# SAP S/4HANA on AWS
## *Integrated Supply Chain and Manufacturing Process Transformation*

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**Srini Potluri,** Kellton Tech

**David Devich,** Momentive Technologies

**Sponsored by:**

# Speakers

**Eugene Kim**

Principal SAP Sales Specialist

**AWS**

**Srini Potluri**

Chief Executive Officer

**Kellton Tech**

**David Devich**

Chief Information Officer

**Momentive Technologies**

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# Agenda

- SAP on AWS Overview

- SAP S/4HANA on AWS Implementation at Momentive Technologies

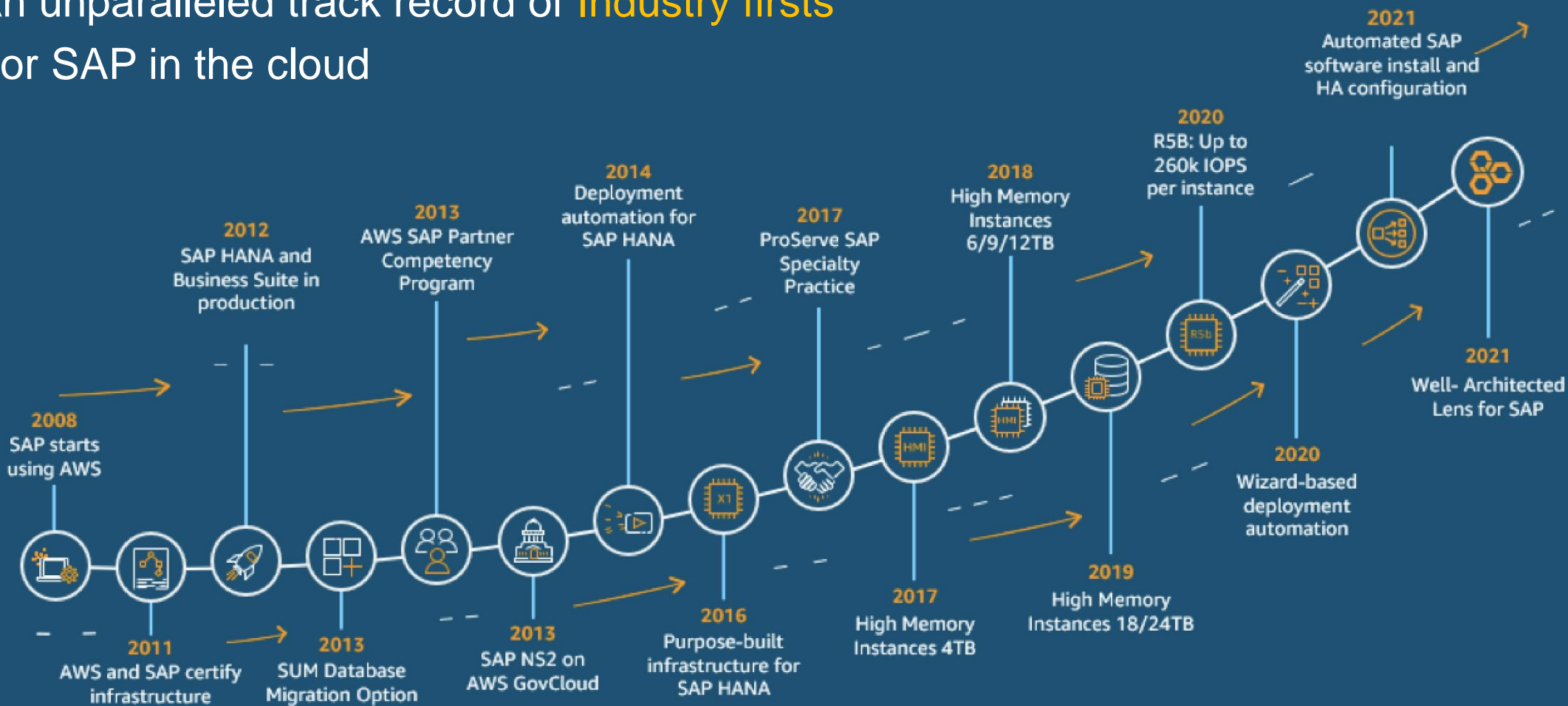- Business Value from SAP S/4HANA on AWS

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- **SAP on AWS Overview**

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- Business Value from SAP S/4HANA on AWS

