

DIGITAL
TRANSFORMATION
WILL DRIVE CLOUD
MIGRATIONS & SAP
S/4HANA VALUE:

DON'T BE LEFT BEHIND



The Data Transformation Company

RIGHT **DATA**
RIGHT **PLACE**
RIGHT **TIME**



AGENDA

DIGITAL TRANSFORMATION IS BRINGING NEW CHALLENGES

SUCCESS STORIES

MIGRATION TO A CLEAN DIGITAL CORE

- BLUEFIELD™ – Methodology for Accelerated Data Migration
- CRYSTALBRIDGE™ – The Data Transformation Platform

ERP SOLUTION ENABLEMENT THROUGH MOVE TO CLOUD

ABOUT SNP



CHALLENGES OF DIGITAL TRANSFORMATION



Each company faces its own unique challenges relating to Digital Transformation. However, there are a few that ALL companies must face.

- Agility – Speed of business response to market demands
- Enabling Business Agility without risking strategic differentiators and compliance
- Data volumes and Data Growth
- Democratizing Data across the entire company
- Organizational Change Management
- Security and Support
- Getting out of the IT platform business
- Lack of IT Talent and Digital Competencies
-

Moving to S/4HANA and transitioning IT solutions to the Cloud helps companies to:

- Provide a more **Agile responsiveness** to market and regulatory pressures and enable greater **Innovation**
- Enable **“Discovery”** through data for insights that were previously obscure – **Analytics, AI, ML**
- Improve **Integration** with systems and **Business Partners**
- Reduce solution and infrastructure complexities and costs
- Get out of the data center business for their own solution operations
-



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Gold
Microsoft Partner



Future-ready: Carve-out, Conversion to SAP S/4HANA and Move to SAP S/4HANA Cloud in One Go-Live

"The aim of the comprehensive restructuring and modernization of our IT landscape was to create an innovative IT environment that functions as a strategic partner to the business units and therefore goes far beyond the traditional role of our IT to date. The market is constantly changing, and the requirements are becoming more complex. Therefore, our entire IT landscape needs to be future-oriented and scalable while providing the necessary security. We have now established the framework to provide added value for our company and increase competitiveness. SNP has provided us with reliable support on this journey."

Jürgen Adä, Head of IT, Creaton Group



Kellogg's



“Thanks to SNP, we were able to go live on AWS with a **total project time of less than six months** and in **under four hours downtime**. More than 1,600 users in five markets with near zero downtime and on an accelerated timeline were migrated.”

Salvador Millan, Vice President Infrastructure and Operations, Kellogg Company



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ABOUT SNP



Accelerated Data Migration

FLEXIBLE. SIMPLE. TRUSTED.

BLUEFIELD™ vastly accelerates data migrations with high-end software for maximum project speed, accuracy and efficiency.

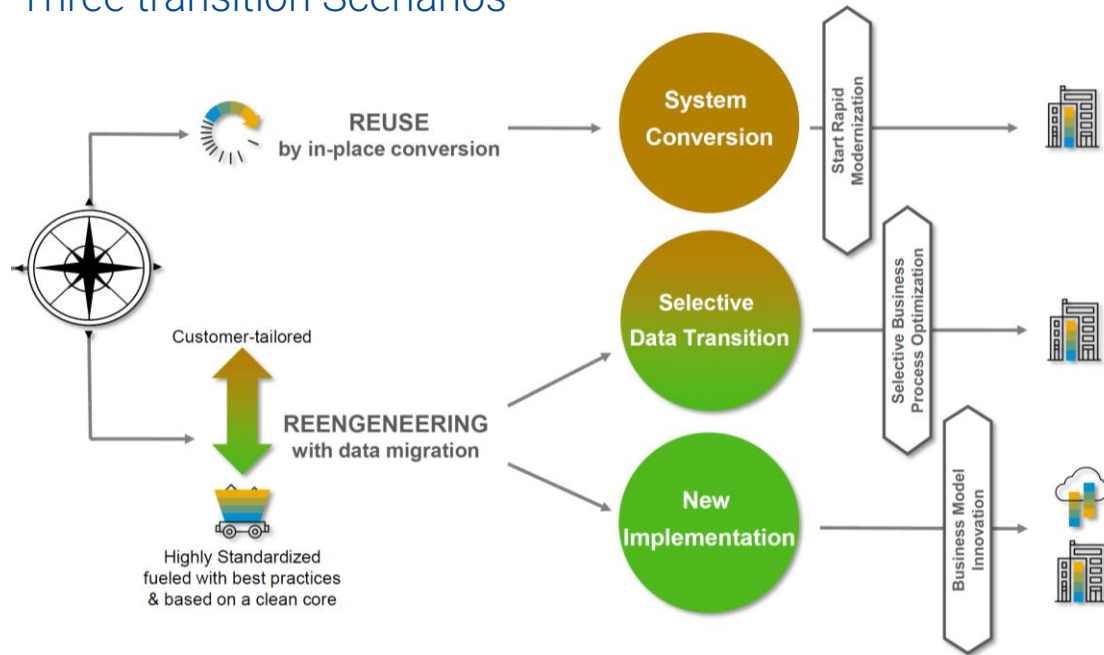
With BLUEFIELD™ powered by CrystalBridge, companies can:

- Run a business that can adjust to market needs at any time
- Create a lean and agile IT structure that follows their corporate strategy
- Make informed decisions based on real-time data
- Unlock capacity and create additional business potential
- Identify IT and data security risks in their system landscapes

BLUEFIELD™

BLUEFIELD™ offers myriad Migration Options

Introduction to Data Migration Three transition Scenarios



Source:
[SAP S/4HANA Migration Cockpit - Migrate your Data to SAP S/4HANA](#)

SNP View: Customers have more options



Customer Choice

Brownfield - All Old processes and data converted.

BLUEFIELD Advantage

- Customer can choose best balance between old & new.
- No longer a binary decision between two extremes!

Greenfield - Completely New Implementation with no historical data.

BLUEFIELD™ Value Proposition

BLUEFIELD™ Characteristics

Downtime reduction

Selective data migration

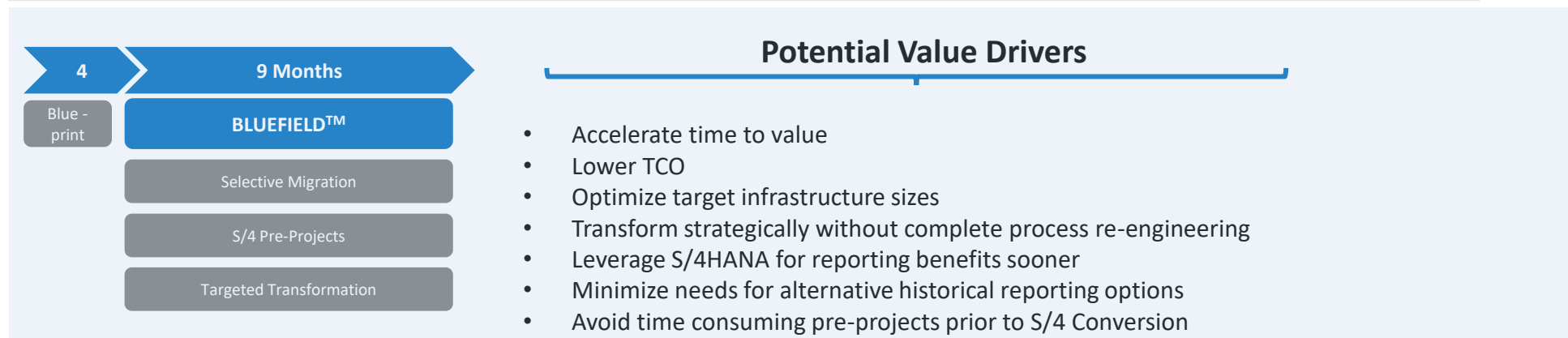
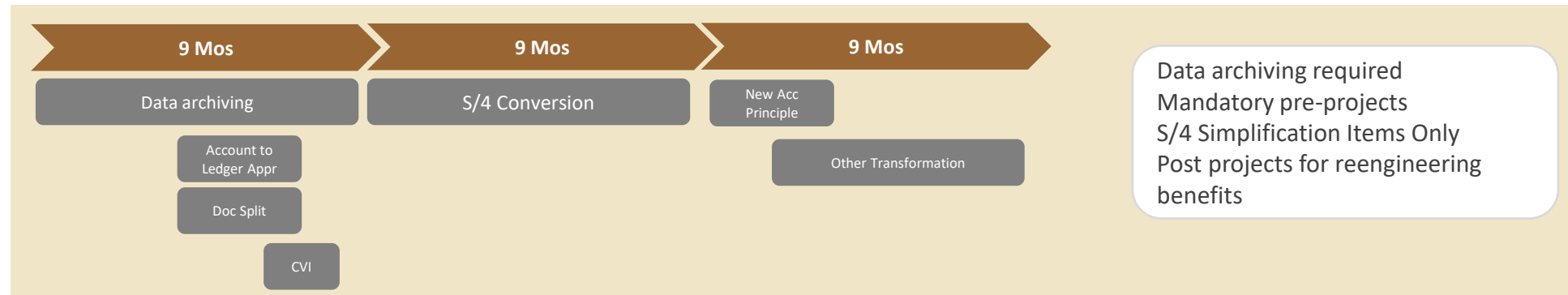
Leverage existing functionality

