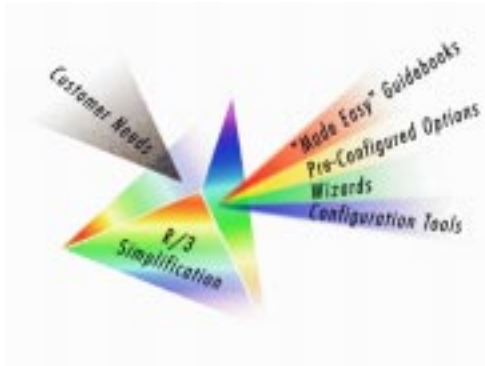


Simplify Your R/3 Implementation

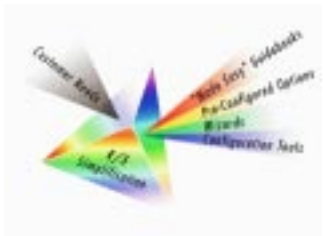


Mark P. Finnern
SAP Labs, Inc.



Contents

- Why Simplification ?
- The Team / Guiding Principles
- Products
- Product Roll-Out



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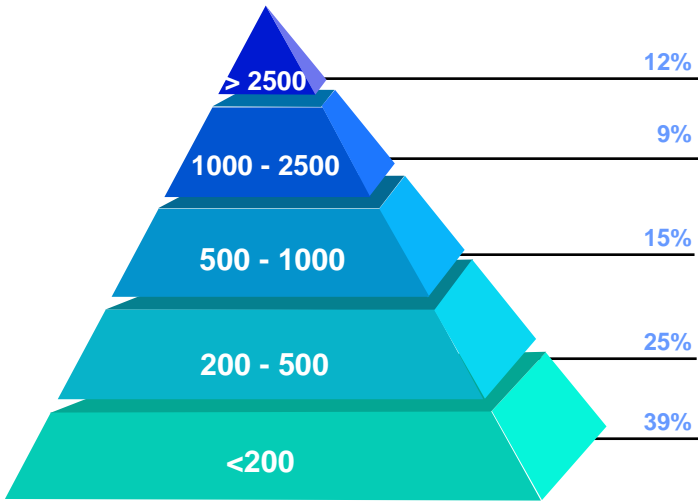
The need for Simplification



www.saplabs.com/simple



1997 R/3 US Installations by Customer Revenue Size



*Revenue in US\$ (Millions)



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What Does Simplification Mean to Our Customers?

- **Less Cost**
 - Small Project Team (Little Internal Cost)
 - Few Consulting Days (Little External Cost)
- **Less Elapse Time**
- **Ease**
 - Easy Understanding Of R/3 Issues
 - Easy, Pragmatic Solutions For R/3 Issues
- **But: Small-Mid Size Customers May Have Similar Business Complexity To Large Enterprises (With Smaller Volume)**



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Team Members



Oliver Mainka



Nihad Al-Ftayeh



Thierry Tung



Stefan Zengl



Mirjam Sonnlleitner



Heidi Schweickert



Kathy Bowman



Mal Booth



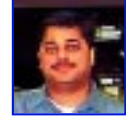
Gitta Streete



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Gary Nakayama



Marcy Altzman



Jaynene Vu



Veera Santhiveeran



Anil Jain



Elena Vernagelli



Sinisa Zimek



Cathrin Barsch



Rekha Krishnamurthy



Martin Luenzmann



Kurt Wolf



Different SAP Groups - Same Goal



Accelerated Solutions

Enhance R/3 Usability



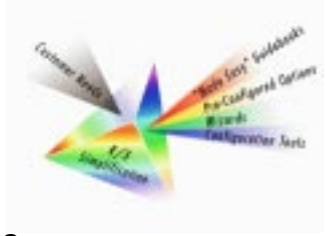
Lower Total Cost of Ownership

Product Requirements Planning Group +



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Simplification Groups Guiding Principles

