

FAST A&D

Comprehensive | Connected | Complete

delaware

**Breaking barriers
in Aerospace &
Defense: driving the
need for speed and
agility in business
transformations**



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state of aerospace & defense industry

Outdated IT systems create systemic risk



Are your existing IT landscape and processes preventing you from reaching your business goals?



Is your existing ERP (or ERPs) adding to the complexity of your operations?



Are your backend systems creating systemic risk like what we've seen in the scheduling meltdowns in the US passenger airline sector?

Aerospace & Defense (A&D) is a complex industry. There are: 1) lengthy product development cycles lasting decades; 2) the delivery of products and services anywhere in the world (including space); 3) logistics to support and maintain the world's most sophisticated equipment and machines, and 4) complicated back-office processes to account for all these activities, costs, investments, and contractual agreements. The complexity surrounding A&D is unrivaled.

Supply chain shocks, severe labor shortages, customers' production expectations, and many other external forces exacerbate this complexity. Because it's A&D, there's no room for error. Mistakes are costly and dangerous - affecting lives, safety, and security.



state of aerospace & defense industry

Complex processes need modernization to meet increasing demands

Complexity on top of complexity is the defining characteristic of the current enterprise resource planning (ERP) systems used today. In addition to the challenges of managing these systems, evolving technologies such as AI and Internet of Things (IoT) are proliferating and complicating the IT landscape even more. Older, highly customized systems, like the SAP R3 and ECC systems implemented over the last 10 to 20 years, cannot keep up. When companies are burdened with old and obsolete technology, complexity and risk accumulate. Attempting to update these systems only adds systemic risk.

Modern ERP systems, like SAP S/4HANA, have the potential to be a force multiplier by enabling innovation, resiliency, and customer centricity. If implemented correctly, these systems reduce complexity and simplify operations.

A&D is an industry where technology can have an outsized impact. Serious barriers to technology-enabled business transformation existing today include:



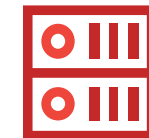
Substantial and entrenched technical debt amassed over the years



Heavily customized legacy systems



Too many detached point solutions to compensate for inadequate system functionality



Disparate process and data silos

These barriers are all thwarting business transformation in A&D. Efforts to modernize and digitize are jeopardized. If implemented right, a state-of-the-art ERP solution such as SAP S/4HANA can deliver a real business transformation and do it FAST.



industry challenges

Are these challenges and pressures familiar?



Entrenched technical debt



old, obsolete, and unstable legacy systems and platforms that are highly customized and not upgradeable



Inadequate functionality for industry processes



industry best practices not available in standard software functionality



Predominance of manual processes and workarounds



stopgap manual interventions to compensate for substantial gaps in processes and functionality



Labor turnover & shortages



lack of A&D expertise and labor scarcity due to high resource demand for SAP S/4HANA migrations as legacy SAP support expires

Why now...

Managing and even mastering industry complexity is a constant challenge. Technology modernization with digitalization is a vital requirement to simplifying operations and overcoming industry challenges. SAP S/4HANA implemented correctly reduces complexity and enables the tangible business outcomes needed to drive profitability, growth, and resiliency.

But how? Most ERP projects use a linear, sequential waterfall implementation approach which is time consuming, costly, and even risky. delaware's FAST A&D is different: a hybrid agile approach centered on A&D best practices, powered by SAP Solution Manager to accelerate project delivery.





Three-quarters of enterprise resource planning transformations fail to stay on schedule or on budget, and two-thirds have a negative return on investment¹



1. McKinsey Digital, *Agile in enterprise resource planning: A myth no more*, August 29, 2019

is ERP dead?

**Absolutely
Not**

The connected, end-to-end business processes that SAP S/4HANA enable are more important now than ever. These processes are foundational for a real digital transformation - one that:



Lowers costs



Increases revenue



Ensures operational resiliency

But the monolithic, multi-year, and costly waterfall implementations associated with big ERP are indeed dead!

There's a better approach: delaware's FAST A&D. It's a solution accelerator with a configured baseline template built on A&D best practices and delivered using agile methodologies that has proven the fastest time-to-value in the market for SAP S/4HANA implementations.

why FAST A&D?

Poorly implemented ERP systems create systemic operational risk, so we developed FAST A&D to help our clients succeed.

