



Implementing
S/4HANA is not
a question of
“if” but “when”



Fujitsu's proven
approach helps
organisations adapt
to the change

Established SAP patrons who are invested in an existing ERP solution know its importance to their business outcomes. So, when SAP announced that support to the current version of software will expire in 2027, you didn't have to ask the question, does an investment in S/4HANA, the newer solution, make sense for maintaining business performance and supporting continuous improvement?

For the retail sector it is an imperative to implement S/4HANA. This sense of urgency comes from the realisation that getting this done quickly allows access to next-generation smart functionality, on a proven technology platform, that will simplify its processes and IT architecture.

To continue with SAP as the ERP solution, your business could delay the adoption but cannot avoid it, as the change is not a question of “if” but “when”. IT experts know business performance could not afford delays and downtime with SAP transformation projects due to complexities, nor settle for partial upgrades due to limitations.

Implementing S/4HANA now is the best way to guarantee your future by acting in the present.

Do the benefits of SAP S/4HANA justify the move?

Why continue to invest in a legacy ERP that it will be obsolete by 2027 when you can capitalise on an SAP S/4HANA upgrade to power your business forward?

Moving to SAP S/4HANA enables your business to access new features and functionality, such as real-time analytics, a state-of-the-art user experience across all devices, faster response times, and improved performance.

If the benefits of migrating to SAP S/4HANA justifies the move, then you must also consider there is challenge in changing. When making an important investment such as this one, your key concerns revolve around ROI, business value, adoption strategies, and the risks of downtime during system conversion.

Fujitsu and SNP's BLUEFIELD™ approach have teamed up to provide maximum advantage from the migration and help ensure these key concerns result in the positive experience of success.

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Challenge in changing

The value of migrating depends on the proficiency of the upgrade process

The final measure of value for migrating to SAP S/4HANA depends solely on the proficiency of the upgrade process. Upgrading to a new software solution requires planning with an emphasis on the attention to the details – as they say 'the devil is in the detail'.

Fujitsu's S/4HANA upgrade offering provides a comprehensive approach to help customers evaluate, plan, upgrade and optimise the investment in SAP S/4HANA as the foundational step towards the intelligent enterprise.

Moving to S/4HANA requires data-based decisions in terms of carefully selecting the appropriate upgrade methodology based on key questions such as:

- Do current business processes support your long-term strategy?
- Can you adopt SAP Best Practice Packages, or will you retain past customisations?
- Can you convert from the SAP ERP application to SAP S/4HANA combining multiple projects in a single step?
- Do you require previous transactional data in the new system?
- Are landscape consolidation and process harmonisation key value drivers?

Fujitsu has partnered with SNP who is a leading global provider of business and data transformation solutions specifically for SAP® landscapes.

The ground-breaking SNP BLUEFIELD™ approach powered by CrystalBridge® - the only software-driven end-to-end transformation expressway for any SAP project.

With SNP's automated software retail organisations can complete their SAP business and technical transformation projects selectively in months rather than years with flexibility to meet their goals without business disruption.

The BLUEFIELD Migration method is more suitable when you have the following requirements as a part of your S/4HANA upgrade:

- Consolidate multiple productive systems (ECC) into a single production system landscape (S/4HANA)
- Faster ROI and lower TCO with Selective Data migration
- Automation ensuring Downtime Optimisation and risk mitigation

Fujitsu's proven approach capitalises on change

Fujitsu and SNP Bluefield are focussed on matching the pace of technology change. S/4HANA upgrade improves functional requirements while Fujitsu's proven approach helps businesses adopt to the change.

Our expert team can help you upgrade and optimise the investment in SAP S/4HANA with:



A **flexible framework** specifically created to guide you on this journey, outlining:

- **Industry best practices** by bringing industry thought leaders to uncover your unique business challenges
- **Accelerators** such as Automated code correction, Automated regression test suite, Automated monitoring to fast track the implementation and improve operational efficiencies
- **Process Optimisation** to derive insights from end-to-end process and recommend process improvements to improve customer experience and operational efficiencies



A personalised and data-driven **Business Case**



Up to **70% reduction** in project time, cost and risk, dependent on your needs



Down time optimisation with **near zero down time** for critical SAP systems



Cloud Migration, Upgrade, OS/DB changes, New GL combined into **one single project**



Alignment to SAP's **RISE with SAP** offering with flexibility to move to any Hyperscaler (Azure, AWS, GCP)

“ Customer experiences of SAP S/4HANA upgrades confirm that upgrading is a relatively smooth process if prepared properly. For all SAP customers we expect upgrades and continuous improvement projects will become a normal part of keeping up with the pace of innovation.”

