Haneya® 4 Robotic Move to S/4 HANA, 2022 / 2023
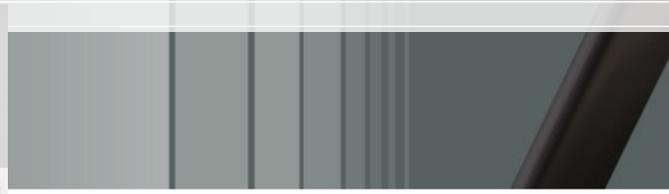
S/4 HANA Move

Agenda

SAP® Certified
Integration with SAP HANA®

❖ Corporate Overview

❖ S/4 HANA Move Challenges

❖ HANEYA® 4 S/4 HANA Move

❖ HANEYA® 4 Solution

- Custom Code Remediation

- Security Roles Cleansing & Update

- Data Cleansing, Carve out, Remediation, Replication and Mapping

- Configuration Workbench / Cockpit

- Zero Down Time (ZDT) Conversion
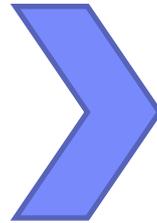
- Testing Automation

❖ Customer Success Stories

VisionSoft
Transformation Simplified

SAP® Certified
Integration with SAP HANA®
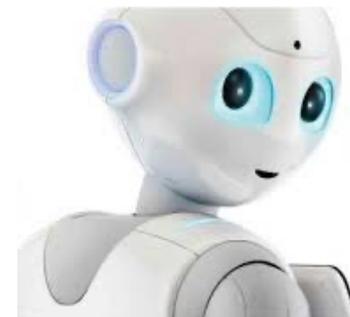
Save 40 Cents to a Dollar!

Agenda

- ❑ **Company Overview**

- ❑ **S/4 HANA Migration Approach**

- ❑ **Demo**

- ❑ **Time lines**

- ❑ **Next Steps**

Engagement Team

- ❑ **Founder / Architect- Anji R**

- ❑ **Client Engagement Mgr. – Ravikiran US**

- ❑ **Custom Code – Krishna Challa / Vinod K**

- ❑ **Data Carve outs – Srinivas P**

- ❑ **Security / Fiori Apps. – Raghu / Srinivas P**

- ❑ **ZDT Thread - Alifiya Matcheswala / Lasya**

- ❑ **Process Thread**

  - ❑ **Finance: Lakshmi / Srinivas K**

  - ❑ **Logistics / SD/ MM: Sagar / Mahender**

- ❑ **Basis Thread - Raghu Gaddipati / Harsha Challa**

Visionsoft is an SAP Products and Services company. It is exemplified by its SAP strength with complimentary services in Master Data, Salesforce, e-Commerce, Microsoft, GRC & Digitization

- ✓ Visionsoft has been in business for over 13+ years. Company has SAP certified Products for migrations / upgrades from ECC (X) to S/4 HANA or HANA (X) to S/4 HANA and Non-SAP to S/4 HANA, Data Management, Analytics and Commerce solutions.

- ✓ Visionsoft executes S/4 HANA Projects, AMS & related services in the SAP, Salesforce and Ecommerce space. Focus is on SAP, BI/ BOBJ, Vistex, IBP, SuccessFactors, PLM, Salesforce, e-Commerce, Digitization, S/4 HANA, GRC, Managed Services, and Management Consulting.

- ✓ Private Company with offices in Princeton, NJ, Dover, NH, Ashburn, VA, Toronto, CA and globally in India (Ahmedabad, Hyderabad, Pune and Bangalore), Dubai, UAE, Reading, UK, and Latin America

- ✓ Company Size : 200 + Strong Team

- ✓ SAP Gold Partner in Service, Build and Re-Sell, Salesforce Implementation Partner, Microsoft Powerapps Partner, and Oracle Gold Partner.

- ✓ Ranked among top 50 most admired companies in 2018 by Silicon Review

- ✓ Top 10 SAP Solution Providers by CIO Outlook and Top100 Tech Companies by Silicon India

- ✓ Top 5 Inspire Stories by Inspire Zones - VisionSoft Inc.: All-in-one Migration to SAP S/4 HANA
- ✓ Best Data Cloud Service provider

Visionsoft Competency (COE) & Offshore Delivery Centers

Provide technical solution support for various Applications, Technology/ Solutions Development, Offshore and Onsite client delivery

Toronto, Canada

Princeton, Ashburn, Dover, Chicago, USA

Reading, UK
Dubai, UAE

Hyderabad, Pune, BLR &AHD, India

Area	Role of the CoE & Delivery Center
Enablement	• Deliver the client projects • Provide technical content for client enablement • Adapt and promote Visionsoft technology in SAP, Salesforce& Oracle environments • Develop, implement and promote Visionsoft technology solutions with Salesforce, SAP and Oracle
Technology	• Influence Salesforce, SAP and Oracle development to adopt new Visionsoft technologies • Assess new SAP, Salesforce, and Oracle technologies and the impact on Visionsoft platforms • Lead Visionsoft/SAP/Salesforce Co-Innovation projects
Solution sizing	• Perform and support sizing tests and benchmarks • Develop and update solution sizing guidelines • Train & support our team in various technologies solution sizing • Develop and maintain sizing tools
Customer focus	• Organize and participate in customer briefings and presentations • Consult Visionsoft competency teams in solution selling • Support complex configurations (first-of-a-kind, pilot, ramp-up) • Participate in key SAP and Salesforce events such as FKOM, TechEd & Dreamforce with technical demos and presentations
Training	• Develop solution education for client teams • Support Project team through Q&A: Wiki & Others • Help with escalations

We are an authorized SAP® S/4 HANA, Data Management, Analytics, GRC & SuccessFactors Services Implementer

HANEYA

"Automates S/4 HANA Migration, Cutting Migrations Costs In Half!"

DMAG
4 Highest Data Quality

High Quality Data Management, Data Archiving/Carve Outs & Data Governance @ 1/3 of the Cost

CURATUM
Accelerator for SAP GRC implementation

Global Trade Services (GTS)

Integrated business planning (IBP)

SAP SuccessFactors

salesforce Partner

Leading provider of Salesforce solution delivery, Managed Services and Support @ 1/3 of the Cost

VisionSoft
Transformation Simplified

SPEED TO DELIVERY @ 1/3 OF THE COST

VSCommerce™ Powered by SAP Hybris & Digital Commerce for web ordering & omni channel solutions

HANELytics®
Big Data Computing and Drives Predictive Insights of your Business in Real Time @ 50% Storage Costs

Digitization of an Enterprise, Mobile computing, PowerApps and shifting people from sheer transactions to building Intelligent Enterprise with our Microsoft Solutions
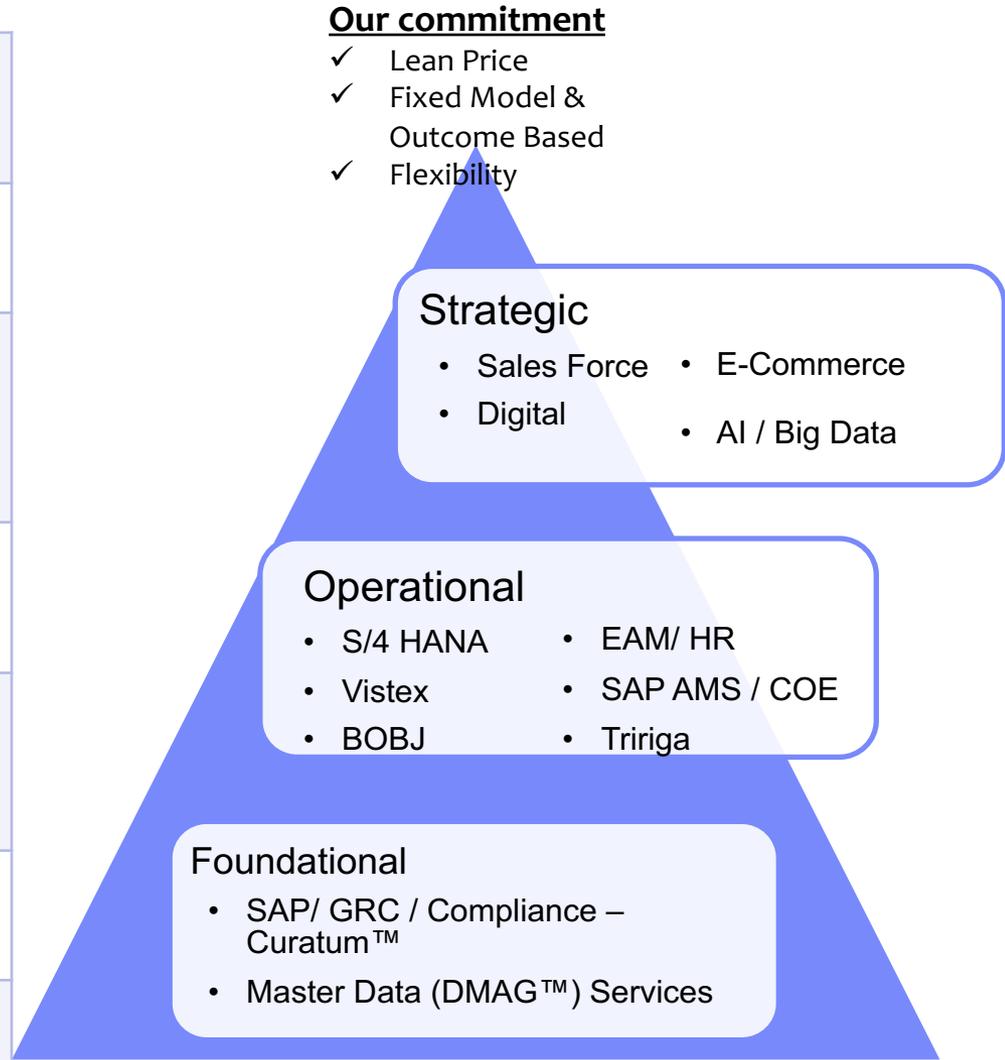
Microsoft Partner

VisionSoft
Transformation Simplified

SAP Gold Partner

Visionsoft an **SAP Products and Services company** *has been in the business for 12+ years with focus on SAP, S/4 HANA, Vistex, Salesforce, e-Commerce, GRC, Managed Services, and Consulting.*

Solution Offerings	SAP Services, Vistex, Salesforce, E-Commerce (Hybris), GRC/ Compliance Mgmt. Solutions, Master Data Services, Consulting & IT Managed Services
Domain	Pharma, CPG, Retail, Food , Distribution, Manufacturing, Healthcare, &Lifesciences and Industrial
Key Clients	J&J, BMS, St. Gobain, Terumo Medical, Dangote, RAI, Macmillan, PCF(Publishers Circulation Fulfillment), WCS, Walmart, CommScope, FreshDirect, Eco Store Retail, Hetero Drugs, Hetero Healthcare, Essar, Srilankan Insurance, Morton Salt, & Ethicon
Certifications	Minority Business Enterprise, SAP Gold Partner, Oracle Gold Partner and Salesforce Partner, and ranked among top 50 Tech companies and top 10 SAP solution providers
Reach	North America, Europe, and Asia. Offices in Princeton, NJ; Ashburn, VA; Dover, NH; Toronto, CA; Hyderabad, India; Pune, India, Bangalore and UK (Europe) and Latin America
Lineage	Founded in 2005 and 12+ years of successful experience with ~120 consultants
IT Staffing	Time & Material, Core / Flex Project Staffing, Team Services

Our commitment
- ✓ Lean Price
- ✓ Fixed Model & Outcome Based
- ✓ Flexibility

Strategic
- Sales Force
- Digital
- E-Commerce
- AI / Big Data

Operational
- S/4 HANA
- Vistex
- BOBJ
- EAM/ HR
- SAP AMS / COE
- Tririga

Foundational
- SAP/ GRC / Compliance – Curatum™
- Master Data (DMAG™) Services

SAP Certified products

	Products	Product Description
1	HANEYA®	HANEYA is a key Robot that automates process, code remediation, and migration from ECC (x) to S/4 & S4(x) to S4 1809 HANA migration – Cuts the effort by HALF (40-50%) & S/4 Migration cost in HALF!
2	DMAG™	DMAG tool automates the data cleansing, data dialysis and data migration solution and make the data business ready. It also will help with the Data Audits, Data Transformation, mapping, verification, auto validations, data retention & archiving..
3	HANELYTICS®	HANELYTICS captures data from various sources and drives action through insights to improve your business operations: Revenue, Margins &Operating Expenses. HANElytics brings blend of HADOOP and HANA that will provide real time analytics @1/2 storage cost
4	VSoft Hybris™	VSoft Hybris is a rapid deployment solution which is designed for Web commerce for various customer types. An eCommerce platform for Web Ordering, Channel Mgmt., Pricing, ASNs,Quotes and Payments.
5	Curatum™	VSoft Curatum Software is a pre- packaged solution which is designed to provide comprehensive IT Governance, Risk and Compliance framework for clients to automate and accelerate the SAP GRC 10.1 implementation and migration projects.

Our industry verticals span across Pharma, Wholesale, CPG, Distribution, Insurance, Industrial Manufacturing along with Media and Hi-tech industries

CLIENTS **Pharma, CPG, Retail, Food, Distribution, Manufacturing, Hi-Tech, Industrial & Media**

PRODUCTS & SERVICES

Consulting Services	S/4 HANA Green field implementation	Salesforce/ Hybris	AMS – SAP, eCommerce & SFDC
ECC (x) to S/4 HANA upgrades | Central Finance	Data Migrations	Projects - SAP - eCommerce - -SFDC	Digital Marketing
S/4 (x) to S/4 HANA upgrades	Data Management, Data Cleansing, Retention, Archiving & Carve outs	Data Replications	Configuration & Testing activities

Visionsoft Competency (COE) & Offshore Delivery Centers

Provide technical solution support for various Applications, Technology/ Solutions Development, Offshore and Onsite client delivery

Princeton, Ashburn & Dover, USA

Reading, UK

Hyderabad, Pune and BLR, India

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Enablement	• Deliver the client projects • Provide technical content for client enablement • Adapt and promote Visionsoft technology in SAP, Salesforce& Oracle environments • Develop, implement and promote Visionsoft technology solutions with Salesforce, SAP and Oracle
Technology	• Influence Salesforce, SAP and Oracle development to adopt new Visionsoft technologies • Assess new SAP, Salesforce, and Oracle technologies and the impact on Visionsoft platforms • Lead Visionsoft/SAP/Salesforce Co-Innovation projects
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Training	• Develop solution education for client teams • Support Project team through Q&A: Wiki & Others • Help with escalations

Visionsoftand SAP Ppartnership – Gold Partner

"Visionsoft is SAP's partner globally. They continue to be a persistent leader in SAP Solutions, and I am confident they would be a great partner for our clients."

