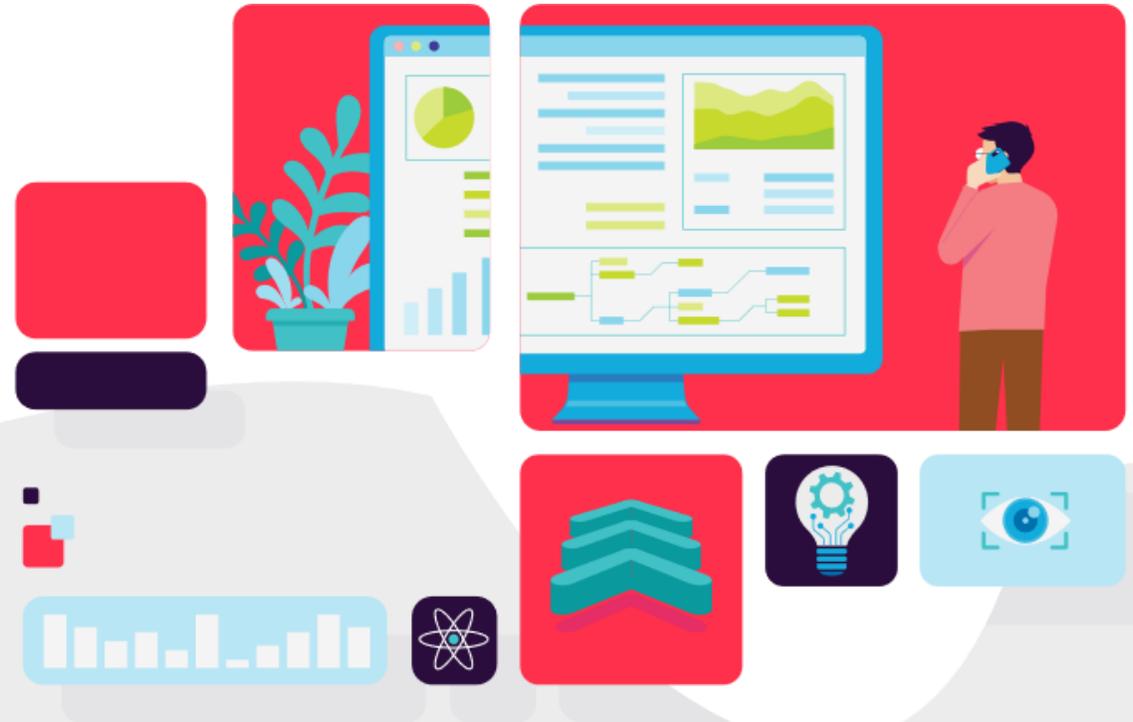




Seize the SAP S/4HANA transformation opportunity

Modernize your core with SAP S/4HANA on Microsoft Azure and accelerate your journey towards becoming a Renewable Enterprise.

SEPTEMBER 2020





Together we help you transform with SAP S/4HANA on Azure



Together we help you seize the once in a generation SAP S/4HANA transformation opportunity.

Through our joint strategic initiative with Microsoft and SAP, called Embrace, we help you digitally transform using our combined capabilities and power of Microsoft Azure, while simplifying the process, minimizing risks and speeding up time to value.

In doing so, we ensure you strive towards becoming a 'Renewable Enterprise' by providing you with a lean digital core that allows for continuous innovation so you grow and evolve in line with changing business requirements and market challenges.



BACKGROUND

**Constant change requires
you to modernize
and transform**





The world is changing at a rapid pace

Are you facing some of these common industry challenges?

Shifting customer demands

The availability of choice and the ease at which purchasing decisions can be made, mean brand loyalty is increasingly elusive. If more demanding customer needs cannot be met, they will quickly look elsewhere.

Agile new competitors

The rapid pace of technological change and the ease at which business can access and implement them have brought a generation of agile new market entrants unconstrained by more dated legacy systems.

More demanding regulation

More demanding regulatory requirements, driven by things like financial oversight or sustainability, are putting greater demands on people, technology and processes in order to remain compliant.



