



DATA. TRANSFORMATION. EXPERIENCE.

Data can shape the deal


White paper

M&As, carve-outs, and other forms of business divestiture play a vital role in driving growth by enabling expansion, innovation, and maintaining a competitive edge. While IT considerations may not be top of mind for every stakeholder, they have a substantial impact on the value realization of such business decisions. True synergy and competitive advantages can only be achieved by seamlessly integrating IT landscapes, including the systems and data that are critical to business operations.

With many companies being bought and sold primarily on the value of their data, that data is only useful if put to use quickly. Achieving strategic deal objectives requires operations to continue with minimal disruption while data landscapes are migrated in a timely manner. Enterprise resource planning (ERP) systems, in particular, demand thorough assessment to plan the scope and impact of technology adjustments – from system consolidation and process modernization to ensuring regulatory compliance. Fast and efficient data migration makes the difference between a successful and unsuccessful divestiture or acquisition, yet the process often remains overlooked by everyone outside of the IT team.



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Data migration in context of M&As

M&As, carve-outs, divestments and all their variants are all embarked on for the purpose of generating value. Either by bringing in new elements to an existing enterprise, or removing something that is not performing as expected. It's all about value. But this value cannot be fully identified, yet alone leveraged, without a full, transparent view of the resources that an entity possesses and an understanding of where they fit into the enterprise's bigger picture business goals.

Why so many M&As fail to bring value

According to an often-cited but rarely-read KPMG and Wharton study, 83%¹ of mergers and acquisitions fail to produce any benefits – and over half actually end up reducing combined value instead of increasing it. Further studies have found that the failure rate of most mergers and acquisitions still hovers between 50–80%.

This can be the result of a number of factors. It's clear that the root of the issue is a combination of insufficient due diligence, inadequate communication, and culture mismatch. In today's data-centric world, M&A failures are almost always the result of poor integration at the business and technical levels.

The axiom that "you get what you pay for" only applies if your organization can make use of what it paid for. Now more than ever, M&A teams are under greater pressure to deliver value from deals faster, whether they are pursuing an M&A as a one-off strategic move or pursuing M&As as a strategy in-of themselves.

However, the challenges facing a successful transaction are compounded when efforts to bring the acquirer and the acquired together are unsuccessful. Sustainable transformative change means an increased focus on the technology and business alignment of the deal to achieve the level of IT integration required. This is what makes alignment on ERP topics so essential, as these systems house the most business-critical data that drives operations and strategic decision-making.



One of the starting pain-points for a company post M&A is understanding exactly what they sold or bought. The legal department may know, but this doesn't translate to understanding the data landscape. With SNP, we can identify that for you, as system-wise, we can see everything, proactively solve problems, and start organizing things. This visibility offers the most advantage the earlier we are brought into the conversation, as finding problems and discrepancies early saves trouble down the line.

Dr. Steele Arbeeny
CTO North America at SNP

Not all divestitures are created equal

Like buying a home, for every buyer there has to be a seller. An acquirer and a divestor. There will always be two sets of IT systems to integrate in some way to make the full transfer of assets (data and otherwise) effective and efficient. Understanding which type of divestiture your enterprise is engaged in is an important first step for any IT team that has been informed of the need for a data migration. And that makes communicating this information an important part of the acquisition lead's briefing to the IT team. The sooner everyone understands the basic structure of the move from a macro business-level perspective, the easier it will be to begin planning specifics.

