# Agenda

- Overview – Varian
- S4 Journey
- UI Strategy
- Fiori Architecture
- Apps deployment overview
- Predictive Apps
- Lesson Learned

varian

# Varian – a snapshot

| **Global Leader**<br>in radiation therapy | **$2.7B**<br>FY17 revenues | **7,750**<br>medical linear accelerators | **>25**<br>worldwide training centers |
|---|---|---|---|

**A focused cancer company**

| **4,600+**<br>software installs | **60+**<br>proton therapy rooms | **6,400+**<br>employees | **50%**<br>international order mix |
|---|---|---|---|

ASUG

# Expanding our mission

- Build on 70 year legacy of innovation and problem solving in RT

- Transforming to a broad-based cancer care company with clinical solutions relevant across the cancer care continuum

**varian**

# Varian-Overview

Worldwide cancer burden is growing

**24.6M**
new cancer cases per year by 2030

**$2.5T**
global economic burden annually

Focus on all cancer patient treatments

**varian**

A world without the fear of cancer

What

Key Results by 2022

- Increase our customer NPS from 53% to 70%
- Increase employee engagement from 73 to 79
- Double the cancer patients we impact to 6M
- Build a $4B cancer company with $0.5B outside Radiation Oncology

# Varian will transform from the global leader in RT in 2017 into the operating system for cancer in 2022

**'17** — Horizon 1
Global Radiotherapy Leader | **2.8M Patients**
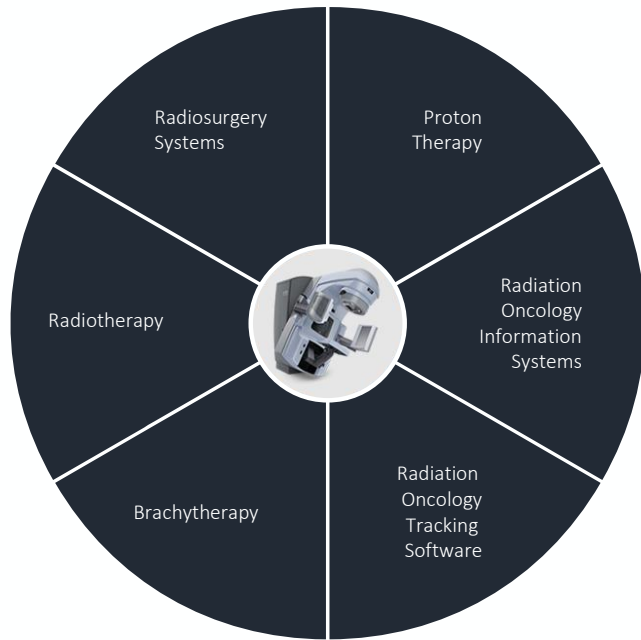
**'22** — Horizon 2
Multimodal Cancer Company | **6M Patients**

**'27** — Horizon 3
Cancer Operating Platform | **20M Patients**



Horizon 1 wheel segments: Radiosurgery Systems, Proton Therapy, Radiation Oncology Information Systems, Radiation Oncology Tracking Software, Brachytherapy, Radiotherapy

Horizon 2 wheel: Software & Analytics, Services (center); Interventional Oncology, Surgical Oncology, Medical Oncology, Precision Medicine, Diagnostic Imaging, Radiation Oncology

Horizon 3 wheel: Call on all Oncologists, Aggregate Data, Build AI/ML Capabilities, Generate Insights, Disseminate Insights (center); Interventional Oncology, Surgical Oncology, Medical Oncology, Precision Medicine, Diagnostic Imaging, Radiation Oncology

