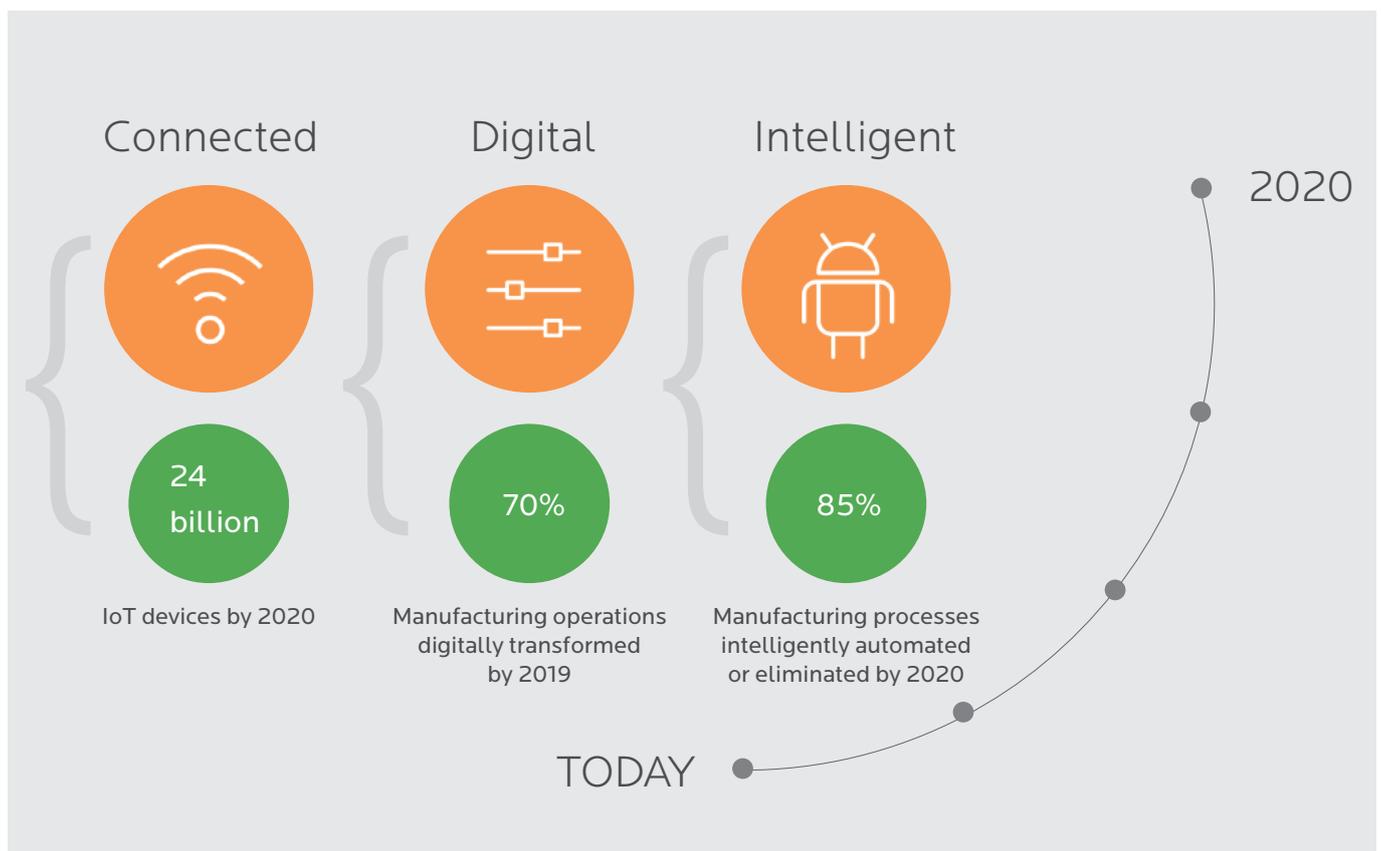# SAP S/4HANA is the Catalyst to Win in Today's Digital Economy

Optimizing S/4HANA Adoption. How to establish a digital core to intelligently connect your business with customers, employees, business networks, IoT, Big Data and more.

