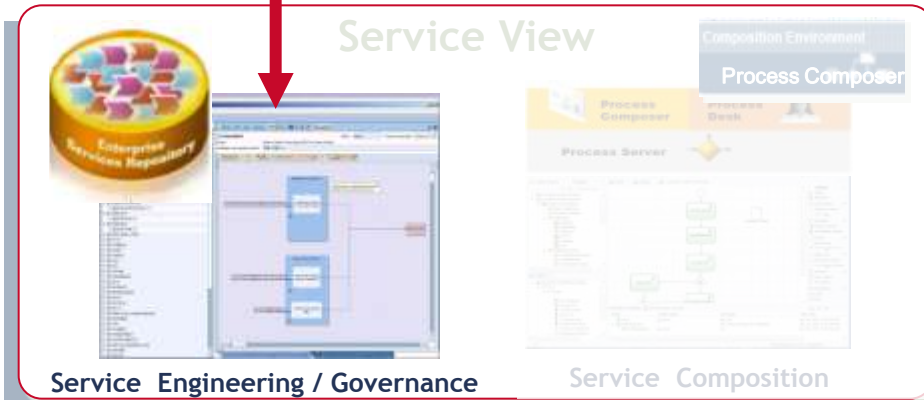
## Business Process View



Real-time

Service Integration

## Service View



Service Engineering / Governance

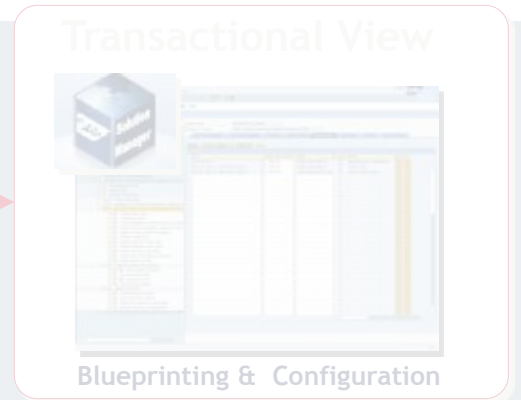
Service Composition

### Enterprise Service Repository Integration

- Build up Service Repository by ESR
- (Service) Architecture Management
- Service Discovery & Process Mapping
- Requirement & GAP-Analysis
- Automatic service blueprint creation
- Compose service-based business processes
- Connection to SDN help, Open and assign WSDL
- Plan and design new services

Blueprint / Process Synchronization

## Transactional View

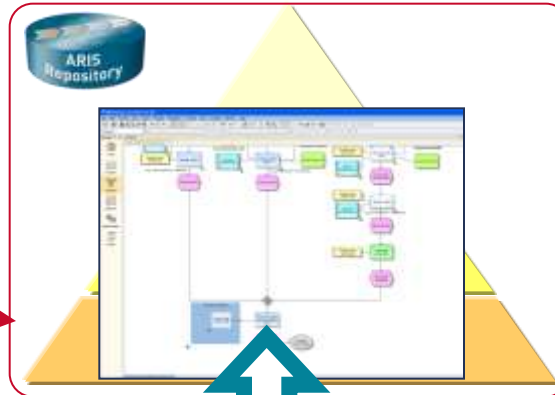


Blueprinting & Configuration





Business Process View

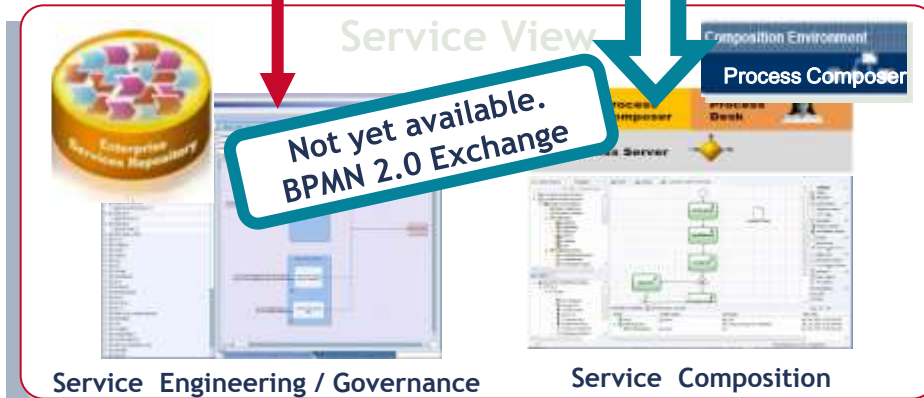


- Exchange ARIS and Process composer
  - Exchange approved E2E business processes to the execution
  - Executed processes are coordinated with the rest of the E2E process (also non-SAP)
  - The SAP Solution Manager scope and SAP Process Composer scope are coordinated by the overall architecture in ARIS
    - Etc.

Real-time Service Integration

Blueprint / Process Synchronization

Service View



Transactional View



TODAY



Customer waits **2 years** before actually **driving** it ...  
...and it was ok to require a **Ph.D. in driving** to do so



Engineer required to have a **Ph.D. in assembling**...  
... it was ok to collect parts from **different factories**



... the delivery is in pieces and its **assembly** would  
cost **up to \$175,000**.



If enterprise **software** was a **\$25,000** car ...

