

# Design a Successful Digital Enterprise with End-to-End Data Management

Snehashish Sarkar, Chief Information Officer, Varian Medical

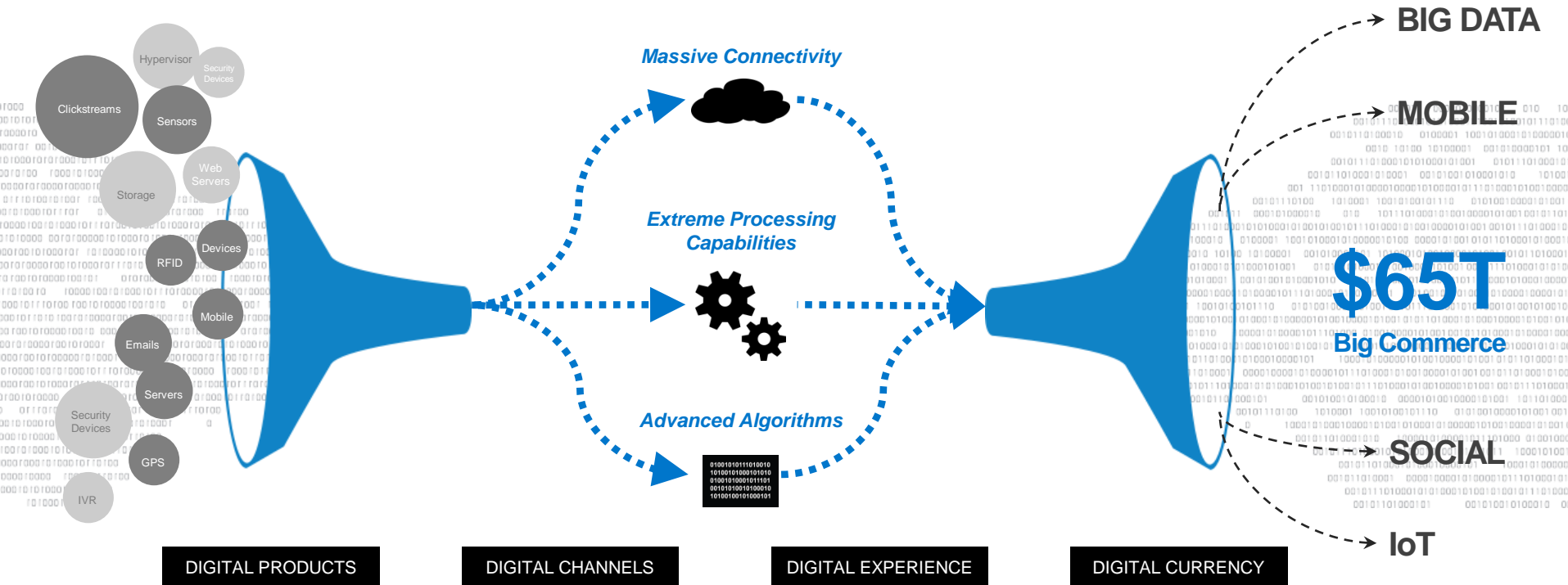
#SAPPHIRENOW

Public



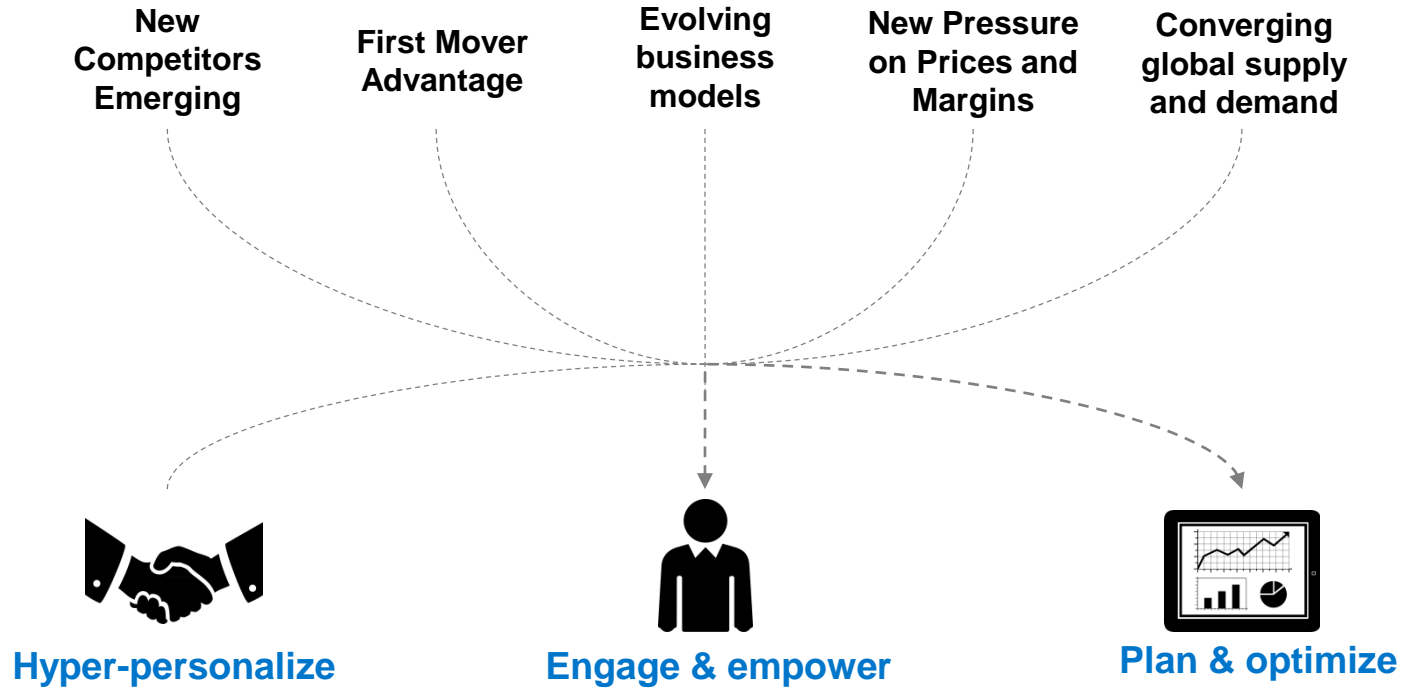
# New Technologies. New Opportunities.

Even in slow economic recovery the Digital Economy is showing healthy growth



*DIGITIZATION MARCHES ON.*

# New Challenges, New Rules Of Engagement



# Balance The Demands for Real-Time Experience

## Innovate in fluid & fast way

Develop consumer-grade capabilities at high speed



## Maintain safe & solid option

Guarantee service levels

Systems of Innovation

Systems of Differentiation

Systems of Record

*Delivering an enriched customer experience requires a new digital architecture running alongside legacy systems – McKinsey, Dec 2014*

# VARIAN MEDICAL SYSTEMS INC.

Snehashish Sarkar  
CIO

May 4, 2015



