

Agenda

Customer Pain Points and Environment

Information Management, Information Lifecycle Management and Enterprise Content Management

Information Lifecycle Management Details

Information Lifecycle Management Benefits

Services and Partner Offerings

Summary



Customer Pain Points and Environment



Today's Information Management Challenges



Large and complex system landscapes

Inefficient paperbased processes





Data volume growing exponentially



Content fragmented across applications and systems





Content not retained for legally required duration, or kept too long Increased regulation requiring auditable content lifecycle records



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Public

Distribution of Storage Costs

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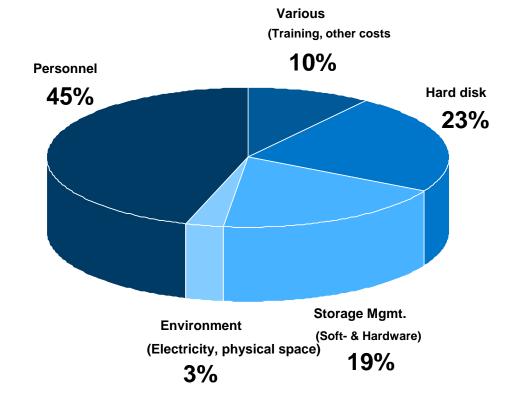
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Hard disk costs represent less than a quarter of storage costs.

Giga Information Group

Administration costs for 1 Terabyte storage are five to seven times higher than the storage costs.

Dataquest / Gartner



"

"

Total Cost of Ownership (TCO) Per Legacy System

Hardware

Costs for Technical Infrastructure

- Computer Hardware
- Network
- End-User Environment
- Green-IT (Power consumption, cooling, etc.)

Software

Costs for System & Application Operations

- Computing Hardware
- End-User Environment
- Extended Maintenance Fees

Operations

Costs for System & Application Operations

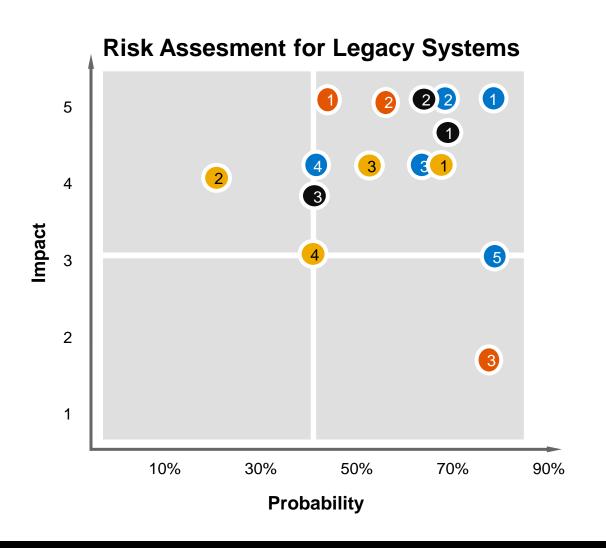
- Monitoring
- Administration
- Problem Management
- Change Management
- Service Desk & Incident Management

Application Improvement

Costs for Continuous Improvements

- Process Design
- Organizational Changes
- Technical Setup
- Business Setup
- Project Mgmt.
- Testing & Training

Risk Assessment Matrix for Legacy System



Hardware

- 1 Reliability
- 2 Spare parts
- 3 Vendor support
- 4 Loss of control
- 5 Efficiency/ Green IT

Software

- 1 Vendor support
- 2 Manageability of data volume
- 3 Compatibility hardware/ software
- 4 Compatibility software/ software

Legal compliance

- 1 Retirement process
- 2 Data Provision not possible
- 3 to much data provided

Business

- 1 IT knowledge availability
- 2 Process knowledge availability
- 3 Invest in obsolete software

Retention Periods

Some Records Need to be Kept for More Than 50 Years



100 Year Archive Requirements Survey

January 2007



6

"

80% of respondents declared they have information they must keep over 50 years and 68% of respondents said they must keep it over 100 years

SNIA: 100 Year Archive Requirement Survey

Long-term generally means greater to 10 – 15 years – the period beyond which multiple migrations take place and information it at risk

IDC Worldwide Enterprise Blackbook

Database information (structured data) was considered to be most at risk of loss

SNIA: 100 Year Archive Requirement Survey

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Source: SNIA: 100 Year Archive Requirement Survey, January 2007



IM, ILM and ECM

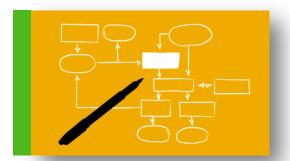


SAP Solutions for Information Management

Turn information into a strategic asset



Empower key decision makers with accurate analytics for Big Data



Ensure information governance at every step of the business process



Unleash the business value of unstructured information

SAP Solutions for Information Management Demystified

Customers want to manage data as an asset

Discover & move Use Retain & retire

To manage ...

Analytical Data

(HANA, DB, DW, 3rd Party)

They need ...

Data Services

BW Near Line Storage

Process Data
(Suite – ERP, CRM, etc.)

Process Content (Suite – ERP, CRM, etc.)

Enterprise Master Data Management

ECM Solutions

ILM
Retention
Management
&
System
Decom.

Content Management

Manage enterprise content in context of business processes

Old Paradigm

Content Managed Separately from Core Business Processes



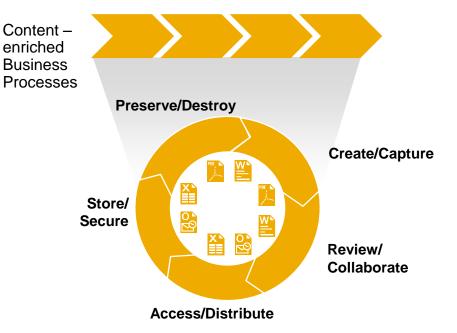


Access/Distribute

New Paradigm

Content Integrated With
Core SAP Business Processes

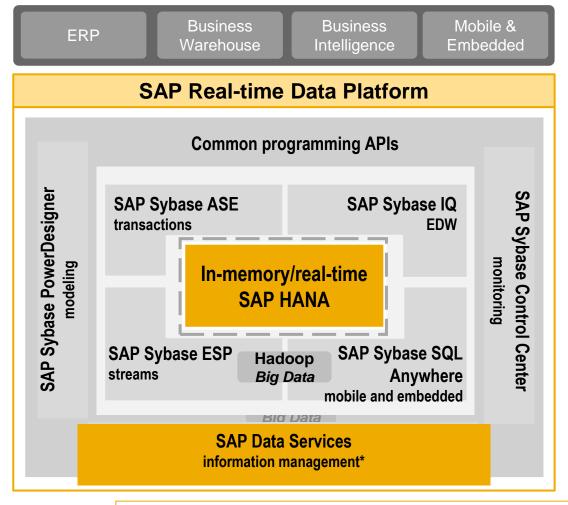
(e.g. FI/CO, MM, HCM, SRM, CRM)



Public

Next generation SAP Real-time Data Platform Vision

Unified Data Management Platform for real time business



SAP RTDP Foundations

- Cross-application data management
 & access for new models of value discovery.
- High-performance on all classes of application and usage scenarios

Benefits

- Store, analyze, optimize, transact and mobilize without system limitations.
- Embrace and extend across variations of data forms and processing models.
- Common modeling, integrated development environment, shared systems management infrastructure and deployment independent solutions.
- Trusted and unified data environment.

