

G-Cloud 15

SAP Strategy and Assessment Services



Atos

Table of contents

1. What is SAP Strategy and Assessment Services?	3
2. What does it deliver?	5
3. What technology does it use?	9
4. What terms apply?	10
5. Termination.....	11
6. How do I order?	12
7. Glossary.....	13
8. Why Atos.....	14



1. What is SAP Strategy and Assessment Services?

A service focused on establishing the best approach for existing SAP customers to transform their SAP landscape and define the strategy for S/4HANA adoption. With the constant pressure on budgets, public sector organisations need to continually look for ways to optimise delivery costs and bring opportunities to innovate using the latest SAP Cloud technologies. Our service delivers the key information needed to embark on an S/4HANA transformation, including migration strategy, value case, roadmap, and architecture.

Many organisations need guidance on deciding on the best starting point for their transformation and whether they are ready to embark on a transformation with S/4HANA and leverage the platform's technological updates, or to go through a full harmonisation of processes, clean data, and improve the overall digital experience. In addition, there are challenges around data security and sovereignty that may be relevant, adding complexity to the transformation decisions.

Atos has been an SAP partner for more than 35 years and has extensive experience implementing and supporting SAP solutions across a range of private, public, and hybrid cloud scenarios. Our SAP experts have a deep understanding of SAP technology, best-practice processes, and proven deployment methods, as well as applying learnings from similar engagements to become a trusted adviser, providing valuable insight and guidance to our clients.

Our clients tend to fall into two main categories when embarking on their journey to SAP S/4HANA:

- Ready for technical upgrade: Will allow customers to leverage the benefits of faster processing/analytics/access to Fiori apps. Customers are laying the foundation that underpins the full digital transformation and can scale up their new functionality to meet business requirements and priorities.
- Full digital transformation: Many enterprises house huge data landscapes that have developed over the years, through poor acquisitions/mergers or even poor data maintenance through divesting business units. The cost of cleaning up this data accumulation is high, and as a result, many organisations have unused and outdated data. This is where S/4HANA's real value is most realised. The digital transformation itself – merging systems, cleaning data, migrating historical data, and coalescing all trusted data into a single structure is what takes these massive, heavily customised data sets and harmonises them. By starting with a baseline S/4HANA (digital core) and then transitioning towards integrated cloud

differentiators (Concur, Ariba, Business Technology Platform, etc.), it is possible to achieve the ultimate end goal and create a system of innovation (Generative Artificial Intelligence, Robotic Process Automation) to fundamentally change the way an organisation works.

For customers interested only in the technical upgrade, Atos offers “Vision4SAP Assessments,” which provide insight into a customer’s readiness to proceed. Whilst this is not an assessment of the full transformation, customers will receive an analysis of S/4HANA adoption and process simplification, as well as recommended project plans/ future state architecture, and other supporting documentation for the upgrade.

Customers who wish to embark on the full digital transformation can use the Atos SAP Digital Transformation Assessment Service (Vision4SAP), which offers an end-to-end, one-stop consulting and advisory service for all major business processes, from back office to front end.



2. What does it deliver?

Vision4SAP Assessments

This service enables Atos customers to understand the impacts of moving to S/4HANA, assess process improvements and simplifications, and evaluate the ease of user adoption with the new FIORI apps (the SAP user interface with mobile enablement as standard).

This is a 6-to-12-week assessment of the current ERP landscape to define the S/4HANA roadmap.

