

# Pioneering Simple Finance with a new on-premise S/4 HANA implementation

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# Introduction

Our most strategic project in 10 years



## FINANCIAL EXCELLENCE



Ensuring **financial health** in a global and challenging economy

## BOOST INTELLIGENCE



State of the art **analytics & planning** real-time and every where no matter what size

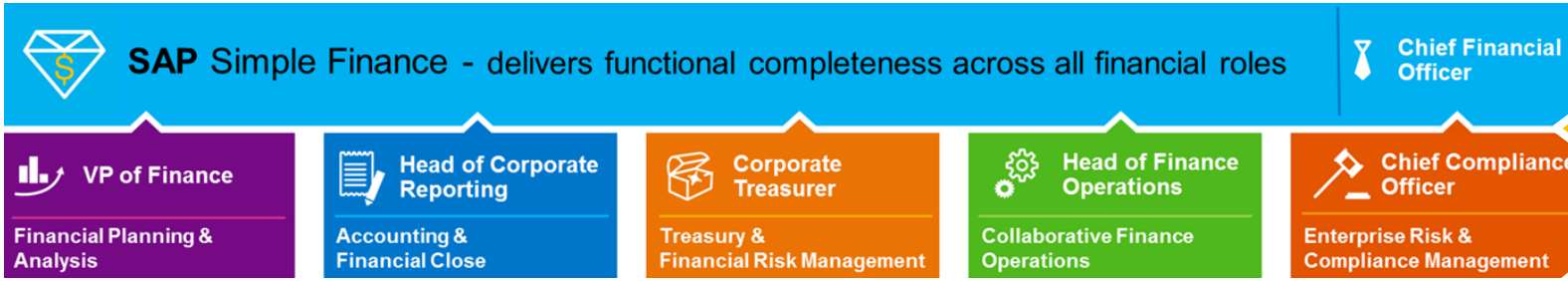
## STIMULATE INNOVATION



**Automate and harmonize** your processes, improve user interaction and adopt **new technology**

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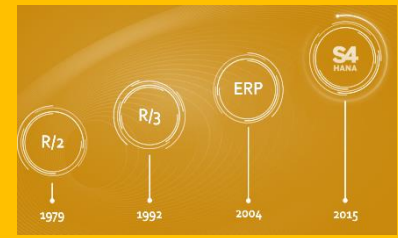
State of the art **analytics & planning** real-time and every where no matter what size

### STIMULATE INNOVATION

**Automate and harmonize** your processes, improve user interaction and adopt **new technology**

## ▪ SAP

- Major (r)evolution



- Finance + analytics + innovation

## ▪ Hardware vendors

- Appliances / Infrastructure / Cloud

## ▪ Consulting (intensum)

- Perfect match with our strategy
- Pioneering role
- New/optimized processes for CFO

# Introduction

## Our current landscape



### High complexity versus users & budget

- Challenge to remain “early adopter” of new functionality & technology
- Constant upgrades while keeping current versions to support customers
- Follow our strategy : focus on core business but offer best to our users
  - Access from anywhere, anytime, any device
  - Rationalize IT

### Early adopters of virtualization

- We have 15 to 20 SAP servers running (with peaks up to 25)
- In 10 years HW requirements increased while prices are dropping
- Since 2009 we **fully** virtualized our IT infrastructure

### Solid partnerships

- Build up your network with trusted advisory
- Challenge new technology versus TCO / flexibility
- Focus on your long-term vision



# Scope

## Our expectations



### An **on-premise + virtualized S/4 HANA system**

Future-proof, hands-on configuration & customizing with **clear focus on newest functionality & integration capabilities** (compared to migration)

- SAP S/4 HANA with Simple Finance 2.0 with Embedded Search
- SAP BW/BPC (BPC Optimized for S/4 HANA vs Embedded BPC) + HANA Live
- Keep options open for additional SAP HANA solutions (cfr SAP Lumira)

### What we asked in our RFP ?!

- Validation of “best-fit” infrastructure / hardware
- Fixed-price (=tangible) quote / partnership for the hardware, software & maintenance
- Dedicated contact(s) at all levels (sales, installation, support, ... )
- An adequate disaster recovery strategy in case of hardware failure
- Local references & best practices
- Project planning ( hardware delivery times, installation timing, configuration, ... )



But what about deployment options?

