

<b>Business Process</b>	<b>Sub Process</b>	<b>Type</b>	<b>Clarification</b>	<b>Response</b>
<b>Financial Supplier chain management &amp; TRM mgt</b>	Budgeting & Forecasting	Service	Is general Opex and Capex budgeting required here? Or any other requirements?	Opex and Capex budgeting required. Others will be consider at implementation for the other maketing companies
<b>Financial Supplier chain management &amp; TRM mgt</b>	Budgeting & Forecasting	Service	Do you have any cash management requirements, such as cash and liquidity forecasting and cash position reporting?	Not in scope for SAP product / License. During implemtation / blue printing phase may have requirement - Like bank integration etc. etc.
<b>Finance &amp; controlling</b>	Group Reporting & Consolidation	Service	At what level are the consolidation requirements needed? Please elaborate your group reporting requirement in detail please.	Refer to Annex C for scope, details to be discussed in Blue Printing phase of project
<b>Manage &amp; operate assets</b>	Fleet Management	Service	Could you please elaborate on the requirements for fleet management?	Yes, Currently using fuel management, Maintenance, Driver management, Asset management, Dispatch and routing.
<b>Project Systems</b>		Service	What projects are expected to be managed under PS?	Should be designed by partner during blueprint phase
<b>Application servers - Table 03</b>		Service	Why were additional application servers provisioned?	App servers have been mentioned as sizing for the SAP license BOM. It also consider payroll, number of ERP users and other solutions/engines - Which require more application server
<b>Infrastructure</b>	Hyperscaler	Rise(Licence)	Is it acceptable to proceed with hosting data outside the country?	Yes

<b>CLARIFICATIONS FROM ALTRIA CONSULTING PVT LTD</b>	
<b>DATE:</b> 26.02.2025	
<b>CONTEXT NOTE :</b> DURING THE PRE-BID MEETING HELD ON 25.02.2025, CPSTL PROCUREMENT ANNOUNCED THAT ALL QUESTIONS AND CLARIFICATIONS MUST BE ADDRESSED TO CPSTL PROCUREMENT ON OR BEFORE 28.02.2025	
<b>REFERENCE:</b> PROCUREMENT OF OPTIMIZING & UPGRADE OF SAP ERP SYSTEM - RISE CLOUD INTEGRATION WITH SAP S/4HANA GREENFIELD IMPLEMENTATION AND EXTENSIVE BUSINESS PROCESS RE-ENGINEERING.TENDER REF NO: KPR/06/ 2025	
<b>General Questions</b>	
<b>Question 01</b>	<b>CPSTL Response</b>
Since RISE with SAP is hosted offshore, is CPSTL and other concerning government institutions concerned with having the SAP system hosted offshore?	Yes
Notes from PreBid Meeting: We were told by a gentlemen from CERT that this has been informed and approved for offshore hosting but under some stipulations, and was informed that vendors should be expecting a instruction sheet with further information on this.	Its need to adhere to the Data Protection Act and Comply with the Government Information and Cyber Security Policy.
<b>Question 02</b>	
<a href="#">Reference – Page 5 point 1.1</a>	
In the case of a consortium, should the prime local bidder be a SAP partner for more than 5 years?	Yes
<b>Question 03</b>	
Can we please have access to digital discovery assessment (DDA) and readiness check most recent reports?	We can provide the 2023 generated reports - BSR & readiness reports. Presently generating of reports are in progress. 2025 generated EWA report can be provide.
<a href="#">Notes from PreBid Meeting:</a> It was agreed that the relevant reports would be shared. It was also said that the current reports are older than a year and CPSTL is on the verge of getting a new report done and probably the new version can be circulated to bidders.	
<b>Question 04</b>	
Can we have access to the technical committee evaluation sheet with the marking scheme for each point (weightage scheme or marking scheme)	Yes; attached
<b>Question 05</b>	
SAP FUE license Fee:	
A) Usually SAP only prefers using EUROS for settling SAP invoices. Does CPSTL have an understanding with SAP on making payments using USD as a currency?	
