

From Insight to Action - Real-time Enterprise with SAP HANA

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Information is Exploding



In-memory computing technology impacts velocity, volume, and value

1,125x



Faster reporting speed

Global Steel & Mining Company



Millions of



Records on 140,000 materials calculated, planned and analysed in minutes

Global Natural Resources Company



89%

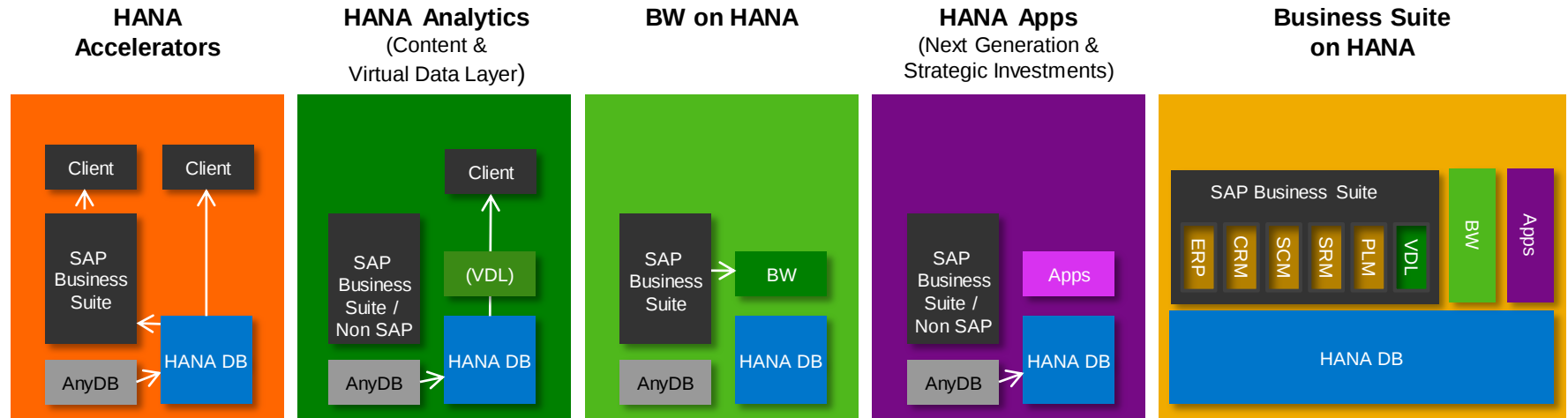


Overall Equipment Effectiveness

Primary Metal & Mining



SAP HANA Innovation Overview



Side-by-side scenarios

In seconds:

Accelerating existing transactions of the Business Suite

Customer Examples:

- Ferrero S.p.A. – COPA RDS
- Colgate-Palmolive – COPA Custom Solution; TPM on HANA

More Insight:

Exploring data loaded from Business Suite on any level of detail

Customer Examples:

- Adobe Systems Inc. – Ops. Reporting RDS
- Yoke Industrial – Ops. Reporting RDS

Supercharged BW :

Fasten up your BW without disruption

Customer Examples:

- Lenovo – BW on HANA
- Hilti – BW on HANA

Innovation:

Functional applications natively built on HANA, with an without Business Suite integration

Customer Examples:

- Bosch Siemens Hausgeräte GmbH – Cash Forecasting
- Centrica – Smart Meter Analytics

Integrated scenario

All in One – Ultimate:

Business Suite solution fully integrated with and optimized for HANA as database

Customer Examples:

- Manufacturing Customer – Business Suite on HANA
- Primary Metals Customer – Business Suite on HANA

SAP HANA for Metal and Mining

Value Proposition



Maximize return on assets and increase production volumes; increase revenue, improve margins and profitability

Manage the intersection of mine planning, asset lifecycle management and operational performance for each asset.

Initiate and manage capital and operational projects; align and measure against business objectives.



Optimize constrained supply chain assets; increase volume shipped

Provide instant insight into and simulation of supply chain availability and capacity based on planned and actual mine and mill production.

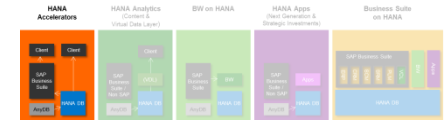


Improve asset availability and decrease labor and component costs; maximize return on assets

Increased detail for production and operational data enabling advanced condition monitoring and predictive maintenance resulting in optimised maintenance spend.

