



Application Lifecycle Management Partner Call – Q1 / 2022

Starting soon !

CXS Customer Communications and Relations, SAP SE
9th of February 2022

PUBLIC



Application Lifecycle Management

Partner Call – Q1 / 2022

CXS Customer Communications and Relations, SAP SE
9th of February 2022

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Agenda, 9th of February 2022

- Welcome & Announcements
- SAP S/4HANA transformation with ALM tools
- ALM Partner channels
- SAP Cloud ALM for SAP Success Factors
- Polls



Please use the Q&A tool in Zoom to ask your questions also during the presentation!

Speakers & Background Experts



David Birkenbach (Moderator)
ALM Go-to-Market EMEA/MEE



Evan Stoddard
ALM Global Communications



John Krakowski Jr.
ALM Global Communications



Sharath Shasheendran
ALM Go-to-Market APJ



Jörg Marenk
Focused Build Expert



David Birkenbach (Moderator)
ALM Go-to-Market EMEA

Welcome & Announcements

Camera? Action: **Video Tutorials** for SAP Cloud ALM

40 Videos:

- Onboarding
- Implementation
- Operations

SAP Help Portal SAP Cloud ALM

Browse by Product SAP Learning Journeys

SAP Cloud ALM

SAP Cloud Application Lifecycle Management – the new cloud-based ALM offering tailored to the needs of SAP Cloud customers.

This product ▾ Enter keywords or a product name Advanced Search ▾

Discover What's New Use Learn and Get Certified

Feature Scope Description

SAP Cloud ALM

Overview of the available features

Integration

Supported Products

List of supported products and capabilities.

Additional Information

Videos: Implementation

Youtube playlist

Videos: Operations

Youtube playlist

Videos: Onboarding

Youtube playlist

SAP Cloud ALM

SAP Support Portal

Try the Demo

Experience SAP Cloud ALM in a demo tenant

Events and Webcasts

The latest news in various ALM events

SAP Cloud ALM for SAP S/4HANA Cloud

Jan Musil on how SAP Cloud ALM br...

„SAP Cloud ALM is a toolkit that brings SAP Activate to life during the SAP S/4HANA Cloud deployment“

SAP Cloud ALM **SAP Cloud ALM for SAP S/4HANA Cloud**

Disclaimer for Videos

SAP Cloud ALM for RISE with SAP

openSAP course - Update to SP8

Agile Project Delivery with Focused Build for SAP Solution Manager

>8000 registrations!

This course is an updated version of the 2019 edition including the latest functionality of focused build. It is designed for first time attendees as well as refreshers. The entire project of adopting SAP S/4HANA and SAP S/4HANA Cloud, private edition is covered

Why you should attend:

- Build up or refresh your focused build skills
- Find out which areas have change the most
- Share innovation with fellow project team members

Target roles:

- Project managers
- Project members
- Agile methodologists and tool consultants



Course available since: September 2021

ALM Partner Events: Save the date!

2022

DSAG ALM Thementage 2022: January 25-26 (virtual) → [recordings](#)

ASUG & SAP ALM Summit North America: February 1-3 → [recordings](#)

planned

ALM Partner Community Calls: June / September

DSAG Technologietage: May 3 – 4

ALM Partner Meet & Greet → tbd

ALMathon (May-October) (tbc)

ALM Summit EMEA – October (tbc)



Find all ALM Events here:

<https://support.sap.com/alm-events>

ALMathon 2022 from May- October

Extensibility - Using APIs for SAP Cloud ALM



Implementation API



Operations API



Generic API

Available Now:
SAP Solution Manager 7.2 SP14
and SAP Focused Build and Insights SP09

February 8: What's New in SAP Solution Manager 7.2 SP14

February 9: What's New in Focused Build SP09

February 10: What's New in Focused Insights SP09

<https://support.sap.com/alm-events>

SAP Customer Connection for SAP Solution Manager (incl. Focused Build)

Process Management	
Relevant requests	50
Already offered	17
Accepted	19
Not planned for 2022	14

Test Suite	
Relevant requests	62
Already offered	19
Accepted	21
Not planned for 2022	22

Change and Release Management	
Relevant requests	69
Already offered	23
Accepted	27
Not planned for 2022	19

Last milestone (November 23rd):

Communication of accepted improvement requests during the selection call.

Current activities:

Development of accepted improvement requests

Next milestone (TBD):

Communication of developed improvement requests during the delivery call.

SAP Customer Connection for SAP Solution Manager (incl. Focused Build)

Process Management

72%

Test Suite

65%

Change and Release Management

72%

Last milestone (November 23rd):

Communication of accepted improvement requests during the selection call.

Current activities:

Development of accepted improvement requests

Next milestone (TBD):

Communication of developed improvement requests during the delivery call.

Our next Partner Community Call

Please block your calendar or register here to receive invitation.

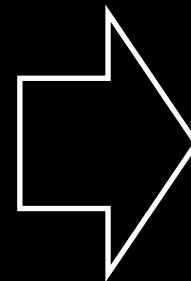
<https://webinars.sap.com/alm-partner-community/en/home>

The next call is planned to take place in Q2 2022 (date tbd)



Topic proposals:

- Meet & Discuss with ALM CPOs (Chief Product Owner)
- SAP S/4HANA transformation with ALM tools series
- Partner / Customer reference stories
- SAP Cloud ALM integration & APIs
- SAP & Partner collaboration options
- What is the right ALM solution for your customer ?
- What's new in SPs (Highlights)



Poll



Jörg Marenk
Focused Build Expert

SAP S/4HANA transformation with ALM tools



SAP Customer Experience

Choose the right ALM tool for your Conversion Project to SAP S/4HANA Cloud, private edition

Joerg Marenk, SAP
February 9th, 2022

Public

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Agenda

Introduction

Driving a Conversion Project using SAP Solution Manager and Focused Build

Driving a Conversion Project using SAP Cloud ALM

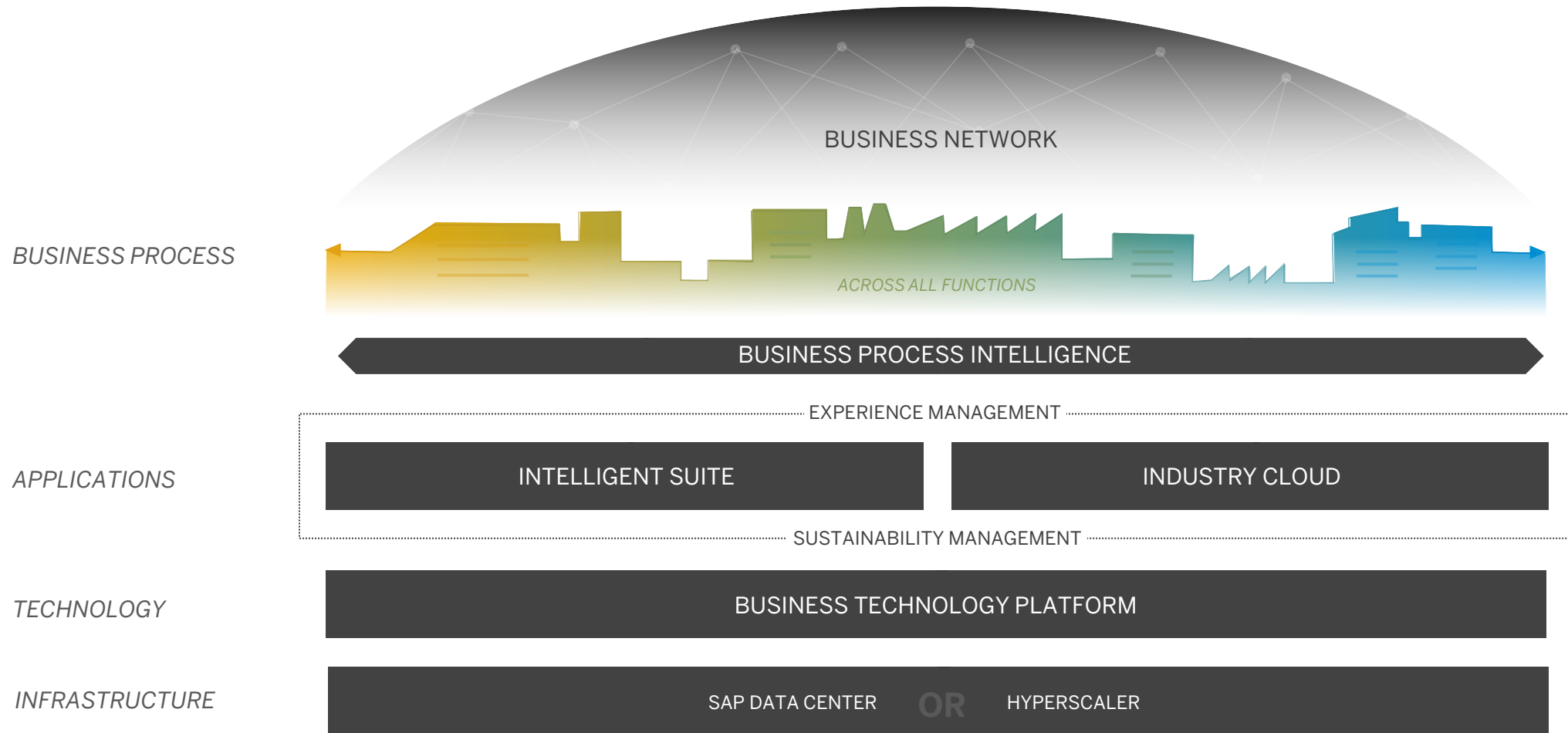
Q&A

Introduction



INTELLIGENT ENTERPRISE

Evolved Vision.



The way to SAP S/4HANA – which option to choose?



New Implementation

With a new implementation, you build a new SAP S/4HANA system.

Either you cut over to the new system (the so-called “big bang” scenario)

or

you migrate the individual business units sequentially from your legacy SAP ERP application to the new system (“a phased rollout”).

System Conversion

With a system conversion, you turn your existing SAP ERP system into an SAP S/4HANA system.

Technically, the system conversion is a one-step procedure with a single downtime.

Selective Data Transition

With selective data transition, the migration of relevant business data from SAP ERP to SAP S/4HANA is covered.

It balances the benefits of a system conversion and new implementation by combining a redesign of business processes and retaining historical data in the new business reality.

SAP's ALM Offerings

SAP Solution Manager for hybrid solutions



The entire process from requirement to build, test, deploy, go-live, and run in an integrated methodology and tool set.

Conversion-specific tools:

- Readiness Check integration
- SAP Activate methodology integration
- Retrofit for Transport Handling during Conversion

SAP Cloud ALM available for multi cloud solutions



Implement cloud-centric solutions with a pre-configured, content-driven guided workspace based on SAP Activate methodology and Best Practices.

Conversion-specific tools:

- Readiness Check integration
- SAP Activate methodology integration

SAP Readiness Check – Important input for the System Conversion

Relevant Simplification Items based on analysis of the existing SAP ERP System; with Effort Ranking.

