Digital Transformation powered by SAP Solution Manager

Customer Success: Adani Wilmar Limited

Jignesh Yagnik, Project Manager, (Business Transformation) Adani Wilmar Limited

Month 05, 2018

For a healthy growing India
Agenda

- Company Overview
- Current SAP Landscape
- Why Digital Transformation with S/4HANA 1709?
- Lakshya II: Project Roadmap
- Leveraging SAP Solution Manager and Focused Build for Delivery
- Benefits and Value
- Challenges and Lessons Learnt
- Future Plans
Company Overview
An Integrated Conglomerate: Thinking Big for India

Our strategic response to nation’s infrastructure challenges which will help drive economic growth.

Resources:
- Obtaining coal from mines and trading;
- In future it will also include oil and gas production.

Logistics: A large network of ports, Special Economic Zone (SEZ) and multi-modal logistics – railways and ships.

Energy:
- Power generation & transmission, and
- Gas distribution
Adani Group – Businesses

**Coal**
- 50%+ market share
  - Coal Mining
  - Coal Trading
  - Agro
  - City Gas Distribution

**Ports**
- Owning a large network of ports, rail lines, ships
  - Ports
  - Multi Modal Logistics
  - Special Economic Zones

**Power**
- Largest Private Power producer in India
  - Mundra (4520 MW)
  - Tiroda (3300 MW)
  - Kawai (1320 MW)
  - Udupi (1200 MW)
  - Avantha* (500 MW)

**Transmission**
- 5000+ ckt Kms
  - Mundra-Dehgam
  - Mundra-Mohindergarh
  - Tiroda-Warora
  - Tiroda-Aurangabad

India’s Largest importer of Coal
India’s No.1 Port developer and operator
India’s largest private power producer and transmission company
Wilmar International Limited, founded in 1991 and headquartered in Singapore, is today Asia’s leading agribusiness group.

**Activities Include**

**Key Strength**

- Presence in more than 50 Countries
- Turnover Exceeding 41 $ Bn
- Workforce more than 92000
- 500 units worldwide
Building nation with our growth imprints…. 

- Catering to **1 Million Retail Outlets**
- Around **7000 Salesmen** going Shop-to-Shop to service the customers on daily.
- **3500 Delivery vehicles** catering to retail outlets spread across the country.
- Depot at a distance of every **200 Kms**
Edible Oil and Foods

Market Leader

- Largest range of edible oils spanning across the categories of Soya, Sun, Mustard, Rice bran, Groundnut, Cottonseed and the company has extended its basket of offering with the introduction of the revolutionary oil – Vivo, India’s first oil for Diabetes care
- Forayed into packed Basmati Rice, pulses, Soya Chunks and also the first national brand in besan
Brands and Markets

- **Fortune** became the no.1 brand in the market within just 2 years of its launch and still continues to be a leader.

- AWL has the largest portfolio of brands in the Indian edible oil industry.
Fruits and Vegetables Business

Setting new benchmarks

- Brand Farmpik, India’s largest selling fruit brand
- Pioneer to introduce Controlled Atmosphere (CA) technology in India, for increased fruit storage life
- Total CA storage capacity of 23,500 tons, spread across 3 locations in Himachal Pradesh (HP)
- A boon to farmers which has changed the apple marketing landscape in HP
- Sourcing fruits globally for the Indian Market
Adani Agri Logistics

Future of Food Security in India

- Introduced first of its kind modern and scientific storage facilities in India
- Ensures negligible losses, minimal human touch, and intact nutrition over a long period of time
- Spread over 14 Locations, with private railway sidings, transporting grains in bulk from grain-producing states to consumption areas
- Current total storage capacity of 1 MMT is set to rise to 2 MMT by 2021

Maintaining nutritional quality of food grain and serving public distribution system
Educating Children  
Enabling Healthcare  
Developing Rural Infrastructure  
Facilitating Livelihood
Current SAP Landscape

