

# How to become a HERO by expanding Winshuttle usage at your company

Diana Bohr, West Trax  
Jim O'Farrell, Winshuttle



# Introductions

## Diana Bohr, West Trax

Chief Technology Officer (2003-present)

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## Jim O'Farrell, Winshuttle

Director, Product Marketing (2009 – present)

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# What is “Land and Expand”

Today you are realizing benefits from Winshuttle.

In one department usually...

Now you'd like to take it to other groups in your company.

How do you do this...?

Justifying value with efficient process improvement identification.

Why is this normally a challenge...?



# Challenges – Many orgs, many processes, many people...

## Finance

- AP/AR Parking & Posting
- Budgeting & Planning
- Closing Books
- Record to Report
- Journal Entries
- General Accounting
- Incoming Payments
- Fixed Asset Creation & Maintenance
- Profitability Analysis
- Collections Management
- Many more....

## HR

- Personnel Change Actions
- New Hire
- Creating/Changing Organization Information
- Payroll/Time Admin
- Compensation Admin
- Performance Management Admin
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## Operations

- Procure to Pay
- Requisition
- Purchase Order Management
- Invoice Verification
- Sales Order Management
- Deliveries and Order Consolidation
- Production Planning
- Materials Creation & Maintenance
- Product Life-cycle Data Management
- Many more...

## Master Data

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Where is the low-hanging fruit for process improvement...?



# So questions you can ask your colleagues...

Do you want to...

Speed up common and repeating steps?

Link process steps to improve quality and visibility, while decreasing total lead time?

Find out which exceptions are occurring?

Accelerate product time to market, free up capacity for more strategic business value

If the answer is yes to any of these questions:

***Suggest a business value assessment...***



# They'll say... What is a Business Value Assessment?

The Business Value Assessment (BVA) is a set of diagnostic and predictive modeling processes that analyze the actual usage of an organization's SAP systems and identifies potential areas of improvement.

Areas of improvement include process, system and usage refinement.



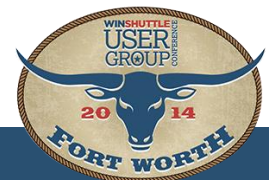
# What does the BVA predict?

## Potential time saving opportunities

Time saving (and the related financial saving) is achieved through automation of manual data entry tasks. Automation of high volume data loads can significantly reduce utilization of valuable resources.

