Användning av 3-parts produkter för att minska kostnader, öka produktivitet och minimera risker
Message from the Board to the CIO

Improve productivity.
Reduce costs ! Here are your goals for 2016:

• Improve IT productivity by 5%
• Improve end user productivity by 8%
• Reduce license costs by 2 milj SEK per annum
• Reduce Material, Customer and Vendor creation processing time with 80 %
• Improve our bottom line by 20 million SEK.

Best Regards, The Board
How on the earth can I do it with my existing SAP system?
Here are some tips

1. Making people work faster
2. Automating Processes
3. Minimizing errors
4. Enabling selling more with better margins
5. Moving work to cheaper countries
6. Not paying for services and licenses we do not use
7. Using better techniques
8. Using skilled and educated people
Action points

• Making people work faster
  – Systems that are easier to use

• Automating Processes
  – Automate IT processes
  – Automating work processes
Action points

• Minimizing errors
  – Improve Master Data quality

• Selling more with better margins
  – Decrease spending
  – Better BI systems
Action points

• Moving work to cheaper countries
  – Provide better tools to communicate with remote locations

• Not paying for services we do not use
  – Monitoring license and maintenance costs
  – Demanding good service
Action points

• Using better techniques
  – Using good 3rd party tools
  – Using good equipment

• Using skilled and educated people
  – Hiring right people
  – Educate the workforce in using tools and processes
Why have not all companies done this?

- Lack of resources
- No funds
- Priorities
- Lack of knowledge
- Resistance to change
- Policy not to buy 3\textsuperscript{rd} party products
- Other reasons......
How can 3rd party Software suppliers help you?

• SAP is endorsing 3rd party suppliers to develop systems
• Certification process ensures that solutions meet quality requirements
• SAP is using many 3rd party tools, so why would you not do that also
How can ADSOTECH help you

• ADSOTECH has software solutions from 7 suppliers that can help you to work better in the 8 areas mentioned
OUR SAP SOFTWARE SOLUTIONS

BUSINESS PROCESS IMPROVEMENT

SECURITY

IT AUTOMATION
License Management and Security
License management and security
According to Gartner

Gartner analyst Patricia Adams concludes: “Substantial cost cutting opportunities exist in monitoring usage of purchased applications. Depending upon the level of maturity, enterprises that implement software usage capabilities will achieve savings of 5% to 25% in the first year. After the first full cycle of vendor contract negotiations, the savings will likely stabilize at 2-3% in subsequent years.”
## License management and security

**According to Gartner**

<table>
<thead>
<tr>
<th>Amount of SAP users</th>
<th>License Fee</th>
<th>Annual maintenance Fee</th>
<th>5-25% according to Gartner report</th>
<th>2-3% Annually</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average 4000€</td>
<td>22,00 %</td>
<td>5,00 %</td>
<td>25,00 %</td>
<td>2,50 %</td>
</tr>
<tr>
<td>1000</td>
<td>4 000 000,00 €</td>
<td>880 000,00 €</td>
<td>44 000,00 €</td>
<td>22 000,00 €</td>
</tr>
<tr>
<td>2000</td>
<td>8 000 000,00 €</td>
<td>1 760 000,00 €</td>
<td>88 000,00 €</td>
<td>44 000,00 €</td>
</tr>
<tr>
<td>3000</td>
<td>12 000 000,00 €</td>
<td>2 640 000,00 €</td>
<td>132 000,00 €</td>
<td>66 000,00 €</td>
</tr>
<tr>
<td>4000</td>
<td>16 000 000,00 €</td>
<td>3 520 000,00 €</td>
<td>176 000,00 €</td>
<td>88 000,00 €</td>
</tr>
<tr>
<td>5000</td>
<td>20 000 000,00 €</td>
<td>4 400 000,00 €</td>
<td>220 000,00 €</td>
<td>110 000,00 €</td>
</tr>
<tr>
<td>7500</td>
<td>30 000 000,00 €</td>
<td>6 600 000,00 €</td>
<td>330 000,00 €</td>
<td>165 000,00 €</td>
</tr>
<tr>
<td>10000</td>
<td>40 000 000,00 €</td>
<td>8 800 000,00 €</td>
<td>440 000,00 €</td>
<td>220 000,00 €</td>
</tr>
</tbody>
</table>
## License management and security