# 14 years of customer-obsessed innovation

An unparalleled track record of Industry firsts
For SAP in the cloud

**2008**
SAP starts using AWS

**2011**
AWS and SAP certify infrastructure

**2012**
SAP HANA and Business Suite in production

**2013**
SUM Database Migration Option

**2013**
AWS SAP Partner Competency Program

**2013**
SAP NS2 on AWS GovCloud

**2014**
Deployment automation for SAP HANA

**2016**
Purpose-built infrastructure for SAP HANA

**2017**
ProServe SAP Specialty Practice

**2017**
High Memory Instances 4TB

**2018**
High Memory Instances 6/9/12TB

**2019**
High Memory Instances 18/24TB

**2020**
R5B: Up to 260k IOPS per instance

**2020**
Wizard-based deployment automation

**2021**
Automated SAP software install and HA configuration

**2021**
Well- Architected Lens for SAP

# 5000+ SAP customers across industries and geos trust AWS

# Why AWS for SAP?

**Enterprise Leadership**
- Pioneer in cloud business and first to be SAP Certified

**Global Presence**
- 26 Regions with multiple availability zones, 86 Azs, 2X more regions compared to near largest hyper scaler

**Service breadth And depth**
- 175+ services, including core services with Compute, Storage, Network, databases, RDS, analytics, IoT etc

**Pace of innovation**
- Rapid innovations and advancements in automation, AI, ML etc that can be leveraged to accelerate time to value

