

# Fujitsu Uvance

## Simplifying SAP S/4HANA:

### Fujitsu's pathway to RISE with SAP success





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# Discovering a simpler SAP S/4HANA pathway

Modern businesses require more than just adaptability; they need agility. As disruption becomes the norm and customer expectations continue to soar, the transformation of mission-critical systems, often entrenched in legacy technology, becomes not just advantageous but imperative. Therefore, evolving both your business operations and core enterprise resource planning (ERP) systems is key to driving growth.

> Yet, the path to ERP modernization comes with challenges. It's a journey that entails substantial costs and risks, where each decision holds the potential to shape the trajectory of your organization for years to come. For SAP customers, this means grappling with a multitude of pivotal choices, each carrying significant weight.

Amidst this complexity, clarity is crucial. Determining the optimal approach for your migration is foundational, setting the stage for the decisions that lie ahead. We know the journey to the cloud is a varied one, which is why we commissioned IDC research to fully understand the comprehensive decisions that you face on your SAP S/4HANA migration journey.

This eBook details these intricacies, examines if RISE with SAP is the right approach for you, and simplifies your pathway to SAP S/4HANA. It aims to empower you with the knowledge to confidently tackle the difficult choices that come with such an important migration.



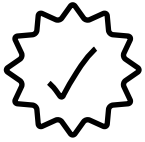
# Key outcomes for digital transformation

By partnering with Fujitsu, you can remove a great deal of complexity that often comes with an SAP S/4HANA migration. By taking a strategic and considered approach to ERP modernization, you can expect to benefit from the following outcomes:



## Increased efficiency and productivity

Streamlined processes, automated tasks, and real-time insights lead to improved efficiency and productivity across the organization.



## Enhanced customer experience

Access to innovative technologies and data-driven insights allows businesses to deliver personalized and engaging customer experiences.



## Improved decision-making

Real-time data and analytics empower businesses to make informed decisions and optimize their operations.



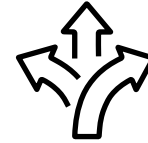
## Reduced costs and risks

Cloud-based solutions and automated processes can significantly reduce IT costs and mitigate risks associated with legacy systems.



## Increased agility and scalability

A flexible and scalable IT infrastructure enables businesses to adapt quickly to changing market conditions and seize new opportunities.



## Innovation and growth

Access to the latest technologies and a data-driven culture fosters innovation and drives business growth.

*"You should know what your preferred SAP S/4HANA outcome is in the beginning, and know it from multiple angles, with financials being a very important angle.<sup>1</sup>"*

*"We did due diligence before we started, but in retrospect, I wish we had done more. I'd make sure we focused a little more on the business side and not just IT. It's essential to understand the changes the business needs to go through and fully map that to what we're doing with our applications.<sup>2</sup>"*



