

Enterprise Innovation.
Powered by **Knowledge.**TM



GyanSys Service Offerings

March 2022

advisory | digital | managed services

GYANSYS

Agenda

- **GyanSys Introduction**
- **Transformation Approach**
- **S/4HANA Roadmap**
- **S/4HANA Greenfield**
- **S/4HANA Brownfield**



GyanSys at a Glance

*Big Enough to Deliver.
Small Enough to Care.*

Founded
2005



Enterprise Innovation.
Powered by **Knowledge**.

2,000+
Employees

Employee Retention:
US: > 90%, India: > 85%



225+
Customers

>98% customer retention

Advisory & Projects 60%

Managed Services 25%

Staff Augmentation 15%



Professionals Worldwide	
North America	550+
Asia	1,300+
Europe	50+
South America	100+

GyanSys SAP Practice Overview

SAP® Qualified
Partner-Packaged Solution



17+
Year Practice
History

1,250+
Consultants
Globally

750+
S/4HANA
Consultants

End-to-End SAP Consulting Partner

GyanSys has tools, accelerators, and SAP certified **Speedy** packaged solutions for S/4 migrations, IBP, Ariba, CX Commerce, SAC, and more.

Partners with Azure, AWS, GCP, and others for cloud migration.



Gartner mentioned GyanSys as a Digital Commerce Service Provider in “**The Gartner Digital Commerce Vendor Guide**” report published April 2021.

