

# The New AFGRI – taking Banking in another direction

**Graeme Bredell – AFGRI Financial Services**

**Paul Wilde – IZAZI Solutions (Pty) Limited**

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# AGENDA

**Who is AFGRI Financial Services?**

**Who is IZAZI Solutions?**

**The Selection**

**Contextualising SAP All-in-One**

**The Project**

**Lessons Learnt**

**Conclusion**

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**Who is AFGRI Financial Services?**

# AFGRI

From a farming cooperative that started 80 years ago, AFGRI has evolved into a multi-facted business delivering services and products to the agricultural industry



## What is AFGRI Financial Services ?

**AFGRI Financial Services is one of the biggest financiers of the agricultural market and the biggest financier of the milling industry in South Africa. It comprises of:**



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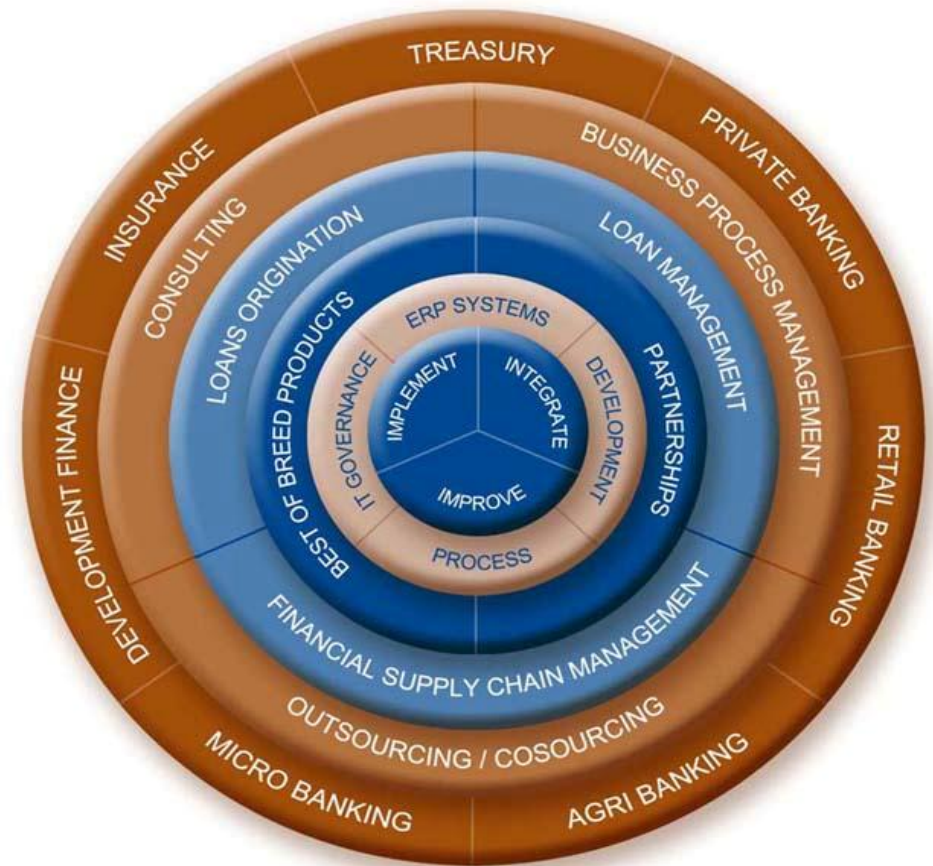
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**Who is IZAZI Solutions?**

# Who is IZAZI Solutions ?

**IZAZI Solutions is a specialist IT Solutions company that focuses on delivering business software solutions for the Banking Industry**

- ❑ Consults to the majority of the Banking Industry in South Africa with a growing footprint both in Africa and internationally
- ❑ Within the IZAZI Group, employs 190 specialist consultants with over 950 man years of banking experience, both in technology and the banking domain
- ❑ Evaluated or implemented the majority of the banking & treasury applications available in the market – evolved a strategic partnership to become SAP package specialists
- ❑ Empowerment includes 63% black ownership, including broad based BEE (Mineworkers Investment Company)



