SAP Transformation Navigator – Representative Transformation Guide

What is the SAP Transformation Navigator?

The SAP Transformation Navigator is a complimentary, self-service tool which instantly summarizes the specific products a company needs to take its business to the next level of disruptive innovation - using an SAP S/4 HANA-centric landscape.

What is this Transformation Guide?

The SAP Transformation Navigator generates a custom product map and transformation guide which summarize the model you developed in the tool.

This is a sample comprehensive transformation guide which represents a typical customer within this industry. As you explore this guide, imagine how your own company would prioritize business and value drivers and how your landscape might evolve. Designed to serve as your road map to transformation, this 150+ page document includes the following sections:

Business guide: Review information on where you want to take your business, where your priorities lie, the value drivers for success, and expected outcomes.

Technical guide: Understand how your landscape could evolve, what you need to plan for, and how your migration can happen.

Transformation guide: Find out what you are licensed for today and what you need to migrate or add; see customer stories relevant to your choices and get a sample timeline for making the transition to SAP S/4HANA.

What are my next steps?

Build your own custom product map from the start or by leveraging predefined industry templates, and generate transformation guide using the SAP Transformation Navigator.

Access the tool online at www.sap.com/transformationnavigator and log in with your s-user id (note: access is part of your SAP maintenance subscription).

Contact stn@sap.com for more information.
SAP Transformation Navigator

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About This Document

- The SAP Transformation Navigator is our response to customers who asked for clear guidance for becoming a Live Business.
- The self-service aspect of the tool helps you go from seeing the need for digital transformation to starting the journey.
- The guides will help align all stakeholder groups in your company, and guide the way forward.

**Clear Guidance**

In this digital economy, it’s winner takes all, and early movers are typically the winners. But, there’s a big difference between understanding the need to move into this area, and knowing how to make that move.

**Don’t Worry – We’ve Got You Covered.**

We’ll help you choose the best SAP products and solutions for your digital transformation journey, and show you how those products can evolve. We’ll also walk you through integration scenarios, help you evaluate the costs involved, and reveal the business value to help you unlock your new digital IT landscape. We’re here to provide you with a clear path to an IT landscape that’s ready to capture digital opportunities quickly and efficiently. With access to three-year product timelines and expanded details under each milestone along the way, you’ll have all the information you need to embark on your digital transformation to become a Live Business.

**SAP Transformation Navigator**

The application guide for SAP software is a self-service cloud tool that offers you clear guidance on navigating your SAP S/4HANA centric landscape. Through this tool, we recommend products, provide release information, show business value, discuss integration, offer services, and provide guidance on license transformation.

**Set of Three Guides:**

- **Business Guide**
  - Industry breakthrough trends and strategic objectives.
  - A summary of potential changes to your business’ capability.
  - Value driver aspirations and tracking possibilities.
  - Way forward options for a more in-depth transformation case calculation.

- **Technical Guide**
  - In the Technical Guide, we cover the digital framework and reference landscape outlook, summarize your go-to guidance on currently used applications, and list advanced system and landscape analysis options.

- **Transformation Guide**
  - The Transformation Guide starts with overall transformation scenarios and the SAP services involved, summarizes your transition heatmap and prioritization, and outlines the planning, timeline and commercials way forward.
As Easy as Possible, but Not Ignorant of The Necessary Detail  

With the scope of the SAP Transformation Navigator and guides, we have tried to make as much as possible a self-service experience. Nonetheless, we acknowledge that in a number of cases additional work is needed. That’s why there’s a chapter in all three guides that provides an overview of the next steps to take, which in our experience are either necessary or helpful. These tasks are best left to SAP IT specialists, and we’d be happy to help you get the work done.

We are looking forward to the discussion with you on your journey.
## Your Business Guide

### Breakthrough Trends and Strategic Objectives
- Industry Challenges
- Strategic Priorities
- Strategic Value Drivers
- From Business Strategy to SAP Solutions

### Business Capabilities

#### Build Your Transformation Case
- Guided Business Case with SAP Value Lifecycle Manager
- Process Discovery for SAP S/4HANA Transformation
- Business Process Improvement Opportunity Check
2 Your Technical Guide

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- RISE with SAP
- SAP Road Map Explorer
- Industry Cloud and Cloud Integration

Guidance on Product Transitions
- Integration and Transition Guides

Advanced System and Landscape Analysis
- SAP Readiness Check for SAP S/4HANA
- Mapping Your Journey to SAP S/4HANA
3 Your Transformation Guide

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   - Transition and Adoption Scenarios
   - Align on a Vision-To-Value

Transition Overview and Prioritization
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   - Transition Types and Services

Planning, Timeline and Commercials
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   - Licenses and Subscriptions
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   - Service Offerings by Partners
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Your Business Guide
SAP Transformation Navigator

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About This Document

- The Business Guide aims to help you to move forward from recognizing the need for digital transformation to actually starting the journey towards that goal.
- It summarizes the business information provided by SAP Transformation Navigator. The Technical Guide and Transformation Guide are also available to comprehensively address all stakeholder needs.
- The Business Guide depicts the industry’s breakthrough trends, the potential changes to your business’ capabilities, and your value driver aspirations. It also provides guidance on way forward options, business case, and realization tracking going forward.

In this digital economy, it's winner takes all, and early movers are typically the winners. But, there's a big difference between understanding the need to go digital and knowing how to do it. With the SAP Transformation Navigator, we offer a comprehensive self-service tool to start the journey.

To further understand the value for your business and to accelerate your business transition, here are the most important topics from this guide and beyond:

**SAP S/4HANA Value Starter**

This free offering provides individual sessions to explore and understand your journey to SAP S/4HANA. Register through your account executive and book a time slot [here](#).

**SAP Value Lifecycle Manager (VLM): Business Case Creation**

You can directly transfer the content of your product map within SAP Transformation Navigator into SAP VLM by choosing the corresponding option in the “Review Benefits” section. SAP Value Advisers also use this tool to collaborate with you on building the right path towards your next system landscape.

