ASUG COMMUNITIES
North Carolina/Virginia Chapter Meeting
Friday, March 23, 2012

Fairfax Water Authority
Frederick P. Griffith Jr. Water Treatment Plant
9600 Ox Road
Lorton, Virginia 22079

Thank You to Our Sponsors: Alert Enterprise, F5 Networks, Protera, Winshuttle, and OpenText

Time/Room	Topic	Speaker
8:00 a.m. – 8:45 a.m.	Breakfast, Registration & Networking	*Compliments of Our Sponsors*
8:45 am – 9:00 a.m.	Welcome; ASUG Leadership Update	Chapter Leadership
9:00 a.m. – 9:45 a.m.	Using BOM to Gain Planning and Scheduling Efficiencies	Jeff Smith, *Fairfax Water*
9:45 a.m. – 10:30 a.m.	Prepare for Tomorrow with Better SAP Application Delivery Networking	Mike Schrock, *F5 Networks*
10:30 a.m. – 10:45 a.m.	*Break & Networking*	
10:45 a.m. – 11:30 p.m.	Enhance Security While Meeting Agency Cost Reduction Mandates with Identity and Access Governance for HSPD-12 Security Convergence Solutions	Jasvir Gill, *Alert Enterprise* Chris Runde, *Alert Enterprise*
11:30 a.m. – 12:15 p.m.	Moving from Traditional ECM to Content Centric Business Processes	Jody White, *OpenText*
12:15 p.m. – 1:00 p.m.	*Lunch*	*Compliments of Our Sponsors*
1:00 p.m. – 1:45 p.m.	SAP and Cloud Computing – A practical view of the state of the Union	Christian Wissmann, *Protera* Steven Jones, *Amazon Web Services*
Afternoon Breakout Sessions 1: 1:45 p.m. – 2:30 p.m.		
Main Room	Reduce the Time and Effort Required to Administer SAP Applications in Virtual and Cloud Infrastructures	Jeff Anders, *SAP America, Inc.*
Breakout Room	The DNA of a Successful Business Intelligence Effort	Jim Hadley, *Tiber Solutions*

2:30 p.m. – 2:45 p.m.	*Break & Networking*	
Afternoon Breakout Sessions II: 2:45 p.m. – 3:30 p.m.		
Main Room	Roundtable – Cloud Computing	Jeff Anders*, SAP America* Christian Wisman, *Protera* Steven Jones, *Amazon Web Services*
Breakout Room	Modification-Free Adaptions to SAP Programs? Using the New SAP Enhancement Framework They're Possible — and Here's How	Tony Cecchini, *Defense Logistics Agency / Information Technology Partners*
Afternoon Breakout Sessions III: 3:30 p.m. – 4:15 p.m.		
Main Room	10 Ways Excel Drives More Value From your SAP Investment, While Making your SAP Life Easier	Jennifer Morris, *Winshuttle*
Breakout Room	Designing Business Intelligence Applications and Dashboards for End-User Needs	Jim Hadley, *Tiber Solutions*
4:15 p.m. – 4:30 p.m.	ASUG Influence Overview	Rudy Hendricks, Chapter Chair
4:30 p.m.	Meeting Wrap-up and Giveaways	Chapter Leadership

Lodging

- Quality Inn
  - 1109 Horner Rd Woodbridge, VA
  - (2.3 miles from location)

- Econo Lodge
  - 13317 Gordon Blvd Woodbridge, VA
  - (2.3 miles from location)

- Comfort Inn
  - 8180 Silvebrook Rd Lorton, VA
  - (2.6 miles from location)

Presentation Abstracts

- ### Reduce the time and effort required to administer SAP applications in virtual and cloud infrastructures

  - **Abstract**: This session explains how to leverage SAP NetWeaver Landscape Virtualization Management to deploy and manage SAP Business Suite applications in a virtual infrastructure, whether it is on a private or public cloud. Learn how to use SAP NetWeaver Landscape Virtualization Management to automate key aspects of lifecycle management, such as capacity management, downtime scheduling, and system copy and refresh. Walk through demos of key functionality such as landscape visualization, intersystem dependency framework, performance monitoring, automatic capacity management, and the built-in task planner.