- Appliance/TDI/VM
- Operating system
- Location
- MCOD/MCOS/MT

# Scope

Focus on the newest functionality & features



## Financial Planning and Analysis

## Accounting and Financial Close

## Treasury and Financial Risk Management

## Collaborative Finance Operations

## Enterprise Risk and Compliance Management

Develop and Translate Strategy	<b>Accounting</b>	Payments and Bank Communications	Receivables Management	Enterprise Risk Management
Planning, Budgeting, and Forecasting	Entity Close	Cash and Liquidity Management	Invoice Management	Controls and Compliance Management
Profitability and Cost Management	Corporate Close	Debt and Investment Management	Travel Management	Access Governance
Monitoring and Reporting	Reporting and Disclosure	Financial Risk Management	Real Estate Management	International Management
	Financial Close Governance	Commodity Risk Management	Financial Shared Services	Fraud Management
				Audit Management

SAP Simple Finance solution

■ New or significantly renewed editions

■ Other SAP Simple Finance editions

### Planned innovations for finance

- Further user experience renewal (SAP Fiori user experience)
- Further enhancements to recently renewed solutions
- Legal changes

- 
- Smart packages
  - RDS
  - Fiori/UI5 apps
  - Embedded BPC
  - Analytics

# Scope

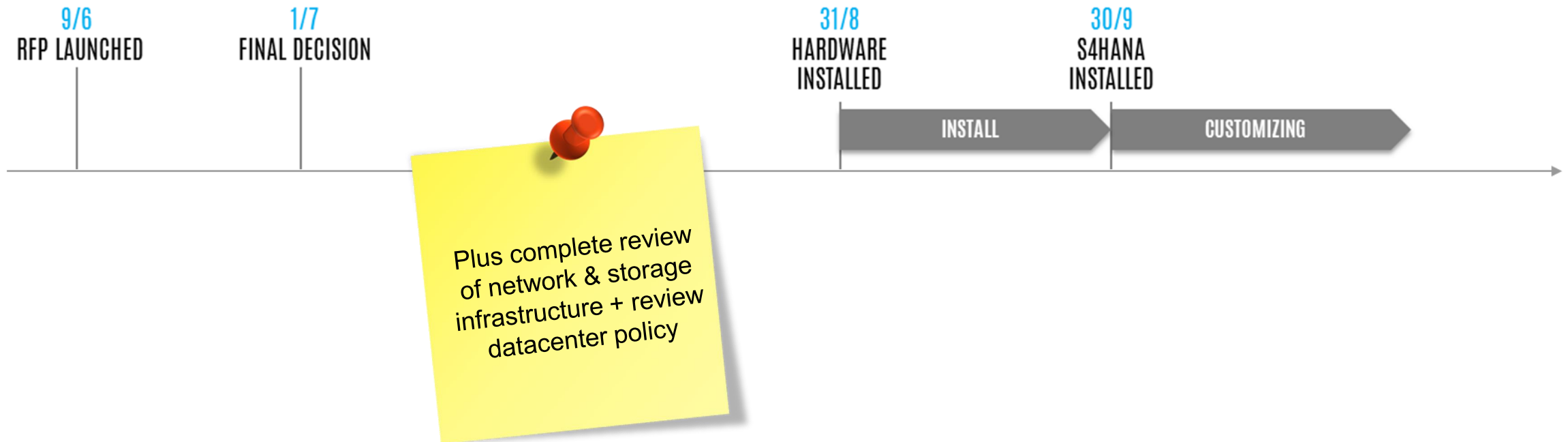
## RFP Evaluation criteria



- **Agile & future-proof** : Fit 3 to 4 years and be flexible for additional functionality or upgrades to newer versions
- **Pricing/Cost** : Propose adequate solution & highlight points of attention
- **Low maintenance effort & costs** : We do concentrate on our main business and not on infrastructure / IT maintenance. This has to be reflected in the proposed SAP HANA scenario, allowing fast & easy upgrades.
- **Communication & transparency** : We appreciate open, direct and transparent communication
- **Timing** : We want to move fast, so clear planning and realistic delivery/installation times are essential
- **Appliance vs TDI** : Preference for an approved SAP Appliance
- **Long-term collaboration** : We thank all participants that collaborated in our RFP and – as clearly expressed in our RFP : We do not advise on hardware. On the contrary : we strive to bring together the right expertise on all levels & partners to match a challenging project !
- **Training / coaching / knowledge transfer** : Ensure – within our expertise & expectations – we grab the value

# Project implementation

## Selection, installation & implementation targets





# Project implementation

## RFP : Vendor selection & evaluation



We pre-selected 6 hardware vendors and an implementation partner with the help of SAP

VENDOR	CONFIRMATION PARTICIPATION	F2F MEETING(S)	PARTNERSHIP INTEREST	EXPERTISE EVALUATION	HARDWARE / SW EVALUATION	1 <sup>ST</sup> ROUND	2 <sup>ND</sup> ROUND	FINAL
	X	X	X	--	+			
Hewlett Packard Enterprise	X	X	X	++	++	X	X	
	X	X	X	++	++	X	X	
	X	X	X	+	+++	X		
	X							
	X	(X)	X	-	-	X		

