SAP BTP – The Good, The Bad and The Not So Ugly…

25th April 2023

Bluestonex
The SAP UX experts

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The SAP UX experts

Agenda

❑About us

❑What's happened in the marketplace with RISE

❑Understanding the license options

❑What is needed to drive innovation?

❑Quick wins in BTP

❑Questions

Business
Technology
Platform

Services

What do we do

STRATEGY, BTP, USER EXPERIENCE & INNOVATION

- Application design & build
- UX Health and digital insights
- **AppHaus methodology**
- Prototypes through to UX strategy
- **LSP** Training / team & organizations
- **Advisory** & **Guidance** on SAP

BTP CLOUD SERVICES

- **Discovery**
- **Free Trier POC**
- **Cloud as a service (PMC)**
- UX Management
- API Management
- HANA & Database management
- **BTP Health Check**

MASTER DATA SERVICES

- Duplicate checks
- **Data Health checks**
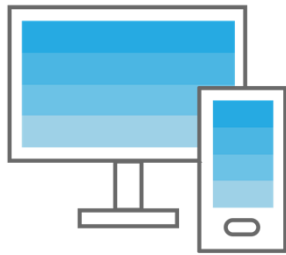- BPO – Business process outsourcing
- Data Survey via Qualtrics

SUPPORT SERVICES

- **BTP Support**
- Application support
- Transition support
- Stabilization & hypercare support
- **Knowledge base**

Software and IP

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SAP UI5 / Fiori Applications

Catalogue of **100+** pre-built applications we have built over the years.

Sectors covered include:
- Master data
- Engineering
- Purchasing
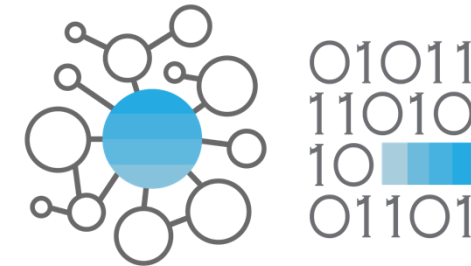- Warehouse management
- Human resources
- Financials

BTP Cloud Suites

Suites of applications built utilising Cloud functionality such as SAP HANA Cloud.

Suites include:
- Visitor app suite
- HR suite
- Data health suite
- **Business Partner Portal**
- Support Desk Experience
- **BTP Monitor suite**

SAP Master Data Software

Our BPM & master data management / governance tool **Maextro**. IP and product owned by Bluestonex. Created in 2017 and **BPX** created in 2021.

Benefits and Features:
- **Data & Process Automation**
- **Data Governance** for **all SAP objects**
  - SAPUI5
  - Integration
  - Workflows
  - Business Rules
  - Data Integration & data exchange

What is Maextro?

Our Master Data Management & Governance solution

MAEXTRO

Maextro is a fully configurable Master Data Solution to model your business requirements, business rules and workflows. Maextro enables users to create, maintain and consume reliable data.

- Is built on core SAP and enhanced with optional Cloud Extras via the SAP BTP (Business Technology Platform)

- Is process driven

- Is delivered with a range of pre-configured content

- Has user-centric SAP Interfaces

- Covers many objects / data domains

- Removes forms & legacy systems

- Improves data quality & governance.

BPX – Business Partner Experience

Business Partner onboarding - Industry Solution

MAEXTRO

Onboarding made easy
Onboarding made easy with self service portal

Automatic Validation
APIs for automatic data validation, including Company Reg, IBAN, VAT, Post code, D&B and more…

Seamless integration
Seamless integration to SAP systems, SAP MDG and or Maextro

Utilising SAP BTP
Using SAP for services like iRPA and Document Information Extraction

SAP Industry Cloud Endorsed
BPX compliments the SAP Industry Cloud portfolio

BTP Monitoring Suite
BTP Monitoring and Usage Application
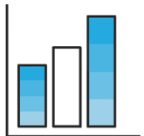
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Monitoring and Management made easy
Usage Consumption Monitoring and alerts.

Use Management & Roles
User Creation, Management, Role Assignment and Password Approvals.

