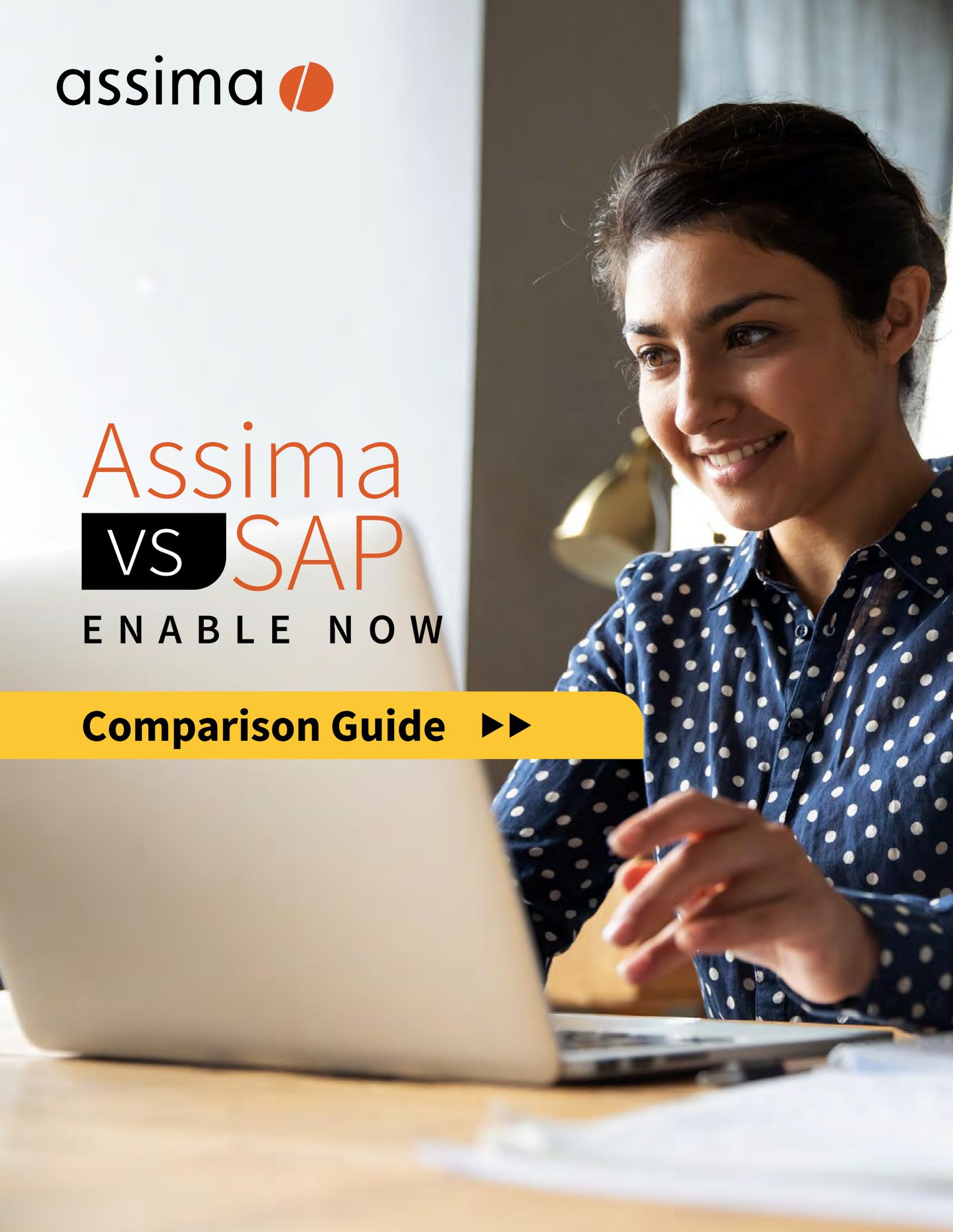


assima 

# Assima VS SAP

ENABLE NOW

**Comparison Guide** ▶▶



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# Introduction

This document gives you an overview of the Assima product suite compared to SAP Enable Now for large-scale and complex systems training needs, digital transformation projects, S/4HANA migrations, new software rollouts, and driving user adoption for any application including in-house software.

**Note:** The following guide will be focusing on Assima's and SAP Enable Now's authoring tools as it offers the starkest contrasts. Both solutions offer performance support with Assima Digital Adoption Platform and Desktop Assistant respectively.