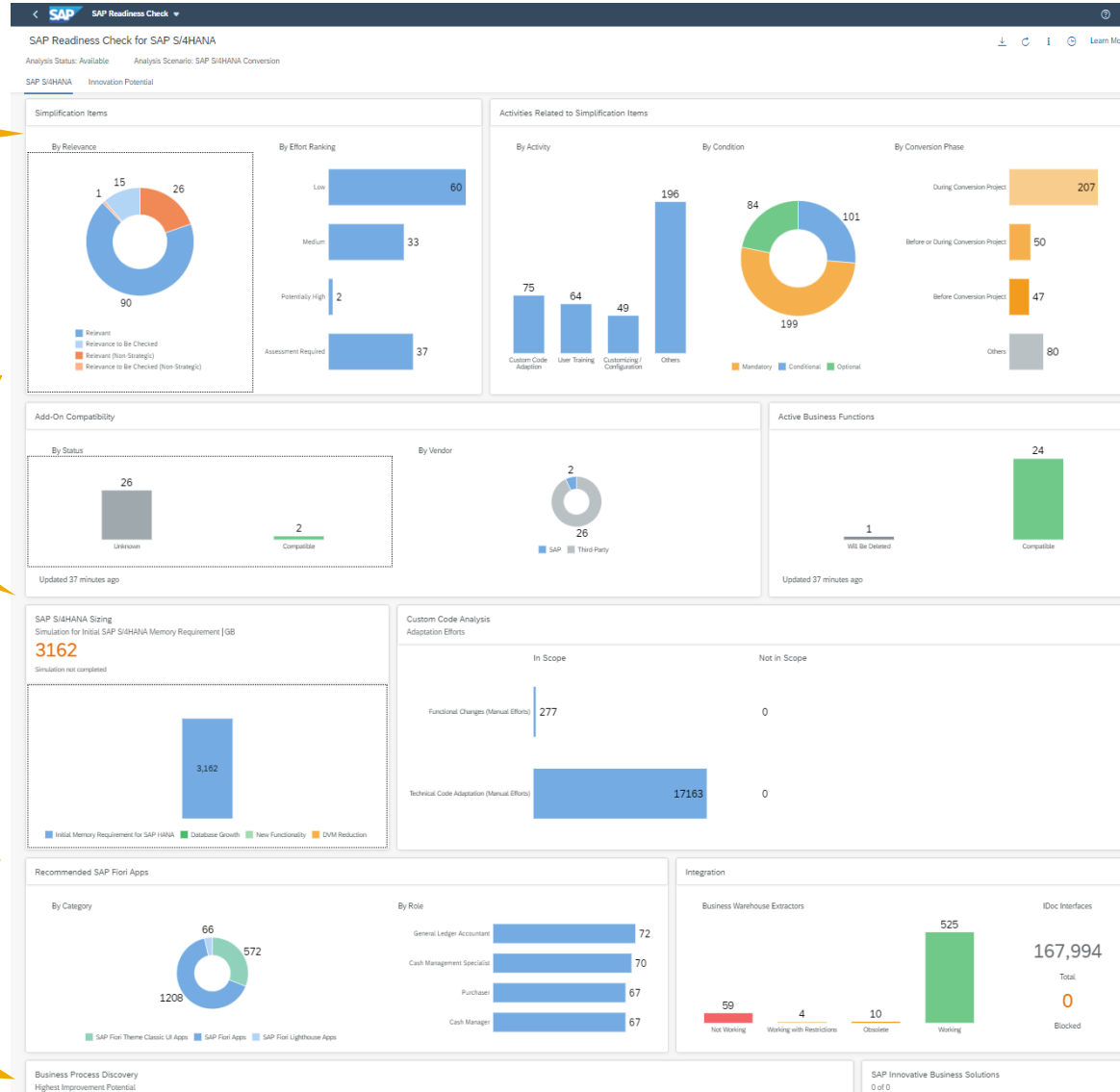
Currently installed Add-Ons checked for compatibility with SAP S/4HANA

Estimated memory and disk Sizing, before and after clean up; including archiving potential

Recommended Fiori Apps based on usage statistics in the existing SAP ERP system

Additional checks support:

- Financial Data Quality
- Customer/Vendor Integration
- Business Process Automation
- SAP Innovative Business Solution



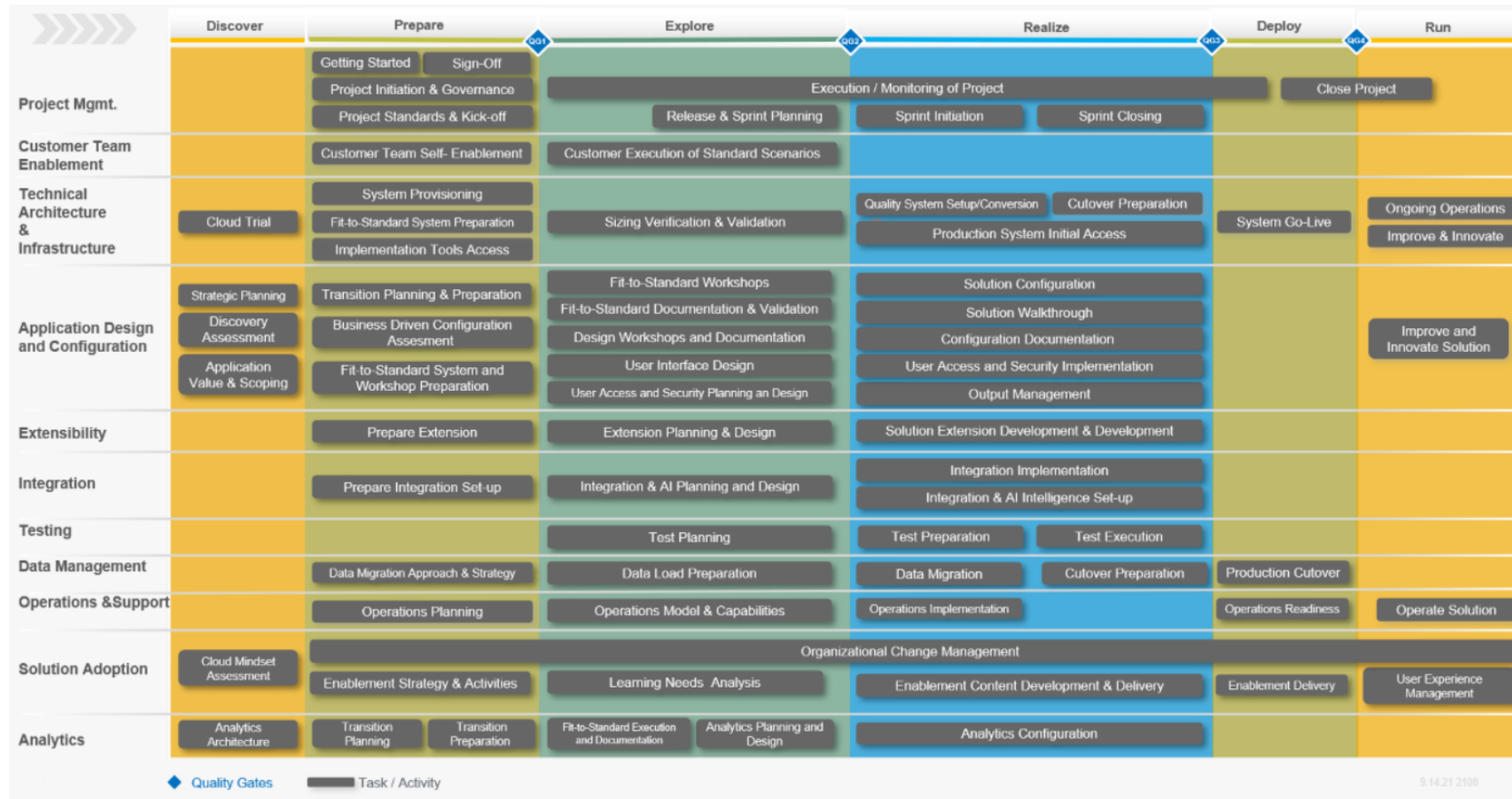
Action Items resulting from the relevant Simplification Items

Compatibility analysis of Active Business Functions with SAP S/4HANA

Analysis of Custom Code with respect to SAP S/4HANA compatibility

Insight to the compatibility of existing BW extractors and IDocs

SAP Activate Methodology

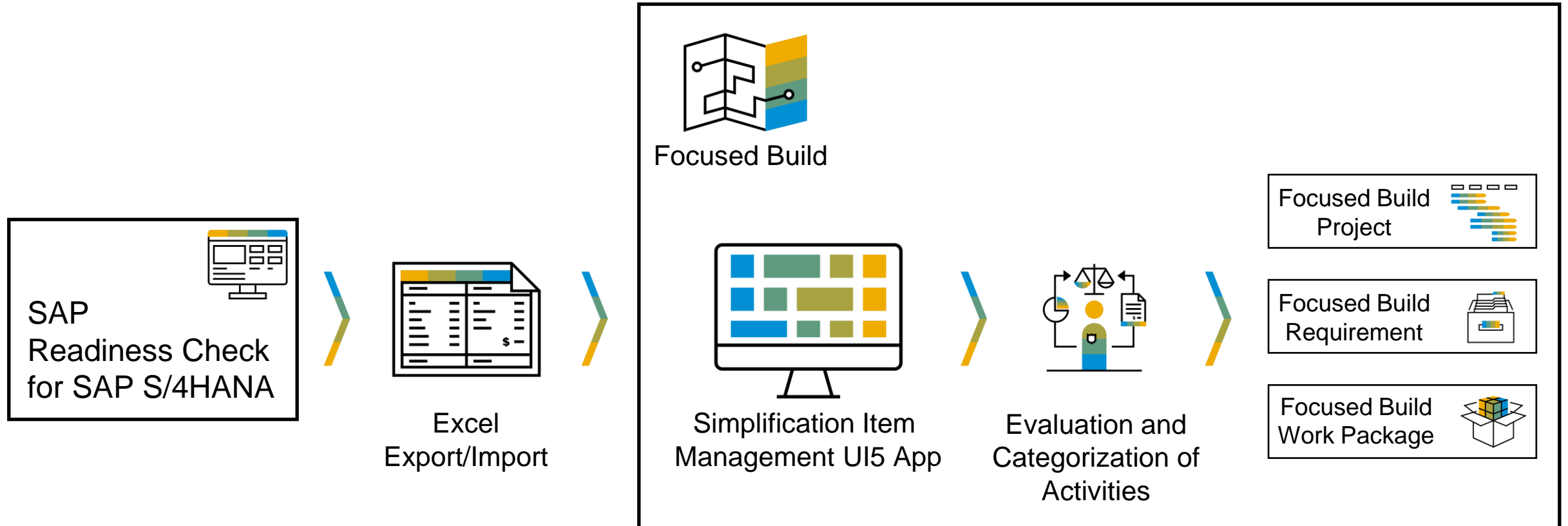


This SAP Activate implementation Methodology will guide the implementation team through an SAP RISE with SAP S/4HANA Cloud, private edition implementation. It is comprised of phases, deliverables, and tasks. In addition, accelerators are linked to the relevant deliverables and tasks making them easy to consume when they are needed.

