

Navigating Tomorrow: Unleashing Strategic Transformation with SAP Datasphere and SAP Analytics Cloud



Wolf Home Products, SAP BTP Champions



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Agenda



Company Introductions

2 min

Overview of Current State

2 min

Importance of Analytics Transformation

2 min

Technology Upgrade Analysis and Proposal

8 min

Overview of Future State

4 min

Summary

2 min





REPLY
SYSKOPLAN

Founded 2002
950 Experts

SAP specialists with the depth of Reply's global network.



20 Years of Growth

History is defined in many ways

- Ongoing client partnerships, new client growth and ecosystem participation are a few.
- Global capabilities covering all world regions with a strong presence in Americas and Europe.
- Deep manufacturing focus.
- Continuous Growth and 100% Referenceable.
- Vision is to be an active extension of our customers' operation.
- We operate as a global partner with the expertise to be quick and agile locally.

Reply's Motivation is High Customer Value

Business Transformation

ECC and S/4HANA Cloud and On-Premise
Enterprise Performance Management
Supply Chain Management
Customer Experience

Data Analytics & Technology

Business Technology Platform
BW/4HANA and SAP Analytics Cloud
Hyperscaler Landscape Management

Business Process Excellence

Celonis Execution Management
SAP Signavio

Managed SAP Support

Remote Consulting
Incremental Enhancements

For simplicity, just call us *Reply!*



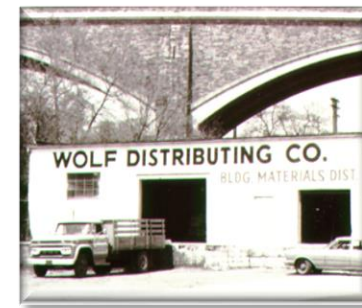
W[®] Wolf Home Products

Customer Brief

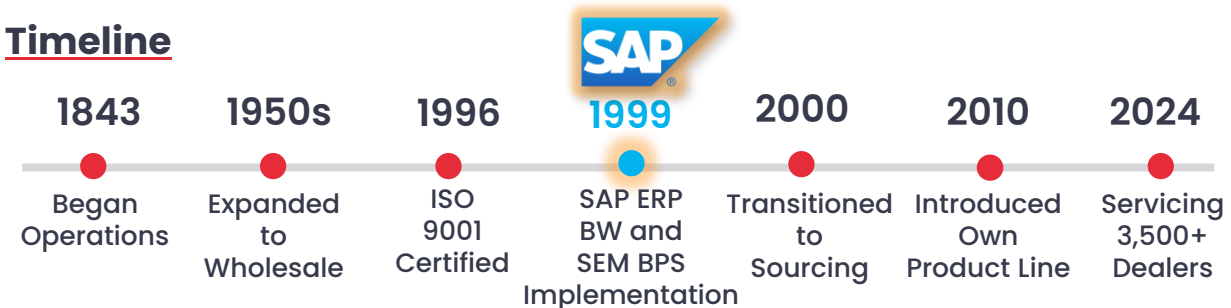
- 181 year-old company that is a market leader in the in kitchen, bath and home products Industry
- Started as a single store selling dry goods and lumber
- Expanded into a wholesale and retail lumber operation
- Transitioned to sourcing of kitchen, bath and building products
- Introduced own product lines as a new phase of growth
- Currently services 3,500+ dealers nationally

Important Historical Milestones

- 1900s – Expansion of existing business model
- 1996 – ISO 9001 Certification for process excellence
- 2000 – Changed business model to sourcing products
- 2010 – Began marketing and producing own product line
- 2010s – Expanded dealer network
- 2024 – Among top suppliers in the industry









