



Woodgrain SAP Transformation Planning

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Woodgrain's mission

Leverage our Vertical Integration to deliver Premier Service and Customer Driven Millwork Solutions. The way we treat our employees instills pride in themselves, their company, and ultimately the customers they serve.

FROM BUD'S ORIGINAL SAWMILL TO NOW



Founded in 1954 by Bud Dame as Dame Lumber and Moulding Co.

Company name changed to Woodgrain Millwork Inc in 1973

Family owned and operated with 2nd and 3rd generation leadership

Headquarters in Fruitland, ID

Vertically Integrated with six divisions: Millwork, Doors, Lumber/Composites, Distribution, Windsor Windows, Transportation

Woodgrain manufactures, sells, and distributes a diverse line of millwork products through 30+ (now 55+) locations worldwide

Currently 6,000+ Employees

[View Woodgrain Intro Video](#)



WOODGRAIN HISTORY: HOW WE GOT HERE



1954

Dame Lumber and Moulding company founded in Utah.



1963

Dame Lumber and Moulding company moves to Lakeview, OR.



1969

Corporate Offices in Fruitland, ID.



1973

Dame Lumber and Moulding company renamed and becomes Woodgrain Millwork Inc.



1974

Reed Dame takes over as CEO of Woodgrain Millwork.



1985

Woodgrain Doors is started with the acquisition of Meridian Wood in Nampa, ID.



1987

Windsor Windows and Doors acquired in West Des Moines, IA.



WOODGRAIN HISTORY: HOW WE GOT HERE



1995

Woodgrain Millwork opens a new mill in Albany, GA.

1996

Woodgrain Millwork opens a new mill in Marion, VA.

1997

Woodgrain Chile is formed out of a partnership with Promasa moulding plant in Los Angeles, Chile.

1998

Woodgrain Millwork acquired Brown Moulding in Montevallo, AL, adding another mill and starting Woodgrain Distribution, allowing Woodgrain to do business with Home Centers for the first time.

2003

- Woodgrain Chile builds a door plant in connection with Promasa in Los Angeles, Chile.
- Third Generation family members join operations in various Woodgrain Millwork companies.

2009

Kelly Dame becomes CEO of Woodgrain Millwork.

2011

Woodgrain Millwork and Woodgrain Distribution launch Finished Elegance moulding brand.



WOODGRAIN HISTORY: HOW WE GOT HERE



2012

Woodgrain Millwork establishes a mill in Lenoir, NC.

2017

Woodgrain Millwork begins lumber production at Emmett, ID sawmill.

2018

Woodgrain Lumber expands with the acquisition of 2 sawmills & a particleboard plant from Boise Cascade.

2019

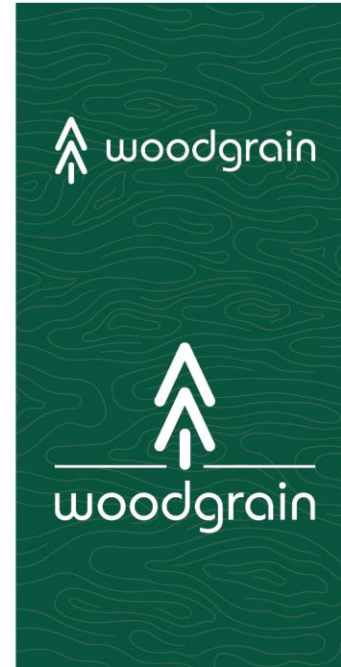
Woodgrain Millwork consolidates all divisional brands under the name Woodgrain creating one brand.

2021

- Expanding upon its partnership. Woodgrain acquires 100% ownership of Promasa in Chile.
- Woodgrain acquires two Lowe's Millwork door shops - Lexington, NC & Whitehouse, TN.
- Woodgrain purchases Independence Lumber in Independence, VA & Elkin, NC.

2022

Woodgrain's Distribution division acquires Huttig Building Products.