^{*} Information management solutions include: SAP Data Services Enterprise, SAP Enterprise Master Data Management, SAP Information Lifecycle Management, SAP Enterprise ECM solutions by OpenText, SAP Sybase Replication Server

SAP Solutions for Information Lifecycle Management

Optimization Live Systems

Optimization System Landscape

SAP BW / NLS

Support for Sybase IQ

SAP ILM Retention Management

- · Policy Management
- Data Destruction
- Legal Holds & eDiscovery
- · Support for Sybase IQ
- Part of SAP ERP 6.0 deployment
- ERP Product Standard

SAP Test Data Management

- Transfer, Compression & Masking Solutions for ERP, BW, CRM, HCM, SCM and SRM
- Strong integration with SAP Solution Manager Industry specific content

SAP Data Archiving

- Data Volume Management
- · Performance Optimization
- Part of SAP Basis since 1997

SAP ILM System Decommissioning

- Audit compliant decommission of legacy SAP and Non-SAP systems
- Flexible reporting on legacy systems tax content and product liability content



SAP ILM in Detail



SAP Information Lifecycle Management

Information Lifecycle Management

Retention Management Managing the lifecycle of data

Managing the lifecycle of data of a live application system

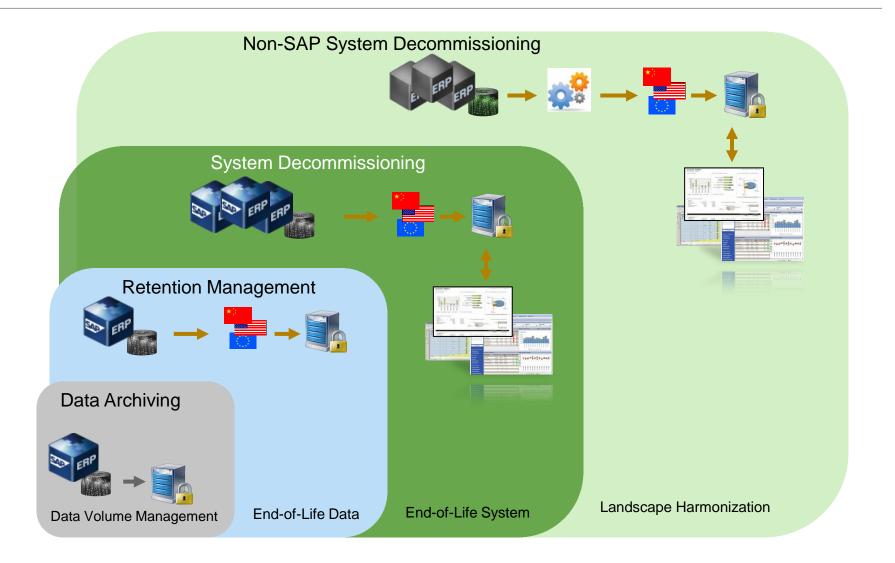
System Decommissioning

Managing the lifecycle of legacy data in a stand-alone ILM Retention Warehouse

- Data transfer from legacy systems to RW
- Definition of flexible ILM rules to control retention time and storage location of archived data
- ILM-conform storage of archive files on an ILM-certified WebDAV-Server
- e-Discovery and legal hold management
- Data destruction taking retention periods and legal holds into account
 - Local or BW-based reporting

