

RISE with SAP

Simplifying Your Journey to Becoming an
Intelligent Enterprise

WHITEPAPER

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Abstract

As the current business landscape changes at lightning speed, companies face a complex set of questions. How to boost business growth in an age of disruption? What's the best way to maximize innovation? And ultimately, how to accelerate the digital transformation to make a company future-ready? The key to addressing all these challenges is to undergo a holistic transformation to emerge as an intelligent enterprise that is agile and resilient. It requires companies to adopt modern, powerful technologies, embrace the shift in culture and mindset, and apply best practices across end-to-end business processes.

SAP's first-of-a-kind, business transformation-as-a-service, RISE with SAP, aims to simplify and boost the transition to an intelligent enterprise. It brings together a versatile, intelligent enterprise strategy for companies to navigate their unique journey to complete business transformation.

1. RISE with SAP: Business Transformation as a Service

» 1.1 What is RISE with SAP

Diving into RISE with SAP entails essential understanding that RISE with SAP is not a new upgrade or software. It is a comprehensive bundled offering that puts the services and solutions companies need to transform into intelligent enterprises under the same roof.

Regardless of the company's size and stage of digital transformation, it can redesign its business processes through RISE with SAP on its terms and timelines. RISE with SAP also brings along an entire ecosystem of partners to help companies through their intelligent enterprise transformation.



ONE CONTRACT

RISE with SAP eliminates the overall complexity and piecemeal license purchases associated with different solutions. It brings together all the tools, software, and services needed for business transformation under one package. As a result, companies only need to sign one contract, simplifying the enterprise planning process.



ONE RESPONSIBLE PARTY

Companies buying the RISE with SAP subscription need to deal with one responsible party that manages service-level agreements (SLA), operations, and issue handling at every step.



ONE BUNDLE

RISE with SAP offers a single bundle of services for a single price. The implementation of these services is flexible and tailored to the company's needs.

It allows customers to be more agile and responsive.

» 1.2 Why RISE with SAP

RISE with SAP comes with a wide range of benefits that help businesses map an inspiring path for their future and reach their goal of business transformation sans the hassle and complexity.

Reduction in Total Cost of Ownership (TCO): Companies can benefit from up to a 20% reduction in TCO over five years for SAP S/4HANA, private cloud edition, compared to a traditional ERP deployment via RISE with SAP. The reduced TCO, in turn, converts the company's capital expenditure (CapEx) into an operational expense (OpEx), removing the need for hefty upfront costs.

Faster Time to Value: As RISE with SAP allows customers to realize the value of their investment sooner with reduced TCO, it enables faster time to value and powerful business outcomes.

Faster Deployment: The bundled offering accelerates deployment speed by two months or more due to reduced operation lead times. Shorter lead time leads to increased productivity, streamlined operations, and increased revenue.

New Robust Way of Working: The package focuses on helping customers eliminate their old complex ways of planning and conducting business by providing a new space loaded with modern technology. It offers a new way to revamp core business processes.

Reduction in Sticky Costs: As RISE with SAP fosters a flexible, scalable, and agile operational environment for businesses, it leads to an 87% reduction in sticky costs.

Ease of Vendor Management: RISE with SAP simplifies vendor management by including a single contract for the software and services offered, including IaaS vendors.



» 1.3 Key Elements of Rise with SAP

RISE with SAP bundles together existing SAP assets and other additional services that a company needs to transform business. All the solutions bundled under RISE with SAP help customers become more resilient, profitable, and sustainable. It offers the following five elements under one roof.

SAP S/4 HANA Cloud Suite: SAP S/4 HANA Cloud, a modular cloud ERP solution by SAP with built-in intelligent technologies such as AI, Machine Learning, and advanced predictive analytics, has been included under RISE with SAP offering. It helps companies with on-premise ERP systems seamlessly switch to a simple yet powerful standardized cloud architecture. With SAP S/4 HANA Cloud, companies can keep pace with changing business demands, adopt new business models, and boost agility within business operations.

SAP Business Network Starter Pack: It focuses on helping customers manage the entire supply chain in real-time and respond quickly to dynamic requirements through seamless collaboration with trading partners and assets. Customers can apply network-wide intelligence and analytics to lead important business decisions.

Business Technology Platform (BTP) Cloud Credits: RISE with SAP offering includes cloud credits that customers can use to avail different business services under SAP BTP, platform-as-a-service that empowers companies to become an intelligent enterprise. SAP BTP comprises analytics, application development, integration with non-SAP solutions, modern intelligent technologies, and data and database management. Customers have the flexibility to spend cloud credits on a wide range of functionalities offered as part of SAP BTP.