# 1 Working with Assima

## **Laser-focused as a pure-play vendor**

Assima has been a leader in systems training and digital adoption for enterprise solutions since 2002. Providing the best way to create and maintain training assets, drive adoption and maximize return of your technology investments is our sole focus. Working with us means working with a product, client success, consulting teams, and partner ecosystem dedicated to this one mission.

## **Continuous R&D investment and improvements**

Our systems training platform isn't an afterthought. 100% of our attention and resources are committed to it. Our customers can expect genuine product improvements and not only compatibility updates. We listen to our customers for feedback, conduct user research tests to continuously improve our solutions' user experience, functionalities, and security.

## **A long-term partner for success**

At Assima, we don't believe systems training and employee empowerment is a one-off event that ends at go-live. We support our customers through the life of their systems with a reliable team of developers, a dedicated client success partner for all questions and requests, lunch & learn events to make the most of our tools, and more one-on-one attention than you'd receive anywhere else.

“

**If you ask me today why we prefer Assima to its competitors, it's because we have the option to work closely with the people from Assima to create content.**

**That's a huge plus for us. Their expertise, flexibility, and customer service are unmatched.**

---

**Jeroen De Haan** Program Manager, ASML

# 2

## The fundamental difference between Assima and SAP Enable Now

### SAP Enable Now

SAP Enable Now is a static screenshot tool. Its deliverable output is fundamentally no different than low-cost alternatives like Captivate or Articulate - static, hard to edit, and unable to keep up with the pace of updates.

- ➔ End-users are interacting with pictures that can't emulate the complex workflows of modern enterprise applications.
- ➔ Training is always a step behind the live system and updates require a ton of re-recording

### Assima

Assima is powered by a 4x patented cloning technology. It's the world's only solution that recreates screens as editable objects, without any risk to your live systems. Every UI element can be modified, copied, and mass replaced across lessons.

- ➔ End-users train on hyper-realistic simulations that look and feel like your live systems.
- ➔ Training can be updated, translated and anonymized without re-recording, from a single application version - in record time.

# 3

## Overview: Assima vs SAP Enable Now

Criteria	Assima	SAP Enable Now
<b>Maintainability</b>	<b>High</b> Simulating multi-step processes only requires a single capture - exponentially reducing the number of screens to maintain.  Objects can be edited and replaced across screens of a lesson. Text can be mass replaced across lessons in minutes.	<b>Low</b> For every update, you have to recapture screens by re-recording entire process flows from scratch - drastically increasing training costs and TCO.
<b>Reusability</b>	<b>High</b> Create multiple outputs and data contexts from a single source. Data can be reused for different types of outputs, countries, and departments, as many times as you want.	<b>Low</b> Adapting to local differences, translation, and anonymization requires either a ton of manual work, re-recording, or multiple training clients.



## Criteria

## Assima

## SAP Enable Now

### Content delivery speed

#### Fast

Capture screens from systems under development and mock-up any changes afterward. This extends the time to train users by delivering content before the system is even ready.

Go beyond your live system's capabilities throughout software upgrades by simulating upcoming features and delivering training before they even exist.

#### Average

You have to wait for IT to hand over the latest software before starting to create training material.

### Quality of output

#### Hyper-realistic

The most realistic training experience available on the market. Simulations provide the real-world experience of working within applications and performing complex processes across applications.

#### Static screenshot

Users are interacting with pictures. They are forced to perform actions linearly. Any deviation triggers error messages.

### Pricing

#### Per author

Built for scalability. Deploy training to as many end-users and create as much content as you want.

#### Per-user

Cloud-based SAP Enable Now starts at \$11 per end-user per month. Pricing starts to drop in tiers after 500 users. An 800-user deployment would cost over \$85,000 annually and increase as you expand your training program.

### Platform -dependency

#### Platform-agnostic

Fully capable on any enterprise application including S/4HANA and homegrown applications.

#### Focused on SAP products

Rarely used on applications other than SAP products. Loses functionalities for non-SAP applications including automatic re-recording.

### Customization

#### High

We create custom extensions for your applications so training assets match your unique business rules, processes, and workflows.

#### Low

Provides access to generic templates for SAP products

# 4

## Advantages of Assima over SAP Enable Now

Here are 6 use cases that showcase Assima's unique abilities over SAP Enable Now and how they translate into lower training costs, better adoption, and higher ROI.