Figure 1

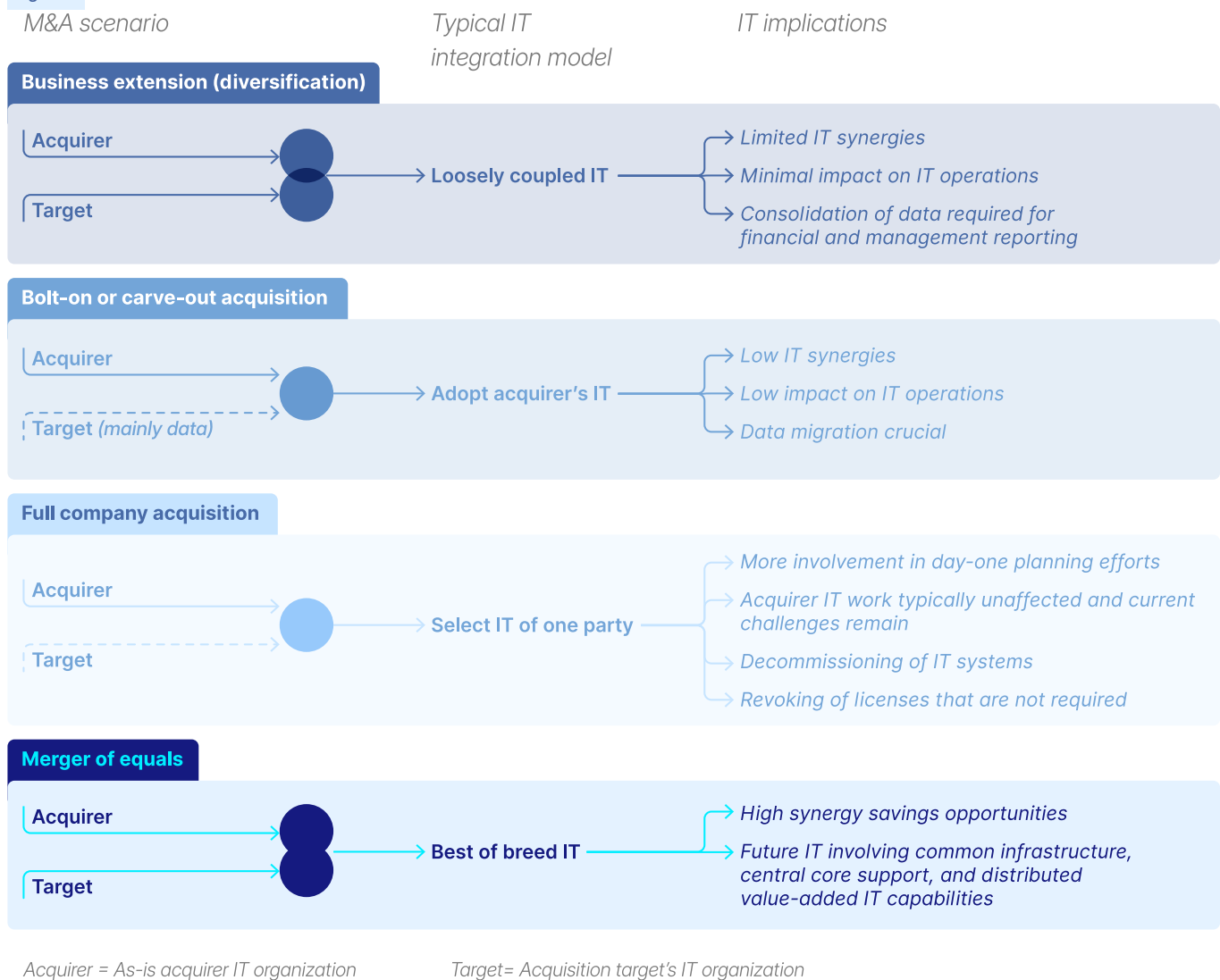


Figure 1: Common M&A scenarios & what they mean for IT

The need for speed

One thing that unites all the outlined options is the need for speed. Because of the centrality of a modern ERP system to an organization's value chain, the ability to integrate the underlying IT systems and related management processes of the acquirer and the acquired is important for continuing overall business operations – without causing major delays or disruptions.

An ERP system like SAP S/4HANA can either act as a barrier to a successful transaction or as the catalyst to release full value from the M&A deal. The time available for these deals to conclude is very short, often legally limited to as little as 12 months. Companies that have spent years integrating and consolidating their business processes and IT systems find themselves with 12 months to decouple and transition everything. This is hardly sufficient time to select and implement a new ERP solution or supply chain system, let alone complete integration across both organizations' systems and processes.

When to bring in third-party support

Not many enterprises will be conducting an M&A or carve-out migration under what IT teams would consider "ideal circumstances." The odds of two organizations' data landscapes fitting together frictionlessly are vanishingly small. Even the most well-resourced IT teams will run into the issue that operating an existing system requires a significantly different skillset to migrating one. Understanding does not naturally flow to action as easily as non-IT stakeholders might expect.

For this reason, many businesses choose to partner with external migration experts to support aspects of the migration process, including workload assessments, planning, process mapping, implementation, and post-migration management. This is something that must be decided on as early as possible in the migration process to generate maximum value. Everything from the self-assessment phase through to post-migration testing and validation can be sped up by third-party resources, reducing the time spent migrating and the overall cost. These advantages come from the experience of managing thousands of previous migrations and from the specialist tools that external experts can bring to the table.

On the ERP front, nearly half of SAP customers (48%²) are experiencing bottlenecks when bringing in external resources for the essential move to SAP S/4HANA – highlighting how working with dedicated partners to facilitate a migration remains a popular choice. This is particularly true when executing the final steps of M&A activities.