SAP Business Process Intelligence (BPI): SAP BPI solution offered as part of RISE with SAP focuses on helping organizations understand and transform operations at scale with valuable, real-time insights. It leverages the power of analytics to help companies get complete visibility into the performance of their end-to-end business processes.

Embedded Tools and Services: Customers get access to services and tools around lifecycle management, analytics, and support that make it easier to migrate to SAP S/4 HANA Cloud. It includes services such as SAP Readiness Check, Custom Code Migration App, and business scenario planning, among others.

2. Mapping a Journey to Intelligent Enterprise with RISE with SAP

In an era of intelligence, business transformation must go beyond a merely reactive approach. Companies should be able to predict future trends, risks, and opportunities to inject agility and foresight within their business operations. Only an intelligent enterprise that can adapt quickly and reinvent itself during uncertain times can witness continued success. Setting the course for intelligent enterprise requires companies to run their most critical business processes in a way that enables end-to-end process planning and execution across the value chain infused with intelligence. It involves making important decisions around business process redesign, technology integration, technical migration, and ERP customizations. It is equally important to leverage the power of the cloud and the benefits of the hyperscalers.



» 2.1 Considerations For Intelligent Enterprise Transformation

Companies have recognized the compelling need to embark on the journey to undergo business transformation. Outlined below are some key considerations that companies may take into account when navigating the journey to become an intelligent enterprise. Following these practices help companies better understand the transformation path and deliver the value that they are seeking:



Inject Intelligence and Automation across Business Processes

When becoming an intelligent enterprise is the goal, modern technology serves as an essential catalyst. It sets the stage for scalable and intelligent solutions that can help companies gain more with less. Solutions that leverage the power of leading modern technologies such as AI, Machine Learning, Analytics, and Automation allow companies to interpret and deliver data in meaningful ways. They enable operational adaptation with changing conditions, unlock new sources of value, and make efficient business decisions. Automation technologies eliminate repetitive manual processes, allowing the companies to redirect their valuable resources to high-value operations. It further helps integrate core business processes to gain complete visibility into traditionally siloed operations. For companies striving to kick start their journey of becoming an intelligent future-ready enterprise, it is critical to adopt advanced market-ready data-driven solutions that come embedded with emerging technologies.



Worldwide end-user spending on public cloud services is predicted to jump

23.1% in 2021 to total \$332.3 billion, up from \$270 billion in 2020



Move to the Cloud for Faster Innovation and Clean Core

Companies must embrace the shift to the cloud to accelerate game-changing innovation and transformation in the current hyper-dynamic business world. It helps build resiliency, flexibility, and sustainability across the entire value chain, paving the way for an intelligent enterprise. Cloud adoption has witnessed a massive surge in the post-pandemic world as an outdated technology environment can prevent companies from innovating and gaining agility. According to Gartner¹, worldwide end-user spending on public cloud services is predicted to jump 23.1% in 2021 to total \$332.3 billion, up from \$270 billion in 2020. Traditional ERP solutions come loaded with customizations that are hard to manage and slow down innovation. The shift to a standardized and modular cloud-based solution can help companies keep the core clean. Companies can add extensions within an application, side-by-side, outside the core system to ensure continuous innovation, system stability, and transformation acceleration.

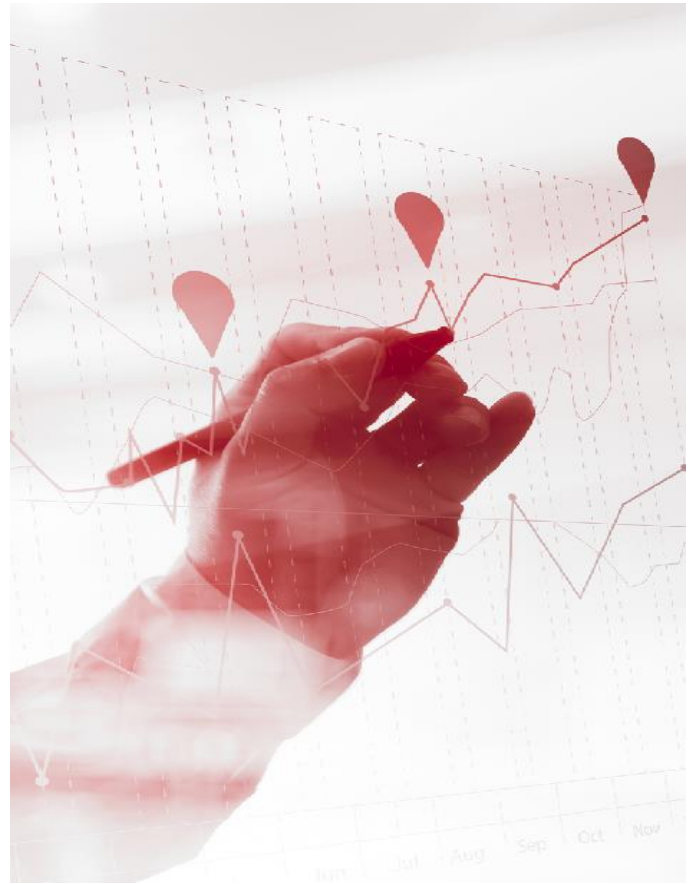
Moreover, companies shifting their business processes to the cloud can innovate at the edge and unlock significant growth opportunities. It enables companies to deal with less inertia and empowers them to experiment and build capabilities faster than organizations focusing entirely on their core. Edge innovation brings agility and relevancy to the business, which ultimately fuels growth.

