Agenda

What are SAP Rapid Deployment Solutions (RDS)?
What RDS are available today for the SAP GRC solutions?
Where can I learn more?
Today’s reality…

“Statistics state that up to 70% of IT projects run late, over-budget, or do not meet planned goals…Consequently, implementation risk is a critical factor…”

From “Introducing Packaged Solutions” by Michael Krigsman

„Now when companies think about implementing an application, they really want to implement an integrated solution“

Henry D. Morris, Senior Vice President of Worldwide Software and Services, IDC

"Customers today want choices in how they scope, configure, and deploy business software."

Peter M. Russo, Managing Director of Pierre Audoin Consultants
You want to…

… 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
SAP and a Global Partner Ecosystem offer Rapid Deployment solutions to meet specific business needs...

SAP RAPID DEPLOYMENT SOLUTIONS

**Software**
Quickly address the most urgent business processes

**Content**
SAP best practices, templates and tools make solution adoption easier

**Enablement**
Guides and educational material speed end user adoption

**Service**
Fixed scope and price provides maximum predictability and lowers risk
… which allow predictability, out-of-the-box integration and adoption choices as business demands

6 SAP RAPID DEPLOYMENT SOLUTIONS

Predictability
- Fast value in days/weeks
- Fixed cost and fixed best practice scope

Integration
- Integrated start and growth options
- Immediate and future IT and business processes landscape integrity

Choice
- Modular packages to meet specific business needs and allow individual adoption paths
- Flexible licensing and deployment options
What do SAP Rapid Deployment Solutions mean for you?

- Time-to-market of new business capabilities
- Ratio of service versus license costs
- Rate of change of TCO Reduction
- Ratio of IT budget versus revenue
- Ratio of initially defined versus delivered project scope
- Ratio of successful and failed projects
Agenda

What are SAP Rapid Deployment Solutions (RDS)?

What RDS are available today for the SAP GRC solutions?

Where can I learn more?
SAP® Access Control

Reduce access risk and fraud
Automatically detect and remediate access risk violations

Reduce the cost of access management
Streamline requests for multiple systems and embed preventative compliance checks

Reduce the cost of ongoing compliance activities
Automate compliance reviews of segregation of duties, critical access, and superuser privileges
SAP® Access Control

1. Automated, real-time access risk analysis
2. Closed-loop emergency access management
3. Streamlined user access management
4. SAP Access Approver mobile app
5. Integration with IdM systems
6. Comprehensive business role management
7. Automated periodic access reviews
8. Embedded SAP BusinessObjects reporting
9. Unified compliance platform
10. Rapid Deployment Solution (RDS)
SAP® Access Control Rapid Deployment Solution - live in approximately 7 weeks

- Automated, real-time access risk analysis
- Closed-loop emergency access management
- Streamlined user access management
- Comprehensive business role management
Technical Requirements

Software requirements

- SAP BusinessObjects Access Control 10.0 SP05 or SP07
- SAP GUI client
- SAP Solution Manager 7.1
- SAP ERP 6.0 Application Server ABAP
- SAP Best Practices Add-on
  - BP-CANW 702V[xy]
    - This Add-On contains the SAP RDS technical framework (e.g. BC-Sets, eCATTS, print programs)
  - BP-SOLBLD 70V[yz]
    - This Add-On contains the SAP Best Practices solution builder program
SAP® Access Control Rapid Deployment Solution – Solution Scope

- Automated, real-time access risk analysis
- Closed-loop emergency access management
- Streamlined user access management
- Comprehensive business role management
SAP® Access Control Rapid Deployment Solution – Solution Scope

Automated, real-time access risk analysis

- Upload the rule set with sample data
- Sample mitigating controls
- Sample data for risk owners
- Pre-configured mitigating control workflow
SAP® Access Control Rapid Deployment Solution – Solution Scope

Closed-loop emergency access management

- Sample firefighter IDs
- Sample owners and controllers
- Pre-configured log report workflow
SAP® Access Control Rapid Deployment Solution – Solution Scope

- Pre-configured provisioning workflows
- Pre-configured user access review workflow

Streamlined user access management
SAP® Access Control Rapid Deployment Solution – Solution Scope

Comprehensive business role management

• Sample business role
• Pre-configured business role approval workflow
• Role derivation
Key deliverables

What does SAP deliver?

• Installation check
• Workshop to confirm the pre-defined requirements
• Project documents: Work Breakdown Structure including a project schedule, Test Scripts and Scoping Questionnaire
• Activation and Unit Test of chosen packages for the SAP BusinessObjects Access Control rapid-deployment solution in the development system
• Knowledge transfer to key users on configured SAP BusinessObjects Access Control rapid-deployment solution system
• Support for going live

What do you have to do?

