

Delivering on Business Change

Introductions



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Founder and CEO – Limelight Solutions



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Director of Professional Services – EPI-USE Labs



VALUE THROUGH INNOVATION

EPI-USE Labs

 **+850** CLIENTS
WORLDWIDE

GLOBAL
FOOTPRINT 

>30% OF REVENUE SPENT
ON R&D ACTIVITIES

 **47**
OPERATING IN
COUNTRIES

98% CLIENT
RENEWAL RATE

+4,000 LICENSES SOLD

MULTI-LINGUAL GLOBAL SUPPORT TEAM

DEDICATED  **TEAM**
IN-HOUSE

 **SATISFIED CLIENTS**

 **98%**
OF TICKETS RESPONDED TO
WITHIN 30 MINS

WIDE LANGUAGE
SUPPORT 

24-HR SUPPORT EVERY
WORKING DAY

 **80%**
OF TICKETS RESOLVED IN
< 24 HOURS

CLIENT CENTRAL - OUR COLLABORATIVE COMMUNITY

UNIQUE  **ONLINE
PORTAL**

**ALL CLIENTS
HAVE ACCESS**

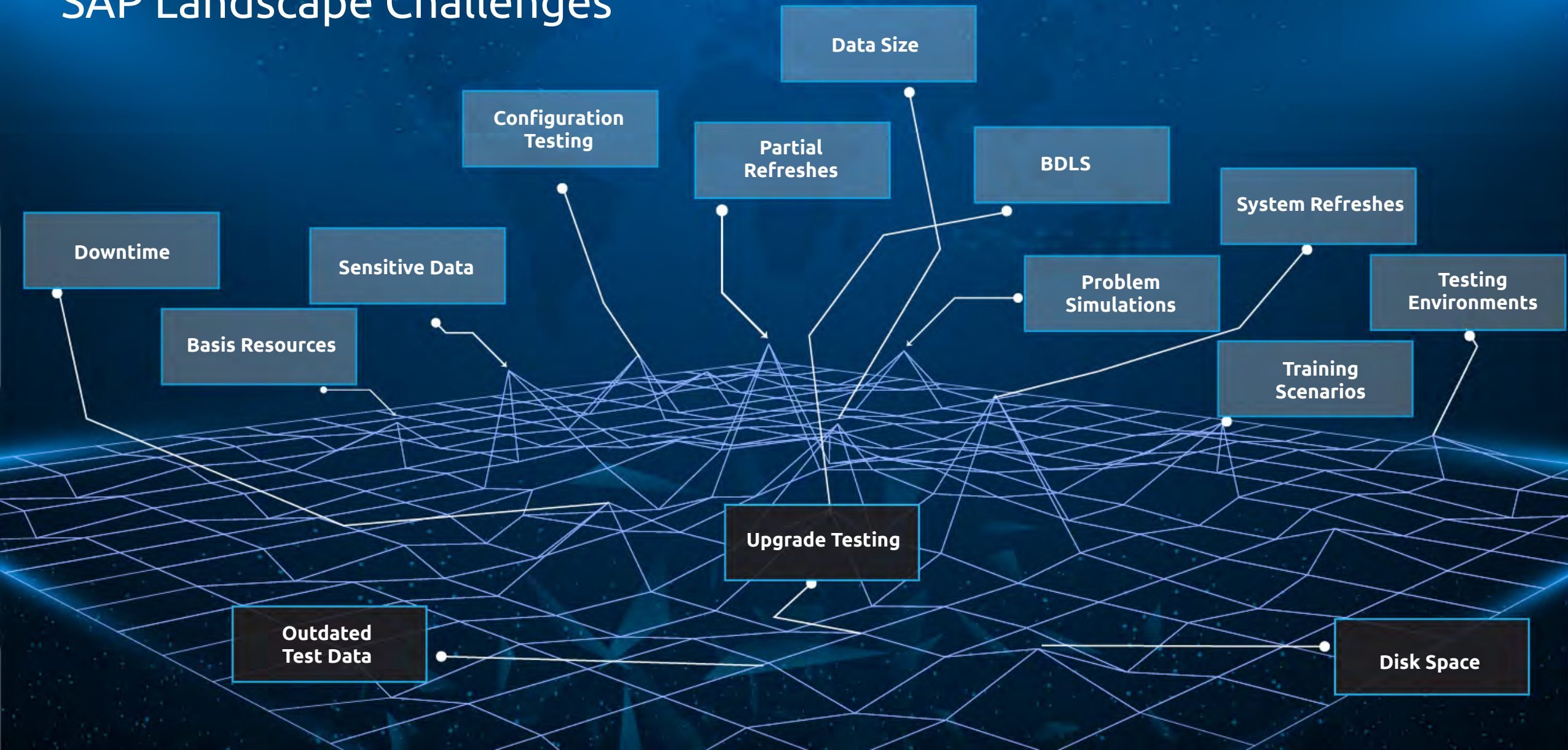


+10,000

PORTAL 

USERS

SAP Landscape Challenges





Data Sync Manager

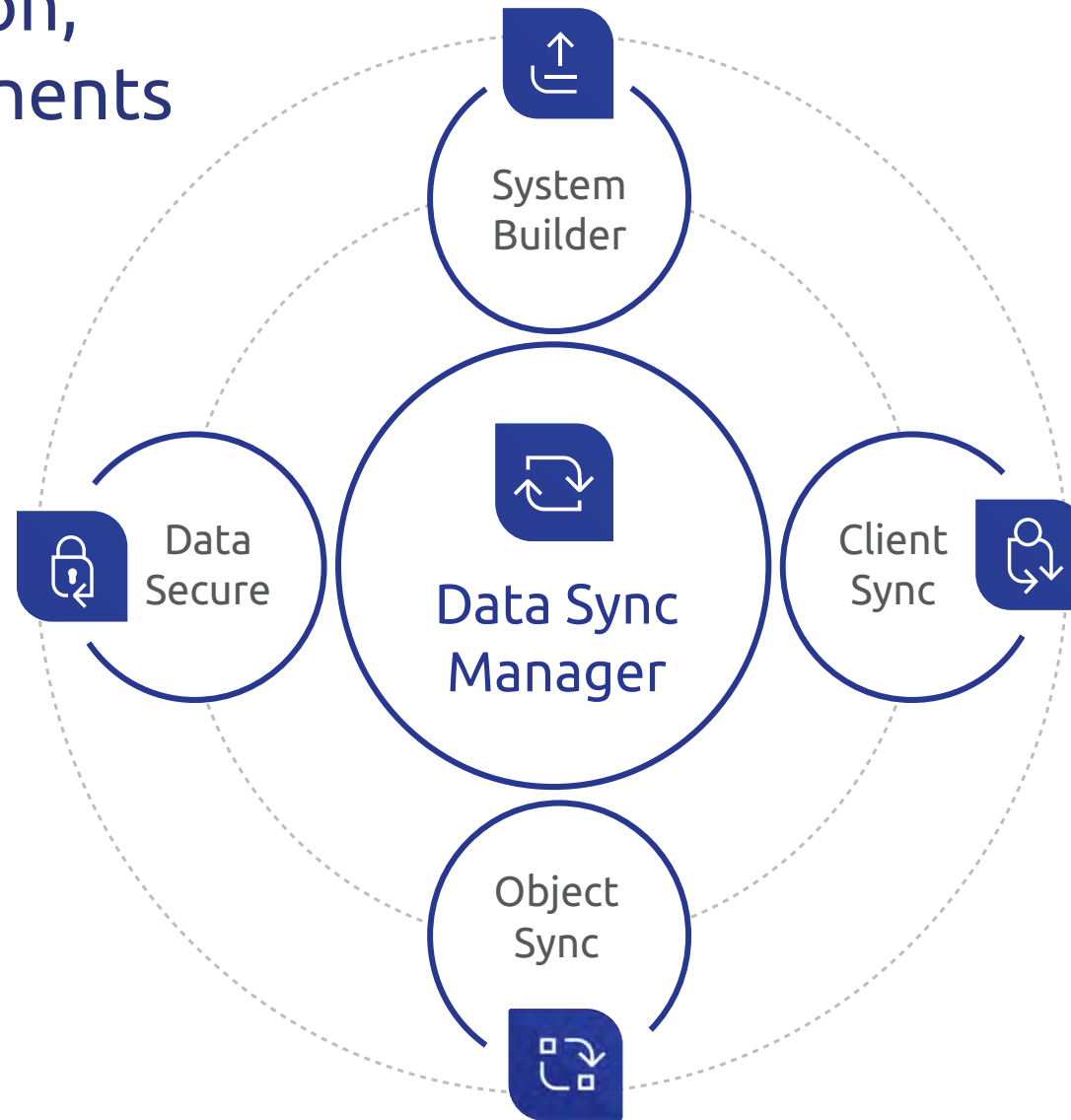
Integrated Solutions for SAP Systems



SAP® Certified
Powered by SAP NetWeaver®

SAP® Certified
Integration with Applications on SAP HANA®

DSM: One solution, different components





Case studies





Neil How

Founder and CEO,
Limelight Solutions

- 25 years experience running SAP programmes in both consulting and end user roles
 - Multiple sector, award winning delivery
 - Small projects to multimillion global programmes
 - Waterfall, Agile, DevOps
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**Anything over 6-months is out of
date before it is live**



Today's Key Messages

- Digital Era
 - What is the digital era, why should I care about it, why do I need to adapt what I do?
 - Key workforce personalities in this era - Baby Boomers, Millennials, Generation Z
- Delivery Challenges
- How We Need to React To These Challenges
- A Casing Point



What got you're here, wont get you there

Digital Era

- Started in the mid 1970's by the analogue to digital switch
- Key features
 - Mature era - Highly Complex
 - Speed of innovation and delivery
 - Combinatory innovation
 - Hardware or platform innovation

