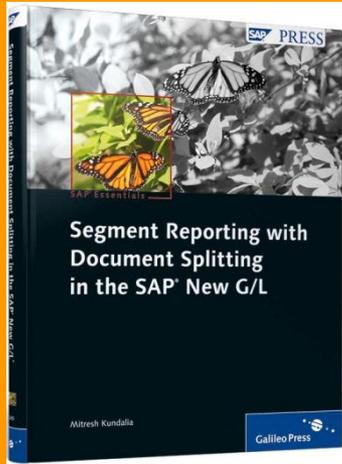


# SAP Data Re-Organization (SDRO)

System Landscape Optimization (SLO) type Conversions



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*Your Partner in Business & Technology Excellence*

# QS&S Data Re-organization Services

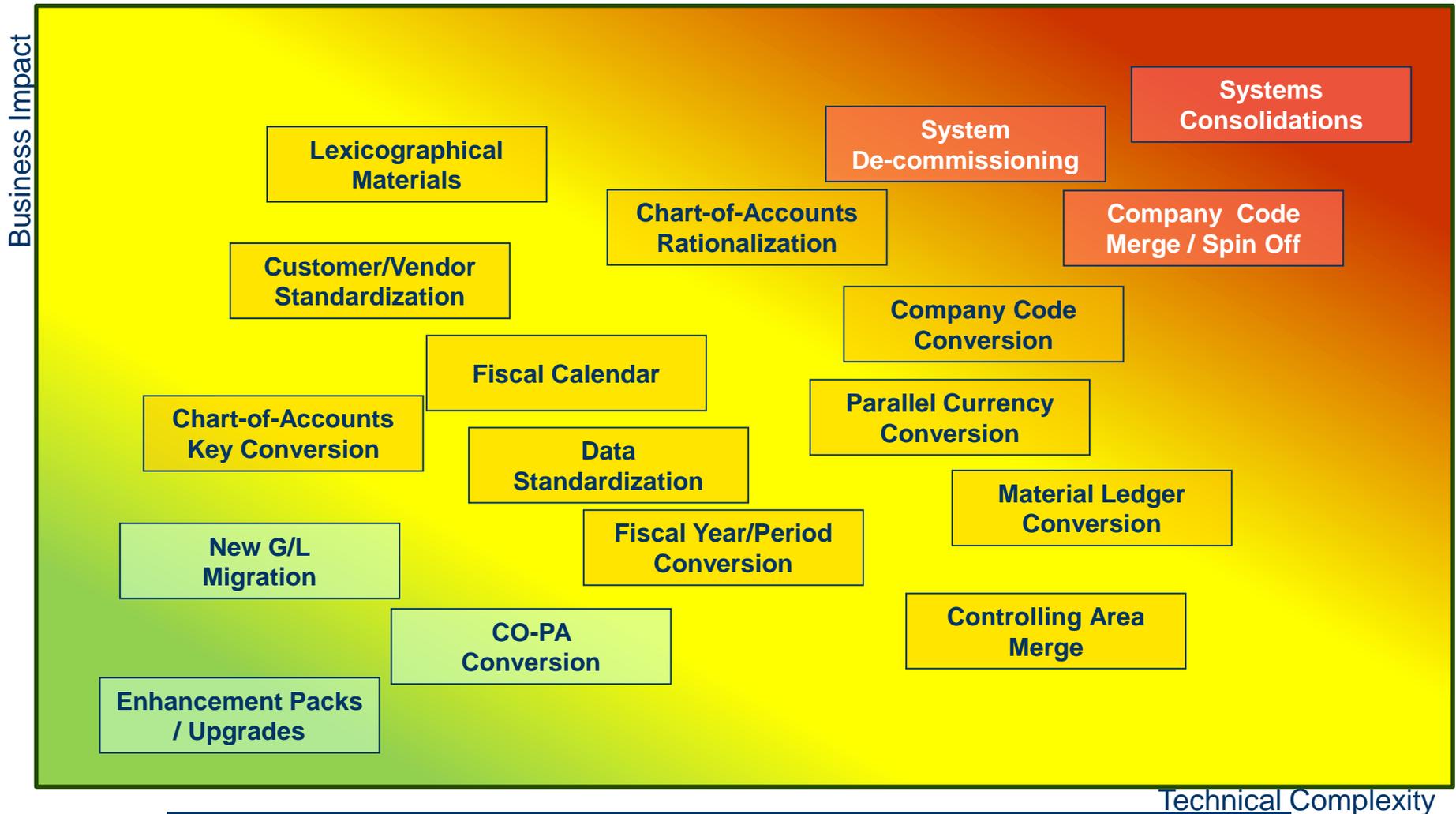
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## SAP Data Re-organization Service

