# About the Speakers

## Jeff Schumacher, CPA

- CEO/Owner, Schumacher Elevator Company
- BA Accounting, Wartburg College; MS Industrial & Management Engineering, University of Iowa; MBA, University of Iowa
- Prior to taking over Schumacher Elevator in 1993, Jeff was a Senior Consultant for Andersen Consulting in Minneapolis and specialized in implementing accounting systems for manufacturing clients

## Cheryl Bogenschutz

- Sr. Director, Advisory Services, itelligence inc.
- IT leadership / CIO positions, for over 30 years focused on strategic initiatives to leverage technology to transform business processes impacting the way the company, and often the industry, operates
- Adjunct Professor at the University of Cincinnati leading the CIO Forum Masters course

asug

# Key Outcomes/Objectives

1. Business case to move to Cloud and S/4HANA

2. Lesson's learned from a successful Migration to S/4HANA

3. What to do now to prepare for S/4HANA

# Agenda

1. Schumacher Elevator
2. Business Case to Move to Cloud and S/4HANA
3. Why itelligence
4. Process Used to Assure Successful Migrations
5. Lesson's Learned
6. Things You Can Do NOW to Reduce Cost and Lower Risk Before Moving to S/4HANA

# Schumacher Elevator

# Schumacher Elevator

- Founded in 1936 by William Schumacher
- Slow/steady growth through the early 1990's but the company wasn't profitable
  - System deficiencies and accounting problems
  - Multiple legacy systems that weren't integrated
- Late 90's through today have seen steady and consistent growth with increasing profitability
- Growth and change have been a constant

# Business Case

# Business Case to Move to Cloud

## KPI and SLA

- Platform: itelligence Managed Cloud

- Operating system: Windows and Linux

- Database system: HANA and Sybase (SAP ASE)

- Applications:       S/4HANA or Suite on HANA (3-system Landscape)
  Fiori Components/ADS (3-system Landscape)*
  Solution Manager as a Service (Technical services
  only(Early Watch, Keys).  No Direct usage allowed)

- Availability for the productive SAP instances: **99.7**%

- Disaster Recovery Option: **Enhanced**

  **RTO < 4 Hours**
  **RPO < 15 minutes**

- Operating Hours 08:00-17:00 EST

  - Time during which Basis Administrators are actively working tasks and issues of all severities.

- Service Hours 24 x 7

  - Operating time for automated Monitoring, Priority 1 incidents, and Service Desk operation

*For S/4HANA Enterprise Management scenario only.*

Safety and efficiency for **YOUR** SAP solutions!

asug

# Business Case to move to S/4HANA

**Key Areas of Business Improvement**

**Financial Accounting and Controlling**
- Profitability Analysis
- Streamlined Invoice and Goods Reconciliation
- Real Time DSO with Drill Down Functionality

**Supply Chain Planning and Execution**
- Increased Performance of (MRP) Materials Requirements Planning
- Simplified Order Fulfillment Process

**Analytics and User Experience**
- Fiori "Google like" Search Capabilities
- Real-Time Analytics with HANA Live
- Drill Down Reporting Capabilities

**Technology Platform**
- Internet of Things
- Reduction of Database Size

**Key Performance Indicators Improved**

**Financial Accounting and Controlling**
- Number of Days for Financial Close
- Reduce Days Sales Outstanding (DSO)
- Minimize Operating Costs

**Supply Chain Planning and Execution**
- Increase Customer Satisfaction
- Increase Inventory Turnover
- Reduce Carrying Costs and Stock Outs
- Increase On-Time Delivery
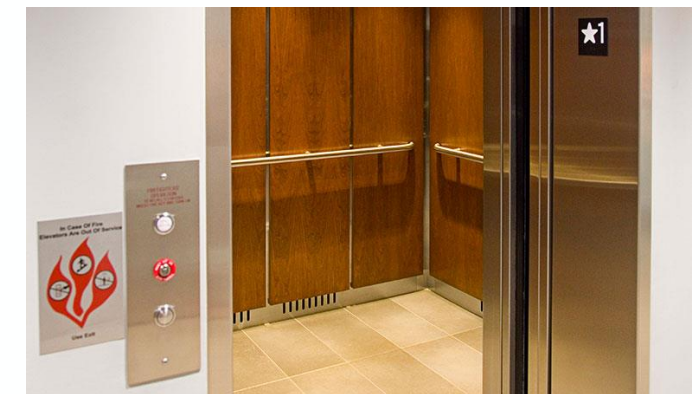
**Key Performance Indicators Improved**