Application Tracker
Track usage by user, application used, device and browser.

Sustainability / Carbon Monitor
Review regions and services for carbon intensity.

Business Technology Platform

SAP BTP

SAP BTP is the platform for the Intelligent Enterprise. Customers can achieve agility, business value, and continual innovation through integration, data to value, and extensibility of all SAP and third-party applications and data assets.

Database & Data Management

- SAP HANA
- SAP HANA Cloud
- SAP Data Intelligence
- SAP MDG
- SAP Enterprise Server Enterprise
- Maextro – Core
- Maextro – Business Partner Experience

Analytics

- SAP Build
  - SAP Analytics Cloud
- SAP Data Sphere
- SAP BusinessObjects BI
- SAP Business Planning and Consolidation
- SAP BW/4HANA

Application Development & Integration

- SAP Integration Suite
  - CPI
  - API
- SAP Extension Suite
  - Fiori
  - Mobile
    - Offline
  - Portal / Work Zone
  - SAP Build
    - Workflow
    - Process Automation
- Maextro – UI5 – no code

Intelligent Technologies

- Machine Learning
- Document Information Extraction
- Chat Bots

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Direct - CPEA

Business Technology Platform

Direct – CPEA (Consumption)

- ✓ A prepaid investment in cloud credits.
- ✓ Giving flexibility of turning services on and off (and switching services).
- ✓ The total monthly cost is deducted from your cloud credits balance.
- ✓ minimum investment entry.
- ✓ You are **billed annually in advance**. Any overages are billed in arrears at list price.

Direct - Subscription

- ✓ Your organization subscribes only to the services that you plan to use. You can then use these services at a fixed cost, irrespective of consumption.
- ✓ You **pay in** advance when the contract period starts.

Direct – PAYG (Consumption)

- ✓ Pay nothing upfront, no minimum usage requirement or annual commitment.
- ✓ You are **billed monthly in arrears.**
- ✓ A low-risk model is suitable for customers with use cases that are not well defined.

Partner Managed Cloud – A True SaaS Model

Business Technology Platform Blue

- ✓ **Hybrid models** available including all mentioned plus Free Tier (90-day production ready).
- ✓ **You choose** the Consumption methods or a subscription method.
- ✓ **All management and monitoring** carried out by **Bluestonex.**

- ✓ You are **billed monthly in arrears.**
- ✓ **Platform, Software & Services** available (tracker apps and consumption apps).
- ✓ **Expertise in BTP** - Design, Build, Support, Training, & Custom Development days can be part of service days per month.
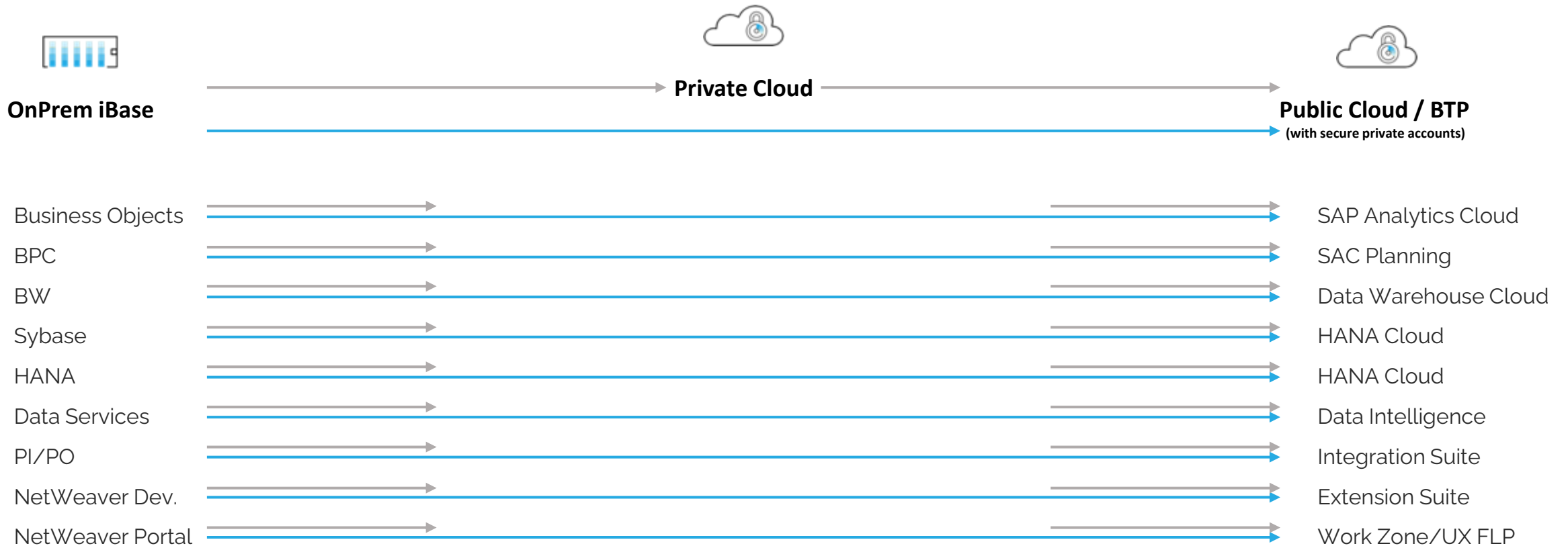
- ✓ Consumption of **Pre-Built Industry Cloud** Certified Software.
- ✓ **Integration** is part of the managed service.
- ✓ **Low cost/Low Risk** (inc. Free Tier) available for POC and Productive versions.

