

## **S/4HANA Transformation Webinar on April 3, 2025 Answers to questions asked by participants**

### **Q : How are non-regression tests managed?**

**A:** Depending on the level of flow customization, certain non-regression tests are handled by SAP. We also offer to prepare, carry out and monitor non-regression tests for our TMA customers.

### **Q: No more SAP GUI screens, even for settings?**

**A:** S/4HANA Public Cloud configuration is indeed "refined". The Central Business Configuration tool restructures the historical SPRO a little, but the organizational logic of the configuration remains similar to S/4HANA Private Cloud (RISE) and On Premise.

### **Q: Is there an end date for "specific" maintenance?**

**A:** No, SAP specifies that there is no end date for specific maintenance. It's clearly stated here: [SAP Maintenance Phases](#). It says: "Customer-specific maintenance currently does not have an expiry date. Please note that it says "currently". This may change in the future.

### **Q: Estimated migration times (low, medium and high), what are the duplication costs during migration?**

**A:** Timescales for a Rise conversion project vary between 6 and 12 months, with the majority of projects taking around 9 months.

During the project phase, RISE (or GROW) subscription and SAP ECC6 maintenance costs are incurred in parallel. As we explained during the webinar, SAP offers funding to absorb some of these double costs. Also, the RISE or GROW contract must be for minimum quantities of each solution (minimums imposed by SAP for each product, e.g. 60 FUE for RISE) during the project phase (1<sup>st</sup> phase of the Ramp-up) in order to limit subscription costs.

Double maintenance costs are also to be expected (any modifications to the ECC6 chain will be transferred to the S/4HANA chain during the project).

If you opt for S/4HANA On Premise, S/4HANA On Premise maintenance and S/4HANA infrastructure will be double the cost of your ECC6 maintenance and infrastructure.

**Should we stop the in-house work on the supplier dematerialization part, which aimed to automate specific flows, because it's been lost?**

**A:** It all depends on the dematerialization solution and your target in terms of S/4HANA version. If your target is S/4HANA Private Cloud (RISE), it's very likely that your dematerialization solution implemented on SAP ECC6 runs on RISE. A version upgrade may be necessary. For example, OpenText VIM requires version 23.4 to be compatible with S/4HANA 2023.

If the target is S/4HANA Public Cloud (GROW), the question arises. For example, there is no version of OpenText VIM for GROW. SAP offers another solution called Central Invoice Management (CIM). CIM is a 100% SAP solution, not offered by a partner like OpenText.

The way in which flows are exchanged (interfacing) with GROW is also very different from that offered by RISE or On Premise.

If you're using a dematerialization solution from a non-SAP vendor (Basware, Esker...), you should check with this vendor whether a standard connector with GROW or RISE is available.

**Public cloud, possibility of specific and if not isn't there a problem of reactivity in case of needs?**

**A:** In GROW, there are two levels of "specific":

- We call this "**Key-User Extensibility**". For example, this can involve adding fields directly to the screen, as well as feeding them via low-code/no-code logic. It is also possible to manage more complex logic via ABAP, always respecting the Clean Core philosophy.
- We call this "**Side-By-Side Extensibility**". Here, for example, we can develop an application whose access via the ERP is transparent to the user, also following the Clean Core philosophy.

What do you mean by a "problem of reactivity"? Reactivity in the realization of the

What do you mean by "specific"? Reactivity will depend on your organization and your partners. It's the same as for Abap development on ECC6. The only difference is that, for the moment, there are still more Abap developers on the market than consultants capable of managing "Extensibility" or carrying out developments on SAP BTP. But this situation should soon be reversed.

**Q: What are the price risks if everything is done by SAP (hosting, etc.)?**

**A:** This is a legitimate question for most SAP customers who sign a RISE or GROW contract. First of all, it wouldn't be in SAP's interest to offer very large price increases when renewing subscription contracts. Since we agree that such an allegation is not sufficient, we propose a concrete action: ensure that the RISE or GROW subscription contract includes the following two clauses:

- Annual increase (known as "CPI") of 3.3% (rate in effect at the time of writing)
- Automatic renewal at the end of the contract. Unless terminated by the customer, the contract is tacitly renewed for 12 months.

at the end of the initial period. All clauses, including the annual increase clause above, are renewed.

These two simultaneous clauses guarantee a maximum annual increase of 3.3%, which is less than the overall increase in IT costs seen in recent years.

Note: at the end of each contract period, you have the option of terminating the RISE or GROW subscription contract and entering into negotiations with SAP for a new contract. This approach can be interesting if your BOM (list of SAP solutions) and the quantities of products subscribed to are far removed from your current needs. Negotiations will then be based on SAP's new commercial and legal conditions.

**Q: Do you have any idea of the cost and duration of framing?**

**A:** The cost of framing depends on the depth of the framing and the solution. It can take from 3 weeks to 4 months, depending on the cost: from €15K to €60K or more. Applium offers 3 levels of scoping: short, inexpensive technical scoping involving only system analysis and identification of major impacts. Technical and functional scoping, which goes further than the first and identifies business impacts and/or studies opportunities for new developments/adoptions. Strategic framing, longer and more costly. A business audit is carried out, and the construction of a SWOT enables us to plan entire ERP overhauls or just a few processes.

