The Value of Enterprise Architecture
- An African Context

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Johannesburg - South Africa

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1. Where have we come from?
2. Where are we today?
3. Enterprise Architects – A Valuable resource in the Emerging World
4. The role of Stakeholders
5. What is the potential of EA on our Continent & why the goal of “Boundaryless Information” should be a Continental Objective
6. EA as an enabler
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Where have we come from?

- 70’s, 80’s and early 90’s – As a country SA had the best Architects in the world (imho)
  - Sanctions
  - Integration
  - In-house Skills
- Defense / Public / Private – Development of skills base
- IT Technologists as a career path – Architects
Agenda

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Where are we Today?

- Y2K -> COTS
- Sanctions – COTS solutions became available
- Integration – COTS became the Silver Bullet
- In-house Skills – COTS based
- Business Analysts – Skills Investment
- RealIRM – Zachman / TOGAF
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Boundaries Are Being Redefined
Value Chains Are Evolving into Business Networks

<table>
<thead>
<tr>
<th>Value chain</th>
<th>Business network</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company-centric</td>
<td>Customer-centric</td>
</tr>
<tr>
<td>Command and control</td>
<td>Connect and collaborate</td>
</tr>
<tr>
<td>Ownership-driven</td>
<td>Relationship-driven</td>
</tr>
<tr>
<td>Self-contained risk</td>
<td>Shared risk</td>
</tr>
</tbody>
</table>
Business Network Transformation

Example: Asian Paints

From selling paint to delivering painted rooms

- **SOA-based** composite application
- Shared **end-to-end** painting solution
- **Collaborative network** of vendor, customer, and service providers
Closed Loop Strategy to Execution: How Are You Closing the Loop?

**Strategy**
- Set strategy based on insight
- Real-time performance management

**Insight**
- Gained from reliable enterprise data

**Decisions**
- Deduced from strategy
- Ready for execution
- Risk mitigation

**Events**
- Trigger human interaction & process changes

**Monitoring**
- Compliance and risk

**Process Execution**
- Execute across business boundaries with the greatest efficiency

**Process Refinement**
- Required by strategic decisions or business events
- Easy to implement
Achieving Strategic IT Agility is Key
Your Business Needs Efficiency, Insight, and Flexibility

1. Drive process **EFFICIENCY** within and across your business

2. Improve **INSIGHT** to close the gap between strategy and execution

3. **FLEXIBILITY** to create new business processes that align operations to strategy
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SAP Services for SOA
Support from Strategy to Implementation

SAP Services – from SOA strategy to business results

**Skills & Training**
- Advice on IT skill transformation
- Enable your staff for adoption
- Certify your people for success
- Skills re-tooling framework

**Tools & Methodologies**
- Rapid prototyping on the SAP Discovery System
- Enabling IT evolution with the SAP Enterprise Architecture Framework
- Methodology for accelerated transformation to SOA

**Services & Support**
- Comprehensive services portfolio enable customers to execute their IT strategy
- Services can be bundled based on customer maturity and needs
- Reduced risks through end-to-end solution operations, Run SAP, mission critical support and the SAP global support backbone
Safe Consumption with Negotiation and Enforcement

- Negotiate access with stakeholders
  - SAP App stakeholders with owners of new process innovation projects
  - Negotiation workflow and generation of policies
- Generate policies from negotiated behavior
  - Performance SLAs – response times, throughput
  - Security – user authentication, authorization, privacy
- Enforce policies at run-time

Innovation without compromises for a more flexible, agile organization
360° Collaboration Across Roles and Tools

- Unifies all activity around the repository core, with role-optimized tools
- Analysts discover suite processes, model, simulate and document the extensions
- Architects bridge the gap between business and IT, via SOA composition
- Multiple developers skilled in different technologies – BPM, ESB, Java, ABAP, etc.
- Provision services to a distributed landscape
- IT monitoring and BAM with closed-loop optimization

Business and IT collaboration with seamless hand-offs through a holistic lifecycle and role-optimized tools
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The Value Chain from a Clients Perspective – is now external

Focused and strong signals

Transactions →

Internal Enterprise IT

business intelligence

billing & collections

sales support

operations

opportunities

Value Creating

mixed and weak signals

Events

External Web & Clouds

Cost Driven

Courtesy of Capgemini

Original Source and Copyright: Peter Evans-Greenwood, Unico pty
Customers Move Through Many Phases As They Build Business Value Using Technology
A Comprehensive Approach for Strategic IT
Five Ways SAP Helps IT Provide Efficiency, Insight, and Flexibility

- Consolidate & Govern IT
- Run & Optimize IT
- Manage & Deliver Information
- Integrate & Adapt Processes
- Empower & Connect People
Collaboration Across the Continent – Adoption of Global Standards

Establishing the most valuable ecosystem for African Architects with a new dimension of collaboration, innovation and interoperability

Value

Enhanced, Shared Industry Insight

Industry Thought Leadership

Multi-vendor Collaboration & Alignment

High Value Industry Co-Innovation

Integrated, Multi-vendor Solutions & Services

Business Process Platform Momentum

Combined Assets

Expertise

Information

Solutions

Services

Resources

Infrastructure

Strong, Long-term Partnerships

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Strong, Long-term Partnerships
Work towards a common set of standards

simplicity
transnational teamwork
innovation
trust
flexibility
agility
empowerment
integrity
commitment
mutual accountability
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**Value Prop**

- Common understanding and approach on SAP agnostic Infrastructure and Services.
- Mapping of SOA Solutions and Service Offerings across LoB’s.
- Faster Time to Solution via Composite Application Scenarios
- Support effective white space analysis
- Great Communication tool for customer, partners and vendors
## Background

- The Composite Application Scenario’s (CAS) were a deliverable of the Research Project “Nemo”, conducted by PDEF NW in 2006.