Customer Experience



Ariba



IBP



SuccessFactors



EWM



Enterprise Asset Management



GRC



PLM / PPM



SAC



Our S/4HANA Clients

S/4HANA Engagements

Greenfield / Brownfield / Lift-and-Shift

Speedy DEPLOYMENT for AUTOMOTIVE

Speedy CPG PACKAGE

S/4HANA CODE REMEDIATOR

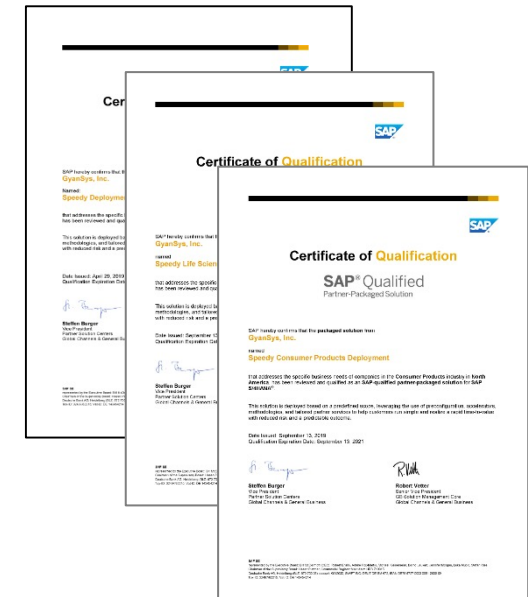
S/4 ADOBE FORM MIGRATOR

Speedy SECURITY ROLE REMEDIATOR

EASY EDI INTEGRATOR


35+
HANA Engagements
750+
S/4HANA Consultants

SAP® Qualified
Partner-Packaged Solution



Speedy Implementation Approach Certified by SAP



Transformation to S/4 Approach

Customer	Scope & Solution Approach	Key Takeaways
<p>HQ: Durham, NC Revenue: \$3B Industry: Communication Equipment and Solutions</p> <p>S/4 2020 Brownfield Migration</p> <p>Project Duration: 12 months</p> <p>Modules Migrated: FI, CO, MM, PP, QM, WM, RAR, BW, BOBJ, and PI/PO</p>  <p>Hazem Morsy VP of IT</p>	<ul style="list-style-type: none"> • Global implementation • 350 plants • 300+ legal entities • ECC database size was 14 TB after optimization • 1B Finance documents converted into ACDOCA table • 43 million MARC and 118 million MARD data • 3 million Customer Conversion to BP (CVI) • Currently leading a Brownfield migration with phased Innovation <ul style="list-style-type: none"> ❖ Fiori deployment of 150+ App ❖ Increased adoption of embedded Analytics ❖ New GL Conversion ❖ Cloud Migration ❖ Cost Center & Profit center Reorganization ❖ COA Re-Organization ❖ Group Reporting (Potential Hyperion Replacement) • Datacenter Migration to SAP GCP 	<ul style="list-style-type: none"> ➤ Data challenges related to large systems and multiple consolidation ➤ Add-on solutions not compatible for S/4HANA need to be appropriately planned ➤ New Security Policies/SOP related to Cloud Hosting ➤ CVI Is most critical pre-project for customers having large volume. CVI pre-project needs to be planned in advance ➤ Moving junk increase migration complexity and cost. Hence, data analysis should be first step for Migration planning ➤ RAR upgrade was planned post migration ➤ High volume plant and storage location data for material need improvement in SAP delivered programs ➤ Master data remediation takes time. Data readiness should be key consideration for planning

Our Understanding of Avaya



Comparison

Category	 (Brownfield + Incremental Transformation)	 (Greenfield) <small>see what Delta can do™</small>
Project Duration	9 months	21 months
Stabilization	3 months	6 months
Business SME's /Power Users	7 FTEs for 3 months near full-time	30 FTEs for 9 months near full-time
Implementation Cost	\$(Brownfield) + \$\$ (Incremental Transformation)	\$\$\$\$\$
Data Cleansing, Migration and Validation	3 months (SAP Tools)	9 months (Various ETL tools)
Migrated Data	All Master Data & Transactions	All Master Data, Open Transactions and Summary Balances
Total Custom Development	2,000 hours to remediate existing program to S/4 compliant	15,000 hours (75% of development to support Interfaces, Data Conversions, Forms, Workflow)
Transformation	Phase 1: Finance – Must Have Transformation Phase 2 : Supply Chain, Reporting, Usability	Big Bang Transformation to S/4 for Finance, SCM, PLM & OTC
Testing Effort	3 months	9 months
Time to Market	Faster	Slower


Brownfield and Greenfield Comparison

Category	Avaya Brownfield Scenario	Avaya Greenfield Scenario
Project Duration	9 + 6 + 3 months	18 + 6 months
Stabilization	1 months	3 months
Business Resources	10 FTEs / 5 months	30 FTEs / 11 months
Data Migration and Validation	3 months	9 months
Migrated Data	All records	Open records and balances
Total Custom Development	5,000 Hours	15,000 hours
Transformation	Phased	Big Bang Transformation
Testing Effort	3 months	6 months
Time to Market / Business Benefit	9 months	18+ months

GyanSys Recommendation = Brownfield followed by Phased Transformation

Jack Links Case Study – Roadmap Approach



Customer	Scope & Solution Approach	Key Takeaways
<p>HQ: Minong, WI Revenue: ~\$1.2B Industry: Food</p> <p>ECC to S/4 Assessment Roadmap</p> <p>Duration: 2 months</p>  <p>Ram Mullanpudi VP of IT</p>	<ul style="list-style-type: none">• SAP functional reviews of S/4HANA new capabilities• Business priorities associated with implementation of new capabilities• Timeline for a 5-year roadmap• Estimated cost for each new functionality• Options for greenfield vs. brownfield and business value for each option• Deep-dive on custom code evaluations, security reviews, and digital transformation initiatives	<ul style="list-style-type: none">➤ Recommended brownfield migration with transformation over a greenfield implementation➤ High-level 5-year roadmap with cost➤ Recommended Jack Links resources for roadmap➤ Optimized SAP product roadmap for Jack Links

