

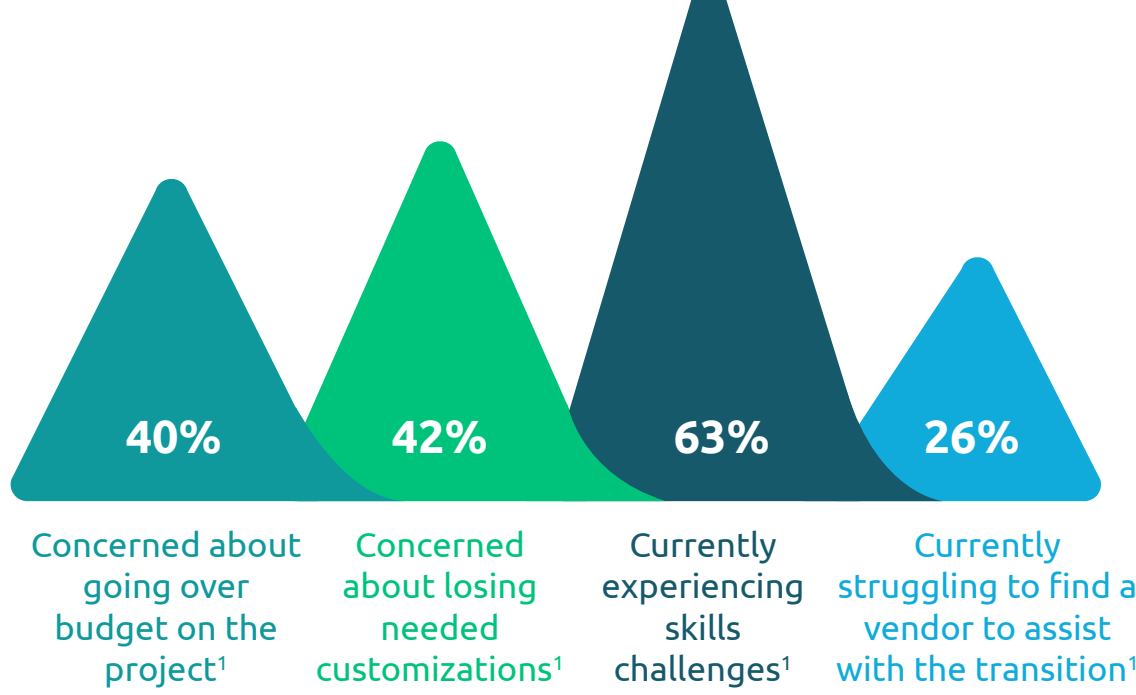
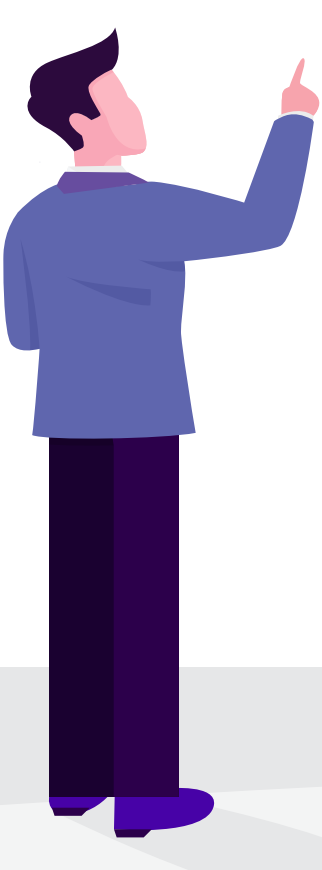
## SAP's customers are facing a decision point...

2027

SAP has set a 2027 deadline for supporting its Business Suite services, saying that – after the deadline – its systems will be run only on HANA

## ... and mounting challenges on a number of fronts

There is no denying that an SAP S/4HANA transition is complex. In fact, **39%** of live customers report that the migration was more complex than expected.<sup>1</sup>



## While time is moving on...

Through 2021, CIOs who take a business-strategy-first approach to their ERP will deliver **60%** increased business value over those who take a vendor-first approach.<sup>2</sup>



By 2021, ERP cloud enterprise application implementation labor rates will increase by **60%** due to high demand and lack of skilled resources<sup>2</sup>



By 2022, **30%** of large enterprises will have moved to a platform- and product-centric approach with standardized ERP capabilities at the platform core<sup>2</sup>



