



Dole's Successful journey to SAP S/4 HANA & Beyond
Benefits Reaped aligning with SAP Product Strategy

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Session ID:83208

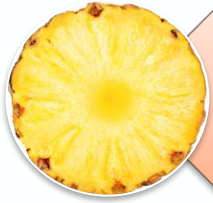
About the Speakers

Sriram Nandiraju

- **Senior Manager, SAP Applications (Dole Packaged Foods)**
- Seasoned SAP Professional with more than 16 years Experience
- Passionate about SAP technology
- Played Table Tennis Professionally in younger days

Key Outcomes/Objectives

- Dole's transformational Journey from disparate systems to S/4HANA Intelligent ERP
- SAP Projects Implementation & roadmap
- IT Alignment to SAP Product strategy



Background



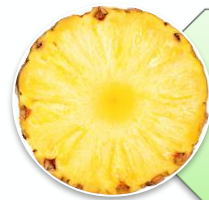
Life before SAP



Transformational SAP Journey



SAP S/4 HANA



Recipe for Success



Dole International Holdings

- 165 year History
- Fresh (Asia) and Packaged
- 300+ Products
- 90+ Countries
- 25,000+ Employees



Dole Packaged Foods

- Direct/Broker Sales
- 75% Asia Sourced
- USA Frozen Mfg.
- SoCal Headquarters
- 3PL Based NA Supply Chain

