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Your presenter

Jan Musil, SAP America
Global lead of SAP Project Management Practice
Presentation Objectives

- Introduce SAP Advanced Delivery Management approach
- Review key concepts of ASAP methodology
- Introduce ASAP acceleration techniques
- Explain how Agile is supported through ASAP
- Review Agile success stories
Introducing SAP Advanced Delivery Management: The New Way of Implementing SAP Solutions
With New Delivery Approach we …

… ensure the most **predictable and fastest** time to business value

… deliver the **integration** the business demands to start and grow without compromises

… **choose** from a modular ready to use portfolio of solution, deployment and pricing options

… **innovate** faster than competitors and leverage the full potential of the game changers

The How …

START
four variants with high effort of creation

MODULARIZATION
two configurable parts (modules)

RESULT
any number of variants possible with minimal effort

* Source: Porsche Consulting, "Caracho" 07, "Varianten Reichtum"
Saving Time and Costs with the **Right Mix** of Delivery Models

- **Blueprint** - up to 100% Savings
  - Fixed scope
  - Business Blueprint ready to validate
  - Best Practice processes modeled and described

- **Realization** - up to 50% Savings
  - Best Practices processes configured and documented
  - Delivery through transports and BC Sets
  - Operational Support Documents available

- **Testing** - up to 30% Savings
  - Test Case templates supplied
  - Operations support templates available

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SAP Advanced Delivery Management: Winner of

Implementation Projects

- Customer Service company completed SAP ERP implementation in 12 weeks.
- Manufacturing customer implemented SAP CRM solution in 16 weeks.
- Life Sciences company implemented SAP CRM solution in 13 weeks.
- Chemical company implemented Sybase Mobile Sales for SAP CRM in 7 weeks.
- Public Services Organization implemented SAP SRM and Master Data Management in 16 weeks.
- Pharmaceutical Company implemented SAP CRM in 15 weeks.
- Public Services Organization implemented SAP Learning Solution in 13 weeks.

“...SAP would not have won the Services deal had it not been for the Advanced Delivery Management approach. ADM (ERP FIS) was the deal maker for SAP services and a big part of SAP signing a group software deal as well....”

Trevor Harding, CIO, RainbowFoods

“The rapid deployment allowed us to implement the solution with minimal staff – our dedicated CRM IT employee started two weeks after going live...”

Craig Pedersen, Director of ecommerce, Hunter Douglas, Inc
Introducing ASAP 8 Methodology
ASAP 8 Methodology
One integrated framework for services and project delivery

- **Prescriptive and Comprehensive**
  Guided work procedures for project team, deliverables for project managers and accelerators for all users

- **Scalable**
  From Industrialized Services through A2O to Design-based Projects

- **Innovative**
  Agile, Design Thinking, Visualization, Cloud-based Deployment

- **Sound Practices**
  Project Quality Gates

- **Knowledge**
  Capture and Re-use

Delivery Methodology is fundamental cornerstone for prescribing delivery model for services and delivery projects.
## Acceleration Techniques Supported through ASAP

### IP Re-Use for Industrialized, A2O, Design Based
- Rapid Deployment Solutions
- Engineered Services
- Pre-defined Business Content, e.g. Process Library

### Solution Demo Approach
- Pre-Assembled Solutions / Validations
- SAP Application Visualization by iRise
- Show and Tell

### Iterative Build
- Value Based Roadmap and Product Strategy [Program]
- Agile - Incremental build and test cycles [Project]
- Frequent Q-Gates - Time boxed and inspected increments [Project]

### Parallelization of Services
- Integrated Service Delivery
- Value Prototyping
- Engineered Services
Agile ASAP
Lean and Agile – Changing Customer Expectations

Key Benefits

- Optimize Time to Value – deliver fast, packaged, low TCI offerings
- Improve Quality and Value to Customer – holistic, quality products and implementations focused on time to value
- Customer Focus – customers want to see early and frequent confirmation on the delivery of benefits
- Proof Points – there is a need to demonstrate capability to solve customer pain points early and frequently.

Enhanced visibility and measurable results
SCRUM Methodology – Leading Agile Approach
Agile in SAP – adjusted to fit internal or external use case

**LEAN and Agile in SAP Development**
- Customer centered products and solutions development.
- Improved development efficiency and employee satisfaction.

**Agile in SAP Implementations**
- Iterative implementation approach improving time to value.
- Close and frequent involvement of business users for improved solution acceptance.

**Agile in SAP Custom Development**
- Efficient development of customer specific solutions.
- High-touch iterative development approach.
Agile in Application Lifecycle Management
Delivery of Requirements via Release

Bite Size Pieces
- Business Needs
- Deployment Mode
- Roadmap
- Baseline Scope
- Backlog / Release Planning

Design Lean Blueprint
- Iterative Baseline Build
- Validation Gap Identification
- Prioritized Backlog

Implement in Sprints
- 2-to-4 wks iteration cycle
- Build, Document, Review, Unit / String Test

Integration Test
- Integration Test
- User Acceptance Test
- Non Functional Test

Deploy
- Build Release
- Execute Deployment
Agile ASAP Methodology

- Define & Analyze Scope
- Demo SAP Standard
- Baseline Build (Iterative)
- Backlog Delta List
- Implementation of Backlog Items in Iterations
- 2-to-4 wks iteration cycle
- Cloud-Based Quick Start Environment
- Partner Cloud

- Time

- Business Priority
- Release 1
- Demo
- Sprint
- Support
- Final Prep.
- Implementation of Backlog Items
- Organization readiness

- Release 2
- Sprint

- Project Prep
- Lean Business Blueprint / Design
- Realization / Build
- Final Prep
- Go-Live Support
- Realization / Build

- Project Management / Organizational Change Management / Data Management
ASAP 8 in SAP Service Marketplace - Demo

ASAP 8 – Agile

Organizational Alignment
The purpose of Organizational Alignment is to ensure a smooth transition process towards the new way of working. This includes the alignment of roles and responsibilities and activities to ensure that all employees are fully aligned to the goals of the project and organization.

