

The Road to RISE: Illumiti's S/4 Migration Approach

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ILLUMITI.COM



illumiti

A SYNTAX COMPANY

Agenda

- Who We Are
- Our Services
- Road to RISE - Our Approach
- Why Choose Illumiti
- Questions



Illumiti - Welcome to Possible

- Illumiti is a leading SAP® systems integration and management consultancy committed to delivering strategy, technology, and business transformation to ambitious clients.
- A leading implementer of SAP Solutions in North America and **SAP Platinum Partner**.
- Recently joined the Syntax family of companies in June 2021.
- Syntax helps customers design, build, and manage mission critical cloud solutions that are tailored to each application's unique requirements.



A Global Powerhouse



500+
SAP Customers

1000+
SAP Focused
Employees

100+
SAP S/4
Implementations

\$420M
2022 est. Revenue
(USD)

20+
Offices Worldwide





- SAP-centric Consulting Services and Solutions
- Digital Manufacturing
- IOT & Analytics
- Technology Consulting
- Implementation and Development
- Mergers and Acquisition
- Cloud Integration
- Other SAP and 3rd-party Apps



- Enterprise Application Managed Services
- Enterprise Application Development & Enhancements
- Shared and Dedicated Models
- Multi Language Support English, Spanish, German, Mandarin
- Enterprise Planning and Advisory
- Support for All Core SAP Modules
- S4/HANA AMS Support
- Full-service Desk, Management and Support



OUTCOME
BASED
PROFESSIONAL
SERVICES



HYBRID/
PUBLIC CLOUD
SOLUTIONS



APPLICATION
MANAGED
SERVICES

ASSOCIATED
TECHNOLOGIES



- Interfaces
- Integrations
- Replication Technologies



SECURITY
SOLUTIONS

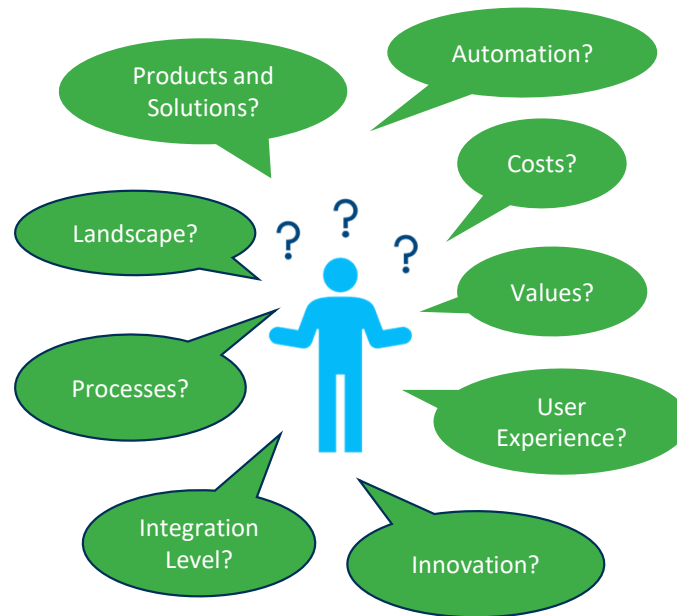
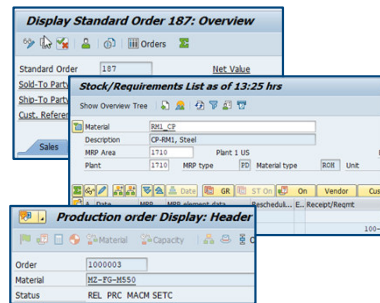
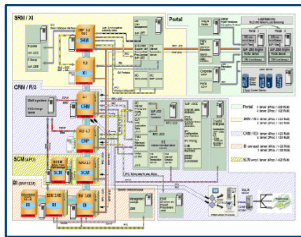
- 24/7 Security Operations
- Managed Endpoint Detection and Response
- Vulnerability Management
- SIEM as a Service
- Disaster Recovery as a Service
- Network Security Analytics