Product Categories

FROZEN FOODS



CANS, JARS, DRIED FRUIT



FRUIT SNACKS



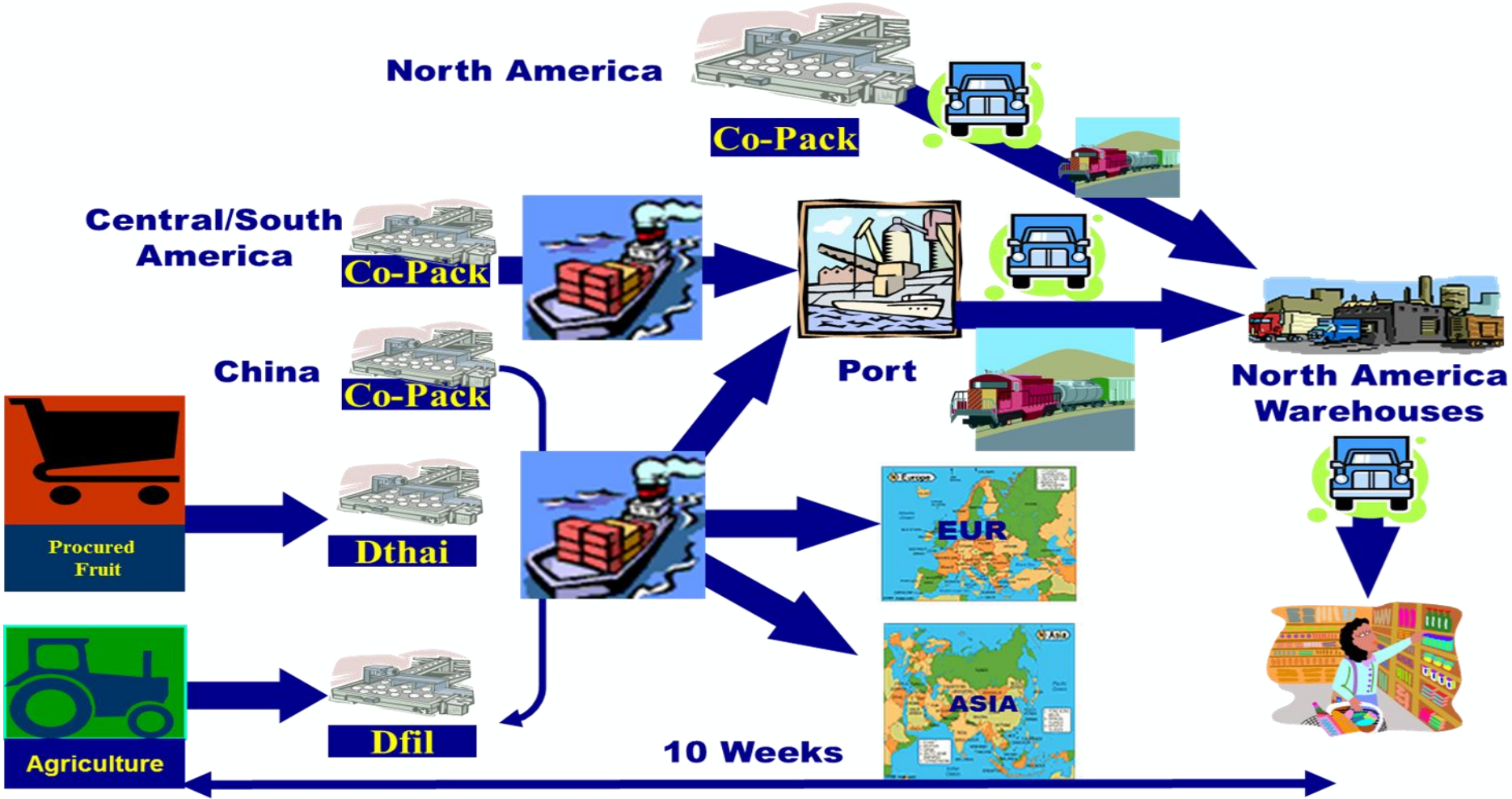
JUICE



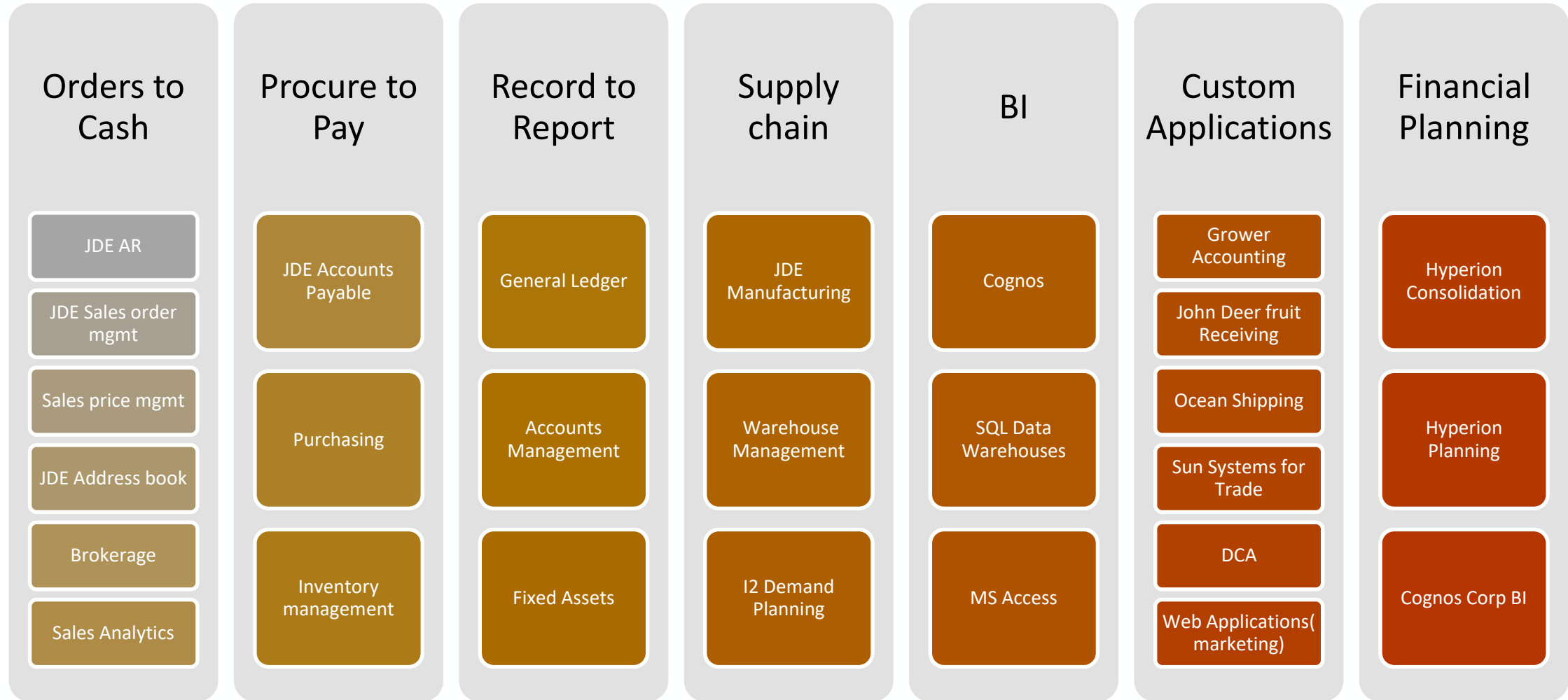
SNACK BITES



DOLE PACKAGED FOODS SUPPLY CHAIN OVERVIEW



What we looked like – Disparate Systems



CHALLENGES & NEEDS

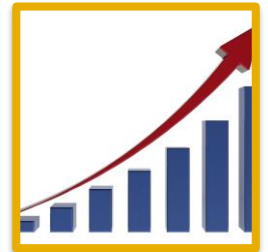


RISK

- Business Continuity
- Financial Misstatement
- Closing Books
- Compliance

GROWTH

- Complex Supply Chain Model
- Inorganic Growth
- Go to Market



PRODUCTIVITY

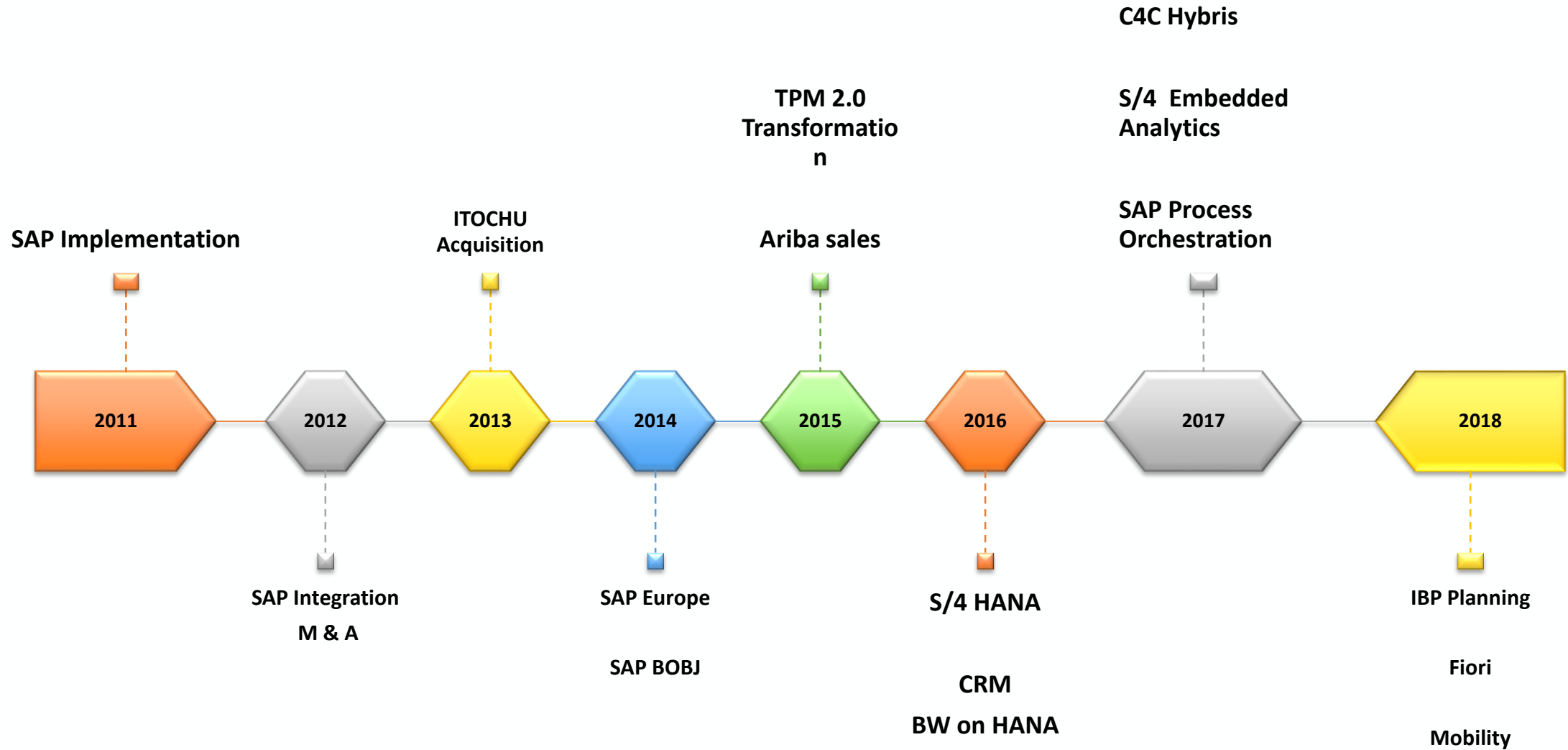
- Headcount Growth
- Handle Complex Operations
- Reduce Operations Cost