ILM Enhanced Data Archiving

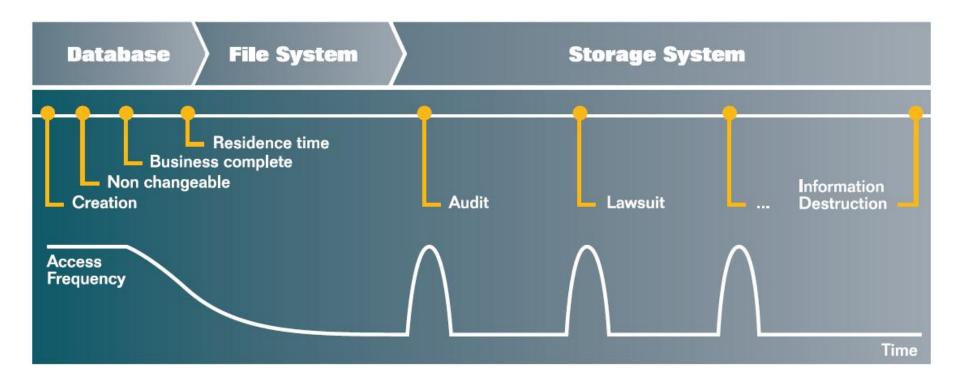
Evolution From Data Archiving to ILM



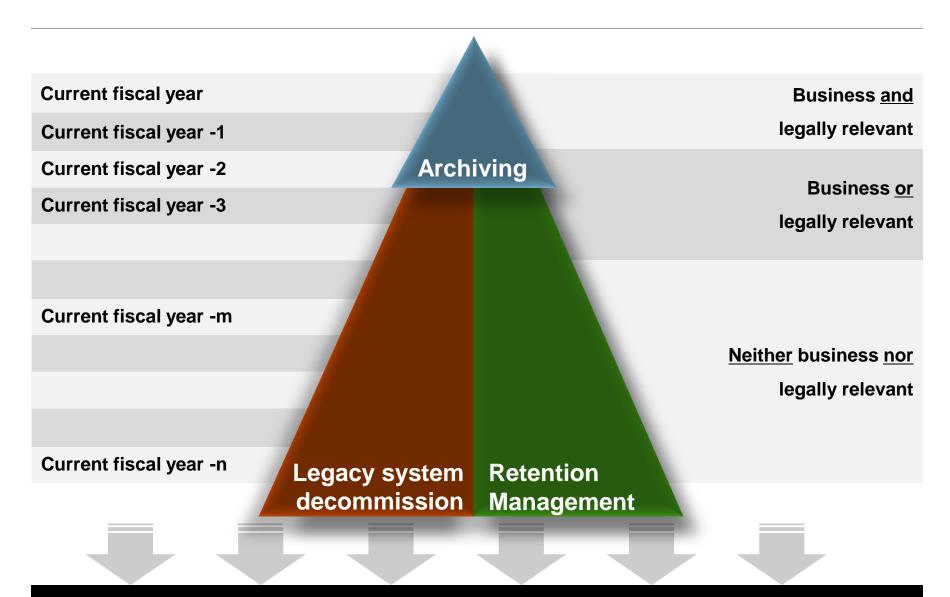
Archiving and System Decommissioning Core Scenarios

Scenario	Pain Point	Customer Value	Products
Archiving and Retention Management	 Growing SAP DBs Resource consumption Administration effort Legal requirements Litigation Hold 	 Reduced IT cost Improved system performance Higher system availability Information preservation and destruction Legal compliance 	SAP ILM RMSAP Document Access
Legacy System Decommissioning	 Cost of legacy systems Historic data still needed for legal or business reason 	 Information preservation and destruction Legal compliance Reduced IT cost 	 SAP ILM SD
ECM Platform Consolidation	 Information silos Inefficient processes, missing information It landscape complexity (different vendors) 	 Enterprise wide ECM Solutions ECM Consolidation End to End Process Efficiency Business User Efficiency 	SAP Extended ECM

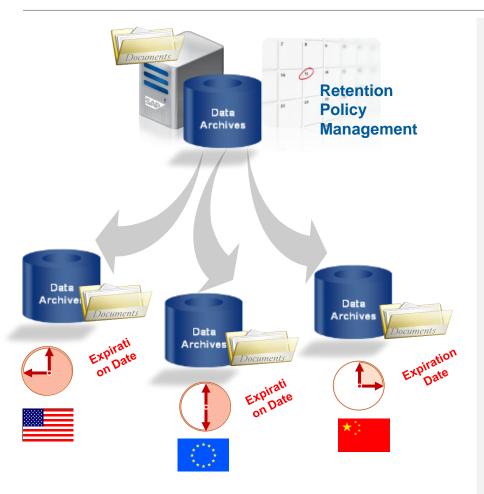
End-to-End Coverage Throughout the Complete Lifecycle



Data Volume and Lifecycle Management



Managing the Amount of Time and the Location Where Data Is Securely Kept



Manage and enforce retention policies

- Set policies for automatic data retention and subsequent destruction
- Retain data according to set policy
- Responsibly destroy data when expiration date has been reached

Maintain Separate Archives per Retention Period

 Create multiple data archives for each data expiration date

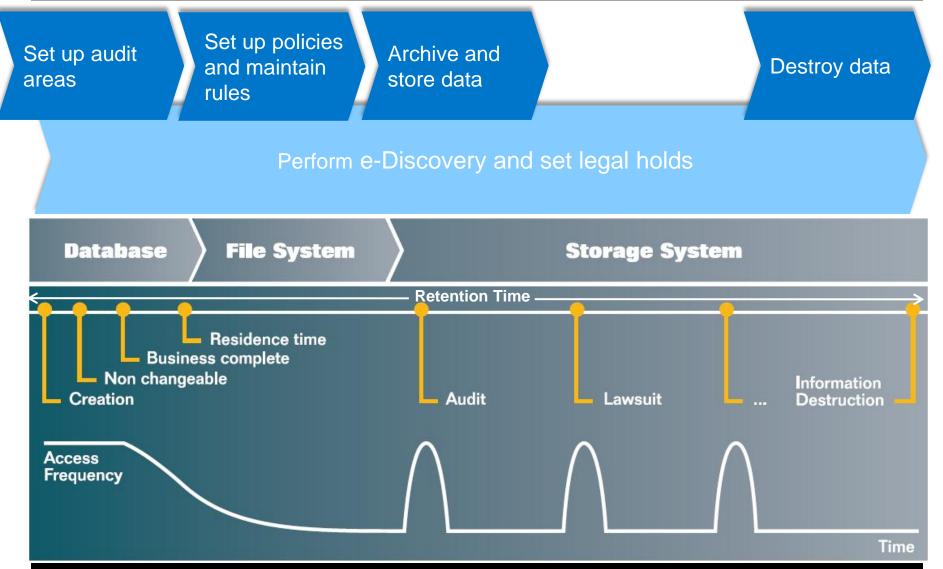
Perform e-Discovery

 Search for information in response to legal requests

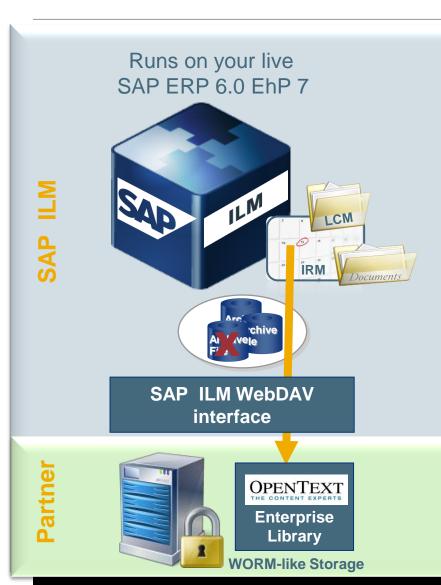
Apply Hold on Data

- Automatically prevent data deletion or destruction
- Apply holds to archives and current database

Retention Management Process



Retention Management – Overview



Audit Area Management

Including predefined audit areas

Policy engine (IRM)

- Manage policies and rules
- Import and Export of rules

ILM-enhanced archiving programs and functions

 Archiving programs integrate with policy engine for automated, rule-based archiving

Destroy Function

- Database
- Archive
- Attachments

Legal Case Management (LCM)

