

# RISE with SAP, ONE with cbs

A new way of unparalleled working with your  
intelligent enterprise

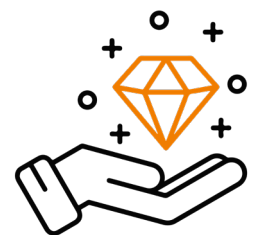
## A truly bespoke “Guided Journey” to the Intelligent Enterprise

Managing uncertainty is becoming the new norm with the business landscape is getting more complex and rapidly evolving. To meet the demand of any business needs, an intelligent enterprise can provide the technology and new service paradigms to the constantly changing challenges of improving business performance.

**RISE with SAP** facilitates your transition like never seen before. It bundles together the tools, guidance, and support systems needed to become truly fit for the future.

To be **ONE with cbs**, our RISE with SAP offers a holistic on-your-term and on-your-timeline transformation to an intelligent enterprise. You can remove complexity with a simplified engagement and guided journey through your business transformation to go where your business needs.

**Discover the value of RISE with SAP, ONE with cbs.**



**88%**

of companies changed their mindset around digital transformation in 2020 with 62% rethinking their entire business model and 67% rethinking their entire operational model [1]

[1] Source: Daniel Newman and Shelly Kramer, “2020 Digital Transformation Index,” Futurum Research, October 2020.

## ONE with cbs, RISE with SAP

How we can help you RISE with SAP



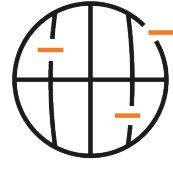
### One End-to-End Service Portfolio

From forming a business case to sustaining a technology environment, along with SAP RISE software licenses.



### One Global Design Approach

To ensure standardisation and harmonisation approach for a group or global design.



### One Global Consulting Team

One global team crosses geographical boundaries to support and deliver good practices and industry experience.



### One Global Delivery Methodology (M-cbs & Accelerators)

A common delivery approach to constantly repeat success globally.



### One Automated Transformation Software Move to S/4HANA (ET)

Using cbs proprietary tool, developed over 20 years, for any complex transformation scenarios.

## Discover the value of RISE with SAP, ONE with cbs



### Simplified Engagement

- ✓ Streamlined experience, with one offering, having a single SLA for operations and issue handling.
- ✓ SAP S/4HANA Cloud – and integrated, extended solutions powering SAP Business Technology Platform – keep your organisation agile and responsive.
- ✓ End-to-end service portfolio, from forming business cases, and executing implementation to sustaining your investment.



### Outcomes Without Major Investments

- ✓ Realise the value of your investment sooner.
- ✓ All-inclusive cbs' ET software non-invasive solution, reduces user effort and increases data integrity with Near-zero downtime capabilities.
- ✓ Top-line, bottom-line, speed, and decision-making are all improved, across your company.



### Guidance At Every Step

- ✓ cbs analyses your processes against industry standards, offering you tailored recommendations of where to focus your efforts.
- ✓ Tailored training and tools support you as you move from your current environment.
- ✓ Standard global design approach and delivery methodology to ensure repeated success guided by our global consulting team.

## RISE with SAP, ONE with cbs Packages



### RISE Cloud Move Planning

Defining and Preparing for Transformation

#### High-Level Cloud Planning

We will conduct a FREE high-level desktop review followed by targeted interviews to derive a high-level approach for your implementation with SAP RISE.

#### Cloud Analysis & Roadmap

We conduct a detailed analysis of your current requirements, documents and SAP systems. We will cover business processes, data, system functionalities and to-be requirements to derive an implementation strategy and roadmap.



### RISE Cloud Transformation

Driving Transformation

#### RISE Greenfield Implementation (Public)

Targeted at non-SAP customers with standard processes, we will deliver a rapid implementation leveraging standard best practices from SAP S/4HANA public cloud.

#### RISE Greenfield Implementation (PCE)

Targeted for larger or more complex non-SAP customers, we will deliver a rapid implementation along with business process improvements and the latest S/4HANA functional enhancements using best practices in combination with our industry experience.