Transformation Maturity Curve. Will You Be Ready?

Connected

24 billion

IoT devices by 2020

Digital

70%

Manufacturing operations digitally transformed by 2019

Intelligent

85%

Manufacturing processes intelligently automated or eliminated by 2020

2020

TODAY

A recently published 2017 IT Transformation Maturity Curve study found that only **5% of IT organizations achieved transformation maturity.**
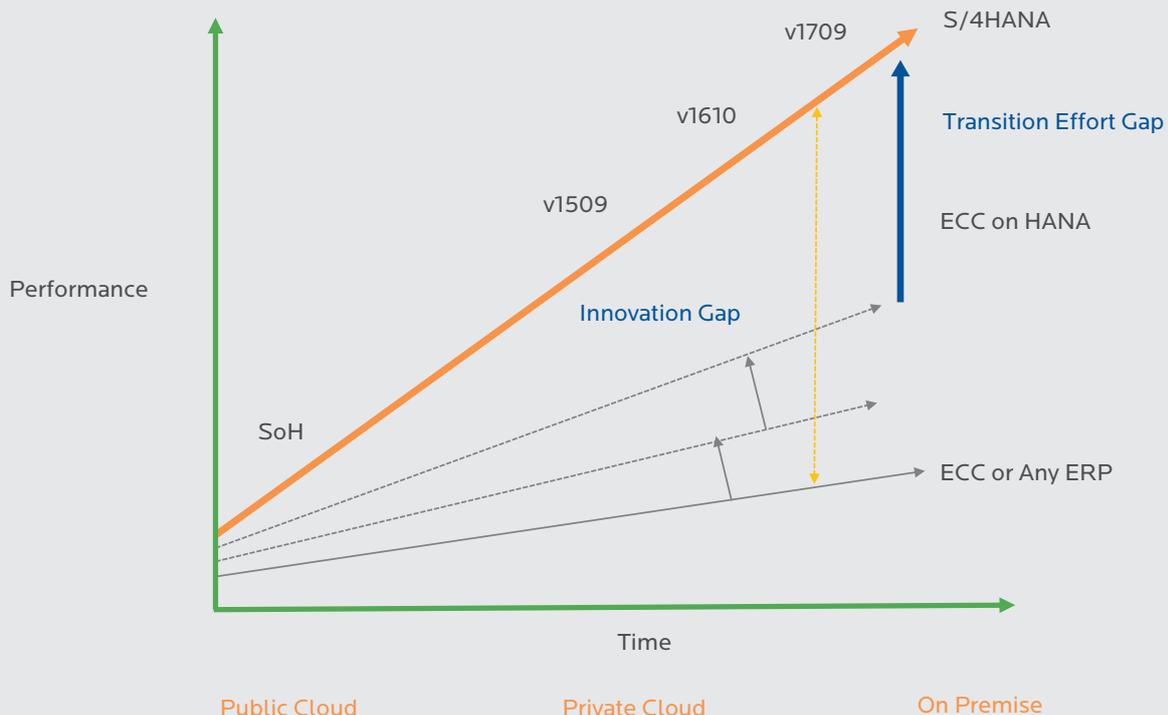
95% Incremental advances along the curve were shown to deliver **measurable gains in agility and cost efficiencies**—which, in turn, help **accelerate further transformation.**

Transform IT to Reduce Costs and Fuel Innovation.

As we have **moved from an industrial economy to a digital era,** companies have raced to establish new digital services and business models that optimize how they serve both customers and employees.

