

BLUEFIELD™

SNP Innovative approach to accelerate SAP S/4HANA migrations

Tens of thousands of companies worldwide still need to migrate from **SAP ECC** to **SAP S/4HANA**. An ambitious challenge for which there had only been two migration options for a long time: the **Brownfield** approach, which transfers existing processes, or the **Greenfield** approach, which goes hand in hand with a complete reimplementing of the SAP system. The **BLUEFIELD™** innovative, proprietary methodology of SNP (www.snpgroup.com), a Global service Partner of SAP, offers a low-cost and low-risk alternative.

In the past, the willingness to migrate to S/4HANA was muted by the limitations of the binary migration options, Brownfield, or Greenfield. Nevertheless, time is pressing: As of today, between 40,000 and 60,000 companies worldwide still need to migrate their systems.

This results in a completely unsustainable and (growing) required migration rate of 100 companies per week until the announced end of support and maintenance of the current ERP systems in December 2025. However, many companies are already facing a major shortage of skilled S/4HANA consultants. A dilemma that requires the development of solutions that support companies with their migration efforts in a way that saves time and money.

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."

With **Greenfield**, an SAP ECC customer, is basically starting from scratch and throwing away years of investment in the current SAP landscape and historical data.

With **Brownfield**, an SAP ECC customer has the opposite problem of taking over potentially redundant data, users and system processes.

The **BLUEFIELD™** approach is the 'best of both worlds' enabling the SAP EC customer to leave behind redundant SAP architectures, data, and users, while at the same time migrating key customizations, etc., that the business has spent time and money investing in to operate the SAP system to the required needs.

The magic of **BLUEFIELD™**: **one-step approach to maximize time to value**, that provides an automated pathway to **SAP S/4HANA** with real business value, accelerating the journey toward becoming an Intelligent Enterprise.

1. Decouple systems from data – intelligently migrate to S/4HANA

In order to achieve this, SNP has developed **Crystalbridge**[®] proprietary transformation software, certified by which replica copies of SAP ECC systems can be created, the so-called empty shell on cloud.

The ability to decouple systems from data enabled SNP experts to develop a far smarter and quicker way of delivering the migration, transformation to SAP S/4HANA: The **BLUEFIELD**[™] methodology, approach, which allows SAP customers to get a faster, at lower cost, at minimum disruption time (near to zero down time), at no failure risk, and benefit of the business as well as technological transformation.

2. BLUEFIELD[®]: Flexibly combining the advantages of Greenfield and Brownfield

With this innovative method, companies can take advantage of the traditional Greenfield and Brownfield migration approaches, while halving the consulting effort and project duration. Using the **BLUEFIELD**[®] approach, it is possible to combine the migration to **SAP S/4HANA** with more projects, like merge or curve-out of business units, move to the cloud, harmonisation, modernization, etc. in a single go live. Keep the historical data of the company, integrate previous solutions, interfaces and data into the new system and continue to use them.

BLUEFIELD[™] approach will vastly accelerate and simplify the SAP Upgrade journey with software designed to automate transformations for maximum speed, accuracy, and efficiency. It is an approach that has been proven in many global enterprises, and one that will adapt to the needs of your enterprise as well.

In a single go-live project, the SNP **CrystalBridge**[®] Platform can upgrade, re-platform and modernise the SAP landscape with minimal business disruption with the Near-Zero Downtime approach. With SNP software, transformation processes can occur in parallel rather than sequentially between the current and future states.

The One-Step Approach for migration to SAP S/4HANA with the SNP **CrystalBridge**[®] Software Suite can be applied in many transformation scenarios like:

- Mergers, Carve Out
- Harmonisations
- Modernisation,
- Interface management
- Test Data
- Cloud Migration

3. SAP recognizes need for flexible migration solution

SAP has realised that a binary selection of SAP **S/4HANA** migration options does not provide the flexibility required by most of the SAP customers. At SAP board level, it is recognised that " **BLUEFIELD**[®] approach gives customers a major head starts on their digital transformation projects ... [and] the ability to realise value from their deployments with even greater speed and agility."