One of India's largest Oleo Plants

Committed to creating a healthy growing Nation
Current SAP Landscape

- SAP: Enterprise Resource Planning Software
- Version: ERP ECC 6.0 EHP 7.0 on server number 500
- Entity: AALL, AAFL, AWL, GVAPL, KOG-KTV (20+ Company)
- User base: 3000 Approx.
- Locations: PAN India (No of Plants/Depots : 486)
- Modules Implemented: SD, FI-CO, MM, PM, PP/QM, TRM, BI/BO, RE
- Key Integration to External Systems:
  - SFA, DMS, Bank Interfaces, Expense Management (TMS, HAPPAY, NIS), DCC, AllSec, PI Log for MDM, OSI PI (PLC), MFS B2BE, GST-ASP, NewGen-export Doc, SAP GRC, SAP NW
- High dependence as all operations, regulatory compliance, Financial reporting is through SAP
Why Digital Transformation with S/4HANA 1709?
Our implementation is about a decade old and our processes have evolved

New business have added in our current instance

Expectations from data have changed

Technology has taken a leap

Technological Limitations of the current system

Cost Benefits
Lakshya II: Project Roadmap
<table>
<thead>
<tr>
<th>TRACK</th>
<th>Phase I Implementations</th>
</tr>
</thead>
</table>
| Procure 2 Pay         | • Procurement and Inventory Management  
                        • Subcontracting                                                               |
| Plan to Produce       | • Production Planning & Quality Management  
                        • Plant Maintenance  
                        • SAP Work Manager & Inventory manager                                          |
| Order 2 Cash          | • Logistics Execution & Credit Management                                               |
| Record to Report      | • Accounting, Treasury & Cash  
                        • Governance, Risk & Compliance (Access Controls)  
                        • Budgetary Control & Audit Management                                            |
| Core + Analytics      | • SAP S/4HANA Core ERP                                                                   |
# Lakshya II: Project Roadmap

<table>
<thead>
<tr>
<th>TRACK</th>
<th>Phase II Implementations</th>
</tr>
</thead>
</table>
| **Procure 2 Pay**      | - Extended Warehouse Management  
                         - Supply chain - Commerce Collaboration                                                  |
| **Plan to Produce**    | - Manufacturing Intelligence & Integration  
                         - Integrated Business Planning (Sales & Operational Planning, Demand & Supply Planning)  
                         - Environment, Health & Safety Management                                                   |
| **Order 2 Cash**       | - Service Management  
                         - Hybris Marketing                                                                          |
| **Record to Report**   | - Transportation Management  
                         - Business Planning  
                         - Governance, Risk & Compliance (Process Controls)                                         |
| **Core + Analytics**   | - IOT/ Big Data Analytics  
                         - Digital Boardroom                                                                         |
Leveraging SAP Solution Manager and Focused Build for Delivery
Focused Build for SAP Solution Manager used in the project

Value added by methodology & tools

- Automated visibility of solution readiness, integrated issue management
- Business demand and process management
- Full support for big bang / agile software engineering methods, best practice included
- Collaboration across distributed development teams for global delivery
- Automation of project work

Ready-to-run, and integrated, tool-supported methodology to manage requirements and software development in large, agile projects.
Focused Build Methodology – Status Flow

- **Discovery Team**
  - Design Completed

- **Requirements**
  - Created
  - Scoping
  - Scope finalized
  - In Development

- **Work Package**
  - WP Owner
  - WI Owner

- **Work Item**
  - Created
  - In Development
  - To be tested
  - Successfully tested

- **Build Coord.**
  - IT, UAT, RT
  - Handed over to release
  - Productive

- **Single Functional Test**
  - To be tested
  - Successfully tested

- **Unit Test**
  - To be tested
  - Successfully tested

- **Handover to release**
  - Productive
Process Diagram and Requirements
**Requirement Management**

- **Title:** Non Manul_ logical GRN
- **Language:** English
- **Priority:** 3, Medium
- **Status:** Approved
- **Owner:** Bilav Adani

**Header Data**

**Details**

- **Description:** Currently purchase order is raised for main plant kadi and material is directly delivered to kadi & mundra plant and invoice is raised for kadi plant only. So logical GRN is done for mundra plant & STO is done to transfer stock from kadi plant to mundra plant. Physically material is transferred directly to mundra.

