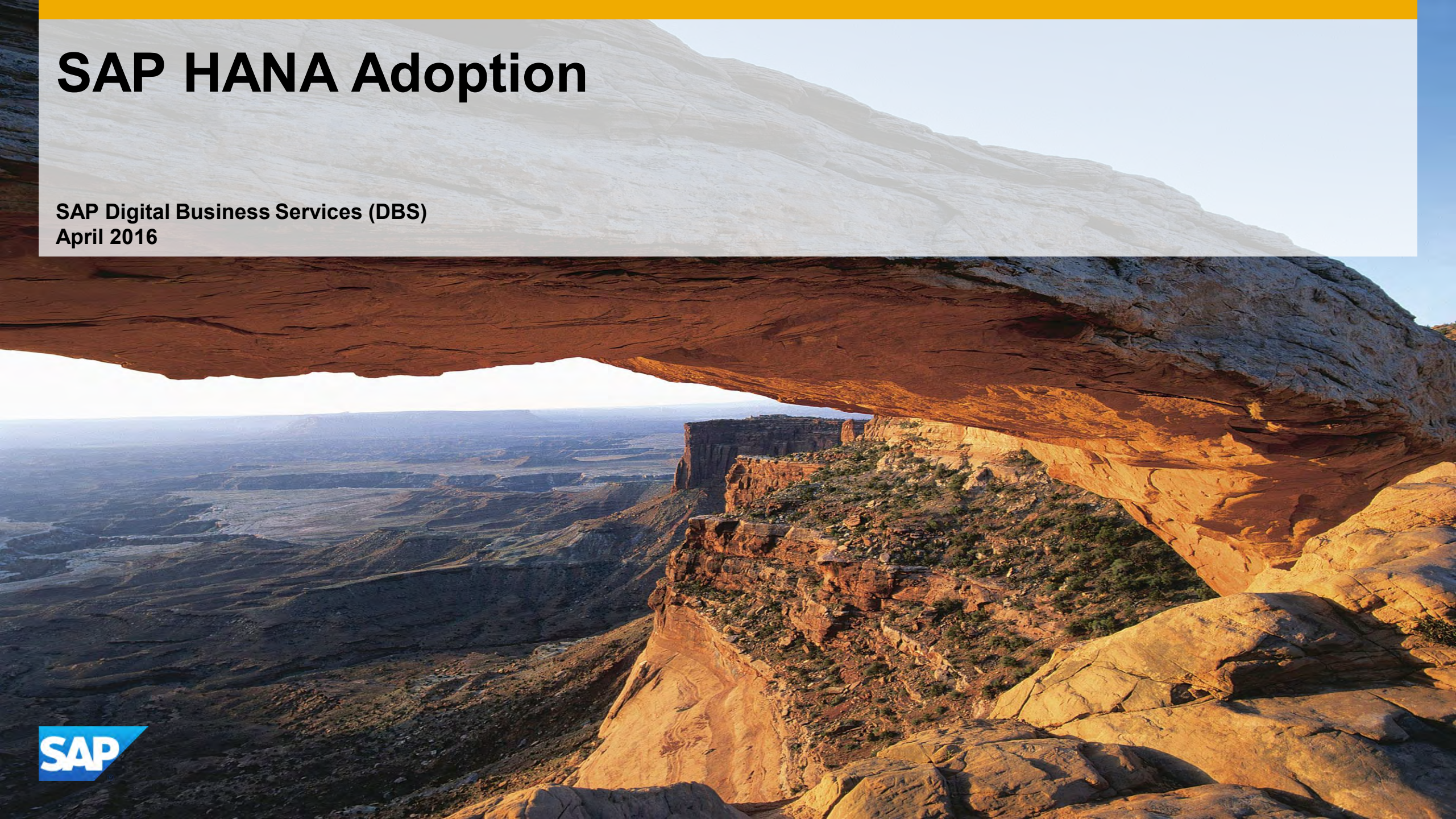
SAP HANA Adoption

SAP Digital Business Services (DBS)
April 2016



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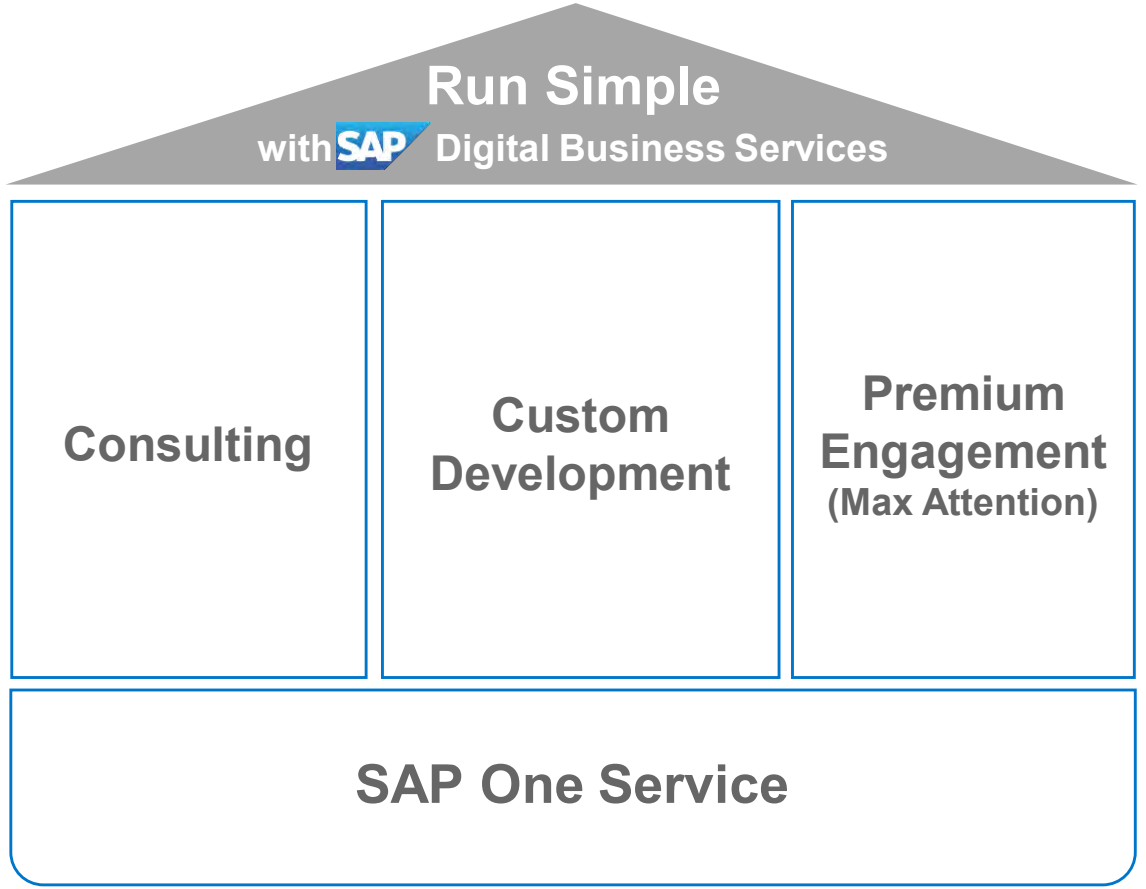
Who´s who?

SAP Digital Business Services (DBS)



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Goals of this meeting

The main goals to be covered in this meeting are:

- Understand the main concepts of HANA platform and HANA Deployment Options
- Understand the overall activities to be considered to transition to SAP HANA
- Understand how a SAP HANA project can be done with minimum risks

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AGENDA

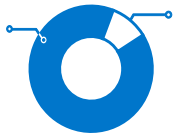
Overview: HANA Platform
HANA Transition Scenarios
HANA Adoption: Project Approach

OVERVIEW: HANA PLATFORM
HANA | S/4HANA

Living in a digital economy

Last two years

90%



Of the world's data has been generated[1]

Last two years

40%

Growth in adoption of business networks[2]

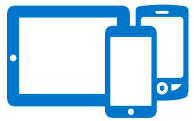
End of 2020

212 billion

"Things" will be connected[3]

By 2020

9 billion



Mobile users in the world[4]

In 2014

51%

Of workloads processed in the cloud[5]

1 *ScienceDaily*, May 22, 2013.

2 *Technology Adoption Report on Business Networks*, Ardent Partners, 2014.

3 *Internet of Things (IoT) 2013 to 2020 Market Forecast: Billions of Things, Trillions of Dollars*, IDC, 2013.

4 *Statista*, 2014.

5 *Cisco Global Cloud Index: Forecast and Methodology for 2013–2018*, Cisco Systems Inc., November 11, 2014.

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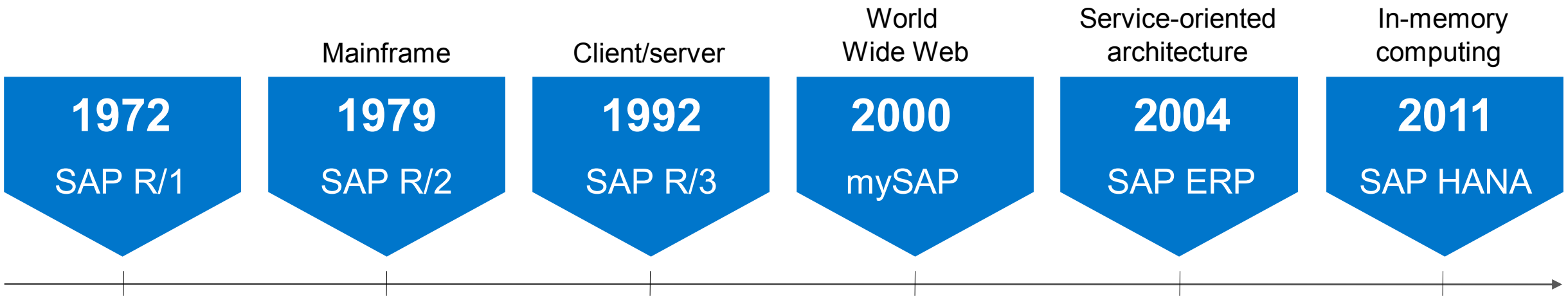
We’ve come a long way together…

- ✓ Integration
- ✓ Standardization
- ✓ Globalization

- ✓ **40+** years of innovation across industries
- ✓ **291,000** customers
- ✓ **74%** of the world’s transaction revenue touches an SAP software system



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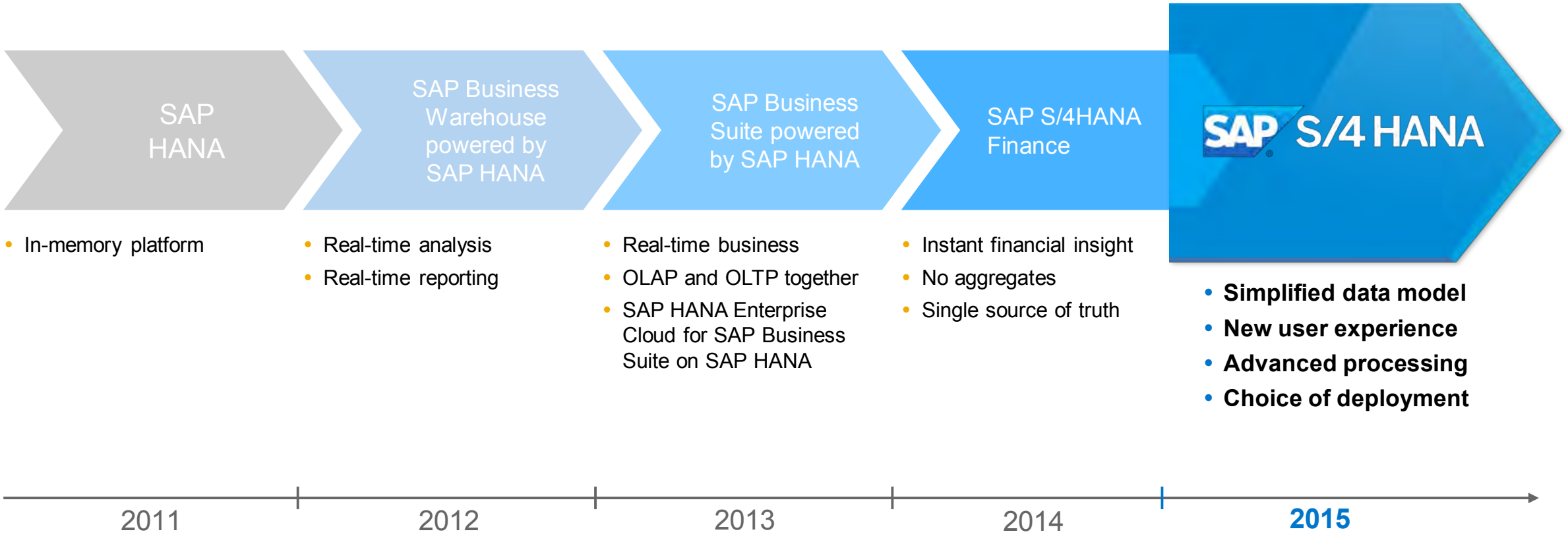
SAP HANA, our great simplifier for enterprise applications



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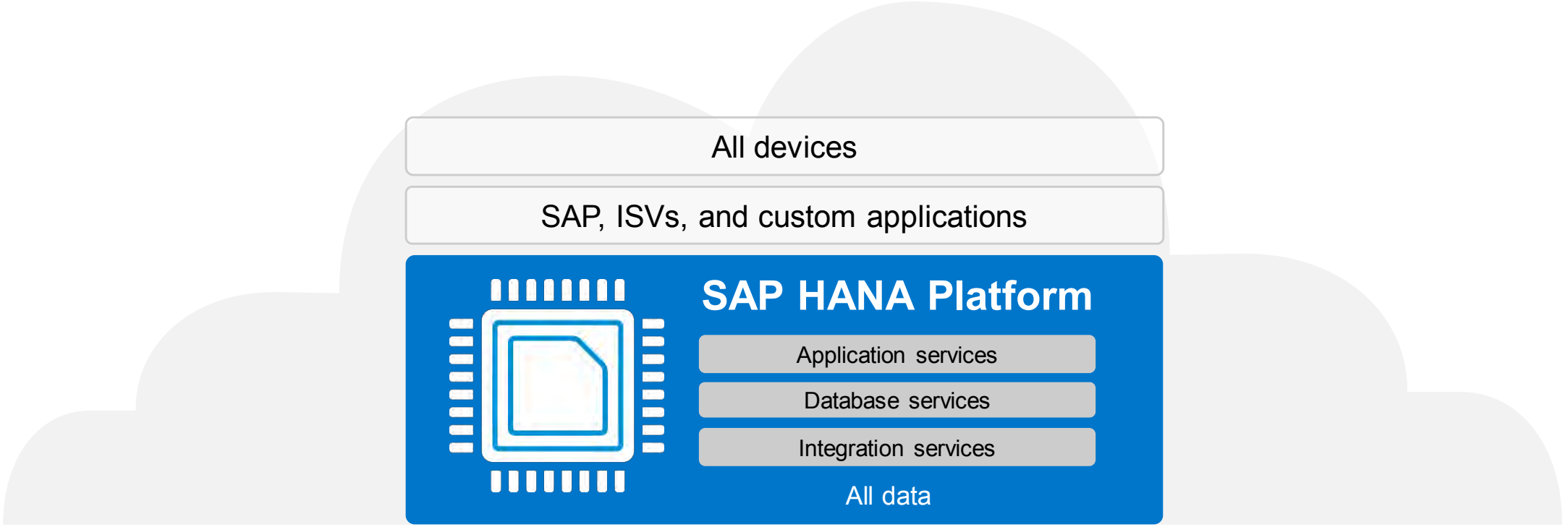
SAP HANA, the most advanced in-memory platform



ONE OPEN PLATFORM | IN-MEMORY ACID COLUMNAR STORE | OLTP AND OLAP TOGETHER | ADVANCED COMPRESSION | NO REDUNDANCY

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SAP HANA, the most advanced in-memory platform

SAP HANA PLATFORM

APPLICATION SERVICES

Web Server | JavaScript | SAP Fiori UX | Application Lifecycle Management

DATABASE SERVICES

OLTP + OLAP | Data Modeling | Stored Procedures | Multitenant Database Containers

Libraries | Search | Text Analytics | Graph | Planning* | Spatial | Predictive

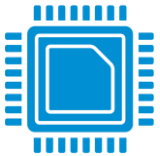
Dynamic Tiering | Streaming | Smart Data Quality

INTEGRATION SERVICES

Smart Data Access | Smart Data Integration | R Integration

- SQL
- JSON
- ADO.NET
- J/ODBC
- OData
- HTML5
- MDX
- XML/A

IN-MEMORY ACID COLUMNAR



MULTICORE/ PARALLELIZATION

ADVANCED COMPRESSION

Available only with SAP products – SAP Business Warehouse powered by SAP HANA, SAP Business Planning and Consolidation, SAP Sales and Operations Planning

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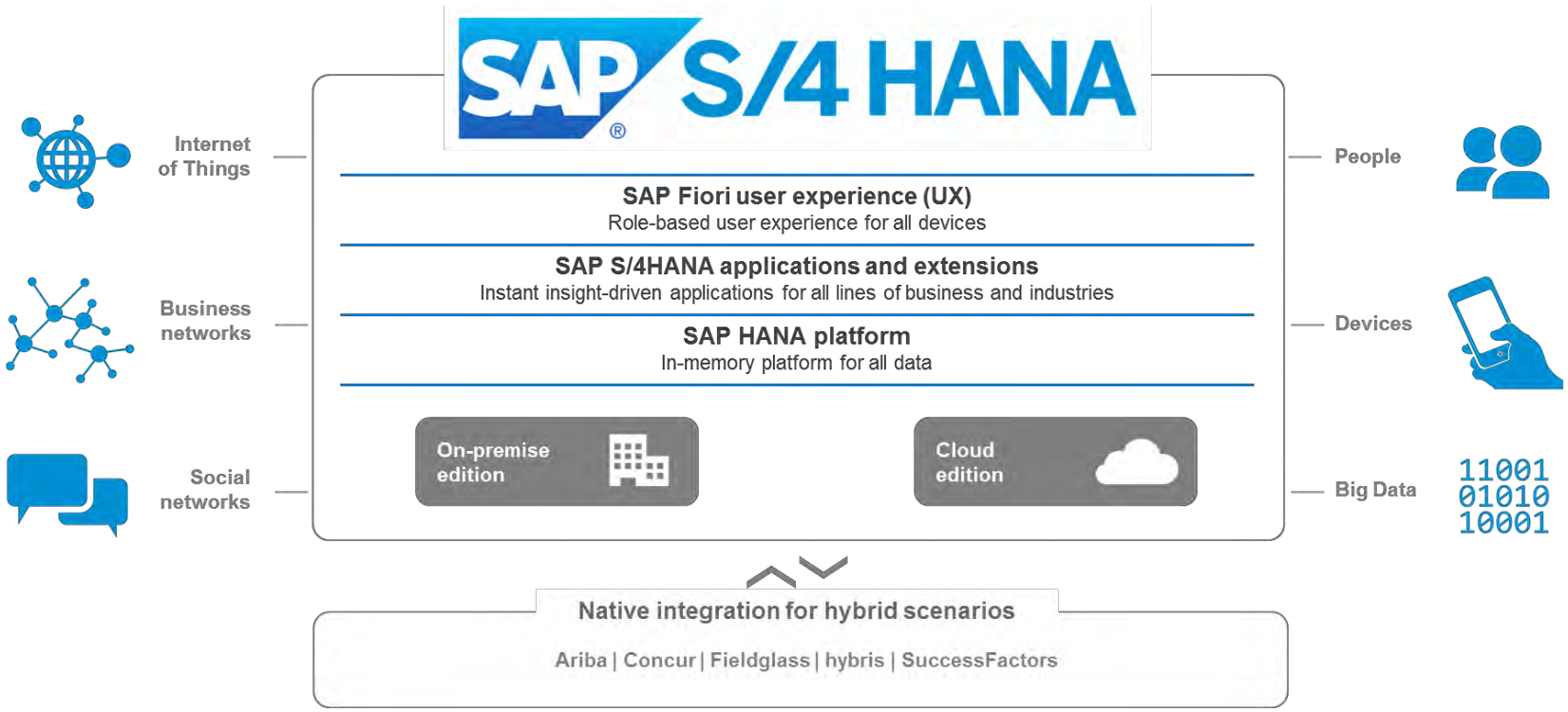
SAP S/4HANA

Our Next-generation Business Suite

SAP S/4HANA is SAP's Next-generation Business Suite

- Innovative Database
- New architecture and data models
- Renewed application scope
- New UI technology
- Different deployment models



SAP S/4HANA is a *new* product line.

