



Playbook for Migrating Complex SAP Landscapes to S/4HANA

Dr. Steele Arbeeny, CTO, SNP
Derek Oats, President & CEO NA, SNP
Session ID #89631

About the Speakers



Dr. Steele Arbeeny



- CTO, SNP
- Dr. Arbeeny is CTO of SNP and the architect of numerous mission-critical systems in the technology, financial services, medical/pharmaceutical, direct marketing and other industries. He continues to provide the companies with innovative design and skilled leadership in all technology projects. He has patents for work in digital speech processing and securities trading. In 2002, he received the International Who's Who Award in Information Technology. He is a member of the IEEE and the ACM. He earned his Ph.D. in computer engineering from Rutgers University, after completing his BS in electrical engineering at CUNY.
- Steele loves to sing karaoke to Metallica

Derek Oats



- President and CEO, SNP North America
- As CEO and President, Mr. Oats is responsible for the expansion and further development of the SNP software business while leading the US organization. He has a successful track record of global and American leadership roles. Most recently, he was Global Vice President of Database and Data Management for SAP, the world's largest provider of enterprise application software with over 110 million cloud subscribers around the world. Prior to SAP, he held various leadership roles for other software companies, including Tata Consultancy Services, IBM and Oracle. At SNP, he is deeply involved with Strategy, Sales, Marketing, and leading the expansion of SNP's North American operations.
- Derek is heavily involved in Youth Football with his sons Alex and Ryan and was the Offensive Coordinator for 2 New Hampshire State Championship teams last year.



Playbook for Migrating Complex SAP Landscapes to S/4HANA

BLUEFIELD™

Choose SNP BLUEFIELD™ for SAP S/4 HANA

SNP | The Transformation Company



Headquarters
Heidelberg (DE)



