OUTSELL PLAYBOOK

OUTSELL JOURNAL - DECISION WORKSHEET

SAP transformation traceability: a process-to-adoption evidence spine

QUESTION

How should SAP services teams connect business intent, process design, architecture, delivery and employee adoption so buyers can evaluate a transformation claim?

GUIDE TAKEAWAY

Give every transformation objective a stable identifier and preserve its links to process, application, data, control, adoption evidence and accountable decision. A tool landscape becomes a buyer story only when those relationships remain inspectable.

START HERE

Choose one value stream, outcome and decision owner.

YOUR SITUATION

Account or cohort

Decision to make

Starting state and exclusions

Evidence sources, dates, and limitations

Unknowns to validate

WORK THROUGH THE GUIDE

1. Choose one value stream, outcome and decision owner

Evidence or input

Output or decision

Owner and review point

2. Assign stable IDs and map native system objects

Evidence or input

Output or decision

Owner and review point

3. Validate process, architecture, data and control relationships

Evidence or input

Output or decision

Owner and review point

4. Link build, test, release and adoption evidence

Evidence or input

Output or decision

Owner and review point

5. Review buyer claims against outcomes and dated limits

Evidence or input

Output or decision

Owner and review point

COMPARE THE OPTIONS

Governed manual register

Useful when: Scope is small or integrations are immature

Limitation: Maintenance can become inconsistent

Suggested action: Assign owners and sample links

Why this fits our situation

Evidence needed before acting

Signavio-LeanIX synchronization

Useful when: Process and architecture repositories are established

Limitation: Mappings still require semantic review

Suggested action: Monitor sync logs and conflicts

Why this fits our situation

Evidence needed before acting

Process-only pilot

Useful when: A bounded workflow needs evidence quickly

Limitation: Architecture and adoption effects may be missed

Suggested action: Declare exclusions and expansion criteria

Why this fits our situation

Evidence needed before acting

Full transformation spine

Useful when: Multiple teams and releases share dependencies

Limitation: Governance and integration cost are higher

Suggested action: Use for consequential multi-system change

Why this fits our situation

Evidence needed before acting

COMMIT TO A BOUNDED NEXT STEP

Chosen action

Responsible owner

Required approval

Success measure and definition

Review date

Continue, revise, or stop criteria

Guide: https://outselll.com/blogs/sap-transformation-traceability-spine/

Publisher and evidence policy: https://outselll.com/editorial-policy/