- The SAP customer has come to a point where a simple configuration decision made at go-live many years ago is now inhibiting the useful life of their system
  - Chart of Accounts defined with too few characters
    - Issues expanding CoA for new business processes
  - Group Currency not activated for company codes
    - Issues with consolidated reporting, New-GL reporting and IFRS compliance
  - Incorrect currency code defined for a company code
    - Difficulty meeting FASB 52 reporting requirements
  - Inconsistent material numbering scheme
    - Confusion with material numbers
- We provide the specialized services to correct these issues in your SAP system
  - Add years to the useful life of your SAP system
  - Avoid the high cost of re-implementing SAP

**QS&S provides specialized service package that will enable you to easily and flexibly adapt data and structures in your productive SAP systems, including ECC, BI/BW, CRM, SRM, APO systems.**

# Sample Initiatives – Complex conversions



Specialized QS&S Data Re-Organization tools convert and standardize data across all SAP ERP systems, including ECC, BI/BW, CRM, SRM, APO and more.

# QS&S Data Re-organization Services

Re-Organization Business Dynamics / Solutions						
<b>Leverage Sell, Buy &amp; Re-structure</b>	<b>Sell / Buy / Re-organize Business</b>					
	Transfer Company	Split company	Integrate organizations / processes	Merge Business	Change Business	Split Business
<b>Unify and Transform Data</b>	<b>Financials &amp; Controlling</b>			<b>Logistics &amp; Operations</b>		<b>Human Resources</b>
	Transform / Align in Financials	Transform / Align in Controlling	Implement IFRS Currency Conversion	Transform / Align in Sales & Distribution	Transform / Align in Materials Management / Procurement	Transform / Align in HR
<b>Consolidate and reduce IT cost</b>	<b>Consolidate</b>		<b>Split</b>	<b>Setup Systems</b>		<b>Sun setting</b>
	Setup Multi-Clients system	Migrate to single client	Move part of business into new Shell	Provide development system	Provide test/education system	Legacy System de-commissioning

# The QS&S Advantage

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## ■ On Site Services

- Only QS&S offers on-site resources to manage this critical initiative

## ■ Technical Expertise

- Acknowledged Industry experts with extensive Intellectual capital
- Managed many complex conversion/migration initiatives

## ■ Competitive Pricing

- Extremely competitive pricing compared to other firms
- Offers “Fixed ” and “Success” based pricing

## ■ Technical Understanding

- The team that comes to present to you will be composed of our technical experts who will work on your actual conversion
- No salesmen over promising on services

