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Skywind Treasure Hunting PoC

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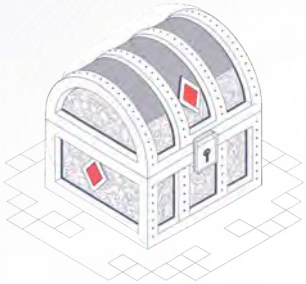
Skywind's Treasure Hunting (POC) Methodology



To enable our customers to evaluate the capabilities of the Skywind platform in a real environment and gain a clear impression of its simplicity in installation and operation, we have developed a unique Proof of Concept (PoC) model called **Treasure Hunting**.

The following presentation outlines the methodology and is designed to help our customers and certified partners prepare for the PoC process.

Purpose of PoC

- Showcase the platform's capabilities.
- Identify anomalies in the customer's SAP environment using a preconfigured Best Practices set of controls and alerts.
- Demonstrate the speed of onboarding and operation of the product.
- Provide customer representatives with basic skills to operate the tool in a real-world environment.
- Ensure full compliance with the customer's SAP system configuration, emphasizing technological compatibility.
- Provide tangible scope of services and software costs.

Scope of POC

Onboarding: establishing secured connection to SAP and installation.

During the initial phase of the PoC, the relevant controls will be chosen (see next slide) to ensures the identification of findings that are most suitable and impactful for their specific SAP environment.

Execution of a predefined set of controls based on a Best Practice catalog (as rule of thumb: the regular PoC scope is 20-30 controls).

Collection of information via controls, chosen for the PoC.

Analysis and presentation of findings to the customer

Recommendations and conclusions (based on the intercross analysis between Skywind's human experts and AI based recommendations)

Best Practice Scenarios Catalog

The Skywind catalog includes a variety of control categories designed to address different aspects of SAP system management and monitoring.

FRAUD AND CYBER	Controls focused on fraud and cyber detection and prevention.
BUSINESS	Controls related to business process monitoring and optimization.
COMMUNICATIONS, INTERFACES	Controls for communication, interfaces, and printing.
BASIS AND INFRASTRUCTURE	Technical BASIS-related controls for system infrastructure.
SENSITIVE TRANSACTIONS	Controls for monitoring sensitive transactions.
SAP BUSINESS WAREHOUSE (BW)	Controls related to SAP Business Warehouse (BW).
NO-CODE, TAILOR MADE, CONTENT CREATION	Specific, client's adjusted tailor-made alert mechanisms.
ADMIN	Administrative controls, internal system's security and management.

Skywind 4C™
Best Practice Alerts -
With Explanations - 2024

DOWNLOAD »

Initial Qualification Questionnaire

To ensure best fit of expectations and setup mutual POC goals, the following questionnaire will be shared with the customer

General Overview	What SAP solutions (not SAP Modules) are currently in use?
General Overview	How many productive SAP instances are running?
General Overview	What is the default logon language for the monitored systems?
General Overview	Are there any specific company codes, plants, or sales/purchasing organizations that should be prioritized?
SAP Modules and Functional Areas	Which SAP modules are implemented? (e.g., SD, MM, FI, BW)
SAP Modules and Functional Areas	Are there any specific sub-modules or functionalities in use (e.g., Sales, Purchasing, Billing)?
SAP Modules and Functional Areas	Are pricing conditions or master data management processes actively managed?
Master Data and Transactional Data	Provide a list of relevant material types and their descriptions (e.g., finished goods, raw materials).
Master Data and Transactional Data	Provide a list of critical movement types (e.g., goods receipt, returns).
Master Data and Transactional Data	Data Are there specific master data elements (e.g., customer or vendor data) that require monitoring?
Security and Authorization	Are sensitive transactions or roles actively monitored?
Security and Authorization	Are there specific authorization mechanisms in place that require validation?
Processes and Controls	Are purchase requisition or purchase order processes implemented?
Processes and Controls	Is there an existing framework for fraud and misconduct detection (e.g., monitoring vendor payments or address changes)?
Technical Information	What is the SAP system architecture (e.g., ECC, S/4HANA, BW)?
Technical Information	Are there external interfaces or communication protocols that should be included in the scope?
Technical Information	Provide any additional system information (e.g., database type, OS details).
Priorities and Goals	What are the key focus areas for this POC (e.g., fraud detection, business process optimization, technical monitoring)?
Priorities and Goals	Are there any specific scenarios or alerts you would like to prioritize?

