



INTELLIGENCE FOR THE CHANGING WORLD OF BUSINESS TECHNOLOGY

[SAP HANA and Accelerator Solutions for Governance Risk and Compliance

Erin Hughes, GRC Solution Marketing

[Learning Points

- SAP Rapid Deployment Solutions (RDS) provide predictable, fast implementation at a fixed price
- SAP HANA can dramatically improve processing capabilities

[Agenda

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

[Introduction

- Erin Hughes – SAP
 - GRC Solution Marketing
 - 8+ years GRC and SAP Security experience
 - IT Audit
 - Business Process Controls
 - SAP Security
 - SAP Access Control

[Agenda

- Introduction
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[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 Kringsman

„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



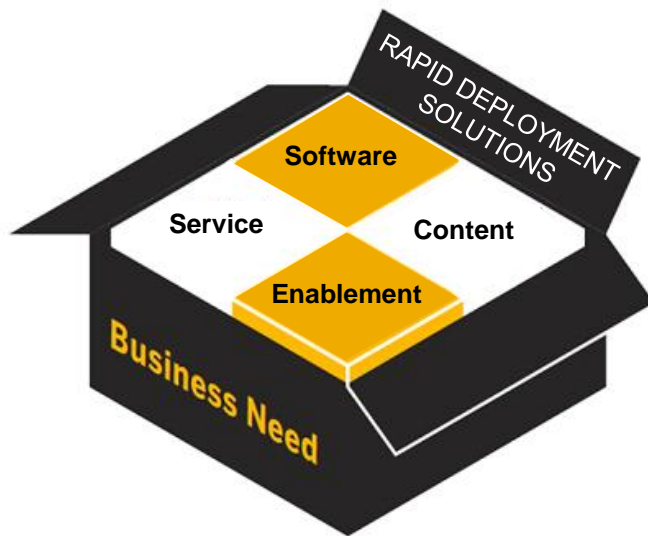
... deliver the **integration** the business demands to start and grow without compromises



... **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

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



Ratio of successful and failed projects

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[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 6 weeks

Access risk analysis and remediation

- Upload the rule set with sample data
- Sample mitigating controls
- Sample data for risk owners
- Pre-configured mitigating control workflow

Critical access management

- Sample firefighter IDs
- Sample owners and controllers
- Pre-configured log report workflow

User access management

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

Business role management

- Sample business role
- Pre-configured business role approval workflow
- Role derivation

