

## **SBN S/4HANA Project- and Implementation Day 19.th of April**

09:10-10:00

### **Hear Arild Bjørneng share his experience.**

Arild has long experience helping customers move to the Intelligent Enterprise. He will share experience from customers moving to S/4HANA. He has created several assessments for customers based on tools used in NTT DATA Business Solutions. His customers get a solid handover document and presentation which they use as base for their choice of conversion, transformation or re-implementation. Arild will show the tools and share his experience, in respect of recommendations and estimates.

**NTT DATA Business Solutions**

**Arild Bjørneng – Principal Project Manager**  
**@ NTT DATA Business Solution**

# Agenda

1. Introduction
2. NTT Data Business Solution
3. The Roadmap to S4HANA
4. The Assessment Methodology
  1. New Implementation Approach
  2. Conversion Factory Approach
  3. The Selective Data Approach
5. Wrap-Up

# 1

## Introduction



# Résumé – Arild Bjørneng



## Education

- Business Manager from Norwegian School of Management BI, Oslo. Thesis Title: Business Manager, 1988
- Project Manager from The Norwegian School of Management BI, Oslo. Thesis Title: Project Management, 1998

## Business / Professional Experience

40 years of experience with implementing ERP solution (the last 27 years with SAP) and is a senior SAP Solution Architect and Project Manager.

Arild has deep knowledge of the various aspects of SAP Solutions and systems, including S/4 HANA BP solutions Greenfield and Brownfield Implementation.

Arild is trained in Rise With SAP for Public and Private Cloud solutions

Arild has strong analytical skills and good level of communication and training skills

## Industry Know-how

- Retail/Wholesale
- Discrete Manufacturing
- Automotive
- Professional Services
- General Best Practice Processes

## Focus

- Rise With SAP Cloud (Public/Private)
- SAP S/4HANA OnPrem
- SAP ECC General knowledge
- Solution Assessments for SAP S4HANA
- SAP Activate
- SAP Solution Manager
- SAP Cloud ALM
- SAP Best Practices
- Business Process Management
- Change Management
- Testing & Training
- Carve Out Projects with Natuvion

## Projects & Assignments

**Project Manager – Nordic player in the Logistics and Distribution out of Sweden**  
Running a Pre-Analysis to prepare for The Conversion Factory starting 24.th of April.

**Project Manager / Facilitator – Global Company for Chemical Industry**  
S4-Assessment based on NTT DATA Methodology

**Project Manager –Kongsberg Automotive**  
Carve out Project with usage of the services from Natuvion.

**Project Manager – Consolis**  
Building a corporate template based on SAP S4Hana Best Practices. Pilot in Estonia, to be rolled out Globally.

**Solution Architect & Project Manager – Klaveness**  
Responsible for implementing S/4 HANA v 1610 for a global shipping company with more than 50 company codes in the organizational structure. This was a greenfield implementation due to the SAP History where the customer wanted to clean up and start with a new structure to support new demands for reporting.

**Project Manager – Maske**  
The Brownfield project to convert ECC 6.0 into S4HANA 1909 based on a Retail industry solution. Used Solution Manager with Best Practice Scope to define To-Be business Processes and Testing

# 2

## Introduction – NTT DATA Business Solution



# NTT DATA | At a Glance

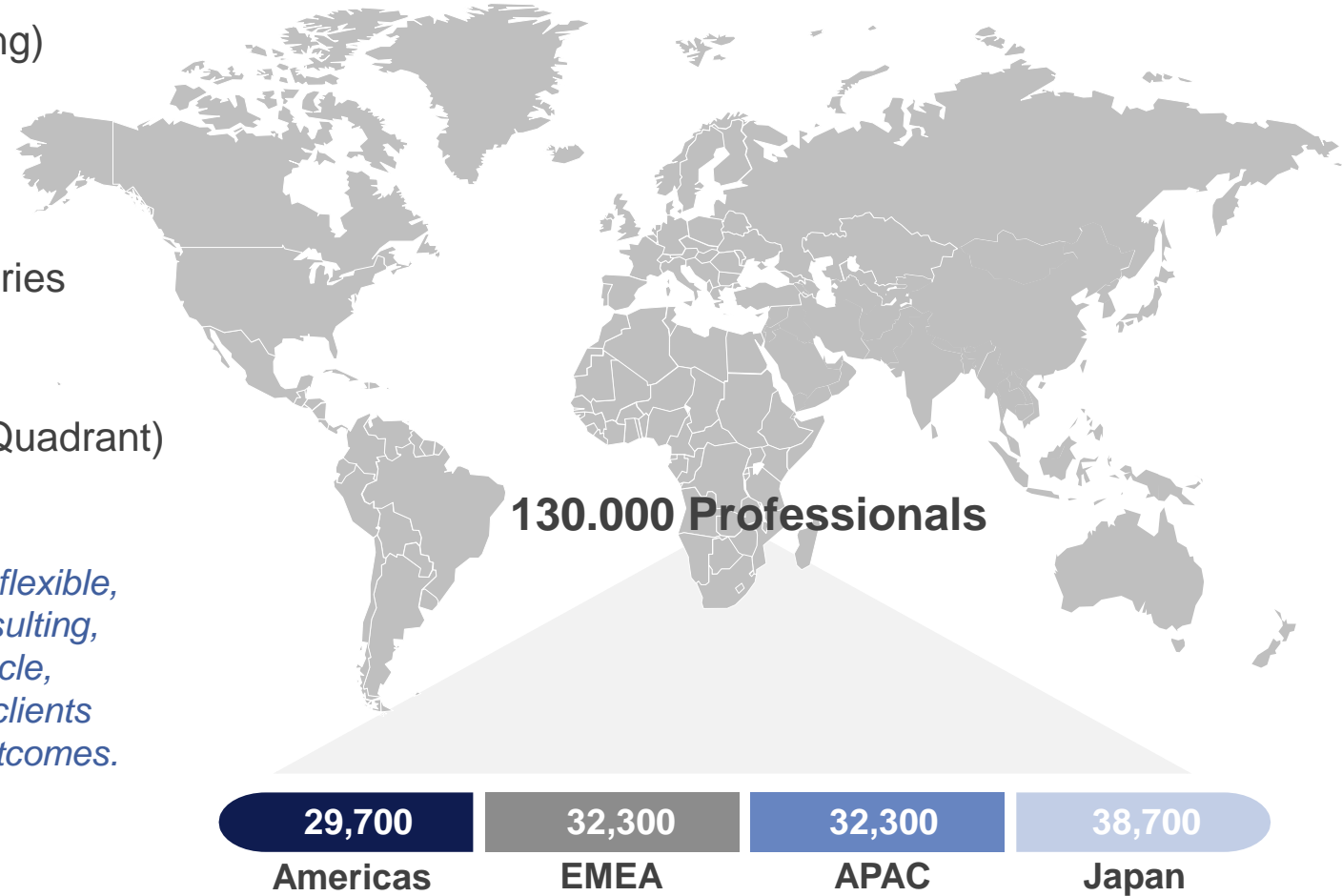
We are a proud part of the Global NTT DATA

- **Top 10** Global IT services providers (Gartner Ranking)
- **22 billion USD** in total revenue
- **130,000+** professionals worldwide
- **Located in 50+ countries**, data centers in 50 countries
- **3,6 billion USD** spend in R&D per year
- **Leader in S/4HANA Applications** (Gartner Magic Quadrant)

*We work with clients wherever they are in their journey using a flexible, industry-specific approach that includes full transformation consulting, in-depth assessments, IP-based implementations and full lifecycle, automated managed services. Our primary objective is to help clients achieve their desired digital ambitions and specific business outcomes.*



**SAP Global Strategic Services Partner  
and Global Platinum Reseller**



# NTT DATA | Facts & Figures - Nordics

We have a strong local presence in Norway

**Local**



Largest SAP partner  
in the Nordics

**500+**



Employees in the  
Nordic countries

**100M+**



Revenue  
(EUR 2021/22)

