

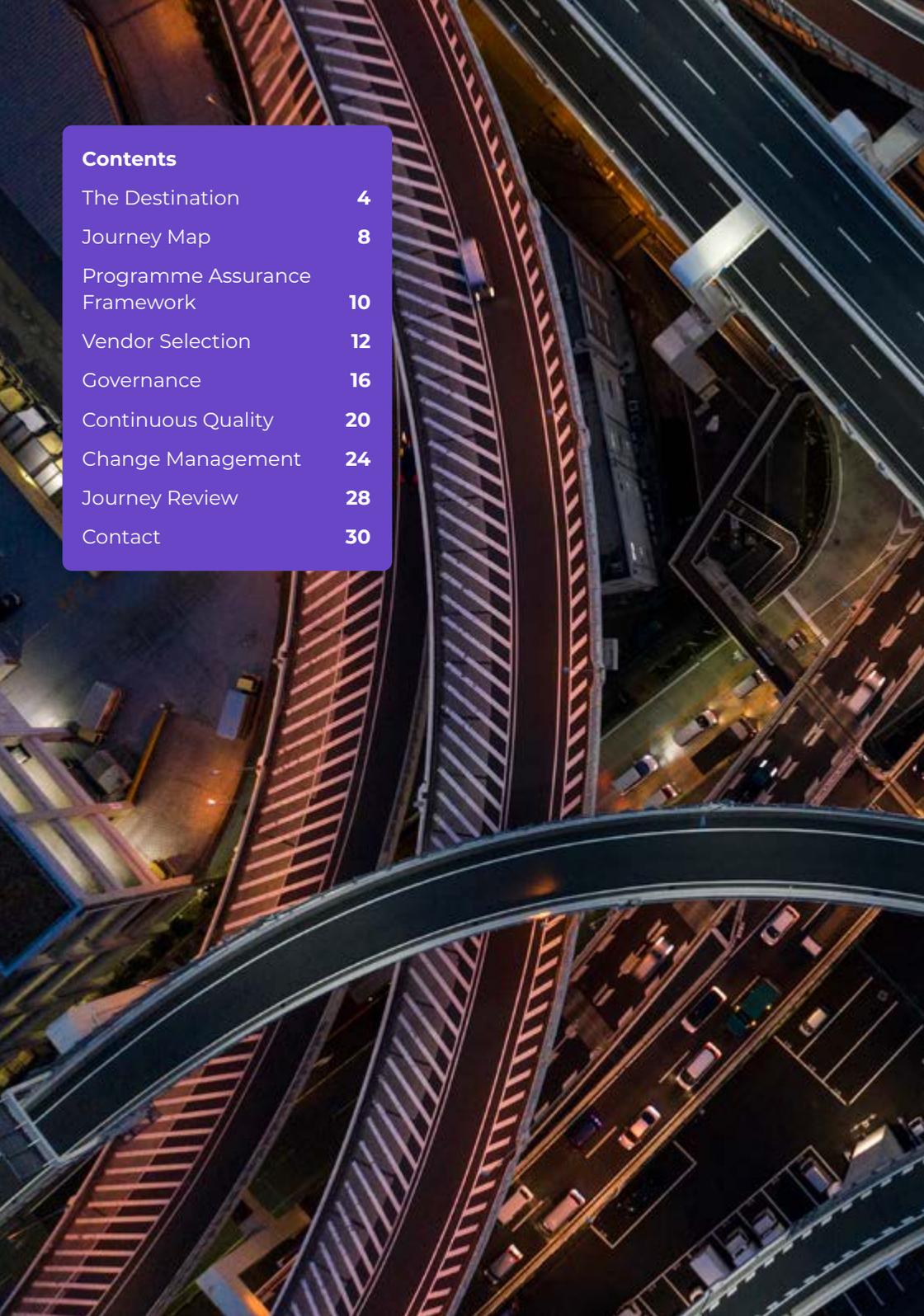
#SAPnav

# S/4HANA: Your ultimate journey guide



Think bold, act reliable

( expleo )



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SAP S/4HANA is an exciting destination, but it's a daunting journey to make alone. With obstacles at every turn, it's easy to get stuck or go off course. That's why you need an expert guide. Expleo has successfully guided over 40 implementations so we understand what it takes to get you there. And our practical, pragmatic, flexible approach makes the road as smooth as possible.

