

ASAP 7 Methodology for Implementation

July, 2011



Presentation Objectives

Objective is to educate attendees about the updated and streamlined ASAP 7 implementation methodology and its expected use in the delivery of our projects.

Today's presentation will cover these key topics:

- Understanding the rationale behind the new ASAP methodology and it's benefits
- Describing the ASAP structure and taxonomy including the Business Add-Ons
- Reviewing the new concepts incorporated into the ASAP 7 methodology
- Accessing methodology content and supporting training materials



Agenda

Introduction

ASAP 7 – Key Concepts

ASAP Business Add-ons with example of Agile implementation

Enablement and Training

Closing



SAP Customer Expectations are Changing



INSTANT USE AND
INSTANT VALUE
EVERYWHERE



LOWER TOTAL
IT COST



ENABLE
SUSTAINABLE
GROWTH

"THE ULTIMATE CUSTOMER IS THE INFORMATION CONSUMER"

Enhanced visibility and measurable results

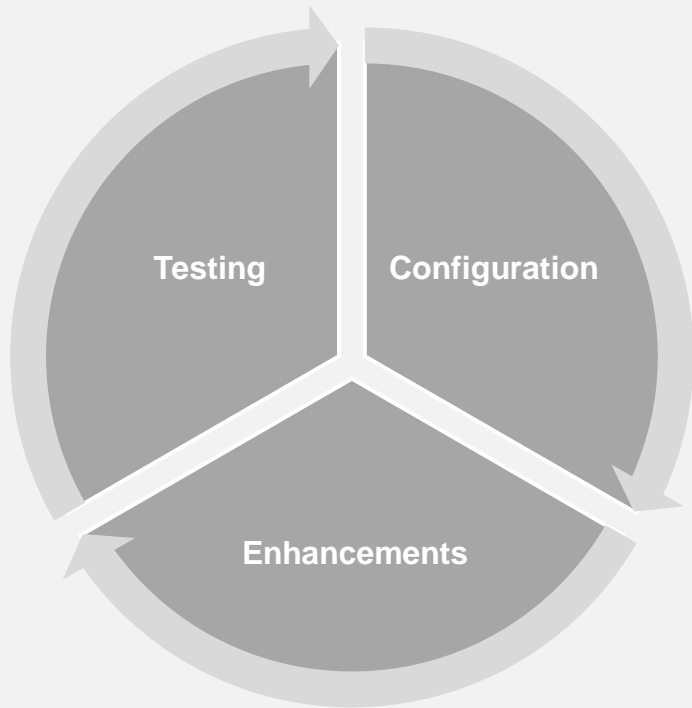
KEY TRENDS

- Deliver Fast, packaged, low TCI offerings
- Holistic, quality implementations focused on quick time to value
- Insight optimization for fast access to information on a suite of devices
- Organizations want to see early and frequent confirmation on the delivery of benefits
- There is a need to **demonstrate capability to solve customer pain points early**