Timeline

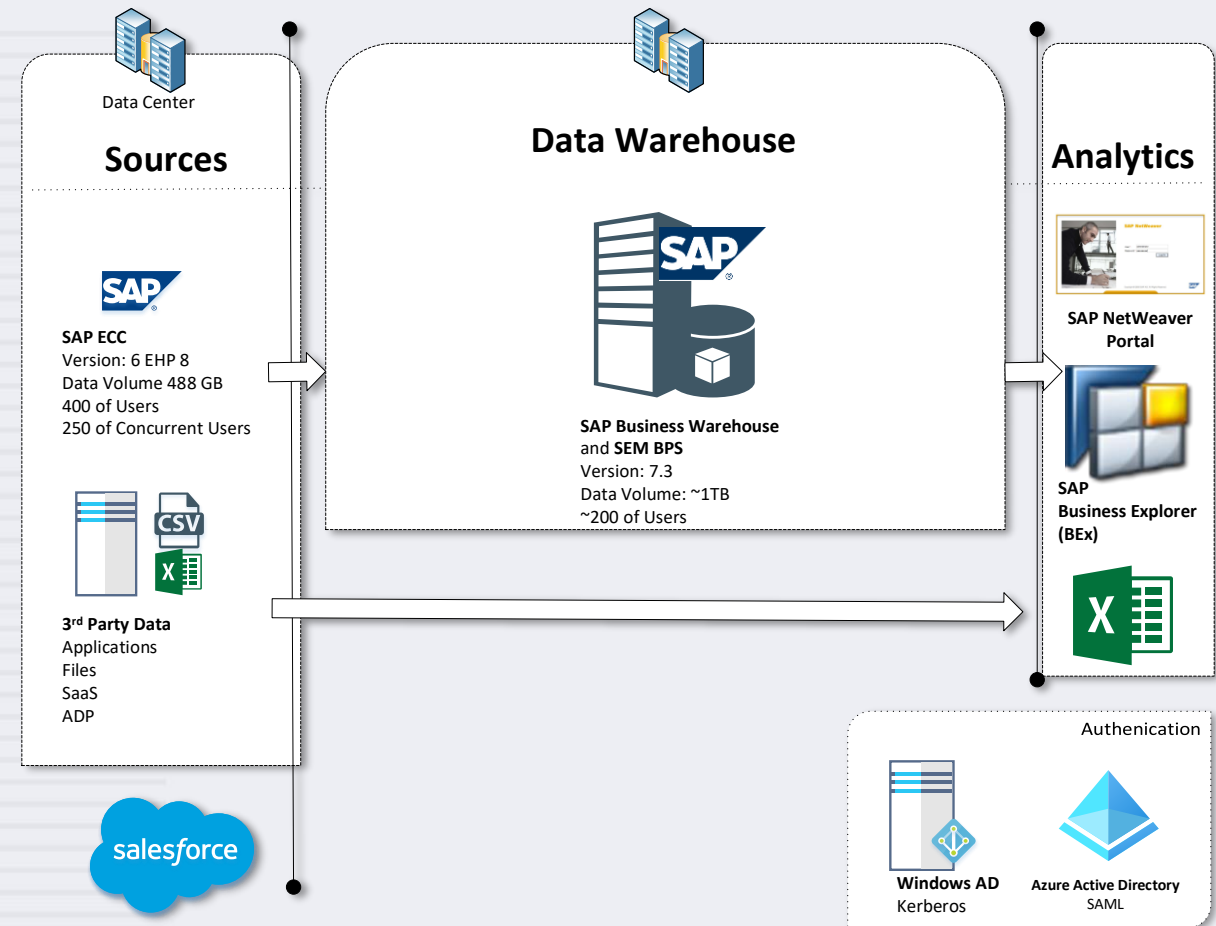


Overview of Current State

Analytics tools are outdated, inefficient and costly

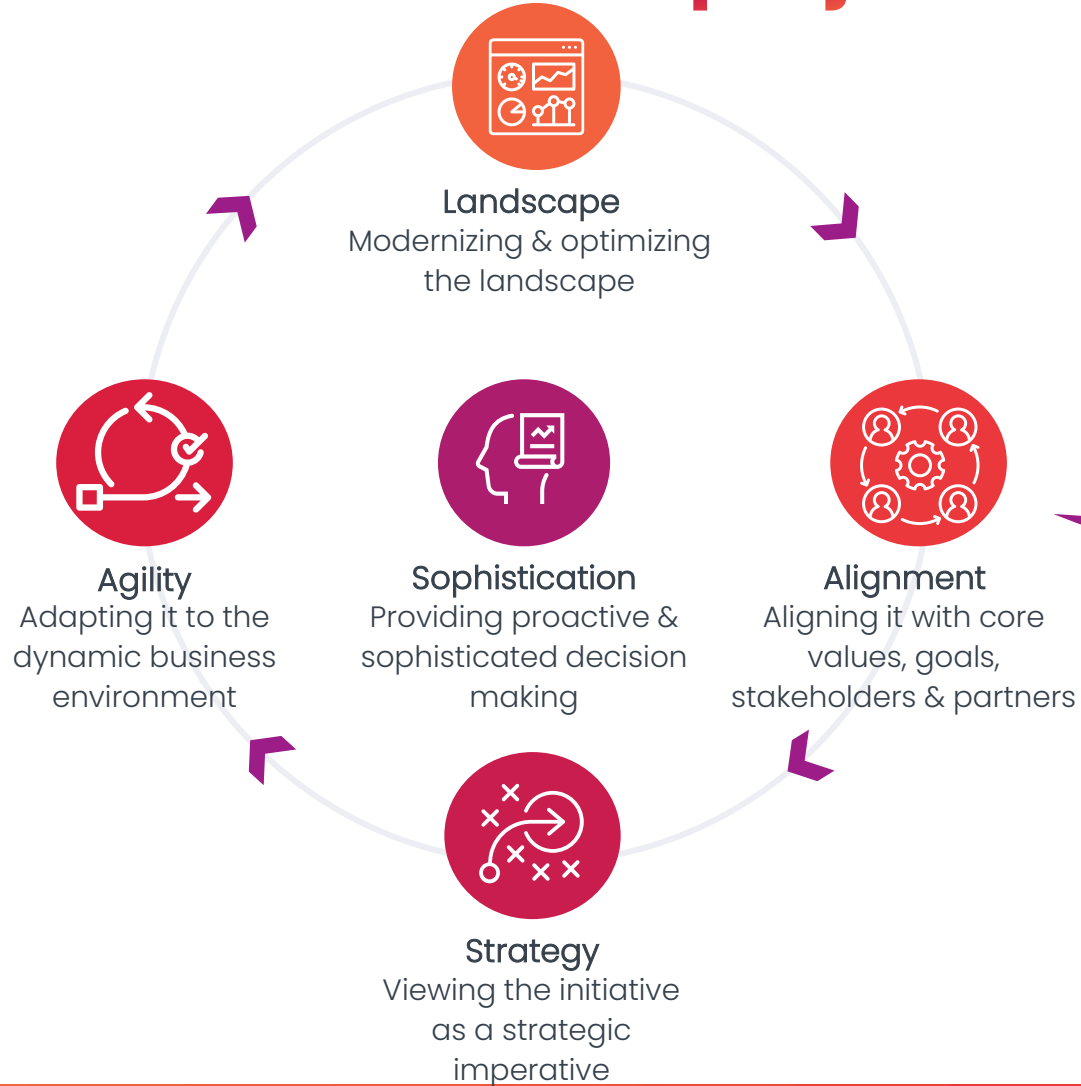
-  **Lack** of integration among multiple data sources, platforms and tools
-  **Absence** of functionality to handle increasing variety and complexity of data
-  **Cumbersome** and **unsatisfactorily** user experience due to manual and repetitive tasks
-  **Inadequate** capabilities and innovations to provide advanced and self-service analytics
-  **Competing** priorities leaving time for only the most critical maintenance activities
-  **Diversion** from more strategic and value-adding activities

On-Premise Architecture



Importance of Analytics Transformation: The Vision

More than an IT project

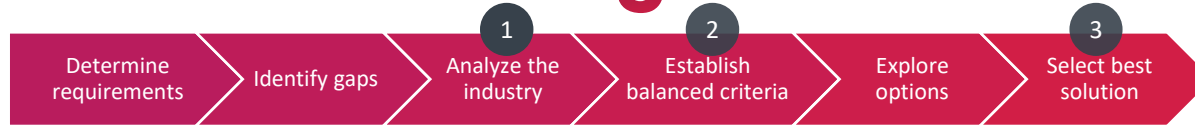


W Values

- Focus on teamwork
- Do the right thing
- Deliver the highest standards
- Focus on continuous improvement
- View profit as essential for all

Core	Value	Reliability	Logistics
<ul style="list-style-type: none">▪ 181 years of service▪ Know the industry▪ Long-term perspective	<ul style="list-style-type: none">▪ Premium quality at affordable prices▪ Backed by industry leading warranties	<ul style="list-style-type: none">▪ Consistently courteous and reliable reputation▪ Every order delivered error free	<ul style="list-style-type: none">▪ Provide what's needed when needed▪ Delivery in days not weeks

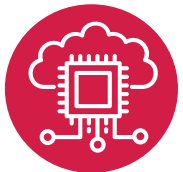
Establishing a Process



1 Choosing can be complicated



On-Premise: traditional model where the organization owns/shares a data center and owns and maintains software and hardware



Cloud: newish model where the organization relies on cloud providers who offer services over the internet (IaaS, PaaS, SaaS)