1. **Services / Implementation Partnership- Services**

2. **Application Development Partnership – Build**

3. **VAR (Reseller Partner) Open ECO Partnership**

1. **Casey Ryan – Services PSA**

2. **Madhur Avasti – Build PSA**

3. **Bob Vass - Reseller Open Eco PSA**

A history of team work for our clients…
- Joint product development and Research
- Joint custom solutions
- Joint project delivery: Architects, specialized team members, max attention, custom development
- We recommend clients to purchase **Max. Attention** Services

Our Products & Solutions
- **HANEYA® – S/4 HANA Migrations (Bluefield & Brownfield)**
- **DMAG™– Greenfield Migrations & Data Governance/Mgt.**
- **DMAG™ – Data Cleansing, Corrections and Conversions**
- **HANElytics – AI and Predictive Science Computing**
- **Vsoft – Hybris - Hybris Fast Track Solution**
- **Curatum - GRC 101.1 Fast Track Solution**

Relationship with key SAP Executives:

1. **SAP CEO / Execs**
   - **Christian Klein**
   - **Karl Farbach**

2. **North American SAP Development Director:**
   - **David Sacks**

3. **3) Designated SAP AEs**
   - **Retail / CPG**
   - **NY Region**
   - **Mid West Region**

HANEYA® - SAP Qualified Partner Package Solution

VisionSoft
Transformation Simplified

HANEYA®

Certificate
SAP INTEGRATION CERTIFICATION

SAP SE hereby confirms that the ABAP interface software
for the product

Haneya 1.0

of the company

VisionSoft Consulting Inc

has been certified for integration with SAP S/4HANA 1511 via the SAP integration
scenario *ABAP Add-On Deployment for SAP S/4HANA.*

This certificate confirms the technical and syntactical consistency of the Add-On in
accordance with SAP certification procedures.
SAP only certifies successful integration of the product with SAP solutions. Vendor is
responsible for the product itself and its error-free operation.

The certification test is documented in report no. 9687
and expires May 04, 2020.
    Vendor Hardware: PC x86-64
    Vendor Operating System: Windows Server 2012 R2
    SAP Test System: SAP S/4HANA 1511

This configuration meets the requirements for deploying Haneya 1.0 on SAP
S/4HANA.

Certified Functions:
    Assign Software Component with a registered Namespace
    Package Add-On using SAP Add-On Assembly Kit (AAK)
    Deploy using SAP Add-On Installation Tool (SAINT)
    Integrate with SAP S/4HANA
    SAP Solution Manager Ready functionality

Bangalore, May 04, 2017

Prashanth Kalur, SAP Labs

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All other names are registered or unregistered trademarks of the individual firms.
http://www.sap.com/icc

SAP

SAP® Certified
Integration with SAP® S/4HANA

DMAG™

Certificate
SAP INTEGRATION CERTIFICATION

SAP SE hereby confirms that the interface software for the product **DMAG
1.0** of the company **VisionSoft Consulting Inc.** has been certified for
deployment on SAP S/4HANA 1709 via the SAP integration scenario **ABAP
Add-On Deployment for SAP S/4HANA.**

This certificate confirms the technical compliance of **DMAG 1.0** with SAP
certification procedures.

The certification test is documented in report no. **12918** and expires on
December 27, 2021.

SAP Test System: SAP S/4HANA 1709

Certified Functions:

    Assign Software Component and Namespace
    Package Add-On using SAP Add-On Assembly Kit
    Deploy using SAP Add-On Installation Tool (SAINT)
    Integrate with SAP S/4HANA
    Technical Uninstallation Test
    SAP Solution Manager Ready functionality

Prashanth Kalur
Bangalore, December 27, 2018

SAP® Certified
Integration with SAP S/4HANA®

THE BEST RUN SAP

SAP certification focuses on technical integration with SAP solutions. Vendor is responsible for the product
itself, its error-free operation, and adherence to applicable laws.

Certificate of Qualification

SAP® Qualified
Partner-Packaged Solution

SAP hereby confirms that the **packaged solution** from:
VisionSoft Consulting Inc.

Named:
HANEYA for S/4 HANA Migrations and Moves

that addresses the specific business needs of companies for the S/4HANA Conversions in North America, has been reviewed and qualified as an SAP-qualified partner-packaged solution for SAP S/4HANA®.

This solution is deployed based on a predefined scope, leveraging the use of pre-configuration, accelerators, methodologies, and tailored partner services to help customers run simple and realize a rapid time-to-value with reduced risk and a predictable outcome.

Date Issued: April 3, 2020
Qualification Expiration Date: April 3, 2022

Vincent Ruty
Vice President
Partner Solution Centers
Global Partner Organization

Robert Vetter
Senior Vice President
GB Solution Management Core
Global Partner Organization

SAP SE
represented by the Executive Board: Christian Klein (Co-CEO), Jennifer Morgan (Co-CEO), Adaire Fox-Martin, Michael Kleinemeier, Luka Mucic, Dr.-Ing. Jürgen Müller, Stefan Ries, Thomas Saueressig
Chairman of the Supervisory Board: Hasso Plattner, Commercial Register Mannheim HRB 719915
Deutsche Bank AG, Heidelberg (BLZ: 672 700 03) account: 0912030, SWIFT-BIC: DEUT DE SM 672, IBAN DE78 6727 0003 0091 2030 00
Tax-ID: 32497/82215; Vat-ID: DE 143454214
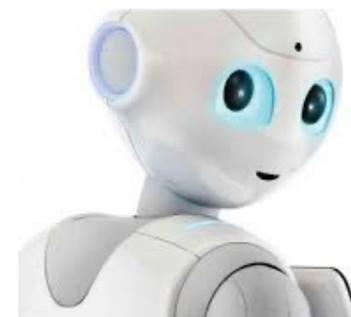
Agenda

❖ Corporate Overview

❖ S/4 HANA Move Challenges
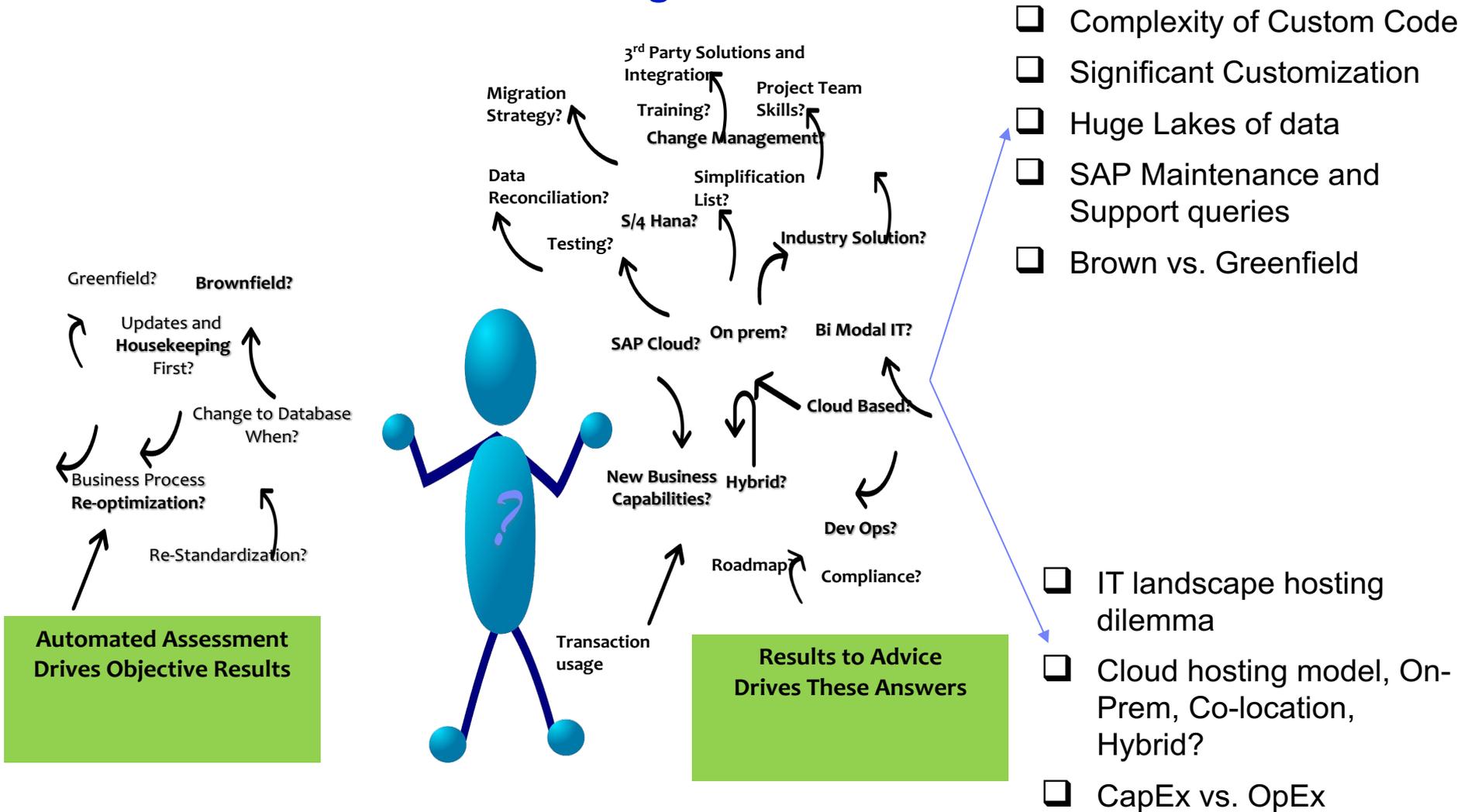
❖ HANEYA® 4 S/4 HANA Move

❖ HANEYA® 4 Solution

- Custom Code Remediation – taking ABAP code to Steampunk!

- Security Roles Cleansing & Update

- Data Cleansing, Carve out, Remediation, Replication and Mapping

- Configuration Workbench / Cockpit

- Zero Down Time (ZDT) Conversion

- Testing Automation

❖ Customer Success Stories

VisionSoft — Transformation Simplified

Move to SAP S/4 HANA Challenges

3rd Party Solutions and Integration

Migration Strategy?

Training?

Project Team Skills?

Change Management?

Data Reconciliation?

Simplification List?

S/4 Hana?

Testing?

Industry Solution?

Greenfield?

Brownfield?

Updates and **Housekeeping** First?

Change to Database When?

Business Process **Re-optimization?**

Re-Standardization?

SAP Cloud?

On prem?

Bi Modal IT?

Cloud Based?

New Business Capabilities?

Hybrid?

Dev Ops?

Roadmap?

Compliance?

Transaction usage

Automated Assessment Drives Objective Results

Results to Advice Drives These Answers

- ❑ Complexity of Custom Code
- ❑ Significant Customization
- ❑ Huge Lakes of data
- ❑ SAP Maintenance and Support queries
- ❑ Brown vs. Greenfield

- ❑ IT landscape hosting dilemma
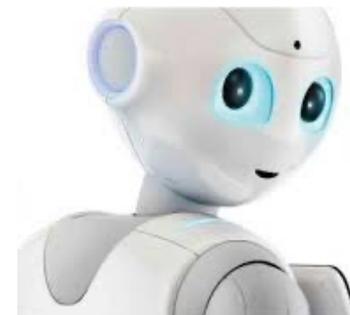- ❑ Cloud hosting model, On-Prem, Co-location, Hybrid?
- ❑ CapEx vs. OpEx

Agenda

❖ Corporate Overview

❖ S/4 HANA Move Challenges

❖ HANEYA® 4 S/4 HANA Move

❖ HANEYA® 4 Solution

- Custom Code Remediation

- Security Roles Cleansing & Update

- Data Cleansing, Carve out, Remediation, Replication and Mapping

- Configuration Workbench / Cockpit

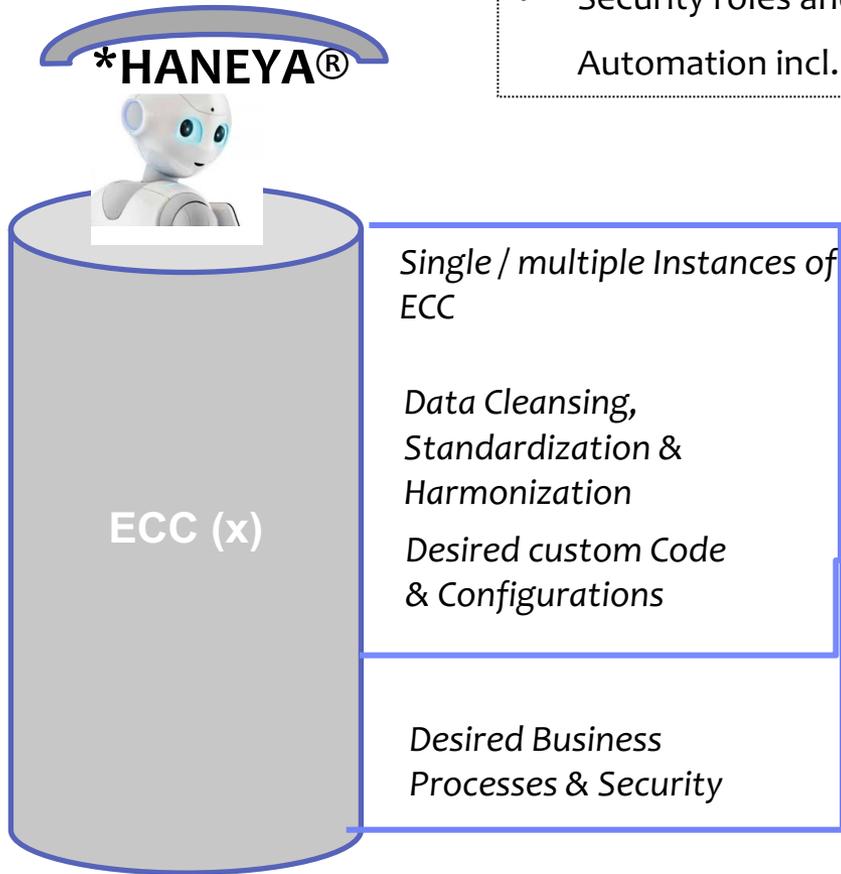- Zero Down Time (ZDT) Conversion
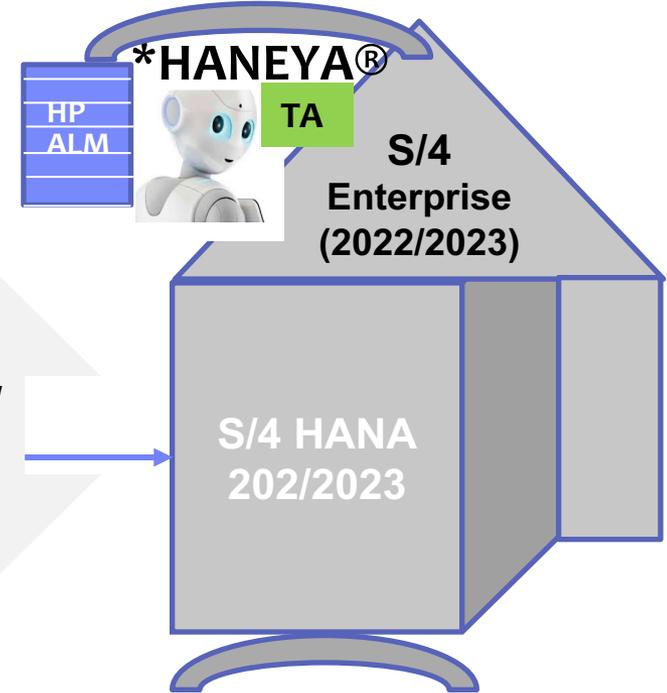
- Testing Automation

❖ Customer Success Stories

HANEYA®

'Cut S/4 HANA Migration Cost by HALF with 100% Hanification!'