¹ Gartner Forecasts Worldwide Public Cloud End-User Spending to Grow 23%. (2021, April 21). Gartner. <https://www.gartner.com/en/newsroom/press-releases/2021-04-21-gartner-forecasts-worldwide-public-cloud-end-user-spending-to-grow-23-percent-in-2021>

Upgrade to Modern ERP Solution for Strategic Advantage

Companies running traditional on-premise ERP solutions deal with a lot of complexity across their business processes. It prevents them from adopting new technologies and achieving business transformation. Common challenges associated with traditional ERP solutions include poor customer experience, rigid architecture, lesser cost savings, longer implementation time, higher upfront costs, and delayed updates.

Moreover, businesses can suffer through significant disruption across their value chain due to multiple complex customizations developed to cater to business processes not supported by traditional ERP systems. Over-customization can also make for a complicated set of upgrades, preventing companies from improving inefficient processes. While companies hesitate to move to an out-of-the-box modern ERP solution, it can take them closer towards modernization and transformation of business processes.



Scalability and Agility Are Crucial to Meeting Future Demands

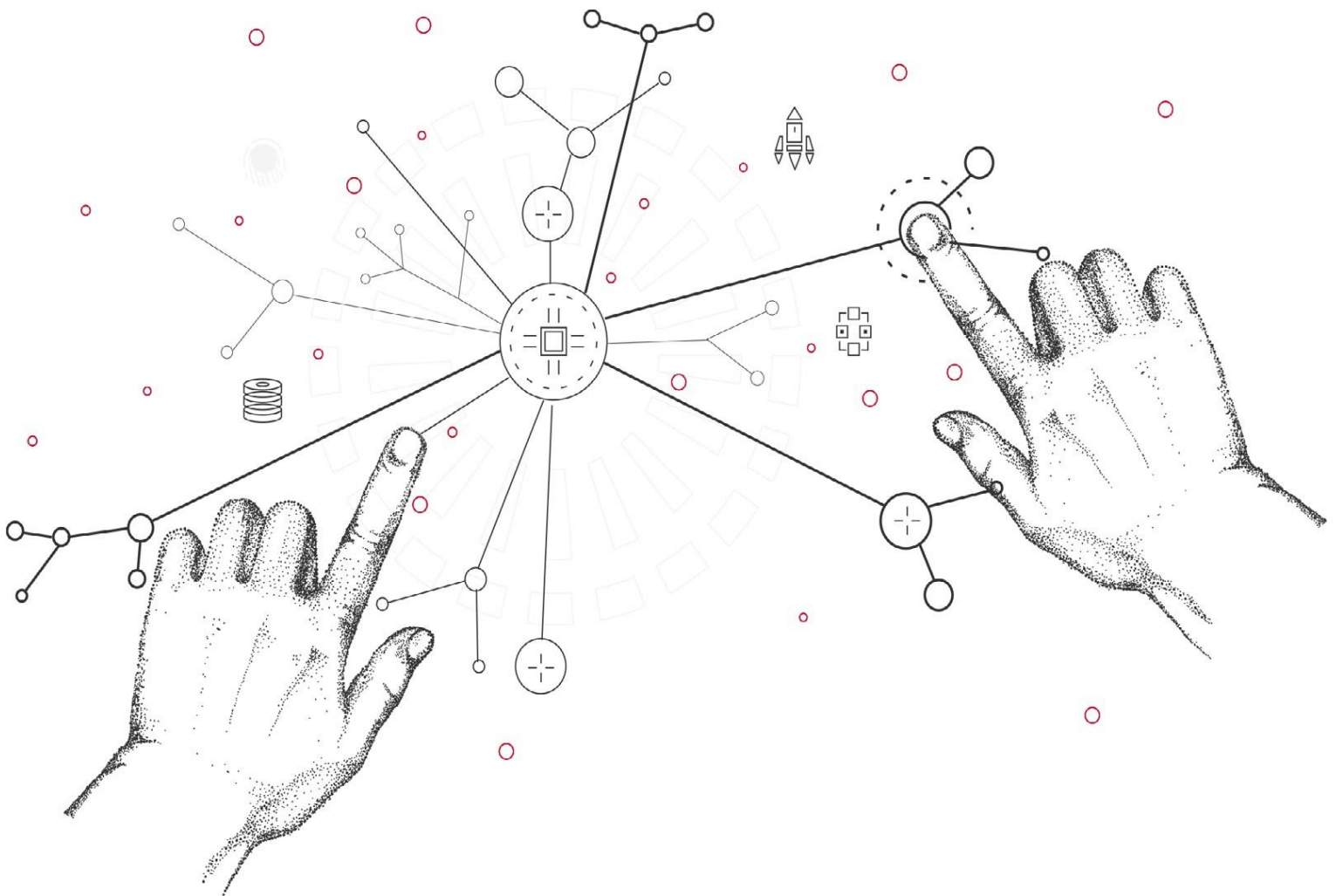
An intelligent enterprise can maximize value under constantly evolving market circumstances. Embedding agility and scalability into business operations can help companies prepare for future challenges and achieve breakthrough results. An agile approach promotes new working methods, accelerates time to value, boosts bottom-line growth, and propels business transformation execution.

