

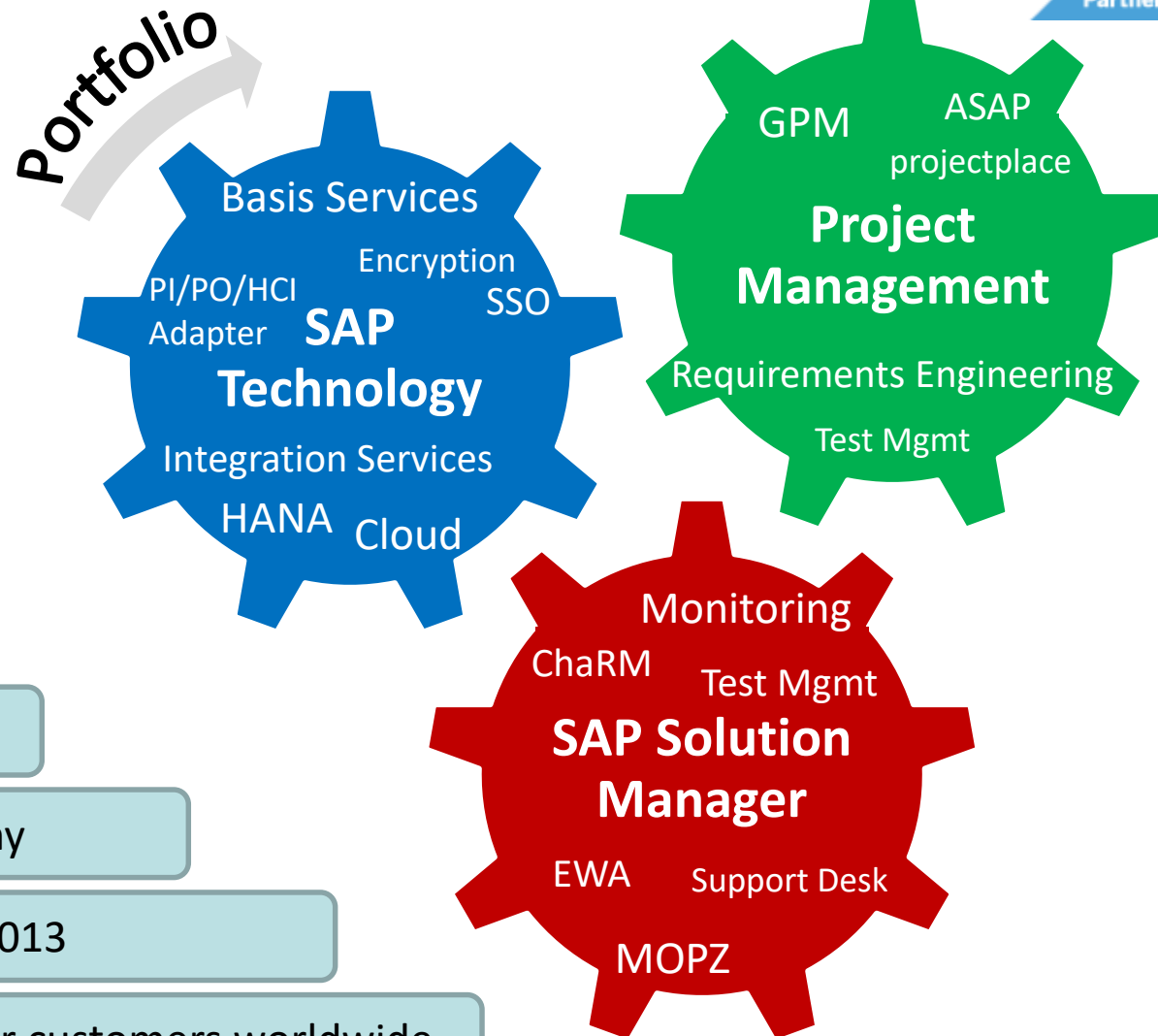


The journey from SAP PI to HCI from a customer perspective

June 21st 2016 in Walldorf, Germany

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Who we are and what we do



■ KaTe was founded in 2008

■ Located in Stuttgart, Germany

■ Certified SAP Partner since 2013

■ Team of 19 people advice our customers worldwide

Adapters we offer for PI/PO/HCI

*Available in the
SAP HANA App
Center soon*

RESTful Adapter for PI/PO

The world's largest wine distributor sends emails to its customers via our RESTful Adapter and Mandrill API to confirm their registration in the online shop, their order, the delivery status and wine descriptions.

AMQP Integration Adapter for PI/PO/HCI

A worldwide leading German high-technology company synchronize its Material Master Data in ERP with its 3rd party Product Information Management Software using our AMQP Integration Adapter.

MQTT Adapter for PI/PO/HCI

German retailer checks with sensors the temperature of its refrigerators in the shops. In case a door has been left open temperature raises and a corresponding message is sent via an MQTT Broker and our MQTT Adapter to alert and analytic systems. Local employees can be informed via smart watches or phones and they can close the refrigerator door.