# Project implementation

## Hardware selection (1/2) : Appliance or TDI ?



### APPLIANCE

### TDI

Customer receives

SAP HANA appliance on  
SAP validated infrastructure

Networking, storage and other components  
are to be integrated into the customer  
environment

Installation and  
validation

All required software including operating  
system, firmware updates, storage software is  
pre-loaded and pre-configured

Needs to be consultatively discussed  
between the customer and the vendor –  
Custom Installation

Performance metrics  
or KPIs

Meet performance metrics with  
SAP HANA appliance certification

Met via an onsite certification executed  
collaboratively between the customer and the  
integrator; less stringent KPIs

Ongoing Support

Full solution level support throughout the  
lifecycle, including patches/updates

Component level support (including firmware and  
patches). Customer responsibility

# Project implementation

## Hardware selection (2/2) : sizing for growth



### HPE ConvergedSystem 500 for SAP HANA – Scale-up and Scale-out

- Innovative: Built on the next generation Intel® Xeon® E7 Haswell Processor
- Right sized for you: Start as small as 128 GB, and grow up to 3 TB<sup>2</sup>
- Reliability: High availability and data protection<sup>3</sup>



### HPE ConvergedSystem 900 for SAP HANA – Scale-up

- Innovative: Built on the next generation Intel® Xeon® E7 Haswell Processor
- Bigger business applications: Large, demanding, complex SAP landscapes
- Unmatched scalability: Highly flexible scale-up system for SoH and S/4HANA from 0.5 TB to 12 TB
- Reliability: Mission-critical high availability and data protection<sup>3</sup>

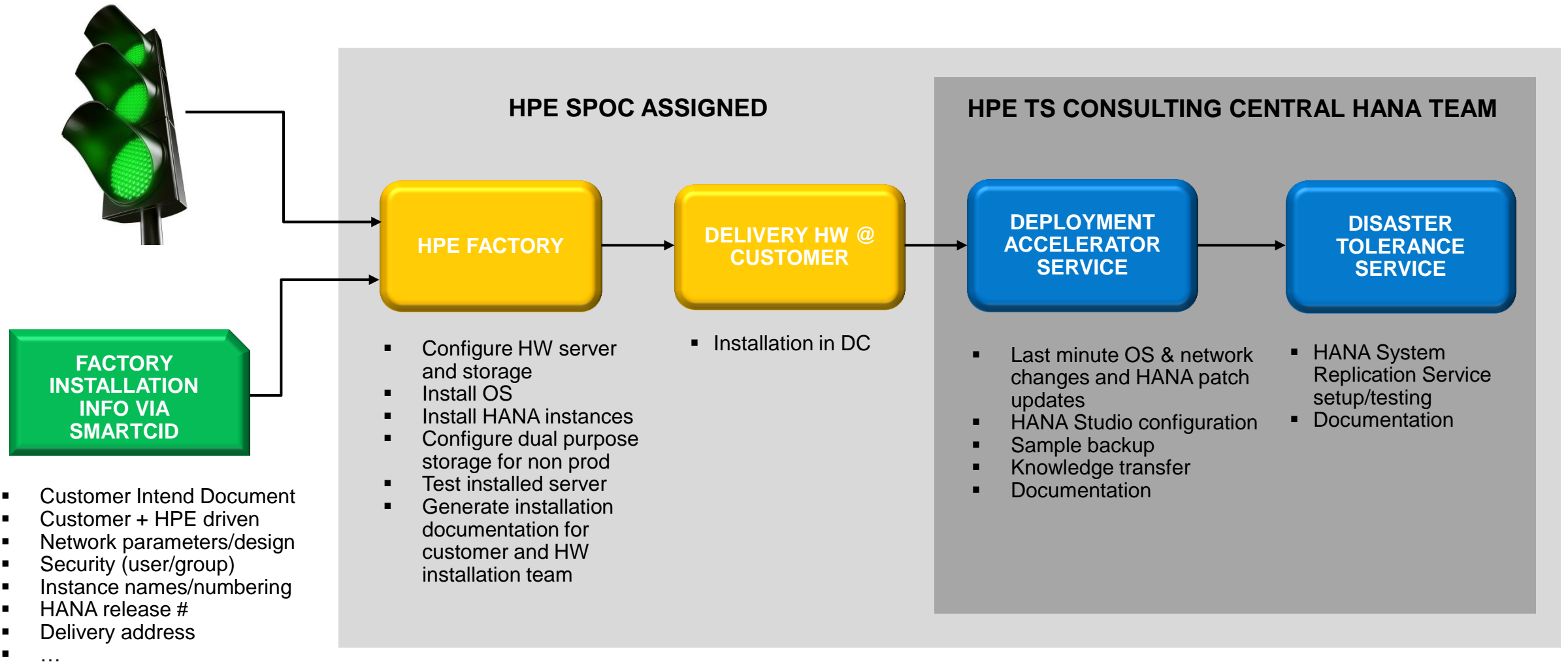
Start “small” with capabilities to grow + Appliance !

