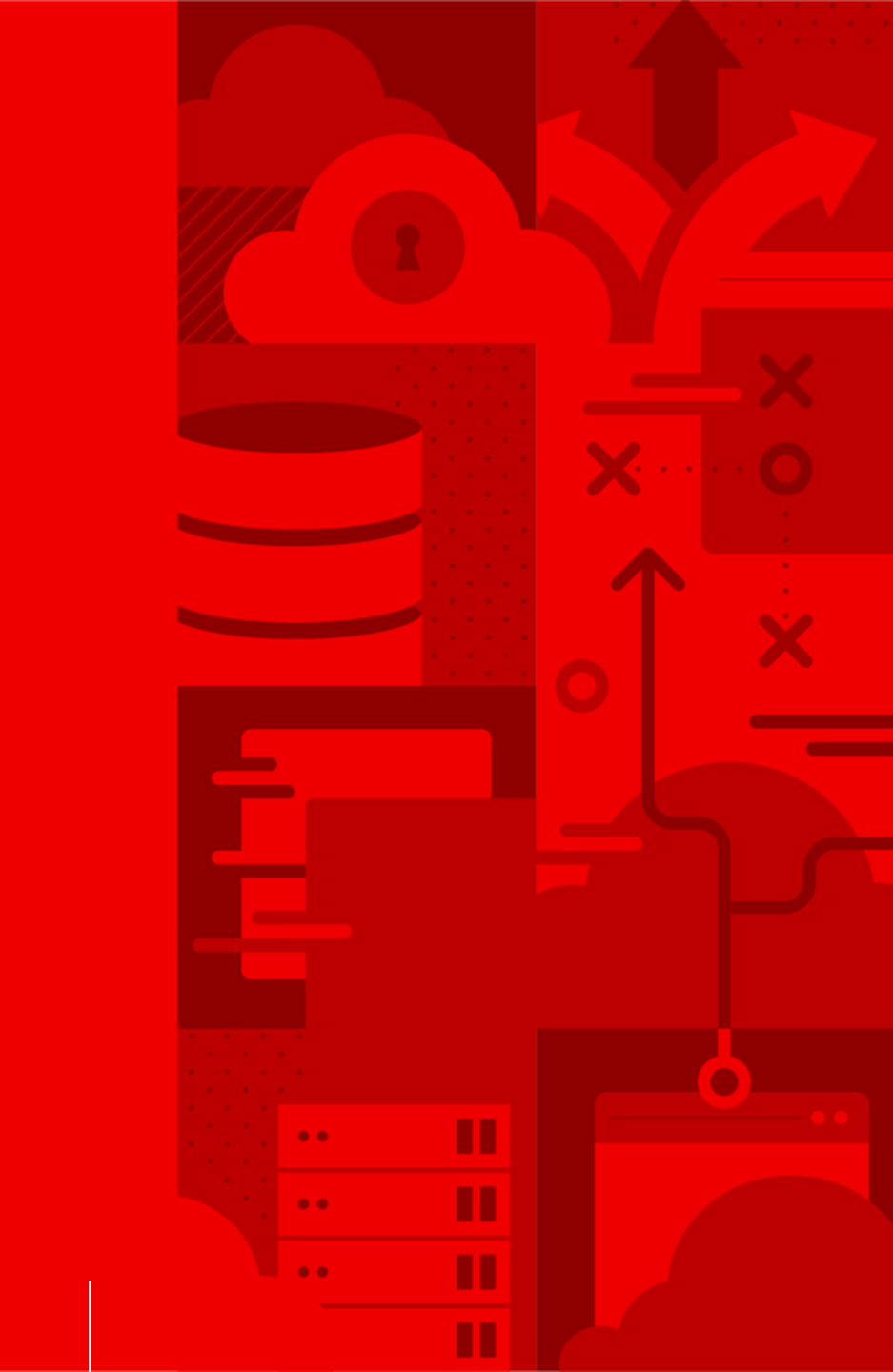


# Open Breakfast Club



**Where:** Online

**When:** August 13th



**IBM Services helping you  
in your journey to Cloud  
and digital transformation**



## Your presenters for today



**Amy Aurilia**

Global SAP CoC Leader, IBM  
Distinguished Engineer  
[akrzykowski@us.ibm.com](mailto:akrzykowski@us.ibm.com)



**Joe Gallego**

Managed SAP Offering Manager  
[joe.gallego@us.ibm.com](mailto:joe.gallego@us.ibm.com)

# Agenda

1. IBM Services
2. Advisory Services: Rapid Discovery
3. Managed Services: Managed SAP Applications on Cloud

## IBM Services

Driving Business Transformation with SAP at the Core

# The IBM Services SAP practice brings the necessary capabilities to lead our clients through their transformation journeys

## Partnership with SAP



No other SAP partner has more Global Partner Program Certifications

46

years



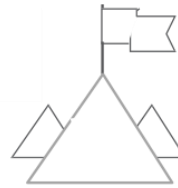
35

SAP Pinnacle Awards

- ▶ 2019 Integrated Delivery Partner of the Year
- ▶ 2018 N.A. Industry Services Partner Excellence Award
- ▶ 2017 N.A. SAP S/4HANA Value Assurance Partner

## Depth as a Solutions Integrator

6,500+ successful SAP programs



- ▶ Legacy SAP
- ▶ SAP Suite on Hana
- ▶ SAP S/4HANA
- ▶ SAP LoB (SFSF, Ariba, C/4HANA)



340+

SAP S/4HANA Projects Signed to-date

210+

SAP S/4HANA Go-Lives to-date

150+

S/4HANA Projects in Progress

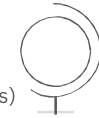
315+

HANA Impact Assessments Completed

## Global Consulting Capabilities

40

client innovation centers (CICs)



