



# IBM SOA Summit



\* Informations valorisées et SOA,  
le couple gagnant.



IBM SOA\*  
Summit



# SOA for SAP customers TE20

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# IBM/SAP - a close partnership



## Working together for customer success...

- 5 SAP partnerships centers WW
- IBM has certified its software products with SAP since 1996
- SAP run DB2 as their production system database
- 3,000 other customers also run their SAP applications on DB2
- Thousands more are using other IBM software to complement their SAP applications



## ➤ Customers achieve business results by combining IBM software & SAP applications:



Improved SAP TCO by re-assigning resources from data center to business task



deliver product information 50% faster and with Euros 1m annual cost saving by using Information SOA with SAP

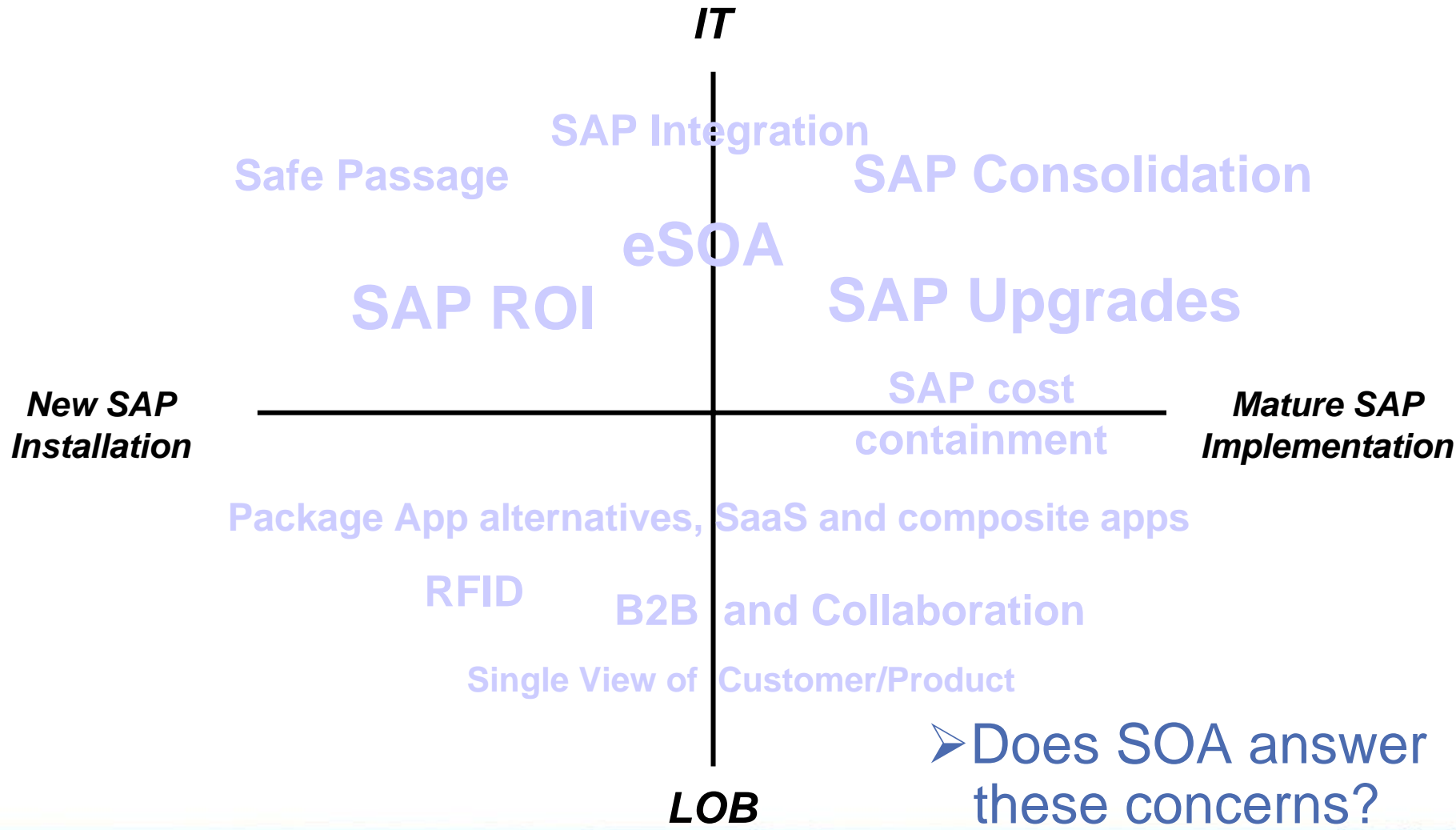


decreased time taken to integrate SAP and other applications by 84% using WebSphere SOA





