

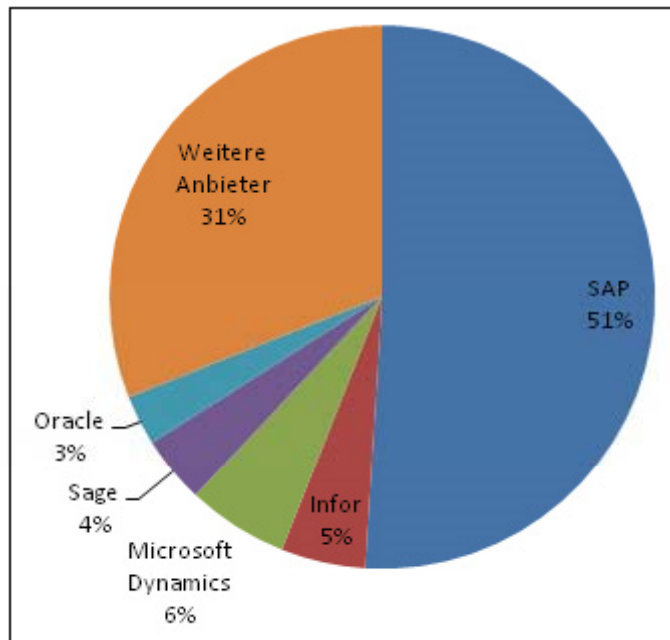


**Efficiently Choosing, Implementing and Individually  
Customizing SAP Business Applications  
– *with Innovator and M<sup>3</sup>SAP***

Nuremberg, November 9, 2010

# SAP - ERP Standard Software?

**SAP** continues to take the reins leading the way in **ERP software** in Germany. A competitor to play second fiddle has still not yet shown its face

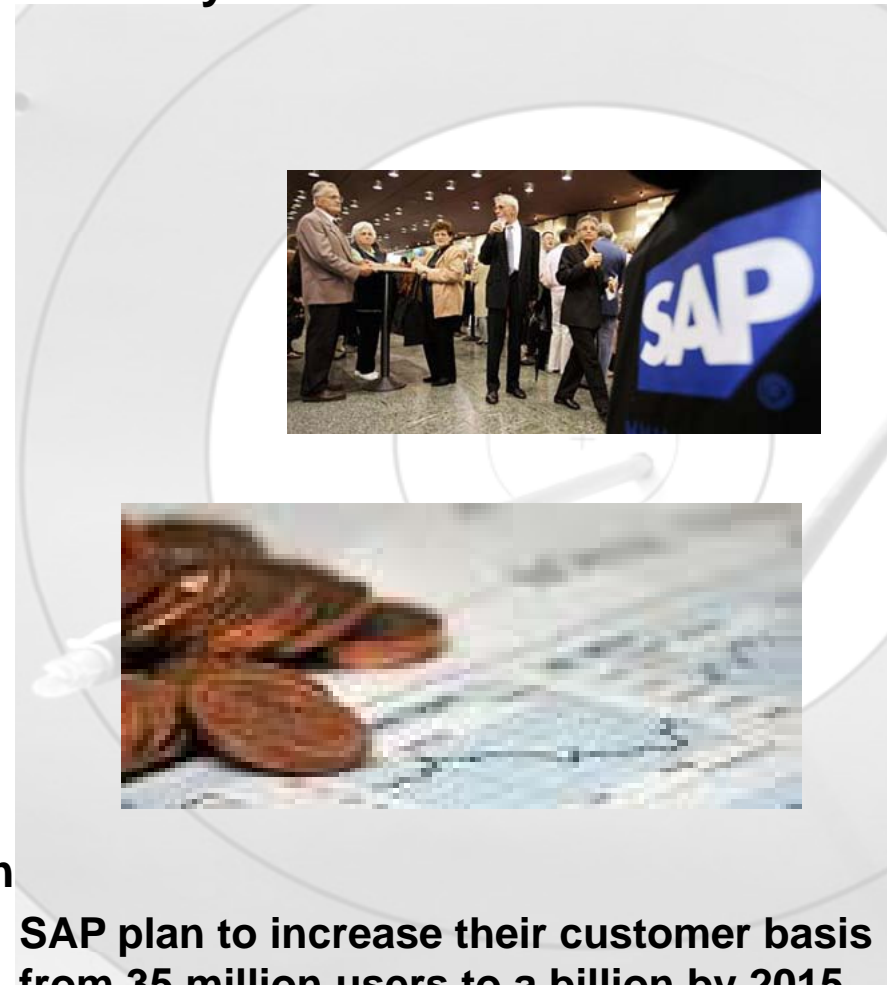


2008: Base License and Maintenance Turnover  
Source: [www.computerwoche.de/1227784](http://www.computerwoche.de/1227784)

**Adherence to schedules and budget when introducing ERP heavily criticized by more than the majority of users**

Source: 2010, [www.computerwoche.de/software/erp/2353886/](http://www.computerwoche.de/software/erp/2353886/)  
© 2010 MID GmbH

**Over 2.5 million employers in Germany use SAP** Source: RAAD Research 2010



**SAP plan to increase their customer basis from 35 million users to a billion by 2015.**

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***Innovator and M<sup>3</sup>SAP***  
**Scenarios - Starting Points**

## Projects within the scope of SAP result from business reasons.

- Implementation projects (business / technically initialized)
  - Corporate growth
  - Replace old system
  - Strategic IT reorientation
  
- Upgrade project (normally technically initialized)
  - Phase-out maintenance and support and increase support costs before discontinuation respectively
  - Restructure basic technical infrastructure
  - Necessary due to missing functions
  
- Globalization projects (business / technically initialized)
  - Central report system
  - Lower running costs
  - Process harmonization / standardization
  - Fusions / takeovers



\*Source SAP

### Projects within the scope of SAP result from business reasons.

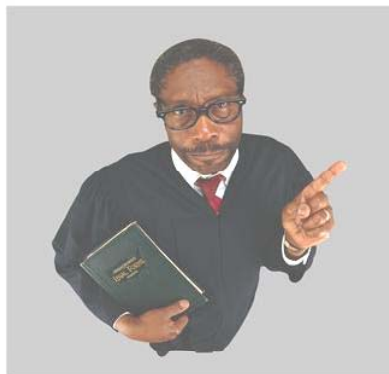
#### ■ Extension projects (business initialized)

- New applications, new products
- Growth



#### ■ Compliance / audit / controlling projects (business, legislative body)

- New or revised laws and regulations
- Complete certification (e.g. ISO certification, BSI, VDA)
- Improve report system or strategic reorientation