**Security**
- Security industry best practices and highest compliance standards for data protection

**Hybrid Cloud**
- Seamless integration and interoperability with on-premise and hybrid cloud environments
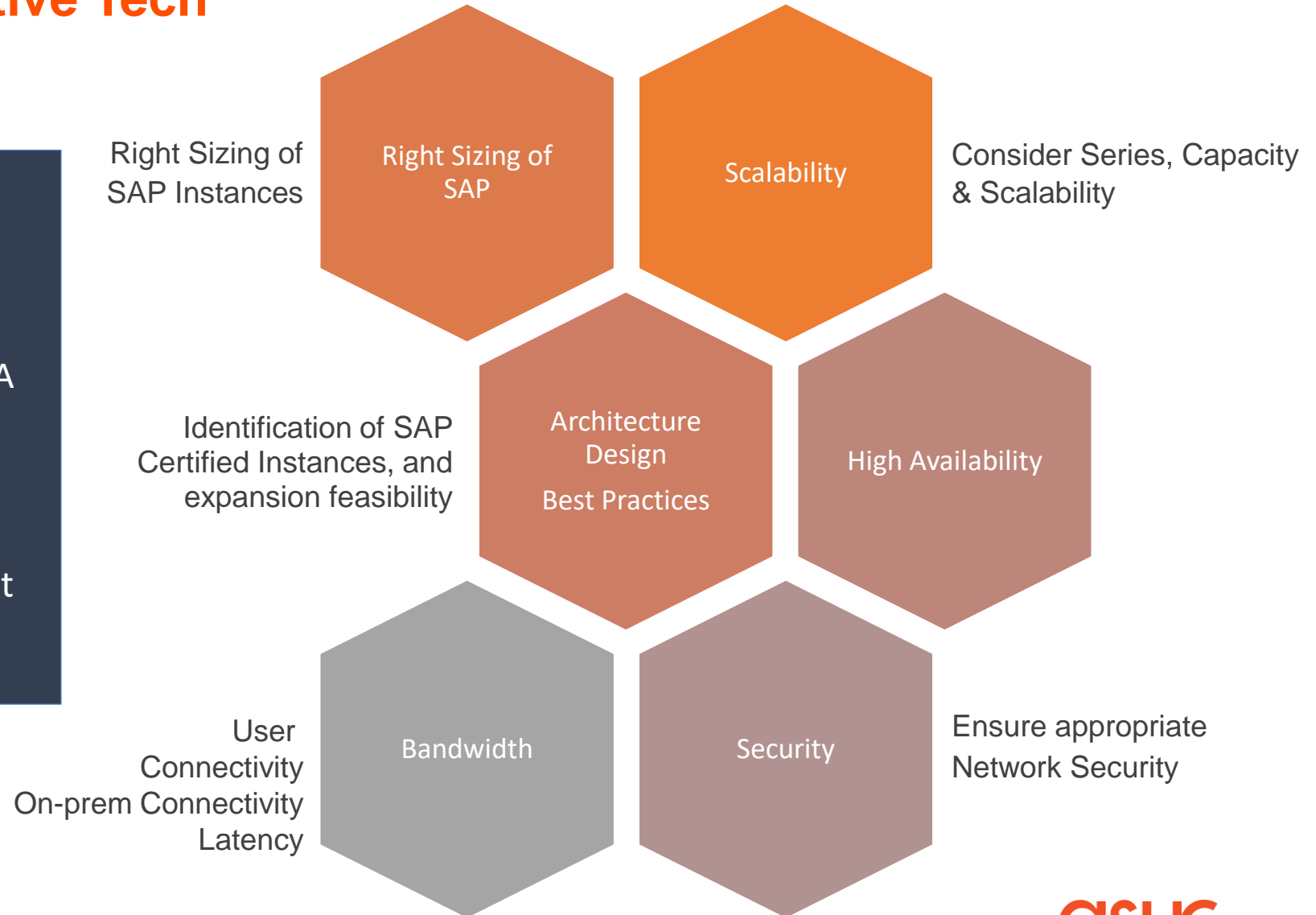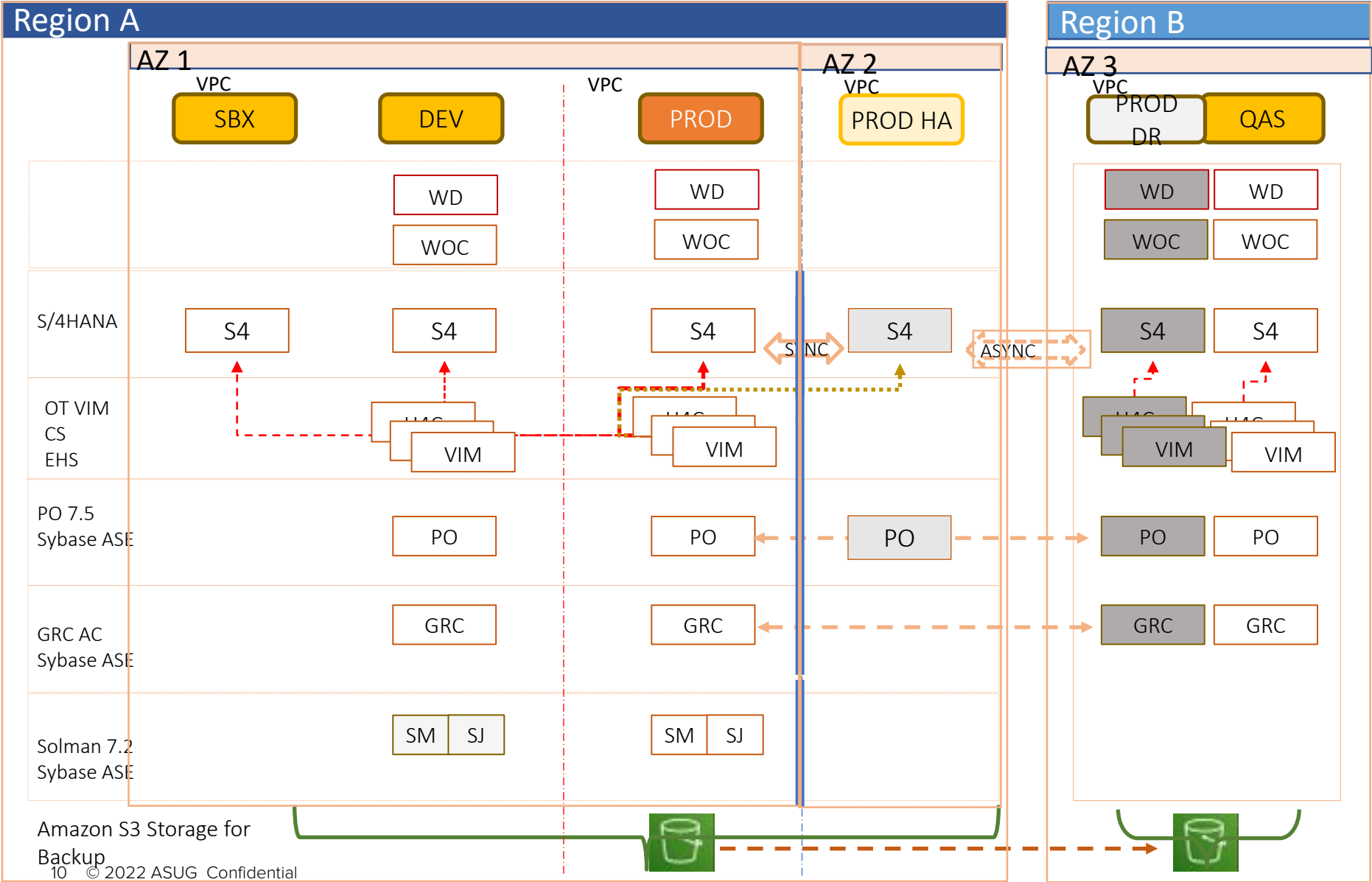
Source: Gartner (July 2021)

