



# JetBlue Modernizes Their Test Data Management Solution for HANA

EPI-USE Labs | Dan Bankmann – October 27, 2022



# Introductions

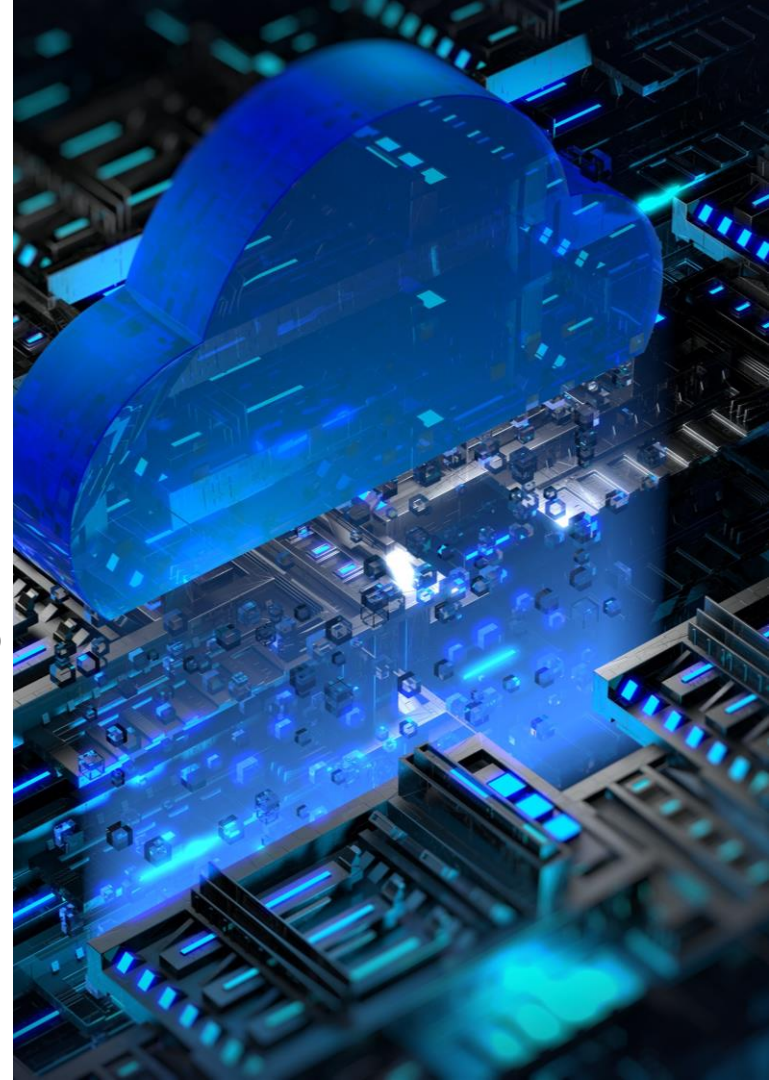


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## In this session

As JetBlue made the decision to migrate to SAP HANA Enterprise Cloud, they needed a scalable Test Data Management Solution to help with the complexities of their growing SAP S/4 system.

JetBlue chose Data Sync Manager™(DSM), a modernized, semi-automated solution that was compatible with S/4HANA to reduce client copy storage, downtime and data scrambling requirements.



# What we'll cover

- About JetBlue
- JetBlue's test data challenge and how it is heightened with S/4HANA
- How EPI-USE Labs helps solve the challenge
- The complex SAP landscape
- Data Sync Manager
- Benefits and ROI
- Questions

# About JetBlue





# About JetBlue

- Born at JFK in 2000, JetBlue is New York's Hometown Airline™, and a leading carrier in Boston, Fort Lauderdale-Hollywood, Los Angeles (Long Beach), Orlando, and San Juan. JetBlue carries more than 35 million customers a year to 100 cities in the U.S., Caribbean, and Latin America with an average of 925 daily flights.
- [www.jetblue.com](http://www.jetblue.com)



**SIXTH**  
largest airline in the U.S.

  
**23,000**  
CREWMEMBERS

  
The most **legroom**  
in Coach. (Based on  
average seat pitch.)

