



Big Data / Capgemini HANA @Provimi

Frank Wammes
Les Fontaines, 12-13 June

Our investment in the power of HANA

4 Core offerings to get the business value out of SAP HANA



20 countries involved in an experts network to deliver SAP HANA



- +1,270 SAP BI consultants
- +100 on SAP HANA

Integrated in a

- +7,000 consultants in BIM practice *and*
- +12,500 SAP resources globally

A dedicated SAP HANA CoE



SAP HANA Demos at CUBE	
Cross Industry	<ul style="list-style-type: none"> • SAP HANA Acceleration scenarios for CO-PA • Migration to BW Powered with SAP HANA
Social Media	<ul style="list-style-type: none"> • Social Media Analysis with NetWitness Gateway integration, extracting e.g. Facebook feeds
Retail Analytics	<ul style="list-style-type: none"> • AFS and E-Fashion on SAP HANA • RPM, POS Analytics for Retail
Energy & Utilities	<ul style="list-style-type: none"> • Utilities Real-time Metering Demo on SAP HANA
Life sciences & Healthcare	<ul style="list-style-type: none"> • Sub-National Sales Analysis for Pharmacy at the Script/Physician/Prescriber Level

Demos
POCs
Trainings

Co-innovation with SAP to help organizations change the way they run

- Go further than just analytics
- Define what business problems have no answers right now
- Leverage Mobility for Killer Apps



We are leaders in this space and ahead of the market.

Provimi: First live HANA implementation in Europe



Provimi: Global leader in Animal Nutrition

- Focus on producers of animals for “Meat, Milk and Eggs”
- >1,200 nutritional experts serving our customers
- 67 Manufacturing locations in 25 countries
- Global sourcing network for raw materials and ingredients



Relationship Capgemini

- Capgemini responsible for the design, build and deployment for the Provimi Kernel
- 19 countries implemented in 24 months!
- Responsible for the HANA implementation

Worldwide network of expertise to share and develop best practices



- Provides superior nutritional solutions positioned in the centre of the value chain
- Excellent and cohesive capabilities in solutions and market development with successful delivery
- Global technology and knowledge organisation supported by 350 veterinarians and agronomists

Proven success of the collaboration: 19 countries implemented in 24 months!
After acquisition Cargyl decides to use the Provimi kernel.

A very strong and integrated management information system, but



One Version of the truth

History/ Actual v/s Targets

- Where is the business standing?
- What are the trends?
- What is the future?
- KPI network

Strategic
(OGSM
Dashbo)

History/ Actual Monitoring

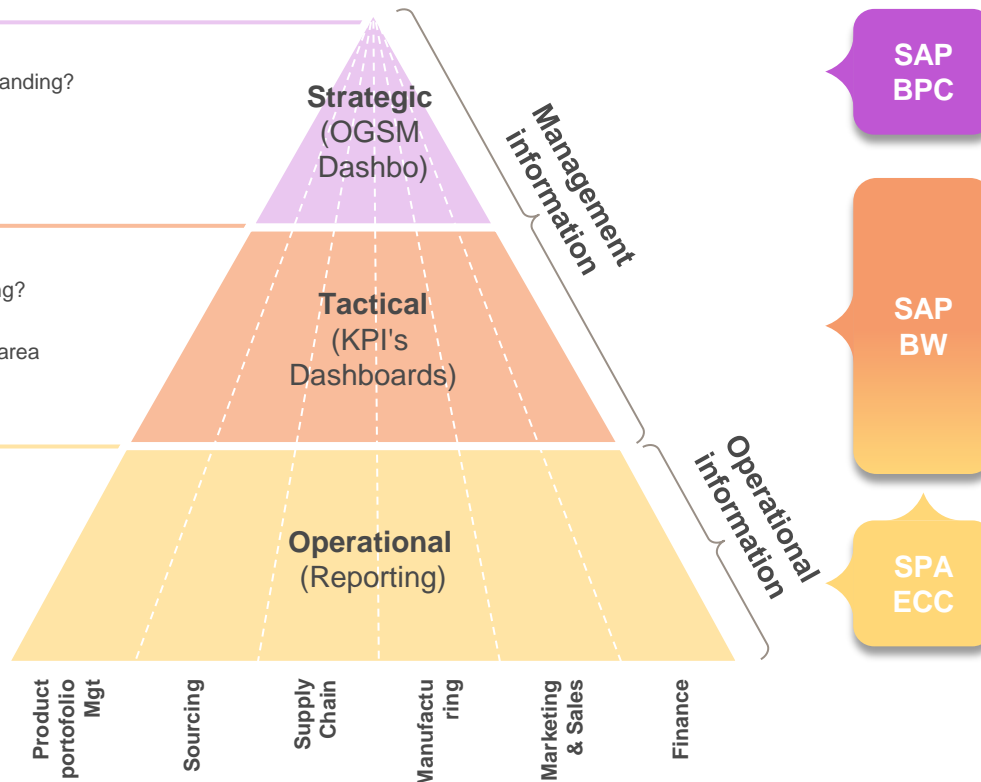
- How is the business doing?
- What is the trend?
- Pre-engineered KPI per area
- High level data
- Multi dimensional