- Total Customer Focus
- Success Monitoring
- Roll Into Standard R/3

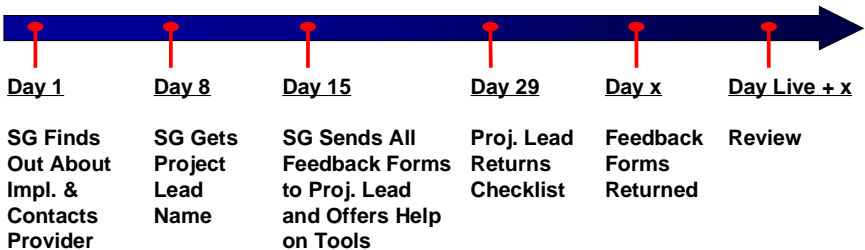
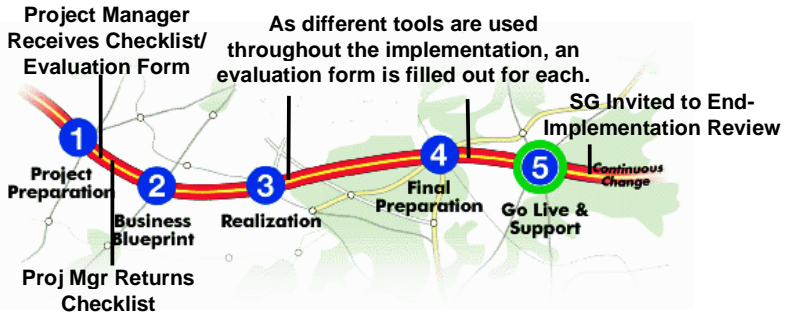


Principle “Total Customer Focus”

- **Emphasis on Direct Contact with Customers/ Consultants**
 - Customer Focus Groups
 - Goal: 20% of Time Spent Outside
 - Feedback workshops
- **Focus On US / Canadian**
 - CBS Customers
 - ASAP Customers
- **Results Largely Applicable to all SAP Implementations**

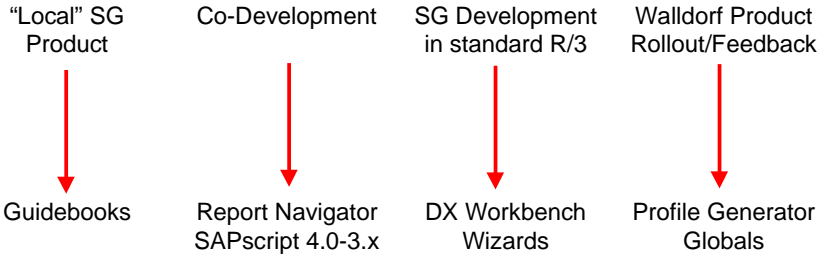


Principle “Success Monitoring”



Principle “Roll Into Standard”

Levels of Development Cooperation with Walldorf



Principle “Roll Into Standard R/3”

● Track Record

- US Forms
- Strategy Groups Document
- Questionnaires (ASAP, BE)
- Data Transfer Workbench
- Interface XA-DMI
- Client 000 Improvements
- Redesign Of Profile Generator
- Redesign Of Global Values/Transaction Variants
- Customizing Wizards



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The Biggest Ressource Eaters (Study By European Support Group)

1. Development of [Reports & Printouts](#) (22%)
2. Training of End-Users (17%)
3. [Project Management](#) And Misc. (16%)
4. Development of Interfaces & [Data Transfer](#) (11%)
5. [Configuration of the System](#) (10%)
6. Error Correction (6%)
7. Design of the [Authorizations](#) (5%)
8. [Transport Between Test & Production](#) (4%)
9. Design of Organizational Structures (3%)
10. [Installation of R/3](#) (2%)
11. Decisions (1%)























Implementation Accelerators I

Authorizations	Personalization
 Authorizations Made Easy Guidebook	 Globals
 Pre-Configured Activity Groups	 Personalization Overview
 Profile Generator	 SAP Shortcuts
Business Processes	 Session Manager
 Product Costing Scenario	 Transaction Variants
 Manufacturing Env. Matrix	Print Forms
 MRP Strategy Made Easy Guidebook	 Pre-Configured Print Forms (US/CA)
  Unified Modeling Language	 Printout Design Made Easy Guidebook
Customizing	 SAPscript 4.0 for 3.1 Customers
 Customizing Wizards	Reporting
 Understanding Overtime Schemas and Rules in Payroll and Time Evaluation	 Reporting Summary
 Wage Types Setup	 North American Reports (US/CA)
 Pre-Configured Client (US/CA)	 Reporting Made Easy Guidebook
  PP Material Master Setup	 R/3 Report Navigator
	 SAP Standard Reporting Tree

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Implementation Accelerators II