Old Way

- Excel spreadsheets, and more Excel spreadsheets
- Word documents with requirements
- Approvals via email
- Limited documentation
- No best practices
- Inconsistent training content

Fast A&D



Business Process Master List (BPML) and best practices loaded into Solution Manager with extensive documentation



Live demo system to jumpstart workshops



Delaware A&D Learning Academy
(see appendix for details)



Agile program management with digital workflows aligned with SAP Activate and accelerated by PROMAR

Enabling predictability and visibility so our clients can trust that their ERP will be on time, on budget, and adding real value to the business.





why delaware's FAST A&D

Actions speak louder than words

Breaking barriers ...

Implemented wall-to-wall SAP S/4HANA functionality in a greenfield project in under 27 weeks for a Fortune 50 company using the delaware FAST A&D methodology, from project prep to go-live and including complex integrations to 3rd party software.

what is delaware's FAST A&D

- FAST A&D is made up of A&D best practice processes and requirements.
- Complete Process Hierarchy (BPML) with structured Process Steps and Interface Library built in SAP Solution Manager, with ability to export/import this content in minutes.
- Accelerators, solution extensions, and partner solutions to round out capabilities in SAP S/4HANA.
- Delaware A&D Learning Academy to accelerate skills development and knowledge transfer of SAP S/4HANA A&D best practices to core project team (*see appendix for details*).
- Experience and lessons learned from years of experience successfully implementing large SAP systems for our A&D customers have been codified into delaware's program management methodology (PROMAR).
- Documentation includes master data, process flows, test scripts and production integrations across different A&D processes to give clients a baseline A&D platform for building their SAP solution.

If the right technology is not implemented correctly, it will add no value and quite possibly create real risk for the organization.



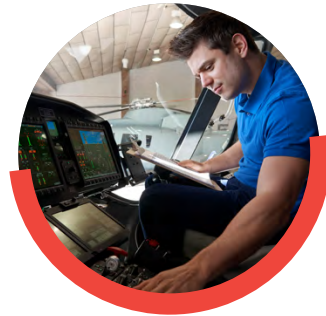
overview of delaware's FAST A&D

FAST A&D is composed of industry best practices developed from delaware's years of solution delivery experience in A&D, and powered by Solution Manager, then supplemented with agile, world-class project management and business readiness enablement methodologies.



1. Best practices

process framework
and business policies
codified in SAP Solution
Manager



2. Baseline template

A&D S/4HANA starter
environment setup to
jumpstart Explore Sessions
and available for export
to and install on client
sandbox



3. Solution extensions

FIORI enhancements
and partner add-ons to
provide comprehensive
coverage of industry
requirements



4. Extensive documentation

including comprehensive
BPML, detailed A&D
business requirements,
process flows, test scripts
and end-to-end testing
scenarios, and workshop
fit-to-gap sessions