Historical data requirements

“Enhanced” S/4 Simplifications

Targeted transformation

Landscape optimization



MAXIMIZE SPEED TO VALUE

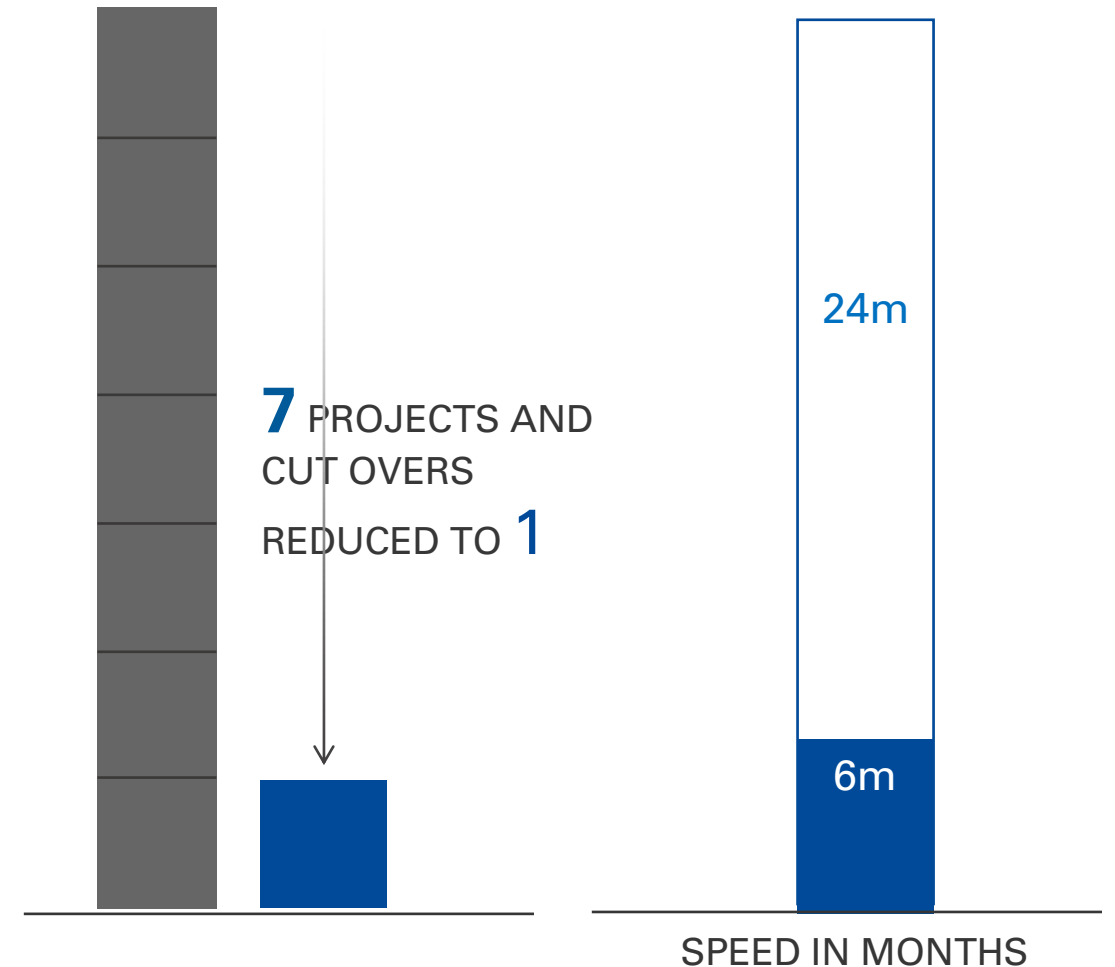
BLUEFIELD™ powered by CrystalBridge allows you to collapse the entire transformation roadmap into one single Go-Live.

Exemplary projects on the roadmap:

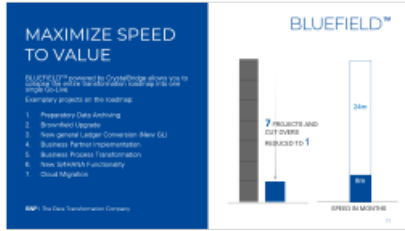
1. Preparatory Data Archiving
2. Brownfield Upgrade
3. New general Ledger Conversion (New GL)
4. Business Partner Implementation
5. Business Process Transformation
6. New S/4HANA Functionality
7. Cloud Migration