**We Transform.**  
SAP® Solutions  
Into Value

**1**



Top SAP Reseller  
in the Nordics

**380+**



Customers  
in the Nordics

**20+**



Years of experience  
in the Nordics

**S/4HANA**



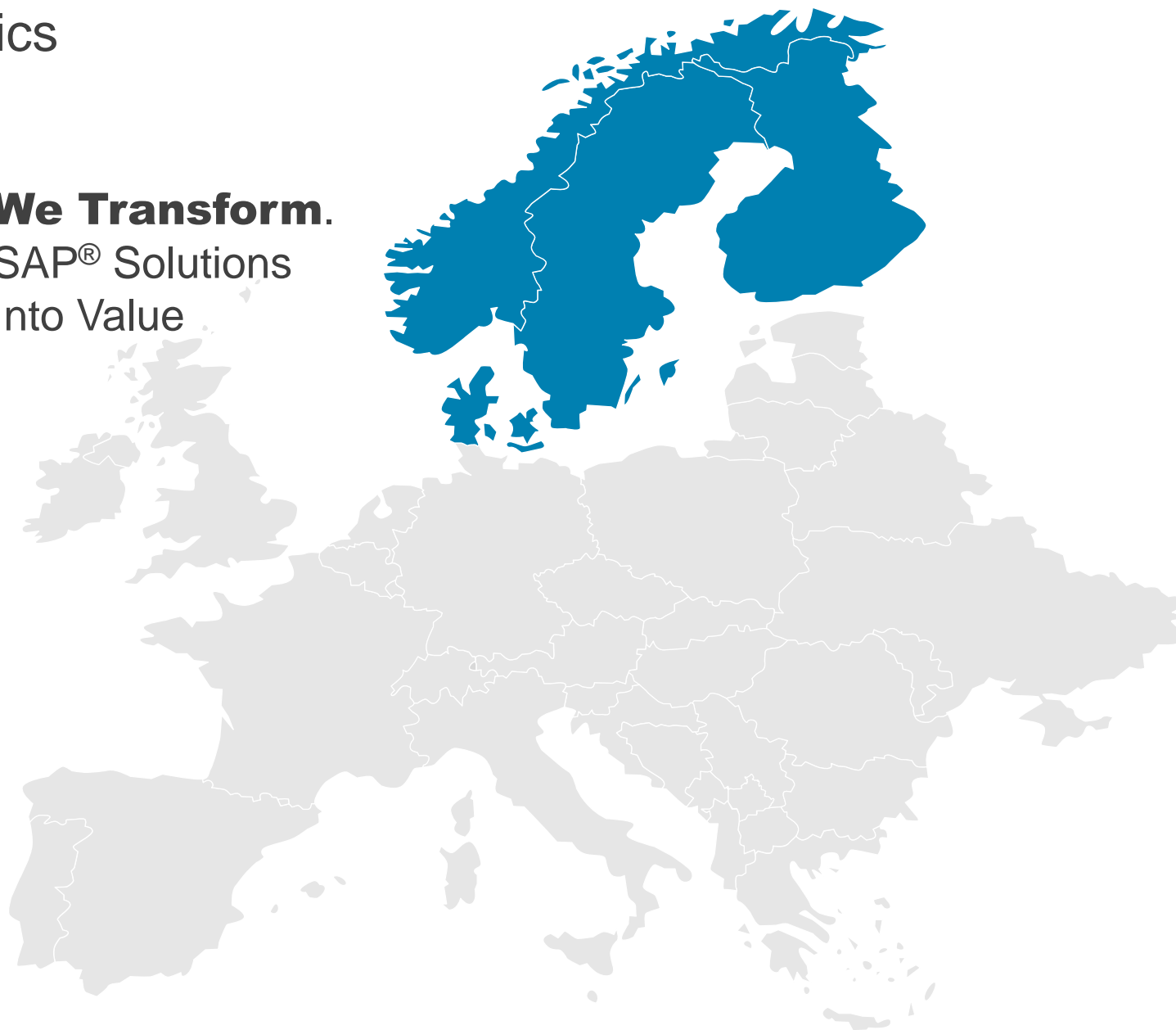
Local experience  
with S/4HANA  
implementations

**17**



We are a full service  
partner with 17 Nordic  
line-of-business

**NTT DATA  
BUSINESS  
SOLUTIONS  
NORDICS –  
KEY FACTS**



# 3

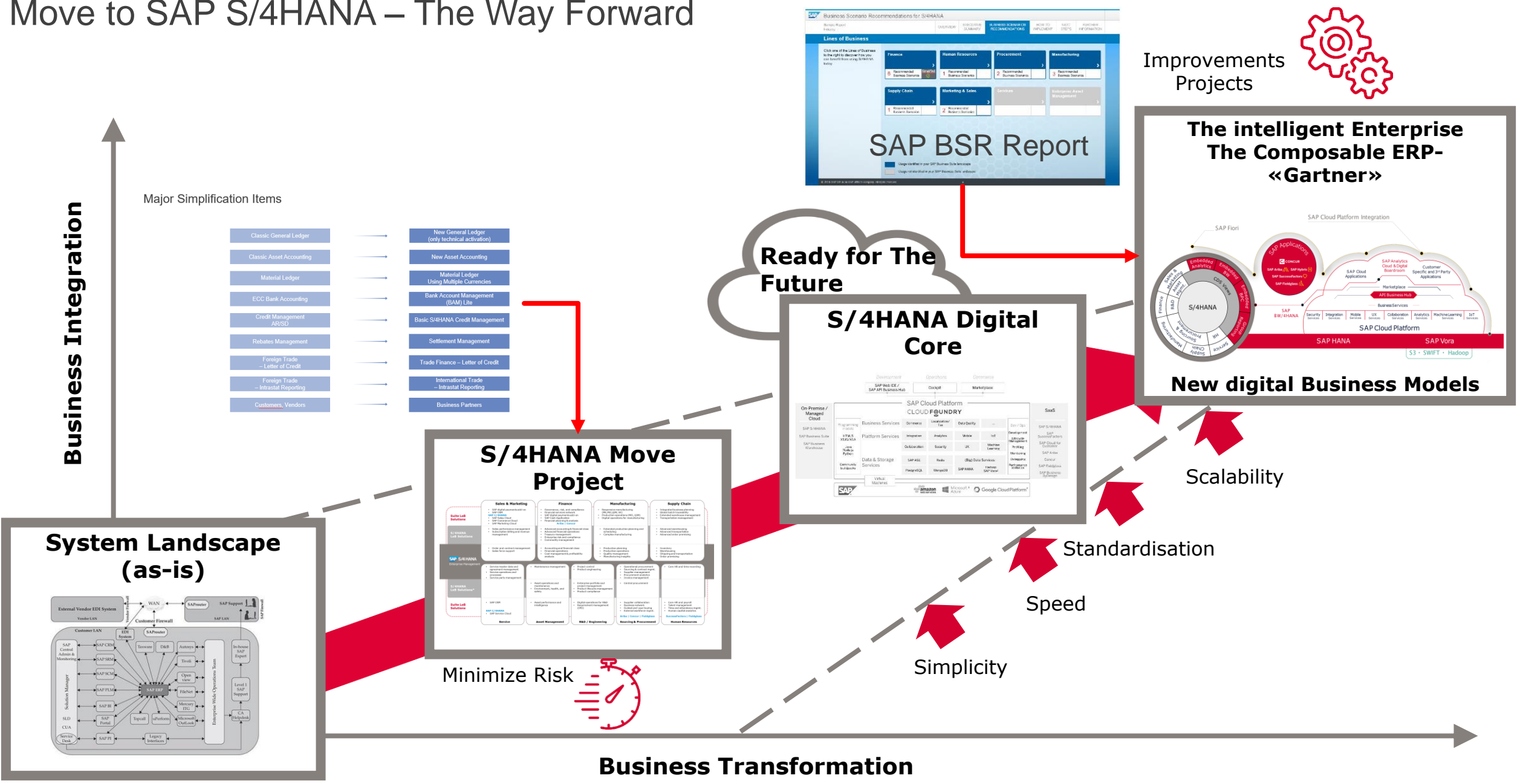
## The Roadmap to S4Hana



## The way forward

- Who are already on SAP S4HANA ?
- Who has plan to start a “Move Project” this year ?