B) Usually SAP only accepts direct payments using EURO and not LKR payments, Does CPSTL have an understanding with SAP to make payment using middle LKR rate?	Directly pay to SAP India; use EURO or USD
<b>Question 06</b>	
<a href="#">Reference – Page 22 – 2.1 &amp; 2.3 in combined</a>	
Usually, SAP FUE and other subscription license issued directly by SAP will commence subscription consumption from the license issuing date (4 to 6 weeks from PO). As the bid document says the subscription should start on the UAT data, Does CPSTL have an understanding on this with SAP?	Yes
<b>Question 07</b>	
Can the consortium be with multiple global SAP partners and multiple non-SAP partners?	Can
<b>Question 08</b>	
<a href="#">Reference- COC Clause 2.2 and 2.4</a>	
Clause 2.2.2.b mentions "Closure – Sixty (60) months from the date of Kick-off"Here kick-off starts with the closure of hypercare phase. This makes the contract period 60+11 months, i.e. 71 months. While Clause 2.4 states "The Contract period will be maximum of 60 months from the date of signing the contract.". Kindly validate.	Sixty (60) months from the date of project initiation

## Technical Questions

<b>Question 01</b>	
<a href="#">Reference - Annexure "A" Point no 2 of table 01</a>	
Does CPSTL or other associated entities are using Marine / Railway / pipeline as modes of transport? If so is CPSTL considering Traders and Schedulers' Workbench licenses?	Kindly refer to Annx. A for lisenca A items and Annx. C for scope items.
<b>Question 02</b>	
<a href="#">Reference - Annexure A-Point no 1 of table 02 / Quantity ware license as ABAP addon</a>	
Can we have a list of all hydrocarbon products that CPSTL and it's group companies/subsidiaries/marketing companies deal with ?	All hydrocarbon products
<b>Question 03</b>	
<a href="#">Reference - "Annexure ""A"" Point no 1 of table 04" / Truck Management System Application (Optional) OR Similar</a>	
Does CPSTL currently have an application for root optimization and shipment costing?	No
<b>Question 04</b>	
Can we get the number of refineries, terminals and retail outlets in scope.	Only one refinery Terminals - Kolonnawa, Muthurajawela, Sapugaskanda, China bay. Island wide Depots - 09

S.No.	Business Process	Sub process	Entity	Company Clarifications	CPSTL response	Area
1	Organization Structure	Enterprise Structure Logistics. This is for the implementation of SAP S4Hana (Latest Version) for the following entities - Ceylon Petroleum Storage Terminals Limited, RM Park, Lanka IOC (LIOC), Sinopec, CEYPETCO (Ceylon Petroleum Corporation), United Petroleum	ALL	Please provide count of plants for each entity	The project is a greenfield fresh implementation and it is expected that the Implementation partner would design the solution adhering to Industry best practices. Please note it is not a RISE migration or ECC upgrade to RISE hence this would have to be suggested by partner during design.	
2	Finance & controlling	Funds Management	ALL	<ol style="list-style-type: none"> <li>1. Is Funds management activated in the current ECC system?</li> <li>2. Commitment/Payment budgeting is required?</li> <li>3. Opex/Capex Budgeting is required?</li> <li>4. Fund/Grant is applicable if yes (Both/Any specific one)?</li> </ol>	<ol style="list-style-type: none"> <li>1. Yes, activated</li> <li>2. Yes commitment/Payment Budgeting would be required.</li> <li>3. Yes.</li> <li>4. Fund/Grants is not planned for this project. Additionally note that this is a greenfield re-implementation and hence process would have to be designed afresh by the partner.</li> </ol>	
3	Finance & controlling	Master Financial, Controlling	ALL	<p><b>Chart Of Account:</b></p> <ol style="list-style-type: none"> <li>1. Will a new Chart of Accounts be implemented in S/4HANA? (Yes/No)</li> <li>2. Will the existing ECC Chart of Accounts require any redesign? (Yes/No)</li> <li>3. If a redesign is needed, what is the estimated percentage of changes to the existing Chart of Accounts? (Provide a percentage)</li> <li>4. How many company code in ECC?</li> <li>5. Product Costing is activated?</li> <li>6. Profitability report is required?</li> <li>7. How many plants are in ECC?</li> <li>8. How many geography</li> </ol>	The project is a greenfield fresh re-implementation and it is expected that the Implementation partner would design the solution adhering to Industry best practices. Please note it is not a RISE migration or ECC upgrade to RISE hence this would have to be suggested by partner during design.	
