Korcomptenz

Proving ROI from SAP Cloud ERP Transformation

Turn ERP modernization into measurable business value

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The Challenge:
Modernization Must Prove Business Impact

Many SAP ERP customers are under pressure to modernize, but value can stall when transformation is treated as a technical migration rather than a business outcome program.

Legacy ERP environments often carry years of process complexity, manual workarounds, custom developments, isolated reporting, and outdated user experiences. IT teams spend too much time keeping systems running, while business teams struggle with slow close cycles, limited automation, fragmented data, and delayed decision-making.

ERP modernization is an opportunity to do more than move systems. It can simplify processes, reduce technical debt, improve user experience, and create a cloud-enabled foundation for continuous innovation, AI, automation, and real-time insights.

The Business Value Register:
Turning SAP Initiatives into Measured Impact

Korcomptenz's **Business Value Register,** or BVR, is a living framework that connects SAP modernization initiatives to measurable business outcomes compared with Industry best practices

Each BVR entry defines:

- **Business objective** — what the initiative is expected to improve
- **SAP process area** — finance, procurement, sales, supply chain, manufacturing, asset management, analytics, or integration
- **Value driver** — cost reduction, productivity, risk reduction, working capital, compliance, growth, innovation, or adoption
- **KPI or metric** — how success will be measured
- **Baseline and target** — the current state and expected improvement based on industry best practice and companies future focus
- **Financial impact** — savings, cost avoidance, productivity gain, or value protection
- **Owner and status** — accountability, governance, and confidence level

Outcome: A single executive-ready view that connects SAP investment to measurable operational, financial, and strategic value.

Using the SAP Cloud ERP ROI Assessment as a BVR Starting Point

The SAP Cloud ERP ROI Assessment can create an early value hypothesis by giving prospects a tailored ROI and payback view based on a few inputs, including current ERP environment, ERP users, company revenue, and implementation/stabilization assumptions. The Business Value Register should then take those directional estimates and turn them into a governed value plan with validated baselines, target KPIs, owners, assumptions, confidence level, and roadmap actions.

Positioning note: The ROI tool is the spark for the value conversation; the BVR is the executive system of record for validating, prioritizing, and tracking value realization.

How the ROI Assessment output feeds the Business Value Register

ROI Assessment Input / Output	How it informs the BVR	What Korcomptenz validates next
Current ERP environment and risk profile	Creates the legacy baseline for cost, downtime exposure, technical debt, and modernization urgency.	Confirm current-state ERP landscape, integrations, customizations, reporting gaps, and operational risk.
Primary ERP users and productivity assumptions	Frames productivity value drivers across finance, procurement, supply chain, operations, analytics, and IT.	Validate role-based effort, manual workarounds, cycle times, adoption friction, and automation opportunities.
Company revenue, size, and industry context	Helps scale the value opportunity and connect ERP modernization to CFO-level business outcomes.	Align value hypotheses to industry benchmarks, operating priorities, margin impact, growth plans, and compliance needs.
ROI and payback summary	Provides an executive entry point for the business case and a starting view of potential value.	Convert the top-line estimate into prioritized BVR initiatives with baselines, targets, owners, confidence levels, and phasing.
Cost savings, productivity, and risk avoidance benefits	Identifies which value levers may apply and which require deeper validation before commitment.	Separate confirmed value from assumptions; document exclusions, dependencies, data needs, and change-management requirements.
Prospect report and follow-up conversation	Gives sales and advisory teams a practical bridge from interest generation to business-value discovery.	Use the report as input for the SAP Mutual Value Discovery Workshop and initial BVR creation.

Suggested use in client conversations: Lead with the ROI Assessment to make value tangible quickly, then use the BVR to validate the assumptions, identify measurable initiatives, and govern value through design, deployment, adoption, and continuous optimization.

Mapping Value Across the SAP Cloud ERP Journey

The BVR keeps SAP transformation outcome-led, not feature-led. It connects modernization decisions to measurable value across four priorities:

Run in the Cloud

Modernize the ERP foundation to improve operational efficiency, reduce infrastructure burden, simplify upgrades, and free teams from "keep-the-lights-on" work.

Get Innovation Moving

Enable continuous innovation through embedded analytics, AI, automation, extensibility, integrations, and modern user experiences.

Move with Confidence

Use structured methodologies, fit-to-standard design, migration tools, testing, adoption planning, and governance to reduce deployment risk and accelerate time to value.

