SAP S/4HANA
**HOW TO PREPARE
A STRESS-FREE CONVERSION**

VISEO
— DIGITAL MAKERS —

SAP
Gold
Partner

SAP S/4HANA :
PLANNING THE CONVERSION

For businesses to remain competitive in these times of accelerated innovation, ERPs must be fully scalable, collaborative and accessible.

By taking full advantage of **S/4HANA**'s innovative technology platform, **SAP** offers a new **ERP** paradigm that can accompany businesses in their digital transformation strategies, quests for agility and sustainable performance.

Once fully understood, there is little room for debating about the benefits of a **SAP S/4HANA** installation:

- A single platform that brings together all optimized processes
- Simplified reporting in real time
- A new user interface that is more intuitive than its predecessors
- Facilitated maintenance

Overall simplicity tops the list of criteria that convinced current users to move to this platform. At this stage the biggest questions that businesses are asking revolve around what they have to do to make the switch. There is also a critical milestone that is part of

the drive behind their enthusiasm: the software publisher will end all maintenance for **ERP SAP ECC6**.

Many business are fully conscious of this deadline and want to avoid any bottleneck backup in the months and days leading up to the countdown. Some have already started their move to the new digital SAP platform. Even more are in the midst of reflecting upon how to plan a stress-free conversion to S**AP S/4HANA**.
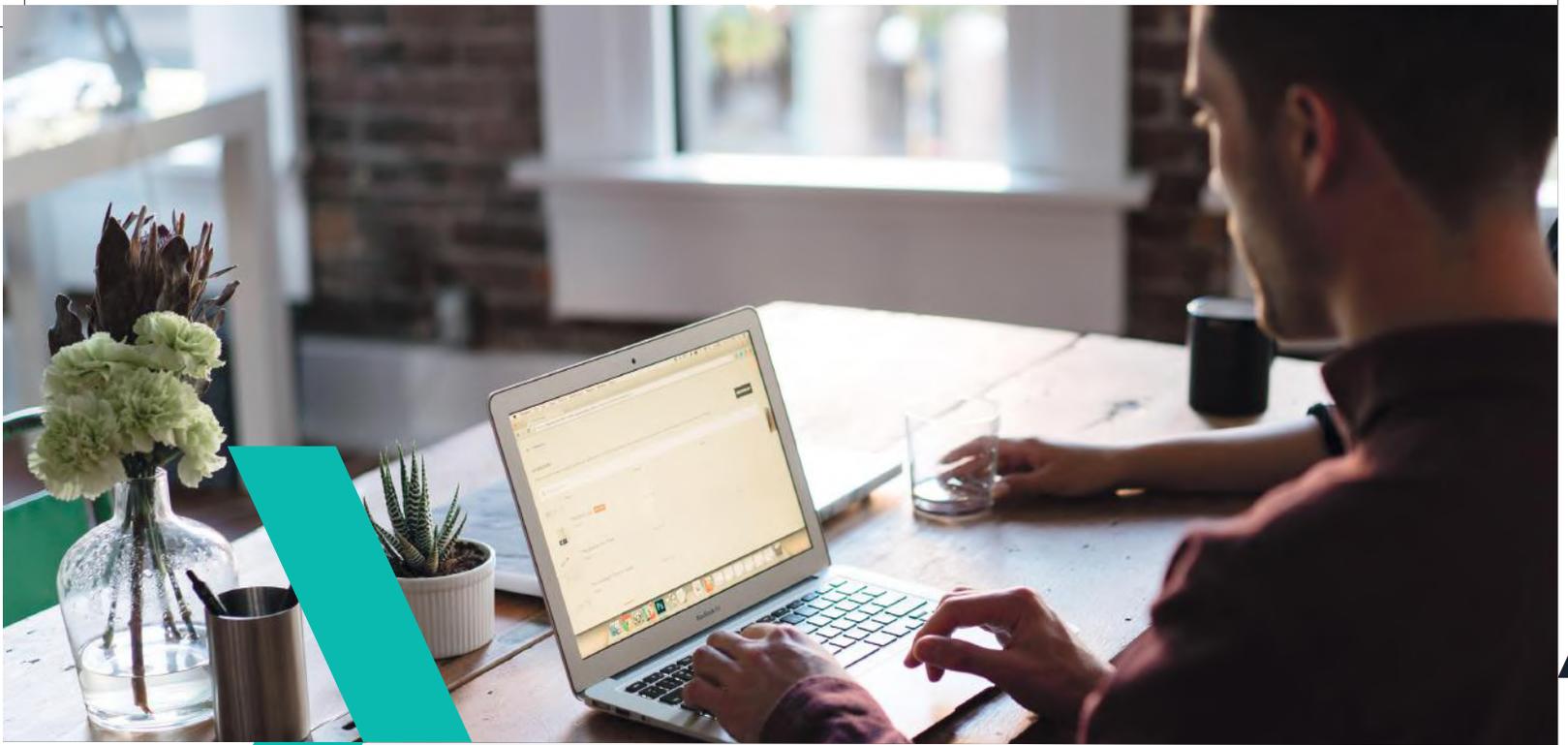
AT THE CROSSROADS

