



making the move

SAP S/4HANA migration
made simple

we commit. we deliver.

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introduction

SAP S/4HANA migration made simple

This e-book presents the **benefits of moving to SAP S/4HANA** and the new possibilities it offers. Whether you're already running SAP or new to it, SAP S/4HANA will provide you with the tools you need to **navigate digital-era business complexities** with ease.

SAP migration - known as a **brownfield implementation** - is the main focus of this e-book. However, we can help with new implementations (greenfield), and through our partnership with SNP, BLUEFIELD™ projects are also possible. Jump to page **4** to learn more about our complete SAP S/4HANA offering.

RISE with SAP was also recently launched. Jump to page **18** to discover why this may be relevant to your SAP S/4HANA migration approach.



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SAP S/4HANA: the next-generation ERP



Enterprise resource planning (ERP) systems have been around for decades. Traditionally, ERP focuses on supporting business needs in multiple domains – sales, finance, HR, logistics, etc. – with IT services.

Make informed business decisions

As the next generation of ERP, SAP S/4HANA has the potential to transform your company's entire business strategy by helping your people make informed, data-driven decisions in real time. Almost instantaneously **monitor the effects of business decisions** on your performance and respond quickly if needed, leading to a virtuous cycle of data insights and responsive decision-making.

Embrace AI, machine-learning and IoT

SAP S/4HANA places your business in a better position to **take advantage of breakthroughs** in AI and machine learning. Harness the power of IoT in a streamlined way by interconnecting your systems and devices using SAP S/4HANA and analyzing the data gathered.

Benefit from lightning-fast data handling

SAP HANA in-memory technology processes large volumes of data rapidly, making collaboration more efficient and **accelerating the process** of performing database queries. SAP S/4HANA also processes large volumes of data to generate user reports and condense values and datasets into KPIs for intuitive visualization.



but with
SAP S/4HANA,
your ERP system
can be much more
than an IT tool



2

stay on top



Receive support, make decisions and simulate scenarios in real time

Compared to SAP ERP Central Component (ECC), SAP S/4HANA offers major advantages. It retains almost all ERP business functionality while **radically simplifying data handling** - for improved workflows, larger transaction volumes and real-time analytics.

Although SAP will support ECC until 2027, all innovations and improvements related to AI, IoT, big data, machine learning and more will only be in SAP S/4HANA. **Existing SAP ECC users will have to move to SAP S/4HANA within the next handful of years.**



3

SAP S/4HANA
is here



It has been around for some time now and has clearly demonstrated its business value: SAP S/4HANA is making big impacts in companies around the world.

Greater speed and flexibility, and improved data analysis

Many companies still see SAP S/4HANA as simply an efficiency-boosting upgrade. They're happy with their ERP systems and wary of the costs of migration.

In reality, SAP S/4HANA doesn't just improve business process efficiency; **it transforms business strategy**. Its benefits - increased speed, simplicity and flexibility - are tangible from day one.

The **real-time capabilities of SAP in-memory technology** are invaluable for companies that rely heavily on up-to-date data and real-time analysis. For example, a logistics company that loads its trucks during the day can't rely on information received at the end of the day - the process requires live information to be efficient, effective and competitive.



SAP S/4HANA
is making big
impacts in
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around the
world




A better user experience

Another key feature of SAP S/4HANA is the **personalized, intuitive user experience** offered by **SAP Fiori** across all tasks, devices and lines of business. SAP Fiori notifies users of urgent tasks and supports their decisions with cross-departmental or even company-wide data insights in a clear, user-friendly way.

Additionally, SAP Fiori offers useful real-time business applications via multiple devices, enabling users to effortlessly move between their laptops and their smartphones while a process is underway.

Combined with the sheer power of SAP S/4HANA, SAP Fiori offers **unmatched application response** and query execution time. Information is always available and ready to be processed, analyzed and condensed into reports at a mouse click - a far cry from the limited capabilities of SAP ECC systems past, which often relied on external SAP BI solutions.





“ while separate BI solutions remain valuable and needed when dealing with multiple sources of information, for fast-moving data where operational decisions and actions are primarily based on individual items, SAP S/4HANA combined with Fiori offers a clear advantage over SAP ECC ”

Built to tackle digital-age challenges

Moving to SAP S/4HANA is necessary for a business to **keep benefiting from improvements to SAP** - as well as to ensure an ERP capable of responding to the dynamic needs of the digital age.

