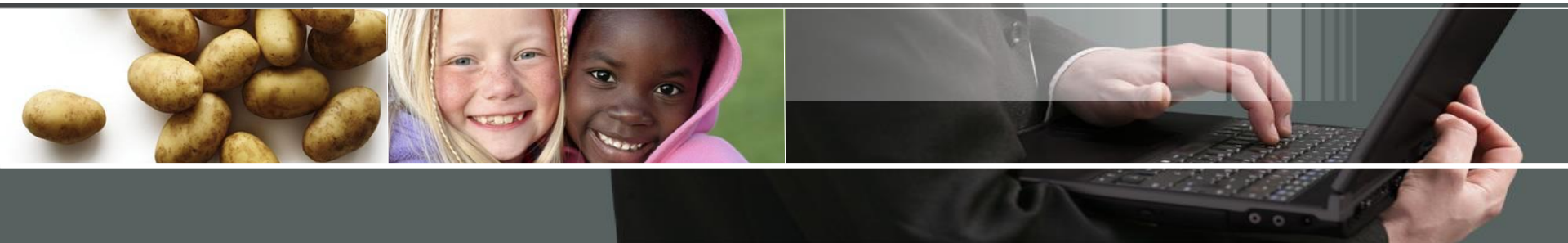




**VisionSoft – HANEYA®**  
**April 7, 2017**



## Agenda

- **Our Understanding – Typical Client S/4 HANA Needs**
- Our Qualifications
- Our Approach & Solution Recommendation

## Typical Client - Our Understanding

**Project Requirements:** We assumed migration from SoH to the target system S/4 HANA (1511 Version)

- **Medical Devices** - would like to roll out SoH (Suite on HANA)
- **Pharma** – would like to implement S/4 HANA in 1<sup>st</sup> ½ of 2018
- **Other Unit:** DB2 implemented
- HANA Modernization Project
  - Implement S/4 HANA
    - Standard transactions in Simple Finance
    - Standard transactions in Enterprise Management
    - Global Scope (TBC) – North America, EMEA (Europe, Middle East and Africa), Asia and Latin America

## Agenda

- Our Understanding – Typical Client S/4 HANA Needs
- **Our Qualifications**
- Our Approach & Solution Recommendation
- Haneya - Automation
- Q&A and Next Steps

## Visionsoft and SAP Partnership

*“VSoft is SAP’s partner globally. They continue to be a persistent leader in SAP Solutions, and I am confident they would be a great partner for our clients.”*

- Application Development Partnership
- Service/ Consulting Eco Partnership
- VAR (Reseller Partner) ECO Partnership

- Pre-packaged Products & Solutions**
- ✓ Haneya Product – Migrations
  - ✓ Hanalytics –HADOOP/HANA integration
  - ✓ Curatum - GRC 101.1 Solutions
  - ✓ Vsoft Retail etc.

### A history of team work for our clients...

- ✓ Joint product development and Research
- ✓ Joint custom solutions
- ✓ Joint project delivery: Architects, specialized team members, max attention, custom development
- ✓ Typically, we recommend clients to purchase Max. Attention Services



North American SAP Development Director- David Sacks

## Our work in SAP S/4 HANA Space..

We have worked with major Healthcare, Pharma, Distribution and Retail companies.