# Key Highlights of SAP on AWS Adoption for Momentive Tech

- ✓ SAP Sizing Best Practices
- ✓ AWS Well Architected Framework
- ✓ Automated Deployment of SAP HANA
- ✓ Automated Monitoring
- ✓ Backup & archival automation
- ✓ Cost effective design and deployment

Right Sizing of SAP Instances

**Right Sizing of SAP**

**Scalability**

Consider Series, Capacity & Scalability

Identification of SAP Certified Instances, and expansion feasibility

**Architecture Design Best Practices**

**High Availability**

User Connectivity
On-prem Connectivity
Latency

**Bandwidth**

**Security**

Ensure appropriate Network Security

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# Momentive Tech SAP Landscape Deployment on AWS – Best Practices

aws | KELLTON TECH | MOMENTIVE TECHNOLOGIES

## Region A

### AZ 1

VPC

| SBX | DEV |
| --- | --- |

VPC

| PROD |
| --- |

### AZ 2

VPC

| PROD HA |
| --- |

## Region B

### AZ 3

VPC

| PROD DR | QAS |
| --- | --- |

| | | WD | WD | | WD | WD |
| | | WOC | WOC | | WOC | WOC |

**S/4HANA**

| S4 | S4 | S4 | S4 | S4 | S4 |

SYNC    ASYNC

**OT VIM CS EHS**

H4C / VIM

**PO 7.5 Sybase ASE**

| | PO | PO | PO | PO | PO |

**GRC AC Sybase ASE**

| | GRC | GRC | | GRC | GRC |

**Solman 7.2 Sybase ASE**

| SM | SJ | SM | SJ |

**Amazon S3 Storage for Backup**

## Highlights

- ✓ Multi Region
- ✓ Multi AZ
- ✓ Network PC Isolation

## Benefits

- ✓ Low RPO
- ✓ Low RTO
- ✓ High Resilience
- ✓ Optimal Cost

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# Kellton Tech,

## A Pioneer of Digital Transformation

**12+** Years of SAP Experience

Early Implementors of **SAP S/4HAN**A

### FOOTPRINT

USA, UK,
Ireland,
Asia Pacafic

### CORE STRENGTH

People and Technology
ISO 9001:2015 &
CMMi Level 5

### OWNERSHIP

Public Limited
BSE, NSE:
KELLTOTEC

### FOUNDATION

2009

### CLIENTS

Startups to Fortune 500

### TEAM

1700+
Employees

## Agility with Stability

# Momentive Technologies Project Lifecycle

**aws | KELLTON TECH | MOMENTIVE TECHNOLOGIES**

| Feb-Mar 2020 | May-Jun 2020 | Jun-Jul 2020 | 3rd August 2020 | 16th July 2021 | 31st August 2021 |
|---|---|---|---|---|---|
| SAP Capabilities. | SAP S4HANA Assessment | Project Award | Project Kickoff | Project Go Live | Warranty Ended |
| SAP S4HANA Capabilities | Proposal Defense | SoW Sign Off | | | **AMS Started** |

| ✓ New Implementation | ✓ Activate Methodology | ✓ Localization (GER, CHI, JAP) |
|---|---|---|
| ✓ Hosted on AWS | ✓ SAP Best Practices | ✓ OpenText, EHS, GRC-AC, |

Entire Project is Delivered Remotely (Onsite-Offshore Model)

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# Why did Momentive Technologies choose Kellton Tech and AWS for SAP?

