Manage **Requirements-to-Deploy** with SAP Solution Manager and **Focused Build**: Overview and Best Practices

David Birkenbach, SAP SE
Month 12, 2019
Build with SAP Solution Manager
Portfolio-to-Project and Requirement-to-Deploy

For SAP and non-SAP
Covers SAP Business Suite, S/4HANA, Concur, Ariba, SuccessFactors, … and non-SAP solutions

On-premise, Cloud, Hybrid
Supports functional tests for on premise, cloud and hybrid solutions

Integration
Seamlessly integrates with all capabilities, supports waterfall and agile development approaches, including Enterprise DevOps

All under one roof
no integration setup and ongoing data replication required

Plan & Control
- Build Project Management
- Financial Project Management
- Effort Planning & Time recording
- Resource Management
- Work Break Down Structure
- Project reporting

Design & Build
- Graphical modeling
- Process management
- As-is, reference, and to-be landscapes
- Connection to run-time and design-time
- Requirements management
- Solution Readiness Dashboard

Test
- Manual Tests
- Automated Tests for SAP
- Test automation framework
- Test Data
- Change Impact Analysis
- Test Planning
- Test Analytics

Deploy
- Transport control
- Change traceability
- Deployment management
- Release planning
- Retrofit
- Quality gate management
- Change Analytics & Diagnostics
Three Different Change Paces in Requirement to Deploy

**Fix**
- **Trigger**: Business disruption or standard change
- **Scope**: Small
- **Process Impact**: None
- **Approval**: Individual
- **Deployment**: Unbundled on request or bundled with release
- **Time to delivery**: 1 day – 1 week

**Enhance**
- **Trigger**: Improvement request
- **Scope**: Medium
- **Process Impact**: Minimal
- **Approval**: Individual
- **Deployment**: Bundled with release
- **Time to delivery**: 1 month

**Innovate**
- **Trigger**: Transformation projects, new solutions
- **Scope**: Large
- **Process Impact**: Significant
- **Approval**: Pre-Approved
- **Deployment**: Bundled with release
- **Time to delivery**: 3-12 months

Portfolio to Project

Detect to Correct

As a prerequisite:

Requirement to Deploy

Enhance

Request to Fulfill

Enhance

Request to Deploy

Fix

Requirement to Deploy

Innovate

Focused Build

accelerated by
Focused Build and SAP Solution Manager

Role-based rollouts

Prepare
Requirements to Deploy
Requirements Management within process models

Explore
Agile development projects: from Sprint to Release

Realize
Modern applications with high usability for all involved roles

Deploy
Project governance with automated status reporting

Run

Focused Build is a turn-key solution to manage agile development projects.
How does this accelerate R2D?

**Focused Build**

- **Role-based / Training Units**
  - Dashboards
  - UI5 Applications
  - Standalone Enhancements
  - 3rd party integration (scrum tools)

**Turn-Key Process Configuration and Integration**

- **Prepare**
  - Project Management
- **Explore**
  - Process Management
- **Realize**
  - Requirements Management
- **Deploy**
  - Change Control Management
- **Run**
  - Release Management
  - Test Management

- Preconfigured and ready-to-use Focused Build add-ons
- SAP Solution Manager baseline, process integration delivered through Focused Build
As of 2020, the usage rights of SAP Solution Manager include SAP Focused Build and Insights – no additional costs

Focused Run remains on SAP price list and SAP Store
When to use Focused Build for SAP Solution Manager?

<table>
<thead>
<tr>
<th>Feature</th>
<th>Focused Build</th>
<th>SAP Solution Manager standalone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Out-of-the-box Best Practice process for Requirements-to-Deploy</td>
<td>✔️</td>
<td>✗</td>
</tr>
<tr>
<td>Customer specific status / approval flow / required</td>
<td>✗</td>
<td>✔️</td>
</tr>
<tr>
<td>Agile tool integration</td>
<td>✔️</td>
<td>✗</td>
</tr>
<tr>
<td>Automated project status dashboard and traceability</td>
<td>✔️</td>
<td>✗</td>
</tr>
<tr>
<td>Handover to operations</td>
<td>✔️</td>
<td>✔️</td>
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</table>
Moving to **SAP S/4HANA**
Join the SAP S/4HANA MOVEMENT

S/4HANA MOVEMENT Program

- Standardized customer journey approach

  - Define your strategy
    Plan the engagement and get executive buy-in

  - Make your case
    Where and how will we realize our ROI?

