ASAP 7 Methodology for Implementation

July, 2011
Presentation Objectives

Objective is to educate attendees about the updated and streamlined ASAP 7 implementation methodology and its expected use in the delivery of our projects.

Today’s presentation will cover these key topics:

- Understanding the rationale behind the new ASAP methodology and its benefits
- Describing the ASAP structure and taxonomy including the Business Add-Ons
- Reviewing the new concepts incorporated into the ASAP 7 methodology
- Accessing methodology content and supporting training materials
Agenda

Introduction

ASAP 7 – Key Concepts

ASAP Business Add-ons with example of Agile implementation

Enablement and Training

Closing
SAP Customer Expectations are Changing

KEY TRENDS

- Deliver Fast, packaged, low TCI offerings
- Holistic, quality implementations focused on quick time to value
- Insight optimization for fast access to information on a suite of devices
- Organizations want to see early and frequent confirmation on the delivery of benefits
- There is a need to demonstrate capability to solve customer pain points early

Enhanced visibility and measurable results
ASAP Implementation Methodology
Refocus for Success

Yesterday’s Focus

Testing
Configuration
Enhancements

Focus shift from project to value of program

ASAP 7 Framework

BUSINESS PROCESS MANAGEMENT
PROGRAM MGMT
SOLUTION MGMT
VALUE MGMT

Project Management and Implementation Centric
Solution and Value Centric
ASAP Methodology
Supports Multiple Lifecycles

**Process Lifecycle**
- BPM Method
- BPM Technology

**Application Lifecycle**
- Implementation Methodology
- Application Management System

**Project Lifecycle**
- Project standards aligned with PMI PMBOK
- PM Tools

**Value Lifecycle**
- Value Management
- Value Tools

**Process Owner**

**CIO**

**Project Manager**

**Business Unit Owner**
ASAP Implementation Methodology

New ASAP extends coverage to the **entire value chain**

*Embedded new content for Value Management, SOA, BPM, SAP Solution Manager*

*Significantly streamlined traditional ASAP content*

*Significantly revised content for areas like Blueprint, Testing, OCM, etc.*
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The six phases of the ASAP implementation roadmap cover the entire lifecycle of the project from Preparation through the Run phase.

- **Project Preparation**: Project formally initiated and planning commenced.
- **Business Blueprint**: Requirements gathered and conceptual design conducted.
- **Realization**: Solution built and the integration tested.
- **Final Preparation**: End-users trained and solution confirmed for cutover.
- **Go-Live and Support**: Solution confirmed and ongoing support operational.
- **Run**: Operability of the solution ensured.
The ASAP methodology is structured around key project work streams identifying the deliverables to be produced in each phase.

<table>
<thead>
<tr>
<th>Work Stream</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Management</strong></td>
<td>methodology administration of project planning, execution and controlling</td>
</tr>
<tr>
<td><strong>Organizational Change Management</strong></td>
<td>stakeholder management and organizational alignment</td>
</tr>
<tr>
<td><strong>Training</strong></td>
<td>project team and end user skills development</td>
</tr>
<tr>
<td><strong>Data Management</strong></td>
<td>legacy data migration and data archiving</td>
</tr>
<tr>
<td><strong>Business Process Management</strong></td>
<td>business process design and system solution build</td>
</tr>
<tr>
<td><strong>Technical Solution Management</strong></td>
<td>architecture and technical systems</td>
</tr>
<tr>
<td><strong>Integration Solution Management</strong></td>
<td>solution test deliverables, processes and procedures</td>
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</tbody>
</table>
ASAP Core provides:

- A deliverables-based LEAN work breakdown structure outlining project deliverables for a typical implementation project.
- For each deliverable a list of project roles involved in the work on the deliverable.
Value Management in ASAP

Implementing SAP ‘On Time’ and ‘On Value’

Benefits Analysis
- Compare customer practices with relevant peer groups
- Identify improvement opportunities

