

SNP – Introduction & Overview

„What drives us is the success of our customers, which we achieve together as a team. With experience, but above all with a lot of heart.“

Dr. Jens Amail

CEO SNP





SNP – The established market leader for SAP data

Headquarters: Heidelberg
 Founded: 1994
 Employees: 1,600+
 Worldwide offices: 35+
 Projects successfully completed 14,500+

Listed: Prime Standard of the Frankfurt Stock Exchange



SAP® Certified *
Integration with SAP S/4HANA*

SAP® Qualified
Partner-Packaged Solution

BLUEFIELD™ - A
 trademarked approach
 underpinned by SNP's
 proprietary software
 CrystalBridge®

Recognized and Trusted
 worldwide.
 122 successful S/4HANA
 migrations spanning 25
 industries

Market Leader - Selected by 77% of
 companies choosing SDT, because of the
 unique competitive advantages and
 value generated by CrystalBridge®



DATA. TRANSFORMATION. EXPERIENCE.

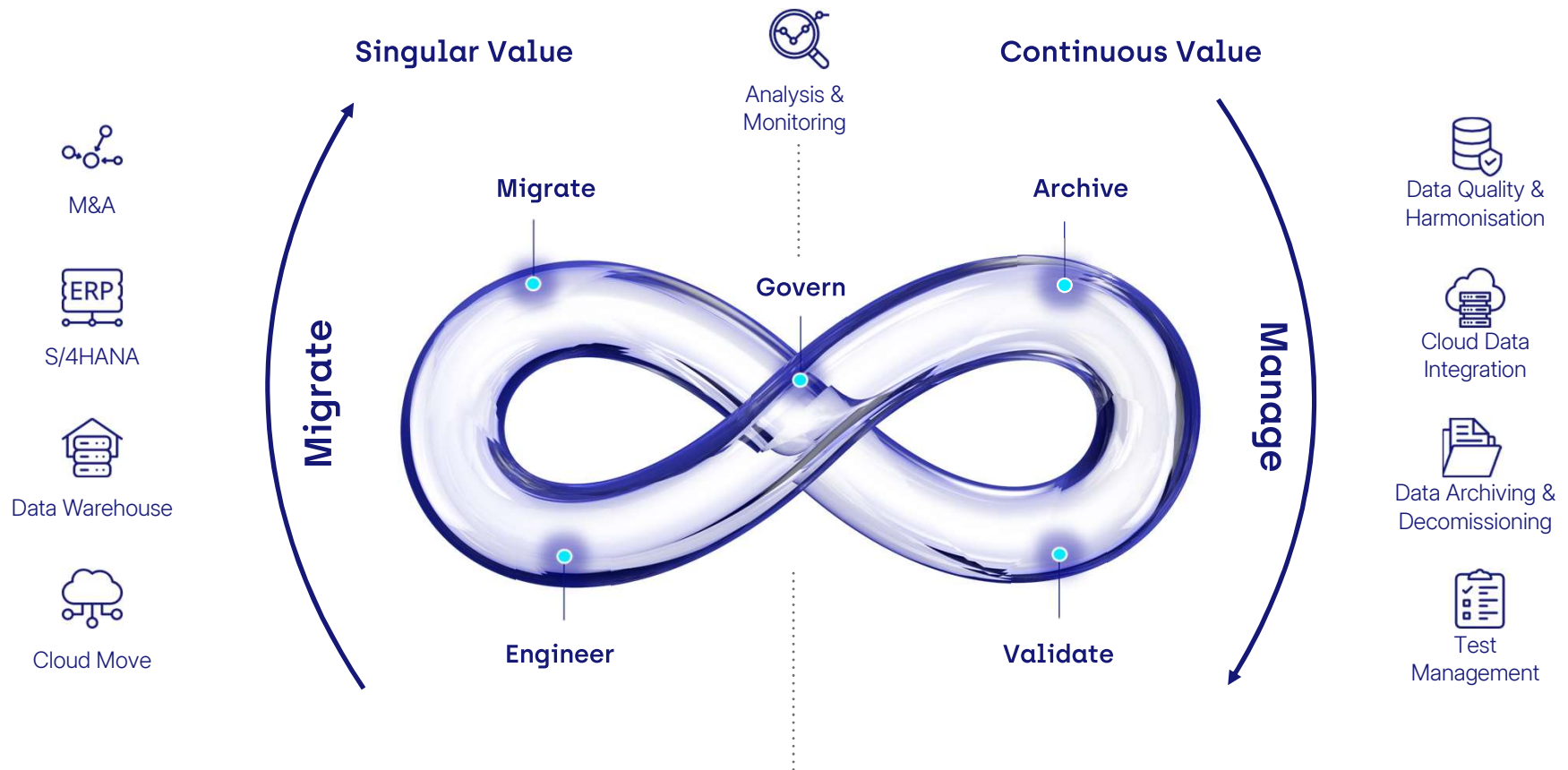
Our Customers