Rise with SAP

The Summary and the reality

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Moving OnPrem Installed Base to the Cloud (BTP)

OnPrem iBase → **Private Cloud** → **Public Cloud / BTP**
(with secure private accounts)

OnPrem iBase	Public Cloud / BTP
Business Objects	SAP Analytics Cloud
BPC	SAC Planning
BW	Data Warehouse Cloud
Sybase	HANA Cloud
HANA	HANA Cloud
Data Services	Data Intelligence
PI/PO	Integration Suite
NetWeaver Dev.	Extension Suite
NetWeaver Portal	Work Zone/UX FLP

Blueskyx is a **flexible** software & service offering whereby we (Bluestonex) can help with **discovery** and then **provisioning** of new SAP BTP licenses, **activation** of services, **development**, **deployment** and a **managed services solution**. We move you quickly to high value/ROI with an affordable a monthly operating expense (OPEX) for innovation with our predefined service & software packages.

Hosted by SAP Hyper Scalers, and **can be managed by Bluestonex** (including integration)

Choose from our list of Blueskyx **Applications** to add to your new Cloud UI

Support , **innovation** and **development** days included – part of your innovation DNA

Managed services with **monitoring tools & self service**.

Partner Managed Cloud – What the Customer Gets

Simplicity
Immediate solution access with a single solution provider.
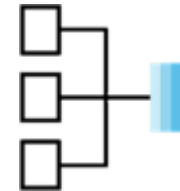
Experience
A trusted partner. No risky long-term projects.

A Foundation for Innovation
Ability to scale as their business needs change.

Optimization
Pre-built solutions (or customized) to optimize customer business needs.

Peace of Mind
Customers want to focus of their core business, not IT.