SNP | The Data Transformation Company

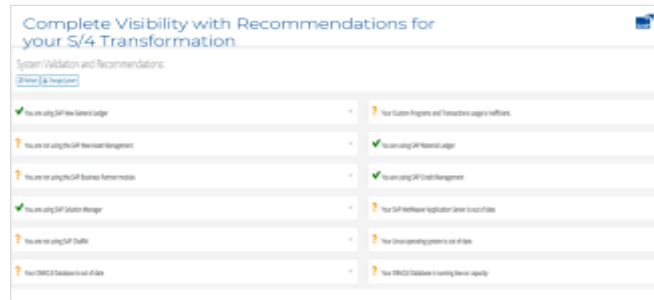
BLUEFIELD™



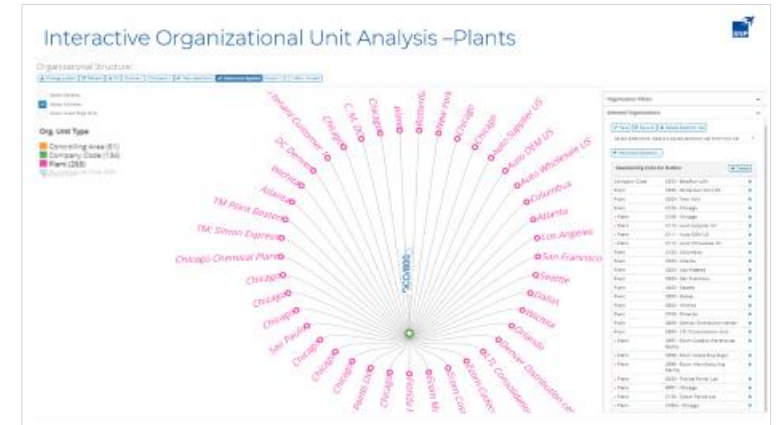
Analysis



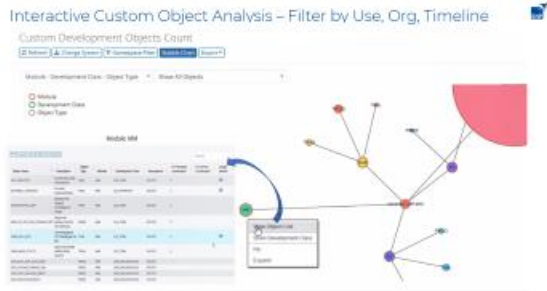
Speed to Value
Bluefield



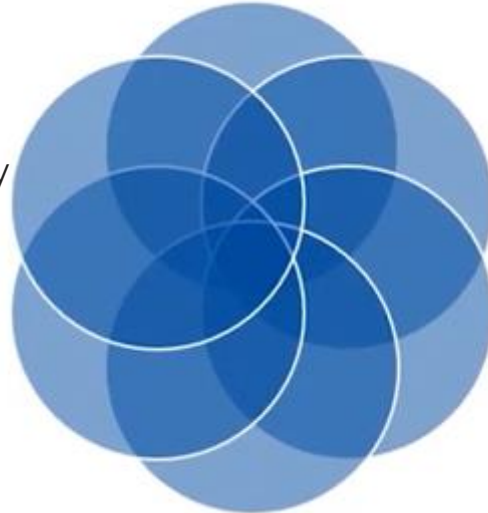
Software Scan of Actual
System Usage



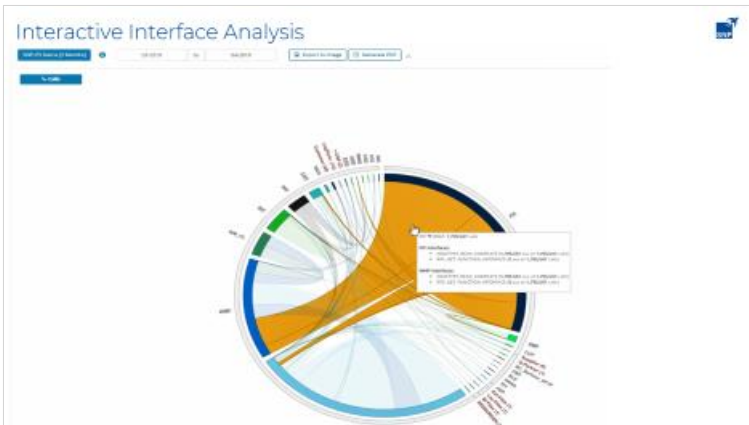
Organizational Usage Visibility



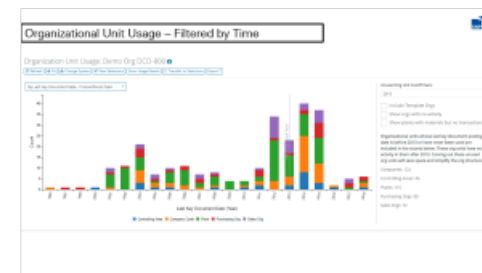
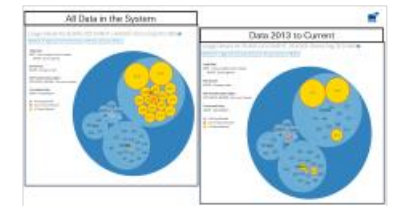
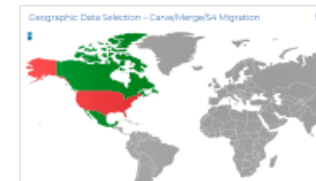
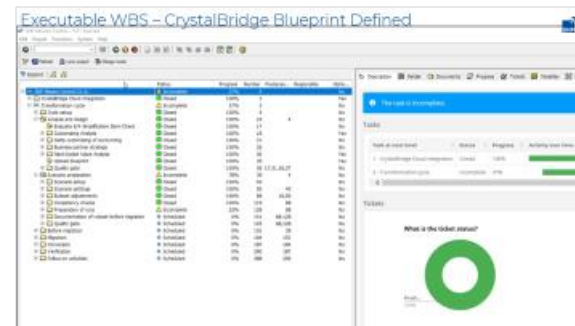
Custom Code/Table
Usage Transparency



Systems Integration Visibility (IFS)



Guided Procedures and
Execution Lists



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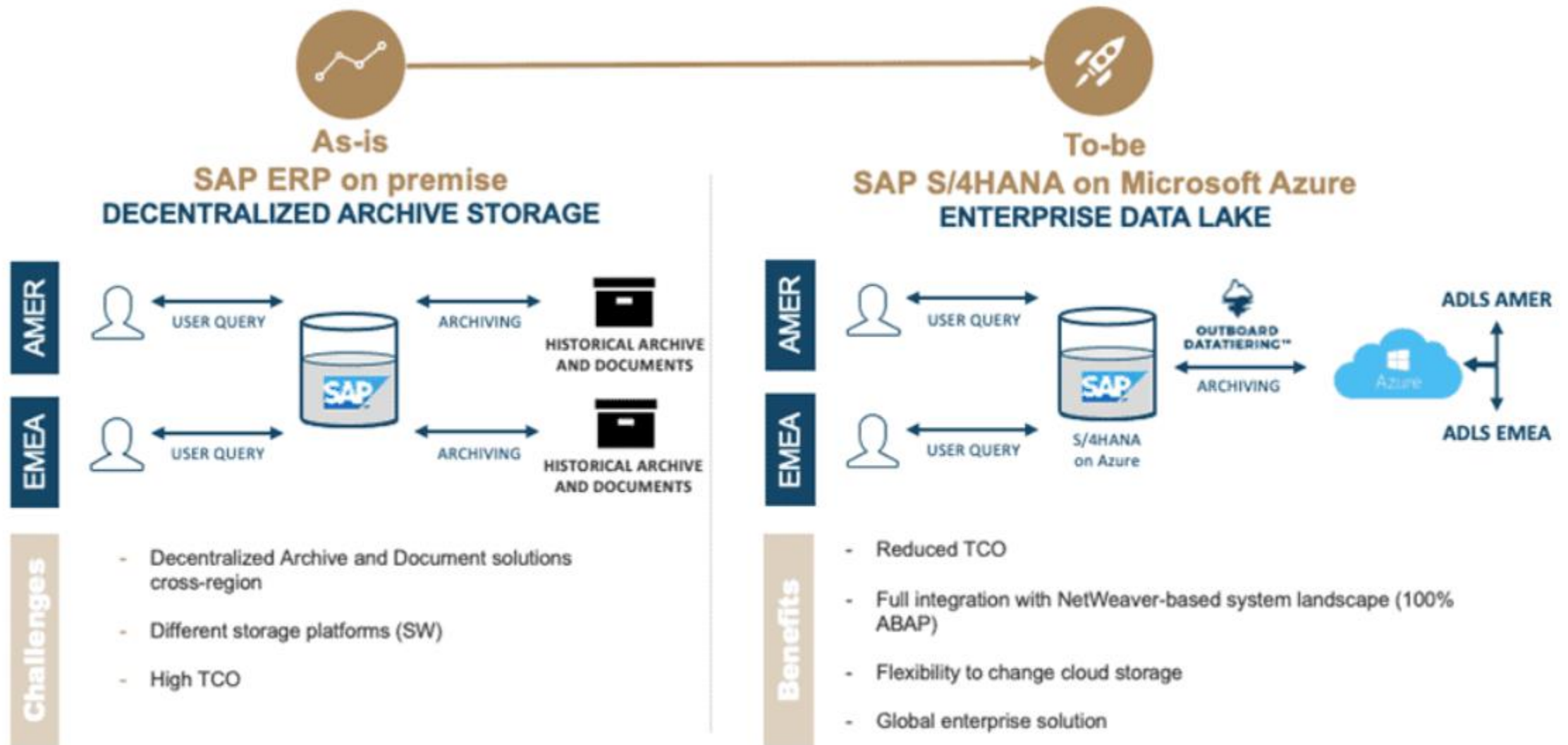
- BLUEFIELD™ – Methodology for Accelerated Data Migration
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SNP Archiving as Part of Move to Azure



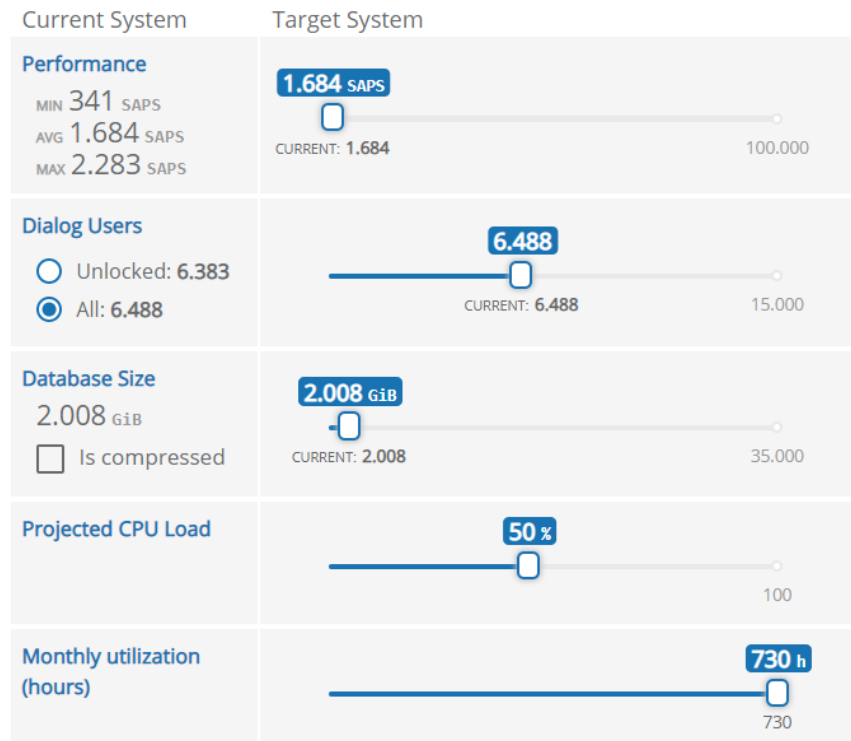
CrystalBridge® Cloud Move for Azure

Azure Planning, Sizing, and Deployment at your fingertips

System configuration and sizing simulation

Cloud Move for Azure: Demo CEP-700 📘

[👤 Change System](#)
[📄 Generate Report](#)
[📋 Current Landscape](#)
[🚀 Create Azure Deployment](#)



