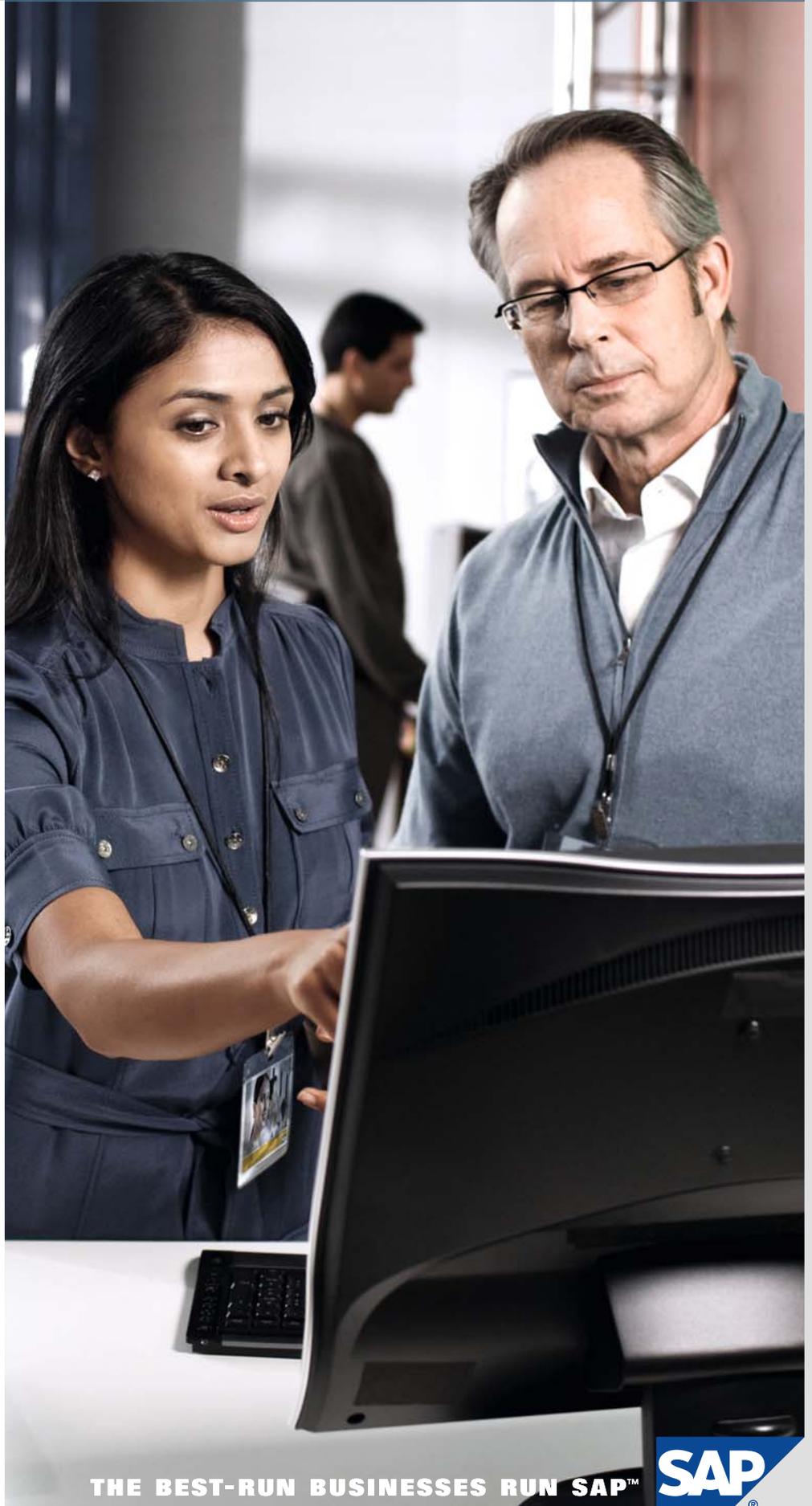


SAP® LANDSCAPE TRANSFORMATION

ALIGNING IT WITH BUSINESS GOALS

To keep pace with ever-changing market conditions and business challenges, SAP® Landscape Transformation software helps to accelerate your business and IT transformation and to turn complex business requirements into a highly standardized set of transformation solutions. The software enables you to better plan, analyze, sequence, and realize your own transformation project within common business scenarios such as mergers and acquisitions, divestitures, internal reorganizations, and projects to harmonize existing business processes.



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THE BUSINESS CASE FOR LANDSCAPE TRANSFORMATION

Enterprises Face Constant Need for Transformation

Enterprises constantly face transformation needs. Many of these transformation requirements arise from a variety of external sources. Organizations may encounter changing market expectations, which need to be reflected in their corporate structure and product portfolio. Many companies are also struggling to increase the transparency of their business and to operate effectively. But companies also experience pressure from the inside. Not only do they have to deal with regional disparities and system complexity, but they also have to cope with internal reorganizations. As a result, companies must be able to adapt their operational processes and structures – quickly and efficiently.

To help companies keep pace with global market changes, retain market flexibility, and realize their goals on the IT level, SAP now offers its new, standard **SAP® Landscape Transformation** software. SAP has designed the software to help customers adapt organizational structures, unify and simplify their existing business processes, or realize consolidations via a structured and integrated approach.

Incorporating the SAP knowledge and expertise that comes from more than 10,000 successful transformation projects over two decades, this standard software can help reduce total cost of operations (TCO), ensure data quality, and achieve data consistency. Outstanding methodologies, support

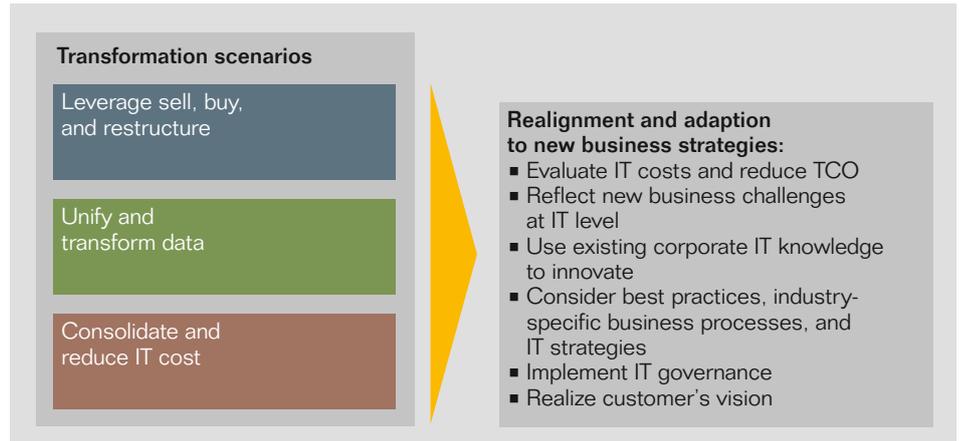


Figure 1: SAP® Landscape Transformation Helping Align IT with New Business Strategies

for best practices, and standardized technologies secure your envisioned transformation scenario.

The software also supports efforts to consolidate system landscapes and optimize existing processes. SAP Landscape Transformation software helps you plan, analyze, sequence, and successfully realize your own transformation project within common business scenarios.

Growing Complexity Drives Transformation

Ever-changing market conditions and business challenges force corporations to constantly improve their business portfolio, increase their revenue growth, and protect and expand market share. To continue operating on a solid and reliable IT foundation, a company must constantly update and optimize its business processes and incorporate this changing reality into its IT landscape (see Figure 1).

Many SAP customers manage diversified landscapes that they have built around numerous SAP systems and multiple solutions from the SAP Business Suite applications – including, for example, the SAP ERP, SAP Customer Relationship Management, and SAP Supplier Relationship Management applications, as well as SAP business intelligence and industry solutions. The complexity of such a system landscape is often further compounded by the need to handle regional demands and disparate legal requirements. Over time, the established processes frequently grow, become extensively complicated and expensive, and lack transparency. Key factors that contribute to complexity include:

- Multiple instances and different release levels and platforms
- Redundant and inconsistent master and transaction data
- Different process design and incomplete business processes requiring manual reentry



- Numerous interfaces spanning across both SAP and non-SAP systems

Enterprises respond to these recurring transformation needs with IT-driven initiatives that can vary considerably in scope. Redesign options include, for example, reorganizing the company's internal structure on the system level, simplifying processes, or harmonizing master and transaction data. Regardless of the scenario, reliable software and expertise are required to realize the envisioned transformation scenario – efficiently and cost-effectively.