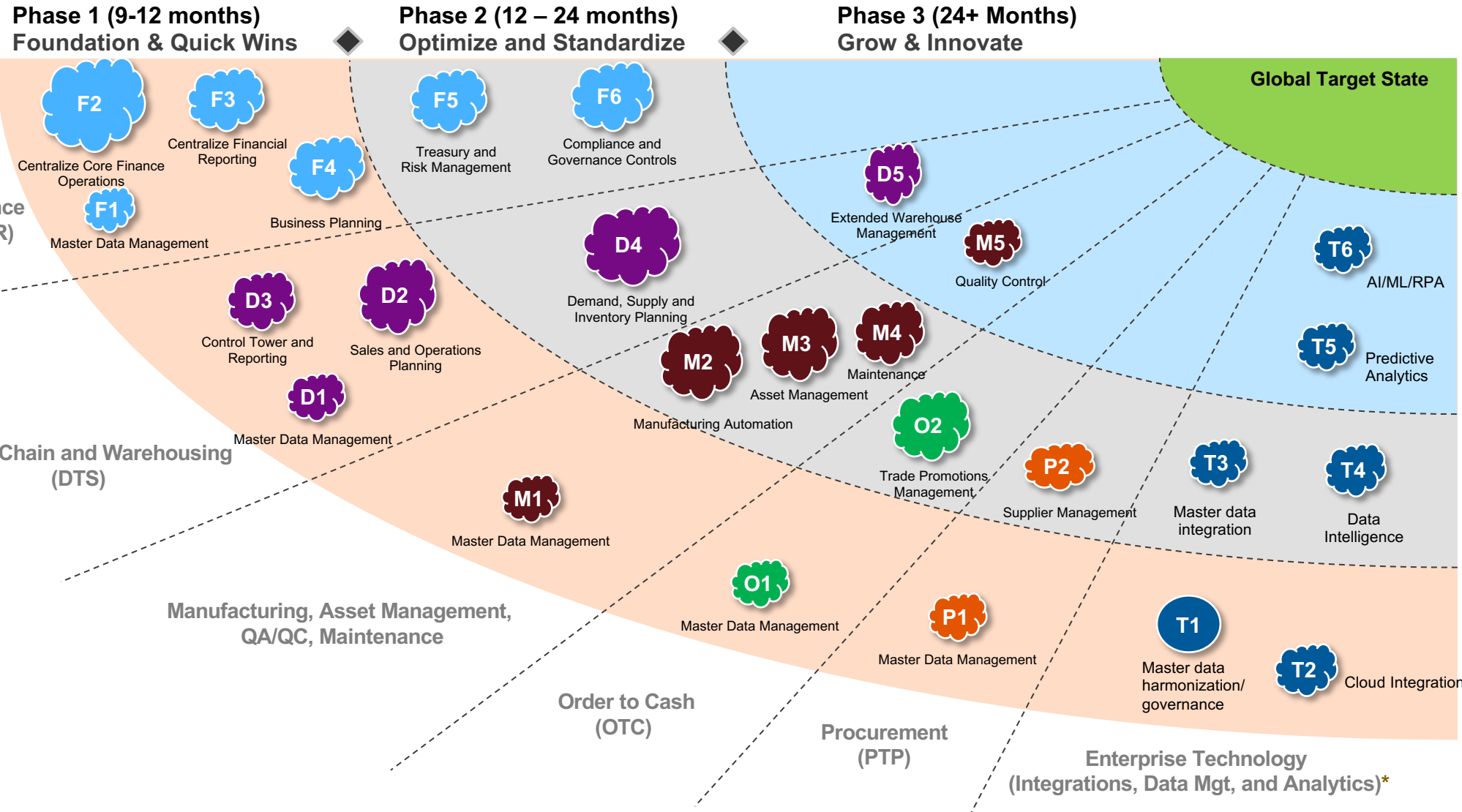
Sample 1-5 Year Roadmap



	Phase 1 (9-15 months)	Phase 2 (18-32 months)	Phase 3 (36+ Months)
	Foundation & Quick Wins	Optimize and Standardize	Grow & Innovate
Finance (RTR)	<ul style="list-style-type: none"> Centralize Core Finance Operations Centralize Financial Reporting Master Data Management Business Planning 	<ul style="list-style-type: none"> Treasury and Risk Management Compliance and Governance Controls 	
Supply Chain and Warehousing (DTS)	<ul style="list-style-type: none"> Control Tower and Reporting Sales and Operations Planning Master Data Management 	<ul style="list-style-type: none"> Demand, Supply and Inventory Planning 	<ul style="list-style-type: none"> Extended Warehouse Management
Manufacturing, Asset Management, QA/QC Maintenance	<ul style="list-style-type: none"> Master Data Management 	<ul style="list-style-type: none"> Manufacturing Automation Maintenance Asset Management 	<ul style="list-style-type: none"> Quality Control
Order to Cash (OTC)	<ul style="list-style-type: none"> Master Data Management 	<ul style="list-style-type: none"> Trade Promotions Management 	
Procurement (PTP)	<ul style="list-style-type: none"> Master Data Management 	<ul style="list-style-type: none"> Supplier Management 	
Enterprise Technology (Integrations, Data Mgmt., and Analytics)*	<ul style="list-style-type: none"> Master data harmonization / governance Cloud Integration 	<ul style="list-style-type: none"> Master data integration Data Intelligence 	<ul style="list-style-type: none"> Predictive Analytics AI/ML/RPA

Global Target State

Proposed Business Capability & Prioritization Matrix Sample



- F Finance RTR
- P Procurement PTP
- O Order to Cash OTC
- D Demand to Supply DTS
- M Manufacturing, QA/QC, Maintenance
- T Enterprise Technology
- Cloud Based Solution
- On Premise Solution

Transformation Options and Pros/Cons



Option 1	SOW1, SOW2
Option 2	Subs and nonSubs RAR in S/4
Option 3	Subs RAR in ECC
Option 4	Subs RAR in ECC, Atlas in S/4

	OPTION 1	OPTION 2	OPTION 3	OPTION 4
	~28 Months (8 M + 12 M + 8 M)	~22 Months (14 M + 8 M)	~28 Months (8 M + 12 M + 8 M)	~26 Months (8 M + 10 M + 8 M)
Project Effort	●	●	●	●
Faster adoption of BRIM for subscription products	●	●	●	●
Faster retirement of MJEs and Subscription Dashboard	●	●	●	●
Open Contracts Migration	●	●	●	●
Faster Adoption of S/4HANA Innovations	●	●	●	●
Business Change Management	●	●	●	●
Business Engagement Demand	●	●	●	●
Operational Risk	●	●	●	●
Business Disruption	●	●	●	●
