

Deshoring

How agentic AI is cutting the cost and complexity of S/4HANA delivery



Introductions



Stuart Browne
Founder & CEO

Resulting^{it}

Stuart is a 29-year SAP expert and thought leader, author of *The Deshoring Manifesto*, and global expert in Agentic SAP delivery.



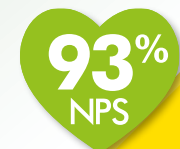
Ranjeet Panicker
SVP, Head of Business
Transformation & Architecture

Ranjeet is an SAP transformation leader, helping enterprises turn AI, architecture and business change into real-world value.



Paul Kurchina
SAP Community Evangelist,
Connector, Analyst and Advisor

Paul is a SAP community expert and leader, known for connecting architects, customers and partners across the global SAP ecosystem.



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What are you trying to achieve with SAP?



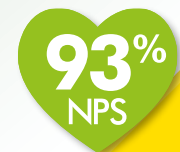
“I need help with my journey from ECC to S/4HANA”



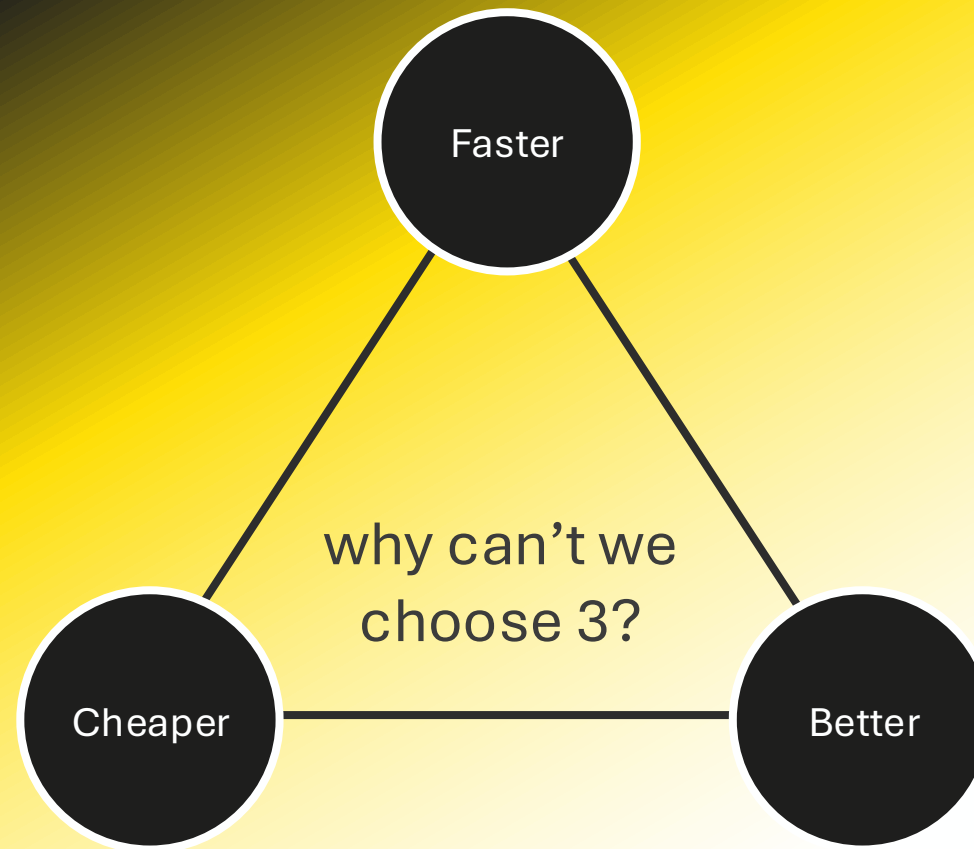
“I need help delivering a complex SAP project”



“I need to get value from my S/4HANA investment”