Zero Down Time Solution

*HANEYA®

- Custom Code Remediation
- Security roles and authorization
- Automation incl. Fiori Services

- Process Remediation
- Data Mapping / Automation
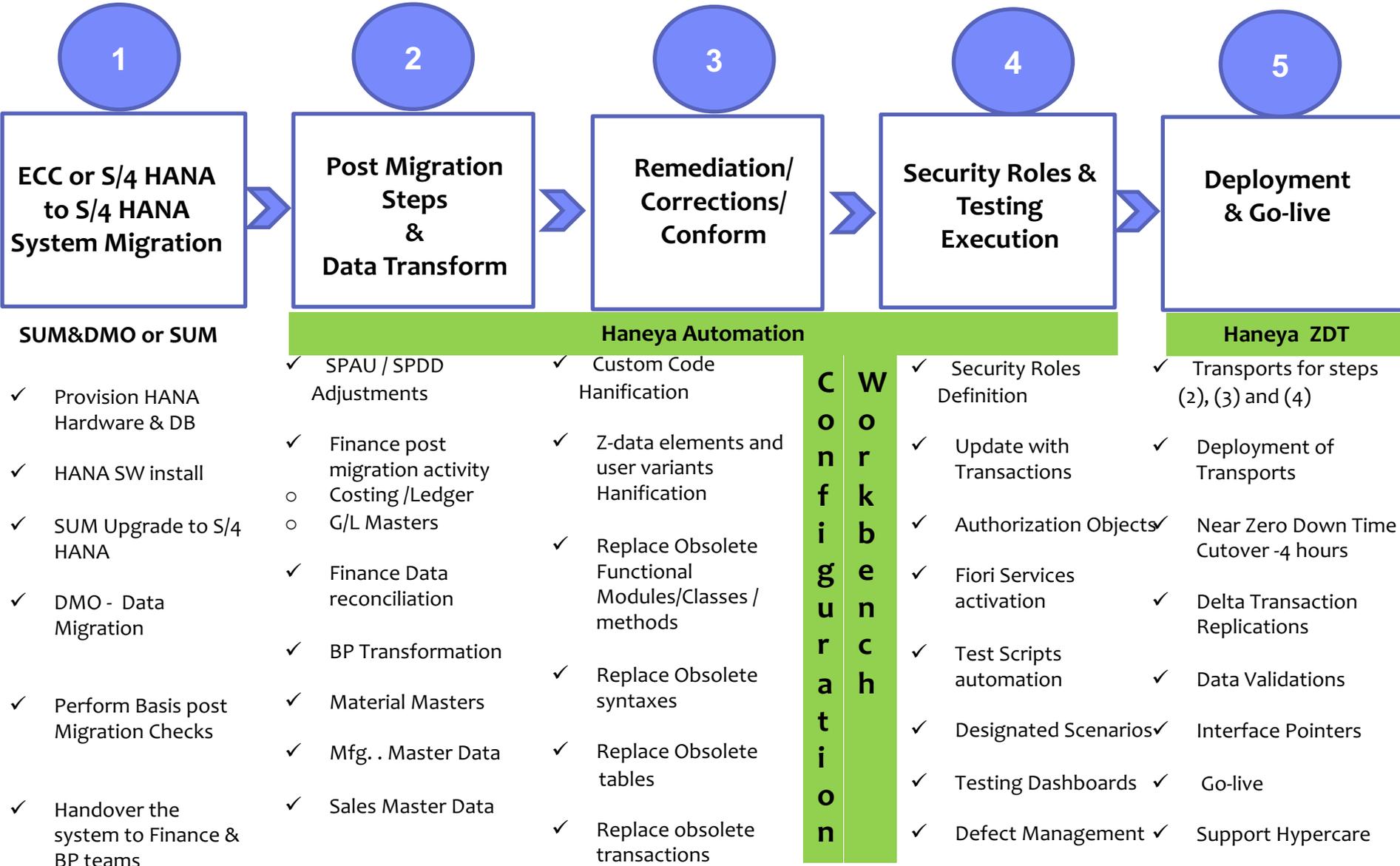- Test Scripts Automation

*HANEYA®

HP ALM

TA

S/4 Enterprise (2022/2023)

ECC (x)

Single / multiple Instances of ECC

Data Cleansing, Standardization & Harmonization

Desired custom Code & Configurations

Desired Business Processes & Security

SUM/ DMO

S/4 HANA 202/2023

- Map, Transform and Automate Data
- Make it compatible with S/4 HANA 2022/2023
- Business validation &verification
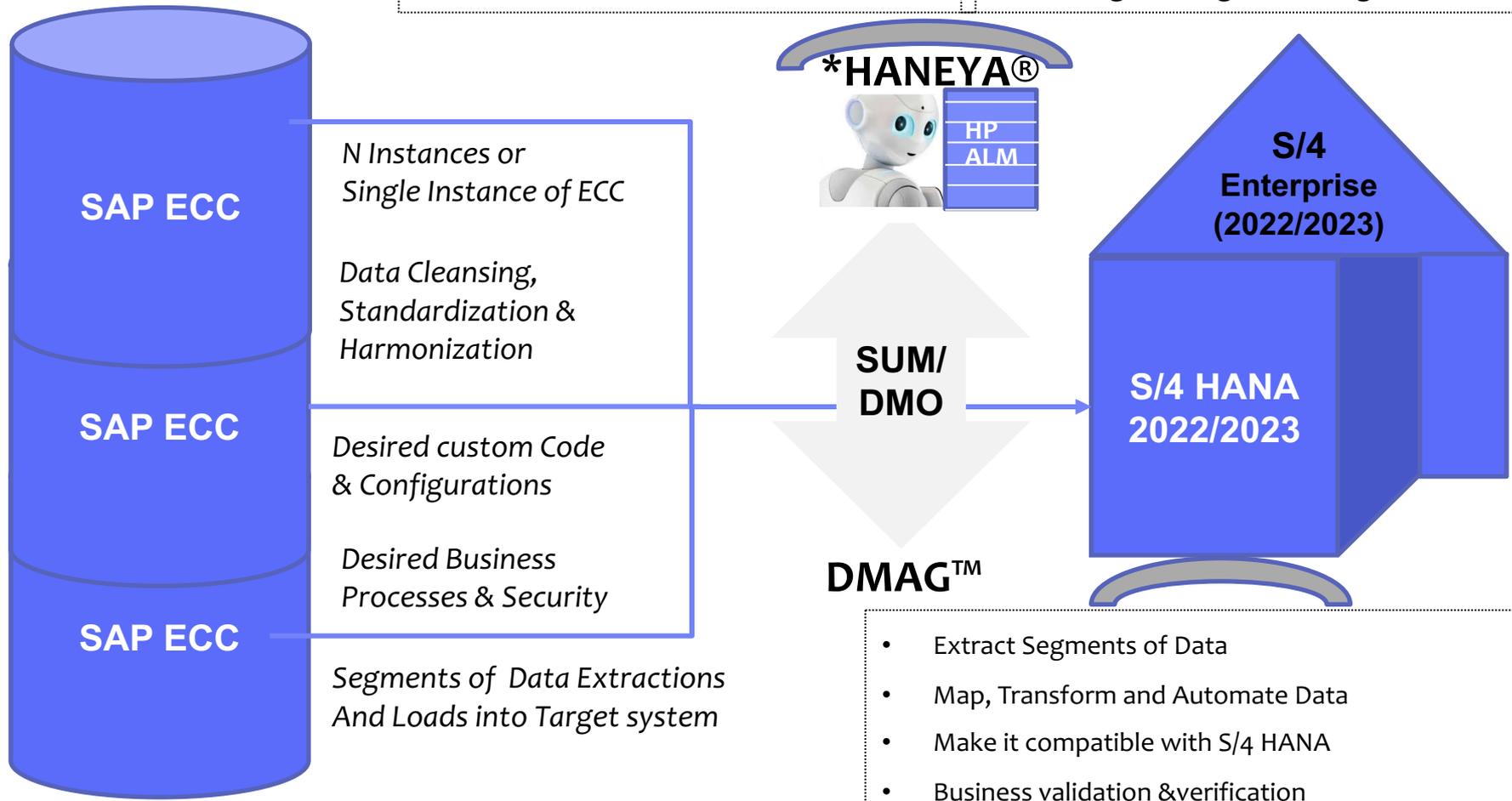- Master and Transactional Data & Custom Tables

Note - Haneya is integrated with ALM for Test Scripts Automation or utilizes inherent Test Automation

5 Steps process to S/4 HANA Migration

1	2	3	4	5
ECC or S/4 HANA to S/4 HANA System Migration	**Post Migration Steps & Data Transform**	**Remediation/ Corrections/ Conform**	**Security Roles & Testing Execution**	**Deployment & Go-live**