# Move to SAP S/4HANA – The Way Forward

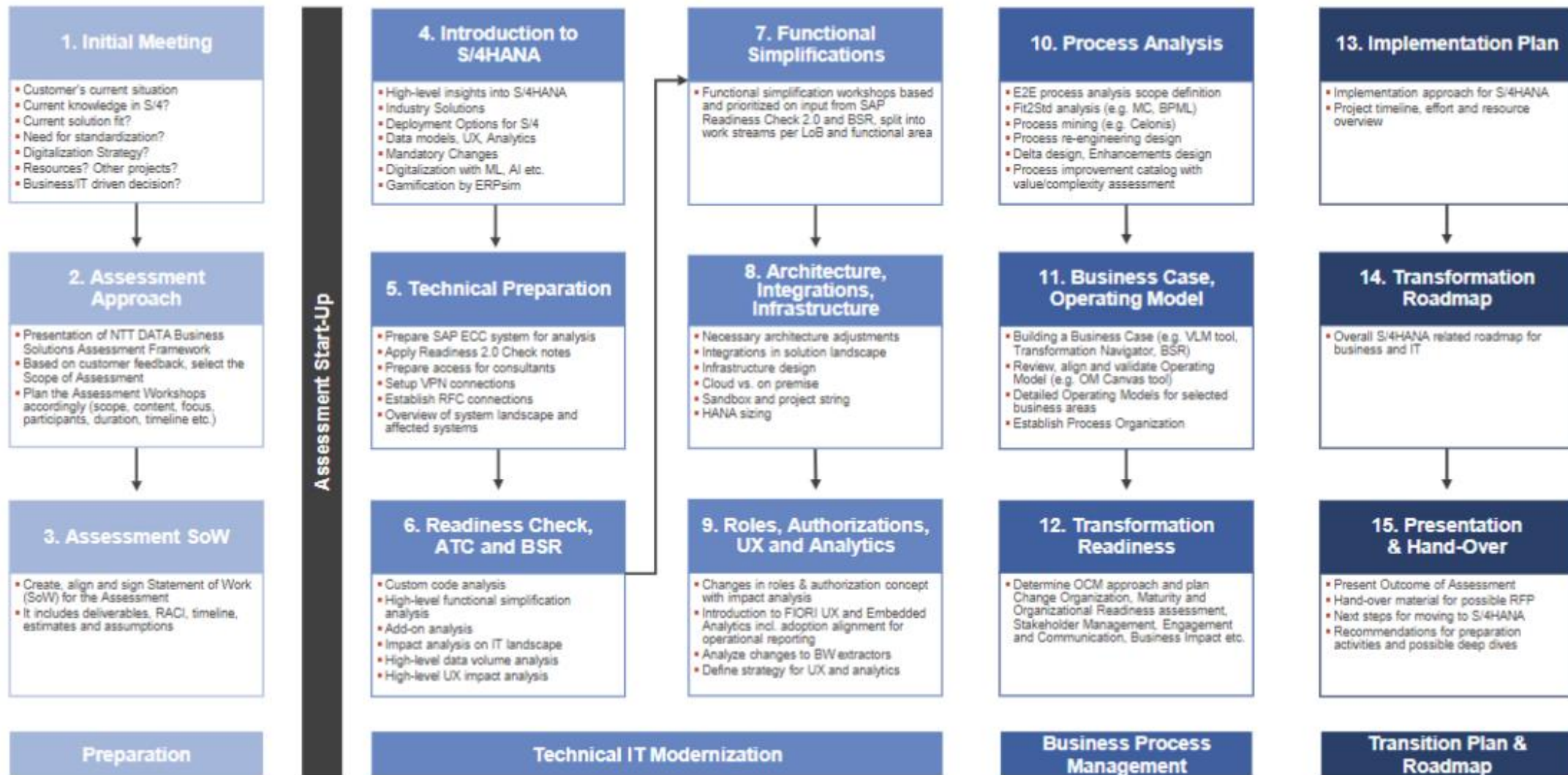


# 4

## The S4 Assessment Methodology



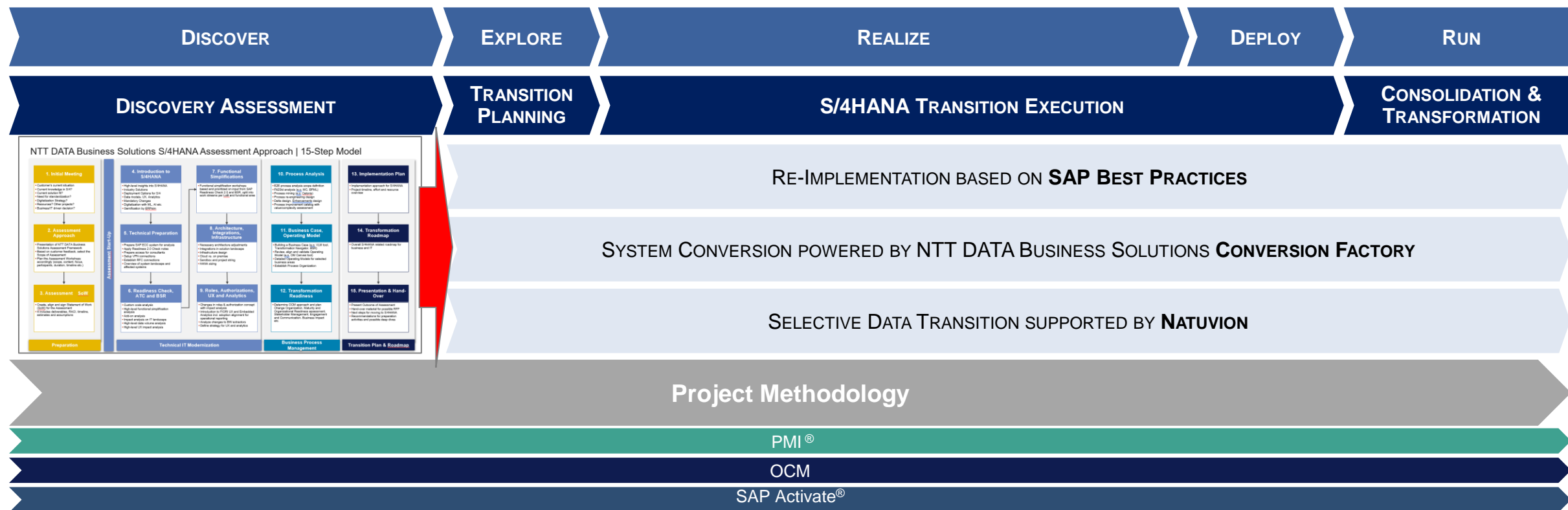
# NTT DATA Business Solutions S/4HANA Assessment Approach - 15-Step Model



# Approach & Methodology | Overview of NTT DATA S/4HANA MOVE Methodology

At NTT DATA, we have vast experience in building transformation roadmaps for our customers that are moving from SAP ECC to S/4HANA, in order to provide the foundation for digital transformation. Our approach is a combination of many of the SAP provided tools and accelerators such as the SAP Activate project methodology and the SAP Readiness Check, Process Discovery and Spotlight reports all wrapped into a global delivery model, that we have infused with our 30+ years of SAP transformation experience.

Our global approach covers the full transformation journey starting with the discovery phase, where we deploy our “**15-step model**” to assess which transition path is the best for a given customer. Afterwards our project execution follows the SAP Activate methodology running through the explore, realize, deploy and run phase, where we execute the actual transformation projects either through re-implementation, system conversion utilizing our Conversion Center of Excellence or through the Selective Data Transition approach utilizing our close cooperation partner Natuvion.



# SAP Assessment Project The NTT DATA Business Solution Way of Working

## Assets and Timeline



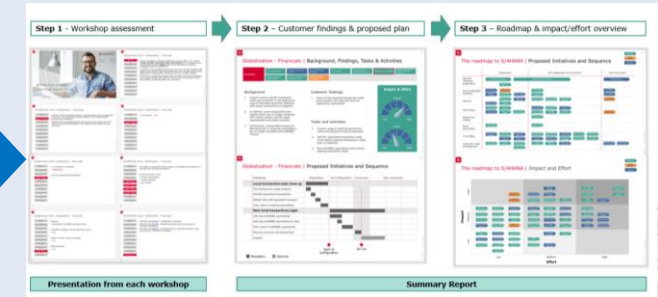
### Reports:



### NTT DATA Templates:

NTT DATA template spreadsheet showing various data fields and columns, used for data collection and analysis during the assessment project.

