

What is the business impact of SAP HANA & SAP S/4HANA?

HPE's Journey to SAP S/4HANA

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Data & Technology Speaker Corner
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Hewlett Packard
Enterprise

THE BEST RUN 

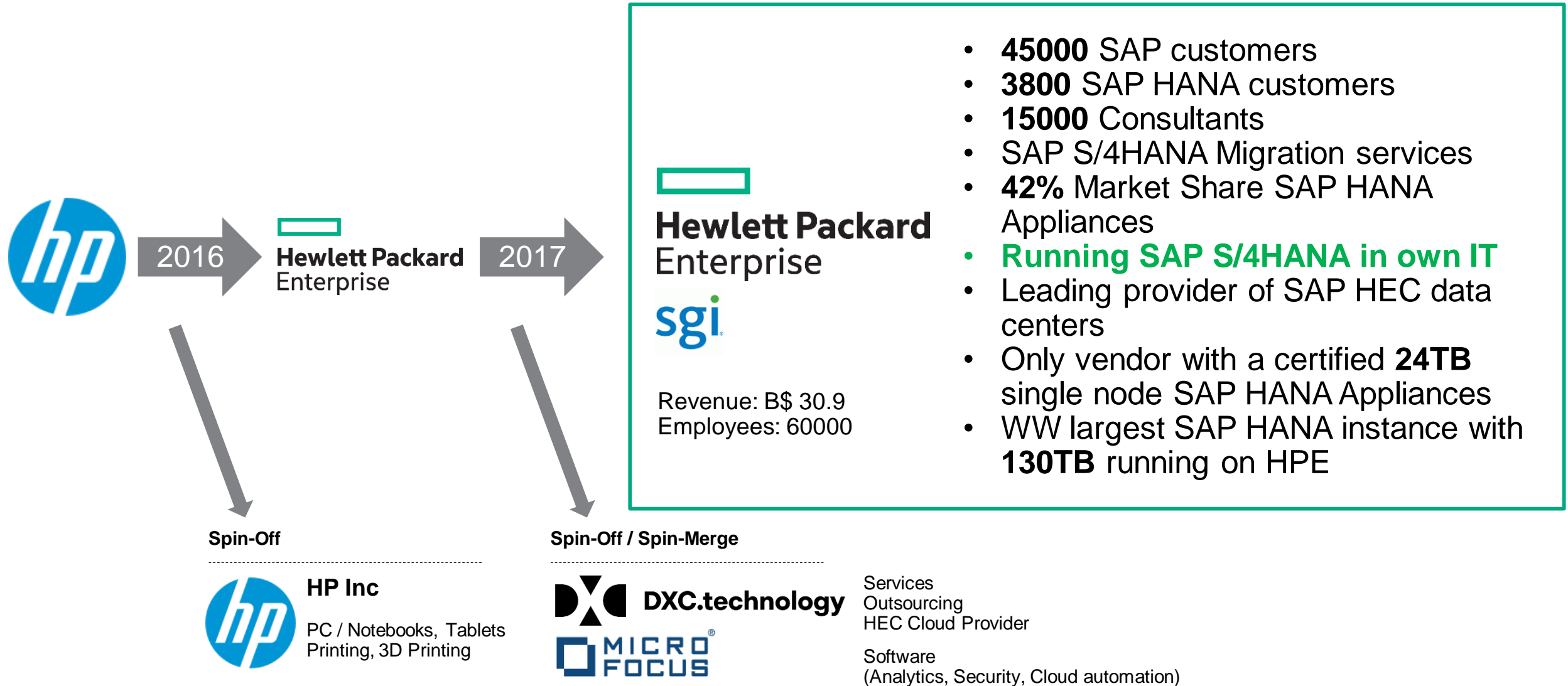


Agenda

- About Hewlett Packard Enterprise (HPE)
- Business Challenges before S/4HANA migration
- HPE NextGen IT Project
- Business impact for Customers and channel partners
- Lessons learned

Hewlett Packard Enterprise today

From a very large heavy company to focused agile organisations



HPE Portfolio for SAP HANA

Overview



Certified Appliances and Supported Intel Systems¹

SAP® Certified
Hardware for SAP HANA*



Mission Critical:

- HPE CS 500/900
- HPE Integrity MC990 X
- HPE Superdome Flex

Composable/Hyperconverged:

- HPE Synergy 480/660/680
- HPE SimpliVity

Entry:

- HPE ProLiant DL380
- HPE ProLiant DL360
- HPE ProLiant BL460c

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Certified Enterprise Storage¹