Guaranteed success thanks to experience from more than 14,500 projects



SNP CrystalBridge®

The platform to drive data excellence



Data Migration with SNP's Crystalbridge® – Value



MANAGE MULTIPLE ACTIVITIES VIA ONE PLATFORM

System provision, Data selection, Test data management, Data masking, Data migration



VERIFIED

End to End process verified by auditors
Auditable project documentation including full data history



LESS TIME

Reduce project timescale combining multiple technical challenges and projects into a single go-live through a highly automated software enabled process



LESS RISK

Enables selective migration allowing for granular data ringfencing when degree of data entanglement is high.
Built-in mission control on software provides guidance and consistency checks on system and migrated data



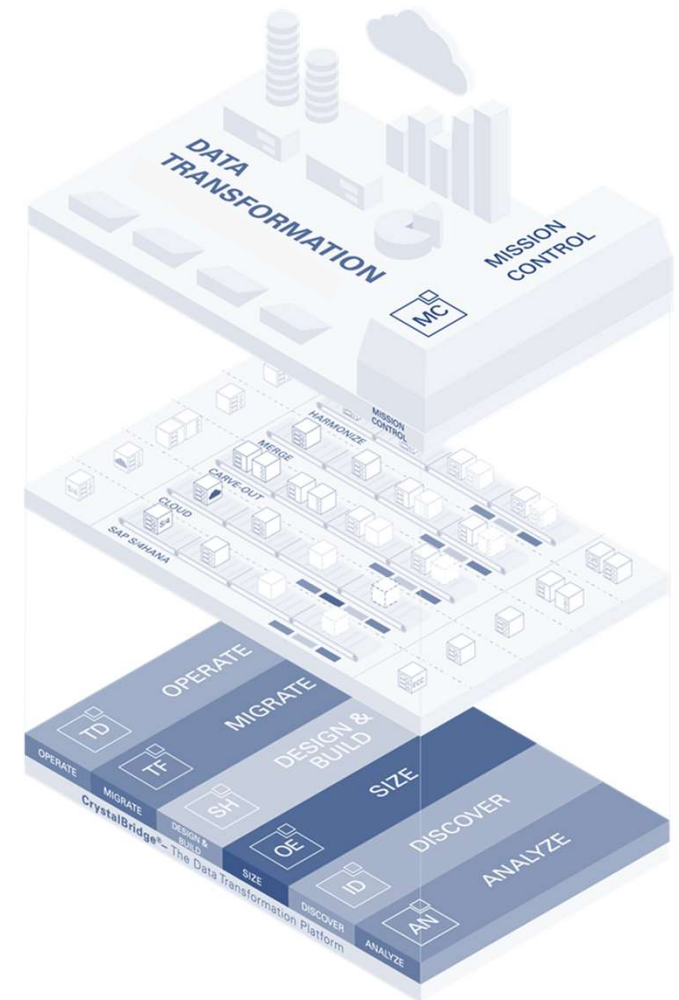
HIGH FLEXIBILITY

Agile project implementation; Selective data slicing, More flexibility during the project and Go-Live



