

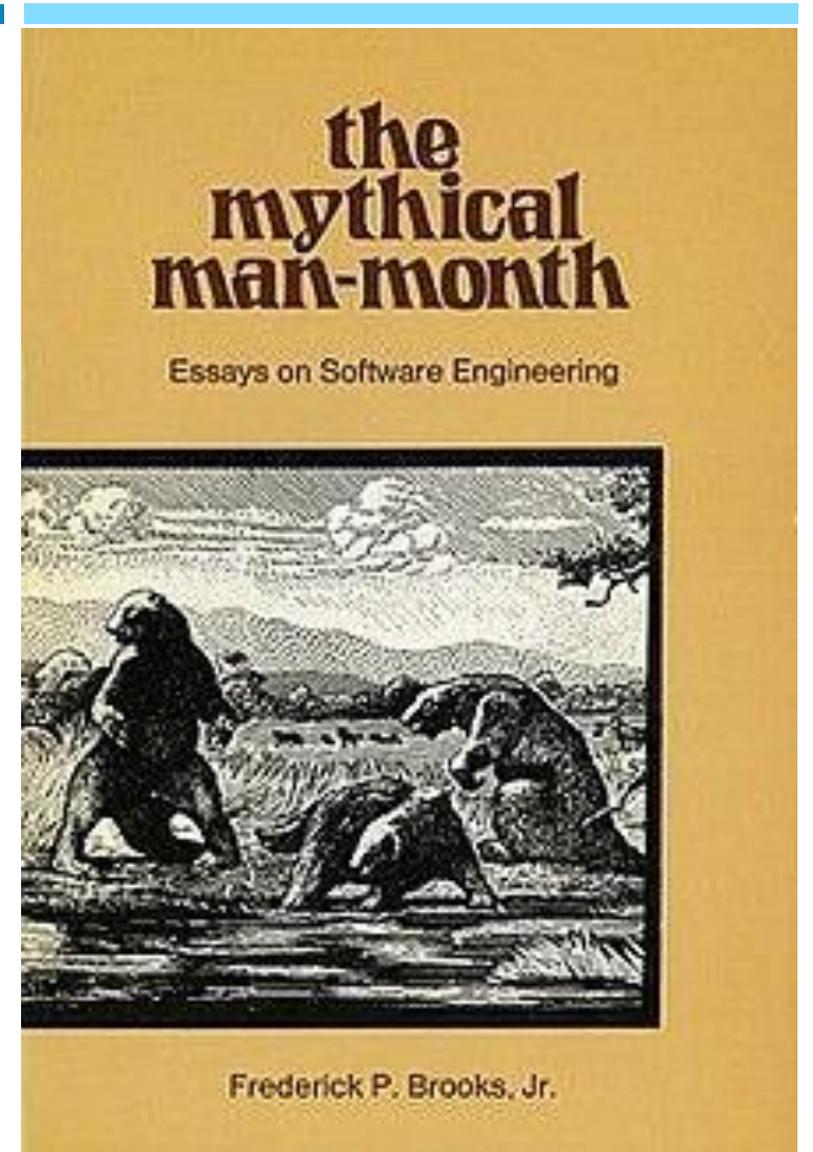
SaaS Smart: Leveraging Commodity for Competitive Edge

Micha Harezlak, SAP



"No scene from prehistory is quite so vivid as that of the mortal struggles of great beasts in the tar pits... Large-system programming has over the past decade been such a tar pit... Most have emerged with running systems-few have met goals, schedules, and budgets."

*Frederick P. Brooks, The Mythical Man-Month: Essays on Software Engineering
Addison-Wesley, 1975.*