| **SUM&DMO or SUM** | **Haneya Automation** | | | **Haneya ZDT** |

Configuration / Workbench

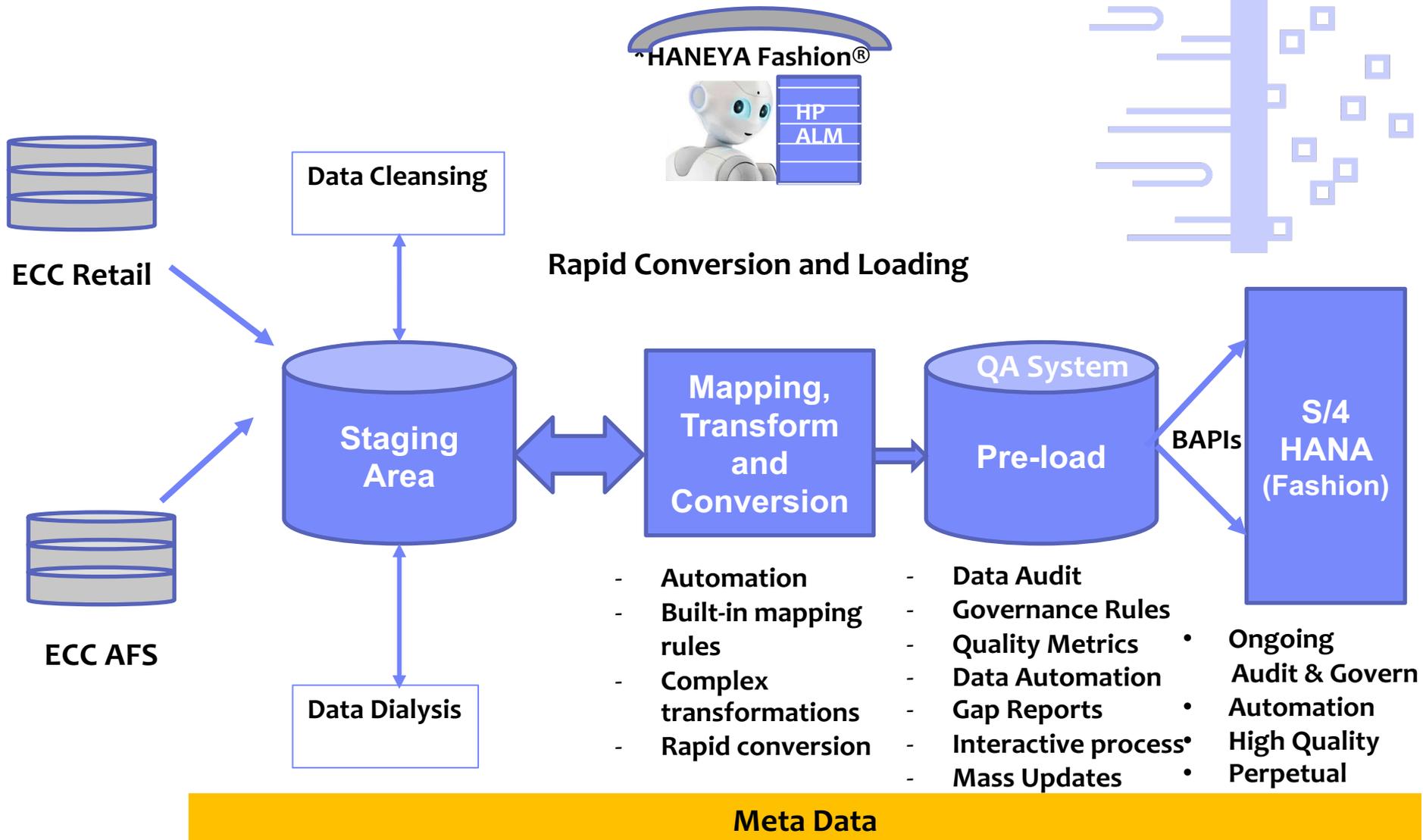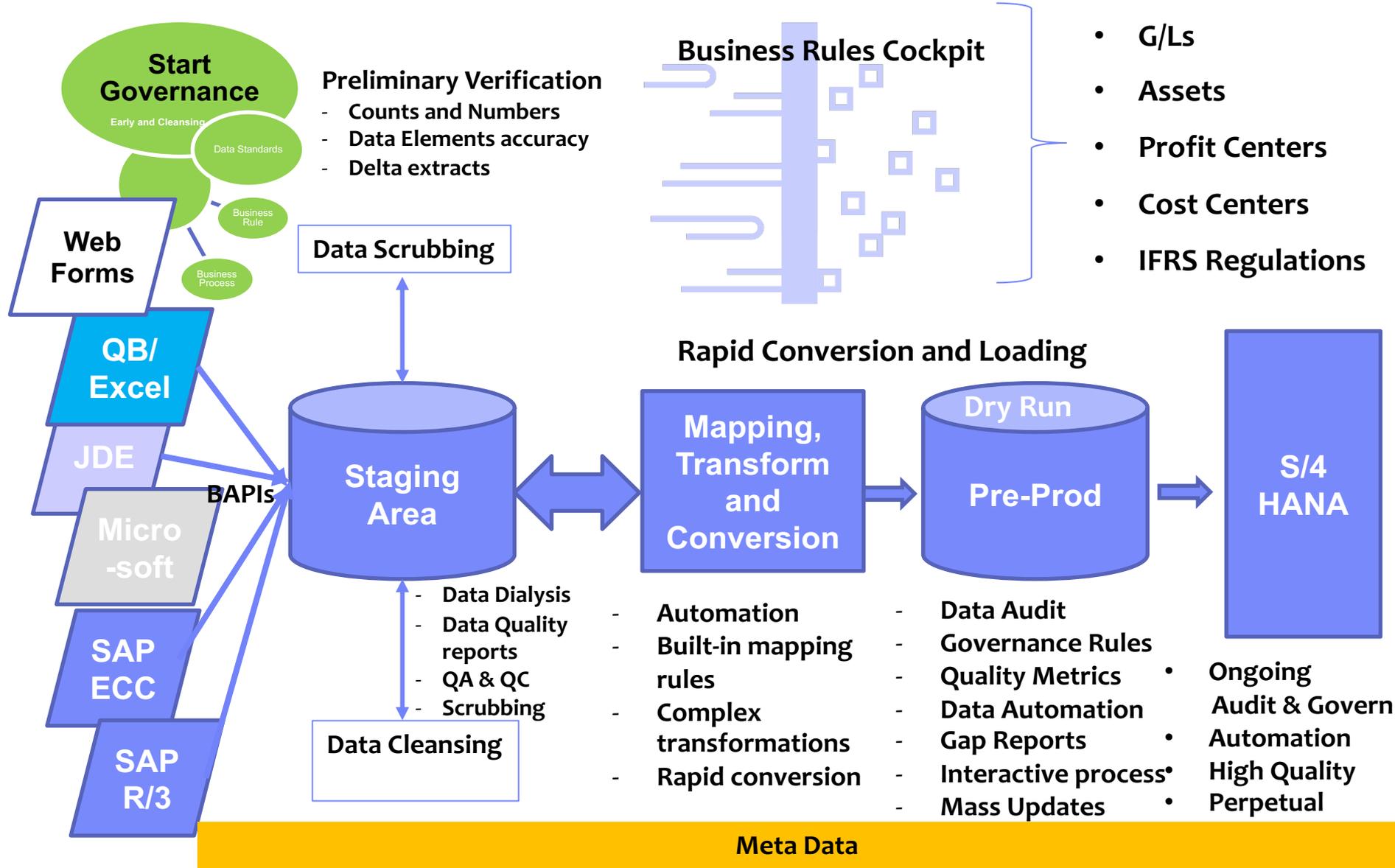|				
✓ Provision HANA Hardware & DB	✓ SPAU / SPDD Adjustments	✓ Custom Code Hanification	✓ Security Roles Definition	✓ Transports for steps (2), (3) and (4)
✓ HANA SW install	✓ Finance post migration activity	✓ Z-data elements and user variants Hanification	✓ Update with Transactions	✓ Deployment of Transports
✓ SUM Upgrade to S/4 HANA	o Costing /Ledger o G/L Masters		✓ Authorization Objects	✓ Near Zero Down Time Cutover -4 hours
✓ DMO - Data Migration	✓ Finance Data reconciliation	✓ Replace Obsolete Functional Modules/Classes / methods	✓ Fiori Services activation	✓ Delta Transaction Replications
	✓ BP Transformation	✓ Replace Obsolete syntaxes	✓ Test Scripts automation	✓ Data Validations
✓ Perform Basis post Migration Checks	✓ Material Masters		✓ Designated Scenarios	✓ Interface Pointers
	✓ Mfg. . Master Data	✓ Replace Obsolete tables	✓ Testing Dashboards	✓ Go-live
✓ Handover the system to Finance & BP teams	✓ Sales Master Data	✓ Replace obsolete transactions	✓ Defect Management	✓ Support Hypercare

Bluefield Solution

- Custom Code Remediation
- Security roles and authorization Automation
- Process Remediation
- Data Automation
- Testing / Change/ Training

SAP ECC

SAP ECC

SAP ECC

N Instances or Single Instance of ECC

Data Cleansing, Standardization & Harmonization

Desired custom Code & Configurations

Desired Business Processes & Security

Segments of Data Extractions And Loads into Target system

***HANEYA®**

HP ALM

SUM/ DMO

DMAG™

S/4 Enterprise (2022/2023)

S/4 HANA 2022/2023

- Extract Segments of Data
- Map, Transform and Automate Data
- Make it compatible with S/4 HANA
- Business validation &verification
- Master and Transactional Data & Custom Tables

Solution tailored to Bluefield clients for S/4 upgrade

Business Rules Cockpit

~HANEYA Fashion®

HP ALM

ECC Retail

Data Cleansing

Rapid Conversion and Loading

ECC AFS

Data Dialysis

Staging Area

Mapping, Transform and Conversion

QA System

Pre-load

BAPIs

S/4 HANA (Fashion)

- **Automation**
- **Built-in mapping rules**
- **Complex transformations**
- **Rapid conversion**

- **Data Audit**
- **Governance Rules**
- **Quality Metrics**
- **Data Automation**
- **Gap Reports**
- **Interactive process**
- **Mass Updates**

- **Ongoing Audit & Govern**
- **Automation**
- **High Quality**
- **Perpetual**

Meta Data

HANEYA® Data Conversion solution addresses SAP and Non-SAP Data

Start Governance
Early and Cleansing
Data Standards
Business Rule
Business Process

Preliminary Verification
- Counts and Numbers
- Data Elements accuracy
- Delta extracts

Business Rules Cockpit

- G/Ls
- Assets
- Profit Centers
- Cost Centers
- IFRS Regulations

Web Forms

Data Scrubbing

QB/ Excel

JDE

Micro-soft

SAP ECC

SAP R/3

BAPIs

Staging Area

Rapid Conversion and Loading

Mapping, Transform and Conversion

Dry Run
Pre-Prod

S/4 HANA

- Data Dialysis
- Data Quality reports
- QA & QC
- Scrubbing

Data Cleansing

- Automation
- Built-in mapping rules
- Complex transformations
- Rapid conversion

- Data Audit
- Governance Rules
- Quality Metrics
- Data Automation
- Gap Reports
- Interactive process
- Mass Updates

- Ongoing Audit & Govern
- Automation
- High Quality
- Perpetual

Meta Data

Name of the Function / Feature	SAP & DMO	HANEYA	Panaya	Smartshift
Custom code Analyzer	✓	✓	✓	✓
HANA Cockpit	✓	✓	✓	✓
EHP7/ EHP8 Upgrade Errors automation	**Filled by HANEYA®**	✓		✓
HANA Incompatibility Automation		✓		
S/4 HANA Conversion Incompatibilities		✓	✓	✓
SPAU/ SPDD Automation		✓		
Unicode Automation		✓		✓
Custom Code Remediation		✓		✓
Security Roles and Authorizations Update (Auto)		✓		
Fiori Services Activation		✓		
Process Blueprint (Buildable Blueprint)		✓	✓	
Process Changes Impact & Inconsistencies		✓	✓	
Guided Process Configuration		✓		
Master Data Audit & Inconsistencies		✓	✓	
Master Data Remediation		✓		
Zero Down Time	✓	✓		
Delta Data Extractions	**HANEYA Fill**	✓		
ABAP test cockpit	✓	✓	✓	✓
SCI (SAP Code Inspector)	✓	✓	✓	✓
SLT (System Landscape Transformation)	✓	✓		✓
Testing Automation	**HANEYA Fill**	✓ !	✓ .	
SUM with DMO	✓	Leverages SAP	Leverages SAP	Leverages SAP
SWPM / LSMW / BODS / HCI - DS / HANA	✓	Leverages SAP	Leverages SAP	Leverages SAP

SAP & Haneya alike	HANEYA Distinct capability	HANEYA Broader Capability	White Space filled by HANEYA®

Haneya® Scope, Methodology, Timeline and Resources

Below is our understanding of Migration scope from SAP ECC to S/4 HANA 2022 . This client has Finance, Supply Chain and BW in scope for conversion along with Fiori Services and Business Process Transformation

Client

- Client Name - TBC
- Industry :
- Currently on SAP ECC Ehp7 (NetWeaver 7.4)
- Landscape : Oracle Database, OS? SAP Kernel 742 ?

Project Scope

- Migration from ECC(X) to 2022 (On – Prem / Cloud)
- Modules : Finance, BPC, Human Resources Logistics – ATP, Logistics EHS , MM-IM, PLM, PM, PS, QM, Master Data, PPM, Procurement, SD, Customer Service, LE-TRA, BW and Analytics
- ECC and BW Conversion

Sizing Inputs

- Business Process Area – Above
- No. of Users - 4000
- SAP Database Size 3110 GB Used size on disk
- Custom Objects: 30429
- Master Data Objects - 100
- Security Roles - 1000
- BI content extractors available up to ERP 6.0 EHP8.

HANEYA® Approach

- Zero Downtime
- Custom Code Remediation
- Security roles and authorization Automation

- Process Remediation
- Data Mapping
- Test Scripts Execution

*HANEYA®

Source

ECC Or S/4

HANEYA

Target

Sandbox 2022/2023	Dev 2022/2023	QA 2022/2023	Preprod 2022/2023	Prod 2022/2023
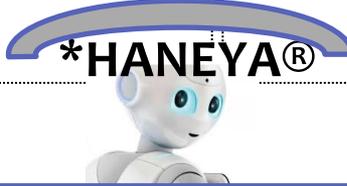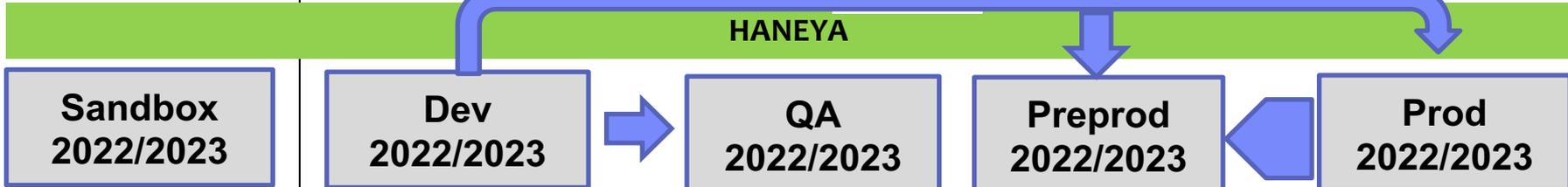
Sandbox 2022/2023
- ✓ Set up S/4 HANA Landscape
- ✓ Production Copy from ECC
- ✓ SUM/DMO upgrade to Sandbox 1809
- ✓ Install HANEYA
- ✓ Run Sample set Remediations
- ✓ Pilot Delta Transactions extracts

Dev 2022/2023
- ✓ Production copy
- ✓ Automation for S/4 Framework
  - -Custom Code
    - ✓ SPAU/SPDD
    - ✓ DDIC elements
    - ✓ ATC/SLIN/SCI erros
    - ✓ HANA DB
    - ✓ S/4 syntaxes
  - - Process
  - -Security Roles
  - -Master Data
- ✓ Generate Transports for the above changes
- ✓ Unit testing

QA 2022/2023
- ✓ Production Copy
- ✓ Security Roles unit Testing
- ✓ Integrated Testing
- ✓ Regression Testing
- ✓ Stress testing
- ✓ Incidents / Break/ Fix
- ✓ Changes made in Dev and Transported for retest

Preprod 2022/2023
- ✓ Preprod Box is set up with 1809
- ✓ Copy of Production
- ✓ Cutover and Simulation
- ✓ Delta Extracts
- ✓ Business Verification
- ✓ User Acceptance Testing
- ✓ Training
- ✓ Incidents /Break/ Fix

Prod 2022/2023
- ✓ Business Verification
- ✓ End user Roles
- ✓ Hypercare
- ✓ CoE
- ✓ AMS