	Global Pharma Manufacturer	Global Healthcare Distributor	Retail Store Company
<b>Project Description</b>	<p>Hetero is a strong player in API (Active Pharmaceutical Ingredients) and finished dosages and its manufacturing plants have U.S. Food and Drug Administration approvals and World Health Organization approvals. It has marketing presence in over 100 countries. It is a global company.</p> <p>Hetero would like to migrate its ERP system(SAP) from SAP ECC to S/4 HANA.</p>	<p>Hetero Health Care is a Pharmaceutical Distribution Company with global presence. scattered to different product of various therapeutic groups. We aim to improve the quality life of the people with our product line and along with a continuous Research and Development process.</p> <p>Hetero Healthcare would like to migrate its ERP system(SAP) from SAP ECC to S/4 HANA.</p>	<p>The business model of Eco Store includes retail chain stores &amp; E-Commerce online shops for Organic products. The customer owns more than 4 physical stores located in multiple cities, a self-operated Web shop and multiple Web stores on major public online E-commerce marketplaces.</p> <p>The merchandize offerings are of multi-thousand SKUs of Organic food products from globally known brands along with a large number of local brands.</p>
<b>Strategy and/or Solution</b>	ECC-> Suite on HANA(SoH) -> S/4 HANA	ECC-> Suite on HANA(SoH) -> S/4 HANA	Eco Store would like to have the real time Data and Analysis of each store accessible on handheld devices.
<b>Solution Implemented</b>	<p>HANEYA, our pre-packaged migration solution encapsulates all migration activities together to handle the HANA migration in an automated fashion with minimal human interaction.</p> <p>- S/4 HANA 1511</p>	<p>HANEYA, our pre-packaged migration solution encapsulates all migration activities together to handle the HANA migration in an automated fashion with minimal human interaction.</p> <p>- S/4 HANA 1511</p>	<ul style="list-style-type: none"> <li>- HANEYA, our pre-packaged migration solution encapsulates all migration activities together to handle the HANA migration in an automated fashion with minimal human interaction.</li> <li>- S/4 HANA 1511</li> </ul>
<b>Team Size</b>	<ul style="list-style-type: none"> <li>- Project implementation : 5</li> <li>- Steady State is 4</li> </ul>	<ul style="list-style-type: none"> <li>- Project implementation : 5</li> <li>- Steady State is 4</li> </ul>	<ul style="list-style-type: none"> <li>- Project implementation : 4</li> <li>- Steady State is 3</li> </ul>
<b>Value proposition</b>	<p>Reduces the effort and cost by 40-50%</p> <ul style="list-style-type: none"> <li>- Automated Assessment</li> <li>- Code remediation (Objects remediation)</li> <li>- Automate T Codes replacement</li> <li>- Automate table replacement</li> <li>- Automate Security</li> </ul> <p>Automated Migration &amp; DB Conversion</p> <p>Optimizes the down time (ZDT)</p>	<p>Reduces the effort and cost by 40-50%</p> <ul style="list-style-type: none"> <li>- Automated Assessment</li> <li>- Code remediation (Objects remediation)</li> <li>- Automate T Codes replacement</li> <li>- Automate table replacement</li> <li>- Automate Security</li> </ul> <p>Automated Migration &amp; DB Conversion</p> <p>Optimizes the down time ( ZDT)</p>	<p>Reduces the effort by 40-50%</p> <p>Automated Data Migration</p> <p>Mobile life style</p> <p>Business insights and dashboards</p> <p>Real time analytics</p>

# Our team in SAP S/4 HANA Space..

Our key resources worked in the industry and SAP over 20 years



**Raj Dinavahi**

- ✓ TECHNICAL S/4 HANA ARCHITECT AT GLOBAL PHARMA COMPANY
- ✓ PRODUCT LEADER OF 'HANEYA
- ✓ 18 YEARS - SENIOR TECHNICAL ABAP CONSULTANT
- ✓ SAP PROJECT MANAGEMENT
- ✓ ROLE: HANEYA-PRODUCT DIRECTOR

**Padma Donavalli**

- ✓ S/4 ABAP LEAD AT A GLOBAL PHARMA COMPANY
- ✓ 15 YEARS OF SAP PROJECT/PROGRAM EXPERIENCE IN MANAGING LARGE, MULTIPLE PROJECTS AT A TIME
- ✓ TECHNICAL SPECIALIST FOR MANY SAP ROLL OUTS
- ✓ ROLE: HANEYA-PRODUCT SPECIALIST



**Anji Reddy**

- ✓ S/4 HANA THOUGHT LEADER & ADVISOR
- ✓ FOUNDER OF 'HANEYA
- ✓ 23 YEARS IN BUSINESS TRANSFORMATION & SAP
- ✓ COMPANIES: ITW, DELOITTE, IBM, J&J & NY TIMES
- ✓ ROLE: PROGRAM ADVISOR

**Vish Maddi**

- ✓ SENIOR PROJECT MANAGER WITH AROUND 26 YEARS
- ✓ 12 YEARS OF SAP PROJECT/PROGRAM MANAGEMENT EXPERIENCE IN MANAGING LARGE, MULTIPLE PROJECTS AT A TIME
- ✓ PROJECT MANAGER FOR GLOBAL PHARMA S/4 ROLL OUT
- ✓ ROLE: PROJECT LEADER



