



SAP S/4HANA ON AWS

Preparing for and Executing a Greenfield Implementation

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Session ID #



SCOTT SPROUSE

VP Information Technology
Performance Friction Brakes

“WE ARE BACK IN CONTROL OF
OUR FUTURE -
THE ‘SKY’S THE LIMIT’.”

Our Speakers



SCOTT SPROUSE
VP of Information Technology
Performance Friction



BRENT COLQUITT
Director SAP Professional Services
Velocity

Key Outcomes/Objectives

How to assess the best implementation approach for your organization and incorporate lessons learned from a recent go live of S/4HANA on AWS.

Agenda

- The 30,000 foot view about PFC Brakes, their challenges, and making the decision upgrade
- Upgrade to S/4HANA: Choosing greenfield and AWS
- The lessons learned

About Performance Friction Brakes

- **BORN OUT OF RACING**
 - PFC Brakes is the #1 choice for motorsports, fleets, auto manufactures and first responders. PFC delivers the best brakes on the market guaranteed to outlast and outperform the competition. PFC Brakes are bred to win from the track to the jobsite!
- **NO COMPROMISES™**
- **MADE IN THE USA**
 - Headquartered in Clover, SC
 - All PFC brake pads, rotors, and calipers are all made in the USA



Challenges



AGING INFRASTRUCTURE

Old, unstable hardware did not support digital transformation plan

CRASHING SOFTWARE

Multiple reboots daily, decades of custom code and waiting for the day it 'wouldn't come back up'

CLOUD STRATEGY

Three-year digital transformation strategy required the right delivery vector, and buy-in from leadership

LEAN RESOURCES

Full-time IT staff of four; lacked resources to support upgraded SAP software in-house

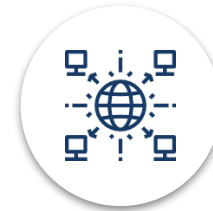
The Solution



**MANAGED SERVICES
PARTNER**



**S/4 HANA
UPGRADE & CLOUD
MIGRATION**



**ENHANCED
FUNCTIONALITY**

GREENFIELD IMPLEMENTATION CONSIDERATIONS

Upgrade Options

Brownfield

System conversion approach, enables migration to SAP S/4HANA without re-implementation and without disruption to existing business processes..

Greenfield

System conversion approach, enables migration to SAP S/4HANA without re-implementation and without disruption to existing business processes..

Considerations



VERSION

Is your current release so dated that an upgrade would be too onerous?

Recommendation:

If you are on ECC6 or higher consider Brownfield

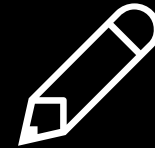


PROCESSES

Are your business processes only loosely defined?

Recommendation:

Less mature or adhered processes, Greenfield implementation is a better fit



CUSTOMIZED

Can you surgically identify the customizations that are needed?

Recommendation:

Greenfield reduces your technical debt & customizations



TESTING

Can you allocate enough business users to test during the project?

Recommendation:

Greenfield requires investment in testing

BUSINESS PLANNING AND ARCHITECTURE FOR SAP S/4HANA FOOTPRINT ON AWS

Considerations



APPLIANCE

Plug and play device from Cisco and other manufacturers for organizations looking for a simplified approach to hosting their own S/4HANA system