Landscape recommendation and Deployment

Recommended Landscape	Landscape comparison	Configuration
Application Server		
Name	Small: E20as v4	✓ Medium: E32as v4
SAPS	30.219	48.350
vCPU	20	32
RAM	160 GiB	256 GiB
Disk	512 GiB	512 GiB
Three Years Subscription	457,96 \$	675,79 \$
One Year Subscription	635,74 \$	960,23 \$
Pay-As-You-Go	1.014,70 \$	1.566,58 \$
HANA Database Server		
Name	Small: M64ls	✓ Medium: M64s
vCPU	64	64
RAM	512 GiB	1.024 GiB
Disk	2.560 GiB 📘	4.992 GiB 📘
Three Years Subscription	1.200,81 \$	1.456,90 \$
One Year Subscription	2.368,15 \$	2.894,57 \$
Pay-As-You-Go	4.047,85 \$	4.963,27 \$

SNP – The Data Transformation Company



SAP® Certified
Integration with SAP S/4HANA®

SAP® Qualified
Partner-Packaged Solution



Global Headquarters:
Heidelberg, Germany

USA Headquarters:
Irving, TX

Founded: 1994
Worldwide offices: 30+
Projects successfully
completed 14,500+

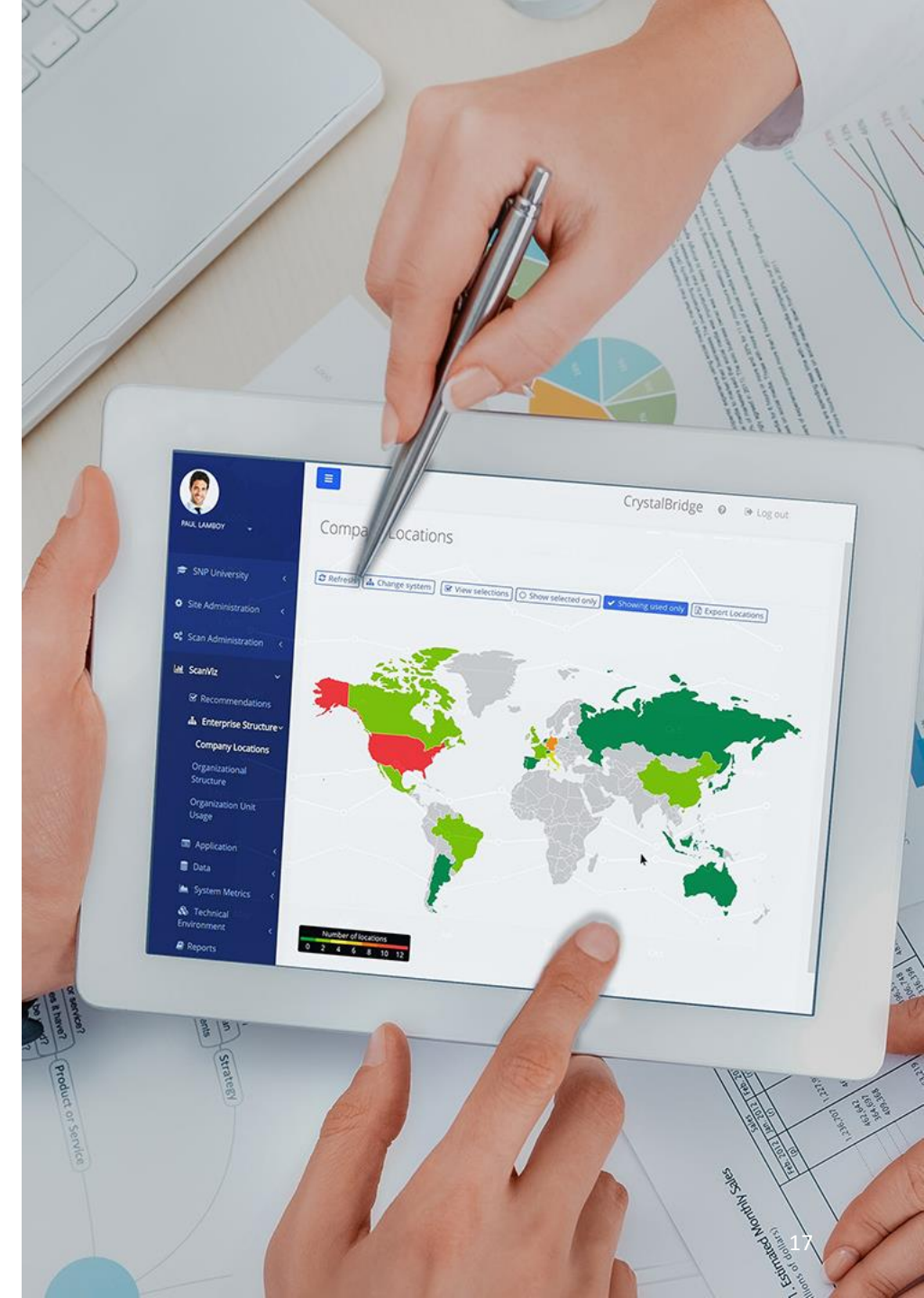
Listed: Prime Standard of
the Frankfurt Stock
Exchange



CrystalBridge® – The Data Transformation Platform

Automated End-to-End Transformation

- Fact-based project planning, simulation and implementation of the optimal roadmap
- Reduced manual effort and costs through software
- Predefined transformation scenarios
- Integrated quality checks in the software for continuous monitoring and assurance
- More than 14,500 successfully completed transformations



SNP's CrystalBridge® Software accelerates SAP Transformation

BUSINESS EVENTS

- Mergers and acquisitions



- Carve-outs



- Business Reorganizations and change Org Structures, Chart of Accounts



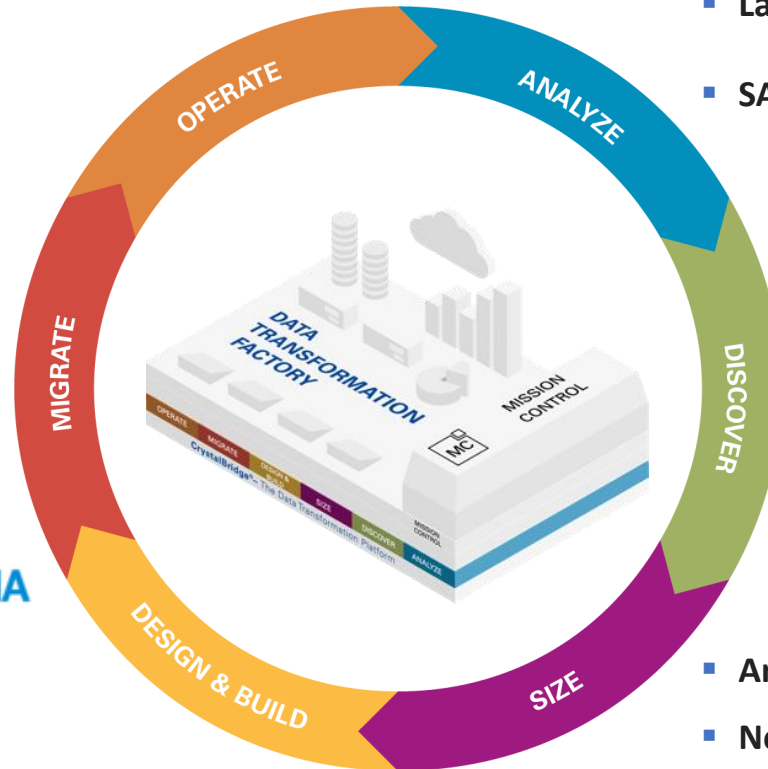
S/4HANA MIGRATION

- Selective Data Transition



- Analyze ECC or S/4 HANA systems

- Harmonization and Near Zero downtime



COST OPTIMIZATION

- Landscape consolidation



- SAP Releases, DB Upgrades, OSDB

- Data Tiering - Right Data, Right Place



- Test Data Optimization – Selective Refresh

CLOUD MIGRATION

- Premium Lift & Shift with Near Zero Downtime

- Selective Migration



- Archiving and Systems Sunsetting

- Near Real Time integration with low-cost data stores

BLUEFIELD™



Book your free SAP system scan today! A \$20K+ offering for free by SNP.