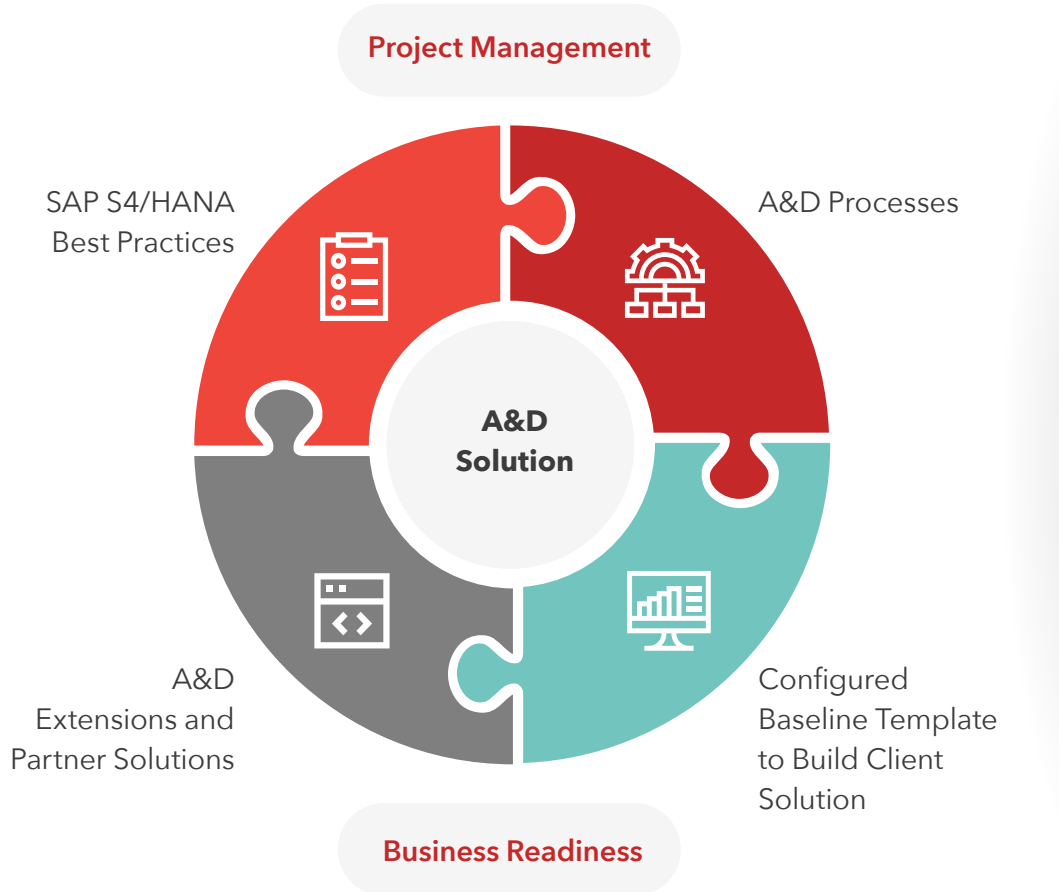
5. Agile and pragmatic

project approach
based on SAP Activate
and accelerated by
PROMAR toolset

We developed FAST to deliver SAP S/4HANA implementations for our clients on time, on budget, and with a large ROI.

overview of delaware's FAST A&D

Success just doesn't happen



- Comprehensive A&D BPML loaded into Solution Manager
- FAST A&D solution for export to Client's S/4HANA NS2 or Government Azure Cloud
- Best practice process flows
- Workshop-ready demo environment
- Workshop presentations with executable process steps
- Assessment templates to facilitate SAP Activate Discover & Prepare phases
- Business guided A&D configuration requirements questionnaire
- Test scripts, end-to-end testing scenarios, and testing plans
- Extensive experience with integrating partner solutions
- Delaware A&D Learning Academy for core project team (see appendix for details)
- PROMAR agile project management methodology with digital approval workflows
- Business readiness support and value enablement

