

NTT Data

**PROVIDING SOLUTIONS
TO COMPETE IN A
NEW MARKET**

CASE STUDY



SAP LEAP
Large Enterprise Acceleration Program

THE CLIENT

The client is a successful, multi-national medical technologies corporation based in the United States. As a global leader in the medical devices industry, they have locations across the world, including the Americas, Asia, Europe, the Middle East and Africa.

Founded in the early 1940s, the client now boasts around 43,000 employees worldwide. Presently, the client has an annual revenue of upwards of \$17bn, having spent approximately \$1bn on research and development (R&D) in 2021.



THE CHALLENGE

The client is implementing SAP S/4HANA at a global level following a multi-rollout approach. As a new logo acquisition target, NTT DATA must prove to the client the benefits and approach for a manufacturing site rollout. This investment has been designed around pre-sales activities, focusing on the illustration of the advantages of a SAP S/4HANA implementation approach with NTT DATA.

To tackle this challenge, NTT DATA has two main objectives. The first is to set up a client-focused instance of the SAP S/4HANA manufacturing template, adding medical-device-related scenarios, to demonstrate the client-first approach taken by NTT DATA in every venture. The second is to run workshops. This will demonstrate to the client that the NTT DATA template can help them to achieve their goals and objectives.

The objectives set by NTT DATA are in line with a strategy devised to convert this initial investment work as a precursor to the larger project. This is with the intention of NTT DATA becoming the client's preferred partner in their SAP S/4HANA deployment.

NTT DATA supports clients globally, providing expertise in digital innovation and modernisation.



THE SOLUTION

The NTT DATA Advisory Services Assessment engagement helps clients understand their S/4HANA options, serving to clarify the S/4HANA migration, conversion or greenfield approach. The NTT DATA framework is used to define options and the underlying business case assumptions in support of the client's S/4HANA transformation journey. As part of the engagement, workshops leveraging SAP tools, third-party assets and proprietary tools developed by NTT DATA are deployed to gather current-state technical and business process information, and provide real-time guidance on both conversion methodologies and estimated project timelines.



THE RESULT

While the client delayed the rollout of the S/4HANA solution to the targeted manufacturing location, NTT DATA was able to showcase exemplary S/4HANA expertise, which led to an engagement to run S/4HANA data migration for ongoing rollouts.

This S/4HANA data migration engagement is still ongoing and is scheduled to be completed by July 2023. Additional benefits have been produced by NTT DATA, including the development and training of new talent within NTT DATA, focused on SAP S/4HANA best practices.

NTT DATA delivers outcomes to keep clients one step ahead, with globally proven best practices.



WHY NTT DATA

NTT DATA's commitment to building a new client relationship in medical devices, and the fresh view they offer on how the client can cover market demands, made a compelling case for them to provide the solution for this transformation project.

As a highly trusted SAP solutions and services provider, and a globally recognised SAP-services leader, NTT DATA focuses on combining people, processes and technology to achieve their clients' desired outcomes.

NTT DATA's SAP S/4HANA transformation solutions are unique and allow companies to benefit from solid foundations from which to achieve their modernisation strategies. In this project, NTT DATA combined business and entrepreneurial vision with technical expertise to create a complex SAP process request, drawing up a real end solution with a plan and technical design.



WHAT'S NEXT

As a result of this collaboration, NTT DATA has been placed in an ideal position to pursue projects in the medical devices sector using the standard Best Practices template solution created during this project.

NTT DATA will continue to evaluate and evolve documented resources for medical devices using SAP S/4HANA transformation. Equally, the ongoing growth of knowledge within the team will continue to expand, utilising the SAP S/4HANA test scripts, process maps and configuration documents to upskill. Internally, NTT DATA will be able to collaborate with members in implementing new functional and technical requirements, as well as in process documentation.

NTT DATA has become a realistic option for future clients when choosing an industry expert in medical devices SAP S/4HANA transformation projects.





NTT DATA

SAP
Global
Partner