

Siemens Business Services

timo.markkula@siemens.fi

Tel. +358-10-511-5261

Mobile +358-50-3387682

<http://www.siemens.fi>

<http://www.sbs.siemens.com>



Agenda 23.10.2002 - FINSE

1

Introduction to mySAP.com and FDF's solution

2

Integrating IT-systems of FDF

3

Management of a large IS delivery from supplier's perspective

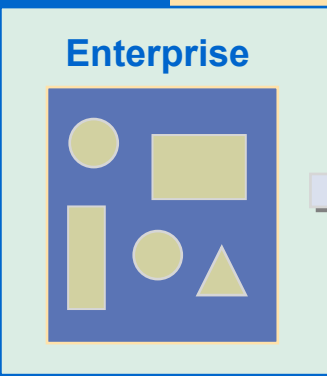
Evolution of an ERP-solution(s) (eg. mySAP.com)

80s: pre-ERP

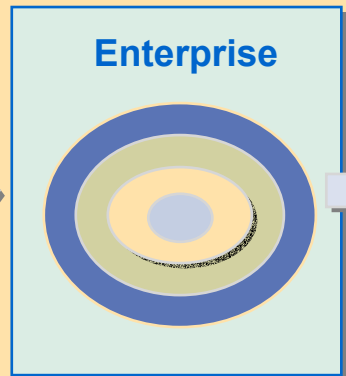
90s: ERP

Late 90s: post-ERP

00s: e-business

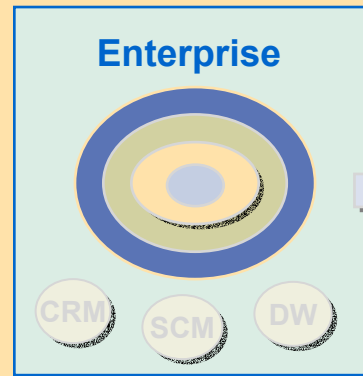


Legacy islands



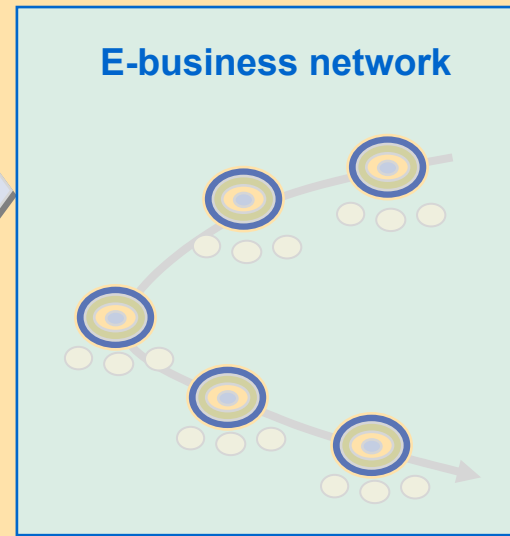
One integrated system

ERP (SAP R/2 – R/3)



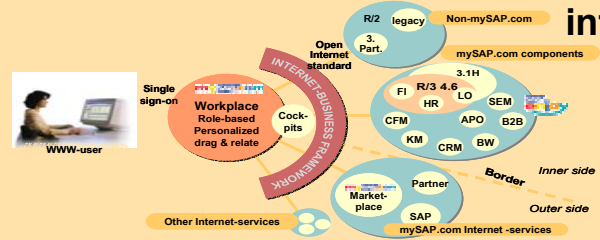
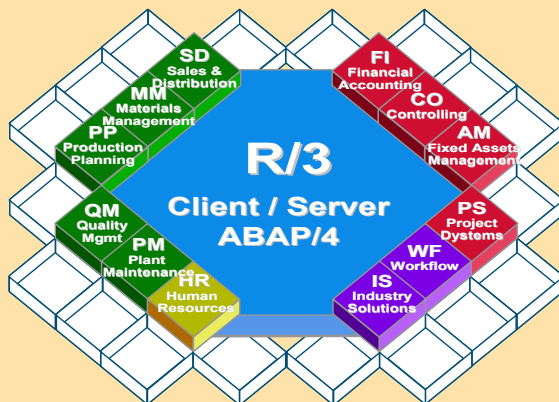
Additional apps:
often islands again
(new Business Dimensions)

ERP (SAP R/3) +
separated Business Solutions

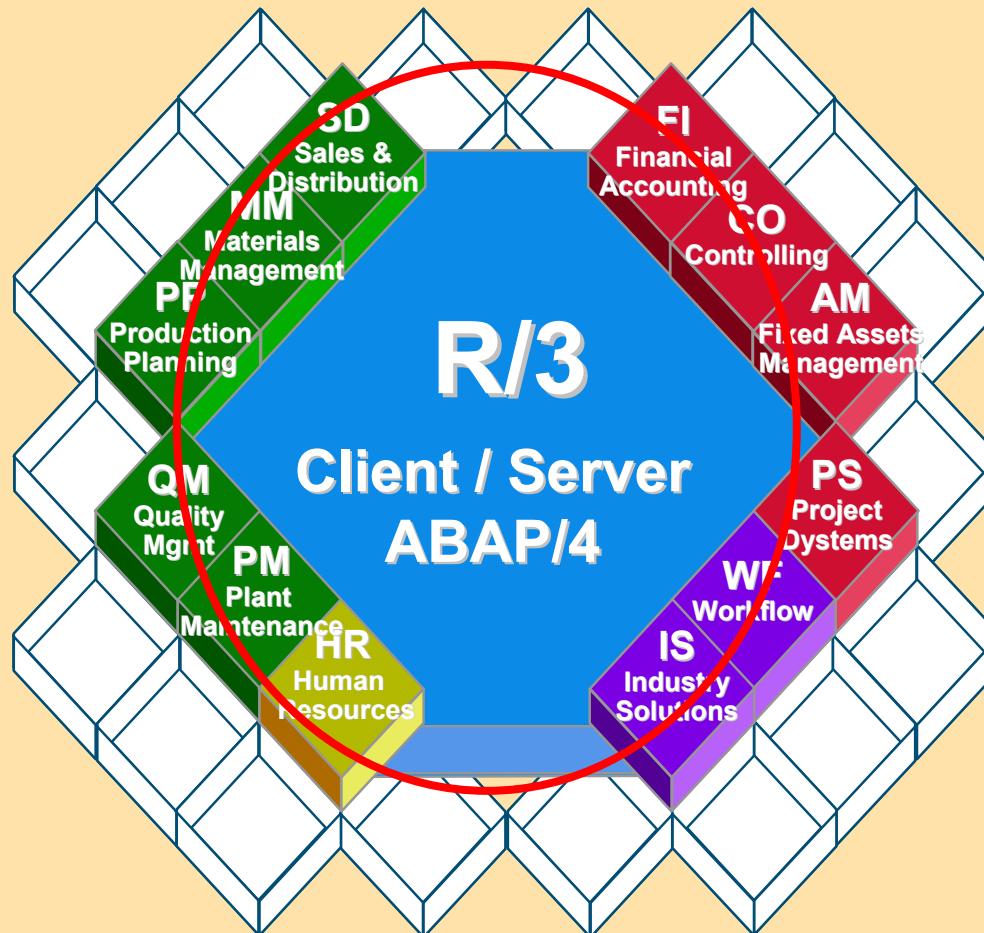


Extremely heterogeneous system landscape

Eg. mySAP.com or other modern ERP w-w/o external integration tools



Former SAP R/3 -environment



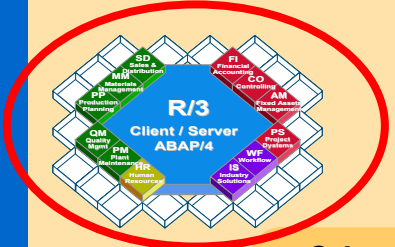
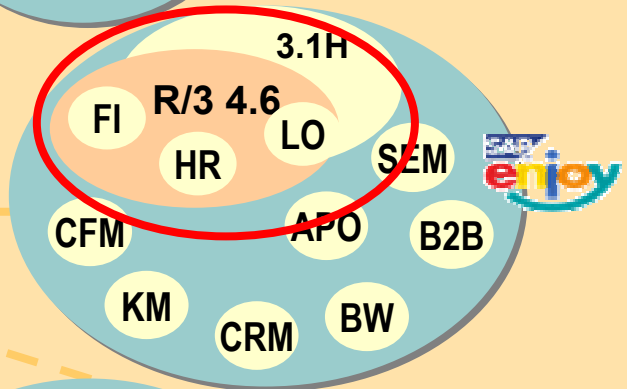
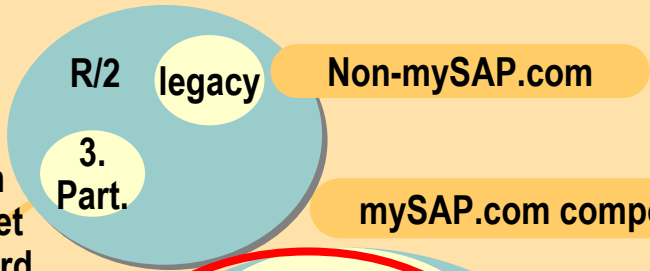
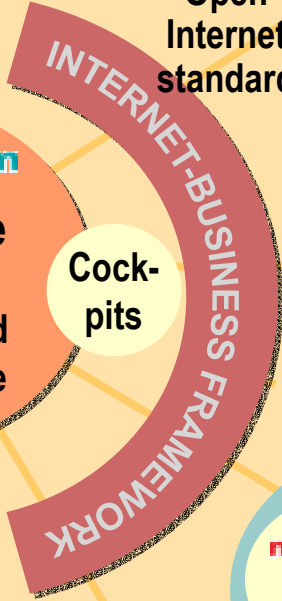
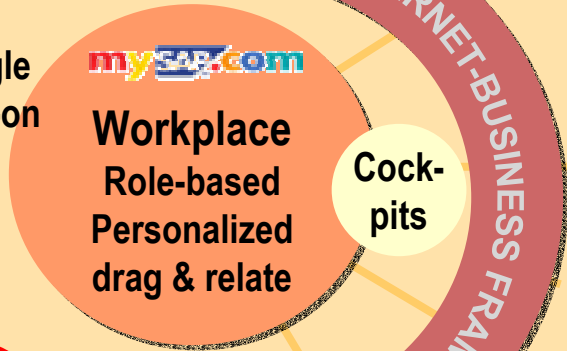
Target to integrate enterprise's main functions into one system

Current mySAP.com-enviroment

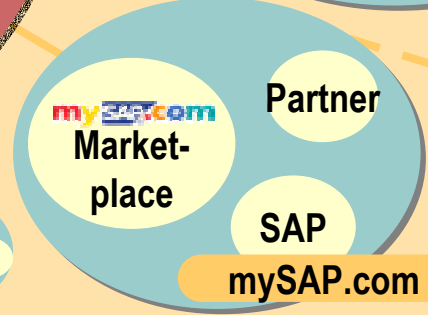
Business modules integrated round of Core Application Kernel



