



NEW WORLD. NEW THINKING.

Gaining Competitive Advantage with SAP NetWeaver BW and SAP HANA

Xiaoyu Liu
GM, Global Application Development
Vice President, Lenovo Group

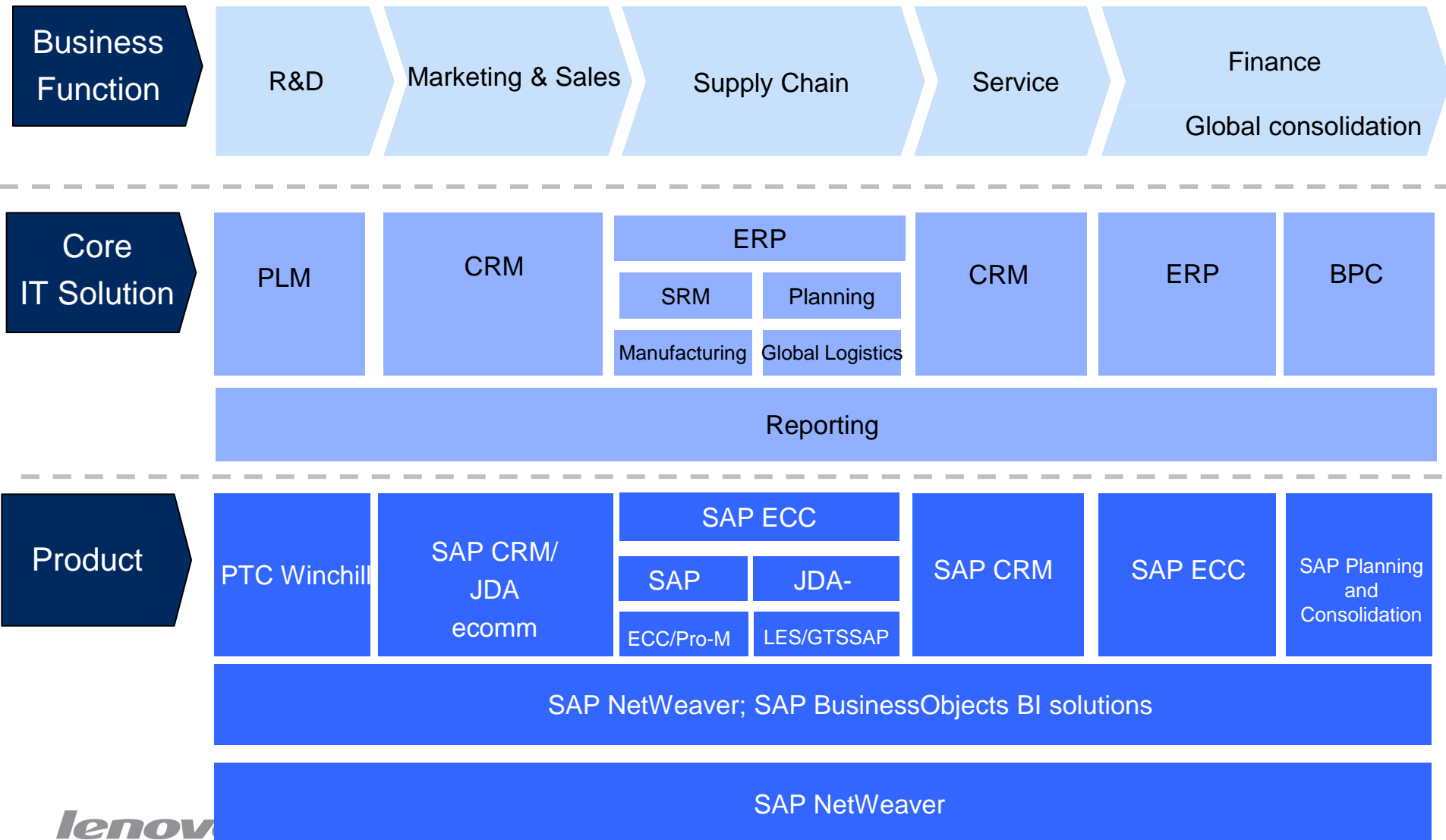
About Lenovo

General Information

- Founded in 1984 by 11 researchers
- A PC company and Fortune Global 500
- Serving customers in more than 160 countries globally
- World's second largest PC vendor, the fastest growing PC maker among top global vendors