Know what's under the hood of your SAP system(s) – the first step in the transformation process

- KNOW – what data is generated by organization unit, by location, by year
- IDENTIFY – pre-projects that are required for SAP S/4HANA
- EVALUATE – current process deviations from SAP best practices
- ANALYZE – your SAP database size to identify current vs. historical data
- CALCULATE – the amount of data associated with unused organizational elements
- OPPORTUNITY – to work with experts to assess how to right size your ECC database in advance of a cloud or SAP S/4HANA migration

[\(Click here to get started\)](#)

A \$20K+ offering – free¹

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Heidelberg, Germany 2020


Complete Visibility with Recommendations for your S/4 Transformation



System Validation and Recommendations:

[Refresh](#) [Change System](#)

 You are using SAP New General Ledger ▼

 Your Custom Programs and Transactions usage is inefficient.

 You are not using the SAP New Asset Management ▼

 You are using SAP Material Ledger


 You are not using the SAP Business Partner module ▼

 You are using SAP Credit Management

 You are using SAP Solution Manager ▼

 Your SAP NetWeaver Application Server is out of date

 You are not using SAP ChaRM ▼

 Your Linux operating system is out of date

 Your ORACLE Database is out of date ▼

 Your ORACLE Database is running low on capacity

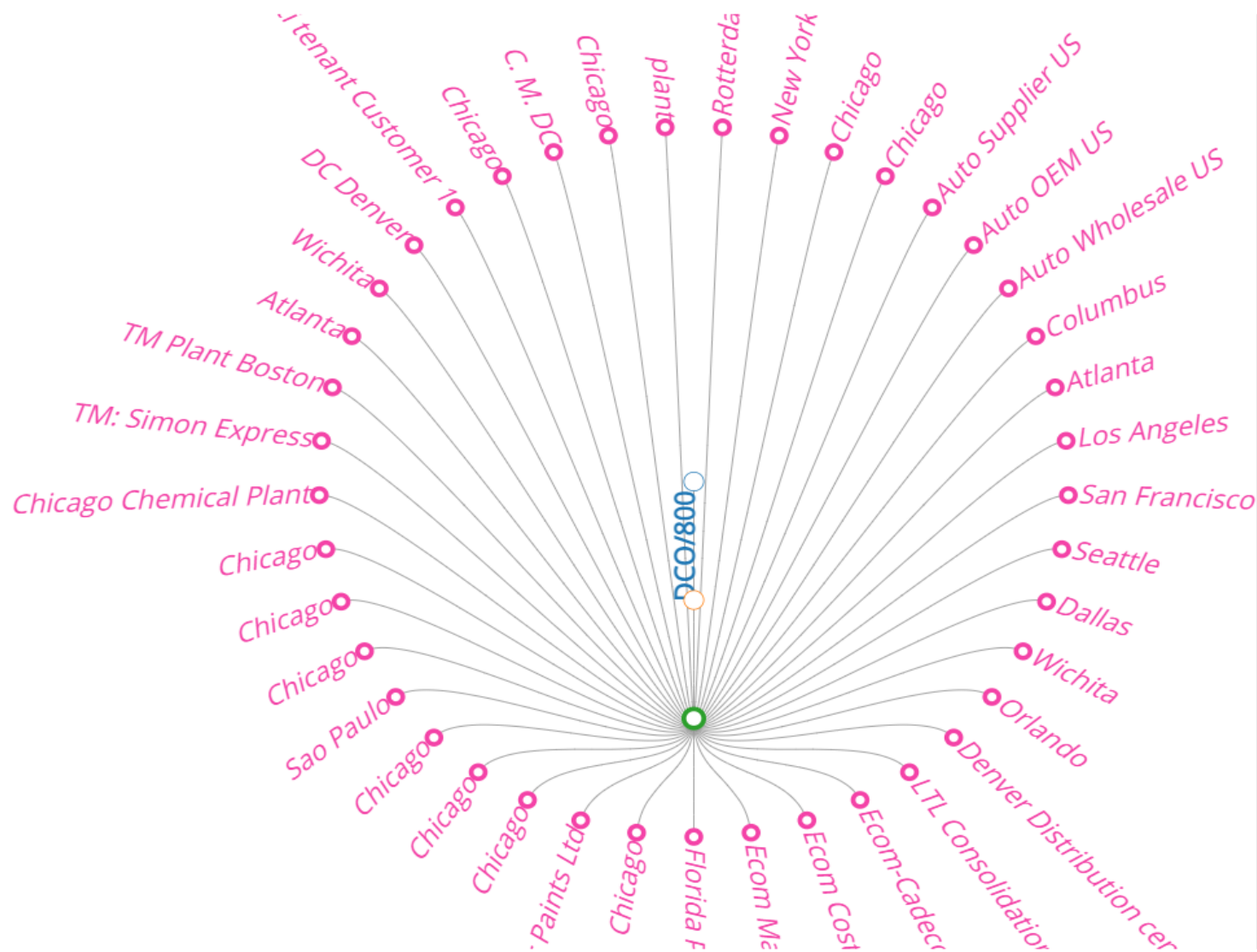
Interactive Organizational Unit Analysis – Plants

Organizational Structure:

- Select Parents
- Select Children
- Select Used Orgs Only

Org. Unit Type

- Controlling Area (51)
- Company Code (134)
- Plant (253)
- Subcontracting Plant (SR)



Organization Filters ▼

Selected Organizations ▲

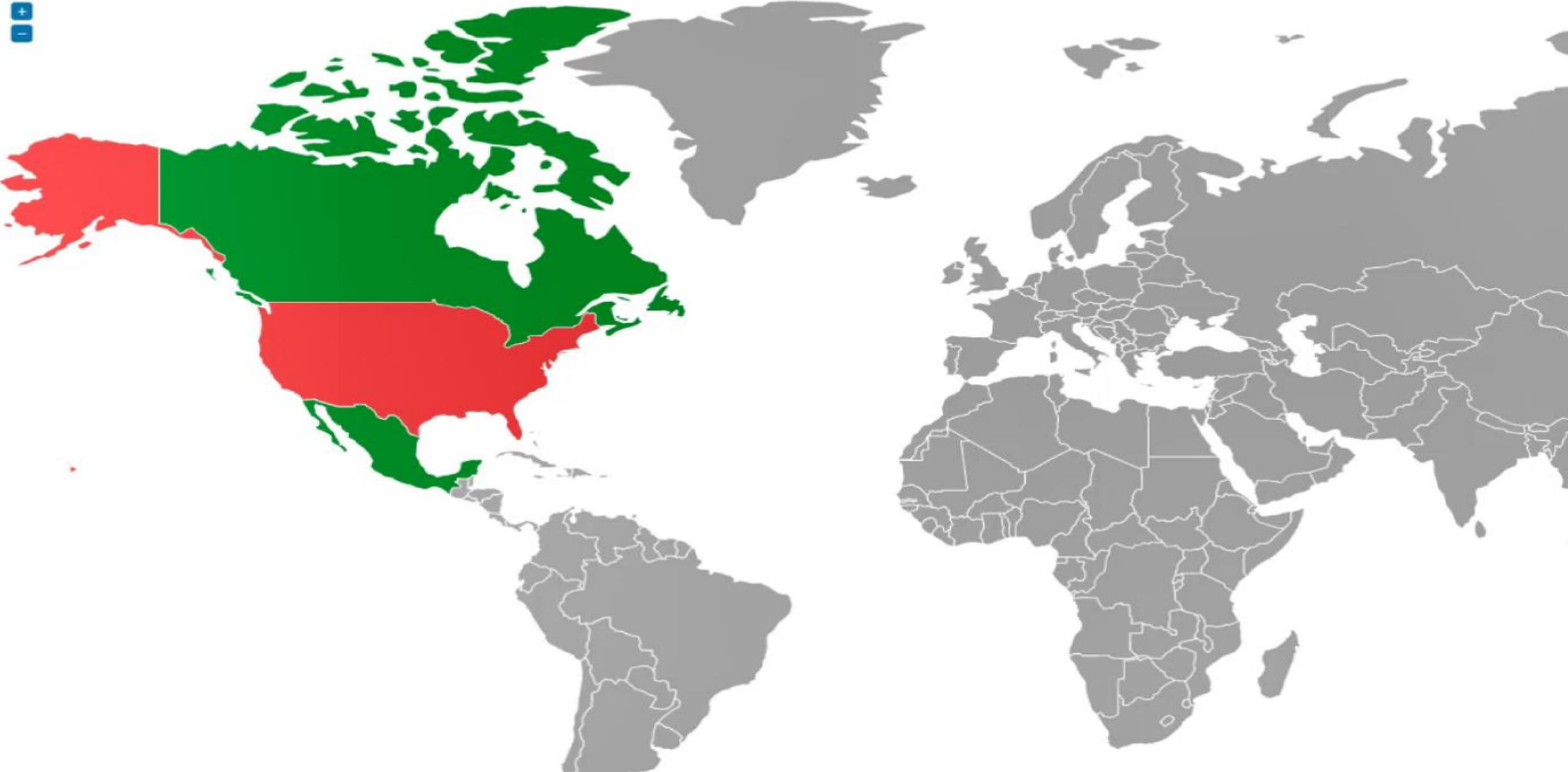
Saved Selections: Select a saved selection set from this list ▼