## 4.1 Ease and cost-effectiveness of managing updates

Enterprise applications are changing faster than ever. Once your system is live you'll need to constantly update your training materials to keep up.

With SAP Enable Now's screenshot approach, training becomes obsolete within weeks and entire lessons have to be re-recorded from scratch.

Reinventing the wheel... every time

Update > Recapture entire lesson flow > Edit screens one by one

More rework  
Higher costs  
Always a step behind

assima

Assima creates hyper-realistic and editable clones of any system so your training assets can be updated in a few clicks.

Assima creates hyper-realistic and editable clones of any system so your training assets can be updated in a few clicks. New updates can be easily incorporated into existing lessons from a single source file and republished in minutes. New fields, pulldown menus, entries can be added, changed, and removed - without re-capturing a new set of screenshots.

### How does it translate into ROI?

#### Lower training costs.

Assima exponentially reduces the amount of rework required to keep training up-to-date compared to static screenshot tools.

#### Improved business agility.

By allowing for faster updates, training and development are finally in lockstep. Training always reflects the latest software version.

#### Maximize employee productivity.

Faster updates translate to less discrepancy between training and the live version, less confusion from employees, increased productivity, and fewer helpdesk calls.

## 4.2 Fully interactive simulations and capacity to navigate within and across applications

Simulations created using Assima provide a true look and feel of your live environment. Employees aren't interacting with static images. They are not trapped in rigid lesson flows that force them to perform actions linearly. They can click, scroll, type data into fields - in any order, just like they would in the real system.

It's the most realistic hands-on experience available - ensuring no break in immersion, no frustration, and no dissonance between training and live performance.

Moreover, Assima is the only solution that can deliver a true-to-life training experience for complex business procedures running across multiple applications via a single simulation.

### How does it translate into ROI?

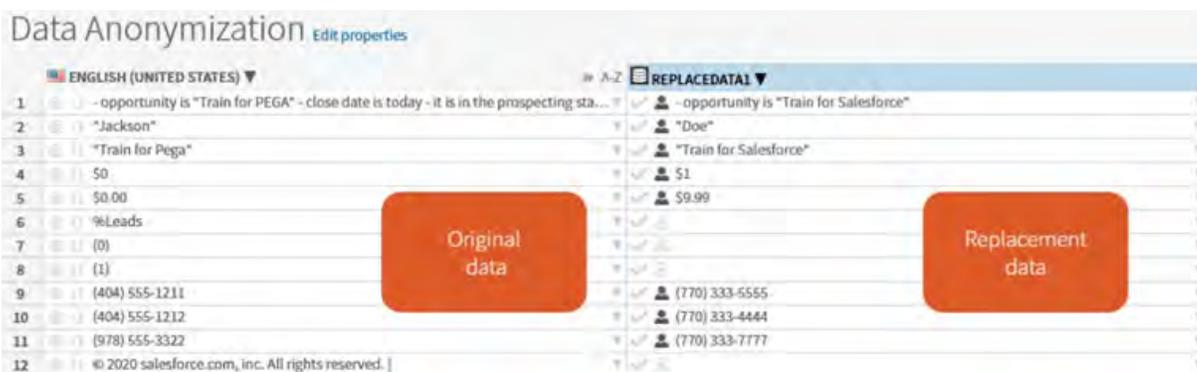
**Remove the need for expensive training clients.** Assima allows for a true sandbox mode - giving instructors the flexibility to demonstrate alternative paths for business processes. Instructors can show different areas and tabs within the screen, leading to a more comprehensive understanding of the business tools. In other words, you can create simulations that give you the realism of a training client - without the maintenance costs and frustrating data refreshes.

**Reduces training costs and development work.** Instead of setting up multiple sandboxes, creating multiple simulations to cover all systems, or creating an integrated system for processes that cut across multiple applications, Assima lets you recreate processes from different applications and combine them within the same lesson flow.

## 4.3 Mass anonymization of confidential data in minutes

Your training needs to be compliant with privacy laws and your customers' confidential information needs to be protected. Screens containing information that should not be displayed to the user (PHI/PII data) need to be anonymized.

