



WE TAKE CONTROL OF YOUR MIGRATION TO SAP S/4HANA

AGENDA

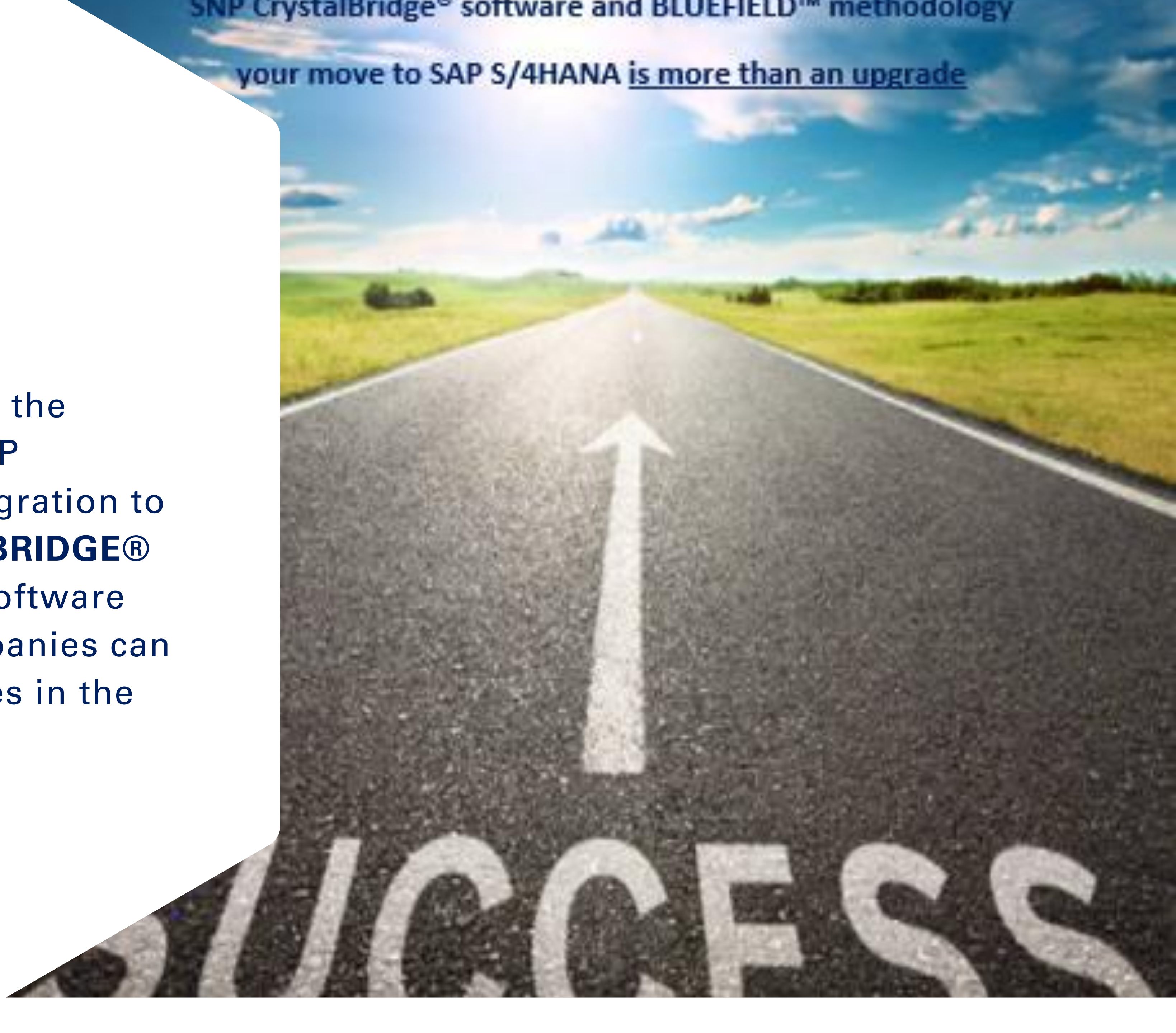
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SNP - BLUEBIRD PARTNERSHIP

We bring the **SNP**
innovative **Bluefield™** methodology with
Crystalbridge® automation software and
change the game in **SAP S/4 HANA** migration
and transformation projects in our Region.

