Improve Plan Accuracy, Response Times, and the End-User Experience with the SAP HANA Planning Application Kit for SAP BW

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In This Session

- We will perform an in-depth review of solution design considerations related to the SAP BPC 10.1 Embedded model and the SAP HANA Planning Application Kit for SAP BW
- During this session:
  - Learn how BPC 10.1 Embedded model addresses pain points of classical integrated business planning
  - Walk through a path for getting starting with the IP Planning Application Kit and how to enhance this with SAP BPC Embedded in the future
  - Identify key system architecture and integration design considerations
  - Understand your scripting options for BPC Embedded on HANA: SQL script, FOX code, and ABAP
  - Review when to use which reporting interface: EPM Add-in, Analysis for Office, EPM Unwired
What We’ll Cover

• Understanding BPC 10.1 Embedded and IP Planning Application Kit
• Architectural Considerations for Designing a Planning Model
• Scripting Options
• User Interface Options
• Case Study: BPS → IP → BPC
• Wrap-up
SAP Planning Solutions — How We Got Here and Where to Go

- SAP Business Planning and Consolidations (BPC)
  - Standard
  - Embedded
- Simple Finance – Integrated Business Planning – Finance (IBPF)
- Cloud for Planning
Planning Application Kit — History

- **Business Warehouse**
  - 1998 – Business Warehouse introduced
  - 2001 – v3 released, name changed to Business Warehouse (BW)
  - 2005 – v7 released; name changed to Business Intelligence (BI)
  - 2007 – SAP acquires Business Objects; name changed back to BW
  - 2011 – v7.3 released
  - 2013 – v7.4 released

- **BW-IP**
  - 2000 – Business Planning and Simulation introduced (BPS)
    - Built on BW, enabling write-back to InfoCubes
  - 2011 – Planning Application Kit (PAK) introduced
    - Optimized for HANA, pushing processing of functions to the HANA engine
SAP Planning Application Kit (PAK)

- Traditional BPS/BW-IP functionality delivered planning and analytics capabilities within the SAP BW landscape
- The introduction of the PAK moved legacy BW-IP functions into the HANA database layer for In-Memory Planning and Analytics capabilities

  - Performance enhancement for planning functions
    - Aggregation, Disaggregation
    - Conversions, Revaluation
    - Copy, Delete
    - Set value
    - Repost
    - FOX Script
BW-IP PAK — Under the Covers

- BW-IP PAK is completely integrated with the SAP BW Enterprise Data Warehouse
  - Leverages existing SAP BW objects
    - Utilizes InfoCubes, DSOs, MultiProviders, and aggregation levels
  - Saves Time
    - No data movement/mapping/processing
  - Saves cost of ownership
    - Limited data saves storage requirements
    - No additional modules to learn and support
  - Leverages standard SAP NetWeaver functions
    - Security, Information broadcasting, BI Content, and more
Planning Application Kit — Benefits

- HANA integration with performance gains
- Real-time access to SAP BW data with potential for real-time access to ECC data
- Limits data latency issues
- Limits duplication of data
- Can be more tightly aligned with EDW reporting

Source: SAP
SAP BPC — History

- **OutlookSoft**
  - 1999 – Product created by ex-Hyperion executives
  - Unified platform for planning and consolidations
  - Patented integration of user interface with Microsoft Office
  - Built on Microsoft SQL Server Analysis Services

- **SAP Business Planning and Consolidations (BPC)**
  - 2007 – SAP acquires OutlookSoft
  - 2008 – BPC 7.0 Microsoft (MS) and SAP NetWeaver (NW) versions released
  - 2010 – BPC 7.5 MS and NW versions released
  - 2011 – BPC 10.0 MS released
  - 2012 – BPC 10.0 NW released
  - 2014 – BPC 10.1 NW released (Standard/Embedded Models)
  - 2015 – BPC 10.1 MS released
SAP BPC — Under the Covers

• BPC Standard
  • Data loaded to SAP BW from ERP using standard extractors
  • Data loaded from SAP BW into BPC using custom Data Manager packages
    ▶ Physical movement and duplication of data
    ▶ Loads can be scheduled or triggered
    ▶ Delta or full loads supported
  • Requires development of BPC Data Manager Packages

• BPC Embedded
  • Data loaded to SAP BW from ERP using standard extractors
  • BW-IP references data directly from SAP BW objects
    ▶ Use real-time InfoProviders and aggregation levels of BW-IP
    ▶ No physical movement or duplication of data
  • Some organizations build custom MultiProviders to support planning data requirements
SAP BPC — Under the Covers (cont.)