The classical SAP Business Suite is a separate product line and will still be available. Can run on HANA or Traditional Database

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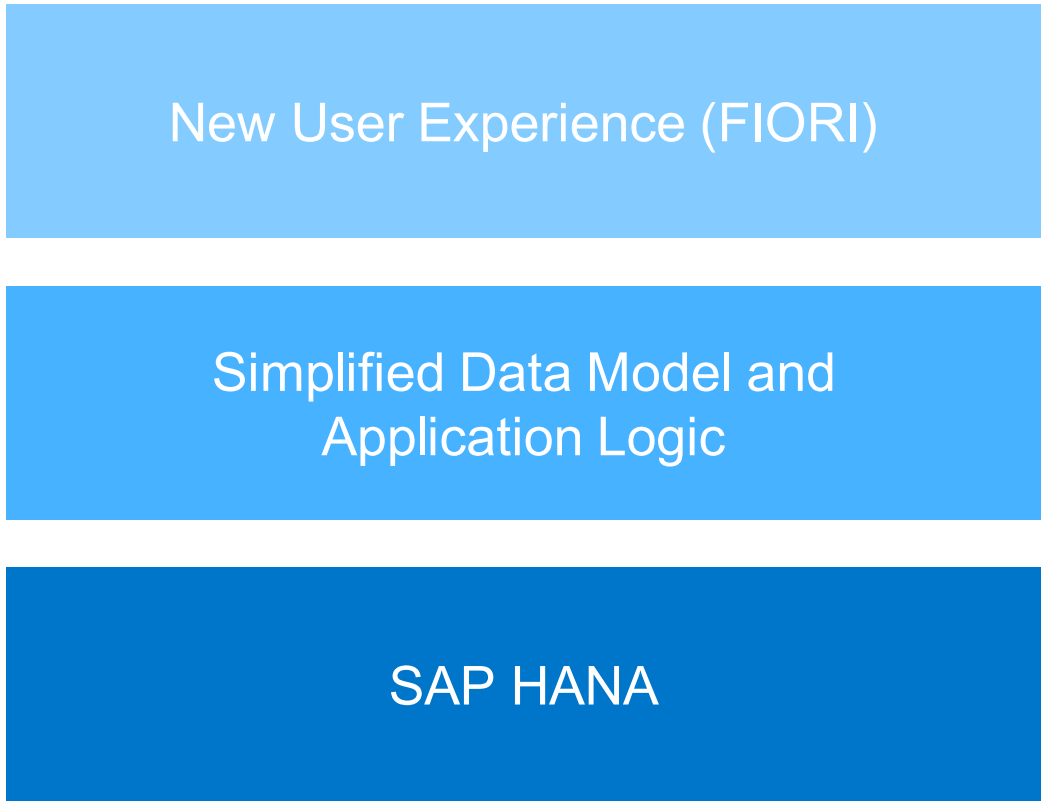
SAP S/4HANA

Main Innovation Pillars of S/4HANA



SAP FIORI AS THE USER EXPERIENCE PARADIGM

- Role-based, web-based, all devices
- Smart Business Cockpits (from KPIs to guided transactions)
- Operational Reporting

➔ REAL-TIME DECISION-SUPPORT, EFFICIENCY

SIMPLIFICATION OF APPLICATIONS AND UNDERLYING DATA MODEL

- Single source of truth: no aggregates / indices, new data model
- Application optimizations

➔ HIGHER FLEXIBILITY & THROUGHPUT, DATA FOOTPRINT REDUCTION

SAP HANA AS THE UNDERLYING PLATFORM

- OLAP & OLTP Merge
- In-Memory Compression
- Various engines for planning, predictive, text mining, …

➔ SPEED, SIMPLIFICATION, INNOVATIONS

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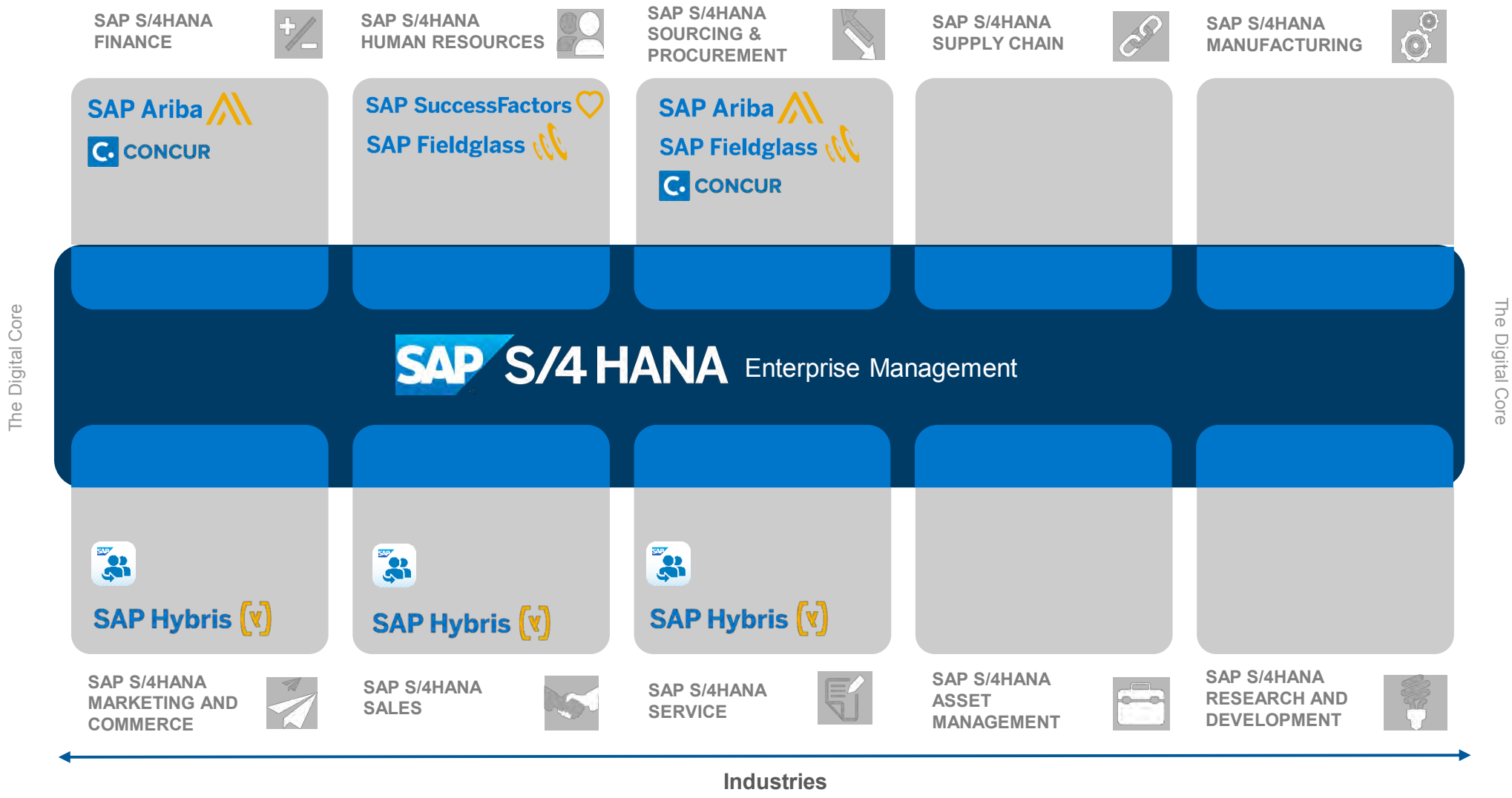
SAP S/4HANA

Introducing the next-generation core and lines-of-business solutions for the digital economy

- The **SAP S/4HANA lines-of-business (LoB) solutions** combine a modern and simplified core built on the SAP HANA platform with best-in-class LoB solutions and connection to business networks.
- These solutions are designed to **help meet the new requirements of lines of business in the digital economy**: real-time information on Big Data, personalized customer experiences, omnichannel, connected devices, people, and businesses.
- The LoB solutions can continue to be consumed as standalone solutions or as part of the SAP S/4HANA LoB solutions, **giving more choice to customers, allowing true hybrid scenarios and incremental deployments.**



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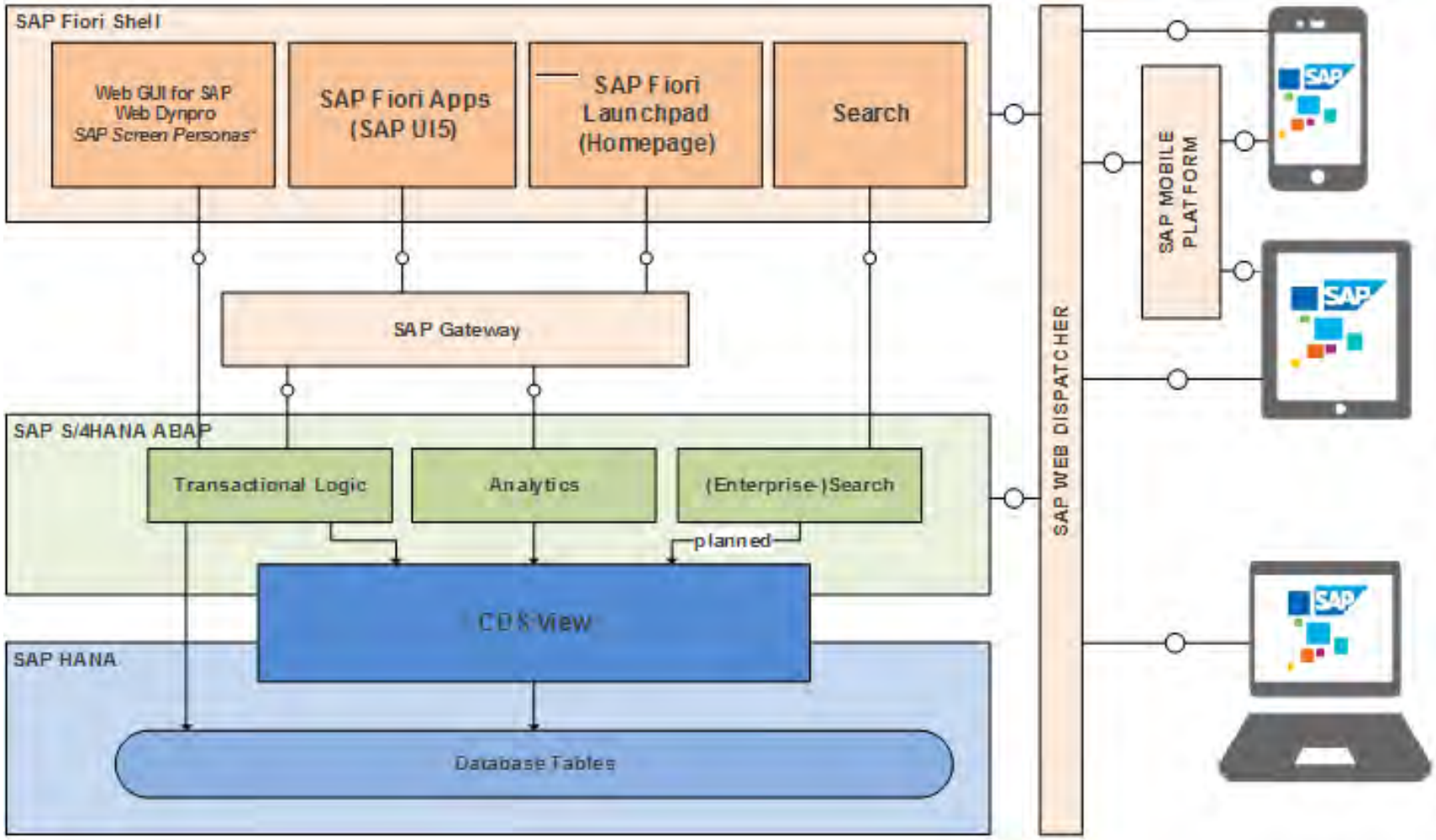
SAP S/4HANA: High level stack architecture

Logical view

SAP S/4HANA architecture differs from the classical Business Suite architecture

- Data structures
  → Compatibility provided through Core Data Services
- Application engines
- Launchpad / SAP Fiori
  → SAPGUI for Windows still available for compatibility reasons



This is the current state of planning and may be changed by SAP at any time.

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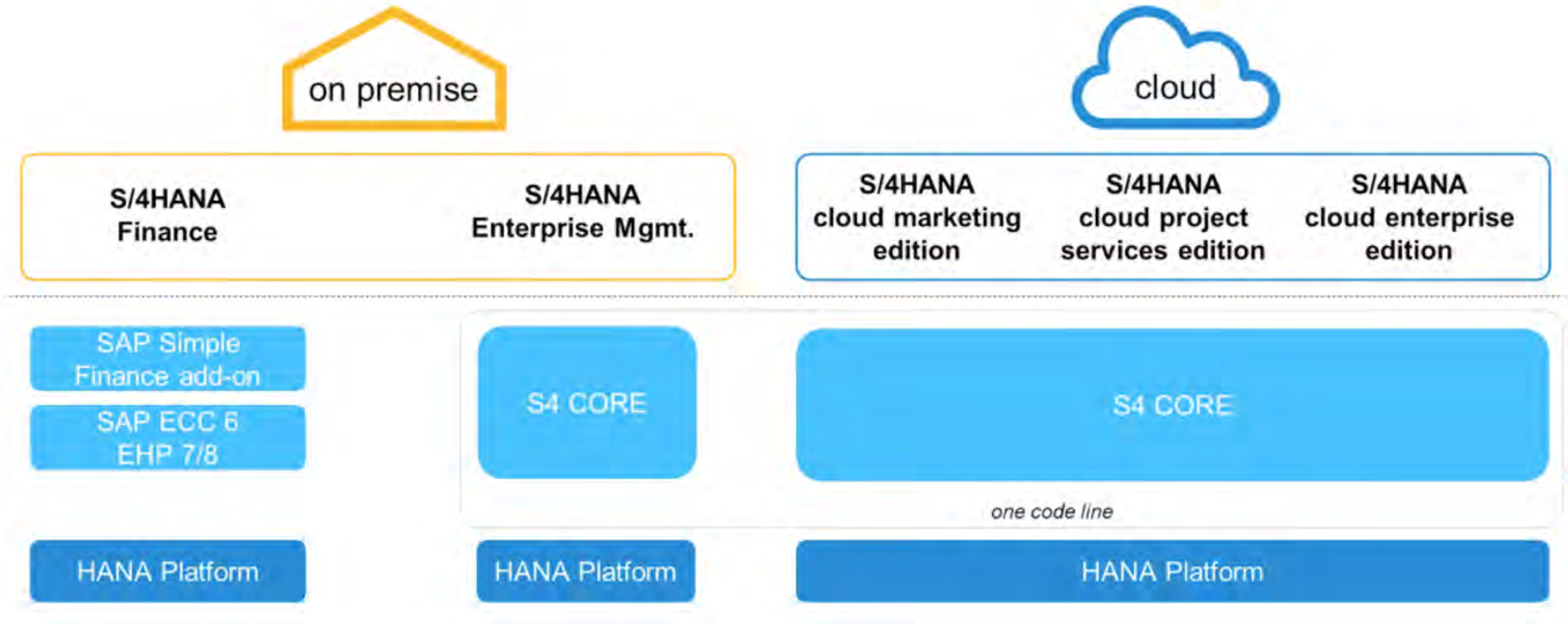
The SAP S/4HANA Family as of Today



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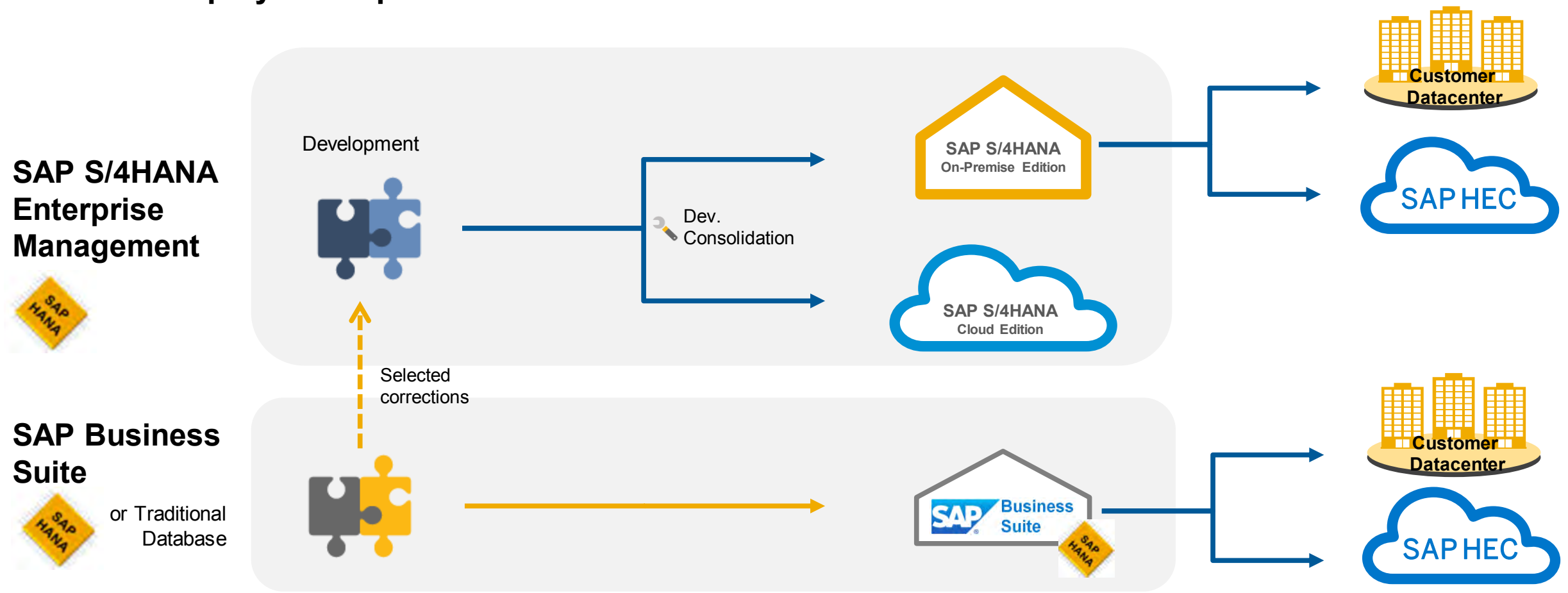
SAP HANA

One Codeline, Different Products

*Detailed product features may differ in different deployment options

Following the "Principle of One", SAP S/4 HANA will offer all main features* in different deployment options



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SAP HANA

References from Customers

9.685 Global HANA customers	2.754 EMEA HANA customers	293 Spain HANA customers
4.628 Global SoH customers	1.323 EMEA SoH customers	167 Spain SoH customers
3.447 Global S/4HANA customers	982 EMEA S/4HANA customers	113 Spain S/4HANA customers

