

West Trax Bucket List 2024 for SAP customers

Topics that you should urgently initiate!

xSuite roadshow in spring 2024



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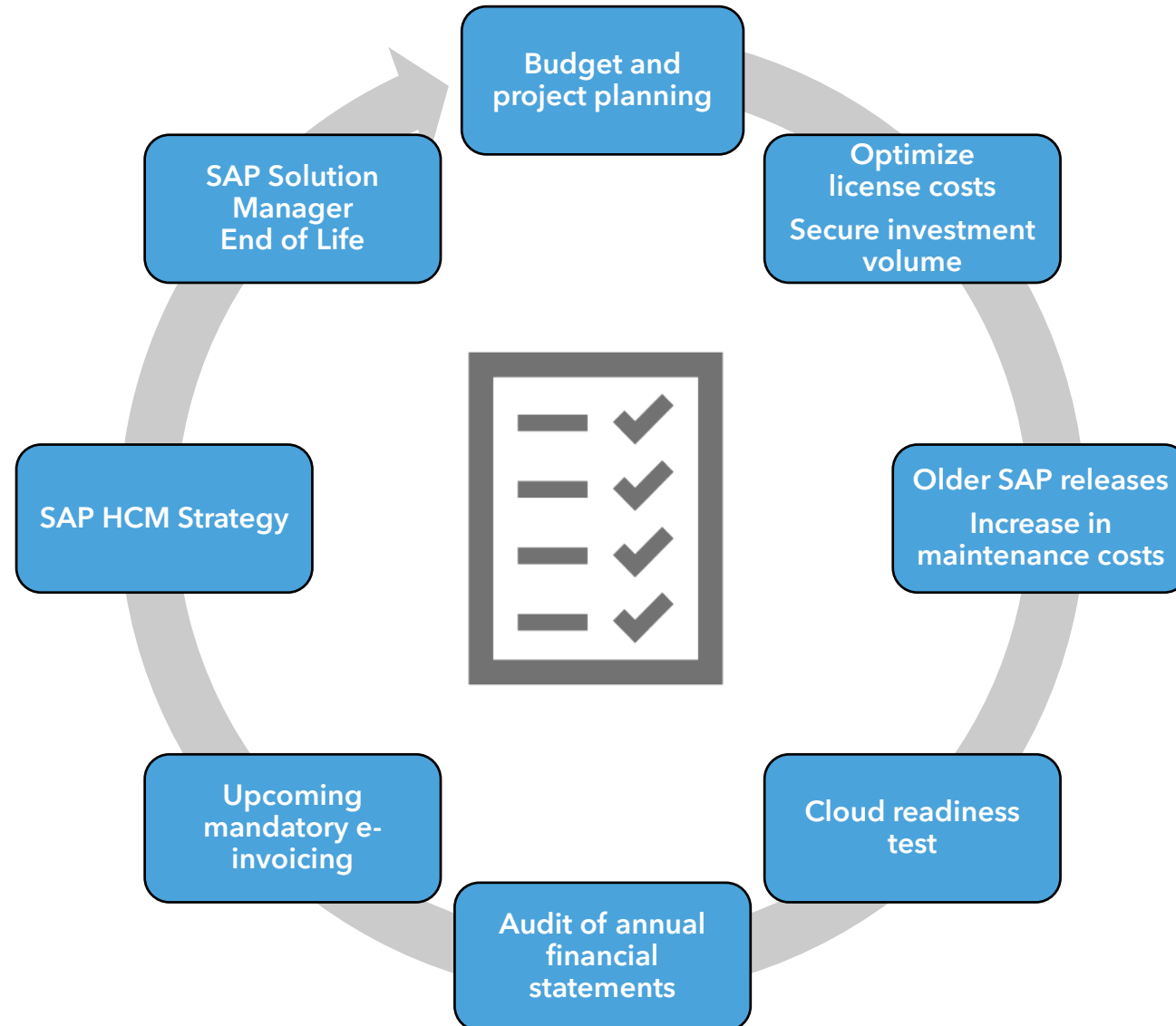
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- ❏ Independent **analyst**
- ❏ Expertise in **SAP utilization analyses**
 - ❏ Objective
 - ❏ Fact-based
 - ❏ Automated
- ❏ More than **2,000** completed **SAP analyses** in **15 different industries**
- ❏ SAP Silver Partner 
- ❏ Founded in 2003 and based in Germany and Switzerland