**Prasad Vaddi**

- ✓ BASIS / HANA SME FOR GLOBAL PHARMA IMPLEMENTATION
- ✓ 20 YEARS IN SAP BASIS ADMINISTRATION
- ✓ SAP BASIS ARCHITECT
- ✓ SAP PROJECT MANAGEMENT
- ✓ ROLE: BASIS ARCHITECT

**Sandeep Reddy**

- ✓ BASIS HANA LEAD FOR GLOBAL PHARMA IMPLEMENTATION
- ✓ 12 YEARS IN SAP BASIS ADMINISTRATION
- ✓ SAP BASIS ARCHITECT
- ✓ SAP PROJECT MANAGEMENT
- ✓ ROLE: BASIS ARCHITECT

## Agenda

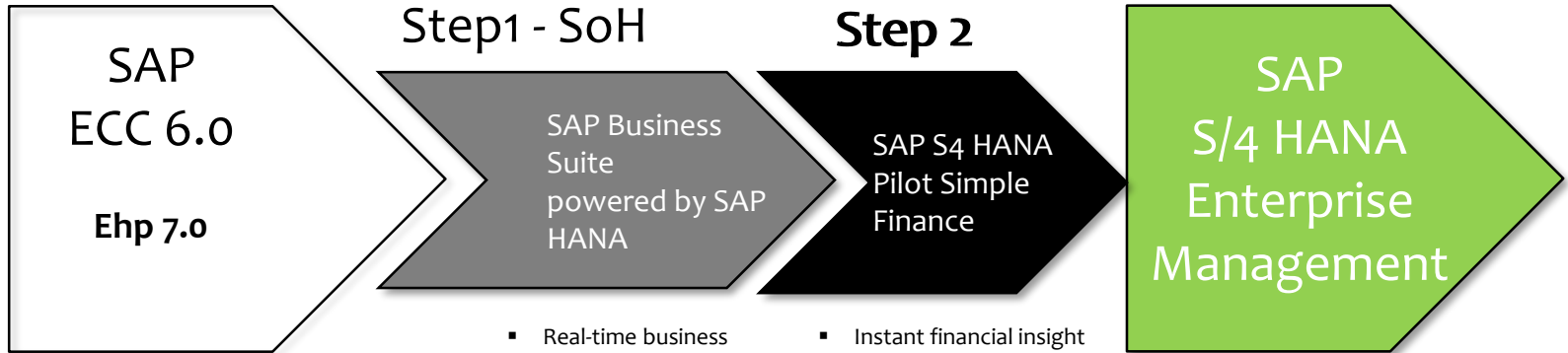
- Our Understanding – Your S/4 HANA Needs
- Our Qualifications
- Our Approach & Solution Recommendation
- Haneya Demo
- Q&A



# S/4 HANA Migration Journey

**You are here !**

**Step 3**



*The length of the journey depends on not only where you're going, but where you're starting from.*