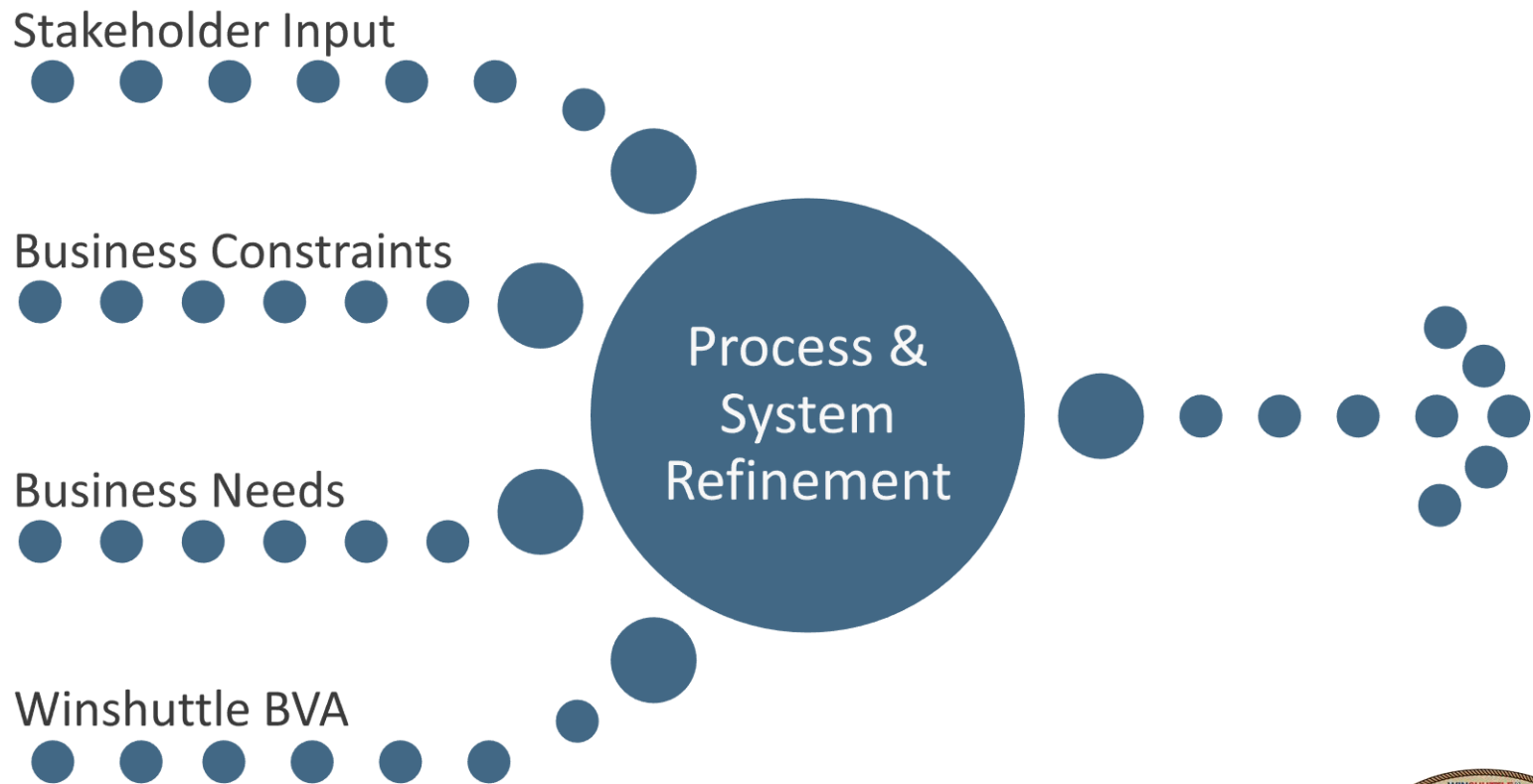
## Potential workflow opportunities

User pattern analysis combined with SAP and business process knowledge leads to the identification of (sometimes unexpected) business workflow processes.



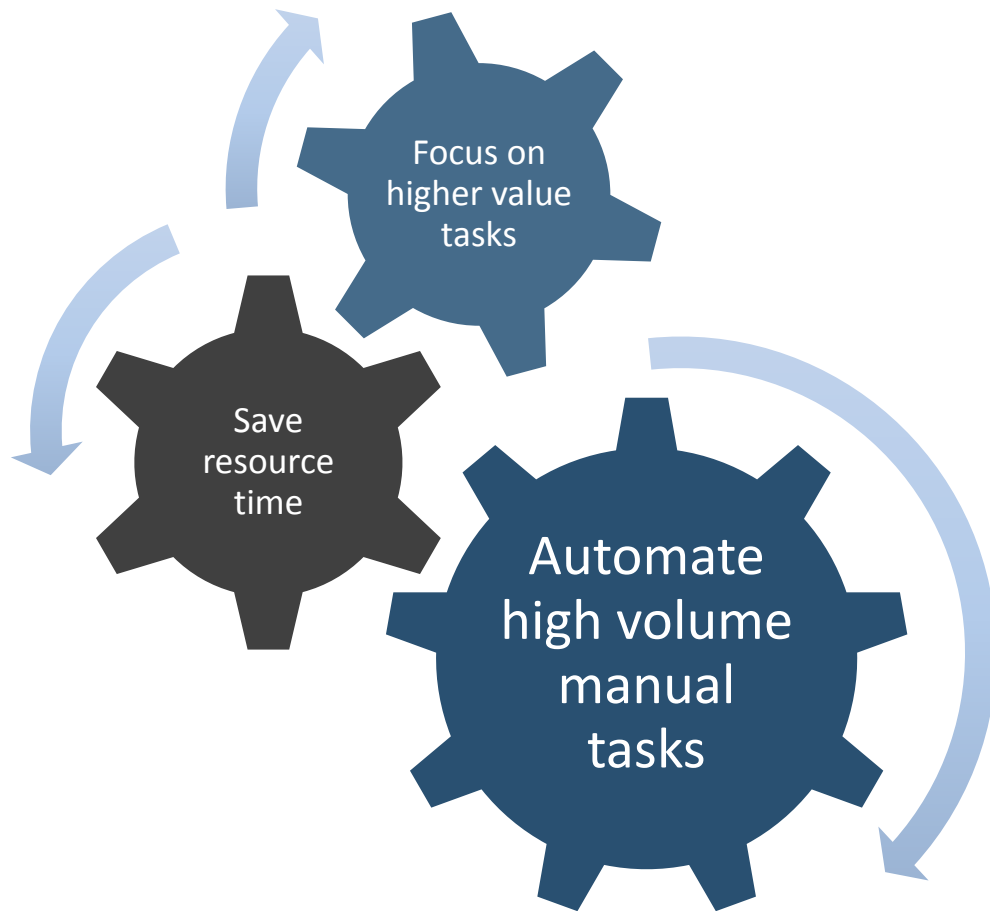
# How could we use the BVA?