# Concerns SAP customers share with IBM



# SAP and IBM on SOA (I)

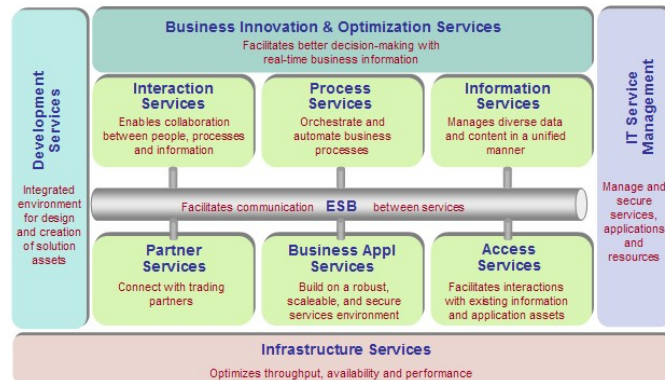
A shared perspective into the future...

## Common Vision

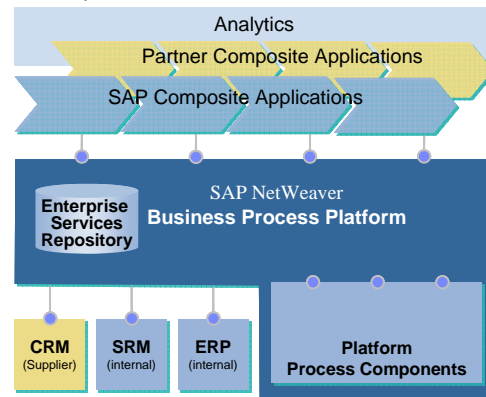
- Services based
- Delivering „on Demand“
- Adaptive to changing business requirements
- Business Process oriented
- Composite applications

## Common Technologies

- J2EE (not .Net)
- Web Services
- SOAP, UDDI, XML
- Eclipse



## Enterprise Service Oriented Architecture

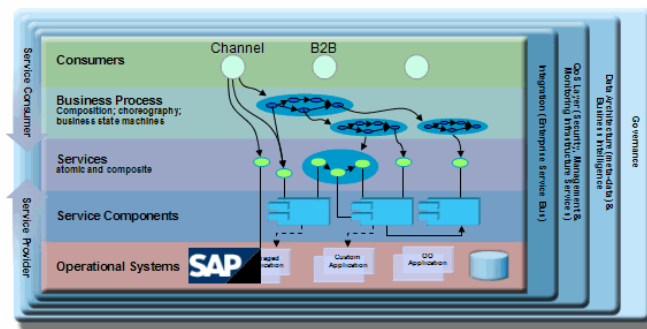
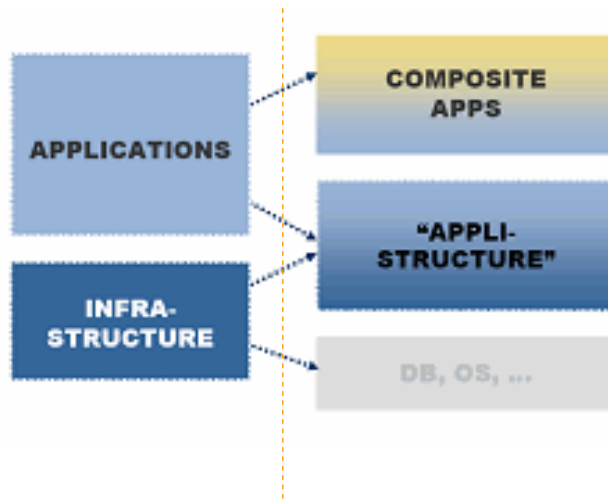