ASAP Implementation Methodology

Refocus for Success

Yesterday's Focus



Transformation

*Focus shift
from
project to
value of
program*

Project Management and Implementation Centric

ASAP 7 Framework



Solution and Value Centric

ASAP Methodology

Supports Multiple Lifecycles

Process Lifecycle

- BPM Method
- BPM Technology



Application Lifecycle

- Implementation Methodology
- Application Management System



Project Lifecycle

- Project standards aligned with PMI PMBOK
- PM Tools



Value Lifecycle

- Value Management
- Value Tools



Process Owner



CIO

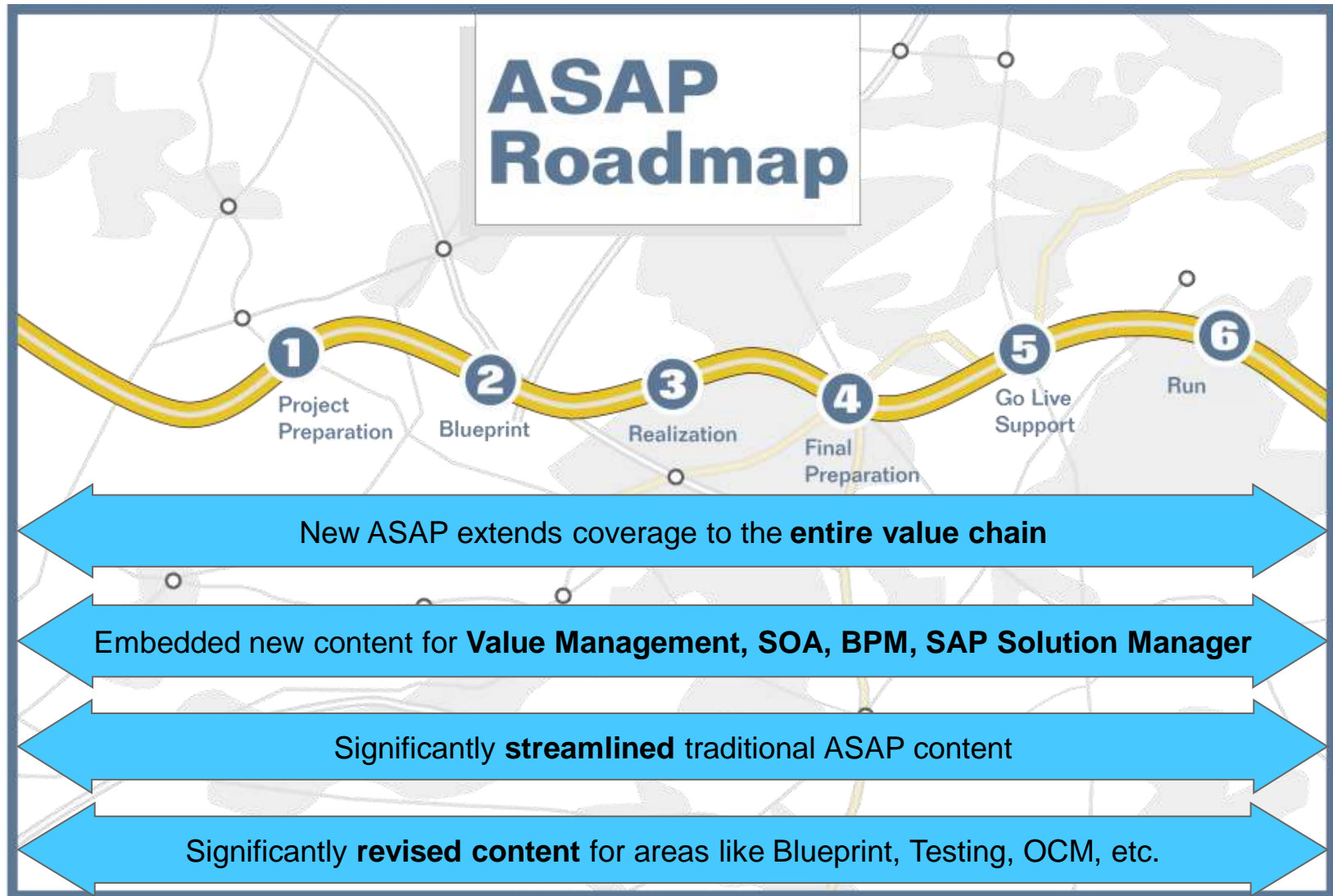


Project Manager



Business Unit Owner

ASAP Implementation Methodology



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ASAP Implementation Roadmap

Phases

The six phases of the ASAP implementation roadmap cover the entire lifecycle of the project from Preparation through the Run phase.



Project Preparation	Project formally initiated and planning commenced.
Business Blueprint	Requirements gathered and conceptual design conducted.
Realization	Solution built and the integration tested.
Final Preparation	End-users trained and solution confirmed for cutover.
Go-Live and Support	Solution confirmed and ongoing support operational.
Run	Operability of the solution ensured.

ASAP Implementation Roadmap

Work Streams

The ASAP methodology is structured around key project work streams identifying the deliverables to be produced in each phase.



Project Management – methodology administration of project planning, execution and controlling

Organizational Change Management - stakeholder management and organizational alignment

Training – project team and end user skills development

Data Management – legacy data migration and data archiving

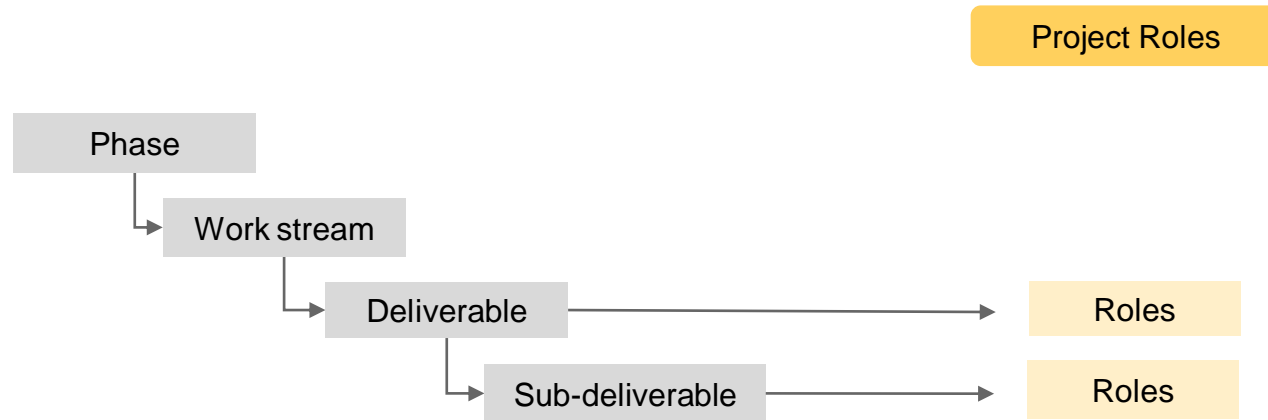
Business Process Management - business process design and system solution build

Technical Solution Management – architecture and technical systems

Integration Solution Management – solution test deliverables, processes and procedures

