

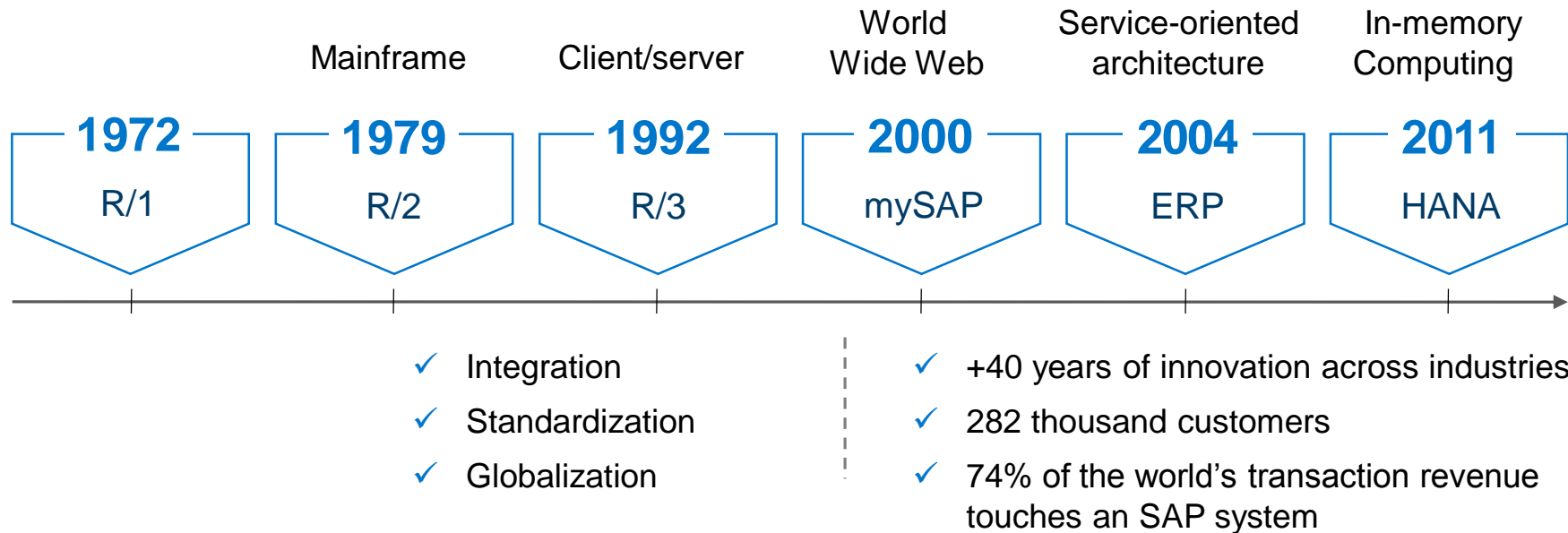
Welcome!

NDIA-IPMD Quarterly Meeting

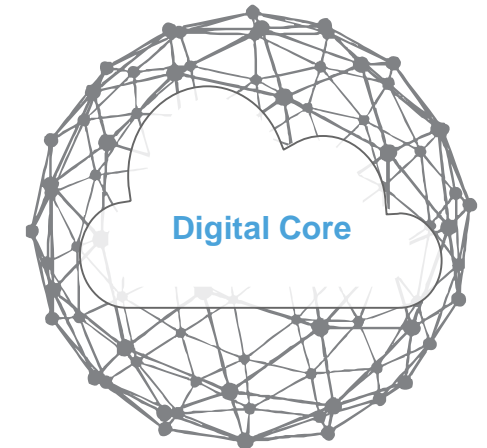
Jim Davis, SAP
SAP Aerospace & Defense Industry Business Solutions



A History of Innovation



SAP S/4 HANA



SAP Direction

Real time

Real-time optimization of business-based changes will have massive implications for how we work, how we do business, and how we organize.

Power of prediction and simulation

Every employee can gain real business insights with the help of simulation and predictive tools to drive smarter decisions, improve productivity, and increase profitability.

