

# The S/4HAHA Migration Guide:

How Fujitsu can make your  
journey yield value fast

FUJITSU



START  
▼

shaping tomorrow with you

# Welcome



The move to SAP's S/4 HANA has been set in motion. There's a generous end-date – 2025 – and a wealth of evidence of its benefits. But, as yet, there isn't a lot of activity. SAPinsider research shows that 71% of enterprises are either doing very little about moving to S/4HANA or 'evaluating' the issue. Is 'evaluating' a euphemism for 'putting it off'? Maybe. The fact is that just 7% are utilizing S/4HANA, while another 23% are in the piloting or implementation phase.<sup>1</sup>

The positives are accepted: S/4HANA will help turbo charge a modern organization with digital tools – from Artificial Intelligence to IoT to machine learning, automation, and deep analytics. But many executives are wondering if, during uncertain times characterized by rapid disruption, a focus on a major migration might distract their business from achieving its core objectives. We don't believe will.

Every business needs to ensure that it is able to get ahead of change and disruption, and S/4HANA is a key element in doing just that. So, it's a chicken-and-egg problem: do we take the time to implement S/4HANA (we have to anyway, but we've got till 2025), or do we wait?

# Forget the deadline

"The 2025 deadline muddies the waters," says Fujitsu's Michael Straub, Fujitsu's Head of SAP Center of Excellence, "It suggests that there's time to get this done without suffering any disadvantage. It's just an upgrade which can be done when there's more headspace. But there never is any headspace because the market – and the world – will never stop being challenging. Also, S/4HANA is the solution to the need to digitally turbo-charge your enterprise and speed digital transformation."

**The answer is, it seems, simple:** don't look at S/4HANA as something you must do; look at it as something you want and need to do to go further and faster on your digital transformation journey.



"The point is to look at the big picture," adds Michael, "Every journey is a series of stages, of stops, changes of direction, and perhaps modification of plans because of changing conditions. Digital Transformation is no different. It's not a straight line from A to Z." He also stresses that there will be immediate benefits, and that there will be a cost from not moving now; "If you don't move, how much ground could you be ceding to your competitors? And by not yielding benefits from operational efficiencies in the short term, how much will that cost you long-term?"

2025 might seem a long way off – but it isn't. Completing your digital transformation might also seem like a distant goal. It isn't either. In fact, the latter isn't a destination at all: it's a state of mind, a constant state of agile change and openness to new technologies and possibilities. It's a state of positive flux.



# Every journey is a process

So, it's important to see the journey as a continuous process with defined stages – and one which can't be fulfilling or successful if it's taken alone. We all know that traveling is better done together than in isolation.

It's a universal truth. Walk a mile alone and it feels like a mile. Walk it in company and it feels like half a mile. What we contend in this paper is that taking the S/4HANA journey with Fujitsu will a) speed your implementation of SAP's technology so that you're better able to deliver the business benefits you want, and b) help you get further and faster down the road to the tailored digital transformation you need to thrive.

"Moving to S/4HANA is complex. It can't be done alone without taking up resources and headspace which should be focused on the core business," stresses Michael Straub. "It's important to get started," he adds.



# Why aren't people getting started?

"Customers are telling us that there are three principle reasons: it feels complex, they don't have the resources they need to support their business lines, and they're not clear about S/4HANA's benefits and don't have a clear roadmap," says Michael.

The answer? "Get a good travelling companion who knows the way and can deliver a truly end-to-end experience which not only achieves S/4HANA transformation, but makes your business fitter, more agile, and able to leverage the power of data analytics." It's a simple, but elegant solution.

# So, what are the benefits?

Well, SAPInsider's research showed that a clear majority of those who are working to progress the move to S/4HANA are doing so because their priority of the modernization of reporting and analytics. They understand that 'embedded analytics and the performance capabilities of S/4HANA are a key component in this strategy.'<sup>2</sup>

The in-memory power of S/4HANA delivers measurable benefits:

Here's a range of numbers which prove the point

20%

Increase customer satisfaction by 20%

10%

Reduce unplanned downtime by 10%

25%

Improve order fulfilment by 25%

12%

Streamline your supply chain by 12%

10%

Improve manufacturing cycle time by 10%

15%

Reduce procurement costs by 15%

20%

Reduce manufacturing error rates by 20%

They speak for themselves. Most business people don't argue with the need for those outcomes. What's inhibiting them is the seeming complexity of the move to the new world of S/4HANA.

They want to get their processes in shape for the digital future (and present, of course), and achieve total visibility of how those processes are actually used by their people in real-time and real situations. Those insights mean they can improve user experience, achieve efficiencies, grasp opportunities, and innovate.

And that's the only way to achieve true ROI and business value in a challenging marketplace. It gives you the power to create and achieve new business models – and keep on doing that as and when you need to. The data gives you a breadth and depth of vision that is truly empowering.

That's what you're heading toward. That's the journey: Which is where we come in.





# The travel itinerary

We have a four-decade pedigree with SAP – there's nothing we don't know about SAP in particular and ERP systems in general. It's a bold claim, but one we can make based on successful experience. It's why we're the perfect tour guide and companion for the journey.

Our experience shows that there are six critical steps – or stages – which mark the hinterland between now and a fully functioning S/4HANA driven enterprise. OK, so what's the travel plan?