<sup>2</sup>Larger systems may be available at HPE and SAP’s discretion

<sup>3</sup>HPE Serviceguard is available on the HPE ConvergedSystem 500 for SAP HANA Scale-up Appliance, HPE ConvergedSystem 500 for SAP HANA Scale-out Appliance (up to a maximum of 16 productive nodes), and HPE ConvergedSystem 900 for SAP HANA Scale-up Appliance with Intel Xeon E7 v3 (Haswell)

# Project implementation

## Appliance delivery flow



# Project implementation

## Our project team



### Remember partnerships ?!

#### SOFTWARE

- Special expertise
- Support



#### SAP BASIS

- Installation & upgrades
- Technical advisory



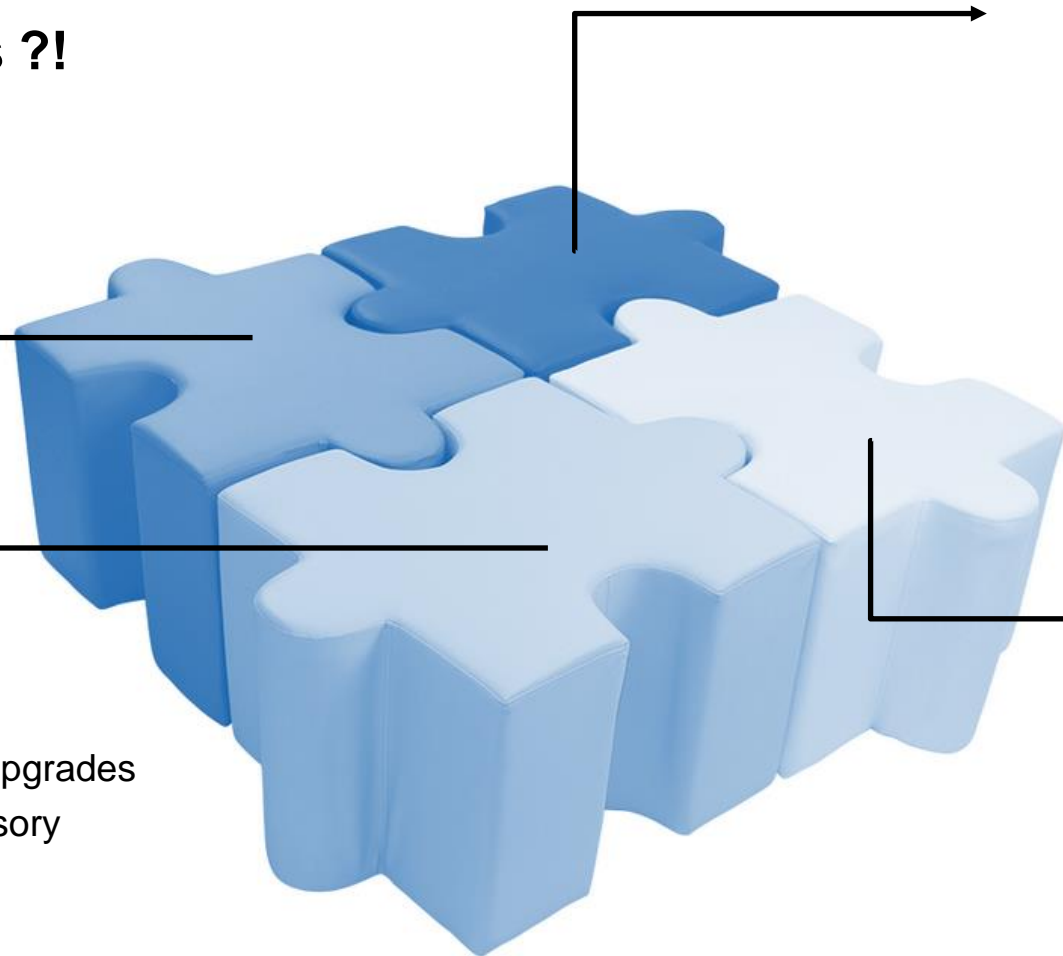
#### INFRASTRUCTURE

- HANA OS/DB
- Hardware
- Network / Security



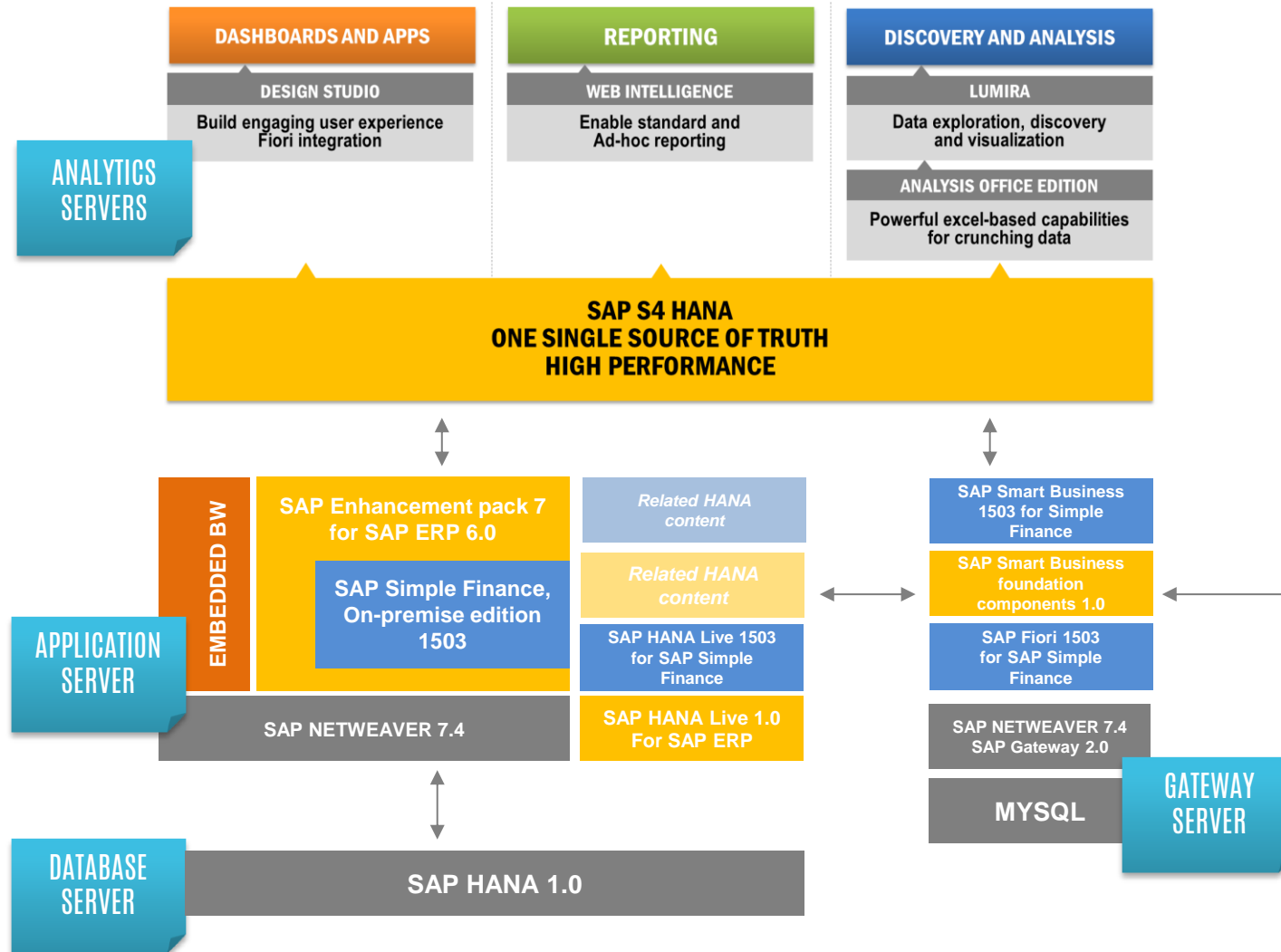
#### ADVISORY & IMPLEMENTATION

- Project management
- Customizing & Developments
- Interfaces



# Project implementation

## Our new landscape



**In the meantime...**

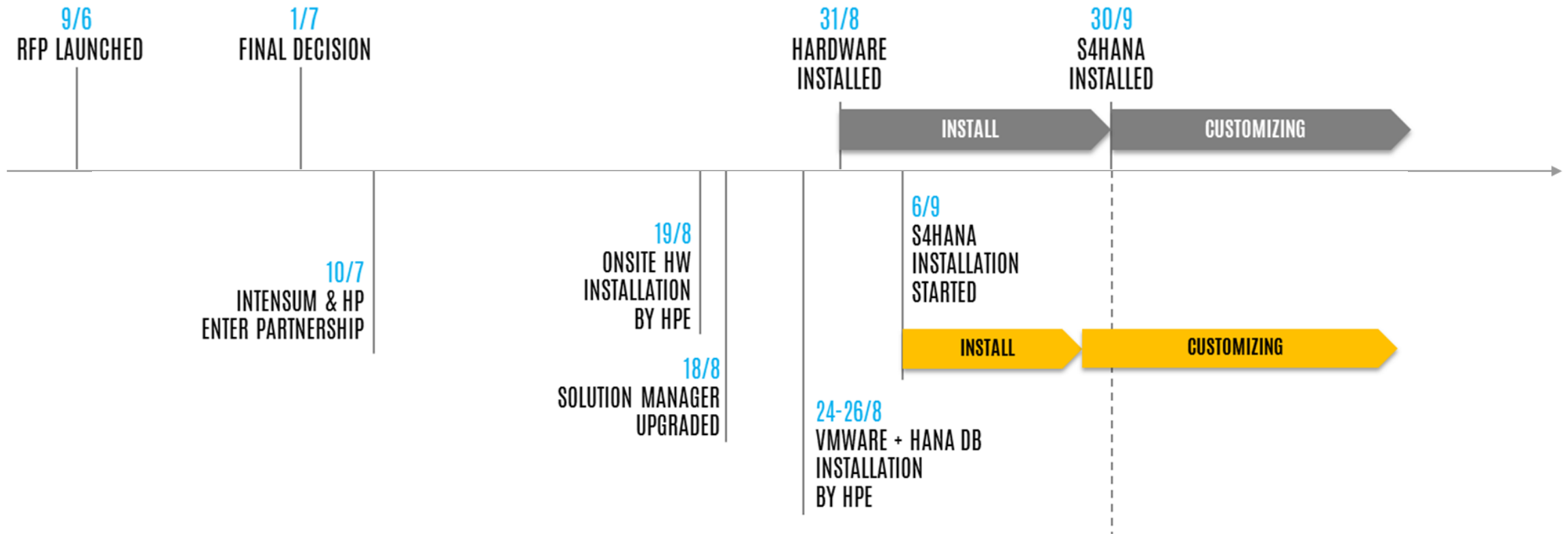
- BO Suite upgraded (BI 4.1 SP7 + Lumira Add-on 1.30)
- BW modeling tools & HANA studio exploration + HANA Live browser
- Embedded BPC
- HANA view packages
- Embedded search
- Custom Fiori/UI5 apps & fact sheets



S4HANA 2.0 = S4HANA 1503  
SIMPLE FINANCE SPS 1508  
NETWEAVER 7.40 SP12