Woodgrain's Family

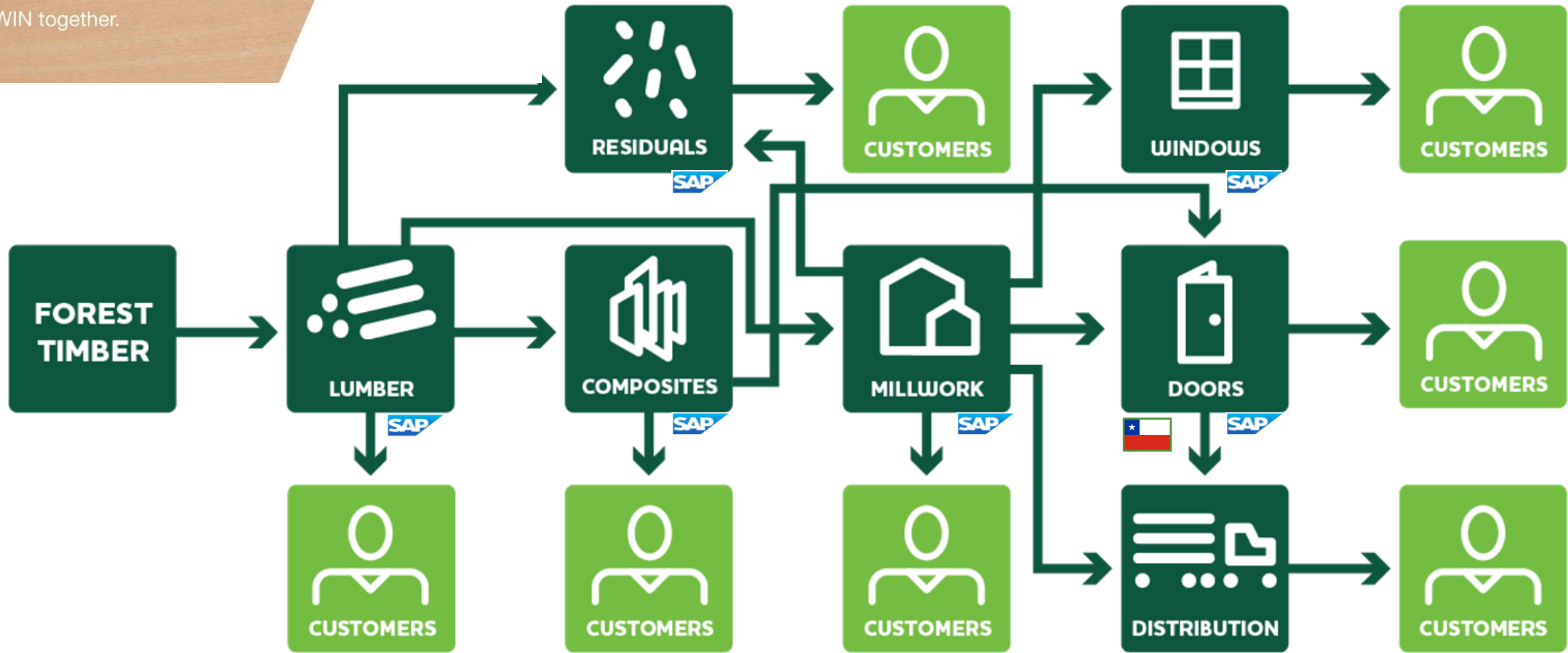


WIN

WOODGRAIN
INTEGRATED
NOW

The power of enhanced visibility,
efficiency enablement, and growth...
let's WIN together.

VERTICAL INTEGRATION



DMSI SAP
AGILITY
DMSI infor
AGILITY



ERP Strategy

ONE ERP @ Woodgrain

Supply Chain

Full intercompany supply transparency
Inventory optimization visibility
Lead time reduction capability
Increased efficiencies in inter-company receiving

Finance

Full intercompany transparency
Highly integrated detail across lines of business
Simplified risk management

Source to Pay

High visibility of vendor relationships and centralized purchasing opportunities

Aligned and reusable master data (SSoT)
Aligned transactional data (SSoT)
Aligned terminology and process expedites improvements
One integration point
Resource consolidation opportunities
Simplified experience for users - Reusable training
Tier 1 partner – forward looking



Quote to Cash & Transportation

Transportation route planning and optimization, internal and external
Full visibility to end to end order status
Simplified order fulfillment

