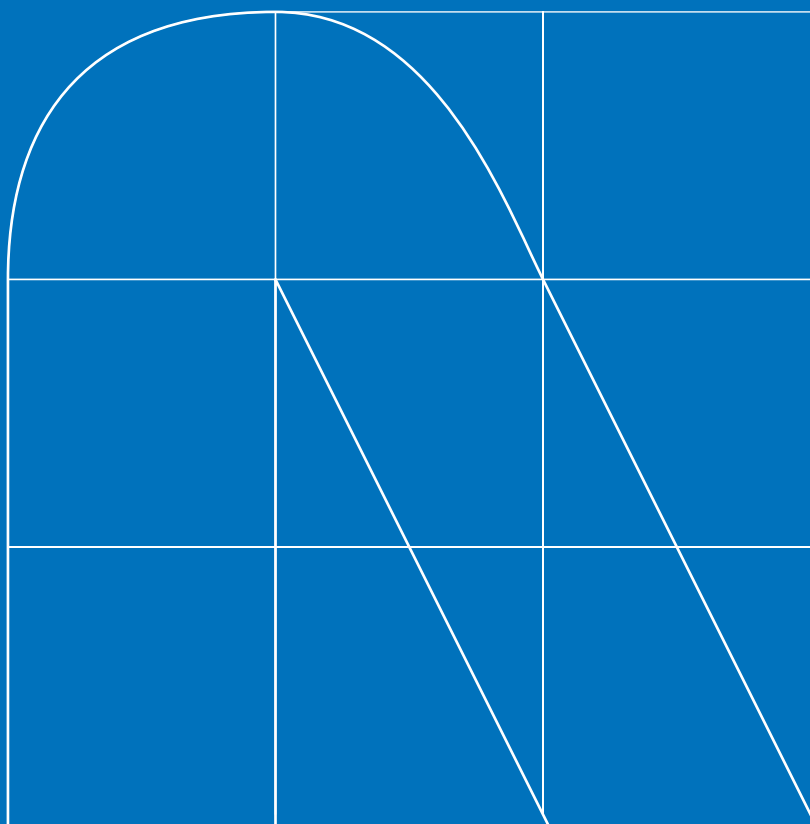
NTT DATA Business Solutions | Zero Cost ACTIVATION

# Modernize without the big price tag.

A practical guide to moving from your legacy ERP to a modern cloud platform.



# Nobody wakes up excited to move to a new ERP.

**For most executives, the conversation around implementing a new cloud ERP platform often feels like a choice between two bad options: draining your budget on a massive consulting project now or risking obsolescence later.**

**But the question isn't if you WILL move from your legacy ERP system.**

**It is WHEN and at WHAT COST.**

**Zero Cost ACTIVATION** is our definitive answer to that question. It provides a structured, low-risk entry to SAP Cloud ERP engineered to eliminate the primary barrier to modernization: upfront consulting fees.

We shift the decision from a daunting capital expense to a predictable operational investment.

We know you understand the value of modern cloud systems. This guide shows you how to make adoption an economic reality for your business right now.

# Your biggest risk isn't moving. It's standing still.

Most mid-sized companies already know they need to move off legacy ERP systems.

What slows the decision isn't strategy. It's the scale of the project:

- Large upfront consulting costs
- Internal teams already at capacity
- Concern about disruption to daily operations

## The real risk isn't the move. It's the delay.

Staying on legacy ERP systems often leads to:

- Rising maintenance and support costs
- Heavy reliance on custom code
- Limited visibility into operations and performance
- Growing pressure on small IT teams

We designed **Zero Cost ACTIVATION** for leaders who prioritize stability but recognize the urgent need for change.

We minimize the risk of moving to cloud ERP so you can focus on growing your business.

# A path to modernization for every business.

Whether you feel trapped by an aging ERP system, bogged down by a heavily modified legacy instance, or you lead a growing business that needs to scale fast, there is a clear path forward.

Our Zero Cost ACTIVATION program leverages **SAP GROW Fast** implementation methodology to deliver a preconfigured implementation with transparent pricing designed to help you go live quickly and efficiently.