- **Assumptions/Remarks:** Need to discuss with HCD regarding this process.

- **Solution Description:** Recommended to follow the current process.

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**Lakshya II**

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## Work Items

### Work Package: R2R_AP_RICEFW_UAT

#### Work Package Details

<table>
<thead>
<tr>
<th>Work Item (GC) with PPM Project</th>
<th>Configuration Item Description</th>
<th>Scope</th>
<th>Status</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>1485_FI Voucher Printing KDOACTV</td>
<td>SAP UNDEFINED 500</td>
<td>Wave 2: Sprint 1</td>
<td>Successfully Tested</td>
<td>Form</td>
</tr>
<tr>
<td>1086_Trav PO to Payment against...</td>
<td>SAP UNDEFINED 500</td>
<td>Wave 2: Sprint 1</td>
<td>To Be Tested</td>
<td>Report</td>
</tr>
<tr>
<td>722_Mass upload of Salary Data</td>
<td>SAP UNDEFINED 500</td>
<td>Wave 2: Sprint 1</td>
<td>To Be Test</td>
<td>Report</td>
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<tr>
<td>1066_Vendor Balance Confirmation</td>
<td>SAP UNDEFINED 500</td>
<td>Wave 2: Sprint 1</td>
<td>In Development</td>
<td>Form</td>
</tr>
<tr>
<td>360_Employee Reimbursement</td>
<td>SAP UNDEFINED 500</td>
<td>Wave 2: Sprint 1</td>
<td>To Be Test</td>
<td>Workfow</td>
</tr>
<tr>
<td>1065_Bank Guarantee Process</td>
<td>SAP UNDEFINED 500</td>
<td>Wave 2: Sprint 1</td>
<td>In Development</td>
<td>Workfow</td>
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<tr>
<td>2736374_Creation of CIFR</td>
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<td>Wave 2: Sprint 1</td>
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<td>Interface</td>
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<tr>
<td>3768377_Post FI Transactions val...</td>
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<td>Wave 2: Sprint 1</td>
<td>Successfully Tested</td>
<td>Enhancement</td>
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<tr>
<td>1072_Import Register</td>
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<td>Created</td>
<td>Report</td>
</tr>
<tr>
<td>1068_GRVIR aging</td>
<td>SAP UNDEFINED 500</td>
<td>Wave 2: Sprint 1</td>
<td>In Development</td>
<td>Report</td>
</tr>
</tbody>
</table>

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**Business Process Hierarchy**

**Business Process Models**

**Requirement Management**

**Work Package**

**Work Items and FITs**

**Test Management**

**Dashboards**

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For a healthy growing India
Test Management and Testing
Dashboards
Benefits and Value

- Single Version of Truth
- Capturing Business AS IS and TO BE
- Repository for all content
- Highly Scalable
- Reusable
- Seamless usage
- Smooth Transition to Operations
Challenges and Lessons Learnt

**Connectivity and Speed - Performance**
- Improved the specs of hardware along with connectivity

**Comprehensiveness of current Best Practices**
- Extended the base content with Business User Acumen to ensure appropriate Business Nuances were captured

**Change Management**
- Additional activities: OCM need to be factored in and was managed with Enablement and better user experience than previous versions
Future Plans – Transition to Operations and Lakshya II Phase II

Transition to Operations
- Business Process Operations
- Incident Management
- Change Request Management

Phase II
- Continue usage of Focused Build
  - Regression Testing and Automation
  - Reuse of content during Phase II
Quotes – Business Users and Project Manager

“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

“Provides base start with Business Process Content and gives a Single Window Overview for the End User with excellent scalability”

Bharat Mehta – Assistant Manager (R2R - Accounts Receivable)
Adani Wilmar Limited

“Focused and regulated delivery with just one single tool set”

Jignesh Yagnik – Project Manager Lakshya II
Adani Wilmar Limited
Focused Build **powered** our delivery. Leverage it for **structured** Digital Transformation.

Thank you.

Contact information:

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