Automatic, Tool-Aided Business Analysis of SAP Systems

Easy and Quick System and Process Efficiency Wins

Dr. Heiko Hecht, IBIS America

YOUR DATA
ALREADY KNOWS

What is Reverse Business Engineering?
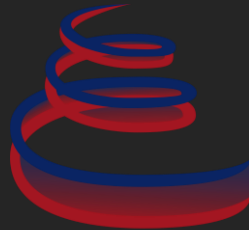
1895

Discovery of the X-ray
…
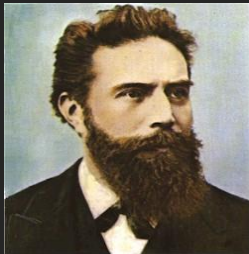
Wilhelm Conrad Röntgen
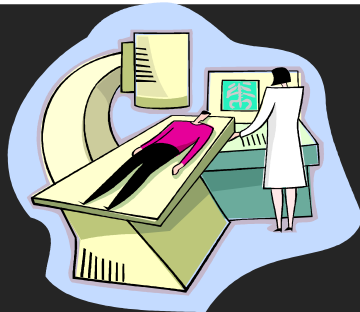
… **made possible radioscopy**

Since 1995

The development of RBE™ PLUS
…

SAP®

… **made possible X-rays of productive SAP-systems**

18607
3931
798

What Analysts Think

Figure 1. Summary of Leading Vendors of Software Tools for Analyzing the Usage of Live SAP Systems

IBIS/RBE Plus

Most complete SAP assessment tool

Only tool which covers all categories substantially

Evaluation Criteria	IBIS Prof. Thome
Business process key performance indicators	◑
Business process usage	●
Application transaction usage	●
Application configuration settings	●
Custom code usage and optimization	◑
Batch job usage	●

● = Extensive support   ◑ = Substantial support   ○ = Some support   Blank = Minimal or no support

Source: Gartner (July 2016)

What we do?

SAP USAGE ANALYSES

streamline
we care, about all versions.

fusion
anyone can do one system we can do more

blueprint
the solution for your documentation

trailblazer
transform with confidence

spectrum
process mining done right

compliant
data readiness for ESG reporting
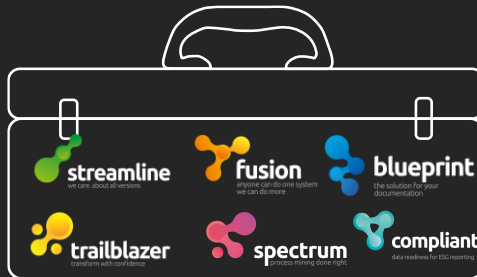
We analyze **SAP systems**.

We are **experts** in Business Processes.

We offer answers to countless questions for **various use scenarios** and target groups.

We can analyze **classic and industry-specific business processes**.

What makes us different?

// Complements SAP Standard Tools and Offerings

// Objective, independent, fact-based, transparent

// Low touch, high impact, no OSS notes

// Runs on 4.6c and higher, available for out of maintenance customers

// No hidden agenda, no marketing fluff, no sales tool

// One tool, one database, one integrated output

// Available since 1999, proven tool-set

// No license, no hardware needed, no surprises – fixed price

What's important?

SAP USAGE
ANALYSES

What information do we use?

We take all facets of your system into account, SAP standard and custom. Our results incorporate all systems and data sources availab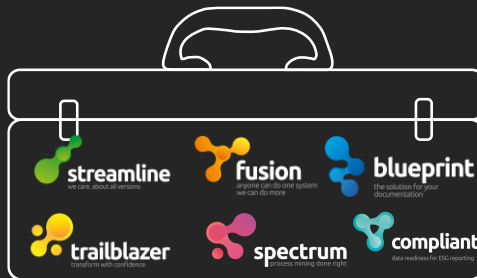le, from transactional and process data to configuration, master data, organization units, involved users as well as benchmarks and best practices.