  - Consider your options
    What is our plan for deployment?

  - Build your future
    Which best practices help ensure success?

- Learn more [www.sap.com/jointhemovement](http://www.sap.com/jointhemovement)

10,900+ Licensed Customers

6,000+ Deployment Projects

3,900+ Live Customers with >1,400 in past 12 month
Delivery platform to manage implementations end-to-end

Model company assets:

- Business process hierarchy, end-to-end scenarios and process diagrams by roles
- Configuration and how-to guides, test and demo scripts, implementation tools
- Ready to run appliance, including all applications, configuration and sample data
Integrated process flow in requirements to deploy

**Process Management**
- Create Solution
- Define Landscape
- Model Processes
- Define Scope

**Release Management**
- Create Cycle
- Assign Landscape

**Project Management**
- Create Project
- Assign Cycle
- Assign Scope
- Track project progress

**Requirements Management**
- Create BR/ITR
- Assign Project & Scope

**Change Control**
- Plan Changes
- Create Changes
- Do the work
- Set to „to be tested”
- Set Status based on test results
- Create Defect Correction

**Test Management**
- Create test plan
- Create test packages
- Test execution (manual/automated)
- Create Incident (Defect)
Focused Build – Architecture overview and integration model

Process Management
- Process and Application Landscape
- Design Documents
- Branches
- Test Cases

Requirements / Work Packages / Work Items
- Requirements
- Work Packages
- Work Items

Test Suite
- Test Plan
- Test Package

Release Management

Release Number and Cycle

Project Management
- Wave 1
- Sprint 1..n
- Task 1..n
- Q-Gate
- Milestone

Solution Readiness Dashboard
- No. of reported gaps: 176
- No. of work packages: 1367
- No. of work items: 4134
- Days until next Q-Gate: 183d
- 12%
Focused Build for SAP Solution Manager

Process Management

Focused Build
Process Management innovations
SAP Solution Manager 7.2 SPS08 and SPS09

SPS08:
- Easily identify who checked out a document
- New, consistent document name handling
- Easily delete unused documents
- Mass maintenance
- Business Process Modeling improvements

SPS09:
- Further integration of Solution Documentation with change control management
- Easier configuration of embedded search

What’s new in SPS08
What’s new in SPS09
Process Management innovations
Focused Build SPS03 and SPS04

SPS03:
- Conflict display in dropDocs
- Auto-creation of required documents
- KPI status for several document types in the Current Status view

SPS04:
- Visibility of test scripts (CBTA) and recognition for KPI rating (CBTA + Test Steps)
- Support of Scope(s)
- Availability of documentation tab for new transaction types: Request for Change, Standard/urgent change, Defect correction

What’s new in SPS03
What’s new in SPS04
Fix Pace – Use case

R2D enhancement since ST-OST SP4

To release urgent fixes or standard changes in Hypercare/Operate phase of an already deployed release
- Create Focused Build Request for Change (which is a new transaction type utilized within the Focused Build Fix Pace)
- Select the Actual Release which is in Hypercare/Operation phase (Actual Release of Wave 1)
- Create Focused Build Urgent or/and Standard Changes (also new transaction types utilized within the Focused Build Fix Pace)
Customer Examples
We have **removed** the SAP Solution Manager/Focused Build adoption **hurdles**

- Quick start in Explore phase in private cloud environment and transfer all data later in own landscape
- SAP Solution Manager incl. Focused Build baseline system available for download in CAL
- Premium Engaged (PE) and Professional Services (PS)* available to support Focused Build projects in setup, coaching and expert services over its lifecycle
- Trainings for all engaged roles available as e-learnings, classroom trainings and even training document templates for download
- No license costs for Focused Build and Focused Insights anymore by 1.1.2020*
- Product maturity and continuous innovation with customer connect program delivered in already 4 major service packages.
- Continue using Focused Build for the maintenance use case after Go-live
- Openness and predefined integrations
  - Mandatory platform to consume Model Company content
  - Readiness Check integration*
  - 3rd party integrations for process documentation, requirements, work packages & items

*Lab Preview
Innogy streamlines the move to one digital core to continue driving innovation for customers and across the energy sector.

