Welcome

- Today, we will take you on our client's SAP S/4HANA Journey, with a focus on SAP Enterprise Asset Management (EAM)

- Let's start with a quick ice breaker and check where you are with your own S/4HANA paths

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Agenda

01   Introductions

02   Our Client – At a Glance

03   Challenges, Key Considerations, and Lessons Learned

04   SAP S/4HANA Enterprise Asset Management and Mobility: Live Demonstration

05   Questions and Answers

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Meet the Genesis SAP EAM Team

Nick Coticchia
COO, Genesis

Experience:

- Over 20 years of experience in SAP who specializes in leading modernization and ERP transformation initiatives for complex financial, supply chain, logistics, sales and marketing, and manufacturing business operations.
- Certified SAP Activate Agile Project Manager, Certified Scaled Agile Framework (SAFe 5) Agilist (SA), Certified Scrum Master (CSM), Certified PMP, and ITIL v3

Clients: Sargento Cheese, Gore, Panasonic NA, Fairfax County, Monroe County, Minneapolis Public Schools, Fulton County Schools, Loudon County Water, State of Florida, USDA, NASA

Fun Fact: Former College Hocky player still hanging on in Men's League and is an accomplished Italian cook who makes his own sauces from scratch

Dev Stephen
SAP EAM Architect

Experience:

20 years of excellent IT experience within multiple areas in SAP. His areas of expertise are Enterprise Asset Management, Operational and Strategic Procurement, Supplier Management, Master Data Governance/Management and Mobile Solutions

Public Sector Clients: Penn State University, State of Hawaii, Fulton County, Fairfax County, Prince George County, San Bernardino County, Travis County, Gwinnett County, Johns Hopkins, University of Kentucky, Boston University, City of Phoenix, City of San Diego

Fun Fact: Student Pilot and enjoys Golf

Our Client – At a Glance

SAP EAM

S/4HANA

Best Practices

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Fulton County Schools
Where Students Come First

EMPLOYEES

MORE THAN
10,900 FULL-TIME PERSONNEL

MORE THAN
6,900 CERTIFIED PERSONNEL
(those who hold teaching or administrative certifications)

BUDGET

FY21 General Fund Budget
$1,096,424,420

FY21 Cost Per Student
$11,925

FY21 Tax Levy

Maintenance & Operations	17.590
Debt Service	0.000
Total	17.590

SYSTEM-WIDE ENROLLMENT

94,400
(Projected)

NUMBER OF SCHOOLS

108 TOTAL

59 ELEMENTARY SCHOOLS GRADES K-5
PREKINDERGARTEN AVAILABLE IN SOME SCHOOLS

19 MIDDLE SCHOOLS GRADES 6-8

19 HIGH SCHOOLS GRADES 9-12
INCLUDES TWO OPEN CAMPUS HIGH SCHOOLS

10 START-UP CHARTER SCHOOLS

1 FULL-TIME VIRTUAL SCHOOL

SAP S/4HANA and EAM Transformation
Fulton County schools

A Brief History

SAP
Implemented
(R3)

2008

Major SAP
Update
(ECC 6.04)

2010

ERP Digital
Transformation
Discovery and
Planning

2019

RFP and Vendor
Selection

2020

S/4HANA
Go-Live

2022

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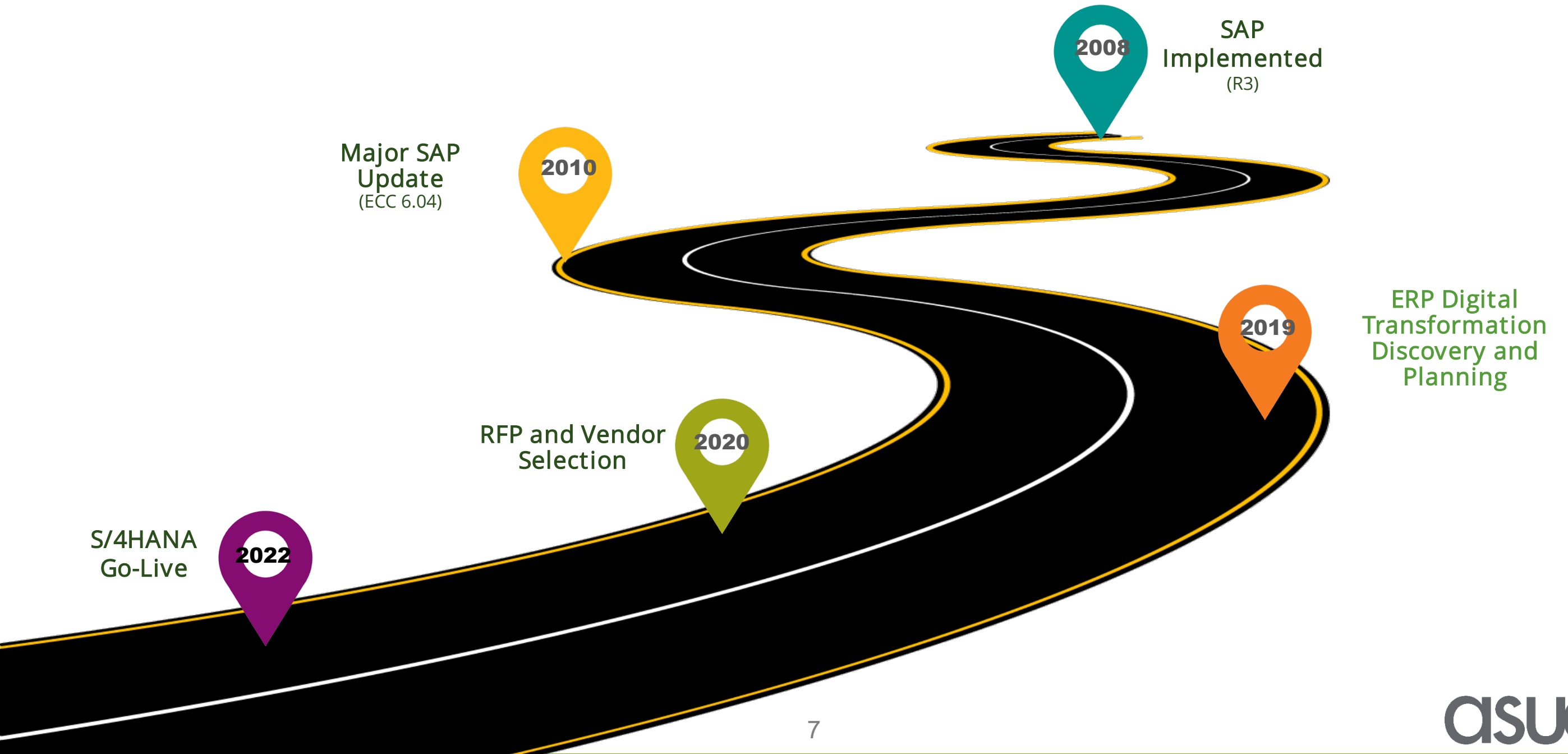
Atlas Mission