Aligning IT Infrastructure with Business Goals

If you are encountering the need to transform your IT landscape – the SAP Landscape Transformation software can help you realize your future business setup. The software is fully embedded in release 7.0 of the SAP Solution Manager application management solution and fulfills all technical and business requirements while maintaining data consistency and considering system integration aspects. In addition, the software complements the application lifecycle management (ALM) portfolio from SAP and leverages synergies with other processes, such as solution documentation and test management.

SAP Landscape Transformation supports the following business scenarios:

- Managing mergers and acquisitions, and carve-out projects
- Managing reorganization activities
- Optimizing or simplifying business processes
- Harmonizing master data and preparing to introduce global templates
- Reducing total cost of operations through system consolidation and data centralization

You can see a major benefit of SAP Landscape Transformation in the pre-definition of scenario-based road maps that provide full guidance, support best practices, and include in-depth documentation (see Figure 7) and integrated knowledgeware. The software contains tutorials that show users how to create and execute projects. These elements help you better conduct and successfully carry out your transformation project. The software's **work center structure** helps you to manage your project in the most efficient and reliable manner – the proven transformation functionality enables customers and partners to navigate through the different project stages and help ensure maximum agility and transparency.

The software's **analysis functionalities** offer you a comprehensive overview of general system, database, and application characteristics. This overview enables users to evaluate and assess the effort, duration, technical feasibility, and application-specific requirements of the project at an early stage.

The second release of the software, scheduled for fall 2011, will support additional transformation scenario components (see Figure 2).

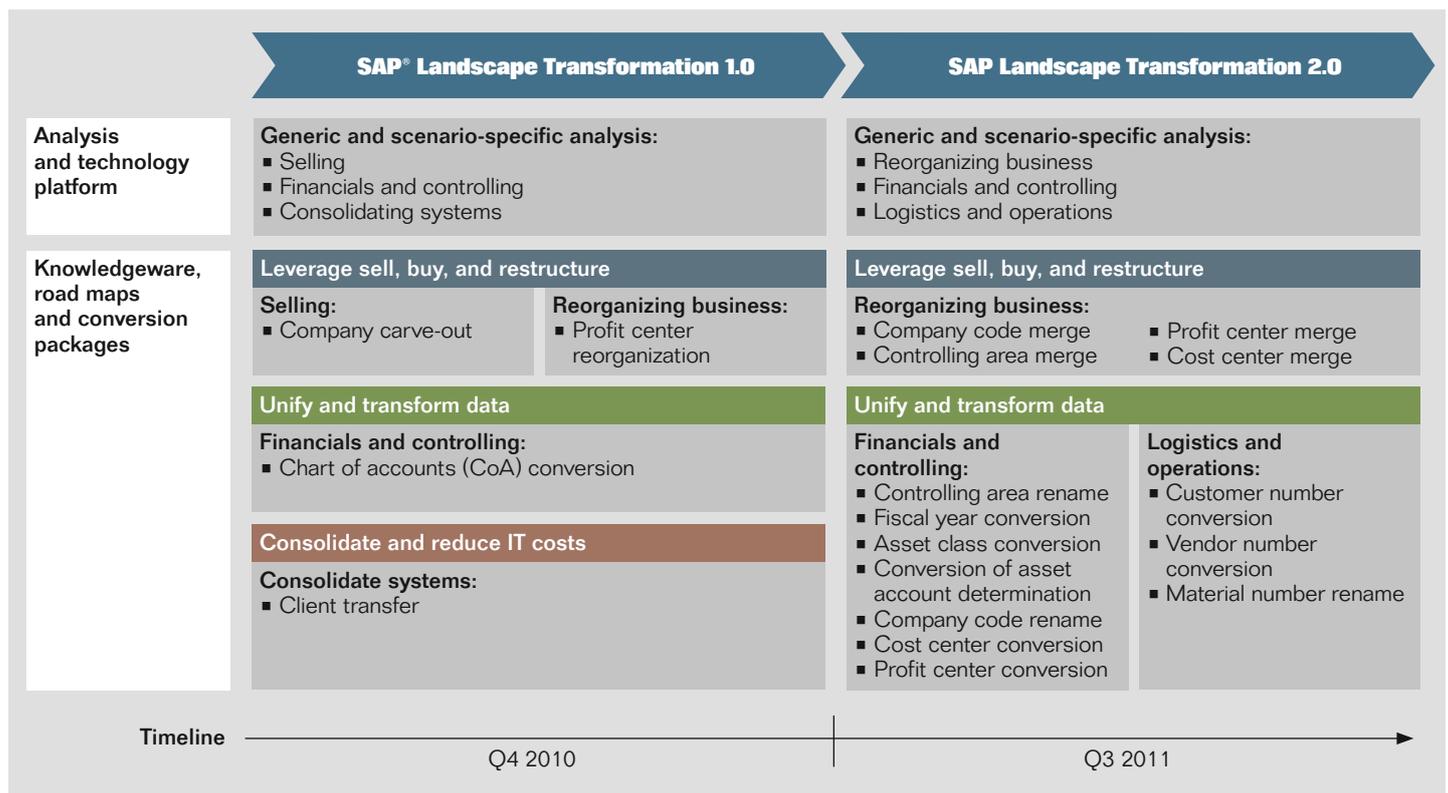


Figure 2: Road Map for SAP Landscape Transformation Strategy for Releases 1.0 and 2.0

Choosing the Most Efficient, Cost-Effective Path to Transformation

The “greenfield” approach – building a system from scratch – is the most common procedure to meet IT transformation needs. But, at the same time, this approach can be seen as the most cost-intensive one because it requires completely rebuilding all existing enterprise resource planning (ERP) solutions, structures, and interfaces for the new target system. The process of rebuilding is extensive and may include:

- Creating a new design for processes
- Setting up a new authorization concept
- Creating new master data and organizational structures (for example, cost centers)

Moreover, the greenfield strategy comes with its own risks. Manual processing may produce errors in data selection and transfer. Incomplete data structures, missing data history, and incomplete application integration

can be the consequence and result in uncontrollable costs and persistent security issues. Furthermore, this approach is associated with great effort for the company’s IT and functional departments. All these factors limit a company’s ability to constantly adapt its system landscape to recurring transformation requirements.

The SAP Landscape Transformation Approach

With its SAP Landscape Transformation software and services, SAP now offers a standardized software-based approach for addressing transformation scenarios in a holistic fashion (see Figure 3). Benefits include:

- Help for customers to build their own transformation capability, realize upcoming changes via in-house resources, and monitor their system landscapes
- Consistent data transfer across all SAP solutions and consideration of the complete data history
- Smooth data transfer via continuous testing cycles to help ensure all data is changed correctly
- Significant reduction in overall project duration and downtime of the productive systems thanks to phased transformation
- Streamlined IT transformation process and significant reduction in overall project risk and costs
- General reuse of customizing settings
- Possibility to incorporate a Unicode conversion or an upgrade during a single downtime period
- Reduced maintenance activities after client transfer

Since SAP Landscape Transformation is **standard SAP software**, it is fully compliant with SAP regulations, and customers benefit from assured maintenance and continuous support.