Speed is vital! These things can be very costly, in terms of time and effort to execute the migration. Specifically the contractual obligations between the buyer / seller can be expensive the longer they drag on. This is down to the TSA – transition services agreement. The seller runs things for the buyer, at cost to the buyer. Ergo the faster the M&A, the cheaper it is.

Dr. Steele Arbeeny
CTO North America at SNP

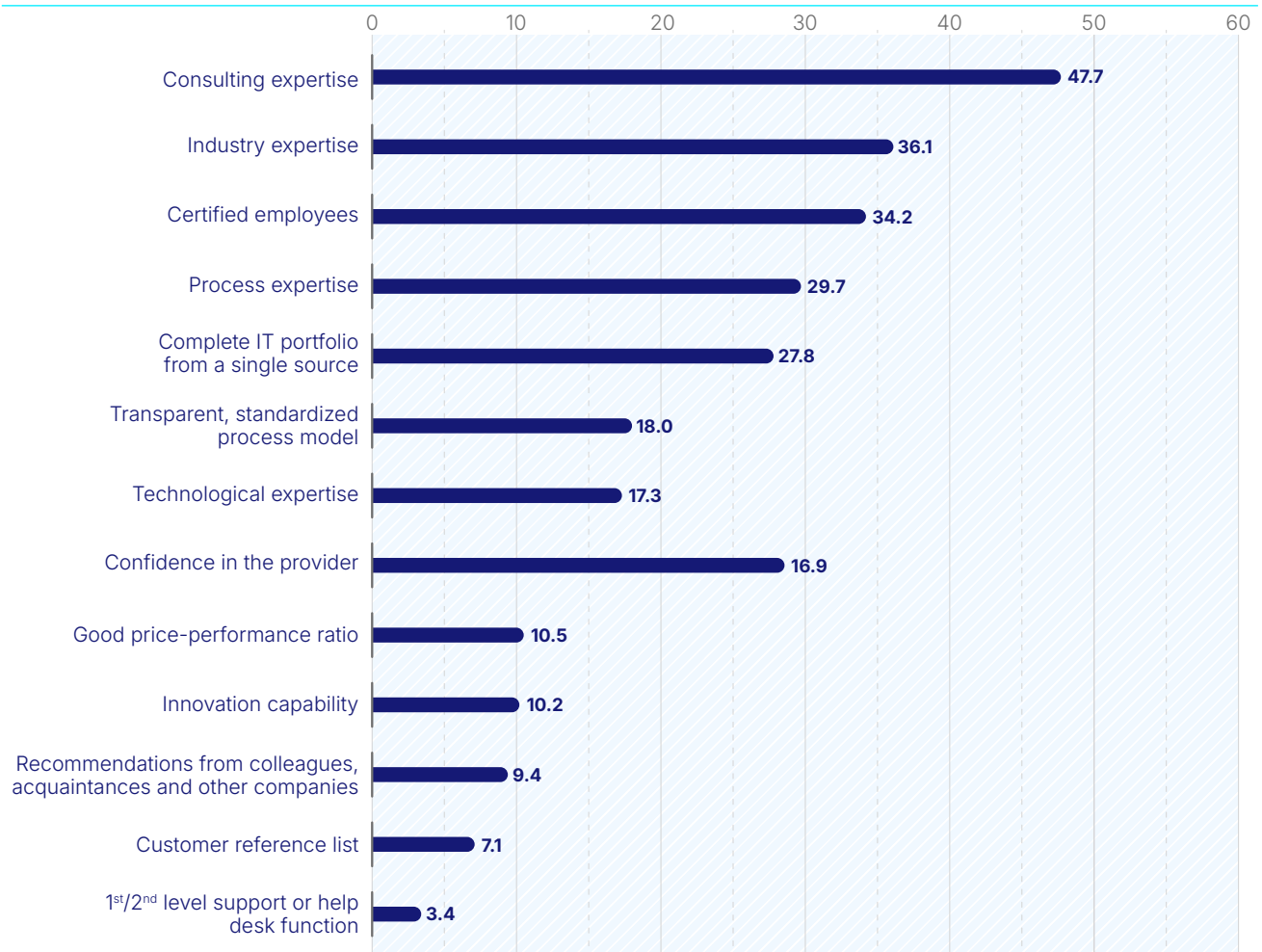


In the German-speaking region, Foundry³ found that 9 out of 10 respondents are using one or more SAP service providers, with 55% using them for the duration of their migration and 35% on a permanent basis. This is echoed in the UK and Ireland, with 73% of organizations working with a partner to help with the move to SAP S/4HANA.⁴ More interestingly, 65% worked with their partner to upskill or complement internal teams, emphasizing the opportunities offered by external support to reinforce internal knowledge bases.