Our purpose is to

ensure systematic processes that are easy to use, transparent, and create awareness of how we work across departments
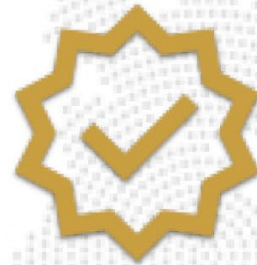
We have achieved this purpose when

we have clearly articulated processes and meaningful data that continue to evolve and meet future business needs

We deliver on our purpose by ensuring that our people

are empowered to provide support to our schools, staff, and community while effectively leveraging integrated processes

SP2022 Alignment

People and culture   Fiscal responsibility

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Project Solution Scope

SAP ARIBA
- Sourcing
- Contracts
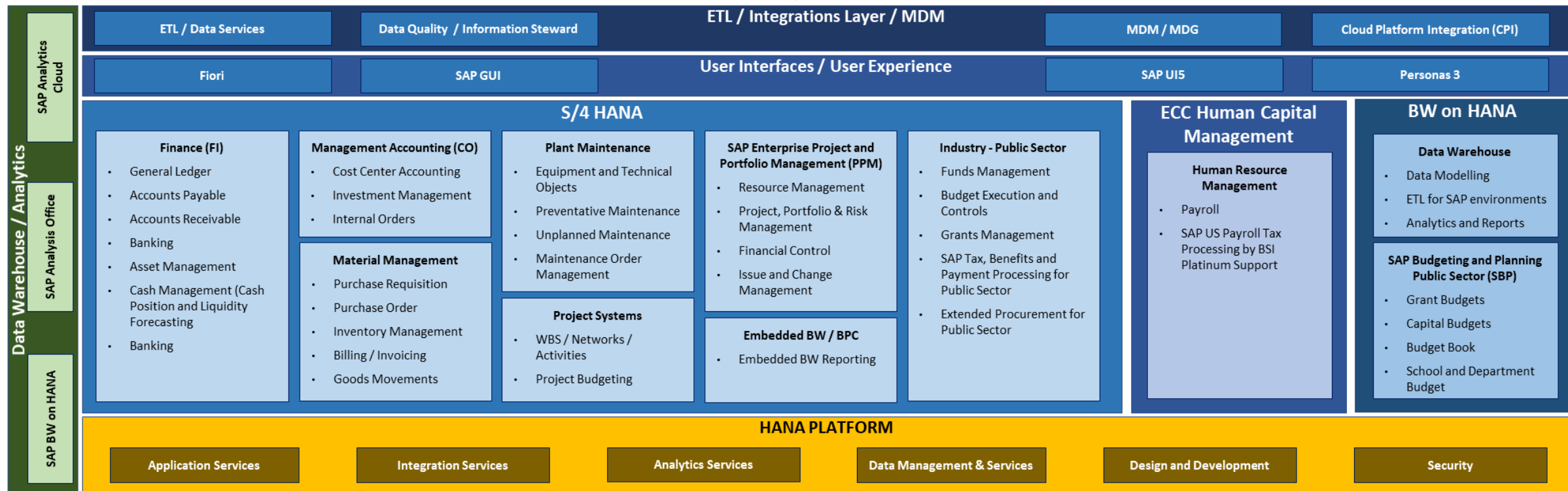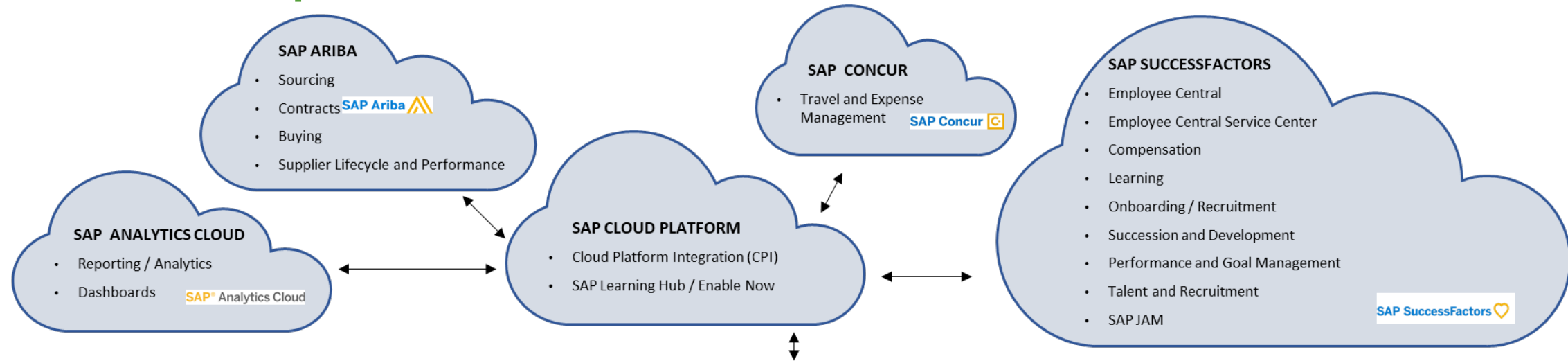- Buying
- Supplier Lifecycle and Performance