• Hardware Sizing
• Installation SAP BusinessObjects Access Control 10
• Business requirements
  — Rule set
  — Mitigations Controls
  — User Assignment
• Testing
More on Services…

1. **Start**
   - Prepare Project
   - Kick off workshop
   - Select Options
   - Check Installation

2. **Deploy**
   - Activate Solution
   - Confirm Solution
   - Acceptance Testing
   - Train Key Users
   - Set up Customer Data
   - Transport

3. **Run**
   - End-user Training and Organisation Change Management
   - Prepare Production
   - Project Sign-off & Support

Note: This slide represents a typical deployment. Exact details may differ according to solution.
Pre-defined Services for Rapid Deployment Solutions

Your path to Go-Live: fast, efficiently and at predictable cost

- Fixed-price Implementation Services
- Pre-defined Project Methodology
- Ready-to-use Accelerators

1. Start
   - Project management
   - Kick-off workshop participation
   - Preparing technical infrastructure
   **Accelerators / Deliverables**
   - Consulting Delivery Guide
   - Project schedule
   - WBS
   - Service Delivery Model, roles and responsibilities
   - Request for consultants template
   - Process descriptions
   - Process-flow-documents
   - Kick-off presentation
   - Consumption Guide
   - Pre-delivery requirements and checklist

2. Deploy
   - Solution Realization
   - Master Data Load
   - Refinement Workshop & Refinement Realization
   - Knowledge Transfer to Key Users
   **Accelerators / Deliverables**
   - Installation guide
   - Solution Documentation
   - Solution Manager content
   - Best-Practices content (pre-configuration)
   - Configuration activities
   - Consulting Delivery Guide
   - Implementation Content

3. Run
   - Performance Tests
   - End User Training
   - Sign off of solution
   - Go-Live Preparation
   - Go-Live
   - Post go-live support and activities
   - Improvements and road map workshop
   **Accelerators / Deliverables**
   - Test cases
   - Deliverable acceptance forms
   - Training Materials – Process-flow recordings etc.
   - Go-Live Checklist

Note: This slide represents a typical deployment. Exact details may differ according to solution.
Agenda

What are SAP Rapid Deployment Solutions (RDS)?
What RDS are available today for the SAP GRC solutions?
Where can I learn more?
What is SAP HANA?
- SAP HANA is a pre-configured appliance that includes in-memory software bundled with hardware.
- Includes tools for data modeling, data and life cycle management, security, operations, etc.
- Provides support for multiple interfaces.

HANA’s Capabilities
- Analyze information in real-time at unprecedented speeds on large volumes of non-aggregated data.
- Create flexible analytic models based on real-time and historic business data.
- Foundation for new category of applications (e.g., planning, simulation) to significantly outperform current applications in category.
- Minimizes data duplication.
Sanctioned Party List (SPL) Screening

1) *Who am I doing business with?*  
2) *Who is visiting my facilities?*  
3) *Who do I have working for my organization including contractors?*

Individuals and companies are *prohibited or restricted* from providing services or goods of any kind to any party shown on DENIED or RESTRICTED PARTY lists.

*Examples of Denied / Restricted Party Lists*

- Embargoed or terrorist denominated countries by national governments
- United Nations Security Council embargoed countries
- Restricted Parties Lists
  - Department of Commerce Entity List
  - Office of Foreign Asset Control (OFAC) List
- Denied Parties
  - Commerce Dept. Denial List
  - Treasury Dept. Specially Designated Nationals
  - Treasury Dept. Money Laundering Concerns
  - State Dept. Chemical & Biological Weapons Concerns
- Parties of Concern
  - United States Unverified List/ Red Flag Concerns
  - United Kingdom Proliferator Concerns
  - Japanese Proliferator Concerns
  - European Union Sanctions List
  - United Nations Sanctions List
- US Presidential memorandum “Enhancing payment accuracy through do-not-pay-list”
Challenges to Sanctioned Party List analysis insight

**Process Performance**
- Business performance is impacted by poor reporting
  - Audit Trail
  - Blocked Business partners
  - Blocked Documents
  - Incomplete Documents

**Data volumes**
- High volume of Business Partners and Documents
  - Regular / periodic update of Sanctioned Party List from Government Agencies / Data Providers

