



How to make evolve your SAP environment to SOA ...

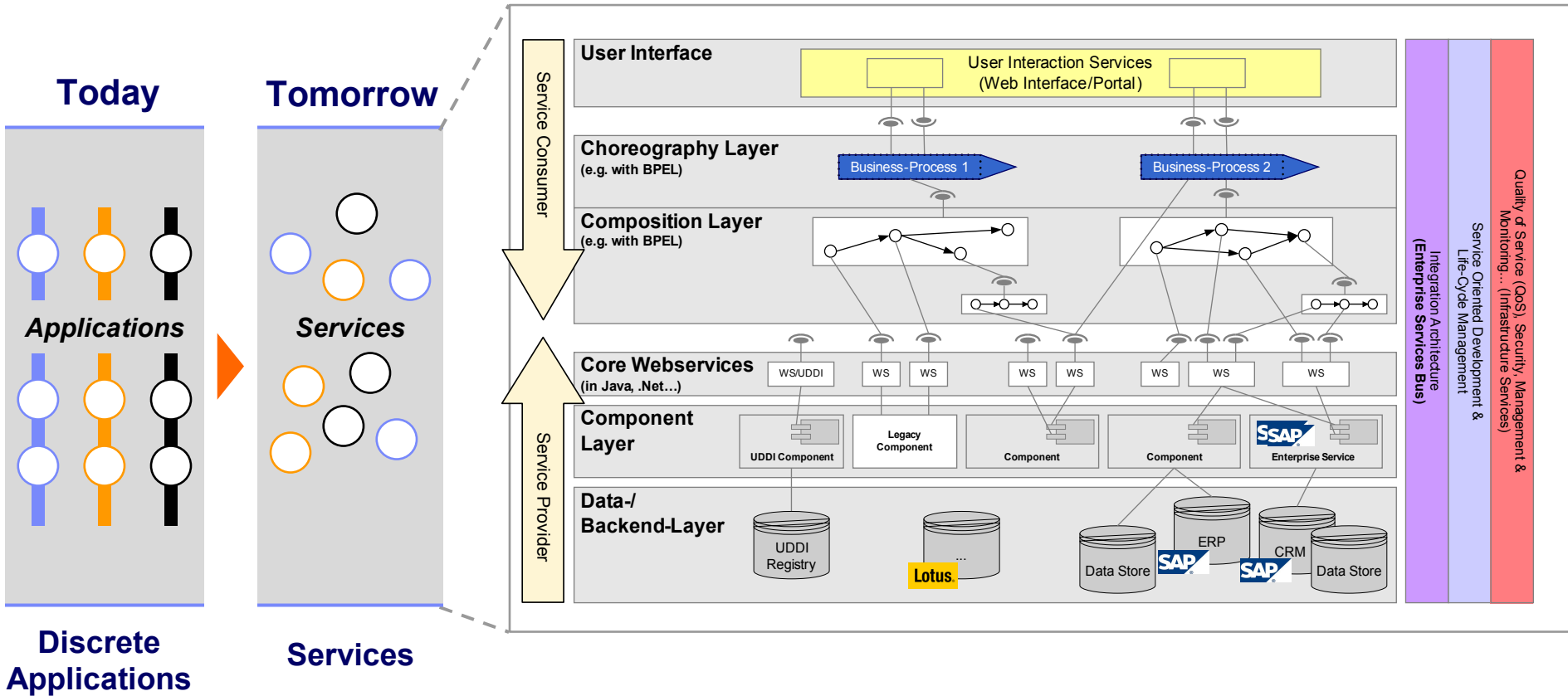
... with the help of IBM middleware