Your ERP needs to adapt to overcome certain challenges

The status quo might be holding you back.

Workarounds and custom code

Over the years, custom code and workarounds have crept in making processes cumbersome and stifling efficiency.

Single complex platform

The core has become one large single platform that lacks the ability to be agile without significant risk and disruption.

Lack of access to new technologies

Opportunities to innovate are being missed due to the inability to access the latest technologies like AI and ML.

Missed data opportunities

A wealth of data is going unused, sitting in siloes outside the reach of leaders who need it for informed decision making.

Inability for the business to evolve

In the long-term, the business struggles to evolve and adapt to changing business requirements and market challenges.



Not just a technical upgrade – an opportunity to modernize and transform

Modernize the core with SAP S/4HANA on Azure and digitally transform to become a Renewable Enterprise with the ability to constantly grow and adapt.

MODERNIZE YOUR CORE

Create a digital core with SAP S/4HANA on Azure

Create a digital core based on Azure and extend the benefits of SAP S/4HANA with opportunities to make the enterprise more efficient and agile while ensuring security, compliance and control.

TRANSFORM YOUR BUSINESS

Accelerate towards a Renewable Enterprise

Combine technologies, processes and the operating model to sustain digital transformation and enable high speed innovation while protecting mission critical applications that run the business.



OUR INITIATIVE

Our strategic initiative: Embrace





An exciting opportunity but there are obstacles

The opportunity to transform is exciting but you must be aware of the pitfalls along the way.

A compelling case for transformation

Many businesses are considering an SAP S/4HANA transition but struggle to create a compelling business case that can deliver significant digital transformation for the organization.

Complex journey with many stakeholders

The journey can often be perceived as complex and cumbersome requiring inputs from multiple stakeholders, both from within the organization and externally from partners.

Inability to prove value at speed

Proving value at speed is not always easy, due to multiple moving parts from a technical as well as a commercial perspective needing to come together cohesively.



That's why we have initiated Embrace

We've come together to build a strategic initiative called Embrace – so you can maximize the opportunities to innovate and transform while simplifying and speeding up the journey of moving to SAP S/4HANA on Azure.



Scalable innovation

We draw on our combined capabilities and leverage the power of Azure, so you have a greater opportunity to innovate, at scale, across your organization.



Simplify the process

The program organizes and simplifies the engagement, which reduces complexity and risk, creating alignment amongst key stakeholders.



Speed up time to value

We drive immediate time to revenue using our jointly developed reference architecture and pre-defined industry approved market journeys.



You're in safe hands with three trusted market leaders working seamlessly together



The most accredited SAP partner

Long-established Microsoft expert

As a trusted strategic industry expert with a heritage of helping clients transform, we bring our deep knowledge of SAP and Microsoft technologies together, so they can be in the best possible way to help you maximize the SAP S/4HANA opportunity.



The global leader in ERP

The most intelligent ERP solution with the broadest and most consistent portfolio of enterprise management solutions that leverage the latest technologies and industry-specific solutions to transform business processes.



Successfully delivered several SAP S/4HANA on Azure projects



Microsoft

25-year partnership with SAP

Technology leader with a comprehensive portfolio of data and analytics and security capabilities, and most notably the most robust, reliable public cloud infrastructure to create an optimized SAP S/4HANA platform.



Why Azure is the best fit for SAP S/4HANA

Most powerful platform

Running SAP S/4HANA on Azure gives you the most comprehensive suite of innovative technologies as well as the most secure platform, all delivered with the cloud scalability you'd expect.

Complementary innovation

Access a large suite of the latest technologies that complement and extend SAP S/4HANA incl. AI, ML, IoT etc.

Security and compliance

Microsoft spends over \$1B per year on cloud security and has more SAP compliance certifications than any other provider.

Certified SAP scalability

Azure offers the cloud scalability you'd expect but also has the most SAP-certified instances of any provider.

