

2025 BUYER'S GUIDE

SAP S/4HANA



BUYER'S GUIDE

Building for the Future with SAP S/4HANA

75%

**of customers
running SAP
ECC or SAP
Business
Suite are yet
to move to
SAP S/4HANA.**

The move to SAP S/4HANA continues to be the biggest question in the SAP ERP space. Since the solution was introduced, SAP have reported that more than 25,000 customers have licensed the solution. While this number may seem significant, it only represents around a quarter of SAP's total ERP customer base. Over the last three years, SAP has emphasized the move to cloud ERP and SAP S/4HANA Cloud through the RISE with SAP offering. While this has seen growth, most customers running SAP S/4HANA continue to do so through traditional licensing rather than the subscription-based model that is part of RISE with SAP. However, converting long-time ERP customers to either SAP S/4HANA or SAP S/4HANA Cloud remains a hurdle for SAP.

Organizations that have already deployed SAP S/4HANA have experienced benefits like improved process efficiencies and performance compared to their previous ERP systems, including better end-user and business satisfaction owing to the SAP Fiori-based interface. However, despite such benefits, SAP S/4HANA adoption is sluggish. Some adoption models predict that as many as 10,000 customers will not have started their move to SAP S/4HANA by the time mainstream maintenance ends in 2027.

Lack of adoption remains a major concern for SAP. This reflects in the data shared by SAP's CEO Christian Klein during the recent earnings calls where he stated that only 25% of SAP's existing enterprise ERP customer base has started the move to

18%

of organizations report that they either have no plans to switch to SAP S/4HANA or will not do so until after 2027

SAP S/4HANA. With approximately 25,000 customers having licensed the solution, half of whom are entirely new, there remains over 35,000 customers still running SAP ECC or SAP Business Suite. Convincing these customers to move to SAP S/4HANA will be a significant challenge for SAP especially considering that 18% of respondents in a SAPinsider research report state that they either have no plans to switch or will not do so until after 2027.

To help SAP users with their decisions around SAP S/4HANA, SAPinsider put together this Buyers Guide which explores the challenges, opportunities, and trends while highlighting key vendors and partners in the space. The vendor capability assessments are intended to aid and assist organizations in selecting vendors who provide technology and consulting services for SAP S/4HANA including preparation, implementation, infrastructure, and post-deployment support.

The transition to SAP S/4HANA is further complicated by SAP's focus on moving customers to RISE with SAP. While many customers might be willing to consider a move to SAP S/4HANA at some point, few are interested in RISE with SAP. This is partly due to concern about potential limitations that may exist with using RISE with SAP, but most importantly, the high cost of the project. While transitioning to SAP S/4HANA is already expensive, adding the complexity of cloud-based infrastructure and multi-year subscription-based licensing can significantly increase the total cost.

While the move to RISE with SAP does not require the capital expenditure that a more traditional SAP S/4HANA deployment would incur, the long-term recurring costs can be significant. Additionally, the preparation work needed for both the projects is nearly identical. In both cases, organizations are required to cleanse, harmonize, and improve data quality, adapt custom

code and determine the customizations needed to be included, put plans in place for updating or upgrading third-party solutions integrated with their ERP system, and redefine roles and authorizations.

Completing this preparation work may require months of effort, especially if the move to SAP S/4HANA is part of a larger transformation project. While broader transformation offers the opportunity to update and redefine business processes to better support current business needs, doing so not only requires SAP team's involvement but also considerable commitment from other business verticals. Without their involvement, organizations can not ensure if the newly deployed system and processes will meet end user needs.

Consultants and system integrators also play an important role in the move to SAP S/4HANA. While there may be an expectation that system integrators are primarily engaged to supplement internal teams, these organizations often play a much bigger role. For example, respondents to SAPinsider research highlight adapting custom code, project management, optimizing workflows and processes, business case development, and solution deployment as some of the areas in which they plan to use system integrators.

The challenge that lies with consultants and system integrators will be their availability over the coming years. With so many organizations still needing to move to SAP S/4HANA, most projects lasting from 1-2 years, and with thousands of customers looking to complete projects between now and 2027, there will be a resource bottleneck. This may well mean that some organizations that were looking to use system integrators may not be able to do so. It is vital that those moving to SAP S/4HANA ensure that they put plans in place to address the potential for resource limitations if they are to be able to meet their planned project deadlines.

Drivers for SAP S/4HANA Adoption

Over the last year, the upcoming end of mainstream maintenance has become the biggest single factor impacting SAP S/4HANA adoption. This is not only affecting the larger transformation plans for organizations, but also the strategies that they are implementing. Almost all organizations are now focused on the end of maintenance deadline, even if they do not intend to complete SAP S/4HANA deployment before the end of 2027.

However, several other factors continue to influence SAP S/4HANA adoption. One of these is the pressure to create a harmonized and centralized model and structure. While a unified and centralized business and financial truth has been a longstanding priority for organizations, the move to SAP S/4HANA is a key step for achieving this goal. However, this must be balanced against the overall cost of the project and potential savings that can be achieved by replacing existing infrastructure. Organizations must ensure that these drivers are accounted for as part of the projects that they are completing.

Upcoming end-of-maintenance requires a transition to SAP S/4HANA. More than half the organizations responding to SAPinsider research now consider the upcoming end of maintenance to be the biggest factor driving their future ERP plans. The challenge for these organizations is in how to proceed. SAP is making traditional licensing of SAP S/4HANA significantly more expensive, but many organizations are not interested in moving to RISE with SAP S/4HANA Cloud. Organizations also face both governmental and industry regulations around data sovereignty and data resi-

dency and must balance compliance with any future ERP plans. While there are significant benefits that can be achieved by moving to SAP S/4HANA, for example improved process efficiencies, performance, and end-user satisfaction, organizations must plan effectively if they are to capitalize on the technology innovations offered by the solution.

Opportunity to re-engineer processes to better fit operational needs or correct configurations from a previous ERP implementation. Every ERP deployment is unique. This is because they are almost

always customized to meet the specific operational needs of the organization in which they are running. This includes everything from the deployment infrastructure to the way business processes work. However, many of these processes were put in place when the system was first deployed, which may be up to 20 years ago in case of some older ERP deployments. While adjustments can be made, many SAP customers now face the challenge that their processes no longer meet today's operational needs. Moving to SAP S/4HANA can provide the opportunity to update or correct existing configurations if the deployment that is completed is more than a system conversion. Leveraging this opportunity may be crucial to long-term organizational success and is something that should be strongly considered as part of the move to SAP S/4HANA.

Pressure to reduce costs in existing systems and infrastructure and provide additional flexibility and scalability. One of the benefits of moving to SAP S/4HANA

54%

of organizations report that the upcoming end of maintenance is the biggest factor impacting their plans for SAP S/4HANA.