ABOUT SNP

SNP accelerates and automates the secure transformation of IT, SAP landscapes, data structures, migration to **SAP S/4 HANA**, with **CRYSTALBRIDGE®** and **BLUEFIELD™** proprietary software and methodology, so that companies can adjust to the ever-faster changes in the market.



SNP

THE DATA TRANSFORMATION COMPANY

Headquarters: Heidelberg, Germany

Founded: 1994

Employees: 1,600

Worldwide offices: 30+ Europe, North and Latin America, Asia, Australia

Projects successfully completed: 14,000+

Strategic Partners with: SAP, Microsoft, IBM, AWS, Google Cloud, T-Systems, Fujitsu

Listed: Prime Standard of the Frankfurt Stock Exchange

SNP

Some company references

**SNP
HAS DELIVERED, SO
FAR, OVER 14,000
PROJECTS IN SOME
OF THE WORLD'S
LARGEST & MOST
COMPLEX SAP
ENVIRONMENTS**

BLUEBIRD

“**BLUEBIRD** is a Prime Partner, Regional Distributor of **SNP** for Southeast Europe, the Middle East and Africa.

Working with **SNP** expert teams, we are the **Game Changers** in our Region, to successfully deliver the transformation, migration to **SAP S/4 HANA**.

We focus and work to give the ability and agility to our customers to react faster, with less cost, and securely, to face the new challenges of transformation and to adapt to the needs of the digital economy.”

Dr. Phaedon Hadjisavvas
CEO

BLUEBIRD

THE GAME CHANGERS IN MIGRATION TO SAP S/4HANA PROJECTS

- Focused on transformation, migration to **SAP S/4HANA** projects in our Region.
- Multinational team of SAP, senior, high skilled consultants, advisors, engineers and technical experts, with more than 25 years' SAP experience
- Certified SNP experts in **BLUEFIELD™** methodology and **CrystalBridge®** software platform.
- 15 Business Partners.
- Offices in Athens, Cairo, Dubai, Nicosia



MIGRATION TO SAP S/4HANA

THE CLEAR MESSAGE FROM SAP:

Deadline for support of the SAP R/3 (ECC) software, ending in 2027.

Make the shift to S/4HANA soon or be left behind.

This decision of SAP should be seen as a need for the transition to the new digital world and the opportunity to get advantages of the revolutionary technology of SAP S/4HANA.

MIGRATION TO SAP S/4HANA

IS A MAJOR UNDERTAKING

Migration to **SAP S/4HANA** is possible in different ways.

The choice of the optimal path depends on many factors, like the:

- Complexity of the existing SAP environment,
- Extent of the changes that must be done,
- Introduction of new business processes,
- Handling of historical data,
- Choice between on premises or cloud,
- Time and cost of the project,
- Downtime for going live.

OUR VALUE PROPOSITION FOR THE MIGRATION TO SAP S/4 HANA

PROBLEM VS SOLUTION



PROBLEM

Too many SAP partners, with their own methodology and tools for migrations to **SAP S/4 HANA**.

Confusing messages, opportunistic approach, high costs, long time for implementation, frequent failures.



SOLUTION

SNP – Bluebird, the game changers, with **SNP, Bluefield™** methodology **Crystalbridge®** software, to complete migration projects, at lower costs, less implementation times, near zero down time, no failures, no risks.

UNTIL RECENTLY TWO METHODOLOGIES FOR MIGRATIONS TO SAP S/4HANA

Greenfield

**An all-new implementation.
New system. New processes.
New headaches.**

- Re-engineer existing processes to S/4.
- Create a new S/4 system configuration.
- Redevelop all system customizations.
- Retire all current business processes.
- Figure out where to manage the retired processes and data.
- High cost compared to other approaches

**? Finished ?
See what happens once the
system is live.**

Brownfield

Guaranteed incompatibility.
A technical upgrade with no S/4
capability or business transformation.

- Just keep the same (as-is) structure and improve performance.
- Perform an in-place technical upgrade.
- Remap selected data and processes and re-configure to S/4.
- Execute destructive transformations in place on existing data.
- Test. Test. Test. Test. Test.