In Germany, SNP is therefore closely collaborating with SAP to ensure that customers looking to migrate to SAP S/4HANA receive speed and agility. Speed, in terms of using software to hugely accelerate value creation, and flexibility, meaning that it is business value and the transformation agenda that drive the approach rather than the migration options constraining the roadmap.

4. More flexibility when migrating to SAP S/4HANA

Because most companies need more flexibility in designing an **SAP S/4HANA** roadmap, SAP has teamed up with SNP and three other pilot companies to create the **SAP S/4HANA** Selective Data Transition Engagement. The aim is to promote and support a new approach, called **BLUEFIELD**[®], that adds a necessary third option to the **SAP S/4HANA Move programme** for scenarios where market requirements make a mere re-implementation or system conversion impossible, as acknowledged by SAP top managers Digital Business Services.

5. SAP S/4HANA: Here is why companies should start the migration process.

Thousands of companies worldwide have yet to migrate to **SAP S/4HANA**, for most of them the migration is an enormous feat. Below how the **BLUEFIELD**[™] approach works to SAP Data migrations by using SNP **CrystalBridge**[®] software and drawing upon experience from over 14,000 successful transformation projects with many of the most prestigious companies in the World.

CrystalBridge[®] software serves as a cockpit throughout the whole transformation project and guides the way forward with fact-based data. The primary steps of a **BLUEFIELD**[™] transformation project with SNP are as follows:

Step 1: Scan and Analyse

Scan and analyse the source SAP ECC landscape and plan and simulate the configuration of the desired target landscape by using the analysis function of **CrystalBridge**[®]. Once the final selections are made and export them as code into the Transformation Cockpit of **CrystalBridge**[®], where they are then staged for execution.

CrystalBridge[®] Landscape Analysis supports decision making related to cross-system harmonization. There are tools available for Customizing and Repository analysis. A visual illustration of results enables to make fast comparisons between different systems.

The Analysis offers valuable insights on inconsistencies and differences in customizations and custom developments between the systems, which makes the planning process far easier to manage.

Master Data Analysis provides view on cross-system data. It helps understanding data quality and usage of master data in these systems.

With this information it is possible to compare and identify a golden record for migration purposes. Results can be used for data harmonization and cleansing activities.

CrystalBridge® modules and tools can save months of work effort due to pre-defined data relevancy rules that fast-track master data analysis, selection, and harmonization from a single or multisystem environment. Without automation tools these rules could easily take 6 to 12 months to develop.

With scanning real usage of existing system targeted changes can be planned well in advance. Structural changes such as Chart of Account (CoA), profit/cost center structures, organizational structure, or use of Unicode and NewGL are all identified and prepared for the all-in-one migration that **BLUEFIELD™** offers.

Step 2: Create

Create an empty shell of the source system's Implementation Guide (IMG) configuration and ABAP repository, without Master and Transactional Data.

To do so, **SNP BLUEFIELD™** approach uses the software solution SNP Rapid Empty Shell Creation (SNP RESC™).

The empty shell approach allows companies to safeguard previous investments in well-functioning processes and solutions and to focus exclusively on areas needing change.

Separation of system and data makes it possible to pursue required simplifications. Cleaning out old and complex custom code and obsolete structures like company codes no longer needed is a typical example.

From a renewal point of view, decoupling makes it possible to selectively take new features and functionalities into use. It allows companies to unlock new S/4HANA best practices and innovations to create real business value. This results in shorter time to value for business benefits compared to the traditional multi-step approach using a Brownfield conversion and picking up on development project(s) later on.

Step 3: Convert

Convert the empty shell to the new SAP target system (examples: ECC on HANA or S/4HANA), ensuring that all application functionality is converted to the latest release and removing the risk of problems caused by Master and Transactional Data that cannot be converted.