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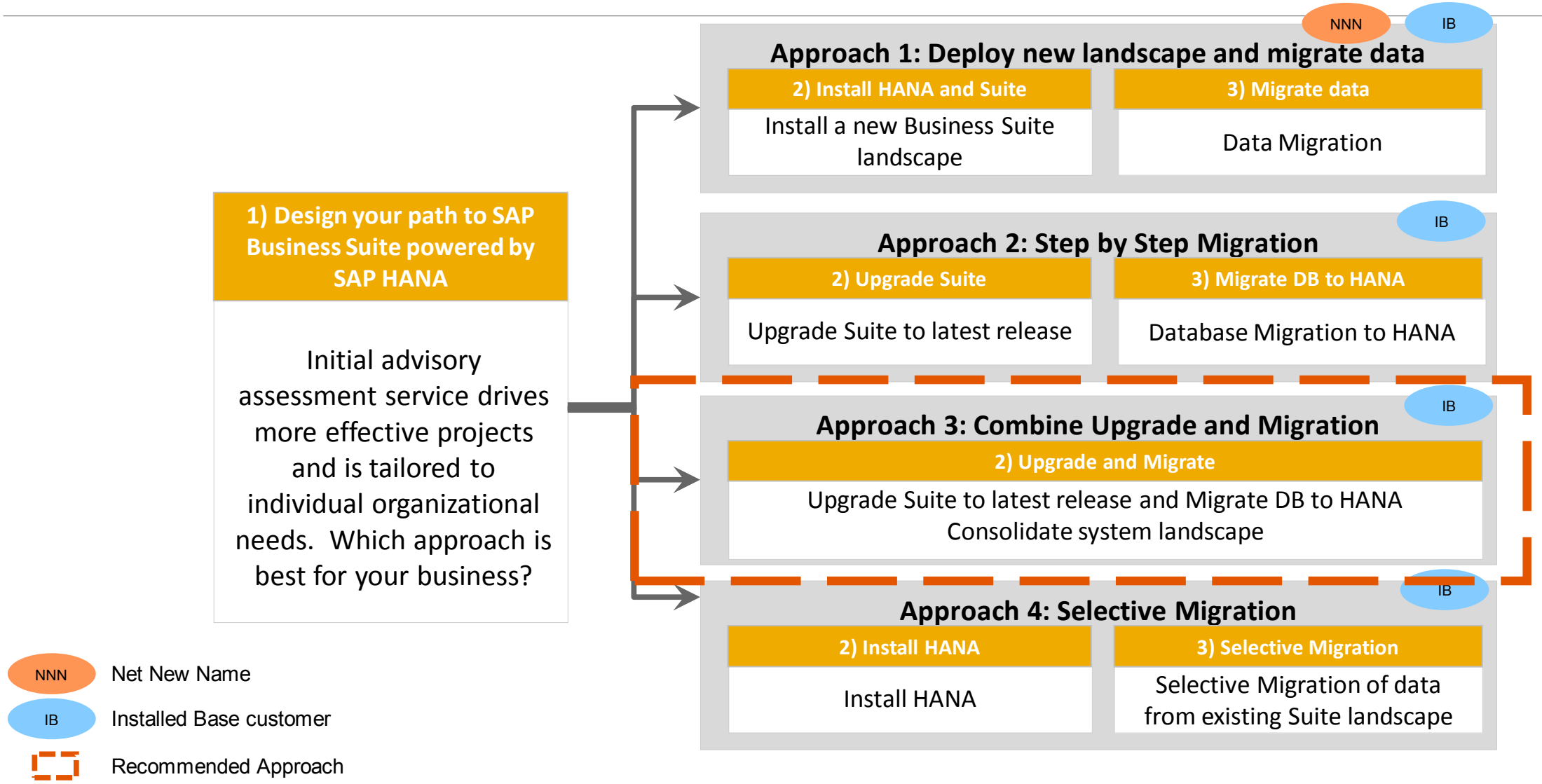
HANA Transition Scenarios
SAP Business Suite on HANA
SAP

SAP HANA Adoption Approaches

Each Option has a Distinct Path



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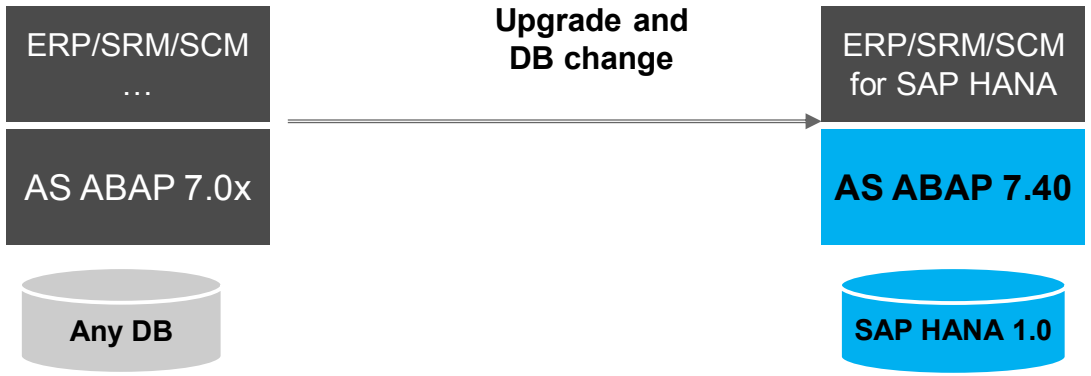
SAP Business Suite on HANA

How to migrate to HANA

SAP Technical upgrade, Unicode Conversion & HANA migration in 1 Single Step



Technical upgrade to SAP Business Suite on HANA:

- Focus on pure technology upgrade
- Bind in the latest SAP Enhancement Package
- Retain functionality used - No reengineering needed.
- Baseline for new business functionality
- Review Usage of custom developments

SAP on HANA impact:

- **Standard Code:** Optimizations on SQL runs on AnyDB but run best on HANA. No additional business impact
- **New HANA optimized transactions and/or reports:** no impact on old transactions. No additional business impact
- **New business functions optimized for HANA:** must be activated manually. No additional business impact
- **Custom Code:** In general existing ABAP code runs on SAP HANA as before.

Only if ABAP code relies on technical specifics of the old database, ABAP code changes might be necessary. SAP provides tools to identify and optimize this code.

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SAP DMO for SUM

Combines upgrade and migration in one step

SAP system
on any database

Same SAP system
on SAP HANA

Run standard upgrade until

- Configure connection to SAP HANA
- Set up SAP HANA specifics (such as client, kernel)

Data migration instead of switch
(migrate shadow and application tables)

Continue standard upgrade continues with downtime and post-processing

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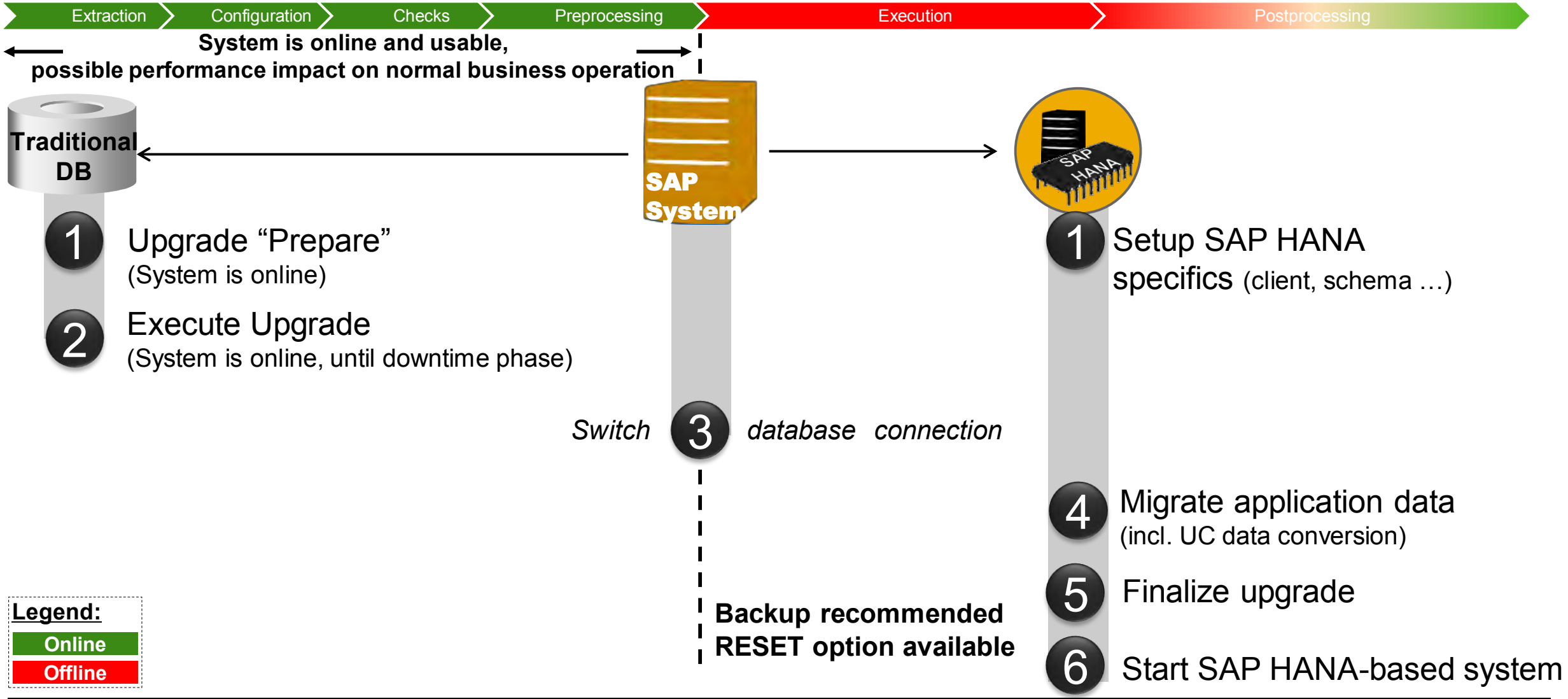
SAP DMO for SUM

Combines upgrade and migration in one step



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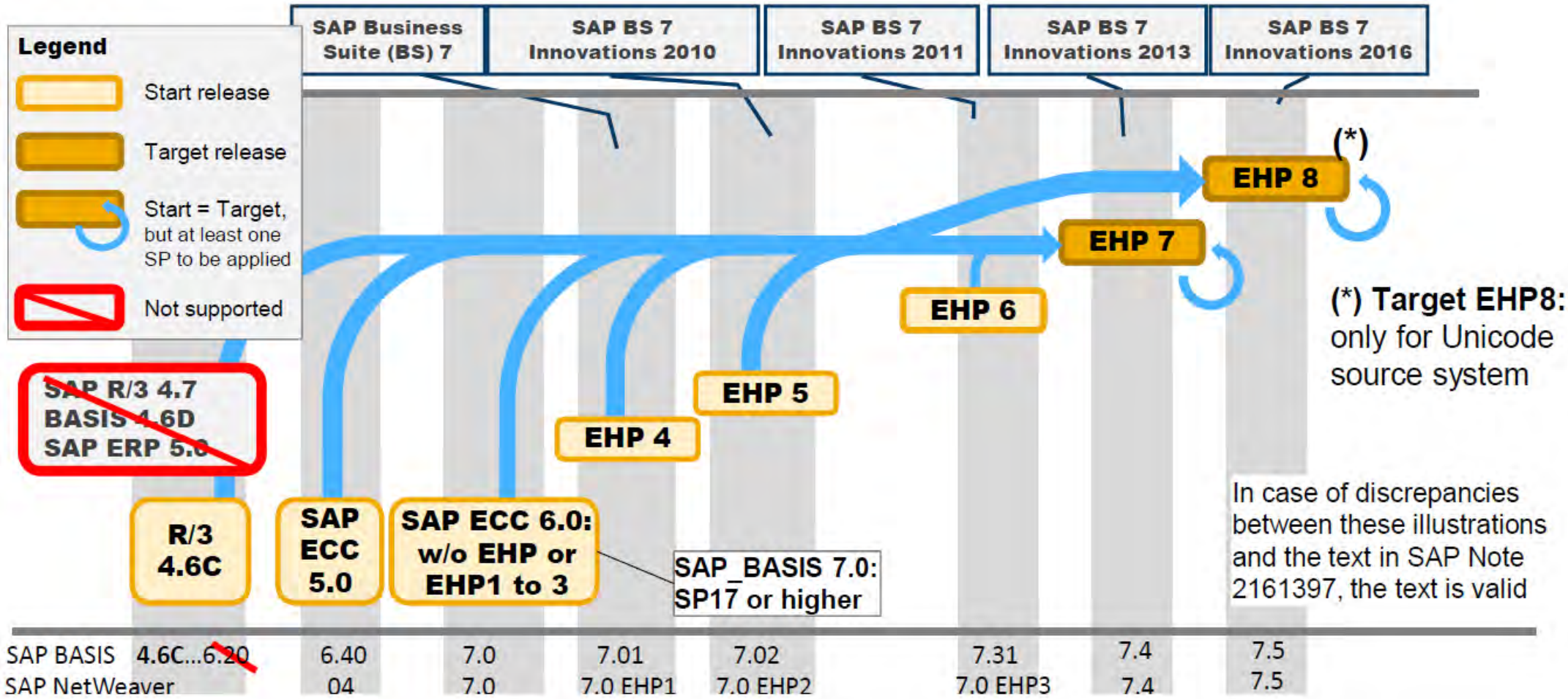
SAP Business Suite on HANA

Migration Paths with DMO: ERP



In case DMO is not supported, other technologies could provide a 2 migration step within a single downtime window.
An assessment is required to provide the best solution on each individual case

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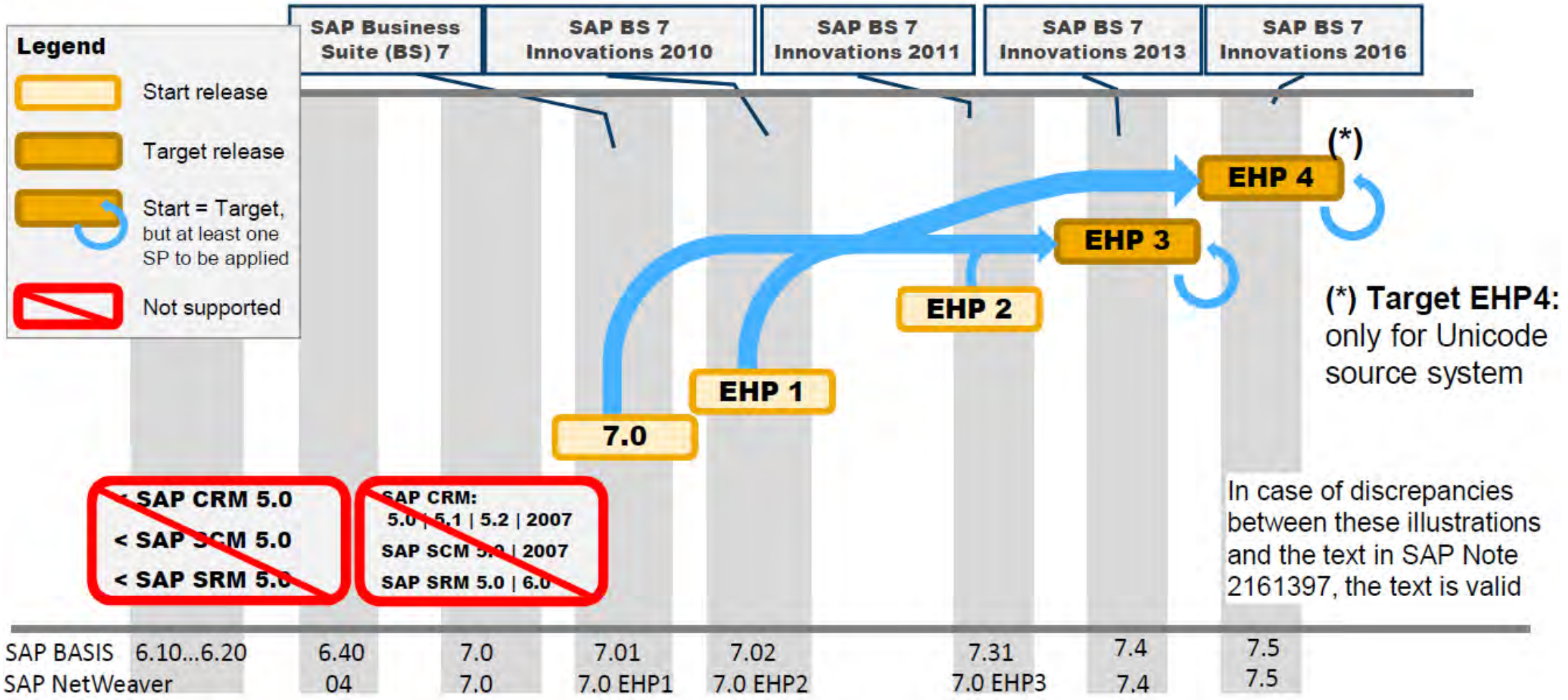
SAP Business Suite on HANA

Migration Paths with DMO: CRM, SCM, SRM



In case DMO is not supported, other technologies could provide a 2 migration step within a single downtime window.
An assessment is required to provide the best solution on each individual case

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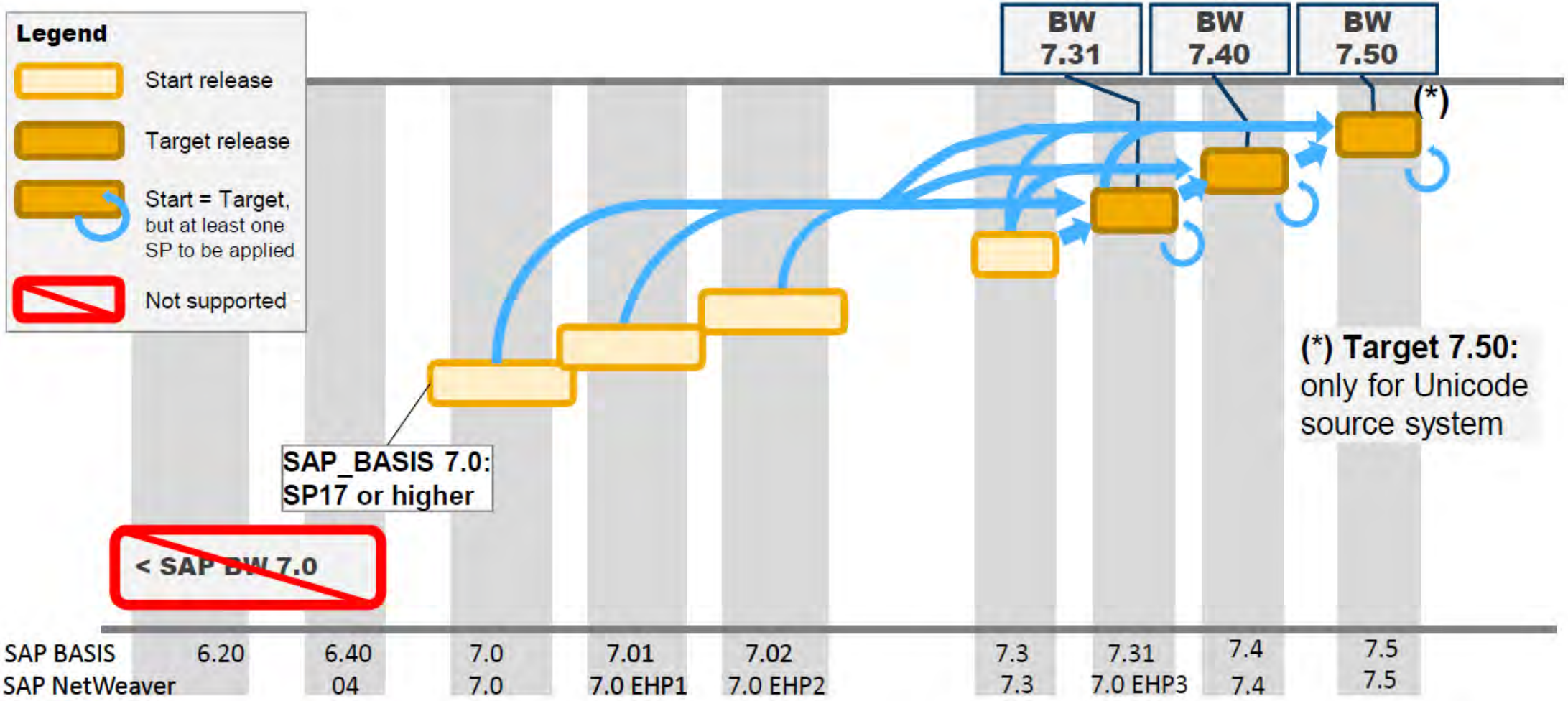
SAP Business Suite on HANA

Migration Paths with DMO: BW



In case DMO is not supported, other technologies could provide a 2 migration step within a single downtime window.
An assessment is required to provide the best solution on each individual case

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SAP Netweaver 7.x BW JAVA on HANA

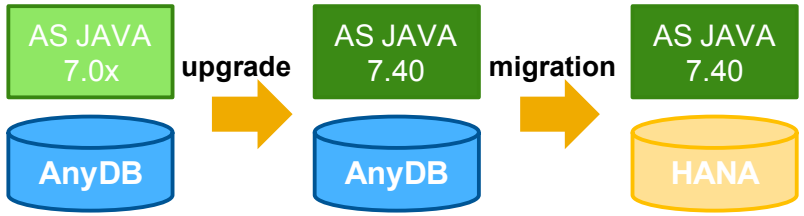
JAVA Stack upgrade options

Split ABAP+JAVA dual stack systems is a prerequisite to upgrade to SAP Netweaver 7.40.

