



iCaptive Methodology Global Release

December 2018



Agenda



- 1 iCaptive – Global Governance**
- 2 Rational behind iSAP to iCaptive Branding**
- 3 What is iCaptive ?**
- 4 iCaptive Key Phases and Activities**
- 5 Key assets, Digital Delivery Framework and links**
- 6 iCaptive Global Training Program & Deployment**
- 7 Project Deployments**
- 8 Project Stakeholders & Design Authorities – Point of View**
- 9 Next Steps**

iCaptive – Global Governance

STEERING COMMITTEE

(One per Region)

- Decision sponsorship and Local Deployment organization
- Prioritization (backlog items)
- Deployment Target setting
- Release Signoff
- Final escalation instance for issues that could not be solved in the teams

DESIGN AUTHORITY

(One per Stream Worldwide)

- Provides guidance to the iCaptive team on content Improvement
- Creates content reviews and validates the content produced and ensure quality and consistency within his/her content area.
 - Estimated effort needed by the design authority should be approx. 12 Man Days in a year.

iCaptive Program

BU SPOCs

(One per Country)

- Propose new backlog items and/or propose improvements into existing content from their country to respective design authority and steering committee.
- Socialize iCaptive, responsible for training and rollouts and also ensure iCaptive is leveraged by projects and sales proposals
- Organizes the feedback to the teams and collect the quantified benefits from different projects leveraging iCaptive framework in the respective countries.

TRANSVERSAL ICAPTIVATE TEAM

- Supports the creation of material to enable the rollout of the stream deliverables
- Performs Train the Trainer sessions where needed
- Monitors deployment within the project teams
- Provides feedback to other teams on deployment status
- Consulting and Advice

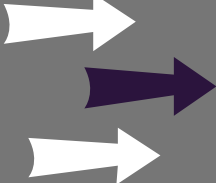
Steering Committee, Design Authority and BU SPOC List for the Countries

**** For any iCaptive Support specific to Training, Sales Support & Project Deployments , please reach out to respective country BU SPOCs**

COUNTRY REPRESENTED	ROLE	MEMBERS	COUNTRY REPRESENTED	ROLE	MEMBERS	Steer Co Members
France	DA - Procure to Pay	Alain Balsa & Guilhem Peaucelle	North America	DA - Finance to Manage, Contract to Close, Plan to Move	Keylor Acosta	Todd Martin (NA)
	DA – S/4HANA CLOUD	Philippe GAILLARD		DA - Service to Cash, Market to Customer	Scott Palashoff	
	BU SPOC	William Bigand, Aziz IGHMOUR		DA - Exploration to Production	Tyrone Petrakis	
Germany	DA - Global Rollout	Claus Milden	LATAM (Argentina, Brazil, Chile, Colombia, Mexico, Peru, Venezuela)	BU SPOC	Liz Walker, Travis Brubaker	David Lowson (EU)
	BU SPOC	Hemanta Pratim Baruah		DA - Maintain to Settle	Rodrigues Renato Perinazo	
United Kingdom	DA - Hire to Retire & Success Factor	Gwen Baker		BU SPOC	Rodrigues Renato Perinazo	
	DA - Org. Change Management, Basis & Infrastructure	Giles Peacey	India	DA - Global Rollout	Nilesh Edwankar	Vinay Sanil (APAC)
	BU SPOC	Rob Anderson		DA - Order to Cash	Surendranath Prabhu	
Italy	DA - Invest to Divest	Stefano Saran		DA - Demand to Supply	TBD	
	BU SPOC	Silvia Burgio		DA - Development	Goutam Dasgupta	Leonardo Cuneo (LATAM)
Netherlands	DA – Data	Ivo Schuivens		BU SPOC (EU)	Shroff, Tushar	
	DA - Project Management Office	Sander Zijlstra		BU SPOC (NA)	TBD	
	BU SPOC	Frank Luyckx		BU SPOC (UK)	Abhishek Mehta	
Nordics (Sweden, Norway, Finland, Denmark)	BU SPOC	Jessica Gerdslund	Singapore, Hong Kong, Australia, India	BU SPOC	Rupesh Singhasane	
Poland	BU SPOC	Pawel Grzeskowiak	North America, Europe	DA – S/4HANA CLOUD	Jim Bainbridge, Philippe GAILLARD	
Portugal	BU SPOC	Tiago Carinhas		DA - Model Company	Remon Hogguer, Prabhu S, EU – TBD	
Belgium	BU SPOC	Dirk Foubert & Anja Gysen	North America, Europe	DA - DevOps	TBD	
Spain	BU SPOC	Javier Berrio Bisquert	TBD			
China	BU SPOC	Zhu, Yubing				

SAP EXECUTIVE LEADERSHIP: Brad Little, Elisabetta Spontoni & Sanjay Amesur

Rational behind iSAP to iCaptive Branding



On the one hand, the enterprise needs to be more agile — able to make big changes quickly to stay relevant in the face of constant marketplace disruption. On the other, it must eliminate waste and optimize processes to drive down costs in the face of ongoing commoditization.

Significant change in SAP product portfolio and new methodology SAP Activate

- ✓ SAP has completely revolutionized its product portfolio
- ✓ Dismissed their methodology called ASAP and introduced a new methodology "SAP Activate", with the inclusion of Agile principles, new phases and streams and new supporting tools
- ✓ With creation of new digital core S4HANA moving towards cloud solutions, IoT and Machine Learning

Global Community Workshop : the raise of the challenge

- ✓ SAP leads stated that clients are starting to ask what is our position on SAP Activate and how this fits with our own SAP methodology iSAP
- ✓ iSAP team held workshops with SAP methodology experts and identified the gaps with way forward recommendations provided by SAP

New name proposed: iCaptive

- ✓ iSAP team along with Design Authorities built the new Agile methodology (iCaptive)
- ✓ iSAP methodology enhanced further to incorporate SAP Activate and industrialized further for Methodology, Best Practices, Business Modelling, Agile Functionalities & Dashboards
- ✓ It will also show the renewal of our practices and methods in line with SAP

"If we do not change the name, we'll not be perceived in the market as an innovator, in line with new SAP portfolio and continuously working to build value on top of SAP products."

What is iCaptive?

i = industrialized

+ **Cap** = Capgemini

+ **tivate** = Activate meaning the Capgemini version of SAP Activate including industrialization

TRANSFORMATION THE RIGHT WAY

iSAP – Capgemini’s proprietary and former industrialization methodology has been transformed into our new iCaptive methodology which is powered by SAP’s latest Activate methodology and covers both approaches – Agile & Waterfall.

APPROACH OPTIMIZATION

This Agile/Lean approach enables our clients to use iCaptive’s ability to realize benefits of both packaged SAP and tailored SAP approaches.