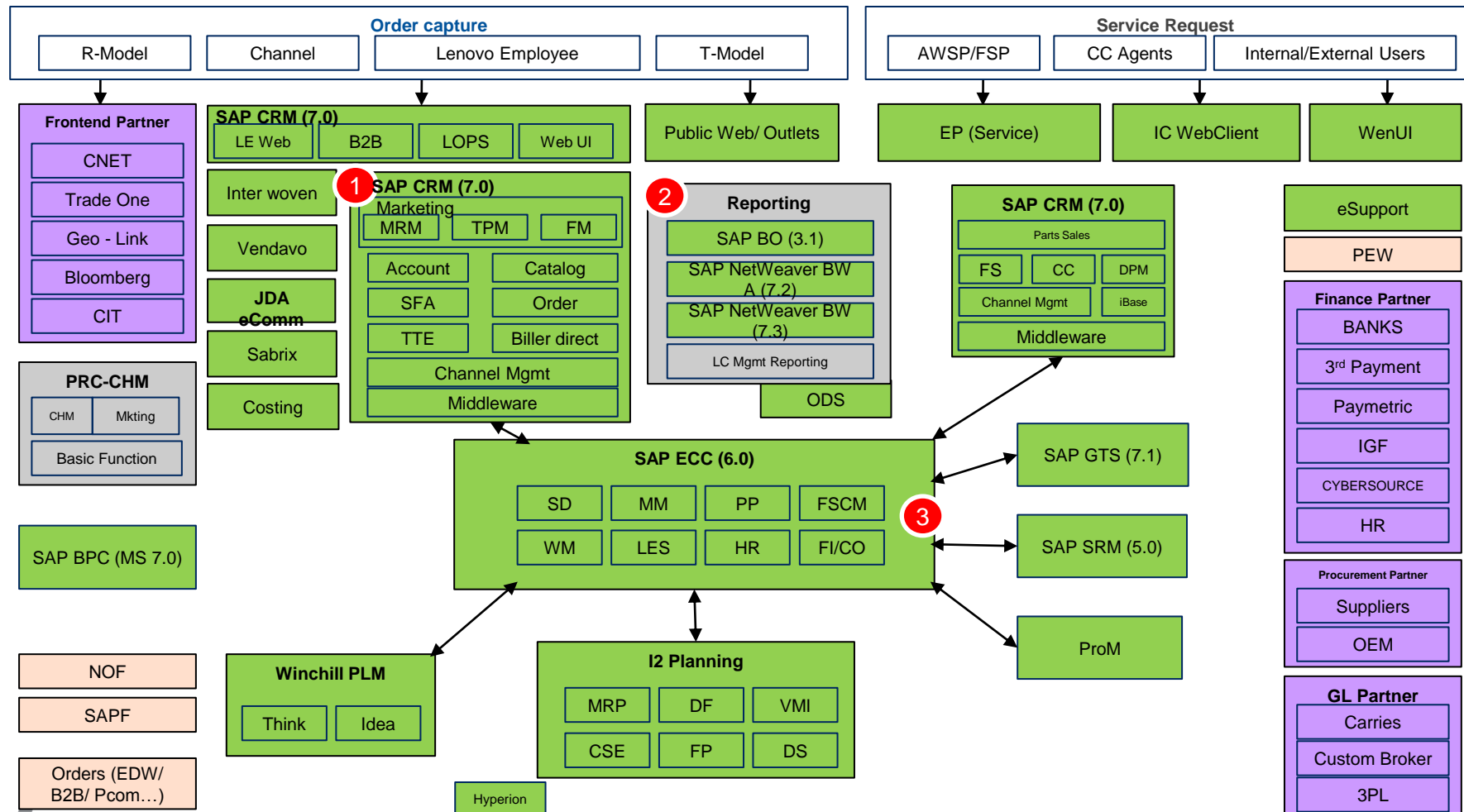
Business Value Chain



Lenovo Strategic Application Architecture

Key Messages: BW in Lenovo serves a mission critical function –

- Provide visibility into end-to-end mission critical business scenarios starting from sales and marketing , supply-chain, service, product, to financial management, with over 2000 existing users of SAP NetWeaver BW



NEW WORLD. NEW THINKING.

Legend

LC Legacy

Strategics

Partner

IBM Legacy



SAP HANA @ Lenovo

Page 4

Lenovo Confidential

Lenovo Confidential

Lenovo Confidential

Lenovo Confidential

Lenovo Confidential

SAP HANA @ Lenovo

Pipeline Reporting

Pain Point

- No real time information for real-time decision making

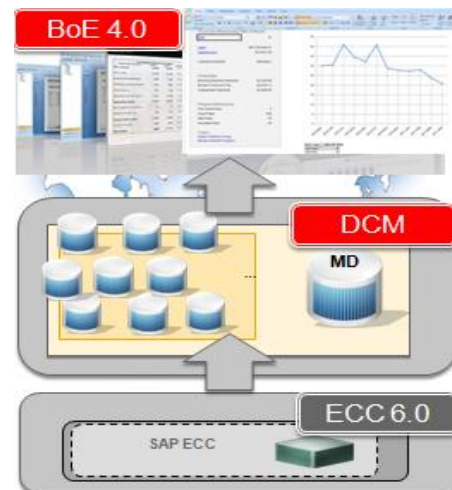