ANALYZED DATA

TRANSACTIONS	MASTER DATA	PROCESS DATA
FB01-Enter GL-Doc.	Vendors	Reflect used processes
PC00-M6-Payroll	Customers	Customer orders
MC83-Display	Material data	Purchase requisitions
MC8C-Display	General ledger	Incoming payments
Y_0815_Create_ABC	BOM	Purchase order
ZSE16N	Cost element	Product order

CONFIGURATION DATA	ORGANIZATION DATA	USER DATA
Reflect the type of used processes	Reflecting organizational structure	Users, Master Data, User Groups
Payment method	Company code	User activities, creation, change
Document type	Controlling area	Power Users
Item type	Cost center	Knowledge Monopolies
Delivery type	Plant	Critical Authorizations
Movement type	Sales organization	
	Links between organizational units	

streamline · fusion · blueprint · trailblazer · spectrum · compliant

WE ARE PROVIDING

// **Efficient** — analyses of your current SAP systems and processes

// **Supportive** — assessments for your transformation to SAP S/4HANA

// **Prepared** — data review for your ESG key figures

// **Effective** — and flexible reference model driven Process Mining

// **Objective** — comparison and transparent analysis of your current systems

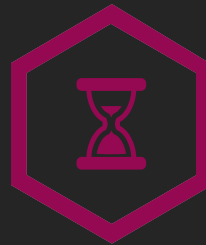// **Automated** — assistance with documentation

MAIN TARGET

Companies need to be seen and understood in unimagined ways, as they really are. Individual, complex, multi-layered and agile, for a wide range of stakeholders.

We analyze SAP systems since 1998.
We are Business Process experts.
We offer answers to countless questions for various use scenarios and target groups.
We served over 4,000 systems.

YOUR DATA ALREADY KNOWS

YOUR BENEFITS

// **Fact-based** system and process transparency

// **Fast and scalable** projects

// **Economical** data retrieval

// Great added value through subject-specific **recommendations** for action

// Informative **benchmarks** based on large data pool

WHAT MAKES US SPECIAL

// Business **reference models** and **best practices**

// Long-lasting and **close cooperation** with partners

// **Goal-oriented**, custom-specific and with various levels of detail

// **Very high data security** – ISO 27001 compliant and validated through hands-on usage in PwC Audits

// Over **20,000 key figures** in 30 years of development

88%

OF THE DAX (GERMAN STOCK INDEX) COMPANIES ARE OUR CUSTOMERS

EVERY MINUTE A PAIR OF SHOES IS SOLD BY OUR CUSTOMERS

IBIS
AMERICA

Why do we do, what we do?

