argano

Scaling Success:

A Finance Leader's Buyer's Guide
to SAP Public Cloud ERP

Contents

A Buyer's Guide to Cloud-Based ERP Systems

SAP cloud migration can be a turning point for your organization, unlocking greater opportunities for efficiency and agility. But like any transition, it can raise questions, risks, and **key business considerations**.

This buyer's guide is designed to help organizations like yours account for everything you need to think about as part of a public cloud implementation or migration.

This resource includes ideas to help you:

- Identify key stakeholders

- Build your business case

- Understand costs/benefits

- Capture all the steps involved from pre-migration through to post-migration

The Finance Leader's Role in Cloud Transformation

Finance leaders like CFOs and CIOs have evolved from traditional roles to strategic advisors, driving business transformation. They are now deeply involved in volatility management, technology strategy, cybersecurity, and sustainability initiatives. Nearly half are overseeing areas beyond traditional finance, becoming pivotal in guiding overall business strategies.

Despite these expanding responsibilities, many finance leaders face limitations with their current tools. To manage this broader scope effectively, they need modern, cloud-based ERP systems that provide flexibility, data integration, and real-time insights essential for success. Finance leaders play a key role in advocating for **ready-to-run cloud ERP solutions**.
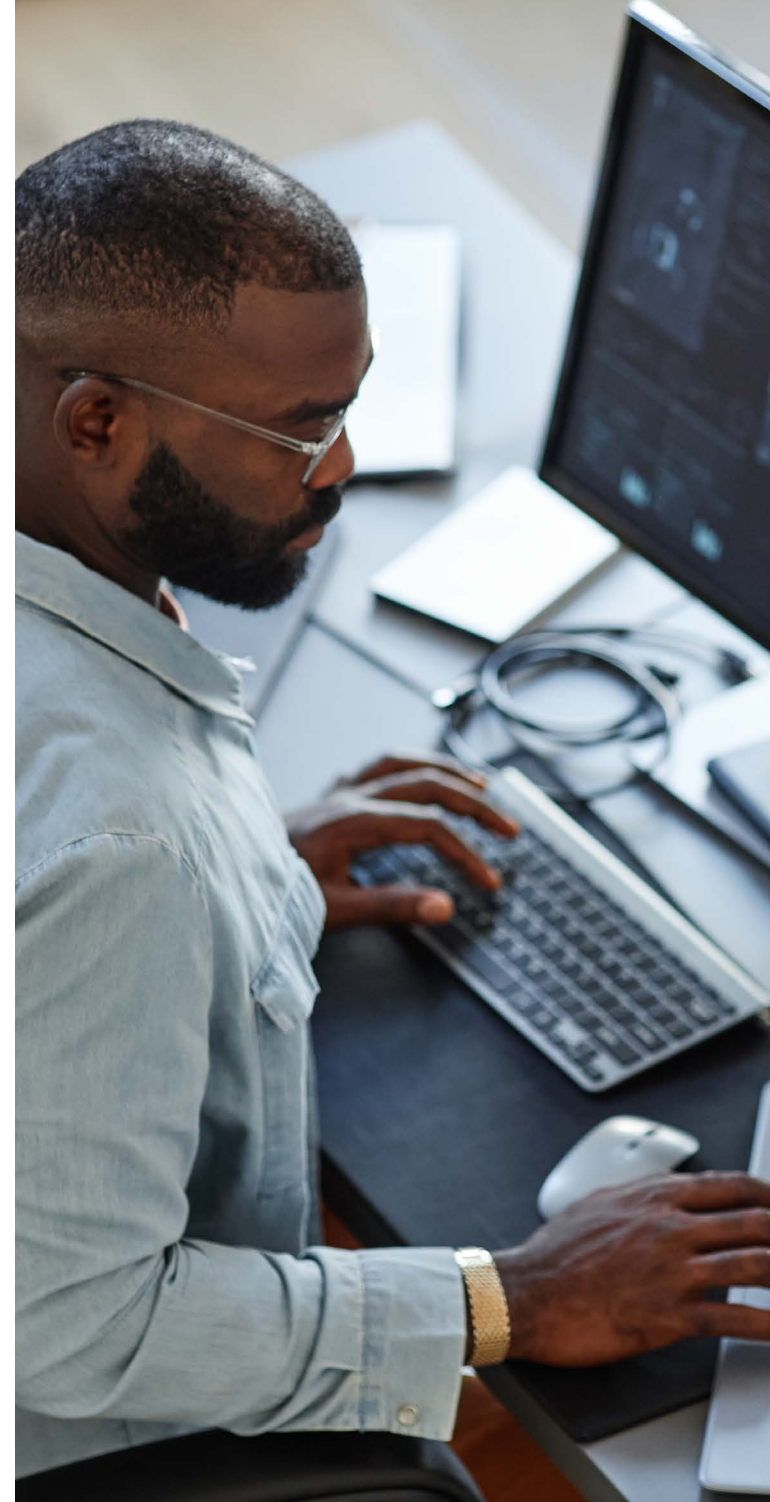
The Case for SAP Public Cloud ERP Solutions