# Preparing for the RISE with SAP transformation

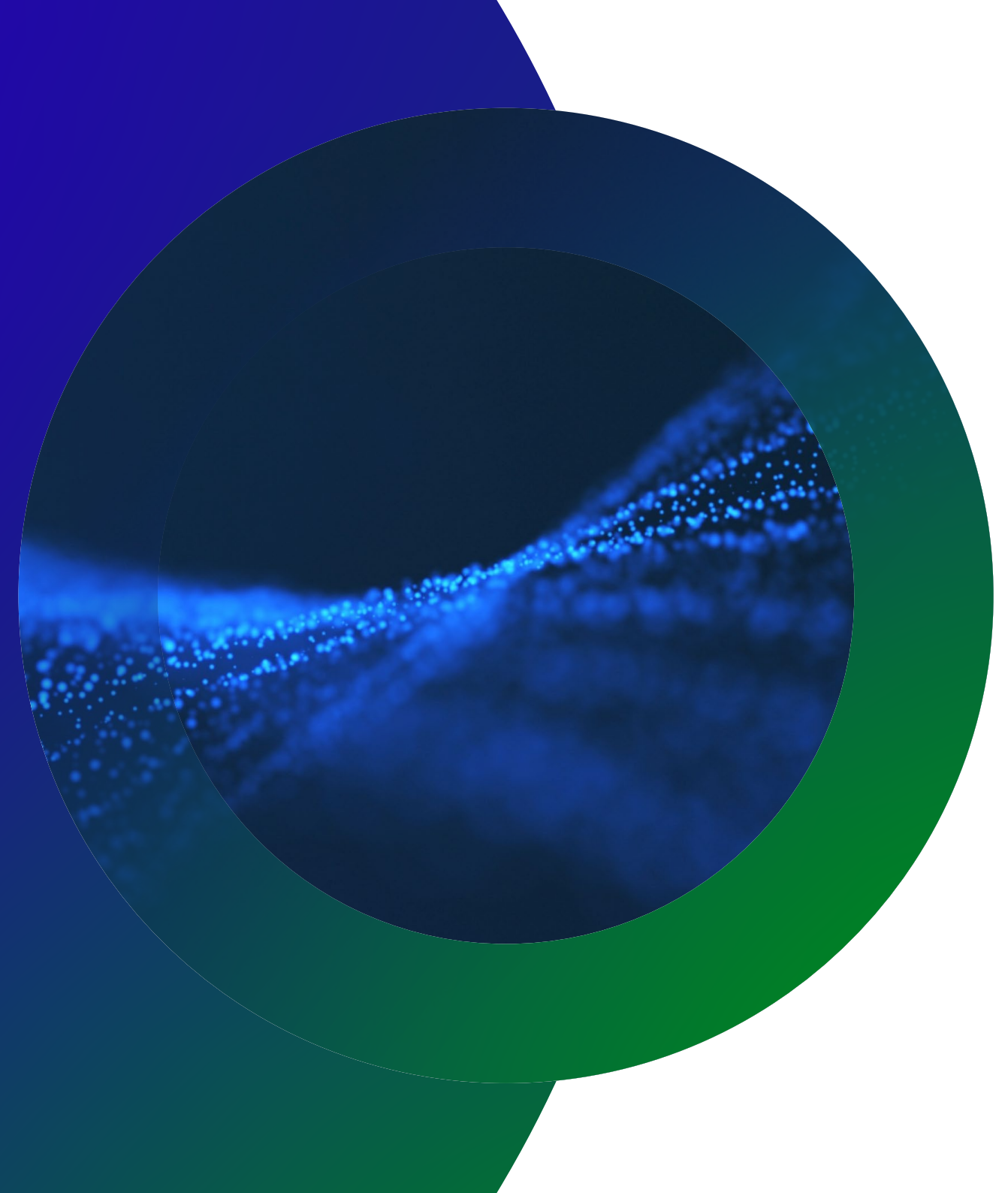
## What is RISE with SAP?

**RISE with SAP is SAP's solution that enables a smooth, secure migration of on-premise ERP – including SAP ERP and SAP S/4HANA – to the cloud. With embedded intelligence, real-time insights, and advanced technologies, it helps improve compliance and build business resilience.**



In the manufacturing industry, RISE with SAP provides critical visibility into the environmental impact of processes, alongside the ability to run your technology operations as a service under a single SLA with SAP.

When migrating to SAP S/4HANA via RISE with SAP, it is crucial to choose the correct configuration for your needs. There are fundamental differences between the Base, Premier, and Premier Plus packages that will have a significant impact on what you can and cannot access. While there may be third-party alternatives to some of these elements, it is imperative to assess your needs before identifying the functions you require.

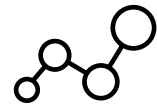




## An approach set to last

Fujitsu's migration framework is designed to prepare businesses for industry shifts and ongoing digital transformation efforts. This matters because the business landscape is constantly evolving, and having a dynamic approach helps organizations adapt and thrive in this changing environment.