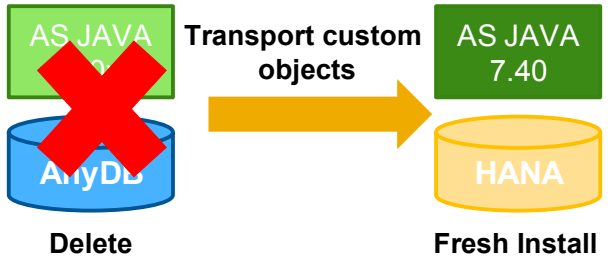
Once the ABAP and JAVA stacks are split, there are 2 main options to upgrade the JAVA stack to SAP Netweaver 7.40 on HANA

1. Perform an upgrade to SAP Netweaver 7.40 using SUM and then perform a export/import to HANA using SAP SWPM tool.
2. Perform a new and empty SAP Netweaver 7.40 JAVA on HANA and transport all the customer developments from the old JAVA stack to the new JAVA stack on HANA.

Option 1: Upgrade+Migration (2 steps)



Option 2: Fresh install



Customers which use the BW JAVA Stack only for BEx Web don't need to upgrade the JAVA stack as the JAVA stack contains no business data and is only used to render the BEx pages. Instead, it will be much faster and clean to use option 2, install a new AS JAVA 7.40 on HANA and re-import again the custom developments (if any).

1645590 - Java/Server SPs dependencies (and SupportDeskTool)

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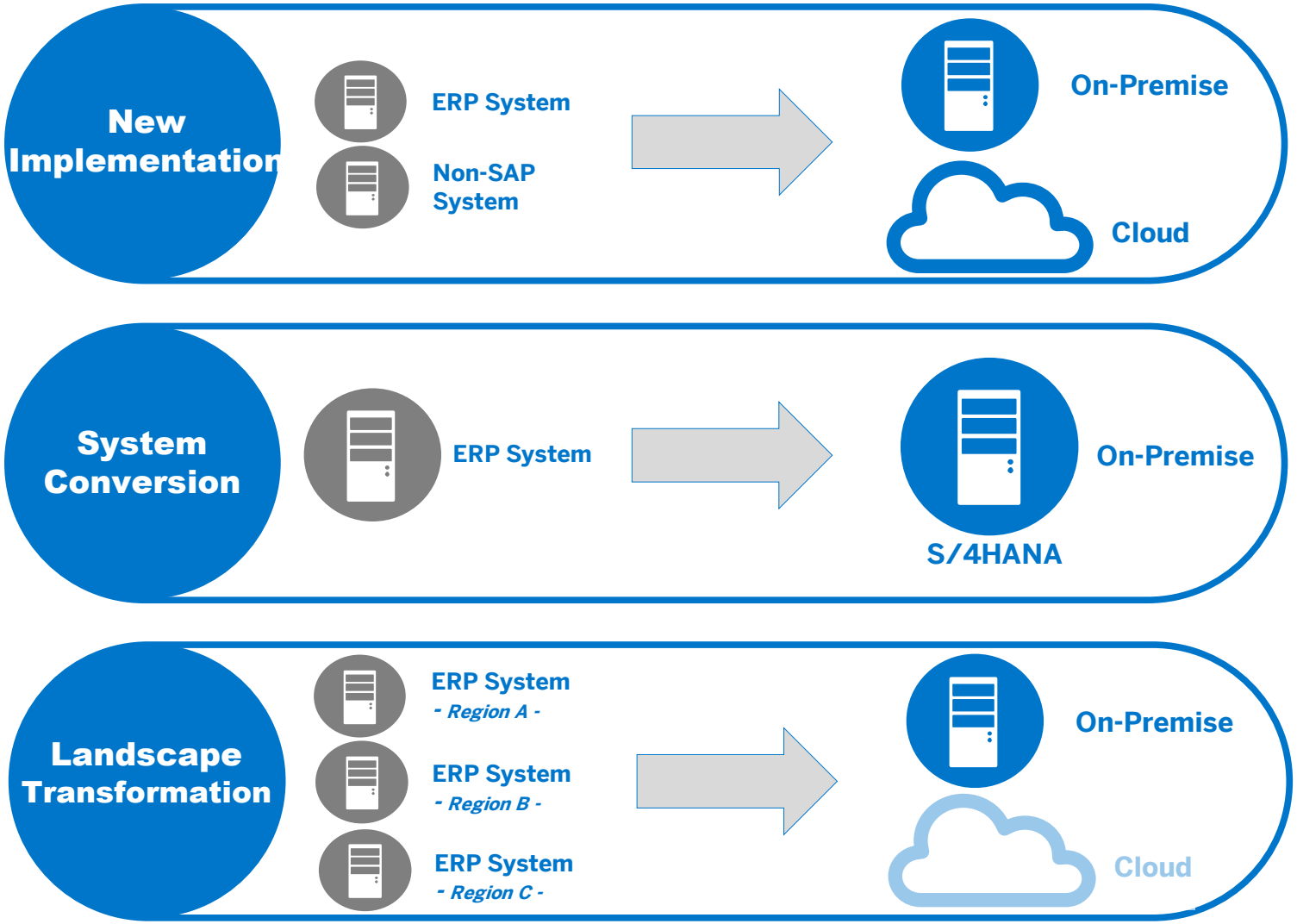
HANA Transition Scenarios
SAP S/4 HANA

Roadmap to SAP S/4HANA

The Transition Scenarios



- *Example:* New or existing SAP customer implementing a new SAP S/4HANA system for a disruptive re-implementation of Business Processes

- *Example:* Complete conversion of an existing SAP Business Suite system to SAP S/4HANA. Non-disruptive conversion keeping/adjusting the existing business processes and data

- *Example:* Consolidation of current regional SAP Business Suite landscape into one global SAP S/4HANA system or migrating parts of an existing ECC landscape or solution to SAP S/4HANA

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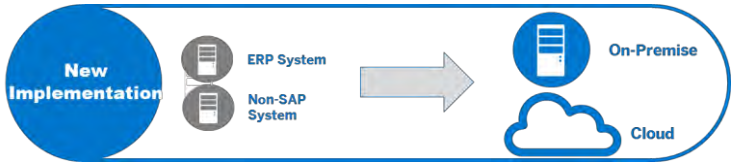
Roadmap to SAP S/4HANA

Scenario 1 – New Implementation

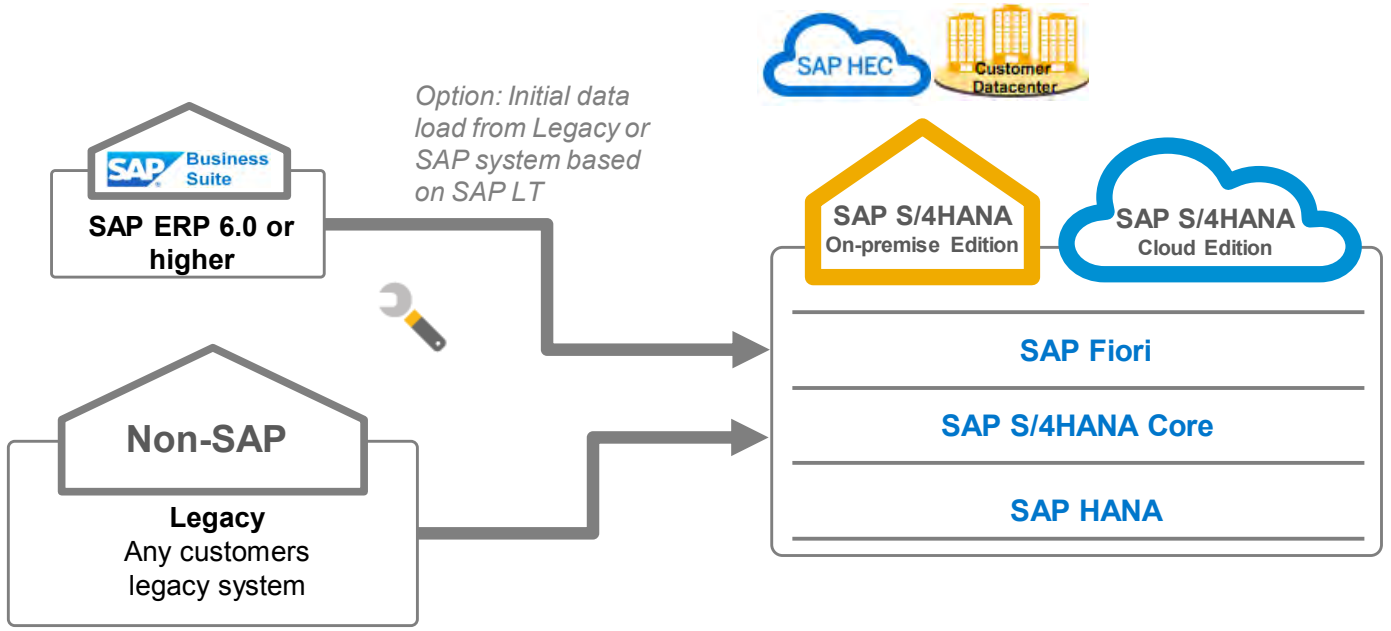


Scenario description

New installation of SAP S/4HANA e.g. for customers migrating a legacy system.

Benefits for the customer

+ Reengineering and process simplification based on ready-to-run business processes and reference solution delivered with the product
+ New implementation of industry-leading Business Suite
+ Pre-defined migration objects & Best Practices available in a guided process



	What	How
1	Install S/4HANA	Software Provisioning Manager
2	Initial data load from source system	**SAP Landscape Transformation** • SAP source: system connection • Legacy system: file upload; SAP Data Services additionally supported

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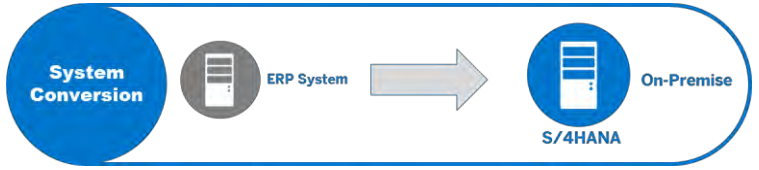
Roadmap to SAP S/4HANA

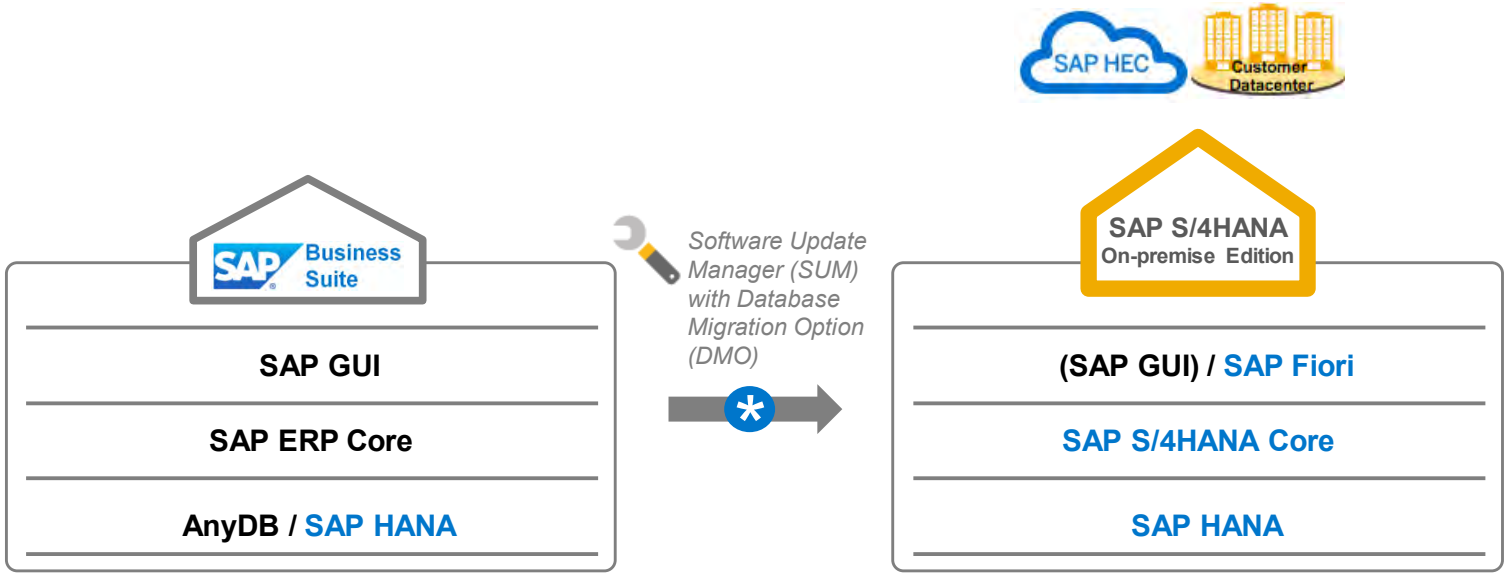
Scenario 2 – System conversion



Scenario description

Customers who want to **change** their **current system** into a SAP S/4HANA system.

Database, **SAP NetWeaver** *and* **application** transition in one step.



Benefits

+ Migration without re-implementation
+ No disruption for existing business processes
+ Re-evaluation of customization and existing process flows

	What	How
*	Installation ***and*** migration	Rapid Database Migration of SAP Business Suite to SAP S/4HANA (all **one step migration**, including data conversion) using SUM with DMO

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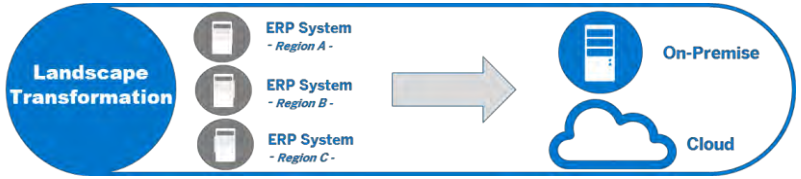
Roadmap to SAP S/4HANA

Scenario 3 – Landscape Transformation

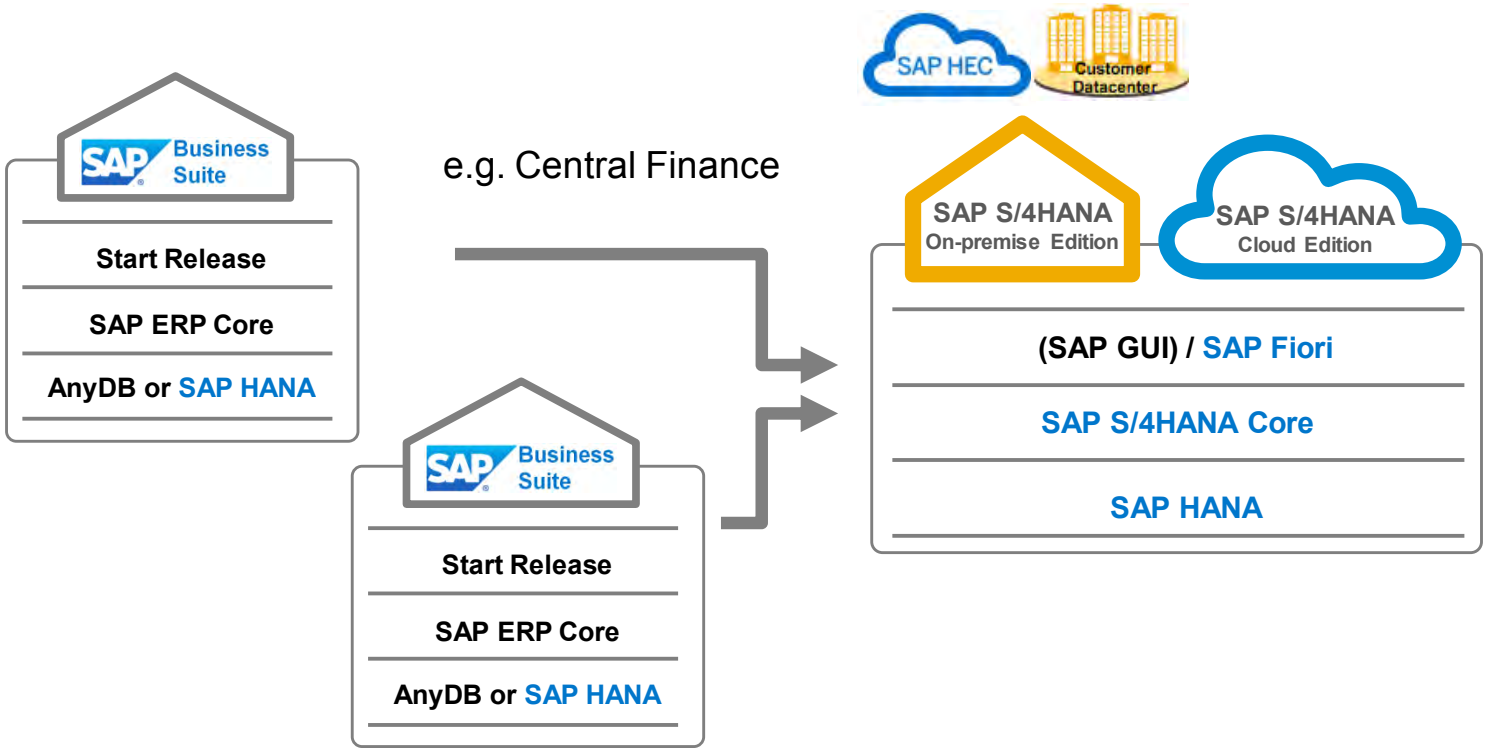


Scenario description

Customers who want to **consolidate** their landscape or to **selectively transform** data into a SAP S/4HANA system.