Depending upon each existing environment, strategic ambitions and their underlying business objectives, the switch to SAP S/4HANA can be approached in two ways:

CONVERSION

This type of project is more of a technical one, a "Brownfield" installation, or the upgrade of a preexisting system, that focuses on moving from an older **SAP ERP** to **SAP S/4HANA**.

A BRAND NEW CONFIGURATION

Commonly labeled a "Greenfield" project, this is about a whole new system that does not replace an older **ERP SAP** system, or any other system for that matter. This scenario has a blank page aspect and provides the option of widening the scope to a more comprehensive digital transformation that follows a logic of ERP consolidation.
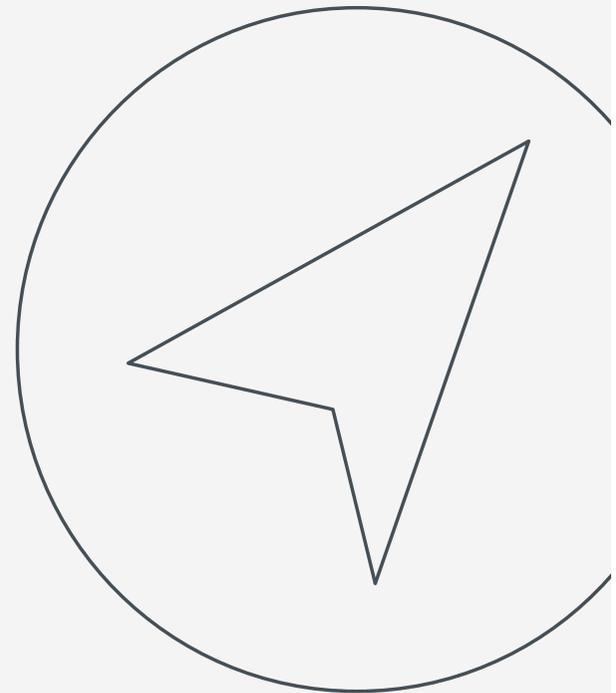
CONVERSION

Brownfield installations are usually carried out within a shorter time-frame than Greenfield projects.

It is worth emphasizing one very important point: in a conversion scenario it is entirely possible to decouple the technical conversion and improving UI functionalities and ergonomics. The fact that technical teams can create two separate and independent sequences for implementing **SAP S/4HANA** is conducive to both simplification and change mitigation. This would mean an initial technical and isofunctional project phase, followed by integrating new functionalities and activating full web access via **SAP FIORI**.

This little known option allows businesses to take on the migration process at their own pace, by putting in place the new technical platform while keeping a familiar graphic interface. Users don't lose their bearings and ergonomic comforts all at once and can transition without major disruptions.

Change mitigation – key to every major project's success – can be handled separately and more strategically. This can happen once business leaders deem it appropriate to update the ergonomics and design by following a fully UX oriented project.

NEW CONFIGURATIONS

With a need to overhaul processes themselves and not just the platforms they rely on, a Greenfield approach is longer and more involved by nature. New configurations need a concept and design phase but also a ground up development phase, and a crucial phase that focuses on migrating all data to the new platform.