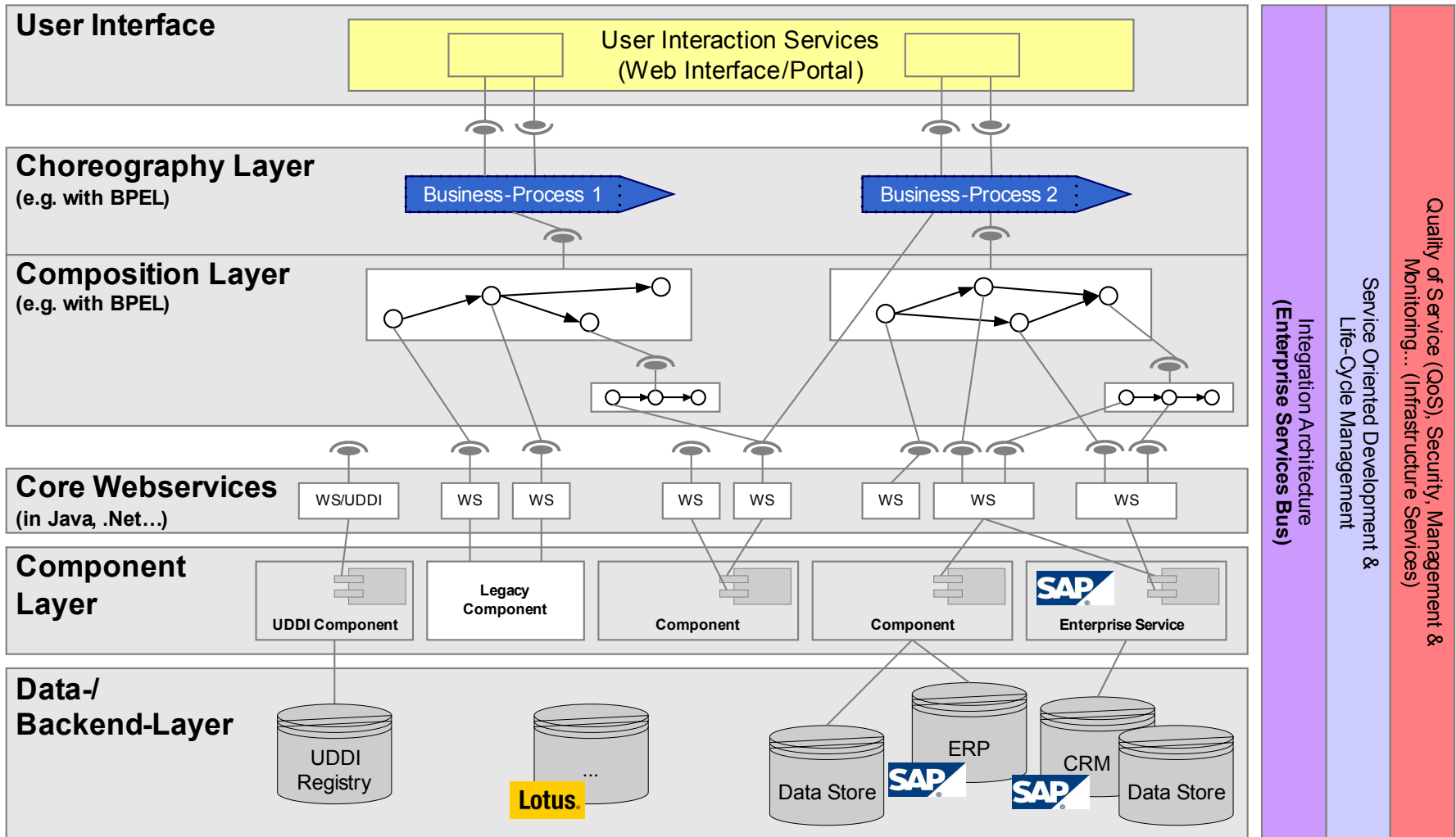
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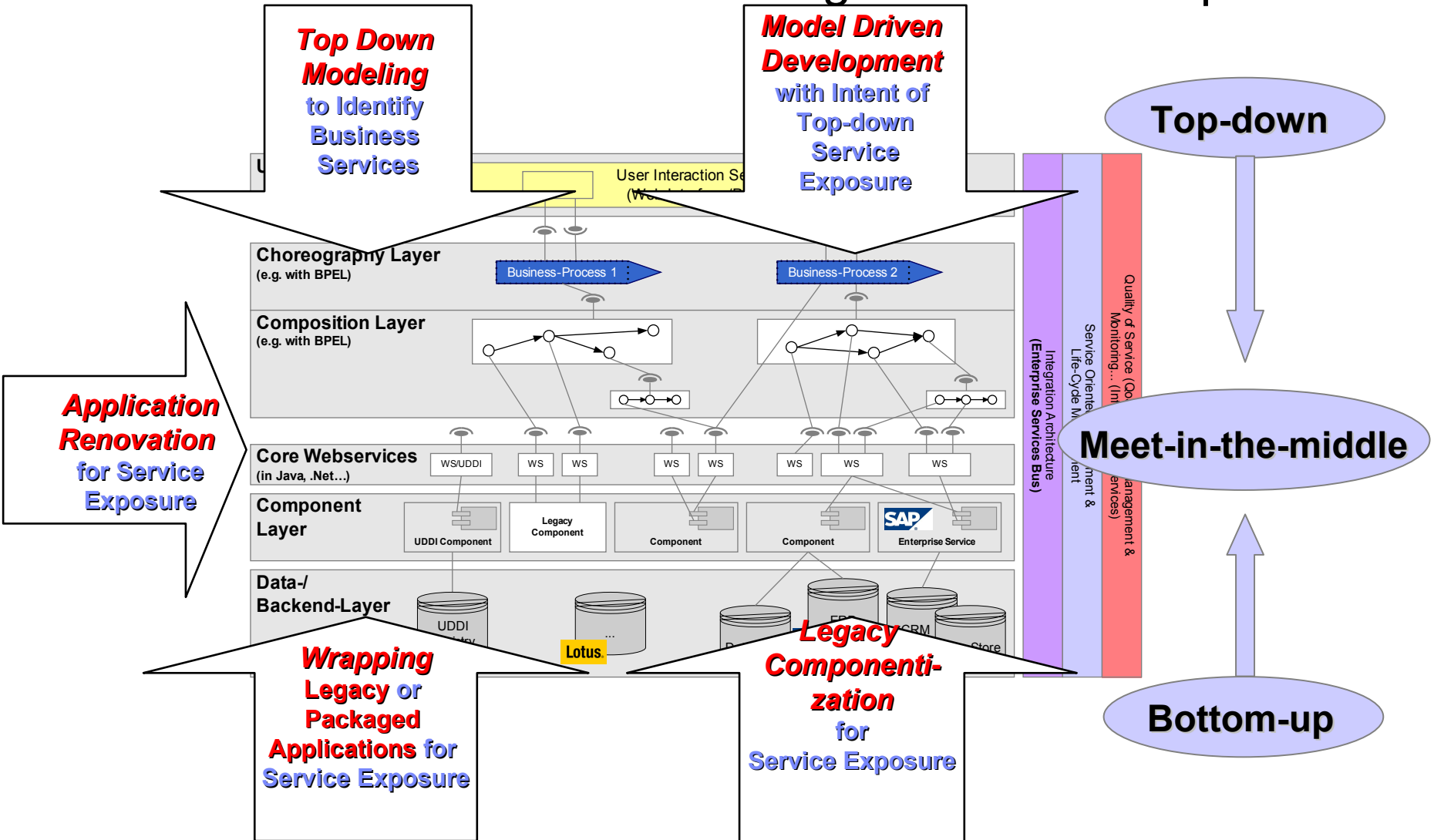
The vision of a Service Oriented Architecture: Loosely coupled, process driven services and components



