

**2025 BUYER'S GUIDE** 

# SAPS/4HANA



# **Building for the Future** with SAP S/4HANA

**75**%

of customers running SAP ECC or SAP Business Suite are yet to move to SAP S/4HANA.

he move to SAP S/4HANA continues to be the biggest question in the SAP ERP space. Since the solution was introduced, SAP have reported that more than 25,000 customers have licensed the solution. While this number may seem significant, it only represents around a quarter of SAP's total ERP customer base. Over the last three years, SAP has emphasized the move to cloud ERP and SAP S/4HANA Cloud through the RISE with SAP offering. While this has seen growth, most customers running SAP S/4HANA continue to do so through traditional licensing rather than the subscription-based model that is part of RISE with SAP. However, converting long-time ERP customers to either SAP S/4HANA or SAP S/4HANA Cloud remains a hurdle for SAP.

Organizations that have already deployed SAP S/4HANA have experienced benefits like improved process efficiencies and performance compared to their previous ERP systems, including better end-user and business satisfaction owing to the SAP Fiori-based interface. However, despite such benefits, SAP S/4HANA adoption is sluggish. Some adoption models predict that as many as 10,000 customers will not have started their move to SAP S/4HANA by the time mainstream maintenance ends in 2027.

Lack of adoption remains a major concern for SAP. This reflects in the data shared by SAP's CEO Christian Klein during the recent earnings calls where he stated that only 25% of SAP's existing enterprise ERP customer base has started the move to

18%

of organizations report that they either have no plans to switch to SAP S/4HANA or will not do so until after 2027 SAP S/4HANA. With approximately 25,000 customers having licensed the solution, half of whom are entirely new, there remains over 35,000 customers still running SAP ECC or SAP Business Suite. Convincing these customers to move to SAP S/4HANA will be a significant challenge for SAP especially considering that 18% of respondents in a SAPinsider research report state that they either have no plans to switch or will not do so until after 2027.

To help SAP users with their decisions around SAP S/4HANA, SAPinsider put together this Buyers Guide which explores the challenges, opportunities, and trends while highlighting key vendors and partners in the space. The vendor capability assessments are intended to aid and assist organizations in selecting vendors who provide technology and consulting services for SAP S/4HANA including preparation, implementation, infrastructure, and post-deployment support.

The transition to SAP S/4HANA is further complicated by SAP's focus on moving customers to RISE with SAP. While many customers might be willing to consider a move to SAP S/4HANA at some point, few are interested in RISE with SAP. This is partly due to concern about potential limitations that may exist with using RISE with SAP, but most importantly, the high cost of the project. While transitioning to SAP S/4HANA is already expensive, adding the complexity of cloud-based infrastructure and multi-year subscription-based licensing can significantly increase the total cost.

While the move to RISE with SAP does not require the capital expenditure that a more traditional SAP S/4HANA deployment would incur, the long-term recurring costs can be significant. Additionally, the preparation work needed for both the projects is nearly identical. In both cases, organizations are required to cleanse, harmonize, and improve data quality, adapt custom

code and determine the customizations needed to be included, put plans in place for updating or upgrading third-party solutions integrated with their ERP system, and redefine roles and authorizations.

Completing this preparation work may require months of effort, especially if the move to SAP S/4HANA is part of a larger transformation project. While broader transformation offers the opportunity to update and redefine business processes to better support current business needs, doing so not only requires SAP team's involvement but also considerable commitment from other business verticals. Without their involvement, organizations can not ensure if the newly deployed system and processes will meet end user needs.

Consultants and system integrators also play an important role in the move to SAP S/4HANA. While there may be an expectation that system integrators are primarily engaged to supplement internal teams, these organizations often play a much bigger role. For example, respondents to SAPinsider research highlight adapting custom code, project management, optimizing workflows and processes, business case development, and solution deployment as some of the areas in which they plan to use system integrators.

The challenge that lies with consultants and system integrators will be their availability over the coming years. With so many organizations still needing to move to SAP S/4HANA, most projects lasting from 1-2 years, and with thousands of customers looking to complete projects between now and 2027, there will be a resource bottleneck. This may well mean that some organizations that were looking to use system integrators may not be able to do so. It is vital that those moving to SAP S/4HANA ensure that they put plans in place to address the potential for resource limitations if they are to be able to meet their planned project deadlines.