Benefits

+ Value-based migration: selective data transformation allows a phased approach focusing the first S/4HANA migration phase on parts of the business with highest ROI and lowest TCI
+ Agility: stay on current business processes but move gradually to S/4HANA innovations (Move to S/4HANA at your own pace!)
+ TCO reduction: system and landscape consolidation with harmonized/ simplified processes and unified master data lead to lower cost of operations



	What	How
1	Consolidation	**SAP Landscape Transformation** Consolidate clients from different source systems into one new or existing S/4HANA system (build-up multiple client system)
2	Selective Data Transformation	**SAP Landscape Transformation** • Carve-out of single entities or processes • Migration of selected SAP applications (example: central Finance)

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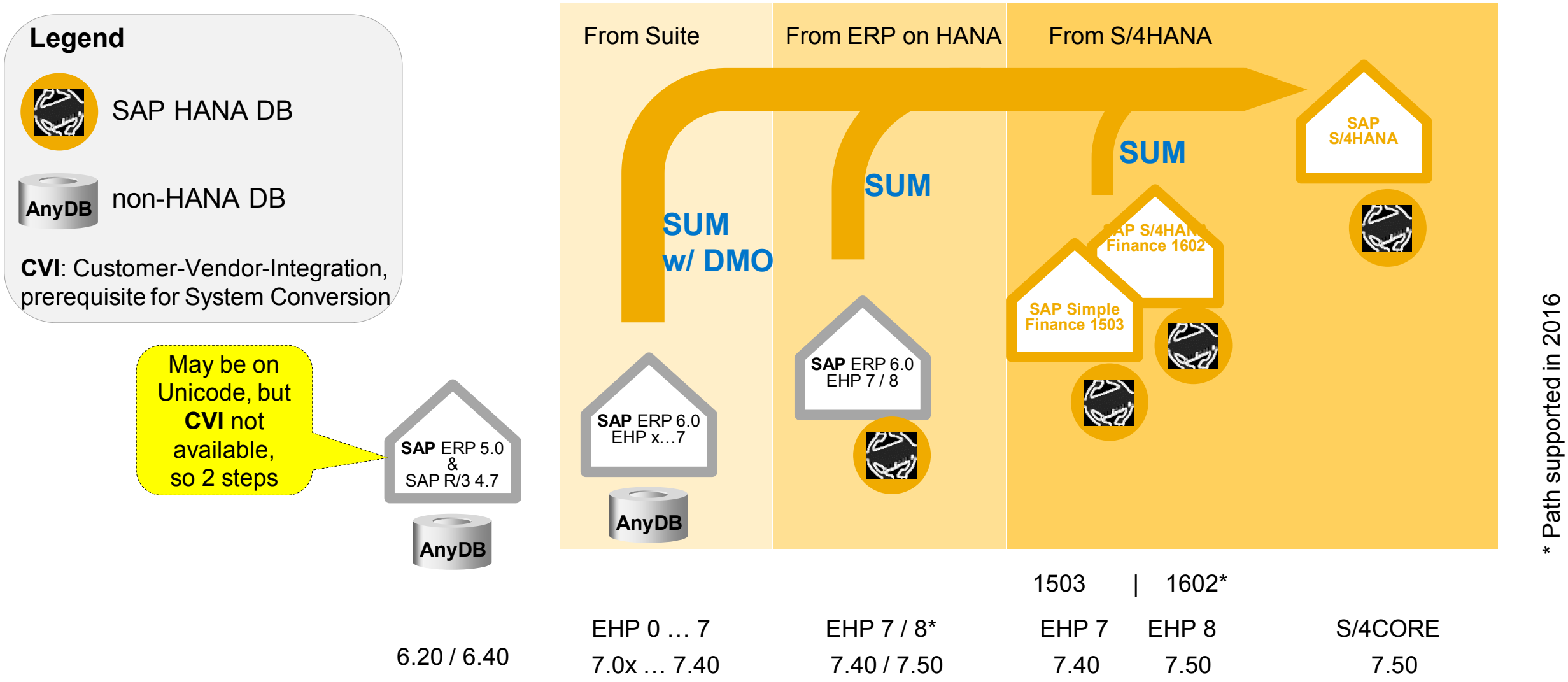
SAP S/4HANA On-Premise

Conversion Paths: Source System is Unicode



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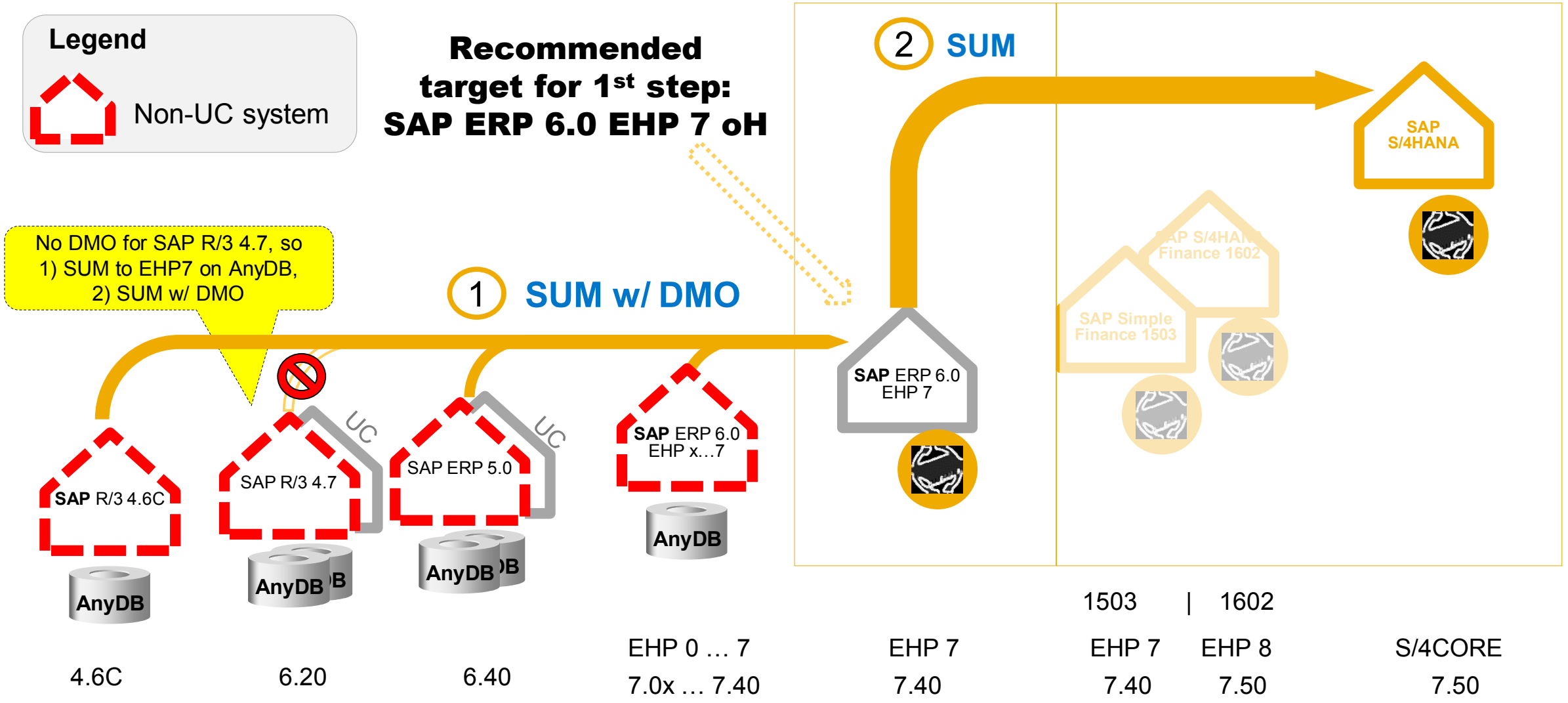
SAP S/4HANA On-Premise

Conversion Paths: Source System is non-Unicode



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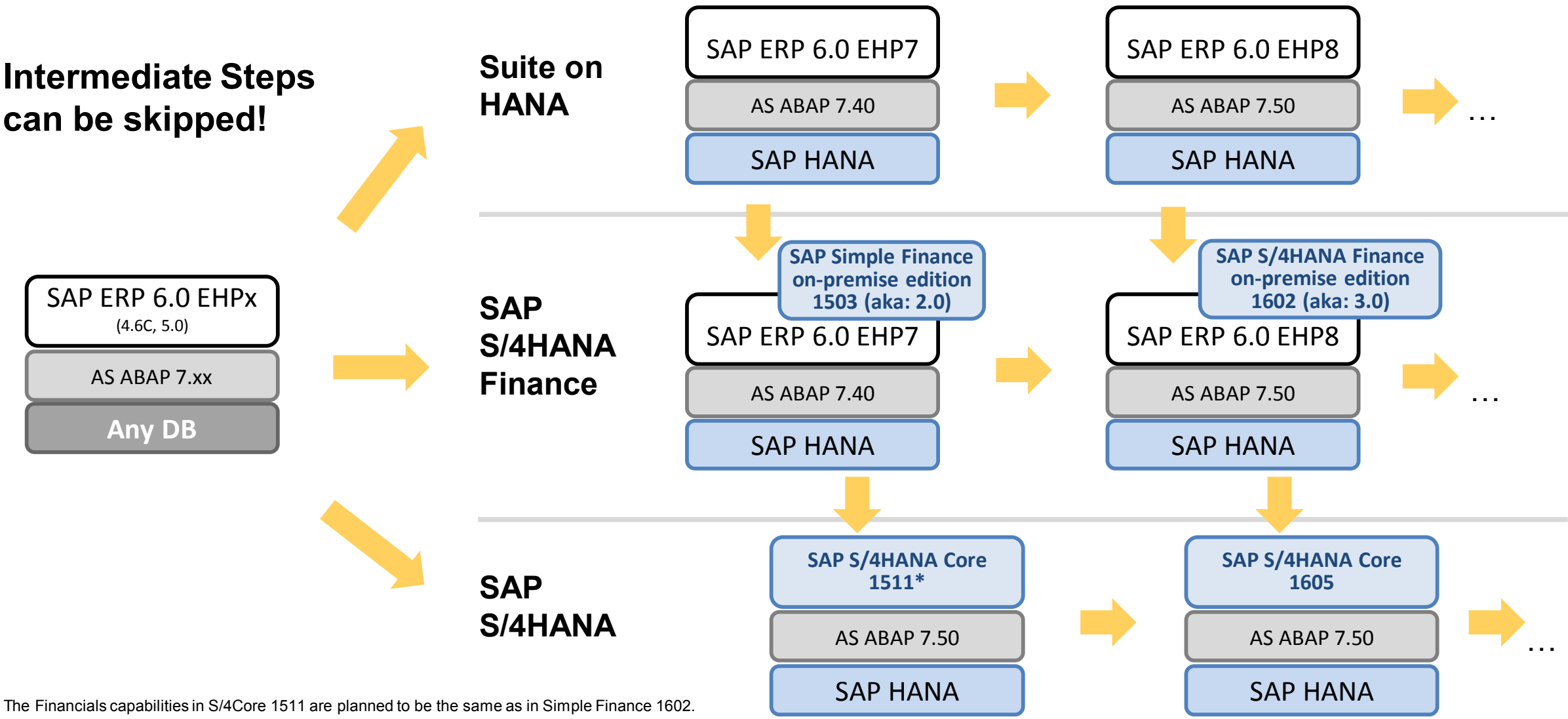
Roadmap to SAP S/4HANA

SAP S/4HANA Finance Adoption Paths



The Financials capabilities in S/4Core 1511 are planned to be the same as in Simple Finance 1602.

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HANA Adoption
Project Approach
SAP

Recommended Project Approach

Best practices and recommendations (I)

Migrate to HANA is not different or more complicated than a classical SAP Upgrade/Unicode/OS-DB migration, everything you know about how to update/upgrade SAP is 100% valid:

Follow SAP Best Practices / ASAP Methodology:

- Recommended 2 sandboxes cycles using a copy of PRD
- Development transport freeze before the golive is mandatory
- Pure technical upgrade, no reengineering, no new functionality
- But review SAP Note with SAP HANA Optimized transactions to identify Quickwins

Early identification of technical requirements:

- Complete the sizing and order the HANA servers as soon as possible to avoid delays in the project
- Early implementation of technical prerequisites in your current landscape highly recommended, don't wait for the upgrade
  - Update Kernel, BR*Tools, Implement Oracle SSFS in your DEV, QAS and PRD systems
  - Execute Housekeeping tasks in the current landscape
  - Update SAP Solution Manager 7.10 and review the configuration of your SAP solutions in the Maintenance Optimizer Scenario.

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Recommended Project Approach

Best practices and recommendations (II)

Identify HANA impact on custom code in advance

- In general existing ABAP code runs on SAP HANA as before
- Only if ABAP code relies on technical specifics of the old database, ABAP code changes might be necessary
- Use SAP Code Inspector/SAP Clone Finder/UCCHECK to identify custom code affected by the upgrade to HANA or UNICODE
- Focus on the most used programs, don’t waste time optimizing the performance of rare used programs.

Testing

- Review, update and document your test cases in advance, don’t wait for the upgrade
- Activate and use UPL to identify the test coverage
- Plan the integration tests (how to connect SBX with non-PRD systems to test interfaces, BW loads,etc…)

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Recommended Project Approach

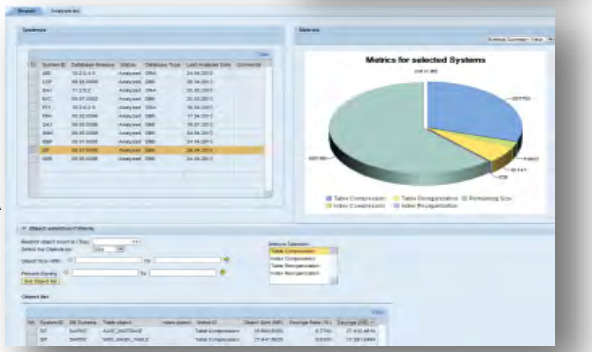
Best practices and recommendations (III)

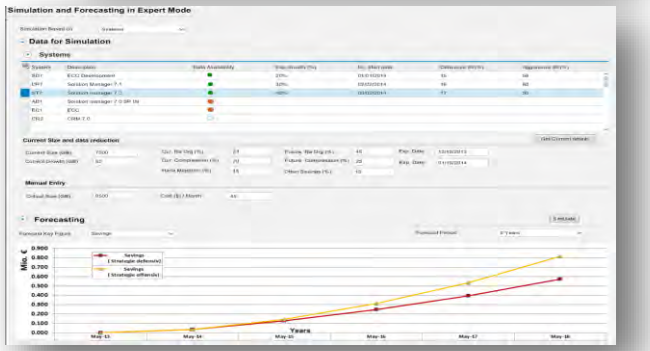
“Use SAP Data Volume Management (SAP DVM) to monitor and control data growth and to minimize data volume”

- To improve system performance
- To reduce infrastructure and operation cost

Especially for migration to SAP HANA:

- Benefit from shorter migration duration due to reduced load size
- SAP DVM Workcenter in SAP Solution Manager offers special focus on SAP HANA
  - Generate a best practice guide to determine data that can be reduced most efficiently in an SAP system before SAP HANA migration
  - Get overview + statistical data by simulating how much space you can save by migrating it to SAP HANA (or by using data reorganization and compression)
  - Simulate your future system size and cost savings to get a forecast of impact of planned measures





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Recommended Project Approach

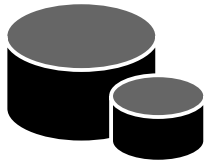
Best practices and recommendations (IV)

“SAP appliance or tailored datacenter integration”

- Pre-installed software + support fully provided by SAP vs. more flexibility + reduced HW and operation costs

Example how to approach tailored datacenter integration:

1. Determine **size** of future SAP HANA database
   - SAP Note 1793345: Sizing for SAP Suite on HANA/ SAP Simple Finance

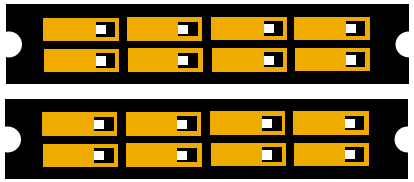


2. Select compute **server** certified by SAP for production usage of SAP HANA system with calculated size:
   - List of “premium” models in SAP Community Network
   - List of “entry-level” models in SAP Community Network

3. Select **storage** certified by SAP for production usage:
   - List of storage certified for SAP HANA in SAP Community Network
   - For sizing, consider that other rules apply for TDI than for appliances – for more information, see sizing section in Storage Requirements Papers

Further aspects:

- Option to use own switches, especially for scale-out systems
- Reduced requirements for non-production systems
- SAP HANA HW Configuration Check Tool
- Virtualization



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Recommended Project Approach

Best practices and recommendations (V)

“Perform sizing of SAP HANA”

- See http://service.sap.com/sizing
  → *Sizing guidelines* → *SAP In-Memory Computing*
- See SAP Note 1793345 (Sizing for SAP Suite on HANA/SAP Simple Finance)
- ABAP **sizing reports** for migration to SAP HANA:
  - SAP Business Suite as well as SAP Simple Finance : SAP Note 1872170

“Define overall target system landscape”

- Example: put development and QA system on one appliance?
- **Scale-up** (scale vertically by increasing size of hardware) vs. **scale-out** (scale horizontally by adding nodes)

“Trigger SAP HANA hardware provisioning in time”

- Start hardware procurement early – lead times can be 4-6 weeks

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Recommended Project Approach

Custom Code Impact - Code Migration

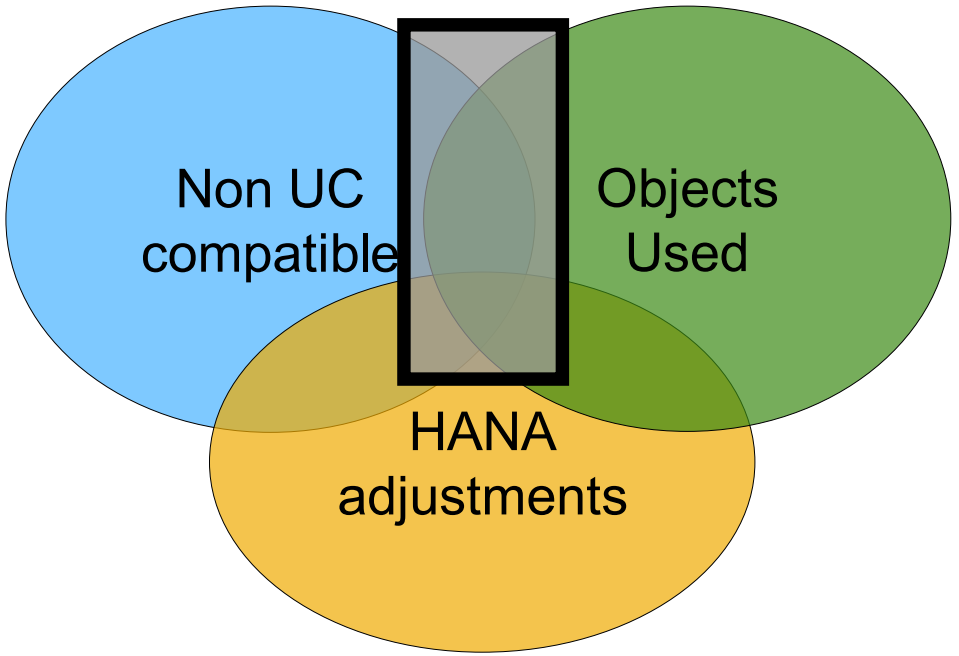
Post Migration Adjustments for a technical migration are focused on:

- SPDD and SPAU: As any other upgrade and migration
- UNICODE adjustments: Only if source systems are not UNICODE
- HANA adjustments: If source system has database native SQL coding

How to reduce the set of objects to be adjusted:

Basically analyzing the source in advance to:

- Focus on object usage
- Identify in advance Unicode adjustments to be done
- Identify code not compatible with HANA



