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How Selective Data Transition helps our customers to MOVE to SAP S/4HANA

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Go to Market Lead, SAP S/4HANA MOVE – Selective Data Transition
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CONTENTS

SAP S/4HANA

Deployment Options & Transition Scenarios

SAP S/4HANA – Deployment Options

Complete, modern, SaaS ERP | Cloud value, traditional flexibility & full scope | Total control and individualization

As a Service		As a Product
SAP S/4HANA Cloud	**SAP S/4HANA Cloud, private edition**	**SAP S/4HANA On-Premise**

Customers who desire:

- A complete, modern, native SaaS ERP solution with the **full benefits of public cloud**

- The **fastest path** to innovation and the lowest TCO

- A **clean Cloud ERP** solution without converting old/legacy ERP processes and configurations.

- To reimagine business processes and take advantage of **standardized** best practices

Customers who desire:

- Gradual transformation to a pure SaaS landscape at their **own pace**

- Software, support, technical managed services, and infrastructure, from a **single point of contact**, with one set of SLAs

- Full SAP S/4HANA functionality – 25 industries/64 countries – with benefit of subscription-based, **cloud economics**

- Ability to **safeguard prior investments** including ECC customizations, configurations, and partner add-ons including SOLEXs and certified solutions

Customers who require:

- Complete **control and ownership** of their application and data landscape

- The ability to manage **unique, customer-specific needs** which cannot be addressed by public cloud or private cloud offerings

- The utilization of their **existing** IT departments, infrastructure, budget, and IaaS vendor agreements

- **Specific compliance** with industry- and country-specific regulatory requirements

ONE Data Model • **ONE** Semantic • **ONE** User Experience

SAP S/4HANA -Transition Scenarios

Process Reuse

Process Redesign
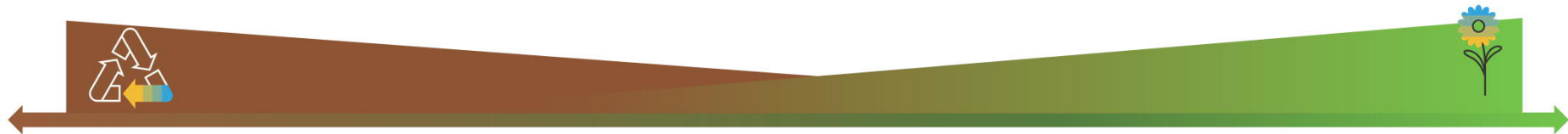
Pure Brownfield	Client Transfer+	Greenfield+	Pure Greenfield
• In-place conversion • As-Is	• Reuse existing ECC customizing as baseline („Shell Conversion") • build new customizing on top	• „Build from Scratch" / „Mix&Match" existing ECC customizing with new customizing	• Use SAP Best Practice as jump start • Customize completely new

System Conversion	Selective Data Transition		New Implementation
• Full Reuse • No/very limited process redesign • S/4HANA Simplification / Mandatory Items	• Pre-dominantly brown (≥ 50%) • << 50% process redesign • S/4HANA Simplification / Mandatory Items	• Pre-dominantly green (≥ 50%) • << 50% process reuse • S/4HANA Simplification / Mandatory Items	• Full Redesign • No/very limited process reuse • S/4HANA Simplification / Mandatory Items