Transport path

DB Copy

Migration Timeline from S/4 HANA – 5 Months
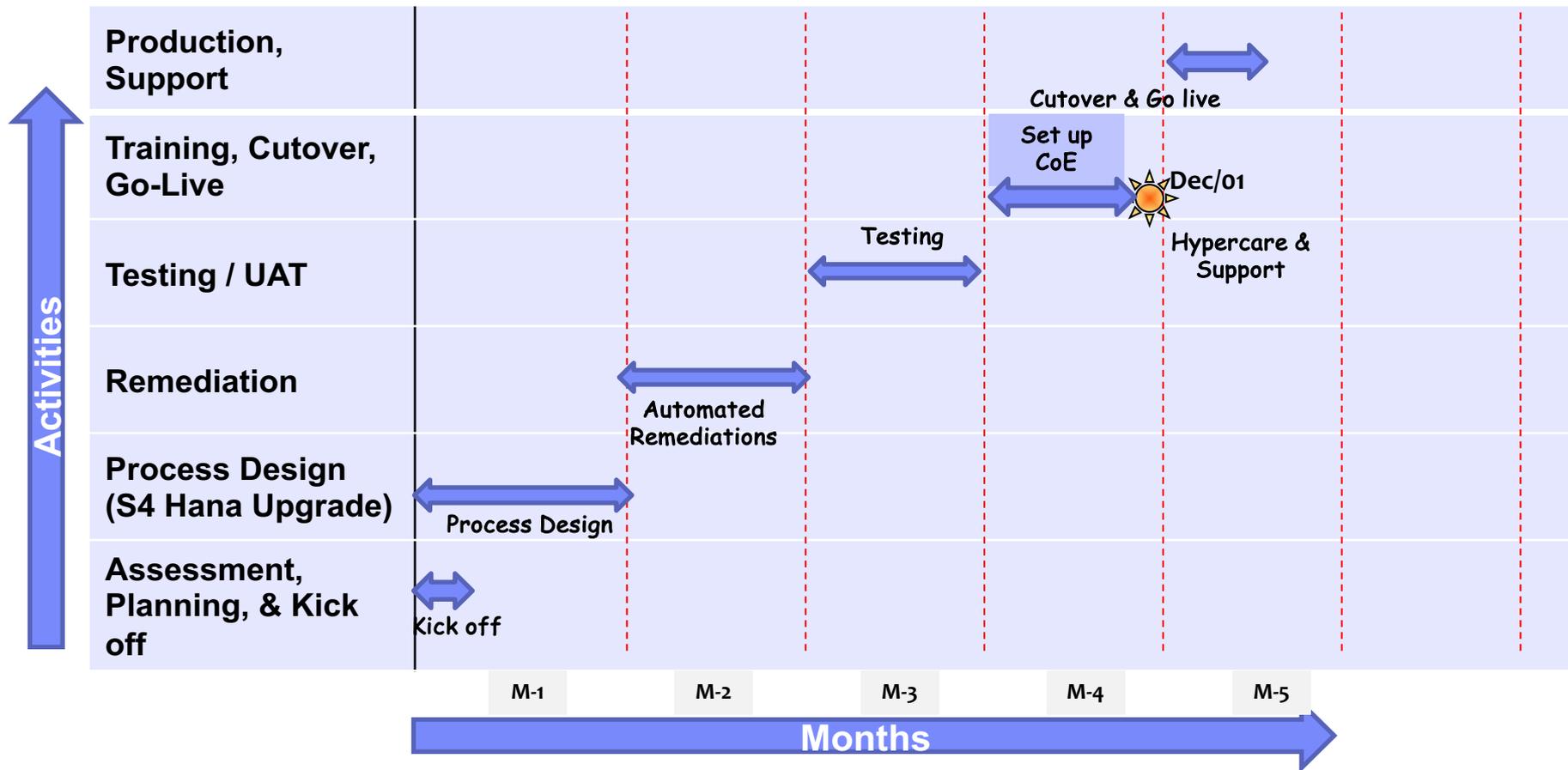
Note : *Above timelines are indicative and will be made definitive once we get the sizing assessment done*

Timeline with HANEYA® is 5 months for 2022/ 2023 Upgrade

Project Kickoff / Design	Remediation, Testing, Cutover / Go Live	Support PRD

Month 1	Month 2	Month 3	Month 4	Month 5

◆ S/4 Sandbox available

◆ Haneya Deployed

Planning & Kickoff

◆ S/4 Dev available

Finalize Requirements

Workshop meetings with Client - requirements

Analysis and To-be Business Process

S/4 2022 / 2023 Process Guided Configuration

◆ Handover of HW for QA/Prod

◆ S/4 2022 / 2023 QA available

Production Support

2022 / 2023 Process Model

S/4 Upgrade Assessment

Unit Testing

◆ Cutover Rehearsal 1

Integration Testing

Cutover & Go live

S/4 Business Impact Assessment

Test Strategy

Regression Testing

Set up CoE

SPAU/SPDD Adjustments

S/4 HANA Code Remediation

Security Roles updates

User Acceptance

Hyper Care

◆ Targeted Demo Roadshow

◆ Validation of Data in DEV

◆ S/4 Prod available

◆ Communication Plan

Data Remediation

Build S/4 Production

◆ Validation in PRD

◆ Validation in QA

Change/Train Approach

Develop Course Material

Deliver Training

Change Management sessions

Resource Estimate for S/4 HANA 2022 / 2023 Conversion

Resources								
			Kick off/ Design	Remediation	Testing	Cutover/live	Hypercare	
Role	FTE	Onsite/Offshore	M1	M2	M3	M4	M5	Total
Engagement Manager	1	Onsite	160	160	160	160	80	720
Haneya Technical Architect	1	Offshore	160	160	160	160	80	720
HANEYA Process Architect	1	Onsite/Onshore	160	160	160	160	80	720
Total								

- Engagement Manager full time from Visionsoft and the client

- Haneya Technical architect – Drives all technical remediations including security

- Haneya Process architect – Drives Process Configuration and Data Remediations

- Based on business process scope, recommend functional SMEs part-time from the client for each process area (0.3 FTEs) – Vary by scope

- Basis resource from the client minimal time

Note : Above Resources are indicative and will be made definitive once we get the sizing assessment done

VisionSoft
Transformation Simplified

SAP® Certified
Integration with SAP HANA®

Agenda

❖ Corporate Overview

❖ S/4 HANA Move Challenges

❖ HANEYA® 4 S/4 HANA Move

❖ HANEYA® 4 Solution

- Custom Code Remediation

- Security Roles Cleansing & Update

- Data Cleansing, Carve out, Remediation, Replication and Mapping

- Configuration Workbench / Cockpit

- Zero Down Time (ZDT) Conversion

- Testing Automation

❖ Customer Success Stories

VisionSoft
Transformation Simplified

SAP® Certified
Integration with SAP HANA®
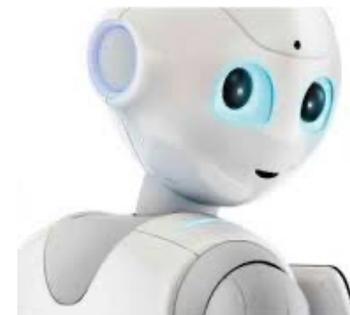
- **Haneya® Solution for S/4 HANA Migration**

  ❑ HANEYA is a robotic S/4 Hanification solution that manages activities across all areas of the Migration

  ❑ HANEYA applies 3 steps to each area:

    – **Assesses** gaps requiring changes

    – **Remediates** gaps with recommended changes

    – **Applies** changes via Transports & Testing

  ❑ HANEYA® areas of solution:

    • Custom Code Remediation

    • Security Roles Cleansing & Update

    • Data Cleansing, Carve out, Remediation, Replication and Mapping

    • Configuration Workbench / Cockpit

    • Zero Down Time (ZDT) Conversion

    • Testing Automation
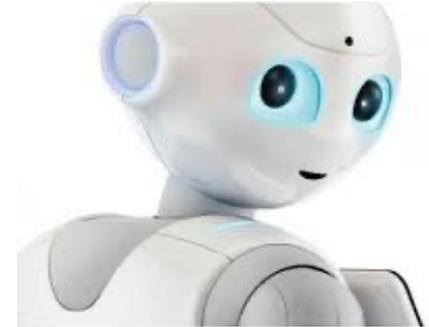
HANEYA® 5.0 is a robotic S/4 Hanification solution that manages activities across all areas of the enterprise –
Reduces the effort and time by 50% with Zero Down Time

1 **Assessment** ➡️ **2** **Remediation** ➡️ **3** **Deployment**

ECC EHP xx

Upgrade, Migration & Deployment
  Assessment in client system to firm up the estimate
1 **Custom Code Remediation**
  - ECC, BW4HANA, MDG, HANA & S/4 AHANA
  - Syntax/ Code, FMs, Tables, T-Codes and Parameters
3 **Master Data** Remediation based on business rule sets
  Data Cleansing, Replication and Mapping
2 **Security Roles and Authorization** Updates
  - T-code, Authorization & Fiori services updates
4 **Process Guided Configuration Workbench**
  - Process Remediation and Guided Configuration
6 **Test Scripts Automation**
  - Requirements automation and execution excellence
5 **Zero Down Time –Zero impact to Business @go-live**
  - *Deployment* of the solution using the global template

S/4 HANA 2022 / 2023
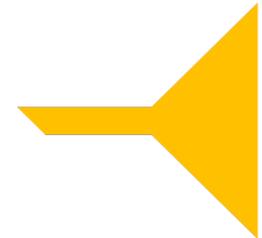
S/4 HANA 2022 / 2023

HANEYA®
Assessment and Scoping

S/4 HANA Scoping and Assessment

1. **Assessment of all Custom Objects**

2. **Scoping of Security Roles**

3. **Data complexity and assessment**

4. **Process evaluation: Mandatory/ Adopt/ Port**

5. **BW Extractors Incompatibilities**

6. **Inactive Objects evaluation**

7. **Cost Estimates, Resource Estimates & Time Estimates**

8. **Database Evaluation & Sizing**

9. **Why SoH vs. S/4 HANA**

10. **ECC, BW and MDG in scope**

Cleansing, Harmonization and Clean up of the Objects

Budgetary Estimates

Sizing Estimates

BW Estimates

Program Roadmap

Trial Licenses

HANEYA®
Custom Code Remediation and Security Roles Updates

VisionSoft Transformation Simplified

S/4 HANA Custom Code Remediation

- HANEYA identifies conflicts as Error, Warning and Information Messages to perform upgrade from ECC Ehp(X) to S/4 HANA / Central Finance version – it will identify, segregate the conflicts and resolve them by object type

- Incompatibilities run by Process area and by each Module

- Provides incompatibilities report and updates the programs automatically. During assessment phase it generates effort estimation report

- Flexibility on what to automate vs manual resolutions

- 80% automation with 100% Accuracy

- Remediates obsolete statements, Data Models and Objects

- During migration/ upgrade, HANEYA will resolve these conflicts by replacing conflicting statements in programs, reports and interfaces with Ehp8 1809 / 2022 / 2023 compatible statements.

- Migrations available:
  - ECC to ECC, ECC to HANA , ECC to S/4 HANA
  - HANA to HANA, SoH to S/4 HANA
  - S/4 to S/4 HANA (1511 to 1809) 1610 to 1809, 1511
  - S/4 HANA, BW/4 HANA and MDG on HANA are supported

- Transports re generated for all changes for deployment

- Download and integrate with ALM for automated testing
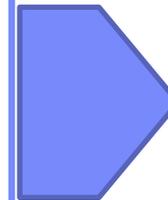
1. **~100% Error Free and Risk Free**

2. **Code is compliant with ABAP on HANA and Eclipse**

3. **Reduce Custom Code effort effort by 80% (20% Manual effort)**

4. **Custom Code changes are documented for Audit Trail**

5. **Ongoing tool for custom code remediation for any newly introduced changes**

S/4 HANA Custom Code Remediation

Assessment

- Unicode Errors
- SPAU / SPDD Errors
- Custom Objects Evaluation
- Cust. Programs Conflicts
- Inactive Objects list
- Error Reports (SLIN)
- SCI errors
- HANA DB Incompatibility
- S/4 HANA incompatibilities
- Data Model(Master Data) Incompatibility

Remediation

- Unicode Resolution
- SPAU&SPDD Automation
- Upgrade Conflicts (ATC/ SLIN)
- HANA DB Remediation(SCI)
- Obsolete Remediations
  - Program Syntaxes
  - Tables & Table Parameters
  - Function Modules
  - Classes and Methods
  - Transaction Codes
  - Data Elements & Domains
  - Sub Screens
  - Report Variants

Deploy

Requirements for ALM testing & Transports for deployment

Security Roles Cleansing & Authorizations Updates

- HANEYA will identify the conflicts for the Security Roles / Positions.
  - Standard and Custom Roles
  - Authorization profiles
  - Fiori Services
- Versions Covered:
  - ECC to ECC, ECC to HANA , ECC to S/4 HANA
  - HANA to HANA, SoH to S/4 HANA
  - S/4 to S/4 HANA (1511 to 1809) 1610 to 1809, 1511
  - S/4 HANA, BW/4 HANA and MDG on HANA are supported

- HANEYA will identify T-code changes and list output of T-codes for Security Role Updates
- During migration, HANEYA will make changes automatically to make the **Security Roles** compatible with S/4HANA 1809 system.
- HANEYA will identify and updates T-Codes automatically in the security roles for user **access provisioning**
- HANEYA will update all changed **Authorization** Profiles Automatically

- HANYA will activate new **Fiori Services** for the new transaction codes, so latest Fiori screens are available for the end users
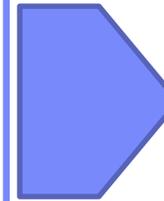
1. **Roles Cleansing**

2. **~100% Error Free and Risk Free**

3. **Incompatibilities – Standard & Custom Roles Update**

4. **Reduce Security Roles effort by 80%**

5. **100% ECC Security Roles are mapped to S/4 HANA Processes**

6. **Fiori Services activated for all New Transactions (Release 5.0)**

7. **100% Automation**

Security Roles Cleansing & Authorizations Updates

Assessment

- Standard Roles
- Custom Roles
- Evaluation
- Clean up of the roles
- Estimation of the effort

- Fiori Services Evaluation

SAP Fiori for SAP S/4HANA 1511	316	>
SAP Fiori for SAP S/4HANA 1610	7546	>
SAP Fiori for SAP S/4HANA 1709	9183	>
SAP Fiori for SAP S/4HANA 1809	9765	>

Remediation

- Roles Cleansing
- Roles and Positions updates
- Authorization Profiles Updates
- End users access

- Fiori Services
  - ICF Node Activation
  - OData Services Activation

Deploy

Requirements for ALM testing & Transports for deployment

HANEYA®

Data Cleansing, Carve-outs, Replication, and Data Remediation

Master Data Cleansing, Remediation and Mapping to S/4 HANA

Get Data Right in ECC

SAP ECC Add-On

*HANEYA®

Non-SAP (Excel/JDE)

SAP ECC

- Add-on PAT File Installation
- User access to DMAG
- Set up security levels to run Remediations
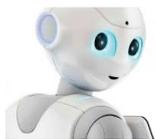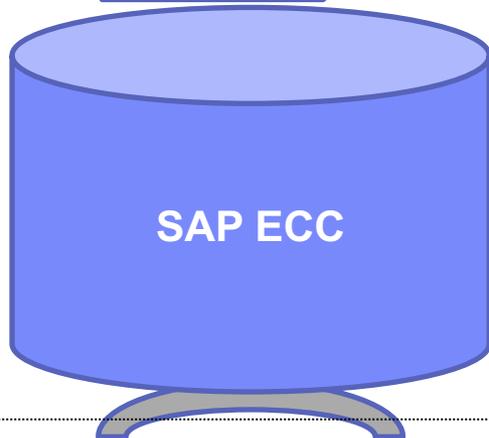
- Error Reports
  - Missing fields & Duplications
  - Errors / Rules
- Cleansing and Remediation
- Remove Duplications
- Pre-Post Quality Metrics

