The Insider’s Guide to a Successful SAP S/4HANA® Migration
Digital transformation continues to be a hot topic as digital technologies drive business growth and operational efficiencies.

SAP’s S/4HANA® platform provides the capabilities to support ERP systems that comprise the enterprise’s digital core and manage real-time data for fact-based decisions, in order to accelerate and simplify digital transformations.

Gartner predicts that by 2022, successfully renovating core ERP functionality will deliver a 75% improvement in IT response agility and cost-to-value outcomes.
It’s no secret that many digital transformation initiatives have failed, and several surveys suggest failure rates on poorly integrated digital initiatives exceed 50%. Sadly, many companies are so focused on incorporating hot or disruptive technologies, they implement point solutions that are never fully integrated into the enterprise technology stack and business processes.

Smart companies are now looking for digital transformation experts that can help them implement and integrate the myriad of digital technologies so they all work in unison, while offering innovative ways to align or update business processes for an end result that increases revenue, grows sales and reduces operational costs.
The business value for SAP S/4HANA® is becoming clearer, and companies are moving to this platform in much greater numbers. Depending on the scope of the project, many companies find that migrating to S/4HANA® yields a payback from six months to three years. By migrating sooner, your organization can immediately reap the productivity and efficiency benefits of the S/4HANA® platform.

The best approach is to engage an experienced consulting partner that can deliver innovation and business process improvements across the entire value chain. Look for a company that works as a partner with its clients to increase the quality of their products, reduce production time, meet compliance standards and drive significant ROI.
SAP S/4HANA® is ideally suited to support a wide range of innovative digital solutions.

An experienced consulting group can help you:

- Use predictive insights to optimize your resources and improve margins across your entire business
- Define business processes and technology solutions that use IoT to enable smart machines and processes
- Drive innovation & growth by providing employees with tailored data driven insights in real time
- Increase efficiency through streamlined inventory and manufacturing processes
- Build and maintain Centers of Excellence to provide innovation capabilities, and much more
For a successful migration you need to carefully consider your future business goals, then choose the right implementation path and environment to support these objectives.

What type of migration will best support your strategic vision?
Moving to **SAP S/4HANA®** is more than just an upgrade.

SAP has re-designed their entire solution and underlying data models to enable dramatically faster, more flexible, digital transformations. Successful migrations require expertise, guidance and resources to design and deploy smart, innovative solutions that maximize the value of your business.

The right consulting group can simplify, clarify and accelerate your SAP S/4HANA® journey, while driving value through innovation.

At ThoughtFocus, our proven Vision to Value methodology guides customers through the migration and business process optimization journey.
Choose your MIGRATION PATH

The first step on your upgrade journey is to choose the right migration path. Decide if a greenfield or brownfield implementation is the best solution for your unique business requirements. There are pros and cons to each method, but generally a greenfield implementation enables the highest level of business process optimization and ensures maximum alignment between your business goals and your technical implementation.

A brownfield migration delivers the most predictable budgets and timelines, since your business processes remain largely the same. It may include some additional functionality and upgrades, but its main benefit is a fast implementation that minimizes the disruption to your daily operations.

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<th>GREENFIELD</th>
<th>BROWNFIELD</th>
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<td>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.</td>
<td>These implementations are usually system conversions that do not change business processes, but may add some new functionality.</td>
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Choose the **RIGHT PLATFORM**

After selecting the type of migration, the next step is to decide which SAP platform suits your business’s needs and strategic vision.

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<th>PLATFORM</th>
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| On Premise SAP S/4HANA® | • Highly customizable infrastructure to match your unique business needs  
                       | • High levels of control and privacy                                    | • Upgrades can be more complex due to customization  
                       |                                                                   | • Higher level of maintenance  
                       |                                                                   | • Higher initial implementation costs |
| Private Cloud     | • Offers some customization  
                       | • Always running the latest version  
                       | • Reduced support requirements  
                       | • Predictable monthly expenses                                    | • Customizations are limited  
                       |                                                                   | • Moderate level of maintenance  
                       |                                                                   | • Ongoing expenses |
| Public Cloud      | • Always running the latest version  
                       | • Reduced support requirements  
                       | • Predictable monthly expenses                                    | • No custom code  
                       |                                                                   | • Reduced control and options |
For organizations that are running the latest version of ECC, migration is a less complicated one-step process. However, many companies are running older versions of SAP and require multi-step upgrades. Either way, an experienced team can design a migration path that is fast and non-disruptive.

At ThoughtFocus we offer a unique type of brownfield implementation that we call the Two-Step or technical migration. A technical or two-step method delivers a faster time to value for brownfield migrations, since we have the experience and tools to keep your SAP customizations in place during this transition. Our knowledgeable team knows how to simplify your processes, and where they can replace custom code with additional modules and tailored configurations. If you still need to retain custom code, we can migrate your solution to SoH so you can capture the speed and digital growth benefits of S/4HANA®.

During one Brownfield implementation, the ThoughtFocus team was able to rapidly move one company to Suite on HANA in only five months – less than half of the standard implementation time. In addition, we launched the new solution in one weekend day, so the upgrade did not impact normal business operations.
LEAPFROG

When companies are more than one or two upgrades behind the current version, a leapfrog migration cuts out several interim steps and can dramatically reduce implementation time. A company can choose to do a technical migration to Suite on HANA, something we like to call the “Texas Two Step.” This is basically an upgrade to the HANA database, with minor efforts to customize the code and implement Fiori, while maintaining current business processes. This helps mitigate risk and provides your organization with time to prepare your business and IT resources for conversion to full S/4HANA® when you are ready. The other option is to move to a full S/4HANA® solution in one giant leap. This is a challenging path that changes multiple technical and business process at once. It requires a team of dedicated and actively engaged technical and business resources, so we don’t recommend trying this process on your own.

TRADITIONAL

A traditional migration is usually done gradually. The technical platforms, code base, business processes, data and integrations are all upgraded step-by-step. This is a very thorough, but time-consuming process if you are migrating more than one step at a time.

There are several paths to a S/4HANA® migration. ThoughtFocus can help you select the best path for your business needs.
Preparing for MIGRATION

Migrating a customized SAP solution is filled with unknowns and pricing surprises. Choose an experienced team with tools that enable us to better understand your existing customizations, anticipate many of the challenges from code conversion, and closely map the project to minimize unexpected costs.

We can demonstrate how many of the functions that required custom code in the past can now be done by tailoring different standard modules, thanks to the breadth and flexibility of the new S/4HANA® platform. Eliminating much of the custom code saves time and money, as well as simplifying future support and upgrades.

A Trusted Partner for YOUR JOURNEY

Whatever path and platform you choose, ThoughtFocus can guide you through the selection process to ensure a successful migration. We transform your technology footprint, guide you through classic change management processes, plan the cutover for zero or minimal impact on your daily operations, then ensure you have appropriate maintenance and support resources.

As part of the REV Group’s greenfield implementation, the ThoughtFocus team completed two Vendor Management System implementations in less than six months. This is less than half the standard implementation time of 12 – 15 months, resulting in a 27% increase in EBITDA for the company’s parts division.

For more information on how we can drive business value through innovative SAP S/4HANA® implementations and to request a complimentary consultation, please visit www.thoughtfocus.com or call 310-427-7654.