EVIDEN

Powering a new era of **manufacturing growth** and innovation

Why the adoption of SAP S/4HANA is becoming the technology trend that matters for the future of manufacturers, and how to achieve a seamless, successful transition.

Introduction

"84% of [mid-sized manufacturing] leaders view technological innovation as their top priority in the next three to five years. Innovation around products and services (80%), sustainability (79%), business model transformation (77%), and digital experience (77%) also made the list".[1]

Digitalization, Industry 4.0 innovation, SaaS and the cloud promise an era of smarter production, intelligent supply chain management, customization-at-cost, Manufacturing-as-a-Service and significant emissions and waste reduction. An age of agile manufacturing that can shift to support new service lines and establish new production facilities in a fraction of the time. It's an exciting vision and businesses based in Germany, Austria and Switzerland are at the forefront of this fast-paced evolution.

Yet innovation without insight can only deliver a fraction of its true potential. Only when the massive volumes of data that these technologies produce and rely on are easily acquired, analyzed and understood in real-time, supported by the right operational models and processes, will manufacturers realize the full potential of new innovations. And this is key for manufacturers to have the agility, cost-efficiencies and targeted new services required to compete on a local and increasingly global stage.

Change is coming and manufacturers in DACH need to be ready for it.

[1] The Transformation Mindset: How Manufacturers Are Balancing Profitability and Efficiency with Sustainability SAP Dec 2021

Digital-first manufacturing

Despite its standing as one of the largest manufacturing regions by revenue in the world , manufacturers in DACH still face challenging conditions :

Economic upheaval and potential stagnation in some markets

Growing demand for faster production and customization

Ongoing supply chain disruption and shortages of increasingly scarce natural resources

Increasing sustainability regulation

A shortage of skills and talent retention

Market disruptions due to political crises

In response many companies have already adopted a "digital first" strategy . They are seeking to leverage cloud, SaaS, IoT, Artificial Intelligence (AI) and Machine Learning (ML) and more to increase their agility, automate processes across OT and IT, provide automated business intelligence (BI) dashboards and deliver better cost-efficiencies . Such innovation is also seen as a key enabler for them to continue to innovate and develop new products, offer greater customization and support product-as-a-service models.

The insights and real-time performance analysis that can –in theory– be secured as part of this digitalization is also a significant benefit itself, driving better and faster decision making. The ability to predict opportunities and issues before they arise is becoming a critical factor in the longer-term profitability of manufacturers of all sizes as they grapple with supply chain challenges and new customer demands. However, this requires new capabilities, greater scale and agility than most manufacturers legacy Enterprise Resource Planning (ERP) solutions can provide.

To secure growth and future-proof the business, the time has come to act.

"70 percent of SAP customers rely on ECC and have yet to upgrade to S/4HANA."
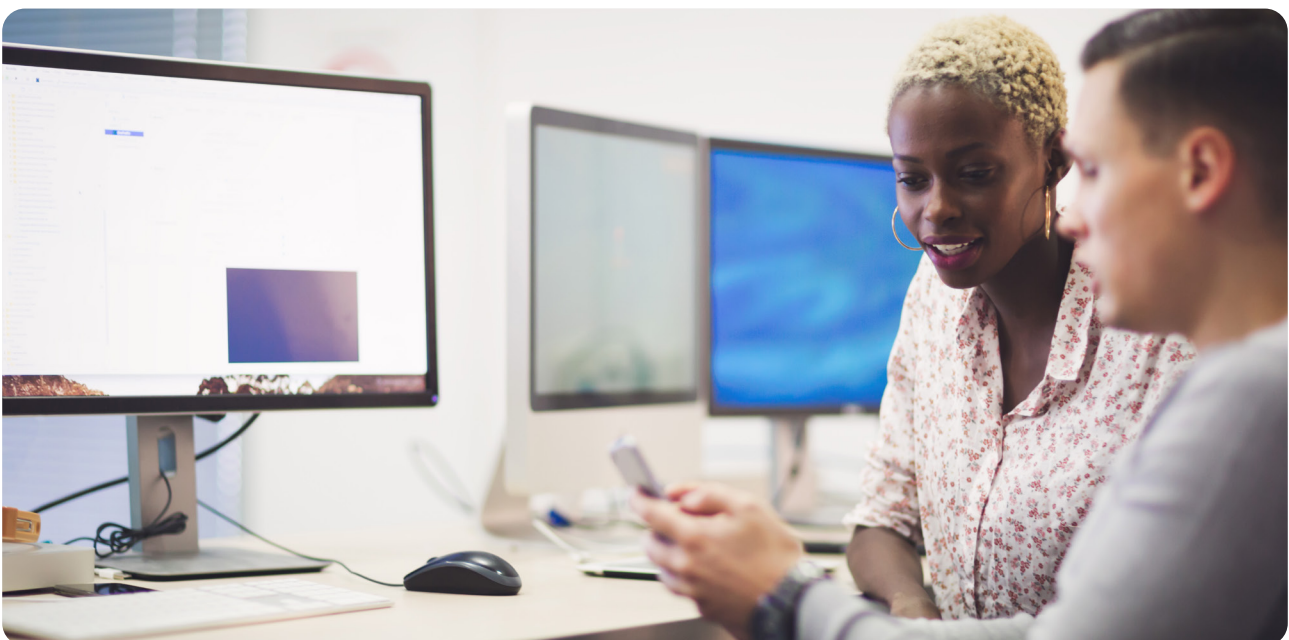
Cloud-ready SAP,
for modern manufacturing

