Sempra's Hybrid Migration Approach to SAP S/4HANA. Lower Risk. Faster Results

SAP for Utilities
Presented by asug

Min Fitzgerald - Software Development Manager

Fabian Pfau - Senior Vice President of Solution Architecture

Dale Alano - San Diego Gas and Electric

Bartley Cox - SAP S/4 HANA Leader IBM

Agenda

- Introductions

- SNP Kyano Platform

- Sempra Project Odyssey

- Panel Discussion Hybrid Migration

Your Panel Today

Min Fitzgerald — SEMPRA

Min is the Technology Delivery Manager for Odyssey, Sempra's multi-phased SAP ERP modernization program. Min joined San Diego Gas & Electric in 2010, bringing hands-on experience in application development and solution architecture.

Dale Alano — SEMPRA

Dale has worked over the past 30 years from R/2 to S/4HANA. He has spent the last 15 years in the Utility Industry focusing on SAP Cloud transformation
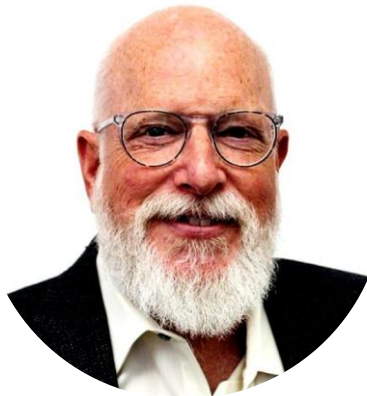
Bartley Cox — IBM

Bartley is part of IBM's SAP Hypergrowth Team, helping clients understand what they need to tackle for a successful SAP Transformation Program. With over 30 years of SAP consulting experience, Bartley leads IBM's Rapid Move pursuit and strategy team in North America.

Fabian Pfau — SNP

Fabian leads the North America Solution Architecture team for SNP, overseeing the full portfolio of transformation solutions. With over 18+ years of experience, Fabian brings a proven track record of leadership and technical expertise, having driven complex implementations for Fortune 500 companies.

We are SNP

🌐 Global market leader for selective SAP data migrations, headquartered in Heidelberg, Germany. Global presence with 35 locations across 20 countries in five regions.

📄 SAP Gold Partner and founding member of the SAP S/4HANA Selective Data Transition Engagement community, delivering a majority of all selective migration projects together with a strong partner ecosystem.

🏔 Deeply committed to the success of our customers and partners, we have completed more than 15k successful projects within our +30 year history. More than 1,500 colleagues look forward to supporting you and your organization.

💡 Inventor of Bluefield, the comprehensive SAP migration methodology that blends the best of classical migration approaches for maximum flexibility, efficiency and security.

SNP's Kyano Platform

Kyano Foundation
Stay agile with an up-to-date overview of your enterprise data landscape

Agility Analysis
SAP Housekeeping

Kyano Move
Migrate, integrate, modernize and optimize your enterprise data

SAP Platform Modernization	Mergers & Acquisitions
Platform Agnostic Modernization	Cloud Move
Agile Organizational Transformation	Cloud Data Integration

Kyano Manage
Monitor, validate, test, archive and decommission your enterprise data

Test Management	Application Lifecycle Management
Data Verification	Application Retirement
SAP Active Archiving	Enhanced Analysis

Kyano supports the RISE with SAP journey at every phase

SAP RISE framework

Discover	Prepare	Explore	Realize	Deploy	Run

SNP solutions

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Platform Agnostic Modernization	Cloud Move
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Data Verification	Application Retirement
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Customer benefits

Faster time to value	Cost reduction	Higher user acceptance
Due to software-based project planning cycle and "One-Step" implementation approach	Due to a smaller data footprint and software-driven automation	Due to selective migration of historical transactional data ("best of both worlds")

Higher flexibility	Risk minimization	Minimum disruption
Go-live at any time in the year	Pre-audited approach (by EY and PWC) and guided procedures	Near Zero Downtime Approach on source & target

Decoupling data migration from system modernization is at the core of the Bluefield approach