-Anon

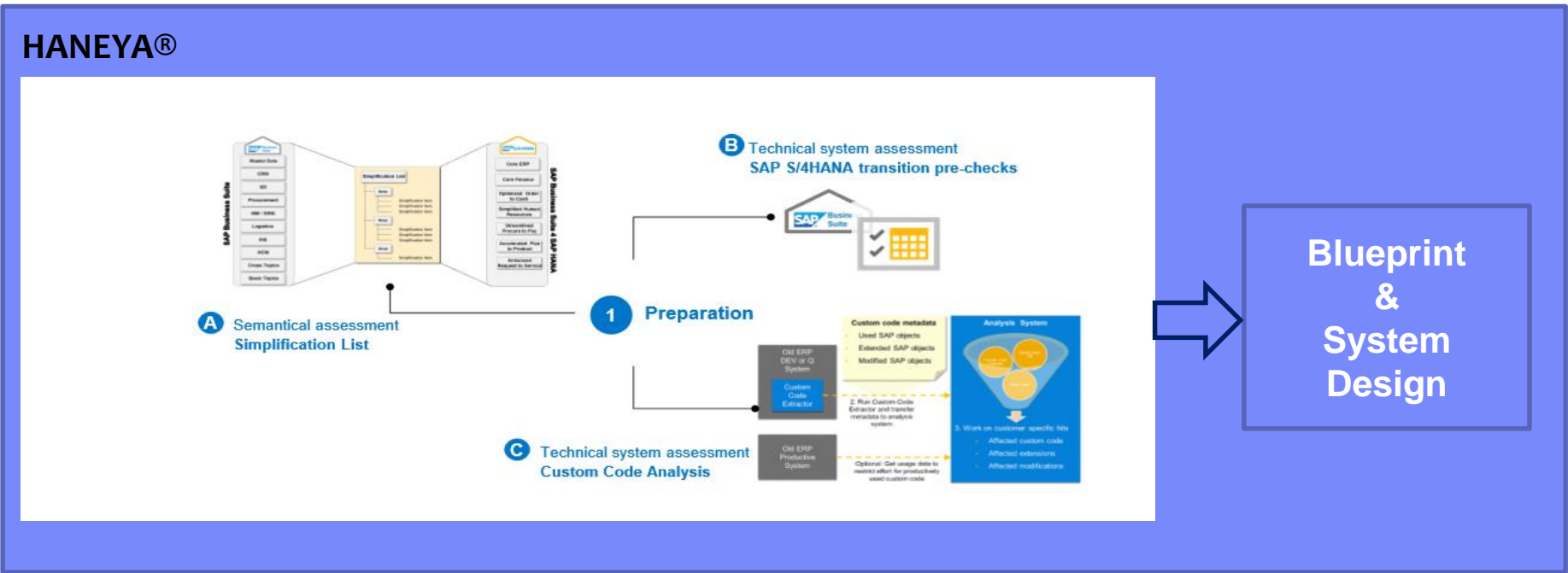
- Real-time business
- SAP Business Suite on SAP HANA
- Cloud enabled
- Migration of Custom Objects – 1000 using Haneya Tool
- Upgrade of system to SOH with Unicode if required
- Instant financial insight
- Single source of truth
- Cloud enabled
- Faster, better and efficient **dashboards**
- Real-time integration with **Finance & Ops**
