



The winning strategy for growth Ensure a Stable & Predictable Environment

Frederic Robin, TekLink International, Inc.

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- ❑ SAP Product Roadmap
- ❑ Complex Release management
- ❑ Flexibility to adapt to changed conditions
- ❑ Challenge of Total Cost of Ownership (TCO)
- ❑ Four Levels of Landscape Strategy
- ❑ Determining your System Landscape

In 2007, Delivery of business process platform–based SAP ERP

Service-enabled SAP Business Suite on SAP NetWeaver 7.0 was delivered, along with technical innovation through SAP NetWeaver Composition Environment (CE) 7.10, SAP NetWeaver Process Integration (PI) 7.10 and Enterprise Services Repository (ES Repository).

In 2008, Synchronization of SAP Business Suite applications

SAP Business Suite moves to synchronized release timing and will adopt the same strategy as SAP ERP with a stable core and **accelerated innovation through enhancement packages**. This will help customers to adopt new functionality and enterprise services on top of a stable core in a non disruptive way.

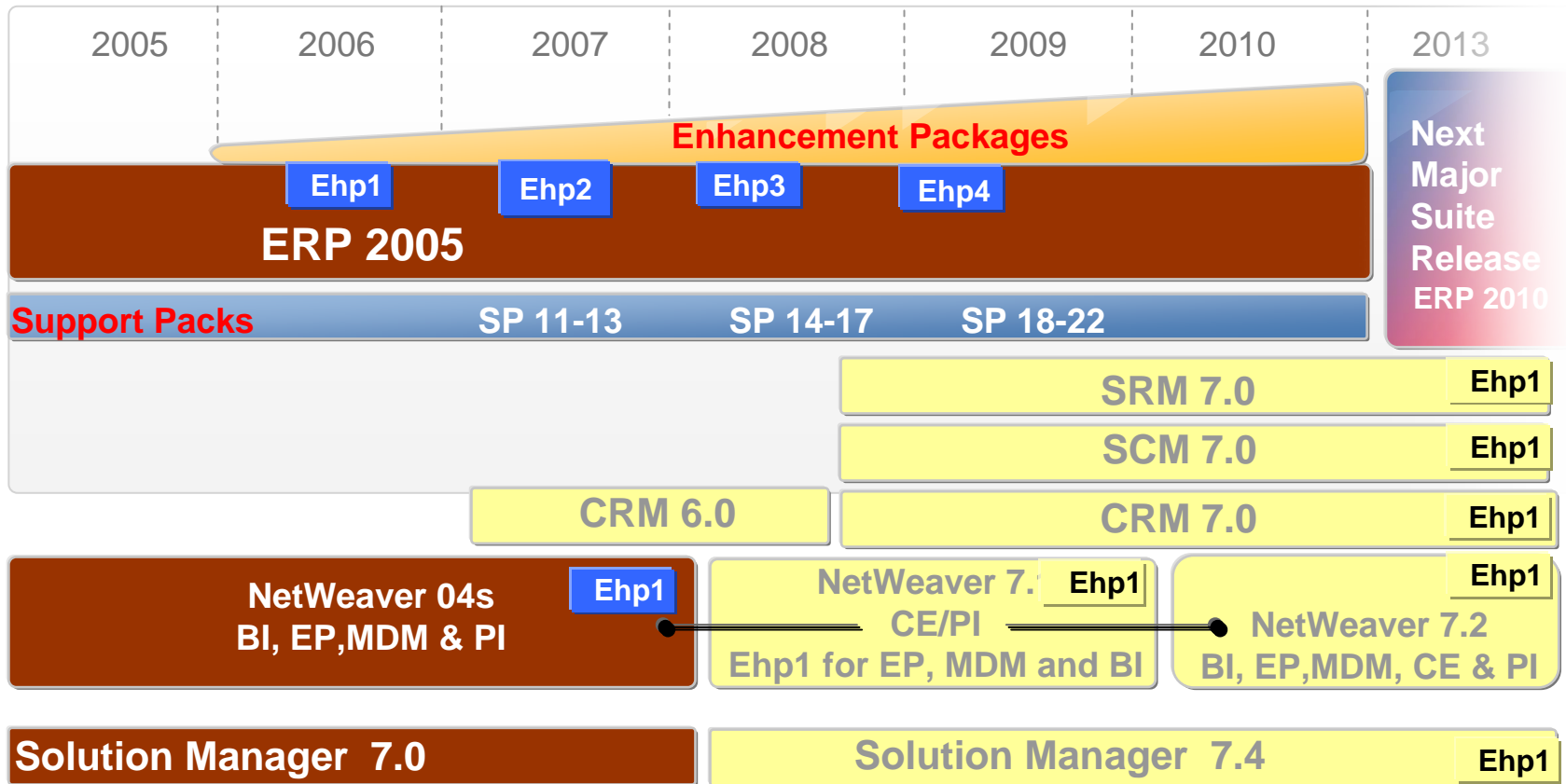
- ❑ SAP NetWeaver Process Integration 7.1 provides a platform to realize a SOA landscape. Using PI 7.1, customer can leverage Enterprise services provided by SAP and also enable their existing investments in third party and legacy applications as services.
- ❑ SAP NetWeaver Composition Environment which provided a rich set of modeling tools for customers to build agile and flexible applications by consuming the services.
- ❑ SAP Business Suite 7.0 core applications (including SAP ERP 6.0) based on SAP NetWeaver 7.01, adhering to a common release strategy, “harmonized” and oriented towards integrated end-to-end processes across application.
- ❑ Enhancement package strategy to support SAP NetWeaver 7.0 and 7.1.
- ❑ SAP Solution Manager 7.04 on SAP NetWeaver 7.01 as the default application and lifecycle management solution enabling service and support business and business operations, as well as lifecycle processes and technical operations.