ASAP Implementation Roadmap

Deliverables

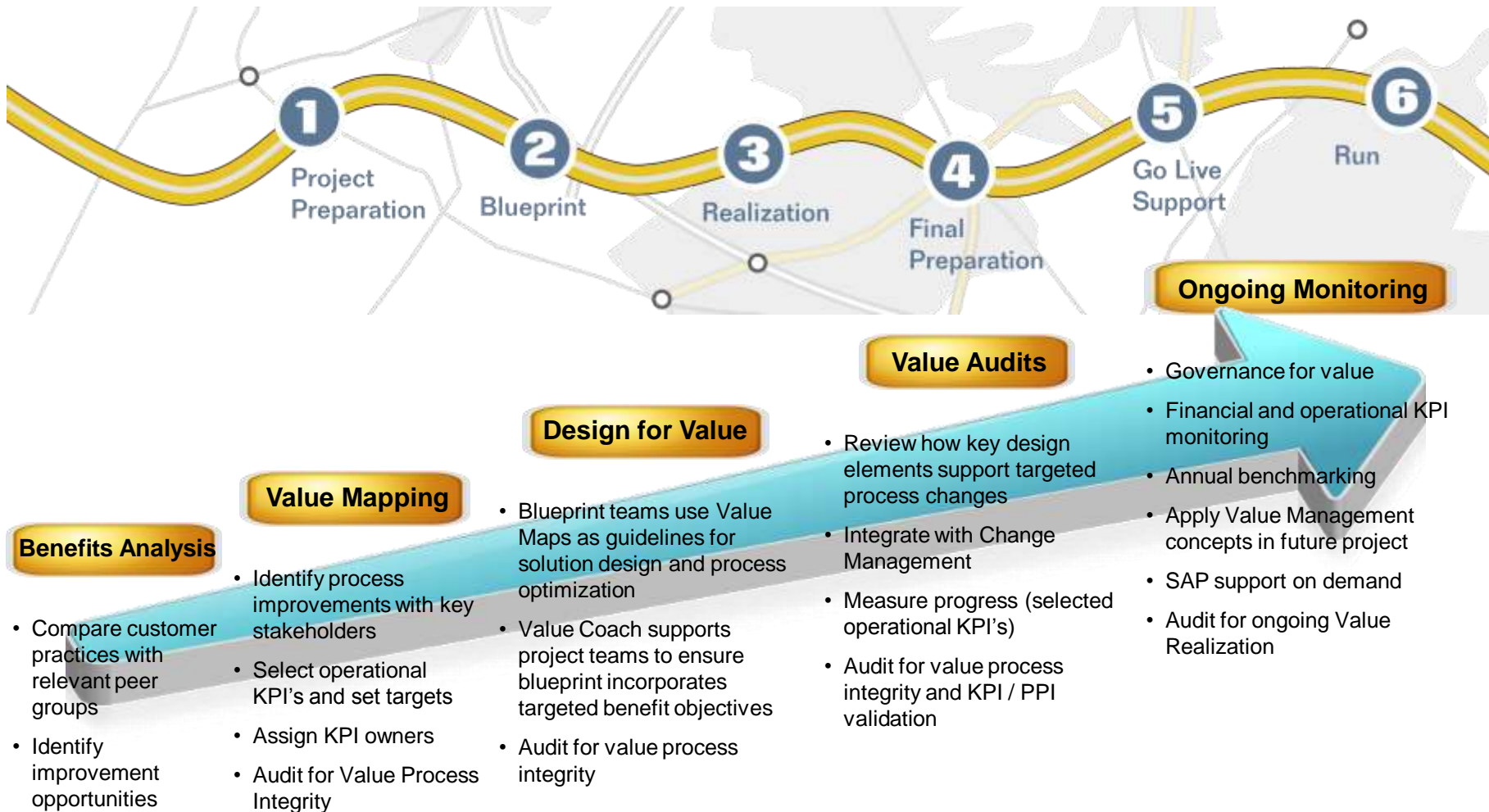


ASAP Core provides :

- A deliverables-based LEAN work breakdown structure outlining project deliverables for a typical implementation project.
- For each deliverable a list of project roles involved in the work on the deliverable.

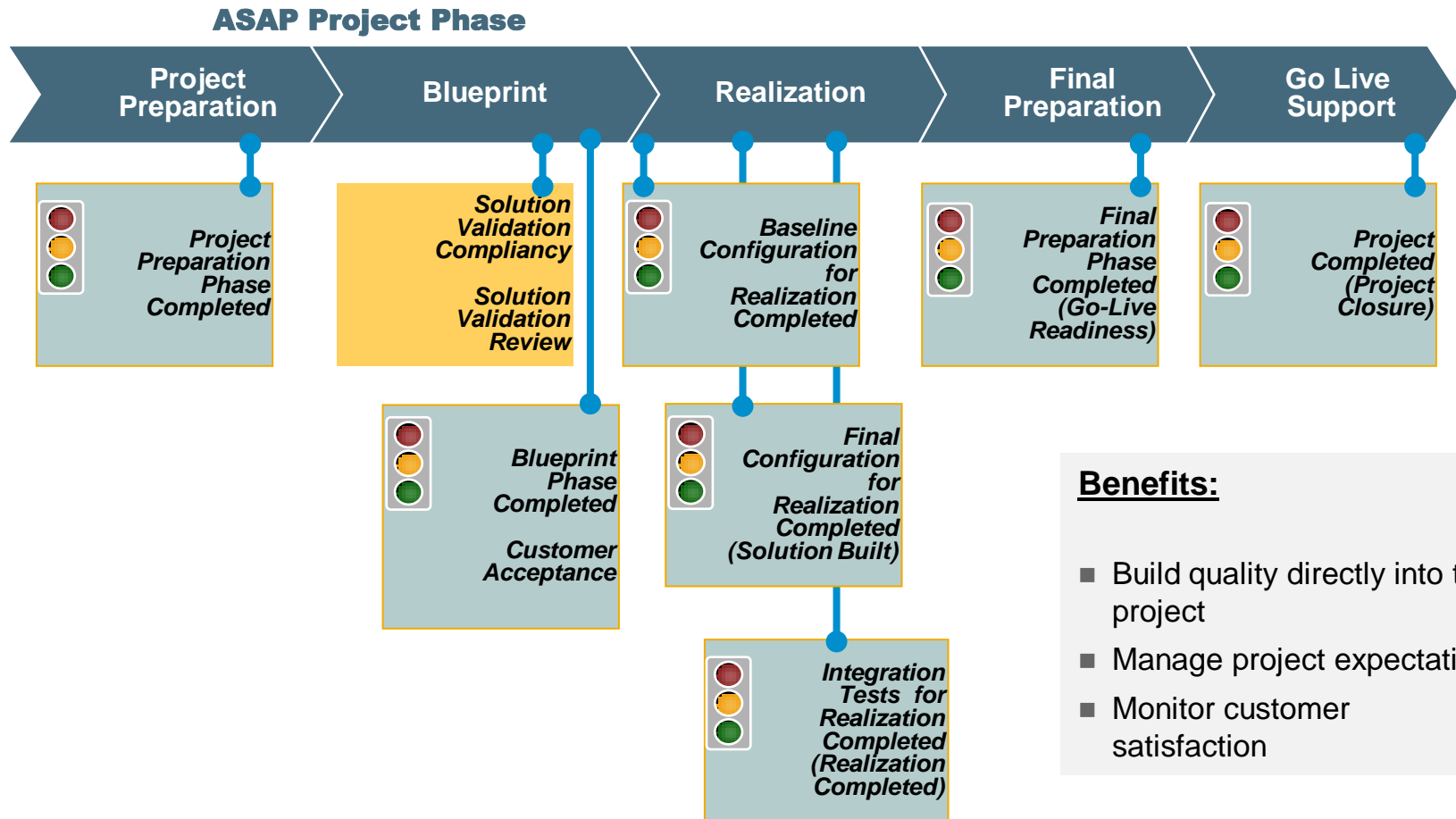
Value Management in ASAP

Implementing SAP 'On Time' and 'On Value'



