



# The Complete Guide to Upgrading to SAP HANA

# INTRODUCTION

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SAP has a four-year upgrade cycle. In between major upgrades, SAP releases feature package stacks and support package stacks.

Now is the time to prepare for the next upgrade. SAP will provide mainstream maintenance for core applications of SAP Business Suite 7 Software (ECC) until the end of 2027, followed by optional extended maintenance until the end of 2030. The longer you wait to prepare for and make an upgrade, the more difficult the process will be.

In preparation for the upcoming upgrade, your company must decide whether to migrate to SAP HANA and, if so, what the best implementation options are. Making the right decision means taking emotion out of the process and sticking to the facts.

To help your decision-making process, this eBook explores:

- Building the Business Case to Move to SAP HANA
- Importance of Choosing the Correct Implementation Approach
- Benefits of Technical and Functional Assessments

# Building the Business Case to Move to SAP HANA

Before a company can make the transition to SAP HANA, the business value of the solution must be demonstrated to leadership. Leadership will want to know about the business impact of cost estimates for the move to SAP HANA and how they are justified by potential benefits.

The business case articulates what you have, how you use it, and what needs to change. The SAP Business Scenario Recommendations Report (BSR) helps make a business case by mapping old business processes to the replacement in SAP HANA.

## Overcoming Preconceived Notions

Clients often say their system isn't a good candidate for an upgrade because it is highly customized with thousands of objects. Most of the time, these organizations are only using 25% of their customization. They need to determine what they really use, what SAP really provides, what they really know, and what is really lost.

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**25%** Organizations are only using 25% of their customization.

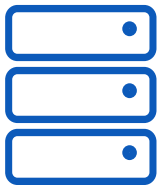
# Building the Business Case to Move to SAP HANA (cont.)

## Business Benefits of SAP HANA

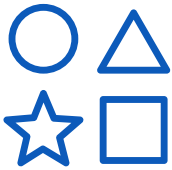
SAP HANA business benefits include:



Analytics for a near real-time decision-making process



Integrations through database simplification for faster and easier integration to third-party partners and better customer support. The database is going from 43,000 tables down to 10,000 tables.



Simplification through fewer and more simplified tables than ECC, so accessing data is easier.



Performance through an in-memory database that decreases run times. For example, a Chinese fashion manufacturer previously took 24 hours to run their material requirements planning (MRP) software. After its upgrade to HANA, the same MRP process takes two hours.

The BSR should be run against a particular release of SAP HANA. At the end of 2020, the 2009 release will need a new BSR because of deprecation. For the BSR, you submit details from your system to SAP, and it comes back with which transactions will not be available in the next couple of versions.

# Importance of Choosing the Correct Implementation Approach

Understanding the SAP HANA implementation approach options will help your company avoid costly mistakes. Key considerations in choosing an implementation option include:

- Who should determine the approach
- Impacts to the business and to IT of selecting one approach over another
- Critical differences between approaches
- What SAP says about the selection process

## Implementation Approaches

There are 3 approaches to implementation:

**Bluefield Approach** saves the value of the existing solution but gives more flexibility for the definition of the go-live phase, reducing the downtime needed.

**Greenfield Approach** is for customers that want to take advantage of S/4HANA to re-engineer their processes and implement a brand-new solution to reduce the level of customization and accept that they will also lose their historical transaction and master data.

**Brownfield Approach** is a migration that populates the tables with data from your existing systems. This is an approach for customers that want to leverage their existing solution, save their historical data, and rapidly convert to S/4HANA.

# Importance of Choosing the Correct Implementation Approach (cont.)

Bob Gagnon, Executive SAP Solution Architect at Clear Tech, says, “What we discovered early on is that Brownfields tend to be much less expensive by a magnitude of 6 to 8 times.”

The selection of the implementation approach should be a business decision and should be made by those who face customers. The impact of the approach is often underestimated. Impacts include transactional data loss, master data loss, extra cost for data migration, and effect on customers when information is left behind.

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*“Keep Calm and migrate to S/4HANA with Brownfield, putting in place a foundation to adopt innovation at your pace.”*

**Brett Murphy**, Executive Architect at Clear Tech

# Benefits of Technical and Functional Assessments

Technical Assessments remove the fear and uncertainty from SAP HANA implementation by producing data that drives the implementation while deriving the value of SAP HANA. Details are extracted from your system and compared to the S/4HANA version to highlight the business impact of implementation. Assessments help you understand what needs to be customized through T-code changes and the value of customization.

## Uncovering the True Level of Customization

Many companies are under the misconception that they can't move to SAP HANA because they are too customized. Technical Assessments uncover the truth.

**25%**

The average customization needed for S/4HANA is 25%



For one customer, only 73 out of 483 transactions were custom



Out of 375 customizations, 302 weren't being used

**4**

4 transactions were single-use at year's close

# Benefits of Technical and Functional Assessments (cont.)

## How the Technical Assessment Works

Details for a Technical Assessment are extracted from your system. If you're running a collector that is only maintaining data over 60 to 90 days, it would be prudent to open the collector parameters to grab one year's worth of info and store it for a length of time.

Clear Technologies provides a high-level description of Code Impact. Our primary tool is capable of delivering line-by-line changes. Our secondary tool is capable of auto-remediation of more than 60% of identified code.

On knowing where custom code can be retired, Brett Murphy says, "Nothing is more important than understanding what you don't know."

Graphs can show the percentage of system usage and custom code history so you can see where impacts are going to be felt. This information is about 98% accurate, which is good out of thousands of transactions.

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# 60%

Our secondary tool is capable of auto-remediation of more than 60% of identified code.




# Understanding the SAP HANA Journey

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Business leadership can understand the HANA journey through a well-constructed business case. Your selected implementation approach has an impact on the cost and duration of the project.

Understanding what S/4HANA provides is a release-by-release effort. Assessments and planning are ongoing events and should be revisited upon new SAP releases to ascertain the impacts of product improvements to S/4HANA.

Clear Tech offers no-cost workshops and assessments to help you get started on your SAP HANA journey.



Let Clear Tech be your  
second opinion on  
SAP HANA migration.  
Request a Readiness  
Assessment.