One major digital age challenge is how to handle and gain value from the huge volume of data generated across a business. Unlike its predecessors, SAP S/4HANA not only gathers data but **empowers users to generate business value** from it on a day-to-day basis.

The advantages of SAP S/4HANA extend far beyond improved efficiency: it enables you to **manage your business in real time** through an intuitive interface. A migration is a **one-time investment** that delivers real value. A solid **migration strategy** ensures a **full transformation** of your business while **meeting your business needs**.



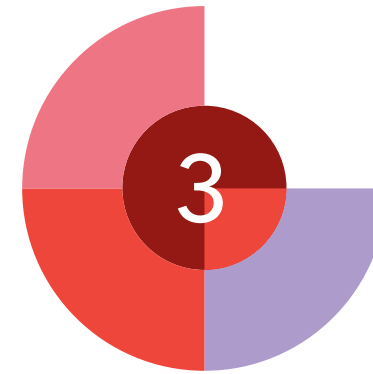
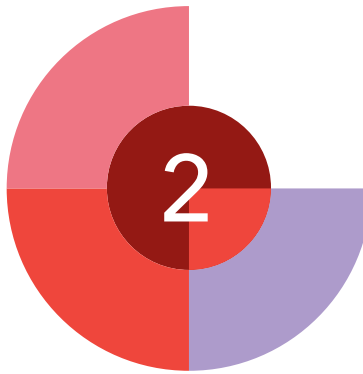
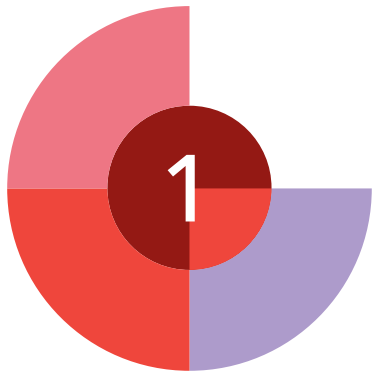
4

three colorful
journeys to
SAP S/4HANA



There isn't a single yellow brick road leading to SAP S/4HANA. Instead, we've divided up the main approaches into three categories similar to familiar investment terms: greenfield, brownfield and BLUEFIELD™.





Greenfield: starting with a clean slate

A greenfield approach is the easiest way from a technical perspective to get started with SAP S/4HANA, as there are no legacy systems, custom coding, ad hoc solutions or other configurations to deal with. The **old system is completely swept aside**.

Businesses choosing a greenfield implementation get a rapid implementation and do away with old systems and processes that may no longer be valid. However, the approach tends to be costlier, as all processes have to be redesigned to align with the new system.

Brownfield: building on what you have

With a brownfield implementation (a migration), **a business keeps its existing system, historical data, look and feel**, etc. - with the option of introducing a brand-new user experience in the form of SAP Fiori. All of the performance improvements introduced by SAP S/4HANA go on behind the scenes.

A migration is only a fraction of the cost of a greenfield implementation and can be accomplished without disturbing your current ERP system. While it is a less costly approach, it has to be done all at once - the so-called "big bang" that so many businesses shy away from. And even though the migrated system includes all the benefits of SAP S/4HANA, the setup is more rigid, as it follows the framework of the old system.

BLUEFIELD™: the best of both worlds

This migration approach - the newest - combines the valued elements of the greenfield and brownfields approaches in a single implementation, powered by CrystalBridge® by SNP. This software enables the **system to be separated from its data**, simplifying the migration process and **unlocking the possibilities of structural changes** usually only offered by completely new implementations.

A BLUEFIELD™ approach ensures that critical data remains available with minimal downtimes and results in shorter projects and fewer business interruptions. Additional advantages include choosing which data to migrate and avoiding an extensive archiving project, as well as the possibility to change your organizational structure. This allows you to transform your (historical) data during the move to S/4.



case story:


Agristo achieves a complete business transformation with SAP S/4HANA.

Agristo is a fast-growing company specializing in potato products. Due to the **competitive market**, the company focuses heavily on innovation. The biggest challenges lay in **optimizing** a wide range of **operational and administrative processes**. After working with SAP ECC for a long time, migrating to SAP S/4HANA was an important milestone in Agristo's digitalization journey. The biggest **gains** were made in terms of **customer experience, business process efficiency** and the ability to quickly develop custom tools for partners and potato growers. Over the course of 3 months and 40 workshops, delaware and Agristo jointly identified business value:

- **Inspire:** personnel were invited to dream big about new business process improvements.
- **Discover:** the company explored how new and improved business processes function in a SAP S/4HANA context.
- **Capture:** delaware experts listened to the Agristo experts to explain their ways of working.
- **Orient:** specific processes were identified and prioritized for transformation based on their business value.