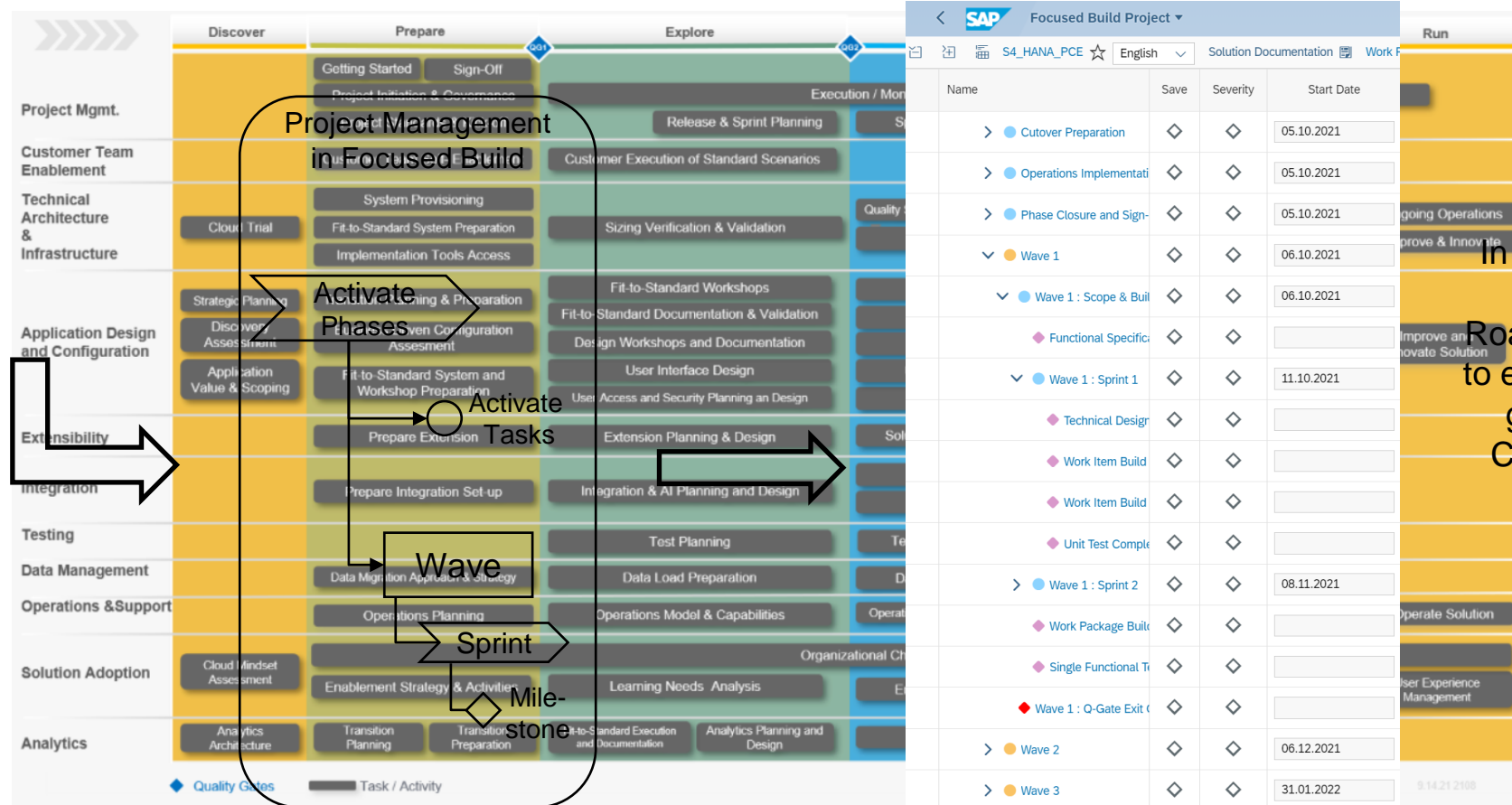
Conversion Project using SAP Solution Manager and Focused Build



Integration Readiness Check in Focused Build



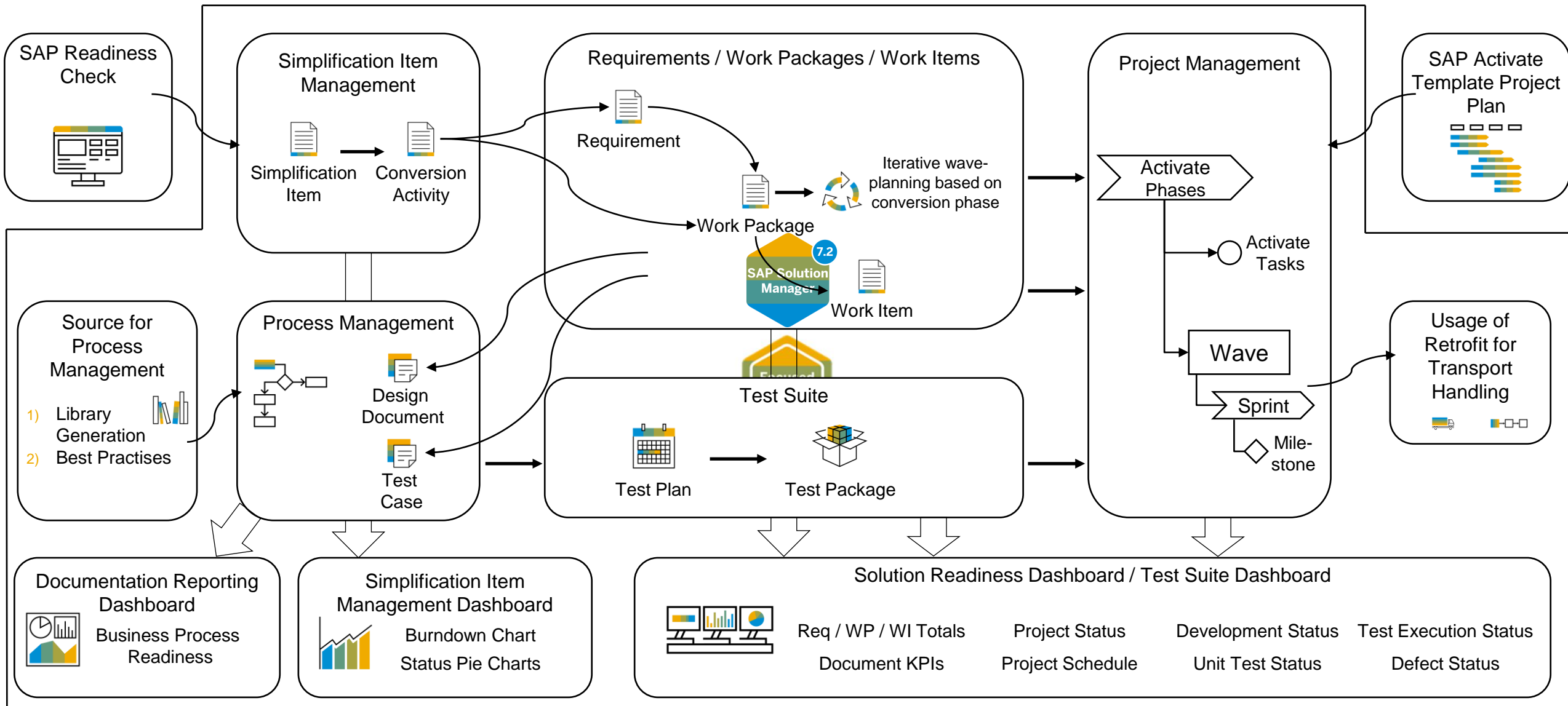
SAP Activate Methodology & Focused Build



In Focused Build the SAP Activate Roadmap is enhanced to enable the complete governance of all Conversion Project Activities.

This SAP Activate implementation Methodology will guide the implementation team through an SAP RISE with SAP S/4HANA Cloud, private edition implementation. It is comprised of phases, deliverables, and tasks. In addition, accelerators are linked to the relevant deliverables and tasks making them easy to consume when they are needed.

