

Moving
on up



How to put S/4HANA first and your business ahead >

shaping tomorrow with you

FUJITSU

Don't get comfortable

Look back at your biggest wins and you'll probably agree. Every major success in your business has been driven by an unwillingness to stay still. To push your limits. To escape your comfort zone.

Of course, with these successes come a few complications. You take on more employees. Managing tasks becomes more complex. Your client base becomes broader and their expectations get higher.

Get all this under control and it can be tempting to get comfortable. But that's not your style. You're probably aware that, over the next five years, four out of 10 market leaders are expected to be displaced by digital disruption.¹

So, don't get comfortable. Look ahead to what's next. Move your biggest and boldest strategies to the top of the list and put your organization ahead.



In this e-book, we'll show you why migrating to S/4HANA should be a priority for any business looking to transform its digital core and push what's possible with its cloud, business, and IT processes.

And you'll see how, with Fujitsu, this big, bold strategy can be a whole lot simpler.

¹ https://www.imd.org/uupload/IMD.WebSite/DBT/Digital_Vortex_06182015.pdf

What's the hurry?

Gartner predicts that, between 2021 and 2023, the sudden rush to adopt could drive up the cost of implementation. By next year alone, cloud ERP enterprise application implementation labor will cost 60% more.²

Even if you choose not to migrate right now, consider how complex your solution might be by the time you're ready. Remember, every customization you add is another you'll have to move over when the time comes.

² What Customers Need to Know When Considering a Move to S/4HANA – 2018 Update; Gartner



So you've heard...



You've got ambition. But you're not the only one making the decisions. So, while you already recognize the benefits of S/4HANA – like lower inventory costs, shorter billing processes, and reduced TCO – you probably work with a few people who don't.

If you're going to move S/4HANA migration up your organization's list, you'll need answers to these objections.

» We just completed a big business transformation with SAP ERP.«

The transformation might have cost millions. Taken years to complete. And instigated a culture change that your people are only just getting used to. Why should your organization take on another SAP migration when it's only just seeing the benefits of the last?

» How are we supposed to choose an adoption strategy?«

If you're already making progress with SAP ERP, it might be hard to know if migrating to S/4HANA is the right call for your organization. Your applications are already working together to put information where it's needed. So, how do you make the right decision with the least disruption?

» Migrating is more than just a technical project.«

Those key benefits are hard to overlook. What might be a little harder to see is how much work it'd take to get to them. How can you re-implement your processes? How can you be sure your data doesn't get lost in the move? And how does a migration to S/4HANA differ from the usual platform-change projects?

» The benefits of S/4HANA don't seem worth the cost of migration.«

It could be legacy and homegrown apps and systems. Complex HR and finance processes. Even multiple data centres. Every stakeholder will have something niggling away in the back of their mind. What they need is a clear breakdown of assessment, planning, and migration.

What's next

More and more businesses like yours are making the move to S/4HANA. They're taking the status quo with them. As the IDC points out, the technology architecture of the future is an integrated platform where data flows seamlessly. IDC predicts that, by 2027, 60% of organizations will modernize their core IT and use the cloud to increase productivity by 25%.³

S/4HANA is making this digital transformation possible. And the expected returns far outweigh that initial investment.

It's why you and your fellow business leaders need to understand the business case well before the migration deadline. So you can act soon.

But successful migration isn't just a job for IT. It takes every line of business and the entire breadth of the C-suite. Those objections might be frustrating. But if your business is going to move forwards, your fellow stakeholders need the answers.



³ SAP S/4 HANA: Changing Perceptions – From Upgrade to Crucial Business Enabler; IDC



Your SAP technology. Our expertise.

The right partner is crucial to your transformation. You need an expert who understands your digital journey is unique. And that the right approach comes when you co-create.

We work with you and your SAP technology to make every part of your business perform at its best. You become more agile, more flexible and more efficient. So, you can speed your path to growth.

And then go further. With emerging technologies like AI, IoT and blockchain at your disposal, you're ready to innovate. And stand out from the competition.

From a single provider, you get a solution that brings together infrastructure, services, licensing and consulting. So, you have everything you need to put intelligence at the heart of your business.



info.th@fujitsu.com
www.fujitsu.com/th



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