



all for one
Group

OUR SAP TRANSFORMATION SUBSCRIPTION

CONVERSION/4

Switch to SAP S/4HANA, optimize your business processes,
cloud infrastructure and continuous innovation:
One package, all in for your business success.



YOUR SWITCH TO SAP S/4HANA

Rethink your SAP!

The switch to SAP S/4HANA is still ahead of you?

Then you have to rethink "SAP" anyway.

We have thought one step ahead for you:

CONVERSION/4

THE SAP TRANSFORMATION SUBSCRIPTION

For a **fixed monthly price** you get
the **4 central building blocks** around your SAP S/4HANA:

1

**Conversion from SAP ERP 6.0
to SAP S/4HANA**
(powered by SNP Bluefield™)

2

**Transformation of your
business processes to
SAP S/4HANA (optional)**

3

SAP S/4HANA in the cloud

4

**Continuous innovation like
e.g. lifecycle management**
(powered by SNP Bluefield™)

MONTHLY SUBSCRIPTION AT A FIXED PRICE.
EVERYTHING IN IT, EXCEPT LICENSES.

THERE ARE MANY **GOOD REASONS** **FOR MAKING THE TRANSITION** TO SAP S/4HANA:



INVESTMENT WHERE IT PAYS OFF

The end of maintenance in 2027 is set. Stop investing in your existing and soon to be obsolete SAP system and start investing in SAP S/4HANA right away.



CLOSING THE GAP

SAP is implementing innovations almost exclusively in SAP S/4HANA. Don't let the gap to the current status become too big.



SAFEGUARD RESOURCES

The transition to SAP S/4HANA affects all SAP user companies. A further increase in the shortage of SAP experts and consultants is forecasted as from 2021/2022.



THE MOST IMPORTANT THING—REAP THE BUSINESS BENEFITS NOW

SAP S/4HANA is the digital core of your company. Use the potential of SAP S/4HANA to continue to make your business successful in the digital age.

BUT YOU WILL CERTAINLY
ASK YOURSELF
ONE OR TWO
FURTHER QUESTIONS:

- ?? How do I manage the **conversion effort** (in-house developments, interfaces, master data mapping ...)?

- ?? How do I implement the **potential that** SAP S/4HANA offers for my business— i.e. **in my process landscape?**

- ?? How do I have to convert my data center for SAP S/4HANA? What is the right sizing, and **how much does it cost?**

- ?? How does my IT team get the **know-how for operation & support** of SAP S/4HANA?

OUR ANSWER: **CONVERSION/4**

The **SAP TRANSFORMATION SUBSCRIPTION** is our innovative model for all companies that want to switch to SAP S/4HANA and benefit from the advantages that SAP S/4HANA brings with it. It contains four central components to make the transition quick and uncomplicated and to be able to use SAP S/4HANA profitably in the company. The subscription period is three or five years.

Everything in it. Except licenses. And at a fixed monthly price—depending on the system size and the number of users.

SAP S/4HANA CONVERSION

powered by SNP Bluefield™

Fast and cost-effective conversion to SAP S/4HANA with minimum downtime using SNP tools and a high degree of automation.

SAP S/4HANA IN THE CLOUD

We provide your SAP S/4HANA System as a Service for you – including infrastructure, operation, support, and upgrades: Either in the BYOL model (Bring Your Own Licence) using your existing licences. Or as new licensing within RISE WITH SAP.

A yellow square containing a stylized black number '1' composed of multiple parallel lines.A yellow square containing a stylized black number '2' composed of multiple parallel lines.

OPTIMISATION OF BUSINESS PROCESSES

Would you like to use the possibilities of SAP S/4HANA for your business processes? You decide whether and to what extent. We make it happen—from analysis to implementation.

A yellow square containing a stylized black number '3' composed of multiple parallel lines.

CONTINUOUS INNOVATION

powered by SNP Bluefield™

Even after the SAP S/4HANA conversion, we keep your SAP and your processes up to date, for example through defined release upgrades during the subscription period.

A yellow square containing a stylized black number '4' composed of multiple parallel lines.

A blurred photograph of a museum exhibit. On the left, there is a technical diagram with a yellow background and black lines, featuring a circled 'X' and a circled 'V'. In the center, a large black letter 'E' is visible, with a series of arrows pointing right through its vertical stem. To the right, another large black letter 'E' is partially visible. The background is a light-colored wall with some lines and a person's back is visible on the right side. The overall image has a dark, semi-transparent overlay.