63%

of organizations state that the high cost of the project is the biggest factor preventing them from moving to SAP S/4HANA.

is an opportunity to leverage cloud-based infrastructure, which can be cheaper than new infrastructure investments, and may also provide increased flexibility and scalability. But behind these goals is a pressure to reduce IT costs, something that is constant for most IT teams. Legacy infrastructure, especially in the case of systems that may have been running for over a decade, can be expensive to maintain. Some companies have performed a lift and shift of their systems to either private cloud or hyperscaler-based infrastructure, but others are looking to complete this move in conjunction with an SAP S/4HANA deployment.

Pressure to digitally transform existing ERP solutions to create a harmonized and centralized model and structure. A single source of business and financial truth is a goal for many organizations. Moving to SAP S/4HANA makes this possible because most organizations are looking to replace multiple existing ERP instances with a single SAP S/4HANA instance. While this may make the move to SAP S/4HANA more complex, the benefits

that can be achieved with a scaled-up deployment can outweigh the increased complexity. Having a single, centralized system that contains all the organization's business and financial data has reporting, analysis, and cost benefits that can make moving to SAP S/4HANA a huge benefit.

Business demands updated processes that better fit current needs and regulatory requirements. Regulations around topics like personal data, data residency, and data sovereignty have changed rapidly over the past decade and have made it difficult for organizations to keep up with existing systems. This is especially true when many deployments contain multiple customizations and use a relatively small proportion of standard functionality. If it takes weeks or months of updates to customizations to support new regulations, and for each change in regulation, this can be very expensive for organizations. Implementing a system like SAP S/4HANA, and by using standard functionality in that system, can make providing updated processes to business teams much more achievable.



SAP S/4HANA Trends

SAP S/4HANA Adoption status. Around 30% of organizations surveyed by SAPinsider report that they have deployed SAP S/4HANA. However, not all of them have switched to the solution. This is because they may be conducting a proof-of-concept or pilot project or are in the process of converting just one of their existing ERP implementations to SAP S/4HANA with the intent to make decisions about further deployments based on the success of the first. Each year sees fewer organizations with no plans for a move to SAP S/4HANA, but the overall adoption continues to remain steady.

Deployment model for SAP S/4HANA. A system conversion or brownfield deployment remains the most likely deployment model for SAP S/4HANA among respondents to SAPinsider research. This has remained consistent over the last five years. What continues to change is that, as more long-term SAP customers move to SAP S/4HANA, a growing number are planning to use a selective data transition for their deployment. A selective data transition offers significant flexibility to organizations including the ability to move only relevant historical data, bring forward existing structures while incorporating new business processes, and the ability to change landscapes.

Infrastructure strategy for SAP S/4HANA. Three quarters of those responding to SAPinsider's Deployment Approaches to SAP S/4HANA 2024 research indicated that they plan to use private cloud, hyperscalers, or a hybrid cloud approach with their SAP S/4HANA deployment. Some will use cloud infra-

structure in combination with on-premise systems, but the majority are moving to either private cloud or hyperscaler/public cloud infrastructure-as-a-service offerings. Some will move to RISE with SAP or GROW with SAP, but this is only around 15% of those surveyed.

Teams involved in SAP S/4HANA decisions. Even though a move to SAP S/4HANA can have a significant impact on business teams, 87% of organizations report that IT teams are the most likely to be involved in SAP S/4HANA decisions. This is a holdover from when deciding to use an SAP system was primarily an IT decision and is something that should change as business teams need to be involved in the way business processes are updated during the move to SAP S/4HANA. Outside of IT teams, the most likely business teams to be involved are finance (68%) and supply chain (40%).

Impact of RISE with SAP on plans for SAP S/4HANA. When compared to 2023 (14%), the biggest change over the past year is that three times as many organizations (42%) now report that their thinking on RISE with SAP has changed because some generative AI capabilities are only available to cloud ERP customers. This suggests that SAP's messaging around RISE with SAP is having a significant impact on customer thinking, although the proportion of those using RISE with SAP is only increasing slowly. However, with 23% of organizations putting their SAP S/4HANA project on hold so that they can evaluate RISE with SAP (an increase of 10%), RISE with SAP adoption is likely to increase in 2025.

92%

of organizations plan to use consultants or system integrators as part of the move to SAP S/4HANA.

Upgrade timeline for SAP S/4HANA.

Once organizations have deployed SAP S/4HANA, they largely fall into two categories when it comes to upgrades. The first group comprise of those continuing to run the version that they initially deployed, which could be as old as 1511 but is more likely to be 1709, 1809, or 1909. The second group comprises of those on a one-to-two-year upgrade cycle. This is supported by the fact that 31% of those

responding to the Deployment Approaches to SAP S/4HANA 2024 research reported already running or implementing SAP S/4HANA 2023 and another 27% running or implementing SAP S/4HANA 2022. Given that any version of SAP S/4HANA older than 1909 has already reached the end of mainstream maintenance, organizations running older versions should put in place plans for upgrading.

Tips for Buyers

- **Put in place continuity plans for ERP systems immediately.** More than 30,000 SAP customers continue to run an SAP ERP system released before 2014, and the maintenance for these systems will end within the next three years. In addition, nearly half (45%) of the organizations already using SAP S/4HANA are running a version that has either ended mainstream maintenance or will do before the end of 2025. It is vital for organizations to be aware of the end of maintenance dates for their existing ERP systems, the operating systems and databases on which they are running, and also understand how these systems will operate after the end of mainstream maintenance. Though not all organizations will move to SAP S/4HANA before the end of 2027, continued operations of ERP systems can not be assumed.
- **Learn as much as possible about RISE with SAP and cloud ERP.** Only a small proportion of respondent organizations (18%) are switching their SAP S/4HANA

projects to use RISE with SAP, while another 23% are evaluating whether or not they should make any changes. However, SAP is not deviating from its cloud ERP strategy, and acquiring on-premise or perpetual licenses for SAP S/4HANA is becoming increasingly expensive and difficult. Many organizations are not ready to move away from an on-premise or cloud-hosted SAP S/4HANA deployment strategy, although more appear to be accepting that RISE with SAP may be the path they need to take, but learning as much about the packaging, pricing, requirements, and responsibilities of RISE with SAP is crucial for any organization running an SAP ERP offering.

- **Dedicate time to exploring the benefits of the different deployment models for SAP S/4HANA.** It may seem as though a system conversion is the easiest SAP S/4HANA deployment model for organizations moving from SAP ECC or SAP Business Suite, this may not necessarily be the case. If the existing system was

75%

of organizations plan to deploy SAP S/4HANA to private cloud or hyperscaler infrastructure

58%

of organizations are either running or implementing a version of SAP S/4HANA that was released within the last two years.

created at a time when the organization was much smaller or when business processes were quite different, there may be significant advantages to performing a new implementation and recreating those processes from scratch. Even if it makes sense to bring existing structures into a new ERP system, a selective data transition may provide a better foundation for future innovation. This is why it is vital to dedicate time to evaluating the different deployment models for SAP S/4HANA and understand the biggest challenges involved in the overall deployment.