4	Finance & controlling	Finance closing - AP, AR, G/L, Parallel ledger	ALL	<ol style="list-style-type: none"> <li>1. Are Parallel ledgers required for Local GAAP &amp; IFRS (Both/Any one)?</li> <li>2. Is Parallel Currency required if yes please provide the currencies?</li> <li>3. Banking integration is required if yes for Payment/Collection/Bank Reconciliation?</li> <li>4. Is Financial closing cockpit required?</li> <li>5. Any treasury related functionality like Derivatives, Investment, Borrowings, Loans etc. are in use in the current ECC system?</li> </ol>	<ol style="list-style-type: none"> <li>1. GAAP is not applicable for us. IFRS ledger would be required.</li> <li>2. LKR and USD</li> <li>3. Bank integration is required for payments, collection and reconciliation.</li> <li>4. Partner to suggest benefit and cost impact for the same on SAP licence and Implementation if deemed necessary for the project. Period end closing is required as per scope only.</li> <li>5. No these would not be implemented in the RISE project.</li> </ol>	
5	Finance & controlling	Accounting integration with Payables, Receivables, General Ledger	ALL	<ol style="list-style-type: none"> <li>1. What is the average monthly volume of intercompany transactions?</li> <li>2. Will automated intercompany reconciliation be required?</li> <li>3. Customer/Vendor aging report is required?</li> <li>4. Credit management is activated?</li> <li>5. In case credit management is activated - this is on company code level/Customer level?</li> <li>6. List of other integrated application.</li> </ol>	<p>The project is a greenfield fresh re-implementation and it is expected that the Implementation partner would design the solution adhering to Industry best practices. Please note it is not a RISE migration or ECC upgrade to RISE hence this would have to be suggested by partner during design.</p> <p>In the newly implemented solution intercompany reconciliation would be required, credit management may be required but not for all scenarios. The details of this section would be finalised during blueprint phase.</p>	
6	Finance & controlling	Asset Accounting - Acquisition to retire	ALL	<ol style="list-style-type: none"> <li>1. Is there any asset tagging in place?</li> <li>2. How many depreciation area is required?</li> <li>3. If more than one depreciation area will all required to be post real time?</li> </ol>	<ol style="list-style-type: none"> <li>1. No asset tagging is not required.</li> <li>2. This being a green field re-implementation the same should be designed by partner during blueprint phase.</li> </ol>	
7	Finance & controlling	Group Reporting & Consolidation	ALL	Any BPC tool are being used for consolidation and planning ?	No	
8	Finance & controlling	Finance Localization, Regulatory requirements	ALL	<ol style="list-style-type: none"> <li>1. Are there <b>any</b> countries requiring specific localization or taxation configurations beyond standard S/4HANA?</li> <li>2. If yes, how many countries require specific localization or taxation configurations?</li> <li>3. Direct/Indirect tax is applicable (Both/Any specific one)?</li> </ol>	<ol style="list-style-type: none"> <li>1. The scope is limited to legal entities mentioned in Annexure C for country Sri Lanka only.</li> <li>2. All taxation and regulatory compliances should be scoped as per the norms of the Sri Lankan Government.</li> </ol>	

9	Procurement & Inventory – Hydrocarbons(H C)	HC Purchase of Refined Product using Transportation and Distribution (TD)	ALL	Is the Purchase of HC handling via Road only or other MOTs like Rail, Marine, Inland water are used ?	1. Procurement of HC is through various modes, please note IS-Oil Transportation and Distribution Module and Secondary Distribution module would be used for all types of MOTs	SAP IS OIL
10	Procurement & Inventory – Hydrocarbons(H C)	Manage Market based Pricing for Hydrocarbon purchase, Pricing conditions	ALL	Is F&A Pricing being used in Current ECC system? Do you require Commodity Price Engine(CPE) functionality in S/4HANA?	No All licence components should be scoped as per Annexure A only.	SAP IS OIL
11	Procurement & Inventory – Hydrocarbons(H C)	HC Stock Transfer of Products within Company	ALL	What are the Mode of Transport being used for Hydrocarbon STO?	Please refer to Annexure C for functional scope details.	SAP IS OIL
12	Procurement & Inventory – Hydrocarbons(H C)	Hydrocarbon movements, Reconciliation, Gain/Loss posting	ALL	What are Mode of Transport being used for Hydrocarbon Movements ? For Reconciliation, whether we need to post Gain/Loss Material document posting ?	Please refer to Annexure C for functional scope details. Solution to be proposed by partner as per industry best practices for similar industry.	SAP IS OIL
13	Procurement & Inventory – Hydrocarbons(H C)	Inter Company Buy/Sell Agreement	ALL	What is the validity period for Agreement ? Is it Evergreen or with limited Validity period ?	Please refer to Annexure C for functional scope details. Solution to be proposed by partner as per industry best practices for similar industry.	SAP IS OIL
14	Procurement & Inventory – Hydrocarbons(H C)	Exchange Borrow/Loan	ALL	What is the validity period for Agreement ? Is it Evergreen or with limited Validity period ?	Please refer to Annexure C for functional scope details. Solution to be proposed by partner as per industry best practices for similar industry.	SAP IS OIL
15	Production Planning/Quality Management - Lubes	Rebranding - Production Led Re-branding	ALL	Please provide more details of the process	Please refer to Annexure C for functional scope details. Solution to be proposed by partner as per industry best practices for similar industry.	