SAP S/4HANA -Transition Scenarios

Keep all Data

System Conversion

SDT
Selective Data Transition

New Implementation

Start with New Data

Process Reuse

Process Redesign
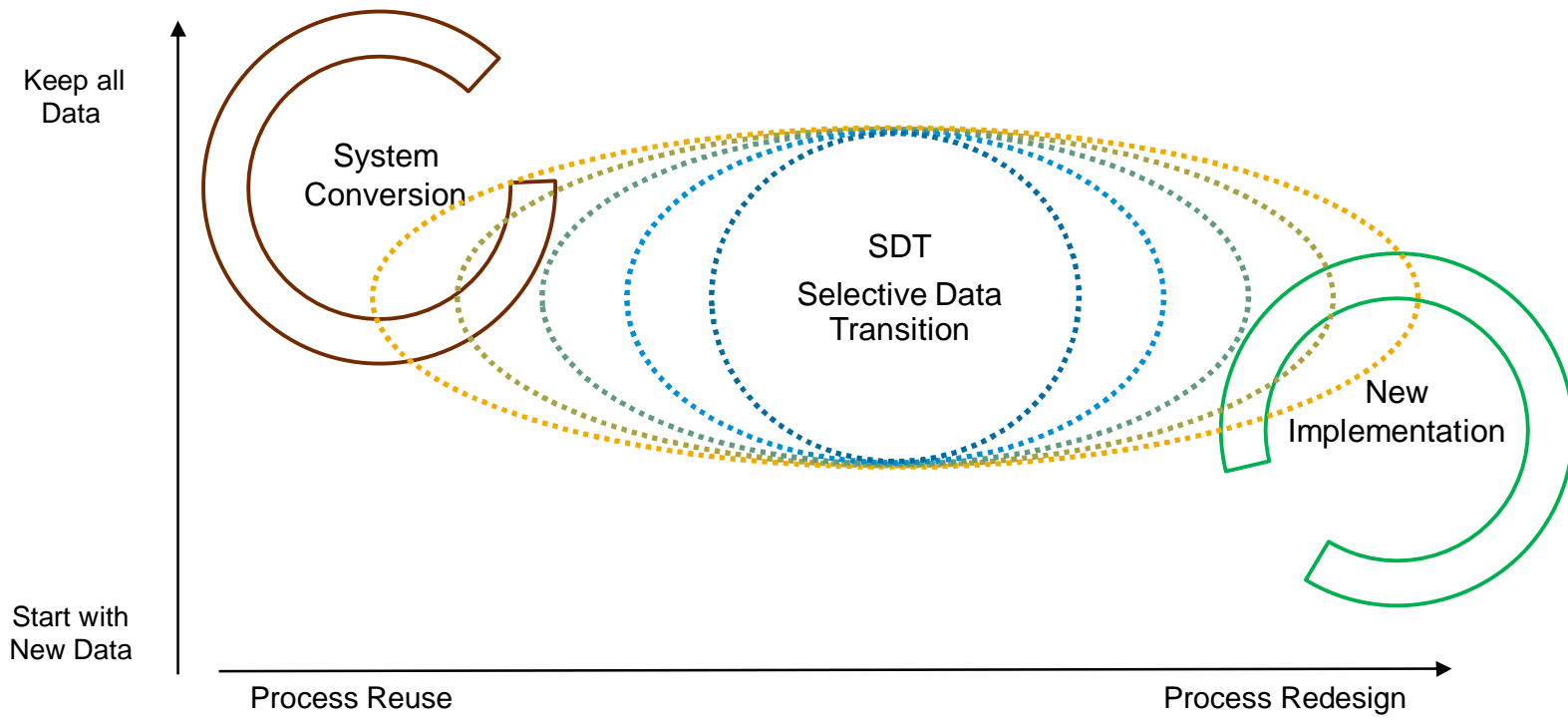
SAP S/4HANA – Characteristics, delivery and operation view

	SAP S/4HANA Cloud***	SAP S/4HANA Cloud, private edition	SAP S/4HANA On-Premise
Transition Path	New Implementation	Conversion, Selective Data Transition, New Implementation	
Extensibility	Within SAP S/4HANA Extensibility Framework and SAP S/4HANA Cloud ABAP Environment	Customize & Extend	
Modifications	Not allowed	not recommended, but allowed	
Release Upgrades	included and mandatory	Customer owned, technical installation on request included	not included
Upgrade entitlement	2 times per year (4 in 2021)	yearly	yearly
Minimum Upgrade frequency	2 times per year (4 in 2021)	5 years (stay in mainstream maintenance)	not limited (maintenance to be considered)
Pre-delivered Content	Included	Enterprise management layer optional extra, Best Practice activation** included and optional	not included
3rd Party Add-ons	Certified public cloud partner add-ons available	Wide list of partner add-ons available and allowed	allowed
Partner Templates	Planned	allowed	
Product Support	SAP *	SAP *	SAP / Resell Partner
Technical Operations	SAP *	SAP *	Partner / Customer / SAP HEC
Infrastructure	SAP / Hyperscaler*	Hyperscaler / SAP*	Customer DC / Hyperscaler / SAP / Premium Supplier / Partner
Application Management Services & Content Life Cycle Management	SAP *	Partner / Customer / SAP HANA Enterprise Cloud (HEC)	

* Included in SAP subscription   * * only one country activation is included   *** please note that the SAP S/4HANA Cloud, extended edition deployment option is not captured on this slide

Definition – Selective Data Transition

"The **Selective Data Transition** covers the migration of relevant business data from SAP ECC to SAP S/4HANA®.

It allows a tailored scope between system conversion and new implementation with the flexibility to adapt data and processes in one step. The approach allows to combine redesign of business processes with retaining historical data aligned to a new business reality."

SAP S/4HANA

Comparing the approaches

Setting the Context – Side by Side Comparison*

Criteria	System Conversion	Selective Data Transition (On Premise or Cloud*)		New Implementation
		Shell Conversion	Build from scratch	
Process reengineering	Simplification items (SI) adopted during project. Innovations usually done after Conversion	Process changes in some areas. Org structure changes possible	Extensive changes in several areas incl. org structure changes	Fundamental process re-design including org structures possible
Data cleansing	-Optional Archiving prior to the project -Inconsistencies to be fixed.	Selection of active data. Cleansing "on-the-fly" possible.	Selection of active data. Cleansing "on-the-fly" possible	New data construction – fully clean for new processes
Data transformation	Only mandatory changes are adopted	Structural and field mappings possible	Structural and field mappings possible	New data construction – fully clean for new processes.
Phased Go Live	Full system conversion, no phased approach possible	Fully supported (per company code ideally)	Fully supported (per company code ideally)	Fully supported (per company code ideally)
Historical data	Full transactional history converted	E.g. per time-slice, functional area, org unit	E.g. per time-slice, functional area, org unit	Only master data and open items. Can be combined with SDT for certain objects
System split or consolidation		For either split or consolidation scenarios.	For either split or consolidation scenarios.	For either split or consolidation scenarios

* S/4 HANA Private Cloud Edition

Selective Data Transition

Details

Top 5 Reasons why SDT scenario for transition to S/4HANA?