- Goal of NEMO was to collect composite application scenarios as they are implemented or desired by customers and identify recurring themes.

- The description of the CAS was initially done with a 4 dimensional taxonomy, which consist of functional drivers, application landscapes, application topologies and delivery modes, which was simplified to 2 dimensions.

- The CAS enables us to map a “Bill of Materials” (Solutions and Services) for implementation purposes.

### Table: Heterogeneity of SOA Application Landscape

<table>
<thead>
<tr>
<th>Depth of SOA Reuse</th>
<th>Information only</th>
<th>Simple processes / Human workflow</th>
<th>Cross system, complex flow processes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before/post processes</td>
<td>Before/post</td>
<td>Before/post</td>
<td>Before/post</td>
</tr>
<tr>
<td>Role-based UI &amp; Backend abstraction</td>
<td>Role-based</td>
<td>Role-based</td>
<td>Role-based</td>
</tr>
<tr>
<td>Backend multiplexing</td>
<td>Backend</td>
<td>Backend</td>
<td>Backend</td>
</tr>
<tr>
<td>Real World Awareness</td>
<td>Real World</td>
<td>Real World</td>
<td>Real World</td>
</tr>
<tr>
<td>Dashboard</td>
<td>Dashboard</td>
<td>Dashboard</td>
<td>Dashboard</td>
</tr>
<tr>
<td>e.g. In-between processes</td>
<td>e.g. In-between</td>
<td>e.g. In-between</td>
<td>e.g. In-between</td>
</tr>
<tr>
<td>Business process transformation</td>
<td>Business process</td>
<td>Business process</td>
<td>Business process</td>
</tr>
<tr>
<td>Single / independent (SAP) systems</td>
<td>Single /</td>
<td>Single /</td>
<td>Single /</td>
</tr>
<tr>
<td>Heterogeneous SAP landscape</td>
<td>Heterogeneous</td>
<td>Heterogeneous</td>
<td>Heterogeneous</td>
</tr>
<tr>
<td>SAP and non-SAP systems / B2B</td>
<td>SAP and non-</td>
<td>SAP and non-SAP</td>
<td>SAP and non-SAP</td>
</tr>
</tbody>
</table>

Further Contact for Information: Jose Velasco, Christoph Liebig & Dirk Ammermann
Max 10 Questions to map from Business Process to Composite Pattern

For each Composite Pattern a set of Reference Architecture.

For each Reference Architecture – defined list of Cross-LOB Offerings (Products, Consulting Services, Showcase Examples)
SOA Reference Architecture
From a business requirement to an Implementation Outline

Business Drives Technology

Customer Deliverables:

- **Validation**
  - Description of the Composite Patterns
  - eSOA Showcases
  - Success Stories & References
  - Value Identification

- **Bill of Material**
  - Solutions
  - Consulting Service Offerings
  - Custom Development
  - ES-Bundles

- **Support**
  - Best Practice
  - SDN
  - Heterogeneous SOA
  - SAP Training

**Inputs**

- Business Assumptions
- Business Drivers
- IT Drivers
- IT Principles
- Current IT Landscape
- Process Requirements

Define and prioritize the needs – develop a baseline

For each Process Requirement, identify the needed Capabilities

Map the Capabilities, in order to develop the target landscape

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- For each Process Requirement, identify the needed Capabilities
- Map the Capabilities, in order to develop the target landscape
Reference Architecture Conceptual View
Building Blocks

Plan
Plan your ESOA Environment, Transformation Planning

Build
Deliver your ESOA Solution based on Service Orientated Assets

Run
Service Consumers
Using Service Orientated solutions to improve business efficiency and responsiveness

SOA Infrastructure
Enabling the delivery of Service Orientated solutions in standard, interoperable and governed way

Service Providers
Provides core business capabilities

Manage
Provides core functionality that is required across the entire lifecycle (plan build and run)
** Minimal conceptual footprint for a UI oriented dashboard Composite **

* Non service enablement needed * Multiple S2S access *

* Tx & Analytical View / EIM needed * BRM automating decisions *
** Minimal conceptual footprint for common Workflow Pattern (Adding processes before / after CORE processes)**

* Predefined processes from SAP Business Suite * Composite Business Processes (H2H) *
Use Case I – Manufacturing Customer
Use Case III – Software Partner (HP)
Objective & Scope
The Starter Kit for enterprise SOA provides step-by-step guidance for initial SOA projects with knowledge building blocks including content focused on value and benefits, architecture, governance, composition of services and ongoing operations.
In addition, the kit contains a methodology for project managers and hands-on developer guidance.
To learn from other user experiences, references and customer cases are included as well.

Value for Customer
By providing a "one-stop shop" of integrated information, SAP offers customers the value of transparency and step-by-step guidance needed for an efficient and successful start with enterprise SOA.
Thank You! – Questions?