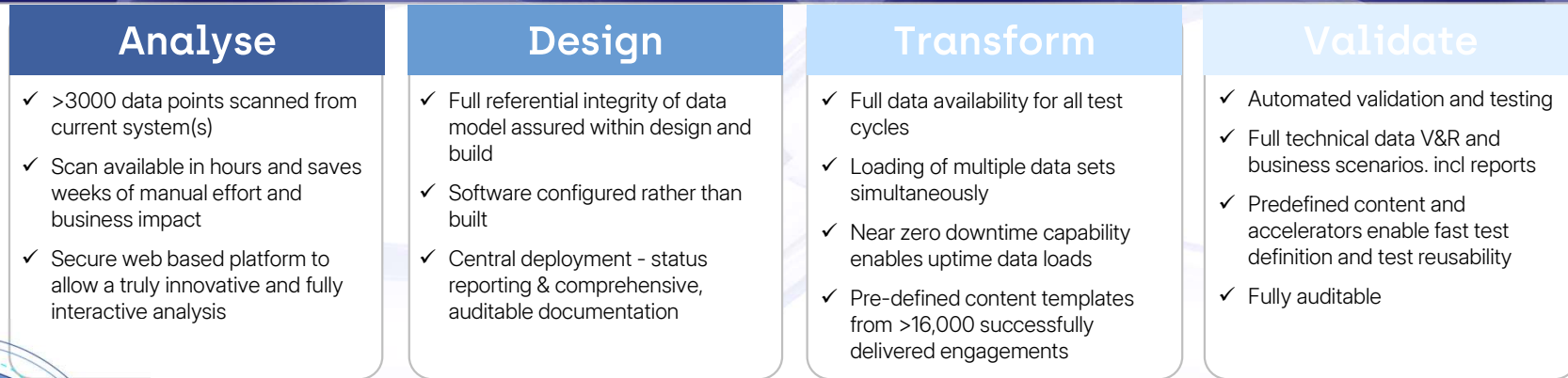
EXTENDED VALUE

Combine with Move to the Cloud; Data masking, Selective data deletion, Highly efficient post migration reducing cutover window and overall project timescale



Software governs, de-risks and drives delivery value

Ultimate control using the SAP data model itself. CrystalBridge® has evolved with focus on client value - resulting in Meticulous, Automated & Assured data migration



Scan & Size

Extract & Transform

Load & Assure



What data is **Essential** for success?

How much **Transformation** of data do we require?

Can we protect the **Integrity** of our data?

ERP Industry 4.0

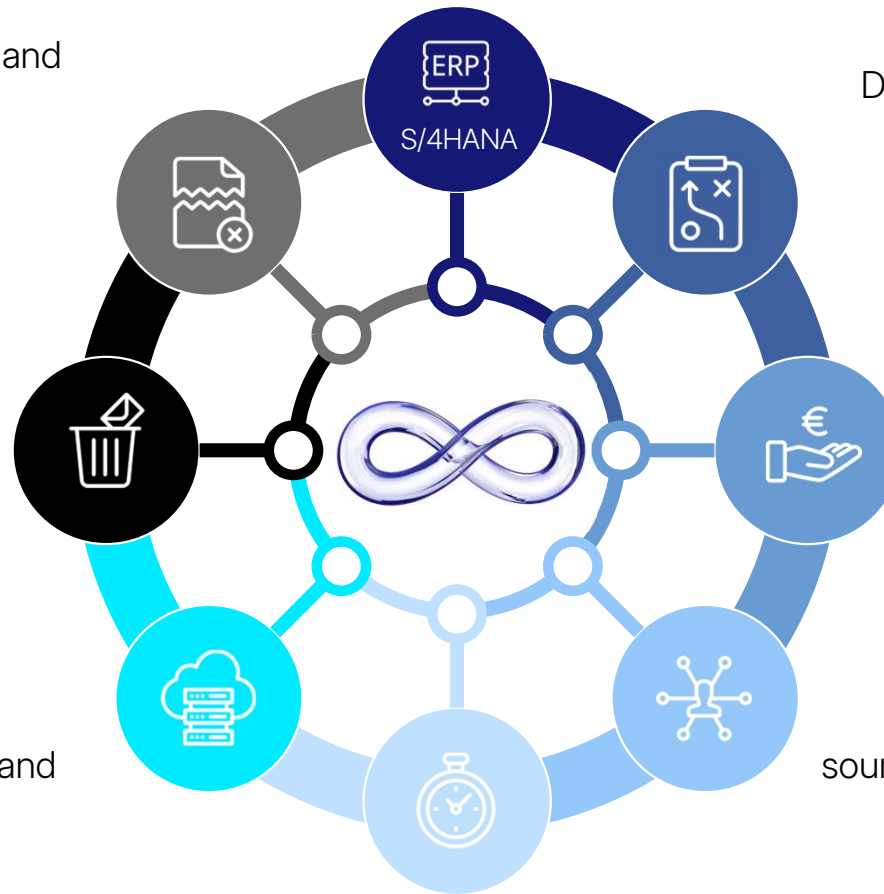
SNP CrystalBridge® at the heart of SAP digital Transformation

