Generating value and sustainable savings through SAP Central Process Scheduling by Redwood
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
- Dynamic process execution

Optimize & Reduce Cost
- Centralized IT Process Management

Efficiency Gains
- Balance IT processes across available resources

Resource Balancing
- Reduce manual interactions

Visibility
- Contextual Process Monitoring vs. Job Monitoring

Event-driven

Central Point of Control
- Single view of all processes

Risk Mitigation

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

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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*

<table>
<thead>
<tr>
<th>Tangible Benefits</th>
<th>Benefits Range</th>
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<tbody>
<tr>
<td><strong>Business Gains</strong></td>
<td></td>
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<tr>
<td>■ Reduced Lost Sales</td>
<td>1% - 3%</td>
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<tr>
<td><strong>Productivity / Efficiency Gains</strong></td>
<td></td>
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<tr>
<td>■ Improved Customer Service Efficiency</td>
<td>40% - 60%</td>
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<tr>
<td>■ Reduced Time to Financial Close</td>
<td>40% - 70%</td>
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<tr>
<td>■ Reduced Manpower Required for Managing Workload</td>
<td>60% - 80%</td>
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<tr>
<td>■ Reduced Workload Definition and Deployment Time</td>
<td>15% - 20%</td>
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<tr>
<td><strong>General Gains</strong></td>
<td></td>
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<tr>
<td>■ Reduced Hardware Upgrade Costs</td>
<td>25% - 33%</td>
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<tr>
<td>■ Reduced Elapsed Time for Business Processing</td>
<td>75% - 90%</td>
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<tr>
<td>■ Reduced Number of defined SAP Business Process Tasks</td>
<td>40% - 90%</td>
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* Based on customer experience
Some SAP CPS References

ACTEBIS
AgustaWestland
GRAINGER
Ladaster
Basell
Coca-Cola HBC
DaimlerChrysler
Epson
FRENCH CONNECTION
Friso
WMF
FIT
Roche
Diagnostics
Freudenberg IT
Pioneer
T-Mobile
SAP
Customer Success Story: NVIDIA

NVIDIA, a $2.4B semiconductor 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)
**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

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**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

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**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
### 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

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