CONTINUOUS IMPROVEMENT

The iCaptive methodology is constantly being built on and updated utilizing a continuous improvement feedback loop with all our engagements into our Global iCaptive Center of Excellence.

QUALITY FOCUS

This methodology is driven by the enhanced Digital Delivery Framework (DDF) Tool – a combined project management tool and a content auto-generation tool. It helps to deliver the project in an Agile way and automates many non-value add activities, focusing on quality and consistency.

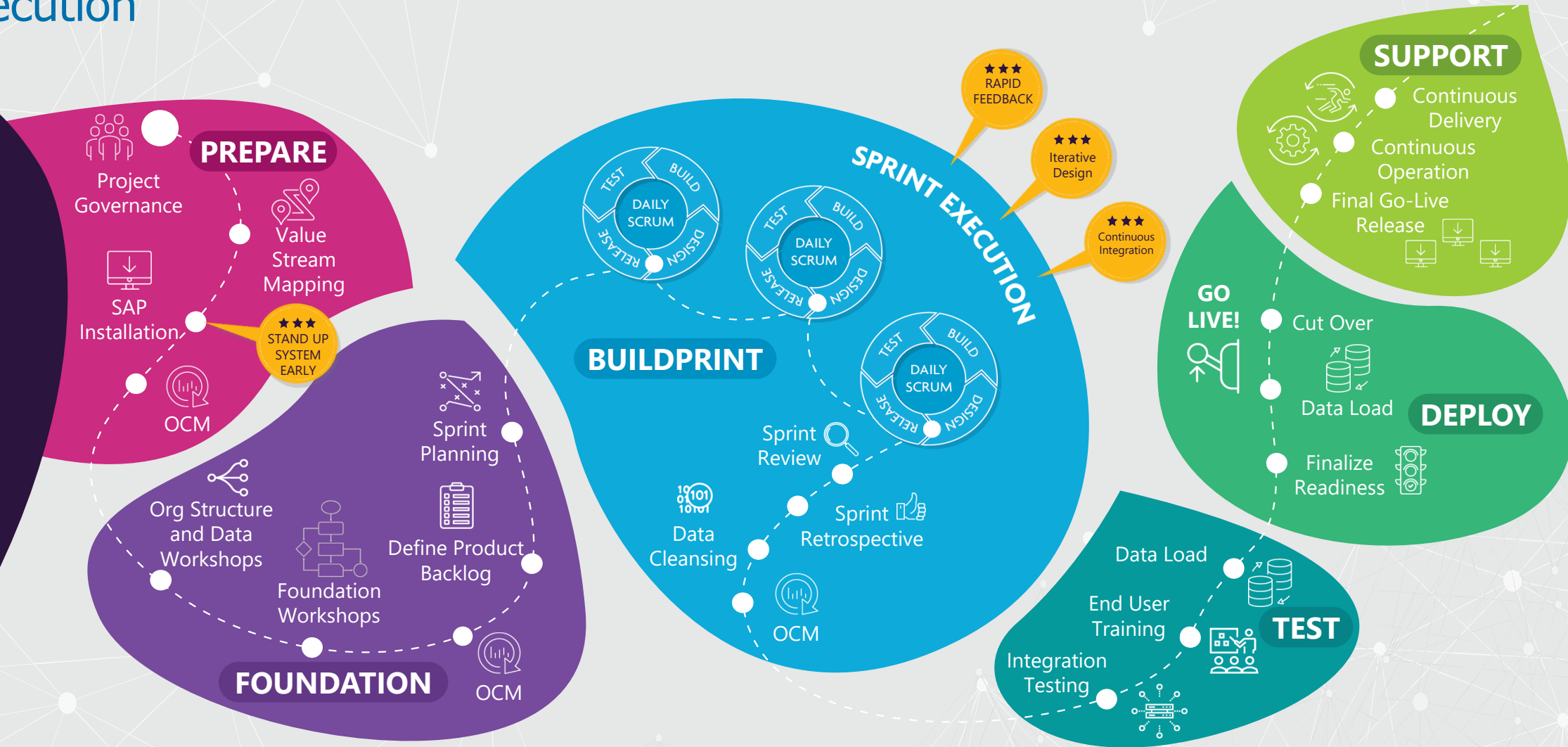
VALUE STREAM EMPOWERMENT

iCaptive provides repositories that store versions of these artifacts prepopulated and preconfigured into off-the-shelf business value streams.



Capgemini's Proprietary Agile Implementation Methodology focuses on Visibility and Execution

Our AGILE Journey



ONE SIMPLE, LEAN and AGILE Methodology

**FASTER
RELEASE**

**COST
EFFECTIVE**

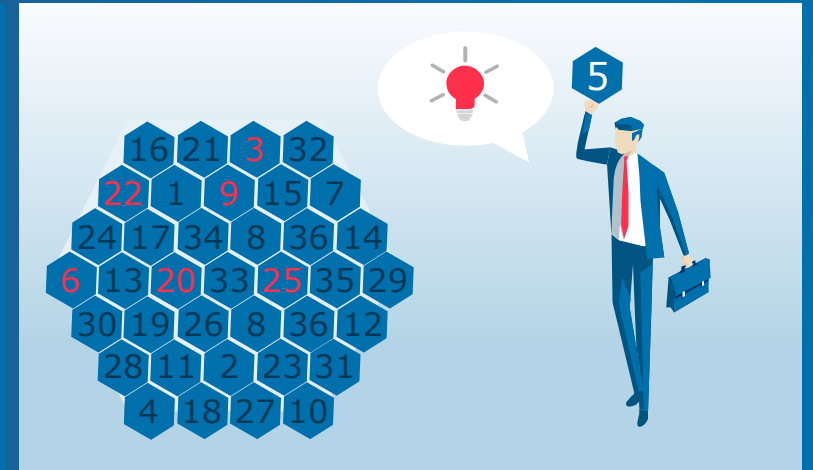
**REDUCED
RISK**

Why Agile? Agile breaks large, complex problems into smaller modules that can be solved in an incremental and adaptive Manner