**100+**  
DESTINATIONS

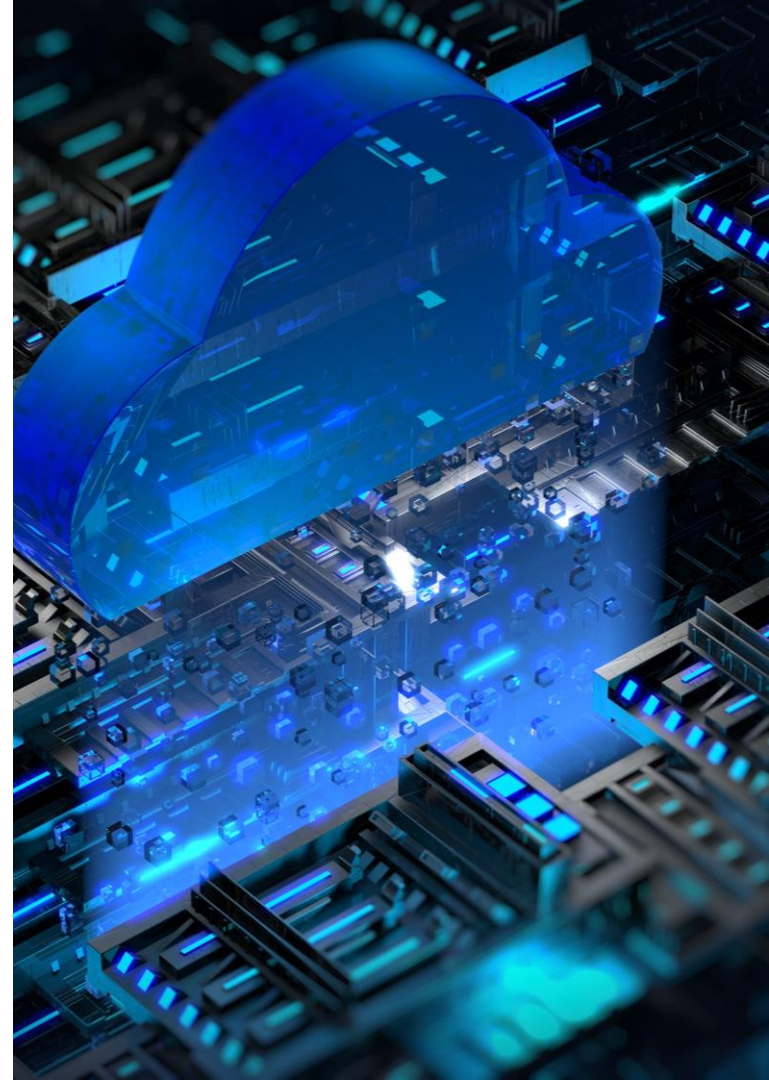
**jetBlue**

**JetBlue  
moves to HANA**



# HANA Enterprise Cloud & RISE with SAP

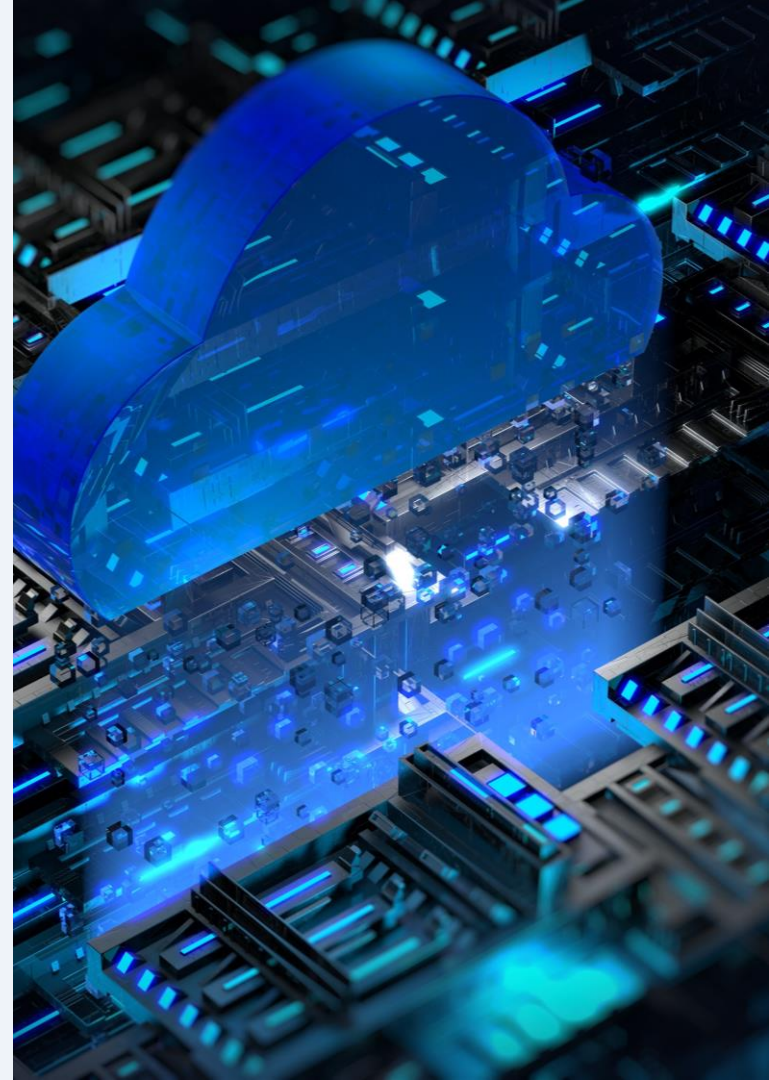
- What is HANA Enterprise Cloud (HEC)?
  - Now Enterprise Cloud Services (ECS)
  - HEC started in 2013 and is a managed, private cloud hosting service for SAP HANA and its related applications; SAP provides the infrastructure and managed services
  - SAP HEC was launched in 2013 with the intention of driving more customers to adopt SAP HANA, according to SAP.
  - HEC was the forerunner for RISE with SAP





