The Selective Data Transition podcast with cbs Consulting
Transcript

Listen to this podcast to understand:

- How organizations prepare for a major digital and innovation shift.
- How to build the roadmap to a migration with Selective Data Transition (SDT).
- How organisations can change their complex legacy system, to a more modern and flexible one
- SAP S/4HANA offer, with Capgemini.
- Trends and predictions for the future.

Moving from traditional SAP architectures to SAP S/4HANA® is more than an upgrade. It's a major transition, and a necessary response to the digital transformation of business. An effective move to SAP S/4 HANA aims at creating a new Digital Core for any organization – a next-generation platform that's simple, comprehensive, and will evolve with its growing needs. Capgemini helps clients move their existing complex SAP landscapes to the latest modern, simplified, technology-charged SAP S/4HANA landscape, reinvigorated through digital Innovation-enabling technologies. This move allows clients to unleash the power of new digital technologies to evolve their business and their processes.

Introduction

Forrest:

Hello and welcome to the Selective Data Transition Podcast, with Capgemini and cbs Consulting. I'm Forrest Lewis and I will be your host as we guide you towards your SAP S/4HANA transformation journey, to becoming a Renewable Enterprise. Discussing how organizations move through complex digital journeys and why this transformation is a crucial step for both your business and your employees. Today, we have the pleasure of being joined by **Carlo Doni, Sales Director, cbs (Corporate Business Solutions) Consulting.** We'll be discussing the move from complex legacy systems to a more modern and flexible solution plus, an exclusive look into the unique approach to data migration with cbs and Selective Data Transition, or SDT, and how Capgemini's partnership with cbs is helping clients navigate large-scale migrations.

Carlo, welcome.

Carlo: Hi and thank you Forrest. Happy to be joining you for today's discussion.

Forrest: It's great to have you with us. I thought we could perhaps start with your own origin story. I'd love to hear a little about your own journey within technology and business innovation.

Carlo: Since the early 90's I have encountered very different enterprises and their specific processes in different branches. Production, services, power generation, organization, transportation and financial transactions – all of them supported by programs and systems, which have been developed from technology companies. SAP is perhaps the most important one of them and the integrated company's processes have been the core of their solutions from the beginning.

The newest trend for this environment is the integration through the inter-company exchange in an extremely growing manner, due to the massive use of the internet, also for enterprises, using it for business purposes.

Who could imagine, only a few years ago, that a company could become a global enterprise in such a short time without having any assets or production sites? Here I see a lot of examples like UBER, Flixbus, AirBnB and many others. This means that also the digital transformation for the traditional, asset-based companies is a crucial task of the present to remain competitive in the new market.

Forrest: That's great, thank you Carlo. I know we're keen to get your perspective and insight into Selective Data Transition and the digital migration, so let's jump straight in. The move to an intelligent enterprise can be a complex journey, especially during a time when digitization is accelerating at a rapid pace and innovation and technology across every sector is forcing corporations to stay competitive and relevant. This can often begin with establishing an intelligent core or enterprise resource planning (ERP) system, but for many companies, migrating to a new system is more than just a simple upgrade. We know many of our clients need to be agile and we know they need flexibility, but what would you say are the clear benefits of migrating to SAP S/4HANA and what does this process look like?

Carlo: Moving to SAP S/4HANA is not a decision to take in the coffee corner in a few minutes. The overall cost is an obvious consideration, but beyond that, a transition involves the most departments of the corporation, the need to train the employees on the new software and the allocation of internal resources. No wonder so many companies take a long time to decide to go for a SAP S/4HANA transformation.

SAP will support legacy ERP solutions only until 2027, but very few companies can afford a cost intensive migration project that takes several years. Time is a crucial factor.

Many companies currently face the major challenge of selecting and developing their optimal journey to SAP S/4HANA. SAP offers two standard kinds of approaches: 1. new implementation (Greenfield) and 2. upgrade/conversion of the existing system (Brownfield).

There are disadvantages to both. A completely new implementation is too complex and runs the risk of becoming a never-ending project that takes more than seven years and is intended to fail.

Just doing the upgrade is expensive, without offering real added value or benefits.