Figure 2

Most important criteria in selecting SAP partner? [%]

Multiple responses possible. Max 3 answers. Basis: n = 266



Source: "When selecting an SAP partner, what are the most important criteria for you?"
Foundry (formerly IDG Communications), SAP S/4HANA Study, 2024



Common challenges to data migrations

Organizations engaged in data migrations or wider business transformation projects face a few common challenges whatever their shape, size or sector. These challenges mostly stem from inadequate planning, resource constraints, and the need for effective governance and stakeholder engagement.

Rushing into such projects without thoroughly understanding existing data structures and business requirements can lead to costly mistakes, or even catastrophic downtimes. Limited budgets, lack of expertise, and outdated technological infrastructure cause delays and quality compromises. These obstacles can be overcome with meticulous planning, strategic resource deployment, and the kind of external expertise that only comes from engaging with migration experts.

Evaluate before you migrate: Control M&A data costs

It should be difficult to overlook the importance of effective IT integration in M&As, especially when this element often represents more than half of the entire transitional budget for the deal.⁵ Yet one of the most common causes of project derailment in data migration is proceeding without sufficient planning and evaluation. This includes failing to understand the data landscape, underestimating the time required, or simply failing to accurately estimate what resources are needed to bring the project to completion. Without a comprehensive understanding of existing data structures and how they relate to the overall business goal, organizations risk incomplete migrations, data corruption, or post-migration inconsistencies.

How many applications is your business data spread across? How many do you have to migrate not just for M&A, but cloud moves, restructuring, and any future modernization?

Detailed assessments and strategic planning are critical to avoiding these pitfalls, but it all starts with a mapped-out migration strategy. This strategy should clearly outline the migration's scope, timeline, and objectives – each tailored to your organization's unique size and sector. It will encompass what migration type you should choose (Greenfield, Brownfield, or Bluefield®), how you will conduct it (wave-based, big bang), and how much of your migration will involve the cloud vs on-premise. It must also act as a guide to minimize



Our solutions not only cover the technical aspects of SAP transformations but also focus on business agility and compliance. This comprehensive approach ensures that your landscape transformation is aligned with your business goals, resulting in a seamless transition with minimal operational disruption.

Goetz Lessmann

Managing Director & Head of Software Development at SNP

disruptions to business operations, while aligning the migration's outcomes with the overarching business case.

This is a lot to think about for any IT team, which underscores the importance of starting the planning process early. Ideally before the deal is even finalized. The sooner the stakeholders involved understand what they are dealing with, the less likely it is that the end-state of the migration doesn't meet the enterprise's expectations.

Data Quality Management

Ensuring data quality during migration is essential, particularly when handling large, diverse and likely incompatible datasets. Issues like duplicate records, missing fields, and inconsistent formatting can compromise data integrity. Effective compatibility testing, cleansing, and validation processes are necessary to maintain the accuracy, completeness, and consistency of the migrated data and its usability in the target system. Knowing what you are looking to move is the first step, but one that can be much simpler with the right tools.

With data migration being one of the most complex and critical aspects of any divestiture, a detailed analysis of your unique data landscape is vital – but it is also an opportunity for a data cleanse. A high volume of historical or redundant data may increase the complexity of migration and will cost money to store and maintain in your new system. Why bring it over at all? From there the focus will be on standardizing data formats to ensure that all migrated data is homogeneous and easily integrable into the new environment, followed by rigorous validation testing to ensure the data functions correctly in its new system before completing the migration.

PwC on SNP

Initially, SNP starts the process with what can be likened to an X-ray scan of the systems implicated in the migration project. This initial phase is pivotal, as it involves a meticulous examination of the existing systems and data infrastructure. Through this scanning process, SNP's Kyano platform gains deep insights into the intricacies of the systems, identifying key elements, dependencies, and potential challenges that may arise during the migration process.



SNP's migration approach is specifically tailored to streamline and secure complex IT transformations during M&A transactions. At the core of this approach is Kyano, SNP's proprietary platform, designed to automate and expedite data migration, transformation, and integration processes. This highly advanced platform allows IT teams to analyze, map, and execute migrations with precision, reducing manual work and significantly accelerating timelines.

