


Cognizant[®]

Unlock the Intelligent Enterprise

Cognizant[®] SmartMove

Simplify your transition to SAP S/4HANA with Cognizant's Conversion Factory

SBN Conference 2020

A woman with long dark hair, wearing a blue button-down shirt, is looking down at a laptop. The background is a blurred office environment with large windows and some papers on a wall. The overall lighting is dim, with a blue tint.

In the digital economy, intelligent enterprises want to seize new business opportunities in real-time.

By converting from ECC to S/4HANA, you can optimize processes, offer better services, create new business models and make intelligent decisions.

Enterprises now want a risk-mitigated roadmap to transform their current SAP ECC landscape into a scalable and future-ready S/4HANA environment.

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Driver of the Digital Transformation: Motives from an innovation and cost perspective



Innovation Potential	New Business Models	Business Process Innovations	Innovation Platform	Cost Benefit
	New IT Architecture	New User Interface	Business Process Harmonization	
	System Consolidation	Accelerated Business Processes	New Application Management Concept	

S/4HANA Transformation Alternatives

How to choose the right path?

- Clear focus on redesign
- Fresh start with clean system without historic burdens
- Strong desire to go back to SAP standard
- Focus on innovations/ new S/4HANA functions
- Strong desire to harmonize business processes
- Opportunity to move to S/4HANA cloud edition

Classic New Implementation

- No desire to partially reuse existing solution
- Usage of preconfigured solutions such as Cognizant' Industry accelerators or SAP Model Company.

Greenfield :Classic New Implementation

- Clear focus on continued usage of existing solution
- Main target is to make existing solution run under SAP S/4HANA
- Strong focus on mandatory adjustments only
- Smaller optimizations prior/during/after conversion feasible
- Implementation of S/4H innovations of minor priority
- Historical data will be kept

Classic System Conversion

- Existing customizing shall partially be reused e.g. in case of complex in-house developments via Shell Creation and Transport
- Usage of preconfigured solutions such as Cognizant' Industry accelerators or SAP Model Company
- Complexity reduction in case of large number of custom code adjustments/ Simply. It. via Shell Creation
- Adjustments that are only feasible without master/ transactional data in the system, e.g. Chart of Accounts

Enhanced New Implementation

Enhanced System Conversion

e.g. SNP Bluefield Approach

Brownfield: Classic System Conversion

CXOs are realizing S/4HANA Conversion is just not another upgrade

The move from SAP ECC to S/4HANA is not only about technology upgrade. The approach to move from current landscape & processes to scalable and flexible future ready system should be considered in the various aspects of conversion.

Minimum System Requirements :

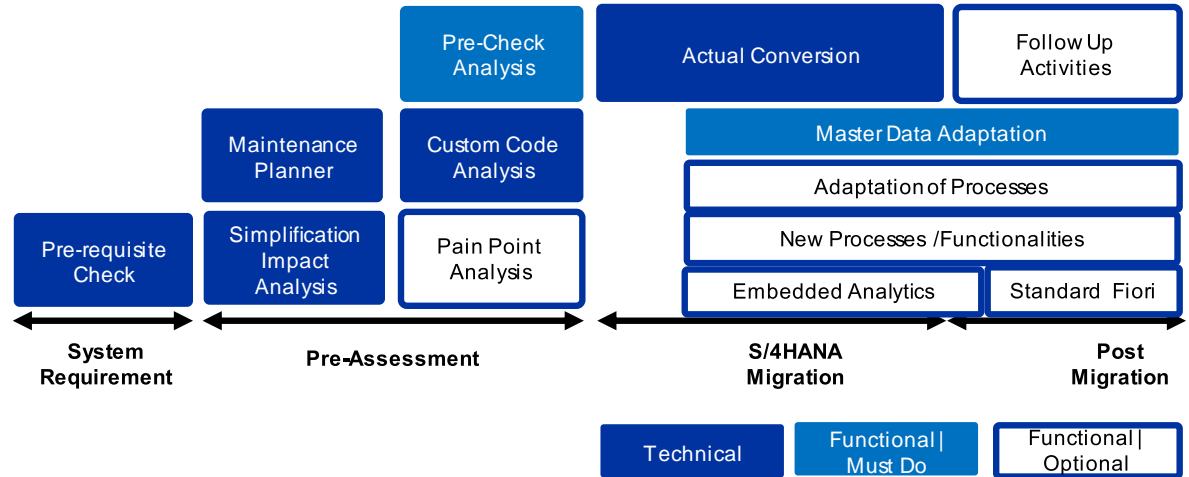
Do you have the minimum ECC version required for conversion ? Are you already on New GI , Unicode ?

