



consenso

SUCCESSFUL SAP PROJECTS

S/4 Transformation

Your transformation project –
perfectly aligned with your strategies and
objectives for the future!





**Digital Transformation
Value Proposition**



DIGITAL TRANSFORMATION. VALUE PROPOSITION



We offer an effective and free system analysis – the **consenso ReadinessCheck**



We know the strategic **guard rails** and **to-be capabilities** of your industry



Our **digitisation framework** and **transformation methodology** enable us to implement projects in a short period of time – and with proven results.



We offer a complete **process model** tailored to your industry



We promote the principles of **harmonisation** and **standardisation**



We have **reference architectures** for selected industries



We provide our own **internal SAP systems** for analysis, demo and testing



We identify the **benefits** of change with our **Change Impact Analyse**



Together we initiate your **change management process**

powered by

RISE WITH SAP

Business Transformation as a Service



Digital Transformation Approach



POSSIBLE PATHS TO S/4HANA



1



Brownfield

Refurbishment
of old building

2



Greenfield

Extensive new
construction

3



Bluefield

New build with
retained value

Definition

Purely technical upgrade of an existing SAP Business Suite (e.g. ERP) to SAP S/4HANA

Main objective

Ensuring **SAP maintenance** beyond 2027

Advantages

Lowest implementation risk and comparatively **low effort** without data migration aspects

New introduction of S/4HANA from scratch – **no reuse** of the existing ERP implementation

Use S/4 HANA implementation to **change** existing business functions and **clean up** the existing implementation

Redesign of business process implementation as close as possible to **SAP best practices and standard approach**

New introduction of S/4HANA as **selective transformation**, i.e. selective transfer of coding, customizing and data from ERP

Use S/4 HANA implementation to **consolidate and clean up the system** while retaining the existing SAP process model

Preservation of established processes and protection of past investments combined with data cleansing and system consolidation

or alternatively: combination of **Brownfield** with 'green spots' or **Greenfield** with 'brown spots'

How to find the best and practicable approach for me?