- Simplified data model
- New user experience
- Advanced processing
- Flexible, usage deployment



**Powered by Haneya®**

# Our Design Approach

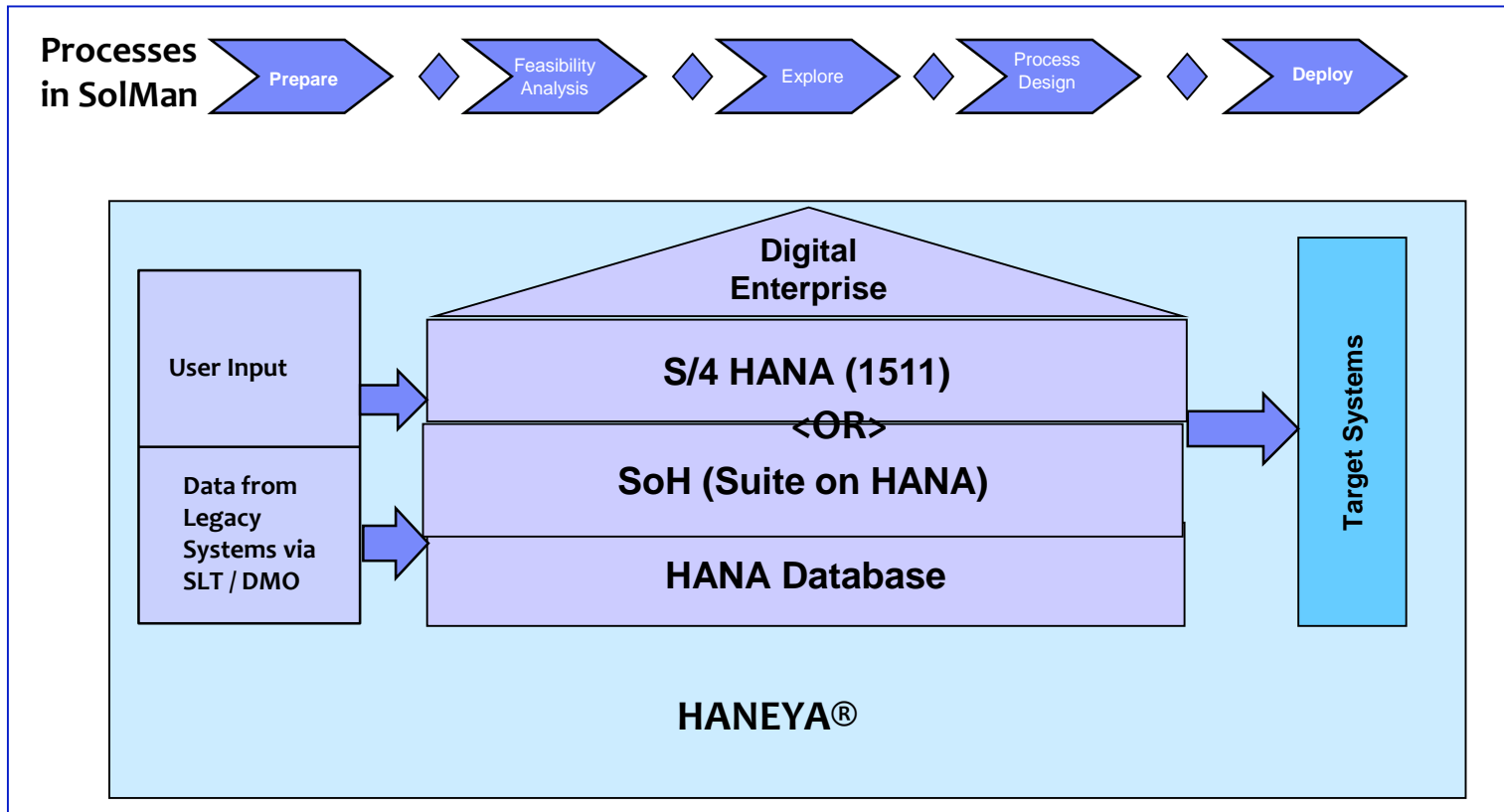
VSoft's Process capability is used to link high level strategic goals for HANA Transformation Project to enable detailed design for S/4 HANA migration