ISO 27001 audits based on basic IT security

**VDA**

Verband der  
Automobilindustrie



### Projects within the scope of SAP address different challenges.

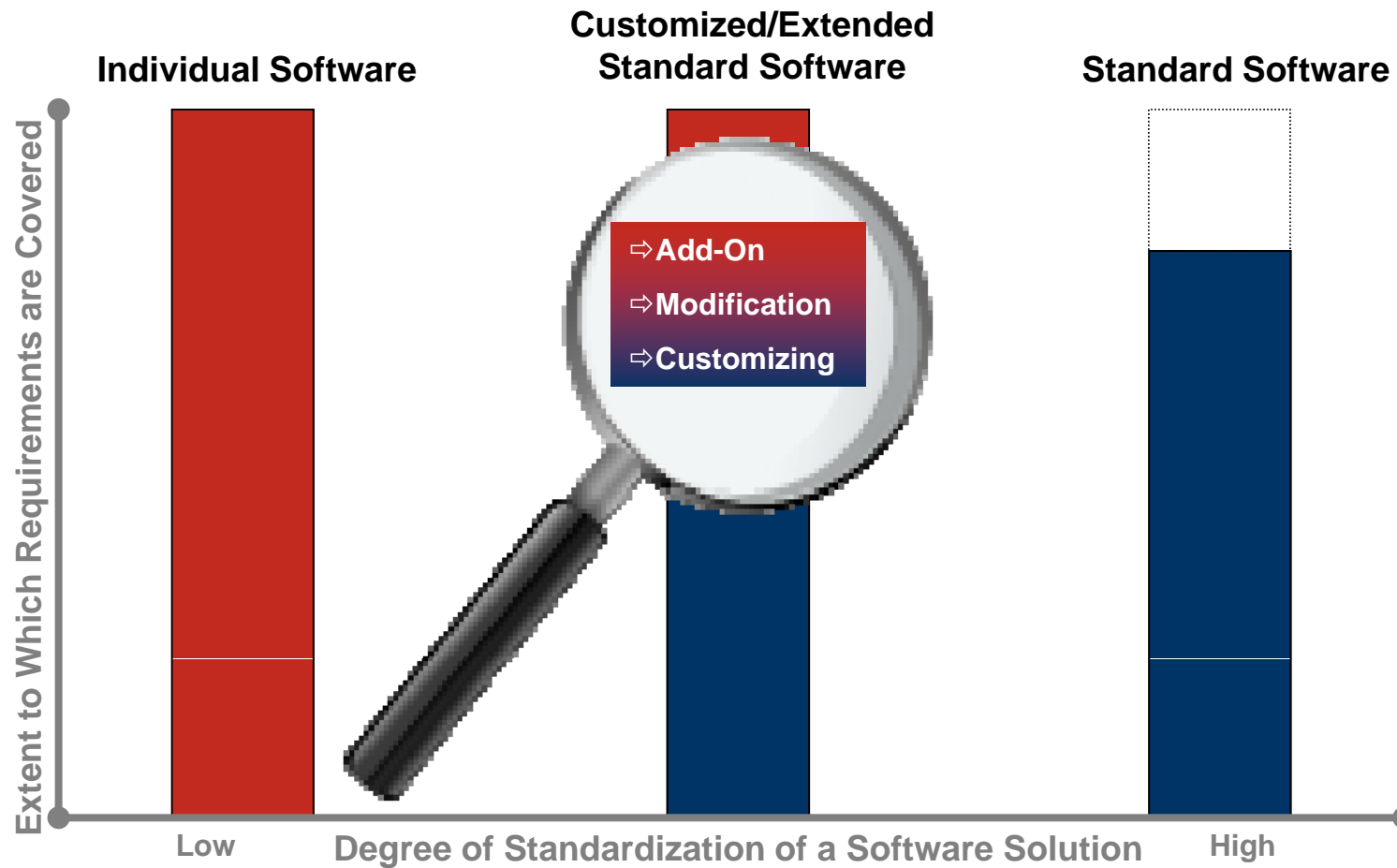
- Implementation projects (business / technically initialized)
  - Which processes need to be mapped and which SAP modules need to be implemented
  - Compare with best practice processes and existing processes
- Upgrade project (normally technically initialized)
  - Which customizations and functions are affected by the upgrade
  - What needs to be tested
  - Process comparison (where can you switch back to the standard?)
- Globalization projects (business / technically initialized)
  - Decision which processes should be globally harmonized and standardized?
  - Decision which systems / system components should be used?
  - Process comparison (e.g. different processes subsidiary, headquarters and best practice processes)
  - Common data concept (harmonize master data, migration)

### Projects within the scope of SAP address different challenges.

- Extension projects (business initialized)
  - Process analysis and comparison of requirements with best practice processes
  - Implementation decision (use a new model or customize an existing solution)
- Compliance / audit / controlling projects (business, legislative body)
  - Effects on existing processes
  - Process / system documentation (redocumentation)
  - Plan new documented procedures, automated processes

# Starting Point Implementing SAP Projects

All innovative requirements are met by modifying and extending SAP standard software.



### Customer requirements and wishes on the part of the German SAP user group and MID customer basis

- Support of SAP developed to suit the customer's needs
  - Methodical support of customization and support of SAP solutions with better handling and overview using heterogeneous SAP tool landscape
  - Tool support for customizing and extending SAP solutions
  - Higher level of transparency and consistency, from the business requirement right through to the source code
  - Better maintainability / quicker customization of modified requirements
- Open SAP tools for other modeling tools
- Extend MID modeling tool, Innovator, for SAP connection
- ASAP process method combined with consistent tool support when implementing SAP solutions
- Efficient SAP release change

# Starting Point "Pain Points" from SAP View

Even SAP can see areas where improvements can be made and where aspects are missing

## Concept to meet traditional Pain Points in an SAP Implementation – Focus Business to Model



Role	Management	Project Preparation	Business Blueprint	Realization	Final Preparation	Go-Live Support & Run
Management	<p><b>Use Best Practice Processes as Comparison</b></p> <ul style="list-style-type: none"> <li>• Prioritise projects and perform Value Management</li> </ul>	<ul style="list-style-type: none"> <li>• Factors to check: (1) Implementation and (2) Business before something new</li> </ul>	<ul style="list-style-type: none"> <li>• Can design enforce: (1) Cost Savings (2) Headcount Savings (3) Reduce Risk?</li> </ul>	<ul style="list-style-type: none"> <li>• Silo-working</li> <li>• No reuse of all business (process content) and requirements</li> </ul>	<ul style="list-style-type: none"> <li>• Start from scratch with creating test scenario's.</li> <li>• Trainings not process-based, just IT training (with negative effect of live-situation)</li> </ul>	<ul style="list-style-type: none"> <li>• How do we know if we realized our benefits?</li> <li>• With every policy change, can IT catch up speedily?</li> <li>• ...</li> </ul>
End Users	<ul style="list-style-type: none"> <li>• Difficult to highlight and potentials of IT implementation</li> <li>• Tool to help to tag Business Processes</li> </ul>	<p><b>Tool for Supporting Decisions</b></p> <ul style="list-style-type: none"> <li>• the preparation while they are going to work with it.</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Capability</li> <li>• Operation Benefits</li> <li>• Improvement to Process</li> </ul>	<ul style="list-style-type: none"> <li>• Involvement important for user acceptance afterwards</li> </ul>	<ul style="list-style-type: none"> <li>• Role based training</li> <li>• Training on demand</li> <li>• Process based training</li> </ul>	<ul style="list-style-type: none"> <li>• What to change and why change?</li> <li>• Better end-user support after IT and processes has changed.</li> </ul>
Project Manager	<ul style="list-style-type: none"> <li>• Analyze what</li> </ul>	<p><b>Tool for Supporting Traceability of Requirements</b></p> <ul style="list-style-type: none"> <li>• How can I communicate clearly the requirements in tender Stage?</li> <li>• start to get the first structure of the ...</li> <li>• ...</li> </ul>	<ul style="list-style-type: none"> <li>• Difficulty in easy access to transparent documentation to build on</li> </ul>	<ul style="list-style-type: none"> <li>• Developers did not applied pre package content accelerated techniques etc. provided by SAP</li> </ul>	<p><b>Best Test Coverage Possible</b></p>	<ul style="list-style-type: none"> <li>• Configuration control, transparency in application documentation etc.</li> </ul>
Consultants/Developers			<p><b>Tool for Incorporating Stakeholders</b></p>	<p><b>Only Use Once Method</b></p>	<ul style="list-style-type: none"> <li>• Model-to-Execution complete done with respect to</li> </ul>	<ul style="list-style-type: none"> <li>• Users know how to use Application correctly?</li> <li>• Developer's doc comprehensive to trouble shoot?</li> </ul>



***Innovator and M<sup>3</sup>SAP***  
**Objectives**

Innovator and modeling methodology M<sup>3</sup>SAP optimizes SAP projects and business.