What is Public Cloud?

Public Cloud offers a shared infrastructure, enabling organizations to access ERP resources without significant upfront investments. It delivers enterprise-grade capabilities more cost-effectively, allowing for faster deployment and continuous innovation.

Why CFOs Should Care About SAP Public Cloud ERP

SAP Public Cloud ERP systems offer **flexibility, scalability, and continuous innovation**, making them ideal for organizations aiming to modernize and support their finance leaders. By enabling CFOs to quickly adjust IT resources based on demand, these systems allow for rapid scaling during peak periods while maintaining cost efficiency through a pay-as-you-go model that converts fixed costs into variable ones.

With capabilities such as regular updates, AI, machine learning, and advanced analytics, Public Cloud ERP drives data-driven decision-making and operational improvements. Additionally, enhanced accessibility allows real-time data access from anywhere, fostering collaboration and ensuring continuity in hybrid or remote work settings.

GROW with SAP Public Cloud

GROW with SAP is a Public Cloud ERP implementation solution designed for growing businesses. It offers scalable, secure, and innovative ERP capabilities without large initial investments. It enables CFOs to leverage:

- **Real-time data and predictive analytics:** Get instant access to up-to-date data for quick decision-making, while predictive analytics helps anticipate trends, manage risks, and identify growth opportunities–enabling proactive financial management.

- **Seamless scalability:** Easily adjust resources as business needs change, whether scaling up or down, ensuring efficient resource use and cost management.

- **Reduced total cost of ownership:** With a subscription-based model, GROW with SAP cuts upfront costs and shifts spending from CapEx to OpEx, making budgeting easier and freeing funds for strategic growth.

Unlike generic cloud options, GROW with SAP is built on SAP Public Cloud's proven ERP success and addresses the specific needs of dynamic, mid-sized businesses.

Key SAP Public Cloud Considerations for CFOs

SAP S/4HANA Cloud Public Edition is a ready-to-run cloud ERP that delivers the latest industry best practices and continuous innovation.

Benefits of SAP Public Cloud ERP

Cost efficiency

With a pay-as-you-go model, Public Cloud ERP converts capital expenses (CapEx) into operating expenses (OpEx), reducing upfront hardware and maintenance costs. This flexibility optimizes budgets and allows funds to be redirected toward strategic initiatives.

