



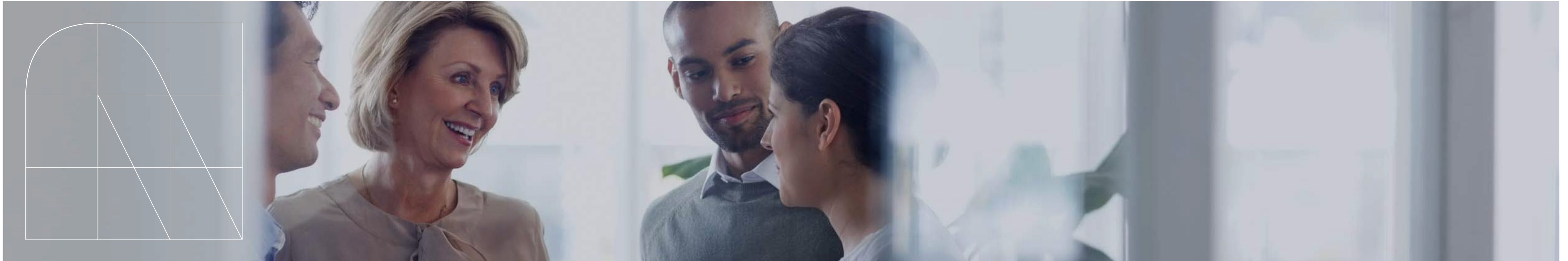
NTT DATA Business Solutions | Global Business and Managed Services

Simplify SAP Cloud transformations with a Managed Service Provider

Accelerate implementation, reduce risk and ensure long-term success with expert guidance and end-to-end support

Introduction

Why SAP transformation is critical for your business



SAP landscapes have long been the digital backbone of the modern enterprise, powering core business processes, enabling data-driven decisions, and supporting global operations. As companies rely on SAP to stay agile and competitive, the pressure to modernize these systems is growing – especially with SAP’s planned end of mainstream maintenance for legacy systems like SAP ECC by 2027.

This looming deadline represents a critical inflection point. Organizations must now choose between a costly, complex transformation or risk being left behind with an outdated environment. The journey to SAP Cloud ERP and beyond is no small feat-it requires strategic planning, specialized expertise, and seamless execution.

By partnering with an MSP, organizations can simplify their SAP transformations, minimize risk, and unlock new levels of innovation and agility. This e-book explores why MSPs are the strategic enablers of successful SAP transitions-and how they can help your organization turn transformation into long-term value.

“By partnering with a Managed Service Provider, you can turn your SAP journey into a long-term strategic advantage.”

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01 **Business transformation to SAP Cloud**

Cloud adoption is critical for modern businesses, and partnership with a Managed Service Provider is making the transition smoother – increasing efficiency, scalability, and innovation while addressing key concerns around cost, complexity, and timing.

02 **Implement SAP with ease**

MSPs are simplifying and accelerating the implementation of SAP solutions by offering a comprehensive end-to-end service model that ensures a seamless transition, minimizes disruptions and, as a long-term partner, provides all the necessary solutions and services from a single source.

03 **Stay ahead of change: Evaluate your IT readiness for the digital era**

Is your IT ready for the future? Get engaged with an MSP to assess your readiness for SAP transformation and ensure long-term service excellence. Discover how to optimize your IT strategy and stay ahead in a rapidly evolving digital landscape.

04 **Addressing concerns around SAP transformations head-on**

We address common objections businesses have about SAP transformations, offering clear and persuasive responses to ease concerns. Learn from MSP how to navigate challenges and unlock the full potential of your SAP systems.

05 **One contract, full control: Simplify IT with a single SAP MSP partner**

Dealing with multiple IT vendors can create complexity and inefficiency. A single-contract SAP Managed Service Provider offers a streamlined approach - centralizing procurement, support, reducing overhead, and enabling faster, more focused business innovation.

06 **Unlocking agility and growth with a long-term partnership**

MSPs are more than just IT providers - they deliver strategic value, increase efficiency, adapt to evolving digital demands, and actively drive innovation through AI, cloud technologies, and intelligent automation.

07 **Executive summary**

Unleash the full potential of your IT strategy by partnering with an experienced MSP for end-to-end solutions and services. Discover the benefits of a seamless partnership with NTT DATA as a recognized Leader and Star Performer in SAP Business Applications*.