ANALYTICS

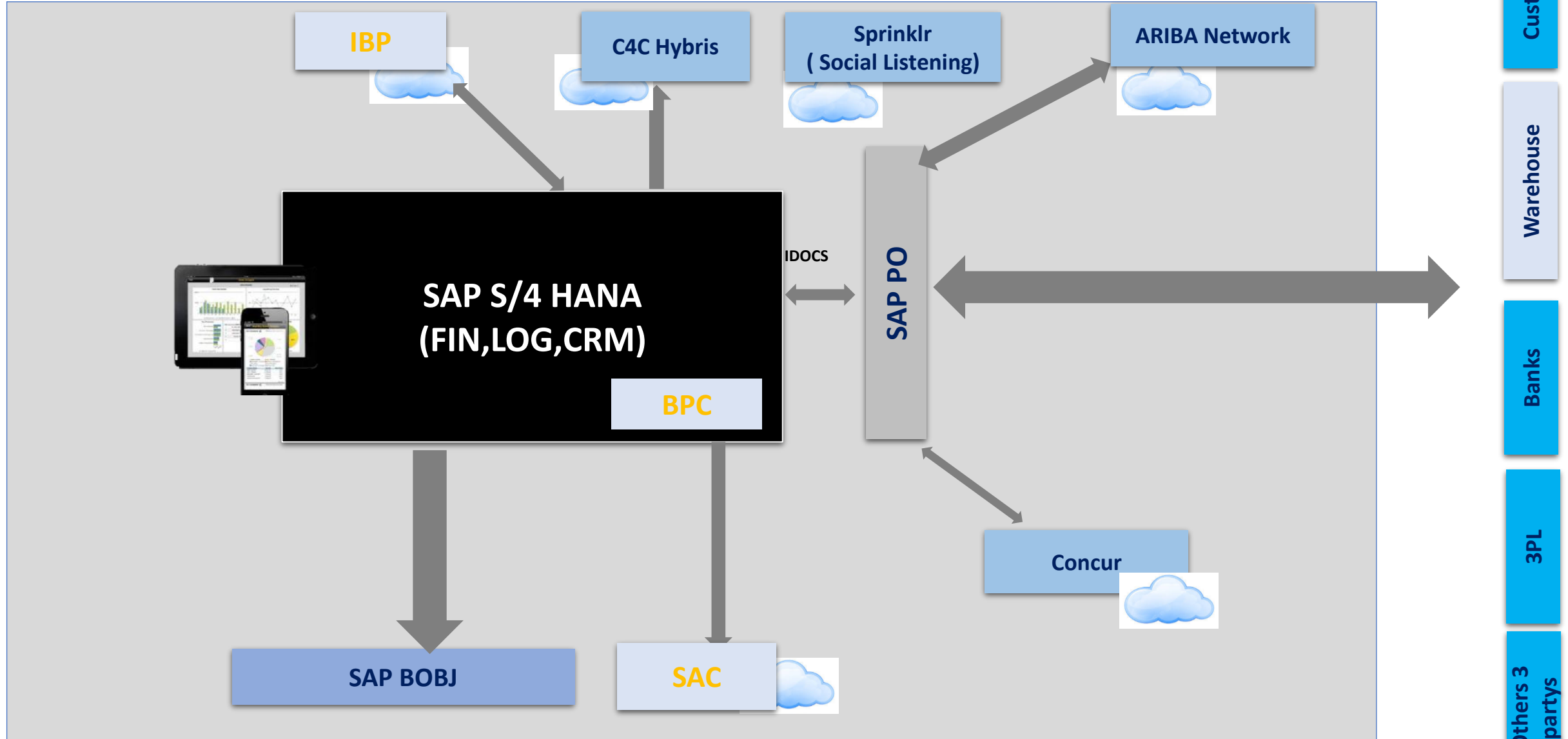
- Increased Visibility
- Increased Insights



SAP JOURNEY



SIMPLIFIED LANDSCAPE





S/4 HANA Journey



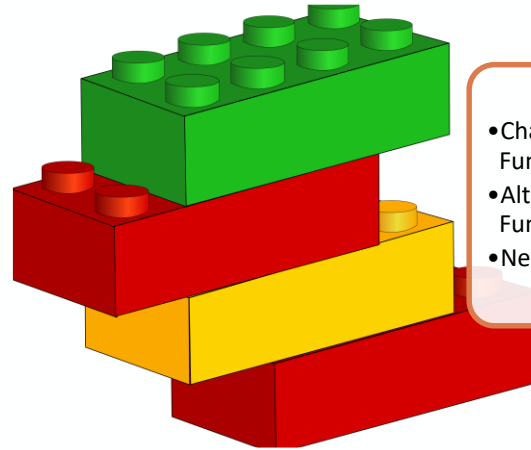
S/4 HANA DISCOVERY – WHAT IS CHANGING

Architectural



- Data Base Change
- Code Adoption

Functionality Changes



- Changed Functionality
- Alternative Functionality
- New Functionality

Business Process Change



- New Business Process
- Change to Existing Business Process
- Redundant Processes