From 2009 onwards, *Enterprise SOA–based innovation of SAP Business Suite*

SAP will continue to deliver continuous innovation via enhancement packages and composite applications for SAP Business Suite. Enhancement packages allow customers to take advantage of SAP innovations in a modular fashion and minimize disruption to operational systems. Enhancement packages can include new functionality, industry-specific enhancements, and enterprise services

- ❑ Deliver innovation via synchronized enhancement packages for the entire ERP, and deliver process extensions based on Application Platform. (Ex: Talent Management, Pension, Travel Management)
- ❑ SAP will deliver the next unified shipment of the SAP NetWeaver 7.2 platform for Ramp up in the last quarter of 2009. It includes the Composition Environment and contains the next version of the **Business Intelligence (BI), Business Intelligence Accelerator (BIA) and Portal capabilities.**
- ❑ **Enhancement packages-based synchronized release strategy for the SAP Business Suite, not only for SAP ERP.**
- ❑ Leverage SAP Business Objects for embedded analytics in SAP Business Suite.
- ❑ New functionality on Application Platform/enterprise SOA by design, based on SAP NetWeaver 7.2, interoperable with the SAP Business Suite via the side-by-side model.
- ❑ Currently SAP does not plan to deliver a new release of SAP Business Suite or SAP ERP until **at least 2013. (ERP2010)**

- ❑ SAP is in the midst of a major SOA push. This has made their release management quite complex.



- ❑ ERP 2005 remains core for the next 5 years
- ❑ Continuous stream of innovation for NetWeaver and Business Suites through enhancement packages
- ❑ As of NW SP14, Support Packs release will ONLY cover break/fix support
- ❑ SAP NetWeaver 7.01 or 7.2 as foundation to run core and industry applications of Business Suite 7.0.

... Companies are looking for ways to get even more competitive

- Harmonize to achieve more transparency and easier communication**
- Optimize business processes**
- Reduce costs through standardized processes**
- Make optimal use of existing systems**

Optimization of existing IT landscapes

- Reduction of Total Cost of Ownership (TCO)
- Flexibility to adapt to changed conditions
- Smooth continuous improvement and development



- Lower operating costs (e. g. for administration, upgrades, interfaces)
- Get rid of redundancies
- Improve integration of applications and systems
- Increase efficiency of existing systems
- Consolidate heterogeneous, distributed systems
- Increase transparency and improve communication by harmonizing structures and processes