# Content

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- Overview – Varian Medical Systems
- Addressing Business Challenges
- Landscape Optimization
- Business Benefits

# Overview – Varian Medical Systems

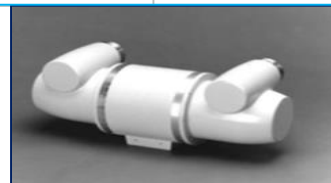
Varian Medical Systems' mission is to focus energy on saving lives. By partnering with customers and others, the people of Varian develop leading solutions for advancing cancer treatment, radio surgery, X-ray imaging, and security.

- Help save millions of life globally every year
- FY 2013 Revenues ~\$2.9 B
- 6,500+ employees
- Manufacturing sites –North America, China, Europe
- 60 Sales/support offices globally

## Oncology Systems

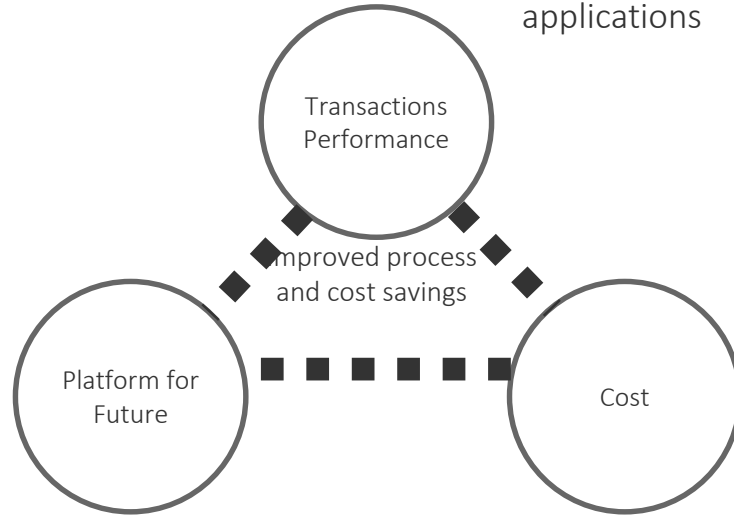


## Imaging Component Business



# Business Drivers

Complex and highly integrated Business processes dragging resulting in poor performance of core applications

