

# SAP S/4HANA Value Discovery

FUJITSU

Discover the value of S/4HANA with a guided Test Drive with your own data and perform the technical conversion of your ECC system to S/4HANA

## S/4HANA Value Discovery Program

### Test Drive Demo

- Preconfigured system with business processes that highlight the value of S/4HANA – features that you do not have in ECC

### Guided Exposition with your own data

- Load your own data to gain a 'real world' view of the benefits
- Fujitsu provides templates of the data sets that you should provide to support the target business processes
- Fujitsu provides a guided exposition through the chosen best practices business processes

### S/4HANA Technical Conversion

- Conduct a POC to gain an accurate view on the effort required to perform a technical conversion of your ECC system to S/4HANA
- Perform the technical conversion of your ECC landscape to S/4HANA with fixed price and fixed scope

## What is the S/4HANA Value Discovery Program?

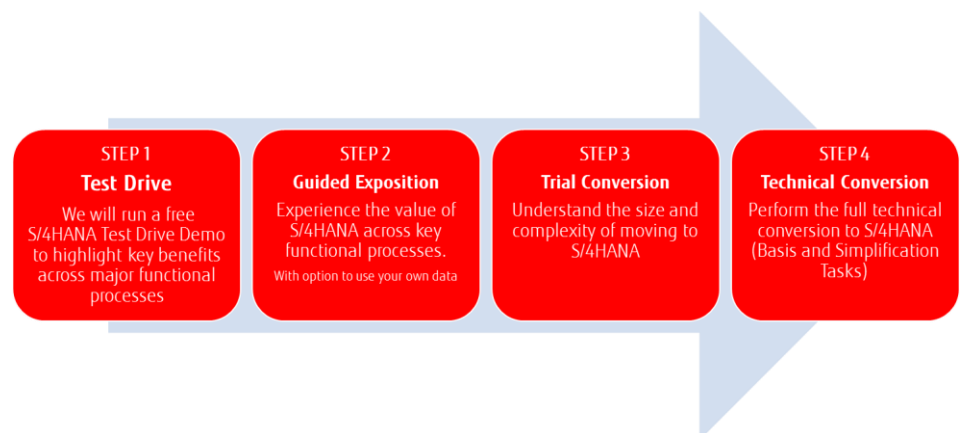


Figure 1: S/4HANA Value Discovery Program Steps

Many customers are aware that S/4HANA is the latest Enterprise Resource Planning software built for digital business, with a new user interface called Fiori, but are unsure about the actual business benefits that migrating to S/4HANA will bring.

Through Fujitsu's S/4HANA Value Discovery Program (VDP) we will shape your journey by giving you the ability to understand how S/4HANA will change the way your users interact with the system, the benefits of new functionality delivered in S/4HANA and ultimately gain an appreciation of how S/4HANA will change the way you do business. With a free VDP Test Drive, Fujitsu will clearly demonstrate the key benefits of S/4HANA across major business processes including Finance, Procure to Pay, Order to Cash and Forecast to Production.

shaping tomorrow with you

## S/4HANA Guided Exposition Business Processes

### ➤ Finance & Business Planning and Consolidation

- General Cost Centre Planning
- Revenue Planning
- Accounting and financial close
- S/4HANA Asset Accounting
- Overhead Cost Accounting

### ➤ Procure to Pay

- Real time reporting and monitoring for Procurement
- Procurement of Direct Materials
- Procurement of Services
- Requisitioning
- Core Inventory Management

### ➤ Order to Cash

- Sales Order Fulfillment Monitoring
- Order to Cash Performance Monitoring

### ➤ Forecast to Production

- Make to Stock production – discrete manufacturing

Recognise the true benefits through our VDP Guided Exposition. Using Fujitsu's QuickStart Deployments on cloud, we will rapidly stand up an S/4HANA system and walk through a guided exposition of the business processes that you want to explore. We can load your own data so that you can experience first hand the insights that S/4HANA can deliver. We provide the templates with detailed instructions on how to populate the data. All you need to do is populate the templates and we will take care of the rest. The end result is an S/4HANA system containing your data, providing meaningful analysis and greater appreciation of the benefits of S/4HANA.

Next, Fujitsu can assist you in the technical conversion of your ECC systems to S/4HANA. We start by performing a Proof of Concept (POC) technical conversion of your existing ECC system to S/4HANA to gain detailed insight into the effort required to complete the technical conversion. Our POC methodology means there is very minimal impact on your environment – you only need to allow Fujitsu to obtain a copy of your ECC system and we will do the rest, including HANA infrastructure hosting, conducting the technical conversion steps and a detailed evaluation of the custom code remediation impact.

At the completion of the POC, Fujitsu now has an accurate analysis of the effort required to perform a technical conversion of your system to S/4HANA. We will provide a fixed price offer to complete the technical conversion for your full ECC landscape. The technical conversion ensures that your application is now running on the S/4HANA codebase, and all of your custom programs are compatible with S/4HANA.

We recognize that customers will have different strategies to the adoption of new S/4HANA features and at Fujitsu we would be glad to help you develop an adoption roadmap for new S/4HANA functionality.

### Why Fujitsu?

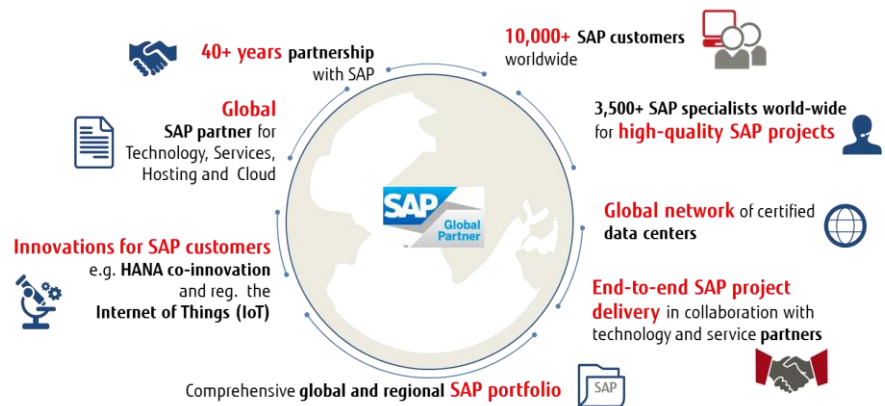


Figure 2: Overview of Fujitsu and SAP

With over 40 years of experience as an SAP Partner, we have successfully helped numerous customers worldwide to simplify, innovate and grow. Our expertise with SAP solutions, combined with our in-depth industry and technology experience helps empower our customers to achieve their business objectives.

With our innovative S/4HANA Value Discovery offering we believe we provide an efficient, cost optimized approach for customers to understand the value of S/4HANA for your organization and complete the technical conversion to S/4HANA. This provides you with a solid base for the adoption of new S/4HANA innovations at your own pace.

**SAP® Qualified**  
Partner-Packaged Solution