



ASUG COMMUNITIES

North Carolina/Virginia Chapter Meeting
Friday, March 15, 2013

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

Thank You to Our Sponsors: *ReadSoft, RunE2E, SNP America*

Time/Room	Topic	Speaker
8:00 a.m. – 9:00 a.m.	Breakfast, Registration & Networking	<i>Compliments of Our Sponsors</i>
9:00 am – 9:15 a.m.	Welcome; ASUG Leadership Update	Chapter Leadership
9:15 a.m. – 10:15 a.m.	How Fairfax Water uses Crystal with SAP ERP	Laura Cooley Tammy Powlas
10:15 a.m. – 10:30 a.m.	<i>Break & Networking</i>	
10:30 a.m. – 11:30 a.m.	How to cut your # of SAP systems in half	Bernd Noll, SNP America Inc.
11:30 a.m. – 12:00 p.m.	Customer Connection	SAP America
12:00 p.m. – 1:00 p.m.	<i>Lunch</i>	<i>Compliments of Our Sponsors</i>
Afternoon Breakout Sessions I: 1:00 p.m. – 2:00 p.m.		
Main Room	SAP HANA on AWS	Raymond Kelly, RunE2E
Breakout Room	Managing BI COE with Business Objects, A case study at Stanley Black & Decker (BUSINESS OBJECTS)	Adam Getz, DCS Consulting
Afternoon Breakout Sessions II: 2:00 p.m. – 3:00 p.m.		
Main Room	Financial Process Automation 101: Introductory Guide to Assessing your Automation Potential in SAP	Margaux Vourvoulias, Readsoft



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Breakout Room	A comparison of Enterprise Reporting tools, Crystal Reports, and Web Intelligence (BUSINESS OBJECTS)	Adam Getz, DCS Consulting
3:00 p.m. – 3:15 p.m.	<i>Break & Networking</i>	
Afternoon Breakout Sessions III: 3:15 p.m. – 4:15 p.m.		
Main Room	<OPEN SLOT>	<OPEN SLOT>
Breakout Room	ABAP for functional consultants (Cracking the Code)	Tony Cecchini, <i>Defense Logistics Agency / Information Technology Partners</i>
4:15 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

■ How to cut your # of SAP systems in half

- **Abstract:** SNP, the Transformation Company is the leading independent vendor of standard software for SAP transformation. SNP has a huge track record and experience in consolidating SAP landscapes based on using their standard software: SNP Transformation Backbone. Companies like Siemens, ABB, l'Oreal and many others have significantly reduced the footprint of their SAP installation by leveraging SNP's software and vast experience. The presentation will demonstrate benefits and challenges of such complex projects as well as best practices and lessons learned.

- **Bernd Noll, VP, CTO, SNP America**

- Over 25 years of experience in the IT industry Bernd spent most of his professional career as an IT manager, project manager and software architect. During the past 20 years, Bernd developed a special interest in designing and creating innovative software solutions and bringing them to the global market.

In particular, Bernd features a vast experience in SAP technology and SAP based software development.

Since 2001 he managed the design process of some very successful SAP related software products. As a result he achieved a top management position at SNP AG – thus becoming the innovator of the technologies that made SNP a very successful business landscape transformation company, headquartered in Germany.

In 2011 Bernd was given the opportunity to take part in SNP's global expansion by becoming vice president and CTO of the newly formed SNP America Inc. In this new role he is now conveying the products he formerly created to the US market.

■ Finance Process Automation 101: Introductory Guide to Assessing your Automation Potential in SAP

Abstract: In PayStream Advisors' recent Invoice Automation Adoption Survey almost 80% of executives surveyed said they had either already launched an invoice automation initiative or planned to within the year. But take a step back, and consider the big picture - process automation inside SAP doesn't have to be limited to one department. With a process automation platform, silos of automation and efficiency within an organization are scaled out to other departments so that your colleagues in procurement, customer service, accounts receivable, finance and operations can gain the functionality they need to simplify SAP processes that historically hinder their progress too.

Join this session to gain a better understanding of the process improvement potential that exists across multiple departments within a company, in addition to AP, with process automation inside SAP. We'll outline the unique requirements for successful P2P and

O2C processes in SAP and how process automation can eliminate their traditional manual touch points. Walk away with the information you need to re-assess your processing performance inside of SAP when it comes to critical areas of your company's P2P and O2C cycle.

■ **Margaux Vourvoulis**, Readsoft

- Margaux Vourvoulis manages sales efforts in Southeast United States for ReadSoft and is responsible for direct sales and those through value added resellers in her territory. Margaux's ability to quickly analyze a situation then recommend and implement effective solutions make her a key player to ReadSoft, and she often shares her expertise by speaking at various industry events such as accounts payable seminars and chapter meetings. Her vast experience in presenting and selling to Fortune 500 companies, along with her previous work experience as a professional merchandising buyer, allow Margaux to fully understand the needs of customers. Margaux is a graduate of Loyola University in New Orleans, LA and currently resides in New Orleans.