### **Drivers for SAP S/4HANA Adoption**

Over the last year, the upcoming end of mainstream maintenance has become the biggest single factor impacting SAP S/4HANA adoption. This is not only affecting the larger transformation plans for organizations, but also the strategies that they are implementing. Almost all organizations are now focused on the end of maintenance deadline, even if they do not intend to complete SAP S/4HANA deployment before the end of 2027.

However, several other factors continue to influence SAP S/4HANA adoption. One of these is the pressure to create a harmonized and centralized model and structure. While a unified and centralized business and financial truth has been a longstanding priority for organizations, the move to SAP S/4HANA is a key step for achieving this goal. However, this must be balanced against the overall cost of the project and potential savings that can be achieved by replacing existing infrastructure. Organizations must ensure that these drivers are accounted for as part of the projects that they are completing.

Upcoming end-of-maintenance requires a transition to SAP S/4HANA. More than half the organizations responding to SAPinsider research now consider the upcoming end of maintenance to be the biggest factor driving their future ERP plans. The challenge for these organizations is in how to proceed. SAP is making traditional licensing of SAP S/4HANA significantly more expensive, but many organizations are not interested in moving to RISE with SAP S/4HANA Cloud. Organizations also face both governmental and industry regulations around data sovereignty and data resi-

dency and must balance compliance with any future ERP plans. While there are significant benefits that can be achieved by moving to SAP S/4HANA, for example improved process efficiencies, performance, and end-user satisfaction, organizations must plan effectively if they are to capitalize on the technology innovations offered by the solution.

Opportunity to re-engineer processes to better fit operational needs or correct configurations from a previous ERP implementation. Every ERP deployment is unique. This is because they are almost always customized to meet the specific operational needs of the organization in which they are running. This includes everything from the deployment infrastructure to the way business processes work. However, many of these processes were put in place when the system was first deployed, which may be up to 20 years ago in case of some older ERP deployments. While adjustments can be made, many SAP customers now face the challenge that their processes no longer meet today's operational needs. Moving to SAP S/4HANA can provide the opportunity to update or correct existing configurations if the deployment that is completed is more than a system conversion. Leveraging this opportunity may be crucial to long-term organizational success and is something that should be strongly considered as part of the move to SAP S/4HANA.

Pressure to reduce costs in existing systems and infrastructure and provide additional flexibility and scalability. One of the benefits of moving to SAP S/4HANA

**54**%

of organizations report that the upcoming end of maintenance is the biggest factor impacting their plans for SAP S/4HANA.

63%

of organizations state that the high cost of the project is the biggest factor preventing them from moving to SAP S/4HANA.

is an opportunity to leverage cloud-based infrastructure, which can be cheaper than new infrastructure investments, and may also provide increased flexibility and scalability. But behind these goals is a pressure to reduce IT costs, something that is constant for most IT teams. Legacy infrastructure, especially in the case of systems that may have been running for over a decade, can be expensive to maintain. Some companies have performed a lift and shift of their systems to either private cloud or hyperscaler-based infrastructure, but others are looking to complete this move in conjunction with an SAP S/4HANA deployment.

Pressure to digitally transform existing ERP solutions to create a harmonized and centralized model and structure. A single source of business and financial truth is a goal for many organizations. Moving to SAP S/4HANA makes this possible because most organizations are looking to replace multiple existing ERP instances with a single SAP S/4HANA instance. While this may make the move to SAP S/4HANA more complex, the benefits

that can be achieved with a scaled-up deployment can outweigh the increased complexity. Having a single, centralized system that contains all the organization's business and financial data has reporting, analysis, and cost benefits that can make moving to SAP S/4HANA a huge benefit.

**Business demands updated processes** that better fit current needs and regulatory requirements. Regulations around topics like personal data, data residency, and data sovereignty have changed rapidly over the past decade and have made it difficult for organizations to keep up with existing systems. This is especially true when many deployments contain multiple customizations and use a relatively small proportion of standard functionality. If it takes weeks or months of updates to customizations to support new regulations, and for each change in regulation, this can be very expensive for organizations. Implementing a system like SAP S/4HANA, and by using standard functionality in that system, can make providing updated processes to business teams much more achievable.