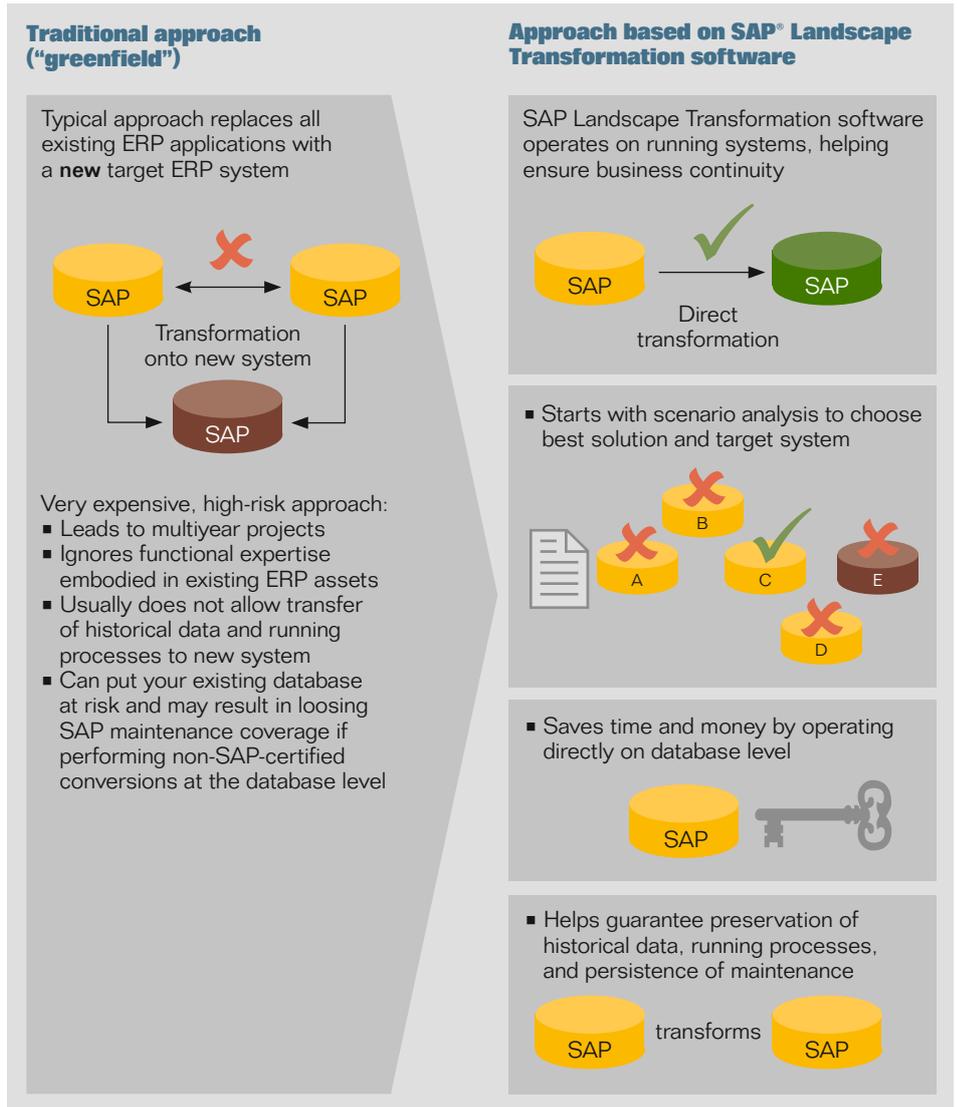


Figure 3: Comparison of Transformation Approaches

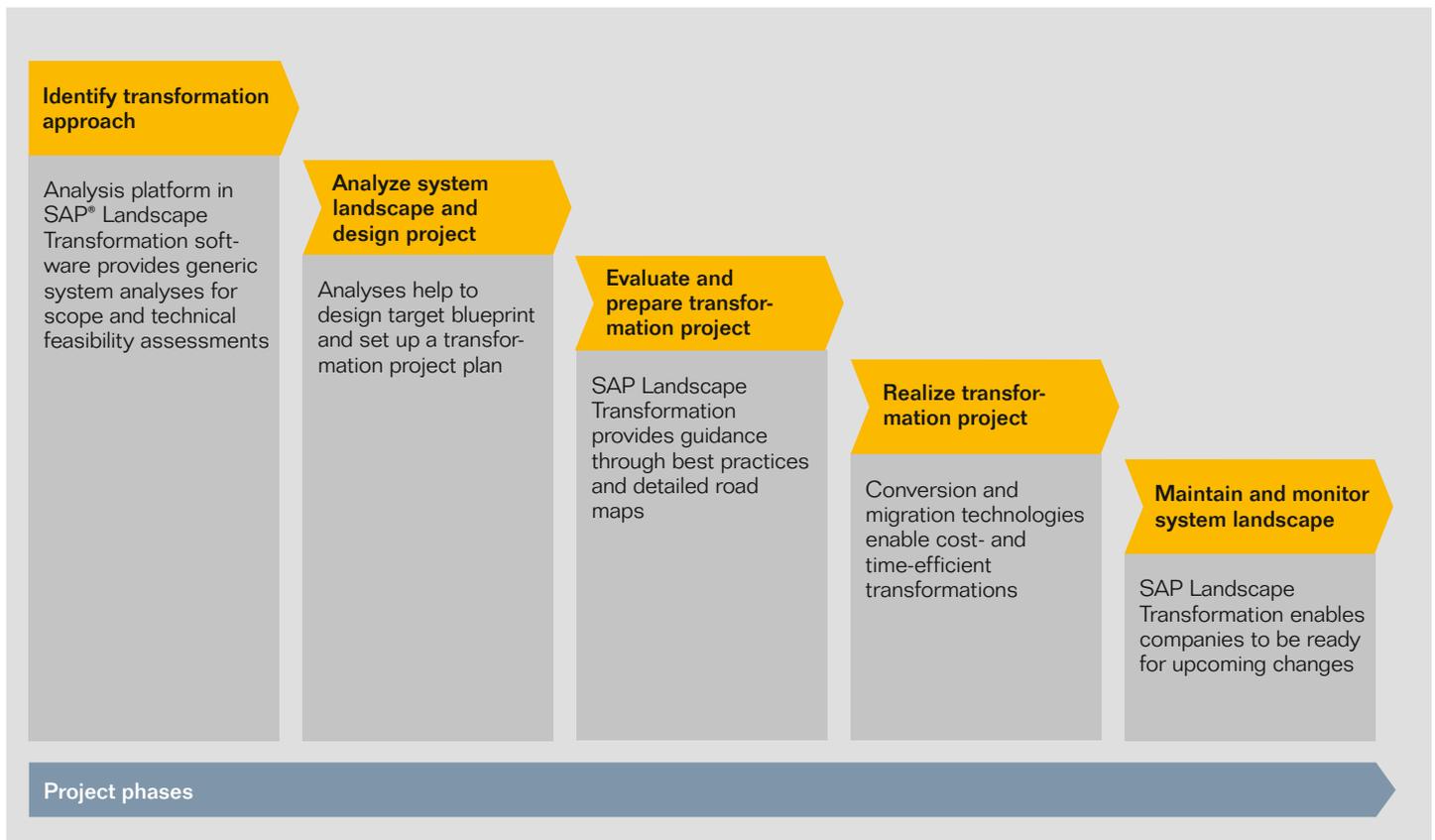


Figure 4: Typical Transformation Project Phases

Phases of Tackling a Transformation Project

Based on modern project management techniques and many years of experience in transformation projects, the setup of SAP Landscape Transformation software optimally guides customers and partners through all main project phases (see Figure 4). These phases are described below.

Identifying the Best Transformation Approach

The **analysis platform** in SAP Landscape Transformation provides generic system analyses that help companies assess scope and technical feasibility. Software-based analyses offer the advantage that they work with existing system information to provide the base for cost estimates, risk assessments, and feasibility studies. As a result, you can avoid incorrect conclusions due to missing or misleading information.

