

Mastering SAP Technology 2012

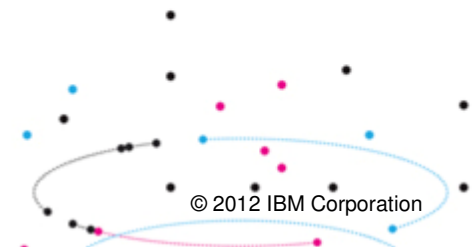
Speaker: James Hunter
Date: 27th March 2012

Agenda

- **Organisational Challenges**

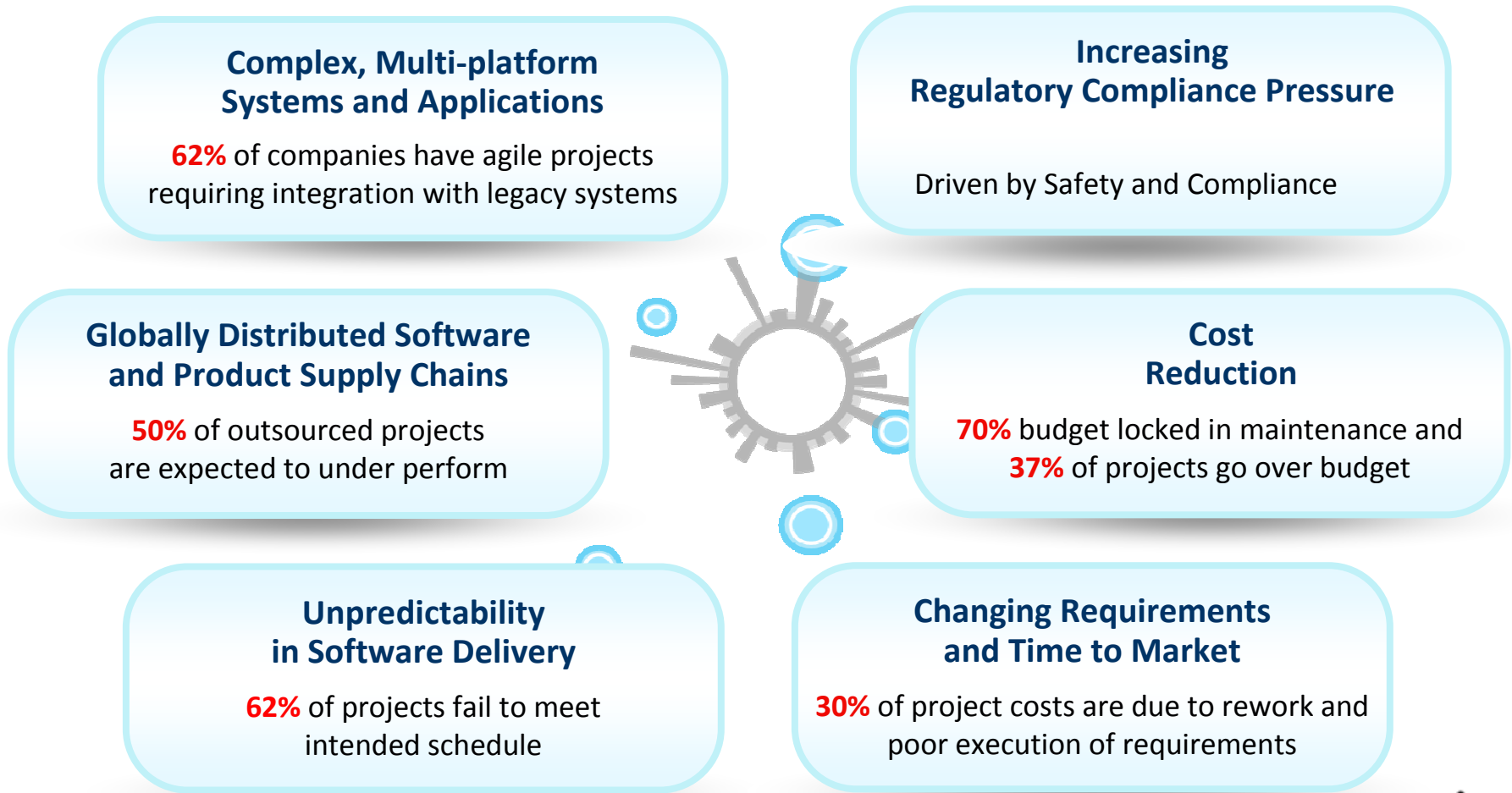
- **Key SAP change questions**
 - Optim System Analyser
 - Rational Quality Manager
 - SAP