### **SAP S/4HANA Trends**

SAP S/4HANA Adoption status. Around 30% of organizations surveyed by SAPinsider report that they have deployed SAP S/4HANA. However, not all of them have switched to the solution. This is because they may be conducting a proof-of-concept or pilot project or are in the process of converting just one of their existing ERP implementations to SAP S/4HANA with the intent to make decisions about further deployments based on the success of the first. Each year sees fewer organizations with no plans for a move to SAP S/4HANA, but the overall adoption continues to remain steady.

**Deployment model for SAP S/4HANA**. A

system conversion or brownfield deployment remains the most likely deployment model for SAP S/4HANA among respondents to SAPinsider research. This has remained consistent over the last five years. What continues to change is that, as more long-term SAP customers move to SAP S/4HANA, a growing number are planning to use a selective data transition for their deployment. A selective data transition offers significant flexibility to organizations including the ability to move only relevant historical data, bring forward existing structures while incorporating new business processes, and the ability to change landscapes.

Infrastructure strategy for SAP

**S/4HANA**. Three quarters of those responding to SAPinsider's Deployment Approaches to SAP S/4HANA 2024 research indicated that they plan to use private cloud, hyperscalers, or a hybrid cloud approach with their SAP S/4HANA deployment. Some will use cloud infra-

structure in combination with on-premise systems, but the majority are moving to either private cloud or hyperscaler/public cloud infrastructure-as-a-service offerings. Some will move to RISE with SAP or GROW with SAP, but this is only around 15% of those surveyed.

Teams involved in SAP S/4HANA decisions. Even though a move to SAP S/4HANA can have a significant impact on business teams, 87% of organizations report that IT teams are the most likely to be involved in SAP S/4HANA decisions. This is a holdover from when deciding to use an SAP system was primarily an IT decision and is something that should change as business teams need to be involved in the way business processes are updated during the move to SAP S/4HANA. Outside of IT teams, the most likely business teams to be involved are finance (68%) and supply chain (40%).

Impact of RISE with SAP on plans for SAP S/4HANA. When compared to 2023 (14%), the biggest change over the past year is that three times as many organizations (42%) now report that their thinking on RISE with SAP has changed because some generative Al capabilities are only available to cloud ERP customers. This suggests that SAP's messaging around RISE with SAP is having a significant impact on customer thinking, although the proportion of those using RISE with SAP is only increasing slowly. However, with 23% of organizations putting their SAP S/4HANA project on hold so that they can evaluate RISE with SAP (an increase of 10%), RISE with SAP adoption is likely to increase in 2025.

92%

of organizations plan to use consultants or system integrators as part of the move to SAP S/4HANA.

### **Upgrade timeline for SAP S/4HANA.**

Once organizations have deployed SAP S/4HANA, they largely fall into two categories when it comes to upgrades. The first group comprise of those continuing to run the version that they initially deployed, which could be as old as 1511 but is more likely to be 1709, 1809, or 1909. The second group comprises of those on a one-to-two-year upgrade cycle. This is supported by the fact that 31% of those

responding to the Deployment Approaches to SAP S/4HANA 2024 research reported already running or implementing SAP S/4HANA 2023 and another 27% running or implementing SAP S/4HANA 2022. Given that any version of SAP S/4HANA older than 1909 has already reached the end of mainstream maintenance, organizations running older versions should put in place plans for upgrading.

### **Tips for Buyers**

- · Put in place continuity plans for ERP systems immediately. More than 30,000 SAP customers continue to run an SAP ERP system released before 2014, and the maintenance for these systems will end within the next three years. In addition, nearly half (45%) of the organizations already using SAP S/4HANA are running a version that has either ended mainstream maintenance or will do before the end of 2025. It is vital for organizations to be aware of the end of maintenance dates for their existing ERP systems, the operating systems and databases on which they are running, and also understand how these systems will operate after the end of mainstream maintenance. Though not all organizations will move to SAP S/4HANA before the end of 2027, continued operations of ERP systems can not be assumed.
- Learn as much as possible about RISE with SAP and cloud ERP. Only a small proportion of respondent organizations (18%) are switching their SAP S/4HANA
- projects to use RISE with SAP, while another 23% are evaluating whether or not they should make any changes. However, SAP is not deviating from its cloud ERP strategy, and acquiring on-premise or perpetual licenses for SAP S/4HANA is becoming increasingly expensive and difficult. Many organizations are not ready to move away from an on-premise or cloud-hosted SAP S/4HANA deployment strategy, although more appear to be accepting that RISE with SAP may be the path they need to take, but learning as much about the packaging, pricing, requirements, and responsibilities of RISE with SAP is crucial for any organization running an SAP ERP offering.
- Dedicate time to exploring the benefits
   of the different deployment models for
   SAP S/4HANA. It may seem as though a
   system conversion is the easiest SAP
   S/4HANA deployment model for organi zations moving from SAP ECC or SAP
   Business Suite, this may not necessarily
   be the case. If the existing system was