Preferred cloud provider

Microsoft have been selected by SAP as the preferred cloud partner due to the long-established relationship, the fit with SAP technologies and their deep enterprise industry knowledge.

Established SAP relationship

Microsoft and SAP have a close history of knowledge sharing with a working relationship that spans over 20 years.

Enterprise knowledge

Microsoft is preferred by SAP for their deep industry enterprise knowledge and ability to provide expert advice.

Joint innovation roadmaps

Azure and SAP work closely together on joint innovation roadmaps, sharing their latest knowledge and IP.

Committed partner

Embrace is evidence of just how committed Microsoft are to SAP S/4HANA and their partners to improving the transition journey and the outcomes for clients.

Client commitment

Committed to making the journey much smoother and more efficient with better outcomes for clients.

Joint program accelerators

Together the two companies have invested in co-developing reference architectures and market journeys.

Current and evolving

The program is wholly focused on addressing evolving hot topics aligned to specific industry needs.



Capgemini is the right partner to deliver SAP S/4HANA on Azure success

Not all SAP S/4HANA propositions are created equal. We help you avoid some of the most common pitfalls before, during and after the transition.



We are the most accredited SAP partner



Unique IP and accelerators

We accelerate implementation with proven preconfigured tools and unique IP.



End-to-end capabilities

Our end-to-end capabilities and consulting allow us to transform the wider organization.



Vision and strategy

We maximize the transition opportunity through our Renewable Enterprise vision.



Committed client values

We always deliver! We are committed to making our clients happy even to our own detriment.



SAP and Azure expertise

Our knowledge and credentials with both SAP and Microsoft technologies are unrivalled.



OUR PROPOSITION

Seize the SAP S/4HANA opportunity with Azure

Through Embrace, we deliver an intelligent, data-driven platform at speed and low risk that allows you to constantly innovate, and 'renew', so you can adapt to constant change, outpace the competition and grow.





The four pillars of your Embrace journey

...the key ingredients to help you on your path to becoming a Renewable Enterprise.



Strategic roadmap

Set out a roadmap and market journey that outlines what is required to make the move to SAP S/4HANA on Azure, while identifying opportunities to modernize and transform.



Modern infrastructure

Reduce TCO, improve operational efficiency and future proof the business with a reliable, scalable Azure reference architecture, implemented at speed that extends the benefits of SAP S/4HANA.



Digital core

Become more flexible and agile with the ability to continually respond to changing business requirements by creating a lean and clean digital core that allows the business to grow and evolve.



Intelligent innovation

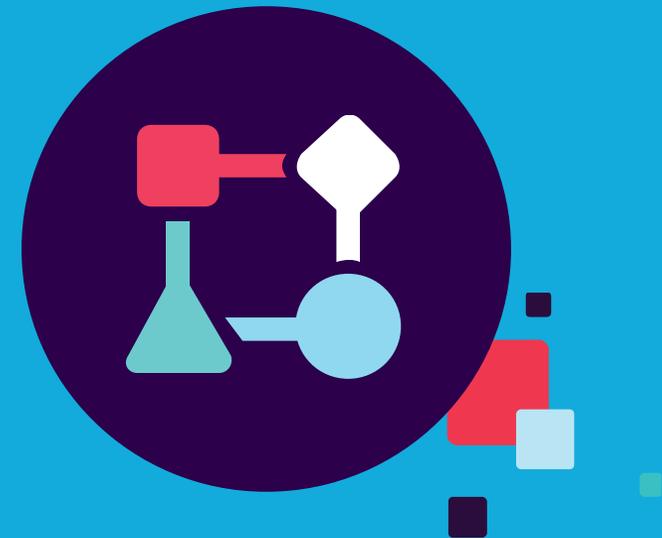
Embed intelligence and innovation into your organization using data-driven insights and use cases that leverage the latest technologies so you can outpace competitors and foster long-term growth.



PILLAR 1: STRATEGIC ROADMAP

Define a transition roadmap and journey towards transformation

Using our deep industry expertise we develop a clear vision and roadmap to SAP S/4HANA on Azure, with market approved journeys that identify opportunities to modernize using data and more efficient business processes, while transforming the operating model.