## Are you running a legacy, home-grown, or non-SAP ERP?

For businesses with lean IT resources, a complex implementation sounds terrifying. You want simplicity, predictability, and a fresh start without inheriting old problems. Zero Cost ACTIVATION allows you to adopt a world-class cloud ERP based on standard best practices. You get a smooth transition and predictable outcomes

## Are you seeking a clean reset?

Your current system carries years of heavy customization. Instead of a complicated, high-risk upgrade, you can restart with a new, standardized cloud environment. You leverage industry best practices from day one and shed the technical debt holding you back.

## Are you a mid-market company poised for growth?

Your business is expanding rapidly, and you need core functions quickly to support that growth. A lengthy, expensive implementation will slow you down. We help you go live fast with essential processes, providing a lean foundation that scales as your business evolves.

# What it means for your business.

**Start lean, expand at will.**
Start with Cloud ERP for what matters most, then activate new capabilities as your business demands them. Whether you're entering new markets, acquiring companies, or adding new business models, your foundation adapts and extends without disruption. From regional operations to global complexity, you grow without the "growth tax" of painful migrations or starting over.

**AI that means business.**
Intelligence isn't bolted on; it's embedded in the flow of work. Joule, your AI copilot, handles billing, automates forecasting, and ensures compliance. Unlike generic assistants bolted onto applications, Joule orchestrates across your data and processes -- grounded in your business context and 50 years of SAP industry expertise. As you adopt more capabilities, your AI gets smarter.

**Predictable costs. Zero surprises.**
No more runaway projects. With transparent, fixed-scope pricing, you know exactly what you're getting and what it costs before you commit. Simplified packages bundle software, services, and implementation support. No hidden fees. No scope creep. Your investment maps directly to measurable outcomes: faster close cycles, better cash visibility, smoother operations.

**Industry depth. Faster value.**
You're not piloting an experiment; you're implementing something that already works. We start with pre-configured best practice workflows built for every industry and proven across thousands of companies. When you launch in weeks, not quarters, finance teams close quarters efficiently in month one. Supply chain teams gain visibility in weeks.

# The logic of Zero Cost ACTIVATION.

**Why would a premium consultancy like NTT DATA Business Solutions waive activation fees?**

**The answer lies in our methodology. Traditional ERP projects often suffer from "scope creep" and heavy customization, driving up costs and delaying value.**

**We believe in a different path: standardization.**

The Zero Cost ACTIVATION program is built on a structured transformation model that prioritizes:

- **Fit-to-Standard adoption**: aligning your processes with SAP best practices rather than customizing software to legacy habits.
- **Process redesign:** modernizing workflows to match industry standards.
- **Rapid go-live acceleration**: shortening the distance between investment and operational capability.
- **Built-in AI to streamline everyday work** — SAP Cloud ERP includes Joule, a natural language copilot, along with embedded AI for search, summarization, and select process automation (e.g., document extraction and data suggestions), helping users navigate the system faster and reduce manual effort without requiring additional setup.

By committing to a standardized activation, we can predict the effort required with better precision. This predictability allows us to absorb the cost of the initial activation services, provided your organization commits to the governance required to keep the core clean.

# What this means in practical terms.

To protect the integrity of your project and our partnership, we want to be explicitly clear about what “Zero Cost” covers.

## A structured, low-risk entry to SAP Cloud ERP

Zero Cost ACTIVATION is a phased implementation model for SAP Cloud ERP that removes the upfront consulting barrier and accelerates time to value. Built on SAP’s GROW Fast implementation methodology, it combines:

- Fixed, predefined scope
- Rapid deployment
- Predictable outcomes

NTT DATA Business Solutions extends this model by waiving activation consulting fees for the initial deployment phase.

## What you get

A fast, controlled launch of SAP Cloud ERP using a Minimum Viable Scope (MVS):

- Predefined business scope items
- Single entity, single country deployment
- Core processes (Finance + selected Supply Chain)
- Pre-configured best practices
- Embedded AI capabilities from day one

**Outcome**: A live, operational system in weeks -- not months.

## What’s not included by design

To ensure speed and cost control, the activation phase excludes:

- Additional entities or countries
- Custom development or extensions
- Automated integrations

Additional scope and development can be added in additional phases or is available as an optional add-on offering.