Decoupling

Recoupling

System configuration & custom-code

> Modernization

Target system newly configured & code-optimized

Current Landscape

Target landscape

Master data & transactional data

> Migration

Adjust data to newly configured target system – even historical data
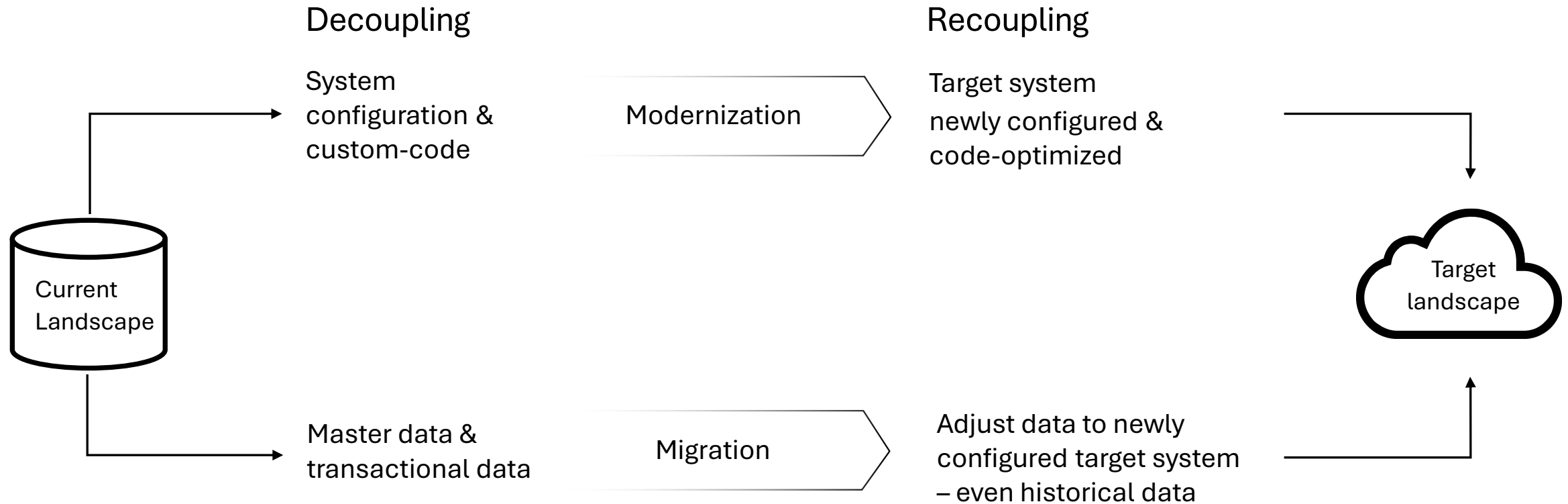
Kyano Move for Utilities
Drive business agility with strategic migrations

Kyano Move

Orchestrated migration

Source → Target

Business continuity
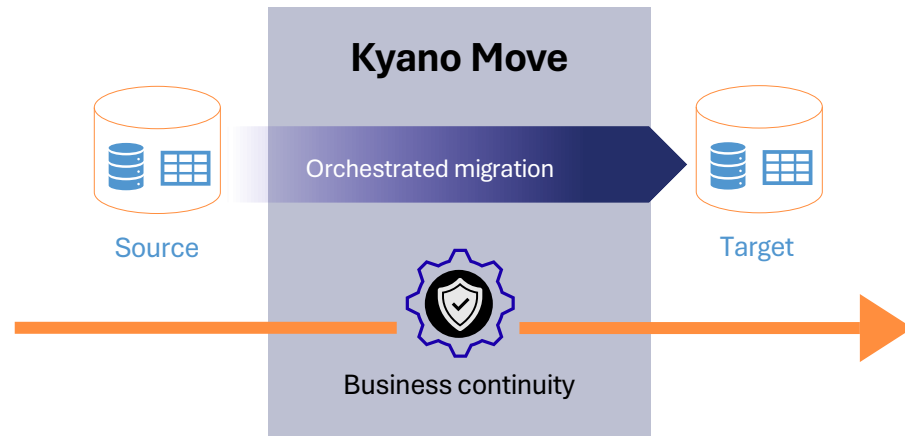
Migrate data with SNPs market-proven approach

Achieve greater resilience, improved efficiency, and reduced migration risks with high-level automation, customized to your business needs.
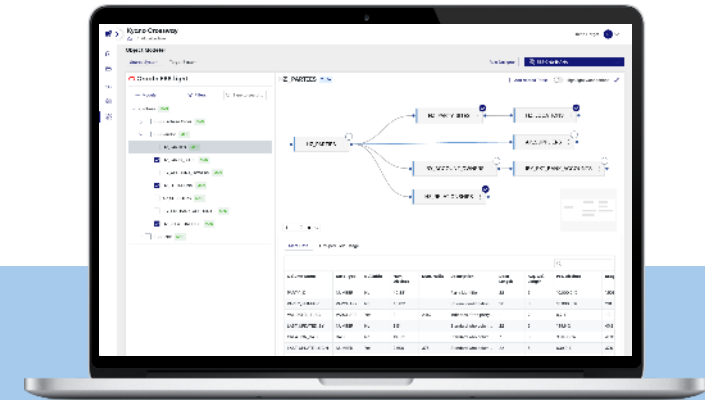
Migrate your IS-U System leveraging Kyano for