Impact of S/4HANA Simplification :

The changes in S/4HANA backend technology & functional processes. Certain processes have moved to other SAP applications

Impact of Innovation :

Real time analytics, Fiori, ML/AI powered applications & built in automation



We bring comprehensive solution for our customers

Our experience helped us understand what matters most

Build a future proof Intelligent Core ...

Shift to S/4HANA to enable
digital transformation



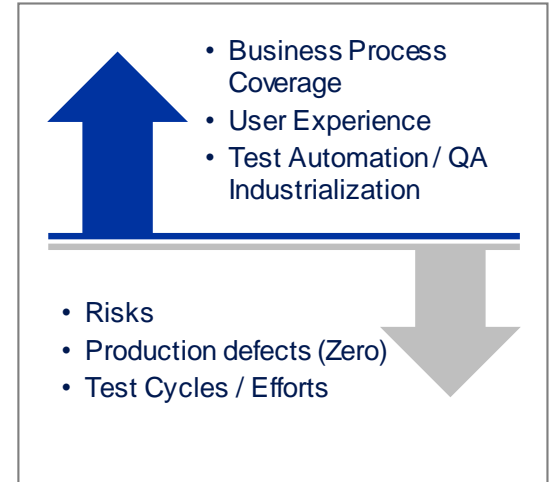
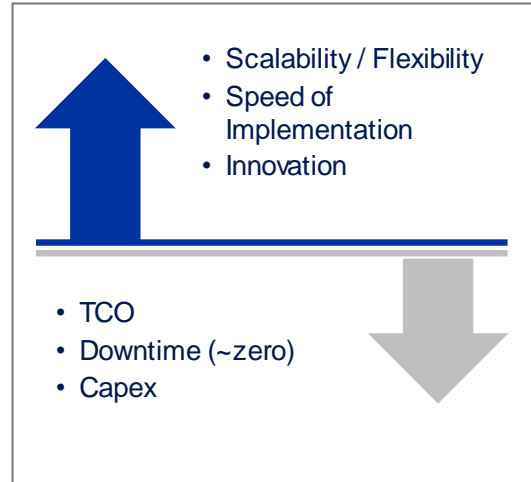
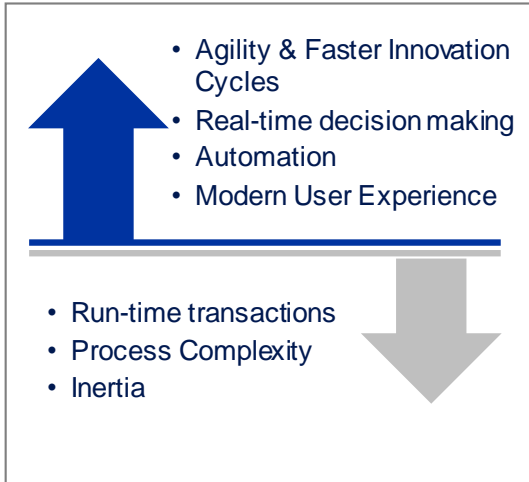
Enabled by a robust Cloud Strategy...

Focus on core business,
leaving non core operations to cloud



Ensuring first time right quality ...