SAP® Certified
Hardware for SAP HANA*



- HPE MSA 20XX
- HPE Nimble AF and CS series
- HPE 3Par 8000, 9000, and 20000 series
- HPE XP7

Intelligent Edge Infrastructure for SAP Leonardo²



- Aruba Wi-Fi
- Aruba Beacons
- Edgeline 1000
- Edgeline 4000
- Containerized compact Data Centers in the edge

Services for SAP HANA³

HPE
POINTNEXT

- HPE Serviceguard Extension for SAP
- HPE GreenLake for SAP HANA
- HPE Factory Express Deployment Service
- HPE SAP HANA Deployment Accelerator
- HPE Proactive Care Service

¹ Certified and Supported SAP HANA Hardware Directory:
<https://www.sap.com/dmc/exp/2014-09-02-hana-hardware/enEN/appliances.html#>

² No certification needed

³ Examples of Pointnext Services for SAP HANA. Many more services for SAP HANA available

Business Challenges before SAP S/4HANA migration

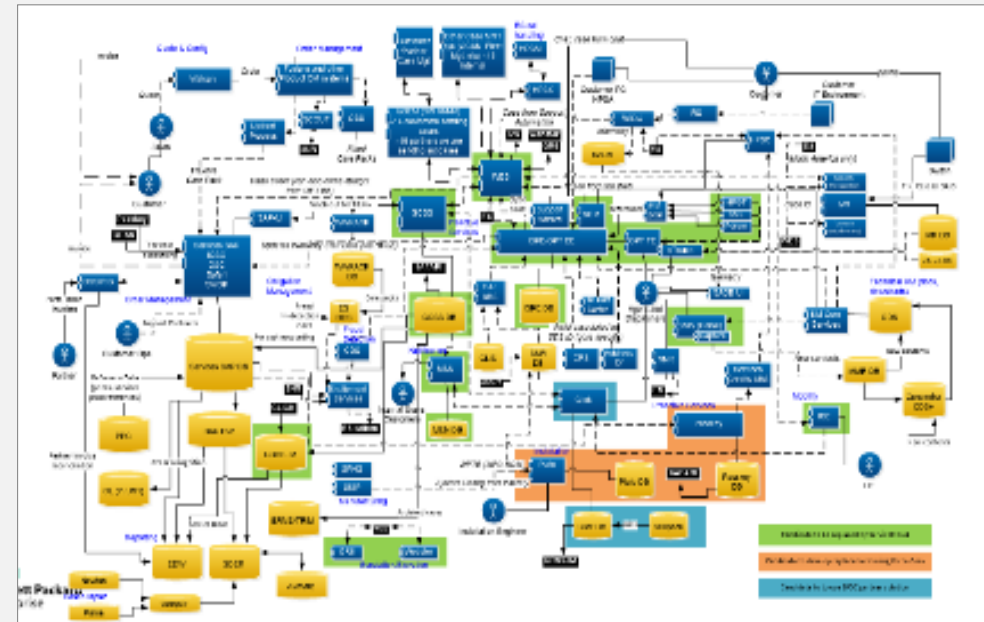
Business:

- 7 TB of Storage shipped every 60 seconds
- 5 servers shipped every 60 seconds
- 7 network devices shipped every 60 seconds
- 30.8 B\$ revenue in 78 countries

Underling IT challenges:

- 900+ Applications
- 8 Master Data Repository
- 100+ Point Solutions
- 40+ Finance Close Applications
- 10+ SAP ERP instances
- 100+ Systems of records