The BVA is a catalyst to aid effective, targeted and data-driven business transformation initiatives.

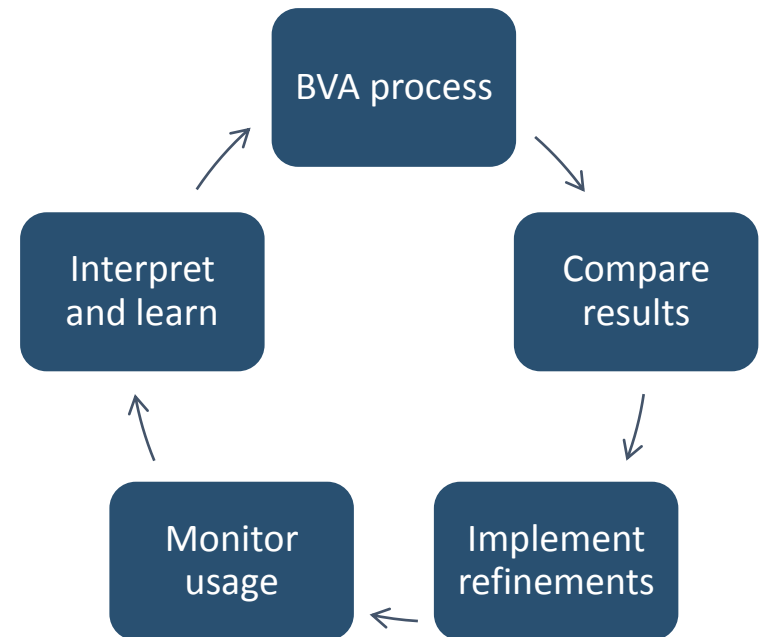


# BVA & Lean Principles

## Focused business enablement



## Continuous Improvement



# Business Value Assessment



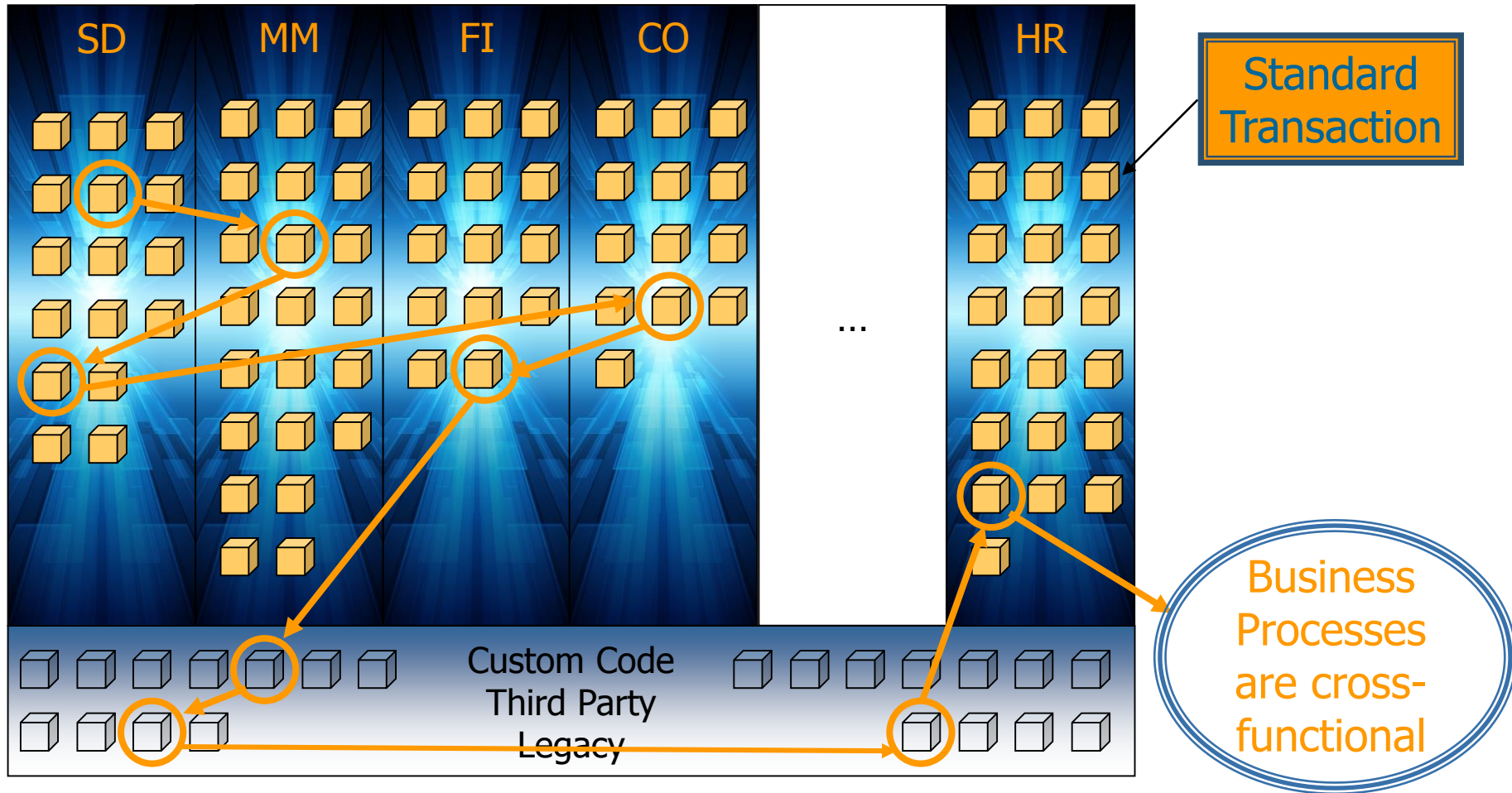
## Anonymous Example

- Client's SAP System : XXX
- Time Frame analyzed : 12 month
- Industry : Manufacturing
- Release : ERP 6.0
- Focused Business Process : Financial Closing

# West Trax Methodology



West Trax Mapping Algorithm allows mapping of SAP usage data onto West Trax hierarchical Process Models (Enterprise Areas, Core Business Processes, Process Groups, Processes, Transactions, Document Types) available for ERP, CRM, HCM, SCM, Industry Solutions etc.