Single sign-on



Other Internet-services



Border
Inner side
Outer side

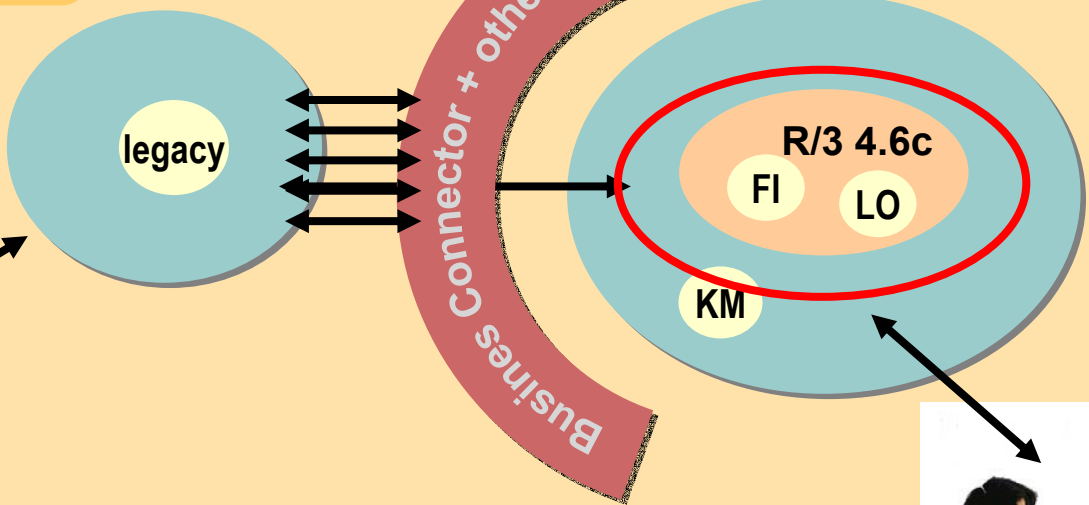
Target to integrate enterprise's main functions with other activators and use new concepts for (inter)communication

FDF's solution

Non-mySAP.com

In Future
SEM BW CO

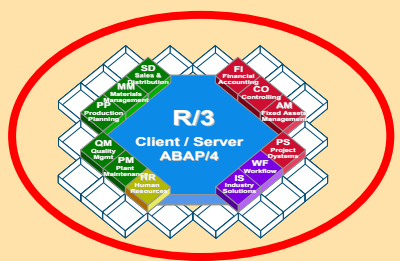
3. parties



High-Level Security Solution(s)