[+ Advanced Selection...](#)

Selected Org Units For Outline

Company Code	3000 - BestRun USA	✕
Plant	2505 - Rotterdam Port DC	✕
Plant	3000 - New York	✕
Plant	3100 - Chicago	✕
✕ Plant	3105 - Chicago	✕
✕ Plant	3110 - Auto Supplier US	✕
✕ Plant	3111 - Auto OEM US	✕
✕ Plant	3112 - Auto Wholesale US	✕
Plant	3150 - Columbus	✕
Plant	3200 - Atlanta	✕
Plant	3300 - Los Angeles	✕
Plant	3350 - San Francisco	✕
Plant	3400 - Seattle	✕
Plant	3500 - Dallas	✕
Plant	3600 - Wichita	✕
Plant	3700 - Orlando	✕
Plant	3800 - Denver Distribution center	✕
Plant	3850 - LTL Consolidation Hub	✕
✕ Plant	3997 - Ecom-Cadeco Warehouse facility	✕
✕ Plant	3998 - Ecom Costa Rica Orgin	✕
✕ Plant	3999 - Ecom Manufacturing Facility	✕
✕ Plant	8000 - Florida Power Ltd	✕
✕ Plant	BRF1 - Chicago	✕
✕ Plant	C100 - Decor Paints Ltd	✕
✕ Plant	CHD4 - Chicago	✕

Geographic Data Selection – Carve/Merge/S4 Migration



All Data in the System

Usage Details for BUKRS-DOCUMENT_HEADER: Demo Org DCO-800 ⓘ

[Refresh](#) [Toggle Data/Time-based Selections](#) [Apply Selections](#) [Back](#)

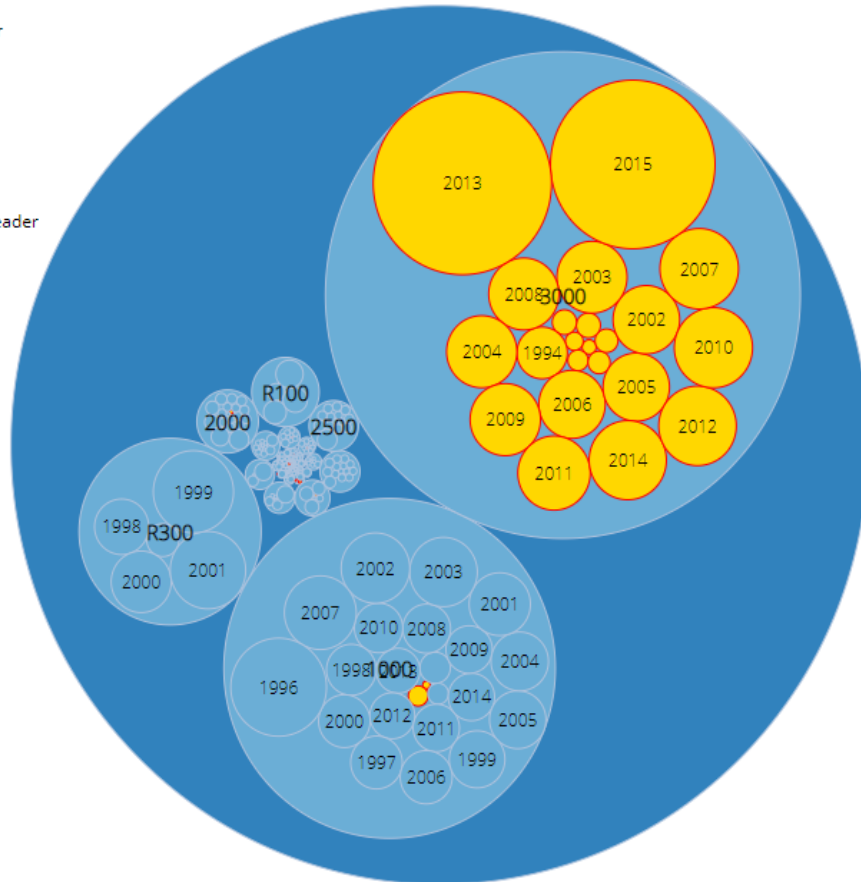
Table-Field
BKPF - Accounting Document Header
BUKRS - Buchungskreis

SAP Domain
BUKRS - Company code

SNP Transformation Object
DOCUMENT_HEADER - Document Header

Time-based Fields
GJAHR - Geschäftsjahr

- Nothing Selected
- Not All Years Selected
- All Years Selected



Data 2013 to Current

Usage Details for BUKRS-DOCUMENT_HEADER: Demo Org DCO-800 ⓘ

[Refresh](#) [Toggle Data/Time-based Selections](#) [Apply Selections](#) [Back](#)