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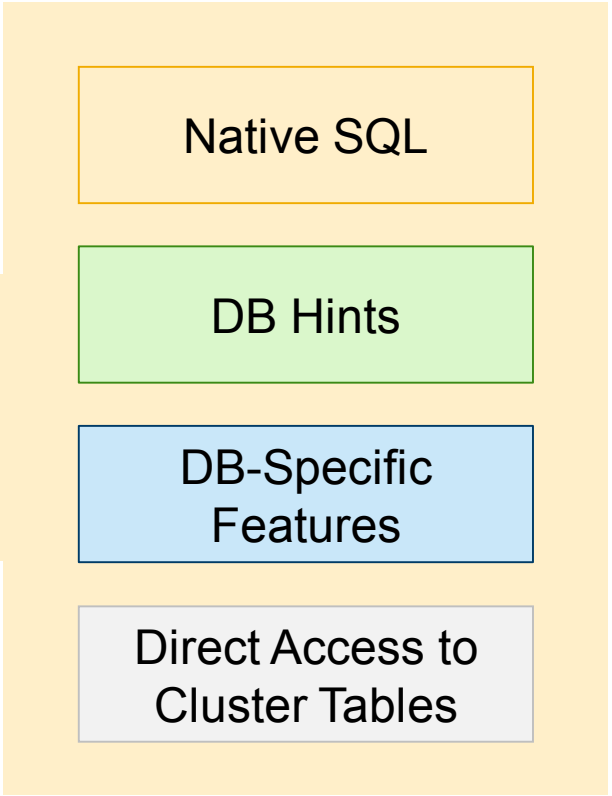
Recommended Project Approach

Custom Code Impact - Code Migration

It may be necessary to change existing custom or partner ABAP code

Only if custom ABAP developments rely on the technical specifications of the old database or directly access pool or cluster tables

In general, existing ABAP code runs on SAP HANA as before



Details on SAP HANA Code Compliance can be found in SAP Note 1785057

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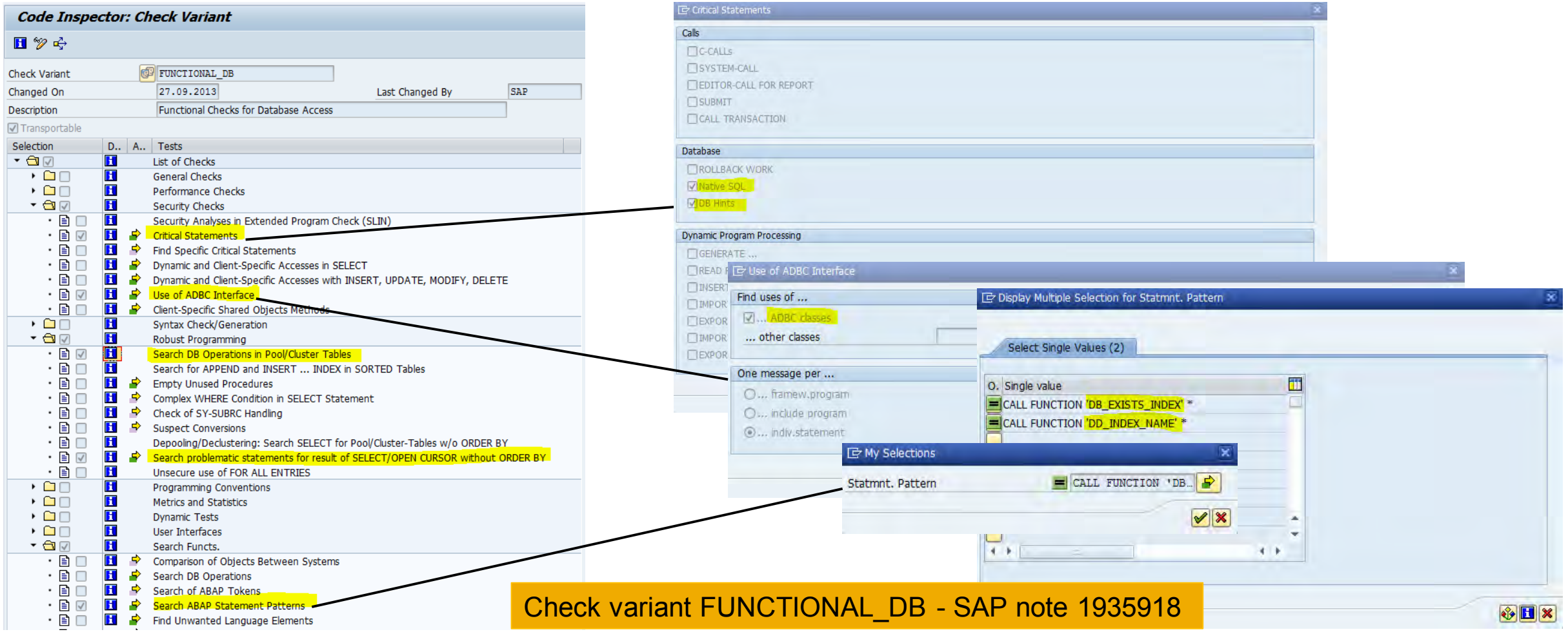
Recommended Project Approach

Custom Code Impact - SAP Code Inspector + variant FUNCTIONAL_DB

Analyze your ABAP custom code, identify objects affected by HANA



Check variant FUNCTIONAL_DB - SAP note 1935918

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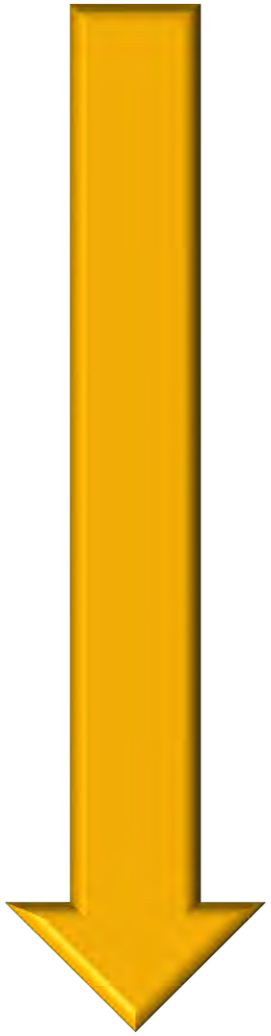
Migration Project to HANA

Custom Code Impact - Best Practice: Path to optimized Custom Code



Activate SQL Monitor (in Production, collect performance data for each SQL executed)

Migration to SAP HANA database in test environment

Convert Pool/Cluster Table to transparent tables (see also SAP Notes 1892354, 1849890)

UPL Usage and Procedure Logging (in Production, counts the executions of ABAP)

Run Code Inspector and work on results

ABAP Optimization (In Development System, testing in Test System on real data)

Run ABAP/SQL traces before and after migration on critical process steps

Instance Parameter Check

Order appropriate services provided by AGS as SAP Business Process Performance Optimization, SAP Volume Test Optimization, SAP Technical Performance Optimization etc.

Monitoring and activate SQL Monitor in new production (HANA)

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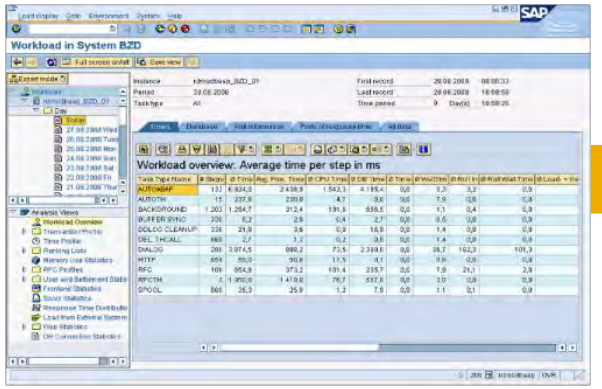
SAP Business Suite on HANA

SAP Standard code optimizations for Suite on HANA

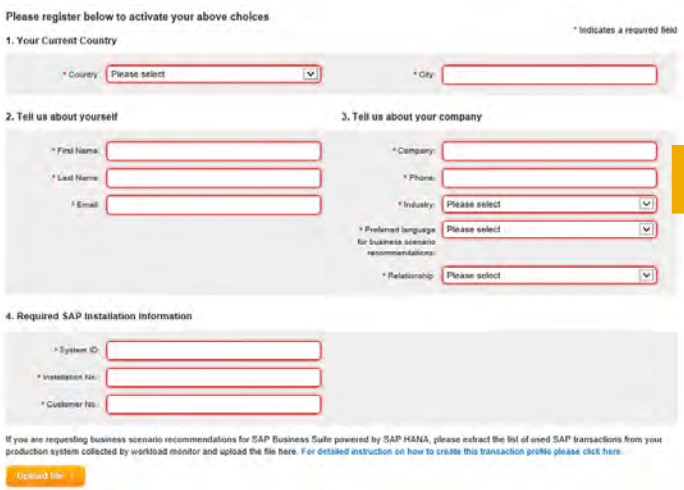
The business scenario recommendations report provides a tailored list of relevant and recommended business scenarios developed for SAP Business Suite powered by SAP HANA, using customer production data.

ST03N

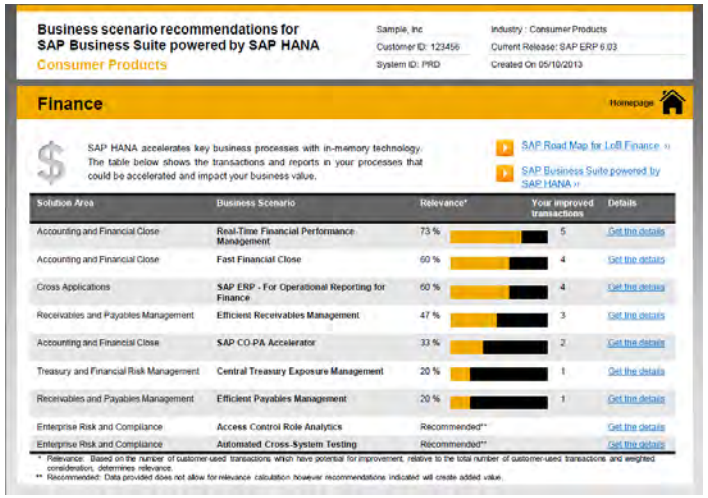


BSR

https://www.suiteonhana.com



Results



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SAP ERP 6.0 EHP7 on HANA

SAP Standard code optimizations for Suite on HANA - SD Transactions

OPTIMIZED TRANSACTIONS

VKM1	Blocked SD Documents [RVKRED02]
VKM4	SD Documents [RVKRED01]
VKM2	SD Released Documents (RVKRED03)
VKM3	SD Sales Documents (RVKRED04)
VKM5	SD Deliveries (RVKRED05)
V.00	Incomplete Sales Documents (= Tx V.0x)
V.02	Incomplete Orders (= Report RVAUFERR)
V.04	Incomplete Quotes (= Report RVAUFERR)
V.03	Incomplete Inquiries (= Report RVAUFERR)
V.06	Incomplete Contracts (= Report RVAUFERR)
V.05	Incomplete Scheduling Agreements (= Report RVAUFERR)
VA05	List of Sales Orders
V23	SD Documents with billing block
VA14L	SD Documents with delivery block
VA05	List of Sales Orders
V.26	List of sales documents by object status
SDO1	Orders within time period
-/-	Output from orders
SDD1	Double Orders in Period
VA15	List of Inquiries
VA25	List of Quotations
VA45	List of Contracts

OPTIMIZED REPORTS

RVKRED02	Blocked SD Documents [RVKRED02]
RVKRED01	SD Documents [RVKRED01]
RVKRED03	SD Released Documents (RVKRED03)
RVKRED04	SD Sales Documents (RVKRED04)
RVKRED05	SD Deliveries (RVKRED05)
RVAUFERR	Incomplete Sales Documents (= Tx V.0x)
RVAUFSTA	List of sales documents by object status
SDORDE01	Orders within time period
SD70AV1A	Output from orders
SDDORD01	Double Orders in Period

Check SAP Note 1761546 for a complete list of Suite on HANA optimizations

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SAP ERP 6.0 EHP7 on HANA

SAP Standard code optimizations for Suite on HANA – FI Transactions

OPTIMIZED TRANSACTIONS

KEDU	Build Summarization Levels for Profitability Analysis
KE30	Execute profitability report
KE24	Line Item Display - Actual data
F.30	Accounts Receivable Information System
AR18, S_ALR87012936	Asset depreciation simulation
AR07, S_ALR_87012054	Intracompany Asset Transfers
AR05, S_ALR_87012050	Asset acquisitions
S_ALR_87011964	Asset Balances
S_ALR_87011972	Sample for Address Data for Asset
S_ALR_87012009	Depreciations
S_ALR_87012013	Depreciation comparison
S_ALR_87012357	Advance Return for Tax on Sales/Purchases
CKM3N	Material Price Analysis
CO42	Act. Overhead: Prod.Ordr Ind.Pro.
CO43	Act. Overhead: Prod.Ordr Col.Pro.
CJ44	Act. overhd: Projects, ind. process.
CJ46	Plnd ovrhd: Projects, ind. process.
FGI0	Execute Report
KE80	EC-PCA: Execute Drill-Down Report
CJ45	Act. ovhd: Projects, coll. process.
KGP4	Overhead Plan.: Int.Orders Col.Pro.
KSA3	Actual Accrual for Cost Centers
KSA8	Plan Accrual for Cost Centers
KSO9	Commitment Overhead: Cost Centers

OPTIMIZED REPORTS

RFDRRSELH, RFDRRE01H	Accounts Receivable Information System: Due Date Analysis
FAGL_LINE_ITEM_BROWSER	G/L Account Line Items (New)
FAGL_LINE_ITEM_BROWSER_AR	Display Customer Line Items
FAGL_LINE_ITEM_BROWSER_CGL	G/L Account Line Items
FAGL_LINE_ITEM_BROWSER_CGL	Display G/L Account Line Items
FAGL_LINE_ITEM_BROWSER_AR	Display Customer Line Items
FAGL_LINE_ITEM_BROWSER_AP	Vendor Line Items
FEB_BSPROC_FE	Bank Statement Postprocessing
RFBNUM10H	Invoice Numbers Allocated Twice
RFLQ_ASSIGN_CCR_OPT	Liquidity Planner assignment program
RFLQ_ASSIGN_CCR_OPT	Liquidity Planner assignment program
RFTS8000	Cash Position report (Cash)
RFTS8000	Liquidity Forecasting (Cash)
KSB5N	Controlling documents: Actual Costs
KOB2N	Orders: Commitment Line Items
KSA1N	Cost Centers: Actual Line Items
KSBP	Cost Centers: Plan Line Items

Check SAP Note 1761546 for a complete list of Suite on HANA optimizations

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SAP ERP 6.0 EHP7 on HANA

SAP Standard code optimizations for Suite on HANA– Manufacturing Transactions

OPTIMIZED TRANSACTIONS

MB24	Reservation List
MB5U	Analyze Conversion Differences
MB53	Plant Availability: Initial Screen
MI22	Display Physical Inventory Documents for Material
MB5M	Shelf Life List
MBBS	Valuated Sales Order and Project Stock
MB5L	List of stock values: balances
MIDO	Physical Inventory Overview
MBGR	Material documents with reason for movement
MB5T	Display Stock in Transit
MD07	Collective Display of Stock Requriement Lists
MD01	MRP run
DP90	Resource Related Billing
DP91	Resource Related Billing

OPTIMIZED REPORTS

RM06ENMA	Purchasing Documents: Reminders/Expediters
RMMRP000	MRP run (same as MD01)

Check SAP Note 1761546 for a complete list of Suite on HANA optimizations

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SAP Business Suite on HANA

SAP Standard code optimizations for Suite on HANA

FI	**537** relevant optimized transactions	**25** new transactions
MM	**30** relevant optimized transactions	**1** new transactions
PLM	**2** relevant optimized transactions	**3** new transactions
EAM	**17** relevant optimized transactions	**2** new transactions

PP	**25** relevant optimized transactions
QM	**37** relevant optimized transactions
SCM	**22** relevant optimized transactions
SD	**31** relevant optimized transactions

PS	**5** relevant optimized transactions	**1** new transactions
PPM	**5** relevant optimized transactions	
LO	**44** relevant optimized transactions	
EA-PS	**42** relevant optimized transactions	

MIS	**8** relevant optimized transactions
HEC	**9** relevant optimized transactions

Source: SAP Note1761546 - SAP ERP powered by SAP HANA - Optimizations

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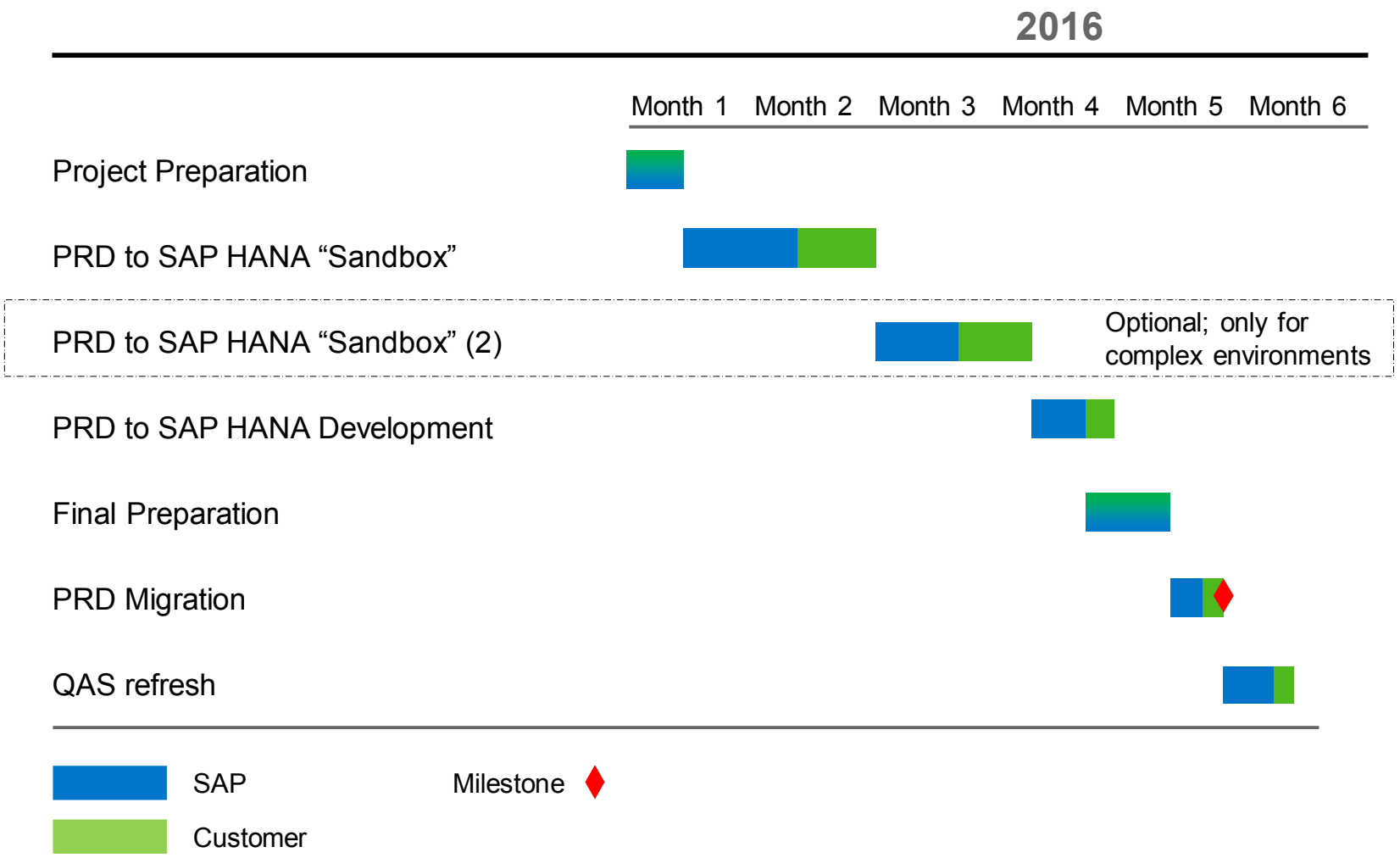
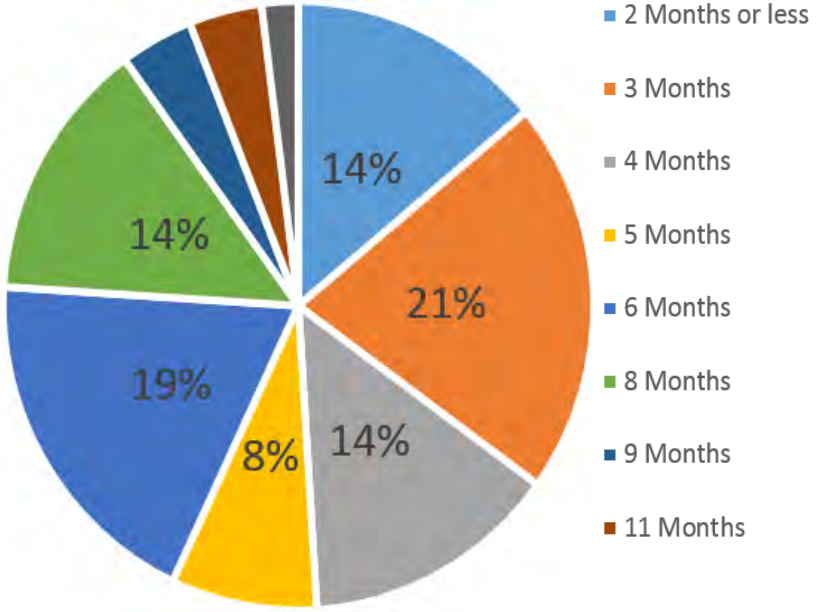
Migration Project to HANA