There are six steps:

## 1 Discover: Where we want to go

Understand your current business processes, applications, landscape and business needs to create a road map detailing each step and its benefits. Includes: Discovery workshop, analysis of benefits and costs, a custom code review, and process mining which will give you insights which can avoid coming across major obstacles to your journey in future.

## 2 Explore: Start moving and stay flexible

Agile implementation based on best practices means we can convert existing processes or build new ones to ensure all code is aligned and ready for S/4HANA to make a difference. We also explore special features like Fiori, embedded analytics, and custom code.

## 3 Deploy: Keep moving in the right direction

Then it's time to deploy and go live. As we do so we conduct cut over activities and on board your business operations so you're running effectively. We also ensure that your people are trained properly so they can perform to their best.

The methodology we use to focus your journey is XpressWay. It shortens project timelines and uses automation to ensure that you're always moving forward based on a straight-forward (and clearly understood) methodology aligned to your specific needs. It's an evidence-based approach which, coupled with the process mining mentioned above helps focus the project and reduce costs.

## 4 Prepare: Get packed and equipped

We prepare everything precisely to prove that every application, license, architecture, and project is aligned. We share our recommended approach (Greenfield, Brownfield or Landscape transformation). And then, using sandboxing, rapid prototyping, and a model company approach, we ensure that we know what works and what value it will yield for you.

## 5 Realize: Be sure of your destination

Once the scope of your project is aligned, we begin to accelerate. We start with a business blueprint and end with rigorous testing. We use Easy Custom Code Alignment to fully automate the transfer of your existing investments into a custom development which builds your new environment.

## 6 Run: Get there and be ready to go further

Successful transformation depends on ensuring that everything runs smooth and can respond to changing conditions and demands. Nothing stands still, so we can constantly evolve to keep you agile and responsive.



# Fellow travelers

Our experience is both global and cross-sector. The benefits of S/4HANA are universal. We know that because we've achieved great outcomes in all of them.

Sales and distribution are always a complex set of processes, we helped a Finnish dairy manufacturer streamline their operations by standardizing processes and automating them. That boosted productivity, reduced manual processing of data, made ordering and payments faster and more accurate.

It might come as surprise that the snack industry is run on real-time data. It's vital to be able to react to fluctuations in demand – which can be based on changing tastes or even global TV events – so supplies have to match what consumers and retailers want. And that takes data. We implemented S/4HANA for a leading Indian snack specialist to keep them ahead of the savory curve.

For instance, a large Japanese homebuilder grew rapidly from 74 group companies to over 350 in just seven years and that put a huge demand on their internal processes. We helped them move to S/4HANA to standardize their financial reporting and utilize the cloud to ensure a single view of complex structure. We ensured the whole thing was flexible and that upgrades were automatic which, in turn, reduced costs.

A Swiss-based hydraulics is using S/4HANA to maximize the value of its data in the fast-moving field of natural resource extraction. We made sure that cloud-based analytics delivered intelligence to spark development and new ideas as well as run the business in a more agile way.

We have a lot more examples – but you get the point.





# Pre-departure analysis

Our specially designed Discovery Workshops are an important starting point. It's where we put into practice our co-creation philosophy which is at the heart of the journey we take together.

It's about your people and your business NOT technology. But, the technology is what supports people to do their best work and add value to your business. So, we ask you to bring your key stakeholders from across different business lines together with our experts to run a dynamic workshop. It can take place anywhere – at our offices or our Digital Transformation Centers, or at your premises. Anywhere that's practical.

The workshop is focused on ensuring that everyone across the business understands the opportunity that S/4HANA represents and can see what transformation can be delivered by migrating to it. It's how we help you build the business case for it.

We examine which processes can be transformed and improved and work out how. We use detailed analysis and real-world data to examine the current landscape (based on process mining data), and then we create an optimum state that we want to achieve – map the two together to see where the gaps are and where the real work must be done.



# Get on board. Let's start moving

"Customers are telling me that they want to use their talents to build their business not migrate to S/4HANA, and they're right, that's what they should be doing," says Michael Straub. And that's the point we're stressing in this eBook. S/4HANA isn't the point, it's a tool. Get it working and you can do more. Get it done. That's what working with Fujitsu achieves. It also should be seen as an important staging post on your DT journey.

It's what we mean by 'end-to-end' – we're not just about S/4HANA, we're about your digital future. The bigger picture is what counts. S/4HANA is just one milestone along the road. So, get that step done and out of the way and move forward with greater energy, speed and, importantly, intelligence.

The future is what you want it to be. Your destination is where you want to get to. By traveling together, we can get there faster – in fact, we can get there in half the time it might take if you did it alone. That's a distinct competitive advantage. "It doesn't make business sense to do S/4HANA alone," says Michael. He's right. Let's get started. Let's get to where you want to be – fast.

**Talk to us about S/4HANA and your digital transformation. Now.**



# FUJITSU

© FUJITSU 2019. Unclassified. All rights reserved. FUJITSU and FUJITSU logo are trademarks of Fujitsu Limited registered in many jurisdictions worldwide. Other product, service and company names mentioned herein may be trademarks of Fujitsu or other companies. This document is current as of the initial date of publication and subject to be changed by Fujitsu without notice. This material is provided for information purposes only and Fujitsu assumes no liability related to its use.