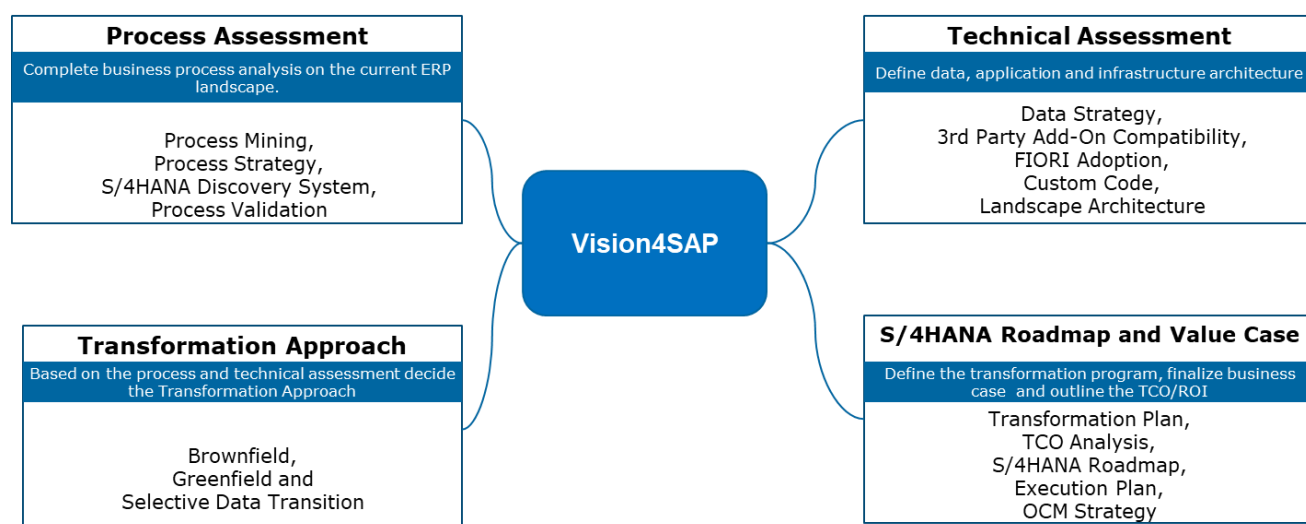


Figure 1: Atos' Vision4SAP Framework

Deliverables from this assessment are as follows:

- Executive summary with S/4HANA Roadmap and Key Benefits, helping to shape a business case for transformation
- Analysis of S/4HANA adoption and process simplification, to understand the risks and impact of the migration
- Custom Code Impact & Remediation, to understand the scale of the effort and cost to bring customisation in line with the new landscape
- A Future state Application Architecture, describing the target landscape
- A description of the recommended transformation approach.
- A detailed execution plan
- A High-Level project plan describing the steps and timeline
- A RACI matrix to ensure ownership of all activities is clear
- A Test Strategy, to ensure robust and cost-effective assurance is applied

- An Organisational Change Management Approach, including understanding and assessing business stakeholder concerns and developing plans to ensure a smooth and complete user adoption.

Tooling such as the SAP Readiness Check provides key information on the impact of a conversion to S/4HANA. It provides a graphical interactive dashboard that provides information, including:

- Compatibility of the current solution for an upgrade based upon technical dependencies, supported technical migration paths and other connected systems
- Analysis of custom code and integration, to identify the level of customisation, redundant or unused customisation, techniques that may not be supported or opportunities for standardisation
- Sizing analysis, highlight the size of the target database and opportunities for data volume reductions through archiving ahead of any migration.

Sample outputs from the running of tools during the Vision4SAP assessment are shown in the graphic below:

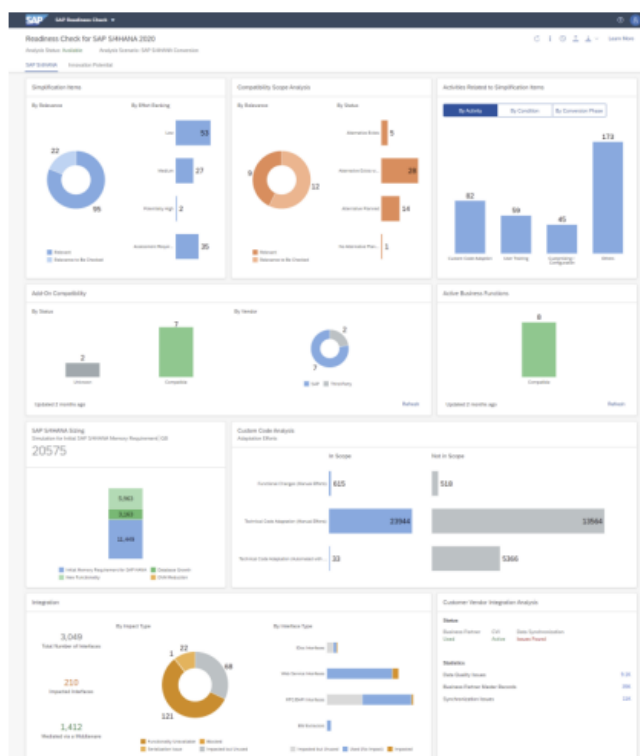


Figure 2: Example Deliverables from SAP Tooling

Atos' expertise in SAP transformation initiatives has been independently recognised, with Atos positioned as a Leader in SAP S/4HANA System Transformation across multiple regions by the global analyst and advisory firm ISG. As well as a Leader globally in the

RISE with SAP Implementation category. These reports highlight our broad set of end-to-end SAP assets and offerings, its priority on partnerships with Hyperscalers like Google Cloud, AWS and Microsoft Azure and its focus on cloud offerings and capabilities, including Hybrid Cloud through its OneCloud initiative.

