

FAST EAM

Comprehensive | Connected | Focused

delaware

Getting the MAX from your Assets

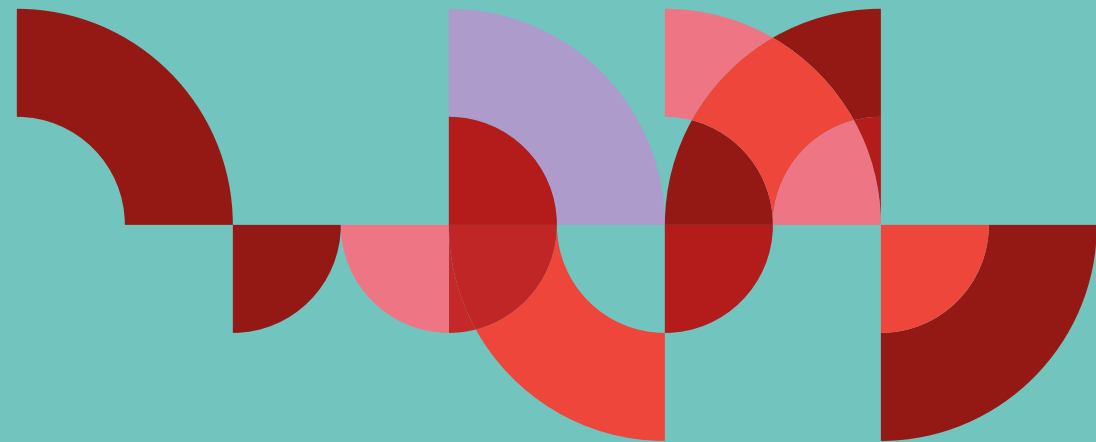
Analyze, and optimize your asset life cycle
operations with SAP EAM Solutions

we commit. we deliver.



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Delaware – focused on EAM

At Delaware, our mission is to enable and support organizations to optimize their assets to achieve targets around:

- Operational Efficiency
- Performance
- Safety
- Compliance
- Sustainability

Our aim is to enable this objective with the solutions provided by SAP in combination with our own innovations, experiences and capabilities.

For the past 20 years, we have developed the industry knowledge and invested in the latest solution expertise to work with our clients to understand their objectives and challenges. That is mapped to the right approach to deliver tangible and targeted value.

Our team is made up of members with 30+ years of solution and industry experience. At Delaware, we have an eye to the future and have a real focus on the next generation.



Stuart Querns

Solution Director, Energy & Utilities

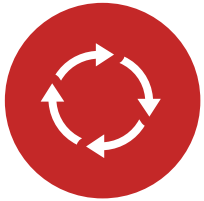


state of the industry



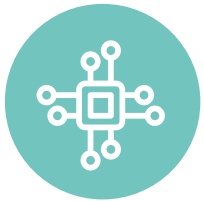
Resilient Operations

Energy market volatility, resource limitations, sustainability targets and rising costs are all impacting organization's ability to react to ever changing demands and operational challenges.



Sustainability

The need to optimize asset performance, efficiency and safety is even more important with the drive for more sustainable operations and a focus on operating with a reduced energy footprint.



Technology Leverage

Evolving technologies such as automation, AI and IoT can deliver real value for Energy Companies. These capabilities can be intelligently exploited to enhance the value from existing ERP investments and drive real value supporting strategic objectives.



barriers to success



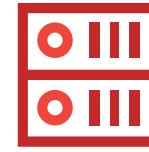
Unreliable Assets

Assets that are not reliable or operating as designed, this generates lost opportunity, impacting revenue and sustainability. Removing this blocker increases throughput, along with new operations, thereby driving increased efficiency and revenue.



Inefficient Processes & Poor Compliance

This has a negative impact on a safe, productive, and cost-effective operation. This also impacts maintenance effectivity and operational decision support.



Siloed Systems & Applications

Too many isolated systems and applications inhibits the ability to use the data effectively to drive asset strategy and optimization. This is particularly true when looking at ERP solutions v operational applications.



Complex & Customized Applications & Architecture

This is inhibiting the ability of organizations to quickly adapt to new business priorities and strategies, as well as the ever-changing industry requirements to remain competitive.