**Process Discovery for SAP S/4HANA Transformation**

This offering is included in your maintenance agreement. It provides tailor-made recommendations based on data extracted from your SAP ERP system. It helps business decision-makers in your company understand the value of moving from SAP ERP to SAP S/4HANA. Read our chapter on Process Discovery for SAP S/4HANA Transformation [page 10] and get started [here](#).

We’re looking forward to discussing your journey with you.
1 Industry Trends and Customer References

This chapter provides a short overview of the market challenges we see for the high-tech industry and its main strategic priorities, complemented by value drivers and customer references. To get a deep dive into the trends shaping the industry and the path to innovation, you can access the High-Tech Whitepaper.

By transforming your business, you can keep pace with partners and competitors from your industry. Find out about their remarkable results in our customer references.

1.1 High Tech-Strategic Industry Challenges

The High-Tech industry is being reshaped by the following major trends.

<table>
<thead>
<tr>
<th><strong>Circular economy</strong></th>
<th>The necessity for a circular economy requires high-tech companies to move from the traditional “take, make, waste” model toward a system that is more circular and sustainable.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Education and work</strong></td>
<td>One in ten jobs in the United States is found in industries related to high tech. Yet, this employee base accounts for 20% of GDP output. High-tech companies must develop their leaders and knowledge workers beyond a single profession to succeed.</td>
</tr>
<tr>
<td><strong>Trusted products</strong></td>
<td>The need to trust high-tech products requires the products to dynamically adapt to new laws and regulations concerning privacy and security.</td>
</tr>
<tr>
<td><strong>Global supply chains</strong></td>
<td>High-tech companies rely on multitier and multivendor supply chains that must exact trust through product compliance, responsible labor practices, and the assurance that components are not counterfeit and firmware is never compromised.</td>
</tr>
</tbody>
</table>

1.2 High Tech-Strategic Priorities

We have identified the following strategic priorities for High-Tech companies that require new capabilities along the value chain.

| **Adopting a consumption based business model** | As high-tech companies move from selling products to providing outcomes, the power of software becomes apparent. Coupled with the speed and scale of the Internet as well as extensive ecosystems of suppliers, software developers, startups, and other innovators, it enables the outcome-based economy and disrupts existing industries. In order to enable all partners to collaborate on the outcome, a platform must be provided that connects and |
aligns all partners. The platform enables them to configure, price, and quote together. It allows the consortium of providers to collect and analyze data from all participants – including customers – and ensures that outcome commitments are met, the proper bills are generated, and the collected revenue is assigned where it belongs.

### Realizing an intelligent supply network

High-tech companies have to solve the equation of delivering stellar customer service at minimum cost. In recent years, this task has fallen to supply chain departments. They have to enable high-tech companies to continuously adapt and reshape their business in order to thrive in volatile markets.

High-tech enterprises create a digital mirror of their complete supply chain – from design, planning, and manufacturing to logistics and ongoing maintenance – embedding intelligence from beginning to end and helping ensure that customers are central to each and every phase of any business transaction. They achieve total visibility as products are designed, delivered, and deployed by connecting business processes with real-time data from assets, equipment, customers, and suppliers.

To run a responsive, profitable and trustworthy business, high-tech companies embed innovations such as 3D printing, machine learning, and blockchain technology into their everyday operations and enable new business models for the future.

### Providing digital smart products

Realizing and keeping differentiation and specificity in products while streamlining the way they are conceived, designed, manufactured, sold, and serviced requires a shift from predefined physical and digital representations or variants of the product being manually created to more automated and self-learning generation of functional, design, manufacturing, and service information and structures. Intelligent technologies such as predictive analytics, machine learning, and robotic process-automation help drive this data and process transformation within high-tech companies.

### Achieving customer intimacy

Customers today expect a seamless interaction and user experience with high-tech companies, independent of the channels they utilize for sales and service-related processes. This is equally true for business-to-business and business-to-consumer sales. Leveraging customer insight from any previous engagement and data collected from intelligent devices is essential to satisfying customer expectations for individualized marketing activities, personalized sales contacts, and proactive service engagements.
1.3 High Tech-Strategic Value Drivers

Find here a list of strategic KPIs – so-called Value Drivers – that are relevant per Strategic Priority in your industry. If available, improvements achieved by other SAP customers are specified.

**Subscribing to outcomes**
- 10–50% reduction in time to create a configured quote
- 5–30% reduction in customer billing, credit & collections cost
- 2–10% reduction in complaints and returns cost

**Realizing an intelligent supply network**
- 2–15% reduction in days in inventory
- 5–10% reduction in manufacturing cycle time
- 5–20% improvement in on-time delivery performance
- 8–20% reduction in revenue loss due to stock-outs

**Providing digital smart products**
- 10–20% increase in revenue from new products/services
- 2–5% optimization in research and development expense
- 2–10% reduction in time to market for new products

**Achieving customer intimacy**
- 10–30% increase in customer satisfaction
- 5–20% reduction in customer churn
- 5–15% increase in revenue share of new customers

Most SAP products and capabilities have one or several value drivers assigned, indicating their contribution to that specific KPI.
1.4 From Business Strategy to SAP Solutions

Value Map Example (Business Priorities and Solutions)

SAP links industry strategies to supporting software solutions via Value Maps.

Access the up-to-date High Tech Value Map with all details here.

At the top level, the Value Map reflects strategies specific to the industry as Business Priorities.

Business Priorities can be either:

- essential for value creation and differentiation in the industry (Core Industry Priorities) or
- required in addition for running the business (Cross Enterprise Supporting Priorities) or
- outlining related Business and Technology needs (Business Technology Platform).

Each Business Priority is broken down into Solutions. Every Solution addresses a specific business scope and is delivered as a combination of Capabilities that work together. Capabilities represent the most granular level. They describe specific business needs and links them to specific SAP software that fulfills them.

There are cases where SAP can address the same business need with different software, e.g. with different deployment modes, levels of sophistication or industry specificity. Industry Value Maps always represent SAP’s recommendation of specific software, related Capabilities and Solutions that are typically the best choice for a “best run” business in an industry. Therefore, a Value Map is also an ideal starting point for assessing and enabling new business strategies by leveraging SAP’s industry knowledge and software implementation expertise.

