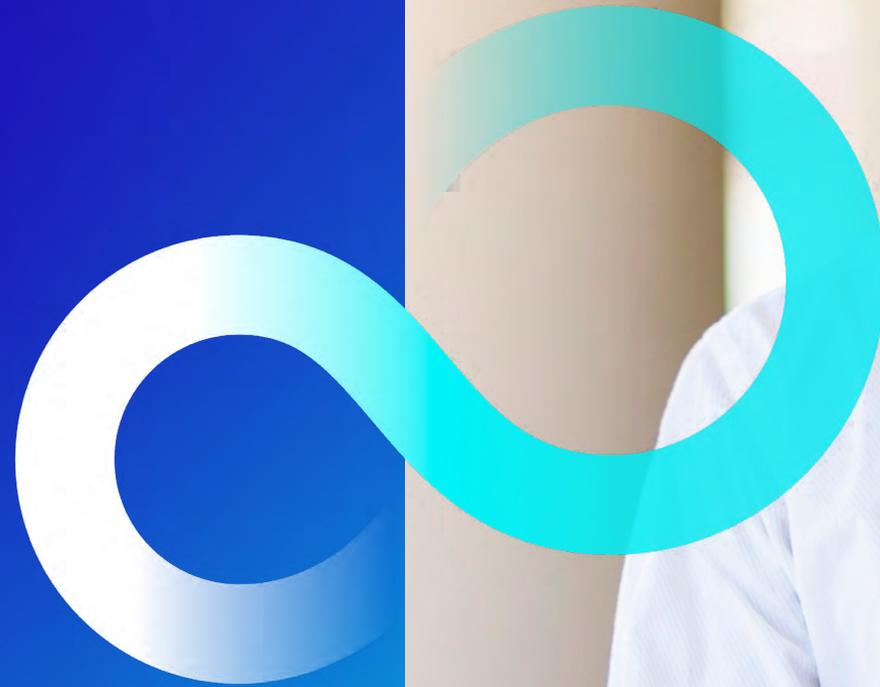


What technology do you need for S/4HANA?

The Fujitsu guide to
successful transformation



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Making your journey easier

To help guide you on your best route to transformation and to make it easier to take all the challenges in your stride, we have broken your prospective journey down into three parts:



① Evolve phase

Assessing the business priorities and designing plans to meet them.



② Innovate phase

Introducing the new technologies you need to meet those business priorities.



③ Empower phase

Taking advantage of the new capabilities available to your people.

Innovate

In this eBook, the second in the trilogy, we're looking at the technology you need to deliver on your agreed business priorities. Having come up with a plan, now is the time to put it into operation, so let's keep moving forward together.



Where do we start?

The fact that it can make such a difference to overall efficiency, sustainability, and performance raises some important questions for every organization currently using SAP software. Migrate now or wait to migrate later, for example?



Our network of partners will support you all the way

We have signed a Platinum Partnership agreement with Schneider-Neureither & Partner SE (SNP) to provide the BLUEFIELD™ approach for SAP® S/4HANA conversions.

This partnership combines the digital transformation capabilities of Fujitsu, a strong global brand with deep expertise in multiple industries and SAP, with the unrivalled experience of the SNP Group, the world's leading provider of data transformation software in the SAP environment.

The BLUEFIELD™ approach is a consolidation of current regional SAP systems into one global SAP S/4HANA system. This tends to be the right option for very large corporations with complex structures, but this is not for everyone, and a Greenfield or Brownfield approach might be more relevant for your business.

An opportunity to reshape your business

Embracing the business processes of the future requires more than simply investing in ERP applications to digitalize existing processes. Organizations don't have to take advantage of the move to SAP S/4HANA to reinvent their business processes, but it would be a shame to miss out on this unique opportunity to do so.

This is a chance to reduce the number of steps and documents required to achieve desired outcomes, while also increasing security and regulatory compliance. On top of this, there's no better time to recognize ESG targets and reimagine how your processes can become more efficient and future-ready.

There's much to do, but don't let this deter you. The rewards of S/4HANA migration far outweigh the risks, and not making the journey is simply not an option in today's highly competitive environment.