- On-site
- Near-shore
- Off-shore

Largest base of SAP Global Solution Delivery Centers

#1

IBM is the largest SAP learning hub user

37,500+

Global SAP consultants

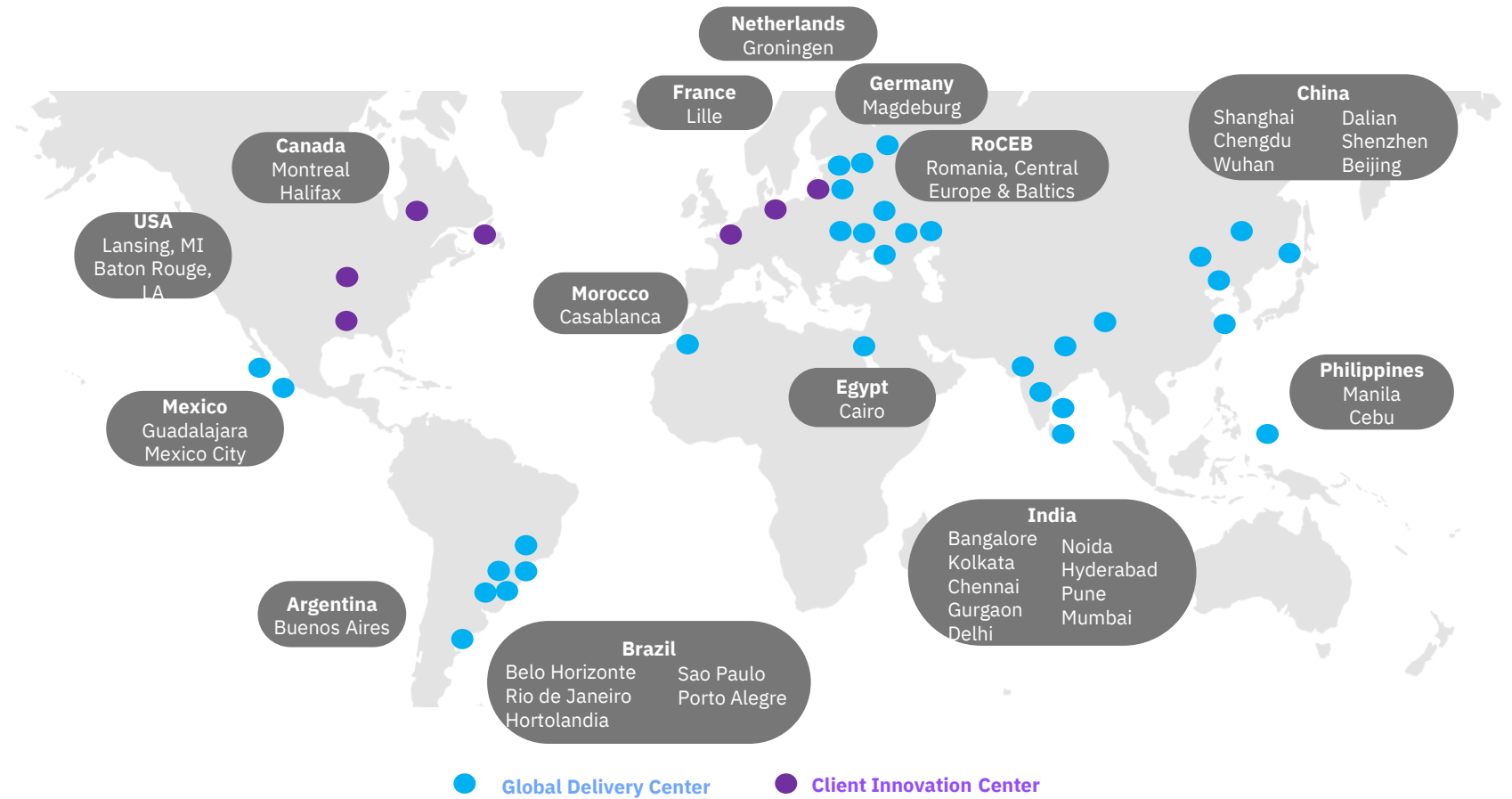
19,500+

Consultants trained in SAP S/4HANA



# Globally Integrated Capabilities

Leveraging our Global Network of Services Integration, Delivery and Innovation Centers



<p>✓</p> <p><b>One Global Methodology</b></p>	<p>✓</p> <p><b>One Global Staff/Fulfillment Process</b></p>	<p>✓</p> <p><b>Global People Management and Career Development</b></p>
<p>✓</p> <p><b>One set of SAP Tools &amp; Solutions Supported by SAP GSS</b></p>	<p>✓</p> <p><b>Providing 24/7 Support</b></p>	<p>✓</p> <p><b>Local Language Needs</b></p>



37,500 experienced SAP resources in over 80 countries



40 Global Centers

# Digital Transformers' Dilemma

Many enterprises, particularly those already on SAP, see compelling reasons to consider a move to S/4HANA, but the decision makers at these enterprises must navigate a complex set of questions

## DIGITAL TRANSFORMATION CONSIDERATION FACTORS:

67%

### OF EXECUTIVES...

See Digital Transformation as necessary to their business' survival

57%

### OF ORGANIZATIONS...

Believe implementation of digital technologies is a critical business enabler

2027

### DATE...

Of SAP's planned deadline for maintenance and support of SAP ECC6

>50%

### OF EXECUTIVES...

In 10 of 13 industries anticipate major digital disruption in their industry

87%

### OF ORGANIZATIONS...

Expect digital transformation to have a positive impact on employee experience

## THEMES OF LEADERS' TRANSFORMATION DILEMMA:



### BUSINESS JUSTIFICATION

What's the business and financial value of moving to S/4HANA?



### EXECUTIVE ALIGNMENT

How do I earn buy-in for transformation from stakeholders?



### TRANSFORMATION SCOPE

What's the right scope for starting ERP transformation?



### IMPLEMENTATION PATH

What's the right ERP roadmap given our business strategy?

# IBM Continuum – A Partnership Model, Centered on Business Value

IBM Services is committed to helping our clients identify and capture value on a continual basis. Using enterprise applications as the digital core, we help clients create value throughout the journey, before, during, and after their digital core investment



**IBM Continuum**  
Partner in a new model of engagement centered on the ongoing quest to identify, prioritize, and capture value

**ACCELERATE THE TIME TO VALUE...**

**ACHIEVE THE PLANNED VALUE...**

**EXPAND THE ADDRESSIBLE VALUE...**



**Process Optimization**  
Optimize business processes and policies to drive near-term improvement and value capture



**AMS Migration**  
Consolidate app management to drive service levels and cost savings as near term value driver



**Rapid Discovery**  
Build the fact base and ingredients for success to define a clear path forward on ERP based transformation



**System Implementation**  
Establish the next-gen technology platform with SAP as the digital core to accelerate business performance



**IBM Rapid IMPACT**  
Validate, very quickly, hypotheses on how to create material and incremental value within your business



**Value Mgmt. Office**  
Operate a value centered and outcome focused office with responsibility to find and capture value



**Process Outsourcing**  
Adopt targeted business process outsourcing to drive near term back office productivity



**App Modernization**  
Modernize apps to enhance capabilities and leverage cloud-native operating models



**SAP as a Service**  
Bundle ERP systems integration, AMS, and infrastructure and create flexibility in CapEx vs OpEx models



**IBM Global Financing**  
Build flexibility into payment structures and shift payments timing with IBM financing services



