How to Develop a Roadmap to RISE with SAP

ASUG Tennesee | Jan 20, 2023

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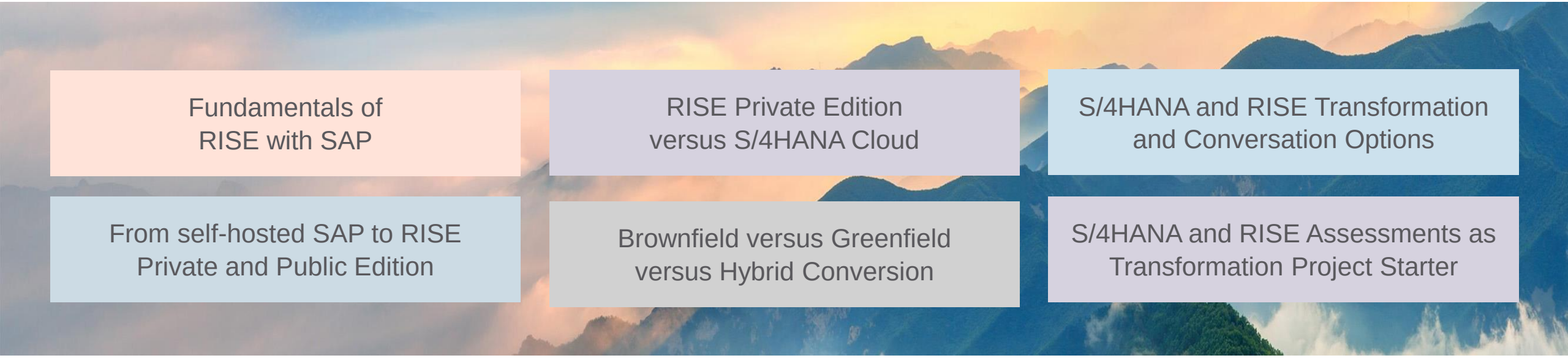
Session Highlights



Fundamentals of RISE with SAP

RISE Private Edition versus S/4HANA Cloud

S/4HANA and RISE Transformation and Conversation Options

From self-hosted SAP to RISE Private and Public Edition

Brownfield versus Greenfield versus Hybrid Conversion

S/4HANA and RISE Assessments as Transformation Project Starter

- Outline the future of SAP operations with IaaS, PaaS, and SaaS Models
- Outline possible transformation path

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Agenda

- **Introduction**
- SAP RISE Fundamentals
- SAP S/4HANA Transformation Fundamentals
- Transition to and innovate on S/4HANA on RISE with SAP
- Questions & Answers

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CNT Management Consulting – By the Numbers

SAP Gold Partner

SAP Pinnacle Awards 2021 Winner

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CNT Portfolio

SAP Business Transformation

- #rise2s4 conversion package to RISE with SAP
- #run2s4 conversion package ECC to SAP S/4HANA
- SAP S/4HANA pre-studies and roadmaps
- SAP S/4HANA greenfield implementations
- SAP S/4HANA brownfield conversions

SAP Consulting

- Functional SAP consulting
- Global business processes and templates
- End-to-end SAP implementations and rollouts
- Integration management
- SAP master data and data migration
- Program-, project-, and change management

SAP Cloud Solutions

- SAP S/4HANA Cloud and RISE with SAP PCE
- SAP Ariba / Spend and SAP Business Networks
- SAP CX, CS / Customer Experience, Service Cloud
- SAP IBP/ Integrated Business Planning
- SAP SuccessFactors and Concur
- SAP DMC/ Digital Manufacturing Cloud
- SAP BTP/ Business Technology Platform

SAP Industry Best Practices

- Industry-specific end-to-end processes
- Plug-in solutions for industrial manufacturing
- Industries: Manufacturing, Industrial Manufacturing, Regulated Industries, and various others

CNT is an SAP-focused consulting firm and covering the entirety of SAP solutions

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SAP Competences

SAP S/4HANA and RISE with SAP – The Digital Enterprise Core

Greenfield Implementation, Brownfield Transformations, Pre-Studies, #run2S4 and #rise2S4 Conversion Package

SAP Ariba	**SAP IBP and SCM**	**SAP EWM/ SRM/ WM**	**SAP CX/ CRM**
Simplified, web-based procurement, Digital Supplier Network	Integrated Business Processes, Digital Supply Chain, APO	Extended Warehouse Management, WM and Stock Room Management	SAP Customer Experience, CRM and Service Cloud
SAP BI/ Analytics	**SAP EAM/ IAM**	**SAP PP/ PS/ ETO**	**SAP HCM/SF**
Business Intelligence, Planning, Predictive Analytics	Enterprise Asset and Intelligent Asset Management	Engineer to Order, Production Planning	SuccessFactors, Human Capital Management, Concur
SAP DMC	**SAP MM**	**SAP OTC, FI-SD**	**SAP FI / CO**
Digital Manufacturing Cloud	Material Management Intra-Company Logistics	Order to Cash, Finance and Sales Integration	Finance and Controlling

Business Process Consulting

Template Creations, SAP Business Technology Platform, GRC, Release Management, Development, etc.

CNT maintains dedicated competence teams for the different SAP areas

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CNT Awards and Recognitions by SAP

Winner of the 2021 SAP Partner Pinnacle Award*

Quality Award 2022
Rapid Time to Value
[Rosenbauer]

Quality Award 2022
Rapid Time to Value
[UBM]

Quality Award 2022
Business Transformation
[Pfeiffer]

Quality Award 2021
Time to Value
[Bachem]

Quality Award 2021
Business Transformation
[Pfeiffer]

Quality Award 2021
S/4HANA Transformation
[Boehringer Ingelheim]

Quality Award 2019
Cloud Transformation
[Porr Group]

Quality Award 2019
Fast Delivery
[Porsche]

Quality Award 2018
Fast Delivery
[TANN Group]

Quality Award 2018
S/4HANA Innovation
[Listroj]

Quality Award 2018
Business Transformation
[Hoerbiger]

SAP Partner of the Year 2020
SAP LoB Cloud

SAP Partner of the Year 2019
SAP Quality

SAP Partner of the Year 2019
SAP S/4HANA Move

SAP Gold Partner

CNT is regularly recognized by SAP with Quality Awards

*The SAP Pinnacle Award is awarded to about 20 out of estimated 20k SAP partners every year

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Why RISE with SAP?