# SAP and IBM on SOA (II)

...but with different implementation strategies and offerings

## IBM SOA

- Clear separation of applications and infrastructure
  - open composite applications
  - loose coupling
  - Web Services and much more
  - application neutral
  - vendor neutral
  - efficient and proven

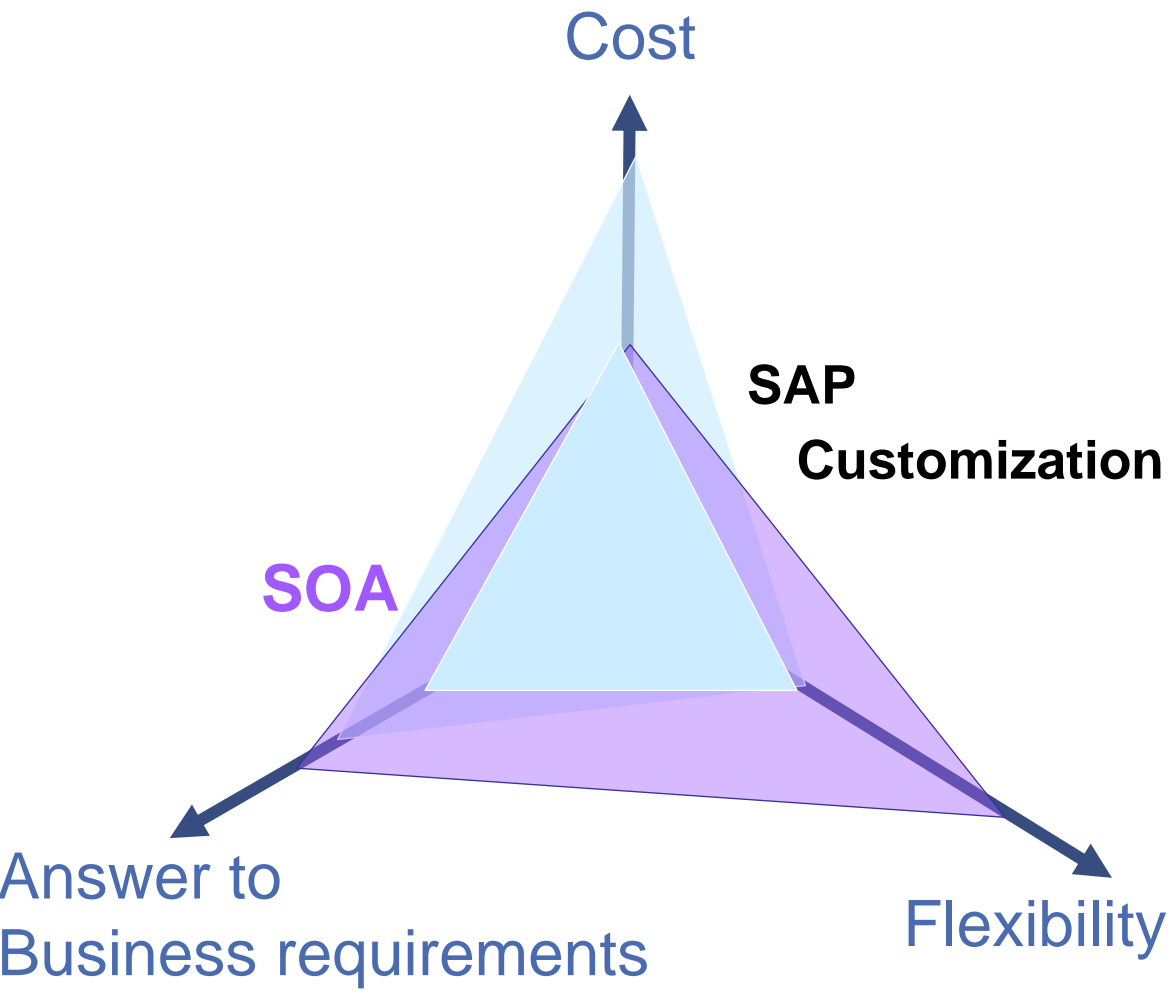


➤ Freedom of choice

## SAP eSOA (ESA)

- “Applistructure”: blurring applications and infrastructure:
  - proprietary composite applications (xApps)
  - tight coupling
  - Enterprise service centric
  - SAP focused
  - still to be proven

