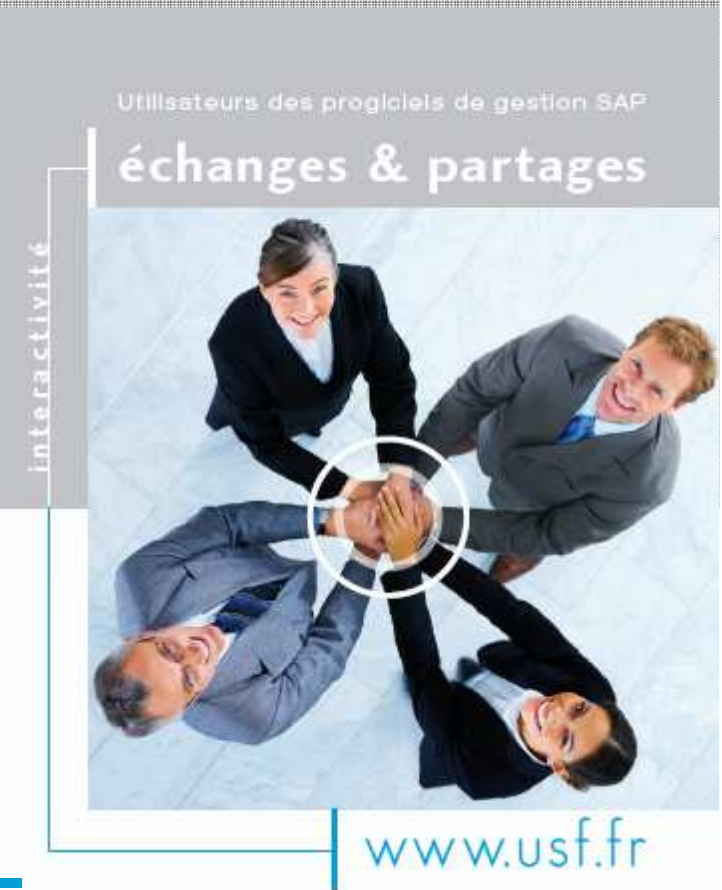


# Résultats de l'observatoire et du Livre Blanc sur les migrations SAP ECC6.0

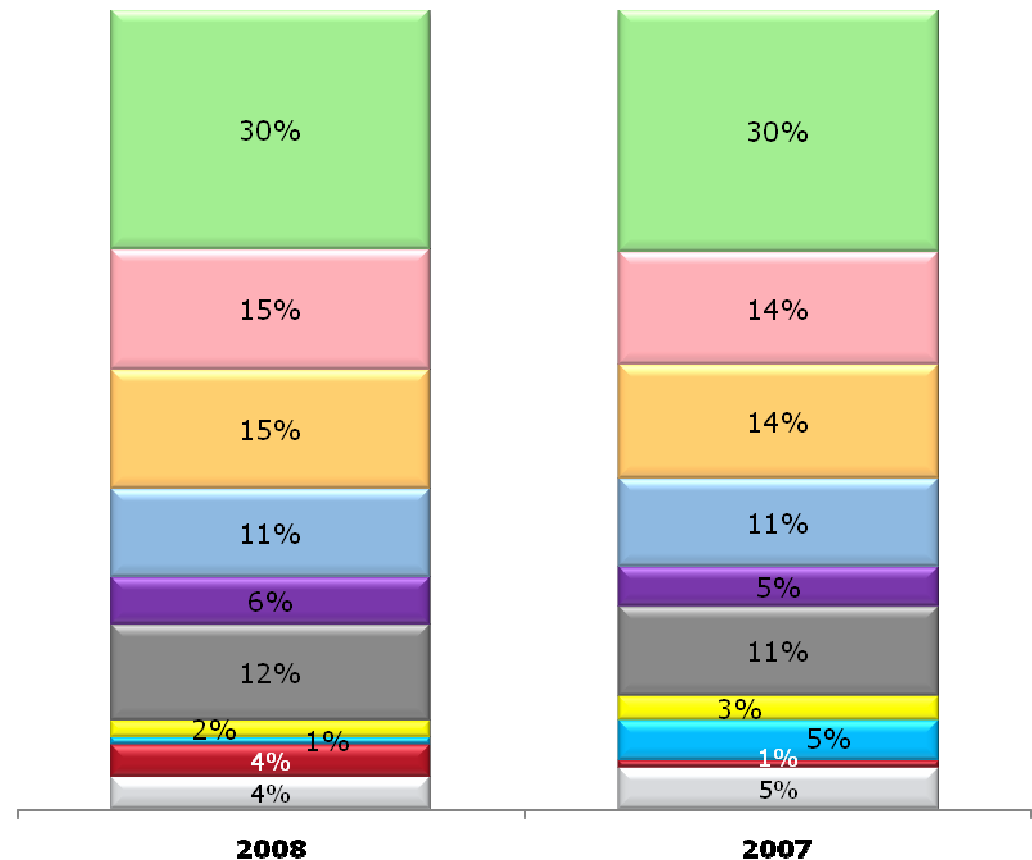
USF – ASK – Bearing Point –  
SAP



## Les raisons de la montée de version

La part de chaque réponse sur le nombre total de réponses reçues

- Fin de la maintenance standard de votre version SAP
- Suivi de l'offre éditeur
- Demandes d'amélioration fonctionnelles