Taking advantage of SAP Solution Manager and the preconfigured Focused Build solution, Innogy is simplifying its move to SAP S/4HANA® through:

- Agile innovation development framework that includes tight collaboration – from requirement to deploy – between IT and business units
- Centralized application management, making it possible to keep all systems up to date
- Coaching with SAP Max Attention services on tool setup and enablement to help ensure proper usage and maximum performance
- Out-of-the-box and integrated tool-supported methodology to manage requirements and software development across the implementation project in an agile way
- Integrated documentation of business-processes and system solutions, providing an up-to-date documentation of the solution for handover at the end of each project phase
- Unified, real-time project data for on-demand status reports and traceable testing records – saving 2,000 hours of project work in one year
- 40% adherence to standardized business processes based on proven best practices

“The dashboards in SAP Solution Manager gave us real-time visibility into every aspect of our SAP S/4HANA project. It eliminates the need to collect weekly status data. This level of agility and effort reduction will continue to help us as we embark on additional parallel rollouts.”

Arno Hagmans, Head of Systems and Processes, Innogy SE
Quotes from Focused Build customers I

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Arno Hagmans, Head of Systems and Processes, Innogy SE

“The reasons for us to select Focused Build were.
• Support efficient delivery of S/4 Hana implementation project
• Reduce complexity and fragmentation
• Drive simplification and automation in our operations
• Short term readiness of tool and necessary functionality”
Frank Brandes, Global Head ERP Digital Core & Integration Platform, ROCHE

“You can use Focused Build NOW OR you need 1,5 years to implement an individual tailored R2D process to support your specific agile development project”
Johannes Hurst, Director, SNP (SI in AUDI & VW S/4HANA transformations)

“Focused Build for SAP Solution Manager 7.2 fulfills all the needs to control the plan, build and test phases in an integrated way. This is the best way to introduce a clear method for a SAP project to the Haribo world.”
Stéphane Schmuck, Solution Manager Officer & Test Manager, Haribo GmbH & Co KG

“First time in SAP, a Greenfield implementation with 300+ developments of SAP S/4HANA via SAP Solution Manager 7.2” accomplished in less than a year.
Delivery Head, BOSCH

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“Focused Build for SAP Solution Manager is accelerating our SAP S/4HANA Project with Real Time Access to project status and dashboard reporting and increased Visibility and communication between different teams and to upper management”
Zurich American Insurance

“Reuse of process links reduces a lot of effort and any duplication. End to end traceability with audit trails and automated work flows”
Vijay Mathur – Assistant Manager (P2P), Adani Wilmar Limited

“Possibility of missing any elements or activities is next to nil”
Bilav Adani – Manager (P2P), Adani Wilmar Limited
Quotes from Focused Build customers & partners II

"Focused Build shall be trained to the whole project team by dedicated key users. I would integrate the need to use Focused Build in any RFP for an SAP S/4HANA project."
Nils Tölle, Project Lead Program PROGRESS, AUDI AG

"SolMan 7.2 offers new, extended and integrated features, beyond the standard ALM functionalities. Focused Build is an Add-on for Solution Manager 7.2 and offers new possibilities in the area of agile project management (methodology & templates) and supports the whole IT lifecycle from „Requirement to Deploy“…"
Christos Mitos, Global Head ERP Digital Core & Integration Platform, Post CH

"The motivation to implement Focused Build in SAP Solution Manager 7.2 is based on 4 major reasons: TCO reduction; Standardization; Usability improvement; Agile work methodology."
Marcel Schori, Solution Architect, BKW Energie AG (CH)

"Solution Documentation in SAP Solution Manager is our required "single source of truth" and give us the chance to rule the complexity of our business processes."
Katharina Leuze, SAP consultant, WÜRTH IT

"I could not imagine to do such a huge SAP S/4HANA transformation project without Focused Build" Estefania Barres – Project tool lead, MERCADONA

"The Focused Build Dashboards from SAP allows us the traceability from requirement until the test coverage. The target process documentation is the central access point for the collaboration between Business and IT."
Dr. Uwe Karrer, BMW

"I knew SAP Solution Manager from the past and was not convinced if it could help us in the project. But after I learned about Focused Build, I had to admit that there is no better alternative tool available for mid- and large- sized implementation projects…"
Torsten Hübsch, Director SAP Practice, PriceWaterhouseCooper
ALM Road Map Overview - Key themes and capabilities

**2019**

- **Customer Connection improvements**
- **Compliance**

**2020 - 2022**

- **Focused Build and Insights included with SAP Solution Manager usage rights**
- **Customer Connection (2020 focus: process, test and change management)**

**Support for the Fix Pace**

- **Integration and Usability enhancements**

**Support extended to additional project and landscape types**

**Focused Build**

- **Performance and usability enhancements**

**More implementation and operations content for Hybrid Landscapes**

This is the current state of planning and may be changed by SAP at any time.
Training

WSMFB

Focused Build for SAP Solution Manager

Targets:

▪ Explain the core elements of Focused Build.
▪ Understand the phases and results of each phase.
▪ Explain the relation to the SAP’s implementation methodology SAP Activate.
▪ Use the integrated tool chain and to explain the Focused Build processes in projects.
▪ Plan the use of Focused Build in agile implementation projects.

