

Discover the right path to SAP HANA with Capgemini's Strategic Value Assessment



It's no secret that SAP HANA allows users to analyze large data volumes in memory and in real time at never-before-seen speeds. SAP HANA is widely recognized as a game-changing technology that enables businesses to ask any question, on any subject, at any time, and get answers within sub-seconds.

New Technology, New Challenges

We know what SAP HANA can do, but what's less talked about is how to effectively implement SAP HANA to drive true business value. When you adopt SAP HANA it will form the underpinning not only to SAP Business Information (BI), but to all SAP systems. This is a significant change, and adoption of SAP HANA may seem like a daunting task for some organizations, raising questions such as:

- How can my organization separate the hype from the reality?
- What are the potential business cases for SAP HANA?
- What is the overall associated ROI that will justify the investment?
- How can we determine if and when our company will be ready to make the move to SAP HANA?
- Can critical transaction processing systems really run on in-memory storage effectively?
- What is the cost of the memory-enabled solution?

Capgemini has the answers to these questions. We provide a clear perspective on SAP HANA and collaborate with you to determine an adoption strategy to achieve business value. With our Strategic Value Assessment offering, Capgemini helps you define the road ahead with SAP HANA. We will review your current solution landscape, discuss your desired end state, work to understand your particular business challenges, and determine how SAP HANA applies to your organization.

Strategy for Success

Our Strategic Value Assessment provides an understandable picture of the impact of SAP HANA on in-flight programs, current tools, as well as people and processes. Our approach allows you to accelerate your decision and possible implementation as well as improve decision-making and strategic execution.

It includes an SAP HANA for ERP assessment to determine how SAP HANA will impact your core transactional systems as well as an SAP HANA for Business Analytics assessment to uncover opportunities for SAP HANA-enabled Business Intelligence. Our assessment will allow you not only to better understand how different implementations of SAP HANA fit within your plans, but also how to best prepare for and take advantage of its capabilities. This assessment can be followed by a separate Proof of Concept effort using either the Capgemini-hosted solution or one of your own systems.

Our team will interview and discuss the project with key stakeholders in your organization and will leverage any current work to-date and objectively assess where you are compared to best and pragmatic practices. We will also provide an unbiased assessment of the applicability of SAP HANA to your organization and your specific needs.

A Comprehensive Approach

Our Strategic Value Assessment for SAP HANA examines your business, SAP ERP, and BI initiatives along the following dimensions:

- Enterprise-wide Strategic Business Direction
- Upcoming projects and
- alignment to strategic business goals
- Business Unit landscape
- Review proposed architecture
 - Information model data flows
 - Data model flows
 - Technology SWOT analysis (Strengths, Weaknesses, Opportunities, and Threats)
- Architecture/Information needs and modeling
- Potential solution gaps/risks/risk mitigation/roadblocks

Key Assessment Tracks

The assessment is broken down into two main work streams: the Business Impact track and the IT Viability track.

Business Impact Track *During this phase, we determine the overall needs of the business in order to start to form our vision for the solution.*



A management consultant conducts a series of workshops with executive sponsors, key stakeholders, management teams, business ‘power’ users, and end users. With the knowledge gained from these workshops, we define the critical components for breakout sessions as well as common questions for highly-focused deliverables.

We review areas critical to operations including: Cost of Goods Sold, Days Sales Outstanding, Global Spend, Manufacturing Process Impact on Deliverables, Sales Forecasting, Revenue Recognition, Headcount Planning, Work Center Capacity Management, and Inventory Management.

IT Viability Track *This phase is directed at determining a high-level future state vision inclusive of To-Be processes and implementation phases.*

A technical consultant conducts a series of workshops with IT stakeholders, potential project teams, and support personnel. We determine what SAP HANA solutions are available, taking into account the fit with existing applications, the stability and maturity of the offerings, and the cost and risk of implementation.