# IZAZI and SAP

## IZAZI is a leading SAP Special Expertise Partner for Banking

- ❑ Home to the largest pool of experienced SAP Transactional Banking consultants in Africa
- ❑ Played a lead role in the majority of the regional SAP Banking implementations
- ❑ Close working relationship with the SAP South Africa Banking Team
- ❑ IZAZI is the only SAP All-in-One Banking re-seller partner in Africa
- ❑ Traditional areas of focus have included Origination, Transactional Banking and Treasury – over 10 SAP Loans Management Implementations
- ❑ **SAP Awards:**
  - ◆ 2005 – # 1 Special Expertise Partner Award
  - ◆ 2006 – # 1 Special Expertise Partner Award
  - ◆ 2006 – # 1 SAP Reseller Award for South Africa



# Deep Micro-Vertical Banking Industry Expertise

Tier 1 Banks



Tier 2 Banks



Agri-banking & Housing Finance



Development Finance Institutions



Corporate Treasuries



Insurance



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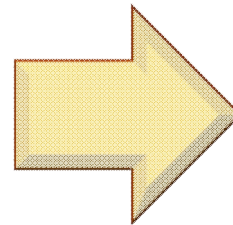
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**The Selection**

# Why SAP?

## To achieve AFGRI's strategic vision of growing its Financial Services business, a world class banking platform was required

- ❑ Legacy technology architecture did not support the new business vision
- ❑ Researched and evaluated the market
- ❑ Defined key selection criteria:
  - Best practice functionality
  - Tried and tested
  - Integrated architecture
  - Reputable software vendor
  - Commitment to R & D



# Why IZAZI?

## Key to the software vendor decision, was an implementation partner who could deliver the solution

- ❑ Local Implementation and Support capability
- ❑ Ability to commit to aggressive time frames
  - Time was a critical dependency due to the need to replace legacy
- ❑ Resource capacity to deliver the solution
- ❑ Relevant industry expertise and track record
- ❑ SAP Vendor recommendation and certification
- ❑ A partner to assist with the development and execution of a defined strategy