Project Quality Gates in ASAP

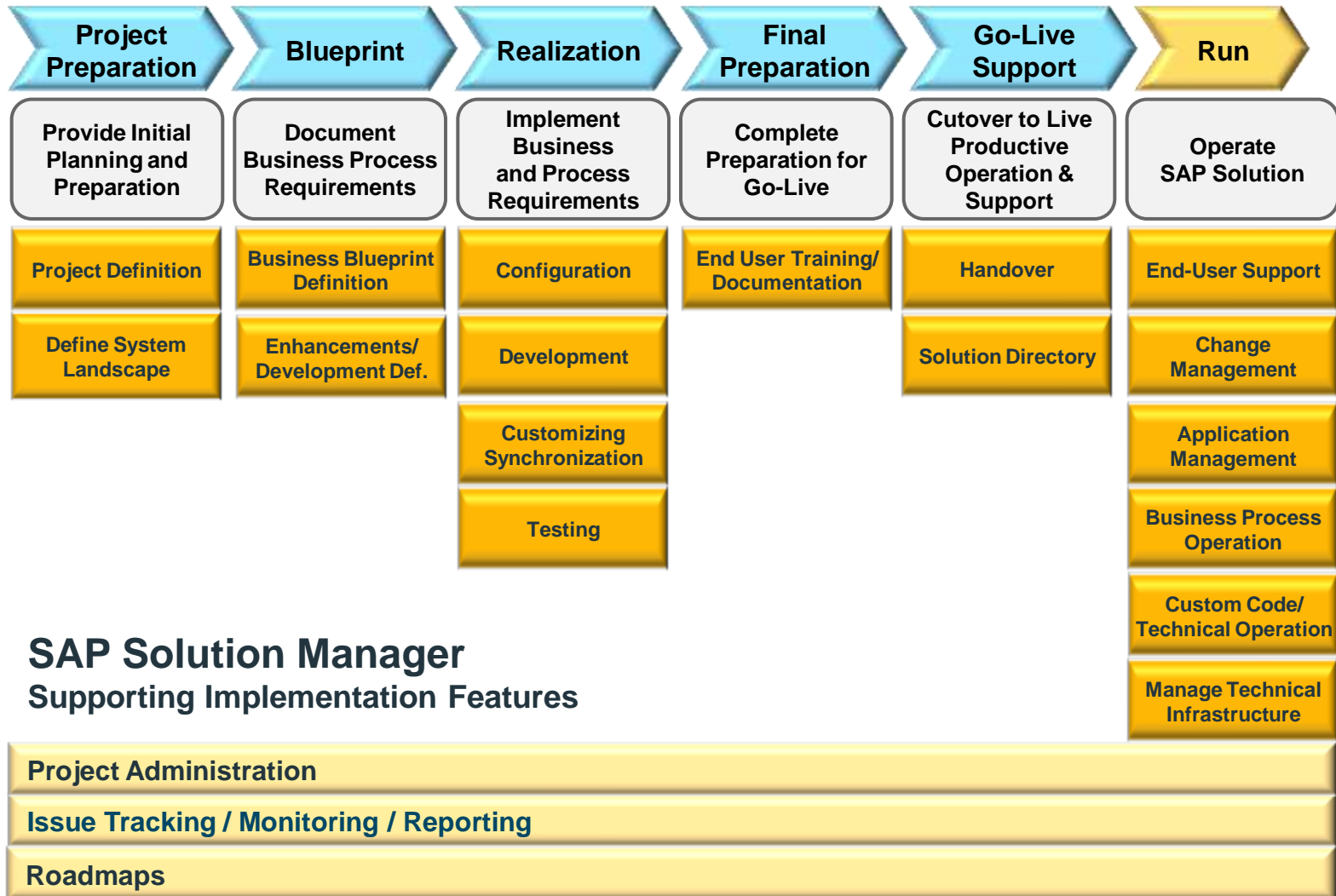
Q-Gates ensure that all key deliverables/actions of the gate have been completed in compliance with recommended practices and to the customer's satisfaction.



Benefits:

- Build quality directly into the project
- Manage project expectations
- Monitor customer satisfaction

Solution Manager Use by ASAP Phase



SAP Solution Manager Supporting Implementation Features

Overview of Major Acceleration Techniques built into ASAP 7

IP Re-Use

- Best Practices / Preconfigured solutions
- Business Add Ons - Jump Start for Content & Solutions
- Project Launch – Sprint Team



Solution Demo Approach

- Early visualization of solution and development objects
- Iterative solution design process (workshop approach)



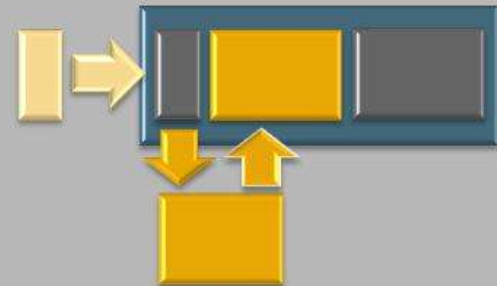
Iterative Build

- Value Based Roadmap and Product Strategy
- Incremental build and test cycles
- Frequent Q-Gates - Time boxed and inspected increments