As ERP technology, specifically **SAP S/4HANA,** has evolved with market demands, the ability of customers to utilize improvements is outpaced by development. Additionally, this **increases the barriers of innovation adoption by users and transitioning efforts of IT organizations.**

The Innovation Gap

Performance

S/4HANA

v1709

v1610

v1509

Transition Effort Gap

ECC on HANA

Innovation Gap

SoH

ECC or Any ERP

Time

Public Cloud   Private Cloud   On Premise

S/4HANA Delivers Unparalleled Simplicity.

S/4HANA is SAP's next-generation intelligent business suite designed to help you run simple in a digital and connected world.

Intelligent

Move beyond automation to contextual, role-based suggestion and autonomy, to improve productivity and support informed decision-making.

Integrated

Connect workflows across every part of your enterprise and your entire value chain to increase productivity, improve collaboration, and drive innovation.

Adaptive

Benefit from radically simplied IT architecture, giving you the flexibility to adapt new and innovative business models, while tapping into real-time analytics.

Immediate

Empower business users with live information from across your operations, enabling you to act in the moment and respond quickly to changing conditions.

Birlasoft is an S/4HANA Leader

Birlasoft provides deep domain expertise with HANA Migrations & Adoption- using our unique innovative IP tools & accelerators, which transform your business and execute the S/4 HANA roadmap.

5 Critical Factors
for Consideration.

Executives evaluating S/4HANA transition scenarios should consider 5 critical factors specific to their own requirements and landscape.

1. ▶ Reduce Risk

Migrating SAP applications can be daunting. SAP migration projects encompass several business-critical functions and are spread across a web of complex landscapes. What transition scenarios address the key business requirements with consideration of risk tolerance levels?

2. ▶ Reduce Cost of Ownership

The adoption of S/4HANA is a cost efficient option when you consider the fact that you are able to combine all the analytical and transactional capabilities of different systems into a single source of truth which drives acute to real-time proactive business making.
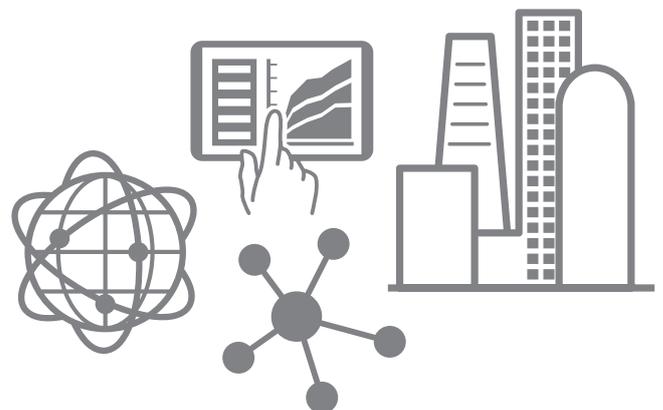
3. ▶ ROI

SAP HANA Global Centre of Excellence suggests that 10-20% of the value of a HANA investment will come from Total Cost of Ownership reductions. 30-40% of the value will come from increases in productivity of Business Intelligence and application development. 50-60% of the value will come from improved Business Processes.