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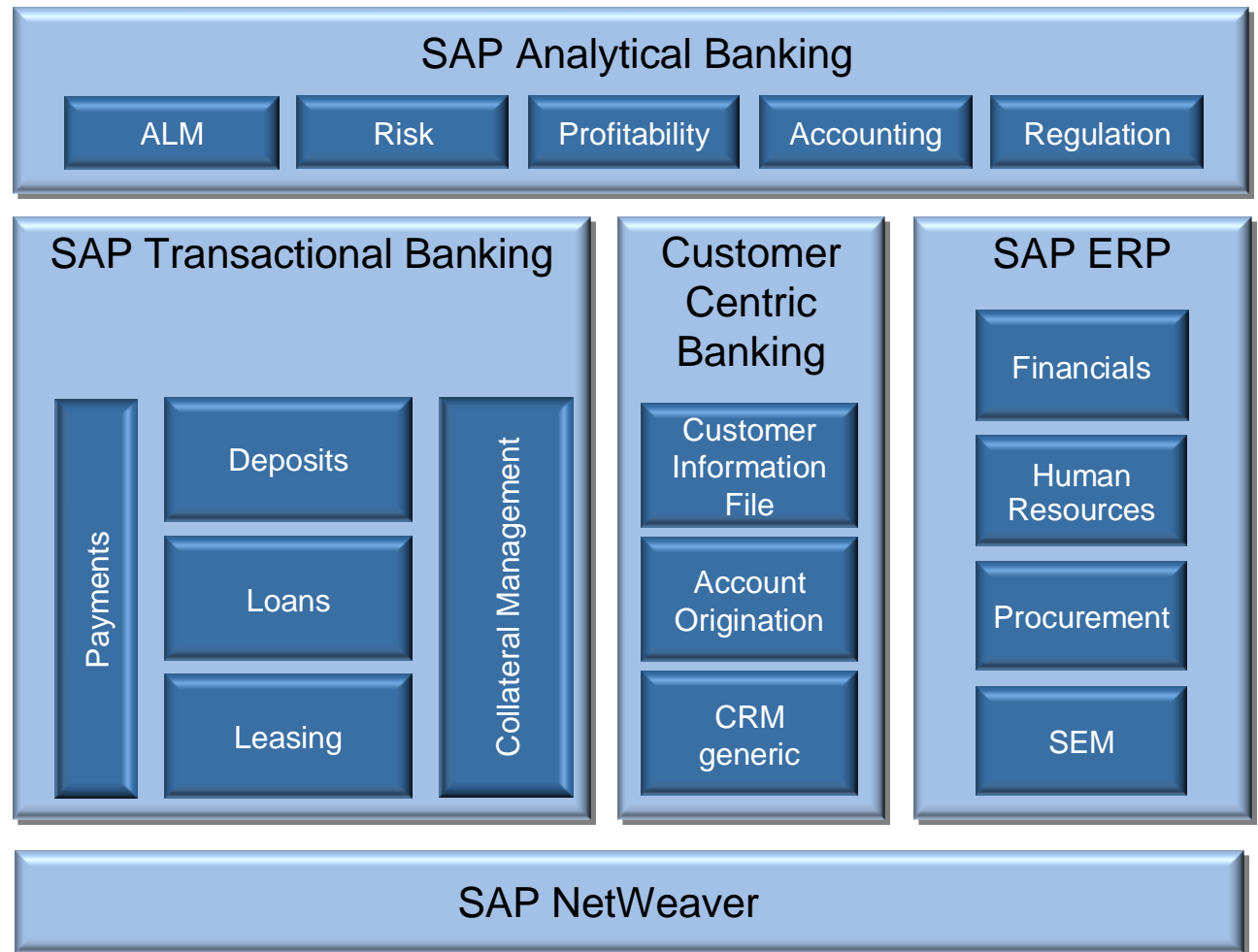
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**Contextualising SAP All-in-One**