Moreover, it fosters transparency and visibility, which can help companies gauge the performance of their primary processes. By embracing the move to agile methodologies and solutions, companies can mark the beginning of their intelligent enterprise journey.

» 2.2 How RISE with SAP Simplifies Intelligent Enterprise Transformation

While companies have started to recognize the need to revamp their business processes, the path to intelligence can often seem long, convoluted, and intimidating. There is no one-size-fits-all approach, and the road to transformation can differ for different companies. There are also a slew of factors that companies need to keep in mind. It's essential to identify the parts of the business that need restructuring, the capabilities of the underlying infrastructure, the scale of operations, and the overall business goals. Not to mention, a mismanaged transformation process can bring along a storm of complications of its own. SAP recognized these concerns and came out with a new approach to cut down the complexity and burden of digital transformation.

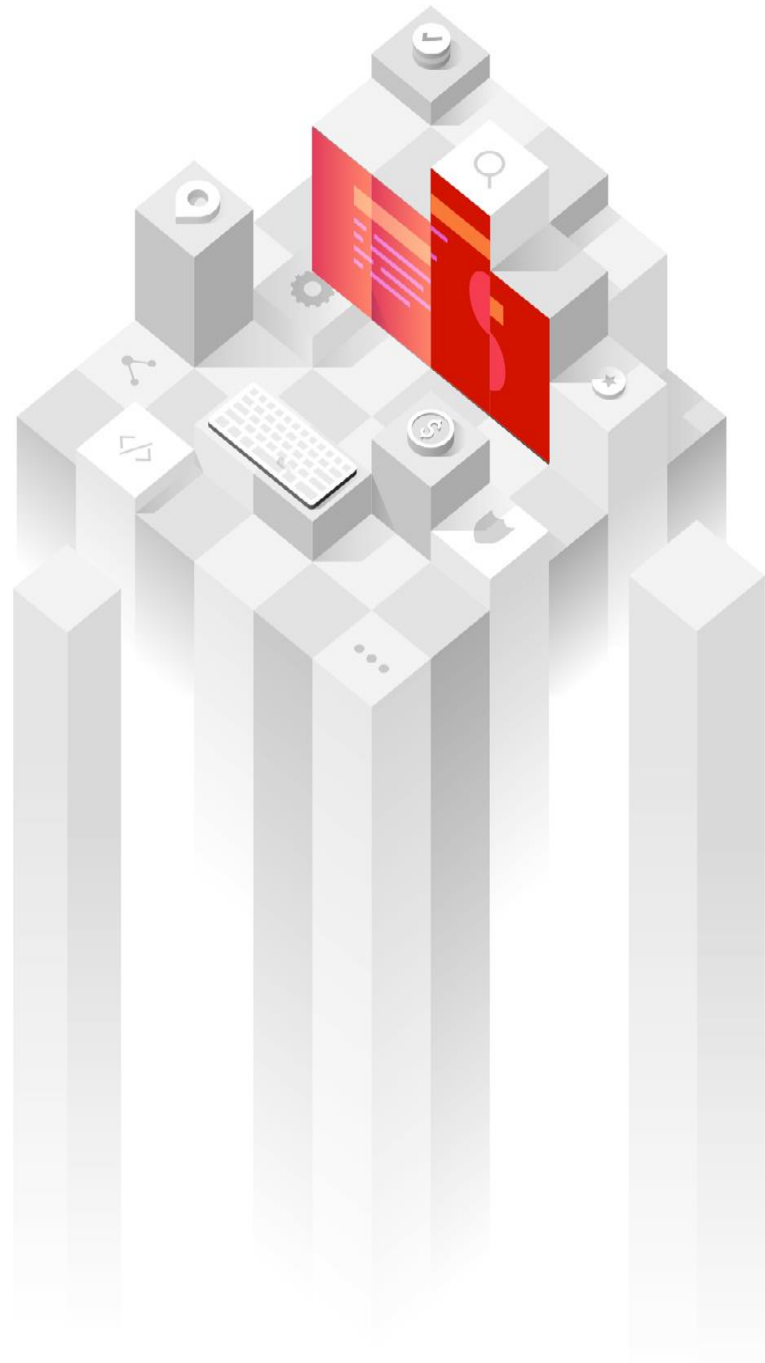
'RISE with SAP' helps customers get past the hurdles and chart a new route to transformation. It demystifies the transformation pathway by bringing together a catalog of innovative, data-driven, and ready-to-deploy solutions. RISE with SAP seamlessly integrates business process redesign, technical migration to modern architecture, and the tools needed to become future-ready.



SAP describes business process redesign as the first step to becoming an intelligent enterprise. To accelerate transformation, companies must analyze the business performance to help understand the bottlenecks, process chain, and focus areas that require re-engineering. RISE with SAP comprises a Business Process Intelligence (BPI) solution that lays the foundation for an Intelligent Enterprise by helping companies rethink how they conduct business.

Leveraging SAP's vast business experience and best practices, Business process intelligence offers end-to-end capabilities for strategic process transformation and customer excellence. It focuses on process standardization and automation that improves operational efficiency, cuts down costs, boosts productivity, and creates space for innovation. As part of the RISE with SAP offering, companies can use the Process Discovery tool within BPI to run a continuous in-depth analysis