Discover SNP's Assessment Suite

Who starts well arrives well.

Today with you

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Agenda

- Assessments │ Expectations & Intention

- Introduction to CrystalBridge® Analysis

- Assessment Types │ What You Need to Know

- Merge-Assessment [Live View]

- Assessment Menu Card

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Assessments - Expectations and Intentions

Typical Customer Expectations (Examples)

Small & Medium Business
- Single System - how to migrate to S/4HANA?

Heterogeneous Global Multinationals (MNC)
- How to Support Program Planning
- How to Scope Transformation Programs
- How to Manage Complexity
- How to Run Transformation Programs (Clustering)
- How to Define To-Be Model & Migration Rules

Spin Offs of MNC
- "Release into Freedom"
- Get rid of overheads and unnecessary complexity
- Become agile

Guide customers on how to prepare transformations and S/4HANA implementations ("S/4 Awareness", "Merge-Scenario", "Proof of Concept", etc.)
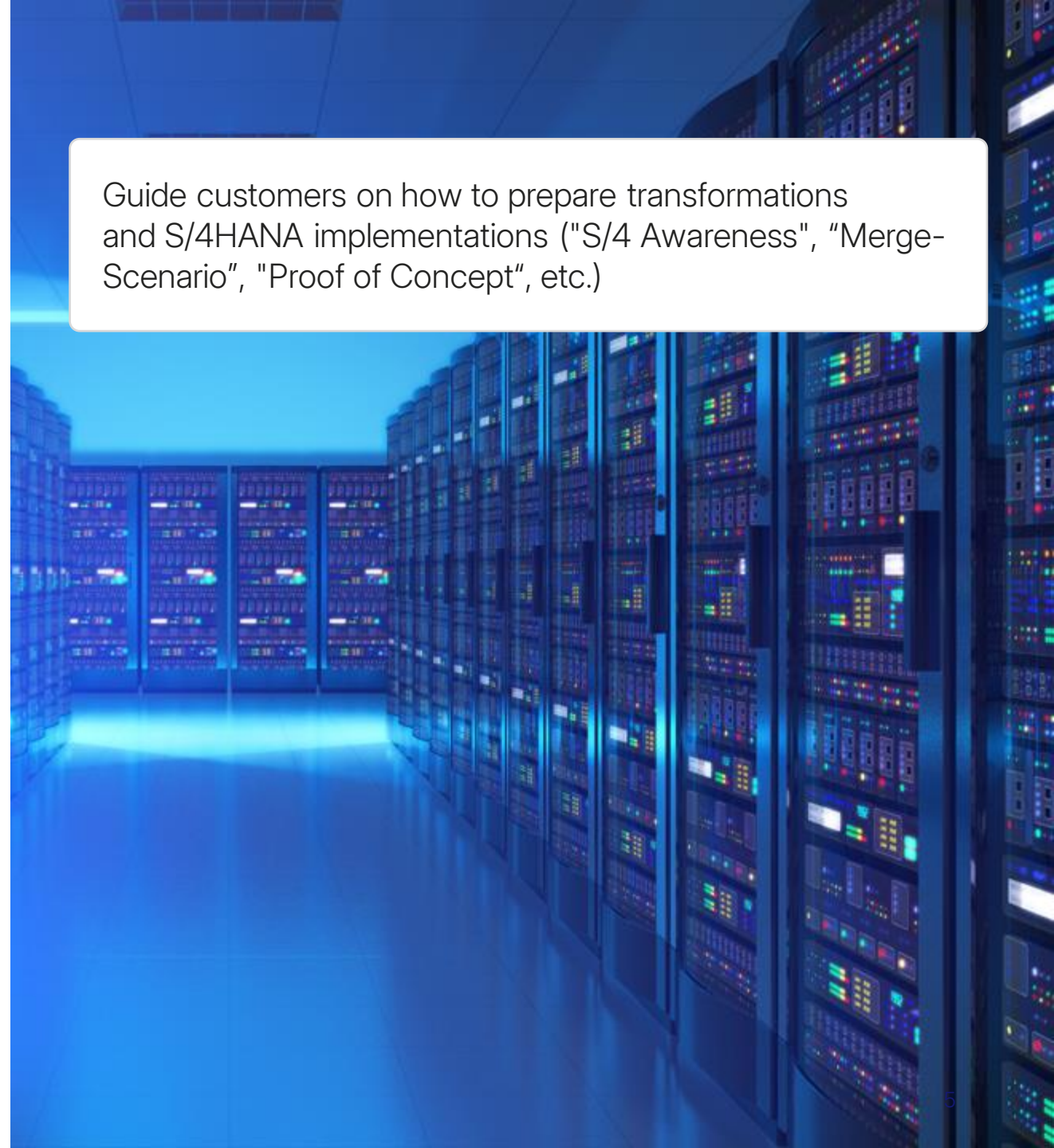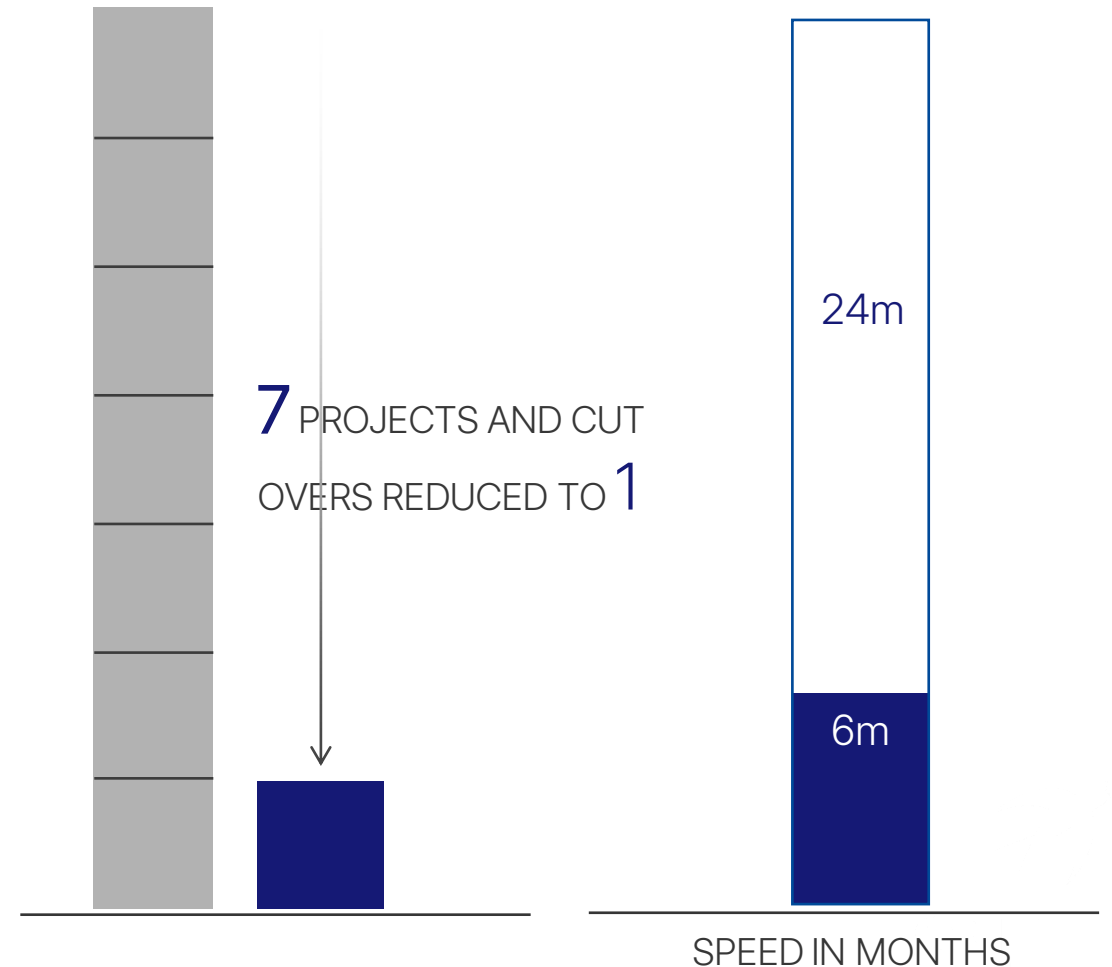
Maximize speed to value