- **High TCO is a key pain point. Several main drivers:**
 - Landscape heterogeneity and complexity
 - Lack of supportability → high cost to analyze and fix errors
 - Capability specific drivers (BI, Portal, Process Integration, MDM, LM)
 - Non product related TCO drivers

- **Distribution of cost along TCO model varies greatly, according to**
 - .. customer segments and IT operations model (shared service centers, outsourcing, local IT)
 - .. customer size
 - .. customer maturity (project management, SAP experience)
 - .. organization of SAP activities
 - .. SAP product maturity

- **Many customers do not have strong TCO governance in place**
 - TCO assessed by a minor percentage of customers, and mainly without external support for cost/benefits analysis.
 - Project management not good enough
 - Overall IT governance not good enough
 - Over-sizing (→ partner and SAP recommendations, lower usage than expected, saving potential up to 25%)
 - Too high cost for problem / incident management (due to too little pro-active monitoring & management)

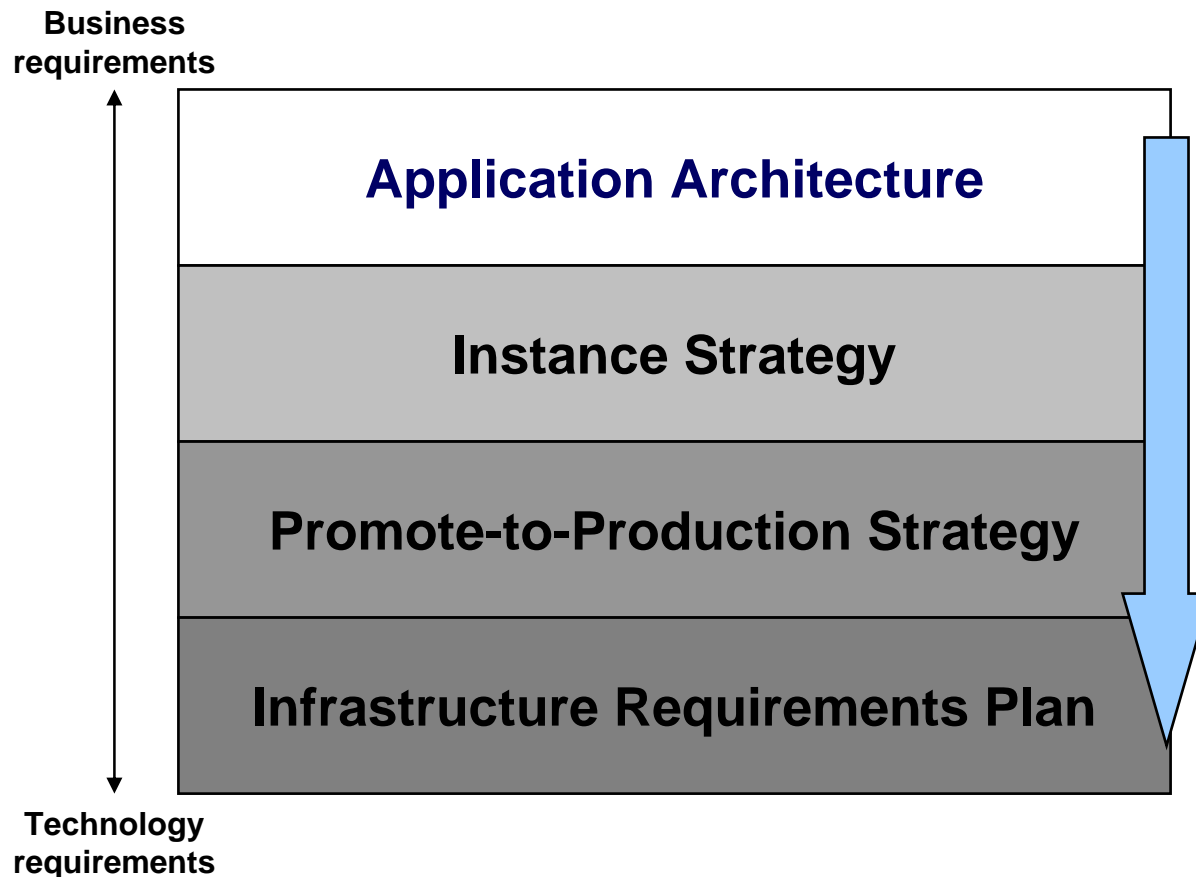
- **The complexity of the technical infrastructure of SAP solutions has exploded in the past 5 years.**
 - Key change: Solution suites instead of individual products.
 - Old days: Single product (R/3), single install process.
 - Now: Dozens of SAP solutions, each with dozens of installation configurations
- **“System landscape” refers to a broad range of technical/Basis challenges, requiring different sets of skills.**
 - Generally, the issues discussed here are related to planning the technical infrastructure, not building it.
- **No standard terminology used between SAP & customers**
 - Examples
 - “System landscape planning”
 - “Instance strategy”, “Client/system strategy”
 - The customer’s own terminology may confuse the issue