➤ SAP lock-in



- IBM SOA (GBS & SW) enables SAP customers to get the optimum value from their SAP application investment
- Drive down cost
- improve responsiveness to business requirements
- achieve greater flexibility
- Now is the right time for customers to consider the benefits of SOA for their SAP implementation



# SOA proof point - customer example



Implementation of mySAP CRM to meet functional request and support different markets  
 Project started using SAP/XI only → failure

→ Success achieved with IBM SOA & SAP



## 1 - Original production state



## 2 - The failed try (project stopped)



## 3 - SOA IBM implementation



Exploit IBM SOA

- flexibility, reuse and leverage standard SAP functionality, cost efficiency

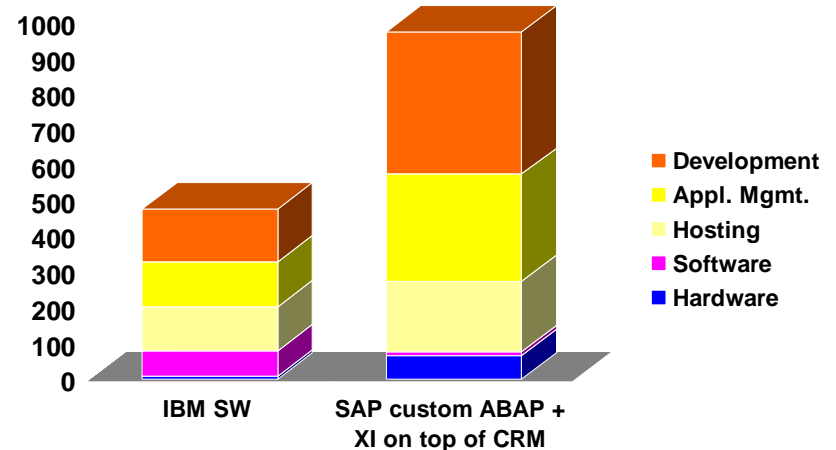


Custom code within CRM/ABAP:

- not compliant with SAP standards, inflexible
- most programming effort

Right concept, technology deficiencies:

- 9 months, 4 people : 20% of project done
- performance & scalability issues



➤ How do you engage to achieve such benefits ?



# How to achieve these benefits: SAP VAP



## 1. A software tool take a snapshot of the overall “health” of the SAP system

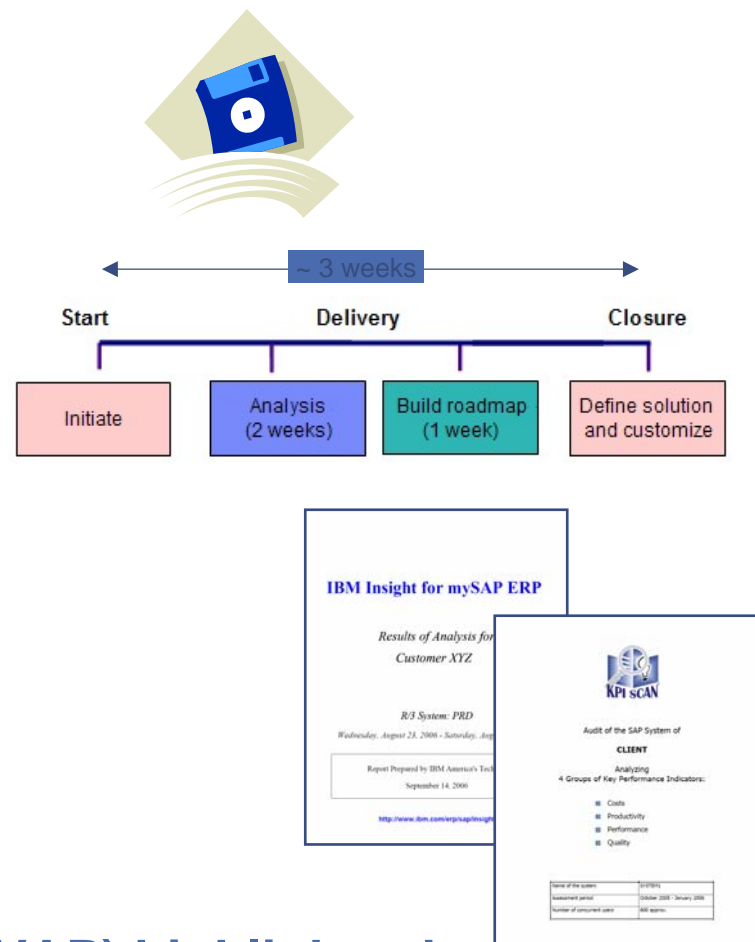
- Analysis of custom code, system performance, transactions used
- Holistic, quantitative and automated