That's why cbs offers an alternative route, which is already established in the market. The main goal is to add value at the process level, selecting the right elements and data to transform.

The tailored approach of an SAP S/4HANA Selective Data transition combines selective process redesign and selective data transformation, cutting project implementation time by up to 50 percent. Businesses enjoy fast access to innovation and see an early return on investment due to rapid project implementation. This is in the meanwhile, SAP's recommended migration approach as well for the top 2,000 SAP customers worldwide.

Forrest: So, in order for clients to buy-in to the idea of migration, I get the impression that it is both natural and common to first see some hesitation in making some of the changes required when considering a transformation and maybe even some resistance, particularly in the early stages, in what can often be a complex digital environment, on top of the restructure required and the many moving parts, like the readiness of the workforce or management teams and the combining of strategies and software. But, I have a two-part question for you... how are Capgemini and cbs Consulting's partnership, helping organizations to identify and address the fears and concerns often associated with making such a major shift across their enterprise and more specifically, enabling business continuity? Greenfield/Brownfield/SDT is a unique approach to data migration....

Carlo: Our common answer to offer a feasible solution to address the pains of the enterprises deciding to go for a migration to SSAP /4HANA, can only be to enable maximal flexibility and an individual, tailored approach for the transformation. Selective Data Transition (also SDT) is the approach, and we have a unique software-based solution to facilitate the selective migration to SAP S/4HANA: The Enterprise Transformer® (ET). It enables the technical migration of processes and data and is the success driver for rapid SAP S/4HANA migrations.

Forrest: As our teams jointly navigate clients across these key pillars or steps, what are you experiencing or seeing as the most defining trends as we help them move to a more Digital Core? Are you seeing an entire organization adopting the transformation? And, are we seeing clients fully on board to take advantage of the innovation presented when adopting a selective data transition?

Carlo: Now we are talking about the most interesting questions I have discussed several times with different interlocutors in most enterprises:

A very important aspect is the integration and interaction between enterprises. The integration means to have a real digital End-To-End process in the company, so that there are no disruptions or brakes and the flow can bring a tangible benefit to the value chain. Interaction is the exchange of data and responsive processes between different companies. This last trend is perhaps the one, which brings much more value in an overall perspective.

Transforming a whole organization to an End-To-End Digital Enterprise is a program, which needs a holistic approach. I see that the only way for enterprises to pass in these times is to become more flexible to their customer's needs and act faster to the market developments.

When we talk about Selective Data Transition to SAP S/4HANA, we are talking about a very complex and multidimensional shape, which needs deep explanations. Once the client understands this complexity and realizes the possibility to reduce the business risk that comes with this approach, then he is ready to invest into it.

Forrest: We've heard a lot about Enterprise Transformer and Selective Data Transitions, and you've also given our listeners a first-hand look, or sneak preview into the structure of how Capgemini and cbs work together to build strategy infrastructure and apply an end-to-end roadmap for clients. So, it would be great, as we draw close to the end of today's cast, if you could perhaps share some insight into what makes this partnership so unique? And also, share some of your predictions around how markets will continue to react and adapt to this need to move to digital.

Carlo: Capgemini and cbs are the ideal complementary partners you can imagine and I will tell you why: cbs has with the Enterprise Transformer the ultimate enabler for digital transformation to SAP S/4HANA. In the specific cbs market, we offer everything a customer needs from a single source. We also see great demand beyond our core area and core business.

Capgemini has built its own practice to deliver SAP S/4HANA projects with the Selective Data Transition approach using the cbs' asset ET Enterprise Transformer.

Together we can leverage both market areas and merge them together, creating a unique and complete offer to our common customers.

Forrest: Thank you Carlo, that's great to hear examples around how our partnership will assist global organizations of all sizes, particularly when it comes to the complexities of managing data and making the leap toward a large-scale migration. So Carlo, thank you again for joining us and sharing your insight and we look forward to hearing more from you in future episodes.

Carlo: Thank you Forrest

Forrest: For those of you who may be new to our podcasts, don't forget to hit the like or share button to get notifications for the next episode in our Digital Core Podcast series and be sure to find all of our episodes on your favorite podcast platforms. Thanks for listening.

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