- **Utilize infrastructure that will help minimize cost and provide the best performance and security in the long-term.** As organizations move to SAP S/4HANA, they are likely to be considering new and updated infrastructure to ensure the longevity of the environment they are creating. But they are also tasked with reducing costs in existing systems while providing additional flexibility, and deploy SAP S/4HANA using a cost-effective ap-

proach that ensures high performing and secure infrastructure and operating system. Juggling these factors can be challenging, which is why working with an experienced infrastructure provider can help maximize the value of any infrastructure used, whether that is in the private cloud, public cloud, or in a hybrid landscape.

- **Ensure that deployment plans take SAP's cloud ERP strategy into consideration.** Not every organization is looking to move to RISE with SAP or cloud ERP. However, for organizations that do not yet have SAP S/4HANA licenses, moving forward with an on-premise deployment may be significantly more difficult than in the past. Given that an increased number of respondents plan on not moving to the cloud, it is vital to understand how plans for SAP S/4HANA deployment align with SAP's cloud ERP strategy. This is especially true for those that do not already have SAP S/4HANA licenses. Even those who already have licenses may find themselves under significant pressure as SAP has goals to move all on-premise licenses to cloud ERP. This includes both legacy ERP systems such as SAP ECC and SAP Business Suite, but also any SAP S/4HANA deployments that are on-premise.



Providing AI-Powered Accelerated SAP S/4HANA Transformations

About Applexus Technologies

Applexus Technologies is a global SAP consulting firm specializing in SAP S/4HANA, Data & Analytics, and SAP BTP solutions. The company offers end-to-end services, from strategic planning to seamless implementation and post go-live application management support, backed by deep industry expertise and SAP domain knowledge. Applexus is a member of the BTP Focus Partner program and SAP Gold Partner.

To learn more, visit

<https://www.applexus.com/>

Solution Portfolio

- SAP S/4HANA Private and Public Cloud
- RISE with SAP
- SAP Datasphere
- SAP BW, SAP BW/4HANA
- SAP BTP
- SAP SuccessFactors
- Databricks
- Google Cloud Platform
- AWS

Differentiators

- **CeleRITE** – Applexus' AI-powered platform accelerates SAP S/4HANA migrations by automating the migration of configurations, code, data, and security. CeleRITE supports advanced scenarios like ECC to S/4HANA carveouts for divestitures, M&A consolidations, and lift-and-migrate options for ECC industry-specific solutions to S/4HANA, like AFS/FMS which are otherwise not feasible using standard migration options.

- **RunningStart method & enhanced industry solution accelerators** – RunningStart Agile methodology and pre-built enhanced industry-specific solutions include project accelerators such as over 1,000 test automation scripts, pre-built project documentation, and 1,500+ solutions object repository. It also includes proprietary IP industry cloud solutions like archive data visualization studio and 150+ pre-built value-added functional packages.

- **Implementation expertise and value assurance** – Applexus' team of SAP S/4HANA migration experts have in-depth knowledge of SAP and specialize in configuration, code modernization, data transition, infrastructure aspects such as security and cloud, and work closely with customer resources to drive the program forward.

Value Outcomes

- Accelerated SAP S/4HANA migrations and reduction of up to 40% on cost and timelines.
- Improved operational efficiency with KPIs including inventory turnover ratio, stockout rate, order fill rate, cycle time of processes, system uptime.
- Improved customer experience – NPS
- Value Assurance – ROI, NPV calculations, Value Map.
- Change Management – User adoption, Change success/failure rate, usage rate, time to adoption.

Use Case Example

Customer Overview: Ingles Markets, a leading regional grocer in the Southeastern United States, with 197 stores across the Southeastern U.S.

Challenge: Constrained by a heavily customized SAP ECC FICO solution and legacy grocery ERP solutions, Ingles Markets aimed to modernize its IT landscape by migrating to the SAP S/4HANA platform and achieve real-time visibility into inventory and retail pricing and promotions, improve operational efficiency, and enhance customer experience.

Solution: Applexus transformed Ingles' legacy grocery systems by migrating them to SAP S/4HANA Retail, including SAP CAR and Sales Audit, while deploying its Enhanced Industry Solution for Grocery covering Pricing, Promotions, Procurement, Store Ordering, Master Data, and Analytics. This multi-year phased digital transformation leveraged CeleRITE, Applexus' AI-powered platform for SAP migrations.

Results:

- Solutions Live across 200+ stores
- 2000+ Store Orders Shipped (STOs) per day
- 2000+ Price Changes per day
- \$165+ Million DC to store shipments per month
- 13,899 Direct Store Delivery Deals per Period
- 10K+ Truck Routing/Month

About BMC

BMC empowers 86% of the Forbes Global 50 to accelerate business value faster than humanly possible. The company's industry-leading portfolio unlocks human and machine potential to drive business growth, innovation, and sustainable success. Its Control-M integrates, automates, and orchestrates application and data workflows on-premises, and in public and private clouds, so an organization's jobs and business services are delivered on time, every time. To learn more, visit

<https://www.bmc.com/documents/datasheets/control-m-for-sap.html>

Solution Portfolio

SAP ECC, SAP S/4HANA, SAP BW, data archiving with other SAP systems through Control-M

Solution Roadmap

Control-M is an SAP-certified solution that can create and manage SAP ECC, SAP S/4HANA, SAP BW, data archiving jobs, and support any application in the SAP ecosystem, eliminating time, complexity, and specialized knowledge.

Differentiators

- **Enterprise visibility:** Control-M for SAP provides deep integration and broad visibility for SAP ECC, SAP S/4HANA, SAP BW, data archiving, and with other SAP systems (via Control-M Automation API). This provides users with a single, powerful workflow orchestration platform, resolving cross-application and cross-platform automation challenges. It also provides a 360-degree view of data pipelines at every stage.

- **Ease of use:** Everything is managed within a robust framework—no more scattered views, scripting, or manual intervention. SAP job definitions can be imported into Control-M through conversion tools, so existing jobs don't have to be redeveloped. It provides advanced rerun flexibility and offers a facility to run and monitor processes from mobile and tablet devices.
- **Streamlined business processes:** Complex scenarios can be tailored and customized within Control-M for the effective management of all complex processes. Control-M can streamline processes like O2C, P2P, payroll, year-end/month-end closing, archiving, and much more.
- **Enhanced system performance and availability:** Control-M helps companies cut operational costs, improve efficiency, and increase performance. Problematic workflows can be identified before they fail, reducing unnecessary system downtime and improving system performance and availability.