THE 4 BUILDING BLOCKS IN DETAIL



SAP S/4HANA CONVERSION

powered by SNP Bluefield™

The conversion of your existing system to SAP S/4HANA takes place at the beginning of the subscription period and lasts approximately six months. Surely you are familiar with the classic conversion approaches: Brownfield (1:1 conversion with the takeover of all data; no change in business processes), SNP Bluefield™ (conversion with the option of taking over selective data in time slices and transforming selected processes) and Greenfield (new implementation and thus takeover of the SAP standard). Thanks to a partner agreement with SNP, we can carry out all approaches with tool support and thus with particularly low effort for you.

YOUR ADVANTAGES:

- No preliminary projects necessary, thus fewer I-tests and shorter runtime.
- Minimum downtime
- No previous EHP upgrade necessary
- Custom code check included
- Business partner conversion included
- Further options: Introduction of the new general ledger, change of the chart of accounts, document split, merge of the controlling area
- Selective data transfer possible (data from selected periods or areas)
- Conversion factory jointly set up by All for One and SNP guarantees successful implementation



TRANSFORMATION OF BUSINESS PROCESSES

Are you satisfied with your business processes at the moment? Or would you like to use the potential of SAP S/4HANA for your processes? You decide whether and to what extent you want to transform your processes during the subscription period.

You choose the objective(s): standardisation (best/right practice), harmonisation (across your organisational units), optimisation (for example through new functionalities).

You choose how many and which end-to-end processes you want to standardise, for example Record-to-Report, Plan-to-Product, Order-to-Cash, Make-to-Stock, Make-to-Order, Hire-to-Retire, etc. You benefit from our outstanding industry expertise and our business process library based on it.

Harmonisation is about unifying, for example, financial processes from several company codes, processes from several locations or the merging of controlling circuits.

Our optimisation offers focus on the strategic level (e.g. digitalisation strategy), on the departmental level (e.g. introduction of the new eWM or comprehensive planning with IBP) or on the organisational level (e.g. change management, GPO organisation).



SAP S/4HANA IN THE CLOUD

We provide your SAP S/4HANA as a fully managed service for you: Cloud infrastructure (Azure), operation, support and lifecycle services (upgrades) are included in the subscription from day one for the entire term. You can obtain this module with already existing SAP licences via the BYOL-Cloud ("Bring Your Own Licence") of the All for One Group or as new licensing from SAP as part of "RISE with SAP".

Your advantages:

- No need to invest in special hardware and infrastructure
- Professional operation for 3-tier SAP landscape with fixed service levels
- Your IT team is relieved and does not need to be supplemented by new experts or trained for the operation and support of SAP S/4HANA
- SAP S/4HANA lifecycle service with release upgrades (depending on the chosen subscription package)
- SAP application service available on a contingent basis
- Three-level SAP S/4HANA system for technical conversion, development, quality management and operations


Advantages of BYOL (Bring your own licence):

- You can bring in already existing SAP licences
- Deployment on Microsoft Azure or our private cloud from Germany
- Highest level of security as well as powerful and scalable infrastructure
- Easily connect with your existing services on Azure, AWS and SAP using our included Cloud Integration Services
- Integration of your Office365 Information and Machine Data into your SAP processes using Productivity X and All for One Group's IIOT Connector.



ADVANTAGES OF THE ALL FOR ONE GROUP

Fast and secure changeover:

- Implementation project “in time, in quality, in budget” with experience from > 1,000 SAP implementations.
 - Business process library with pre-configured processes (> 600 items) and add-ons for your industry globally available
 - Business process transformation end-to-end (also beyond SAP S/4HANA and RISE)
 - Service beyond your SAP systems
 - Operation & support of all your systems (SAP and non-SAP)
 - Platform or infrastructure provider freely selectable
 - Management & orchestration of your entire IT landscape (hybrid or multi-cloud)
 - Secure Move to Cloud: Never a reversal with >2,500 system transitions
 - Always up to date
 - Customer Care & Advisory Services
 - Business Process Monitoring & Update
 - Application Services & Support
- 





CONTINUOUS INNOVATION

powered by SNP Bluefield™

The initial conversion to SAP S/4HANA is certainly a major innovation step. With Conversion/4, however, you benefit from continuous further developments throughout the entire subscription period:

Our SAP S/4HANA Lifecycle Service includes the technical implementation of the release upgrade recommended by SAP. Depending on the subscription package, up to two release upgrades within five years are included.