> “Companies that can adapt their business processes quickly will thrive … This is what RISE with SAP is all about.”
>
> - Christian Klein, CEO SAP SE

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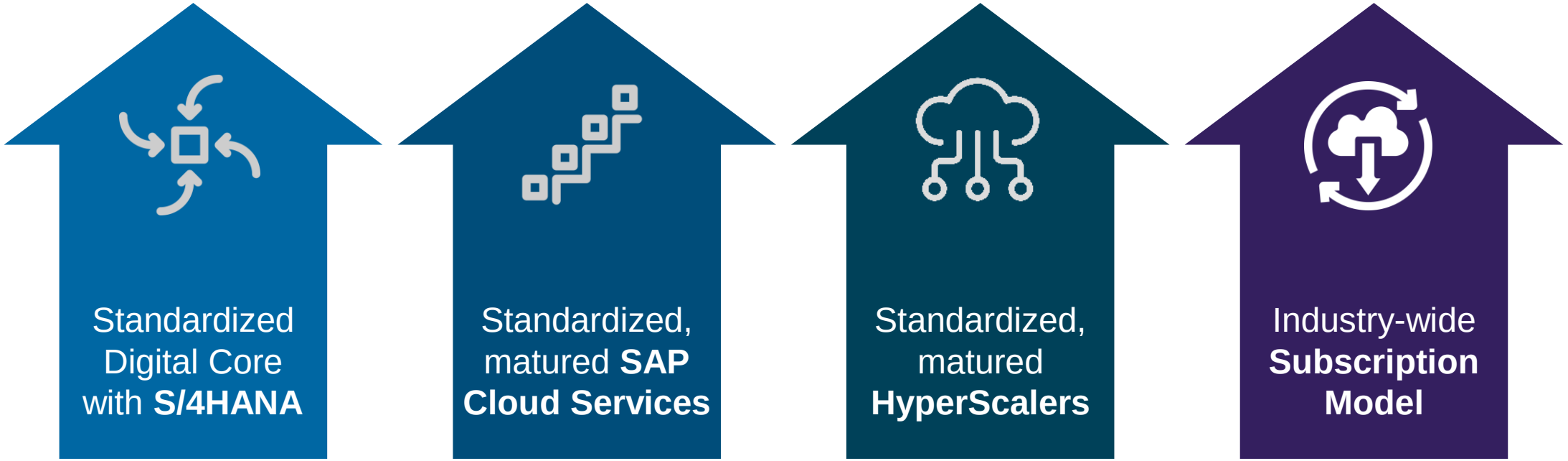
RISE Market Drivers



RISE is driven by a wide adoption of HyperScalers, the Standardization with SAP HANA and SAP S/4HANA, and the trend in all software industry towards subscription

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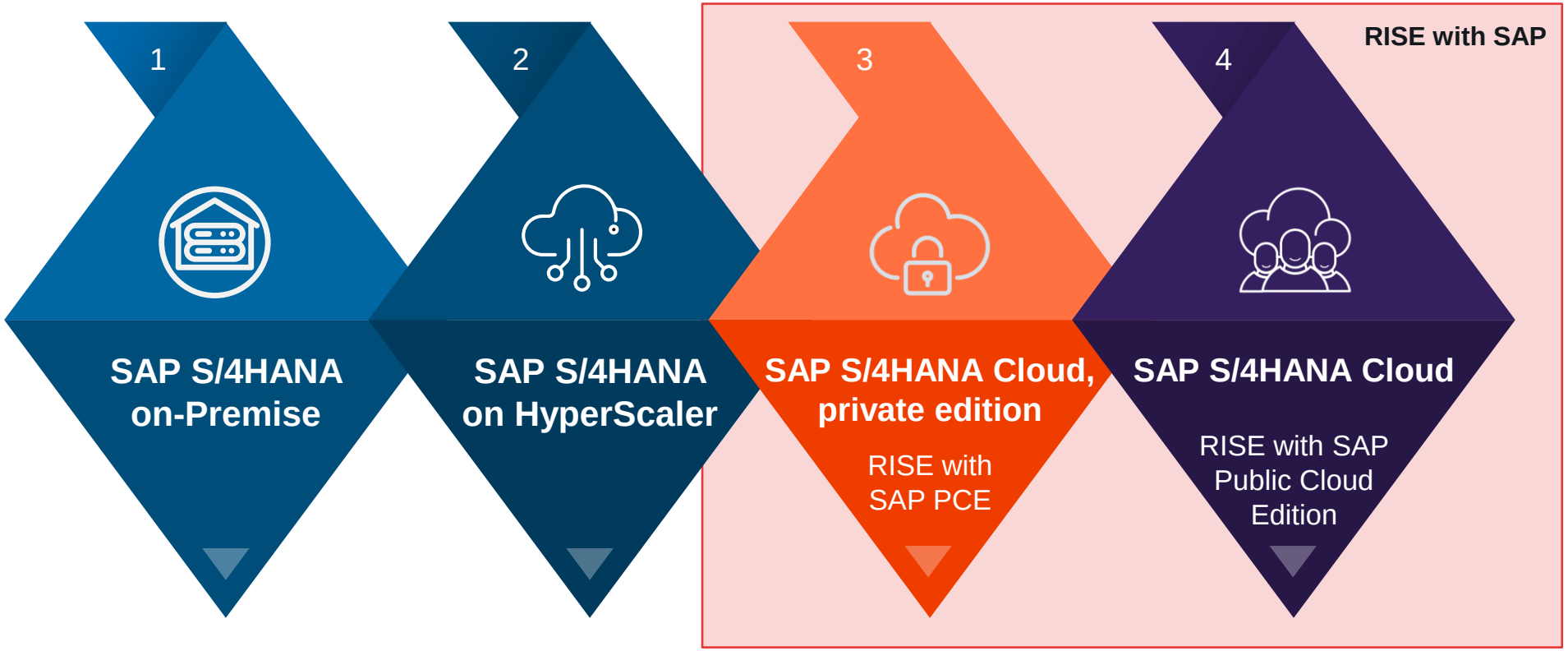
SAP S/4HANA Operating Models



For SAP S/4HANA, there are **four** distinct SAP Operating Models

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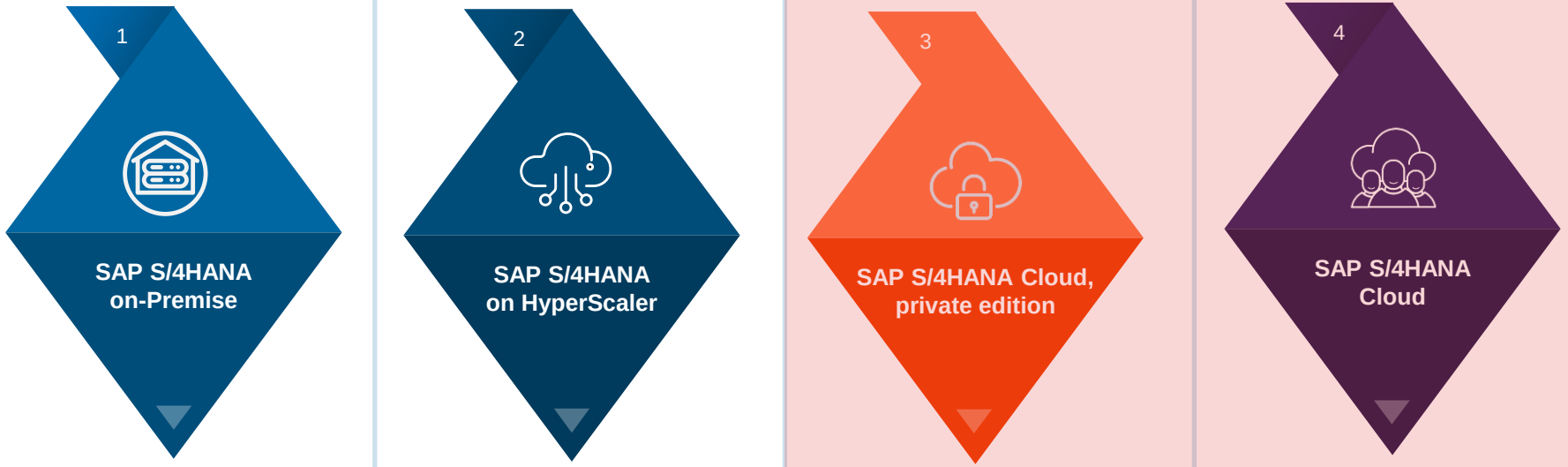
SAP S/4HANA Operating Models