# Project implementation

Selection, installation & implementation in record time



# Lessons learned

Feedback from an ongoing journey : a true game changer !



START FROM KPI'S TO HIGH LEVEL BREAKDOWNS > TO DETAIL CASH POSITION & FORECASTING > TO TRANSACTIONAL DATA > ...

SAP Cash Position Details

Standard \* 12-Month R Liquidity Item View

Show Filter Bar Filters (2) Go

Show All Data Show Delta Data

Liquidity Item Name	K...	Overdue	Tue, Aug 4, 2015	Wed, Aug 5, 2015	Thu, Aug 6, 2015	Fri, Aug 7, 2015	Sat, Aug 8, 2015	Sun, Aug 9, 2015	Mon, Aug 10, 2015	Late
Bank Acct Currency: AED		0,00 AED	0,00 AED	0,00 AED	0,00 AED	0,00 AED	0,00 AED	0,00 AED	0,00 AED	
Bank Acct Currency: CAD		0,00 CAD	0,00 CAD	0,00 CAD	0,00 CAD	0,00 CAD	0,00 CAD	0,00 CAD	0,00 CAD	
Bank Acct Currency: CNY		-600,00 CNY	200,00 CNY	200,00 CNY	200,00 CNY	200,00 CNY	200,00 CNY	200,00 CNY	200,00 CNY	
Bank Acct Currency: EUR										
Company Code: 0001 - SAP A.G.		1.099.507,09 EUR	-2.667.762,30 EUR	-2.524.309,54 EUR	-4.540.219,87 EUR	-5.983.586,10 EUR	-5.983.586,10 EUR	-5.983.586,10 EUR	-5.896.727,41 EUR	
Company Code: DE01 - Country Template DE		0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	
Company Code: F001 - Tools Inc. Europe										
Bank Account: 092303701										
		0,00 EUR	8.113,50 EUR	8.113,50 EUR	5.565,50 EUR	-434,50 EUR	1.945,50 EUR	1.945,50 EUR	1.945,50 EUR	