Selective Process Adjustment

- Adjust selectively processes or configurations where it matters
- Redesign and/or retain existing processes (e.g. in finance and logistics)

One project bypassing preparation projects in ECC

- Bypass prep projects by executing several conversion-related projects in a single S/4HANA transition project (e.g. CVI, Account to Ledger, Unicode conversion)

Why do customers require SDT?

Move to Cloud or different Data Center

- Move to S/4HANA private cloud or simply to different data center

Clean-Up and reorganize SAP ERP landscape

- Systems grown over the years, affected by M&A, consolidate systems, merge multiple SAP clients
- Reorganize S/4H instances with functional / divisional / regional split or as a single S/4H instance from different ECC instance architecture.

Selective and transfer of historical data

- Selective data migration by particular company codes, taking over selective data only from the last X (e.g. 2-3) years

Selective Data Transition – At a glance

Selective Data

Organizational Units
- Company codes
- Plants
- Controlling area

Time Slice
- All transactional data
- Last x years
- Only open processes

Master Data
- Customers or vendors
- Materials or products

MIGRATE YOUR DATA

SAP ERP

Transactional Data

Master Data

SAP S/4HANA

Transactional Data

Master Data

Data Transform on the fly

Functional Mapping
- Harmonization requirements
- Technical Mappings

Data Model Changes
- XPRA, XCLAS
- SDM
- Material Ledger
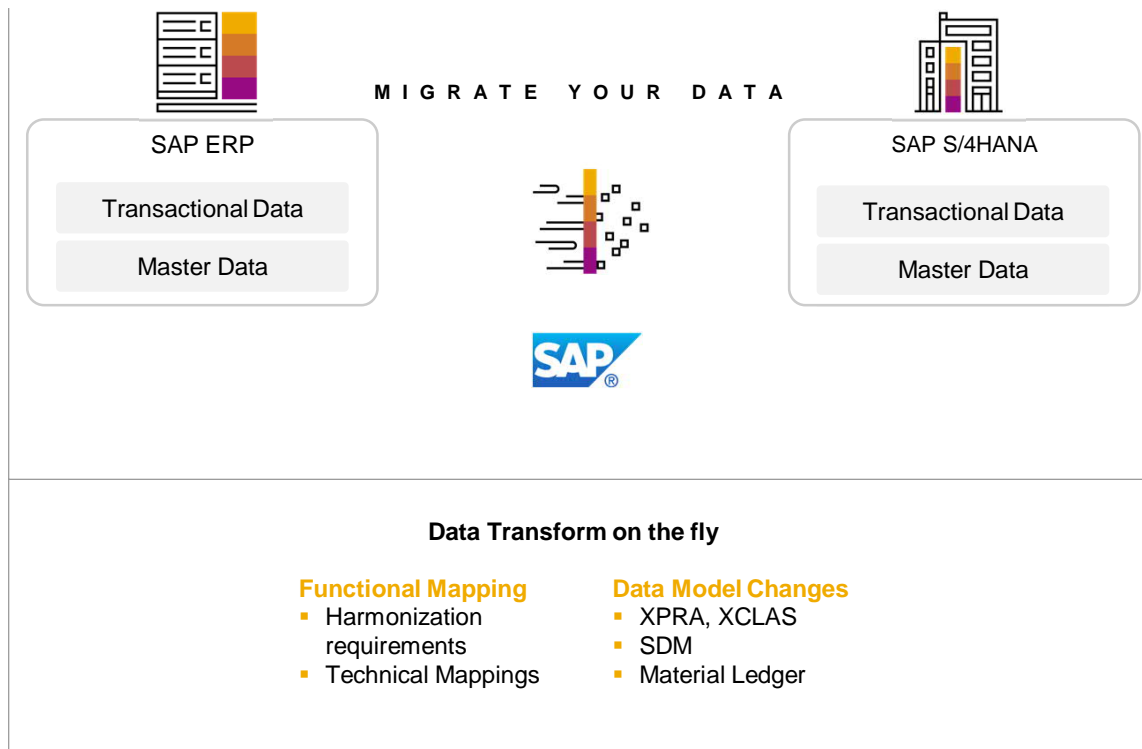
Data Creation

Combination of Migration Approaches
- Direct DB Inserts
- Migration via Standard SAP Interfaces

Target System Creation
- Mainly Re-Use Scenario (Shell Conversion)
- Mainly Re-Design (Mix & Match)