RISE with SAP



Infrastructure managed by	Customer	AWS, Azure, GCP, …	SAP with AWS, Azure, GCP	SAP
O/S managed by	Customer	Customer	SAP	SAP
Technical Basis managed by	Customer	Customer	SAP (up to client 000)	SAP
Application managed by	Customer	Customer	Customer/ SAP	SAP
Tenancy	Single tenant	Single tenant	Single tenant	Multi tenant
Customizations	Any	Any	Any non-O/S	BTP-based
Model	Traditional	IaaS	IaaS + PaaS	SaaS
SAP Licenses	Perpetual	Perpetual	Subscription	Subscription

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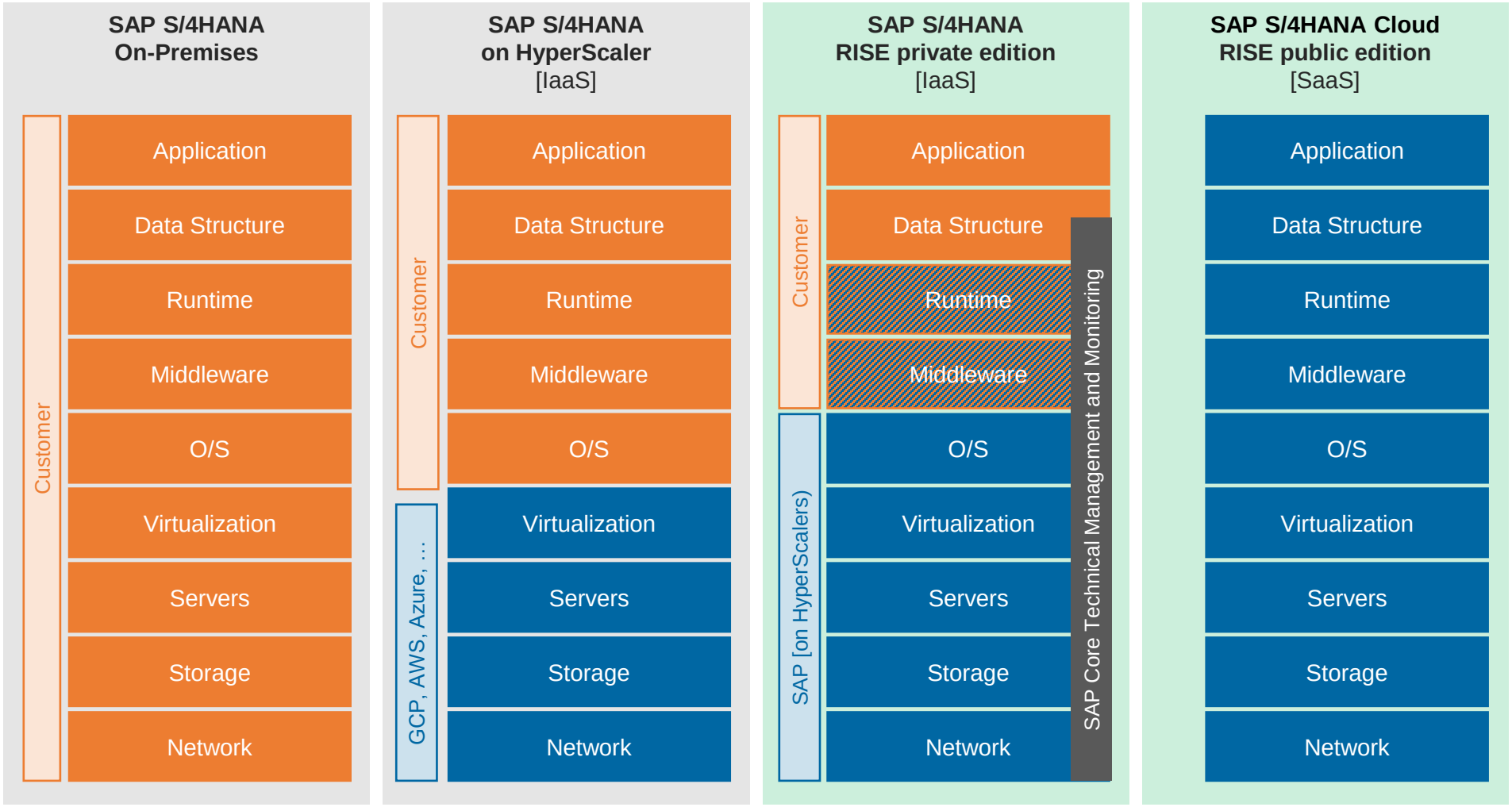
Customer-controlled versus Provider Controlled



Lower TCO, Standardization, short time to value

Higher TCO, Customization, long time to value

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SAP RISE Private Edition vs S/4HANA Cloud

SAP S/4Hana Cloud, Private Edition

- Hosted on HyperScaler
- Similar functionality like on-premise
- No centralized Updates
- Full access to Customizing and ABAP stack

SAP S/4HANA Cloud, Public Edition

- „Real Cloud ERP“
- Ready to use
- Extension via API only
- Centrally managed updates every Quarter
- „Black Box“ usage of the system
- Limited customizing possibilities
- Side-by-side extension only