Hybrid: combination of on-premise and cloud architectures where the organization augments its resources with those provided by cloud vendors

2 Avoiding choice overload



Capabilities → out-of-the-box features



Compatibility → integration smoothness



Customization → modify to specific need



Skillset → level of expertise required



Support → availability and quality of help



Cost → startup and ongoing expenditures

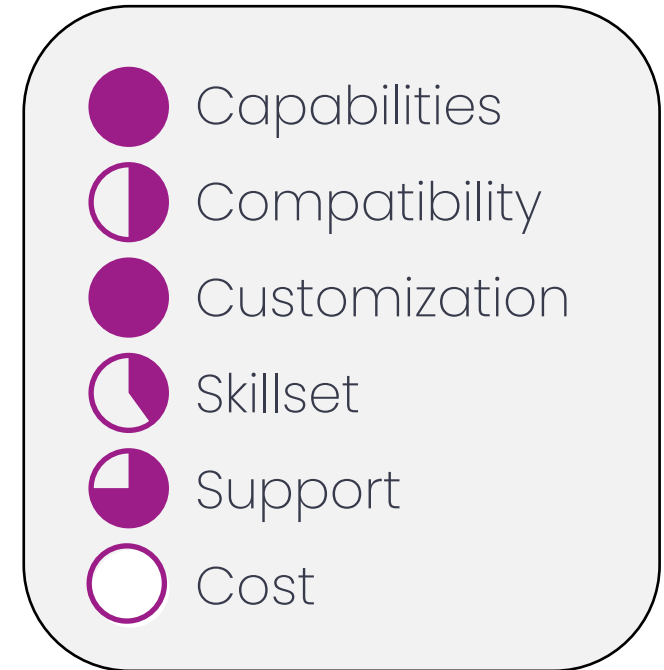
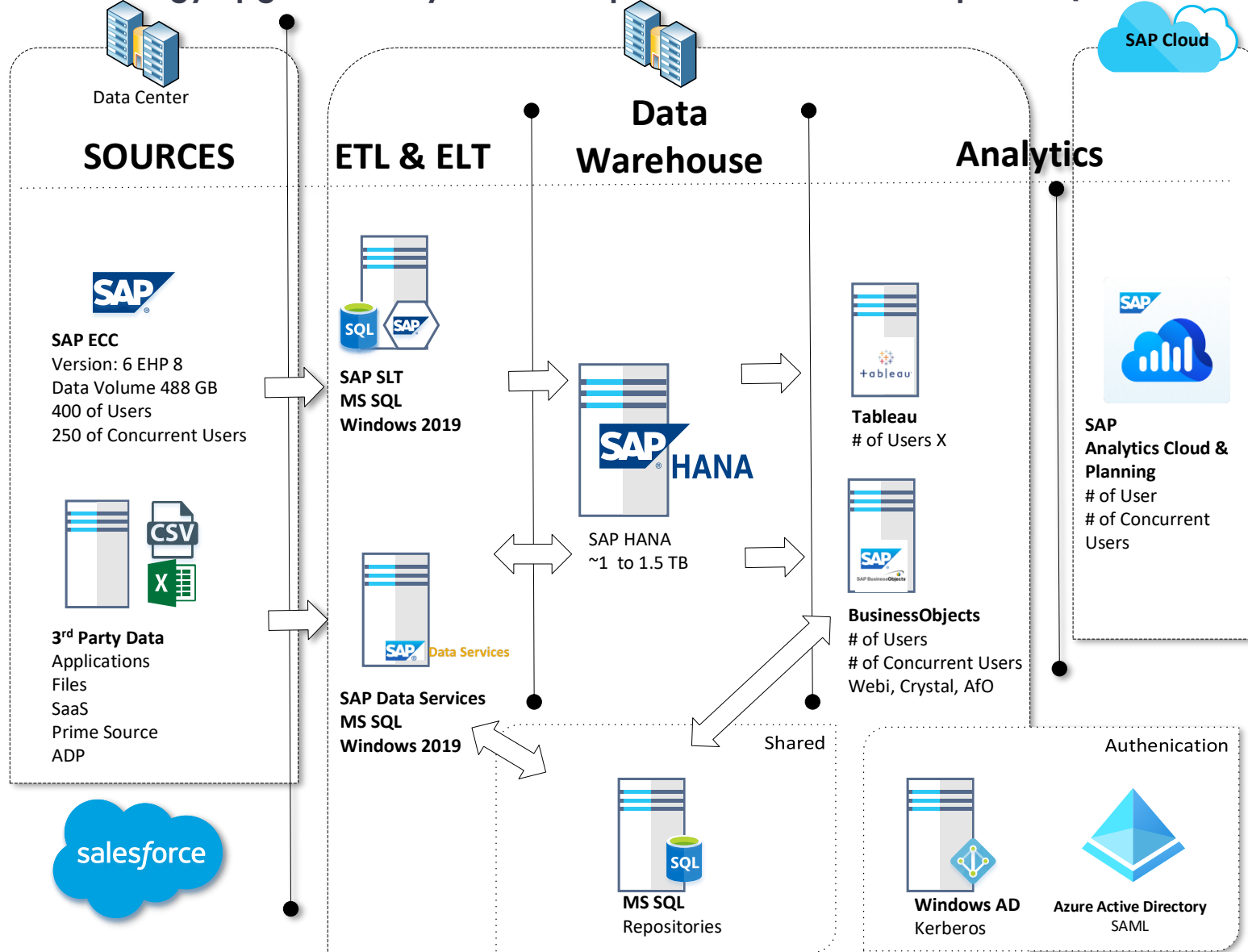