## 1. Achieve

- Transparency
- Efficiency
- Traceability

## 2. Integration with SAP

**New ASAP Significantly Improves Quality of Content Over Entire Delivery Lifecycle**



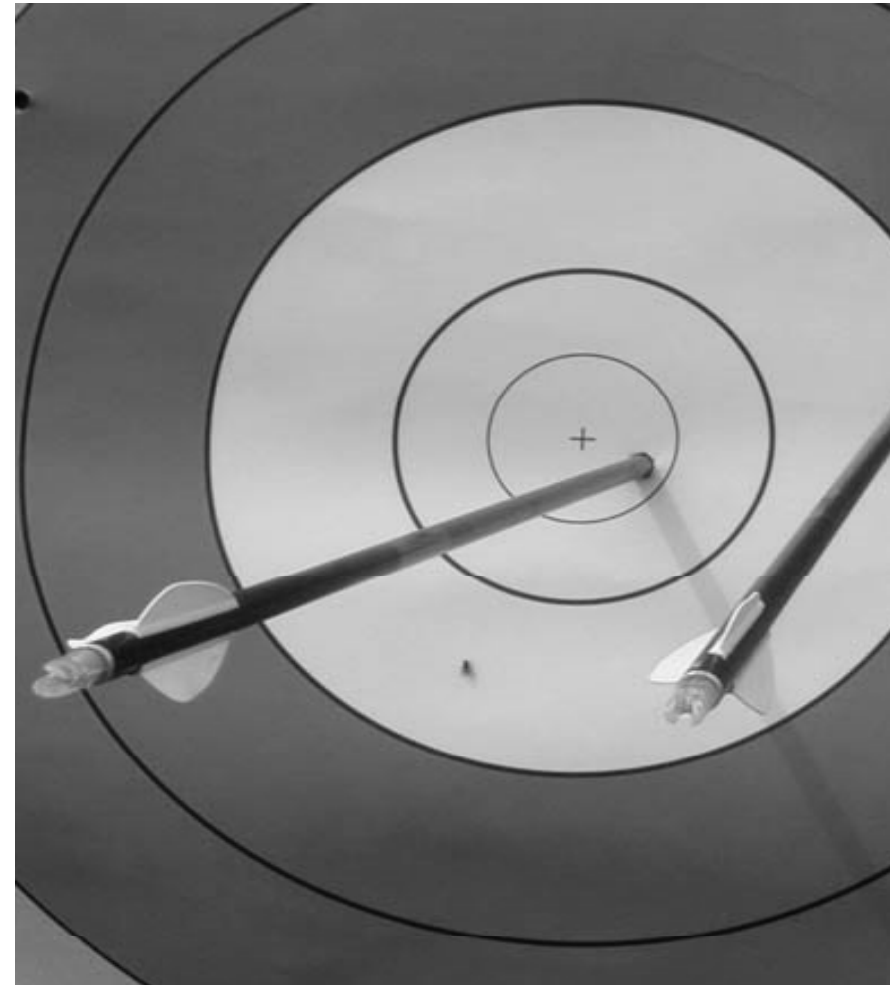
**Description**

- AcceleratedSAP (ASAP) provides a proven, comprehensive, repeatable and rich implementation methodology to streamline projects.
- ASAP covers implementations, upgrades, strategic studies and more.

**ASAP Methodology for Implementation 7.0 – Roadmap Phases**

\*Source SAP

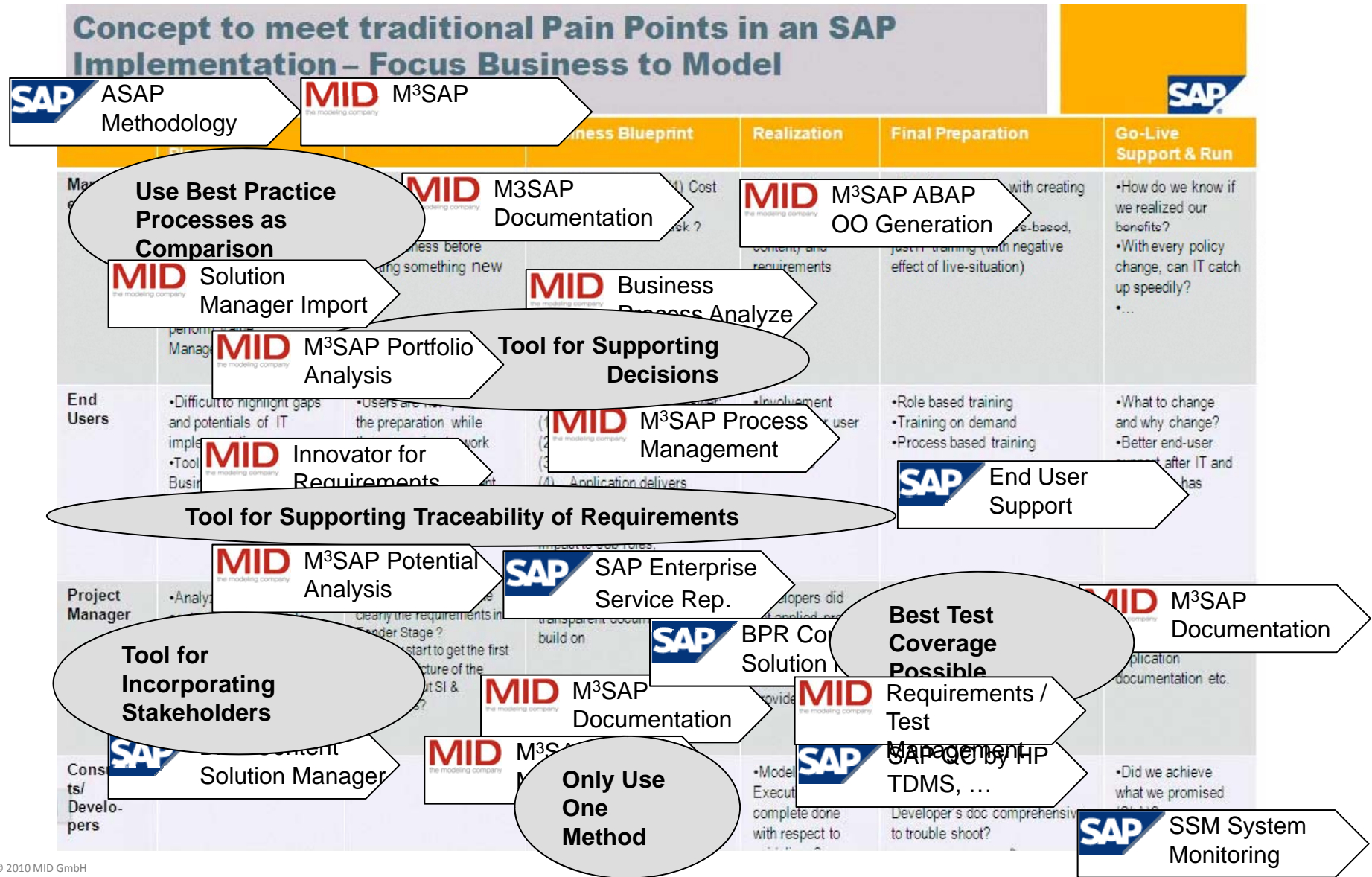
## 3. Standardized Description Notations



# Objectives - "Pain Points" Solution from SAP View



M<sup>3</sup>SAP in connection with SAP tools gets rid of existing gaps.