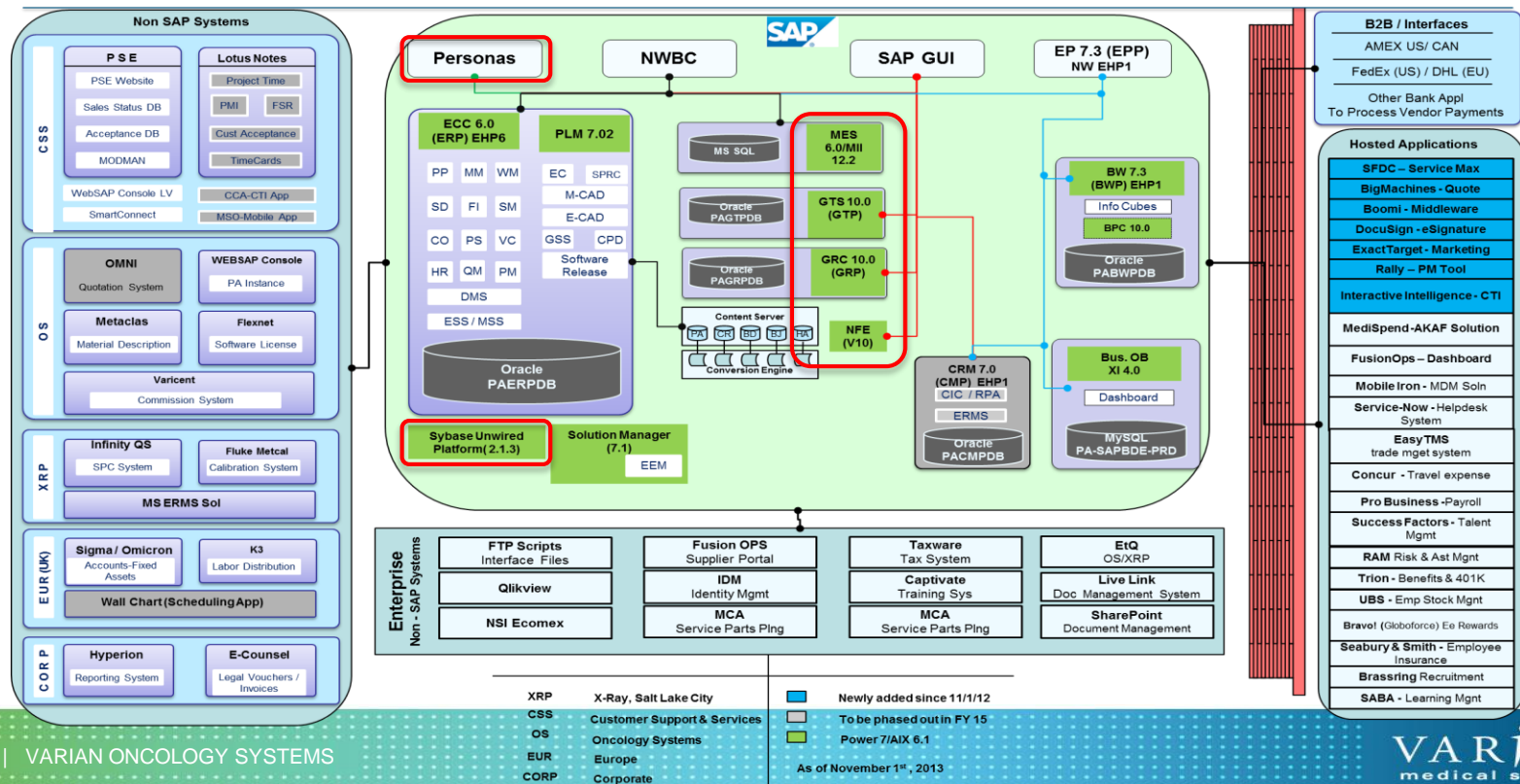


Real time analytics and improved user experience are now integral part of applications

Specialized hardware and multiple databases resulting in higher maintenance costs