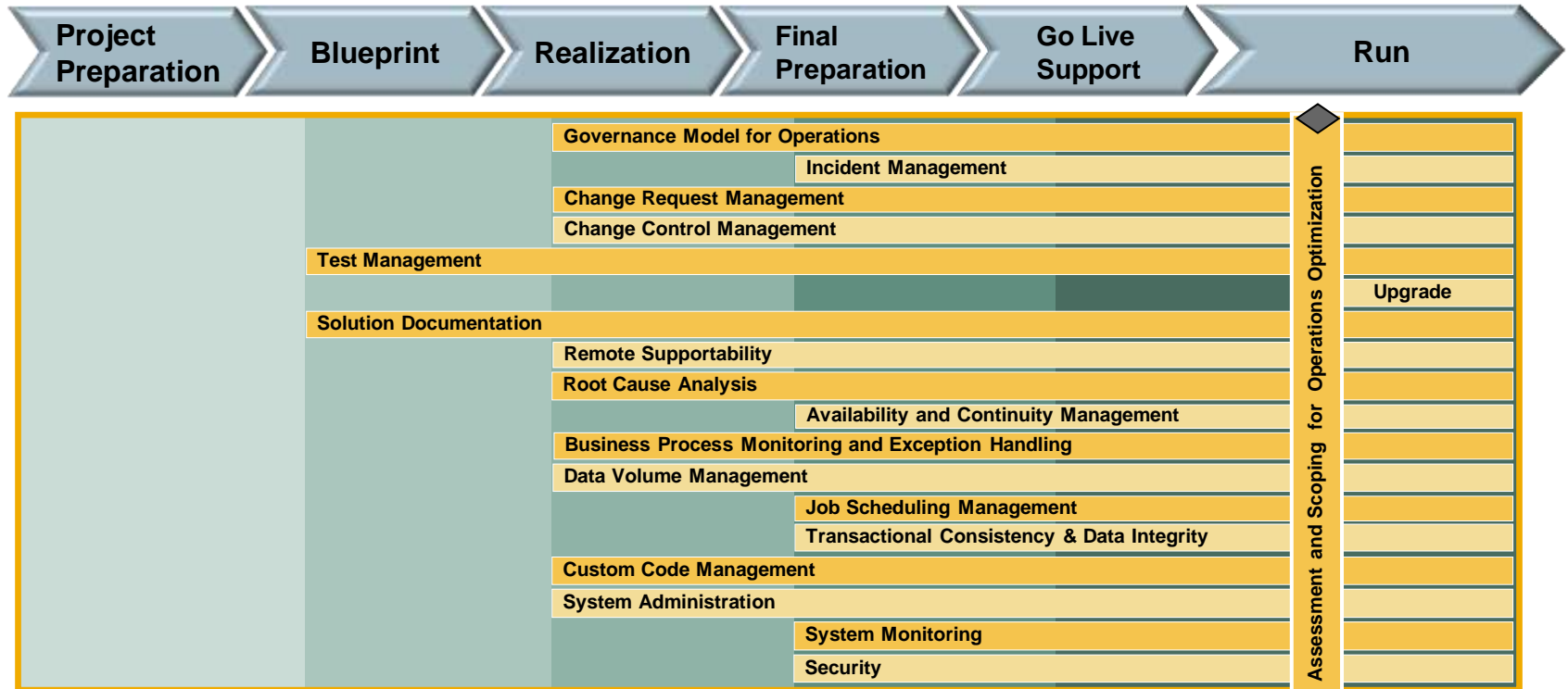
Parallelization of Services

- Integrated Service Delivery
- Value Prototyping
- Rapid Deployment Solution



ASAP - Run Phase Fundamentals

SAP Standards for Solution Operations



- SAP has created a total of sixteen standards for key operations processes within a company's business and IT units.
- Each standard contains best-practice procedures on how to run the individual tasks, explanations on which tools inside SAP Solution Manager should be used, available training and services that support the adoption of the standard.
- The implementation and optimization of these SAP Standards for Solution Operations are the key deliverables of the Run phase work packages.

How to access ASAP Methodology



SAP Solution Manager

- Content delivery of content to Customers via ST-ICO content Service Packs
- Provides access to roadmap and ASAP Business Add-on business implementation content
- Integration with Roadmap Composer enables SAP internal users to easily update content in Solution Manager as necessary

SAP Service Marketplace

- View only environment to access the ASAP and ASAP Business Add-ons
- Open to customers, partners and SAP consultants
- Users have ability to download individual accelerators or browse the roadmap content on-line
- SMP also provides download version of the roadmap
- No additional toolsets or authorizations required

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Enablement and Training

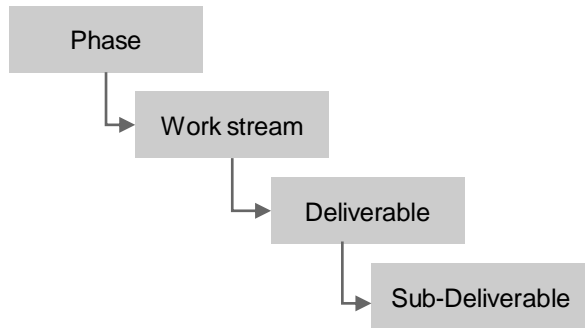
Closing



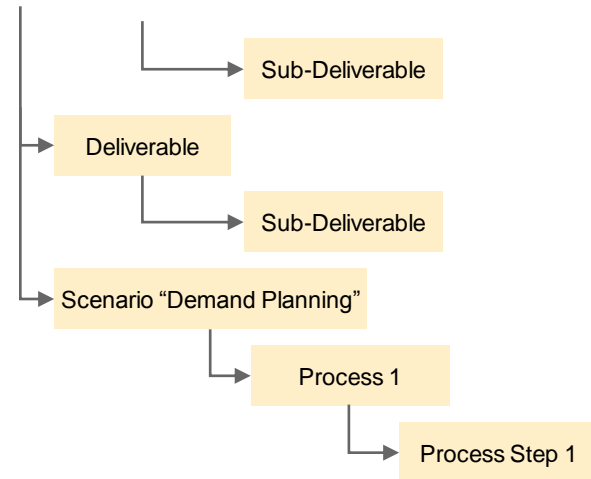
ASAP Implementation Roadmap

Business Add-Ons

ASAP Core



ASAP Business Add-On



- Standard deliverables
- Value-added accelerators, templates and samples
- Includes standard SAP Service references

- Modular solution or Industry specific extensions
- Activated as required by solution
- Leverages ASAP Core content foundation
- Enables as ASAP Flavors in the toolset

The 3 categories of Business Add-ons to ASAP

Methodology, Governance and implementation technology Add-ons to ASAP

Examples:

- BPM Strategy and Governance
- SOA Strategy and Governance
- SAP EA Framework for SOA
- Process Scanning Methodology
- AS-IS Analyze Methodology
- Agile Methodology



Implementation Content industry and cross industry Add-ons to ASAP

Examples:

- BI Architecture Design
- BI Reporting Design Deployment
- Point of Sales
- Duet
- Promotion Management
- Bulk Transportation Oil & GAS



Small BPM/SOA Implementation Packages Add-ons to ASAP

Examples:

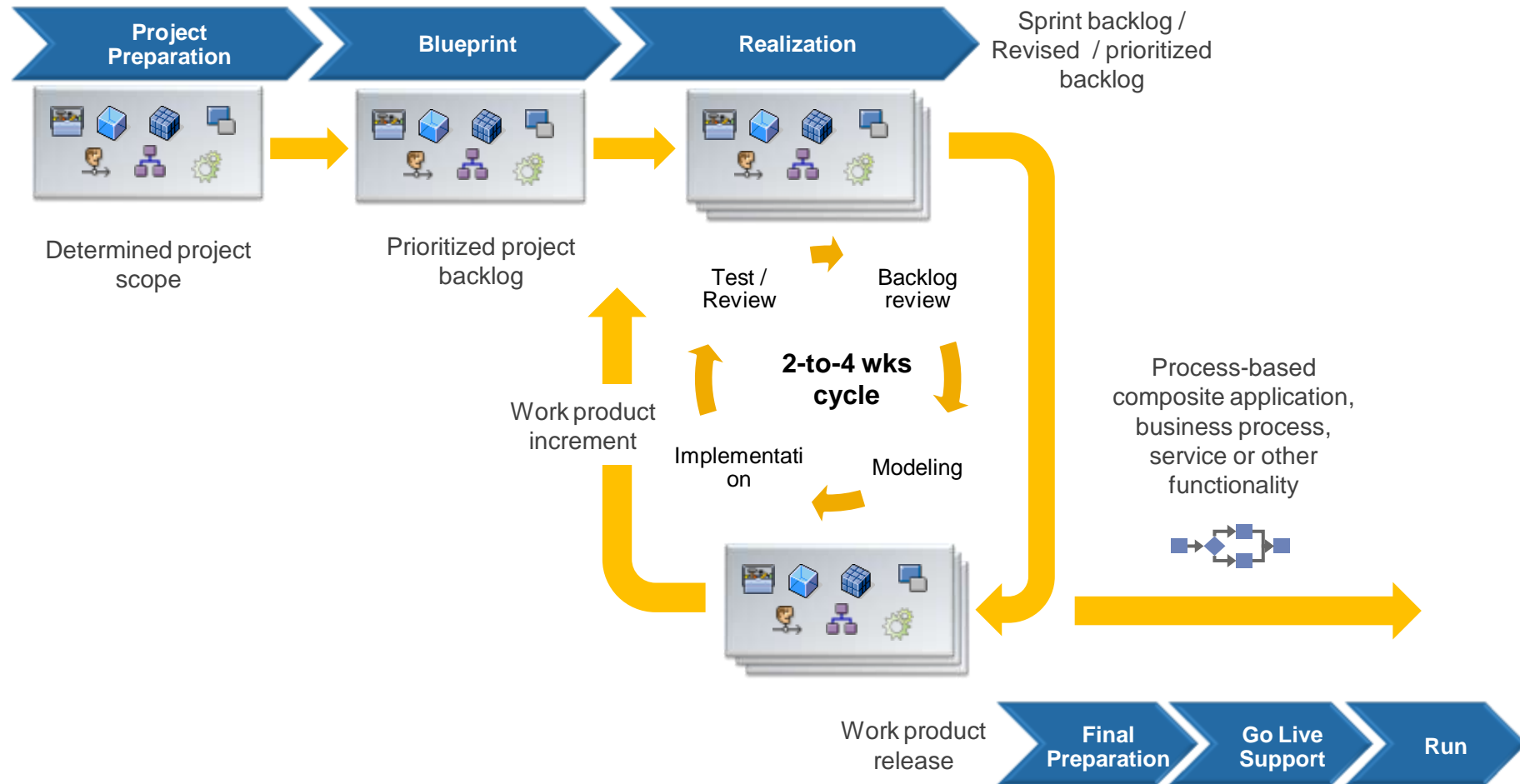
- Social Media (Twitter Customer Service, and Marketing Campaign)
- Workflow on BlackBerry or iPhone
- Supply Network Planning (Master Data Cockpit)
- Sales on BlackBerry or iPhone
- OneTouch SOA@Banking Toolbox



More than 50 business add-on packages available.

Example: Agile Business Add-on to ASAP

Iterative approach to implementation



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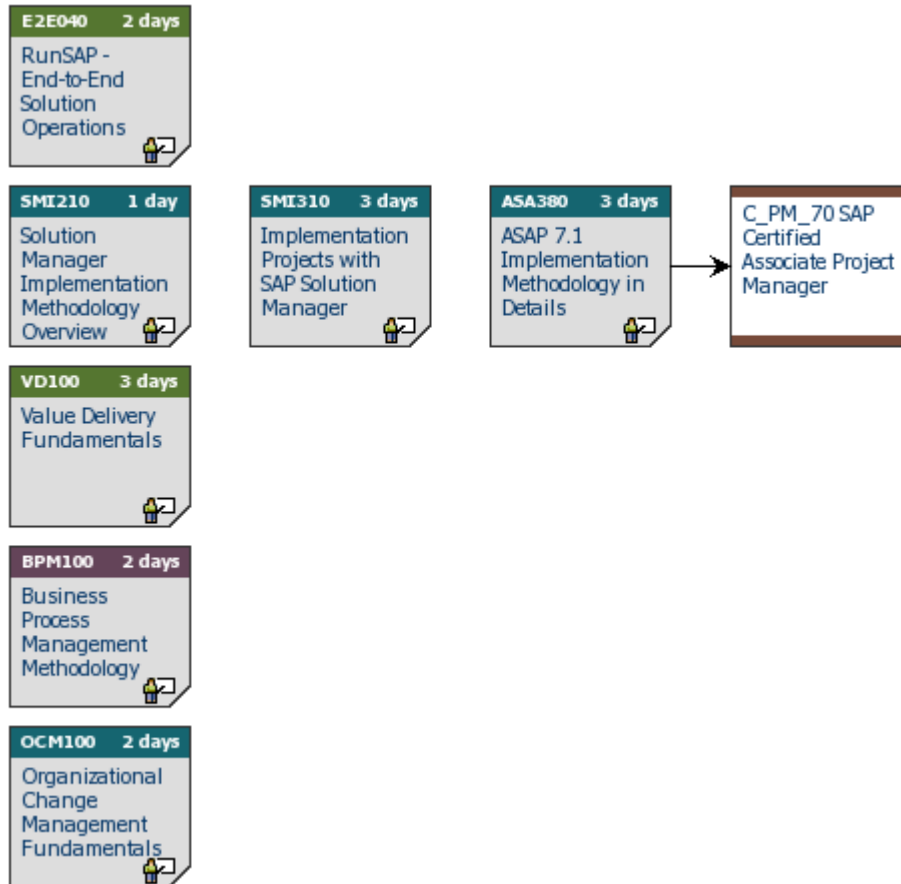
ASAP Business Add-ons with example of Agile implementation