Architecture overview – System Conversion





Demo

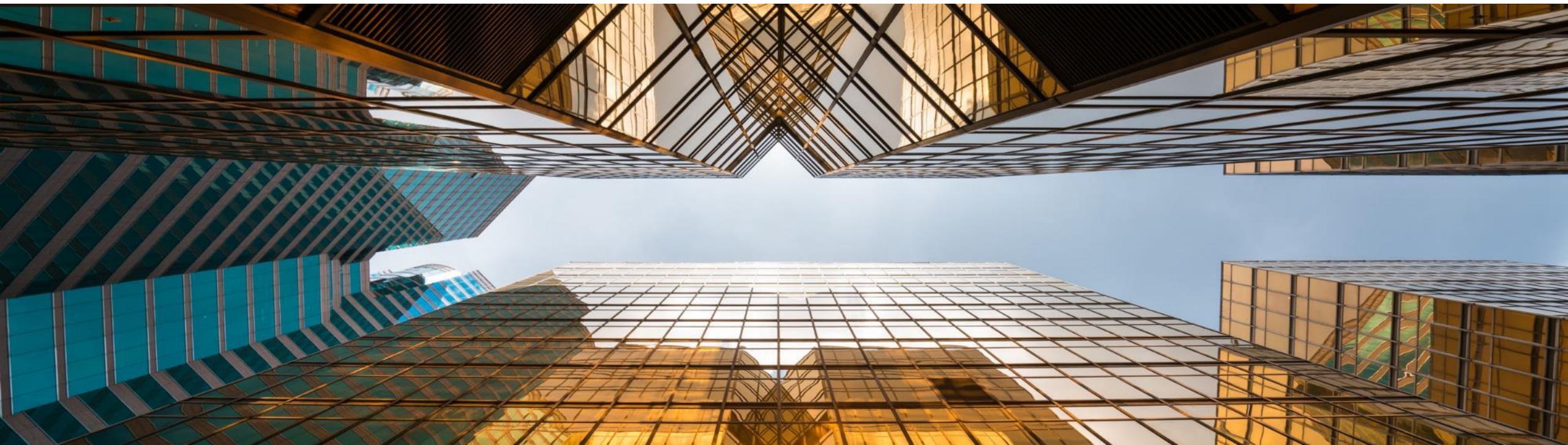
SAP Activate Implementation Methodology

Merged SAP Activate Roadmap and Focused Build Project phases

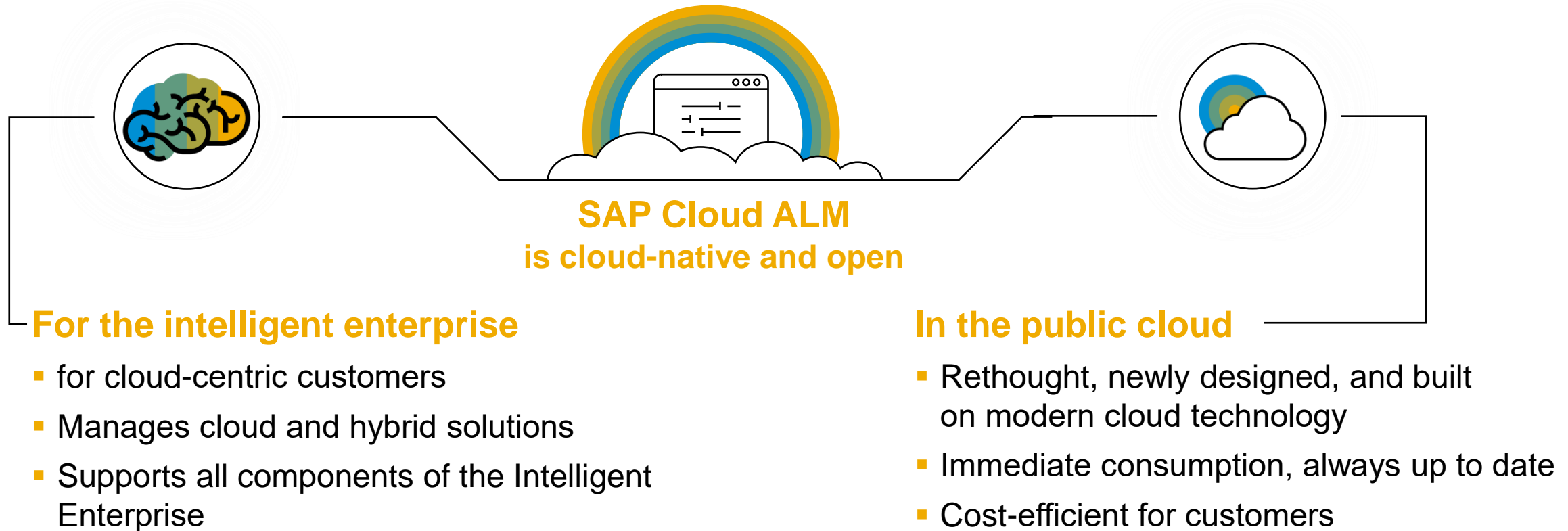
SAP Readiness Check

Creation of Follow-Up Documents to Conversion Activities

Conversion Project using **SAP Cloud ALM**



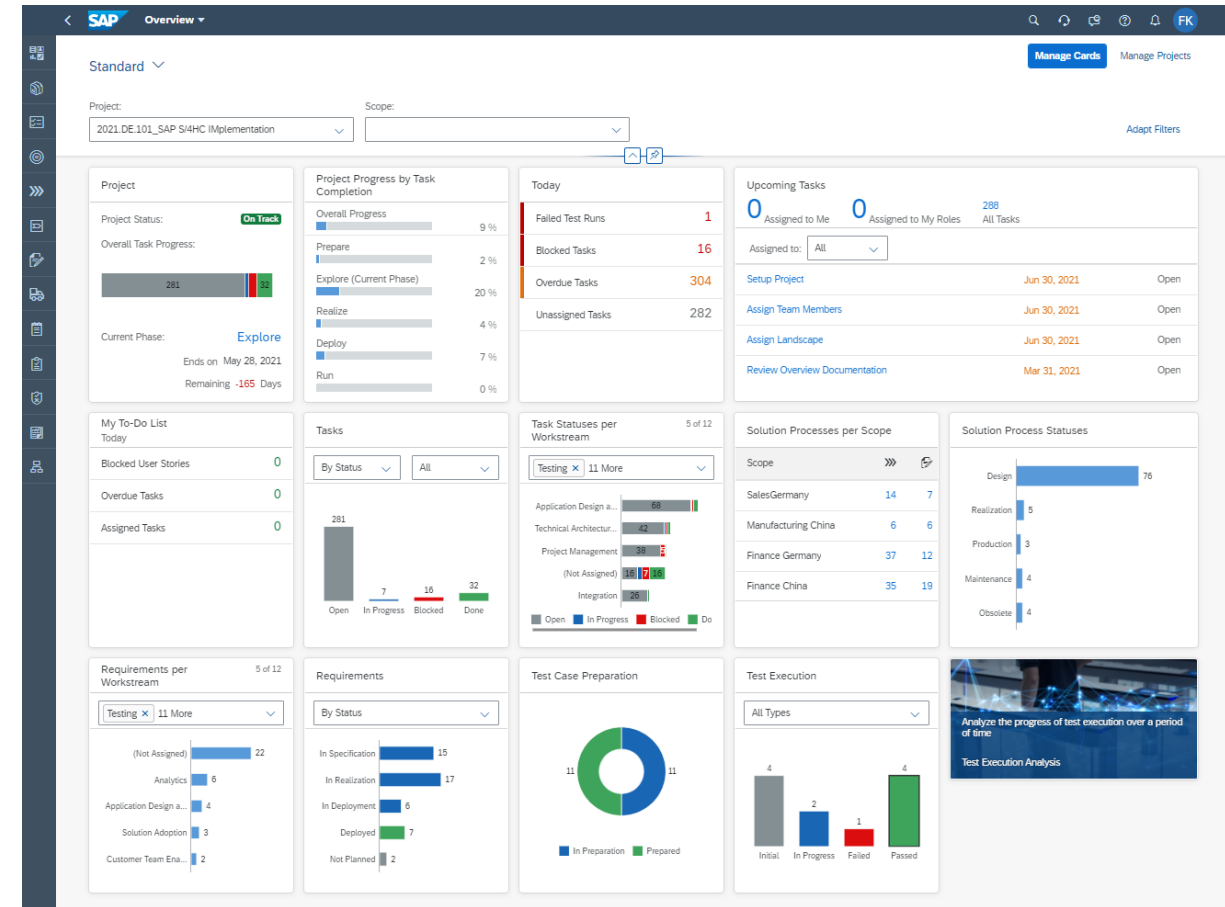
SAP Cloud ALM – a brand-new, cloud-based ALM offering



SAP Cloud ALM is included in RISE with SAP for free!

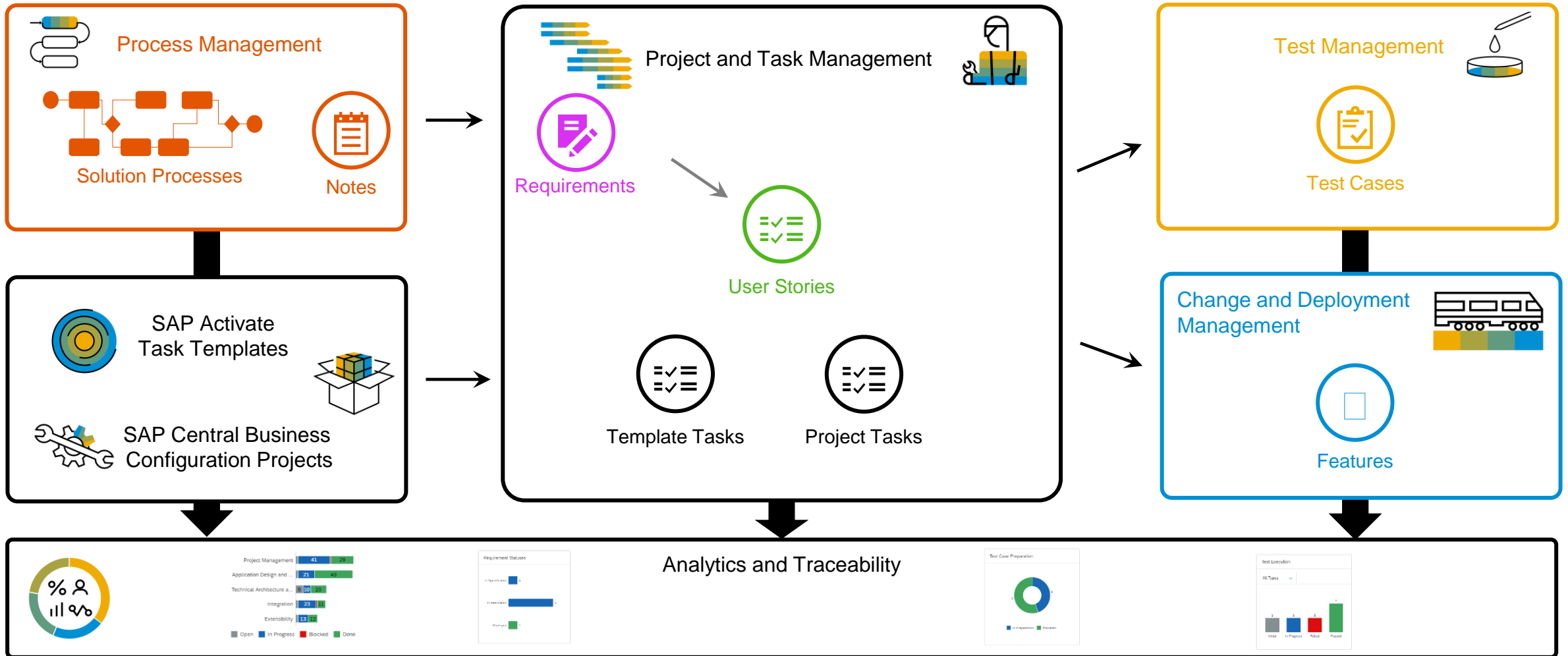
SAP Cloud ALM for Implementation – Overview

- Self-guided and content-driven implementation based on SAP Activate methodology and Best Practices content
- Fast onboarding of project Teams and Progress Monitoring of implementation activities
- Project planning synchronized with SAP Cloud solutions release timelines
- Manage Implementation Tasks – automatically generated and adapted to customer scope
- Supports Fit-to-Standard workshops with convenient visualization of Business Models Process Descriptions
- Prepare and manage manual and automated tests
- Integrated reporting capabilities

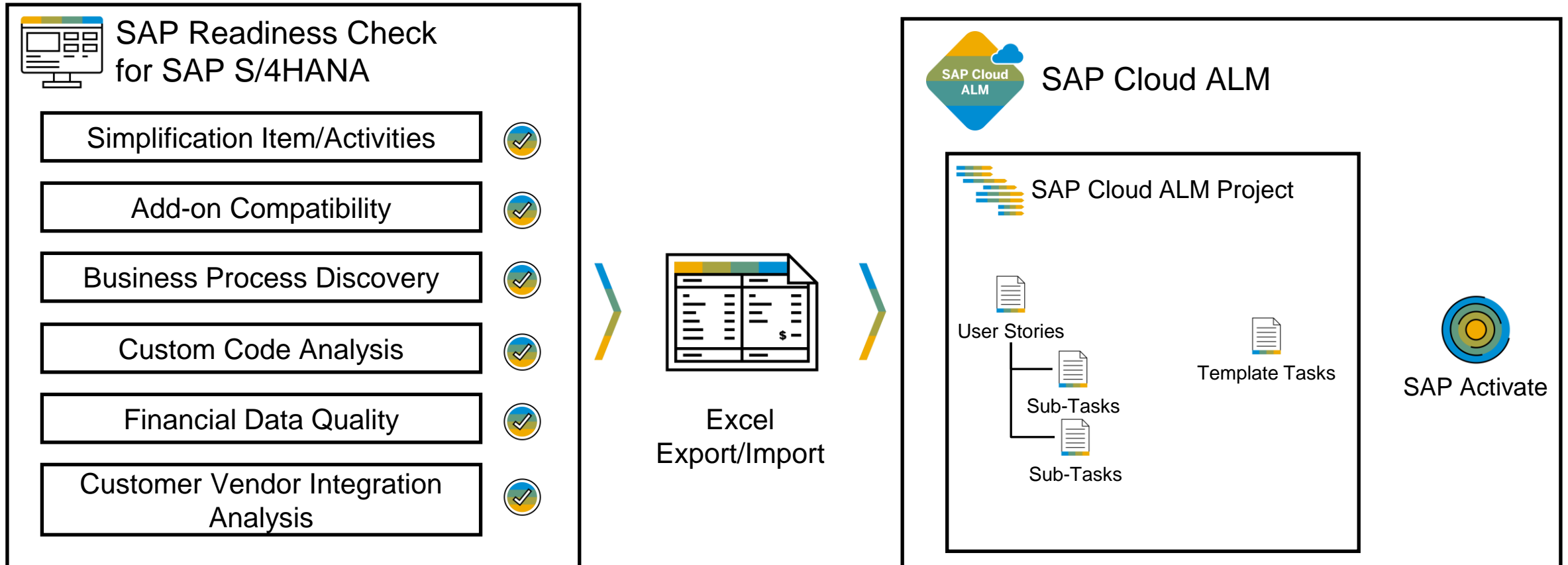


Requirement Driven Implementation

End-to-end implementation model



Integration Readiness Check in SAP Cloud ALM





Demo

Generate Upload of SAP Readiness Check for Cloud ALM
Create Cloud ALM Project with SAP Activate Template Tasks
Upload SAP Readiness Check into Cloud ALM Project

Deep Dive into this topic

- On TechEd 2021 this session was hold with more details – Replay can be found [here](#)
- There is a [Github](#) in place containing the long version of the slide deck as well as system information to execute the exercises

Best Practise Document for S/4 Conversion Projects

- Detailed description of Solution Manager & Focused Build functionalities required in an S/4 Conversion Project
- Includes how-to information to consume SAP Activate Content and results from SAP Readiness Check
- Link to Document: [ConversiontoSAPS4HANAPCEwithFocusedBuild.pdf](#)

Q&A



Thank you.

