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- ## Adoption Approach:
    - Big Bang Adoption
    - Phased Adoption

- ## Customization Approach:
    - Vanilla Software
    - Commercial off-the-shelf (COTS)
    - Custom Software

- ## Transition Approach:
    - Passthrough
    - Exhaustive

Big bang adoption or direct changeover is the adoption type of the instant changeover, when everybody associated with the old system moves to the fully functioning new system on a given date.Source: Wikipedia.org

Phased adoption is a strategy of implementing an innovation (for example, information systems, new technologies, processes, and so on) in an organization in a phased way, so that different parts of the organization are implemented in different subsequent time slots.Source: Wikipedia.org

Area	Parameter / Approach	Big Bang adoption	Phased adoption
Business	Software capabilities / benefits realization	↗	↘
Business	Organizational Change Impact	↗	↘
Business	User training complexity / efforts	↗	↘
IT	Integration efforts	↘	↗
IT	IT support impact	↗	↘
IT	Parallel support of legacy and new system / data / reporting	↘	↗

Cloud multitenant software is sometimes called vanilla when not customized from their original form, meaning that they are used without any customizations or updates applied to them.Source: Wikipedia.org

Commercial off-the-shelf products are packaged solutions which are then adapted to satisfy the needs of the purchasing organization.Source: Wikipedia.org

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		Col 1	Col 2	Col 3
Business	Software capabilities / benefits realization	⬈	⬈	⇧
	Organizational Change Impact	⬊	⇨	⬊
	User training complexity / efforts	⬊	⬈	⬊
IT	Integration efforts	⬊	⇨	⬈
	IT support impact	⬊	⬈	⬈
	Development efforts	⬇	⬈	⇧
	Vendor support model longterm reliability	⇧	⬈	⬇

ERP Implementation Strategies - Transition Approach - Comparison

Learning

Short Description	Go-Live on time and resolve open issues and incidents on the go	Go-Live only after all open issues and incidents are fixed
Project Team focus	Business Quick Wins	Risk Mitigation
Budget spent on	Substance changes	Compliance / Documentation
Time-To-Value	Fastest	Slowest
Strength of business ownership required	Very High	Moderate
Organization cultures compatibility	Agile	Risk-free
Stabilization efforts	Very High	Moderate

Contract combinations / variances

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1	FPP with T&M for developments	Create only those custom developments which have business case	Less custom development, hence lower TCO	B n
2	FPP with royalty for business KPI achievement	Focus implementation partner on achieving customer' strategic business goals	• Clear connection between project and Business Case • Higher stakeholders support	• •
3	FPP with royalty for success criteria achievement	Attempt to achieve simultaneously optimal TCI, TCO and business goals	Better TCI, TCO and focus on business benefits	S b a a
4	FPP for each phase	Ability to select best implementation partner (experience + costs) for the next phase	• Clear start/end conditions • Ability to concentrate on a single phase without much forecasts	• •

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5	Empty Frame with FPPs for each or several releases / epics / sprints	Use Agile approach for the project	adoption for getting faster Time-to-Value • Keep connection between payments and results achievement

Acceptance Criteria for Phases

Acceptance Criteria for Prepare Phase

- Project initiation documentation has been formulated (project charter, scope statement, governance model, communication and reporting mechanism, and project schedule).

- Project standards and infrastructure elements are in place, project kick-off workshop has occurred, and project team on-boarding activities have been executed. An initial end user learning strategy has been developed.

- The Business Driven Configuration Questionnaire has been completed and reviewed.

- The Starter System has been requested and provisioned, and access checked.

- Required integrated systems have been requested, provisioned, and access checked.

- The customer's team has been enabled for different elements of the SAP system and SAP Activate.

- The fit-to-standard workshop schedule is agreed.

- Customer business engagement for fit-to-standard and other project activities has been confirmed.

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3)

Project Governance

- A Project Plan available with planned Go-Live Date and Cut Over Phase.

- A sprint plan available including all configuration activities on a 'per day' - granularity.

- Daily standup meetings are scheduled for 'Realize Phase'.

- The customer project team and system integrator team is in place, with sufficient resources to cover all relevant topics.

Acceptance Criteria for the Explore Phase (2 of 3)

Implementation Scope for Realize

- Fit-to-standard workshops executed and documented.

- Relevant scope items are defined and agreed as the high-level scope for Realize.

- Relevant end-to-end business processes have been defined and relevant countries have been identified.

- Potential scope items with extra licensing have been identified and availability per required country has been assessed.

- Authorization roles and settings have been identified and mapped to business user roles.

- The list of SSCUIs to be configured been finalized.

- The list of 'pre-approved Expert Configuration' to be configured been finalized.

- Any additional Go-Live critical requirements have been identified and agreed.