SAP CONCUR
- Travel and Expense Management

SAP SUCCESSFACTORS
- Employee Central
- Employee Central Service Center
- Compensation
- Learning
- Onboarding / Recruitment
- Succession and Development
- Performance and Goal Management
- Talent and Recruitment
- SAP JAM

SAP ANALYTICS CLOUD
- Reporting / Analytics
- Dashboards

SAP CLOUD PLATFORM
- Cloud Platform Integration (CPI)
- SAP Learning Hub / Enable Now

ETL / Integrations Layer / MDM

| ETL / Data Services | Data Quality / Information Steward | | MDM / MDG | Cloud Platform Integration (CPI) |

User Interfaces / User Experience

| Fiori | SAP GUI | | SAP UI5 | Personas 3 |

Data Warehouse / Analytics
- SAP Analytics Cloud
- SAP Analysis Office
- SAP BW on HANA

S/4 HANA

Finance (FI)
- General Ledger
- Accounts Payable
- Accounts Receivable
- Banking
- Asset Management
- Cash Management (Cash Position and Liquidity Forecasting
- Banking

Management Accounting (CO)
- Cost Center Accounting
- Investment Management
- Internal Orders

Material Management
- Purchase Requisition
- Purchase Order
- Inventory Management
- Billing / Invoicing
- Goods Movements

Plant Maintenance
- Equipment and Technical Objects
- Preventative Maintenance
- Unplanned Maintenance
- Maintenance Order Management

Project Systems
- WBS / Networks / Activities
- Project Budgeting

SAP Enterprise Project and Portfolio Management (PPM)
- Resource Management
- Project, Portfolio & Risk Management
- Financial Control
- Issue and Change Management

Embedded BW / BPC
- Embedded BW Reporting

Industry - Public Sector
- Funds Management
- Budget Execution and Controls
- Grants Management
- SAP Tax, Benefits and Payment Processing for Public Sector
- Extended Procurement for Public Sector

ECC Human Capital Management

Human Resource Management
- Payroll
- SAP US Payroll Tax Processing by BSI Platinum Support

BW on HANA

Data Warehouse
- Data Modelling
- ETL for SAP environments
- Analytics and Reports

SAP Budgeting and Planning Public Sector (SBP)
- Grant Budgets
- Capital Budgets
- Budget Book
- School and Department Budget

HANA PLATFORM

| Application Services | Integration Services | Analytics Services | Data Management & Services | Design and Development | Security |

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Challenges, Key Considerations, and Lessons Learned

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Maintenance, Operations and Asset Management Challenges (Prior to S/4HANA)

SAP not fully utilized. Lack of Automation in process

Lack of Asset Visibility from an End to End Process

Lack of complete integration of Purchasing, Inventory, Human Resources, and Financials

Lack of Policy for Handling certain Assets i.e. Low Value Assets, Digital Assets

Reporting Inaccuracies. Unable to drill-down into real-time asset information

Improve Integration and visibility into Capital Assets

Asset definition seen differently across business process areas

Asset Master Data fields not effectively being used

No Month-end closing. Most closing is at the end of the year

No Visibility of Capital Improvement Projects (CIP) at the end of the month

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Developing a Digital Roadmap: Elevate Service

1 Start with Preliminary Research
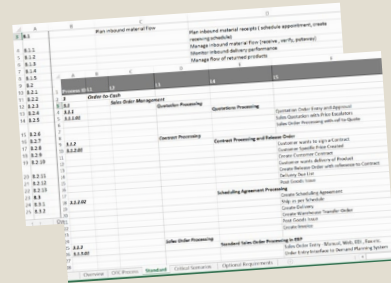
2 Validate Business & Technical Landscapes
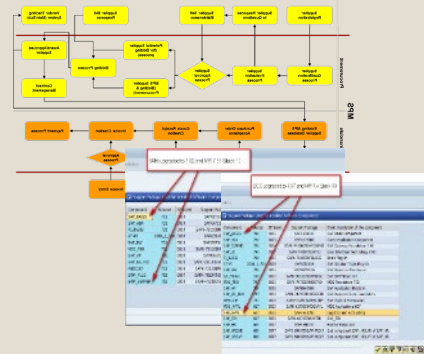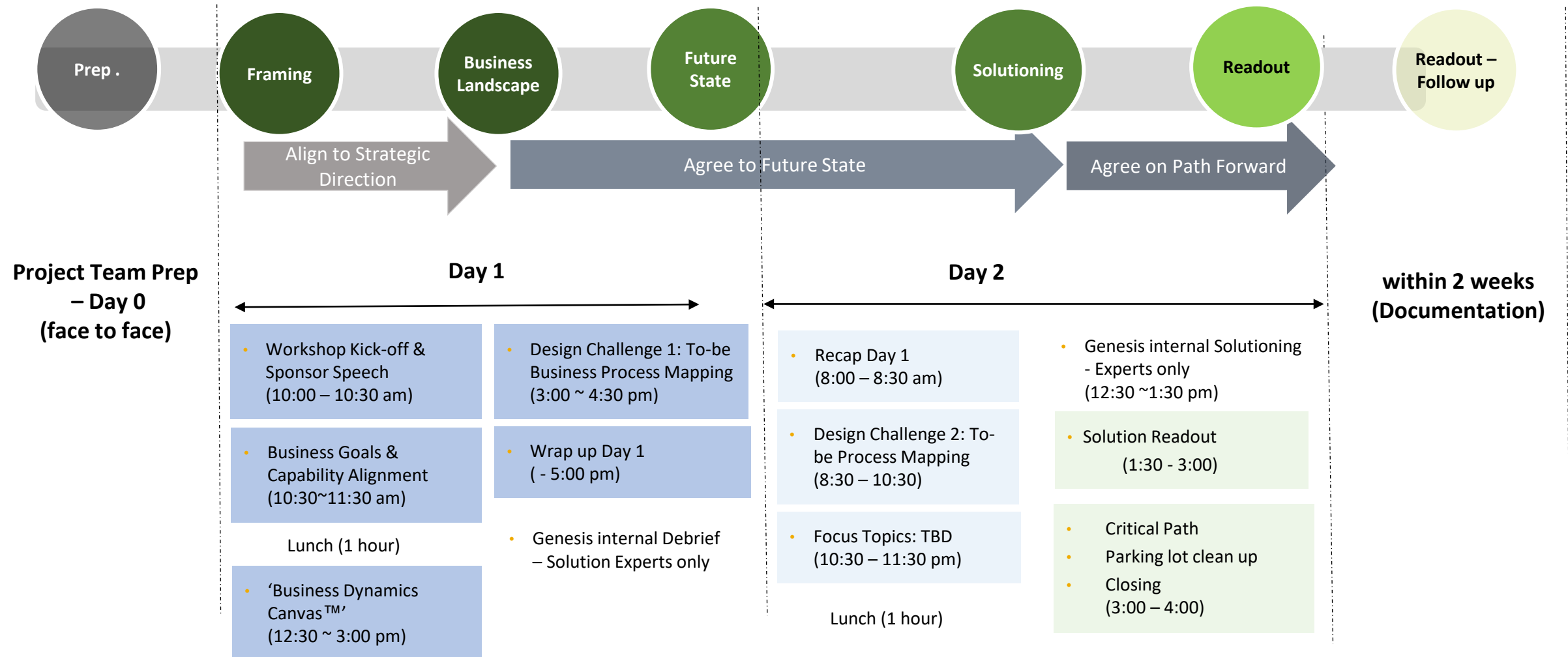