**Cloud Advisory**  
Identify and take action against priority opportunities to accelerate cloud migration



**Cloud Analytics**  
Adopt cloud based analytics to drive business insights and capabilities to drive material value

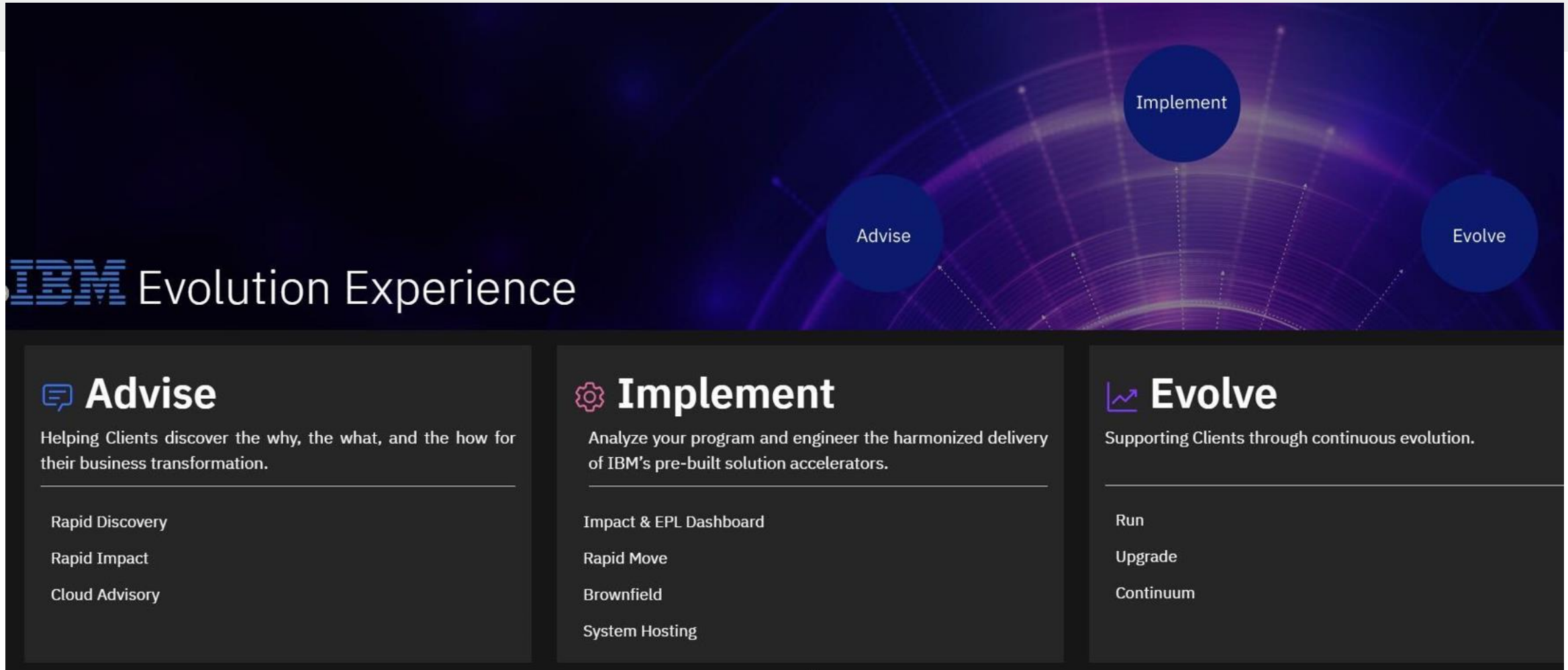


\* IBM business and technology solutions shown here are not comprehensive.



# Continuous Evolution with SAP S/4HANA

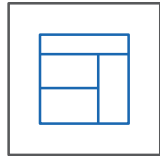
The IBM Evolution Experience provides an intuitive user experience through each step of the transformation journey to SAP S/4HANA and beyond, incorporating IBM thought leadership, best practices, methods, tools and accelerators



# Rapid Discovery: Aligning the Foundation of SAP S/4HANA Transformation

IBM Rapid Discovery helps organizations build the fact base they need to confidently move forward with their critical transformation decisions while building the foundation for program success

## IBM LEVERAGES 'SIX INGREDIENTS' IN OUR STRATEGY FRAMEWORK



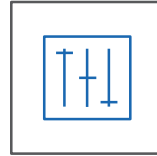
ENTERPRISE PROCESS MODEL



CAPABILITIES & ENABLERS



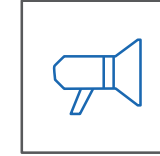
GOVERNANCE MODEL



IMPLEMENTATION ROADMAP



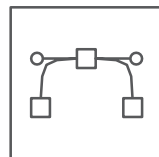
BUSINESS VALUE



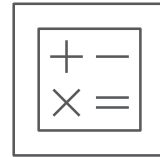
EXECUTIVE ALIGNMENT



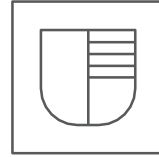
*Supported by four enabling components*



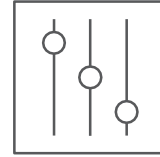
ENTERPRISE ARCHITECTURE



DATA AND ANALYTICS



SECURITY AND CONTROLS



CHANGE MANAGEMENT

## WHY

*should we move my organization to modern standardized processes?*

## WHAT

*are the opportunities and considerations moving to industry best practices?*

## HOW

*do we unlock inherent business value via a modernized ERP platform?*

# Rapid Discovery Tracks

IBM Rapid Discovery is flexible model, tailored for each client to meet their specific needs

## **TRACK 0** EXECUTIVE ALIGNMENT

Capture the perspective of executives on strategic imperatives, business performance, and improvement opportunities through a series of interviews

## **TRACK 1** IBM HANA IMPACT ASSESSMENT

Quantify the opportunities and impacts of moving from current-state ERP systems to a future-state intelligent core ERP on SAP S/4HANA

## **TRACK 2** PROCESS OPPORTUNITY

Define the strategic capabilities, determine enablers, and deduce business process opportunity provided by core ERP

## **TRACK 3** DATA AND ANALYTICS

Determine the current-state realities of data readiness and develop an optimized data and analytics strategy to support and exploit the move to SAP S/4HANA

## **TRACK 4** CHANGE MANAGEMENT

Uncover and understand the organizational change management opportunities and impacts related to ERP business transformation and develop a high-level approach to unlock user adoption and value realization

## **TRACK 5** INNOVATION OPPORTUNITY

Explore the opportunities to move beyond an SAP S/4HANA, leveraging prioritized innovation use cases to amplify business value in the short term

## **TRACK 6** APPLICATION RATIONALIZATION

Assess current state applications to rationalize and reduce duplicate business functionality in the future-state solution

## **TRACK 7** ENTERPRISE ARCHITECTURE

Determine the enterprise architecture to form the foundation for future-state operations, aligned with your organizations architectural guidelines and priorities

## **TRACK 8** BUSINESS VALUE

Create a business case to garner business buy-in that quantifies the benefits of the SAP S/4HANA program and compares those benefits to the associated costs of the ERP Roadmap