**Speed of analysis and reporting**
- Delay in access to Audit trail data in a timely manner, leading to Business Operational issues and financial risks involved with imports and exports.
- Yet…

**Challenging times mean ever pressing needs**
- In these times of austerity, access to trusted, timely, accurate and detailed list of Approved/Sanctioned Business Partners / Documents could make the difference between corporate success or failure.
System requirements

Software requirements

- SAP GRC GTS 10.0 - SP10 - Note: 1664530
- HANA 1.0 SP03
- NW release 7.00 or higher
SAP GTS rapid-deployment solution for SPL analysis with SAP HANA

Accelerate SPL analysis Performance and Efficiency

- Real time access to massive amounts of screened SPL data (blocked partners, documents)
- Accelerated run-times for Audit trails (SPL logs)
- Rapid, non-disruptive deployment of the solution
- Accelerated check of reports / Screened data / logs using SAP HANA as a secondary database

Unlock opportunities to maximize performance

- Accelerated access to screened SPL data
- Accelerated access to Incomplete documents, Audit trail, blocked Business Partners and blocked documents
What does SAP deliver?

- Check of installation and frontend
- Initial scoping workshop to understand and cover your requirements
- Project documents: Work Breakdown Structure including a project schedule, Test Scripts and Scoping Questionnaire
- Activation and Unit Test HANA GTS SPL Accelerator
- Rapid-deployment solution in the development system
- Knowledge transfer to key users and documentation on configured HANA GTS SPL Accelerator
- Assistance with transferring the solution to the productive system
- Support for going live

What does the customer have to do?

- SAP GTS SPL configured
- Provide the IT infrastructure
- Provide fixed contact people in the business and IT departments
- Provide user and sufficient authorizations for consultants in SAP GTS and SAP HANA
- Performance and integration testing
- Data Upload (File from 3rd party data provider)
- End-user training
- Acceptance Testing
- Change Management
- Post Go-live support
More on Services…

1. Start
   - Prepare Project
   - Kick off workshop
   - Select Options
   - Check Installation

2. Deploy
   - Activate Solution
   - Confirm Solution
   - Acceptance Testing
   - Train Key Users
   - Set up Customer Data
   - Transport

3. Run
   - End-user Training and Organisation Change Management
   - Prepare Production
   - Project Sign-off & Support

Note: This slide represents a typical deployment. Exact details may differ according to solution.
Pre-defined Services for Rapid Deployment Solutions

Your path to Go-Live: fast, efficiently and at predictable cost
- Fixed-price Implementation Services
- Pre-defined Project Methodology
- Ready-to-use Accelerators

<table>
<thead>
<tr>
<th>1 Start</th>
<th>2 Deploy</th>
<th>3 Run</th>
</tr>
</thead>
</table>
| - Project management  
- Kick-off workshop participation  
- Preparing technical infrastructure | - Solution Realization  
- Master Data Load  
- Refinement Workshop & Refinement Realization  
- Knowledge Transfer to Key Users | - Performance Tests  
- End User Training  
- Sign off of solution  
- Go-Live Preparation  
- Go-Live  
- Post go-live support and activities  
- Improvements and road map workshop |

Accelerators / Deliverables
- Consulting Delivery Guide  
- Project schedule  
- WBS  
- Service Delivery Model, roles and responsibilities  
- Request for consultants template  
- Process descriptions  
- Process-flow-documents  
- Kick-off presentation  
- Consumption Guide  
- Pre-delivery requirements and checklist  
- Installation guide  
- Solution Documentation  
- Solution Manager content  
- Best-Practices content (pre-configuration)  
- Configuration activities  
- Consulting Delivery Guide  
- Implementation Content  
- Test cases  
- Deliverable acceptance forms  
- Training Materials – Process-flow recordings etc.  
- Go-Live Checklist

Note: This slide represents a typical deployment. Exact details may differ according to solution.
Agenda

What are SAP Rapid Deployment Solutions (RDS)?
What RDS are available today for the SAP GRC solutions?
Where can I learn more?
Resources

SAP Rapid Deployment Solutions
- SAP Rapid Deployment Solutions on SAP.com
- SAP Rapid Deployment Solutions on Service Marketplace
- SAP Rapid Deployment Solutions on Ecohub
- SAP Rapid Deployment Solutions on PartnerEdge

SAP GRC Rapid Deployment Solutions
- SAP Access Control RDS on SAP Service Marketplace
- SAP GTS SPL with HANA RDS on SAP Service Marketplace
Questions?
Thank you!

Contact information:

Erin Hughes
GRC Solution Marketing
erin.hughes@sap.com