### Recommendations in Final Report:





# Example for Improvement Areas and Key Changes possible in S4HANA

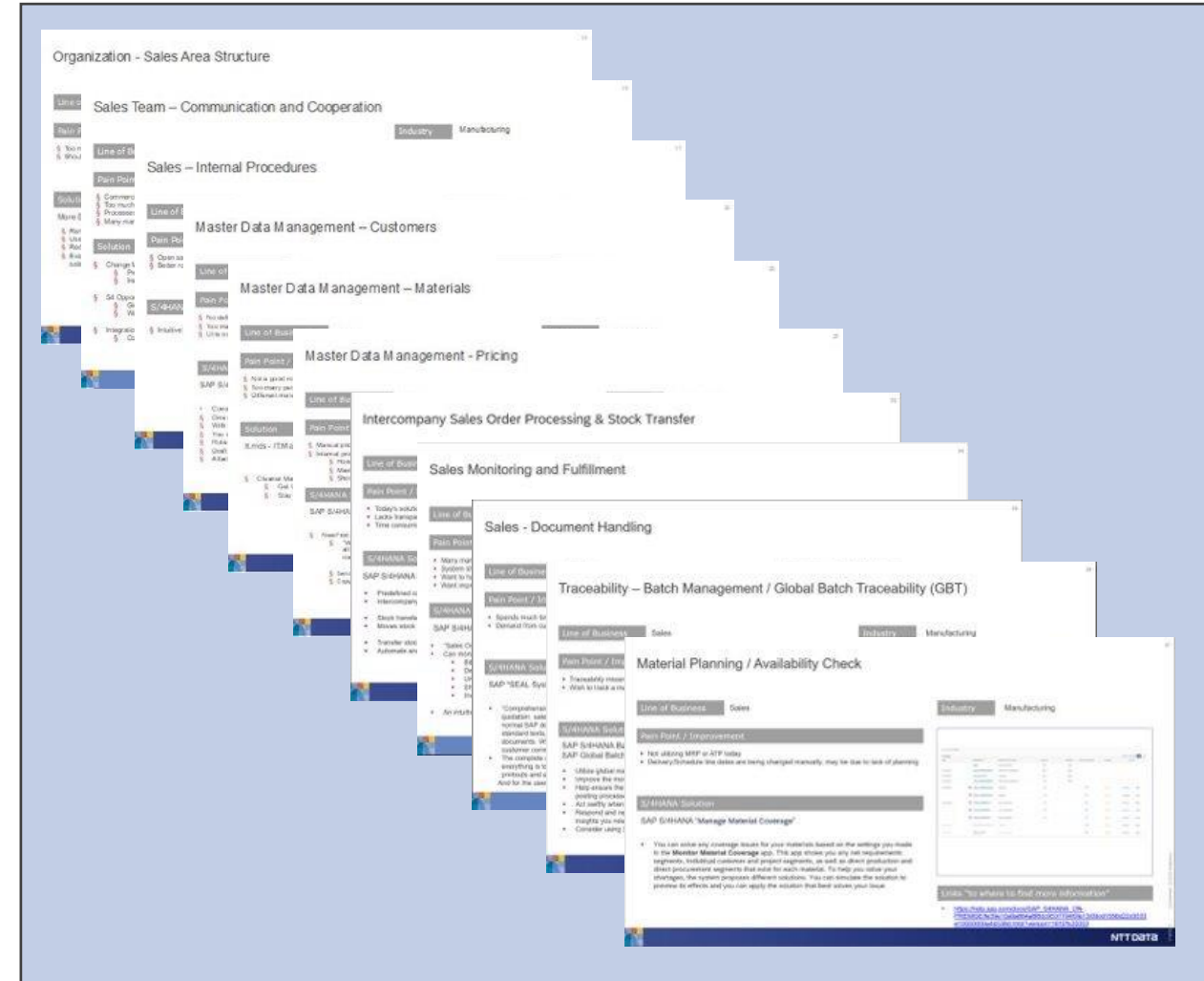
## Presented in Final Presentation

- Sales Area Structure
- Communication and Cooperation
- Internal procedures
- Customers – Business Partners
- Materials
- Pricing
- Intercompany Sales & Stock Transfer Orders
- Sales Monitoring and Fulfillment
- Sales Document Handling
- Global Batch Traceability (GBT)
- Material Planning / Availability Check



### Key Messages:

- ☐ Remove redundant organizational elements
- ☐ Process owners and super users to be responsible for process vs today's module
- ☐ Better communication between Sales and OTC Teams
- ☐ Clean up / close old open orders
- ☐ Get Sales team to enter prices directly into Sales document
- ☐ Clean up master data and keep it clean
- ☐ Start using Stock Transfer Orders & Intercompany Sales
- ☐ Utilize the full potential of the many Fiori apps
- ☐ Reduce document handling time with Seal System Solutions (3<sup>rd</sup> Party)
- ☐ Utilize global master data and batch tracing abilities (with GBT)
- ☐ Improved stock control with MRP and ATP



# Example of Recommendation out of NTT DATA Questionary aligned during the Assessment Project

Questionnaire: S/4HANA Transition Options Score Card						<b>NTT DATA</b> <small>Trusted Global Innovator</small>		<small>Information type: Confidential</small> <small>Company name: NTT DATA Business Solutions</small> <small>Information owner: Global Field Consulting</small>
	Input	Weight 1 = low 2 = medium 3 = high	Re-implementation	Conversion	Selective Data Transition			
Invest protection is a must.	no	1	1	1	1			
The business processes implemented in ERP still cover the requirements of my business. Adoptions can be made later.	yes	3	0	9	6			
I need to harmonize business processes across business units (which are not harmonized today).	yes	2	6	0	6			
My current ERP is full of modifications which I do not want to migrate to S/4.	yes	3	9	0	9			
I want to make use of SAP Best Practices, standard functionalities and functions (cost reduction)	yes	3	9	0	9			
My ERP system is full of outdated data which I do not need in S/4HANA.	yes	3	9	0	9			
My ERP system is full of corrupted data which I do not want to move to S/4HANA.	not relevant	1	1	3	1			
I need a fresh start with a new organizational structure.	yes	1	3	0	3			
I need the historical data in my new S/4.	yes	3	0	9	9			
I want to move to Public Cloud.	no	1	2	2	2			
My current organization/IT Team is able to support a long-running transition project including rollouts.	no	3	0	9	3			
My current organization/IT Team is capable to support 2 ERP system landscapes during the entire transition process.	no	3	0	9	3			
A "dual phase" scenario (2 system landscapes) should be as short as possible.	yes	3	9	0	9			
A big-bang is no option for my company, I need a phased approach with rollouts.	no	2	0	6	2			
I want to move to S/4 w/o any business disruptions.	yes	3	3	9	9			
I want to move to S/4 as quickly as possible.	not relevant	1	3	1	1			
My system landscape needs a redesign. I want to reduce operation cost and merge systems.	no	2	2	6	2			
Downtime is a critical business factor for my company.	yes	3	0	6	9			
I want to unify and harmonize master data on my way to S/4.	yes	3	0	6	9			
I prefer a low-cost move to S/4HANA.	yes	3	0	9	6			
<b>Total Score</b>			<b>57</b>	<b>85</b>	<b>108</b>			







New Implementation - Approach

# SAP – New Implementation (Greenfield)

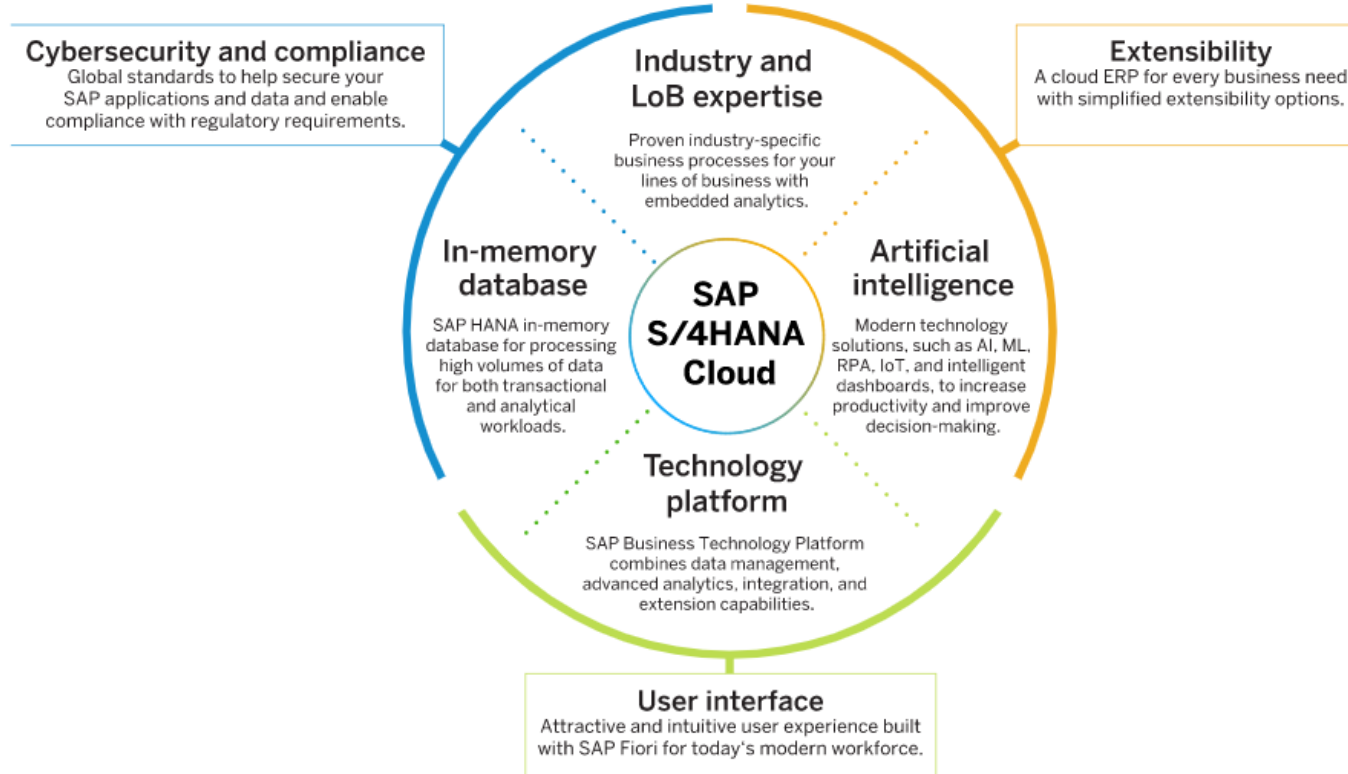


## SAP Best Practices

Jump-start with these SAP Best Practices to accelerate time-to-value.