What to offer your customer ?



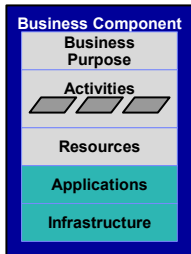
How to build a SOA within a heterogenous Landscape?



Top-Down Modeling & SOA frameworks

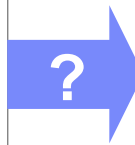
Combined approaches to implement a real-time, flexible “on demand” business

Component Business Model (CBM)

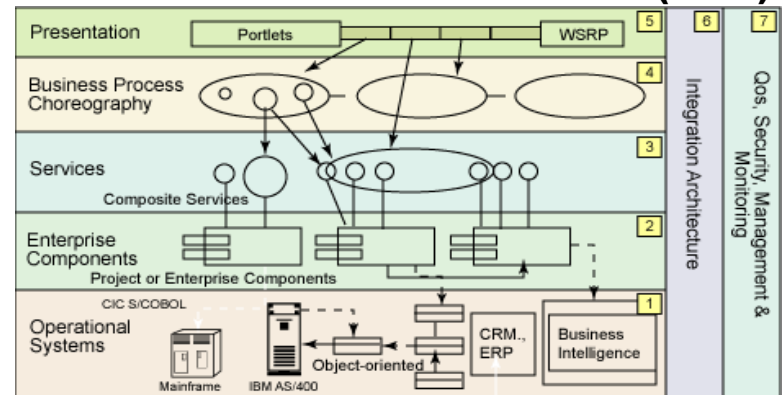


What components provide desired capabilities and differentiated core competencies?

- Component based modeling answers “What do I offer my customers?”
- First, create a componentized view of the business
- Next, decide what’s differentiating and what is simply standard operations
- Identified components need an analysis approach and then are organized in maps and models



Service-oriented Architecture (SOA)



- A service oriented architecture answers “How do I deliver my offerings?”
- First, what are the services needed to support the business?
- Next, decide what services can be leveraged from current assets
- Services need an architecture for application, data, infrastructure, integration, security, and operations

Model Driven Development by IBM and SAP

IBM Industry CBM

The component business model

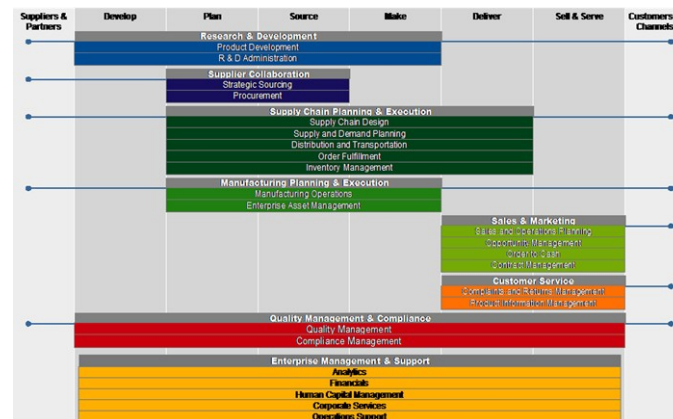
The component business model is a logical representation, or map, of a business that reveals its essential building blocks

	Business Administration	Product Management	Customer Acquisition	Customer Portfolio Management	Customer Service and Sales	Product Operations	Customer Accounting	Financial Management
Direct	Business Planning	Sector Marketing Plans	Acquisition Planning	Customer Portfolio and Analysis	Customer Sales Planning	Product Operations Management	Customer Accounting Types	Risk Management
	Business Architecture	Managing Products	Acquisition Oversight	Credit and Risk Management	Customer Servicing Planning			
Control	BI Administration	Product Development and Deployment	Customer Target Lists	Application Processing	Service/Sales Administration	Operations Administration	Reconciliations	Financial Control
	Manage Alliances			Customer Behavior Decisioning				Asset Securitization
Execute	BI Management	Marketing	Campaign Execution	Customer Profile	Sales	Product Processing	Billings	Treasury
	Legal				Servicing		Payments	Financial Consolidation
	Audit	Market Research		Contract/Event History	Credit Check	Rewards Program Management	Customer Act	
	Facilities	Product Directory		Correspondence	Cross Selling	Product Inventory Management	Merchant Operations	Collections and Recovery



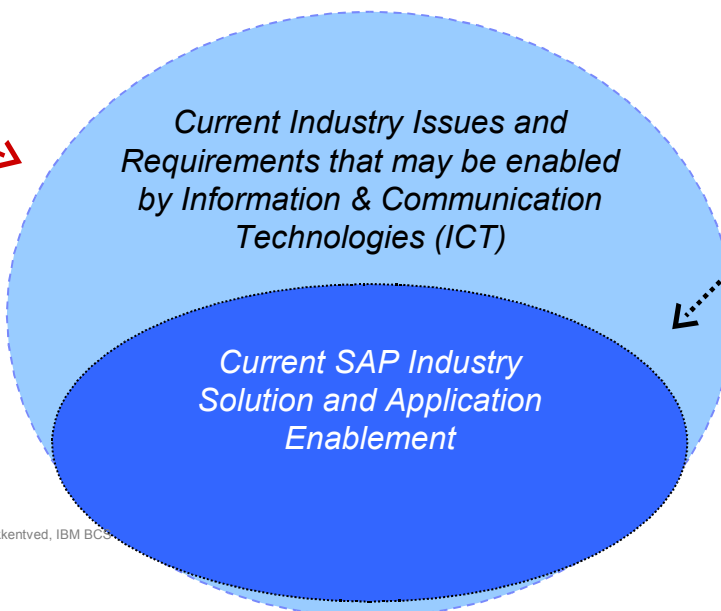
potential for developing client differentiating ESA/SOA Composite Applications