S/4HANA System

Best Practices

Documentation

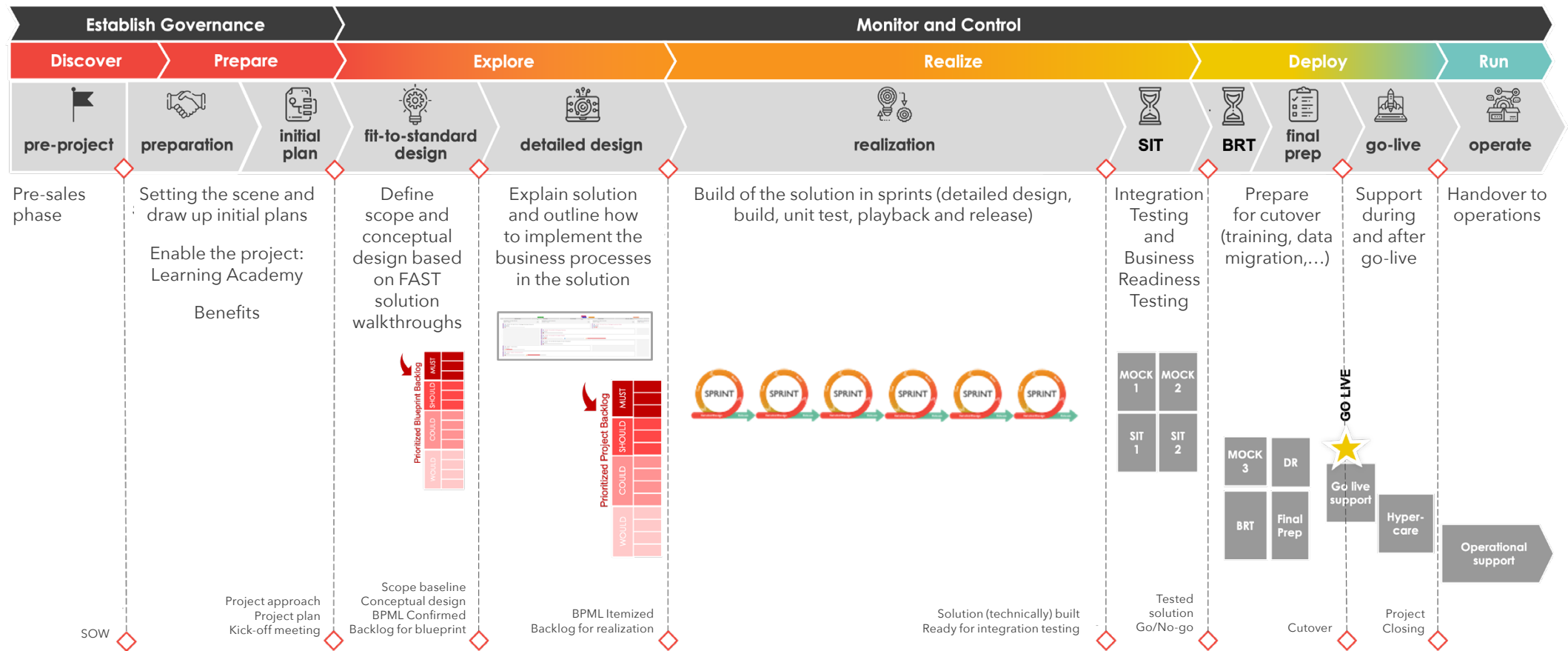
Hybrid Agile Approach

User Experience



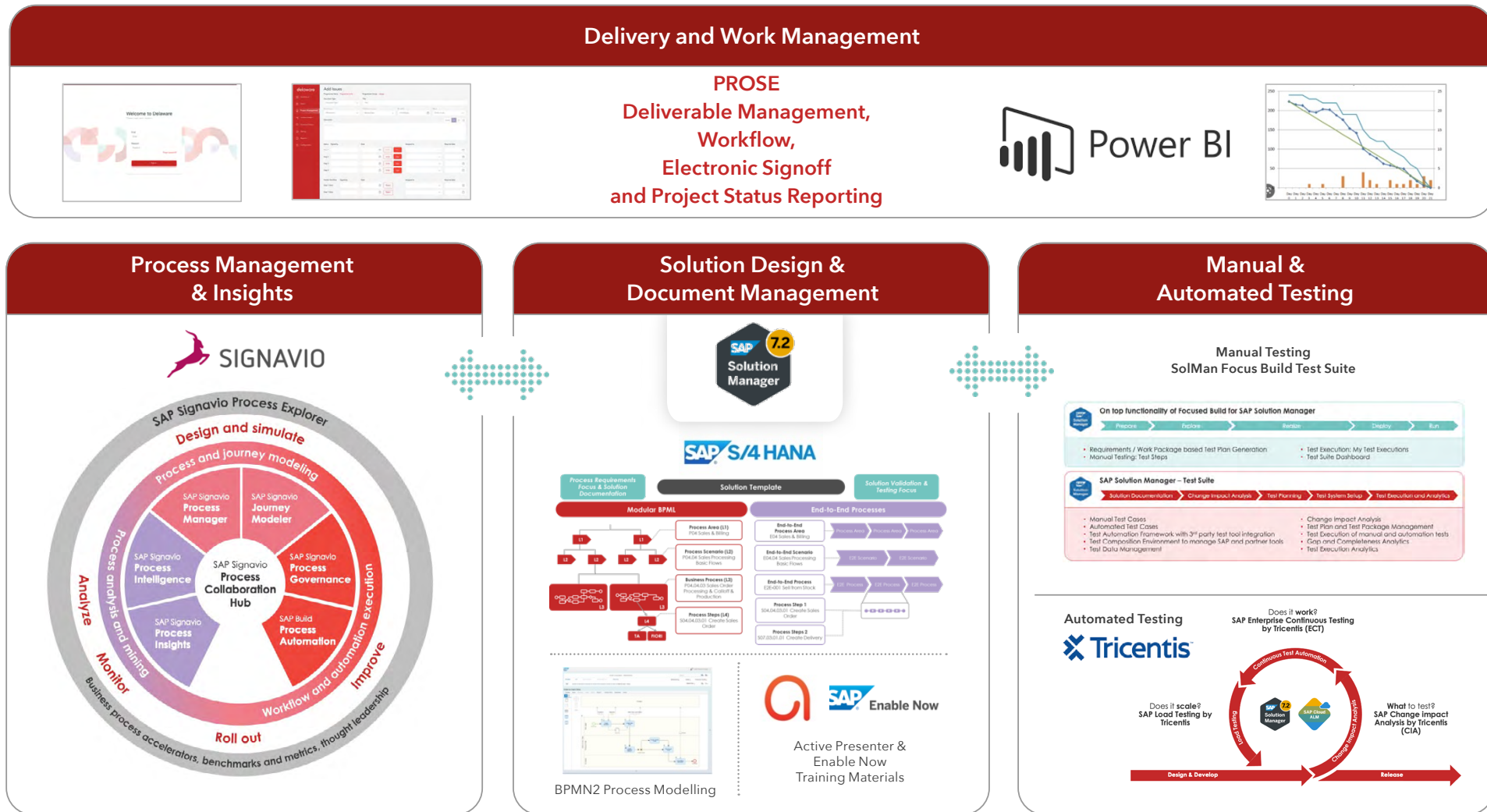
delaware's project methodology

In the delaware PROMAR methodology, the project lifecycle is aligned to SAP Activate (Discover, Prepare, Explore, Realize, Deploy, Run) and breaks down into delivery phases which then align with best practices for large SAP program delivery. The major change from the waterfall methodology is the use and integration of hybrid agile practices. delaware developed PROMAR because agility demands structure and discipline to deliver results.



project tools

Integrating tools into FAST A&D to optimize implementation of SAP S/4HANA



FAST A&D solution benefits



Mitigate risks due to integrated
Solution Manager BPML
and robust
program management



Reduce IT costs by leveraging
experience with connectors for
partner solutions
to fill in gaps



Decrease operating costs with
templates for **digitalization of**
connected end-to-end processes



Lower total cost of ownership (TCO)
by **reducing custom development**



Increase agility with adoption of
best practices and less customization



Accelerate time-to-value with A&D
accelerators and solution extensions

conclusion

FAST A&D

Comprehensive | Connected | Complete



implement
faster



implement
with less risk



implement best
practices to
maximize value



why choose us? the delaware difference



FAST solutions

Accelerators built on best practices - we call them our FAST solutions



Deep industry knowledge

Specializing in complex business transformations in the aerospace & defense industry



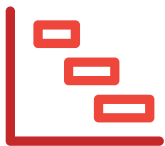
Experienced consultants

Our subject matter experts have 15+ years of implementation experience



Best practice process framework

Business processes that are tested and validated to be industry best practices



Project implementation governance, methodologies and tools

We bring everything you need to make your project a success



Learning academies

Curriculum, documentation, demonstrations, and hands-on exercises ready for roll-out to project teams



Consistent track record

delaware has over 20 years of successful SAP implementations



Speed & agility tied to a business case

Leading the industry in speed of solution value realization and program delivery tied to a robust business case