Quick answer

Rethinking your operations requires a methodical strategy with guidance from an experienced partner like Fujitsu. You need to understand where you are now in terms of your SAP ERP system, the core of your business and where you want to be over the medium- and long-term.

How will this fit into our overall digital transformation strategy?

Like all our clients, you're probably anxious to define your strategy, agree on which technologies you should adopt when, and how best to deploy them. Especially following the COVID-19 crisis – which has only added to the urgency of organizations taking their pre-existing transformation plans from the backburner and racing to either develop them, or start all over again.

But, despite this global push we've seen to accelerate digital transformation plans, recent Fujitsu research¹ has highlighted that seven out of ten organizations still lack a business-wide strategy. And, even some of those organizations that have successfully developed their strategy are only executing part of it. You can read more about our research [here](#).

With so many uncertainties, along with pressures to meet ESG targets, it can be hard to move forward with conviction. But, ultimately, this is a journey you have to take. You don't need to worry – we've done this before and we're here to guide you every step of the way.

¹https://infogram.com/fujitsu_-business-revolution-transform-beyond-crisis-1h7z2l8w1yd3g6o?live



Digital is vital, transformation is necessary

Modernizing your core IT and ERP systems is fundamental to your day-to-day operations and your deeper resilience. The ultimate goal is to equip your business with the tools you need to stay ahead of change and ensure you're creating a sustainable, positive legacy.

Future-proofing your systems and processes is never as easy as it sounds, unfortunately, but that is what you should be working towards. This means strengthening the core of your organization. It also means leveraging the power of digital to an even greater extent than you have been doing up until now. Empowering your people, among other things, to use all the data within your business to make better-informed business decisions faster.



Why partner with Fujitsu?

Consulting services from trusted advisors are key to helping you make the right decisions and strategic partnerships are vital for your success.

Forget technologies for a moment – focus on what would make the right step-change for your organization. Once you have decided on that, allow an expert like Fujitsu to work on the technologies that will achieve those business priorities.

Not only do we have a wealth of experience guiding organizations like yours on a successful S/4HANA migration, sustainable transformation is also rooted in our core values and part of Fujitsu's DNA. It's just as important to us to achieve positive outcomes for society as it is for you.

Making a difference for a leading aircraft manufacturer

One of Japan's leading aircraft manufacturers, Kawasaki Heavy Industries, Ltd, produces aircrafts for the Ministry of Defense and for commercial airlines, such as Boeing. As part of its future-facing global strategy, the company has introduced SAP S/4HANA Manufacturing for Production Engineering and Operations with our help.

As a result, one key benefit is that all production information in the organization can be connected simply through data. This has led to huge performance efficiencies due to the shift to paperless work.



Quick answer

Digital transformation has become a term that's much over-used. Essentially, it's about doing business more effectively. There will be different benefits that result from your journey to S/4HANA and this is certainly one of the key ones.

Which is the best route to successful S/4HANA migration?

The cut-off time for your SAP upgrade is approaching. It might seem a long way away right now but, as the date approaches, resources to help with your transformation are likely to be in increasingly short supply as the demand for expert guidance builds.

Above all, we understand the business case is unique to each client, something not seen in previous SAP upgrades. There are various ways to migrate to S/4HANA. The approach largely depends on the customer's starting point.



Introducing the BLUEFIELD™ approach

Fujitsu and Schneider-Neureither & Partner SE (SNP) have signed a Platinum Partnership agreement and are combining to provide the BLUEFIELD™ approach, which is an unrivalled migration experience.

This partnership combines the digital transformation and SAP capabilities of Fujitsu – a strong global brand with expertise in manufacturing, retail, financial services, and other industries – with the unrivalled experience of the SNP Group – the world’s leading provider of data transformation software in the SAP environment.

SNP will provide technical know-how of its BLUEFIELD™ approach to Fujitsu to perform S/4HANA conversion and data transformation projects. Fujitsu will also resell licenses of CrystalBridge®, the data transformation software platform of SNP, which consists of a wide range of modules that automate the analysis, data transition and tests.