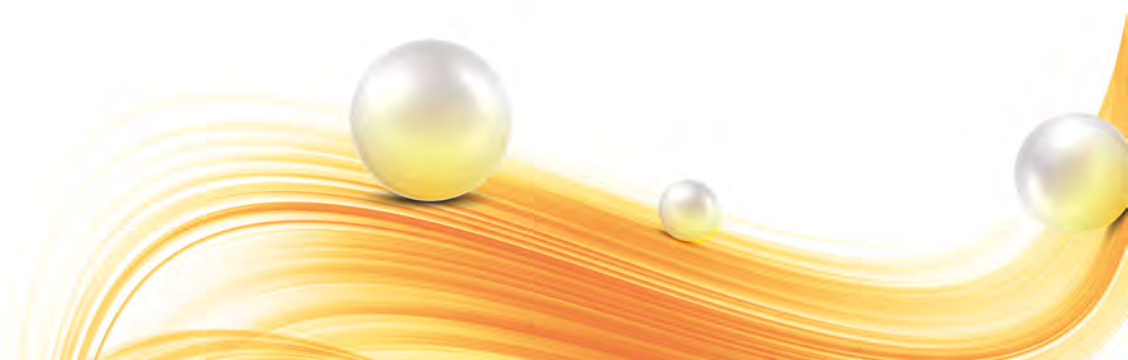


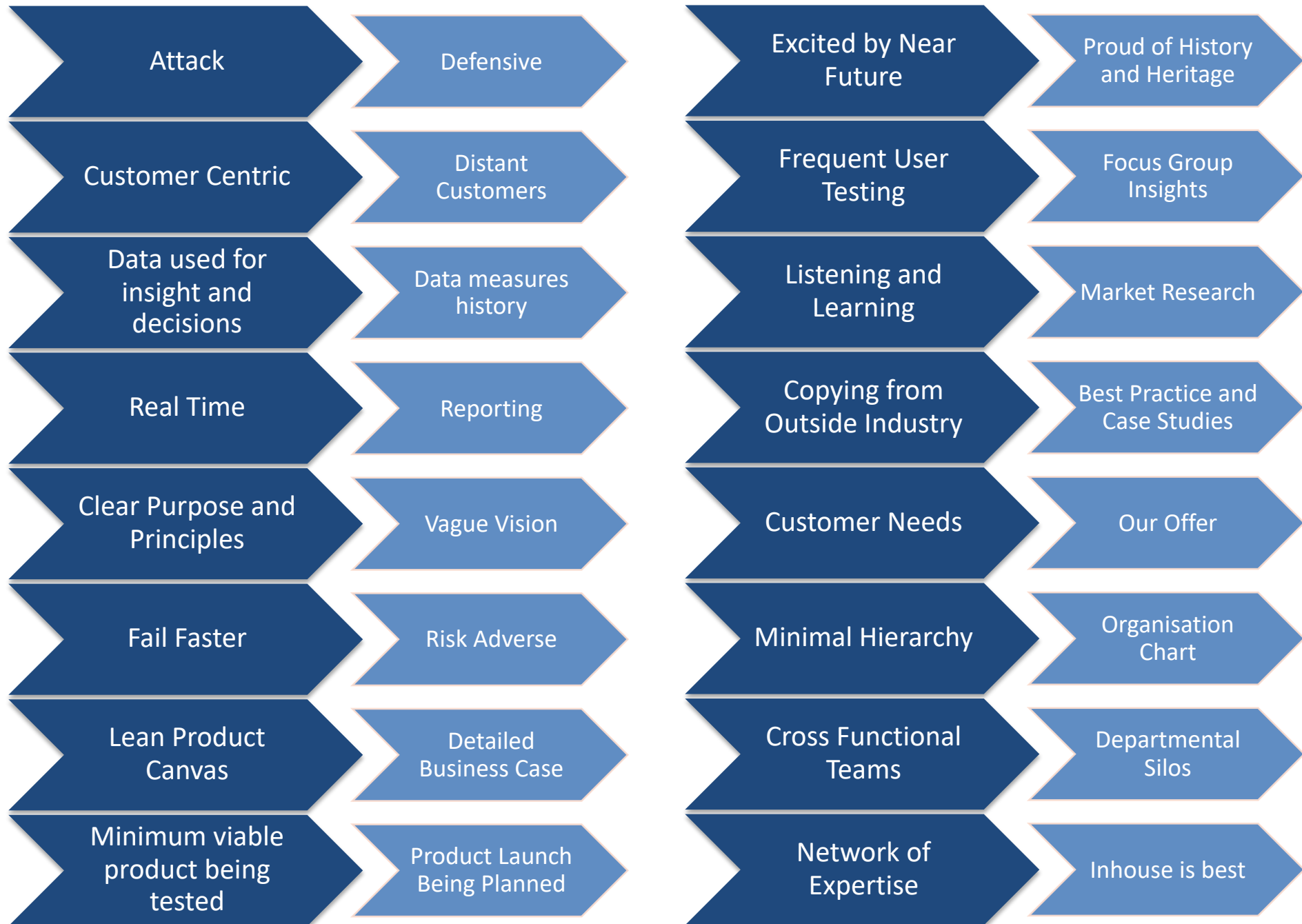
The digital era is a humanistic era



Digital Era

- Shorter timescales
- Increasing complexity
- Shifting consumer behaviours
- Disruptive competition
- Lack of information
- More risks, more often
- Diverse workforce