**Analytics and User Experience**
- Reduce Operating Costs
- Increase User Satisfaction

**Technology Platform**
- Reduce Database Size/Storage Costs
- Reduce Server Costs/Simplification of Landscape

**Flexibility for the Future**

asug

4/23/2019

# Why itelligence

# SAP HANA (S/4HANA) Expertise

| SAP HANA Customers | S/4HANA Customers | Live S/4HANA Clients | SAP HANA Options | Focus Areas |
|---|---|---|---|---|
| **520+** | **266+** | **83+** | Suite on SAP HANA (SoH)<br>S/4HANA Finance<br>S/4HANA Enterprise Mgt<br>BW on SAP HANA (BWoH)<br>SAP HANA Side-Car<br>SAP HANA Live Side-Car<br>BPC / BW on HANA | SAP HANA (S/4HANA) Advisory<br>SAP HANA Roadmap<br>BPC/BW on HANA Practice<br>Migration/Transition COE<br>GRC/HANA Security |

## Pinnacle Awards

*2017 SAP S/4HANA Partner of the Year - Small and Midsize Companies*
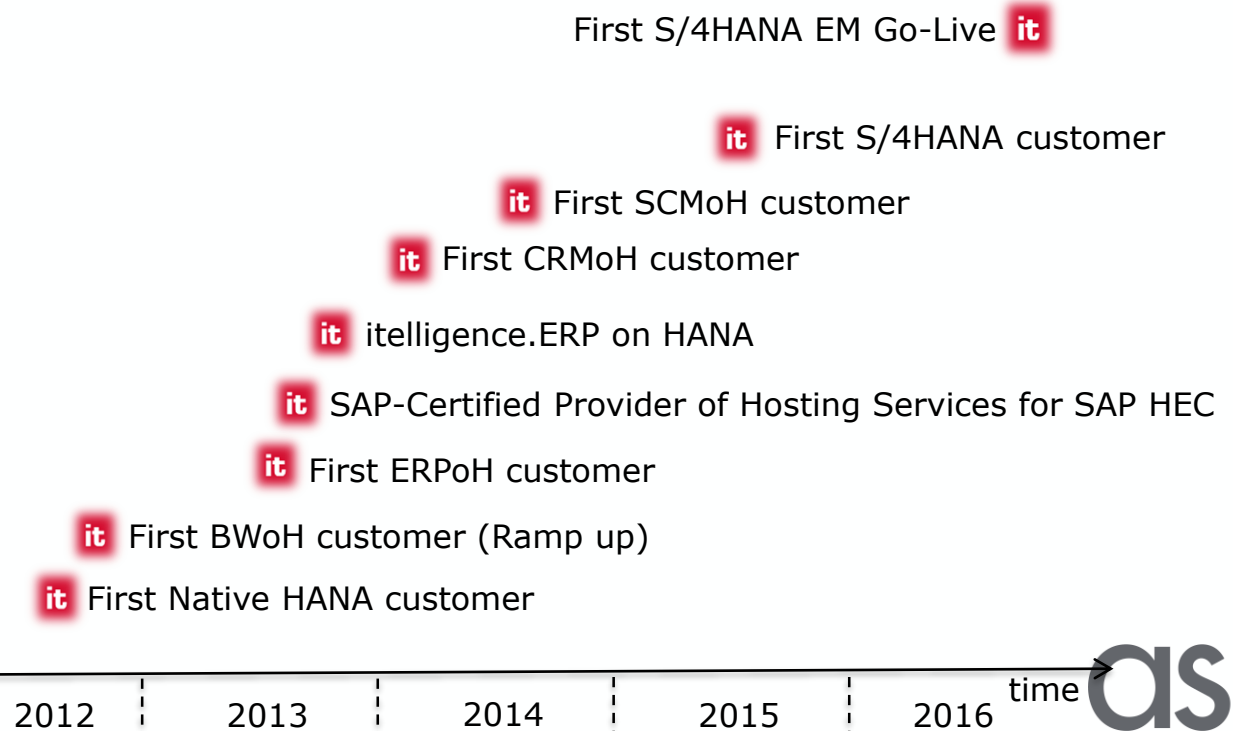
*2017 Digital Marketing Momentum Partner of the Year*