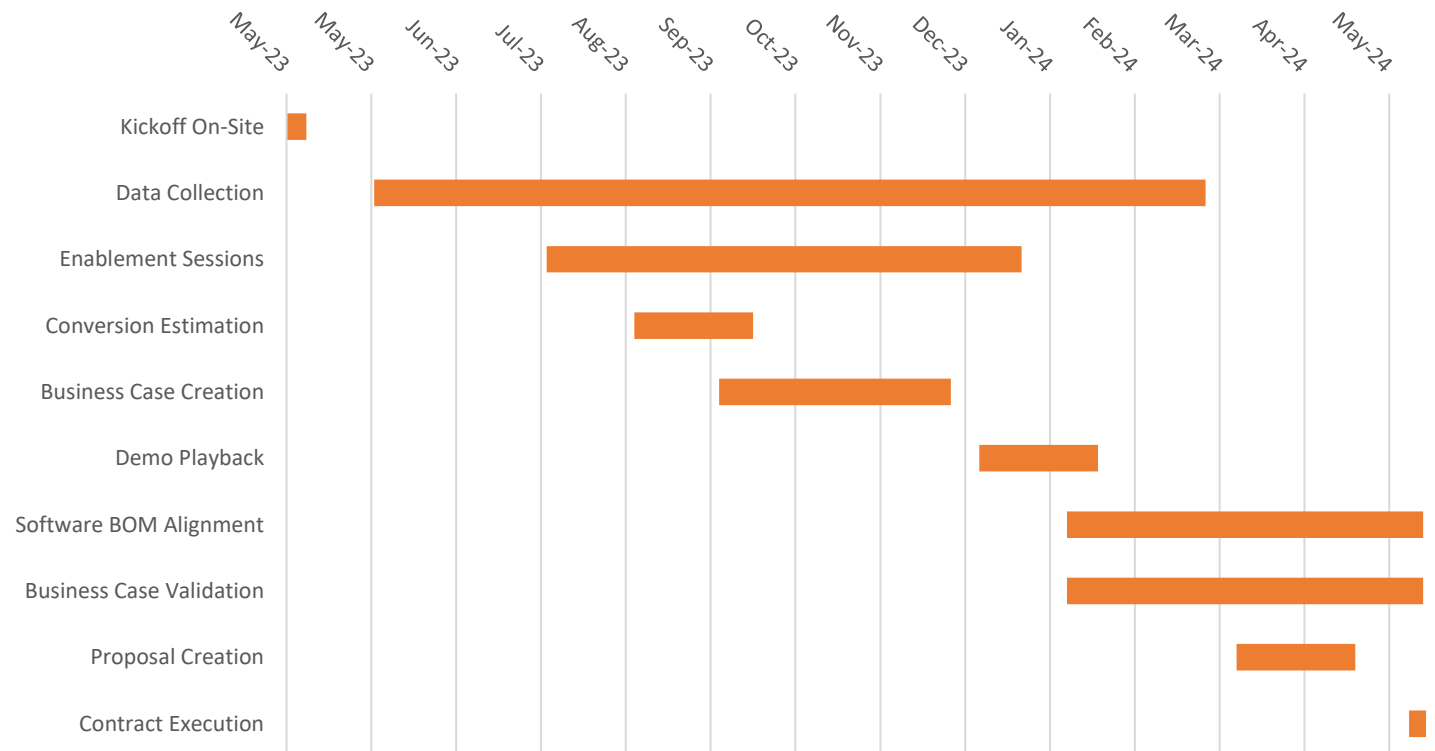
Manufacturing & Asset Management

Shopfloor to top floor visibility
Production and cost data consistency / visibility
Improved resource utilization

SAP S/4 HANA Planning

- **Kickoff On-Site**
 - Engagement Framework and RISE Migration Strategy
- **Data Collection**
 - Technical System Details
 - SAP Landscape Details
 - Woodgrain Org Structure
 - SAP Functional Requirements
 - Woodgrain Project Roadmap and Rollout Schedule
- **Enablement Sessions**
 - RISE Operating Model
 - Commercial Options
 - SAP Solution Roadmap
 - Software Conversions, Upgrades and Projects
 - Change Impact Assessment
 - Future Opportunities and Recommendations
- **Conversion Estimation**
 - Technical Lift and Shift to S/4 RISE
 - Timeline and Cost Development
- **Business Case Creation**
 - Solution Based Business Case
 - Data Collection of Key KPIs
 - Alignment with Lift & Shift Approach
 - Benchmarking Results
- **Demo Playback**
 - Advancements in S/4 Platform
 - Showcase Key Business Benefits
 - Alignment with KPIs from Business Case
 - User Acceptance & Advocacy
- **Software BOM Alignment**
 - Definition of Phase 1 and Phase 2 Software Needs
 - Commercial Levers and Risk Mitigation
 - Timing for Solution Needs
 - Landscape Sizing and Technical Fitment
- **Business Case Validation**
 - Summation of Business Case
 - Focus on WG Short/Long Term Goals
 - WG Business Feedback & Advocacy
 - Expected ROI and Cost Expectations

S/4 RISE Engagement Framework - Timeline (Monthly)