In SAP Transformation Navigator you can browse the value maps, select specific solutions, and view related product recommendations via the Add Capability feature.
2 Business Capability Overview

Your product map in SAP Transformation Navigator recommends products based on your current landscape and future business needs. These details of your product map are also available as a spreadsheet. You can download it from the Download Document section within your product map and re-use product and capability lists as you like.

Representing the Business Guide, the following information is summarized in the spreadsheet:

- Currently used capabilities within SAP ERP, SAP CRM and other products
- Additional capabilities you have selected with the Add Capability feature

The spreadsheet also contains further information from across all PDF Guides. We recommend taking a close look in particular at

- Information on transition guides and service offerings
- License information for product transitions and extended business
3  Build Your Transformation Case

Following on from the summary and scope of your SAP Transformation Navigator session, chapter 3 outlines a helpful way forward.

The topics of chapter 3 are selected based on our experience of a very high number of customer planning discussions, and evolve from the Business Guide and the Technical Guide to the Transformation Guide.

3.1  Guided Business Case with SAP Value Lifecycle Manager

Guided Business Case is a next-generation tool within SAP Value Lifecycle Manager (VLM) that’s used to articulate the value of a technology investment. This functionality is designed to help you create a business case in an intuitive and simple manner, giving you access to SAP capabilities, products, value and benefits, cost calculations, and project economics with just a few clicks.

From SAP Transformation Navigator you can easily reach the Guided Business Case self-service tool in VLM. To do so, open the Review Benefits section of your product map, and benefit from the following features:

- Clear guidance on the value of the Intelligent Enterprise
- Real-time, flexible output that can be customized
• Collaborative features for sharing a business case with colleagues and SAP

3.2 Process Discovery for SAP S/4HANA Transformation

Process Discovery is a free analysis tool that provides tailored insights to build your case for SAP S/4HANA. It is also an opportunity to get started with Business Process Intelligence. Process Discovery for SAP S/4HANA Transformation offers unique insights into your current operational business process performance and functional usage, based on data from your SAP ERP system. It benchmarks your operational business performance and usage to your industry peers. The result is delivered as a Cloud-based interactive solution and as a summary report.

![Sample Output from Process Discovery for SAP S/4HANA Transformation](image)

**Figure 1: Sample Output from Process Discovery for SAP S/4HANA Transformation**

**How to get started**

With this step-by-step guide, you can start Process Discovery today. It only takes a few steps for your technical team to initiate this service offering.

3.3 Business Process Improvement Opportunity Check

Business Process Improvement Opportunity Check is a service offering by SAP. It is integrated into SAP Solution Manager and uses the SAP KPI catalog. With this service, customers can understand how to optimize certain important business and value drivers, like improving Days Sales Outstanding (DSO). It also helps you to improve overall data quality and close old open and overdue business documents before archiving them or starting a migration to SAP S/4HANA.

• Understand the impact of low-level key figures on strategic KPIs
• Visualize cause and effect in dependency diagrams
• Benefit from integration into SAP Solution Manager
Use Business Process Improvement Opportunity Check to get started with Business Process Intelligence (BPI) and SAP S/4HANA. BPI is an integrated process management suite, from insights to actions. Learn more about BPI at [sap.com/BPI](http://sap.com/BPI).

Figure 2: Sample Output from Business Process Improvement Opportunity Check
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About This Document

- The Technical Guide aims to help you move from seeing the need for digital transformation to starting the journey.
- It summarizes the technical information provided by SAP Transformation Navigator. A business guide and a transformation guide are also available to comprehensively address all stakeholder needs.
- In the Technical Guide, we cover the digital framework and reference landscape outlook, and provide detailed transition information.

While preparing the business transformation journey, you need to take certain decisions on scope, pathway, and other questions. In this guide, we cover such decision points and refer to the following, most valuable resources:

**Mapping Your Journey to SAP S/4HANA**
This guide – also referred to as the SAP S/4HANA Manifesto – is a collection of insights, fed by over 8,000 SAP S/4HANA projects. It is a high-level yet detailed document which you can access [here](#).

**RISE with SAP**
RISE with SAP is a comprehensive package that delivers business transformation as a service. Receive SAP S/4HANA Cloud, Business Process Intelligence, SAP Business Technology Platform Consumption Credits, SAP Business Network Starter Pack and further embedded Tools and Services all within one offering. RISE with SAP offers a holistic on-your-terms and on-your-timeline transformation to an intelligent enterprise. SAP offers a faster time to premier value and the flexibility you need without a high up-front investment. For details, see [RISE with SAP](#) [page 5].

**Industry Cloud**
Industry Cloud is an open platform that simplifies access to innovative vertical solutions across industries. Built by SAP and partners, these solutions are interoperable with our intelligent suite, enabling you to drive business transformation profitably and sustainably. Seize new opportunities and manage business disruption within your industry with Industry Cloud. For details, see [Industry Cloud and Cloud Integration](#) [page 7].

We look forward to discussing your journey with you.
1 Digital Framework and Reference Landscape Outlook

1.1 The Roadmap to the Intelligent Enterprise

At SAP, we provide the foundation for companies to become intelligent enterprises, enabling you to make impactful changes to run your business better by growing more resilient, more profitable, and more sustainable.

We believe that best-run businesses are intelligent enterprises – breaking down silos and adopting intelligent, dynamic, cross-functional business processes to deliver optimal experiences.

Learn more about the Intelligent Enterprise Framework at sap.com/intelligententerprise.

Start Your Transformation

Every industry has its own dynamics and standards for best practices, and every company is at a different starting point with its own set of business priorities. With so many variables, there are numerous ways to become an intelligent enterprise. Your path depends on your industry, your business objectives, your digital
strategy, and your stage in the transformation journey. You have the freedom to choose where to begin, and which path to follow to become an intelligent enterprise.

