

# SAP Sourcing/CLM Webcast Series On Demand/Hosting Migration Options

SAP Sourcing/CLM Center of Excellence  
Nov 14, 2014



# SAP Sourcing / CLM 2014 Webcast Series

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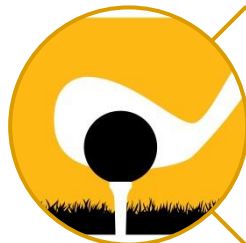
## Goal

- Spread the knowledge about SAP Sourcing
- Build and leverage the SAP Sourcing community



## Audience

- SAP Consulting and Field Services
- Partner Consulting
- SAP Sourcing Customers



## Upcoming Webcast

December: SAP CLM New Workflow Editor

# Background (1 of 2)

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- The SAP Sourcing/CLM product comes with 3 deployment options:
  1. Software-as-a-Service; or “**on-demand/SaaS**”;
  2. Perpetual license in a **SAP-hosted** deployment
  3. Perpetual license in an **on-premise** deployment behind the customer’s own firewall
- Ariba’s procurement suite is the de-facto cloud offering, so that **SAP Sourcing OnDemand and all hosted deployments will terminate effective Dec. 2015**.
- SAP’s procurement suite is the de-facto on-premise offering, so SAP continues selling and supporting the SAP Sourcing/CLM on-premise solution;
- Current SAP Sourcing OD and hosted customers have the option to extend any existing engagements until December 31st, 2015;  
(formal customer announcement from Rob Enslin)



Adobe Acrobat  
Document

## Background (2 of 2)

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- **Migration options - SAP Sourcing OnDemand/hosted customers can:**
  1. Move to the Ariba portfolio of cloud applications;
  2. Move to SAP Sourcing/CLM license/*on-premise*;
  3. Or.. deploy their SAP Sourcing/CLM license with a hosting partner of their choice.

# Agenda

## 4 Questions about Migration options.

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What does the migration to Ariba option look like?



What If I decide to use a hosting partner?



What are the considerations in a migration to on-premise?



Next Steps / Option comparisons?

## Question 1:

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What does the Ariba migration option look like?



**>> Best fit: Want to maintain subscription based model.**

# SAP Sourcing OD → Ariba OD migration

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**Sourcing OD → Ariba OD migrations are (re-)implementations that follow Ariba's standard onboarding process with special consideration of:**

1. data extraction out of legacy systems - in this case an SAP source system;
2. replicating any existing back-end integration

**Any transition assistance must be scoped into a customer's onboarding engagement – some considerations:**

1. Sourcing OD data objects map to either standard or custom Ariba data objects. These can either be uploaded or must be manually re-created;
2. Low data volume? Manual extraction/downloads may be sufficient;
3. Data extraction is a project to:
  - help the customer determine what data needs to be extracted;
  - create the scripts/programs to generate extracts and agree on cutover;
  - provide the data on a hard drive and send via secure shipments
4. SAP Field Services has this expertise

## Question 2:

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What If I decide to use a hosting partner?



**>> Best fit: Want to maintain current functionality and customizations leverage existing license, but do not want to build new infrastructure.**



# *SAP Sourcing OD / Hosted → Hosting Partner*

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**SAP is currently working with AT&T and Secure24 as preferred hosting partners for this migration activity.**

## **SAP Sourcing/CLM Hosted -> Hosting Partner migrations consist of:**

1. Choosing a hosting partner and scheduling the test / final migrations with SAP hosting.
2. Migrating a database copy from the SAP datacenter to the new hosting partner.
3. This is very similar to an on-premise migration with all the infrastructure work carried out by the hosting partner.

## **SAP Sourcing/CLM OD -> Hosting Partner migrations consist of:**

1. Obtaining proper licenses for the application , DB and any middleware.
2. Choosing a hosting partner and scheduling the test / final migrations with SAP hosting.
3. Migrating a database copy from the SAP datacenter to the new hosting partner.
4. This is very similar to an on-premise migration with all the infrastructure work carried out by the hosting partner.

## Question 3:

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What are the considerations in a migration to on-premise?