Use Case Example

Customer Overview: Snam S.p.A a leading energy infrastructure operator in Italy

Challenge: Many of the mission-critical aspects of Snam's business, including daily gas trading, sales, and balancing activities, depend on a complex business network of external stakeholders, trading partners, service providers, and contractors.

Snam needed to evolve its IT strategy by implementing innovative and flexible infrastructures and leveraging specific and versatile skill sets from its business partners.

It was essential to adopt an IT strategy and technology platforms that could reliably support its business with geographical high availability (HA), agility, traceability, and auditability. Only by mastering these requirements would it be able to manage complex IT environments, evolve rapidly and competitively, and maintain high safety standards.

Solution: Snam chose to consolidate all its workload automation tools and exclusively use BMC's Control-M application and data workflow orchestration platform. It also selected BMC partner Beta 80 Group, a company that plays a leading role in the infrastructure and communication technology market in Italy and abroad, to help with the consolidation. With a successful Control-M migration, Snam would be able to deliver high quality 24x7 business services to clients while meeting strict regulatory requirements.

To streamline the process, the migration workflows, which included SAP ECC and SAP S/4HANA, was broken down into smaller phases, with each phase relating to a specific business unit.

Results:

After migrating and consolidating all data and application workflows in Control-M, Snam has achieved the following benefits:

- Improved business services time-to-market by 20%
- Reduced workflow errors by 40%
- Increased efficiency in defining, managing, and monitoring workflows
- Hardened auditability and compliance to meet regulatory standards
- Secured file transfer management and orchestration

Read the full story:

<https://www.bmc.com/customers/snam.html>



About DocuSign

DocuSign brings agreements to life. More than 1.5 million customers and a billion people in over 180 countries use DocuSign solutions to accelerate the process of doing business and simplify people's lives. With its DocuSign IAM platform, DocuSign unleashes business-critical data trapped inside documents, which until now, was disconnected from business systems of record, costing businesses time, money, and opportunity. Using DocuSign IAM, companies can create, commit, and manage agreements with solutions created by the e-signature and Contract Lifecycle Management provider.

SAP Solution Portfolio

DocuSign eSignature + SAP SuccessFactors, DocuSign eSignature + SAP Ariba, DocuSign eSignature + SAP Fieldglass, DocuSign eSignature + SAP CX, DocuSign eSignature + ECC, DocuSign CLM + SAP Ariba, DocuSign eSignature + SAP S/4 HANA (on prem), DocuSign eSignature + SAP S/4 HANA (cloud)

Solution Roadmap

IAM for HR, IAM for Procurement, Agreement Q&A, Agreement AI Extractions, Integration with SAP Next Generation products utilizing SAP BTP, Continuous SAP Partner Innovation

Differentiators

- **Trust and innovation:** DocuSign is a proven leader in agreement technology. The company redefines how the world comes together and agrees, making agreements smarter, easier and more trusted.

Signing Swiftly with DocuSign and SAP

- **Customer success:** The company helps customers succeed with an organization focused on designing, engineering and supporting new agreement technologies that drive real-time innovation.
- **Comprehensive ecosystem:** DocuSign delivers the most comprehensive suite of tools to automate the entire agreement process. Its solutions integrate with the most popular business applications, giving greater agility, speed for businesses to innovate and the highest coverage across local regulations.
- **Leadership:** Thanks to its customers, DocuSign has been recognized as a leader in agreement technologies and together we've helped contribute toward a healthier planet.

Value Outcomes

- 44 languages can be utilized for sign and 14 languages can be utilized for send
- Over 87% of Fortune 1000 companies are DocuSign customers
- Over 4,000 federal, state and local government agencies in the United States, and over 5,500 government customers across the globe use DocuSign
- eSignature and CLM are FedRAMP Moderate Impact Level, StateRAMP, and DoD IL4 authorized
- DocuSign has been used in more than one billion transactions across the globe, with a third of all transactions completed via mobile
- 76% of all successful eSignature transactions were completed in less than 24 hours and 41% within 15 minutes
- 99.9% uptime for eSignature with no maintenance downtime
- Over 900 active partner integrations, including SAP

Use Case Example

Customer Overview: Wieland is one of the largest suppliers of copper and copper alloys—with a global footprint that includes over 30 facilities in the US and 80 worldwide. From prototype to series production, the manufacturer develops solutions for automotive, electronics, refrigeration, air conditioning and other industries.

Challenge: Wieland faced many efficiency challenges including a heavy influx of agreements that involved printing, scanning, emailing and storing in large stacks of folders. The manual, disconnected workflows led to long waiting times and increased administrative effort while slowing down sales, procurement, HR and other processes.

Solution: DocuSign's market recognition and partnership with SAP made it the top choice for digitizing their HR contract processes. Wieland was using SAP cloud solutions in various parts of its business for years. With SAP Signature Management by DocuSign, the company could transform a lot of manual steps into a seamless, cross-departmental workflow—bringing speed and visibility to the agreement flow in just a few weeks.

Results:

- Turnaround time decreased from several days to a few hours
- 37% of all envelopes are now completed within the first hour of shipment
- Human effort was slashed in half, from about 60 minutes per agreement to 30-40 minutes, resulting in time savings of 1,200 hours annually.



Accelerated ERP Transformation with SAP on Google Cloud

About Google Cloud

Google Cloud is the new way to the cloud, providing AI, infrastructure, developer, data, security, and collaboration tools built for today and tomorrow. Google Cloud offers a powerful, fully integrated and optimized AI stack with its own planet-scale infrastructure, custom-built chips, generative AI models and development platform, and AI-powered applications, to help organizations transform. Google Cloud and SAP benefit from enhanced application performance and improved efficiency with Intel® Xeon® scalable processors.

Learn more at <https://cloud.google.com>

Solution Portfolio

SAP S/4HANA integration, SAP-certified partner for RISE, BTP, Datasphere, Analytics and AI/ML

Differentiators

- **Transformative AI Solutions:** Partnering with Google Cloud, business leaders can use purpose-built AI solutions to drive organizational transformation and address real-world challenges.
- **Advanced Conversational AI:** Google Cloud offers an end-to-end application combining state-of-the-art conversational AI with multimodal and omnichannel functionality, ensuring exceptional customer experiences at every interaction.
- **Gemini for Google Cloud:**
 - Acts as a writing and coding assistant.
 - Serves as a creative designer and expert adviser.
 - Functions as a data analyst, enhancing productivity and creativity.
- **Personalized Consumer Experiences:** Use AI solutions to deliver

tailored experiences across channels, boosting conversion rates across digital properties.