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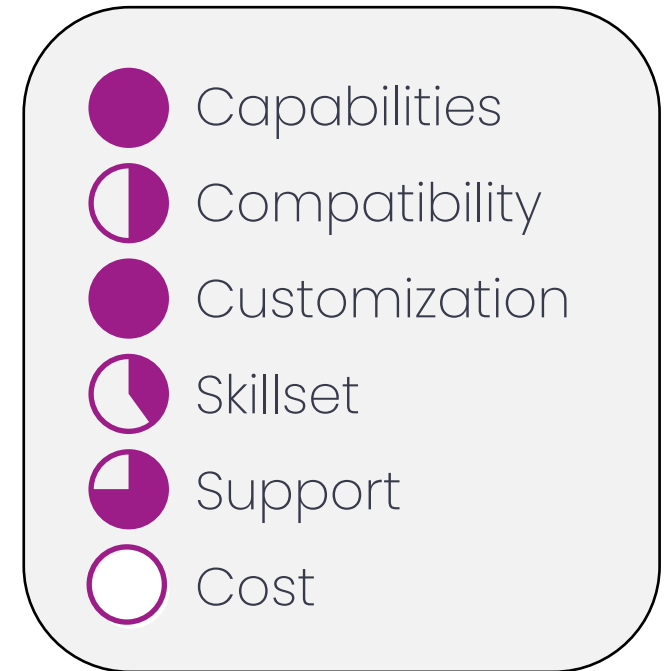
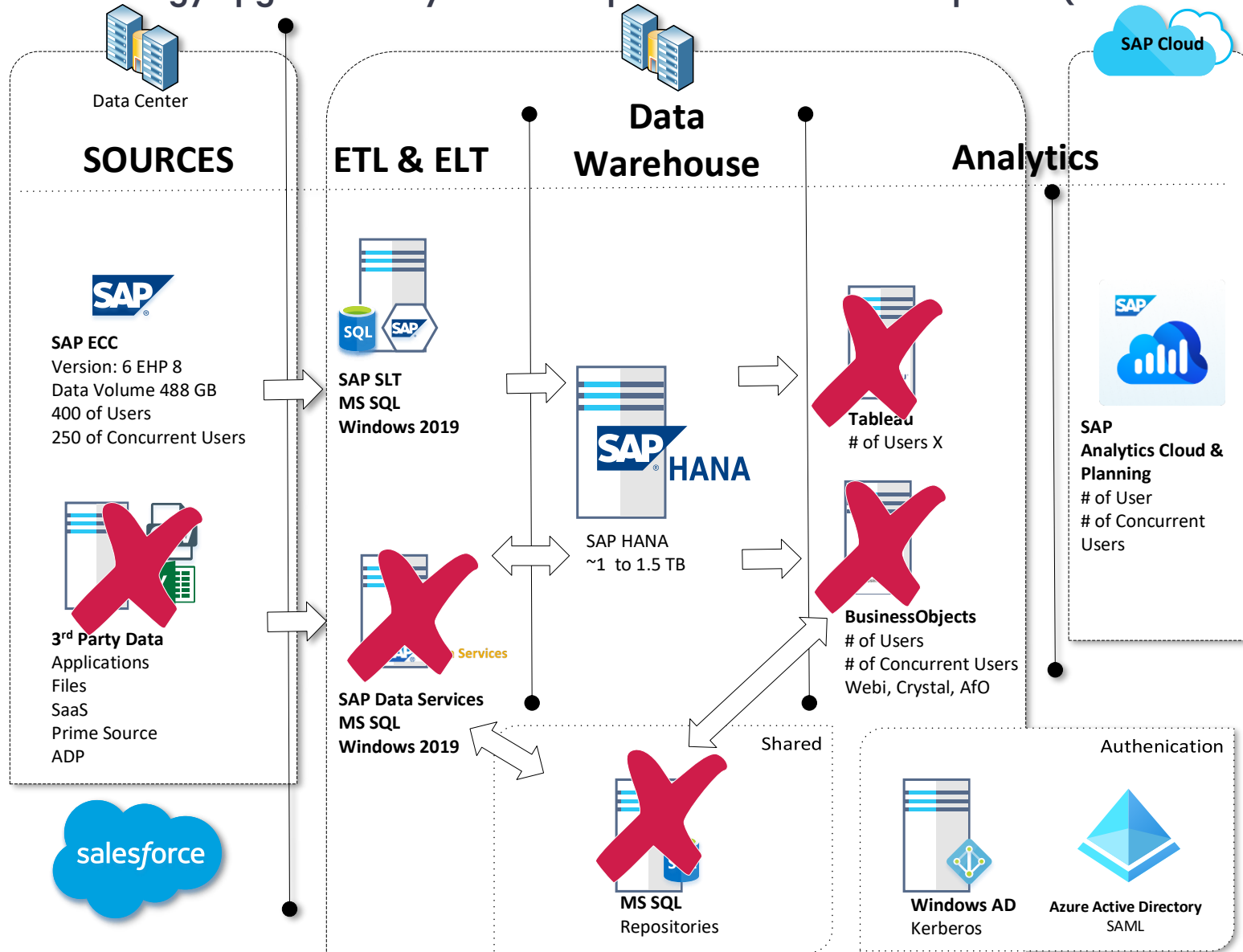


Result: Technically, functionally, economically, operationally and socially **feasible**

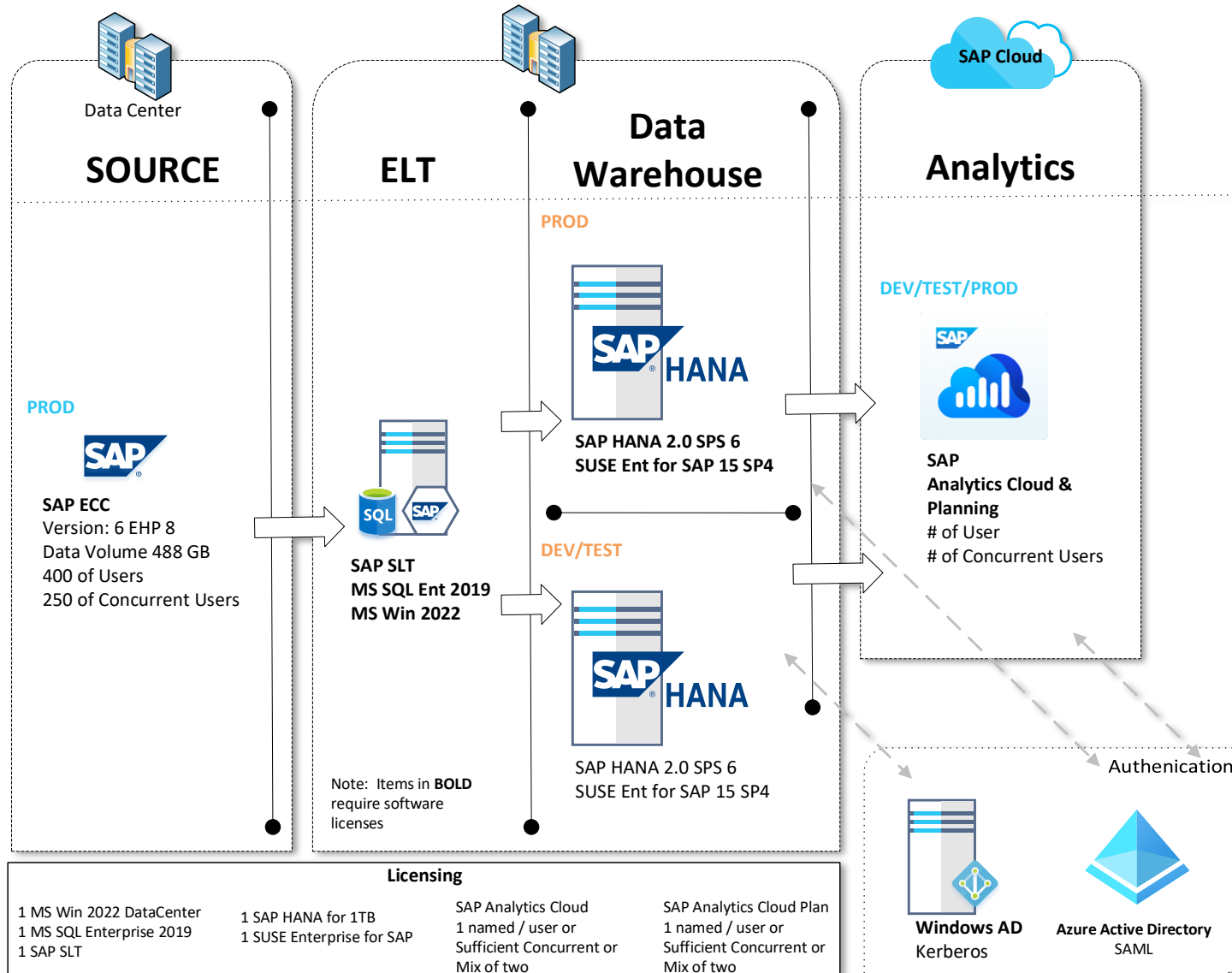
Technology Upgrade Analysis and Proposal: Architecture Proposals (Kitchen Sink)