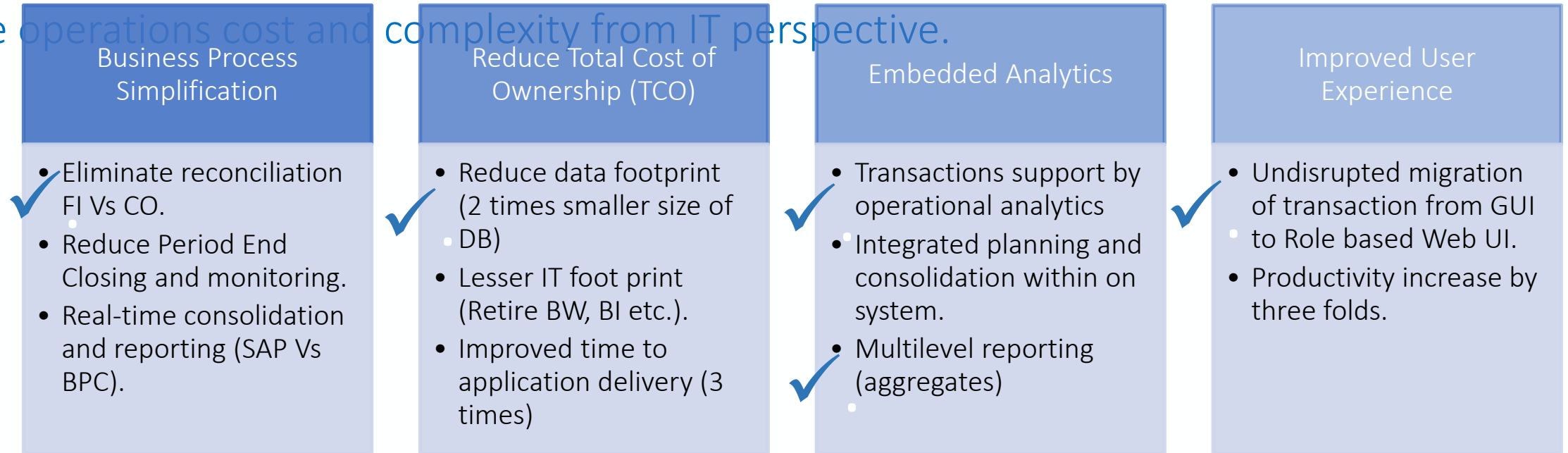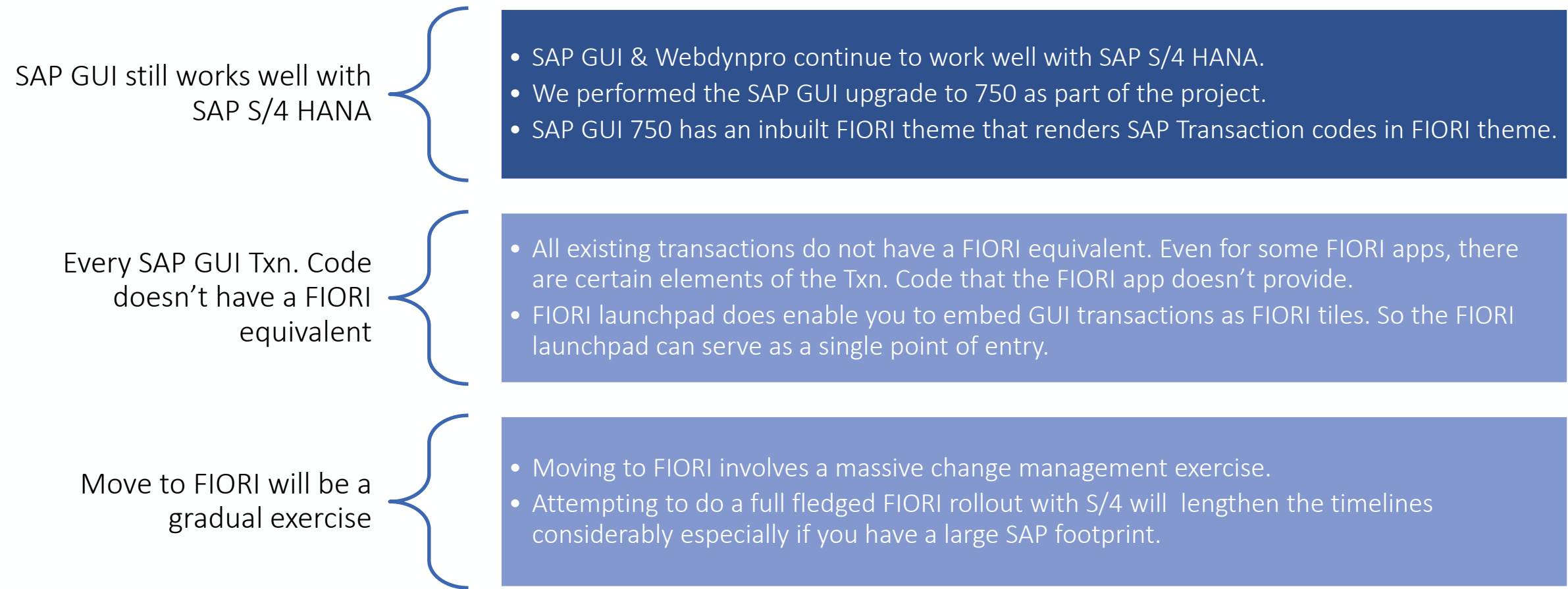| | Horizon 1 | Horizon 2 | Horizon 3 |
|---|---|---|---|
| Markets | $7B | ~$72B | ~$160B |
| Customers | RO | RO + MO + IO + SO | All Oncologists + Payers + Pharma |
| Patients | 2.8M | 6M | 20M |