- **Summary:** Proven solutions that work



Realities can stall the implementation of an SAP project

Complexities in software delivery compounded by market pressures



The speed of change is critical to business innovation

Top 3 drivers for change events

Business changes

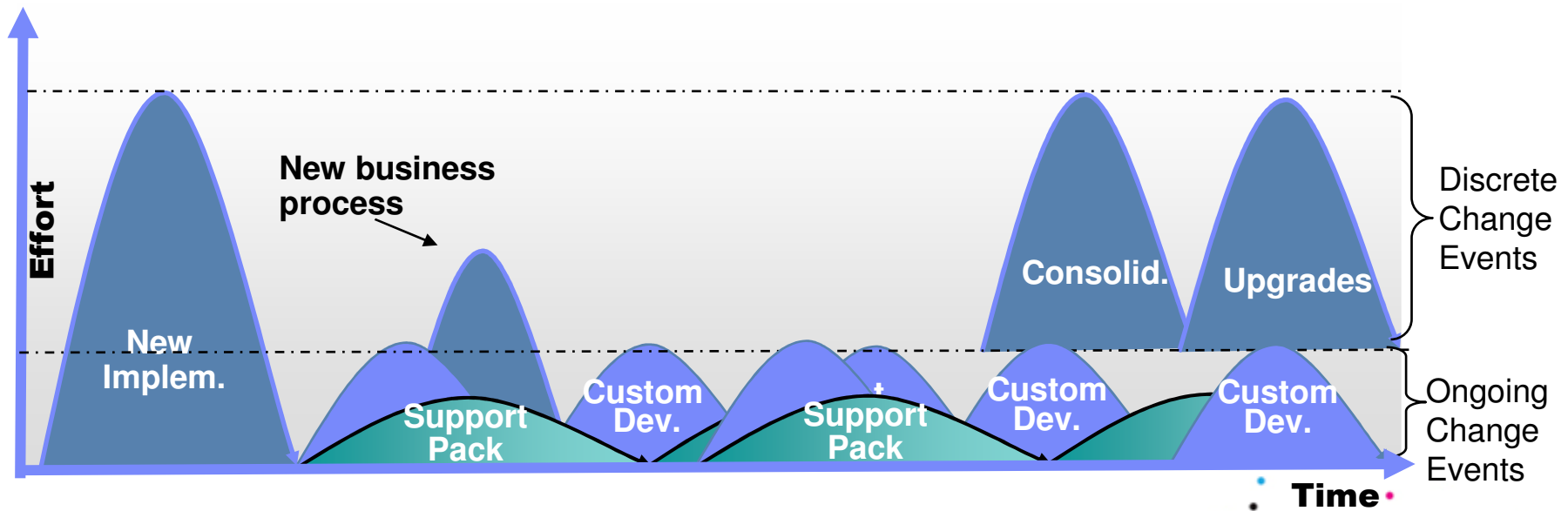
- Modified Business Processes
- M&A and Reorganizations
- New Products, Vendors, ...

Compliance changes

- Governance
- Risk Management
- Compliance
- Examples: SOX, SEC, FDA, Basel?

IT changes

- Maintenance
- Upgrades
- Regional rollouts



Quality assurance is taking longer and costing more



- Testing and coverage is still the #1 stated pain point for all SAP customers.
- Over 86% of SAP customers are concerned about risks due to lack of comprehensive testing.
- Testing backlog is the single largest factor in the delay of new application deployments. - IDC
- Testing is ranked as the #1 challenge of developers building Mobile Application. - Evans Data
- Quality and testing are the biggest pain point of SAP change.



How do I align business requirements with IT requirements?



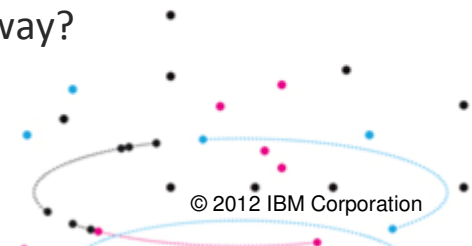
Can I coordinate IT changes across my heterogeneous systems & business processes?



Can I verify that my business processes have been deployed & tested?

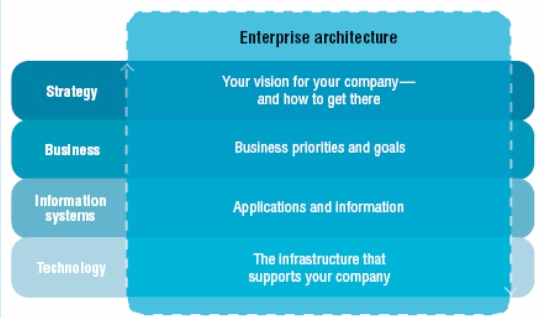
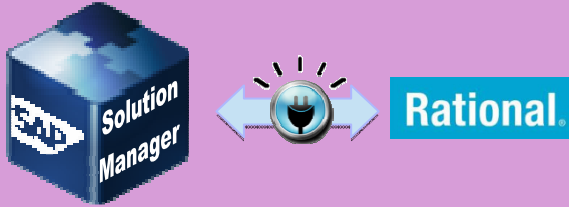
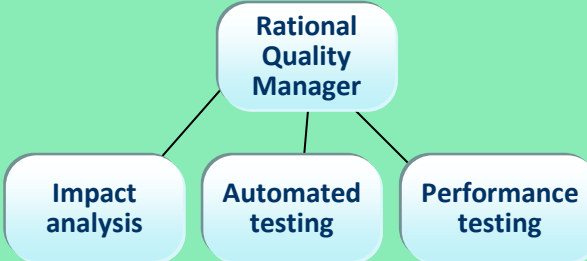


How can I manage my SAP and non-SAP projects in a unified way?