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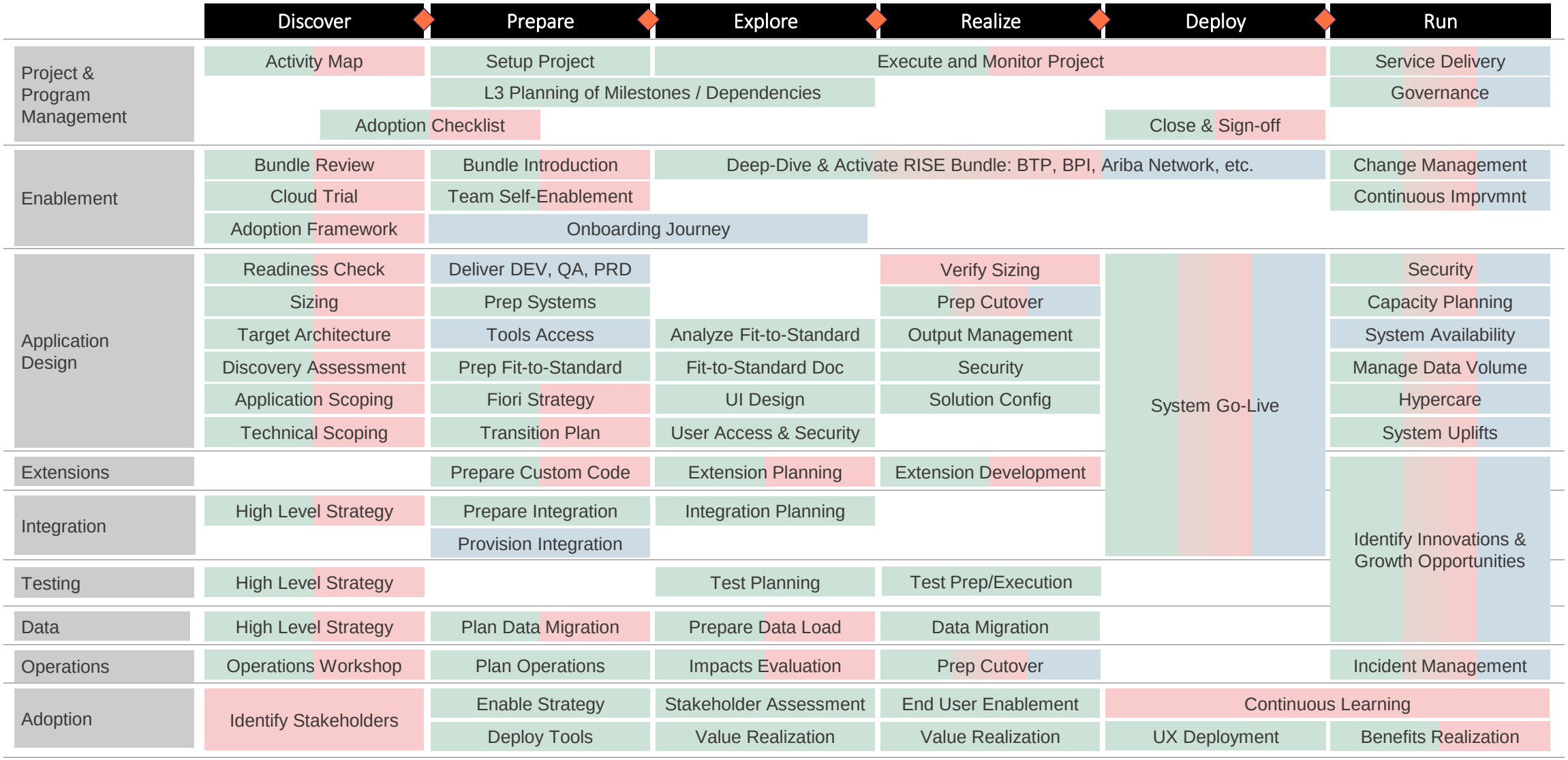
Activity Map SAP S/4HANA on RISE with SAP



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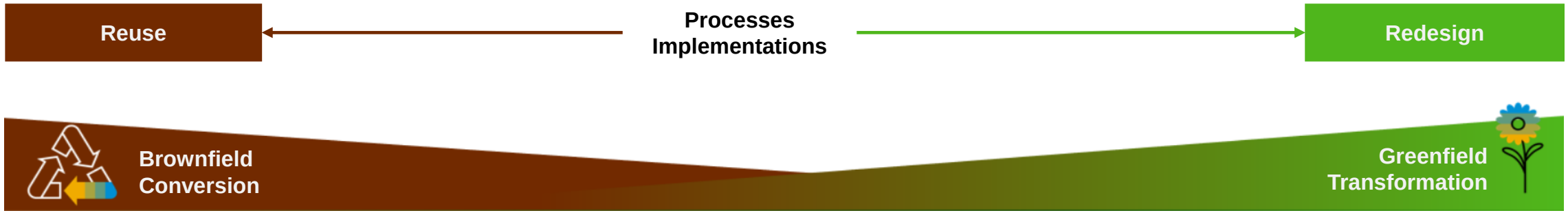
S/4HANA Conversion versus Transformation



Brownfield Conversion	Empty Shell Conversion	Mix & Match	Greenfield Transformation
Reuse >90% of existing processes/implementation	Reuse >50% of existing processes/implementation	Reuse <50% of existing processes/implementation	Redesign of processes / implementations
System Conversion	Clone current ERP system. Perform S/4HANA upgrade. Migrate existing processes. Implement new processes.	Create a new S/4HANA system. Partially migrate existing processes. Implement new processes.	Setup new S/4HANA system Implement new processes.

Existing SAP customers need to find the sweet spot between reuse and redesign

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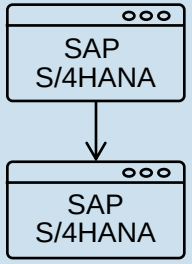
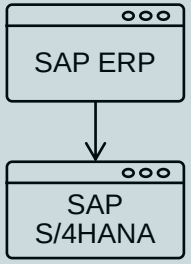
#rise2S4 Conversion and Migration Path

System Copy or Lift & Shift



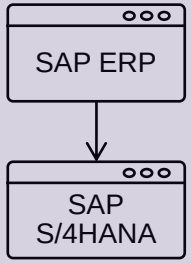
- Existing S/4HANA on-premise customers
- Change of deployment mode to SAP Cloud
- Complete system can be copied to S/4HANA Cloud, private edition

Brownfield Conversion



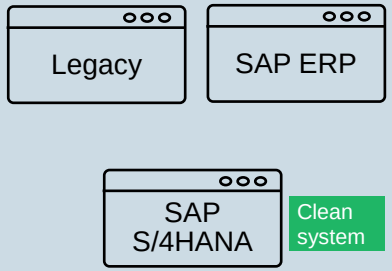
- Conversion of complete system, configuration and data
- Reuse of existing configurations and developments
- Direct conversion to S/4HANA Cloud, private edition

Empty Shell Conversion



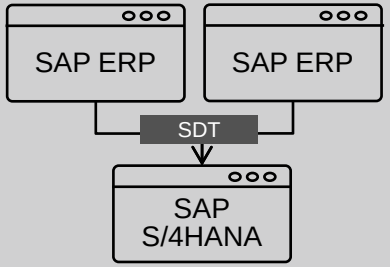
- Conversion of configs without historical data
- Reuse existing configs and developments
- Possible redesign and adoption of innovations
- Master data and open items migration

Greenfield Transformation



- New installation and/or deploy of new practices
- Data migration (harder for old data)
- Full S/4HANA potential available from day 1
- High flexibility possible