Agility

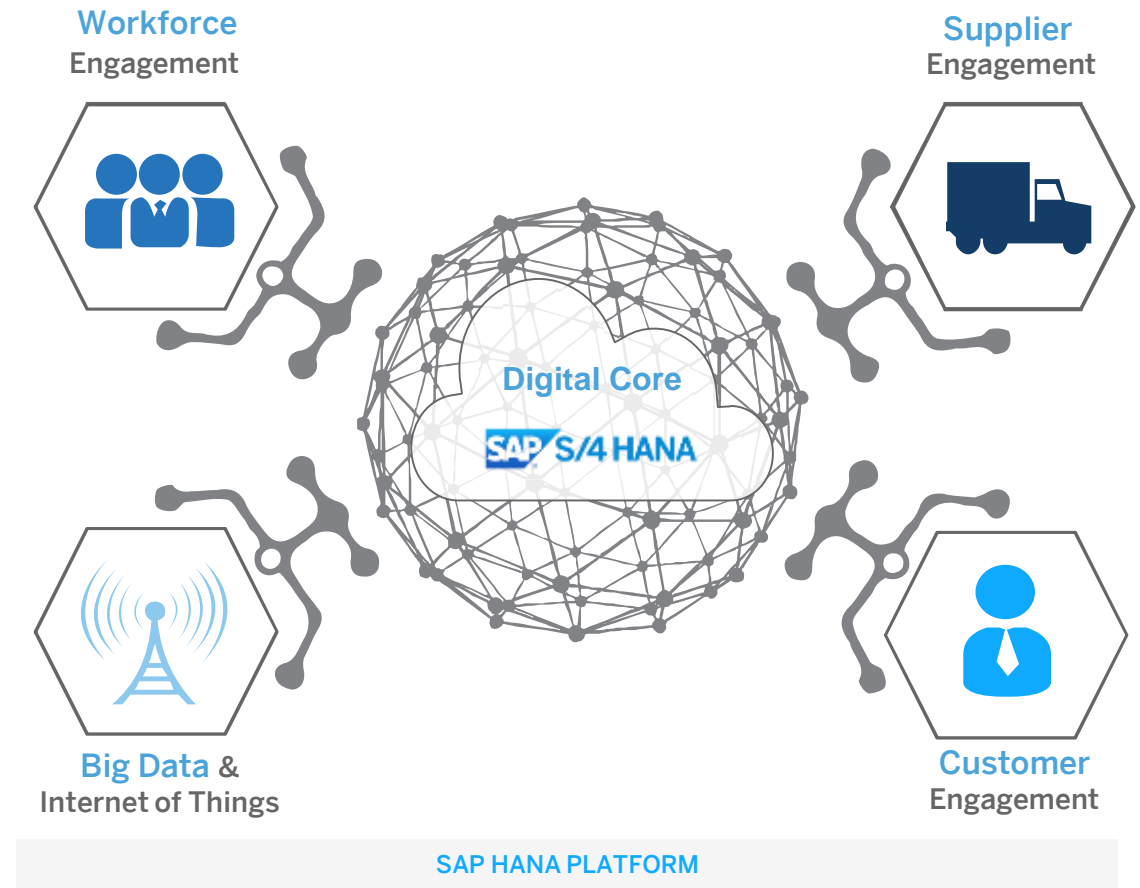
The ability to rapidly enter new markets, acquire and onboard new business models, or reflect an organizational change in a fraction of the time it takes with today's systems.

Deployment choice and lower TCO

Accessing solutions to run the core has to be simple with the choice to deploy in-house or in the cloud. In-memory computing also has a significant impact on TCO, and it will free up more budget for innovation.

Consumer-grade user experience

User experience is key to success. It drives adoption, user engagement, and, ultimately, productivity.



Program Management Challenge

The A&D PM must control and integrate a number of business functions to finish on time and under budget.



A&D projects are complex...

Program Management Challenge

The A&D PM must control and integrate a number of “moving parts” of the project.



A&D project management is complex as well...