4. ▶ Accelerated Time to Value

The digital economy is having a profound impact on the way you do business. In addition to creating new digital services and models, it's imperative that you can realize the full benefits of S/4HANA innovations in a rapid, yet paced manner. What implementation approach yields the desired project timeline to drive transformation without business disruption?
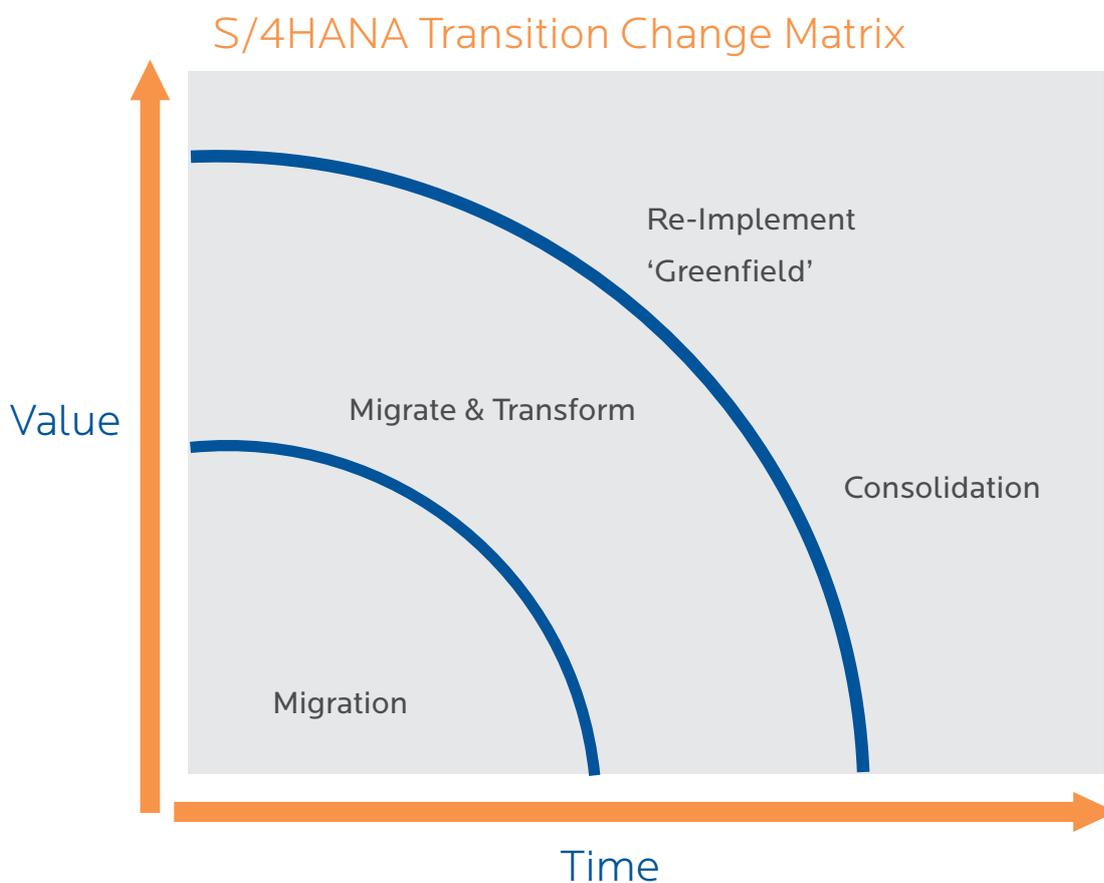
5. ▶ Innovation Capability

SAP S/4HANA delivers massive innovation capabilities with new industry specific business processes and integration to the Cloud, SaaS applications, IoT and beyond. Leaders must ensure their roadmap and implementation approach unlocks the full potential of all innovation capabilities available now and in the future.

Navigating the S/4HANA Roadmap.

Customizations and data complexity result in friction, resulting in even the most mature IT organizations to consider a Greenfield vs Brownfield implementation approach.

In this S/4HANA Transition Change Matrix we plot the varying degrees of Value vs. Effort associated with the most common paths for both single and multi-instance ERP transitioning.

S/4HANA Transition Change Matrix

Re-Implement 'Greenfield'

Migrate & Transform

Consolidation

Migration

Value

Time

Greenfield vs. Brownfield.

Greenfield Approach

A new implementation of S/4HANA enables complete re-engineering and process simplification. This Greenfield approach lets organizations pre-define migration objects and best practices, lowers Time to Value and Total Cost of Ownership which facilitates faster adoption of innovation.

Brownfield Migration

System conversion, also known as the Brownfield approach, enables migration to S/4HANA without re-implementation and without disruption to existing business processes. At the same time, it enables re-evaluation of customization and existing process flows.