Contact information:

Joerg Marenk

joerg.marenk@sap.com

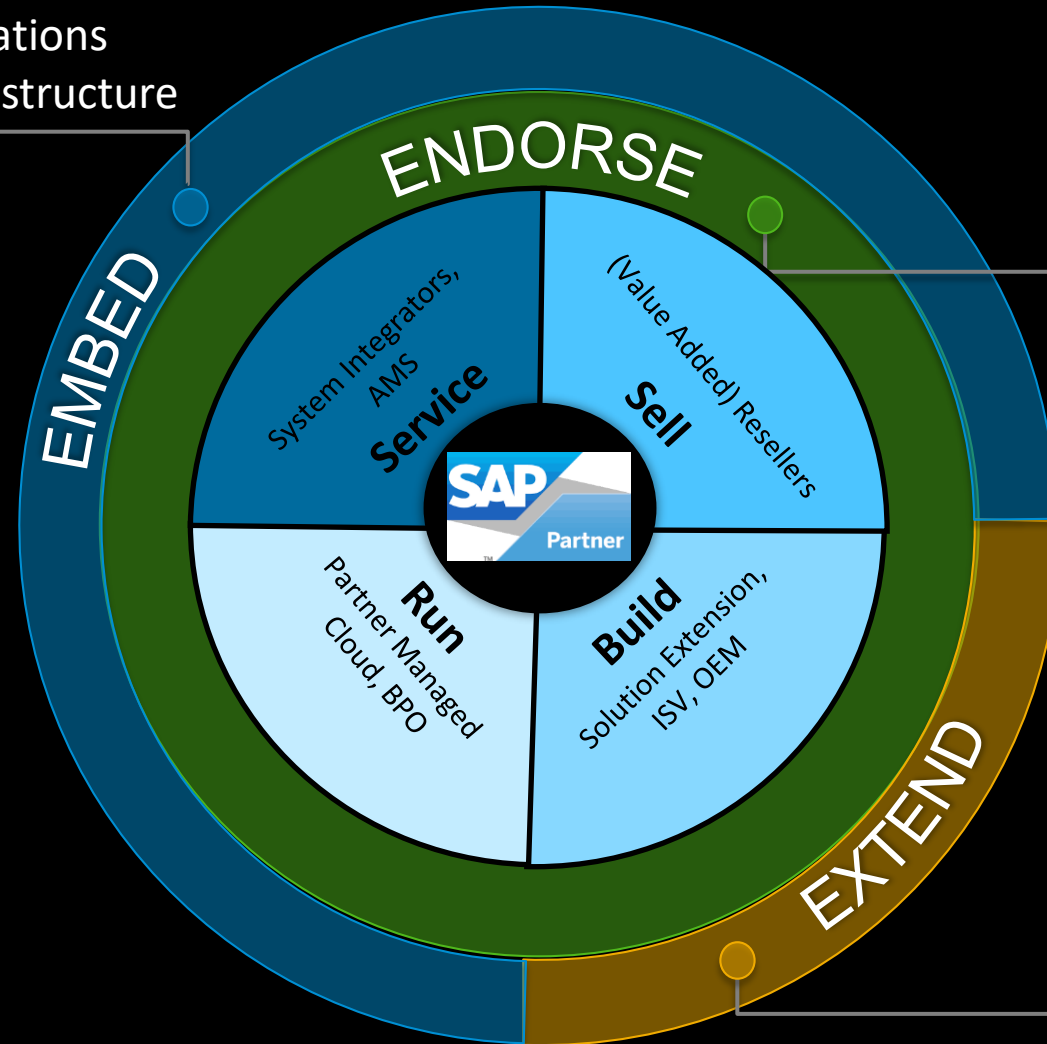


Sharath Shasheendran
ALM Go-to-Market APJ

ALM Partner channels

Embrace Application Lifecycle Management as a partner

Use ALM for implementation & operations
and integrate with own delivery infrastructure



Positioning ALM value proposition
and foster usage

Extend into whitespaces and
integrate into ALM and SAP Support

Partners Channels

ALM Partner Hub

SAP PartnerEdge

SAP Support Collaboration Framework

SAP Partner Hub

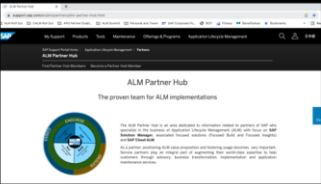
Partner Hub Members

- Listed Members (Capabilities)
- References

SAP Solution Manager and SAP Cloud ALM Partners

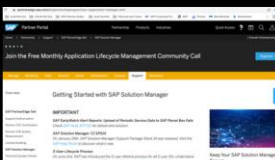
- Membership for [SAP Cloud ALM - Reference Partners and Partner Listing](#)
- Membership for [SAP Solution Manager - Reference Partners](#) (incl. Focused Build & Insights)

Send your completed membership document to:
alm_partner@sap.com




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SAP PartnerEdge

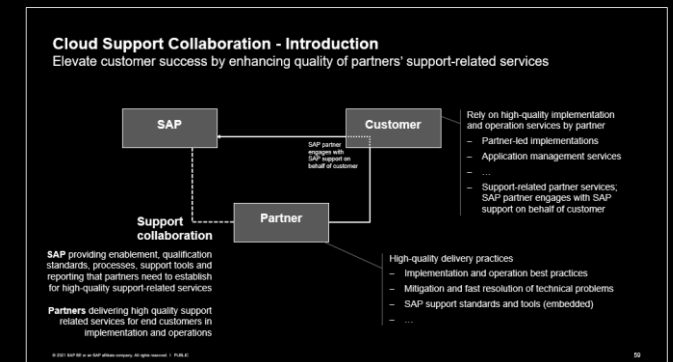


<https://partneredge.sap.com/en/partnership/support-var-supportsol-manager.html>



<https://partneredge.sap.com/en/products/alm/about.html>

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SAP Partner Hub

Partner Hub Members

- Listed Members (Capabilities)
- References

SAP Solution Manager and SAP Cloud ALM Partners

- Membership for [SAP Cloud ALM - Reference Partners](#) and [Partner Listing](#)
- Membership for [SAP Solution Manager - Reference Partners](#) (incl. Focused Build & Insights)

ALM Partner Hub

The proven team for ALM implementations

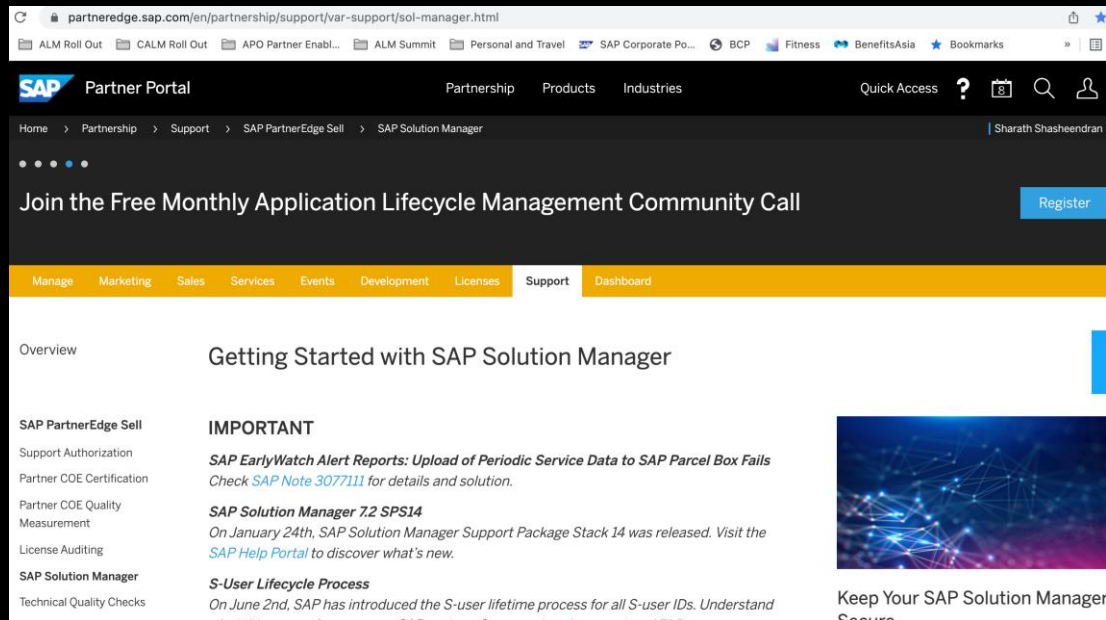
The ALM Partner Hub is an area dedicated to information related to partners of SAP who specialize in the business of Application Lifecycle Management (ALM) with focus on **SAP Solution Manager**, associated focused solutions (Focused Build and Focused Insights) and **SAP Cloud ALM**.

As a partner, positioning ALM value proposition and fostering usage becomes very important. Service partners play an integral part of augmenting their world-class expertise to help customers through advisory, business transformation, implementation and application maintenance services.

Send your completed membership document to:

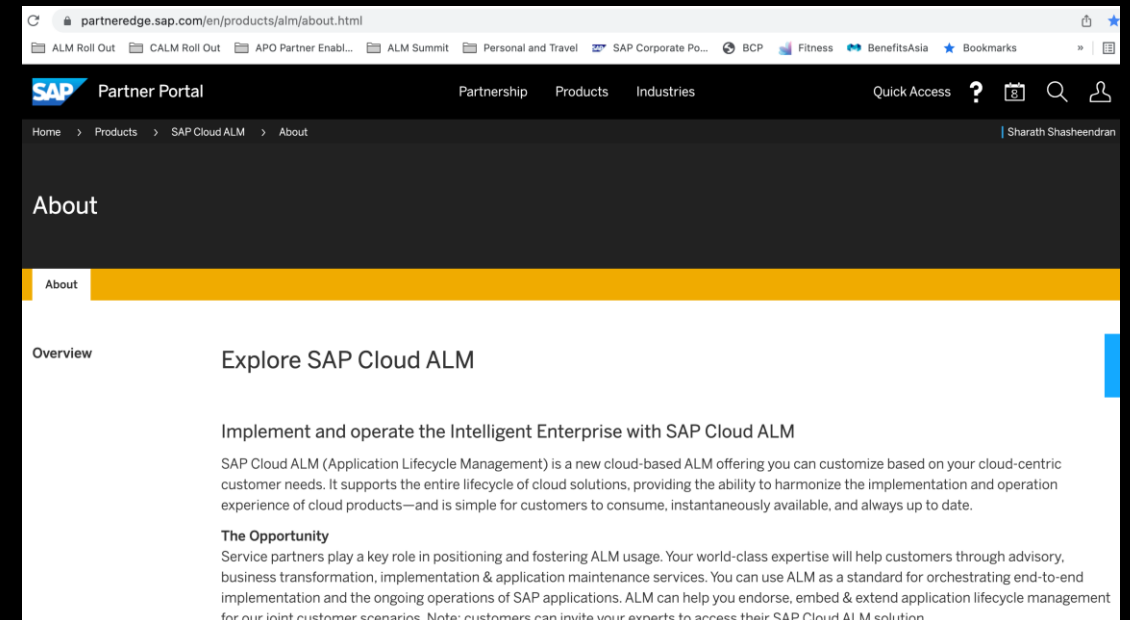
alm_partner@sap.com.

SAP PartnerEdge



The screenshot shows the SAP Partner Portal interface. The top navigation bar includes 'SAP Partner Portal' and links for 'Partnership', 'Products', 'Industries', 'Quick Access', and user icons. The breadcrumb trail is 'Home > Partnership > Support > SAP PartnerEdge Sell > SAP Solution Manager'. The main heading is 'Join the Free Monthly Application Lifecycle Management Community Call' with a 'Register' button. Below this is a horizontal menu with 'Support' selected. The content area is titled 'Getting Started with SAP Solution Manager' and features two 'IMPORTANT' notices: one about 'SAP EarlyWatch Alert Reports: Upload of Periodic Service Data to SAP Parcel Box Fails' and another about 'SAP Solution Manager 7.2 SPS14'. A sidebar on the left lists various support topics under 'SAP PartnerEdge Sell' and 'SAP Solution Manager'. A blue button is visible on the right side of the content area.