streamline
we care. about all versions

INCREASE YOUR PROCESS AND DATA QUALITY OF YOUR SAP SYSTEMS.
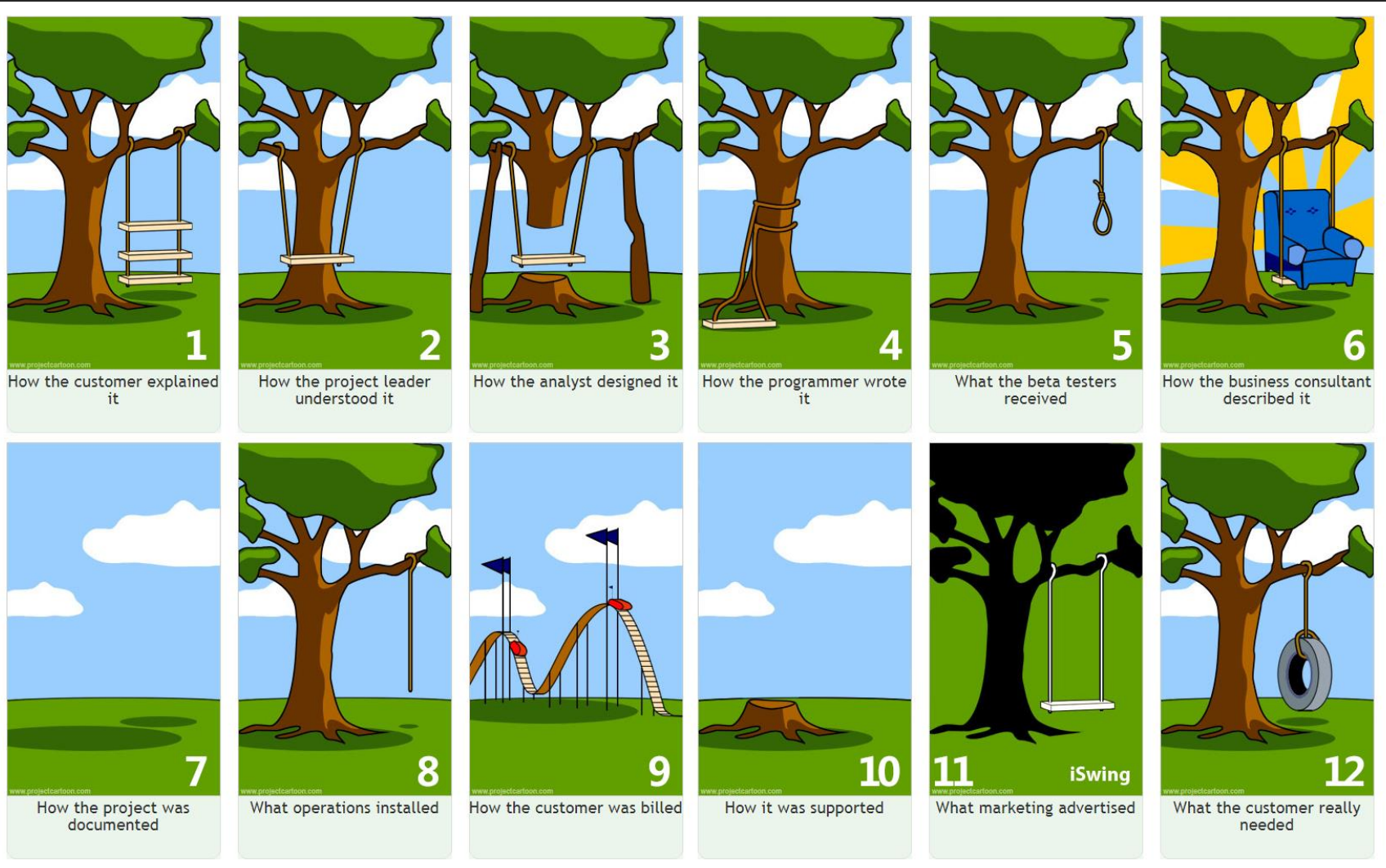
ADVANTAGES

// GROUNDED FACTS

Make decision-relevant statements with one tool, based on facts. Expert guided. Our analysis basis is consistent, solid and integrative with SAP. But our services are objective and independent. So are our recommendations. Also independent of your SAP release and maintenance contract with SAP.

// APPROVED METHODS

Our lean data extraction method is unparalleled, safe, efficient, GDPR compliant, ISO and Virtual Forge certified and is used by SAP, PwC and countless partners and customers.

USE CASE

IBIS AMERICA

Our analysis is great for anybody who needs an overview or details of the current system setup and usage. Whether you are on R/3, ERP or S/4HANA, we can provide meaningful insights. Avoid getting multiple subjective opinions by getting on single data-based truth. There is not better, faster and easier way to get to know your system and to keep your knowledge in your organization.

Ideal for As-Is Re-Documentation, Inventory of Organizational Units, Master Data, Business Processes and Functions, Documents and
Customizing. Streamline is your starting point for any Process Improvements, Upgrades, Clean-Ups, Quantitative and Qualitative Evaluation of your SAP system.

KEY FEATURES

// X-ray your system and processes and see what's really going on
Boost effectiveness, accelerate efficiency and maintain system health with system and process analytics

// WRICEF - Assessment
Inventory of objects: technical and use in functional areas and back/fit to Standard analysis

// Identification of the degree of individualization
We provide you with an excellent overview of the customizing situation in a productive SAP system.

APP INSIGHTS

Custom transactions		3,981
Not used custom transactions		2,460
Custom programs		7,381
Not used custom programs		5,801
SAP queries		899
Not used queries		861

0   2,000   4,000   6,000   8,000   10,000

trailblazer
transform with confidence

EXPLORE THE PATH FOR YOUR TRANSFORMATION TO SAP S/4HANA.