Map to S/4 HANA

S/4 Add-On HANEYA®

S/4 Enterprise (1809/2022 / 2023)

S/4 HANA 1809/ 2022 / 2023
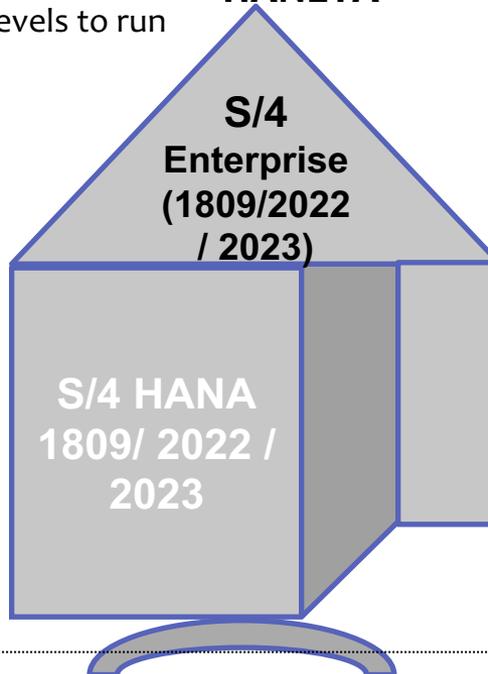
- Construct New Fields
- Map/automate changed fields
- Cleansing and Remediation
- Execute QA and Testing
- Pre-Post Quality Metrics

Six sigma Quality Data

- Identification of inconsistencies
- Data Audit based on Business rules
- Build Complex Business Rules– Scalable
- De - Duplication and Harmonization
- Produce Portfolio of Inconsistencies
- Review with Stakeholders and prioritize - 1,2 and 3 for remediation
- Data Cleansing and Corrections
- Map, Transform and Automate Data Models and make data compatible with S/4 HANA
- Perpetual runs to achieve six Sigma Quality levels

DAMG offers following MDM capabilities:

1) **Data Cleansing – One time Activity**

1) **An Excel Master Data(MD) Upload for Customers, Vendors and Materials**
   1) Material Numbers, Characteristics, and Validations etc.
   2) Name, PAN, Address, GSTN, Bank Details etc.
   3) Duplication Check, Semantic Recognition, Accuracy, Validness & Completeness
   4) Exception Processing

II) Staging Area processing for MD - Customers, Vendors and Materials
   1) Requestor reviews all the records and ensure they are scrubbed / cleansed
   2) Initiates a request for approvals
   3) Reminders for approvals
   4) Monitors Rejections and Reprocess

III) Workflow with one or multiple approvers for approving the MD details before it gets created in system
   1) Setting up Approval Hierarchy based on Material Type and Account Group
   2) Alternate Approvers & Delegate Approvers
   3) Approve the records to next level
   4) Reject the records to the requestor

IV) Audit Trails, Workflows, and Automatic Creation of MD in the SAP system

VisionSoft
Transformation Simplified

Master Data Models – S/4 Mapping & Automation

- HANEYA will identify the inconsistencies based on the ECC Business rule set, presents the inconsistencies and automates remediation of inconsistencies.

  - Business Partners, Prices, Contracts, & Service Master
  - G/L, Profit center, Cost center, I/O, Assets and Banks
  - Vendors, Prices, Brokers, Lease Contracts, & Info Records
  - Cost Objects & Location Masters

- For S/4 Migration, HANEYA utilizes three methods:

  - Mass process , Errors remediation & Interactive update
  - Rules based automation
  - S/4 HANA Mapping & Transformation

- Automation: HANEYA will make changes automatically via Transform, Map and Automate) where the data sets are system driven i.e. known to the tool.

- HANEYA will identify the inconsistencies and list output of inconsistencies to Data Stewart via automation. In addition, Data Custodians can make changes and upload back to HANEYA

- HANEYA provides validation reports to make sure all entries are accurate and confirm the data is go-live ready
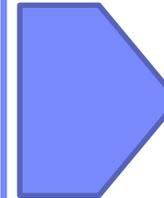
1. **~100% Error Free and Risk Free**

2. **Master Data Mapping, cleansing& Automation**

3. **Reduce Master Data effort by 60%**

4. **100% ECC Objects mapped to S/4 HANA Data Models**

5. **Ongoing Data Audit and Governance**

6. **Many to One mopping**

7. **~100% high quality**

Data Replication (Initial Load & Deltas) – A Client Case

SAP Harmonized Master Data and Data Governance

Data Cleansing

SAP and Non-SAP

- SAP ECC Financials
- JD Edwards Financials
- PeopleSoft Financials
- Oracle Financials

FI & CO Documents

CO Secondary Postings

Internal Orders

Data Replication & Extraction

- Central Finance Accounting Interface
- Data Mapping &Transformation
- Error Handing
- Universal Journal Entry
- Internal Orders
- Cost Objects

S/4 Central Finance

S/4 HANA Central Finance

SAP HANA

Data Cleansing	Data Harmonization	Data Carve-out	Data Mapping

- ✓ Global View of Financials
- ✓ Harmonized Master Data
- ✓ Replicate Postings centrally
- ✓ Intercompany Re-conciliation
- ✓ Harmonized Financial Reporting
- ✓ Integrated Financial Planning

* Our understanding is based on our clients' process and systems. It will be confirmed during our discovery session ✓

HANEYA®
Configuration Workbench

Process Area	Finance	S/4 HANA Delta	Port vs. Adopt
Finance	Global Settings and Parameters	Newly Introduced in S/4	**Mandatory**
	Customer & Vendor Integration	Newly Introduced in S/4	**Mandatory**
	Accruals management	Newly introduced in 1809	**Mandatory**
	Revenue Recognition	Newly introduced in 1809	**Mandatory**
	New Group Reporting	Newly introduced in 1809	**Adopt**
	ML for Goods and Invoice Receipt Reconciliation	Newly introduced in 1809	**Adopt**
	Predictive Accounting	Newly introduced in 1809	**Adopt**
	New profitability Margin Analysis	Newly introduced in 1809	**Adopt**
	Account Based COPA	Newly introduced in 1809	**Adopt**
	Asset accounting	Changes since 1709	**Port &Adopt**
	Advanced Accounting and Financial closing operation	Changes since 1709	**Mandatory**
	Conversion of Accounting to S/4 HANA	change since 1610	
	Closing Cokpit	changes since 1610	**Mandatory**
	Consolidation	changes since 1610	**Adopt**
	Central Finance	changes since 1610	**Adopt**
		New Fiori apps in 1809	**Adopt**
	Treasury and Risk Management	Newly introduced in 1809	**Mandatory**
	Cash Management	Newly introduced in 1809	**Port**
Order to Cash and Service Sales	Business Partner and customer	changes since 1610	**Port &Adopt**
	Sales Force Support	changes since 1610	**Port &Adopt**
	Pricing	changes since 1610	**Port &Adopt**
	Date Mgt/ Batch Check	changes since 1610	**Port &Adopt**
	Route Mgt	changes since 1610	**Port &Adopt**
	Bill of services	changes since 1610	**Port &Adopt**
	Bonus BUy	changes since 1610	**Port &Adopt**
	Advanced Available to Promise	Newly introduced in 1809	**Port &Adopt**
	SHIPPING AND TRANSPORTATION	Newly introduced in 1809	**Port &Adopt**
	Backorder Processing (BOP) and Release for Delivery	Newly introduced in 1809	**Port &Adopt**
	SERVICE OPERATIONS & PROCESSES	Newly introduced in 1809	**Adopt**
	Rebate Processing	Newly introduced in 1809	**Adopt**
	Order and contract management	Newly introduced in 1809	**Adopt**
	Receivable processing	New Fiori apps in 1809	**Adopt**
	Sales Force Support	Newly introduced in 1809	**Adopt**
	Subscription Billing and Revenue Management	Newly introduced in 1809	**Adopt**

Process Area	Business Process	S/4 HANA Delta	Port vs. Adopt
Supply Chain	Inventory management	New Fiori App in 1809	**Port &Adopt**
	Warehouse management	New Fiori App in 1809	**Port &Adopt**
	Advanced promising order (advanced ATP)	Newly introduced in 1809	**Adopt**
	Advanced Shipping & transportation	Newly introduced in 1809	**Port &Adopt**
	Advanced Shipping	Newly introduced in 1810	**Port &Adopt**
	EWM	Newly introduced in 1809	**Adopt**
Digital Manufacturing	Supply Network Planning	Changes since 1709	**Adopt**
	Capacity Planning	Newly introduced in 1809	**Port &Adopt**
	MRP	New Fiori App in 1809	**Port &Adopt**
	Production Operations	New Fiori App in 1809	**Port &Adopt**
	Plant Maintenance	Newly introduced in 1809	**Port &Adopt**
	Production planning	Newly introduced in 1809	**Port &Adopt**
	Inventory and Basic Warehouse Management	Newly introduced in 1809	**Port &Adopt**
	Quality Management	Newly introduced in 1809	**Port &Adopt**
	Integrated Busienss Planning	Newly introduced in 1809	**Adopt**
Procurement	Operational Purchasing	Newly introduced in 1809	**Port &Adopt**
	Operational procurement	New Fiori App in 1809	**Port &Adopt**
	Sourcing and Contract Management	Newly introduced in 1809	**Adopt**
	Sourcing and Contract Management	New Fiori App in 1809	**Adopt**
	Supplier MGMT. & Procurement Analytics	Newly introduced in 1809	**Adopt**
	Supplier information and master data	New Fiori App in 1809	**Adopt**
	Invoice and payable Management	New Fiori App in 1809	**Port &Adopt**
	Inventory and Basic Warehouse mgt.		**Port &Adopt**
	Business Partner and Supplier Master Data		**Port &Adopt**
	Purchase order	Newly introduced in 1809	**Adopt**
	EWM	Newly introduced in 1809	**Adopt**
Plant maintenance	Asset management	New Fiori App in 1808	**Port &Adopt**
	Maintenance management	Newly introduced in 1809	**Port &Adopt**
HR	Core HR and Time Recording	Newly introduced in 1809	**Adopt**
	Time Sheet	New Fiori App in 1809	**adopt**
Research and Development	Project Control	Newly introduced in 1809	**Adopt**
	Product Engineering	Newly introduced in 1809	**Adopt**
	Product Marketability	Newly introduced in 1809	**Adopt**
	Commercial Project Management	Newly introduced in 1809	**Adopt**
	integrated Recipe Development	Newly introduced in 1809	**Adopt**
	Integrated Product Development	Newly introduced in 1809	**Adopt**
	Advanced Variant Configuration	Newly introduced in 1809	**Adopt**

Configuration Workbench / Cockpit

- 70+ processes have been either newly introduced or changed in S/4 HANA

  - BP integration   - Asset Management   - Cash Management

  - Order to Cash - Manufacturing - QM/PM – P2P – H2R

- By Business Process, Haneya identifies the Configuration changes and present a guided configuration screens for the functional analyst to enter the values from the Blueprint session. Haneya also helps with mass upload of the changes into Guided Configuration Screens

- As the values are entered, auto validation is conducted for dependencies and integrity of the Configuration data.

- Then, the values are distributed to multiple tables in the background and saved automatically. It automates integration across process areas.

- Transport request is generated for each Configuration Object, and it is utilized for change control and migration of changes to QA and PROD systems
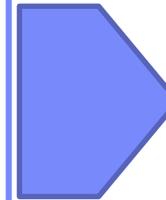
1. **100% Error Free and Risk Free**

2. **Speed to Configuration**

3. **Reduce Configuration FTE by 60%**

4. **Automatic Configuration Documentation**

5. **Eliminates trouble of accessing SPRO – Massive changes were guided and executed by HANEYA**

Configuration Workbench / Cockpit - Representation

Assessment / Capture

Business Partner

Business Partner

Customer Hierarchy Types

Cust Hier Type: 2 | type
Partner Function: KU

Assign account groups

Hierarchy type: 1
Account Group: 0007
Higher-level AG: 0005

Assign Sales Areas

Hierarchy type: 1 | HL sales organization: EC01
Sales Organization: EC01 | HL distribution channel: E1
Distribution Channel: E1 | HL division: E1
Division: E1

Set Partner Determination For Hierarchy Categories

Set Up Partner Determination for Customer Master

Partner Functions
Partner Function: ZS | Sold-to party1
Type of partner number: KU

Partner determination procedure
Partner Determination: ZS | Ship-to party

Partner functions in procedure
Partner Function: 1A
☐ Partner mandatory   ☐ No change possible

Account groups function assignment
Partner Function: ZS | Customer Account Group: 0170