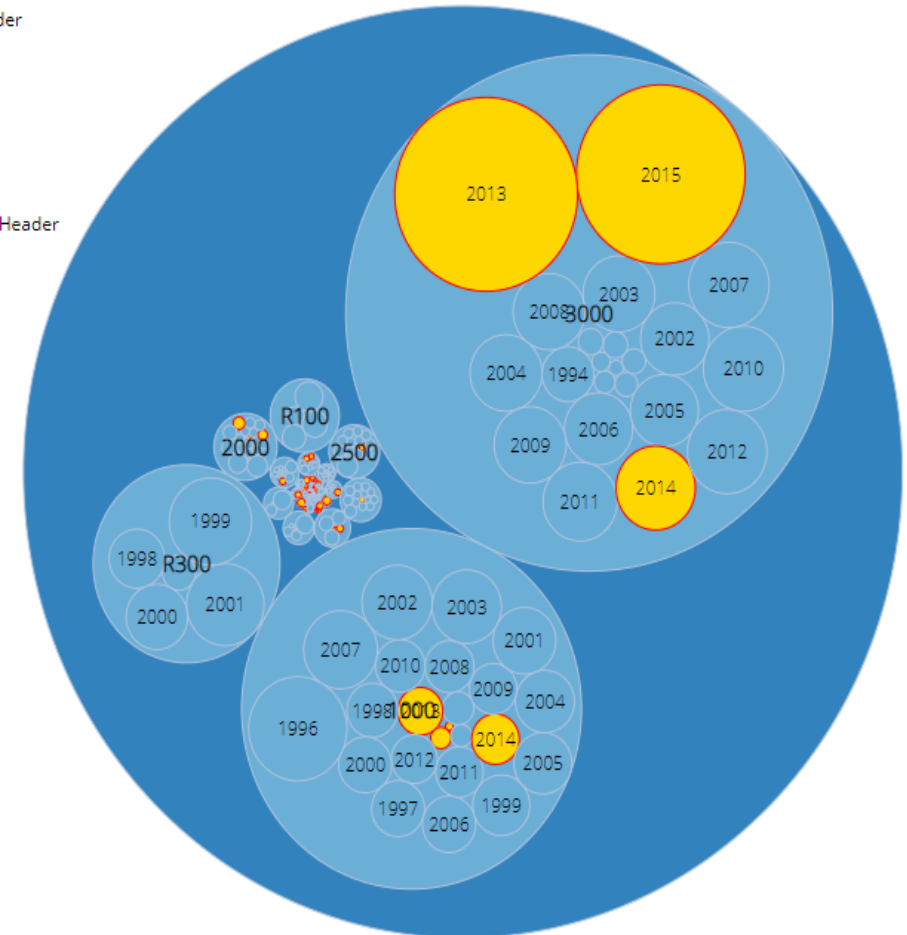
Table-Field
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Time-based Fields
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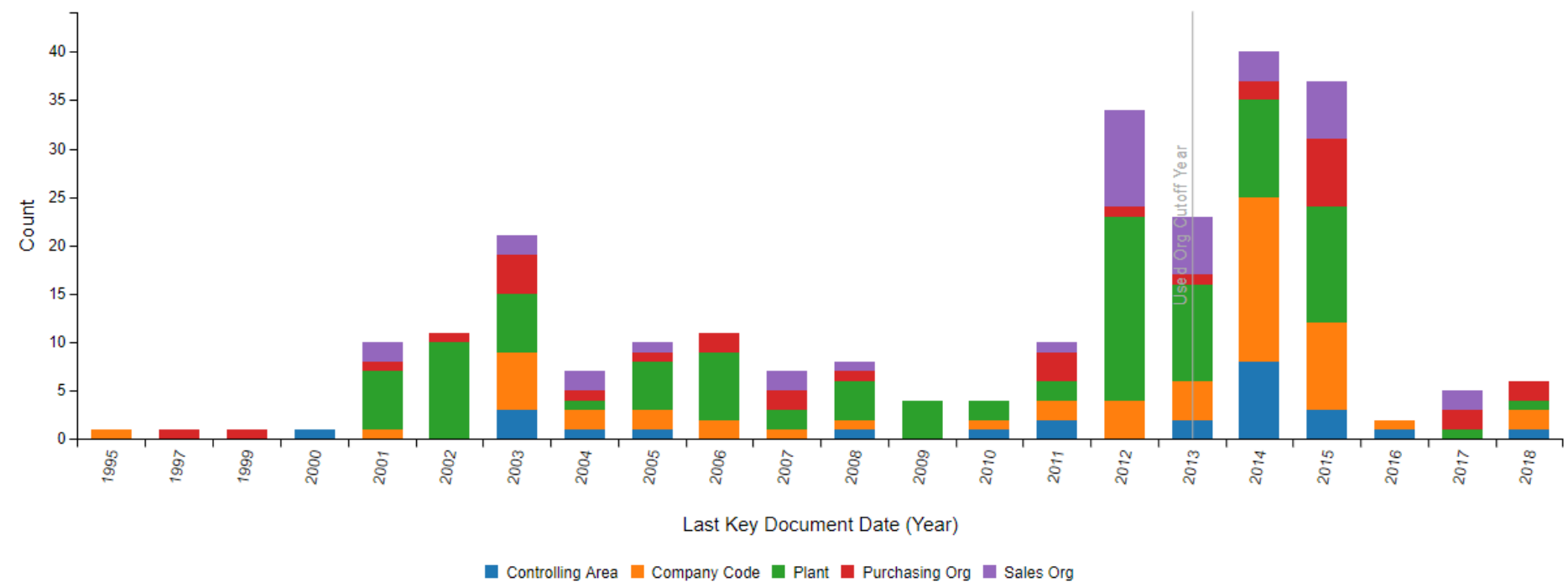


Organizational Unit Usage – Filtered by Time

Organization Unit Usage: Demo Org DCO-800 ?

- Refresh
- Fit
- Change System
- View Selections
- Show Usage Details
- Transfer to Selections
- Export

By Last Key Document Date - Transactional Data



Unused Org Unit Cutoff Years

2013

- Include Template Orgs
- Show orgs with no activity
- Show plants with materials but no transactions

Organizational units whose last key document posting date is before 2013 or have never been used are included in the counts below. These org units have no activity in them after 2013. Carving out these unused org units will save space and simplify the org structure.

- Companies: 122
- Controlling Areas: 46
- Plants: 115
- Purchasing Orgs: 89
- Sales Orgs: 72

Executable WBS – CrystalBridge Blueprint Defined



SNP Mission Control - 1LP - Execute

Edit Project Functions System Help

Refresh Lock project Design mode

Expand

	Status	Progress	Number	Precedes...	Responsible	Optio...
SNP Mission Control 21.01	Incomplete	37%	0			No
CrystalBridge Cloud integration	Closed	100%	1			Yes
Transformation cycle	Incomplete	37%	3			No
Cycle setup	Closed	100%	4			No
Analysis and design	Closed	100%	16	4		No
Evaluate S/4 Simplification Item Check	Closed	100%	17			No
Customizing Analysis	Closed	100%	18			Yes
Delta customizing of accounting	Closed	100%	21			No
Business partner strategy	Closed	100%	26			No
Hard-Coded Value Analysis	Closed	100%	30			Yes
Upload blueprint	Closed	100%	35			Yes
Quality gate	Closed	100%	36	17,21,26,27		No
Scenario preparation	Incomplete	78%	39	4		No
Scenario setup	Closed	100%	40			No
Scenario settings	Closed	100%	50	40		No
Ruleset adjustments	Closed	100%	68	16,50		No
Consistency checks	Closed	100%	119	68		No
Preparation of runs	Incomplete	23%	128	68		No
Documentation of ruleset before migration	Scheduled	0%	141	68,128		No
Quality gate	Scheduled	0%	145	68,128		No
Before migration	Scheduled	0%	151	39		No
Migration	Scheduled	0%	164	151		No
Conversion	Scheduled	0%	187	164		No
Verification	Scheduled	0%	290	187		No
Follow-on activities	Scheduled	0%	388	290		No

Description Details Documents Progress Tickets Variables Admini...

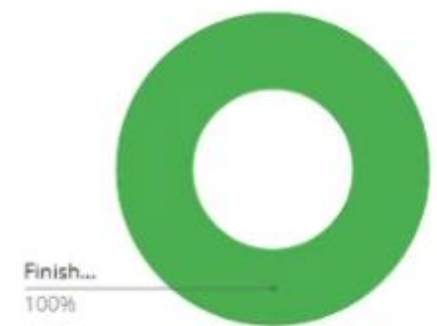
The task is incomplete.

Tasks

Task at next level	Status	Progress	Activity over time
1 - CrystalBridge Cloud integration	Closed	100%	
3 - Transformation cycle	Incomplete	37%	

Tickets

What is the ticket status?



Interactive Interface Analysis

SNP IFS Demo [3 Months]