  - **Jeff Anders**, Director Solution Management, *SAP Labs, LLC*

    - Jeff joined SAP in May 2010 as Director of Solution Management in the Virtualization and Cloud product group. He is a member of the team responsible for establishing and driving the direction for new products to help SAP customers more effectively and efficiently deploy and manage their SAP applications in virtual and cloud environments.

      Prior to joining SAP, Jeff held positions as a Sr. Director of Product Marketing at Embarcadero, responsible for the product marketing and product management efforts of Embarcadero's Java products, as a Director in the Platform Solution Marketing at SAP where he was responsible for all outbound marketing activities related to SAP's Java and ABAP developer tools, and in various roles over 16 years with Sun Microsystems.

      Jeff holds a BA in Mathematics from West Chester University, and an MS in Computer Science from Villanova University.

- ### Enhance Security While Meeting Agency Cost Reduction Mandates with Identity and Access Governance for HSPD-12 Security Convergence Solutions

  - **Abstract:** Presidential Memo OMB M 11-11 has shed light on the continuing challenges to comply with Homeland Presidential Directive HSPD-12. To address the challenges of a common, reliable and secure identification standard and to truly ensure compliance with HSPD-12, government agencies are seeking a solution to reduce the cost and complexity of the requirements while simultaneously safeguarding critical assets and applications.

    Learn how security convergence techniques combined with Identity and Access Governance solutions are being deployed utilizing software technology that addresses blended threats across both logical and physical domains to truly address HSPD-12 requirements. Discover novel techniques of extending access certifications beyond just IT applications. Learn how eliminating silos across departmental functions delivers real-time risk analysis and continuous monitoring to actively enforce security policies and safeguard critical assets and

infrastructure. Hear how organizations are leveraging a Common Digital Identity and integrating solutions for physical access across existing multi-vendor PACS systems, as well as logical access to enterprise and legacy applications. See why having a single solution to automate enrollment, credentialing, issuance and real-time identity verification reduces costs and reduces risk at the same time.

- **Jasvir Gill**, Founder and CEO, *AlertEnterprise, Inc.*
- **Chris Runde**, Director Federal and Airport Business, *AlertEnterprise, Inc.*

  - Jasvir Gill is the Founder and CEO of AlertEnterprise and has more than 20 years of experience in security, compliance and access management. Prior to Alert Enterprise, Jasvir was the Founder and CEO of application security company Virsa Systems where he led the design of the Virsa Continuous Compliance Suite. An early pioneer in establishing governance risk and compliance as a software market segment, Jasvir drove the growth of Virsa as an enterprise software provider signing up over 400 major corporations and organizations as customers. Virsa Systems was acquired by SAP in a deal valued at $400 Million. SAP made significant additional investments in this business and went on to sign up over 1,000 enterprise customers under the continued leadership of Jasvir who took on the role of Senior Vice President and General Manger of the SAP GRC Business Unit.

    Jasvir has personally worked with many of today's largest companies and most recognizable brands to deliver security and controls solutions for risk management and regulatory compliance. Early in his career he was recognized by Kodak and others for developing custom solutions to reduce the high cost of third party audits—long before the Sarbanes-Oxley Act. This experience led to the development of an innovative packaged compliance solution for SAP ERP systems and the adoption of these solutions by hundreds of multinational companies, including SAP. In 2007 Jasvir left SAP to establish AlertEnterprise and implement his vision to deliver the next generation of security applications.

- **Using BOM to Gain Planning and Scheduling Efficiencies**

  - **Abstract**: Fairfax Water has been configuring, training, implementing, and creating three types of Bill of Materials. By using this key integrated portion of SAP (PM/MM/FI), Fairfax Water has found that Bill of Materials is the tool to gain the efficiencies promised by purchasing SAP. Fairfax Water implemented SAP PM/MM/PS/FICO in one year and went live April 1, 2009. It took the EAM team the entire project year to purge and cleanse their equipment master data. Because of this timeframe, the EAM Team decided to delay creating the Bills of Materials for equipment, functional locations, and assembly BOMs until after Go Live. This course of action led to an inefficient and frustrating ERP solution. Using Bill of Materials allows Fairfax Water to gain the order- planning efficiencies and knowledge transfer for its aging workforce. This session will show how Fairfax Water will save money by having parts on site when they are needed, reducing craft time searching for parts, minimizing stock parts and spending more time working.