X

**All the pain.
None of the gain.**

THE NEW, INNOVATIVE METHODOLOGY FOR MIGRATIONS TO SAP S/4HANA

SNP BLUEFIELD™

The new, proprietary approach of SNP , the faster route to S/4HANA, based automation with the SNP Crystalbridge® proprietary software.

- Transformation without re-implementation.
- Allows customers to take full advantage of S/4HANA innovation.
- With a simplified path for the migration.
- Faster with minimum risks.
- Migration tasks executed with less manual, consulting man days, resulting less cost.
- Minimal disruption, Near to Zero Downtime method, while ensuring business continuity.
- Convert at any point in time.
- Retain operational, full, or partial historical data.
- Merge systems, harmonise process and data for operations and reporting.

√ New, optimized S/4 system goes live.

Migration to SAP s/4HANA is no more a binary decision

At SAP board level, it is accepted "that with the BLUEFIELD™ , methodology, SAP customers have the ability to realise value from their deployments to SAP S/4HANA with even greater speed and agility."

SNP CRYSTALBRIDGE®

THE DATA TRANSFORMATION PLATFORM



- SNP proprietary software Platform for Data Transformation.
- By far, the most powerful standard software in the World, for implementing complex transformations in SAP ERP systems, in an automated manner.
- 25 software modules are available for each transformation project.
- Based on diverse transformation scenarios, the individual modules are combined to meet the needs for different cases:

Mission Control

Periodic Table



AN 01 Es ENTERPRISE STRUCTURE	AN 02 Dp DATA PROFILING	AN 03 Ao APPLICATION OVERVIEW	AN 04 Md MASTER DATA	AN 05 Cu CUSTOMIZING	AN 06 Re REPOSITORY	AN 07 Nr NUMBER RANGE	AN 08 Hc HARD-CODED VALUE	AN 09 la INTERFACE ANALYSIS
ID 01 If INTERFACE SCAN	ID 02 Ca CUSTOM API	ID 03 Sm SOLMAN INTEGRATION ADD-ON	TD 01 Dr DATA REFRESH	TD 02 Ds DATA SCRAMBLING	TF 01 Cm CLIENT MIGRATION	TF 02 Tc TRANSFORMATION COPILOT	TF 03 Co TRANSFORMATION CONTENT	TF 04 Do DOWNTIME OPTIMIZATION
TF 05 Dc DATA CONSISTENCY VERIFICATION	TF 06 At AUTOMATED TESTING	SH 01 Et EMPTY TARGET SYSTEM	OE 01 Pr PREDICTION	OE 02 Si SIMULATION			P 01 Da DATA ARCHIVING	P 02 Pa PROCESS ANALYSIS

- **Migration to S/4HANA**
- Merge / Carve Out
- Harmonise
- Move to Cloud
- Test Data
- Assessment
- Interface Management

SNP CRYSTALBRIDGE® THE DATA TRANSFORMATION PLATFORM KEY CHARACTERISTICS

- **Fast:** 75% faster through automation, parallelisation
- **Complete:** End-to-end s/w from Analysis to Going Live
- **Secure:** Due to integrated continuous quality control
- **Performant:** Do several projects in ONE go live
- **Transparent:** Overview of the complete IT landscape in a unique graphical design
- **Agile and Innovative:** Fast adaptation of the SAP Landscape to changes in the business processes
- **Reliable:** Minimal down time ensures continuous operation
- **Flexible:** Through simulations and cost minimisations
- **Standardised:** Transformation rules reduce effort, risk
- **Efficient:** Through predefined sets of rules procedures and automated testing
- **Ontime:** Flexible go live on the required date