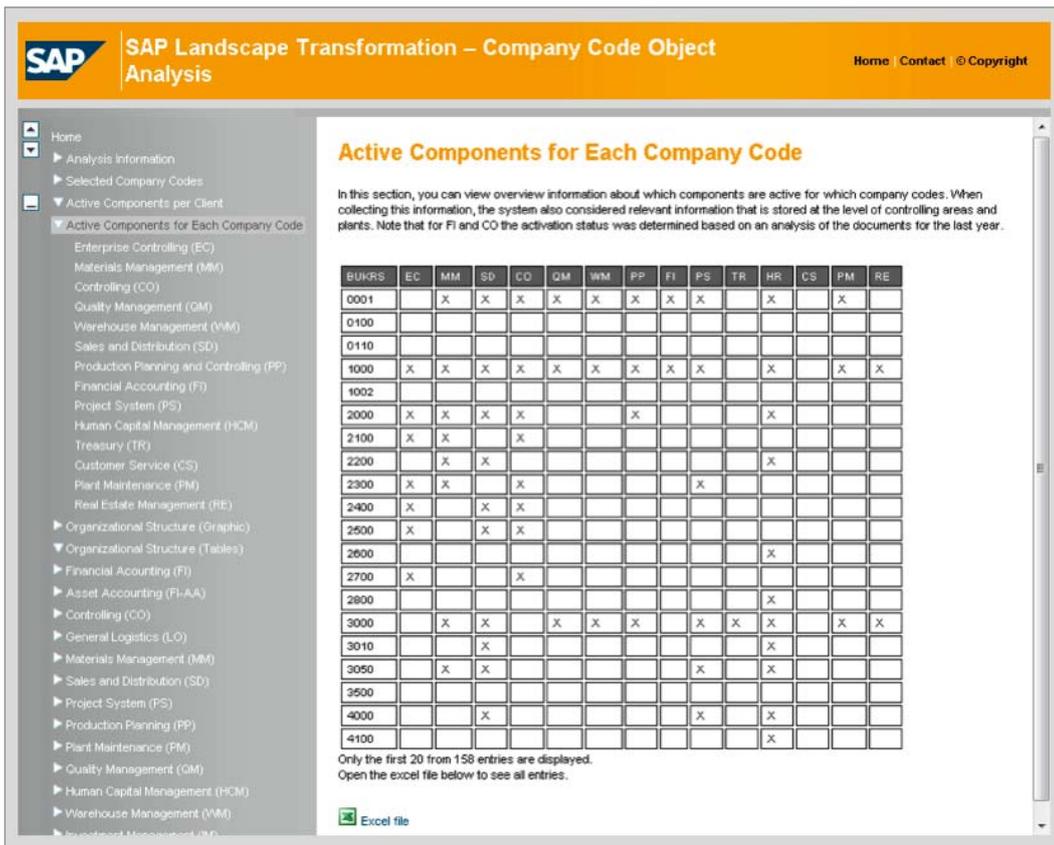


Figure 5: Output File from SAP® Landscape Transformation Analysis

Analyzing System Landscape and Designing Project

After an enterprise has selected the most suitable approach to perform a transformation, it can create a project according to individual requirements and include the desired business transformation component. This process results in a **project template**, which comprises all relevant project steps and transformation requirements.

Scenario-specific analyses (see Figure 5) provide customers and partners with key insights, such as:

- A detailed overview on the respective system landscape(s)
- Database characteristics and scenario-specific information
- Estimates of time, costs, and project resources at an early stage in the project
- A comparison of essential system settings and data structures, such as repository objects and different customizing settings
- Identification of conflicts, missing information, and duplicate entries

- A full picture of existing discrepancies to be tackled throughout project realization and during data migration

With these insights, you can then design the target blueprint and set up a detailed transformation project plan.

The analysis platform in SAP Landscape Transformation provides generic system analyses that help companies assess scope and technical feasibility. Software-based analyses offer the advantage that they work with existing system information to produce and present cost estimates, risk assessments, and feasibility studies. As a result, you can avoid incorrect conclusions due to missing or misleading information.

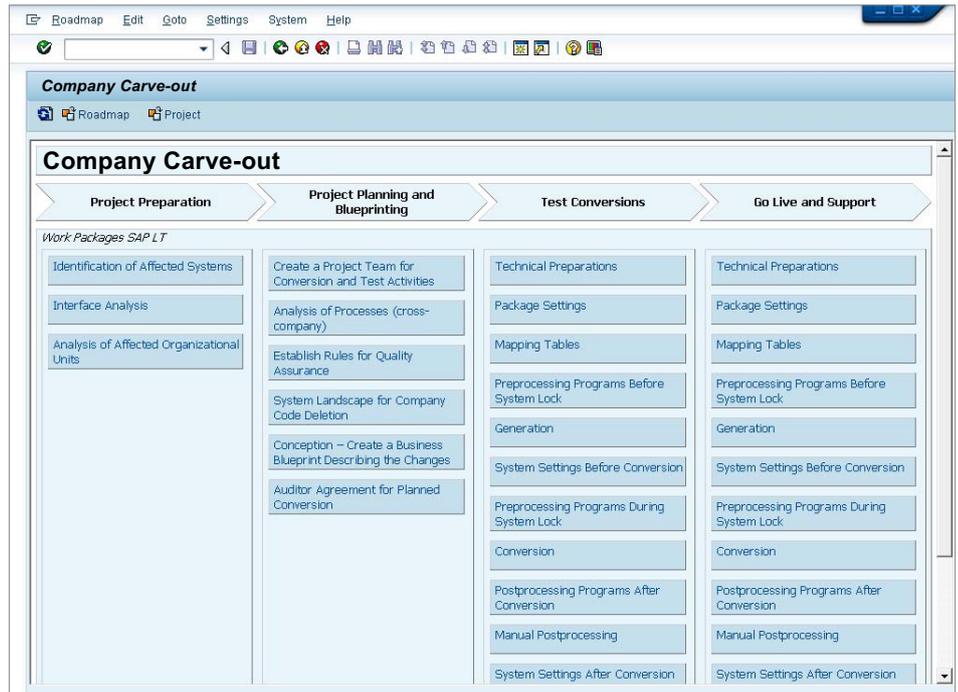


Figure 6: SAP® Landscape Transformation Road Map for Company Carve-Out

Evaluating and Preparing Transformation Projects

Supporting the application of best practices, SAP Landscape Transformation provides guidance and **scenario-specific road maps** that give you a detailed overview on all project phases (see Figure 6).

Realizing the Transformation Project

SAP Landscape Transformation enables you to realize transformations in a cost-effective, timely, and efficient manner. Its proven conversion and migration technologies allow you to update or change all historical data. A phased transformation approach

results in minimal system downtime. To help ensure maximum data security and minimum system downtime during the conversion of the productive system, various test runs are carried out prior to the conversion. Depending on the project complexity, the testing phase involves one or more test cycles in a dedicated test system. After each test conversion, you are able to validate the following conditions:

- Data consistency of data structures
- Data access after conversion run
- Verification of test results
- Verification of changeover prerequisites



Figure 7: Documentation on Migration and Conversion Technology in SAP® Landscape Transformation

As soon as the test results are satisfactory, you can realize the conversion in the productive environment. All project steps are carried out using a process tree – similar to the implementation guide commonly used in an SAP software system environment.

After a successful cutover to the new system and business operations, your productive system will be up and running. Consistency and compliance are assured for all system data – including open items, complete data history, and data archives.

Maintaining and Monitoring the System Landscape

The SAP Landscape Transformation software supports several business scenarios and can help you identify options for improvement. Furthermore, companies can quickly respond to upcoming business changes and adapt their organizational structures accordingly. Companies can benefit from higher efficiency, data quality, and improved transparency.