## 2. Results from the tool, interviews and workshop used to build a roadmap

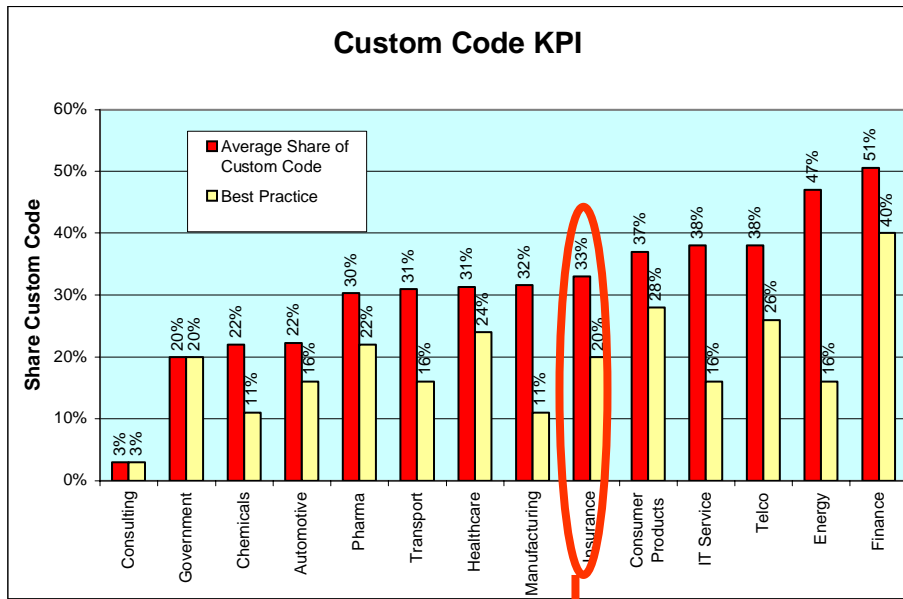
## 3. Leads to an IBM SOA for SAP report that

- Identify areas for improvement and optimization through IBM SOA usage
- Delivers recommendations, high level project plan, ROI estimates
- Identifies hotspots to bring business value to technical upgrades

➤ An SAP Value Acceleration plan (VAP) highlights the value of SOA to each individual customer situation