Let us guide you through the next steps to a future-proof IT landscape and intelligent enterprise.

*SAP Business Application Services PEAK Matrix® Assessment 2025 by Everest Group

#01 Cloud transformation with SAP Business Suite and SAP Cloud ERP

Driving growth in the cloud

Digital transformation is no longer a distant goal for the future, but rather a critical factor that drives the success of companies of all sizes. Migrating to the cloud is not simply a technological step – it is a strategic and forward-thinking decision that ensures long-term competitiveness in an increasingly digital world. However, many companies face significant challenges in implementing this transformation efficiently, with careful planning, and with minimal risk.

SAP Cloud transformation programs such as GROW with SAP and RISE with SAP* were specifically developed to address these challenges. They provide structured, holistic approaches designed to help organizations make a seamless and successful transition to the cloud. The focus is not solely on technical solutions, but also on enhancing business efficiency, scalability, and fostering continuous innovation.

GROW with SAP is particularly designed for growth-oriented companies that are eager to quickly take advantage of modern cloud technologies to propel their businesses forward.

On the other hand, the RISE with SAP journey provides established organizations with a comprehensive transformation-as-a-service solution and tools, which not only support technological modernization but also facilitate necessary organizational changes to adapt to a new digital era.

Both programs address key business concerns head-on – whether it is cost efficiency, complexity management, or deciding the right moment to embrace the cloud. Through clear and actionable roadmaps, standardized processes, and access to a robust ecosystem, they enable a smooth transformation tailored to meet your unique business requirements.

91% of global technology decision-makers plan to increase IT spending, with over half expecting growth to surpass 5% – outpacing inflation.**

* Includes SAP Cloud ERP Private (as of May 2025)

** Forrester blog “Predictions 2025: Tech Leaders Chase High Performance” (published October 22, 2024)



Beyond the cloud: Pioneering innovation and growth with SAP

“

Our partnership with NTT DATA showcases the power of our ecosystem in driving customer success. By combining our cloud solutions and NTT DATA's deep expertise, we can help businesses accelerate their digital transformation and drive innovation with confidence, efficiency, and agility.

Thomas Saueressig, Member of the Executive Board of SAP SE, Customer Services & Delivery



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#02 Implement SAP with ease

From complexity to clarity: Your SAP journey with an expert MSP



Streamline SAP implementation with a trusted MSP

Implementing SAP Cloud solutions is often a high-stakes, complex initiative. However, with the right MSP, organizations can turn what is traditionally a resource-intensive process into a streamlined, well-orchestrated journey. A trusted MSP helps reduce risk, compress timelines, and ensure a smoother transition—allowing your business to focus on results, not obstacles.



Complexity Made Simple: One partner, one contract, end-to-end support

SAP implementations typically involve a web of vendors, contracts, and dependencies. MSPs simplify this complexity by offering a single point of accountability. With one partner overseeing the entire process, you benefit from clearer communication, faster issue resolution, and continuous support – before, during, and after implementation.



Accelerated migrations with proven tools and methodologies

Experienced MSPs bring tested methodologies, automation tools, and accelerators that reduce the time, cost, and complexity of migration projects. These assets include pre-configured templates, automated testing frameworks, and agile delivery models that shorten implementation cycles while maintaining quality and compliance. The result? Faster go-lives with minimal disruption to your business.

“

Turn SAP Cloud implementation into a competitive advantage. With the right MSP, you gain a strategic partner who simplifies the path forward, allowing your organization to realize the value of SAP – faster, more efficiently, and with greater confidence.



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#03 Stay ahead of change: Evaluate your IT readiness for the digital era

IT acts as a strategic partner in digital transformation

Due to increasing budget scrutiny, technology spending will be linked to business results.



IDC surveys show that business and IT leaders will increasingly be pressed to deliver outcomes from the investment in technology.

38%

Modernizing IT to align with the business to achieve better business outcomes

19%

Orchestrating digital transformation to improve business agility

20%

Risk management to strengthen digital resiliency

14%

Cost reduction / optimization

10%

Leading our digital transformation with a major focus on creating new revenue streams

In today’s digital economy, a fundamental paradigm shift is taking place: the use of IT resources and business services is shifting from traditional investment-driven models to a consumption- and outcome-driven approach. Instead of high up-front costs and long-term capital commitment, the focus is shifting to a flexible pay-as-you-go model with a clear focus on business value.