WBS Dictionary Definition

Tasks:
- Execute Role Mapping and Transition Planning
- Conduct Sounding Board/Pulse Checks
- Communicate Sprint Scope and Plan (Iterative)
- Communicate Sprint Result (Iterative)
- Refine and Execute Communication Plan

Accountable
- Business Consultant
- Business Consultant
- Project Manager
- Project Manager
- Business Consultant

List of tasks with accountable role

Launch Accelerators

- OCM Role Mapping Template
- User Role Document Template
- Role Mapping with Business Guide
- OCM Role Mapping Workshop Guide
- Pulse Checks Sounding Board Guide
ASAP Agile project with Fast Track (IP Re-use)

- Largest independent tire retailer in North America; More than 800 stores in 24 states today
- An “Agile Shop” – wants to leverage agile approach going forward
# Agile ASAP: Business Value Focused Lean Blueprint

## Key components of Lean Blueprinting
- Lean documentation templates
- Iterative Baseline Build
- Solution Demo
- Visualization
- Focus on Business Value through-out
- Prioritized Product Backlog

## Agile ASAP: Business Value Focused Lean Blueprint

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## Process WS and Sol. Architecture
- Define & Analyze, Scope, Demo Standard SAP

## Iterative Baseline
- Evaluation & Demo Planning

## Business Priority Evaluation & Release Planning
Lean Blueprinting: Solution Validation Approach

**Iterative Approach** to Process and Solution Design driven by process de-composition

**Visualize, Engage, Stay Focused!**
- Improve collaboration and mutual understanding
- Mitigate risk to rework
- Allow for early buy in and incremental acceptance

**Reference Value**
- Provide Process, Value and Strategic Context
- Set Boundaries
- Tie to Business Case, Value Drivers

**Validation of SAP Solution**
- Show and tell SAP standard key design elements

**Delta Scope**
- New Business Models
- Process Models
- Solution Design
- Visualize

**Verify & Accept**
- Verify process & solution design
- Drive Acceptance

**GAP Identification**
- Capture business requirements
- Identify gaps to Standard

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Agile ASAP – Iterative Realization Phase

- **Product Backlog**
  - **Business Priority**
    - **Must**: Unit, Unit
    - **Should**: Unit, Unit, Unit
    - **Could**: Unit, Unit, Unit, Unit
    - **Would**: Unit, Unit, Unit, Unit
  - **Priority**
    - 01: 5 days
    - 02: 4 days
    - 03: 3 days
    - 04: 3 days
    - 05: 3 days
    - 06: 2 days
    - 07: 2 days
    - 08: 2 days
    - 09: 4 days
    - 10: 3 days
    - 11: 2 days
    - 12: 2 days
    - 13: 1 day
    - 14: 1 day
    - 15: 1 day
    - 16: 4 days
  - **Iteration / Demos**
    - **Sprint 1**: Unit
    - **Sprint 2**: Unit
    - **Sprint 3**: Unit
    - **Sprint 4**: Unit

- **Working Software**
  - **Epic**: Unit, Unit, Unit, Unit
  - **Integration Test**: Unit
  - **UAT**: Unit

- **Sign-Off**
  - (Organization readiness)

- **Time**
  - **Blueprint**
  - **Realization**
Let’s have a closer look at a Sprint

2-4 weeks

Objective: Potentially Shippable Software
ASAP Project Quality Gates are important also in Agile projects

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

** Text in red highlights the difference from standard ASAP approach
SAP Advanced Delivery Management - Use Cases with Agile

Design-Based with Agile (Standard Approach Possible)
- Project Prep
- Lean Blueprint
- Release 1
- Final Prep
- Release 2
- Final Prep

Assemble-to-Order with Agile
- Project Prep
- Deploy
- Agile Sprints
- Final Prep

Industrialized
- Start
- Deploy
- Run

*Engineered Effort*  *Non-Engineered Effort*  *Go Live*

* Realization of gaps might be delivered outside the scope of the fixed price A2O project
Global Company
Customer case – applying Agile methodology for prototype

Profile
• World’s leading international company operating on 6 continents

Expected Benefit
• Build prototype using iterative approach to clarify requirements through iterative approach and validation with business users

Project Scope
• Deployment of SAP Product Lifecycle Management Solution

Implementation Approach
• Use Agile Business Add-on approach during the prototype phase
• Follows proven ASAP implementation methodology enhanced by the customer to deploy the solution into the business
ASAP 8 is available on SAP Service Marketplace

Top-level access to ASAP on SAP Service Marketplace
https://service.sap.com/asap

Direct access to ASAP on SAP Service Marketplace
(Agile and Standard)
Key Take Away
Key Take Away

- Drive for better “Time to Value”; customers are looking for early confirmation that requirements can be met.
- SAP offers a proven set of Acceleration Techniques in ASAP methodology, including Agile techniques.
- Agile has been used successfully in SAP projects of various sizes and solution scope.
- ASAP helps to manage project risk through structured PM process including Quality Gates.
- Level of acceleration and approach need to be tailored to the customer’s situation and culture.
Additional Resources

Access to ASAP 8 on SAP Service Marketplace
http://service.sap.com/asap

ASAP Space in SAP Community Network
http://scn.sap.com/community/community/asap-methodology

SAP Advanced Delivery Management community
SAP Advanced Delivery Management

Ask Questions
Post your questions to the ASAP Methodology discussions in SCN community
Thank You!

Press *1 to ask question. Or type it in the chat window.

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