## **TRACK 9** ERP ROADMAP

Consider priorities related to the SAP S/4HANA program, contributing to a tactical evaluation and recommendation of the best possible ERP roadmap for business transformation

## **TRACK 10** TIMELINE, RESOURCE, & COST

Augment leading ERP roadmap options with their associated timeline, resourcing, and costing to facilitate a commercial evaluation versus their associated business value assumptions

# BUILDING THE FOUNDATION FOR SUCCESSFUL TRANSFORMATION

*IBM's Rapid Discovery... Client Outcomes*



A clear **case for S/4 HANA based transformation** to take to internal stakeholders



Clarity on the **transformation roadmap** that aligns to strategic imperatives and priorities



An estimate of the **required investment** for the transformation program



Clarity on **transformation timeline**



A clear **articulation of scope**, down to process level three



Insights into business **capabilities in the future state**, down to process level two



Clarity into the **tangible business benefits** and the financial case for change



Initial **executive alignment** and clarity around any alignment issues



A clear path forward and **momentum to begin** your S/4HANA transformation



# Discovering the Right Path Forward

Your journey to SAP S/4HANA can take you down multiple paths. Rapid Discovery helps you select the proper path based on your priorities, deployed on your preferred cloud platform and seamlessly integrated in the enterprise application landscape

## **New Implementation** *With IBM IMPACT industry solution*

Implement a next-gen enterprise SAP S/4HANA from a clean slate. Capitalize on improved innovations from SAP to capture additional business benefits

- Reengineering & process simplification based on latest innovations (*Evolution Platform*)
- Implementing streamlined business processes with preconfigured processes on a new platform (*SAP Best Practices, IBM IMPACT Industry Solutions and SAP Model Company*)
- Retiring old landscape

## **IBM Rapid Move** *Copy, Transform, Deploy*

Migrate existing SAP ERP system with optimized functional and technical transformation.

- Preserving investment in current SAP ECC.
- Maintaining more than master data and open items, such as historical transactional data, in its entirety or selected by a time slice
- Selective migration (e.g., by organizational units), or migrating from more than one SAP ECC system, or migrate application-related data into an SAP S/4HANA-based solution landscape
- Supports Mergers, Acquisitions & Divestitures

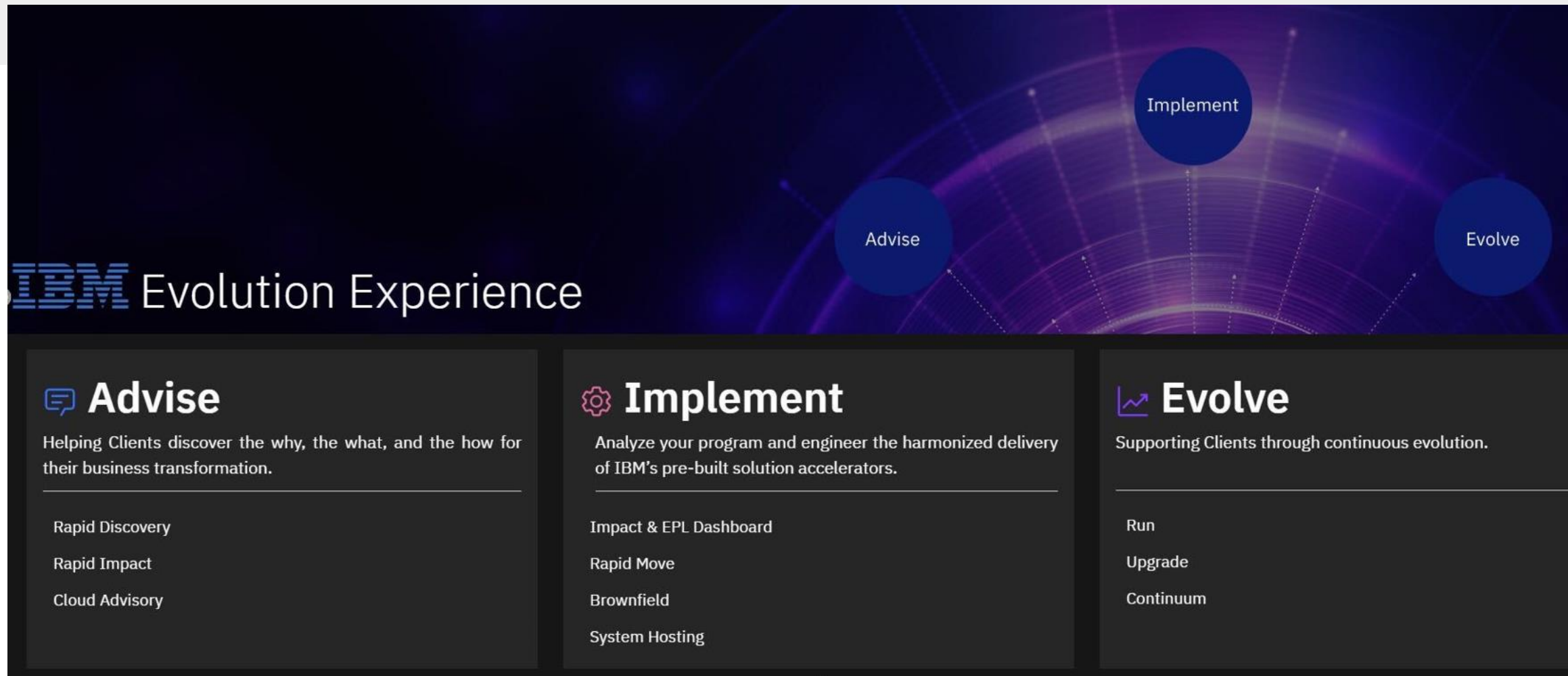
## **System Conversion** *Technical upgrade*