SAP GUI -user



PKI, VPN FW and tailored Security Solutions by SBS

mySAP.com-Solution Map

Enterprise Management

Strategic Enterprise Management

Business Intelligence & Data Warehousing

Managerial Accounting

Financial Accounting

Customer Relationship Mgmt

Sales Channels

Sales Management

Service Agreements

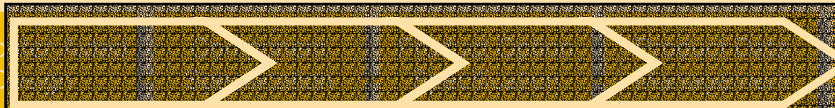
Customer Service

Service Fulfillment

Product/Brand Marketing

Product Design & Engineering

Comp D

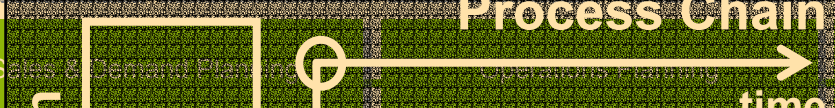


Manufacturing Process Specification

Engineering Change Management

Supply Chain Planning

Sales Demand Planning



Distribution Planning

Component Procurement

Q

Evaluation Component & Supplier Selection

Purchasing Contracts

Electronic Procurement

Manufacturing

Production

Production Execution

Quality Management

Plant Maintenance

Sales & Distribution

Sales Cycle Management

Order Fulfillment

Distributor Reseller Management

Warehouse Management

Transportation Management

Customer Service

Installation Management

Field Service Support

Service History

Service Configuration Management

Billing/ Costing/ Profitability

Service Supply Chain Management

Business Support

Human Resource Management

Procurement

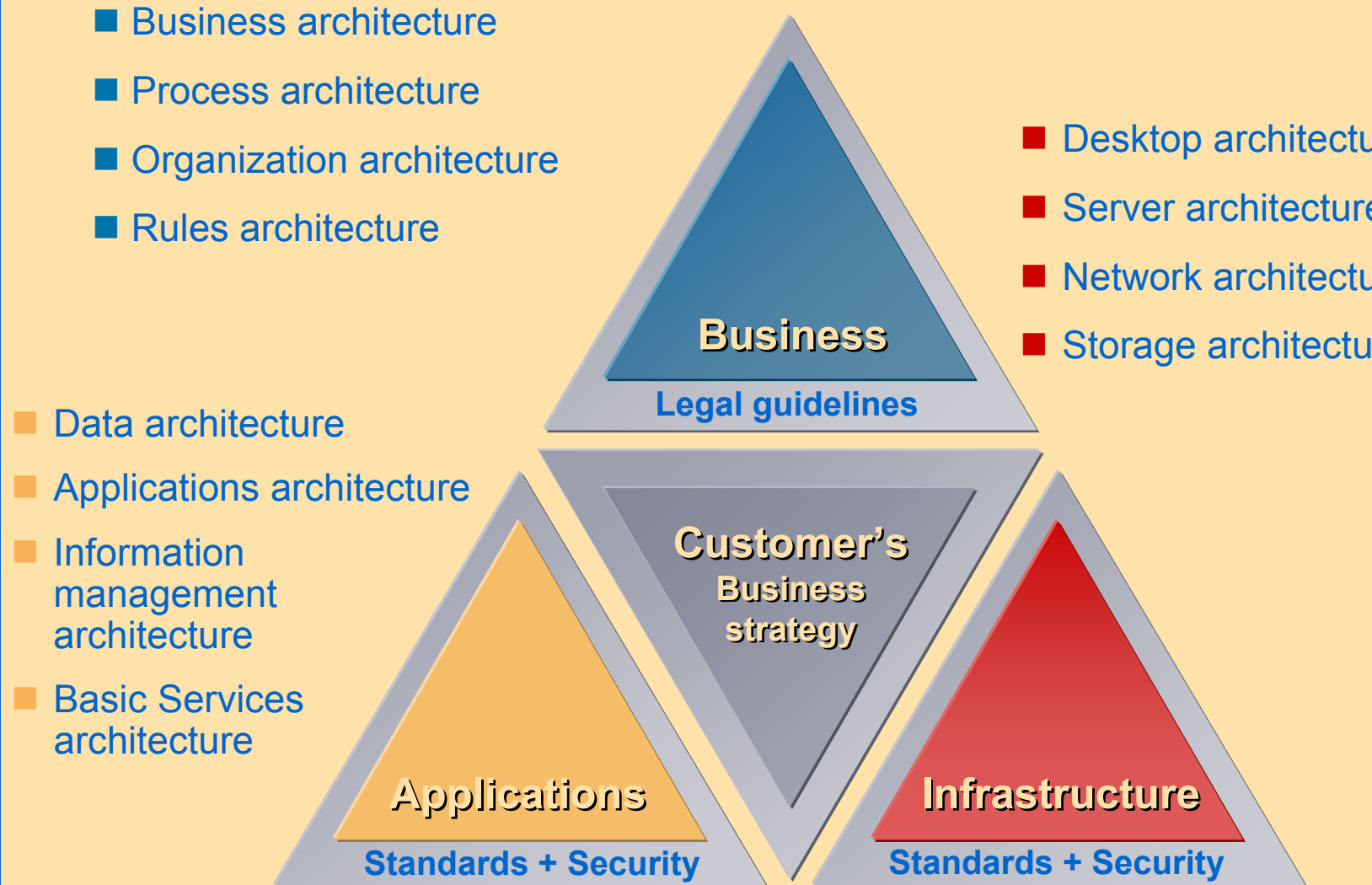
Treasury

Fixed Asset Management

Software Management

Foreign Trade Management

Structure of the Business architecture



Agenda

1

Introduction to mySAP.com and FDF's solution

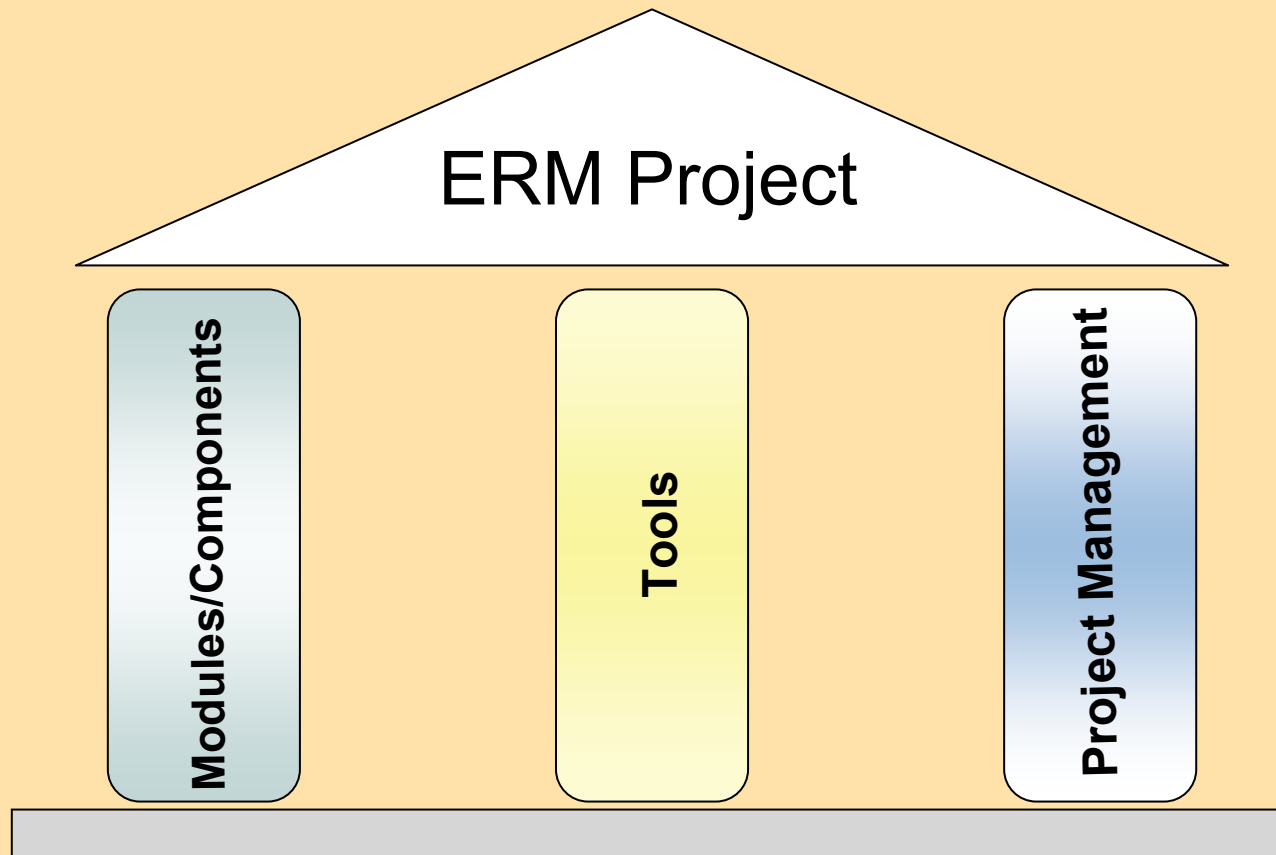
2

Integrating IT-systems of FDF

3

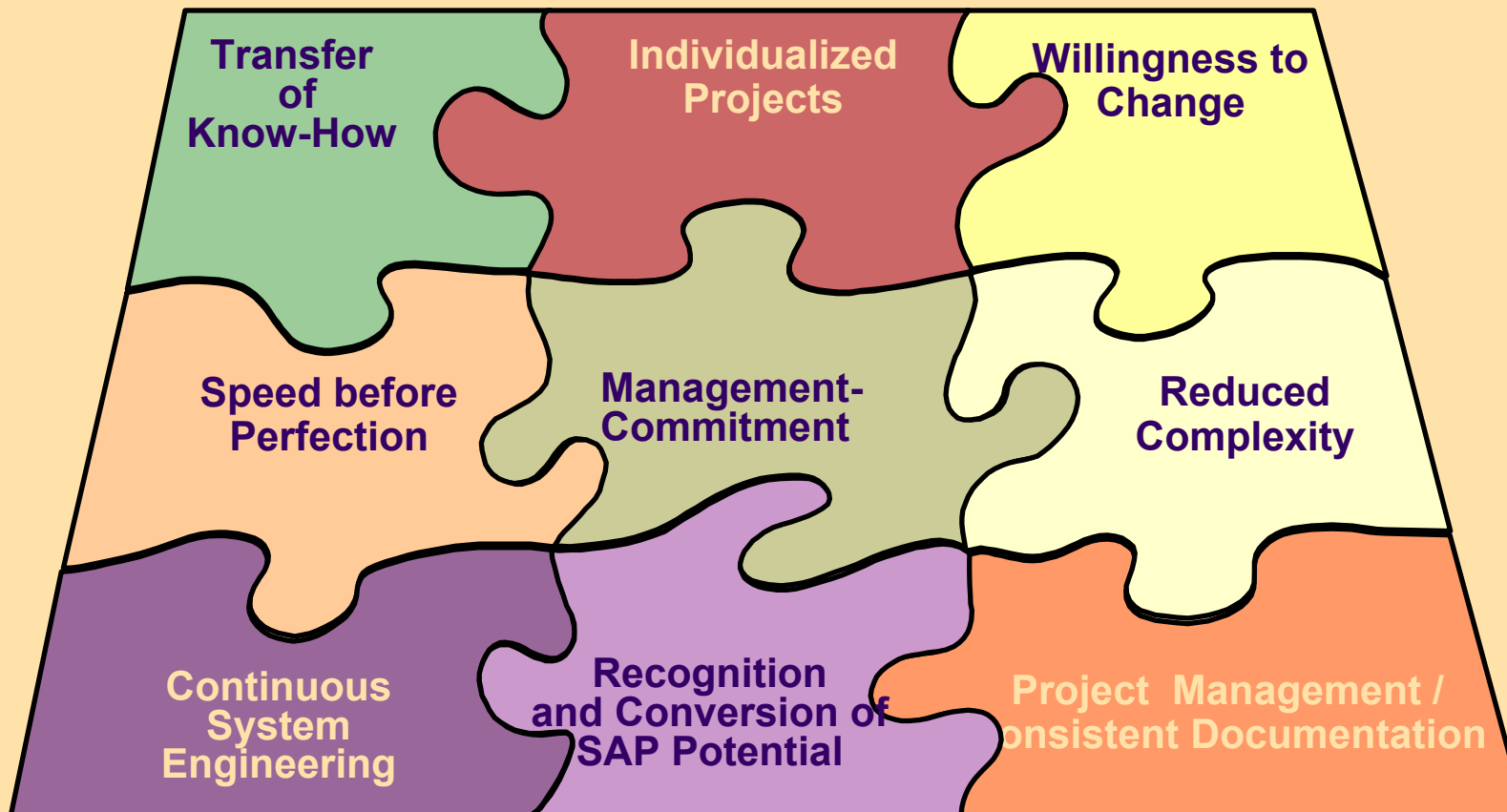
Management of a large IS delivery from supplier's perspective

Main Cornerstones of a Project Implementation

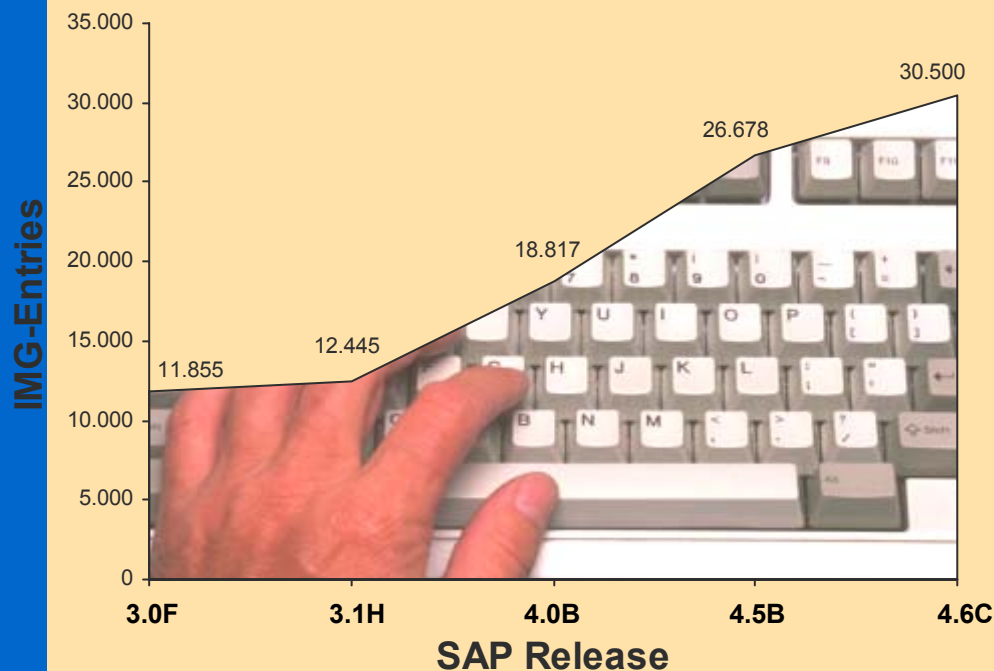


Quelle: Meta-Group, ERM Studie 1999

Secrets for Success for Professional SAP Implementation



SAP's complexity is increasing rapidly with each new version – **tools are needed!**



- ▶ Increase in customizing settings due to new modules, functions and interfaces
- ▶ Implementation guide expanded to include approx. 30,000 possible entries

Methodologies and Tools

ASAP

- SAP's implementation methodology



Chestra

- Siemens' methodology for IT-projects

LIVE Tools

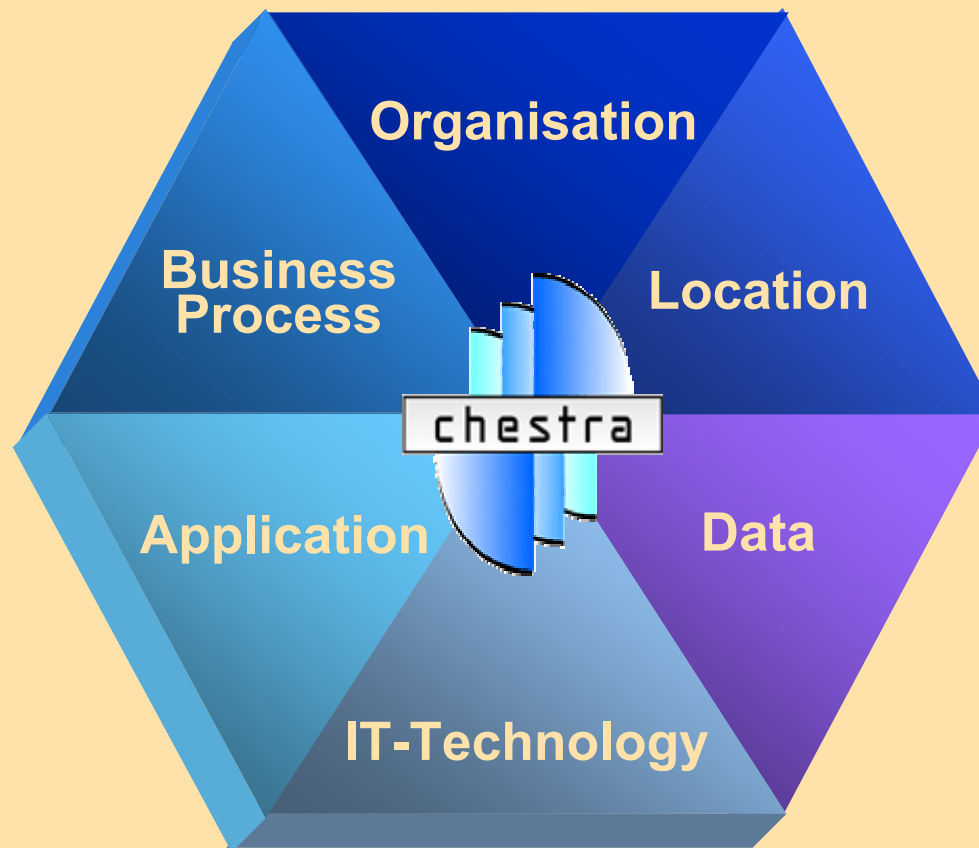
- Siemens' tool for (mySAP.com) implementation

How to get Customer into Map?

How to show to the Customer that what WE can do with a new Application(s)?

Many times Customer do not know that what scenarios and processes are possible and...

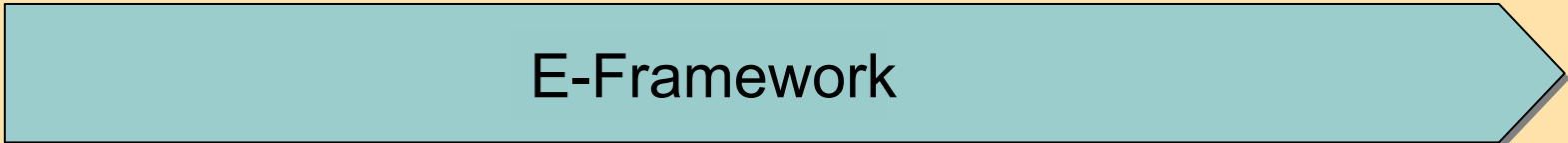
Chestra's Hexagon



Impact of Change in Domains

Impact of Change	Business Process	Organisation	Location	Application	Data	IT Technology
Minor impact	Support existing process	Different procedures	Changed use of existing facilities	Minor changes to existing applications	Same "entities"; new attributes	Same products; additional uses
Moderate impact	Revised activities in current process	Different job content	New facilities	Enhancements to existing application	New entities	Same product increased distribution, capacity, workload
Major impact	Revised process (Process Improvement)	Different jobs and organizational structure	Moving work	New application	New data structure	New products
Radical change	New process (Process Redesign)	Different culture	Moving workers to a different location	New application architecture	New data types (image, voice, objects)	New technology types (imaging)

E-Assessments with LIVE Tools – how we started?



Analysis of actual situation:

- LIVE KIT OnlineCheck



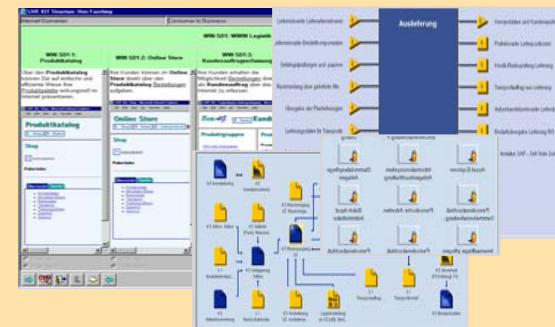
Development of an initial process architecture

- Workshop using process presentation tool LIVE KIT Power



Analysis of detailed focus:

- Business blueprint workshop using LIVE KIT analysis tools



LIVE KIT for efficient SAP implementation

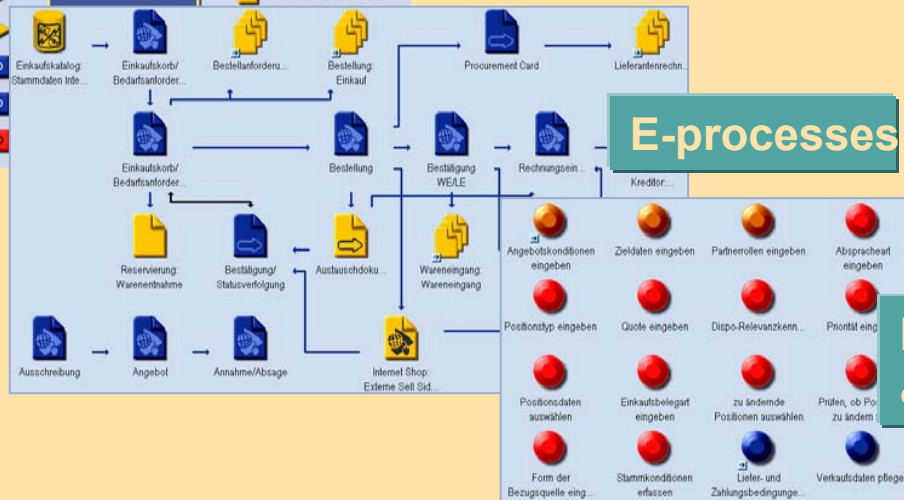


E-requirements analysis

The individual e-business solution is developed from the e-business scenario library