SAP 360° IN 1 DAY

WEST TRAX BUCKET LIST 2024 FOR SAP CUSTOMERS

THE TOP TOPICS FOR ALL SAP SYSTEMS AND CUSTOMERS





S/4HANA preliminary study

- 📌 Overview of project scope
- 📌 Reliable facts and roadmap
- 📌 Basis for business case
- 📌 Resource optimization
- 📌 Understanding the system landscape



Cost reduction and optimization potentials

- 📌 Use of SAP Standard
- 📌 Process optimization
- 📌 Licenses
- 📌 In-house development
- 📌 Storage



Clean up in-house developments/ Eliminate compliance risks

- 📌 Reduce complexity
- 📌 Avoid unnecessary costs for maintenance and updates
- 📌 Reduce risk and security risks





- ① Create **transparency** about the current **SAP license landscape**
- ② **Development of** an optimal **license strategy** for the coming years
 - 🔗 SAP Cloud Services versus On-Prem, Compliance
 - 🔗 Determine negotiation tactics and negotiation strategy
 - 🔗 Create requirements and negotiation paper
- ③ **Preparation of the negotiation** with SAP or an SAP partner
- ④ **Conclusion of** updated or new **SAP license agreements**
- ⑤ Planning **subsequent years** - annual **SAP measurement services**, ensuring compliance



PREPARATION FOR LICENSE CONSULTATION

E-MAIL TEMPLATE TO THE SAP CONTRACT DEPARTMENT



✉ SAP contract department with the e-mail address:

✉ Contract.center.germany@sap.com

✉ Please include your customer numbers in the e-mail.

Ladies and Gentlemen,

We kindly ask you to provide us with an overview of our license agreements with SAP in Germany with the following information.

Our customer number is: **XXXXXXXXXX**

- booked license orders (products, quantities, gross and net prices)
- SAP order, contract and purchase order numbers
- Material overview with extended information
- Installations assigned to your contract
- Current nursing positions



📁 SAP ERP 6.0

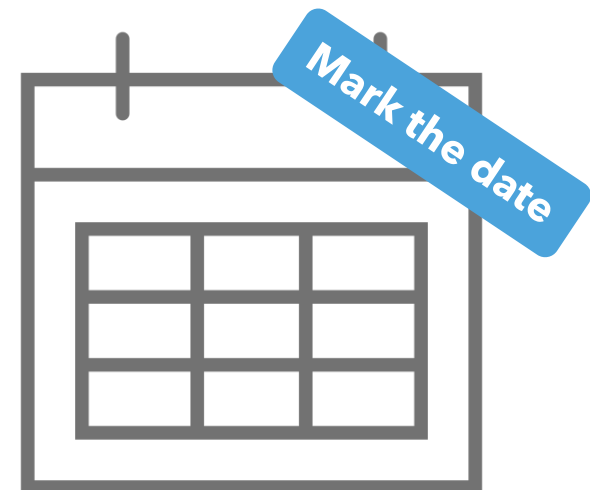
- 📁 EHP 0-5: Mainstream maintenance at the end of **2025**
- 📁 EHP 6-8: Mainstream maintenance at the end of **2027** (extended maintenance at the end of **2030**)

📁 SAP S4/HANA

- 📁 Release 1709, 1809, 1909: Mainstream maintenance at the end of **2025**

📁 SAP S4/HANA (SAP Labs Preview)

- 📁 Next Release **2025**
- 📁 Two feature packs announced for **2024**





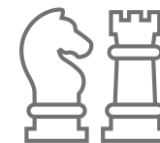
Cloud destination
?