Step 4: Migrate

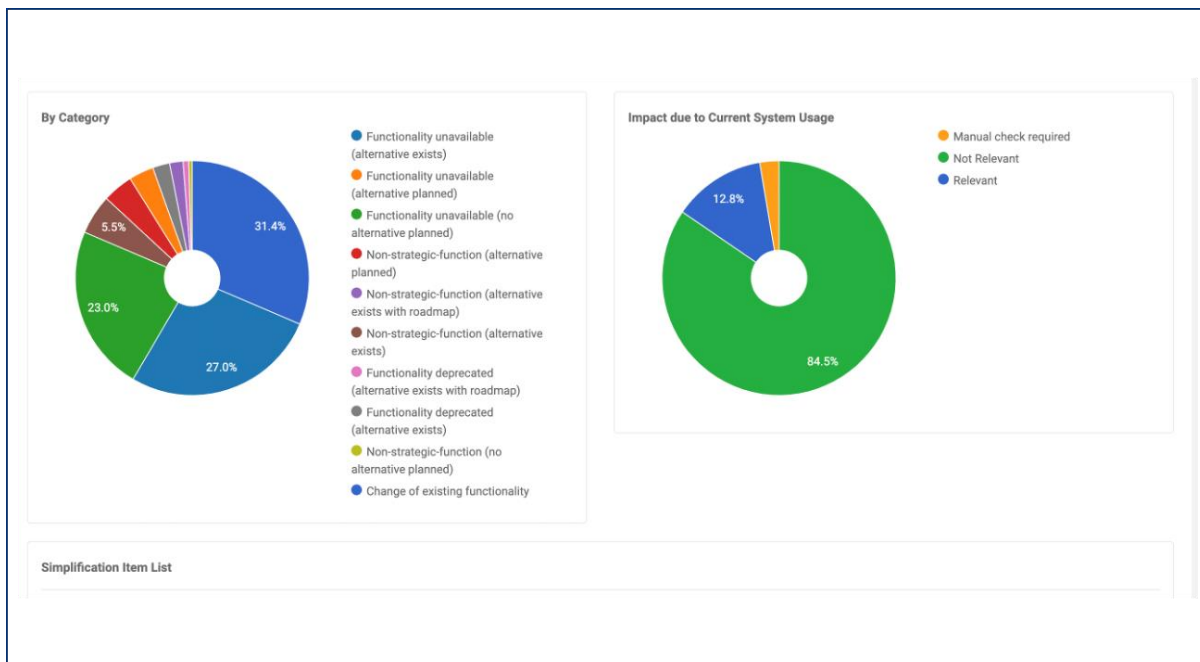
When the S/4 system is ready **BLUEFIELD™** comes with a migration engine that has pre-defined data relevancy and harmonization rules, saving huge amounts of time compared to other approaches.

Selectively migrate the SAP ECC data to the new target system using **CrystalBridge®** Transformation Cockpit. Selective migration means that it is possible to select the data, modules, organisational entities, and interfaces to include or exclude. It is possible to scope the migration into a progressive series of actions over time or into a single go-live project.