MSPs are increasingly taking on strategic roles: They orchestrate complex technology environments, operate cloud infrastructures, applications, and platform services, and deliver them on demand – including licenses, computing resources, storage, network, databases and applications. At the same time, they deliver scalable managed business services that are closely aligned with operational goals.

For CIOs, this means less technical management and more focus on business enablement. MSPs are responsible for both vendor management and delivering agreed business outcomes, while internal IT can act more as a strategic partner to the business.

Source: IDC’s 2024 Worldwide CEO Survey, February 2024

#03 Stay ahead of change: Evaluate your IT readiness for the digital era

Strategic realignment: Thinking about IT in a results-oriented way

Is your IT team equipped for a successful SAP transformation?

Before embarking on your journey, it's important to assess whether your internal capabilities are aligned with the demands of today's SAP solutions. This quick checklist helps you evaluate key areas such as staffing, technical expertise, infrastructure readiness, and opportunities to strengthen your team through strategic partnerships with MSPs. Use it to identify skills gaps, training needs, and support options to ensure a smooth, future-proof transformation.



Action tip

Identify opportunities where an SAP MSP can accelerate implementation, fill skill gaps, and provide ongoing support – ensuring your transformation stays on track and on budget.

Staff & Expertise

Do we have dedicated SAP experts in-house?☒

Is our team familiar with the latest SAP technologies (e.g., SAP Cloud ERP, SAP BTP, Business AI)?☐

Have we identified skill gaps in our current IT team?☐

Is there a structured training plan in place for SAP-related upskilling?☐

AI & Innovation readiness

Does our team have experience working with AI or machine learning technologies?☐

Are we leveraging AI capabilities within SAP (e.g., predictive analytics, intelligent automation)?☐

Do we have data scientists or analysts capable of supporting AI-driven initiatives?☐

Infrastructure & Tools

Do we have the necessary infrastructure to support cloud-based SAP solutions?☐

Are our systems and networks scalable and secure enough for SAP migration?☐

Have we performed an infrastructure audit to identify gaps?☐

Partnering & Support

Are we working with an MSP to supplement internal expertise?☐

Do we have access to 24/7 expert support during the transformation?☐

Is there a clear division of responsibilities between internal teams and external partners?☐

#04 Addressing concerns around SAP transformations head-on

Overcoming common objections and challenges

Many companies hesitate when it comes to SAP transformation-and for good reason. Moving to SAP Business Suite is an investment in the future, but it comes with uncertainty. This chapter shows that there is a solid solution to every objection – as long as you take a strategic approach.

Is your IT team equipped for a successful SAP transformation?

“We still have time until the end of SAP ECC maintenance.”

- Mainstream maintenance for SAP ECC ends in 2027 – this means not only technical risk but also increasing operational costs for extended maintenance until 2030.
- The average SAP transformation project takes 12-24 months – plus time for selection, planning, and budget approval.
- Organizations that start early will secure access to experienced partners and resources that will become scarce shortly before 2027.



TIP: Early roadmaps offer planning security and room for negotiation.

Manage complex SAP landscapes with success

“Our system landscape is too complex. It’s not feasible.”

- Complexity is normal, especially in mature organizations. The key is proper analysis and prioritization.
- MSPs offer proven migration strategies: greenfield, brownfield, or selective data transition.
- Tools such as SAP Cloud ALM, Business AI, SAP Signavio and SAP LeanIX help bring transparency and structure to the process and increase user and system performance.



TIP: An initial system analysis by an MSP will provide clarity on the feasibility and the effort required.

About 69% of tech leaders worldwide say they are very or extremely concerned about the growing amount of technology investments required to remain competitive, according to an IDC Info Snapshot, sponsored by SAP.



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Overcoming common objections and challenges

Security and control during the migration process and beyond

“We lose control of data and security.”

- Modern cloud platforms such as SAP BTP or SAP Cloud ERP on Hyperscalers such as Microsoft Azure, Google Cloud Platform or Amazon Web Services (AWS) offer the highest security standards – often higher than on-premises.
- MSPs work to certified standards (ISO 27001, etc.) and enable audit-compliant processes.
- Governance models and authorization concepts remain fully customizable for each individual company.



TIP: Loss of control is a myth – with the right partners, customers remain in control

Clear costs and realistic timelines from experienced MSPs

“This will be more expensive and take longer than planned.”