- Mise en place d'une nouvelle couverture fonctionnelle SAP
- Infrastructure obsolète
- Augmentation des coûts de maintenance
- Demande de "re-design" des processus de gestion
- Réduction des coûts techniques du paysage système grâce à cette migration
- Fusion/Acquisition
- Autres

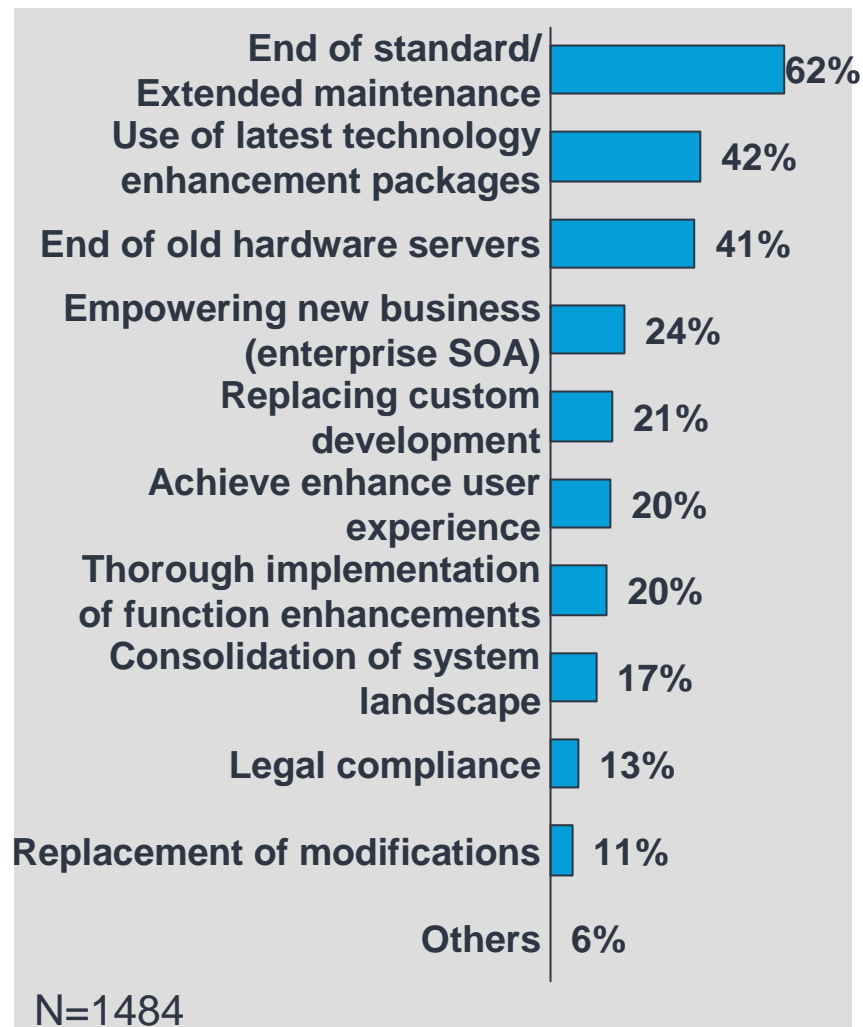


En 2008, les justifications de la montée de version sont comparables à 2007. L'une des raisons le plus souvent citée est la fin de la maintenance standard (30%)