Standardization degree



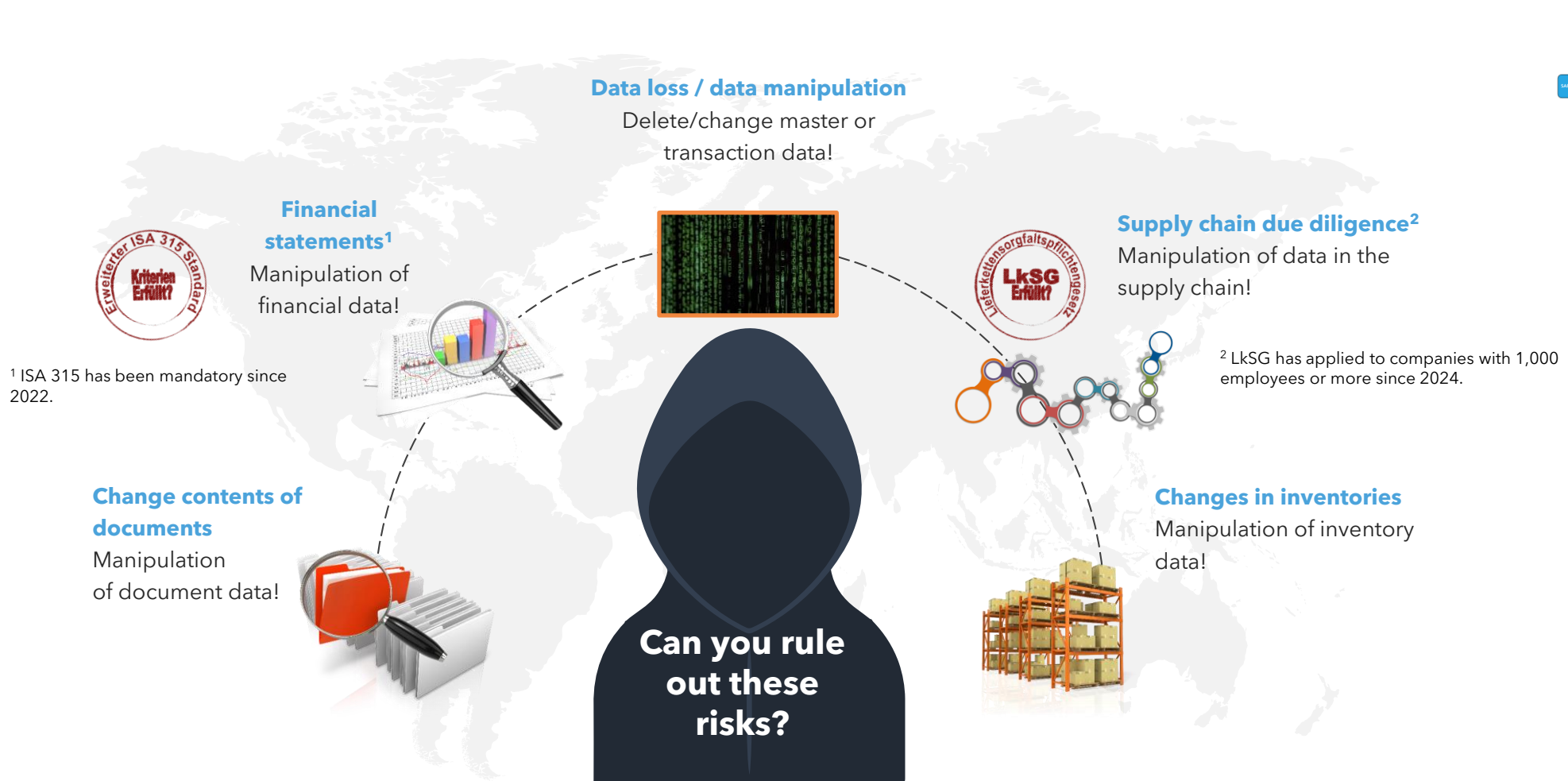
In-house developments



Corporate strategy



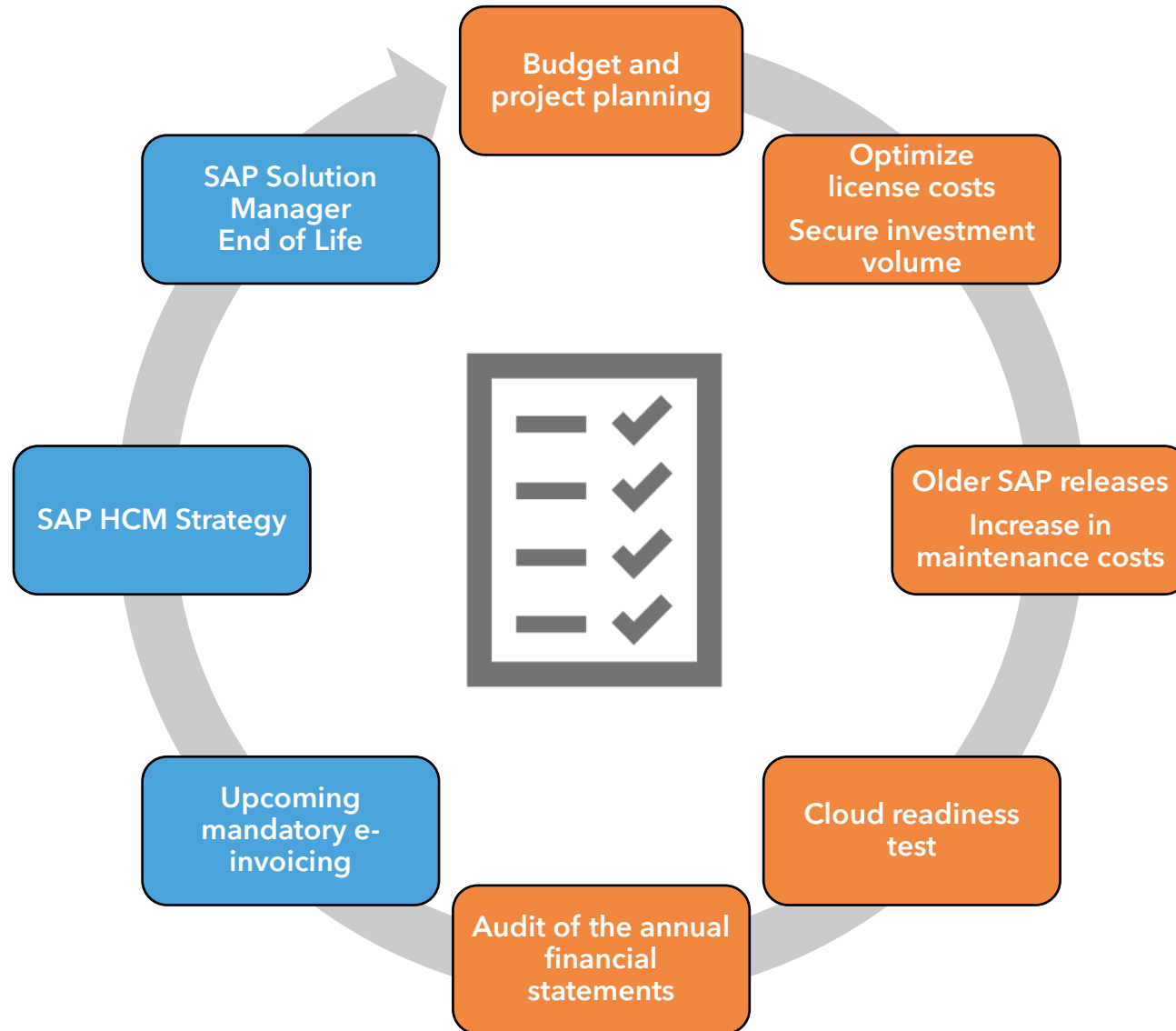
Location-specific differences

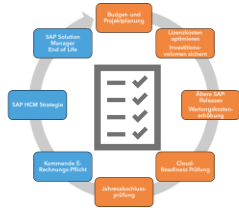


Conclusion: The risks mentioned here are real in all SAP systems, which is why unauthorized changes in SAP systems must be excluded by an appropriate concept and monitoring.

WEST TRAX BUCKET LIST 2024 FOR SAP CUSTOMERS