TRADITIONAL APPROACH



AGILE APPROACH



FROM

TO

Perfect plans and failure avoidance

Rapid adaptation and failure recovery

Multitasking on everything

Dedicated focus on the most valuable work

Positive reports on progress

Transparent views of prototypes

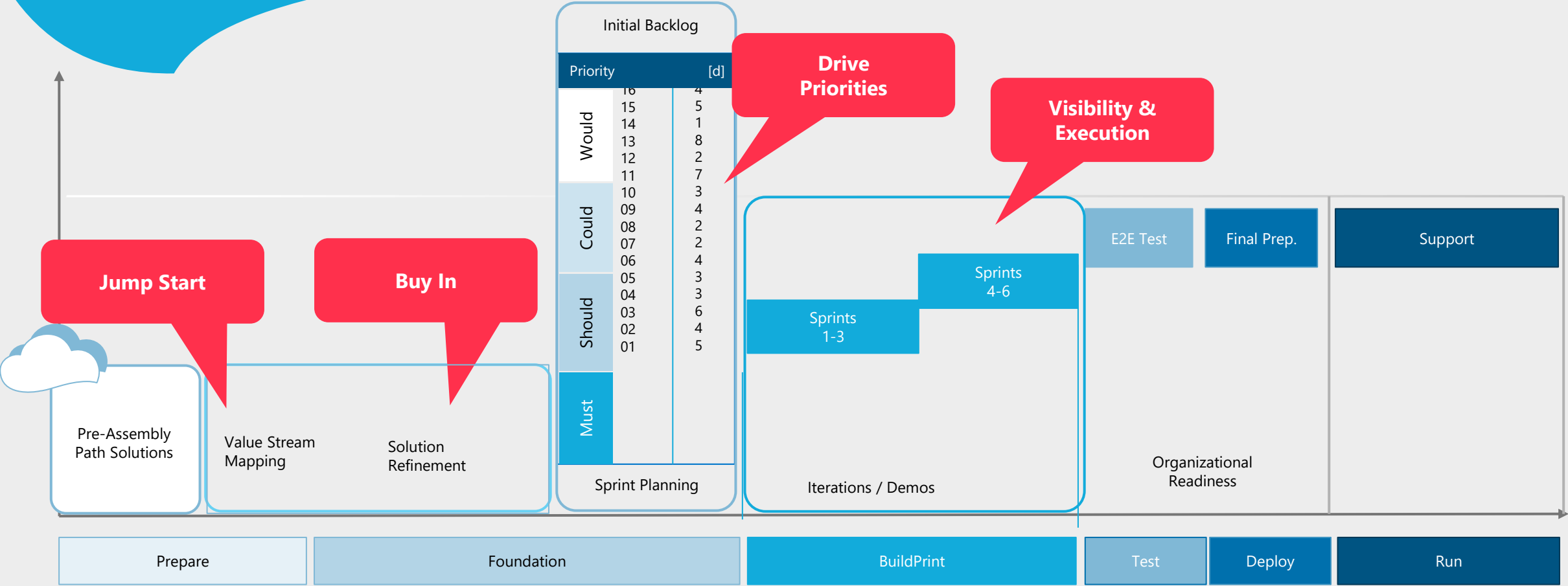
Layers of hierarchical approval

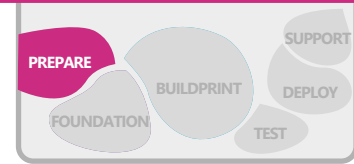
Customer collaboration and approval

Control and power

Trust and coaching

Each phase has a focus to enable agile development



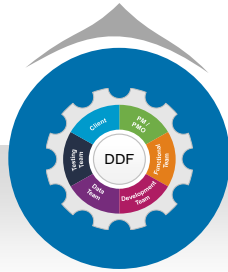


Key activities of Prepare Phase

Basic SAP and
iCaptive
methodology
training for
<CLIENT>



Set up
**Digital Delivery
Framework**



Deploy the
RapidStart team to
set up the entire
PMO in
2-3 days

OCM Governance,
Organization
Assessment (Change
Maturity and
Readiness)

Set up Solution
Manager

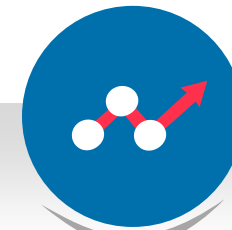


Set up SAP Sandbox
(SBX) environment
and pre-configured
reference model

Conduct Value
Stream Mapping
Sessions



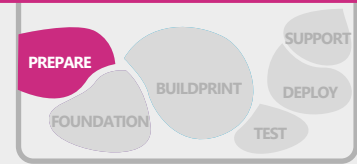
Project Kick-Off
meeting



Executive Alignment
ASE (#1)



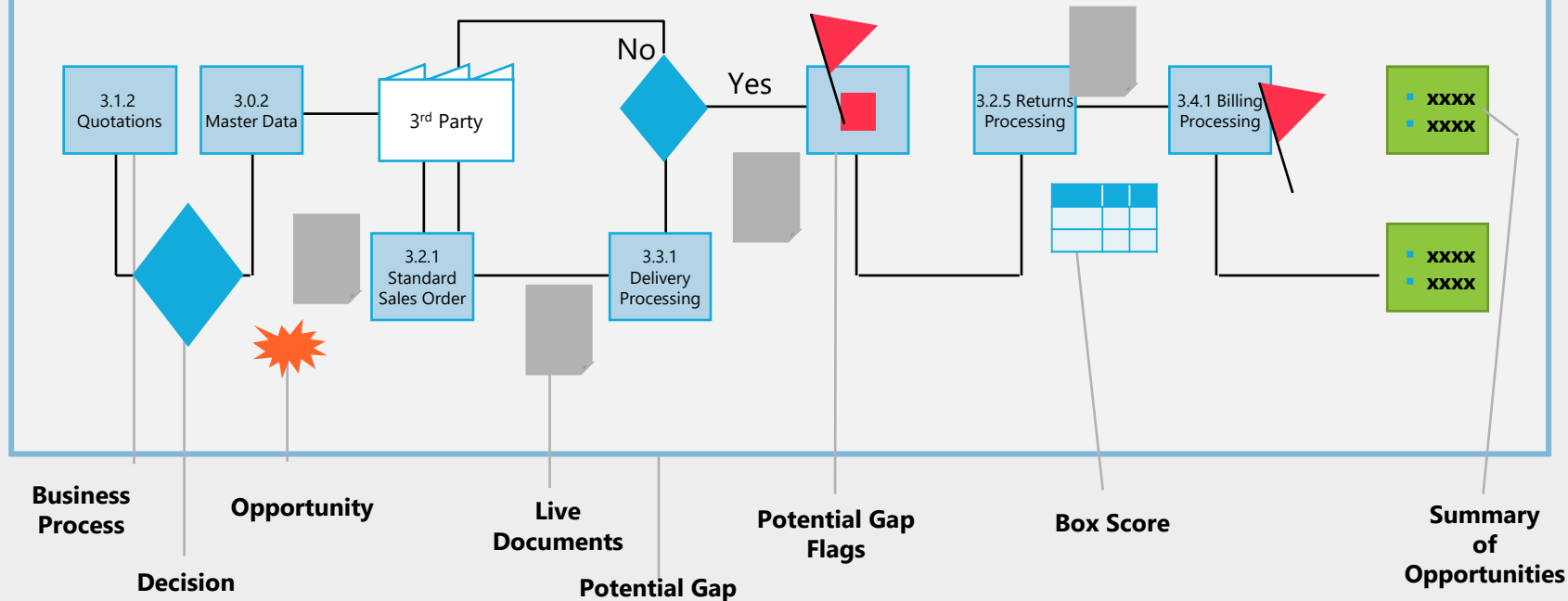
RAPID AND EFFICIENT PROGRAM INITIATION



SAP Value Stream Workshops

We will conduct SAP Value Stream Workshops to walk through each scenario of the end-to-end process in prepare phase establishes an Agile Foundation for remaining phases of work