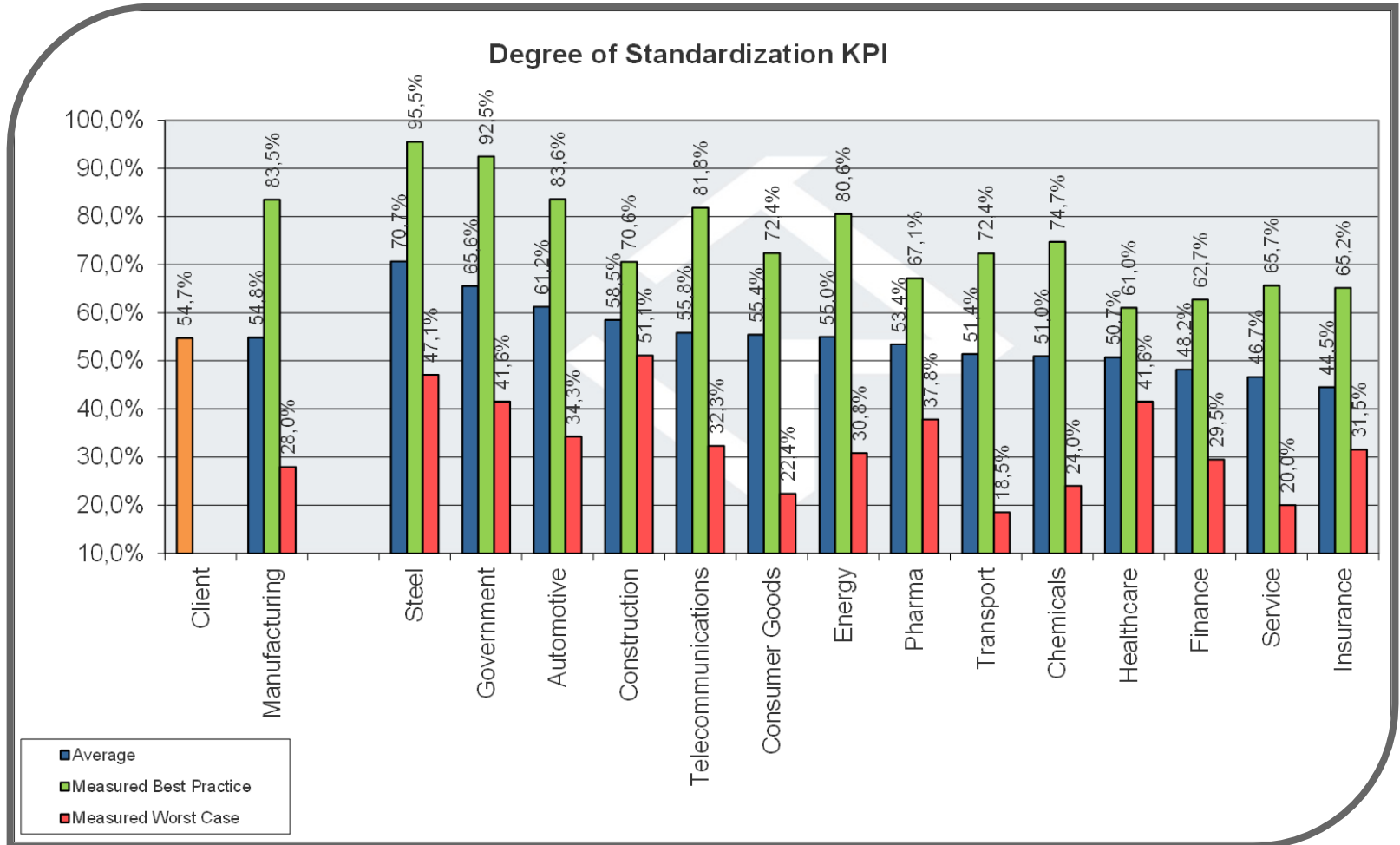


Moreover: ABAP Parser to offline analyze functionality of custom developed code

# Degree of Standardization entire system



Degree of Standardization for Client's System XXX compared to Benchmark



# Standardization Financial Closing Process



Client's usage data of 12 Month mapped onto SAP Best Practice Process Model\* for Financial Closing

\* Source: SAP® AG



Percentages show how many of the available programs and transactions have been used per process category (boxes)

D=Day   
 M=Month   
 Y=Year

# Accelerated Data Entry



73 of 88 available functions have been used within 12 month,  
41 transactions can be accelerated using Winshuttle Solutions!

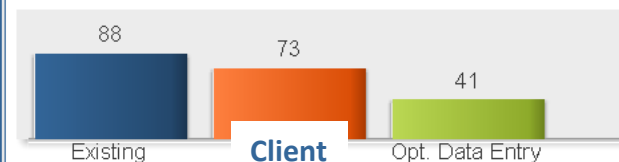
Benefit using  
Winshuttle



Step	Process Category	Process	Transaction	Module	D	M	Y	Used	Opt. Data Entry
1	Central activities	Update Exchange Ranges	S_BCE_68000174	FI	x	x	-	✓	✗
2	Check Invoices (vendors, customers)	Ensure Movements are complete	VL10A	SD	-	x	-	✓	✗
3	Check Invoices (vendors, customers)	Ensure Inventory Movements are C...	VL10A	PS	-	x	-	✓	✗
4	Check Invoices (vendors, customers)	Ensure Inventory Movements are C...	VL10	CS	-	x	-	✓	✓
