



# Cost-neutral ERP Migration: A RISE with SAP Buyer's Guide

Welcome to the transformative world of Cloud ERP. As businesses navigate the complexities of modern digital environments, the evolution from traditional on-premise ERP systems to more dynamic, scalable, and cost-efficient cloud-based models has become not just a trend but a strategic necessity.

Traditionally, ERP systems were tethered to on-premise infrastructures, demanding hefty capital investments and extensive maintenance. About a decade ago, a key shift occurred as businesses started migrating to Infrastructure as a Service (IaaS) platforms, driven by the need to lower total cost of ownership (TCO) and increase infrastructure scalability and flexibility. Despite these benefits, the core applications often remained unchanged, and the capacity for innovation was limited, leaving businesses yearning for greater agility and integration capabilities.

Cloud ERP represents a significant evolution, transcending mere cost reduction and scalability. It revolutionizes how businesses adopt and integrate innovations swiftly and effectively. By adopting Cloud ERP, companies not only reduce TCO and the cost of innovation but also enhance business agility—crucial for adapting to new market demands and technological advancements swiftly.

However, transitioning to Cloud ERP involves challenges, including moving to a 'clean core' architecture, which may temporarily disrupt workflows and affect perceived value. Our collaboration with industry leaders like Microsoft and SAP addresses these challenges. We offer specific financial incentives to ease the transition, ensuring businesses can migrate smoothly and begin realizing the benefits of Cloud ERP promptly.

At Wipro, we understand the complexities involved in transitioning to Cloud ERP, which is why we are actively collaborating with SAP and Microsoft to streamline and accelerate this process. By uniting our efforts, we present a unified front to our customers, simplifying the migration journey. Additionally, we are committed to providing financial incentives to facilitate this migration, making it easier and more feasible for businesses to adopt advanced cloud ERP solutions. This strategic collaboration between Wipro, SAP, and Microsoft is designed to optimize your transition experience, ensuring that you receive comprehensive support and expert advice every step of the way.

This guide aims to provide detailed insights into how RISE with SAP supports your operational needs while embedding innovation into everyday processes at no additional cost. Read on to know how you can equip yourself with the knowledge and tools necessary to ensure that your transition not only preserves but enhances your operational dynamics and TCO.



# What is RISE with SAP?

## Benefits of RISE with SAP

RISE with SAP is a tailored, intelligent solution that extends the capabilities of SAP S/4HANA, transforming it from a powerful ERP platform to a comprehensive managed service that includes cloud migration, workflow automation, real-time data, and compliance tools. This integration with cloud infrastructure and subscription pricing, supported by SAP and partners like Wipro, enhances core ERP functions beyond the basic finance, procurement, and HR functions provided by ECC 6. SAP S/4HANA adds capabilities in sales and analytics, which RISE with SAP further supports with additional managed services and flexible deployment options—ranging from strictly on-premises in ECC 6 to cloud deployments in RISE with SAP.

The advancement in technology with RISE with SAP offers significant enhancements in analytics, AI, and machine learning, moving from the limited capabilities of ECC 6 to sophisticated, real-time data processing and enhanced cloud access. Compliance and ESG features are also greatly improved, transitioning from basic functionalities in ECC 6 to advanced reporting and carbon accounting in SAP S/4HANA, streamlined further in RISE with SAP. Additionally, the shift from perpetual licensing to a subscription-based model reduces capital expenditures and operational disruptions. RISE with SAP simplifies management, supported by Wipro's Near-Zero Cost Migration offering, and ensures continuous system updates and feature integrations, facilitating a dynamic, cloud-based ERP system that adapts to rapidly changing market demands and organizational needs.

## Key Benefits of RISE with SAP:

### 01 Platform for the future

Leveraging AI and automated processes, RISE with SAP minimizes manual tasks and errors, enhancing operational efficiency—from automating financial workflows to optimizing inventory management.

### 02 Business value over Operations

Frees up IT resources to focus on strategic initiatives, driving business value rather than maintaining systems.

### 03 Faster Innovation Absorption

The adoption of a clean core concept accelerates innovation internally and the integration of SAP's latest AI-driven innovations.

### 04 Enhanced User Experience

The intuitive design promotes quick adoption and ongoing productivity, with continuous updates ensuring access to the latest tools without extensive retraining.

## 05 Single Commercial Contract

Simplifies contracting and management with a single agreement and point of contact for application availability, streamlining support and oversight.

## 06 Managed Security

SAP handles security, offering robust protection and reducing the workload on your IT staff.

## 07 User-Based Licensing Model

Protects against infrastructure cost fluctuations, making expenses predictable and manageable.