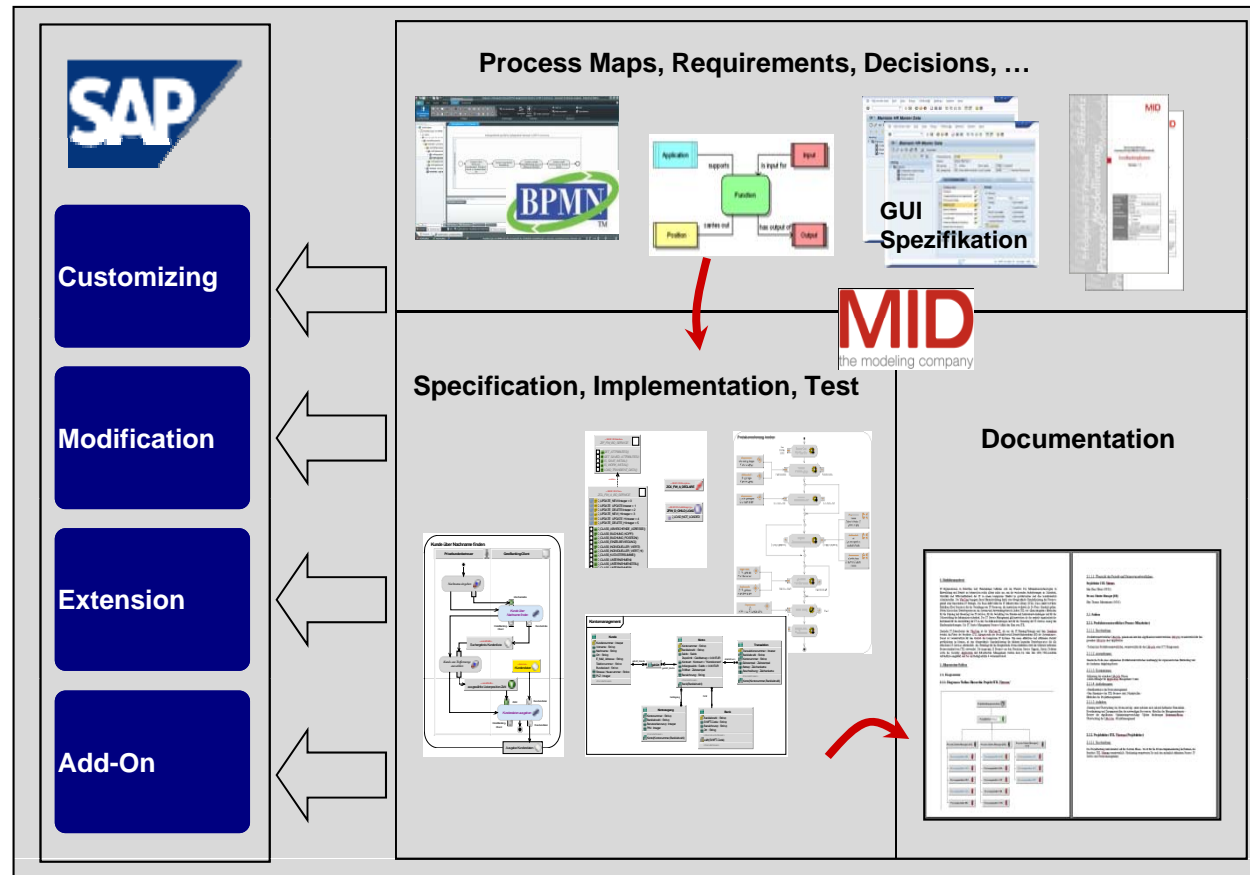




***Innovator and M<sup>3</sup>SAP***  
**Highlights**

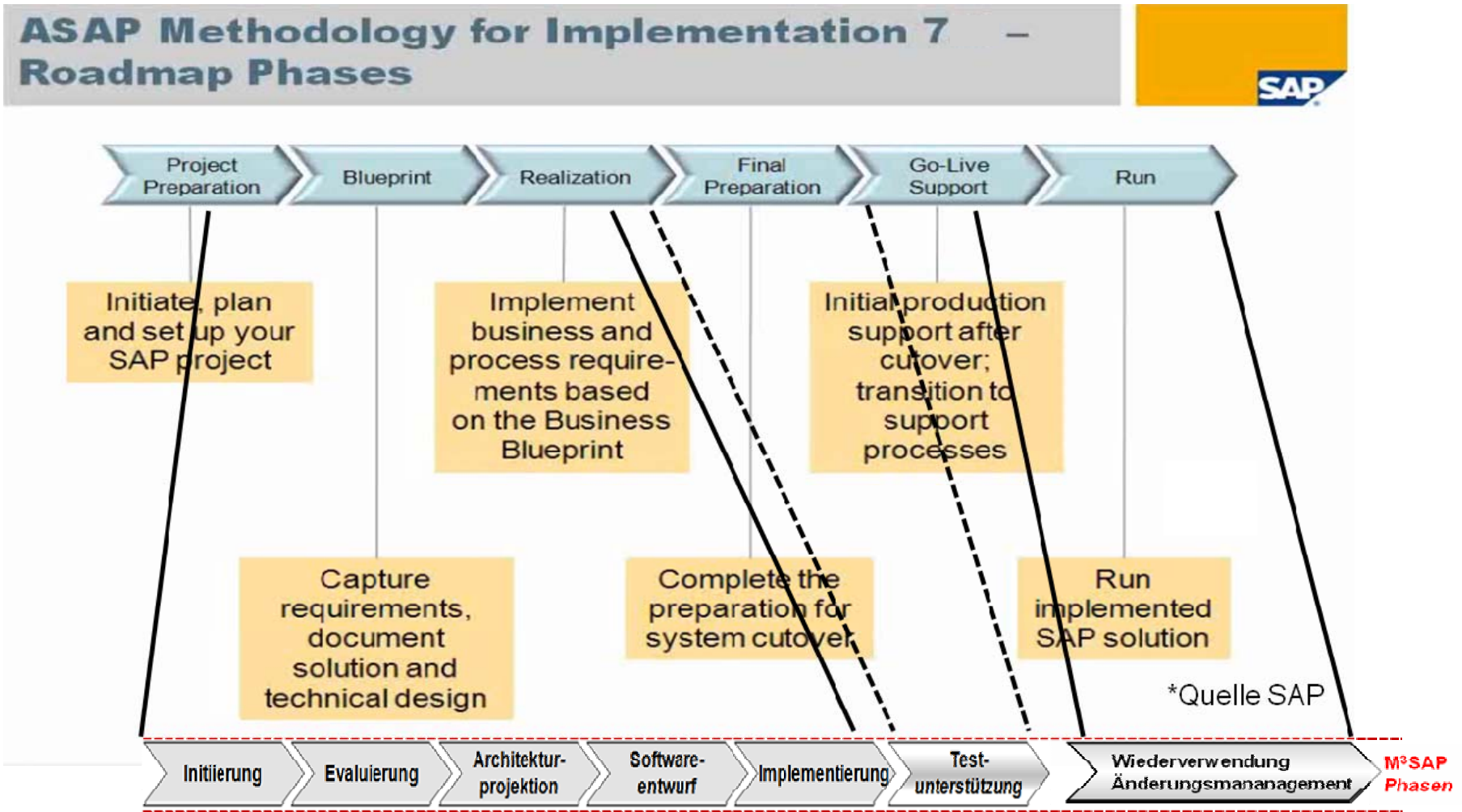
# Innovator and M<sup>3</sup>SAP - Overview

A consistent development process will be run through in Innovator; customizing and program code modifications, as well as new developments will be taken from this and turned into the SAP standard environment.



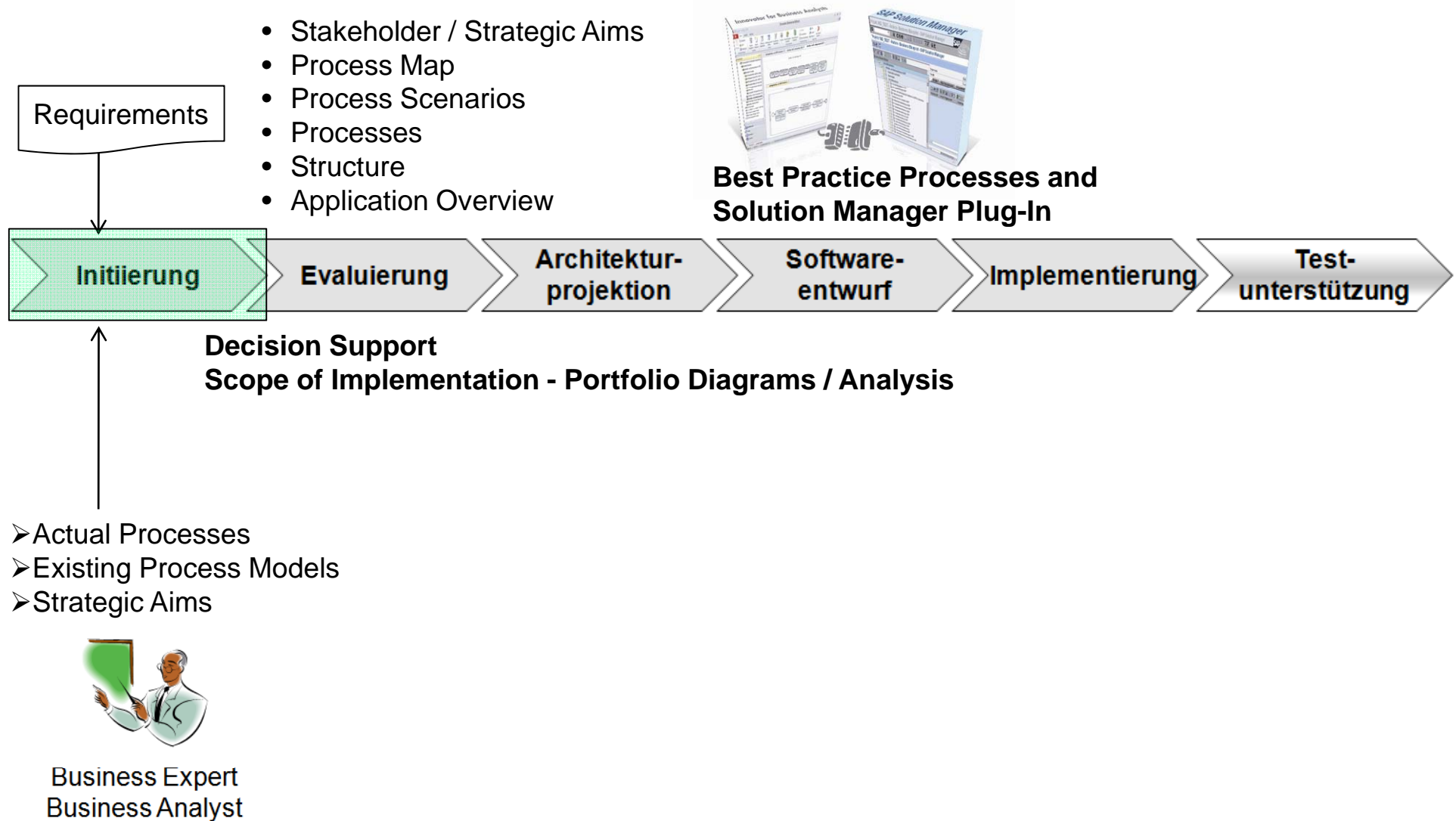
# Innovator and M<sup>3</sup>SAP - Interaction with SAP Process Model