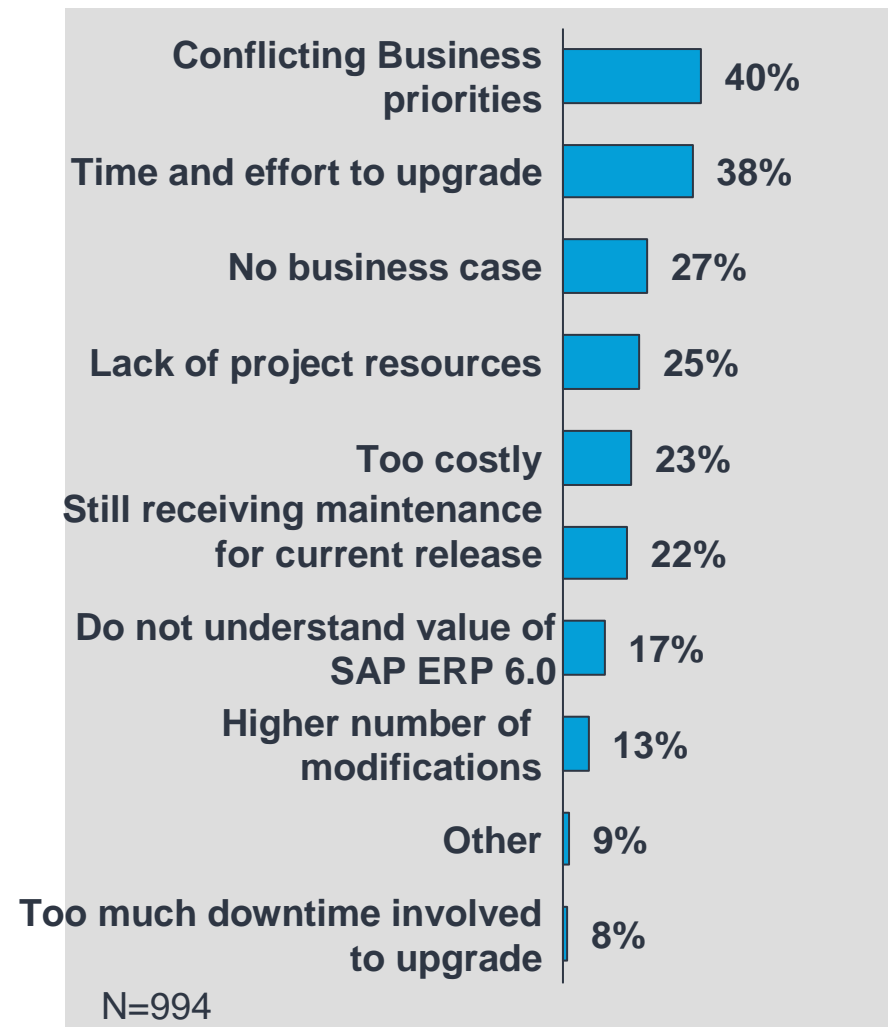


# Main Reasons to Upgrade and not to Upgrade to SAP ERP 6.0 – Worldwide Results

## Why Upgrade



## Why not

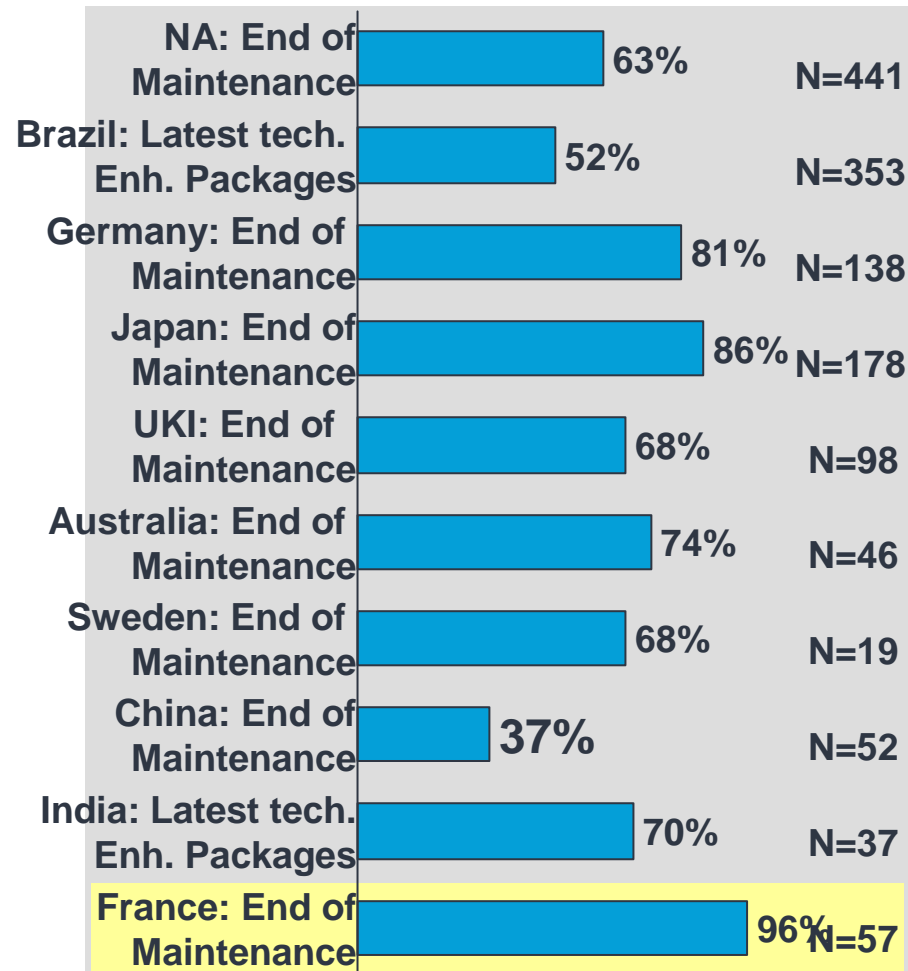


The report include answers from the following 360°U pgrade adoption programs: North America (Jan 2008), Brazil (March 2008), Germany (March 2008), Japan (March 2008), UK & Ireland (March 2008), Australia (April 2008), Sweden (April 2008),China (May 2008), India (May 2008) and France (Sept 2008)

