Is it appropriate to integrate a SaaS purchase solution with a SAP backbone
AGENDA

- EPFL at a Glance
- Context
- Discussion
- Wrap Up
EPFL at a Glance

EPFL is one of the two Swiss Federal Institutes of Technology. The campus is located on the shores of Lake Léman, facing the Alps.

- Teaching
- Research
- Technology Transfer

- 5 Schools
- 2 Colleges
- 11 Transdisciplinary Entities
- 28 Institutes

- 354 Labs and Research Groups

- 120 Nationalities

- 10,124 students (Bachelor, Master, PhD & Post-Docs)
- 5,787 staff (scientific, administrative & technical including PhD & Post-Docs)

- 14 QS World University Rankings in 2015


**Context**

The purpose of this workshop is to animate a global though on the **Software as a Service** model.

Based on the experience we have with the purchasing process, we want to discuss how to approach the integration of a SaaS product with an SAP ERP.

A dedicated presentation about the solution we are building will be held in the future by our colleague Nicolas Vuillème.
Context

Since 15 years EPFL is undergoing a strong and steady growth.
Along with this growth, new needs have emerged
Context

- Improve the visibility on committed and projected purchases
- Ensure compliance with the Public Procurement Act and the specific rules of EPFL
- Allow laboratories to benefit the best commercial terms negotiated by the purchasing department
- Ensure the fulfilment of the contracts terms and conditions
- Ensure a broad coverage of the procurement process with automated and standardized tools
### Context

#### Functional Scope

<table>
<thead>
<tr>
<th>Strategic Management</th>
<th>Spend Analysis</th>
<th>Dashboards</th>
<th>Purchasing Projects</th>
<th>Revenues Analysis</th>
</tr>
</thead>
<tbody>
<tr>
<td>Payment Cycle</td>
<td>E-Billing</td>
<td>Invoice verification</td>
<td>Payment Notice</td>
<td>Disputes</td>
</tr>
<tr>
<td>E-Procurement</td>
<td>Budgets</td>
<td>Catalogs</td>
<td>Purchase Requisitions</td>
<td>Purchase Orders</td>
</tr>
<tr>
<td>Contracts Management</td>
<td>Contracts Library</td>
<td>Contracts Preparation</td>
<td>Follow up</td>
<td></td>
</tr>
<tr>
<td>E-Sourcing</td>
<td>Capturing Needs</td>
<td>Request For Informations</td>
<td>Request for Quotation</td>
<td></td>
</tr>
<tr>
<td>Supplier Relationship</td>
<td>Supplier repository</td>
<td>Supplier relationship Management</td>
<td>Risks Management</td>
<td>Supplier Assessment</td>
</tr>
</tbody>
</table>
Context

Software Selection Process

- Strong will to move to the Cloud
- Enhancing the User Experience
- Functional Requirements Coverage
- Specialized Tool for Dangerous Products
- Market Analysis
- Request For Proposal

- Pay as you Use
- Lower CAPEX
- No Maintenance
- Lower TCO
- Scalable
- More Flexibility
Two Products Selected

Context
Simplified Architecture Overview As Is

World Wide Web

EPFL Firewall

SAP

SRM

Rfc, Idoc, ABAP Proxies

ERP

PI

Web Services

EPFL Network

EXPEREACT

ACCRED
Application Map As Is
Context

Simplified Architecture Overview To be

World Wide Web

EPFL Firewall

Web Services

Rfc, Idoc, ABAP Proxies

Web Services

EPFL Network

ERP

PI

SciQUEST

ERM

ACCRED

EPFL - OS
Application Map To Be

Supplier Website

Strategic Management
E-Procurement
Contract Management
E-Sourcing
Supplier Management

Punch-Out Catalogs

i valu a
BUYER

Material Safety Data Sheet

SCiQUEST
ERM

Chemical & Biological Products Catalog
Tracability
Internal Stock Management

User Identity
Access Management

Payment Cycle

EHSM

HR

MM

SAP

SD

FI - CO

ACCRED

ERM

EPFL

Epfa

RIN F - OS

EPFL
Discussion

We switch from a natively integrated solution to a SaaS model

Have you been in a similar situation?
What was your reason for changing?

What were your key drivers for selecting the rights softwares?
Discussion

Drawbacks of the SaaS model

- Application hosted in a remote datacenter and accessed with a browser over the internet
  - no control of SPOFs
  - may cause performance issues
- Business has specific requirements ➔ hard to implement and expensive
- Potential security issues with incoming traffic from the internet
- Integration with third parties software ➔ interfaces
- Transaction based pricing model is expensive on the long term

Did you face similar problems when integrating a SaaS solution?
How did you solve them?
Discussion

User authentication and SSO is difficult in a federated SAP Portal environment

Do you expose your SaaS Solution via a Portal?

The Scope was revised downwards due to integration limitations

Did you have this problem?
How did you solve it?
Discussion

By switching to a SaaS we have lost all the benefits of an integrated suite.

How can we minimize this side effect?

Some processes need to be reviewed but the business is not always keen on such changes.

How did you solve this problem?
Discussion

Systems synchronization is a big challenge

How do you handle Data replication between systems?
**Wrap Up**

Is it appropriate to integrate a SaaS solution with SAP?

What is the future of ERP?

- SaaS vs onPremise
- Are we moving from integrated suite to stand alone solutions
Wrap Up