“Typical” Program Landscape

- Planning
- Forecasting
- Earned Value

*Cobra
Artemis*

Cost Mgmt &
EV

Schedule

*Primavera
MS Project*

Scheduling

- Scheduling
- IMS

Integration nightmare



Plans

Project-based
actuals

Schedule

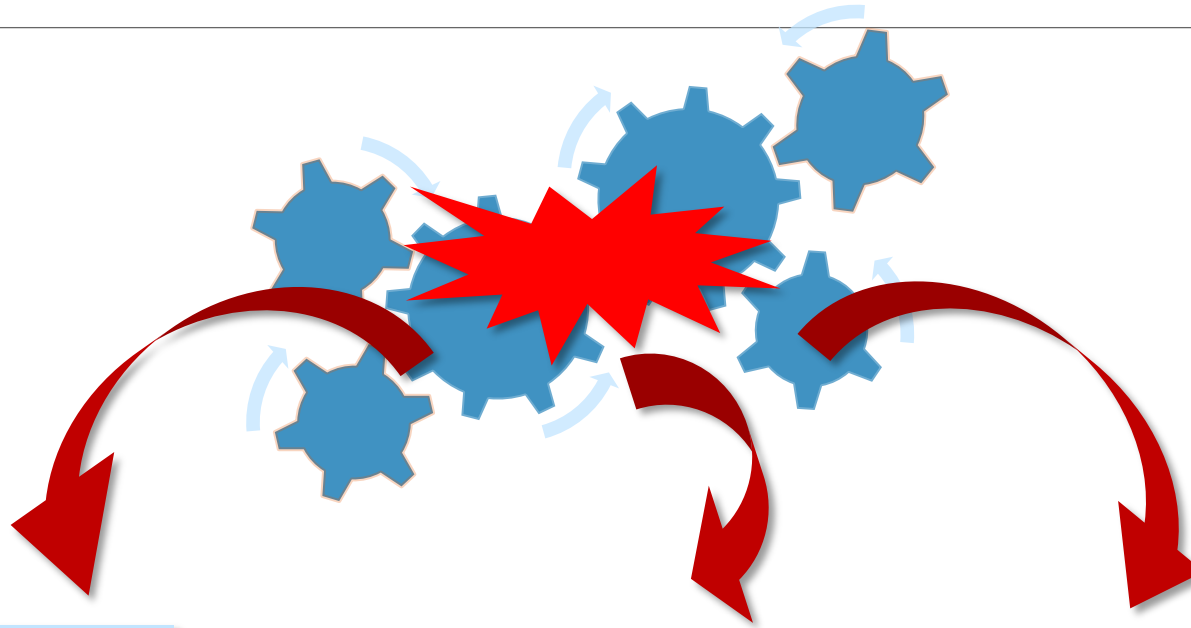
ERP

- Project Accounting

SAP

Handling project actuals in a separate system is the real limiting factor

Impact of “Interfaced” Program Management



Business challenges

- Poor Program Visibility
- Inefficient Period End
- Waiting and Delays
- Inaccurate Information
- Error prone