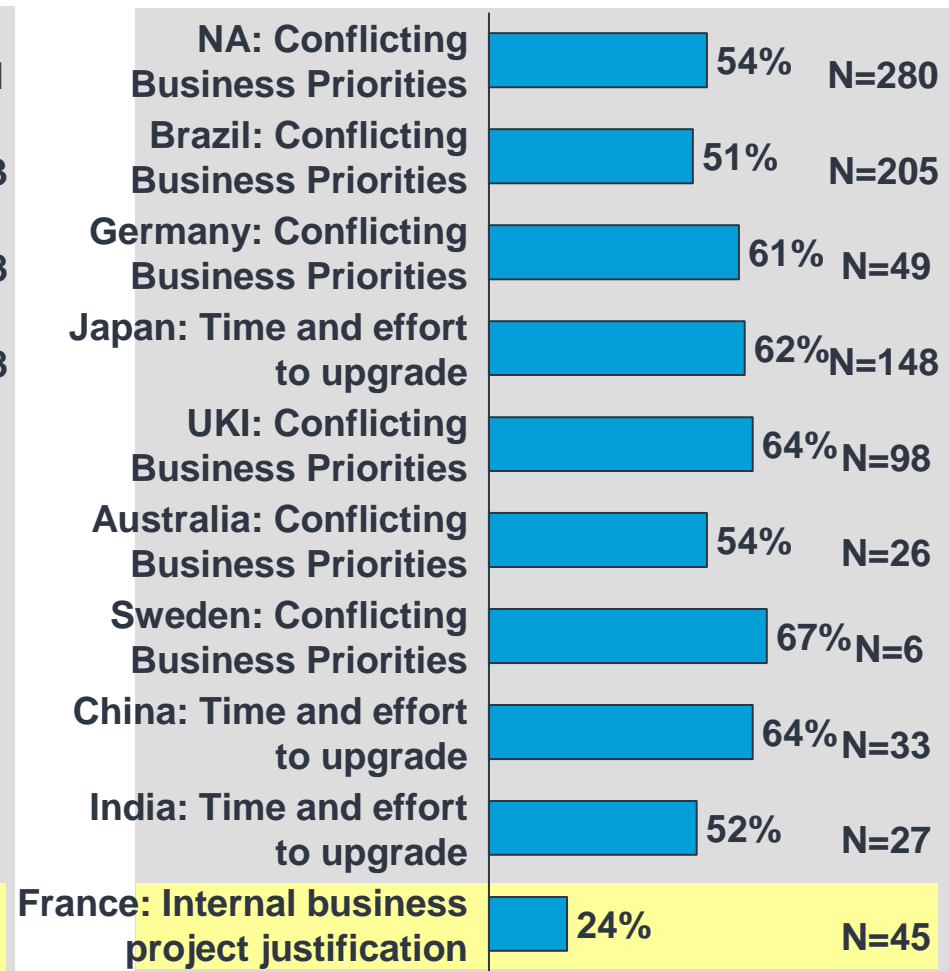


# Primary Reason to Upgrade and not to Upgrade to SAP ERP 6.0 – by Country

## Why Upgrade



## Why not



The report include answers from the following 360°U pgrade adoption programs: North America (Jan 2008), Brazil (March 2008), Germany (March 2008), Japan (March 2008), UK & Ireland (March 2008), Australia (April 2008), Sweden (April 2008),China (May 2008), India (May 2008) and France (Sept 2008)