- A good MSP works with transparent cost models, defined milestones and clear SLAs.
- Early planning, realistic goal setting, and agile methodologies prevent scope creep and budget overruns.
- Many MSPs offer pre-configured templates and automation that significantly reduce effort and cost.



TIP: An initial system analysis by an MSP will provide clarity on the feasibility and the effort required.

94% of executives from medium-sized and large companies see data protection as an important aspect of the transformation project, either as a positive addition (over 60%) or as one of the key drivers of the transformation (almost 34%).*

* Source: Transformation Study 2025, NTT DATA Business Solutions AG, Natuvion GmbH



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#05 One contract, full control: Simplify IT with a single SAP MSP partner

Why juggle vendors when one contract can do it all?

Imagine seamlessly integrating your business processes, rapidly scaling your cloud infrastructure, and consistently delivering better results—all without the chaos of juggling multiple vendors. Eliminate the burden of managing complex contracts, coordinating between multiple providers, and troubleshooting ongoing technical issues. Instead, focus on what matters most: growing your business, innovating faster, and staying ahead of the competition while your IT landscape is expertly managed by trusted professionals.

Whether you're modernizing outdated legacy systems, navigating complex cloud migrations, or expanding global operations across regions and markets, NTT DATA Business Solutions provides end-to-end solutions tailored to your specific needs. From Cloud subscription, comprehensive vendor consolidation and streamlined management to cutting-edge AI-driven analytics that enable smarter, faster decisions, we help CIOs, IT leaders and businesses achieve new levels of agility, performance and long-term success.

Our mission is to help your business achieve unprecedented growth, operational efficiency, and digital transformation at scale.

Working with an MSP like NTT DATA allows businesses to focus on their core objectives, innovate with confidence and achieve sustainable growth in a rapidly evolving digital landscape.

NTT DATA Business Solutions

We drive innovation – from procurement on Cloud subscription, advisory and implementation, to managed services and beyond, we continuously improve SAP solutions and technology to make them work for companies – and for their people.

As part of SAP PartnerEdge, Run program, NTT DATA can help businesses harness the power of SAP Business Suite and cloud solutions from SAP by managing the complexities of implementation, management and service delivery.

With operations in more than 30 countries, we have helped thousands of companies become more efficient and effective during the last three decades. Our more than 22,000 SAP experts around the world will also accompany you on your journey toward a truly intelligent enterprise – wherever you want to start!

With NTT DATA Business Solutions as your SAP MSP, you will experience



One partner, one contract, unlimited support:

Say goodbye to fragmentation. Simplify your end-to-end operations with a single, trusted partner to manage everything from subscription and implementation to application support.



Optimized costs, maximized value:

Reduce IT costs with outcome-based services that align your technology investments with real business goals.



Better business results, faster:

Achieve results faster with expert support that ensures your IT infrastructure is secure, efficient, and ready for innovation.

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Driving future readiness with SAP Cloud ERP

Standardized systems for scalable global operations

MANN+HUMMEL set out to create a centralized system landscape across all national borders. The previously fragmented and heterogeneous IT environment was consolidated and replaced with an integrated, globally standardized system – laying the foundation for greater efficiency, transparency, and scalability in its international operations.

Future-proof IT with real-time data and global visibility

By using a forward-looking cloud solution, MANN+HUMMEL benefits from rapid access to innovations and regular functional enhancements via quarterly release upgrades. Real-time data now enables greater process efficiency and improved control management. At the same time, global trade management was optimized and it.cloudscan was implemented to simplify the recording of all goods movements. In addition, ITIL- and ISO-compliant service processes in application management ensure stable and standardized workflows.

Why NTT DATA Business Solutions?

NTT DATA Business Solutions has a high level of expertise in the cloud environment and is an experienced IT service provider in the SAP business. As a qualified SAP partner, their extensive expertise enables them to provide specialized services that address the unique challenges of different industries.

“ Now we can take a deep breath, because we could always rely on our IT partner during the introduction of SAP S/4HANA Cloud. After 6 months, our location in Wiesbaden was already benefiting from the new functionalities of the pioneering cloud solution.”



Dean Lindsey, Senior IT Manager Europe, Life Sciences & Environment as part of MANN+HUMMEL



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#06 Unlocking agility and growth with a long-term partnership

More than just IT – a strategic success factor

Working with an MSP not only reduces the burden on internal resources but also provides lasting strategic benefits that go far beyond day-to-day IT operations.

