

# Join the SAP S/4HANA Movement

## Consider your path

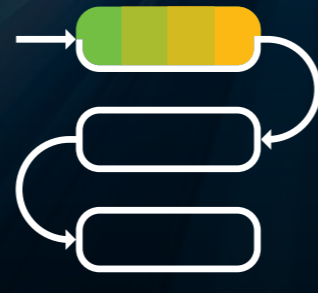
### 1 Business Objectives

Your desired business outcomes must influence all the decisions as you consider your path. Most commonly these can include:



#### Business Model Innovation

This organization is wanting to enable changes to their business to react to changing markets, competitors, or to offer new models of customer engagement.



#### Business Process Optimization

This organization is not looking to make broad changes to their business models, but does want to improve the efficiency of existing processes or automate them.



#### ERP Rapid Modernization

This organization wants to upgrade ERP with minimal disruption to the business.

### 2 Transition Options

#### New Implementation

The customer deploys a new instance of SAP S/4HANA and migrates their data from their old ERP, which could be an SAP or non-SAP system. This is the best approach for customers wanting a clean start and is likely then to be used with Business Model Innovation. New Implementations can be performed in the cloud, on-premise, or hybrid.

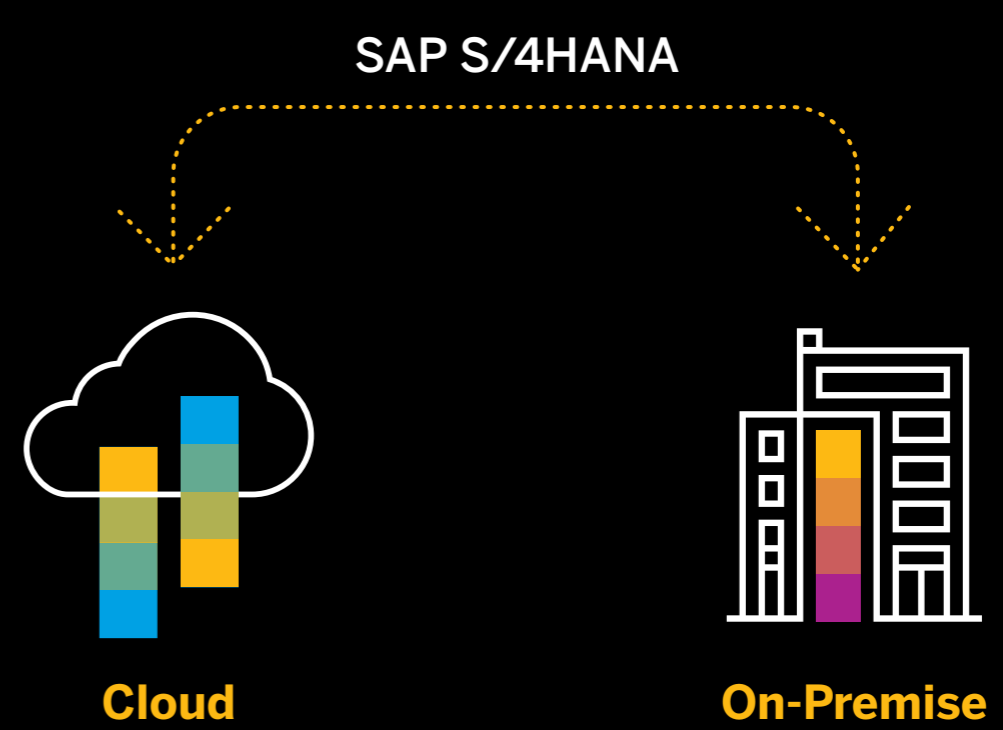
#### System Conversion

The customer starts with an ECC 6.x system and converts it to S/4HANA, migrating the data to HANA as part of that process. This preserves the existing configuration and customization, as long as those customizations will work with S/4HANA or can be adapted to work with S/4HANA. As such, this is the approach likely to be used with ERP Rapid Modernization. System Conversions can only be done to an on-premise deployment, which includes running S/4HANA in HEC (or a partner service) or on IaaS (Azure, AWS, Google Cloud).

### 3 Destination Options

When it's time to deploy SAP S/4HANA, the choice is yours: **on premise** or in the **cloud**.

Either way, S/4HANA maintains consistency with the data model and user experience. This is an important differentiator. Some other vendors have acquired different cloud ERP products, inconsistent from their on-premise ERP products, creating an integration nightmare; whereas others only offer public cloud, in which case, if your business requirements do not match their standard processes, you're out of luck. Only S/4HANA and S/4HANA Cloud offer a consistent solution, allowing you to benefit in any scenario or combination.



## Considerations when determining your transition path



#### Do current business processes support your long-term strategy?

Strategic redesign of business processes suggests a **new implementation**.



#### Can you adopt SAP Best Practices or will you retain past customizations?

A move to standardization brings agility, suggesting a **new implementation**.



#### Is your move to SAP S/4HANA driven by the business or IT?

IT sponsored projects are typically **conversions** to SAP S/4HANA, which lay the foundation for incremental innovation projects driven by the business.



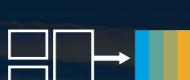
#### Can you convert from SAP ERP to SAP S/4HANA in a single step?

Single-step **conversion** is possible for SAP ERP 6.x (any enhancement pack) single stack, Unicode systems. According to SAP statistics, a majority of our customers fulfill this criterion.



#### Do you require previous transactional data in the new system?

The requirement to retain *all* data in the system is a very strong indication for **conversion**. Alternatively, consider a **new implementation** if re-platforming your current ECC data on commodity hardware or leveraging data retention solutions.



#### Is landscape consolidation and process harmonization a key value driver?

Consider a **new implementation** and consolidate the required configuration and data into that new system.



#### High or low number of interfaces to other systems (SAP and third-party)?

The higher the number of interfaces, the stronger is the case for **conversion**.

**Talk to SAP** to discuss your unique needs and determine your transition path to **SAP S/4HANA**.