Defect prevention through
intelligent & automated
business process assurance



SmartMove Conversion Factory

Powered by Cognizant® SmartMove : S/4HANA Conversion Factory

Our experience helped us understand what matters most



Factory model

- Process automation
- FlexiCore
- Qualified by SAP

Process Automation

Reduce downtime by 30% , cost by 10-15%

Quality Gates

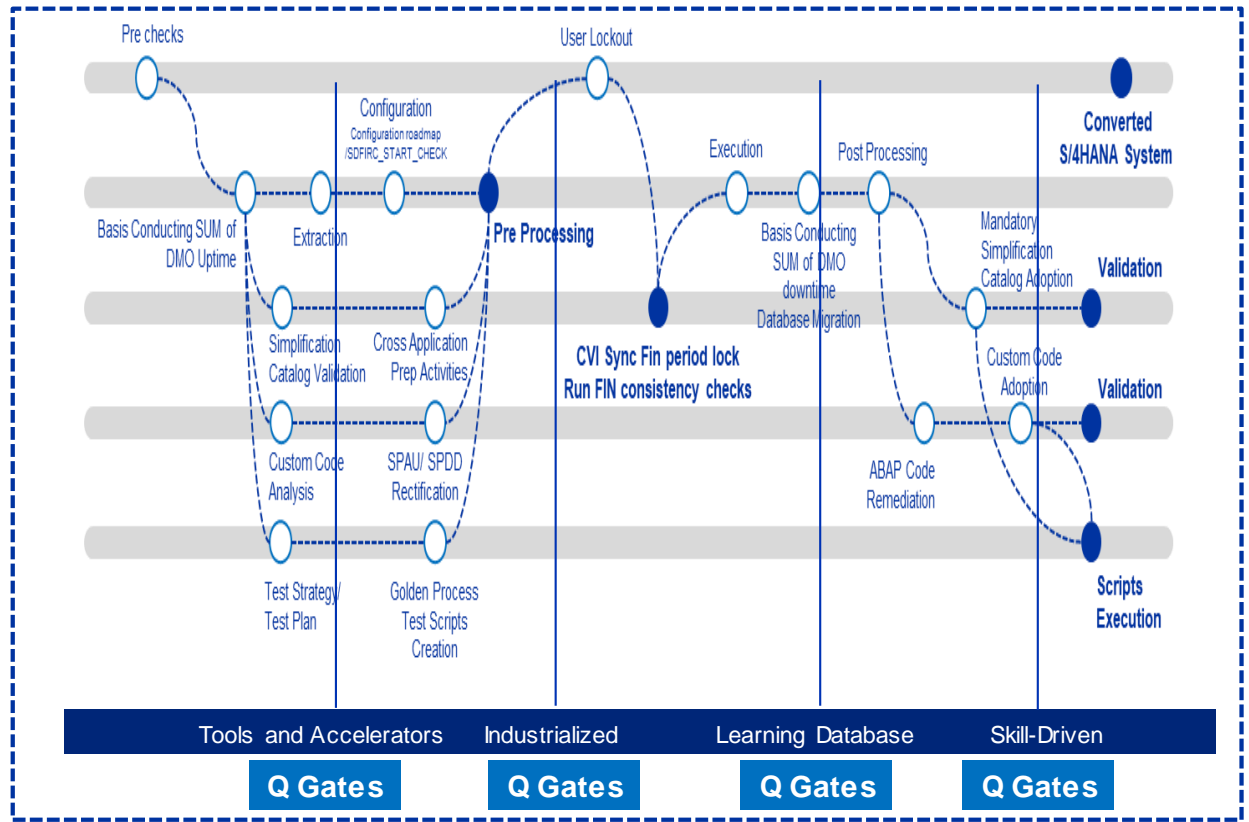
Check points to reduce risk

Flexi Core : Variable Capacity

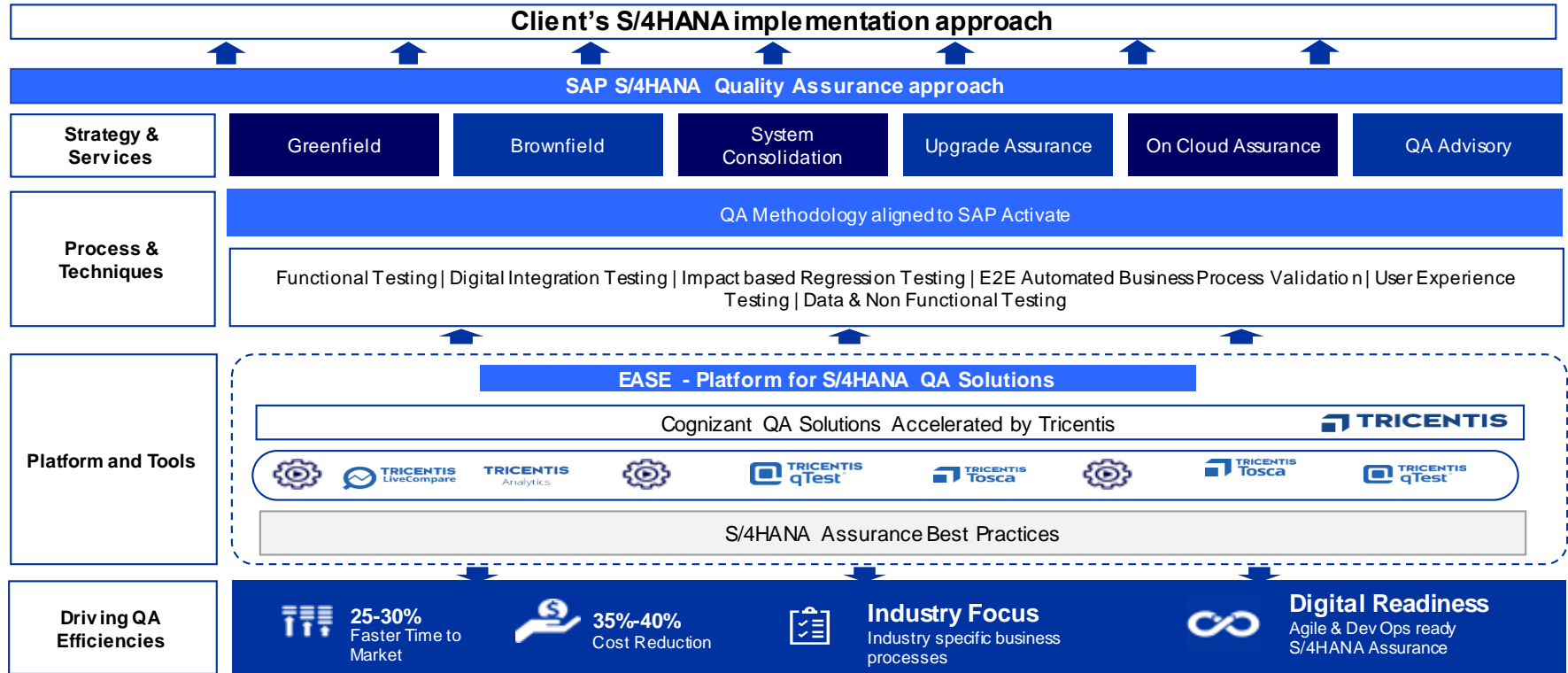
Optimal usage of resources
20% cost saving