Order to Cash Scenario: Process a Standard Sales Order



Activities

- Confirm all major scenarios and variants for each value stream
- Identify and confirm pain points, poor performing processes
- Isolate unique and key requirements
- Identify which processes might require more attention during detailed design

Inputs to Value Stream Mapping:

- Existing legacy footprint
- Standard Scenario Value Stream Maps
- Stakeholder/Business Process Owner Interviews
- Architecture Diagram
- Industry Best Practices

Outputs from Value Stream Mapping:

- Future State Value Stream Map
- Suppliers, Inputs, Outputs, and Customers of each Process
- Process Stakeholders (including 3rd Parties)
- User Stories
- Process Improvement Opportunities and Metrics
- RICEFW List and Gaps
- Process Architecture Diagram
- Initial Change Impacts List

ICONS

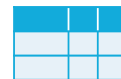
Business Process

- Level 3 process in-scope
- May also be non-SAP process

Decision

- Describes the decision
- Stated to require a YES or NO answer
- Uncovers variations to the overall process

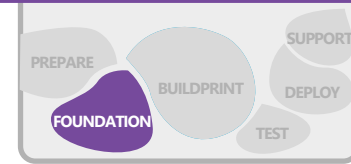
Box Score



- Process performance metrics
- Current and future state expectation

3rd Party

- Represents a 3rd party that participates
- E.g., Supplier, Bank, Customer, etc.



Key activities of Foundation Phase

Conduct team and steering committee meetings



Run "Design by Acception®" workshops to identify gaps



Start documenting design decision and gaps in **Digital Delivery Framework**

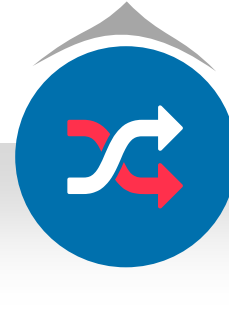
Map legacy data values to SAP for migration



Develop communication and training roadmaps and plans, brand the program and set up **change champion network**



Implement SAP development (DEV) environment



Gain Operational Alignment (**Second ASE**)

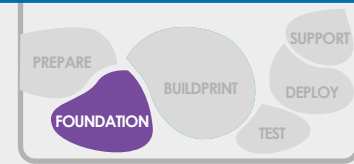


Conduct team building activities



Goal: Identify 80% base and 20% solution exceptions

Elements of a Design by Acception™ Foundation Workshop



1 Capgemini Accelerators

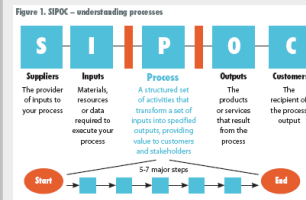
- Process Workshop Content
- Process Maps
- Level 3 to 5 Processes



2 Client Guiding Principles



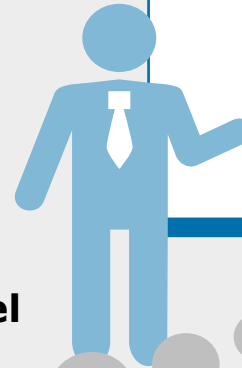
4 SIPOC Exercise



3 Industry PATH or Model Company Reference Model



6 Process Content and System Demos



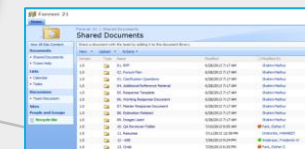
5 Legacy Business Differentiators

7 Outputs

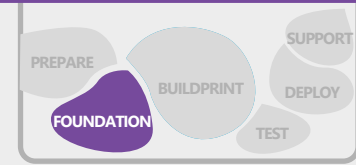
- FDD
- Action Items
- Key Decisions
- Data Design
- RICEFW list
- Change Impacts
- Refined Product Backlog



8

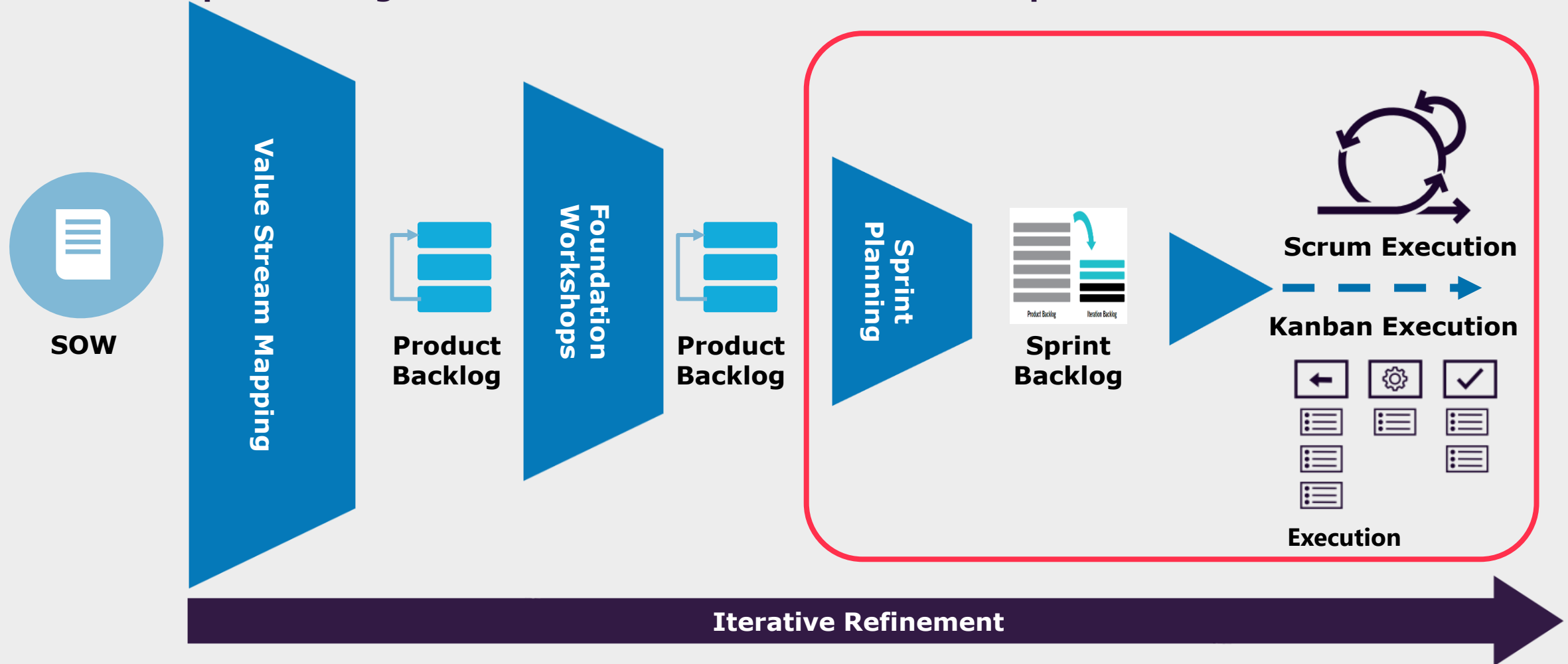


Content Repository



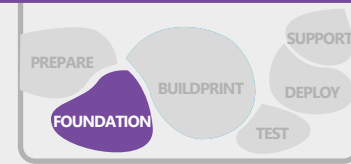
How do we get to BuildPrint?