Benefit from the CrystalBridge® data transformation software platform

CrystalBridge® builds on technical expertise accumulated over 26 years of SNP’s data transformation business. Thanks to this platform, which conducts a full analysis of customers’ systems and processes and then systemizes everything about the transition, conversions to SAP S/4HANA can be completed in as little as six months. That’s 75% faster than the average conversion.

The BLUEFIELD™ approach acknowledges the vast importance of custom code but does not let it dominate. Is all that code going back to the 1990s or earlier really still needed? What about the one-off report demanded by the then-CFO for a compliance requirement that no longer exists? Or a routine for a subsidiary you sold off a decade ago? The answer will almost certainly be no, no, no.

BLUEFIELD™ scans all your code and the frequency of use, so you can take an intelligent, pragmatic decision on what is essential, what needs to be remediated, and what can be safely left behind. It allows you to isolate the code you need, port it into the cloud, and deal with it before moving it into the new system.

However, the BLUEFIELD™ approach will not be the right approach for every organization and we can also support you with new implementation, the Greenfield approach, or a system conversion, known as the Brownfield approach.

Greenfield migration

Organizations looking at a Greenfield implementation are either new to SAP or are likely to have been running SAP for quite a while. A new S/4HANA implementation gives them an opportunity to rationalize their multiple versions of ERP into one coherent solution – improving business efficiency, sustainability, and flexibility. This approach involves creating an entirely new environment that requires an initial data load. The SAP S/4HANA system is implemented, and master and transactional data are migrated from the legacy system, so standard data migration tools and content have to be used.

Brownfield migration

Customers opting for the Brownfield migration approach are more likely to be recent adopters of SAP (within the last 5 years) and so can upgrade the structure they already have in place. This involves a complete conversion of an existing SAP Business Suite system to SAP S/4HANA. This scenario is technically based on Software Update Manager (SUM) with Database Migration Option (DMO) in case the customer is not yet on SAP HANA as the underlying database.

It's time to act

Whichever migration route is right for your organization, the point remains that outdated and complicated core systems often become a bottleneck for digital transformation. As the deadline for the maintenance cut-off for SAP ERP 6.0 approaches, existing SAP users are advised to start their move to the next-generation ERP platform to make the organization smarter.

That way, you will be able to take full advantage of advanced technologies such as the Internet of Things (IoT) and Artificial Intelligence (AI).

So, the big questions are, what benefits can you expect to see, and when? In many cases, the value lies downstream in the digital technologies that S/4HANA will enable. You'll be more agile, you'll have less complexity to deal with, and you'll have a platform fit for ongoing innovation.

Deploying SAP on Azure, for instance, you enjoy all the benefits of a trusted, global hyperscale cloud for SAP workloads and the intelligence to turn business data into powerful insights.

This is all enabled by low-cost 'always on' data archiving, low-cost disaster recovery, on-demand testing, development and production, advanced data analytics, and a hyperscale cloud for SAP with true global reach.



Why partner with Fujitsu?

The strength and diversity of Fujitsu's partnerships with other technology providers means we can assess every situation on its merits. That way we are free to recommend the migration solution that is perfectly suited to your organization.

Quick answer

Depending on what position your organization is starting its journey from, we would recommend one of three possible migration approaches: BLUEFIELD™, Greenfield or Brownfield.

What can we expect from automating our processes?

With increased process automation, you can expect to achieve reduced costs, improved efficiency, and faster response times.

Automation could cover anything from product development to customer complaints. However, many organizations are unsure which processes best lend themselves to automation. They are also uncertain which are the best technologies to deploy and what impact the changes will have on their employees.