#### RISE Brownfield Implementation (PCE)

A rapid technical upgrade of your current ECC 6 system along with a clear continuous improvement plan to further reap the benefits of S/4HANA progressively. Meant for customers with low degree of changes to processes and data.

#### RISE Selective Data Transition Implementation (PCE)

The best of both breeds. Our SDT (Selective Data Transition) approach leveraging on our Data Transformation tool cbs ET to deliver both design harmonisation, historical data migration and new functionality enablement.

#### Cloud Extension & Innovation with BTP

With the RISE package, you will be granted access to SAP's BTP platform to utilise the bundled free credits. There are various options and use cases you can enable. We will help define the right fit use case that is aligned with your future design and implement the solution.



### Sustaining with our AMS Capabilities

Sustaining Transformation

#### Application Managed Services

Ensuring that your transformation is sustainable. We will help you in managing your application, along with all changes that arise through a structured AMS model.

# RISE Cloud Move Planning

We help to define the best S/4HANA transition approach according to your needs and business direction while optimising your Total Cost of Ownership and deriving the most value for your investment.

## WHY?

### Cloud Move Planning

- › Cloud is a **disruptive innovation** that democratises IT and increases business agility.
- › **Led by cloud hyperscalers** like AWS, Azure, Google Cloud and Alibaba.
- › **Lowens technical and operational complexity.**
- › Less dependency on legacy IT, **more business-led innovation.**
- › COVID-19 is a catalyst for cloud adoption, highlighting cloud solutions' **flexibility, scalability and resilience.**

## Benefits



### Cost savings

*Flexible, variable pricing models, reduced TCO*



### Speed

*Faster time-to-market, increased economies of scale*



### Accessibility

*Rapid ability to scale, extend globally*



### Security

*Rigorous standards, risk mitigation*



### Innovation

*Quicker E2E access to new technologies*



### Talent

*Upskilling with focus on adding business value*



### Agility

*Need-based selection of products and services*



### Collaboration

*Knowledge seamlessly shared in central, accessible location*

## cbs S/4HANA Pre-Study

We will help to define the best S/4HANA transition approach according to your needs and derive a digestible S/4HANA project. Supporting you to get the most out of this momentum for change.

**01** SAP  
Standard  
Reports

**02** cbs  
Enterprise  
Analyser

**03** cbs Software  
Lifecycle  
Management

**04** cbs  
Master Data  
Validation



# RISE Cloud Transformation

We will deliver your transformation to the cloud with our robust and proven methodologies, best practices, tools and accelerators through either a **Greenfield**, **Brownfield** or **Selective Data Transition approach (Hybrid)**.

## Implementation and Migration

### The Three Approaches for Migrating to S/4HANA

There are three major approaches towards migrating your highly sensitive data to the SAP S/4HANA ecosystem. Let's take a look at them and the benefits as well.

RISE Greenfield Implementation	RISE Brownfield Implementation	RISE Selective S/4HANA Transition (SDT) Implementation
<ul style="list-style-type: none"><li>› Organisations can redesign all business processes and take advantage of the new system without bringing over old baggage</li><li>› Longer time duration allows users to learn and adapt to the new design and solution</li></ul>	<ul style="list-style-type: none"><li>› Fastest approach to S/4HANA</li><li>› Lesser business user involvement and it would be a technical IT driven project</li></ul>	<ul style="list-style-type: none"><li>› Near Zero Downtime</li><li>› Migrated historical data, enabling trend analysis</li><li>› Focused on improvements rather than redeveloping. Retaining what is good</li><li>› Shorter implementation cycle</li><li>› Tool-based automated approach</li></ul>

## SAP Business Technology Platform (BTP)

**SAP Business Technology Platform** is a cloud-based platform offered by SAP that provides a comprehensive set of tools, services and applications to help organisations build, extend, run and manage their digital enterprise. It offers services such as data management, artificial intelligence, analytics, integration, and application development to support business transformation.