Protect the Clean Core

Return to standard where possible, keep essential business structures, and extend only where differentiation matters. The BVR helps identify which legacy customizations create value, which should be retired, and which can be replaced by standard capabilities, embedded analytics, AI, or cloud-compliant extensions.

BVR in Action: Legacy ERP Simplification and Clean Core Value

Business Context

Many SAP ERP customers operate legacy environments shaped by years of customizations, enhancements, and workarounds. These systems may still support critical processes, but they often limit agility, increase support effort, slow innovation, and make change more expensive.

Value Opportunity

SAP Cloud ERP modernization creates an opportunity to leave behind legacy complexity and move toward a cleaner, more standardized operating model. Instead of rebuilding old processes, organizations can adopt fit-to-standard practices, preserve essential structures, and use cloud-compliant extensions only where differentiation matters.

Value Area	SAP Initiative	KPI / Metric	Business Outcome
Technical debt reduction	Assess custom code, reports, enhancements, and unused developments	% of customizations retired or replaced	Lower complexity, simpler support, improved upgrade readiness
Process standardization	Adopt fit-to-standard process design	% of processes aligned to standard	Faster deployment, reduced rework, stronger governance
Upgrade readiness	Move to a cloud ERP model with continuous updates	Upgrade effort, downtime, release adoption rate	Always-current ERP foundation
IT productivity	Reduce keep-the-lights-on maintenance effort	IT hours redirected to innovation	More capacity for business transformation
User adoption	Introduce modern, intuitive, personalized UX	Adoption rate, task completion time, user satisfaction	Faster adoption and improved productivity
Extensibility governance	Use extensions selectively where differentiation matters	Extensions tied to approved business value	Differentiation without rebuilding technical debt

BVR in Action: Finance, Close, and Working Capital Improvement

Business Context

Finance teams in legacy ERP environments often face manual reconciliations, spreadsheet dependencies, fragmented reporting, and slow access to business performance data. This delays close cycles, weakens confidence in numbers, and limits the CFO's ability to act quickly.

Value Opportunity

A finance-focused BVR helps CFOs quantify value from faster close, improved reporting, automated controls, better receivables management, working capital visibility, and more reliable planning.

Value Area	SAP Initiative	KPI / Metric	Business Outcome
Financial close	Standardize and automate close activities	Days to close, manual journal effort, reconciliation effort	Faster close and improved finance productivity
Management reporting	Use embedded analytics and governed reporting	Reporting cycle time, report accuracy, self-service adoption	Faster, more trusted decision-making
Working capital	Improve visibility into receivables, payables, payments, and treasury	DSO, overdue receivables, cash visibility	Better cash flow control
Payables efficiency	Streamline supplier invoice and payment processes	Invoice processing time, exception rate, touchless processing rate	Lower effort and stronger controls
Profitability visibility	Improve cost management and profitability analysis	Margin visibility, cost allocation accuracy	Better pricing, cost, and margin decisions
Compliance and control	Standardize finance processes and access governance	Audit findings, control exceptions, compliance cycle time	Reduced risk and stronger governance

BVR in Action: Procurement, Supply Chain, and Operations Modernization

Business Context

Operational teams often struggle when procurement, inventory, manufacturing, warehouse, logistics, and service processes are fragmented or dependent on manual workarounds. This creates delays, stock uncertainty, weak planning visibility, and higher operating cost.

Value Opportunity

An operations-focused BVR connects ERP modernization to measurable gains in procurement efficiency, inventory visibility, planning, warehouse control, service reliability, and operational responsiveness.

Value Area	SAP Initiative	KPI / Metric	Business Outcome
Procurement efficiency	Standardize sourcing, buying, supplier, and invoice processes	Cycle time, PO compliance, supplier invoice effort	Lower procurement friction and stronger spend control
Inventory visibility	Improve inventory and warehouse processes	Inventory accuracy, stock availability, inventory turns	Better material availability and working capital control
Planning effectiveness	Improve planning and requirements visibility	Planning cycle time, stockout risk, schedule adherence	Better production and supply reliability
Warehouse performance	Streamline warehouse execution and inventory movement	Pick/pack accuracy, warehouse productivity, fulfillment delays	Faster and more reliable execution
Asset reliability	Improve asset health, incident response, and maintenance planning	Downtime, maintenance backlog, asset availability	Stronger operational continuity
Service execution	Improve service orders, contracts, repair, billing, and analytics	Service cycle time, SLA compliance, service margin	Better customer service and revenue protection

BVR in Action: AI, Automation, and User Productivity

Business Context

Organizations want to use AI, but many legacy ERP environments lack the data quality, process standardization, user experience, and automation foundation needed to make AI useful in daily work.