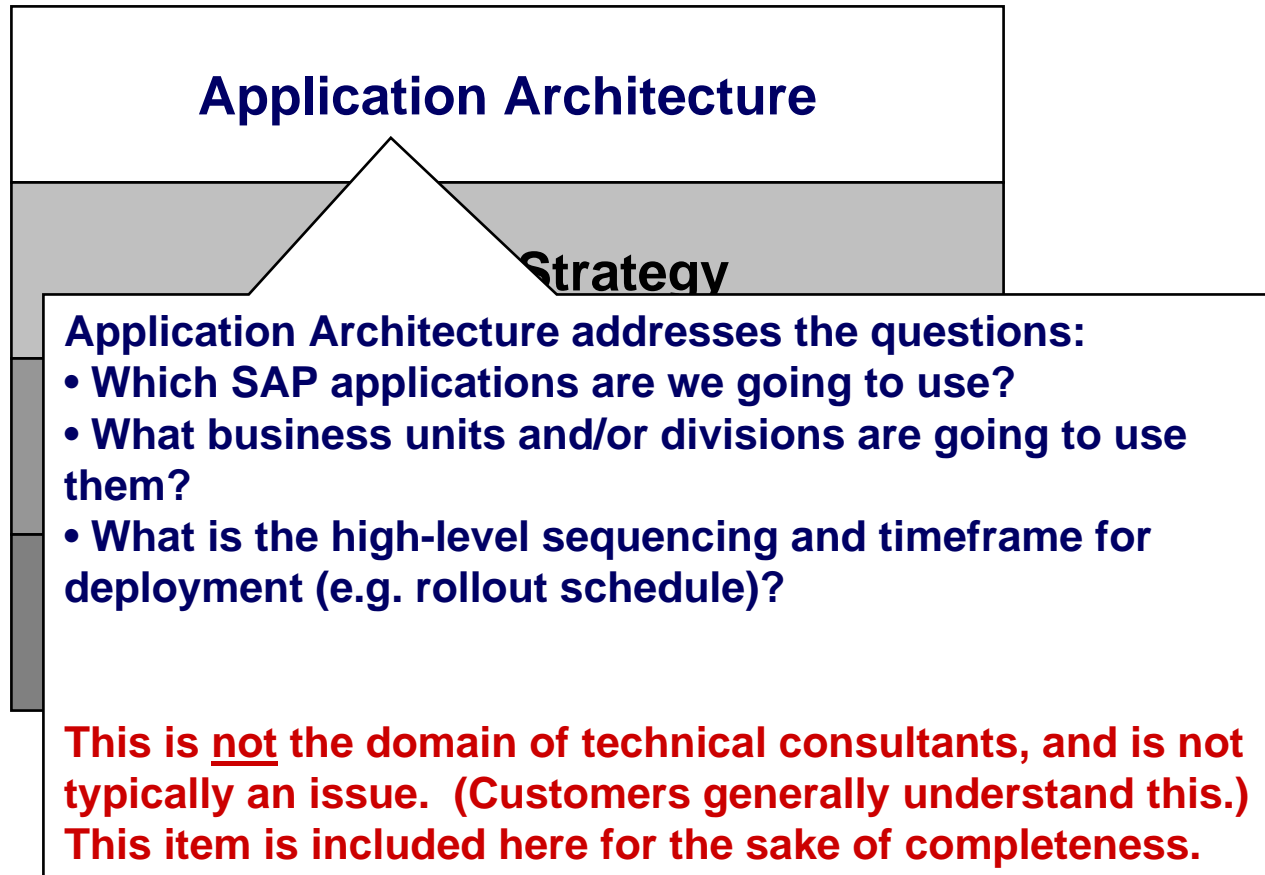
Project/ Functionality	SAP Solution/version options	SAP software components		
		component	reqd/opt	notes
TPM	SAP for Consumer Products, Business Scenario "SAP Trade Promotion Management", mySAP Business Suite 2005	CRM Server 5.0	reqd	
		NetWeaver 2004s Usage Type EP	opt	a/k/a EP in NetWeaver 2004s (7.0)
		BP for CRM 5.0	opt	Business Package for NetWeaver Portal
		TREX (SAP CRM 5.0)	opt	
		SAP ECC 6.0 (mySAP ERP 2005)	reqd	Need to determine if this is a hard requirement, or if ECC 5.0 can be used.
		NetWeaver 2004s Usage Type BI	reqd	a/k/a BW in NetWeaver 2004s (BI 7.0)
		SCM Server 4.1	opt	
xRPM	mySAP Project and Portfolio Management using cProject Suite 4.00 and SAP xRPM 4.00,	NetWeaver 2004s WebAS ABAP/Java	reqd	Standalone WebAS 7.0 with ABAP + Java stacks
		CPRXRPM	reqd	ABAP add-on
		CPRXRPM_UI	reqd	Java add-on
		BI Content 7.0.2	opt	add-on to BI 7.0, required only if using BI
		R/3 4.6C/4.7/5.0/6.0	reqd	
		ITS 6.20	reqd	
		NetWeaver 2004s usage type EP	reqd	a/k/a EP in NetWeaver 2004s (7.0)
BP for PPM and Design Collaboration	opt	Business Package for NetWeaver Portal		