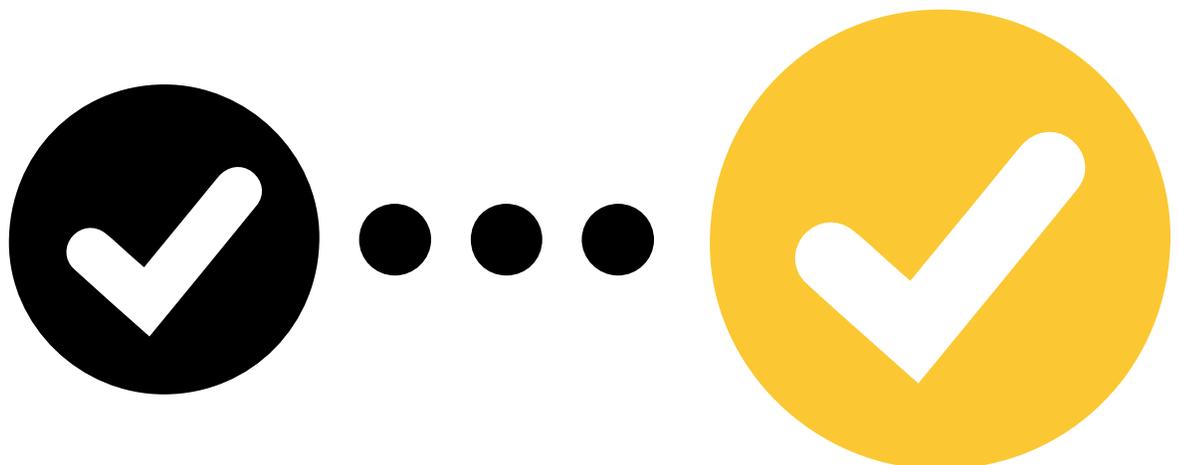
Assima allows your team to replace sensitive data across all lessons with risk-free data in a few clicks.



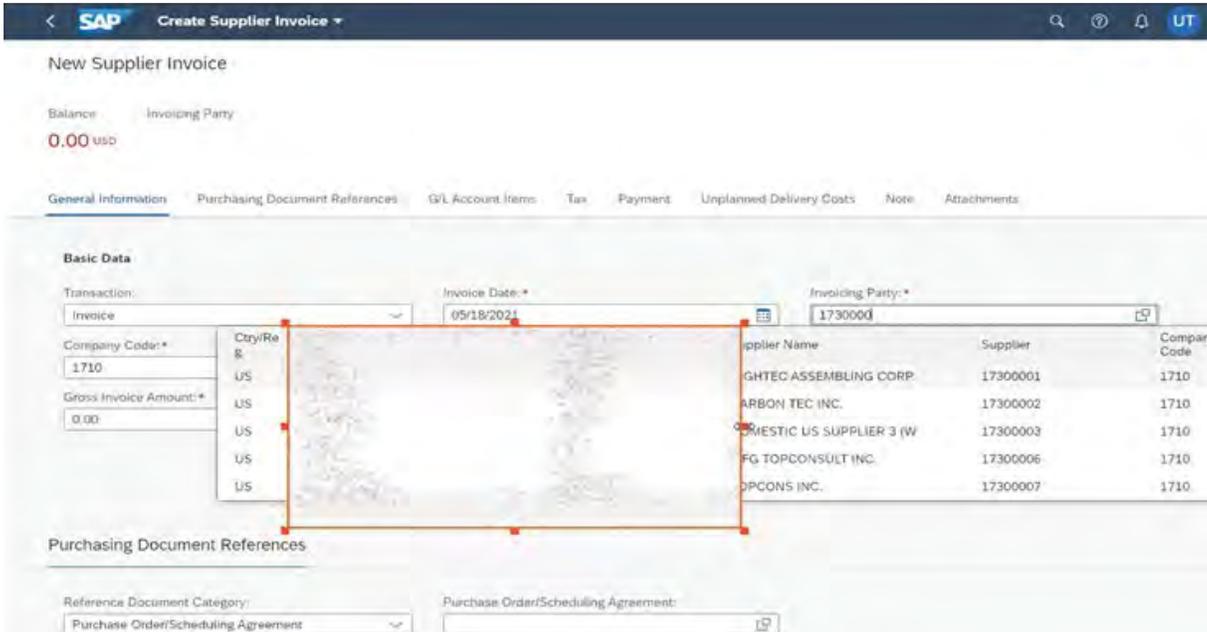
The screenshot shows a 'Data Anonymization' interface with a table. The table has two columns: 'Original data' and 'Replacement data'. The 'Original data' column contains sensitive information like names, phone numbers, and addresses. The 'Replacement data' column contains generic, risk-free information like 'Doe', 'Train for Salesforce', and generic phone numbers. Two orange callout boxes highlight the 'Original data' and 'Replacement data' columns.

