

Digital Transformation - what is Digital anyway?

Digital alignment doesn't have to be so hard. Define. Align. Clarify.

Whether it is S/4HANA, a new customer experience, or a roadmap to the future, digital transformation is the latest trend. We hear terms like Digital Native and laggard, but what does it really mean? Digital has been around as long as binary code, so what is this new marketing hype really all about?

- Defining digital clarity over confusion
- Aligning software and technology to digital
- Clarifying the future

See: [Defining Digital Business](#)



IITRun.com
R3Now Consulting, LLC., dba IITRun
<https://www.iitr.com>



Brown or Green - your journey to the future

Look for clarity on your path. Simplify.
Standardize. Optimize.

Whether your S/4HANA path leads to upgrading, re-implementing, or something in between, we show you the way.

Our simple, straightforward, rapid assessment clarifies your path forward. With alignment on the way forward, we quickly assess your existing customizations, providing solution approaches such as:

- Simplifying the landscape
- Standardizing new development methods
- Optimizing governance

See: [Digital Success Starts with Simplifying and Modernizing](#)

Brown or Green

01

Cloud Considerations

02

The Way Forward

03

System Integrator RFP

04

IITRun Difference

05

Let's Talk



Cloud Considerations - blue skies & silver linings

Avoiding the storms during the transition. BYOL? Hyper? All in?

Like most ERP applications, SAP's is at least a 20 year solution investment. That long horizon combined with the speed of technology change makes Hyperscaler or SaaS hosted solutions a key consideration.

We help you understand the migration options and how that affects the conversion of your SAP license portfolio. Do you update your perpetual licenses and Bring Your Own License (BYOL) to a Hyperscaler? Do you rely on SAP hosting and their SLA's? Or do you go all in on SaaS cloud options with subscription payments? We help clarify your journey.

IITRun.com
R3Now Consulting, LLC., dba IITRun
<https://www.iitrunc.com>

Brown or Green

01

Cloud Considerations

02

The Way Forward

03

System Integrator RFP

04

IITRun Difference

05

Let's Talk



The Way Forward - a pathway to success

Knowing the destination avoids aimless wandering. Align. Plan. Create.

Unclear expectations and requirements before engaging a System Integrator is one of the biggest challenges we see with SAP enabled enterprises. Designing and building your draft journey map before engaging an SI allows the business to get aligned. For some customers mapping the right journey leads to 7 or 8 figure savings on software and as much or more on services. Our Rapid Prototyping and Modeling (RPMSM) with the SAP Model Company for fit-gap accelerates knowledge transfer, identifies opportunities, and guides your future solutions.

- Align on scope and budget
- Plan out example staffing
- Create the deployment strategy

IITRun.com
R3Now Consulting, LLC., dba IITRun
<https://www.iitrunc.com>

Brown or Green

01

Cloud Considerations

02

The Way Forward

03

System Integrator RFP

04

IITRun Difference

05

Let's Talk



System Integrator RFP

- do you get what you pay for?

Your RFP sets the course for reaching your destination.

Our experience has shown that a well defined RFP contains a complete roadmap of your draft project and future state. A well done RFP builds a foundation for success with the right system integrator. Many items you would see in a comprehensive project charter are keys to a successful program journey and include things such as:

- Proposed scope and requirements
- Schedule
- Deployment approach & locations
- Software requirements
- Technical requirements
- Project staff commitments and much more

IITRun.com
R3Now Consulting, LLC., dba IITRun
<https://www.iitrun.com>

Brown or Green

01

Cloud Considerations

02

The Way Forward

03

System Integrator RFP

04

IITRun Difference

05

Let's Talk



The ITRun Difference

Current System Integrator models are broken for S/4HANA at mature SAP customers with a CoE or established support staff.

Why do we say they are broken? Whether you are considering a brown field, green field, or hybrid deployment, the System Integrators are not optimized to enable a move to standard. Moving away from customized technical debt, in an existing SAP landscape, requires senior resources who are able to help you understand de-customizing tactics. Their sales teams talk a good game, but when it comes time to execute, they don't provide the resources who understand new approaches to development and solution delivery. Big integrator staffing pyramids, combined with heavy junior level offshore delivery, struggle with the knowledge transfer to *your resources* that is critical to *your independent* long term S/4HANA success.