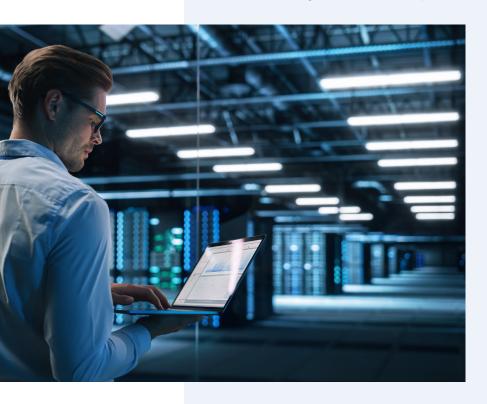
**75**%

of organizations plan to deploy SAP S/4HANA to private cloud or hyperscaler infrastructure **58**%

of organizations are either running or implementing a version of SAP S/4HANA that was released within the last two years.

- created at a time when the organization was much smaller or when business processes were quite different, there may be significant advantages to performing a new implementation and recreating those processes from scratch. Even if it makes sense to bring existing structures into a new ERP system, a selective data transition may provide a better foundation for future innovation. This is why it is vital to dedicate time to evaluating the different deployment models for SAP S/4HANA and understand the biggest challenges involved in the overall deployment.
- Utilize infrastructure that will help minimize cost and provide the best performance and security in the long-term. As organizations move to SAP S/4HANA, they are likely to be considering new and updated infrastructure to ensure the longevity of the environment they are creating. But they are also tasked with reducing costs in existing systems while providing additional flexibility, and deploy SAP S/4HANA using a cost-effective ap-

- proach that ensures high performing and secure infrastructure and operating system. Juggling these factors can be challenging, which is why working with an experienced infrastructure provider can help maximize the value of any infrastructure used, whether that is in the private cloud, public cloud, or in a hybrid landscape.
- · Ensure that deployment plans take SAP's cloud ERP strategy into consideration. Not every organization is looking to move to RISE with SAP or cloud ERP. However, for organizations that do not yet have SAP S/4HANA licenses, moving forward with an on-premise deployment may be significantly more difficult than in the past. Given that an increased number of respondents plan on not moving to the cloud, it is vital to understand how plans for SAP S/4HANA deployment align with SAP's cloud ERP strategy. This is especially true for those that do not already have SAP S/4HANA licenses. Even those who already have licenses may find themselves under significant pressure as SAP has goals to move all on-premise licenses to cloud ERP. This includes both legacy ERP systems such as SAP ECC and SAP Business Suite, but also any SAP S/4HANA deployments that are on-premise.





### About Applexus Technologies

Applexus Technologies is a global SAP consulting firm specializing in SAP S/4HANA, Data & Analytics, and SAP BTP solutions. The company offers end-to-end services, from strategic planning to seamless implementation and post golive application management support, backed by deep industry expertise and SAP domain knowledge. Applexus is a member of the BTP Focus Partner program and SAP Gold Partner.

To learn more, visit https://www.applexus.com/

### **Solution Portfolio**

- SAP S/4HANA Private and Public Cloud
- · RISE with SAP
- SAP Datasphere
- SAP BW, SAP BW/4HANA
- SAP BTP
- SAP SuccessFactors
- Databricks
- Google Cloud Platform
- AWS

### **Differentiators**

CeleRITE – Applexus' Al-powered
 platform accelerates SAP S/4HANA
 migrations by automating the migration
 of configurations, code, data, and
 security. CeleRITE supports advanced
 scenarios like ECC to S/4HANA carveouts
 for divestitures, M&A consolidations, and
 lift-and-migrate options for ECC industry specific solutions to S/4HANA, like
 AFS/FMS which are otherwise not
 feasible using standard migration
 options.

