FIS Extends Executive Board

FIS GmbH, an SAP partner with "Gold" status, has restructured its corporate management. On April 01, 2015 two long-serving FIS employees took up new positions: Wolfgang Ebner was appointed managing director and Dieter Ball was appointed to the management board.

Wolfgang Ebner, the newly appointed FIS managing director, is one of the founding members of the company and has been working at the FIS headquarters in Grafenrheinfeld since 1992. At first, the graduate in business administration supported customer projects focusing on the Sales and Distribution module before becoming head of the Product Design department with collective power of attorney. In August 2011, he assumed overall responsibility of the Smart Products Business Unit. As a new member of the management board, Dieter Ball is responsible for the overall management of the SAP, Technical Wholesale and Industry Business Unit. In 1995, the industrial engineer started his professional career at FIS as an SAP consultant. Prior to his appointment, he was head of the SAP, Technical Wholesale and Industry consulting department.

The SAP, Technical Wholesale and Industry Business Unit of FIS GmbH includes the development and marketing of the FIS/wws® industrial solution for the technical wholesale. The Smart Products Business Unit includes all cross-industry solutions and services.

Left photo: Dieter Ball, Executive Board Member
Right photo: Wolfgang Ebner, Managing Director

Odörfer Haustechnik GmbH: Plaut and FIS GmbH Implementations Awarded

FIS and Plaut Business Consulting share the pleasure with Odörfer, one of the leading Austrian HVACR wholesalers: on the occasion of the SAP IT summit, Odörfer was awarded a prize for their comprehensive reorganization of corporate processes and the implementation of SAP.

The IDEO project ("Ideas by Odörfer") is the winner of the SAP Silver Quality Award. IDEO was meant to redesign and redirect the organizational structures at Odörfer and to place them on a forward-looking platform.

Solutions were expected to suit a direct use across borders since Odörfer has subsidiaries in Austria, Croatia and Slovenia.

Odörfer found the ideal solutions: SAP ERP and industry-proven processes based on FIS/wws®, the leading industrial solution for technical wholesale in the DACH region (Germany, Austria and Switzerland). FIS contributed further solutions for the mass maintenance of master data and (partner) interfaces or the migration and revision in SAP HCM. In addition, the FIS/eSales® solution provides the technology for the new online shop that enables the customers to also have mobile access to the Odörfer range of products in the future. After the implementation of FIS solutions for customer relationship and document management, Odörfer is now about to take the next logical steps.

General contractor Plaut and FIS were the ideal implementation partners for Odörfer: both companies can look back on a long-standing partnership and now they share another success story with IDEO.

ODÖRFER
BAD-HEIZUNG-HAUSTECHNIK

Contents

Dear readers,

When it comes to sales and distribution issues, you often only hear one term at first: acquisition of new customers. However, companies should show equal commitment for their existing customers. It depends on many factors directly linked to each other whether these customers feel to be in good hands with the respective service and support offered and treated and assisted adequately by our sales and marketing department. To offer you a more requirements-oriented support, we have started to implement further organizational changes in the FIS company. Numerous conversations with you have shown that separate management of existing and new customers was a correct decision and further steps of that kind will follow.

As a new member of the FIS executive board, this topic is particularly important to me. Besides, the consistent further development of our warehouse logistics solutions as well as the SAP HANA topic are top FIS issues for the upcoming months.

In connection with the announcement of S/4HANA in spring, the SAP users focus on the new SAP In-memory technology much more strongly than before. I am sure that you as our (prospect) customers and partners will have noticed that all FIS products can run on HANA now. However, we do not stand still and are able to present further new HANA features in this edition of the FIS NEWS.

We are therefore currently testing the brand-new SAP Simple Finance solution on a HANA machine specifically installed for this purpose. As an SAP partner with "Gold" status, we accompany the quantum leap to S/4HANA in the front line. The HANA out of the Cloud scenario is covered by our subsidiary FIS-ASP using advanced methods. Recently, FIS-ASP has enhanced its HANA pool in Grafenrheinfeld by one of the most efficient SAP HANA appliances on the market and additional colleagues certified as "SAP Certified Technology Specialist – SAP HANA Installation" by SAP.