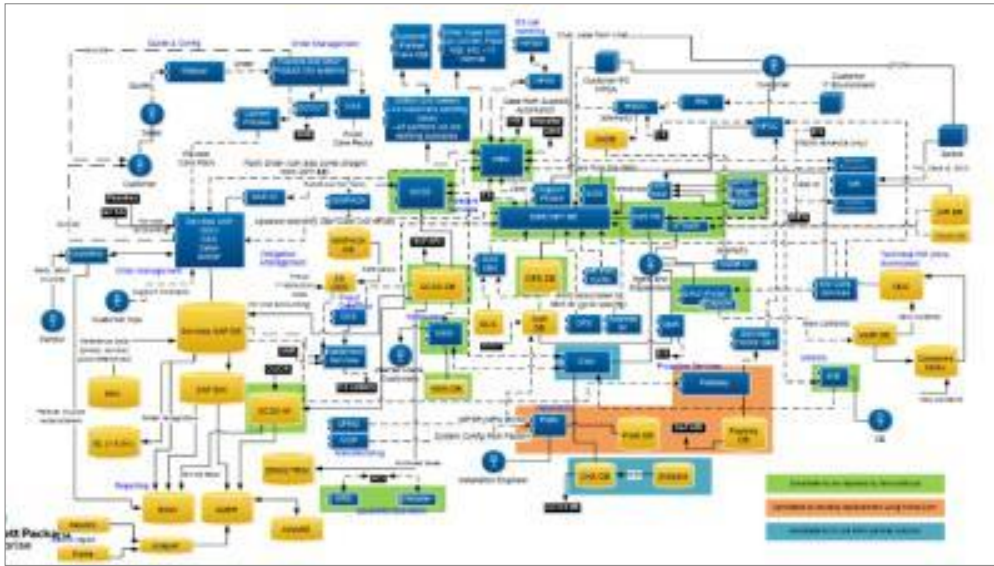
Previous HPE IT Architecture



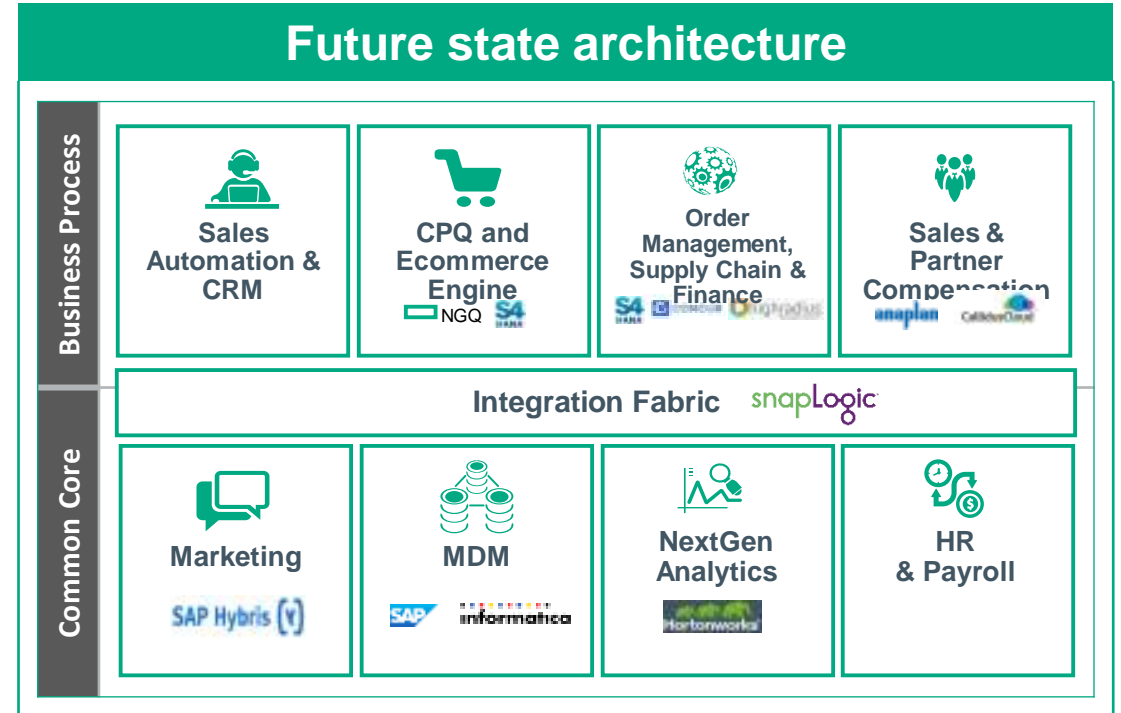
HPE NextGen IT Project

Simplify HPE's solution architecture and lead a digital transformation

Current state architecture



Future state architecture



Applications **900** ↓ Reduced to **400**

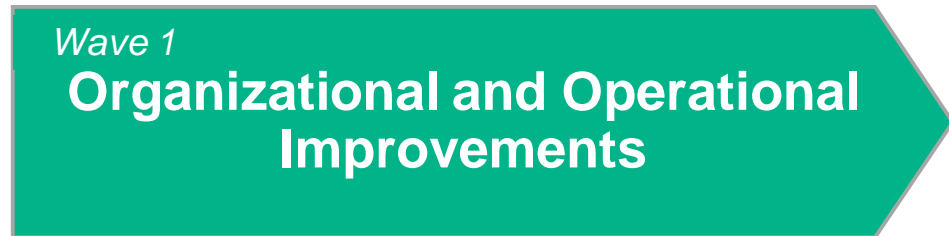
ERPs **10** ↓ Consolidated to **1**

Master data sources to **8+** ↓ **3**

90% Pre-configured industry-best systems

10% customization










HPE Next is a Three-year Journey That Comes in Two Waves



 **We Are Here**

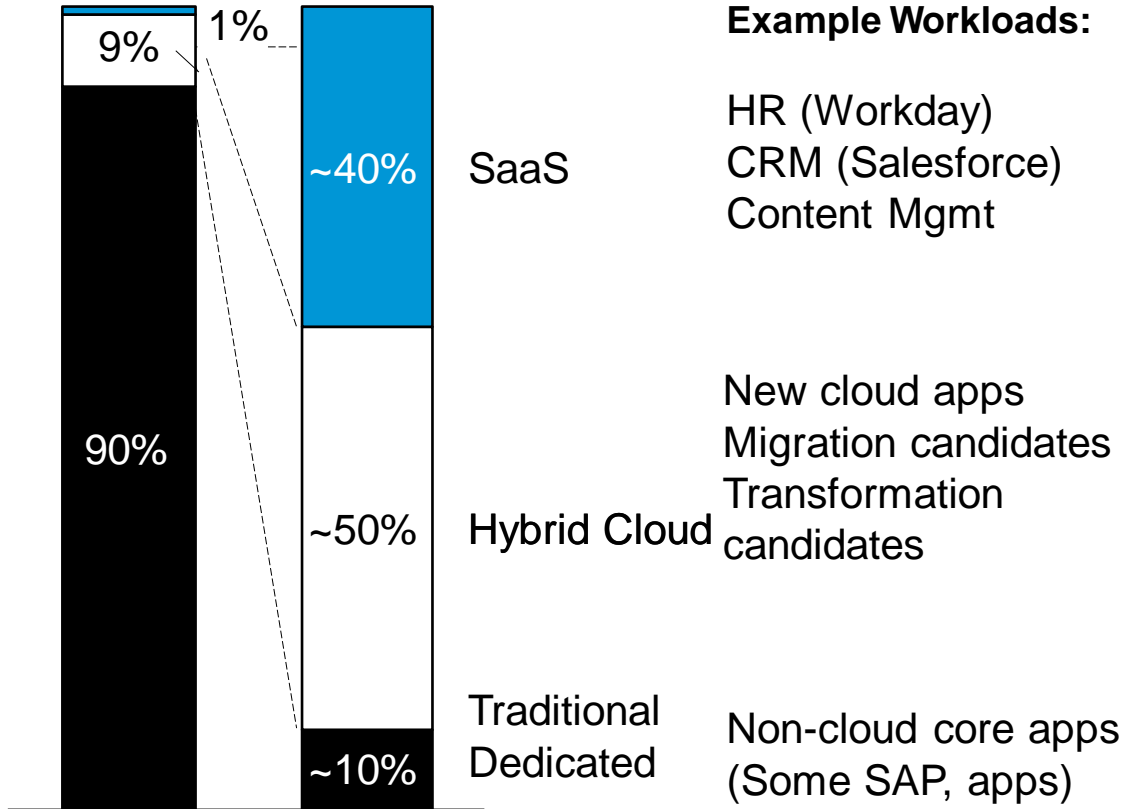
NextGen IT: Key Initiatives

Delivering technology that will enable our business transformation

 Single Enterprise Resource Planning (SERP)	 Configure, Price, Quote	 Master Data Management (MDM)
<p>SAP S/4 HANA enables a single enterprise resource system, driving standardization with best-in-class industry standards</p>	<p>A new user interface will enable efficient product configuration, provide robust pricing, and deliver quoting capabilities</p>	<p>A new consolidated Master Data system will include preconfigured data models, personalized user experiences, and built-in validations and workflows</p>
 Enterprise Analytics Platform (EAP)	 eCommerce	 Integration Fabric
<p>A single enterprise data system will provide near real-time data and leading visualization and data science tools</p>	<p>A self-service eCommerce model will enable a low touch sales motion and provide end-to-end order visibility</p>	<p>All new applications will be integrated, enabling successful migration and interaction of data</p>
 Sales Compensation	 Procurement and Invoicing	 Travel and Expense
<p>NGIT provides a single source of data to streamline crediting and pay, CallidusCloud compensation platform simplifies and optimizes operations</p>	<p>Through Ariba, activities including purchase requisitions, approvals, PO and invoice management will be simplified</p>	<p>Through Concur, employees can easily request travel as well as expense reimbursements. The Concur travel booking tool is available for in-scope countries</p>