The Product Backlog is a living document that undergoes refinement cycles prior to Build Print Execution. A Sprint Backlog is a subset of achievable user stories for a Sprint.



Example of business process decomposition model

Finance to Manage



Level 2 – 5 Major Processes

Finance
To

1.1 Define Financial Structure & Plans

1.2 Record / Settle Transactions

1.3 Close / Consolidate

1.4 Report Results

1.5 Support Decisions & Compliance

Manage

1.0.1 Organizational Structure
1.0.2 Chart of Accounts_GL
1.0.3 Bank Master
1.0.4 Activity Type and Activity Type Group
1.0.5 Asset Master and Asset Group
1.0.6 Profit Centers
1.0.7 Assignment of Profit Centers to Master Data
1.0.8 Cost Centers and Standard Hierarchies
1.0.9 Cost Elements
1.0.10 Cost Objects
1.0.11 COPA
1.0.12 Internal Orders
1.0.13 Product Costing
1.0.14 Material Ledger
1.0.15 Order with Revenue
1.0.16 Statistical Key Figures

1.1.1 Profitability Analysis Planning
1.1.2 Cost Center Accounting Planning
1.1.3 Profit Center Planning
1.1.4 Product Cost Planning - Material Costing and Simulation
1.1.5 Internal Order Planning and Budgeting
1.1.6 Projects Planning and Budgeting
1.1.7 BPC Capital Expense Plan Data
1.1.8 BPC Operating Plan
1.1.9 BPC Planning Model
1.1.11 Cash Management - Planning and budgeting
1.1.12 Treasury and Risk Mgt - Planning and Budgeting

1.2.1 GL Postings and Processings
1.2.2 GL Intercompany Processing
1.2.3 Fixed Asset Processing
1.2.4 Projects Actual Postings
1.2.5 Cost Center-Overhead Actual Postings and Allocations
1.2.6 Internal Orders Actual Postings
1.2.7 Orders Settlements
1.2.11 Cash Management processing
1.2.12 Treasury and Risk Mgt. processing

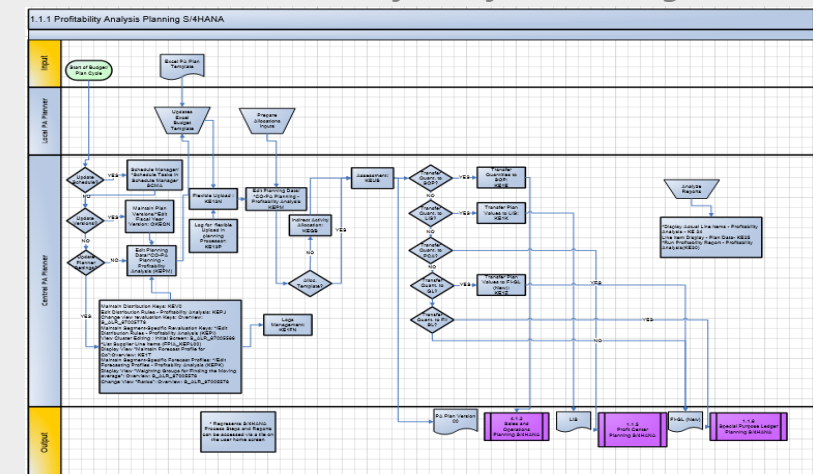
1.3.1 GL Periodic Processing
1.3.2 GL Periodic Closing
1.3.3 GL Valuation
1.3.4 GL Allocation and Rollup
1.3.5 Banks Periodic Processing
1.3.6 Asset Periodic Processing
1.3.7 Projects Period Close
1.3.8 Project Result Analysis
1.3.9 Projects Pegging and Distribution
1.3.10 Project Year End Close
1.3.11 Cost Center Acct Period End
1.3.12 Cost Center Acct Year End
1.3.13 Internal Orders Period End
1.3.14 Internal Orders Year End
1.3.15 BPC Consolidations

1.4.1 GL Reporting Tax Reports
1.4.2 GL Reporting Information system
1.4.3 GL Reporting Assets

1.5.1 Cost Center Information System
1.5.2 Internal Order Information System
1.5.3 Balance Audit Trail
1.5.4 Bank Environment
1.5.5 Project Information System

BP to our Process Flows – not just logical process that the system follows, full business process including manual steps, roles, etc. that aren't in SAP

1.1.1 Profitability Analysis Planning



Level 3 – Business Process

Example – Product Backlog for Finance to Manage Aligned to L1-L3 Business Process Hierarchy

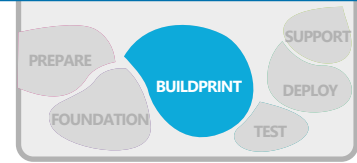
Workstream (L1)	Epic (L2)	Feature (L3)	User story (L4)
Finance to Manage	1.1 Define Financial Structure and Plans	1.1.1 Profitability Analysis Planning	When we plan profitability analysis.... (Based on process inputs, outputs, roles, sox/compliance, etc.)
			The Profitability Analysis plan needs to produce...
			Only the Controller role can change the PA Plan...
		1.1.2 Cost Center Accounting Planning	XX
			XX
			XX
	1.2 Record and Settle Transactions	1.2.1 GL Postings and Processing	XX
			XX
			XX
		1.2.2 GL Intercompany Processing	XX
			XX
			XX
	1.3 Close and Consolidate	1.2.3 Fixed Asset Processing	XX
			XX
			XX
		1.3.1 GL Periodic Processing	XX
			XX
			XX
		1.3.2 GL Periodic Closing	XX
			XX
			XX
		1.3.3 GL Valuation	XX
			XX
			XX

Backlog user story

Requirement

We use SIPOC Process Modeling to drive User Stories. It focuses on inputs and outputs of a future-state process, provides a customer-centric view of User Stories, and flushes out integration between teams.