The result was a matrix containing business processes mapped against existing and possible functionalities, a risk assessment heatmap, and excellent cross-company buy-in.





despite its complexity in terms of its requirements for integration, migration and configuration, Agristo's move to SAP S/4HANA and SAP Fiori ran smoothly and was on time and on budget. Change management was an important part of this project's wide-ranging success

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introducing RISE with SAP



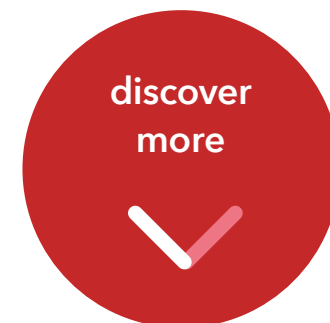


RISE with SAP is not a product; it is a **commercial offer for both new and existing customers** similar to the monthly “bundle” you would purchase from a mobile operator. In the same bundled fashion, RISE with SAP offers:

- **User rights** for SAP S/4HANA Cloud OR SAP S/4HANA Cloud, Private Edition
- **Tools** used to **assess and migrate** to SAP S/4HANA
- Access to **business process intelligence**
- **Credit value for SAP Business Technology Platform** (aka SAP Cloud Platform), SAP’s PaaS
- SAP Business Network starter pack

Apart from the hosting aspects of SAP S/4HANA, **no services are included**, which means this offer is 100% compatible with any approach mentioned in this e-book. Even more, your choice of path towards SAP S/4HANA will not be impacted by RISE with SAP.

Choosing a RISE with SAP implementation means we help you with all things **network connectivity**. And what’s more: everything regarding **infrastructure or architecture**, gets **fully covered** by our experts.



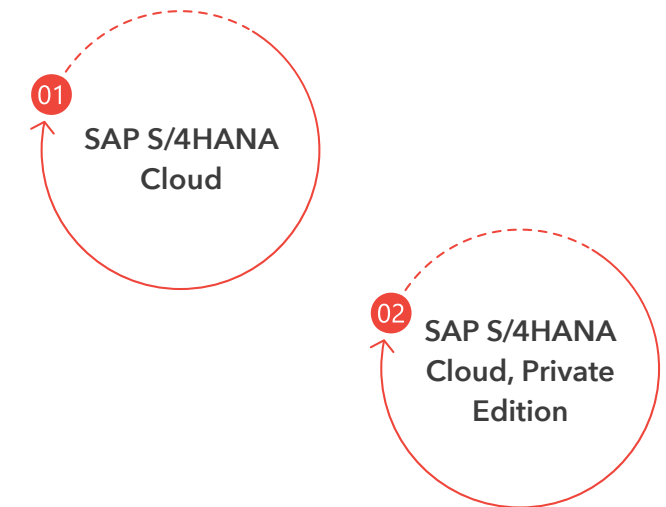
Two S/4HANA options are possible with the RISE bundle.

SAP S/4HANA Cloud

This is SAP's full software as a service (SaaS) offering. It provides a range of standard functionalities which can be activated and used with **some degree of freedom, but within specific boundaries**. It is ideal for companies that do not want to spend time and energy reinventing solutions that other companies also have. Invest in solutions that highlight your differentiators with SAP Business Technology Platform. Note: SAP S/4HANA Cloud requires a fresh greenfield implementation.

SAP S/4HANA Cloud, Private Edition

This option is for companies unable or unwilling to accept the restrictions that a SaaS solution comes with. With this alternative, a business has **complete freedom** and may bring its existing system along on its S/4HANA journey. In essence, S/4HANA Cloud, Private Edition is an S/4HANA system hosted via SAP on hyperscale infrastructure. User rights, hosting and related infrastructure management are all included in your monthly subscription.