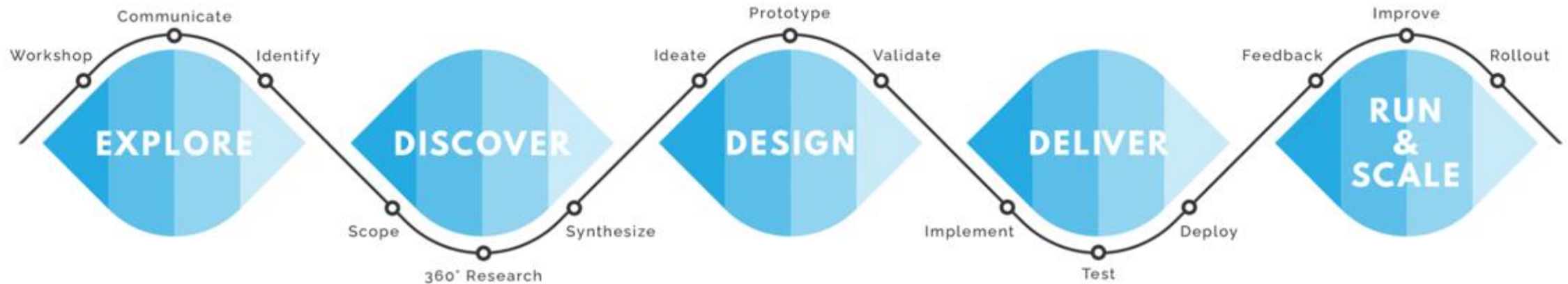✓ Speed and Agility   ✓ Single vendor experience for subscription license   ✓ Services and support   ✓ Capitalize on true Cloud + BPO benefits

How we work with Customers?

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Innovation Process
DT & HCD

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Explore innovation opportunities

Discover and gain deep understanding of customers' and their end user's needs.

Design and create a prototype of the solution.

Deliver functional solutions for productive use.

Run & Scale the solution, and deploy across the company.

DESIGN THINKING & DEVELOPMENT

Mural

Photoshop

Lego Serious Play

Pen & Paper

Slipstream Editor

SAP Mobile
Transaction Bridge
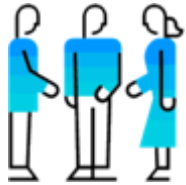
Eclipse

SAP BAS

Apple X Code

Android Studio

SAP Build

What is needed to drive innovation?

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Culture of Innovation
Changing Mindset

People

Build the right mix of skills, mindsets, and competencies for design-led innovation.

Process

Adopt a human-centered process and approach to catalyze organizational change and drive business value.

Place

Create and environment that encourages collaboration and allows innovation practices to flourish.

Leadership

Help leaders develop a human-centric mindset to empower their employees and nurture practices for innovation.
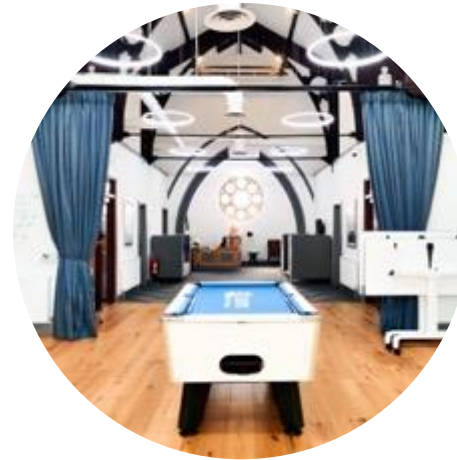
Technology

Leverage SAP Business Technology Platform to quickly implement ideas, as well as run and scale them.

Innovation Spaces

SAP AppHaus Network is a selection of "customer facing" co-innovation spaces in which customers, SAP, and end-users collaboratively work on projects by putting humans and their experiences first.

Our design centre is an old church, our ground floor space has offices and conference rooms whilst our first floor design centre boasts a **large open space** that combines the styling of the old with a touch of the new. Bringing everything together into one amazing, **collaborative design work**space **and usability labs** where **creativity** flows!

brakes
a Sysco company

About Brakes

- Part of Sysco, the world's largest foodservice company
- Looking for increased efficiency across 10 of their largest plants
- Circa 6500 UK based employees

Their System Architecture

- ECC6 EHP4 (No gateway components)
- Gateway (facilitate data services)
- BTP hosted on AWS & Azure
- Cyber policing heavy

Their challenges

- Office based transactions
- Reliant on paper- based processes
- Highly bespoke transactions
- Physical operation out of sync with system

.

Their Business Goals

- POC for one site utilizing mobile app's
- Goods inwards, Put-away, replenishment
- Automation and simplification of the outbound logistics process

The Prototypes

Outcomes....