## Providing AI-Powered Accelerated SAP S/4HANA Transformations

- RunningStart method & enhanced industry solution accelerators RunningStart Agile methodology and pre-built enhanced industry-specific solutions include project accelerators such as over 1,000 test automation scripts, pre-built project documentation, and 1,500+ solutions object repository. It also includes proprietary IP industry cloud solutions like archive data visualization studio and 150+ pre-built value-added functional packages.
- Implementation expertise and value assurance Applexus' team of SAP S/4HANA migration experts have in-depth knowledge of SAP and specialize in configuration, code modernization, data transition, infrastructure aspects such as security and cloud, and work closely with customer resources to drive the program forward.

#### **Value Outcomes**

- Accelerated SAP S/4HANA migrations and reduction of up to 40% on cost and timelines.
- Improved operational efficiency with KPIs including inventory turnover ratio, stockout rate, order fill rate, cycle time of processes, system uptime.
- Improved customer experience NPS
- Value Assurance ROI, NPV calculations, Value Map.
- Change Management User adoption, Change success/failure rate, usage rate, time to adoption.

### **Use Case Example**

Customer Overview: Ingles Markets, a leading regional grocer in the Southeastern United States, with 197 stores across the Southeastern U.S.

Challenge: Constrained by a heavily customized SAP ECC FICO solution and legacy grocery ERP solutions, Ingles Markets aimed to modernize its IT landscape by migrating to the SAP S/4HANA platform and achieve real-time visibility into inventory and retail pricing and promotions, improve operational efficiency, and enhance customer experience.

Solution: Applexus transformed Ingles' legacy grocery systems by migrating them to SAP S/4HANA Retail, including SAP CAR and Sales Audit, while deploying its Enhanced Industry Solution for Grocery covering Pricing, Promotions, Procurement, Store Ordering, Master Data, and Analytics. This multi-year phased digital transformation leveraged CeleRITE, Applexus' Al-powered platform for SAP migrations.

#### **Results:**

- Solutions Live across 200+ stores
- 2000+ Store Orders Shipped (STOs) per day
- 2000+ Price Changes per day
- \$165+ Million DC to store shipments per month
- 13,899 Direct Store Delivery Deals per Period
- 10K+ Truck Routing/Month

### Neptune —

### **About Neptune Software**

Neptune Software, a leading app development platform, empowers businesses to easily create digital solutions that simplify complex enterprise processes for SAP and beyond. It has pioneered advancements in no-code, low-code, pro-code and Aldriven application development. Neptune helps accelerate digital enterprise innovation and execution while maximizing ROI through optimized technology and processes. Neptune has a global reach, serving over 800 companies and more than five million end-users and developers worldwide. Learn more at

https://www.neptune-software.com/

### **SAP Solution Portfolio**

SAP ECC 6, SAP S/4HANA on prem, SAP S/4HANA Private Cloud Edition (RISE), SAP S/4HANA Public Cloud Edition (GROW), SAP BTP, SAP Success Factors.

#### **Solution Roadmap**

- Improved AI capabilities focusing on AI-assisted development and business outcome
- SAP Business Technology
   Platform proxy for smooth integration and single sign-on support
- JavaScript Single Page Applications development capabilities

# One Platform with Unlimited Possibilities, Built for SAP S/4HANA

#### **Differentiators**

- SAP-native app development platform:
   Neptune DXP is the only Al-driven
   enterprise app development platform
   that is SAP-native, connecting Business,
   IT & Operations. One platform with
   unlimited possibilities, made for SAP
   but built for more.
- Seamless integration: Neptune uniquely offers true native integration within SAP, providing a seamless and comprehensive on-stack no-code/low-code offering for S/4HANA.
- Centralized application lifecycle: The company centralizes the application lifecycle, from design to maintenance, ensuring seamless transitions between no code, low code, and pro code development.
- Mature and predictable technology stack:
   Customers can overcome legacy
   limitations, streamline operations, improve
   user adoption, and support a mobile
   workforce for greater productivity and
   enhance efficiency with a mature and
   predictable technology stack.
- Single platform for DevOps: Full tech and delivery team can work on one platform, in one place, with ready-to-use tools for design, testing, and delivery.
- Eliminates front and backend separation:

  Neptune allows for the integration of
  multiple data sources and environments
  into a single launchpad or view. Only one
  skill set is needed to produce applications,
  eliminating the traditional separation of
  front and backend development.