<https://partneredge.sap.com/en/partnership/support/var-support/sol-manager.html>

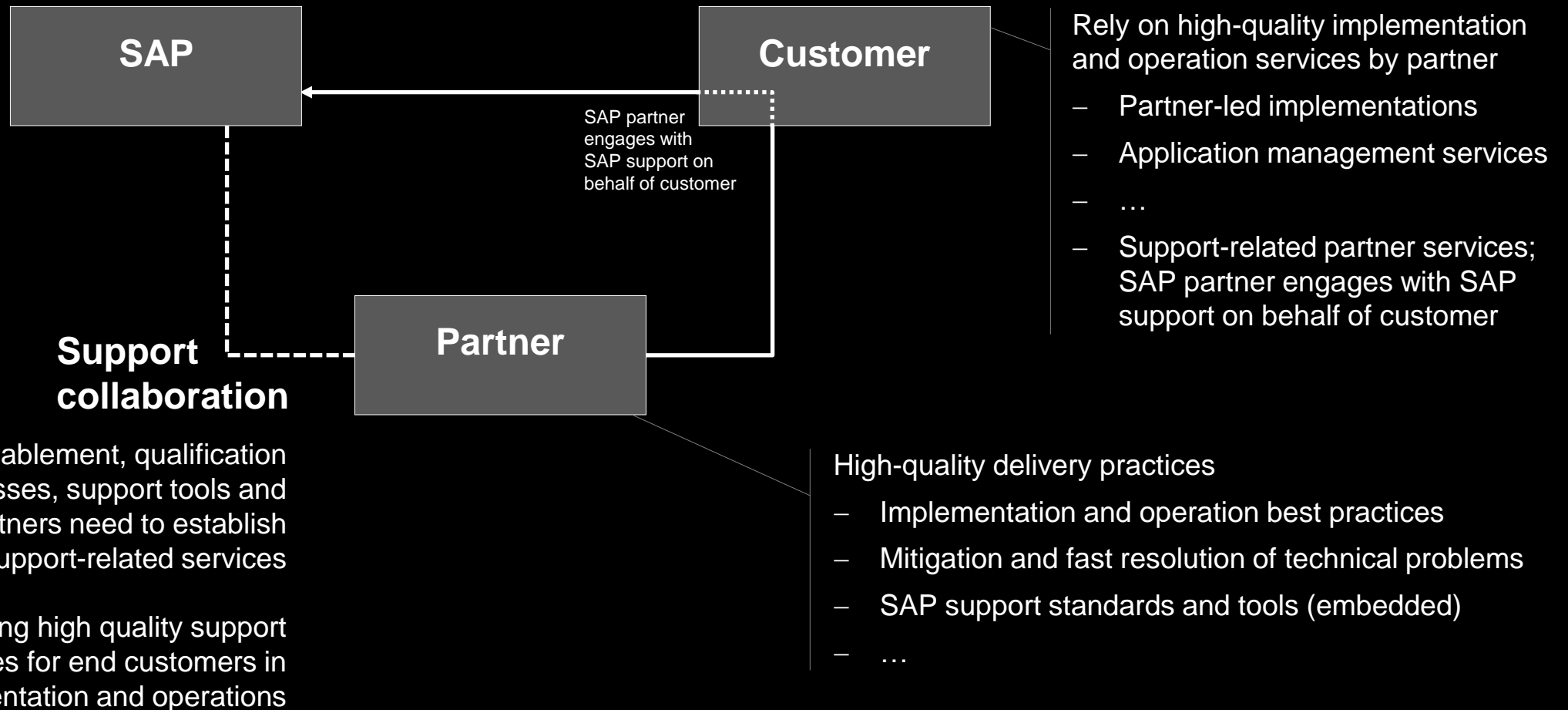


The screenshot shows the SAP Partner Portal interface for the SAP Cloud ALM product. The top navigation bar is identical to the previous screenshot. The breadcrumb trail is 'Home > Products > SAP Cloud ALM > About'. The main heading is 'About'. Below this is a horizontal menu with 'About' selected. The content area is titled 'Explore SAP Cloud ALM' and includes a sub-heading 'Implement and operate the Intelligent Enterprise with SAP Cloud ALM'. The text describes SAP Cloud ALM as a new cloud-based ALM offering that supports the entire lifecycle of cloud solutions. A section titled 'The Opportunity' explains the role of service partners in positioning and fostering ALM usage. A blue button is visible on the right side of the content area.

<https://partneredge.sap.com/en/products/alm/about.html>

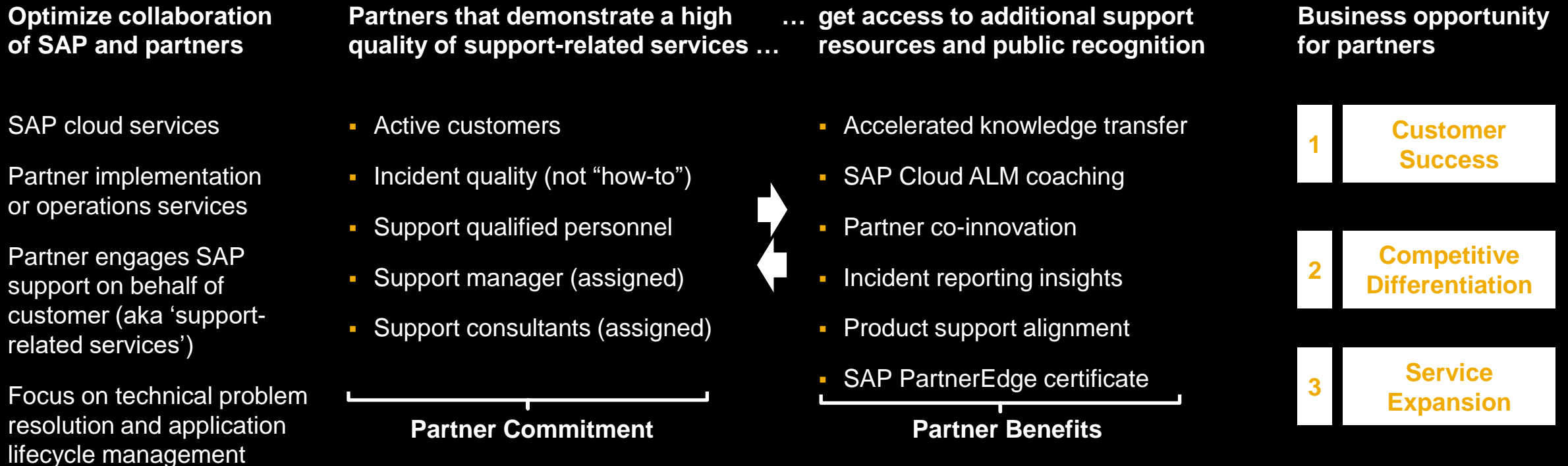
Cloud Support Collaboration - Introduction

Elevate customer success by enhancing quality of partners' support-related services



Cloud Support Collaboration Framework - Overview

New expanded engagement model on support to elevate customer success / customer experience



Availability

- Limited proof of concept until December 31st, 2022
- Countries: Brazil, Germany, India, USA, United Kingdom

Solutions in scope

- SAP SuccessFactors
- SAP S/4HANA cloud (Germany, USA only)

Partner eligibility

- Authorized for solutions in scope
- SAP PartnerEdge Sell
 - SAP PartnerEdge Service

Partner participation

- Optional
- Opt-in (confirm T&C on SAP Partner Portal)

Partner invest (initial)

- Less than 10h upskilling
- No additional fees

Content on this slide is preliminary and subject to change and may be changed by SAP at any time for any reason without notice. [Cloud Support Collaboration Terms & Conditions](#) apply.



Evan Stoddard
ALM Global Communications



John Krakowski Jr.
ALM Global Communications

SAP Cloud ALM for SAP Success Factors



SAP Cloud ALM for SAP SuccessFactors – **Did You Know?**

John Krakowski and Evan Stoddard
SAP

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SAP Cloud ALM

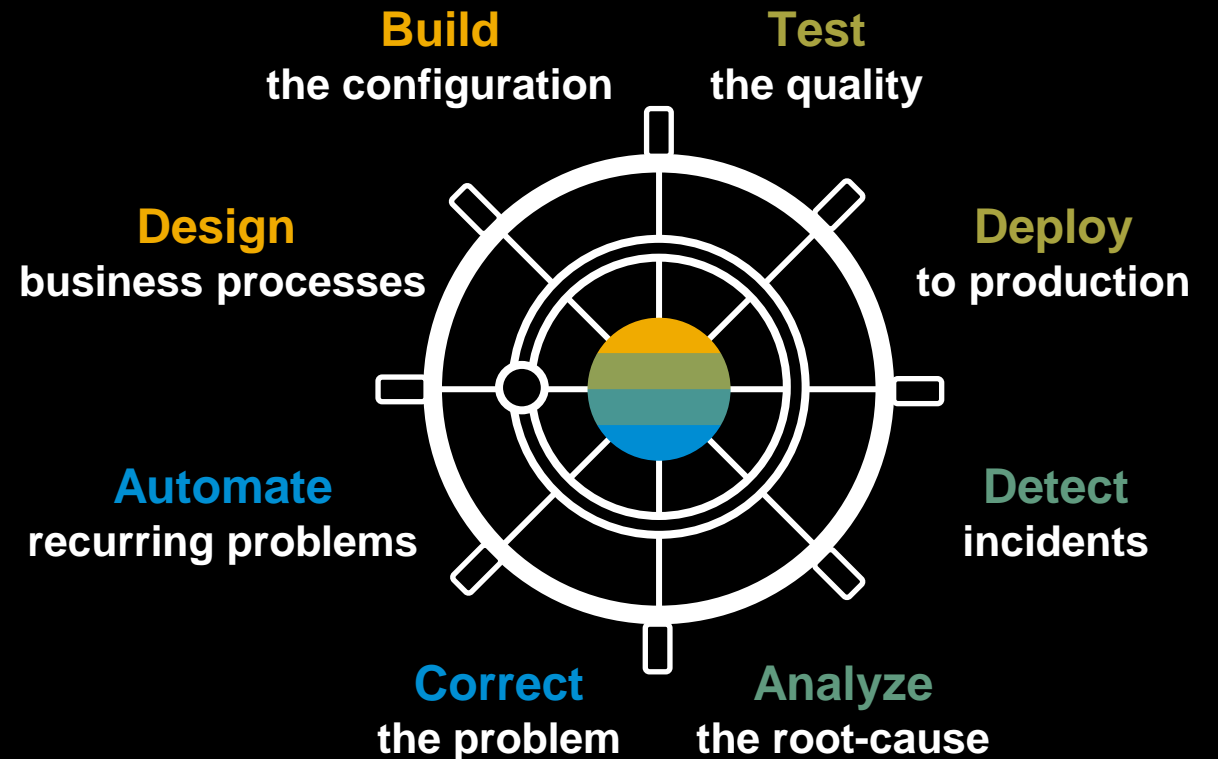
Manage the lifecycle of SAP SuccessFactors

SAP Cloud ALM assists the **implementation and operations** of **SAP SuccessFactors**:

- **Accelerate** time-to-value
- **Safeguard** business continuity
- **Reduce** cost of ownership

Learn more about [SAP Cloud ALM](#)

SAP SuccessFactors



Did you know the ...

Value of SAP Cloud ALM for SAP SuccessFactors?

Accelerated implementation and adoption

SAP Cloud ALM combines SAP practice content for SAP SuccessFactors with powerful project management capabilities to accelerate your fit-to-standard workshops of integrated SAP SuccessFactors processes:

Out-of-the-box implementation of integrated processes

SAP Cloud ALM offers an out-of-the box implementation of integrated HR processes. With reduced implementation and configuration efforts, customers realize a faster time-to-value.

Monitoring of Business Processes

SAP Cloud ALM manages your SAP SuccessFactors business processes end-to-end to enable operational excellence and business continuity through monitoring and alerting. For example, exceptions in the Integration Center, scheduled jobs, and middleware are monitored as well as data replication messages such as Workforce, Cost Center and Company Code.



Did you know about ...

Implementation Content for SAP SuccessFactors?

