



SYSTEM MANAGEMENT: SAP VS ANAPLAN

PART 7 OF A MULTI-PART SERIES

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So you implemented BPC a while back. You understand the cost of buying and implementing software. You know the resourcing burden.

Your journey has begun.

You now need to be live in this system.

If you own BPC, what does it take to administrate, use, upgrade and enhance your system?

System management is more than adding users, running data processes and responding to inquiries. It is the use and usefulness of your planning system. Dysfunctional systems can cost you enormously, so strategic system management is necessary if you ever hope to realize ROI.

With this in mind, let's look at the real costs your company faces once your software goes live.

The Not-So-Hidden Costs

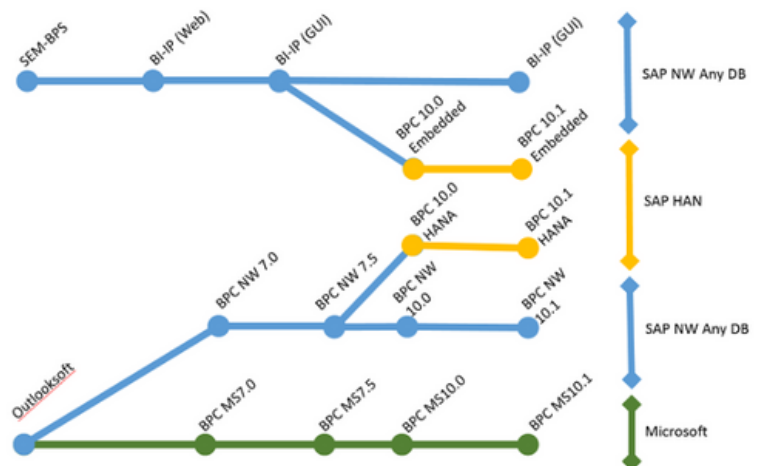
It's no wonder SAP account executives are trying to give away their planning products at very minimal licensing fees. They're up against a superior product and they're leveraging a decades-old relationship to maintain a client base while they try to figure out their response.

Even so, the overall cost of owning SAP is much higher than you'd think.

Licensing And Maintenance Fees

For starters, by moving to SAP Analytics Cloud SAP you can convert your on-premise maintenance fee for SaaS - but at no less than 140% of your existing maintenance base. This sleight of hand gets you in the end.

Next, there are hidden upgrade costs.



To Upgrade Or Not To Upgrade

Tired of paying for system upgrades because your version isn't supported anymore? So is everyone else.

It would be one thing if they were rolling out great new functionality, like the introduction of New User Experience this year at CPX. But time and time again these "upgrades" cost you in a lift-and-shift technique that requires retesting all logic, integration and data.

Super fun.

How did upgrading to 10.0 HANA actually make a material difference to your life in BPC?

You're still bringing data into a rigid architecture and you're still limited with what you can do with it. I have seen upgrade contracts cost the same as 2 or 3 new use cases in Anaplan (and those customers were getting no net new functionality!).

Even if there were enhancements you wanted to pursue, there are generally very few economies of scale in future development. Rigid architectures require you to re-engineer your dimensionality to accommodate new use cases. There is no honeycomb to piece together a connected planning experience.

Inflexibility For The Future

IT becomes the hero by being part of the Anaplan team, swooping in and saving the day after a decade of underwhelming results. If I were doing S.W.O.T., I would throw this under opportunity, not threat.

The last not-so-hidden cost is related to the fact that nothing in this world stays static for long.

Through M&A, most companies face the need to combine new data sets to paint a complete picture. Full ERP or CRM integrations can be costly, but accommodating shifting business needs is a necessity. Integrating new data sets in Anaplan is much easier and can provide a lower-cost band aid out the gate and a functional tool in the long run.

Data Insights Lead To Easier System Maintenance

While using Anaplan, admins love the fact that I can detect and uncover raw data that's been causing systems issues.

Model builders love that Anaplan can allow users to maintain and control dimensionality.

Users love the insights that point them to an issue in the fewest possible clicks.

As you can see, everybody wins.

A more engaging user experience with a focus on usability and insights is how Allitix delivers exceptional value.

Once again we can confidently say Anaplan does more, costs less and is easier to maintain.

[Further Questions? Ready to Begin Your Connected Planning Journey?](#)

TALK TO US

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About the Author

Jon has been working on advancing connected planning for over 15 years. Previously a solution architect in the SAP EPM space, Jon brought both industry insights and delivery experience to the Anaplan platform.

He is a connected planning specialist who has demonstrated the ability to adapt software tools to multiple industries, technology platforms, and business needs. Using a combination of technical knowhow, creativity in adapting cutting edge software capabilities, and the understanding that business process is a key ingredient to success Jon consistently delivers “value-add” projects for his clients.