Founded
1994



Employees
1.300

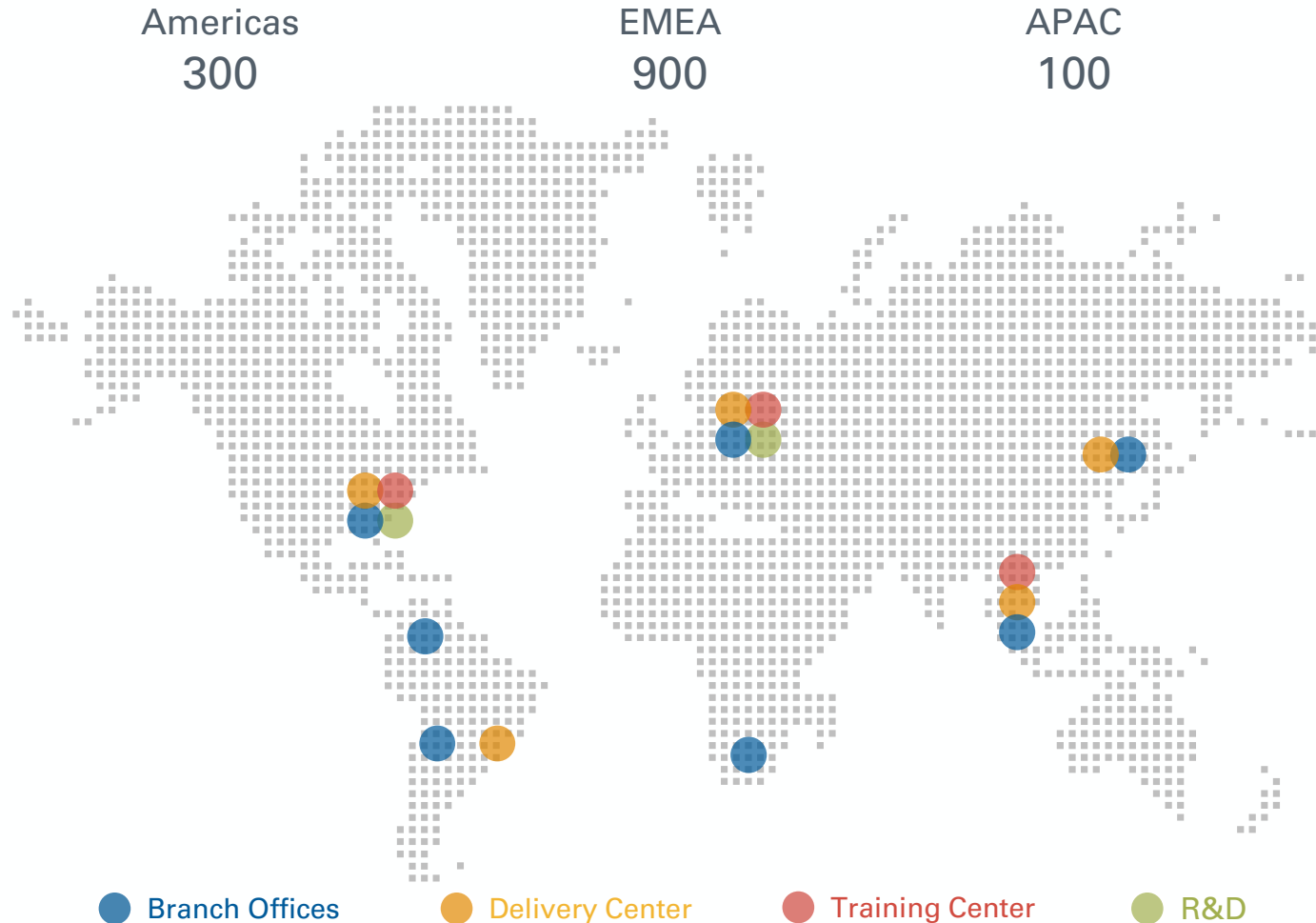


Projects
> 10.000

“Time is the strategic benefit that we deliver to our customers. Speed of execution and the ability to adapt in dynamic business environments is our key differentiator.”

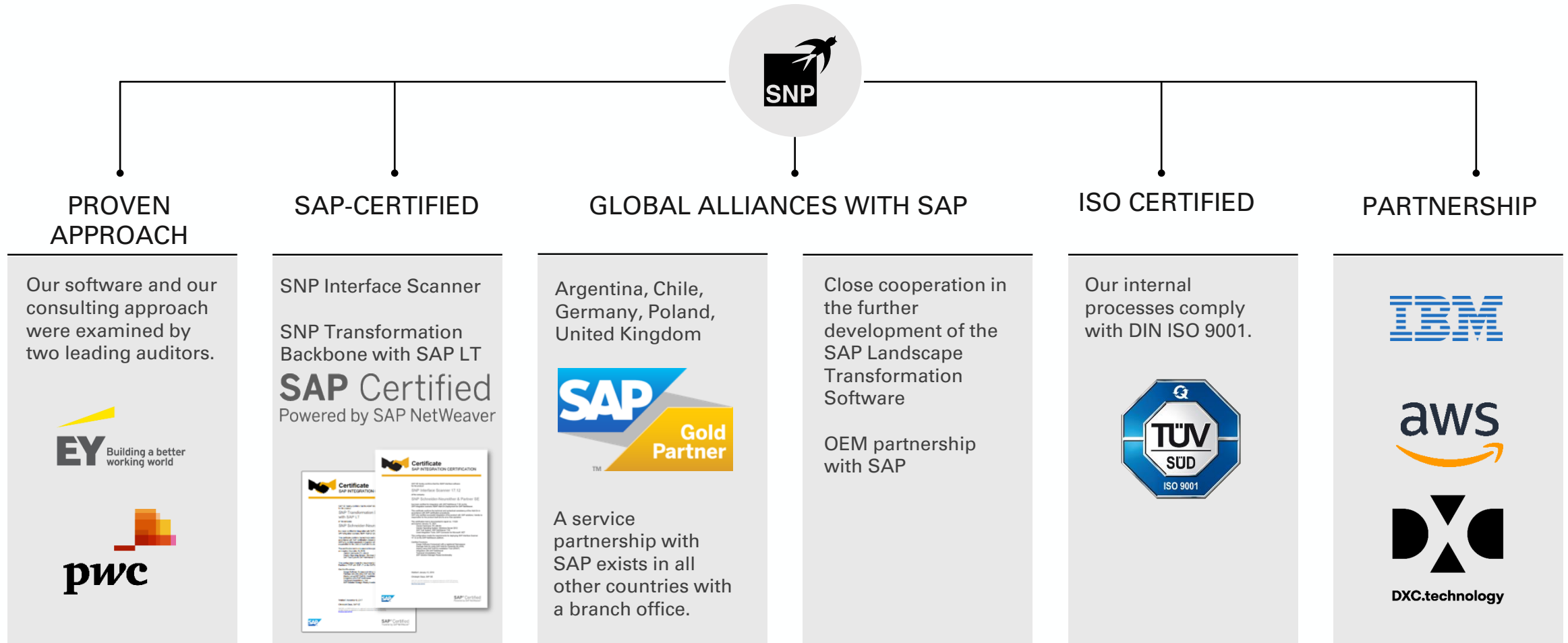
Dr. Andreas Schneider-Neureither
CEO

SNP | Global Presence



- 1,300 Employees
- 1,000 experienced IT experts
- Worldwide delivery centers for your transformation projects

Proven Industry Standard Approach



SNP | Global Customer Base



SIEMENS



ABB

BOSE
Better sound through research.