Initial Planning for complex systems



Average Project Duration*



76% of the projects: 6 months or less

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Recommended Project Approach

Initial Planning (Tentative)

Suite on HANA Adoption - Project Duration 3~6 months

Phase I	Phase II	Phase III (*)	Phase IV	Phase V	Phase VI
Project Preparation	**PRD to SAP HANA "Sandbox"**	**PRD to SAP HANA "Sandbox" (2)**	**DEV to SAP HANA Development**	**PRD Migration**	**QAS refresh**
	Source / Target PRD Copy → PRD SBX	**Source / Target** PRD Copy → PRD SBX	**Source / Target** DEV → DEV´	**Source / Target** PRD → PRD´	**Source / Target** PRD → QAS´
Purpose • Define project plan • SAP HANA sizing • Define system architecture • ABAP code check • Unicode check • Data Volume Analysis • Housekeeping tasks	**Purpose** • Test upgrade and migration steps with copy from production • Adjustment of objects (SPAU/SPDD/Unicode/HANA) • Create upgrade / migration cookbook • Familiarize with process and document issues and solutions	**Purpose** • Mock cutover • Optimize/verify E2E business downtime • Finalize cookbook • Prepare cutover plan	**Purpose** • Establish SAP HANA DEV environment (DEV')	**Purpose** • Upgrade Production system. • Execute end-to-end business downtime precisely as defined within cutover plan • Execute technical steps precisely as defined in cookbook	**Purpose** • Refresh the Quality system via system copy from production / SID rename of Sandbox2.
Optional • Identify SAP ERP on HANA optimizations		**Optional** • SBX system can become new QAS			

Transport Freeze

(*). Optional. Depending on system complexity and customer maturity on functional testing & validation processes

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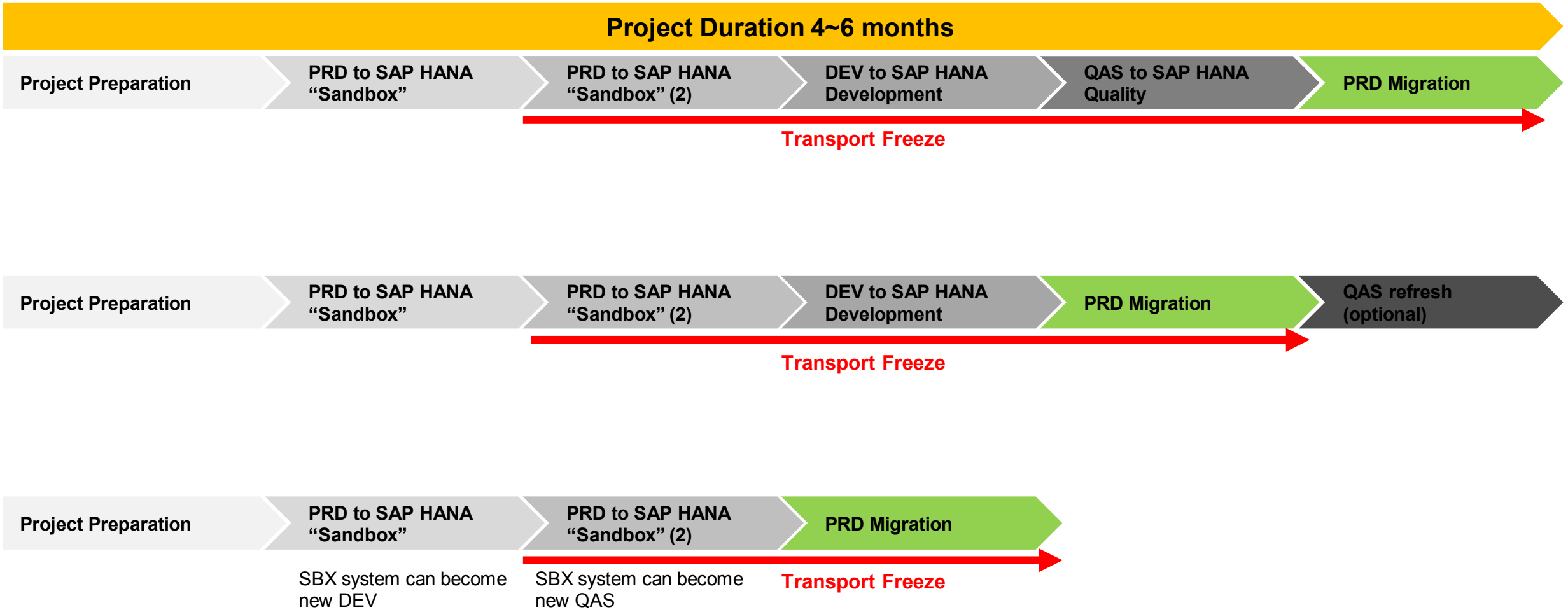
Recommended project approach

Several alternatives…



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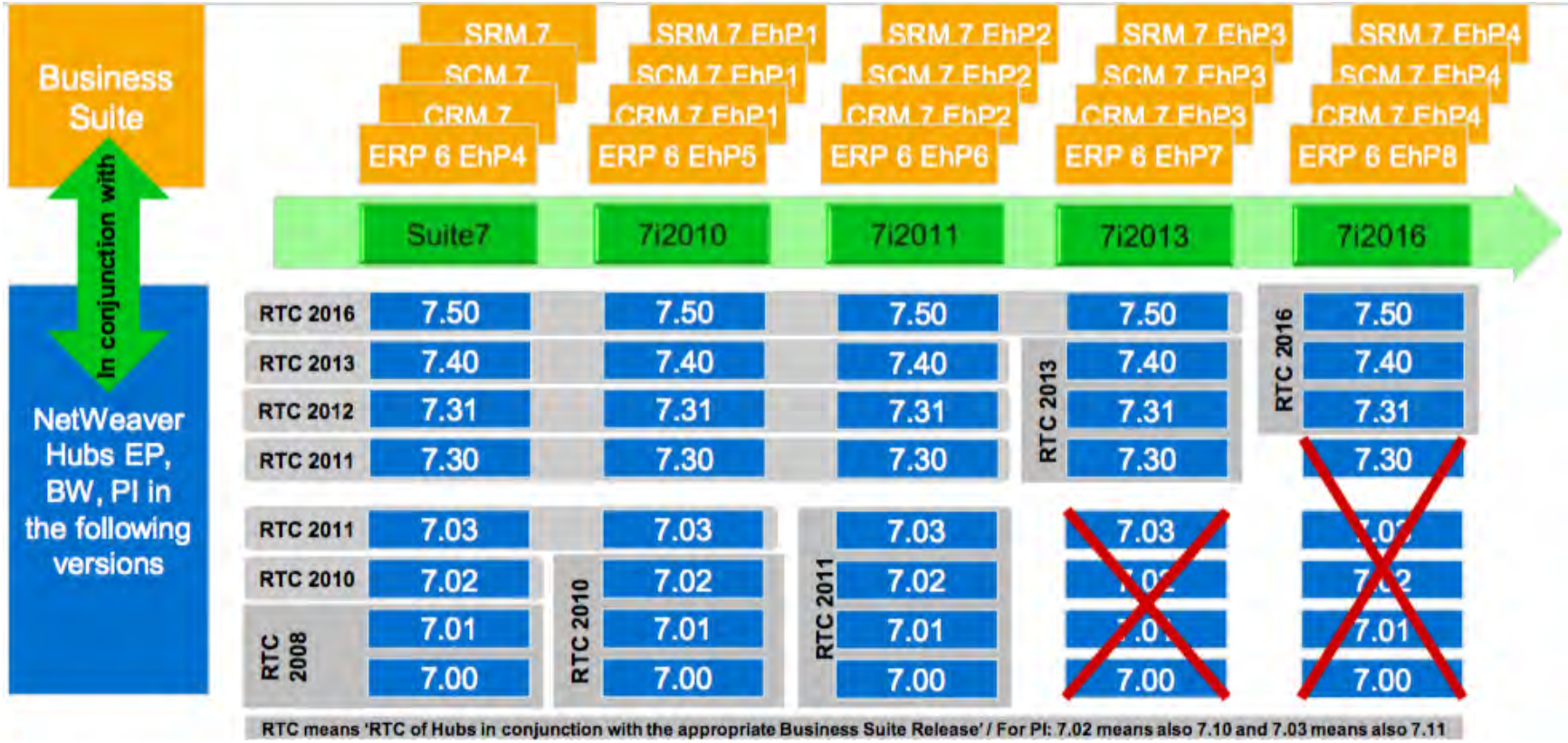
SAP Business Suite on HANA

Technical requirements - Version Interoperability for SAP Business Suite 7i2016

By default, SAP Business Suite 7i2016 (ERP, SCM, SRM) can only be connected with SAP Netweaver hubs (BW, PI and Portal) based on SAP Netweaver 7.31 or higher, further analysis is required

- Free choice to enhance technology, applications or both
- **Update to BSi2016 requires NetWeaver >= 7.31 based hubs.**

SAP Note 1388258



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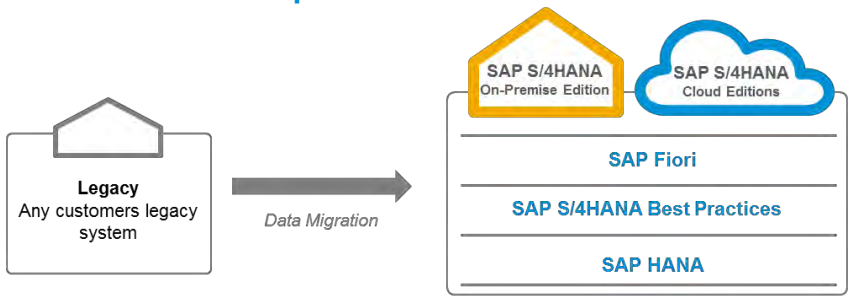
Recommended Project Approach

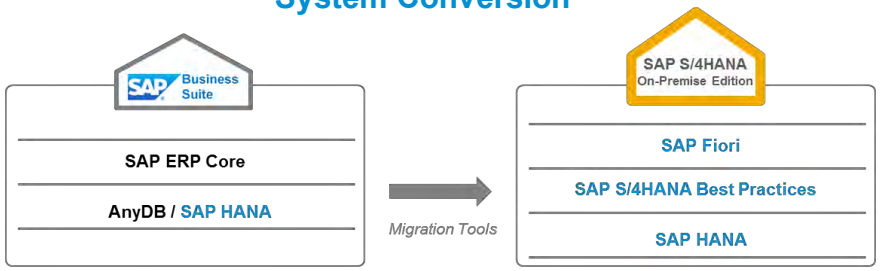
Best practices for migration to SAP S/4HANA

New Implementation



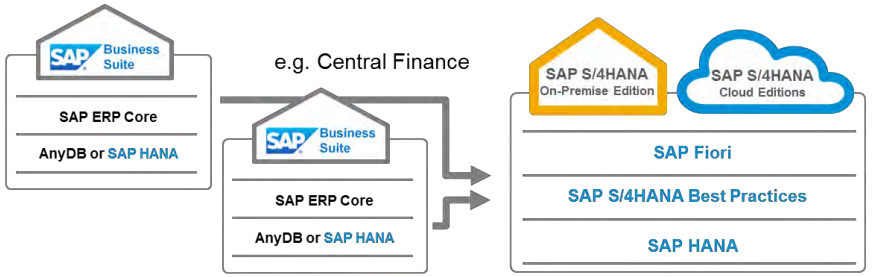
SCENARIO	CONTENT	TOOL
Install new SAP S/4HANA, On-Premise Edition	Predefined SAP Data Services content including mapping and business transformation rules based on pre-configuration.	SAP Data Services
Install new SAP S/4HANA, cloud edition: net new customers (non-SAP sources) or installed base (SAP ERP)	Predefined ABAP coding in SAP Landscape Transformation for extraction, transformation and loading of data. Predefined mapping and business transformation rules based on pre-configuration. Supports Cloud Project Services and Enterprise Editions.	SAP Landscape Transformation
Implement SAP S/4HANA, Cloud Marketing Edition	Pre-defined content to load data for interactions, contacts and products from non-SAP systems and for Social Media channels (Twitter and Facebook fan pages)	SAP HCI (PI)

System Conversion



SCENARIO	CONTENT	TOOL
Migrate complete SAP ERP system to SAP S/4HANA, On-Premise Edition	Guidance and procedures for one-step migration projects (Upgrade & Migration)	DMO for SUM

Landscape Transformation*



SCENARIO	CONTENT	TOOL
Install new SAP S/4HANA, On-Premise Edition	Predefined SAP Data Services content including mapping and business transformation rules based on pre-configuration.	SAP Data Services
Install new SAP S/4HANA, cloud edition: net new customers (non-SAP sources) or installed base (SAP ERP source)	Predefined ABAP coding in SAP Landscape Transformation for extraction, transformation and loading of data. Predefined mapping and business transformation rules based on pre-configuration. Supports Cloud Project Services and Enterprise Editions.	SAP Landscape Transformation

(*) SAP S/4HANA, Cloud Marketing Edition possible scenario

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Migration Project to HANA

SAP Digital Business Services (DBS) Activities in Migration Projects

What are the Activities that SAP DBS would take care of?

- Project Management (Define, drive and control milestones and Q-gates)
- Project Preparation & Planning (Quality Assurance)
- Architecture definition/Validation (Strategy and Review)
- Update HANA DB provided in the appliance to the latest release
- Execution of Technical HANA Adoption related activities
  - accordingly to the defined architecture
  - 1 or 2 dry run from productive
  - QAS system not migrated (refreshed from productive)
  - SPAU/SPDD/Unicode/HANA adjustments
- HA/DR setup based on the defined model architecture (via HANA DB replication)
- Operational Readiness (Assess and empowering)- 5 days onsite workshop on HANA administration & operation
- Assistance for creating Cut-Over Plan
- Assistance for Switch to Production

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Migration Project to HANA

Customer Activities

What are the activities that <Customer> would take care of?

- Prepare source systems: sandbox, i.e.: homogeneous copies
- Prepare HANA target systems and integrate them in their landscape, including monitoring policies, backup tools…
- Prepare target landscape (i.e. app servers in supported OS release, third party add-ons or external systems, OS scriptting,…)
- Execute backup and restores upon request
- Provide to SAP access to the landscape (WTS, SSH, SAP Router…) and advanced users (root, system…)
- Document interface inventory and integration map
- SPAU/SPDD/Unicode/HANA adjustments
- Interface definition in PO
- Define and execute the test and validation plan
- Prepare the organization in advance to the downtime window
- Adhere to SAP methodology and project plan

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SAP on HANA Project Approach by SAP GSS

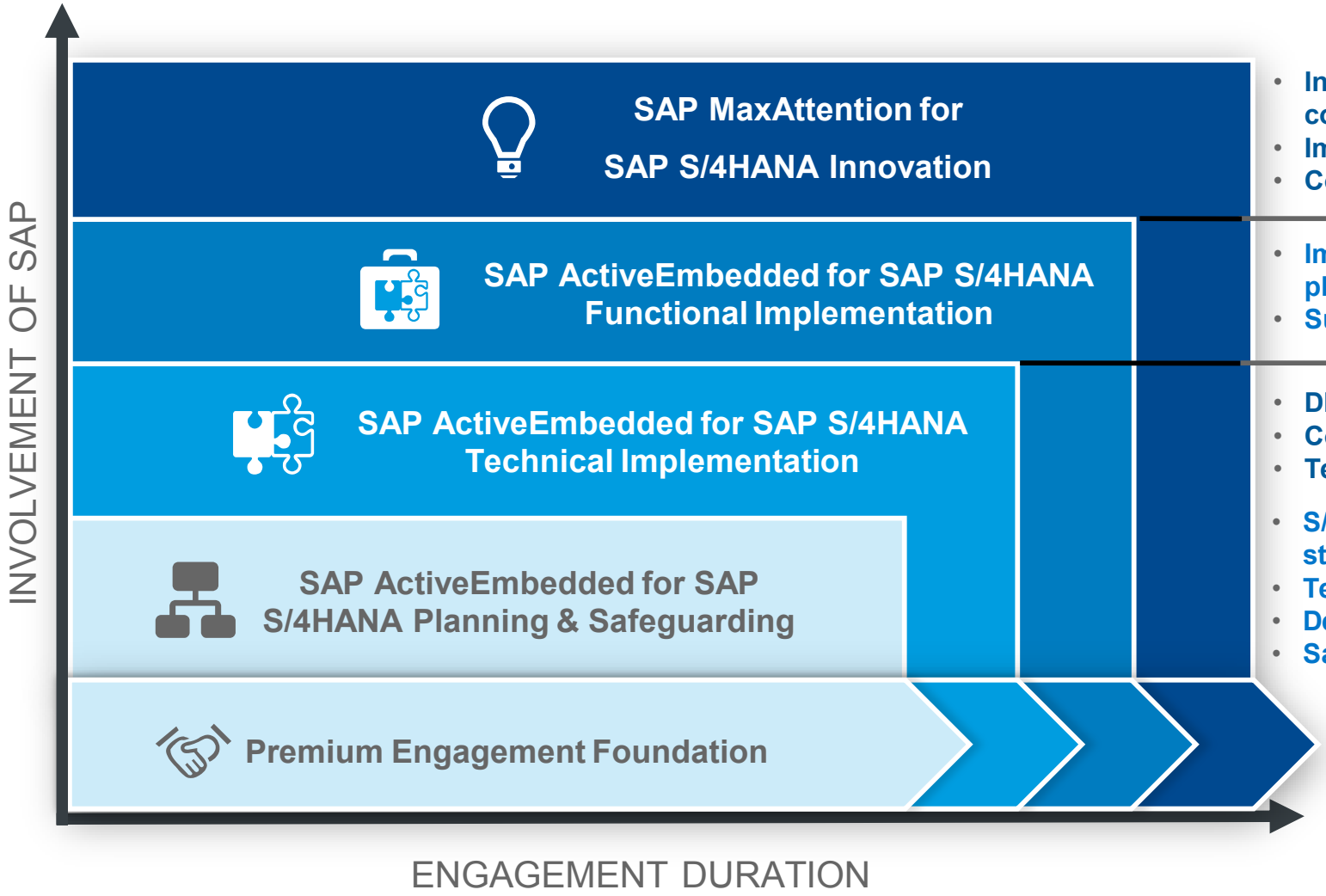
Added Value by SAP Services

Why SAP Services?