## SAP Partner / Certifications
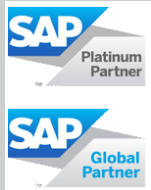
*SAP Platinum Partner*
*SAP Global Value Added Reseller*
*SAP Global Partner Service*
*SAP Global Partner Hosting*
*SAP Global Partner SAP HANA*
*SAP Global Partner Application Management Services*
*SAP Global Partner Cloud Services*
*SAP S/4HANA Adoption Partner of the Year*
*SAP S/4HANA Partner of the Year – Small and Midsize Companies*
*SAP Digital Marketing Momentum Partner of the Year*

## itelligence Journey to S/4HANA

HANA STACK: level of scope, innovation and adoption

- First S/4HANA EM Go-Live **it**
- **it** First S/4HANA customer
- **it** First SCMoH customer
- **it** First CRMoH customer
- **it** itelligence.ERP on HANA
- **it** SAP-Certified Provider of Hosting Services for SAP HEC
- **it** First ERPoH customer
- **it** First BWoH customer (Ramp up)
- **it** First Native HANA customer

time

2012   2013   2014   2015   2016

asug

# itelligence | S/4HANA Conversion Center of Excellence

## Practice
**S/4HANA CoE**

## Employees
**200+**

## Industry

- Chemical, 5%
- Utilities, 5%
- Mining, 5%
- Life Sciences, 9%
- Dairy, 4%
- Construction, 4%
- Aerospace, 4%
- Manufacturing 64%
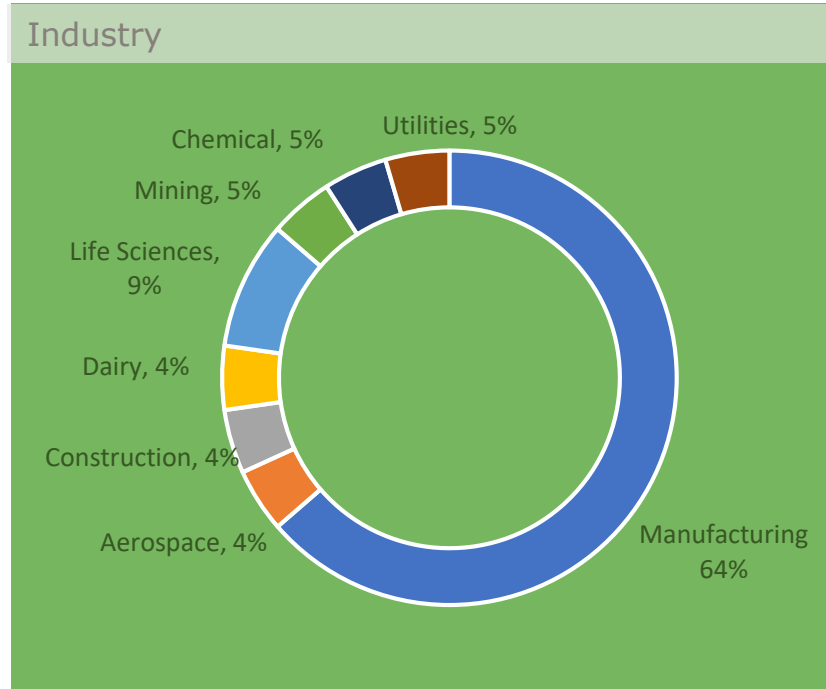
## Customers
**36 +**
S/4HANA