SAP CO-PA Accelerator

Line of Business: Finance

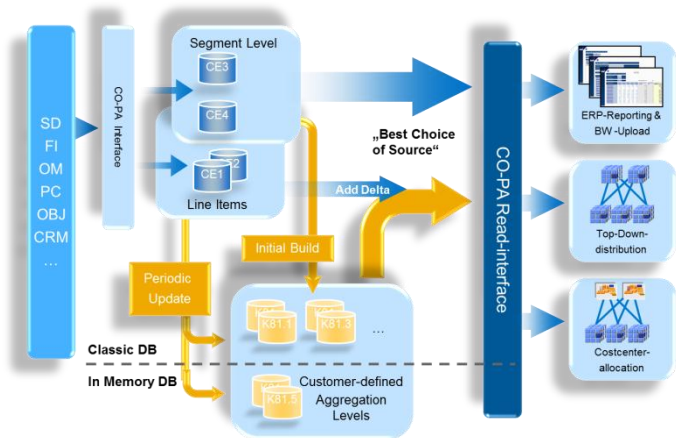


Capabilities

- Real-time access to massive amounts of profitability data
- Unlimited multi-dimensional analysis of CO-PA data
- Accelerated cost allocation process
- Flexible and unconstrained profitability reporting through CO-PA and SAP BusinessObjects BI tools
- Rapid, non-disruptive deployment

Key Benefits

- Speed of profitability reporting helps accelerate financial performance and efficiency
- Powerful insights unlock opportunities to maximize profitability
- Empowered users with access to trusted data to optimize profitable business decisions
- Instant time-to-value with low cost of ownership



Provides real-time, flexible insights into customer & product profitability

SAP HANA @ Provimi

Executive overview

Company

Provimi Holding

Headquarters

Rotterdam, The Netherlands

Industry

Consumer products –
agricultural feed

Products and Services

Animal nutrition solutions,
services, and expertise

Employees

7,000

Revenue

€1.5 billion

Web Site

www.provimi.com

Partners

Capgemini Nederland b.v.

Every Angle Software
Solutions BV

BUSINESS TRANSFORMATION

The company's top objectives:

- Leverage recent investment in global rollout of SAP® software by enabling the business with real-time analytics
- Accelerate responsiveness across all business functions
- Increase system performance

The resolution:

- Implement the SAP HANA™ platform in conjunction with controlling and profitability analysis (CO-PA) and operational reporting in a nondisruptive manner
- Use a rapid-deployment solution to deliver within 3 weeks
- Leverage Capgemini for implementation and Every Angle for operational expertise

The key benefits:

- Incremental cost savings and operational excellence
- Reduced cycle time for repetitive financial processes
- Empowerment of the business with insight through interactive analytics

TOP BENEFITS

€**.5**

Million working capital
reduction within a week

15,000x

Faster analysis
and insight

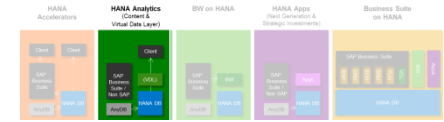
40%

Shorter monthly close
anticipated

“3-3-3 for SAP HANA: in 3 days, we successfully completed a proof of concept using our own CO-PA data; in 3 weeks, we were live and running; and within 3 seconds, we now run any CO-PA analysis.”

Rogier Jacobs, CIO, Provimi Holding

Profitability Analysis for Mines with SAP HANA



Description

Drill-down analysis of Mine and Mill profitability combining reserve, asset, logistics, production and operations data with financial data

Current situation

Due to the large amount of data from different systems it is difficult to align required grades, capacity and mine and mill plans and actuals with customer demands to optimize profitability.

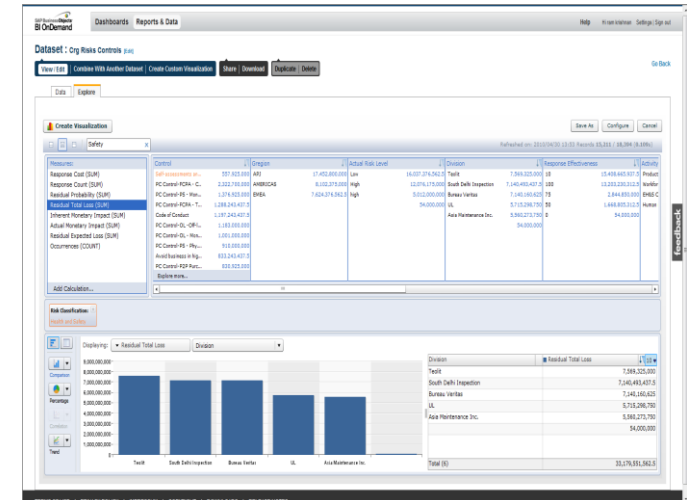
Value proposition

Finally able to use the complete data sets from reserves, mine planning, production, quality and asset management to gain a deep understanding of the cause of production and operational issues and align with customer demands.