SAP provides clear, guided pathways with a variety of solutions aligned to your strategic priorities. Read the corresponding sections of the white paper: “The Journey to the Intelligent Enterprise” to learn how SAP products and solutions can help you transform the areas of your business. Then use SAP Transformation Navigator to explore SAP’s complete portfolio for your industry and the clear pathways and recommendations based on business capabilities.

1.2 RISE with SAP

RISE with SAP is an offering that delivers Business Transformation as a Service in a comprehensive package. It helps to change the mindset of business users, redesign business processes, and reduce internal complexity, so that you can quickly adopt new business models and stay ahead of your competition.

A RISE with SAP package includes the following 5 core elements:

1. SAP S/4HANA Cloud
   SAP S/4HANA Cloud is a modular cloud ERP solution that can help you transform and innovate through new industry business models and best practices, establish process excellence with built-in AI, and elevate sustainability standards end-to-end. It’s the foundation of your RISE with SAP offering.

2. Business Process Intelligence, starter pack
   Business Process Intelligence (BPI) from SAP can help your organization continuously understand, innovate, and transform processes – fast and at scale – by providing a clear picture of how processes work end to end.

3. SAP Business Technology Platform, cloud credits
   Complement, extend, and integrate with any other solution (SAP, partner, or third party) and use the data model and business services on SAP Business Technology Platform (SAP BTP) to connect it all. Drive your innovation faster with SAP BTP consumption credits.

4. SAP Business Network, starter pack
   SAP Business Network Starter Pack allows you to move quickly in creating dynamic, digital connections with your trading partners and assets. As part of the RISE with SAP offering, you can apply network-wide intelligence to guide decisions with real-time data and visibility.

5. Embedded Tools and Services
   Embedded services and tools are included in the RISE with SAP offering, providing access to products and services for lifecycle management, analytics, support, and more, for the migration to SAP S/4HANA to drive accelerated business outcomes.
RISE with SAP comes with the following additional characteristics and benefits:

1.3 SAP Road Map Explorer

SAP road maps support the journey to SAP’s future product portfolio and the Intelligent Enterprise.

The SAP Road Map Explorer provides you with:

- The latest road map content, by product, process and industry.
- Detailed updates on product information.
- Possibilities to explore, filter, and customize your own road map.
Discover the new experience at roadmaps.sap.com.

The explorer offers a Google-like search for all road maps, and 3 entry points to search them – the search bar, the quick access toolbar, and the header filter. The innovations are displayed in a Kanban board style, allowing further searches to refine the results, including various time horizons in the future and the past. Each innovation “box” displays detailed information about the innovation or feature.

You can also personalize the content – under My Road Maps Saved Road Maps to create innovation sets or favorite road maps – and share it via the Share icon. A feedback button is included on the landing page, allowing the collection of anonymous and nonanonymous feedback.

See the promotion video and check out roadmaps.sap.com for further information.

1.4 Industry Cloud and Cloud Integration

Augment Your Intelligent Enterprise with Industry Cloud Solutions

Industry cloud is our strategy to extend the intelligent suite with innovative industry cloud solutions built by SAP and our partners in the cloud, running on the cloud infrastructure of SAP and our hyperscaler partners. The result is an open business and technology platform for our customers’ core business in their respective industries.

Industry cloud is fostering innovation and collaboration between our customers, partners, and SAP. We’re jointly creating “next business practices” for enterprises and business networks that will enable our customers to thrive in a transforming world.

Industry cloud solutions are easy to discover, subscribe to, and use, offering unified user experiences, familiar design paradigms, and plug-and-play integration.

Cloud solutions make up a significant portion of SAP’s portfolio and SAP is committed to continually broaden and extend integration capabilities of those cloud solutions.

- SAP’s cloud Line of Business (LoB) solutions – like SAP Success Factors, SAP Ariba, SAP Concur, SAP Fieldglass – offer seamless end-to-end integration capabilities to SAP S/4HANA.
- LoB solutions support common integration qualities to harmonize the integration experience across solutions.

Find further information in SAP’s Industry Cloud Whitepaper.

Connect, Accelerate, and Empower Your Enterprise

SAP supports your future cloud landscape with the following tools and assets:

- Application Lifecycle Management from SAP provides processes, tools, best practices, and services to manage SAP and non-SAP solutions throughout the application lifecycle. For hybrid and cloud scenarios,
SAP Cloud ALM ensures smooth business operation and is included in your cloud subscription with SAP Enterprise Support, cloud editions.

- **SAP Integration Suite** is an integration platform as a service (iPaaS) that allows you to seamlessly integrate on-premise and cloud-based applications and processes with tools and prebuilt content managed by SAP.
- Various **Customer COE and CIO guides** provide you with knowledge and information on organizational requirements and issues, helping you shape your organization’s structures towards a digital future.
- Discover and consume digital content packages with APIs, prepackaged integrations, and sample apps from SAP and selected partners on the **SAP API Business Hub**.

Figure 1: SAP API Business Hub at api.sap.com
2 Guidance on Product Transitions

Within your product map in SAP Transformation Navigator, you have received multiple product transition recommendations with additional meta-data like transition type and preferred deployment. For your reference and further use, this information is also available as a spreadsheet. You can download it from the Download Document section in your product map.

Representing the Technical Guide, the following information is summarized in the spreadsheet:

- Product Transitions determined for step Transformation Landscape
- Relevant transition guides and blogs

All of the available further resources (guides, release information, help articles, and SAP Notes) are also directly linked in the next chapter Integration and Transition Guides [page 9].

The spreadsheet also contains information from across all PDF Guides. We recommend taking a close look in particular at:

- Product recommendations per business capability
- License information for product transitions and extended business

2.1 Integration and Transition Guides

This table provides links to the integration and transition guides for the products recommended to you.

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<thead>
<tr>
<th>Current product</th>
<th>Recommended Product</th>
<th>Guide</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAP Business Information Warehouse</td>
<td>SAP BW/4HANA</td>
<td>Transition Information</td>
</tr>
<tr>
<td>Current product</td>
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<td>------------------------------------------------------</td>
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<tr>
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<td>ASU Toolbox Application Conversion Assistant</td>
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</tr>
<tr>
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<td>SAP ERP</td>
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</tr>
</tbody>
</table>
3 Advanced System and Landscape Analysis

Following on from the summary and scope of the SAP Transformation Navigator session in the previous chapters, chapter 3 is intended to outline a helpful way forward.