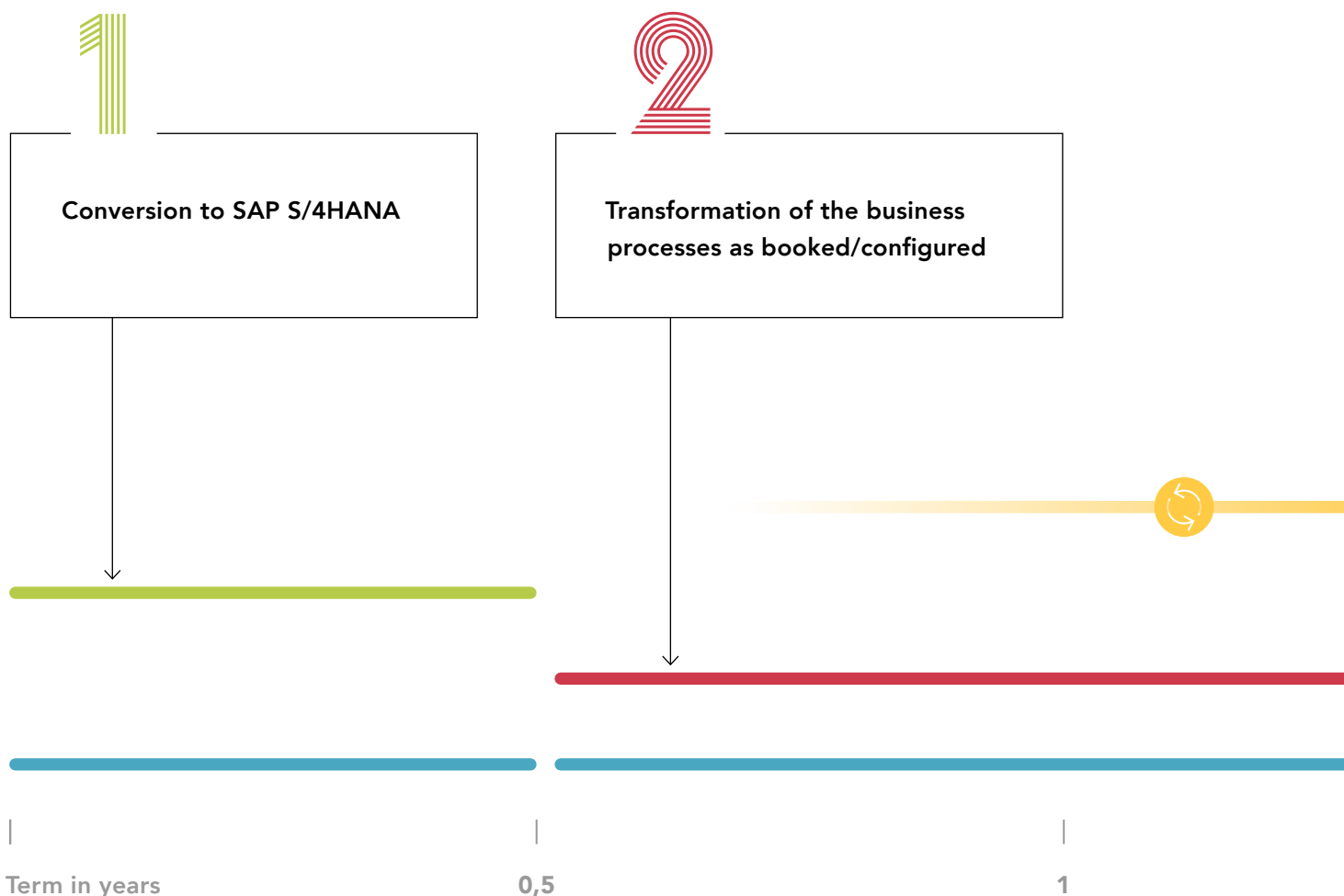
By using the SNP Bluefield™ approach, we can carry out both the initial conversion to SAP S/4HANA and the subsequent release upgrades with minimum downtime and the lowest possible effort for you.

Depending on the subscription package, you receive ongoing optimisation of your business processes, including training for your key users. The latest technical innovations are constantly incorporated, as is our expertise from many comparable or even non-industry-specific companies that excel in the respective end-to-end process.

Via the Azure platform, you also benefit from the innovative power of Microsoft, for example in areas such as IoT, machine learning or advanced analytics.

THIS IS HOW YOUR SUBSCRIPTION RUNS WITH OUR SERVICES

At the beginning of your subscription period, we naturally implement the conversion to SAP S/4HANA. It takes about 6 months. During this time, we already provide infrastructure including operation, with subsequent smooth transition to productive operation. During the entire subscription period, further innovations are made, for example through release upgrades and—depending on the subscription package—through the transformation and adaptation of your business processes.