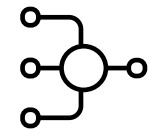
**Fujitsu prepares businesses for this future due to a focus on:**



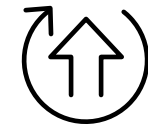
**Business agility**



**A cloud-first approach**



**Data-driven decision-making**



**Continuous improvement**



**Technological development**





# Building an intelligent enterprise

RISE with SAP is ideal for customers who want to build future-focused operations that:

- **Transform their business**  
Unlock new business opportunities and drive innovation by leveraging the power of the cloud and intelligent technologies.
- **Modernize their SAP environment**  
Get access to the latest SAP innovations and technologies to stay ahead of the curve.
- **Move to the cloud**  
Map out a seamless path to migrating your SAP system to the cloud, providing increased scalability, flexibility, cost savings.
- **Simplify IT operations**  
Simplify IT management by providing a single platform for managing your SAP system and cloud infrastructure.
- **Support sustainability initiatives**  
Offerings such as SAP's Green Ledger help ensure that migration is positive for both the business and the environment.

# When RISE with SAP may not be suitable for you

Despite all these benefits and types of solution, it's important to understand that RISE with SAP may not be suitable for all businesses, especially those who have:

- **Highly customized SAP systems**  
Extensive customizations may require additional effort and cost for migration.
- **Lack of readiness for cloud adoption**  
Moving to the cloud requires a certain level of IT maturity and readiness. Fujitsu's experts on RISE with SAP and SAP on Multi-Cloud can provide end-to-end support to customers.
- **Detailed and attentive operational support beyond standard services**  
Customers can choose the Premium Supplier option if they are not satisfied with RISE with SAP's standard services. Fujitsu is one of the few Premium Suppliers in Japan certified by SAP.

However, a wide array of approaches are possible when it comes to RISE with SAP, and our experts can work with you during the discovery and assessment phase.





## Helping you find your way

Amidst all this complexity, it can be difficult to know which way to turn. Fujitsu's 'Wayfinders' consultants play a crucial role in the success of RISE with SAP projects. They are experienced professionals with deep expertise in SAP, cloud technologies, and business transformation.

They contribute to project success through:

- **Strategic guidance**
- **Technical expertise**
- **Change management support**
- **Project management**

Utilizing Wayfinders' industry expertise and experience guarantees that the right solution is always matched to the key business requirements.





# Selecting your migration approach to SAP S/4HANA

## Choosing the type of transformation

While choosing the correct overall migration path can be challenging, key indicators can help determine which type of transformation is the right one. There are several different approaches businesses can take, all of which have different priorities and benefits spanning the entire breadth of transformation.

These include:



### Brownfield "Lift-and-shift"

Migrating a current ERP system to SAP S/4HANA with existing process and customizations intact. This suits business looking to move to the cloud as quickly as possible.



### Bluefield "Hybrid"

A deployment that allows selective data transition, balancing the need for short-term migration gains with the longer-term adoption of best practices, especially for large corporations with complex structures.



### Greenfield "Radical rethink"

A clean ERP implementation with no previous customizations, processes or inefficiencies carried over, suited to organizations likely new to SAP. This approach focuses on future-proofing systems and shifting to a 'clean core'.





## The difference between an island and holistic approach

When assessing SAP S/4HANA migrations to the cloud, organizations should consider small-scale, sequenced migrations of applications (island approach) or a more complex approach that allows for re-evaluation of the entire applications environment (holistic approach).