Scalability

SAP Public Cloud enables dynamic resource scaling. Organizations can increase IT resources during peak periods and reduce them during slower times, promoting cost efficiency. This flexibility also supports innovation and experimentation without infrastructure limitations.
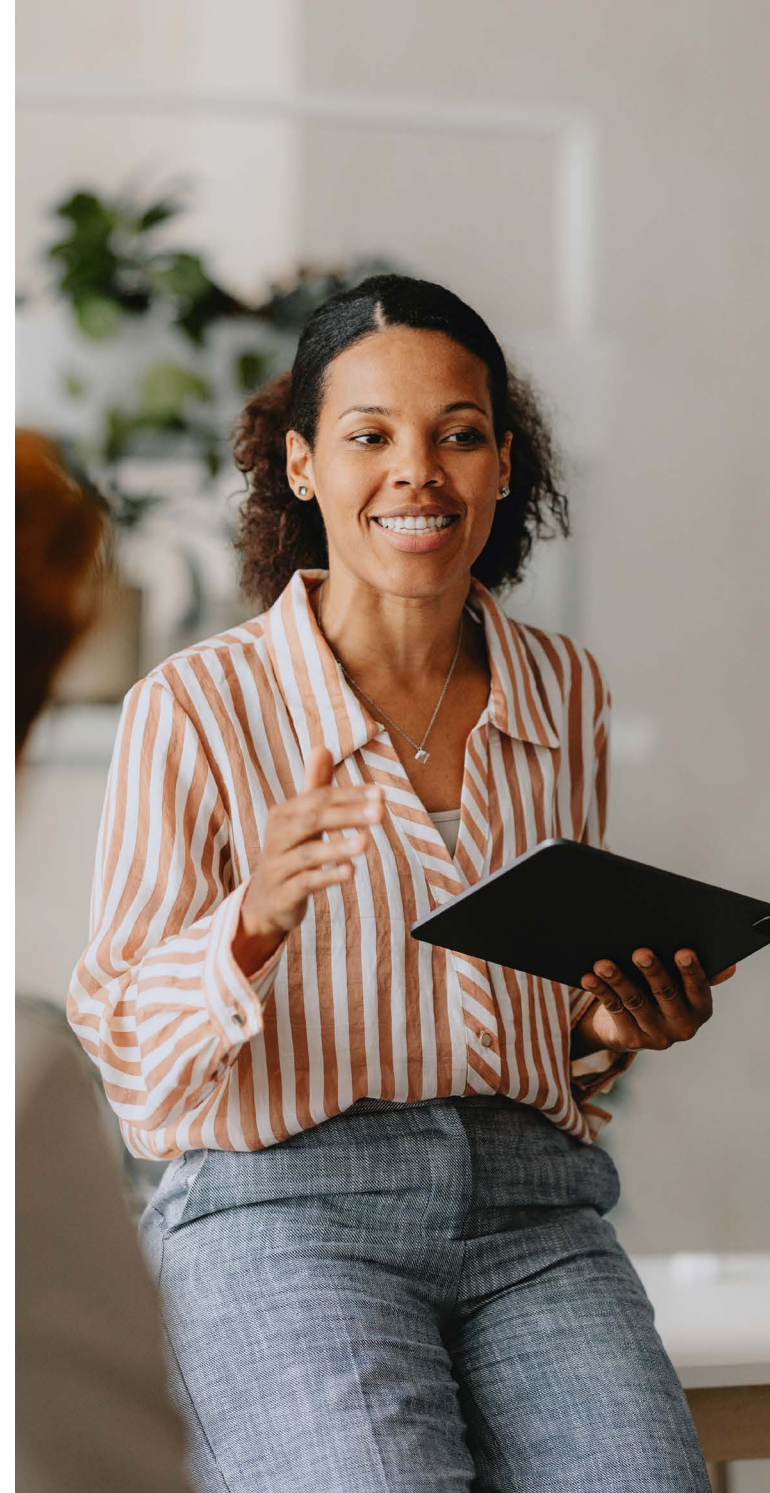
Accessibility

SAP Public Cloud ERP ensures real-time access to data from anywhere, supporting remote and hybrid work models. This enhances productivity, fosters collaboration, and maintains continuity during disruptions.

Continuous innovation

SAP Public Cloud platforms provide regular updates and access to the latest technologies, including artificial intelligence (AI), machine learning (ML), and advanced analytics. These capabilities drive data-informed decisions, boost efficiency, and help organizations stay competitive.

Challenges that must be addressed

- **Security concerns**
  While SAP Public Cloud providers prioritize security, risks like data breaches and compliance challenges persist. A strong risk management strategy and incident response plan are essential for mitigating these concerns.

- **Cost management**
  Variable costs from pay-as-you-go models can lead to unpredictability in budgeting. Effective cost management tools, along with regular monitoring and forecasting, are necessary to maintain budget control.