- Perform e-Discovery
- Manage legal holds

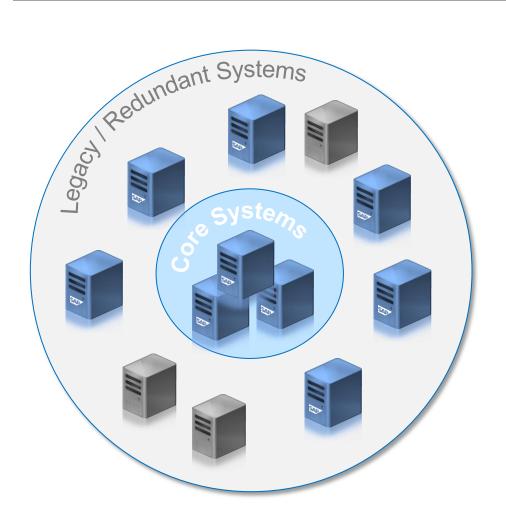
WebDAV-based ILM interface

 Connect to ILM-aware storage for secure and legally compliant retention of data

ILM-certified storage system

- Enforces retentions and holds, executes destruction
- Connect to WORM-like storage for secure and legally compliant retention of data

Legacy and Redundant Systems Proliferate within IT Infrastructures



Consequence of normal business operations

- Acquisition of new systems during M&A activity
- System upgrades over time

However, decommissioning can be difficult

- Need access to data residing on legacy systems for financial reporting
- Legal regulations may require retention of data

Alternatives in Handling of the Legacy Systems

Based on the information contained in the systems each company has to assess which option is providing the largest cost-benefit ratio and the least risks



Nobody will ask.



Never change the winning team.



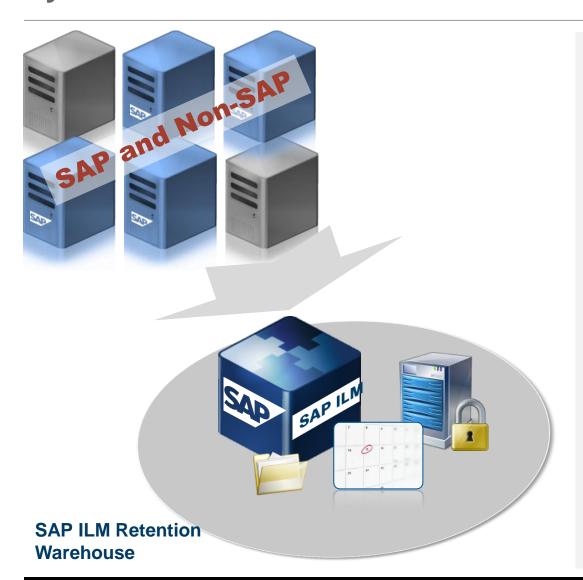
Keep the system available in the cellar.



Sort out and retain data.



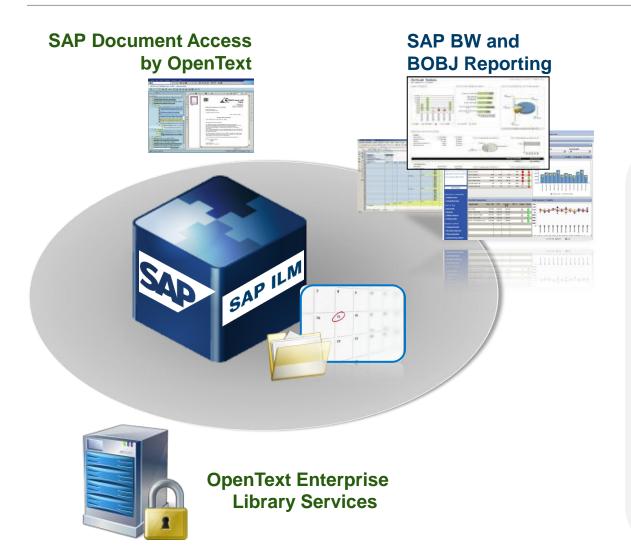
IT Departments Need an Efficient Way to Manage Legacy Systems



TCO Reduction without losing auditing and reporting capability

- Consolidate multiple large legacy systems into one small modern instance called Retention Warehouse
- Retain on demand access to data from legacy systems
- Respond to tax audits and create financial reports

SAP ILM Retention Warehouse

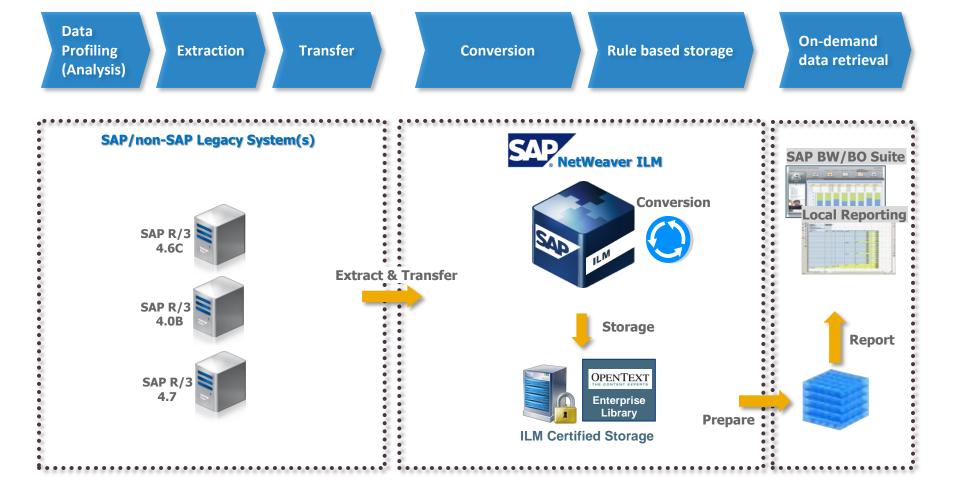


Benefits

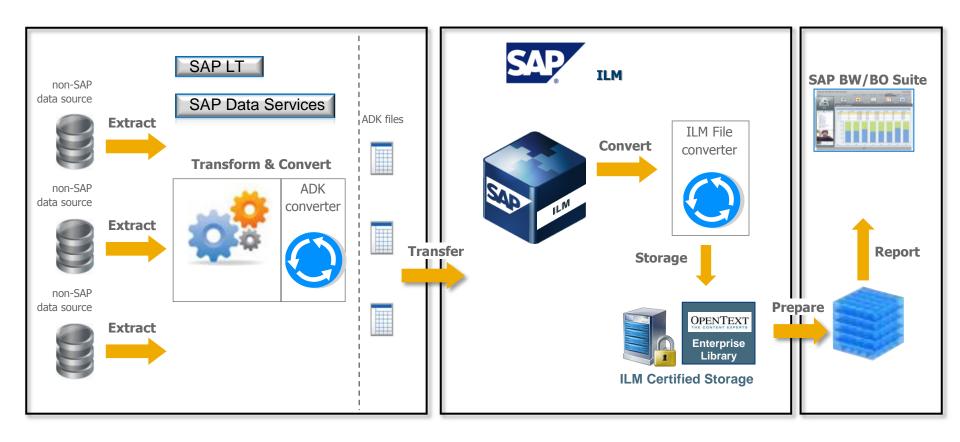
- One central retention warehouse = single repository for multiple systems
- Flexible and modern reporting capability
- Continued enforcement of retention policies
- Compliance and auditing acceptability
- Preservation of business knowledge