IT challenges

- Expensive
- Synchronization challenges
- No single vendor accountable

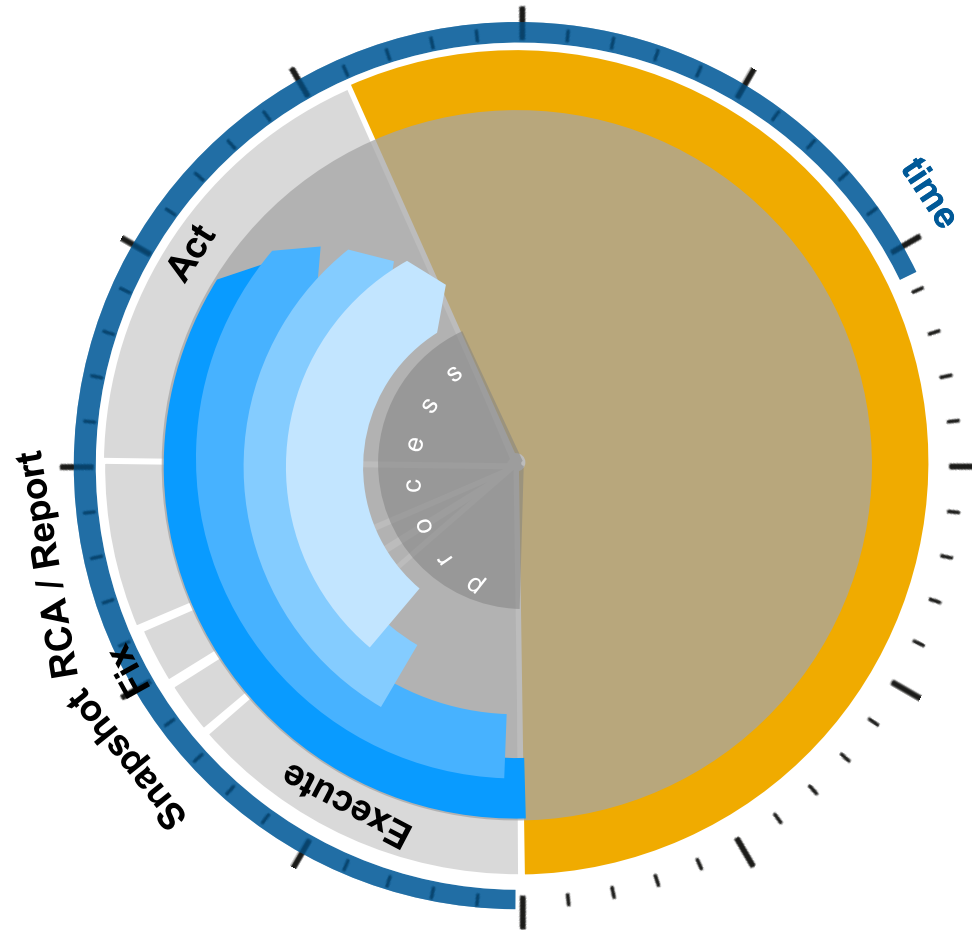
Compliance challenge

- Difficult to maintain and prove compliance

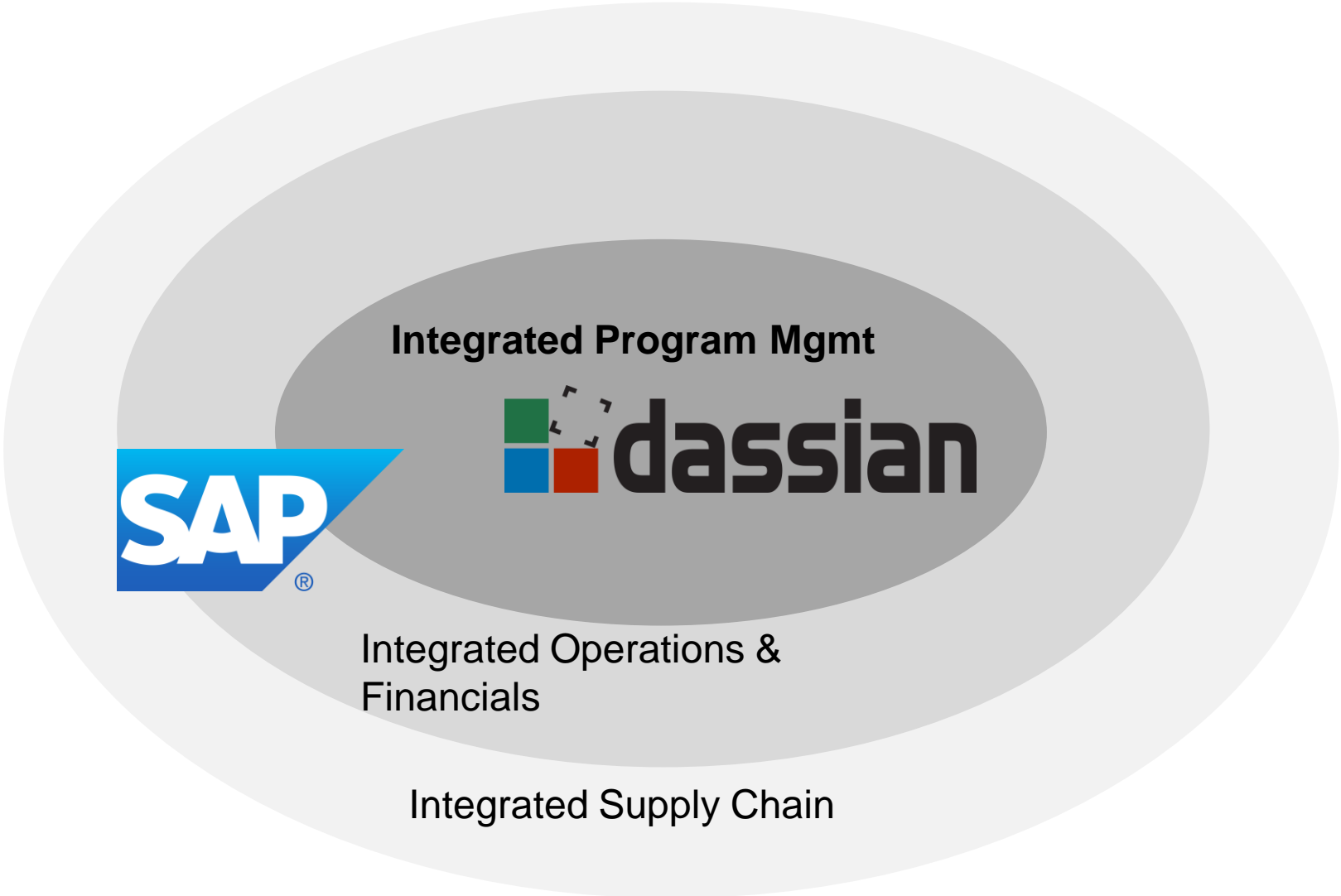