TDI

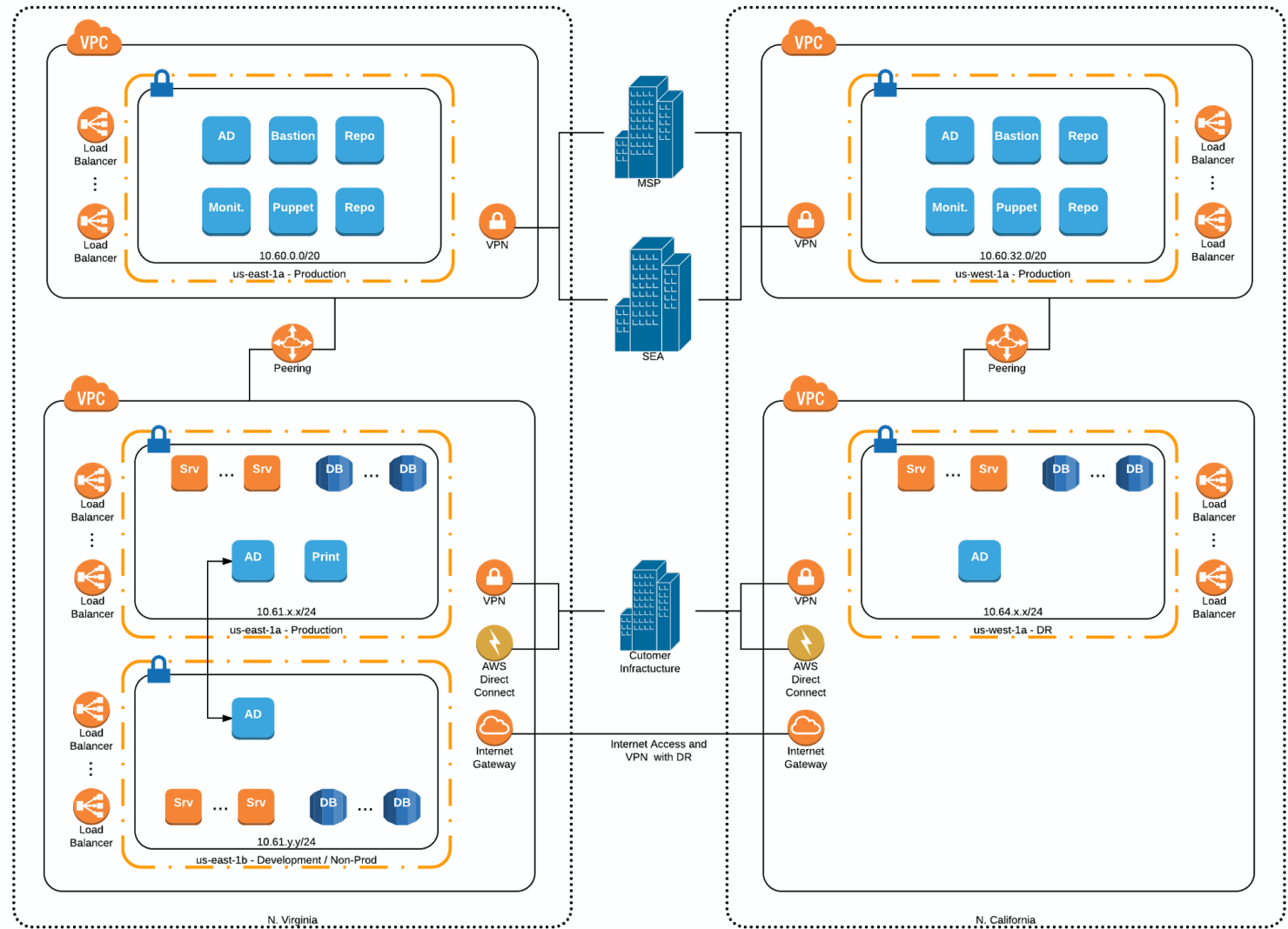
Tailored Datacenter Integration (TDI) is a program that allows HANA customers to leverage existing hardware and infrastructure components for their HANA environment



CLOUD

Scalable infrastructure provisioned through automation; pay for what you use **not what you think you need**. Facilitates global access