# JetBlue: S/4HANA Project Summary

- JetBlue moved to S/4HANA & HANA Enterprise Cloud
  - Included a technical migration and upgrade
- Migration included BW/BPC and SAP Portal to HANA Enterprise Cloud managed by SAP
- Complex SAP systems
  - 70+ SAP servers running in HANA Enterprise Cloud in Azure
  - 3 tier setup for S4HANA, Portal, BW/BPC etc.
  - Main modules in use: FI, HCM, SD and some MM
  - System heavily utilized for HR processes like payroll/benefits and compensations
  - System is utilized for Finance processes including treasury module
  - BW system is primarily used for BPC which helps us with forecasting



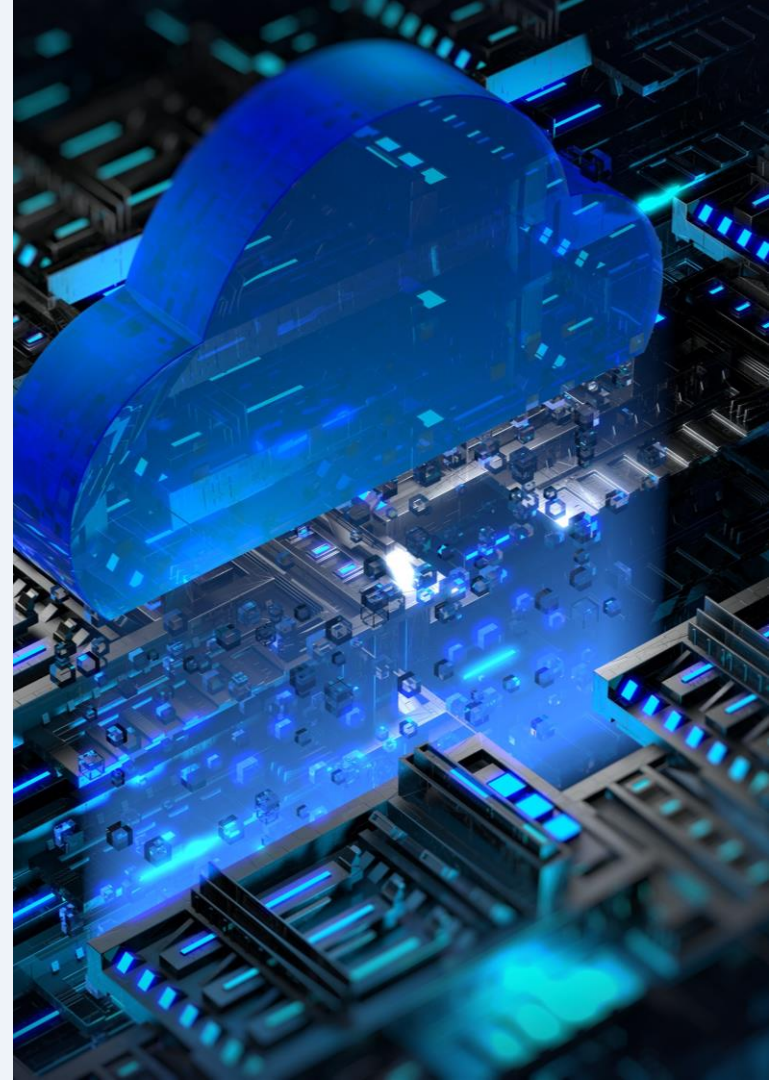
# The need for an S/4HANA certified TDM solution

Data Sync Manager



# Challenges/complexities with Migration & Test Data Management

- Finding an S/4 solution for Test Data Management – SAP TDMS not supported on S/4HANA
- Moving to the Cloud: Needed to sync data easily and efficiently – without an SAP hack
- Compliance and Audits: Data was not being scrambled in the QA system
- Database was large and growing and storage costs were skyrocketing due to payroll data running on the system and not being archived
- The work they were doing, including refreshes, was very manual