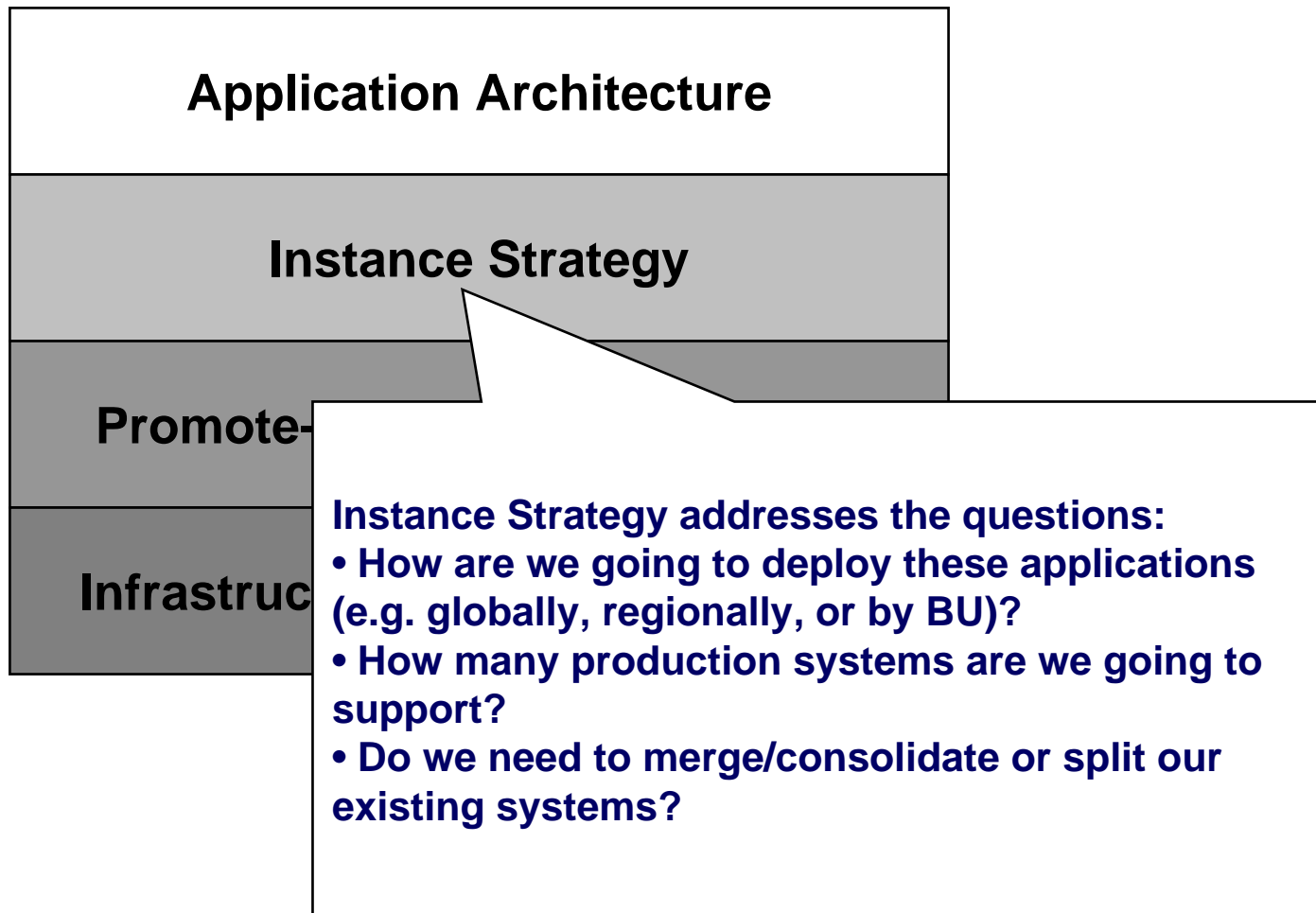


Oh, the humanity!

In the broadest definition of the term, there are four levels of SAP “landscape strategy”. These levels are generally—but not always—resolved in a top-down manner, because the outputs of the higher-ordered levels are inputs to the levels below them.

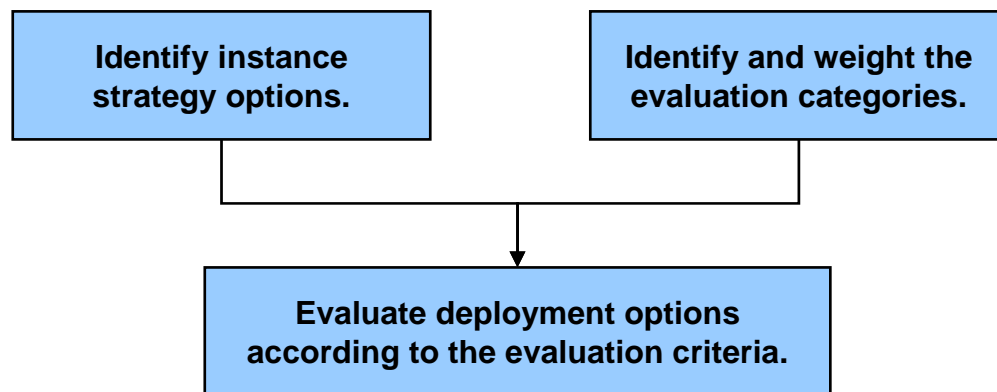






- Key points:
 - Instance strategy is not primarily a technical exercise!
 - Involves assessing the tradeoffs between business drivers, cost/benefit assumptions, and technology constraints.
 - Technical consultants have historically taken the lead on these engagements.
 - A definition of a landscape strategy must be drive by business key decision and functionality needs rather than from a technical point of view.

- **General approach:**



- **Example**

- Customer wants to implement mySAP PLM
 - Specifically Recipe Management, EH&S, and Document Management
- Instance Strategy options:
 - Leave PLM part of the existing ERP system (the functionality is largely delivered as part of ECC)
 - Create a separate, stand-alone PLM system.
- Primary evaluation categories:
 - Flexibility of project scheduling.
 - Effort of maintaining common configuration.
 - Separation of upgrade & Support Package requirements.
 - Separation of high availability requirements.
- Conclusion: Implement PLM as a separate instance.

