

Migrating a Global Consumer Products Manufacturer to SAP Cloud ERP

This client is a well-known manufacturer, distributor, and marketer of consumer personal care products. The company's primary products include fabric care, health and well-being, home care, and personal care.

The client had been using SAP ECC for the past 15 years before making the decision to migrate to SAP Cloud ERP. The program was designed to address several business challenges:

- Aging SAP ECC platform approaching end of support
- Need to reduce infrastructure and operational risk
- Desire to establish a cloud-based digital core
- Support for future acquisitions and legal entities
- Improved data governance and analytics

The growth of the SAP ECC database over time created a significant migration challenge. Moving the database to SAP Cloud ERP required the team to address cutover downtime and transform data for the new S/4HANA data structures. The migration would also require purging data that had exceeded retention policies and transforming historical data to support reporting for the new legal entity.

To address these requirements, the team developed a Selective Data Transition (SDT) approach. This approach reduced cutover downtime, migrated only business-relevant historical data, aligned data with corporate retention policies, and simplified the transition to SAP Cloud ERP.

As a result of this engagement, the client achieved business continuity throughout the transition, aligned the system data with their retention policies, and quickly gained proficiency in the new functionality.

Consumer Products Case Study

PROJECT OVERVIEW

INDUSTRY



Consumer Products

PRODUCTS AND SERVICES



Personal Care Products

PRIMARY OBJECTIVES

- Modernize the core by migrating aging SAP technologies to more current SAP platforms
- Identify underutilized or duplicate investments to enhance asset utilization and increase licensing efficiencies
- Rationalize the existing application portfolio into SAP S/4HANA capabilities and the related SAP roadmap, identifying leading-class strategic technology needs where appropriate
- Maintain the Brownfield and Greenfield approach while determining the appropriate degree of required or recommended transformation

RESOLUTION

- Developed and executed an SDT strategy that migrated only required historical data while reducing cutover downtime
- Designed and implemented enterprise Master Data Governance (MDG) supporting North American and European operations
- Strengthened financial controls by deploying Governance, Risk, and Compliance (GRC) functionality
- Assessed organizational change impact and executed an OCM strategy with supported training
- Led end-to-end testing, cutover planning, hypercare, and business readiness activities

KEY BENEFITS

- Migrated from on-premise SAP ECC to SAP Cloud ERP with minimal business disruption, reducing future infrastructure and support risk
- Achieved rapid stabilization of order processing, billing, and financial operations following go-live
- Completed month-end financial close
- Established a centralized MDG model across North America and Europe
- Implemented a global GRC framework
- Created a foundation for future AI and analytics capabilities
- Developed a repeatable migration framework for future global deployments
- Prepared business users for the transition through structured training and OCM, supported by SAP Enable Now simulations



KPIs

- 100% business continuity for order processing within a week of go-live
- Billing and payment processing returned to historical operating levels within four weeks of go-live
- Manufacturing operations resumed on schedule
- Enterprise reporting adoption reached full utilization during hypercare

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