3 Build Roadmap + Prioritization

4 Align to-be Processes to Client Situation

GOAL

Core Business – Solution Alignment

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FCS Asset Management Elevate Workshop™ Agenda

Prep . | Framing | Business Landscape | Future State | Solutioning | Readout | Readout – Follow up

Align to Strategic Direction

Agree to Future State

Agree on Path Forward

Project Team Prep – Day 0 (face to face)

Day 1

Day 2

within 2 weeks (Documentation)

- Workshop Kick-off & Sponsor Speech (10:00 – 10:30 am)

- Business Goals & Capability Alignment (10:30~11:30 am)

Lunch (1 hour)

- 'Business Dynamics Canvas™' (12:30 ~ 3:00 pm)

- Design Challenge 1: To-be Business Process Mapping (3:00 ~ 4:30 pm)

- Wrap up Day 1 (- 5:00 pm)

- Genesis internal Debrief – Solution Experts only

- Recap Day 1 (8:00 – 8:30 am)

- Design Challenge 2: To-be Process Mapping (8:30 – 10:30)

- Focus Topics: TBD (10:30 – 11:30 pm)

Lunch (1 hour)

- Genesis internal Solutioning - Experts only (12:30 ~1:30 pm)

- Solution Readout (1:30 - 3:00)

- Critical Path
- Parking lot clean up
- Closing (3:00 – 4:00)

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Fulton County Schools – From Elevate to Project

Problem Statement

- How do we redefine the future of FCS asset management and align with best practices to address current challenges and future capability needs?

- What does it take to get there?

Identify and prioritize Goals & Capability (*critical success factors*)

'Business Dynamics Canvas™' Asset Type Model Validation

- opportunity & challenge, business structure, stakeholders, business dynamics
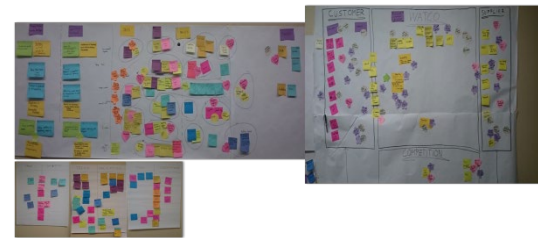
Design Challenge -Understand Value Scenario (to-be process) (E2E core process and story of field)
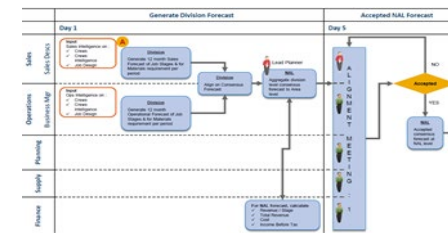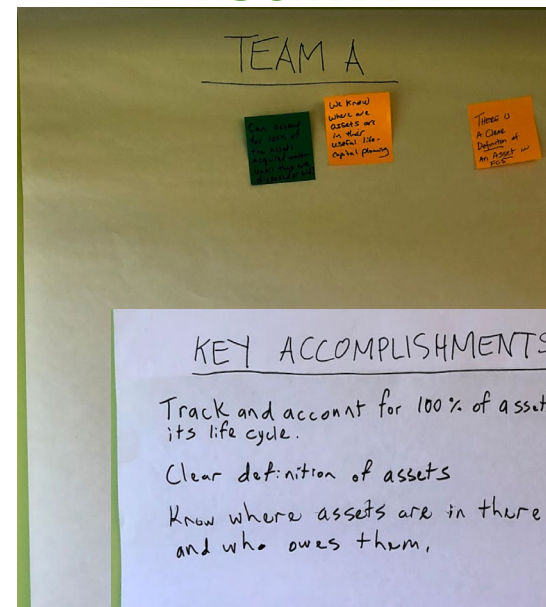
Expert Solutioning & Readout

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Goal and Capability Alignment

Team A

KEY ACCOMPLISHMENTS

Track and account for 100% of assets throughout its life cycle.

Clear definition of assets

Know where assets are in there useful life and who owes them.

CRITICAL BUSINESS CAPABILIT

ABILITY TO...

Assign a tracking code that monitor status and location
Accurate inventory of all assets
Report asset values, location, and inventory in real time
To indicate when its time to renew or replace assets
Streamline operations for monthend and yearend closing

Team B

KEY ACCOMPLISHMENT

Defined ownership and responsibilities
Unified Asset Database
Broken-Down Asset Management Silos
Life Cycle Tracking
What is Asset Management (Definition)

CRITICAL BUSINESS CAPABILITY

ABILITY TO...

Link Assets to PO, Budget, Etc.

