

**ACCELERATING INNOVATION.  
ENERGIZING GROWTH.**



## Generating value and sustainable savings through **SAP Central Process Scheduling** by Redwood

Name

Title

# What is SAP Central Process Scheduling (SAP CPS)?

## SAP CPS:

- **Is a solution that centrally manages and orchestrates the underlying processes that need to take place across multiple applications and organizations in order to complete a business process**
  - **Process automation bridges the IT infrastructure and the business user environment**
  - **Process automation ensures delivery of reliable services to business users and customers**
- **Is a real-time, event-driven workload automation solution**
- **Provides seamless integration with SAP and non-SAP applications**
- **Provides seamless integration with the native SAP management tools**
  - **SAP Solution Manager**
  - **SAP NetWeaver**

# SAP CPS Addresses Key Business Drivers

## Globalization & Growth



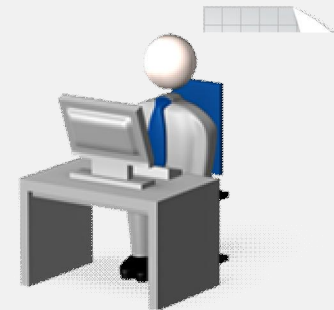
- **Centralize & consolidate**
- **Comprehensive process and content monitoring**
- **Productivity improvement**

## Increase Profitability



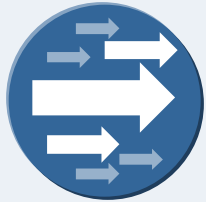
- **Reduce operational cost**
- **Risk mitigation**
- **Speed up financial closure processes**

## Ensure Compliance



- **Central point of IT control**
- **Improve customer service**
- **Part of SAP E/SOA strategy**

# SAP CPS improves Operational Excellence



## Automate and Streamline Processes

- Centralize IT processes throughout the enterprise
- Synchronize IT processes with business needs



## Optimize IT Operations and Reduce Cost

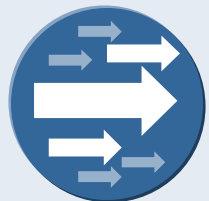
- Provide scalable & flexible IT services to the enterprise
- Focus staff on value-added activities instead of day-to-day IT operations



## Improve Strategy and Compliance

- Core component of SAP NetWeaver and in line with the SAP Enterprise SOA strategy
- Auditing & Compliance support

# How SAP CPS supports your business



**Automate and Streamline Processes**

Event-driven



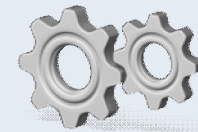
Dynamic process execution

Central Point of Control



Single view of all processes

Visibility



Contextual Process Monitoring vs. Job Monitoring



**Optimize & Reduce Cost**

Efficiency Gains



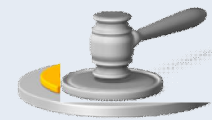
Centralized IT Process Management

Resource Balancing



Balance IT processes across available resources

Risk Mitigation



Reduce manual interactions



**Improve Strategy & Compliance**

SAP NetWeaver Component



Core component of the SAP NetWeaver platform

Part of E/SOA Strategy



Adds asynchronous capabilities to services

Regulatory Compliance



Support for auditability & SAP GRC solutions

# ■ SAP Central Process Scheduling Market Position

**SAP CPS is the leading application for automation...**



- **3200+ customer installations**
- **20,000+ Process Server installations**
- **Across all industries**


**... of SAP as well as non-SAP applications**

- **Manages processes across all applications...**
- **...across all versions...**
- **...and all platforms**

## ■ Why is SAP CPS different?

- **SAP CPS is an SAP product**
- **Validated, shipped and supported by SAP**
- **Core component of the SAP NetWeaver platform**
- **Native integration with SAP environment**
  - **Not BAPI based**
- **Strategic role in SAP Application developments**
- **Aligns IT Processes to business needs**
- **Pre-requisite for**
  - **SAP Closing Cockpit**
  - **SAP Industry Solutions**
  - **SAP Solution Manager**
  - **SAP and non-SAP application integration**

# Tangible Benefits of SAP Central Process Scheduling\*



Tangible Benefits	Benefits Range
<b>Business Gains</b>	
■ Reduced Lost Sales	1% - 3%
<b>Productivity / Efficiency Gains</b>	
■ Improved Customer Service Efficiency	40% - 60%
■ Reduced Time to Financial Close	40% - 70%
■ Reduced Manpower Required for Managing Workload	60% - 80%
■ Reduced Workload Definition and Deployment Time	15% - 20%
<b>General Gains</b>	
■ Reduced Hardware Upgrade Costs	25% - 33%
■ Reduced Elapsed Time for Business Processing	75% - 90%
■ Reduced Number of defined SAP Business Process Tasks	40% - 90%

\* Based on customer experience



## Some SAP CPS References



FRENCH CONNECTION



Diagnostics

# Customer Success Story: NVIDIA



***NVIDIA, a \$2.4B semi-conductor company, makes high-definition 2-D and 3-D graphics processors for gaming and industrial-design applications. The company also makes complementary graphics driver software, as well as graphics chipsets -- clusters of components with integrated graphics functions that aid the operation of PC microprocessors.***

## **BUSINESS CHALLENGE**

- Lack of confidence in current systems' ability to efficiently schedule and manage IT processes

## **ORGANIZATION SIZE & INDUSTRY INFORMATION**

- Hi-Tech-Semi-conductor
- \$2.4 B in Revenue

## **WHY NVIDIA CHOSE SAP CENTRAL PROCESS SCHEDULING**

- Real-time event scheduling capability
- Alerts of job failure, stalled jobs allowing more efficient job management
- Advanced load balancing capability
- SAP Partnership