The topics of chapter 3 are selected based on our experience of a very high number of customer planning discussions, and evolve from the Business Guide and the Technical Guide to the Transformation Guide.

3.1 SAP Readiness Check for SAP S/4HANA

SAP Readiness Check is a self-service tool that analyzes your source ERP system to prepare for an SAP S/4HANA system conversion.

- Receive immediate information in which areas you’re prepared for SAP S/4HANA and where further preparation is required.
- Use the results displayed on a dashboard for follow-up discussions and further investigations.
- For a new implementation of SAP S/4HANA, the SAP Readiness Check can also give some insights into upcoming application changes. However, the focus of the tool is the system conversion scenario.

![Figure 2: Example Report Dashboard with Results from SAP Readiness Check for SAP S/4HANA](image-url)
SAP Readiness Check tackles the following aspects of a conversion to SAP S/4HANA:

- SAP business functions compatibility check
- SAP add-on compatibility check
- Custom Code Analysis
- Recommended SAP Fiori apps
- SAP S/4HANA target system sizing
- Simplification Item check

Find further information about SAP Readiness Check for SAP S/4HANA or launch the check directly here.

### 3.2 Mapping Your Journey to SAP S/4HANA

The transformation journey from SAP ERP to SAP S/4HANA is different for every customer and therefore requires certain decisions to be taken at your end.

Together with the two user groups ASUG and DSAG, SAP has created a practical guide enabling you to understand your requirements and what action you need to take. *Mapping Your Journey to SAP S/4HANA - A Practical Guide for Senior IT Leadership* is highly recommended - and made available to you. It covers topics such as:

- Choosing Between System Conversion and New Implementation
- Master Data Curation and Selective Data Transitions
- Compatibility Packs
- Migration Tools

and much more.
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All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.
Click HERE to access the SAP Transformation Navigator session of this document.
Your Transformation Guide
SAP Transformation Navigator

Click HERE to access the SAP Transformation Navigator session of this document.
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Your Transformation Guide

**Content**
About This Document

- The Transformation Guide aims to help customers move from seeing the need for digital transformation to starting the journey.
- It summarizes the output of SAP Transformation Navigator from the transformation perspective. A business guide and a technical guide are also available to comprehensively address all stakeholder needs.
- Moving to execution, the Transformation Guide starts with overall transformation scenarios and SAP services, summarizes your transition overview and prioritization, and outlines the planning, timeline, and commercials going forward.

In this digital economy, it’s winner takes all, and early movers are typically the winners. But, there’s a big difference between understanding the need to move, and knowing where to go – with the SAP Transformation Navigator we offer a comprehensive self-service tool to start the journey.

In addition to this guide, we recommend the following information and programs:

**SAP S/4HANA Movement**

The SAP S/4HANA Movement program aims to encourage customers to make the move to next-generation ERP and provide them with the tools, assets and services needed for an easy and seamless transformation. Join the program to accelerate your implementation of SAP S/4HANA.

**SAP S/4HANA Value Starter**

This free offering provides individual sessions to explore and understand your journey to SAP S/4HANA. Register through your account and book a timeslot here. See chapter SAP S/4HANA Value Starter [page 10].

**Mapping Your Journey to SAP S/4HANA**

This guide – also referred to as the SAP S/4HANA Manifesto – is a collection of insights, fed by over 8,000 SAP S/4HANA projects. It is a high-level yet detailed document which you can access here.
1 Transition Scenarios and Vision-to-Value

1.1 Adoption Scenarios and Transition Paths

For any transformation, there is a range of possible adoption scenarios:

- Cloud adoption for multiple lines of business (such as HR, Supply Chain, and Sales)
- Adoption of an agile innovation platform (Business Technology Platform)
- Digital Core: early establishment of SAP S/4HANA as basis for further innovation
- Instance consolidation

When assessing these adoption paths, consider multiple factors, such as early value realization, cost and complexity of transition, risk, and others.

On a product level, you may have the choice between a conversion and a new implementation to set up a successor product. Chapter Transition Types and Services [page 8] discusses upgrade scenarios in greater depth and lists related service offerings.

<table>
<thead>
<tr>
<th>Conversion Main Phases</th>
<th>Prerequisites &amp; Clean-up</th>
<th>System Conversion</th>
<th>System Consolidation</th>
<th>Continuous Business Process Optimization</th>
<th>Cloud Transition</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Implementation Main Phases</td>
<td>Prerequisites &amp; Clean-up</td>
<td>Business Process Redesign</td>
<td>Cloud Transition</td>
<td>New Implementation (+ Consolidation)</td>
<td>Continuous Business Process Optimization</td>
</tr>
</tbody>
</table>

1.2 Align on a Vision-to-Value

With the information given in this guide and across your SAP Transformation Navigator Product Map, your journey to become an Intelligent Enterprise is accelerating. SAP is committed to leave no customer behind and invites you to join the SAP S/4HANA Movement program.
With the SAP S/4HANA Movement, you receive tailored guidance and direct engagement to define your move to the Cloud. SAP provides best-in-class smart tools, agile methodologies, and outcome-oriented services in a proven, four-step Vision-to-value approach to quickly deploy RISE with SAP as a starting point of your transformation journey.

Figure 1: Join the SAP S/4HANA Movement to receive guidance during each of the four steps of our Vision-to-value journey.
2 Transition Overview and Prioritization

Within your product map in SAP Transformation Navigator, you have made multiple selections of current and future capabilities covered by SAP products. For your reference and further use, these selections are also available in a spreadsheet. You can download it from the Download Document section within your product map and re-use product and capability lists as you like.

Representing the Transition Guide, the following info is summarized in the spreadsheet:

- Service offerings relevant to your unique transformation journey
- Your prioritization from step Set Priorities
- License information for product transitions and extended business

Further information on the listed licenses can be found in Chapter Licenses and Subscriptions [page 11].