Analytics



- Embedded Analytics
- New Reporting tool

Planning Changes



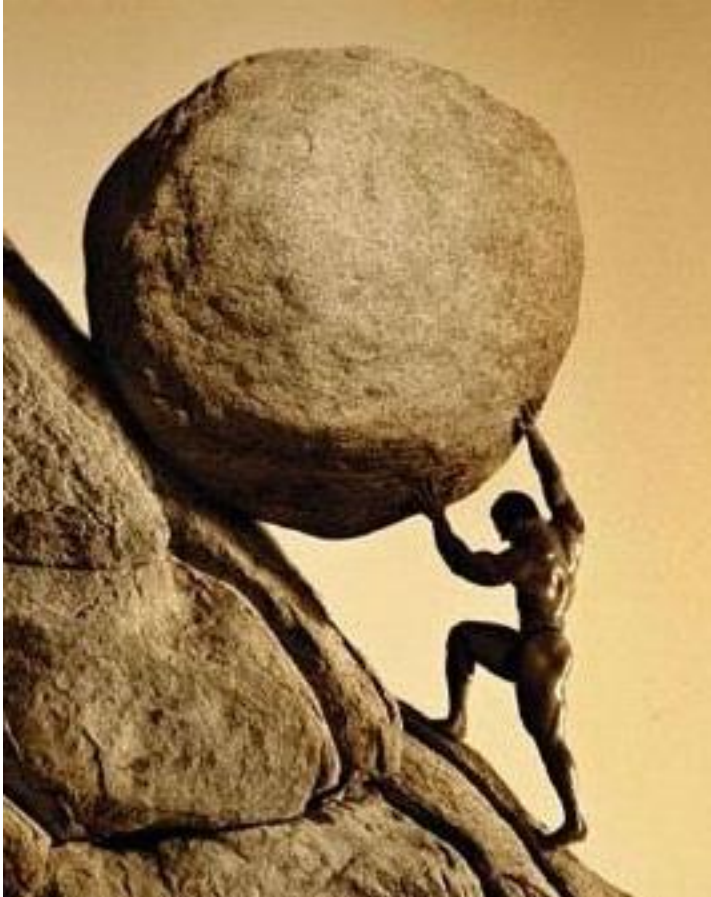
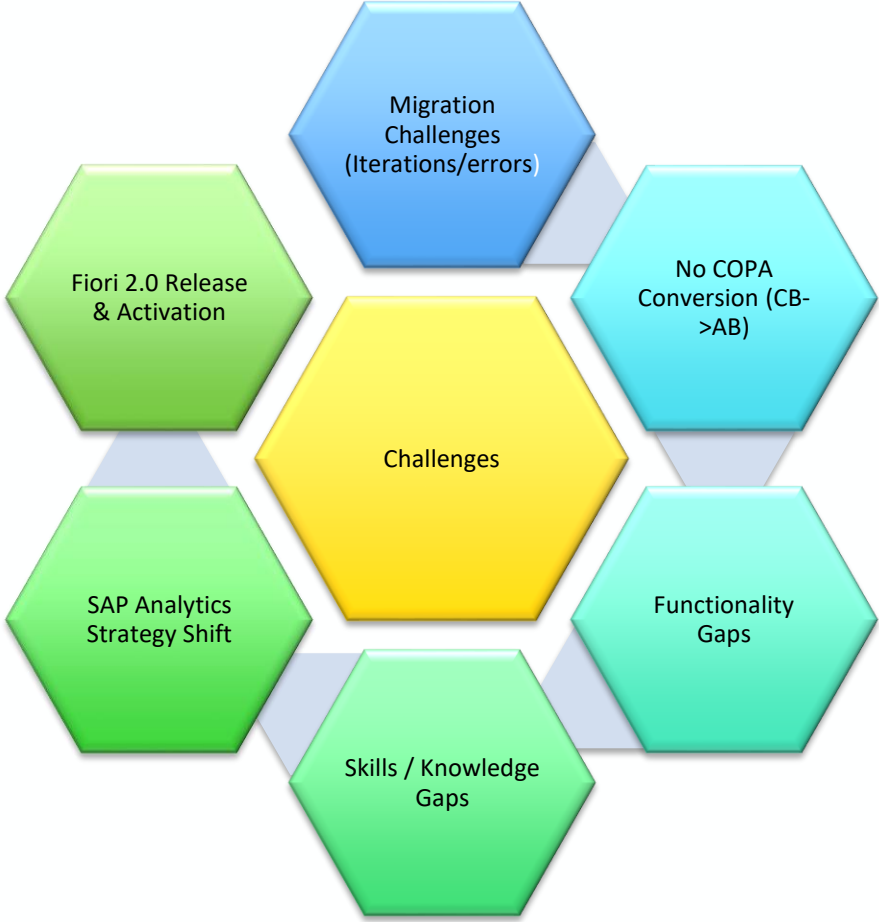
New Options