Tactical
(KPI's
Dashboards)

Actual Analyses

- Why certain process?
- Actual and fast data
- Detailed data
- In sync with tactical/ strategic
- Flexible & Multidimensional (interactive analyses)

Operational
(Reporting)



A disappointing user experience:

- BW is rather slow discouraging finance users to utilize it fully to get the right insight into our business
- BW data is not “real”-time discouraging operational users to use it
- ECC-BW load is slow, adding time during the MEC (month end closing) and reducing our flexibility to correct errors in time

BW is heavy:

- BW development architecture is complex and requires extensive IT engagement
- ECC-BW load impact ECC performance (30% of ECC power)

A very strong and integrated management information system does not automatically mean you are able to unlock business value.

HANA: Delivering Big results at High-Speed (implementation in less than three weeks)

Issues



- More than five days to create month-end closing financial report, with SAP BW
- Controller would check the generated reports and transfer the data to the SAP Business Planning and Consolidation system
- Too long
- Too complex
- Too much IT support needed

Solution



- SAP HANA accelerator for Cost and Profitability Analysis (CO-PA), delivered by Capgemini
- AS, OS and BIM experts implemented SAP HANA, SAP Landscape Transformation, and BusinessObjects BI 4.0 in Provimi's IT landscape
- Provimi is the first successful implementation of SAP HANA in any organization in the Netherlands

Benefits



- Immediate access to 10 million detailed records to view and analyze up-to-date and in-depth data
- Creating annual reports for all company codes, can now be achieved in two to three days
- As a result, 3-year reports for all Provimi company codes can be generated in seconds
- Dramatic reduction of query time for company data
- Generate profitability assessments 'on the fly' – rather than only periodic snapshots