Selective Data Transition Capabilities

Guided Data Migration – Guided process from simulation to extraction, transformation & load and validation – Customer gains early end-to-end insight in the whole migration process and can validate early via simulation upfront (No Blackbox)

| Key Processes	Building Block	Description
Analysis	▪ Data Object Scanner ▪ Organizational Structure Scanner ▪ System Comparison (Customizing, Repository, Master Data, Number Range) Scanner	▪ Scan your system and capture scope of org-structure, data objects, custom tables, custom fields in standard tables including data volume etc. ▪ Capture customizing, repository, master data and number range conflicts between two systems or more.
Extraction	▪ Extraction Simulation & Customer Validation ▪ Extraction	▪ Simulate the extraction of desired selective data based on agreed selection rules during design phase. ▪ Validate if the extraction simulation results fit. ▪ Extract relevant data from ECC source system after the simulation is validated upfront.
Transformation	▪ Attribute Enrichment ▪ Value Mapping ▪ Structure Mapping	▪ Transform the ECC data according to agreed transformation rules and S/4H data model changes. Transformation rules can be value and structure mapping, document and master data renumbering or rule-based changes ▪ Enrich attribute with correct value which has no or incorrect value in data source ▪ Conduct value mapping and structure mapping (across data-objects)
Load	▪ Load Simulation (Table-Level and API-Level) ▪ Load (Table-Level and API-Level)	▪ Simulate the load of the data into S/4HANA either at table level or at API-level depending on migration scenarios ▪ Load the transformed ECC data into S/4H target either at table level or at API-level depending on migration scenarios.
Validation	▪ Technical Reconciliation ▪ Business Validation Support	▪ Several technical checks for technical reconciliation were performed out of the box incl. error logs, table count reconciliation logs, foreign key checks against customizing or master data to strengthen project scope and success rate especially in the early project phases during the initial test cycles. ▪ We provide technical tool and content as accelerator to support the business to perform business reconciliation.

Selective Data Transition – On the fly Chart of Account Conversion

Changes to charts of accounts in your SAP system are necessary or desirable, for example in connection with the following

- Introduction of the new chart of accounts due to country-specific requirements and regulations
- Introduction of International Financial Reporting Standards (IFRS)
- Business-driven change due to corporation restructuring (Unified CoA)
- Introduction of a new unified chart of accounts
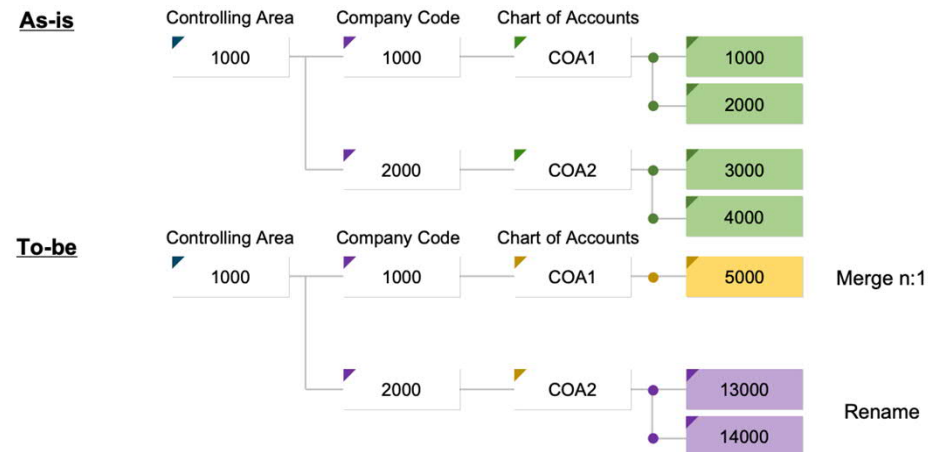
Parallel valuation – Customer overview

Parallel valuation has to be done on special valuation GL accounts

Parallel valuation takes place on identical GL accounts, but different ledgers

Parallel accounting using the account approach

Classic GL

Parallel accounting using a ledger approach

New GL, Universal Journal

Selective Data Transition – On the fly Customer Vendor Integration

- Business Partner will be created based on vendors and customers that are migrated from the source system

- No Business Partner creation in source SAP-ECC system needed (no pre-project is needed)

- CVI customizing only in target necessary

- Renumbering of customers & vendors possible to solve numbering conflicts between customers & vendors (applicable where customers and vendors have same number ranges)