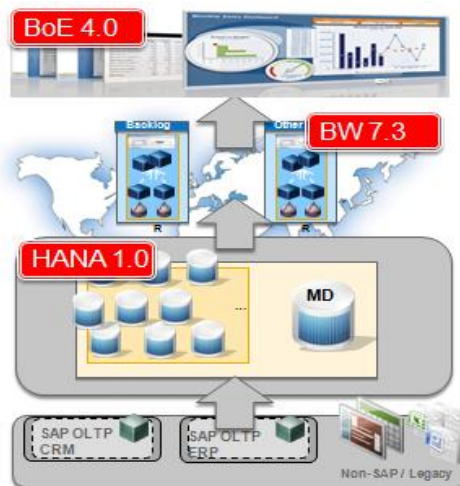
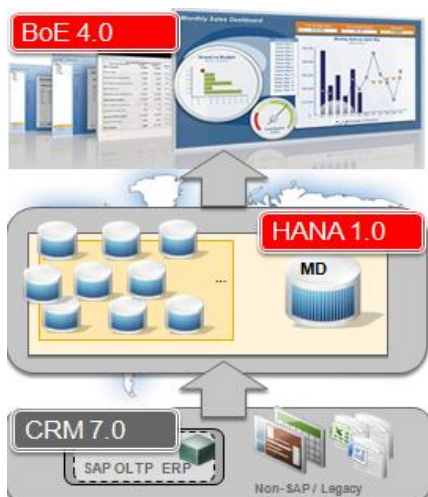
New BI Solution

- High volume data support for Lenovo GSC
- Response time of detail operational reports

Dynamic Cash Management

- Global cash forecast accuracy and response time need to be improved
- More manual efforts spend on customer aging data analysis

Solution



Benefit

- Real-time decision making and response time to market

- Efficient and accurate reports based on the high volume data
- 30 times improvement on performance.
- Better supply strategy BI platform

- Real time global cash forecast
- Real time multiple-dimension DSO analysis
- More effective aging analysis and collection report
- Cash forecast accuracy improved

lenovo

NEW WORLD. NEW THINKING.

