



# | FIT4Manufacturing

Our process model for manufacturing accelerates your path to SAP S/4HANA transformation

## | Initial Situation and SAP S/4HANA Vision

Based on their specific IT and digitalization strategy, manufacturing enterprises might already have concluded their first in-depth analyses regarding a possible transformation roadmap towards SAP S/4HANA (new implementation, conversion, hybrid scenario – selective data transition).

However, the provided SAP analyzation tools or a strategic top-down advisory approach are often not enough for a foundation decision. The customer specific individualized SAP-ERP-transformation needs to benefit from SAP Best Practices to reduce costs, elevate the customers' satisfaction, to improve processing and lead-time – independent from the transformation methodology itself.

SAP's digital core concept provides the standard ERP functionalities out-of-the-box and forms the central component of a modern, open and customer-centric IT-architecture. Thus, SAP S/4HANA unfolds the full potential regarding innovation and responsiveness.

## | The Approach

Our bottom-up driven approach is a extensive accelerator in order to verify your manufacturing industry requirements to the Fit4Manufacturing template. We combine existing SAP Best Practice scenarios (Scope Items) and end-to-end (E2E) processes to identify important business requirements and evaluate appropriate process changes efficiently and quickly.

We will upload your master data into a SAP S/4HANA Demo system provided by us. With the related use case stories and process templates, you are able to validate business processes and functions and gain valuable insights of your requirements comparable to the SAP S/4HANA behaviour – everything based on your current product lines. In parallel, we provide the template E2E-processes (BPNM-2) inside the SAP Solution Manager.

We will take care of the topics system, licence, loading, etc. The entire PoC-landscape with you master data will be available on the Google Cloud Platform (GCP) after only four weeks.



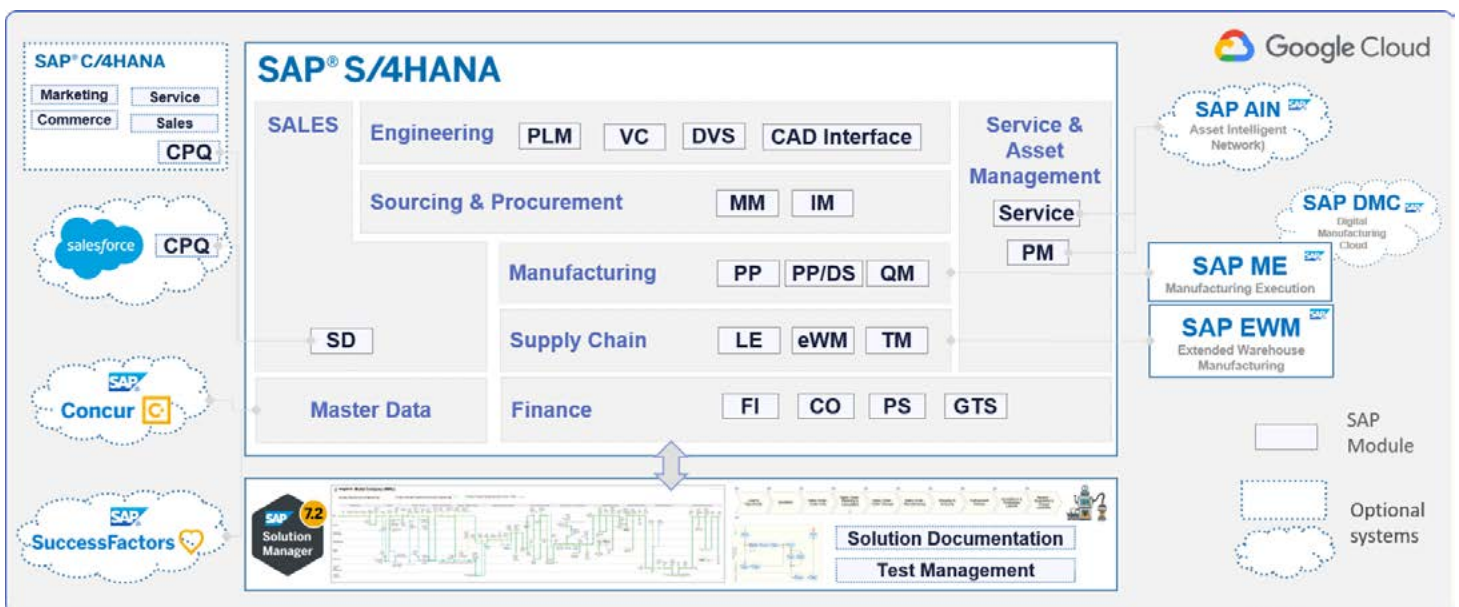
## Guidelines and Principles

- | Business benefits is the focus with regards to processes and functions
- | Standardization (SAP Best Practices) is mandatory – with the predefined mapping of process steps to scope items the standard is ensured and only by way of exception not to be followed
- | If the SAP standard does not suffice, customer-specific requirements are recorded

## Methods, Templates, and Accelerators

- | The selection and mapping of your relevant core processes used today to our E2E template and your used product and master data within the SAP S/4HANA system guarantees highest efficiency and decision-making ability during the proof of concept analysis.