Value of Integrated Program Management

Benefits

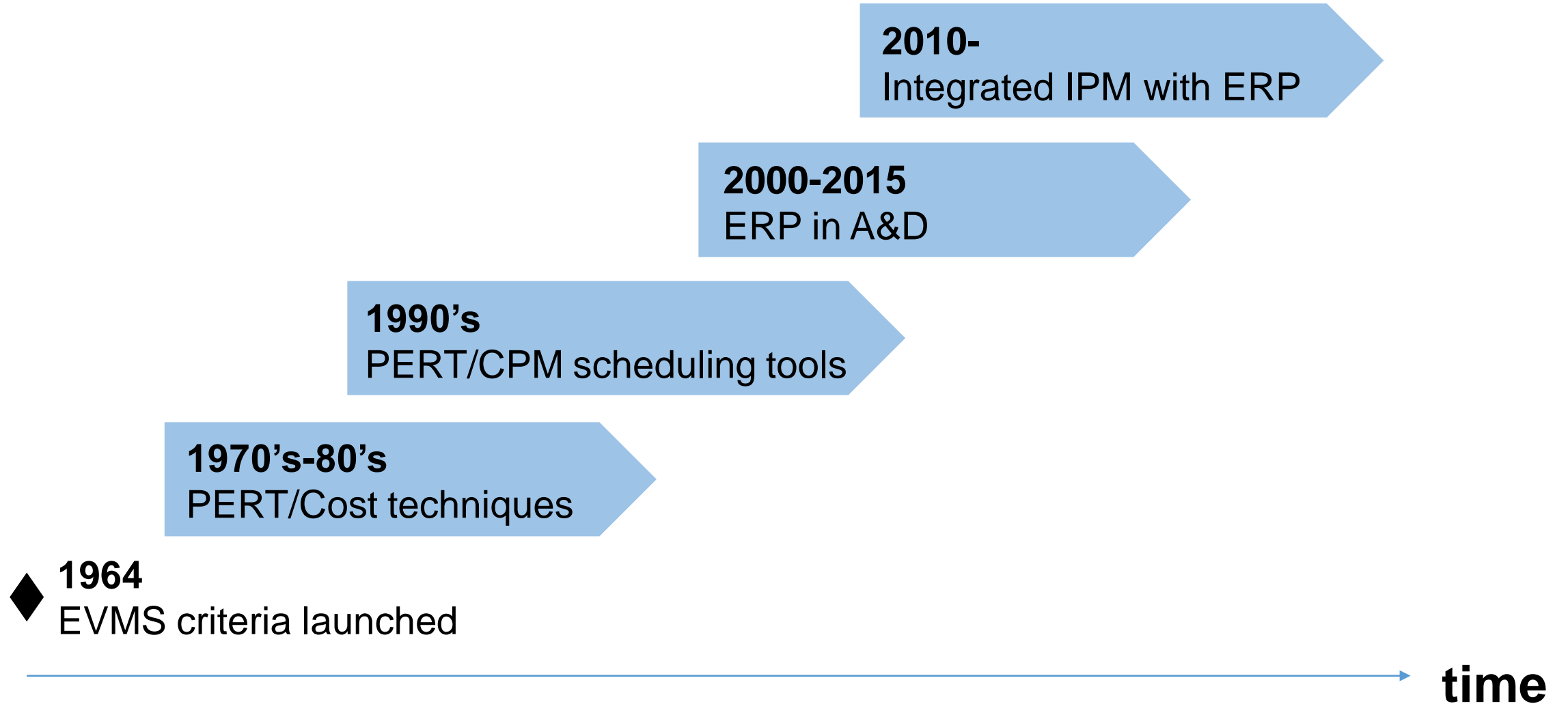
- Minimize NVA time
- Fix once
- Faster RCA / Reporting
- Maximize Value added
- Collapse overall timeline