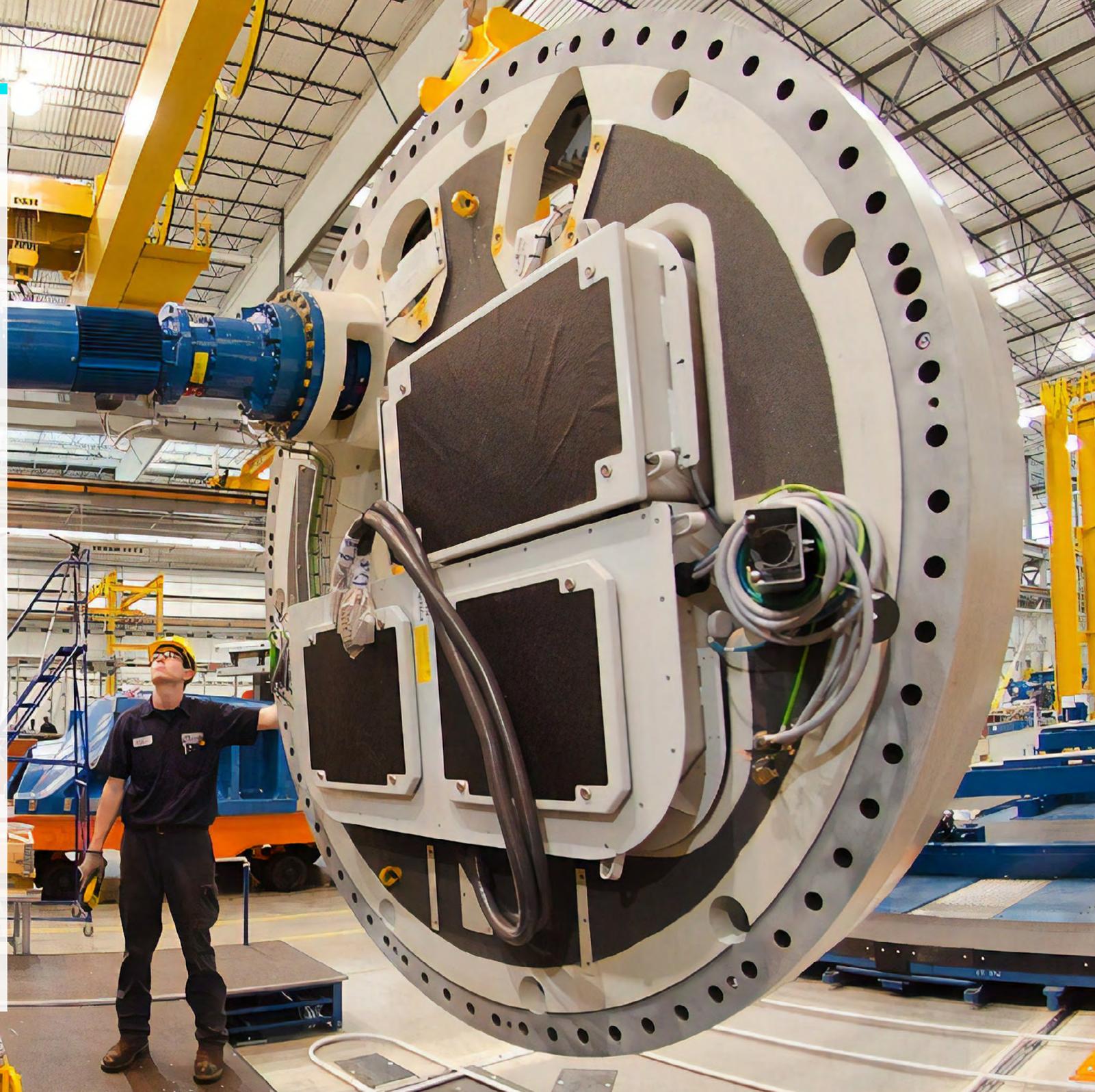
Increased automation is the way forward

It's worth mentioning that many processes have not changed in years and contain lots of manual, repetitive tasks. If you automate these, your people can then spend more time on value added tasks. Or, if you prefer, you can simply cut out the cost, or you could do both.

Beyond this, there are now increasing competitive pressures with clients wanting services on demand and this requirement can best be met by the adoption of new automated business models and processes.

Robotic process automation (RPA) helps reduce human error by automating business process-related manual tasks, increasing speed and lowering the total cost of ownership by saving you time and effort.