M<sup>3</sup>SAP is integrated with the most up-to-date SAP process model ASAP



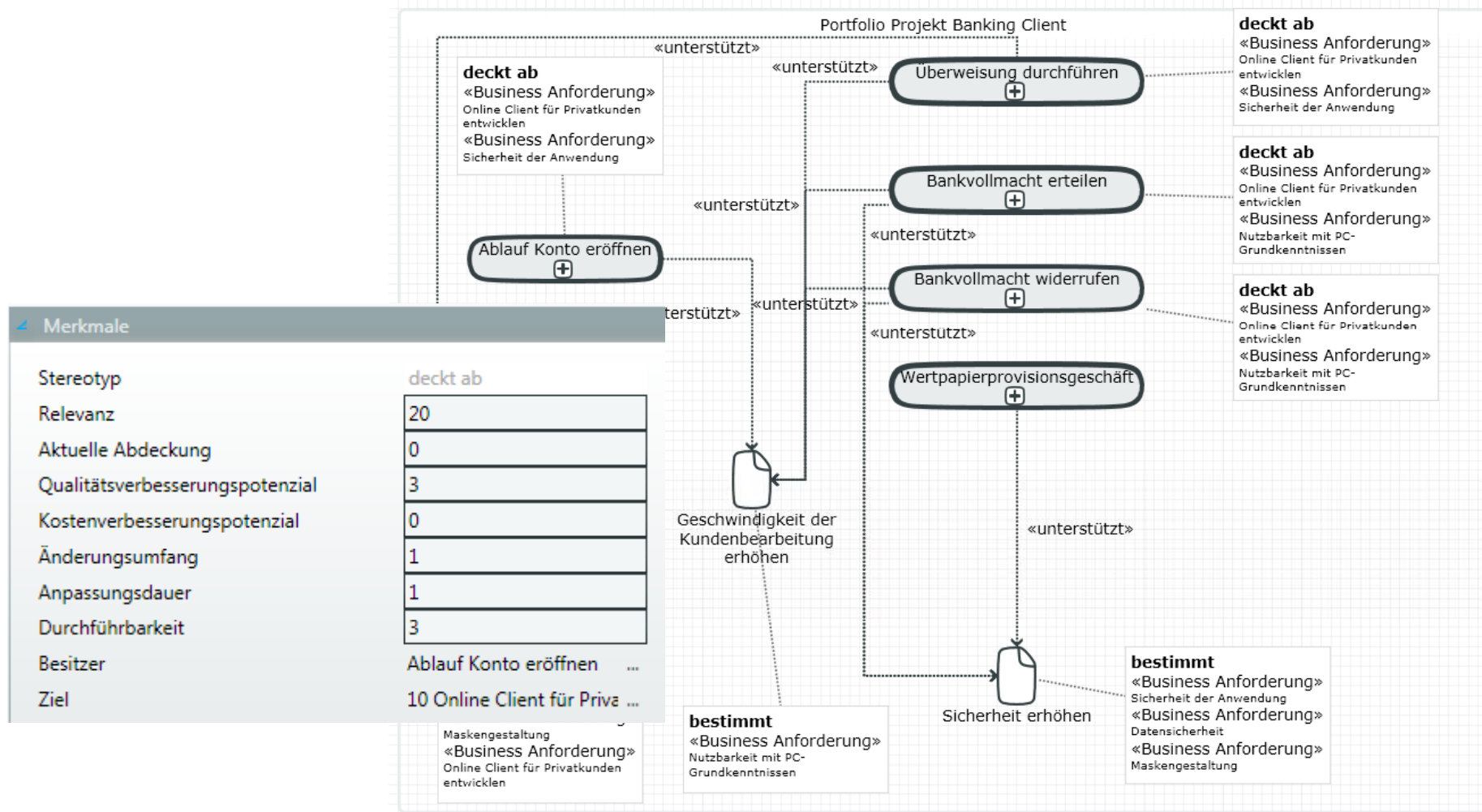
# Innovator and M<sup>3</sup>SAP – Implementing, Customizing and Extending SAP

## M<sup>3</sup>SAP supports SAP projects and process models



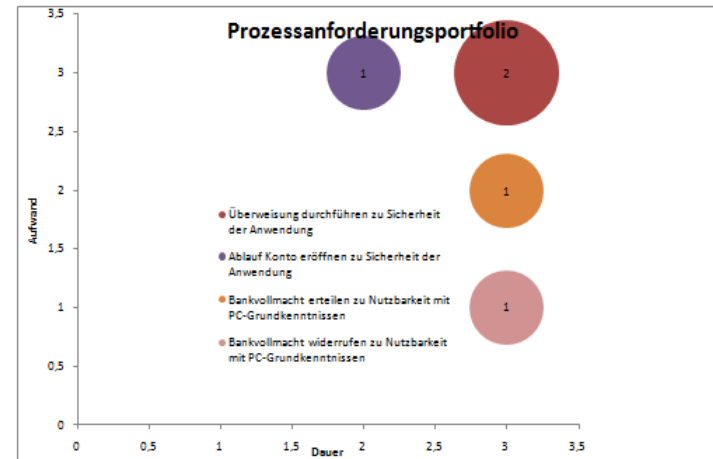
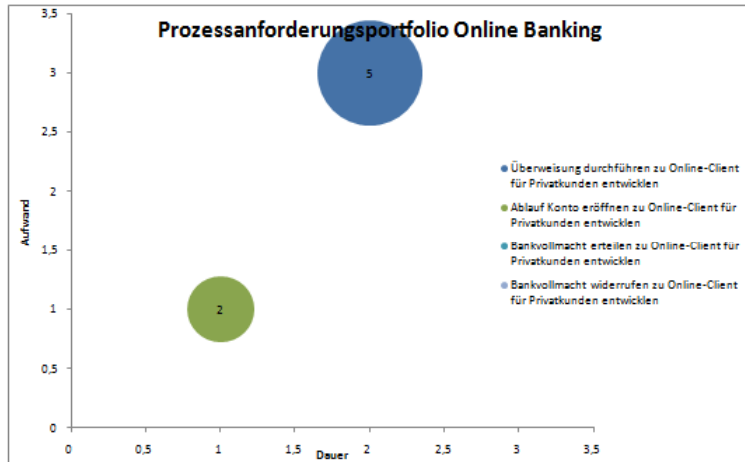
# Innovator and M<sup>3</sup>SAP - Decision Support Portfolio Management

Portfolio diagrams enable process evaluations which depend on aims and requirements and analysis of scope of implementation.