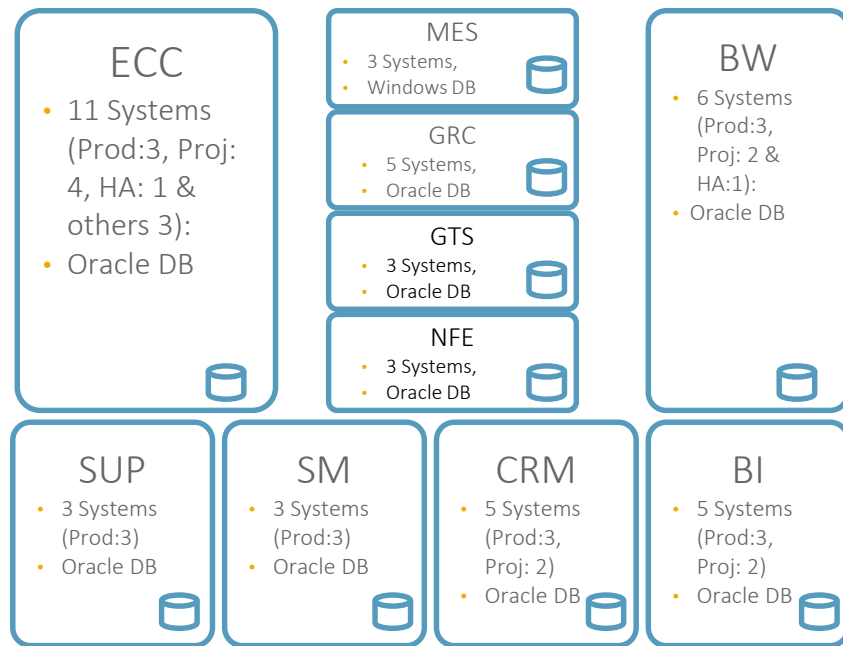
# Background of our Landscapes



# Background of our Landscapes

## Scope

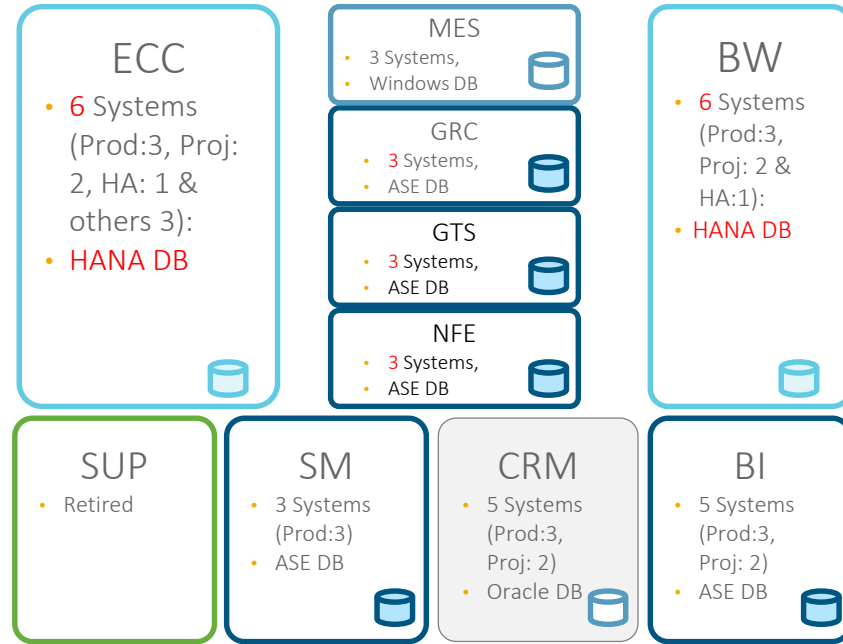
- Total # of Systems: 47
- Database
  - Oracle: 44
  - Windows SQL: 3
- Operating Systems:
  - Unix: 44
  - Windows: 3



# After SAP HANA and SAP ASE Migrations

## Scope


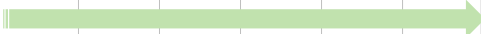
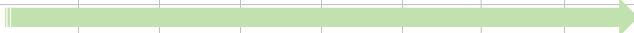


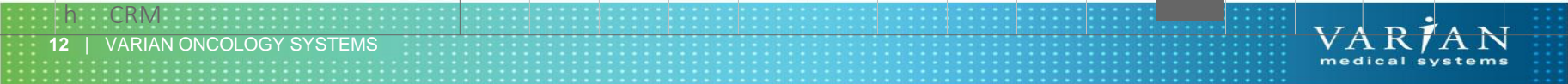
- Total # of Systems: 47
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## Journey HANA-ASE Migration