03-2019

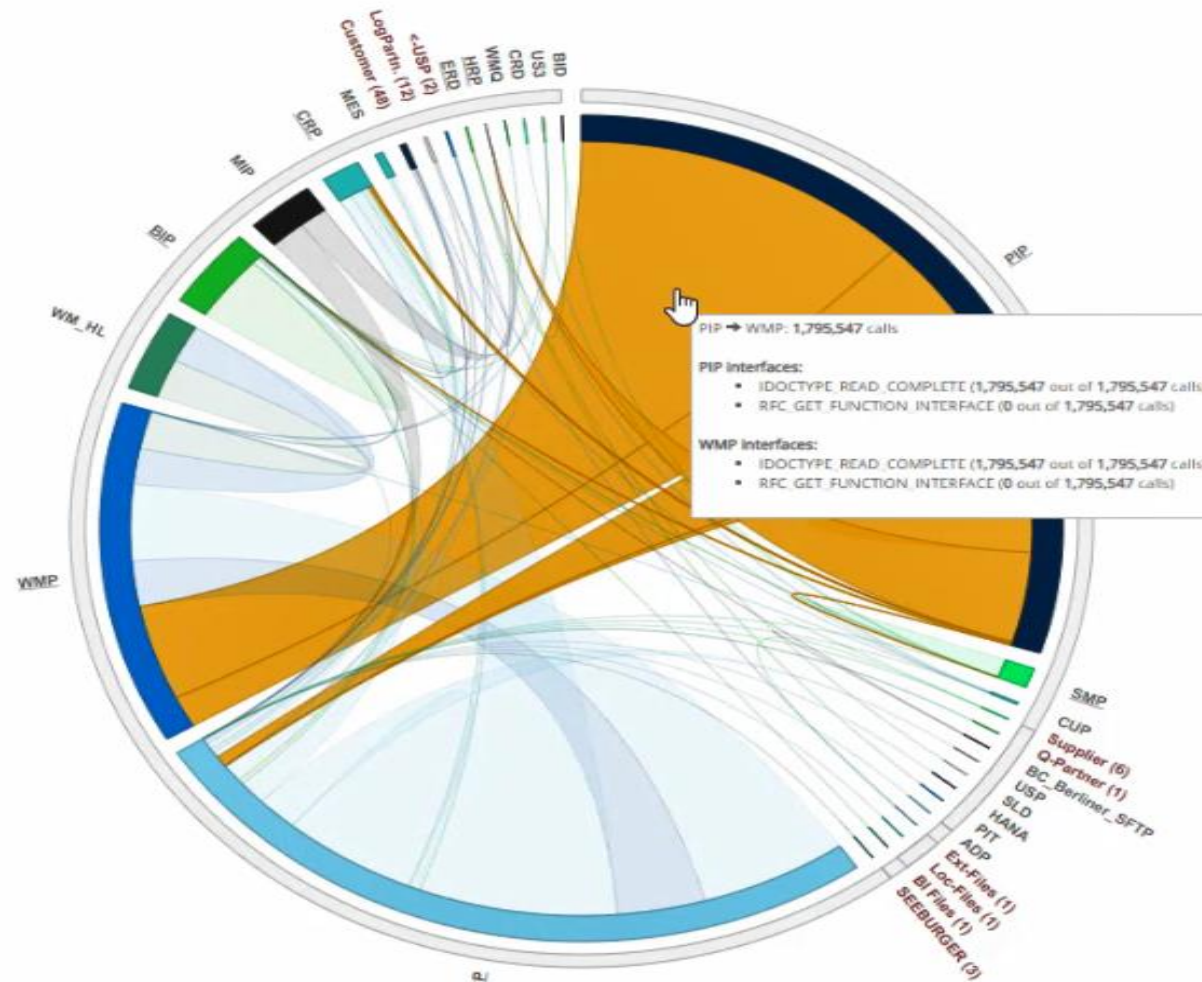
to

04-2019

Export to image

Generate PDF

Calls



Interactive Custom Object Analysis – Filter by Use, Org, Timeline

Custom Development Objects Count

[Refresh](#)
[Change System](#)
[Namespace Filter](#)
[Bubble Chart](#)
[Export](#)

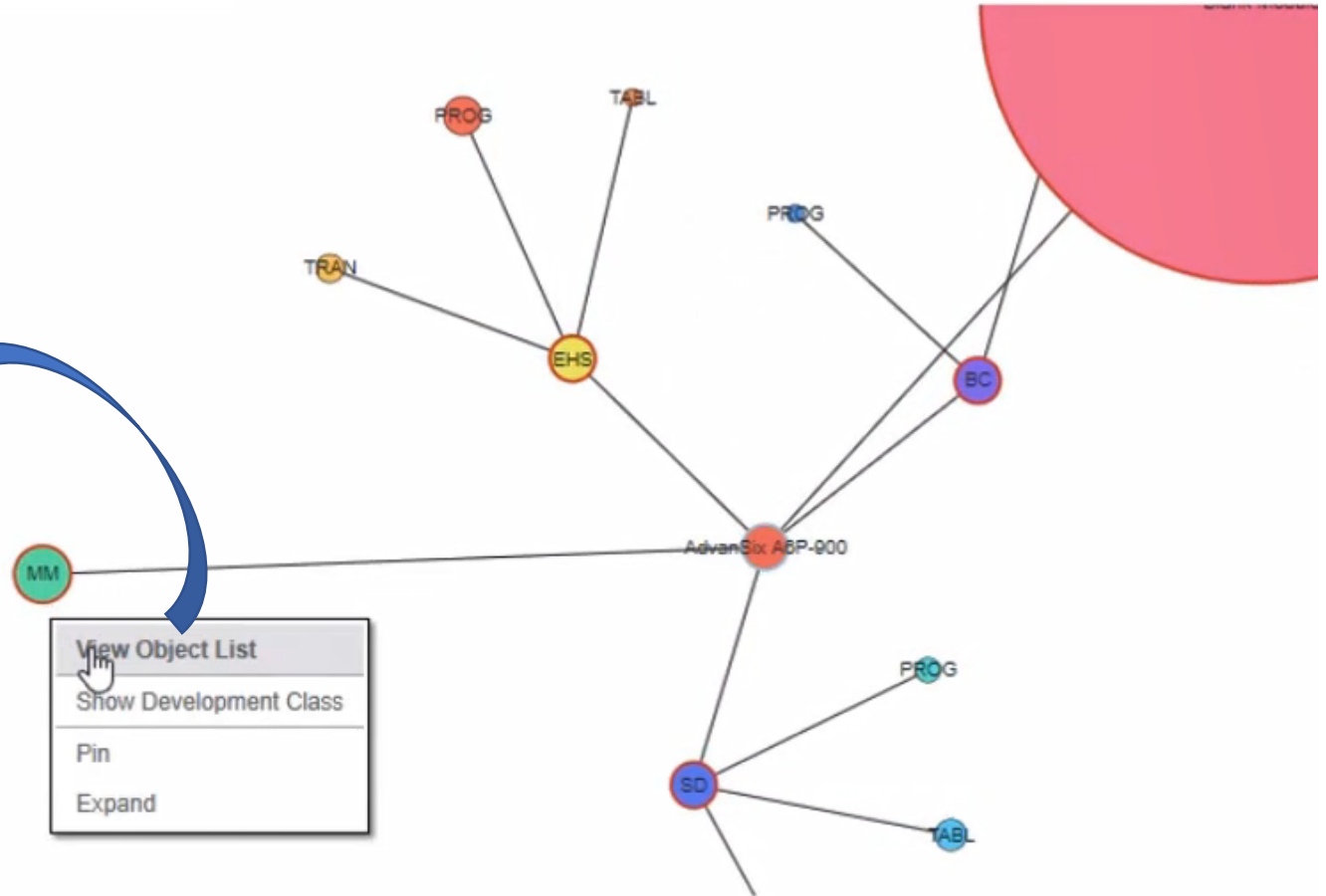
Module - Development Class - Object Type Show All Objects

- Module
- Development Class
- Object Type

Module: MM

Namespace Filter Table with Org Units Search

Object Name	Description	Object Type	Module	Development Class	Namespace	In Transport Landscape?	In Current Landscape?	Usage Details
ZDC_DGPKCKXT	DC DG Pack Text Instructions	TABL	MM	ZLE_TOWI	/OCUST/	X		
ZFOMBELL_SUBASSM	Fombell Subassemblies	TABL	MM	ZLE_WIPBATCH	/OCUST/	X		
ZMARSportal_DUP	Delivey Pick Output Print/Reprint Check	TABL	MM	ZLE_TOWI	/OCUST/	X		
ZMM_DC_STO_DELV_TRANSIT_RPT	Report to perform GR for STO Delivery	PROG	MM	ZLE_TOWI	/OCUST/	X		
ZMM_DELV_STO	Incoming Mass STO Deliveries for GR	TABL	MM	ZLE_TOWI	/OCUST/	X		
ZMM_MARS_UTILITY	Report to Delete MARS Utility Record	TRAN	MM	ZLE_TOWI	/OCUST/	X		
ZMS_BULK_MAT_SLOC_ADD		PROG	MM	ZMS_WM_BARCODE	/OCUST/			
ZMS_CHANGE_NRRAGE_OBJ		PROG	MM	ZMS_WM_BARCODE	/OCUST/			
ZMS_COPY_BINCAPA_RESET		PROG	MM	ZMS_WM_BARCODE	/OCUST/			
ZMS_IZONE_BINCREATE		PROG	MM	ZMS_WM_BARCODE	/OCUST/			



[View Object List](#)
[Show Development Class](#)
[Pin](#)
[Expand](#)