



PERCIPERE

# Percipere AI-Powered SAP Delivery

*Percipere removes the structural risks that derail SAP implementations – at the phases where failure begins.*

S/4HANA Public Cloud • Greenfield Migration •  
AMS Transition • In-Flight Recovery  
Percipere — Percipere Proprietary Technology •  
[www.percipere.co](http://www.percipere.co)

# Addressing the Foundation of SAP Delivery Risk

Value is lost between the workshop room and go-live. Requirements get misremembered. Decisions go undocumented. The methodology is sound — the execution is not. PerciXpert makes the right process executable and verifiable.

10–25% of cost overruns in SAP programmes originate in the Prepare and Explore phases — not from delivery. Rework and misalignment from an unreliable foundation. The cause is almost always the same two phases.

## Requirements • Structural Accuracy in Requirements

Manual notes and human memory bridge the gap between what a client describes and what gets built. Across 15–20 workshops and multiple workstreams, things are missed. Every time.

**The Approach:** PerciXpert structures and traces every requirement back to the exact session where it was raised. The client's actual words become the literal foundation of the system.

**Commercial Result:** Scope is auditable from day one. The change request culture driven by undocumented decisions — the primary cause of project delays — is eliminated at source.

## Documentation • Reliable Solution Documentation

The Solution Design Document is the most important asset in an SAP build. On most projects it either does not exist or cannot be relied upon. Future rollouts pay the price.

**The Approach:** PerciXpert generates a complete, SAP Activate-compliant SDD as standard delivery output — from the system itself, not a retrospective write-up.

**Commercial Result:** PerciXpert generates a complete, SAP Activate-compliant SDD as standard delivery output — from the system itself, not a retrospective write-up.

## FIT-GAP • FIT-GAP Analysis & Solution Thinking

Once requirements are structured, misalignment between business needs and standard SAP capability is one of the most common sources of rework — yet it is routinely identified too late.

**The Approach:** PerciXpert maps every requirement against the full SAP scope item library, identifying full fits, partial fits, and gaps. The Solution Thinking Module then surfaces the best-fit solution for every gap — from standard configuration to BTP build or custom enhancement — drawing on SAP's official documentation, the global SAP practitioner community, and Percipere's own implementation experience.

**Commercial Result:** Consultants enter the Realize phase with a validated, research-backed solution blueprint — not a blank page. Guesswork is eliminated and the risk of costly downstream rework is structurally reduced.

## Legacy • AS-IS Discovery & Legacy Understanding

Most migrations begin without a clear picture of where the business actually operates today. Outdated documentation, institutional knowledge that no longer exists, and undocumented workarounds create a fragile foundation before a single configuration is made.

**The Approach:** Most migrations begin without a clear picture of where the business actually operates today. Outdated documentation, institutional knowledge that no longer exists, and undocumented workarounds create a fragile foundation before a single configuration is made.

**Commercial Result:** Hidden process gaps, workarounds, and undocumented decisions are surfaced at the start of the project. Weeks of investigative consulting replaced with a structured, discussion-driven baseline — before the Realize phase begins.

## Handover • Predictable Handover & Support

AMS transitions are the highest-risk phase in the system lifecycle — entirely dependent on the outgoing partner's documentation quality and willingness to transfer knowledge.

**The Approach:** Outbound: the PerciXpert SDD travels with the system — complete and independently verified. Inbound: the System Audit module maps any new environment before the contract begins.

**Commercial Result:** 8–12 week onboarding timelines significantly reduced. No knowledge gaps. No learning on the client's time. The system is stabilised from day one.

## Partner Value & Strategic Co-delivery

The strongest SAP partnerships combine complementary strengths. Percipere brings delivery IP, proprietary implementation intelligence, and AI capability built for the SAP lifecycle. Partners bring scale, sector depth, and market reach. The joint proposition is materially stronger than either alone.

## Global System Integrators

Fixed-price contracts and rework carry real margin risk. PerciXpert demonstrates in a joint bid that delivery risk is managed through system intelligence, not intent. Precision in Prepare and Explore protects margins – and eliminates the documentation gaps that make AMS transitions expensive.

### Global Systems Integrators – Delivery Outcomes

PHASE	TRADITIONAL MODEL	WITH PERCIXPERT
Perpare/Explore	6–10 weeks, partial accuracy	3–5 weeks, system-validated outputs
Change Requests	10–25% cost creep	Structurally reduced through precision
Documentation	Partial / unreliable	Complete, system-generated
AMS Onboarding	8–12 weeks	Significantly accelerated

## Mid-Market SAP Partners

Specialist firms compete against larger integrators on lean teams. PerciXpert delivers top-tier documentation and delivery consistency without adding headcount. The sales conversation shifts from price and scale to the precision of the method – ground where a focused partner wins.

### Mid-Market SAP Partners – Delivery Outcomes

PHASE	TRADITIONAL MODEL	WITH PERCIXPERT
Perpare/Explore	Dependent on consultant experience	System-driven, consistent across projects
Change Requests	Higher rework exposure	Reduced through structured requirements
Documentation	Varies by team and engagement	Standardised, system-generated
AMS Onboarding	Resource-intensive transition	Faster, lower-effort onboarding

## Three Ways to Deploy PerciXpert

PerciXpert deploys at any stage of the project lifecycle – before a build begins, when delivery is under pressure, or when a system changes hands.



**1. PerciXpert deploys at any stage of the project lifecycle –** before a build begins, when delivery is under pressure, or when a system changes hands.



**2. In-Flight Recovery Applied where scope has drifted.** PerciXpert identifies the source of misalignment and re-establishes a structured foundation – stopping further rework before it compounds.



**3. AMS Transition Audit -** Maps a live system's full configuration independently – before the contract starts. No reliance on the previous partner's handover quality or completeness.

## Why Percipere

Proprietary delivery  
IP from 50+  
implementations  
across 50+ countries

Senior-led  
engagement at every  
stage — powered by  
PerciXpert's process  
rigour

SAP S/4HANA Public  
Cloud specialists with a  
live, deployed AI  
product portfolio

Built for co-delivery  
— white-label ready,  
partner-first by  
design



# PERCIPERE

Get in touch:

[www.percipere.co](http://www.percipere.co)

[contactus@percipre.co](mailto:contactus@percipre.co)