16	Hydrocarbon Product Management	Hydrocarbon Quantity conversion set-up - Quantityware	ALL	Is Quantity conversion scenarios for both Gases and Liquid HC or Liquid HC only ?	Quantity conversion is for Liquid Hydrocarbons Only.	SAP IS OIL
17	Hydrocarbon Product Management	HC Inventory - Silo/Tank Management for FG, Semis	ALL	What is current mapping between the Storage location and Tank (Physical Tank ) ? Is it one to one Mapping ?	Please refer to Annexure C for functional scope details. Solution to be proposed by partner as per industry best practices for similar industry.	SAP IS OIL
18	Sales Hydrocarbons	HC Sales of Products using IS-Oil Transportation & Distribution	ALL	Is the Sale of HC handling via Road only or other Mode of Transport like Rail, Marine are used ? Is there planning tool is being used for order creation? If yes what is the Tool name ? Any interface is required for data flow for the sales process ?	Please refer to Annexure C for functional and interface scope details. Solution to be proposed by partner as per industry best practices for similar industry.	SAP IS OIL
19	Sales Hydrocarbons	Manage Market based Pricing for Hydrocarbon Sale Pricing conditions	ALL	Is F&A Pricing being used in Current ECC system? Do you require Commodity Price Engine(CPE) functionality in S/4HANA?	No All licence components should be scoped as per Annexure A only.	SAP IS OIL
20	Sales Hydrocarbons	Product Exchanges for Terminalling, Borrow/Loan, Buy/Sell and throughput business scenarios	ALL	Need more additional details for every scenario. For Exchanges, Is all Exchange Process are relevant for Netting or some specific? Joint Certificate is required? If yes, Is it Monthly or Fortnightly? How netting done? What is the Frequency for netting Fortnightly or monthly. Netting is done separately for each Pricing conditions or in one go?	This would be discussed during design or blueprint phase. It is expected that partner should estimate efforts as per scope in Annexure C and their experience in Hydrocarbon industry. Please refer to Annexure C for functional and interface scope details. Solution to be proposed by partner as per industry best practices for similar industry.	SAP IS OIL
21	Sales Hydrocarbons	Delivered Sales to dealer operated dealer owned retail stations by trucks (Owned/3rd Party)	ALL	Is sales order created by dealer or Ceylon ? Any tool is being used for order creation ? Is there any storage tank dip monitoring system to provide the data to trigger replenishment order (Sales Order ) ?	Please refer to Annexure C for functional and interface scope details. Solution to be proposed by partner as per industry best practices for similar industry.	SAP IS OIL
22	Sales Hydrocarbons	Pick-up Sales to dealer operated dealer owned retail stations by trucks (Owned/3rd Party)	ALL	Is sales order created by dealer or Ceylon ? Any tool is being used for order creation ? Is there any storage tank dip monitoring system to provide the data to trigger replenishment order (Sales Order ) ?	Please refer to Annexure C for functional and interface scope details. Solution to be proposed by partner as per industry best practices for similar industry. Currently no tool is being used and auto replenishment of dealer owned dealer operated stations is not there.	SAP IS OIL
23	Manage Human Resources	Masters and time management	ALL	Do you have Positive time management where employee time is recorded using Biometric system?	This would be discussed during design or blueprint phase.	