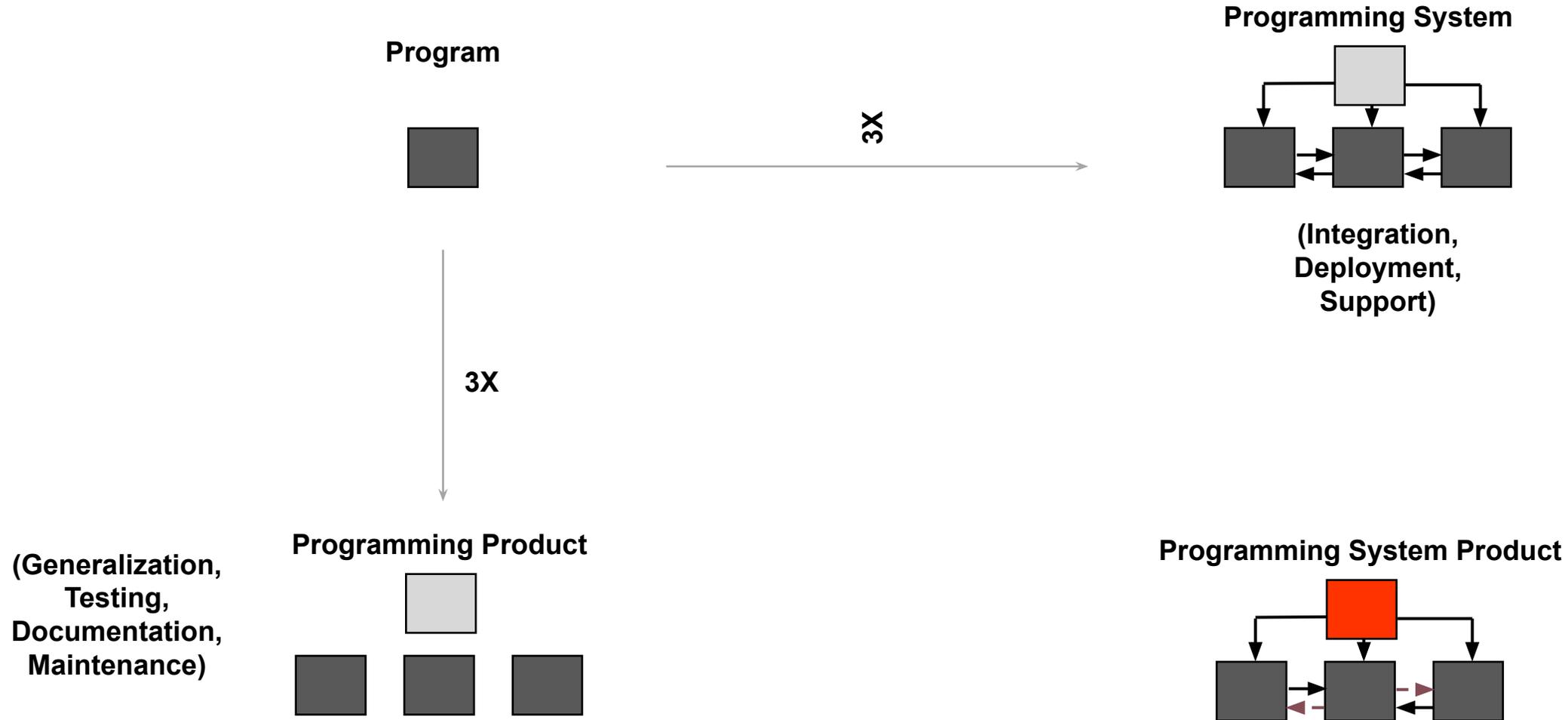


Fig. 1.1 Evolving of the programming systems product (Frederick P. Brooks, The Mythical Man-Month: Essays on Software Engineering Addison-Wesley, 1975.)



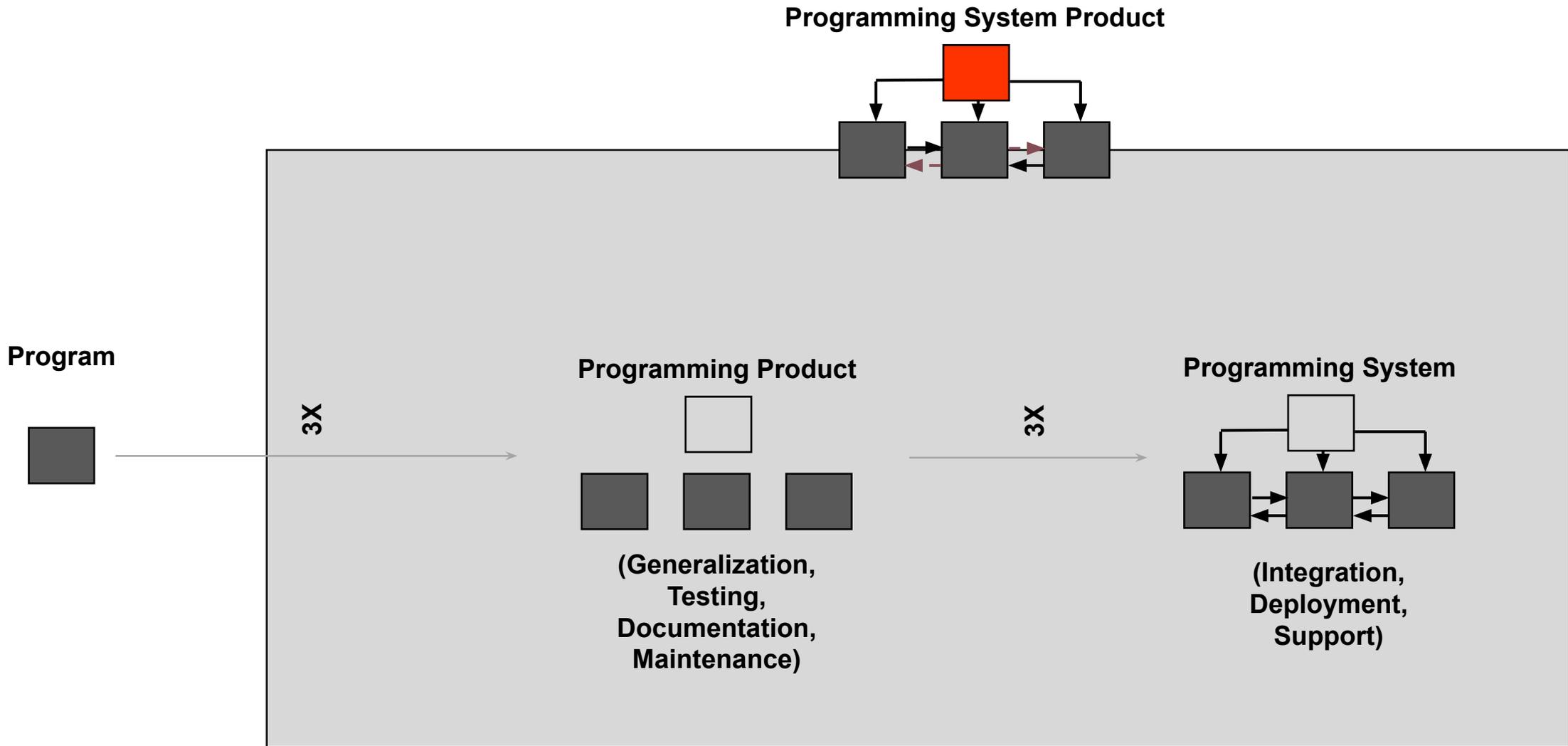
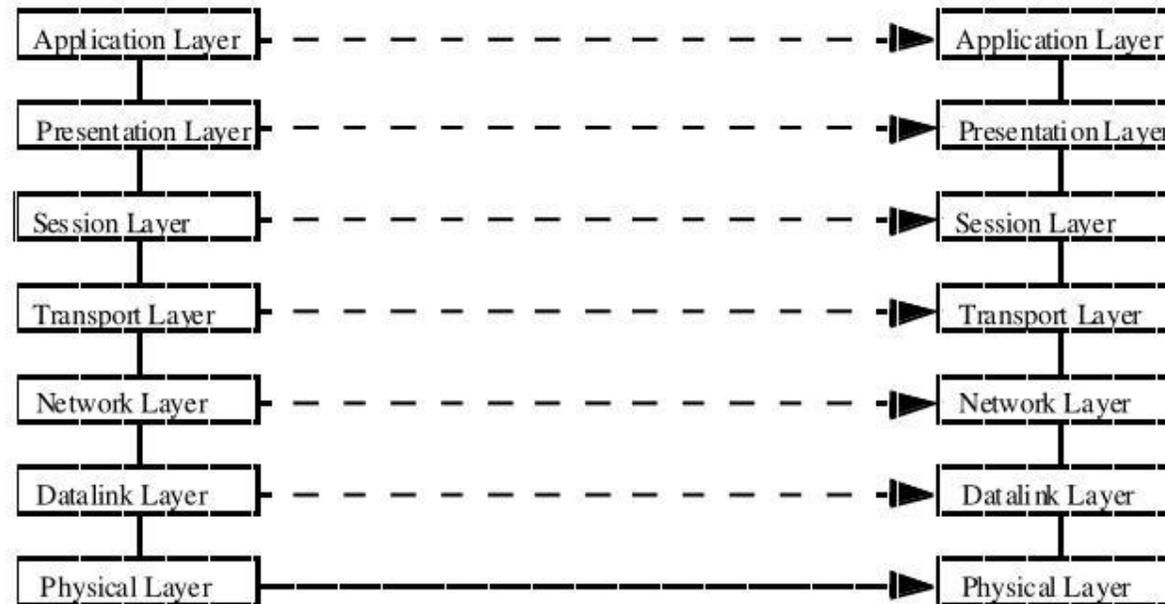


Fig. 1.1 Evolving of the programming systems product (Frederick P. Brooks, *The Mythical Man-Month: Essays on Software Engineering* Addison-Wesley, 1975.)