### When to choose an island approach:

- Your application environment is relatively modern
- You do not have the capabilities and resources to conduct a “big bang” project
- You want to minimize risk of downtime and business disruption
- You want to conduct pilot projects before wider transformation programs

### When to choose a holistic approach:

- You currently need to maintain a complex legacy application landscape
- You want to clean the master data and create a single, robust repository
- You want to create an environment that supports business innovation
- You want to build a clean core and agile capabilities through APIs and low-code tools

“ With Brownfield migrations, you just do a technical upgrade, so you miss a lot of opportunities to make changes to systems.<sup>3</sup> ”

**We have signed a Platinum Partnership agreement with Schneider-Neureither & Partner SE (SNP) to provide the BLUEFIELD™ approach for SAP S/4HANA conversions.**

3 IDC report: Demystifying Your ERP Modernization Journey: A Guide to Migrating to SAP S/4HANA on Azure



# The clean core

With the RISE with SAP program, SAP often advocates a clean core approach. In the past, the dilemma was often centered around whether to tidy up master data, customizations, and processes. However, with more organizations transitioning toward the clean core, determining what master data, transactional data, and customizations to incorporate is the key dilemma.

**The advantages of embracing a clean core approach include:**

- reducing implementation complexity
- allowing best practice adoption
- facilitating easier future updates

However, despite these benefits, this approach will increase upfront change management complexities and requirements.





# Customizing with care

As every business has specific needs, we will work with you to determine the optimum level of customization. When carefully evaluating individual customizations, key factors to consider include:

- **Business value**  
Does the customization provide significant business value that justifies the added complexity?
- **Future upgradeability**  
Can the customization be easily adapted to future SAP S/4HANA upgrades?
- **Maintenance efforts**  
What is the ongoing effort required to maintain and support the customization?

With so many factors in play, Fujitsu recommends adopting a pragmatic approach, balancing the benefits of a clean core with the need for essential customizations. By following these best practices, we help customers achieve a successful and sustainable SAP S/4HANA migration.





# Fujitsu's strategies for seamless cloud transformation

Selecting the optimal strategy for your migration journey helps you navigate the myriad of subsequent migration decisions. Achieving a smooth transition to the cloud as part of your RISE with SAP endeavor necessitates adhering to several crucial steps.

These include:

- **Employing a phased approach**  
This approach allows for the gradual transition of workloads to the cloud at your own pace. This minimizes business disruption and allows adaptations to be made incrementally. Our SAP S/4HANA assessment analyzes key information and current technical perspectives to provide an optimal migration plan.
- **Focusing on change management**  
Cloud transformation involves more than just technology. Comprehensive change management services can help employees adapt to the new cloud environment and ensure smooth adoption.
- **Emphasizing security and compliance**  
Security and compliance throughout the migration process is paramount. Therefore, following industry best practices should be mandatory to ensure that data is protected in the cloud.
- **Continuous monitoring and optimization**  
A migration is an ongoing process which requires the constant monitoring of a cloud environment post migration to identify potential issues and optimize performance. This ensures that the cloud infrastructure remains stable and efficient over time.







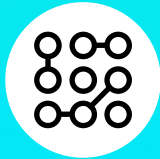
## Utilizing the right hyperscaler

Many SAP customers have discovered that on-premise hardware deployments, already purchased and accounted for, may conceal a significant data footprint, posing challenges when migrating to hyperscaler cloud environments. Thus, it becomes imperative to carefully determine which master data and transactional data to retain and what to migrate.

Fujitsu plays a crucial role helping businesses choose the right hyperscaler for their RISE with SAP journey. This centers around understanding their unique strengths and capabilities.



# Here's how Fujitsu facilitates your hyperscaler choice:



## An agnostic approach

Fujitsu maintains a neutral stance towards all major hyperscalers, including AWS, Azure, and Google Cloud. This ensures that you receive unbiased advice and recommendations based on your specific requirements.



## Detailed expertise

Fujitsu can provide insights into their strengths, weaknesses, and pricing models. We can help you compare different options and make informed decisions.



## Joint workshops and assessments

Fujitsu collaborates with hyperscalers to conduct joint workshops and assessments to evaluate your current IT landscape and future needs. This helps understand how they can support your RISE with SAP journey and identify the best fit.



## Key migration tools

Fujitsu offers a range of tools and services to facilitate your migration to the chosen hyperscaler. These tools can automate the migration process and ensure a smooth transition.