Value Mapping
- Identify process improvements with key stakeholders
- Select operational KPI’s and set targets
- Assign KPI owners
- Audit for Value Process Integrity

Design for Value
-蓝图团队使用Value Maps作为解决方案设计和过程优化的指导方针
- Value Coach支持项目团队确保蓝图整合了包含目标利益的项目变更
- Audit for Value Process Integrity

Value Audits
- Review how key design elements support targeted process changes
- Integrate with Change Management
- Measure progress (selected operational KPI’s)
- Audit for value process integrity and KPI / PPI validation

Ongoing Monitoring
- Governance for value
- Financial and operational KPI monitoring
- Annual benchmarking
- Apply Value Management concepts in future project
- SAP support on demand
- Audit for ongoing Value Realization
Q-Gates ensure that all key deliverables/actions of the gate have been completed in compliance with recommended practices and to the customer’s satisfaction.

Benefits:
- Build quality directly into the project
- Manage project expectations
- Monitor customer satisfaction
Solution Manager Use by ASAP Phase

SAP Solution Manager
Supporting Implementation Features

- Project Administration
- Issue Tracking / Monitoring / Reporting
- Roadmaps
Overview of Major Acceleration Techniques built into ASAP 7

**IP Re-Use**
- Best Practices / Preconfigured solutions
- Business Add Ons - Jump Start for Content & Solutions
- Project Launch – Sprint Team

**Solution Demo Approach**
- Early visualization of solution and development objects
- Iterative solution design process (workshop approach)

**Iterative Build**
- Value Based Roadmap and Product Strategy
- Incremental build and test cycles
- Frequent Q-Gates - Time boxed and inspected increments

**Parallelization of Services**
- Integrated Service Delivery
- Value Prototyping
- Rapid Deployment Solution
SAP has created a total of sixteen standards for key operations processes within a company’s business and IT units.

Each standard contains best-practice procedures on how to run the individual tasks, explanations on which tools inside SAP Solution Manager should be used, available training and services that support the adoption of the standard.

The implementation and optimization of these SAP Standards for Solution Operations are the key deliverables of the Run phase work packages.
How to access ASAP Methodology

**SAP Solution Manager**
- Content delivery of content to Customers via ST-ICO content Service Packs
- Provides access to roadmap and ASAP Business Add-on business implementation content
- Integration with Roadmap Composer enables SAP internal users to easily update content in Solution Manager as necessary

**SAP Service Marketplace**
- View only environment to access the ASAP and ASAP Business Add-ons
- Open to customers, partners and SAP consultants
- Users have ability to download individual accelerators or browse the roadmap content on-line
- SMP also provides download version of the roadmap
- No additional toolsets or authorizations required
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Closing
ASAP Implementation Roadmap
Business Add-Ons

- Standard deliverables
- Value-added accelerators, templates and samples
- Includes standard SAP Service references

- Modular solution or Industry specific extensions
- Activated as required by solution
- Leverages ASAP Core content foundation
- Enables as ASAP Flavors in the toolset

**ASAP Core**

Phase

Work stream

Deliverable

Sub-Deliverable

**ASAP Business Add-On**

Deliverable

Sub-Deliverable

Scenario “Demand Planning”

Process 1

Process Step 1
The 3 categories of Business Add-ons to ASAP

**Methodology, Governance and implementation technology Add-ons to ASAP**

Examples:
- BPM Strategy and Governance
- SOA Strategy and Governance
- SAP EA Framework for SOA
- Process Scanning Methodology
- AS-IS Analyze Methodology
- Agile Methodology

**Implementation Content industry and cross industry Add-ons to ASAP**

Examples:
- BI Architecture Design
- BI Reporting Design Deployment
- Point of Sales
- Duet
- Promotion Management
- Bulk Transportation Oil & GAS