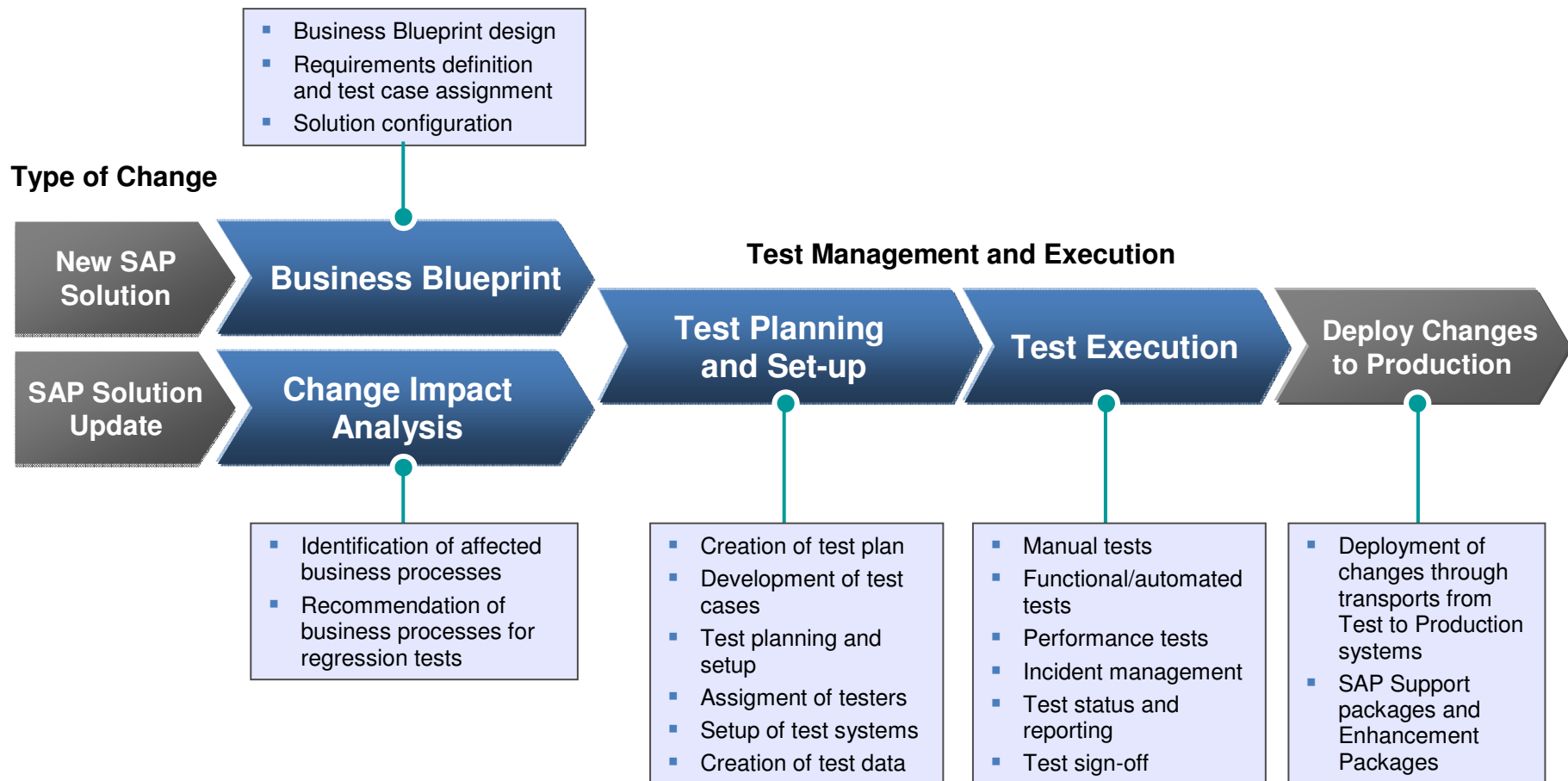


IBM solutions for SAP

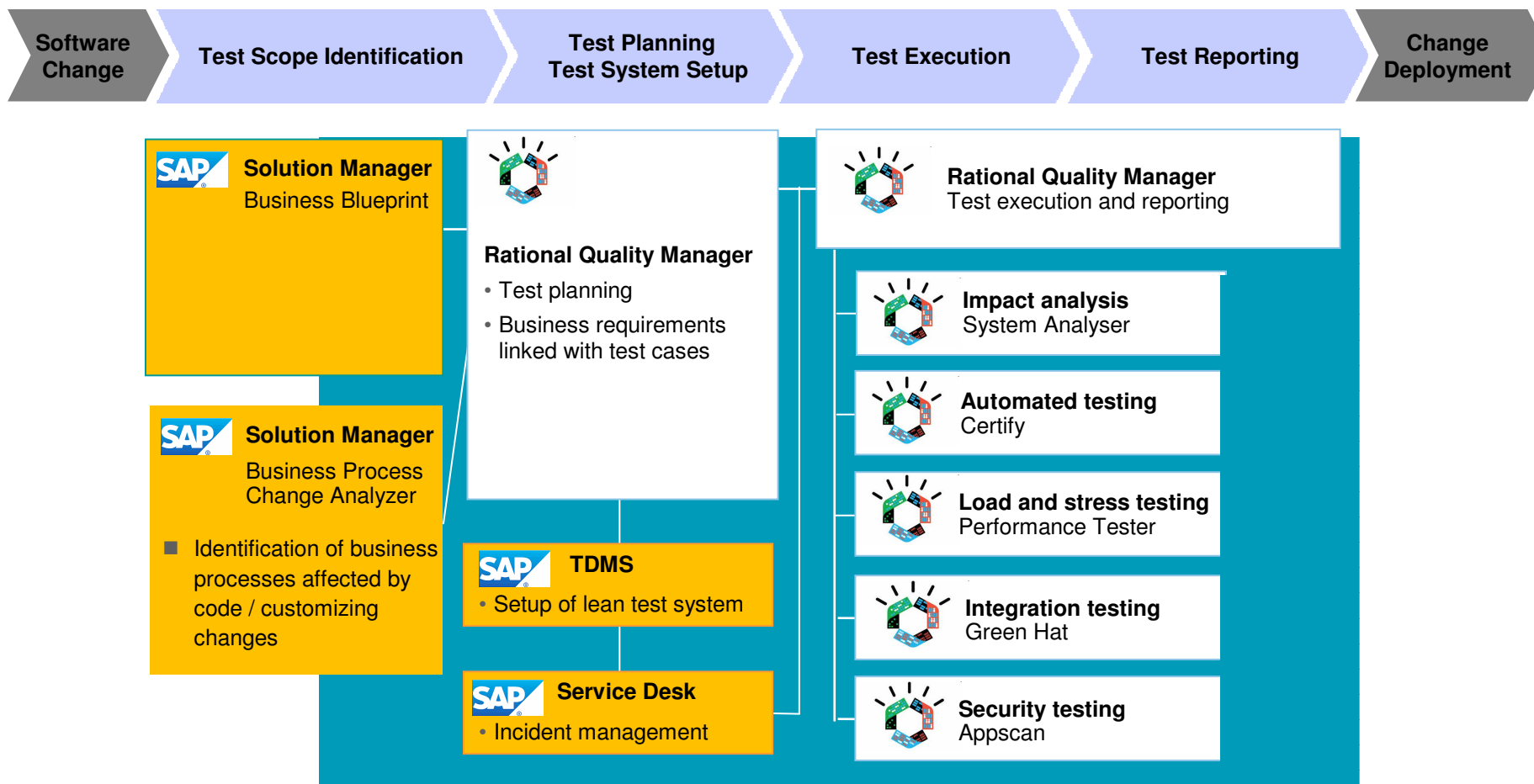
Top 3 ways to optimize your SAP implementation

Enterprise planning for SAP	ALM for SAP	Quality management for SAP
		
<p>Benefits:</p> <ul style="list-style-type: none"> Architect the right implementation for you, leveraging SAP and your existing IT infrastructure Get a big picture view of existing SAP implementation (understand dependencies) Visualize, analyze, plan and communicate your SAP deployment on an ongoing basis to assure your investment in SAP attain maximum business impact. 	<p>Benefits:</p> <ul style="list-style-type: none"> An integrated solution for lifecycle management designed to help the SAP implementation team improve their productivity with integrated requirements and change management capabilities. 	<p>Benefits:</p> <ul style="list-style-type: none"> Verify that your business processes have been deployed & tested in your SAP implementation Comprehensive test management of SAP solutions Enable end-to-end business process testing between SAP and customer applications Reduce downtime and improve scalability and performance Automated Functional Testing