- **Integration complexity**
  Integrating Public Cloud ERP with existing systems can be challenging due to data silos. A strategic integration plan is vital to ensure seamless information flow and minimize disruptions.
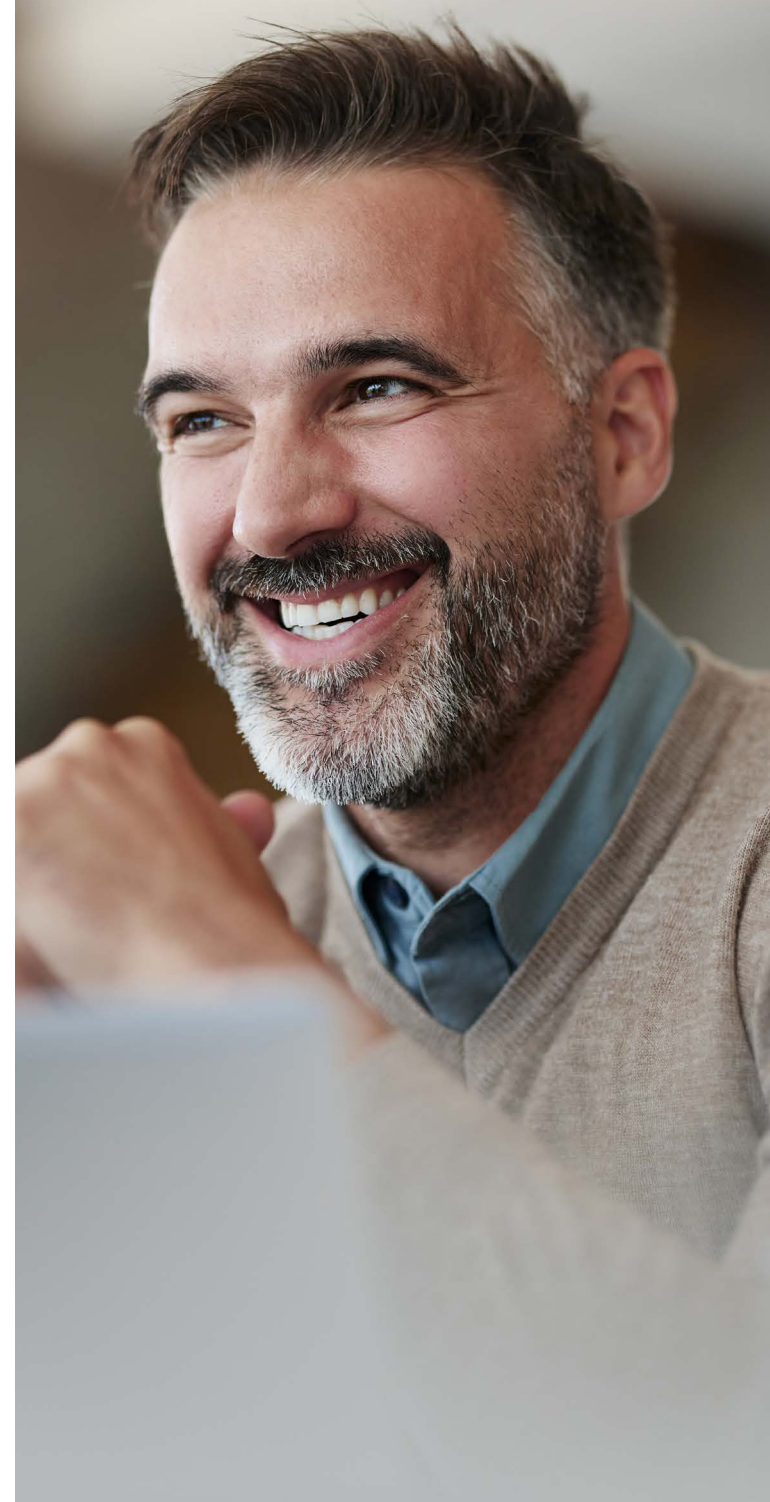
- **Change management**
  SAP Public Cloud implementations often involve rapid deployment and frequent updates, which can overwhelm traditional change management approaches. Adapting workflows, collaboration practices, and user adoption to the cloud environment requires a tailored Organizational Change Management (OCM) strategy.

TIP

Anticipating these challenges with solutions keeps your cloud migration on track.

Read our blog for more insights

SAP Public Cloud Migration Planning Checklists

Migrating to the cloud is not just a technology shift, but a strategic move toward enabling a more resilient, agile, and future-ready business. It is important to have a strategic approach and roadmap, backed by proven methodology and solution expertise so you can confidently transition to the cloud in a way that is aligned to your business goals.