EAM industry trends

At Delaware, all our initiatives are aligned to Business Objectives



does ERP still have it's place, now and for the future?

Absolutely!



The connected, end-to-end business processes that SAP S/4HANA and Edge solutions enable are more important now than ever, particularly in the case of EAM!

But the monolithic, multi-year, costly waterfall methodology associated with big ERP is a thing of the past!

Delaware have developed a better approach
For Asset Intensive Industries



why FAST EAM – Supporting the Move to S/4

Poorly implemented ERP systems create systemic operational risk, makes it difficult to drive an Asset Integrity Strategy. So, we developed FAST EAM to help our clients succeed.

Old ways

- Excel spreadsheets, and more Excel spreadsheets
- Word documents with requirements
- Approvals via email
- Limited documentation
- No best practices
- Inconsistent training content
- Solution Gaps - leading to custom code

FAST EAM



Comprehensive industry process inventory loaded into Cloud Asset Life Cycle Management (CALM) with extensive documentation



Live demo system to jumpstart workshops



delaware EAM 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.

features of FAST EAM

- FAST EAM is made up of EAM Industry best practice processes and requirements.
- Complete Process Hierarchy (Business Process Master List - BPML) with structured Process Steps and Interface Library built in SAP, with ability to export/import this content in minutes.
- Demonstration of solution based on these processes, leveraging the SAP EAM solution suite.
- Accelerators, solution extensions, and partner solutions to round out capabilities in SAP S/4HANA.
- delaware EAM Learning Academy to accelerate skills development and knowledge transfer of SAP S/4HANA best practices to core project team.
- Experience and lessons learned from years of successfully implementing large SAP systems for our customers. These have been codified into delaware's program management methodology (PROMAR+).
- Documentation includes master data, process flows, test scripts, production integrations and training to provide clients optimized EAM processes on a well-performing platform.



optimizing our customer engagement

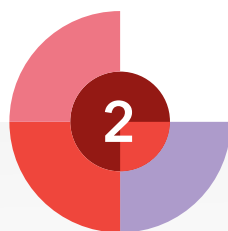
An EAM Assessment focused on delivering real business value



Assess

Based on the business needs and expected outcome, Delaware have 2 assessment options.

- **S/4HANA Transformational Readiness** - Functional and Technical assessment to prepare implementation teams and accelerate the implementation project.
- **Current Landscape Optimization** - ECC and S/4 full system, data and process assessment with recommendations to improve configuration, data, process, integration, automation, and user experience.



Demo to Design

We have built out an Industry focused demonstration capability, in particular around the Enterprise Asset Management area. This includes Core SAP S/4HANA solution elements plus SAP Edge solutions from APM to SSAM. It also covers data design and process setup.

This capability allows Delaware to provide industry specific demonstrations based on best-in-class processes, providing valuable client insights and improved business decisions. Leveraging the latest version of the SAP application suite for EAM.



Deliver the Solution

Our SAP Activate based, industry leading delivery methodology, **PROMAR+**, draws on the Best Practice standards of the international Project Management Institute (PMBok) and some elements of Prince, PM², the Agile Manifesto, and the Hybrid Project Management Manifesto.