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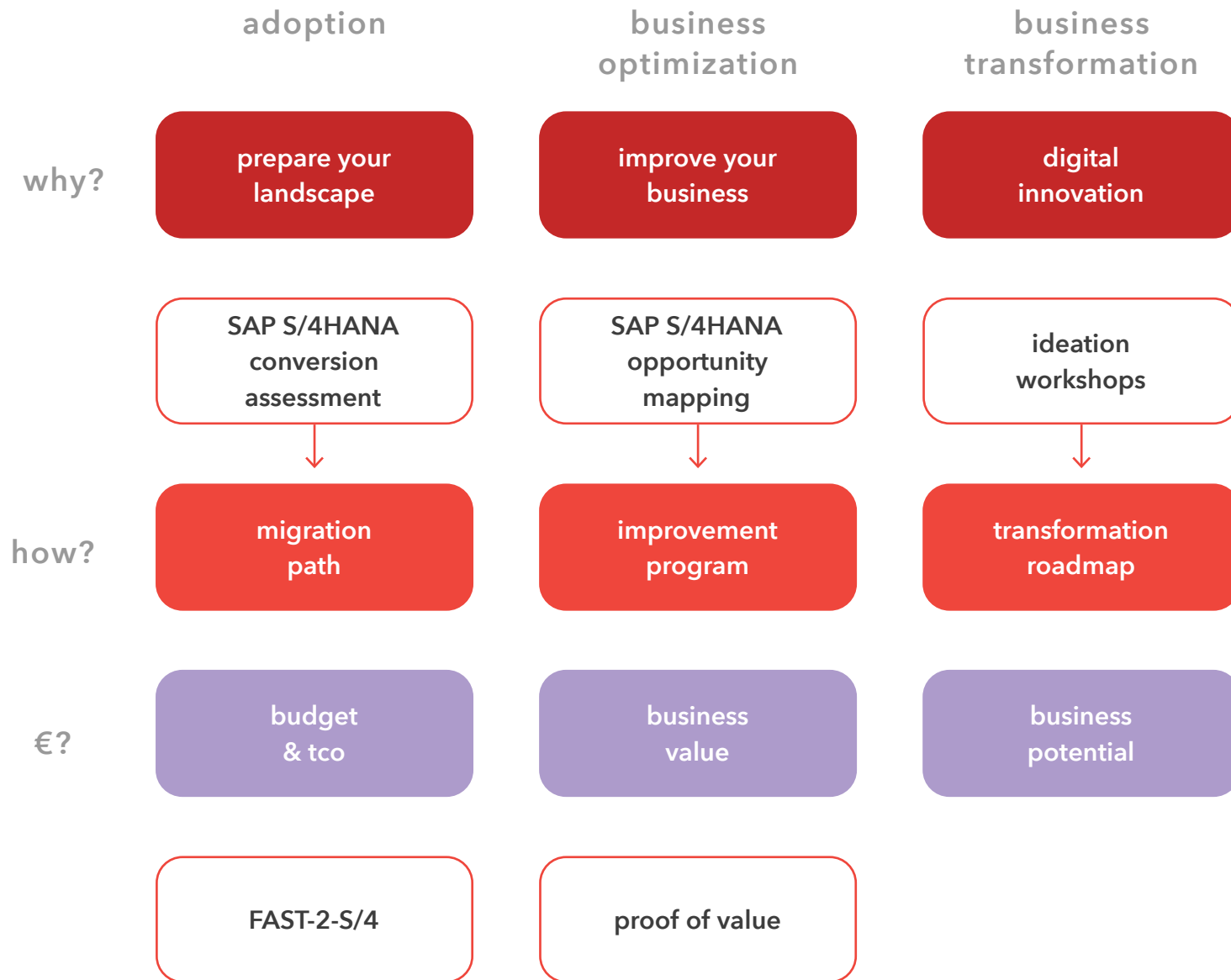
what delaware offers

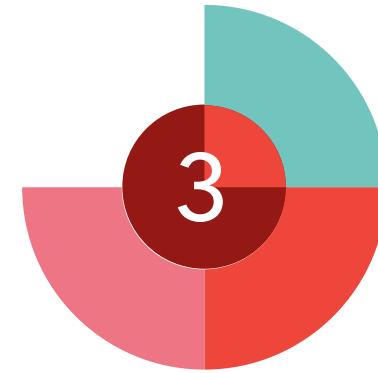
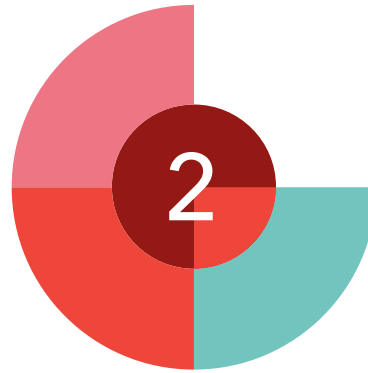
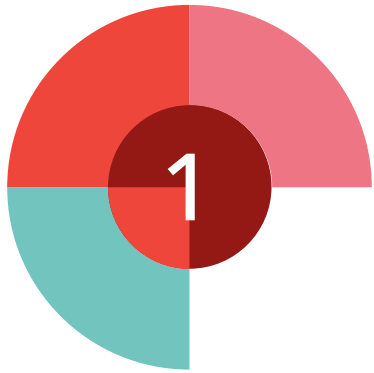