SAP Information Lifecycle Management

System Decommissioning Process

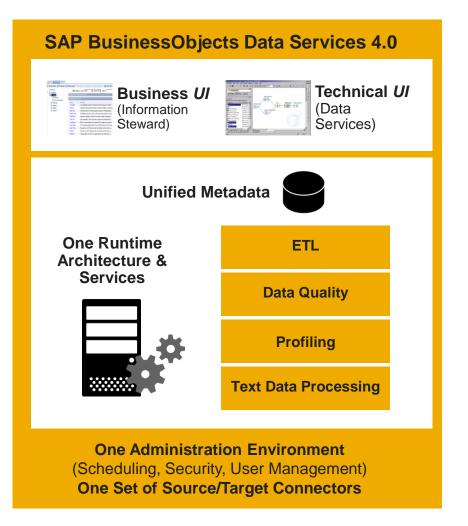


End-to-End Approach for Non-SAP System Decommissioning



SAP Data Services

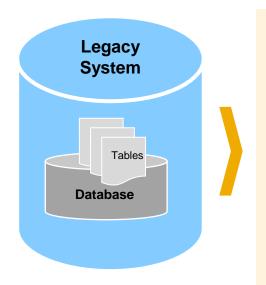
Integrate a variety of data from any data source

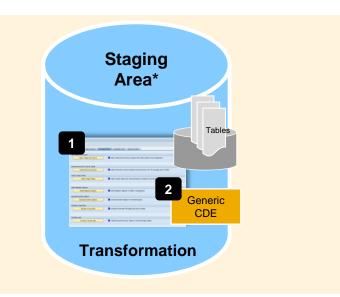


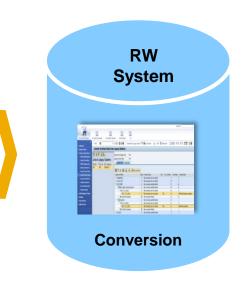
- One Solution that Provides
 - Data Integration
 - Data Quality
 - Text Data Processing
- One server to execute all capabilities
- One design environment to manage all of the development
- One administration console to monitor all functions

Streamlined System Decommissioning

More Automation, Higher Data Quality with SAP LT







Extract and Load



- 1. Select tables from source
- 2. Create synonyms
- 3. Create target tables
- Create transformation environment (migration objects, runtime objects, access plans)
- 5. Load data

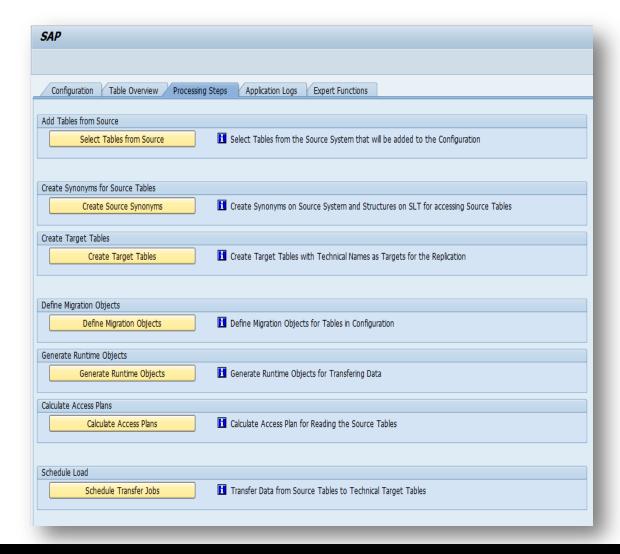




- 1. Identify database tables
- 2. Create archiving objects
- 3. Generate code for write program
- 4. Extract and archive data
- 5. Transfer archive files to RW

*SAP Landscape Transformation system

Transformation of Legacy Data Using SAP LT



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Rapid and Cost-Efficient System Decommissioning with SAP LT

Previous Solution

Labor intensive and error-prone processes for data mapping, data transfer, and archiving

Tables to be considered for retirement must be selected individually

Manual selection of tables related to a transactional table (audit area creation)

Longer decommissioning project lifecycle

More costly decommissioning project

Solution with SLT

Highly automated processes, no manual effort required

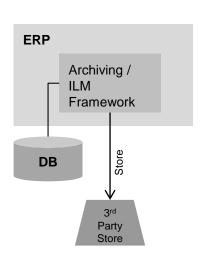
All tables in the system are considered, deselection possible

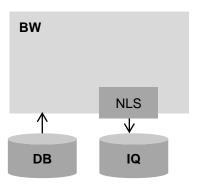
Automatic selection of all related tables based on enhanced metadata

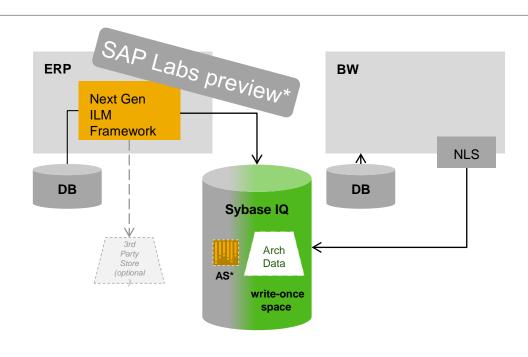
Shortened project lifecycle realizing benefits of decommissioning sooner

Reduced project costs

Holistic Archive Store Based on SAP Sybase IQ







*Note: Current state of planning. Subject to change.

