

# Agility Unlimited: Discover the Right Path in Your Organization for SAP HANA



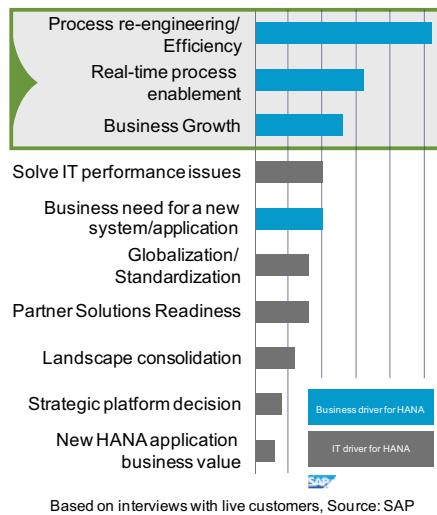
## Define the impact of SAP HANA on your business with our Strategic Value Assessment

It's no secret that SAP HANA allows companies to access data at an unprecedented velocity, enables real time operational visibility and speeds data loading, but what is often not known is where to begin. If your company is considering SAP HANA for either your core SAP Suite, inclusive of S4HANA and Simple Finance, as the platform for BW or as a standalone disruptive database, the first step can be daunting. Capgemini was one of the first adopters of SAP HANA and can help your company make sense of the ocean of options out there, as well as clearly convey the impact of those options to your users and daily operations.

As evidenced by the graphic below, the top drivers for adopting a HANA strategy are business driven, but the majority of the drivers impact IT. This clearly shows that any company's HANA strategy needs to incorporate both aspects of the impact of such a deployment.

**People matter, results count.**

## Key Value Drivers for HANA Adoption



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?
- What skills will I need to support this new technology in the future?
- What is the cost of the memory-enabled solution?

One of the most common misconceptions about HANA is that the high cost of licenses and hardware mean that the ROI is either non-existent or a long way off. What IDC and Gartner have found in a recent study shows that if prudence is taken in the HANA deployment, there can be a net positive impact from leveraging the HANA Application platform.

Through over 40 HANA projects, 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.

## What Impact Does SAP HANA Have on my Operational Expenditures?

A recent study was commissioned by Forrester Research<sup>1</sup>, in April 2014 to conduct cost-based analysis by utilizing the Total Economic Impact (TEI) methodology and to examine the *potential cost savings* and reduction in total cost of ownership (TCO) that enterprises may realize by deploying the SAP HANA platform

*Four existing global customers of SAP HANA were interviewed:*

For this study, Forrester interviewed four existing global customers of SAP HANA and conducted subsequent financial analysis which inferred that a composite organization based on these interviewed companies could expect to experience the risk-adjusted costs and costs savings as showcased below:

- An electricity supply company for a large region of the western United States
- An American global aerospace, defense, security, and advanced technology company
- An Italian multinational manufacturing company with over 20 production sites and a network of 10,000 distributors and retailers
- A German regional energy service provider for electricity and gas



"Prior to the SAP HANA platform, customers were using traditional database platforms for their applications (both SAP and non-SAP), incurring costs associated with required hardware and software for processing and data storage, as well as the labor required for development and administration. By transitioning these applications to the SAP HANA platform, customers have experienced and projected that they are able to reduce the hardware and software required for these applications, as well as reduce the efforts for administration and development resources" - Forrester

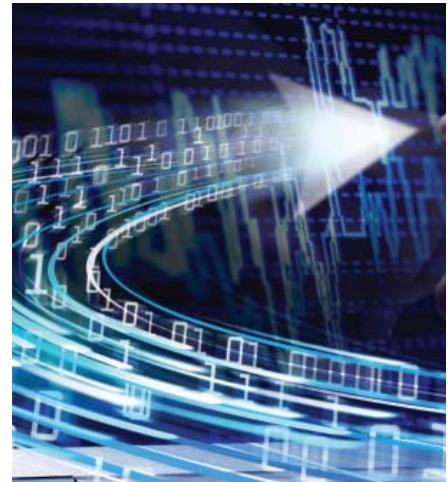
1. Forrester Report - 'Projected Cost Analysis of the SAP HANA Platform': April 2014  
2. IDC Reports on SAP HANA implementations

## 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 ECC assessment to determine how SAP HANA will impact your core transactional systems with S4HANA and Simple Finance, as well as an SAP HANA for Business Analytics assessment to uncover opportunities for SAP HANA-enabled Insights and Analytics. 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.

Each SVA approach is tailored to your specific needs. The SVA ranges from 2-5 weeks depending on the breadth of scope. We find that the majority of SVA engagements are in the 2-3 week range. During the SVA, our team will interview and discuss the project with key stakeholders in your organization, 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.



## 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.

### A Comprehensive Approach

Our Strategic Value Assessment for SAP HANA examines your business, SAP ERP, and Analytic 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

## 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 S4HANA – including Simple add ons, approach, program and iteration phases
- Global Standards and Process recommendations
- Prioritized strategic SAP HANA recommendations, ranked by impact to the business
- 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.

We employ over 800 SAP HANA resources, have completed over 25 Suite on HANA programs, and are the 2014 SAP Pinnacle Award winner for HANA Partner of the Year.



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

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



## About Capgemini

With almost 145,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2014 global revenues of EUR 10.573 billion (almost \$12.8 billion USD).

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](http://www.capgemini.com)

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](http://www.capgemini.com/services-and-solutions/challenges/business-information-management/overview)

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