



Standardization & Harmonization of SAP Business Processes through SAP upgradation

Optimize your SAP Investment – with the Industry and Innovation Experts

August, 2011

Agenda

1	Why C & H?
2	Solution and Approach
3	Benefits
4	AtoS – Reliable C & H partner
5	Question and Answer



Reasons for process harmonization, standardization and IT consolidation

Globalization

- ▶ Heterogeneous global processes
- ▶ Rapidly changing global market and process requirements
- ▶ Distributed production, logistic and service locations
- ▶ Portfolio adjustments due to mergers and acquisitions

Data transparency

- ▶ Complex financial consolidation & planning due to multiple data sources
- ▶ Long closing cycles for P&L and balance sheet

Costs

- ▶ Nontransparent IT and Process Costs
- ▶ Need to optimize cost structure through shared services
- ▶ Pressure to reduce Total Cost of Ownership of IT landscapes

Compliance

- ▶ Adherence to Governance, Risk & Compliance requirements
- ▶ Increasing complexity of legal requirements and statutory reporting

Typical scenarios for consolidation and harmonization initiatives



Mergers and Acquisitions

Reorganization

Significant cut in IT budget

Introduction of Shared Services

Global financial consolidation

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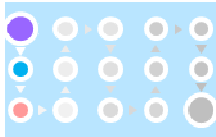


What is the “Consolidation & Harmonization” solution?

C&H stands for Consolidation of applications and Harmonization of business processes

Heterogeneous
As-Is

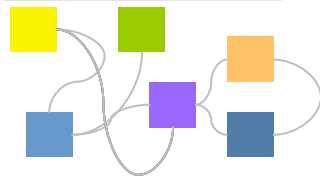
Processes



Applications



Infrastructures



C&H related Services

Industry-specific
Services and Solutions

C&H Core Services

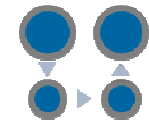
- ▶ C&H Strategy & Architecture
- ▶ Template Design and Build
- ▶ Global Rollout
- ▶ Learning Solutions
- ▶ Compliance Intelligence

Application Management
Services

Data Center Consolidation

Homogenous
To-Be

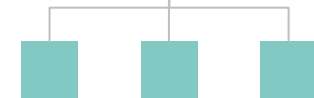
Processes



Application



Infrastructure



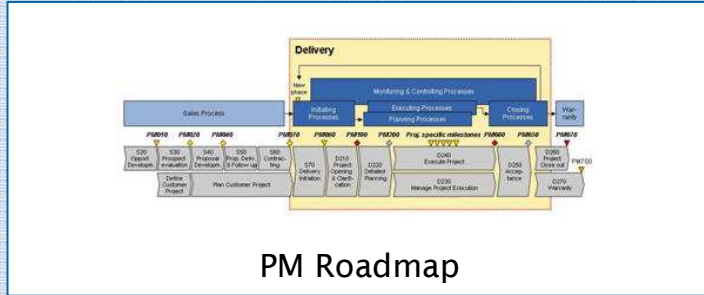
Complete set of C&H services as a basis for project specific solution design

C & H Core Services	C&H Strategy & Architecture	Template Design & Build	Global Rollout	Learning Solutions	Compliance Intelligence
	Business Impact Assessment	As-Is system analysis	Rollout Strategy & Planning	Learning Solution Design	Compliance Requirements & Audit Support
	Best Practice Sharing Workshop	Process Harmonization	Roll Out & Template Localization	Training Content Development	Gap Analysis & Measurements
	Application Merge & Separation Strategy Workshop	Implementation Blueprint	Application Merge & Separation	Training Execution	Risk Management & Internal Control System
	Processes & Application Strategy	Template Build		User Performance Support	Control Monitoring, Automation & Reporting
	Template Management				
C & H Mgmt. Services	Global Program & Project Mgmt.				
	Integration Mgmt.				
	Organizational Change Mgmt.				