SONY

L'ORÉAL



 **EVONIK**
KRAFT FÜR NEUES

РЖД Российские
железные дороги

Kellogg's

ASUG

SNP | Transformation Never Ends



SNP | Business Transformation Events



SNP's Transformation Automation Platform Delivers

MERGE

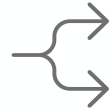


- Client merge
- HR merge
- Any-to-SAP migration
- Functional, process and organizational merge
- Technical merge
- Archive merge
- Entire or partial systems

Migration

into a combined target system

SPLIT

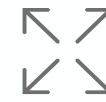


- Legal entity carve-out
- Selective carve-out of partial or complete entities and lines of business
- Share deal/asset deal support
- Data cleansing
- Archive split

Migration

into a new target system

MOVE



- Modernize, move and upgrade in near-zero downtime
- Cloudification
- OS/DB migration
- Move to HANA
- S/4HANA transformation

Migration

of entire an client

HARMONIZE



- Chart of accounts conversion
- New GL conversion
- Profit center re-organization
- Company code merge
- Plant relocation
- Harmonization of master data
- Controlling area merge

Conversion

within existing system

Multiple SAP transformation projects in one go-live with minimized downtime at cutover



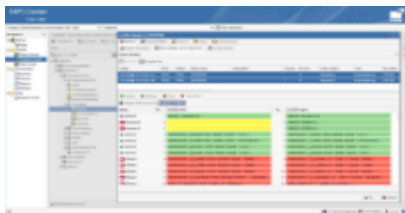
End-to-End Transformation Automation Platform



ANALYZE

Landscape Analysis

Analysis and Comparison of Systems, Data and Configuration



Interface Scanner

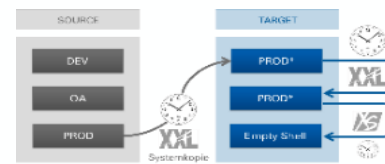
Automatic discovery, analysis and documentation of your communications topology



TRANSFORM

Rapid Empty Shell Creation

Extraction and creation of business-specific target systems



SNP Transformation Backbone®

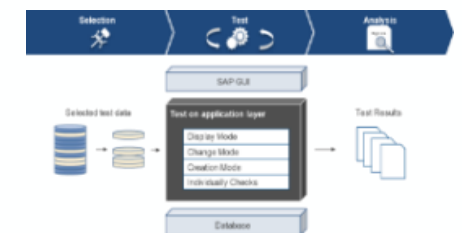
Unique Software with pre-defined content ensuring easy and secure transformations



VERIFY

Data Integrity Verification

Close the loop in data transformation through automated verification of data integrity.



A person in a dark suit stands with their back to the camera on a dark, reflective surface. A bright, vertical beam of light illuminates the scene from above, creating a shimmering path on the ground. The background is a dark, starry sky. The overall mood is futuristic and aspirational.

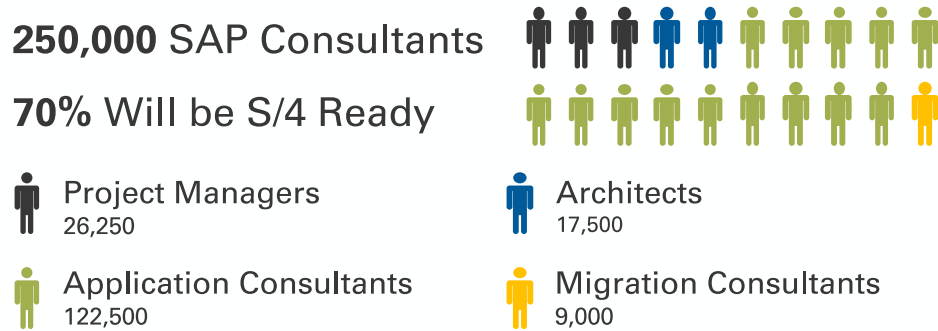
BLUEFIELD™

Choose SNP BLUEFIELD™ for SAP S/4 HANA

S/4HANA Trends



Resources – How many are available to fill the key roles?