Track Assets by Type, Location, Individual User

Provide Asset Reports
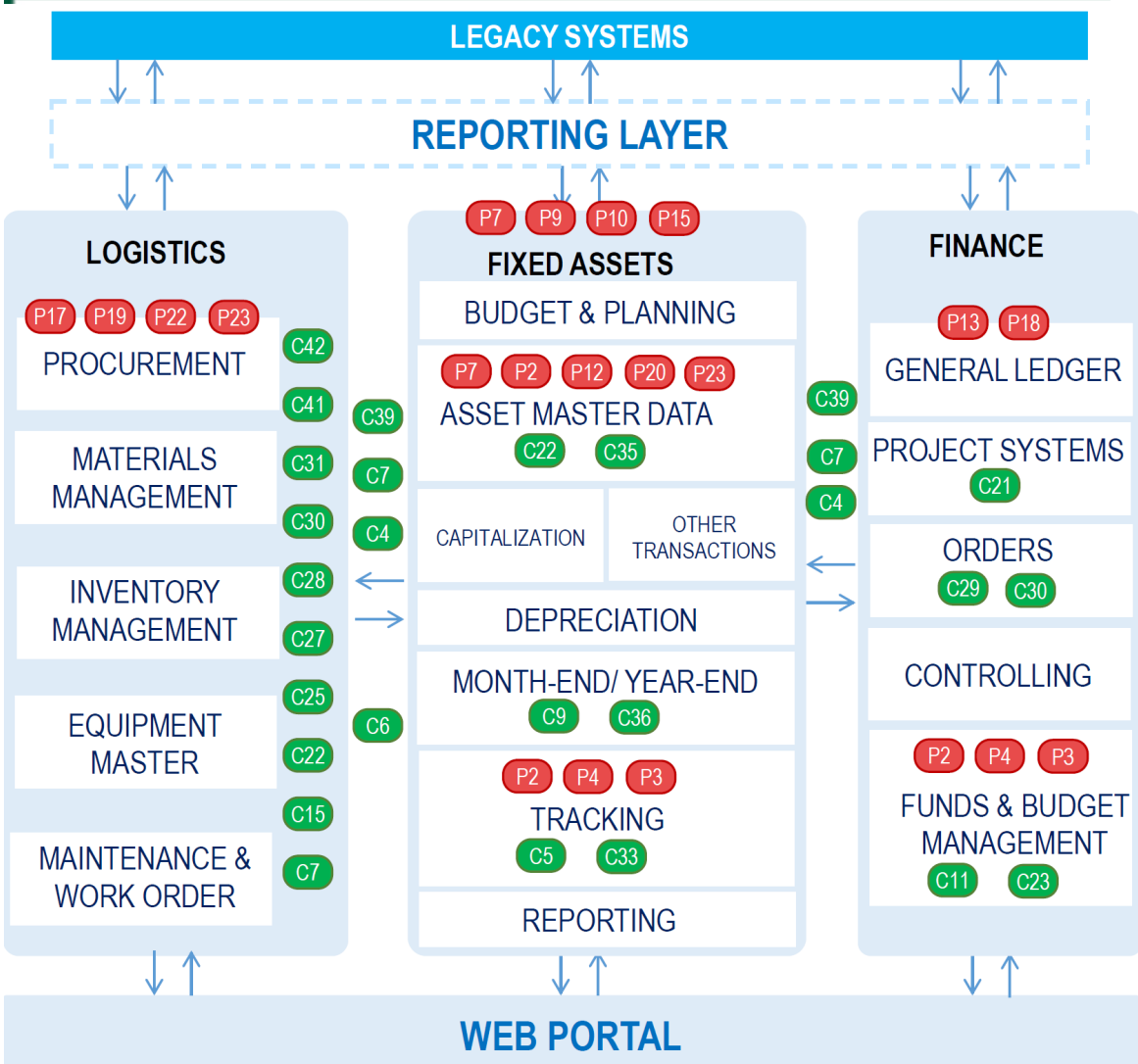
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Business Dynamics Challenge

Asset Type

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Design Challenge

(To-Be Process): Asset Lifecycle View

Expert Solutioning

Solution Readout – High Level Solution Architecture

Fulton County Schools — Where Students Come First

LEGACY SYSTEMS

REPORTING LAYER

LOGISTICS
- P17 P19 P22 P23
- PROCUREMENT — C42, C41
- MATERIALS MANAGEMENT — C39, C31, C7
- INVENTORY MANAGEMENT — C30, C28, C27
- EQUIPMENT MASTER — C25, C22
- C15
- C6
- MAINTENANCE & WORK ORDER — C7

FIXED ASSETS
- P7 P9 P10 P15
- BUDGET & PLANNING
- P7 P2 P12 P20 P23
- ASSET MASTER DATA — C22 C35
- CAPITALIZATION | OTHER TRANSACTIONS
- DEPRECIATION
- MONTH-END / YEAR-END — C9 C36
- P2 P4 P3
- TRACKING — C5 C33
- REPORTING

FINANCE
- P13 P18
- GENERAL LEDGER — C39
- PROJECT SYSTEMS — C21, C7
- ORDERS — C29 C30, C4
- CONTROLLING
- P2 P4 P3
- FUNDS & BUDGET MANAGEMENT — C11 C23

WEB PORTAL

CRITICAL SUCCESS FACTORS C*

C1 - Define business process on what an asset means and when an asset should be created
C2 - Life cycle Asset Tracking
C3 - Asset Transactions and Accounting with GAAP
C4, C7, C39 - Enterprise integration of Assets with Logistics, Procurement, Finance, Capital Planning and Budgeting
C5 and C33- Track / Report Asset ownership information and other Characteristics, RFID
C6, C34 - Unify all Asset databases
C8 - Indicate renew / replace assets
C9 - Month End / Year End closing Schedule and Checklist
C10 - Integrate DOE reimbursements for Capital Expenditure
C11 - Ability to budget by School or District and Expense at a School level
C12 - Budget by Project
C13 - Improve Budget Manager visibility
C14 - Asset Expense tracking / collections / reporting in one bucket (Order / Project)
C15 - Procure all expenses related to an asset in one bucket (Order / Project)
C16 – Capitalize AUC and Track
C17 - Financial reports by AUC, Asset values etc
C18 - Lost / Stolen items back into active Asset inventory
C19 - Add value to an existing Asset
C20 - Reason code for replace / defective
C21 - Close projects when XX% complete and track improvements
C22 - Fine / Penalize departments, staff or students for lost / damaged items
C23 – LVA - Budget as one item and distribute to departments as needed
C24 - LVA: Depreciate immediately but continue all other tracking same as Capital Assets
C25 – LVA: Mandate Procurement using PO's
C26 – Digital Assets: Procedures to identify and Track as Fixed Assets
C27 – Guidelines for Asset and P-Card
C28 – Bulk Order: Procure as one line
C29 – Bulk Order: Track as a single Asset Finance