of their business processes, benchmark performance against competitors in the industry, and get actionable insights for improved workflows. Fact-based insights around process inefficiencies and areas of improvement help streamline operations and align processes to customer experiences. Personalized recommendations and guidance to improve business processes are made based on data analysis and prediction of future trends.

The Process Discovery tool also helps companies understand the value of moving to SAP S/4HANA and intelligent technologies like Robotic Process Automation (RPA), Artificial Intelligence (AI), and Machine Learning (ML) through recommendations based on performance and usage. Companies can access SAP S/4HANA business scenarios based on the line of business to identify and improve areas for better business performance. Recommendations are provided around apps and extensions most relevant to meet business goals. It also includes data that emphasizes ways in which moving to SAP S/4HANA would improve business operations.



» SMOOTH TECHNICAL MIGRATION

The second step to becoming an intelligent enterprise is smooth technical migration to an intelligent ERP solution SAP S/4 HANA Cloud. Undergoing transition to SAP S/4 HANA Cloud can seem daunting, but companies that prepare well can experience a seamless transition. RISE with SAP offers technical services for a smooth transition to a standard, flexible, and modular solution that quickly reacts to business demands.

Following are the tools and services provided as part of RISE with SAP:

SAP READINESS CHECK

This self-service tool figures out an efficient and feasible way for SAP S/4 HANA Cloud transition. It collects the usage data during system conversion to explain whether the existing ERP system is ready for SAP S/4 HANA Cloud, the overall implication on the current business model, and ways to improve business processes. It helps gauge the efforts and preparation necessary to plan the upgrade with higher accuracy.

SAP ENABLE NOW

Smooth transition to SAP S/4 HANA also includes increased user adoption and efficiency across the company. SAP Enable Now offers a comprehensive single-source e-learning content management solution to help employees with the skills and knowledge needed to handle a state-of-the-art ERP solution SAP S/4 HANA Cloud. It boosts software adoption, improves employee productivity, and reduces IT support and training costs.