Assign Hierarchy Type For Pricing By SD Type
Doc category: AD9
Hierarchy type: A

Define Incoterms
Incoterms: GIF | Incoterms

Define Inco term Versions
Incoterms Version: GEF | incoterm

Remediation

Demo Process Areas

✓ Finance
✓ Order to Cash
✓ Procure to Pay
✓ Manufacturing

Deploy

Requirements for ALM testing & Transports for deployment

HANEYA®
Zero Down Time Solution

HANEYA® ZDT Solution – switch to S/4 HANA in 4 Hours – Client Case
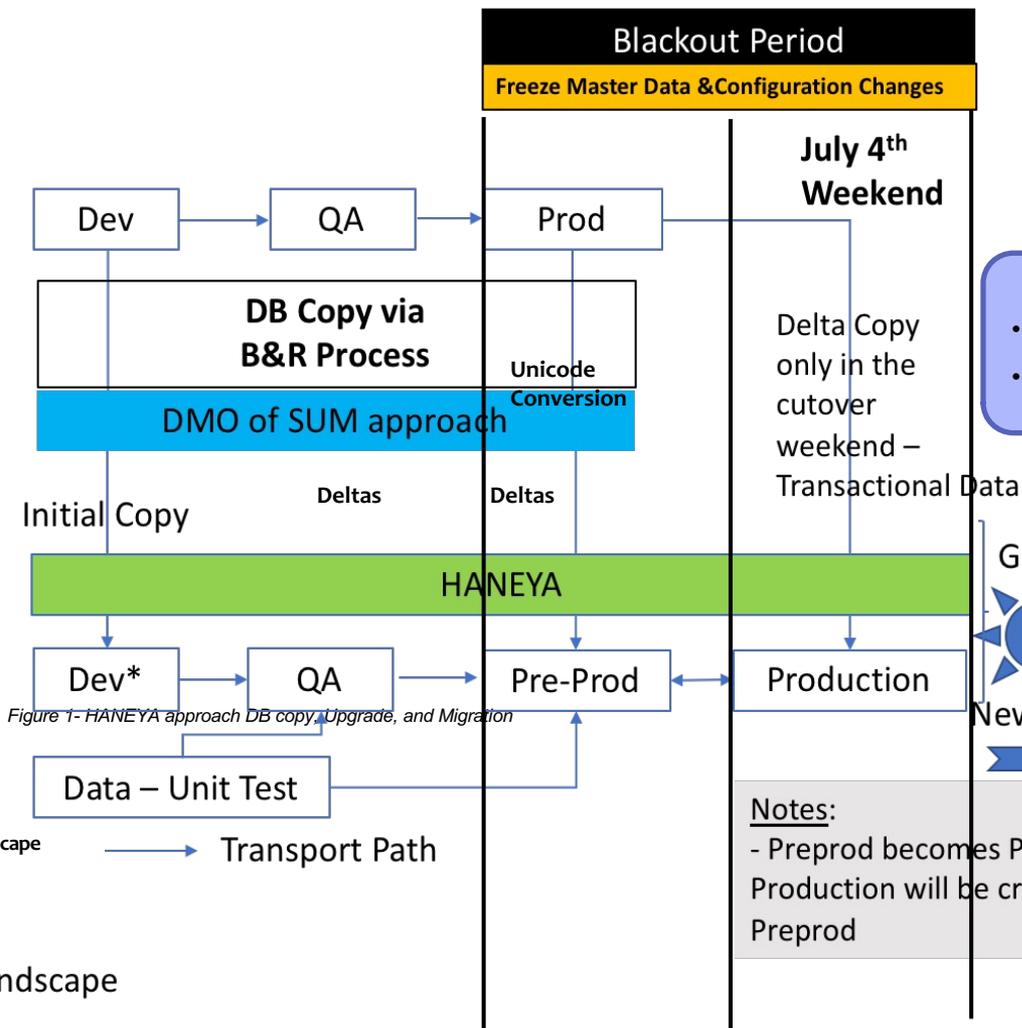
Solution Statement

Current - N Landscape

HANA Landscape

Blackout Period

Freeze Master Data &Configuration Changes

July 4th Weekend

Dev → QA → Prod

DB Copy via B&R Process

Unicode Conversion

DMO of SUM approach

Initial Copy

Deltas   Deltas

HANEYA

Dev* → QA → Pre-Prod ↔ Production

Figure 1- HANEYA approach DB copy, Upgrade, and Migration

Data – Unit Test

HANA Landscape   → Transport Path

Delta Copy only in the cutover weekend – Transactional Data

Go-live

New Production System

Ongoing Support

*Pre-requisites:
- Unicode conversion by HANEYA
- SPAU/SPDD Adjustments
- Conflicts Remediation
- HANA and S/4 HANA in-compatibilities
- Master Data Remediation
- Process Configurations

System Down Time
- Haneya – ZDT 4 hrs.
- Non-ZDT – Approx. 72 hrs.

Notes:
- Preprod becomes Production system (or) Production will be created with a copy of Preprod

- N Landscape – Current Landscape
- **HANA Landscape**

HANEYA ® - Zero Downtime Approach – A Client Case

	Nov1 - Nov 7th	Nov 11-15th	11/16/2019 (Saturday)	11/17/2019 - Sunday Morning	Nov 17th - Sunday Afternoon Go Live	Nov 18th and Beyond	Critical Transactions
Activity	October Month End Close	Start the Upgrade - Run SUM in existing ECC Production	Enter Downtime phase for S/4 upgrade, and stop DR Synchronization	Delta transactions for CRITICAL Business Processes from DR system - HANEYA Migration in S/4 HANA and Continue CRITICAL in the S/4 HANA System	GO-LIVE and Hypercare	Business As Usual	
		NO DOWNTIME REQUIRED	Business enters Critical Transactions in DR system				• Order Booking
							• Cash collections (A/R)
			STOP Non-CRITCAL ON SATURDAY	Resume NON-CRITICAL on SUNDAY			• iSOP Bank interface
S/4 HANA Production							• Dispatch interface solution – DDS (Novatrack)
Current Production ECC System							• Weighbridge
DR System							• Sales orders
		S/4 Production Build Tasks*					• Truck Dispatches
		10-Nov	Back up Midnight				• Delivery Confirmations
		11-Nov	Sum/DMO				• Customer Invoices
		16-Nov	S/4 HANA System Built				• G/L Balances
			* Interfaces not required for Critical transactions in DR				• Customer Credit accounts
							• Goods Receipts against Production Orders
							• Custom table feeds related to Order to Cash

1) Three runs for ZDT Transactional Data conversion: A Dry Run (Mock run), a Pre-Production Run, and a Production run for the transactional data conversions using Haneya® ZDT approach.

2) During the Mock run, the transactions listed above will be run from ECC to S/4 HANA, validated, and timed for each transactional delta load. The transformational data mappings between ECC and S/4 HANA are automated and validated for 100% accuracy along with the timing for each transactional data object. Same recur in Pre-prod and Production landscapes

HANEYA ® - Zero Downtime Approach – Demo Transactions

Order to Cash Transactions

- ✓ Advance Payments
- ✓ Sales orders
- ✓ Transport Carrier Req.
- ✓ Trip started
- ✓ Delivery
- ✓ Pick/Pack/Ship
- ✓ Post Goods Issue
- ✓ Trip Closure
- ✓ Billing
- ✓ Accounts Receivables

STOs to Delivery / Receipts

- ✓ Stock transport Orders
- ✓ Transport Carrier Req.
- ✓ Trip
- ✓ Delivery
- ✓ Pick/Pack/ship
- ✓ Goods Receipt
- ✓ Trip Closure
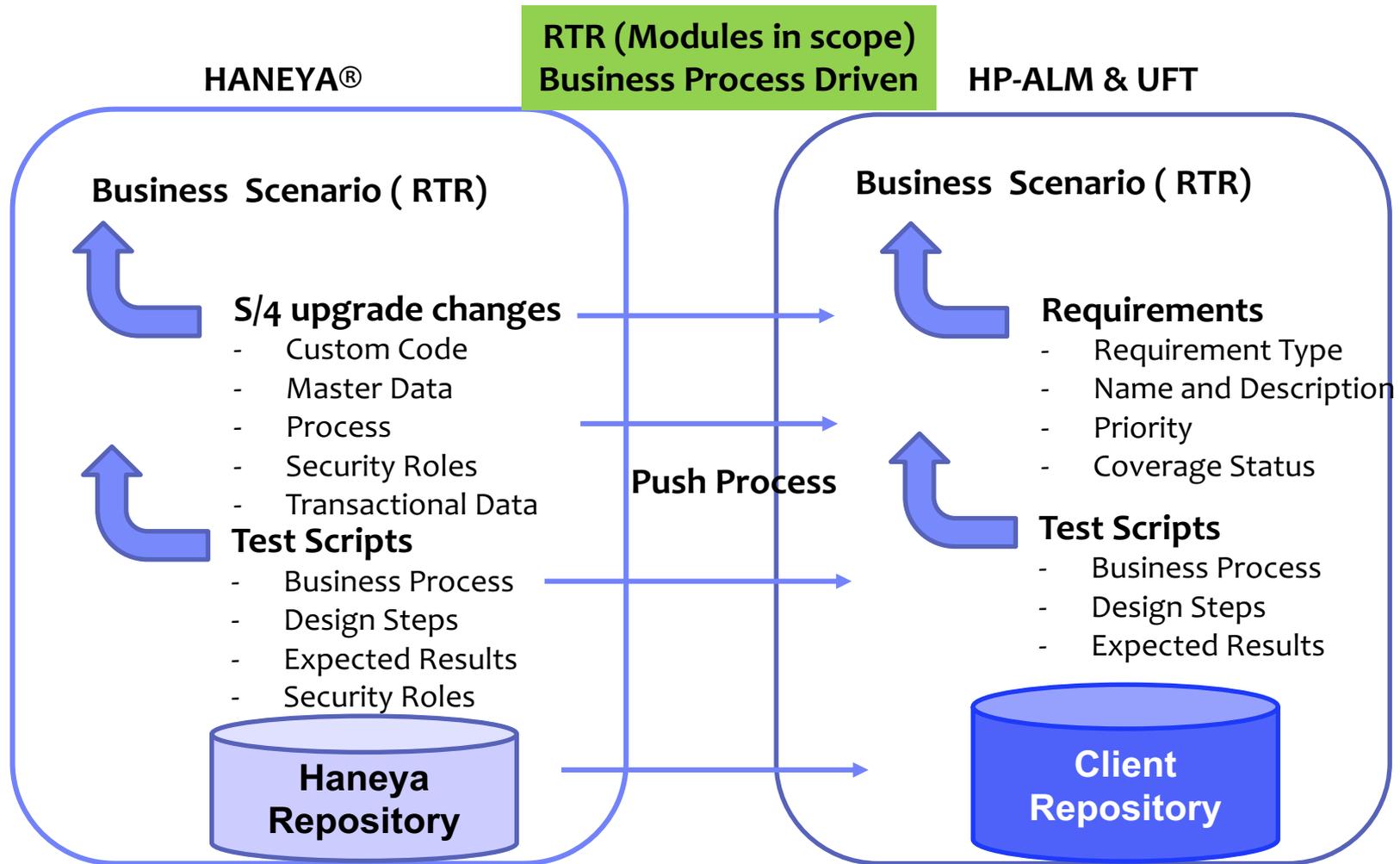- ✓ Inter company Billing

Financial Transactions

- ✓ G/l Balances
- ✓ Account Receivables
- ✓ Accounts Payables
- ✓ Asset Balances

HANEYA®
Testing Automation

Haneya ® – Automate Requirements and Test Execution

We recommend HANEYA® and ALM tools for testing. The following is a mapping between HANEYA to ALM with an automation suite.

RTR (Modules in scope) Business Process Driven

HANEYA®

Business Scenario (RTR)

S/4 upgrade changes
- Custom Code
- Master Data
- Process
- Security Roles
- Transactional Data

Test Scripts
- Business Process
- Design Steps
- Expected Results
- Security Roles

Haneya Repository

Push Process

HP-ALM & UFT

Business Scenario (RTR)

Requirements
- Requirement Type
- Name and Description
- Priority
- Coverage Status

Test Scripts
- Business Process
- Design Steps
- Expected Results

Client Repository

Haneya ® – Automate Requirements and Test Execution

We recommend HANEYA® and ALM tools for testing. The following is an integration between HANEYA® and ALM with an automation by UFT.
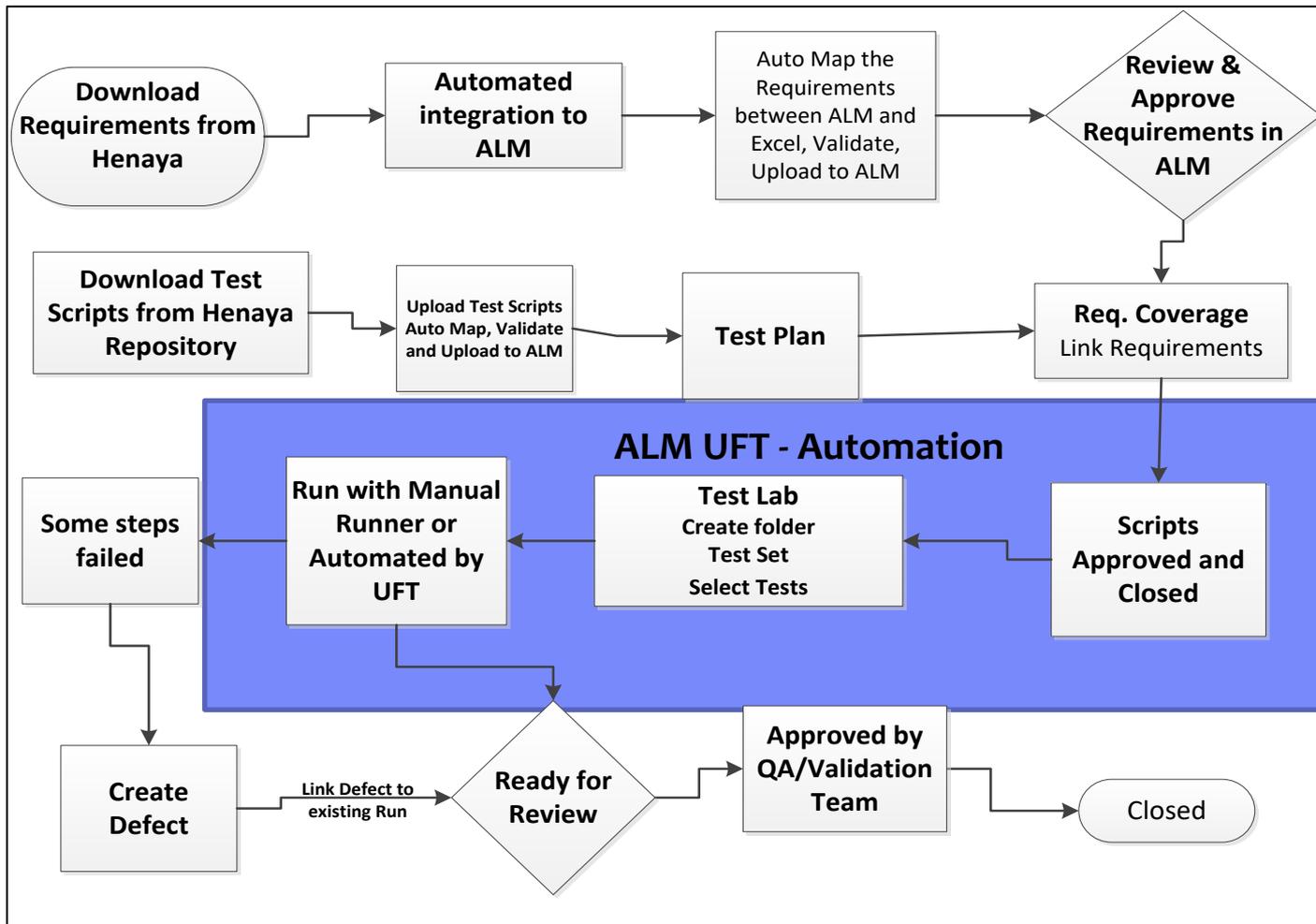
Agenda

SAP® Certified
Integration with SAP HANA®

❖ Corporate Overview

❖ S/4 HANA Move Challenges

❖ HANEYA® 4 S/4 HANA Move

❖ HANEYA® 4 Solution

- Custom Code Remediation – taking ABAP code to Steampunk!