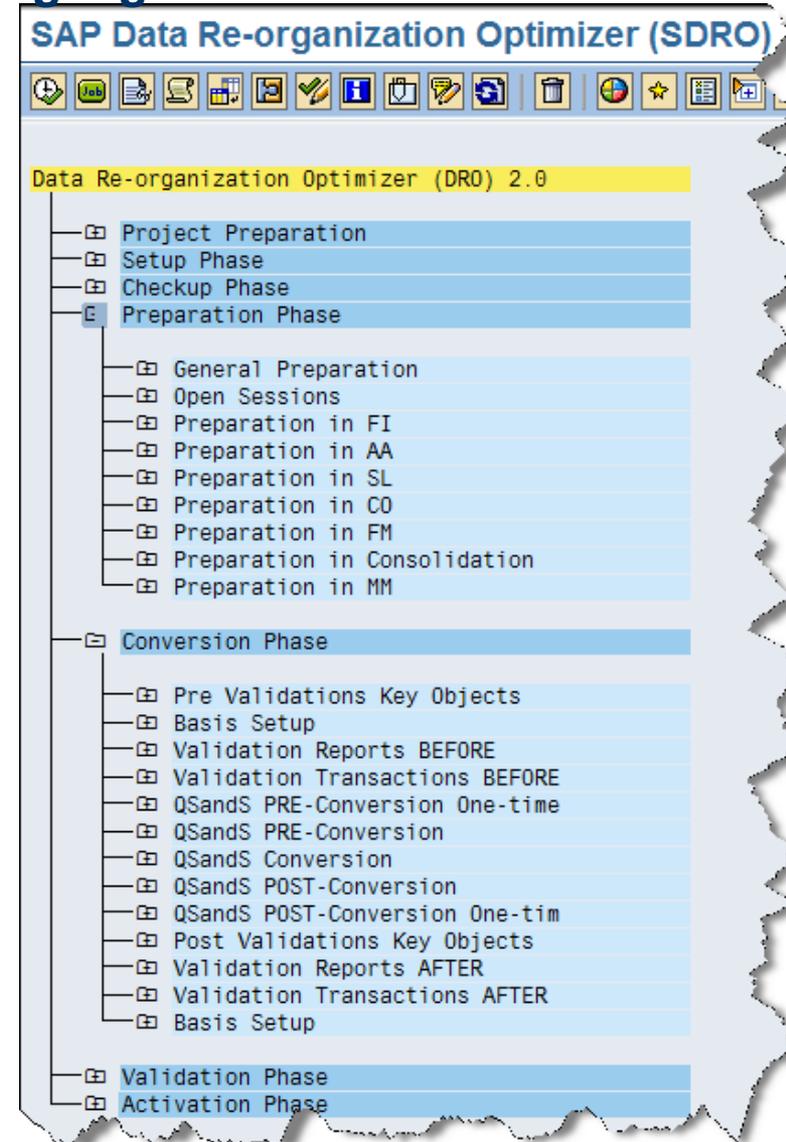
## ■ Responsiveness

- You will be dealing directly with the QS&S project managers and technical experts who are empowered to make business decisions
- No waiting while discussions take place with head office

# QS&S – Solutions Highlights

## SAP Data Re-organization Solution Approach Highlights

- ✓ Phased methodology for managing whole cycle with step-by-step guidance
- ✓ Mature, revision-secure procedure to migrate and convert large amounts of data
- ✓ Minimal system downtime
- ✓ Migration and conversion of complete data sets, including historical data
- ✓ Little project effort needed because of extensive object libraries
- ✓ Tools for the verification of system consistency
- ✓ Self-developed tool for the technical implementation of data-conversion projects
- ✓ Extensive analysis functions for the different services
- ✓ Application package with predefined business objects
- ✓ System wide consistency & based on domains
- ✓ Able to resume processing after disruptions and system errors
- ✓ Logging of migration runs
- ✓ Migration without release borders / Unicode capability



# SDRO Conversion Approach...

QS&S IP

QS&S's SDRO conversion approach offers most comprehensive, robust and safe conversion approach with step-by-step guidance that offers both technical & business impact-analysis throughout the project life-cycle

## Existing Data Setup

## Enterprise Standards

## Data-Cleanup Process-change

## Data Conversion

## Audit-controls Validations

## Change Management

### Activities

- Trial Balance is "Balanced"
- Ledgers are consistent
- Sub-ledger balance to General Ledgers
- G/L Accounts are consistently defined
- Account Balances total to Line items
- Open Items match the account balances
- Balances zero in LC1 LC2 and LC3

### Activities

- Global Enterprise standards
- Data Objects - Company Codes, Accounts, Cost-Ctrs
- Strategy for Existing data elements
- Strategy for New data elements
- Strategy for Historical v/s Go-forward
- Role of New G/L

### Activities

- Inconsistent Mappings
- Merging OI and NON-OI accounts
- Merging Sub-ledger and Non-Sub-ledger accounts
- Splitting Accounts by CCode; but, the process is configured for COA
- Merge of Account Mappings with "mix-bag" processes setup

### Activities

- Master data
- Configuration data
- Transactions
- Balances, Open Items, Cleared items
- Financial Statements
- Sets and Hierarchies
- Change logs
- Variants & Ranges

### Activities

- No Financial "Re-statements"
- Consistent Trial Balance
- Financials BEFORE and AFTER
- Data Consistency
- Checks and Balances
- Spot checks
- Data according to Enterprise standards