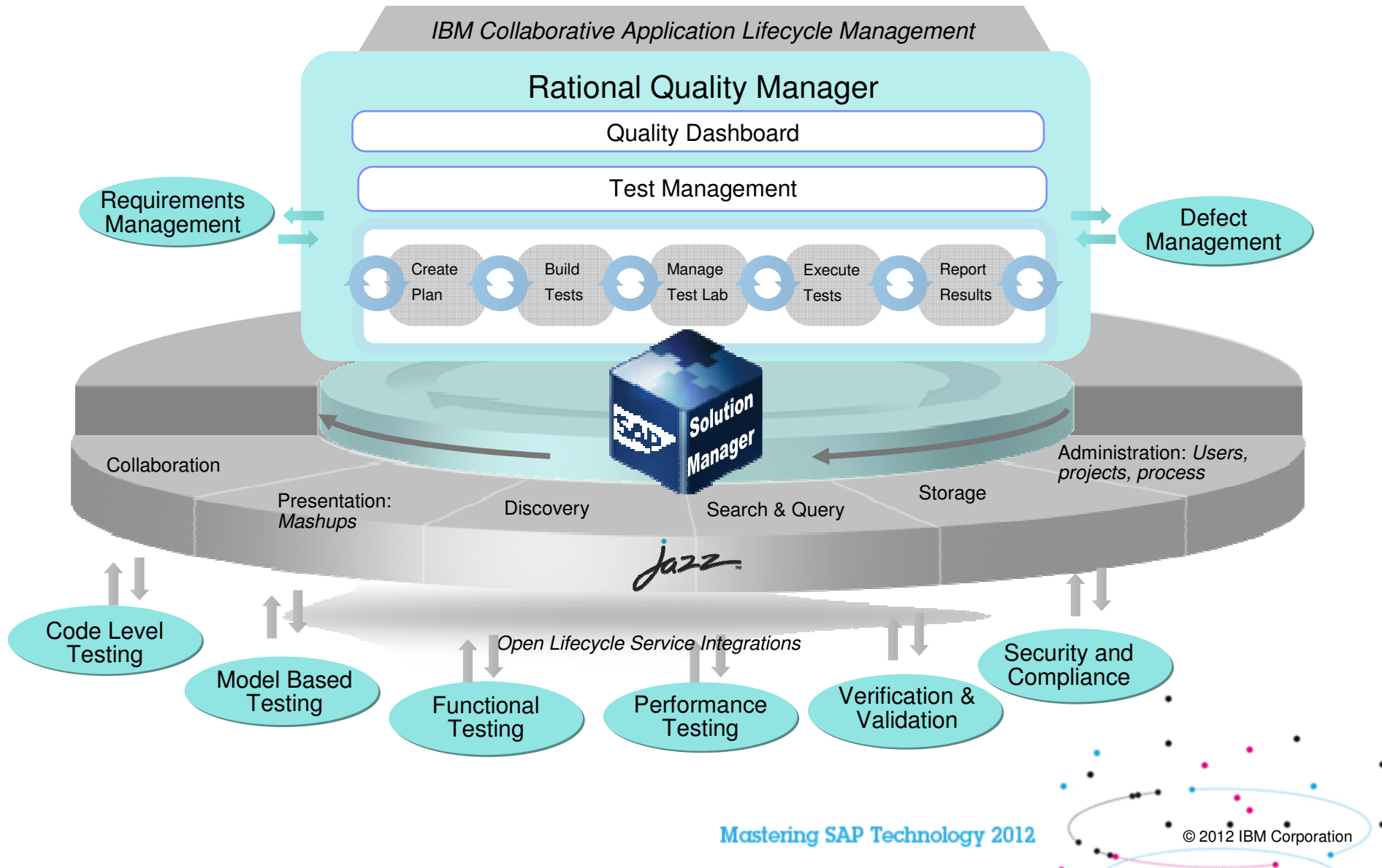
Quality management lifecycle for SAP



The IBM application and data lifecycle management solution for SAP



IBM Rational Quality Manager for SAP



IBM Rational Connector for SAP Solution Manager

- **End-to-end** solution for organizations with SAP
- Combine SAP Solution Manager life-cycle management capabilities with IBM Rational's integrated governance and quality management capabilities
- Achieve **end-to-end** business process testing between SAP and customer applications
- Implement SAP solutions by adding Application Lifecycle Management to your existing SAP development environment.

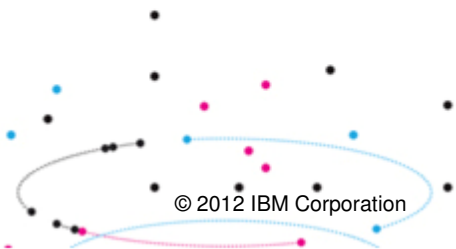
IBM Rational connector for SAP Solution Manager

Coordinate IT changes across heterogeneous systems and business processes

Verify business processes are deployed and tested

Download it @

[IBM Rational Connector for SAP Solution Manager](#)