Furthermore, our FIS/xee® process modeling component has been recertified by SAP SE for the integration with SAP ERP under SAP HANA. A proof of concept executed by our customer Sanitas Troesch has proved in an impressive way the gains in performance of SAP BW on HANA compared to a standard database.

Read more about this and other current topics about SAP, HANA and Co. in this edition of the FIS NEWS.

I hope you will enjoy reading!

Yours sincerely

Dieter Ball,
Executive Board Member

FIS-ASP®   SAP Gold Partner   FIS®

SAP Simple Finance on the FIS Test Stand

SAP implements its "Run Simple" credo literally using SAP Simple Finance in Financial Accounting. The brand-new solution combines functions of the existing FI and CO modules and is of course based on the new SAP HANA architecture. FIS, a long-standing SAP partner with "Gold" status, makes its contribution to further developing the solution. During the last few weeks, FIS and SAP have put different SAP Simple Finance (sFIN) processes to the acid test. The test scenario was completely executed on the FIS HANA installation in one of the FIS data centers in Grafenrheinfeld. In this way, FIS gained valuable insights into practicability and optimization possibilities of individual sFIN scenarios.

sFIN can be used to considerably simplify central functions within (financial) accounting. In addition, SAP provides new evaluation options based on real-time data that generate significant competitive advantages. A core feature of sFIN is the virtualization of totals, index and document tables from the existing FI and CO modules in a universal document journal.

IN Universal Journal can be used to further harmonize the processes within internal and external accounting and to simplify and accelerate financial statements and reporting. Consequently, SAP customers will be able to considerably reduce their cost of finance due to increased productivity gains and reporting agility.

As in the past for the FI and CO modules, FIS provides holistic consulting for the latest SAP S/4 HANA with SAP Simple Finance innovation in the integrative use with further SAP modules, such as SD, MM and PP.

Sanitas Troesch Tests BW on HANA

Putting the performance gain promised by the use of SAP HANA to the acid test was the aim of a "Proof of Concept" executed by Sanitas Troesch in spring 2015. The SAP user wanted to find out how fast analysis results are delivered by its SAP BW live system based on the in-memory technology and how great the gain in performance really is compared to common database technology.

With growing data quantities and depen-

ding on the aggregate quality in the reference system, HANA shows off its strengths to the fullest. Given its enormous dataset (due to the historic update of the sales orders and quotations on hand for instance), a complex data structure and multilayered reports, Sanitas Troesch's BW system therefore was an appropriate candidate. FIS and FIS-ASP provided Sanitas Troesch with an optimized HANA-based SAP BW test system that had run parallel to the live system for four weeks.

The results gained during the test spoke for themselves: as far as reporting is concerned, performance improved by factors ranging from 30 to 80 according to the process step; in exceptional cases, the system recorded an improvement by a factor 400. The reading times on the data-

base accelerated by a factor of 1,000 and more according to the drilldown and the loading and processing performance improved by factors ranging from approximately 3 to 700 according to the process. Specifically for the loading processes that often last several minutes up to hours, an improvement by a factor of 2 or 3 is already clearly noticeable. Furthermore, a saving of time resulted from the omission of some process steps alone that are only required on conventional databases in order to improve performance.

The results are reason enough for Sanitas Troesch to exclusively use SAP HANA for BW analyses. In autumn 2015, HANA is planned to go live in order to get faster and improved business data evaluations in the future.

Certified: SAP Confirms that FIS Solutions Comply with All Product Standards under SAP HANA

FIS successfully completed the qualification process of its FIS/wws® Industrial solution. The "SAP® Business all-in-one partner solution powered by SAP HANA" meets all requirements of the technical wholesale placed in a retailing system.

The process modeling solution FIS/xee® and FIS/edc® for automated document

management have also been recertified successfully for integration in SAP ERP. This means that both FIS/xee® and FIS/edc® have been certified for the In-Memory SAP HANA platform for the first time.

The SAP Integration and Certification Center (SAP ICC) certifies the integration of the FIS solution in SAP ERP under SAP

HANA and the use of standardized integration technologies.