### Activities

- Go-live Readiness
- Freeze Management
- Transports Scanner
- Mapping Utility (Old-to-New and New-to-Old)
- "Mixed" Data objects with both old and new values
- Dual Reporting capabilities

### Tools

- Technical Analyzers
- Functional Analyzers
- Data Volume Calculations
- High-volume Impact

### Tools

- Mappings Analyzer Engine
- Conversion "Simulations"
- What-IF Impact Analyzer

### Tools

- Industry best practices
- Account Clean-up
- Z-objects Hard-codings
- Smart Interfaces w/ Old-or-New data values

### Tools

- SLO-Data Conversion
- Downtime Minimizer
- Basis Database tuning best practices

### Tools

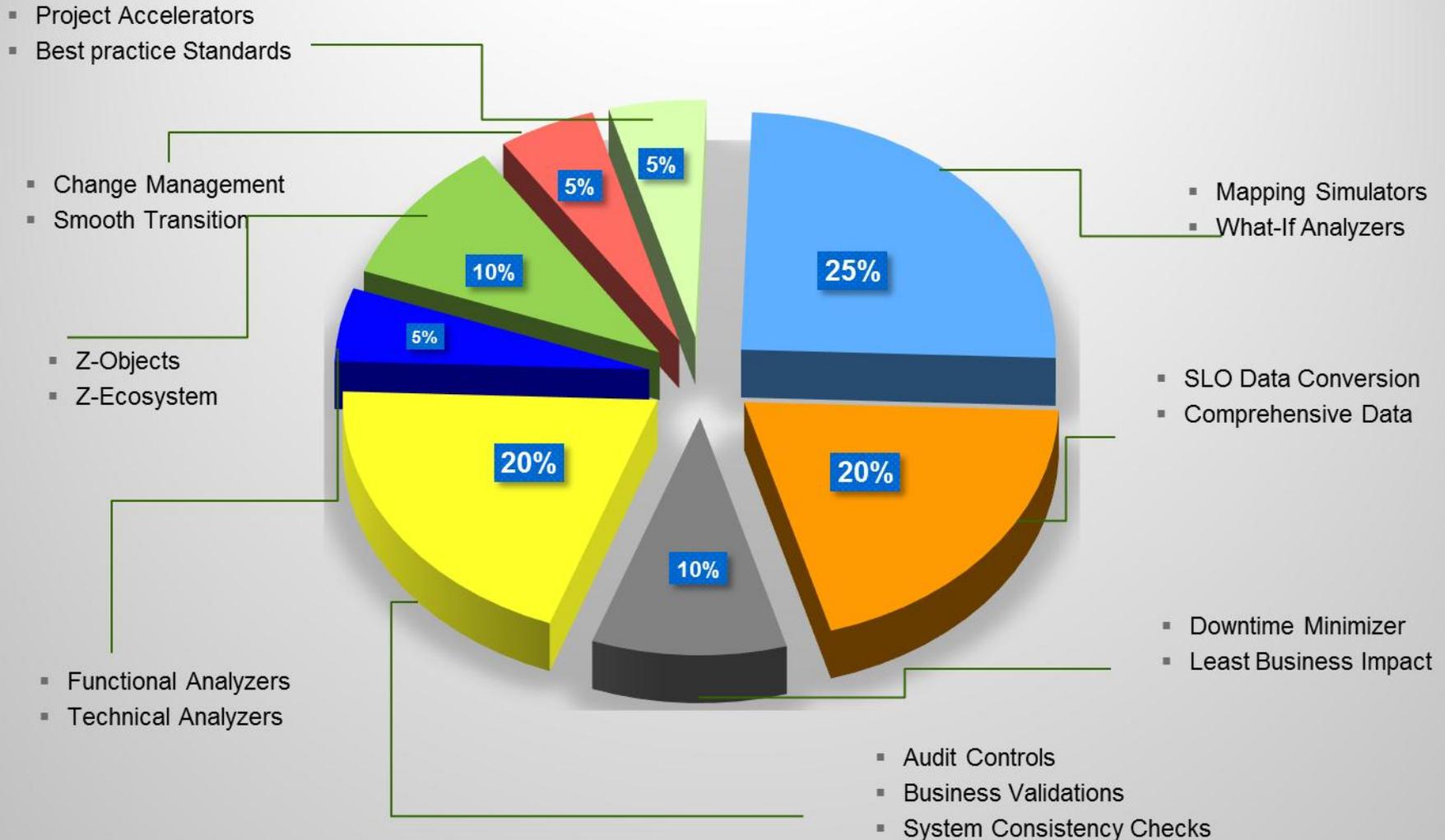
- Audit Controls & Validations
- Business & Technical Consistency