TOMORROW



Customer waits **a few weeks** before driving it and  
**no need for additional license**



Engineer follows **simple instructions** and all the  
**parts are ready** for assembly



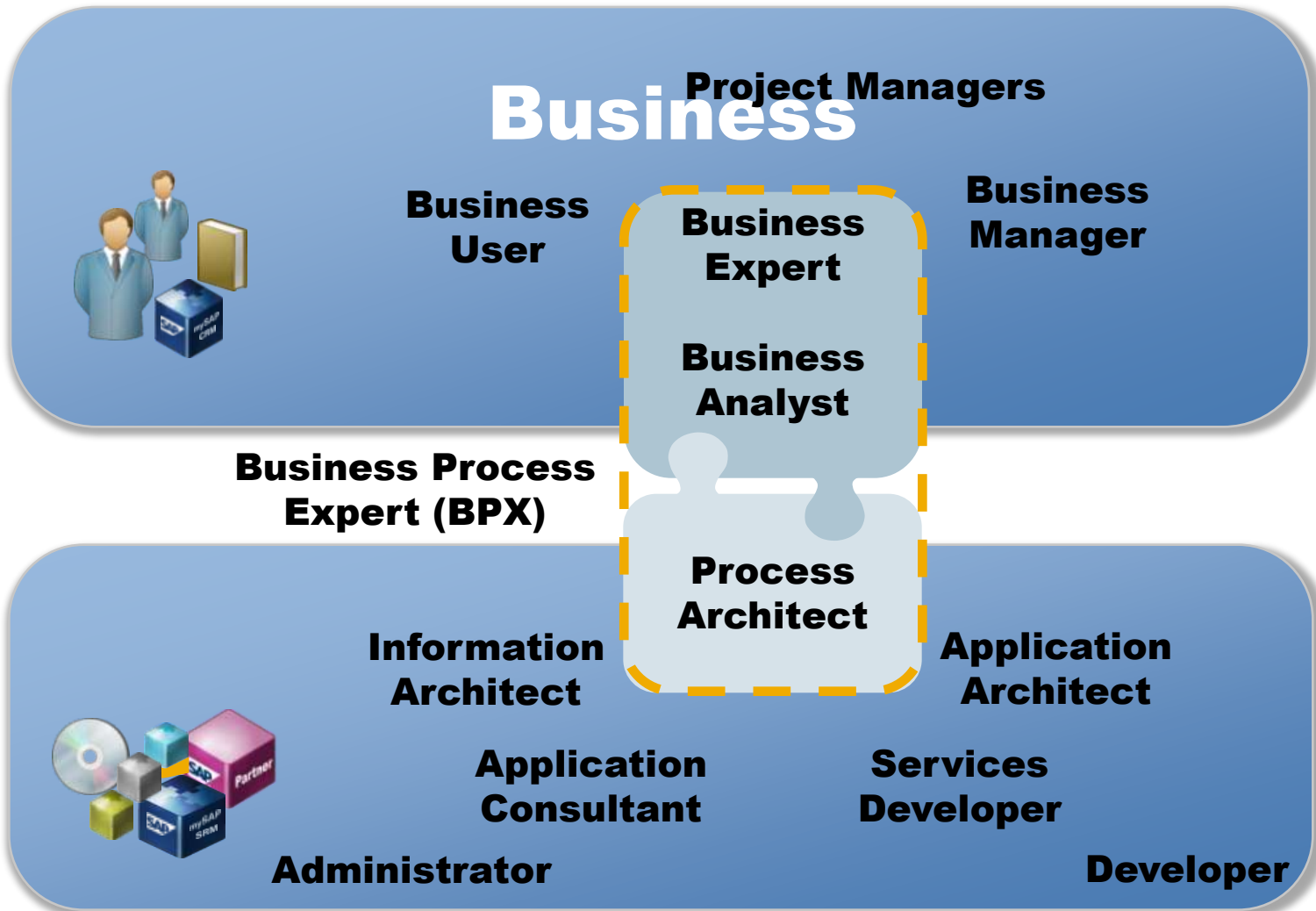
... the delivery is in pre-built packages and its  
**assembly** will cost **up to \$25,000**.



If enterprise **software** was a **\$25,000** car ...

# The changing face of our enterprise

The different people in our enterprise





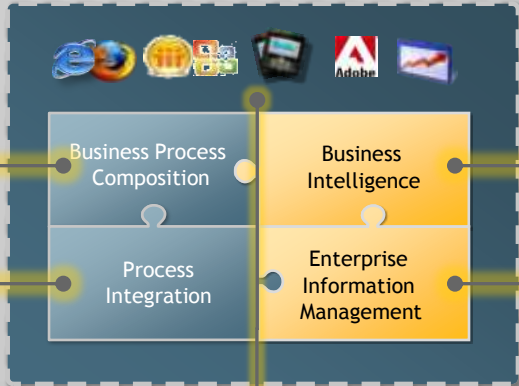
# SAP Technology portfolio mission

Why do we need a new implementation approach



## SAP Technology Portfolio

(SAP NetWeaver + SAP BusinessObjects)



### ENABLE OWN PRACTICES

Technology to extend & integrate Best Practice Processes

- SAP NetWeaver CE incl. BPM/BRM
- SAP NetWeaver PI
- ...