Cost to Implement	\$\$\$\$	\$\$\$	\$\$\$\$\$	\$\$\$\$\$
Cost to Maintain interim solution (ICE Impact)	\$\$\$\$	\$	\$	\$\$\$
Support Hybrid Subscription Cloud Offering	●	●	●	●


Note: Migration of subscription (value) contracts to ECC RAR planned in Phase 1 of Option 3 and 4 will be an extra (throwaway) effort. These contracts will move to BRIM in phase 2.

● Favorable ● Managed ● Unfavorable

S/4 Template Build & Deploy at Panasonic North America

Customer	Scope, Approach & Schedule	Solution Highlights
<p>Americas Revenue: ~\$11B HQ: New Jersey, USA Industry: Conglomerate</p> <p>Phase 1 (3-4 months):</p> <ul style="list-style-type: none"> N. America Template Build SAP Best Practices Standard Integrations with 3rd Parties Includes processes for Energy, Automotive, Industrial Devices, Consumer, Avionics, Smart Mobility, Appliances, Life Solutions, Software Services NA, Canada. <p>Phase 2:</p> <ul style="list-style-type: none"> Group Company Rollout with Shared Services Panasonic Gigafactory Rollout Panasonic Industrial Devices, Mexico & US Companies Prioritization and rollout to remaining business units <p>Gary Klinkhamer Director, SAP Solution Architect</p>	<ul style="list-style-type: none"> Best Practices Template Build for North America <ul style="list-style-type: none"> Validation Fit-to-Standard Key capabilities mapping Gap Analysis Custom objects analysis & archiving ECC to S/4HANA master data transformation Business unit prioritization for rollouts E2E project responsibility from best practice template build and phased rollouts to NA sites 9 SAP ECC systems to S/4HANA Multi-year program across 9+ business units Functionality includes R2R, O2C, F2P (Forecast-to-Produce), P2P, MES Integration, GTS, Plant Maintenance, integration with Ariba/Concur/BPC/legacy ECC/Blue Yonder/IBP/Bank/Tax GyanSys accelerators include workshop content, custom code analysis templates, requirement traceability matrix, gap analysis template, test scripts 	<ul style="list-style-type: none"> Large number of customizations in each ECC environment (appx. 18,000 custom objects) Harmonization of business process across diverse Panasonic business entities Change management Challenges in MES integration due to age old systems and processes Developing S/4 Competency Center Training & deployment <div data-bbox="1556 714 2451 1256"> <p>S/4 HANA by Private Cloud Edition on MS Cloud Azure</p> <p>Unique Business Differentiation</p> <p>Common Business Processes in North America</p> </div>