No matter which approach your business chooses, a **trustworthy and experienced SAP S/4HANA implementation and migration partner** is vital to ensuring that the project runs smoothly and meets every requirement.

Our team has **deep expertise** in every stage of the implementation and migration process, and is well-versed in shaping SAP S/4HANA according to your industry and specific business needs. delaware's **close partnership with SAP** guarantees the very best support.





SAP S/4HANA Conversion Assessment

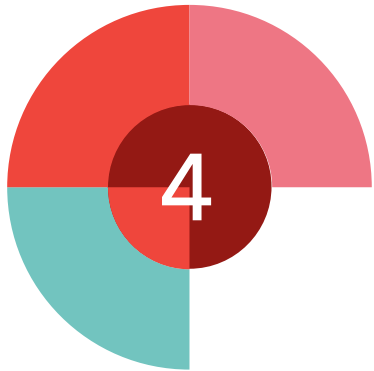
During the Conversion Assessment, **our experts scan your current ECC system** to determine its readiness for an SAP S/4HANA future. We help you identify potential showstoppers, dive deep into the existing z-code, suggest a migration approach and propose a timeline based on our team's previous SAP S/4HANA conversion experience.

SAP S/4HANA Opportunity Mapping

Optimize the use of SAP S/4HANA by **evaluating your processes** together with our experts to see where you can gain the most added value. At the end of this exercise, we'll help you define a list of improvements to implement.

Ideation workshops

With new technologies come new opportunities to solve business challenges in previously impossible ways. During these inspiration sessions, we **help you concretize potential solutions** that align with your business needs.



FAST-2-S/4: our exclusive accelerator

Interested in getting up and running with SAP S/4HANA as quickly as possible? delaware offers a **technical migration support package** developed in house by our experts. This package contains a full toolset, best practices, methodologies and more to ensure your smooth, rapid transition to SAP S/4HANA with minimal overhead.

SAP S/4HANA Proof of Value

Gain an exclusive copy of the production environment with our SAP S/4HANA Proof of Value. With this offer, **a limited number of datasets are migrated** to SAP S/4HANA - it's a pragmatic migration that doesn't include optimizations. However, it does include sample roles for SAP Fiori.

Our SAP S/4HANA Proof of Value enables you to see **your own data in SAP S/4HANA**. This way you can **easily determine** whether the **solution corresponds with your business needs** and IT requirements.

Get started on your **business optimization journey** and explore new opportunities.

Find out more at store.delaware.pro



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summing
it all up



Migrating to **SAP S/4HANA** is a big **business decision** that requires careful thought. Although the move will be **obligatory for current SAP ECC users**, businesses have plenty of room to plan and execute their migrations the way they want, ensuring that the final platform is **perfectly tailored to their needs**.


It's important to reemphasize that a migration (brownfield) costs much less for existing SAP users than a greenfield implementation, offers significant advantages over ECC and represents **a paradigm shift in the way companies use their ERP systems** to achieve business goals. However, the **BLUEFIELD™ approach offers the best of both world**, compared to greenfield and brownfield.

SAP S/4HANA:

- has all the **necessary tools to integrate z-code** into the new platform;
- offers outstanding benefits to companies with **complex ERP systems** and heavy data processing requirements;
- unlocks **rapid data handling capabilities** for the rapid analysis and visualization of almost real-time information;
- comes with the intuitive, user-friendly and customizable **SAP Fiori user interface**;
- boosts employee **productivity and collaboration**;
- gives you an **extra competitive edge in a changing market**.

With delaware, you **gain access to a unique set of products** that optimize your journey toward SAP S/4HANA, including the ability to visualize your own data in SAP S/4HANA before making the leap.





by working with delaware, your business
can count on a smooth implementation
and expert guidance, every step of
your journey

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we commit. we deliver.