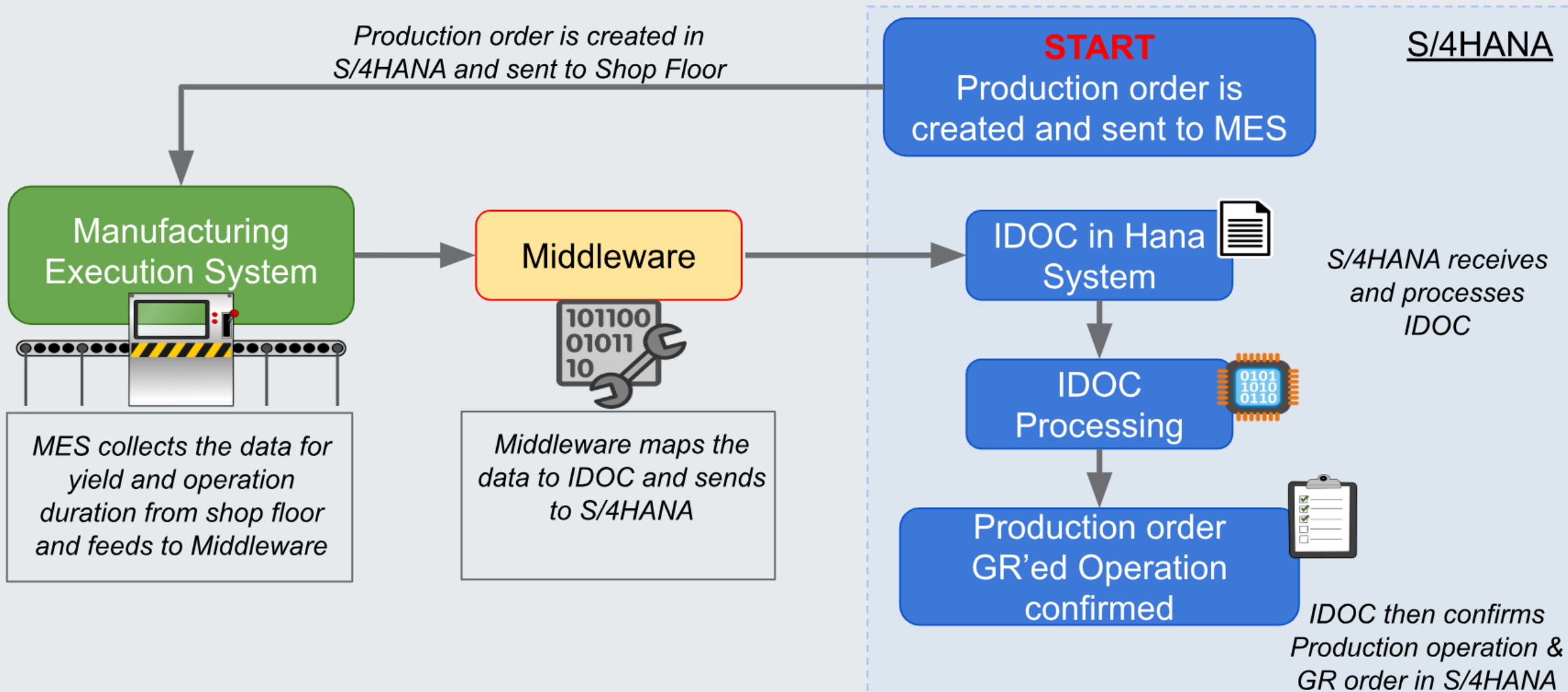
Architecture



INTEGRATING SAP S/4HANA WITH NEXT GEN & SHOP FLOOR INTEGRATION IN MIND

PFC Shop Floor Integration Requirements

- Post Production order goods movements received from MES Shop Floor into S/4HANA
- Send production order operation details from S/4HANA to MES Shop Floor
- RF Gun transactions interface to S/4HANA
- MES sends goods issues, goods receipts, and confirmations to S/4 Hana
- Near real time MES & S/4 Hana interaction



S/4HANA Integration Into Shop Floor Systems

Objectives & Requirements

SAP MII



Tightly integrated with S/4HANA



Reduced TCO with MII and machine controller (OPC)