### Case studies

<table>
<thead>
<tr>
<th><strong>Challenges</strong></th>
<th><strong>Approach</strong></th>
<th><strong>Results</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Needed to complete SAP audit in limited time</td>
<td>Were able to complete project within one month using 4 steps.</td>
<td>Reduced SAP licensing costs by 200,000 € per annum</td>
</tr>
<tr>
<td>Needed to have an easier way of assigning licenses whilst being compliant with SOX</td>
<td></td>
<td>Budgeted for purchase of new SAP licenses, but with eliminating duplicate or unused licenses, they were able to save nearly 1,000,000 €.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Reduced the amount of time needed to check for SOD when assigning new licenses, increasing end user productivity by 1%.</td>
</tr>
</tbody>
</table>
Code Profiler
Identify potential security exposure in ABAP Code
System Profiler

System Profiler Cockpit

Test Execution
- Start an inspection via
  - Selection via test case
  - Selection via test case
  - Execute all available

Comment

Test Case Selection
- Password Policy
  - Days to wait to change password again
  - Minimum password length
  - Minimum number of digits in passwords
  - Minimum number of letters in passwords
  - Minimum number of lower-case letters in passwords
  - Minimum number of special characters in passwords
  - Number of entries in the password history
  - System checks password during logon against current policies
  - Validity period of passwords
  - Number of unsuccessful logon attempts before the system locks the user
  - User locked due to unsuccessful logon attempts should be automatically removed at midnight.
  - Maximum number of failed logon attempts before logon attempt is terminated
  - Minimum number of characters that have to be different from the old password
  - Maximum period for which an initial password remains valid if it is not used
  - Profile parameters for the password complexity

User Management
- Users who have the field BCODE still filled
- Last login not within a certain period of time
- Last password change not within a given period of time
- Users locked due to too many failed login attempts
- Users locked by a local administrator
- Users locked by a global administrator

Standard Users
- No automatic login user SAP
- SAP standard users (password changed, profiles assigned etc.)
- Expired user profile of user
Operational Business Analytics
Every Angle

KNOW MORE. ACT FASTER.

Operational Self-Service Business Analytics
# Business Processes

## Case studies

<table>
<thead>
<tr>
<th>Challenges</th>
<th>Approach</th>
<th>Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Constant backlog of requests for new BI reports</td>
<td>Introduce Every Angle for end-users to enable them to produce their own reports</td>
<td>Improved financial reporting &amp; analysis efficiency by 20% by automation</td>
</tr>
<tr>
<td>Lack of understanding of end-user needs and business processes</td>
<td></td>
<td>End-Users able to develop reports into production in matter of minutes instead of waiting days</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Reduced IT resources required</td>
</tr>
</tbody>
</table>
Universal Automation Center

- **ALL Run Frequencies**
- **Single Business-based Workflow**

File Monitor

SQL Queries

#General Ledger Processing
## IT production Automation

### Case study

<table>
<thead>
<tr>
<th>Challenges</th>
<th>Approach</th>
<th>Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multiple platforms with programs that need to communicate with each other had to be executed manually</td>
<td>Universal Automation Center was implemented</td>
<td>Automated has reduced the need for manual operations and monitoring work.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>The night shift was totally eliminated due to improved throughput and automated processes that can be executed without manual work.</td>
</tr>
</tbody>
</table>
SAP Basis Process Improvement
Libelle **SystemCopy** is a framework-based software solution to create automated System Copies for any SAP application.