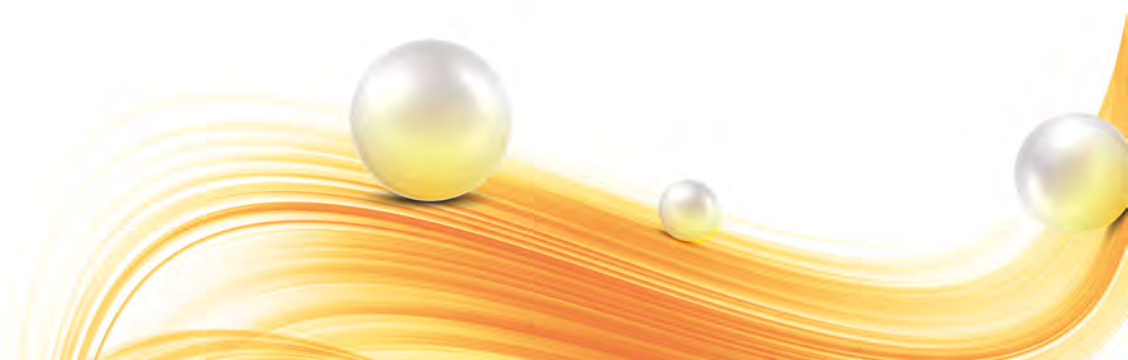




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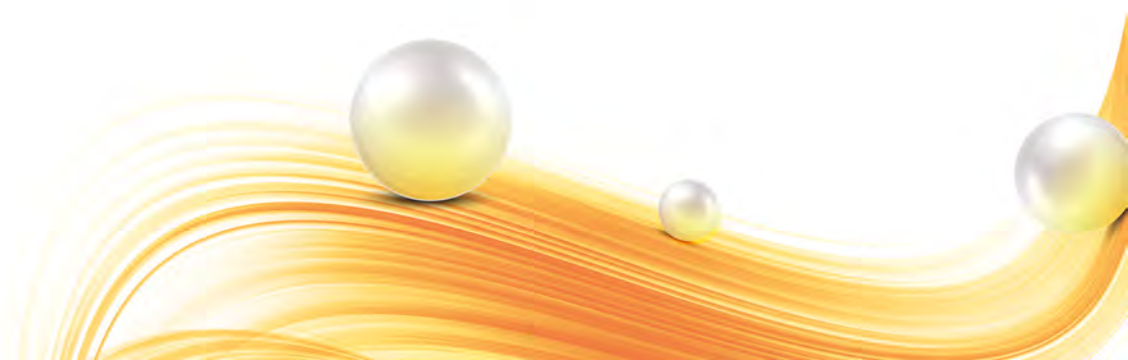
Casing Point

- Projects and their conception/execution **need to change**
 - Old ways not sufficient
- Need **tooling** that can deliver projects in the digital era
 - Timely and accelerated
 - Cost effective
 - Robust and industry standard



EPI-USE Labs: Data Sync Manager, Data Secure and Variance Monitor

- Part of the **Limelight Solutions acceleration toolkit**
 - Complete landscape flexibility
 - Complete data flexibility
 - Security and compliance



Project Delivery



- Tooling to spin up systems and clients quickly.
 - **Demonstrate functionality** – Understanding/Stakeholder buy in
 - **Fail Fast** – if it isn't going to pivot immediately
 - **Preserve BAU** – business moves rapidly in digital era
 - **Listen learn and react** – Feedback at the decision level – prevent wasted money
 - **Throw away culture** – answer the 'Why' question
 - **Lean Product Canvas** – talk answers not products



Project Delivery



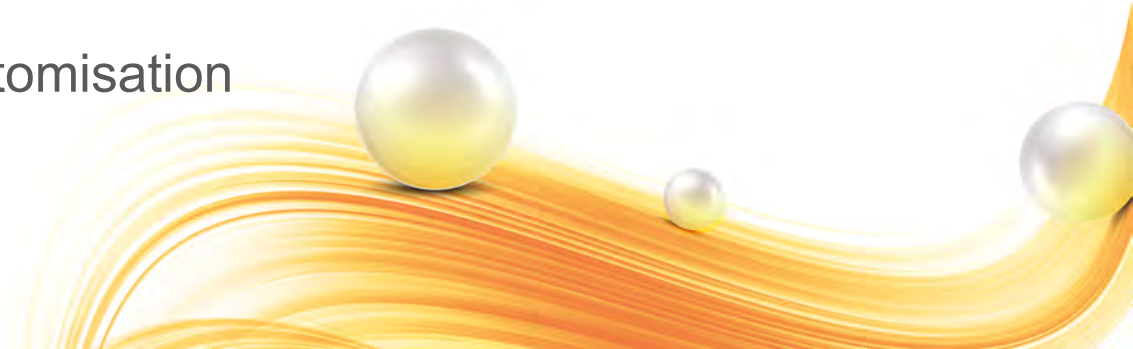
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 - **Lean Product Canvas** – talk answers not products
- Prototype assisted decision making



Project Delivery



- Tooling to spin up systems and clients quickly.
 - **Show and tell** – no more theoretical workshops
 - **Knowledge and learning** - internal and external teams, config playground
 - **Endorsement** - Organisational buy in and understanding
- Minimal Viable Product
 - **Rapid prototyping (inc data)** – negate customisation



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- Prototypes
 - BAU protection
 - Protect intrusive development

Project Delivery



- Multiple clients and systems
 - **Rapid prototyping / Minimum viable product** – get to testing faster
 - Negate need for customisation
 - **Preserve core** project track / BAU
- Data orientated development
 - **No surprises**