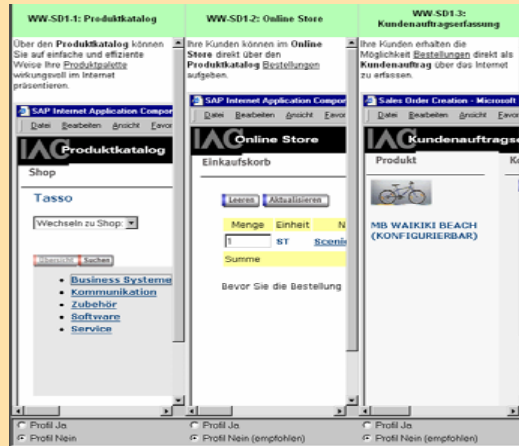
E-interfaces



E-processes

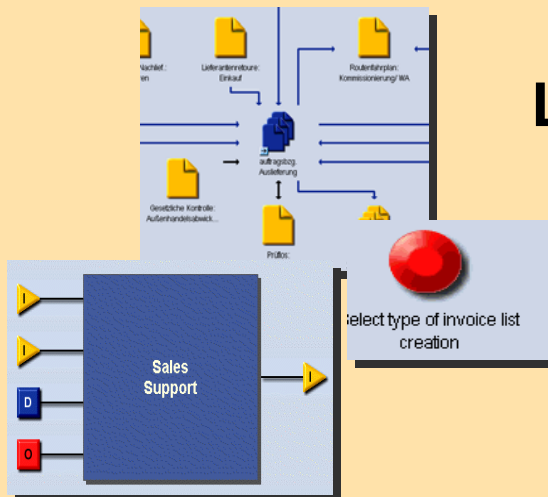
E-workstations & e-partners

LIVE Tools - Brief Description (I)



LIVE KIT Structure

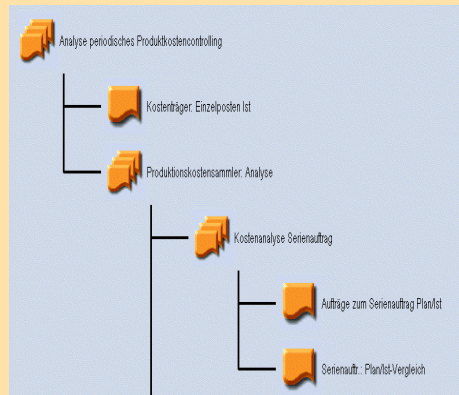
- Graphic, rule-based expert system which facilitates structured adaptation of standard applications to customer-specific requirements
- Convenient guidance through analysis workshop with simple question/answer dialogue



LIVE KIT Power

- Supports displaying and designing of company-specific views:
 - ✎ Interfaces
 - ✎ Business processes/ Process documents
 - ✎ Roles

LIVE Tools - Brief Description (II)



LIVE KIT Control

- Systematic overview of 3,200 SAP reports from the standard and the Business Information Warehouse (BW)
- Guarantees the necessary transparency for the SAP implementation



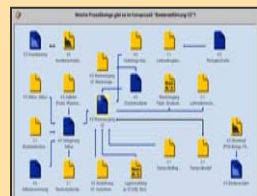
LIVE KIT Composer

- Easy modeling (HTML technology) of company-specific business transactions
- Ready-made modules for many functions

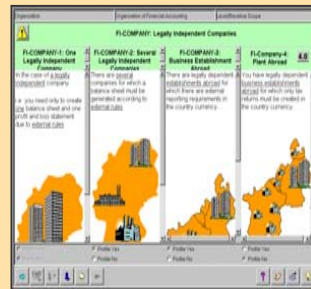
Integration of LIVE Tools



Situation analysis
LIVE KIT OnlineCheck



Basic process model
LIVE KIT Power



Analysis with
LIVE KIT Structure



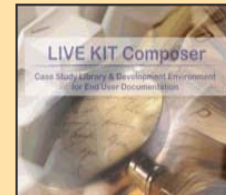
Report hierarchy

Reports

Integration

Processes

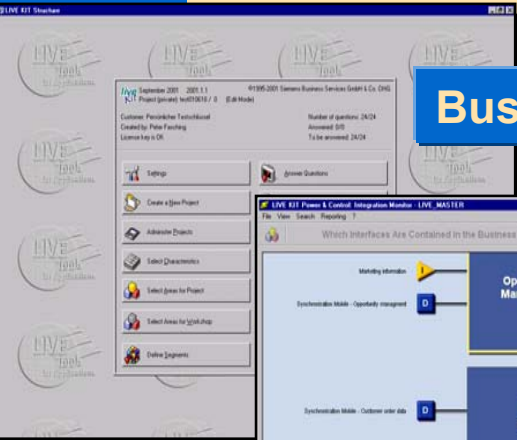
Roles



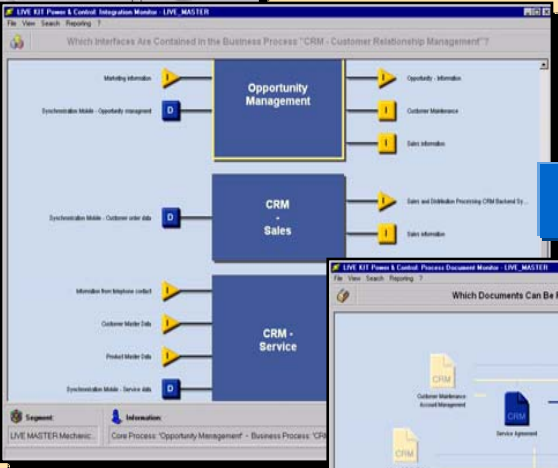
User documentation
LIVE KIT Composer

Company specific:
LIVE KIT Power

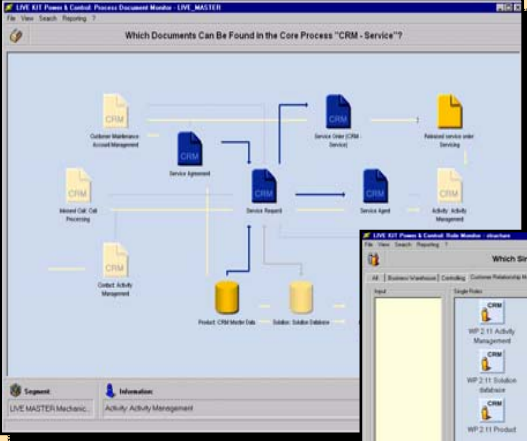
LIVE KIT results



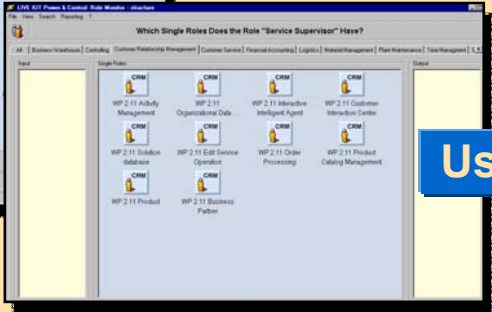
Business requirements



Interfaces



Processes



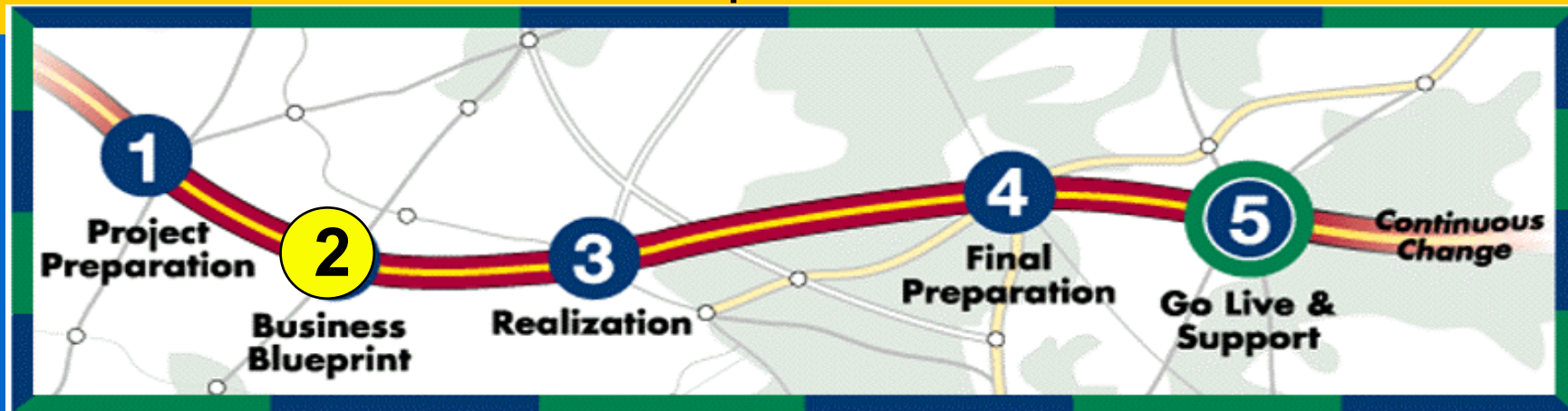
User roles

ASAP: Phase 1: Project Preparation



- Project organization and standards
- Prepare project charter
- Initial project planning
- Level 1 training for project team
- Technical requirements planning
- Prepare executive kickoff meeting

Phase 2: Business Blueprint



- Customer requirements gathering in interviews
- Questionnaires and models assist to create the Business Blueprint
- Level 2 training
- System installation
- Management review of Business Blueprint

Phase 3: Realization



- **Baseline Configuration**
 - Configuration of 100 % of organizational structure and majority of all daily business operations = baseline system
 - Business scenario confirmation and approval (first “integration test”)
 - No throw-away prototype
- **Final Configuration/Integration Test**
 - Develop integrated and documented solutions through cycles
 - Design, develop and test interfaces, reports, and conversions