Olympus Release High-level Sizing © 2011 Lenovo

Page 5

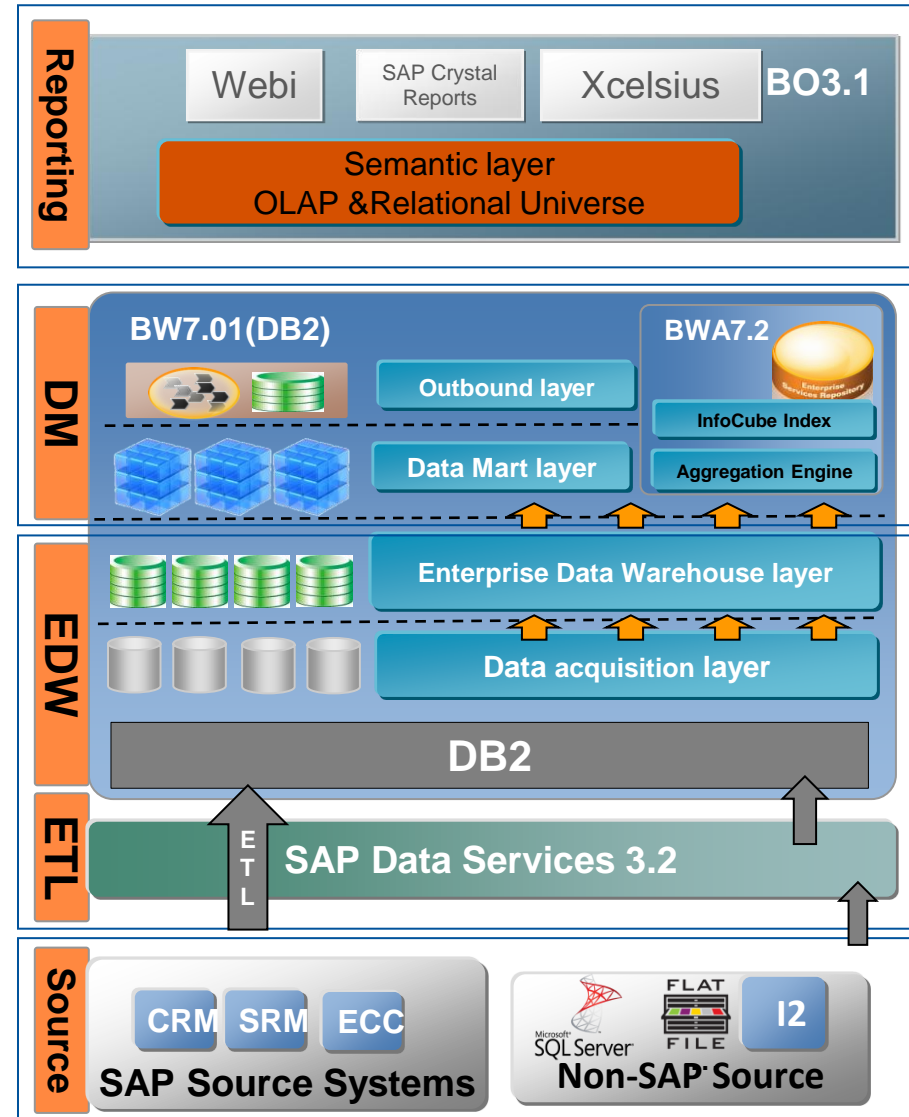
Lenovo EDW Architecture

Architecture

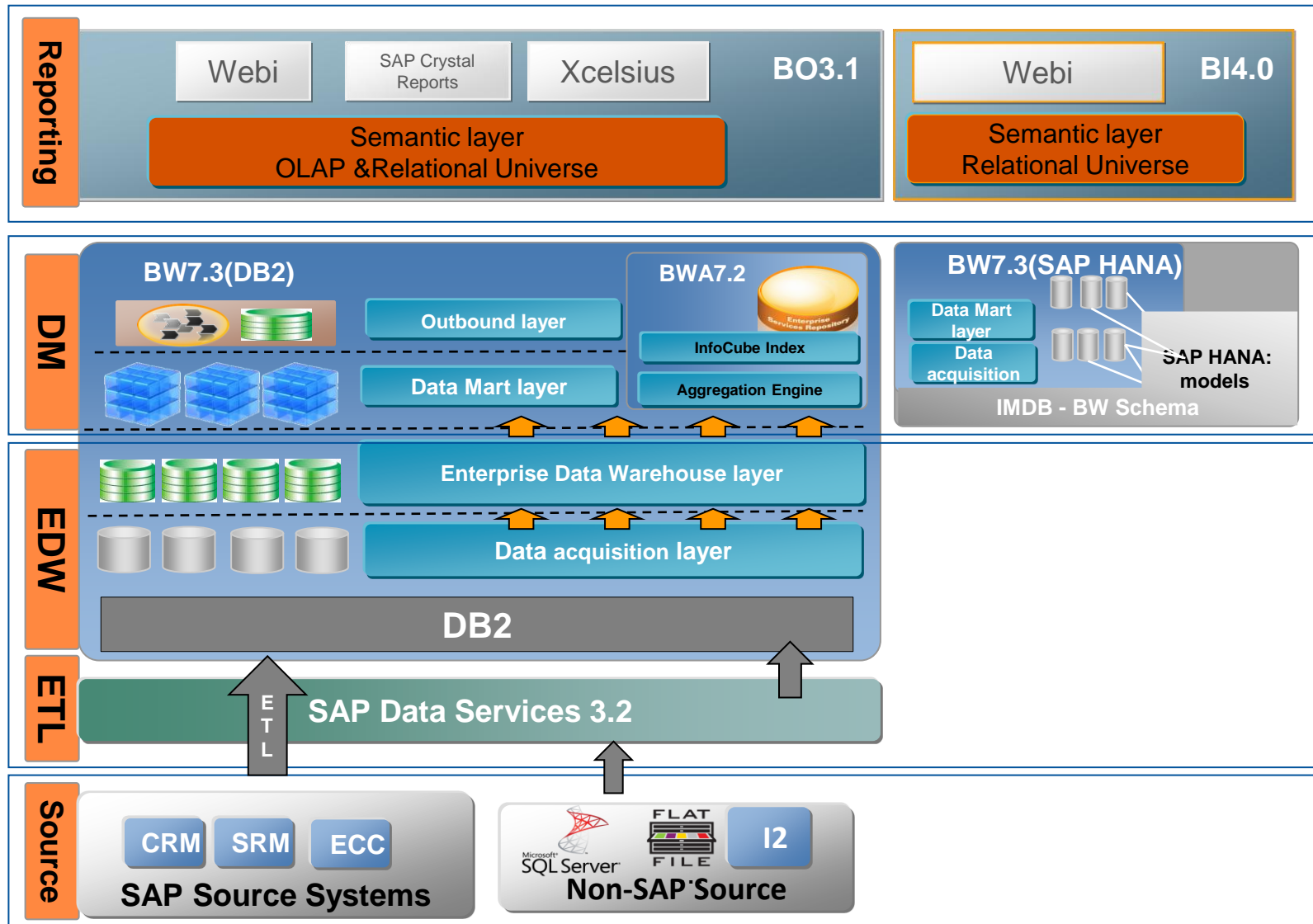
1. Use SAP NetWeaver technology platform as the central instance of EDW platform
2. Support End-to-End business process analysis with consolidated EDW layer
3. Support KPI framework on Corporate Level
4. SAP software tools to support reporting and ad-hoc analysis

Performance Challenge

1. Huge data volume + document level analysis have impact on reporting and ad-hoc performance
2. Bad business acceptance for some analytical scenarios