Migrate existing SAP ERP system with limited functional changes

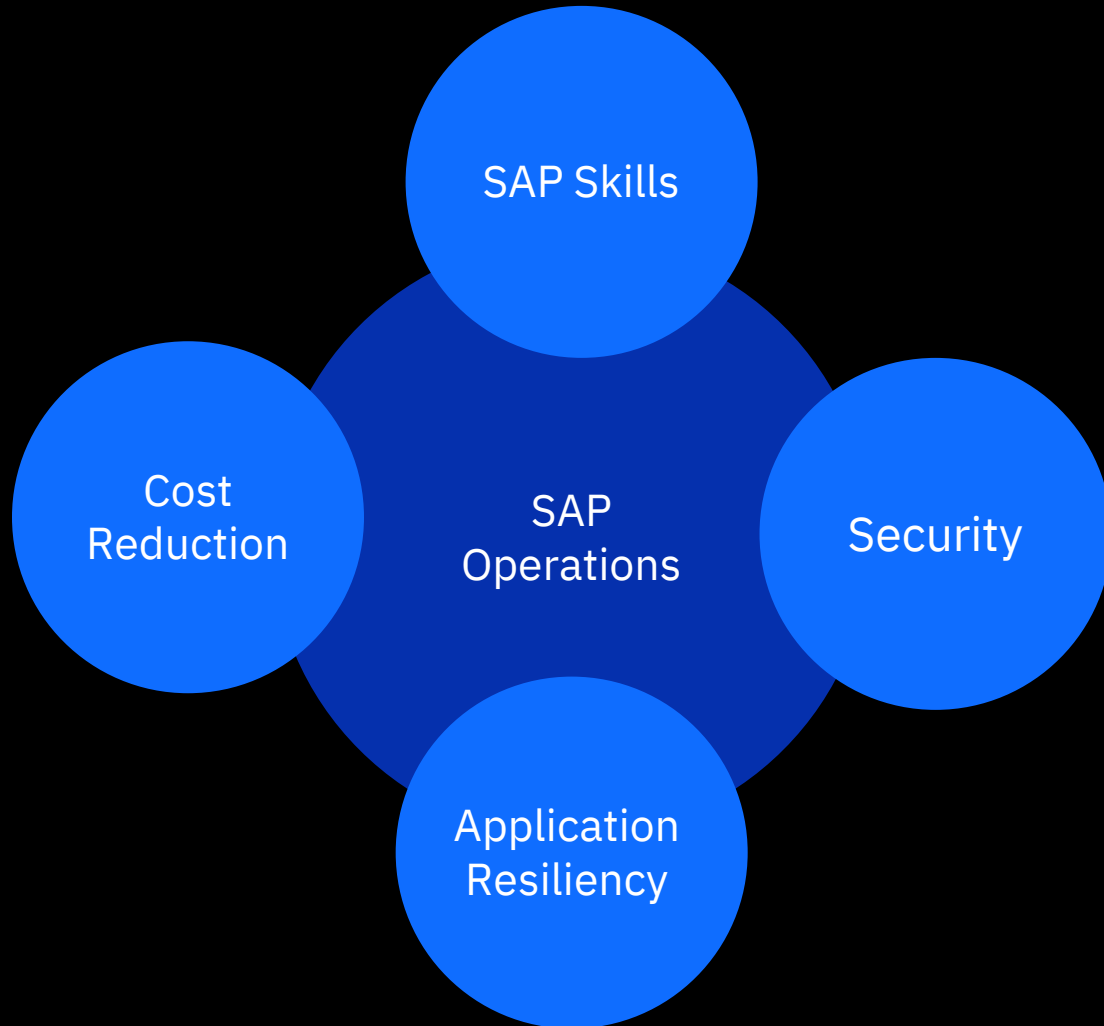
- Preserving investment in current SAP ECC
- Bringing the business processes to the new platform
- Minimized changed impact on end-users
- A complete technical in-place conversion of an existing SAP ECC core business suite to SAP S/4HANA
- Adopting new innovations at your own speed

# Continuous Evolution supported by IBM's Managed Services for SAP

IBM's Managed Services supports your journey from value case through post-implementation run and expansion



# Most companies have the same challenges when running SAP operations



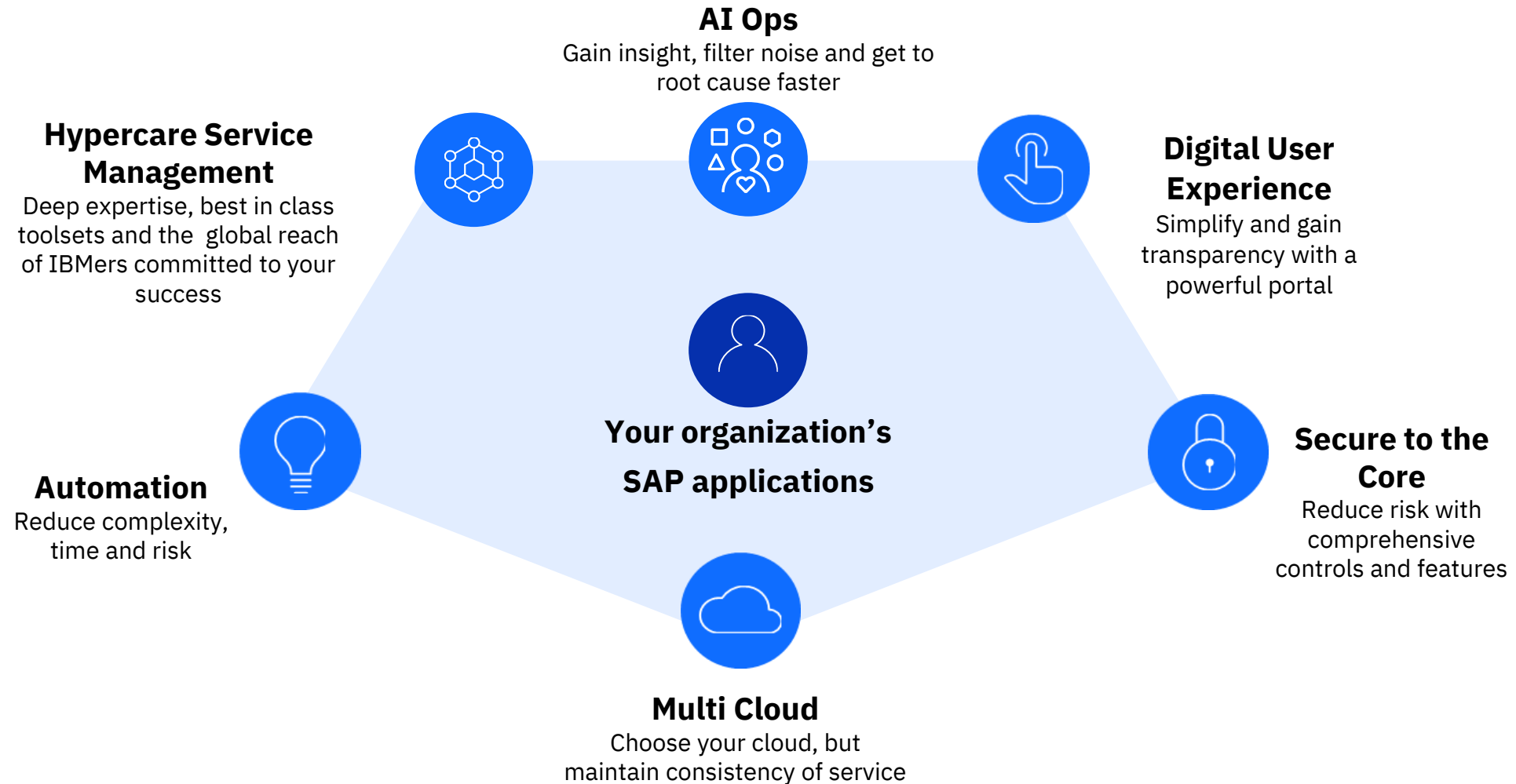
“Where can I find the skills needed to manage the latest SAP products?”