**>>Best fit: I want to maintain my existing implementation, I have all the expertise to host this application in house.**

# *SAP Sourcing /CLM Hosted → On Premise*

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**Hosted->OP migration is a known process that has been done successfully several times.**

- In most cases, SAP CoE has been involved in some capacity.
- Project durations have ranged between 3-4 months - 1.2 years.
- Variance in project complexity is due to the size, complexity and quantity of the landscapes. In addition, migration of user accounts can prove to be a sticking point with customer security teams.
- Typically a dry run of the individual process is proven with the Development / QA landscape.
- Typically able to migrate a Production instance over a long weekend.
- We suggest SAP involvement (consulting) to ensure a smooth migration

# Migration From Hosted To On-Premise Deployment

## Preparation: Prerequisites

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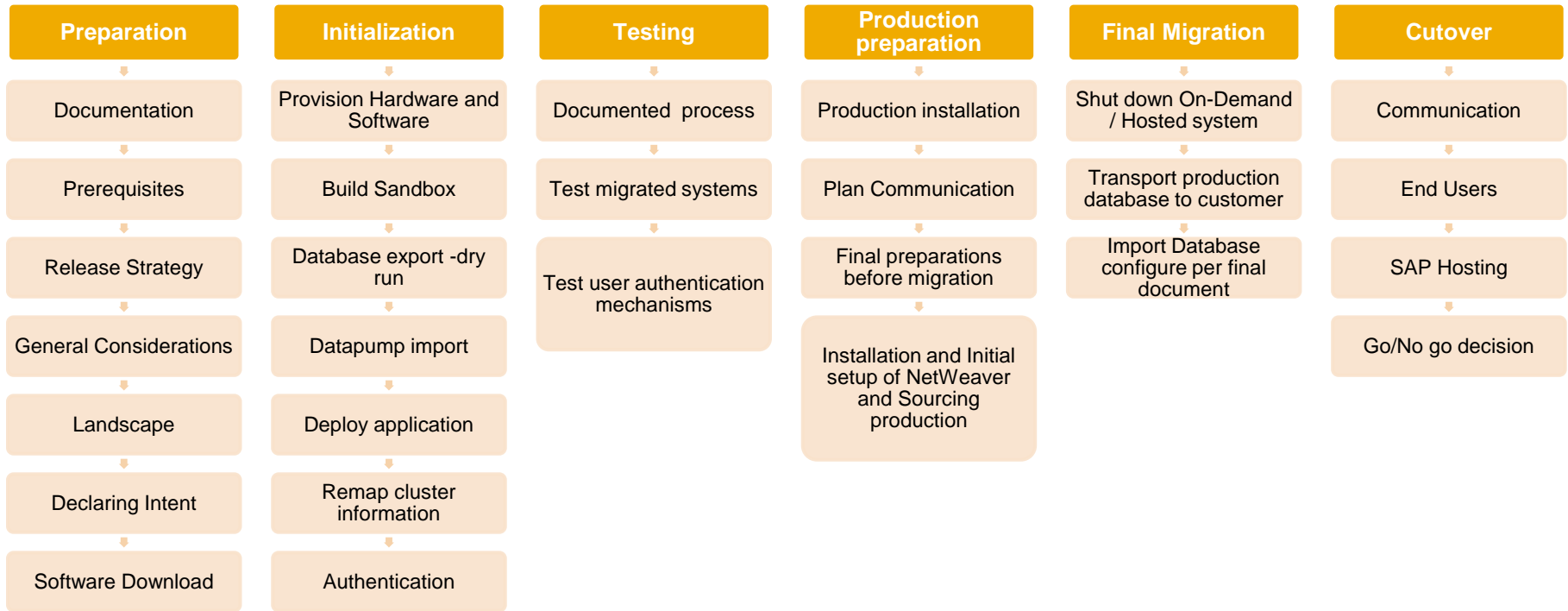
### Prerequisites

- Must be a licensed SAP Sourcing customer
- Must be on a release in maintenance
- Must be running on Oracle