Consolidation and Harmonization – our project approach, methods & tools

Project phases with defined activities & deliverables



PM Roadmap

Initiate & Plan	Analyze & Design	Build & Realize	Test & Confirm	Finalize & Go Live	Roll Out
<ul style="list-style-type: none"> Project Charter Define pilots and rollout sites Scoping (Processes, Applications) Designing template deliverables and rollout deliverables Project Plan Project Org. Kickoff Establish rollout method Regular training 	<ul style="list-style-type: none"> Business Process & requirements for template SAP/FIT for pilot or rollout and Business Impact Analysis Designing template deliverables and rollout deliverables Org. Change Management & Training concept Prototype Technical Design Plan Implement local and legal requirements Define master data management 	<ul style="list-style-type: none"> Process Configuration RICEF Development Authorization concept Testplans Functional Testing Documentation Training Materials & Plan Localization Implement local and legal requirements Interfaces 	<ul style="list-style-type: none"> Pilot & Rollout Process Scenarios Tests Pilot & Rollout Data Migration Tests Template and Local Training Materials Deployment Key User Training Local User Acceptance Integration Test 	<ul style="list-style-type: none"> Prepare local technical equipment Local End-User Training Go Live Preparation and Final Packaging Cut-over Production Support Plan Project Marketing Inform suppliers and customers On-site support Data migration 	<ul style="list-style-type: none"> First Month-End Closing Support Hand-Over to AMC and Knowledge Transfer Custom-Learned Workshop Project Close Procedures

Project Phases

Integrated methods and tools

SAP Reference Solutions Automotive, Chemical, Pharma, Machinery Industry Reference Process Houses

<p>Project Solution Playbook</p> <p>PM Methodology Framework</p>	<p>LIVE Tools for Applications</p> <p>Rule based requirements analysis and process modeling</p>	<p>SAP Solution Manager</p>
<p>AtoS Transition Tools</p>	<p>(RBE PLUS™) Reverse Business Engineering¹⁾</p>	<p>IMS v2.0 Issue Management Solution</p>
		<p>RWD uPerform Training</p>

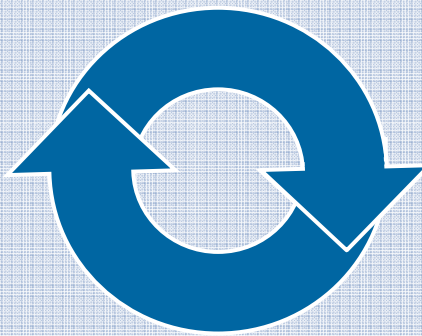
1) RBE PLUS™, IBIS Prof. Thome AG



Consolidation and Harmonization toolset – proven accelerators

RBE PLUS™ Analysis¹⁾

- ▶ Tool supported approach for Roll-Out and system Setup workshops
- ▶ Evaluate the actual utilization of the SAP functionalities, namely in a process oriented view
- ▶ Transparency in the profoundness of the actual utilization of the SAP system



We provide high reuse of approved deliverables!

Reference Documentation

- ▶ Process descriptions
- ▶ Organizational-Change procedure / Reorganization
- ▶ Template Blueprint concepts
- ▶ Pre defined Test - Cases
- ▶ Configuration Documentation
- ▶ Development Documentation
- ▶ Template Maintenance List
- ▶ Customizing Conventions
- ▶ Period-End-Closing procedure
- ▶ Chart-of-Accounts maintenance procedure
- ▶ Master Data Maintenance concept

1) RBE PLUS™, IBIS Prof. Thome AG

In order to maximize business value, IT has to manage the balance between individuality and standardization

IT supports / results in ...

High differentiation to competition
(with unique selling point)

Low differentiation to competition
(w/o unique selling point)

Individuality

- ▶ Critical success factors of the businesses have top priority for IT
- ▶ IT must never affect essential investments for the core business
- ▶ Develop applications on standard platforms with high flexibility

Enterprise
IT Architecture
(interoperability)

Standardization

- ▶ Provide IT infrastructure with high performance, availability and stability
- ▶ Use market standards instead of defining "corporate standards"
- ▶ Implement "Out-of-the-box" solutions available on market