“How do I keep my SAP applications and data secure in Cloud?”

“I need SLA’s at the applications level, not just infrastructure

“How can I reduce costs related to my SAP operations?”

# IBM Applications Management for SAP Solutions has been designed to address these challenges

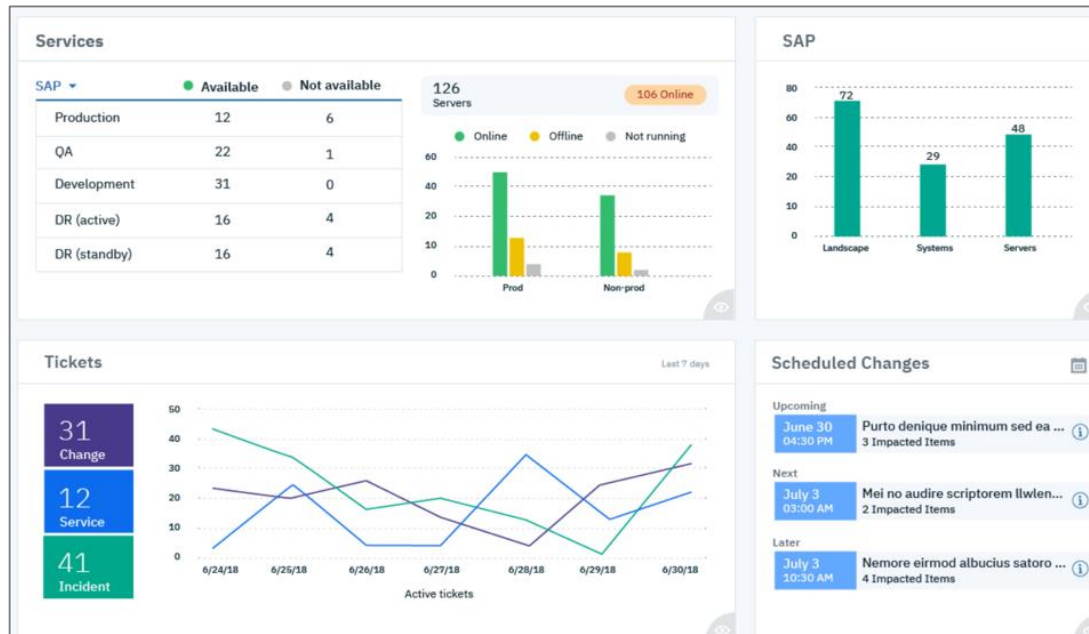




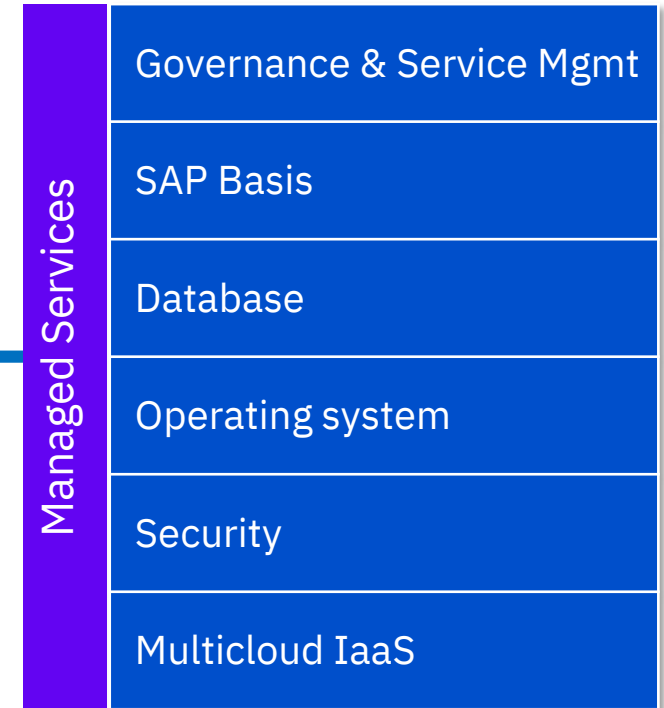
# Managed Services with Transparency

- Service Requests
- SAP systems
- Reporting
- Resource utilization
- 100% of data in the portal can be consumed through API's