■ **How Fairfax Water uses Crystal with SAP ERP**

Abstract: Learn how Fairfax Water deployed SAP enhancement package 5 for SAP ERP and is leveraging embedded SAP BusinessObjects analytic capabilities to improve reporting. Learn from Fairfax Water's experience how to:

- Take advantage of embedded analytics, and in some scenarios, at no additional cost
- Set up embedded analytics and get technical best practices for deploying them within your own organization
- Reuse your investment in ABAP ALV in order to make BI available to end users

See how embedded analytics is context relevant and actionable against real-time SAP ERP data (no SAP HANA required).

■ **Tammy Powlas**, Senior Business Analyst, *Fairfax Water*

Tamie is a Certified Public Accountant, Certified Project Management Professional and SAP Certified in BW, FI, CO, SEM and ASAP. Additionally I am an ASUG (America's SAP User Group) volunteer and an SAP Mentor. Tamie was one of the top contributors to the SAP Community Network in 2011 & 2012.

■ **SAP HANA on AWS**

Abstract:

SAP, for the last 3 years, has certified many SAP Applications to run in the Amazon Web Platform (AWS). AWS has a utility based pricing model – you are only charged when the system is started

and running in the AWS Platform. Currently the AWS Platform is capable of supporting the entire SAP Business Suite (ECC, CRM, SCM, SRM, etc.) and SAP BusinessObjects. SAP has recently released a version of SAP HANA which can be deployed on the Amazon Web Platform. This SAP HANA version is similar to the On-Premise SAP HANA Application (technically the same but offers less In-Memory capacity). The SAP HANA on AWS license fee is charged by the hour when it is used. The license charge is only 99 cents an hour. Other Amazon charges apply (Computer and Storage) and they are charged by the hour also. Currently the total charge to run SAP HANA on AWS is \$3.49/hour.

■ Key Learning Objectives

1. Amazon Web Platform and Architecture
2. SAP HANA (Architecture, Application, AWS Pricing),
3. Review the SAP HANA On AWS set-up (how to quickly procure your SAP HANA on AWS)
4. Connecting SAP BusinessObjects BI Platform to SAP HANA – re-use existing SAP BusinessObjects Platform components (Actual use cases of HANA, Integrated to BI Platform)
5. Connecting SAP HANA to the SAP BusinessObjects Mobility Platform.
6. The Top Tips and Tricks
7. Questions And Answers

■ **Raymond Kelly**, Sr. Business Development Manager, *RunE2E*

■ **ABAP for functional consultants (Cracking the Code)**

Abstract: SAP consultants come in all shapes and sizes from the extreme techie guys that can only communicate in binary code, to those smooth talking ‘gift of the gab’ salesman like functional consultants who run in fear at the thought of discussing anything technical. When a project gets on the way, somehow the two must meet and work together. Being a “Techie”- I want to help bridge this chasm and help functional consultants “Crack the Code” and gain some footing with this presentation.

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

Anthony Cecchini is the president of Information Technology Partners (ITP), an SAP consulting company headquartered in Bridgeville, Pennsylvania. As President of IT Partners, I am responsible for executing the CEO's vision and mission - supporting our clients, Partners, and employees success. Founded in 1993, Women Owned 8(M), Small Business Certified with a GSA IT 70 Schedule, we focus solely on SAP. IT Partners has 20 years of experience helping both large and midsize companies, and Government Entities.

Anthony has 17 years of experience in SAP R/3 business process analysis and SAP 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 Energy ERP implementation at DLA. You can reach him at ajcecchini@itpsap.com.

- **Managing BI COE with Business Objects, A case study at Stanley Black & Decker**

Abstract: This presentation is a case study of the business intelligence center of excellence (BI COE) at Stanley Black & Decker (SBD), who subsequently utilize BusinessObjects as the core of their enterprise business intelligence strategy. This presentation explains what a BI COE is, how it can be organized, its organizational benefits, and ultimately how it has been implemented at SBD. Additionally the presentation explains how BusinessObjects is utilized at SBD and how it integrates with the corporations various business units and its enterprise data warehouse. This presentation is ideal for an organization that wants to understand how to optimize the use of a BI COE and BusinessObjects within their own organization.

- **Adam Getz**, BI Practice Manager, *DCS Consulting*

Adam Getz is an accomplished leader in the field of information technology with specialized expertise in business intelligence and data warehouse project based work. Adam has significant experience and knowledge in leading systems integration, consulting, and application support teams as well as conducting the development and growth of a technology organization. Adam is a regular speaker at industry events, chairperson of the Washington DC Business Objects User Group, author of the technology blog BI-INSIDER.COM, and contributor to the on-line publication Business Objects Expert. Adam holds a Bachelor of Science in Operations Research and Industrial Engineering from Cornell University.

- **A comparison of Enterprise Reporting tools, Crystal Reports and Web Intelligence**

Abstract: The BusinessObjects suite of business intelligence (BI) solutions includes two powerful reporting and data query tools, each containing many unique functions and advantages: Crystal Reports and Web Intelligence (also called Webl). Knowing which tool to choose depends on the people who will use the reports and what features are needed. This presentation will explain the options to consider and help the differentiating factors between Crystal Reports and Web Intelligence. This presentation is ideal for anyone that wants to understand how to optimize the use of Crystal Reports and Webl within their own organization and how to best decide which tool to use.

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