

# Implementation Approach:

## EXA OTP in SAP Environments

### Phases & Deliverables

#### 1. Preparation & Scoping

**Objective:** Define scope, requirements, and resources.

- Identify business units, entities, and transaction types.
- Define transfer pricing methods (cost-plus, resale-minus, etc.).
- Assess ERP landscape (S/4HANA, ECC 6.0, hybrid).
- Perform data and functional gap analysis.
- Define custom development needs.

**Deliverables:** Project plan, scoping document, system landscape overview.

#### 2. Installation & Technical Setup

**Objective:** Deploy EXA OTP as SAP add-on.

- Install EXA OTP (NetWeaver on-prem or via BTP).
- Configure ETL/data extraction interfaces.
- Connect source systems (FI/CO, MM, SD, ACDOCA, COPA).
- Set up authorization roles & security.

**Deliverables:** Installed system, interface setup, system access.

#### 3. Data Integration & Configuration

**Objective:** Enable automated transactional data flow.

- Define grouping rules for intercompany transactions.
- Map data sources to EXA OTP structures.
- Configure target margin settings by entity/product/partner.

- Build allocation logic (SG&A, OPEX, royalties).  
**Deliverables:** Configured data model, transaction flow, master data mapping.

#### 4. Business Logic & Reporting Setup

**Objective:** Configure core business rules & dashboards.

- Margin monitoring with PLIs & segmentation rules.
- Central TP database at SKU level.
- Dashboards for YTD & forecasting (year-to-go).
- Pricing simulations, ETR calculations, approval workflows.

**Deliverables:** Operational dashboards, forecasting, automated monitoring.

#### 5. Testing (Unit, Integration, UAT)

**Objective:** Validate performance & functionality.

- Unit/system testing of interfaces, calculations, workflows.
- UAT with business stakeholders.
- Refine based on feedback.

**Deliverables:** Validated solution, ready for go-live.

#### 6. Go-Live & Hypercare

**Objective:** Production deployment & stabilization.

- Finalize data loads & master data sync.
- Execute cutover/go-live checklist.
- Provide 4–6 weeks Hypercare.
- User training & documentation.

**Deliverables:** Live production, user adoption, stabilized operations.

## 7. Post-Go-Live Optimization & Rollouts

**Objective:** Expand scope & enhance functionality.

- Add new entities, methods, features (royalties, customs, etc.).
- Enhance reporting & simulations.