## Managed Applications Service Portal



Managed service from **IaaS to SAP Basis**




# Consistency of service world wide

# 67%

of enterprise customers consider consistency of management a concern\*

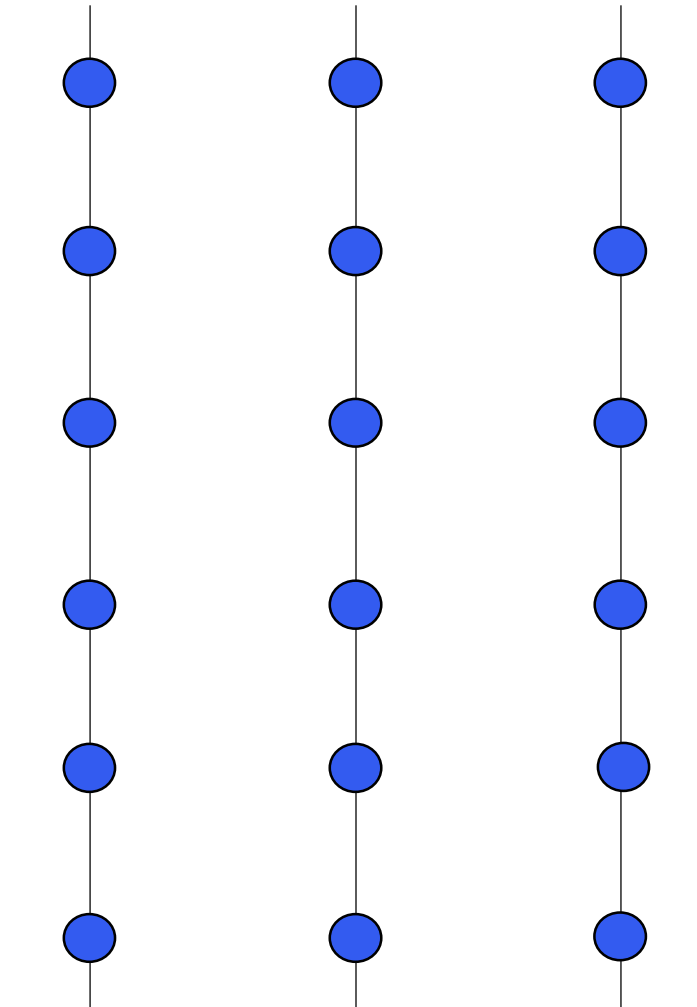
  
Higher  
Productivity

  
Reduce  
Risk

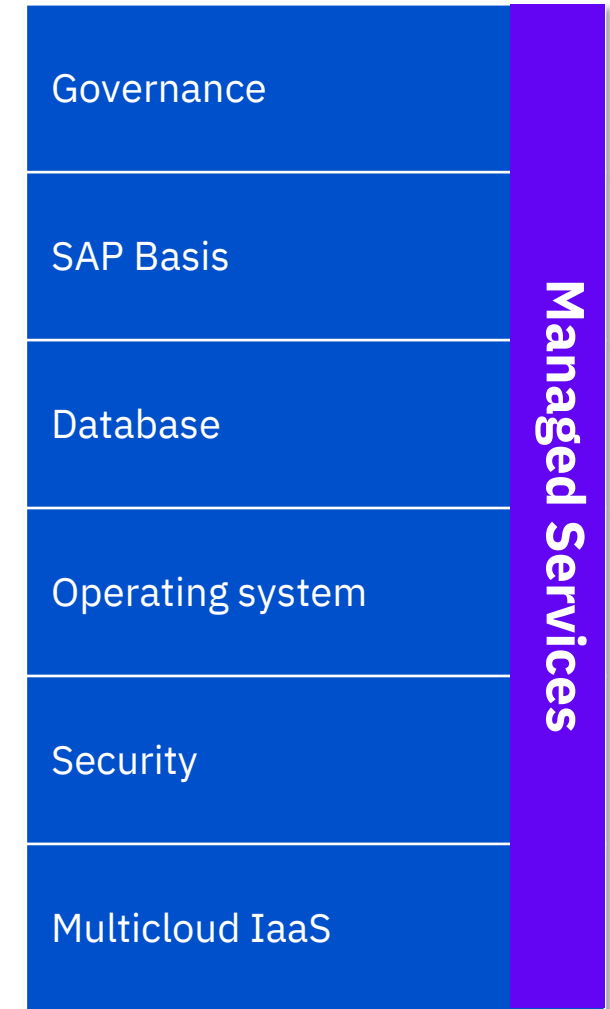
  
Lower  
TCO

  
Customer  
Satisfaction

Manage      Configure      Install



● Service Included



\*IBM MD&I; McKinsey research

# Accelerate time to value with end to end automation

# 50%

Faster SAP production ready installations and return-to-service with higher quality; end to end



Faster Time to Value



Higher Productivity



Reduce Risk



Lower TCO



Customer Satisfaction

## What makes our SAP automation different

Automation Steps	Basic Automation	IBM
Security Scan		✓
Backup		✓
Admin Tools Install		✓
Patching		✓
SAP Install	✓*	✓
DB Install	✓*	✓
OS Config	✓*	✓
IaaS Config	✓*	✓
Network Config		✓

\*Automation for some SAP products

Automation for **95%** of SAP products

# IBM Managed SAP applications includes managed security services

## Why security is important

Delayed patching can result in

- Data breach, loss, theft
- Compliance penalties
- Ransomware
- Reputation and legal problems

Leveraging AI Ops for predictive correlation, to create automated scanning and patching keeps ERP secure and in compliance

- Efficiency, stability, consistency in trusted process
- Compliant
- **Reduce security risk**



## Services included

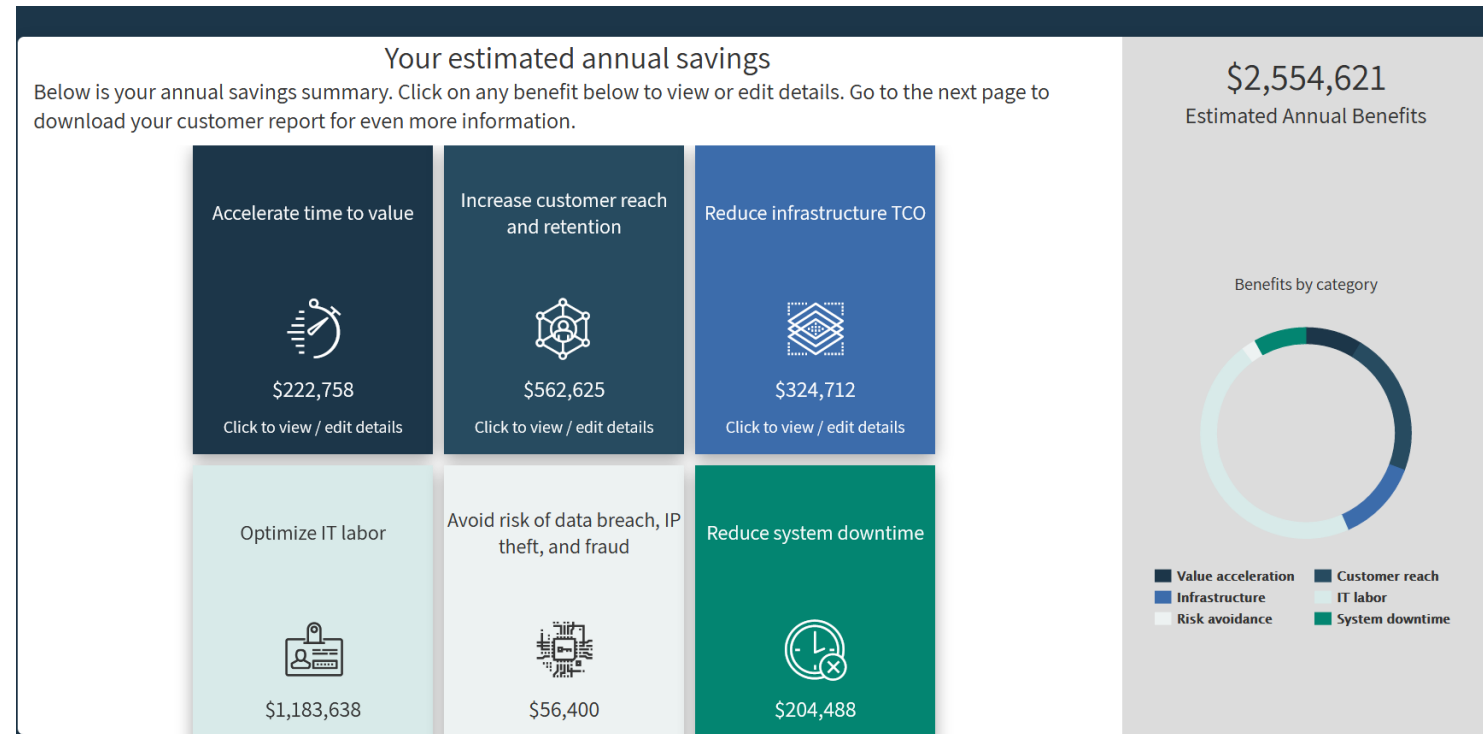
- Anti-virus
- Configuration management
- Identity and access manager (IAM)
- Vulnerability scanning on IBM infra optional for customer
- SIEM – Infrastructure
- Security patching
- DDoS protection all internet traffic non dedicated
- Penetration testing – Infrastructure

# Find out the potential cost savings from running IBM managed SAP on Cloud

## Tool Description

- **Free** web-based tool that provides potential **savings of moving SAP workloads to IBM Cloud** based on client's current IT
- **Get results and report in minutes** thanks to default cost data based on Country and Industry
- Provides savings by area and a **10-25 page report**
- Can be used as **input to build a full business case**

## Benefits Estimator tool



Link to tool: <https://ibm.valuestoryapp.com/CloudSAP/>

What makes  
IBM Services  
for SAP are  
different?