### PROVIDE BEST INSIGHT

Technology to Analyze, Explore and Predict Business

- SAP BusinessObjects Enterprise
- SAP BusinessObjects Data Services
- SAP NetWeaver MDM
- SAP NetWeaver BW / BWA
- ...

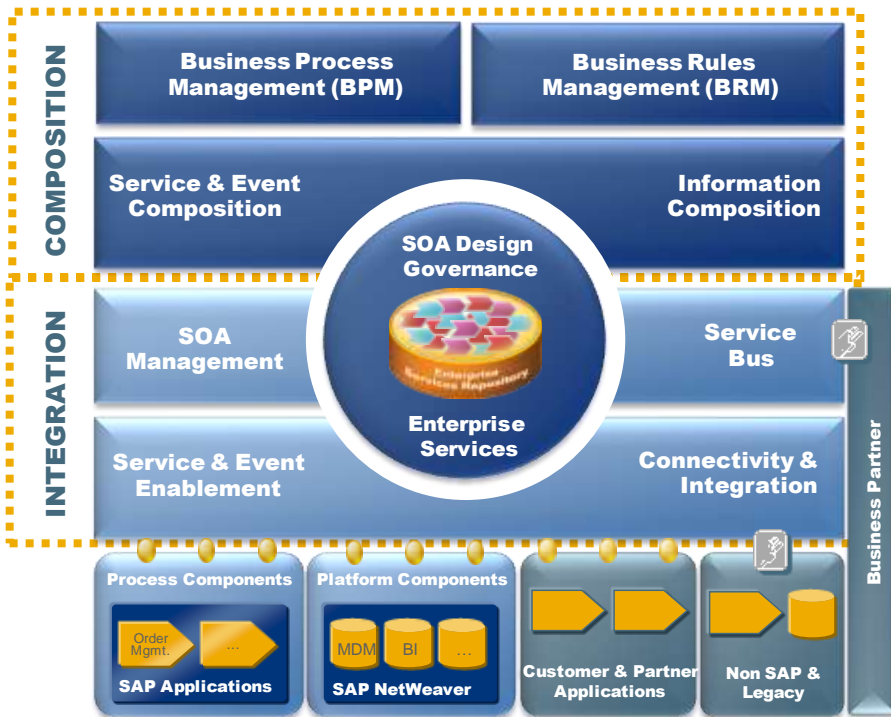
### ENABLE BEST PRACTICES

Technology to run and access best practice processes

- SAP NetWeaver 7.0, incl. EHPs
- SAP Solution Manager
- SAP NetWeaver Identity Management
- SAP NetWeaver Portal
- ...

# Managed Process Flexibility & Integration

One SOA infrastructure for best practice and own practices



Efficiently Combine Best Practice And Differentiating Processes

- Easily build composite apps on top of core application processes
- Pre-defined SOA artifacts for accelerated SOA projects + SOA design governance
- Evolution to a common process layer

Improve Developer Productivity

- Lowest cost of development through an integrated composition environment

Efficiently Integrate Heterogeneous Landscapes

- One SOA middleware for efficient service-mediation and standards based integration of heterogeneous landscapes



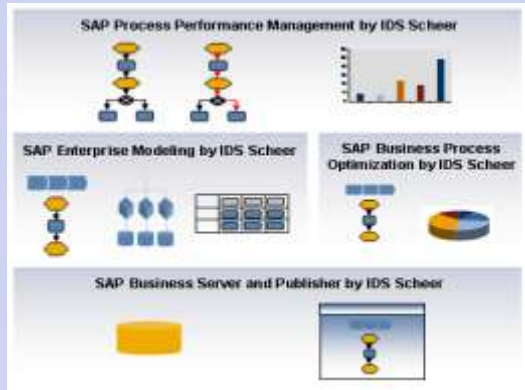
# Business Process Excellence with SAP and IDS Scheer



**SAP Enterprise Modeling applications by IDS Scheer complement the Business Process Management capabilities of SAP NetWeaver**