## SAP RISE Packages

### RISE Selective S/4HANA Transition (SDT) add-ons



#### Merger

Consolidating process and system landscapes, merging SAP / ERP systems, fast.

**A**

#### Technical System Merger

Merge of multiple SAP systems and SAP clients with the same or different release status, but with the legal entities e.g. still remaining as individual company codes.

**B**

#### Merge of company codes on one system

Requirement can come from a business consolidation or merger, where the original legal entities are related to each other (entities reside in the same SAP system).



#### Carve-Out / Split

Separating enterprise units, business-compliant and on schedule.

**C**

#### Carve Out Legal Entity

Requirement can come from a de-merger or split, where there is a need to transfer the existing data of a subset of legal entities residing in the Source system to a new target system. There may or may not be a need to delete the data in the source system (Deletion of source system data not in scope).



#### Harmonisation

Unifying accounts and company codes, controlling areas, master data and platforms.

**D**

#### Chart of Accounts (CoA) Harmonisation

When an organisation (group level) grows through acquisitions/mergers or re-orgs, the chart of accounts differs across legal entities. Pain points include manual consolidation effort, maintenance and reporting effort. Harmonisation of CoA is then desired for:

- Global comparability, transparency and compliance.
- Harmonised group reporting, reduced effort and cost across departments with improved collaboration.



#### Restructuring

Reorganising with continuity in ongoing operations, with more than SAP resources.

**E**

#### Controlling Area Merge

When an organisation (group level) grows through acquisitions/mergers or re-orgs, controlling areas differ across legal entities. Pain points include manual consolidation effort, maintenance and reporting effort.

Controlling area merge is then desired for:

- Global comparability, transparency and compliance.
- Harmonised group reporting, reduced effort and cost across departments with improved collaboration.



#### Others

**F**

#### New G/L Conversion

For organisations who do not have new G/L activated in their ECC system or additional new G/L Functionalities like document splitting is desired.

**G**

#### Date/ Time Slice

An organisation may wish to reduce its data takeover to another target system to reduce hosting cost, improve system efficiency etc.

**H**

#### Near Zero Down Time

For organisations who cannot afford high downtimes due to e.g. customer facing systems, high production rate, high loss of revenue every system shutdown.

## Customer Success

### SPS Companies Use Selective Data Transition to Migrate Into SAP S/4HANA Private Cloud

In just ten months, SPS Companies has transformed the full relevant financial history into NewGL with harmonised Charts of Accounts, and Cost Centre structure. SPS was able to implement document splitting and move from account-based to cost-based CO-PA. After implementation, SPS Companies significantly reduced their database size by leaving obsolete data behind.

#### S/4 Cloud Migration



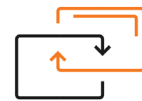
Selective process and data migration from ECC on-premise to S/4HANA Cloud

#### ONE Finance



Implementation of NewGL, Margin Analysis, New FI Asset Accounting, ...

#### System Merge



Merge of 15 company codes into one harmonised and consolidated Cloud

#### Selective Company Code Migration



Migration and renaming of selective company codes and active data

#### Business Partner



Migration of harmonised and merged Business Partners

#### Data Footprint Reduction



89% used database reduction with 5 years of historical transactional data

“

Brownfield was simply not possible, and Greenfield meant an extended project timeline with multiple rollouts phases. Selective Data Transition offered added flexibility to bring this down to a year.

– Justin Moldrup, IT Director, SPS Companies

**SPS™**

COMPANIES, INC.

# cbs Application Management Services

We will help you sustain the investment that you have made while focusing on continuous improvement to ensure the adoption of your current design as well as new technology releases and extended cloud offerings from SAP.

**cbs Application Management** assumes responsibility for the customer's applications and deals with incidents, changes, problems, and other service requests. Depending on the customer's requirements, we support the entire SAP landscape, individual systems, locations, processes, or modules.