- Flexible extension of customer and vendor roles

ERP Source

S/4 HANA Target

1 Load tables

3 populate BP tables

2 Structure mapping

KNA1
KNB1
…
…

KNA1
KNB1
…
…

+ BUT000
BUT020
…
…

Partner
Name
Group
Guid
…

LFA1
LFB1
…
…

LFA1
LFB1
…
…

BUT000
BUT020
…
…
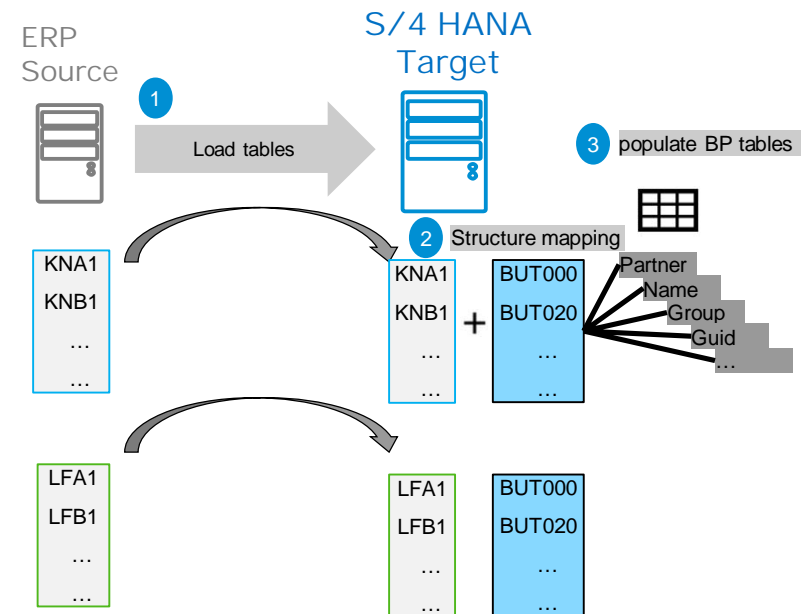
Target System Build

Process Redesign or Reuse

Target System Build – Two Philosophies – Redesign or Reuse?

Shell Conversion Approach

- Customizing reeuse (pre-dominantly brown)
- Create new target shell and reuse existing ERP customizing as baseline
- Adjust and build new customizing on top (Customer)

Build from scratch / Mix & Match

- Customizing redesign (pre-dominantly green)
- Create customizing from scratch in target environment (Customer)
- Reuse part of ECC customizing which fits to new template (Customer)

	Shell Conversion	Build from scratch	
Repository ECC to S/4HANA	✓	Manual / Transport	
Customizing ECC to S/4HANA	✓	Manual / Transport	
Customizing / **Repository** Adjustment	Manual	Manual	

✓ Part of Service   👤 Consulting activity

Target System Build via Shell Conversion

Shell Conversion from ERP to S/4HANA system:

- Target system contains repository + cross-client customizing as minimum. Client-specific customizing can be excluded if needed.
- Target system always has the same release as source system and upgrade to ECC6.0 needs to be applied if needed
- Convert the ECC6.0 shell system into S/4HANA shell system
- The S/4H shell is typically used as S/4HANA development system and source (golden client) to build S/4HANA target production system (via system copy)

S/4 HANA

Customizing / Configuration

1 Existing from ECC

2 Redesign certain elements
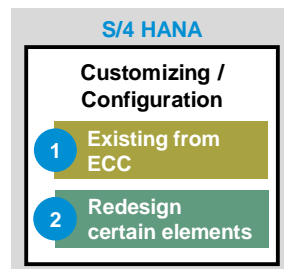
1 Full ECC Customizing is copied & converted into S/4HANA system

2 Perform fit-gap analysis and redesign certain elements e.g. new order types

One Time-Off

ECC Source → **ECC Shell** → **S/4HANA DEV**

1 Shell Creation (No Data)

2 Shell Conversion via SUM (+DMO if not yet HANA)

4 Data Migration (with selective data scope)

3 System Copy

S/4HANA Production Shell
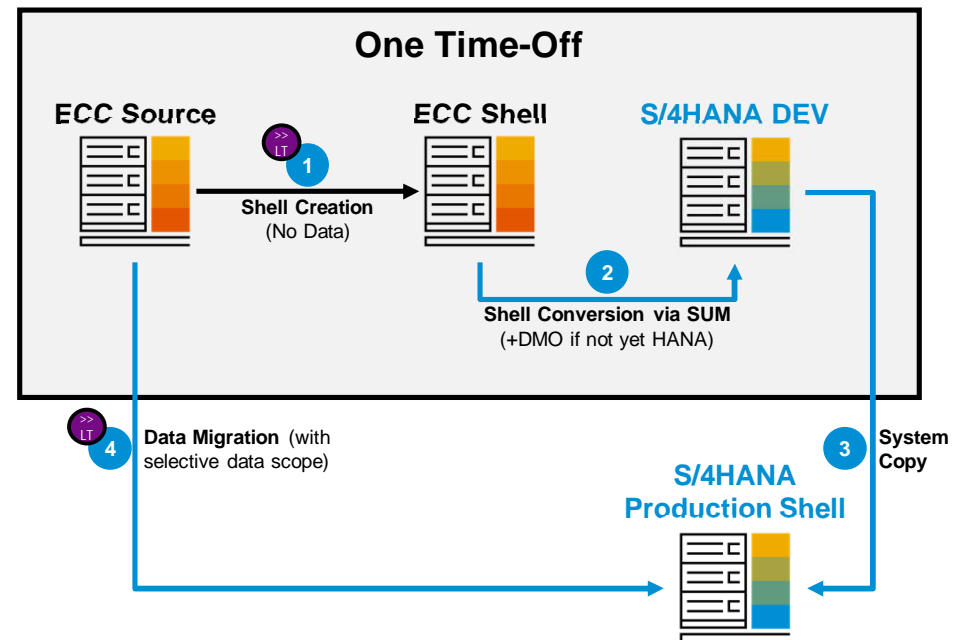
SUM = Software Update Manager
DMO = Database Migration Option