Lay out a path to your future state

Develop a roadmap to SAP S/4HANA on Azure

We map journey to SAP S/4HANA on Azure tailored to your specific business requirements.

Business assessment

Assess pain points, readiness and adoption culture, so that objectives, based industry drivers can be determined (customer centricity, connected IoT, smart operations etc.)

Data, processes & solutions

Industry benchmarks measure current use of data, business process and solutions to identify a path towards transforming the operating model and becoming a Renewable Enterprise.

Technical architecture

Look at the current landscape to determine the optimal multi-pillar SAP S/4HANA architecture tailored to the specifics of each industry, leveraging Azure and the SAP Industry Cloud.

Transition plan & services

Map a transition plan using a combination of SAP, Microsoft and Capgemini services, solutions and accelerators to speed up the journey as well as engagement services.

Delivers a clear path for innovation – at speed without risk



HOW YOU BENEFIT

Create a clear path for innovation – at speed, without risk

Determine clear objectives

Addresses business drivers and aligns leadership with clearly-defined objectives.

Identify business opportunities (avoids mistakes)

Industry benchmarks identify the greatest opportunities to innovate and differentiate.

Outline technical future state

Determines the optimal future technical multi-pillar landscape based on business needs.

Speed up time to value

Creates a value-driven roadmap with agreed priorities that speeds up time-to-value.

Reduce costs and mitigates risk

Leverages accelerators and pre-configured proven industry journey paths.



PILLAR 2: MODERN INFRASTRUCTURE

Future-proof your business by running SAP S/4HANA on Azure

Speed up the move to SAP S/4HANA on Azure with a reference architecture that can be implemented at speed and low risk, so you can reduce TCO, improve the efficiency of running applications and set the foundation for a future-proof, cloud-enabled business.





Move to Azure with speed and confidence

Using our industry-aligned reference architectures and a proven SAP-specific migration methodology we ensure a smooth and seamless transition to SAP S/4HANA that leverages industry best practice and accelerators.

Reference architecture

Pre-defined Azure-based reference architectures speed up implementation and reduce risk but can be tailored to your specific environment.

Pre-configured baseline

A pre-configured reference baseline means it can be implemented at speed.

No need to start from scratch

No need to start from scratch reduces additional costs of creating something new.

Tried and tested architecture

The architecture has been proven and refined so you can be assured of minimal risk.

Implementation methodology

We use a proven SAP-specific migration methodology that manages the process so you can minimize risk and keep costs down.

SAP-specific methodology

We follow a specifically designed methodology that can reduce implementation effort by 20%.

Automated accelerators

Accelerators automate non value-add tasks and speed things up with agile tools and techniques.

Engagement services

We offer ongoing support and engagement services to ensure the transition goes smoothly.



HOW YOU BENEFIT

Azure maximizes and extends the benefits of SAP S/4HANA

Reduce TCO and improved efficiency

Provides a shared platform and robust tools to manage workstreams which reduces operational costs and improves cost transparency.

Data management and insights

A unified view of data across the enterprise provides more insights and access to innovative new technologies.

Greater operational scalability

Offers the ability to scale not only technology workloads but operations themselves to meet changing business demands at speed.

Improve business agility

The provisioning time for applications is vastly reduced and the deployment of more frequent 'value drops' using DevOps is enabled.