## 08 Cost Efficiency

Cloud-based ERP significantly cuts infrastructure costs and capital expenditure, offering subscription-based pricing for better budget predictability and lower total cost of ownership (TCO).

## 09 Scalability and Flexibility

As your business grows, RISE with SAP adapts, allowing for easy functionality expansion and user addition without the hefty price tag of physical infrastructure enhancements.

RISE with SAP offers a compelling suite of benefits for businesses aiming to enhance their ERP systems and accelerate digital transformation effectively.



# RISE with SAP Success Stories

While the following case studies pre-date the recent introduction of our near-zero migration

offering, they illustrate the operational and financial benefits that Wipro has delivered to clients through the RISE with SAP program.

## Case Study 1

### Sahara International Petrochemical Company (Sipchem)

#### Ambition

Sahara International Petrochemical Company (Sipchem), a leading Saudi Arabian petrochemical company, aimed to enhance its operational capabilities and position itself as a future-ready enterprise. The ambition was to adopt cutting-edge digital technologies to achieve operational excellence, streamline operations, and enhance its competitive edge in the global market.

#### Action

In partnership with Wipro Limited, a prominent technology services and consulting company, Sipchem embarked on a comprehensive digital transformation journey. This involved the implementation of SAP S/4HANA, built on RISE with SAP, across its operations in Saudi Arabia and Switzerland. The new system incorporated SAP's clean core strategy and utilized best practices tailored for the chemical industry, ensuring a unified and efficient decision-making environment.

#### Ambitions Realized.

The successful implementation of SAP S/4HANA marked a significant milestone in Sipchem's transformative era of digitalization. Abdullah Saif Al-Saadoon, CEO of Sipchem, highlighted the project's success, noting that it enabled Sipchem to streamline its operations significantly and strengthen its position in the global market. Vinay Firake, CEO – APMEA at Wipro Limited, emphasized that the collaboration leveraged Wipro's global expertise in core transformation, positioning Sipchem to adeptly respond to market demands, foster innovation, and pursue strategic growth opportunities.

Wipro's longstanding commitment to the region and its expertise in the Energy and Oil & Gas sectors were instrumental in driving this transformation. With a significant local presence and a dedicated team of professionals in Saudi Arabia, Wipro continues to foster local talent and drive end-to-end digital innovation, reinforcing its role as a leader in technology services and consulting.

<https://www.wipro.com/newsroom/press-releases/2024/digital-transformation-success-sipchem-and-wipro-collaborate-for-major-sap-s4hana-implementation/>



## Case Study 2

# Building a Clean core for a Global Diabetes Care Company

Our customer is a medical device company focused on delivering innovative solutions in the diabetes care sector. As a global leader, they aim to empower people with diabetes to live healthier, more comfortable lives through cutting-edge medical technology and products.

### Ambition

They faced the challenge of implementing a stable ERP system swiftly and efficiently. The company aimed to implement RISE with SAP using a clean core approach at the outset.

### Action

To address these challenges, Wipro implemented a validated greenfield next-generation business software solution using SAP S/4HANA. This strategic move allowed the client to perform transactions and analyze business data in real-time. The implementation focused on leveraging the advanced capabilities of RISE with SAP to ensure a robust, scalable, and flexible ERP system that could support complex business needs efficiently.

## Ambitions Realized.

The primary goal was to establish the company as an independent entity capable of managing its end-to-end business processes—from procurement to financial reporting—without disruptions.

The successful implementation of SAP S/4HANA enabled the customer to stand up as an independent company. This strategic independence allowed to streamline their operations across various domains, including the ability to buy, make, sell, ship, and report consolidated financial results effectively. The real-time data processing and analysis capabilities provided by SAP S/4HANA empowered them to make informed decisions quickly, enhancing operational efficiencies and strategic agility. As a result, the customer established a strong foundation for continuous growth and adaptation in a dynamic business environment.



## Case Study 3

# SAP S/4HANA Fashion Industry Solution for an American Multinational Clothing Company

The client is a socially responsible leading manufacturer and marketer of everyday basic apparel under some of the world's strongest apparel brands in the Americas, Europe, Australia, and Asia-Pacific. The company is renowned for its innovative and comfortable products, catering to a wide range of consumer needs.

### Ambition

The client aimed to overcome the challenge of operating with multiple disparate systems across all channels by consolidating these into a single, integrated SAP platform suitable for all lines of business. This strategic move was intended to support future growth both domestically and internationally. They decided to implement SAP S/4HANA Fashion Industry Solution as a foundation and leverage that for upcoming rollouts across multiple brands and geographies.