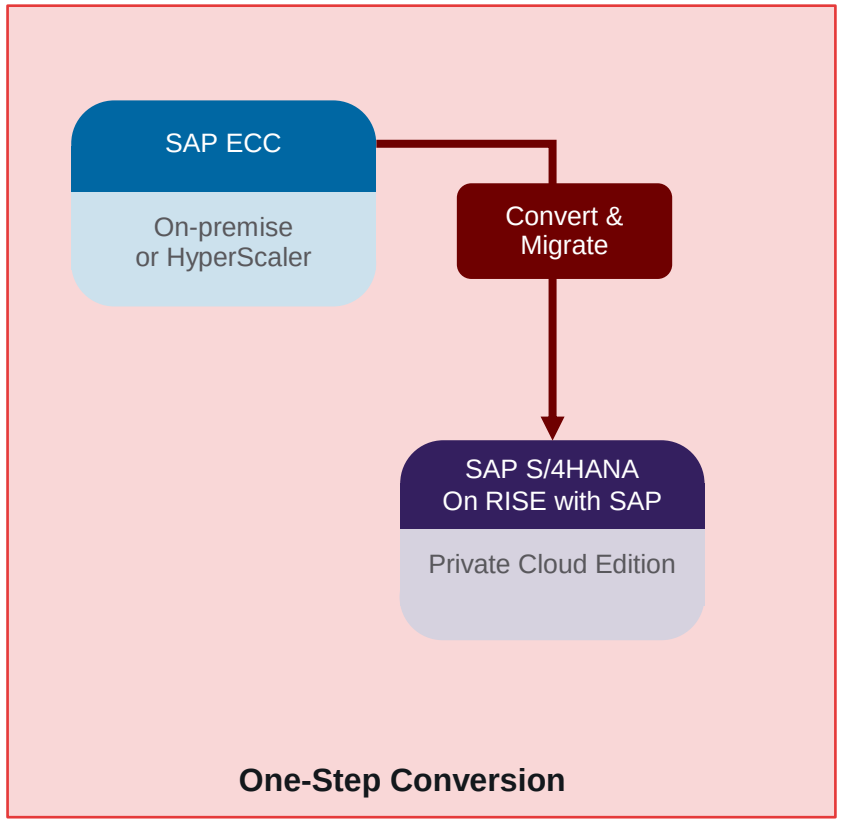
Selective Data Transition

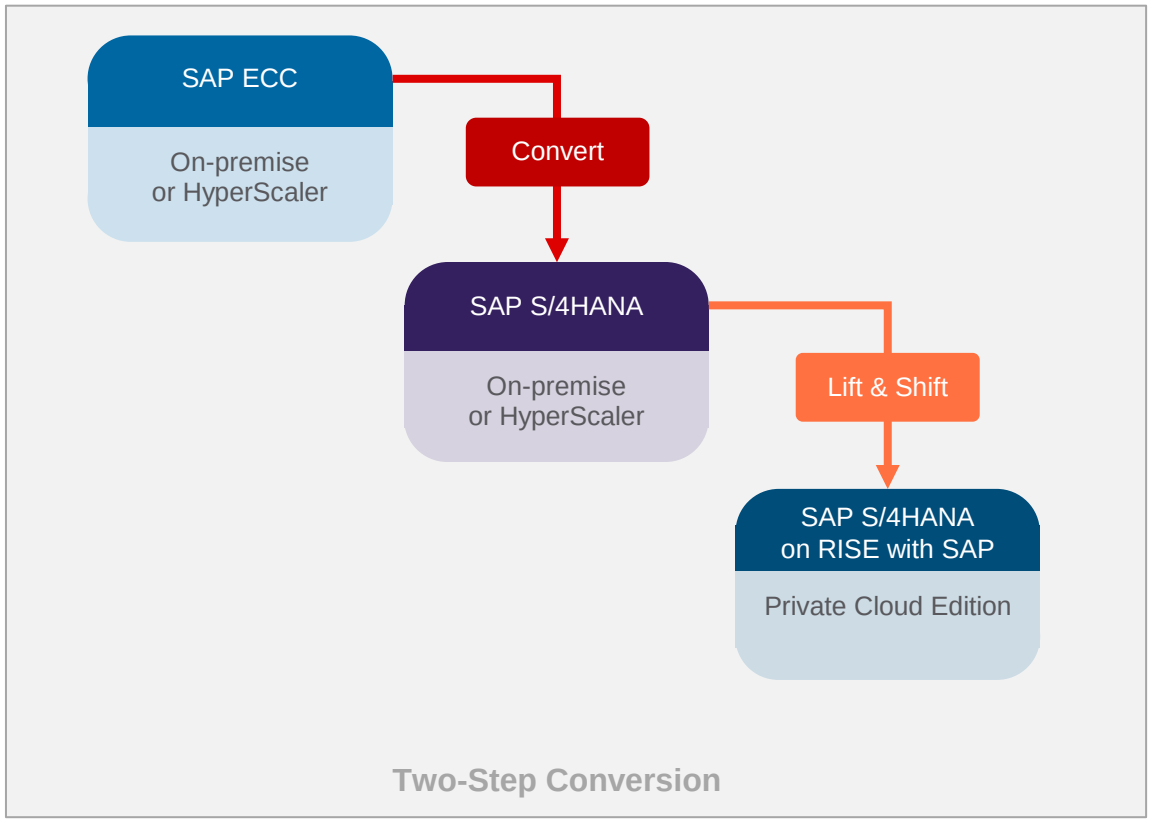


- Environment with multiple instances of SAP ERP
- Business requirement to harmonize or to do a partial redesign
- Need for retention of historical data

Different Conversion and Transformation Paths are available

RISE Private Edition Conversion and Migration Path





RISE conversions can be done in one or two steps

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SAP S/4HANA RISE Decision Tree