Target roles:

▪ Project Manager, IT Management
▪ Requirement Manager, IT Architect

openSAP running since September 4th 2019 ⇒ enroll today!

Agile Project Delivery with Focused Build for SAP Solution Manager

Targets:

▪ Overview about the Focused Build process and its functionalities along the project lifecycle.
▪ How to use the standardized best practice tasks of Focused Build in an SAP S/4HANA implementation project
▪ How to use Focused Build to train the project members in their different roles before starting an implementation project

Target roles:

▪ Project members who use Focused Build
▪ Project Managers who decide to use Focused Build as implementation tool
▪ Agile methodologists and tool consultants
A learning journey is an interactive visual guide designed to help you complete your learning and empowerment path for a particular SAP topic by exploring, filtering, and accessing a curated set of SAP Enterprise Support offerings and learning assets: => Link

A learning program will guide you through a set of expertly chosen SAP Enterprise Support offerings, assets, and tools in a sequential and interactive format to empower you to achieve the defined outcome.

Launched December 2019
Focused Build Learning material

Focused Build Introduction
- Overview
- How to get started
- Release notes
- Whitepaper

Functional & Conceptual overviews
- Deployment and Release
- Project Management
- Process Management
- Requirement and Change
- ...

Role based usage training material
- Role-specific training curriculum
- Cloud trial system
- Role specific Demos in Media Center
- ...

Benefits of Project Management in Focused Build

Project Management in Focused Build offers you the following benefits:
- Building the bridge between PPM team and functional teams
- Integrated project management that allows agile and classical methods for implementation projects
- Full transparency about progress, risks, issues, dates, costs, test results via dashboards
- Preconfigured project templates to jump start requirements-to-deploy project
- Project Management covers the complete range from planning to execution up to the project end...

Launchpad and Tasks with FB for Project Manager

SAP's solution with Project Management helps you to manage your projects successfully. It ensures that you do things right, fast, efficient, and hassle-free with preconfigured project templates, integrated tools, and valuable project management functionality in SAP Solution Manager.

1. Overview
2. How to get started
3. Release notes
4. Whitepaper
Demo System Landscape
for SAP Solution Manager (including Focused Build !)

You are searching demo material for various SAP Solution Manager functionalities and features?

- Navigate through a virtual demo environment at your own pace
- Discover new functionality of SAP Solution Manager 7.2
- Practice when and as often as you want
- Free trial unlimited, without any additional costs.

You want to play with a pre-configured public demo system?

- Use the Internet Demo System to play with SAP-provided data on a pre-configured public demo system in the internet.
- Experience a fully-configured SAP Solution Manager 7.2 including Focused Build and Focused Insights.
- Understand how SAP Solution Manager 7.2 interacts with SAP S/4HANA.
- Free trial unlimited, without any additional costs.
- Regular system refresh, system governed by SAP.

You want to experience SAP Solution Manager in private cloud?

- Use the SAP Cloud Appliance Library (SAP CAL) a pre-configured private demo system in the cloud.
- Test the content activation before executing the upgrade to 7.2.
- Prepare and explore the transition to SAP S/4HANA and transfer results to your SAP Solution Manager.
- Get a 30-day free trial. In addition, you need a cloud provider account (Amazon Web Services (AWS) or Microsoft Azure).
- No system refresh, system governed by yourself.
Join our social media family

Follow us on Twitter (#solman and #CloudALM), get the latest news, learn about support offerings and events!

Search for “SAP Cloud ALM” on YouTube for product demos, expert interviews and event insights!

Subscribe to WhatsApp SAP Product Support channels and receive updates including KBAs, wiki's, guided answers, SAP Notes and “hot tips”.

Join the SAP Digital Business Services LinkedIn group for networking and updates!
Thank you.

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