Salesforce Adapter for HCI

Simple usage of all Salesforce APIs and authentication mechanisms.

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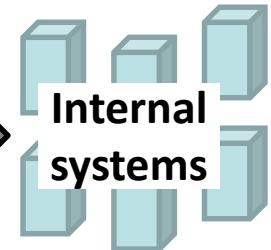
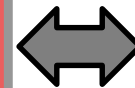
Initial situation

PI system landscape for **internal** interfaces / communication

DEV

TEST

PROD



Internal systems

PI system landscape for **external** interfaces / communication

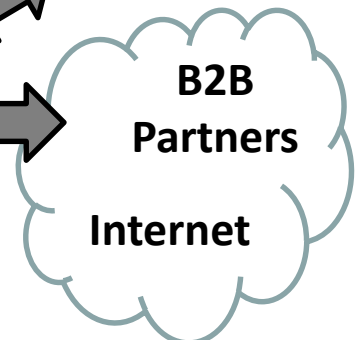
DEV



TEST

PROD

DMZ



B2B
Partners

Internet

- The six PI systems are running in the customer's data center
- All other SAP systems are operated by an external provider
- Success Factors and C4C will be used in future and need to be connected to the internal system landscape

The journey from SAP PI to HCI from a customer perspective



Motivation to move to SAP HCI

- Management driven approach to move applications into the cloud
- Success Factors and C4C have to be implemented → forces anyway the replacement or re-design of internal systems integration (e.g. 3rd party CRM, additional PI system, etc.)
- As all other SAP systems are not hosted by the customer itself, the customer wants to get rid of the six PI systems

Obviously there are two options:

1. System migration to PI hosted by external provider
 2. Interface migration to HCI resp. to “SAP HANA Cloud Platform, integration service”
- Reduction of number of systems
 - Cost savings

The journey from SAP PI to HCI from a customer perspective



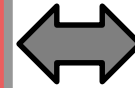
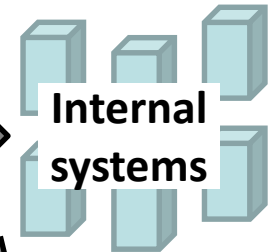
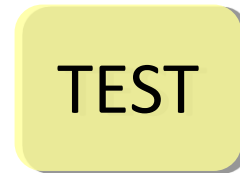
Questions, concerns, challenges

- Are all interfaces / adapters supported by HCI?
- What are the costs compared to PI systems hosted by an external provider?
- SAP provides a test and a productive HCI tenant
Will the two systems landscape be sufficient since all other applications (ERP, BW, etc.) are installed on three systems?
- Is there any transport mechanism to deploy interfaces in production?
- Will HCI be a “black box” or are there monitoring and alerting tools available?
- Can performance issues occur on the new platform?
- How is data transferred safely into the cloud?
- Who will have access to business related information?
- New security and authorization concepts need to be established
- Employees have to be trained
- What will the Basis Team do in future?

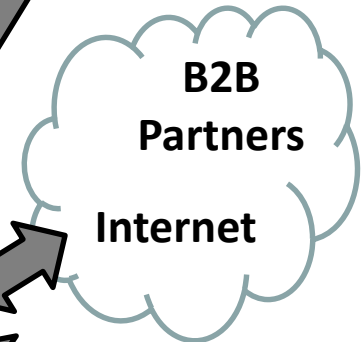
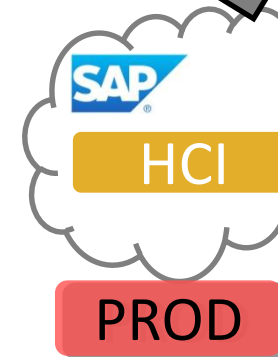
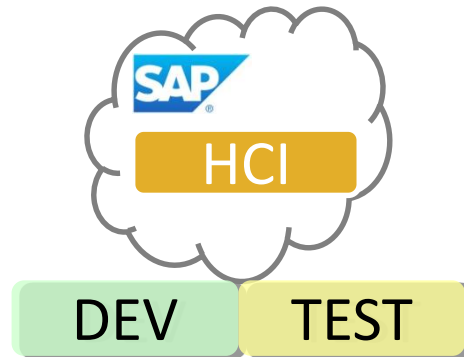
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Migration approach – 1st step: replacement of external PI

PI system landscape for **internal** interfaces / communication



HANA Cloud Platform, integration services for **external** interfaces / communication



The journey from SAP PI to HCI from a customer perspective



Migration approach

- The implementation of Success Factors and C4C is independent of the migration of the PI interfaces and can be handled straight forward
- There won't be a “big bang” migration with a fixed Go Live of all PI interfaces
- During the migration phase PI and HCI will co-exist
- The interfaces will be moved one by one to HCI starting with the less critical scenarios to gain experience with the new tools

Q & A

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