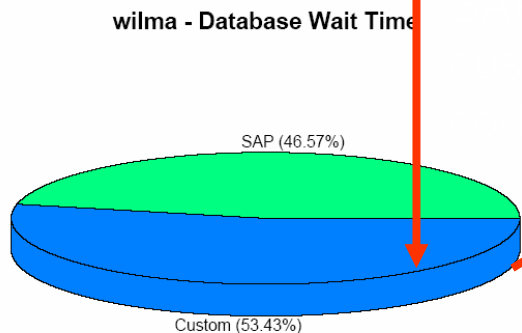
# SAP VAP – example tool output



## Top Transactions by Database Wait Time

Time (s)	%	Steps	Avg (s)	Module	TCode/Report
323195	6.4	17792	18.2	BC	RBDAPP01
299145	5.9	3251726	0.1	BC	SAPM0011
257499	5.1	10827	23.8	OT	ZVTX_CALL RFC
217789	4.3	172	1266.2	OT	ZRPV0092
185526	3.7	689576	0.3	SD	VA01
143864	2.9	1378647	0.1	BC	RSM13000
142656	2.8	6227	22.9	SD	RV50SBT1
128597	2.6	6924	18.6	SD	SDBLLEDE
84222	1.7	6135	13.7	OT	ZVTX_SEQUENCE
82511	1.6	115	717.5	PM	BIQMEL20
81641	1.6	80	1020.5	OT	ZUTS5200
80633	1.6	206	391.4	OT	ZRESCHED VBBE
60322	1.2	64	942.5	FI	REITEMGL
58596	1.2	75	781.3	OT	ZOTVL17A
56050	1.1	18812	3.0	SD	RSINAST00
52858	1.0	35	1510.2	OT	ZRPV491B
52275	1.0	81	645.4	OT	ZRPV0095
51938	1.0	26	1997.6	OT	ZRPV463A
51389	1.0	38	1352.4	OT	ZUTV411A
47485	0.9	44	1079.2	SD	RV21A010
45774	0.9	187	244.8	OT	ZRESCHED
44420	0.9	160562	0.3	PM	IWS1
44261	0.9	32	1383.2	SD	S3VBRKDLS
43793	0.9	35	1251.3	OT	ZRPV0019
43620	0.9	18	2423.3	OT	ZOTVV06A
43420	0.9	21	2067.6	OT	ZRPV482A
			60.9	OT	ZUTI441A
			2	SD	VA02
			2	OT	ZV33
			632.5	OT	ZRPF425A
			82.0	BC	RBDMAIN1
36458	0.7	40	911.5	OT	ZRPV0044
33361	0.7	38	877.9	OT	ZRPF414A

## Database Wait Time by Code Type



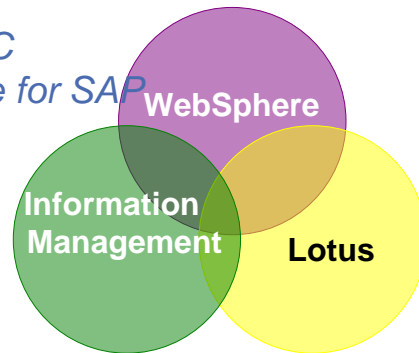
Understand detail of major customised programs

Creates an SOA report based on facts

# Sample RECOMMENDATIONS from a VAP

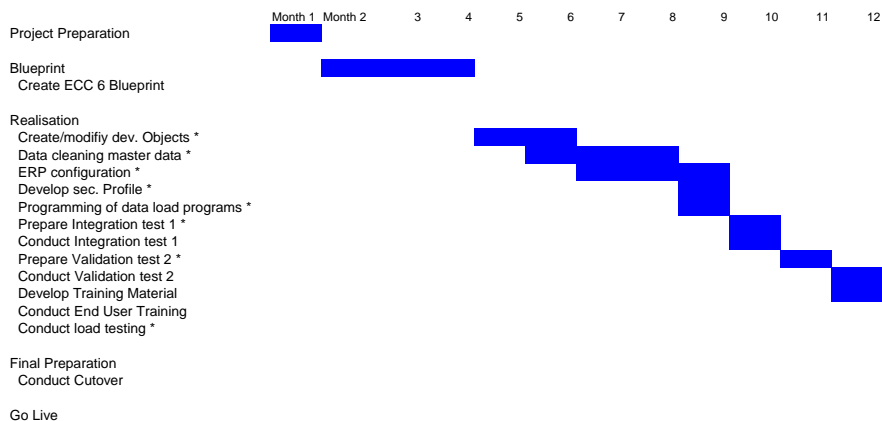
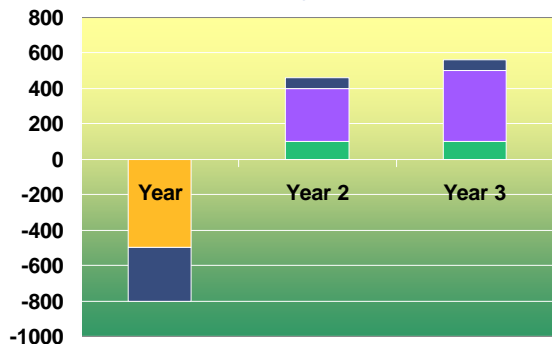
- Business pain: "SAP customization has resulted in multiple custom tables with handcrafted reports and complex processes"
- Proposed SOA solution: "Orchestrate processes that leverage common data repositories and optimize ."

WPS + WPC  
+ Lotus workplace for SAP



- Timelines to implement SOA for your SAP (GBS)

## ROI of SOA for your SAP:



➤ GBS unique SOA and SAP experience + Business understanding + SWG analysis tools + SWG SOA foundation = Customer success