Retain full data model **integrity** and **renovate** the most important applications

Eliminate the junk; unused data, functionality & applications

Bluefield™ as your starting point, not the alternative. **Flexibility enables** business case **value**.

Realise the single source of truth through effective **consolidation** and data **profiling**

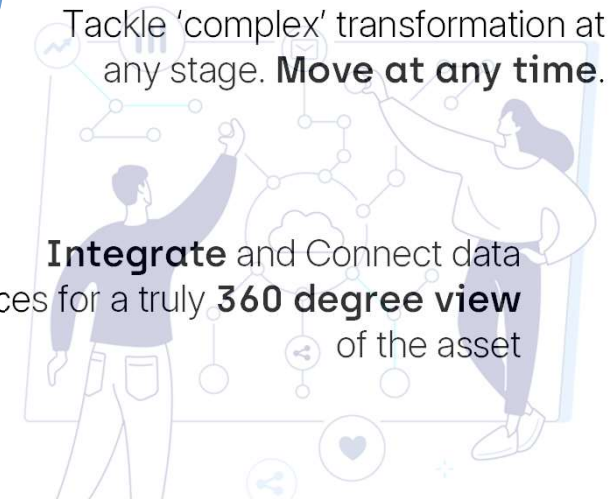


Data & Roadmap Consulting
Data at the heart of **transformation**

Minimise TCO whilst **Maximising** the value of data, in the present

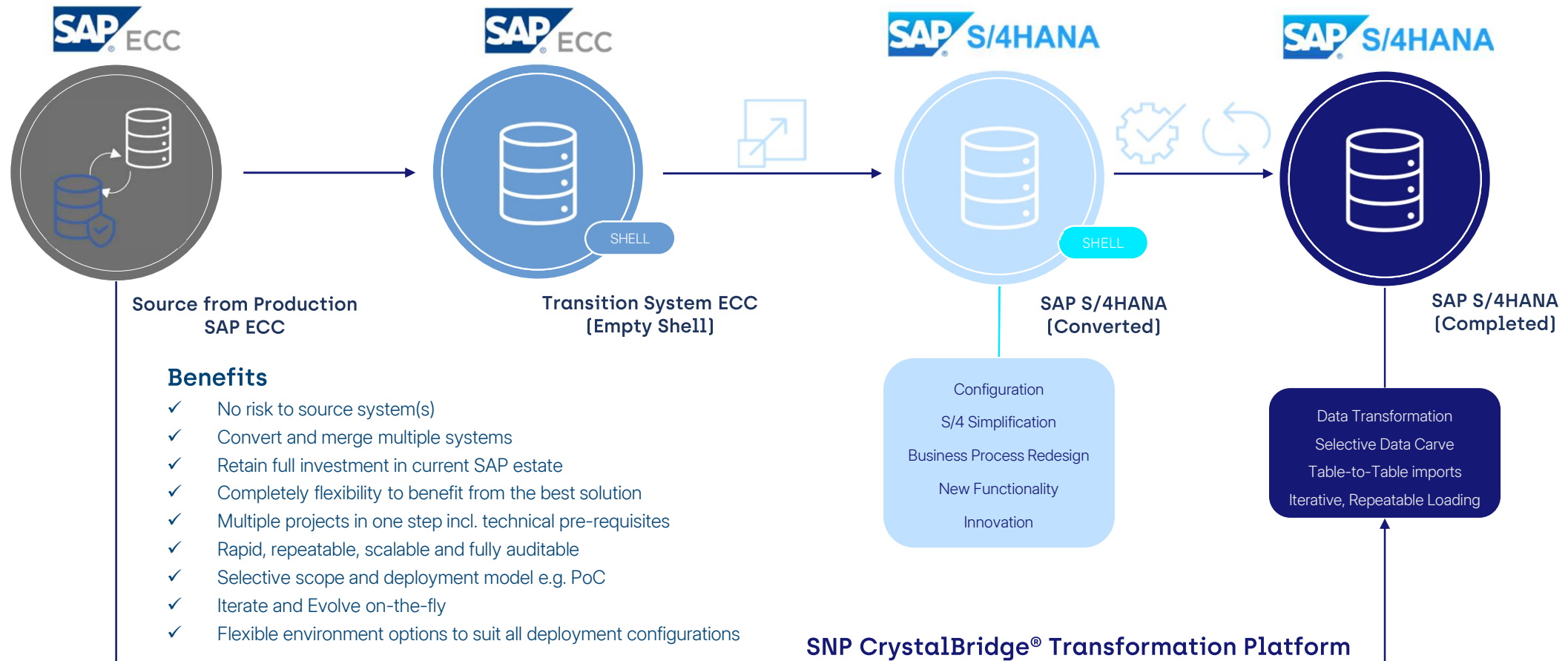
Tackle 'complex' transformation at any stage. **Move at any time.**