Investing in AI can reduce the cost of end customer issues. Take the example of an aluminium door manufacturer. If there are faults in a batch of doors that can't be seen by the naked eye, they will eventually make their way via a retailer to the customer's home. Only then will the fault be recognized and the complaints begin. AI can identify the fault in the raw materials and prevent the issue ever reaching the customer.





Why partner with Fujitsu?

Fujitsu is a company with a strong technology background that already has a proven track record for process automation. We have helped introduce automation in industries like finance – where it can now be found in many banks.

RPA, for example, is simplifying task automation to dramatically optimize account origination and compliance processes. Robots are also monitoring transactions, loan processing and default management to embed operational excellence. Furthermore, chatbots are engaging with account holders in real time to enhance the customer experience.

A proven track record is important for clients looking for good use cases and proof of the positive impact that automation has had. That's why we don't just talk about the technologies, but also how and where they've been successfully applied.

Quick answer

Automation technology is now becoming mainstream and is becoming applied in increasingly complex processes. It leads to greater efficiencies and reduced costs. What's not to like?



How will migration deepen our insight?

Every organization is looking for enhanced customer insight and the competitive advantage that comes with it. Good data analytics can certainly provide that.

However, even though all this new data is being generated and saved, the big question here is, how best to make sense of it all?



The power of insight is infinite

Good business insight can help you simplify operations and maintenance, control risks, and ensure safety for your employees and customers.

Ultimately, you will be aiming to make the most of every business asset to help provide a holistic understanding of what's going on throughout your organization. That means using data from one part of the business to drive valuable insight elsewhere.



Why partner with Fujitsu?

Most customers are looking for a technology partner that understands the specific challenges of their own industry and has successfully overcome them before. Understandably, reassurance comes from examples of previous ROI achieved and useful benchmarking data.

Fujitsu takes a pragmatic consulting approach, with a deep understanding of cloud and SAP. We will always encourage you to focus on your business priorities and how best to secure the data that gets you where you want to be.

Quick answer

With an overview of every asset, you'll be in a position to discover new insights into your business and take performance to a higher level.

Who can answer all our questions on cloud computing?

As with many aspects of S/4HANA transformation, there are lots of questions that need answering here. It can be hard to know how and where to start in terms of migrating to the cloud.

Many customers are unsure about price, which hyperscaler to choose and which offer the biggest incentives to move to their platform. Other common concerns are security and protecting IP.