User Interface



- Fiori Apps
- Native Apps Vs Adopted

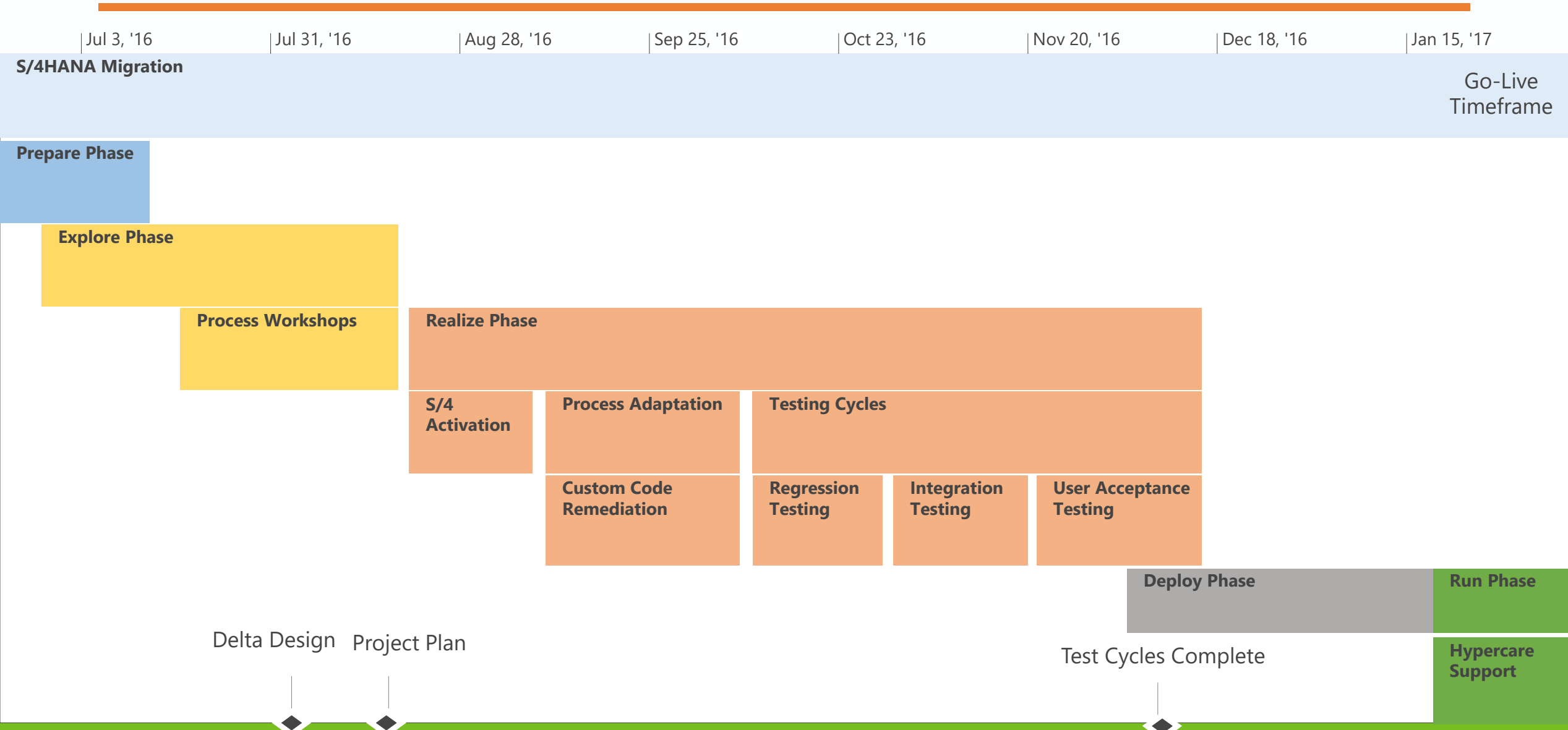
CHALLENGES – THE HEAVY LIFTING



DISCOVERY – WHAT DOES IT TAKE

	Basis	Dev	Analyst	Security	End User
Backend <ul style="list-style-type: none"> •DB Migration •Code compatibility •Upgrade Execution 	✓	✓			
Migration <ul style="list-style-type: none"> •Migration Checks •Migration Customizing •Migration Monitoring 			✓		
Configuration <ul style="list-style-type: none"> •Change Determination •Config Change •Transports 			✓		✓
Process Re Design <ul style="list-style-type: none"> •Process Design •Fit Gap Assessment •Retrofit 			✓	✓	✓
User Interface <ul style="list-style-type: none"> •Apps Activation •App modification •App fit Gap 	✓	✓	✓	✓	✓

S/4 HANA- Project timeline



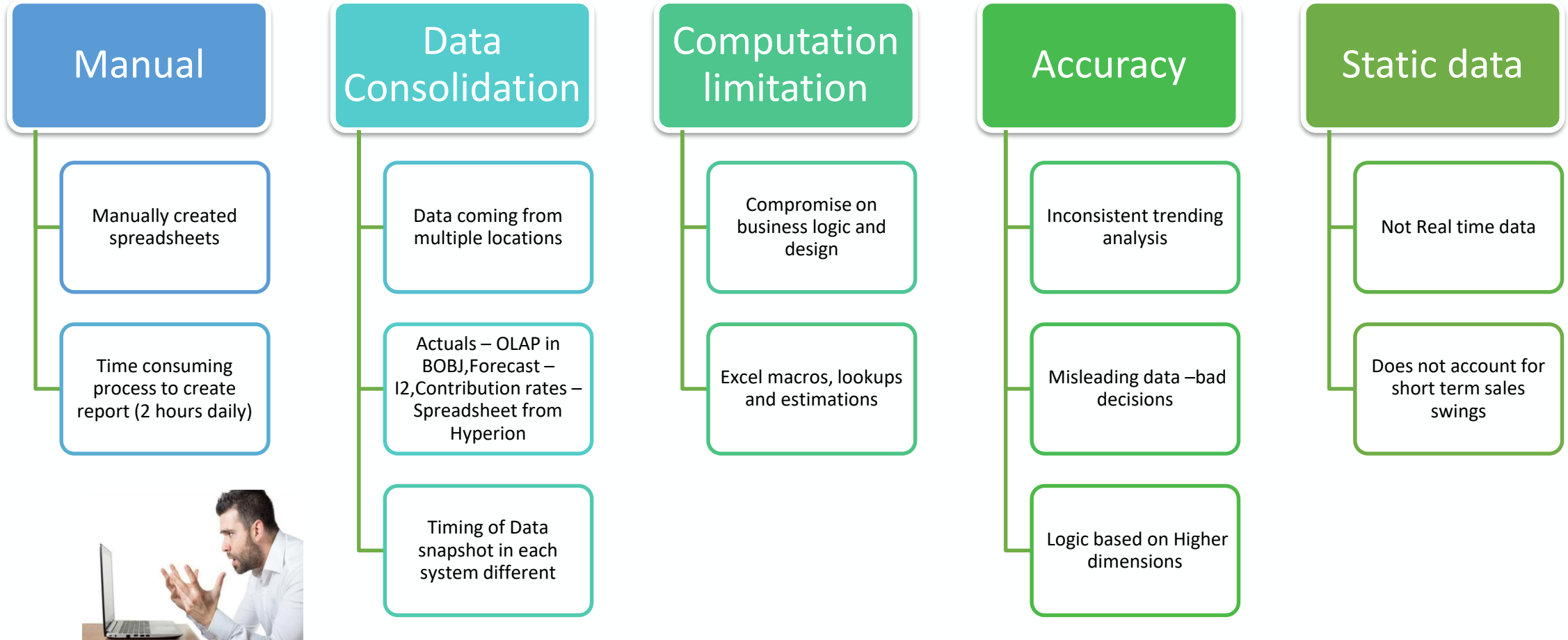


S/4 HANA EMBEDDED ANALYTICS



ASUG

Challenges of Prior Analytics



Reporting
(BOBJ)



Predictive Analytics & Live Reporting on S/4 HANA

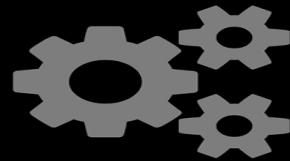
Consumption Views
(Query Layer)

Consumption Views
(Query Layer)

Composite view
(Dimension views + Fact tables)

Dynamic Algorithm Selection

Embedded
Analytics
+
Predictive
Capability



Seasonality

Ordering Patterns

10 Algorithms
70 nested Views

Geography

New Products

Dimension Views
(Master Data)

Master Fact table (SAP live data)

Fact table
(Live non-SAP)

Fact table

Fact table

Fact table

Fact table

S/4 Tables

Customer
Knav, knvp
.....

Material
Mara, Mvke
.....

Sales
Vbak, vbap
.....

Sales reqt
Vbep, vbbe
.....

Config
T171, T151
.....

Billing
Vbrk, vbrp
.....