KEY FEATURES

// Locate bottlenecks by running a simulation
We identify your current bottlenecks, let you run performance simulations and identify roadblocks way before they come in sight!

// Simplify the transformation
SAP's Simplification List is an extremely useful source of information about the upcoming changes within a system migrating from SAP ERP to SAP S/4HANA.

// Create your business case
We support building your value proposition and business case.

V.1.0.22

ADVANTAGES

// BUILD A STRONG FUTURE
An objective, fact and tool-based approach lays the foundation to an unbiased and transparent decision process of your organization's future.

// GET A CLEAR OVERVIEW
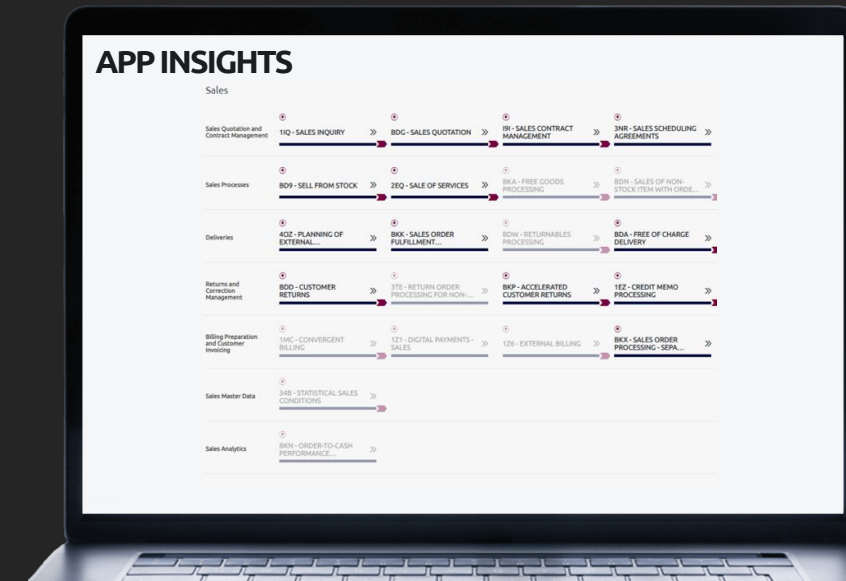We provide an out of the box, easy-to-implement, proven data extraction and analysis platform which covers the more technical and functional aspects to establish your business case based on your data, current situation and roadmap for your SAP transformation.

PUBLICATIONS

// PROFESSIONAL ARTICLE IN S@PPORT MAGAZINE
CLICK HERE AND READ THE ARTICLE ON PAGE 22/23

USE CASE

IBIS AMERICA

Whether you are still using an older SAP version, ECC or whether you are already on Business Suite on HANA or on S/4HANA, we can help with your S/4HANA decision process, migration or implementation. We've been working with SAP, with partner and customers independent of your maintenance contract with SAP.

Greenfield, Bluefield/Brownfield, On-Premise/Cloud, Business Case, Upgrade, Harmonization, Improvement, we cover it all!

We can help no matter in what stage of your S/4HANA journey you currently are. Our approach complements and supports SAP's offerings but can also be used independently.

APP INSIGHTS

Sales

Sales Quotation and Contract Management	1IQ - SALES INQUIRY	BDG - SALES QUOTATION	I9I - SALES CONTRACT MANAGEMENT	3NR - SALES SCHEDULING AGREEMENTS
Sales Processes	BD9 - SELL FROM STOCK	2EQ - SALE OF SERVICES	BKA - FREE GOODS PROCESSING	BDN - SALES OF NON-STOCK ITEM WITH ORDE...
Deliveries	4OZ - PLANNING OF EXTERNAL...	BKK - SALES ORDER FULFILLMENT...	BDW - RETURNABLES PROCESSING	BDA - FREE OF CHARGE DELIVERY
Returns and Correction Management	BDD - CUSTOMER RETURNS	3TE - RETURN ORDER PROCESSING FOR NON-...	BKP - ACCELERATED CUSTOMER RETURNS	1EZ - CREDIT MEMO PROCESSING
Billing Preparation and Customer Invoicing	1MC - CONVERGENT BILLING	1Z1 - DIGITAL PAYMENTS - SALES	1Z6 - EXTERNAL BILLING	BKX - SALES ORDER PROCESSING - SEPA...
Sales Master Data	34B - STATISTICAL SALES CONDITIONS			
Sales Analytics	BKN - ORDER-TO-CASH PERFORMANCE...			