Integration and Support, extends across and all the way up to Business Semantic!

ISO OSI

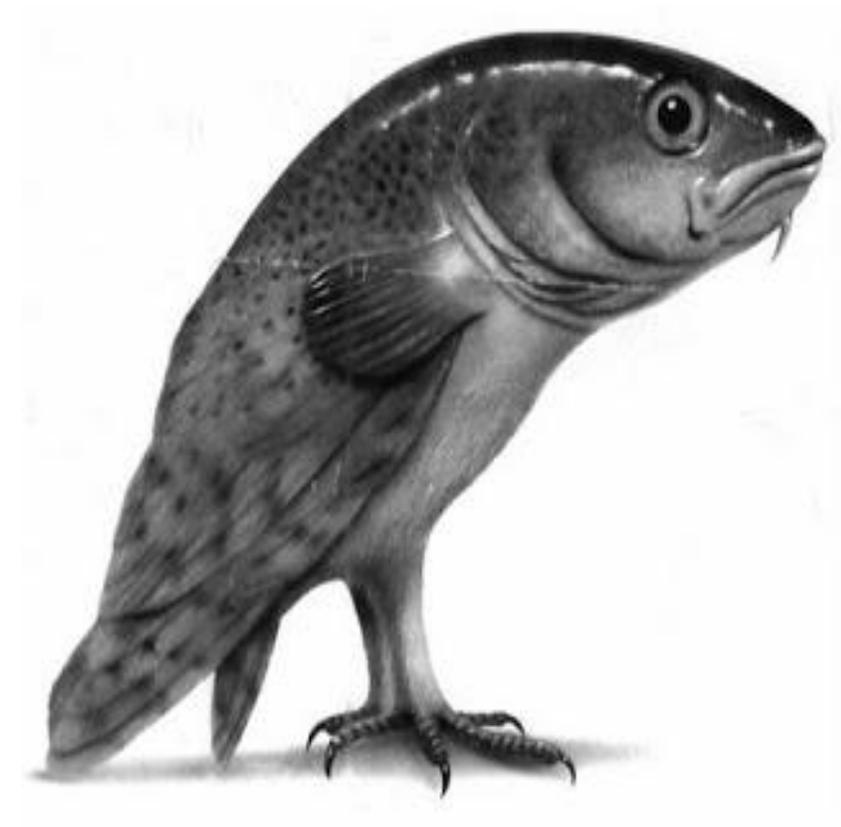


“Things are the way they are
because they got that way.”

*Gerald Weinberg, The secrets of consulting,
Dorset House Publishing, 1985.*

“Everything is what it is because it
got that way.”