- All SAP Integration scenarios and non-SAP Integration scenarios are identified with prerequisites clarified and fulfilled to integrate.

Acceptance Criteria for the Explore Phase (3 of 3)

Readiness for Realization and Additional Planning Aspects

- All templates to provision Q-System been completed, template versions checked and submitted to the SAP Service Center.

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the sequence of data loads.

- Configuration of the Automated Test Tool is planned.

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~~Escalation procedures have been defined, including communication path,~~ escalation path, key contacts, and channels.

- Procedure for managing continuous release cycles has been defined including regression testing, evaluation of new scope items and scope item changes, business communication for maintenance windows, and restrictions.

- User enablement for the SAP Cloud Availability Center and SAP Enterprise Support been performed.

- Training and onboarding material available for new users (change in staff, new hires).

Next lesson

Was this lesson helpful?   ☺ Yes   ☹ No

Learning ☰

Knowledge quiz

It's time to put what you've learned to the test, get 3 right to pass this unit.

1. Which of the following are SAP Activate Workstreams?

There are three correct answers.

☑ Solution Adoption

☑ Project Management

☐ Technical Landscape

☑ Extensibility

☐ Training

👍 **Correct**

Correct. Solution Adoption, Project Management, and Extensibility are SAP Activate Workstreams.

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○ Discover

○ Prepare

○ Explore

○ Realize

○ Deploy

⦿ Hypercare

👍 **Correct**
   Correct. Hypercare is not a phase in SAP Activate.

3. Which of the following is an example of an accelerator available on the SAP Signavio Process Navigator?

There are two correct answers.

✅ Test Case

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☑ Process Diagram

☐ Project Plan

👍 **Correct**

Correct. Test Case and Process Diagram are examples of available accelerators in the SAP Signavio Process Navigator.

4. Select the major implementation roadmap types.

There are four correct answers.

☑ Cloud Specific Methodology

☑ On-Premise Specific Methodology

☐ Hybrid Methodology

☑ Upgrade Methodology

☑ General Methodology

👍 **Correct**

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YOUR SCORE

4/4

You passed Outlining SAP Activate Methodology Foundation

🎓 3 Lessons   ⏱ 01hr

Next up: Discovering the Clean Core Concept

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Learning ☰

Knowledge quiz

It's time to put what you've learned to the test, get 8 right to pass this unit.

1. Select the right statements for SAP S/4HANA On-Premise Implementations.

There are three correct answers.

☑ Apply back to standard where possible.

☑ Redesign custom code

☑ Replatform custom code

☐ Keep existing code as is

👍 **Correct**

Correct. The following statement is not true: Keeping the existing code as is.

2. Which of the following is the definition of Integration Test?

Choose the correct answer.

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○ Confirm that new functionality does not cause defects in existing functionality.

○ Validate and verify the system components against Solution Documentation.

○ To check if the system can support day-to-day business/user scenarios and ensure the system is sufficient and correct for business usage.

👍 **Correct**

Correct. Integration test is used to validate that all software module dependencies are functionally correct and that data integrity is maintained between separate modules for the entire solution.

3. What can you do with Guided Configuration?

There are four correct answers.

✅ Initial configuration of your solution and recording of updates for continuous innovation

✅ Test your configured business processes

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~~Data migration~~

✅ Evaluate activated business processes and country versions

👍 **Correct**

Correct. With Guided Configuration, you can perform the following tasks: Initial configuration of your solution and recording of updates for continuous innovation, test your configured business processes, data migration, and evaluate activated business processes and country versions.

4. What are the enablement areas relevant for all customer team members coming from the business?

There are three correct answers.

☐ Workstream enablement

✅ Solution expertise

✅ Technical expertise

✅ Project management

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experise, technical experise, and project management.

5. Select the main upgrade scenarios for SAP S/4HANA.

There are three correct answers.

☑ Purely technical approach

☑ Leverage innovations

☐ Implementation of new SAP S/4HANA

☑ Embed LoB Products

👍 **Correct**

Correct. Implementation of new SAP S/4HANA is not one of the main upgrade scenarios for SAP S/4HANA.

6. Which of the following is the definition of Regression Test?

Choose the correct answer.

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⊙ Confirm that new functionality does not cause defects in existing functionality.

○ Validate and verify the system components against Solution Documentation.

○ To check if the system can support day-to-day business/user scenarios and ensure the system is sufficient and correct for business usage.

👍 **Correct**

Correct. Regression test is used to confirm that new functionality does not cause defects in existing functionality.

7. There are several SAP options for creating data insights and providing summaries in a structured format for SAP customers. Which of the following are part of the SAP Analytics and Reporting Portfolio?

There are four correct answers.