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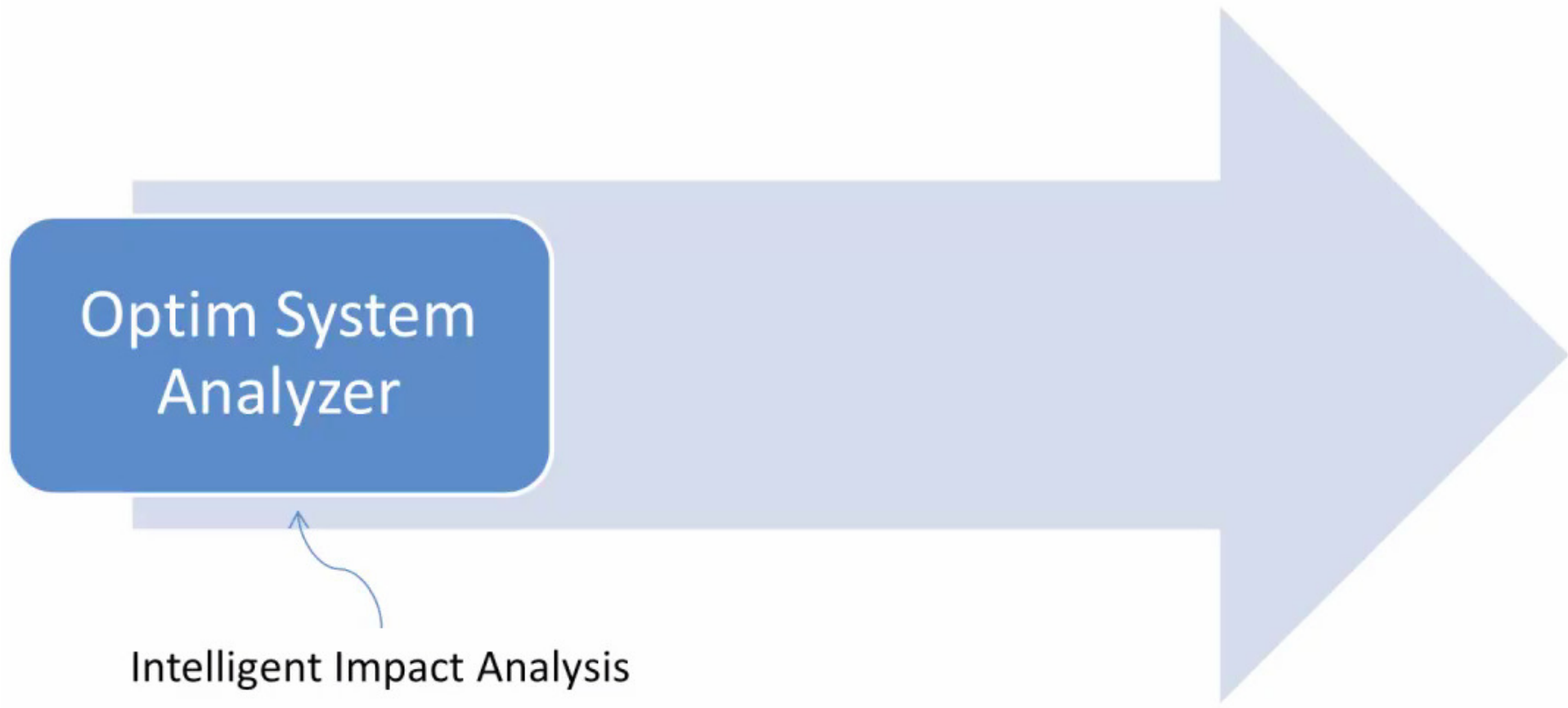
- Summary: Proven solutions that work