[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

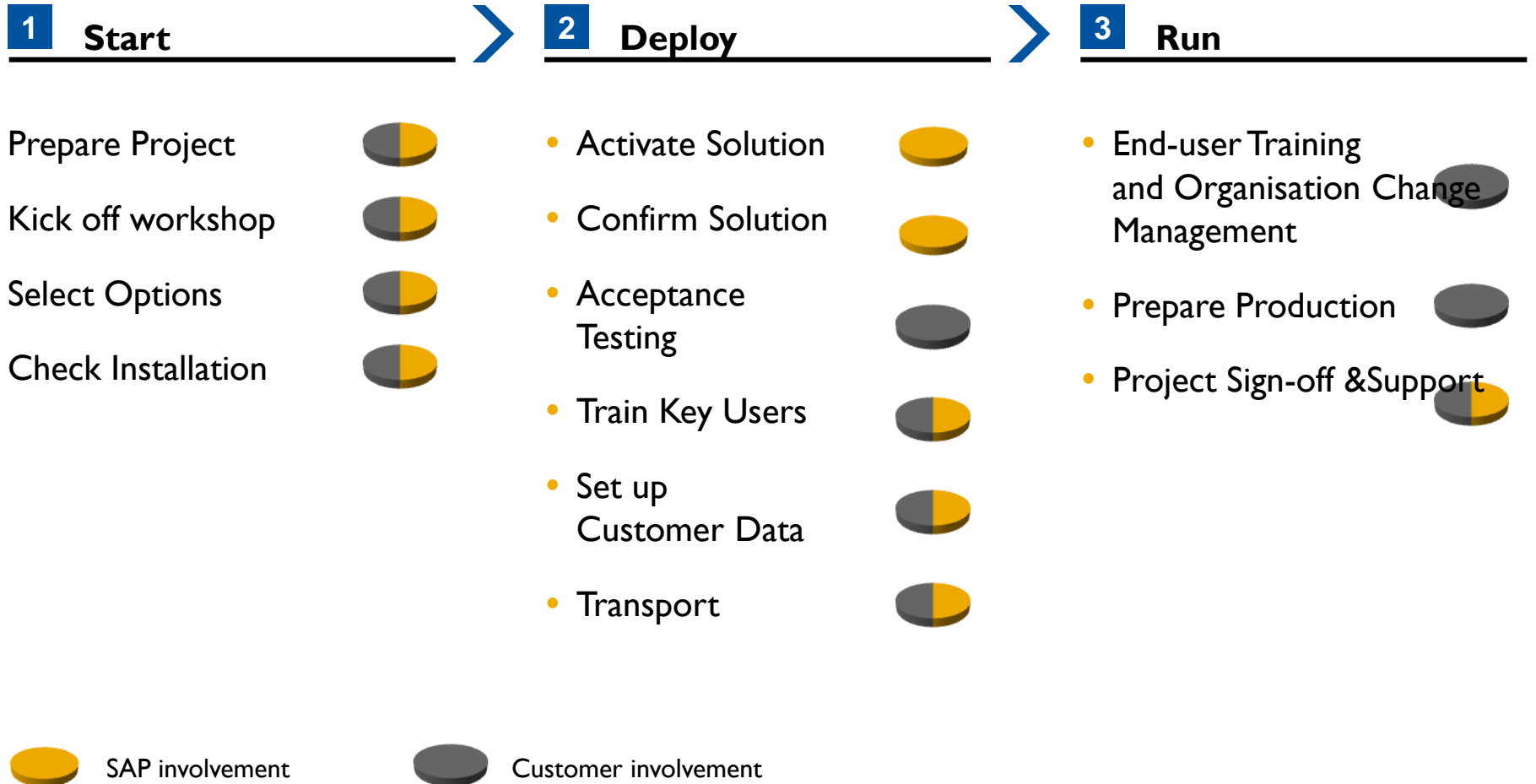
- Performance Tests
- End User Training
- Sign off of solution
- Go-Live Preparation
- Go-Live
- Post go-live support and activities
- Improvements and road map workshop

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.

[More on Services...



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

[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

[System 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

[Agenda

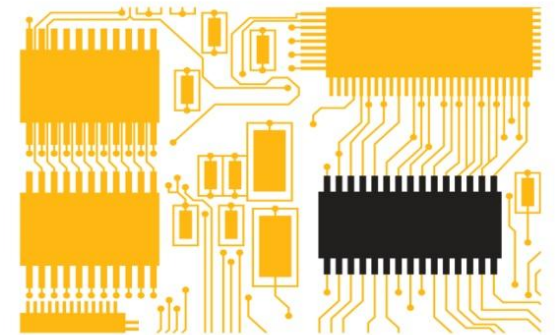
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[Innovation breakthrough with in-memory computing

In-memory computing is a technology that **analyses massive quantities of data in local memory** so that the results of complex analyses and transactions are available at your fingertips – and business decisions can be executed without delay

