

WHITEPAPER · SAP CLOUD ERP IMPLEMENTATION WITH HPC

From today to go-live: how we guide you.

No guesswork. No flying blind. A clear plan from the very start.

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🏢 HPC Aktiengesellschaft





OVERVIEW

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How a SAP Cloud ERP implementation with HPC unfolds: from the first conversation through the HPC hybrid model to stable operations after go-live.

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CHAPTER 01

At a glance

A SAP Cloud ERP implementation is one of the most significant investments a company can make in its digital future. And as with any major decision, plenty of questions come up beforehand:

- What does a SAP Cloud ERP implementation project at HPC actually look like?
- What is expected of us as a company, and what do you take care of?
- How do you make sure the system truly fits our processes?
- When can we go live?

With this whitepaper we want to answer these questions even before the first conversation. **Transparency is not a marketing promise for us; it is part of how we work.**

For over 40 years we have supported companies with SAP projects. Building on this experience, we developed the **HPC hybrid model**: a semi-agile project approach that combines the predictability of classic methods with the flexibility of agile sprints. The result is SAP Cloud ERP implementations that reach go-live quickly and are still tailored precisely to your processes.

CHAPTER 01

In this whitepaper you will learn ...

- ... how we find out together whether and how we want to work with each other.
- ... how we use a Digital Discovery Assessment to realistically estimate the effort for your project.
- ... how we set up your project in a structured way from the start.
- ... how the HPC hybrid model works and why it is particularly suited to greenfield projects.
- ... and what happens after go-live.

We hope you enjoy reading it, and we are always available for any questions.



Marcel Höfer

Team Lead Cloud ERP, HPC Aktiengesellschaft

CHAPTER 02

Before we work together

Choosing the right SAP partner

Not every SAP consultancy is the same. And not every partner is the right fit for every company.

Before you make a decision, it is worth asking a few fundamental questions: of us, but also of any other provider.

Does the partner have real project experience in your industry?

SAP covers an enormous range of functionality. What matters is whether your consultant knows not only the software but also the processes, challenges and specifics of your industry. HPC is a certified SAP Gold Partner with a focus on logistics, supply chain, manufacturing and retail. Our consultants bring experience from comparable projects. That shortens ramp-up times and avoids typical beginner mistakes.

Can the partner show concrete references and project results?

Promises are easily made. Better to see for yourself, based on real customer projects: which challenges were solved? How did the go-live go? What improved measurably? You will find our success stories at www.hpc.de/unternehmen/success-stories.html.

Who is your personal contact, and how experienced are they?

In many consultancies a project is sold and then handed over to junior consultants. At HPC it is different: your project lead has many years of experience from comparable implementation projects and personally guides you through every phase.

CHAPTER 02 · CHOOSING THE RIGHT SAP PARTNER

How is the project team set up?

A SAP Cloud ERP implementation project is not a one-person job. At HPC you work with a well-coordinated team: a project lead, functional consultants from the relevant modules (e.g. FI/CO, MM, EWM, SD) as well as technical experts for development and integration. Our Solution Architect plays a central role, a position we have established in our projects. They keep the overall architecture in view and ensure that business requirements and technical implementation fit together from the very start.

Is there a defined project approach, and how transparent is it?

Without a clear methodology, a SAP project quickly turns into flying blind. HPC works with the HPC hybrid model, which is based on SAP Activate: a structured, transparent approach with clearly defined phases, regular interim acceptances and a visible task list (backlog) for everyone involved. You always know where the project stands and what comes next.

Are budget and timeline realistically defined?

Honesty from the start matters more to us than a pretty proposal. Even before the proposal we carry out a Digital Discovery Assessment to realistically estimate effort and budget. In doing so we speak openly about risks, dependencies and the resources needed on your side.

Is the chemistry right?

That may sound soft, but it is decisive. A SAP Cloud ERP implementation project lasts several months. During that time both teams work closely together. That is why we place great value on the personal impression from the very first conversation.

CHAPTER 02

From first contact to decision

1

First contact and getting to know each other

It usually all begins with a phone call or an email. In this first conversation we clarify together: does the project fit our experience? Are the conditions realistic? And is there genuine interest in working together on both sides? If so, we arrange a date for a joint workshop.

2

Workshop and situation analysis

In a structured workshop, on site with you or online, we capture your current situation, your processes and your goals. What should SAP Cloud ERP achieve? Which challenges should the implementation solve? Based on this workshop we define the scope for the further analysis.

3

Digital Discovery Assessment (DDA)

Before we make you a proposal, we carry out a Digital Discovery Assessment: the standard procedure provided by SAP for structured effort estimation, independent of the solution chosen later. Together with you we capture your business processes, system landscape and requirements and compare them with the functional scope of SAP Cloud ERP. The result is a solid assessment of the scope, effort and complexity of your project. It is the basis for a realistic and transparent proposal.

4

Proposal and decision

Based on the Digital Discovery Assessment you receive a complete, well-founded proposal from us. We discuss it together, clarify open questions and give you enough time for an informed decision. If it fits, we put the contractual basis in place, and then we can get started.