[SAP Best Practices for SAP S/4HANA Cloud](#)

[Activate Roadmap Viewer for SAP S/4HANA Cloud](#)



**RISE with SAP enables you to become an intelligent and sustainable enterprise**

# New Implementation - SAP Best Practices for SAP S/4HANA (on premise) 2022

- Accelerate and simplify the path to SAP S/4HANA (on premise) for faster time to value with SAP Best Practices that are tailored specifically to simplify the adoption of SAP S/4HANA.

## Value Proposition

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The SAP Best Practices for SAP S/4HANA (on premise) are tailored specifically to accelerate and simplify the adoption of SAP S/4HANA for faster time to value, by providing preconfigured content for core business processes with a role-specific, responsive, and simple user experience.

The package features numerous enhancements and new scope items in Finance, Sourcing and Procurement, Manufacturing, Supply Chain, Sales, Service, and Database Management.

SAP S/4HANA (on premise) also leverages machine learning (ML), and predictive analytics to deliver a solution that is capable of learning from exceptions and adapting to business rules. This allows you to discover insights, better predict and plan for outcomes, recommend the best next steps, and automate processes to enable higher effectiveness across the entire organization.

Analytical content such as operational reporting is included as well as SAP Fiori content, providing the infrastructure for the deployment, testing, and extension of SAP S/4HANA user interface components.

SAP Best Practices for Migration complements the foundation and offers customers a non-disruptive, simplified transition to SAP S/4HANA.

SAP Best Practices offers integration to cloud solutions from SAP such as SAP SuccessFactors Employee Central and SAP Ariba.

## Business Benefits

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- Reduce cost of operations by using standardized processes delivered by SAP Best Practices
- Manage multiple geographies, divisions, subsidiaries, and ledgers with global and country- or region-specific content
- Drive operational efficiencies
- Comply with regulations
- Allow a first-hand experience of SAP S/4HANA with instant guided trials

# SWOT – New Implementation

S – Strengths	W - Weakness
<ul style="list-style-type: none"> <li>• Start with a new system based on SAP Best Practices and if required by business add Critical Configuration on top of Best Practice</li> <li>• More automation, innovation and control</li> <li>• No need to do activities from SAP Readiness Check</li> <li>• No need for Archiving</li> <li>• No need to run UNICODE conversion up front</li> <li>• Phased and flexible Go-live with pilot and subsequent sites in waves</li> </ul>	<ul style="list-style-type: none"> <li>• Take longer time to roll-out to all business units, for a period both old and new solution to be supported</li> <li>• Higher effort required to have contribution from Customer Resources in Explore Phase to validate Best Practice and identify gaps for additional critical configuration and enhancements</li> <li>• Higher training and testing preparation and execution effort</li> <li>• Higher effort of change management</li> <li>• No historical data available in new solution, data migration is limited to cleansed master data and open transactional data</li> </ul>
O – Opportunity (positive risks aim to be realized)	T – Threats (risks to be mitigated)
<ul style="list-style-type: none"> <li>• Adopt new functionality quicker</li> <li>• Focus on a re-implementation project is always to adopt to best practice as foundation for the standard template processes, only way to drive simplifications and innovations</li> <li>• Innovations can be introduced according to a sequence of sprints within the roadmap for the Customer</li> <li>• New and innovative UX (Fiori apps) enables users to work more exception based, this is another focus than in classical ERP approach</li> <li>• Flexible usage of Fiori and traditional GUI</li> <li>• Usage SAP Solution Manager to download best practice content for validation workshops               <ul style="list-style-type: none"> <li>• From Q3 2023 the Cloud ALM will have similar functionality as Solution Manager</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Parallel work in different systems (ECC 6.0 and S/4HANA), more effort to support and can have issue with support capacity to be mitigated and at the same time build competence in S/4HANA</li> </ul>



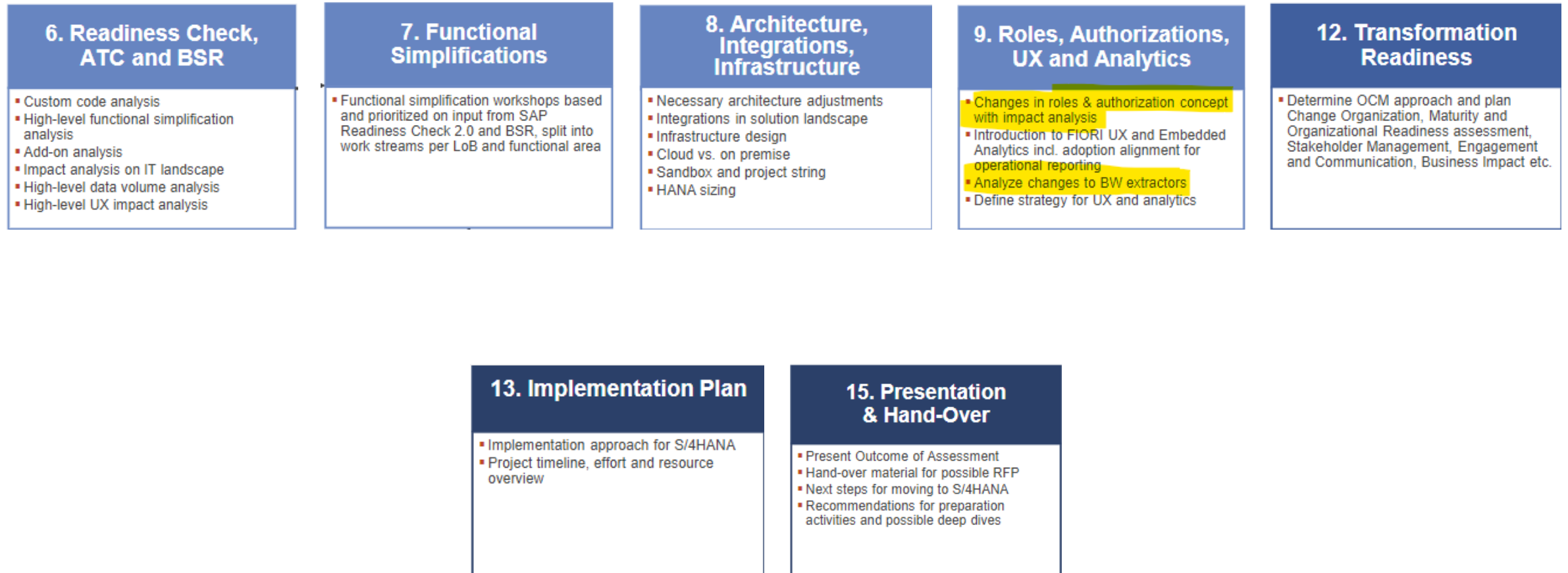
## Conversion Factory - Approach

# Major Simplification Items





# Approach & Methodology | The 15-step Model adjusted to requirements for Pre-Analysis for already selected Move Project with the Conversion Factory



# The Conversion Factory Approach

## LEAN CONVERSION PROJECT

Reduce risks and investments

Reduce cost & effort

Focus on mandatory changes

Realize further functionalities or re-design of the process landscape via follow-up projects

## SAFETY AND HIGH QUALITY THROUGH PREDEFINED SERVICES AND ACCELERATORS

Established methods, services and accelerators

Experienced experts with own toolset

Flexible scope of services

fast

reliable

safe

scalable

flexible

proven

SAP qualified

## KEEP CONFIGURATION AND DATA

Bring existing business processes to the new platform

Focus on maintaining existing configurations and data

## KEEP DATA HISTORY & CUSTOM CODE

Move your data history to the new platform

Adjust your custom code to S/4HANA

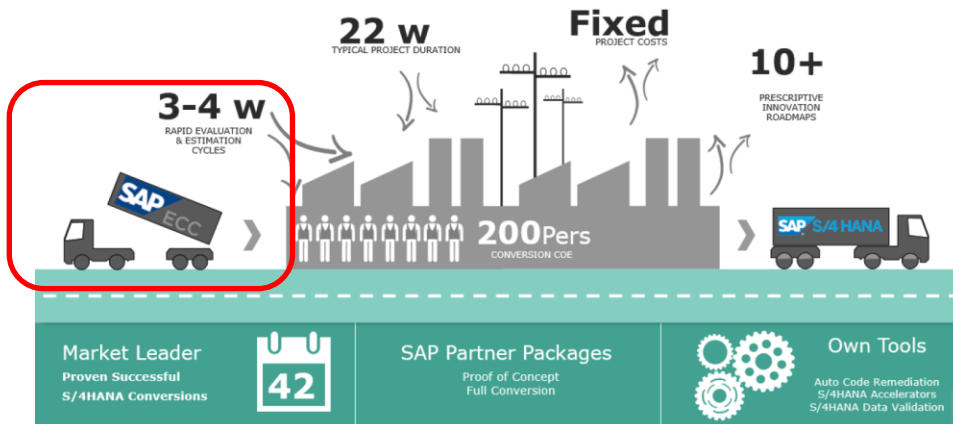
## BUILD THE FOUNDATION FOR INNOVATION

Create a platform for future innovations

Carry out further innovations in downstream projects



# The Migration Approach – "Rapid Evaluation" To scope the Project



As part of an Assessment the following documents must be fulfilled for data collection:

1. Landscape Details (Excel Document)
2. BKPF – Financial Data (Word Document)
3. TADIR – Custom Code Counts (Excel Document)





In addition, an SAP Readiness Check 2.0 Report is required

**NTT DATA**

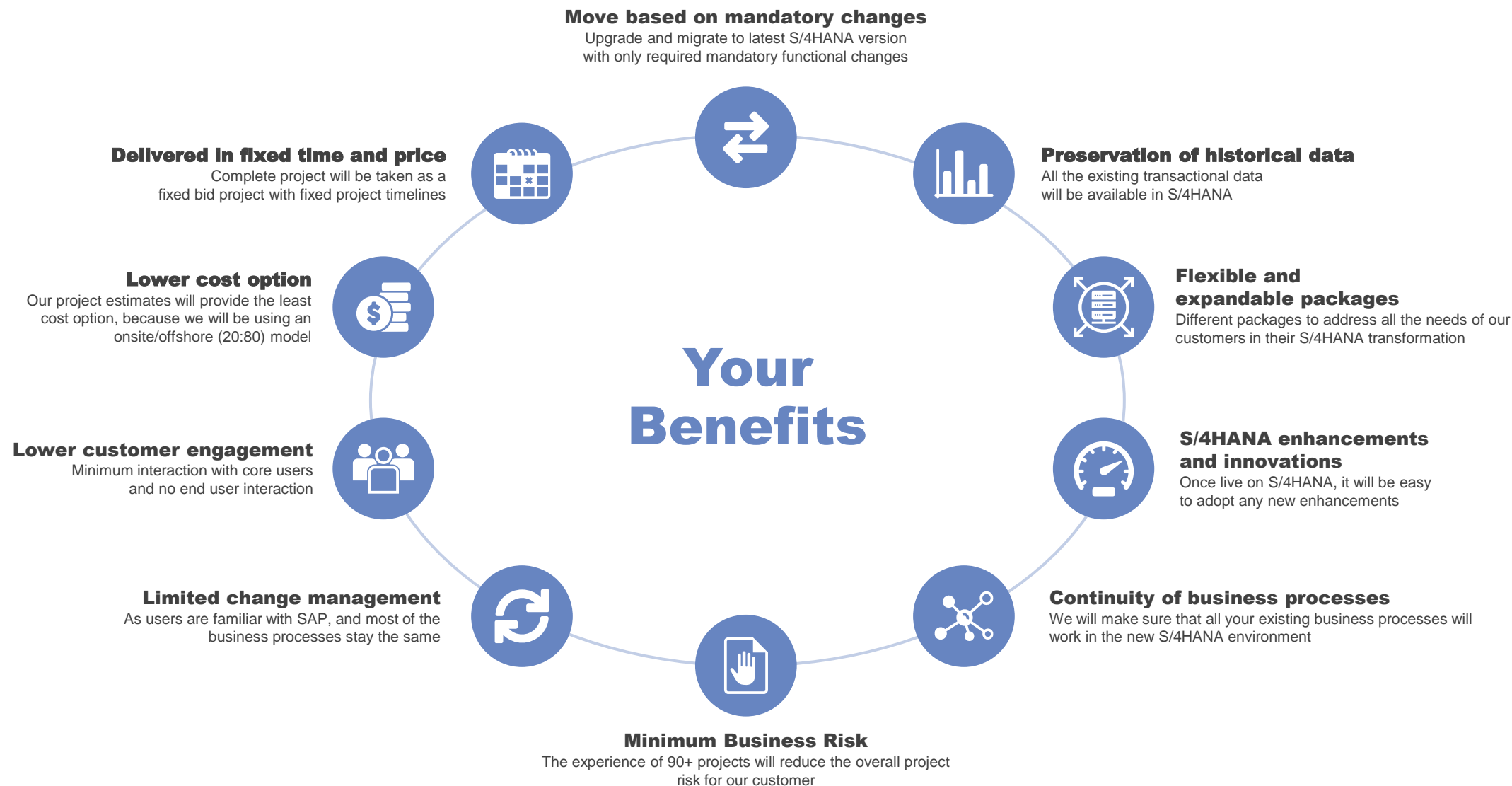
Trusted Global Innovator

**SAP S/4 HANA**

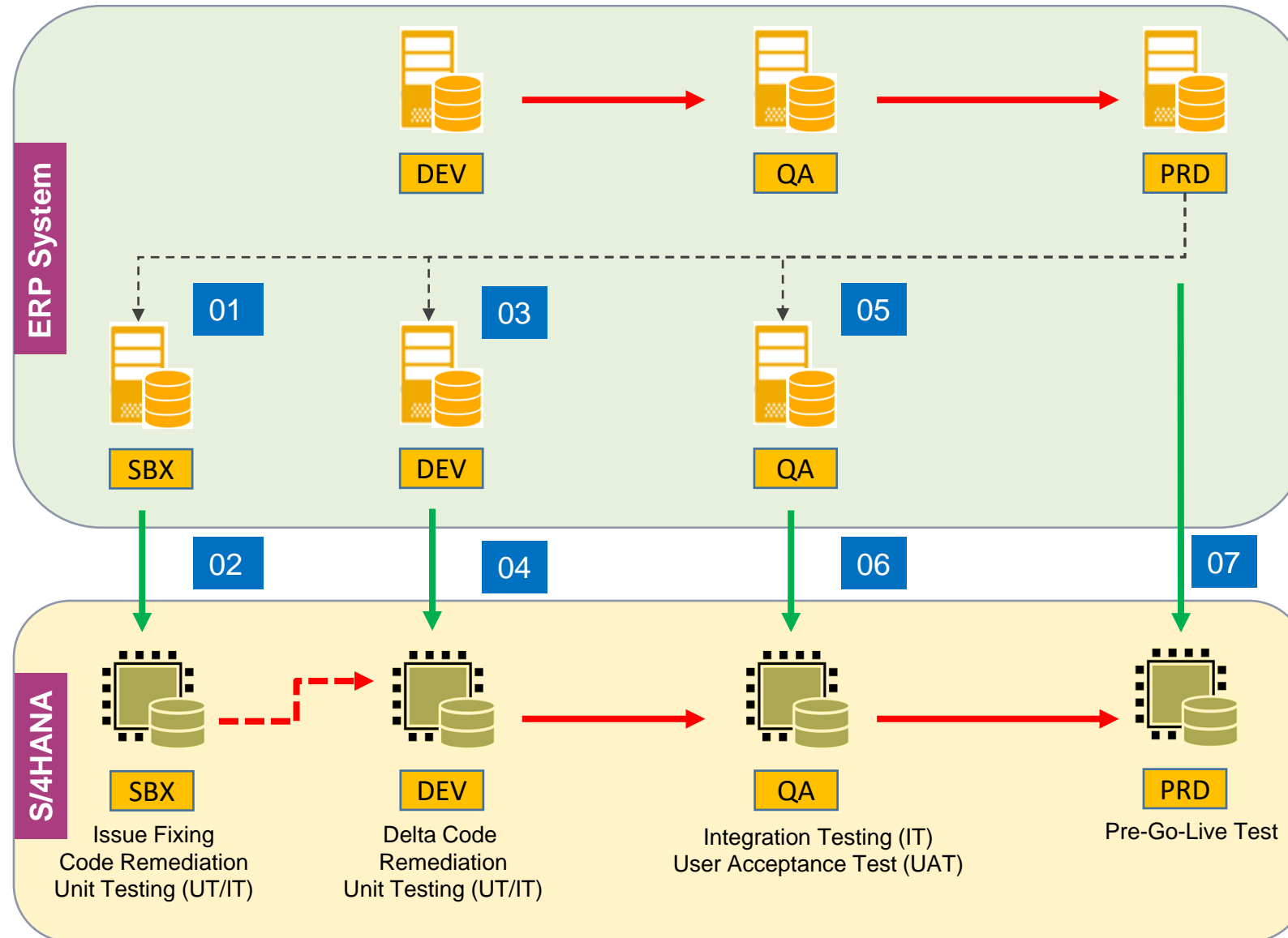
Thank you for your interest in obtaining an estimate to complete your first step on your digital transformation journey. This document outlines the information needed to complete a comprehensive review of your SAP Landscape. If your preference is to walk through this document together, please contact your account executive and we can setup a meeting to discuss the details and help your team walk through this process. If you feel comfortable executing this document, please update the **Fields indicated in White**. Thank you in advance for your time.