# Industry-specific solutions and innovations

## Knowledge in your industry

Fujitsu supports various industries, including manufacturing, retail, and utilities, by driving improvements through our SAP supply chain offerings. Our approach spans from initial assessment and business case generation to the execution of large-scale transformational projects.

We recognize the critical importance of sustainability in supply chain management. By leveraging SAP S/4HANA, we enable our customers to optimize operations and achieve greater efficiency. Our RISE with SAP solutions, including Manufacturing, Asset Management, and Logistics Management, offer a subscription-based model with flexible pricing, facilitating seamless adoption and scalability.

Through continuous improvement initiatives, Fujitsu's Sustainable Manufacturing Loop combines KAIZEN methodology with SAP Signavio and SAP DM (Digital Manufacturing) to enable shopfloor processes to become more efficient, resilient, and sustainable.

Integrating supply chain solutions in this way delivers significant benefits, such as enhanced agility, improved decision-making through data-driven insights, elevated customer satisfaction, and increased operational efficiency.

We helped a multinational corporation enhance end-to-end production using SAP Manufacturing Suites, resulting in:



**40%**  
production increase



**Fourfold reduction**  
in onboarding time



**70%**  
improvement in operator satisfaction





Fujitsu has the experience and expertise to address industry-specific challenges and ensure a successful RISE with SAP migration, especially for organizations in the manufacturing, retail, utilities, oil and gas sectors.

When it comes to these industries, there are some specific hurdles that need to be considered when migrating with RISE with SAP:

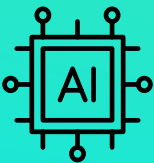
- **Data security and compliance**  
These industries have strict data security and compliance requirements that need to be addressed during the migration process.
- **Integration with legacy systems**  
Oil, gas, and utilities often have complex legacy systems that need to be integrated with the new cloud-based SAP environment.
- **Operational disruptions**  
Minimizing disruptions to critical operations is crucial in these industries, requiring careful planning and execution during the migration.

For a utility company, we streamlined maintenance strategies across 50+ power plants with SAP Asset Maintenance Suite, significantly improving power generation reliability and establishing a robust CAPA program with SAP standard solutions.



# The right tool for the right industry

Fujitsu offers several innovations, solutions and tools that set it apart in the ERP migration space and can be applied to your specific needs including:



## AI-powered migration tools

Fujitsu utilizes AI-powered tools to automate and accelerate the migration process. These tools can analyze existing SAP systems and identify areas for optimization, reducing the time and effort required for migration.



## Cloud-native solutions

By focusing on delivering cloud-native solutions that are scalable, flexible, and secure, we ensure your migrated SAP system is future-proof and can adapt to evolving business needs.



## Hybrid cloud expertise

Fujitsu has extensive experience in hybrid cloud environments and can help you migrate your SAP system to the cloud while maintaining the flexibility to keep some workloads on-premise.



## Agile methodologies

Fujitsu adopts agile methodologies for RISE with SAP implementations, ensuring faster time-to-value and iterative development. This allows you to adapt and adjust your migration plan as needed.



## Focus on user experience

Fujitsu prioritizes user experience throughout the migration process. We offer user-friendly interfaces and training programs to ensure a smooth transition for your employees.



## Encourage sustainability

We consider the role of sustainability across every part of your ERP migration. By working closely alongside you, we can support the implementation of cloud-native solutions that have a positive impact on the environment.



## Data-driven value assessment

Fujitsu's detailed engagement process focuses on aligning with your unique requirements, identifying potential challenges, and managing risk to ensure a smooth transition.

By combining industry-specific tailoring with innovative solutions, you can achieve a successful and efficient RISE with SAP migration.



