



The Truth About RISE with SAP & S/4 HANA

What's Included, What's Not, and How to
Build a Roadmap That Won't Fail

About Markgraf Consulting & Your Speaker

MARKGRAF CONSULTING

Markgraf Consulting is a specialized SAP consulting firm delivering SAP Security, Basis support, and IT Managed Services.

What We Do:

- ▶ SAP Security Architecture & GRC
- ▶ SAP Basis Administration & Cloud Operations
- ▶ RISE Readiness Advisory & Migration Planning
- ▶ IT Managed Services (MSP)

We work with organizations navigating the transition from legacy SAP environments to S/4HANA Cloud and RISE, providing hands-on expertise across the technical, security, and operational dimensions of the journey.

[markgrafconsulting.com](https://www.markgrafconsulting.com)



YOUR SPEAKER

Joe Markgraf

Owner & Principal Consultant, Markgraf Consulting

SAP Background:

- ▶ Basis & Security Administration
- ▶ Former Cloud Architect at SAP
- ▶ Former Technical Quality Manager at SAP NS2
- ▶ Designed SAP cloud reference architecture
- ▶ Led customer migrations to SAP HEC (now RISE)

Joe brings direct, inside experience from SAP's own cloud operations team. He helped design the architecture that became RISE and guided enterprise customers through their cloud transitions before founding Markgraf Consulting.

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Today's Agenda

01

Understanding SAP RISE

02

Public vs. Private Cloud

03

Technical Considerations

04

BTP & SAP's Cloud Ecosystem

05

License Changes with S/4HANA

06

FUE — Full Use Equivalent Licensing

07

What's Included — and What's Not

08

Alternatives to SAP RISE

09

SAP ECS — Enterprise Cloud Services

10

Staffing Your Migration & Beyond

11

Roles & Responsibilities — The Critical Document

12

Building Your Roadmap to RISE

Understanding SAP RISE

RISE with SAP is a subscription-based cloud ERP bundle that packages S/4HANA Cloud, infrastructure, migration tools, BTP credits, and SAP enterprise support under a single contract.

1

S/4HANA Cloud

Private or Public Edition hosted on a hyperscaler (AWS, Azure, GCP) — the core ERP engine.

2

Business Process Intelligence

Signavio-powered process mining and benchmarking to guide your transformation.

3

SAP BTP Credits

Starter credits for Integration Suite, Analytics Cloud, and extension tools.

4

Tools & Services

Cloud ALM, migration cockpit, premium support, and SAP-managed operations.

Bottom line: RISE is not just a product — it's a commercial and technical framework for cloud ERP transformation.

Public vs. Private Cloud — Which Path is Right for You?

Public Cloud

- ▶ SAP-managed multi-tenant environment
- ▶ Standardized processes — limited customization
- ▶ Mandatory quarterly upgrade cadence
- ▶ Lower TCO for high-standardization orgs
- ▶ Extensions via BTP only (no custom ABAP)
- ▶ Region-based data residency
- ★ **Best for: Greenfield, less complex organizations**

Private Cloud

- ▶ Dedicated tenant on your chosen hyperscaler
- ▶ Brownfield-friendly — supports custom code
- ▶ Flexible upgrade schedule (SAP-coordinated)
- ▶ Higher control, higher total cost
- ▶ ABAP extensions + BTP supported
- ▶ Configurable data residency by contract
- ★ **Best for: Complex, regulated industries**

Key Decision Factor: Degree of customization tolerance and process standardization will drive this choice more than cost alone.

Technical Considerations — Performance & Integration

Performance

Network Latency

Cloud proximity to operations matters; evaluate hyperscaler region availability carefully.

HANA In-Memory

Native HANA performance gains; workloads must be analyzed pre-migration.

Sizing & Scaling

SAP manages infra scaling, but initial T-shirt sizing requires thorough discovery.

Batch Workloads

Review existing batch runtimes — cloud I/O patterns differ from on-prem.

Integration

SAP Integration Suite

BTP-based iPaaS replaces PI/PO; migration effort is routinely underestimated.

Third-Party Systems

Existing EAI/middleware needs reassessment — APIs vs. iDocs vs. BAPIs.

RFC / Custom Interfaces

RFC-based integrations require redesign; SAP pushes to REST/OData patterns.

