



WHITE PAPER

Turn ECC Into Your Growth Engine

Before You Migrate to S/4HANA



enosix

Feel the Impact™

EXECUTIVE BRIEF

The 2033 extension doesn't give you more time. It gives you an opportunity.

SAP extended ECC support to 2033. Most enterprises see a delay. Smart CIOs like you see a runway.

While others wait for the “right time” to migrate to S/4HANA, strategic leaders are modernizing ECC before migrating to S/4. Why? Because by leveling up your ECC instance now can prove ROI in 90 days, optimize AI with real-time SAP truth, and build a funded path to S/4HANA that costs up to **60% less.**

Want to win Q4? Modernize to migrate. Activate what you already own in 90 days.



1 Window to modernize or window to wait?

ECC isn't a liability. It's a growth engine, and your competitors are getting the most out of it while they can. Shouldn't you?

Instead of rushing into a budget-crippling migration to S/4HANA, which results in multi-year disruptions, modernize your ECC instance for fast, measurable outcomes.

The choice is easy, and you only have two options:

OPTION A

Wait for S/4HANA and procrastinate this massive undertaking

- Spend \$10M–\$100M investment
- Risk 2–3 years of disruption
- Delay ROI & manage a compressed timeline post-2030
- Miss out on the competitive advantage of AI-ready ECC data

OPTION B

Migrate smarter with ECC SAP modernization

- Start with >1% of the S/4 cost
- Get value in only 6–8 weeks
- See ROI in 30–90 days
- All work carries forward into S/4HANA

Is the extension to 2033 going to be your stopgap, or the competitive strategy that puts you way ahead of your competitors? The choice is yours, but it shouldn't be difficult to make. Many companies will wait. Let their procrastination become your advantage.

2 How enosix customers are winning

Stanley Black & Decker was losing \$10M annually to pricing errors caused by batch syncs between SAP and Salesforce. In 8 weeks, enosix virtualized real-time ATP and pricing rules directly from ECC. No middleware. No code changes. No budget crushing investment. Only fast, smarter decisions and higher-quality data streams.

RESULT: Pricing errors dropped to zero. \$10M recovered.

Sonny's Enterprises needed 5 hours to generate a single quote, locking up sales capacity and killing deals. In 6 weeks, enosix activated ECC quoting logic inside Salesforce.

RESULT: Quote time fell to 10 minutes. 70 FTEs were freed and recovering lost deals.

Mannington Mills had the same choice that you're currently making. They faced hiring 10 people to manage portal workflows manually. In 90 days, enosix virtualized ECC order and delivery data into their portal.

RESULT: Saved \$400K. Avoided hiring unnecessarily. Boosted portal adoption 250%.

THE PATTERN

Enterprises that virtualize real-time ECC data, processes, and business logic into front-end platforms drive revenue and margins, while preventing disruption and rebuilds. Don't you want measurable ROI in weeks?

- Virtualize ECC in weeks — no middleware, no code changes
- Power AI and analytics with live SAP data — not stale exports
- Build a S/4HANA migration strategy that pay for themselves — funded by operational ROI

3 How does it work?

VIRTUALIZATION INSTEAD OF INTEGRATION

enosix doesn't replicate SAP data — it **virtualizes it**. Why does that matter? No other company is capable of real-time data virtualization.

What is data virtualization and why should I use enosix to help me with it?

- Real-time quoting, pricing, and ATP inside front-end platforms, like Salesforce
- Live service visibility in Service Cloud
- One source of verified SAP truth powering AI agents
- Zero middleware, zero syncs, zero downtime

Every activation you build on ECC automatically moves to S/4HANA.

No rework. No migration tax.

4 Get the most out of AI

Generative AI without real-time SAP data is dangerous. Make your SAP data AI-ready.

Agentforce, Copilot, and custom AI agents need verified inventory, pricing, and delivery data, otherwise they are operating on stale batches and guesses. Your company can't afford the mistakes, delays, and compliance risks that every other SAP integration tool will create.

Bad data means wrong orders, missed commitments, and customer churn. enosix boosts your AI agents' performance with live ECC logic to enable:

- Autonomous order processing
- Predictive maintenance alerts
- Intelligent forecasting
- Agent-driven quoting that closes deals

Your competitors are building AI on bad data, but they are looking for better solutions. Beat them to the punch and drive more revenue, optimize your margins, and get the most out of the data in your ECC instance.

5 There's a cost to waiting.

OPTIMIZE THE 2033 EXTENSION

The 2033 deadline feels safe. Of course it does. You get to push a massive project off for another 8 years. The truth? Waiting will only set you back.

Can you afford the losses waiting will cause you?

- \$500K–\$2M **per quarter** in operational inefficiency (pricing errors, manual work, deal delays, additional headcount) based on average enosix customer results
- AI advantage — competitors getting the most out of their agents with a single source of truth, providing data in real-time, directly from SAP
- Migration leverage — companies modernizing ECC now migrate to S/4HANA up to **60% faster and cheaper**. You will literally save your budget, your team's workload, and your organization months and millions.

You already know that by 2030, the S/4HANA rush will be a bottleneck. The early movers will already be live. The ones who modernize ECC will get the most out of both, save millions, and decrease business disruptions.

6 There are tons of integration tools.

THERE IS ONE VIRTUALIZATION SOLUTION.

Let's compare the options in front of you:

- **Middleware (MuleSoft, Boomi, etc.):** Brittle, batch-based, high maintenance, still latency-bound.
- **Custom code:** Locks you into ECC architecture and creates migration risk.
- **"Wait for S/4HANA":** Delays ROI, misses AI opportunity, compresses future timelines.
- **enosix:** Real-time virtualization. No disruption. Portable to S/4HANA.

7 Win Q4

YOUR 90-DAY ECC MODERNIZATION ROADMAP

PHASE 1 — QUICK WINS (30–90 Days)

Start with one high-value workflow: quoting, pricing, or service delivery.

→ **Prove ROI. Build executive momentum.**

PHASE 2 — SCALE (3–12 Months)

Expand activations across supplychain, planning, and partner portals.

→ **Reduce dependency on ECC development cycles.**

PHASE 3 — SIMPLIFY S/4HANA (Year 1–3)

Carry forward all virtualized logic directly into S/4HANA.

→ **Cut integration and testing costs by up to 60%.**

You don't have to choose between now and next. Modernize now to make migration easier.

8

ECC is not legacy. It's leverage.

THERE IS ONE VIRTUALIZATION SOLUTION

The 2033 extension doesn't reset your timeline. It resets your position in the competitive field.

While others wait, modernization leaders are:

- Eliminating latency between SAP and customer-facing systems
- Arming AI with verified SAP truth
- Building funded S/4HANA migrations with proven ROI

The opportunity isn't 2033. It's before your competitors figure this out. We can tell you honestly that they are only a step behind you.

NEXT STEP

SEE WHAT YOUR ECC CAN DELIVER

Book your 30-minute ECC value snapshot.

We'll show you:

- Which ECC workflows to activate first
- Projected ROI in 90 days (using your data)
- How each activation carries forward into S/4HANA

Limited availability for Q4 2024. The first-mover advantage matters.

Schedule Your Value Snapshot at enosix.com/ecc-snapshot

ABOUT ENOSIX

enosix is the real-time SAP virtualization platform built for modern systems like **Salesforce**, **ServiceNow**, Microsoft, and AI.

We help enterprises turn ECC from a liability into a growth engine — without middleware, code changes, or years of disruption.

All activations carry forward seamlessly into S/4HANA.

**Unlock SAP. Power AI.
Prove value in weeks.**