# What EPI-USE Labs products is JetBlue using today?

- Jetblue has Client Sync, Object Sync and Data Secure for S4HANA.
- How is JetBlue maintaining these solutions?
  - Level of effort to administer
  - Ease of use
  - Ease of deployment



## Benefits & ROI





# Solution: Benefits & ROI

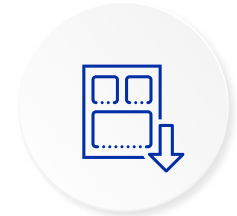
- Refreshes used to take nearly a week including manual steps. With DSM, the post steps are minimal and the processing time for a refresh was cut to 1-2 days
- Compliance – sensitive data being masked
- Reduced footprint in database size, doing time slices now (3 years instead of 15-20 years)
- Storage savings
- Additional SAP refresh costs avoided
- Resource savings
- Easy, repeatable process



Reduced  
refresh days



Masking  
sensitive data



Reduced  
footprint



Saved money



Resource  
savings



Easy process

# EPI-USE Labs: Data Sync Manager

- The test data challenge and how it is heightened with S/4HANA
- How EPI-USE Labs helps solve the challenge
- The complex SAP landscape
- Data Sync Manager: Object Sync
- Data Sync Manager: Client Sync
- How EPI-USE Labs and DSM smooth the road to S/4HANA





“

*For all SAP customers, we expect upgrades  
and continuous improvement projects will become  
a normal part of keeping up with the  
pace of innovation*

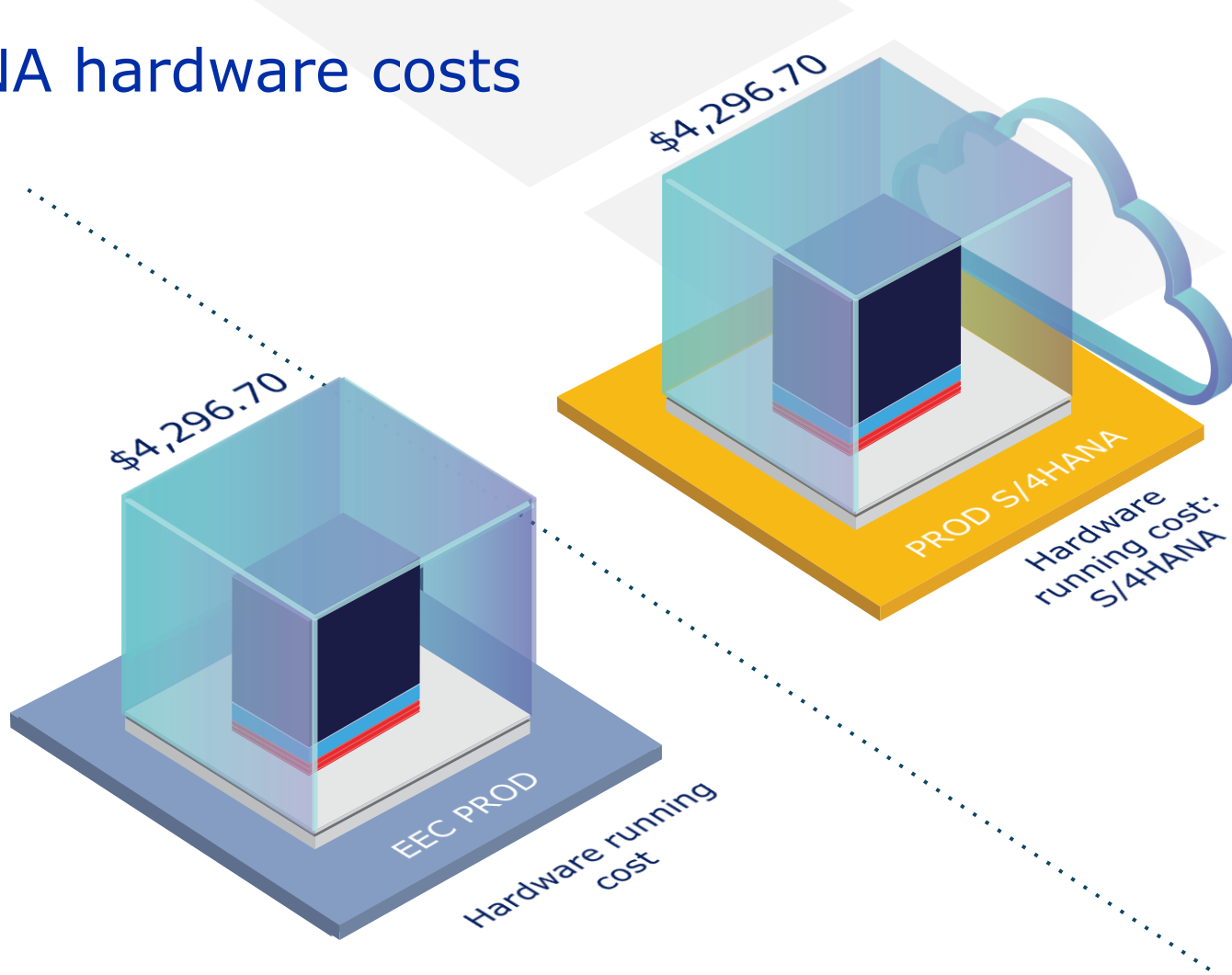
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[Upgrading SAP S/4HANA – How, Why and Best Practices](#)