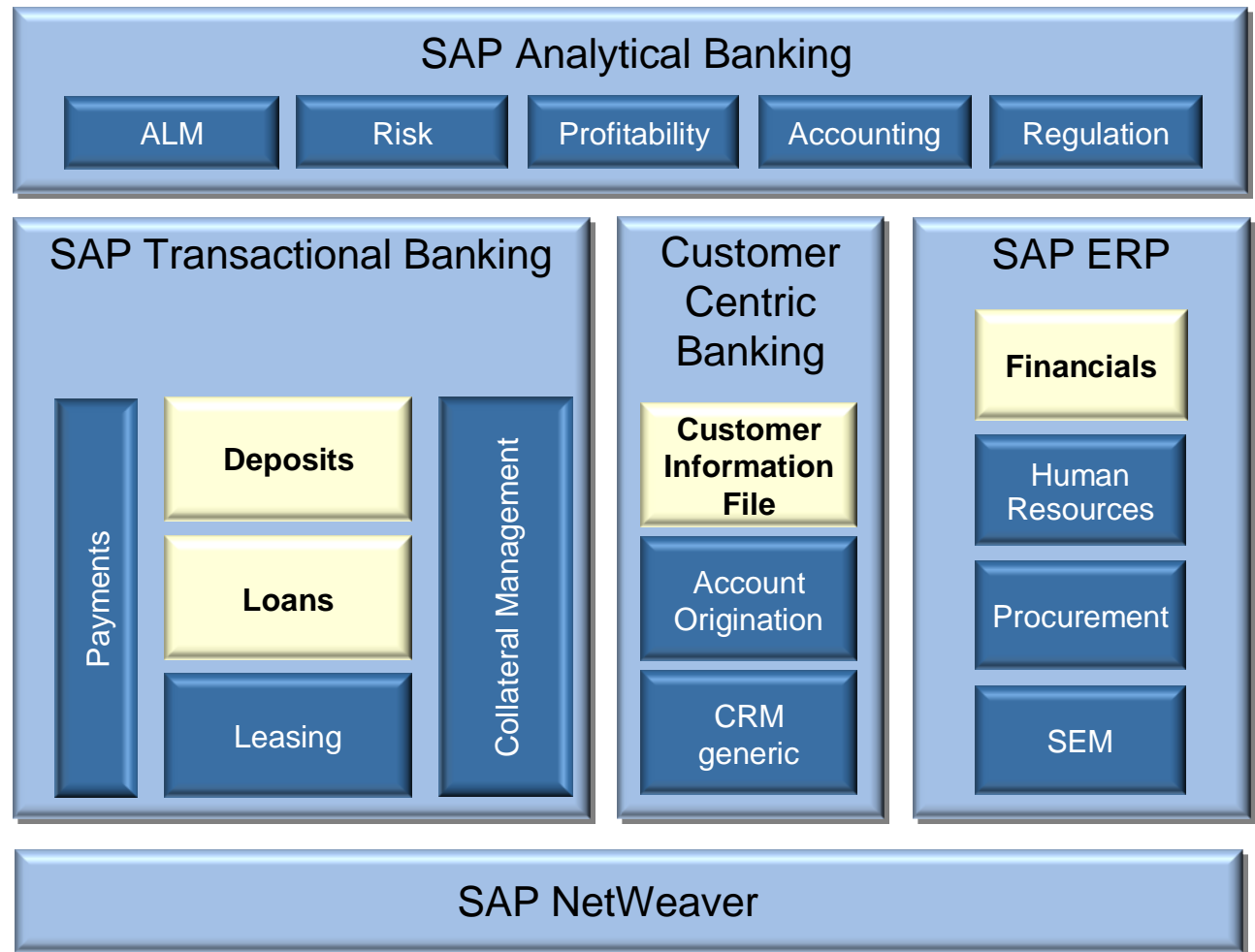
# SAP All-in-One

- ❑ SAP go-to-market model through the channel
- ❑ IZAZI took a view of the market, its areas of expertise and skills base...and created a template solution.