Target System Build via Build from scratch / Mix&Match

Mix & Match of ECC and S/4HANA:
- Import SAP Best Practice Configuration into S/4H DEV
- Transfer selectively configuration using controlled procedure using SAP Retrofit (with linked to ATC/Simplification DB) with S/4H compatibility check mechanism
- Conduct data migration from ECC to S/4HANA
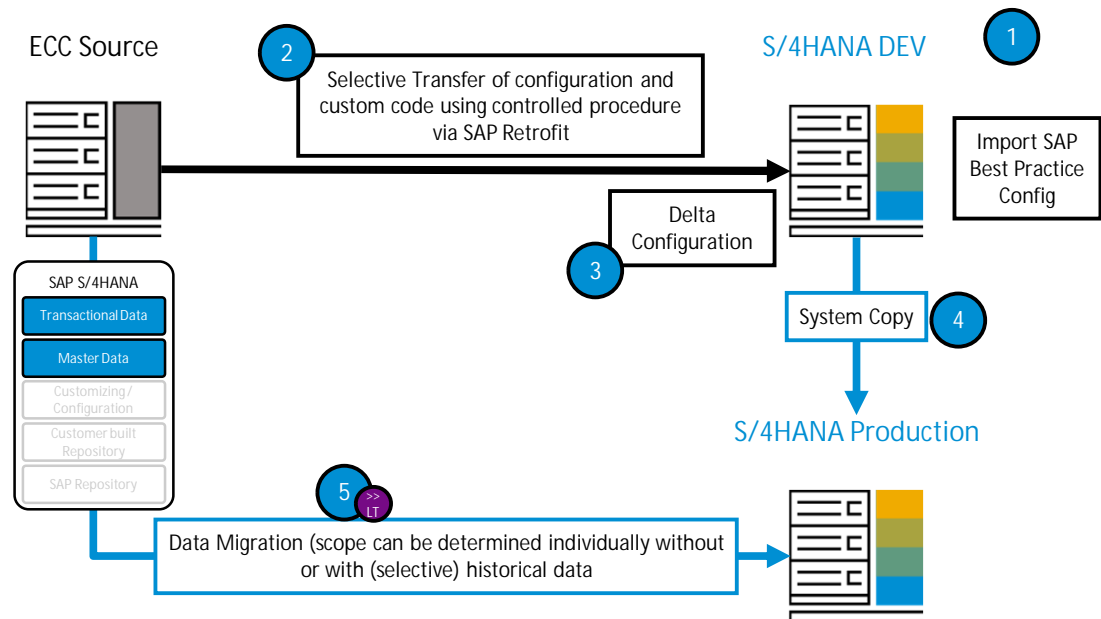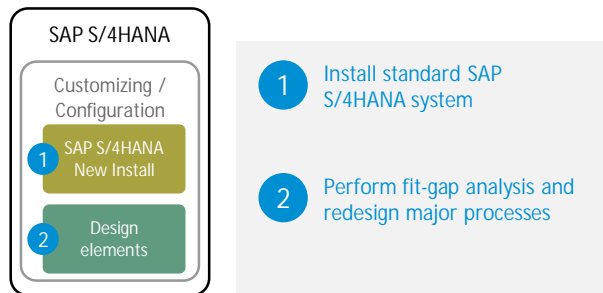
ECC Source

② Selective Transfer of configuration and custom code using controlled procedure via SAP Retrofit

S/4HANA DEV

①

Import SAP Best Practice Config

③ Delta Configuration

System Copy ④

S/4HANA Production

SAP S/4HANA
- Transactional Data
- Master Data
- Customizing / Configuration
- Customer built Repository
- SAP Repository

⑤ >> LT

Data Migration (scope can be determined individually without or with (selective) historical data)

SAP S/4HANA

Customizing / Configuration

① SAP S/4HANA New Install

② Design elements

① Install standard SAP S/4HANA system

② Perform fit-gap analysis and redesign major processes

Selective Data Transition

What do our customers do

Customer Example – Client Transfer+

IT solutions for healthcare sector

Project facts

- Multi-Client ECC system (Non-Unicode)
- Migration to S/4 1809
- Phased approach to minimize risk
- All data (client transfer, client by client)
- DB Migration
- Project ongoing (4 years / 50 clients)

Customer benefits

- Introduced CVI, universal journal, material ledger and material document (MATDOC) on the fly

Selective Innovation
Mandatory changes

Selective Data
All data

Source-Target Relationship
1:1

Deployment Scenario
On Premise

Roll Out Approach
Phased
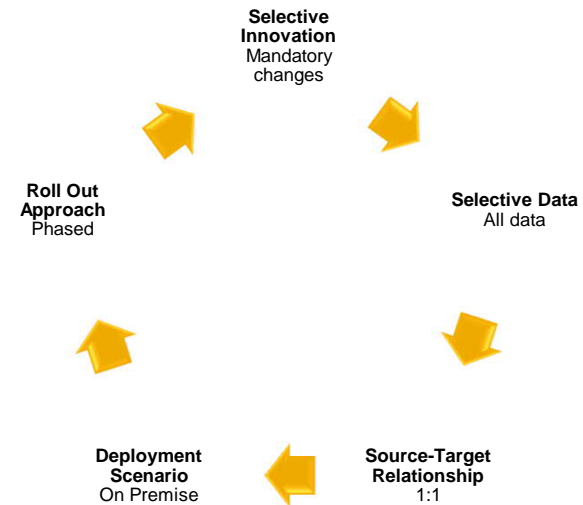
Customer Example – Client Transfer+