3 OR 5 YEARS TERM

Conversion/4, our SAP TRANSFORMATION SUBSCRIPTION, is available with terms of three and five years. The decisive criterion is whether you want to change and improve your business processes. If so, the standard term is five years.

Learn more about Conversion/4, our SAP TRANSFORMATION SUBSCRIPTION:

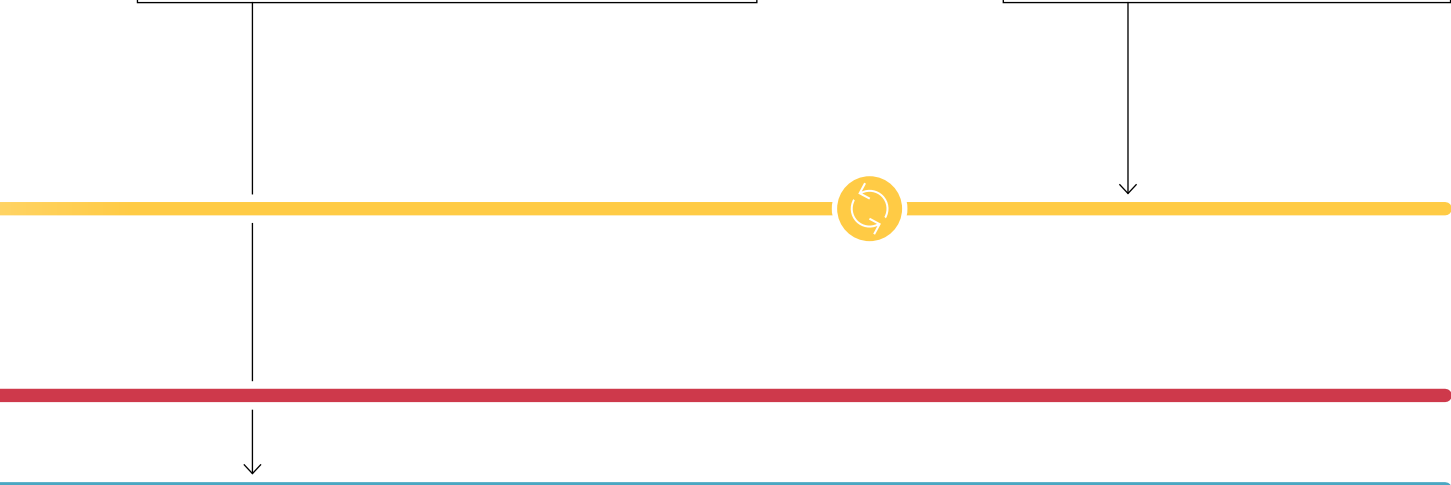
conversion-4.com



Production operation of SAP S/4HANA as a 3 level landscape on Azure



Continuous innovation/ release upgrades



YOU SHOULD NOW CONSIDER



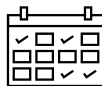
IMPROVE BUSINESS PROCESSES?

Do you want to use the transition to SAP S/4HANA to improve your processes?
Which end-to-end processes? To what extent do you want to standardize?
How comprehensively should the process improvement be designed?



TAKE OLD DATA WITH YOU?

Thanks to our tool-supported conversion methodology,
you can take just as many years' worth of data with you to your new SAP S/4HANA,
as you like—e.g. only the last 7 years ("time slices").
This saves money and sometimes clarifies the view of analyses.



WHEN TO START?

We don't want to scare you, but all analysts are forecasting shortages of SAP skilled
personnel and resources in the coming years. It's no different for us.
Don't invest in old SAP technology, but rather in SAP S/4HANA right away.

AN EXCERPT OF OUR REFERENCES WITH SAP S/4HANA

 AFRISO


BHS

 BECKER

BIZERBA

 Blickle

BOMAG

 Elbit Systems™

EJOT®

 EGGER

 FABER-CASTELL
since 1761

 Hirschvogel
Group

 HYDAC


LEONHARD WEISS
BAUUNTERNEHMUNG


masa
Milestone to your success.

 MITSUBISHI
CHEMICAL

 NEA
GROUP

rose  plastic®
innovations in plastic packaging

STEULER


STÜKEN
PRÄZISION IN METALL

swoboda
technologies

WEST  FLEISCH

winkler

Das passt.


wörwag
PHARMA

VEGA


VEMAG
ANLAGENBAU

All for One Group SE

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