Prerequisites

Technical Prerequisites

- Licensed SAP ECC environment or S4HANA OnPrem or Private Cloud only environment
- Technical documentation, provided as separate attachment

Commercial and Business Prerequisites

- Mutual NDA
- Designated SAP Basis expert from customer side
- Designated Business or Senior IT representative from customer/partner side

Currently the platform does not support

- BTP Based Connections and API's
- SAP S4HANA Public Cloud (GROW)
- None ABAP based SAP Modules (e.g., Success Factors, Ariba and other none Core SAP platforms)

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Services that are not included in the PoC and beyond

- SAP Basis or Consulting services (provided by customer)
- Development of custom alert mechanisms
- Training in the development of control scenarios
- Controls for external interfaces
- Management or configuration of customized authorization mechanisms
- Creation of customer-specific reports

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PoC Roadmap

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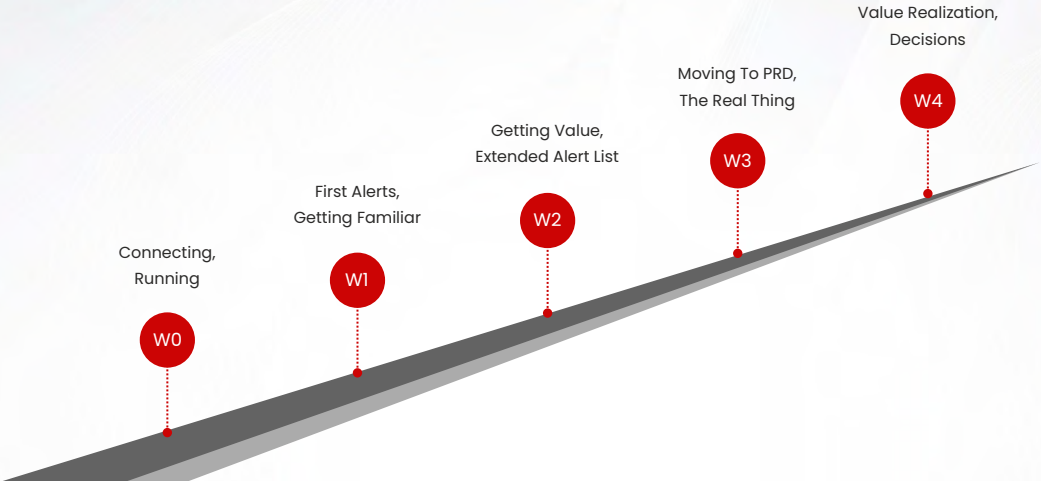
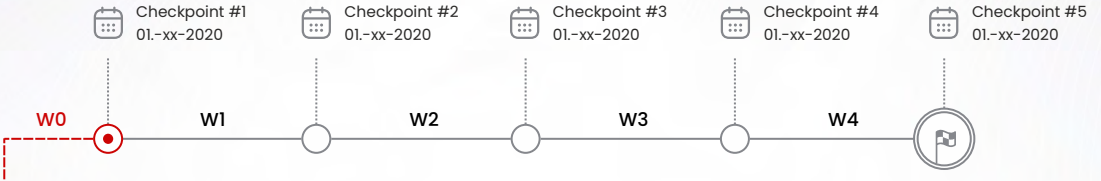
Agenda



W0: Establishing Secured Connection – Skywind + Client



Connecting Client's SAP with the Skywind Cloud Platform:

1. Establishing IPSec/SNC secured tunnel (Skywind + Client)
2. SAP Router configuration (Client)
3. Monitored instance/s configuration (DEV/QAS) (Client)
4. 4C™ Agent / Role transports installation (DEV/QAS) (Client)

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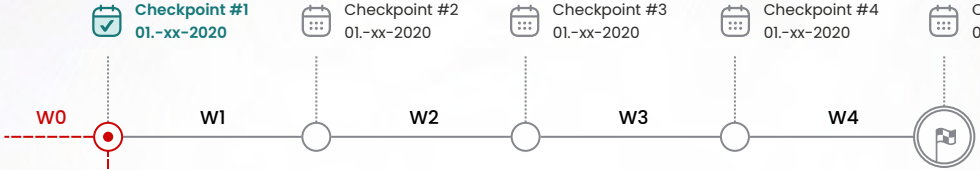
W0: Implementing first alerts (DEV/QAS) - Skywind



Analyzing alerting requirements:

1. Activating Out-Of-The-Box best practice alerts (Skywind)
2. Digging into history to expose historical inconsistencies where possible (Skywind)
3. Start Fine Tuning - adjustment of alerts according to historical data and Skywind expertise (Skywind)

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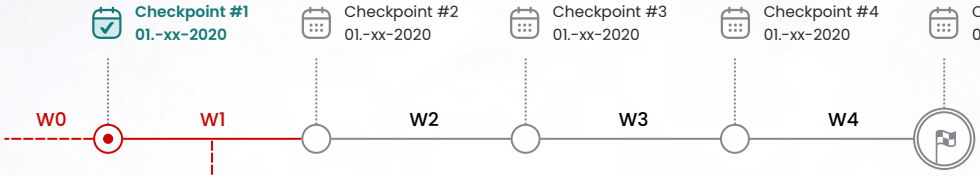
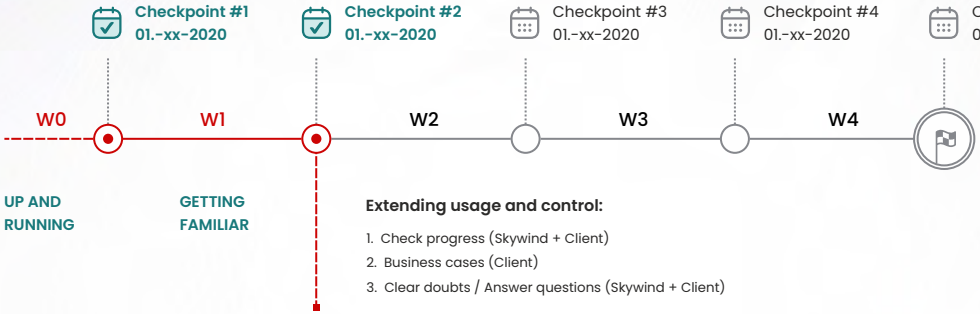
W1: Implementing additional alerts (DEV/QAS) – Skywind + Client