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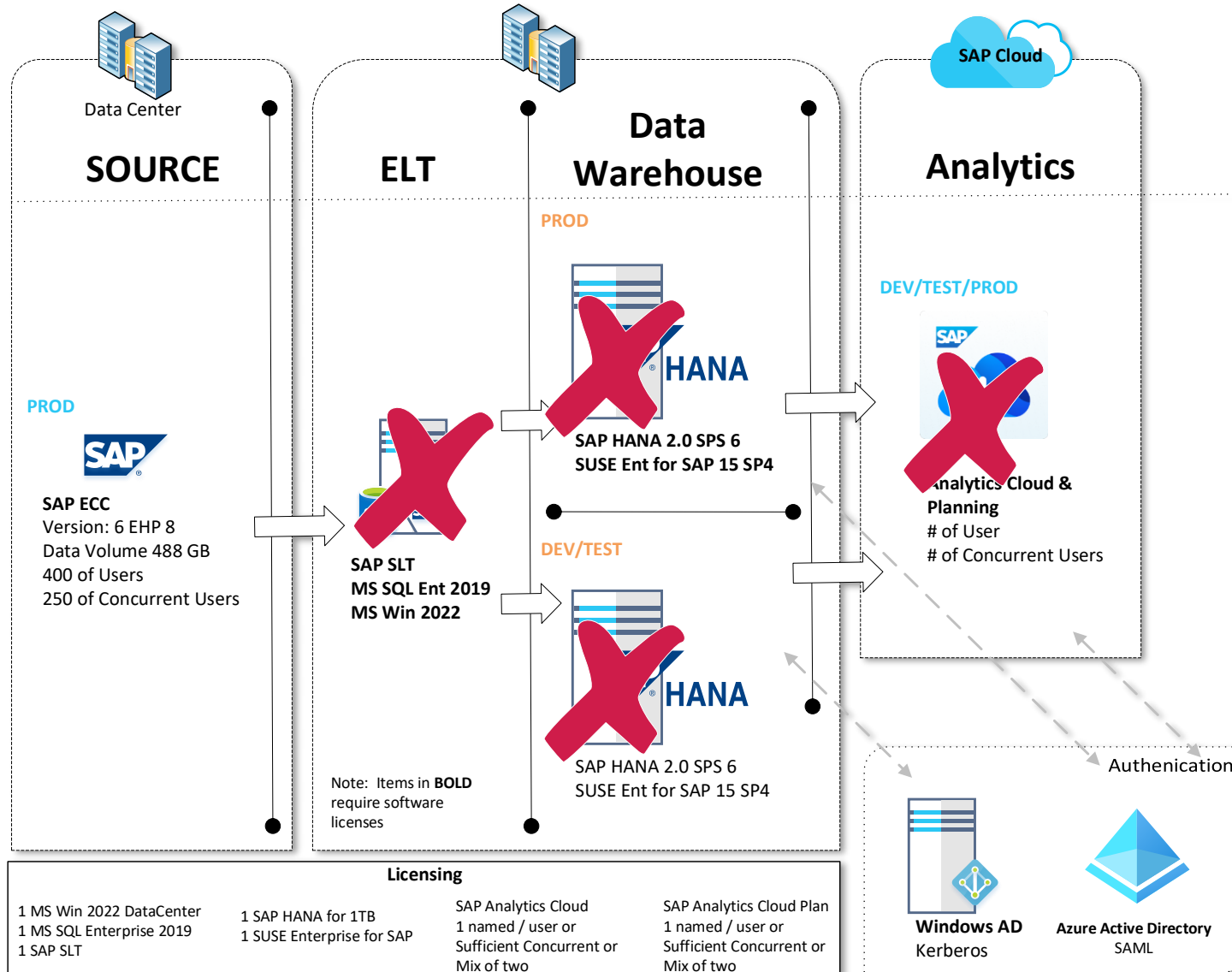
Technology Upgrade Analysis and Proposal: Architecture Proposals (Datacenter)