**46**

years of  
partnership  
with SAP

Experience from more than

**5500+**

SAP migrations

**37,500+**

Global SAP  
Consultants

**50%**

Faster production-ready  
SAP installations and  
return-to-service  
with higher quality;  
end to end

**20-30**

percent accelerated time  
to value and cost savings  
while implementing  
S/4HANA

**Unified experience  
of service**

operations across public,  
private and hybrid cloud

The **only** SAP  
services provider  
that is also a leader  
in security services

**36**

SAP Pinnacle  
Awards

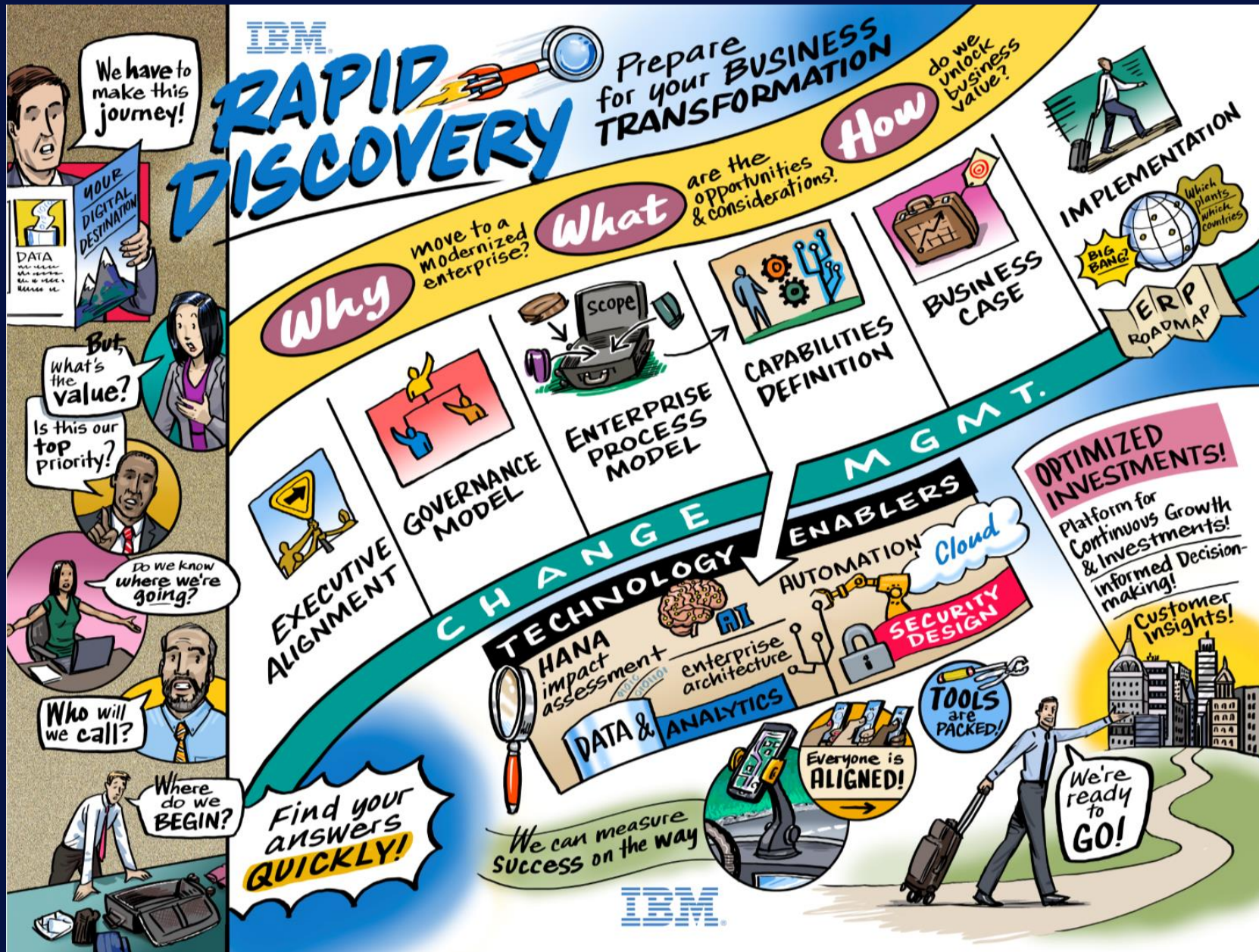
**18,500**

Consultants trained in SAP  
S/4HANA

**IBM**







Please watch our webinar on “Unlocking the Value of SAP S/4HANA” - A round table discussion, showcasing IBM's understanding of the latest market trends and deep experience in helping clients plan and prepare for their business transformation programs with our IBM Rapid Discovery offering. (40 mins)

<https://ibm.co/36irDLX>

Learn More & Contact Us @ <https://www.ibm.com/services/resources/rapid-discovery/#/>



IBM offers the **most comprehensive and integrated SAP portfolio** plus an intelligent suite of applications for all of your business functions



### Enterprise Transformation with SAP S/4HANA

IBM SAP Services help to accelerate your adoption and transformation to SAP S/4HANA – the in-memory business suite that delivers simplified enterprise functions.



### Procurement Transformation with SAP Ariba

IBM SAP Services digitally reinvents your procurement operations for modernization and efficiency with strategic consultation through SAP Ariba implementation,



### HR Transformation with SAP Successfactors

IBM SAP Services help companies create a strategic human resource management solution, enabling it with SAP SuccessFactors solutions – quickly and effectively.



### Customer Experience Transformation with SAP C/4HANA

IBM SAP Services help drive better client experiences by designing strategies and solutions that can make marketing, sales and service come together.

### Business Intelligence for SAP Applications

Artificial intelligence (AI)- and machine learning (ML)-based solutions that deliver otherwise unachievable value, cost reductions and growth.