Ibrahim Kanalici
Senior Manager at SNP

Figure 3

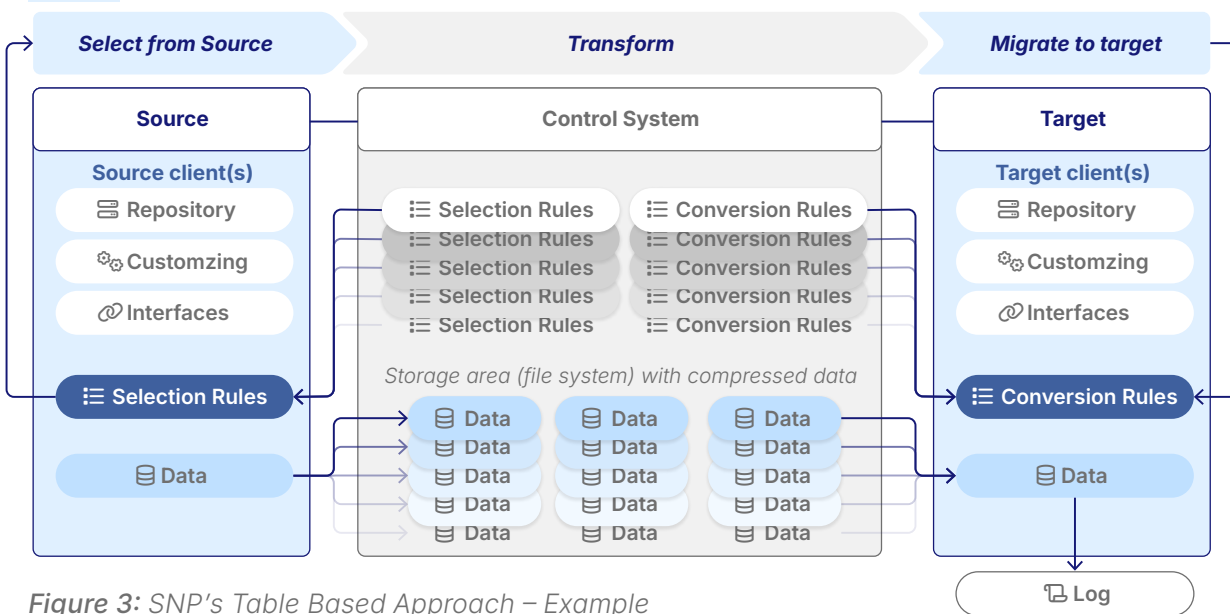


Figure 3: SNP's Table Based Approach – Example

Business continuity and system downtime

A robust plan and understanding of your data landscape will give a clearer picture of what might disrupt business continuity, and how much system downtime you should account for. Naturally every effort should be made to minimize both, but it is never too early to begin setting expectations around resourcing, budgeting, and just how long the process will take from start to final cut-over. While some migrations might take years to complete, migrations related to divestitures rarely have this sort of runway.

Scheduling the final cut-over during quiet hours, preparing back-ups and contingency plans, and open communication with all stakeholders are vital parts of the process. Particularly when the concept of business disruption is often overlooked during the initial phases of a divestiture by non-IT teams. Active collaboration between business units is the best way to avoid potential issues in both communications and the technical aspects of the move.

Understanding and managing legal and regulatory risks

Large-scale data migrations often introduce legal and regulatory complexities. Doubly so when dealing with sensitive data. Triply so when dealing with sensitive data across international borders. Organizations must navigate varying data privacy laws, industry regulations, and compliance requirements to avoid hefty potential penalties or reputational damage.

Comprehensive risk assessments and adherence to applicable laws are vital to ensure a compliant and secure migration process, necessitating close cooperation between the IT team and legal and compliance teams throughout the migration process. Provisions should be made for strict access control, comprehensive audit trails, and encryption protocols to ensure that only authorized users can access or decipher sensitive data. These considerations should be central to any decision-making or conversations with migration partners from the earliest stage in planning your migration strategy.



With the right approach, it's possible to drastically minimize the scheduled downtime and its impact on the business when conducting an SAP migration. This near-zero downtime approach significantly reduces the risk to business continuity since the source system remains untouched except for data reading.

Martin Finkbeiner
CTO EMEA at SNP





Data as a deal driver: Unlocking value and ensuring smooth transitions in M&A

While balance sheets and market share dominate M&A headlines, savvy players are increasingly recognizing the crucial role of data. No longer a mere operational byproduct, data has evolved into a strategic asset, impacting not only a deal's value but also the success of post-merger integration.

Beyond financials: Data-driven due diligence

Due diligence is no longer confined to traditional financial scrutiny. Acquirers are now delving deeper, recognizing the wealth of insights residing within a target company's databases.

- » Illuminating value: Relying solely on historical financials is giving way to sophisticated data analysis. Uncovering valuable insights into customer behavior, market trends, and operational efficiency leads to more accurate valuations and reveals hidden potential. Imagine predicting customer churn with greater precision or identifying lucrative cross-selling opportunities – valuable data-driven insights can significantly influence deal value.
- » Ensuring day one readiness: Smooth day one integration is crucial for minimizing disruption and realizing synergies. In this context, master data quality is paramount. Inconsistencies in customer, product, or supplier data can hinder operations, leading to delays and impacting customer satisfaction. Thorough data profiling during due diligence identifies potential pitfalls, enabling proactive remediation and a smoother transition.