## PoC-Architecture & Applications



## Fit/Gap & Fit-to-Standard

- | During the Fit-Gap and Fit-to-Standard workshops, we will identify your required functional range, developments, interfaces and possible innovations based on the Fit4Manufacturing template. Through mapped E2E processes to the requirement, the fit-to-standard and fit-gap is efficiently validated and possible to document efficiently.

## Reliable results

In combination with the provided customer-specific SAP S/4HANA standard system, the Fit4Manufacturing process model and our structured and efficient analysis methodology, you will receive operationally verified and accepted results with regard to various technical, time and business value dimensions.

Accordingly, we receive a verified complete and a solid basis for their further S/4HANA transformation and implementation path. Furthermore, we work with you to develop appropriate recommendations considering organizational and operational changes.



## Your investment

The initial pricing model is based on customer-specific process requirements, the actual degree of coverage of our process model, and the scope of the E2E core processes/scenarios. The minimum basic price is EUR 100,000.



Verification of the selected core processes - seven core processes and additional support processes are available



Setup of the customer-specific SAP S/4HANA system with selective customer product and master data



7 E2E core processes, 91 business scenarios, 650 business process steps documented in SAP Solution Manager, managed in prepared business process structures (format: BPMN 2) with corresponding test case descriptions. Those remain with the customer in any case



Preparation and execution of workshops on the relevant end-to-end processes



Result preparation, presentation, recommendation

## Individual transformation path

By means of the described procedure, we work together to develop reliable and accepted results to finally determine your suitable SAP S/4HANA transformation path (new introduction, conversion, hybrid - selective data transformation). Through an operationally driven bottom-up approach, you achieve a clear and fact-based picture of the potential benefits and the associated effort and investment to be made.

Regardless of the actual transformation methodology, the proof of concept results are always taken into account in the subsequent transformation phase. We are happy to support you in this process with a practice-oriented and proven methodology.



## | Nagarro ES

Nagarro ES is a leading German IT full-service provider for complex business applications and ERP landscapes in digital transformation. With a workforce of more than 750 employees, Nagarro ES is one of the strongest and most innovative SAP partners for German medium-sized enterprises and large international customers. This can be seen in our successful projects with many midsize companies and 13 out of 30 DAX-listed companies.

We not only advise our customers on IT strategy and process issues, but also implement and operate systems, furthermore, deliver support and maintenance services. In addition to many years of SAP experience in cross-industry core processes, we provide excellent and specific know-how in trade, process industry, manufacturing, professional services, and public sectors. Our approach is open-minded; we support our customers on-prem, in the Cloud or in hybrid scenarios. Moreover, we boost efficiency by providing in-house developed products.

The comprehensive expertise of Nagarro ES employees in the SAP environment can not only be directly experienced in our work on customer's site but it is also certified: We are SAP Gold Partner, SAP Cloud Focus Partner and the first partner worldwide who has been awarded the SAP Recognized Expertise for SAP S/4HANA Cloud.

As a part of the globally acting Nagarro with more than 8,400 employees in 25 countries, we provide our customers international reach and access to further technology solutions from a global player in software engineering with 1,500 SAP specialists worldwide.

## | Your contact persons



### | Nils Krämer

Nils Krämer has more than 15 years of SAP project experience. He has participated in and executed several template, rollout and SAP strategy projects. Nils Krämer is focused on the manufacturing industry and has been concentrating on the S/4HANA transformation for several years.

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### | Michael Nicolai

Michael Nicolai has almost 25 years of SAP experience in the areas of SAP strategy, SAP ERP / S4HANA implementations and SAP managed services, SAP Application Management Services (AMS) and SAP Operations Services

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### | Dieter Kosancic

Dieter Kosancic accompanies and advises companies from the manufacturing industry on the path to digitization. Specifically, he supports his customers in SAP S/4HANA Green and Brown-field projects, which he sees as an important basis for mastering further challenges of digitization. His aspiration is to work with customers at eye level and, as a trusted advisor, to support customers on the challenging path of digital transformation in a spirit of partnership.

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