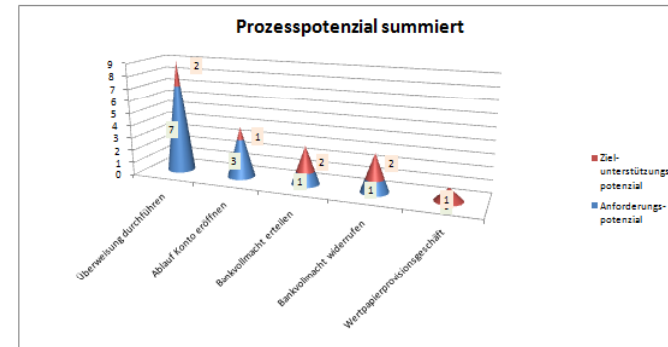
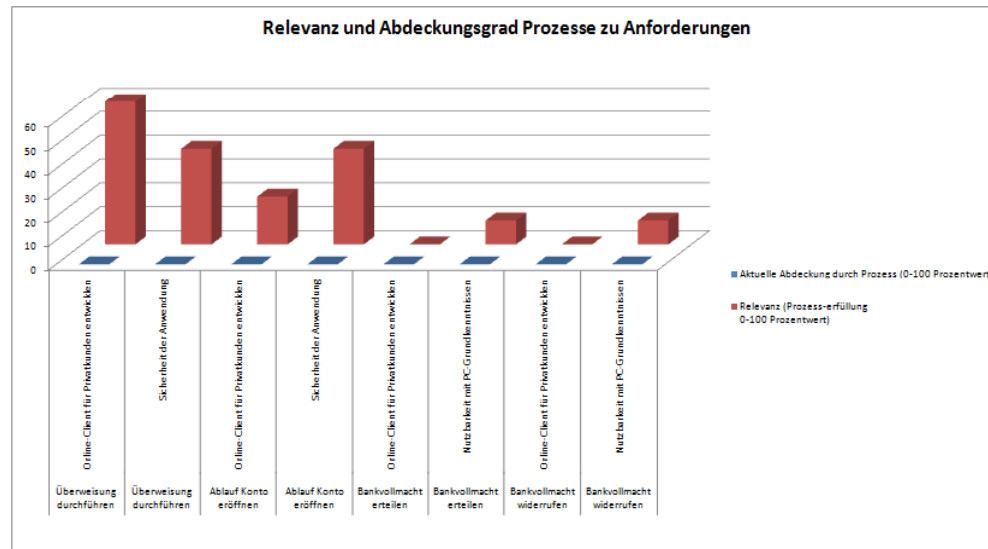


# Innovator and M<sup>3</sup>SAP - Decision Support Portfolio Management

Portfolio diagrams enable process evaluations which depend on aims and requirements and analysis of scope of implementation.



Blasengröße =  
Prozesspotenzial zur  
Anforderungserfüllung



- Process - Covering Aims
- Requirements - Covering Aims

# Innovator and *M<sup>3</sup>SAP* – Implementing, Customizing and Extending SAP

**M<sup>3</sup>SAP supports SAP projects and process models**

- Refine implementation
- Interfaces specifications
- Technical data model
- IT infrastructure overview



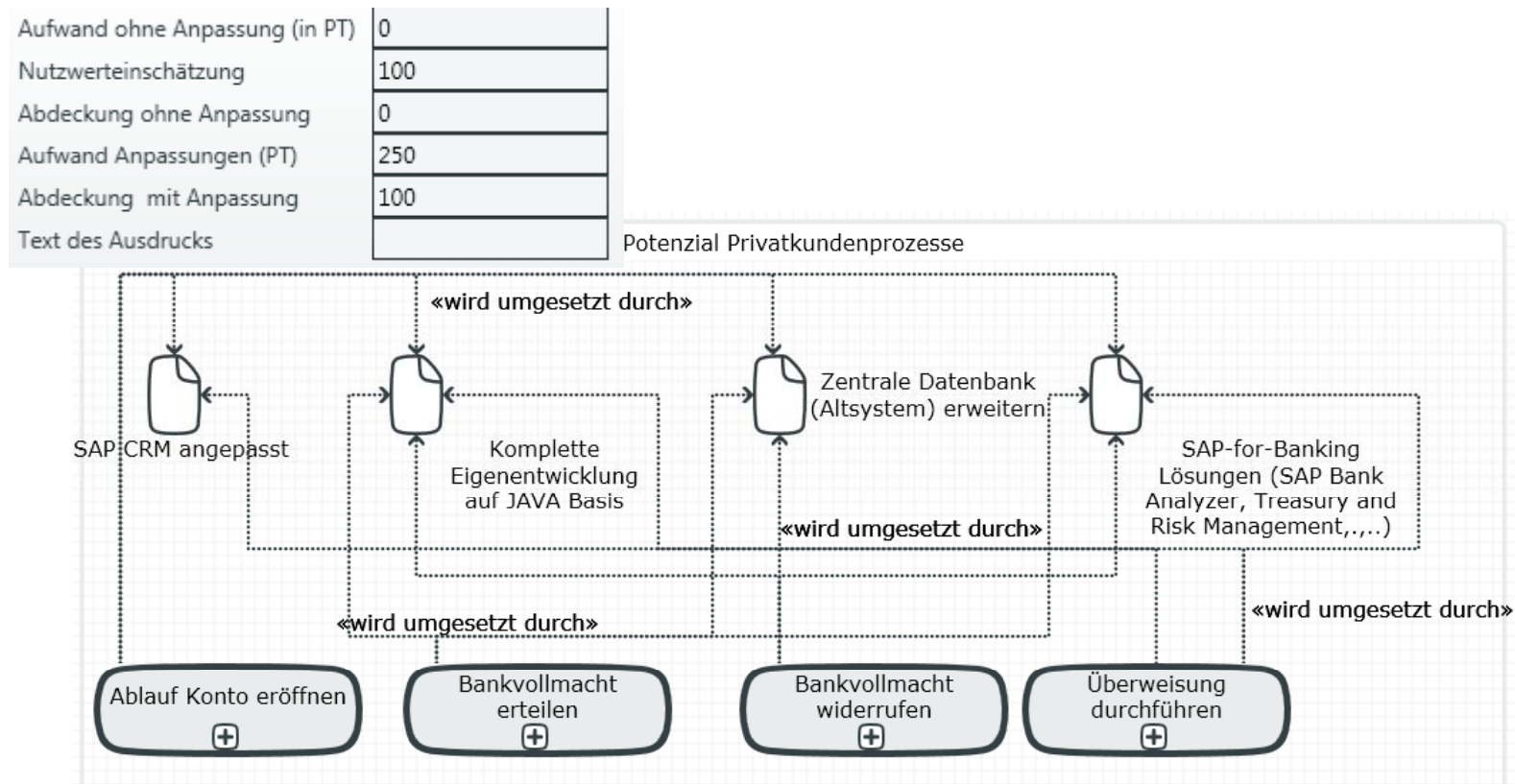
**Decision Support  
Type of Implementation**



Process Architect

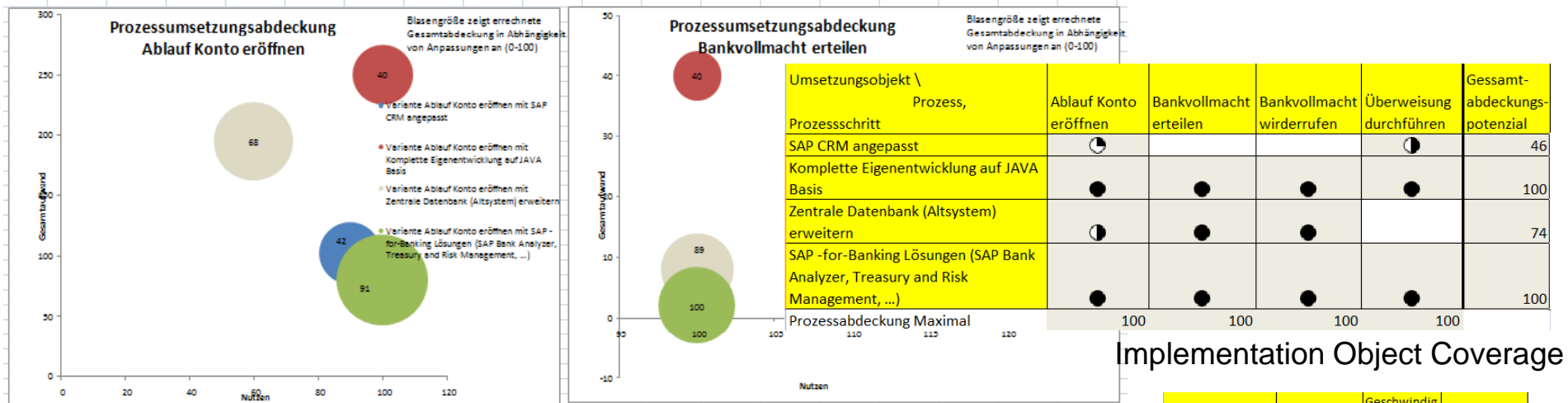
# Innovator and M<sup>3</sup>SAP - Decision Support Examine Potentials

Potential diagrams enable various implementation variations to be assessed and analyzed.