*D'Arcy Wentworth Thompson, On Growth and Form,
Addison-Wesley, 1917.*



Order to Cash

Record to Report

Hire to Retire

Acquire to Decommission

Procure To Pay

Make to Order

Revenue Cycle Management

Close to Disclose

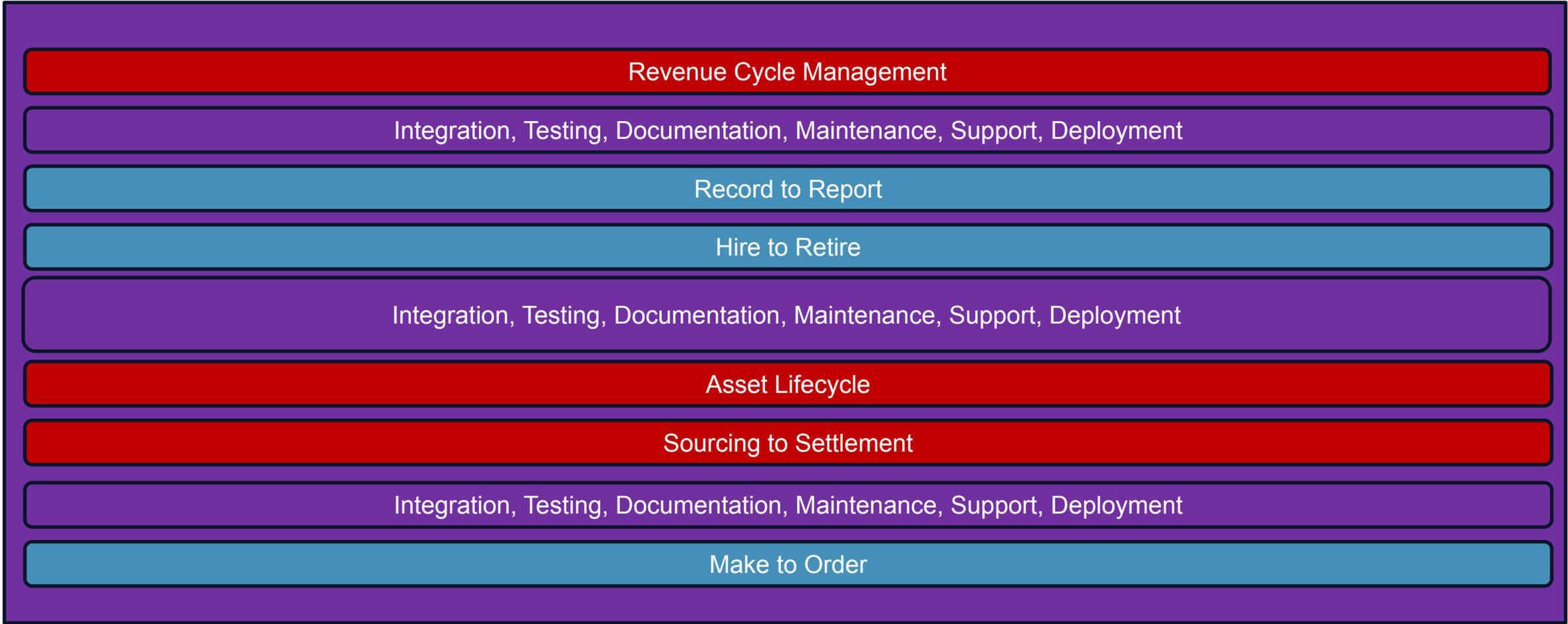
Join to Exit

Asset Lifecycle

Sourcing to Settlement

Order Base Production

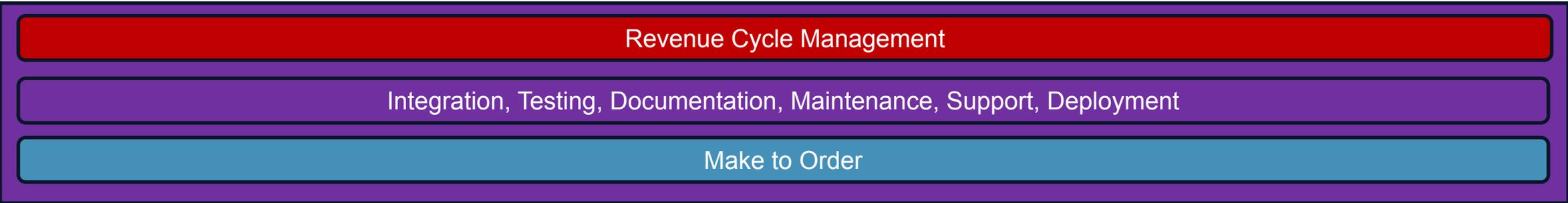




Increased
Cost

Decreased
Reliability

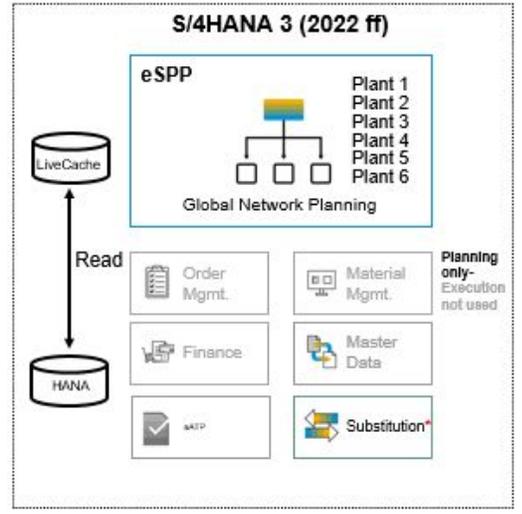
Increased
Flexibility



S/4HANA
Integrated ERP system

Native Real-time Integration

“DSC Edition”



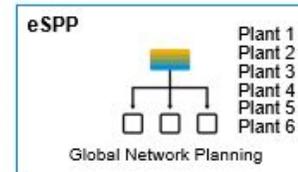
S/4HANA

DCS

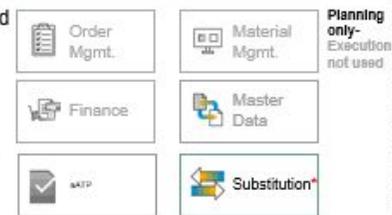
Native Real-time Integration

“DSC Edition”

S/4HANA 3 (2022 ff)



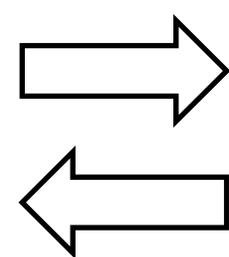
Read



Other ERP

Integration and Orchestration

Connectivity (*)