KEY BUSINESS BENEFITS

WITH BLUEFIELD™ AND CRYSTALBRIDGE® APPROACH



UP TO 75%

- Project duration
- Go live downtime
- Combine projects



AUTOMATION

- Experienced
- Clear assessment
- Automated testing



CLEAR ROI

- Offload data
- Project costs
- Downtime costs
- Data reduction

BUSINESS BENEFITS

WITH BLUEFIELD™ AND CRYSTALBRIDGE® APPROACH



CONVERT AT ANY POINT IN TIME

No dependency on Fiscal
Year end



MINIMAL DISRUPTION & DEPENDENCY

Merge systems and harmonise
process and data for
operations and reporting



RATIONALISE & HARMONISE

Minimize downtime at cut-
over, less demand for User
Acceptance Testing



TRANSFORMATION WITHOUT RE-IMPLEMENTATION

Take full advantage of S/4
innovation whilst retaining
existing key developments
and IP



RETAIN FULL OR PARTIAL HISTORICAL DATA

All operational data available
without the need for archive
/reference systems

TECHNICAL BENEFITS

WITH BLUEFIELD™ AND CRYSTALBRIDGE® APPROACH



FLEXIBLE APPROACH
Avoid existing platform and hardware restrictions and limitations with decoupling of system and data



PRODUCTION SYSTEM UNTOUCHED
Conversion performed on copy; no time pressure and Production available as a fall-back during cut-over



COMBINE MANY PROJECTS TO ONE
Move to cloud, Unicode, HANA and combine SAP and non-SAP systems **all in one project**



MINIMISE RISK
Take full advantage of S/4 innovation whilst retaining existing key developments and IP



REDUCE TECHNICAL EFFORT & TIME
Prepare phase performed only once. All other systems created from this initial seed

VALUE

IS WHAT WE BRING WITH
BLUEFIELD™ METHODOLOGY AND CRYSTALBRIDGE® SOFTWARE

- **COMBINING ALL (PRE-) PROJECTS INTO ONE STEP**
Merge of controlling areas; Changing chart of accounts; Implementation of New General Ledger; Document split; Handling any ERP Version
- **LESS TIME**
Highly automated process reduces project time;
Possibility for near to ZERO Downtime
- **HIGH FLEXIBILITY**
Agile project implementation; More flexibility during the project and Go-Live
- **VERIFIED**
End to End process verified by PwC & EY
Auditable project documentation
- **LESS RISK**
Fewer manual steps leads to risk reduction;
Stress less fallback possibility
- **EXTENDED VALUE**
Easy move to the Cloud; Highly efficient post migration; Reduction of Cloud costs; One Software Suite for all projects & much more to come