Changing to **SAP S/4HANA** provides businesses with an opportunity to implement even more ambitious digital changes.
This applies to big business in particular, especially ones that already have multiple heterogenous systems in place, often relics of external growth such as mergers and acquisitions. In this case the new system takes the shape of a full scale environmental transformation. Here, a new dynamic takes shape around a plan to rationalize the current digital landscape and processes for **SAP S/4HANA**, while databases are being harmonized at the same time. Business imperatives and technical constraints will define the initial roadmap. This will provide a clearer vision on required parameters for IT infrastructure and prioritizing deployments.
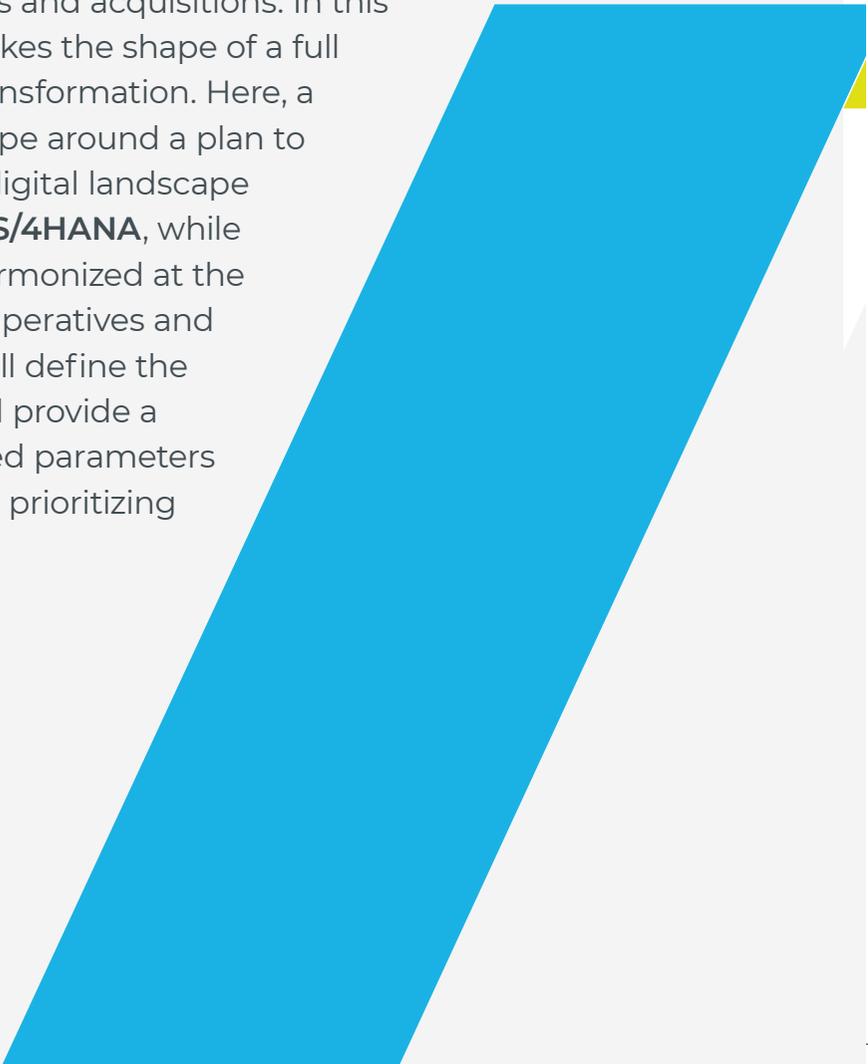
EXPERT ADVICE:
THE KEY TO SUCCESS

Before launching any projects, a framework study will help to define what needs to be done and how. In the case of a new configuration, an analytical study will identify the benefits that SAP S/4HANA's functionalities can bring to the business' areas of work.

The **SAP Readiness Check** tool verifies the technical feasibility of conversions, according to add-ons, business functions and current production.

