

SAP HANA: Switch on the lightning



Switch into the fast lane

While the IT world is blogging and tweeting about the unheard-of speed and previously unthinkable business agility of the SAP HANA® platform, it's worth taking a small step back to consider how best to maximize the potential of this platform. Two things are incontrovertible; first, the 'In Memory' computing benefits offered by SAP HANA have put it firmly into the inbox of every CEO and CIO running SAP; and second, the IT Analysts are advising all SAP-centric organizations to plan for migration to SAP HANA in the next three to five years.

The reason is simple, to fail to do so risks missing out on what SAP describe as the "kernel" of their entire technology roadmap. In fact, while SAP HANA use cases started with Analytics, plans are in place to have SAP HANA underpin SAP's wider platform.

Again, the reason for that acceleration is simple: right now SAP HANA is exposing major weaknesses in traditional approaches to Analytics. Rigidity is out, agility is in as business sets new challenges for IT that include:

- Integration with online services such as sales, marketing and social media
- Data analysis from connected devices such as smart meters and remote sensors

- An ever more flexible and mobile workforce
- A response to increasing pressure on costs and headcounts
- An ability to make quicker decisions in response to changes in market conditions.

In every case, business is finding cumbersome existing platforms a constraint to change. So one part of responding to those challenges means thoroughly understanding what SAP HANA has to offer and how best to implement it in your organization.

Moving in the Right Direction

Doing what you've always done thousands of times faster has clear benefits in itself. And SAP HANA is lightning fast. The in-memory architecture, parallel processing and compression capability enable real time analytics of detailed point of sale data in record time. It's like strolling from the North to the South Pole in 30 minutes. But now that you can travel so quickly, what if the South Pole is no longer where you need to go? What if "what you've always done" needs a complete re-think?

Speed Plus Direction = Velocity

For Capgemini, SAP HANA is less about accelerating the 'As Is' and more about enabling the 'To Be'. Aimed in the right direction, it's a game-changing platform: one that can have an impact across your entire Information and Process Architecture. And the other things don't change. If your data quality is poor or data migration errors occur, then you just get the wrong answer, faster. In fact, as you move towards 'real time' decision-making, data quality becomes even more important. Capgemini can leverage its market-leading practice on Data Governance and Data Quality to help you take full advantage of this new platform.

Here, as elsewhere, getting **business value** – either by reducing the Total Cost of Ownership (TCO), re-engineering business processes around it, or accelerating the time to market – requires the right partner.

Our deep industry expertise means we land with pre-prepared SAP HANA content specific to your industry, and powerful packaged offerings.

Capgemini is one of only a handful of Systems Integrators currently delivering the SAP HANA platform in a truly industrialized way, leveraging our global workforce to provide you with the best possible service. We have four core offerings:

1. **Cost-Based Profitability Analysis Accelerator (CO-PA) Powered by SAP HANA**

One of the first applications released on SAP HANA is designed to help organizations visualize cost and profit drivers when working with massive amounts of data. Using SAP rapid-deployment solutions, those implementations can be delivered and operational in a few weeks. Capgemini was the first SI to implement the CO-PA accelerator worldwide, for Provimi, an animal nutrition company headquartered in the Netherlands. SAP HANA cut query response times by a factor of 300 with no disruption of business as usual. More importantly, it gave Provimi visibility of their profitability on the fly, rather than through periodic snapshots.

2. **SAP NetWeaver BW on SAP HANA**

Moving to the SAP NetWeaver Business Warehouse (SAP NetWeaver BW) component on SAP HANA is something approximately 15,000 SAP NetWeaver

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BW customers can benefit from right now. At Capgemini we have already done the 'Discovery' phase so we can deliver those migrations in a cost-effective secure and business-focused approach, ensuring the full value is unlocked.

The outcome is an end to overnight schedules that run into the day and impact business operations. We have built tools and accelerators in our Center of Excellence lab that enable aggressive timelines to be met. They include:

- A comprehensive **migration method** with trained resources
- A rapid **landscape assessment** methodology
- **Accelerators**, such as
 - Re-usable components on security and error handling
 - Reporting template for the migration
 - Workload estimation and planning template

The result is that we can both increase the speed and decrease the risk of your migration to SAP NetWeaver BW using SAP HANA.

3. Co-Innovation with SAP

Capgemini is constantly investing in co-innovation and will continue to do so as SAP adds features and functionality to SAP HANA. To this purpose, Capgemini is working across disciplines with our industry leaders to identify and refine business processes that will be dramatically improved or simplified with the use of SAP HANA's capabilities. Our objective is first and foremost to bring new business value to our customers.