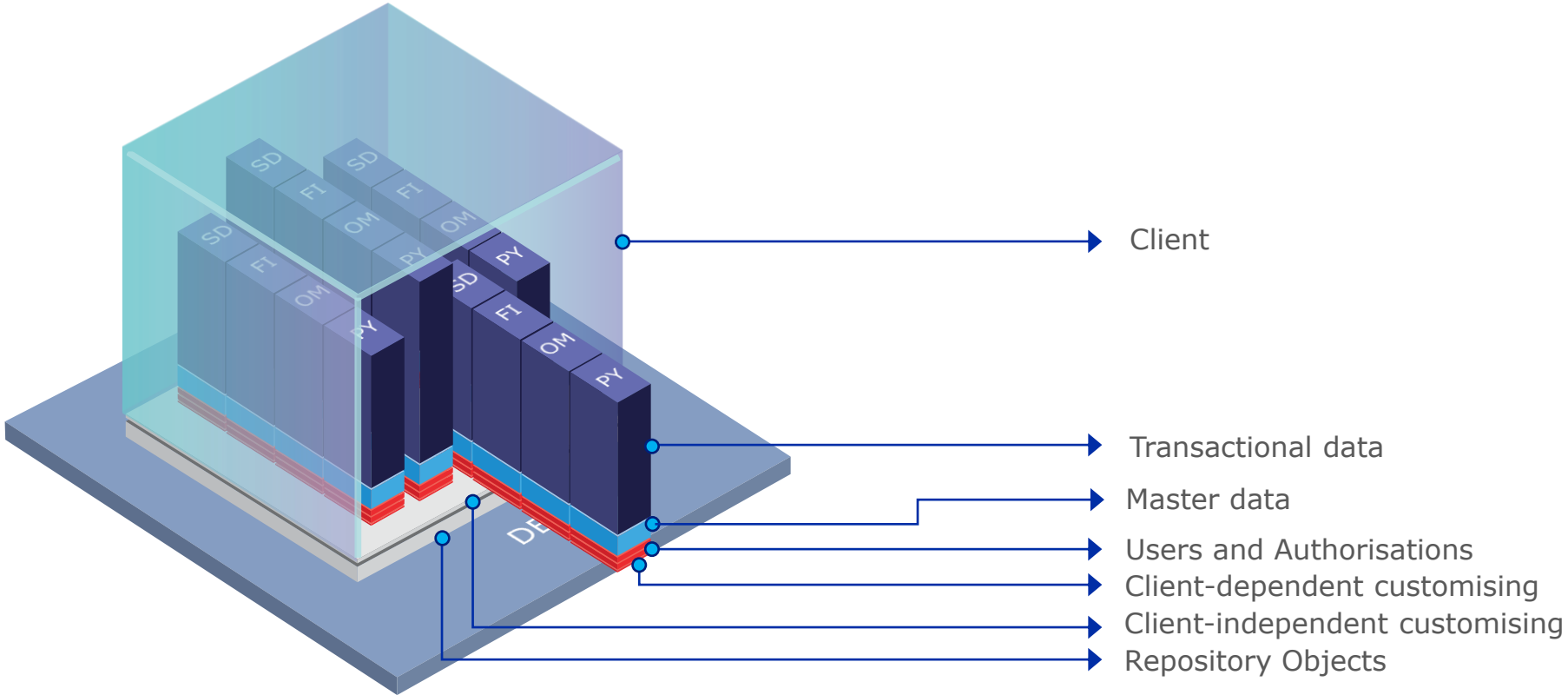
HOW WE SOLVE YOUR CHALLENGES:  
DISK SPACE/COST