BPC Standard

- BPC Planning Interfaces
- Direct Read
- BPC Models
- Staged Data (optional)
- InfoCube
- DataStore Object
- ECC
- SAP ERP
- Standard Extractors

BPC Embedded

- BPC Planning Interfaces
- BEx Queries
- Aggregation Level
- MultiProvider
- Real-Time InfoCube
- DataStore Object
- ECC
- SAP ERP
- Standard Extractors
SAP BPC — Benefits

- Single tool for planning, consolidations, and analytics
- Functional/User defined
  - Structures
  - Data
  - Logic
- Business user administered
- Reporting
  - Ease of use/self-service
  - Drag & Drop
  - No query writing/syntax
SAP BW-IP PAK and BPC Embedded — Evolution

• Before BPC 10.1, BPC-NW and BW-IP PAK were two distinct products, usually with two sets of user bases

**Focus:** Integration

**IT Centric/Owne**
- Same persisted models
- Same core operations
- High consistency
- Transactional Data

**Focus:** 

**Line of Business Centric/Owne**
- Business oriented constructs
- Flexible models
- User Administration
- Process centric
- Functionally defined data structures
SAP BW-IP PAK and BPC Embedded — Evolution (cont.)

- With the release of BPC 10.1 NW Embedded model, BPC and BW-IP PAK have become a product unified under the BPC family.

- BPC 10.1 NW Embedded was formerly called the “Unified” model because it brought together the technical capabilities of BW-IP PAK and user friendly features of SAP BPC.
BPC Embedded Model Architecture

- Like BW-IP
  - SAP BW data warehouse set up for data harmonization can be leveraged
  - Seamless integration between SAP ERP and SAP BW
  - BPC Embedded model uses BW-IP cubes without need for movement or replication of data
  - Planning functions enabled in the PAK on HANA for performance
- Like BPC
  - Excel Add-In for input templates
  - Reporting delivered either through Excel or HTML5 user interface

NOTE: Design models with data constructs to support planning functionality
SAP BPC Embedded — Benefits

- **BPC**
  - Business focused solution design, administration, user interfaces
  - Low IT maintenance/requirements
  - Self-serve reporting
  - Supplementary planning functionality
  - Both planning and consolidations

- **BW-IP**
  - Integration with ERP and SAP BW
  - Advanced planning functions
  - Powered by SAP HANA
    - Performance
    - Volumes
SAP BPC Embedded — Value

- **Powered by SAP HANA**
  - Enterprise scalability and performance lease to faster decisions
  - Real-time access to data
- **Business and IT usability**
  - HTML5 web client for navigation, mobile capabilities
  - Increased user adoption
- **Total Cost of Ownership**
  - Integrated data model optimizes SAP NetWeaver resources
  - Common data warehouse maximizes investment in tools and establishes data as an asset
  - Limits database and reporting tools to deploy and maintain
  - Single server powers BPC and BI, minimizing the number of servers, reducing IT costs
Solution Comparison/Venn

**SAP BPC NW**
- Business User Administration
- Data Manager Package
- Separate Name Space
- Financial Consolidations
- EPM Web Client
- EPM Office Add-In
- Workspaces
- Business Process Flows
- Work Status
- Data Access & Task Profiles
- Book Distribution
- Logic Script

**BW-IP/PAK**
- IT Administered
- Standard Extractors
- Common Data Structure
- Planning Only
- BEx Analyzer
- Analysis for Office Add-In
- Aggregation Levels
- Matrix Security
- Full EDW Integration
- Navigational Attributes
- Leverage SAP BW Content
- Information Broadcasting
- FOX Script