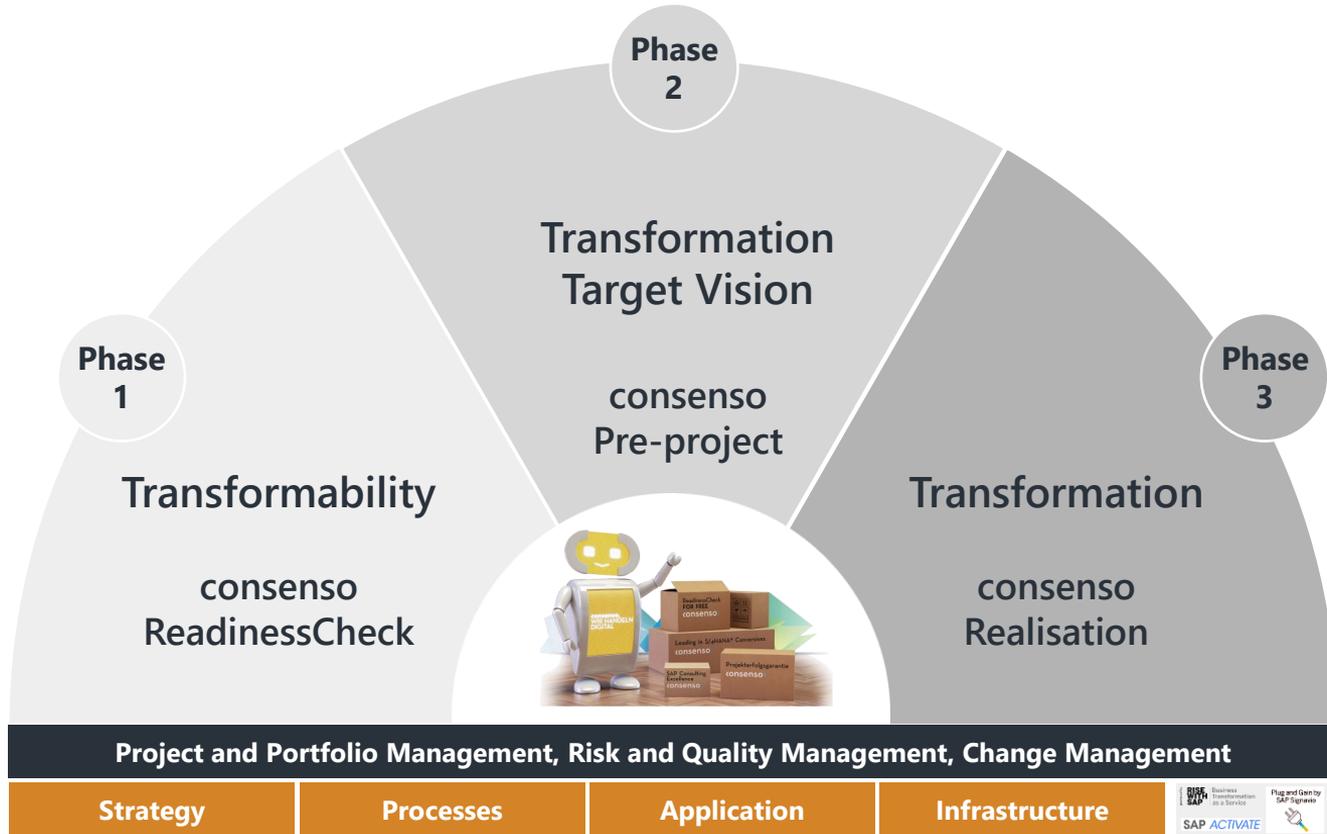


**Public, private, OnPrem? Greenfield,
brownfield or selective transformation?**

**The answers are provided by
consenso's Best Practices**



THE THREE PHASES OF AN S/4HANA TRANSFORMATION

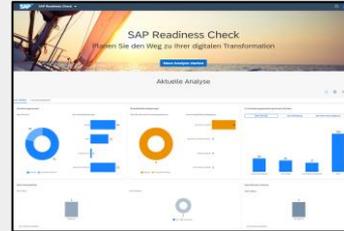


TRANSFORMABILITY & TRANSFORMATION TARGET VISION

Phase 1

TRANSFORMABILITY - consenso ReadinessCheck

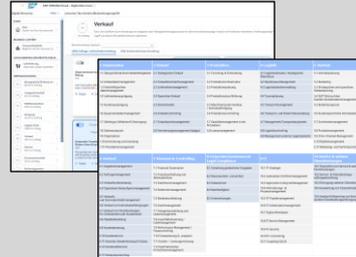
- Support for transformation recommendations
- Fast and holistic analysis of the current system
- Enrichment with customer-specific recommendations and assessments by consenso experts
- Evaluation and assessment of the relevant simplification items
- Evaluation of customer development objects regarding S/4HANA compatibility and subsequent indication of costs



Phase 2

Transformation target vision - consenso Pre-project

- Definition of strategic guard rails
- Capability map based on industry reference model
- Mapping of capabilities to SAP solution portfolio
- SAP Digital Discovery Assessment (DDA)