Pre-Migration Checklist

☐ Define business objectives

☐ Assess current IT infrastructure and identify gaps

   Best Practice: Involve cross-departmental stakeholders to align business needs

☐ Conduct a risk assessment focused on security, compliance, and continuity

   Best Practice: Develop a risk management framework that includes regular reviews and updates

Key Vendor Question: What is your approach to ensuring security and compliance during the migration process?

Vendor Evaluation Checklist

☐ Evaluate potential partners on their cloud migration experience within your industry
Best Practice: Request references and case studies for similar migrations

☐ Review pricing models and potential hidden costs
Best Practice: Consider long-term cost implications, not just upfront expenses

Key Vendor Question: Can you describe your integration process with existing systems and how you ensure minimal disruption?

Cost Management Checklist

☐ Track SAP Public Cloud usage and costs post-migration with specialized tools
Best Practice: Set alerts for unusual spending to prevent budget overruns

☐ Set budgetary controls for different departments

☐ Monitor and analyze usage patterns for better forecasting
Best Practice: Conduct quarterly reviews to adjust budgets and strategies based on actual usage data

Key Vendor Question: What tools do you provide for managing and monitoring cloud costs during and after implementation?

Change Management Checklist

☐ Develop a communication strategy for SAP Public Cloud migration
Best Practice: Approach OCM like an "insurance policy" for adoption success. Use diverse channels (emails, meetings, webinars) to keep stakeholders informed and engaged

☐ Identify key change agents within the organization

☐ Provide training resources for employees on new systems and processes
Best Practice: Consider ongoing training and support as part of the migration strategy

☐ Establish realistic expectations for fit-to-standard approaches
Best Practice: Proactively communicate why cloud platforms discourage heavy customizations. Emphasize the value of standardized processes in accelerating ROI and creating agility for future upgrades.

Key Vendor Question: What resources can you provide to support change management during the transition to cloud?

Post-Migration Checklist

☐ Evaluate the performance of the cloud solution against predefined KPIs
Best Practice: Establish feedback loops with stakeholders for continuous improvement, and schedule regular audits and updates to security protocols

☐ Gather feedback from stakeholders on their experience with the new system

☐ Continuously monitor security and compliance
Best Practice: Schedule regular audits and updates to security protocols

Key Vendor Question: What ongoing support and updates do you provide after migration, and how do you ensure system optimization?

Achieving Excellence in SAP Cloud Migrations with Expert Guidance

Collaborating with a leader in **high-performance operations (HPO)** empowers organizations to achieve operational excellence and sustainable growth. HPO is defined by the ability to optimize processes, enhance agility, and foster continuous improvement – all critical for navigating today's business landscape.

In the context of SAP Public Cloud migrations, HPO serves as a guiding principle that ensures organizations not only transition smoothly, but also unlock the full potential of their cloud investments. By leveraging HPO, businesses can streamline their operations, enhance collaboration, and drive innovation, ultimately achieving better alignment with their strategic goals.

With an **extensive track record of successful SAP cloud migrations** across various industries, Argano tailors strategies to meet the unique needs of your organization. Get the most from your SAP solutions by leveraging our expertise and best practices.

1. Deep expertise

Gain access to industry knowledge and technical proficiency, providing a comprehensive suite of services from initial strategy development to implementation and support. This expertise ensures you maximize your investment effectively.

2. Customized change management

Leverage our agile approach to change management, which allows us to continuously refine and adapt our OCM strategies to what your organization needs to be successful in the new cloud world. This iterative approach ensures that our strategies are responsive to the evolving needs of your organization, facilitating a smoother transition to the cloud.

3. Comprehensive support and training

Access extensive training resources and ongoing support, empowering your team to thrive in the new cloud environment. Tailored training addresses specific organizational challenges, helping your users understand and leverage the cloud's capabilities to the fullest.

4. Strategic alignment

Cloud solutions are integrated with your overall project goals and financial objectives to maximize impact and drive sustainable growth. By aligning organizational change management with technical strategies, you create a cohesive approach that supports your long-term vision.

As CFOs navigate the complexities of SAP Public Cloud migration, Argano stands out as the partner of choice.

With our proven expertise, holistic approach, and commitment to aligning technology with business goals through high-performance operations, we position organizations for long-term financial and operational success.

Partnering with Argano offers you more than expertise – it's a strategic alliance for your future.

Get started today!
Contact us at **sap@argano.com**

argano

Transformation meets performance