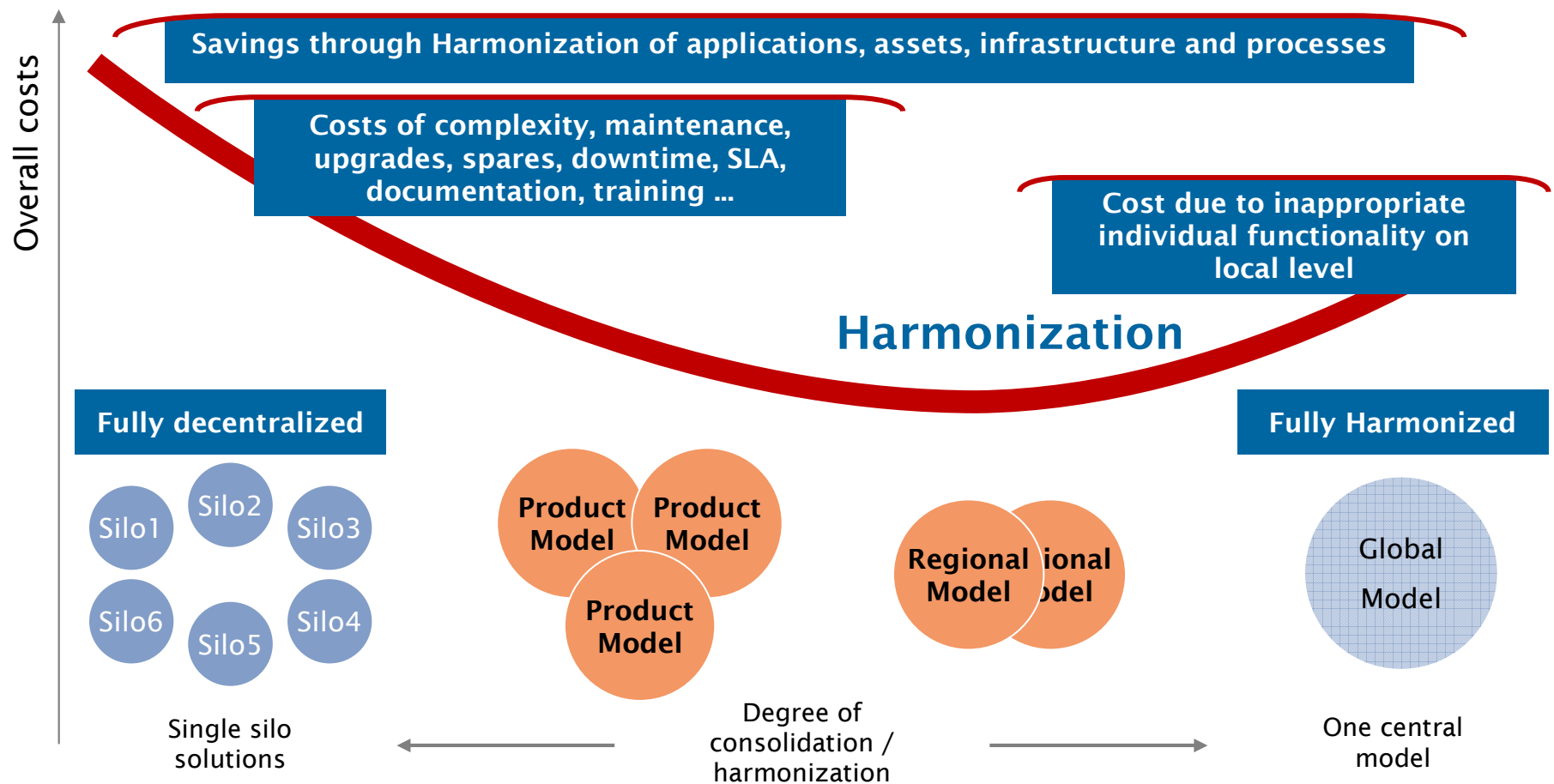
IT must follow business requirements to maximize business value

Questions:

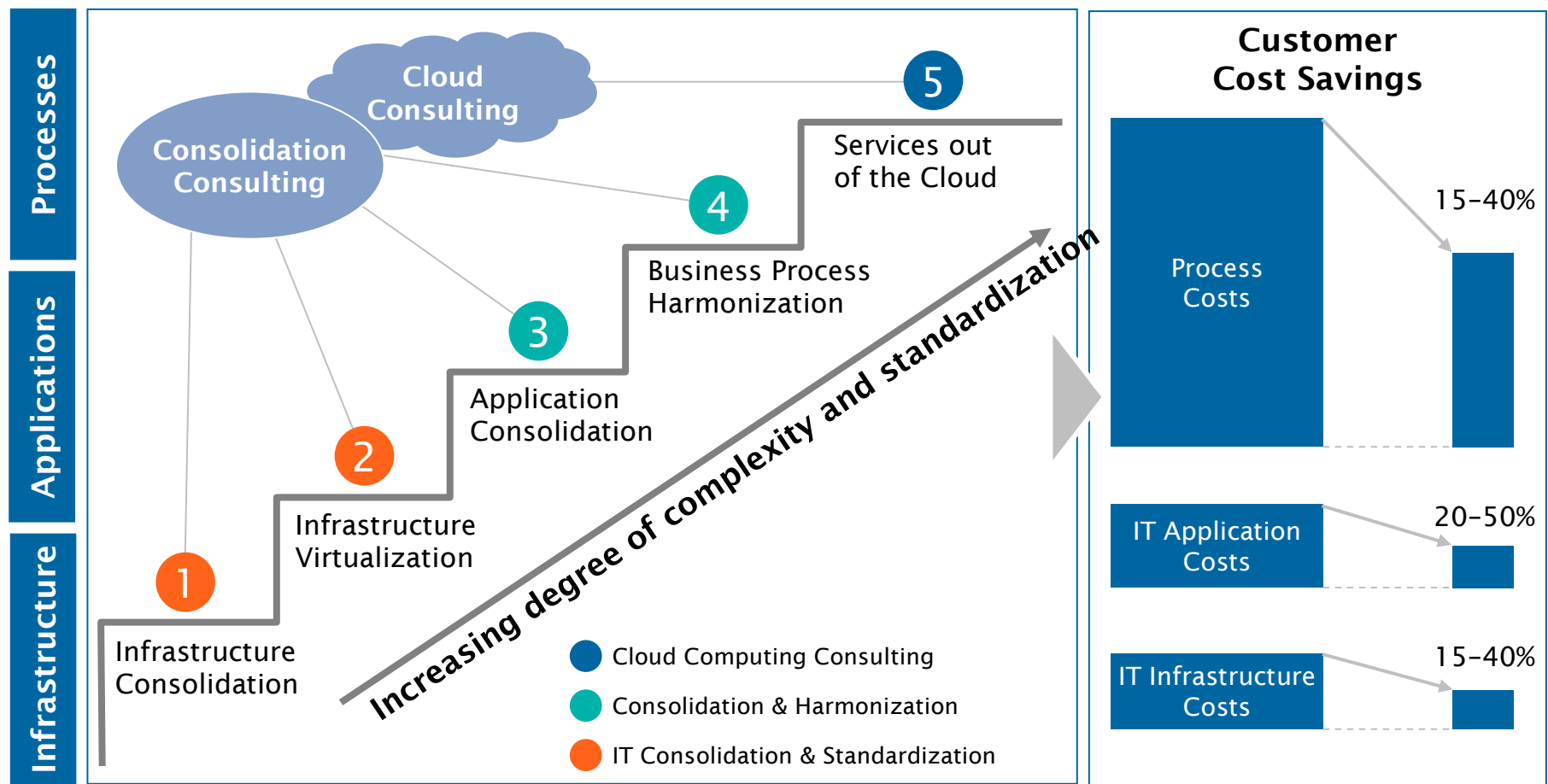
1. Up to which degree can IT landscapes be standardized without compromising business performance?
2. Where SAP-Best Practice can be used?

Source: Siemens Corporate IT

The key question is to find the right degree of standardization for processes and applications



Attaining greatest customer benefits - C&H is addressing processes, applications and IT infrastructure



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Benefits

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AtoS – Reliable C & H partner

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Question and Answer



Customer benefits and Atos' value proposition in Consolidation & Harmonization programs

Benefits for the customer

Significant savings in IT and in business ...

- ▶ 15% to 40% less process related costs
- ▶ 15% to 50% less IT related costs

Furthermore ...

- ▶ Data transparency across countries and legal entities
- ▶ Higher flexibility in case of mergers & acquisitions
- ▶ Basis for Shared Service Center for Business and IT
- ▶ 1st class compliance on a global basis