# S/4 Business Case -Drivers

S/4 Platform is built to achieve unprecedented level business process simplifications, drive embedded analytics and improve user experience for business users. It is also designed to reduce operations cost and complexity from IT perspective.
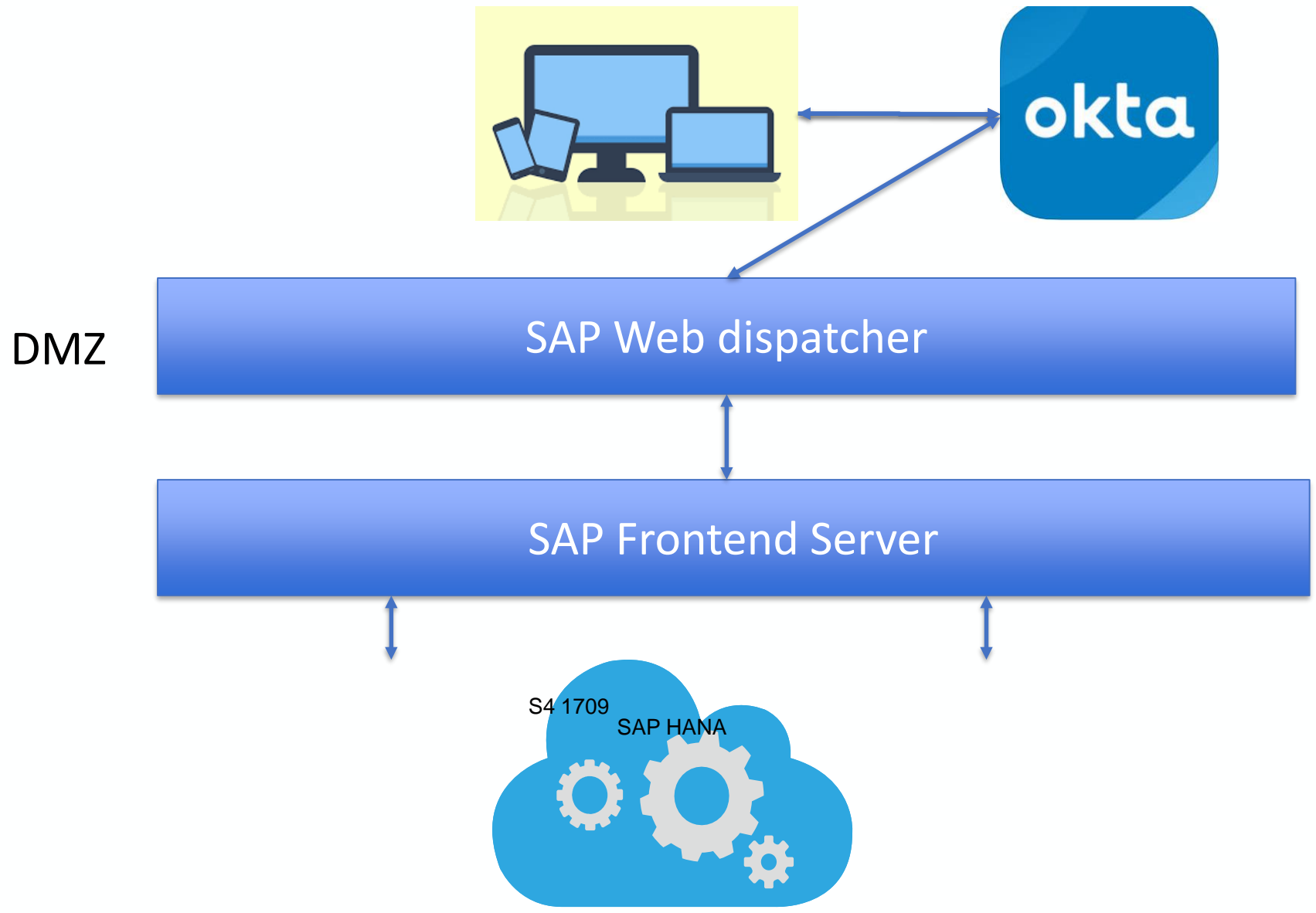
| Business Process Simplification | Reduce Total Cost of Ownership (TCO) | Embedded Analytics | Improved User Experience |
|---|---|---|---|
| • Eliminate reconciliation FI Vs CO.<br>• Reduce Period End Closing and monitoring.<br>• Real-time consolidation and reporting (SAP Vs BPC). | • Reduce data footprint (2 times smaller size of DB)<br>• Lesser IT foot print (Retire BW, BI etc.).<br>• Improved time to application delivery (3 times) | • Transactions support by operational analytics<br>• Integrated planning and consolidation within on system.<br>• Multilevel reporting (aggregates) | • Undisrupted migration of transaction from GUI to Role based Web UI.<br>• Productivity increase by three folds. |