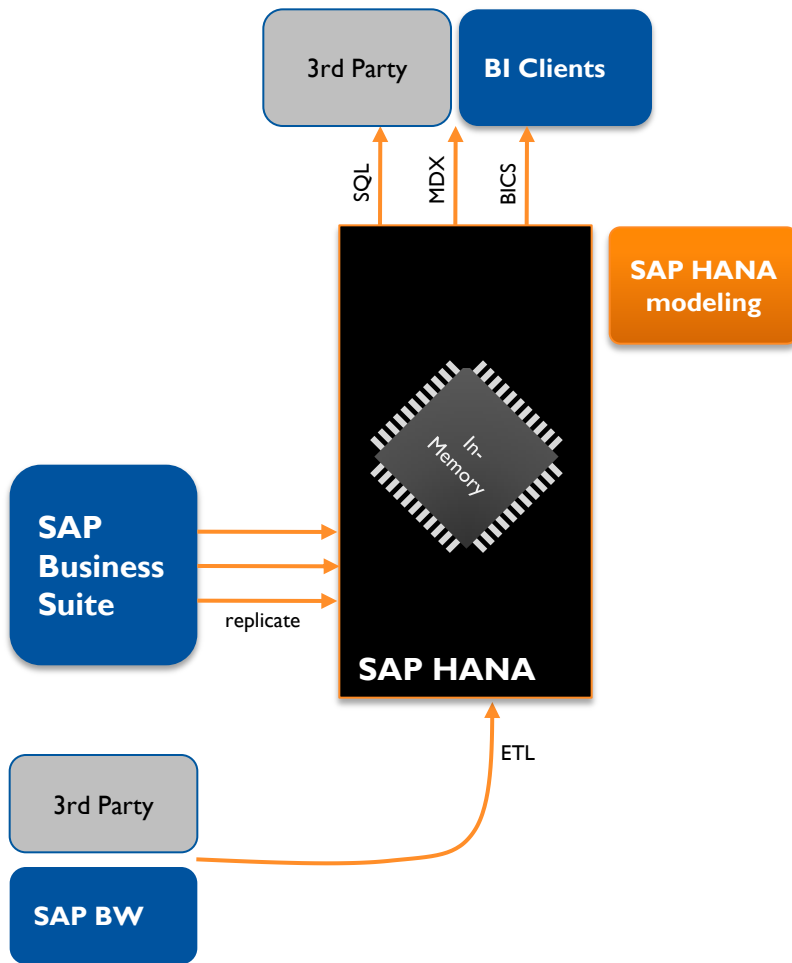
■ With in-memory technology integrated in your business, you'll see immediate benefits

- **Gain Real-Time** – know it when it happens
- **Go Deeper** – ask any question on any data
- **Act Broadly** – manage large volumes of data
- **Run Faster** – analyze at the speed of thought
- **Get Flexibility** – eliminate pre-fabrication requirements



In-Memory Computing Product “SAP HANA”

SAP High Performance Analytic Appliance



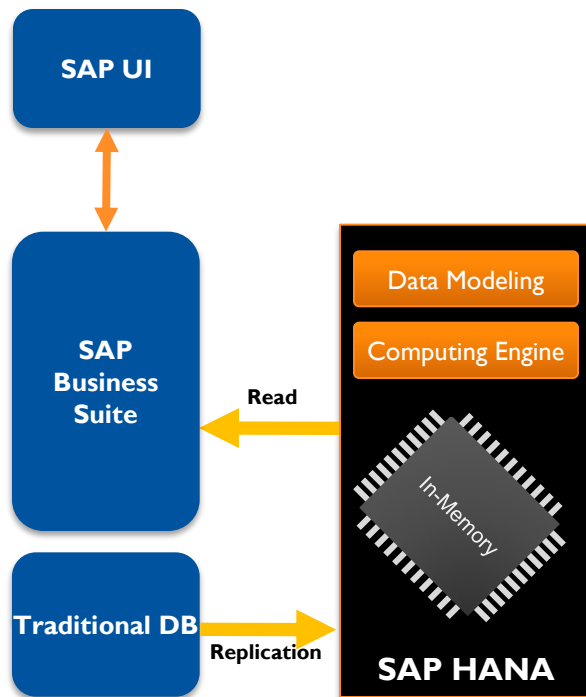
What is SAP HANA?

- 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

[SAP HANA usage scenario: Accelerator



SAP HANA is used as second database to accelerate existing applications

- SAP HANA serves as secondary database for SAP products like ERP or CRM or GTS
- Data is replicated / written into In-Memory in real time for secondary storage
- User interface remains unchanged to ensure non disruptive acceleration
- Application is accelerated by reading the data directly from the In-Memory database