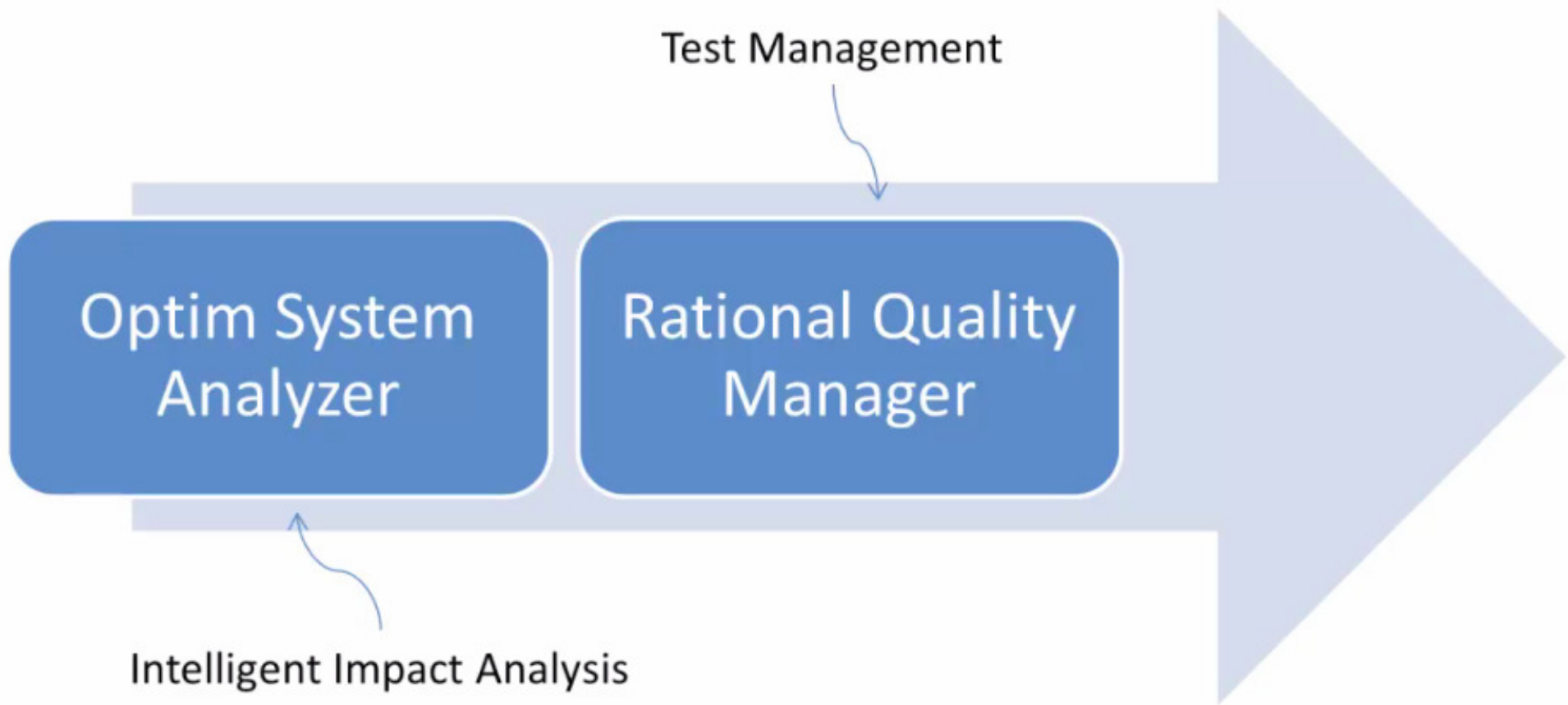
Key SAP change questions

What should we test?