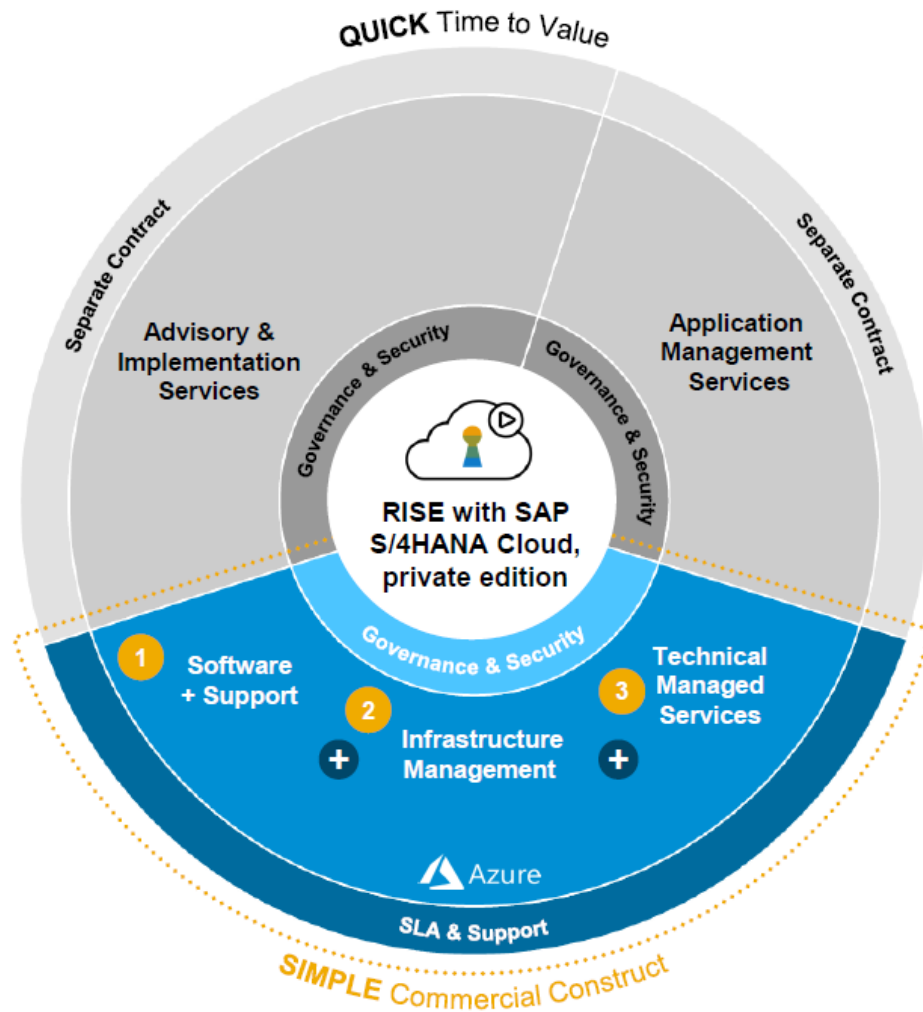


Findings and Learnings

- On-premise is becoming less viable?
- The holdouts are moving?
- RISE resourcing
- Service levels
- Credits and funds
- WAN design
- FUEs
- MVP migration possibilities and timeline
- BTPEA
- Sizing and Sandboxes

RISE Resourcing Offsets

SAP S/4HANA, private cloud edition: SAP-provided scope



1 Functional Scope:

- SAP Software + Enterprise Support based on SAP S/4HANA Enterprise Management (On-premise)
- Cloud Connectors: SAP Ariba, SAP SuccessFactors, SAP Concur, SAP IBP
- SAP Adobe Document Services for printing

3 Technical Managed Services:

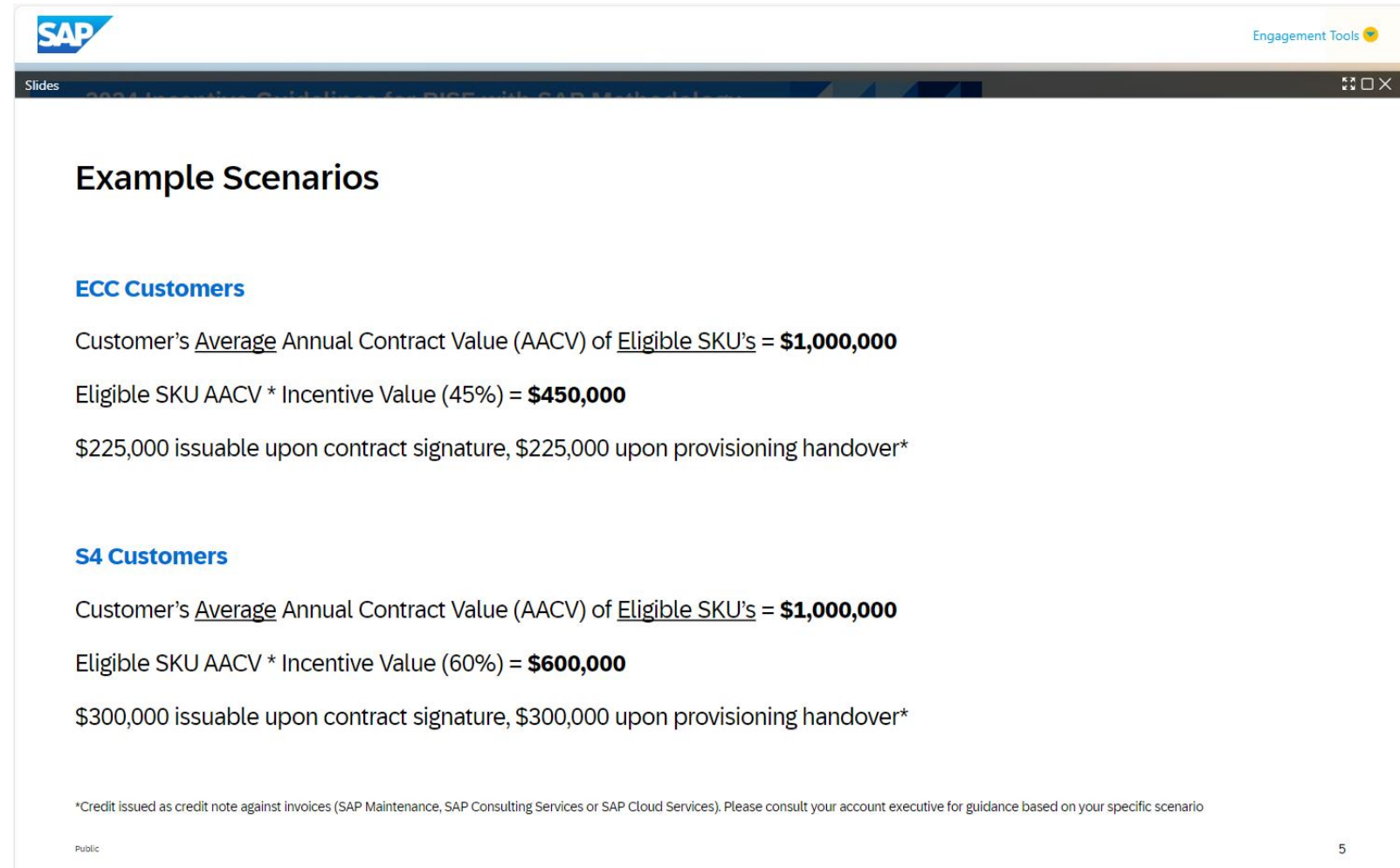
- High Availability & Business Continuity
- SLA: 99,7% for productive system, 95% for non-productive systems
- Services described by Roles & Responsibilities matrix
- Wide range of foundational technical service delivery
- Technical System Operations
- Technical Landscape Deployment
- Technical Upgrade installation
- Continuous Service planning & review
- 24*7 service delivery for PRD, 24*5 for non-PRD
- Setup of RFC connections