C30 – Bulk order Track
C31 – Ability to have m... PO
C32 – Track Donated A...
C35 – Major Asset cate...
C36 – Period end recor...
C37 – Historical and Re... improved decision mak...
C38 – Extend Asset use...
C40 – Better inventor... schools
C41 – Dispose Assets t... back

PAIN POINTS P*

P1 – Useful life of Asse...
P2 – User device assignment
P3 – Accountability of Lost / Stolen devices
P4 – IT Spare devices and peripherals not tracked
P5 – Lack of capturing equipment sub assemblies and parts
P6 – Donated Assets, Non Standard
P7 – Management of Digital Assets
P8 – Cloud Based or digital accounting standards not known / documented
P9 – Multiple systems for Asset management
P10 – Not all assets are in SAP
P11 – Users (Students) are tough on Assers
P12 – Asset accountability and assignment of assets
P13 – SAP is fundamentally wrong, not aligned with GAAP
P14 – Lacking 5 year budgeting ability
P15 – Consistency of end product
P16 – Device coordinator role clarity
P17 – P Card use for LVA's
P18 – Student Activity Fund visibility
P19 – Limit of 99 lines in Purchase requisition
P20 – SAP does not track students
P21 – Need a temporary fix to limit damage on LVA's and Bulk Assets
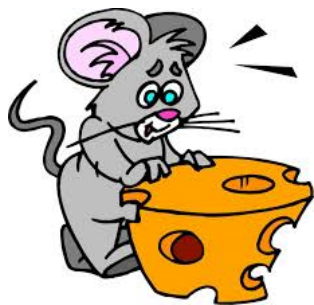P22 – G/R Expense Recording
P23 – Track and Link Assets with Sub Assets

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Align with SAP Product Roadmap

19
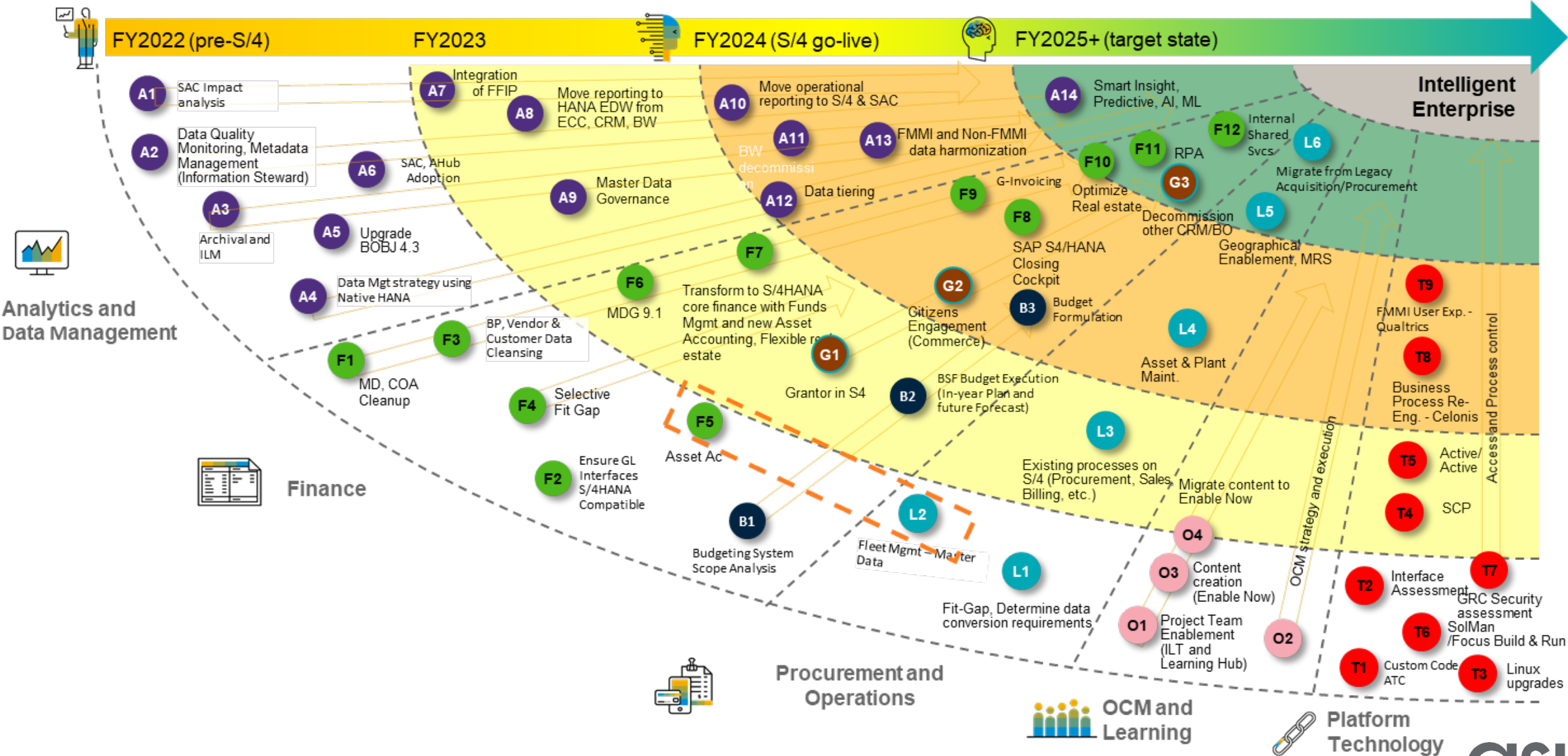
From Elevate to Project – Predictable Solution Results