Whether you're yet to take the first step or you're already en route, we'll make sure you stay on course, on time, on budget, and arrive full of confidence from the outset. Working alongside you as an extension of your team, we'll help you navigate the key challenges of transformation – making it feel like plain sailing.

# S/4HANA



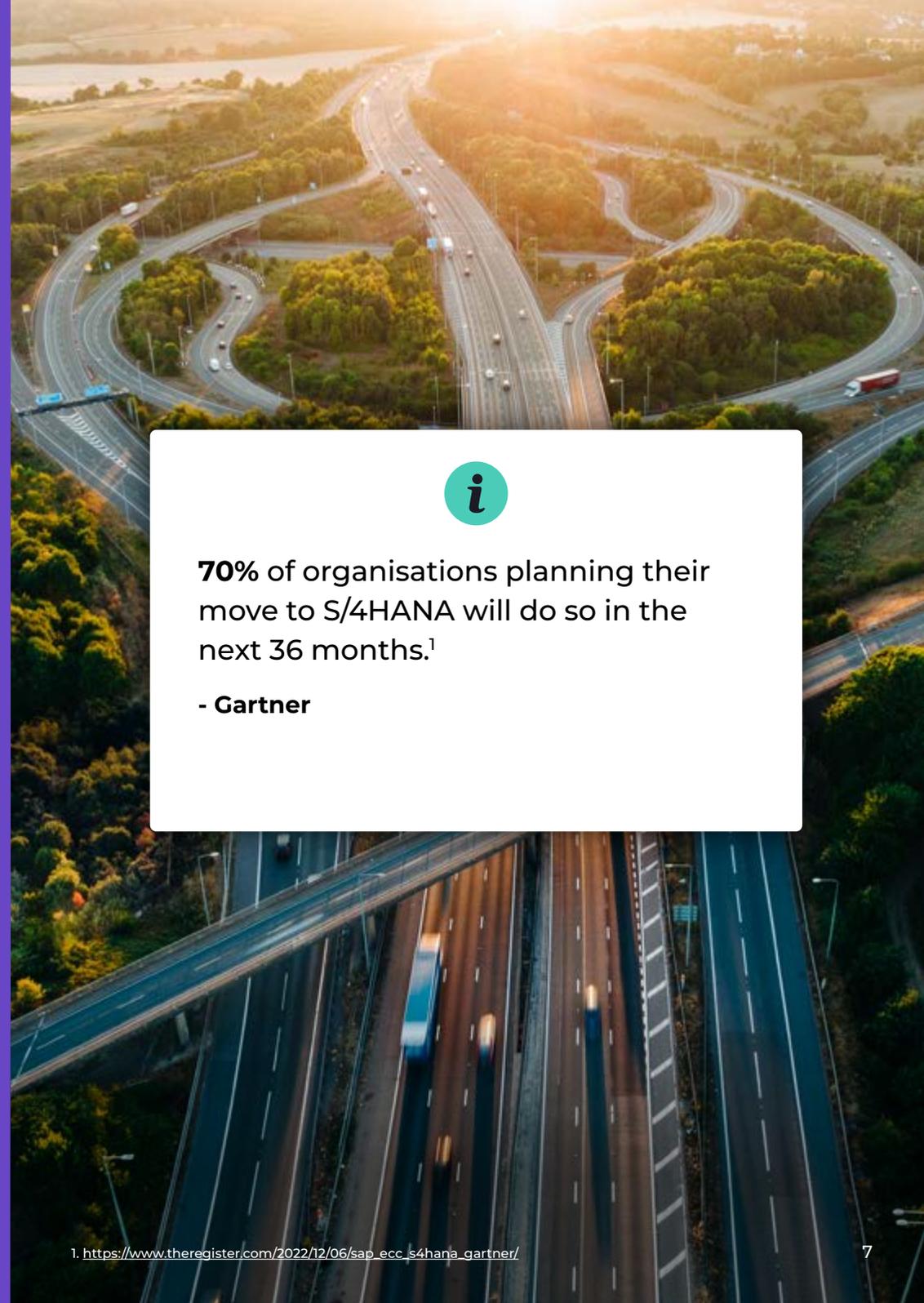
# A destination designed to delight

As a customer, you're aware of SAP's drive to continually innovate. To take you new places that ensure operational efficiencies today and into the future. The introduction of S/4HANA is just part of SAP's ongoing evolution. Once you arrive at S/4HANA, you'll experience a sharp competitive edge and a welcome revenue boost.

Through this guide, we'll share some of our proven methodologies and how you can partner with us. So together, we'll arrive to take full advantage of S/4HANA, well before the 2027 deadline.



**Rory Gallagher**  
Director of Quality Assurance



**70%** of organisations planning their move to S/4HANA will do so in the next 36 months.<sup>1</sup>

- **Gartner**

1. [https://www.theregister.com/2022/12/06/sap\\_ecc\\_s4hana\\_gartner/](https://www.theregister.com/2022/12/06/sap_ecc_s4hana_gartner/)

# Your journey to S/4HANA

Take our Programme Assurance Framework

There are many ways to get there. Whether you've set off already or you've not yet got going, we have everything you need to make a successful implementation. Our **Programme Assurance Framework** takes care of everything, but if you require help at specific stages of your journey instead, we're happy to join you wherever you need us.



OUR PROGRAMME ASSURANCE FRAMEWORK



## Vendor Selection

We'll make sure you set your course with the best possible partner for you.