2 Infrastructure Management:

- Low TCO
- Highest Flexibility
- Best scalability option
- Availability
- Data Center [Availability](#)

2024 Incentive Guidelines for RISE with SAP Methodology

Webinar Date: March 21, 2024



The screenshot shows a presentation slide with the SAP logo in the top left and 'Engagement Tools' in the top right. The slide title is 'Example Scenarios'. It is divided into two sections: 'ECC Customers' and 'S4 Customers'. Each section provides a calculation for the incentive value based on the customer's Average Annual Contract Value (AACV) of eligible SKUs. For ECC customers, the AACV is \$1,000,000, resulting in an incentive value of \$450,000 (45% of AACV), with \$225,000 payable upon contract signature and another \$225,000 upon provisioning handover. For S4 customers, the AACV is \$1,000,000, resulting in an incentive value of \$600,000 (60% of AACV), with \$300,000 payable upon contract signature and another \$300,000 upon provisioning handover. A footnote at the bottom states that the credit is issued as a credit note against invoices for SAP Maintenance, SAP Consulting Services, or SAP Cloud Services, and advises consulting the account executive for specific scenarios. The slide is marked as 'Public'.

Example Scenarios

ECC Customers

Customer's Average Annual Contract Value (AACV) of Eligible SKU's = **\$1,000,000**

Eligible SKU AACV * Incentive Value (45%) = **\$450,000**

\$225,000 issuable upon contract signature, \$225,000 upon provisioning handover*

S4 Customers

Customer's Average Annual Contract Value (AACV) of Eligible SKU's = **\$1,000,000**

Eligible SKU AACV * Incentive Value (60%) = **\$600,000**

\$300,000 issuable upon contract signature, \$300,000 upon provisioning handover*

*Credit issued as credit note against invoices (SAP Maintenance, SAP Consulting Services or SAP Cloud Services). Please consult your account executive for guidance based on your specific scenario

Public

Note: Shop the hyperscalers as well

Service Levels

Overall Governance **Service Level Agreement**

Category	Service Description	Service Level
Availability (uptime level)	Calculated on a monthly basis, excluding planned maintenance. Technical availability of the individual SAP system measured by a logon check within the network boundaries of RISE with SAP S/4HANA Cloud, private edition, thus excluding WAN and application availability and any planned downtimes.	99.7% uptime for PRD 95% uptime for Non-PRD
Disaster Recovery (optional) - For PROD Systems Only	SAP Declared Disaster Recovery of a data center and movement to the alternate DR Data Center. Recovery Point Objective (RPO) and Recovery Time Objective (RTO).	12 Hr RTO with 30 Min RPO 12 Hr RTO with 0 Min RPO* 4 Hr RTO with 30 min RPO (optional) 4 Hr RTO with 0 min RPO (optional)*
Planned Maintenance	Monthly maintenance window to perform maintenance activities triggered by SAP; customer requested activities requiring downtime not included	4 hours per month for PROD systems 4 hours per month for non-PROD systems
Service Request Management	Service requests for production are 24*7. Service requests for non-production are processed during local business hours based on customer location.	24*7 service delivery for PRD systems 24*5 service delivery for Non-PRD systems
Change Request Management	Change requests for production are 24*7. Change requests for non-production are processed during local business hours based on customer location.	24*7 service delivery for PRD systems 24*5 service delivery for Non-PRD systems