Review key outputs from the Elevate Workshop

Assets Management Overview
10/22/2020
2h

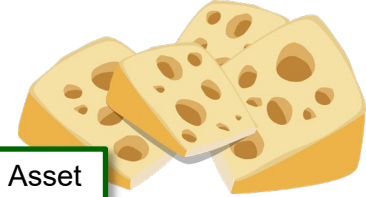Facilities Master Data Management and Governance
TBD
4h

Corrective Maintenance
TBD
2h

Preventive Maintenance
TBD
2h

Inventory Management
11/02/2020
4h

Capital Projects
11/09/2020
4h

Enterprise Asset Management Reporting
TBD

FCS Atlas

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Technical and Data Considerations to Prepare for S/4HANA

Chart of Accounts, Accounting Structures Master Data and Objects

- Current Master Data and Org Structures ideal for current and future needs?

- Revisited Functional Location – Does the current structure support the business?

- The ramifications of these changes has a big impact on the migration approach for S/4HANA

  - Brownfield vs Hybrid vs Greenfield

Financial Reporting and Analytics

- S/4HANA - New platform to support consolidated, management, and statutory reporting.

- Finance and Operations - Improved financial reporting, reconciliation, budgeting and closing

User Experience and Organizational Change Management

- New UI and Fiori Apps

- Extensive OCM and Training Initiatives are

- New End User Documentation and Training

- How will you start to prepare for this?

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S/4HANA Migration Approach – Finance Lessons Learned
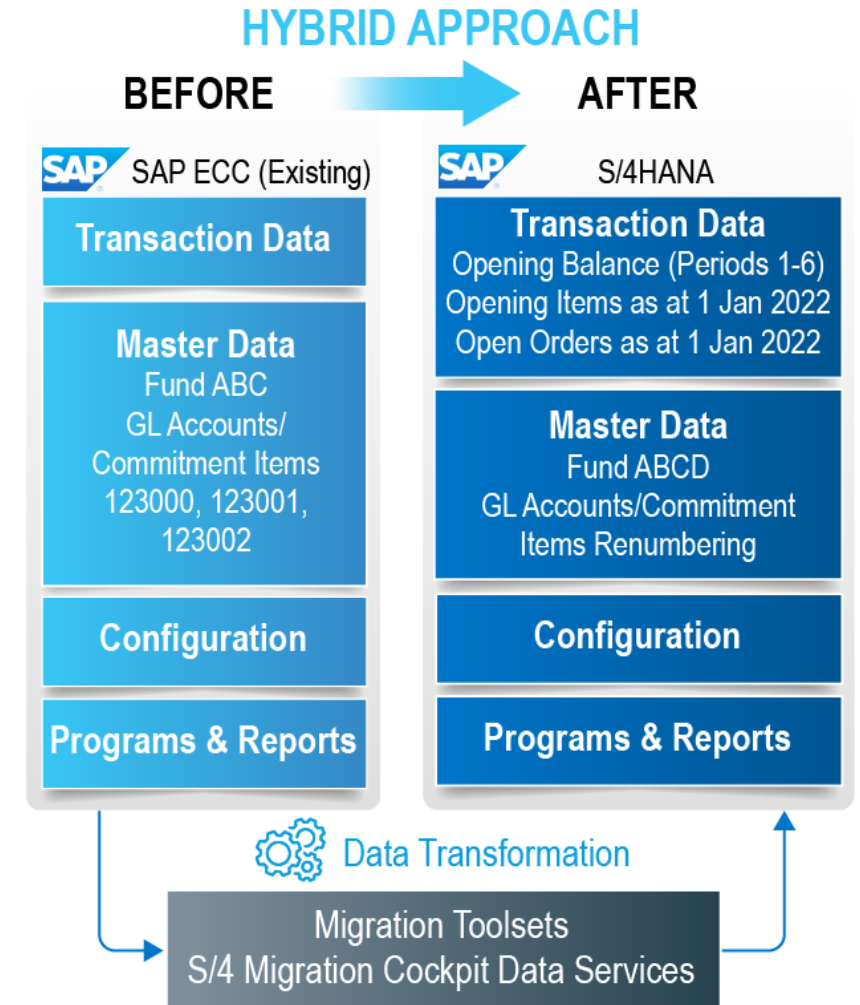
Issues Identified with Current SAP Structures

Business Dimensions	Issue with Object
GL Account	• Renumber certain General Ledger Accounts/ Commitment Items • Remapping of certain General Ledger accounts/Commitment Items to new numbers
Fund	• Current Fund is 3 digits • Fund Center and Cost Center (1:1) are configured to 6 digits • Optimize extension of these fields in order to provide additional reporting capabilities • Change Fund to 4 digits

Key Benefits that can be Achieved with Change to Structures

- Improve budgeting efficiency 15 - 45%*
- Enhance closing times 10-15%*
- Improve reporting efficiency 10-25%*
- Decrease manual reconciliations 50-80%*
- Enhance reporting capability directly from SAP vs offline Excel reporting models
- Automated validations for fund and object
- Full reporting of resources available (both budgeted and actual, real budgetary fund balance) to provide management with on-line, real-time information and improved decision-making

*Estimated benefits

Best Migration Approach to Achieve Business Requirement

HYBRID APPROACH

BEFORE → **AFTER**

SAP SAP ECC (Existing)

- Transaction Data
- Master Data
  Fund ABC
  GL Accounts/ Commitment Items
  123000, 123001, 123002
- Configuration
- Programs & Reports

SAP S/4HANA

- Transaction Data
  Opening Balance (Periods 1-6)
  Opening Items as at 1 Jan 2022
  Open Orders as at 1 Jan 2022
- Master Data
  Fund ABCD
  GL Accounts/Commitment Items Renumbering
- Configuration
- Programs & Reports