-  Capabilities
-  Compatibility
-  Customization
-  Skillset
-  Support
-  Cost



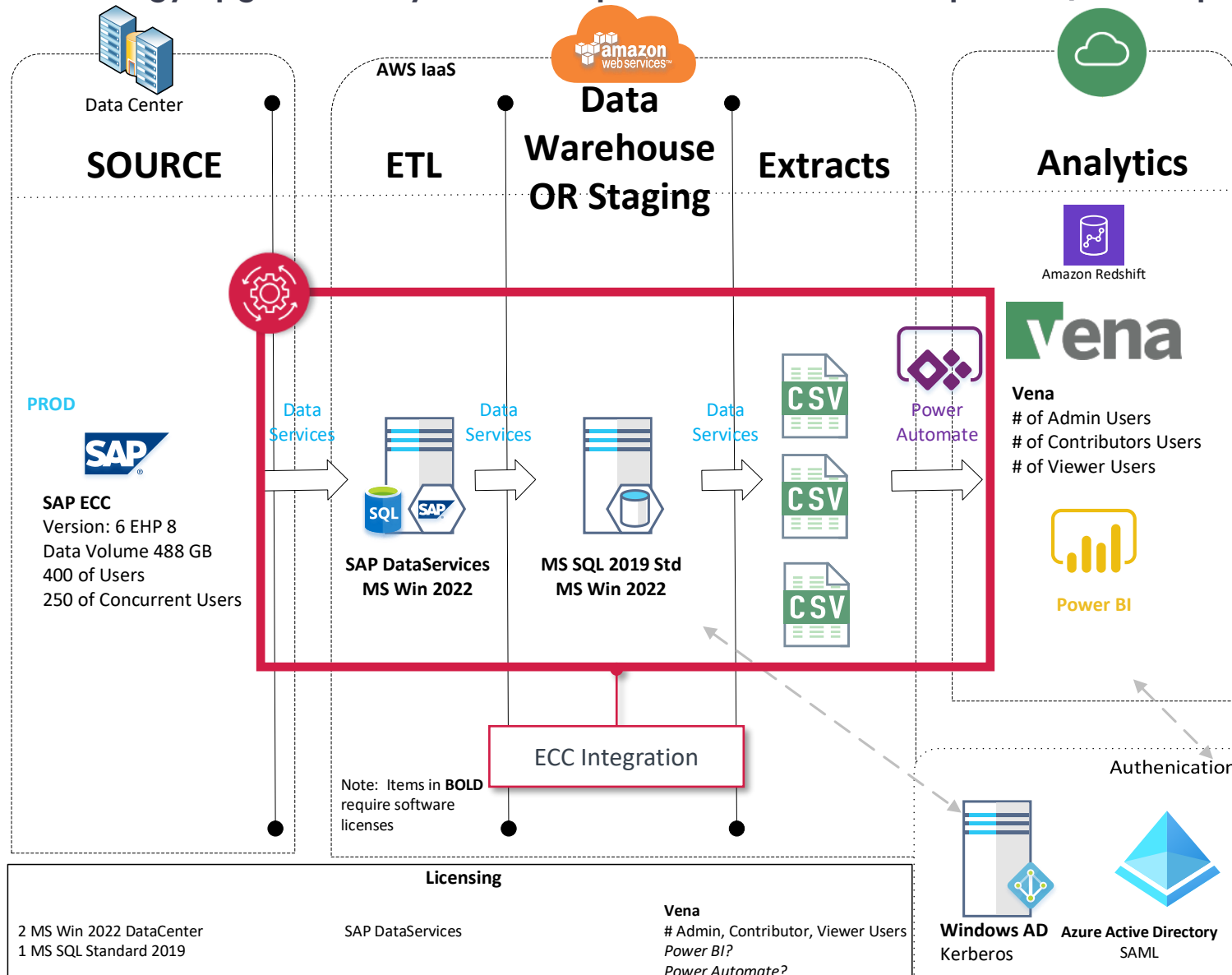
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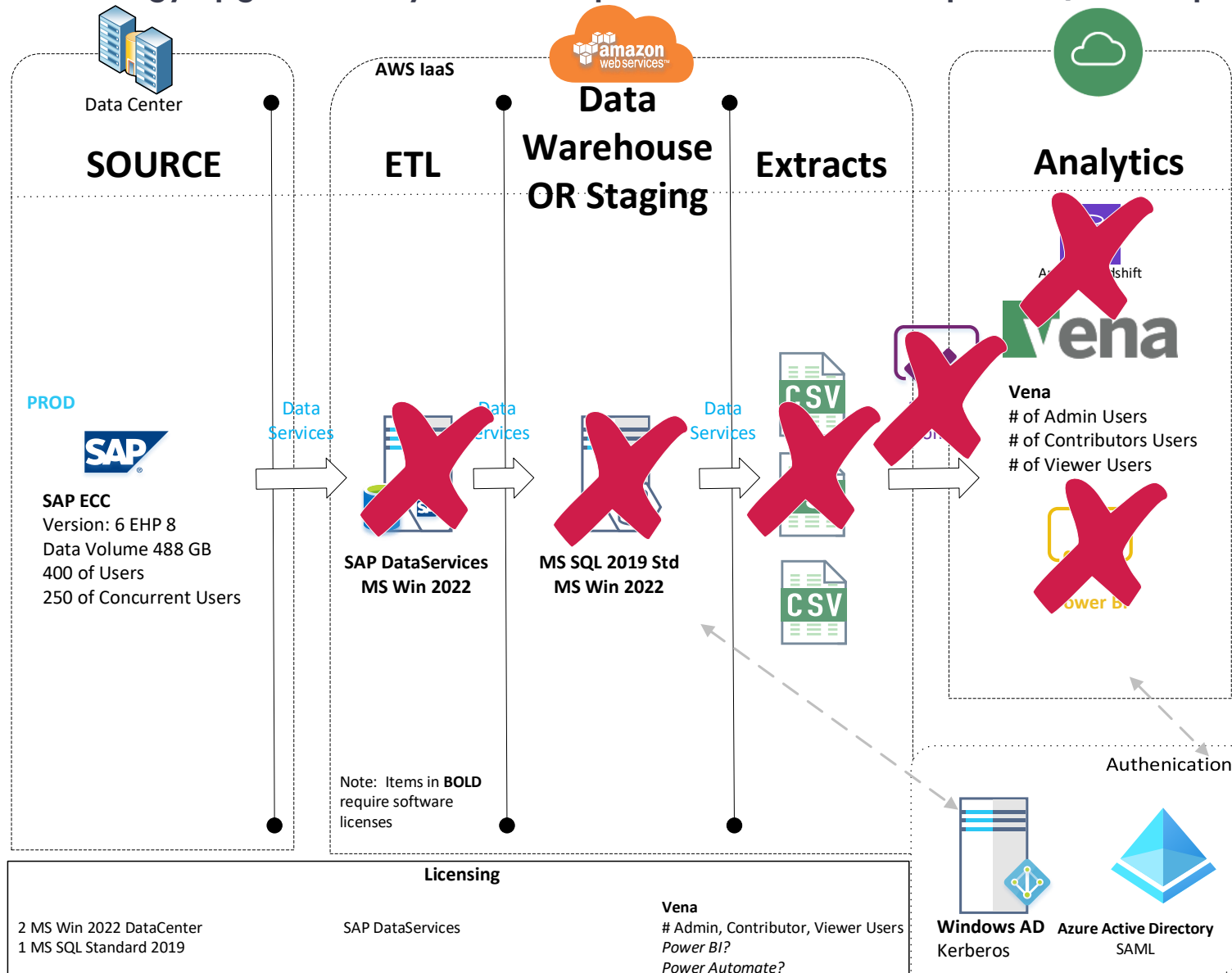
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Technology Upgrade Analysis and Proposal: Architecture Proposals (Excel Euphoria)