Key Activities of BuildPrint Phase



Deliver a **future state solution** via an Agile-based approach using Digital Delivery Framework Tool



Leverage industrialized nearshore **Solution Design Center(SDC)** and offshore **Advanced Delivery Centers (ADC), Industrialized Delivery Center(IDC)** for RICEFW development



Utilize **multiple playbacks** for ongoing engagement of the business



Start preparing for **Functional integration testing**



Accelerate development and knowledge transfer with Mind Mapping, video and Slack collaboration tool

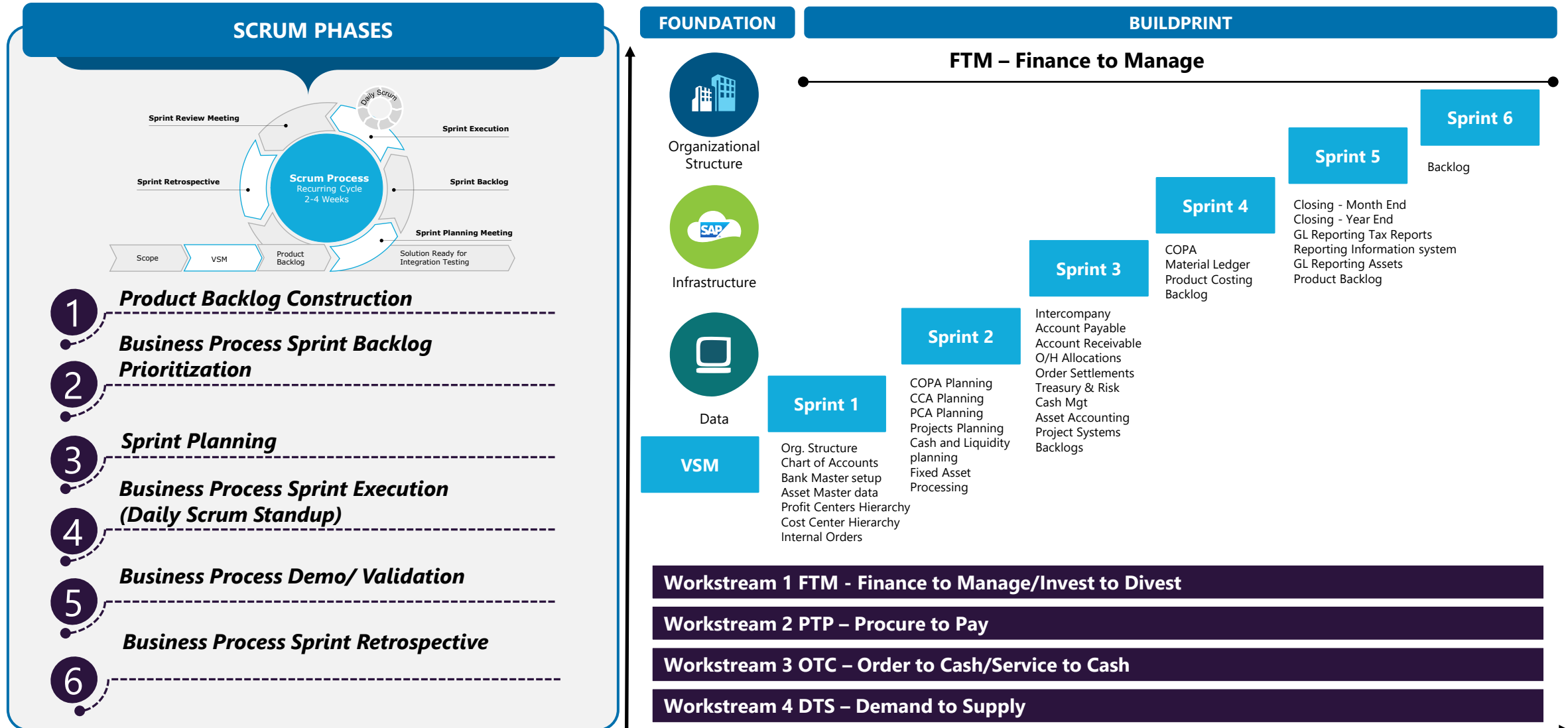
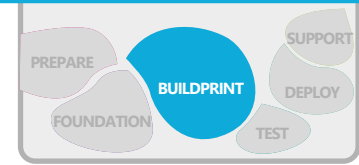


Develop **blended learning** approach, map bus. roles to training content, deliver **communications** and **change champions plan**, track **OCM metrics** and **milestones**



Design, Build and Unit Test 20% of Exception Processes

We will design, configure, and build the solution through a series of sprints (Sprint example – Finance to Manage)



THE AGILE SCRUM FRAMEWORK

3

ROLES



- **PRODUCT OWNER**
- **SCRUM MASTER**
- **CROSS FUNCTIONAL TEAM**

4

MEETINGS



- **SPRINT PLANNING**
- **DAILY STANDUP**
- **SPRINT REVIEW**
- **SPRINT RETROSPECTIVE**

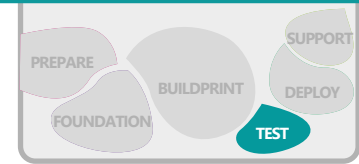
3

DOCUMENTS



- **PRODUCT BACKLOG**
- **SPRINT BACKLOG**
- **FINISHED WORK**

Key activities of Test phase

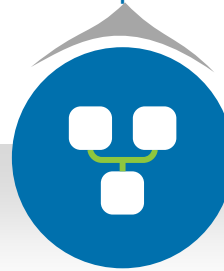


Continue **knowledge transfer**



Deliver communications and training, provide Train the Trainer training

Run change champion network
Measure stakeholder readiness and adoption



Execute Mock Cutovers, Data Testing and Conversions



Conduct **Functional integration test**

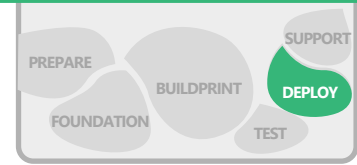


Build SAP production environment



Test the End-to-End Solution and Train-the-Trainers

Key activities of Deploy and Support Phases



Continuation of knowledge transfer. End-user training executed ★



Conduct at the worksite "day in the life"



Production cutover and data conversion completed



Monitor "actual" vs. "planned" production metrics to determine quality and acceptance



Business acceptance and site readiness



★ Done by <CLIENT> trainers, with Capgemini team providing support

Train End Users and Go-Live!