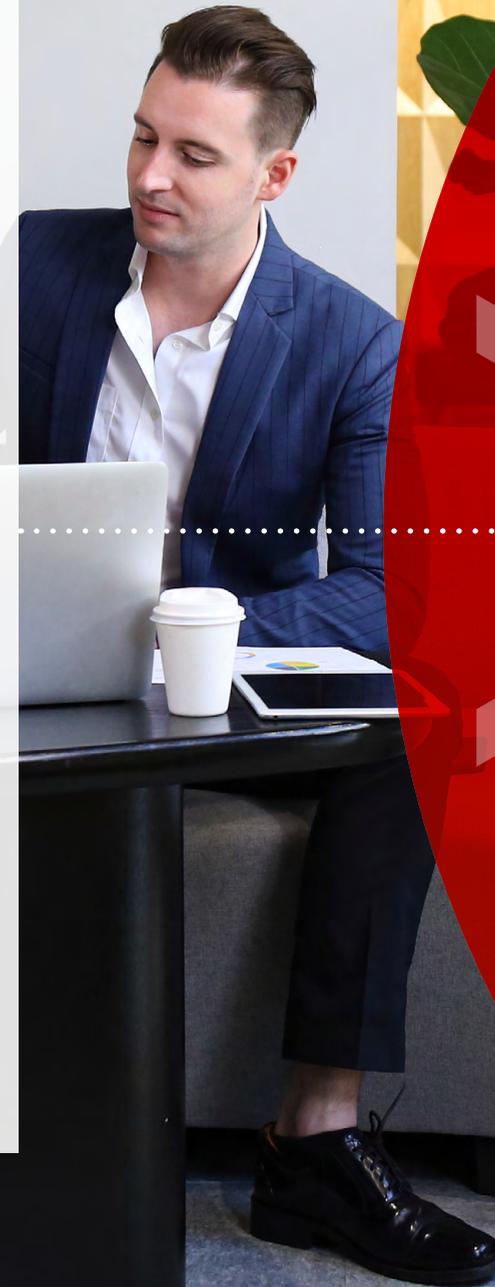


An assessment will provide the key answers

As well as providing all the information you need, an assessment can help you build the business case and secure organizational buy-in. It does this by aligning all aspects of your cloud adoption to targeted, predicted, and demonstrable business outcomes. Our expert consultants will work upfront with you, using our Results Chain methodology to help you thrive in a 'cloud-first' model through successful adoption with your chosen hyperscaler.

An assessment will also provide a holistic view of the relationships and dependencies in your current environment that might affect your deployment or migration. It will identify gaps in skills and processes that could block or stall cloud adoption efforts.

The comprehensive learnings of your assessment will enable you to plan and implement your roadmap. Beyond that, it will empower your people to use the latest cloud capabilities for productivity and digital development.



Why partner with Fujitsu?

To give you the reassurance you need, you are likely to be looking for proven experience of cloud orchestrations and the management of live environments.

Fujitsu can put your mind at rest on both those fronts. Not tied to any one partner, we can review your business needs and priorities in depth before we recommend the route that will work best for you. We have no pre-conceived ideas about what any of our clients should have until we fully understand their situation.

Quick answer

Not tethered to any particular partner, Fujitsu offers a multi-cloud approach that can be customized to meet your individual needs.

Cloud support for an integrated housing manufacturer

Daiwa House Industry is a well-known Japanese integrated housing manufacturer that is expanding its business area to commercial facilities, urban development, and environmental energy. Growing rapidly overseas, they wanted to quickly introduce a strategic accounting system that made management information visible in real time.

Fujitsu helped Daiwa House adopt a cloud-based accounting system to support ongoing growth. Using the SAP S/4HANA® Cloud's PoC support provided by Fujitsu, Daiwa House are now introducing a global accounting network. Real-time management consolidation enables them to make rapid, well-informed business decisions based on the very latest accounting data.

Establish where you want to get to

Before deciding on a platform, you need to understand what your application landscape looks like today and what you want it to look like moving forward.

Your cloud adoption needs are unique. Not only do you have specific target outcomes, you're likely to have a delicate mixture of business, technical, and service-related considerations that might affect how you implement and use your selected hyperscaler. These include everything from traditional ways of working and legacy constraints to regulatory, availability, and security requirements.

To help give you clarity on all this as well as the best route for your organization to take to the cloud, we would recommend an initial assessment.

Which technologies will help us reach our sustainability goals?

Whenever you're choosing new technology for your organization, there's an array of things to think about. From considering the value it will create to pre-empting the consequences it may have and the legacy it leaves – you must ensure it advances your business sustainably. That's our best and only way forward.

Technology that puts sustainability at its core

We all have a responsibility to take action – and that includes the technology we choose (and how we use it). Done purposefully, you can use new technologies to reimagine your operations to become a more intelligent enterprise. One that eliminates waste, improves efficiency and transparency, and ensures responsible consumption and ethical practices are factored in from day one.

S/4HANA's sustainability portfolio addresses four dimensions, including climate action, circular economy, holistic steering and reporting, and social responsibility. For example, SAP Product Footprint Management is a cloud-native application embedded in S/4HANA which helps shape business decisions by integrating footprint scores. These sorts of insights across processes mean you can effectively assess your carbon footprint and find a more efficient way forward.



Why partner with Fujitsu?

At Fujitsu, we work with you to unlock these features by combining our skills and offerings with SAP. Our experience means you can apply this across your entire value chain – giving you a full-scale view of your organization's planetary impact, because we're all about saving the earth, not costing it. We can also help you react to changing market conditions and innovate quickly to produce new products and services that benefit society. It's all part of making sure your technology is designed to meet your goals.

Quick answer

The S/4HANA portfolio offers multiple ways to support sustainability initiatives and helps customers manage their corporate environmental footprint.