- Faster time to value
- Higher flexibility
- Cost reduction
- Risk minimization
- Higher user acceptance
- Minimum disruption

SNP Kyano – a proven Platform in the Utilities
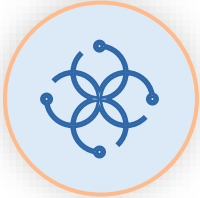
SNP and IBM Partnership

IBM Rapid Move Studio

A co-located Center of Excellence in Walldorf, Germany, where IBM and SNP teams work side-by-side to support clients across solutioning, delivery and innovation

Co-innovation: CrystalBridge® with HANA Impact Assessment

A co-created and continuously improved tool that provides a holistic assessment of the technical and functional impacts of moving to SAP S/4HANA

IBM Ascend for IBM Rapid Move

IBM's method, based on SAP Activate, for delivering SAP S/4HANA migrations in partnership with SNP. Under this method, the project begins with the use of pre-defined activities, roles, and responsibilities following best practices tailored for IBM Rapid Move projects

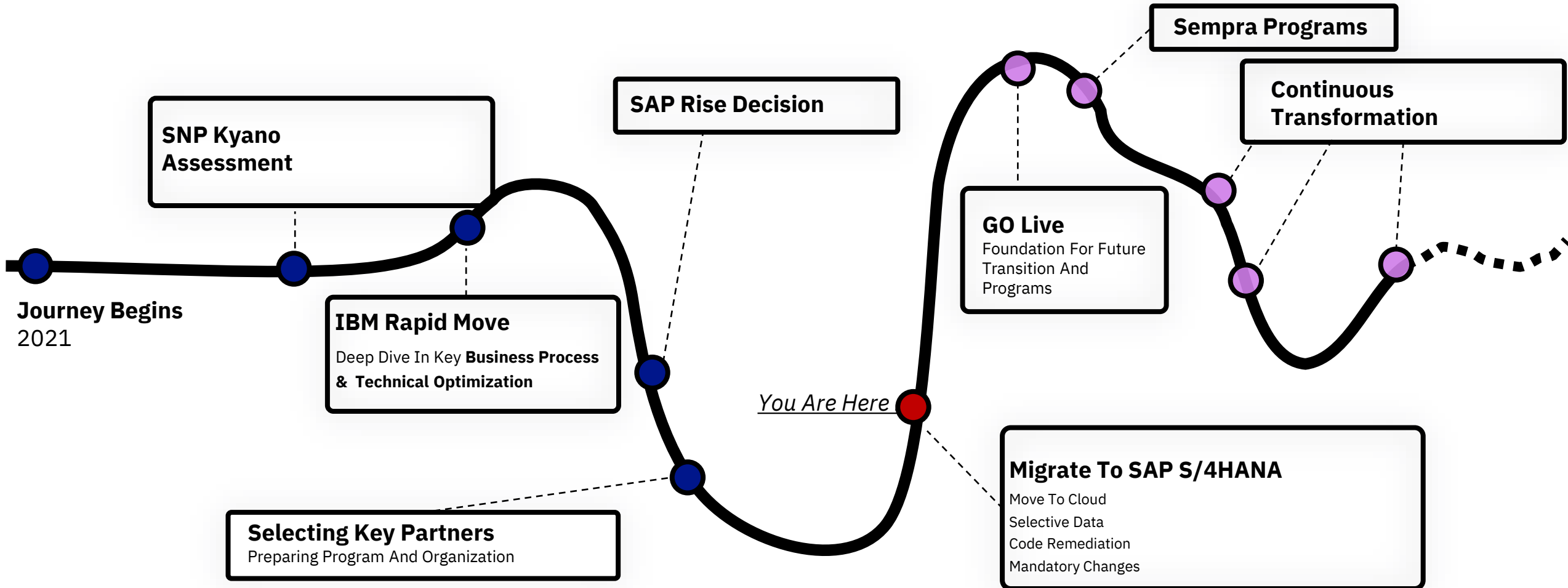**History of Collaboration Across all Levels**

Since building the IBM Rapid Move solution together, SNP and IBM teams have worked together across various regions and partnered on dozens of projects together for over six years

2019   2020   2021   2022   2023   2024   2025

Panel Discussion

Thank you

SNP