SPECIFIC BUSINESS SCENARIOS IN FOCUS

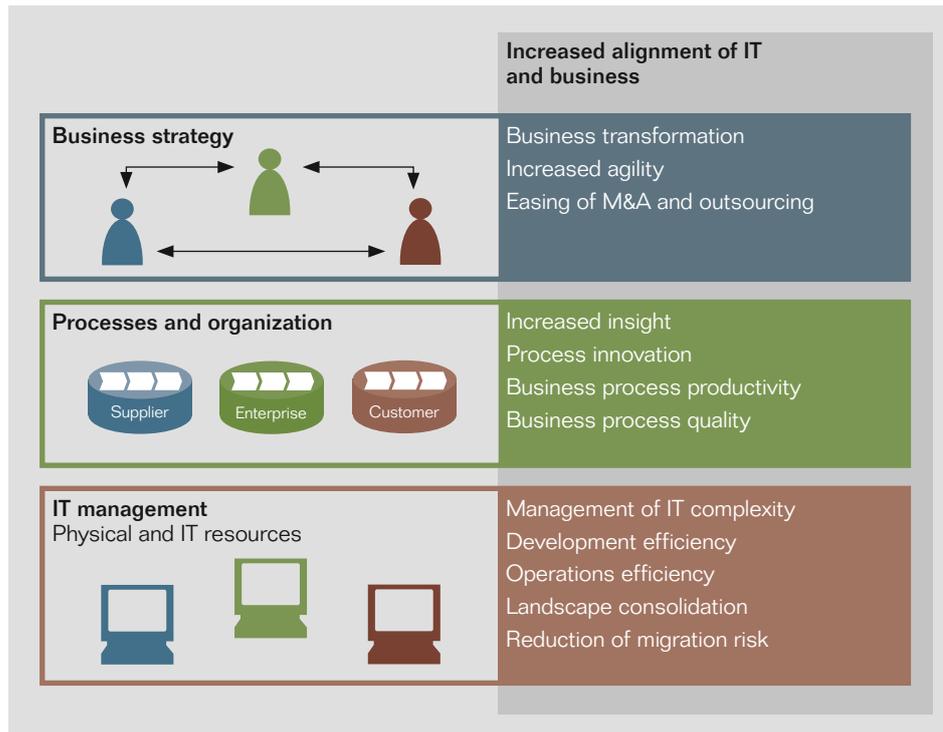


Figure 8: Translating Business Strategy into IT Transformation Scenarios

The most suitable transformation approach is not always straightforward and clear at first. To fully realize a change in business strategy on the IT level, the overall project requirements need to be outlined in detail and translated into a suitable transformation scenario (see Figure 8).

The standard SAP transformation software addresses various transformation needs, which are grouped into specific business scenarios (see Figure 9 for typical scenario triggers). This categorization helps you translate your business needs into an appropriate transformation scenario.

Leveraging Selling, Buying, and Restructuring

These scenarios address common business events: mergers and acquisitions, spin-offs, and divestitures, as well as restructuring projects. SAP Landscape Transformation offers an integral approach to realize transformation projects and enables you to be ready for future business opportunities.

Scenario: Selling a Company or Business Unit

Decisions to sell or divest part of the organization are mainly driven by objectives to:

- Focus on core business (divest noncore assets, reduce complexity, and streamline your business)
- Raise cash (use cash to improve financial situation, accumulate cash for future expansion)
- Comply with legal requirements

When selling or divesting a part of your organization, you have to cleanse your company's organizational structures of data elements associated with the divested entity in a way that both maintains transactional integrity and meets legal requirements. Data security, legal compliance, and operational efficiency are critical success factors for changing business transactions. SAP has developed a landscape transformation solution to cover the entire range of requirements arising from a divestiture project.

Scenario: Carving Out a Company or Business Unit via "Clone and Delete"

Your company may want to spin off a subsidiary or business unit or create an independent entity within your group. As a result, your system landscape will need to mirror this structural change, and you may need to carve out the subsidiary's company codes to reflect the new structure. The carve-out transformation scenario (see Figure 10) enables you to extract selected company codes from your existing systems and transfer them into the spin-off's target environment to form a legally independent company.

	Typical trigger	Transformation requirement	Transformation solution
Leverage sell, buy, and restructure Transfer company (share deal) Change business or organizations	Sell a company	Sell a company through "clone and delete"	Company carve-out
	Shift areas of responsibility	Reorganize a profit center (based on key date)	Profit center reorganization (new G/L based)
Unify and transform data Transform and align in financials	Comply with new legal requirements in financials	Implement country-specific chart of accounts	Chart of accounts conversion
	Increase transparency in financial reporting	Implement groupwide chart of accounts	
Consolidate and reduce IT cost Set up multiclient systems	Reduce cost of operations	Set up multiclient systems	Client transfer (same release)
	Increase agility by reducing landscape complexity		Client transfer (with upgrade)

Figure 9: Solving Complex Business Requirements with Standardized Transformation Solutions

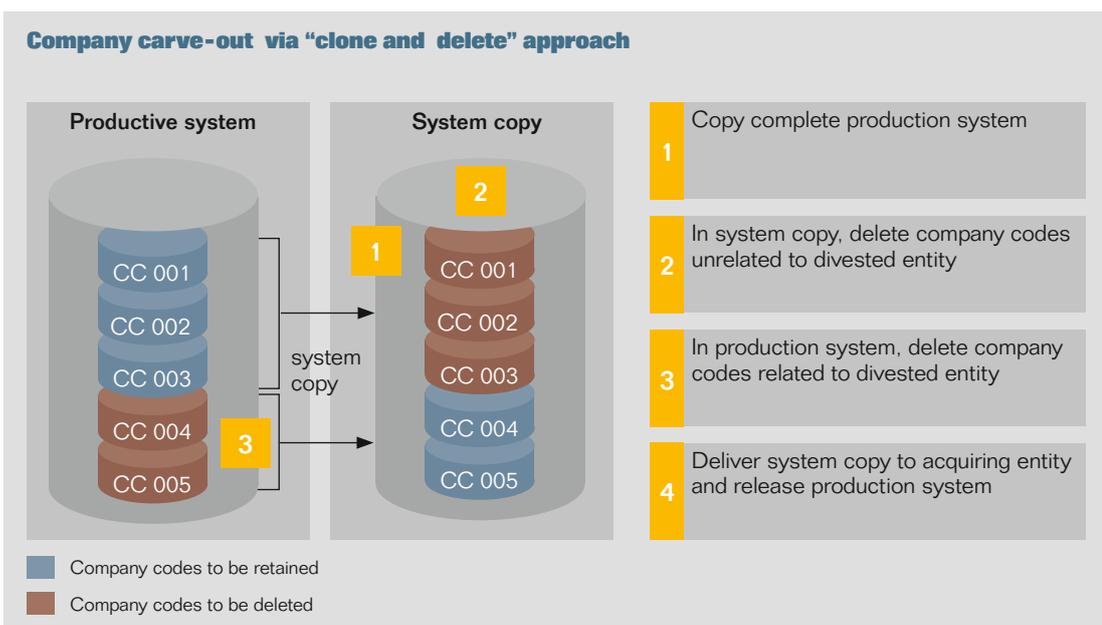


Figure 10: A Typical Company Carve-Out Scenario

With the help of the SAP Landscape Transformation software, company codes are deleted in the following phases:

- Business preparation
 - Creation of conversion/deletion concept
 - Definition of test scenarios
- Technical preparation
 - Setup of test system
 - Installing program functions
- Test conversion
 - Starting approximately two months before conversion of the productive system
 - Complete conversion of test system
 - Testing of test conversion results
- Conversion of productive system (usually over a weekend)
 - Conversion of entire productive system
 - Final tests

The carve-out scenario allows you to accomplish this transformation without interrupting your day-to-day business. SAP Landscape Transformation also helps you maintain compliance with all legal requirements. The main business scenarios are audited by Ernst & Young (please visit www.service.sap.com/slo for more information). By providing road maps that contain detailed instructions and predefined templates, as well as direct links to the action items for each single project step, the SAP software guides you safely through the project.