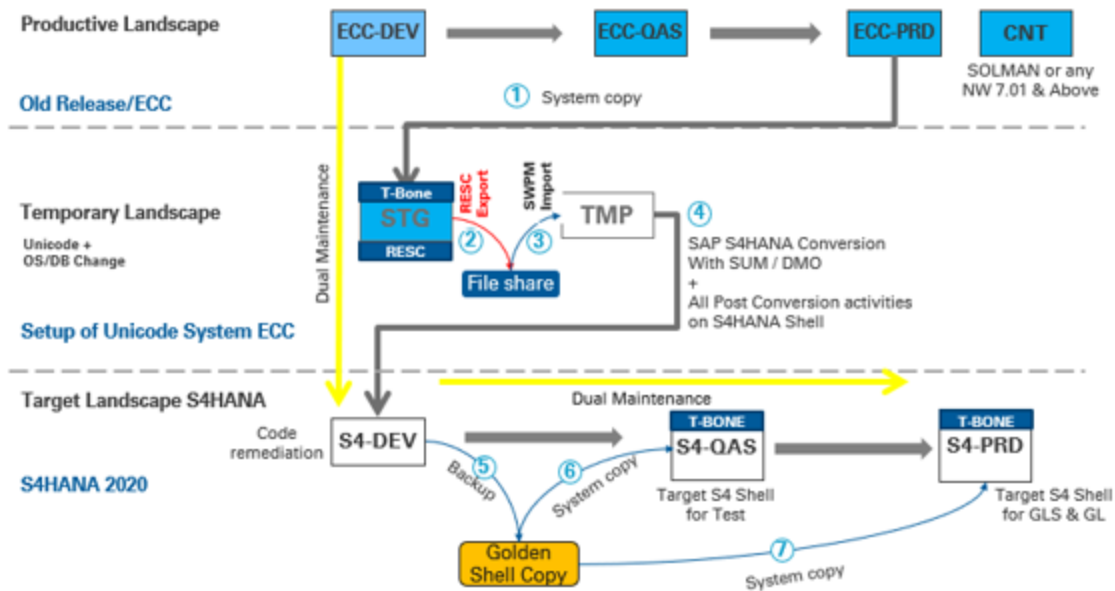
Below the sequence of tasks, in pictures:

SAP ECC current Landscape Assessment:

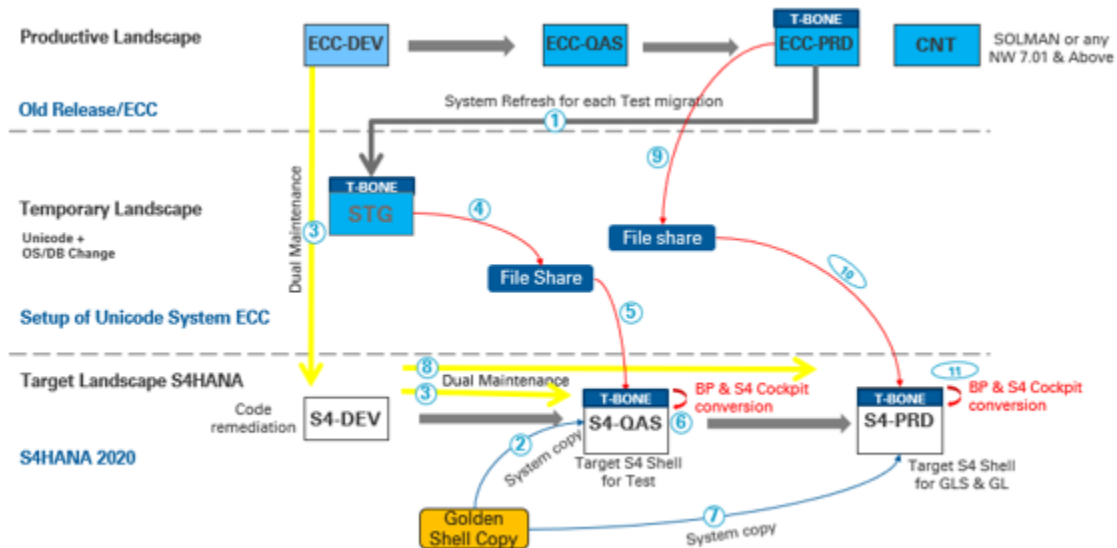
PRD S/4 Requirements by Category



Project System Landscape:



Project Transformation Landscape:

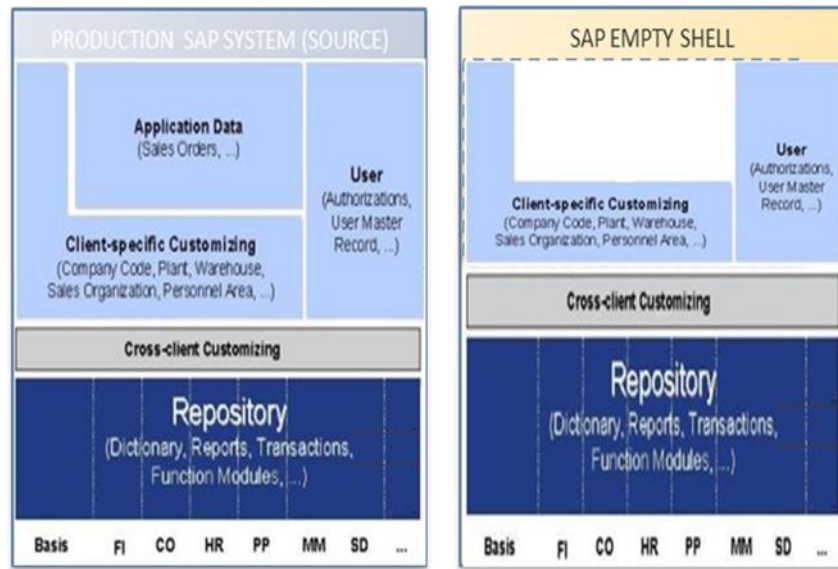


Empty Shells Definition

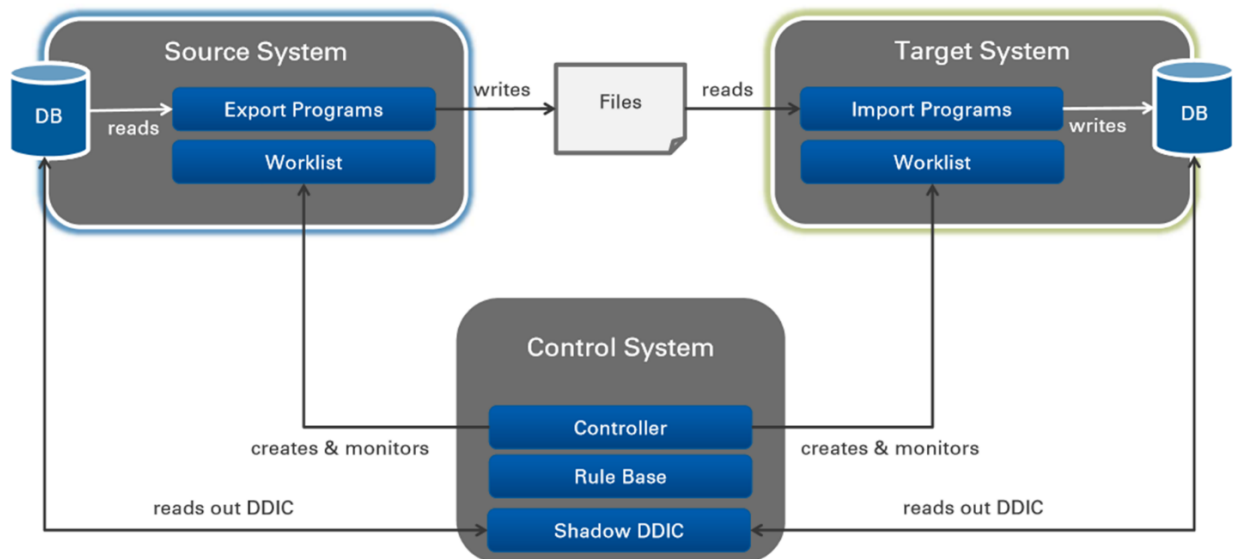
This is a process to create an Empty Shell System without Application Data (Master & Transactional data) from an existing SAP System

Depending on Project scope the empty shell can be migrated to a different platform and then upgraded or converted to higher SAP Version.

The SAP Empty Shell can be kept on Sync using the standard change management with dual maintenance (STMS, transports).



Transformation Architecture



Below a summary of the Business and Technical benefits from using BLUEFIELD™ AND CRYSTALBRIDGE® approach:

KEY BUSINESS BENEFITS

WITH BLUEFIELD™ AND CRYSTALBRIDGE® APPROACH



Time savings

UP TO 75%

- Project duration
- Go live downtime
- Combine projects



Minimum Risks

AUTOMATION

- Experienced
- Clear assessment
- Automated testing



Cost Savings

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

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>