Evolving application model in HPE IT

HPE IT Mix of Compute Models (% of apps)



Target State

SaaS	<ul style="list-style-type: none"> • Best-in-class SaaS providers by workload • Governed by SLAs and security requirements • Integration bus provides linkage to hybrid cloud
Hybrid Cloud	<ul style="list-style-type: none"> • Dense use of low power computing resources • Highly automated and software defined • Shift toward opensource • Apps decoupled from infrastructure and O/S
Traditional Dedicated	<ul style="list-style-type: none"> • Non-virtualized big iron

Business impact for HPE and channel partners



HPE SALES

- **Fewer tools needed** by sales
- **Pricing approvals** move to SFDC
- **Competitive and accurate quotes in real-time**
- Configuration optimization **reduces un-buildables, steers demand**
- Improved **installed base** visibility
- Improved and accessible **order status**



CUSTOMERS AND PARTNERS

- Partners have a **single UI for eCommerce and sales self-service quoting**, integrated with automated convert-to-order
- Efficient data capture: **capturing data once up-front** with intuitive requests and quality controls
- **Connected data** from opportunity management to comp with single entry up-front
- **E2E Order Status tracking** with **real-time information flow** to enable self service via portal/mobile enablement

Business impact NextGen IT Summary

Deliver IT capabilities optimized and built especially for who we are today

1 Source of truth for all transactional data

Increase In-time delivery to **92%**

Deploy **90%** Standardized solutions and

Reduce 850+ tools and Applications to approximately

400



Reduce quote times From days to hours

10% or less customization

Increase no touch eCommerce revenue to **\$2B+**

Lessons learned

1. Business Alignment

Business led transformation versus classic IT led modernization. S/4HANA done right is not your traditional SAP upgrade. Do not underestimate the standard versus custom topic

2. „North Star“ Architectural Clarity

Simply put being crystal clear on where you are. Ensure all of the platform, technology, etc. selections, debates are 100% resolved before starting the transformation

3. It's all about The UX and CX

#1 driver of perceived transformation value. Selling a S/4HANA transformation and anchoring your experience on the sapgui is not transformative. Explore the most modern apps. Example: Order-to-Cash monitoring

4. Technology Shifts

Proactively navigate and prepare ahead of time. Do you have the right mix of development skills for the new SAP stack.

5. Management of Change (MoC) & Speed

Done right S/4HANA will be the biggest and most critical MoC you'll likely ever experience in your SAP career. Speed: Might require major rethinking of your traditional internal approaches to get the speed factor right

6. Leverage Experience

Don't try and reinvent everything by your own. Speed to outcome and ensure contractually locked with partners

Visit us in Walldorf on the SAP campus

All SAP competencies in one place



SAP and MCS Competence Center

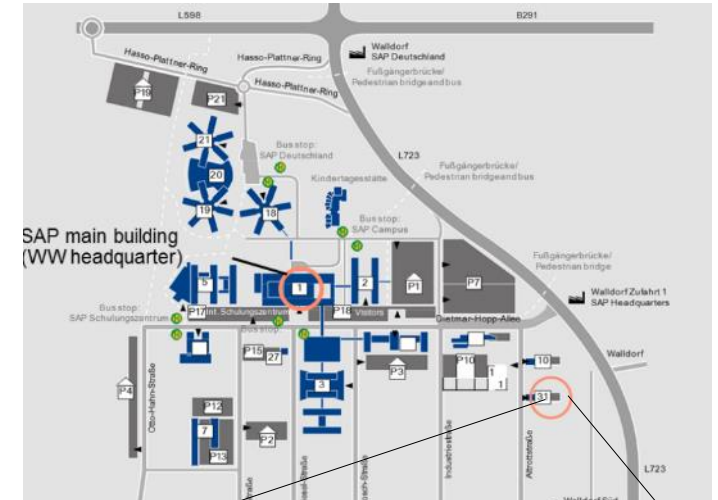
- SAP HANA infrastructure design consulting
- Consulting how to operate mission critical large HANA instances in a hybrid IT environment
- SAP Boot Camps (Trainings) for HPE Presales and Channel Partners

SAP Engineering

- Certification of all SAP HANA systems (e.g. CS 500, CS 900, Superdome Flex, TDI Server and Storage)
- Code Development (e.g. Serviceguard Extension for SAP)
- Co-Engineering with SAP for new solutions such as SAP Leonardo or SAP Cloud

POINTNEXT SAP Consulting

- SAP mission critical operation support consulting
- SAP migration consulting
- Solution development such as HPE GreenLake for SAP HANA



Thank you

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