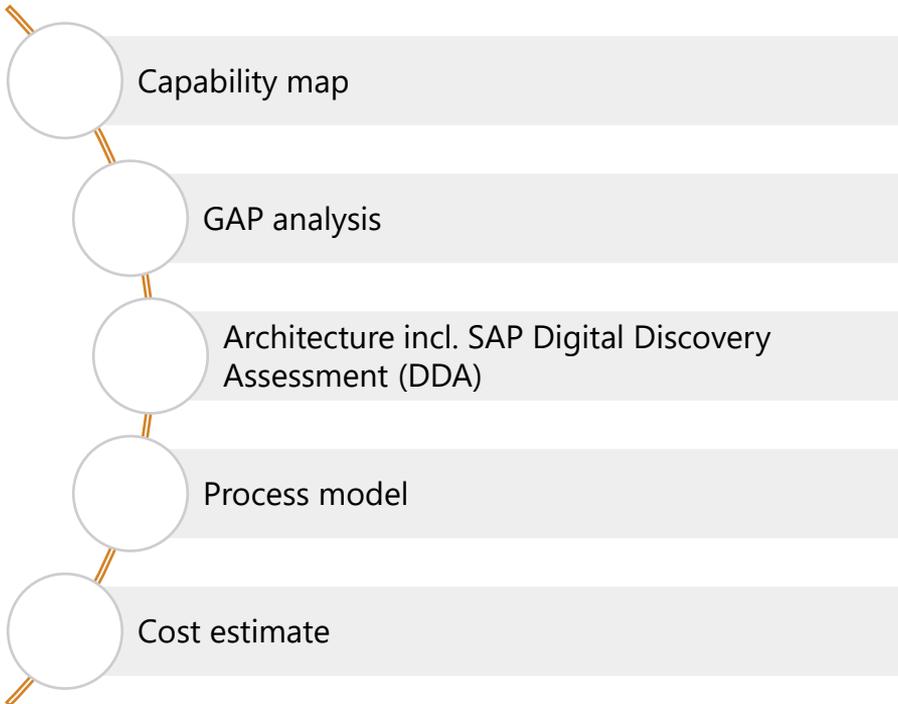
TransformationCockpit

- Consolidation of all results from the phases of transformability and transformation target vision
- Illustration of the degree of processing for the individual activities
- Single source of truth
- Real-time evaluation
- Central access point for jumping to all relevant tools



The best results with the right tools and services

PHASE 2. PRELIMINARY PROJECT



Extract of our deliverables: Capability map



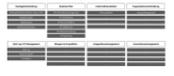
CAPABILITY MAP. STRUCTURE. HOW TO READ IT?

Management level:
Basis for alignment with strategic objectives, prioritisation, scope definition and differentiation from other projects



Level 1
Capability map (domains only)
Provides an overview of the domains.

Working level:
Basis for requirements specification and process re-engineering



Level 3
Detailed domain structure
Contains the subordinate capabilities for each main capability of a domain.

Level of detail

• **Domains** (e.g. master data, purchasing, logistics) form the top level of a capability map. At the next level, main capabilities are assigned to each domain. All **main capabilities** within a domain are related in terms of content and clearly distinguished from the next group. Further **capabilities** are assigned to each main capability. The sum of the capabilities assigned to a main capability is necessary to provide the main capability. → The capability map is a target vision developed jointly by **business and IT**.

(consenso)				
Vorkauf	Finance & Controlling	Corporate Governance & Legal Compliance	IT	Sales & services
01 Beschaffung	01 Financial Governance	01 Einhaltung gesetzlicher Vorgaben	01 IT Strategie	01 Organisation Service & weitere Dienstleistungen
02 Beschaffungsmanagement	02 Finanzbuchhaltung und -abrechnung	02 Wertschöpfen und -erhalten	02 Lieferanten-Portfolio-Management	02 Service & Dienstleistungs-Verfahrenstrategie
03 Beschaffungsstrategie	03 Beschaffungsmanagement	03 Datenrecht	03 Applikation-/System-Management	03 Schließung weiterer Dienstleistungen
04 Beschaffungsstrategie-Management	04 Beschaffungsmanagement	04 Nachhaltigkeit	04 Risikomanagement	04 Anreizsysteme/ Incentivierungsmaßnahmen
05 Verkauf	05 Beschaffung	05 Lieferantensorgen	05 IT-Systemmanagement	05 Analyse & Reporting von Service & weiteren Dienstleistungsleistungen
06 Verkauf von Dienstleistungen	06 Beschaffung	06 Beschaffung	06 IT-Infrastrukturmanagement	
07 Verkauf von Dienstleistungen	07 Beschaffung/Produktion und -management	07 Beschaffung/Produktion und -management	07 Digital Workplace	
08 Dienstleistungen	08 Beschaffung/Produktion und -management	08 Beschaffung/Produktion und -management	08 IT-Service Management	
09 Kundenberatung	09 Performance Management / Prozessoptimierung	09 Performance Management / Prozessoptimierung	09 IT Security	
10 Kundenberatung	10 IT-Systemmanagement & -anwendung	10 IT-Systemmanagement & -anwendung	10 IT-Controlling	
11 Kundenberatung & -anwendung	11 Kunden- / Lieferantenmanagement	11 Kunden- / Lieferantenmanagement	11 Reporting/COA	
12 Kundenberatung	12 Kunden- / Lieferantenmanagement	12 Kunden- / Lieferantenmanagement		
13 Kundenberatung				