BLUEFIELD™ powered by CrystalBridge allows you to collapse the entire transformation roadmap into one single Go-Live.

Exemplary projects on the roadmap:

1. Preparatory Data Archiving
2. Brownfield Upgrade
3. New general Ledger Conversion (New GL)
4. Business Partner Implementation
5. Business Process Transformation
6. New S/4HANA Functionality
7. Cloud Migration

SNP DATA. TRANSFORMATION. EXPERIENCE.

BLUEFIELD™

7 PROJECTS AND CUT OVERS REDUCED TO **1**

24m

6m

SPEED IN MONTHS

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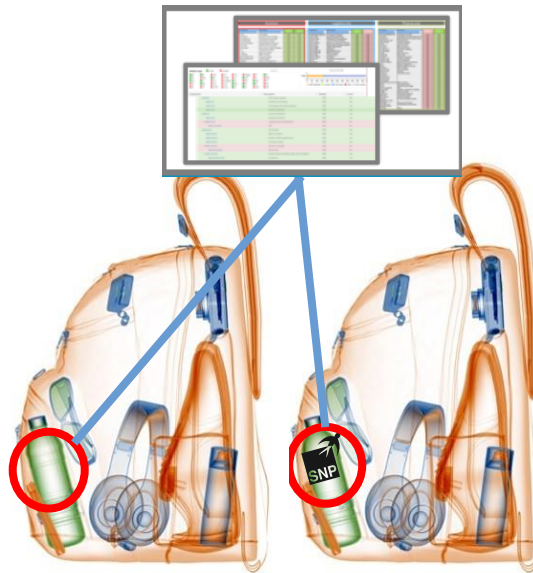
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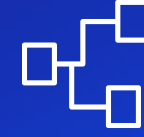
Discover and Analyse

CrystalBridge Analysis

CrystalBridge supplies an X-ray of your SAP System

- Metering / Amounts
- Weighting
- Single point of truth
- Units, but no information about data inside

- Analysing of possible conflicts
- Comparison of customizing
- Double entries / missing entries