ADVANTAGES

// HARMONIZATION

You can utilize our application whether you acquire a new SAP-based business, whether you face continuous rollouts, carve-outs, consolidation, need to find out regional differences or want to harmonize your processes and systems across different entities or systems.

// MULTIDIMENSIONAL USE

RBE Plus not only lets you drill down to system, organizational unit, customizing or process level, but also offers user/ user group details to analyze the effectiveness of different organizations, your shared service organization as well as compliance with your organizations policies.

USE CASE

SAP customers with multiple systems, customers covering multiple regions or countries who need a comprehensive overview will tremendously benefit from our easy-to-use graphics.

Those who also need to be able to compare or harmonize their SAP systems on a very granular process and customizing level can take advantage of our drill-downs and MS Excel-like comparison technology.

Ideal for comparison projects even if you have to compare several clients or many organizational units.

CONSOLIDATE, HARMONIZE AND BENCHMARK YOUR SAP LANDSCAPE.

KEY FEATURES

// Graphical approach

Our predefined analysis content already classifies and highlights the key findings and jumpstarts your investigation.

// Team collaboration

Our consistent approach and interactive platform supports your team's collaboration and puts all aspects in a standardized, easy-to-understand form.

// Differentiated comparison levels

Our powerful approach is fueled by the multitude of different graphical and detailed oriented ways to aggregate and separate your SAP

V.1.0.22

APP INSIGHTS

spectrum
process mining done right
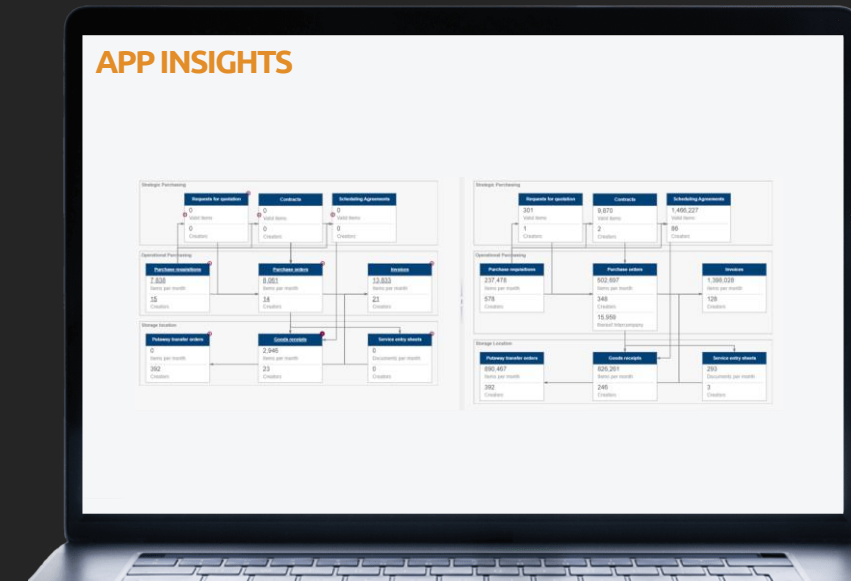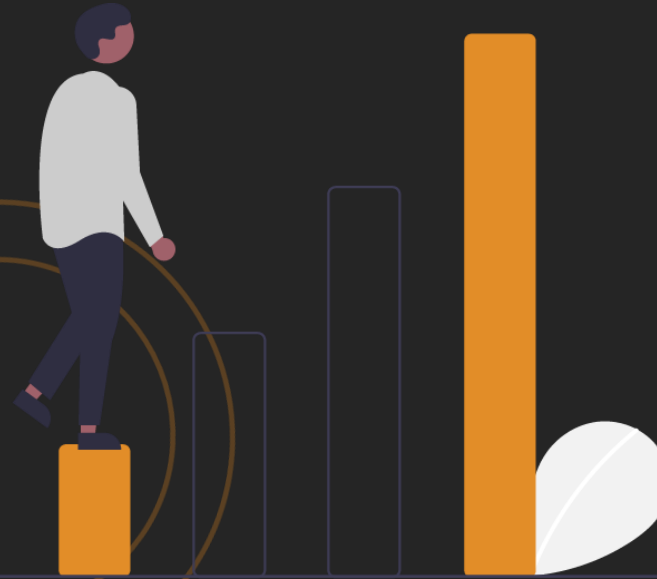
GET A COMPREHENSIVE AND QUICK VISUALIZATION OF YOUR PROCESSES.