PHASE 2. PRELIMINARY PROJECT

Extract of our deliverables: SAP Digital Discovery Assessment (DDA)

1 Selection of **SAP solutions**

2 Selection of **pre-selection packages**

3 **Scope** definition

4 Information on **additional requirements**

5 **Detailed qualification** of processes

PHASE 2. PRELIMINARY PROJECT



TRANSFORMATION COCKPIT

- ✓ Combining the results from phases 1 and 2
- ✓ Illustration of the degree of processing for the individual activities
- ✓ Single source of truth
- ✓ Real-time evaluation
- ✓ Central access point for jumping to all relevant tools

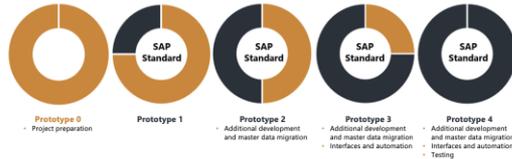


TRANSFORMATION. EXAMPLE APPROACH. BROWN- & GREENFIELD

TRANSFORMATION AND S/4 IMPLEMENTATION PROJECT

Greenfield

The prototypical implementation approach ensures a high degree of certainty regarding the appropriate IT solution.



Every prototype considers the entire process model

Every prototype considers the entire process model

ADDED VALUE OF THE APPROACH

- ✓ Early validation of requirements in the IT system
- ✓ Step-by-step refinement of the solution together with the business department and IT
- ✓ High degree of certainty regarding the appropriate IT solution, as well as standard-based mapping of requirements
- ✓ Significant reduction in implementation time
- ✓ Adoption of the results of prototype 4 for the pilot phase

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TRANSFORMATION AND S/4 IMPLEMENTATION PROJECT

Brownfield

Brownfield does not mean that the **potential benefits of an S/4HANA transformation** cannot be 'leveraged' or that **opportunities for digitisation** cannot be exploited. This can be done separately from the actual transformation and is not an unusual approach ('**brownfield with green spots**').



Use of new technologies

- Established and perfectly integrated **standard SAP processes** refine and **profitably expand the existing limits of the standard**, while remaining in the **standard data model**.
- Use of **SAP's on-board tools** or solutions from established third-party providers for our digital services.
- **Independent further development** of our services and solutions.
- In line with the principle of **'keep the core clean'**, we avoid modifications during implementation.

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consenso. YOUR SAP S/4HANA MOVERS