The spreadsheet contains information from across all PDF Guides. We recommend taking a close look in particular at:

- Product recommendations per business capability
- Additional information such as transition guides and services

2.1 Transition Overview

The following table shows all transitions recommended in your product map. Both successors to currently used products and recommendations based on your additional capabilities are listed. Additional information on the transition types can be found in chapter Transition Types and Services [page 8]
<table>
<thead>
<tr>
<th>Type</th>
<th>Industry</th>
<th>Current Products / Additional Capabilities &amp; Solutions</th>
<th>Recommended Products</th>
<th>Transition Type</th>
<th>Capabilities</th>
<th>Priority</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product</td>
<td>SAP Engineering Control Center</td>
<td>● SAP Engineering Control Center for SAP S/4HANA</td>
<td>Conversion</td>
<td>0</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>SAP ERP</td>
<td>● SAP Cash Application</td>
<td>Context-specific</td>
<td>1</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>SAP ERP</td>
<td>● SAP S/4HANA</td>
<td>Conversion</td>
<td>12</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>SAP Supplier Relationship Management</td>
<td>● SAP S/4HANA</td>
<td>Process Transformation</td>
<td>4</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>SAP Customer Relationship Management</td>
<td>● SAP S/4HANA</td>
<td>Context-specific</td>
<td>1</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>SAP Supply Chain Management</td>
<td>● SAP S/4HANA</td>
<td>Process Transformation</td>
<td>2</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>SAP Supply Chain Management</td>
<td>● SAP Integrated Business Planning for Supply Chain</td>
<td>Process Transformation</td>
<td>1</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>SAP Portfolio and Project Management</td>
<td>● SAP S/4HANA</td>
<td>Conversion</td>
<td>0</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>SAP Business Information Warehouse</td>
<td>● SAP BW/4HANA</td>
<td>Conversion</td>
<td>0</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>SAP Supplier Relationship Management</td>
<td>● SAP Ariba Sourcing, cloud edition</td>
<td>Conversion</td>
<td>1</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>SAP Integrated Business Planning for Supply Chain</td>
<td>● SAP Integrated Business Planning for Supply Chain</td>
<td>Stay On</td>
<td>0</td>
<td>0</td>
<td></td>
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<tr>
<td>Capability</td>
<td>High Tech</td>
<td>Outcome-Based Business Insights</td>
<td>New Capability</td>
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<td>0</td>
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<tr>
<td>Capability</td>
<td>High Tech</td>
<td>Environmental Footprint Analysis</td>
<td>New Capability</td>
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<td>0</td>
<td></td>
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<tr>
<td>Capability</td>
<td>High Tech</td>
<td>ESG Key Figure Management</td>
<td>New Capability</td>
<td>1</td>
<td>0</td>
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<tr>
<td>Capability</td>
<td>High Tech</td>
<td>Entitlement Management</td>
<td>New Capability</td>
<td>1</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>Capability</td>
<td>High Tech</td>
<td>Solution Billing</td>
<td>New Capability</td>
<td>1</td>
<td>0</td>
<td></td>
</tr>
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<td>Capability</td>
<td>High Tech</td>
<td>Collaborative Supply Network</td>
<td>New Capability</td>
<td>1</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>Capability</td>
<td>High Tech</td>
<td>Advanced Available-to-Promise</td>
<td>New Capability</td>
<td>1</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>Capability</td>
<td>High Tech</td>
<td>Product Configuration</td>
<td>New Capability</td>
<td>1</td>
<td>0</td>
<td></td>
</tr>
</tbody>
</table>
2.2 Transition Types and Services

As shown in the table of chapter Transition Overview [page 6], a product-to-product transition can be categorized into transition types. This allows you to quickly estimate requirements and effort. Use the following list to assess each of your transitions, and plan accordingly.

If you require additional assistance for a specific transition, you can refer to the list of service offerings at the end of this chapter. A general overview of SAP's service offerings can be found here.

Description of Transition Types

**Upgrade**
Classical upgrades follow a highly standardized and automated approach.

**Example:** Upgrade from SAP PI to SAP PO

**Conversion**
During conversions, most data and configuration structures are preserved when moving from the current to the target product. Specific conversion steps and procedures must be applied before or during the conversion.

**Example:** Conversion from SAP ERP to SAP S/4HANA

**Example:** Conversion from SAP BW to SAP BW/4HANA

**Data Transfer / Merge**
If a functionality is transferred from one product to another, this transition type uses a specific approach for taking over most of the old code, configuration, and data.

**Example:** Data transfer from APO-PP/DS to SAP S/4HANA (Manufacturing)

**Process Transformation / Re-Implementation**
Process transformation implies a re-implementation of business processes to be adopted. These implementations can be based on reference architectures, best practices, and model companies (plus industrialized loading of data).

**Example:** Process transformation from SAP CRM Marketing to SAP Commerce Cloud

**New Access Type / Discontinued Content**
When moving to a new platform, some current application parts and technologies are replaced by others. If the current application parts and technologies don’t
contain the business data, transition efforts are generally less. An example would be discontinued analytics models.

**Example:** Discontinued content when moving from SAP CRM Sales for iOS to SAP Fiori for SAP CRM

**Context-Specific** This transition type depends on the capabilities you’re using.

Transition to a successor product is supported by different SAP service offerings. The following list shows offerings relevant to the selections in your product map.