LSC Components include:

- **‘Tasks’:** Functional units to encapsulated steps in Procedure
- **Server Agents:** to provide Framework and Automation.
- **GUI:** Management and Monitoring of LSC Procedure (or CLI)
## IT Basis Automation

### Case study

<table>
<thead>
<tr>
<th>Challenges</th>
<th>Approach</th>
<th>Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multiple SAP systems with a need to produce on a regular basis System Copies.</td>
<td>Libelle System Copy was implemented</td>
<td>Automated processes eliminated the majority of the manual work and has reduced the overall execution time and errors.</td>
</tr>
<tr>
<td>System Copies need to be ordered from Service Provider. Delivery time can be 2-3 weeks and the cost is annually high.</td>
<td></td>
<td>The delivery time has been reduced to 2 days.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>The cost has been reduced with 80 %</td>
</tr>
</tbody>
</table>
Business Processes
Global Software - Spreadsheet Server

- Excel-based Reporting & Analysis tool

Simplified SAP Reporting
Live access to SAP data
Formula driven approach
Summary to Transaction level
"On the fly" scenarios
User control of data
QueryDesigner
• Design and maintain queries over any relational database
• Can be combined with pre-configured formulas

Distribution Manager
• Automate the scheduling of report distribution from directly within Excel
## Business Processes
### Case studies

<table>
<thead>
<tr>
<th>Challenges</th>
<th>Approach</th>
<th>Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial reporting &amp; analysis underachieving</td>
<td>Made financial reporting easier for customer’s executives and end-users with Global Software.</td>
<td>Improved financial reporting &amp; analysis efficiency by 20% by automation</td>
</tr>
<tr>
<td>Slow access to real-time data</td>
<td>Removed the need for manual, error-prone and timely data exports</td>
<td>Able to develop reports into production in matter of hours instead of days</td>
</tr>
<tr>
<td>Poor flexibility</td>
<td>Improved adaptability to changing reporting needs</td>
<td>Improved data quality</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Freed IT resources</td>
</tr>
</tbody>
</table>
Master Data Management and Transactional Data Entry

- Mass loads and mass changes to SAP data (master or input/transactional)
- Regular loads of new data from third parties
- Real-time operational data extraction
## Master Data Management

### Excel Sheet

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1057</td>
<td>MSI Powertrain 1200 cc - Fuel Injected</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1057 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1059</td>
<td>MSI Exhaust System</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1059 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1060</td>
<td>MSI Muffler</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1060 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1062</td>
<td>MSI Chassis</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1062 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1064</td>
<td>MSI Body</td>
<td>1000</td>
<td>003</td>
<td>001</td>
<td>Material 1064 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1065</td>
<td></td>
<td>1000</td>
<td>001</td>
<td>001</td>
<td>Material 1065 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1100</td>
<td>MSI Headlamp</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1100 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1103</td>
<td>MSI Headlamp - external sales</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1103 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1104</td>
<td>MSI Exhaust System</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1104 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1105</td>
<td></td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1105 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1106</td>
<td>MSI Chassis</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1106 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1107</td>
<td>Aqua destillata</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1107 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1109</td>
<td>Diaminebenene</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1109 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1110</td>
<td>Pyridene CDE</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1110 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1122</td>
<td>Pyridene CDE (Batch)</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1122 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1123</td>
<td>Hydrochloric Acid</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1123 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1125</td>
<td>Hydrochloric Acid (Batch)</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1125 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1126</td>
<td>Sodium Bicarbonate</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1126 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1127</td>
<td>CAT_01 Catalyst</td>
<td>1000</td>
<td>012</td>
<td>001</td>
<td>Material 1127 changed</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **Field:** MARC.Diag. Input value is longer than screen field
- **Note:** Material SPACE SHUTTLE does not exist or is not activated

---

33
Simplify the User Experience in SAP

- Data Entry Simplification
- Control Data and Workflow Processes
Simplifying Complex User Interfaces
Business Process Innovation

- Enhance SAP and non SAP processes
- Replace old legacy systems with SAP
- Replace paper processes
Business Process Innovation
Managing Process with Workflow