Phase 4: Final Preparation



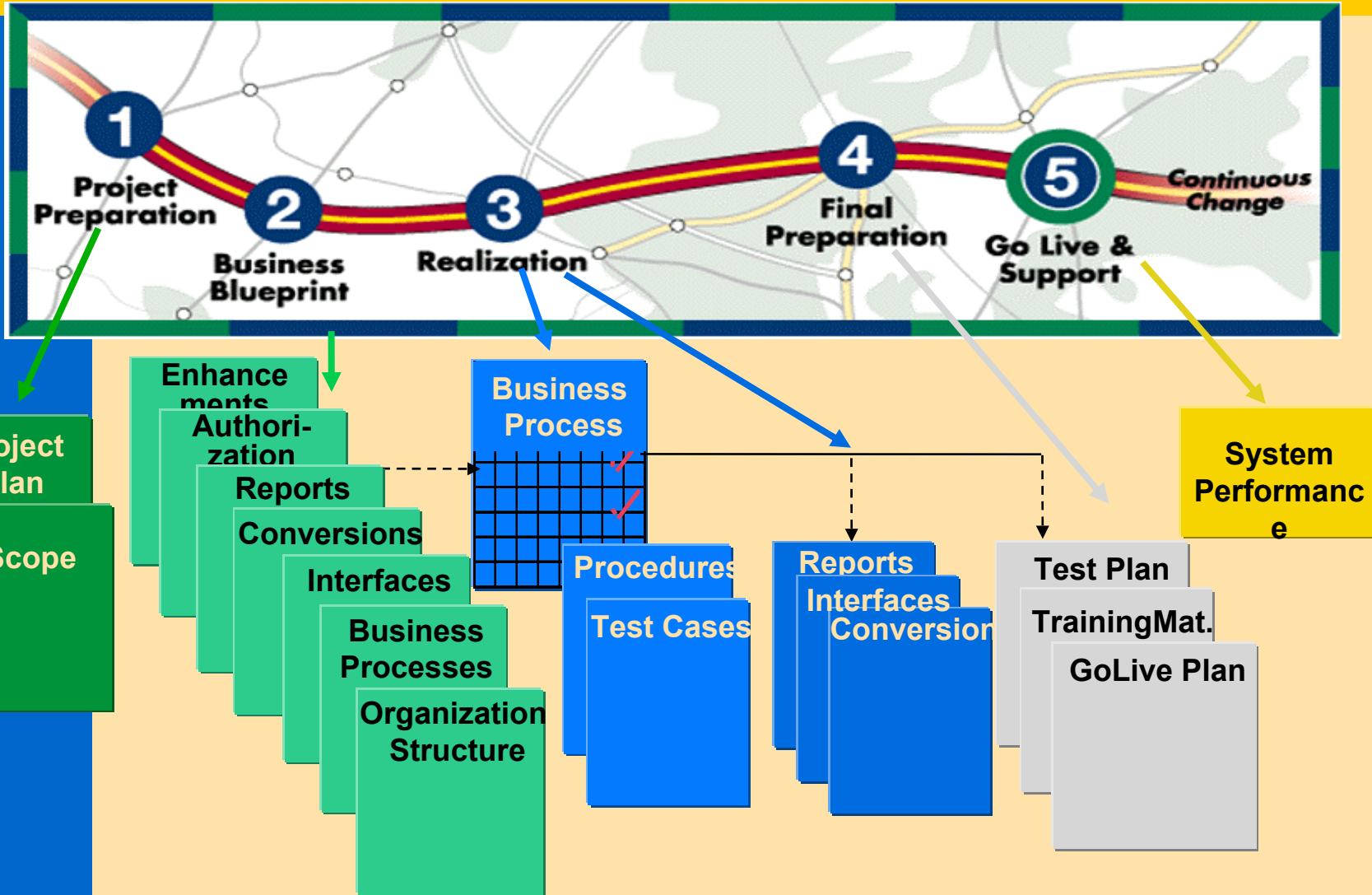
- Go-live plan
- End-user training
- Integration, volume and stress testing
- Establish internal help desk
- Cut-over to productive environment

Phase 5: Going Live and Support



- Application support
- Verify accuracy of productive system
- Measurement of business benefits