Road to RISE S/4HANA

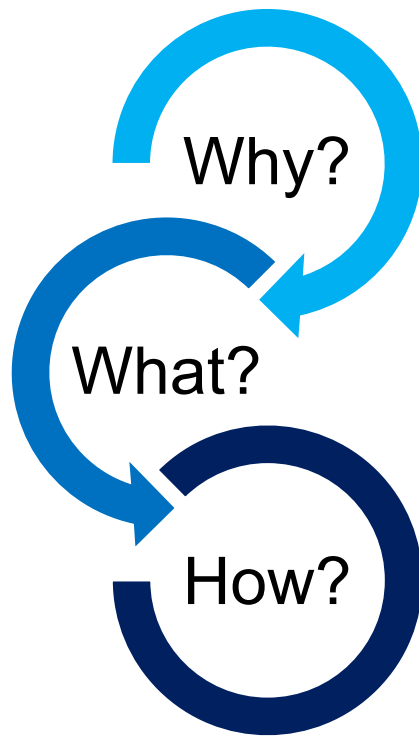
TODAY

QUESTIONS

TOMORROW



Road to RISE S/4HANA

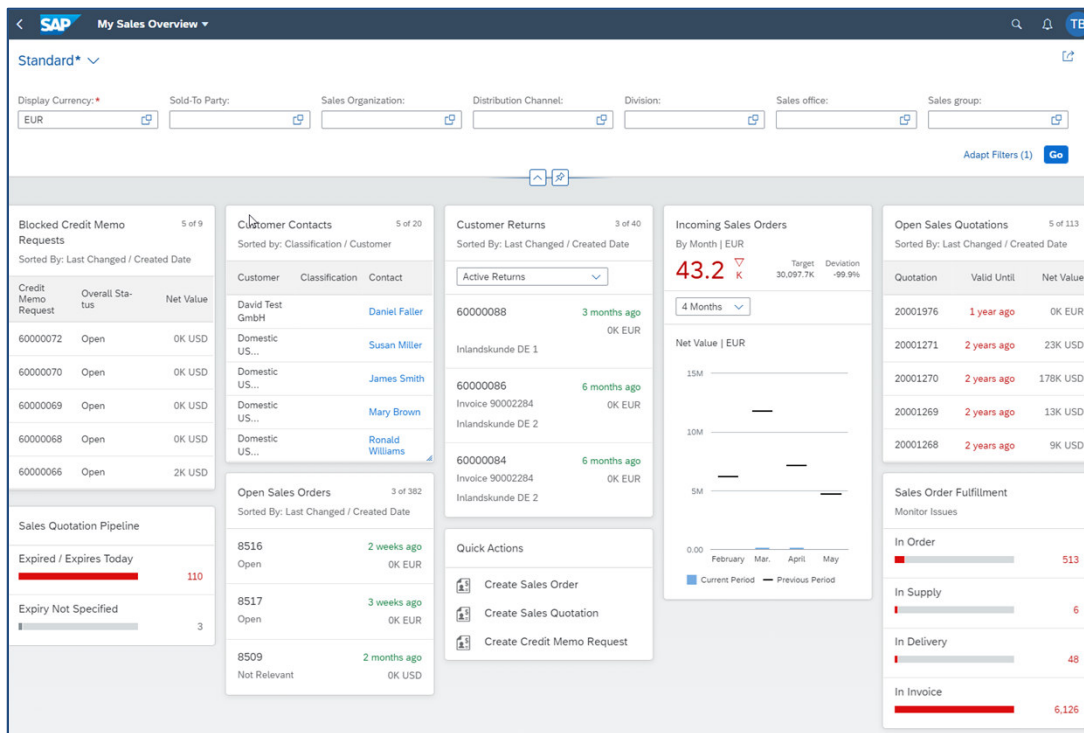


Why is the Client considering a change?

What are the options?

How do we get there?

Why S/4HANA?