Many legacy ERP solutions are complex, slow and any changes to processes can prove time consuming and costly. Years of customized extensions & enhancements, process duplication or overlap and a lack of process transparency mean extracting insights can be challenging. Getting them in real-time is almost impossible leading to inefficiencies that limit innovation and add operational and production cost.

Migration to SAP S/4HANA addresses these issues and offers the capabilities and functionality now in demand. New capabilities are continuing to be developed and delivered to the benefit of customers. S/4HANA becomes the digital core of your ERP environment that can continue to be enriched with specific SAP applications that immediately add business value. The S/4HANA based SAP environment boasts machine learning capabilities that enable advanced process automation, and access to real-time business statistics and analytics. Convergence of transactional and analytical systems ensure the business and production teams can see a single source of the truth at all times.

Heavily improved user interfaces via SAP Fiori applications support much easier system interaction and full transparency across different roles and departments. Logistics, external warehouse management and production planning/detailed scheduling are just some of the standard functions. Finally, S/4HANA can be hosted on cloud, enabling manufacturers to further benefit from additional cloud-driven capabilities. This also opens up new ways of reducing cost and increasing efficiencies, as SAP systems running on cloud can be managed by service providers in collaboration with hyperscalers, or directly via "RISE with SAP".

Add to this that support for SAP ECC product generation is scheduled to end in five years' time and businesses are recognizing that they need to review their ERP systems and consider adopting S/4HANA now.

But ERP change is a significant endeavour that takes many years, and concern about how to deliver such a project is understandable. You need a partner with proven expertise, who will work with you to devise the right approach for your business and deliver a seamless and successful transformation to the right-fit SAP S/4HANA system and can maximize the value and minimizes the costs and risk. This requires a partner who can offer consultation to devise your transformation plan - including design, technical architecture and platforming – and provide the skills and resources to deliver the execution of that plan.

Eviden: A proven partner for SAP S/4HANA transformation - from defining your strategy to final sign-off.

Your first decision when planning to make the move to S/4HANA will likely be 'who do we choose as our partner supplier? It is also arguably the most vital decision in the process.

Eviden is a global leader in SAP - a Global SAP Platinum Partner and Preferred Global SAP RISE Partner. We have been deploying and managing SAP systems, architecture and platforms for customers for well over three decades. More than this, Eviden has built on our long-standing manufacturing experience, which brings extensive knowledge, practices and targeted solutions to our manufacturing clients. We offer pre-configured solutions to speed adoption and reduce the complexity and costs, and our Smart Guide provides the guidance and information you need to work through your transformation successfully. Add in DACH-based experts and consultants, near-shore and offshore support options and you have a team with a proven record in delivering successful SAP transformations while maximizing the value and reducing the risks across complex, multi-year programs.