### Action

To achieve these goals, the customer leveraged the best practices of the Rizing Fashion Suite for the implementation of SAP S/4HANA Fashion and Retail across all operational channels. The company established a future reference SAP S/4HANA template to aid in the efficient rollout to other brands and geographies. Additionally, they designed a comprehensive AMS coverage plan for multiple business areas, including Order to Cash (OTC), Procure to Pay (P2P), Central Finance, Manufacturing, Integrated Business Planning (IBP), and Master Data Governance (MDG).

### Ambitions Realized.

The consolidation into a single SAP platform resulted in significant financial IT cost savings and standardized processes across all channels of operation, enhancing operational efficiency and consistency. The flexible AMS model was tailored to accommodate SAP S/4HANA program changes and support upcoming rollouts, ensuring the client could adapt swiftly to new business demands and opportunities. This strategic overhaul not only streamlined operations but also robustly positioned them for sustained growth and expansion in the global market, ready to meet future challenges head-on.



# Understanding Near-Zero Cost Migration in Depth

The Near-Zero Cost Migration program for RISE with SAP, developed through a collaboration between Wipro, SAP, and Microsoft, offers a cost-effective route to ERP modernization. This program merges substantial financial incentives, pre-configured tools, and robust cloud infrastructure to remove traditional cost barriers, facilitating a smooth transition to RISE with SAP.



## Cost-Neutral Migration Incentives

Wipro's Near-Zero Cost Migration provides significant financial incentives that alleviate typical migration costs. This collaboration ensures Cloud ERP migration is economically viable for all company sizes, allowing for ERP system modernization without financial strain.



## Scalable, Secure Cloud Infrastructure

Built on Microsoft Azure, the program provides a scalable and secure foundation for RISE with SAP. Azure's high availability and strict security standards ensure that the ERP system can scale with business growth while keeping data protected.



## Streamlined Deployment with Pre-Configured Tools

Wipro uses pre-configured tools and industry-specific templates that speed up the deployment process, reduce complexity, and ensure projects stay on time and within budget.



## Efficient, Low-Risk Deployment Framework

Wipro's deployment framework offers a secure, low-risk migration path. It integrates top industry tools for code remediation and testing, minimizing migration risks and disruptions.

This streamlined approach not only simplifies the ERP upgrade process but also ensures the system evolves with the organization's needs.





# Key Considerations for Buyers

Here's a concise checklist to evaluate if RISE with SAP aligns with your business goals:

## Business Objectives

- Ensure alignment with strategic goals, particularly for agility and digital transformation.
- Use tools like SAP Signavio to assess the benefits of migrating to SAP S/4HANA.

## Tailor your migration path

- Define your migration path based on your current system and future business requirements.
- Review data compatibility, security, and cloud access requirements.

## Availability of Skilled Resources

- Plan early migration to secure skilled S/4HANA consultants, especially as 2027 and 2030 deadlines approach.

## Transformation Incentives

- Consider accelerating migration to leverage AI innovations and transformation incentives from SAP, hyperscalers, and SIs.

## Organizational Readiness

- Evaluate your organization's readiness for change.
- Choose a migration strategy (big bang or gradual) that aligns with organizational culture and readiness.

## Infrastructure Age and Architecture

- Align infrastructure age with cloud migration timing to maximize asset value.
- Discuss architecture with SAP and your SI to optimize TCO and plan scalability.

## Timing and Budgeting

- Align migration timing with budget cycles to optimize financial impacts and cash flow.

## Vendor Support and SLAs

- Ensure robust vendor support and appropriate SLAs covering response times, troubleshooting, and post-implementation support.
- Adjust SAP SKUs to meet availability and disaster recovery needs.

Your RISE with SAP migration will be facilitated through Wipro's transformation framework, eSymphony. eSymphony is a proven and tested method which Wipro has used to deliver these services to customers. Designed to orchestrate business capabilities from vision to value, it accelerates and drives business outcomes by seamlessly integrating these capabilities.

With Wipro's Near-Zero Cost Migration, the transition to RISE with SAP is accessible and achievable without impacting your organization's bottom line. This unique program, powered by Wipro's collaboration with SAP and Microsoft, removes the financial barriers to modernization and positions companies for sustainable growth with the latest in Cloud ERP technology.

For more information or to take the next step, reach out to [SAP.Marketing.ext@wipro.com](mailto:SAP.Marketing.ext@wipro.com) to connect with a Wipro SAP specialist, schedule a demo, or request a customized assessment.





**Ambitions Realized.**

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**Wipro Limited**  
Doddakannelli  
Sarjapur Road  
Bengaluru – 560 035  
India

Tel: +91 (80) 2844 0011  
Fax: +91 (80) 2844 0256  
**wipro.com**

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For more information,  
please write to us at **info@wipro.com**