** archive information structures

Classic storage in ERP and BW

Storage of operational and analytical data in Sybase IQ

SAP ILM Retention Management on Sybase IQ

Benefits at a Glance



Innovation

- Store and manage your archive index and data on columnbased DB
- Eliminate costly 3rd party compliant store SW and HW
- Consolidate your storage infrastructure

Benefits

- Reduce system landscape complexity
- Increase performance for archiving and data access
- Increase search capabilities
- Optimal data compression
- WORM-like security



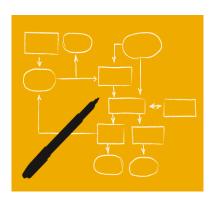
SAP ILM Benefits



SAP Solutions for Information Lifecycle Management

Reduce Complexity and Cost, Enable Compliance

Complexity



- Live Data Volume
- Legacy System
- Decommissioning
- Non-Production Systems

Cost



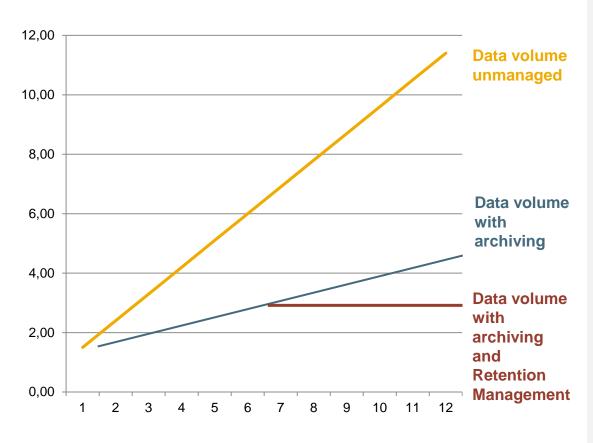
- Reduce amount of Data
- Reduce amount of Systems

Compliance



- Records/Retention Management
- Data Destruction (part of Data Privacy)
- eDiscovery
- Litigation Readiness

Three Scenarios For Data Growth and Data Volume



Example:

- 3 systems incl. replications
- 24 month residence time
- 6 years retention time
- 300GB yearly growth

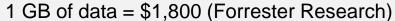
Result:

- With data archiving significant reduction in data growth and data volume
- With Retention Management stabilization of data volume

Retention Management Benefits

...e-discovery

Appetite for Destruction, Information Week, June 2008



- 1 TB system = \$1,800,000
- x 500 law suits at any given time (Fulbright & Jaworski 2006)



DuPont estimates that during one law suit, e-discovery cost \$11 million. In that same discovery effort, DuPont found that \$4 million to \$6 million worth of records had already met their retention deadlines and should have been destroyed

...no penalties in law suits

Data Destruction and Document Lifecycle Policies: Considerations for Compliance with Federal Mandates and Acts, CyberScrub 2006



...legal compliance

Audit Trail

- Transparent and comprehensive policy management
- Approved by tax auditor and legal counsel
- Data securely erased beyond any type of forensic recovery



A company fined \$94.4 million! If the outdated email had been automatically destroyed as a matter of policy, they would have been able to counter successfully that they could not produce what they did not possess.

Holding data beyond its retention period has no value Use of resources, system availability, performance

Certain laws require you to destroy data after retention is up Sarbanes-Oxley, HIPAA, FACTA, Gramm-Leach-Bliley (GLB), etc. Avoid penalties for not complying with the law

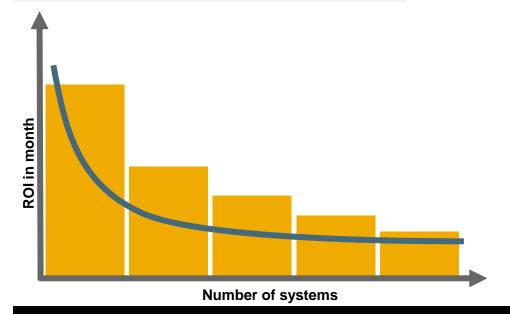
System Decommissioning Benefits

Reducing System Complexity

- Reduced efficiency of operations (e.g. system backups)
- Reduced overall system reliability

Growing Maintenance Costs

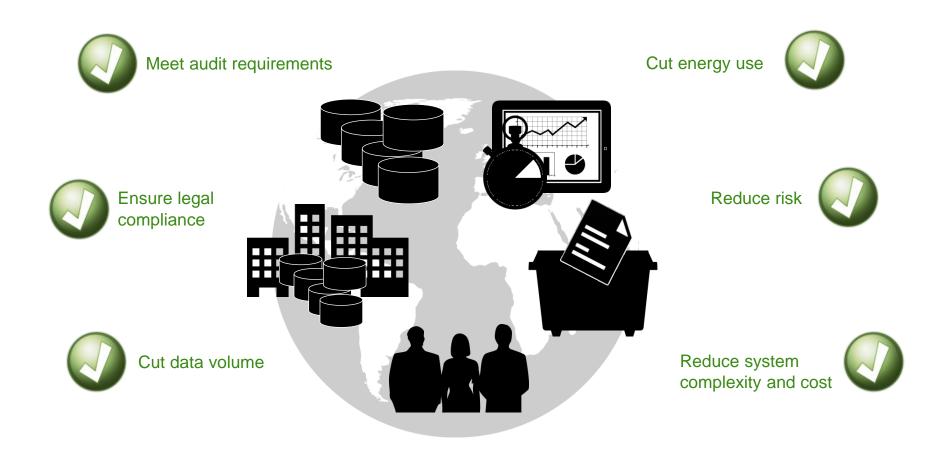
 Costs of hardware and personnel to keep legacy systems running (keeping a legacy system running can easily cost \$10K / month)



Wasteful Energy Footprint

 Old legacy systems are inefficient and consume unnecessary energy for operations and cooling (energy costs per legacy system can be up to \$1,000 per month)

The Benefits of Holistic Information Management

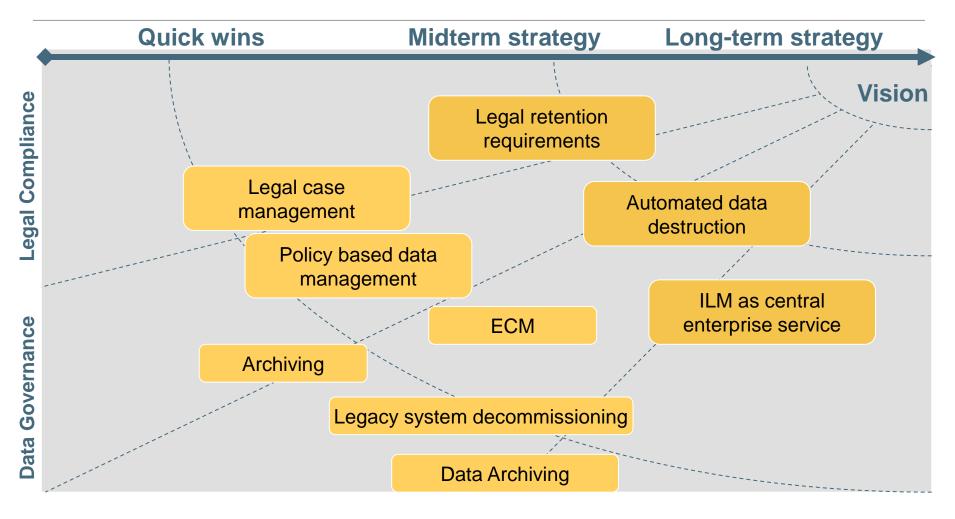




Services and Partner Offerings



What Should Your Strategy be Now?