Enhance reliability and security

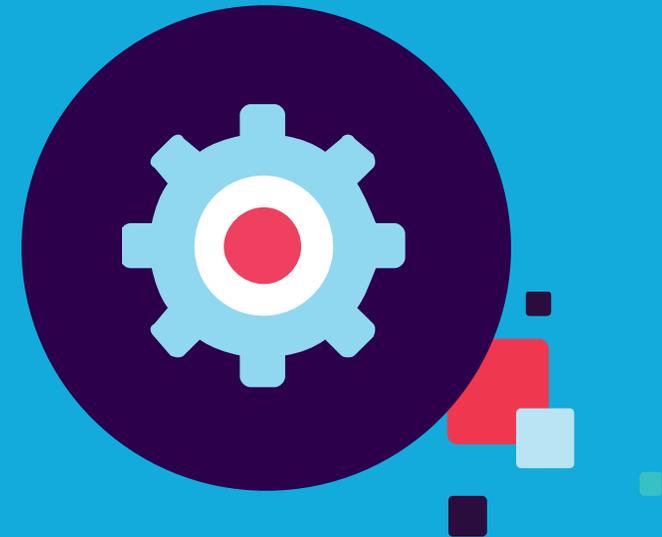
Azure is the most reliable and secure cloud platform helping to instil confidence and meet security and regulatory needs.



PILLAR 3: DIGITAL CORE

Stay lean and agile with a simple and clean digital core

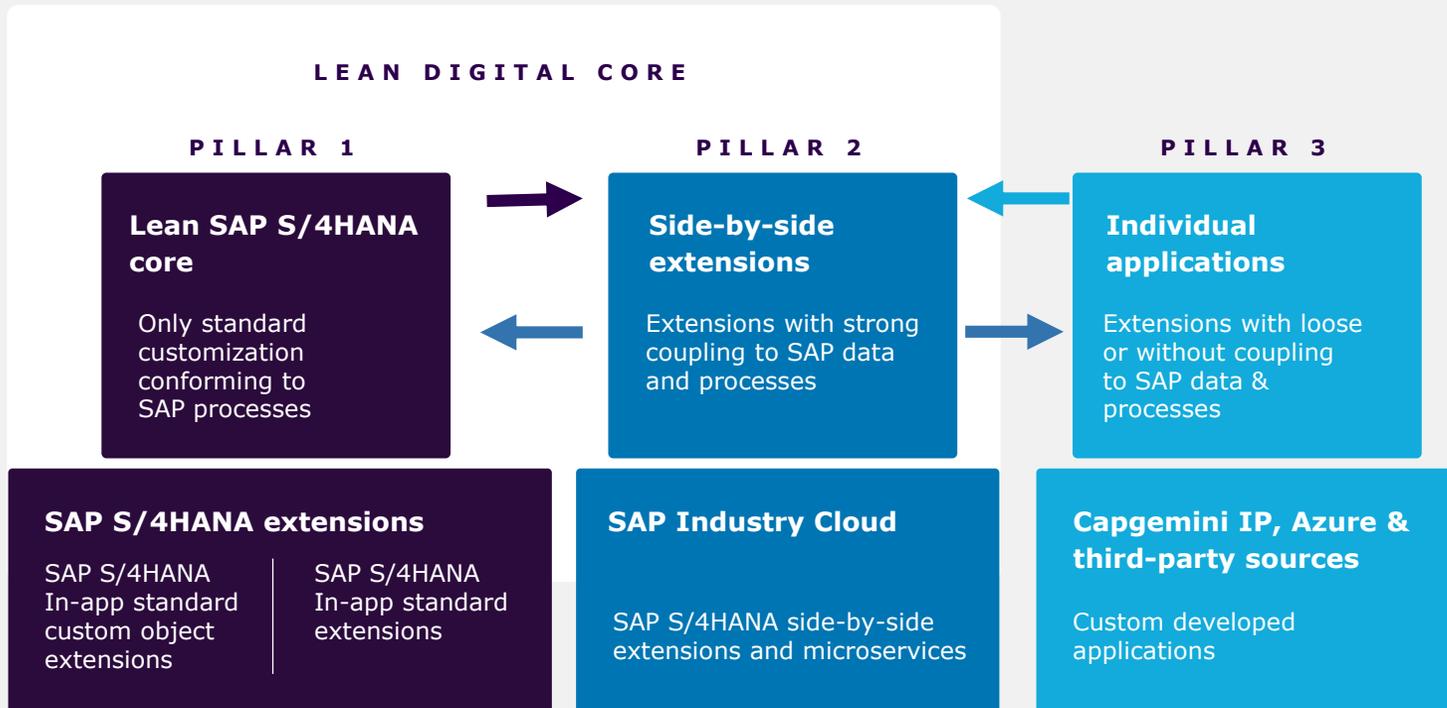
Using our multi-pillar approach, we make the core as clean and lean as possible, so you remain agile and can respond to changing market demands, without disrupting your most important core applications.