Enterprise Structure

Data Profiling

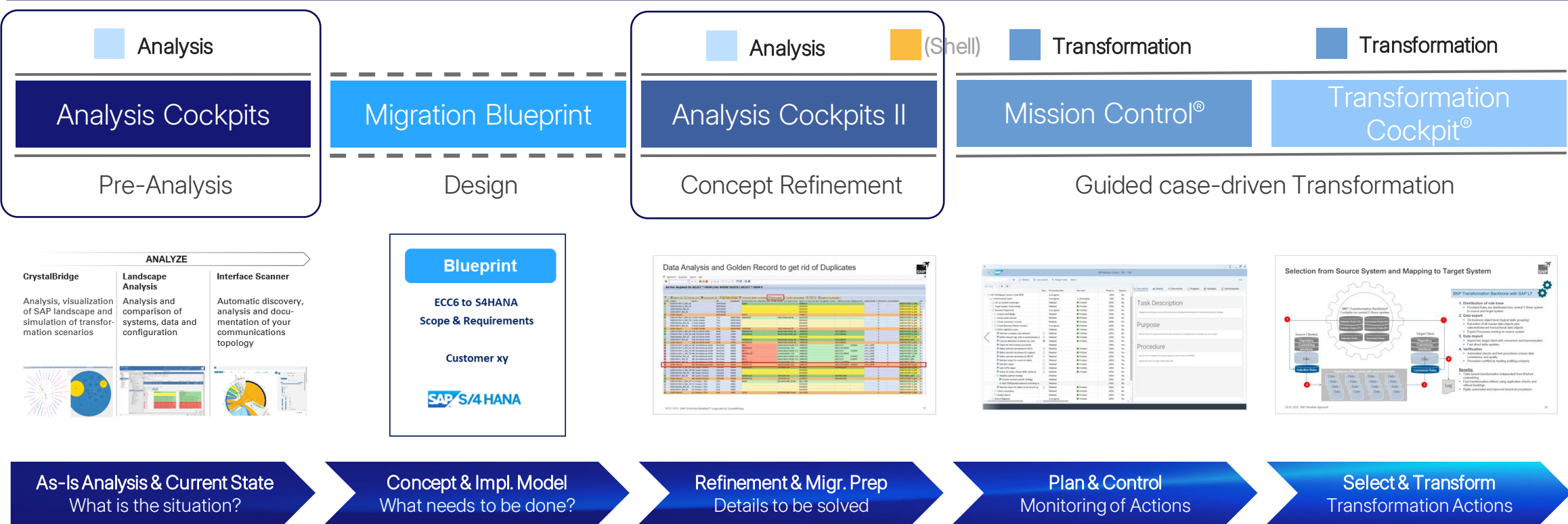Application Overview

Master Data

Customizing

Repository

Number Range

CrystalBridge® – The End-to-End Approach

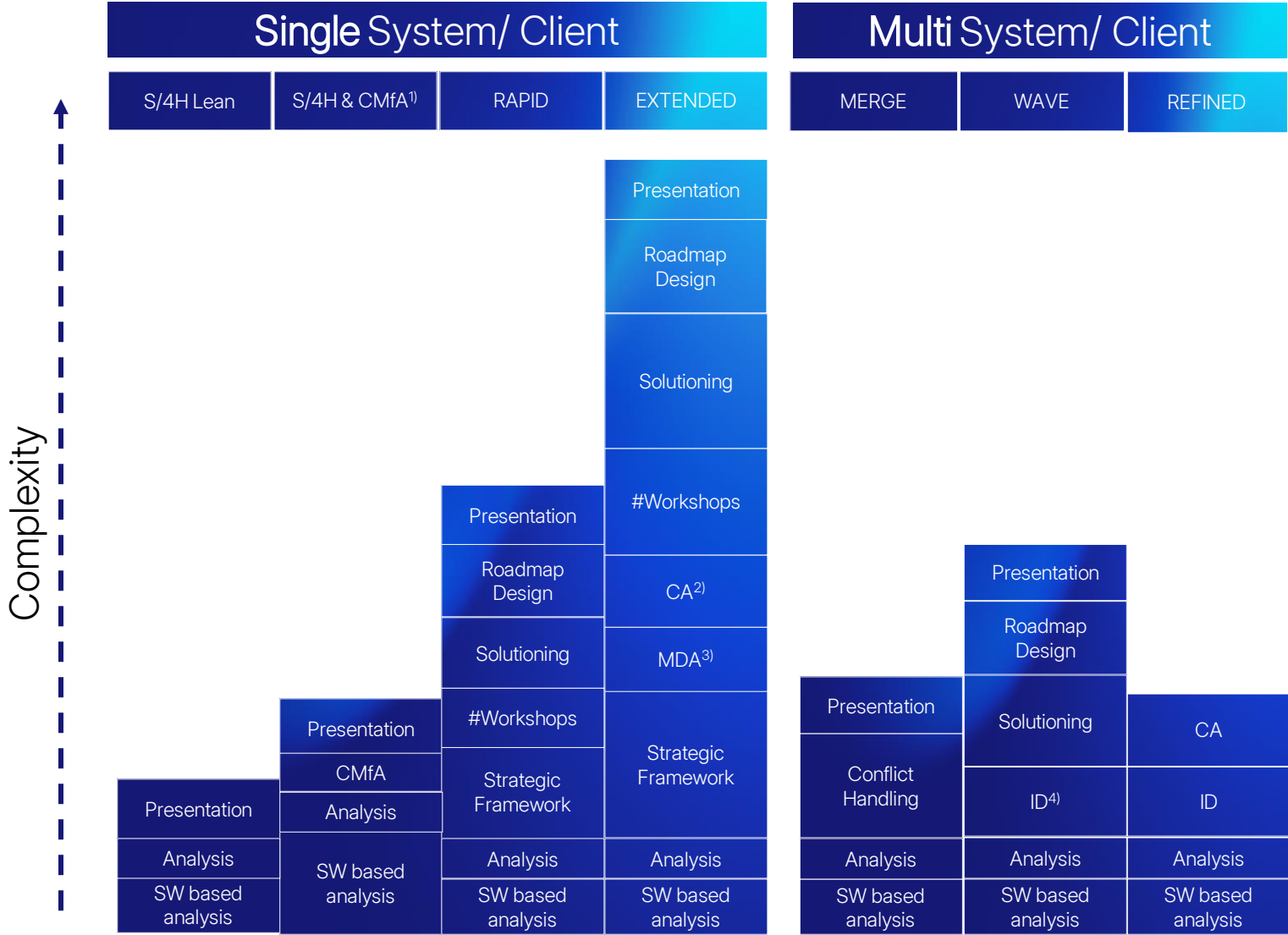## For a Maximum of Transformation Control