- **Confirmation of the scope, timing, and expectations is essential.**
- **At one end of the spectrum, an instance strategy decision could be completed in 1-2 days.**
 - Evaluation of instance strategy options, outline pros/cons of each, come to a consensus on the right approach.
 - Most senior/Platinum Basis consultants should be able to do this.
 - Many customer requests can be satisfied with this approach.
- **At the other end of the spectrum, a full-blown instance strategy evaluation could take 2-3 weeks.**
 - Detailed assessment involving numerous workshops and many participants from both Partner and the customer.

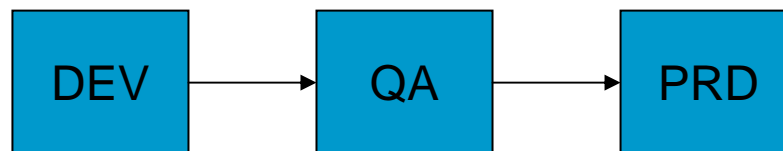
The Promote-to-Production Approach addresses the questions:

- How are we going to coordinate and support rollouts or parallel projects?
- What development & testing systems are required to support each production system?
- What are the procedures and policies to support the introduction and transport of changes to the production systems?

Promote-to-Production Strategy

Infrastructure Requirements Plan

- Key points:
 - a/k/a “Transport Strategy”, “CTS Strategy”, “client strategy”
 - Assumes that the instance strategy is already established (or is a non-issue)
 - Involves determining requirements for non-production systems in a promote-to-production path.
 - Development systems, testing/QA systems, training systems, etc.
 - Represented in its most basic form as the classical “three-system landscape” shown below.
 - Policies & procedures for management of transport requests supporting a single rollout or phased rollouts
 - Perhaps 75% of a promote-to-production strategy lies in the procedures.
 - Includes determination of the *clients* required within the systems in a landscape (usually, the Development & QA systems).