Value outcomes

- **Optimized machine types for SAP workloads:** Google Cloud offers 32TB SAP-certified machines, simplifying deployment and administration. Memory-optimized X4 instances support up to 32TB SAP HANA workloads—the largest in the cloud market.
- **Faster value realization:** Google Cortex for SAP Framework includes ready-made analytical and AI models built on SAP data structures and offer pre-designed dashboards and integrates additional datasets like market trends to enhance insights.
- **Agility and scalability:** Cloud infrastructure enables on-demand scaling, allowing organizations to adjust resources as business needs evolve.
- **Enhanced performance and efficiency:** Google Cloud infrastructure ensures reduced latency and faster processing for SAP applications and improves operational efficiency and user satisfaction.
- **Reliable and secure environment:** Robust security measures and certifications protect against cyber threats like DDoS attacks and ensure consistent availability and regulatory compliance for critical business operations.
- **Support for sustainability initiatives:** Integrates SAP Datasphere with ESG data using Google Cloud for actionable insights and enables organizations align with their sustainability goals.

Use Case Example

Customer: Cementos Pacasmayo, a cement company

Challenge: The company faced challenges with data accessibility and analysis due to its reliance on a complex and outdated SAP system. This resulted in costly external SAP experts, manual data extraction into spreadsheets, and a lack of real-time insights, hindering sales and operational efficiency.

Solution: To address this, the company migrated their SAP system to Google Cloud and implemented a data lake using BigQuery, using Google Cloud Cortex Framework for simplified data modeling.

Results:

- Enabled connection to various data sources and integration with Looker for visualization, fully in Spanish.
- Accelerated data analysis processes by up to 60%.
- Empowered business users to independently access and analyze data, reducing reliance on specialized developers.
- Lowered costs by approximately 66%.
- Initiated pilot projects with advanced analytics using Vertex AI, including a virtual assistant and operational optimizations leveraging IoT sensor data.
- Enhanced customer satisfaction and operational efficiency through these initiatives.
- Fostered greater data transparency and enabled data-driven decision-making across Cementos Pacasmayo through Google Cloud adoption.

About Neptune Software

Neptune Software, a leading app development platform, empowers businesses to easily create digital solutions that simplify complex enterprise processes for SAP and beyond. It has pioneered advancements in no-code, low-code, pro-code and AI-driven application development. Neptune helps accelerate digital enterprise innovation and execution while maximizing ROI through optimized technology and processes. Neptune has a global reach, serving over 800 companies and more than five million end-users and developers worldwide. Learn more at

<https://www.neptune-software.com/>

SAP Solution Portfolio

SAP ECC 6, SAP S/4HANA on prem, SAP S/4HANA Private Cloud Edition (RISE), SAP S/4HANA Public Cloud Edition (GROW), SAP BTP, SAP Success Factors.

Solution Roadmap

- Improved AI capabilities focusing on AI-assisted development and business outcome
- SAP Business Technology Platform proxy for smooth integration and single sign-on support
- JavaScript Single Page Applications development capabilities

Differentiators

- **SAP-native app development platform:** Neptune DXP is the only AI-driven enterprise app development platform that is SAP-native, connecting Business, IT & Operations. One platform with unlimited possibilities, made for SAP but built for more.
- **Seamless integration:** Neptune uniquely offers true native integration within SAP, providing a seamless and comprehensive on-stack no-code/low-code offering for S/4HANA.
- **Centralized application lifecycle:** The company centralizes the application lifecycle, from design to maintenance, ensuring seamless transitions between no code, low code, and pro code development.
- **Mature and predictable technology stack:** Customers can overcome legacy limitations, streamline operations, improve user adoption, and support a mobile workforce for greater productivity and enhance efficiency with a mature and predictable technology stack.
- **Single platform for DevOps:** Full tech and delivery team can work on one platform, in one place, with ready-to-use tools for design, testing, and delivery.
- **Eliminates front and backend separation:** Neptune allows for the integration of multiple data sources and environments into a single launchpad or view. Only one skill set is needed to produce applications, eliminating the traditional separation of front and backend development.

Value Outcomes

- 10 x faster building high quality business apps.
- 55% decrease in software maintenance costs.
- 29% increase in overall productivity.

Use Case Example

Customer Overview: Nippon Gases is a Europe-based company that supplies industrial and medical gases to various industries.

Challenge: Nippon Gases faced three critical challenges during their SAP S/4HANA transformation journey:

- SAP Fiori's limitations in customization and speed.
- Rising costs tied to managed hardware, like Zebra devices.
- The need to keep their SAP core clean while addressing unique operational needs.

Solution: The company chose Neptune DXP to:

- Focus on clean backend practices while tailoring the frontend to users.
- Replace 300 Zebra devices with a cost-effective "bring your own device" strategy.
- Create agile, user-friendly apps for urgent and critical scenarios.
- Results: Nippon Gases now enjoys greater agility, lower costs, and user-centric innovation with Neptune DXP. It also benefits from:
- Faster solutions: Neptune apps outperformed standard SAP tools in critical situations.
- Cost savings: A streamlined approach reduced hardware expenses.
- Operational flexibility: Enabled a smooth SAP S/4HANA transition on their terms.



About SIOS Technology Corp.

SIOS Technology Corp. is headquartered in San Mateo, California, with offices worldwide. Founded in 1999, SIOS provides high availability and disaster recovery solutions that eliminate data loss and ensure systems availability for critical Windows and Linux applications operating across physical, virtual, cloud, and hybrid cloud environments. Its clustering software is essential for any IT infrastructure with applications requiring a high degree of resiliency, ensuring uptime without sacrificing performance or data – protecting businesses from local failures and regional outages. Find more information on SIOS at <https://us.sios.com>

Solution Portfolio

SAP, SAP S/4HANA, SAP NetWeaver

Solution Roadmap

Active monitoring for SAP Primary Application Server (PAS) Instance, ABAP SAP Central Service (ASCS) instance, back-end databases, the SAP Central Services Instance (SCS) etc. Supports both JAVA and ABAP versions of SAP servers running on Red Hat Enterprise Linux, SUSE Linux Enterprise Server, or Windows and accommodates a wide range of storage architectures.

Differentiators

Out-of-the-box high availability for SAP S/4HANA: Meets SLAs for >99.99% availability without specialized expertise.

Quick and easy to deploy: Wizard-driven, highly automated configuration and management removes time-consuming, error-prone manual steps. No specialized knowledge of clustering or underlying application technology required making configuration 5x faster. Validation of user input ensures error-free configuration and management settings. CLI Cloning (Import/Export configuration) enables easy configuration, and operation of new systems with predefined settings and integrated best practices.

Complete Monitoring and Recovery Solutions for SAP S/4HANA

Deep monitoring: Application hooks provide deep monitoring of SAP S/4HANA services and performance.

Automated support against disaster: The SIOS LifeKeeper Advanced Disaster Recovery feature provides automated HA/DR support for up to four cluster nodes, ensuring protection against local, site-wide, and regional disasters with fast and reliable failover-to-target nodes in geographically separated locations.