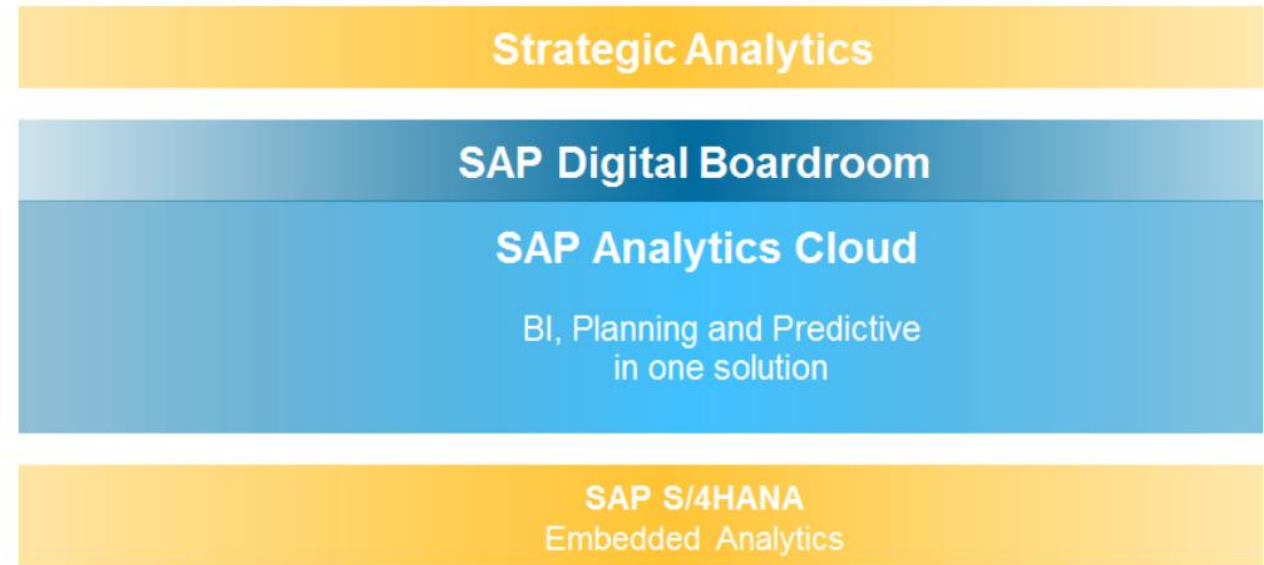
Calendar
Z tables
.....

Non-SAP
Hyperion
I2 Planning

SAP Analytics Decision Tree

Scenario Vs Systems	Strategic			Real time			Predictive		
	Slice & Dice	Reports	Dashboards	Slice & Dice	Reports	Dashboard	Slice & Dice	Reports	Dashboard
S/4 HANA		X		X	X	X		X	
BW on HANA	X	X	X				X	X	X
SAC	X	X	X	X	X	X	X	X	X
WEBI		X	X		X			X	
MS analysis	X			X	X				

SAP Analytics on Cloud



Embedded Analytics to Run the business vs. **Strategic** Analytics to grow the business