Analysis		Analysis	(Shell)	Transformation	Transformation
Analysis Cockpits	**Migration Blueprint**	**Analysis Cockpits II**		**Mission Control®**	**Transformation Cockpit®**
Pre-Analysis	Design	Concept Refinement		Guided case-driven Transformation	

As-Is Analysis & Current State	Concept & Impl. Model	Refinement & Migr. Prep	Plan & Control	Select & Transform
What is the situation?	What needs to be done?	Details to be solved	Monitoring of Actions	Transformation Actions

SNP CrystaBridge® - Data Transformation Platform

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Standardized Assessments

Single System/ Client			
S/4H Lean	S/4H & CMfA[1]	RAPID	EXTENDED

Multi System/ Client		
MERGE	WAVE	REFINED

Complexity ↑

Single System/ Client

EXTENDED
- Presentation
- Roadmap Design
- Solutioning
- #Workshops
- CA[2]
- MDA[3]
- Strategic Framework
- Analysis
- SW based analysis

RAPID
- Presentation
- Roadmap Design
- Solutioning
- #Workshops
- Strategic Framework
- Analysis
- SW based analysis

S/4H & CMfA[1]
- Presentation
- CMfA
- Analysis
- SW based analysis

S/4H Lean
- Presentation
- Analysis
- SW based analysis

Multi System/ Client

WAVE
- Presentation
- Roadmap Design
- Solutioning
- ID[4]
- Analysis
- SW based analysis

MERGE
- Presentation
- Conflict Handling
- Analysis
- SW based analysis

REFINED
- CA
- ID
- Analysis
- SW based analysis

SNP Standard Assessment Types support customers doing the 1st step in their SAP-Journey

- Predefined content
- Packaged price tags
- Defined duration per assessment type
- Option to order custom-content assessment

1) CMfA = Cloud Move for Azure
2) CA = Customizing Analysis
3) MDA = Master Data Analysis
4) ID = Interface Discovery

Standardized Assessments

Differentiation of SNPs Assessment Offerings (One (1) System)