ASAP Documents Build on Each Other



Agenda

1

Introduction to mySAP.com and FDF's solution

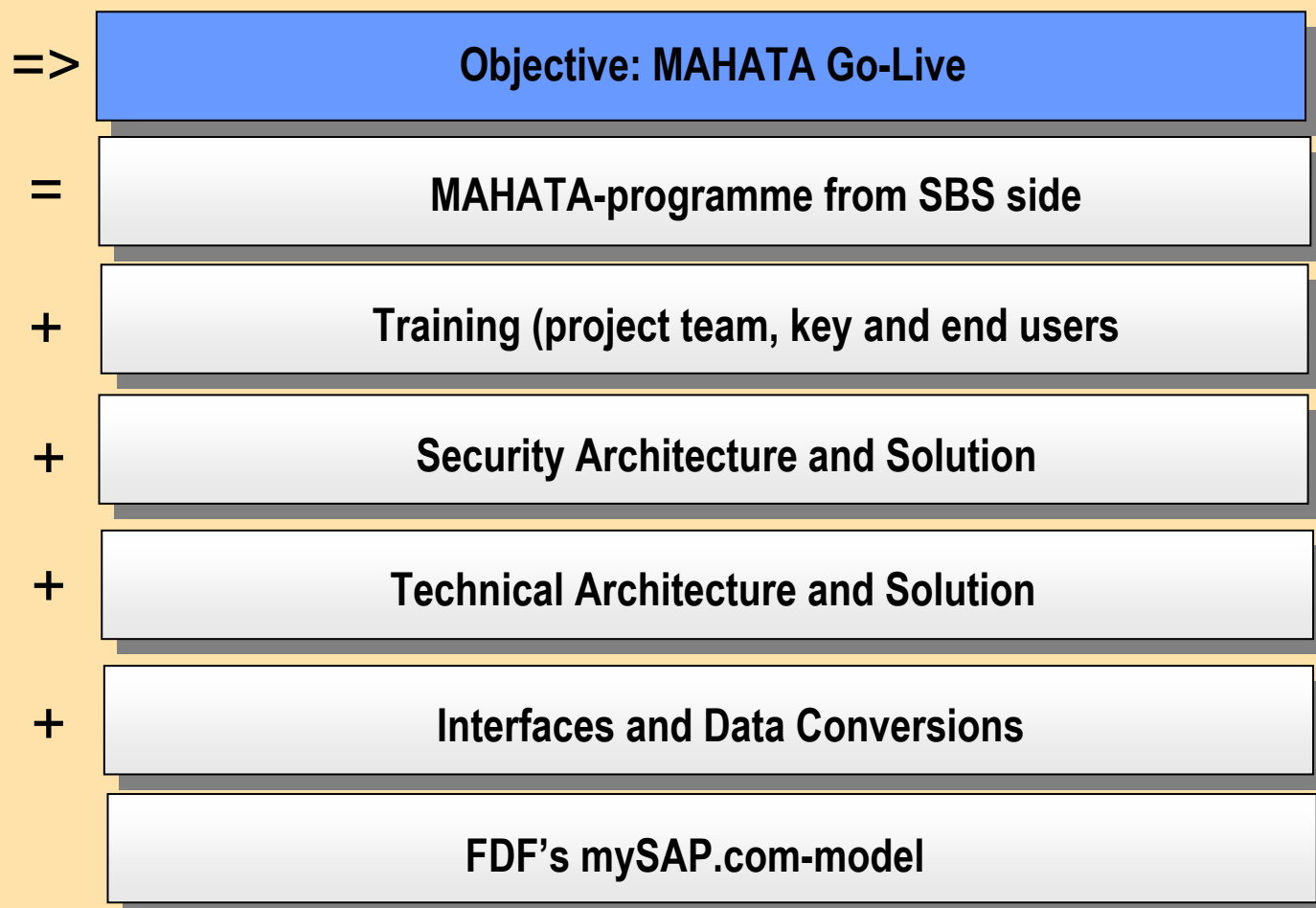
2

Integrating IT-systems of FDF

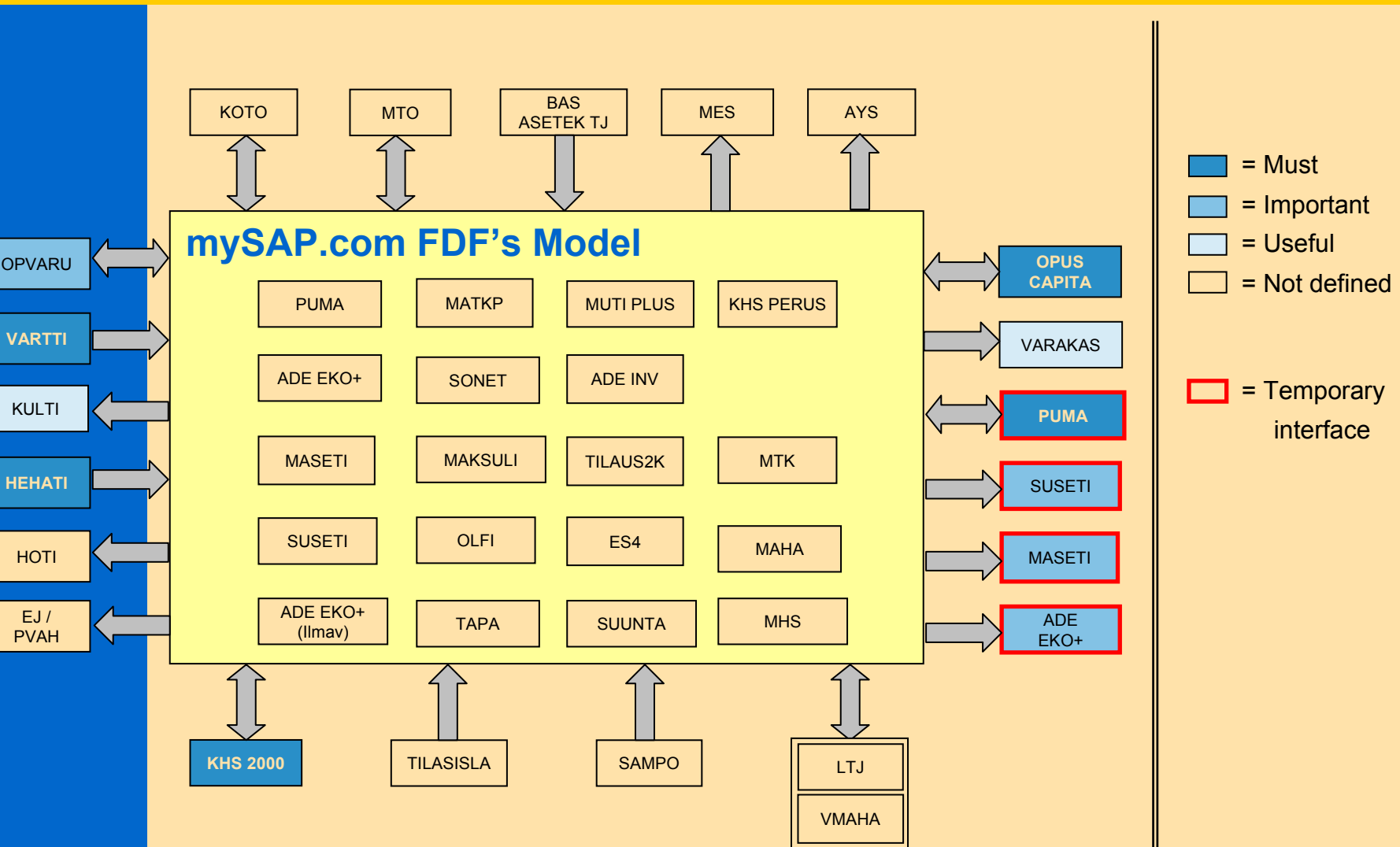
3

Management of a large IS delivery from supplier's perspective

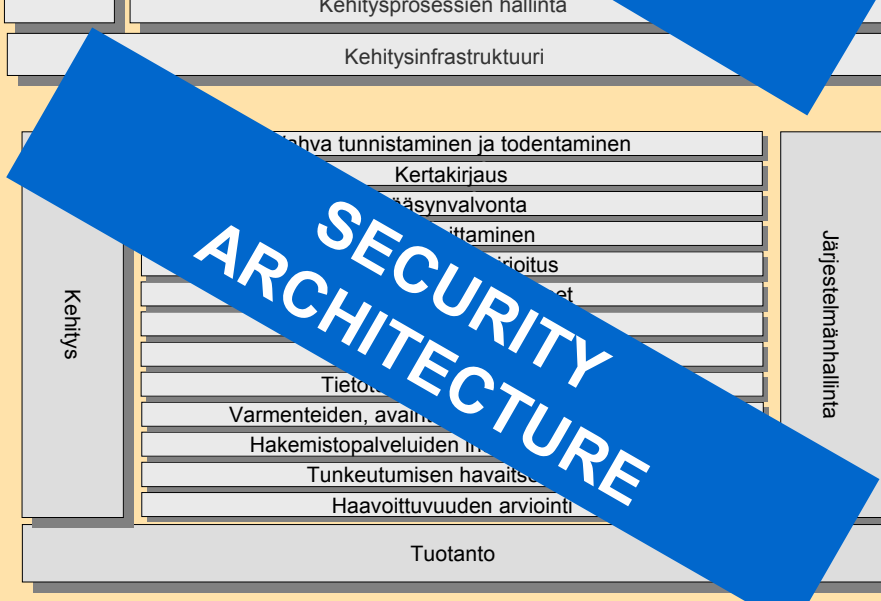
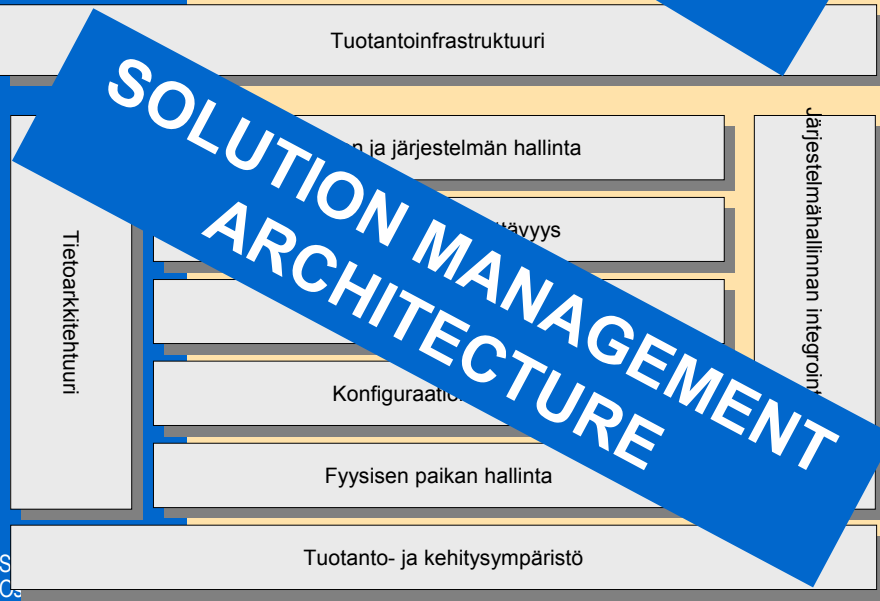
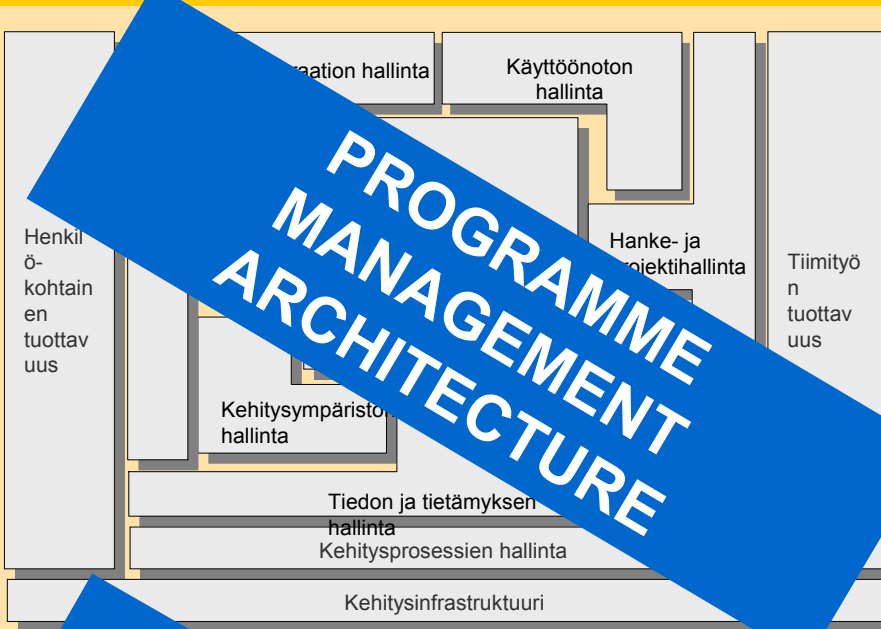
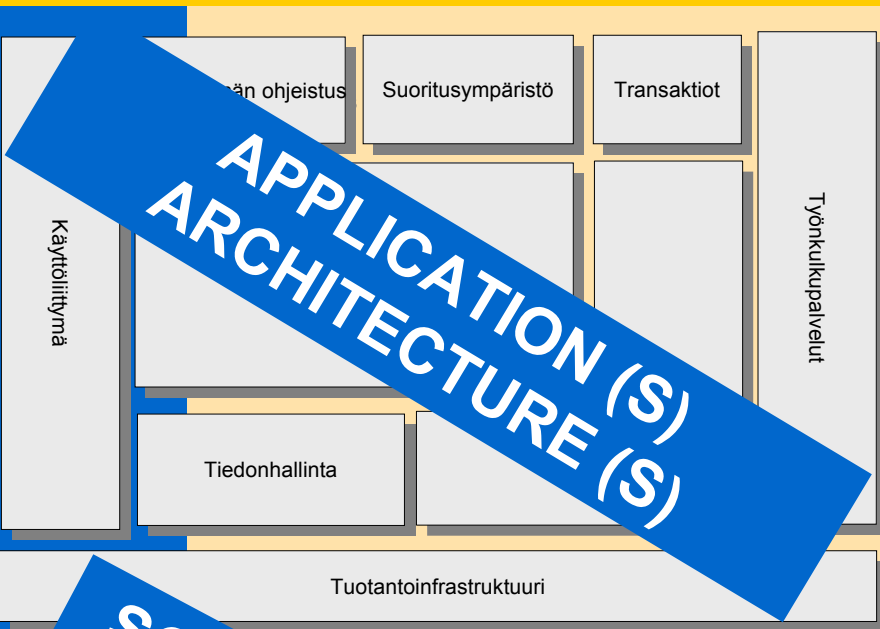
Large IS delivery from supplier's perspective