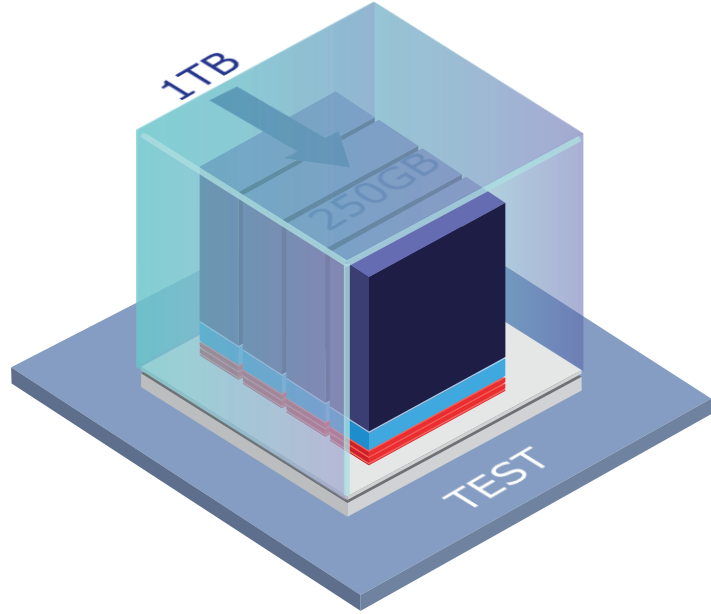


# S/4HANA hardware costs



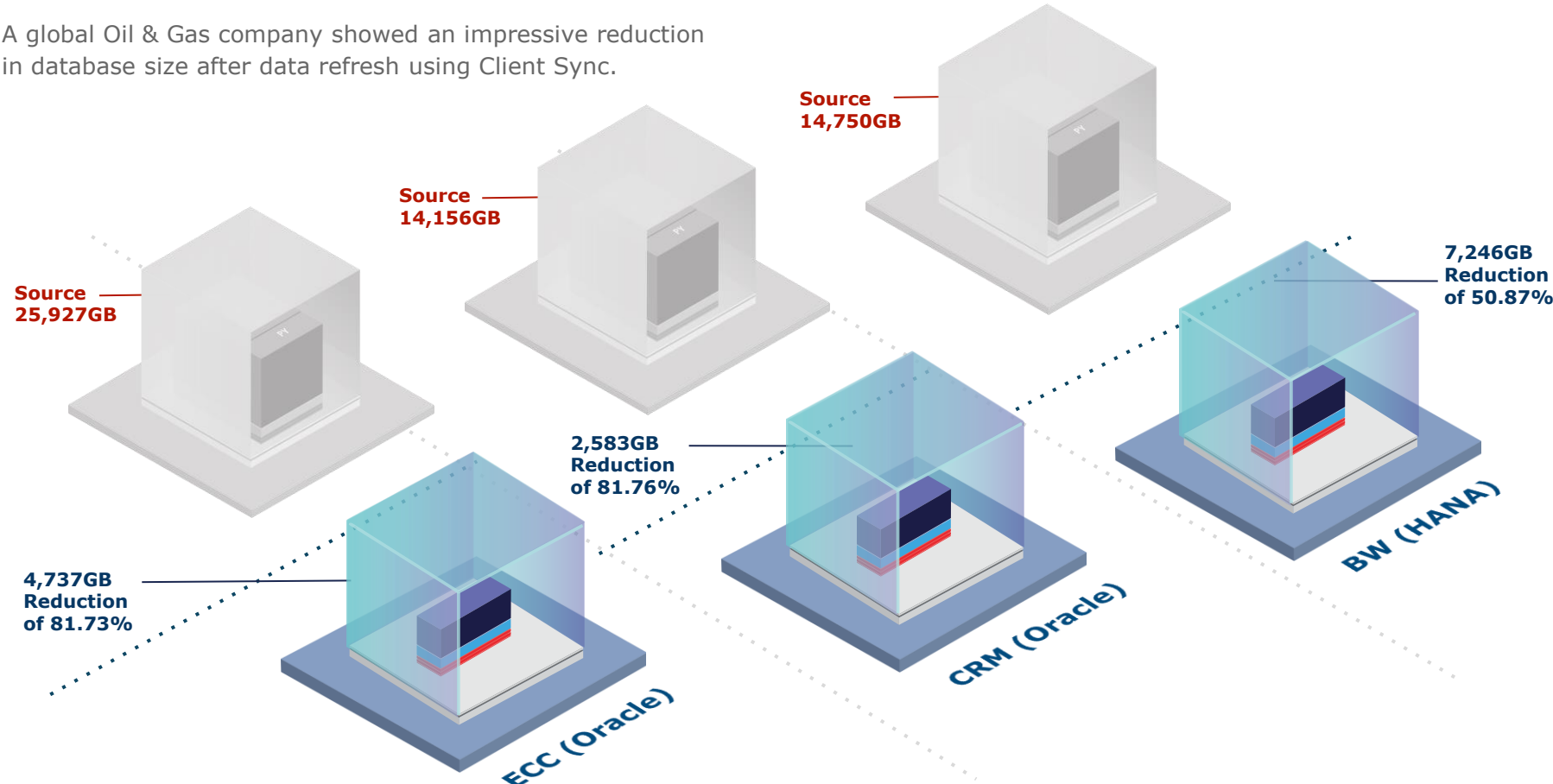






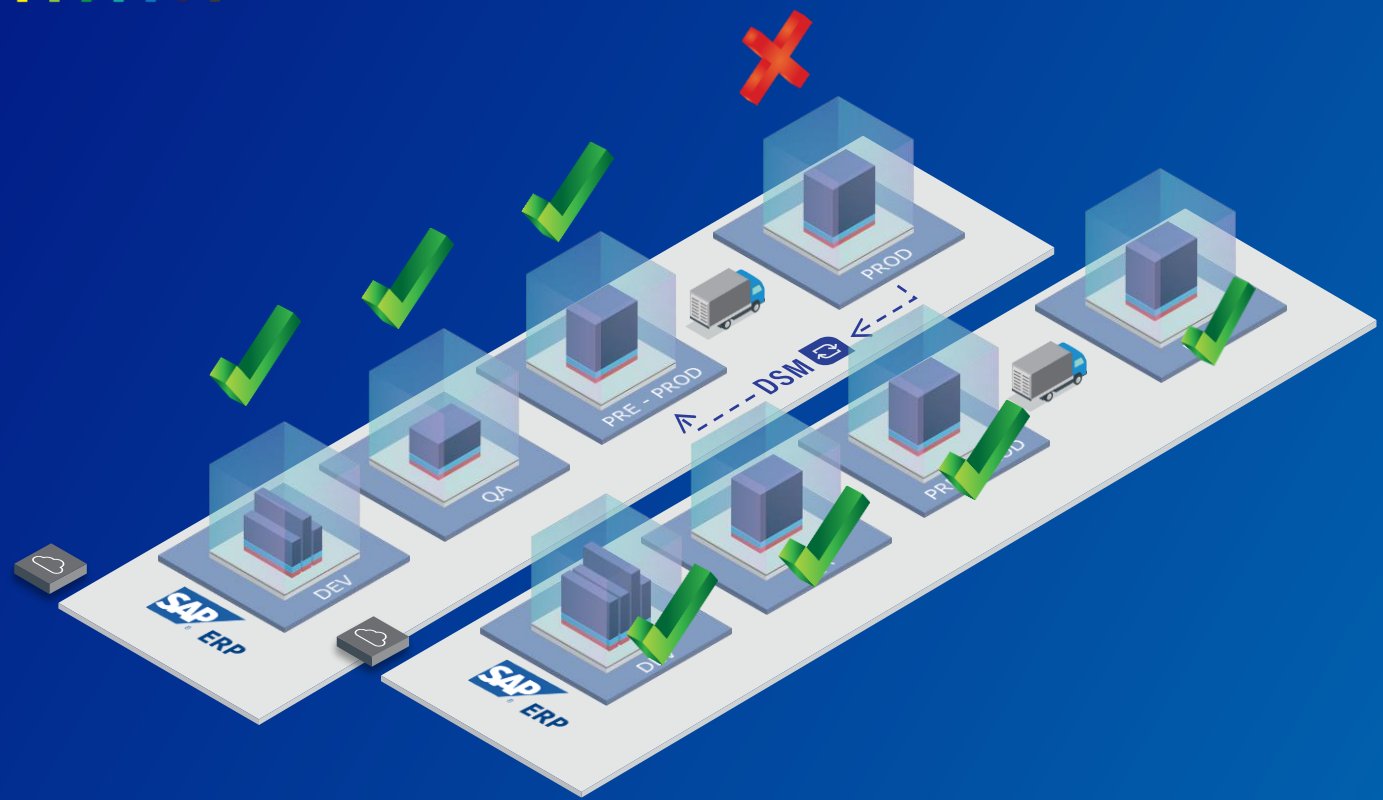
# CLIENT SYNC SUCCESS STORY

A global Oil & Gas company showed an impressive reduction in database size after data refresh using Client Sync.