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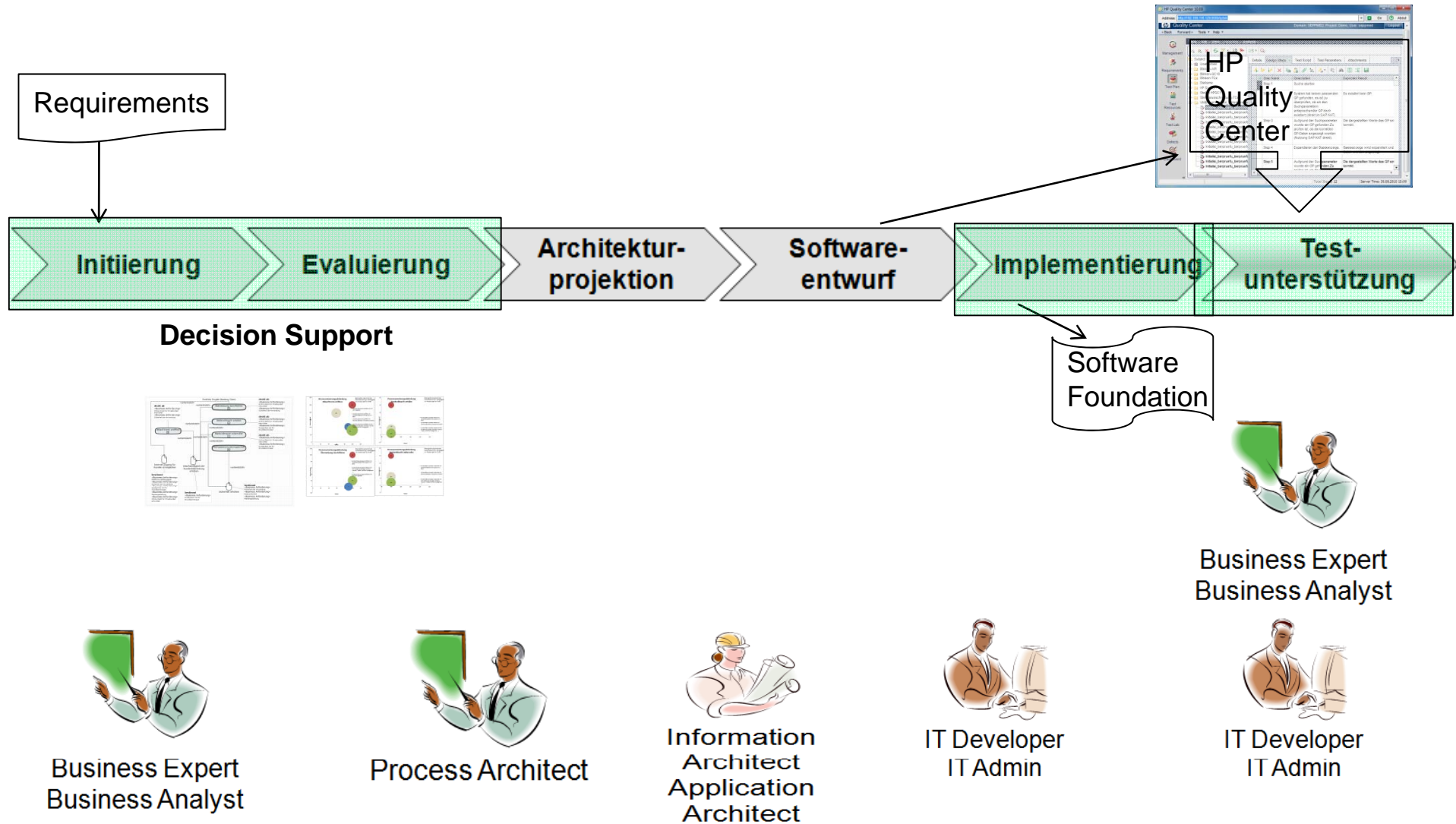
Implementation Object Coverage

Umsetzungsobjekt \ Ziel	Internet Zugang für Kunden ermöglichen	Geschwindigkeit der Kundenbearbeitung erhöhen	Sicherheit erhöhen
SAP CRM angepasst	🚩	🚩	
Komplette Eigenentwicklung auf JAVA Basis	🚩	🚩	🚩
Zentrale Datenbank (Altsystem) erweitern		🚩	🚩
SAP-for-Banking Lösungen (SAP Bank Analyzer, Treasury and Risk Management, ...)	🚩	🚩	🚩

Implementation Object Target Support

# Innovator and M<sup>3</sup>SAP – Implementing, Customizing and Extending SAP

M<sup>3</sup>SAP supports SAP projects and process models





***Innovator and M<sup>3</sup>SAP***

**Uses**

# Innovator and M<sup>3</sup>SAP – LIVE DEMO at Demopoint



The live demopoint demonstrates the advantages of M<sup>3</sup>SAP and its usability.

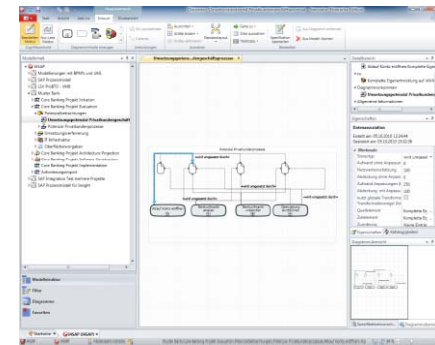
## Solution through implementing MID Innovator and M<sup>3</sup>SAP Modeling Methodology:

- ⇒ Consistent support of process model
- ⇒ SAP tool building blocks comprehensive modeling
- ⇒ Create software components through automatically generated support
- ⇒ Automated transformations
- ⇒ Link requirements with test cases and test case generation

*Introduce M<sup>3</sup>SAP simply and step-by-step*

## Uses:

- ⇒ Error free upon transfer
- ⇒ Speed up development processes
- ⇒ Traceability from stakeholder right through to test
- ⇒ New resources can be quickly incorporated
- ⇒ Increased understanding of end-to-end business processes
- ⇒ Simplified test management with test coverage that can be checked



**Using Innovator increases efficiency when implementing, customizing and extending SAP standard solutions.**

- **Less dependent on other sources of information**
  - SAP reference processes as business process model content
  - Business processes in models customized to suit customer
- **Avoids errors and increases quality**
- **Increases transparency and traceability**
  - Decisions and implementation details can be established
- **Increases reusability**
- **Increases maintainability**
  - Enables analysis of effects due to modifications
  - SAP release change and use of enhancement packages are more efficient
- **Cuts down on costs**
  - Assures optimum allocation of resources due to traceable decisions
  - Errors avoided due to automated processes which cuts down on manual tests
  - Simplified certifications due to automated documentation



***Innovator and M<sup>3</sup>SAP***  
**Summary and Outlook**

## Outlook

### Efficiently implement innovations in SAP standard solutions - with MID Innovator and M<sup>3</sup>SAP!

- Use and refinement in pilot projects
- Value analyzing wizard in collaboration with SAP
- M<sup>3</sup>SAP integrated as add-on in ASAP
- Connect SAP Netweaver CE BPM
- Model-based customizing with Innovator for Business Analysts

M<sup>3</sup>SAP extended  
in  
collaboration with  
SAP



## Summary



**Customer requirements are met using Innovator and M<sup>3</sup>SAP; SAP project management is optimized.**

- **Support SAP ASAP process model** methodology using integrated modeling support
- **Improve customer development processes**, "from requirement through to test" using SAP tools and consistent transparency "from the business process right through to implementation" without media discontinuities
- Standardize and enable **traceable and transparent** decision making processes
- Effects of modifications in the business process at a system and data level can be **visualized, measured and planned**
  
- Suitable for use when **implementing, customizing and extending** SAP
- Comprehensive **support** within the scope of both **SAP** and **non-SAP**
- **Implementation** of the methodology in coordinated phases, **possible step-by-step**