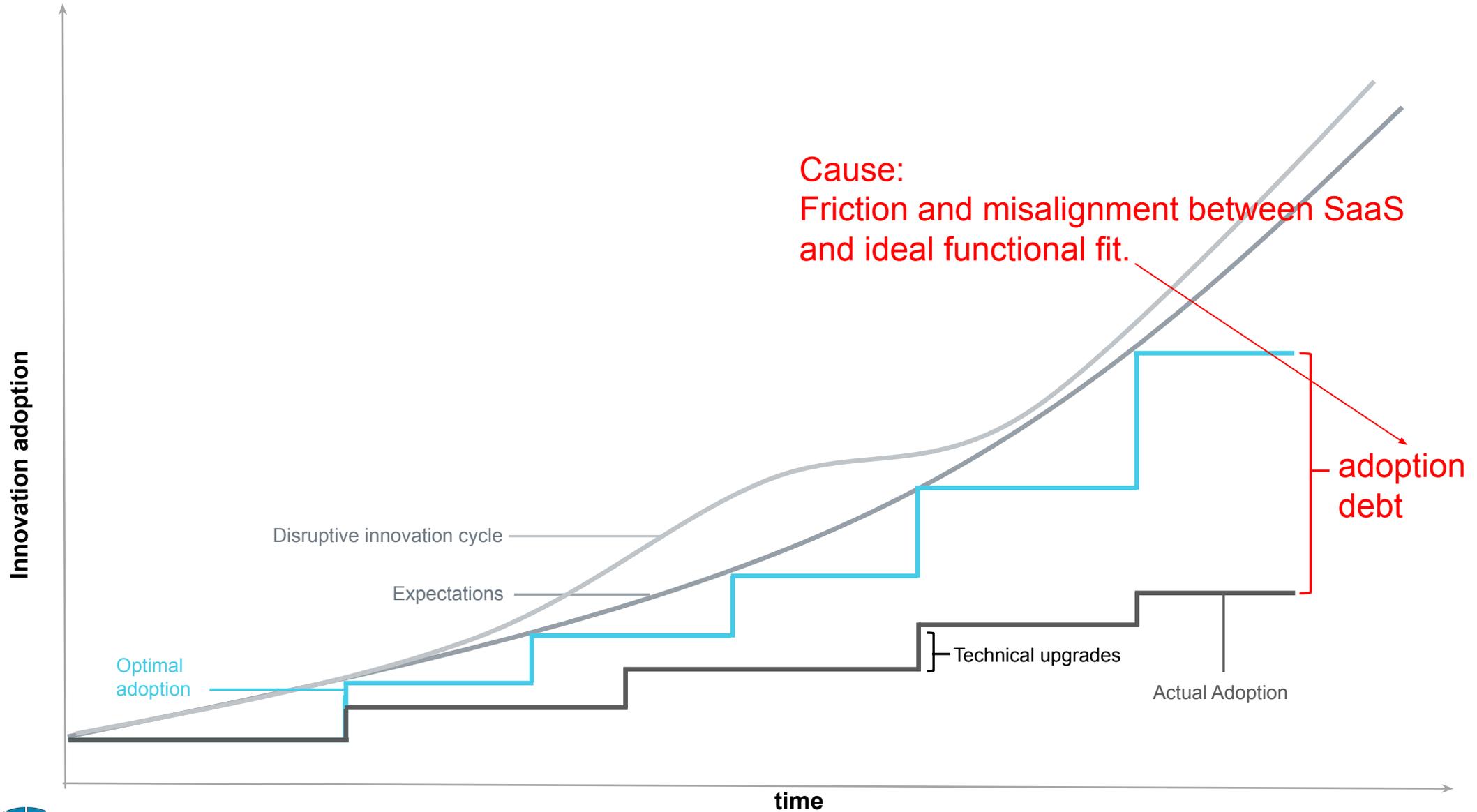


OData



BAPI







Increased
Cost

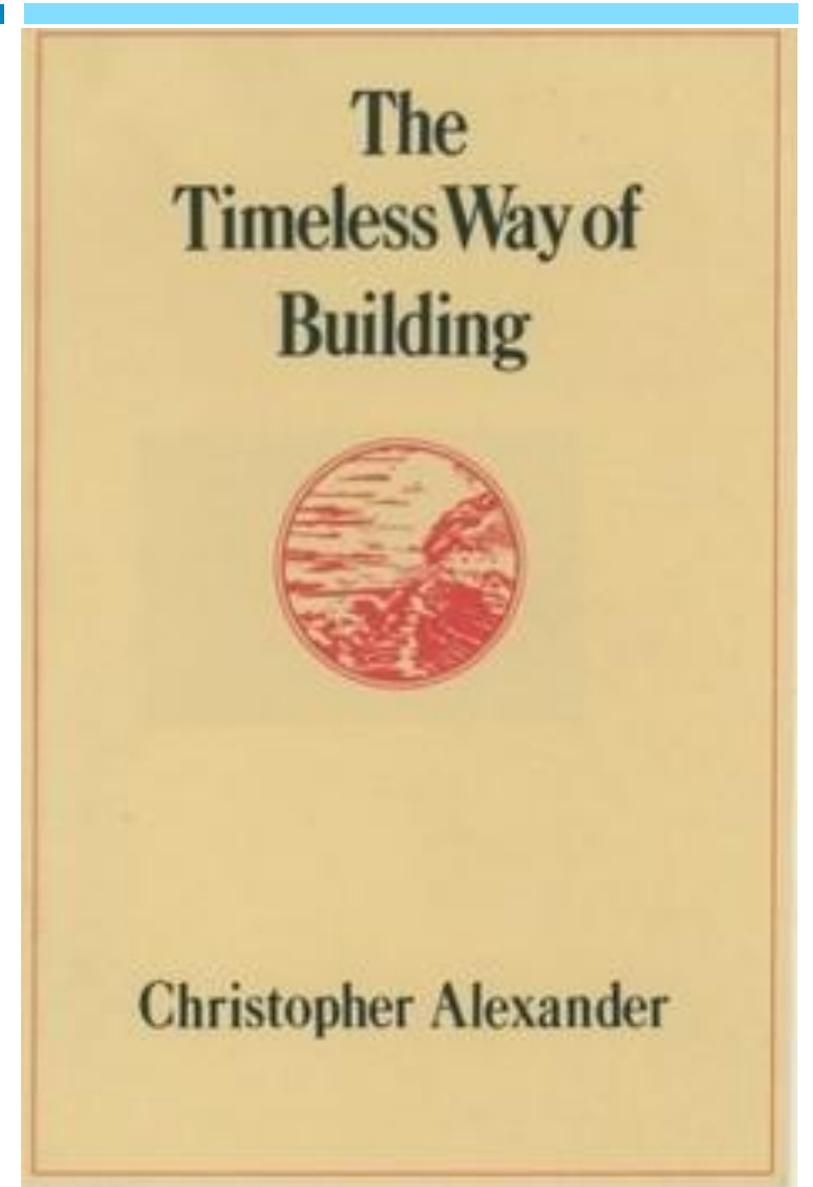
Decreased
Reliability

Adoption
Debt



“To work our way towards a shared language once again, we must first learn how to discover patterns which are deep, and capable of generating life.”

*Christopher W. Alexander, The Timeless Way of Building
Oxford University Press, 1979.*