#### **Value Outcomes**

- 10 x faster building high quality business apps.
- 55% decrease in software maintenance costs
- 29% increase in overall productivity.

### **Use Case Example**

Customer Overview: Nippon Gases is a Europe-based company that supplies industrial and medical gases to various industries.

Challenge: Nippon Gases faced three critical challenges during their SAP S/4HANA transformation journey:

- SAP Fiori's limitations in customization and speed.
- Rising costs tied to managed hardware, like Zebra devices.
- The need to keep their SAP core clean while addressing unique operational needs.

**Solution:** The company chose Neptune DXP to:

- Focus on clean backend practices while tailoring the frontend to users.
- Replace 300 Zebra devices with a cost-effective "bring your own device" strategy.
- Create agile, user-friendly apps for urgent and critical scenarios.
- Results: Nippon Gases now enjoys greater agility, lower costs, and user-centric innovation with Neptune DXP.
   It also benefits from:
- Faster solutions: Neptune apps outperformed standard SAP tools in critical situations.
- Cost savings: A streamlined approach reduced hardware expenses.
- Operational flexibility: Enabled a smooth SAP S/4HANA transition on their terms.

### Syniti

### **About Syniti**

Syniti solves the world's most complex data challenges by uniquely combining vast data expertise with deep business knowledge and intelligent software to ignite growth, reduce risk and increase competitive advantage.

Syniti is an SAP platinum partner and offers solution extensions for SAP software like SAP Advanced Data Migration and Management (ADMM), the only third-party SAP premiumcertified, cloud-based S/4HANA data migration solution. Syniti Knowledge Platform (SKP) is also an SAP Endorsed App and available on the SAP® Store. To learn more, visit https://www.syniti.com/

#### **Solution Portfolio**

SAP S/4HANA, SAP ECC, SAP S/4HANA Private Cloud, SAP S/4HANA Public Cloud, SAP SuccessFactors, SAP Ariba

### **Solution Roadmap**

Syniti's roadmap is centred on ad-vancing the only built for purpose platform for Data Migration, Data Quality, and Data Governance. Our product works with SAP and non-SAP systems and allows customers to start TODAY using a fit to standard, Data First approach. Key upcoming features include cloud-based data quality reporting, improved governance dashboards, and Alassisted rule creation. The roadmap prioritizes improving data readiness and accelerating migrations by expanding cloud-based data quality capabilities and leveraging the latest AI technologies. Data-driven transformation starts with ADMM.

# Full Lifecycle Data Management Platform

#### **Differentiators**

- Syniti's 'Data First' approach is necessary to transform data into a highvalue business asset, laying the foundation for business transformation that drives greater competitive advantage, higher process efficiency, and greater profitability.
- Syniti's clear customer focus and deep understanding of business and technical requirements ensure that our delivery experts transform not only the customer's data, but their business.
- Syniti's outcome-based services are powered by data lifecycle management platform, an all-in-one solution that supports data migration, quality, replication, analytics, governance, and master data management in a single, unified application.
- With over 4,000 go-lives and 15+ years of data-driven expertise, Syniti's software and services are proven to reduce risk and accelerate digital transformation projects.

#### **Value Outcomes**

- Accelerated project timelines, on-budget and on-time go-lives, and digital transformation initiatives
- De-risk integrations comprehensive insight into integrations and data initiatives with dashboards that track timelines, data quality scores, workflows, and outcomes.
- Improved data intelligence
- Preparation-based approach drives early value before the migration to S/4HANA has even begun. Key steps like rightsizing save on infrastructure and storage costs, while reducing risk of erroneous data in the target system.

 "Data First" approach ensures clean, highquality data is moved to S/4HANA to support high-value business initiatives such as ongoing reporting, analytics, fraud detection, generative AI use cases, greater operational efficiency, auditability and compliance.

#### **Use Case Example**

Customer Overview: Levi Strauss & Company (LS&Co.), one of the world's largest brand-name apparel companies.