How well connected will our supply chain be?

Most customer demands are simple – they need to get their goods and services to the right place at the right time. New technologies can help provide you with a shock-proof system for the road ahead.

Harnessing the full power of your data and the increasing use of sensor technology for richer data will help guide you forward. These technologies can quickly detect problems with the supply of raw materials or, equally importantly, with changes in customer demand.

You always need to be able to quickly detect changes in demand and supply so you can respond promptly and appropriately to fluctuations, reduce uncertainty, and unlock a significant competitive edge.



Set your sights on live inventory management

Using these technologies, Fujitsu can help provide you with early and efficient visibility into stock transport orders. With this insight, you can reliably plan and schedule goods in transit. We can enable live inventory management that enables unlimited simultaneous material movements and true transparency on inventory and material flows.

We can establish a single platform for all warehousing operations, including optimization, automation, and labor management. We can also deliver one single harmonized material requirements planning (MRP) process for all materials, both unconstrained and those requiring advanced constraint-based planning.

While doing all this, we can address your security concerns in this rapidly evolving world. These are just some of the many benefits that await.



Why partner with Fujitsu?

To do this successfully, you will likely need to enlist the support of an established expert, and that's where Fujitsu comes in. We have the experience and technology to address all these concerns. With our extensive R&D into technology, quantum computing, and sensor technology, we have all the know-how you need.

For specific technologies, Blockchain is an asset in terms of increasing provenance, visibility, and trust. IoT and automation are also key for creating an agile, connected, and intelligent supply chain. But it's not just about the technology itself. With Fujitsu, you'll get a partner committed to building future-ready, ethical, and responsible practices at every stage of your supply chain.

Quick answer

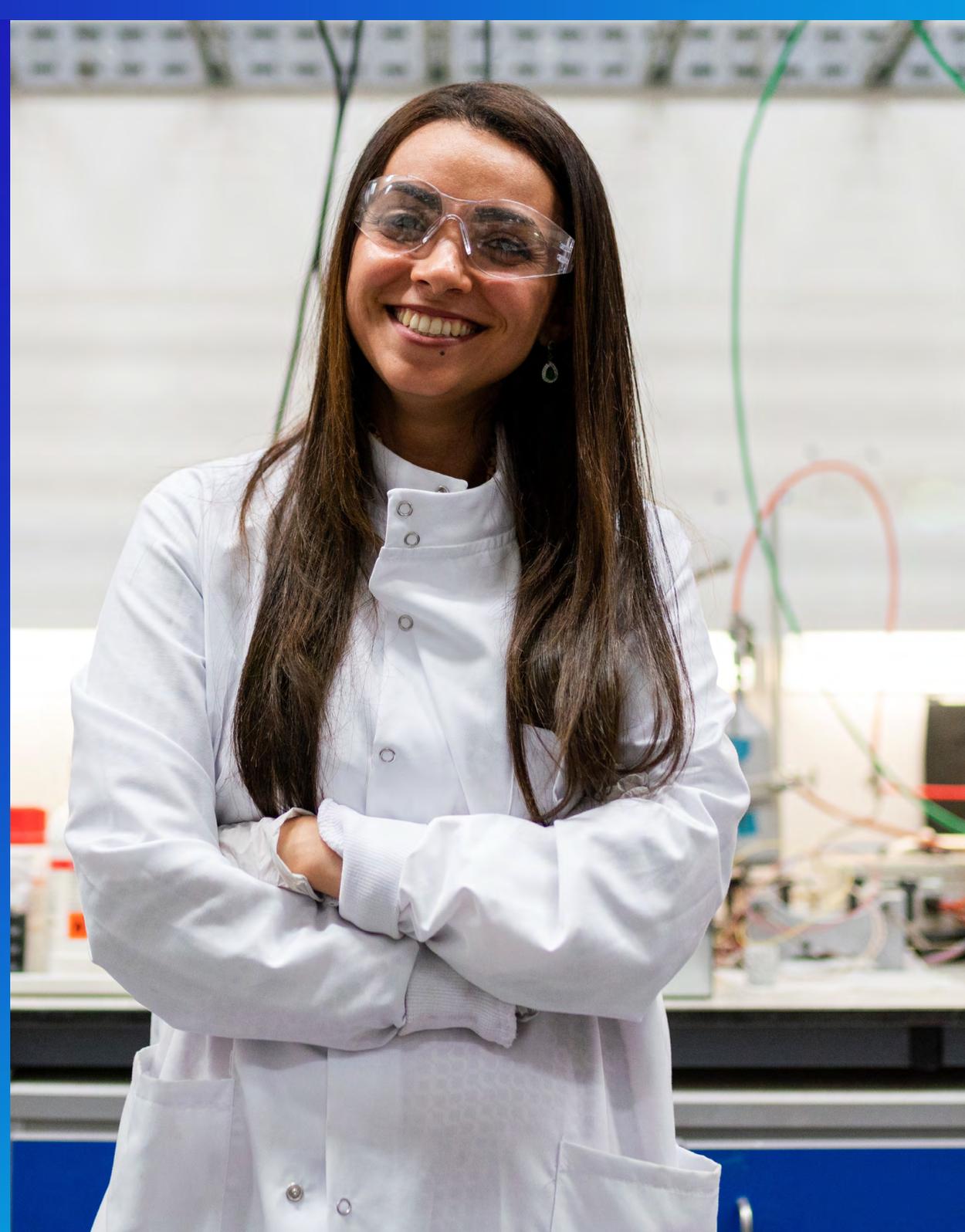
Connective supply chain is probably one of the areas where customers see the most tangible returns with S4/HANA transformation.