KEY FEATURES

// **Differentiated color spectra**
Recognize how customer-specific you process certain areas and where you work close to the SAP standard. Recognize at first glance where in the process you have the highest backlog of open items.

// **Liquid and multidimensional visualization**
Because processes are never linear, we depict processes dynamically and with various angles of the data cube.

// **Identify main processes**
Identify, for example, a high volume of returns in certain Company Codes.

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ADVANTAGES

// **QUICK RESULTS**
Analysis results are provided quickly and a contact person is at your side throughout the project. Make decision-relevant statements based on the multiverse of your business processes.

// **SCALABILITY**
Because your project can also behave fluidly, our product is scalable in terms of the data-depth dimension. You decide at which point and in which area you want to see how much.
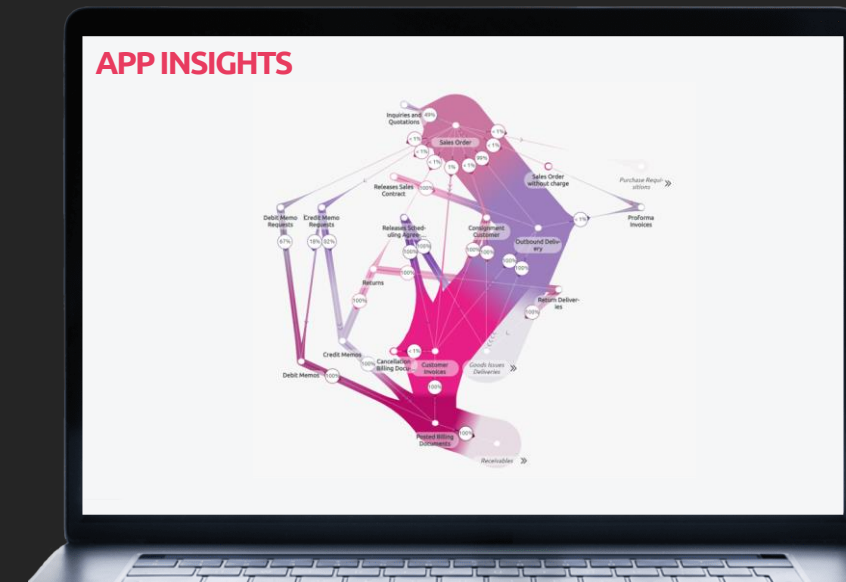
PUBLICATIONS

// **PROFESSIONAL ARTICLE IN E-3 MAGAZINE**
CLICK HERE TO READ THE ARTICLE

USE CASE

IBIS AMERICA

In case of: Clean-Up, Changes, Cost Reduction, Identify Pain Points and Weaknesses, Explore Differences Between Organizational Units, Country Roll-Outs, System Transformations, Carve-Outs, Process Automation, or KPI-Driven Management
The synergies of our flexible, ergonomic, intuitive application and the all-encompassing system analytics make the gigantic data volumes of your organization's processes transparent yet separated from the start.

The UI is easy to use whether you are a CEO, CTO, CFO, Process Owner, Consultant or Decision Maker.

APP INSIGHTS

![blueprint — the solution for your documentation]

USE THE EASY WAY OF DOCUMENTING YOUR PROCESSES.

ADVANTAGES

// END-USER FRIENDLY

Our end-user friendly and web-based front-end let's you drill down into our fact-based and concise analysis results and lets you customize your process variants with our easy to use drag & drop modelling component.