Challenge: Levi Strauss & Co. (LS&Co.) transitioned to SAP S/4HANA Fashion to unify global business operations and consolidate multiple SAP instances and regional systems into one platform. The need was to upgrade to the latest release of S/4 regularly, with minimal downtime for the business.

Solution: LS&Co. partnered with Syniti to migrate various systems to S/4 Fashion globally. Syniti's best practices and repeatable methodology also allowed LS&Co. to successfully upgrade to the latest version of their SAP instance throughout the entire migration.

Results: Syniti successfully implemented LS&Co.'s multi-year, multi-phase migration project on time and under budget. The globally deployed cloud environment, hosted through SAP RISE, has provided new benefits and capabilities around harmonized processes, standardized data, and the ability to view retail and wholesale inventory in one place.



### SAP S/4HANA: Implementation Preparation

			No Capability	Minimal C	Capability	Partial Capability	Major Capak	pility Ful	l Capability
	BUSINESS CASE DEVELOPMENT	BUDGETING	ARCHITECTURE MODELING	PROJECT PLAN DEVELOPMENT	EDUCATION AND TRAINING	DATA CLEANSING	DATA ARCHIVING	CUSTOM CODE ANALYSIS	BUSINESS PROCESS ANALYSIS
Technology Vend	lors								
bioLock  BlackLine									
Data Migrations									
Delphix									
Docusign									
ITA Data									
Neptune Software									
Pillir							$\bigcirc$		
Promenta									•
SIOS			$\bigcirc$						
smartShift									
SNP									
Tamr									
TJC									
Voquz									
Worksoft			0				0		•
Infrastructure Pro	oviders								
AWS									
Dell Technologies									
Google Cloud					•				
Lenovo									
Microsoft Azure					•				
T-Sytems									
Vmware			•	•					
Consultants and I	Integrators								
Applexus							•		
Arch Consulting			•		•	•			•
Argano									
cbs Coporate Business Solutions								•	
Deloitte			•		•				
EY									
Gyansys									
Kaar Technologies INC									
KPMG									
msg global solutions									
Protera									
Protiviti									
PwC		4							
The Silicon Partners									
SoftwareONE					•				
Syniti									•
Syskoplan Reply									
TruQua									
	BUSINESS CASE	BUDGETING	ARCHITECTURE	PROJECT PLAN	EDUCATION	DATA CLEANSING	DATA ARCHIVING	CUSTOM CODE	BUSINESS PROCESS



# SAP S/4HANA: Implementation Preparation CONTINUED

			) No Capability	Minimal Capability		Partial Capability	Major Capal	
	WORKFLOW ANALYSIS	BUSINESS PROCESS TRANSFORMATION	TRANSFORMATION MANAGEMENT	LICENSE MANAGEMENT	ADD-ON VALIDATION	ROLE AND ACCESS PREPARATION	SIZING	SAP S/4HANA SIMPLIFICATION (GL MIGRATION, MATERIAL LEDGER,
Technology Vend	ors							BUSINESS PARTNER CONVERSION, ETC.)
bioLock								
BlackLine  Data Migrations								
Delphix								
Docusign				0				
ITA Data								
Neptune Software								
Pillir Promenta								
SIOS								
smartShift								
SNP								
Гаmr 								
Voquz		$\bigcirc$	$\bigcirc$		$\bigcirc$		$\bigcirc$	$\bigcirc$
Worksoft						$\bigcirc$		
Infrastructure Pro	viders							
AWS								
Dell Technologies								
Google Cloud			•					
.enovo								
Microsoft Azure								
T-Sytems								
Vmware				•				
Consultants and I	ntegrators							
Applexus								
Arch Consulting	•		•	•				
Argano								
cbs Coporate Business								
Solutions Deloitte								
ΞΥ								
Gyansys								
Kaar Technologies INC								
(PMG				_		-		
nsg global solutions							•	•
Protera								
Protiviti				•				
PwC				•		•		
The Silicon Partners								
SoftwareONE								
Syniti					•	•		
Syskoplan Reply								
	_							
TruQua							_	

