Support a Business Case for an Implementation of SAP TM by Conducting a Value Prototype or Proof-of-Concept

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more SAP TM per mile
**GOPA Group Facts**

- **GOPA Group**
  - Founded in 1965 as “Group for Organisation Planning and Advancement”
  - 60 Other Global Location of GOPA Group
  - Competency groups in dedicated companies
  - Experience from more than 3,000 projects
  - Group revenue in 2010*: 180 mill. USD

- **GOPA IT Consultants**
  - Member of GOPA Group with focus on SAP
  - Headquarters Americas in Cupertino, USA
  - Headquarters EMEA in Frankfurt, Germany
  - SAP Business Application Consulting – SCM & TM
  - SAP Technology – Virtualization & Cloud

more SAP TM per mile
What We’ll Cover …

- What is the SAP Value Prototyping Service?
- What is “Instant TM” and what are the benefits?
- Scenario scope of “Instant TM”
- “Instant TM” in action – US Domestic Outbound System demo
- Wrap-up
VALUE PROTOTYPING
is a high-speed platform to build custom-tailored software prototypes, combining business, industry, solution and technology into one.

Comprising this holistic approach and focusing on fast tangible results, it provides best insight and confidence before committing to the big step, by answering a customer’s most important question:

“What will I get if I decide on SAP?”

One-Stop Shop providing everything needed to run a prototype and also preparing for the unexpected.
- Business Specialists
- Application & Development Experts
- IT Infrastructure

Flexibility & Speed
- Jump start a project within 5 days
- Project durations between 3-6 weeks
- Tangible results every 2 weeks

Serving all SAP solutions
No licenses or Ramp-Up nomination required

1600+ prototypes over 8 years
for customers from all-over the globe and all industries

Source: SAP
Value Prototyping Services
Custom-tailored prototypes on all products, solutions or industries in the SAP ecosystem

Typical use cases
- End-to-end processes
- New ideas (Vision to Reality)
- Integration challenges
- Latest releases
- Release upgrade tests
- Mobile solutions
- High-Performance tests
- Long-term innovation partnerships

Smart Hosting Services
To provide on-demand dedicated system landscapes available after a maximum of 5 days –

- Dedicated landscapes
- Full authorization
- Custom runtime
- High-performance infrastructure
- Highly secure environment
- Support included

Options
- Start from TM template
- External access

Source: SAP
SAP Services from Start to Finish
Seamless Transfer to Implementation

Value Prototyping

- Envision workshop + Iterative prototyping

Transfer

- Business + Technical + Development Requirements
- Preconfigured templates
- System Copy into Sandbox
- 1st part of Blueprint documentation

SAP Consulting or your Implementation Partner

- Short-cut implementation/rollout or Fast Deployment
- Reduced risk per technology know-how
- Clarified scope and effort

Source: SAP
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What Is the “Instant TM” Initiative?

- Joint initiative between SAP Value Prototyping and GOPA ITC Inc.
  - Engagements are managed via SAP Value Prototyping methodology
- SAP TM 8.0 hosted a preconfigured Template Solution allowing for instant access to real-life scenarios
- Includes preconfigured common Transportation Scenario content
- Includes fully connected SAP TM 8.0 System Landscape
  - Prototype and Proof of Concept are performed on customer individual system environment, hosted by SAP Value Prototyping (US or Germany)
  - The integration of a Customer ERP system is an option
- Solution delivered “on demand” via SAP Value Prototyping
  - Start within 3 to 5 days
- Results and deliverables directly benefiting customer implementation projects could include
  - Executive Blueprint
  - Configuration Guides
“Instant TM” Prototyping Service: Three Options

- **SAP TM 8.0 Evaluation Service**
  - Deep dive demo with preconfigured scenarios
  - Duration: 2-3 days

- **SAP TM 8.0 Preconfigured Landscape**
  - Prototype landscape with preconfigured scenarios
  - Duration: 2-4 weeks

- **SAP TM 8.0 Value Prototype**
  - Customer individual prototype
  - Duration: 4-12 weeks
Instant TM Option 1: Evaluation Service

- Three-day onsite deep-dive evaluation
- Uses SAP TM 8.0 system with ERP, PI, EM integrations based on preconfigured scenarios:
  - Domestic & International Outbound
  - Domestic & International Inbound
Instant TM Option 2: Preconfigured Landscape

- A hosted landscape that is remotely accessible by the customer

**Offer includes:**
- Hosted landscape with SAP TM 8.0, SAP ERP, SAP PI, SAP EM based on preconfigured scenarios:
  - Domestic & International Outbound
  - Domestic & International Inbound
- Demo Scripts allowing to actively run through these scenarios
- Five days of additional consulting configuration support
- Additional efforts based on time and material
- VPN connection to customers own back end can be offered as an option
Instant TM Option 3: Value Prototype

- For those customers requesting a more individualized prototype and/or where the preconfigured scenarios do not fit
- Classic Value Prototyping offering including:
  - Envision Workshop
  - Hosted Landscape
  - Prototype Build
Benefits of a TM Value Prototype
ROI Opportunities for Customers

Benefits delivered during a Value Prototyping exercise carry forward to an Implementation Project and ensure investment protection.

