6 steps to simplify your SAP HANA® migration

Fast lane to business transformation

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About this E-Book

You know you want to deploy SAP HANA to streamline your SAP® landscape, simplify operations and empower your business to compete and win in the digital economy. But you also know that big transformation projects like this are extremely complex. In fact, the majority of transformation initiatives never deliver on expected business benefits. Why is that?

This E-Book is designed to share insights into where and why SAP HANA migration projects may go off track. Show you the speed bumps and roadblocks that may slow you down. And offer a few travel tips to help you along your journey.

You’re traveling in good company

83% of SAP users are migrating, or plan to migrate, to SAP S/4HANA® within the next 12 months.

Plans to upgrade to SAP S/4HANA deployments (n=136)

When, if ever, do you plan on upgrading/migrating to SAP S/4HANA?

- Already have
- Currently underway
- Within the next 12 months
- Within 12 to 24 months
- Within 24 to 36 months
- Sometime beyond 36 months
- We are thinking of migrating to another vendor

Sources used throughout this E-Book


“Keeping IT Simplified and Streamlined to Maximize the Business Value of SAP Applications and SAP HANA,” Fujitsu KISS Report I & II, October 2015

The disruptive nature of digital technology and its ability to drive hyper-agile, competitive new business models, has enterprises in every industry embracing their own digital journeys. IT leaders fully expect in-memory computing architecture to help them lower IT costs and improve asset and resource utilization. They also believe it will enable their organizations to rapidly respond to opportunities based on real-time, proactive analytics — two critical enablers of digital transformation.

However, in-memory computing is one in a long line of disruptive new technologies — including cloud, data center and mobility, among others — that is competing for IT budget, resources and executive mindshare.

Migration to SAP HANA is also perceived as highly complex. But as we’ll see, technical complexity, while real, is not the real roadblock to transformation success.
**Expected benefits of in-memory computing**

**Benefits of in-memory computing (n=201)**

What benefits do you believe in-memory computing architecture can bring to your organization?

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Percentage</th>
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<tr>
<td>Lower cost for IT</td>
<td>55%</td>
</tr>
<tr>
<td>Improves overall IT asset and resources utilization</td>
<td>54%</td>
</tr>
<tr>
<td>Enables real-time analytics</td>
<td>48%</td>
</tr>
<tr>
<td>Enables organization to rapidly sense change, trends, anomalies and/or opportunities</td>
<td>41%</td>
</tr>
<tr>
<td>Enables organization to rapidly respond (proactively or upon sensing change, trends, anomalies and/or opportunities)</td>
<td>46%</td>
</tr>
<tr>
<td>Accelerates data throughput for simulation and analytic accuracy</td>
<td>41%</td>
</tr>
<tr>
<td>Enables predictive analytics</td>
<td>40%</td>
</tr>
<tr>
<td>Creates a competitive advantage over rivals</td>
<td>40%</td>
</tr>
<tr>
<td>Simplifies data models saving infrastructure resources</td>
<td>39%</td>
</tr>
<tr>
<td>Simplifies data models saving development resources</td>
<td>39%</td>
</tr>
<tr>
<td>Accelerates the execution of business processes</td>
<td>37%</td>
</tr>
<tr>
<td>Covers OLTP and OLAP resources on separate infrastructure</td>
<td>29%</td>
</tr>
<tr>
<td>We see no benefits over status</td>
<td>0%</td>
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Intel Inside®. Powerful Productivity Outside.*
When it comes to complexity, SAP customers rate technical issues, such as integrating legacy systems and migrating data, as major contributors. But a closer look at their responses reveals other critical issues at play.

**Lack of expertise**

Educating staff, struggling to maintain normal business operations, poor communications, planning and a lack of in-house expertise, all point to a major skills gap adding to the challenges that slow and stall successful business transformation.

Astonishingly, it’s this lack of skills, not available funding, that prevents IT departments from budgeting enough for innovation projects in the first place. For those who did budget for innovation, and are starting their journey...**beware!** An even greater obstacle lies just up ahead.