Your CoE and support staff *already know SAP*, they just don't know standard options to replace custom functionality. **Retooling your people doesn't require their army!**

Your ability to pivot to different customer solutions, and to develop innovative products and services, has never been more important. With the rise of digital technology, more and more organizations are focusing on new revenue channels, re-tooling to develop software, monetizing existing assets or content, and **transforming** business models. They are bundling their own products and services with 3rd parties, even competitor products and services. More and more customers are looking for partners who can provide an "easy" button to the different products and services they need. Our Digital focus is all about **transforming** your business to focus technology investment on your customer.

Innovate. Integrate. Transform. Run. enabling you to go further!

Going further starts with our mission for the future that is sparked with **innovation**, moving through **integration**, delivering business **transformation**, and support to **run** your organization.

Digital isn't just about some new technology, Digital is about your customers and markets!

Our **innovation** capability development focuses on enabling foundations for ongoing business model **transformation** and **integration** of new business approaches. Our combination of digital technology, with unique process and approaches to building an **innovation** organization, helps deliver repeatable **innovation** execution.

Innovating and developing new business models requires more than just technology – it requires **integrating** systems and people.

Our architects help simplify your landscape while providing future guidance for business and IT **integration**. We focus on creating a nimble organization for responding to a competitive marketplace with the people alignment and technology for business transformation needed to **run** better in today's markets.



Let's Talk

01

02

03

04

05



Let's Talk

Many companies recognize S/4HANA as an opportunity to simplify, streamline, and optimize old customized processes. Some choose a technical upgrade while addressing technical debt, many others choose a re-implementation with a focus on getting back to standard. Whatever path you choose we are experienced guides on this journey.

Embarking on an S/4HANA Digital Transformation Journey is no small task. SAP's old architecture, under R3 and then later ECC, lasted about a quarter century. There is no reason to expect that a Digitally focused S/4HANA change is less profound.

Reach out today to see how we can help you reach your destination!



Bill Wood
Executive Leader
IITRun
Bill.Wood@iitrun.com
(704) 905 - 5175

Rick A
Principal SAP Architect
IITRun
Rick.A@iitrun.com

Karthik Viswanathan
Executive Leader
IITRun
Karthik.Viswa@iitrun.com
(336) 692-5786

RV Kumar
Senior SAP Advisor
IITRun
RV.Kumar@iitrun.com



<https://www.iitrun.com>

INNOVATE. INTEGRATE. TRANSFORM. RUN.

enabling you to go further

Let's Talk



01

02

03

04

05



**INNOVATE. INTEGRATE. TRANSFORM.
RUN.**

enabling you to go further



About IITRun

R3Now Consulting, LLC., is doing business as (dba) IITRun. IITRun refers to one or more of R3Now Consulting, LLC., Renvis LLC., its network of member organizations, and their related entities. Member organizations include legally separate and independent entities. Please see www.iitrunc.com for more information about the organization.

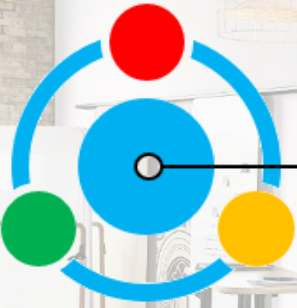
This communication contains general information only, and none of IITRun, its member firms, or their related entities (collectively, the “IITRun network”) is, by means of this communication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified adviser. No entity in the IITRun network shall be responsible for any loss whatsoever sustained by any person relying on this communication.

© 2021 For more information, contact IITRun or online at www.iitrunc.com/contact

IITRun.com

R3Now Consulting, LLC., dba IITRun

Innovate.
Integrate. *Run*
Transform.



INNOVATE. INTEGRATE. TRANSFORM.

RUN.

enabling you to go further

One of the world's leading workspace solutions companies--, a leader in creating great experiences with architecture, furniture and technology products.

The customer was considering a move to S/4HANA from their highly customized ECC environment that had grown up over 20+ years. The IT support costs were high, it was increasingly difficult to find resources to support the system, additional solutions were taking too long, while adding standard SAP capabilities was time consuming and expensive to work around existing customizations.

In a few months we helped align their evaluation team with new skills and capabilities on what is possible with standard SAP. We provided a path forward to de-customize the existing SAP system and move close to standard for their upcoming S4 deployment. Our tools, templates, and skills helped move them to new governance, new CoE capabilities, and the path forward for S/4HANA without disrupting their business.

