



# Leading Oil Company enables agile analytics with TIBCO Spotfire on SAP BW

**Location**  
USA, Global

**Turnover:**  
\$100 bn

**Employees:**  
50,000

**Industry:**  
■ Oil & Gas

**Activities:**  
■ Exploration  
■ Production  
■ Refining  
■ Transportation  
■ Marketing

**Region:**  
■ North America  
■ Middle East  
■ Africa  
■ Europe

**Agilex Solutions:**  
■ ERP Insights for SAP BW

**Customer Since:**  
2014

## The Business

A leading global energy company with operations in North America, Europe, the Middle East and Africa. The company's main activities are Exploration & Production, Oil Sands Mining and Refining. These operations span the full array of processes covering the exploration, extraction, production and marketing of liquid hydrocarbon and natural gas (inc. LNG) products. The company's goal is to be recognised as the premier independent oil company through a strategy of operational excellence and delivering long-term shareholder value.

## The Challenge

The organisation was using TIBCO Spotfire Analytics to enable the business with self-service data discovery and analytics. Usage was primarily in the upstream exploration and finance functions. This drove widespread demand in other business areas for insightful and responsive data visualisations. SAP BW was the primary reporting platform with BEx queries driving SAP BusinessObjects Analysis reports across the organisation. The customer had recently upgraded to SAP BW 7.3 on HANA and needed connectivity that allowed TIBCO Spotfire to re-use all key aspects of their BEx query portfolio while supporting direct integration with the SAP HANA in-memory platform. There was a recognition that while SAP HANA would deliver performance benefits, the bulk of reporting logic and query definition would remain within the existing SAP BW application framework. Several existing solutions for extracting data from SAP BW had already been explored. However each attempt had uncovered significant shortcomings ranging from incomplete BEx compatibility, poor data governance and inadequate performance. The solutions also increased complexity of architecture and development effort to enable each SAP BW connection.



## The Solution

“The ERP Insights connector for SAP BW allows us to instantly and easily connect SAP BW to TIBCO Spotfire in a way that overcomes many of the normal challenges. The interface, functionality and ease of use is the best we’ve seen and intuitive for any SAP BW user”

BI Architect

At the initial demo, it was clear to the customer that ERP Insights promised SAP BW connectivity significantly superior to any of the solutions previously used. A decision was made to evaluate ERP Insights for SAP BW within a formal PoC.

The key stages of the evaluation were:

- Setting up an on-premise trial environment of TIBCO Spotfire connected to the customer’s SAP BW (sandbox) using ERP Insights
- The customer carried out key use case scenarios to test TIBCO Spotfire connectivity to source BEx queries, overall integration functionality, ease of usage, performance and scalability
- The ERP Insights for SAP BW connector was found to meet or exceed the customer’s Spotfire to SAP BW connectivity requirements on each aspect of their evaluation
- ERP Insights for SAP BW was implemented allowing TIBCO Spotfire dashboards to be used with live connections to SAP BW BEx queries

## Benefits

### Immediate Rol

Analysts and developers could directly create analytical applications on SAP BW queries and InfoProviders without the effort of additional query development. Moreover, the investments made on the existing BEx queries and data models continued to deliver business value by powering analytical solutions implemented on TIBCO Spotfire

### Re-use of all BEx functionality

ERP Insights allowed TIBCO Spotfire users to re-use all aspects of the BEx framework, from quickly sourcing BEx queries to handling all variable types and structures within the query itself. End users could directly maintain BEx variables for their usage enabling a completely seamless transition from traditional BEx to 21st century analytics on Spotfire

### Robust SAP BW data governance in TIBCO Spotfire

TIBCO Spotfire could be used while preserving all keys aspects of the existing SAP BW data governance such as analysis authorisations and SSO

### Scalable architecture

Using SAP Certified integration, TIBCO Spotfire was able to be used as a scalable and resilient analytics platform on SAP BW

## About Agilexi

At Agilexi we help organisation realise rapid business advantage from Big Data analytics. By advising on analytics strategy and implementing solutions we help customers transform their data into a strategic asset that enables better decision making for optimum business outcomes.

Our approach is to give the right people the information they need, in the most understandable form, at the speed necessary for decisive competitive advantage.