

# Understanding Your Implementation Options To SAP S/4HANA

## Greenfield Approach








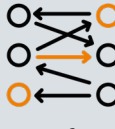





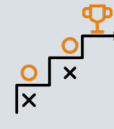





New Implementation

## Selective Transition Approach

Selective S/4HANA Transition

## Brownfield Approach

New Implementation

<div>PRO</div> <div></div> <div>You drive business change initiative</div>	<div>PRO</div> <div></div> <div>Migrating from a non-SAP system or a complex SAP system</div>	<div>PRO</div> <div></div> <div>Divesting business unit or subsidiaries</div>	<div>PRO</div> <div></div> <div>Mergers or acquisitions and consolidate systems</div>	<div>PRO</div> <div></div> <div>Wish to go to S/4 but limited time, budget and resources</div>	<div>PRO</div> <div></div> <div>Not looking for any fundamental business process changes</div>
<div>PRO</div> <div></div> <div>You want to make the most out of the new S/4 functionalities</div>	<div>CONTRA</div> <div></div> <div>Resource-consuming requires buy-in from sponsors &amp; end-users</div>	<div>PRO</div> <div></div> <div>Selectively improvement of processes and cleaning up of data to S/4</div>	<div>PRO</div> <div></div> <div>No business impact while go live by near-zero downtime</div>	<div>CONTRA</div> <div></div> <div>No improvement or retirement of data</div>	<div>CONTRA</div> <div></div> <div>Need to be converted to Unicode</div>
<div>CONTRA</div> <div></div> <div>Lots of time and efforts for historical data management</div>	<div>CONTRA</div> <div></div> <div>Time-consuming - it will take months to years</div>	<div>CONTRA</div> <div></div> <div>Require specialised consultants and tools</div>	<div>CONTRA</div> <div></div> <div>Handling bespoke but uncommon project approach</div>	<div>CONTRA</div> <div></div> <div>Potential limitations for process and functional benefits in S/4</div>	<div>CONTRA</div> <div></div> <div>Efforts with no real business benefit gain</div>
<div>BENEFIT</div> <div></div> <div>Start with a clean slate with the best practice in the industry</div>	<div>BENEFIT</div> <div></div> <div>All benefit of S/4 has to offer, such as Big Data, etc.</div>	<div>BENEFIT</div> <div></div> <div>Avoid reinventing the wheel - Only change business processes where it will add value</div>	<div>BENEFIT</div> <div></div> <div>Allows a phased transition approach</div>	<div>BENEFIT</div> <div></div> <div>Standardised approach and short project run time</div>	<div>BENEFIT</div> <div></div> <div>Protecting investments in your existing system if it works fine</div>
<div>As a leader in quality, our dedicated employees continue to set standards with more than <b>2,000 completed customer projects</b></div>		<div>BENEFIT</div> <div></div> <div>Optimising value and immediate benefits to given budget</div>	<div>BENEFIT</div> <div></div> <div>The benefit of all S/4 has to offer</div>	<div>BENEFIT</div> <div></div> <div>Little disruption and limited training for end-user</div>	
		<div>BENEFIT</div> <div></div> <div>Protect the investment in any key customisations</div>	<div>BENEFIT</div> <div></div> <div>A clean S/4 system with all required data</div>		

### Customer Study: Five Year Cost Projection for S/4HANA

Immediate S/4HANA benefit during go-live

Greenfield Approach

Selective Transition Approach

Brownfield Approach



\* The above five-year cost projection is based on initial project cost, change requests (system add-ons), system life cycle and four-year support plan.  
\* Brownfield approach is based on a technical approach without initial activation of major S/4HANA innovation.

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