

# Navigating the SAP S/4HANA® Migration Journey

How to choose between a greenfield, brownfield or hybrid migration

Moving to the new SAP HANA platforms is more than just an upgrade. SAP has re-designed their entire solution to enable dramatically faster, more flexible business processes. The days of complex SAP solutions that are mostly custom code are over.

The HANA platform is a fundamental change to both the application code and the database. It now enables highly tailored solutions using custom configurations, rather than custom code. The new technology capabilities of S/4HANA® can be leveraged to create new business strategies that are more responsive to changing customer demands.

For a successful migration you need to carefully consider your future business plan and then choose the right implementation path and environment to support your goals. Now that SAP has announced the end of support for ERP is 2025, migrating to S/4HANA® is a business imperative. Some companies are also using this upgrade to move to the cloud, which reduces costs and provides greater agility. The question is, what type of migration will best support your strategic vision?

## Choose your Migration Path – What Type of Implantation do you Need?

TYPE OF IMPLEMENTATION:	Greenfield	Brownfield
	This is usually a net new implementation or a complete reconstruction of an inherited or unnecessarily complex SAP environment that no longer meets business objectives.	These implementations are usually system conversions that do not change business processes, but may add some new functionality.
Benefits	<ul style="list-style-type: none"> <li>• Build a solution that is optimized for your unique business and industry</li> <li>• Enables a clean start to improve business practices and the flexibility to efficiently integrate digital technologies</li> </ul>	<ul style="list-style-type: none"> <li>• Fastest migration</li> <li>• The most predictable budget and timeline</li> <li>• Dramatically Increase speed &amp; reduce the data footprint</li> <li>• Add some new functionality and real-time analytics without disrupting existing business processes</li> <li>• Support Fiori app and mobile devices</li> <li>• Improved UI/UX for users, customers and partners</li> </ul>
Challenges	<ul style="list-style-type: none"> <li>• Planning new business processes requires a longer implementation timeline</li> <li>• Requires additional tweaks and customizations, over a longer period of time, to refine your news business processes</li> <li>• Requires significant change management and training for staff and end users.</li> </ul>	<ul style="list-style-type: none"> <li>• The application is not optimized for the new HANA database</li> <li>• Not all custom code is supported in all environments</li> <li>• Requires some training for new functionality</li> </ul>

## Why Upgrade?

- **Drive profits and sales with digital transformation:** Implement new business opportunities, streamline operational expenses, incorporate new technologies, and improve customer or partner service with fast, efficient interactions
- **Dramatically increased processing speed:** The new HANA platform is completely redesigned to deliver speeds that are 10 – 100x faster
- **All Core SAP capabilities are being optimized for HANA:** The new platforms will have all the core modules from ECC, plus an estimated 30% more functionality in a few short years
- **Significantly reduced database and storage requirements:** Save money and space
- **SAP will end ECC platform support in 2025:** Companies will have to migrate to the HANA platform; migrating sooner ensures a growth platform for today's digital world
- **The HANA platform is stable:** This is a proven platform, with a 10 year history

## Choosing the Right Platform

The next step is to decide which implementation platform suits your business's needs and strategic vision.

PLATFORM:	PROS	CONS
On Premise SAP S/4HANA®	<ul style="list-style-type: none"><li>• Highly customizable infrastructure to match your unique business needs</li><li>• High levels of control and privacy</li></ul>	<ul style="list-style-type: none"><li>• Upgrades can be more complex due to customization</li><li>• Higher level of maintenance</li><li>• Higher initial implementation costs</li></ul>
Private Cloud	<ul style="list-style-type: none"><li>• Offers some customization</li><li>• Reduced support requirements</li><li>• Predictable monthly expenses</li></ul>	<ul style="list-style-type: none"><li>• Moderate level of maintenance</li><li>• Ongoing expenses</li></ul>
Public Cloud	<ul style="list-style-type: none"><li>• Always running the latest version</li><li>• Reduced support requirements</li><li>• Predictable monthly expenses</li></ul>	<ul style="list-style-type: none"><li>• Specific industry solutions might not fit your company's needs</li><li>• No custom code</li><li>• Reduced control and options</li></ul>

## The ThoughtFocus Difference

For a successful implementation, you need smart, innovative solutions and a strategic partner with proven change management, business process optimization and SAP expertise. ThoughtFocus is composed of experienced, senior level consultants that understand your needs and provide invaluable strategic guidance. These former CIOs, CTOs, and operations executives, bring years of industry experience that reduces risks, shortens deployment timeframes and lowers costs, to deliver optimal results.

ThoughtFocus has proven experience and implemented the first greenfield SAP S/4HANA® installation in the US. Our skilled team will work with you to understand your needs and help you choose the best migration path and platform for your business. Using over 130 accelerators, we have code conversion tools, best practices, and additional proprietary tools to ensure innovative plans, rapid deployments, smooth database conversions, and successful migrations. We closely map projects and identify many potential challenges in advance, to deliver predictable implementation timelines and costs.

**For more information on how ThoughtFocus can help you design or optimize your business processes to drive results, contact us at 646-942-5366 or visit [thoughtfocus.com](http://thoughtfocus.com) for a free migration assessment.**

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