# How it works.

- Activation consulting fees are waived for the defined scope
- Scope is fixed and tightly governed
- Customers adopt a fit-to-standard model
- NTT DATA Business Solutions serves as the long-term SAP partner

Customers still invest in:

- SAP software subscriptions
- Cloud infrastructure support
- Post-activation services and enhancements

## Requirements to participate

The Zero Cost ACTIVATION (ZCA) program is designed to foster a successful partnership between your business and NTT DATA Business Solutions. To ensure the success of this collaboration, we require the following commitments from participating businesses:

**1. Selection of SAP Cloud ERP as your ERP platform**
Your business must adopt SAP Cloud ERP as the foundation for your enterprise resource planning needs.

**2. Commitment to NTT DATA as your SAP Software Partner of Record**
NTT DATA Business Solutions must be designated as your SAP software partner of record for selection and support with SAP. We will support you in working with your SAP account executive on the next steps.

**3. Executive organizational commitment to fit-to-standard**
Your leadership team must fully embrace a fit-to-standard approach, ensuring alignment with SAP best practices.

**4. Dedicated project team**
Your organization must have a team ready to commit to meeting project deliverables and adhering to timeline requirements.

**5. Long-term partnership agreement**
A long-term partnership agreement with NTT DATA for managed services is essential to sustain and optimize your SAP Cloud ERP investment.

**6. Creation of a dynamic SAP Cloud ERP roadmap**
Beyond the ZCA implementation, your business must commit to developing a forward-looking SAP Cloud ERP roadmap in collaboration with NTT DATA Business Solutions.

**7. Participation in our Customer Feedback Council and reference program**
To foster continuous improvement and collaboration, your organization must join the NTT DATA Customer Feedback Council and participate in the NTT DATA Reference Program.

The ZCA program is not for everyone. Participation is by invitation only, and we are committed to partnering with businesses that share our vision for joint success. If your organization meets the above requirements and values a collaborative approach to innovation and growth, we invite you to explore this exclusive opportunity.

# Is this the right fit?

Our program is best suited for organizations that:

- Want to move off legacy ERP without a large upfront investment
- Are willing to adopt standard processes initially
- Prefer a fast, controlled rollout over a complex transformation

**The bottom line**

Zero Cost ACTIVATION is a disciplined starting point -- not a full transformation. It enables you to:

- Go live quickly
- Minimize upfront cost
- Expand capabilities over time

## What if you want more?

Once your new system is live, we recognize that your organization may need additional functionality to support specific workflows. We're ready to collaborate and explore how tailored enhancements can further align the system with your business objectives.

Expanding capabilities can be achieved without the uncertainty of unpredictable IT projects. When you're ready to add scope, we partner with you to deliver predictable, fixed-fee add-on packages -- extending system functionality with the same disciplined, low-risk approach as your initial activation.

Our tailored add-on packages deliver:

- **Predictable expansion:** You know the exact effort and cost before you commit. No hidden fees, and no blank checks.
- **Tailored fit**: We adapt the system to support your unique operational requirements without breaking your clean, standard core.
- **Controlled growth**: You scale confidently, adding advanced capabilities exactly when your business demands them.

When you're ready, we'll work with you to design an add-on package tailored to your current needs and future vision.

# A more practical path to modernization.

If cost, complexity, or internal capacity have delayed your plans, Zero Cost ACTIVATION offers an alternative worth considering.

The first step is a focused discussion. Together, we'll review:

- Your current ERP environment
- Cost exposure
- Operational constraints
- Whether this model fits your situation

You will leave with a clearer understanding of your options.

**Ready to get started? Let's talk.**


**About NTT DATA Business Solutions**

We Transform. SAP® Solutions into Value

We understand the business of our clients and know what it takes to transform it into the future. At NTT DATA Business Solutions, we drive innovation - from advisory and implementation, to managed services and beyond, we continuously improve SAP solutions and technology to make

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Through strategic consulting and advanced technology, we enable experiences that transform organizations. Discover why we are your perfect partner in the age of digitalization.

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