Data Transformation

Migration Toolsets
S/4 Migration Cockpit Data Services

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EAM Migration Considerations and Lessons Learned

Lessons Learned

- Asset Manager – Mobility/Cloud solution access should be acquired from SAP during the design phase
- Barcode / RFID related decisions to be made earlier

Key Considerations to start thinking about now

- Spare parts for equipment to be tracked in inventory management
- Internal catalogs to procure material master items (spare parts)
- Data cleansing for material master, equipment master and assets
- Functional location structure for a building
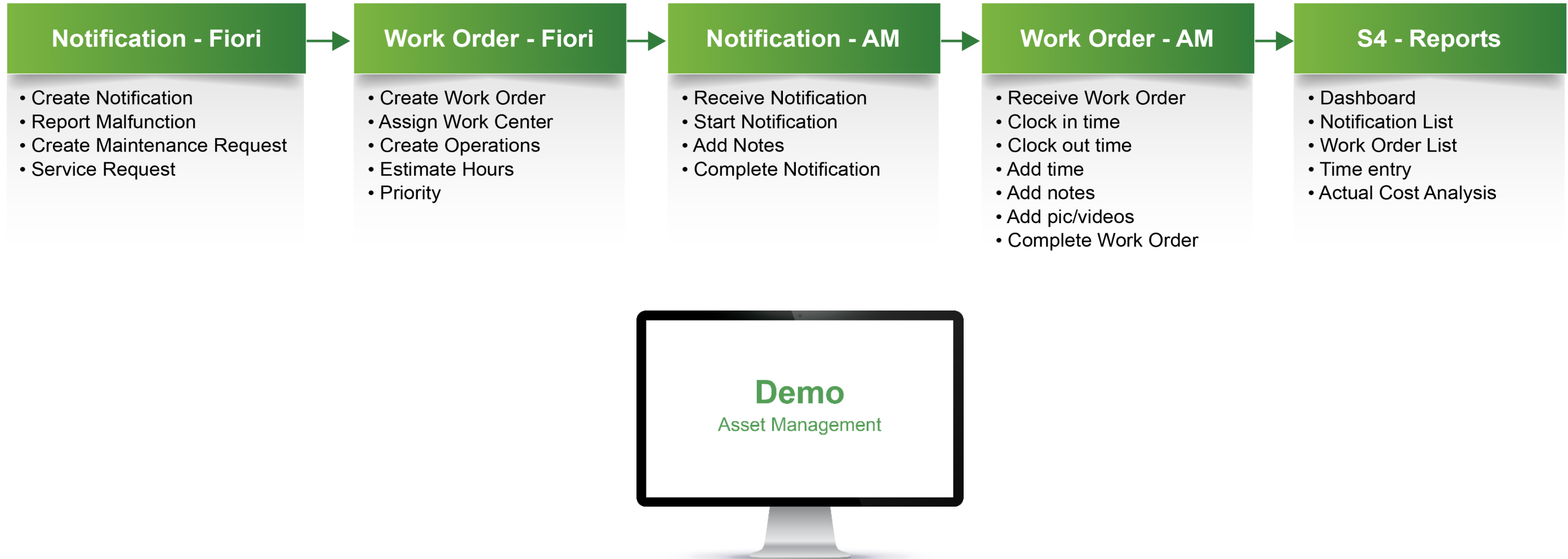- List of trade codes
- List of damage codes
- List of reports

Pitfalls to avoid

- Having multiple levels of functional location, there by increasing time to create and maintain
  - Prior structure did not support business
  - Created new functional locations based on cost centers – allowing more flexibility when creating work orders

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SAP S/4HANA
Enterprise Asset Management Demonstration

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Overview – Asset Management Lifecycle

Notification - Fiori	Work Order - Fiori	Notification - AM	Work Order - AM	S4 - Reports
• Create Notification • Report Malfunction • Create Maintenance Request • Service Request	• Create Work Order • Assign Work Center • Create Operations • Estimate Hours • Priority	• Receive Notification • Start Notification • Add Notes • Complete Notification	• Receive Work Order • Clock in time • Clock out time • Add time • Add notes • Add pic/videos • Complete Work Order	• Dashboard • Notification List • Work Order List • Time entry • Actual Cost Analysis

Demo
Asset Management

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SAP S/4HANA EAM Benefits Achieved

Master Data Harmonization

Integration with FI and logistics master data with process change

Asset Tracking in Realtime

Easily monitory and track assets

Preventive Maintenance

Scheduled and re-occurring maintenance strategies and procedures

Predictive Maintenance

Predicts maintenance in advance when data exceeds maintenance thresholds

Self Service Reporting

Business able to create and modify their own dashboards and reports

Asset Manager - Mobility

Tracking field operations within and outside FCS Wi-Fi areas
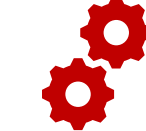
Fiori / Personas

User friendly with increased visibility
Simplified search capability

Implement and Shorten Month End

Implement tools and process to optimize month end reporting and closing

Decreased User Errors

More automation built into solution and less steps to perform actions
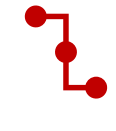
Real Time Reporting

Dashboards, Real time data drill down and integrated reports across functional areas

Intelligent Asset Management

Automated Maintenance Strategies

Integrated EAM

Integrated Asset management across budget, finance, procurement and asset management

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Questions and Answers

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Innovative Consulting Service – Elevate Workshops with Human Centered Design

Customer Executive & Coordinator

Customer Engagement, Communication

Width and Depth of Required Expertise

Design Advisory Team

Enterprise Architect
• Business Architecture Concentration

Enterprise Architect
• Solution Architecture Concentration

Organizational Designing

Organizational Designing

Business Model & Strategy

Business Capability Alignment

Business Process
(Best Practice by Performance Goal)

Application (Function)

Solution Architecture
• Process Modeling Direction
• Application & Integration
• Technology Architecture

Experts on Demand

Functional (Application) Consultant
• Individual application area

Feature, System, Technology

Design Advisory team collaborates with technical/functional experts for detail validation

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