Reduced administration and speedy switchovers: LifeKeeper Advanced Disaster Recovery reduces administration time by automating highly manual, error-prone tasks and ensuring confidence in the failover process. In SAPHANA environments, SIOS DR multi-target feature includes the ability to leverage the handshake capability to speed up the manual switchovers processes.

Value Outcomes

- Intelligent HA protection for mission-critical applications, databases and ERPs.
- Application-aware availability ensures cluster failover automatically.
- Application best practices for fast, reliable continued operation.
- Reduces data transfer costs in cloud environments.
- Efficient replication engine to minimize network traffic without hardware accelerators or compression devices.
- Intuitive management console saves labor cost by automating data replication tasks.

Use Case Example

Customer overview: A Hong Kong-based beverage manufacturer that produces 61 beverage brands including the number one software drink brand in the world and distributes them to more than 728 million customers throughout Hong Kong, mainland China, Taiwan and western USA.

The challenge: The company's IT department determined that they could achieve true high availability (99.99% uptime), disaster recovery, scalability and cost savings by migrating to the cloud and using failover clustering to protect their critical SAP system. However, SAN and other shared storage required for traditional failover clustering was not practical in some clouds and not available in others.

The solution:

- SIOS Protection Suite for Linux for SANless failover clustering to provide full HA and DR for SAP and its critical services.
- SAP and HANA Application Recovery Kits (ARKs) to automate configuration steps and validate configuration inputs, manage IP failover, and boot order to minimize human error.
- SIOS clustering software to verify SAP and critical services are running, databases are mounted and available, any file shares or exports are available, and clients can connect.
- Continuous monitoring by SIOS of the servers, virtual machines, operating system and all major components of the SAP software.
- For DR protection, the company located the active and standby cluster nodes in different AWS Availability Zones for geographical separation.

The results: SIOS Protection Suite made it possible for the beverage manufacturer to meet the stringent recovery time and recovery point objectives established for its SAP/DB2 environment. To date, the configuration has experienced no perceptible downtime, including during planned maintenance.



About Syniti

Syniti solves the world's most complex data challenges by uniquely combining vast data expertise with deep business knowledge and intelligent software to ignite growth, reduce risk and increase competitive advantage. Syniti is an SAP platinum partner and offers solution extensions for SAP software like SAP Advanced Data Migration and Management (ADMM), the only third-party SAP premium-certified, cloud-based S/4HANA data migration solution. Syniti Knowledge Platform (SKP) is also an SAP Endorsed App and available on the SAP® Store. **To learn more, visit <https://www.syniti.com/>**

Solution Portfolio

SAP S/4HANA, SAP ECC,
SAP S/4HANA Private Cloud, SAP
S/4HANA Public Cloud, SAP
SuccessFactors, SAP Ariba

Solution Roadmap

Syniti's roadmap is centred on advancing the only built for purpose platform for Data Migration, Data Quality, and Data Governance. Our product works with SAP and non-SAP systems and allows customers to start TODAY using a fit to standard, Data First approach. Key upcoming features include cloud-based data quality reporting, improved governance dashboards, and AI-assisted rule creation. The roadmap prioritizes improving data readiness and accelerating migrations by expanding cloud-based data quality capabilities and leveraging the latest AI technologies. Data-driven transformation starts with ADMM.

Full Lifecycle Data Management Platform

Differentiators

- Syniti's 'Data First' approach is necessary to transform data into a high-value business asset, laying the foundation for business transformation that drives greater competitive advantage, higher process efficiency, and greater profitability.
- Syniti's clear customer focus and deep understanding of business and technical requirements ensure that our delivery experts transform not only the customer's data, but their business.
- Syniti's outcome-based services are powered by data lifecycle management platform, an all-in-one solution that supports data migration, quality, replication, analytics, governance, and master data management in a single, unified application.
- With over 4,000 go-lives and 15+ years of data-driven expertise, Syniti's software and services are proven to reduce risk and accelerate digital transformation projects.

Value Outcomes

- Accelerated project timelines, on-budget and on-time go-lives, and digital transformation initiatives
- De-risk integrations - comprehensive insight into integrations and data initiatives with dashboards that track timelines, data quality scores, workflows, and outcomes.
- Improved data intelligence
- Preparation-based approach drives early value before the migration to S/4HANA has even begun. Key steps like rightsizing save on infrastructure and storage costs, while reducing risk of erroneous data in the target system.

- "Data First" approach ensures clean, high-quality data is moved to S/4HANA to support high-value business initiatives such as ongoing reporting, analytics, fraud detection, generative AI use cases, greater operational efficiency, auditability and compliance.

Use Case Example

Customer Overview: Levi Strauss & Company (LS&Co.), one of the world's largest brand-name apparel companies.

Challenge: Levi Strauss & Co. (LS&Co.) transitioned to SAP S/4HANA Fashion to unify global business operations and consolidate multiple SAP instances and regional systems into one platform. The need was to upgrade to the latest release of S/4 regularly, with minimal downtime for the business.

Solution: LS&Co. partnered with Syniti to migrate various systems to S/4 Fashion globally. Syniti's best practices and repeatable methodology also allowed LS&Co. to successfully upgrade to the latest version of their SAP instance throughout the entire migration.

Results: Syniti successfully implemented LS&Co.'s multi-year, multi-phase migration project on time and under budget. The globally deployed cloud environment, hosted through SAP RISE, has provided new benefits and capabilities around harmonized processes, standardized data, and the ability to view retail and wholesale inventory in one place.

About T-Systems

T-Systems is an SAP Global and Platinum Partner providing sophisticated end-to-end SAP services, including consulting, SAP S/4HANA migration, implementation, application management, and sustainable operations on private cloud and hyperscalers. T-Systems also provides best-in-class managed SAP services across private, hybrid, and public clouds, enabling enterprises to become digital, intelligent, and sustainable. For more information, visit

<https://www.t-systems.com/de/en/application-services/solutions/sap-solutions>

Solution Portfolio

SAP ECC, SAP S/4HANA, SAP S/4HANA Private Cloud, RISE with SAP Services, SAP Systems Integration Services, SAP HCM solutions (incl. SFSF, HCM, H4S4 etc), SAP BTP, SAP Signavio, SAP Business AI, SAP Cloud for Sustainable Enterprises etc.

Solution Roadmap

Extended capabilities for SAP multi and hybrid cloud operation models, sovereign cloud options, RISE with SAP on hybrid and private cloud, SAP HCM. Roll out of SAP S/4HANA industry templates to automotive and discrete manufacturing industries. Offering SAP and non-SAP solutions for sustainability, ESG reporting, DSC, and footprint management.

Differentiators

• One of the world's largest providers for SAP Managed Services:

Vendor agnostic managed SAP services include secure, GDPR compliant operation of traditional IT infrastructures, migration to and operation on private, hybrid and public cloud environments, integration of SAP and non-SAP infrastructure management, customized platforms, and industry-specific applications.