Technical Conversion (One to One)

- Risk Averse
- Moderate Cost Ratio
- Retain Custom Code Investments
- Sustain 'As-Is' Innovations
- Variable ROI

Greenfield Implementation (One to One)

- Standard Risk
- Economical Cost Ratio
- Adopt Standard Best Practice
- High Innovation Capabilities
- Higher ROI

Consolidation/Transformation (Many to One)

- Standard Risk
- Moderate Cost Ratio
- Adopt Standard Best Practices (across multiple industry or entity)
- Higher Innovation Capabilities (simplified processes)
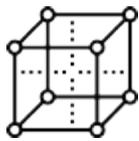- Highest ROI (unified master data)

Birlasoft is an S/4HANA Leader

Since the early beginnings of SAP ERP and on through to the initial release of SAP HANA, Birlasoft has delivered numerous first-in-class transformation projects across all SAP S/4 HANA versions and

Considering Greenfield?

Companies seeking a greenfield re-implementation may consider an accelerated deployment approach using built-in best practices with **Birlasoft's Accelerated Enterprise Model Framework,** and S/4HANA business innovations.

Embedded in an overall transformation road map and delivered as a service, an accelerated approach should provide building blocks to help reduce cost, decrease risk and increase adoption during discovery, preparation, exploration, and realization phases to achieve business innovation without disruption.
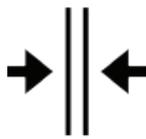
Rapid Prototype &
Ready -to-Run Sandbox

Solutions &
Applications

Birlasoft Accelerators
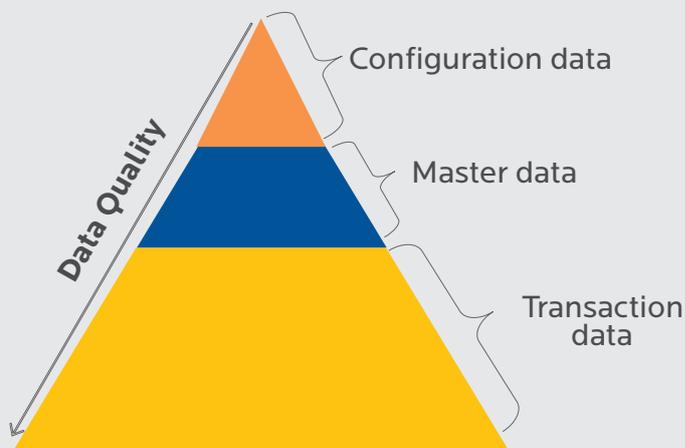(data, apps, UI/UX, extensions)

Scope Validation &
Fit Gap

BPD Refinement

Hand Off to Build
Phase

Data Model for Accelerated S/4HANA Implementation.

Data Quality

Configuration data

Master data

Transaction data

Configuration Data
Company Code, Sales Organization, Plant
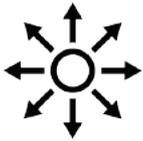
Master Data
Material Master, Customer Master, Vendor Master, G/L Account

Transaction Data
Sales Order, Purchase Order, Production Order

The Accelerated Enterprise Model for Business Innovation.

When considering an accelerated Greenfield deployment, companies should evaluate the best practices in the most current release state and assess the fit gap. Many innovations can be deployed in 8 weeks such as:

Procure-to-Pay

- Scheduling Agreement Business with Delivery Just in sequence call pass through / forwarding Evaluated Receipt
- Settlement Intercompany Stock Transfer
- Advanced Returns Management Embedded EWM Integration

Plan-to-Produce

- Repetitive Manufacturing – Make–to-Stock KANBAN
- Co-Product Production Tool
- Production Embedded EWM Integration Advanced Planning and Detailed Scheduling with embedded PP-DS

Order-to-Cash

- Scheduling Agreement Business with Delivery Schedules
- Summarized JIT – Customer KANBAN Inbound Just-in-sequence (JIS) Processing Intercompany Sales
- Self-Billing. Advanced Returns
- Management Returnable Processing Reports Platform

Leverage SAP S/4HANA as the System of Engagement & Innovation

With integration between core business processes and innovations available on the SAP Cloud Platform as well as SAP Leonardo you can elevate digital transformation to the next level. Leveraging breakthrough technologies across IoT, Blockchain, Artificial Intelligence, Machine Learning and more to turn your system of record into a system of innovation.