Understanding the principles:

1. Use the platform (Client)
2. Send inquiries to Skywind (Client)
3. Identify areas of interest to refine alerts (Client)
4. Involve the business to identify other stakeholders / areas of interest (Client)

W1: Implementing additional alerts (DEV/QAS) – Skywind + Client



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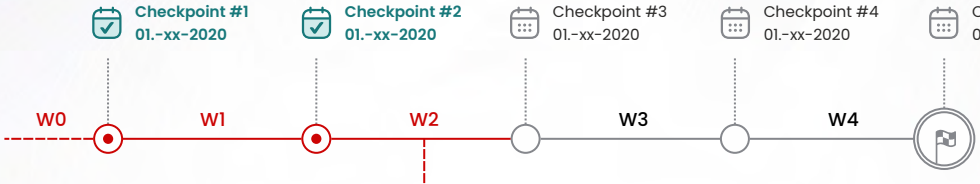
W2: Getting value from alerts (DEV/QAS) – Skywind + Client



Extending usage and control:

1. Refine alerts (Client + Skywind)
2. Enable Emails (Client + Skywind)
3. Get value from the alerts (Client)

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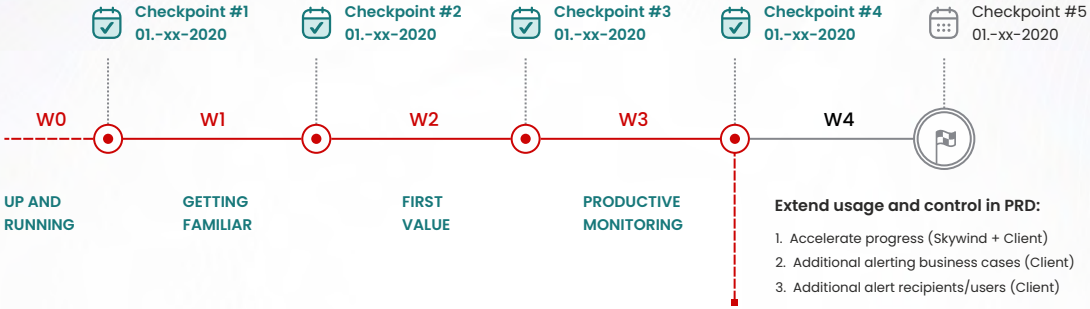
W2: Closing final list of alerts and recipients (DEV/QAS) – Skywind + Client

W3: Moving to PRD – Skywind + Client

Move to PRD:

1. Move Transports to PRD (Client / Skywind)
2. Configure PRD Monitored Instance
3. Move Customized Alerts to PRD (Client / Skywind)
4. Adjust/Refine alerts parameters (Skywind + Client)

W3: Taste the real thing - Skywind + Client

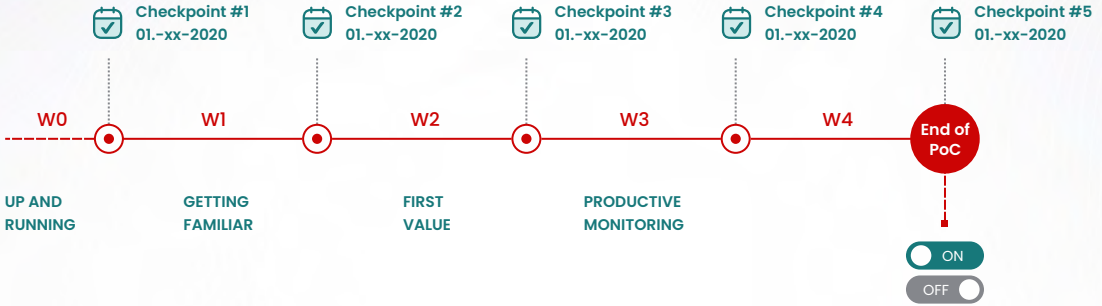


W4: More cases, value realization - Client

Extend usage and control in PRD:

1. Accelerate progress (Skywind + Client)
2. Additional alerting business cases (Client)
3. Additional alert recipients/users (Client)

W4: End of PoC – Conclusions and Decisions



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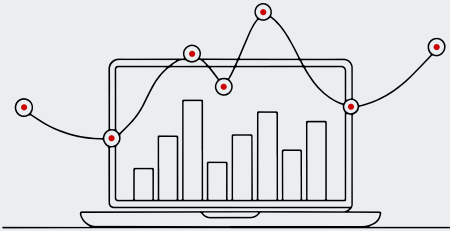

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The Art of Business

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