S/4 Migration Followed by Business Transformation

Customer	Scope and Engagement Highlights	Challenges & Lesson Learned
<p>S/4 1809 Brownfield Migration</p> <p>Project Duration: 9 months</p> <p>Modules Migrated: FI, CO, MM, PP, QM, WM, RAR, BW, BOBJ, and PIPO</p> <p>Currently in the process of upgrading to S/4 2020</p>  <p>Mukul Agrawal Head of IT, Vistaprint</p>	<ul style="list-style-type: none"> ➤ Global implementation ➤ 6 manufacturing plants ➤ 100+ legal entities ➤ ECC database size was 9 TB after optimization ➤ 4B+ Finance documents converted into ACDOCA table ➤ 6 system conversions ➤ 150+ Fiori Apps activated during technical upgrade ➤ Currently engaged with Business Transformation Initiatives for incremental benefits <ul style="list-style-type: none"> ❖ Fiori deployment of 500+ App ❖ Increased adoption of embedded Analytics ❖ EWM Deployment ❖ SAC analytics ❖ Cost Center & Profit center Reorganization ❖ COA Re-Organization ❖ Group Reporting (Potential Hyperion Replacement) ➤ Datacenter Migration to SAP HEC 	<ul style="list-style-type: none"> ➤ Downtime Optimization ➤ Infrastructure dependency, bandwidth during transfer ➤ New Security Policies/SOP related to Cloud Hosting ➤ Bank account determinations (eliminates multiple GL accounts for every bank account) ➤ New Financial Statement Version maintenance for alternative / business managed statement versions to simplify reporting ➤ GL account cleanups / retirements / name changes as part of business cleanup, balance transfers with assistance from technical custom solutions. ➤ Leverage reporting out of Embedded Analytics (BW decommissioning) and SAC ➤ RAR Upgrade post S/4 Migration



Our Commitment

- **Mindshare of GyanSys leadership**
- Investment in the Partnership
- **Right size – Big enough to deliver and Small enough to care**



Competency & Experience

- **Understanding of customer's** core processes, people, and culture
- **Global mid-tier SI firm** with SAP, Salesforce, Analytics, Microsoft capabilities
- **Thought leadership** on S/4HANA migrations with accelerators and SAP certified *Speedy* packages



Our Deployment Approach

- Leverage Onshore and Offshore Delivery Model - **cost effective and flexible** to scale up and down
- **Flexible to adjust** to customer's needs
- Outcome based engagements (fixed price)



Our People

- **Seasoned** delivery professionals
- Focus on bringing expertise vs 'order takers'
- **The Team that is solutioning is the team that will deliver**

About GyanSys.

GyanSys is a global systems integrator and solutions provider with more than 2,000 professionals serving clients in North America, Europe, Latin America, and South Asia. GyanSys also provides managed services with flexible usage models worldwide leveraging its delivery centers across North America, India, and the Philippines. **GyanSys is big enough to deliver and small enough to care.**

For more information about our organization, please visit gyansys.com.

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