### Tools

- Mapping Utility
- Transports Scanner
- Change Management FAQs
- Project Accelerators

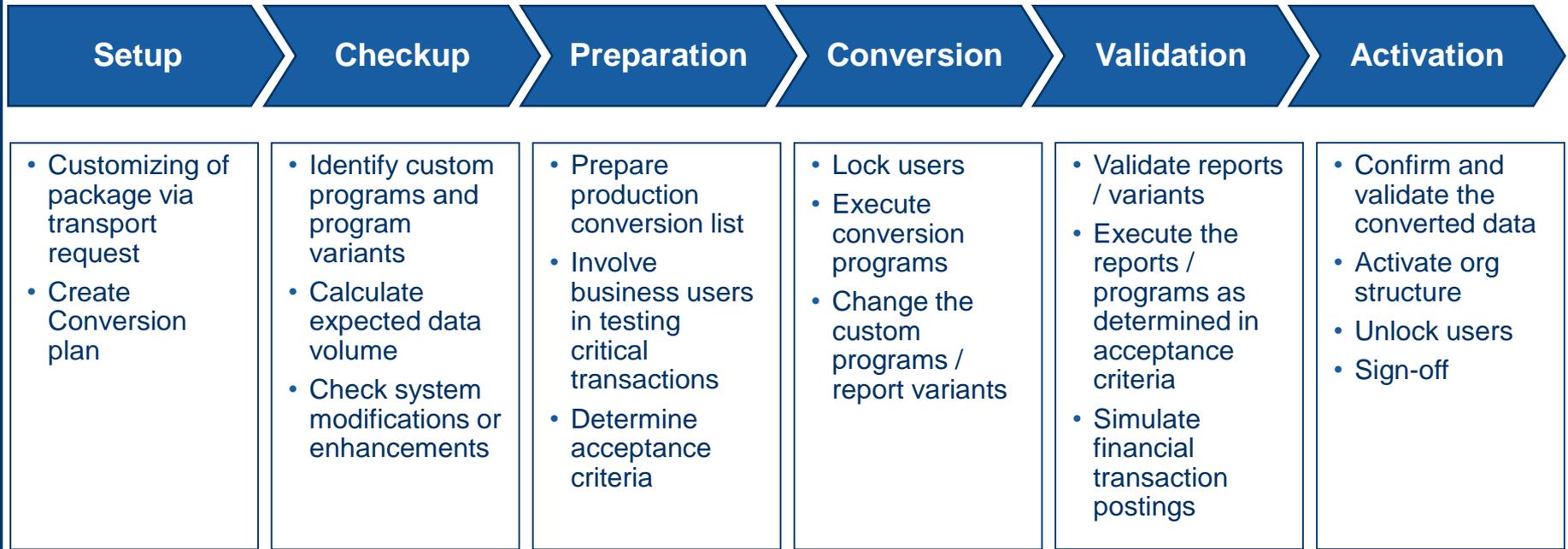
# Tools-based project lifecycle

## Conversion Product-Suite



# QS&S SAP Data Re-organization Optimizer (SDRO)

The QS&S SAP Data Re-organization Optimizer (SDRO) toolset offers a phased methodology for managing the whole cycle with step-by-step guidance for each project



**Benefits**

- Central location for documentation and status of conversion process
- Controlled Process step by step
- Documents and report postings allow for clear audit trail
- Conversion processing is controlled by sequence of project steps

# QS&S Group Currency Conversion Cockpit

QS&S IP

The screenshot displays the SAP Easy Access interface for the 'QS&S Group Currency Conversion Tool'. The title bar reads 'SAP Easy Access QS&S Group Currency Conversion Tool'. Below the title bar is a toolbar with icons for home, print, help, search, and navigation. The main menu is structured as follows:

- Favorites
- SAP menu
  - QS&S Group Currency Conversion Tool
    - Preparation
      - General Preparation
      - Preparation in Financial Accounting (FI)
      - Preparation in Controlling (CO)
    - Conversion
      - Preprocessing
        - Specify Participating Company Codes
        - Specify Largest Tables
        - Check Archiving
        - Customer-Specific Developments
        - Search for Fields to be Changed Over in the Dictionary
        - Preprocessing Programs
        - Define Conversion Sequence and Assign Server
      - Data Conversion
      - Postprocessing
    - Wrap Up
      - Wrap-up in Financial Accounting
        - Carry Out Wrap-up in Financial Accounting (FI-AP/FI-AR/FI-GL)
        - Wrap-up in Asset Accounting (FI-AA)

# Execution & Consulting Options

QS&S offers various consulting options to suit the customer requirements

Data Re-organization – Execution Options			
	Premium Conversion Services	Premium Consulting Services	Premium Execution Services
QS&S Role	QS&S manages data Conversion only	QS&S actively participates in the Project Planning, Management & Conversion Services	QS&S leads the initiative and takes the ownership for the deliverable
Ownership	<ul style="list-style-type: none"> <li>•Customer - Project Execution</li> <li>•QS&amp;S – Conversion</li> </ul>	<ul style="list-style-type: none"> <li>•Co-ownership</li> </ul>	<ul style="list-style-type: none"> <li>•QS&amp;S - Project Plan, Execution, Testing &amp; Conversion</li> </ul>
On / Off-site	Off-site	On + Off-site	On-site
Timeline	4-to-6 weeks	12-to-16 weeks	14-to-20 weeks
Contract Type	<ul style="list-style-type: none"> <li>•Fixed Bid – Yes</li> </ul>	<ul style="list-style-type: none"> <li>•Time &amp; Material – Yes</li> <li>•Fixed Bid – Yes</li> </ul>	<ul style="list-style-type: none"> <li>•Time &amp; Material – Yes</li> <li>•Fixed Bid – Yes</li> </ul>
Notes	This option is the most cost-effective solution - leveraging QS&S for conversion part only. Customer manages the project utilizing existing resources/processes for planning & testing. QS&S performs GC conversion remotely	This option assumes active participation from QS&S in the whole project life-cycle, including, planning, preparation, requirements, configuration, communication, conversion, testing and more	For this option, QS&S takes the ownership of the project management as well as the execution. Customer provides the specific business requirements and acceptance criteria. QS&S will plan, monitor and execute the whole project.

# QS&S – Service Offerings - Examples

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## Conversion Services

### ■ Conversion Offerings

- Chart of Accounts (COA) Rationalization
- Group Currency Conversion
- Fiscal Year / Period Conversion
- Company Codes Re-organization
- Controlling Areas Re-organizations
- Plant Codes Harmonization
- Customer Numbers conversion
- Vendor Numbers conversion
- Depreciation Areas conversion
- Fixed Assets Revaluation
- Material Numbers conversion
- Batch Management Conversion
- Cost Center / Profit center standardization
- Sales / Purchasing Organization changes
- Product Hierarchies conversion

• many more...

# Conversion Scenarios - Currencies

Conversion services cover various currency types in SAP

Group/Client Currency

Local Currency (Company Code)

Controlling Area Currency

Global Currency

CO Object Currency

Index-Based Currency

Material Ledger Currencies

Hard Currency

Operating Concern Currency

G/L Account Currency

Depreciation Area Currency

Second Local Currency

Transaction Currency

Third Local Currency



# Conversion Scenarios – Currencies...

## Currency Activation & Conversion Approach

QS&S IP

At the end of the GC conversion, system (including historical data) will look as if it was correct from day one!