4600+ employees across 36 offices in 19 countries



Please message one of our experts
to learn more about FAST A&D



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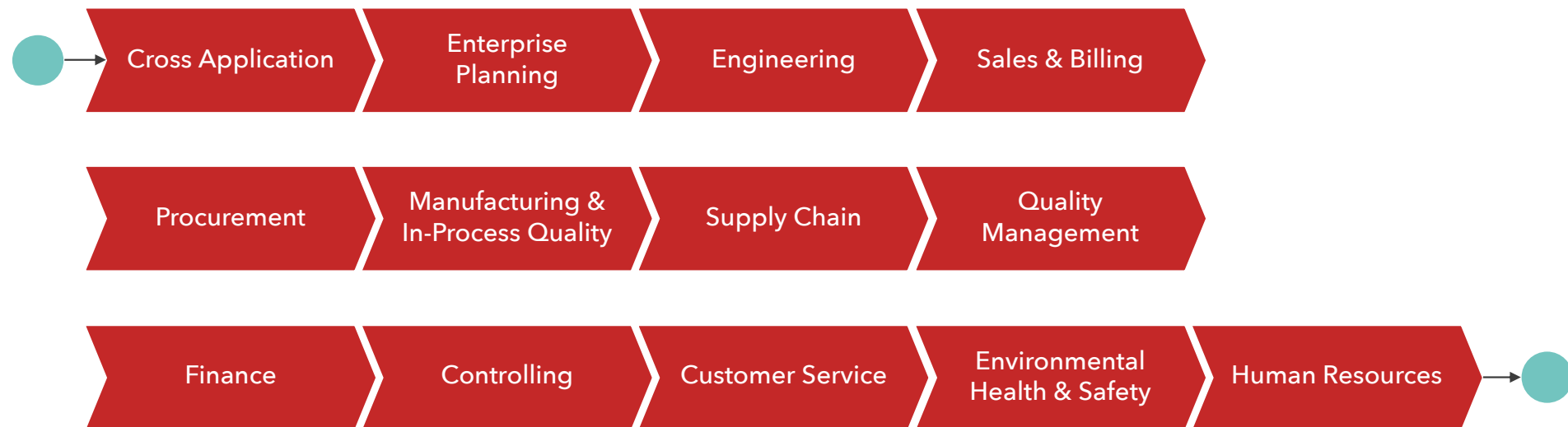
appendix



best practices, accelerators, extensions, and partner solutions

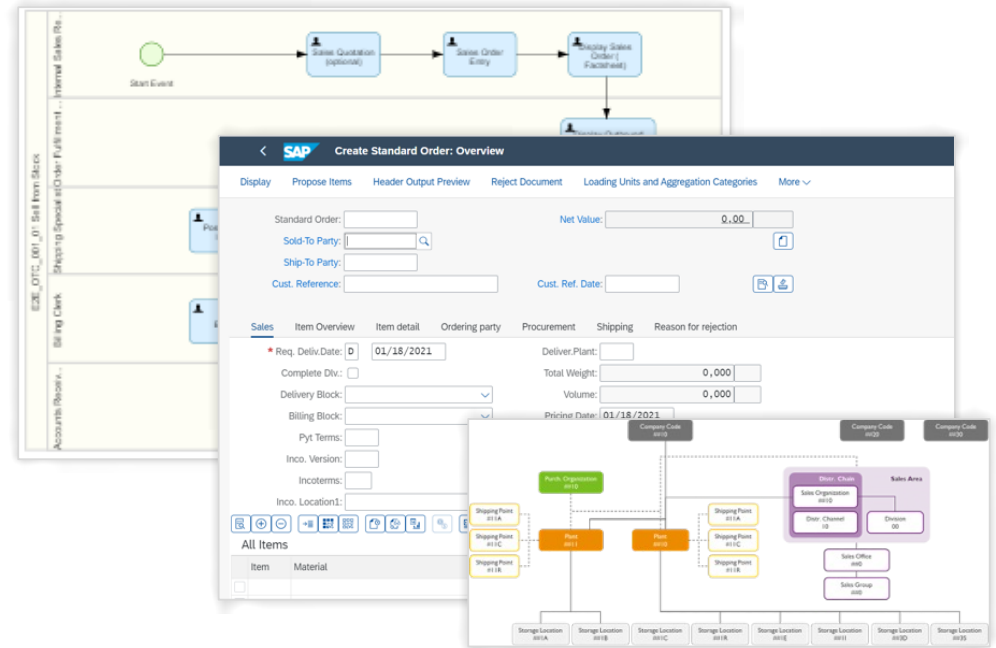
Covering:

- 366 Modular Level 3 A&D processes covering 866 industry requirements
- 15 Value Streams
- 81 Core SAP A&D best practices
- 758 executable process steps
- 191 end-to-end process test scripts (incl. process variants)
- 367 test cases



delaware's FAST A&D Learning Academy¹

Day 1	SAP Overview – Look & Feel SAP – Fiori Transactions					
	SAP Enterprise Organization Structure					
	Key SAP Master Data Objects					
Day 2 - 7	Sell/Plan	Buy	Make	Service	Finance	



Sell



Plan



Buy



Make



Service



Finance & Reporting

1. Delaware A&D Learning Academy is priced separately and is an optional add-on package.



sales & billing and procurement

Sample business process with accelerators, best practices, and partner extensions





delaware

[www.delawareconsulting.com/en-us/
solutions/aerospace-and-defense](http://www.delawareconsulting.com/en-us/solutions/aerospace-and-defense)