

## From hard to defend To value spend.

#BusinessMadePersonal



### Make modernization pay its way.

SAP modernization doesn't typically stall inside organizations because of resistance or uncertainty. It stalls because the business case feels difficult to justify.

- Too much upfront investment.
- Too little immediate return.
- Too many competing priorities.

And with ECC still supporting core operations, the pressure to move can feel outweighed by the cost of doing so. But the real issue isn't whether modernization delivers value. It's when that value will be fully realized.

Because when benefits are pushed to the end of the journey, modernization becomes harder to justify. But approached differently, it can start delivering value from the outset.

### Where value gets delayed.

In reality, when SAP modernization is treated as a future-state transformation, organizations can often find themselves:

- Committing to cost before seeing measurable benefit.
- Maintaining inefficient processes for longer than necessary.
- Carrying forward unnecessary custom code and complexity.
- Struggling to build momentum behind an unclear return.

That's not investment. **That's value deferred.**

#### REALITY CHECK #1

**62% of organizations** cite high project cost as the primary barrier to SAP S/4HANA migration.

Source: <https://sapinsider.org/wp-content/uploads/2025/02/SAPinsider-2025-02-SAP-S4HANA-Migration-Detailed-Findings.pdf>

### From cost to contribution.

Modernization works best when value is created early – not postponed. **That means shifting:**

- From** large upfront investment.  
**To** phased delivery with measurable returns.
- From** accepting operational inefficiencies.  
**To** reducing manual effort and process friction.
- From** treating migration as technical change.  
**To** using it as a lever for business improvement.
- From** waiting for long-term benefits.  
**To** realizing value at every stage.

#### REALITY CHECK #2

**69% of organizations** report that their SAP investment budget will stay the same or grow for 2026.

Source: <https://impulsant.dsag.de/formate/pressemeldung/dsag-investment-report-2026-companies-are-investing-more-selectively-ai-is-becoming-established-cloud-computing-is-being-put-to-the-test/>

#BusinessMadePersonal



## Value made personal.

The pressure to justify SAP modernization is shaped by cost, disruption, and competing priorities – not by a lack of ambition.

Which means value has to be visible early, not assumed later.

That's where HCLTech focuses on delivering measurable outcomes from the start – combining advisory, implementation, and ongoing optimization to ensure modernization contributes to the business as it progresses. As an embedded partner, we align delivery to your priorities, helping unlock value without destabilizing what already works.

### From there, value is built through:

#### AI-driven efficiency and automation:

reducing manual effort, streamlining processes, and improving productivity from the earliest stages of modernization.

#### Industrialized migration delivery:

shortening timelines and lowering cost through repeatable, scalable execution models.

#### Targeted simplification of SAP landscapes:

reducing custom code, integration complexity, and operational overhead to improve performance and maintainability.

#### Platform-led innovation enablement:

unlocking SAP BTP capabilities, alongside AI, GenAI, and Agentic AI, to enhance insight, automation, and business responsiveness.

#### Continuous optimization and support:

ensuring improvements are sustained, extended, and translated into ongoing business value.



## The outcome.

- Earlier return on SAP investment.
- Reduced operational cost and inefficiency.
- Improved process performance and visibility.
- A stronger, evidence-based business case.
- Modernization that contributes as it progresses.

Because modernization shouldn't wait to prove its value. It should deliver it, step by step, as your business vision moves forward.

**YOUR AMBITIONS**



**OUR CAPABILITIES**



**From pay more  
to optimized core.**

Inform your SAP modernization story by

[clicking here](#)

**Or let's talk.**

We'll help identify where value is being lost in your current SAP landscape and how to unlock it early.

The coffee is on us (we'll send a voucher\*) – to help stimulate a refreshing conversation on turning modernization into a measurable return.

[Get in touch](#)

\*T&Cs apply.