P. H. Glatfelter Company

Specialty Paper Products

Glatfelter is a global supplier of specialty papers and engineered products, with over a century of experience, technical expertise and world-class service. Glatfelter provides custom solutions to meet its customer's specific needs.

Glatfelter's Enterprise Transformation Journey began with a Greenfield SAP S/4HANA 1610 implementation using SAP's Activate method with 90% standard best practice.

CHALLENGES

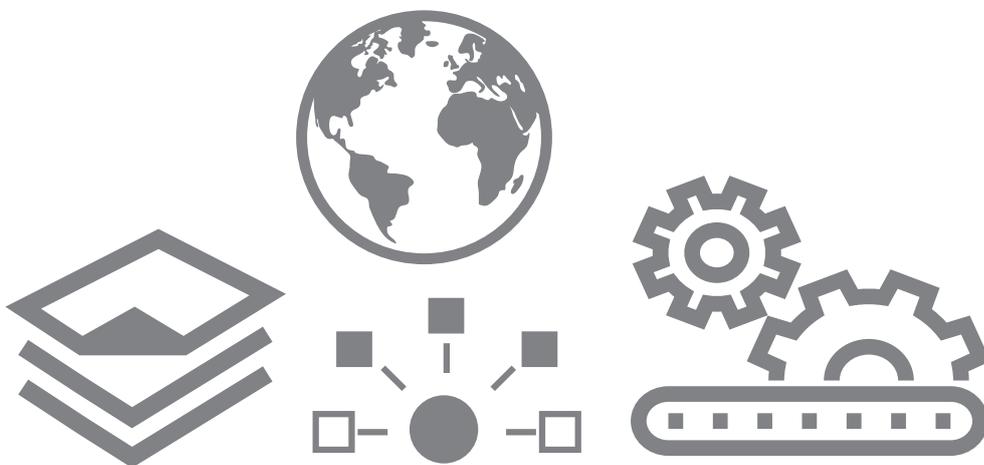· Multiple business units with individual processes.

· No tools in place to track the sales effort towards realizing strategic goals.

· Leads are lost, misplaced or not forwarded to correct Account. Executive for qualification and follow-up.

· Opportunity status is unknown with no effective tracking.

· Sales efforts can not be prioritized as pipeline reporting is outdated by the time it is available.

SOLUTIONS

- SAP S/4HANA 1610

- Development of global templates across U.S., Canada, and Germany to support increased M&A activity

- 50+ SAP Fiori Apps

- Account and Contact Management

- Lead Tracking and Activity Management

- Opportunity Management

OUTCOME

- Standardized Business Processes
  - 90% Best Practice and "out of the box" functionality used to define standard processes (SAP Activate)

- Tracking and follow-up for Leads and Opportunities
  - Estimate 3% improvement in sales due to better information tracking

- Improved M&A activity and integration speed
  - simplified global compliance and accounting standardization (GAAP, IFRS, with multiple ledger/currency)

- Improved sales effectiveness
  - Real-time Pipeline information will allow prioritization of opportunities and improve managers decision making as to where to expend sales resources

Considering a Brownfield Technical Migration?

With a Brownfield or migration approach you will need to look at what you are running in ECC, and identify the technical changes that need to be made. There are a number of tools that can be leveraged, allowing you to assess all the necessary data insights from a technical perspective, and combined your discovery with other elements such as value opportunities tailored to the environments. This gives exactly which business functions are active based on a scanning of the system.

Faster S/4HANA Adoption.