70% of SAP operations is spent on maintaining what you have, not investing in your future. Need to reduce your operating costs so you can invest in innovation? Check out **SAP Services** from Fujitsu.
Key challenges related to complexity

- Educating staff on the new standardized way of doing things (practices and policies): 44%
- Integrating systems (especially legacy system): 43%
- Data migration/data format issues: 36%
- Struggling to maintain normal business operations while undergoing an SAP transformation/deployment: 31%
- Lack of skills/talent in the company: 29%
- Poor communication/planning: 21%
We do not have enough staff to dedicate to innovation projects
We lack the skills to drive innovation
We simply don’t have the budget for innovation
We do not have enough time to dedicate to innovation

Reasons why IT doesn’t budget for SAP innovation

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Competition for IT budget is fierce and a good portion of projected technology spend sits with the lines of business. However, IT and business managers disagree on which technologies are more important, as well as the level of effort required to implement them.

Also, many organizations treat HANA as an IT project, basing investment decisions on traditional ROI factors such as operational efficiencies and cost reduction, not on transformative business benefits, such as enabling real-time analytics for competitive advantage.

All this points to major divisions between IT and the lines of business. Without business leaders at the table who understand the potential, your SAP HANA migration will not only hit a speed bump, it will likely never deliver on the promise of true business transformation.

The transformation process is always complex. A lack of understanding from the business users contributes greatly to the complexities, especially with the requests they make.

"Danger: There’s a disconnect between IT and the lines of business"

-- Senior Manager, Manufacturing USA
IT and business leaders are not in alignment

### Key challenges related to complexity

- **Disconnect between overall business and IT goals/unclear business requirements**: 27%
- **Lack of management/taking ownership**: 21%

### Importance and Challenges

- **High Importance**
  - IT Operations
  - Business Processes (CRM, HR, FI, SCM)
  - Analytics & Big Data
  - Business processes (CRM, HR, FI, SCM)
  - Moving to the cloud

- **Least challenging**
  - IT Operations
  - Mobile / Mobility
  - Analytics & Big Data

- **Low Importance**
  - IT decision makers (ITDMS)

- **Most challenging**
  - Line of Business
  - Moving to the cloud
SAP transformation is a strategic business solution, not a technology upgrade. If you only focus on efficiency or improving existing processes, you’re missing the point of HANA migration. It’s imperative for IT and business leaders to bridge the gap and agree on specific strategic business objectives before you start.

If you’re a business manager, invite IT to your business development discussions. Share your goals. Dream big. Don’t let your lack of understanding of the new platform or current limitations curtail your imagination. Your IT partners will help you understand what’s possible and your conversation will likely spur creative new opportunities that weren’t on anybody’s radar.

This is also a great way to understand any potential IT resource or budget constraints, so you can help prioritize requirements and knock down barriers before you begin.

If you’re in IT, go ahead and initiate these conversations with your internal business partners. You’ll help yourself and look like a hero.
Business alignment checklist

- **Train your business stakeholders:** Help them understand SAP HANA capabilities, then build your business case together.

- **Find an executive sponsor:** You need a senior leader who understands the strategic benefits and will serve as your champion.

- **Look for quick wins:** SAP HANA comes with a lot of out-of-the-box reports and embedded analytics. Review these together to see how they could be used to get quick returns on your investment.

- **Think like your "real" customers:** Stop thinking of your internal business stakeholders as customers. You are both partners in service to your external customers. What types of customer-facing reports or data will enhance their experience?

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**Travel advisory**

*Strategy Workshops led by Fujitsu Consulting Services* can help you bridge the gap between IT and your business leaders and put you on the road to discovering your own unique use cases and business transformation requirements. [Learn more.](#)
Tip 2: Learn from those who traveled before you

Four in 10 SAP customers surveyed believe they are already fully exploiting all of the capabilities of their SAP solution. What can we learn from these experienced users?