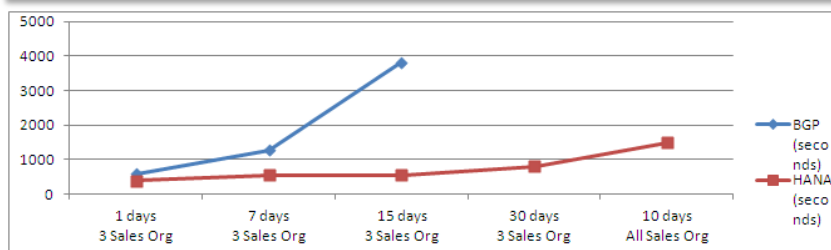


New EDW Architecture with SAP HANA

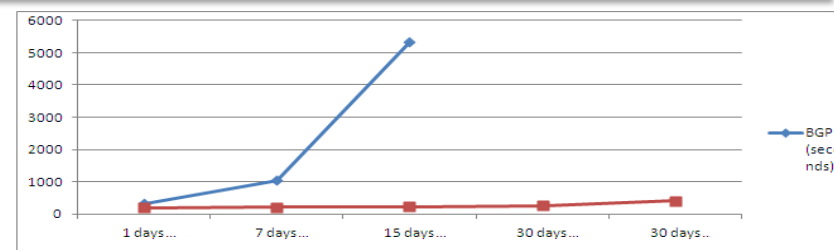


GSC Reporting Performance Improvement – SAP HANA

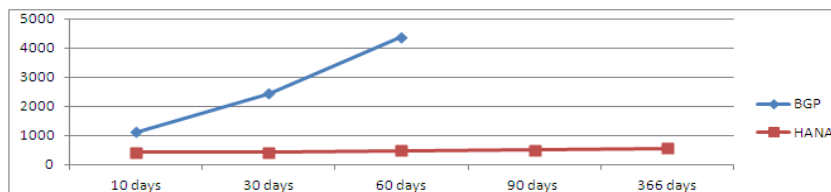
	Goal	Before SAP HANA (mins)	In SAP HANA (mins)	Return Rows (rows)
Region Ships	< 10 mins	> 60	4.5	92,188
Regional Serviceability		> 60	3.1	47,697
Serial Ship Regional		> 60	7.9	57,184
NA Backlog		~ 15	8.5	78,815
WW Backlog		> 60	9.5	292,321