VIT-EAS team worked on a comprehensive business case to translate expected business value ($$) to S/4 functionalities.

# UI Strategy

**SAP GUI still works well with SAP S/4 HANA**

- SAP GUI & Webdynpro continue to work well with SAP S/4 HANA.
- We performed the SAP GUI upgrade to 750 as part of the project.
- SAP GUI 750 has an inbuilt FIORI theme that renders SAP Transaction codes in FIORI theme.

**Every SAP GUI Txn. Code doesn't have a FIORI equivalent**

- All existing transactions do not have a FIORI equivalent. Even for some FIORI apps, there are certain elements of the Txn. Code that the FIORI app doesn't provide.
- FIORI launchpad does enable you to embed GUI transactions as FIORI tiles. So the FIORI launchpad can serve as a single point of entry.

**Move to FIORI will be a gradual exercise**

- Moving to FIORI involves a massive change management exercise.
- Attempting to do a full fledged FIORI rollout with S/4 will lengthen the timelines considerably especially if you have a large SAP footprint.

ASUG

# Fiori Architecture



USABILITY
EVALUATION

okta

SAP Web dispatcher

DMZ

SAP Frontend Server

S4 1709
SAP HANA

ASUG

# Apps In Scope

| Major LoB | Apps in Scope |
|---|---|
| Asset Management | 11 |
| Commerce | 14 |
| Finance | 129(82) |
| Human Resources | 12(2) |
| Manufacturing | 42 |
| R&D/Engineering | 39 |
| Sales | 26(13) |
| Sourcing and Procurement | 45 |
| Supply Chain | 12 |
| Sustainability | 5 |
| Grand Total | 335(265) |

## In Scope

- Enablement of Standard Fiori Apps on iPad
- Deployment of Custom Fiori Apps after GAP Analysis
- Sanity Testing of OOB Fiori Apps