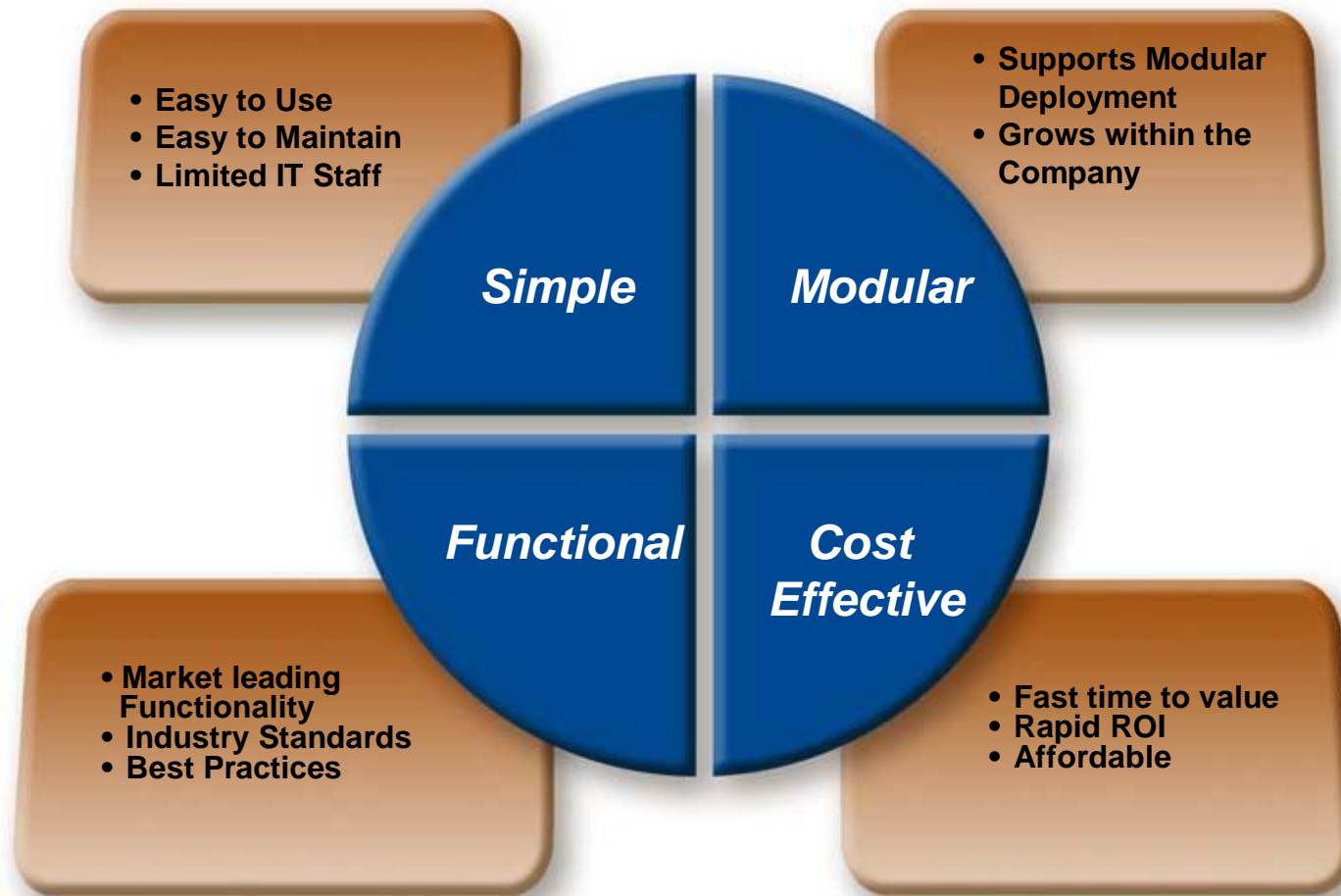


# SAP All-in-One

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# Key attributes of our All-in-One template



# Defining All-in-One

A templatised version of SAP Business Suite, focused on the Financial Services industry

A templatised version of SAP Business Suite, focused on the Financial Services industry, designed for the small and medium enterprise

SAP Business Suite which currently runs at about 35 000 clients and at about 100 000 sites globally