THE TOP TOPICS FOR ALL SAP SYSTEMS AND CUSTOMERS





More than
40%
of the **applications** in SAP systems are in-house developments

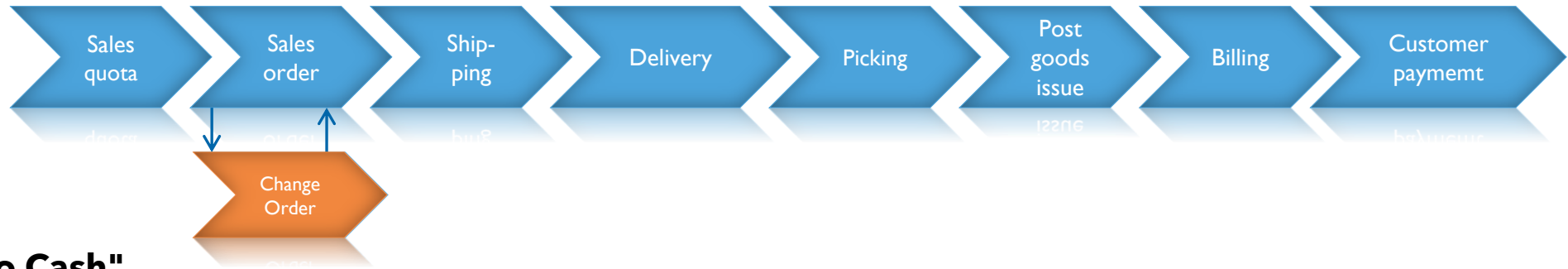
More than
80%
of the **in-house developments** are not used or are massively outdated!

More than
50%
of the **in-house developments** used could be replaced by standard!

More than
80%
of the available **SAP standard** is not used today!