Benefits

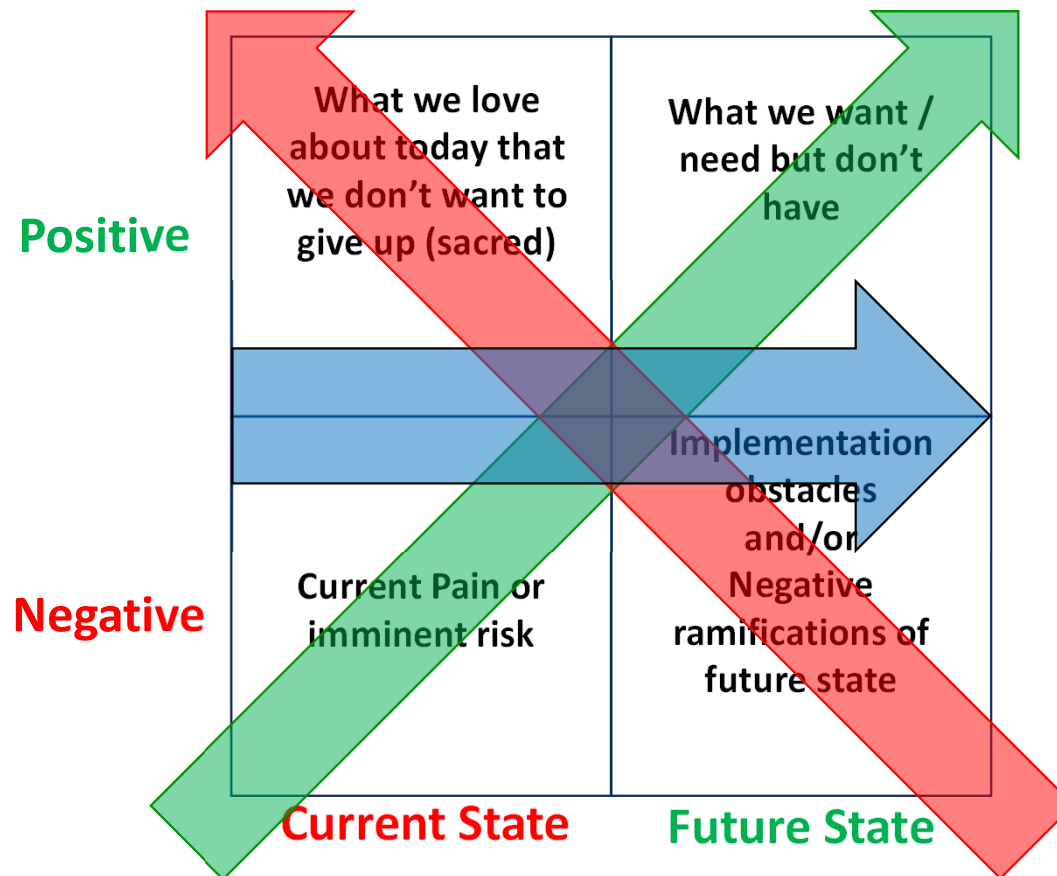
- Process Innovation: Enhanced and redesigned End-to-End processes
- From Insight to Action: Realtime KPIs for all lines of business with embedded analytics
- Process Automation: Automate tedious tasks and focus on actions with added value
- User experience: Mobile, easy to use and easy to understand Fiori applications
- Machine Learning & AI: Shift actions to 'manage by exception'
- Agility and efficiency