Integrate and Connect data sources for a truly **360 degree view** of the asset



CrystalBridge® Bluefield™ Migration Approach

Executive Summary



CrystalBridge® Analytics

Insight to Value



Plan for the Future

Mapping existing functionality onto new feature sets like S4/HANA results in months of analysis time saved

Visualize the Outcome

The intuitive exploration & visual fidelity within CrystalBridge® can uncover many hidden optimizations, e.g. Identify unused legal entities with CrystalBridge and plan for their removal

Generate the Content

Creation of transformation content can take months of effort. Pre-built transformation rules and the referential data model with CrystalBridge® ensure accuracy and security for planned transformation

Thrive in Complexity

Complex multi-system landscapes take years to understand and reconcile. CrystalBridge® reduces these times significantly and accelerates Discovery by removing ambiguity

Underpin & Baseline

IT strategy using quantitative, evidential insights in your SAP data

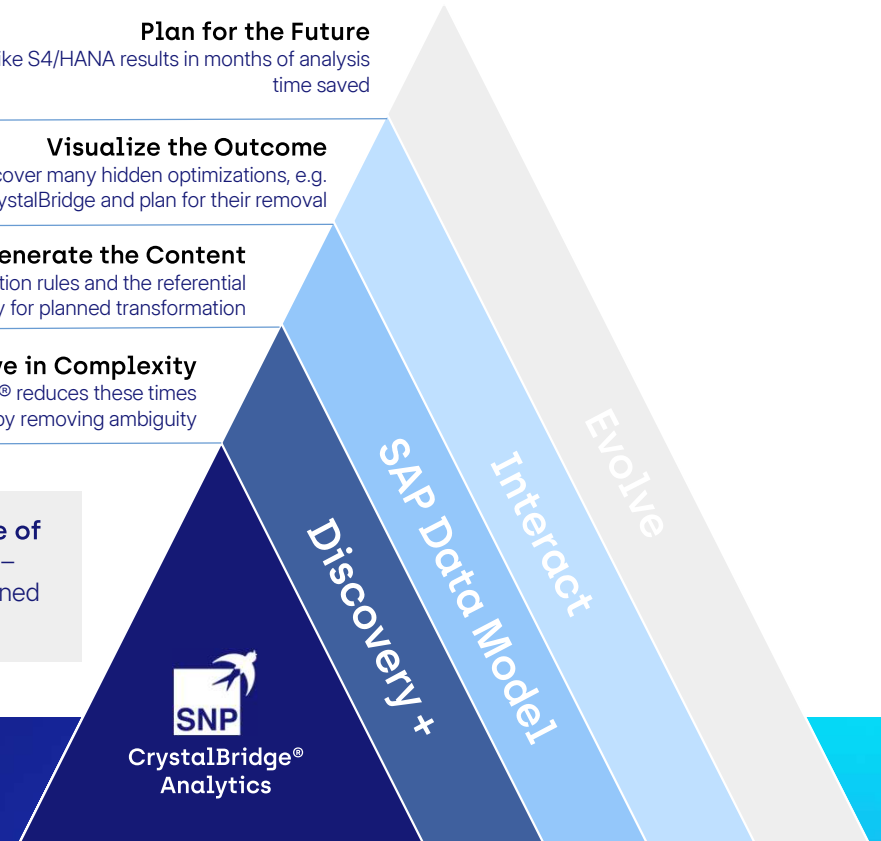
Compare & Contrast

multiple ECC / S4 systems to assess the core of the any platform

Make **informed** choices using unparalleled visual tools and techniques to **remove complexity**

