

Fujitsu  
**UVance**

# Is RISE with SAP right for you?

Five key decisions for a  
successful migration



Migrating to SAP S/4HANA is a significant undertaking that requires careful planning and strategic decision-making. Evaluating whether **RISE with SAP** is the right transformation approach for your organization is crucial. RISE with SAP offers a comprehensive solution that simplifies the migration process, integrates advanced technologies, and enhances operational efficiency.

At Fujitsu, we understand the complexities involved in this transformation and have extensive experience guiding organizations through their SAP S/4HANA migration. Our expertise ensures that our customers can make informed decisions, align their migration strategy with their business goals, and achieve a smooth and successful transition. This guide outlines the five critical decisions to consider during your migration process in order to navigate these complexities most effectively.



# Decision #1

## Aligning your migration and modernization journey with business goals

One of the foundational steps in migrating to SAP S/4HANA is ensuring that the migration and modernization efforts align with your organization's specific business needs and objectives. This alignment is crucial for achieving a successful transformation that not only upgrades your ERP system but also enhances overall business performance.



# Understanding your specific ERP needs, goals and outcomes



## Business needs

Identify core needs such as improving operational efficiency, enhancing customer service, or expanding into new markets.



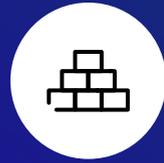
## Business case

Develop a strong business case highlighting expected benefits, ROI, and addressing current pain points.



## Business goals

Clearly articulate goals like revenue growth, cost reduction, or innovation.



## Challenges

Identify potential challenges such as budget constraints, resource availability, or resistance to change.

# How RISE with SAP aligns with business objectives



## Integrated solutions

RISE with SAP offers a comprehensive suite of solutions that integrate seamlessly with existing systems.



## Cost efficiency

Bundles services with a subscription-based model to manage costs effectively.



## Scalability and flexibility

Provides scalable and flexible solutions for long-term sustainability.



## Advanced capabilities

Access to new applications, advanced analytics, and innovative technologies like AI and IoT.



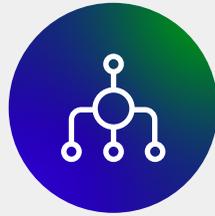
# Building momentum with Fujitsu's support

To support your migration and modernization journey, Fujitsu offers:



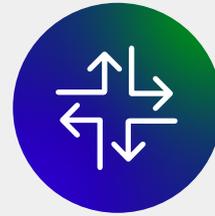
## Comprehensive evaluation

Thorough assessment of your IT landscape, business processes, and strategic goals.



## Business alignment workshops

Engaging stakeholders and aligning migration strategy with business goals.



## Customized migration plans

Development of customized plans that align with business objectives.



## Risk mitigation

Identifying and addressing potential risks to ensure a smooth transition.



## Continuous monitoring and support

Ongoing support to keep the project on track.



# Decision #2

## Selecting the appropriate migration approach and implementation option

Migrating to SAP S/4HANA involves navigating a series of approaches and options. Choosing a strategy that aligns with your organization's specific needs and objectives is critical.

### Leveraging Fujitsu's migration framework

Fujitsu's migration framework helps ensure a smooth and efficient transition to SAP S/4HANA.

The framework is a structured and repeatable process designed to streamline the migration journey. It combines best practices, automated tools, and expert consultancy to manage the complexity of SAP S/4HANA migration projects.



# There are two primary migration approaches.



## Island approach

Migrating specific functions or departments in isolation for a controlled, phased migration process. It is suitable for organizations that want to minimize risk and disruption by tackling smaller, manageable segments of their business at a time.

## Fujitsu support

Fujitsu's framework can handle phased migrations, ensuring each department or function transitions smoothly without disrupting overall operations.



## Holistic approach

Migrating the entire organization in one comprehensive project to achieve a fully integrated system. This approach is ideal for businesses looking to provide a consistent user experience and streamlined processes across the entire organization quickly.

## Fujitsu support

Using agile methodologies and robust project management, Fujitsu's migration framework provides a coordinated migration to achieve a fully integrated system.