Value Opportunity

The BVR connects AI and automation use cases to business outcomes, helping teams prioritize practical use cases over isolated technology features.

Value Area	SAP Initiative	KPI / Metric	Business Outcome
User productivity	Enable modern UX, guided navigation, personalization, and mobile access	Task completion time, adoption rate, user satisfaction	Faster everyday work
AI assistance	Use embedded AI to support navigation, insights, and task execution	Time saved per task, self-service resolution rate	Improved productivity and decision support
Process automation	Automate repetitive finance, procurement, sales, and operations tasks	Manual effort reduction, automation rate	Lower cost and fewer errors
Situation handling	Notify users of business issues and recommend actions	Exception response time, issue resolution rate	Faster response to risks and bottlenecks
Document processing	Extract and automate processing of documents such as orders or certificates	Processing time, error rate, touchless rate	Faster operations and improved accuracy
Predictive insights	Use predictions for delivery delays, sales performance, finance insights, and operational risk	Forecast accuracy, late-risk identification, decision speed	Better proactive management

BVR in Action: Global Growth, Compliance, and Secure Operations

Business Context

Global enterprises need ERP systems that can support expansion, localization, tax compliance, reporting, security, and regulatory change without slowing the business down.

Value Opportunity

A global growth and compliance BVR helps organizations quantify the value of faster rollout, lower regulatory risk, stronger security posture, and scalable operating models.

Value Area	SAP Initiative	KPI / Metric	Business Outcome
Global rollout	Use standardized templates and localization capabilities	Rollout time, localization readiness, template reuse	Faster expansion into new markets
Regulatory compliance	Standardize tax, statutory, reporting, and business-to-government processes	Compliance issue rate, reporting cycle time	Reduced regulatory risk
Security operations	Use cloud-managed updates, access controls, encryption, and threat monitoring	Security incidents, patch latency, audit findings	Stronger protection and lower operational risk
Availability	Run on a resilient cloud ERP foundation	Uptime, disruption incidents, continuity readiness	More reliable operations
Release management	Use continuous updates and structured release adoption	Release adoption rate, upgrade effort	Always-current business platform
Governance	Use structured controls, identity management, and auditable processes	Control exceptions, access review completion	Stronger enterprise governance

The Korcomptenz Advantage

Korcomptenz helps enterprises make SAP modernization measurable, practical, and business-led.

We help leadership teams identify where SAP transformation can create measurable value, build an executive-ready BVR, and move from transformation intent to governed execution.

Our approach helps clients:

- Assess where legacy SAP complexity is blocking business value
- Identify opportunities across finance, procurement, supply chain, operations, analytics, AI, and compliance
- Build a clean-core roadmap that reduces avoidable customization debt
- Adopt fit-to-standard processes where possible
- Extend strategically where differentiation matters
- Define baseline KPIs and target outcomes
- Quantify value opportunities and prioritize initiatives
- Use ROI Assessment outputs as a discovery input, then validate assumptions through the BVR
- Establish ownership, governance, and value tracking
- Align business, finance, operations, and IT stakeholders

The Path Forward: SAP Mutual Value Discovery Workshop

Start your measurable SAP transformation journey with a 1-Day SAP Mutual Value Discovery Workshop.

Korcomptenz helps your leadership team:

- Identify 3–5 high-impact SAP value opportunities
- Assess process, data, integration, customization, and adoption complexity
- Quantify ROI opportunities and create an initial BVR
- Translate ROI Assessment findings into validated baselines, value drivers, and ownership actions
- Align business, finance, operations, IT, and executive stakeholders
- Prioritize quick wins and transformation phases
- Build a roadmap for measurable value realization

Outcome: A board-ready SAP value plan linking modernization initiatives to business impact, operational improvement, risk reduction, and long-term transformation value..

Book Your SAP Value Discovery Workshop

Korcomptenz

Expert-led Transformations & Impact-led Growth

At Korcomptenz, we lead with expertise - in technology and domain to deliver solutions that align with your business goals. We leverage our experience and robust partner ecosystem to elevate your processes, powering your transformation journey toward impactful growth.

Visit www.korcomptenz.com to learn more or email us at sales@korcomptenz.com.