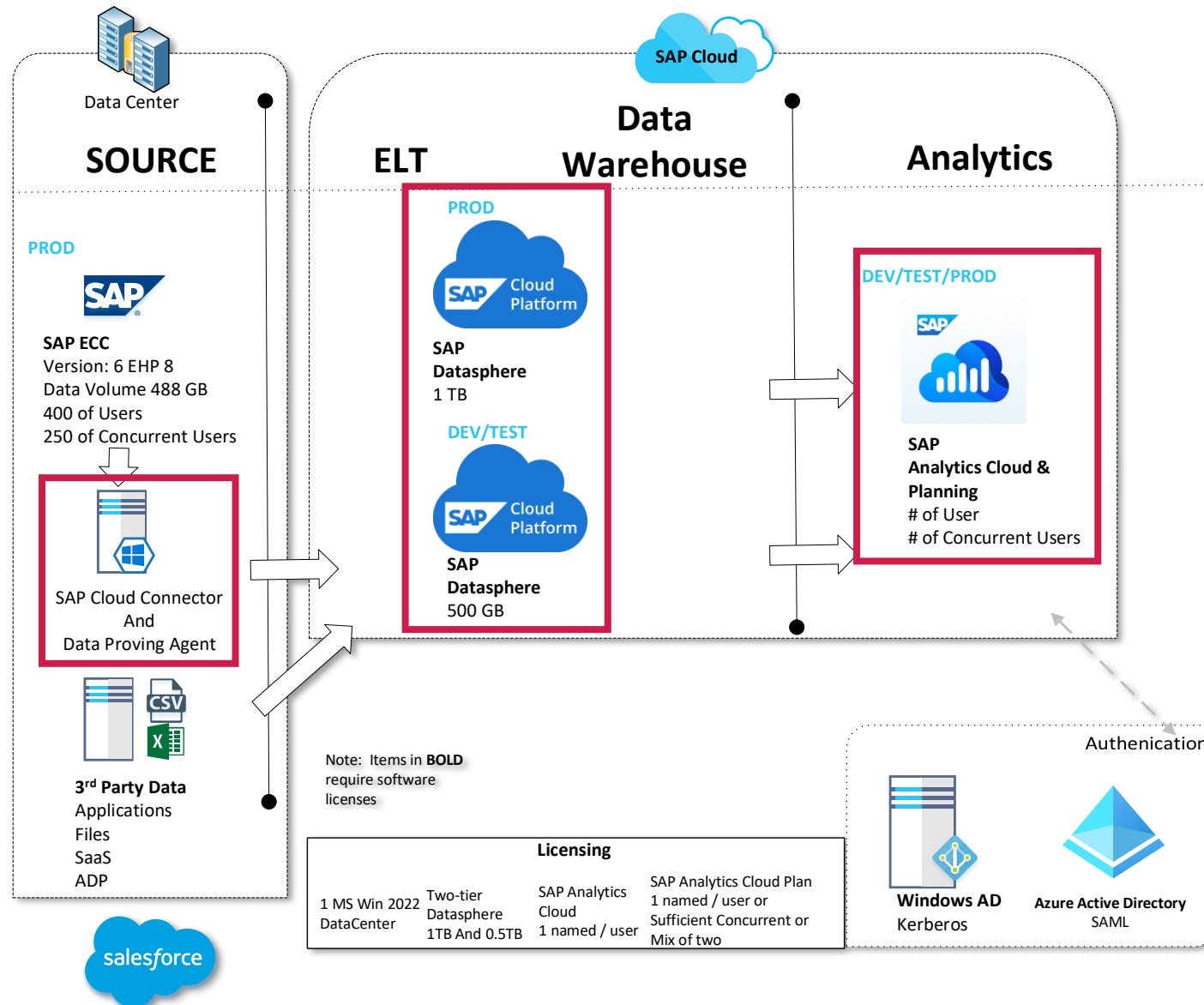
Technology Upgrade Analysis and Proposal: Architecture Proposals (Excel Euphoria)



- Capabilities
- Compatibility
- Customization
- Skillset
- Support
- Cost

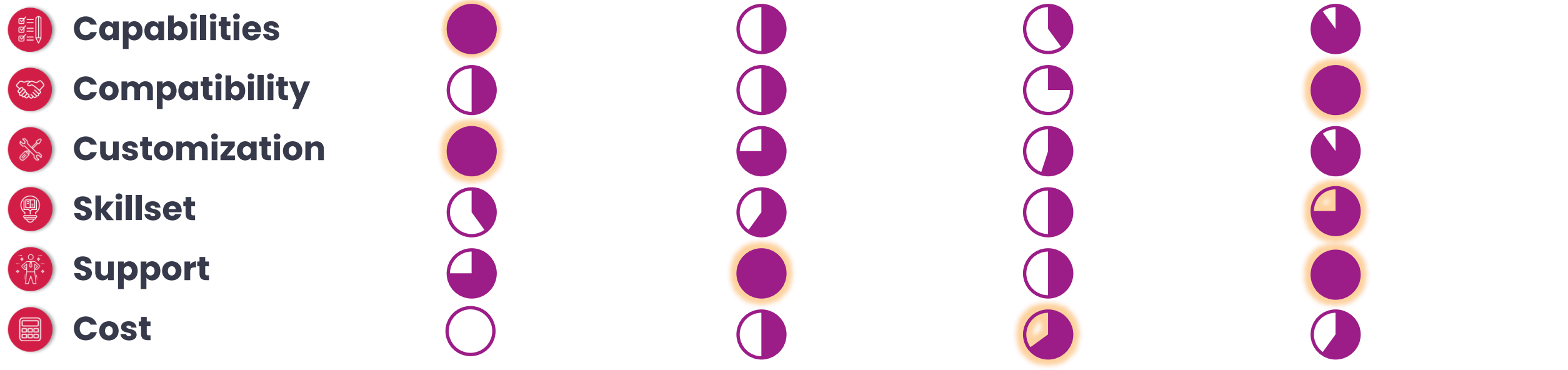


Technology Upgrade Analysis and Proposal: Architecture Proposals (Datasphere)



Overview of Future State: Scorecard

Final score



Overview of Future State: Benefits



Productivity

Integrated sources with extensive capabilities streamline data tasks and empower business users to tackle challenges with enthusiasm

Simplification

Reduced data movements and intuitive data models boost accessibility, usability and comprehension, fostering consensus and better-informed decisions

Modernization

Advanced features cater to modern users' evolving needs, enabling continuous innovation, flexible integrations, scalable architectures and uninterrupted availability

Timeliness & Accuracy

Near-real-time analytics allows for agile responses to dynamic conditions while ensuring reliability through straightforward data validation against systems of record

Insight

Effectively efficient operations frees business users to discover new perspectives while exploring data to uncover deeper insights, predictive capabilities and strategic opportunities



Overview of Future State: Datasphere Samples

Welcome to the Data Builder

Create views and tables to prepare data for your stories, and use entity-relationship models to visualize and make associations between artifacts.