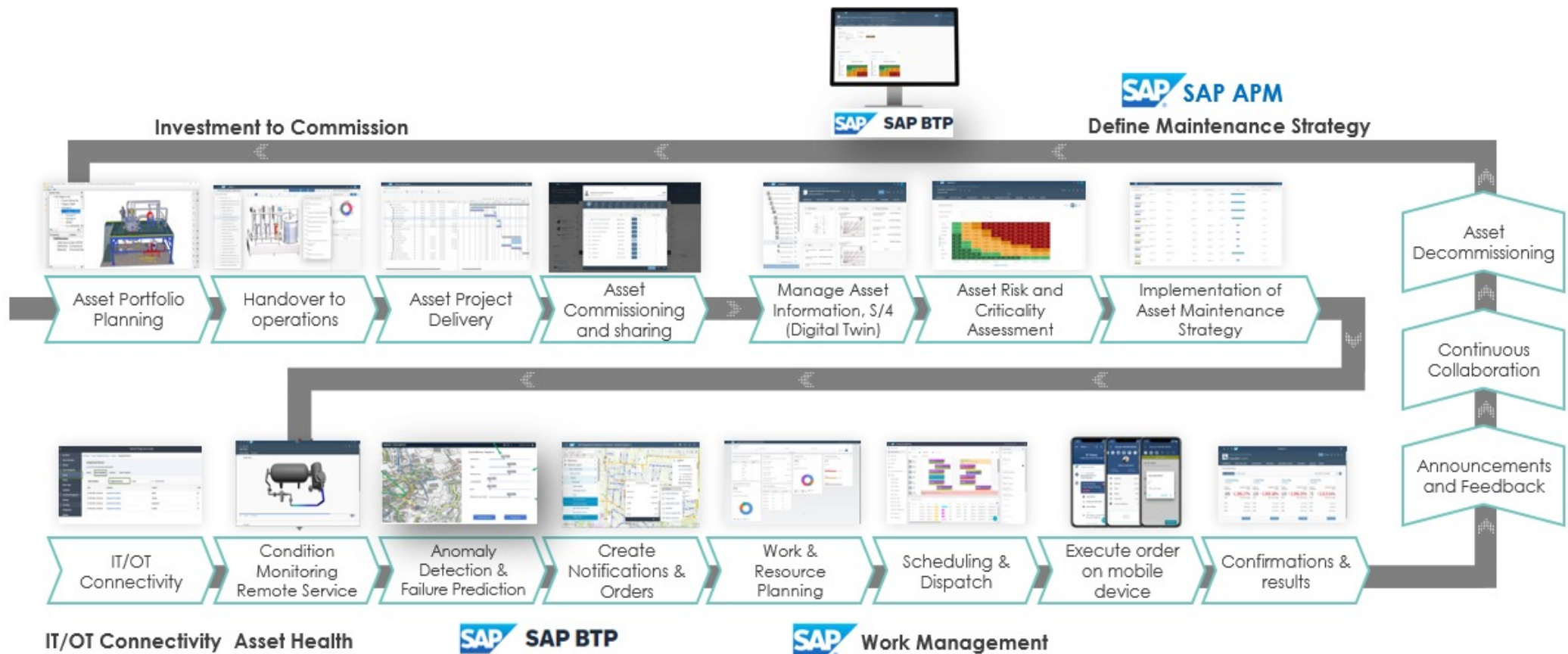
It has all our "FAST" accelerators embedded within it, the "EAM Assessment" approach along with our "FAST EAM" accelerator.

Executed by our industry team of EAM experts



FAST EAM - demo to design

Delaware will provide industry specific demonstrations during the design process, providing valuable insights rather than our competitors who will simply ask what you want the system to do. Covering the Asset Management Life Cycle with the SAP EAM Solution Suite.



FAST EAM, embedded in our project methodology - PROMAR⁺



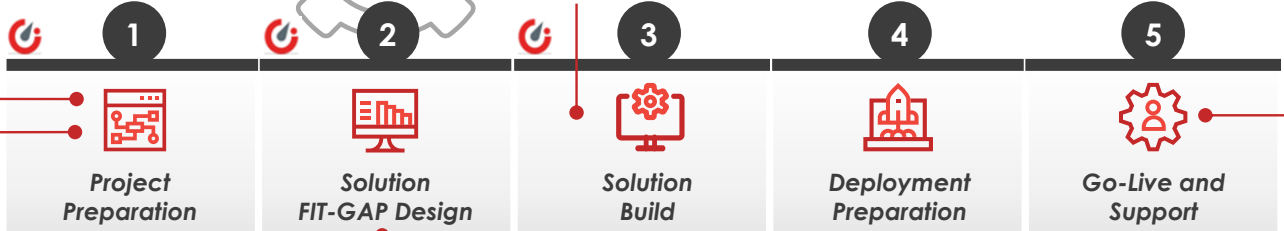
PROMAR⁺

- Define roles & responsibilities
- Tools & facilities
- Team onboarding
- Change control process
- Commercials (SOW)



