Illumiti is a Systems Integration and Management Consulting company. We enable customers to realize their vision by leveraging SAP technology, people, and leading business practices. Since its founding, Illumiti has developed a reputation for delivering successful customer projects faster, smarter and leaner.

**Quick Facts**
- One of the leading implementers of SAP S/4HANA in North America
- Over 350 SAP Consultants with an average of 10+ years of experience
- Serve 200 customers across many industry sectors
- Completed over 100 SAP implementations since 2000

www.illumiti.com

**SAP S/4HANA WORKSHOPS**

**Mapping Your Journey to S/4HANA**
Upgrading to SAP S/4HANA offers clear advantages to today’s digitally connected business. Building on SAP’s advanced platform, SAP S/4HANA is a next-generation ERP suite that helps technology-empowered organizations simplify processes and streamline activities. With real-time insights, predictive analytics, and improved digital integration, SAP S/4HANA supports greater decision making and productivity across the organization.

Yet, despite S/4HANA’s benefits, many companies hesitate to upgrade. The costs, technical challenges and complications of transitioning can loom large in the decision making process. Illumiti can help.

Building on our proprietary four-step implementation process, Illumiti’s SAP S/4HANA workshops provide the knowledge and support that your organization needs—no matter where you are in your transition journey. Let Illumiti help you unlock the power of SAP S/4HANA for your business.

**Illumiti SAP S/4HANA Implementation Journey**

<table>
<thead>
<tr>
<th>STEP</th>
<th>WORKSHOP</th>
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<tbody>
<tr>
<td>1</td>
<td>Get to know S/4HANA</td>
</tr>
<tr>
<td>2</td>
<td>Compare S/4HANA best practices with your current environment</td>
</tr>
<tr>
<td>3</td>
<td>Perform high level benefit analysis</td>
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<tr>
<td>4</td>
<td>Define S/4HANA adoption strategy</td>
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</table>
For companies just starting on their transition journey, the S/4HANA Innovation Workshop is designed to put you on the right path. In this four- to five-hour video conference, our expert reviews the high-level benefits of S/4HANA for companies in your industry and provides a live demonstration of the system’s key features.

You will not only learn about the core functionality of S/4HANA, but also discuss the ways the system can be deployed by different types of organizations and the benefits of each approach. We look at the system’s evolution over the past two years, its release schedule, and SAP’s roadmap. In addition to examining industry-specific applications, we also use the SAP Value Advisor tool and the Transformation Navigator to conduct a high-level assessment of the benefits of upgrading to S/4HANA for your company.

As a result of this workshop, you will not only know whether S/4HANA is the right fit for your business, but understand your next steps moving forward.

This expert-led workshop (1-2 days) is held at your place of business. (Canada/US) Working with your team, not only does this workshop provide a review and demonstration of S/4HANA’s features and benefits, but we also conduct an interactive, in-depth assessment of how S/4HANA will affect your business.

Together, we learn about your organization and ERP landscape, and help you establish a framework to assess the differences between your current ECC environment and SAP S/4HANA. This includes categorizing your desired functionality to identify core and mission critical areas, identifying any current deviation from SAP best practices, and assessing where system and functionality differences in S/4HANA may impact your business processes or transformation journey. In view of these impacts and anticipated software changes, we conclude by building a recommended transition timeline that best meets your organization’s needs.

As a result of this workshop, you will feel confident in your high-level understanding of S/4HANA’s systems and architecture, have a clear understanding of how S/4HANA can benefit your organization and will learn what extra steps must be taken to ensure a successful S/4HANA transition.

“...We are very pleased to be implementing SAP S/4HANA and excited about its ability to support the growth of our construction and environmental business lines. The team at Illumiti worked hard to understand our unique needs. This understanding, combined with their knowledge of the construction space, made Illumiti the right choice for us.”

– Vince Siemens, Corporate Controller, Tomlinson Group

1. **S/4HANA INNOVATION WORKSHOP**

2. **S/4HANA TRANSITION ASSESSMENT WORKSHOP**

3. **S/4HANA BUSINESS CASE WORKSHOP**

For organizations looking for an in-depth assessment of how S/4HANA will impact company operations, our Transition Assessment workshop is the right fit. The Assessment Workshop also helps identify obstacles in your current SAP footprint that need to be addressed as part of the transition and suggests workarounds for the obstacles.