Business Name: TBL_DP_TVWVT
Type: Local Table (Relational Dataset)
Space: ECC Raw

Business Name	Technical Name	Type (Semantic Usage)	Space
Rep Flow DP Vendor Attributes and Tests	RF_DP_SUPPLIER_ATTR_TEXT	Replication Flow	ECC Raw
Rep Flow DP Sales Employees	RF_DP_SALESEMPLOYEES	Replication Flow	ECC Raw
Rep Flow DP Sales Document Type	RF_DP_SALESDOCUMENTTYPE_TEXTS	Replication Flow	ECC Raw
Rep Flow DP Sales Document Type	RF_DP_SALESDOCUMENTTYPE_ATTR	Replication Flow	ECC Raw
Rep Flow DP Purchasing Organization Attributes and Tests	RF_DP_PURCHASINGORGANIZATION_ATTR_TEXT	Replication Flow	ECC Raw
Rep Flow DP Profit Center and Tests	RF_DP_PROFITCENTER_ATTR_TEXT	Replication Flow	ECC Raw
Rep Flow DP Employee Attributes and Tests	RF_DP_EMPLOYEEOP_ATTR_TEXT	Replication Flow	ECC Raw
Rep Flow DP Payment Terms Attributes and Tests	RF_DP_PAYMENTTERMSCONDITIONTEXT_ATTR_TEXT	Replication Flow	ECC Raw
Rep Flow DP Payment Difference Person Attributes and Tests	RF_DP_PAYMENTDIFFERENCEPERSON_ATTR_TEXT	Replication Flow	ECC Raw
Rep Flow DP MFG Order Master Attributes and Tests	RF_DP_ORDERBASIC_ATTR_TEXT	Replication Flow	ECC Raw
Rep Flow DP Inventory Transaction Type Tests	RF_DP_INVENTORYTRANSACTIONTYPE_TEXT	Replication Flow	ECC Raw
Rep Flow DP Goods Movement Type Tests	RF_DP_GOODSMOVEMENTTYPE_TEXT	Replication Flow	ECC Raw
Rep Flow DP Functional Area Attributes and Tests	RF_DP_FUNCTIONALAREA_ATTR_TEXT	Replication Flow	ECC Raw
Rep Flow DP Functional Area Attributes and Tests	RF_DP_UNTDFUNCTIONALAREA_ATTR_TEXT	Replication Flow	ECC Raw
Rep Flow DP Financial Statement Attributes and Tests	RF_DP_FINANCIALSTATEMENT_ATTR_TEXT	Replication Flow	ECC Raw
Rep Flow DP Division Attributes and Tests	RF_DP_DIVISION_ATTR_TEXT	Replication Flow	ECC Raw



CA - Cross Application | View - View ECC Customer General ...

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```

Model Properties

Business Name: FACT Sales Overview
Technical Name: FACT_SALES_OVERVIEW

Expose for Consumption: OFF

Run in Analytical Mode: OFF

Status: Deployed

Deployed On: Feb 5, 2024 12:10:58

Measures (0)

- Net Amount
- Sales Document Item Count
- Sales Document Count
- ADJ_NETAMOUNT
- ADJ_COSTAMOUNT
- ADJ_QUANTITY



Analytic Model Properties

QUERY Sales Overview

Name: QUERY Sales Overview
Technical Name: QUERY_SALES_OVERVIEW

Status: Deployed

Measures (6)

- ADJ_COSTAMOUNT SUM
- ADJ_NETAMOUNT SUM
- ADJ_QUANTITY SUM
- Net Amount SUM
- Sales Document Count
- Sales Document Item Count SUM

Dimensions (66)

- Bill to Party
- Billing Document Date
- Client
- Created By User

Ingest



Store

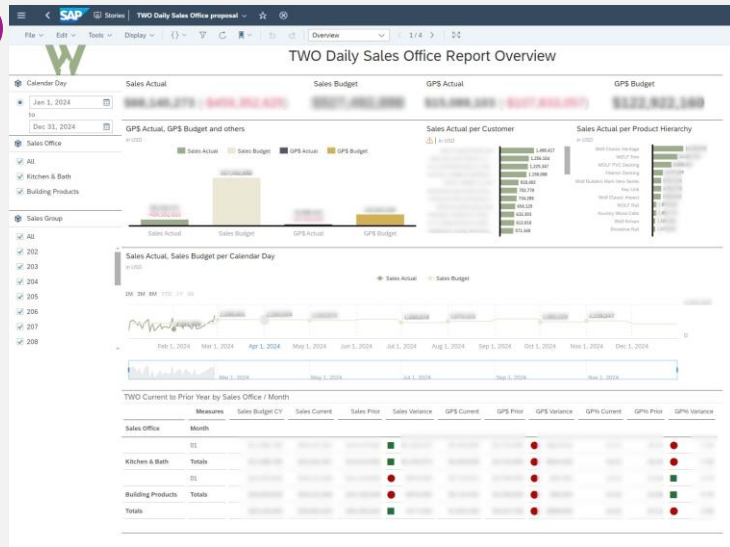
Prep

Serve

Note: Using CDS view naming conventions for future proofing

Overview of Future State: SAC Samples

1



2

TWO Board Daily Sales...

Period	Sales Budget	Sales Variance	GPS Actual	GPS Budget	GPS Variance	GPS% Variance
Prior Day						
MTD (Prior Month on first business day of month)						
Month End Forecast						

3

YTD Sales by Month by Country

Calendar Month	Jan 2023	Feb 2023	Mar 2023	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024
Sales Party														
Full Name														
City Name														
Country														



Summary



Overview



Detail

Visualize

Summary

Takeaways



Cohesion

Ensure cohesion among core values, strategic objectives, stakeholder requests and existing skills



Time

Allow sufficient time to analyze, research and prepare a gap analysis



Balanced

Use balanced criteria for architecture and application selections



Future

Look to the future: consider the organization's, industry's and vendor's directions



Execute

Prepare and meticulously execute with best practices and guidelines



Assistance

Seek assistance for a solid foundation; Reply's sales team is eagerly standing by





Thank You

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