Learn how to implement SAP® solutions quickly and with predictable outcomes

Deep-dive into best practices and services in SAP Rapid Deployment solutions

Benefit from the real experiences of a multitude of companies and industries

Learn how to take the challenge out of implementing or extending your SAP solutions in the cloud or hybrid environments. The new paradigm from SAP, SAP Rapid Deployment solutions, will change the way you deploy your software. Asking yourself about how pre-configured best practice processes can shorten your time-to-value? This book reveals the whys and hows.

A New Paradigm
Explore the origins of SAP Rapid Deployment solutions. You’ll understand the fundamentals of the new approach and the benefits it brings.

Solution Phases and Structure
Explore. Scope. Deploy. Run. Understand the phases and composition of a solution, how it simplifies the interaction between your business and IT team, and what services are available for its support.

Tools and Methodologies
What steps do you need to take to kick-start a rapid-deployment project? This book details the steps, tools, and best practices to get started.

Support Your Solutions
Learn about the available resources that will keep your business solution moving forward and help you stay ahead of the curve.

Rapid-Deployment Solutions in Action
Seeing is believing. Read how industry leaders implemented a multitude of different solutions, and understand the time-frame, results, and benefits realized.

The Authors
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7.4 Sample Partner Case: Fujitsu

As a partner with SAP for over 40 years, Fujitsu is constantly asked by their customers for more cost-effective ways to get the most out of their investment in SAP software without a huge impact to their IT budgets. Early on Fujitsu saw how SAP Rapid Deployment solutions could drastically reduce implementation efforts compared to the classic whiteboard approach, since the solution scope is based on well-defined best practices, and is more efficient than defining custom-specific processes that could also affect any upgrade efforts. In addition, their clients aren’t always looking for a large implementation, upgrade or optimization effort. Most often, it is a smaller project focused on a specific line of business that an SAP Rapid Deployment solution can cover. This allows for faster, easier, and less costly projects with quicker return on investment and minimal risk.

7.4.1 How the Engagement Started and Developed

Fujitsu had weekly conversations with many departments within SAP, so it was the product teams that Fujitsu first reached out to. From there, other departments got involved as well. The process greatly improved over the years and is a thorough and detailed one. The process guides partners to focus on what is really necessary and not just required from a customer’s standpoint. It also provides information from which to build collateral and marketing strategies once the rapid-deployment solution is approved. In the end, Fujitsu became qualified for SAP Rapid Deployment solutions in the areas of mobility, enterprise operations management, analytics, and SAP HANA.

Some qualifications coincided with the ramp-up to customers, which is why Fujitsu can be seen as a very early adopter. Some were so close that some colleagues in SAP weren’t even aware that the solution was qualified. Fujitsu is a manufacturer, a user of SAP, and 84 percent of their SAP customers are in the manufacturing industry. Their focus for the last 12 months was to work side by side with SAP to build on their enterprise operations management capabilities (Manufacturing Integration and Intelligence, Manufacturing Engineering, 3D Visual Enterprise, Sustainability, Environmental Health & Safety Management, Project Management, Quality Management, etc.). When asked to work directly with SAP to help test the solution, Fujitsu jumped right at it. Fujitsu wants to be in forefront of SAP Partners in bringing these innovative solutions to their customers.

In addition to the Condition-based Maintenance (CBM) solution, Fujitsu also qualified their rapid-deployment solution for asset analytics. These are just the first two of many that will make up the Fujitsu solution offering for SAP Idea to Performance Global Trade Management strategy, specifically in responsive manufacturing and operational excellence. An example of this can be seen in the winning solution of SAP-MSFT Innovation Award at SAPPHIRE in 2013, which allows machine-to-machine automated processing providing real-time operations and consumer data on mobile and gesture-controlled screens. This solution utilizes the cash budget management rapid-deployment solution along with additional SAP and Microsoft technologies such as: SAP 3D Visual Enterprise, SAP Manufacturing Integration and Intelligence (MII), SAP mobility, SAP Rapid Deployment solutions, Microsoft Windows 8, and Microsoft Kinect for Windows.

7.4.2 Experiences and Expectations

By now, Fujitsu has been able to enhance their pipeline with new opportunities due to the strong talking points these qualifications have allowed their sales teams to have with new and existing customers. Fujitsu is also looking to get qualified for four additional solutions by the end of the year; most likely in the area of SAP ECC (ERP Central Component), Manufacturing Engineering (ME), Customer Relationship Management (CRM), and industry solution-CPG (Consumer Packaged Goods).