This process helps to identify existing transactions that are obsolete and possible modifications to programs that will come from changing data models.

In addition to SAP Readiness Check, SAP Best Practices packages accelerate and simplify SAP solution deployment drastically. Capitalizing on successful customer experiences in similar sectors helps to accomplish this (software rollout plans, methodologies, configuration settings and approved implementation strategies). Businesses that have chosen this solution have seen their systems up and running in record time – whether on premise, in Cloud or in hybrid environments.

A framework study begins at the end of this initial phase in a collaborative approach between the client and its partner.
Through profession-focused workshops and examining multiple scenarios, the objective is to define the best scenario for converting to **SAP S/4HANA**, while bringing a certain level of clarity in terms of planning and costs.

Once the final arbitrations are complete, the conversion or new configuration can begin its operational phase. Having the support of a partner who has both the technical and functional know-how, but also a solid experience in **SAP** transformation projects, will be a determining factor in how successful the deployment will be.

In the case of an all-encompassing implementation within multiple entities, the move to **SAP S/4HANA** requires a thorough analysis to ensure that the **SAP** roadmap is in line with the business' needs. Future innovations and ways to manage them must also be taken into account; this is also the case for enterprise-scale deployments. All of these are essential to defining the core model.

Moreover, the software manufacturer and its partner emphasize the fact that provisional release dates for **SAP S/4HANA** will naturally increase conversion efforts as they come. Additional tasks such as mapping existing processes to what is available on the new platform will have to be taken into account.
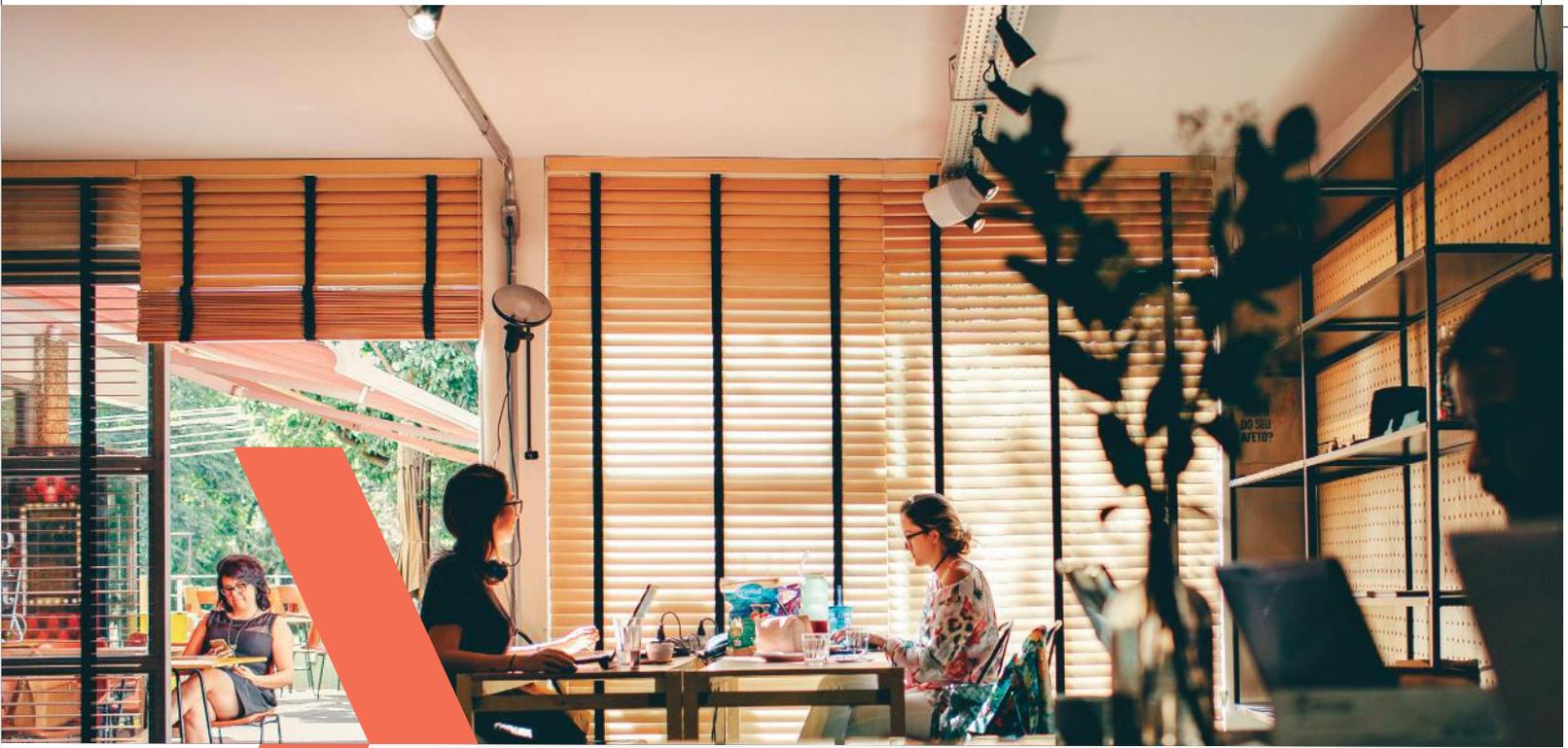
SAP S/4HANA:
THE NEW FOCAL POINT OF SAP DIGITAL