## Summary of AMS Competencies

- › Various consulting experience with core and multi-skilled
- › Experienced and dedicated leadership team based in Asia Pacific
- › Strong and close relationship with Leadership and Consulting team in Heidelberg, Germany (cbs Consulting HQ)
- › Senior Consultants are trained in orientated in cbs Consulting HQ

### Functional

- › Core ECC and S/4HANA FICO
- › SAP Logistic
- › BW/BI
- › Testing
- › Client environment Workshop\training
- › Documentation and Artefacts updates

### Basis

- › SolMan Administration
- › Basis Administration
- › Security and Access Management
- › Technical Architect
- › Daily Monitoring (Technical Monitoring)
- › Landscape Management
- › System Performance management
- › System Audits

### Project Management

- › Program Management
- › Project Management and Advisory
- › Solution Architects
- › Dev/Ops

### Technical

- › ABAP, HR ABAP
- › ABAP, Webdynpro, PI/PO, Ui5
- › Forms-Adobe, Smartform, SAP script
- › Integration

### Service Desk

- › Service Delivery Management
- › Service Desk 8X5
- › Ticket lifestyle management
- › Technical Architect
- › cbs Service Desk ticketing tool administration



## cbs AMS Introduction: AMS Delivery Portfolio



“ We are very happy and satisfied with cbs' help, which has exceeded our expectations. This year was a challenging year for us, but with cbs support, we managed to pass thru this challenging time together.

- Takeshi Suma, CEO, Dydo Drinco Malaysia

**DYDO**

## Service Management

### We Ensure The High-Quality Application Management

Providing a **Service Delivery Manager (SDM)** to manage and control cbs Application Management deliverables.



#### Continual service improvement

Optimisation



#### Service meeting

Regular meeting



#### Service reporting

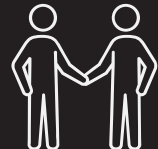
Monthly summaries



#### Escalation Management



#### Quality Management



#### Customer Relationship Management

## Continuous Service Improvement

### Service Improvement Plan

Periodicity | Tasks | Order | Scheduling

#### Nine-(Seven)-Step-Improvement-Process (based on ITIL):

1. Identify the improvement strategy
2. Define the measurements
3. Capture the measurements
4. Analyse the data and information
5. Derive measures
6. Showcase
7. Decide on measures
8. Implement
9. Verify

#### Continual Service Improvement

Customer satisfaction analysis

Service employee analysis

Benchmarks

Service level

Service performance indicators

Assessments (people / processes / technology)

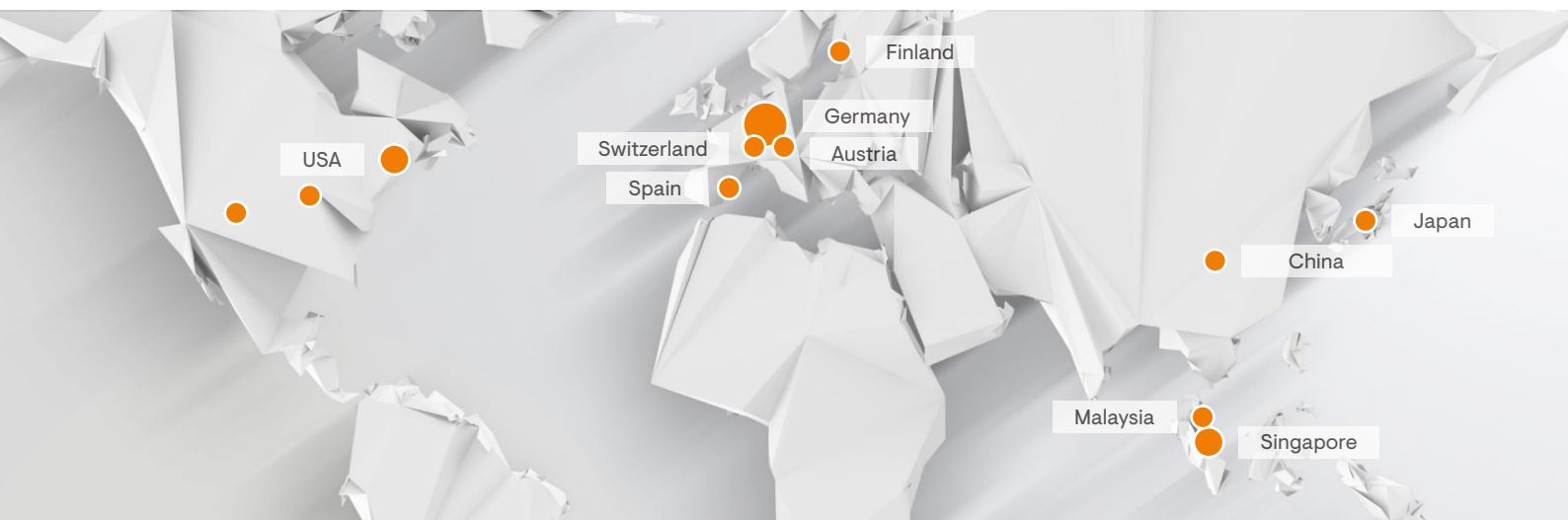
## More Than 25 years of Consulting Excellence