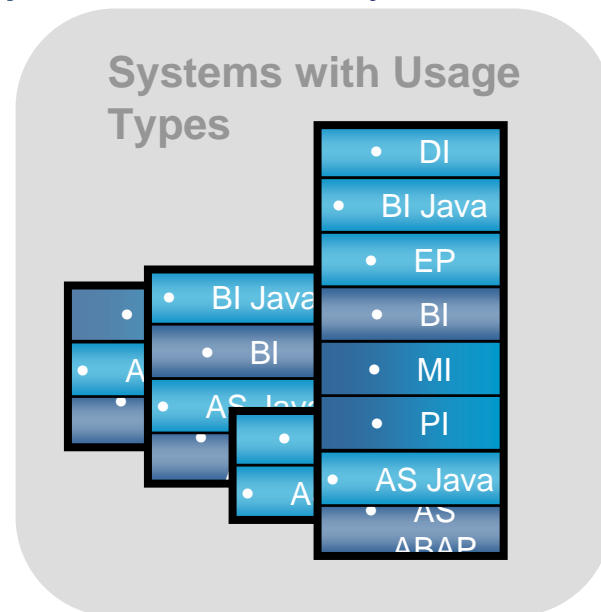


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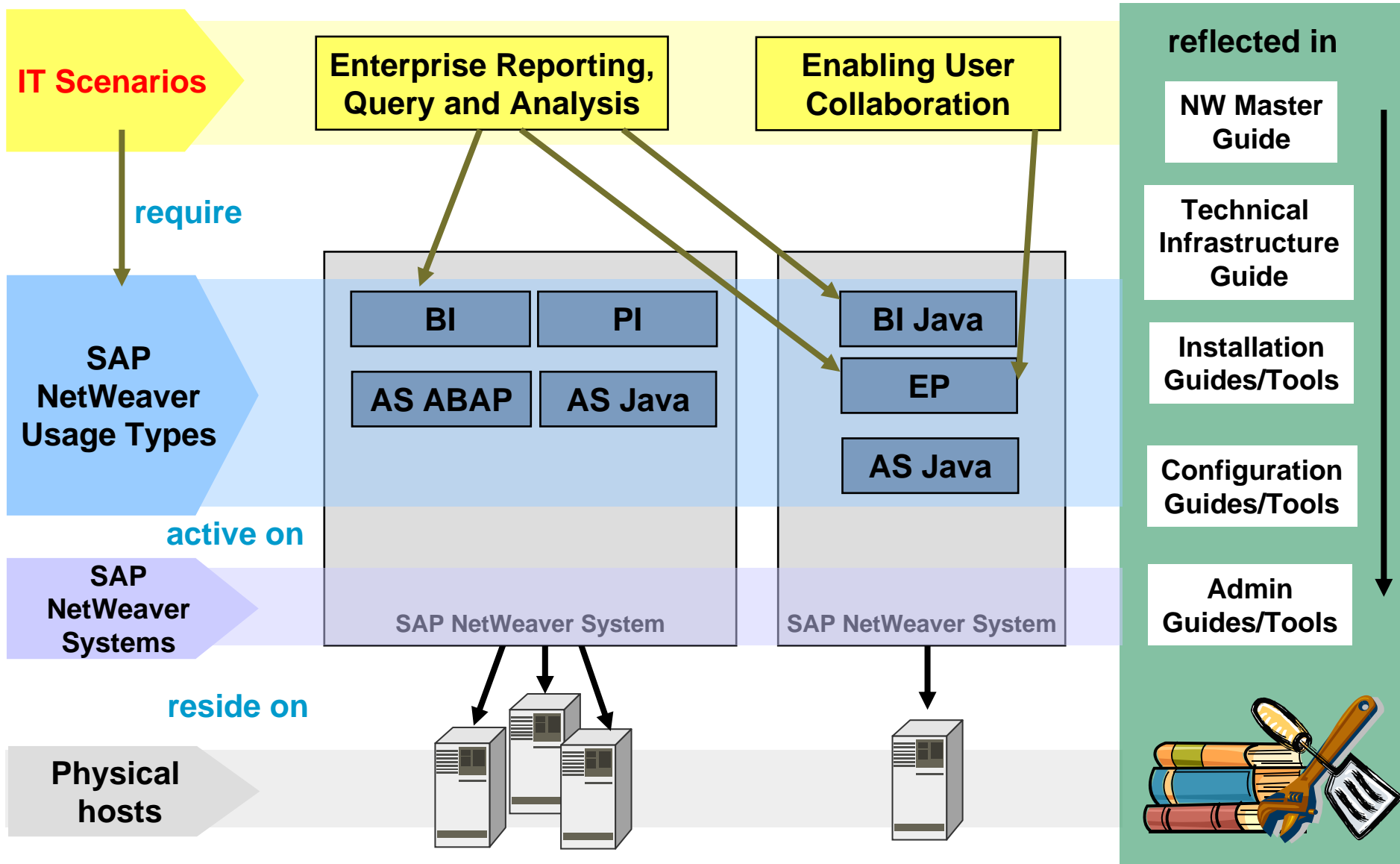
- **What are the server requirements of the proposed solution (including timing)?**
- **What are the OS/DB version requirements?**
- **Which software components should be shared or co-located, so as to optimize the technical landscape?**

Infrastructure Requirements Plan

- The system implementation of IT Scenarios is performed by installing specific groupings of the building blocks of SAP NetWeaver on systems within the landscape
- These building blocks are systems with *Usage Types*, *Standalone Engines*, and *Clients*
- There are also *shared services in central systems* that may be used only once in your landscape
 - Potential candidates:
 - Support Infrastructure
 - SAP Solution Manager
 - Solution Manager Diagnostics
 - SAP NetWeaver Administrator
 - SAP System Landscape Directory (SLD)
 - Adaptive Computing Controller



- **There are a lot of factors and limitations to consider when sharing Usage Types – the following slides give an overview**
 - How you judge the different aspects will depend on your requirements. What is a drawback for one customer may be an advantage for another customer.
 - **No general guideline can be given, as this relies heavily on your requirements.**
 - As a result, it is mandatory to plan your system landscape well in advance according to your current and possible future requirements
 - We recommend that you perform this task together with a technical consultant



▪ Note: Simplified representation of systems and required usage types

THANK YOU FOR YOUR
ATTENTION !

QUESTIONS – SUGGESTIONS – DISCUSSION