**TM Value Prototype**
- SAP TM Application Evaluation of Customer Processes
- Gap/Fit Analysis
- Architecture & Integration Insights
- Usability feedback
- Overall TM Knowledge Transfer

**Project Planning**
- Project Scoping Insights
- Roll-Out Strategy definition
- Staffing & Resource Planning knowledge
- Initial Training

**Blueprint**
- SAP Transport Processes Pre-Defined
- TM Template Configuration Ready to use
- Documentation Templates

Educate & Evaluate for Critical decisions
Minimize Risk and Budget required
Accelerate Time to Benefit
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Instant TM Scope Summary
Scenario Overview

US Domestic Outbound

EMEA Domestic Inbound

International Outbound

International Inbound

Source: SAP
US Domestic Outbound delivers – 7 Variants

- Customer Order Full Truckload FTL (Pre-Paid)
- Zero Click – Sales Order to Tendering
- Customer Pick-Up (Collect)
- Customer Order Less than Truckload (LTL)
- Multi-Stop
- Pool Distribution
- Stock Transfer Order – Intermodal versus FTL
Details

✓ Shipper Focus (Consumer package customer as model company)
✓ Palletized and Bulk Material
✓ Order Integration & Delivery Proposal, Delivery Integration
✓ Planning & Carrier Selection
✓ Freight Costing, Invoicing & Freight Settlement
✓ Event Management

Source: SAP
The following Process Steps and System Touch points are covered in the preconfigured Outbound scenario:

1. **Sales Order, STO or Outbound Delivery**
   - ERP ➔ TM
2. **Order Based Transportation Request**
3. **Build Freight Units**
4. **Transportation Planning (Optimizer / Manual)**
5. **Freight Order Creation**
6. **Carrier Selection / Charge Calculation**
7. **Tendering**
8. **Delivery Proposal & Creation**
9. **ERP ➔ TM**
10. **Order Consumption Status Update**
11. **Freight Settlement Document**
12. **Service PO / Service Entry Sheet / Account Posting**
13. **Match Pay/Freight Payment**
International Inbound — Process Overview

The following Process Steps and System Touch points are covered in the preconfigured Inbound scenario:

1. Purchase Order or Inbound Delivery
2. Create Booking Order
3. Transportation Planning of Pre- & On-Carriage
4. Freight Settlement Document
5. Order Based Transportation Request
6. Send to Partner
7. Carrier Selection & Charge Calculation for Pre- & On-Carriage
8. Receive Booking Confirmation from Partner
9. Tendering
10. Service PO / Service Entry Sheet / Account Posting
11. Build Freight Units with 3 Stages (Pre-, Main- & On-Carriage)
12. Main Leg is Planned on the Booking Order
13. Match Pay/ Freight Payment
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The depicted network is modeled in SAP TM as master data and used to run the US Domestic Outbound Scenario.

The model company has 1 Plant (Los Angeles), 2 Distribution Centers (San Jose and Chicago) and 3 customers (in Northern California).

Not shown: Various customers in the Mid-West that would be served by the Chicago DC.
The demo will show how a multi-stop scenario will ship goods from the DC in San Jose to the three end customers in a Full Truckload mode.

- **Route:**
  DC (SJ) -> Customer A, B, C

- **Product:**
  Canned Food

- **Resource:**
  40 Foot Regular Truck

- **Carrier Selection:**
  Low Cost

- **Payment Carrier:**
  Pre-Paid

Full-Truck Load (FTL)
System Demo (time permitting)
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GOPA SAP TM Engagement Path –
Early Experiences & Strong Focus

- Leadership Position - SAP TM Services
- Close Collaboration with SAP
- Dedicated SAP TM Practice with Global Reach
- End-to-end Customer Solutions

- Development of TM 7.0 Template
- Sales Support for SAP Solutions Management
- TM POC Delivery

- Foundation of SAP TM Practice
- TM POC Delivery

- Support RKT Development
- Support MIT
- Support AT
- Extend Team of TM Experts

- Participation in TM 8.0 Bootcamp

- Joint SAP VP / GOPA TM 8.0 Template Development „Instant TM“
- Support SAP TM 80 SIT
- Support TM Stakeholder Assessment
- TM Customer Demo Support
- Vendor Certification SAP America

GOPA TM Practice Strength

2007

2011

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Key Points to Take Home

- SAP TM 8.0 has been in the market since December 20, 2010
- Value Prototyping is a service offered by SAP
- Instant TM is a joint initiative between SAP Value Prototyping and GOPA ITC Inc.
- Preconfigured scenarios include Domestic & International Outbound as well as Domestic & International Inbound
- Scenarios include variations like Multi-Stop, Pool Distribution or Rush Order
- Instant TM gets your hands on an SAP TM system environment within 3-5 days
- Instant TM comes in 3 different options: Evaluation Service, Preconfigured Landscape, and Value Prototype
Contact Information

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