## Risk Identification

- Dedicated Team Members – Basis 2, Mobility 2, Security 1
- Availability of Functional Consultants from May on respective areas
- Learning curve for S4 Fiori Migration of Custom Applications
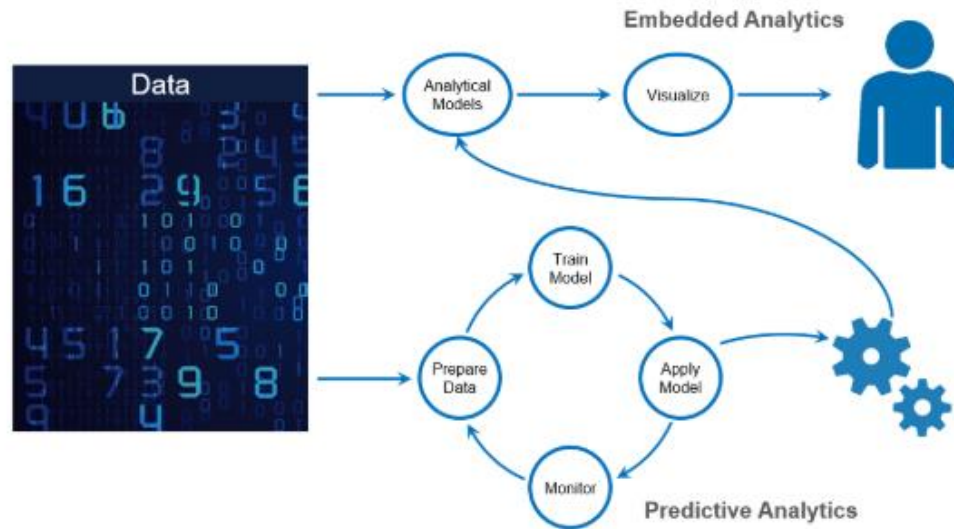
asug

# Predictive App – Installation

**In Scope**

**Stock in Transit**

**Contract Consumption**

**HANA APL**
**Pai Delivery Unit**
**Scripts Server**

**Prerequisites**
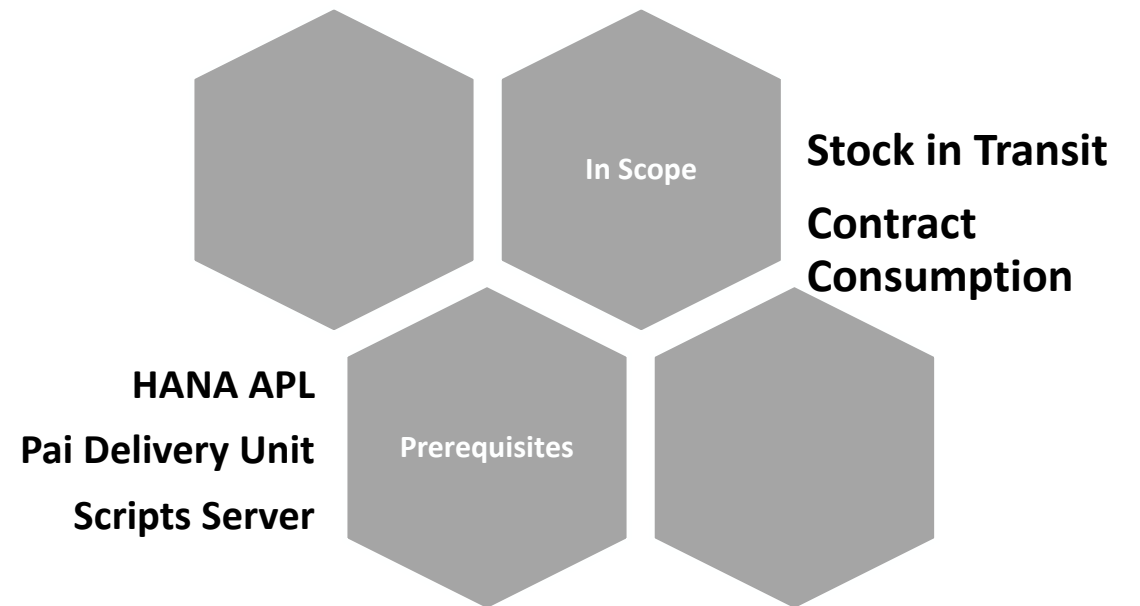
# Predictive App – Configuration

- Frontend OData service
- S4 HANA configuration
- Predictive Apps specific settings

# Training and Activating Predictive Models



- Select Predictive
- S4 HANA configuration
- Predictive Apps specific settings

( Thank you )

varian

# Take the Session Survey.

We want to hear from you! Be sure to complete the session evaluation on the SAPPHIRE NOW and ASUG Annual Conference mobile app.

# Presentation Materials

Access the slides from 2019 ASUG Annual Conference here:
http://info.asug.com/2019-ac-slides

# Q&A

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