	Landscape Details v7.3.xlsx 77 KB	▼
	BKPF v3.docx 213 KB	▼
	TADIR-Custom_Objects.xlsx 14 KB	▼
	2913617_E_20210125 - SAP Readiness Check 2.0.pdf 339 KB	▼

# Our Center of Expertise (CoE)



# Conversion Approach – 3 System Landscape, 4 Conversions



→ Transport Route  
 → AS-IS Copy  
 - - - - - Copy from PRD  
 → S4 Conversion

## RUN 1

- 01. PRD to SBX Copy
- 02. SBX Conversion

Dual Development  
Soft DEV Freeze

## RUN 2

- 03. PRD to DEV Copy
- 04. DEV Conversion

Hard DEV Freeze

## RUN 3

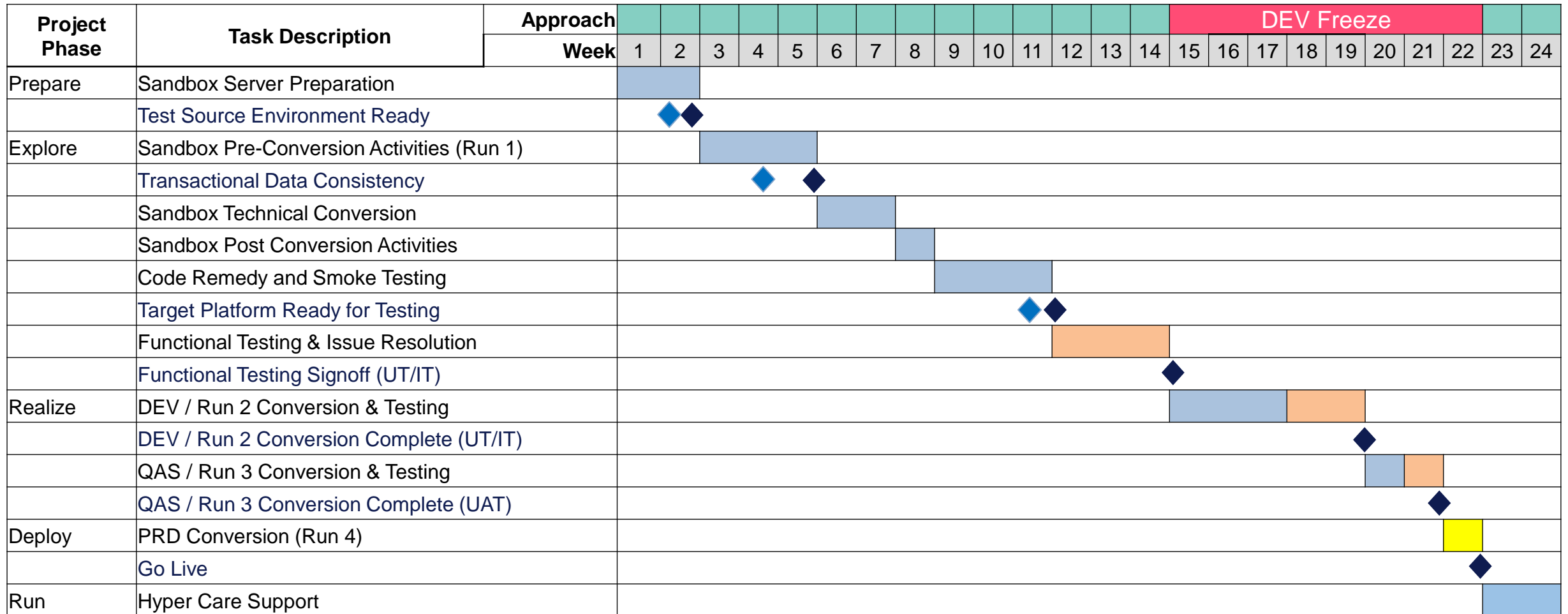
- 05. PRD to QA Copy
- 06. QA Conversion

## RUN 4

- 07. PRD Conversion

\* The above approach can vary depending on the Customer Scenario

# Typical Project Schedule



\*For Non-Rise Deals only  
Rise with SAP timelines will vary

UT – Unit Testing  
IT – Integration Testing  
UAT – User Acceptance Test

◆ Workshops

◆ Mile Stone

■ NTT DATA Activities

■ Customer Testing

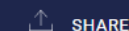
# SWOT – System Conversion

S – Strengths	W – Weakness
<ul style="list-style-type: none"><li>• New system ready (Digital Core) with all historical content delivered faster to all business units</li><li>• Less effort required from customer organization during the technical conversion project, focus of effort by the Customers resources in the test phase</li><li>• Reduced effort in change management and training</li><li>• Preservation of historical developments</li><li>• Only one solution, the converted solution on S/4HANA, to be supported</li></ul>	<ul style="list-style-type: none"><li>• All activities from Readiness Check must be finished before conversion can start</li><li>• Large effort required for fixing inconsistencies and archiving, due to years of transactional data within finance, procurement and manufacturing</li><li>• Current complex process are preventing to take advantage of new improvements coming with S/4HANA. Innovation can be utilized in later go-lives but are requiring more effort to adjust before adopt.</li><li>• Training for some new functions must be done for all site in same time-period of the conversion project, again capacity demanding activity</li></ul>
O – Opportunity (positive risks aim to be realized)	T – Threats (risks to be mitigated)
<ul style="list-style-type: none"><li>• Pre-projects to take usage of innovations before conversion. Can start today, to make the conversion “smaller”</li></ul>	<ul style="list-style-type: none"><li>• Activities from Readiness Check, i.e. data cleansing and archiving may take longer time before the actual conversion project can start.</li><li>• Also required design decisions takes time in preparation for adopting to new GL and new sub-ledgers, which the foundation for simplified financial data model</li><li>• “Big Bang” go-live requires larger capacity within the support network (business and IT organization), the support network has no time to learn the value of S/4HANA</li></ul>



Selective Data - Approach

# NTT DATA acquires Natuvion to expand its SAP S/4HANA transformation expertise



August 31, 2022

NTT DATA Corporation

**Tokyo – August 31, 2022** – [NTT DATA](#), a global digital business and IT services leader, acquires the majority in the Natuvion Group through NTT DATA Business Solutions AG.

Natuvion is an SAP Data Transformation Partner well respected around the world. Through its international network of offices and subsidiaries, the Natuvion Group provides support to companies with the relocation of business-critical data and processes to modern IT platforms and systems, automated using software tools developed in-house. This enables Natuvion's clients to utilize advanced, innovative IT platforms as quickly as possible. The typical Natuvion "moving services" include data migration, transformation and integration as well as data quality enhancement, data retirement and data protection.

# NTT DATA | Strategic Partnership with Natuvion

## Who is Natuvion?

- Natuvion is an SAP gold partner and has recognized expertise in SAP S/4HANA Transformation and System Landscape Optimization.
- Natuvion supports companies not only to find the best fit for their way to S/4HANA but also turn the transition into a business improvement.
- As recognized Transformation experts, Natuvion also helps with data merge, cleanse, decommissioning, integration, anonymization as well as pseudonymizations and provide support with upgrades or migrations to SAP S/4HANA as an official SAP MOVE partner.

- Owner-managed company
- Specialized expertise in SAP System Transformation, Data Services, Security & Data Privacy, Data Governance, Finance, Customer and Billing
- More than 140+ employees with an average of more than 12 years of experience in IT strategy, project management, implementation and product development
- SAP Gold Partner and Co-Innovation Partner in Data Privacy & Protection
- Global presence and projects around the world

## Natuvion Credentials



## Extract of joint customer projects with Natuvion





# Our Analysis Tool to take the right Decision for an S/4HANA Transformation

## Nativion SOPHIA - System-oriented Analysis Tool



### Analysis tool for diverse transformation scenarios

- **Individually combinable analysis scope**
  - System, data, organizational structure overview
  - Data volume
  - Interfaces
  - Data protection
  - Security
  - Data quality
- **Different levels of detail depending on progress**
  - Effort indication for the project
  - Pre transition check (simulation of the target system)
  - Analysis for detailed conception
  - Post Transition Check
  - Monitoring during operation (ILM, DQM)



### Advantages at a glance

- **Versatile analysis scope**
- **Customizable**
- **Project specific extension of dashboards**
- **Drilldown functionality**
- **BTP compatible**