Result

Deliver increased volumes to meet customer expectations and reduce issues cause by not meeting volume or quality specifications

Note: All timing estimates are for anticipated general product release dates and are not indicative of the products being HANA ready



Available with:

Future or custom-made

back

SAP HANA at Essar Group



Company or Organization

Essar Group

Headquarters or Location

Global; Mumbai, India

Industry

Conglomerate: Primary Steel, Oil & Gas, Construction

Products and Services

Primary Steel, Construction

Employees

> 75.000

Revenue or Budget

> € 12 Billion (USD 17B)

Web Site

<http://www.essar.com>

Implementation Partner

SAP

Essar Group

Primary steel company with operations in oil & gas exploration, power, mobile networks and construction.

Essar Projects – a Project Variance Report

Essar Projects is a global engineering, procurement and construction (EPC) company that offers strong capabilities in engineering, sourcing, construction, fabrications and project management to both the Essar Group and the outside world.

The company's business issue

As all of their projects are Capex oriented (material, infrastructure), they need to be monitored closely and constantly to maximize the margins for the individual projects. Ideally, they wanted real-time visibility into project financials and the planned vs. actual values of a contract/project. Essar had originally developed a custom report in their current landscape for doing project valuations that computes the margin, cost, revenue comparison of the original contract against the anticipated planned and actual values for a project. This report currently takes a 15 hr run and the IT team took 5 months to develop the system.

The Resolution

Transition the reporting platform to SAP HANA Platform.

The result

The entire process scenario was done in HANA within 1 week and the report takes 48 seconds to run.

ERP reporting

Takes 15 hour to run the custom report

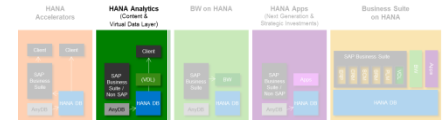
HANA reporting

Response time 48 seconds

“Apart from 40/15 hours to 48 seconds which is awesome, another major take away is the BO Explorer. Here there was a great flexibility to drill down to the individual data elements from the explorer at near real time, which was not feasible in the conventional BO dashboards. I am pretty impressed with the work your team did in crunching the 6 months effort to 8 days in rebuilding the query in HANA and reducing the 40/15 hours to 48 seconds by HANA”

CIO, CM Ram, Essar Group

Overall Equipment Effectiveness Overview



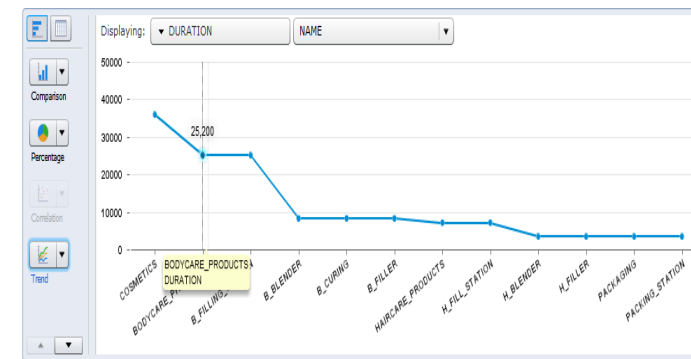
Description

OEE is a Plant Performance Management Solution with:

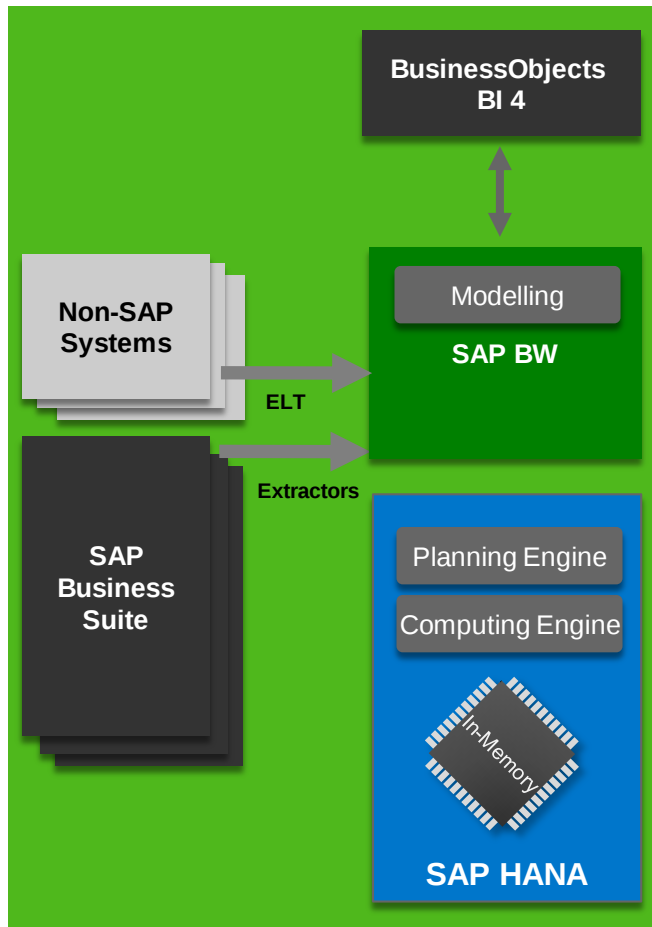
- Universally accepted set of metrics in mining and processing.
- Clear focus to the key success drivers for mining enterprises (Quality, Availability and Performance)
- Analytical capabilities to analyze the root causes for performance losses

Benefit

- Reduced mining and processing cost through waste reduction
- Maximized return on capital investment by improving asset utilization
- Increased volume shipped and customer satisfaction by constant monitoring on Speed of Production and Quality
- Continuous improvement of mining and milling performance



SAP BW powered by SAP HANA



SAP's strategic Enterprise Data Warehouse solution using SAP HANA as the underlying in-memory database including complete DBMS capabilities

- SAP HANA In-Memory platform replacing the traditional relational database system for SAP BW
- SAP HANA-optimized DataStore Objects
- SAP HANA-optimized InfoCubes
- In-Memory planning engine powering planning and simulations
- Consumption of HANA artifacts created via HANA studio
- BW staging from HANA

SAP HANA at Surgutneftegas

SURGUTNEFTEGAS
OPEN JOINT STOCK COMPANY

Company or Organization

Surgutneftegas

Headquarters or Location

Russia

Industry

Oil and Gas

Products and Services

Oil products

Employees

> 100.000

Revenue or Budget

US\$ 19 Billion

Web Site

<http://www.surgutneftegas.ru/en/>

Implementation Partner

SAP

The company's business issue

- Stock analysis and stock forecasting for entire range of materials (~ 140.000)
- Ensure in-time delivery of needed material and avoid out-of stock situations
- Determine value of stock
- Existing solution with long processing time (>12 hours)

The resolution

- Stock analysis and forecasting based on HANA

The result

- Significant reduction of reporting time (several seconds for single material, couple of minutes for the entire stock overview and forecasting)

"We use about 140,000 different materials, which creates several million records per year which have to be analyzed to determine which materials should go to which locations. With SAP in-memory computing technology we can manage the provisioning and delivery of material and technical resources. I am convinced that this technology has a great future."

Rinat Gimranov, CIO; Surgutneftegas

BW reporting

Load 10 hours

Calculation 2 hours

Refresh 10-20 seconds

HANA reporting

Adhoc query for a single material < 5 seconds

Calculation for 5 months < 20 minutes

Real-time Condition-based Maintenance with SAP HANA



Description

Large amounts of sensor data analyzed in real-time to monitor equipment health and predict issues before they turn into real problems

Current situation

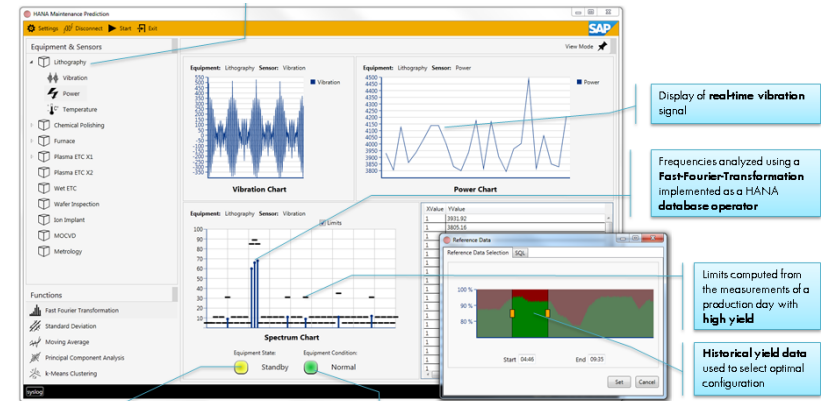
Fixed and mobile equipment maintained on a periodic schedule regardless of actual equipment condition