**BPC Embedded**
- Web Reporting
- Microsoft Excel Reporting
- BI Integration
- Mobile Reporting
- SAP HANA Enabled
- SAP HANA Optimization
- SAP NW Authorizations
- BAdI framework
- Granular Transports
- Process Chains
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Common Pain Points

- **Performance**
  - “It does everything I want, but it is too slow”
  - Performance prevents building detailed planning at the granularity I need

- **Functionality**
  - Inflexible system doesn’t meet my business requirements
  - Why do I have to change tools for Input vs. Reporting
  - Need better integration of values for reporting and planning

- **Data Integration**
  - Duplication of data
  - Duplication can create data latency issues
  - Time to copy/cleanse/move data

- **Usability**
  - IT takes too long to build reports because they have competing interests
  - Reporting isn’t flexible nor dynamic
Key Architectural Decisions

2. Planning Interface – EPM Excel Add-In, Analysis for Office, Design Studio, Web Dynpro
3. Architecture Focus – Design focused on planning, reporting, or both
4. Converting attributes to master data
5. Master data administration
6. Data granularity per system
7. Volumes of data to be staged
When and Why — SAP Simple Finance IBPF

- Moving ERP to SAP S/4HANA
- Single SAP ERP solution/Central Finance module
- Real-time ERP data
- Straight forward planning requirements
When and Why — SAP BPC Standard Models

- Consolidations/Disclosure Management
- Financial Intelligence (Asset/Liability, Debit/Credit, Currencies, Eliminations, Journals)
- Stability
- Resources
- Finance/LOB owned system
- Existing BPC MS models
- Not on SAP HANA
When and Why — SAP BPC Embedded Models

- Existing BPS/BW-IP models
- Tight integration with SAP BW/ERP
- Significant existing EDW established
- Scalability/Performance
- Need for multi-key figure planning
- Internal resources with BW-IP skills available
- Preference for IT owned system
- Desire for BPC end-user interface (reports/admin/controls)
- Desire for more self-service reporting
When and Why — SAP BW-IP PAK

- Existing BPS/BW-IP models
- On SAP HANA
- Requirements for tight integration with SAP BW/ERP
- Internal resources with BW-IP skills
- IT owned system
- Significant investment in SAP BW reporting, requirement to maintain volumes of existing SAP BW reporting
When and Why — Hybrid Approach

- **SAP BPC Standard**
  - Consolidations, Financial model (financial intelligence required)
- **SAP BPC Embedded**
  - Tight SAP BW integration
  - Large data volumes with performance requirements
  - S&OP type models
- **SAP Cloud for Planning**
  - Disparate/non-Excel user base
  - High need for user-driven modeling flexibility
  - Graphic/Dashboards/Collaboration
Architectural Decisions — Attributes

- BPC and BW-IP architects tend to come at the solution from differing perspectives

- BPC
  - Dimensions/Members/Hierarchies

- BW-IP
  - Characteristic Fields, Navigational Attributes, Aggregation levels (hierarchies to a lesser extend)

- To this point, a discussion on SAP BW object design is important. How should your data be structured to provide reporting and planning functionality?

- In the case study review, I will break down the decision points that one client underwent
Architectural Decision — Master Data Administration

- How and Where is master data administered?

- BPC
  - Feeds from source master data tables
  - Manual administration through BPC Admin Console
  - Focus is on business-defined structures

- BW-IP
  - Feeds from ERP master data tables
  - Limited manual administration directly in SAP BW

- Who owns master data? What processes are used to update?

“We understand each other. We’re getting a car.”
Architectural Decision — Data Volumes and Granularity

HANA enables considerations of deeper granularity of data and larger volumes

- What level is important for planning?
- Do my planning requirements support transactional data?
  - Do I need to summary/map/transform data to planning?
  - Do I need to stage data for BPC?
  - Do my existing SAP BW objects support these requirements, or will I need to develop custom objects?
- What impacts to performance and infrastructure will volumes and granularity have?
- What impacts to data latency will staging and/or replicating data have?
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Logic Contrasted

BPC Standard
- Member Formulas
- Excel (EPM Add-In)
- Business Rules
- Logic Script
  - Proprietary Language
- ABAP