# Approach Tools | Landscape Transformation Software

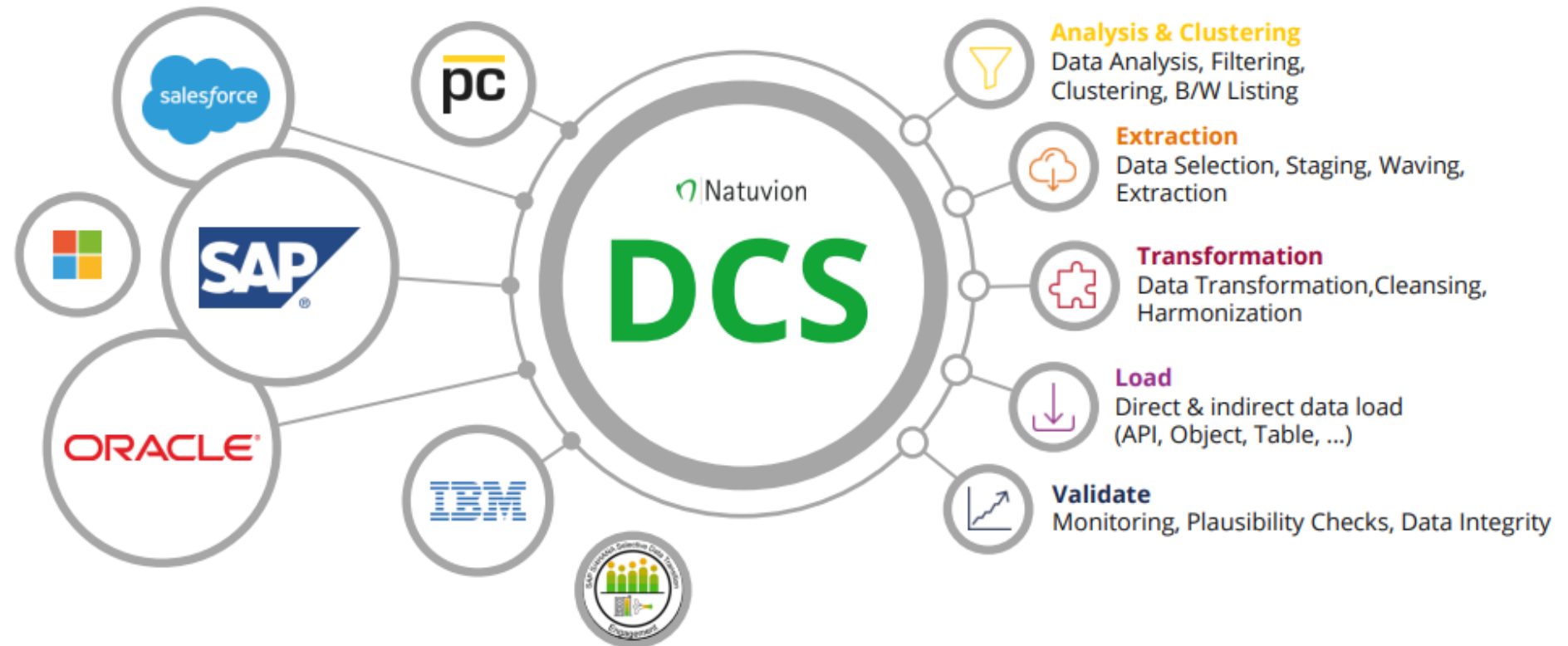
Natuvion's DCS (Data Conversion Server)  
Modern A-ETL-Q system including NZDT

Install/ De-Installable  
Software Add-On  
encapsulated with a  
**registered namespace**

Specialized functionality  
for **bulk-data**  
**transformation** including  
**NZDT** and **native** high-  
performance operations

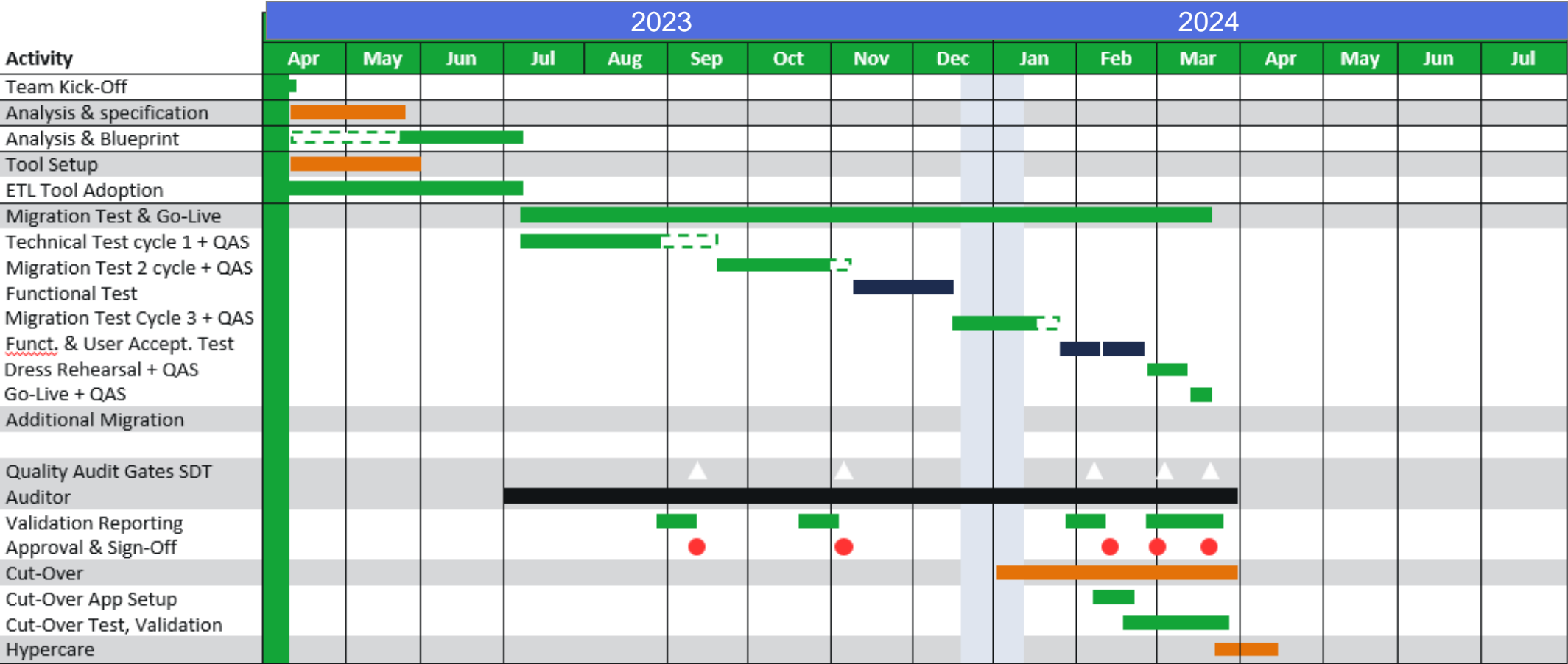
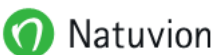
**Predefined**  
transformation **content**  
for various Data Models  
(ERP, CRM, IS\*, JDE  
Powercloud, MSD, ORA..)

Embedded **test-**  
**automation** and data  
**quality validation**  
functionality like  
**reconciliation**, integrity,  
plausibility



# Example Project schedule for a full “Move Project” from Natuvion

Propose Data Migration Services and Tools along the provided High Level Project Plan (Example)



# SWOT – Selective Data Transition

S – Strengths	W - Weakness
<ul style="list-style-type: none"><li>• High flexibility in historical data selection when setting the scope for migration and no need for Archiving</li><li>• Start with a brand-new system based on a Shell Copy (custom code and configuration copied from legacy SAP ECC)</li><li>• Select only active organizational structures (company codes, Controlling area, plants, chart of depreciation etc.)</li><li>• Possibility to merge organizational structure as part of the project</li><li>• Quicker Implementation than greenfield by re-use of configuration solution from legacy SAP ECC</li></ul>	<ul style="list-style-type: none"><li>• All system configuration and custom code will be copied, also the non-active functionalities and/or code</li><li>• Current complex process are preventing to take advantage of new improvements coming with S/4HANA. Innovation can be utilized in later go-lives but are requiring more effort to adjust before adopt.</li><li>• Training for some new functions must be done for all site in same time-period of the conversion project, again capacity demanding activity</li></ul>
O – Opportunity (positive risks aim to be realized)	T – Threats (risks to be mitigated)
<ul style="list-style-type: none"><li>• Pre-projects to take usage of innovations before conversion. Can start today, to make the conversion “smaller”</li></ul>	<ul style="list-style-type: none"><li>• Some activities from SAP Readiness Check driven by replacement of functionality in S/4HANA still required</li><li>• Also required design decisions takes time in preparation for adopting to new GL and new sub-ledgers, which the foundation for simplified financial data model</li></ul>

# 5

## Wrap up



Q & A



Keep safe and take care of each other





# NTT DATA

Trusted Global Innovator

NTT DATA Business Solutions  
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+ 47 48042644