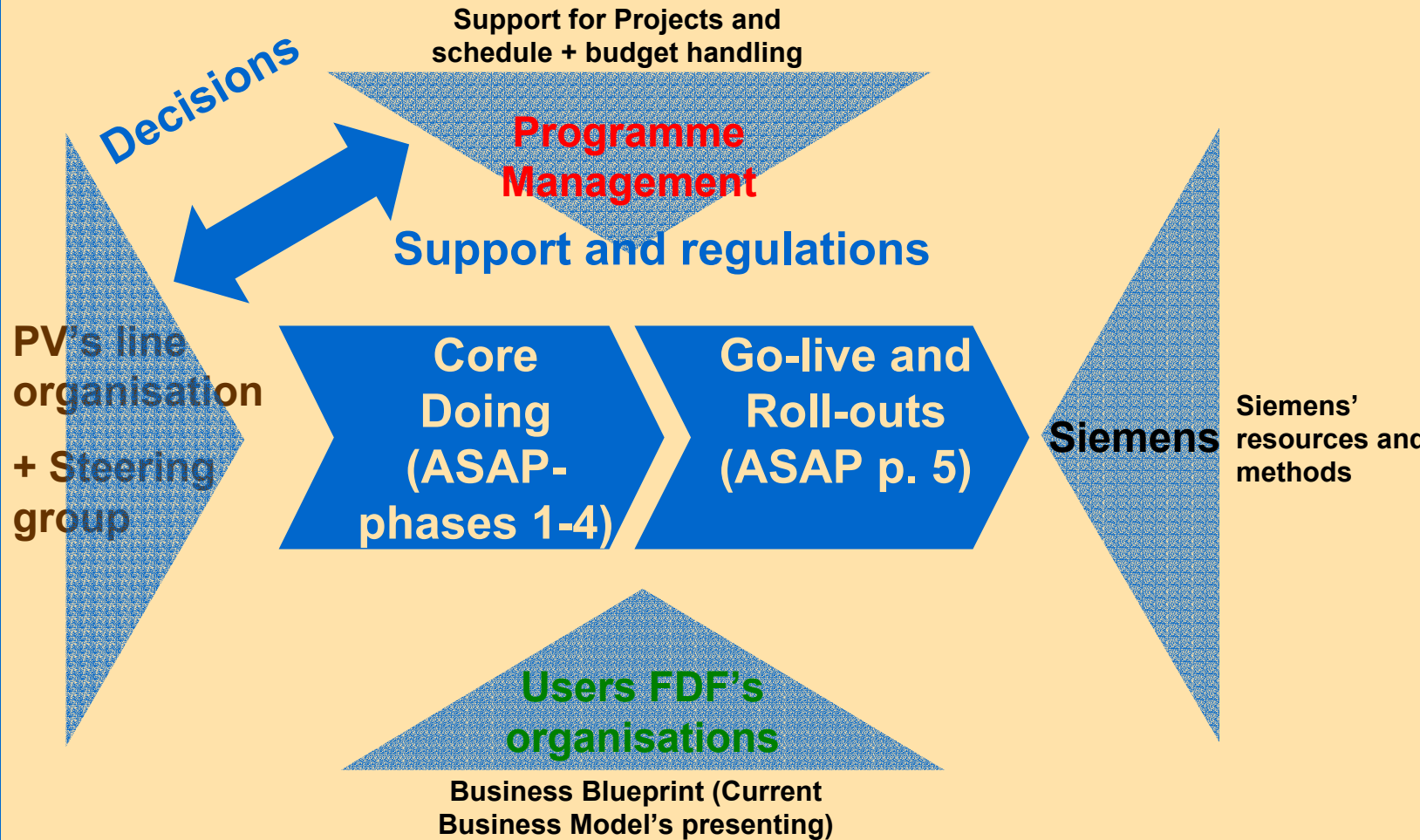
MAHATA-Application Architecture



Four different Architectures in MAHATA

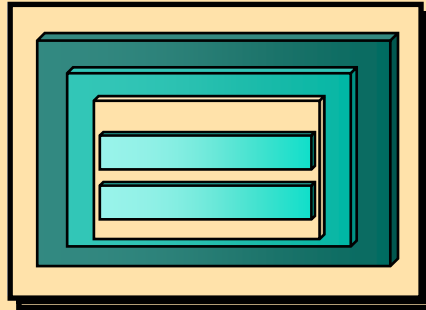


Decision Makers and skills for the Programme

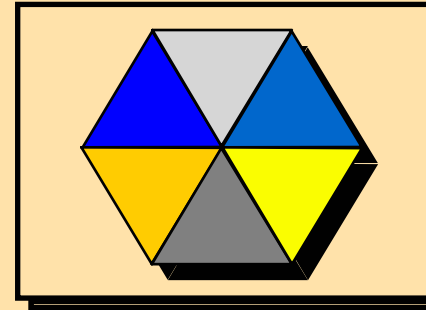


Chestra Framework

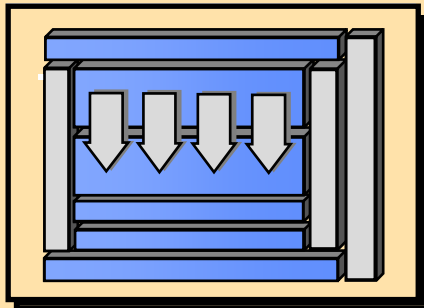
Units of Scope



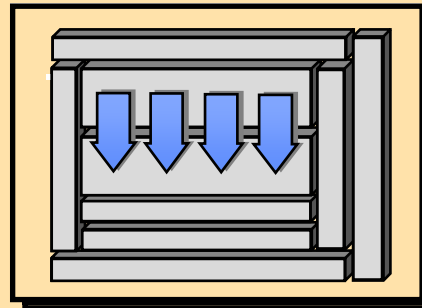
Domains of Change



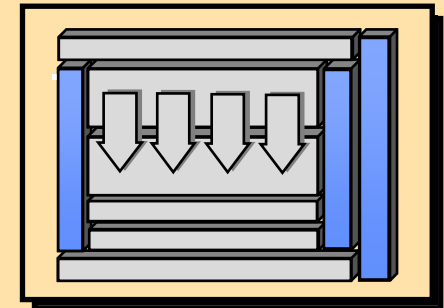
Phases



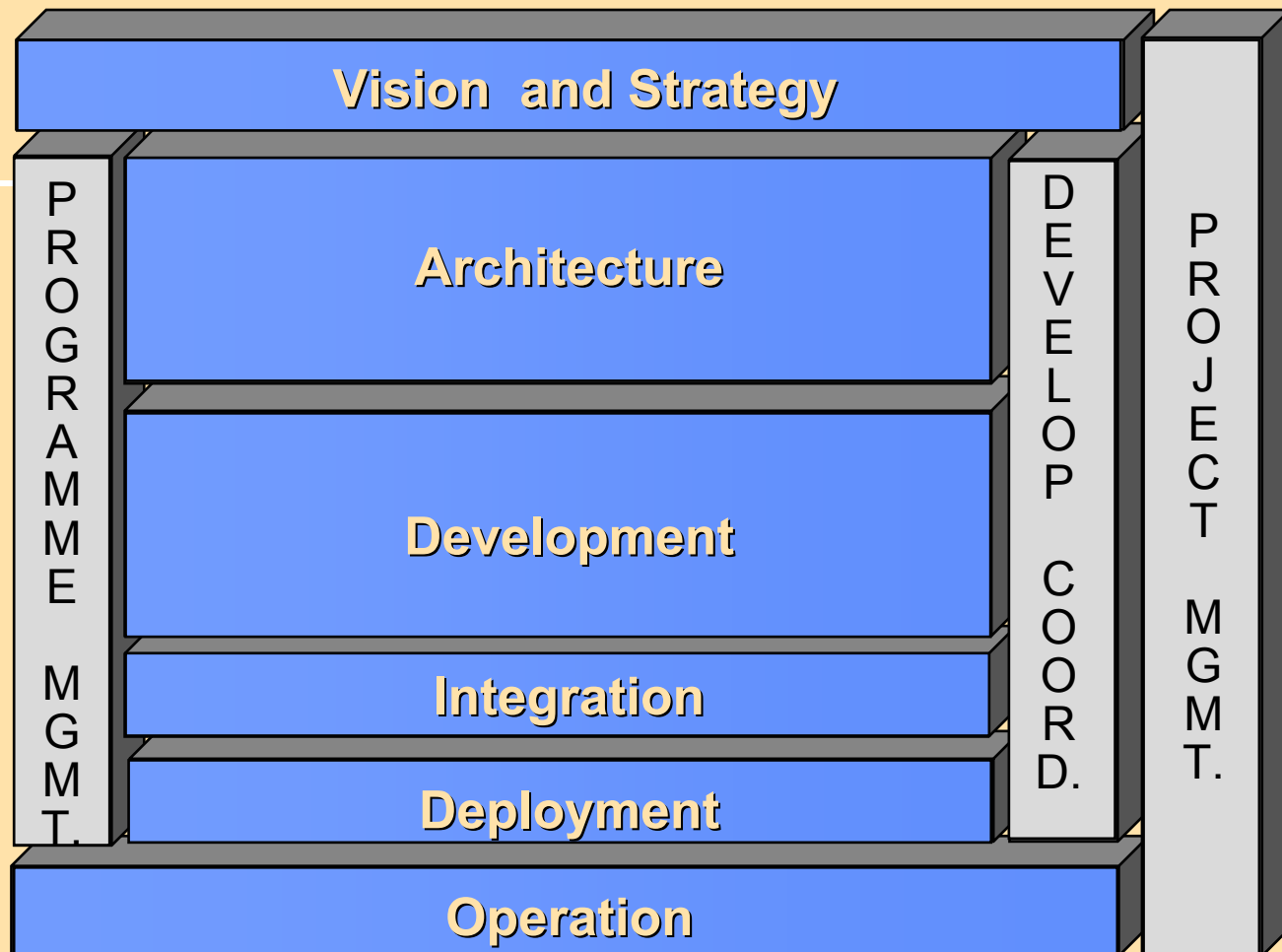
Specialty Areas



Management & Coordination



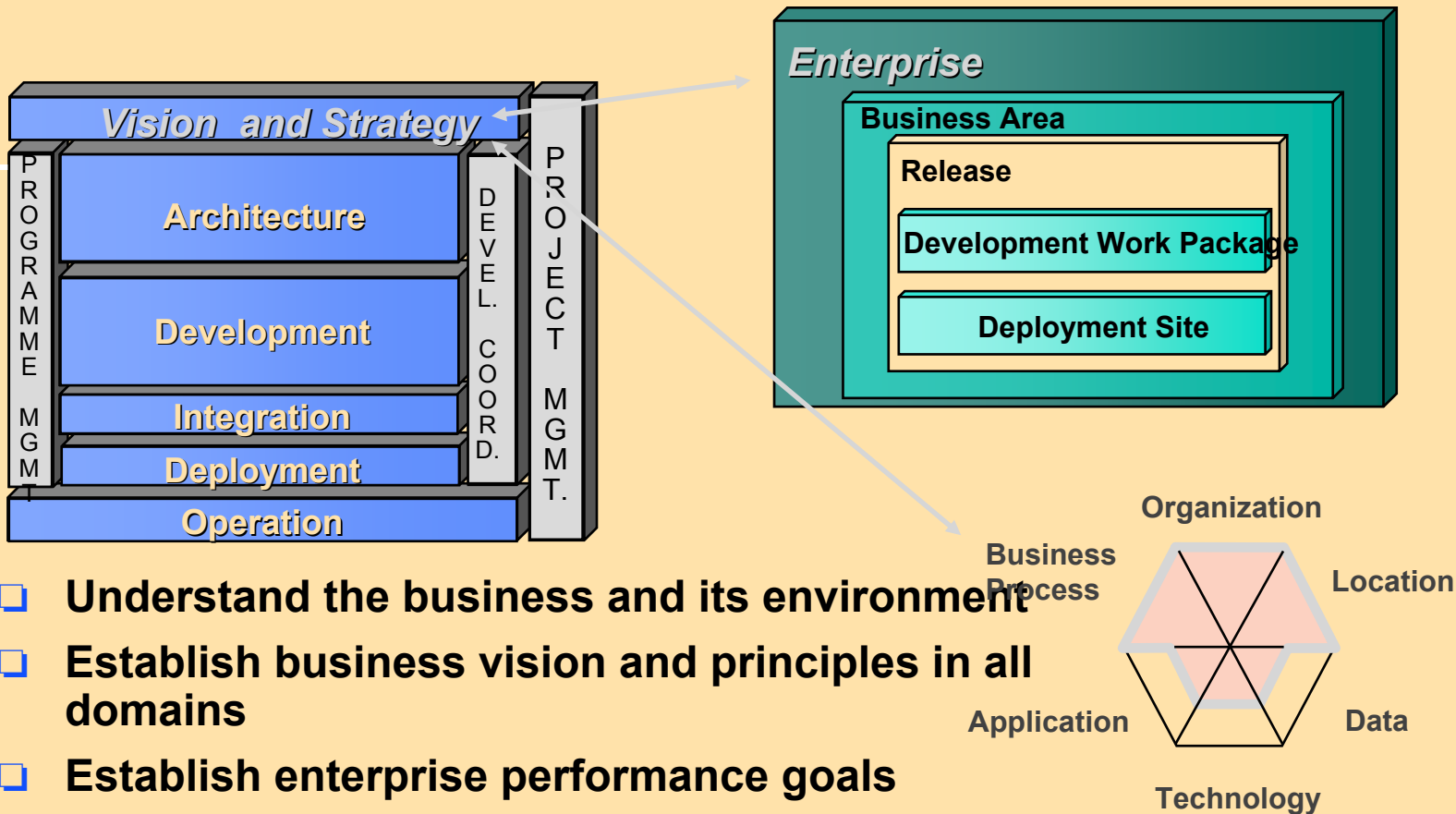
Phases



Units of Scope

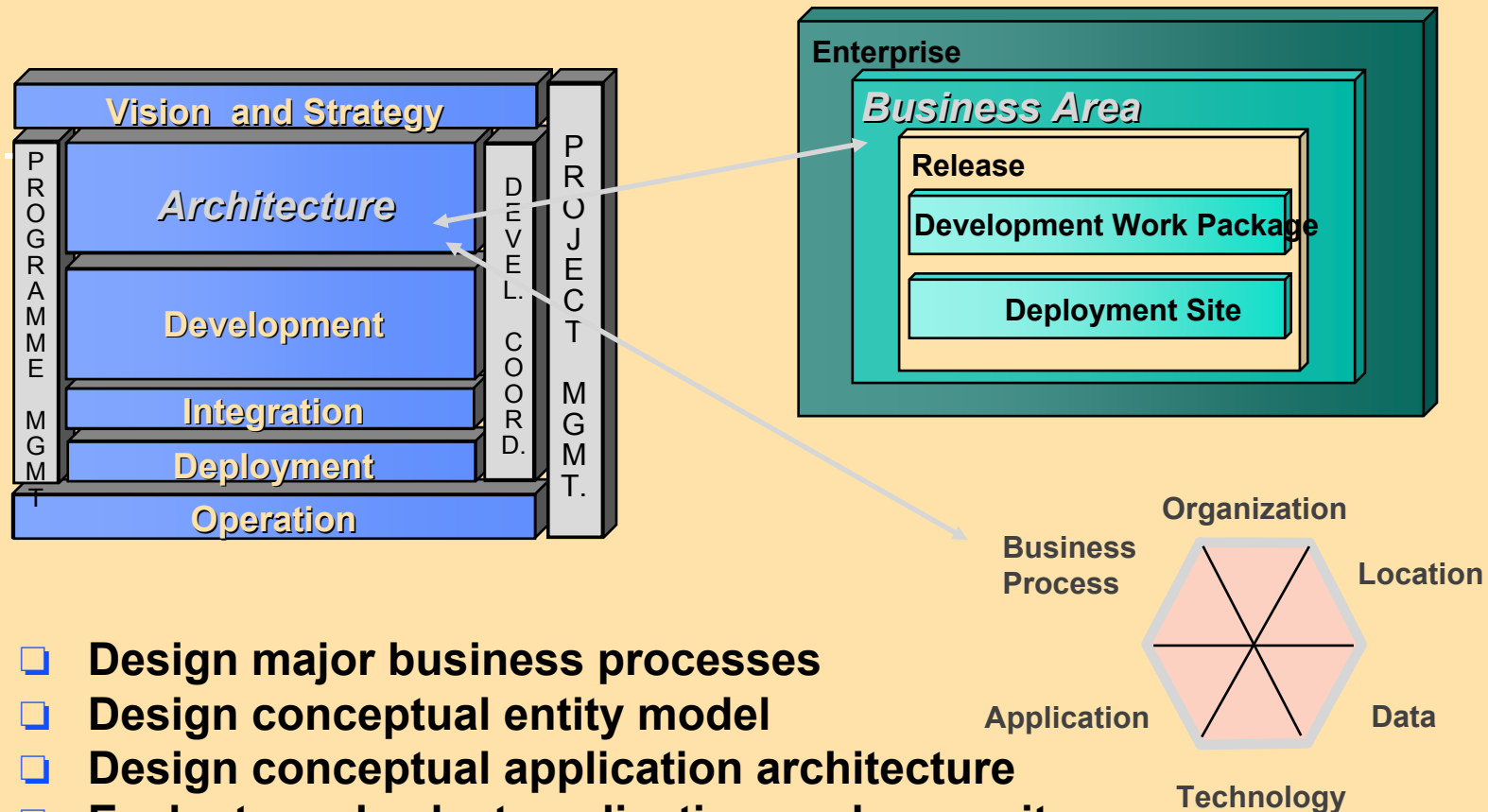


Vision and Strategy (made mainly in Proposal Phase)