U.S. multi-national consumer goods corporation

Project facts

- Migration to S/4 1809
- Logistics & finance
- DB migration
- Project duration 10 month
- Database size 45 TB

Customer benefits

- Creation of the new template by shell copy and very limited process adaption
- Selective migration (org units + time slice)
- NZDT approach to minimize downtime

Selective Innovation
Process redesign

Selective Data
Selective data

Source-Target Relationship
1:1

Deployment Scenario
On premise

Roll Out Approach
Big Bang + NZDT
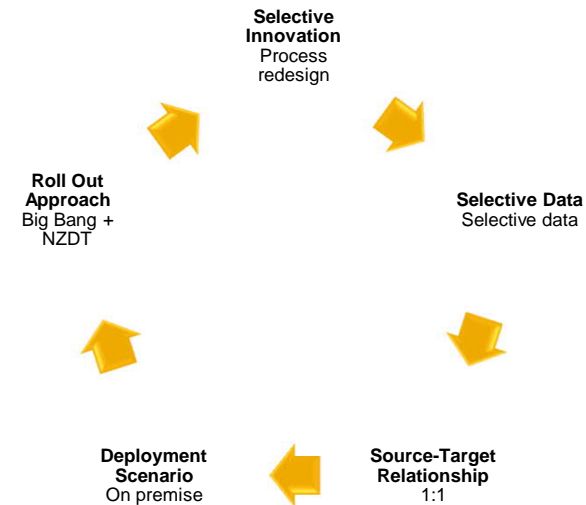
Customer Example – Greenfield+

German electric utility company

Project facts

- Migration to S/4 1709
- Logistics & finance
- Combination of DB migration (Logistics, controlling) and posting approach (Finance, stock)
- Phased go-live
    - DB migration logistics & controlling
    - Finance, assets & stock
- Project duration 12 month
- Database size 2 TB

Customer benefits

- Reduced data footprint to open processes only
- Implemented new corporate template

Selective Innovation
Process redesign

Selective Data
Open Processes

Source-Target Relationship
1:1

Deployment Scenario
On Premise

Roll Out Approach
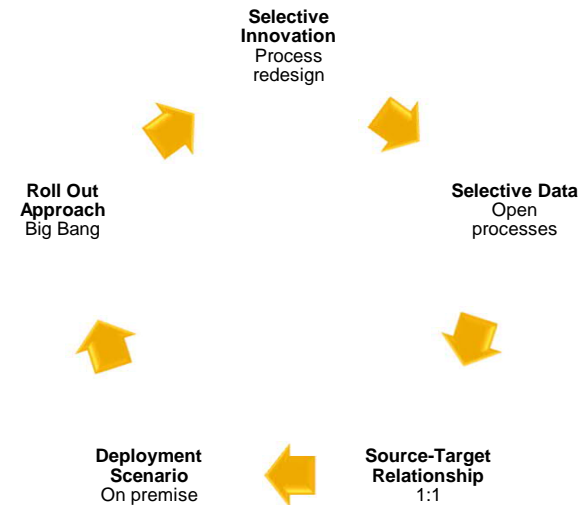Phased
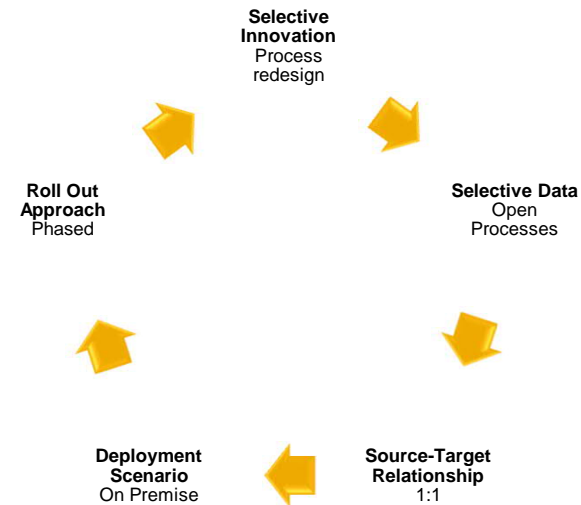
Customer Example – Greenfield+

Paper industry

Project facts

- Migration to already productive S/4 1709
- Logistics & finance
- Combination of DB migration (Logistics, controlling) and posting approach (Finance, stock)
- Project duration 10 month
- Database size 0,5 TB

Customer benefits

- Integrate and adapt data from acquired company to own processes
- Reduced data footprint to open processes only