⭐ LEAN ASSESSMENTS	
S/4 Standard	**Cloud Standard**
Suitable for customers who: • want a first overview of their system without having a concrete project • want to move into the cloud or to S/4HANA and get a first impression	
Assessment provides • **High-level overview** of customers' system and structure • **Fixed scope** and price • **Results** being presented follow a **standard scheme**	Assessment provides similar outcome as the S/4-Standard Assessment <u>plus</u>: • Microsoft Azure Cloud Sizing
It is a door opener for further Assessments and Transformation projects	
Duration: ~2 weeks	

Rapid Assessment	Extended Assessment
Addresses the needs of customers who want to plan their Transformation Project for one system.	
Both Assessments are intended to get fundamental insights into the as-is situation and basic options to shape a Transformation Project (like e.g., a S/4 HANA implementation) within a short time frame and with small effort.	
The SNP RAPID Assessment allows to dig into analysis of technical details, preparation and evaluation of principal future solutions and a deeper level of Roadmap Planning.	The more detailed SNP EXTENDED Assessment is typically applied in case of more complex SAP- or heterogenous Landscapes with potential for consolidation.
Duration: 6+ weeks	Duration: 4 – 6 months

⭐ Out-of-The-Box- Assessments
Few Consulting considered (max. ½ day workshop)

Standardized Assessments

Differentiation of SNPs Assessment Offerings (Multiple Systems)

Merge Assessment	Wave Focus	Refined
Addresses the needs of customers who want to plan their Transformation Program within a Multi-System/ Merge SAP landscape, considering multiple to many systems/ clients.	Addresses the needs of customers who want to plan their Transformation on a Program Level covering a higher number of SAP-Systems (e.g., 15 or 50) to be transformed within a bigger program.	
The SNP Multi-System/ Client Merge Assessment is intended to get fundamental insights into the as-is situation and basic options to shape a Merge Project by comparing important areas of the in-scope-systems/ clients and showing similarities and conflicts, which are important to shape the target system(s), within a short time frame and with small effort.	Focus: High Level Classification of Systems For this intention, a higher degree of abstraction for the evaluations is necessary. The focus is on classification of Systems (Regional Use, Organizational Complexity, Functional Scope, DB Sizes, User Numbers, Interface Structure) to be able to prepare Factory Approach for System Transformations.	Analysis, Solutioning, Identification of Topics & Interdependencies For this intention, a higher degree of abstraction for the evaluations is necessary. The focus is to derive Customizing-Settings for Template-Build, Support Migration-Rule-Design to reshape data and support e.g., the Transformation-Build-Phase
Duration: 4 – 6 weeks	Duration: 4-6+ weeks	Duration: ~6 weeks

Other SNP Analysis Options

In addition, following kind of analysis offered standalone or being part of SNP Standard Assessment types:

Analysis Options	Standalone	Extended	Wave	Refined
Interface Assessment	✔		✔	✔
Master Data Analysis*	✔	✔		✔
Detailed Customizing Analysis	✔	✔		✔
Repository Analysis	✔			
Numberrange Analysis	✔			
Hard Coded Value Analysis	✔			
Cloud Assessment	✔			

Size-Reduction Assessments:
- Archiving Fitness Test
- BW Fitness Test

Outboard Data Life Cycle Mgt. Suite,
- Housekeeping,
- DataFridge,
- ERP-Archiving

Perfectly suitable for Merge-Assessments

*) Option to prepare S/4H-Business Partner

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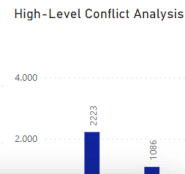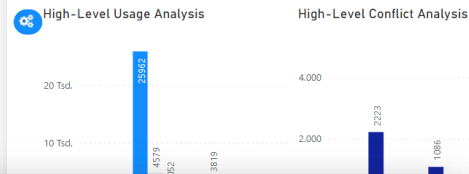- Assessment Menu Card