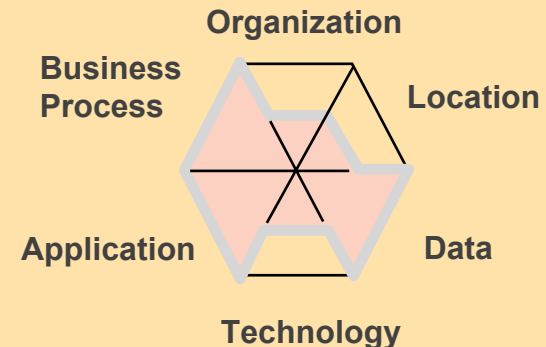
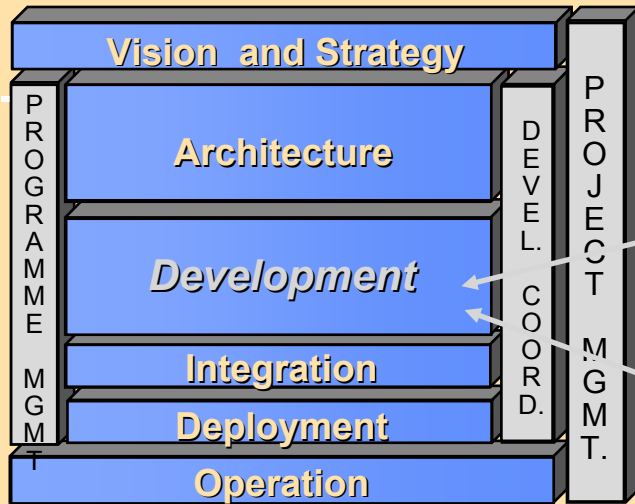
- ❑ Understand the business and its environment
- ❑ Establish business vision and principles in all domains
- ❑ Establish enterprise performance goals
- ❑ Establish performance goals for major process threads
- ❑ Survey customer perspective and best practice
- ❑ Set priorities for planning

Architecture



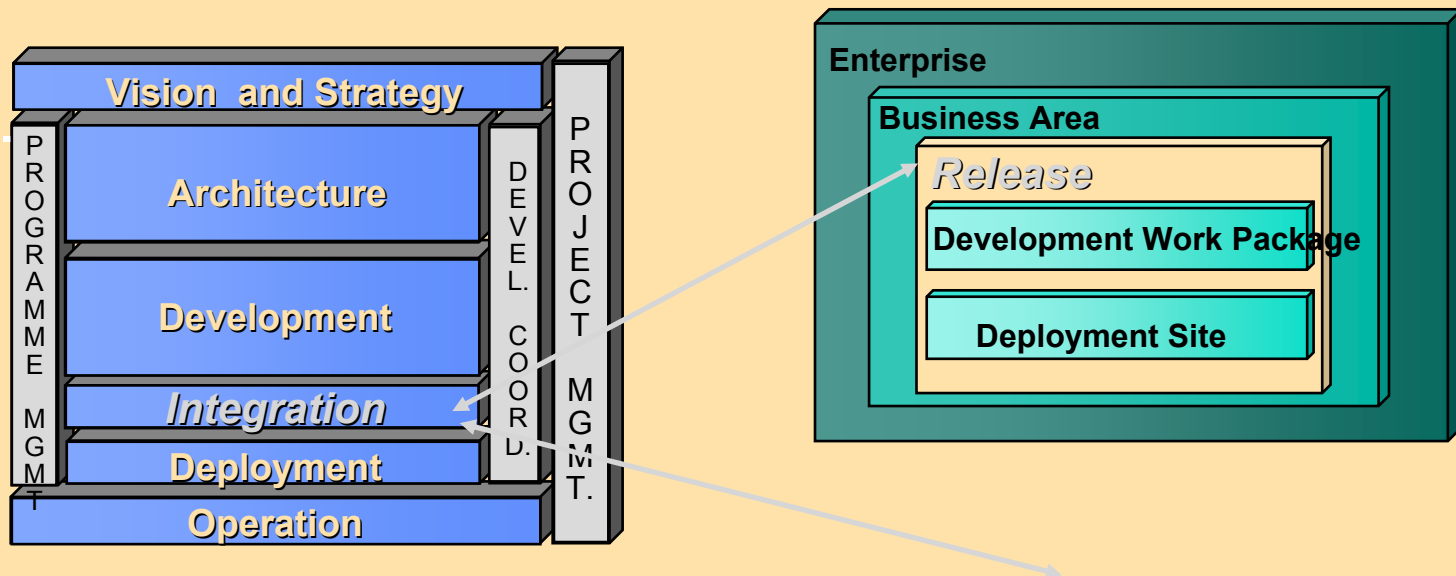
- ❑ Design major business processes
- ❑ Design conceptual entity model
- ❑ Design conceptual application architecture
- ❑ Evaluate and select application package suites
- ❑ Outline organizational transition strategy
- ❑ Create IT architecture(s), evaluate for performance
- ❑ Perform cost/benefit analysis
- ❑ Plan development in a series of releases

Development

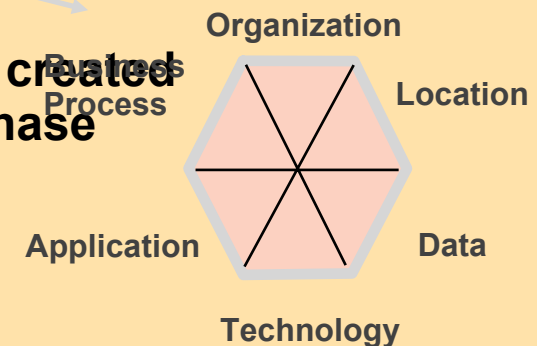


- ❑ Design detailed business processes
- ❑ Develop logical entity model
- ❑ Design, prototype, armor plate and test applications
- ❑ Design documentation and help materials
- ❑ Design strategies for the org. change support systems
- ❑ Develop detailed IT configuration
- ❑ Order, install, test IT components

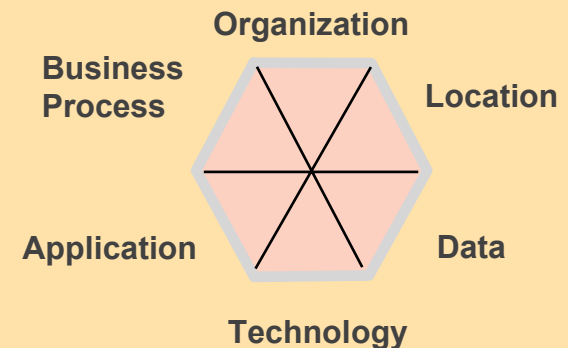
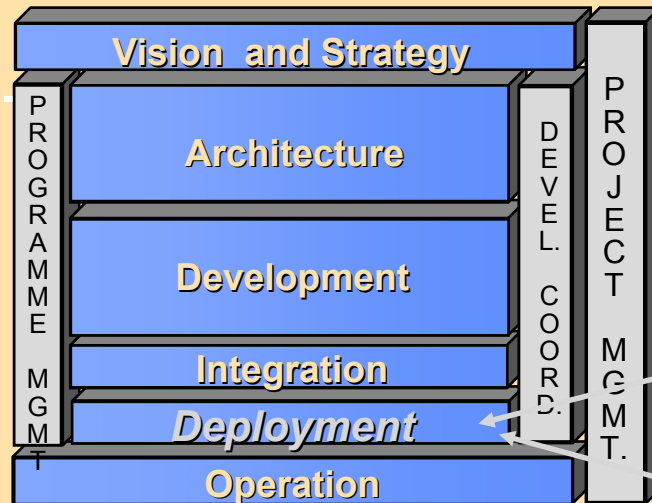
Integration



- ❑ **Bring together individual components created or acquired during the development phase**
- ❑ **Validate that application and technical infrastructure components interact appropriately**
- ❑ **Prepare the pilot site**
- ❑ **Conduct the business operations pilot to ensure that all elements of the business solution work together**

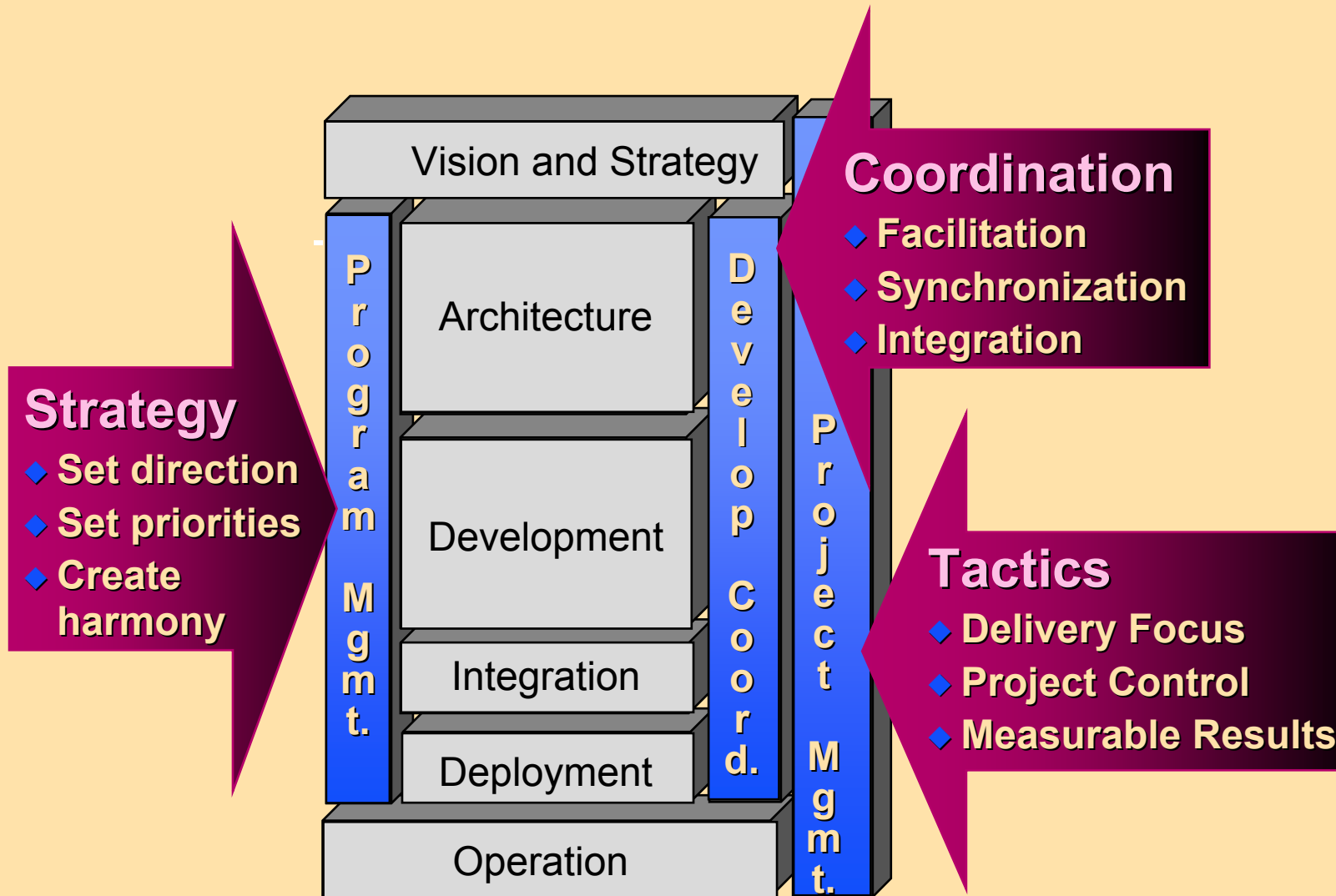


Deployment



- ❑ Put new business processes, applications and support system into operation at target sites
- ❑ Obtain Acceptance of the Deployed Release

Management and Coordination



Management and Coordination - Key Concerns

Program Management

- Aligning program to evolving business strategy
- Aligning projects to program goals
- Launching and halting projects
- Resolving goal conflicts between projects
- Resolving resource conflicts between projects
- Managing to business critical dates
- Responding to changes in business environment

Project Management

- Creating work breakdown structure
- Assigning resources to tasks
- Producing project deliverables
- Achieving quality
- Controlling time and resources
- Managing to plan

Development Coordination

- Maintaining and enforcing architecture
- Establishing configuration management
- Establishing and maintaining standards
- Establishing common services
- Planning for development
- Planning for integration and deployment
- Coordinating reuse, interfaces, and data design
- Responding to technical changes external to projects
- Resolving technical conflicts between projects

Siemens Business Services

timo.markkula@siemens.fi

Tel. +358-10-511-5261

Mobile +358-50-3387682

<http://www.siemens.fi>

<http://www.sbs.siemens.com>