SAP Activate methodology for SAP SuccessFactors

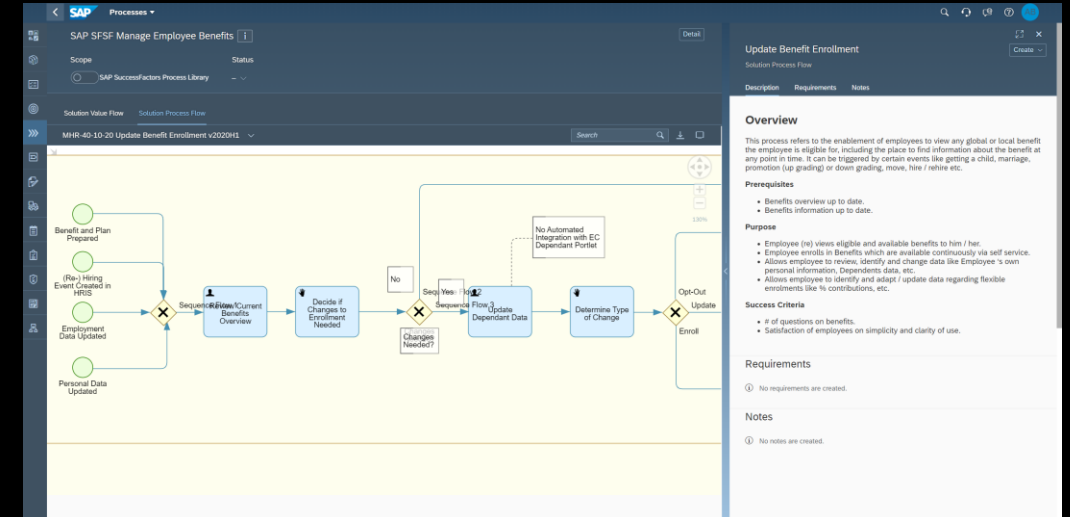
- 156 tasks

The screenshot displays the SAP Activate methodology for SAP SuccessFactors, showing a list of 156 tasks. The tasks are organized into sections: 'Deliverable: SAP Cloud ALM Setup', 'Deliverable: Initial Tenant Access for SuccessFactors', 'Deliverable: Initial Tenant Access for Employee Central Payroll', 'Deliverable: SAP Supporting Implementation Tools Access', and 'Deliverable: Customer & Partner Team Self-enablement'. Each task includes a title, status, timeline, due date, team, and assignee.

Title	Status	Timeline	Due	Team	Assignee
Deliverable: SAP Cloud ALM Setup					
Setup Project	Open	Prepare	Jan 26, 2022	(Not Assigned)	(Not Assigned)
Assign Team Members	Open	Prepare	Jan 26, 2022	(Not Assigned)	(Not Assigned)
Assign Language	Open	Prepare	Jan 26, 2022	(Not Assigned)	(Not Assigned)
Create Scopes and Define Business Processes Scope	Open	Prepare	Jan 26, 2022	(Not Assigned)	(Not Assigned)
Deliverable: Initial Tenant Access for SuccessFactors					
Request Provisioning Access to SuccessFactors	Open	Prepare	Jan 26, 2022	(Not Assigned)	(Not Assigned)
Add Super Admin Access to the SuccessFactors Instance	Open	Prepare	Jan 26, 2022	(Not Assigned)	(Not Assigned)
Deliverable: Initial Tenant Access for Employee Central Payroll					
Create Initial User in the Development System	Open	Prepare	Jan 26, 2022	(Not Assigned)	(Not Assigned)
Deliverable: SAP Supporting Implementation Tools Access					
Ensure Project Team Members Access to the SAP Support Portal, SAP Best Practices Explorer, and SAP Customer Communities	Open	Prepare	Jan 26, 2022	(Not Assigned)	(Not Assigned)
Ensure Project Team Members Access to the SAP Activate Community	Open	Prepare	Jan 26, 2022	(Not Assigned)	(Not Assigned)
Deliverable: Customer & Partner Team Self-enablement					
Ensure Project Team Members Access to the SAP SuccessFactors Self-Service					

SAP SuccessFactors process library content

- 12 solution scenarios with 29 solution processes



Using the implementation content in SAP Cloud ALM can accelerate SAP SuccessFactors implementations

Did you know that ...

SAP Cloud ALM is included in your SAP SuccessFactors subscription?

Use your SAP Cloud ALM tenant without additional subscription or operations fees

- [Request](#) your SAP Cloud ALM tenant
- Fast setup
 - Assign roles to users in SAP Cloud ALM
 - Establish connection to SAP SuccessFactors (see the [Expert Portal](#))
- Easy role-based onboarding of your project teams

View the [setup documentation](#) of SAP Cloud ALM



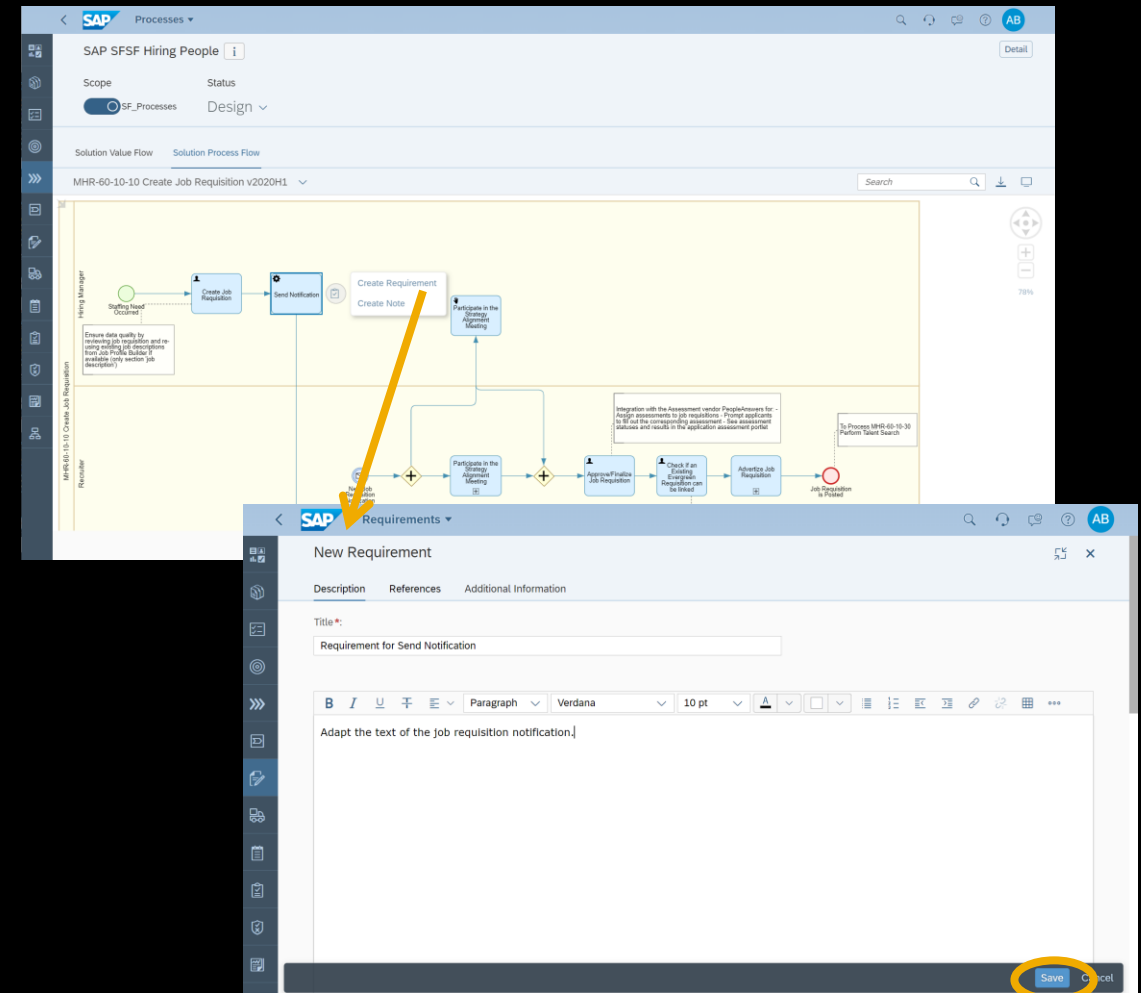
Did you know how to ...

Document Fit-to-Standard workshop results?

Use **Process Management** in SAP Cloud ALM:

- Define your scope of business processes
- Study the leading practices process models of the SAP SuccessFactors process library
- Discuss models with your LoBs
- Document your findings as requirements and notes
- Create your own model if required. Or integrate the process models with other SAP Best Practices
- Approved requirements can be directly turned into project tasks

Learn more about [Fit-to-Standard workshops!](#)

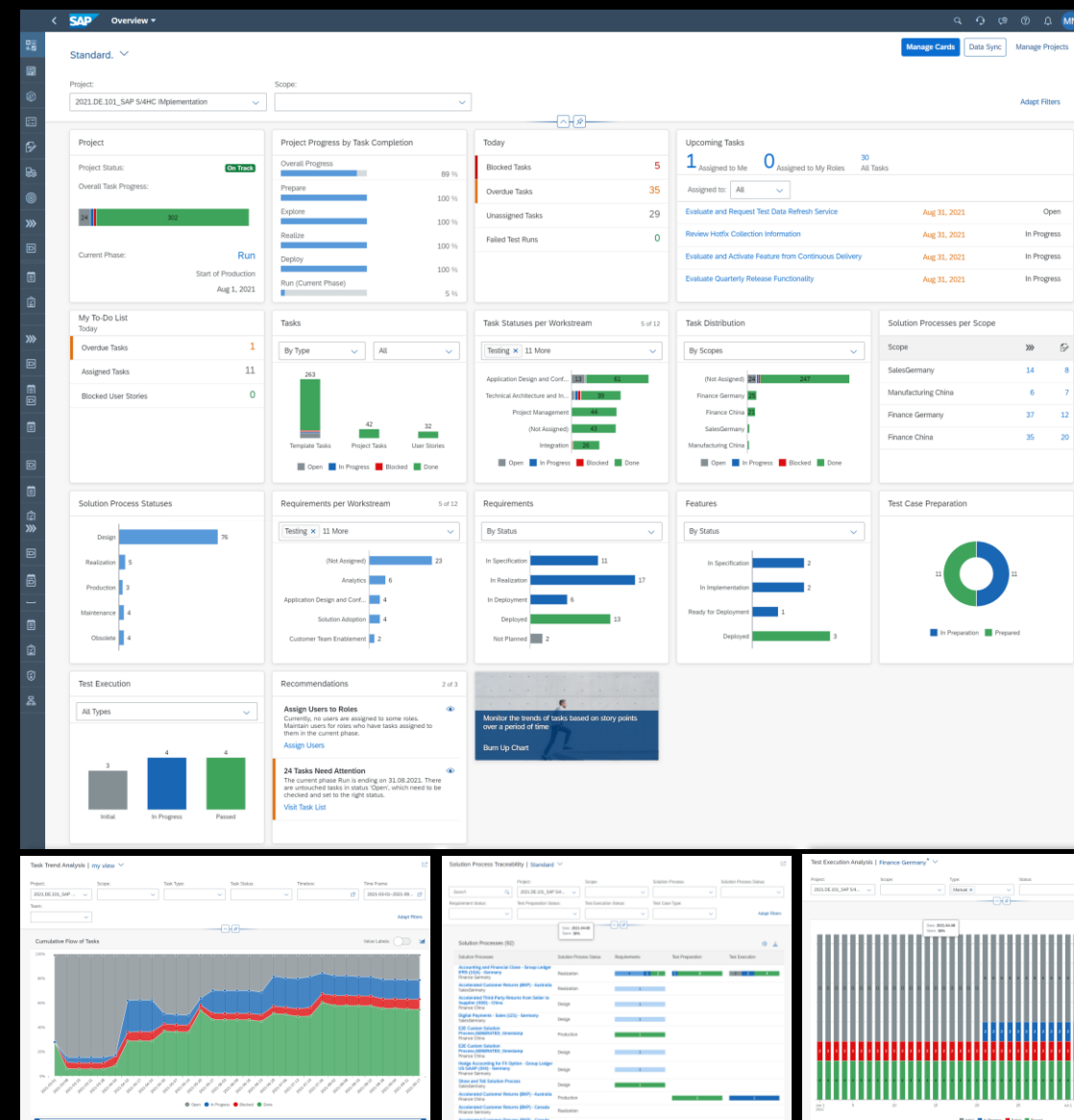


Did you know how to ...

Gain transparency of your project?