Sitting on top of a HANA platform, the SAP S/4HANA solution has reinvented all the codes for ERP around a central triptych: User Experience (UX), rich functional capabilities and the simplification of data models. This means that the new SAP solution responds harmoniously to the industry's imperatives while taking into consideration dynamics that can lead to technological issues.

The **SAP S/4HANA** platform benefits from the power and speed of a unique database, In Memory HANA. Its new simplified data model drastically reduces the need for extensive reconciliatory efforts, especially when compared to the number of data sources that made up the previous environment.

In **SAP**, harmonized data also reinforces reporting capabilities, including the granularity of analyses, real-time processing and correcting.

Based on **SAP Fiori**, the web interface, developed in HTML5, offers a new User Experience with more transactional and collaborative options, as well as identical access to information across devices (PC, tablette, Smartphone).

Financial management and extended supply chain operations have been optimized, thanks to a simplified environment and richer functionalities that will become available with the scheduled releases. This includes assisted decision making, a better access to predictions and significant productivity gains.

ABOUT VISEO

With almost two decades of rewarded and certified expertise with SAP, VISEO brings together functional and technical teams of experts (750+ consultants), entirely dedicated to SAP transformation projects.

VISEO provides its clients with a wide array of SAP skills:

- Logistics, Productions, Maintenance & Sales
- Finance – management control
- Business Intelligence
- Technique
- SAP Business One & SAP S/4HANA

All over the world, VISEO uses SAP solutions on a daily basis as it works with prestigious clients on their transformation projects, simplification and business digitalization.
In cases where project are converting to SAP S/4HANA, VISEO offers a multi-level service:

- Multi-rollout roadmaps: > 1 year
- "Brownfield" conversion: 6 to 9 months, thanks to our service centers that configured as "migration factories"
- "Greenfield" implementation: 6 to 12 months
- Scoping study: 1 to 3 months
- Technical study: 5 to 10 days
- An SAP S/4HANA University with S/4HANA training cycles for its partners and clients
- A list of user journeys presented as user stories to focus on an analytics approach via FIORI tiles

In a constant flux of growth since 1999, VISEO generated annual revenues of 220 million euros in 2019. The group is present on five continents and has more than 2,200 employees.

220

M€

TURNOVER (AT THE END OF 2019)

2200

EMPLOYEES

(AT THE END OF 2019)

20

YEARS

OF UNINTERRUPTED DYNAMICS

PARIS
GRENOBLE
MORLAIX
NANTES
LYON
TOULOUSE
AIX-EN-PROVENCE
MADRID
BARCELONA
GRENADA
LISBON
NEW YORK
CASABLANCA
HONG KONG
SINGAPORE
SYDNEY
MELBOURNE
PHILIPPINES
INDONESIA
PANAMA
COSTA RICA
DOMINICAN REPUBLIC
CHILE

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