In short, using SAP Landscape Transformation for a divestiture or spin-off allows you to take maximum advantage of the following benefits:

- Thorough assessment of IT landscape prior to carve-out
- Evaluation of different carve-out options (project-based solution)
- Best practice and guidance in project evaluation, preparation methodology, and project execution
- Effective and safe separation through a productized solution package
- Separation process supported by tools with preservation of history for share deals
- Minimum downtime and business interruption

Scenario: Reorganizing Profit Centers

The reorganization of profit centers can be triggered by various external and internal reasons. For example, a changed corporate structure – and therefore a shift of responsibilities – requires companies to precisely adapt their controlling processes and adjust profit centers. Also, internally driven objectives – for example, the simplification of the existing profit center structure, the unification of the overall reporting structures, or a change from a cost center-based structure to a profit center-based reporting structure – may require reorganization. Whatever the scope, a change to the profit center structure requires you to reassign all affected objects (such as materials, purchase orders, and sales orders) to the respective profit center (see Figure 11). This often entails changing thousands of objects and making corresponding adjustment postings. Moreover, restructuring profit centers can affect not only the profit center assignments in your general ledger but also all data that feeds into the general ledger. Companies facing such a



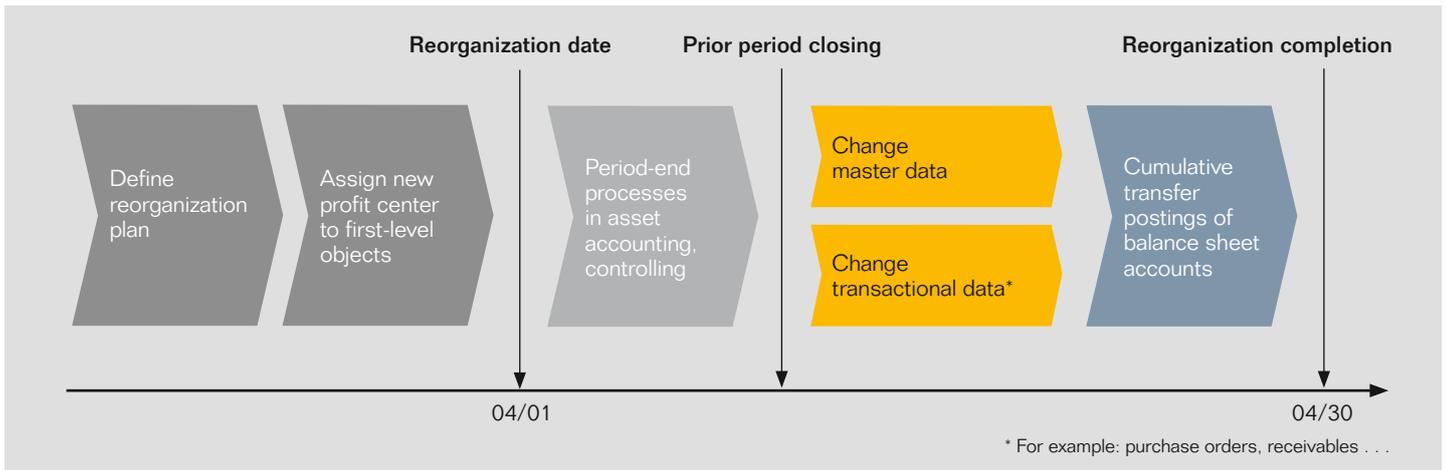


Figure 11: Typical Profit Center Reorganization Scenario

reorganization project are often hampered by manual calculations and transfers, multiple transactions, manual reconciliation, and unstructured audit trails.

With SAP Landscape Transformation software, you can reorganize profit centers in the following phases:

- Business preparation:
 - System analysis of data affected by profit center reorganization
 - Creation of reorganization concept
 - Definition of test scenarios
- Technical preparation
 - Setup of the test system
- Test conversion:
 - Starting approximately four to six weeks before conversion of the productive system
 - Complete conversion of the test system
 - Testing of test conversion results
- Conversion of the entire productive system (usually over a weekend)

With SAP Landscape Transformation software customers receive a proven

solution for reorganizing profit centers (split, merge, and change), reassigning master and transaction data, and changing the profit center assignment on a key date. The profit center reorganization functionality of the software provides a unique and complete view on your reorganization process as well as a plan that gives you a detailed view of all reorganization measures. The functionality enables customers to flexibly adapt their organizational structures and also helps to increase data quality for reporting.

Reorganizing your profit centers by using SAP Landscape Transformation software yields the following additional benefits:

- Provision of a single point of entry for the entire reorganization process (defining, triggering, monitoring, and reporting)
- Automated calculation and journals
- Full audit trail
- Approach with minimum reconciliation effort

“The SAP chart of accounts conversion service gave us a comprehensive conversion tool set that minimized the manual processes associated with editing journals and reporting structures and reduced the risk of errors.”

Hans Joachim Jordan
Responsible for SAP FICO Processes
Behr GmbH & Co. KG

Unifying and Transforming Data

In today’s globalized world, businesses must be able to handle multiple languages and comply with state- and country-specific tax regulations, as well as implement corporate templates.

Regional and local disparities have a significant impact on a company’s overall business operations. These disparities provide a compelling argument for introducing more widely accepted standards, such as generally accepted accounting principles (GAAP) and International Financial Reporting Standards (IFRS).

Since high-quality and consistent data forms the basis for running reliable and efficient business processes, corporations today pay close attention to increasing the transparency of their financial processes and envision a company-wide unification approach, such as aligning data structures and processes.

Unifying Financials

Unifying your financial and controlling structures can give you the chance to redefine your existing business setup. Regionally organized structures may heighten administrative complexity and may result in alignment efforts.

Establishing a centralized SAP ERP application throughout the enterprise can help streamline your business operations, deliver greater cost efficiency, and speed up IT responsiveness for business users.

The following objectives especially impel companies to initiate transformation projects:

- Achieving accurate reporting and transparency:
 - Gaining more transparency for financial and operational reporting
 - Setting up, changing, and extending accounts structure or organizational structures
- Fulfilling legal requirements by implementing dedicated standards:
 - Adjusting processes and structures to comply with legal requirements
 - Adopting accounting standards
- Simplifying:
 - Closing more quickly, accelerating period-end closing procedures
 - Streamlining accounting processes
- Unifying:
 - Harmonizing accounting structures
 - Implementing corporate requirements
 - Harmonizing as a result of other transformation triggers
- Reducing operating costs

Converting Charts of Accounts

SAP Landscape Transformation supports you in introducing standard financial guidelines and helps you to harmonize your chart of accounts.

As part of your efforts to streamline internal processes, you may decide that all legal entities in your group should use the same chart of accounts in the future. The SAP Landscape Transformation software helps you to replace local or regional charts of accounts with a new, single, unified chart of accounts (see Figure 12).

Prior to the project, you need to conduct a preliminary, in-depth analysis of the financial and controlling solution of the company's ERP software and establish an overall project path that

complies with the company's future accounting standards. The analysis functionality of the SAP Landscape Transformation software helps you assess the feasibility and scope of your planned chart of accounts conversion and set up your transformation project appropriately.

In the following conversion phases, you can opt to either rename or merge your accounts and cost elements. Using a detailed, predefined methodology, the SAP Landscape Transformation software guides you safely through all steps of the conversion process. Since data quality is critical to the success of a unification project, it is essential to meet all organizational and operational requirements and optimally support the new business processes.