5	Check Invoices (vendors, customers)	Record Purchase Order related AP T...	MIRO	MM	x	x	-	✓	✓
6	Check Invoices (vendors, customers)	Record Purchase Order related AP T...	MIRO	CS	-	x	-	✓	✓
7	Check Invoices (vendors, customers)	Release Blocked Invoices	MRBR	MM/PS	x	x	-	✓	✓
8	Check Invoices (vendors, customers)	Release Blocked Invoices	MRBR	CS	-	x	-	✓	✓
9	Check Invoices (vendors, customers)	Incomplete SD Documents	V_UC	SD	x	-	-	✓	✗
10	Check Invoices (vendors, customers)	Blocked SD Documents	VKM1	SD	x	-	-	✓	✓
11	Check Invoices (vendors, customers)	Collective Proc. Analysis (Deliv.)	V_SA	SD	x	-	-	✓	✗
12	Check Invoices (vendors, customers)	Review Sales Documents blocked fo...	V23	SD	x	-	-	✓	✗
13	Check Invoices (vendors, customers)	Review Billing Due List	VF04	SD	x	x	-	✓	✓
14	Check Invoices (vendors, customers)	Review failed Billing document creat...	V.21	SD	x	-	-	✓	✓
15	Check Invoices (vendors, customers)	Release Billing Documents for Acco...	VFX3	SD	x	x	-	✓	✓
16	Check Invoices (vendors, customers)	Failed Goods Movement	COGI	PP	-	x	-	✓	✓
17	Check Invoices (vendors, customers)	Reprocessing Incorrect Confirmation	CO16N	PP	-	x	-	✓	✗