	Original data	Replacement data
1	- opportunity is "Train for PEGA" - close date is today - it is in the prospecting sta...	- opportunity is "Train for Salesforce"
2	"Jackson"	"Doe"
3	"Train for Pega"	"Train for Salesforce"
4	50	\$1
5	50.00	\$9.99
6	%Leads	
7	{0}	
8	{1}	
9	{404} 555-1211	{770} 333-5555
10	{404} 555-1212	{770} 333-4444
11	{978} 555-3322	{770} 333-7777
12	© 2020 salesforce.com, inc. All rights reserved.	

All instances of sensitive data are instantly found and replaced, ensuring no leftover data.



In comparison, SAP Enable Now uses blurring text boxes to hide sensitive data. You can only bulk change the screen areas. Assima's anonymization feature is a bulk find and replace at the data level versus a cosmetic change.



## How does it translate into ROI?

**Faster content delivery.** Your team can record screens from a production system without the risk of exposing sensitive information since any data can be swiftly altered post-capture.

**Removes the need for expensive training clients.** Your team doesn't need to wait for one or multiple training clients to be ready and painstakingly plugged with dummy data before content development starts.

## 4.4 Rapid content localization and translation

Enterprise applications are often used across locations in different countries and languages. Companies need to have consistent training material explaining processes in the relevant language. Translations need to apply not only to the instructions but also to the data and the user interface.

With Assima, you can translate entire lessons including screens, data, and instructions to any windows supported language, in minutes. And you can do that without :

- A training client available in the target language(s)
- Re-recording lessons

In comparison, SAP Enable Now doesn't translate the user interface using the Translation Hub or Manual Translation feature. It requires the screens to be available in the target language(s) before needing re-recording.

### How does it translate into ROI?

**Faster content delivery.** Complete and consistent translation of your training material can be done exponentially faster than a static screenshot tool - speeding up international system roll-outs.

**Lower training costs.** Eliminates thousands of hours of rework because screens across hundreds or thousands of lessons don't need to be re-recorded after every update. We've seen savings of up to \$600,000 for every release for one of our clients.

**Removes the need for training clients in different languages.** Your team doesn't need to set up training clients in multiple languages for re-recording. Creating training material only requires an application version in a single language.

## 4.5 Creating training material before your system is ready

Nearly every software rollout has one thing in common: they take longer than expected. Bugs, reconfigurations, change in processes mid-way are the norm. With the go-live date nearing and delays piling up, organizations rush L&D to get the training material done.

Result: training isn't ready once the application is released. Employees can't be trained properly. At best, training is incomplete, outdated, and or doesn't match the final version.

With Assima, you have the flexibility to create training material from any system including systems under development, testing systems, production systems, etc. You don't have to wait for IT to release a picture-perfect version of your system since any changes can be swiftly amended. L&D teams can start building material at the UAT stage and reduce their workload as the go-live date approaches.

In comparison, static screenshot tools cannot capture screens this early in the project lifecycle. Since the system is in constant flux, any deviation from the final version and your team will be forced to restart from scratch by recapturing the entire process flow.

### How does it translate into ROI?

**Faster onboarding.** Training teams can have 80% of the lessons ready and start onboarding users months before go-live.

**Maximize end-user adoption.** With a larger window to train, employees have more time to build their skills and gain confidence. Once the live version is up, they are fully proficient on day one - maximizing the efficiency gains of your technology faster, and increasing ROI.

## 4.6 Prototyping for faster deployment

Assima is the only simulation authoring tool that can also be used as a prototyping tool. Since you can recreate your application screens and modify any GUI elements including entire screen layouts - developers, training teams and SMEs can:

- Get ready for upcoming releases by capturing screens while the software is being configured at the UAT stage and showing development teams what the next design version should look like.
- Streamline processes by combining screens, changing fields, and removing steps in a prototype.

### How does it translate into ROI?

**Faster deployment of the production system.** By prototyping upcoming releases early, your team can have the production system up and running faster - which means your organization can reap the operational efficiency gains of your technology faster, increasing ROI.