Moving to S/4HANA is a big decision and investment in your company’s future. For organizations that want to ensure they are making the right choice, the S/4HANA Business Case workshop helps your team understand the business and technical ramifications of transitioning, and provides in-person support to create a business case.
This two-day, expert-led workshop is held at your place of business (Canada/US). Using the output of the Innovation and Transition Assessment Workshops, this workshop discusses the benefits and challenges of SAP S/4HANA for your business in greater depth to create the strong foundation needed to support and validate the investment.

Working together, we review your business’ SAP Pathfinder Report (requiring Solution Manager 7.1 SP12) or SAP’s Business Scenarios Report in detail and assess where your company can gain the biggest benefit from moving to S/4Hana. Key discussion areas include performance improvements, benefits of real-time analytics, impacts of the simplified architecture, IT benefits, and more. In a design thinking session with your team, we then outline, classify and categorize the importance of each area to create an S/4HANA impact heatmap.

As a result of this workshop, your team will not only have an in-depth understanding of the impacts of S/4HANA across your business, but also have a detailed business case document to support the best path forward for the organization.

This one-day, expert-led workshop is held at your place of business (Canada/US), with one day of advanced preparation required. Using the input from our Innovation and Transition Assessment workshops, this workshop is designed to help you build a detailed plan for action.

No two companies begin their transition from the same place. Using our detailed framework, we work together with your team to build an implementation roadmap that ensures your business gains the most value from S/4HANA. We discuss your business’ unique needs, and conduct a detailed review of available software options, including product maturity, to determine which version of S/4HANA is the right fit for your business.

We then weigh the pros and cons of three different transition approaches: direct system conversion, new deployment, and phased transition. Based on how quickly your business is looking to realize the benefits of S/4HANA, and the complexity and effectiveness of your current SAP deployment, we help your team determine the best path forward.

Summary and Pricing
Illumiti’s workshops are designed to support your business, regardless of where you are in your current transition journey.

For some businesses, S/4HANA is an obvious choice—the challenge is knowing how and when to move forward. For organizations looking to make the transition to S/4HANA, our Adoption Strategy workshop helps you build a detailed roadmap to guide your implementation journey.
## Illumiti Workshops Summary and Pricing

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<tr>
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<tbody>
<tr>
<td>IT Executives</td>
<td>IT Executive, Functional Heads (Procurement, Finance, etc)</td>
<td>IT Executive, Functional Heads (Procurement, Finance, etc)</td>
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<td>SAP Footprint</td>
<td>Industry specific</td>
<td>Industry specific</td>
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<td>Video conference</td>
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<td>Session Type</td>
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<td>Interactive</td>
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<tr>
<td># of Participants</td>
<td>Business Leads and key analysts in each Line of Business</td>
<td>Up to 6 participants (primarily IT)</td>
<td>Up to 10 participants Business Leads and key analysts in each Line of Business</td>
<td>Up to 10 participants (primarily IT and LOB Leads)</td>
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<td>Duration</td>
<td>4 hours</td>
<td>1-2 days</td>
<td>2 days</td>
<td>1 day + 1 day prep</td>
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<tr>
<td>Assessment Tools</td>
<td>SAP Value Advisor or SAP Transformation Navigator</td>
<td>Full value assessment Pathfinder Report SAP Maintenance Planner and Custom Code Check Tool</td>
<td>Full value assessment and Pathfinder analysis where possible</td>
<td>Assessment of Transition and Business Case provided by customer or output from prior workshops.</td>
</tr>
<tr>
<td>Output/Deliverable</td>
<td>High-level industry specific benefit analysis</td>
<td>Document identifying the key focus areas for moving to S/4HANA and identifying obstacles that need to be taken into consideration.</td>
<td>High-level Business Case</td>
<td>High-level assessment of benefits for your company</td>
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<td>(excludes travel costs)</td>
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