Reference: SAP Community: Upgrading SAP S/4HANA: Why, How, and Best Practices (Version: June 2021)



Fujitsu's expert team will deliver a range of key services:

Standard services

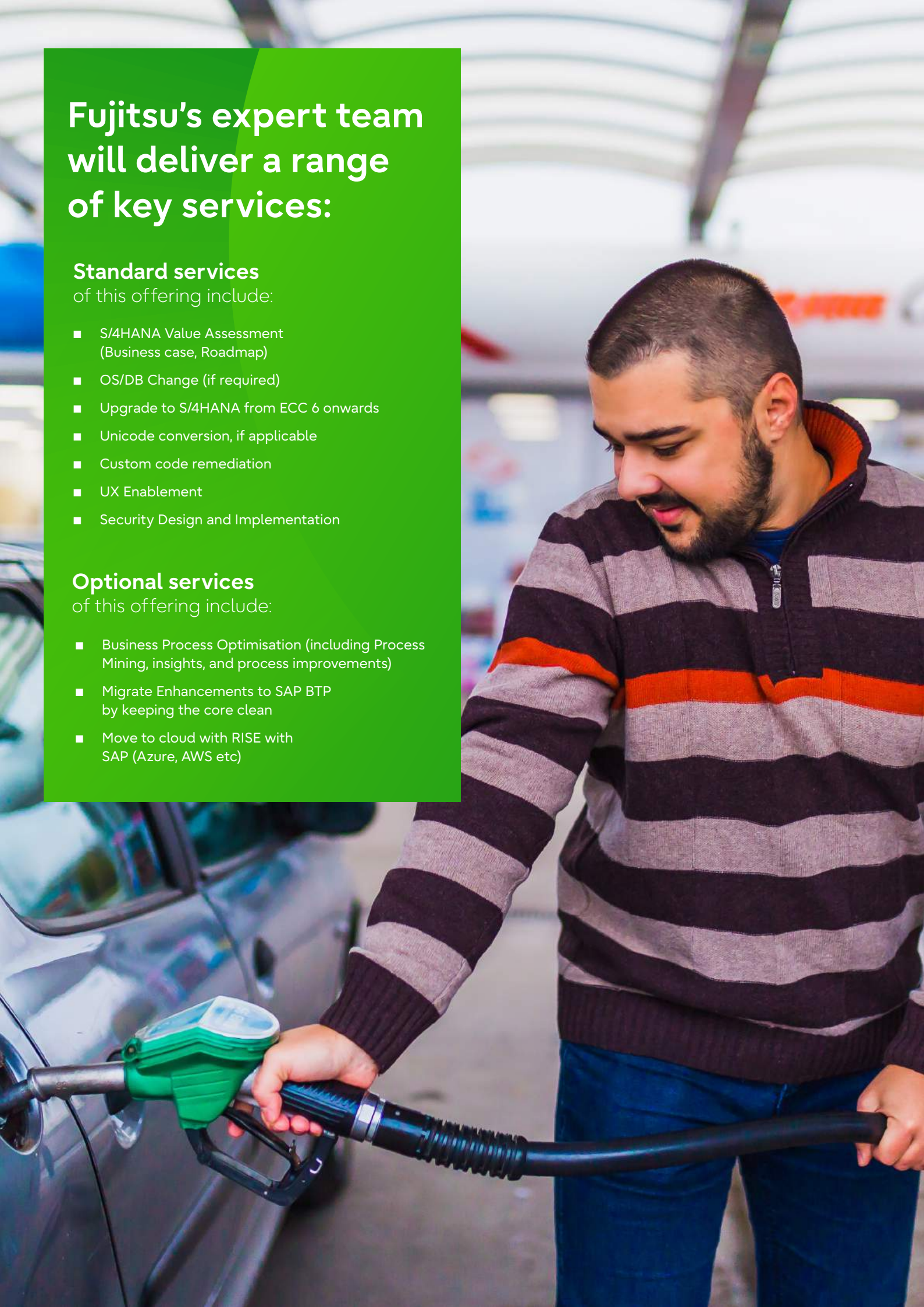
of this offering include:

- S/4HANA Value Assessment (Business case, Roadmap)
- OS/DB Change (if required)
- Upgrade to S/4HANA from ECC 6 onwards
- Unicode conversion, if applicable
- Custom code remediation
- UX Enablement
- Security Design and Implementation

Optional services

of this offering include:

- Business Process Optimisation (including Process Mining, insights, and process improvements)
- Migrate Enhancements to SAP BTP by keeping the core clean
- Move to cloud with RISE with SAP (Azure, AWS etc)



Fujitsu and SNP will be your transformation partner

Together with SNP, Fujitsu's local resources and accomplished delivery CoE, we provide a structured methodology to take customers on a journey to S/4HANA.

The steps include:



Discovery and Prepare

In Discovery phase, customers become familiar with SAP S/4HANA and the benefits it can bring to customers' business. The outcome of these steps can be leveraged to build a tailored business case for an SAP S/4HANA implementation project.

Fujitsu S/4HANA Value Assessment

- Create Business case
- Create a roadmap and project plan based on CrystalBridge's analysis results
- Demo and training of the SNP product to key users



Explore

Once the Prepare phase has been finalised considering a detailed planning for the functional and technical work streams

- Design
- Gap Validation
- Review Security, UX requirements and finalise design
- Activate Solution



Realise

The execution and implementation of all items that were defined and designed in earlier phases.

- Carry out Functional changes, product enhancement, security changes
- Build/1st Mass Test/2nd Mass Test (SNP services)
 - Build target S/4HANA environments
 - Carry out 2 times upgrade and technical test migration on the copy of the production data (1st and 2nd mass test)



Deploy

- After the test execution is finalised successfully, the Dress Rehearsal takes place (for all scenarios) and the implementation of the productive SAP S/4HANA will be finalized (for new implementation and selective data transition).
- Quality gate "Q4 Deploy to Run" will ensure that everything is ready for your Go Live. The final "Go" decision marks the start of the implementation for the SAP S/4HANA system with the Production Cutover.
- The weeks after Go Live are called "Hyper Care", where the new system is further stabilised and optimised. When finished, the Deploy phase ends.
- Equivalent to Go-live simulation/ Go-live migration (SNP services)

Meet our expert team

“The first step may be challenging, but we have a great team who will deliver a comprehensive approach that helps you optimise the investment in SAP S/4HANA.”

This digital age promotes transparency, because trust is a key component of a business relationship. Our team has the experience and expertise to deliver successful results for our customers. Our team are people who offer the human touch in the work, both locally and internationally. Determined, unassuming and meticulous, our team will guide you through every step of your upgrade journey.



Vasanth Kandaswamy

Head of Portfolio - Partner Business Solutions
Fujitsu ANZ

- Offering lead
- Certified SAP Activate Project Manager



Brent Paterson

ANZ Country Head
SNP

- Customer Relationship
- Delivery Governance



You are your organisation will be supported by a team of local and international technicians that are all certified SNP and S/4HANA functional consultants.

What are the next steps?

Take that first simple step - Express your interest for an automated SAP Landscape Assessment. 360-degree visualisation and simulation.

With our data-driven business case approach, you get a 360-degree view of your SAP landscape with clear recommendations on your target state and easily consumable roadmap.

Book a Business Assessment Workshop Today!

Terms and Abbreviations

TERM	DEFINITION
BLUEFIELD Migration	Flexibly combines the best of Greenfield and Brownfield S/4HANA upgrade methodologies with selective data transition capability for faster ROI and lower TCO
ECC	Enterprise Core Component (Legacy SAP ERP)
UX	User Experience (Fiori in particular)
SAP BTP	SAP Business Technology Platform (formerly known as SAP Cloud Platform)
OS/DB	Operating System and/or Database