Data Governance

Master data harmonization is critical; MDG adoption is often necessary.

BTP & SAP's Cloud Ecosystem — How It All Fits Together

Integration Suite

Replaces PI/PO
iPaaS connectivity

App Development

BAS, CAP framework,
Fiori extensions

Analytics Cloud

SAC replaces BW/BO
stack

SAP BTP

Business Technology
Platform

Core of RISE

Data & Analytics

Datasphere,
Data Marketplace

AI & Joule

Generative AI,
document extraction

Process Automation

SAP Build,
RPA capabilities

RISE includes starter BTP credits — enterprise integration & analytics scenarios require additional BTP licensing.

EXPERT IT SERVICES. PROVEN RESULTS.

License Changes with S/4HANA — What's Changing

Perpetual → Subscription

MAJOR SHIFT

ECC/R3 perpetual + annual maintenance becomes an annual subscription model with consumption-based components built in.

User-Based Licensing

REVIEW USERS

Named User licenses replace engine-based pricing. Advanced, Core, and Self-Service Users carry significantly different price points.

Digital Access Licensing

AUDIT REQUIRED

SAP has formalized Digital Access. Every document created via API from a third-party system may require a document license.

BTP Consumption Model

PLAN AHEAD

BTP services are metered. RISE includes starter credits, but serious integration or analytics work will exceed base allocation.

ECC Maintenance Timeline

2027 / 2030

SAP mainstream maintenance for ECC ends 2027 (extended 2030 for some). The clock is ticking — RISE is SAP's preferred migration path.

Clean Core Enforcement

CODE IMPACT

RISE enforces clean core — custom ABAP that touches SAP standard tables must be refactored to BTP extensions or deprecated.

FUE — Full Use Equivalent Licensing

FUE (Full Use Equivalent) is SAP's method of converting all named user licenses to a common unit so that different user types can be compared, bundled, and priced consistently in the RISE subscription.

Advanced User

1.0 FUE

Full system access
All transactions
Typically finance, logistics, IT

Power users, controllers, IT admins

Core User

0.3 FUE

Defined task access
Limited transaction scope
Process-specific roles

Warehouse staff, procurement clerks

Self-Service User

0.1 FUE

Simple self-service tasks
Employee/manager portal
Limited Fiori apps

ESS/MSS users, expense submitters

Why This Matters:

FUE aggregation can dramatically change your licensing cost. Many organizations discover in contract negotiations that reclassifying users from Advanced to Core or Self-Service can reduce RISE subscription costs significantly — but user access must be genuinely restricted to match. SAP audits this.

What's Included — and What's Not

INCLUDED IN RISE

- ✓ S/4HANA Cloud (Private or Public Edition)
- ✓ Hyperscaler infrastructure (AWS, Azure, GCP)
- ✓ SAP Business Process Intelligence (Signavio)
- ✓ SAP Cloud ALM — lifecycle management
- ✓ Starter BTP credits (Integration, Analytics)
- ✓ SAP-managed basis & OS-level operations
- ✓ SAP Enterprise Support — SAP ONE Support
- ✓ SAP Premium Supplier Network access

NOT INCLUDED

- ✗ Application management / functional support
- ✗ Custom development and ABAP remediation
- ✗ Data migration labor and execution
- ✗ Third-party software licenses
- ✗ Extended BTP usage beyond starter credits
- ✗ Training, change management, adoption
- ✗ System integrator / consulting fees
- ✗ Cutover planning & hypercare staffing

Alternatives to SAP RISE

Self-Managed S/4HANA (On-Premise)

Pros

- + Full landscape control
- + No subscription lock-in
- + Flexible upgrade timing

Cons

- High capex; in-house Basis team
- ECC deadline still applies
- Full infrastructure ownership

Best for: Regulated industries or orgs with significant custom IP

Hyperscaler Hosted (BYOL / PCE-Style)

Pros

- + Choose your cloud provider
- + Leverage existing cloud deals
- + Flexible contract terms

Cons

- You own Basis & OS layer
- No SAP-bundled SLA
- Complex licensing reconciliation

Best for: Mature cloud ops teams with existing hyperscaler relationships

S/4HANA Public Cloud (Without RISE)