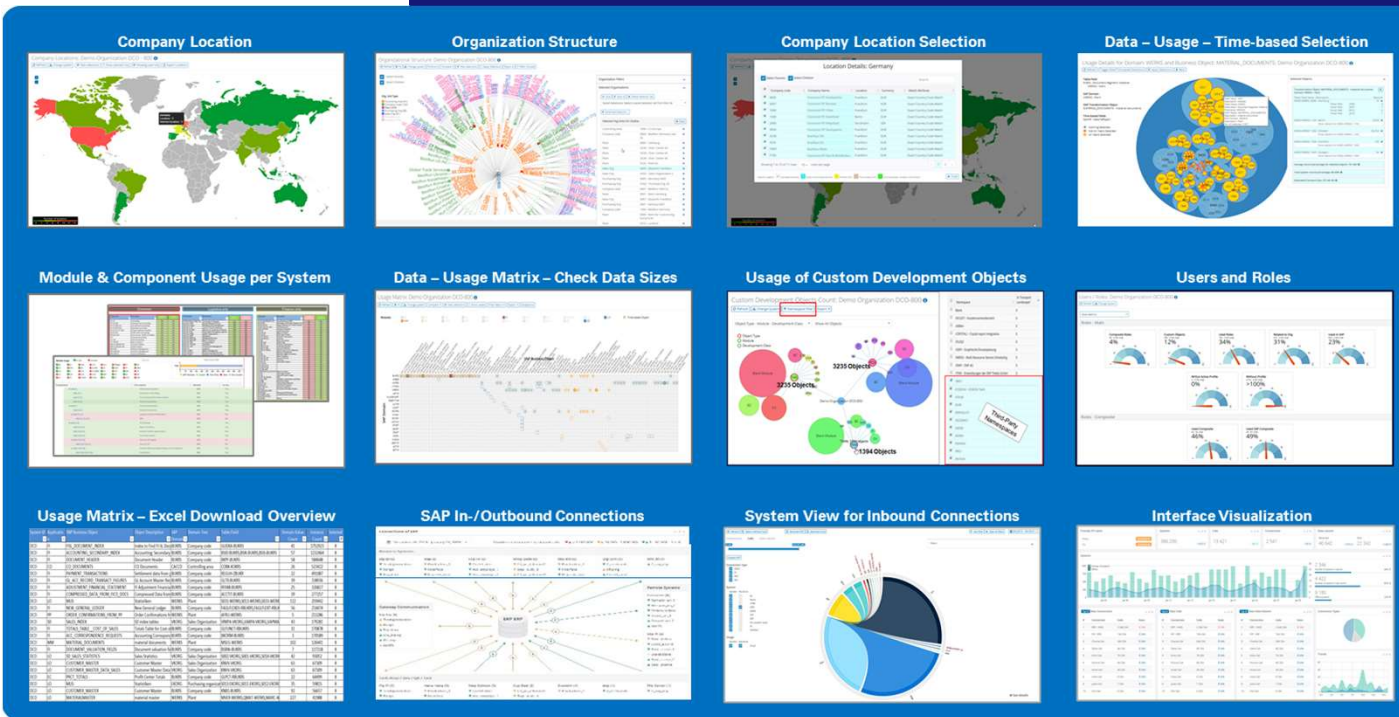
Data at the core of Transformation –

Success is determined from the outset





SNP CrystalBridge® - Software analysis & outputs



SNP CrystalBridge® Analytics guides the assessment by scanning multiple data objects & patterns;

- ∞ Used / unused org. units
- ∞ System and data redundancy/obsolescence
- ∞ SAP ECC module-/app. comp. usage
- ∞ Org. Struct. & Core Process Deviations
- ∞ Process review mapping SAP best practices
- ∞ Customizing Explorer (Major Topics)