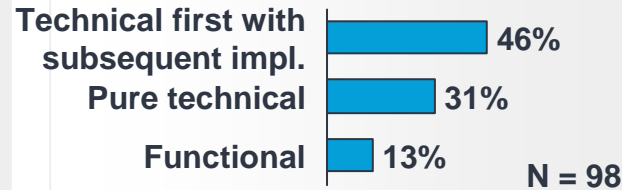


# Upgrade Approach

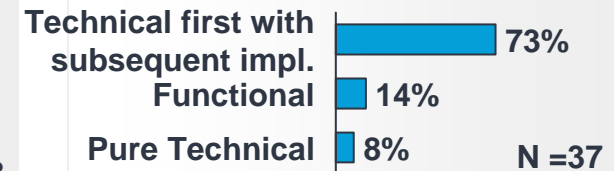
## North America



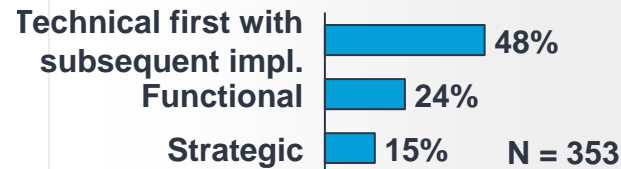
## UKI



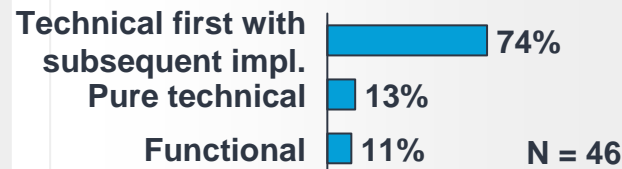
## India



## Brazil



## Australia



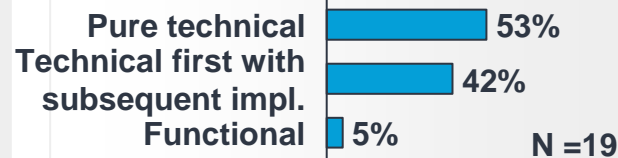
## France



## Germany



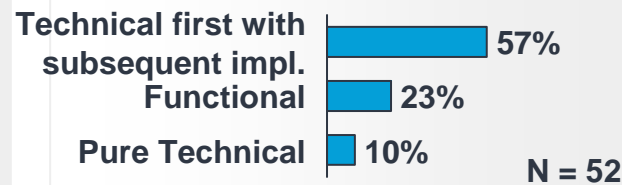
## Sweden



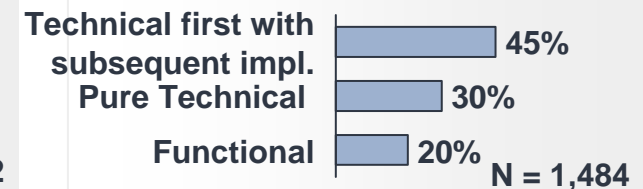
## Japan



## China



## Global

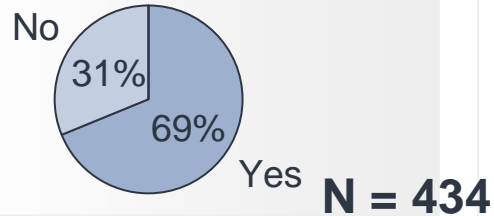


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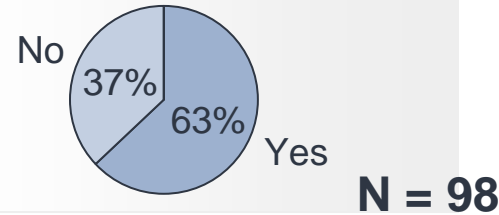