QUANTIFIED VALUES

WITH

BLUEFIELD™ METHODOLOGY AND CRYSTALBRIDGE®© SOFTWARE

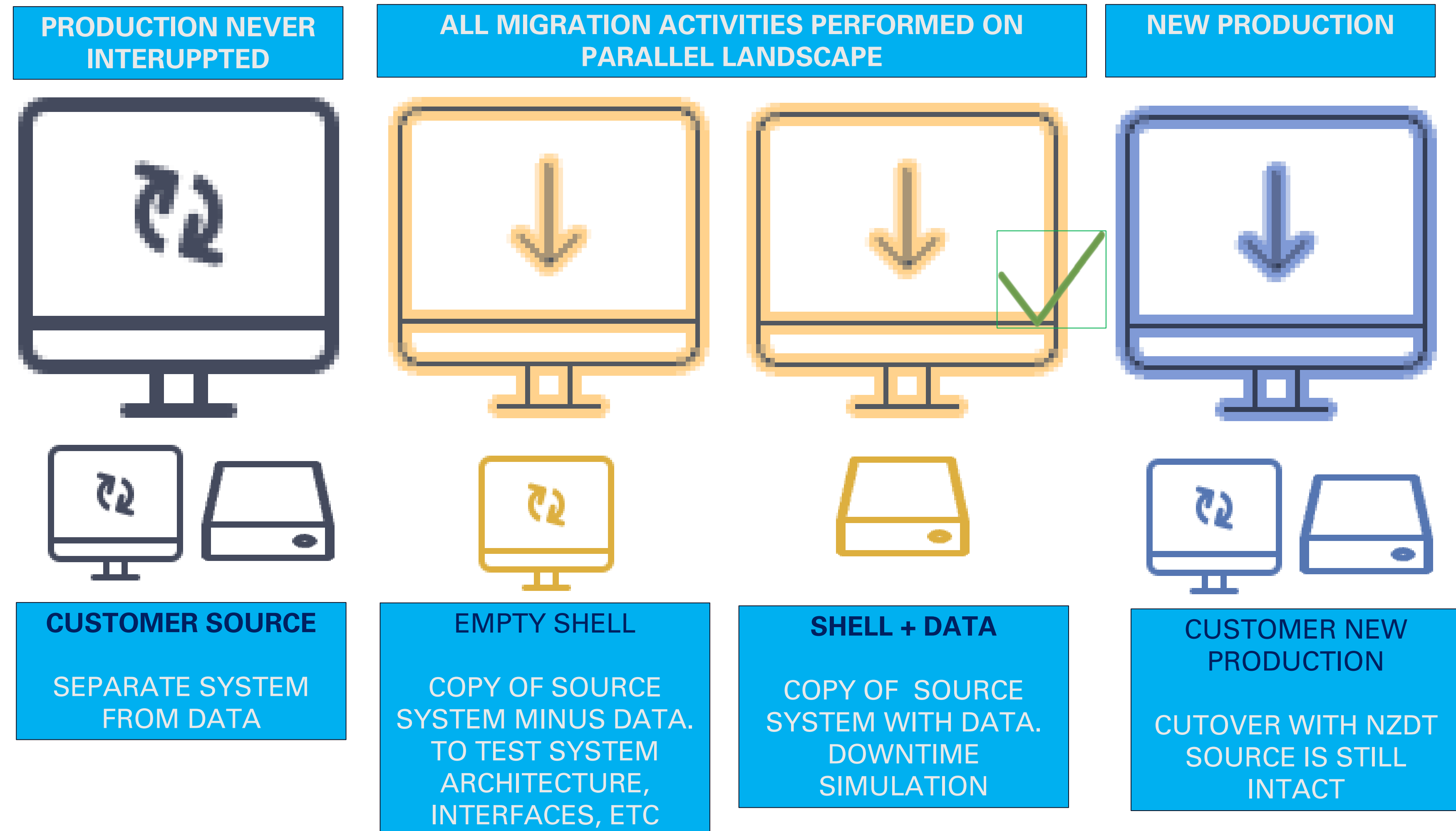
<p>TRANSFORMATION</p> <p>PRODUCTION</p> <p>ZERO</p> <p>DISRUPTION IN MIGRATION TASKS</p>	<p>TRANSFORMATION</p> <p>UP TO</p> <p>70%</p> <p>REDUCTION IN PROJECT DURATION</p>	<p>TRANSFORMATION</p> <p>DOWNTIME</p> <p>HOURS</p> <p>WITH SNP DAYS WITH OTHERS</p>	<p>TRANSFORMATION</p> <p>KEEP THE</p> <p>BEST</p> <p>TRANSFORM WITHOUT RE- IMPLEMENTATION</p>
<p>DATA</p> <p>UP TO</p> <p>48%</p> <p>OF SAP DATA NOT USED FREQUENTLY</p>	<p>DATA</p> <p>UP TO</p> <p>6/10</p> <p>ERP TABLES HAVE NO BUSINESS VALUE</p>	<p>DATA</p> <p>AN AVERAGE</p> <p>10%</p> <p>OF DATA CAN BE ARCHIVED PER YEAR</p>	<p>DATA</p> <p>SAVINGS OF</p> <p>250K €</p> <p>BASED ON AVERAGE DATA GROWTH</p>

MINIMAL RISK

WITH BLUEFIELD™ METHODOLOGY AND CRYSTALBRIDGE® SOFTWARE

OUR TEAM SETS UP A PARALLEL COPY OF YOUR PRODUCTION SYSTEM IN CLOUD.