Key assets: iCaptive Digital Delivery Framework (DDF) Tool

Go Beyond Traditional Implementation



REIMAGINE



REINVENT



RUN

- DDF tool is a **Capgemini proprietary application** on a **centralized, secure database**, which provides standard SAP business processes along with pre-populated content
- It can be leveraged as an **interactive checklist** for implementation guidance and allows for business process teams to **run a standardized, scope-defined workshop**
- Tool has the ability **to reduce processing errors, improve completeness of design**
- It collects **status, content, and completion percentages** from individual sections of the business processes, configuration, data, development and testing that are in scope

Benefits of Digital Delivery Framework Tool

- **Integration & Alignment:** Alignment with Solution Manager, Core Value Streams, S4HANA, Agile and Cloud Components and integration with country version requirements
- **Simplification:** Automatic creation of several deliverable documents (Business Process FDD, Configuration documents, Unit Test Scripts) leading to reduction of manual documentation and non value-added work
- **Dashboard Management:** Executive & Business Process Dashboards alongwith Data and Development Dashboard Management in a central location for better tracking and visibility

Key assets: iCaptive Business Process Structure set up in SOLMAN 7.2

EXAMPLE

S/4 HANA Solution is already set up in iCaptive Solution Manager 7.2

Browser

List

Search Result

Where Used List

Reporting

Solution > Business Processes > Project Golden Template Structure - DO NOT TO... > 3.2 Order to Cash - Process Order > 3.2.1 - Standard Sales Order Processing S/4HANA > Create Sales Order

L1 – Order To Cash

L2 – 3.2 OTC Process Order

L3 – 3.2.1 Standard SO Processing

L4 – Create Sales Order With Reference

ISAP Project Golden Template Structure - [

SAP Best Practices Import

<<Order to Cash>>

3.1 Order to Cash - Receive Order

3.2 Order to Cash - Process Order

3.3 Order to Cash - Distribute Goods

3.4 Order to Cash - Invoice Customer

3.5 Order to Cash - Manage Accounts Rec

3.89 Medical Device

<<Demand to Supply>>

4.1 Demand to Supply - Forecast Demand

4.2 Demand to Supply - Request / Reserv

4.3 Demand to Supply - Plan / Schedule P

3.2.1 - Standard Sales Order Processing S

3.2.2 - Third Party Order Processing S/4HA

3.2.3 - Free of Charge Sales Order S/4HAN

3.2.4 - Consignment Order Processing S/4H

3.2.5 - Returns Processing S/4HANA

3.2.6 - Payment Card Processing S/4HAN/

3.2.7 - Customer Down Payment Processin

3.2.8 - Service and Repair Order Processin

3.2.10 - Manage ETO Project S/4HANA

3.2.12 - Check Availability ATP S/4HANA

Create Sales Order without Reference/"Cre

Create Sales Order with Reference/"Create

Validate/Update Pricing on Sales Order/"Cr

Run Back Order/"Back Order Processing si

Change Sales Order/" Change Sales Order

Elements of 'Create Sales Order with Reference/"Create Sales Ord...

Elements of 'Create Sales Order with Reference/"Create Sales Ord...

Name	Type	Group
Create Sales Order with Reference/"Create Sales Order (VA01)	Configuration Unit <Ref.>	Configuration
Create Sales Order	Fiori Application <Exec.Ref.>	Executables

Configuration

Fiori Tile

L5 – Fiori Tiles

Key assets: KM 3.0 Asset Breakdown by Industry – As of Now

Industry	Functional Assets Created	Functional Deliverables Attached	Technical Assets Created	Technical Deliverables Attached
Aerospace and Defense	72	1883	643	1778
Auto	28	451	2	6
Chemicals	0	0	131	204
Consumer Products	17	109	751	1637
Energy	12	49	97	133
High Tech	8	346	0	0
Life Sciences	17	262	142	659
Manufacturing	57	1205	334	579
Media & Entertainment	0	0	142	313
Oil and Gas	107	1081	823	2003
Retail	67	1756	462	1220
Services	2	4	0	0
Utilities	94	952	693	1526
Distribution	0	0	22	22
Total	481	8098	4242	10080

Completed Projects

S/4HANA Projects

- Cantel
- Hanon
- UPM
- Meijer
- Petrofac

iCaptive team interacts with Project Knowledge Coordinators on regular basis to make these artifacts available in KM3.0 Portal

The screenshot shows the Capgemini SAP Methodology website. The header includes the Capgemini logo and navigation links for SAP Methodology, SAP Delivery, and SAP Implementation. The main content area features a large blue graphic with the text "Capgemini SAP Methodology" and a description of the methodology as a comprehensive approach to SAP implementation. The page also includes a sidebar with navigation links and a footer with contact information.

iCaptive Waterfall Key Links: Ready Reference



iCaptive T Room

- [SharePoint](#)
- [6 Phases and 6 Streams and Templates](#)
- [Work Break Down Structure and Numbering system](#)
- [L2 Project Plan](#)
- [RACI](#)
- [Deliverable Map](#)
- [ETE Business Process Decomposition](#)
- [Business process Workshop Decks and Process Flow Diagram](#)
- [PMO Guidance and How-to for setting up iCaptive Waterfall Projects](#)

KM 3.0: Project Deliverable Database

- [Methodology Landing Page](#)
- [Project Deliverables](#)

Training

- [1-Day iCaptive Waterfall Course](#)
- [2-Days iCaptive Waterfall Course](#)
- [1 Hour Web Learning & Certification Course](#)
- [Solution Manager 7.2](#)

Digital Delivery Framework (DDF) Tool

- [DDF Access Link & How to Guide](#)
- [DDF Training Deck](#)

Methodology Compliance

- [Methodology Compliance Review](#)

Sales & Pursuit

- [iCaptive Waterfall Overview deck](#)
- [Sales Boiler Plate](#)
- [External Website iCaptive Content](#)

Solution Manager Set Up

- [SolMan Access Link & How to Guide](#)
- [iCaptive SolMan Overview](#)
- [Solution Manager Strategy Guide](#)

*WIP Documents

Please email your issues / questions / assistance / guidance needs with the iCaptive Methodology, DDF Tool to
GLOBAL, GR-TRANS-iCaptive
gr-iCaptive.global@capgemini.com

iCaptive Global Training Program & Deployment

**** For any iCaptive Training program and queries please reach out to respective country BU SPOC's**

As per iCaptive Governance plan, the potential trainers for each country identified and they have attended the TTT sessions for iCaptive Agile Methodology and as a next step they are providing training to the SAP practitioners across their respective BU's/Countries.

iCaptive Virtual Training (Duration - 8 Hours)

Day 1

- Module 1: Introduction and Basics of iCaptive Agile Hybrid
- Module 2: Project Execution & Prepare Phase
- Module 3: Business Process & Foundation Phase Guidance

Day 2

- Module 4: Build Print Phase Guidance
- Module 5: Test & Deploy Phase Overview

eLearning Module Build

**In
progress**



Post Release of iCaptive Methodology , these modules will be published by Jan'2019

1. iCaptive Agile Hybrid
2. Foundation Phase Guidance
3. Build Print Guidance
4. Test, Deploy & Support

The course will be designed in collaboration with Capgemini University team.