Process Category	▼	○
Process	▼	○
Transaction	▼	○
Application	▼	○
Period	▼	○
Industry	▼	○

Distinct Transactions for Period End Closing



# Time and Cost Reduction per annum



Financial Closing: Intensity of usage of involved transactions and impacts of using Winshuttle

Transaction	Description	Relevance	Dialogs	Winshuttle median acceleration (seconds)	Time Reduction in Person Days p.a.	Annual Cost Reduction
					<b>2.539</b>	<b>812.554 €</b>
CJ8G	Actual Settlement: Projects/Network	80%	28.977	288	19	6.182 €
CJ20N	Project Builder	80%	437.108	117	118	37.883 €
CJB2	Generate Settmt Rule: Indiv.Proc.	80%	0	57	0	0 €
CK11N	Create Material Cost Estimate	80%	146.384	118	40	12.795 €
CK24	Price Update with Cost Estimate	80%	17.850	69	3	912 €
CO02	-	80%	2.712.790	141	885	283.336 €
CO8A	Presett. Co-Products; Postprocessin	80%	0	188	0	0 €
COGI	Processing goods movemnts w. errors	80%	784.241	149	270	86.557 €
COOIS	Production Order Information System	80%	1.205.920	235	656	209.919 €
ENGR	-	100%	79	108	0	8 €
F-03	Clear G/L Account	100%	161.762	96	45	14.379 €
F-32	-	100%	458.548	62	82	26.324 €
F-44	Clear Vendor	100%	184.209	114	61	19.444 €
F.07	G/L: Balance Carryforward	100%	32	38	0	1 €
F.13	ABAP/4 Report: Automatic Clearing	100%	9.132	28	1	237 €
FAGL_FC_VAL	Foreign Currency Valuation (New) Periods	100%	0	140	0	0 €
FB41	Post Tax Payable	80%	899	88	0	59 €
FB50	G/L Acct Pstg: Single Screen Trans.	80%	23.019	147	8	2.507 €
FBD1	Enter Recurring Entry	80%	2.255	115	1	192 €
FF7A	Cash Position	80%	0	164	0	0 €
KB31N	Enter Statistical Key Figures	80%	5.486	61	1	248 €
KB61	Enter Reposting of CO Line Items	80%	13.703	13	0	132 €



# Analysis can be done for any Process in your System

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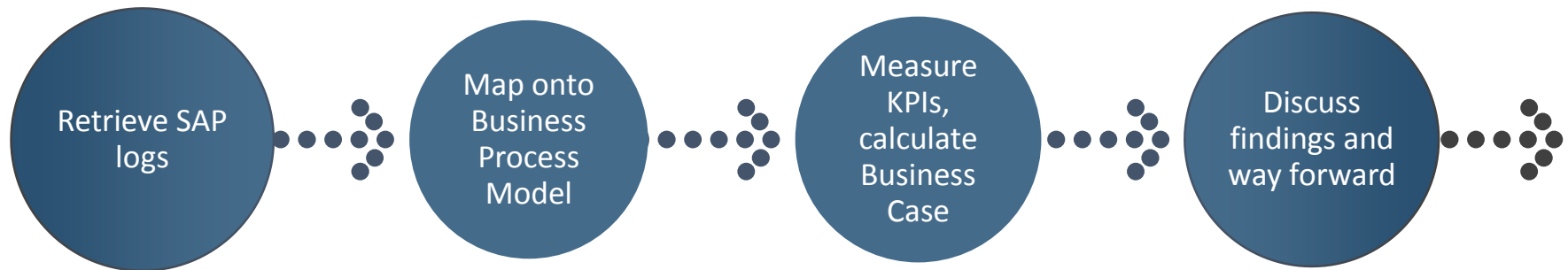
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Business Case Approach per Core Business Process based on objective and reliable numbers.



# If your colleagues ask - How long does it take?



## Typical timeframes

SAP log retrieval

< 1 hour (SAP administrator)

BVA Analysis Completion

Approximately 5 days

Initial results discussion

1 hour with key stakeholders

# Questions?



# How do we get started?

For basic information:

Email [bvaprogram@winshuttle.com](mailto:bvaprogram@winshuttle.com)

For indepth value assessments contact:

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