**28 +**
Suite on HANA

## Database Size

- <250GB 4%
- Not Listed 18%
- 6000-6500GB 5%
- 0-500GB 41%
- 501-1000GB 18%
- 251-500GB 5%
- 2501-3000GB 5%
- 2001-2500GB 4%

## Downtime

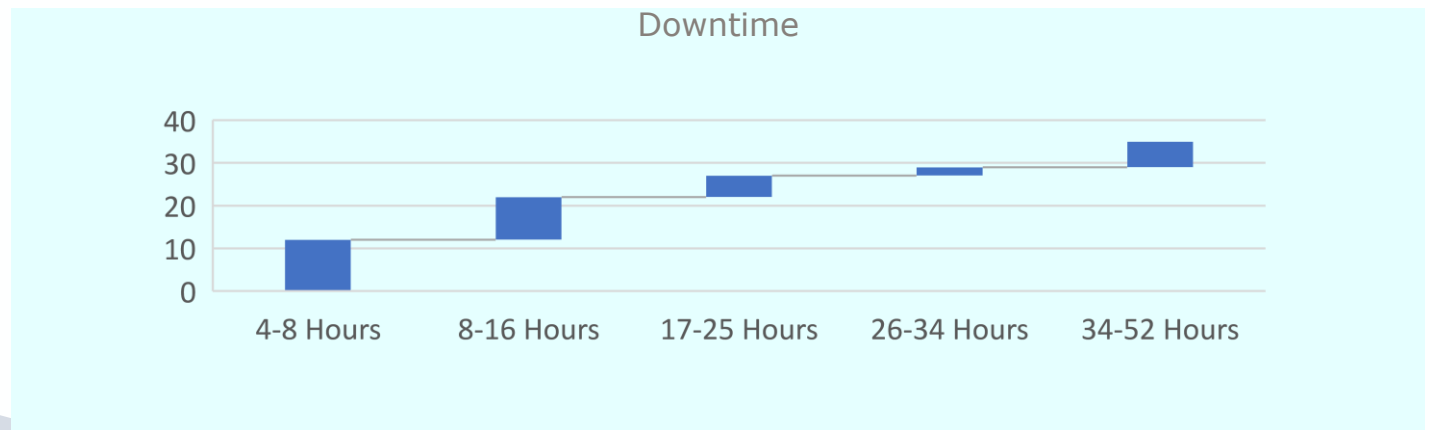| | 4-8 Hours | 8-16 Hours | 17-25 Hours | 26-34 Hours | 34-52 Hours |
|---|---|---|---|---|---|

(y-axis: 0, 10, 20, 30, 40)
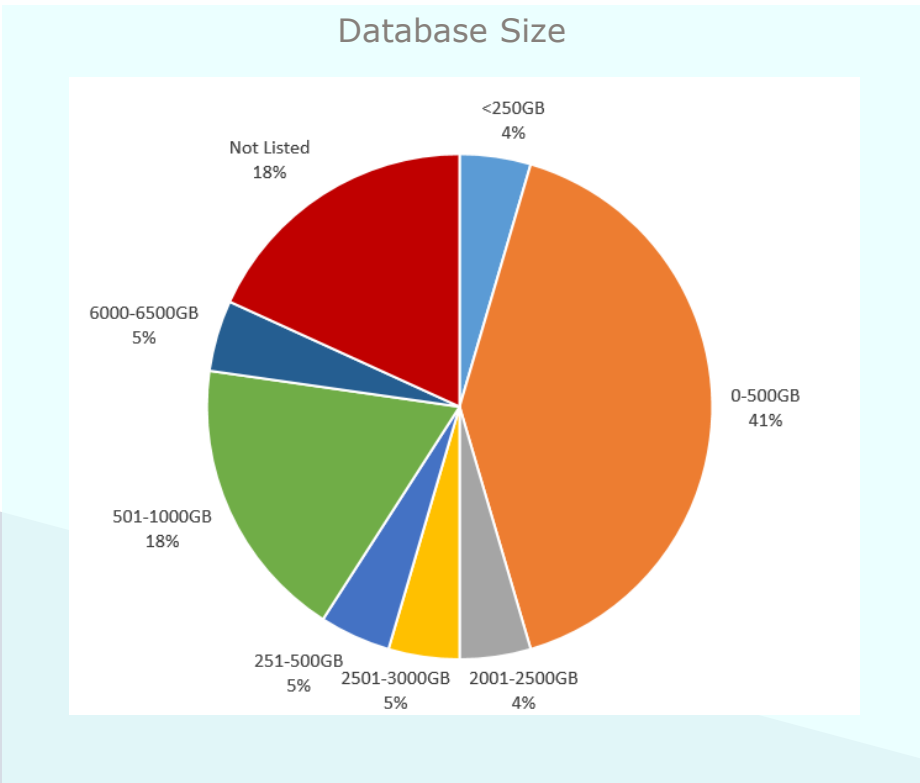
# Process Used To Assure Successful Migrations