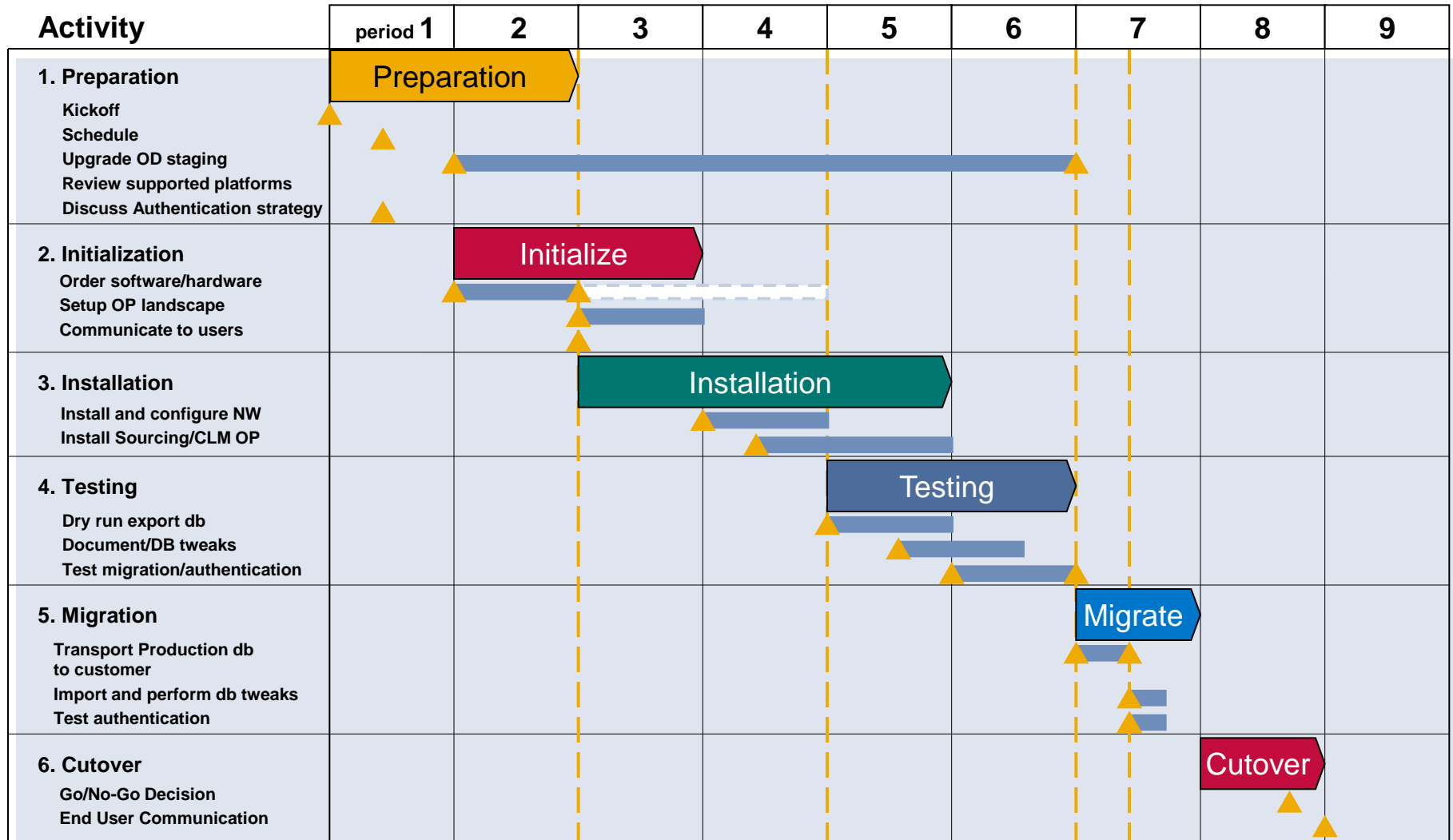
### General Considerations

- It is required that the On-Premise version be the same as the Hosted version (including patch level)
- SAP Sourcing / CLM user authentication strategy
- Optional services : Optimizer, Contract Generation, ERP/SRM integration
- Migrate from the Hosted Oracle system to an On-Premise Oracle system; there are no conversions to other database platforms.
- Integration Projects need special coordination to ensure no lost changes on cutover.

# Process -



# SAP Sourcing Hosted/OD → SAP Sourcing OP migration



## Question 4:

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Next Steps & Option comparisons?



**>> Determine which option is best for your particular implementation. Contact your client partner and arrange for a call to get the process started.**

**>> SAP currently has 2 partners we are actively introducing to our hosted/OD customers. We will be glad to introduce you in a joint conference call.**

# Migration overview

## Evaluate migration options and decide on best fit

- a) Evaluate *functionality, deployment* and *commercial fit*;
- b) Confirm expectations and timelines;
- c) Establish stakeholders and participants

## Migration to SAP Sourcing/CLM on-premise

### a) Commercial conversion:

- must have application license;
- must have respective db and middleware licenses

### b) Technical migration:

- Db copy into prepared landscape at customer's or partner's site;
- Re-configure integration if applicable