# Implementation options

Within these approaches, there are three main implementation options:



## Brownfield >

Migrating the current ERP system while retaining existing processes and customizations.



## Bluefield >

A hybrid approach that selectively transitions data and customizations without long downtime for the production system.



## Greenfield >

Implementing a completely new SAP S/4HANA system without carrying over previous customizations.

## Fujitsu support

> Our approach uses advanced tools and methodologies to migrate existing systems to SAP S/4HANA with minimal disruption.

> Through our Platinum Partnership with Schneider-Neureither & Partner SE (SNP), Fujitsu provides the BLUEFIELD™ approach for SAP S/4HANA conversions. This balances the retention of essential legacy systems with the adoption of new functionalities, ensuring a tailored and efficient migration. In addition, Fujitsu established the “**Fujitsu Migration Factory**” as a support system for the S/4HANA conversion journey.

> Fujitsu leverages its industry-specific expertise and best practices to design and implement a new, optimized SAP S/4HANA environment.

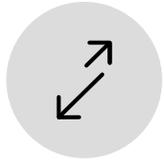
# Decision #3

## Deciding the extent of customizations to maintain or eliminate

Determining how much customization to carry over to the new system is an important consideration for a streamlined, efficient, and future-proof ERP environment.



## Benefits of maintaining a clean core



### Reduced complexity

Easier management and maintenance, leading to fewer errors and reduced administrative overhead.

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### Easier updates

Smoother and quicker updates. This ensures that your system can take advantage of SAP's latest innovations without extensive rework.

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### Best practice adoption

Leveraging standard SAP processes to align with industry standards and improve overall efficiency.

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### Regulatory compliance

Easier compliance with industry regulations, reducing the risk of non-compliance and associated penalties.

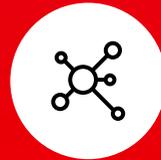
## Challenges of extensive customizations



### Increased maintenance effort

Ongoing maintenance and updates required, increasing workloads for IT teams.

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### Complexity in upgrades

Complicated upgrade process, requiring significant testing and adjustments to ensure compatibility.

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### Higher costs

Higher costs over the system's lifecycle.

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### Risk of obsolescence

Potential for custom code to become obsolete or redundant with future SAP updates, leading to potential disruptions.



# How Fujitsu can support you in implementing best practices

Fujitsu provides best practices for balancing necessary customizations with maintaining a clean core, leveraging modern tools like **SAP Business Technology Platform (BTP)**, cloud extensions and Value Assessment service. Our services include:



## Assessment and analysis

Identifying essential customizations.



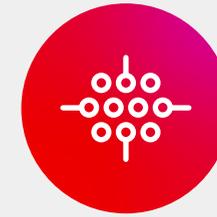
## Cloud extensions

Adding new features without modifying the core system.



## Use of SAP BTP

Creating cloud extensions and custom applications that run on the cloud, separate from the core ERP system.



## Iterative implementation

Implementing customizations iteratively, starting with the most critical ones and gradually adding more as needed.

# Decision #4

## Choosing between RISE with SAP and SAP on Azure

Selecting the right migration path impacts scalability, flexibility, cost, and access to advanced features.



# RISE with SAP

Key benefits include:



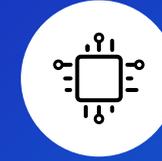
## Integrated environment

Bundled infrastructure, managed services, and SAP applications.



## Cost management

Subscription-based model for predictable pricing.



## Access to advanced features

New applications, green ledger functionalities, and data analytics tools.

# SAP on Azure

Key benefits include:



## Scalability and flexibility

Extensive scalability and flexibility, allowing businesses to scale resources up or down based on demand.



## Selectivity on costs

Various pricing models and cost management tools.



## Advanced capabilities

Access to AI, machine learning, and IoT enhancements.



## Integration with Microsoft ecosystem

Seamless integration with Microsoft suite products, such as Office 365, Dynamics 365, and Power BI.