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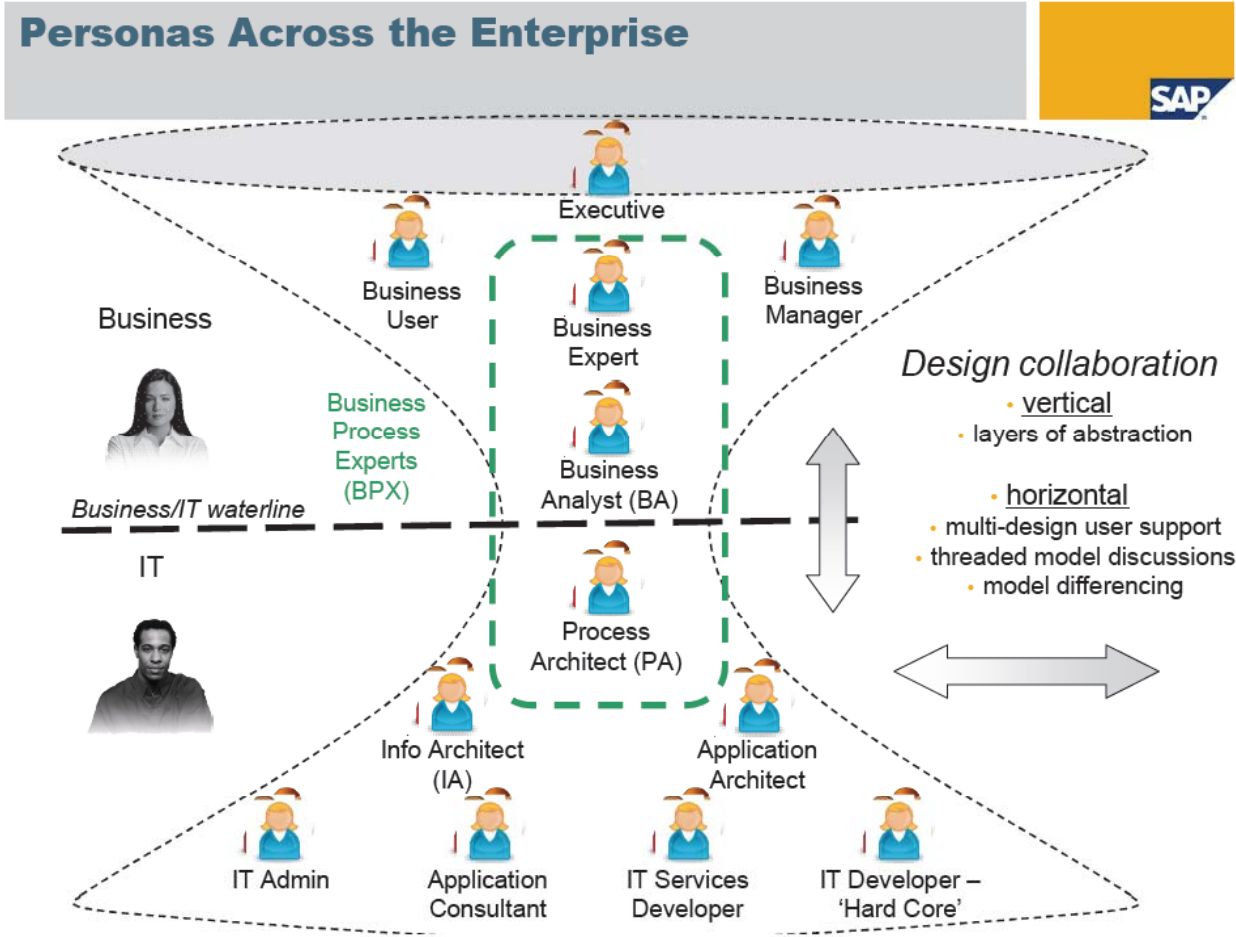
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(0)711 - 633 859-10

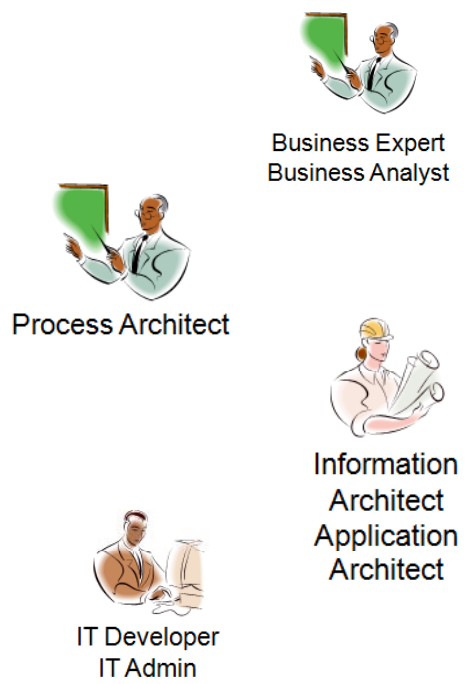
[www.mid.de](http://www.mid.de)

# Innovator and M<sup>3</sup>SAP - Integration of Role Model

The M<sup>3</sup>SAP role model complies with that of SAP



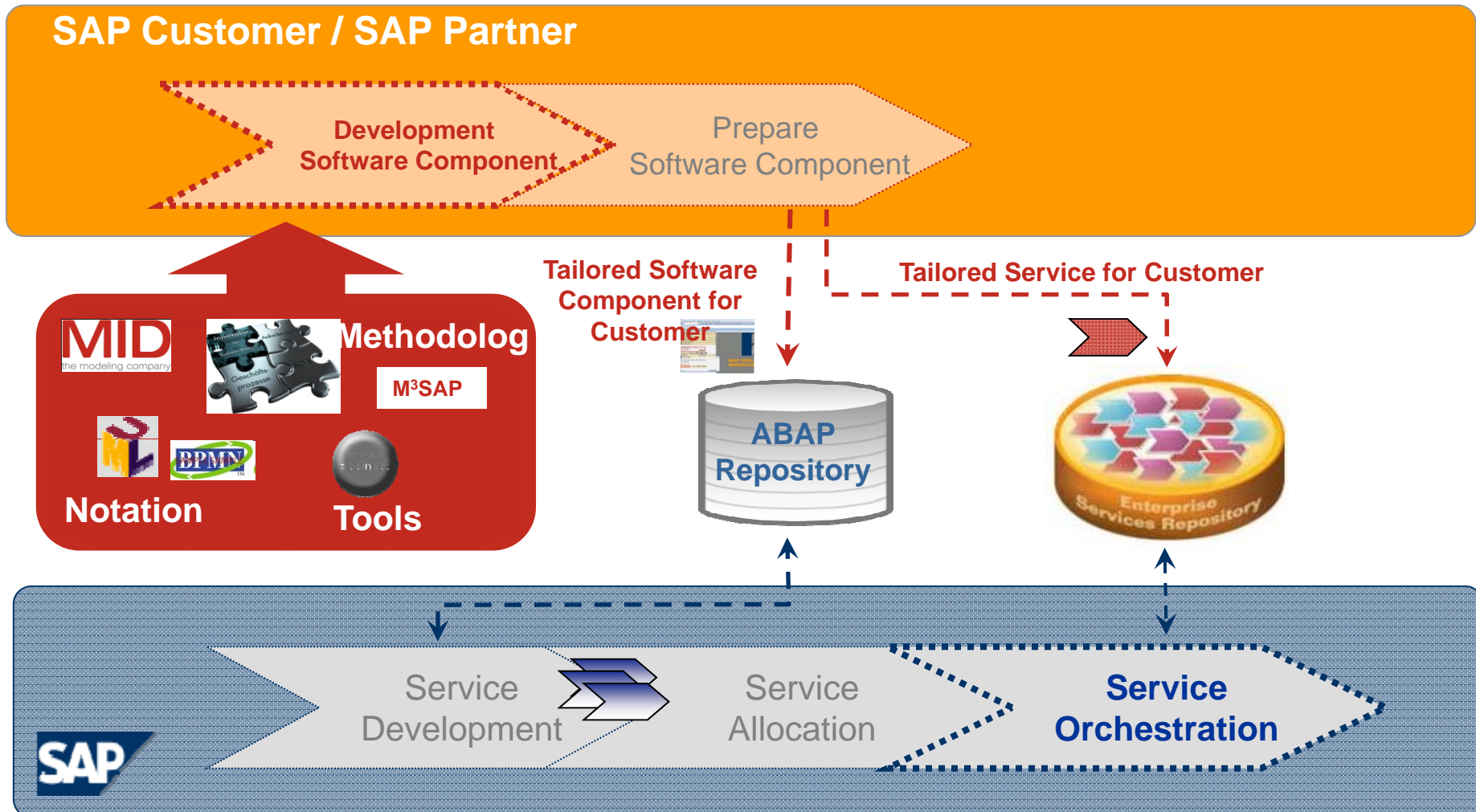
## M<sup>3</sup>SAP – Roles



\*Source SAP

# Innovator and M<sup>3</sup>SAP - Development View

The tool Innovator and M<sup>3</sup>SAP enable model-based software engineering within the scope of SAP.



# Innovator and M<sup>3</sup>SAP – Implementing, Customizing and Extending SAP

## M<sup>3</sup>SAP supports SAP projects and process models