Multi-System/Client Merge Assessments

Automation in Merge Scenarios

Out of the box results for merge scenarios

1. Request scan per system/ client (at customer)
2. Receive scan per system (SAP)
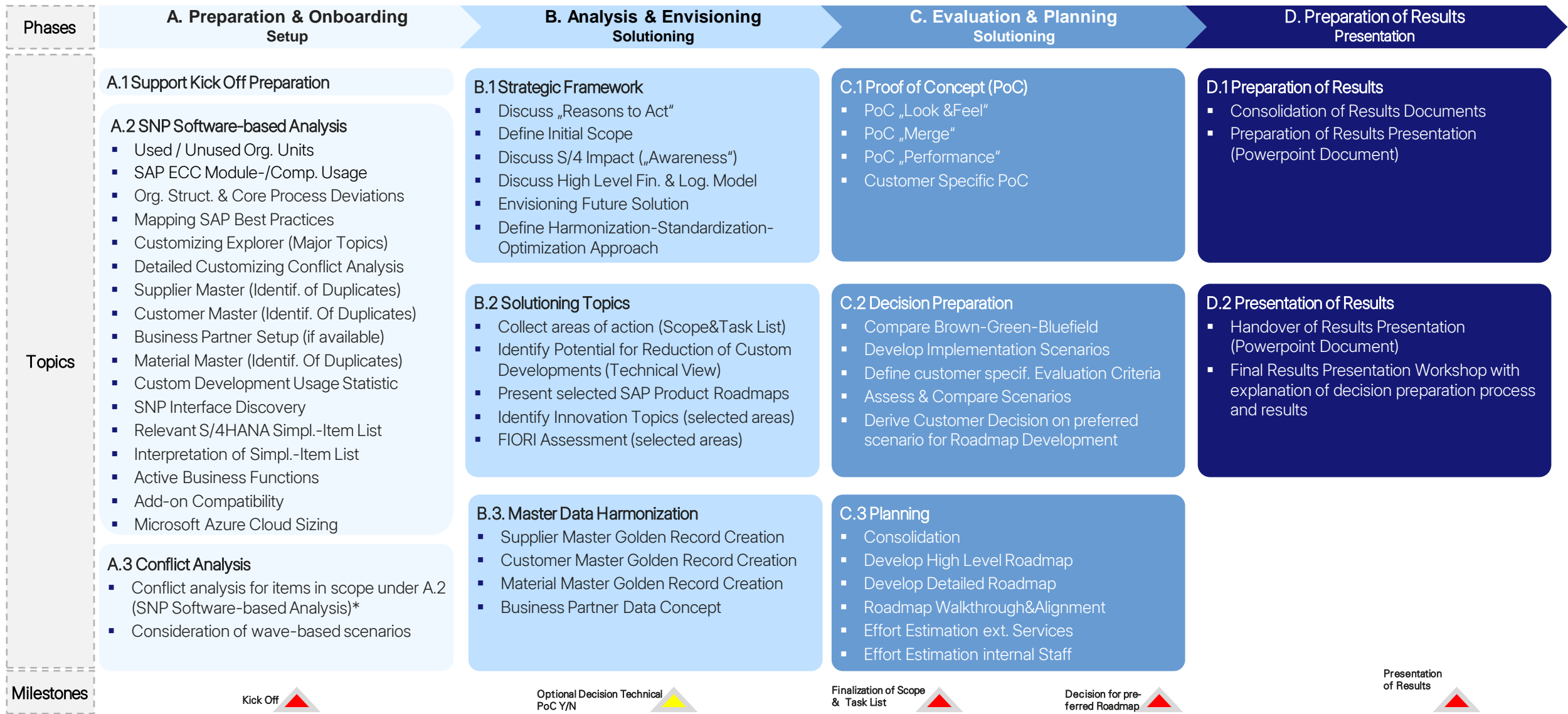3. Upload scans to CrystalBridge
4. Upload scans to Power BI

Ready-made reports, adjustable output, e.g. via filter-function.

