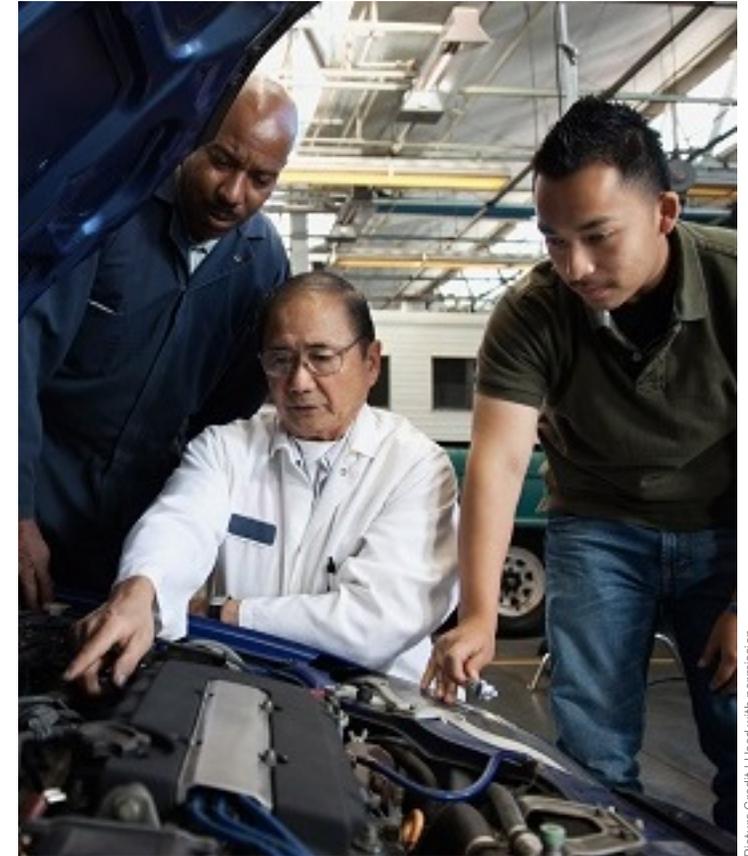


Johnson Controls: Completing a POC Test for SAP HANA® in 60 Days with SAP® MaxAttention™ and Rapid Prototyping

Johnson Controls has been delivering sustainable solutions since the invention of the electric room thermostat in 1885. But to provide great products that last, the business needed to be as sustainable and efficient as the energy optimization solutions it sells. Part of this meant accelerating reporting and enabling real-time analytics.

Together with the SAP® MaxAttention™ offering and the SAP Active Global Support organization, Johnson Controls ran a proof-of-concept (POC) test of the SAP HANA® platform. With rapid prototyping, it found that SAP HANA would improve integration of existing SAP and non-SAP software as well as accelerate data loading and reporting. For Johnson Controls it is clear that running SAP HANA means running better for customers.



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Executive overview

Company

Johnson Controls Inc.

Headquarters

Milwaukee, Wisconsin

Industry

Industrial machinery and components

Products and Services

Automotive batteries and interior systems as well as products, services, and solutions to optimize energy and operational efficiency in buildings

Employees

168,000

Revenue

US\$42 billion (2012)

Web Site

www.johnsoncontrols.com

Partner

SAP® Active Global Support organization

BUSINESS TRANSFORMATION

Top objectives

- Improve data quality and provide real-time analytics
- Accelerate reporting and improve productivity
- Remove constraints on the analysis of large volumes of data with tools to identify trends and enable data mining, predictive analytics, and more

Resolution

- Engaged in a proof-of-concept (POC) test of the SAP HANA® platform using the SAP MaxAttention™ offering and rapid prototyping
- Defined four business cases for work with the SAP MaxAttention team
- Leveraged the SAP Landscape Transformation replication server, sourcing from SAP and non-SAP software systems

Key benefits

- Performance improvement leading to faster order fulfillment and increased customer satisfaction
- Ability to merge data from all sources for a global reporting environment
- Data from the SAP ERP and SAP Business Warehouse applications available in real time for greater production line visibility
- Faster historical data analysis for more accurate planning and forecasting

“We appreciate the help we got from SAP MaxAttention during our POC test for SAP HANA. We now have a good feel for what we would get with SAP HANA, can see how it aligns with our requirements, and know that it performs as advertised.”

Victor F Tuccy Jr., Global Business Intelligence Program Manager, Johnson Controls Inc.

TOP BENEFITS ACHIEVED

95%-99%

Faster runtimes for point-of-sale data

95%-99%

Improvement in global data reporting

70%

Improvement in overall data load performance

86%

Expected reduction in total cost of ownership with database compression

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