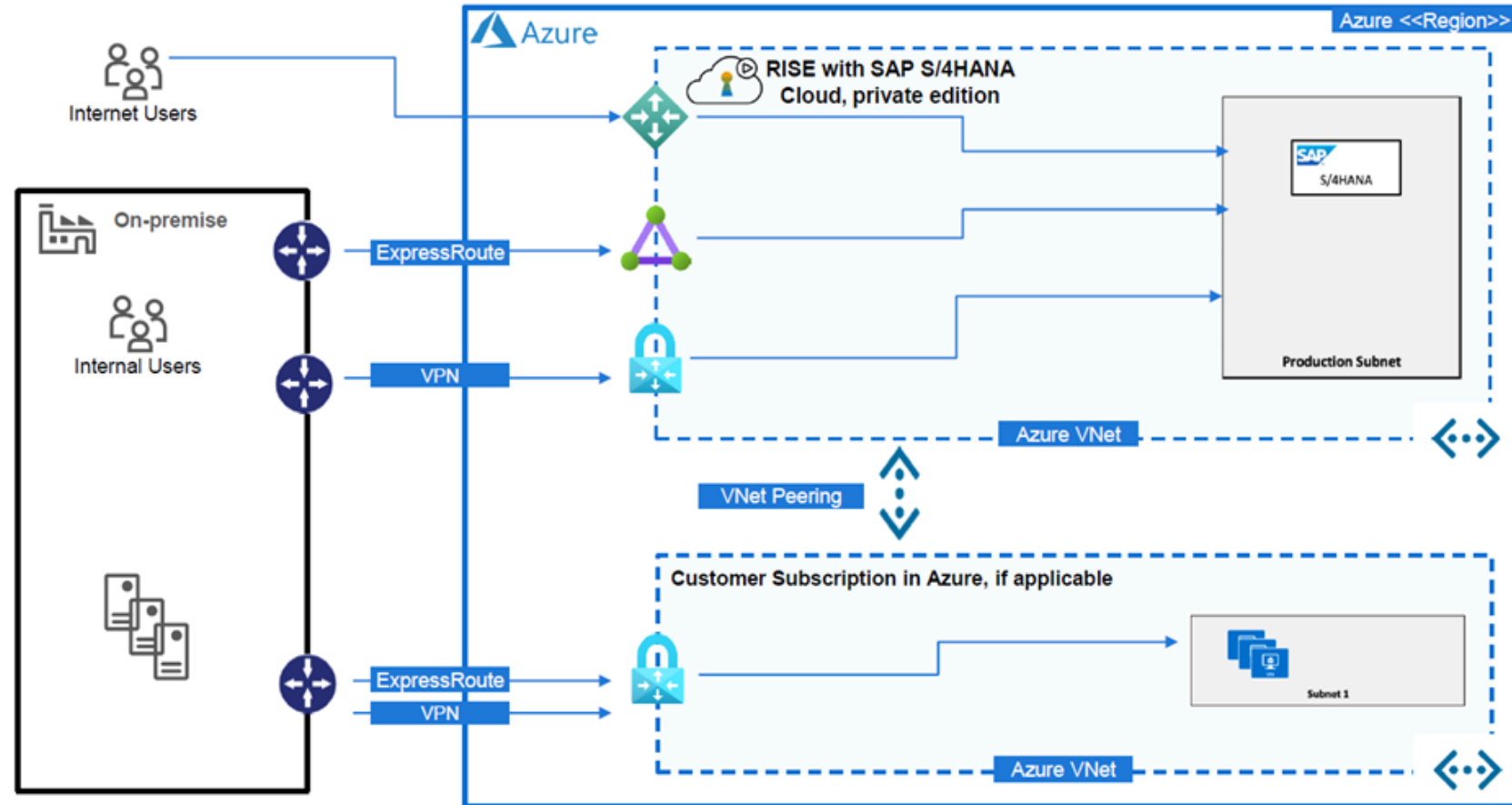
Priority	Incident Reaction Time (IRT)	SLA for IRT
1 – Very High	The amount of time between SAP Support Level 1 is notified of the incident and the first action taken by an SAP support person to repair the incident.	20 minutes (7*24h) (problem determination action plan within 4 hours – as agreed in the contract)
2 – High		2 hours
3 – Medium		4 hours
4 – Low		1 Business Day

*Only available in specific Hyperscaler regions based on proximity to the primary data center and adherence to specific architectural requirements

Note: Standard = LDDR (Long Distance DR) with RTO = 12 hrs & RPO = 30 minutes.

WAN

Example of Customer Network Setup



Note: Azure ExpressRoute is a service that bypasses the public internet, providing a private, dedicated network connection between your on-premises infrastructure and Microsoft Azure.

SAP Connectivity	Service
Site to Site VPN	WAN Azure VPN package 650Mbit/s including 1TB traffic
1 TB Egress for VPN	WAN Azure VPN 1TB additional internet traffic package
Express Route Gateway	WAN Azure Expressroute 1Gbit/s gateway package
2TB egress for Express Route	WAN Azure Expressroute 1TB additional traffic package
200Mbit/s Bandwidth / Port for Express Route	WAN Azure Expressroute 100Mbit/s port speed package
2TB egress for VNET peering	WAN Azure VNet Peering 1TB traffic package
2TB egress for Global VNET peering	WAN Azure global VNet Peering 1TB traffic package

FUEs – Full Usage Equivalents

Approach: Mapping ECC users to S/4 Use Types

ECC User Classification

-  Professional User
-  Limited Professional
-  Employee User
-  Worker User
-  Developer User
-  Special Users etc.