// GET READY AND STAY UP TO DATE

IBIS will jumpstart your Solution Documentation with our enhanced SAP Best Practices based content using the SAP standard content and interface. We also help you to keep your Solution Documentation up to date by providing updates and re-runs.

USE CASE

Our solution is ideal for all customers, no matter whether you are on SAP R/3, ECC or S/4HANA or whether you are already using SAP Solution Manager 7.2 or planning to use it.

You should talk to us - if you don't have a Solution Documentation in SAP Solution Manager or if your documentation is out of date, if you are looking for an effective, cost-efficient way to re-document your current SAP usage and integrate the results into SAP Solution Manager 7.2 to leverage more SAP Solution Manager functionality like Testing, Monitoring or Business Impact Analysis.

KEY FEATURES

// Team-specific approach

Our scalable approach let's you focus on the level of detail your team needs

// Benefit from our sophisticated process template

The process template used includes SAP Best Practices for S/4HANA as well as IBIS experiences from over twenty years.
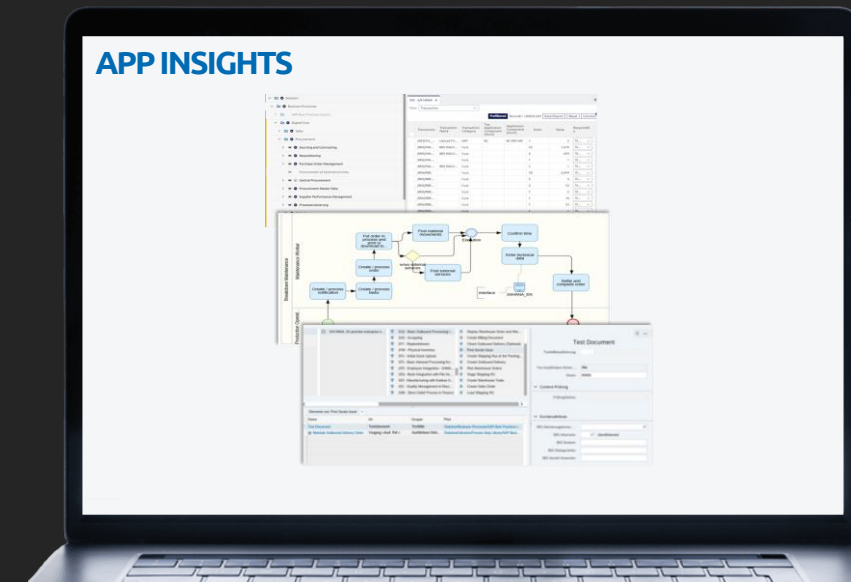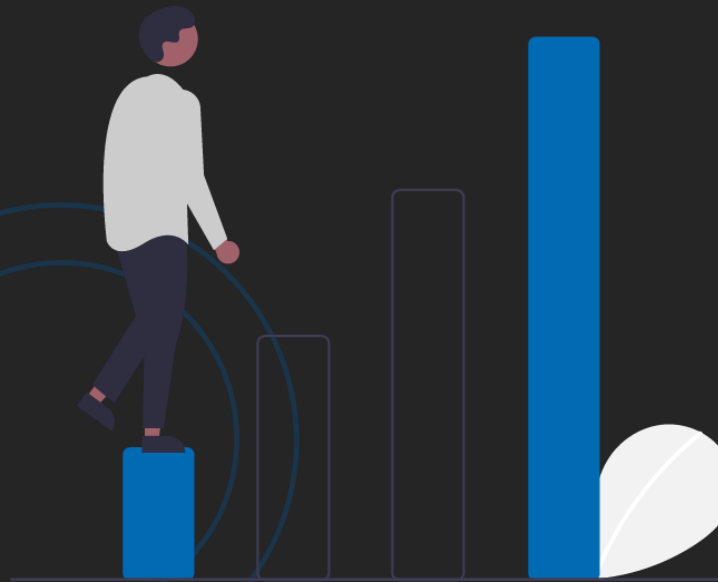
// Jump start with our intelligent analysis

Evaluate real system process usage and key figures and incorporate them into your Solution Documentation.