# HOW WE SOLVE YOUR CHALLENGES: EFFECTIVENESS OF TESTING





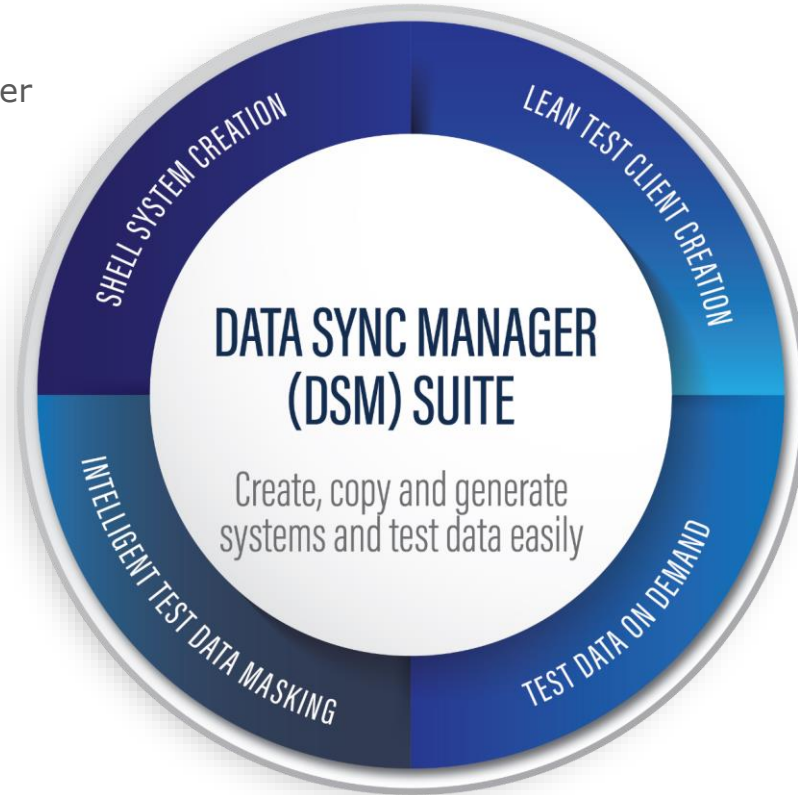




System Builder



Client Sync



## DATA SYNC MANAGER (DSM) SUITE

Create, copy and generate  
systems and test data easily

SHELL SYSTEM CREATION

LEAN TEST CLIENT CREATION

TEST DATA ON DEMAND

INTELLIGENT TEST DATA MASKING



Data Secure



Object Sync

# KEY BENEFITS



Create a fully functional client and save up to 80% of disk space.



Cut production support cost with faster, more accurate testing.



Eliminate risk and secure sensitive data.



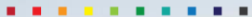
Reduce time spent recreating production issues by 90%.



Lower risks and costs associated with support pack and upgrades.



Copy data consistently across system landscapes and include cross-system and cross application transactions flows.



EPI-USE LABS



# VALUE THROUGH INNOVATION

 **1,350+**  
CLIENTS  
WORLDWIDE

OPERATING IN  
**49**  
COUNTRIES

**EPI-USE<sup>®</sup>**  
**LABS**  
value through innovation

**7,300+** LICENSES SOLD

**23%** OF REVENUE SPENT  
ON R&D ACTIVITIES



**GLOBAL  
FOOTPRINT**

**97%** CLIENT RENEWAL RATE



**MULTI-LINGUAL GLOBAL  
SUPPORT TEAM**



**DEDICATED  
IN-HOUSE TEAM**



**SATISFIED CLIENTS**

**24-hr** SUPPORT EVERY  
WORKING DAY

**WIDE LANGUAGE  
SUPPORT**

RESPONSE TO TICKETS: **98%** WITHIN  
30 MINS



**CLIENT CENTRAL:**  
OUR COLLABORATIVE COMMUNITY



UNIQUE ONLINE  
**PORTAL**



**ALL CLIENTS  
HAVE ACCESS**



**20,000  
ACTIVE USERS**

a member of  
**groupelephant.com**



**35+**  
YEARS OF  
EXPERIENCE



**> 3,000  
EMPLOYEES**

**1% of revenue channelled into ERP**  
(ELEPHANTS, RHINOS & PEOPLE) PROGRAM



**ERP**





## Beyond Corporate Purpose: Elephants, Rhinos & People ('ERP')

EPI-USE Labs is a member of groupelephant.com, which employs over 3,000 people and is largely employee-owned. Our Group operates under a hybrid business model in terms of which we fund and run an in-house non-profit, so that we go 'Beyond Corporate Purpose' in our day-to-day activities. Rather than implementing a traditional corporate social responsibility program and simply donating funds to charities, with 'Beyond Corporate Purpose' we operate a professionalised, institutional non-profit delivery capability, the primary focus of which is the protection and conservation of Elephants and Rhinos in the wild, through an unusual strategy based on the economic upliftment of impoverished rural People in areas adjacent to the threatened species, or another definition of 'ERP'.

Should we be successful in winning this engagement, we will channel 1% (one percent) of our net revenues deriving therefrom, to ERP projects. You would be able to choose from a range of projects towards which the funds would be directed, and our ERP staff will provide you with ongoing monitoring and evaluation, and reporting, at your election. Please note that the monies do not constitute an elective add-on to our fees, but would rather be taken out of our revenues.

Please visit [www.erp.ngo](http://www.erp.ngo) for examples of our current initiatives and interventions.