MSPs are not limited to operational tasks but are increasingly becoming active partners in digital transformation. They provide expertise that is often difficult to build internally and bring proven best practices from multiple industries. This reduces the risk of error, accelerates project timelines, and increases process efficiency.

In addition to tangible business benefits such as cost efficiency, return on investment (ROI), flexibility and scalability, MSPs create a reliable, scalable IT foundation that helps companies achieve growth objectives faster. For CIOs and CFOs in particular, this means a significant reduction in IT management: ERP management becomes simpler, more predictable and more efficient. At the same time, internal teams can focus on value-added activities such as innovation, product development or digital business models.

MSPs are therefore not external service providers in the traditional sense, but rather strategic sparring partners who make a significant contribution to a company's future viability.

Adaptability as a principle – not an exception

In an increasingly dynamic and technology-driven world, adaptability is no longer an option – it is a prerequisite for success. This is what sets modern MSPs apart: their ability to continuously evolve, adapt to new technologies and proactively tailor their services to changing market and customer needs.

A forward-thinking MSP anticipates trends, thinks ahead, recognizes patterns in the marketplace and actively applies that knowledge to customer relationships. It doesn't just react - it acts with foresight. And as compliance, visibility and IT security requirements continue to grow, MSPs are laying a solid foundation with standardized, auditable processes.



In the digital economy, MSPs are no longer just technical support providers, but business innovation for industry leaders. Combining technological excellence with strategic foresight and industry expertise, they help businesses take full advantage of digital transformation opportunities.

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Simplify SAP transformation with a Managed Service Provider

SAP technologies have long been critical to the core operations of modern enterprises. However, as SAP ECC's mainstream maintenance deadline looms in 2027, organizations face an urgent need to modernize their digital landscapes. Transitioning or migrating to SAP Cloud presents both challenges and opportunities. Leveraging a Managed Service Provider (MSP) offers a strategic solution to simplify this transition, minimize risks, and unlock long-term operational benefits.

Key insights

Cloud transformation

MSP provides you with a tailored end-to-end solution to effectively migrate to SAP Cloud and streamline the development of scalable, future-ready IT systems. The established framework empowers your business to modernize rapidly, reduce costs, and increase efficiency while fostering innovation.

Speed and simplicity in implementation

Recognized as a leading MSP, NTT DATA leverages proven tools, automation, and methodologies to accelerate SAP implementations. By providing end-to-end services under a single contract, we reduce complexity, enable seamless migrations, and shorten timelines to ensure faster go-lives.

Strategic and long-term value

As your strategic MSP, NTT DATA is more than just an IT provider – we are your trusted partner. We align with your organizational goals by delivering scalable solutions that enhance agility and drive innovation through AI-powered insights and intelligent automation.

Optimized operations through comprehensive support

A single MSP partnership consolidates IT contracts, centralizes management, and reduces operational inefficiencies, resulting in measurable cost savings and focused business innovation.



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Action steps for Decision-Makers

Prepare your organization for a successful SAP transformation.

These action steps will help you assess where you are, leverage managed services expertise, and accelerate your journey to a scalable and future-ready enterprise. Take charge now to ensure a smooth transition and a long-term value.

1. Assess current readiness

Evaluate IT landscapes, skills gaps, business processes and operational readiness for SAP modernization and align with SAP transformation goals.

2. Leverage MSP expertise

Engage an experienced MSP to streamline transformation, enhance security, and deliver agile, cost-efficient solutions and landscape operation tailored to your business needs.

3. Focus on scalability and innovation

Use AI-driven features and cloud capabilities to enhance scalability, enable predictive analytics, and optimize processes for continuous improvement.

4. Accelerate transformation timelines

Start early to secure expert resources and mitigate risks associated with the maintenance deadline. Implement roadmaps and adopt flexible models for a seamless migration.



Agile. Scalable. Intelligent. The future of Enterprise IT starts here

The future of enterprise IT lies in agility, scalability, and innovation. Partnering with a Managed Service Provider like NTT DATA Business Solutions can simplify the complexities of SAP transformation and position your organization for long-term success.

Contact us today to modernize your IT strategy, reduce operational costs, and unlock unparalleled value.

Seize the opportunity to transform with confidence.

Let's create an intelligent, future-ready enterprise together.

Learn more



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