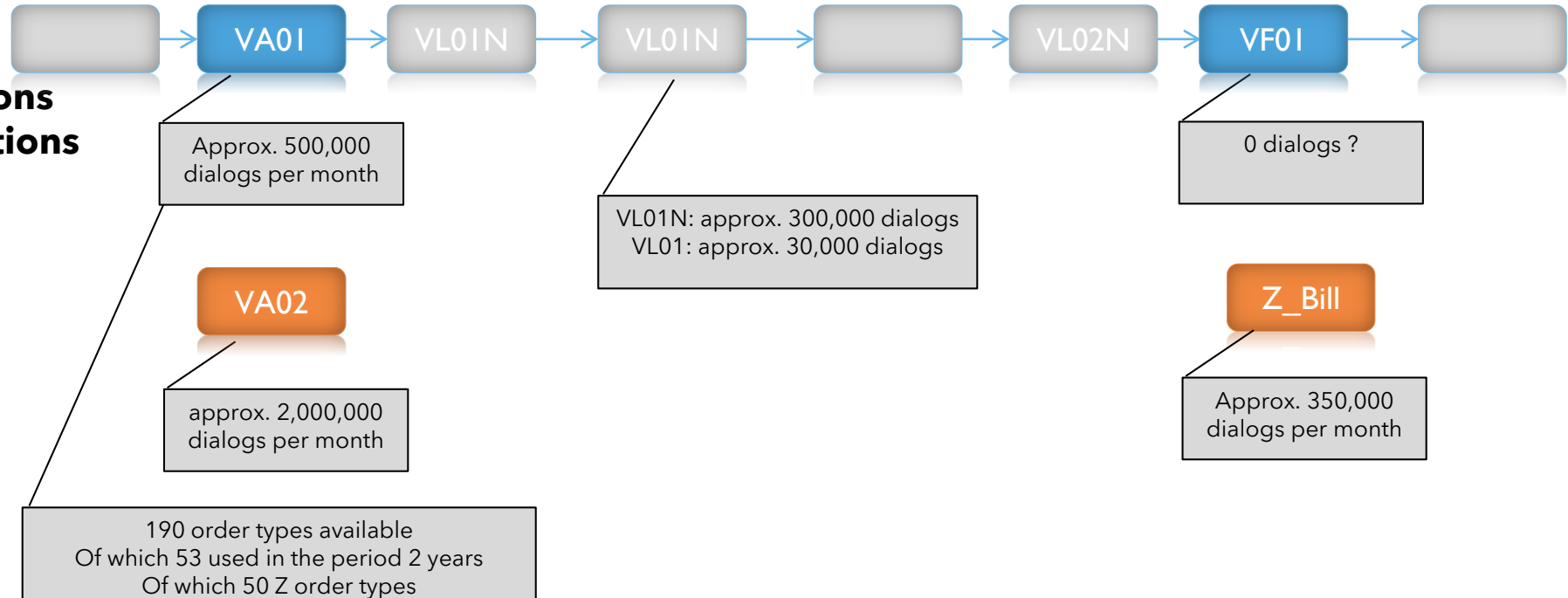
90%
of the **established business processes** are **NOT transparent** for decision makers, project managers, project staff and partners!

