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## **Top 10 Most Influential People in SAP**

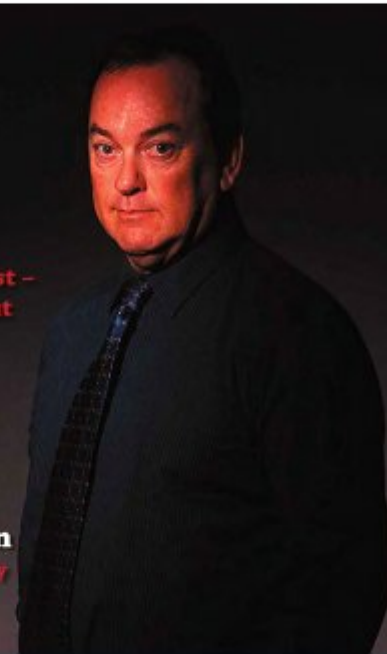
*Keith Wallis heads our list –  
find out who made the cut*

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# Top 10

## Most Influential People in SAP

In this annual feature, we asked who you think has been most influential in the SAP community in Australia and New Zealand in 2009.

This year, the Top 10 list brings together some industry veterans and newer faces, from all areas of the consulting world. We asked how they came to be so influential, what's ahead for 2010, and where they see the industry going in the next decade.

Profiles by Freya Purnell and Elizabeth Kelleher.

# 1 Keith Wallis

**Named as our Most Influential Person in SAP for 2009, Keith Wallis himself exemplifies a trend he sees gaining momentum in the SAP space – a move towards niche consulting companies with a commitment to providing quality resources and outcomes in their field of expertise.**

Wallis is Head of Solution Strategy and Development of Total Asset Management Solutions (TAMS), a consulting firm established in 2006 to focus solely on engineering and construction, mining, professional services, utilities, infrastructure and capital intensive industries.

TAMS was created to meet what Wallis believes was a lack of services and solutions in the marketplace relevant to SAP, and because "the quality of solutions being delivered had diminished" through a drop in the level of the consultants' business experience.

Wallis himself has 13 years' experience with SAP. Coming from a business background, he had to learn SAP functionality from the ground up – and certainly put in the hours to do so, studying configurations and project management methodologies.

Key roles in his early career also provided skills in management accounting and writing costing models.

"That grounding has led to a pretty good SAP career, because I can now map the business process and position a solution relevant to where the business wants to go," Wallis says.

It is this combination he looks for when bringing and identifying products and resources to work with TAMS.

The focus of Wallis's work is currently forming alliances with overseas companies to bring solutions to Australia which weren't previously available, as well as developing a roadmap for asset lifecycle management.

He is passionately committed to getting things right for his clients, demonstrated through some of his career highlights, which include an ongoing asset implementation project for EnergyAustralia, with 30 maintenance systems replaced and 70 million asset records tracked in the system, as well as the Australia Post SAP upgrade in 1999, which was completed in just two months. But most exciting times are ahead, with TAMS

signing a key alliance deal to deliver fixed price integration solutions for customers using Primavera or MS Project.

Providing a bridge between these previously isolated islands of information within companies should enable better reporting and analysis of projects.

Looking ahead, Wallis believes the SAP market will grow enormously, in line with the shift from being a delivery system to a planning and execution system.

"The ability to tie a strategic plan to the actual delivery of projects and maintenance has never been done before, and SAP has bought products to the table through BusinessObjects that will allow us to do that, plus other products that allow us to manage the contracts and execution. There will be a flow-on effect through the entire life cycle of the products", Wallis says.

He believes the future of consulting will see the market dominated by more niche players, working collaboratively to provide end-to-end solutions. However, the industry veteran has concerns about the level of expertise in the consulting game – particularly for those entering the industry with solid technical ability but no business knowledge.

I think companies will start to pick consulting companies relevant to their specific expertise, and that's going to be the major change we see over the next 12 months."



## How we found the Top 10 Most Influential People in SAP

**The Top 10 Most Influential People in SAP is Inside SAP's annual awards feature, where we find out who in the community feels has had the most influence in the previous year and why.**

Influential, for the purposes of these awards, is defined as:

"To significantly impact or direct an

SAP implementation, upgrade or technology solution which is defined as greenfield or bleeding edge by nature."

Through *Inside SAP* magazine and [www.insidesap.com.au](http://www.insidesap.com.au), we called for nominations for the 2009 Top 10 Most Influential in September 2009, with a short list of finalists published in the magazine and on the website for voting during November. The nominees who

received the most votes from the SAP community became our Top 10.

It should be noted that SAP ANZ employees were not eligible for nomination or voting in this competition, although they clearly do wield significant influence within the SAP community in Australia and New Zealand.