- Total # of Systems: 35
- Database
  - HANA : 12
  - SQL Windows: 3
  - ASE: 20
- Operating Systems:
  - AIX: 32
  - Windows: 3

# Timelines of our Migration and Subsequent Innovations

Year/Quarter*		2013				2014				2015				2016			
#	Project Tracks	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
1	Suite on HANA (ECC) 		POC	Preparation	1	2	3	4	5								
	a Optimization-Performance		<ul style="list-style-type: none"> <li>Migration and upgrade of all SAP landscapes from Oracle to HANA/ASE</li> </ul>														
	b FIORI-User Experience																
2	BW on HANA 																
3	ASE (Sybase) Migration 																
	a Business Object (BI)																
	b Enterprise Portal																
	c Solution Manager																
	d NFE (Nota Fiscal Eletronica)																
	e SAP Gateway																
	f GRC (Risk Compliance)																
	g GTS (Trade Compliance)																
	h CRM																
12   VARIAN ONCOLOGY SYSTEMS																	

- Performance: Harness the power of HANA by transaction optimization.
- Usability: Leverage HANA and FIORI to improve user experience.

# Benefits

## Performance Improvements

- Significant performance improvements due to HANA DB and continuous optimization of standard and custom transactions.

## Landscape Rationalization

- Reduced number of systems, Standardized operating systems, and potential improvement in backup and recovery process.

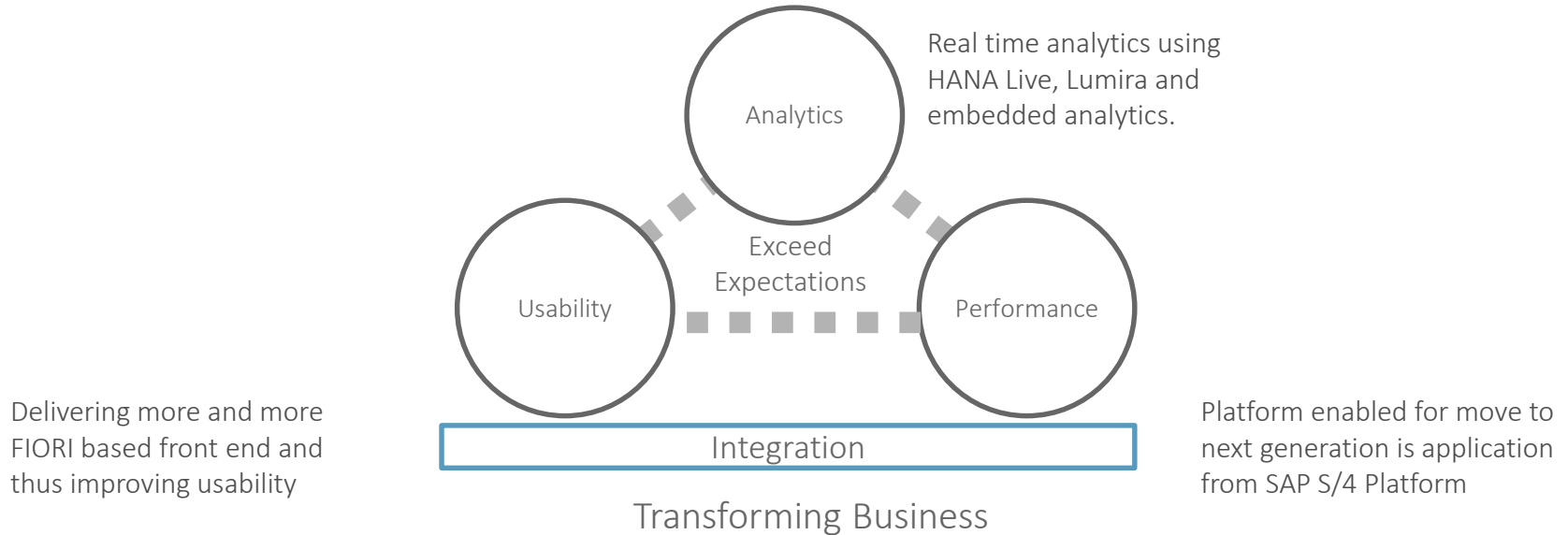
## Cost Optimization

- Database strategy redefined (HANA/ASE) and optimized DB cost. Removed the dependency on specialized hardware.

## Platform of Future

- Enabling embedded analytic (Lumira) and usability improvements (FIORI) using power of HANA.