Enablement and Training

Closing



Certified SAP Associate Project Manager



Certified Associate Project Manager curriculum

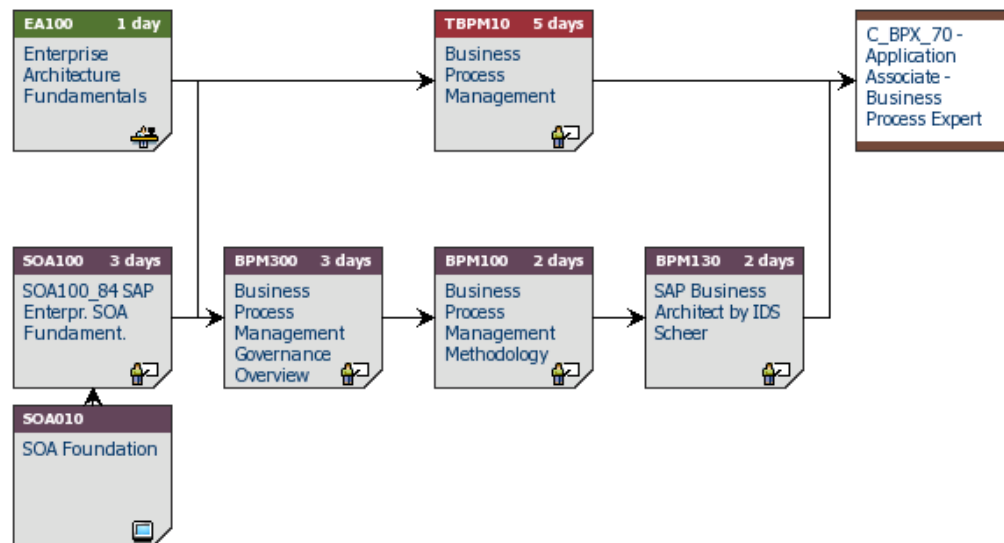
PM Associate Certification

The curriculum includes **ASAP 7 Methodology** with strong emphasis on **Value Delivery, OCM, BPM, SAP Solution Manager, and Run SAP end-to-end operations**

Curriculum Map Legend

Overview	— Essential
Foundation	-- Recommended
Detailed	Classroom Training
Delta Knowledge	Virtual Classroom Training
Consultant Academy	E-Learning
Under development	E-Learning (Online Knowledge Product)
Certification	

Certified SAP Associate Business Process Expert



Certified Associate Business Process Expert curriculum

BPX Associate Certification

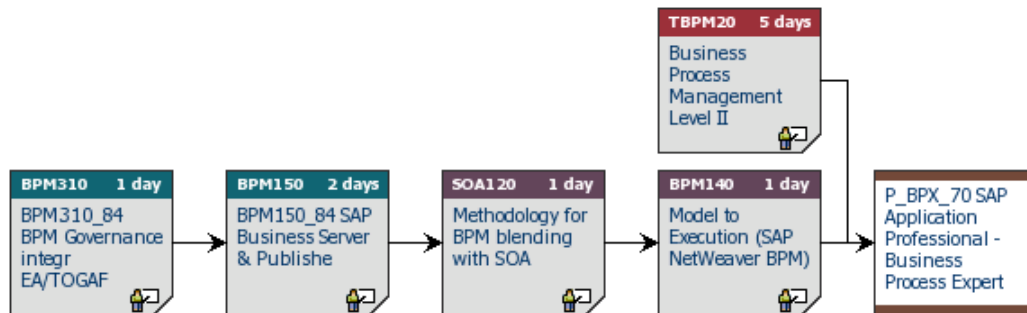
The curriculum includes **ASAP 7 Methodology and Governance Framework** and the **Business Add-ons to ASAP content**

The curriculum is both offer as class room training and as virtual training

Curriculum Map Legend

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Certified SAP Professional Business Process Expert



Certified Professional Business Process Expert curriculum


BPX Professional Certification

The curriculum covers ASAP 7 Methodology and Governance Framework including the Business Add-ons to ASAP.


The curriculum is both offer as class room training and as virtual training



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Please find below the next upcoming sessions:

- **June 18th, 2010:** Launched of the first wave of ASAP Business Add-ons
- **June 24th, 2010:** Accelerated implementation of SAP Point of Sales with "ASAP Business Add-ons for SAP POS"
- **July 1st, 2010:** BPM Starterkit Session 2: Deep dive into Gartner's BPM Use case: Redesign your IT for a process-based SOA and BPM Use case: Set-up a continues process improvement program
- **July 2nd, 2010:** How to implement Business Object: Reporting Deployment using ASAP Business Add-ons
- **July 9th, 2010:** Accelerated implementation of SAP Promotion Management for Retail with "ASAP Business Add-ons for SAP PMR"
- **July 15th, 2010:** Accelerated implementation of SAP Merchandise & Assortment Planning with "ASAP Business Add-ons for SAP MAP"
- **July 22nd, 2010:** How to implement Business Object - GRC: Access Control using ASAP Business Add-ons

The sessions will cover:

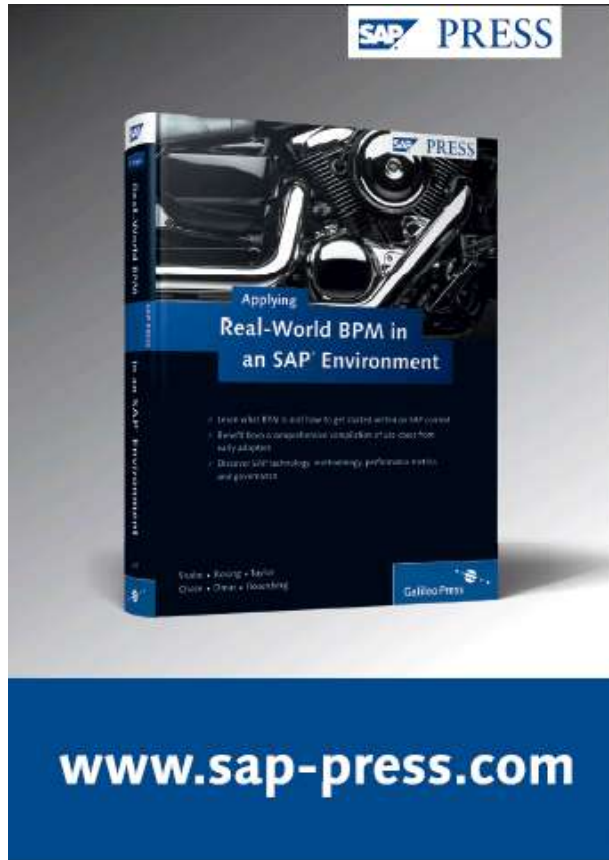
- Real life BPM use cases: Cross-industry and industry specific
- How to identify processes where BPM can add value
- What are the expected ROI paybacks from BPM projects
- Which methodology and frameworks to use when implementing a BPM project
- What are the required skills and how to get started with a BPM project
- Insight into SAP's technology strategy and innovation, SAP NetWeaver BPM

These sessions will reflect key aspects of the new SAP BPM Book - "[Real-World](#)" contributing authors of this new BPM book. The sessions will take place on a regular basis, available on the [BPM Use Case wiki](#).