CHAPTER 03

Project start: the HPC hybrid model

Our methodology: structured, flexible, transparent

SAP Cloud ERP implementation projects rarely fail because of the technology. They fail because of unclear requirements, poor communication and a lack of knowledge building on the customer side. This is exactly where the HPC hybrid model comes in.

Our approach combines the best of two worlds: the predictability and reliability of classic project methods with the adaptability of agile ways of working. It builds on **SAP Activate**, SAP's standard methodology, and extends it with agile sprints and full transparency. The result is a project approach that gives you orientation from the start while leaving enough flexibility to respond to new insights.

What the HPC hybrid model means in practice:

- At the start of the project, not every requirement has to be fixed down to the last detail. Only over the course of the project do both sides really get to know the future system and its possibilities. We therefore start with a rough requirements capture and refine the details together in manageable steps.
- All open and planned implementation items are kept in a transparent backlog list. This list is visible to everyone involved, is prioritized by a responsible person on your side and forms the basis for every sprint.
- Regular interim acceptances and quality gates ensure that you actively track progress, can give feedback early and that the go-live comes as no surprise.

CHAPTER 04

Phase by phase to go-live

Discover

Analysis and strategic planning

Before the actual project starts, we analyze your starting situation together. What are your core business processes? Which weaknesses should SAP Cloud ERP address? What goals are you pursuing with the new implementation? We do not look at the SAP project in isolation but place it within your overall IT strategy. This ensures that the new solution fits your existing system landscape and your long-term goals. Together we work out the strategic direction and define which SAP modules and functional areas are covered in the project.

The result of the Discover phase is a clear project outline: scope, goals, rough requirements and an initial estimate of effort and timeline, which we already sharpened in the Digital Discovery Assessment before signing the contract.

Prepare

Project setup and first sprints

Now the project is set up. We assemble the HPC project team, run the kick-off meeting and bring everyone involved to the same level. A particular focus is on training and enablement: through targeted training and self-enablement offerings we build the necessary knowledge across everyone involved in the project. This way everyone understands what it is about, speaks the same language and can make informed decisions: the basis for a smooth project.

Explore

Fit-gap analysis and process design

The Explore phase is the heart of the project. Here we analyze in detail which of your processes can be covered directly by SAP standard functions (fit) and where adaptations are needed (gap). Together with your departments we capture the relevant processes in detail, prioritize them and decide: what must be implemented in the project? What is optional? The result is a clear, agreed process design. It is the basis for implementation.

CHAPTER 04 · PHASE BY PHASE TO GO-LIVE

Realize

Iterative
implementation with
interim acceptances

Based on the agreed process design, implementation begins. We work in sprints with defined deliverables and regular acceptance dates. At any point you can see what already works and can actively influence things before everything is finished.

Alongside the functional implementation, in this phase we also support data migration, system integration and preparing users through targeted training. Before go-live we put the solution to the test together: in integration tests we check the smooth interaction of all processes and interfaces, and in the user acceptance test your users confirm that the solution works as intended in day-to-day work. This way you go live with the confidence that everything fits together.

Deploy

Go-live and hypercare

Go-live is a milestone, but not an end. In the Deploy phase we closely support the start of productive operations: cut-over planning, data transfer, parallel operation and the switch to the new system are carefully prepared and carried out. In the period immediately after go-live, the hypercare phase, we are at your side with increased presence. Questions that arise and the first operational experiences are picked up and resolved right away.

Run

Steady-state
operations, support
and further
development

When the hypercare phase ends, the project moves into steady-state operations. HPC stays at your side: our application support team is available for questions, error analysis and ongoing optimization. Beyond that we support you in the continuous development of your SAP landscape.

CHAPTER 05

After go-live

Your SAP landscape grows with you

A successful go-live is the beginning, not the end. Most of our customers discover new potential during operations: processes that can be mapped even better. Functions that have not been used yet. New requirements that arise from growth or changing conditions.

HPC supports you in this phase too: with continuous support, regular review meetings and the experience of hundreds of completed SAP projects. We know your system, your processes and your history.

What you can expect after a year with HPC:

- A productive SAP Cloud ERP system that reliably maps your processes.
- A team on your side that understands the system and works with it independently.
- An overview of optimization potential for the next steps.
- A consulting partner who knows your situation and loses no time getting up to speed.

CHAPTER 06

About HPC

HPC Aktiengesellschaft is a certified **SAP Gold Partner** with offices in Mannheim and Hamburg. For over 40 years we have supported mid-sized and large companies with SAP Cloud ERP implementations, migrations, development and ongoing operations.

Our strengths lie in supply chain & logistics, EWM & MFS, finance & controlling, materials management, production as well as SAP user interfaces and cloud solutions. With our own solutions such as the Mobile Builder, HPC Connector, the HPC Warehouse Control Center and HPC Change Management, we complement the SAP standard offering where it makes sense.



What sets us apart

We think in solutions, not in hours. We speak openly when something is not working. And we stay on board until the project is truly finished.

CONTACT

Get in touch

We would be glad to discuss your specific project in a personal conversation.

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Please note: this document provides a general overview of our project approach. The exact design always depends on the individual requirements and conditions of your company.