Independent, unbiased approach



Better control of such a large investment



Save time. Make the journey once. And make it well



## Governance

We'll make sure all parties are reaching your mapped milestones at the right time so everything keeps moving in the right direction.



Keeping everyone in scope means you'll arrive on time and on budget



Relax knowing you'll stay on track



Limited disruption protects business-as-usual



## Continuous Quality

We'll ensure a successful arrival by planning and executing test phases to make sure everything is working as it should be. We'll course correct throughout if we need to.



Confidence in knowing you've covered all bases



Independent and transparent



Supporting the business in accepting the best-fit solution



## Change Management

You'll be guided on your journey with our industry-wide change management expertise. So you'll arrive feeling empowered to face the future with confidence.



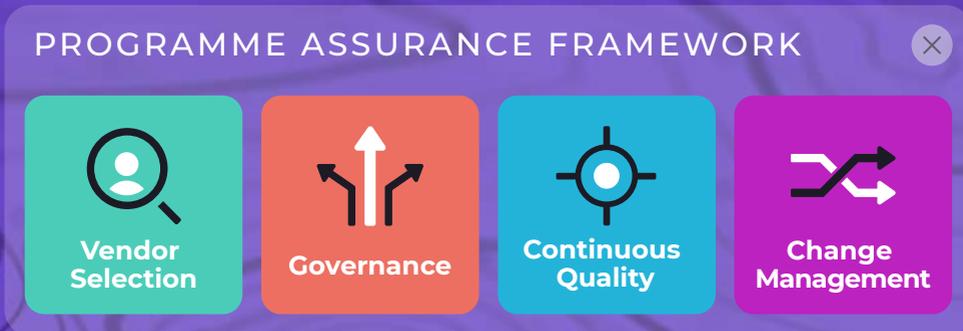
A smooth journey with a successful outcome



People feel involved, onboard and excited for what's to come



Revenue boost of making the most of S/4HANA from day one



# Let us take you there

Ever found yourself taking wrong turn after wrong turn? By applying our **Programme Assurance Framework** to your journey, you'll travel stress-free.

We'll get you to S/4HANA, safe in the knowledge you're making the right decisions from day one. With us, you'll have an expert guide at your side from start to finish – giving you peace of mind throughout the journey.

Drawing on over 30 years of SAP implementation experience, we'll define a carefully crafted itinerary for your unique journey.