Register for the sessions on BPX community:

<http://www.sdn.sap.com/irj/scn/realworldbpm-webinars>

Book: Welcome to the exciting and interesting real world BPM in an SAP Environment



Applying Real-World BPM in an SAP Environment

- Learn what BPM is and how to get started within and SAP context
- Benefit from a comprehensive compilation of use-cases from early adopters
- Discover SAP technology, methodology, performance metrics and governance

Managing your business processes wisely is key to stay ahead of your competitors! This book is your guide to implementing Business Process Management in all its aspects in your SAP centric business and IT: It explains how BPM and standard software work together, how to prepare your company for the project, and how to put technology, governance, and the philosophy behind it in action. Extensive use cases from well known SAP customers including technical and process details make this book a true real-world experience!

www.sappress.com

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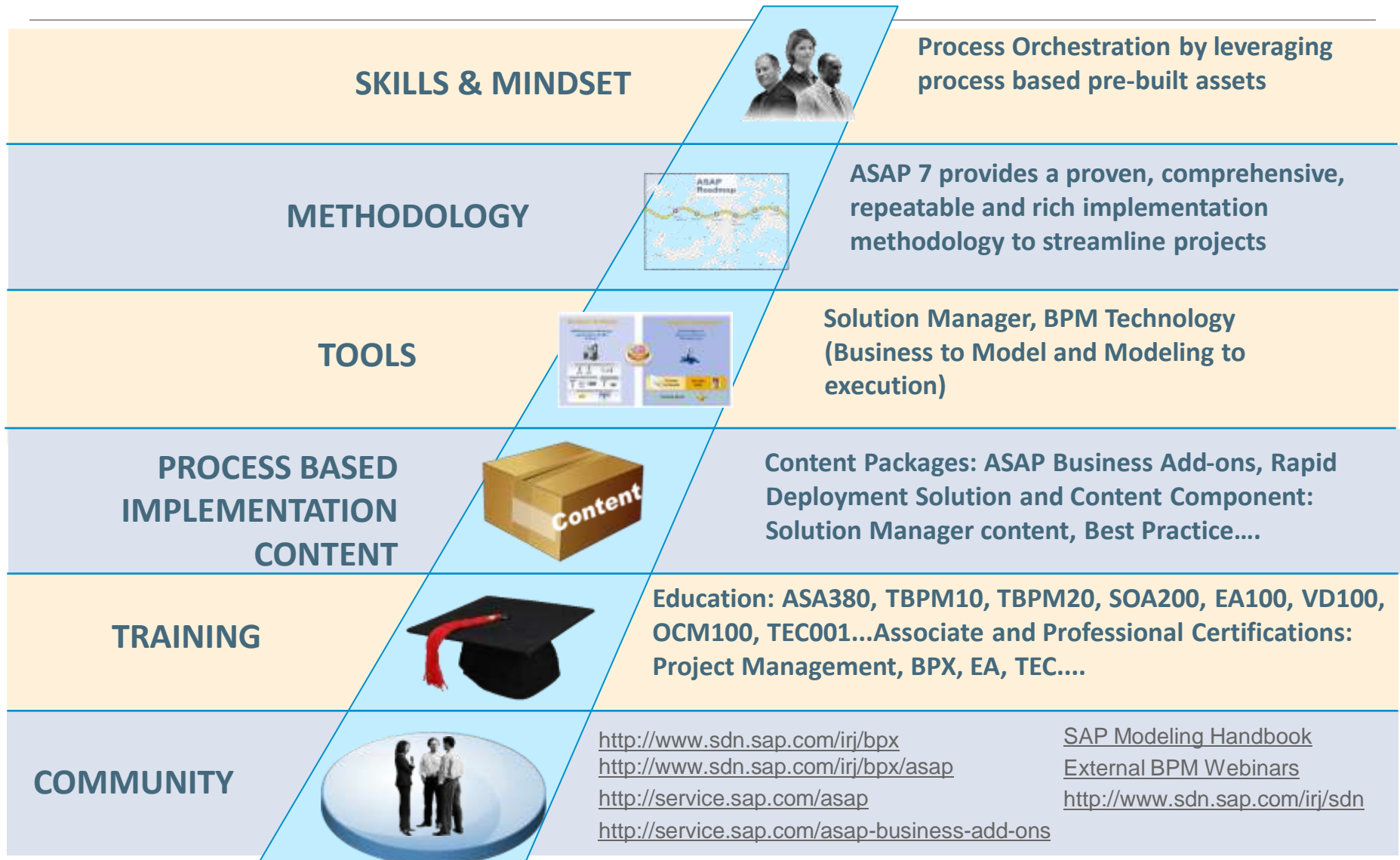
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Transformation: The new drivers license to implement SAP solutions based on best practice, own practice and best insight



Thank You!



Appendix

SOA KIT, an Add-on to ASAP

<http://www.sdn.sap.com/irj/sdn/soa-kit>



SOA KIT, AN ADD-ON TO ASAP

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ACCELERATE YOUR SAP IMPLEMENTATION PROJECTS
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STRATEGY	PLAN	BUILD	RUN
DISCOVER & SEE THE VALUE	UNDERSTAND & MAP TO YOUR NEEDS	IMPLEMENTATION & GO LIVE/LIVE	OPERATE & IMPROVE

YOUR GUIDANCE


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Take a jetcat ride aboard Buy2Sell Enterprises as they embark on a journey to sail the seas of SOA through an implementation project, guided along the phases: Strategy, Plan, Build and Run.
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**ASAP METHODOLOGY FOR IMPLEMENTATION 7**
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SAP Service Marketplace

<https://service.sap.com/asap>

The screenshot displays the SAP Service Marketplace interface for the ASAP Methodology for Implementation 7.1. The page is titled "ASAP Methodology for Implementation 7.1" and features a list of phases: 1. Project Preparation, 2. Business Blueprint, 3. Realization, 4. Final Preparation, 5. Go Live Support, and 6. Run. A modal window titled "Add to Filter - Webpage Snippet" is open, showing a list of ASAP Business Add-ons to display, including ASAP Methodology for Implementation 7.1, SAP Best Practices, SAP BI Architecture Design, SAP BI Reporting Deployment, SAP BPM Business Process Analysis, SAP Point of Sales, SAP Merchandising and Assortment Planning, and SAP Promotions Management for Retail. The table at the bottom lists the following add-ons:

Description	Type	Language
ASAP for Implementation 7.0 Overview	Presentation	English
ASAP Roadmap Phase Description	Presentation	English

Link

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