### Request Creation of New Vendor

<table>
<thead>
<tr>
<th>Current Date</th>
<th>2011-06-17 12:45:37</th>
</tr>
</thead>
<tbody>
<tr>
<td>Requester</td>
<td>wsuser1</td>
</tr>
<tr>
<td>Purchasing Org</td>
<td>1000</td>
</tr>
<tr>
<td>Account Group</td>
<td>A1</td>
</tr>
</tbody>
</table>

#### Basic Data

**TO BE COMPLETED BY THE REQUESTOR**

- **Company Name:** Winshuttle
- **Street Number:** 13052
- **City:** Bothell
- **Postcode:** 98012
- **Phone:**
- **Street Name:** Bathall Hwy
- **State:** WA
- **Country:** US
- **Email:**

#### Accounting Data

**TO BE COMPLETED BY FINANCE**

- **PO Currency:** USD
- **Payment Terms:**
- **Payment Methods:**
- **Dunning Procedure:**

---

*Vendor Master Creation 6/17/2011 12:47:27 PM*
"Winshuttle helps process tasks with speed and accuracy. It will process huge volumes in less time."

- Order-to-Cash Specialist
  Maersk

Deploying the Winshuttle platform has generated immediate, measurable benefits for Maersk. In two specific examples, time to execute Winshuttle automated transactions decreased significantly compared to the old processes (see Table 1). Overall efficiency gains have allowed Maersk to redeploy 50 full time employees to projects requiring higher domain knowledge.

<table>
<thead>
<tr>
<th>Transaction</th>
<th>Old Process</th>
<th>Winshuttle Automated Process</th>
<th>Percent Time Saved</th>
</tr>
</thead>
<tbody>
<tr>
<td>F-28 - Post Incoming Payment</td>
<td>150 seconds per transaction</td>
<td>15 seconds per transaction</td>
<td>90 percent</td>
</tr>
<tr>
<td>F-32 - Clear Payment</td>
<td>90 seconds per transaction</td>
<td>9 seconds per transaction</td>
<td>90 percent</td>
</tr>
</tbody>
</table>
“The best time saving example we have is the creation of a type of material where it earlier could easily take 1½ to 2 hours to fully create and have ready for use. By linking seven scripts using the same excel with a macro, using transactions MM01, MM02, CS01, CS02 and CA02, the time to perform the same task using Winshuttle was reduced to less than 2 minutes. It’s an easy 100 hours saving a year for that scenario alone, or a month saved in the two years we have been using the product. Even smaller sized companies can find benefits that justify purchasing a product like Winshuttle rather than hiring an extra person.”
### Current Problems

- Complex and inflexible UI
- Inflexible business processes
- SAP deployed to a small % of the employees
- IT resources overloaded
- Inefficient work processes and increasing costs

### Winshuttle Solution Benefits

- Data entry simplification through familiar interfaces of SharePoint
- Flexible workflow system on top of SAP
- SharePoint-based forms & workflow allows much wider deployment of SAP
- Non-programming approach
  - Ready to use application
- Overall improved productivity and cost savings
## Business Processes

### Case studies

<table>
<thead>
<tr>
<th>Challenges</th>
<th>Approach</th>
<th>Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Long processes to create Material, Customers and Vendors due to usage of email communication and remote SSC</td>
<td>Implement Workflow processes to enable smooth communication in the respective processes</td>
<td>Average creation process reduced from 4 weeks to 3 days.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Reduction of errors in Master Data</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Reduction in production system errors</td>
</tr>
</tbody>
</table>

*adsotech*

advanced software technology
### Message to the Board from the CIO

- **Improve IT productivity by 6%**
  - IT automation
    - Stonebranch 4%
  - IT automation
    - Libelle 1%
  - Security
    - Virtual Forge 1%

- **Reduce IT – costs by 12%.
  - Business Process
    - Global Software 1%
  - Business Process
    - Winshuttle 6%
  - Business Analytics
    - Every Angle 5%

- **Reduce license costs by 2 milj SEK K per annum**
  - License Management
    - Xpandion 2 000 000

**Outcome:** Increase bottom line by 20 million €. End-User productivity has increased with 3% and Security Exposures have been eliminated.
SOME OF OUR CUSTOMERS
Thank You for attending.