Use the **Overview Page** and **Analytics App** in SAP Cloud ALM:

- Gain high-level overview
 - Project progress, tasks status, requirements status, solution process status, test cases and execution
- Drill down to detailed Analytics
 - Traceability, trend analysis, historical analysis, progress reports
- Ease project reporting



Understand [Project Analytics](#) in SAP Cloud ALM!

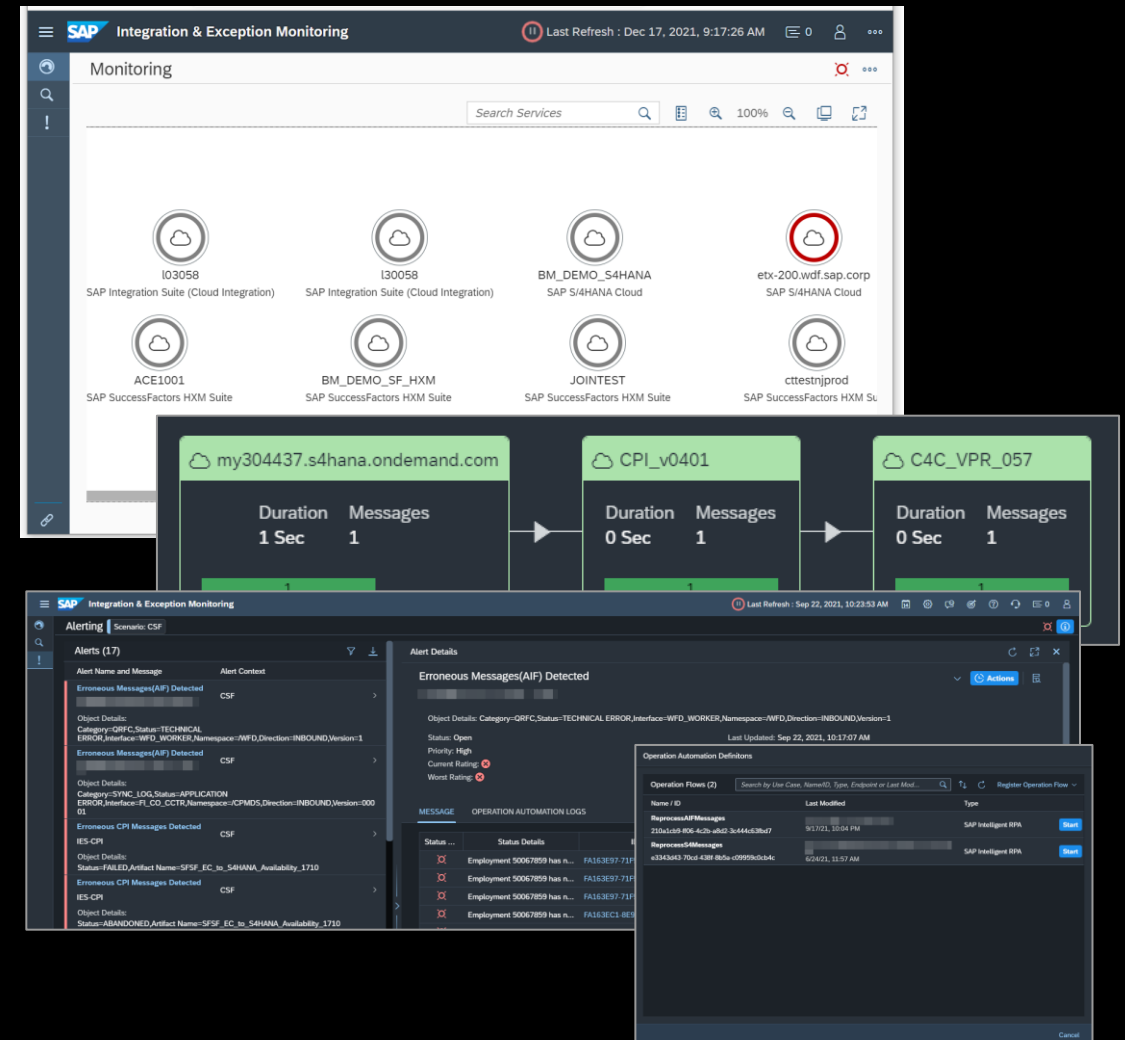
Did you know how to ...

Identify and correct message flows and integration-related exceptions?

Use **Integration & Exception Monitoring** for SAP SuccessFactors:

- Supports efficient problem resolution process and collaboration between business and IT:
 - Monitoring to visualize current [integration status](#)
 - Alerting to inform responsible persons in business and IT
 - Search and track to identify business driven problems
 - Analytics to analyze identified critical issues
 - Operation automation to trigger corrective activities

Learn more about SAP Cloud ALM
[Integration & Exception Monitoring!](#)

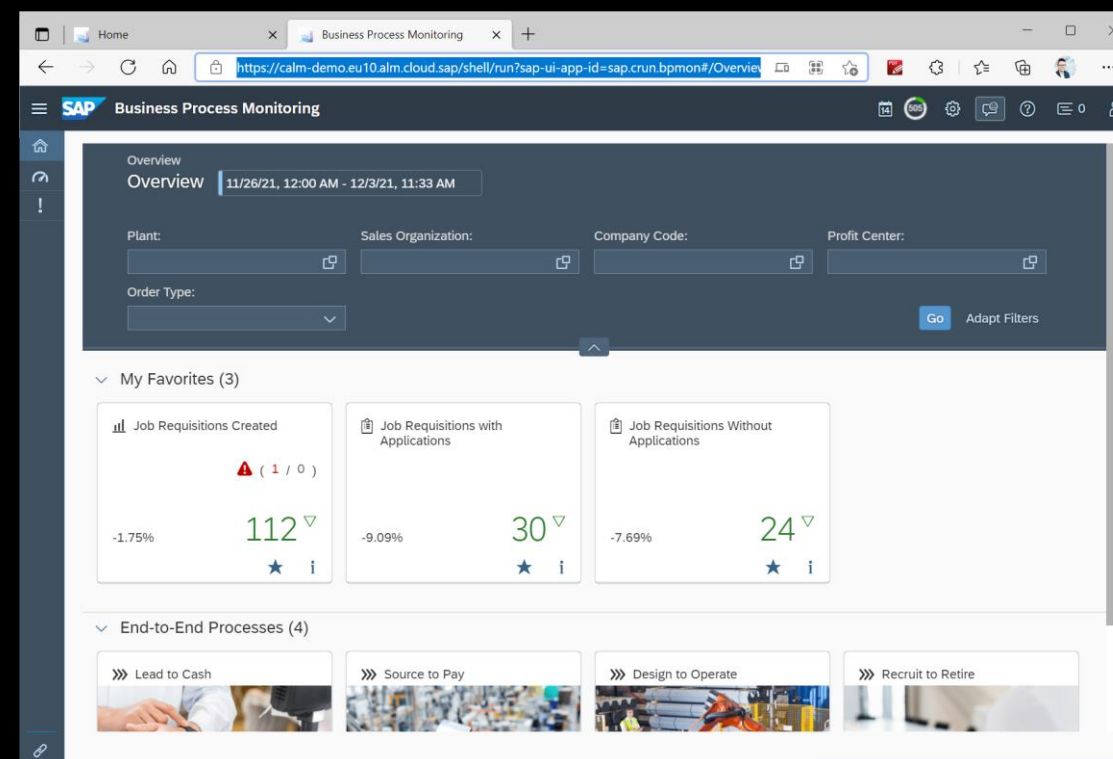


Did you know how to ...

Find and analyze anomalies during business process execution?

Use **Business Process Monitoring** for SAP SuccessFactors:

- Monitor processes' health and detect anomalies during process execution, including drill down into business documents
- Alert users directly on process disruptions, including automated problem resolution
- Utilize pre-defined process content, including auto-discovery of relevant business process KPI's to be switched on



Learn more about SAP Cloud ALM
[Business Process Monitoring](#)

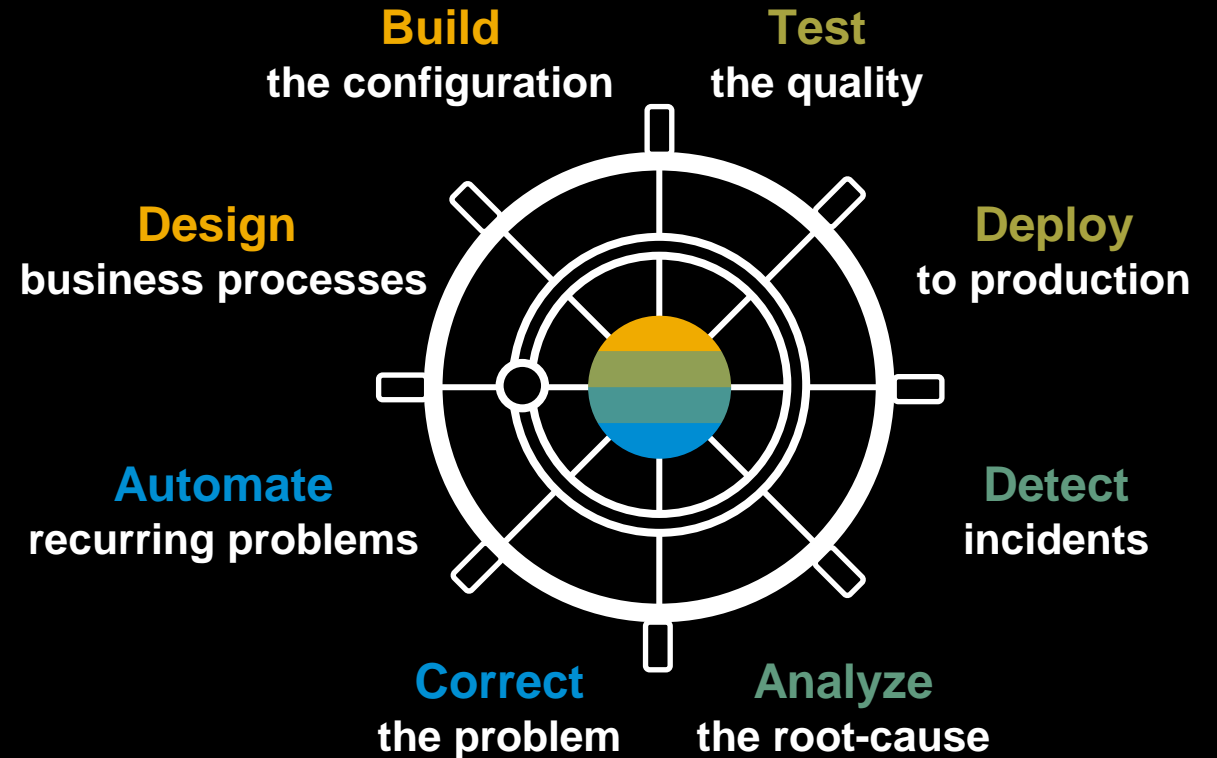
SAP Cloud ALM

Manage the lifecycle of SAP SuccessFactors

SAP Cloud ALM assists the implementation and operations of **SAP SuccessFactors**:

- **Accelerate** time-to-value
- **Safeguard** business continuity
- **Reduce** cost of ownership

SAP SuccessFactors



Application Lifecycle Management for **SAP SuccessFactors** – Included with your subscription!

Thank you!

For more information:

SAP Cloud ALM Delivers Proven Value for SAP SuccessFactors -

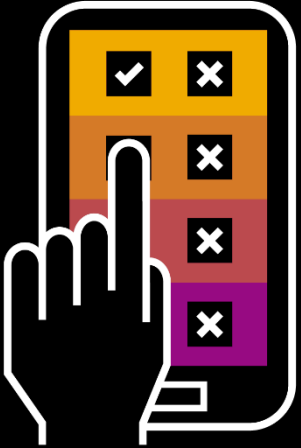
<https://blogs.sap.com/2022/01/27/sap-cloud-alm-delivers-proven-value-for-sap-successfactors/>

SAP Cloud ALM for SAP SuccessFactors landing page -

<https://url.sap/b2akxu>

Contact us by email:

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Thank you.

David Birkenbach

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