- Solution Build in cycles with demos
- Testing conducted (UT, SIT, UAT)
- User roles and security
- P-System requested
- Produce documentation
- Mock data loads

- Review System
- Review Documentation
- Review/Assess SAP Output



- Cutover executed
- Early Life support
- Knowledge transfer to support

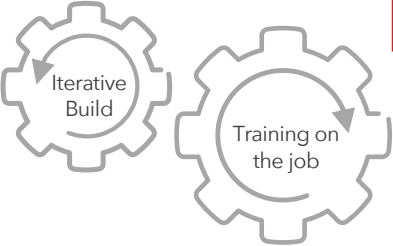
SAP Best Practice

Delaware FAST EAM



- Requirements workshops by functional use, with SAP
- Gap analysis, with SAP
- Policy decisions (material items that affect the implementation)
- Priority of requirements

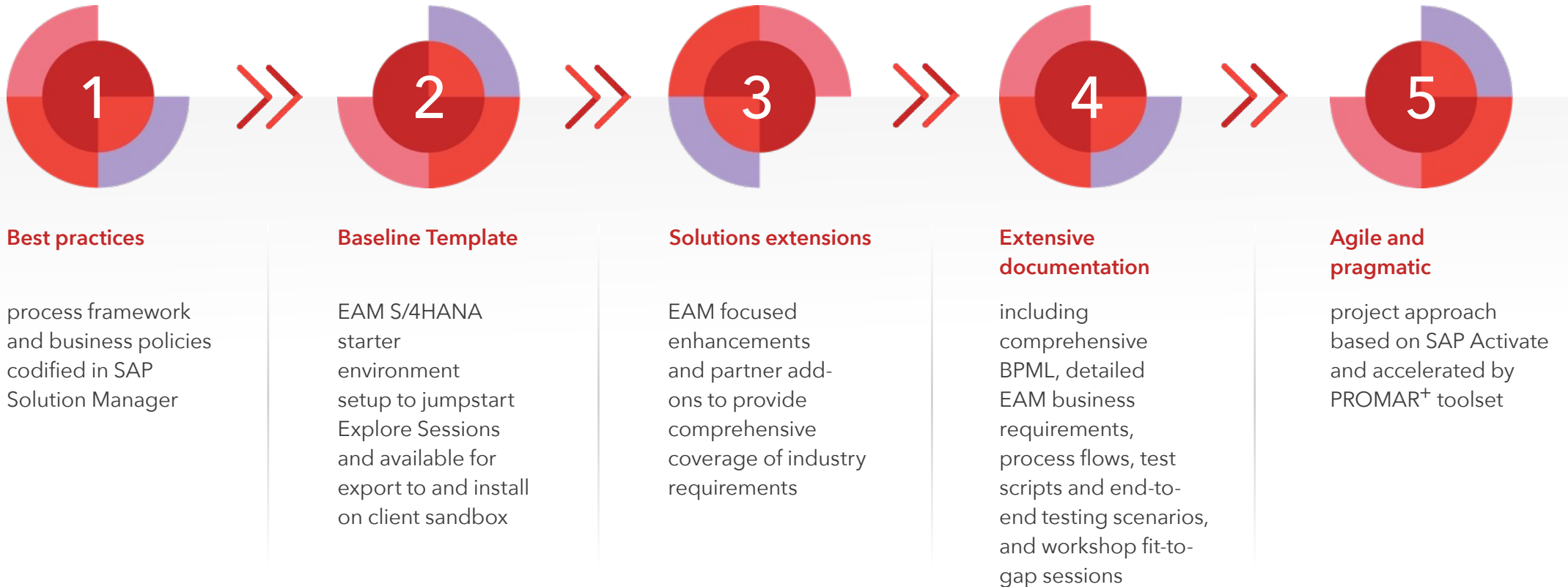
- Additional fit/gap workshops
- Gaps identified and build list finalized
- Document organizational structure
- Q-System prepared.



- End user training
- Final data loads & Dress rehearsal
- Roles & authorizations assigned to users
- Cutover plan finalized
- Prep for go-live
- P-System ready



summary of delaware's FAST EAM



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

Contact us to get started!



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delaware

we commit. we deliver.

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