BW-IP PAK (on HANA)
- Calculated Key Figures
- Excel (Analysis for Office)
- FOX Script
- SQL Script
- ABAP
Logic, Rules, and Validations

SAP BW-IP PAK planning solutions perform calculations via four different methodologies:

- Worksheet logic (Excel formulas and macros)
  - Dynamic Formula Calculations
  - Validations and Controls
  - Conditional Formatting
  - Error Messaging/Contextual Help
- Key Figures
  - BW-IP object based calculations
- ABAP Code (via API)
  - Custom functions
- FOX Code (via API)
  - Complex calculations requiring calls to the database
- HANA SQL Script
  - Custom functions like ABAP, but written against HANA engine

Image reproduced based on SAP Whitepaper “What’s New in SAP Business Planning and Consolidation 10.1, version for SAP NetWeaver, powered by SAP HANA.”
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The Legacy BW-IP Interface Quandary

Current State

Future State – Recommended

Planning Tool

Analysis for Office/ EPM Add-In

BPS Web Form

Reporting Tool

BEx Query
Reporting Tools

- EPM Add-In
- Analysis for Office
- EPM Web Client
- EPM Unwired (mobile)
- SAP BusinessObjects Design Studio
Reporting Tools — Excel Interfaces

- **EPM Add-In**
  - BPC Standard
  - Read/write using direct access to BPC models
  - Incorporates BPC functionality like Business Process Flows, Work Status, Audit, and the like

- **Analysis for Office**
  - BPC Embedded
  - Read/Write using BEx queries
Reporting Tools — EPM Web Client/Mobile

- New HTML5 user interface
  - Administration
  - Web forms/Reports

- EPM Unwired
  - Leverages forms/reports developed in the HTML interface
  - Free app
  - Plug and Play
Reporting Tools — Design Studio

- SAP BusinessObjects Design Studio allows for intuitive design and creation of dashboards and guided analytics reporting against SAP BW data
  - Out-of-the-box iPad support
  - State-of-the-art HTML5 UI
  - Leverage existing SAP BEx queries, and InfoCubes
  - Direct connectivity to HANA
  - Advanced scripting engine
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Case Study: BPS → IP → BPC

• Wrap-up
Case Study

• Long-time SAP BPS customer
  • Struggled with performance of 8 year old planning application
  • Heavily customized user interface for process controls
  • Migration to BW-IP and HANA was not sufficient
  • Looked at BW-IP, BPC Standard and BPC Embedded as solutions
  • Considered a multi-phase, multi-year approach
    ▶ Phase 1: BPS → BW-IP PAK
    ▶ Phase 2: BW-IP PAK → BPC Embedded
    ▶ Phase 3: New functionality in BPC Standard models

• Significant reporting capabilities in SAP BW with hundreds of custom BEx queries used on a daily basis
  • The new architecture and information design could not hamper the existing reporting
Key Architecture Decisions

- **Planning Engine**
  - BW-IP PAK vs. BPC Standard vs. BPC Embedded

- **Interface**
  - EPM Add-In vs. Analysis for Office vs. Web Form vs. Web Dynpro

- **Architecture Focus**
  - Planning vs. Reporting vs. Hybrid
  - Existing Reports

- **Master Data Structures**
  - Characteristics vs. Navigational Attributes vs. Hierarchies

- **Solution Defined**
  - Selected Technologies
  - Resources
  - Risks and Opportunities
Planning Engine

<table>
<thead>
<tr>
<th>Option</th>
<th>Technical Performance Improvement</th>
<th>Process Improvement</th>
<th>Support &amp; Maintenance Efforts</th>
<th>Fit to Requirements</th>
<th>Fit to SAP Roadmap</th>
</tr>
</thead>
<tbody>
<tr>
<td>A) BPC10.1 Embedded</td>
<td>4</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>B) IP-BW</td>
<td>3</td>
<td>2</td>
<td>2</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>C) BPC10.1 Standard (aka Classic)</td>
<td>3</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>4</td>
</tr>
</tbody>
</table>