ADVANCED PRECONFIGURED SOLUTIONS

Eviden Smart Guide 2.0 offers a structured guidance with a framework, descriptions, navigation and accelerator tool documentation and more, built from shared best practice to help you work through your transformation step by step, with prompts to ensure considerations and dependencies are reviewed as required. You have an end to end view that includes project management tools and industry standards to give you a complete roadmap of your transformation with clear signs and signals to guide you along the way and keep you on the right path.
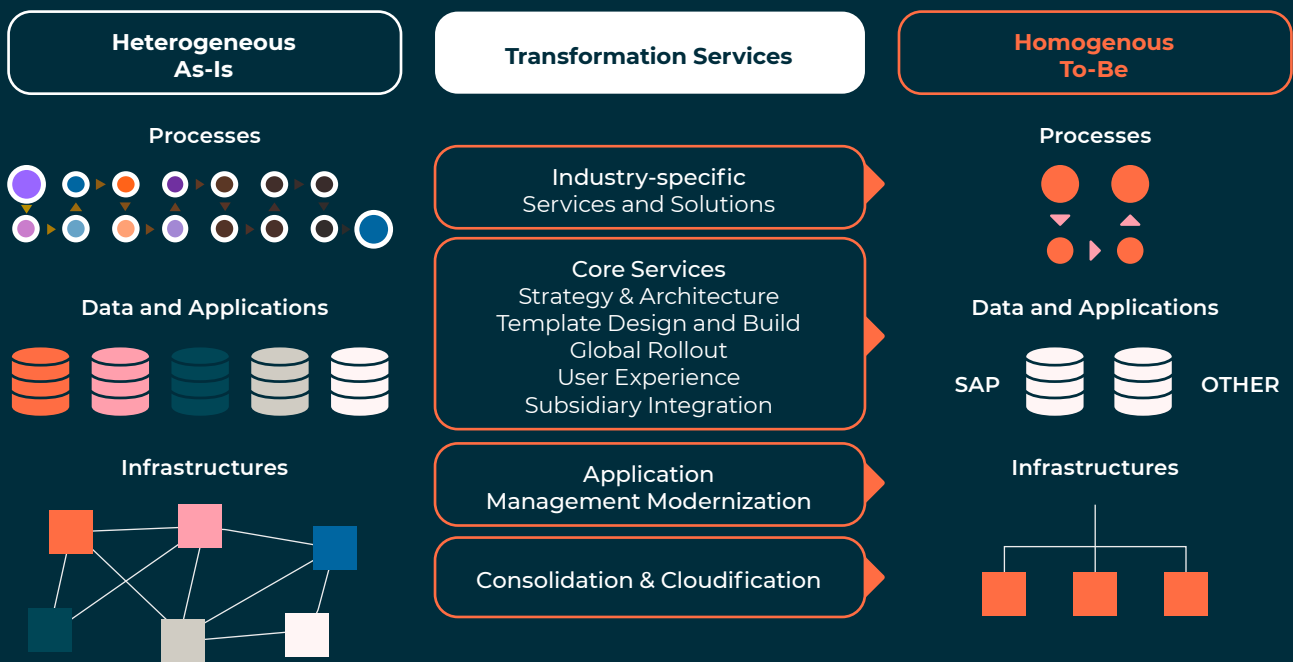
Our Eviden Advanced Preconfigured and fully Fiori-enabled SAP S/4HANA foundation Solutions (APS) are based on SAP best practice, with over 150 tested scenarios and about 3,000 enabled Fiori apps to ease and accelerate integration and roll-out. Our tested 'templated' approach to mapping central functions
and processes reduces risk and speeds delivery by providing flexibility and consistency while fully mapping organizational change.

We have the experts, solutions and capabilities to design and deliver your S/4HANA transformation, from defining a reliable transformation concept via our S4 Roadmap Consulting to successful design to budget project executions. Our experience in greenfield and brownfield S/4HANA transformations gives you and your stakeholders the reassurance you're in safe hands. An extensive range of skill sets from across our business means you can rely on us for all your requirements, leaving you with less project management, administration and overheads to juggle and minimized cost and risk as there aren't any 'handovers' where 'minor' misunderstandings can lead to major issues.

Your S/4HANA roll-out will be seamless, on time and cost controlled as our flexible deployment models with offshore, on-shore and on-site support help control costs and ensure the right support is provided at every stage of the project.

Heterogeneous As-Is	Transformation Services	Homogenous To-Be

Processes

Industry-specific
Services and Solutions

Core Services
Strategy & Architecture
Template Design and Build
Global Rollout
User Experience
Subsidiary Integration

Application
Management Modernization

Consolidation & Cloudification

Processes

Data and Applications

SAP   OTHER

Infrastructures

Analyst recognition for Eviden, an Atos business

Nelson Hall 2020 SAP Global Outsourcing Service Provider of the year and the Leader in SAP Cloud Migration

ISG named Atos as a leader in Managed Platform and Cloud Services for SAP 2022*

PAC Radar Best in Class 2022: SAP Consulting & System Integration (Germany), SAP Hosting (Germany), SAP Application Management (Germany)

SAP Recognition for Eviden*

SAP Platinum Partner   Global SAP Platinum Partner

Preferred Global SAP RISE partner

SAP Award for Partner Excellence 2023 for Top Cloud Performer

Top 3 Finalists in Sapphire 2022 for SAP Innovation awards

Best Rise with SAP Projects from SAP SE EMEA North SAP MEE Award for Partner Excellence 2022 for Service Excellence

* Eviden as brand for SAP Business, part of the Atos company.

an atos business | 9

Drive value from your S/4 transformation, with a clear business case you can believe in.

With Eviden, you get the transparency and figures you need to engage stakeholders and secure the funding and resources required for your S/4HANA transformation.

We help make the benefits of change tangible. Our focused manufacturing consultants bring deep domain knowledge and experience from working with some of the world's most respected manufacturing brands, working hand in hand with colleagues with extensive expertise in SAP and cloud. Together they work with you to fully understand your requirements and dependencies to provide a credible and defensible business case. We pride ourselves on being fully transparent with customers and setting reasonable expectations as a trusted and responsible partner.