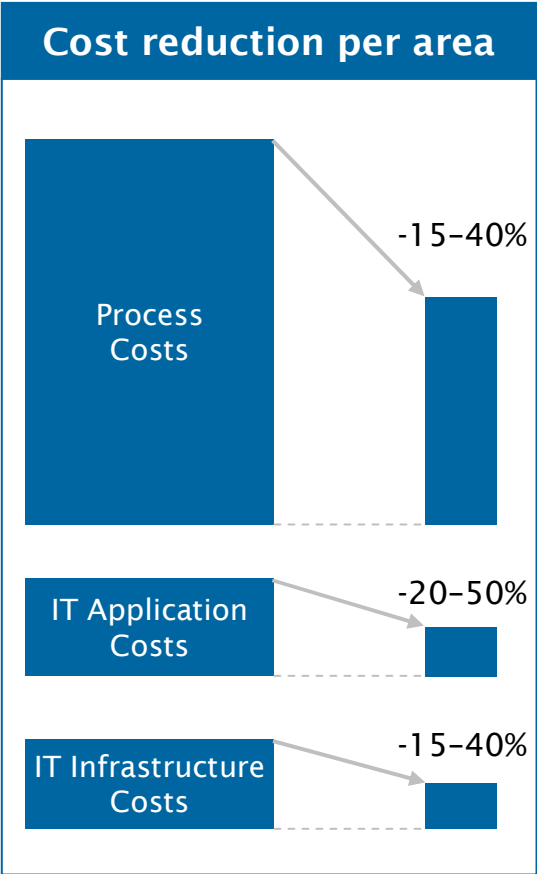
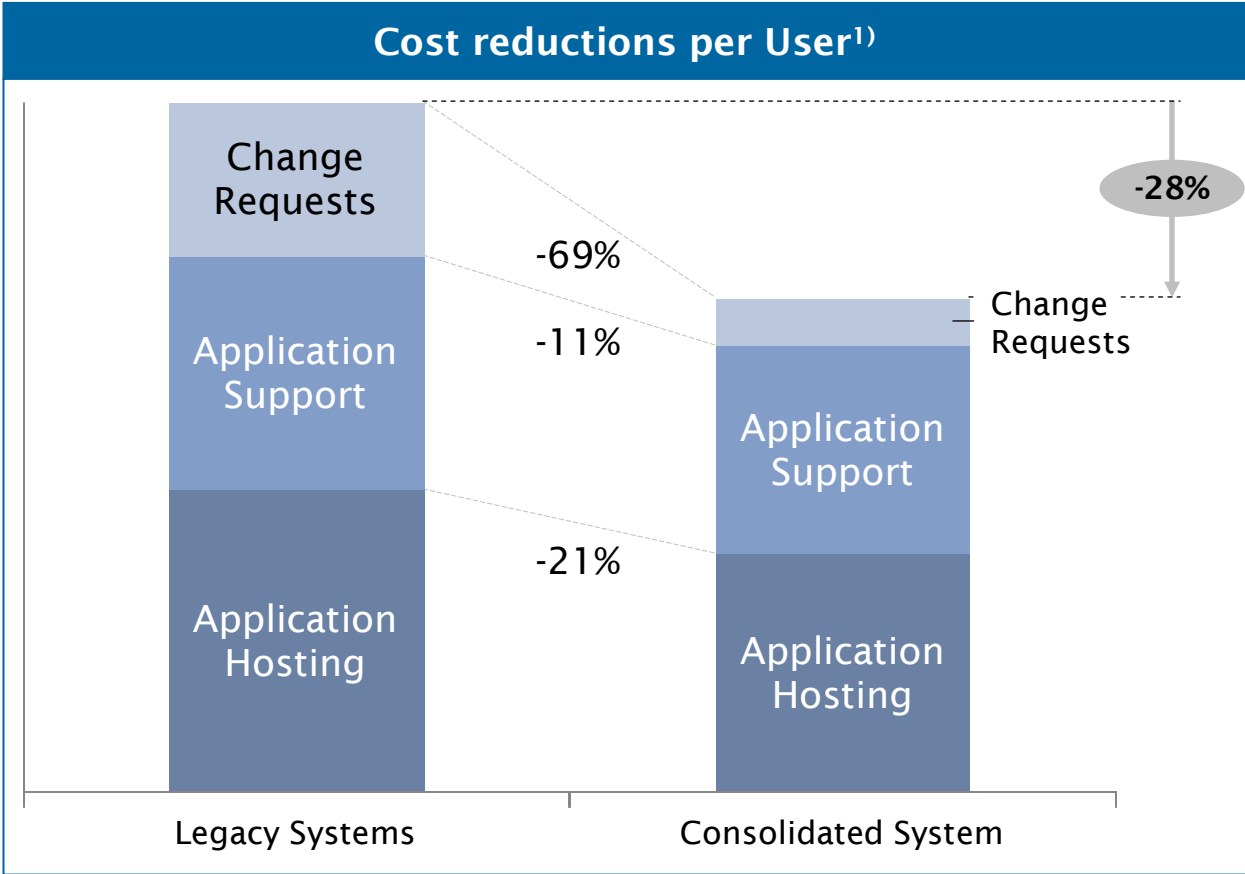


Why Atos?

Successful customer-led, sustainable, high performing C&H business with clear USPs...