- ∞ Custom Development Usage Statistic
- ∞ Relevant S/4HANA Simplification Item List
- ∞ Interpretation of Simplification Item List
- ∞ Active Business Functions
- ∞ Add-on Compatibility
- ∞ Microsoft Azure Cloud Sizing SNP
- ∞ SNP Interface Discovery
- ∞ Detailed Customizing Conflict Analysis
- ∞ Supplier Master Quality (incl. Duplicates)
- ∞ Customer Master Quality (incl. Duplicates)
- ∞ Material Master Quality (incl. Duplicates)

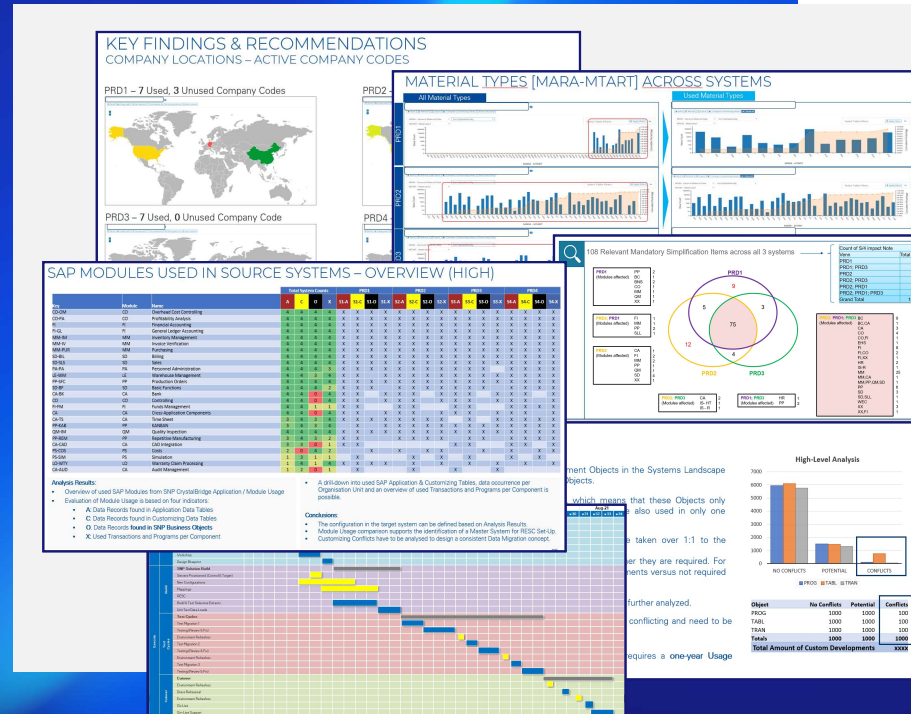
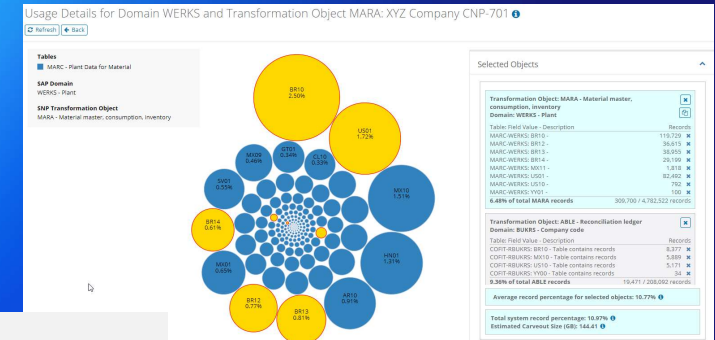
CrystalBridge® Analytics