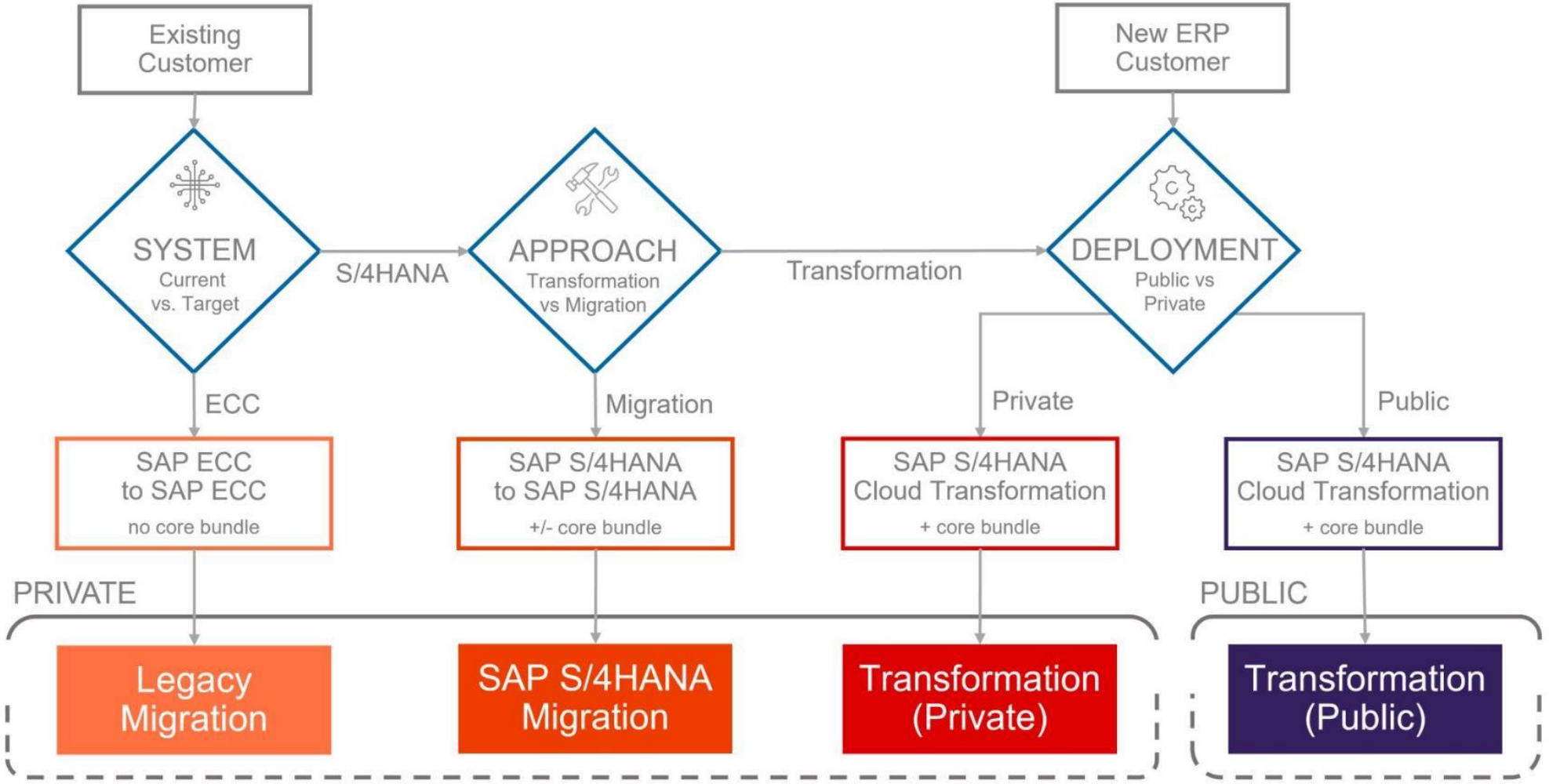

Diagram adapted from the RISE with SAP Adoption Framework

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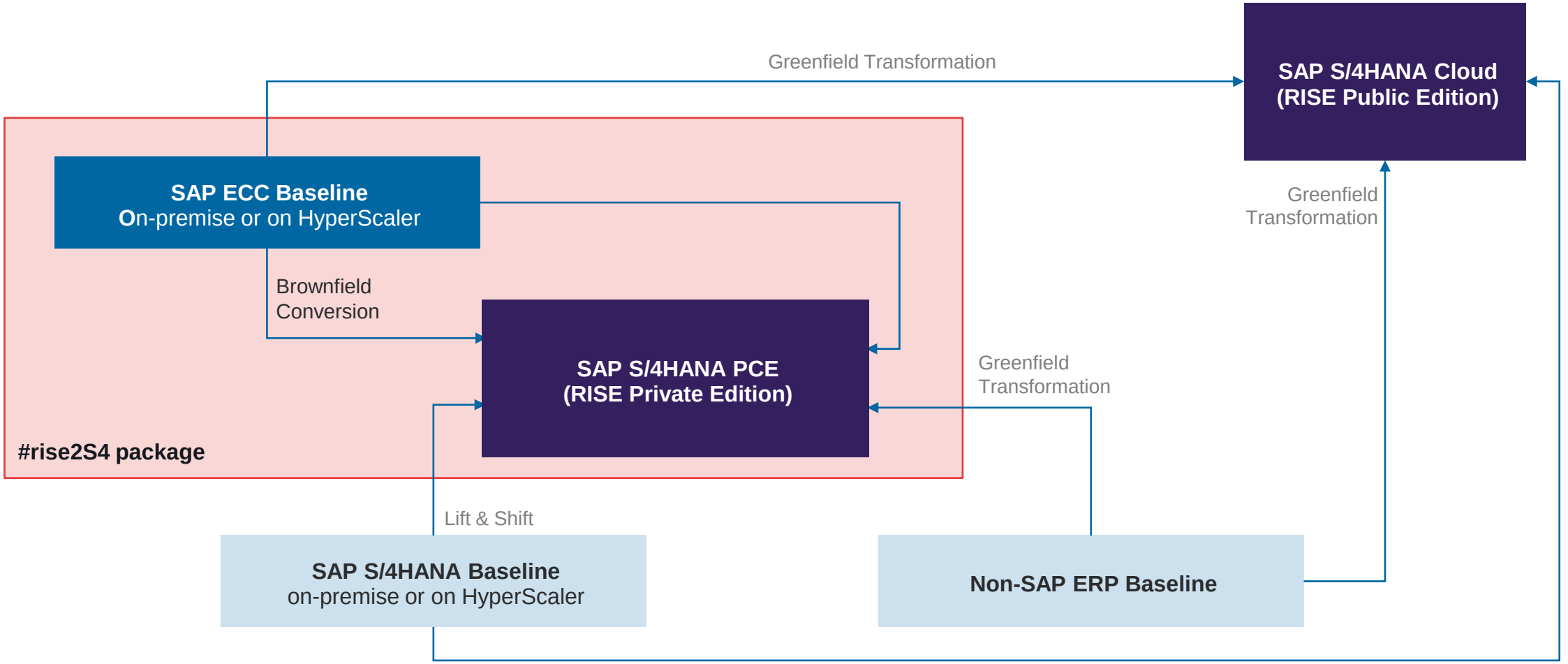
SAP S/4HANA RISE Transformation Paths