<table>
<thead>
<tr>
<th>Service Focus</th>
<th>Industry Relevance</th>
<th>Current Product</th>
<th>Recommended Product</th>
<th>Transition Type</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advisory</td>
<td></td>
<td>SAP BW/4HANA</td>
<td></td>
<td>Strategic Advisory Service</td>
<td>for Analytics</td>
</tr>
<tr>
<td>Implementation/Migration</td>
<td></td>
<td>SAP BW/4HANA</td>
<td>Implementation Service for SAP BW/4HANA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Implementation/Migration</td>
<td></td>
<td>SAP Cash Application</td>
<td>Quick-Start Service for SAP Cash Application</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Implementation/Migration</td>
<td></td>
<td>SAP Integrated Business Planning for Supply Chain</td>
<td>Analysis of Potential for Inventory Optimization</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Implementation/Migration</td>
<td></td>
<td>SAP Integrated Business Planning for Supply Chain</td>
<td>Best-practices implementation for SAP Integrated Business</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Implementation/Migration</td>
<td></td>
<td>SAP S/4HANA</td>
<td>Implementation of Analytics with SAP S/4HANA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Implementation/Migration</td>
<td></td>
<td>SAP S/4HANA</td>
<td>Implementation of Health and Safety for SAP EHS Management</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
3 Planning, Timeline and Commercials

Following on from the summary and scope of the SAP Transformation Navigator session in the previous chapters, chapter 3 is intended to outline a helpful way forward.

The topics of chapter 3 are selected based on our experience of a very high number of customer planning discussions and evolve from the Business Guide and Technical Guide to the Transformation Guide.

3.1 SAP S/4HANA Value Starter

SAP S/4HANA Value Starter is a free offering which consists of:

- A welcome package with a customer-specific point-of-view teaser
- Preparation and an information call
- Three half-day engagements in remotely offered workshop sessions
- Case for Change - an output document outlining customer-specific benefits and capabilities
SAP S/4HANA Value Starter fosters your understanding of the incremental value that comes with an implementation of SAP S/4HANA. Since it is aligned with the SAP S/4HANA Movement program, it provides advice on a variety of transition-related topics.

### 3.2 Licenses and Subscriptions

Within your Product Map in SAP Transformation Navigator, you will find license information for every recommended product on the detailed information page.

The columns titled “Product Conversion”, “Contract Conversion”, and “Cloud Extension” indicate the availability of a given “recommended product” under the respective conversion policy or extension model. This information does not represent a recommendation from SAP to apply such policy in your individual landscape and license situation. Your SAP account executive will advise you on the commercial options specific for your landscape transition.

Mentioned license materials are base materials. Additional license materials are available to reflect volume or user pricing tiers. Alternatively, some shown license materials might be optional for you. Your SAP account team will work with you to establish the final set of required software licenses and subscriptions, including a quotation under consideration of the applicable transformation policies.

We assume that the products you are currently using are covered under your existing license and subscription agreements, so we limit license and subscription information to the additional products.
3.3 Proposal for The Next Steps – Leverage Complementary Tools and Services

With your product map set up in SAP Transformation Navigator, you can now take the next steps towards becoming an Intelligent Enterprise. Use your product map and exported guides to engage with SAP.

The Business Guide, Technical Guide, and Transformation Guide have given you an overview about the most common questions that need to be answered to plan your transition to a SAP S/4HANA-centric landscape.

As a concrete next step, we recommend using the self-services and resources mentioned in Chapter 3 of all guides. These offerings will help you getting insights into the topics and you will be able to establish a first plan and understand where additional work is required to deepen your understanding. SAP services will help you on this journey.

If you need help, please contact your SAP service representative. If you aren’t sure who to contact, please get in touch with one of our offices nearest you:

https://www.sap.com/about.html

3.4 Service Offerings by Partners

SAP partners can provide services to assist your company’s digital transformation. Each of the various services is designed to work seamlessly with your SAP deployment.

The following is an overview of SAP’s Global Strategic Service Partners and a summary of their services. For a complete list of all SAP partners covering specific industries, regions or solutions, access the SAP Partner Finder: https://partneredge.sap.com/content/partnerfinder/search.html

<table>
<thead>
<tr>
<th>Partner</th>
<th>Digital Transformation Services Summary</th>
<th>Links for Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accenture</td>
<td>solves our clients’ toughest challenges by providing unmatched services in strategy, consulting, digital, technology and operations. Beyond the SAP Transformation Navigator engagement, Accenture offers services to enable your digital transformation journey with SAP S/4HANA and SAP Leonardo at the core. With unique industry solutions and value accelerators, Accenture can help your business transform across all functions and deliver value and innovation using analytics, cloud, and mobility.</td>
<td>More Details</td>
</tr>
</tbody>
</table>
### Atos

Atos focuses on generating value for SAP S/4HANA digital transformation, while delivering operational and financial efficiencies. Through pre-configured industry solutions and customer experience, Atos is ready to ensure your use of SAP S/4HANA creates fast, genuine and differentiating business advantage. We combine our strength in digital consulting, implementation, integration, application, appliance, and infrastructure services to bring you unique end-to-end solutions with built-in security. These end-to-end capabilities leverage our deep industry expertise, large partner eco-system and innovative IoT, Cloud, Mobility, Analytics, AI/ML and Automation assets, to help you accelerate your digital journey and drive business.

[More Details](#)

### Capgemini

Building on its strong 50-year heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Beyond the SAP Transformation Navigator engagement, Capgemini’s “Highway To S/4HANA” offer provides a full suite of services to enable your digital transformation journey with SAP S/4HANA at the core. With “Highway To S/4HANA”, Capgemini helps clients to craft a tailored approach at every stage of the S/4HANA adoption journey using various tools and accelerators: assessment, pre-configured scenarios, process mining, deployment options, solution options, functional scope, pre-checks, and custom code analysis.

[More Details](#)

### Cognizant

Cognizant is one of the world’s leading professional services companies, transforming clients’ business, operating and technology models for the digital era. Beyond the SAP Transformation Navigator engagement, Cognizant offers follow up services to enable your digital transformation journey with SAP S/4HANA at the core. The key differentiator is our unique industry-based, consultative approach which helps clients envision, build and run more innovative and efficient businesses leveraging SAP products and tools.

[More Details](#)

### Deloitte

Deloitte provides industry-leading audit, consulting, tax and advisory services to many of the world’s most admired brands, including 80 percent of the Fortune 500 and more than 6,000 private and middle market companies. Beyond the SAP Transformation Navigator engagement, Deloitte offers services to help you with all phases of your digital transformation powered by the S/4HANA digital core whether in a public or private cloud, or behind your firewall. Deloitte offers industry specific strategy, assessments, pre-configured best practice templates to complement the SAP Model Company, SAP Leonardo innovation services, and complete S/4HANA migration consulting.