Pen & Paper

SAP Business
Application Studio

Stakeholder
Workshops

1

MAEXTRO

Automation for Warehouse Admin
Maextro was used for automating manual tasks and
monitoring via BTP Visualization

2

**SAPUI5 Apps for RF Warehouse
Processing**
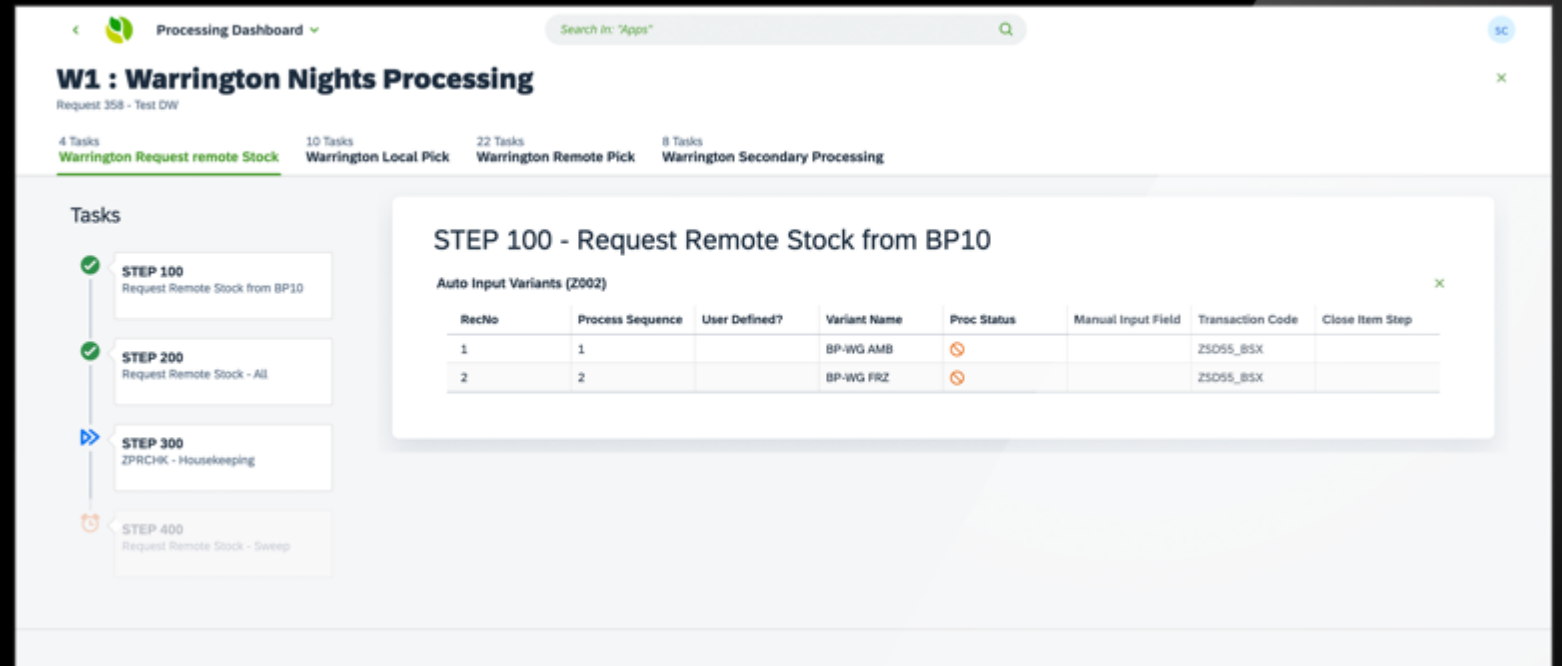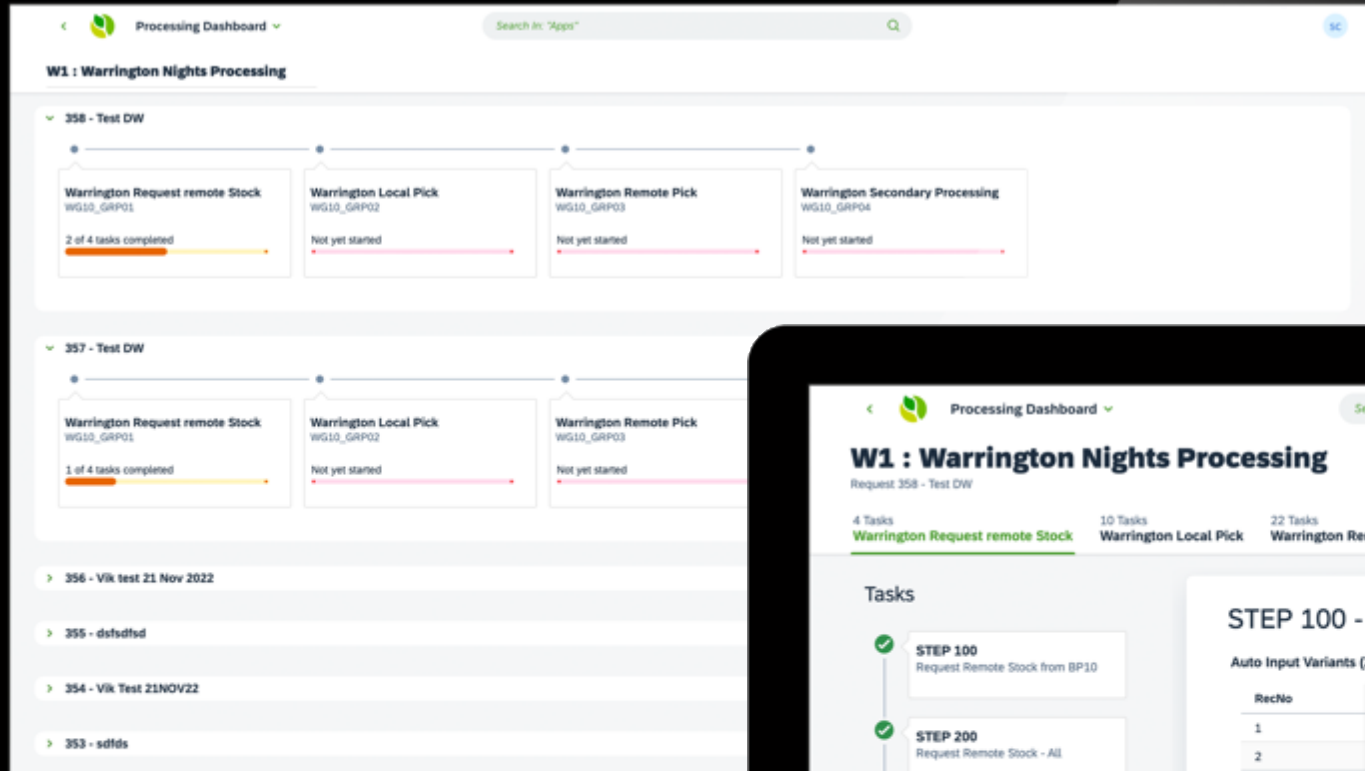Built on BTP