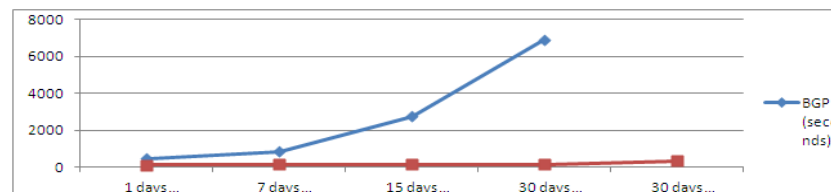
Ship History Detail Report



DD_Shipment Report



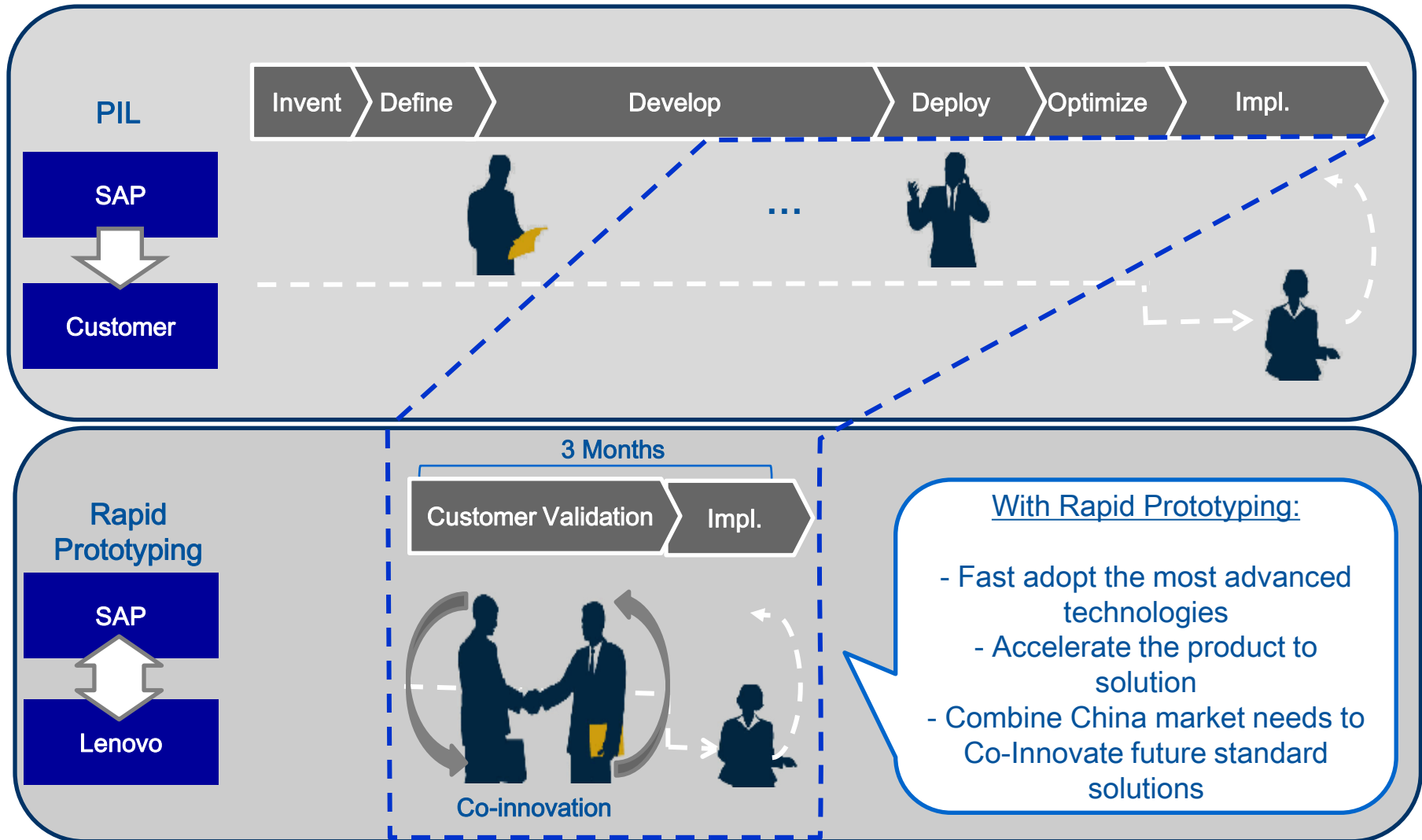
DD_Backlog Report



E2E Serviceability Report

◆ In Current Production – BGP
 ■ In SAP HANA – BHP

Engagement Model



lenovo

NEW WORLD. NEW THINKING.

Olympus Release High-level Sizing © 2011 Lenovo

Page 9

SAP HANA: Project Summary

Background

– Schedule	2011/12/14 to 2012/03/03, 2.5 months
– Scope	Enable the SAP HANA platform in Lenovo EDW platform, and improve report performance for GSC shipment/backlog reports
– Hardware	Use & certify Lenovo servers

Achievement

- Two POCs to verify the solution and platform stability
- GSC reports performance exceeds business expectation
- Enable the SAP HANA platform for the Lenovo EDW platform
- Certify Lenovo servers for SAP HANA

Thank you

thank you grazie **merci** danke **grazias** 謝謝 спасибо
gracias **obrigado** ありがとう **dank** takk **bedankt** dakujem