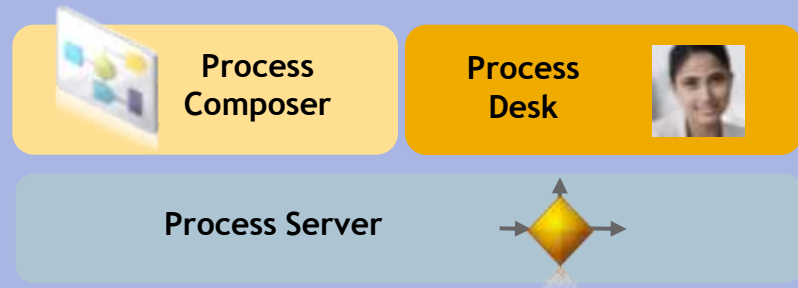
## Business to Model

**SAP Enterprise Modeling applications by IDS Scheer**



## Model to Execution

**SAP NetWeaver Business Process Management**



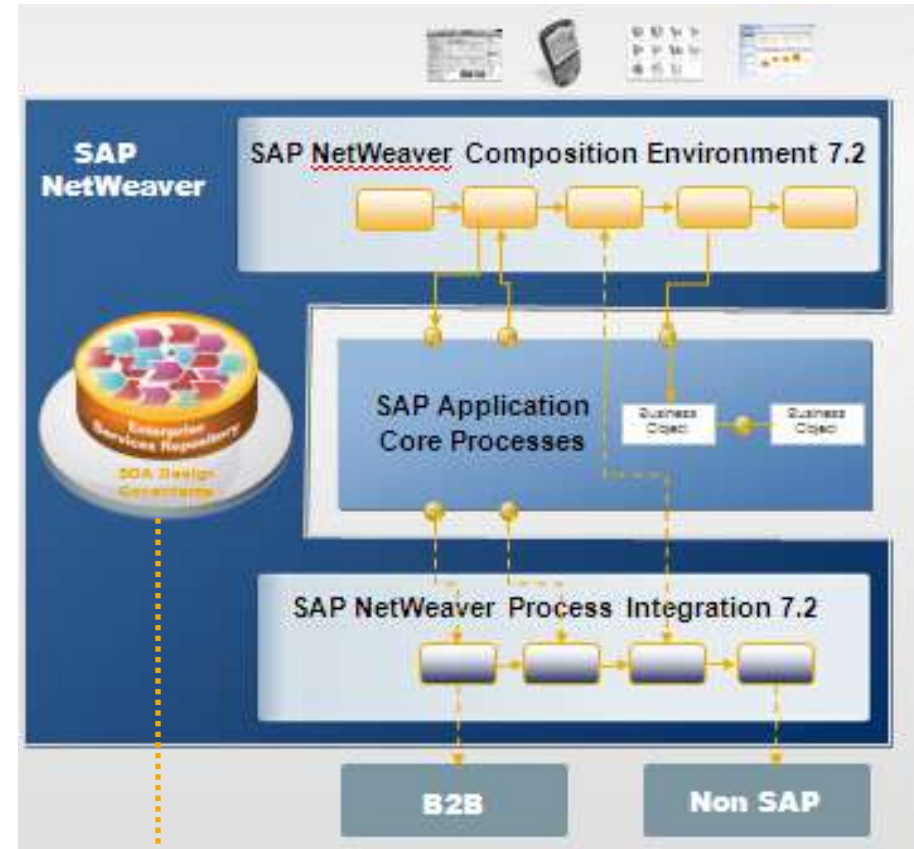
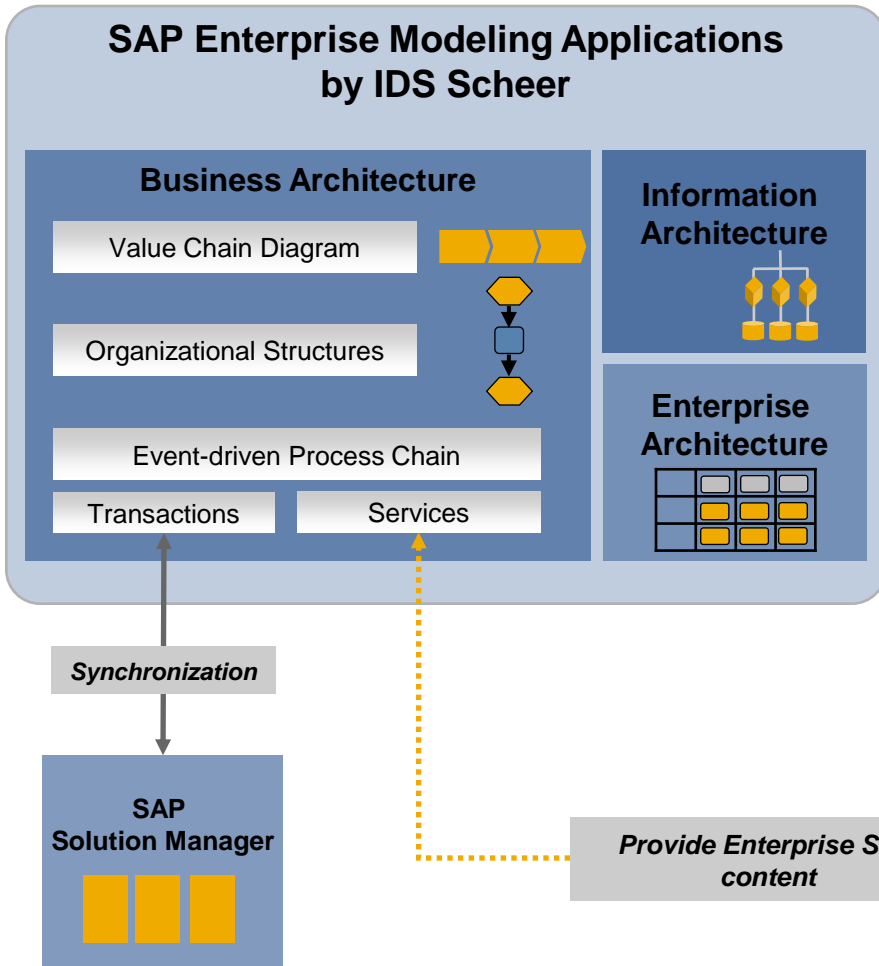
# Enterprise Modeling

From Conceptual Planning to Technical Blueprints



Conceptually describe the business  
Support implementation and gap analysis

Developing processes for execution



>> Consolidated view on application core for planning and gap analysis <<

# The new ASAP Methodology support four lifecycles

ASAP Methodology including BPM Technology – BPM, AML, SOA and Value perspective



## Process Lifecycle

- BPM Method
- BPM Technology
- Business Model
- Process Model
- Performance Management
- ....