# Summary

## Benefits for L&D and training teams

- Enjoy up to 90% less rework required for translation, anonymization, and updating training material compared to static screenshot tools
- Keep training in lock-step with development by creating training assets from any system version
- Deliver the most realistic training experience available on the market
- Extend the window to train users by creating content early in the project lifecycle
- Become a proactive force that delivers measurable outcomes to your organization

## Benefits for line of business managers

- Your employees are fully proficient on day one thanks to immersive, consistent, and up-to-date training
- Employees have more time to train and hone their skills because training is ready before go-live.
- Employees spend no time wondering why the live system doesn't look and behave like what they experienced in training - leading to increased productivity, and fewer help desk calls, and mistakes.

## Benefits for your organization

- Reduced training costs and IT complexity by eliminating the need for training infrastructure, data refreshes, and dedicated connectors.
- Increased business agility by keeping training a step ahead of frequent updates by simulating future features.
- Maximize return of your technology investments by deploying new systems faster and empowering a digital fit workforce ready to use them effectively on day one.
- Lower TCO with reduced maintenance costs for training assets and overall support costs.

# 5

## How can Assima maximize ROI of your SAP S/4HANA migration?

### Faster content delivery across countries and updates

For large-scale, complex rollouts involving different locations, Assima can save your organization development time and ensure data consistency by allowing your teams to:

- Adjust training to local data in record time as your system is deployed across different locations
- Translate application screens without requiring re-recording nor training clients in the target language
- Maintain content up to 90% faster than static screenshot tool

### Faster deployment with better adoption

The problem with SAP training is that it's almost impossible to guess when you should start building your training assets.

- Start too early and screenshots will be out of date. Wait too long and you can't complete training before go-live.
- Updating S/4HANA training assets with Assima is so flexible you can start building training materials from day one without worrying about rework.
- Plus, your business people can get their hands on a realistic version of your new S/4 system months before go-live, extending the window of opportunity to train users.

# 6

## Case study: Why this Dutch manufacturing giant chose Assima over SAP Enable Now

A leading Dutch manufacturer of chip-making machines and the world's largest supplier of photolithography systems embarked on a massive business process improvement program starting in 2018.

They needed to train over 5000 employees spanning across functions including planning, procurement, finance, customer support, supply chain management, and more. The business applications involved included all versions of SAP as well as homegrown applications.

Jeroen De Haan, Program Manager, explains how Assima helps make it happen.

“

**The installation of the Assima product was much easier than the previous authoring tool we were using. Not only could we use the cloud solution from the beginning, but the Assima tool itself is also more user friendly than its competitors.**

---

**Jeroen De Haan** Program Manager

## Solutions

The training teams used Assima to create hyper-realistic simulations of their applications - including all versions of SAP. This provided a safe environment for users to practice, build confidence and make mistakes. **“The major benefit of Assima’s simulations is that people can be trained interactively in an environment that looks familiar to them. From the users’ perspective, the training environment looks and feels just like the real applications,”** explains Jeroen.

Training modules were also available online 24/7 as self-service learning. This approach ensured thousands of users could be trained asynchronously.

## Results & Benefits

“

**We estimate that we are creating training material 25-50% faster than we can create with other tooling, thanks to Assima**

---

**Jeroen De Haan** Program Manager

## Faster content delivery

Before Assima, they were already familiar with static screenshot tools like Captivate. Although they work fine for static recordings, Assima has a huge advantage in terms of development speed for standard applications like SAP.

“

**When it comes to an application that is already in the library of Assima like SAP, the Assima tool has a huge advantage because then you have a quick jumpstart and you can develop training modules much faster,**

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**Jeroen De Haan** Program Manager

## Increased learning retention

Today, with Assima's guided simulations, users can practice in an environment that looks and feels like the real system. **“Instead of looking at slides, they can interact with the tool. The menus, structures, dropdowns - they all work. Employees think they are working in the application but it's actually a clone of the system that's completely risk-free,”** said Jeroen.

**Read the full case study →**



Assima is the leader in systems training and digital adoption for enterprise solutions.

Trusted by 15 of the top 20 banks, Fortune 500 companies across industries, and the world's largest hospital networks, Assima helps organizations empower employees with hands-on experience, reduce training costs and maximize return from their technology investments.

**assima.net**