		15.012,44 EUR	0,00 EUR	0,00 EUR	0,00 EUR	2.380,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	973
Receivables: Increase/Decrease	←	100,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	
Sales of Goods	←	88,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	
Receivables: Increase/Decrease	→	-22.222,20 EUR	0,00 EUR	-2.548,00 EUR	-6.000,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	
Trade payables	→	-163.738,20 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	
		-170.859,96 EUR	8.113,50 EUR	5.565,50 EUR	-434,50 EUR	1.945,50 EUR	1.945,50 EUR	1.945,50 EUR	1.945,50 EUR	973
Bank Account: 19850204		0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	
Bank Account: 201508040001		0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	0,00 EUR	
Bank Account: 777777777		-8.044.550,82 EUR	10.000,00 EUR	10.000,00 EUR	10.000,00 EUR	10.000,00 EUR	10.000,00 EUR	10.000,00 EUR	10.000,00 EUR	
Bank Account: 91203000		39.431,63 EUR	100.004.143,00 EUR	100.004.143,00 EUR	100.019.155,00 EUR	100.017.865,00 EUR	100.017.865,00 EUR	100.017.865,00 EUR	100.016.754,00 EUR	
		-8.175.979,15 EUR	100.022.256,50 EUR	100.019.708,50 EUR	100.028.720,50 EUR	100.029.810,50 EUR	100.029.810,50 EUR	100.029.810,50 EUR	100.028.699,50 EUR	973