Pros

- + Lower entry cost
- + Rapid deployment
- + SAP-managed environment

Cons

- Very limited customization
- Rigid process standards
- Minimal BTP credits

Best for: Smaller orgs fully adopting SAP best-practice processes

Hybrid / Phased Migration

Pros

- + Reduce big-bang risk
- + Validate value early
- + Staged investment model

Cons

- Dual-maintenance burden
- Integration complexity rises
- Longer total timeline

Best for: Large complex landscapes where full cut-over carries too much risk

SAP Enterprise Cloud Services (ECS) — What SAP Actually Manages

SAP ECS is the managed services layer within RISE Private Cloud. It defines — precisely and contractually — which technical operations SAP performs on your behalf. Understanding ECS scope is essential; every task outside it falls to you or your SI.

Infrastructure & OS

Hardware provisioning, OS installation, patching and updates, high-availability configuration, disaster recovery, and backup management.

HANA Database Admin

Database installation, patching, monitoring, performance at the DB layer, and HANA system replication configuration.

SAP System Operations

System start/stop, transport management setup, kernel upgrades, system copies, and scheduled maintenance operations.

Security & Compliance

Infrastructure-level security patching, network isolation, encryption at rest/in transit, and compliance certifications (ISO, SOC 2, etc.).

Monitoring & Alerting

Proactive system monitoring, automated alerting for infrastructure health, and incident response at the platform layer.

Upgrade Coordination

For Private Cloud: SAP coordinates and executes infrastructure and S/4HANA upgrade steps. Customer owns testing and sign-off.

ECS Scope Boundary: Application configuration, custom code, functional support, BTP services, and all end-user training are explicitly outside ECS scope.

Staffing Your Migration & Beyond

DURING MIGRATION

Project Manager / PMO

Critical — RISE projects are commercially and technically complex

SAP Basis Architect

Cloud landscape, sizing, transports, security baseline

SAP Security Consultant

Role redesign is mandatory in S/4 — auth concept must be rebuilt

Functional Leads (per module)

Business process sign-off and fit-to-standard gap analysis

ABAP / Clean Core Developer

Custom code remediation and BTP extension development

Integration Specialist

Integration Suite design, PI/PO migration, interface testing

Data Migration Lead

LTMOM/LTMC execution, data quality governance, reconciliation

POST-GO-LIVE STEADY STATE

AMS / App Support Team

SAP does NOT provide functional application support in RISE

SAP Security Admin

User provisioning, SoD management, audit response

BTP Administrator

Subaccount mgmt, service provisioning, cost monitoring

Integration Monitor

Message monitoring, error handling, interface maintenance

Basis / Cloud Ops Liaison

Coordinate with SAP for transports, upgrades, incidents

Change Manager / Trainer

Ongoing adoption, process changes, new module rollouts

Reporting & Analytics Lead

SAC/Datasphere ownership, BW deprecation path

Roles & Responsibilities — The Most Critical Document in Your RISE Engagement

What is the R&R Document?

The Roles & Responsibilities document is a formal contractual exhibit in the RISE agreement that explicitly defines every operational task and assigns it to either SAP, the Customer, or a Shared responsibility. It is not a general overview — it is a task-by-task accountability matrix.

Why It Is Critically Important

Most organizations moving to RISE assume SAP manages far more than it actually does. When issues arise post-go-live — and they will — the R&R document determines who is responsible, who pays, and who must fix it. Disputes are won and lost here.

Primary Responsibility by Category:

SAP	Customer	Shared	Customer	Customer
Infrastructure	Application Support	Security & Compliance	Customization / Dev	Integration & BTP

⚠️ Critical Takeaway:

The R&R document is not typically negotiable — it is a fixed contractual exhibit. Customers who accept the default R&R without fully understanding it routinely find themselves responsible for tasks they expected SAP to handle. SAP offers Cloud Application Services (CAS) packages that can offload certain customer responsibilities to SAP for an additional fee. Engage a seasoned SAP advisor to review every line before signing so you understand exactly what you own.

