Mindtree is an SAP Gold partner and has been a strategic partner since 2008. Mindtree provides advisory, consulting and implementation services for S/4HANA using its industry templates, domain and industry expertise, implementation approach (hybrid with partners), implementation accelerators, business case offerings, roadmap development support and other advisory services. Mindtree has 33 clients in the U.K., and 82 percent of them are midmarket companies. The provider has a strong industry focus on manufacturing (which accounts for 42 percent of revenue) and consumer packaged goods (45 percent of revenue) in the U.K.

Focus on specific industries and business functions: Mindtree uses its industry-specific templates, which include a fully-fledged CFIN 1809 proof of concept, plus fashion and consumer packaged goods templates. It also targets S/4HANA deployments for finance, sales and distribution, procurement, warehouse management, inventory management, plant maintenance, production planning and control, product lifecycle management and project systems.

Technical conversion using MAPS: Mindtree Accelerated Platform for S/4HANA (MAPS) is a brownfield conversion methodology for S/4HANA using Mindtree tools and accelerators. The methodology elements include Assess & Analyze (to assess business drivers, the current SAP landscape and the inventory), Plan & Design (analysis of custom code, data, security, archiving, change management, simplification list), Convert (Unicode conversion, code remediation and conversion) and Validate (to ensure zero impact to functionality through a battery of automated test suites covering all potential usage journeys).

Strong local expertise: Mindtree has approximately 200 SAP Experts in the U.K. Sixty percent of Mindtree's S/4HANA certified professionals and consulting/advisory skills are based there. The strong local expertise aligns to the client's needs and culture and enables Mindtree to provide localized services to its clients.

Outcome-based pricing: Mindtree offers outcome-based pricing for S/4HANA transformations. Currently, 5 percent of its SAP contracts are delivered through outcome-based pricing agreements.

Mindtree could expand its SAP S/4HANA Cloud client base in the U.K.