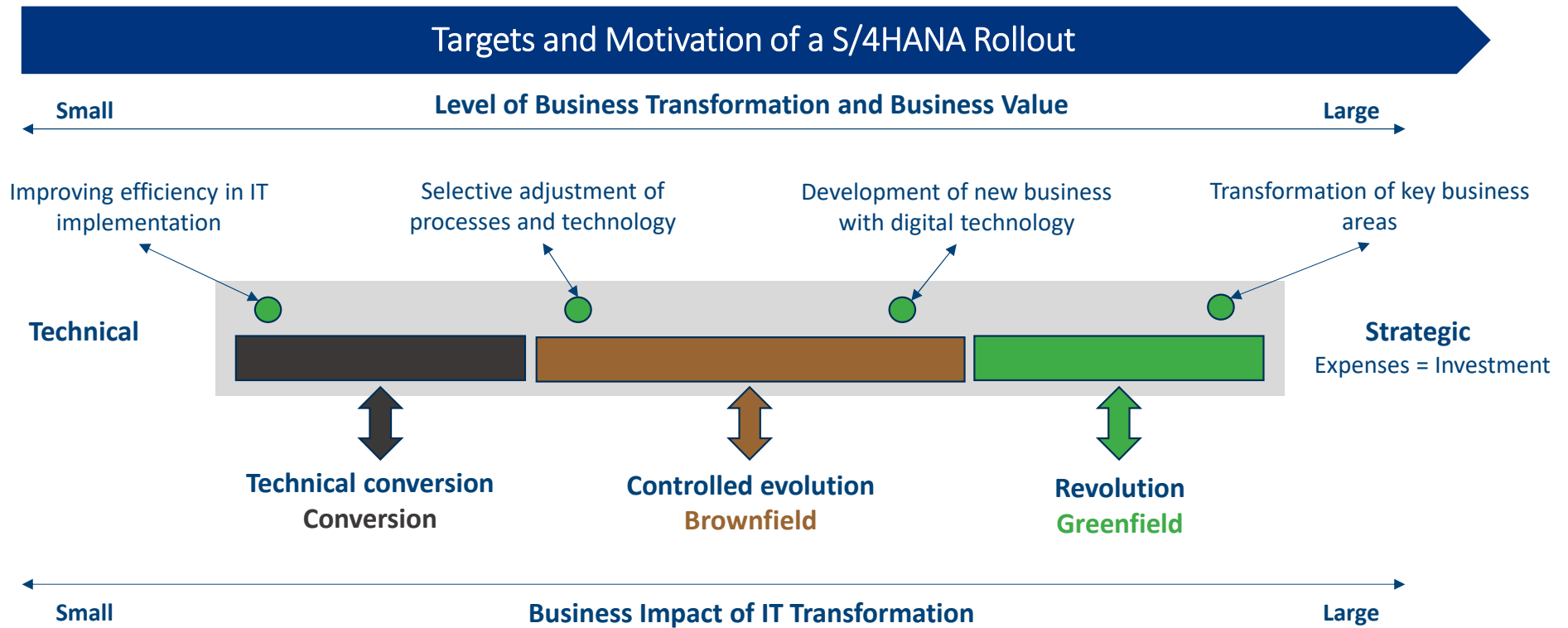
S/4HANA – The Intelligent Enterprise (Why)



Change Matrix Discussion (Why)



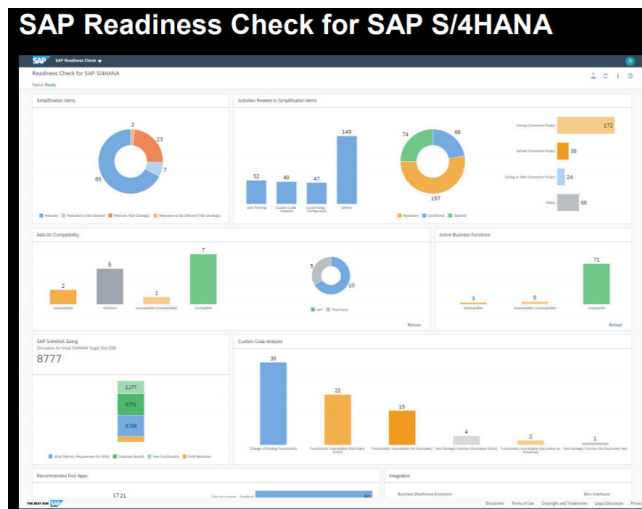
Road to S/4HANA – Deployment Options (How)



Readiness Check Analysis & ABAP Test Cockpit (ATC) (How)

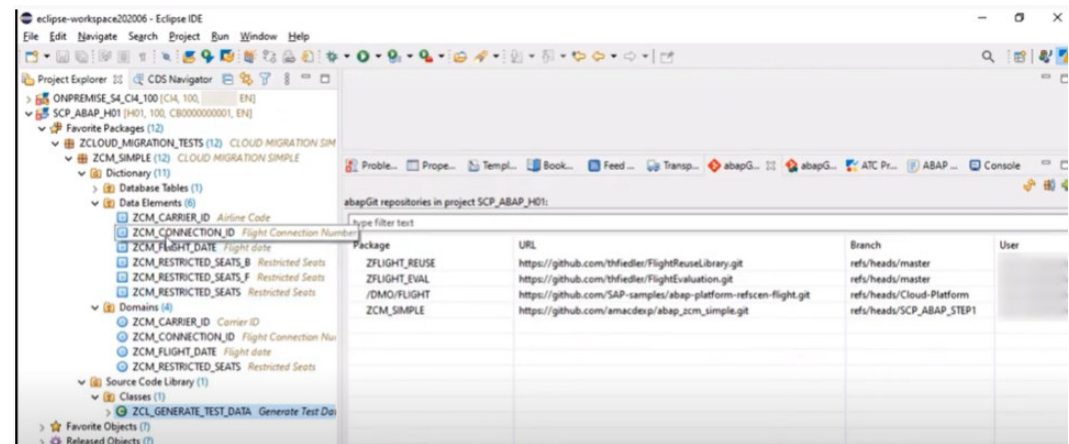
Readiness Check Analysis:

- Illumiti to review add-ons and custom code to assess key business processes for the Client and determine what custom code can be replaced by standard S/4HANA functionality
- The report will also provide S/4HANA sizing information



ABAP Test Cockpit (ATC)

- Analyzes your custom code in preparation for the S/4 migration to identify which custom code is no longer needed as well as which custom code needs to be adapted for the S/4 migration



Workshops & Job Shadowing (What)

Workshops & Job Shadowing:

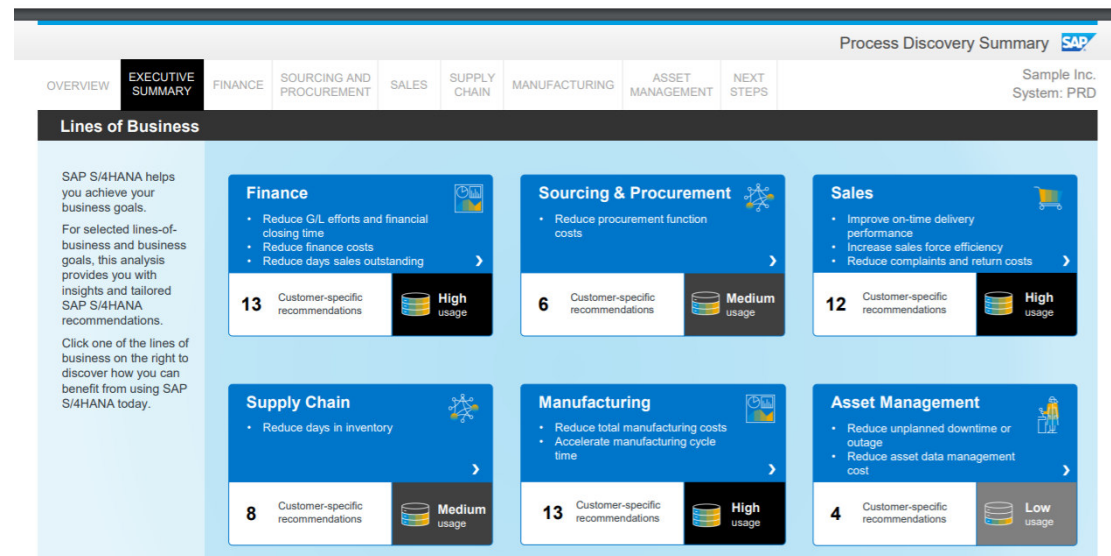
- Focused workshops to understand the root cause of issues faced today and to obtain clarity on wish list items
- Job shadowing of key roles to:
 - Obtain a high-level understanding of processes executed today
 - Identify tedious tasks
 - Identify steps that are being done manually today outside of SAP ie: Excel



Process Discovery Report Analysis, Deployment Options & Documenting Workshop Findings and Recommendations (What)

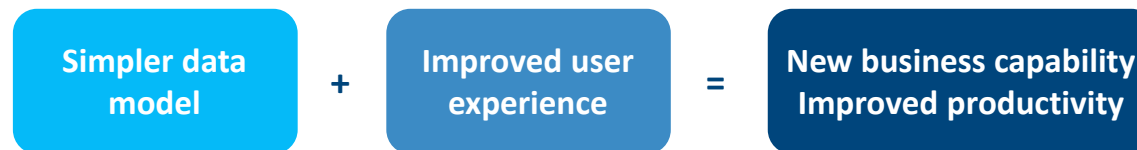
Process Discovery Report

- Get unique insights into your current business process performance, system usage and industry benchmarks to provide focus and scope for your S/4HANA implementation
- Review recommendations of S/4HANA functionality, Fiori Apps and automation based on your usage of SAP today
- Illumiti team to analyze and vet which components of the report are relevant for the Client



Art of the Possible (What)

- General demonstration of S/4HANA benefits with respect to improved user experience, exception-based management – embedded analytics, automation of tasks, chatbots, machine learning etc..
- Through the workshops, job shadowing and/or issue and enhancement lists and Process Discovery report analysis, Illumiti will configure demos of functionality that the Client should evaluate to include in scope for their S/4HANA implementation.
- The Client key SAP users and IT to be available for the demo presentation. The Client to provide scenarios as needed.