• Transformation expertise, factory approach: SAP S/4HANA

transformation from a single source with SAP-certified methodologies and standardized transformation approaches based on advisory and value consulting designed to address specific customer needs.

• Industry-specific end-to-end services:

Integrated end-to-end IT services with industry-specific characteristics and vertical applications. This ranges from strategic consulting to cloud based system hosting and SAP-specific Security solutions.

• RISE with SAP premium supplier: T-

Systems infrastructure and services are part of SAP's offering to customers. The holistic approach ensures synergies across the operation of RISE/non-RISE and SAP/non-SAP environments.

• Smart application management:

T-Systems' clients are supported with a leading-edge level of automation and AI-support in application management.

• Global integration: Reliable, standardized implementation and operating procedures worldwide for maximum process security and efficiency for multiple landscapes.

Sustainability enablement: LEED certified



data centers with a Power-Usage-Effectiveness (PUE) of 1.3, use 100% renewable electricity and utilize sophisticated provisions to save energy and water for reducing environmental footprint.



Value outcomes

- Business resilience and continuity
- Scalability, agility, and flexibility
- Automated, standardized services
- Stable and secure SAP operations
- Minimum downtime during go-live
- High user acceptance, fast response, and resolution times



Use Case Example






   A leading German manufacturer of cables and connectors

  For the customer, SAP served as a mission-critical system underpinning core business operations. With the discontinuation of support for their existing ERP system, the need to migrate to SAP S/4HANA became urgent. The challenge lay in executing a complex migration while ensuring minimal disruption to business processes.


























































































































































  T-Systems stepped in as a trusted partner. The project included:

- Conducting a preliminary study to create a robust migration plan.
- Implementing a phased approach with regional migration waves to manage complexity effectively.
- Leveraging standardized procedures for custom code conversion and JDC.
- Undertaking data cleansing to enhance data quality.
- Synchronizing master data between the legacy and new systems using an interim solution.
































































  The result was a successful migration to SAP S/4HANA with zero downtime, safeguarding the customer's business continuity.

 No Capability  Minimal Capability  Partial Capability  Major Capability  Full Capability



































































































































































Technology Vendors

	BUSINESS CASE DEVELOPMENT	BUDGETING	ARCHITECTURE MODELING	PROJECT PLAN DEVELOPMENT	EDUCATION AND TRAINING	DATA CLEANSING	DATA ARCHIVING	CUSTOM CODE ANALYSIS	BUSINESS PROCESS ANALYSIS
bioLock									
BlackLine									
BMC Software									
Data Migrations									
Delphix									
Docusign									
ITA Data									
Neptune Software									
Pillir									
Promenta									
SIOS									
smartShift									
SNP									
Tamr									
TJC									
Voquz									
Worksoft									

Infrastructure Providers

AWS									
Dell Technologies									
Google Cloud									
Lenovo									
Microsoft Azure									
T-Sytems									
Vmware									

Consultants and Integrators

Appexus									
Arch Consulting									
Argano									
cbs Coporate Business Solutions									
Deloitte									
EY									
Gyansys									
Kaar Technologies INC									
KPMG									
msg global solutions									
Protera									
Protiviti									
PwC									
The Silicon Partners									
SoftwareONE									
Syniti									
Syskoplan Reply									
TruQua									

<div><div><div><div></div><div>No Capability</div></div><div><div></div><div>Minimal Capability</div></div><div><div></div><div>Partial Capability</div></div><div><div></div><div>Major Capability</div></div><div><div></div><div>Full Capability</div></div></div></div>								
Technology Vendors	Workflow Analysis	Business Process Transformation	Transformation Management	License Management	Add-on Validation	Role and Access Preparation	Sizing	SAP S/4HANA Simplification (GL Migration, Material Ledger, Business Partner Conversion, etc.)
bioLock	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
BlackLine	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
BMC Software	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Data Migrations	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Delphix	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
DocuSign	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
ITA Data	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Neptune Software	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Pillir	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Promenta	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
SIOS	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
smartShift	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
SNP	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
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Voquz	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Worksoft	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Infrastructure Providers								
AWS	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Dell Technologies	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Google Cloud	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
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Microsoft Azure	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
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Consultants and Integrators								
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Syniti	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
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TruQua	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
	Workflow Analysis	Business Process Transformation	Transformation Management	License Management	Add-on Validation	Role and Access Preparation	Sizing	SAP S/4HANA Simplification (GL Migration, Material Ledger, Business Partner Conversion, etc.)






*Vendors submitted their self-assessments via electronic survey, which were then validated by SAPinsider research analysts.

<div><div>No Capability</div><div>Minimal Capability</div><div>Partial Capability</div><div>Major Capability</div><div>Full Capability</div></div>										
	SOLUTION DEPLOYMENT	PROJECT MANAGEMENT	DATA MIGRATION	ROLE AND ACCESS CREATION	CUSTOM CODE CONVERSION AND TRANSFORMATION	CHANGE MANAGEMENT	TECHNICAL PREPARATION	FUNCTIONAL PREPARATION	TESTING AND VALIDATION	SOLUTION CUT-OVER
Technology Vendors										
bioLock	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
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Consultants and Integrators										
Applexus	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Arch Consulting	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Argano	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
cbs Coporate Business Solutions	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Deloitte	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
EY	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Gyansys	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Kaar Technologies INC	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
KPMG	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
msg global solutions	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Protera	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Protiviti	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
PwC	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
The Silicon Partners	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
SoftwareONE	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Syniti	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Syskoplan Reply	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
TruQua	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
	SOLUTION DEPLOYMENT	PROJECT MANAGEMENT	DATA MIGRATION	ROLE AND ACCESS CREATION	CUSTOM CODE CONVERSION AND TRANSFORMATION	CHANGE MANAGEMENT	TECHNICAL PREPARATION	FUNCTIONAL PREPARATION	TESTING AND VALIDATION	SOLUTION CUT-OVER

*Vendors submitted their self-assessments via electronic survey, which were then validated by SAPinsider research analysts.