# Comparing the two options

Criteria	RISE with SAP	SAP on Azure
 <b>Scalability</b>	Integrated, scalable solution with managed services.	Extensive scalability with flexible resource management.
 <b>Flexibility</b>	Offers flexibility through bundled services and comprehensive management.	High flexibility with integration into the broader Microsoft ecosystem.
 <b>Cost efficiency</b>	Subscription-based model with predictable pricing.	Various pricing models and cost management tools for optimization.
 <b>Advanced capabilities</b>	Access to new applications, green ledger, and data analytics.	Enhanced capabilities through AI, machine learning, IoT, and seamless integration with Microsoft products.
 <b>Integration</b>	Comprehensive, end-to-end SAP environment.	Seamless integration with Microsoft Office 365, Dynamics 365, and Power Platform.
 <b>Security and compliance</b>	Built-in security and compliance features tailored to SAP environments.	Robust security and compliance certifications, leveraging Azure's advanced security features.

# Fujitsu's expertise in both approaches

Fujitsu's extensive expertise in both RISE with SAP and SAP on Azure ensures that organizations receive tailored guidance and support to make informed decisions based on their specific needs.

## RISE with SAP

- > **Comprehensive migration support**  
End-to-end support for RISE with SAP.
- > **Tailored solutions**  
Customizing offerings to align with business goals.
- > **Best practices and innovation**  
Leveraging advanced tools and methodologies to streamline the process and ensure optimal performance.

## SAP on Azure

- > **Fujitsu experienced capability**  
A structured, repeatable process to migrate SAP applications to Azure efficiently. This approach minimizes risks and ensures a smooth transition by utilizing best practices, automated tools, and expert consultancy.
- > **Hybrid cloud solutions**  
Combining on-premise and Azure environments, providing flexibility and scalability while maintaining critical legacy systems.
- > **Azure optimization**  
Performance tuning, cost management, and leveraging Azure's advanced features to maximize ROI.
- > **Security and compliance**  
Safeguarding data and ensuring stringent requirements are met.



# Decision #5

## Implementing effective change management strategies

Effective change management is crucial for successful SAP S/4HANA migrations, involving preparing, equipping, and supporting individuals to adopt change.



# Critical components of effective change management



## Stakeholder engagement

Engaging stakeholders early and often.



## Training and education

Comprehensive programs for employees.



## Communication

Open and transparent communication channels.



## Support structures

Help desks and user groups for ongoing assistance.



## Monitoring and feedback

Continuous monitoring and feedback mechanisms.



# Fujitsu's change management services

Fujitsu offers comprehensive change management services to ensure a smooth transition to SAP S/4HANA.



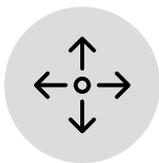
## Wayfinders consultancy

[Wayfinders](#) consultants offer strategic guidance and hands-on support, helping organizations navigate the complexities of change management.



## Communication planning

Executing comprehensive communication plans.



## Strategic direction

Developing a clear vision and roadmap.



## Support structures

Establishing help desks and user groups.



## Stakeholder engagement

Facilitating engagement sessions, using proven methodologies to engage stakeholders at all levels and foster a culture of collaboration.



## Monitoring and feedback

Implementing feedback mechanisms for continuous improvement.



## Training programs

Tailored training for effective system use. These programs include hands-on training, e-learning modules, and user manuals.



# The next step towards successful SAP S/4HANA migration

Migrating to SAP S/4HANA requires careful planning and strategic decision-making. Fujitsu has established credibility as a trusted partner in guiding organizations through their SAP S/4HANA migration journey. With our extensive expertise, tailored solutions, and comprehensive support, we help businesses navigate the complexities of migration from strategic planning to execution and beyond.



## Ready to get started?

If you're seeking to take the next steps on your SAP S/4HANA migration journey with confidence, contact Fujitsu's SAP experts for a consultation. Discover how our services can help you achieve a seamless transition to a future-proof ERP system. Let us partner with you to transform your business and drive long-term success.

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



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