Actual Forecasted

Variance

GBP 0,00

EUR 30.344.365,00

USD -31.080.883,89



# Lessons learned

## Feedback from an ongoing journey : 4 P's revisited



### Preparation (planning)

- Build your own business case based on actual & (potential) **future** scope
  - POC ?!
  - Rent a HANA Appliance
- Migration to S/4 HANA = EHP + IT upgrade + serious testing plan
  - Bug fixing
- New features don't work necessarily as expected
  - **Nothing is as simple as it seems !**
- Competencies / skills
- Data cleansing

### Projection (future)

- Plan ahead in terms of **sizing**, features and **integration**
  - Hardware upgrades
  - Foresee regular functional & technical upgrades
- Engage your internal team for a long-term journey
  - Training plan
  - Exploration
  - Business & processes
- Check **availability** development tools, new features and industry solutions

### Partners (collaboration)

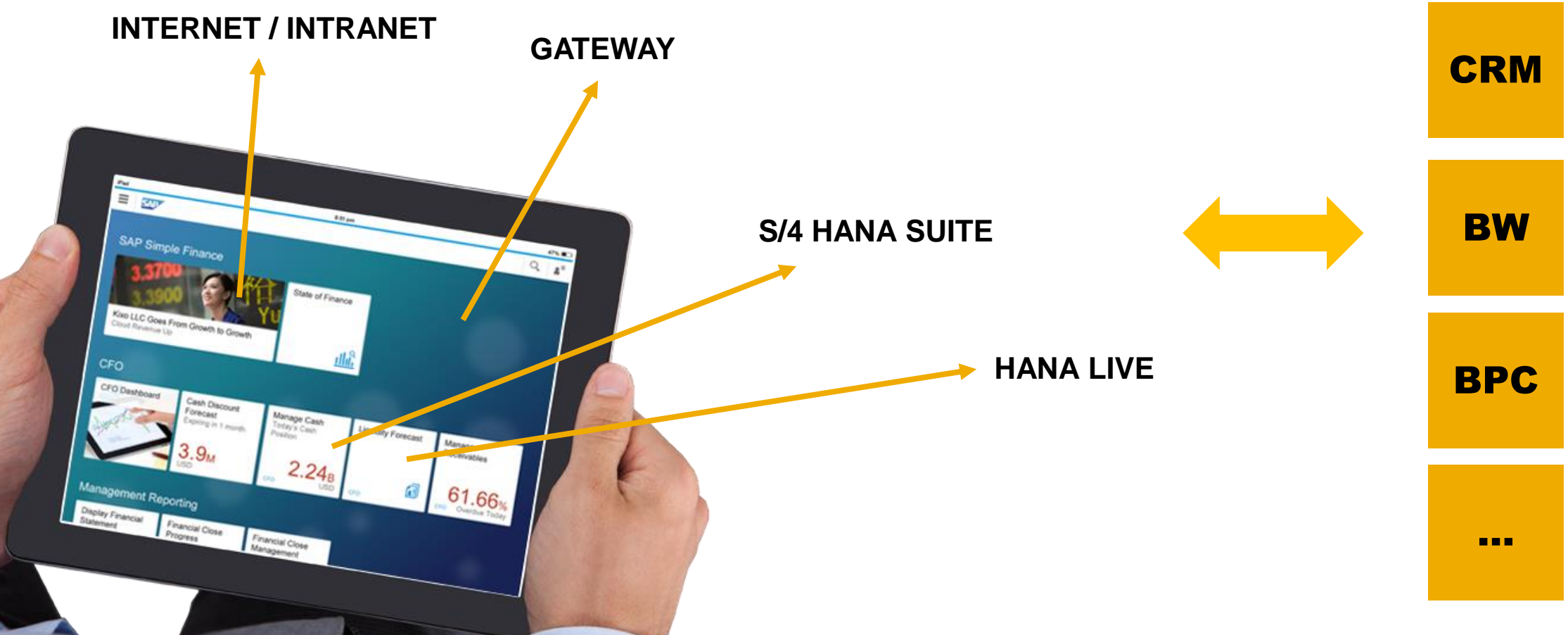
- Create **ecosystem** of expertise
  - SAP experts
  - Infrastructure partner(s)
  - Basis people
  - Functional expertise
- Certification ≠ Experience
- Migration ≠ Innovation
  - **Challenge your partners** in the new features, integration capabilities