- Kellton Tech's long-standing relationship with MPM and successful execution of multiple SAP Projects.

- Kellton Tech is the primary strategic partner for MT's SAP transformation including SAP infrastructure provisioning and operations, helping MT to focus on business needs

- AWS credentials for SAP and HANA and Kellton's AWS experience

- Best Practice Architecture design for optimal utilization, high performance, and Business Continuity

- Leveraging AWS Rapid deployment solutions and automation tools aligning to the project timelines

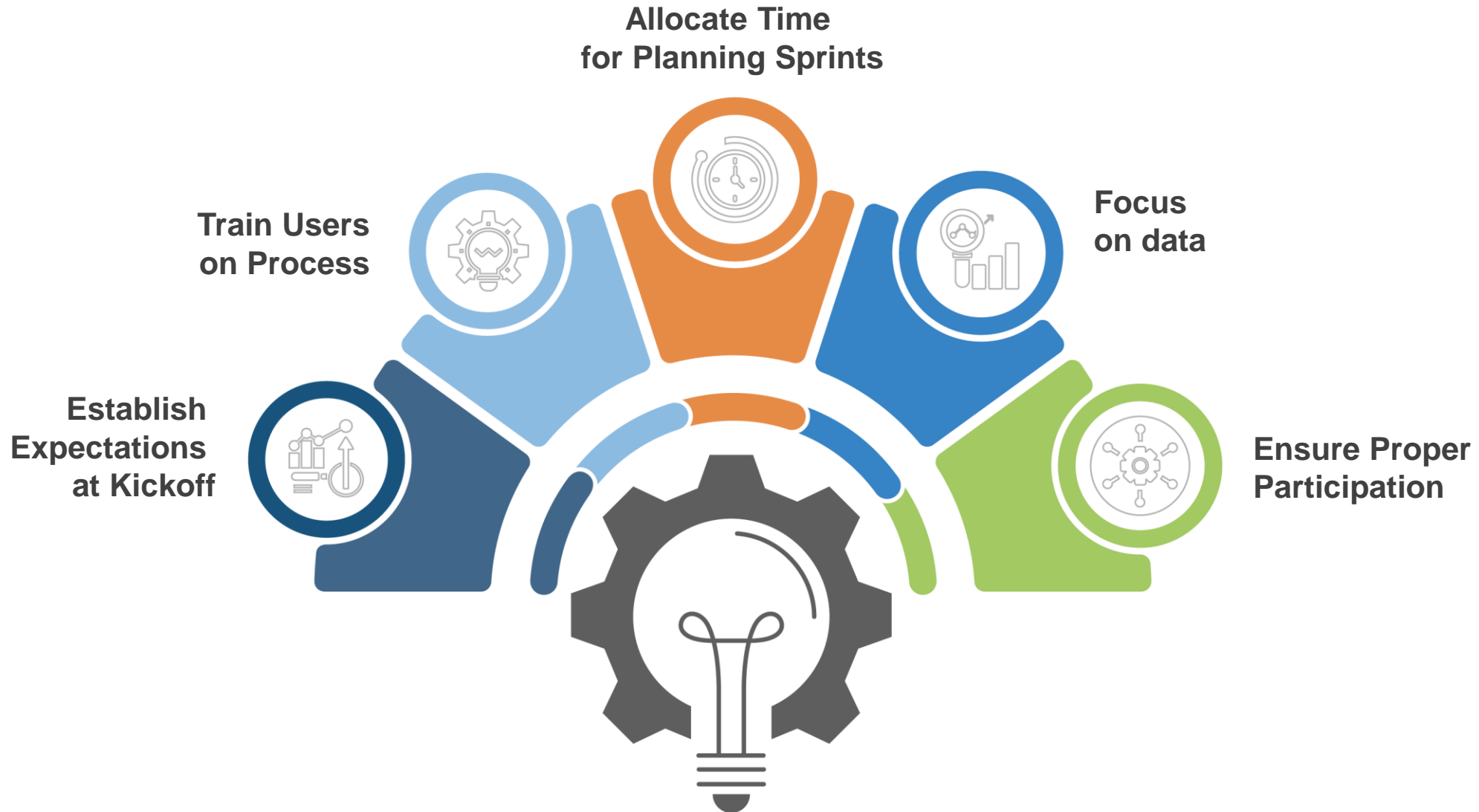- Flexible and attractive Opex pricing model resulting in heightened business value