- ▶ **Outstanding long-term C&H expertise**
- ▶ **Proven C&H methodology and tools** enhanced over the last 15 years
- ▶ **Global delivery network** with Global Competence center Germany + Regional Hubs in NA and ASP
- ▶ **Strong references**, e.g. Major German MNC, Leader in Automobile industry etc

Benefits in the IT and business in regard of Consolidation & Harmonization initiatives



1) Project example from Company with 9 systems in 7 locations



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AtoS – Global SAP

“End to End”

“Built Around You”

Trend: Solutions

“Business Technologists”

- Industry expertise
- Business outcome focused

“European SAP Leader with Global reach”

- Global reach
- C&H in large complex engagements
- Long, deep relationship with SAP

“IP based on real experience”

- LIVE Tools
- Industry templates

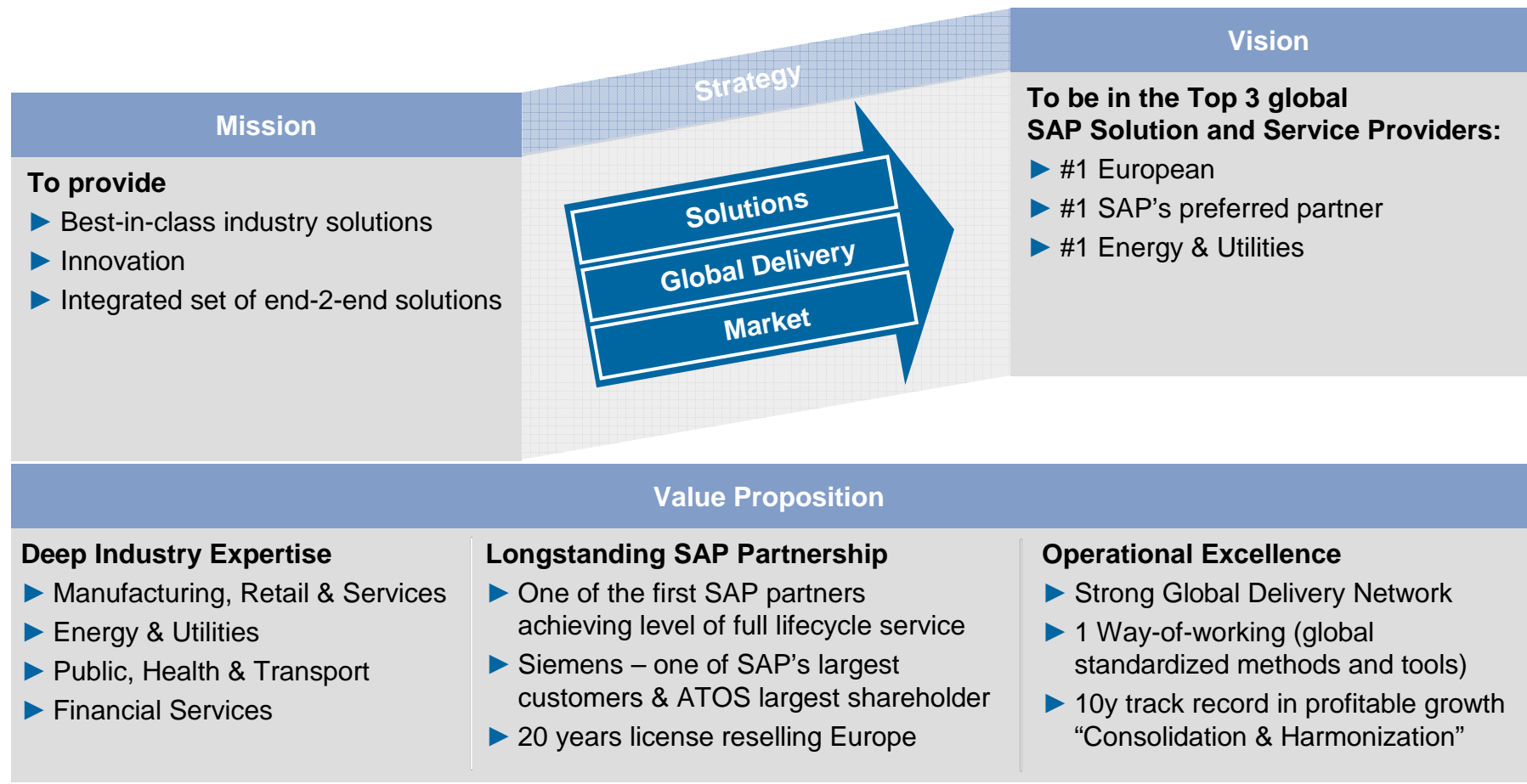
“Innovation”

- Cloud
- Mobility
- HANA
- Proof points

Delivery Excellence

Global SAP Partner relationship

AtoS – Global SAP



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Thanks

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