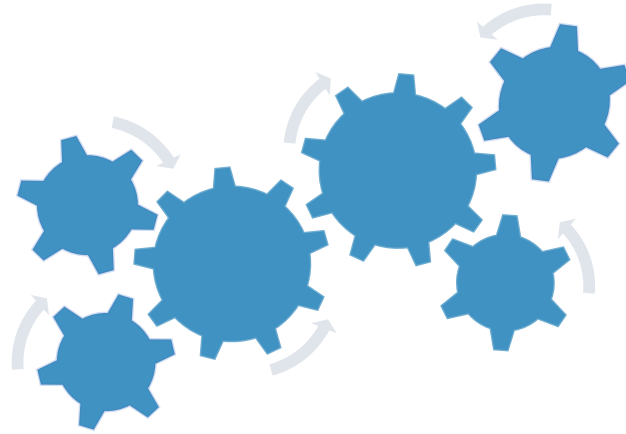
Why does SAP partner with Dassian?



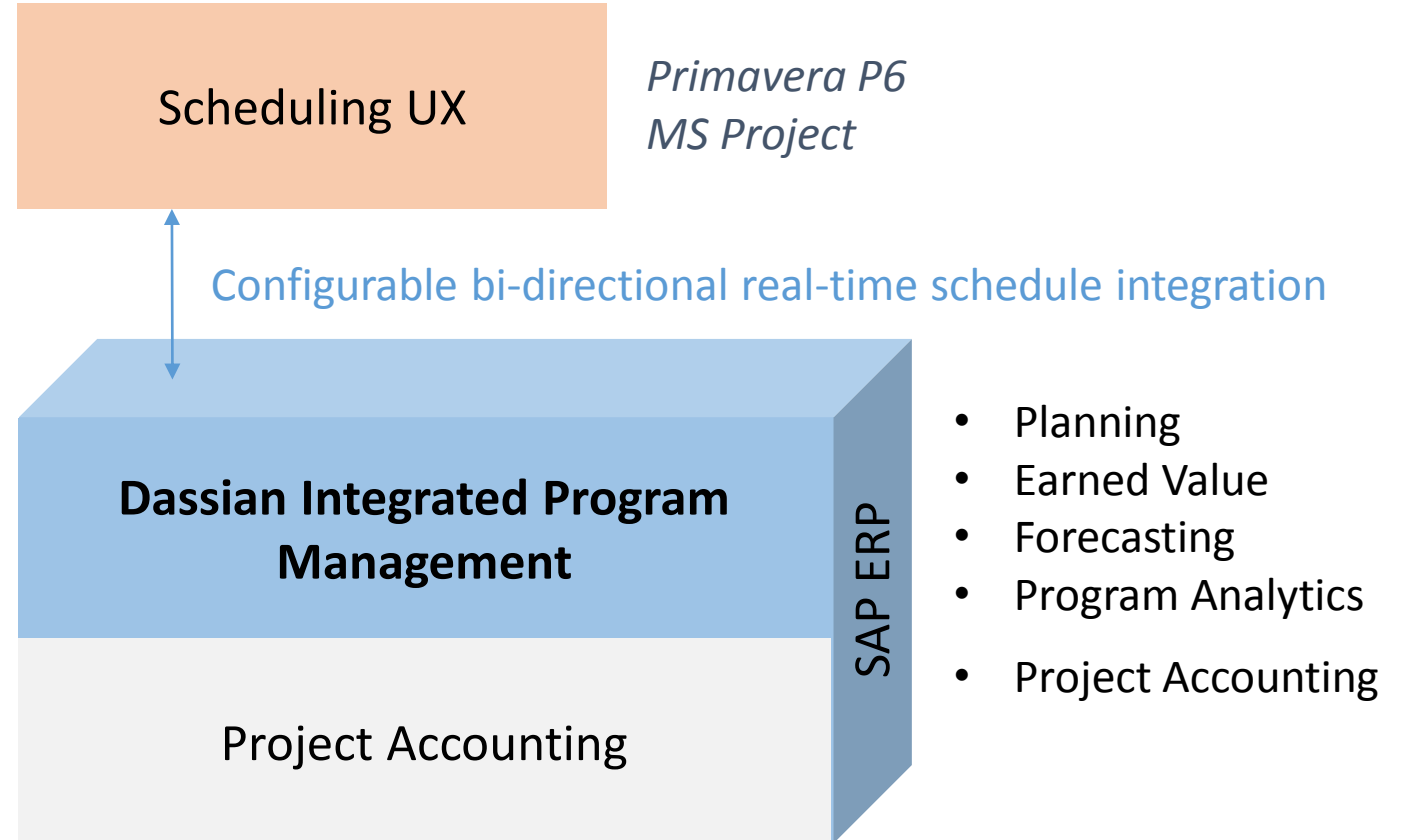
Some IPM History



INTEGRATED Program Management



1. Planning data and actuals in one system
2. Complete end-to-end process
3. Native integration with SAP
4. One unified data model
5. Role-based user experiences
6. Synchronous schedule integration

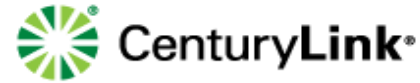


Customer sampling

Aerospace & Defense



Other



Customer story – Pratt & Whitney



“With Dassian’s automated portfolio management, we were able to eliminate days from our CPR process.”


*Thomas Fanciullo,
PP&C lead
Pratt & Whitney*

Pratt & Whitney

This Changes Everything

“With Dassian’s automated portfolio management, we were able to eliminate days from our CPR process.” *Thomas Fanciullo, Manager Earned Value Center of Excellence, Pratt & Whitney*

QUICK FACTS	Dassian Customer Success Story	
Industry Aerospace & Defense	Key Challenges <ul style="list-style-type: none"> ■ Simplify the monthly process of managing an Estimate At Completion ■ Unify multiple systems into a single web tool ■ Build upon a highly customized SAP instance ■ Enable compliant business process 	Why SAP <ul style="list-style-type: none"> ■ Offers lower ownership and deployment costs, as well as cost effective management tools ■ Leverages data and functionality of deployed enterprise software ■ Provides common business processes and scalability ■ Leverages existing skills
Revenue \$14B USD	Implementation Highlights <ul style="list-style-type: none"> ■ Seven month implementation ■ Fully deployed across all government business projects ■ Trained and adopted by 400+ cost accounting managers ■ Program manager cyclical review process with auditable approval history 	Why Dassian <ul style="list-style-type: none"> ■ Government contracting industry expertise ■ Leveraged proven Dassian software solutions for government contractors ■ Strong relationship with SAP ■ Pre-configured solutions and best practices ■ Reduced risk
Employees 31,500	Benefits and KPI's <ul style="list-style-type: none"> ■ DCMA withholding reduced ■ Multi-million cash flow release ■ Automated EAC creation process ■ Provided portfolio project grouping to streamline reporting 	Lower Total Cost of Ownership <ul style="list-style-type: none"> ■ Leverage one enterprise technology ■ Minimized customizations by using Dassian templates ■ Extending functionality of current software investment ■ Reduce long term cost of ownership with a fully scalable platform
Headquarters East Hartford, CT		
Website www.pw.utc.com		
Pratt & Whitney, a United Technologies Corp. company, is a world leader in the design, manufacture and service of aircraft engines and auxiliary power units.		



