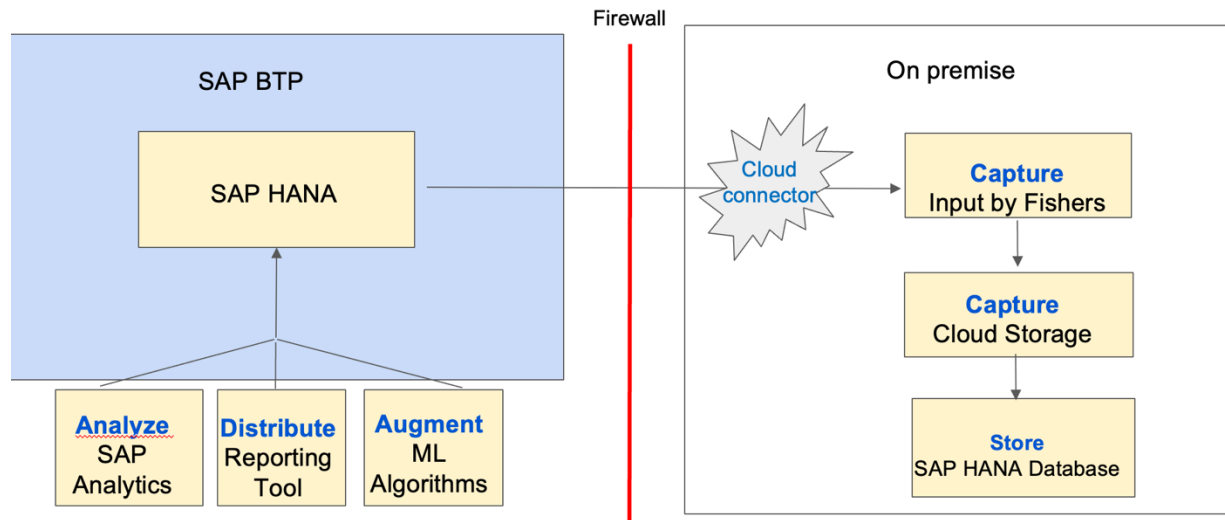


SAP solution data flow



Case Study Assignment

SAP Customer Analysis: Royal Greenland

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Part 1: Review Royal Greenland customer story materials

Activity 1: Identify key stakeholders and explain their roles

Key Stakeholders:

1. **SAP Project Team** (responsible for implementing the SAP solutions)
2. **Trifork** (ecosystem partner providing technical expertise and support)
3. **Royal Greenland Management** (guiding project vision and goals)
4. **IT Department** (ensuring integration and system maintenance)
5. **End Users (Fishers, Procurement Team)** (using the applications in daily operations)

Activity 2: Identify digital transformation goals

Royal Greenland's digital transformation goals are:

- Automate processes (catch registration, procurement)
- Reduce errors or waste in data entry
- Improve supply chain visibility and efficiency
- Enhance data analytics for better decision-making
- Support sustainable fishing practices

Activity 3: Explain which digital transformation component is impacted

The following digital transformation component is impacted: **Business Process Transformation**. An example of this is the automation of the catch registration process, significantly reducing manual data entry errors.

Activity 4: Identify key metrics to demonstrate SAP solution value

Key metrics that could demonstrate the value or success of the SAP implementation are:

- 70,000 purchase orders processed digitally instead of on paper
- Reduction of processing time for procurement by 30%
- Decrease in data entry errors by 50%

Part 2: Understand SAP BTP capabilities

Activity 1: Identify SAP BTP technology capabilities

SAP BTP technology capabilities:

1. Application Development
2. Integration
3. Data Management
4. Analytics

Activity 2: Identify the SAP BTP capabilities needed to achieve customer goals

Royal Greenland will utilize the following SAP BTP capabilities to achieve their digital transformation goals:

- **Integration**, as this will allow data from various applications to be consolidated for better analysis.
- **Data Management**, to ensure data integrity and accessibility across the organization.
- **Application Development**, enabling the creation of tailored applications for specific business needs.
- **Analytics**, to provide insights into operational efficiency and support strategic decision-making.