Requirements

- S/4HANA fit-gap & prep
- Software license negotiations with SAP
- Reduced IT Costs
- Business Agility

- Reduce Technical debt
- Accelerate deployments and IT delivery speed
- M&A or Divestiture flexibility
- Get back to standard

Industry

- Manufacturing
- Distribution
- Engineering
- Services
- Technology

Products and Services

- Architectural walls
- Office desks, chairs, lighting, etc.
- Digital displays and meeting room technology
- Design and Engineering services

Organization Size

- 80+ Locations
- 14,000+ employees
- \$3.65B (2018)

Geography

- Global
- US Based

References

- Contact us for references



**INNOVATE. INTEGRATE. TRANSFORM.
RUN.**

enabling you to go further

A 60 year-old privately held materials science company focused on discovery, product innovation and rewarding careers for Associates with a commitment to innovation that shapes everything they do.

The client is making the migration away from their fragmented architecture to a nearly 100% cloud based SAP and S/4HANA infrastructure. There were challenges with the existing System Integrator in defining scope, schedule, approach, and direction. We were brought in to help with additional program details, scope review, and aligning the deployment approach to support a detailed RFP.

Business and IT organizational alignment, and then participation, were a key component of the effort. Using a hybrid RFI approach we helped narrow the vendor selection. Then with the RFP we added additional vendors and made final selections from the RFP list that started out with nearly 10 candidates. Internal business challenges including gaining business acceptance and buy-in, and then creating the rough staffing plans to deliver a global program in a regulated environment.

The project was delivered on time, vendor selections made, the complete software BOM developed, and all agreements signed. *Tangible software cash savings (not based off list, but actual cost savings)* was into 8 figures. The System Integrator related savings were well into 9 figures based on the original SI estimates.

Requirements

- Deep SAP Solution Architecture experience
- Understanding the SAP Cloud capability and licenses
- Big X deployment options

- Develop an SAP BOM for a 5 +/- year program
- Understand business and organizational culture impacts
- RFI & RFP vendor selection

Industry

- Manufacturing
- Life Science
- Automotive
- Services
- Technology

Products and Services

- Bio-Pharma
- Filtration
- Fibers / Fabrics
- Electronics
- Cables
- Consumer Products

Organization Size

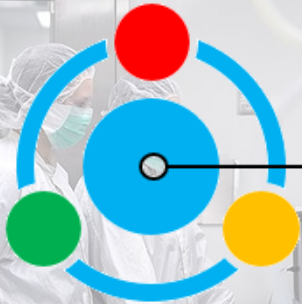
- 70+ Locations
- 11,000+ employees
- \$3.8B (2019)

Geography

- Global
- US Based

References

- Contact us for references



INNOVATE. INTEGRATE. TRANSFORM.

RUN.

enabling you to go further

Over 100 years-young and on a transformation journey to building a better tomorrow through science and innovation. They have a global impact, while holding high standards of integrity, and societal responsibility.

The client is consolidating a major US acquisition into a Global SAP Instance. We were brought in to provide leadership on the S/4 Transformation roadmap, instance strategy, best practices for uplifting the global template definition, and, to help reduce technical debt via de-customization. There were challenges with multiple existing System Integrators and we assisted in defining the project charter and establishing the project governance model.

We helped define the S/4 HANA roadmap with an interim solution through Suite on HANA for core SAP functionality, S/4 HANA sidecars for Central Finance with Treasury and Master Data Governance. This approach is providing a smoother acquisition integration while building a platform for easier integration of future mergers and acquisitions.

We are being tasked with program technical leadership, architectural guidance, and integration best practices in areas such as the introduction of ODATA services and SAP API manager. We are providing guidance for improved operational capabilities in areas such as test automation, performance, and volume testing, to meet the company ethos of faster, better, simpler.

Requirements

- Acquisition integration of a large, multi-national US operation
- Migration to S/4HANA
- Technical evaluation for de-customization

- SAP instance consolidation
- Integration of multiple companies

Industry

- Consumer Products
- Biotech

Products and Services

- End use consumer products
- Pharmaceuticals

Organization Size

- 49 Countries
- 56.000+ employees
- > \$25B (2019)

Geography

- UK based
- Sales in every country

References

- Contact us for references