Project Delivery



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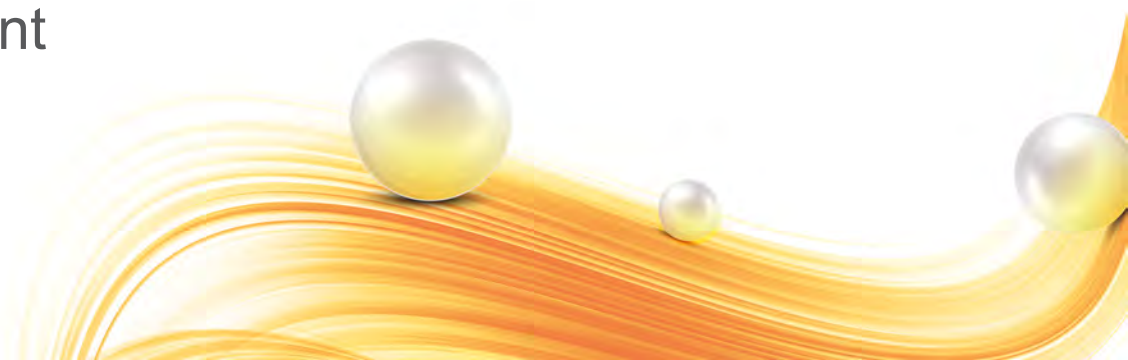


- Separate DEV instances (sandboxes)
 - Prototypes
 - Intrusive developments
 - Throw away boxes
- Separate project track
 - Governed by SAP Solution Manager
- Live data imported into all environments
 - Scrambled

Project Delivery



- Multiple test clients
 - Reset back to baseline
 - More frequent testing – rather than staged test events
- Real world data
 - End of year / month at volume from day one
- Move scrambled data from PRD environment
 - GDPR



Project Delivery



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- Test in multiple clients and systems
 - Continual refresh strategy
 - Data imported back through landscape
 - Full scrambling
- Throw away once tested – then rebuild



pets at home

- Testing on live data

Project Delivery



- Create PRD clone to test **transport migration**
- **Full productive cutover simulation**
 - Including data impact



Project Delivery

Decision

Design

Develop

- Create PRD clone to test **transport mi**
- **Full productive cutover simulation**
 - Including data impact

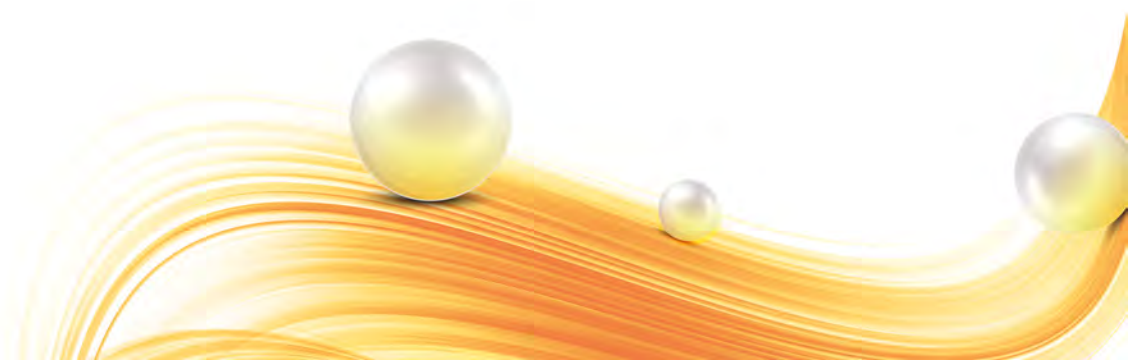


- Frequent refresh of pre preproduction
 - Transport hygiene
 - Data impact – complex revenue recognition
- Some facts: -
 - Over 75 client refreshes
 - 25 complete system builds
 - Over 25 million data points migrated during test events.

Your Host



- Providing SAP products and services based on the challenges of delivery in a digital era
- Implementation projects within 6-months
- Acceleration tooling and running with digital at the forefront
- www.limelightsolutions.co.uk



Train travel used to be popular: rails, switches and schedules. Today, people sail. The weather, bearings, breaks, repairs, crew, destinations — everything needs to be adapted again and again. And everything quicker and more effectively than the day before.