# Process used to assure Successful Migrations

## it.Assess

Why S/4HANA Workshop

Define Technical Architecture and Migration Scope

Business Assessment & Value Identification

Produce Your S/4HANA Roadmap

Archive.it
Remove unneeded data and reduce database size

## it.Convert

ECC to S/4HANA

Activate Methodology

Simplification Workshops

"Lift and Shift" Functionality

- Business Partner
- User Experience
- Security

## it.Enable

S/4HANA core functionality enablement thru an a la carte menu of options that can be tailored to match the needs of your organization.

- Analytics
- Technical Standards*
- Credit Management*
- On Demand MRP
- Change Management

## it.Optimize

Optimize your digital core by implementing new functionality that is now available as part of S/4HANA.

- Fast Financial Close
- Account Based COPA
- Adobe Forms

## it.Transform

To transform is to:
- Change to the fit, form, or function of a business process
- Create agile responsiveness to new business models, customer segments, and products
- Leveraging "bleeding edge" technologies to gain competitive advantage
- Employee empowerment through the push of data
- System and business alignment with social and cultural trends.
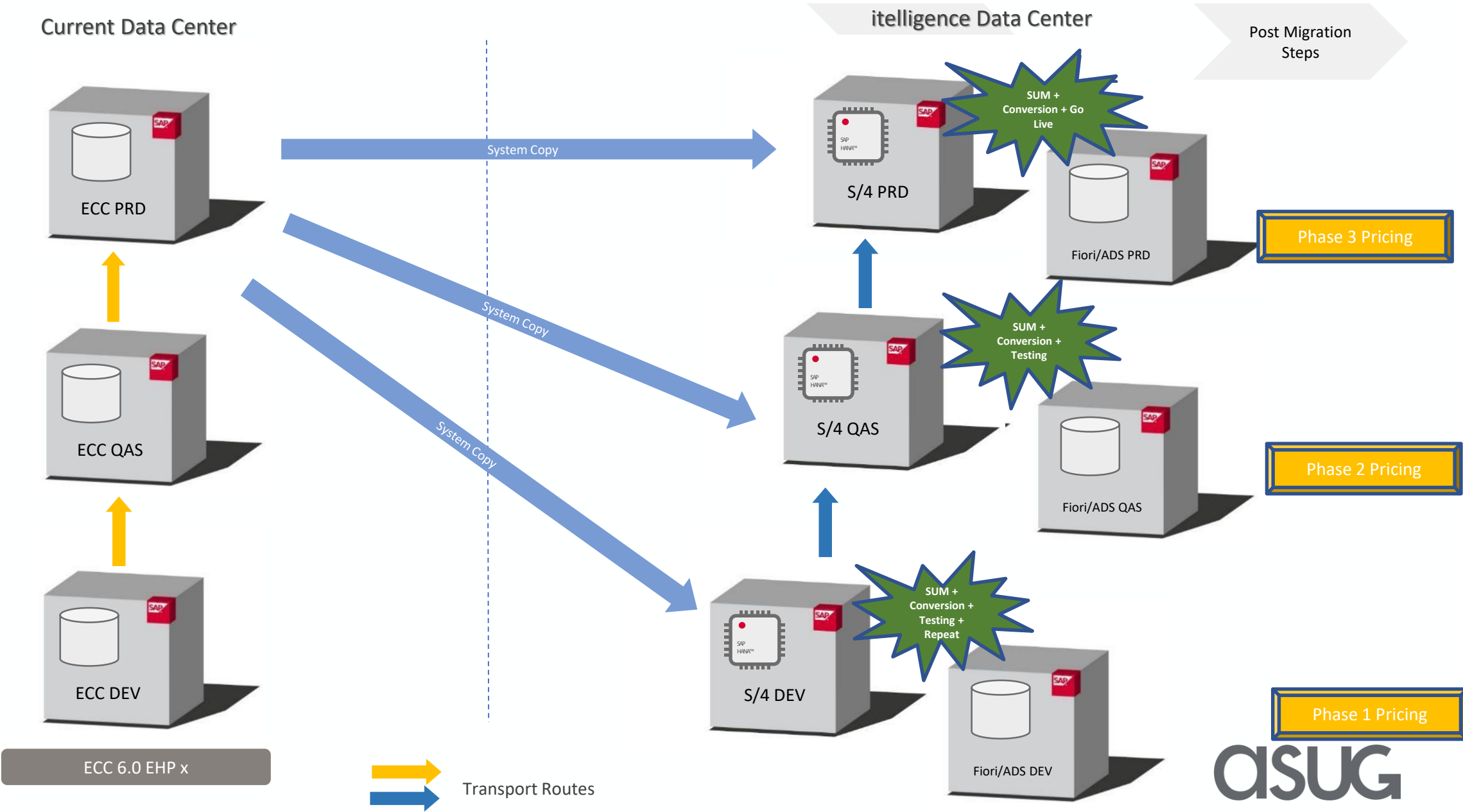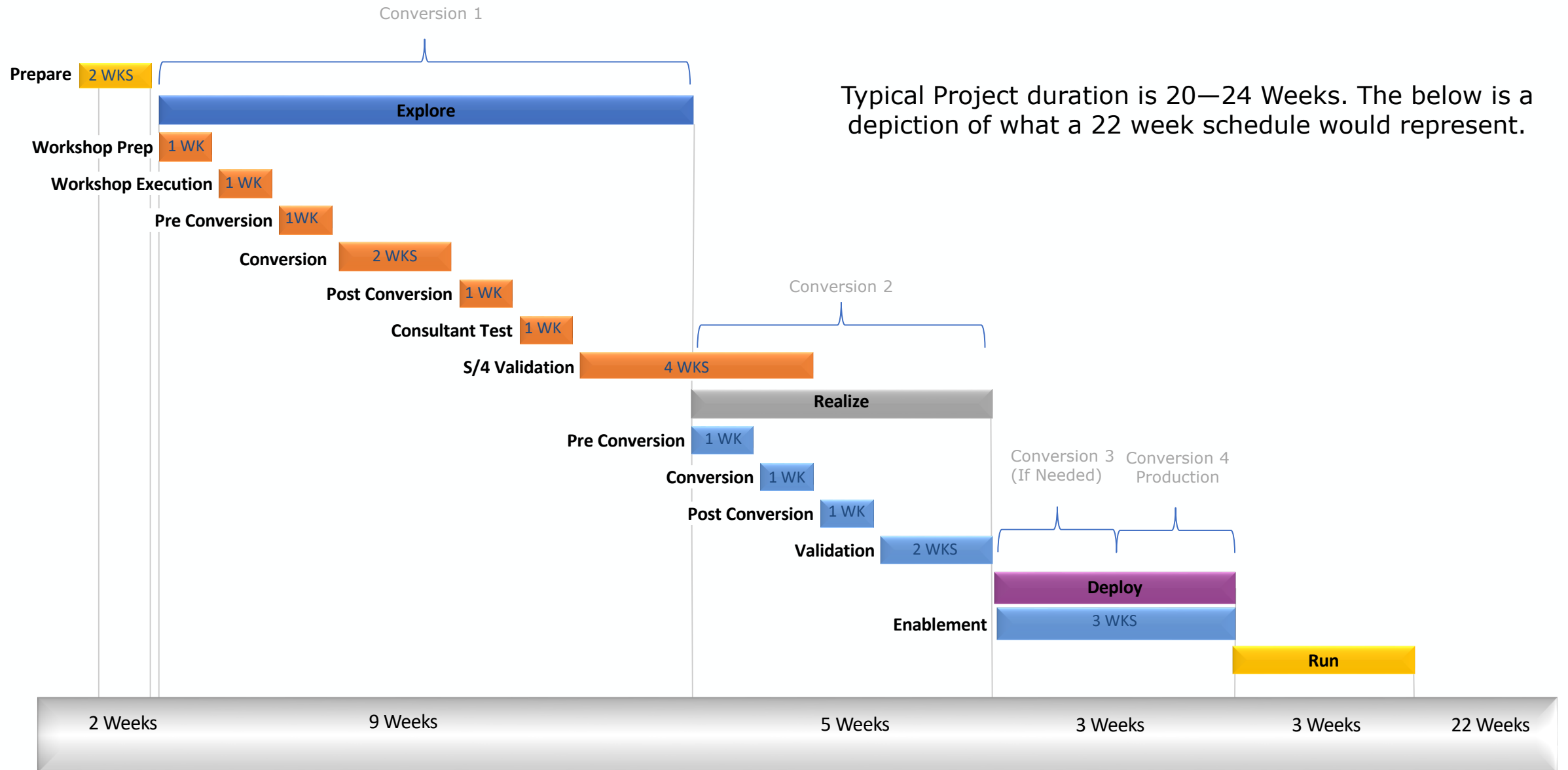
**SAP S/4HANA**