Source: West Trax Benchmark Database: 2,000+ benchmark analyses in 15 industries



Example of "Order To Cash" usage analysis

A few typical transactions whose use raises questions





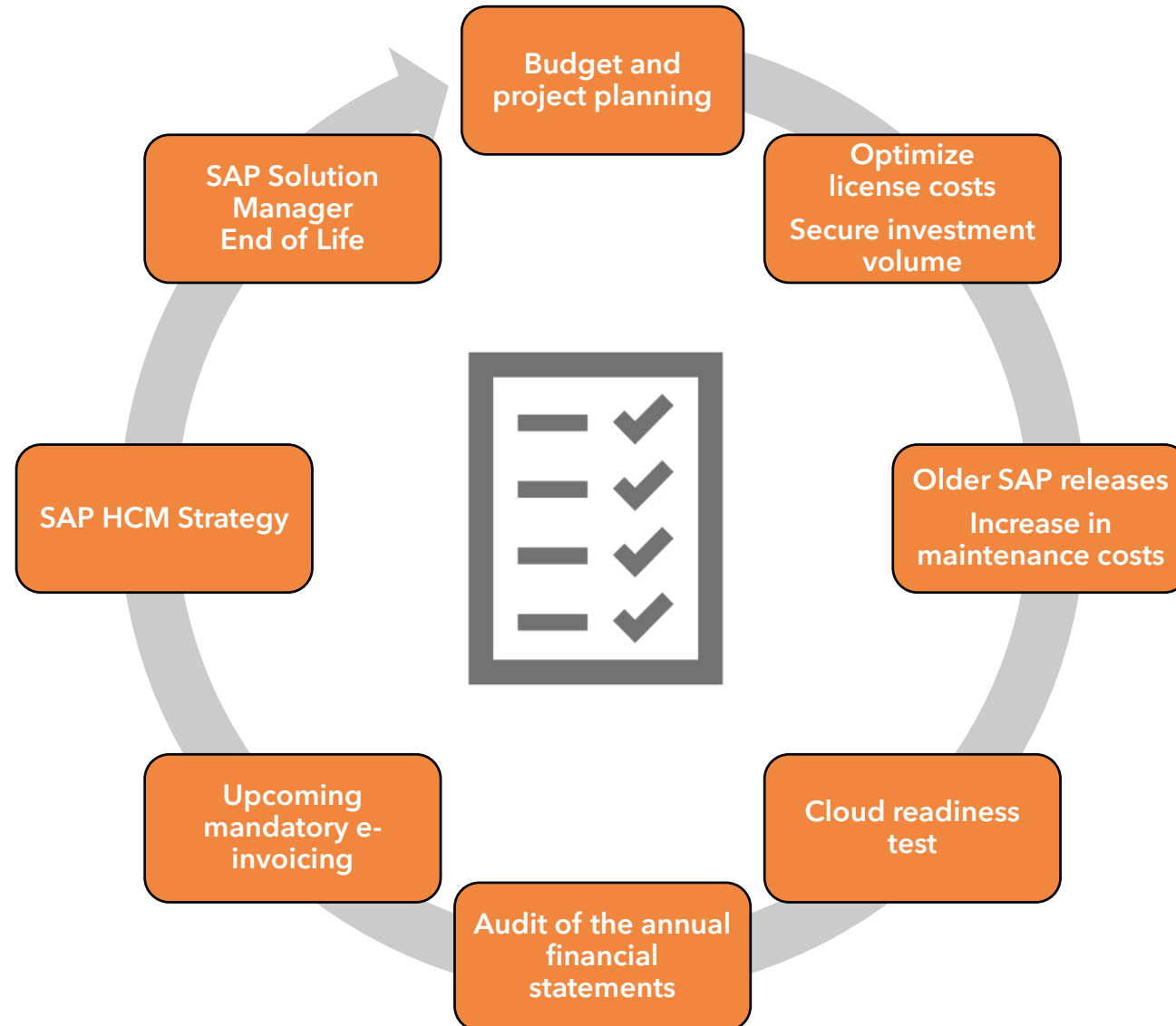
- ❏ End of maintenance for SAP ERP HCM
 - ❏ SAP has announced that regular maintenance support for the on-prem. SAP ERP HCM product will run **until 2027** (with the option of **extended support until 2030**). Companies therefore need to rethink their long-term strategies.

- ❏ Transition to SAP SuccessFactors
 - ❏ SAP is increasingly relying on its cloud-based HCM solution, **SAP SuccessFactors**