Mitigate Project Risk with
Code Efficiency by Up to 90%.

birlasoft

Leverage Birlasoft's S/4HANA Toolkit
Unicode+Autocode Correction IP

Auto-Code Replacement

Track & Reporting the Progress

S/4 Unicode Inspector

S4 HANA

Guided Editing

Unicode Auto Enablement

Automatic Code Commenting

PRIMESOURCE

It was a WIN WIN for us partnering with Birlasoft from both a time perspective and a cost perspective. Birlasoft's SAP S/4HANA Toolkit provided extreme value. We were successful on day one.

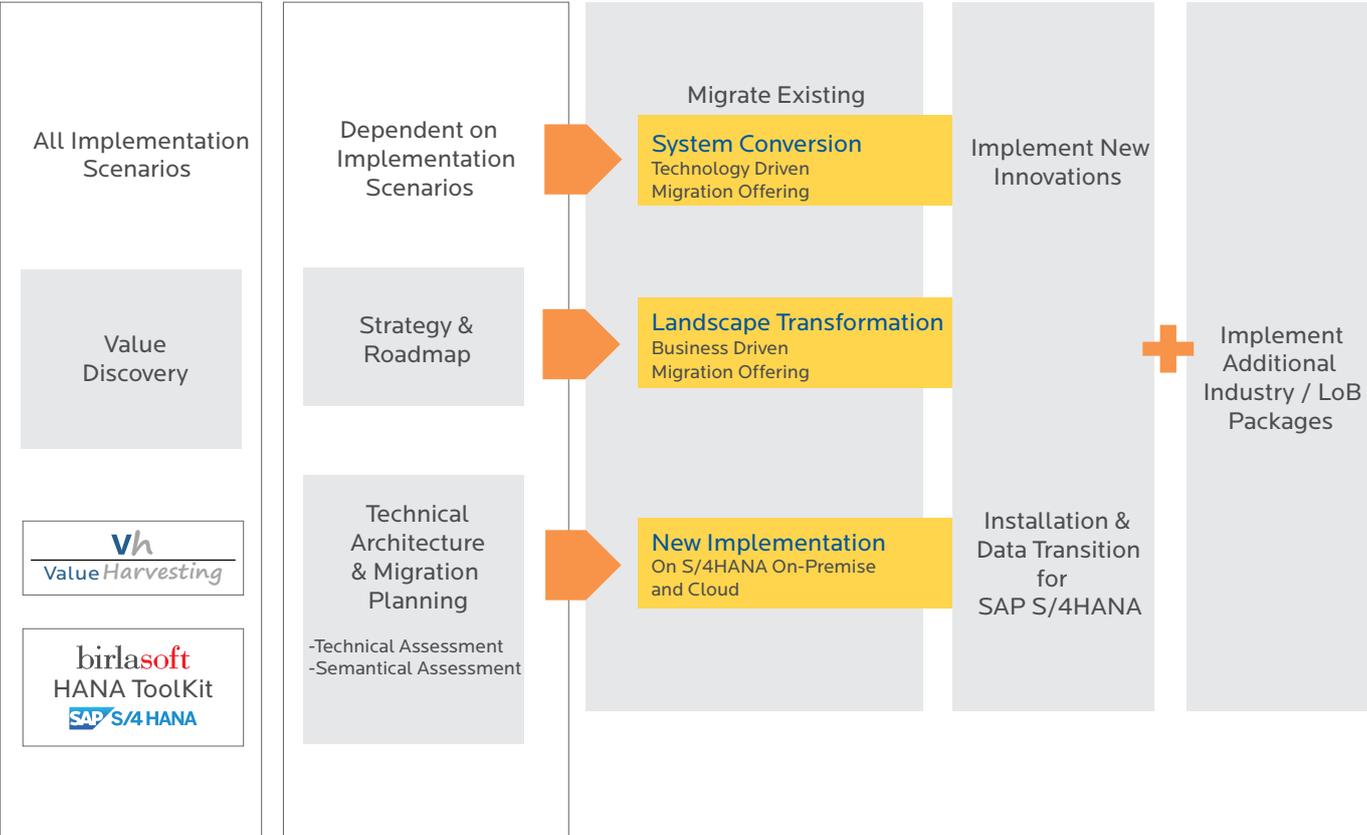- Tony Caesar, VP of IT and CIO, PrimeSource

PrimeSource, one of the largest purveyors of fasteners, accelerated their S/4HANAmigration using an Auto Code Correction IP Toolkit to reduce implementation time, achieve quality assurance and mitigate project risk with code efficiency by up to 90%.