✅ SAP Analytics Cloud

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☐ SAP Process Orchestration

☑ SAP Hybrid Solutions (BI/Planning/Predictive)

☑ SAP Analytics Hub

👍 **Correct**

Correct. SAP Analytics Cloud, SAP S/4HANA Embedded Analytics, SAP Hybrid Solutions (BI/Planning/Predictive), and SAP Analytics Hub are part of the SAP Analytics and Reporting Portfolio.

8. Select the right statements.

There are two correct answers.

☑ SAP Cloud ALM helps you to implement and operate intelligent cloud and hybrid business solutions.

☐ You benefit from an out-of-the-box On-Premise solution, designed as the central entry point to manage your SAP landscape with content-driven guided implementation.

☑ SAP Cloud ALM is included in your cloud subscription containing Enterprise Support, cloud edition and in SAP Enterprise Support.

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Cloud ALM is included in your cloud subscription containing Enterprise Support, cloud edition and in SAP Enterprise Support.

9. What can be found in the SAP Solution Implementation Roadmaps?

There are three correct answers.

- [✓] Deliverables in each phase

- [ ] Value maps

- [✓] Detailed description of implementation tasks

- [✓] Accelerators to be used in the Project Library

👍 **Correct**

Correct. Deliverables in each phase, detailed description of implementation tasks, and accelerators to be used in the Project Library can be found in the SAP Solution Implementation Roadmaps.

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Choose the correct answer.

○ True

◉ False

👍 **Correct**

Correct. For cloud-to-cloud integration scenarios, SAP Cloud Integration is the recommended option.

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10/10

You passed Outlining Workstreams

🎓 4 Lessons

⏱ 04hr 05min

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Knowledge quiz

It's time to put what you've learned to the test, get 3 right to pass this unit.

1. Which of the following does intense custom extension lead to?

There are two correct answers.

☑ Increased upgrade effort.

☐ Reduced upgrade costs.

☐ Quicker upgrades.

☑ Increased maintenance.

👍 **Correct**
Correct.

2. Related to Data, which of the following statements is correct?

Choose the correct answer.

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○ Data is not required to be compliant with regulations.

○ Unstructured, incomplete, and inconsistent data is decoupled from clean core dimensions.

👍 **Correct**

Correct.

3. Name all core dimensions that apply to clean core.

There are three correct answers.

☐ Reporting

✅ Process

✅ Integration

☐ Database

☐ Operating System

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👍 **Correct**

Correct.

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4. How are the clean core principles embedded in the Governance & Framework of the RISE with SAP Methodology?

Choose the correct answer.

🔘 Clean core principles are anchored into the Activate Methodology through clean core quality gates.

⚪ Clean core principles are embedded in the Run Phase of Activate Methodology.

⚪ Clean core principles are embedded in the Phases prepare & deploy of Activate Methodology.

👍 **Correct**

Correct.

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You passed Paving the Move to the Cloud

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challenges and
opportunities transforming
to SAP S/4HANA

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Knowledge quiz

It's time to put what you've learned to the test, get 4 right to pass this unit.

1. For which SAP Activate phase of a transformation SAP Signavio is relevant?

Choose the correct answer.

○ Discover, Prepare

○ Explore

○ Discover, Prepare, Explore

⦿ All phases

👍 **Correct**

Correct. SAP Signavio is relevant for all phases.

2. What are the dimensions to transform successfully?

There are four correct answers.

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☐ Clean Core

☑ Processes

☑ Solutions

☑ People

☐ No business downtime during transformation

👍 **Correct**

Correct. The dimensions are business strategy, processes, solutions, and people.

3. What are the top three questions that organizations need to consider during their move to SAP S/4HANA?

There are three correct answers.

☑ How does an organization ensure that the transformation adds value?

☑ How does an organization make the transformation as fast as possible?

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☑ How does an organization ensure that change is
      manageable?

☐ How to replace SAP GUI with SAP Fiori?

👍 **Correct**

Correct. The top three questions are: How does an
organization ensure that the transformation adds value?
How does an organization make the transformation as fast
as possible? How does an organization ensure that
change is manageable?

4. What process related information does SAP Process Insights, discovery edition, provides you?

There are three correct answers.

☑ Identification of typical blockers and process break
     points

☑ Correction recommendations

☑ Innovation recommendations

☐ Number of modifications

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👍 **Correct**

Correct. Identification of typical blockers and process break points, correction recommendations, and innovation recommendations are provided by SAP Process Insights, discovery edition.

5. For which type of transformations SAP Signavio is relevant?

Choose the correct answer.

○ New Implementation

○ System Conversion

◉ Both

👍 **Correct**

Correct. SAP Signvaio is relevant for both new implementation and system conversion.

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**Support
S/4HANA
Transformations**

🎓 4 Lessons   ⏱ 45min

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Cloud ALM

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