## VENDOR CAPABILITIES \*

### SAP S/4HANA: **Implementation Support**

			No Cap	ability	Minimal Capability	Partial Ca	apability O	Major Capability	Full Capab	ility
- · · · · · · · · · · · · · · · · · · ·	SOLUTION DEPLOYMENT	PROJECT MANAGEMENT	DATA MIGRATION	ROLE AND ACCESS CREATION	CUSTOM CODE CONVERSION AND TRANSFORMATION	CHANGE MANAGEMENT	TECHNICAL PREPARATION	FUNCTIONAL PREPARATION	TESTING AND VALIDATION	SOLUTION CUT-OVER
Technology Vendo	ors				TRANSFORMATION					
BlackLine										
Data Migrations										
Delphix			•	•	•					
Docusign										
ITA Data										
Neptune Software										
Pillir										
Promenta	$\bigcirc$					0				
SIOS										•
smartShift										
SNP									•	•
Tamr										
TJC										
Voquz										
Worksoft								•		
Infrastructure Prov	<i>y</i> idere									
iiiiasti dotale Flov	nuers									
AWS								0		
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KPMG										
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SoftwareONE										
Syniti										
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	SOLUTION DEPLOYMENT	PROJECT	DATA MIGRATION	ROLE AND ACCESS	CUSTOM CODE	CHANGE MANAGEMENT	TECHNICAL	FUNCTIONAL	TESTING AND	SOLUTION CUT-OVER
	DEPLOYMENT	MANAGEMENT		CREATION	CONVERSION AND TRANSFORMATION	MANAGEMENT	PREPARATION	PREPARATION	VALIDATION	



### SAP S/4HANA: Infrastructure Offerings

			No Capability	Minimal C	Capability F	Partial Capability	Major Capability
Toohnology	ON-PREMISE INFRASTRUCTURE	ON-PREMISE SUBSCRIPTION-BASED MANAGED INFRASTRUCTURE	PRIVATE CLOUD	MULTI-TENANT PUBLIC CLOUD	SINGLE-TENANT PUBLIC CLOUD	VIRTUALIZATION SERVICES	HYPER- CONVERGED INFRASTRUCTURE
Technology Vend	aors	( )					
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### SAP S/4HANA: Post Deployment

		$\subset$	No Capability	Minimal Ca	apability I	Partial Capability	<b>→</b> Ma
	EXTENSION DEVELOPMENT	PROCESS OPTIMIZATION	PROCESS AUTOMATION	TEST AUTOMATION	SOLUTION INTEGRATION	USER TRAINING	
Technology Vend	lors						
bioLock BlackLine							
Data Migrations							
Delphix							
Docusign							
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Neptune Software							_
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Dell Technologies							
Google Cloud					•		
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msg global solutions							
Protera							
Protiviti							
PwC	•			•		•	
The Silicon Partners							
SoftwareONE							
Syniti							
Syskoplan Reply							
TruQua							
	EXTENSION DEVELOPMENT	PROCESS OPTIMIZATION	PROCESS AUTOMATION	TEST AUTOMATION	SOLUTION INTEGRATION	USER TRAINING	



# SAP S/4HANA: Post Deployment CONTINUED

			No Capability	Minimal Ca	pability P	artial Capability	→ Ma
	CONTINUOUS IMPROVEMENT	INTEGRATION CHECKS	POST- IMPLEMENTATION	UPGRADE SUPPORT	REPORTING AND ANALYTICS	PERFORMANCE MONITORING	
echnology Vendo			REVIEW				
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### SAP S/4HANA:

Does your organization offer add-ons, extensions, or additional capabilities to SAP S/4HANA in any of the following areas?

			No Capability	Minimal Ca	apability	Partial Capability	Major Capability
	HR	DATA	SECURITY	COMPLIANCE	AUDIT	DOCUMENTATION	PAYMENTS
Technology Vendo	rs						
DioLock							
lackLine							
ata Migrations							
Delphix							
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### SAP S/4HANA: CONTINUED

Does your organization offer add-ons, extensions, or additional capabilities to SAP S/4HANA in any of the following areas?

			No Capability	Minimal Ca	pability 🕕 I	Partial Capability	Major Capability	Full
	MESSAGING	TAX	AUTHORIZATIONS	APPLICATION DEVELOPMENT	PLANNING	INTEGRATION		
Technology Vendo	ors							
bioLock						0	_	
BlackLine								
Data Migrations						0		
Delphix				•				
Docusign								
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## FEATURED VENDORS