Now, the science



1000



Cheaper

Off

cheaper but slower



59%
cost-weighted
reduction

On



Faster



Better

De

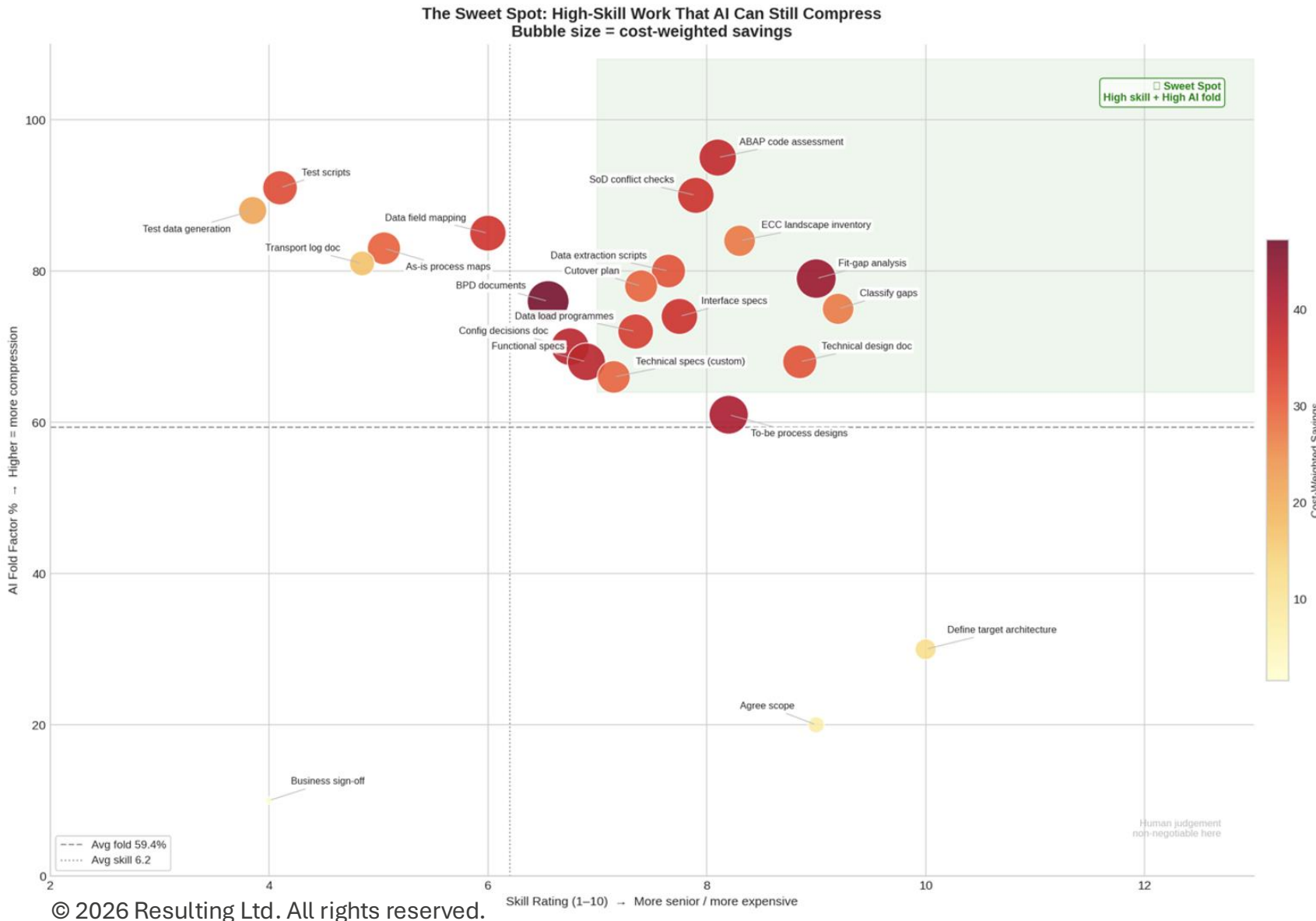
cheaper and faster

Onshore

59%
cost-weighted
reduction

Deshore
cheaper and faster

Agentic SAP Delivery Model – Saving and Acceleration Potential



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#	Task	Skill	Fold %	Saving
1	ABAP code assessment	8.1	95%	38.0
2	SoD conflict checks	7.9	90%	36.0
3	ECC landscape inventor	8.3	85%	27.2
4	Data extraction scripts	7.6	83%	31.5
5	Fit-gap analysis	9.0	80%	43.2
6	Cutover plan	7.4	79%	29.4
7	BPD documents	6.6	76%	47.2
8	Interface specs	7.75	74%	36.0
9	Data load programmes	7.35	72%	34.3
10	Config decisions doc	6.75	70%	39.2
11	Functional specs	6.9	68%	39.2
12	Technical specs (custom)	7.15	66%	29.4
13	Classify gaps	9.2	75%	27.0
14	Technical design doc	8.85	68%	31.5
15	To-be process designs	8.2	61%	41.6
16	Test scripts	4.1	91%	32.4
17	Test data generation	3.85	89%	21.6
18	Data field mapping	6.0	85%	35.7
19	As-is process maps	5.05	83%	29.8
20	Transport log doc	4.85	81%	17.0
21	Define target architecture	10.0	30%	12.0
22	Agree scope	9.0	20%	7.2
23	Business sign-off	4.0	10%	1.6

ABAP BanZAI

S4SensAI



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Deshoring is the deliberate replacement of costly consulting and systems integration services (whether onshore or offshore) with **Agentic AI**: intelligent, always-on, commercially independent AI agents that work directly for and with your team.

How expensive is the resource?