**Cloud Migration**

**SAP Managed Services in our Cloud or yours**

ASUG

4/23/2019

# Migration Landscape

# S/4HANA Conversion Typical Timeline



Typical Project duration is 20—24 Weeks. The below is a depiction of what a 22 week schedule would represent.
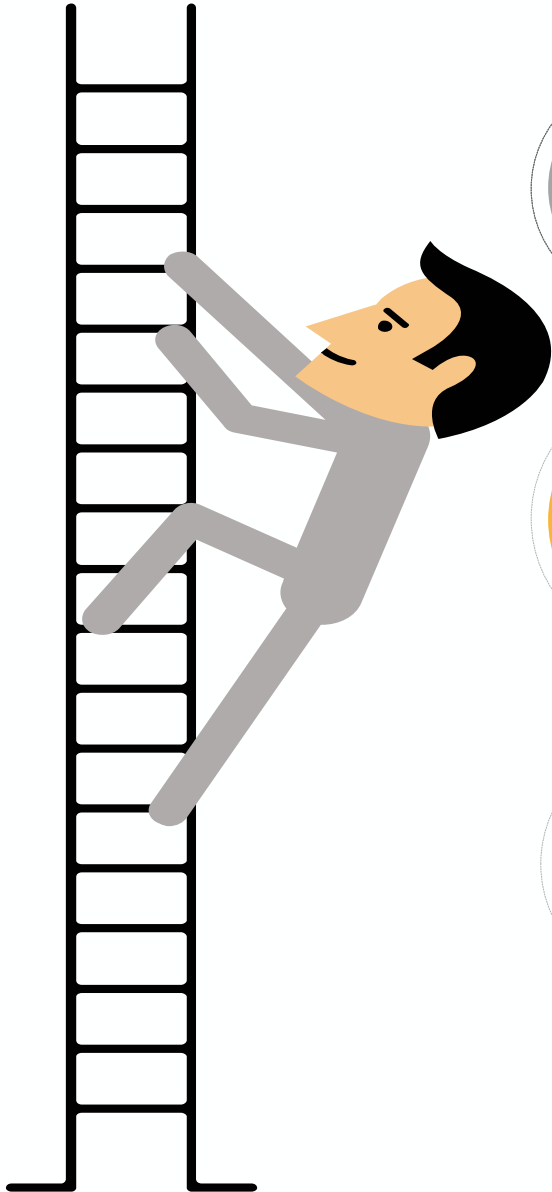
# Lessons Learned