SAP Industry Solution



SAP's perspective on Industry and Application Solutions

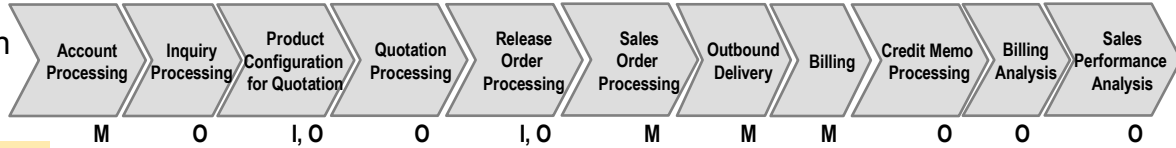
IBM's perspective on Industry and Application Solutions



Process Selection and Services identification: Example of creating services for Order 2 Cash – Sales Order Processing

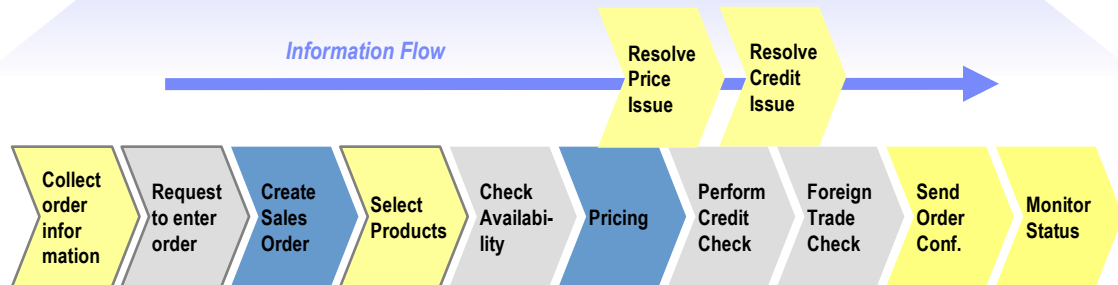
- Complete processes or process steps with frequent high execution time or frequent high execution costs
- Areas with frequent custom development
- Information logically linked and often needed by users is distributed throughout disparate systems
- Information is manually transferred from paper into applications or between applications
- all needed input parameters for performing a specific activity are already available in a system, not necessarily in the system implementing this activity
- Important data from external (technical) sources or functionality not supported by SAP is either needed within the process in general or enables the automation of the respective Task
- Usage of industry standard
- There are different variants of a given business process where major parts are stable and only single activities may vary.
- A solution often receives data from various other solutions.
- A solution often is deployed multiple times within one company, with data exchange between the solutions.

Order2Cash



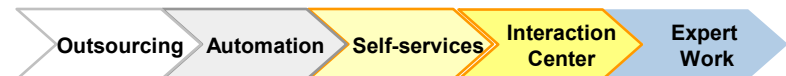
I: relevant for specific industry
M: mandatory process
O: optional process

Drill-down from Scenario & Process to Process Steps



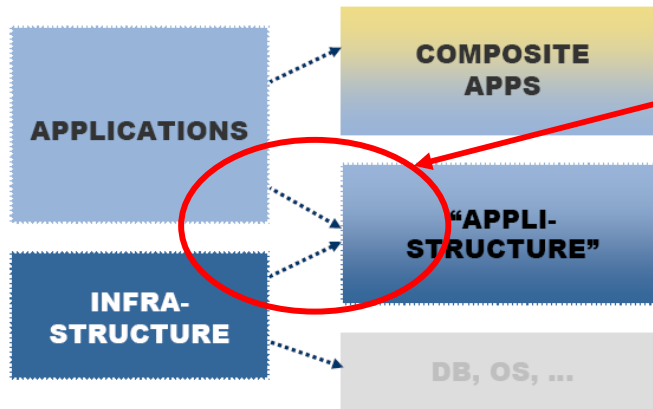
Identify Service Candidates by Process Step

Process step is candidate for:



SAP's "Applistructure" ties infrastructure with applications

■ The Rise of "Applistructure"...