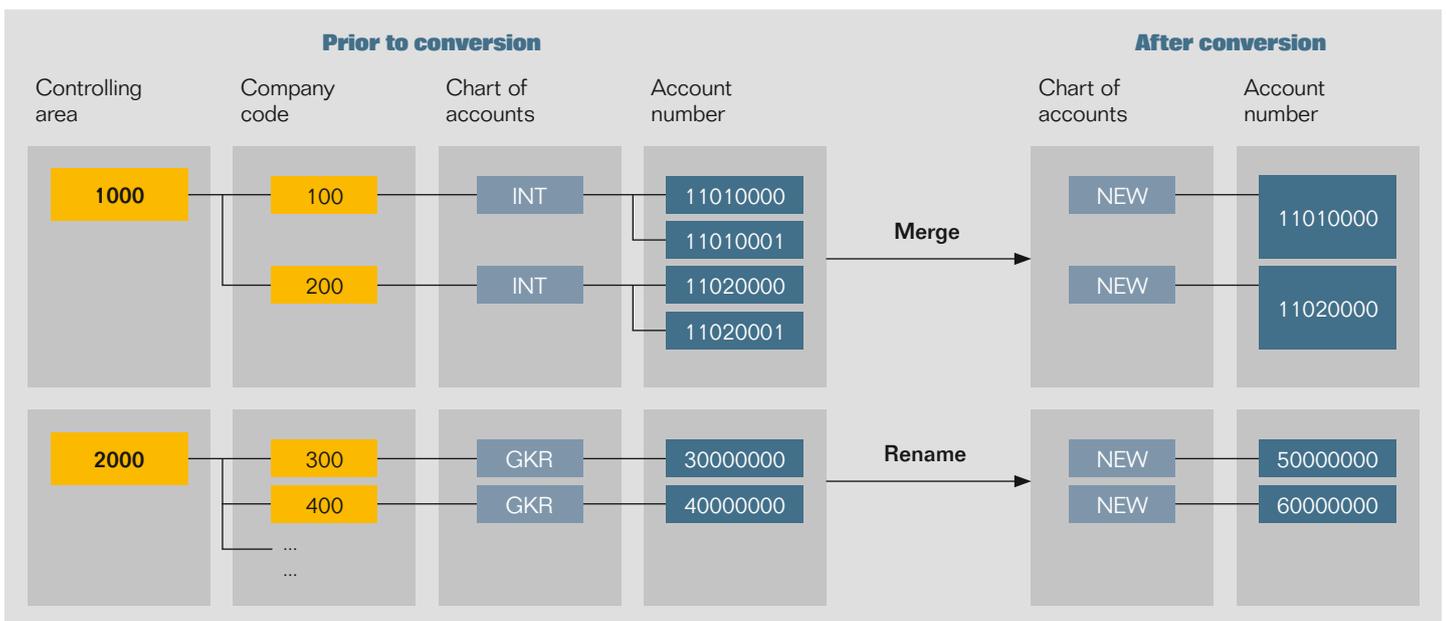


Figure 12: Typical Chart of Accounts Conversion Scenario

“Following SAP’s proven, best-practice conversion procedures gave us peace of mind throughout the entire process, from planning through to testing and implementation. ... I would highly recommend the SAP **chart of accounts conversion service** to other SAP customers.”

Hans Meskens, Project Manager
SAP Financials NextiraOne

With the SAP Landscape Transformation software, you perform a chart of accounts conversion in the following phases:

- Business preparation:
 - System analysis of areas affected by chart of accounts conversion
 - Definition of project scope and feasibility check
 - Creation of conversion concept
 - Creation of mapping and blueprints
 - Definition of test scenarios
- Technical preparation
 - Setup of test system
 - Installation of program functions
- Test conversion (at least 2 cycles)
 - Complete conversion in test systems
 - Testing of test conversion results for all business processes
- Production conversion
 - Chart of accounts conversion in productive systems – usually over a weekend
 - Final tests
- Conversion of downstream systems (development, consolidation, and test system), either as conversion or as copy of productive system

To summarize, the **benefits** you achieve by using SAP Landscape Transformation to unify and harmonize your financial structures include:

- Preservation of assets (processes, data, and systems)
- Transparency of your business processes
- Efficient execution of accounting and period-closing procedures
- Fulfillment of legal and corporate requirements
- Safeguarding of your historical data

Consolidating Systems and Reducing IT Costs

Many international companies operate a widely distributed system landscape with data centers spread out across the world. This often leads to disparate systems that boost operating expense and maintenance efforts. Hence, the need to rationalize the capabilities of strategic data centers is a top concern for corporations. Moreover, a lean and clear data system is essential for transparent data management and is a prerequisite for quick and sustainable business decisions.

System consolidation can be a first step in designing a more rational, efficient, and resilient IT infrastructure that can support the targeted business model. For example, establishing a single-system instance with standardized processes, add-ons, programs, and business data can significantly reduce system complexity. In addition, this centralization can significantly lower the overall cost and reduce the effort required for maintenance and administrative work.

A centralized IT environment with independent clients can facilitate data management and global reporting. It can also make your company’s financial and sales data readily available throughout the enterprise, and support the establishment of standardized and uniform business processes and procedures.

“Based on the figures for 2006, we’ve been able to cut our operating costs by 64%. This means that the project – including the cost of necessary upgrades – has paid for itself in the space of six months. ... Thanks to our centralized IT setup and our harmonized system landscape, the next project will be much easier and cheaper to perform.”

Walter Osbelt, Project Lead
voestalpine group-IT GmbH

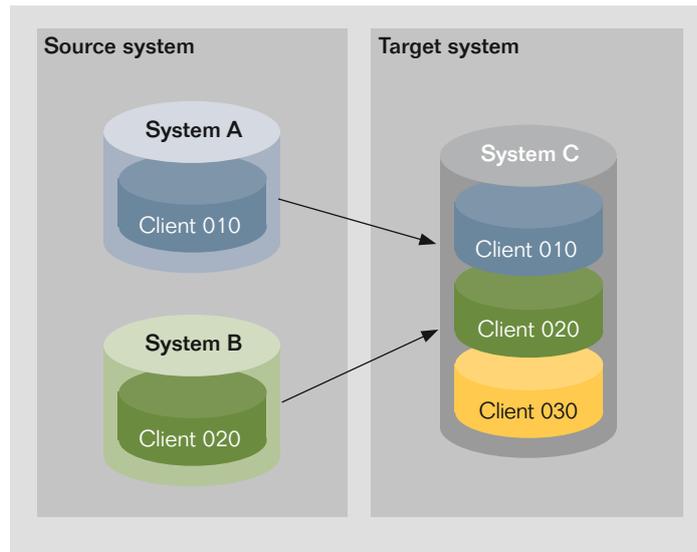


Figure 13:
Typical Client
Transfer Scenario

SAP Landscape Transformation can support you in your efforts to build up a centralized SAP ERP application, which lowers your efforts for system maintenance and upgrades. You can not only reduce the number of systems and interfaces, but you can also remove data redundancies and improve the quality of your business data.

Consolidating Your Systems via Client Transfer

System consolidation projects are typically triggered by objectives to:

- Lower IT costs, including operating, infrastructure, and energy costs
- Reduce administrative overhead
- Reduce IT complexity by decreasing number of system interfaces and redundancies
- Harmonize systems to better support business and to increase efficiency of shared service center
- Enable better business agility

By applying the client-transfer approach (see Figure 13), you can design and build an IT infrastructure that can better support the business needs critical to your organization’s continued success.

In an SAP system environment, a client transfer supports the centralization of data from multiple source systems into one single target system with multiple stand-alone clients. This approach can be seen as a quick-win solution, since it requires no process harmonization. By bundling your data center resources into one location, you can enhance your business performance and at the same time cut operating costs and reduce the communication efforts for your IT staff. System administration becomes significantly easier because there is only a single, centralized system landscape to support. Moreover, the new environment facilitates future implementations and upgrades.

A typical client transfer project with SAP Landscape Transformation comprises the following phases:

- Business preparation:
 - Comparison analysis of differences between affected systems in:
 - SAP repository and “user exits”
 - Client-independent customizing
 - Creation of client transfer concept
 - Harmonization of differences found in system comparison analysis
 - Definition of test scenarios
- Technical preparation:
 - Setup of test system
 - Installing program functions
- Test transfer:
 - Complete transfer between test systems
 - Performance monitoring
 - Testing of test transfer results for all business processes

- Production transfer (usually over a weekend):
 - Client transfer between productive systems
 - Final tests

The **benefits** when you use SAP Landscape Transformation for system consolidation and harmonization projects include:

- Software-based, in-depth system assessment and comparison
- Identification of most suitable consolidation approach
- Use of best practices and guidance in project evaluation, preparation methodology, and project execution
- Possibility to transfer all data – including data history – to existing target system
- Minimum system downtime and minimum business interruption