Informed Decision Making

Deployment of SNP CrystalBridge® Analysis software ahead of any major business & technology transformation event provides clients the ideal foundations to make fact-driven and information-led decision making

The highly intuitive and interactive dashboards presented within our cloud platform highlight detailed graphics & charts which ensures that all stakeholders are equally informed and feel empowered to query the data

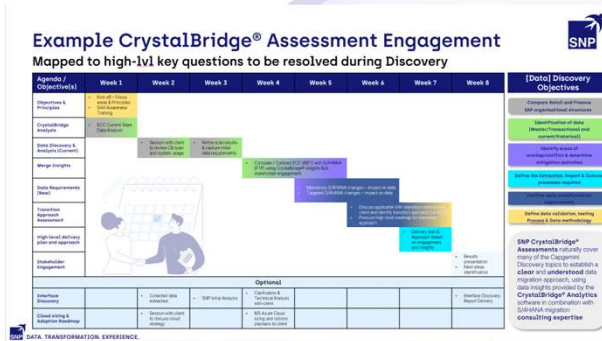
Clients can validate their data perimeter, carve-out complexity, and quickly establish implications to various scenarios which could be in-scope of a project



CrystalBridge® Assessment Engagement

Assessment. Outcomes. Outputs

CrystalBridge® Assessment



Outcome(s)

Data migration approach defined and agreed

Holistic understanding of data complexity, uniqueness & opportunities during the transformation program

Alignment of stakeholders across multiple groups

Baseline the **data footprint** and perimeter in preparation for transformation

Output(s)



Taking your SAP data to the next level



Carve-out within only 13 months of more than 20 transnational SAP systems.



Consolidation of the SAP systems of the Dresden, Zwickau and Chemnitz sites in a new SAP S/4HANA system and replacement of the legacy system.



A data lake for the global audit of 100+ legal entities.



Real real-time data streams to deliver real-time information to customers on ETA to coordinate onsite logistics smoothly.

Taking your SAP data to the next level



Fast, effective merge Merge of two SAP systems with several companies and different company in a very short time frame and with a very low number of test cycles.



Migration of the two business critical ECC SAP systems CCR/retail (56TB) and CTC/trading (8TB) to S/4 at the same time using NZDT.



More than 10 SAP R/2 and R/3 systems with 42TB of structured data with document attachments decommissioned.



Selective and rapid reduction of SAP non-production systems' size (ECC & BW) by 70 percent.

Summary: USPs / Value Proposition

100% SUCCESSFUL TRACK RECORD



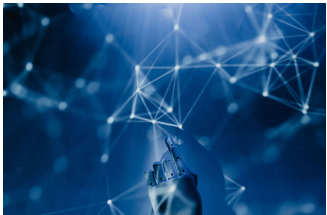
- > 14,500 projects with 100% success rate
- Software guided procedures ensure quality
- Certified by all major authorities ISO, EY, KPMG, SAP

STANDARDIZED APPROACH



- Maximum automation based on data points from over 2.500 projects we continuously automate activities others carry out manually
- Average acceleration of 50%

FLEXIBLE APPROACH with BLUEFIELD™



- Accelerates your digital journey in a cost-effective and proven way.
- Advocates thinking along 3 guiding principles: eliminate, renovate, innovate and lets you freely decide what to keep and what to skip to open for innovation.
- From assessment to project to program to co-staffed CoE's

STRONG PLATFORM



- Holistic support from analysis to verification, from project to operation
- World leading Analysis & Benchmarking 360° view of your SAP landscape with the largest SAP-independent benchmark (>4.000 system scans)
- Industry standard for transformation proven in over 14.500 projects

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