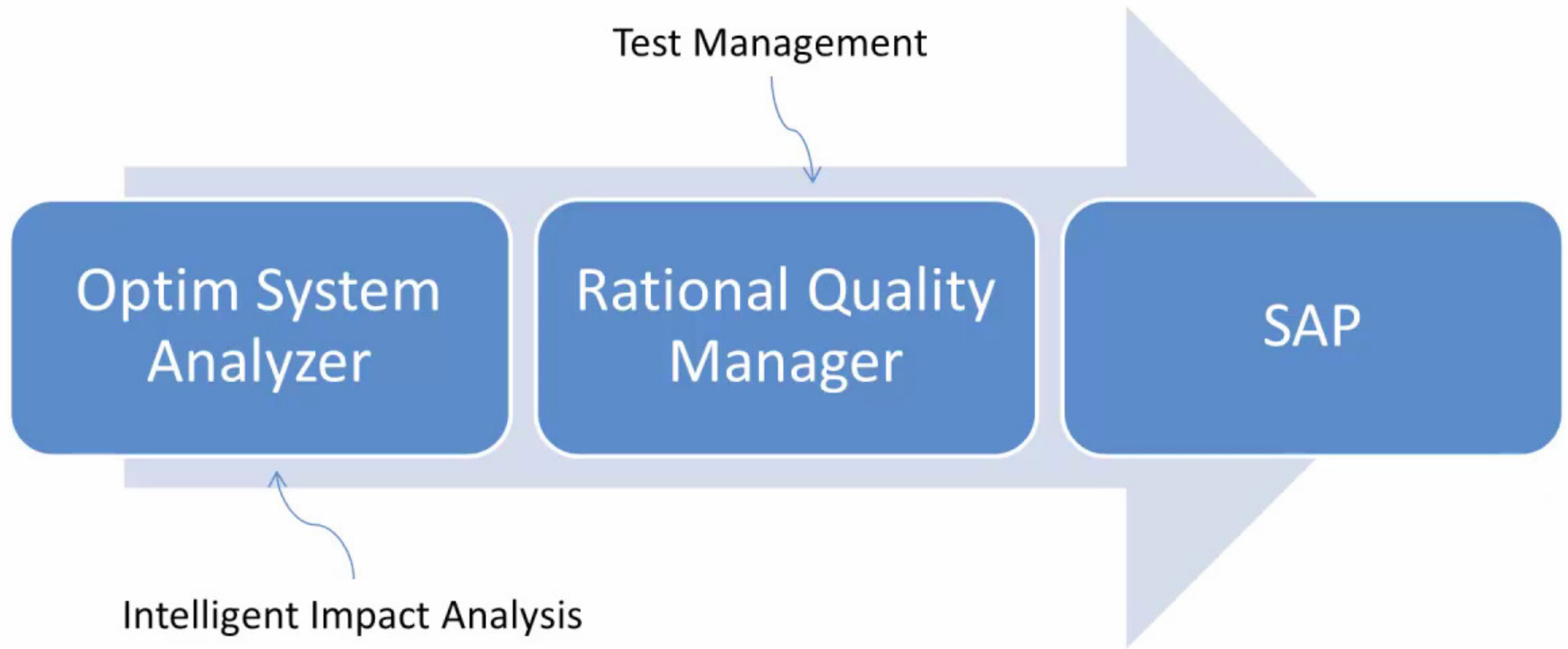
The IBM solution – Optim



The IBM solution – Optim + Rational



The IBM solution – Optim + Rational + SAP





The IBM solution – Optim + Rational + SAP

Demo

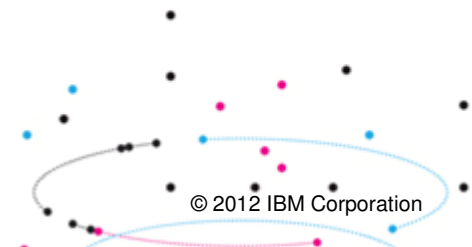


What does this mean to the SAP implementation team?

- Faster delivery of SAP changes
- Faster development cycle
- Faster impact analysis of change
- Faster test creation and execution
- Improve team efficiency
- Higher confidence in implementation
- Reduction in risk and cost

What SAP say:

“By standardizing your testing program and encouraging collaboration between business stakeholders and the IT team, SAP Solution Manager and IBM Rational software help to minimize errors and other risks while maximizing business results.”



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SAP get it

Executive Vice President and Head of SAP Global Active Support, SAP
Dr. Uwe Hommel

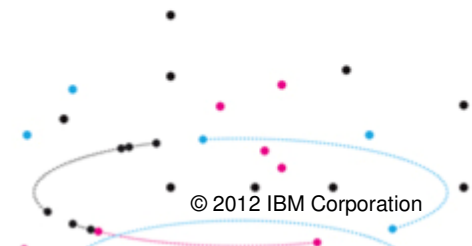
“Our collaboration with IBM Rational brings together the best of our combined application lifecycle management market leadership and can help customers reduce costs, manage change, and improve quality across the enterprise applications lifecycle.”

“We are looking forward to using Rational for projects in the future.”
Hans-Peter Seitz, VP, SAP



2012 Global Technology Partner of the Year

2012 Transformational Award: Rapid Time to Value



SAP analysts and experts get it

Gartner

Magic Quadrant for Integrated Software Quality Suites

OVUM

“IBM has the broadest and arguably the deepest portfolio among all vendors.”

“Among ALM vendors, only IBM Rational has addressed mobile targets.”

FORRESTER

“Rational has the best current offering ... and continues to raise the bar on building a complete development and delivery platform.”

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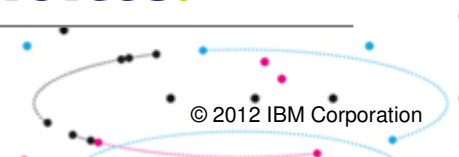
Mastering SAP Technology 2012

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SAP customers get it

For almost 40 years, IBM and SAP have consistently delivered superior ROI through thousands of successful implementations.

Automotive	
Construction / Architecture / Engineering	
Banking	
Chemicals & Petroleum	
Consumer Products	
Healthcare	
Retail	
Telcos	
Services	



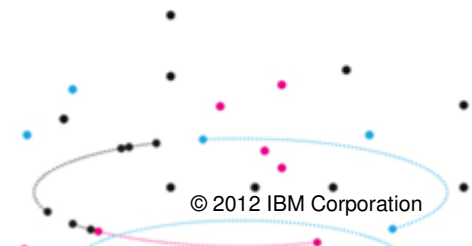
You can get it too

Top 3 application and data lifecycle best practices for speedy SAP project delivery

1. Complete SAP change impact analysis
2. Identify test assets, highlights gaps
3. Deliver better quality with less effort with an integrated toolset for SAP.

How to get it

- Read SAP's solution brief on Solution Manager and IBM Rational
- [Use the Rational tools on our cloud](#)
- [Watch our quality management video](#)
- [Download the Rational connector for SAP](#)
- [Estimate your potential ROI](#)
- [Speak to us](#)





WIN

An Apple iPad2*

Fill in an evaluation form and return it to an IBM representative for your chance to win an iPad 2

* See competition poster at the IBM stand for full terms and conditions