To Be Design



## Application Lifecycle

- IT Implementation Method
- Solution Manager
- Performance Monitoring
- ...



## Project Lifecycle

- PMI/ Prince 2
- PM Tools
- Project Monitoring
- ....



## Value Lifecycle

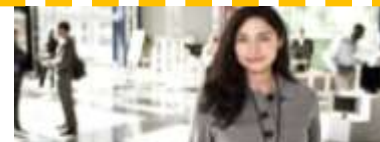
- Value Method
- Value Discovery
- Value Realization
- Value Optimization
- ...



Process Owner  
Process Architect  
Business Architect



CIO  
Enterprise Architect  
Application Consultant



Project Manager  
Program/Portfolio  
Manager



Business Unit Owner  
Business Architect  
Business Analyst

Process Management

Performance Management

Value Management

Process/Performance Gov.

IT Gov.

Project/Program Gov.

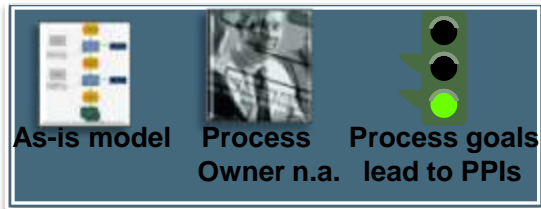
Business Governance

# Process Lifecycle – clear deliverables



## 1. Analyze

- Evaluate strategy, environment and processes
- Identify business goals & define requirements
- Prioritize improvement areas & perform scoping
- Describe process goals



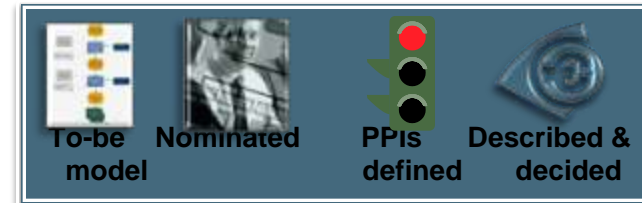
## 4. Run/Monitor

- Execute the business process
- Measure & monitor
- Gather and analyze variances
- Perform consequence management
- Initiate a process optimization cycle



## 2. Design

- Evaluate potential solutions
- Design one or more solutions
- Define PPI's & reporting
- Estimate impact of alternatives on KPIs, PPIs and environment
- Decide on implementation



## 3. Implement

- Prepare for and realize the implementation project
- Enable measurement of KPIs, PPIs
- Perform change management and establish process ownership
- Process roll out



Source: BPM Governance (Adapted from the book: Business Process Management - The SAP Roadmap, 2009)

# The reality - change vs. sustain

**“Change Programme”**

**“The voice of the Executive”**

**“Business As Usual”**

Can we track the goals of the business to the changes being made?

My company’s corporate goals are not reflected in our processes - and not measured

Can the process owner monitor, adapt and then measure performance to ensure continued success?

Are we able to identify the bottlenecks that must be designed out and controlled?

My company’s processes are very cost-intensive, but I do not know how to identify their bottlenecks and reduce costs

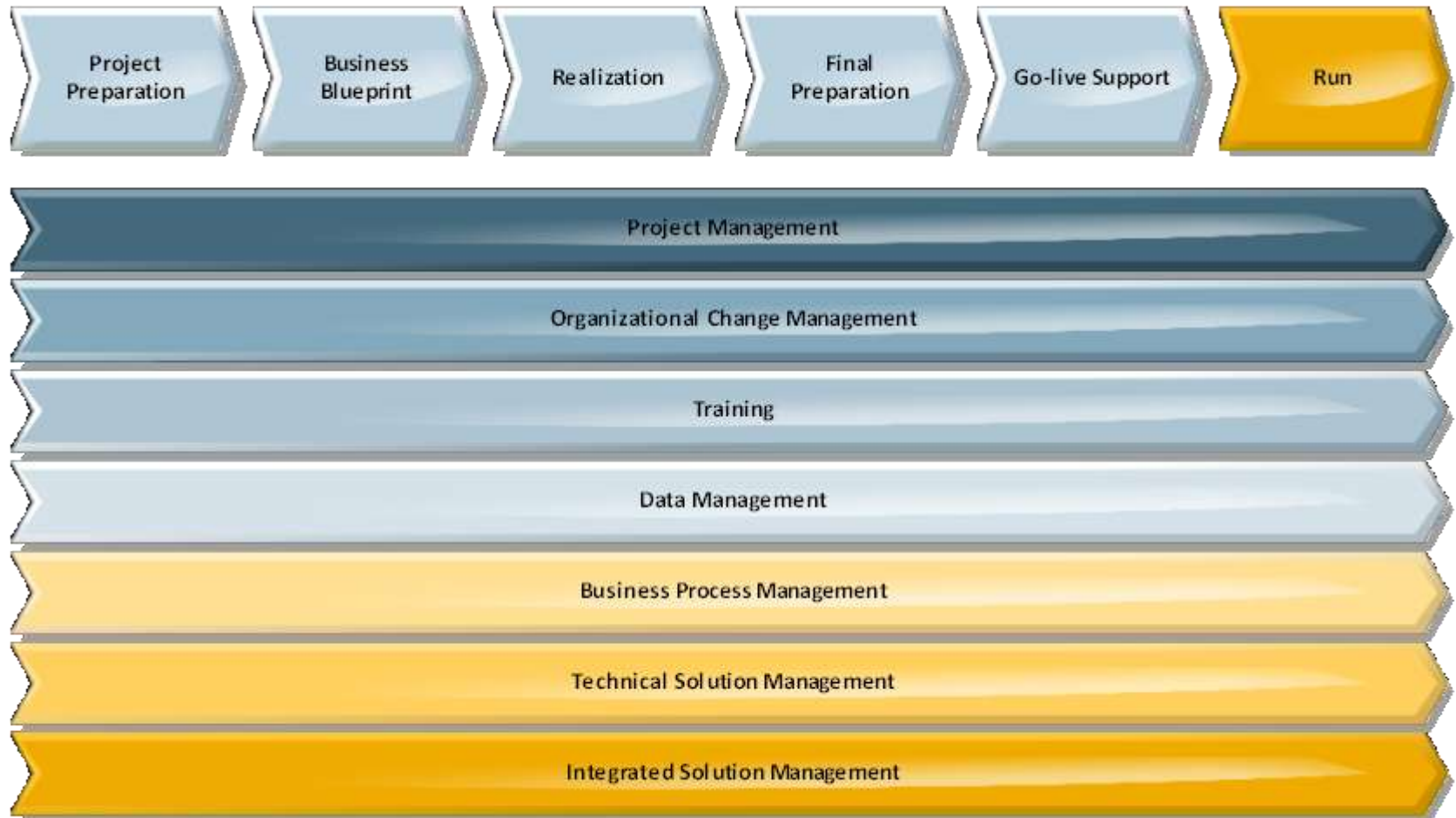
How will the business unit track this during live operation?