Consequently, FIS confirms to its customers that FIS-solutions comply to all SAP product standards and that FIS continues to follow the path of SAP towards future technology with HANA by providing its solutions.

Booked-Out FIS Forum Süd on Incoming Invoice Processing

He who came late... found no access to the FIS Forum Süd at Audi Forum Neckarsulm on May 12, 2015.

Traditionally, the FIS GmbH events are very well attended. The FIS Forum Süd broke all previous records and was booked out well in advance, which was undoubtedly not only due to the exclusive loca-

customers is the recipe for success of our networking approach. Existing customers learn more about new possibilities and prospective customers can exchange views directly and exclusively with reference users."

The visitors to the FIS Forum Süd experienced in one single day how AUDI

ans of decentralization and integration into business processes, eInvoicing according to the ZUGFeRD standard and mobile solutions. Today, more and more customers work on a mobile basis and wish to use SAP via PC, tablet or smartphone. This is why the FIS Forum Süd gave detailed information on web-based SAP Fiori Apps: screen surfaces provided by SAP for pre-

tion. "The participants showed enormous interest in our topics and the interaction between participants and speakers was extremely intensive," says Dirk Schneider, head of sales of the FIS Smart Products Business Unit. "The felicitous combination of existing customers and prospective

has optimized its international invoice processing with FIS/edc® and how high-performing controlling processes can be implemented due to automation and transparency in SAP – from emails via PDF to EDI. The range of topics also included master data maintenance in SAP by me-

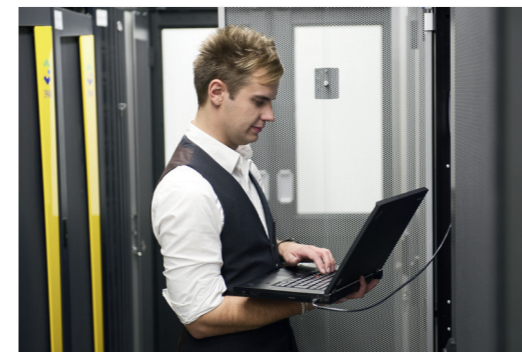cise work steps in SAP, which can be flexibly adjusted to different terminals.

A highlight at the end of the FIS Forum Süd was an hour-and-a-half tour of the plant including the making of an AUDI A8 sedan.

FIS-ASP Offers "Proof of Concept" for High-Performing SAP HANA OpenStack Cloud

"HANA out of the cloud" is at the top of the current SAP agenda, also for FIS and FIS-ASP. FIS and its subsidiary FIS-ASP have intensively dealt with both topics. Apart

from the FIS/wws® industrial solution for technical wholesale, which was the first software solution, the Smart Products and with them all FIS solutions can now also be run on the SAP In-memory database. In addition, FIS-ASP relies on SUSE OpenStack Cloud, a high-performing and

inexpensive technology for the cloud-based SAP operation.

"There is a growing interest among our customers in using these technologies," says Matthias Braun, head of delivery SAP at FIS-ASP. Against this background, FIS-ASP has lately enhanced its HANA pool by further SAP HANA high-end appliances. To expand its HANA expertise, FIS-ASP had eight employees trained as "SAP Certified Technology Specialist – SAP HANA Installation" in addition. This certification was confirmed by an exam at SAP, which enables the installation of tailored SAP HANA systems as "SAP HANA Tailored Data Center Integration" (TDI). TDI reduces costs by reusing enterprise storages of customers or by using them for new purposes.

The IaaS Computing offer based on a recently optimized Cloud platform is the technological foundation for all FIS Cloud offers, such as HANA, Enterprise Warehouse Management and others. Its core element is the Enterprise Distribution of SUSE OpenStack Cloud with the latest OpenStack Juno Release. It enables a cost-efficient and easy installation as well as reliable operation and control of IaaS Private Clouds and also Hybrid Cloud concepts.

Based on this HANA-compliant infrastructure, FIS-ASP offers its customers the POC option prior to their purchase decision."In this way, the added value becomes clearer and easy to communicate. Conviction can be better conveyed by 'touching' the new SAP Fiori apps. The combination of structured and unstructured data becomes once more performing due to HANA," says Robert Schuhmann, managing director of FIS-ASP.