SAP Analytics Strategy

Simplified Architecture

- Real time reporting
- Strategic reporting

Complex scenarios

- Predictive Analytics
- Custom Heuristics & Algorithms

Right architecture per scenario

- BOBJ vs SAC
- S/4 HANA vs BW

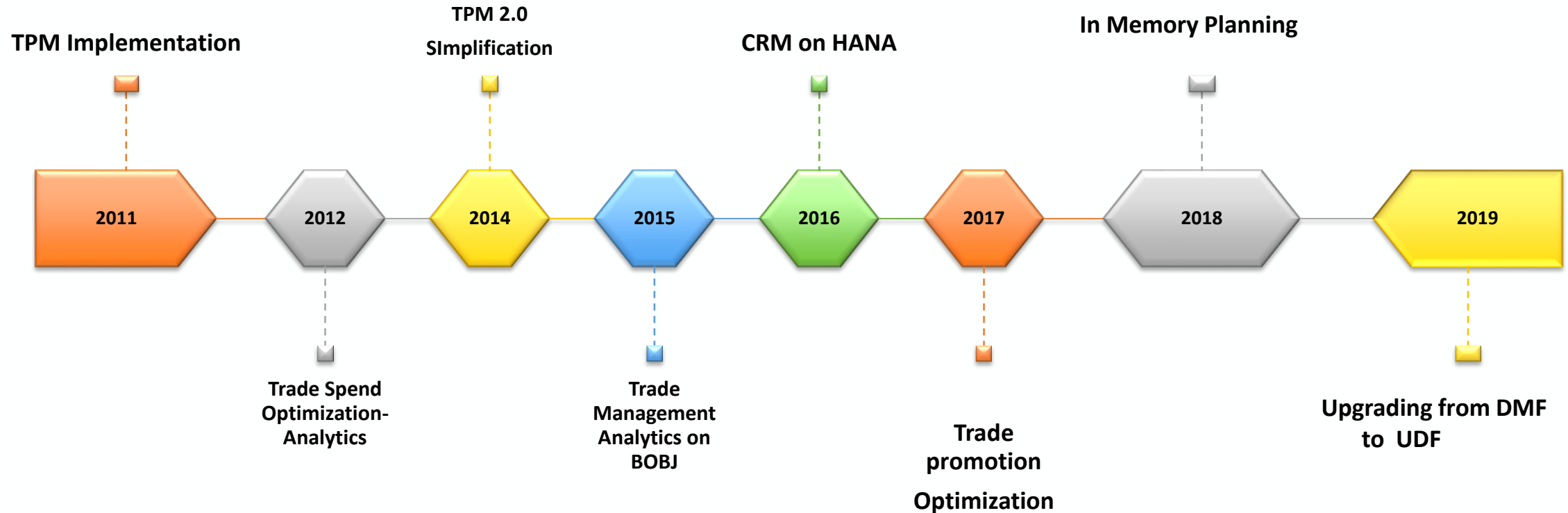
SAC Implementation

- SAC activation is not plug & play
- Planning & BI in single tool

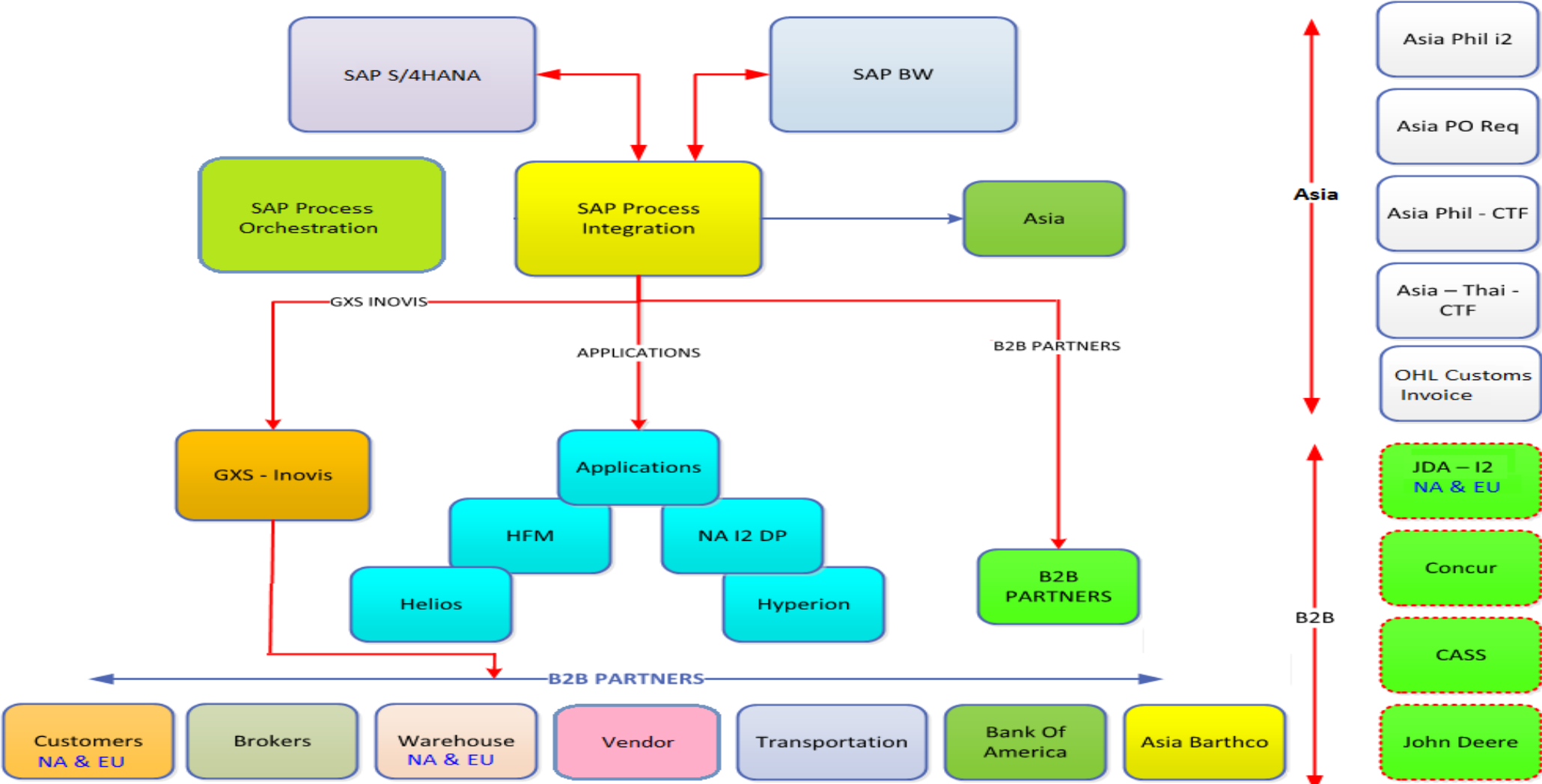
Hybrid approach (BOBJ & SAC)

- Meet all business requirements
- Align with SAP product strategy

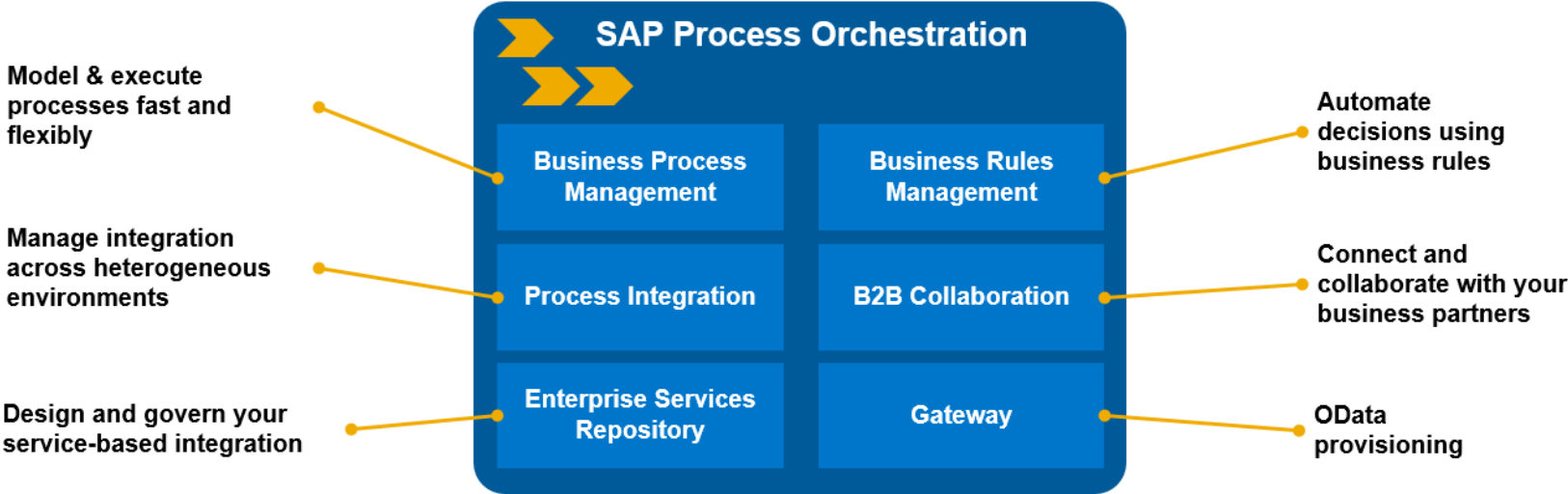
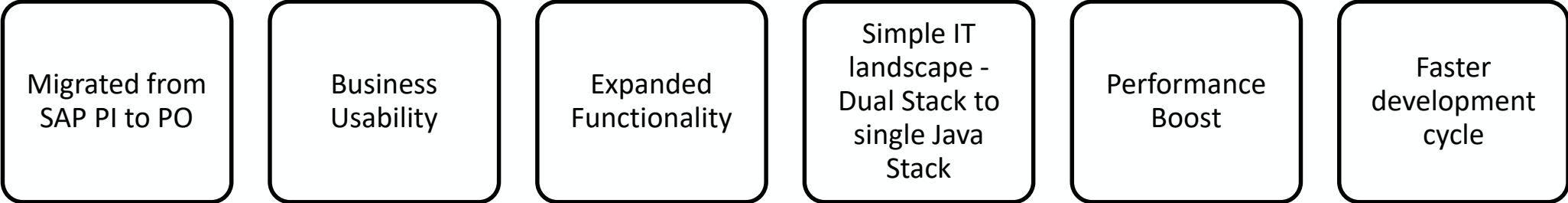
SAP Trade Management Transformation