Optimize the platform with a multi-pillar solution architecture

Our multi-pillar solution architecture helps build business advantage at the right place, so the core remains clean and you remain as agile as possible.



It's best to use standard functions of the core ERP platform and move extensions to the SAP Cloud Platform and Azure, while customized applications live outside the core all together.

Step 1: Define your business domains

Decide in which domains you can build business advantages at the right place and on the right platform.

Step 2: Categorize them into pillars

Categorize applications into pillars, moving business differentiators and previous customization outside, so processes remain agile and minimize disruption.

Step 3: Carve out services

Carve out existing custom code during the transition to keep the core as lean and clean as possible.

Step 4: Move innovation to the edge

Build new custom applications at the edge using a combination of SAP, Azure and Capgemini IP.



HOW YOU BENEFIT

Remain agile while protecting critical applications

Enhance business agility

Simplify the digital core to increase business agility.

Positions for future growth

De-couple core and edge apps for future growth without disruption.

Improve insights and decision making

Use data across the organization to enhance decision making.

Extend core capabilities

Customize and extend core SAP S/4HANA with microservices and SAP Industry Cloud.

Remove unnecessary complexity

Remove the unstructured evolution of bespoke applications.

Deliver incremental change

Change can be implemented incrementally without the need to lift and shift.



PILLAR 4: INTELLIGENT INNOVATION

Become a Renewable Enterprise with continuous intelligent innovation

Respond and foresee market and customer demands by leveraging data for deeper insights, while continually developing innovative solutions and apps so your business can adapt and grow.





Innovate around the core and become a Renewable Enterprise

We help you become a Renewable Enterprise by fostering continuous innovation around the core using the latest technologies.