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# SAP S/4HANA Implementation Journey

- Implemented SAP Best Practices (US)

- Adopted SAP Activate Methodology

- Implemented the Solution via Hybrid Agile Methodology (Development & Unit Testing in 5 Sprints)

- One Go Live (US, Germany, China and Japan)

- Extended Language Support (German, Chinese and Japanese) during the UAT, Cutover and Go Live

- Executed the Project within the Time & Budget

# SAP S/4HANA Implementation Lessons Learned—High Level



- Allocate Time for Planning Sprints
- Train Users on Process
- Focus on data
- Establish Expectations at Kickoff
- Ensure Proper Participation

# SAP S/4HANA Implementation
## —Lessons Learned (Contd.)

| Establish Expectations | Train Users | Plan Sprints | Focus on Data | Ensure Participation |
|---|---|---|---|---|
| • Ensure stakeholders understand the process | • Don't assume stakeholders understand Activate concepts | • Spend time understanding sprint team capacity | • Data is very important for client to understand and agree to playbacks | • Stakeholder participation is critical to realize benefits |
| • Obtain necessary time commitments | • Help them understand the benefits | • Ensure backlog items can be accomplished within 1 sprint | • Come to agreement on data requirements for playbacks | • If you are on the team, you are an ACTIVE player |
| • Finalize Scrum teams (5-9 people) | • Train leads on how to lead scrum calls | • Focus on backlog details for initial sprints first as backlog items will change as the project progresses | • Do some minimal loading of data for Blueprinting | • Daily standups are a good way to involve people |
| • Establish roles and responsibilities | • Establish protocols on how playbacks / Show & Tells will occur | • Don't plan in isolation – focus on x-team dependencies | • Start focusing on more extensive data loads to support sprint activities integrated with functional processes | • Other participants can attend sprint reviews |
| • Track Activate process items in risk and issue logs | • Make sure documentation reqs are understood | | | |
| • Utilize necessary management tools | | | | |

# RF Guns to Manage Warehouse Operations

## Current challenges faced by the maintenance team at MQT:

- Labor intensive and error prone processes to receive and put away inventory
- Large numbers of storage locations to manage stock that leads to confusion and large amounts of master data
- Inefficient processes to pick inventory for delivery
- Lack of visibility into true inventory status

## Solution Details:

- Kellton Tech revised the MT WM structure to utilize WM bins in place of storage locations
- To facilitate adoption, Kellton Tech worked collaboratively with warehouse operations to define a warehouse structure that will work for actual movement of materials
- RF application was built to facilitate receipt, put away, and picking functions