While less experienced SAP customers see strong project management, better internal skills and end-to-end impact analysis as the keys to overcoming transformation challenges, more experienced users cite supplier relationships as the number one factor for transformation success.

Early-adopter SAP shops that didn’t integrate Business Warehouse (BW) with production applications at the outset ended up tearing out BW and starting over.

-- Geoff Scott, President of ASUG

Travel advisory

Look to third-party support for bridging your skills gap. Also, tap into HANA knowledge and expertise of early adopters with SAP Ramp-Up.
Key factors of successful SAP transformation

- **Project management**
  - Leading users: 46%
  - Light users: 66%

- **Level of internal skills**
  - Leading users: 41%
  - Light users: 49%

- **End to end impact analysis**
  - Leading users: 39%
  - Light users: 47%

- **Budget**
  - Leading users: 33%
  - Light users: 46%

- **Change management**
  - Leading users: 33%
  - Light users: 42%

- **Suppliers relationship**
  - Leading users: 28%
  - Light users: 47%

- **Export support**
  - Leading users: 37%
  - Light users: 34%

- **Stakeholder engagement**
  - Leading users: 25%
  - Light users: 37%

- **Pre-packaged offerings components/templates**
  - Leading users: 21%
  - Light users: 26%
SAP HANA is an entirely new platform. It requires you to think differently about everything: architecture, modeling, standards and processes. The changes you make must take into consideration the way your business operates today, as well as how you want it to run in the future.

Too many companies embark on major SAP initiatives with little project planning and vision. To mitigate complexity, excellence in project planning is critical. But, as we’ve seen, many companies lack the internal skills and expertise necessary to deliver their change programs.

Research your options:

- On-premise, hybrid or cloud?
- Standalone, Business Warehouse on HANA (BoH) or Business Suite on HANA (SoH)?
- Scale up or scale out?
- Appliance or tailored data center infrastructure (TDI)?
Plan your trip

- **Plan for the future**: No matter where you start, plan based on where you want to be five years from now.

- **Review everything that needs to be re-tooled**: Start with your existing methodology documents and convert them to the new global SAP HANA Methodology. This includes taking a hard look at your existing partners. What experience and methodologies do they have with HANA migration?

- **Take a full inventory of your data**: A comprehensive analysis of your systems will give you a big picture view of the challenges ahead and the potential risks.

- **Give your data a haircut**: Identify and purge data bloat by understanding usage frequency. Migrating data that is never queried will lead to unnecessarily higher workloads and costs.

- **Avoid over-provisioning**: Address hardware sizing by calling in the experts.

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**Travel advisory**

Are your SAP servers fully utilized? Is your IT infrastructure as agile as your business needs it to be? Are you spending too much time reacting to problems rather than focusing on the future? Sizing of new infrastructure has never been easier with Fujitsu Managed Infrastructure Services.

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Having access to massive amounts of real-time data is a key competitive advantage in the digital economy. But the amount of data is growing exponentially. Researchers such as IDC predict that our digital world doubles in size every two years.

Meanwhile, the risks to data availability, ranging from extreme weather to organized cybercrime, are increasing in parallel. And user expectations for data access have risen to unprecedented levels.

Making continuous data availability a reality requires a modern strategy for protecting data against corruption, downtime and loss. The IT industry has little choice, but to transition away from aging backup, recovery and security measures to more agile and reliable data protection solutions that work in real-time.

Tip 4: Don’t put speed limits on availability and recovery times
Travel advisory

- 1. Move from daily to real-time operations
- 2. Create a disaster recovery plan
- 3. Test more frequently
- 4. Deploy replication and automated failover
- 5. Encrypt your data at rest and in-flight
- 6. Converge and virtualize

High expectations

63% of end users said they could tolerate no more than one hour of downtime per year. 22% wanted no more than one minute of downtime per year.

What is your recovery time objective (RTO) for mission-critical, business-critical, and non-critical applications and data?

