Fact Sheet Implementing SAP with Fujitsu

Reducing the risk in implementing the SAP ERP Business Suite of Applications (S4HANA or ECC)

De-risking your implementation
Reducing the risk in implementing the SAP ERP Business Suite of Applications (S4HANA or ECC)
Experience with a trusted implementation partner
Let’s get it right the first time through a proactive implementation approach: experience, trust, leveraged approach, and executive engagement.
The Fujitsu SAP® practice provides 15+ years’ experience, on average, with proven tools/accelerators and templates aligned to the SAP ASAP and Activate methodologies. Our program management approach leverages financial tools and program governance mechanisms to identify issues and risks early on. This will help you manage through the change, to stay on-time and budget as well as deliver your business benefits of an SAP implementation—all combined with our executive engagement throughout the journey.

Fujitsu Implementation Approach
Methodology
Approach built on over 25 years of experience in implementing SAP
Managing large implementations against running late and going over budget and/or not delivering on business objectives
MacroScope® for SAP (aligned with SAP ASAP and Activate approaches)
- Project Management Tools
- Well-defined guidelines, metrics and standards
- Project entrance and exit criteria
- Project tools and accelerators
- Deliverable assistant
- Checklists and worksheets
- Project support and monitoring after go-live

Do you have the right leveraged solution?
Built on a templatize approach to accelerate implementations
- Step 1: Leverage SAP Accelerators
- SAP Best Practices, Worldwide Template, Rapid Deployment Solutions (RDS)
- Step 2: Leverage Fujitsu Accelerators
- Business blueprint plug-in, industry specific scenarios, Fujitsu SAP HANA® infrastructure
- Step 3: Leverage Fujitsu Services
- Align blueprint scenario to fit: template, industry KPI analysis, original industry scenario, localization, rollout, global template to meet customer-specific process and goals

Roadmap to Support Future Growth
Our experts understand the SAP product direction to map out your roadmap
- Start fast and grow into a broader solution over time and as your business dictates
- Start -- fixed ERP scope leveraging best practice templates
- Grow -- leverage processes with further ERP capabilities e.g. CRM, SRM
- Enrich -- your processes with next generation solutions UI5, Hybris, Ariba, Success Factors

Project Management – strong governance and proactive management
Leverage proven tools based on our years of experiences
Reducing risk by implementing the right, proven

The Implementation
Facing your challenges with the right proactive approach
Organizations implementing SAP, face a plethora of challenges to include: proper expertise in SAP domains aligning to your business requirements, handling design issues, architecture challenges, solution mapping, configuration and development approaches, testing, change management, cutover, deployment and how to approach application support.
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PMO tools and processes early-on with active monitoring
- Detailed Project Plan
- Project Document Repository
- Risk and Issue Management Plan
- Issue/Risk/Opportunities Log
- Change Request and Control Log
- Weekly Status Reports
- Monthly Progress Reports
- Quarterly Quality Reviews
- Proactive Project Budget Tracking

- User adoption rates are higher as they are engaged earlier
- Playbacks are also a form of testing, thereby reducing errors in integration testing and increasing pass rates in user acceptance testing
- Knowledge transfer will be improved as users will conduct playbacks throughout the project and configuration settings will be showcased after each playback

**You need a partner you can trust!!**

**Why Fujitsu**
- Experience gained through 25+ years of our Fujitsu-SAP partnership
- Blueprint built on a templated approach
- Deliver full solution leveraging our implementation build approach
- Collaborative style including hands-on workshops, knowledge transfer, pilot approach with open communications
- Get it right early – pilot approach gaining access to SAP early, don’t wait until UAT
- Strength in experience – we don’t leverage juniors, team averages 15+ years’ experience
- Right mix of onsite with nearshore and offshore resources to balance cost
- Industry experts aligned to project team to leverage business value
- Executive commitment and presence to guide you through the ERP journey – you will have an engaged leader and have access to our executives

**Embed change throughout the project lifecycle to maximize user adoption**

Change Management Framework:

1. **Assess**
   - Assess the situation
   - Formulate the vision
   - Create network of change leaders
   - Develop awareness strategies
   - Plan the approach
   - Define change rationale

2. **Define**
   - Define change strategy
   - Develop awareness and communications
   - Monitor change daily in leadership mode
   - Evaluate situation
   - Formulate the vision
   - Carry out awareness and communications

3. **Conduct**
   - Conduct impact analysis
   - Develop implementation strategies
   - Carry out enablement activities
   - Monitor implementation activities

4. **Operationalize**
   - Operationalize change
   - Develop mobilization strategies
   - Carry out mobilization and communications
   - Monitor enablement activities
   - Analyze gains and concerns

5. **Mobilize**
   - Mobilize change
   - Develop mobilization strategies
   - Carry out mobilization and communications
   - Monitor change in governance mode
   - Identify target and reference groups
   - Conduct impact analysis

6. **Enablement**
   - Enablement
   - Develop enablement strategies
   - Secure commitments
   - Carry out enablement activities
   - Monitor enablement activities
   - Analyze gains and concerns

7. **Awareness**
   - Awareness
   - Develop awareness strategies
   - Secure people support
   - Develop awareness strategies
   - Carry out awareness and communications

8. **Commitment**
   - Commitment
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**Global Data design requirements**

- Interactive and interactive
- Agile SAP
- Global Data design requirements
- Finalize

**Playback**

- Knowledge transfer
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**Identify issues early – see your system in blueprint, not at go-live**

**Fujitsu Conference Room Pilot Approach**

- The project team sees solution early during the project lifecycle – do not wait until User Acceptance Testing (by then it is too late)
- Gaps in solution can be discovered early in the project
- User adoption rates are higher as they are engaged earlier
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About Fujitsu Americas

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Digital Transformation
New digital technology is becoming incorporated into the heart of business and society. Digital is not a single technology, rather a set of connected technologies such as cloud, mobile, Internet of Things (IoT), analytics, Artificial Intelligence (AI) and supporting security technologies.

Digital technology can radically transform how the world works. For instance, a manufacturer can leverage a connected, digitalized production line to gain a real time view of its operations, and make changes more quickly, transforming its efficiency. Connectivity greatly reduces transaction costs, and therefore improves the bottom line. Digital technology fundamentally changes an organization, how it operates and how it creates value. Digital transformation is metamorphosis. A core change, not a cosmetic change or an extension. A reconfiguring of a business to provide higher value products or services.

Digital technology has grown through four major waves of development. The first wave, the internet, made computing technology available to all, and was the first platform for digital services. The mobile internet followed by making digital services accessible anywhere.


More Information
For more information, please visit: www.fujitsu.com/us

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Fujitsu green policy innovation
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