- **Lessons**
  - Using BOMs makes it easier on the end user to find materials versus searching the Material Master
  - Using BOMs makes planning work orders more efficient
  - Use of the Material Master gains valuable data that can be used to make educated decisions
- *Original Go-Live Date: April 2009*
- *Current SAP Release: ECC 6.0 EHPK 5*

- **Jeff Smith,** Business Process Analyst EAM, *Fairfax Water*

  - Jeff Smith has been with Fairfax Water (FW) for 22 years, where he worked his way up the plant maintenance department from a plant mechanic, plant maintenance assistant supervisor, and plant maintenance planner/scheduler. Jeff was the EAM team lead when FW implemented SAP in 2009. After implementation, he became a business process analyst working in FW (SAP) Solution Support Center. He mainly supports the production department's two large water treatment plants with SAP. This has allowed Jeff to gain valuable SAP experience with not only the Plant Maintenance module of SAP but also the MM module.

- **Prepare for tomorrow with better SAP Application Delivery Networking**

  - **Abstact:**
    Discovery how to get the most out of your SAP today and prepare for tomorrow with better SAP Application Delivery Networking. Learn how modern infrastructure and approaches create an agile IT department and drive business ahead with SAP Applications. Solutions will be highlighted through customer business cases including Colgate, SAP, BMW and British American Tobacco. The presentation is geared for both technical and business audiences and provides helpful animations, and user workflow demonstrations. At the conclusion of the presentation, the audience will have an appreciation for why the network is such a critical element for the performance, availability, enterprise mobility and security of SAP."

  - **Key Learning Objectives**
    - Understand the concept and architecture of SAP Application Delivery
    - Learn best practices on implementation of SAP for Availability, Performance and Lifecycle Optimization
    - Know lessons learned from other customers in previous implementations
    - What are the Application Delivery core considerations in your next SAP or BOBJ roll-out
    - How novel deployment techniques improve end-user satisfaction with any client SAPGUI, NetWeaver Portal, Process Integration, BOE, dashboards

  - **Mike Schrock**, Sr. Business Development Manager, *F5 Networks*

- **Modification Free Adaptions to SAP Programs? Using the New SAP Enhancement**

Framework They're Possible — and Here's How

- **Abstract:** SAP provides a large set of customizing options enabling SAP customers to adapt SAP programs to their needs. Customization alone, however, cannot always fulfill all customers' requests for individual adjustments or enhancements to meet specific requirements.

  SAP NetWeaver 7.0 (formerly 2004s) offers the new Enhancement Framework that not only is intended to unify the modification and classic enhancement techniques, but also offers you almost the same flexibility as modifications without the limitations of modifications. The new Enhancement Framework, which is integrated directly into the ABAP Workbench, enables you to change and enhance the SAP source code without modifying it.

- **Tony Cecchini**, CEO, *Information Technology Partners*

  - Anthony Cecchini is the president of Information Technology Partners (ITP), an SAP consulting company headquartered in Bridgeville, Pennsylvania. ITP was founded in 1993, Women Owned, Small Business Certified with a GSA IT 70 Schedule. ITP's focus is solely on SAP. ITP has more than 17 years of experience helping both large and midsize companies, and Government Entities worldwide maximize the return on their SAP and Business Objects investments.

  - Anthony has over 15 years of experience in SAP ECC business process analysis and systems integration. His areas of expertise include SAP NetWeaver integration; ALE development; RFC, BAPI, IDoc, Dialog, and Web Dynpro development; and customized Workflow development. Currently Anthony is working on a mySAP ERP implementation (ECC 6.0).

SAP and Cloud Computing - A practical view of the state of the Union

- **Abstract:** Cloud computing is currently one of the most discussed Information Technology subject, most Software have announced or already offer Cloud based options for their products and services. Last year at SAP and Amazon Web Services made the announcement that SAP had certified their platform for the deployment of SAP applications. This presentation details the practical implications of running SAP on the cloud for commercial and government organizations.

- **Christian Wissmann** , VP of Strategic Alliances, *Protera*.

  - At Protera, Christian works very closely with SAP and Amazon on the development of cloud based solutions that help mid market and global organizations with the deployment of SAP on the cloud. Prior to Protera Christian was instrumental in the development of Managed hosting and Software organizations in Europe and in the US.