Part 3: Review the end-to-end SAP Solution

Activity 1: Describe the end-to-end SAP solution

The end solution has the following components:

- **SAP Business Technology Platform (SAP BTP)** for application development and integration
- **SAP HANA** for data analytics and processing
- **SAP Integrated Business Planning** for supply chain management
- **Apps for Catch Registration, Procurement, and Inventory Management**

Activity 2: Describe considerations for system design and development

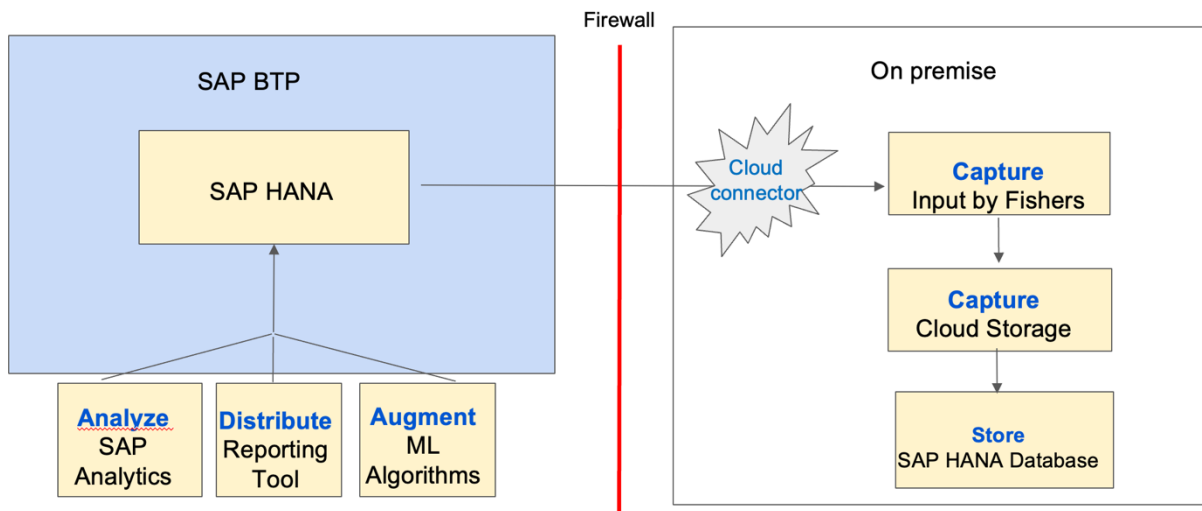
The project team will need to consider the following when building the end-to-end solution:

- **Computing Models** – ensure sufficient cloud resources for scalability and data storage.
- **Architecture** – deploying a Hybrid Cloud architecture for flexibility.
- **Operating Systems and Platforms** – compatibility with SAP BTP.
- **Data Analytics** – capturing real-time data for improved decision-making.
- **Security** – ensuring data protection and user access controls.

Activity 3: Draw a diagram to show how data flows through solution

Data flow through the solution

SAP solution data flow



Activity 4: Describe technology areas impacted by further solution development

The technology areas impacted by further development include:

- **Data Analytics** – enhancing capabilities to analyze financial and operational data.
- **E-commerce Integration** – developing platforms for online sales of fishing equipment.
- **Mobile Application Development** – creating user-friendly interfaces for fishers on the go.

Part 4: Assess how the SAP solution supports digital transformation

Activity 1: Describe how SAP BTP supports customer digital transformation goals

SAP BTP supports Royal Greenland's digital transformation goals by:

- Providing a unified environment that simplifies app development.
- Enabling real-time data integration for better decision-making.
- Supporting automation of business processes to reduce errors and improve efficiency.

Activity 2: Identify how the SAP solution contributes to the Quadruple bottom line

People	Planet	Profit	Purpose
Enhances operational efficiency for users	Promotes sustainable fishing practices	Increases revenue through improved procurement	Supports local fishing communities and ensures fair practices