SAP's strategy blurs applications & infrastructure...

... a stark contrast to IBM's which maintains separation of applications and infrastructure to help companies remain flexible and innovative

Companies will be looking for a **partner** who can provide them the **reliable, scalable, and flexible platform** they need to efficiently support fast-evolving business strategies/models

SAP's ESA Strategy

The Journey From Monolith to Component Services

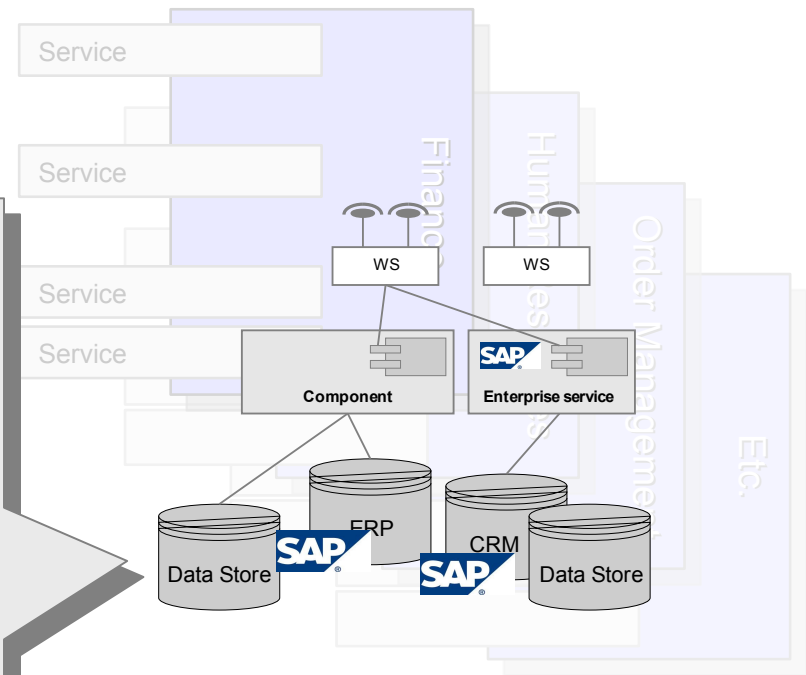
Current monolithic system(s)

- CO: Controlling
- EC: Enterprise Controlling
- FI: Financial Accounting
- IM: Capital Investment Management
- TR: Treasury
- LO: General Ledger
- MM: Material Management
- PM: Plant Maintenance
- PP: Production Planning
- PS: Project System
- QM: Quality Management
- SD: Sales & Distribution
- PA: Personal Administration
- PD: Personal Planning & Development