- Full accountability - single Product / Integrator
- Proven knowledge experience in HANA Adoption Projects
- HANA certified team
- Factory approach (NSC and GD) to perform the ABAP adjustments
- Access to best-in class tools and process
- Direct link with product development, support and CoE HANA
- When needed can provide tools and process to shorten downtime AIX (NZDT - NearZero Downtime)

SAP Digital Business Services

Offerings for SAP S/4HANA



- Invent your future business models transforming your company
- Implementation of new business scenarios (not limited to S/4)
- Co-Innovation Support

- Implementation of S/4HANA innovations – Quick Wins plus selected larger innovations based on S/4HANA
- Support for adjustment of custom code

- DB Migration AnyDB to SAP HANA
- Conversion of SAP Business Suite to S/4HANA
- Technical installation of S/4HANA system

- S/4HANA innovation roadmap and implementation strategy
- Technical Architecture / Infrastructure for SAP S/4HANA
- Detailed planning - Migration and Implementation
- Safeguarding, Integration Validation and Go-Live support

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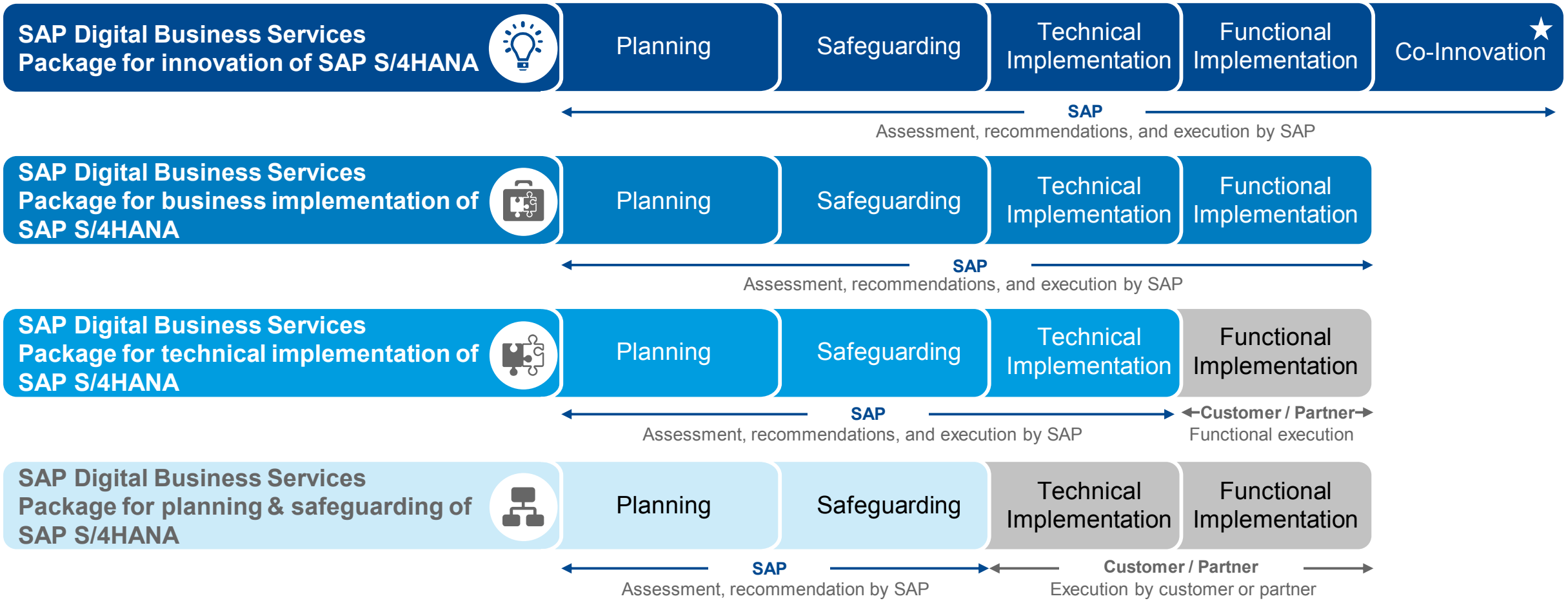
SAP Digital Business Services Pre-packaged Solutions for a smooth journey to SAP S/4HANA



Technical Quality Manager | **Engagement Foundation** | Mission Control Center

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SAP HANA Adoption Projects Delivered by SAP GSS

Proyectos Realizados SAP GSS EMEA (extracto de los más relevantes)

- Al Qaryan Steel, Saudi Arabia - Business Suite on HANA
- Al-Dawaa Medical Services Co. LTD, Saudi Arabia – Business Suite on HANA, HANA Enterprise Cloud (HEC)
- BLANCO GmbH + Co KG, Germany - BW powered by HANA
- British American Tobacco, United Kingdom - BPC on HANA
- BSH Hausgeräte GmbH, Germany - Business Suite on HANA
- COFELY INEO GDF SUEZ, France - Business Suite on HANA
- DECATHLON SA, France - BW powered by HANA
- DSB Informatik, Denmark - BW powered by HANA, HANA Enterprise Cloud (HEC)
- Etihad Airways, United Arab Em. - HANA Enterprise Cloud (HEC),SAP HANA Cloud Platform
- Ferrero S.p.A., Italy - BW powered by HANA
- Finanzdepartement des Kantons, Switzerland - BW powered by HANA
- FunderMax GmbH, Austria - Business Suite on HANA
- Golf Club St. Leon-Rot, Germany - HANA Enterprise Cloud (HEC)

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SAP HANA Adoption Projects Delivered by SAP GSS

Proyectos Realizados SAP GSS EMEA (extracto de los más relevantes)

- Grupo Visabeira, Portugal - Business Suite on HANA
- Hamburger Hafen - Germany - SAP HANA Cloud Platform
- Heidelberger Lebensversicherung AG, Germany - HANA Enterprise Cloud (HEC)
- Jubail Energy Services Company, Saudi Arabia - HANA Enterprise Cloud (HEC)
- Kering Eyewear S.p.A., Italy - HANA Enterprise Cloud (HEC), Business Suite on HANA
- Moleskine S.p.A., Italy - SAP HANA Cloud Platform, S/4HANA
- OAO \Gazprom Transgaz Belarus, Rep. of Belarus - Business Suite on HANA,BW powered by HANA
- Schaeffler Technologies AG & Co. KG, Germany - HANA Enterprise Cloud (HEC)
- Sibirskaya Generiruyuschaya Kompaniya, Russia - BW powered by HANA,Business Suite on HANA
- Sokołów S.A., Poland - Business Suite on HANA
- STG Sailing Team Germany GmbH, Germany - SAP HANA Cloud Platform
- Tata Steel IJmuiden B.V., Netherlands - HANA Enterprise Cloud (HEC)
- TURK TELEKOM, Turkey - S/4HANA,SAP Simple Finance

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CEPSA Suite on HANA Adoption with IS-OIL
in a nutshell

Company
CEPSA

Headquarters
Madrid - Spain

Industry
Oil & Gas

Products & Services
Oil, Gas, Chemicals, Electricity

Website
www.cepsa.com

Customer Value and Benefit

- To better support operations and be prepare for getting the benefits from the new SAP features given by Sfinance
- Starting point to reorganize the SAP landscape as well as new business model based on real-time analytics

Business Challenges/ Objectives

- Project goal was to perform HANA adoption from ERP IS-OIL EhP4 on Oracle to ERP EhP7 on HANA on the core ERP solution (with massive usage of the industry solution) of the customer supporting 24x7 operations worldwide, minimizing business impact with cut-over below 48 hours.

Technical and Functional Challenges

- ERP with IS-Oil solution migrated to HANA. Completed
  - System interconnected to the other SAP products: IS-Utilities, IS-Retail, HCM, BW, GRC and BPC. And to other non-SAP systems: Banco de España, Gas-Oil Stations, Risk Agencies, … with no disruption
- SFIN PoC implementation on a complex implementation with industry specific solutions (i.e. JVA)

SAP Solutions & Timeline
- Suite on HANA Adoption on 3 ERP landscapes + SFIN POC
- 4/2015 - 10/2016

SAP Global Services & Support Role:
- Consulting Services: Leading Project & Technical Activities
- Active Embedded: Quality Assurance & Go Live Support

Project Scope
Upgrade & HANA Conversion of the core ERP productive landscapes (IS-OIL, IS-Retail, IS-Utilities) & SFIN PoC

Productive DB Size
~IS-OIL: 9 Tb (Oracle) -> 3.5 Tb HANA (1.6 storage)
~IS-Retail: 3 Tb (Oracle) -> TBD
~IS-Utilities: 0.4 Tb (Oracle) -> TBD

Business Downtime
Cut-over IS-OIL: 45 hours , Technical Downtime 25 hours

Project Duration
~ IS-OIL: 7 months . 4 complete migration cycles (2 cycles dedicated to functional testing plus 2 focus on migration optimization) plus cut-over Go Live: November 8th, 2015
~SFIN PoC. Q1 2016
~IS-Retail & IS-Utilities: Q2-Q3 2016

Some KPIs
2 complete migration test cycles
4 technical migration cycles
All ERP modules implemented
~100.000 custom code objects

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El Corte Ingles Suite on HANA Adoption
in a nutshell

Company
El Corte Inglés

Headquarters
Madrid - Spain

Industry
Retail

Products & Services
Fashion, Insurance, Food & Beverage, Travel & Accommodation, Finance,…

Website
www.elcorteingles.es

Customer Value and Benefit

- Starting point to:
  - Merge and reorganize the SAP
  - Implement SAP Retail in the core business
  - New business model based on real-time analytics
  - Faster innovation adoption

Business Challenges/ Objectives

- Project goal is to perform HANA adoption from ERP EhP5 on DB2 to ERP EhP7 on HANA for the 4 core ERP landscapes supporting their business operations for ECI, HIPERCOR, SUPERCOR & ECIGA
- 4 HANA adoption sub-projects in parallel, with 2 months between each Go-Live:
  - Planning synched with SAP Retail implementation project (led by Accenture)
  - TDMS to generate QA landscapes
  - SLT to synch IBM Host (OS/390) with HANA
- 1st Go-Live (ECI) planned on April 25th

SAP Solutions & Timeline
- Suite on HANA Adoption on 4 ERP landscapes
- 09/2015 - 11/2016

SAP Global Services & Support Role:
- Consulting Services: Prime Contractor (Technical+Adjustments+Testing)
- MaxAttention: Quality Assurance & Go Live Support

Project Scope
Upgrade & HANA Conversion of the core ERP productive landscapes (one of them already with IS-Retail), including TDMS to generate QA landscapes & Replication Server to synch SAP & non-SAP systems

Productives DB Size
~ECI: 2.3 Tb (DB2 comp) -> 1.3 Tb HANA
~HIP: 0.5 Tb (DB2 comp) -> 0.22Tb HANA
~SUP: 0.4 Tb (DB2 comp) -> 0.20Tb HANA
~PT: 0.4 Tb (DB2 comp) -> not started

Business Downtime
Planned cut-over <48 hours

Project Duration
12 months . 4 complete ERP landscapes, with 2 productive test cycles on each Go Lives:
- ECI: April 25th, 2016
- HIPERCOR: May 23th, 2016
- SUPERCOR:: August 29th , 2016
- ECIGA: TBD

Some KPIs
~ 142 HANA custom code objects adjusted
- 103 test cases with 1924 single steps
- 6 weeks of functional testing

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Alimerka HANA Adoption
in a nutshell

Company
Alimerka

Headquarters
Asturias/Spain

Industry
Consumer

Products & Services
Food Products

Website
www.alimerka.es

Customer Value and Benefit

- HANA seen as an innovation and investment for further optimization and new applications

Business Challenges/ Objectives

- Project goal was to perform a complete HANA adoption of Alimerka SAP ERP and SAP BW landscapes
- ERP supporting major customer business processes
- Cut-over not greater than 48 hours.

Value Realization

- Faster business processes (time reduction up to x25 in SAP standard transactions and up to x2.5 in custom code without HANA specific optimization)
- Faster BW reporting (improvement from 1% to 74%)
- Impressive reduction on backup time (less than 2 hours in HANA vs 8 hours in Oracle)

Project Scope
Upgrade, HANA Conversion

Productive Landscape info:
ERP: 8,5 TB (oracle) -> 1,5 TB (HANA)

BW: 2 TB (oracle) -> 500 Gb (HANA)

Business Downtime
Cut-over <=48 hours

Project Duration
12 months . Go Live:
ERP&BW in parallel on 12nd October 2016

SAP Solutions & Timeline

- ERP – 12 months
- BW – 12 months

SAP Services Role

- Implementation Partner

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Gas Natural Fenosa: BPC HANA Adoption in a nutshell

Company
Gas Natural Fenosa

Headquarters
Barcelona/Spain

Industry
Utilities

Products & Services
Business Warehouse / Business Planning and Consolidation

Website
http://www.gasnaturalfenosa.com

Customer Value and Benefit

- HANA seen as an innovation and investment for further optimization and new applications

Business Challenges/ Objectives

- Project goal was to perform a complete HANA adoption of BPC system
- BPC as the corporate application for planning a consolidation budgeting purposes
- Custom objects adoption is also in the project scope
- Cut-over to HANA not greater than 48 hours.

Value Realization

- Boost budgeting processes, data load and reporting time reduction (x2.5 to x50)
- Maximize standard transactions
- Re-think custom process and code to take maximize the advantages of HANA technologies
- Impressive reduction on backup time (less than 30 min in HANA vs 5hours in Oracle)

SAP Solutions & Timeline
- BW/BPC – 5 months

SAP Services Role
- Implementation Partner

Project Scope:

BPC 10.0 NW 7.31 to HANA: Upgrade, HANA Conversion, ABAP code adjustment

Productive Landscape info:
BPC: 1.1 Tb (oracle) -> 550 Gb (HANA)
Users: >1200

Business Downtime
Cut-over <48 hours

Project Duration
5 months . Go Live: 20.09.2015

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Servihabitat HANA Adoption
in a nutshell

Company
Servihabitat

Headquarters
Barcelona/Spain

Industry
Real State

Products & Services
Mangenent of Financial & Real State Assets and Equity Portfolio

Website
www.servihabitat.com

Customer Value and Benefit

- HANA seen as an innovation and investment for further optimization and new applications

Business Challenges/ Objectives

- Project goal was to perform a complete HANA adoption of Servihabitat SAP landscape (ERP, CRM and BW)
- ERP supporting major customer business processes
- Custom objects adaption is also in the project scope
- Project to be completed in less than 5 months
- Cut-over not greater than 48 hours.

Value Realization

- Readiness of Servihabitat SAP solutions to accommodate x2 company growth within the next 3 months.
- Faster business processes (time reduction up to x50 in SAP standard transactions and up to x2.5 in custom code without HANA specific optimization)
- Impressive reduction on backup time (less than 30 min in HANA vs 5hours in Oracle)

SAP Solutions & Timeline

- ERP – 5 months
- CRM – 5 months
- BW – 2.5 months

SAP Services Role

- Implementation Partner

Project Scope
Upgrade, Unicode, HANA Conversion, ABAP code adjustment

Productive Landscape info:
ERP: 1.2 Tb (oracle) -> 600 Gb (HANA)
900 concurrent users

CRM: 1.0 Tb (oracle) -> 457 Gb (HANA)
450 concurrent users

BW: 900Gb (oracle) -> 215 Gb (HANA)

Business Downtime
Cut-over <48 hours

Project Duration
5 months . Go Live:
BW 12th December 2014,
ERP&CRM 8th March 2016

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Colomer/Revlon HANA Adoption (ERP)
in a nutshell

Company
REVLON/Colomer

Headquarters
United States/Spain

Industry
Consumer

Products & Services
Beauty Products

Website
www.revlon.com

Customer Value and Benefit

- HANA seen as an innovation and investment for further optimization and new applications

Business Challenges/ Objectives

- Project goal was to perform a Technical Upgrade from ERP 4.7 Non Unicode on Oracle to ECC.6.17 Unicode on HANA.
- Suite on HANA supporting all customer business processes: BC, MM, QM, PP, WM, FI, CO, SD
- Custom objects adaption is also in the project scope
- Target system has also to be integrated in the entire customer landscape
- Cut-over not greater than 72 hours.

Technical and Functional Challenges

- Technology jump is around 15 years
- More than 1500 objects adjusted
- In the middle of the project Colomer was acquired by Revlon, this affected to the project, landscape had to be moved from Spain to USA, and one additional dry run was to be performed.

SAP Solutions & Timeline
- ECC, IS-Retail
- 9/2013–3/2014

SAP Services Role
- Implementation Partner

Project Scope
Upgrade, Unicode, HANA Conversion & Datacenter Relocation

Productive DB Size
3 Tb (oracle) -> 760 Gb (HANA)

Business Downtime
Cut-over 72 hours, including movement to USA

Project Duration
9 months . 3 complete migration cycles plus cut-over (required due to a major scope change (datacenter migration) due to the purchase of Colomer by Revlon)
Go Live: 21st April 2014

Some KPIs
1500 Custom objects adjusted
1300 Test Users cases executed
3 complete migration test cycles

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DAMM HANA Adoption
in a nutshell

Company
Sociedad Anonima DAMM

Headquarters
Barcelona/Spain

Industry
Beverage

Website
www.damm.es

Business Challenges/ Objectives

- Migrate their SAP landscape form AS400 to SAP HANA
- Project goal is to perform a complete HANA adoption of DAMM SAP landscape (BW, CRM and ERP)
- SAP BW on HANA was the first system to be migrated, project was completed in 6 months.
- SAP CRM have been the second system to be migrated, project duration have been 5 months. Cut-over not greater than 48 hours.

Value Realization
SAP BW on HANA:

- 88% Database reduction
- 42% Data load time reduction
- 56% Reporting time reduction
- 13% Planning time reduction

SAP CRM on HANA

- Still under evaluation (Golive March 2016)

Project Scope
Upgrade, HANA Conversion

Productive Landscape info:
BW: 2.5 Tb (DB2) -> 400 Gb (HANA)

Business Downtime
Cut-over 48-72 hours

Project Duration
5 months . Go Live:
BW 15th Agust 2014,
CRM 30th March 2016

SAP Solutions & Timeline

- BW – 6 months
- CRM – 5 months

SAP Services Role

- Implementation Partner for the BW project
- SAP Active Embedded for the SAP CRM project

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Colomer/Revlon HANA Adoption (BW)
in a nutshell

Company
REVLON/Colomer

Headquarters
United States/Spain

Industry
Consumer

Products & Services
Beauty Products

Website
www.revlon.com

Customer Value and Benefit

- HANA seen as an innovation and investment for further optimization and new applications

Business Challenges/ Objectives

- Project goal was to perform a Technical Upgrade from BW 7.02 on Oracle (dual-stack system) to BW 7.40 on HANA (ABAP stack + Java stack).
- Target system has also to be integrated in the entire customer landscape
- Cut-over not greater than 72 hours.

Technical and Functional Challenges

- Technology jump is around 10 years
- Landscape had to be moved from Spain to USA

Project Scope
Upgrade, HANA Conversion & Datacenter Relocation

Productive DB Size
1,5 Tb (oracle) -> 400 Gb (HANA)

Business Downtime
Cut-over 72 hours, including movement to USA

Project Duration
6 months . 2 complete migration cycles plus cut-over (required due to a major scope change (datacenter migration) due to the purchase of Colomer by Revlon)
Go Live: 9th March 2016

Some KPIs
2 complete migration test cycles

SAP Solutions & Timeline
- BW
- 9/2014 - 3/2016

SAP Services Role
- Implementation Partner

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Thank You

Marcos
SAP Global Service & Support

Next steps? marcos.gomez@sap.com