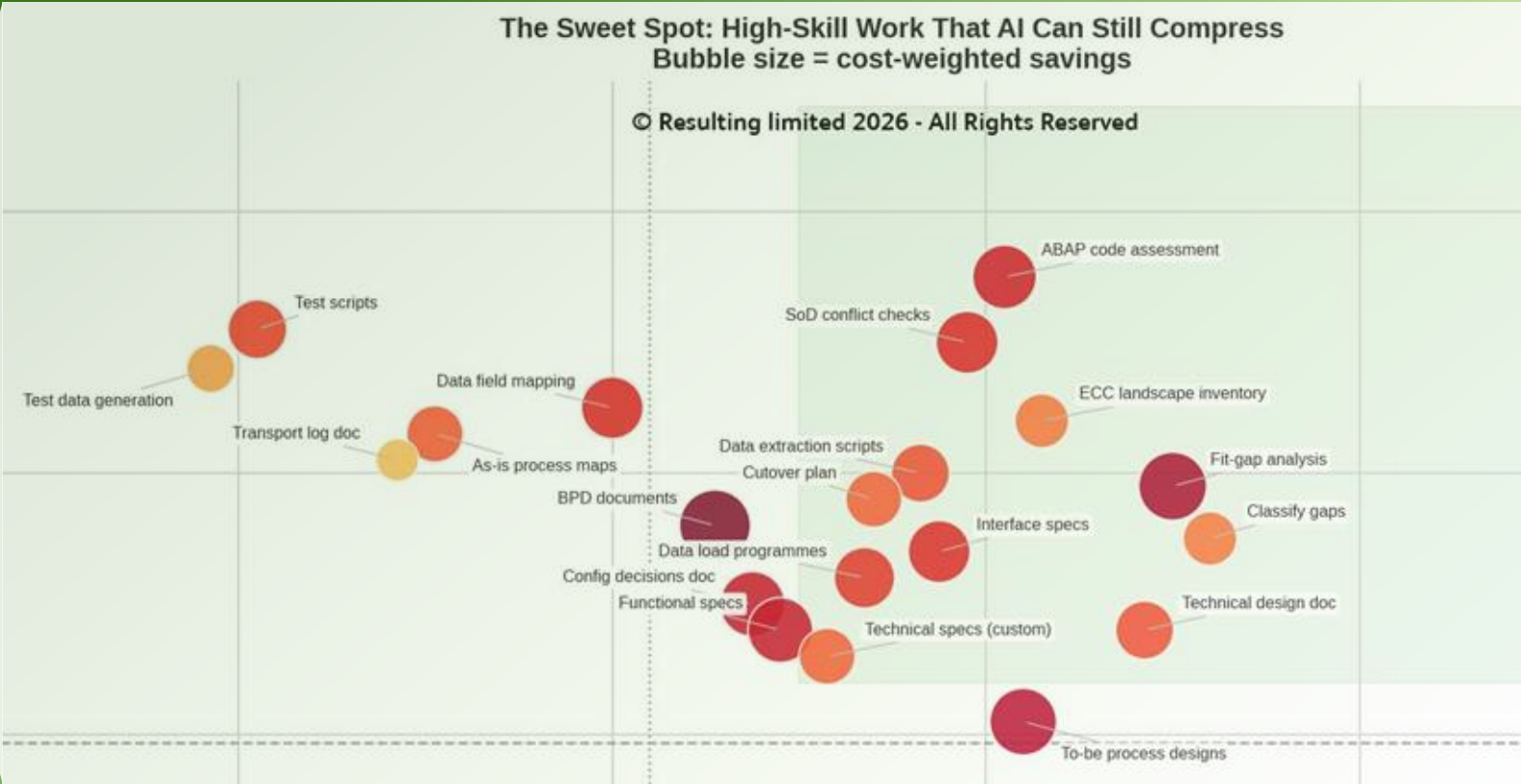


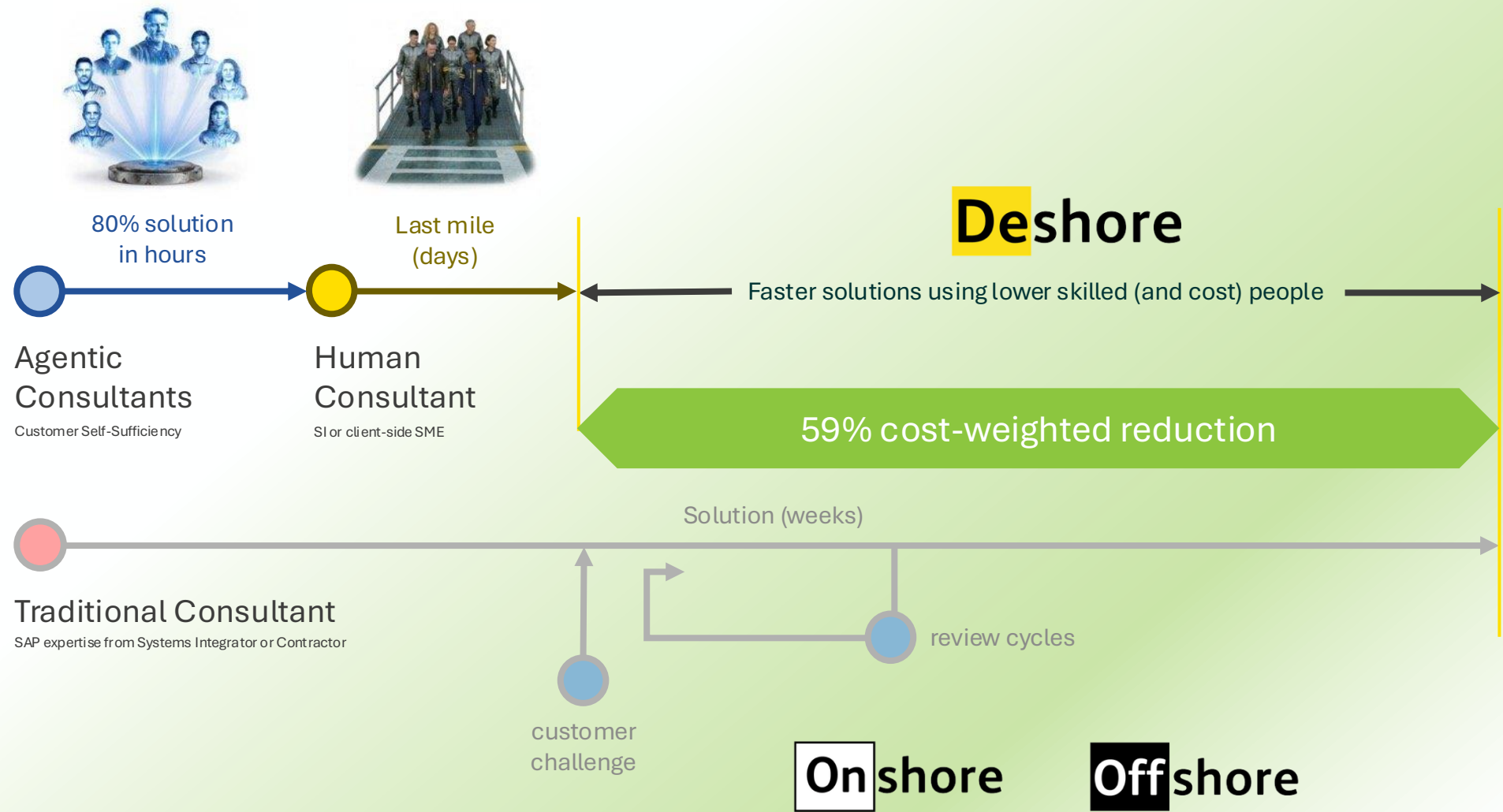
Deshoring Sweet Spot: High skilled work that Agentic AI can compress the most.