Selective Innovation
Process redesign

Selective Data
Open processes

Source-Target Relationship
1:1

Deployment Scenario
On premise

Roll Out Approach
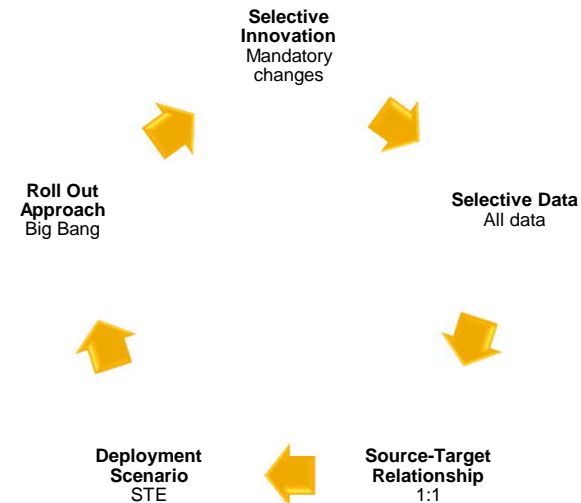Big Bang

Customer Example – Special Case STE Brownfield

Suisse mechanical engineering company

Project facts

- New install into STE
- Special solution: Reference system conversion on premise system -> baseline for customizing migration
- DB migration of transactional data from on premise system for Logistics & finance
- Project duration 8 month
- Database size 0,6 TB

Customer benefits

- On the fly product switch from on premise to STE

Selective Innovation
Mandatory changes

Selective Data
All data

Roll Out Approach
Big Bang

Source-Target Relationship
1:1

Deployment Scenario
STE

Reference Projects by Selective Data Transition

Company	Challenge	Project description
sappi **Selective Data Transition**	Convert from S4HF1605 to S4H1709	• Convert from S4HF1605 to S4H1709 and integrate recent acquired company in SAP ERP application to the same instance of SAP S/4HANA. *Integration* and adaption from acquired company to their own processes. • Hybrid approach posting accounting and LT migration for MM including 12 months history. • Company Code Details transfer for each of the plants. • https://www.sap.com/services/implementation/data-mgmt-landscape-transformation.html?source=social-atw-mailto&pdf-asset=4e8b7157-8a7d-0010-87a3-c30de2ffd8ff&page=1
JTI **Selective Data Transition**	Agile Selective Data Transition ECC 6.0 EHP7 to S/4HANA 1709	• 6-Step-Approach • Complex migration rules: Split, restrictions, transforming • Master Data Freeze Safeguarding by comparing table snapshots for 1.200 tables on daily basis • Approx. 1.700 tasks to be executed in around 3 weeks in a 24/7 mode. • https://www.sap.com/services/implementation/data-mgmt-landscape-transformation.html?pdf-asset=004884fa-a17d-0010-87a3-c30de2ffd8ff&page=2&source=social-atw-mailto
CHEDRAUI cuesta menos **Selective Data Transition**	ERP system 32 TB to migrate in a New S/4HANA system to minimize	• ERP system 32 TB to migrate in a New S/4HANA system to minimize TCO. Use of existing customizing and migration of specific data to speed up realization phase • Creation of Target System via Shell Creation. Selective Data Migration of all FI documents for 2019 and all FI open items, all sales and purchasing open items with all corresponding history. Migration of all master data • https://www.sap.com/documents/2020/06/b84bf5ac-9f7d-0010-87a3-c30de2ffd8ff.html

Selective Data Transition – Lessons Learnt

- **Know your SME team** – The Subject Matter Experts in your organization are essential in making this journey to SAP S/4HANA with it being on time and within budget

- **Know your data** – Data is essential for making your business a success and needs to be treated accordingly for migration to SAP S/4HANA or decommissioned

- **Testing is crucial** – Thorough testing practices adopted by SAP customers means that their journey to SAP S/4HANA is successfully achieved with minimal issues

- **Confirm innovations** – SAP customers should review all opportunities in SAP S/4HANA to adopt where the return on investment is achieved within a short time frame

- **Limited Business Downtime possible** – SAP customers can take advantage of near-zero downtime to avoid any unnecessary stress on their business, requires additional effort

Recommended information

- [Roadmap Viewer](#) provides access to complete SAP Activate methodology content (all tasks, templates, and accelerators), contains project experience from SAP S/4HANA implementations, and supports implementation projects of SAP S/4HANA with structured documentation.

- [SAP Readiness Check for SAP S/4HANA](#) to get an overview and planning baseline about important topics you need to take care of and the related efforts and required skills.

- Run the [simplification items checks](#) as soon as possible, as some business process adaptions may be complex and require more time than expected.

- Check your custom code with [ABAP test cockpit](#) and optimize it for SAP S/4HANA. Further info on https://blogs.sap.com/2017/02/15/sap-s4hana-system-conversion-custom-code-adaptation-process/

- Smoothly transition from SAP ECC to intelligent ERP with the [SAP S/4HANA Movement program](#)

- Read: [Mapping Your Journey to SAP S/4HANA - A Practical Guide for Senior IT Leadership](#) & [Custom Extensions in SAP S/4HANA Implementations - A Practical Guide for Senior IT Leadership](#).

- See how [customers](#) are succeeding with SAP

- [Landing Page](#) for Selective Data Transition Engagement

- [Knowledge Base Article](#) Selective Data Transition

- Blog 1: [Move to SAP S/4HANA with Selective Data Transition](#)

- Blog 2: [Options for your SAP S/4HANA Transition](#)

Questions and Answers

THANK YOU

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