Project Deployments

#	Project	Best Practice	Methodology	EM /Contacts	Country
1.	Imerys	1709 S/4HANA	Agile	THONGKHAM, Clementine	France
2.	PSA Hermes	1709 S/4HANA	Agile	FREIMAN, TOMER	
3.	Coster	1709 S/4HANA	Agile	Meli, Danilo & Parente, Davide	Italy
4.	Sofinter	1709 S/4HANA	Agile	Cinzia Salvador	
5	Tecnoinvestimenti	1709 S/4HANA	Agile	Besteghi, Alessia & Maggiore, Vincenzo	
6	FEDCOM	1709 S/4HANA	Agile	Foubert, Dirk	Belgium
7 ★	Regie Der Gebouwen	1709 S/4HANA	Agile	Foubert, Dirk	
8	UPM	1709 S/4HANA	Agile	Mishra Bhabani	Finland
9	PPG	1809 S/4HANA	Agile	Bhattacharyya, Partha	Netherlands
10	Corbion	1610 S/4HANA	Agile	Winkel, Ruud	
11	Oerlikon	SAP ECC	Waterfall	Dekker, Jan	
12	Energy Australia	1709 S/4HANA	Agile	Sripathi, Shankar	Australia

★ Project completed in 2018

#	Project	Best Practice	Methodology	EM /Contacts	Country
13 ★	Hanon	1610 S/4HANA	Agile	Esther Park	NA
14. ★	Cognex	1610 S/4HANA	Agile	Wood, Bill	
15	Panasonic	SAP ECC	Agile	Chaissan, Steve	
16	AmeriGas	SAP ECC	Agile	Carlos Arango	
17 ★	STX Entertainment	SAP ECC	Agile	Cathi Walker	
18	PDC Energy	1709 S/4HANA	Agile	Robinson, Zachary L	
19	Energy Transfer	1709 S/4HANA	Agile	Ryan Mueller	
20	Faraday	1709 S/4HANA	Agile	Hogguer Remon	
21	Limetree	1709 S/4HANA	Agile	Beekes, Amanda K	LATAM
22 ★	Cantel	1610 S/4HANA	Waterfall	Hogguer Remon	
23 ★	Petrofac	1610 S/4HANA	Agile	Beekes, Amanda K	
24 ★	PetroSPM	1610 S/4HANA	Agile	Aaron Passer	
25 ★	Grupo Diavaz	1610 S/4HANA	Agile	Michael Bracamontez	
26 ★	Statoil	1610 S/4HANA	Waterfall	Beekes, Amanda K	
27 ★	TechData	SAP ECC	Waterfall	Arturo Camarena	

Project Stakeholders - Point Of View



- iCaptivate methodology and the tool provide a solid structure and overview to build the full S/4Hana landscape, not only during build of the template but also for all test phases.
- With a Backlog and the Agile components in the methodology, we build per priority. Therefore we always build first what is most important, and this enlarges readiness and value of the product.
- The DDF tool helps us to efficiently document the build work we do. Documentation is usually a time-consuming task, and has less priority compared to delivering the product itself. The DDF tool is pre-filled and collects all information per L3 process. This is very helpful for us.



- The Digital Delivery Framework greatly reduced our documentation effort and helped us guide workshops
- The DDF tool gave the client additional visibility in real time to the progress of the project and made overall PMO tasks greatly simplified – in particular I was able to easily provide the client with the deliverables they could expect and exact percentage of completion/progress
- The configuration nodes and automated documentation helped the team ensure completeness in design
- The key design section in the DDF allowed us to input major client decisions to reference later in the project.



- DDF framework is used as an accelerator to create the project documentation (Functional Design Documents and Configuration Documents)
- This framework is easy to use for consultant teams as it is pre-filled with all standard iSAP processes, process flow steps, etc.
- It allows the team to focus on the value-added tasks such as defining customer business rules and gives also a great professionalism image to the customer.



- iCaptivate tools and templates (DDF and associated accelerators) were effectively used for EA project in Procurement (S/4HANA, Ariba) and Finance (S/4HANA)
- Methodology key elements of the tool (process flow, WRICEF identification and key objectives) have been extensively used for the Enterprise Design(Foundation) phase. In BuildPrint planning DDF Tool helped in planning the sprints and iterations and out of the box reporting has been shared with the client.
- The feedback from the client has been positive and the team is looking at getting the most of the collaborative tool (DDF) as well as the current templates, available in the iCaptivate methodology for the Buildprint workshops.

Design Authorities – Point Of View

Keylor Acosta *DA – North America*

"Agile is no longer reserved to custom software development. ERPs are not exempt to Agile projects anymore.

Clients are requiring system implementation partners to introduce or leverage Agile in their ERP implementations. It is, therefore, vital to have defined deliverables, tools, templates, and processes that incorporate Agile techniques, processes, and tools to support our implementations.

iCaptivate not only provide us that framework, but it also retains the industrialization principles from iSAP. This means that we will be the choice for Agile and industrialized SAP implementations in the marketplace.

Leveraging iCaptivate, our teams will learn to deliver SAP projects the Agile way even if they are not trained in Agile or if they are not Scrum Masters.

We have eliminated the guessing aspect of the methodology and have narrowed it down to what our teams need to know and need to do in every step of the implementation so that they only need to follow iCaptivate, the processes, templates, and deliverables and focus on delivering value to our clients."

Surendranath Prabhu *DA – India*

"With new Fiori Apps for the business transactions the end to end business process execution has changed drastically in S/4HANA.

Combined with this, SAP is coming up with so many new Fiori Apps with every release of FPS / yearly release making the situation very dynamic and challenging for a Solution Architect / process consultant to design a most efficient E2E process flow and related Fiori Apps.

With our new design of DDF combined with S/4HANA best practices, project architects and consultants can get the best guidance in finalizing not just the processes but also majority of the embedded analytical apps that come with S/4HANA.

This can reduce project effort, duration and cost to both customer as well as Cap Gemini."

Sander Zijlstra *DA – Netherlands*

"iCaptivate expedites SAP S/4HANA implementations by tools, templates and ready to use process content. The prescriptive guidance and ready to use content frees the time to spend on what really makes the differences for customers. Delivering the solution in an iterative way fosters an increased level of innovation delivered in an incremental way."

Next Steps – iCaptive

- Train-the-Trainer
- Roll out 1-day/2-day training to all countries by BU SPOCs/Trainers by end of January'2019
- E Learning course (One-hour duration)
 - iCaptive Agile Overview
 - Prepare & Foundation Phase Guidance
 - Build Print Guidance
 - Test, Deploy & Support
- S/4HANA Cloud Methodology build
- Model Company integration
- CBTA S/4HANA Script build in Solution Manager 7.2





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