## Migration to Ariba OD portfolio

### a) Commercial conversion – *both* OD solutions have:

- Similar “named user” pricing metric and solution packaging;
- One-time onboarding and recurring subscription fees

### b) Technical migration

- Re-implementation in Ariba OD based on migrated or replicated master data;
- Extraction of transactional (contract) data and upload;
- Re-configure integration if applicable



# Migration options

from: to:	SAP Sourcing OnDemand/Hosted		
	Functionality fit	Deployment fit	Commercial fit
<b>1. Ariba OD</b>	<b>Comparable functionality:</b> <ul style="list-style-type: none"> <li>Consider single-tenancy deployments;</li> <li>Consider back-end integration</li> </ul>	<b>Same OnDemand deployment</b>	<b>Same commercial model<sup>3)</sup>:</b> <ul style="list-style-type: none"> <li>Subscription fee;</li> <li>Professional services fees for transition assistance</li> </ul>
<b>2. SAP Sourcing/CLM license/on-premise</b>	<b>Same functionality<sup>1)</sup></b>	<b>On-premise deployment<sup>2)</sup></b> <ul style="list-style-type: none"> <li>Customer is responsible for hardware and related infrastructure and application mgmt.;</li> <li>With careful db landscape preparation; entire system can be copied over</li> </ul>	<b>Different commercial model<sup>4)</sup></b> <ul style="list-style-type: none"> <li>Upfront license for application, db and middleware as well as recurring maintenance fees;</li> </ul>

1. All Sourcing OD customers are on version 09 and the latest SP; this must be in sync with the deployed Sourcing OP release version
2. Customers will experience system downtime during the migration due to extracting the customer data, making the data available on the customer's on-premise location or SAP data center, importing the data and making any adjustments and final configuration changes.
3. SAP Sourcing Hosted customers have a different commercial model compared to Ariba OD, but they may be able to take advantage of SAP's "Cloud Extension Program" to convert license agreements into subscription agreements
4. SAP Sourcing Hosted customers have essentially the same commercial model when taking their solution in-house. But while they will no longer incur hosting fees, they may be required to obtain middleware and Database licenses.

# Detailed comparison of the 3 “Fits”

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## OD → Ariba

Functionality

Deployment

Commercial

## KEY

Excellent Good Poor

## Licensed Hosted → Ariba

Functionality

Deployment

Commercial

## OD → Hosting Partner

Functionality

Deployment

Commercial

## Licensed Hosted → Hosting Partner

Functionality

Deployment

Commercial

## OD → On-Premise

Functionality

Deployment

Commercial

## Licensed Hosted → On-Premise

Functionality

Deployment

Commercial

# Considerations summary

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**Do we currently have a license for the application?**

**Do we have Oracle DB infrastructure/expertise?**

**Do we have Netweaver infrastructure/expertise?**

**Do we want to deal with maintenance / support of an OP application?**

**Is this system used for CLM, strategic sourcing or both?**

**Is this a highly customized system or mostly OOB?**

**Do we have other internal applications that allow external user access?**

# Potential Contacts

## Roles & responsibilities

### 1. SAP Sourcing OD Migration Program Lead

- Single point of contact and program monitoring

### 2. Commercial Lead

#### a) Ariba OD migration

- works with AEs or Customer Engagement Executives (CEEs) to determine deal structure and pricing;
- develops and potentially leads communications with customers

#### b) SAP OP migration

- works with individual SAP AEs or to determine deal structure and pricing;
- develops and potentially leads communications with customers

### 3. Onboarding Services Lead

#### a) Ariba OD migration:

- Ariba onboarding engagement
- Scoping; planning and execution of data extraction from source SAP system;

#### b) SAP OP migration

- Scoping; planning and execution: assistance with customer's landscape preparation and db copy

### 4. Sourcing Center of Excellence (CoE) Lead

- provides general architectural oversight;
- assistance with customer discussions around migration as well as integration;
- Contacts: [rosemary.boisclair@sap.com](mailto:rosemary.boisclair@sap.com) [gary.boutin@sap.com](mailto:gary.boutin@sap.com)

### 5. SAP Sourcing Cloud Operations Lead:

- Central liaison for all hosting questions;
- Support of technical migration steps – either db copies (for OP) or tenant extracts (for OD)



# Questions ?



# Thank you

Contact information:

Gary Boutin CISSP

SAP Sourcing/CLM Center of Excellence

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