

Accelerate SAP ERP Transformation Success

Your 4-Step Solution to the Risks of Migration



To outpace your competition—and accelerate transformation success—you need foundational solutions that:

- Lower your risks and costs.
- Put you in control.
- Provide accurate facts and solutions.
- Maximize your results with Best of Breed partners.

SAP ERP Transformations Face 4 Major Risks

Recent industry research and ERP studies show Industry averages from 2023-2026 for SAP migrations and transformations have identified 4 major risks.¹

1. Failure to Meet Business Objectives

- **55–75%** of ERP projects fail to achieve stated business goals¹
- Projections indicate **~70%+ by 2027**²

2. Budget Overruns

- **47–67%** of projects exceed budget expectations³
- Typical overruns range from **30–60%+**, with extremes up to ****189%****^{**4}
- Many implementations ultimately cost **2–4x original estimates**^{3,4}

3. Timeline Slippage

- **50–67%** of ERP projects exceed planned timelines³
- Average delays of **30%+**, often translating to **6–18+ months**⁵

4. Overall Success Rate

- Only **~30–45%** of projects succeed (on time, on budget, with expected benefits)^{3,5}
- Up to **25% fail catastrophically** (disruption, abandonment, or major rework)²

Traditional migration and transformation solutions are too slow, too costly, and likely to not change the risk profiles above.

The SAP, Red Hat, West Trax, and Partners 4-Step Solution.

Step One:

Fully understand your baseline—the Phase 0, SAP, as-is-landscape details.

An executive-suite view of your SAP transition is no longer enough.

Today, you need to understand how your business is conducted down to the lowest usage level including:

- Searchable filters.
- Industry benchmarks.
- SAP standard versus custom code.
- All users and landscape locations with access to each database.

Value:

3rd party, deep-level facts—based on a 1-day scan from the West Trax KPI Analyzer—allows major companies to use the results as a foundation for planning, budgeting, SAP decision analysis, RFPs, and Custom Code quick wins.

ROI:

~400%.

Step Two:

Use KPI Analyzer facts to build the best migration-model strategy for your next, 5-to-10-year, SAP systems contract.

Executive-level decisions about the transition process are more complex than ever.

Today you're faced with a full range of options, strategic decisions, and the ramifications of those decisions including:

- SAP RISE vs Private Cloud vs Public Cloud vs ECC to S/4HANA optimization.
- Greenfield, Brownfield, and Bluefield migration.
- Business needs and savings opportunities that should be reviewed.
- Globalized templates with localization optimization for major acceleration, savings and governance
- Extended enterprise supply chain and outer edge visibility with secure SAP EIC Red Hat containers
- Near-term M&A planning, or even a mix of Cloud, Hybrid, or On-Prem environments.

That's why it's so important to rely on Best of Breed vendors like West Trax, Red Hat, and partners to support and ensure your strategic objectives are managed with all the facts.

Step Three:

Automatically feed your detailed, as-is data, and level 5 and 6 facts into the SAP toolchain.

From Signavio and Walkme, to the SAP Cloud ALM and Joule, you need to validate the successful migration of initial and updated processes.

With the West Trax SAP BTP Engine Sandbox you accelerate test, validate, and innovate your BTP scenarios in a risk-free platform so you can:

- Design and integrate your business requirements into the new system.
- Accelerate cost savings, quality, and performance with governance visibility.

- Securely utilize fit-to-SAP Standard code, SAP BTP, and 3rd party apps.
- Deploy with confidence.

Value:

Each 1-2-hour rescan updates results in a single source of truth for all SAP design, implementation, and post implementation projects.

Plus, you have the 3rd-party facts to maximize system design to implement business-objectives and external audit solutions required in your industry.

ROI:

~ 1,000% and above.

Step Four:

The key to success.

A major challenge is engaging all levels of the organization to actively support your company-wide transformation project from beginning to end.

That's why building a change management culture across all employee levels—up to and including C-level is more critical than ever.

- Depending upon your objectives, we would be pleased to dive deeper with your team.

The ongoing result is a next-level of favorable risk and financial impact that increases total business value with an attentive and agile workforce.

Want to learn more?

Reach out to me for recommended next steps, and to put you in touch with the appropriate people from West Trax, SAP, Red Hat, and their associated service partners who will be able to focus on your specific needs .

Best Regards,

Jim Villwock,

CEO, Human Investment Advisory and West Trax Partner.

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1. Gartner. (2024). *ERP implementation failure rates and business outcome analysis.*
 - Widely cited statistic: 55–75% of ERP projects fail to meet objectives.
2. Gartner. (2025). *Forecast: ERP initiatives and digital transformation outcomes through 2027.*
 - Projection: ~70% of ERP implementations will fail to meet original goals; ~25% risk catastrophic failure.
3. Panorama Consulting Group. (2025). *Clash of the Titans 2025 ERP Report.*
 - Budget overruns: ~50%+
 - Timeline delays: ~60%
 - Success rates: ~30–40%
4. Panorama Consulting Group. (2025). *ERP Report Addendum: Cost and Duration Benchmarks.*
 - Average cost overrun up to 189%.
5. Standish Group. (2024). *CHAOS Report: Enterprise Project Performance.*
 - ~60–70% of large IT/ERP projects experience delays and/or budget overruns.
6. Information Services Group. (2026). *SAP S/4HANA Migration Trends and Risks.*
 - ~60% of SAP migrations exceed timelines and/or budgets.