### Pricing (cost)

- Deployment options
  - On-premise <> cloud
  - TDI <> Appliance
  - Virtualization
  - Sandbox vs Production
- **Infrastructure & location**
- Sizing
- Upgrades
- Competence development
- **Long-term vision**
- **Focus**

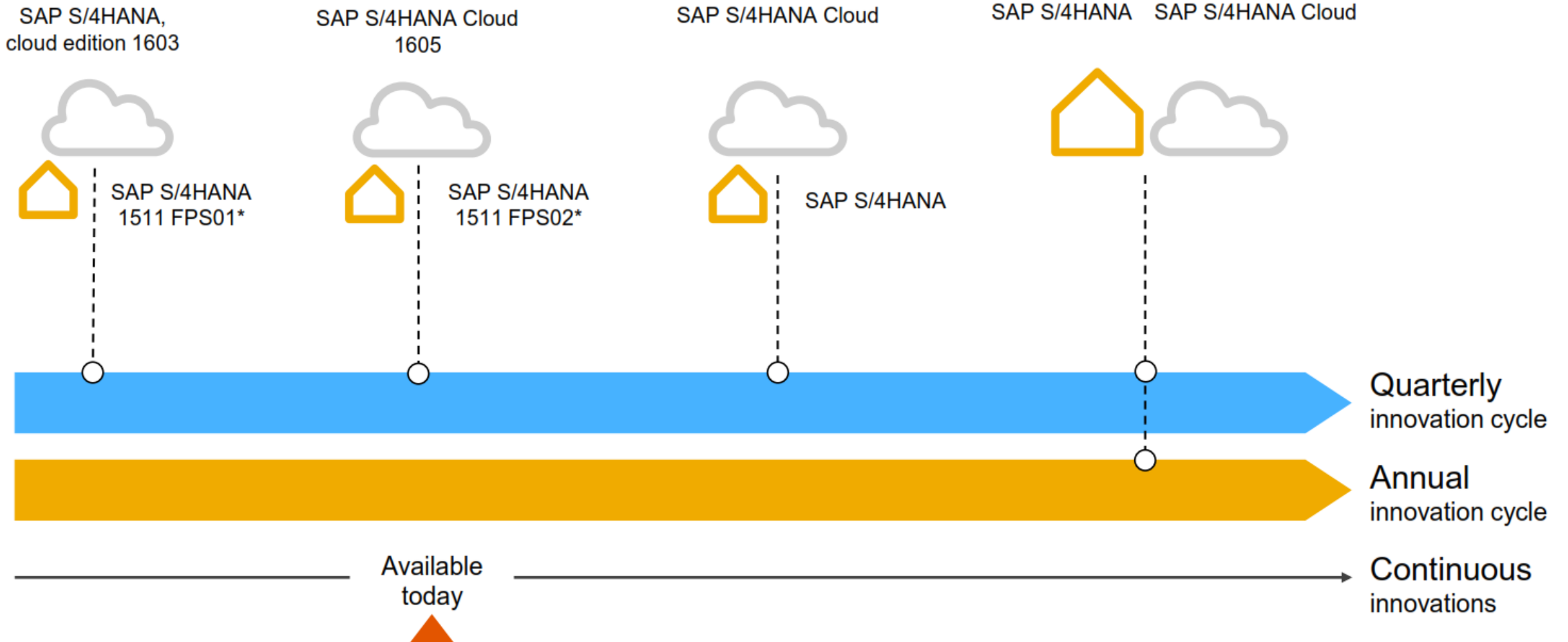
# Lessons learned

The 5<sup>th</sup> P : Proximity, a forgotten element !



# Next step(s)

## Upgrade + datacenter migration



thank you!



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