aka the Fold - the extent to which time and skills can be compressed vs. traditional methods.

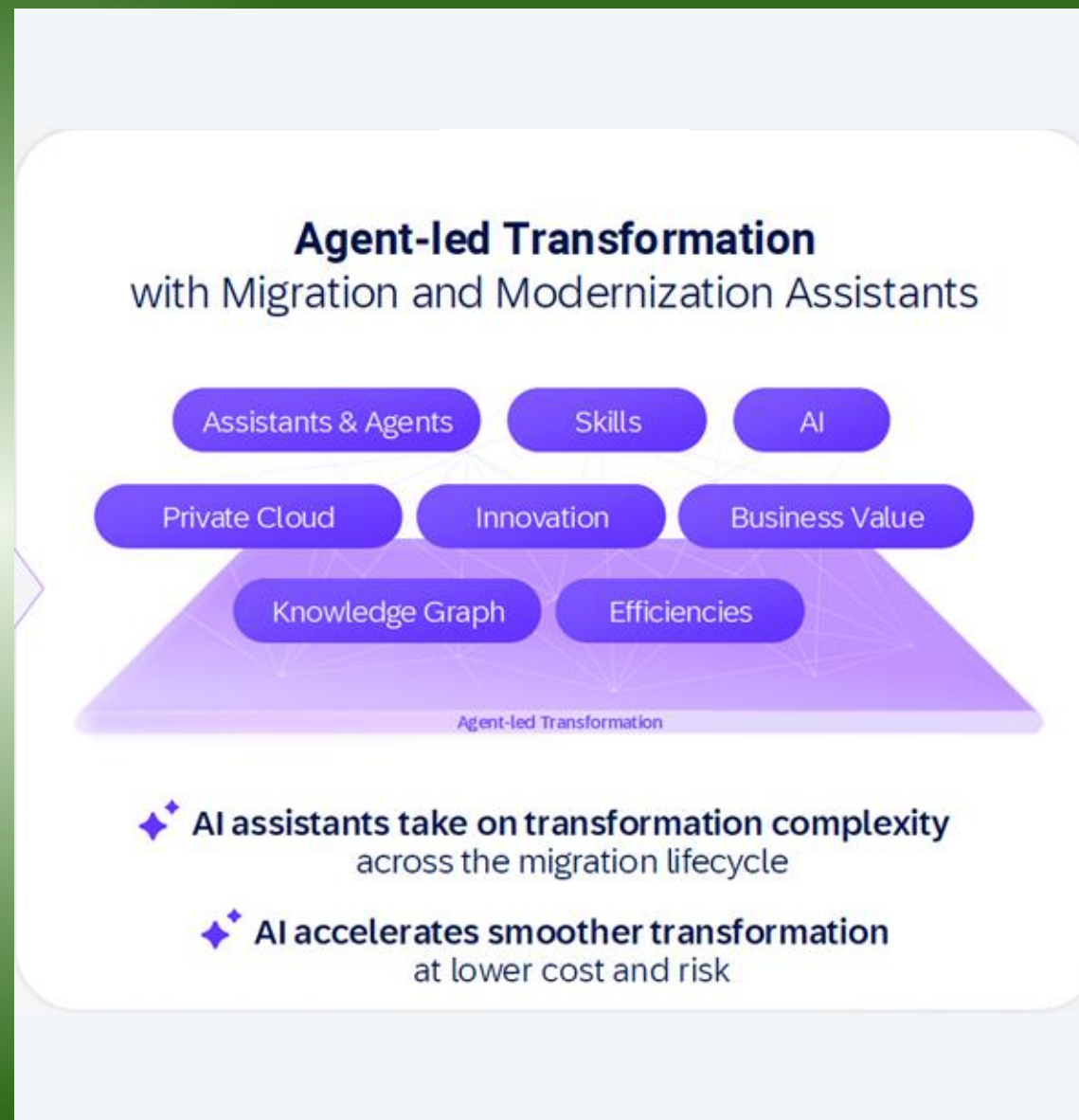
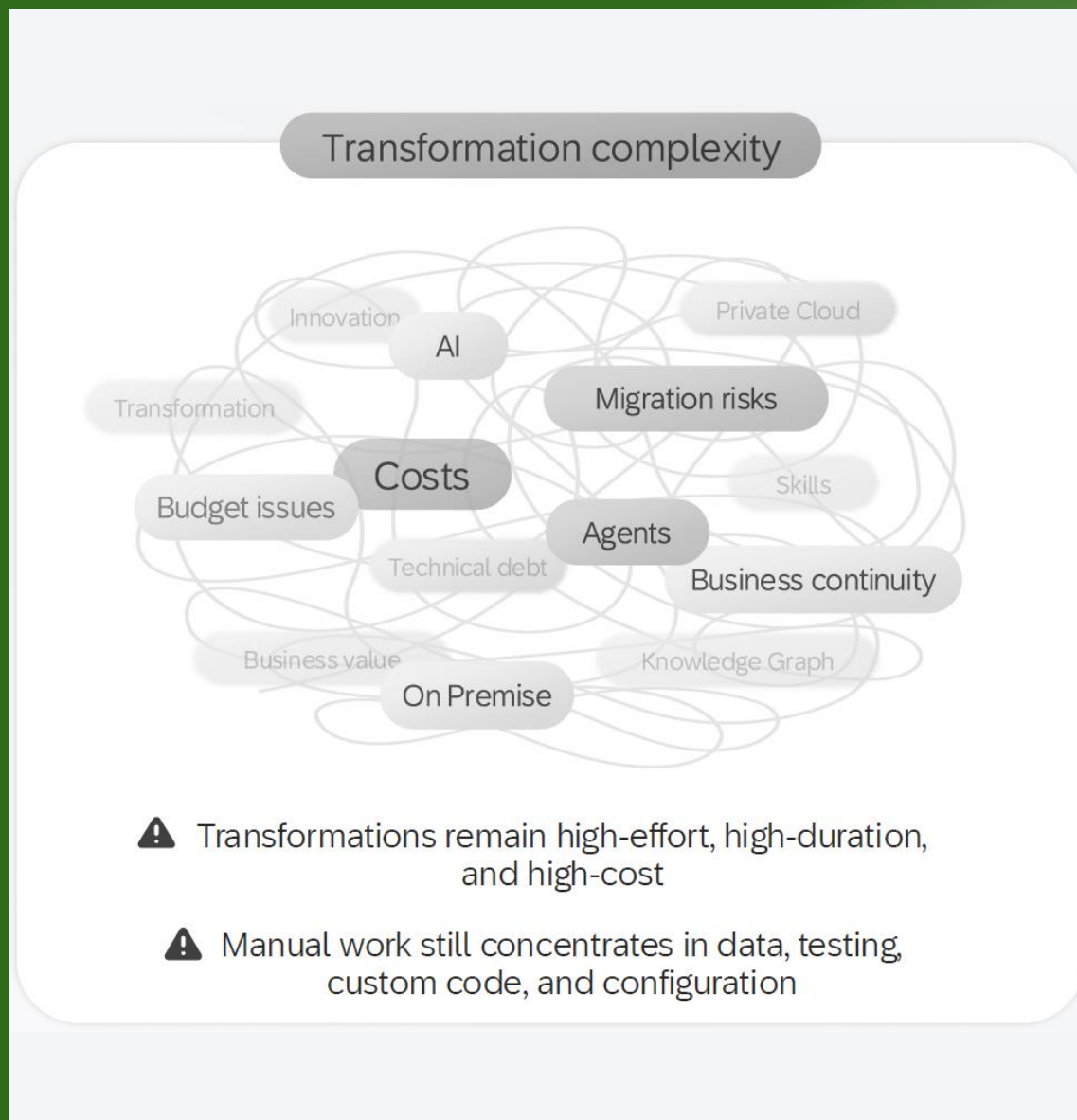
Deshore