Standardized Processes & Templates

Repeatability ensuring quality, eliminate errors

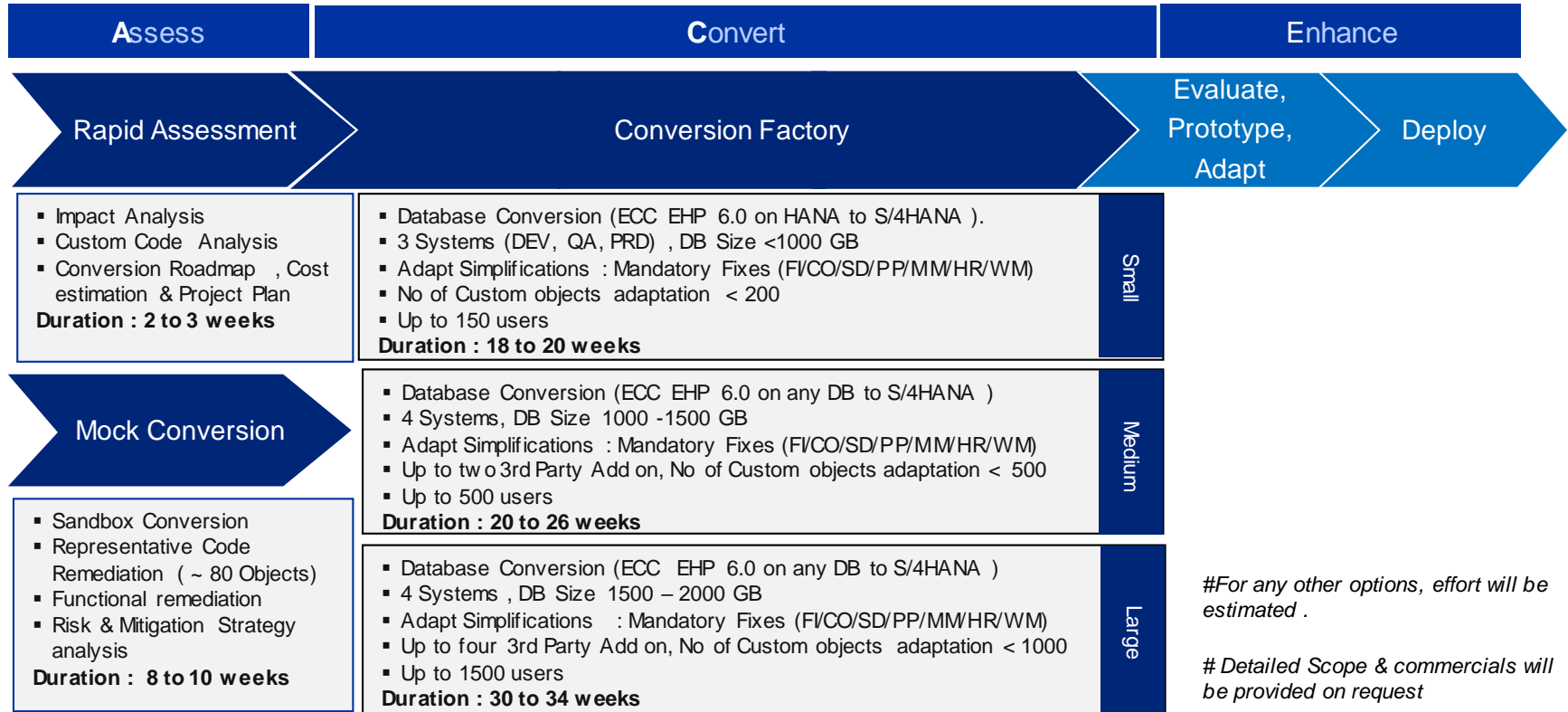


Validated using Intelligent & Automated QA approach for first time right



Cognizant® SmartMove predefined packages# to simplify your journey

We also offer customized packages to address your need



#For any other options, effort will be estimated .

Detailed Scope & commercials will be provided on request

Gulf Medical Company Case Study

Gulf Medical Company (GMC)- Overview



Provider of medical devices for imaging, radiation oncology, digital radiography devices, as well as medical practitioners in the field of cardiovascular, critical care, ventilations, anesthesia, various surgeries.

The company serves customers in Saudi Arabia and GCC region.



9 Offices in Kingdom of Saudi Arabia & UAE

GMC Engagement Overview

Engagement Headline

Cognizant helped transform Gulf Medical Company (GMC) into an always-on, digitally connected and data-driven firm which could compete by acting at speed to capture opportunities and find new ways to develop and deliver products & services.

Cognizant's Solution Highlights

- Conducted assessment for legacy SAP landscape and recommended business transformation roadmap powered by S/4HANA.
- Leveraged proprietary **S/4HANA Conversion Factory** for hybrid conversion from ECC to S/4HANA
- Replaced highly customized SAP CRM system with S/4HANA 1709 and enabled process simplification and transformation.
- Improved system performance by replacing customized processes in legacy system with standard processes in S/4HANA.
- Enabled enriched user experience with Fiori apps.
- Implemented BW for accelerating period-end and management reporting.

Engagement Snapshot

Duration of Engagement:

<1 Year

Geographic Scope:

Kingdom of Saudi Arabia & UAE

Operations/LoBs covered:

- Pricing procedure
- IBD – Inbound delivery
- Replication EWM to ERP
- Order processing
- Purchase requisitions

Client users impacted:

500

Cognizant team size:

26 (90% offshore: 10% onshore)

GMC Project Highlights

Services

- Technical conversion to S/4HANA
- Upgrade to EWM, BW, BOBJ, SAP Portal, SolMan, PI to PO
- Migration from BO to HANA DB 2.0
- Managed services for S/4HANA landscape

Cognizant Assets

- **S/4HANA Conversion Factory** for industrialized development
- **HANA+** for assessment of custom code migration to the target S/4HANA system

Unique aspects of engagement

- Initial assessment in joint collaboration with SAP
- Conversion completed in 6 months
- One of the first S/4HANA hybrid conversion programs in the Middle East
- Leveraged SAP for QA services

Business impact

- Improved system performance
- Enhanced user experience with easy usage of SAP functionalities enabled by SAP Fiori standard mobile apps (25 standard apps)
- Reduction in overall end user transactions in the system
- Faster response in data warehousing and ERP applications
- 70%+ reduction in custom developments

Benefits delivered

25%

Increased productivity in order processing and purchase requisitions processes

80%

Faster turnaround of executive reports

30%

Reduction in TCO (by moving to HANA database save the Oracle db license)

GMC Future Plan / Roadmap

- Take full advantage of mobile features on S/4HANA, particularly Fiori
- Targeting process automation in S/4HANA by using RPA
- ARIBA for Procurement Transformation

"Successful Hana Conversion, Few Steps To Go To The Full Digital Transformation."

"Well, it was a quite long happy experience with Cognizant from the time we started the overall evaluation of our systems during the assessment until we successfully completed the whole conversion to S4Hana. we are so happy with what we've done so far, still a few steps to go to the full digital transformation we are looking for but we are pretty sure with their great support; we will reach it very soon."

IT Manager - GMC

Q&A



Rishi Chatterji
Director – Projects, SAP

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