Recommendation: Option A

- Main reasons for the recommendation include:
  - SAP Roadmap
  - Dynamic metadata (Project IDs, Descriptions, Attributes)
  - Re-use existing FOX Code

* Scoring scale is 5=Best, 1=Worst
### Planning Interface

<table>
<thead>
<tr>
<th>Option</th>
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<th>Process Improvement</th>
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<th>Fit to Requirements</th>
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</tr>
</thead>
<tbody>
<tr>
<td>A) Analysis for Office</td>
<td>3</td>
<td>2 - TBD</td>
<td>3</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>B) IP Web Form</td>
<td>n/a</td>
<td>n/a</td>
<td>2</td>
<td>5</td>
<td>1</td>
</tr>
<tr>
<td>C) EPM Add-In</td>
<td>3</td>
<td>3 – TBD</td>
<td>3</td>
<td>3</td>
<td>5</td>
</tr>
</tbody>
</table>

**Recommendation: Option A**
- The IP web form cannot support the real-time calculations and validations in the way that an Excel-based tool can
- EPM is an Excel-based tool, but not on the application roadmap for the client
- Web Dynpro to be used for user administration of dynamic master data (non-core)
Architectural Focus

<table>
<thead>
<tr>
<th>Option</th>
<th>Technical Performance Improvement</th>
<th>Process Improved</th>
<th>Support &amp; Maintenance Efforts</th>
<th>Fit to Reqmt</th>
<th>Fit to SAP Roadmap</th>
</tr>
</thead>
<tbody>
<tr>
<td>A) Design the Planning system so that it completely supports the existing reporting methodologies (New design with more characteristics, but without hierarchies)</td>
<td>4</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>B) Optimize planning &amp; Reporting (new design to optimize hierarchies and dimensions)</td>
<td>3</td>
<td>2</td>
<td>2</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>C) Optimize a planning model but have a second model for actuals to leave reporting as is to new models, one for planning</td>
<td>3</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>4</td>
</tr>
</tbody>
</table>

- The solution design delivered was impacted by User Requirements for Interface, for master data and for reporting. Rather than optimizing the design for planning (as is typical), the customer chose a design that supports existing requirements for reporting with Excel.
Architecture — Existing and New

Existing BW Actuals Models

EPM Add-In for Embedded will report against any of these data objects

BEx query and Analysis for Office can also be used against the new Multi-Provider

EPM Add-In/Analysis for Office
Existing Reports

- Don’t lose our existing BEx queries!
  - Query Count as % of Total Queries Run
    - Total queries = 267
    - Top 5 queries = 88%
    - Top 20 queries = 96%
  - Retrofit for new MultiProvider

- Analysis for Office
  - Enable these BEx queries to be utilized in Analysis for Office reporting
## Characteristics vs. Navigational Attributes vs. Hierarchies

<table>
<thead>
<tr>
<th>Option</th>
<th>Description</th>
<th>Pros</th>
<th>Cons</th>
</tr>
</thead>
</table>
| A      | Characteristics                  | 1. Current State  
2. Consistent with existing Reporting  
3. Slice and Dice | 1. Record size / performance  
2. Mass changes  
3. Reorg |
| B      | Attributes / Version specific    | 1. Leading EPM practice  
2. User / functional requirement  
3. AsWasReported vs. AsIsReporting | 1. Questions on Reporting |

- Design was successfully prototyped for performance and usability
- Converted several characteristics fields to Navigational Attributes
- Hierarchies were ruled out due to unique client reporting requirement
Selected Technology — Case Study Customer

- **Database Environment**
  - SAP BW 7.4 (optimized to run on HANA)
  - Custom ABAP Script
  - Custom FOX Script
  - Custom SLQ Script to run on HANA

- **Planning Application**
  - SAP BPC 10.1 NW Embedded (optimized to run on HANA)

- **User Interface**
  - SAP Analysis for Office 2.1 (Microsoft Excel Add-In)
    - Custom VBA macros and formulas
    - Calls to FOX and ABAP
    - Web Dynpro (attribute maintenance)
    - Custom SAP BW tool (for mass changes)

- **Administration**
  - SAP BPC Admin Console (some Security, Workflow)
Solution Risks and Opportunities

- **Product Maturity**
  - Risk: BPC 10.1 NW Embedded has limited live implementations
  - Opportunity: 10.1 NW Embedded is the SAP roadmap forward for BPS and IP users

- **Resource Availability**
  - Risk: Given the newness of BPC 10.1 NW Embedded, limited skilled resources are available
  - Risk: Defining and assembling the right mix of client and consulting resources will be instrumental
  - Opportunity: SAP can provide training to in-house resources, thus increasing the in-house skill set
Solution Risks and Opportunities (cont.)