# Customer case study: HMD Global's simplified transformation

## Manufacturing the right outcome

Facing the challenge of sustaining its remarkable growth trajectory, often dubbed “unicorn-level” growth, **HMD Global**, a major player in the manufacturing sector, sought to rapidly expand production and business operations while concurrently driving down costs. Leveraging its existing SAP technology solution, the company maintained cost efficiency and transparency within its IT infrastructure as it scaled. However, to ensure adherence to industry standards and adopt best practices, HMD Global opted to upgrade with RISE with SAP.

RISE with SAP's managed cloud service enabled HMD Global to capitalize on established business processes and drive further growth. Fujitsu's strategic consulting services alleviated the burden of managing multiple vendors and contracts, streamlining the transition process for HMD Global.

When experiencing fluctuations in demand, HMD Global must swiftly adapt to meet customer needs. By investing in a cutting-edge ERP solution, the company can rapidly scale its manufacturing operations and continually enhance business process efficiency, functionality, and automation. Moreover, HMD Global has forged seamless system-to-system integration with suppliers and key industry partners, ensuring operational agility and resilience.

Through meticulous management of IT staffing levels and costs, HMD Global maintains transparency and control over its expanding business operations. As the company continues to expand its footprint, it remains poised to embrace new opportunities and drive innovation in the mobile technology landscape.



[Read the full case study](#)



# The six key steps for a successful RISE with SAP transformation

When it comes to supporting your RISE with SAP journey, there are six key strategic steps we recommend businesses should consider:

1



## Start now

An SAP S/4HANA migration is usually a lengthy endeavor, one that involves many iterations related to analysis, skills buildout, and communication. Delays will inevitably increase urgency, risks, and costs over time so the sooner you start, the sooner you will start reaping the rewards.

2



## Choose the right services partner

External expertise will be needed for migration. Partners play a crucial role in designing future business processes, upskilling, and reskilling staff, alongside mitigating migration risks.

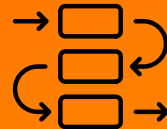
3



## Evaluate what is and is not included in RISE with SAP

While there are a variety of features included, it's imperative to explore the limitations and identify additional needs.

4



## Clean-up and rethink business processes

An SAP S/4HANA migration is a unique opportunity to clean up and future-proof your ERP environment. Building up new SAP S/4HANA and SAP Signavio knowledge should be a prerequisite for understanding what is possible.

5



## Apply a pragmatic approach to a business case

Migrations are complex, costly, and risky, meaning traditional business case logic might not apply. Consider emphasizing cost containment, risk mitigation, compliance, and strategic agility in your justification for migration.

6



## Emphasize change management

Involve users and stakeholders as early as possible. Work with concrete deliverables, involve key users via workshops, communicate frequently, and make the project team visible and accessible. Relay the benefits to be gained to business users and describe the new innovative options that will become available.



# A journey best taken together

**At Fujitsu, we understand the weight of the decisions you face when it comes to SAP S/4HANA migration. By partnering with us, you can simplify your migration plans and be assured of unwavering clarity and confidence.**

As a strategic RISE with SAP partner – and the first Premium Supplier in Japan – Fujitsu brings a wealth of expertise and resources to facilitate an ERP modernization journey. From seamlessly transitioning to the cloud to harnessing the power of the SAP Business Technology Platform, we empower you to integrate applications seamlessly.

Our comprehensive suite of RISE with SAP consultation services eliminates the complexities of managing multiple vendors and contracts, ensuring a streamlined and efficient process.

Drawing from our own experience as a global manufacturer deeply entrenched in SAP practices, we bring a unique perspective to the table. By leveraging our robust R&D background and operational prowess, we help you unlock new efficiencies, drive innovation, and enhance performance across the board.

Guided by a commitment to objectivity and excellence, we offer tailored solutions aligned with your broader digital transformation strategy. With Fujitsu as your partner, you can have the confidence to make informed decisions that propel your organization toward sustainable growth and success.



**Book a meeting with one of our expert teams to find out more.**

Contact [mitsuo.nimura@fujitsu.com](mailto:mitsuo.nimura@fujitsu.com)







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