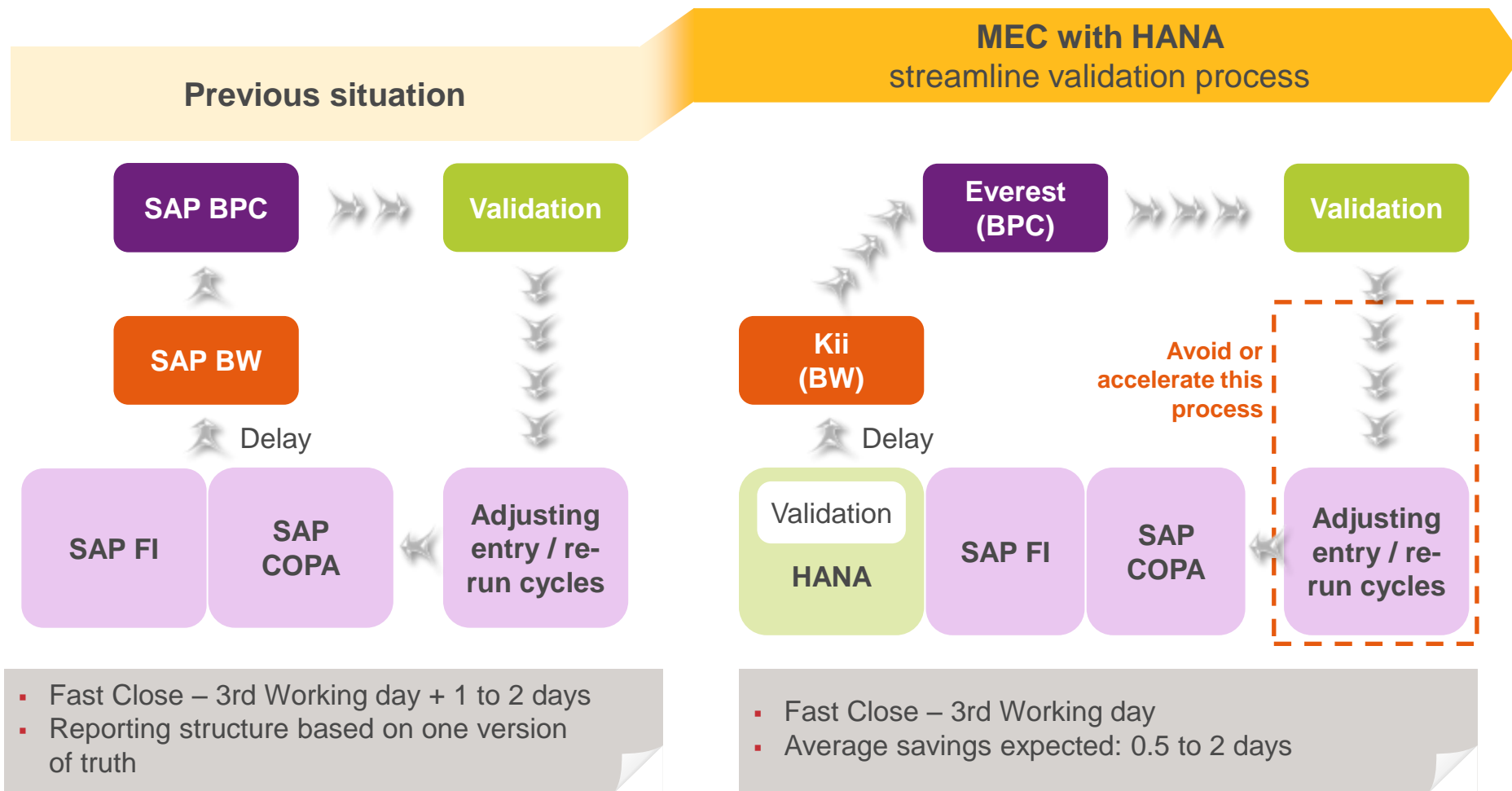


Instant Value

- Running COPA on Hana, Provimi discovered deviations in Russia. 2 M EUR of inventory were discovered which earlier were not identified. This allowed Provimi a 2M EUR cash flow improvement and (with an interest rate of 5%) a 100 K EUR yearly cost reduction

**HANA means real-time actionable information for the CFO – from hours to sub second response.
The first ever HANA implementation in Europe!**

Reducing month end closing time by delivering first time right





What *made the collaboration between Capgemini and SAP really strong was the fact that now SAP had the technology that could be rolled out quite rapidly. But you also need infrastructure to run it. So the lead time to have that infrastructure in place also determines the lead time to get the entire thing working. And Capgemini was able to match that speed of SAP so it only took us a couple of weeks to set the environment up and bring it into production*

Rogier Jacobs - CIO Provimi