Strategic integration: Leveraging data for a seamless transition

The strategic use of data extends far beyond deal closing. Post-merger integration, often a complex undertaking, benefits significantly from a data-driven approach.

- » **Optimizing processes:** Harmonizing disparate systems and processes is a common challenge when merging entities. Data mining techniques applied to operational data can reveal inefficiencies and highlight areas for streamlining. Whether identifying bottlenecks in the supply chain or optimizing marketing expenditures, data-driven insights are invaluable for achieving a successful integration.
- » **Customizing integration strategies:** Each M&A scenario presents unique challenges. Data analysis allows for a tailored integration process, segmenting customers, products, or business units based on their specific characteristics and risk profiles. This granular understanding enables a more targeted and efficient approach, minimizing disruptions and maximizing value creation.
- » **Unlocking long-term value:** The benefits of a strategic data approach extend far beyond the immediate post-merger period. By integrating and analyzing data from both entities, companies can unlock valuable insights for long-term growth. Identifying new market opportunities, optimizing pricing strategies, and fostering a more customer-centric approach are just a few examples of how data can drive ongoing value creation.

Navigating the data landscape

While the potential of data in M&A is undeniable, navigating data security, privacy regulations, and complex system integrations requires specialized expertise. This is where partnering with a reputable data migration specialist, experienced in M&A scenarios, becomes crucial.

The experts at PwC's Deals Strategy & Operations team, with their deep understanding of both M&A intricacies and data management best practices, can provide invaluable support throughout the process. From conducting comprehensive data due diligence to ensuring seamless data and system migration and implementing robust data governance frameworks, the right partner mitigates risks and ensures your data becomes a driver of deal success, not a roadblock.

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Specific M&A and carve-out challenges

Whether your team is used to running multiple concurrent M&As or this is a one-off for your enterprise, every M&A project presents its own unique challenges as no two companies' digital infrastructures are the same. There are major costs to letting the integration process drag on as well – with data quality issues, work duplication, and inaccurate reporting affecting teams at every level. With the right tools in place, you can streamline and restructure your systems to function better than before.

A successful migration should result in a full system integration between the two entities, with all of the visibility and centralized control that this implies. This is what allows companies to leverage synergies between new and existing entities and optimize operations. Without this integration, an entity can end up locked in a silo, and its value along with it.

Moving data during M&As creates unique risks that can derail deal success. Companies must integrate or separate complex systems and data from multiple organizations while their internal teams are already stretched thin managing daily operations. Expecting these teams to also handle large-scale migrations quickly and efficiently is unrealistic, making external expertise essential.

Partners with an extensive history with SAP systems can bring a breadth of experience to the table that is just not available in your in-house IT teams. Nothing replaces the hands-on experience of thousands of SAP migrations when it comes to planning, executing, and troubleshooting a major project. This understanding should be brought into your organization through that experience. Research shows that organizations with strong integration capabilities demonstrate higher performance from the merged organization in both the short and long term.⁶



The #1 post-transaction reason M&A activities fail to deliver their expected value is a failure to properly integrate the technology.

Dr. Steele Arbeeny
CTO North America at SNP





Data Compatibility, Integrity, Volume and Quality

During M&A and carve-out operations, data migration is often complicated by challenges related to data compatibility and integrity, exacerbated by issues with data volume and quality. The variation in data formats, systems, and structures across entities involved can create barriers to seamless integration. These challenges increase the risk of compatibility issues, data loss, and inconsistencies, requiring strategies for standardization and validation to ensure a smooth transition.

While these considerations are present across all data migrations to one extent or another, with divestitures, they are compounded by bringing two systems together (rather than simply moving one system to another). This is an important distinction as it can compound issues of compatibility.



All companies want to minimize risk and minimize the drain on their resources. Thankfully, with a software approach, you can automate a lot of stuff in the migration process. In tandem with guided procedures and selective data management, IT teams can use third-party support to expedite key steps of the process at a fraction of the usual time and cost. This leaves more bandwidth for testing and validation and to address what is working and what is not while there is still time.