Align
Models

1

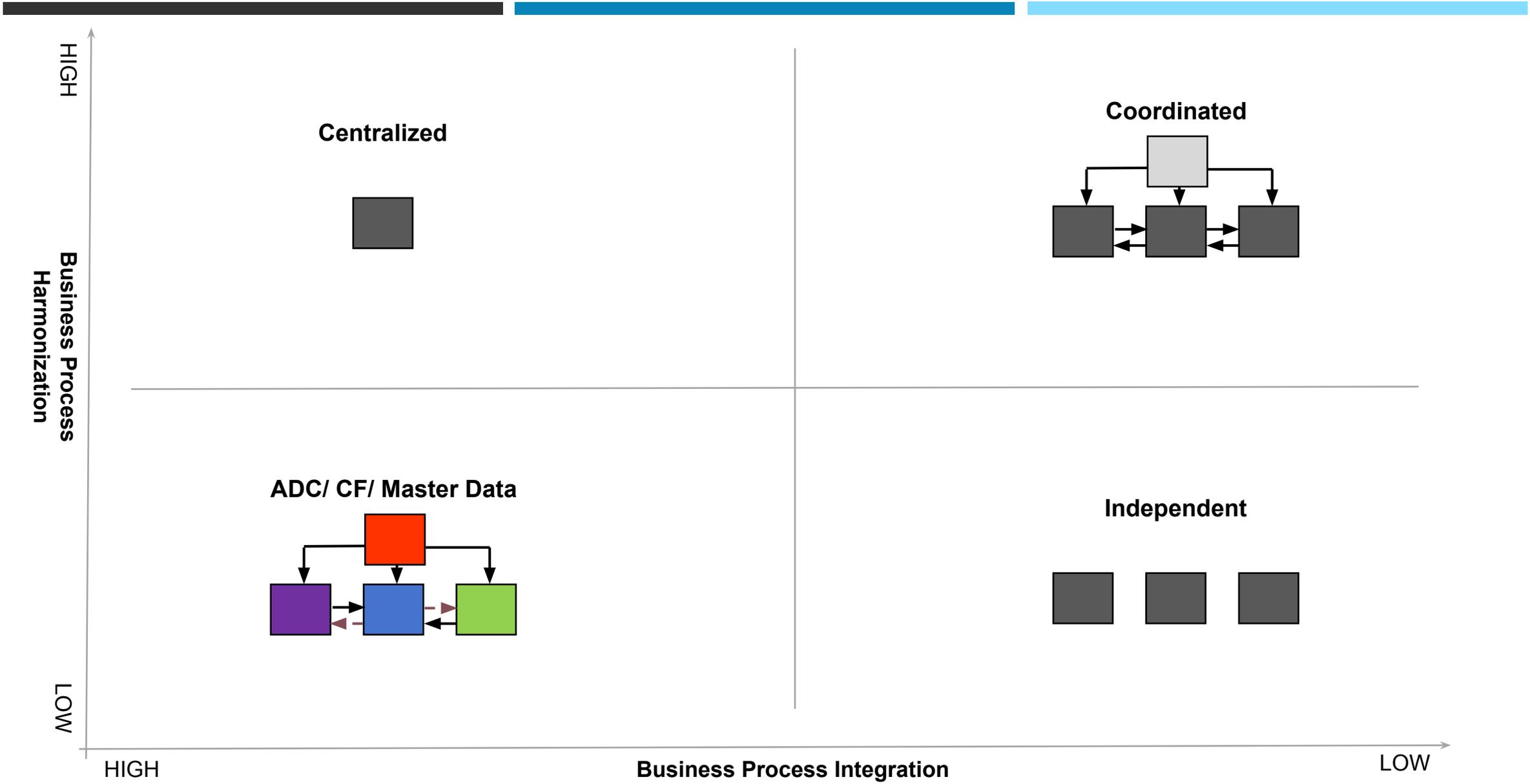
Use
Automation

2

Continuous
Change

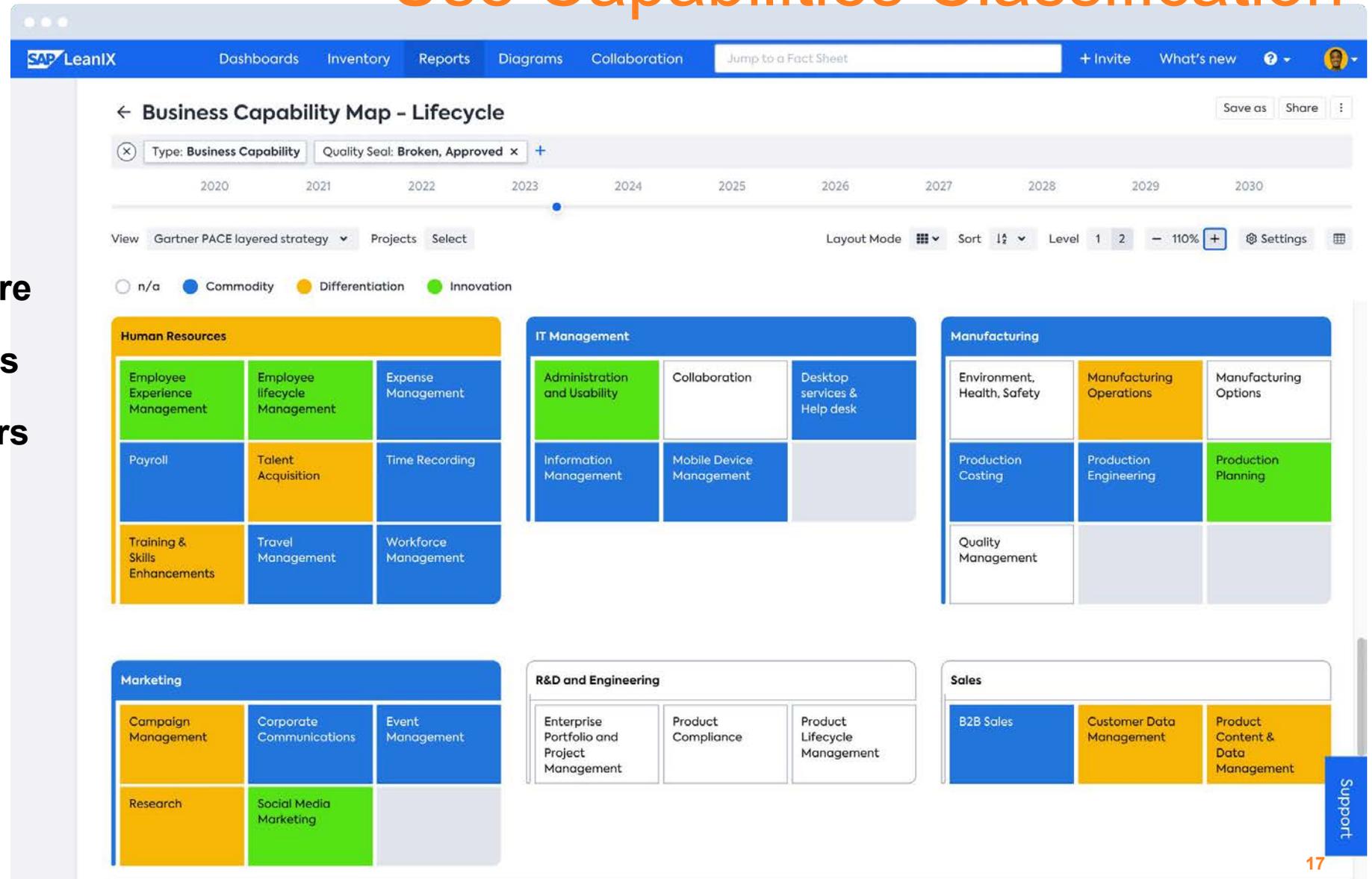
3



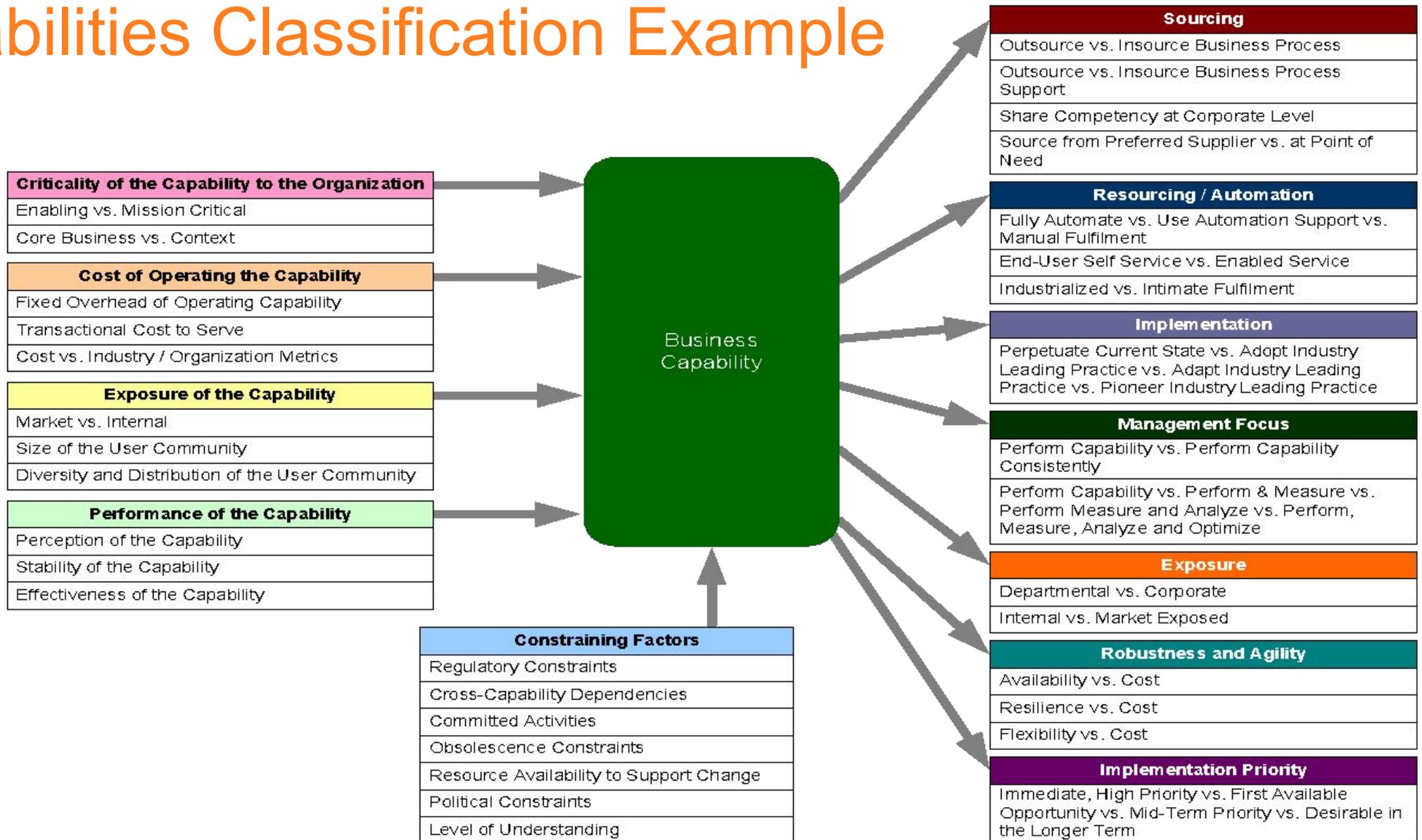


Use Capabilities Classification

- Model Based Architecture
- Use SaaS vendor models
- Partner with stakeholders



Capabilities Classification Example



Understand Realization Variant's Implication

- ✓ Identify Realization Options
- ✓ Review the impact on the process
- ✓ Redesign and optimize processes
- ✓ Asses the implementation