How can we find the right technology partner for our migration?

The fact that SAP has teamed up with Microsoft to leverage the advantages of Azure is an important consideration. However, it's also important that you receive the benefit of objective external advice – and that's exactly what Fujitsu can provide with a wide perspective that's focused on your needs in a laser-like way.

We are trusted, global partners of both SAP and Microsoft. This means we can manage the risks while you focus on the rewards, like improved productivity and business growth.

Better still, at Fujitsu, we have the know-how and tools to smooth your journey. We've completed hundreds of SAP migrations and system upgrades for our clients, including many large-scale moves to SAP S/4HANA. Not many organizations would willingly place their trust in a partner without this kind of class-leading experience.



Unique global partnerships

Choose Fujitsu and your modernization will be handled by unique global partnerships, bringing together leaders in critical systems, hyperscale cloud, and Hybrid IT integration – all with deep knowledge of each other's products and services.

Before you make your final decision, there's something else you should bear in mind. Technology architecture has traditionally been a domain exclusively for the IT department.

However, as organizations try to compete in the digital economy, technology is increasingly underpinning most business priorities and outcomes. This means building the intelligent core for your organization is mission-critical for the entire C-suite within your organization.

This added pressure is a good thing and, once you have buy-in at the top level, will help you maintain momentum once your journey has started. You can leave this, and all your challenges, with us. Rest assured, we have the experience and expertise to help overcome all the obstacles in your way.

One final question for you: When choosing your SAP S/4HANA migration partner, does it make more sense to choose someone with noted SAP expertise or someone like Fujitsu, with plenty of hands-on SAP experience, but with an unrivalled reputation for the high-end technology that SAP S/4HANA can manage?



Why partner with Fujitsu?

As a successful S/4HANA transformation depends on a highly personalized approach, you need to choose a technology partner that delivers solutions 'with you', not 'to you'.

What next?

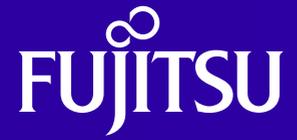
So, with the technologies in place to meet your business priorities, you're ready to move to the final stage of your SAP S/4HANA journey.

The Empower phase focuses on how you can ensure that your people make the most of the flexible platform you've established. This is covered by the third in this series of three eBooks, entitled: 'How can S/4HANA unlock the full potential of your people?'



If you'd like to discuss your SAP estate in more detail right away, please email askfujitsu@fujitsu.com and we'll put you in touch with one of our experts.





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