**HANEYA®**  
Our Migration optimization toolset & accelerators

## Our Solution Framework

Our Migration capability framework enable single source of truth for all Applications and Instances. We recommend HANEYA® for Migration and Solution Manager (SolMan) for Business Processes.

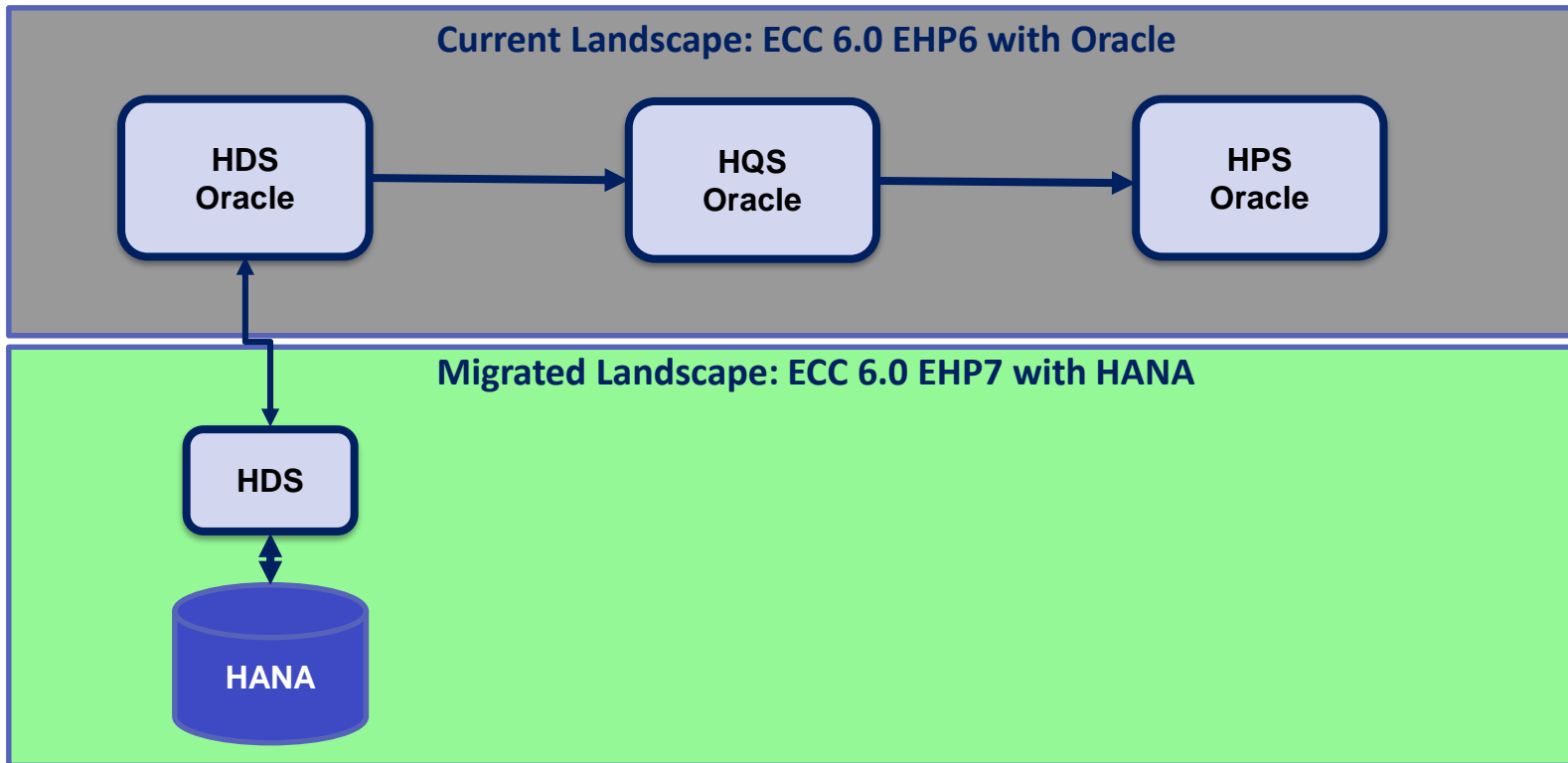


**Suite of applications powered by HANA**

# Our Solution using DMO and Haneya

## SAP Upgrade/Migration Solution

### Development System Upgrade/Migration :



## Agenda

- Our Understanding – Your Needs
- Our Qualifications
- Our Approach & Solution Recommendation
- Haneya
- Q&A