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A United Technologies Company

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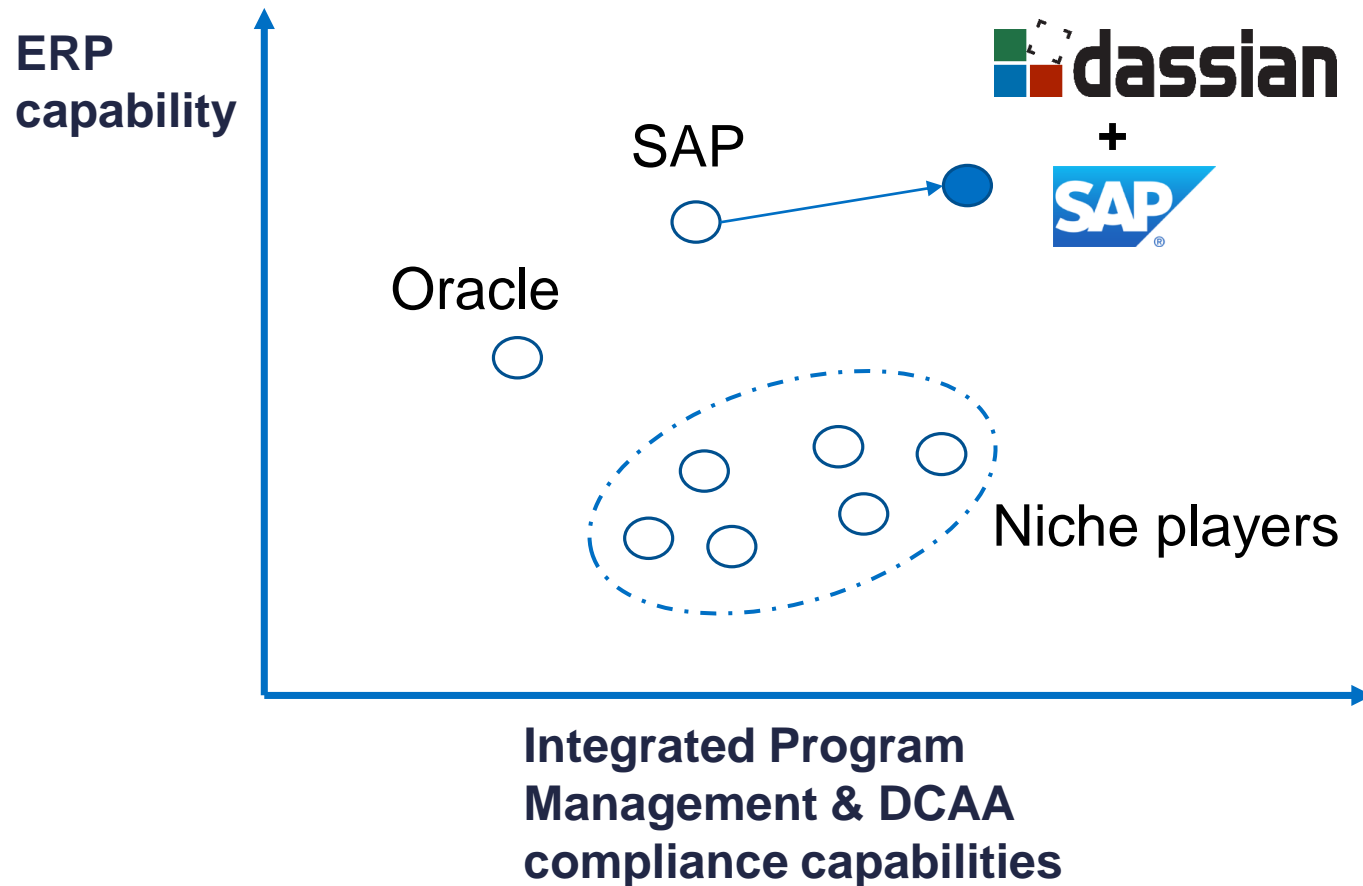


Dassian is an SAP channel partner and software solution and technology partner focused on enterprise business solutions for government contractors. Dassian offers GOVCOM which is the only SAP Qualified Business All-in-One Partner Solution for government contractors.

Where is IPM going?

- **Real-time program analytics and predictive measurements (based on in-memory computing)**
- **Manufacturing EVMS**
- **Supply Chain EVMS in the Cloud**

A Powerful Combination



**Don't
compromise!**

Run SAP ERP with integrated program management and DCAA compliance capabilities

Thank You, and have a great meeting!