<div><div></div>No Capability</div> <div><div></div>Minimal Capability</div> <div><div></div>Partial Capability</div> <div><div></div>Major Capability</div> <div><div></div>Full Capability</div>							
	ON-PREMISE INFRASTRUCTURE	ON-PREMISE SUBSCRIPTION-BASED MANAGED INFRASTRUCTURE	PRIVATE CLOUD	MULTI-TENANT PUBLIC CLOUD	SINGLE-TENANT PUBLIC CLOUD	VIRTUALIZATION SERVICES	HYPER- CONVERGED INFRASTRUCTURE
Technology Vendors							
bioLock	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
BlackLine	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
BMC Software	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Data Migrations	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Delphix	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Docusign	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
ITA Data	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Neptune Software	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Pillir	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Promenta	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
SIOS	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
smartShift	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
SNP	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Tamr	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
TJC	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Voquz	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Worksoft	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Infrastructure Providers							
AWS	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Dell Technologies	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Google Cloud	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Lenovo	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Microsoft Azure	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
T-Sytems	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Vmware	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Consultants and Integrators							
Applexus	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Arch Consulting	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Argano	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
cbs Coporate Business Solutions	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Deloitte	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
EY	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Gyansys	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Kaar Technologies INC	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
KPMG	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
msg global solutions	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Protera	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Protiviti	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
PwC	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
The Silicon Partners	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
SoftwareONE	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Syniti	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Syskoplan Reply	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
TruQua	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
	ON-PREMISE INFRASTRUCTURE	ON-PREMISE SUBSCRIPTION-BASED MANAGED INFRASTRUCTURE	PRIVATE CLOUD	MULTI-TENANT PUBLIC CLOUD	SINGLE-TENANT PUBLIC CLOUD	VIRTUALIZATION SERVICES	HYPER- CONVERGED INFRASTRUCTURE











































*Vendors submitted their self-assessments via electronic survey, which were then validated by SAPinsider research analysts.

 No Capability  Minimal Capability  Partial Capability  Major Capability  Full Capability

Technology Vendors

	EXTENSION DEVELOPMENT	PROCESS OPTIMIZATION	PROCESS AUTOMATION	TEST AUTOMATION	SOLUTION INTEGRATION	USER TRAINING
bioLock						
BlackLine						
BMC Software						
Data Migrations						
Delphix						
Docusign						
ITA Data						
Neptune Software						
Pillir						
Promenta						
SIOS						
smartShift						
SNP						
Tamr						
TJC						
Voquz						
Worksoft						

Infrastructure Providers

AWS						
Dell Technologies						
Google Cloud						
Lenovo						
Microsoft Azure						
T-Sytems						
Vmware						

Consultants and Integrators

Applexus						
Arch Consulting						
Argano						
cbs Coporate Business Solutions						
Deloitte						
EY						
Gyansys						
Kaar Technologies INC						
KPMG						
msg global solutions						
Protera						
Protiviti						
PwC						
The Silicon Partners						
SoftwareONE						
Syniti						
Syskoplan Reply						
TruQua						

*Vendors submitted their self-assessments via electronic survey, which were then validated by SAPinsider research analysts.

	<div><div></div>No Capability</div>	<div><div></div>Minimal Capability</div>	<div><div></div>Partial Capability</div>	<div><div></div>Major Capability</div>	<div><div></div>Full Capability</div>
CONTINUOUS IMPROVEMENT	INTEGRATION CHECKS	POST-IMPLEMENTATION REVIEW	UPGRADE SUPPORT	REPORTING AND ANALYTICS	PERFORMANCE MONITORING
Technology Vendors					
bioLock	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
BlackLine	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
BMC Software	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Data Migrations	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Delphix	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Docusign	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
ITA Data	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Neptune Software	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Pillir	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Promenta	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
SIOS	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
smartShift	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
SNP	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Tamr	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
TJC	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Voquz	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Worksoft	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Infrastructure Providers					
AWS	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Dell Technologies	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Google Cloud	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Lenovo	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Microsoft Azure	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
T-Sytems	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Vmware	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Consultants and Integrators					
Applexus	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Arch Consulting	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Argano	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
cbs Coporate Business Solutions	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Deloitte	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
EY	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Gyansys	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Kaar Technologies INC	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
KPMG	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
msg global solutions	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Protera	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Protiviti	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
PwC	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
The Silicon Partners	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
SoftwareONE	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Syniti	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Syskoplan Reply	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
TruQua	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
CONTINUOUS IMPROVEMENT	INTEGRATION CHECKS	POST-IMPLEMENTATION REVIEW	UPGRADE SUPPORT	REPORTING AND ANALYTICS	PERFORMANCE MONITORING

*Vendors submitted their self-assessments via electronic survey, which were then validated by SAPinsider research analysts.

VENDOR

CAPABILITIES *

SAP S/4HANA:
Does your organization offer add-ons, extensions, or additional capabilities to SAP S/4HANA in any of the following areas?

No Capability Minimal Capability Partial Capability Major Capability Full Capability

	HR	DATA	SECURITY	COMPLIANCE	AUDIT	DOCUMENTATION	PAYMENTS
Technology Vendors							
bioLock							
BlackLine							
BMC Software							
Data Migrations							
Delphix							
Docusign							
ITA Data							
Neptune Software							
Pillir							
Promenta							
SIOS							
smartShift							
SNP							
Tamr							
TJC							
Voquz							
Worksoft							
Infrastructure Providers							
AWS							
Dell Technologies							
Google Cloud							
Lenovo							
Microsoft Azure							
T-Sytems							
Vmware							
Consultants and Integrators							
Applexus							
Arch Consulting							
Argano							
cbs Coporate Business Solutions							
Deloitte							
EY							
Gyansys							
Kaar Technologies INC							
KPMG							
msg global solutions							
Protera							
Protiviti							
PwC							
The Silicon Partners							
SoftwareONE							
Syniti							
Syskoplan Reply							
TruQua							
	HR	DATA	SECURITY	COMPLIANCE	AUDIT	DOCUMENTATION	PAYMENTS

*Vendors submitted their self-assessments via electronic survey, which were then validated by SAPinsider research analysts.

VENDOR

CAPABILITIES *

SAP S/4HANA: CONTINUED

Does your organization offer add-ons, extensions, or additional capabilities to SAP S/4HANA in any of the following areas?

☐ No Capability ☐ Minimal Capability ☐ Partial Capability ☐ Major Capability ☐ Full Capability

Technology Vendors

	MESSAGING	TAX	AUTHORIZATIONS	APPLICATION DEVELOPMENT	PLANNING	INTEGRATION
bioLock	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
BlackLine	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
BMC Software	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Data Migrations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Delphix	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Docusign	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ITA Data	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Neptune Software	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pillir	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
Promenta	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
SIOS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
smartShift	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SNP	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tamr	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
TJC	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Voquz	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Worksoft	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Infrastructure Providers

AWS	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Dell Technologies	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Google Cloud	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Lenovo	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Microsoft Azure	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
T-Sytems	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
Vmware	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>

Consultants and Integrators

Applexus	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
Arch Consulting	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Argano	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
cbs Coporate Business Solutions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Deloitte	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EY	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
Gyansys	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
Kaar Technologies INC	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
KPMG	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
msg global solutions	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Protera	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Protiviti	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
PwC	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
The Silicon Partners	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SoftwareONE	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Syniti	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Syskoplan Reply	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
TruQua	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

*Vendors submitted their self-assessments via electronic survey, which were then validated by SAPinsider research analysts.

FEATURED VENDORS