And we'll make sure it goes to plan with our comprehensive Vendor Selection process, proven Governance, rigorous Continuous Quality, and industry-wide expertise in Change Management.

If you're already on your way to S/4HANA, but are experiencing some difficulties, we can meet you with modular solutions. We can even provide Project Rescue if your journey has hit a major obstacle and you need our help, fast.



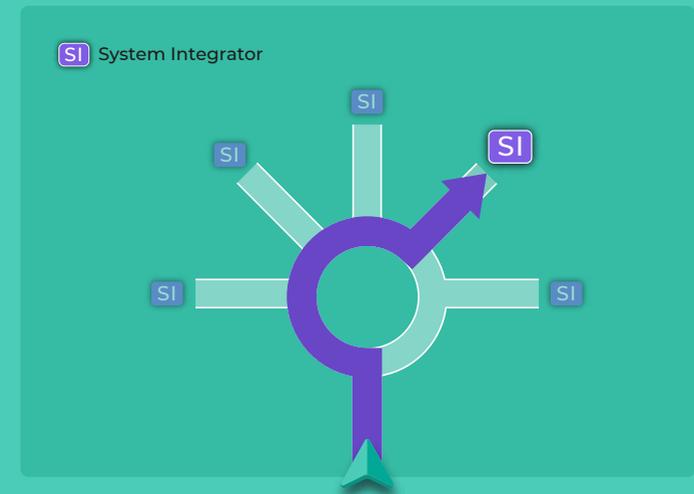


**Caution:** In over **70%** of these programmes, the System Integrator has not met the client's acceptance criteria and the quality has been less than favourable.



# Vendor Selection

We'll make sure you set your course with the best possible partner for you.



# Setting the course

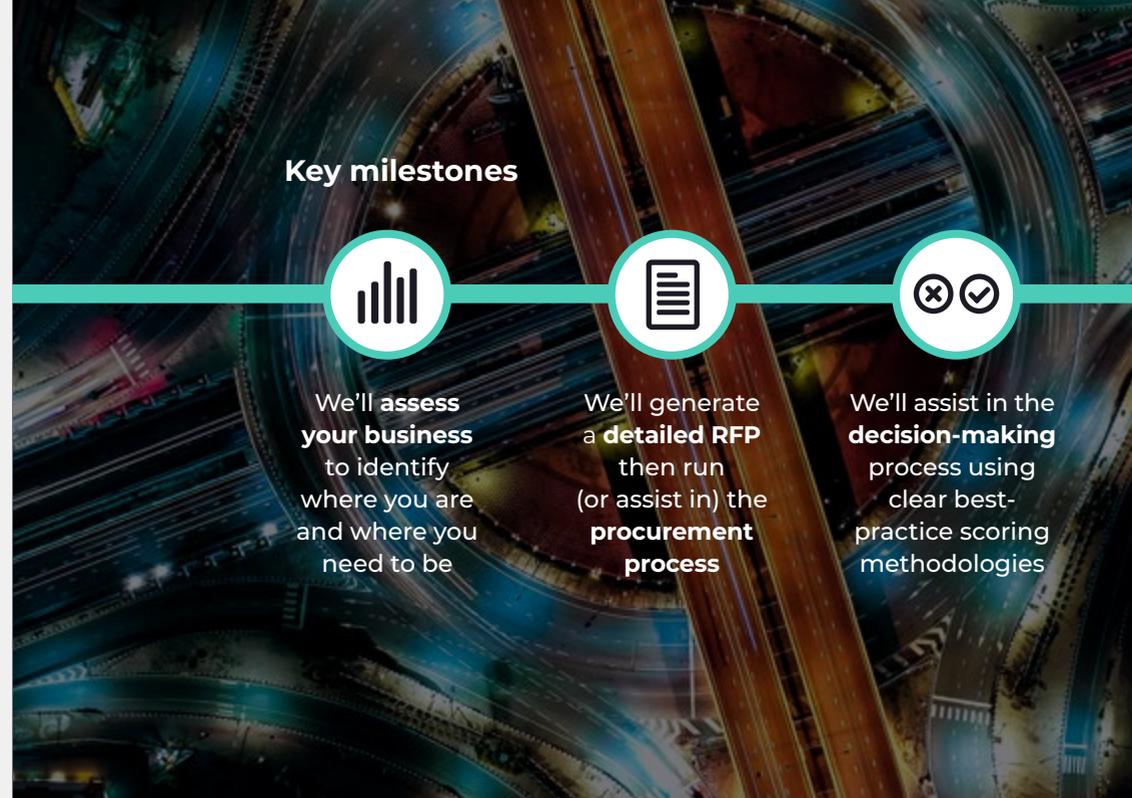
If you're investing in a once-in-a-lifetime trip, you want to know you've spent your money wisely. You need an advisor who listens to what you want to get out of the journey. That's how we approach **Vendor Selection.**