Building the Benefits Case

We leverage SAP's Value Lifecycle Manager tool:



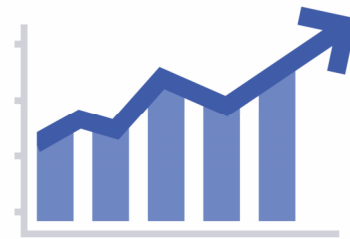
Benefits

- SAP Products
- Processes and value drivers in scope



Costs

- Infrastructure costs
- License costs
- Implementation costs



Financials

- Revenue
- Number of Employees
- Operating income
- COGS
- Avg. annual inventory
- DPO
- DSO

=



Business Case



SAP's Value Lifecycle Manager: Business Case

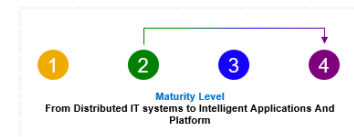


Project Economics

Benefit Calculation Deep Dive

Currency : U.S.Dollar

Supply Chain

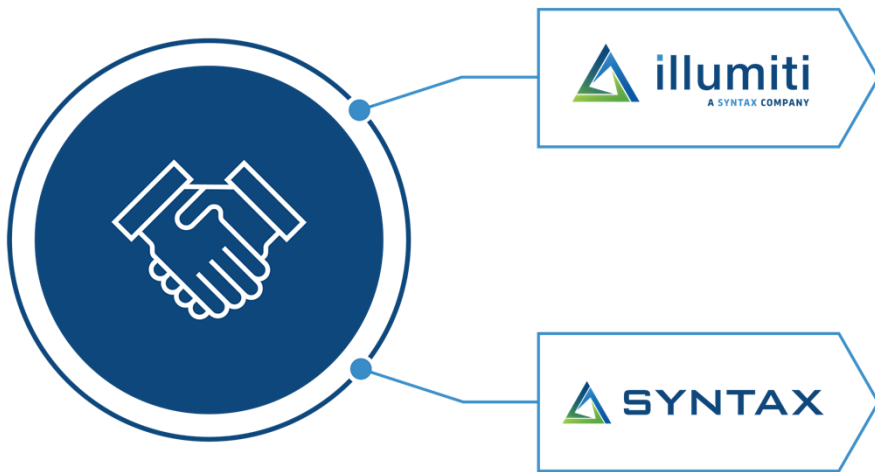


| Reduce inventory carrying cost | Selected Solution Capabilities | Value Driver Rationalization |
|---|--|--|
| KPI Inventory carrying cost (% of revenue) Baseline Value (KPI) – as-is 11,947,600.0 (1.19) Baseline Value (KPI)- to-be 11,488,422.8 (1.14) Potential Benefit 461,177.4 Potential Improvement 3.86% Assumptions (as-is) Revenue: 1,004,000,000.0 Inventory carrying cost: 11,947,600.0 | Batch Management (S/4 OP) Extended Service Parts Planning (S/4 OP) Sales and Operations Planning (IBP) Warehouse Management (S/4 OP) Replenishment and Supply Planning (IBP) Demand-Driven Tactical Planning (IBP) Inventory Optimization (IBP) Inventory Analytics and Control (S/4 OP) Physical Inventory (S/4 OP) | by capturing of expiration and best by dates to reduce inventory obsolescence or perishability by improving the tracking and visibility of service parts across the service value chain by better aligning new product introduction with demand and supply planning to reduce exposure to inventory obsolescence by identifying mismatches in inventory levels and turnover rates using intuitive visualizations to reduce shrinkage and obsolescence by minimizing inventory levels through real-time visibility into inventory levels and customer demand by sizing stock buffers based on demand and supply variability, thereby reducing capital cost and obsolescence cost by optimizing inventory levels, resulting in reduction of capital and obsolescence cost by making quick, informed inventory management decisions based on real-time and historical data by allowing immediate availability of data and accelerating the decision-making process to reduce inventory shrinkage and obsolescence |

The tool generates a report detailing how each KPI and associated impact is calculated so we can vet the numbers together and modify them as needed to what the client is comfortable with

Why Illumiti?

Partnership Approach - Powerful References - Proven Success - Tenured Resources



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