CUSTOM CODE MIGRATION APP

When undergoing the conversion to SAP S/4 HANA Cloud, it's important to assess the custom code within the current ERP system. The SAP Fiori App Custom Code Migration runs in SAP Business Technology Platform (BTP) ABAP Environment on a cloud to check custom code in companies' existing on premise SAP system. It helps identify the custom code that should be retained and the code that has long remained unused, based on collected usage data. It enables companies to clean the code and make the right decision, making the transition speedy and agile.

SAP CLOUD ALM

To reap the full benefits of transitioning to SAP S/4 HANA Cloud, they need to focus on application lifecycle management (ALM). SAP Cloud ALM is an ALM solution that's part of the RISE with SAP bundled offering. Its preconfigured, ready-to-use workspace guides companies through SAP S/4HANA Cloud implementation. It provides the essential capabilities needed to manage the implementation and deployment tasks of SAP S/4HANA Cloud. SAP Cloud ALM further ensures smooth and continuous business operations via monitoring and alerting.





INTELLIGENT ERP WITH FLEXIBLE EXTENSION

Making a move to an intelligent SAP S/4 HANA ERP accelerates business transformation to help companies reach their goal of becoming an intelligent enterprise. SAP S/4HANA Cloud is a modular and standardized cloud ERP solution based on the SAP HANA in-memory database. It allows companies to analyze business data in real-time with an intuitive, user-friendly interface and effectively innovate through new business models and best practices. SAP S/4 HANA Cloud comes with modern technologies such as AI, ML, analytics, and intelligent process automation. As part of the RISE with SAP offering, SAP S/4 HANA Cloud offers 100 times faster reporting, advanced real-time analytics, streamlined data display, consumer-grade UX across devices, end-to-end support for sustainability, and 50% reduction in data footprint.

Moreover, customizations made on a traditional on-premise system can be hard to maintain. SAP S/4 HANA Cloud gives the flexibility to extend the solution as per business needs. Companies can choose to extend and adapt the core of SAP S/4 HANA Cloud via built-in in-app extension capabilities or build new apps on the SAP Business Technology Platform (side-by-side extensibility). Similarly, system upgrades are essential to keep up with the pace of innovation but can be challenging to implement on a traditional ERP system. The upgrading process on S/4 HANA Cloud is a relatively smooth process where system upgrades are delivered by SAP.





BUILDING A FUTURE-READY ENTERPRISE

In addition to SAP S/4 HANA Cloud, Business Process Intelligence, and other embedded services, RISE with SAP lets you jump-start your journey of building an intelligent enterprise by providing access to hyperscaler infrastructure of choice, SAP Business Technology Platform (BTP), and the SAP Business Network. It lays the perfect foundation for business transformation with the integration of data, modern technology, and business processes.

Starting with Cloud Infrastructure, customers will benefit from reduced TCO by running SAP S/4 HANA Cloud on either an SAP data center or via the hyperscalers (AWS, Microsoft Azure, Google Cloud Platform), compared to their current landscape. Also, SAP will always be the single point of contact under the RISE with SAP bundled offering, irrespective of the infrastructure or operations partner chosen by the company.

SAP Business Technology Platform, part of RISE with SAP, further propels the intelligent enterprise journey. To cater to different businesses, the RISE with SAP contract comes with cloud credits for SAP BTP to let them avail service that fits their business. Cloud credits can be used across different areas of the Business Technology Platform (BTP). The solution by SAP focuses on analytics, application development, integration with non-SAP solutions, database and data management, and intelligent technologies. For instance, companies can choose to spend on SAP S/4HANA integration, SAP Intelligent Robotic Process Automation (SAP Intelligent RPA) implementation, and other analytics tools. Also, BTP offers low-code/no-code capabilities, making it easier to expand their solution as per business requirements.

RISE with SAP also offers access to SAP Business Network, enabling companies to manage their business processes in real-time, beyond the four walls, using performative analytics. It injects resiliency across the supply chain with streamlined collaboration and instant access to trading partners dealing with the source-to-pay process such as suppliers, carriers, shippers, and other assets. This seamless sharing of information promotes better management of inventory, efficient tracking, and traceability to avoid disruptions. The primary focus of SAP Business Network is to boost transparency, savings, and intelligence across the entire supply chain. It also helps improve customer service and overall operational efficiency.