The Prototypes
Outcomes....

RF - Goods Receipt

The Prototypes
Outcomes....

Automation Processing Dashboard

Automation

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| Each warehouse with circa 8 admin heads | Warehouse Admins are critical points of failure | Training time was < 1 week |
| Admin using Paper and keying into SAP | No governance around date (miss keyed info) | Lack of visibility of where they are in the process |

Automation

After

Each warehouse now has less admin

Rule based processing with dependencies

Operations can be run centralized versus local

Data accuracy and real time info

Process visibility per warehouse

Training time now in hours

Governance of process

Quick Wins

Possible areas to start and how?
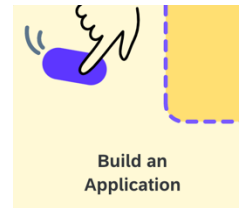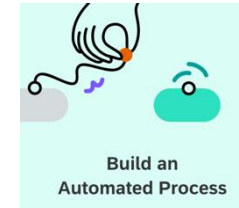
SAP Build is SAP's low-code offering designed to support users of every skill level including those with little or no formal coding experience

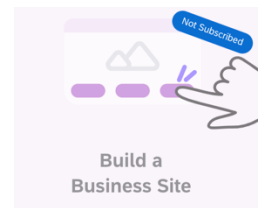BTP Subscriptions required for accessing SAP Build Tools:

- SAP Build Process automation
- SAP Build Apps
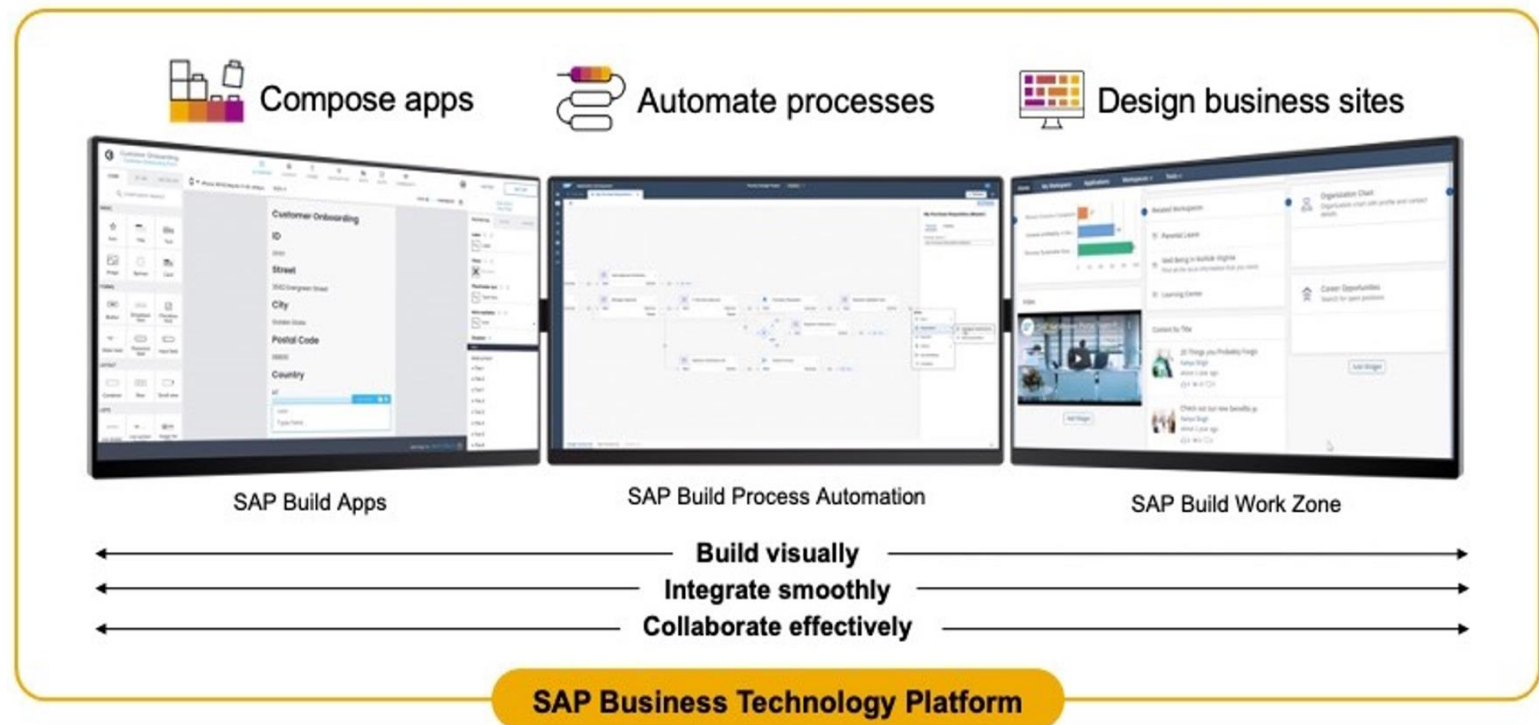- SAP Build Work Zone, Advanced Edition
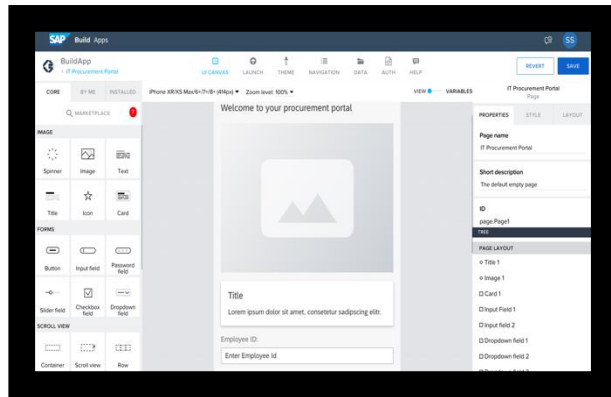

