

THE INSIDE TRACK

Q2 2021



Innovation is the name of the game at SAP partner **DeciVision**. So much so that, inspired by the EMEA North Innovation Tour in 2019 and the follow-up Think Tank session in 2020, the company set-up its own off-shoot: a software development company that aims to help fellow-SAP partners and customers to win back time and money.

Here **Jerome Tocanne**, Director of DeciVision and the new company, **Rapid Views**, tells Inside Track the full story.

Rapid Views is the brand-new break-away company set-up by DeciVision to produce and sell its RapidViews technology system. It can already count 10 customers in France and, while the pre-packaged RapidViews solution had been in development since 2018, a visit with SAP to America's Silicon Valley two years' ago, acted as a major accelerator.

Jerome says: "The Innovation Tour of 2019 really helped us to cement our ideas for RapidViews and accelerate our plans to

create a dedicated software company. Then I had the chance to be a part of the follow-up Innovation Tour Think Tank session in the UK in March last year, where we were taught how to create prototypes to quickly present an idea to a customer, without the need to spend a lot of time and money building something from scratch."

A few weeks later, when everything stopped because of COVID-19, Jerome and his team spent two hours every day brainstorming their pre-packaged idea: a piece of software

that acted as a smart repository and a place where businesses could quickly access the very latest data and insights in relation to every element of their company.

But how Jerome was going to get the product to market was the sticking point. "DeciVision is a consultancy, selling the concept behind the software, we don't build the software," he says. "I wanted to sell this new piece of software to other partners, so I created a separate software company, called Rapid Views."

Within a month, the newly created company had its proof of concept and in July, the product – RapidViews Smart Repository – was ready.

Explains Jerome: "The software we've developed enables companies to access Business Intelligence reporting rapidly. It's for SAP customers who have the HANA platform.

"It's built via a series of bricks, each one containing data on a part of the business. It's a pre-packaged software solution that customers can buy, which is easy to understand and use, and which will save them time and money."

The software is built to support all core SAP models, from finance and controlling to sales and distribution and to management and production planning: true ERP. "It's a perfect fit for S/4HANA customers," adds Jerome.

Rapid Views is dedicated to helping fellow SAP partners to implement Business Intelligence projects for their own customers and the team is collaborating with partners in Germany, France and the UK among others.

"The software is an add-on not a competitor of SAP," adds Jerome. "My goal is to bring value for the SAP partner community with the HANA Platform as the foundation. "We are fully aligned with SAP's strategy and the support we have had from SAP has been great." ■