We'll help you better understand your business and processes, equipping you to partner with the Systems Integrator that best fits your needs – giving you the confidence you're setting off in the right direction.

As an independent advisor, we'll help you fully understand your needs before going to market and investing in a Systems Integrator.

Then, during the Vendor Selection process, we'll document your current and future state from both a business process and technical perspective.

This enables developing an RFP that provides detailed requirements so you get the best deal from the best-fit System Integrator for your S/4HANA journey – giving you control and reducing the risk of scope creep.



## Key milestones



We'll **assess your business** to identify where you are and where you need to be



We'll generate a **detailed RFP** then run (or assist in) the **procurement process**



We'll assist in the **decision-making** process using clear best-practice scoring methodologies

## You'll love



Independent, unbiased approach



Navigate risks and save money



Save time. Make the journey once. And make it well

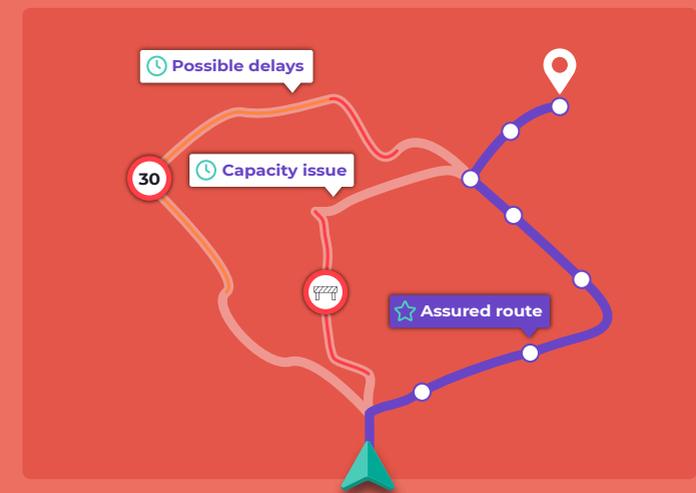
A deadline-driven and time-intensive migration to S/4HANA is more likely to throw up quality issues, oversight and business disruption.<sup>2</sup>

- Applexus



## Governance

We'll make sure all parties are reaching your mapped milestones at the right time so everything keeps moving in the right direction.



# Steering your success

No one wants surprise detours or unplanned stops on their journey. That's why our best practice **Governance** frameworks are designed to make sure everyone hits their mapped milestones on schedule.

For peace of mind throughout your journey, we'll be alongside to make sure everything keeps moving in the right direction.

It's a level of control that safeguards your revenue, thanks to independent governance of contracts, scope and budget.

And, by keeping your business needs clear throughout the journey, we can minimise day-to-day disruption and any costly hold-ups.



## You'll love

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Get to S/4HANA on time



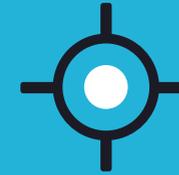
Peace of mind – you know where you are and if you're on track



Multiple teams – both external and on-site – working together towards a shared goal