Build an Application

Build an Automated Process

Build a Business Site

Compose apps   Automate processes   Design business sites

SAP Build Apps   SAP Build Process Automation   SAP Build Work Zone

Build visually
Integrate smoothly
Collaborate effectively

SAP Business Technology Platform
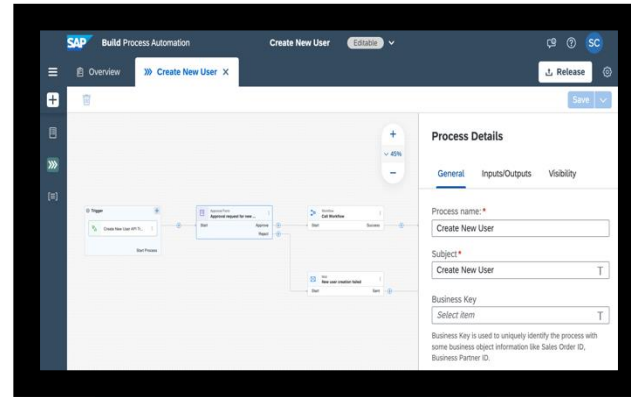
User Experience & Automation

Bluestonex
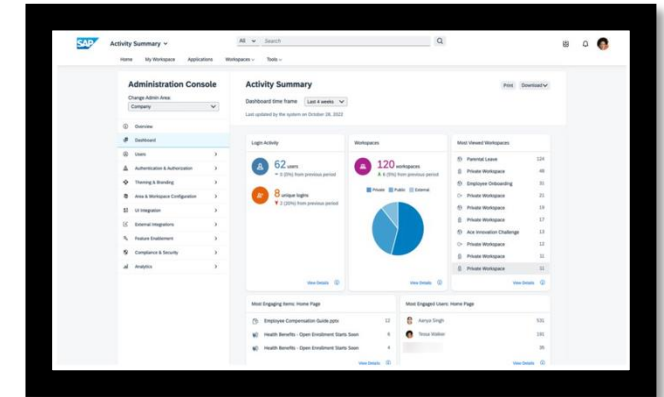The SAP UX experts

SAP Build Apps

Empowers everyone to:

- build and customize enterprise applications with an intuitive no-code development environment
- connect to SAP and non-SAP solutions with pre-built connectors and integrations

SAP Build Process Automation

Empowers everyone to:

- automate processes and tasks with visual drag-and-drop tools
- Automate faster using pre-built process content packages, RPA bots, and connectors for SAP and non-SAP systems

SAP Build Work Zone

Empowers everyone to:

- easily build business sites that provide centralized access to business applications and information on any device

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What is Good?

- **simple** enterprise applications can be built rapidly

- easy to use, visually simple tools with **visual drag and drop** options

- no technical knowledge required to create **simple** enterprise applications

- **configuring automation processes & workflow** is simplified

- enables business users

What is Not So Good?

- available controls are not extensive to build applications with sophisticated design

- to integrate SAP/non-SAP data from complex data sources users must have sound technical and functional knowledge

- "My Inbox" application used to monitor the automation tasks has a very limited functionality

Questions?

If you have questions on the below:

- ❑ BTP Services
- ❑ Data Management/Governance
- ❑ License compliance on SAP BTP (Digital Access)
- ❑ SAP Build

Or pop by our stand.......

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