<https://consenso.de/de/s4hana-transformation.html>

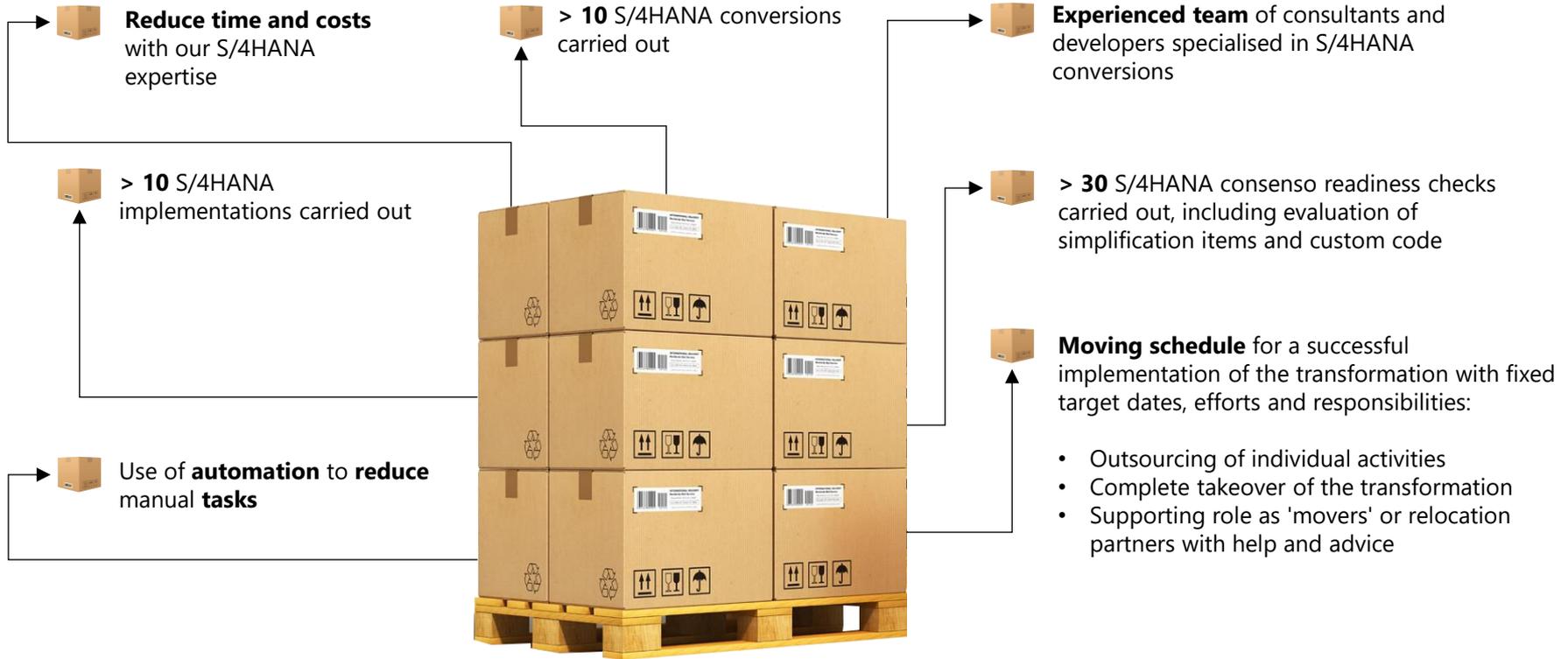


SAP S/4HANA Conversion:
A challenge for many, part of our daily work!

Your successful conversion with us...

-  Standardised and established approach, including provision of all documents for detailed planning, cutover, etc.
-  Established specification of system environments
-  Full coverage of roles and areas:
 - Development
 - Consulting
 - Basic
 - HCM (carve out)
 - Lift & shift
 - Retrofit
-  If desired, 'just' a coaching approach
-  ...

TRANSFORMATION. KEY FACTS



TRANSFORMATION. STANDARDISED SERVICES



Legend:

- included
- not included or not relevant

System conversion



Classic

System conversion



Classic pro

System conversion



Classic max

Selective transformation



Comfort

New im



Premium

Effort classification



Service

consenso ReadinessCheck



Adjustment of custom code



Technical conversion to SAP S/4HANA



Introduction business partners



FI data migration (new S/4HANA data model)

- New asset accounting
- New general ledger



Implementation of 3 test conversions



Customer commitment



Rough estimate of efforts in PD

50

150

200

individual effort indication

individual effort indication

GENERAL PRINCIPLES FOR THE INTRODUCTION



Thank you very much!

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