- **Steven Jones**, Solution Architect, Amazon Web Services (AWS)

  - Steven Jones is a Solution Architect for Amazon Web Services (AWS) with a

specific focus on enabling SAP technologies on AWS. With over a decade of experience in architecting, installing, and supporting complex SAP landscapes, he brings not only an in-depth technical background but also a customer's perspective to the AWS team. He has a passion for delivering solutions utilizing the right information technology to balance business needs and customer demands while operating under the constraints that businesses face today. Steven has been an active participant in the ASUG community and has served as the ASUG Systems Management program chair and the ASUG Virtualization and Influence council co-chair. Currently he is focussed on creating and sharing best-practices for deploying, running, and managing SAP solutions on AWS.

- **10 Ways Excel Drives More Value From Your SAP Investment, While Making Your SAP Life Easier**
  - **Abstract:** You're invited to learn about Winshuttle's solutions for flexible and secure Excel to SAP integration.

  - **What will you learn?**

    - The easiest way to connect your company's Excel and SAP systems (without programming) to simplify your operations

    - How to automate business processes in days instead of months

    - Ways to eliminate process bottlenecks in virtually every SAP module, including HCM, FI/CO, MM SD, and many others

  Winshuttle is the ERP Usability Company, providing software products that enable business users to work with SAP directly from Excel, Web forms and other interfaces without any programming. Winshuttle focuses on a simple fact – when using SAP applications, time is money. Winshuttle's usability solutions radically accelerate SAP user transactions, saving and redirecting millions of dollars for SAP's customers every day. These financial benefits are achieved by significantly reducing employee and contractor costs and increasing resources to address more strategic priorities. Hundreds of customers use Winshuttle to make their SAP lives easier.

  - **Jennifer Moris** , WinShuttle
    Jennifer Morris, Regional Account Manager with Winshuttle, has worked with enterprise software solutions for over 15 years. She currently supports SAP customers for Winshuttle in Virginia, D.C., Maryland, North Carolina, Ohio, and Pennsylvania. Prior to Winshuttle, she held a variety of sales and sales management positions with Microsoft and Pivotal Software. She is a Seattle native and graduate of the University of Washington's School of Business.

- **Moving from Traditional ECM to Content Centric Business Processes**

  - **Jody White,** Program Manger, Extended ECM for SAP, *Open Text Corporation*

- Jody White has been with Open Text since 2000 and is currently the Program Manager for Extended ECM (Enterprise Content Management) for SAP Solutions at Open Text. She is responsible for Product Strategy, Roadmap and Go to Market aspects of this solution within the SAP Line of Business within Open Text.

  Jody has a special interest in the challenges facing the information worker and how content can be leveraged into the daily business processes they perform. She works closely with customers, development and product specialists to research current and emerging challenges in information management and to works to deliver technologies to meet these challenges.

  Jody brings over eleven years of experience in the records management and enterprise content management area with Open Text with a focus on bringing these benefits to the SAP landscape. She has several years of market and requirements research in addition to experience in training.

  Ms. White holds a Bachelor of Science from Acadia University, Nova Scotia and a Masters of Education from New York State University, Potsdam, New York, USA.

- **The DNA of a Successful Business Intelligence Effort**
  - **Jim Hadley,** *Tiber Solutions*

  - **Abstract:**
    - For the last several years, Business Intelligence has been one of the top strategic IT priorities for organizations. BI has the power to transform an organization's data into actionable information for competitive advantage. However, more than half of BI projects fail. Even "successful" BI projects frequently remain in an immature state and fall short of fully delivering the enabling capabilities of Business Intelligence. During this session, practical, real-world implementation strategies and techniques will be presented that have helped numerous organizations fully realize the power of Business Intelligence.

- **Designing Business Intelligence Applications and Dashboards for End-User Needs**
  - **Jim Hadley,** *Tiber Solutions*

  - **Abstract:**
    - How do you successfully gather user requirements and design appropriate solutions for business intelligence applications and dashboard projects? This is the question many organizations struggle with today. Traditionally, BI products have supported three basic information display types: tables, charts, and crosstabs. With more mature BI tool products such as Xcelsius, there are over 50 information display types. This session will demonstrate practical tools and techniques for gathering user requirements, educating users in BI capabilities, and selecting the most appropriate information displays for users.