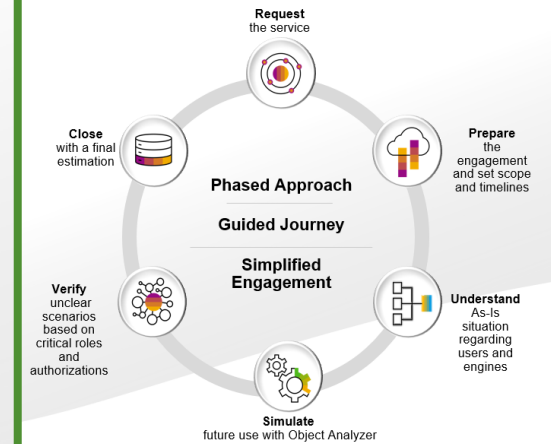


S/4 Use Types*

-  Professional Use/
Advanced Use
-  Functional Use/
Core Use
-  Productivity Use/
Self-Service Use
-  Development Use

Mapping by
Authorizations

Components of STAR



Public/Private Cloud

Full Use Equivalents (FUE)

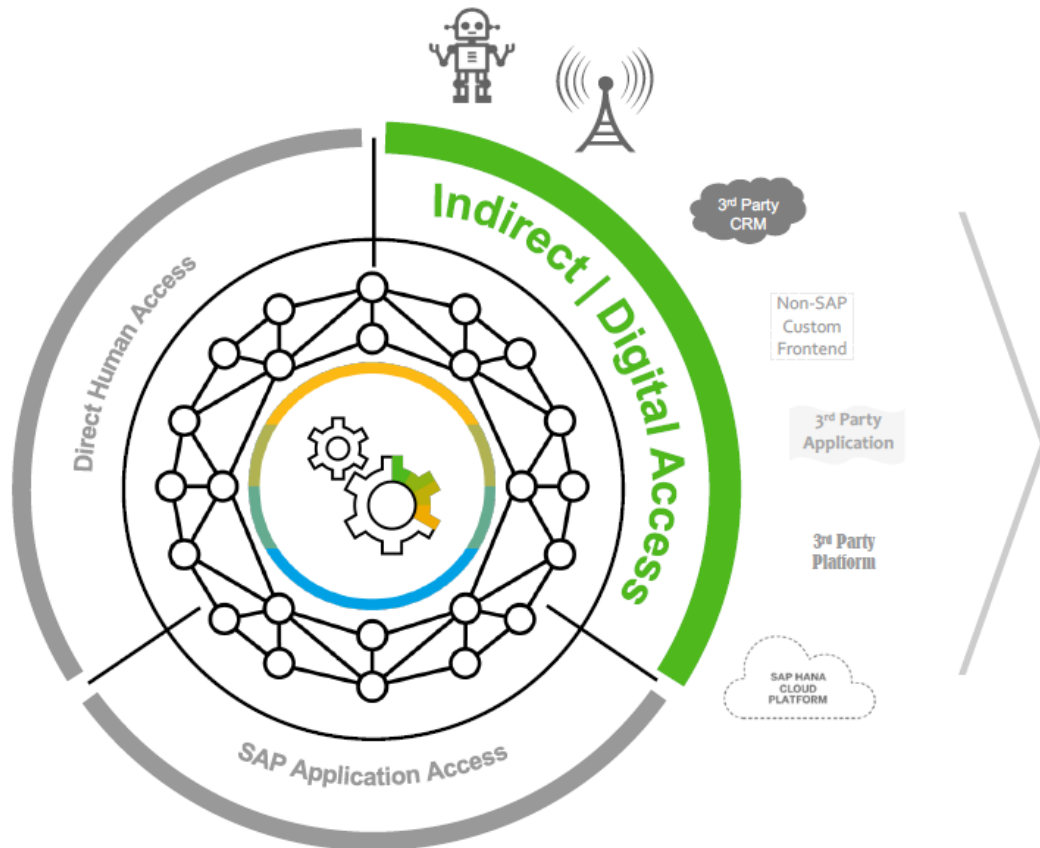
LoB	SAP S/4HANA Cloud for self-service use	SAP S/4HANA Cloud for core use	SAP S/4HANA Cloud for advanced use
Asset Management	Maintenance Execution Maintenance Demand Processing	All	All
Finance	None	None	All
HR	Organizational Management* Time Sheet	Organizational Management* Time Sheet	All
Manufacturing	Material Requirements Planning Production Control Production Execution	All	All
R&D / Engineering	None	All	All
Sales	None	All	All
Service	None	All	All
Sourcing & Procurement	Self-Service Requisitioning	Self-Service Requisitioning	All
Supply Chain	Available to Promise Batch Management Security Management Goods Movements Handling Unit Management	Physical Inventory Serial Number Management Transportation Management Warehouse Management Employee Management	All All