- Security Roles Cleansing & Update

- Data Cleansing, Carve out, Remediation, Replication and Mapping

- Configuration Workbench / Cockpit

- Zero Down Time (ZDT) Conversion

- Testing Automation
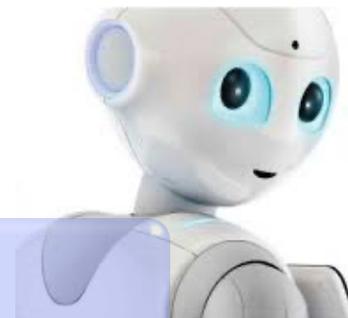
❖ Customer Success Stories

HANEYA®
Client Cases

VisionSoft
Transformation Simplified

Client Testimonials

'Thanks again for the impressive demo. This would really help our customers to minimize the efforts during S/4HANA conversions.'

- Thomas Fiedler from SAP DE

'Haneya Tool with zero downtime is amazing for migration to S/4 HANA'

- Naga Vaitla, Pharma Company CIO

'Haneya is a comprehensive solution for S/4 HANA Migrations – Unicode Conversion, Zero Down Time, Custom code automation, Master data Mapping, Security Roles and Process automation.'

- J. Kiernan from SAP

'Haneya Tool is a robotic automation for Ehp7 upgrades and migration to S/4 HANA. It automates Custom Code and de-mystifies master data complexity. As a result, it cuts down 50% of the cost.'

- Ravi Chandra , Distribution Company CIO

Global Pharma – ECC > S/4 HANA 1709

Global Pharma/ Lifesciences	
Project Description	Client is a strong player in API (Active Pharmaceutical Ingredients) and finished dosages. Its manufacturing plants have U.S. Food and Drug Administration approvals and World Health Organization approvals. It has marketing presence in over 100 countries.
Project Scope	▪ Migration from SoH to the target system S/4 HANA 1709 ▪ Upgrade to Ehp7 and SoH – first step ▪ Implement S/4 HANA Enterprise Management
Sizing Info	▪ No. of users: 1500-2000 ▪ No. of plants: 4 ▪ Head office included	▪ SAP DB Size: 3 TB **Out of Scope** ▪ HR Connectivity ▪ Enhanced request to service
Solution	Started with Ehp7 upgrade and SoH. Then, migrated from SoH to 1709
Team Size	Project implementation : 5 (including client resources)
Issues / Challenges faced	1. Custom Code Complexity 2. Master data Cleansing and Business verifications 3. FDA Validation / GMP / Quality Management
Value proposition	✓ Cost reduction by 60 % as compared to the estimates from an established SI ✓ Project completed in 6 months as compared to the projected timeline of 11 months by SI (45% reduction). ✓ over 80% of custom code remediated automatically, with about 20 % of manual code correction ✓ Tables, Transactions and Data mapped automatically

Global Industrial conglomerate: ZDT solution for Migration from ECC 5 to S/4 HANA (1809)

Project Description	The Client is a <u>multinational</u> industrial <u>conglomerate</u> with over $4 billion in revenue. The Client chose HANEYA ® - Zero Down Time Service/ Solution as it enables minimum business disruption during the cut over. Of interest to the client was the dual approach - a combination of HANEYA® ZDT Solution along with SAP SUM / DMO®
Project Scope	Zero Downtime Solution with minimum business disruption while migrating from ECC (5) to S/4 HANA 1809 – objective is 4-5 Hours down time
Sizing Info	• Geographic Scope – Nigeria/ Africa • No. of users: 2500 • No. of offices : 1 • Head office included – 1 • # of custom objects – 5000 • DB Size – 5TB
Solution	Zero Downtime Solution powered by Haneya for migration from ECC (5) to S/4 HANA 1809. Solution enables client to continue the business on ECC platform during the cutover and switch to S/4 with just 4 Hours downtime. .
Team Size	Visionsoft 2 members (1 ZDT consultant and 1 Data Consultant)
Issues / Challenges faced	▪ Huge Volumes of Data ▪ Business Downtime Complexity ▪ Unique Business Processes (TMS)
Value proposition	▪ A business disruption of just 4 hrs while the pointers are switched over from ECC to S/4 HANA (1809) in production at go-live. ▪ Risk Free Migration with Roll Back functionality ▪ Zero impact to its clients during the migration

Global Consumer Company – SAP ECC > S/4 HANA 1809

Consumer Products Company

Project Description	A major American an online grocer that delivers to residences and offices in the New York City metropolitan area.
Project Scope	Migration from ECC to 1809
Sizing Info	▪ Custom Objects : 5000 ▪ Security Roles : 200 ▪ Custom tables/ cloned objects/ custom enhancements : 300 ▪ No. of users: 1000 ▪ SAP DB Size: 11 TB
Solution	Ehp7 upgrade followed by migration to 1809
Team Size	Project implementation team : 5
Issues / Challenges faced	1. Securing leadership approvals took multiple sessions 2. Availability of SMEs during the impact assessment phase was a major challenge 3. Inducting the FICO functional specialist took time 4. Custom Code Complexity 5. Master data Cleansing and Business verifications
Value proposition	✓ Cost reduction by 60 % as compared to the estimates from an established SI ✓ Project completed in 7 months as compared to the projected timeline of 15 months by SI ✓ Over 80% of custom code remediated automatically, with about 20 % of manual code correction ✓ Accurate and seamless Migration on Time

Global Chemical Company - S/4 HANA 1610 > S/4 HANA 1809

Global Chemical Company

Project Description	Client is a leading electronic materials company providing high-purity chemicals and gases, delivery systems, services and materials expertise. Client upgrades from S/4 HANA 1610 to 1809 leveraging the new functionalities in S/4 HANA including Digitization and IOT opportunities.
Project Scope	Upgrade from S/4 HANA 1610 to 1809
Sizing Info	✓ Geographic Scope – USA ✓ Head office included – 1 ✓ No. of users: 300 ✓ # of custom objects – 5000 ✓ No. of plants: 3
Solution	1610 Greenfield implementation followed by migration to 1809
Team Size	▪ Project implementation : 3 – HANEYA ▪ Client team – SMEs as required
Issues / Challenges faced	- Process Complexity - Data Cleansing and Scrubbing
Value proposition	✓ Reduces the effort and cost by 60-65% ✓ Automate T Codes replacement ✓ FTE hours Savings ✓ Automate Security ✓ Code remediation (Objects remediation) ✓ Automate Process Configuration ✓ Process Remediation ✓ DB Conversion w/ Zero down time (ZDT) ✓ Master Data Remediation ✓ 100% error free data

Global Retail Company - S/4 HANA 1503 > S/4 HANA 1809

| Global Retail Company	
Project Description	A major American designer and marketer of children's apparel. Customer has a critical timeline to Go-Live By Dec 2019
Project Scope	Migration from S/4 (Finance) 1503 to 1809
Sizing Info	▪ Custom Objects : 1331 ▪ Security Roles : 84 ▪ Custom tables/ cloned objects/ custom enhancements : 187 ▪ No. of users: 220 ▪ SAP DB Size: 1 TB
Solution	Greenfield implementation followed by migration to 1809
Team Size	Project implementation : 5
Issues / Challenges faced	▪ Securing leadership approvals took multiple sessions ▪ Availability of SMEs during the impact assessment phase was a major challenge ▪ Inducting the FICO functional specialist took time
Value proposition	✓ Project timeline of 13 months projected by the current Service provider will be completed in 5.5 months ✓ In-flight project

Global Publishing Group

Project Description	A global publishing company with over $3 Billion revenue in the business of selling and publishing books, Learning, Science, and Education
Project Scope	Technical Upgrade from SAP S/4 1511 to 1809 Modules: Finance & BPC
Sizing Info	▪ Custom Objects: 3000 ▪ Security Roles: 100 ▪ Custom tables/ cloned objects/ custom enhancements: 1000 ▪ No. of users: 1000 ▪ SAP DB Size: 2 TB
Solution	Haneya integrated with HP ALM solution deployed for automated upgrade from 1511 to 1809.
Team Size	Executed by client team of 4 (1 Basis, 1 ABAP, 1 tester and 1 PM) with SME support and guidance from Visionsoft
Issues / Challenges faced	▪ Alignment on Testing Process & Tool ▪ Competing Priorities ▪ Custom Code and BW Complexity
Value proposition	▪ Project timeline of (5 Months) budgeted by Client, was proposed for 9 months w/o HANEYA ▪ HANEYA Custom Code Corrections automatically ▪ HANEYA Process Guided Configuration automation for Finance and BPC modules ▪ HANEYA automation for security Roles updates ▪ ALM integrated solution with a ready repository of test scripts (industry best practices) expected to accelerate testing and ensure a quality upgrade In-flight project

VisionSoft
Transformation Simplified

- Custom Code Complexity and Incompatibility between ECC and S/4 HANA

  - Custom Code will not work in S/4

  - Functional Modules have been obsolete

  - Tables have been obsolete

- Business Partner(BP) Transformation and Mapping

  - Gaps with the CVI process - Credit Risk Account Number is different in HANA

  - Mapping Customers and Vendors to one BP Account# is not accurate

  - Consolidation doesn't work: Customers with same address come in as two different BPs

- G/L account issues during DMO transfer

  - Secondary Element Category is blank when it transfers to S/4 HANA

  - Some G/L elements don't get transferred

- Master Data is inaccurate

  - Data is not ready for S/4 HANA Migration

  - Data contains issues and errors

  - Data is redundant
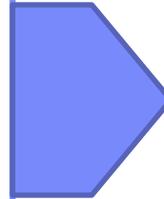
**HANEYA®
Automated
Solution**

- ECC Security roles don't work in S/4 HANA
    - Custom Code will not work in S/4
    - Functional Modules have been obsolete
    - Tables have been obsolete
- Process Transformation & Configuration
    - SAP doesn't have automated identification of Processes changed / added
    - Configuration needed to be identified manually
    - Impacted processed to be added manually
    - Impacted Configuration is manual conducted – finding a needle in the hays stack!
- Data Carve out is NOT possible
    - Section of data can't be replicated to S/4 HANA
    - High quality data can't be differentiated from unproductive data
- Zero down time is not feasible
    - During the cutover, ~Zero Down Time is not accomplished. It takes 72 hours system down time.
    - Business can't afford down time of 72 hours
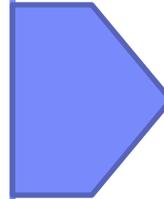
**HANEYA®
Automated
Solution**

VALUE PROPOSITION & MERITS

Speed — Automates upgrades and migration with 100% Hanification

Saving — Saves 40 cents to a Dollar, with ZDT

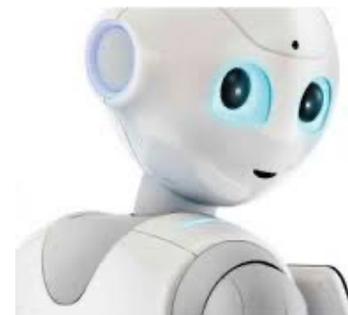**Quality** — 100% accuracy with 80% automation

Safety — Product Governance framework enables review prior to remediation

Agenda

❖ Appendix

Data Scope (overall)

- Customers and Vendors – Business Partners

- Contracts and Pricing

- G/L Master

- Profit Centers

- Cost Centers

- Fixed Assets

- Cost Objects

- Lease Contracts

- Treasury & Risk Master

- Location Master

- Transactional Data Balances

  o Inventory Balances

  o G/L Balances

  o A/R Balances

  o A/P Balances

  o Asset Balances

  o Internal Orders

  o Sales Orders

  o Purchase Orders

DMAG ™
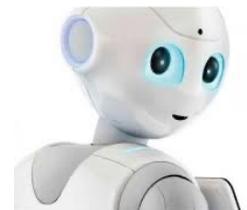
HANEYA® Approach – Master Data Governance
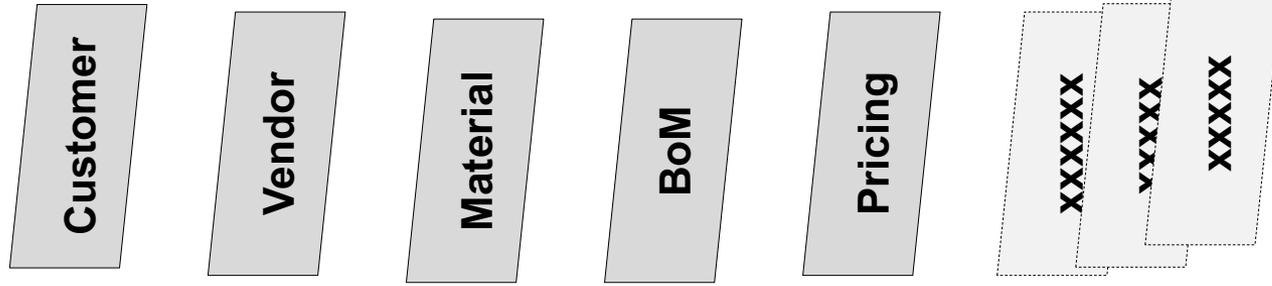
Webdispatcher (secure layer)

DMAG™ Webforms (user interface leveraging SAP WebDynpro)

Webdynpro / SAP/ Excel Upload

- Customer
- Vendor
- Material
- BoM
- Pricing
- XXXXXX
- XXXXX
- XXXXX

Staging Area

Business Application Layer

DMAG
(*Business Process Validations, Governance, Audit trails, Approval flows*)

SAP ERP Layer

S/4 HANA (or) ECC

We are specialized in S/4 HANA Migrations and Master Data Management powered by our innovations, HANEYA® and DMAG™ coupled with with our Industry and HANA Specialization, sets us apart from the competition and makes us best fit for this partnership engagement

SAP® Certified Integration with SAP HANA®

High Quality

Our Experience and Delivery Capabilities (Master Data Cleansing Data Migration, S/4 HANA & MDM)

Speed - Automation

Savings - Lean Model

Proven S/4 HANA Move, BW/4 HANA and MDM Case Studies Globally

SAP®

Reliable & Established Partner

Industry Best Practices
- Industrial
- FMCG

People, Technology and Process (Data Management Process, DMAG &HANEYA® and Governance Framework)

Innovation & Specialization in ECC & S/4 HANA

Good Standing SAP partnership