**Q: Managed services? Do SAP partners really have the upper hand when it comes to SAP infras or do they just act as an interface?**

**A:** No, we don't have access to SAP infrastructures. Access to operating systems is solely in the hands of SAP's ECS (SAP RISE) teams. We tell them what we expect of them, and validate that the request has been carried out correctly. On the other hand, SAP's partners remain in charge of actions that take place at client level, e.g. as part of an environment refresh, SAP takes care of the backup/database restoration part, but we still have to carry out the export/import variants as well as the execution of the BDLS and all the classic manual post actions (passing OTs, modifying logon screens, modifying specific tables, etc.).

These are the tasks indicated "SAP Cloud Application Services1 ("CAS") available at additional charge. Needs to be performed by customer if applicable and if the SAP CAS Service is not used." and "Excluded Tasks" in the document [Roles and responsibilities \("R&R"\) RISE with SAP S/4HANA Cloud, private edition and SAP ERP, PCE v.3-2025](#)

**Q: Why leave the choice of hyperscaler (apart from data localization issues for organizations with these constraints)? Could this have an impact on costs?**

**A:** Being able to choose your hyperscaler is a real advantage. Many companies have already chosen 1 or 2 hyperscaler partners before considering migrating to RISE. With RISE, these customers want to be able to make a choice that is consistent with their previous choices (having the same hyperscaler across their entire IT perimeter). For example, if a customer has invested in Microsoft Azure, Microsoft Office 365 and PowerBi, they will tend to prefer Microsoft Azure for their RISE hosting.

RISE's ability to put hyperscalers in competition with each other is also a way of benefiting from greater funding from hyperscalers (in addition to SAP funding).

The cost of a RISE subscription is the same regardless of the hyperscaler chosen (and the zone in which the datacenters are located). This applies to Microsoft Azure, AWS and Google Cloud hyperscalers. RISE hosting on IBM may incur additional costs.

**Q: What about digital access for S/4HANA Private Cloud (RISE) contracts?**

**A:** Digital Access applies to RISE in the same way as to S/4HANA On Premise contracts. There is no difference.

**Q: Do you have any idea of the workload involved in an average archiving project? Are there any ?**

**A:** An archiving project can take dozens of days to implement. It may be necessary to set up a Content Server if this is not already the case. If no archiving process is in place, and depending on the number of objects to be archived, implementation can take from 50 to 100 days. A 5-day scoping period enables us to properly size the actions to be carried out and the workload involved. In the Applium approach, SAP archiving is carried out using standard SAP tools (SARA transactions, etc.).

**Q: We're using an ECC EHP8 Base HANA solution. What tools/technologies can the team be trained on to gain autonomy on the S4 project? (FIORI, ODATA, Web technologies)?**

**A:** There are many subjects on which teams can be trained. It depends on the scope (business or IT?) of the modules and technologies already mastered. For example, if IT is not yet involved in development, training on the CDS of the HANA database could be useful, or if the in-house team wants/is able to make technical adjustments, getting to grips with ATC could prove useful. Adopting SAP BTP tools/services can also be an asset for deploying applications and initiating your clean-core approach.

**Q: No more access via certain historical transactions in favor of Fiori?**

**A:** Yes, there are 8 compulsory Fiori tiles (no SAP Mistletoe equivalent):

- Migrate Your Date (F3473), necessary only during the conversion project
- Bank and account management tiles
  - House Bank (F1758)
  - Import and Export Bank Accounts (WDA\_FCLM\_UPLOAD\_DOWNLOAD)
  - Manage Bank Accounts (F1366A)
  - Manage Banks - cash management (F1574A)
- Customs nomenclature management tiles :
  - Classify Products - Commodity Codes (F2151)
  - Manage Commodity Codes (F2516)
  - Reclassify Products - Commodity Codes (F2152)

**Q: Coming back to FUE, will the FUE license have an impact on access/roles in SAP?**

**A:** The notion of FUE in itself has no impact on access and roles in SAP. However, the number of FUEs allows you to consume the following S/4HANA RISE licenses:

- SAP S/4HANA for Advanced use (consumes 1 FUE, i.e. 1 FUE entitles you to 1 Advanced user)
- SAP S/4HANA for Core use (consumes 0.2 FUE, i.e. 1 FUE entitles 5 Core Use users)
- SAP S/4HANA for Self-service use (consumed 0.033 FUE, i.e. 1 FUE entitles 30 Self-Service Use users)
- SAP S/4HANA Developer access (consumes 2 FUEs, i.e. 1 FUE entitles a developer to 0.5 accesses)

Each of the above licenses is associated with SAP roles.

**Q: How do you justify Clean Core with ABAP dev, which is free to use, and BTP, which has to be paid for on the basis of flow volumes?**

**A:** You're right, SAP sees this logic as a way of accelerating the use of SAP BTP by its customers. In our opinion, the justification lies in the fact that SAP BTP services are not very expensive and that this approach will be significantly less expensive than the principle of having specific ABAP developments in your SAP back-end.

As we pointed out during the webinar, a specific program costs throughout the life of the ERP (the notion of "technical debt"): at initial implementation, at each SAP version migration, at the time of conversion to S/4HANA and finally at each S/4HANA version upgrade.

On the other hand, moving away from the standard makes it more complex to deploy innovation or new functionalities.

Offsetting specific management tasks outside the ERP (Clean Core approach) frees you from these constraints.

We don't have any precise studies on the subject, but it seems certain that it's more economical to pay SAP BTP for SAP services.