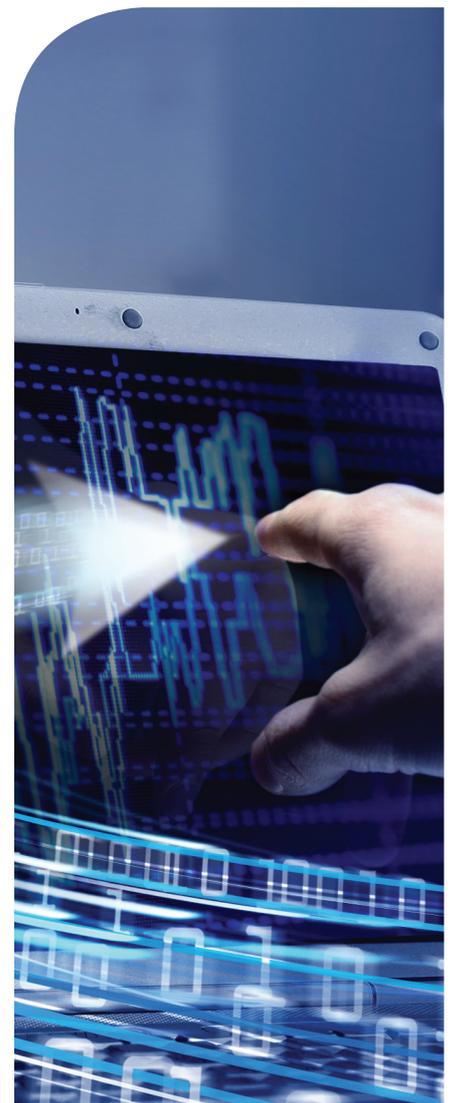
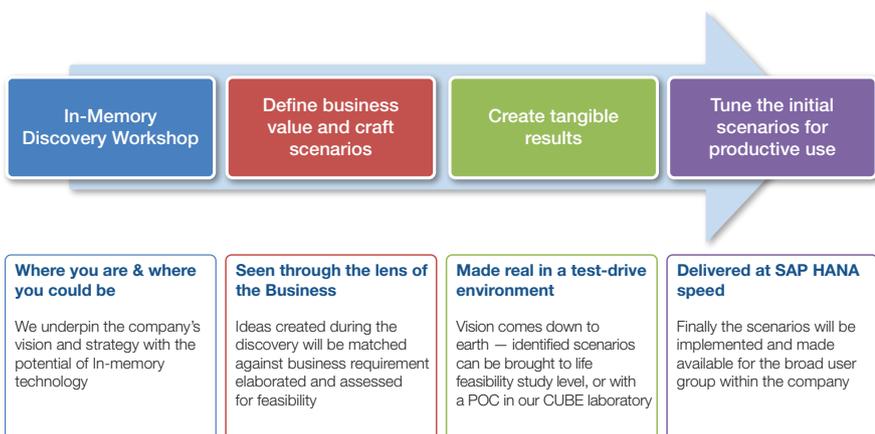
We also look at the functional fit to business requirements as well as the cost and effort of maintenance and the ability to provide data integrity. We review best practices for implementation and delivery of the solution as well as business needs and alternative technology solutions that meet or exceed these needs and make recommendations on standardized tools.

Options and Recommendations

After the assessment, we will provide you with a report of the options available to you as well as recommendations based on your unique requirements. For example:

- Strategic SWOT alternatives on available options
- Actionable solution scope and requirements
- SAP HANA Roadmap for the next 12-36 months
- Strategic direction for BI or ERP powered by SAP HANA – including approach, program and iteration phases
- Global Standards and Process recommendations
- Prioritized strategic SAP HANA recommendations, ranked by impact to the business

Figure 1: Capgemini’s Intelligent Enterprise Approach



- Risk Register along with identified risks, impact potential and mitigation path
- Key design principles (business needs, information, data, technology, product)
- Resource plans
- Business case for your SAP HANA investment
- Sizing, configuration scope & licensing suggestions

Switch on the Lightning with Capgemini

Capgemini has the SAP HANA expertise to ensure that your SAP HANA implementation is the best one for your business. Capgemini was one of the first systems integrator in the world to implement Cost Based Profitability Analysis (CO-PA) powered by SAP HANA. We worked with Provimi, a world leader in animal nutrition, to make response times 300 times faster with no disruption to business as usual. With our help, Provimi now has on-the-fly visibility of their profitability and no longer has to wait for periodic snapshots.



<http://www.capgemini.com/insights-and-resources/by-video/provimi-opens-up-the-bi-box-with-sap-hana/>

We also have real-world experience with SAP HANA in multiple business scenarios across multiple industries.

This experience includes:

- SAP BW to SAP HANA migrations
- CO-PA accelerator powered by SAP HANA experience
- Energy Consumption and Smart Metering with Mobile for the Utility Industry
- A dedicated Center of Excellence with proof of concept hosting and client test drives capability
- EPM and EIM hosting on our platform
- A retail process optimization initiative using SAP HANA.

Let Capgemini pilot your journey to gain the clear competitive advantage SAP HANA offers.

For more information regarding Capgemini and SAP HANA:

<http://www.capgemini.com/services-and-solutions/technology/sap/solutions/sap-hana/>

For more information regarding Capgemini Business Information Management:

www.capgemini.com/services-and-solutions/challenges/business-information-management/overview



About Capgemini

With around 120,000 people in 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2011 global revenues of EUR 9.7 billion.

Together with its clients, Capgemini creates and delivers business and technology solutions that fit their needs and drive the results they want.

A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model

Learn more about us at
www.capgemini.com