[More Details](#)
<table>
<thead>
<tr>
<th>Partner</th>
<th>Digital Transformation Services Summary</th>
<th>Links for Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>DXC Technology</td>
<td>DXC Technology helps clients harness the power of innovation to thrive on change and our deep experience gives us a clear and confident vision to help clients navigate the future. Beyond the SAP Transformation Navigator engagement, DXC offers follow up services to enable your digital transformation journey with SAP S/4HANA at the core. DXC works with clients to create and execute a roadmap that starts with the business case and goes through solution design and build to ongoing digital operations with intelligent improvement.</td>
<td>More Details</td>
</tr>
<tr>
<td>EY</td>
<td>EY is a global leader in professional services ranging across assurance (audit), tax, transaction and advisory services. Beyond the SAP Transformation Navigator engagement, EY offers a wide range of services to enable your digital transformation journey with SAP S/4HANA at the core. The key differentiator is our packaged offerings such as Agile Finance and Agile Supply Chain, that accelerate the entire customer engagement lifecycle from business case development to implementation to value realization leveraging SAP products and tools.</td>
<td>More Details</td>
</tr>
<tr>
<td>HCL</td>
<td>HCL is recognized as a global SAP implementation leader, by leading analysts like Gartner and IDC. As a global SAP implementation partner and with 9000+ SAP experts, we offer end-to-end SAP offerings and innovative industry solutions. HCL has developed a value-based program from our in depth analysis of the new technology and the feedback from our clients to make their SAP HANA and SAP S/4HANA journey non-disruptive and outcome based. HCL helps clients migrate to SAP S/4HANA to start realizing the initial benefits offered by the speed and simplification that is inherent with the new technology and platforms such as SAP Cloud Platform</td>
<td>More Details</td>
</tr>
<tr>
<td>IBM Global Business Services</td>
<td>IBM Global Business Services consultants help organizations create new sources of value, digitally reinvent operations for greater efficiency, and drive growth. Beyond the SAP Transformation Navigator engagement, IBM offers follow up services to clients to enable their complete digital transformation journey with S/4HANA at the core. Key highlights include IBM S/4HANA Value Accelerator service, where our IBM HANA Impact Assessment and approach for business case creation are key parts, and multiple industry accelerators, based on our IBM Industry IMPACT solutions, to complement SAP’s Model Company and Value Assurance Packages to speed up time to value.</td>
<td>More Details</td>
</tr>
<tr>
<td>Partner</td>
<td>Digital Transformation Services Summary</td>
<td>Links for Details</td>
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</tr>
<tr>
<td>Infosys</td>
<td>Infosys is an Indian multinational corporation that provides business consulting, information technology and outsourcing services. Beyond the SAP Transformation Navigator engagement, Infosys offers follow up services to enable your digital transformation journey with S/4HANA at the core. Key service offerings include value assessment, business case development and Infosys built S/4HANA migration tools and accelerators to ensure customer success.</td>
<td>More Details</td>
</tr>
<tr>
<td>Let's Solve</td>
<td></td>
<td>More Details</td>
</tr>
<tr>
<td>NTT DATA</td>
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<td>More Details</td>
</tr>
<tr>
<td>pwc</td>
<td></td>
<td>IT Services</td>
</tr>
<tr>
<td>TATA CONSULTANCY SERVICES</td>
<td>Tata Consultancy Services is an IT services, consulting and business solutions organization that partners with many of the world’s largest businesses in their transformation journeys. Beyond the SAP Transformation Navigator engagement, TCS offers follow up services to enable your digital transformation journey with SAP S/4HANA at the core. A full spectrum of services offered including advisory &amp; assessment, proof of concept, deployment, value added service &amp; support to accelerate your business innovation and process improvement leveraging SAP products and tools.</td>
<td>Consulting</td>
</tr>
<tr>
<td>Tech Mahindra</td>
<td>Tech Mahindra is a federation of companies, bound by one purpose – to Rise. Inspired by this spirit, our legacy and values, our goal to always positively impact our partners, stakeholders, communities and the world at large, remains unshakeable. Application transitions are costly affairs and often keep enterprises from taking the next big step towards their business transformation goals. Epselon framework enables business and IT users with right insights, brings automation and helps in unlocking values from existing SAP investments. Epselon enables customers to swiftly embark on SAP Digital Transformation journey. It provides enterprise baseline information consisting of process complexities, usage and insights to SAP EhP, HANA Database and S/4HANA. With Epselon, customers can choose their transformation path while being able to accurately plan and envisage impacts to current application support.</td>
<td>More Details</td>
</tr>
<tr>
<td>Partner</td>
<td>Digital Transformation Services Summary</td>
<td>Links for Details</td>
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</tr>
<tr>
<td>T-Systems</td>
<td>T-Systems supports its customers in migrating their ERP systems and creating the optimal SAP transformation strategy. Big data analysis, social media, mobile apps, and global networks are changing the business world: Adaptability and responsiveness have never been more critical to a company’s success. Ever shorter innovation cycles are constantly redefining the requirements for organization, structure and business processes. Without cloud-based IT services, this kind of momentum could not be realized in companies. With the applications and services of the market leader SAP, companies can control business in real time, optimize data analysis, and extend business models. As a long-standing and certified SAP partner, T-Systems offers an end-to-end range of highly standardized solutions for ERP, Cloud, SAP S/4HANA, and SAP Leonardo, among others.</td>
<td>More Details</td>
</tr>
<tr>
<td>Wipro</td>
<td>Wipro is a leading global information technology, consulting and business process services company focused on harnessing the power of the latest emerging technologies to help our clients adapt to the digital world and make them successful. Beyond the SAP Transformation Navigator engagement, Wipro offers follow up services to enable your digital transformation journey with SAP S/4HANA at the core. Key highlights include impact assessment, advisory and implementation services for transition to S/4HANA and a safe passage framework to move to the Cloud.</td>
<td>More Details</td>
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