## **SUMMARY OF DEAL**

- Positioned SAP CPS over 2 meetings without a demo
- Redwood Account Executive and Solution Engineer met with the customer to give a product overview and conduct a site survey, drilling into pain points and positioning solution capabilities
- Adding SAP CPS produced an uptick of \$400K to list price—deal closed for over \$2M

## **EXPECTED CUSTOMER VALUE**

- Increased confidence in ability to proactively manage process scheduling
- Ability to extend existing hardware landscape

# Success Stories in your Industry: Manufacturing

## Coca-Cola HBC

### **Problem: Limited scalability**

- Disparate operations over wide geography
- Lack of systems control

### **Solution: Centralized Process Management**

- Centralized management & IT Process synchronization
- IT Resource optimization
- Reduced number of defined SAP processes by 40% (300 to 180)



## Augusta Westland Helicopters

### **Problem: Delayed Reporting**

- Financial reporting delays
- 3 day month end processing

### **Solution: IT Process Optimization**

- Financial month-end reports available within 1 day instead of 3 days
- Early access to key performance indicators enabling quick management decision making



## Epson

### **Problem: Administrative overheads and time constraints**

- Limited processing window availability
- Staff involved in excessive manual process management

### **Solution: Optimization and automation of processes**

- Improved ROI from investment in SAP
- 10 working days of admin time saved per quarter
- Event driven scheduling reduces requirement by 42% (14 to 8 hours)



# Success Stories in your Industry: Public Sector and Retail

## Kadaster

### **Problem: Service level compliance**

- Meeting increased service availability target
- Poor centralized control

### **Solution: Centralized Process Automation**

- Improved ability to meet service level demands
- Reduced manual intervention and improved productivity
- Deferred expenditure on new hardware by optimizing existing resources



## LVR

### **Problem: Process integration across multiple platforms**

- Support for complex cross system dependencies
- Integrating SAP tasks with operating system jobs

### **Solution: Centralized Process Automation**

- Intercept of end user submitted SAP jobs to improve resource utilization
- Centralized control of SAP and non-SAP tasks
- Reduced manual overhead saving 1 to 2 hours administrative time daily



## French Connection

### **Problem: Inefficient manual processing**

- Expensive night shift manually checking incoming files
- Unpredictable completion and replenishment issues

### **Solution: Automated Central Processing**

- Moved to unattended overnight operation removing need for 2 contract staff
- Improved detection and notification of exceptions
- Enabled investment in improved help desk and user support facilities





# Success Stories in your Industry: Manufacturing and Telcos

## Siemens

### **Problem: Limited scalability**

- Complex SAP and non-SAP dependencies
- High volume process throughput

### **Solution: Centralized Process Automation**

- Centralized management of dependencies between SAP and non-SAP workload
- Improved end user service delivery
- Reduction of half of one FTE in managing workload



## T-Mobile

### **Problem: Time driven scheduling**

- Security issues associated with manual scheduling
- Inefficient and restrictive time based schedules

### **Solution: Centralized Process Automation and Integration**

- Improved efficiency and increased resource utilization
- Event driven scheduling controlling tens of thousands of jobs daily
- No revenue lost through lack of information required for billing



# Success Stories in your Industry: Technology

## Freudenberg IT

### **Problem: Managing high volume of SAP processes**

- Management of critical processing from almost 100 SAP systems
- Excessive elapsed time for processing update jobs

### **Solution: Centralized Process Automation**

- Centralized management of complex and high volume critical workload
- Improved availability and quality of management information
- Reduced time to run sales update workload by 83% (36 to 6 hours)



## Actebis

### **Problem: Error control and customer order delivery management**

- Inability to re-run failed processes from point of failure impacting order processing
- Manual administration of large numbers of background tasks

### **Solution: Optimized management of SAP workload**

- Automation of all SAP background processing
- Improved ability to ensure 'next day' delivery
- Improved return on hardware investment
- Reduced number of defined SAP processes by 98% (46,000 to 570)



# Success Stories in your Industry: Pharma and Petro-Chem

## Basell Polyolefins

### **Problem: Inefficient static, time-driven scheduling**

- Prevented effective use of resources
- Lack of integration across SAP application environments

### **Solution: Event-driven Process Automation**

- Faster, more efficient and flexible processing
- Improved productivity
- Increased return on investment and reduced cost of ownership



## Roche Diagnostics

### **Problem: Management of workload across multiple SAP systems**

- Lack of SAP integration from existing solution
- No SAP BW, iDoc or mass activity monitoring and no control of user submitted jobs

### **Solution: Centralized SAP Process Automation**

- Improved access to business information
- Better forecasting, error handling and service level delivery
- Reduced administrative overhead



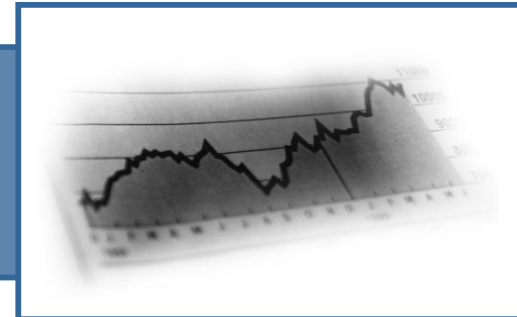
# Summary

## Why SAP Central Process Scheduling has the Best Approach:

SAP CPS addresses Key Business Drivers



SAP CPS delivers tangible benefits



SAP CPS is a mature solution with many global references