How compressible is the work with AI?



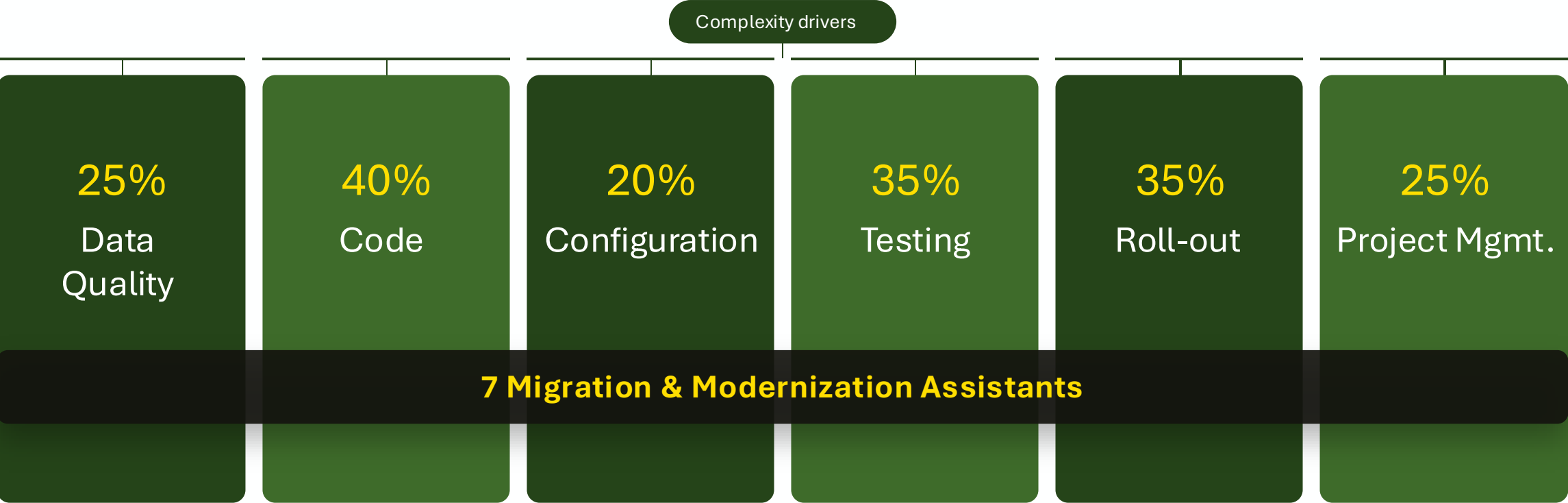


AI that moves transformation from effort to outcome

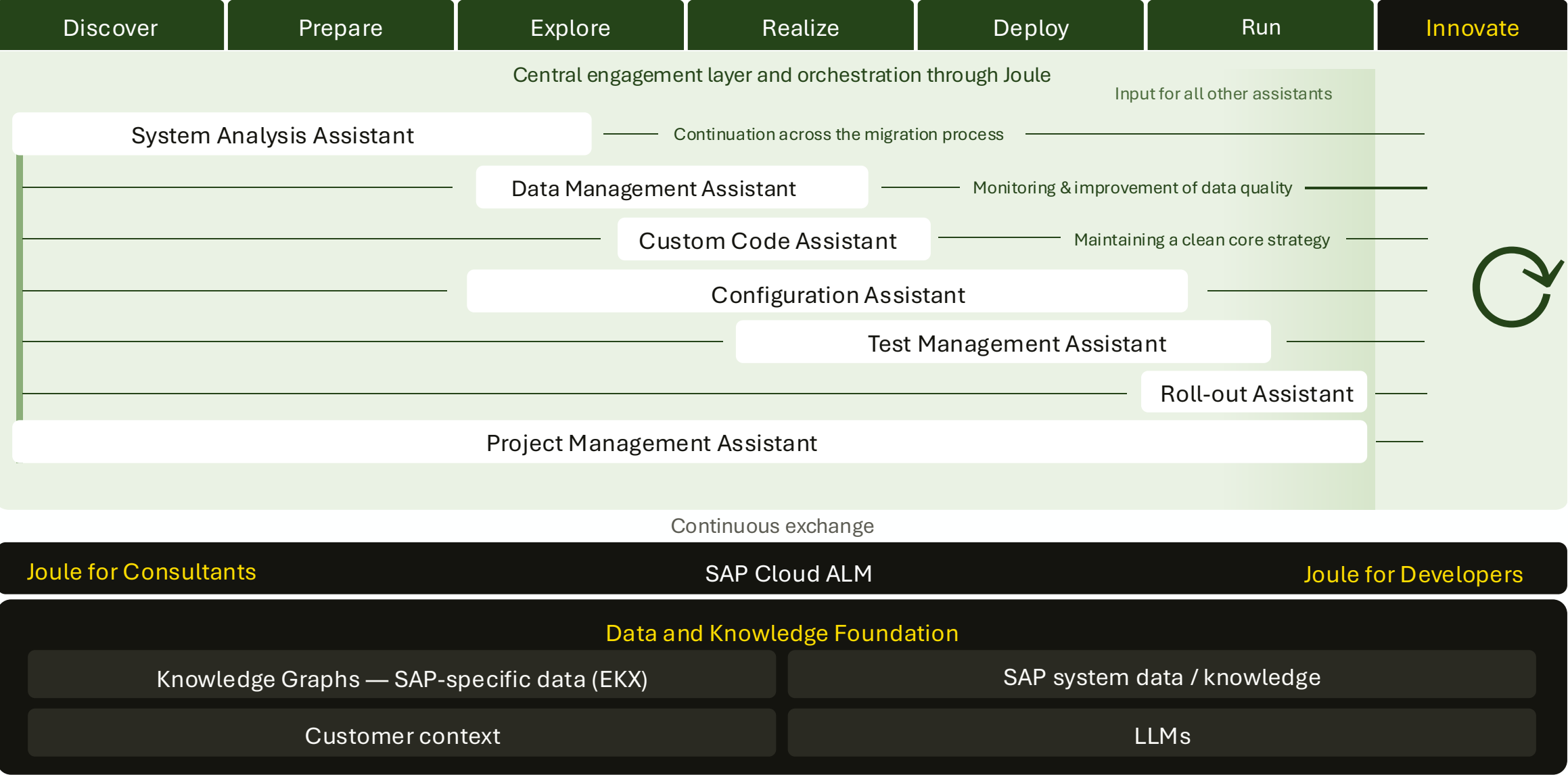


Migration effort is driven by six complexity drivers

Effort reduction within the activities addressed by AI cases — e.g. 35% effort savings in test automation refers to all testing activities.



Assistants supporting ongoing modernization



Deshoring Manifesto

Radically improving the economics of SAP consulting using Agentic AI

DESHORING PRINCIPLE 1

Customer Self-Sufficiency over Vendor Dependency



DESHORING PRINCIPLE 4

Acceleration over Time Lag



DESHORING PRINCIPLE 2

Breadth of Knowledge over Narrow-Band Experience



DESHORING PRINCIPLE 5

Independence & Freedom From Bias over Self-Serving Advice



DESHORING PRINCIPLE 3

Continuous Learning over Static Capability



DESHORING PRINCIPLE 6

Radical Cost Transparency over Premium Opacity



Q&A

What would you like to know about using AI in your SAP program?

S4SensAI
ABAPBanZAI

Find out more:
www.s4sensai.com



Read the Deshoring Manifesto:
www.resulting-it.com/deshore