THIS IS NOT A 'SANDBOX' THIS IS AN EXACT COPY OF YOUR PRODUCTION SYSTEM ON CLOUD, MINUS DATA



THE PARALLEL LANDSCAPE IS KEY TO DOWNTIME MINIMISATION

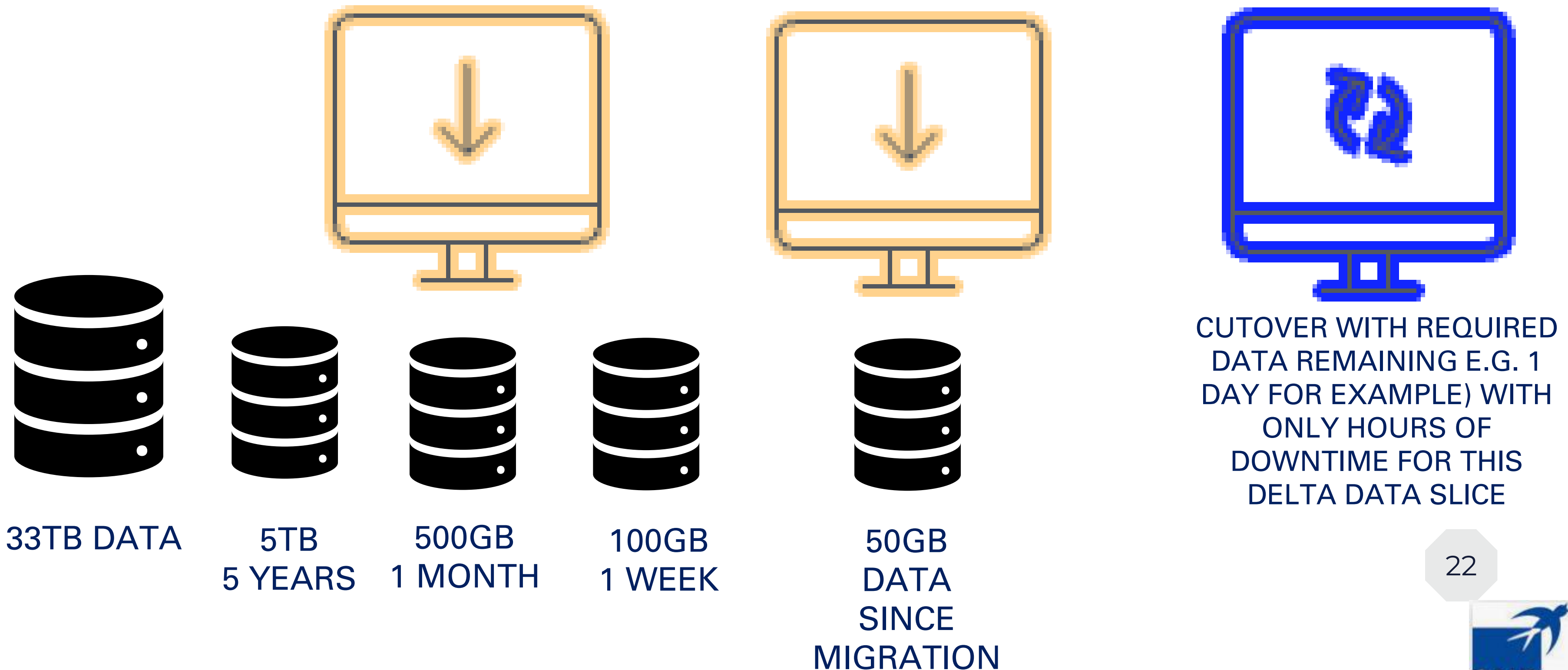
ONLY REQUIRES DOWNTIME AT THE TIME OF CUTOVER

OUR TEAM WILL DETERMINE WHAT DATA SHOULD BE MOVED AND WHAT SHOULD BE ARCHIVED, THEN WILL MOVE DATA IN 'DELTA COPIES'

Interference of the productive system will be only the downtime for the last delta move. Some hours nothing more.