Have we embraced the wider business environment - not just the front line problem?

We have to adhere to many regulations and laws, be able to prove adherence and be ready for an audit at any time

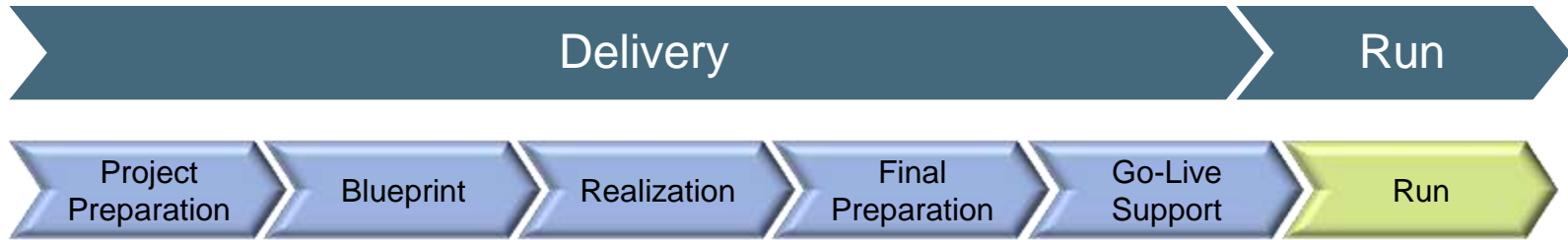
How do I make this transparent, unambiguous and controllable?

## ASAP 7 - End to End management of SAP programme



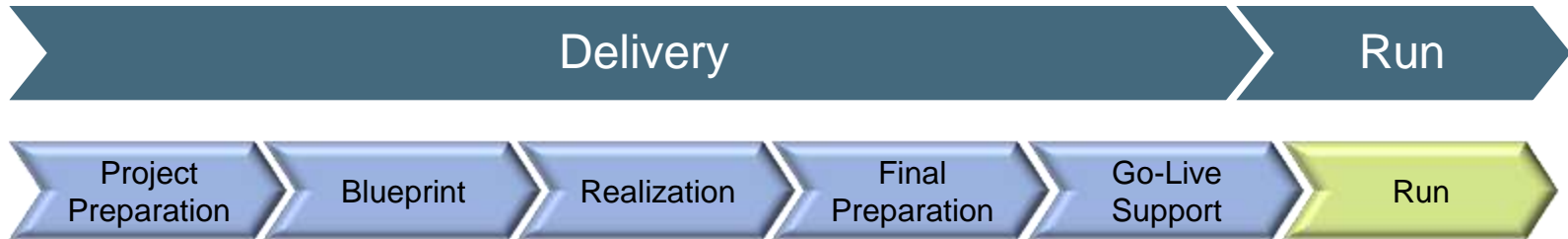


# ARIS as key platform for ASAP 7 support

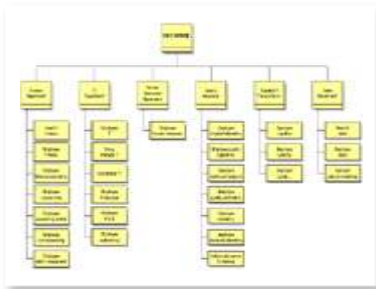




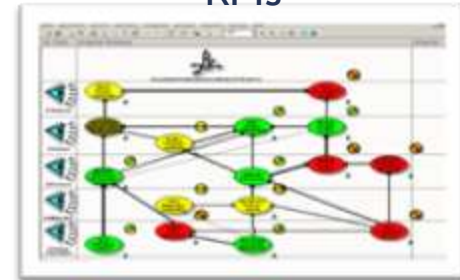
# ARIS as key platform for ASAP 7 support