COMPLEMENTARY SAP SERVICES

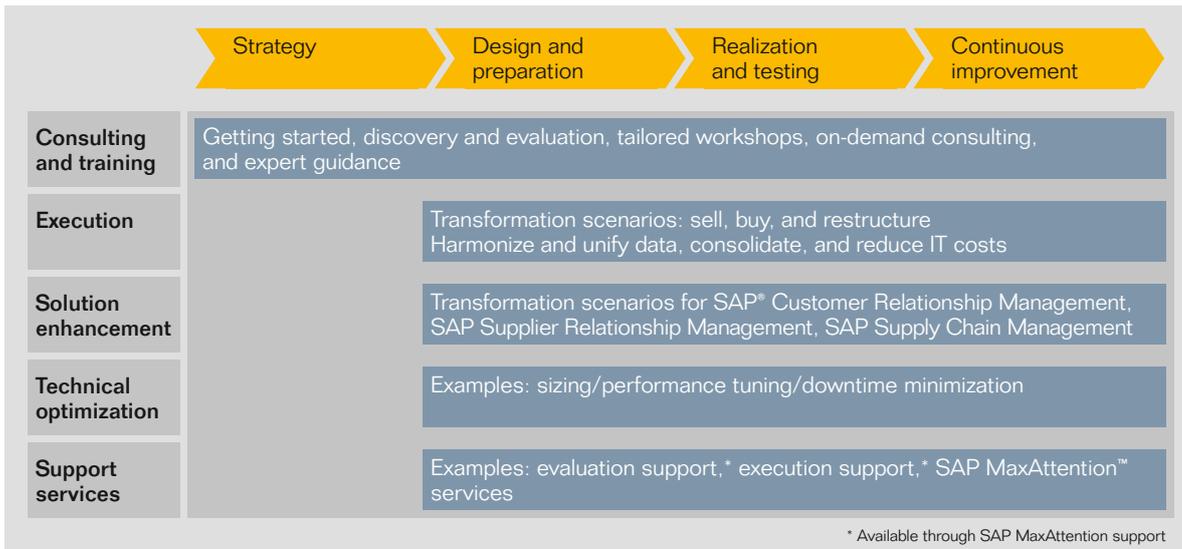


Figure 14: Overview of Complementary SAP Services

To complement SAP Landscape Transformation software, SAP also offers a variety of services that provide support and consulting along the entire project lifecycle – from strategic consulting to analysis support to optimization services during the realization phase up to going live (see Figure 14). In addition, to help you gain in-depth knowledge about transformations, you can book training offerings specific to SAP Landscape Transformation upon request.

Thanks to this flexible approach, companies can individually put together the service package according to their needs to manage their transformation projects. For example, the services help companies to:

- Identify the best transformation scenario to match the company's business strategy
- Accelerate the pace of the project's progress regarding preparation, project scope, and technical feasibility
- Incorporate company-specific requirements
- Meet transformation needs not yet covered by the SAP Landscape Transformation software
- Win in-depth knowledge on scenarios supported by SAP Landscape Transformation via training services from the System Landscape Optimization group
- Learn how to manage all phases of specific transformation scenarios and better support tasks related to project phases
- Take full ownership of transformation programs (combining technical realization, project management, testing, and performance tuning)

Support for IT Transformation Strategy and Project Preparation

Many companies struggle to translate business-driven transformation requirements into an IT program. Often such a process is impaired because the information on existing solutions, methodologies, project blueprints, and so forth is just missing. At this stage, SAP transformation experts can assist you by drawing up transformation plans that provide the best and fastest solutions, which are based on your unique requirements. In the initial project phase, SAP experts use their in-depth knowledge to help your company manage specific challenges like the combining of existing solution components; the assessment of project costs, duration and risk; and the coordination of simultaneously running projects.

Complementary SAP services provide support and consulting along the entire project lifecycle – from strategic consulting to analysis support and optimization services during the realization phase up to going live.

Start Quickly, Gain Knowledge, Learn to Manage Transformation

SAP offers training and consulting packages that can be flexibly composed to suit customer- and project-specific requirements. Companies may face a transformation project, struggle with setting it up, and seek to build up or extend their knowledge on specific project tasks. To help with this, SAP Landscape Transformation software offers comprehensive information about scenario-based transformation projects. The software also includes a detailed documentation guide for handling the product. In addition, the software includes an online knowledge product that consists of numerous presentations and audio recordings. Additional training and consulting can complement the project team's activities and enable it to get started quickly with the transformation project. The services include:

- Supporting transformation project planning
- Participating in scoping workshops and proof-of-concept and design phases
- Providing instructions for evaluating the results of analysis functions in SAP Landscape Transformation
- Planning and optimizing transformation project test cycles

Focus on Core Business While Experts Execute Transformation

The System Landscape Optimization group from SAP Consulting offers numerous services – spanning all SAP Business Suite applications – to cover the complete range of transformation

scenarios. This particularly suits companies that do not plan on realizing several transformation projects within a certain time frame and therefore do not plan on building up in-house knowledge about SAP Landscape Transformation software. The System Landscape Optimization group's services are specifically tailored to meet your individual requirements during analysis, design, realization, and going live. By offering expert guidance and accompanying the complete execution process from start to finish, SAP gives you and your functional departments the advantage of being able to concentrate instead on core business issues.

Enhancing Standard Capabilities for Customer-Specific Projects

SAP Landscape Transformation software is designed to address certain business scenarios. If you plan to realize an IFRS-related scenario, you might be forced to extend your transformation requirements to include aspects of controlling and assets. You can realize the main focus of your transformation project via the SAP Landscape Transformation software (for example, with the chart of accounts conversion functionality). However, additional project requirements such as merging controlling areas and installing certain financial controlling templates, as well as changing cost structures and adapting your business warehouse solution, may need to be addressed via customer-specific consulting projects. In such a consulting project, you will need to touch on the following two areas:

Incorporating the SAP knowledge and expertise that comes from more than 10,000 successful transformation projects over two decades, this standard software can help reduce total cost of operations, ensure data quality, and achieve data consistency. Outstanding methodologies, support for best practices, and standardized technologies secure your envisioned transformation scenario.

- Additional transformation needs, such as a system-client merge, product hierarchy change, and depreciation runs
- Adapting different SAP solutions such as the SAP NetWeaver® Business Warehouse and SAP NetWeaver Information Lifecycle Management components, as well as the SAP Customer Relationship Management and SAP Supply Chain Management applications

Special Conditions Call for Special Technical Solutions

When you plan a transformation project, you are often confronted with technical challenges such as performance or system downtime issues. If your company looks for support in such areas, it can use SAP services for hardware sizing and performance tuning. Since all transformation projects require a system downtime slot, the minimized downtime service allows a significant downtime reduction via online data processing.

Take Advantage of Service and Support for Standard SAP Products

In addition to SAP standard service and support, there are currently two support services offered exclusively to customers of SAP MaxAttention™ services, especially designed for landscape transformation projects:

- **Evaluation service:**
This service helps you determine the feasibility of a transformation project by assessing the “as-is” situation. Experienced consultants discuss with you transformation and harmonization

requirements and outline the best solution for the planned transition, including timeline, costs, and technical execution details.

- **Execution support service:**
With this service you receive close guidance during recurring projects that use the same preconfigured modules. You can build up in-house knowledge during a transformation project, outsource the central coordination of transformation activities, and enable your customer competence center or Customer Center of Expertise organization.

Find Out More

For more information on SAP Landscape Transformation services, please also refer to www.service.sap.com/saplt or contact slo.consulting@sap.com.

Summary

SAP® Landscape Transformation software helps accelerate business and IT transformation and turn complex business requirements into a highly standardized set of transformation solutions. The software lets you better plan, analyze, sequence, and realize your transformation project within common business scenarios that address mergers and acquisitions, divestitures, internal reorganizations, and projects to harmonize existing business processes. Complementary SAP services provide support and consulting throughout the entire project lifecycle.

Business Challenges

- Manage mergers and acquisitions, carve-out projects, and internal reorganizations and align IT with business goals
- Adapt organizational structures to recurring business transformation challenges, updating and optimizing processes supported by a solid and reliable IT foundation
- Reduce total cost of operations through system consolidation and data centralization

Key Features

- **Guided project execution** – Use scenario-based project road maps and integrated knowledgeware
- **Empowerment** – Enable companies build their own transformation capability, realize changes via in-house resources, and monitor system landscapes
- **Analysis platform** – Assess project scope and technical feasibility, and determine the most suitable transformation approach
- **Consistent data transfer** – Enable consistent transfer across all SAP solutions, taking into account complete data history
- **Continuous testing cycles** – Help ensure all data is changed correctly
- **Unicode conversion during single downtime** – Exploit ability to incorporate a Unicode conversion or an upgrade during a single downtime period

Business Benefits

- **System integration and data consistency** via preconfigured and structured execution steps
- **Reduced project duration** thanks to minimal downtime approach
- **System landscape monitoring and change implementation** via control processes
- **Cost-efficient realization of transformation projects** through proven SAP conversion and migration technologies

For More Information

Call your SAP representative, or visit us online at www.service.sap.com/saplt.

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