TCO Reduction

Optimized IT, Green IT & Sustainability

SAP Information Lifecycle Management Customer Story

Pharmaceuticals



Key figures

- First system: SAP R/3 4.6C
- Data retention times: 5-33 years
- Total number of systems planned: 135
- Special reporting requirements: FDA

A leading German pharmaceuticals company recognized the need to streamline its system landscape in a legally compliant manner and became a ramp-up customer for SAP Information Lifecycle Management. They started off with decommissioning a SAP R/3 4.6c system and are currently rolling out the strategy to other systems worldwide.

Their decommissioning project had the following objectives:



Manage long-term data and document storage and reduction of data volumes



Reduce overall system and storage costs



Comply with legal and audit requirements according to defined records management policy

Use standardized and flexible reporting mechanisms for legacy environment independent of different system types and releases

Automate the destruction of data when appropriate and in accordance with policies and guidelines

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Public

Concept Review of SLO Services with SAP ILM by Deloitte & Touche

Challenges for SAP customers

 Customers require a global strategy for system decommissioning solution considering central availability and scalability that complies with legal and technical regulations

Objectives

 Deloitte performs a review of SLO consulting services concepts and processes based on the corresponding ILM functionality to verify defined compliance aspects

QUICK FACTS Deloitte Touche Tohmatsu Limited

- Location or Headquarters: United Kingdom
- Industry: Auditing, Consulting
- Products and services: audit, consulting, financial advisory, risk management, and tax services
- Revenue: 26.1 billion US\$
- Employees: Approx. 169,000
- Web site: http://www.deloitte.com

Approach

- Simulate a system decommissioning based on a predefined exemplary procurement process
- Review the step-by-step procedures with respect to data retention requirements for financial data according to German commercial and tax law

Benefits for SAP customers

- A renown global public audit firm has reviewed the concept of SLO services with SAP Information Lifecycle Management
- A concept review report is published for SAP customers using the following link:

https://websmp206.sapag.de/~sapdownload/0110003587 00000629192010E/SLO_ILM_Clic k_Agree_EN.htm

About SAP Information Lifecycle Management (ILM):

- Manage and enforce retention policies across the enterprise
- Manage the responsible destruction of data based on policies
- Perform e-Discovery and set legal holds
- Complete decommissioning of legacy systems
- Enforce retention policies on data from retired system
- Run reporting on data from retired system (SAP BW)
- Use predefined tax content and reporting interface
- Use secure ILM-aware storage Partner offerings, e.g.: OPENTEXT

The Content Experts

For a full list of partners certified for BC-ILM 2.0 and BC-ILM 3.0 see:

www.sap.com/usa/ecosystem/customers/directories/SearchSolution.epx

SAP Consulting Services – ILM Retention Management

Service Components



Scoping Workshop

- ✓ Review archiving & retention strategy and verify scope
- ✓ Transfer knowledge to IT Architects
- ✓ Plan technical infrastructure
- ✓ Create high-level implementation roadmap

Archiving Analysis Service

- √ Remote analysis of production system
- ✓ Identification of relevant Information for future archiving purposes

Proof of Concept

- ✓ Demonstration of an endto-end scenario of Retention Management
- ✓ Based on a predefined scope
- ✓ Conducted in a sandbox environment

Full Implementation

- ✓ Complete implementation of Retention Management according to customer requirements
- Performed in productive system environment

SAP Consulting Services – ILM System Decommissioning Service Components



Scoping Workshop

- ✓ Review of current archiving & retention strategy and verify scope
- ✓ Transfer knowledge to IT architects
- ✓ Plan technical infrastructure
- √ High-level implementation roadmap

Business Case Development (optional)

- Comparison of quantitative and qualitative aspects of possible solutions against current situation
- ✓ Results will be documented in a management summary presentation

Proof of Concept

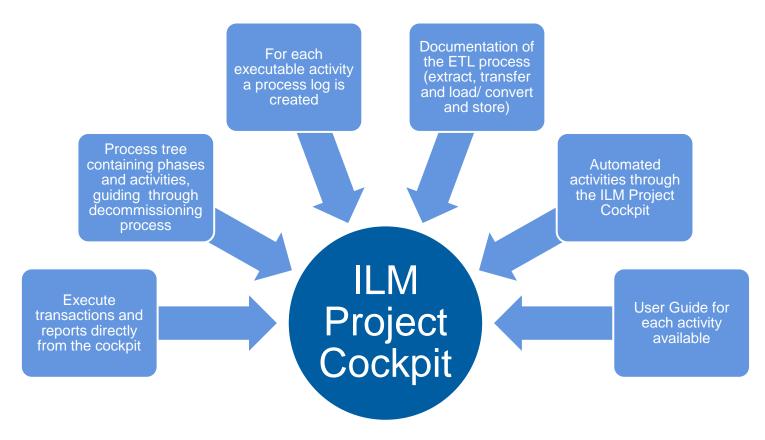
- ✓ Demonstration of an end-toend system decommissioning scenario
- √ Based on a predefined scope
- ✓ Conducted within a customer's sandbox environment

Pilot Implementation

- ✓ Full decommissioning of one legacy system according to customer requirements
- ✓ Test run, and after validation by customer productive run

The ILM Project Cockpit as Part of the Implementation Service

The ILM Project Cockpit* offers a central control during the process of decommissioning a system (ETL):



^{*} The ILM Project Cockpit is a SAP Consulting solution and not included in the SAP ILM solution itself. The Cockpit is currently only available for a SAP System Decommissioning scenario.