FI Data - BEFORE

FI Data – AFTER

Doc #	LC Amt	GC Amt
1000	123.45	
1000	111.11	
1000	234.56	
2000	100.05	
2000	100.05	

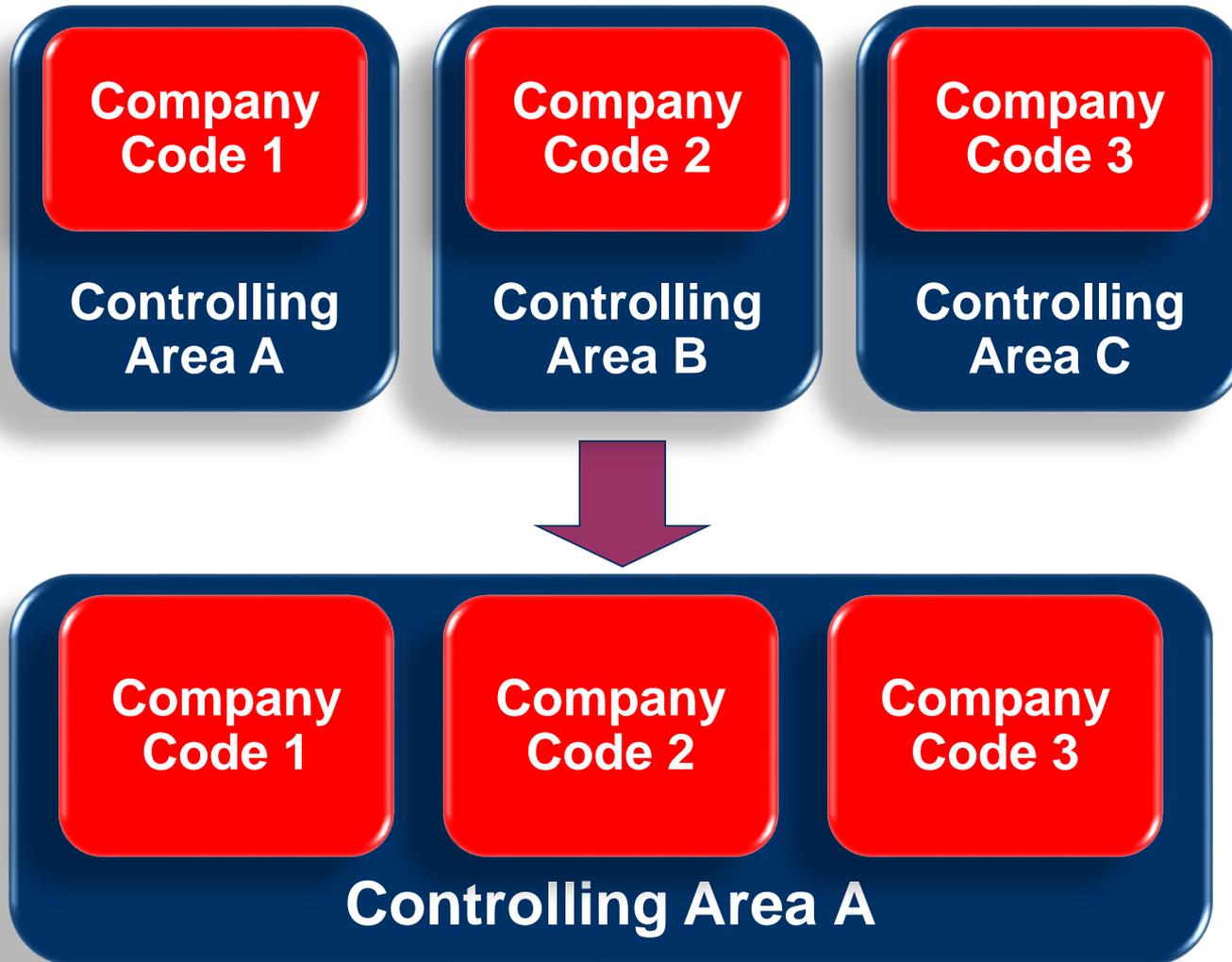


Doc #	LC Amt	GC Amt
1000	123.45	148.14
1000	111.11	133.33
1000	234.56	281.47
2000	100.05	120.06
2000	100.05	120.06

# Conversion Scenarios – Controlling Area Merge

## Controlling Area/company code merge

QS&S IP



# Conversion Scenarios – Fiscal Year / Fiscal Period

## Fiscal Year / Period conversion

### ■ Fiscal Year conversion services include

- Changing Fiscal calendar
- Shortened Fiscal year to align the Corporate Calendar
- Fiscal year conversion
- Fiscal period conversion
- Changing definition of fiscal periods
- many more...



# Thank You.

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Please feel free to contact us for more information or clarifications.



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