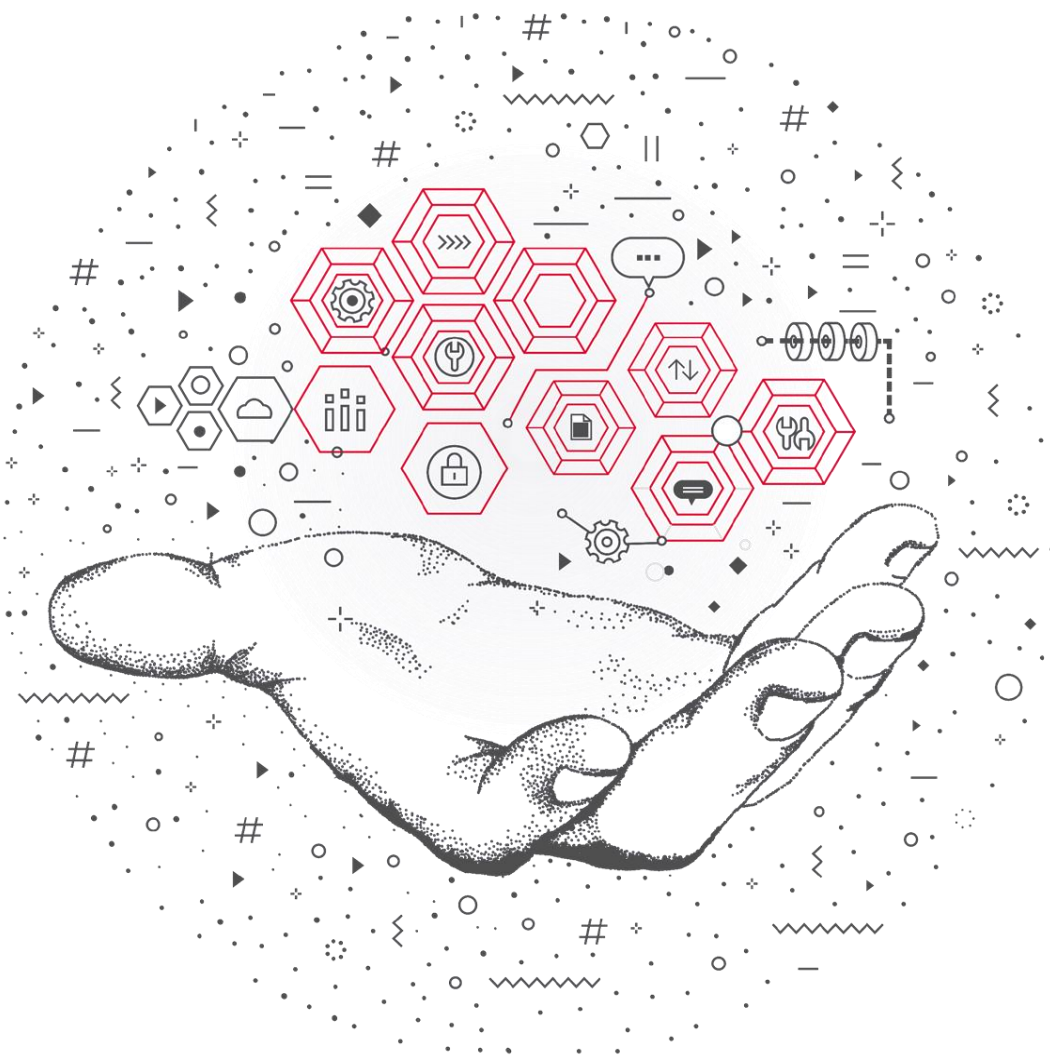
Customers can also extend the offering with industry-specific packages around Automotive, Consumer Products, Industrial Machinery and Components, Retail and Utilities, as well as HXM and modular cloud ERP. SAP Business Technology Platform underlies these industry packages, helping companies stay agile and drive business transformation.

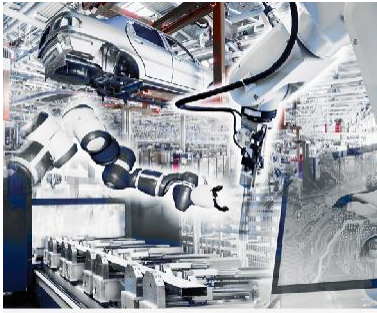


3. The TechM NXT.NOW Advantage

RISE with SAP bundled offering clubs together world-class technology and solutions that simplify cloud migration and deliver continuous innovation. The offering paves a unique path for businesses to support their journey of becoming an intelligent enterprise.