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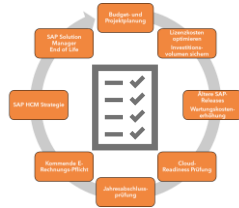
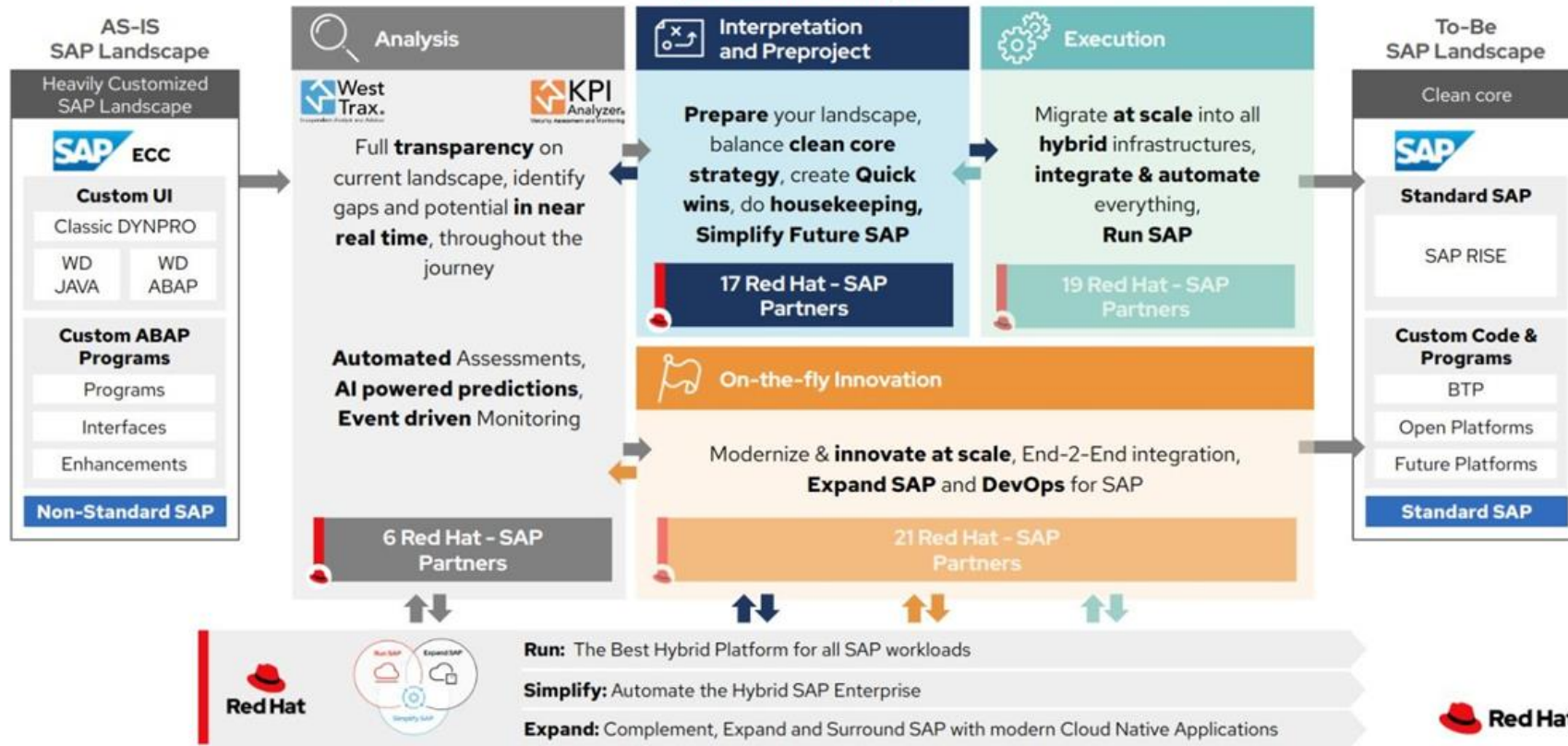
THE TOP TOPICS FOR ALL SAP SYSTEMS AND CUSTOMERS



SAP Modernization in time - at scale!

Using our Ecosystem to support SAP customer journey

A practical example



Source: <https://e3mag.com/en/universal-tools/>

SAP 360° Deep Dive Analyses

Annual subscription

- ✦ Results, derivations and prioritization of measures
 - ✦ R2A - Report (Results 2 Advise Report)
 - ✦ R2A - C-Level / Management Summary (Results 2 Advise Management Summary)
- ✦ Interpretation of the analysis results
- ✦ Key figures in the KPI Analyzer and the identification of best practices