# Use of SAP Solution Manager more than key generation

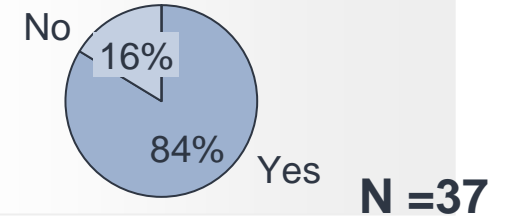
## North America



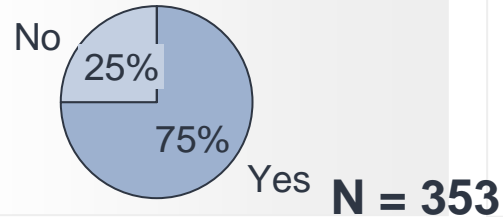
## UKI



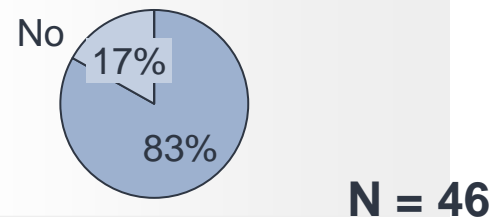
## India



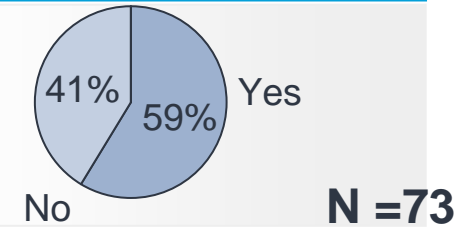
## Brazil



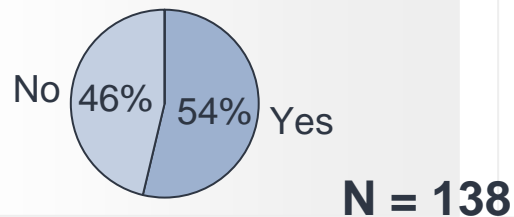
## Australia



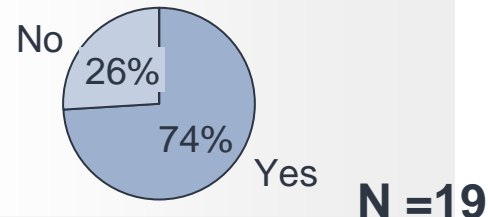
## France



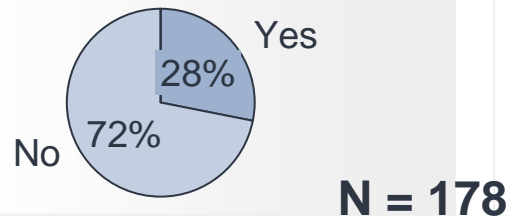
## Germany



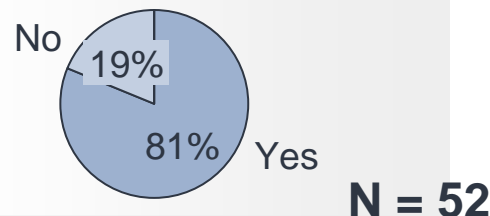
## Sweden



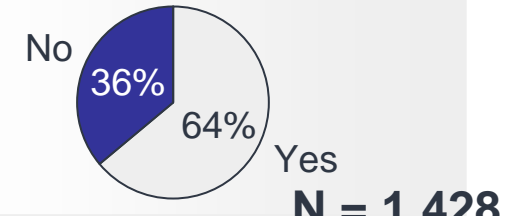
## Japan



## China



## Global

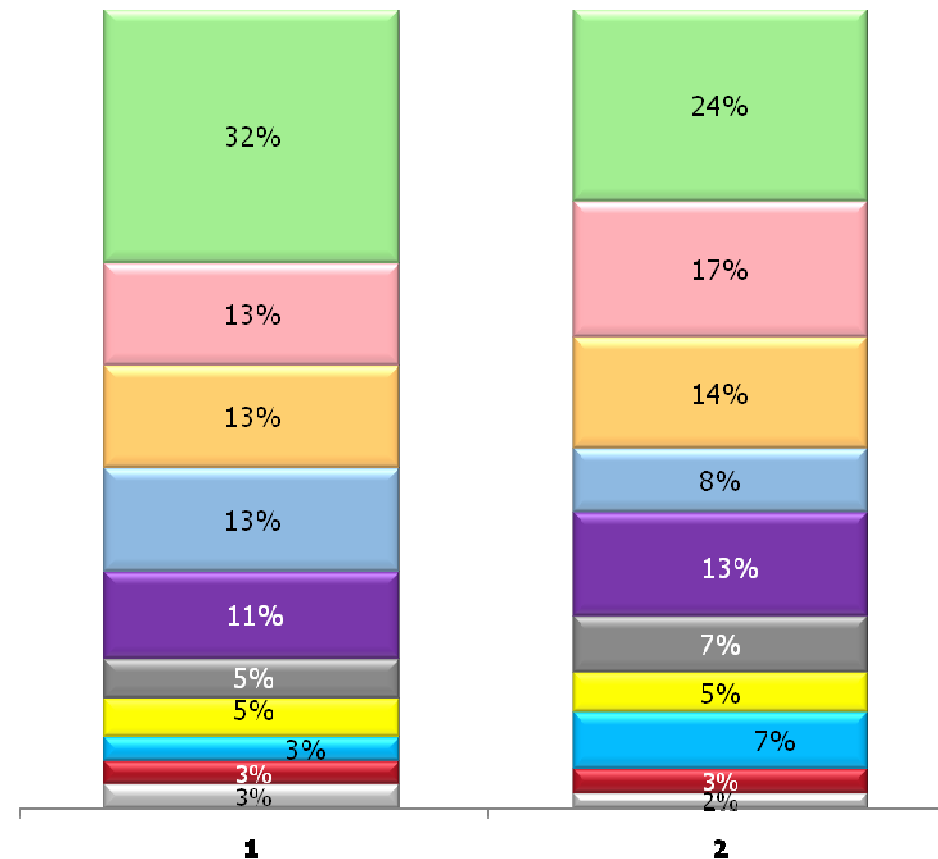


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## Les freins au lancement du projet de migration

### La part de chaque réponse sur le nombre total de réponses reçues

- Justification interne du projet encore incertaine
- Ressources internes non disponibles
- Absence de budget
- Importance de l'effort de conduite du changement
- Compréhension de l'offre SAP ERP 6.0
- Architecture technique cible non arrêtée
- Autres
- Expérience d'Upgrade limitée
- Partenaires ou ressources externes non identifiés
- Ressources internes inexistantes



Si l'on considère l'intégralité des réponses reçues, la justification interne du projet encore incertaine représente une part plus importante des freins en 2008 (32%) qu'en 2007 (24%)

**Merci de votre attention**