We have defined a set of foundational principles for our co-innovation initiatives with SAP:

- Provide **real-time, actionable insights** and enable our customers to react instantly and with maximum impact to insights derived from data. The purpose is to bridge the gap between strategic, back office, rear-view analytics and daily business processes in the field. It will also narrow the gap between transactional and analytical processes, allowing customers to become intelligent enterprises.
- Enable **vertical scalability** with precise, high-resolution detail related to the product, store dimensions, and the end customer. This is a paradigm shift from the outdated approach based on sampled, limited data.
- Allow **horizontal scalability** and agility due to the ability to pose any question on any piece of data at any moment.
- Provide **mobile capabilities** to access information on the go. This is a key enabler of the "Real Time Actionable Insights" principle that guides our overall approach. Whether this data is consumed by our customers' workforce or by the end consumer, this pervasiveness allows them to maximize the value of their data.

4. Capgemini's SAP HANA Impact Assessment and Analytics Strategy

– Building the Strategic Value Assessment

The first step to building an accurate business case is to understand the impact of SAP HANA in precise terms. Our comprehensive, template-based **Strategic Value Assessment** determines the business case rapidly and fully. With a Business Impact track and IT Viability track, it provides a clear picture of the impact on the existing information architecture, in-flight programs, and the

In the Retail and Consumer Products industry, our customers are now mature on the "social data" buzz and understand the need to grasp the value of real-time data and actionable insights made possible by SAP HANA.

Leveraging more than just point-of-sale product data allows retailers to enrich their insights on market performance and future trends.



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



What made the collaboration between Capgemini and SAP really strong was the fact that now SAP had the technology that could be rolled out quite rapidly. But you also need infrastructure to run it. So the lead time to have that infrastructure in place also determines the lead time to get the entire thing working. And Capgemini was able to match that speed of SAP so it only took us a couple of weeks to set the environment up and bring it into production.

Rogier Jacobs
CIO Provimi

impact on people and processes within your BI competency center and within the overall organization.

– **Tailored Business Analytics Strategy**

With its Intelligent Enterprise approach, Capgemini acts as a pilot to guide you through the latest releases of SAP’s product and find the right value in your own landscape. Following an SAP HANA impact assessment, the strategic analysis provides the most complete picture you need to fully realize your vision at the end of the SAP HANA transformation journey.

Why not “Test Drive” SAP HANA to Reduce Risk?

In certain circumstances it makes sense to demonstrate the value of SAP HANA to the business before taking the next step. Capgemini offers pilot projects with key business sponsors to identify the potential benefits. That might take the form of putting your business information into our SAP HANA environment so you can touch and feel the solution, or running a pilot on your SAP HANA installation.

Either way, the output is an identified scope for a business case to secure business buy in, demonstrate the capability of SAP HANA, and generate excitement in your user community. As with any new technology, by building it in full view of the business you can iron out integration issues and defuse any resistance early.

Capgemini in Your Corner

Capgemini is one of the first System Integrators to launch a dedicated competency center for SAP HANA. It sits alongside a learning and proof-of-concept environment at our global Customer Business Information Management Experience, the CUBE, in Mumbai, India. The competency center is acting as a live interactive showcase, where customers are experiencing innovative information management solutions based on SAP HANA. Customers are also able to interact with subject matter experts on site and examine solutions created to address specific customer issues, and review proofs of concept and technology innovations.

Capgemini’s Business Information Management (BIM) Global Service line has over 7,000 BIM practitioners, and leverages our industry expertise to build sector-specific BIM offerings. Capgemini is the winner of two 2012 SAP Pinnacle Awards, demonstrating our excellence and commitment in developing our longstanding partnership with SAP.

Move Fast to Gain Competitive Advantage

Right now we are building PoCs for our customers in a development program running on the SAP HANA installations. We see SAP HANA providing a true competitive advantage because it allows an organization to accelerate its existing business model or create new ways of doing business. As a result, Return On Investment can also be lightning fast.

But as soon as every-one is moving at SAP HANA speed, it will no longer seem so fast. Therefore, to get the competitive advantage from SAP HANA, smart organizations are moving now. If you want to move too, and make sure you are moving in the right direction, Capgemini can pilot your journey to gain the clear competitive advantage SAP HANA offers.

For more information, visit:

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

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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.

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