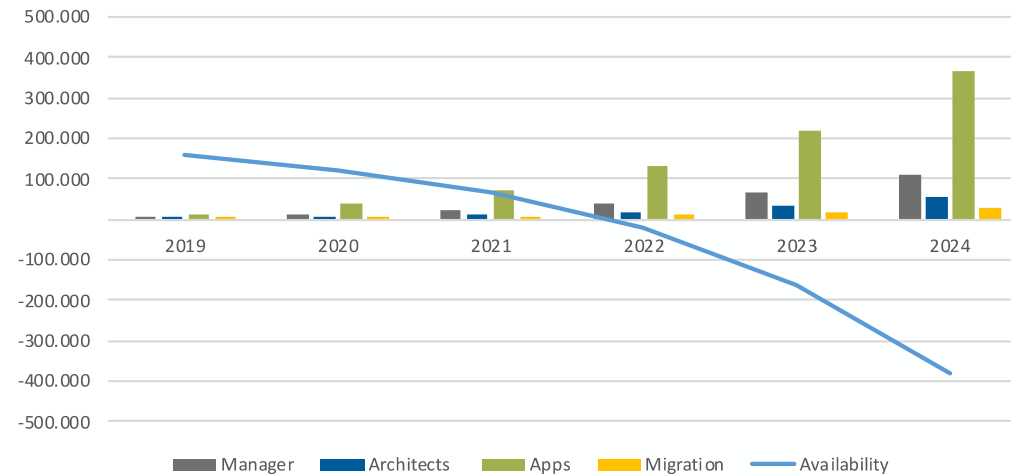
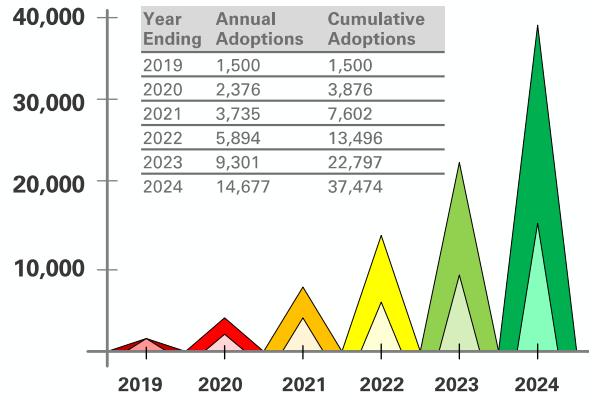


Availability – Resource consumption is a function of the adoption rate.

- Existing and new resources will sustainably transition into S/4HANA projects up to 2021.
- Shortages begin in 2021 and increase dramatically through 2025 for **all** resource types.

Adoption – Cumulative and year over year adoption.
The path to 2025...

It is not expected for the full 50,000 customers to adopt S/4HANA. Current forecasts predict a 75% (37,474) adoption rate. Others will straggle, seek support elsewhere or move off of SAP.



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Data sourced from Gartner, IBM, SAP and SNP.
Figures are projections based on current trends and are for informational purposes only.

GREENFIELD

- START WITH AN EMPTY SYSTEM
- START FROM SCRATCH AND RE-INVENT EVERYTHING
- ADAPT ALL PROCESSES TO THE NEW SYSTEM

BROWNFIELD

- IN PLACE TECHNICAL UPGRADE OF YOUR EXISTING SYSTEM
- GIVES YOU YOUR SAME R/3 SYSTEM RUNNING ON S/4HANA
- SAME BROKEN PROCESSES, SAME UNUSED CUSTOMIZATION