We forecast and align costs in advance with the best estimation for implementation provided upfront. We identify where costs can be reduced and business values optimized as part of the transformation – for example by consolidating processes, harmonizing and consolidating system landscapes or other efficiencies. This means no nasty surprises down the line while assuring you of extensive cost control and maximum value from your investments. Deployments in greenfield, mixed or brownfield also mean we have the right experience to give you clarity and confidence.

SAP S/4HANA Cloud, private edition

20%
Lower total cost of ownership including one-time migration costs

87%
Less infrastructure and staff to reduce costs and scale better

(source: SAP)

With a proven S4 Roadmap Consulting and S/4HANA project execution methodology, pre-configured solutions and a 'template' approach to process change we drive efficiency and reduce risk. This customized delivery approach ensures we maximize the overall business value achieved.

A seamless, successful transformation that drives business value and minimizes IT risks

No one can ignore that a S/4HANA transformation presents an enormous opportunity but also a potential risk. The commercial impact of failing to recognize those opportunities or address the risks means project and risk management are the most critical parts of any S/4HANA transformation, be it offering or service. Yet to get access to the benefits and extensive capabilities of S/4HANA, these challenges must be addressed.

As recognized leaders in SAP we offer you and your stakeholders' peace of mind. Yes, SAP transformation is risky, but with Eviden you have a partner who understands the risks, can identify the opportunities and knows how best to address them both. As leaders in governance and compliance for regulated industries, we have some of the most stringent and effective governance and project management standards coupled with experts skilled in ensuring everything stays on track and any potential issues are identified and addressed quickly.

Your migration or transformation will be seamless and successful: we have all the expertise required to have a full and true understanding of the project requirements, so the risks of handover issues or misunderstandings are removed. And we fully document operational, and process change during the transformation process to deliver and enable effective change management.

Customer Case Study

German Technology Giant

The customer wanted to reduce SAP "add-on" development, prepare for future legal requirements and to access powerful new S/4HANA capabilities, while recognizing that their current SAP system will not receive further development after 2027.

Eviden developed a first proof of concept and benefits assessment for S/4HANA which informed a new implementation of S/4HANA with focus on Finance processes, capable of further integration with Logistics. Eviden led the collaboration with the client, and with other providers as required, across multiple countries.

The scope included:

1. Main financial processes

2. New functionalities for Business Planning for Finance, Cash Management, Export and Taxes

3. New cross functionalities to drive efficiencies in workflow, automation & tools, user experience/ SAP FIORI, system integration/SAP AIF, Business Integrity Screening.

The Results

The client is able to maximize their use of new S/4HANA Finance standard functionality, leverage the power of running a simplified S/4HANA data model, and quickly implement SAP innovations for new business demands.

To date the transformation project has delivered:

>50	9	25
company codes	major go-lives in 4 years	Feature Packs (supporting 2 SAP releases)

4	~ 2000	10 Countries
SAP upgrades since project start	Productive users	Local legal requirements in place

Summary

While some organizations are taking a 'wait and see' approach to S/4HANA adoption, those who begin their transformation will gain early adopter advantage with capabilities that will help them be nimble, customer-orientated, and able to seize opportunities and navigate risks as they emerge.

For manufacturers, digital supply chain management, logistics and sustainability functionality will drive the agility and cost-efficiencies they seek, while real-time analytics and performance reporting will prove invaluable in the development and deployment of new services, increased customization and new production facilities.

Start your SAP S/4HANA journey with Eviden, begin with an assessment that incorporates initial consultation and analysis, without commitment.

Learn more and start your journey to SAP transformation today.

Eviden Global SAP experience, local SAP expertise

Eviden is a world leading systems integrator and service provider, who has worked with SAP solutions for over 35 years. We have a manufacturing practice with defined solutions and services for the industry including Sustainable Manufacturing and Cloud, Eviden Smart Manufacturing Studio.

In the DACH region we have 39 office locations and over 1,000 SAP consultants helping manufacturers and enterprises with their SAP requirements.

Our DACH based consultants support a range of SAP requirements and services:

210	270	160	60	200
SAP Finance	SAP Supply Chain	SAP People Engagement	Analytics & Data Management	Integration & Development Service

Our SAP Leadership and Expertise

Eviden is a global and SAP Platinum Partner

Leading European SAP IT services provider

150+ SAP S/4HANA customers

Local presence in 42 countries

35+ years' experience in SAP solution

5,500+ trained & ~4,000+ certifications in S/4Hana and cloud

Global-preferred SAP Rise Partner

7,000 SAP projects

13,600+ SAP experts

7,000 Cloud experts

3 million users supported

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