What We'll Cover

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Introductions

Introduction & Overview

ETS is an SAP Silver Partner

- A knowledge-based consulting company delivering quality and value SAP products and services across North America.

- Our consultants average close to 25 years of solid business and SAP implementation participation

Cloud Migration – Key Success Factors

- Pre-plan the entire project from setup to production

- Key activities: data cleanup, process mapping, change impact analysis

- Pre-project efforts reduce risk and accelerate execution

- Focus on long-term success past the go-live date

- Work the entire process through the "four rocks" of success

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Rock #1 – Confirm Your Transition Path

Rock #1: Confirm Your Transition Path

Start well to ensure you finish well

- Understand Public vs. Private Cloud Options
- Assess Several Factors: Complexity, Compliance, Flexibility, Time, Cost
  - Can You Be Completely Standard or Not?
  - If Not, How Far Out of Standard is Acceptable? Set Limits for the Project
- Define Allowable "color-field" Options for your Landscape
  - Greenfield
  - Brownfield
  - Other

SAP Public vs. Private Cloud #1

Feature	SAP S/4HANA Public Cloud	SAP S/4HANA Private Cloud
Environment	Multi-tenant (shared infrastructure)	Single-tenant (dedicated infrastructure)
Customization	Limited Customizations done via Fiori apps and extensions. Source code <u>cannot</u> be altered	Extensive Allows for deeper customizations, including full access to the backend system and custom ABAP development
Best Suited for:	New customers, or those willing to adopt standard processes and best practices	Existing SAP customers with complex, industry-specific requirements, or those who need to retain customizations
Implementation	Greenfield (starting fresh), or as part of a selective data transition	Brownfield (migrating), selective data transition, or greenfield transitions.

SAP Public vs. Private Cloud #2

Feature	SAP S/4HANA Public Cloud	SAP S/4HANA Private Cloud
Updates	Automatic quarterly updates with no need for customer-driven upgrades	Customer-driven upgrades with a more flexible, self-scheduled update process
Cost	Lower TCO Faster time-to-value	Higher TCO due to dedicated infrastructure, but can be justified by customization needs
Control	Lower customer control, since SAP manages the infrastructyure and updates	Higher customer control and security, especially for sensitive data or strict compliance needs

Rock #2 – Defining & Executing Pre-Project Activities

Rock #2: Defining and Executing Pre-Project Activities

Start well to ensure you finish well

- Importance of readiness and data assessments
- Key activities: data cleanup, process mapping, change impact analysis
- Pre-project efforts reduce risk and accelerate execution

Suggested Pre-Project Activities #1

Project Management and Planning

- Establish project governance and a high-level project timeline.
- Define project scope and map business capabilities.
- Create landscape reports and project plans.
- Conduct a project kickoff and onboarding for all stakeholders.

System Assessment and Analysis

- Analyze existing SAP ECC processes, if Brownfield implementation
- Perform SAP Readiness Check to identify potential issues and dependencies.
- Check for incompatible add-ons and review custom code compatibility.
- Identify and map all custom code that may need remediation or replacement with standard functionality.

Suggested Pre-Project Activities #2

Technical and Functional Preparation

Data preparation: Cleanse and archive data, especially customer and vendor records.

Customer/Vendor Integration (CVI): Perform CVI activities, including running the CVI cockpit and correcting inconsistencies, to convert customers and vendors into Business Partners.

Financial Reconciliation: Reconcile financial data to ensure consistency before migration.

System Checks: Run pre-conversion checks and implement necessary SAP Notes and correction instructions.

Gaps and Solutions

Conduct Fit-to-Standard workshops to compare business requirements with standard SAP processes.

Identify and document any functional or technical gaps that will need to be addressed during the implementation.

Rock #3 – Managing the Transition on Accelerating Timelines

Rock #3: Managing the Transition on Accelerated Timelines

How Do You Control the Project Timeline, Budget, Functionality

- Adopt SAP ACTIVATE methodology and strong governance

- Fit-to-standard and clean core principles

- Enable acceleration through RISE with SAP tools and clear milestones

SAP ACTIVATE Goals #1

SAP Activate

A comprehensive methodology for SAP S/4HANA transformations, guiding projects through phases like Discover, Prepare, Explore, Realize, Deploy, and Run.

It consists of three pillars:

- SAP Best Practices,
- Guided Configurations, and
- SAP Activate Methodology.

Fit-to-standard

Implementation approach focusing on using the out-of-the-box SAP standard functionality.

Encourages customers to adapt their business processes to the pre-delivered standard solution instead of customizing the software from scratch, speeding up implementation and enhancing quality.

SAP ACTIVATE Goals #2

Clean core

Strategy – keep the core ERP system simple and agile by minimizing customizations.

Custom processes are moved to side-by-side extensions

- Built on platforms like SAP Business Technology Platform (BTP)

Makes upgrades easier and allows for more frequent innovation due to keeping the core ERP stable

Rock #4 – Sustaining Adoption & Continuous Improvement

Rock #4: Sustaining Adoption and Continuous Improvement

You are not done yet. – Go-Live is just the beginning

Establish governance and policies post go-live

Foster continuous learning and innovation cycles

Align roles, responsibilities, and operating models

Create a Center of Excellence blending business and technical staff into one support organization to leverage all of the SAP S/4HANA functionality you licensed

- Continue to add value by implementing functionality you already have licensed, but have not "turned on"

Integrating the Four Rocks into a Holistic Roadmap

Integrate the Entire Project into a Cohesive Whole

Each rock builds on the previous one for aligned execution

Connect business process, technology, and people changes

Ask any ETS staff person about our previous customer implementations

Wrap-Up

Key Points to Take Home

- Identify the reasons for moving to the cloud: value? Agility? Innovation? TCO?
- Success depends on both technical readiness & organizational alignment
- Research & Confirm your transition path: Public vs. Private
- Work hard at the pre-project activities: data cleanup, change impact analysis, process maping
- Adopt SAP ACTIVATE methodology to accelerate the transition timeline
- Don't forget to work at sustaining adoption & continuously improve
- Judiciously use external resources to fill in the project activity gaps

Where to Find More Information

RISE with SAP

- Onboarding Resource Center for SAP RISE

ETS Support Resources

- ETS documents for ERP & Finance, Digital Supply Chain, SAP BTP, Data Services, Custom Development

SAP ACTIVATE

- SAP Activate methodology provides a clear adoption process of structured and solution-specific best practices. Usable for both public and private cloud projects.

Customer Center of Excellence (Customer COE)

- Customer COE is a team of SAP experts within your organization which bundles SAP know-how and competencies, bringing them together across departments – a blending of business & technical staff.

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