Value proposition

Capture continuously streaming sensor data to predict failures, declining quality and optimizing utilization

Result

Reduced downtime, higher quality output, higher yield with less maintenance expenditures



Available with:
SAP HANA 1.0 SP3

Predictive Maintenance on SAP HANA



Typical Business Challenges

- Current maintenance strategies that are based on time based replacements or repair are highly inefficient
- Condition based maintenance strategies can offer an efficient alternative that can have large impact on availability of assets,
- Efficient condition based maintenance needs careful trend analysis so that inspection frequencies are optimum and assets have lowest risk



SAP In-Memory Computing

Preview

Needs

- Normal inspections and condition records have large volume of interdependent data points with complex relation between them. Recording them and analyzing them in real time brings significant impact on assets performance.
- Normal preventive maintenance also have impact on trend s in recorded conditions. Analyzing such interdependencies can be challenging but can give more accurate estimates of time between potential failure and actual failure.
- Such analysis needs multiple attributes of asset and corresponding interrelations. Such evaluation needs in memory based real time evaluation.

SAP In-Memory Computing - potential business impact

- Processing of large volumes of structured as well as unstructured information and prepare predictive strategies to manage assets
- Provide open interface to external statistical model that can provide risk based optimization for asset management strategies

Expected benefits

- Reduced time based maintenance
- Reduced planned down time
- Improved asset utilization
- Reduced unplanned breakdown or failures

SAP Supplier InfoNet



Description:

A cloud-based business network solution for monitoring and predicting supplier performance and minimizing supply chain disruptions

Capabilities

Proactive notifications of deterioration in supplier performance and significant news events pertinent to your supply base

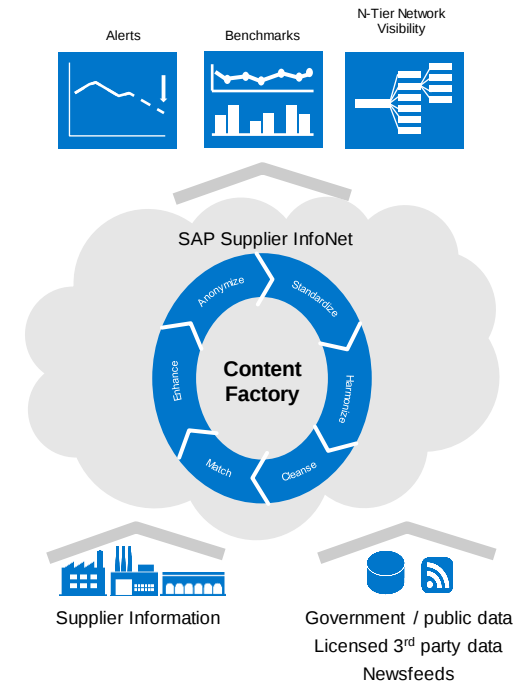
Performance benchmarks comparing supplier KPIs to performance of others in the network

Multi-tiered network visibility – Leverage business social networking tools to gain visibility into risk embedded in supply base

Predictive analysis to identify potential future supplier issues leveraging enterprise performance data and 3rd party content (e.g. supplier risk rating)

Key Benefits

- Proactively monitor and mitigate supplier risk
- Minimize supply chain disruptions
- Achieve best-in-class supply base
- Secure extended supply chain