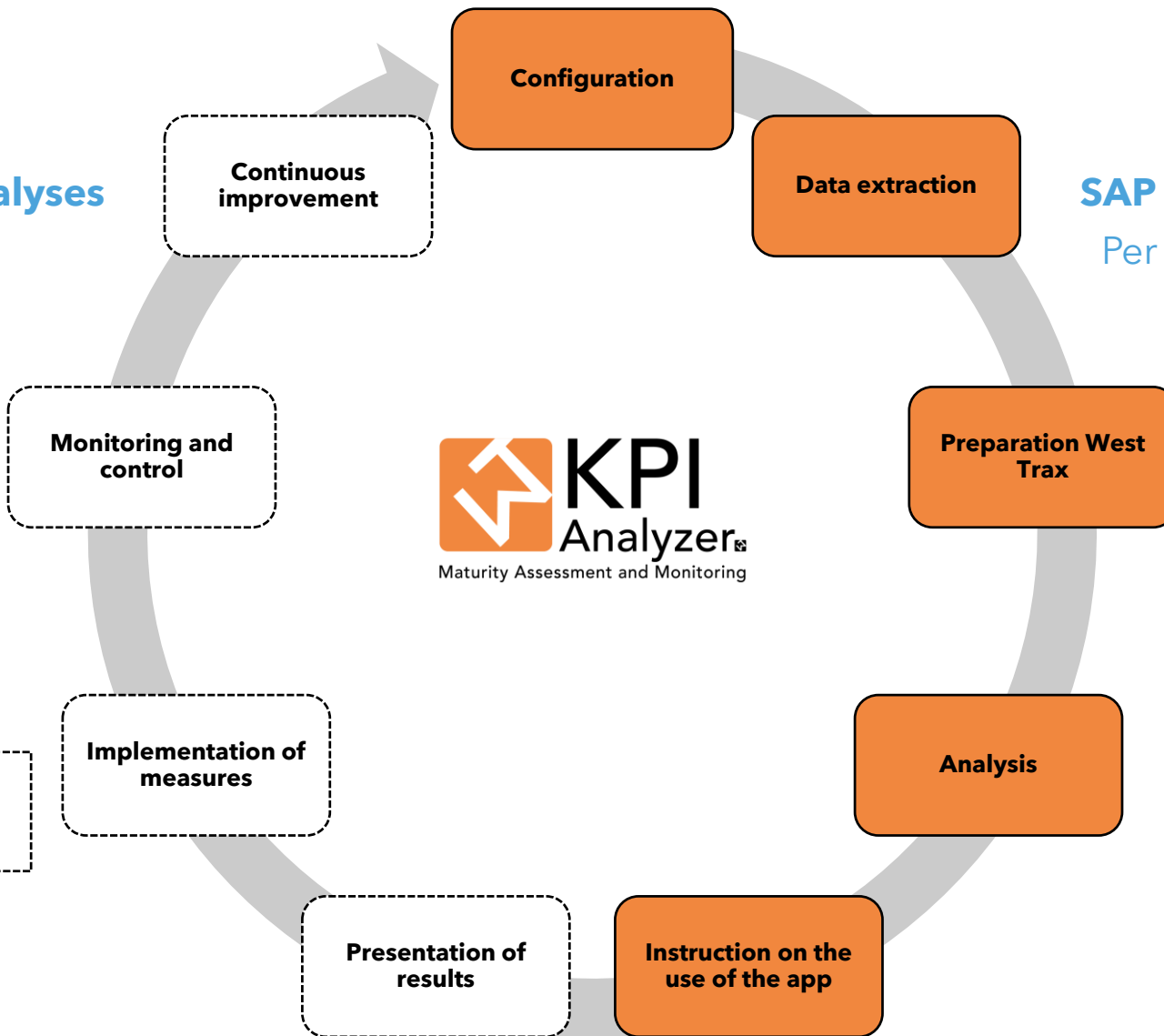
Optional coaching Support

SAP 360° Spotcheck analyses

Per analysis, 3 months access

- ✦ Results and indications of possible measures

Coach





- 🔗 360° SAP facts per system in just 1 day
- 🔗 Scalability even with large system landscapes
- 🔗 "One single source of truth" for all project participants (location-independent, internal and external, C-level, IT and specialist departments)
- 🔗 Reliable and prioritizable to-do's for all use cases
- 🔗 Reusability of the results (e.g. BPI, process mining, etc.)

- 👍 **Faster project decisions**
- 👍 **Resilient business case**
- 👍 **Conservation of resources**
- 👍 **Verifiable cost reduction**
- 👍 **Risk minimization**
- 👍 **Faster future-proofing**

- 🔗 Coaching as part of the analyses
- 🔗 Established partner in the SAP **ecosystem**



Special conditions

- 10% on the analysis
- 50% crediting to the next higher analysis category within the first useful life
- 3 additional free months of app use
- 10 % on coaching

Free analysis of the optimization potential for xSuite topics

- P2P processes
- E-invoicing

Offer form in the handout

West Trax **Your neutral SAP guide** **KPI Analyzer**

The future-proof support of your company-critical business processes with SAP-systems requires a high degree of **transparency**: in operations and in projects!

The earlier you know about a **risk**, a **compliance problem**, an **inefficiency** or a **quality problem**, the **more options** you have to react and the less it will cost!

We provide you with this transparency quickly and easily:

Automated
Due diligence or spot check analysis

Maturity Level

Degree of Standardization

Unlogged Custom Code

The West Trax KPI Analyzer is a SaaS application that helps companies to analyse their SAP systems and evaluate their performance. It is characterised by its ability to generate meaningful usage metrics that help companies measure the health and efficiency of their SAP systems. This means that operations and projects can be planned, implemented and monitored faster, more cost-effectively and with higher quality and continuous, reliable facts.

from € 10.000,-* net per system

Contact us
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Analysis video with demo data



[West Trax Due Diligence Analysis](#)



[West Trax KPI Analyzer Spotcheck Analysis](#)







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