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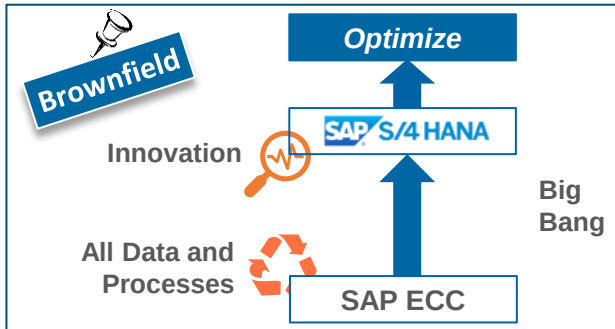
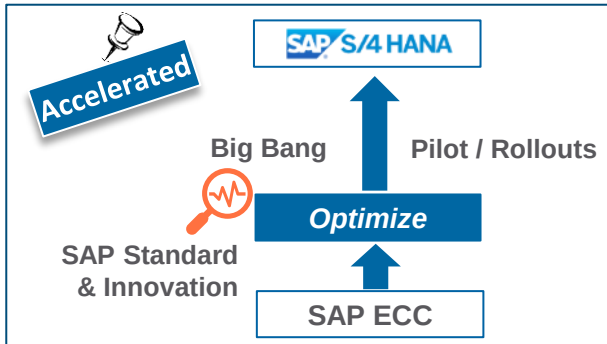
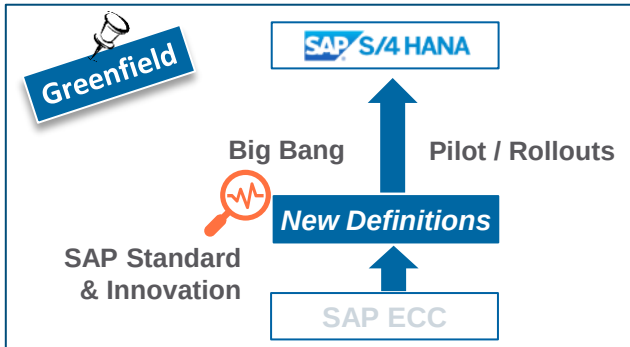
CNT S/4HANA Transition Strategies

Scenario	Brownfield Conversion	Accelerated Greenfield Implementation	S/4HANA Greenfield Implementation
Approach			
Focus	▪ Focus on fast delivery of the conversion ▪ Big Bang implementation across all business units, including historical data ▪ Innovation after or during the project	▪ Semi-automated migration of existing developments to S/4HANA from ECC ▪ Assessment of all processes and packets regarding necessity and usability ▪ “Rapid” Prototyping instead of pure greenfield	▪ New definition of processes and structures ▪ Create a new process template without limitation on the existing process landscape

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S/4HANA Assessment & Transformation Roadmap

Challenges and Opportunities of the S/4HANA Transformation

Challenges

- **Many unknowns**
- Complexity and cost
- Difficult to articulate the business case
- Lack of resources

Opportunities

- Enables consolidation
- Improved UX
- Improves process efficiency
- **Launchpad for future innovation**

Transformation Assessment

- Structured approach for all transformation aspects
- Identify S/4HANA potentials and benefits
- Identify status quo of current ERP implementation
- Identify activities prior to transformation
- Involve stakeholders; build positive momentum

Develop S/4HANA Strategy

Transformation Roadmap

- How to implement and run the transition project
- Aggregate assessment data
- Defined clearly the transition phase
- Augment the SAP Activate transformation method
- Estimate scope, timeline, and resource

Develop S/4HANA Transition Path

Transformation Project

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S/4HANA on RISE Assessment Phases