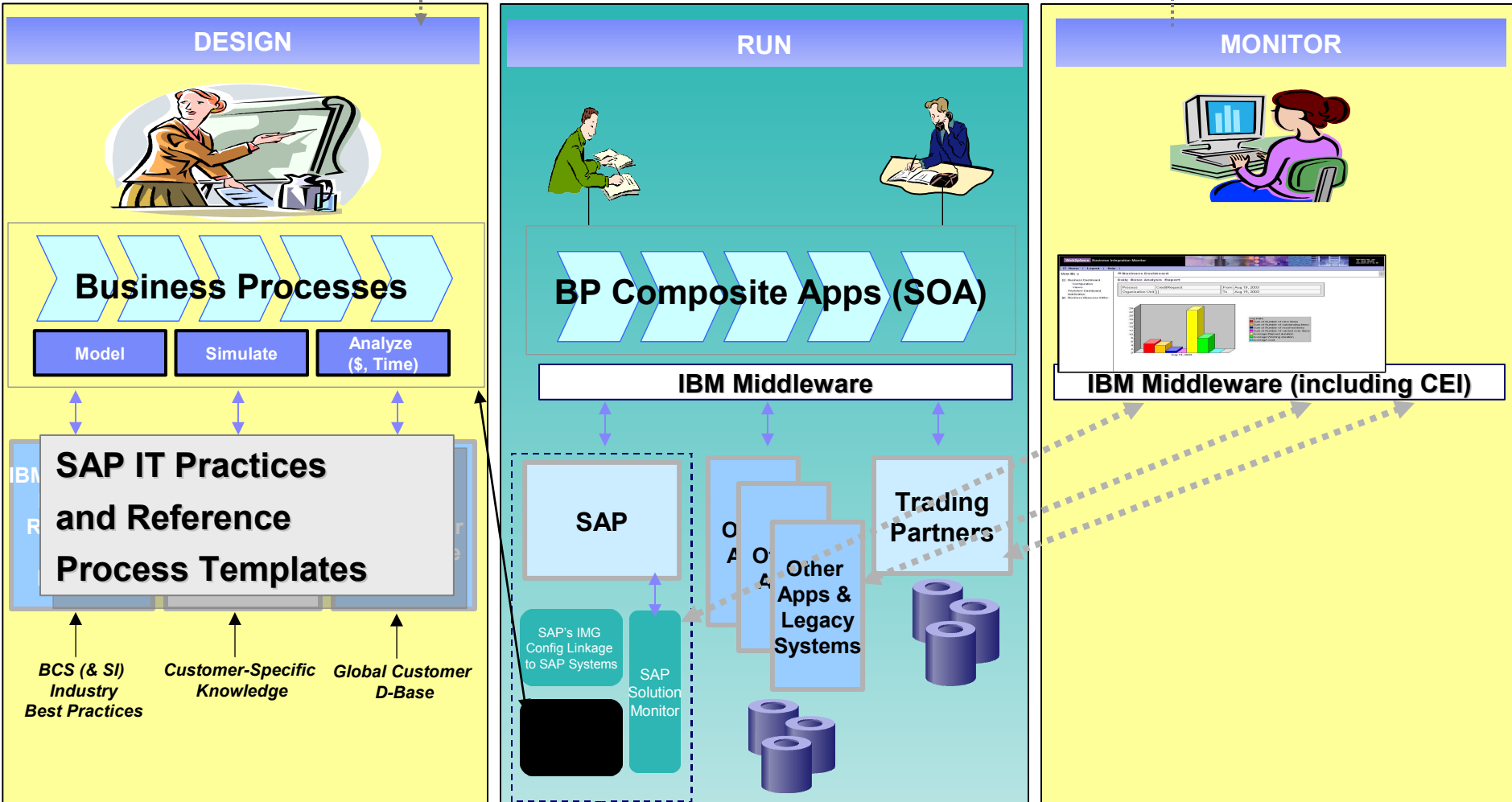
Coexistence of "old" and "new"!

- IBM's SOA approach let customers the **freedom of choice**. The possibility of the **coexistence of "older"** (R/3 Systems) **and "newer"** (mySAP / NetWeaver) **technology**.
- The **independency of application- and infra-structure components** results in more flexibility

Application Components
"Enterprise services"