Customer-Specific Solutions Powered by SAP HANA

In-Memory Computing with SAP Custom Development

Our Offerings

Development of customer-specific solutions

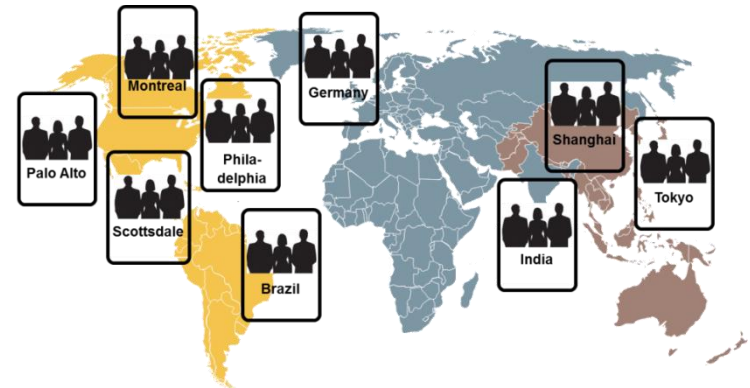
- Based on SAP HANA
- Integrated into your process landscape
- For transactions, analytics, prediction, optimization

Accelerate existing applications

Extend HANA-based solutions



Our Experience



Global network of experienced developers.
Combining SAP HANA expertise with deep application
& industry knowledge.

Your Advantage

Business Success

Combining the speed of SAP HANA with your unique processes to build differentiating solutions that help you to stay ahead of the competition

Fast Time to Value

Delivering your solutions fast with SAP developers who know SAP and latest technologies best

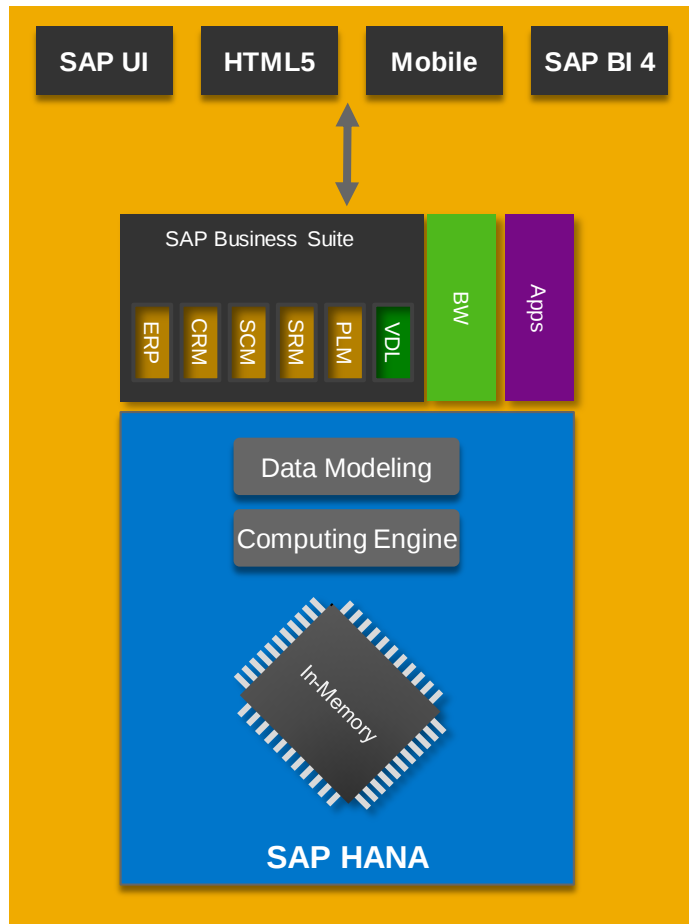
Protect Investment

Ensuring your solution runs smoothly over time by offering maintenance, aligning with SAP future product and technology roadmap, and leveraging SAP development methodologies

SAP Business Suite powered by SAP HANA



Preview



SAP HANA is used as database and foundation of SAP Business Suite and applications

- **Insight like never before** – explore all data inside the business suite instantly and at any level and make operational reporting a business self service
- **Agility like never before** – streamline processes by turning batch in online and changing the way processes run in todays suite
- **Innovation like never before** – leverage the HANA platform to drive side-by-side innovations to the suite, sharing data and platform
- The story will start with ERP on HANA for some selected pilot customers end of 2012

Top ten reasons why customers choose SAP HANA

Bringing your company to the next level

1

All Data

Manage massive data volume at high speeds

2

Any Source

Gain insights from structured and unstructured data

3

Real-Time

Enable real-time interactions across your value chain

4

Analysis

Unlock new insights with predictive, complex analysis

5

Applications

Run next-generation applications

6

Cloud

Step up to the world's most advanced cloud

7

Innovation

The ultimate platform for business innovation

8

Simplicity

Fewer layers, simpler landscape, lower cost

9

Value

Innovation without disruption adds value to legacy investments

10

Choice

Open choice at every layer to work with your preferred partners



Thank You!

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