SAP Digital Transformation Assessment Service Vision4SAP

Assessing the current business model and current digital status is the biggest barrier to devising business-centric digital transformation. Atos, with its unique Vision4SAP Framework and tools, helps companies assess their current digital footprint, providing insights into innovations, recommending new operational models, and offering a business-centric, value-added digital journey roadmap.

The service covers the whole process spectrum and solutions for RISE and GROW for SAP Cloud ERP Private and SAP Cloud ERP to ensure that a transformation programme delivers the anticipated value and return on investment. Atos' four-phased VISION4SAP assessment model undertakes a comprehensive analysis of the system and surrounding architecture using the following four phases, which are detailed in the figure below:

1. Awareness, system exploration & process mining
2. Process & application strategy
3. Architecture formulation
4. Way forward and effort/benefit comparison.

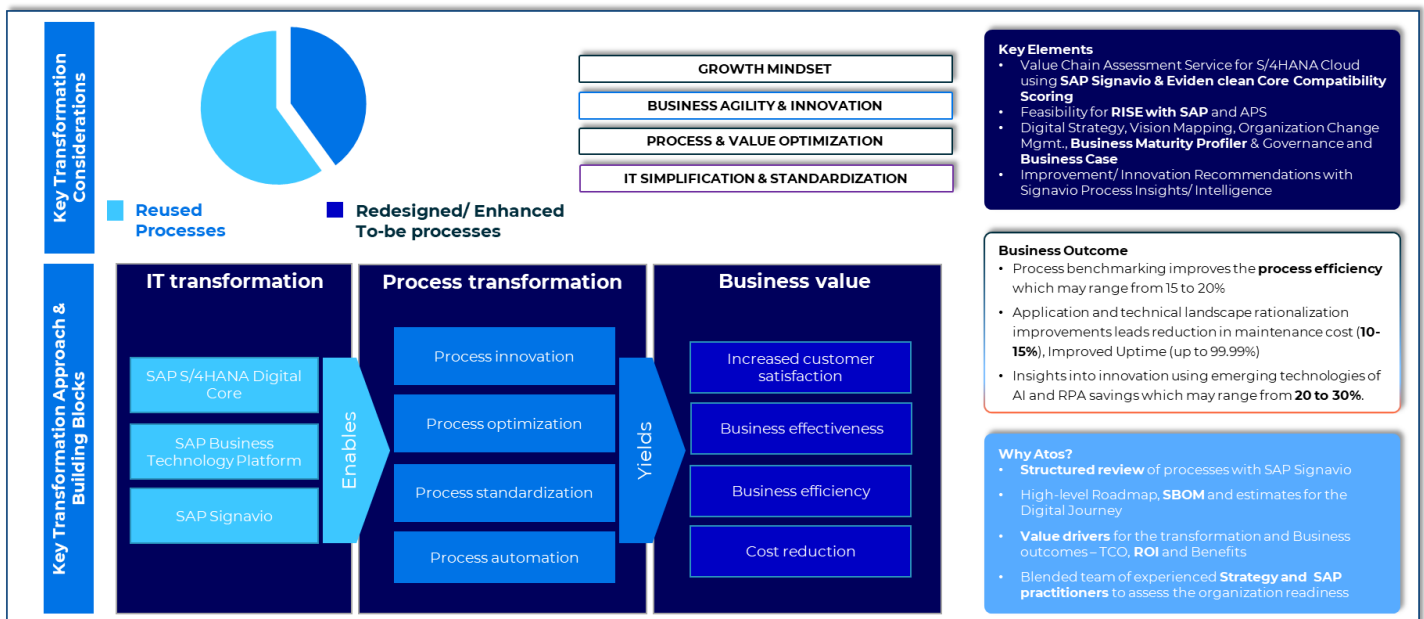


Figure 3: Atos's Vision4SAP Framework

The Digital transformation with Atos's Vision4SAP Framework supports understanding of business benefits and the value added by digital transformation.

The typical customer benefits include:

- Process benchmarking improves the process efficiency, which may range from 15 to 20%
- A considered design of the 'To Be' technical landscape can lead to a reduction in maintenance cost (10-15%)
- Insights into innovation using emerging technologies of AI and RPA can bring savings which may range from 20 to 30%. Some processes can be completely automated
- Through 'keeping the core SAP S/4 HANA system clean,' ongoing maintenance and upgrade are reduced and efficient.

Delivery of the Vision4SAP digital transformation service can be fully remote or a mix of on-site workshops and remote work.

Deliverables from this assessment are as follows:

- Comprehensive report detailing the proposed Digital Strategy
- Documented transition roadmap with detailed reasoning and explanations
- Detailed list of expected benefits after transformation
- Documented high-level cost estimation for the roadmap projects
- Detailed description of the system from a technical and usage point of view
- Complete list of mandatory changes for transformation to S/4HANA
- A list of possible innovative improvements which can be implemented when moving to S/4HANA
- Way forward with innovations and continuous improvement recommendations.