- Mission-critical (EPR, AR)
- Business-critical (email, reporting tools)
- Non-critical (i.e, test/dev)

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An overwhelming majority of SAP customers surveyed agreed that a streamlined and standardized SAP landscape will help them be more responsive to the needs of the business — and the key to getting there was simplification.

79% agreed that pre-configured, tried-and-tested solutions and services are the keys to that simplification.

**Tip 5: The road to simplicity is pre-configured, tried and tested**

Fujitsu PRIMEFLEX® for SAP HANA is specifically designed to simplify your deployment. This pre-defined and pre-tested infrastructure solution is based on SAP-certified components and proven technologies from our specialist partners, such as NetApp®, VMware® and SUSE®. It covers everything, from pre-installed, scale-up systems and VMware virtualized platforms, to individual scale-up and scale-out concepts in line with the SAP HANA Tailored Data Center Integration (TDI) approach right through to customized disaster-tolerant setups [Learn more](#).
Streamlined and standardized SAP landscape will help to better respond to business needs

The inclusion of services (managed, hosted, cloud) can help to simplify internal processes

Simplification is the basis which will help to improve many other areas (costs, flexibility, harmonization)

Simplification must cover all areas to create some impact (SAP, underlying infrastructure etc.)

Pre-configured tried-and-tested solutions and services are key to simplification

Simplification is just another buzz-word

Sources used throughout this E-Book


“Keeping IT Simplified and Streamlined to Maximize the Business Value of SAP Applications and SAP HANA,” Fujitsu KISS Report I & II, October 2015

SAP is always innovating and introducing new capabilities. There’ll always be something new that you’ll be eager to take advantage of. Avoid the temptation to add to or change your already agreed-upon roadmap. Otherwise, scope creep, budget overruns and delays could hijack your current implementation.

Once you start your journey, put a stop to "ad-hoc" innovations. Continuous improvements should be a part of every roadmap, but only after you cross the finish line with your initial HANA deployment.

Travel advisory

Fujitsu infrastructure solutions are complemented by a full array of services covering all project phases, from decision-making and financing to ongoing operations and maintenance. To learn more, email us at expert.sap@ts.fujitsu.com.
Fujitsu services portfolio for SAP IT infrastructures

Technical IT infrastructure services: mandatory services for SAP migration

Consult
- Customer Briefing
- Configuration & Sizing
- Solution Preview
- Strategy Workshop
- SAP System Inspection
- Infrastructure Assessment
- Solution Concept
- Proof of Concept
- Project Management

Design
- Solution Specification
- Migration Specification
- SAP System Inspection
- Modeling of Solutions
- Operational Specification

Build
- Hardware Installation
- Upgrade Services
- Solution Implementation
- Migration Services
- SAP System Inspection
- Tool-based verification
- Operational Implementation
- Audit Services
- Rollout Services

Operate
- Solution Support
- Go Live Services
- Operational Services

Maintain
- Software Services
- Operational Services
- Service Packs
- Business Critical Computing Services
- Customer Specific Trainings
- Service Level Management

Project Life Cycle

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Fujitsu SAP HANA expertise, infrastructure and services enable customers to fully exploit the potential of the SAP HANA platform. A trusted SAP Global Partner for over 40 years, Fujitsu has successfully helped thousands of customers worldwide to simplify, innovate and grow based on its reliable and innovative solutions, services and support:

- Consulting services
- Managed services, including hosting and Fujitsu Cloud for SAP solutions
- PRIMEFLEX for SAP HANA
- PRIMEFLEX for SAP Landscapes
- Fujitsu Global SAP HANA Demo Center
- Full support for SAP tailored datacenter integration (TDI) approach

Fujitsu is proud to be a pioneering partner for SAP HANA, and partner of the Hasso Plattner Institute (HPI).

To learn more, visit [www.fujitsu.com/primeflex/sap](http://www.fujitsu.com/primeflex/sap)

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