- **Performance**
  - Risk/Opportunity: Ability of new design/interface to significantly impact performance positively or negatively

- **User Requirements**
  - Risk: High performance requirements
  - Risk: High data volumes
  - Risk: High complexity
  - Risk: Large number of users
  - Opportunity: Long-awaited new functionality, new capabilities, improved process
Solution Risks/Opportunities

- **Timeline**
  - Risk: Aggressive timeline to first rollouts. For the complex client solution, 6 months for the first LOB rollout.
  - Opportunity: Aggressive timeline will provide end users with the new system sooner
  - Opportunity: Parallel development tasks allow for compressed schedule

- **Existing Functions**
  - Risk: The new planning system design must be implemented with minimal impact to multiple related and downstream systems. The testing of these ancillary systems must be considered in the engagement plan.
  - Opportunity: New architecture should improve integration and could pull other processes into new technologies. Allows client to align new and existing systems to technical roadmap.

- **Customization**
  - Risk: The new Analysis for Office Excel planning interface relies heavily on custom Microsoft Excel coding of formulas and macros. These are not considered “best practice,” but are a virtual necessity to meet user requirements.
  - Opportunity: In-house skills to develop and maintain
  - Opportunity: Configure solution to meet all requirements, rather than simply just out-of-the-box capabilities
The effort to implement SAP BPC Embedded included the following resource types with respective design items allocated as such:

**BPC Embedded**
- New Planning Embedded BPC objects (Planning functions)
- Fox Code – Updating/Optimization
- ABAP Coding

**BPC Embedded/Analysis for Office**
- Input Ready Queries
- Visual Basic for applications coding
- In-sheet Excel
- Validations
- Desktop EAC enhancement

**BPC Embedded/Security**
- Security configuration
- Works Status configuration

**SAP BW – Standard**
- New Planning cubes and Reporting queries
- Alternate segment model APDs/Queries/DSOs and PCs
- High level adjustment model – APD/Query/DSO and PCs
- External system feeds

**SAP BW – Custom**
- ALV – Master data maintenance screen
- Custom Admin Console – Web Dynpro Development
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Where to Find More Information

- www.slideshare.net/esenthil/epm-101-road-map-pakbpc-unified-model
- http://tinyurl.com/k5eghlh
  - Uwe Fischer, “Unifying BPC NW and BW-IP” (SCN, December 2013).
- http://tinyurl.com/pvrk2ww
  - Uwe Fischer, “Moving from BW-IP to SAP HANA optimized planning with the new Planning Applications Kit” (SCN, November 2011).
  - “Moving to SAP Business Planning and Consolidation: Technical Tips and Advice on SAP BPC 10.0/10.1 Migration and Implementation” (SAPinsider, September 2014).
7 Key Points to Take Home

- SAP Planning Application Kit is a newer product that extended the legacy BW-Integrated Planning with enhanced HANA capabilities
- SAP BPC 10.1 Embedded is a unification of the BW-IP PAK engine with legacy BPC functionality, mostly in user experience and some limited administration functions
- Architecting an SAP BPC 10.1 Embedded solution requires strong SAP BW skills and understanding
- The benefit of SAP BPC 10.1 Embedded is the tight technical integration of source data and plan data/master data
- A challenge of BPC Embedded is that IT involvement and controls in development and administration is higher than standard BPC
- FOX script and SQL scripting on HANA are your key calculation logic languages
- BPC 10.1 Standard, BPC 10.1 Embedded and BW-IP all have unique value propositions and use cases, sometimes even in a hybrid approach
Your Turn!

Please remember to complete your session evaluation.

Questions?

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