Roles & Responsibilities — Key Areas in Detail

AREA	SAP PROVIDES	CUSTOMER OWNS
Infrastructure & OS	Fully managed: hardware, OS patching, backups, HA/DR configuration	Define requirements; approve maintenance windows
HANA Database	DB admin, patching, replication, performance at the database layer	Application-level tuning, index design, SQL review
S/4HANA Upgrades	Executes upgrade (Private: flexible schedule; Public: quarterly mandatory)	Regression testing, custom code impact analysis, UAT sign-off
Basis Operations	System operations, transport landscape, kernel, monitoring	Transport approvals, landscape design, client strategy
SAP Security (Infra)	Infrastructure security, network isolation, ISO/SOC2, encryption	Application roles, authorizations, SoD, GRC, audit response
Application Support	SAP ONE Support: incidents, patches, knowledge base	ALL functional support, configuration, user training, AMS
Custom Code & Dev	None — SAP does not support customer custom code	Owns 100%: ABAP remediation, BTP extensions, all custom work
Integration & BTP	Platform availability and monitoring only	Builds, configures, and maintains all interfaces and BTP content

Key Takeaway: Review the R&R line by line before signing. Where your team lacks capacity, evaluate CAS packages to shift those responsibilities to SAP.

Building Your Roadmap to RISE — Key Considerations

Phase 1 Discovery & Assessment

- Custom code analysis
- Integration inventory
- License baseline audit
- Fit-to-standard gaps
- Process maturity review

Phase 2 Cloud & Deployment Strategy

- Public vs. Private decision
- Hyperscaler selection
- Brownfield vs. Greenfield
- Landscape design
- BTP scoping

Phase 3 Contract & Licensing

- RISE contract review
- R&R document negotiation
- FUE user classification
- BTP credits planning
- SI partner selection

Phase 4 Build & Migrate

- Integration Suite build
- Security role redesign
- Data migration execution
- Clean core remediation
- UAT & test strategy

Phase 5 Go-Live & Hypercare

- Cutover rehearsals
- Hypercare staffing
- AMS engagement
- Post-go-live monitoring
- Adoption & training

RISE Navigator — Markgraf Consulting Advisory Service

A comprehensive 4-month advisory engagement that assesses your technical readiness, aligns business processes, mitigates risks, and builds the governance structures required to operate in a RISE-managed cloud environment.

WHAT YOU GET

- ▶ RISE Readiness Executive Summary
- ▶ 12–24 Month Transformation Roadmap
- ▶ Infrastructure & Architecture Assessment
- ▶ Security & Compliance Review
- ▶ Integration & Interface Inventory
- ▶ ECC to S/4HANA Fit/Gap Analysis
- ▶ RICEFW Impact Summary
- ▶ R&R Document Review
- ▶ Risk Register & Mitigation Plan
- ▶ Go/No-Go Readiness Scorecard
- ▶ Program Governance Model

HOW IT WORKS

- Phase 1:** Discovery & Mobilization
Onsite kickoff, stakeholder alignment, data collection
- Phase 2:** Current-State Assessment
Technical, functional, and operational deep-dive
- Phase 3:** Gap Analysis & Remediation
ECC-to-S/4 mapping, remediation tracker
- Phase 4:** Architecture & Governance
Target cloud architecture, operating model design
- Phase 5:** Roadmap & Execution Planning
Workstream plans, resource & timeline estimates
- Phase 6:** Executive Readout
Onsite presentation, Go/No-Go recommendation

ENGAGEMENT DETAILS

- Duration:** ~4 months end-to-end
- Team:** Dedicated 2-person consulting team (technical + functional)
- Delivery:** Primarily remote; onsite for kickoff and executive readout
- Outcome:** Clear understanding of current state, a concrete roadmap, and a Go/No-Go recommendation backed by a readiness scorecard

Interested? Reach out:
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Key Takeaways

- RISE is a framework, not a magic button – implementation complexity doesn't disappear in the cloud.
- Public vs. Private is a business decision first, a technology decision second.
- FUE licensing: classify your users correctly before signing – it directly impacts your subscription cost.
- Read the R&R document line by line before you sign. It defines your operational reality post-go-live.
- ECS defines what SAP manages. Everything outside ECS scope is your team's responsibility.
- License audit before contract signing is non-negotiable – Digital Access surprises are real.
- Staff planning for migration AND steady-state is critical – and consistently under-budgeted.



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Thank You