SAP LeanIX Credit Management (Simulated Target State) 30%

Fact Sheet Subscriptions Comments To-Dos Resources Transformations Metrics Surveys Last Update (3 days ago)

Information 32%

Name & Description
Name: Credit Management (Simulated Target State)
Description: The creditworthiness and payment behavior of our business partners have an immediate eff... Show more
LeanIX v3 ID: 220000125

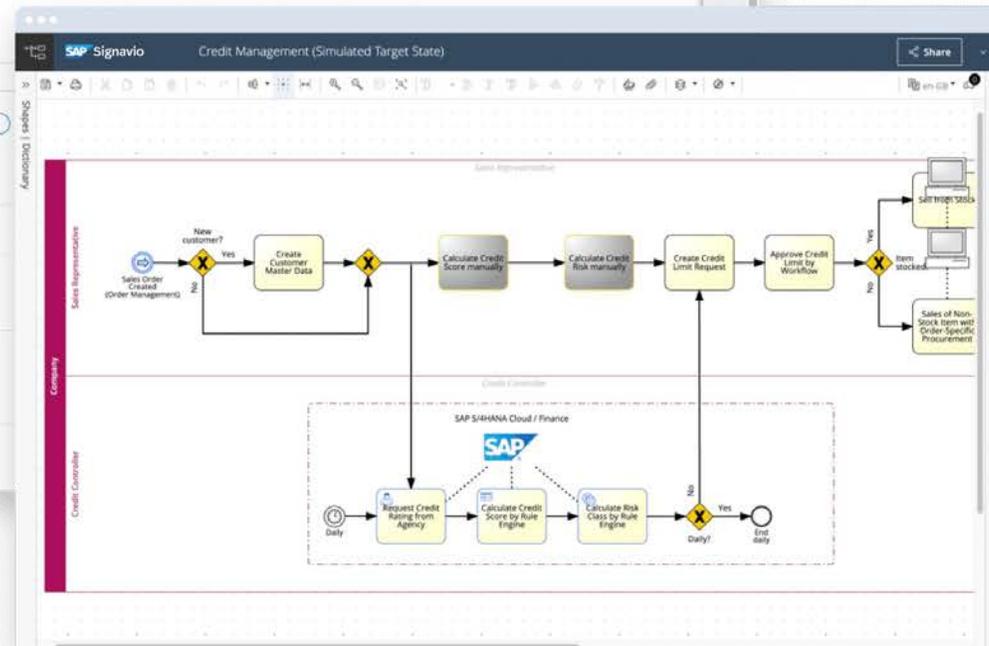
Signavio Details
Latest Signavio Publishing Status: false
Process Maturity: Medium
Signavio Process External ID: 32dc432d00ff49cbb7005ef952853677