# Lessons Learned

- Clean your data!

- Ensure all your 3rd party interfaces and peripheral

  systems are S/4 compatible

- Eliminate unused or cloned custom code

- For pure lift and shift, optimize processes post go live

# Reasons for not yet moving to S/4HANA

**Business Case**
Struggling to define a strong business case

**Waiting for product maturity**
Skeptical all business requirements can be met

**Overwhelmed by Current Custom Code**
Dealing with years of customizations
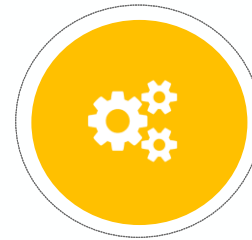
**Competing Business Priorities**
Can't prioritize a conversion over other initiatives

**No clear non-disruptive path forward**
Not wanting to re-live past go-live challenges
Worried about change management

**False Sense of Time**
Preparation can save cost and reduce risk
Resource Scarcity

ASUG

# Things You Can Do NOW to Reduce Cost and Lower Risk Before Moving to S/4HANA

ASUG

# Things you can do NOW to reduce cost and lower risk before moving to S/4HANA

Customers planning on moving to S/4HANA post 2019 are interested in initiatiating activities that will reduce the cost and lower the risk for their future conversion

| 1 | 2 | 3 | 4 | 5 | 6 |
|---|---|---|---|---|---|
| Archive Assessment | It.mds Data Cleaning | Business Partner Workshop | Custom Code Inspector | Scope and Effort Analyzer | Conversion POC |

# Digital Transformation Workshop



itelligene tailored it.assess conversion program helps customers understand the value of S/4HANA, and build business case for IT transformation to support and realize new business opportunities.

## Objective

- Education Workshop aimed to help Client Executives understand:
  - Digital Transformation
  - S/4HANA Digital Core and Strategy
  - Evolution and History of Products
  - Deployment Options for S/4
  - Business Case Definition
  - Simple, Risk Adverse approach to S/4 Conversion

## Scope

- Functional and Technical Data Collection and Analysis
- 4 hour Business and IT leadership Workshop
- Review and Demo of Fiori UX
- Conversion Preparation Topics

## Deliverables

- 65% automated code remediation
- X $ of man days savings on average

## Timeline & Budget

- **Timeline:** .5 day
- **Fees:** Free

Q & A

4/23/2019

**Cheryl Bogenschutz**
Senior Director – Advisory Services

10856 Reed Hartman Highway
Cincinnati, OH  45242
Cell:  513-288-5203       Office:  513-507-2174
Email:  cheryl.bogenschutz@itelligencegroup.com
Web:    http://www.itelligencegroup.com

# Take the Session Survey.

We want to hear from you! Be sure to complete the session evaluation on the SAPPHIRE NOW and ASUG Annual Conference mobile app.



asug

# Presentation Materials

Access the slides from 2019 ASUG Annual Conference here:
http://info.asug.com/2019-ac-slides

# Q&A

For questions after this session, contact us at [Cheryl.Bogenschutz@itelligencegroup.com](mailto:Cheryl.Bogenschutz@itelligencegroup.com) and [Jeff.Schumacher@schumacherelevator.com](mailto:Jeff.Schumacher@schumacherelevator.com).

# Let's Be Social.

Stay connected. Share your SAP experiences anytime, anywhere.
Join the ASUG conversation on social media: **@ASUG365 #ASUG**



ASUG