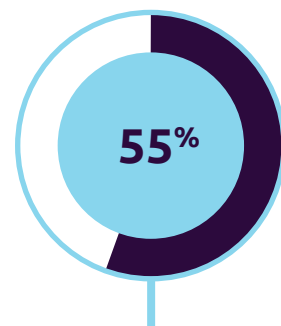
SAP forecasts cloud revenue to exceed **€15 billion** (\$16.53 billion)



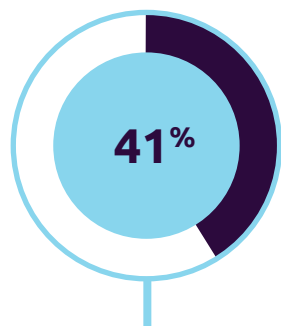
SAP plans to discontinue support for Business Suite

## ... businesses are faced with the challenge of building the business case to move to S/4HANA

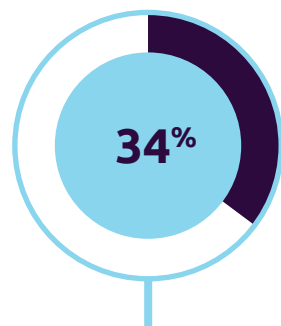
“The biggest barriers for future SAP S/4HANA adopters include building a business case, prioritizing the project, and believing that the product is ready”<sup>1</sup>



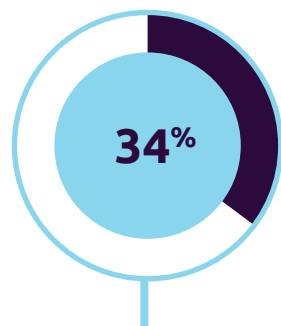
Need a business case or business justification



Not a priority for my company



Concerned about maturity of the product



Challenged by cost or lack of financial resources

## Capgemini's D-GEM for SAP S/4HANA delivers the best platform-based architecture for Finance and Accounting



### D-GEM

Transform your existing business and deliver a new operating model with benchmarked, best-in-class operational performance.

### D-GEM for SAP S/4HANA



### SAP S/4HANA Renewable Enterprise

Deliver S/4HANA in an intelligent and sustainable way.

### Capgemini's market-differentiated solution

Best-in-class finance processes

S/4HANA digital core and intelligent applications

Enhanced personal skills and capabilities

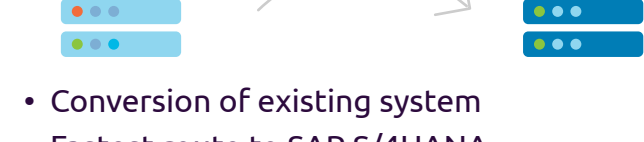
### Digital Operating Model

## And even when it's not clear which path to take to reap the benefits of SAP S/4HANA, Capgemini's D-GEM for SAP S/4HANA maps the entire journey for you.

### Brownfield approach

Convert your current ERP solution and data as smoothly and noiselessly as possible to S/4HANA, with minimum adjustment and maximum continuity for the business

Conversion



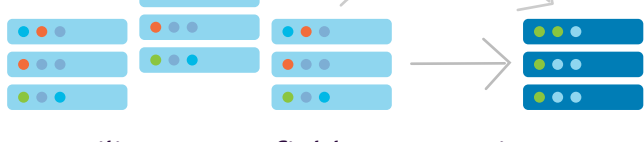
- Conversion of existing system
- Fastest route to SAP S/4HANA
- Evaluate innovation in parallel

### S/4HANA rightfield approach

Reused data and design

New data and design

Transformation

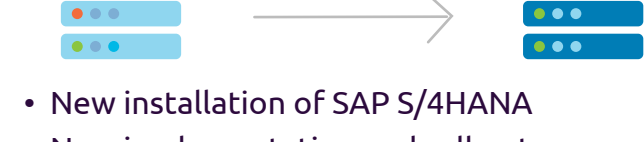


- Facilitate greenfield or conversion
- Process harmonization
- Data harmonization

### Greenfield approach

Designing optimized processes and solutions, combined with a new or adjusted target operating model, and new process templates, solutions, and data models, can lead to significant changes for IT and the business

Greenfield



- New installation of SAP S/4HANA
- New implementation and roll out
- Possible to reuse new assets

To find out more, contact [businessservices.global@capgemini.com](mailto:businessservices.global@capgemini.com)

Sources:

1. Capgemini/ASUG, "SAP S/4HANA Challenges that Aren't so Challenging," February 2019
2. Gartner Inc., "Magic Quadrant for SAP S/4HANA Application Services, Worldwide," Fabio Di Capua, Susan Tan, Allan Wilkins, 20 May 2019