Data Transfer	System Administration
 Data Transfer Made Easy Guidebook	 rcPack (OSS Connection)
 Data Transfer Workbench	 Ready-to-Run R/3
 Third Party Conversion Tools	 System Admin. Made Easy Guidebook
  PP Work Center Data Transfer	 "System Landscape" How-To
Guidebooks	Phased-Out Accelerators
 Order Information	 Customizing How-To's
 Authorizations Made Easy	 "MM Account Posting" How-To
 Data Transfer Made Easy	 Questionnaires
 MRP Strategy Made Easy	
 Printout Design Made Easy	
  Reporting Made Easy	
 System Admin. Made Easy	



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Simplification Tools 1 of 4: Guidebooks

- Dec 96 - Sept 98 15,000 "Made Easy" Guidebooks Sold



Sample Chapter



Average Guidebook Savings

Tool	Total Days Saved	Dollars Saved	Satisfaction Rating 1-10
Authorization Made Easy	27	\$23,500	8.88
Data Transfer Made Easy	31	\$40,300	8.13
MRP Strategy Made Easy	17	\$9,375	9.00
System Admin Made Easy	20	\$19,500	8.8

Customer feedback:

If you folks keep writing **excellent manuals** like this you will ensure the long term viability of SAP R/3 by creating a huge base of SAP skill and knowledge. Keep up the excellent work!!!



Simplification Tools 2 of 4: Wizards

- Productive
 - MM Account Determination
 - SD Account Determination
 - SD Output Determination
 - SIS Setup (FCS 6/1/98)
- ScreenCam Demo



Simplification Tools 2 of 4: Wizards

- Customer Used “MM Acct Determination” Wizard, Savings
 - \$ 36K / 20 Elapse Days / Satisfaction Rating 10 out of 10
 - “Instead of going through a number of IMG steps, the wizard provides a very easy, one step, quick way of doing the first cut of a/c assignments. **It is a very good tool indeed!!**”
 - “I really like how easy it is to set up output determination [with the Wizard]! If the rest of configuration could be set up like this, **we could implement in nothing flat.**”



Simplification Tools 3 of 4: Pre-Configured Client/Company

- U.S. specific Configuration Including: FI/CO, AM,MM, SD, PP
- Starting Point for further Configuration
- Key Business Scenarios are running right out of the Box
- Ideal Client to test different Configurations



Simplification Tools 3 of 4: Pre-Configured Client/Company

- 97/98 Cumulative Numbers
 - 200 Known Customers
Satisfaction 8.3 out of 10
 - Average Savings
 - ◆ 14 Elapse Days
 - ◆ 21 Consulting Person Days / 35 Customer Person Days
 - ◆ \$ 50,000
- Optimum Software Solution, CBS-Provider, Jason Mausberg CFO: "The two week implementation time was only possible by using the PCC."



Simplification Tools 4 of 4: Report Navigator

- Survey Winter 97
- Number 1 problem “Can’t figure out what reports are in R/3”
- Development Activities
 - 4.5A Reporting Tree Improvements
 - Post 4.5A Much Better Tree
 - 4.0B Reporting Tree is available since October
 - Report Navigator for 3.X World



Compiled HTML file



Simplification Tools 4 of 4: Report Navigator

- Over 1500 CDs Shipped
- [The] R/3 Report Navigator can help a project a great deal when evaluating and discussing reports in each of the SAP functional areas. The amount of **time we spent** on my last project would have been **cut in half** by the use of this tool.... The drill-down capabilities make it easy to navigate through the package.



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Group Product Roll-Out

In Knowledge Corner



Monthly Infomail
(subscribe on web site)



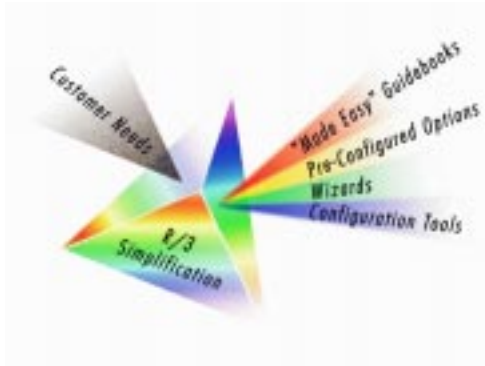
Tools Roll-Out via the Internet



<http://www.saplabs.com/simple>



Simplify Your R/3 Implementation



Mark P. Finnern
SAP Labs, Inc.