Scope Project

General conditions, limiting factors, risks, expectations, and overall goals

Assess Status Quo

Identify impacted processes, systems, deep-dive areas, strengths & weaknesses

Fit-Gap Analysis

Outline future system/ process landscape and transition scenario

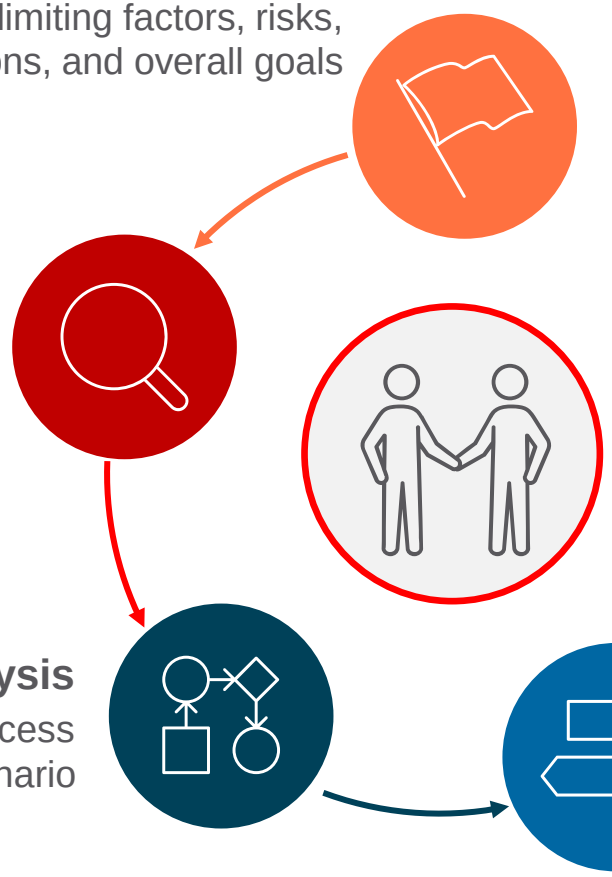
Scenario Selection

Outline and rate scenarios and their impact. Develop decision-making criteria

Transition Plan

Detailed plan including all preparation projects; template for project execution

Transformation Project



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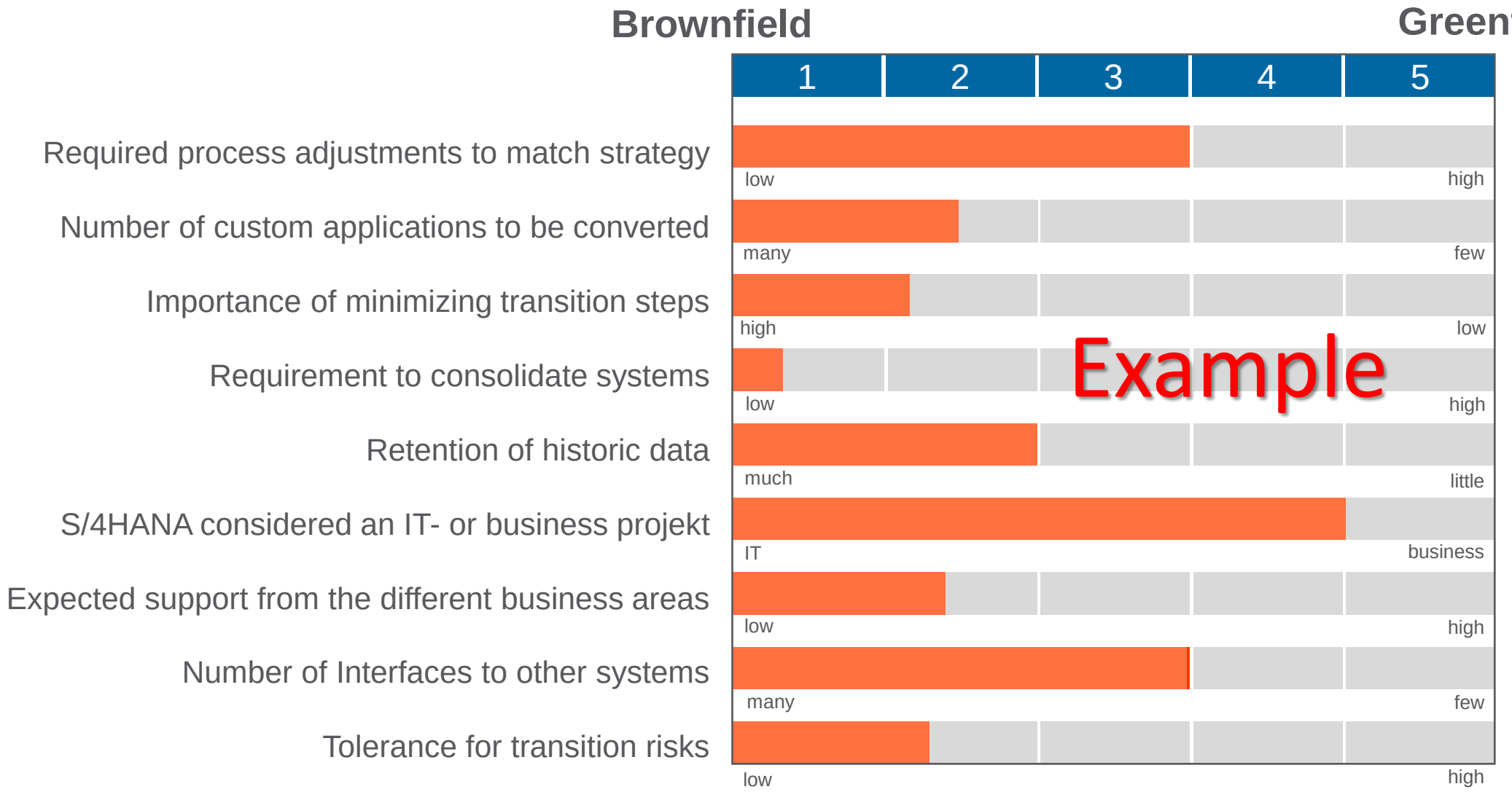
Key transition questions



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What is CNT #rise2S4?

#rise2S4 is an SAP-Qualified Partner-Packaged Solution by CNT

#rise2S4 includes a brownfield conversion SAP ECC to SAP S/4HANA

#rise2S4 converts to SAP S/4HANA on SAP with RISE, private edition

#rise2S4 is offered as an accelerated, fixed scope, fixed price conversion in three “T-Shirt sizes” (Small, Medium, Large)

#rise2S4 is a turnkey service package to convert to SAP S/4HANA on RISE with SAP

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#rise2S4 – Opportunities with Simplified Conversion

SAP S/4HANA on RISE with SAP: **Bottlenecks**

- Lack of visibility of the business case
- At capacity managing day-to-day business
- Multiple competing projects
- Lack of internal and external resources
- Financial constraints
- Limited management buy-in
- Approaching deadline for transformation
- Investment in current business processes
- No organizational consensus on strategy
- Many unknowns

Simplified Conversion to S/4HANA on RISE

- Focus resources and energy on SAP S/4HANA conversion
- Streamline operational transformation to RISE with SAP
- Clear expectations for the business and stakeholders
- Outline concrete scope, timeline, and outcome
- Follow clearly defined conversion path set out by SAP with SAP Activate and CNT best practices

Outcomes

- Fully converted S/4HANA system as innovation launchpad
- Focus on conversion first, innovation second
- Actively driven operational transformation to RISE with SAP
- Fully operational on RISE with SAP on Day 1

#rise2S4 offers predictable outcomes with a fixed-price, fixed-scope conversion project

#rise2S4 – Package Components

01

riseAssessment

A S/4HANA Conversion Assessment
- Identify SAP S/4HANA potentials and benefits
- Identify status quo of current setup
- Identify activities prior to conversion

B RISE with SAP Assessment
- Identify RISE with SAP potentials & benefits
- Identify status quo of current ERP operation
- Identify activities prior to migration

C Conversion Roadmap
- Documented conversion roadmap
- Confirm scope, timeline, and resource

+ Fixed scope, fixed price

02

riseConversion

A Prepare

B Explore

C Realize

D Deploy

E Run

+ Fixed scope, fixed price

The 2-phased approach with assessment and conversion adds structures to the project

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#rise2S4 – riseAssessment

S/4HANA Potentials, SAP RISE Benefits	Technical Convertibility	Influencing Factors	Required Adjustments	Conversion Roadmap for SAP S/4HANA on RISE with SAP
Why move to S/4HANA and RISE with SAP?	***What adjustments are required?***	***What are influencing factors of the conversion?***	***What prep-work needs to be done?***	
• Stakeholder interviews • Discovery workshops • Move In Motion workshop • Business value of S/4HANA • Benefits of RISE with SAP • Executive Alignment	• Assess system convertibility • Assess required prep-work • Assess custom code	• Scope compatibility of the application landscape • Scope compatibility of the interface landscape • BTP Integration Strategy • SAP RISE compatibility of add-on/ 3rd party tools	• Must-have simplification Items • Prepare transformation (e.g., business partner) • Data quality checks	
Tools: • SAP Next-generation BSR • SAP Process Discovery • Value Lifecycle Manager • TCO Analysis	Tools: • SAP Readiness Check • Maintenance Planner • Custom Code Analyzer	Tools: • Transformation Navigator • System Landscape Analyzer	Tools: • Simplification Item Catalog • Conversion Pre-checks tool	

The #rise2S4 project starts with a formal assessment typically ranging within 4-8 weeks

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#rise2S4 – riseConversion

CNT Management Consulting

Mock Conversions

Mock Conversion #1

Validate add-ons and licenses

Identify & handle showstoppers

Analyze long lead tasks and long-running tables

Implement pre-requisites (BP, CVI, etc.)

Mock Conversion #2

Identify corrective actions from Mock 1

Validate runtimes and corrective actions

Start dress rehearsal cookbook

Production Support Systems Conversions

QAS Conversion

Convert from refreshed PRD system

Execute following dress rehearsal cookbook

Reuse corrective actions

Convert/ import relevant transports in one step

Build a test environment with all interfaces

DEV Copy/ Build from QAS

Copy from the refreshed and converted QAS system

Start of the retrofit process

Dress Rehearsal and Go-Live

Dress Rehearsal

Convert from refreshed PRD with corrections

Final cookbook validation

Final check of runtime and hard freeze PRD

Approval

PRD Conversion

Prepare during uptime and execute during downtime

Convert/ import relevant transports in one step

Validate run-time with system performance

Ready for Innovations

Innovation Discovery

Business scenario recommendations

Hands-on workshops on S/4HANA System

Business Case and Value

Validate assessed values of process improvements

Value Lifecycle Manager

Innovation projects and release management

Gain innovations with defined projects and release cycle

Live on S/4HANA on RISE with SAP

The main conversion follows a progressive sequence converting system by system to RISE with SAP

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Questions?

For questions after this session, contact us at

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Thank you.

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