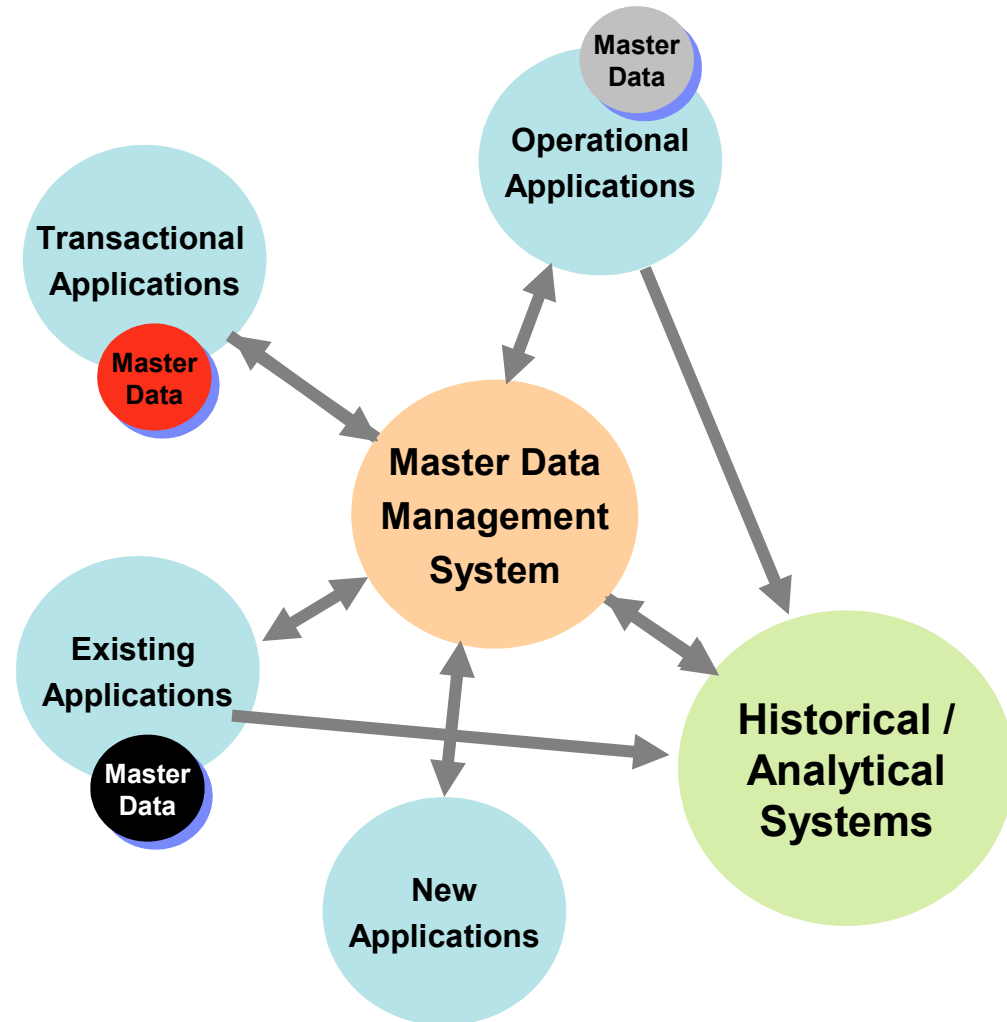


With IBM, You Design, Run and Monitor Your Processes Seamlessly Across Your Heterogeneous Environment



Example: Master Data Management,
The need for centralization of MDM together with a loose coupling approach make it possible to include IBM MDM into SAP environments

- Centralization is inevitable
- Separation from ERP transactional systems must be achieved anyway
- In an SOA context, applications are hidden behind webservice interfaces
- Application specifics get minor
- External standards on the data schemes require independence of application specifics



Summary: With IBM, an SOA is Possible Today – With Your Existing Applications

- **The majority of our customers have SAP software pre mySAP releases in production**
 - Experience has shown it makes sense to wait for mySAP to stabilize
 - There are internal and external integration problems to solve
- **IBM SOA is flexible, vendor neutral & gives you CHOICE**
 - no lock-in: other vendor & home-grown applications can be part of composite applications with ease
 - YOU own your data ... don't pay for access to it! No usage charges in IBM SOA
 - YOU dictate the rate & pace of adoption, independent of where your key vendors are along the SOA roadmap ... no big bang migrations!
- **With IBM, develop & re-use any kinds of services (not only Web services technology)**
 - Choose your or partner best/optimal business applications & services in support of YOUR environment, no need to “rip & replace”
 - Use current R/3 installations – no need to move to mySAP to benefit from SOA
- **IBM infrastructure is complete & proven**
 - Industry strength – demonstrated in production across all industries
 - Technically superior, performant, highest levels of functionality and scalability, most productive development tooling
 - Complete Platform (no missing pieces) - SAP has no Service repository or ESB today
 - Proven services methodologies & best practices from 2000+ SOA engagements