**Small BPM/SOA Implementation Packages Add-ons to ASAP**

Examples:
- Social Media (Twitter Customer Service, and Marketing Campaign)
- Workflow on BlackBerry or iPhone
- Supply Network Planning (Master Data Cockpit)
- Sales on BlackBerry or iPhone
- OneTouch SOA@Banking Toolbox

More than 50 business add-on packages available.
Example: Agile Business Add-on to ASAP
Iterative approach to implementation

- **Project Preparation**
  - Determined project scope

- **Blueprint**
  - Prioritized project backlog

- **Realization**
  - Test / Review
  - Backlog review
  - **2-to-4 wks cycle**
    - Implementation
    - Modeling
  - Work product increment

- **Work product release**

- **Final Preparation**

- **Go Live Support**

- **Run**

Sprint backlog / Revised / prioritized backlog

Process-based composite application, business process, service or other functionality
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Closing
Certified SAP Associate Project Manager

Certified Associate Project Manager curriculum

PM Associate Certification

The curriculum includes ASAP 7 Methodology with strong emphasis on Value Delivery, OCM, BPM, SAP Solution Manager, and Run SAP end-to-end operations.
Certified SAP Associate Business Process Expert

Certified Associate Business Process Expert curriculum

BPX Associate Certification

The curriculum includes ASAP 7 Methodology and Governance Framework and the Business Add-ons to ASAP content

The curriculum is both offer as classroom training and as virtual training

Curriculum Map Legend

- Overview
- Essential
- Foundation
- Recommended
- Detailed
- Classroom Training
- Delta Knowledge
- Virtual Classroom Training
- Consultant Academy
- E-Learning
- Under development
- E-Learning (Online Knowledge Product)
- Certification
Certified SAP Professional Business Process Expert

Certified Professional Business Process Expert curriculum

BPX Professional Certification

The curriculum covers ASAP 7 Methodology and Governance Framework including the Business Add-ons to ASAP.

The curriculum is both offer as class room training and as virtual training
Community: BPM Webinars open to everyone

Register for the sessions on BPX community: http://www.sdn.sap.com/irj/scn/realworldbpm-webinars
Applying Real-World BPM in an SAP Environment

- Learn what BPM is and how to get started within and SAP context
- Benefit from a comprehensive compilation of use-cases from early adopters
- Discover SAP technology, methodology, performance metrics and governance

Managing your business processes wisely is key to stay ahead of your competitors! This book is your guide to implementing Business Process Management in all its aspects in your SAP centric business and IT: It explains how BPM and standard software work together, how to prepare your company for the project, and how to put technology, governance, and the philosophy behind it in action. Extensive use cases from well known SAP customers including technical and process details make this book a true real-world experience!

Available now!
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Closing
Transformation: The new drivers license to implement SAP solutions based on best practice, own practice and best insight

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<tr>
<th>SKILLS &amp; MINDSET</th>
<th>Process Orchestration by leveraging process based pre-built assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>METHODOLOGY</td>
<td>ASAP 7 provides a proven, comprehensive, repeatable and rich implementation methodology to streamline projects</td>
</tr>
<tr>
<td>TOOLS</td>
<td>Solution Manager, BPM Technology (Business to Model and Modeling to execution)</td>
</tr>
<tr>
<td>PROCESS BASED IMPLEMENTATION CONTENT</td>
<td>Content Packages: ASAP Business Add-ons, Rapid Deployment Solution and Content Component: Solution Manager content, Best Practice....</td>
</tr>
<tr>
<td>TRAINING</td>
<td>Education: ASA380, TBPM10, TBPM20, SOA200, EA100, VD100, OCM100, TEC001...Associate and Professional Certifications: Project Management, BPX, EA, TEC....</td>
</tr>
</tbody>
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Thank You!
Appendix
SOA KIT, an Add-on to ASAP

http://www.sdn.sap.com/irj/sdn/soa-kit
SAP Service Marketplace
https://service.sap.com/asap