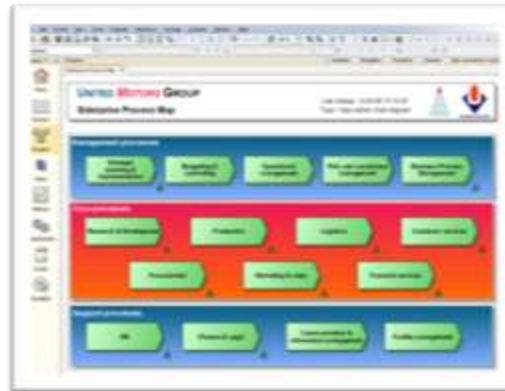
## Organisation



## Objectives and KPIs



## Process Landscape



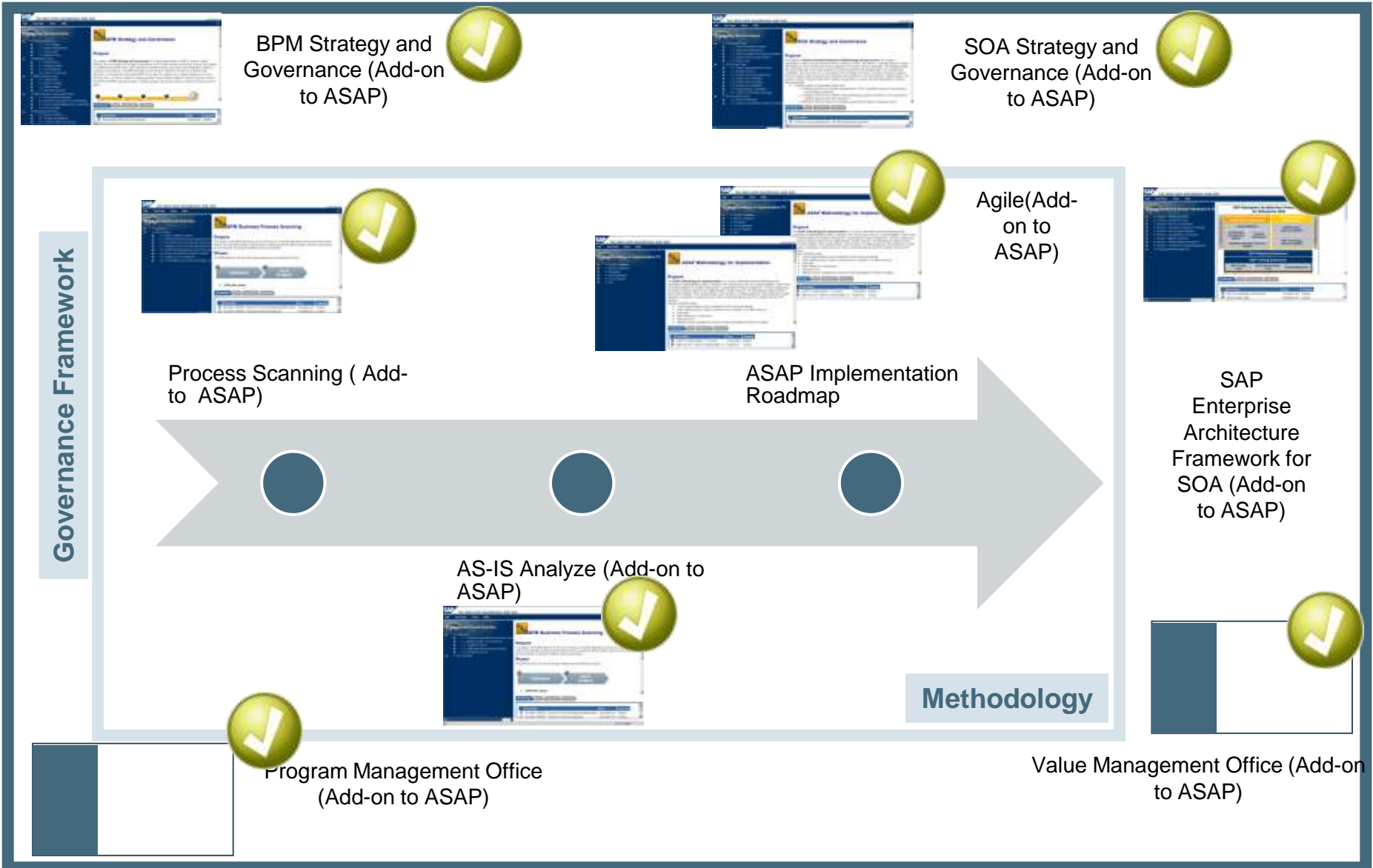
## Systems



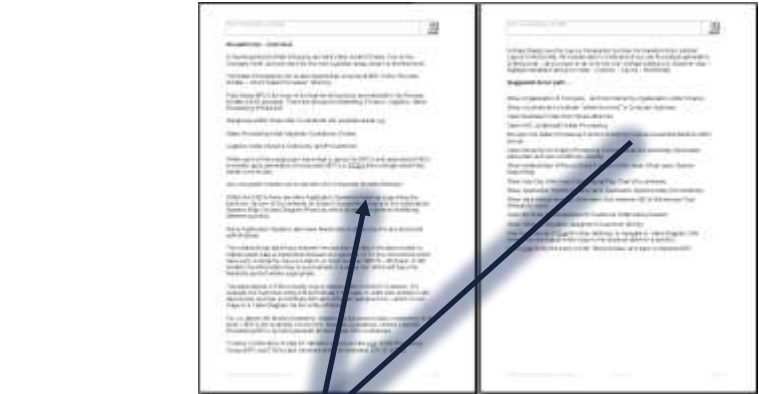
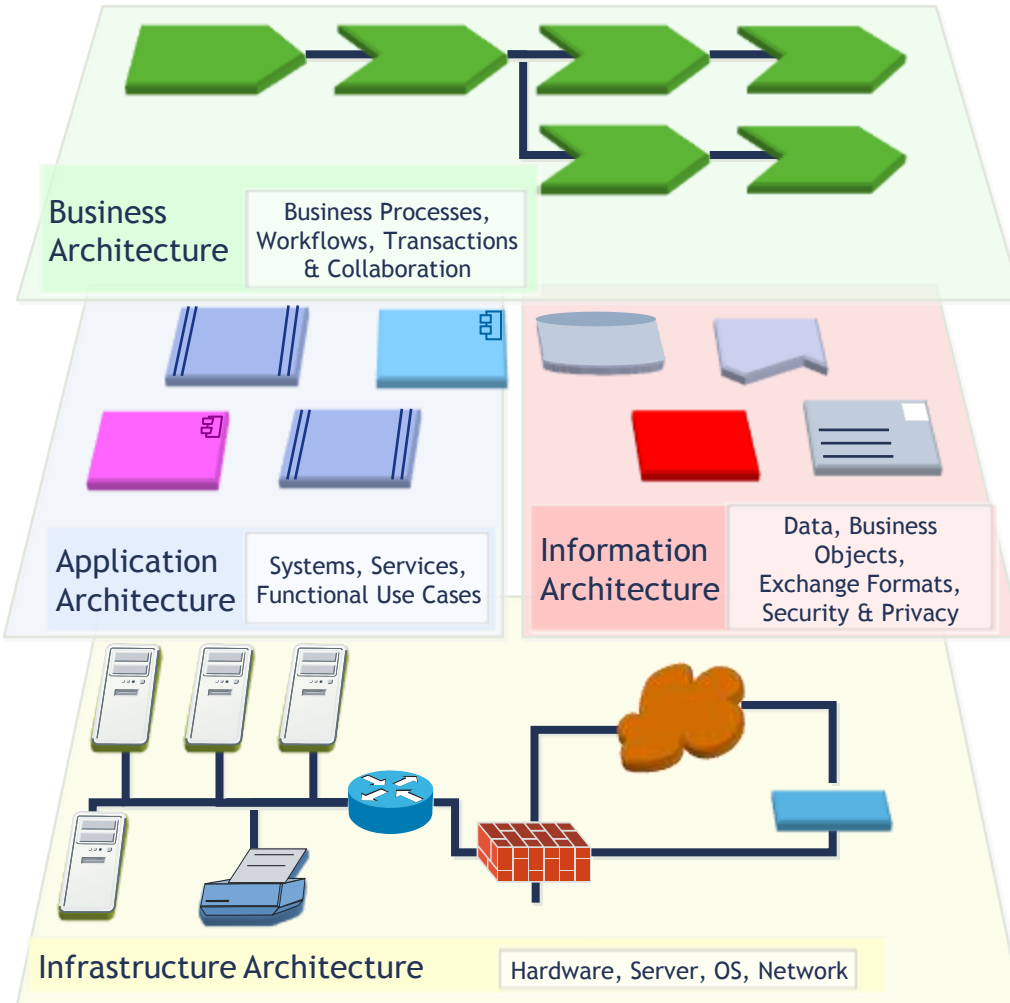
## Risks



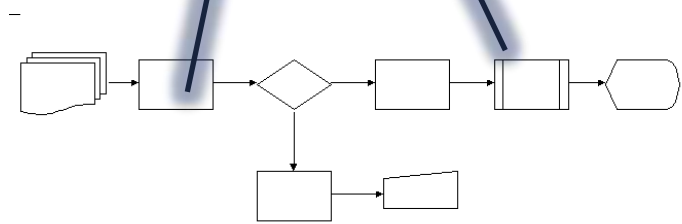
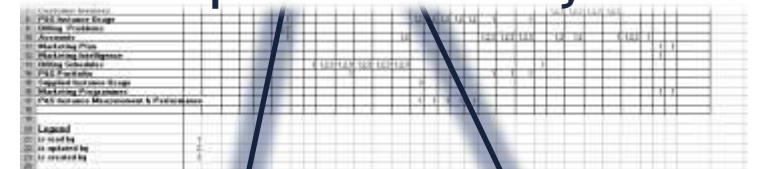
# The new ASAP 7 Methodology/ Governance framework



# How to manage all this information?



**Hard to maintain & impossible to analyze!**



## .....via a Single Repository

Having a single repository of critical business information enables.....

- Improved control
- Consistency (Common standards)
- Re-use (e.g. Best Practice)
- Easy impact analysis

**= increased efficiency & effectiveness**