APP INSIGHTS

V.1.0.22

![compliant — data readiness for ESG reporting]

PREPARE YOUR SAP SYSTEM AND YOUR DATA FOR ALL UPCOMING ESG TOPICS.

KEY FEATURES

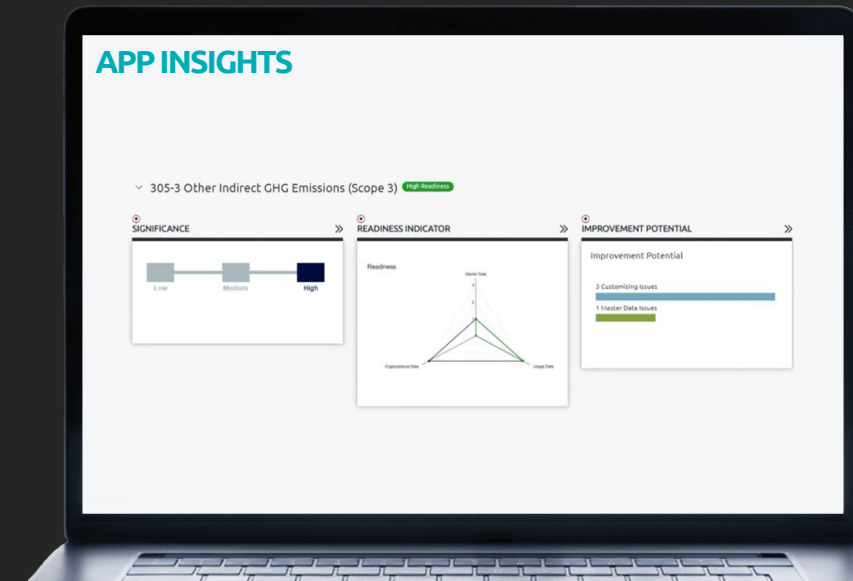// **Identify your Sustainability Potential**
Find out how ready you and your SAP data are on the sustainability standards in order to be compliant.
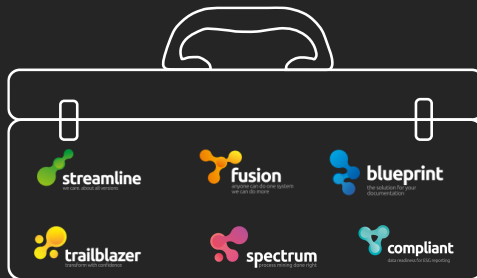
// **We help you to improve**
Get recommendations on what you still need to do and where to go from there.

// **360° degree view on the sustainability aspects of your SAP systems**
that are relevant to you X-ray your system and be prepared for CSR requirements of EU to non-financial reporting from fiscal year 2024 onwards.
V.1.0.22

ADVANTAGES

// **PREPARATION**
We help you to make complexity processable and prepare you for the high requirements of sustainability reporting in this tight timeframe.

// **EASY TO USE**
Our approach lets you use the same tools and methods you know from your financial audits or S/4HANA transformation project to make sure you are all set up for your ESG reporting.

PUBLICATIONS

// **PROFESSIONAL ARTICLE IN E3 MAGAZINE**
CLICK HERE AND READ THE ARTICLE

USE CASE

Our offering is ideal for all customers getting ready to monitor or report environmental, social or governance topics. Together we make sure that you are prepared for what's coming.

There is always something new. Whether your first or your next ESG audit is coming up we can help
to identify whether you already capture what's needed and what you should enable and maintain to provide the data needed for your ESG reporting.

IBIS AMERICA

APP INSIGHTS

305-3 Other Indirect GHG Emissions (Scope 3) High Readiness

SIGNIFICANCE

READINESS INDICATOR

IMPROVEMENT POTENTIAL

Who have we worked with?

Available in Europe since 2002

4,000+ RBE Plus projects worldwide

Available in the US since 2004

EXAMPLES OF SATISFIED CUSTOMERS
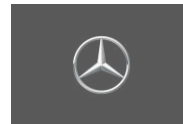
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