Managed Implementation Accelerator

**Partner Services** which deliver:  
Industry Expertise  
Configured System  
Implementation

**IZAZI Templatised All-in-One Solution**

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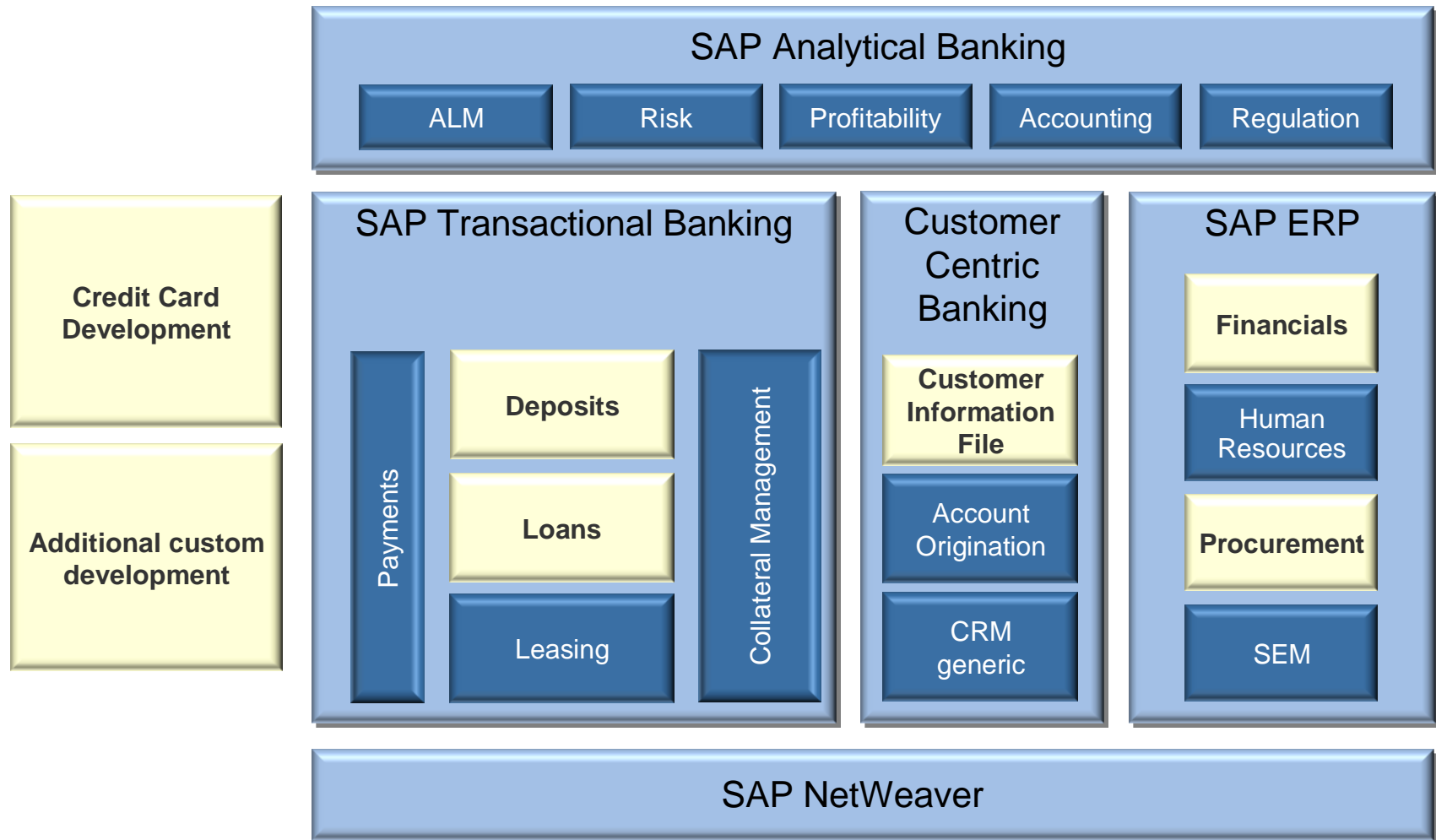
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**The Project**

# What was implemented



# Key Project Objectives

**AFGRI Financial Services defined the following key objectives at the outset of the implementation:**

- ❑ 6 month implementation period
- ❑ Understand the solution fit through the Blueprint
- ❑ Implement as “vanilla” as possible
- ❑ Successful integration to a number of legacy systems
- ❑ Address key business pressures
- ❑ Implement within budget

# Project Realities

**The overall objective of a successful implementation was achieved. However, the implementation faced typical IT project realities:**

- ❑ Underestimated the integration effort into third party systems
- ❑ Underestimated the complexity of legacy
- ❑ Requirements evolved rapidly through the Blue Print, changing “vanilla”
- ❑ Managing change requests become a large component of the project
- ❑ Underestimated the impact of the change from old to new
- ❑ Delivered the project in 9 months
  - 3 month delay due to change requests, data migration and legacy integration

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**Lessons Learnt**

# Lessons Learnt

## Key lessons learnt from the AFGRI SAP Banking template implementation include:

- ❑ SAP is powerful and be aware of moving away from “vanilla”
- ❑ Delivery was easier with consultants on site versus remote
- ❑ A stabilisation phase after realisation and before go live is necessary
- ❑ Start data migration as early as possible
- ❑ The success of an implementation is having the right level of skills on the project

## Concluding comments

- ❑ A successful SAP Banking implementation.
- ❑ A collaborative partnership between IZAZI and AFGRI

And ... another best run bank running SAP



# Questions?