[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



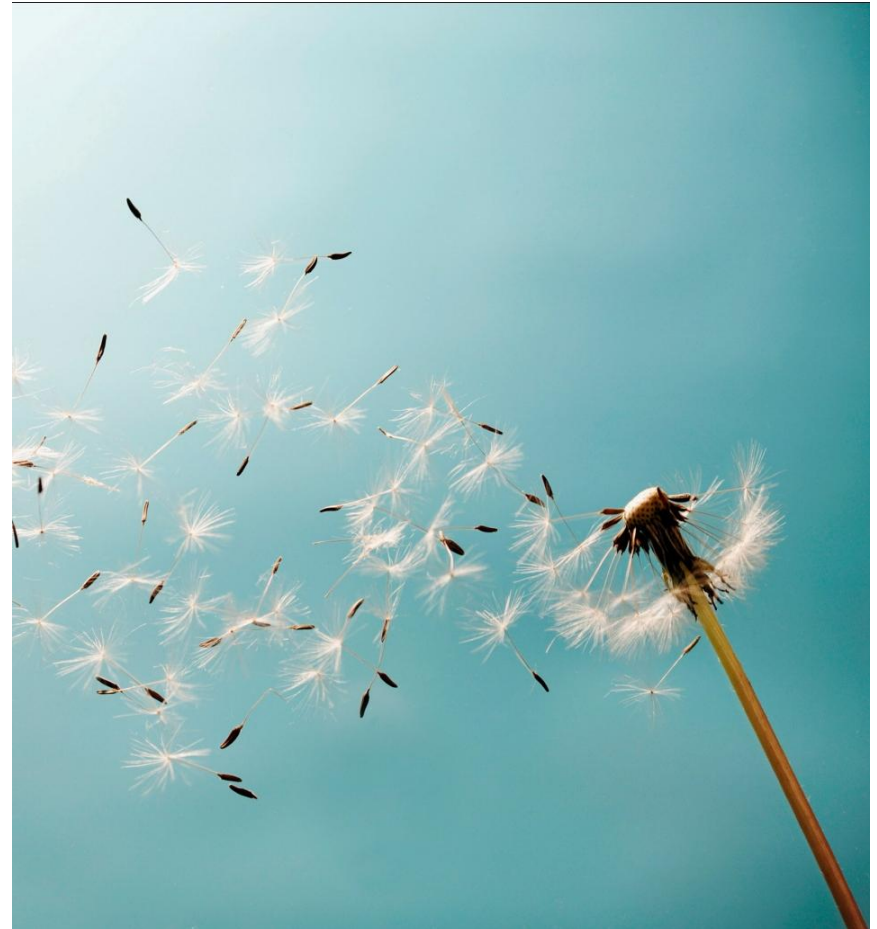
[SAP GTS rapid-deployment solution for SPL analysis with SAP HANA

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



[Power of SAP HANA – What can be targeted for GTS ?

■ Turbo charge sanction party list reporting

HANA reporting

Instant and real time access to massive amounts of business partner, documents, cross-area audit trail data

Accelerated reporting for logistics audit trails for business partner, documents

Ability to **analyze directly against item detail in real-time** and to select any field in the line item

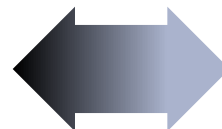
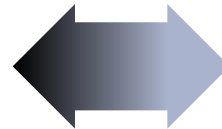
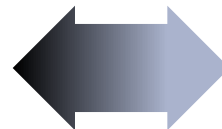
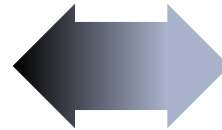
Enable new types of data analysis by including dimensions previously unavailable

GTS reporting

Typically many minutes to several hours or day parts

Preparation of audit trail reports, segment reports and profit center reports can **delay** decision making and decrease productivity

Can execute with a range vs. individual partners



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[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



 SAP involvement

 Customer involvement

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

[Key Deliverables

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 do you 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

[System requirements

- Software requirements
 - SAP GRC GTS 10.0 - SP10 - Note: 1664530
 - HANA 1.0 SP03
 - NW release 7.00 or higher

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[Resources

- SAP Rapid Deployment Solutions
 - SAP Rapid Deployment Solutions on [SAP.com](https://www.sap.com)
 - SAP Rapid Deployment Solutions on [Service Marketplace](https://www.sap.com/service-marketplace)
 - SAP Rapid Deployment Solutions on [Ecohub](https://www.ecohub.com)
 - SAP Rapid Deployment Solutions on [PartnerEdge](https://www.partneredge.com)

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