BLUEFIELD™

ENCOMPASSES BOTH GREENFIELD AND BROWNFIELD

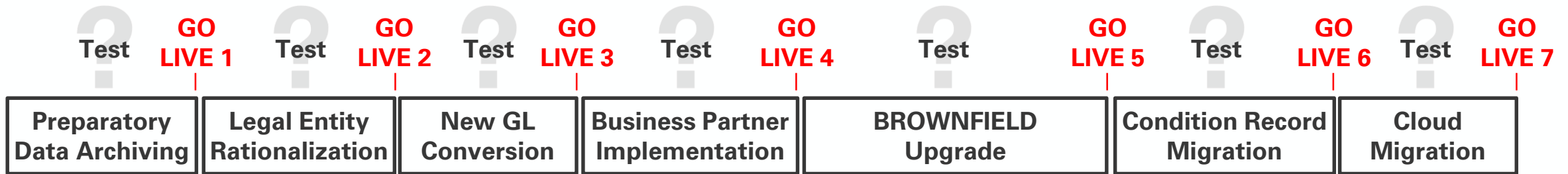
SNP BLUEFIELD™

- SELECTIVE AND SIMULTANEOUS BUSINESS AND TECHNICAL TRANSFORMATION
- PICK AND CHOOSE WHERE AND WHAT YOU WANT TO INNOVATE. NO REIMPLEMENTATION
- COLLAPSE THE BROWNFIELD ROADMAP INTO A SINGLE GO-LIVE
- GET THE BENEFITS OF S/4 HANA RIGHT AWAY
- SELECTIVELY LEVERAGE YOUR CUSTOMIZATIONS AND HISTORICAL DATA



BLUEFIELD

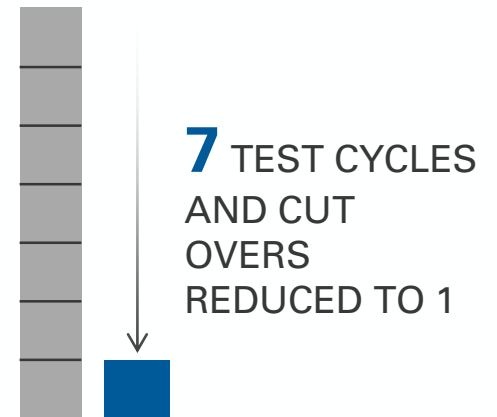
SNP BLUEFIELD™



**Collapse Your Entire Modernization Roadmap
Into a Single Go-Live**



BLUEFIELD™



Enable FULL Digital Re-Invention with SNP

BLUEFIELD™



Carve Out

Splitting of System
Removed Unused Entities

Chart-of-Accounts

Standardization
Uniform COA

Upgrade

R/3 4.6C
→ ERP 6.0 EHP8 or S/4 HANA
OS/DB Migration
Virtualization

Consolidation

System merge
Any to Any
Single Harmonized Processes
Retire redundant systems

NewGL

PCA, COPA
Full Historical Conversion
Near-Zero Downtime

Custom Programs

Optimize for SAP HANA
Harmonize
Consolidate
Retire

Reorganization

LE Rationalization
Tax Restructuring
Controlling, HR, Purchasing Merge

Transfer to the Cloud

Virtualization
OS/DB Migration
HANA Adoption
Hyperconverged Infrastructure

Technical

Unicode Conversion
Single Code Page
Multi Code Page
Byte Order Conversion
Near Zero Downtime



Customer Example



- Customer Situation
 - Heavily customized usage billing process that was unique and industry specific
 - Existing burdensome legal entity structure with hundreds of unused sales orgs, purchasing orgs, plants and legal entities.
 - The closing process took weeks and processes that cut across org units were hard to harmonize
- Solution: SNP BLUEFIELD approach
 - Ability to retain customized billing process while adopting innovations in finance, controlling and purchasing
 - Simplification of the legal entity structure and retention of 5 years of history
 - Migration of ECC data into S/4 structures including history...looks like you were on S4 all along

SNP BLUEFIELD Approach



STEP 1:



- Scan and analysis of source systems to determine actual usage
- Definition of the project scope

STEP 2:



- Conflict analysis, planning and simulation
- Design of the rule set

STEP 3:



- Create empty shell of target system
- Selectively migrate your data to the new S/4HANA target system

STEP 4:



- Data Migration
- Data consistency check
- Automated checks at application level
- Multiple Test Run

STEP 5:



- Go-Live of your new system

VALUE DISCOVERY

VALUE REALIZATION

S/4HANA – Lessons Learned



- The more you do at once, the higher the value
 - Collapse more steps on your transformation roadmap
- Retire redundant systems
 - In memory analytics require data to be collocated in the same HANA instance
 - Merge, consolidate and retire with SNP and power the advanced analytics in S/4HANA
- Selectively Innovate
 - No need to change everything.
 - Retain mission critical processes, while innovating in other areas

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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 [email] and [email].

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