WE MIGRATE DATA TO THE PARALLEL LANDSCAPE

CUTOVER SIMULATION(S) & DOWNTIME ESTIMATES



GAIN A BETTER UNDERSTANDING OF OUR VALUE TO YOU

FURTHER INFORMATION

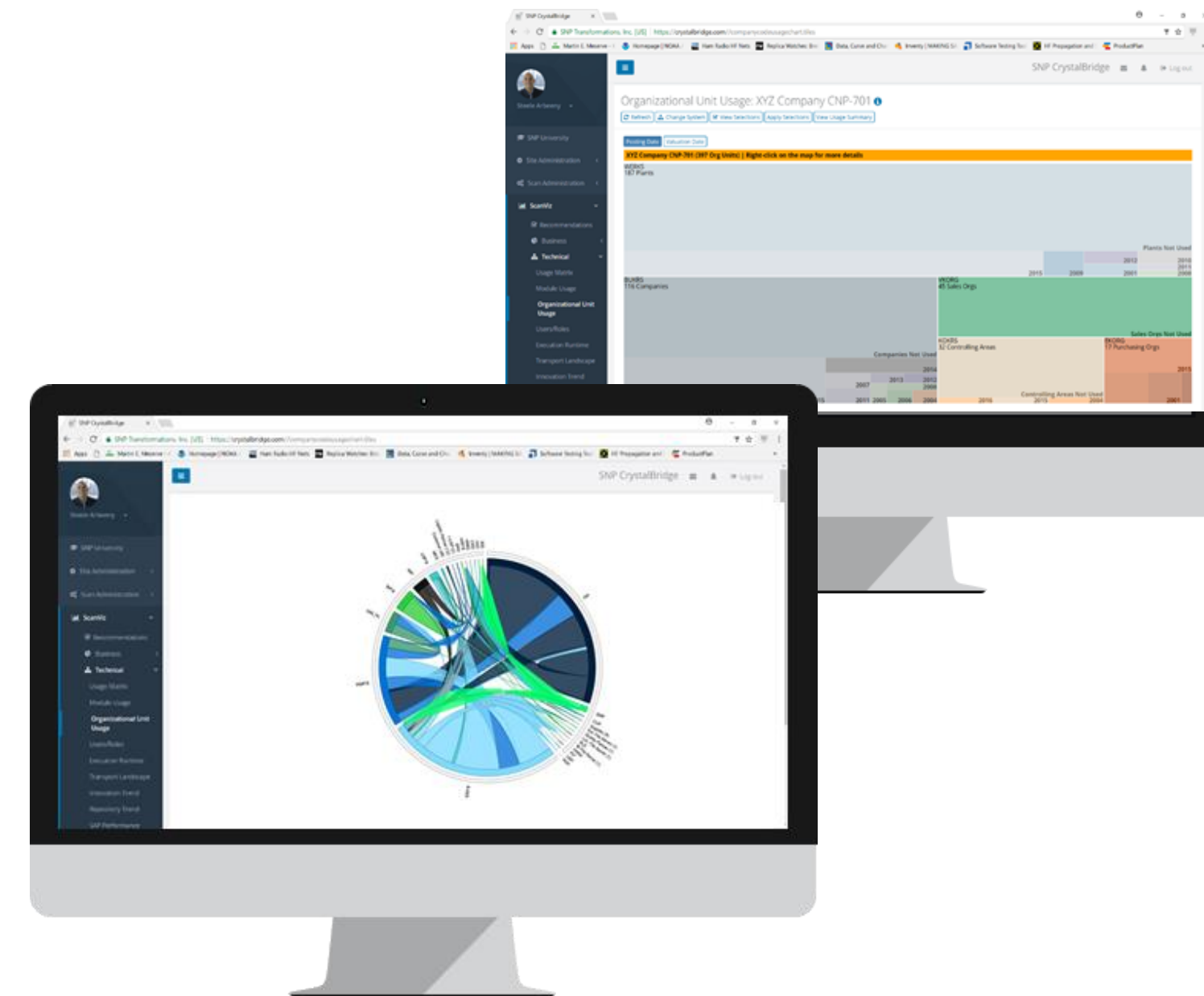
LET US EXPLAIN HOW WE CAN HELP YOUR BUSINESS

MEETING – BUSINESS & TECHNICAL

Organise a meeting to address the business & technical requirements of your Company

RUN THE CRYSTALBRIDGE® ASSESSMENT

View and assess your SAP Landscape, with recommendations and plans for the migration to **SAP S/4HANA**



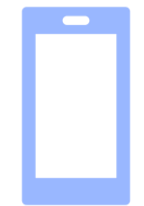
Q&A SESSION



THANK YOU



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