### Proven track records in strategic business enhancements

Over the years, cbs have developed our methodology, frameworks, tools, and assets to accelerate delivery, de-risking projects, optimize total effort and cost, and ensure success for our customer's investments.

We are one of the few SAP partner's globally that develops, owns, and operates our complex transformation tool to enable a seamless transition to S/4HANA with Near-zero downtime while retaining historical data, adopting new capabilities, and process improvements that maximize the value of investments.

## International Consulting Around The World



**300+**

Active International  
Customers

**3,000+**

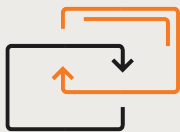
International  
Projects

**1,500+**

Allied Global  
Consultants

**9**

International  
Offices



### Business Consulting

We are experienced process consultants and focus on SAP. This enables solutions based on real-world software systems.



### Digital Innovations

As SAP S/4HANA pioneers, we design digital E2E processes, connecting IoT, AI, ML, Big Data, in hybrid Cloud Landscapes.



### Industry Solutions

We are in the international industry since 1995. From Manufacturing to Life Science: We know the business.

**70%** of global market  
leaders in Germany are cbs  
customers

We also have a close partnership with SAP and their product teams in Walldorf, jointly innovating and aligning our products to SAP's latest technologies, making us the few partners with technical depth and excellence in solving complex problems.

## cbs Customers Around The World



### Why cbs Corporate Business Solutions

We are high-performance consultants dedicated to creating global, enterprise-wide, end-2-end digital business processes.

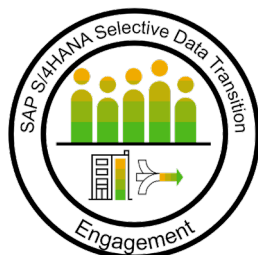
We work for the most amazing customers globally: Renowned, highly innovative enterprises and hidden champions of the international manufacturing, life science and automotive industry.

With our unique Business Transformation Services, we support them on their way to becoming ONE global digital enterprise.

Our solutions lead the market. Driven by passion, we are determined to fulfil our Vision 2025: Being the global champion for the world's market-leading manufacturing companies.



Gold Application Integration  
Gold Application Development



### Involve Us

#### Risk-free assessment

cbs will conduct a workshop with experienced transformation consultants covering deployment options and transition approach.

#### Connect With Us

##### For free content

Stay up to date with our latest blogs, educational webinars, or project success stories by connecting with us on [LinkedIn!](#)

#### Ask Us Questions

##### By email

At [sg-office@cbs-consulting.com](mailto:sg-office@cbs-consulting.com)

#### Call Us

**+65 6727 8920**

#### Our Global Presence

Headquartered in Heidelberg, Germany, we have a presence across the Asia Pacific region. Talk to us from any location regarding your strategic plans.

#### Offices

Singapore | Malaysia | Japan | China | Germany | Finland | Spain | Austria | Switzerland | America

### cbs APAC, Regional Headquarters – Singapore

Level 35, The Gateway West, 150 Beach Road, Singapore 189720

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