Relations Explorer
Credit Management (Simulated Target State)
1 Required
2 Applications

Dependencies 25%

Reference 33%

Applications (2)
Which Applications support this Process?
SAP IRPA
Private Cloud PACE: Innovation Leading Global SAP Invest
SAP S/4HANA Cloud / Finance



Influence

- ✓ Customer Influence and Adoption
- ✓ Develop Personal Relationships
- ✓ Join User Groups (ASUG)
- ✓ Join Special Interests Groups
- ✓ Understand Partners and the Ecosystem



This is Where the SAP Community Finds Belonging

ASUG helps people and organizations get the most value from their SAP technology investments by connecting members to invaluable educational resources—so you can save time, avoid obstacles, and make the most of your SAP investment.

Your Membership Includes:

- Access to North America's largest SAP User Group
- Hundreds of in-person and virtual events, including local chapters
- Exclusive editorial content and research insights



Benefit from our Customer Influence Programs

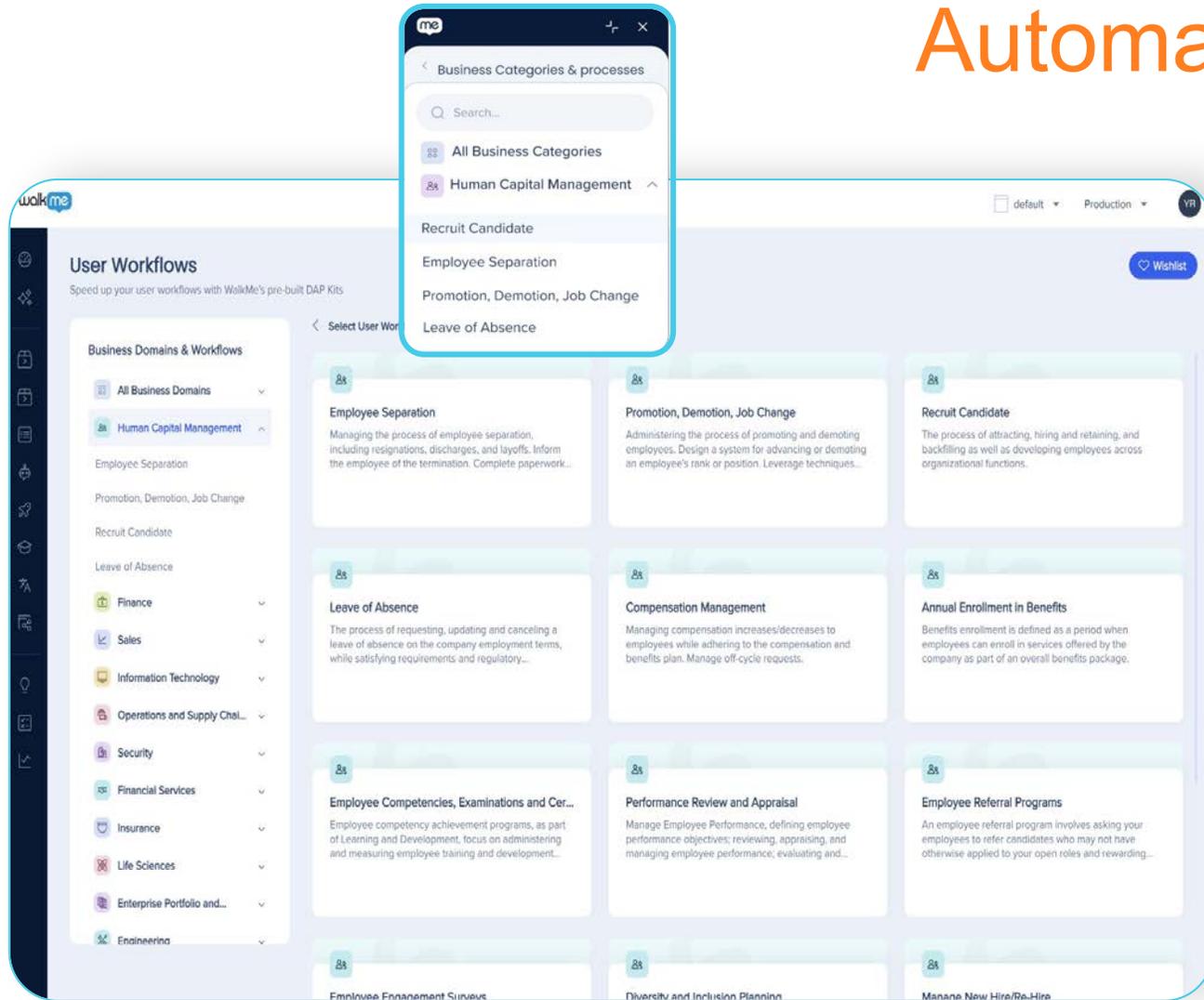
Learn how our Customer Influence programs allow you to influence and adopt SAP innovations throughout the product lifecycle, and explore current projects for each program.

- **SAP Continuous Influence** enables you to continuously suggest improvements directly to the product development teams.
- **SAP Customer Engagement Initiative** provides you with early insights into new SAP product development.
- **SAP Integration Experience Feedback** provides you the opportunity to experience the latest released integrated business processes and integration capabilities (Suite Qualities) on an SAP internal landscape.
- **SAP Beta Testing** lets you weigh in on a new product before it's released.
- **SAP Early Adopter Care** helps you deploy new innovations ahead of the competition.

Please find more information about every program below.



Automate and Manage Change



- ✓ Understanding the need for change
- ✓ Implementation planning
- ✓ Communication and engagement
- ✓ Support for affected individuals
- ✓ Monitoring and evaluation



Align Model

1

Classification of Capabilities
SaaS Model Alignment
Impact Analysis

Use Automation

2

Model-Based Architecture
Change Management Automation
Impact Analysis Automation

Continuous Change

3

Strategic Change Readiness
Operational Change Management
Use Reference Systems



Thank you!

michal.harezlak@sap.com