Integration of supply chain through SAP PO



SAP Integration transformation



Supply chain Planning Transformation

Value Proposition

Unified Demand Stream

Visibility & Velocity

Supply Planning

Scenario Planning

What-if analysis

Key Stakeholders

Supply Planning

Procurement Planning

S&OP

Marketing

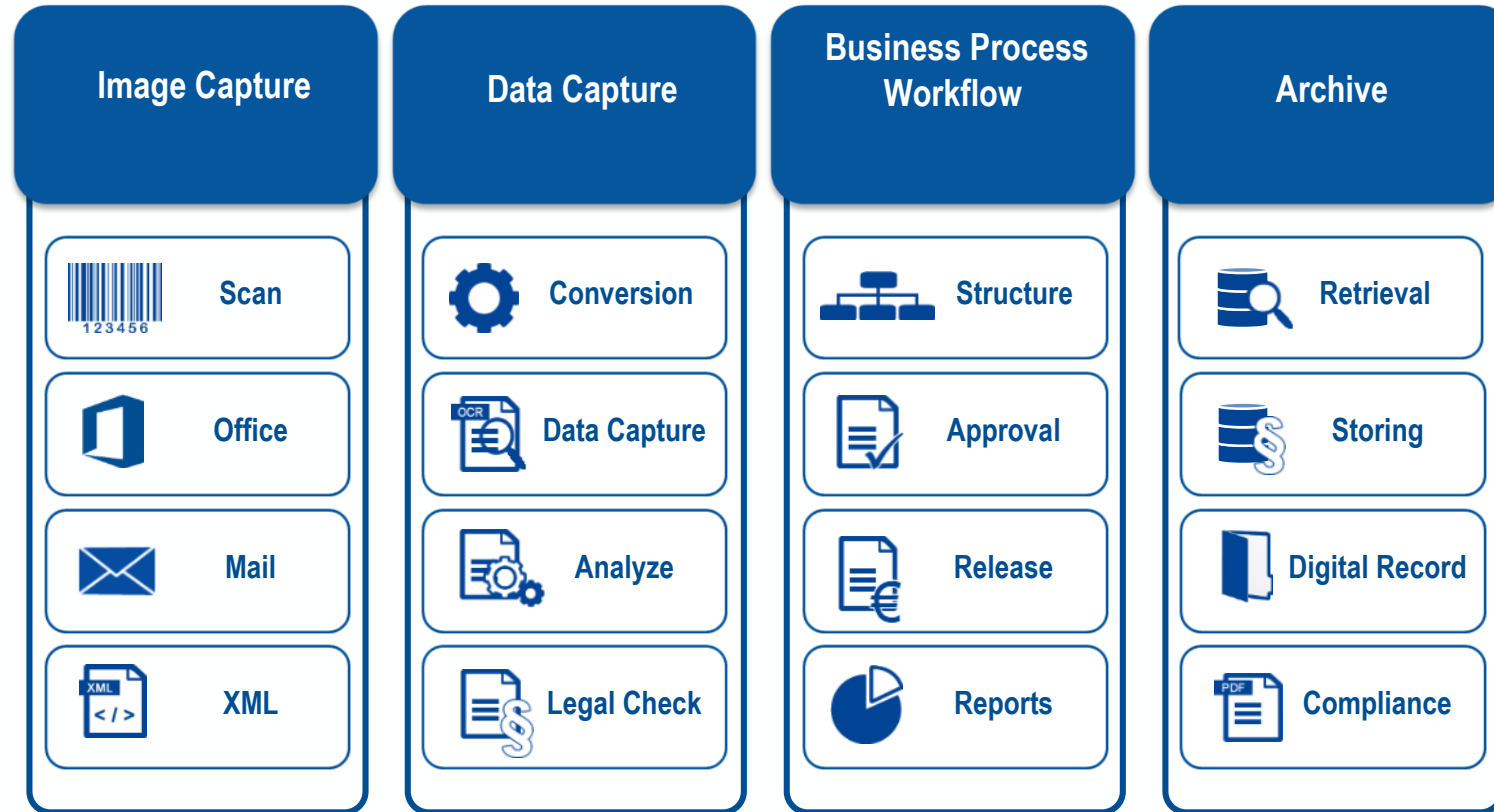
Transform

Migrated from Cognos BI to IBP

Implemented for Americas

Deployed IBP

Robotic Process Automation - OCR



Accounts Payable

Sales Orders

C4C Hybris Service



ARIBA Supplier Network



- Primarily for customers not EDI enabled but in the ARIBA network
- Used for identifying new opportunities
- Customer Mandate



Forbes

Billionaires Innovation Leadership Money Consumer Industry

Financial Opportunity runs best with SAP.

Compartamos uses SAP mobile solutions to bring opportunities to underserved people in Latin America.

[Learn more >](#)

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Dole Packaged Foods Relies On SAP For Continued Growth



Increase Profit Through Simplified Trade Promotion and Management

SAP Roadmap

ERP Digital Core

- S/4 HANA newer version (1809 or 1909)

Supply chain

- Expand IBP footprint across the enterprise

Trade Management

- Align with SAP strategy on Trade Management

Analytics & BI

- Continue Hybrid Analytics Approach (BW & S/4 Analytics) & BOBJ on premise & SAC cloud

CRM

- Expand on C/4 HANA Hybris Application

Integration

- Expand on the SAP Process Orchestration and CPI framework

PRINCIPLES & STRATEGY

Run Simple



User Experience

- (Any Application, Any data, Anytime, Anywhere)

Run Better



Insight to Action

- Plan-Perform-Predict-Act

Run Faster



Robotic Process Automation

- Machine Learning
- Artificial Intelligence

Run Leaner



Cost Effectiveness

- Architecture Simplicity
- Enhance Resource Capability

IT Alignment strategy with SAP

Business Transformation

Identify areas of transformation that will differentiate dole (Ex: Trade Management)

Executive Alignment

- Executive alignment of C- Leadership on SAP roadmap

ERP Alignment

- Align ERP strategy roadmap to overall business strategy

On Premise vs Cloud

- Hybrid approach of Digital core in On premise & edge solutions in Cloud

Benefits reaped – Aligning with SAP

- Commit to SAP roadmap to leverage their Innovations
- Industry differentiator by being in bleeding edge
- Skill requirements/Staffing easier
- Less total cost of ownership
- Avoid costly U-turns and re-implementations

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Presentation Materials

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Q&A

For questions after this session, contact at Sriram.Nandiraju@doleintl.com

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