## Benefits of the solution:

- Improved inventory visibility
- More efficient warehouse operations to manage receipt, put way, and picking functions
- Reduced master data footprint
- Run time and analog scenarios completed and deployed to Production. Including threshold scenario.
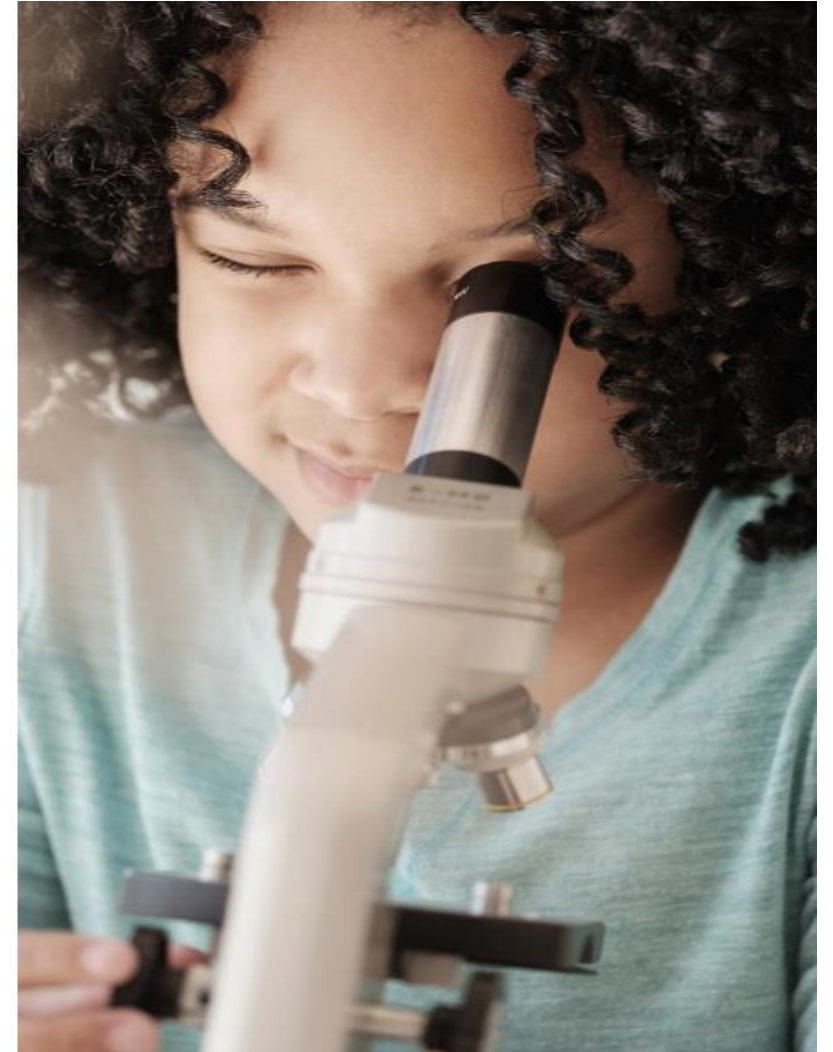
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# Momentive Technologies: Delivering Purity That Inspires Progress

As a world leader in fused quartz and ceramic solutions, Momentive Technologies engineers custom materials with unrivaled purity and unwavering precision that gives its customers the freedom to think big and develop transformative products that benefit mankind on the grandest of scales.

So when the company planned to divest itself from its parent company, it applied that same philosophy to boldly and deliberately rebuild its technology infrastructure in a manner that considered its future, best practices and industry opportunities.

**Here's what they learned.**

THE BEST RUN **SAP**

## Enabling Growth with SAP® Solutions

### Before: Challenges and Opportunities
- Divestiture from global parent company created opportunity to choose new platform
- In search of a solution that could set the stage for future growth
- Laser focused on addressing business processes most important to the new (vs. parent) business

### Why SAP and Kellton Tech
- Power to run and grow a global advanced materials business with mixed manufacturing modes
- Flexibility to run integrated supply chain and manufacturing processes by region and business unit
- SAP S/4HANA provided the digital core to serve the vast majority of business needs
- Kellton's experience with implementations for global companies of similar size a key differentiator
- Kellton's demonstrated understanding of our business needs and willingness to adjust plans

### After: Value-Driven Results
- Can now operate as a stand-alone business with optimized processes for each product line
- Greenfield implementation ensured company positioned for growth and needs are ideally addressed
- Able to efficiently manage constant flow of new product introductions in days versus weeks
- Cloud is now the backbone of IT operations, enabling superior agility, scalability and flexibility

"We chose a greenfield implementation despite significant risks, including a pandemic. We knew our team was strong, but added support from Kellton, SAP and AWS gave us the confidence to proceed."

David Devich, CIO, Momentive Technologies

**30%**
Quarterly increase in revenue and production delivered via the new system

**99%**
On-time shipping percentage during eight simultaneous go-lives in one cutover

**Featured Partner**

KELLTON TECH

| Momentive Technologies | Industry | Products and Services | Featured Solutions and Services |
|---|---|---|---|
| Strongsville, OH | High Tech | Fused quartz and | SAP S/4HANA |
| www.momentivetech.com | | ceramic solutions | |

THE BEST RUN SAP

# Questions?

For questions after this session, contact us at


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&

Shawn Rajaputra [shawn.rajaputra@kelltontech.com]

# Thank you.