Use data from S/4HANA to schedule/plan for machine capacity utilization



Product tracking (batch management) is simple and consistent



Integration with SAP Quality Management module

PFC MES Requirements



S/4 Integration



Cost of ownership for entire MES system



Shop floor scheduling



Batch/product tracking



Inspections

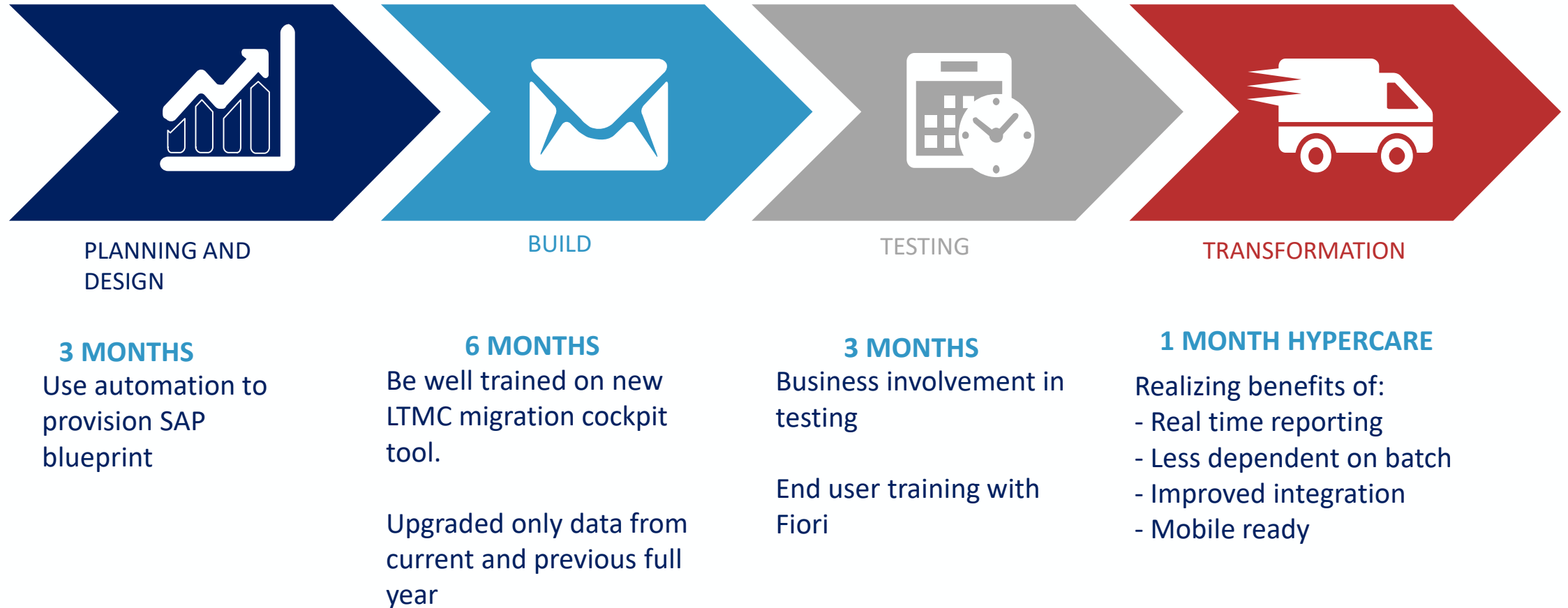
Transformation

- S/4HANA provides foundation for transformation
- Standardized on new middleware platform
- Mobile access for field sales reps
- Implemented iDocs for EDI
- Next step of transformation is implementing SAP MII



LESSONS LEARNED

Overall Timeline: Lessons Learned



Lessons Learned



TEST. AND TEST AGAIN.

Identify the key processes, and anticipate the key net new processes

Custom code considerations

Don't be afraid to NOT go-live



GET THE BUY-IN. ACROSS THE ORGANIZATION.

From the global offices to the power users/subject matter experts, buy in will be key and localize based on your global offices



BRING IN ADDITIONAL SUPPORT TEAMS, SOONER

Rely on your trusted partner to bring in the A-team, early

Realized Results



SLEEP BETTER AT NIGHT

Scalable, stable system



FORECASTING

On-time delivery drives
customer satisfaction



FINANCIAL REPORTING

Readily available
through Fiore

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Presentation Materials

Access the slides from 2019 ASUG Annual Conference here:

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Q&A

For questions after this session, contact us at [email] and [email].

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