Note: Assigned by authorizations, not by self management of license types

Digital Access Licensing – DAEs Reporting

Digital Access Recap of License Model

9 Document Types that address the most valuable business outcomes from ERP



Document Types

- Sales Document (counted at line item level)
 - Invoice Document (counted at line item level)
 - Purchase Document (counted at line item level)
 - Service & Maintenance Document
 - Manufacturing Document
 - Quality Management Document
 - Time Management Document
-
- Financial Document (counted at line item level)
 - Material Document (counted at line item level)

Multiplier

1.0x

0.2x

License Calculation

License calculation based on *initial Document created*
Read, Update, or Delete Documents are not counted

$(\text{Document (\#)} * \text{Multiplier}) + \dots + (\text{Document (\#)} * \text{Multiplier})$

Where (#) is the Document Type from 1-9

Sizing – FUEs + Additions

System Tier	Usage Tier	System Tier PRD & QA RAM (GiB)	System tier DEV RAM (GiB)	Application Servers**
XXS	up to 135 FUEs	Up to 256*	Up to 256	2
XS	up to to 550 FUEs	Up to 256	Up to 256	3
S	up to 1,000 FUEs	Up to 512	Up to 256	3
M	up to 2,000 FUEs	Up to 1,024	Up to 256	Up to 5
L	up to 4,000 FUEs	Up to 2,048	Up to 512	Up to 6
XL	up to 6,000 FUEs	Up to 3,892	Up to 512	Up to 10
XXL	above 6,000 FUEs	Up to 5,700	Up to 512	Up to 10

SAP Cloud, memory extension for non-productive tiers, private edition

SAP Cloud, memory extension for productive tiers, private edition

SAP S/4HANA Cloud, additional non-productive tier, private edition (L)

Note: Sandboxes may be more spontaneously created

CPEA -> BTPEA

SAP SAP Discovery Center Quarterly User Survey Log On

Hello! You've landed on SAP Discovery Center!

Here you can discover how to turn your data into business value with SAP Business Technology Platform.

Search for missions, reference architectures and services

Offerings

Our Cosmos

Missions

Implement your use cases on SAP Business Technology Platform, with step-by-step guidance and a well-established support from topic experts and SAP Community.

[Mission Catalog](#) [Learn More](#)

Reference Architectures

Explore and understand different architecture patterns which can be implemented using SAP Business Technology Platform services.

[Architecture Catalog](#) [Learn More](#)

Services

Integrate and extend your solutions, optimize your business processes, and create an engaging digital experience using SAP Business Technology Platform services.

[Service Catalog](#) [Learn More](#)

Events

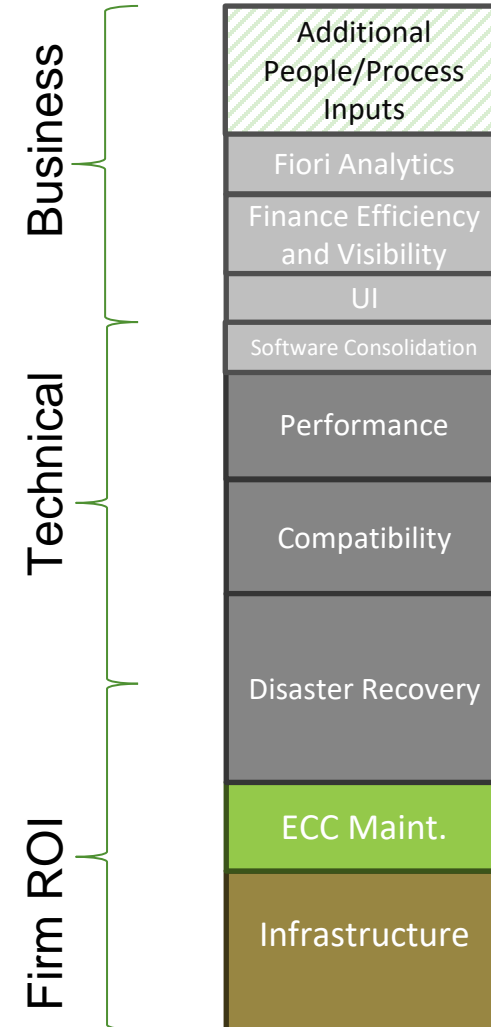
S/4 RISE Value Proposition @ Woodgrain

Woodgrain is not currently seeking a large transformative event; we are seeking incremental improvement and to keep current. Our teams cannot broadly support additional project inputs to gain value gap presented by SAP.

Base S/4 HANA does not have perceived significant functional differentiation today with the exception of Finance. S/4 does offer a springboard into several new, licensed, functions for demand planning, extended warehouse management, MDG, ...

Some user experience changes and embedded analytics are very interesting as we start to change the way we work to be more system guided.

Disaster Recovery is an advantage of this cloud offering and will greatly reduce risk.



Where do we go from here?