Kai Armbruster

Product Manager at SNP

Successfully managing data in M&As requires a step-by-step approach:

- » **The assessment comes first.** Companies need to review their data to find format differences and quality problems before attempting any migration.
- » **Governance provides the foundation.** Clear data governance ensures someone is accountable for data quality and security throughout the entire process.
- » **Preparation reduces the risk.** Cleaning, standardizing, and removing duplicate data before the migration prevents major integration problems later.
- » **The right tools make the difference.** Advanced migration software handles the complex work of transforming and mapping data between the different systems.
- » **Monitoring catches problems early.** Continuous testing during the migration identifies issues before they disrupt business operations.



Why SNP?

Clone and delete approach

Kyano supports two approaches for carve outs: selective migration and the clone and delete approach. In this approach, the complete SAP system is copied and undesired data is removed. The clone and delete approach is the go-to method for carving out entire business units from an SAP system, such as company codes or controlling areas. This approach is very standardized in SNP's toolset and driven by our Bluefield® methodology and Mission Control.

Starting with high-level organizational units such as controlling areas or company codes, all data associated with these units is identified across all SAP modules. Subsequently, all such data belonging to these units is deleted, no matter if it's transactional data, master data, or technical data such as change documents or IDocs.

The major advantages of this approach are a short implementation timeline and the ability to hand over a copy of an SAP system containing only the data from a subset of the company codes to the buying party in an M&A deal.

Regulatory compliance and privacy

Data migration during M&A and carve-out processes presents significant regulatory and privacy challenges. Organizations must navigate varying data privacy laws, sector-specific regulations, and contractual obligations, which often differ across jurisdictions. Failing to comply with these requirements can result in severe legal repercussions, financial penalties, and reputational harm. A meticulous, compliance-focused approach to migration is essential to mitigate these risks and ensure adherence to all relevant laws and standards.

While these requirements are often understood in principle by the business leaders driving the M&A or carve-out, in practice it often falls to the IT team to make sure they are adhered to.

To ensure regulatory compliance and privacy during an M&A-inspired data migration, organizations must begin by mapping applicable data privacy laws, sector-specific regulations, and contractual obligations across all involved entities. This step identifies the project's specific compliance requirements, and will likely uncover considerations beyond the usual suspects of GDPR, SOC, HIPAA, GLBA, etc.

The team must then develop customized compliance procedures, incorporating regular compliance checks throughout the migration process. Collaboration with legal advisors and compliance specialists provides continuous guidance on evolving laws and ensures alignment with regulatory standards, but this must be paired with regular training sessions conducted with project team members about legal responsibilities and best practices for data protection. Finally, post-migration checks and reviews must be performed alongside regular data testing and validation to ensure ongoing compliance and address any gaps.

Managing people challenges during the data migration

Cultural differences between merging companies create major barriers during data migrations. Since M&As are typically driven by business leaders rather than IT experts, securing internal buy-in for technical requirements becomes crucial.

Success requires two-pronged communication: externally with the other company's team, and internally with your own stakeholders to secure the necessary time, resources, and budget within tight deadlines.

Managing these challenges effectively means establishing shared goals, maintaining regular communication through meetings and updates, and ensuring strong leadership support throughout the integration process.



As data privacy regulations tighten, ensuring compliance during divestitures has become a growing concern. We offer mature tools and technologies which minimize downtime, provide integrated data validation, support optional data anonymization, and enable selective deletion. With a clear and content-driven approach, we help businesses implement company reorganizations quickly while protecting their sensitive information. Our platform provides such capabilities, supporting our customers' compliance needs throughout the divestiture process.

Goetz Lessmann
Managing Director & Head
of Software Development
at SNP



M&A transactions are complex, with a lot of moving parts that require speed. ERP applications can be some of the most complex and are often deemed business critical. Carving out or consolidating these systems often requires service providers that have deep carve-out and system merge experience with strong credentials in ERP and data transformation to enable the wider business change and keep up with its pace. This is what makes SNP a leader in this space. With more than 15,000 successfully executed SAP transformation projects across a wide range of industries, SNP is well positioned to bring the expertise and technology to execute the complex scope of work that's often needed to complete in tight timelines.

Alexander Smith

Head of Solutions NEMEA at SNP



Industry-specific data migration challenges

Every M&A is different. Company size, industry, and structure all affect how complex a data migration becomes. At SNP, we've developed specific strategies to handle these variations and tackle the real challenges that make or break IT transformations.

Considerations for complexity and size

Successfully migrating data in M&A transactions requires tailored solutions that address the complexity and scale of each industry. Our approach leverages advanced automation technologies to streamline integration, minimize errors, and ensure compliance with sector-specific regulations. For industries like healthcare, where patient confidentiality laws govern data transfers, or financial services, where fraud detection and regulatory oversight shape migration protocols, strategic planning is essential.