## Visionsoft offers following unique products:

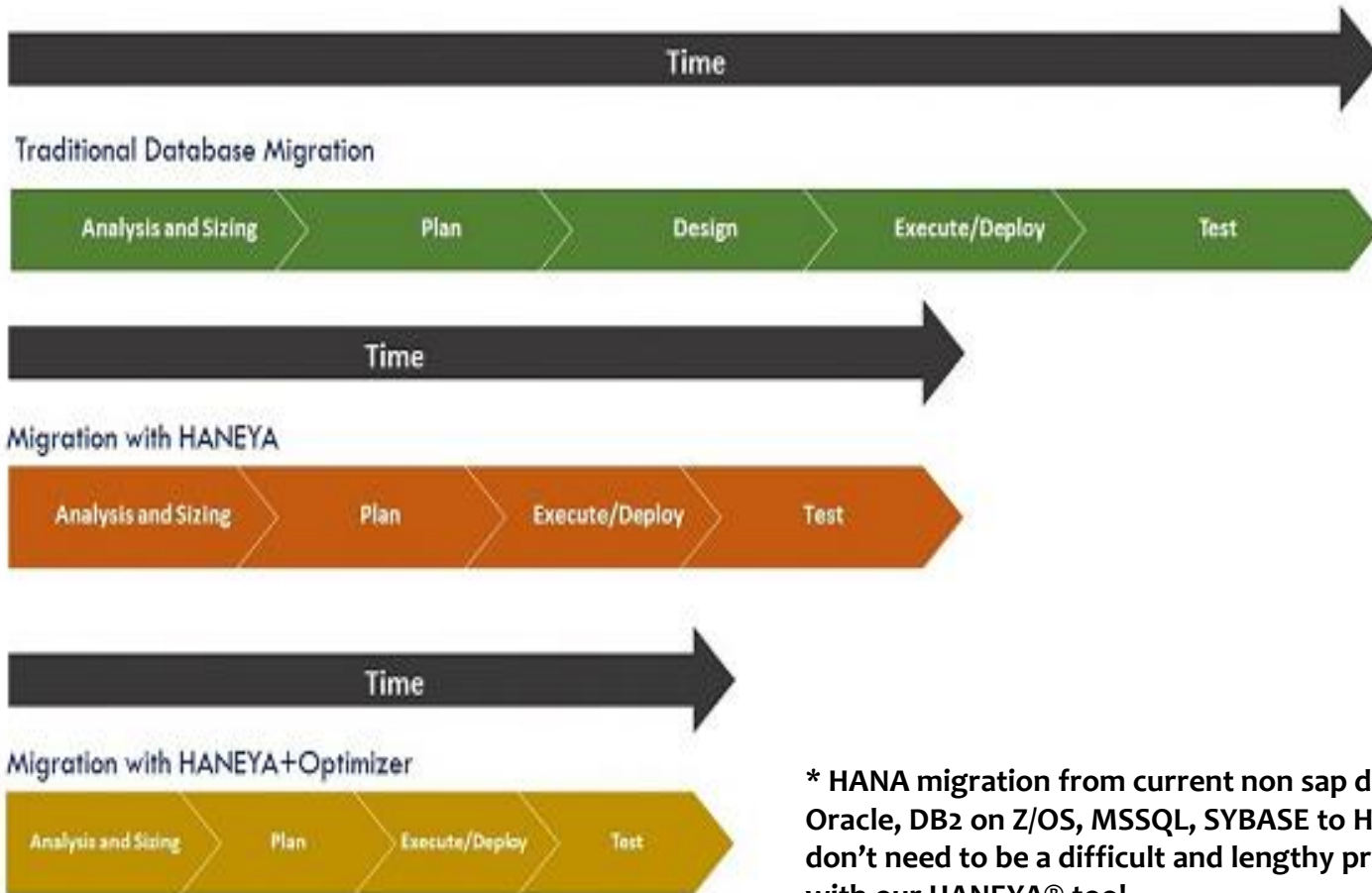
Product	Description
<p><b>HANEYA®</b> - Accelerator for S/4 HANA deployment</p>	<p><b>HANEYA</b>, our pre-packaged migration solution encapsulates all migration activities together to handle the HANA migration in an automated fashion with minimal human interaction.</p> <p><b>HANEYA</b>'s proven methodologies, and capabilities of migration enable us to help our clients in their journey to SAP HANA and making the migration smooth, rapid, and easier allows our clients to take advantage of SAP HANA's in-memory, column-oriented capabilities as early as possible by making implementation very fast with minimal downtime, saving on Time and Cost and improving return of investment.</p> <p><b>HANEYA</b> will support single tenant and multi-tenant migrations and also supports migrations with acquisitions and divestitures.</p> <p><b>Addresses the key pain points and challenges in each industry leveraging S/4 HANA solution.</b></p> <p>The solution content varies by industry. HANEYA offers SAP S/4 HANA migration implementations across industry verticals: Retail, Consumer Products, Life Sciences, Insurance, Wholesale Distribution and Manufacturing.</p>

**Speed to implementation by 40-50%**

**Optimizes the down time (~Near ZDT)**

**Addresses the gaps with SLT2.0\*  
-OS/DB/Conflicts**

**Automated Migration & DB Conversion**



\* HANA migration from current non sap databases such as Oracle, DB2 on Z/OS, MSSQL, SYBASE to HANA database don't need to be a difficult and lengthy process especially with our HANEYA® tool.

**HANEYA is a key code remediation and migration tool for S/4 HANA migration – Reduces the effort by 40-50%**

**Code Remediation, Migration & Deployment**

- Assessment in your system to firm up the estimate
- Technical code remediation for 1000 objects
- T-codes and Table Views resolution
- Process Impacts analysis and facilitation of Configuration
- Training and Change Mgt. facilitation
- Deployment of the solution globally using the template

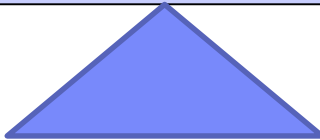
**RICEF Objects**

**Security**

**Master Data**

**Transactions**

**Tables**



Phases	Description
<b>Assessment</b> Phase	Identification of Custom Objects, Estimation and filtration of objects area wise
<b>Upgrade</b> Phase	EHP 3/4/5 to SOH Compatible EHP 7. Then from EHP 7 to S4 HANA
<b>Migration</b> Phase	Identified inconsistencies corrected through remediation programs and made compatible to Target S4 HANA system
<b>Post Migration</b> Phase	Landscape transformation, Consistency Checks and Data Maintenance tool