Play Video

Birlasoft's SAP S/4HANA Implementation Roadmap.

The roadmap for getting from where you are today to where you want to be in the future to maximize benefits will vary according to your business and IT drivers. Birlasoft will help you identify core drivers to establish a migration path that is right for your organization.

------- Prepare --------------- Explore ------------- Realize / Deploy ----------------------------------->

All Implementation Scenarios

Value Discovery

vh
Value *Harvesting*

birlasoft
HANA ToolKit
SAP S/4 HANA

Dependent on Implementation Scenarios

Strategy & Roadmap

Technical Architecture & Migration Planning

-Technical Assessment
-Semantical Assessment

Migrate Existing

System Conversion
Technology Driven
Migration Offering

Landscape Transformation
Business Driven
Migration Offering

New Implementation
On S/4HANA On-Premise and Cloud

Implement New Innovations

Installation & Data Transition for SAP S/4HANA

Implement Additional Industry / LoB Packages

Streamline the User Experience with an Integrated SAP Fiori Apps Library.

Using modern UX design principles, SAP Fiori delivers a role-based, consumer-grade user experience across all lines of business, tasks, and devices.

User Experience

Simplify & personalize the user experience with intuitive and contextual information.

Real-Time Analytics- (i.e. notifications via modules for user)

Smart business cockpit & solution overview pages- role based operational reporting and more.

"What if" Scenario for Intelligent Decision making

Create Insightful line of business exception based worklists.

Why Birlasoft?

Leader in S/4HANA Migrations & Optimizations

As a clear leader in the SAP HANA ecosystem, Birlasoft provides deep domain expertise with HANA adoption and value generation - using our unique innovative IP tools and accelerators with capabilities including automated custom code corrections for HANA migrations, to transform your business and execute a successful S/4HANA roadmap. Accelerate time to value, get the maximum business value from the HANA platform, reduce cost, and risk with your investment. Take advantage of Birlasoft's compelling HANA migration fixed price offerings, and start your HANA journey today.
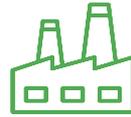
Birlasoft's Global Footprint & HANA Delivery Capabilities with 450+ Practitioners

100+ HANA Projects, PoC's, Migrations, Projects Delivered and Counting- S/4HANA, BW/4HANA, HANA-Hadoop Integration, Leonardo IoT, and Machine2Machine.

Recognized Industry Leader- SAP S/4HANA Net New Implementations and Migrations

LoB & Industry Specific Use Cases- Automotive, Manufacturing, E&U, Life Sciences

Industry Recognized.

ISG Provider Lens Leader for SAP Services- 2017

Gartner Magic Quadrant Positioned as "Challenger" Application Services- North America- 2017

Recognized by IDC as HANA Leader in Utilities & Manufacturing 2015 - 2016

Next Steps.

Free Personalized S/4HANA Roadmap Workshop and Assessment Offering.

Birlasoft will come on site with experts to deliver a free HANA Assessment Workshop. We'll provide a roadmap and solution scope based on your specific application landscape.

Risk-Free Proof of Concept & Sandbox (with your data)

Birlasoft provides a compelling PoC trial offer. You will have total access to a fully capable HANA Sandbox with your data. Under this no obligation offer, you can test drive the PoC freely and then choose to evaluate a full deployment.

Connect with Us

Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion diversified CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 150 year heritage of building sustainable communities.