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Scope Options – Full Scope Assessment [✔]

Phases	A. Preparation & Onboarding Setup	B. Analysis & Envisioning Solutioning	C. Evaluation & Planning Solutioning	D. Preparation of Results Presentation

Topics

A.1 Support Kick Off Preparation

A.2 SNP Software-based Analysis
- Used / Unused Org. Units
- SAP ECC Module-/Comp. Usage
- Org. Struct. & Core Process Deviations
- Mapping SAP Best Practices
- Customizing Explorer (Major Topics)
- Detailed Customizing Conflict Analysis
- Supplier Master (Identif. of Duplicates)
- Customer Master (Identif. Of Duplicates)
- Business Partner Setup (if available)
- Material Master (Identif. Of Duplicates)
- Custom Development Usage Statistic
- SNP Interface Discovery
- Relevant S/4HANA Simpl.-Item List
- Interpretation of Simpl.-Item List
- Active Business Functions
- Add-on Compatibility
- Microsoft Azure Cloud Sizing

A.3 Conflict Analysis
- Conflict analysis for items in scope under A.2 (SNP Software-based Analysis)*
- Consideration of wave-based scenarios

B.1 Strategic Framework
- Discuss „Reasons to Act"
- Define Initial Scope
- Discuss S/4 Impact („Awareness")
- Discuss High Level Fin. & Log. Model
- Envisioning Future Solution
- Define Harmonization-Standardization-Optimization Approach

B.2 Solutioning Topics
- Collect areas of action (Scope&Task List)
- Identify Potential for Reduction of Custom Developments (Technical View)
- Present selected SAP Product Roadmaps
- Identify Innovation Topics (selected areas)
- FIORI Assessment (selected areas)

B.3. Master Data Harmonization
- Supplier Master Golden Record Creation
- Customer Master Golden Record Creation
- Material Master Golden Record Creation
- Business Partner Data Concept

C.1 Proof of Concept (PoC)
- PoC „Look &Feel"
- PoC „Merge"
- PoC „Performance"
- Customer Specific PoC

C.2 Decision Preparation
- Compare Brown-Green-Bluefield
- Develop Implementation Scenarios
- Define customer specif. Evaluation Criteria
- Assess & Compare Scenarios
- Derive Customer Decision on preferred scenario for Roadmap Development

C.3 Planning
- Consolidation
- Develop High Level Roadmap
- Develop Detailed Roadmap
- Roadmap Walkthrough&Alignment
- Effort Estimation ext. Services
- Effort Estimation internal Staff

D.1 Preparation of Results
- Consolidation of Results Documents
- Preparation of Results Presentation (Powerpoint Document)

D.2 Presentation of Results
- Handover of Results Presentation (Powerpoint Document)
- Final Results Presentation Workshop with explanation of decision preparation process and results

Milestones

| Kick Off ▲ | Optional Decision Technical PoC Y/N ▲ | Finalization of Scope & Task List ▲ | Decision for pre-ferred Roadmap ▲ | Presentation of Results ▲ |

Value Proposition

100% SUCCESSFUL TRACK RECORD

- \> 14,500+ projects with 100% success rate
- Software guided procedures ensure quality
- Certified by all major authorities ISO, EY, KPMG, SAP

STANDARDIZED APPROACH

- Maximum automation based on data points from over 2.500 projects we continuously automate activities others carry out manually
- Average acceleration of 50%

FLEXIBLE APPROACH with BLUEFIELD™

- Accelerates your digital journey in a cost-effective and proven way.
- Advocates thinking along 3 guiding principles: eliminate, renovate, innovate and lets you freely decide what to keep and what to skip to open for innovation.
- From assessment to project to program to co-staffed CoE's

STRONG PLATFORM

- Holistic support from analysis to verification, from project to operation
- World leading Analysis & Benchmarking 360° view of your SAP landscape with the largest SAP-independent benchmark (>4.000 system scans)
- Industry standard for transformation proven in over 14.500 projects

Thank you

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