Below are the most recent logo success stories regarding our assessment services.



Figure 4: S/4 Strategy and Assessment Services success stories



3. What technology does it use?

As a predominantly consultative service, this offering does not rely on any specific technology. However, the service does leverage tools from SAP, Atos and other 3rd parties as required. The selection of tools depends on the elements of the service the client selects.

The key tools and accelerators that can be used in the delivery of this service include:

- SAP Signavio – business process modelling and process mining tool.
- SAP Readiness Check – a tool to evaluate the impact of the conversion of the SAP solution to S/4HANA.
- SNP/EPI USE tools to accelerate complex transformation to S/4HANA.
- RBE Plus to scan and compare current SAP solutions and compare to future usage of S/4HANA.



4. What terms apply?

To the fullest extent permitted under G-Cloud 15 Framework Agreement and the Call-Off Contract, Atos will provide the Services in accordance with the Atos Supplier Terms (which will include, but may not be limited to , the Supplier Acceptable Use Policy, Supplier Data Processing Agreement, Supplier Specific Shared Responsibility Model, Supplier SLAs and Supplier Licence Terms and any applicable Third-Party Terms outlined in this Service Description document and the Order Form) and this Service Description document.

For clarity:

- Atos Supplier Terms may be modified in accordance with the provisions of the Call-Off Contract, and remain effective except where expressly overridden.
- Hyperlinks included in the Atos Supplier Terms and Service Description document remain effective where they point to Atos' or the relevant Third-Party Terms or documents. Should a hyperlink cease to function, Atos will work with the client to update it through the agreed procedure.



5. Termination

Termination shall be in accordance with:

- The G-Cloud 15 Framework terms and conditions
- Any terms agreed within the Order Form of the relevant Call-Off Contract
- For this specific service, by default Atos ask for at least thirty (30) days prior written notice of termination without cause.

Atos commits to the continued provision of services for the duration of the Call-Off Contract subject to the terms and conditions of the G-Cloud 15 Framework Agreement, the Call-Off Contract, the Atos Supplier Terms and the applicable Third Party Agreements (as defined in the Atos Supplier Terms and indicated in the Order Form) related thereto.



6. How do I order?

Please contact our team at: gcloud@atos.net

- We will prepare a quotation for your review, including any applicable volume discounts.
- Once the quotation is agreed, we will issue the necessary documentation (as required by the G-Cloud Framework) and request a purchase order from you.
- Upon receipt of your purchase order, we will configure the services in line with the agreed requirements. Where applicable, you will also receive access to our self-service portal to begin provisioning services.
- If you are a new customer, you may need to complete additional 'new supplier' forms.
- Invoices will be issued to you and to Crown Commercial Service (CCS), quoting the purchase order number, for the services procured.
- We will also submit the required monthly management information reports to Government Procurement.



7. Glossary

Term	Definition
AI	Artificial Intelligence
ERP	Enterprise Resource Planning
ISG	Information Services Group
RPA	Robotic Process Automation
SaaS	Software as a Service



8. Why Atos

Atos has been a trusted partner on every G-Cloud iteration since the framework began, helping public sector organisations modernise with confidence. We combine global expertise with deep UK experience, delivering secure, scalable cloud solutions that meet the highest government standards.

As Europe's leading provider of cloud and cybersecurity services, Atos offers end-to-end capabilities - from migration and hosting to SaaS and consultancy - supported by UK delivery centres and strategic partnerships with hyperscalers.

Our focus on innovation, sustainability, and social value ensures that customers not only achieve operational excellence but also contribute to a greener, fairer future. With Atos, you gain a proven partner committed to driving efficiency, resilience, and transformation across public service.



About Atos

Atos Group is a global leader in digital transformation with c. 67,000 employees and annual revenue of c. €10 billion, operating in 61 countries under two brands — Atos for services and Atos for products. European number one in cybersecurity, cloud and high-performance computing, Atos Group is committed to a secure and decarbonized future and provides tailored AI-powered, end-to-end solutions for all industries. Atos Group is the brand under which Atos SE (Societas Europaea) operates. Atos SE is listed on Euronext Paris.

The purpose of Atos Group is to help design the future of the information space. Its expertise and services support the development of knowledge, education and research in a multicultural approach and contribute to the development of scientific and technological excellence. Across the world, the Group enables its customers and employees, and members of societies at large to live, work and develop sustainably, in a safe and secure information space.

Learn more at: atos.net