With over 25 years of SAP experience, Tech Mahindra helps its global clientele efficiently achieve their goals with best-in-class business consulting and implementation services. As SAP's Top Global Strategic Service Partners, Tech Mahindra works closely with its customers and SAP to offer the technology, services, and processes needed to innovate ahead of the competition, scale at speed, improve operational efficiency, and boost cost savings. It offers a wide range of tailored industry solutions powered by RISE with SAP to help companies across industries seamlessly transform into intelligent enterprises. Tech Mahindra provides the following Industry-specific solutions powered by RISE with SAP:





AutoSHIFT

An SAP-qualified partner-packaged solution for automotive suppliers powered by RISE with SAP S/4HANA Cloud, private edition, and On-Premise Edition for Automotive supplier industries. It leverages SAP's and TechM's Best Practices based on the experience of working with the Automotive Supplier Industry.



UtilityRise

An SAP-qualified partner-packaged solution for the Utilities Industry based upon SAP S/4HANA Cloud that takes an innovative, integrated approach to fulfill the core digital requirements of the utility sector.



ImillShift

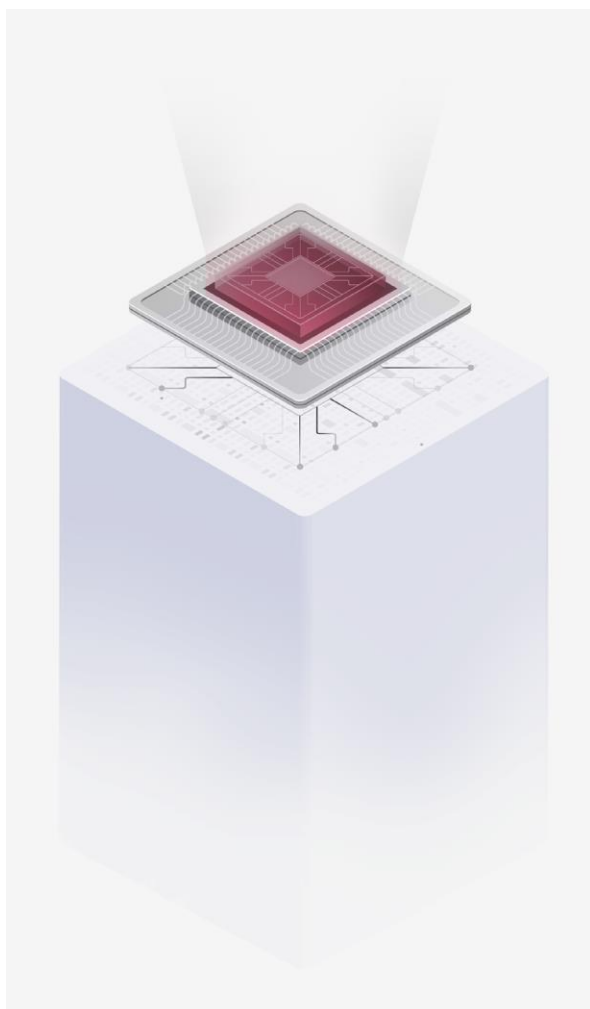
Industry Solution powered by RISE with SAP S/4HANA Cloud for the discrete manufacturing process.



CPGShift

SAP S/4HANA industry solution aimed towards Consumer-Packaged Goods.

Companies can also leverage cloud-based Tech Mahindra industry solutions developed on SAP BTP. These include:



FEEDS

Built on SAP S/4 HANA Cloud platform, FEEDs is a Fresh produce End to End Digital Supply chain solution that helps efficiently manage the food supply chain through real-time tracking and business collaboration.

RELOAD

Real-Time Logistics for Assets and Devices (ReLoAD) is a supply chain management system co-innovated with SAP that offers supply chain visibility, management for Telecom networks, and network assets management.

PORTS LOGISTICS

A unified and collaborative platform by Tech Mahindra based on Blockchain and developed on SAP BTP, Ports Logistics enables secure and faster clearance processes at ports.

Undergoing business transformation means becoming agile, flexible, and adaptive to keep up with the demands of an unpredictable marketplace. It's time to make the most out of critical business data, enhance customer experience, and drive massive growth. Tech Mahindra's SAP-qualified industry solutions allow companies to jump-start their digital transformation journey and deliver desired results.

4. Take the Next Step With Us

Tech Mahindra's global network of SAP experts continually leverages the vast experience of supporting businesses across industries to successfully navigate the hurdles of transformation.

If you are planning to build an intelligent enterprise and unlock powerful business outcomes, start your transformation journey now with Tech Mahindra.

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