# Benefits- Platform of Future



Along with integration and process improvements, our focus is in three critical areas: Performance, Analytics and Usability.

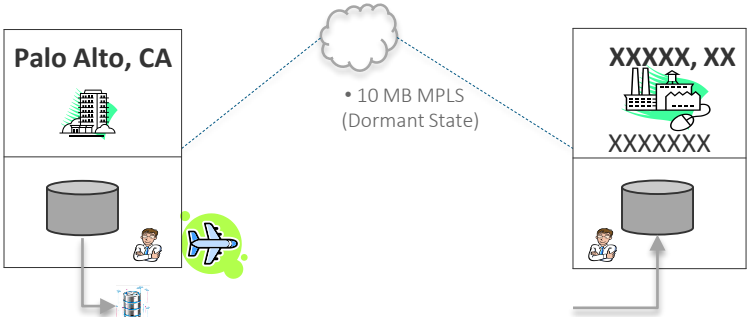
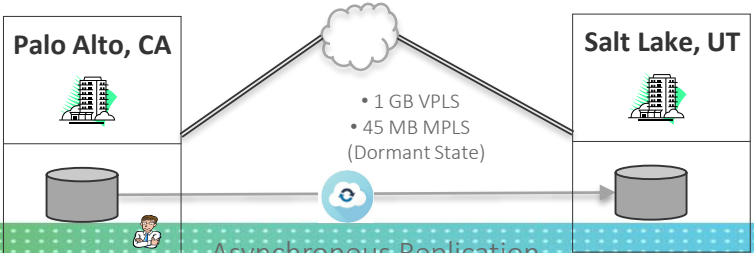
# Thank You!

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- (O): +1 650 424 6487

# APPENDIX



# Benefits- Landscape Optimization (Partial)

Options	Model	RTO	RPO
Current	 <p>Palo Alto, CA</p> <p>• 10 MB MPLS (Dormant State)</p> <p>XXXXXX, XX XXXXXXX</p>	48 hours	24 Hours
Proposed	 <p>Palo Alto, CA</p> <p>• 1 GB VPLS • 45 MB MPLS (Dormant State)</p> <p>Salt Lake, UT</p> <p>Asynchronous Replication</p>	4 hours	15 Min to an hour

Improving Services Level Agreements (SLAs) related to Disaster Recovery.

- Recovery time Objective (RTO) and
- Recovery Point Objective (RPO)

# Varian: Maximizing the Adoption of SAP HANA® with SAP® Enterprise Support

## Company

Varian Medical Systems Inc.

## Headquarters

Palo Alto, California

## Industry

High tech

## Products and Services

Medical devices and software for treating cancer and other medical conditions; software for managing cancer clinics and treatment centers

## Revenue

US\$2.9 billion

## Web Site

[www.varian.com](http://www.varian.com)



## Objectives

- Understand more about code pushdown – storing and utilizing business logic in the SAP HANA® database, rather than an application server
- Promote SAP HANA internally as the primary application platform
- Enable fast and efficient support operations for SAP HANA

## Why SAP

- Previous experience with the SAP® Enterprise Support offerings
- Value maps that give a clear path on the services best suited to specific needs
- Faster innovations with the SAP HANA platform
- Services and expertise included within an existing SAP Enterprise Support agreement

## Benefits

- Knowledge that can be applied to niche areas of SAP HANA
- Less time reacting and more time for innovation
- Savings on development consulting efforts and spending

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“The SAP Enterprise Support value map for SAP HANA gave us a clear view of the services we could use to be more efficient and faster with our SAP HANA adoption methods. This shaved 15% from our time and efforts on our SAP HANA deployment. The SAP HANA deployment best practices documentation from the SAP Enterprise Support Academy program showed us how we could ensure Varian development processes were aligned with best practices for future SAP HANA deployments, saving us approximately \$10,000. And we were able to work directly with SAP experts and receive guidance on how to best enable auditing on SAP HANA to ensure our regulatory requirements were met. Working with the value map experts for SAP HANA saved us approximately \$20,000 in specialized consulting requirements because we were able to get answers quickly to solve this not-so-common business challenge.”

Snehashish Sarkar, Director Enterprise Wide Engineering Applications, Varian Medical Systems Inc.

**15%**

Reduction in time and effort to deploy SAP HANA, thanks to SAP Enterprise Support value maps

**\$20,000**

Saved on specialized consulting by working with value map experts for SAP HANA

**\$10,000**

Potential savings on future SAP HANA deployments by aligning development processes with best practices