ILM Value Discovery with SAP Value Lifecycle Manager

SAP Value Lifecycle Management

Develop business cases

Justify investments

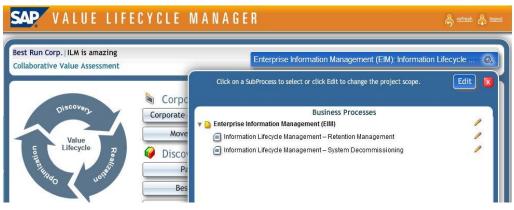
Also open to customers, prospects, partners

Enterprise Information Management:

- Information Lifecycle Management Retention Management
- Information Lifecycle Management System Decommissioning



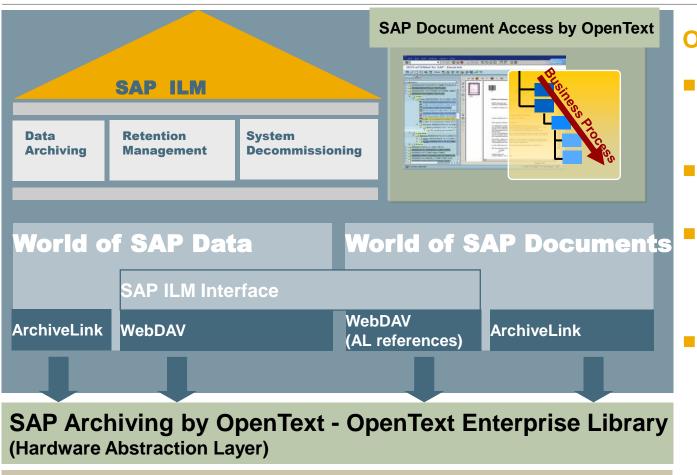




New content includes: interview question, pain points, best practices, solution enablers, and value drivers including specific KPIs

To access VLM (user needed), please <u>click here</u>

SAP Archiving & Document Access Features Complementing SAP ILM



OpenText

- Enforces retention on SAP data and SAP documents
- Seamless virtual folder capability
- Document Access complements SAP decommissioning with print lists
- Hardware abstraction gives customer a choice between leading WORM-like storage













SAP Document Access by OpenText

Includes SAP Archiving by OpenText

SAP Document Access by OpenText

Single point of access to SAP and non-SAP data and documents

- Provides access to data and documents from any SAP module
- Integrates all content associated with a transaction (email, office documents, paper documents
- Spans multiple SAP modules and systems
- User interface in either SAPGUI or SAP NetWeaver Portal

Organizes and manages all content (incl. legacy) in virtual folders

Provides an easy, low cost way to archive documents (SAP Archiving by OpenText included)

SAP Archiving by OpenText

SAP Data Archiving

- Securely archives SAP ADK archiving files
- Leverages storage lifecycle management for lower costs

Document Archiving and Imaging

- Links documents with SAP transactions
- Archives print lists and outbound documents
- Archives paper, faxes, desktop documents and email
- Provides viewing with notes and annotation capability





Customers Benefits From Joint SAP & Open Text Offering



Reducing Total Cost of Ownership

- Decommission legacy systems (SAP & NON-SAP) while securing data access
- Reduce administration and resource consumption of SAP database
- Simplified data management by using NetApp for SAP Environments



Complete Information Lifecycle Management

- One platform for ILM and ArchiveLink data and document archiving
- Unique offer of an End to End solution by SAP, OpenText and NetApp

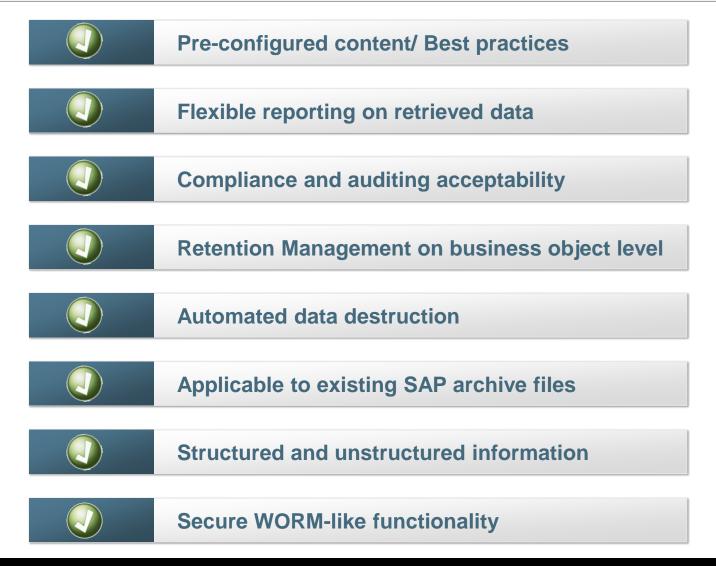


Compliance for SAP and non SAP World

- Secure long term archiving for data and documents
- Retention enforcement, legal holds and destruction at end of life

SAP Information Lifecycle Management

Most Complete Solution in The Market





Summary



Holistic Information Management with SAP

SAP and Non-SAP



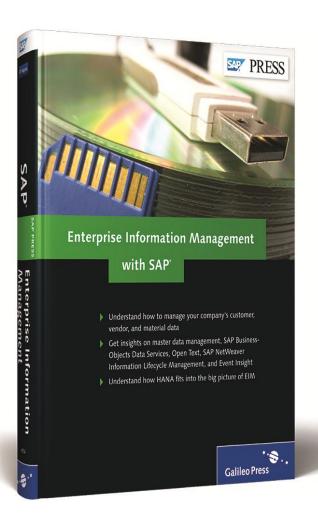
Structured and Unstructured

Live and Legacy

One Holistic Solution to Manage the Information Lifecycle



Book: Enterprise Information Management with SAP



- Understand the big picture of SAP's enterprise information management offerings
- Explore step-by-step instructions for working with SAP Data Services
- Learn how to perform the most important tasks in SAP Information Steward, SAP Information Lifecycle Management, SAP Master Data Governance, and SAP Extended Content Management
- All royalties donated to Doctors Without Borders

Sources of Information

Collateral

Solution Brief

Managing the Information Lifecycle

Technical Brief

Drive Efficiency and Compliance in Managing Business Data

Solution in Detail

Reducing Total Cost of Ownership and Business Risk Available on **SDN**: http://www.sdn.sap.com/irj/sdn/ilm

Videos on YouTube

- Compliant Archiving: http://www.youtube.com/watch?v=QX6Rx3dVYpw
- Legacy Landscape Consolidation: http://www.youtube.com/watch?v=sAyvhIsUNeE&feature=youtu.be

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Twitter: http://twitter.com/sapilm