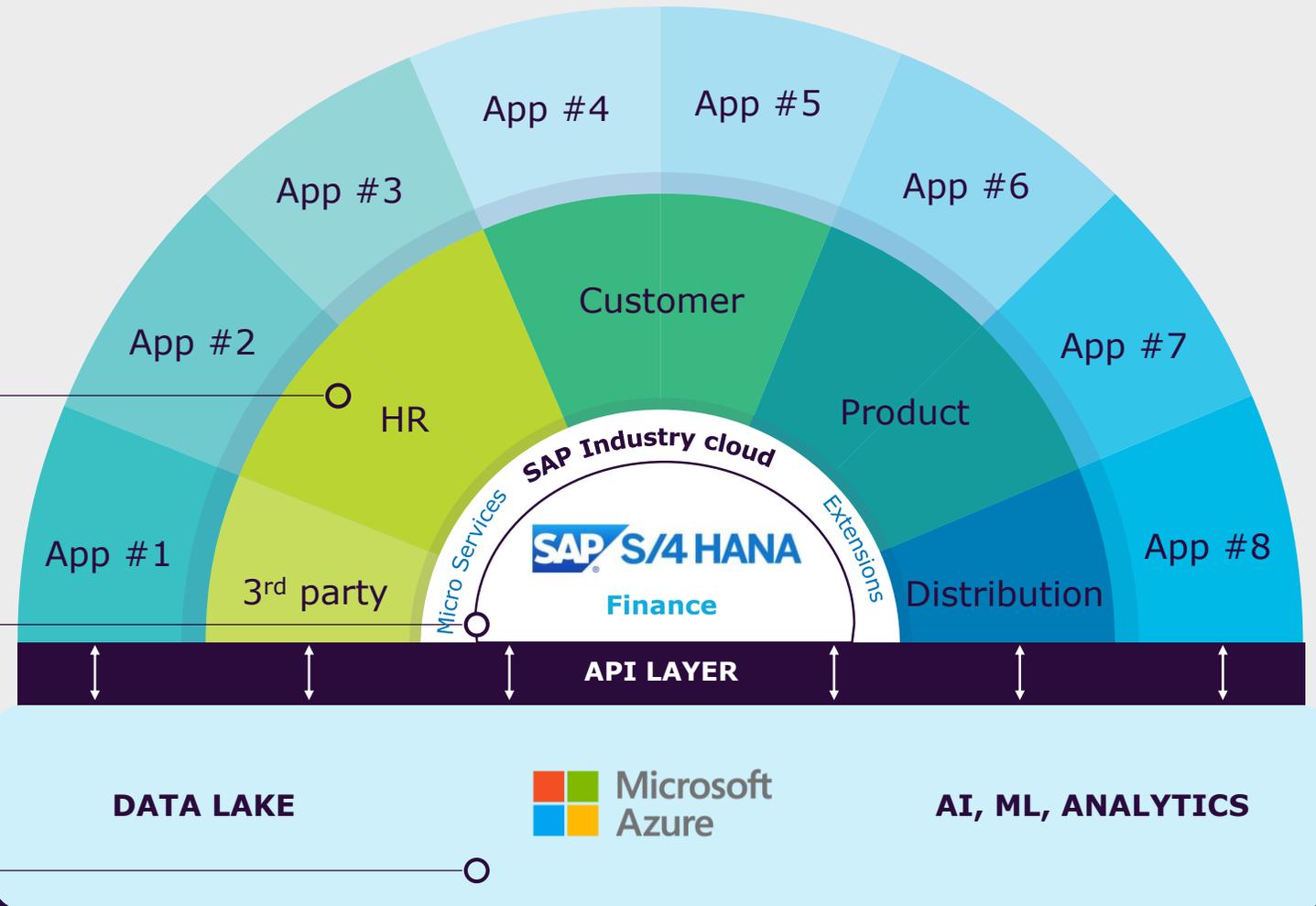
INTELLIGENT INNOVATION

Where the magic happens!
We combine SAP, Azure and Capgemini IP to continuously develop innovative use cases that address market challenges and business requirements.

DIGITAL CORE

MODERN INFRASTRUCTURE

STRATEGIC ROADMAP





HOW YOU BENEFIT

Become a Renewable Enterprise

Access the latest IT capabilities

Leverage the latest innovative technologies such as IoT, AI, ML, blockchain and more.

Leverage the true power of data

Harness the power of data across the enterprise to recognize patterns and inform decision making.

Better satisfy market demands

Gain a more holistic view of customers and processes and pivot towards the right outcomes.

Embed innovation into solutions

Progressively integrate innovation into solutions and processes to transform your business.

Experiment without risk

Encourage 'what-if' scenarios using simulation at low risk by replicating on cloud.



Change management services

Our change management services help to mobilize your workforce so you can embed lasting change from your SAP S/4HANA transformation.



Migration services

Our proven approach to migration speeds up the migration process and reduces risk along the way.



Professional and managed services

Devote more time to your core business by outsourcing the management of Azure and SAP services and additional professional services.

Engagement services to help you on your way

As part of the Embrace initiative we offer jointly agreed services to ensure smooth engagement



THE CAPGEMINI DIFFERENCE

**Why work with us?
We are a trusted
strategic partner**





Don't take our word for it...



**A selection of our
SAP S/4HANA on Azure clients**



A market leader in SAP and Microsoft technologies

Capgemini are the most accredited SAP partner globally

#1 in SAP Certifications

#1 in Total number of SAP Certified Consultants Globally

#1 in total number of SAP S/4HANA Certified Consultants Globally

**2019 Microsoft
SAP/Azure
Partner of the Year**

Winner

Microsoft Partner

2019 Partner of the Year
SAP on Azure Award





Get in touch to find out more

Speak to our team and find out how you can maximize, extend and renew your digital enterprise with SAP S/4HANA and Microsoft Azure.

firstname.lastname@capgemini.com





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