

Pre-migration Strategies for Your S/4HANA Customer Success

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Agenda

- Our scope and expertise
- Challenges and fears
- Essential questions
- Tronox, Tory Burch, and ServiceNow projects
- Pre-migration enhancements and tasks
- The point

Our Scope and Expertise

- We are specialists in spend management and content management for SAP
- We have a holistic perspective
- We are invited to work with other firms on larger S/4HANA implementation projects



Your Journey to S/4HANA

- It's complex with lots of steps
- It is unique to everyone
- It takes time and detailed planning



Challenges and Fears to Overcome

- There is an element of the unknown
- Your S/4HANA implementation is for the future, but you need to run your business effectively now
- You have a backlog of improvements, fixes, and issues, but should you do them before or after your S/4HANA implementation?
- Don't want to waste time and effort that will be thrown away



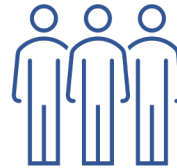
Look Forward First

Before you start your migration, discuss basic questions with your team

Timing



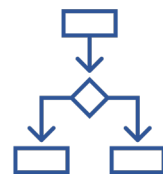
Sponsors and Champions



Implementation Strategy



Big Bang or Phased approach



Cloud Options



These will ignite many more questions. Look at everything in detail and holistically.

Customer Examples

servicenow[®]



TORY BURCH

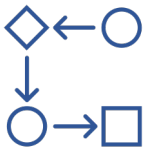
TRONOX 

The whole is greater than the parts

Ask questions to ensure your efforts best serve business goals.



Are there multiple offices or regions that could benefit from shared services?



Where can automation be leveraged within and across departments?



How is the stockpile of legacy data going to be handled within the S/4HANA environment?



Don't lose the forest in the trees.

Pre-migration Enhancements

There are enhancements that can add value on your journey



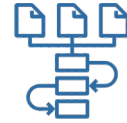
Ingestion

- ✓ Simplify & Digitize
- ✓ Introduce EDI
- ✓ Introduce DSN (Digital Supplier Network)
- ✓ Use a Vendor Segmented Approach



Transform

- ✓ Machine Learning
- ✓ Invoice Validation as a Service
- ✓ Electronic Document Mapping



Intelligent Process

- ✓ Efficient Exception Handling
- ✓ Reporting Insight
- ✓ Policy compliant
- ✓ Electronic Approvals
- ✓ Audit Trail
- ✓ Auto-Posting



Supplier Management

- ✓ Manage Supplier Onboarding
- ✓ Supplier Self Service
- ✓ Supplier Performance



Financing

- ✓ Supply Chain Financing
- ✓ Dynamic Discounting

Shrink the Cycle → Run Lean → Intelligent Process → Supplier Management → Supply Chain Finance

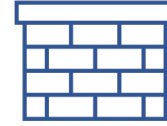
The Point to Remember



Determine where you are



Determine where you want to be



Be realistic with your constraints and obstacles



Create a flexible plan that serves you now and tomorrow



Get started now

Questions?

For questions after this session,
contact me.

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Thank you.