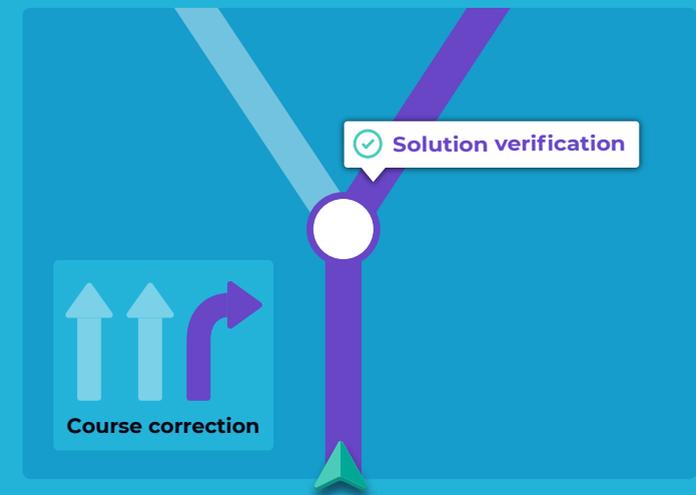
Successfully testing an SAP S/4HANA implementation requires a multi-layered approach. At Expleo, we focus our testing on the business processes, the functionality, the security and the acceptance of the solution, working in partnership with IT and the business.

**Rory Gallagher**  
Director of Quality Assurance, Expleo



## Continuous Quality

We'll ensure a successful arrival by planning and executing test phases to make sure everything is working as it should be. We'll course correct throughout if we need to.



# Keeping you on track

Avoid the frustration of missing your connection. Our **Continuous Quality** means there are no unwelcome surprises with us, just a seamless transition to your destination.

Built over three decades, our structured frameworks and best practice tools ensure a solution that works – streamlining the entire process and saving you money.

We provide an independent partnership-driven approach that covers all aspects of quality. We'll manage the programme and test throughout the full software delivery lifecycle – allowing for course corrections where necessary.

We can help at any and all stages. From the development upfront, through unit and system integration testing, to end-to-end or functional acceptance testing. And all the way to user acceptance testing, ensuring successful deployment to your production environment.



## You'll love



Assuring the solution throughout the programme



Conducting the right level of testing



Working on behalf of the business, keeping all parties honest to deliver right first time

Businesses need to spend time preparing for their migration to S/4HANA and start the process early.<sup>3</sup>

- Third Stage Consulting



## Change Management

You'll be guided on your journey with our industry-wide Change Management expertise. So you'll arrive feeling empowered to face the future with confidence.



# A smoother transfer

We've all arrived on holiday, feeling exhausted by a particularly problematic journey. It wipes out the first few days of your trip. That's exactly what our **Change Management** experts are here to help you avoid.

We want you to arrive at S/4HANA, fresh and ready to take advantage of every opportunity.

Our proven frameworks ensure your business and tech are aligned from the get-go, allowing seamless collaboration and efficient decision making.

We involve your people early – supporting stakeholders with business readiness planning and training employees to help them adopt the change, so the benefits of S/4HANA are felt from day one.

## You'll love

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Engaging stakeholders early for alignment



Business readiness planning



Training and project communications to ensure smooth adoption

# What previous travellers have said

“Uniphar engaged with Expleo to complete a SAP S/4HANA Discovery and SI Vendor Selection in 2022.

Expleo provided SAP experts to complete an AS-IS/TO-BE process assessment to provide Uniphar with an understanding of their current process landscape and the level of process change required to move to S/4HANA using an out of the box approach.

The AS-IS/TO-BE process also fed into an extremely detailed request for tender, written by Expleo, to enable the selection of a best fit SAP Solution Implementer.

Expleo ran an extremely efficient independent procurement process which resulted in the successful selection of a SAP SI on a fixed price contract.”

**Hugh McDonnell,**  
Chief Technology Officer, Uniphar Group



# Looking forward to travelling together

Please don't hesitate to speak with us about the journey you're on or about to make. Our experts will be happy to provide all the help and support you need to make a successful and confident implementation of S/4HANA.



SAP S/4HANA is an incredible destination, with something to delight at every turn. But it's not an easy journey to make – there are many obstacles to be aware of and challenges to overcome. Which is why you need an expert guide with you. And that's what you'll find in Expleo. In this guide, we'll give you a flavour of what you can expect – wherever you are on your journey.

**( expleo )**

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