Agility is key, particularly for businesses in rapidly evolving sectors. Merging IT systems must align with stringent security frameworks, such as data sovereignty laws that require sensitive information to remain on-premises or within national borders. These considerations influence how organizations structure migration efforts to uphold compliance and operational integrity.



Speed is of the utmost importance whether you are the entity buying or selling a company. Whether you are removing a dead-end business or expanding into more profitable areas, the faster you act on this, the faster you can realize value. For instance, in the case of a divestiture of an underperforming business arm, enterprises can reap the double benefit of removing the resource drain while using the release of capital to go shopping for an M&A target that could better synergize with the core enterprise. Given the speed of business and how quickly advantages can degrade, this rapid redeployment of capital becomes a competitive edge in of itself.

Dr. Steele Arbeeny

CTO North America at SNP

Additionally, ongoing communication and support ensure that teams – regardless of enterprise size – can seamlessly adapt to new systems. Whether transitioning within highly regulated markets like telecommunications or manufacturing, we customize our solutions to safeguard business continuity while optimizing performance.

Success story



Novartis achieves successful SAP BW carve-out with SNP



In a strategic move to solidify their position as a leading pharmaceutical company, Novartis set out to spin off their generics and biosimilars division, Sandoz. To complete their vision on the technical side, Novartis turned to SNP.

SNP carves out 5 TB of sensitive data

Novartis had to carve out one of their SAP BW systems storing 5 TB of highly sensitive data. According to the project requirements, part of the data had to be fully deleted from the system before the handover.

SNP consultants were given the task to copy the SAP BW system to the project landscape, remove the non-necessary Novartis data, and then migrate the rest to the newly built Sandoz landscape. This was accomplished using the software Kyano CrystalBridge Transformation, while additional components were used in specific scenarios (Chamaeleon for remodeling

and SNP Validate for automated testing). While preparation for the carve-out was done remotely, consultants worked on-site in Switzerland during the critical phases of the project, especially when handling productive data.

Smooth go-live and seamless transition

Novartis planned for two go-lives: a technical go-live and a business go-live. After the technical go-live, Novartis had the chance to test the system and confirm everything was delivered according to their specifications. The testing phase went smoothly with no further adjustments, accelerating the business go-live. SNP also provided post-go-live support for Novartis, ensuring a smooth transition to their independent SAP BW system and setting the stage for sustained success.

Conclusion

Following a migration, organizations must prioritize post-migration support to ensure IT systems operate seamlessly, avoiding disruptions to business processes. As a software vendor, we understand that successful M&A and carve-out projects require an end-to-end approach – where migration partners are involved from the initial planning phase and remain engaged long after implementation.

While carve-out decisions rest with the leadership team, IT departments play a pivotal role in driving reorganization efforts and should be proactive in steering digital transformation strategies. Close collaboration between IT and business teams ensures smooth transitions, enabling companies to maintain operational continuity while adopting new environments.

One of the most underestimated challenges in an M&A or carve-out is the unexpected resource demand that often arises mid-project. Addressing this issue early by selecting the right migration partner is key to mitigating risk. Involving external expertise at the earliest stage ensures a structured, well-managed transition that aligns with business objectives.

Beyond migration experience, selecting the right software solutions is just as critical. From planning to the final cutover, intelligent automation, real-time simulation, and continuous testing determine whether the migration is efficient and secure or plagued by bottlenecks and operational risks. A fast, secure, and scalable implementation requires not only a robust software platform but also an experienced partner providing ongoing support – ensuring that the new enterprise landscape functions seamlessly and evolves with business needs.



Following an M&A, a knowledgeable data migration and management partner can be essential for post-implementation success, enabling businesses to optimize systems and adapt smoothly to a new IT landscape and evolving business needs. Additionally, they can provide strategic guidance on upgrades like S/4HANA transitions, developing a roadmap that keeps IT infrastructure competitive and aligned with strategic aims of the business.

Alexander Smith
Head of Solutions
NEMEA at SNP

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SNP is the global technology platform leader and trusted partner for companies seeking unparalleled data-enabled transformation capabilities and business agility. SNP's Kyano platform integrates all necessary capabilities and partner offerings to provide a comprehensive software-based experience in data migration and management. Combined with the Bluefield® approach, Kyano sets a comprehensive industry standard for restructuring and modernizing SAP-centric IT landscapes faster and more securely while harnessing data-driven innovations.

The company works with more than 3,000 customers of all sizes and in all industries worldwide, including 20 of the DAX 40 and 103 of the Fortune 500. The SNP Group has more than 1,500 employees worldwide at over 35 locations in 15 countries. The company is headquartered in Heidelberg, Germany, and generated revenues of EUR 254.8 million in the 2024 fiscal year.



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