24	Manage Human Resources	Masters and time management		Which are time policies which impact employee salary ?		
25	Manage Human Resources	Masters and time management		Do you have Overtime generation and Approval?		
26	Manage Human Resources	Masters and time management		How are the employees regularizing their current attendance?		
27	Manage Human Resources	Payroll – This is optional	CPSTL CP	Any specific reason why Payroll is tagged as Optional ?	The project is a green field re-implementation and to manage the implementation scope effectively optional items should be priced separately to support CPSTL to effectively prioritise.	

28	Manage Human Resources	Payroll – This is optional	ALL	In case of Payroll - what is frequency of Payments ? Its monthly or Weekly in few cases ?		
29	Manage Human Resources	Payroll – This is optional	ALL	Any other currency apart from Sri Lankan Rupee- the payments are made to employees?		
30	Manage Human Resources	Payroll – This is optional	ALL	Which is the bank used for Payment to employees? do you have a specific format in which you generate Bank statement ?		
31	Manage Human Resources	Payroll – This is optional	ALL	How is the Payroll posting currently done? are you anticipating standard posting between SAP payroll and SAP Finance in S4 system?		
32	Manage Human Resources	Payroll – This is optional	ALL	Do you have bulk printing of Payslips?		
33	Manage Human Resources	Payroll – This is optional	ALL	Are there any company loans which are paid via Finance directly ?		
34	Reporting & Dashboarding	Embedded Reporting	ALL	By Embedded reporting you mean Embedded analytical Fiori apps ? Please confirm	That is correct.	
35	Reporting & Dashboarding	SAP Analytics Cloud Dashboards	ALL	For SAC Dashboards we need to define certain numbers, how many dashboards on how many KPIs ?	The project is a green field re-implementation. Partner can propose the maximum limit estimated in their proposal.	
36	Reporting & Dashboarding	ABAP Reporting	ALL	Out of 75 WRICEFs, how many contribute to this section ?	A maximum of 75 technical objects is being asked to be budgeted in the technical proposal. Consumption would be as per actual	
37	Project Systems	Structure Project	ALL	Are you managing CAPEX completely in PS? Is Budget control activation is in place?	Currently No. It is required for the re-implementation scope.	
38	Project Systems	Plan Internal/External Resource and Component Demand	ALL	Do you use CATS for resources?	No. and it is not in scope for this project as well.	
39	Project Systems	Schedule Project	ALL	Are you using MPP for your projects?	No. and it is not in scope for this project as well.	
40	Truck Management Application(Client is open for SAP standard, 3rd party or Vendor's own	Truck Management Application(Client is open for SAP standard, 3rd party or Vendor's own application for this process)		Please provide the details of third party system integrated with Truck management application	Currently there is no TAS system functional at our sites. The same is planned as part of another project. As on now it is planned that users will have a manual interface to post the data.	
41	Truck Management Application(Client is open for SAP standard, 3rd party	Business Transaction: Create Shipment	ALL	Is this SD Shipment or TD Shipment ?	TD Shipment	SAP IS OIL
42	Truck Management Application(Client is open for SAP standard, 3rd party or Vendor's own	Storage Tank Management	ALL	What is the Tool being used for Tank Management ? What are activities happened through the Tool ?	Currently very lean Silo management is used, however the requirement is to have a tool which can use exiting components and enhance the usability for the end users.	SAP IS OIL
43	Tank Operations & Analytics Application	Tank details	ALL	What are different types of storage tanks are in Use ? Floating roof, Fixed roof, Bullet, Horizontal/Vertical ?	This would be discussed in detail during the blueprint phase. Please estimate as per scope in Annexure C.	SAP IS OIL
44	Tank Operations & Analytics Application	Maintain tank dip	ALL	How the Tanks dips posted ? Manually Via O4_TIGER or by any custom solution/Program?	Today very limited posting happen through the system for Silo transactions.	SAP IS OIL
45	Tank Operations & Analytics Application	Maintain Defaults	ALL	What is the frequency for maintain defaults. If frequently done then how it is maintained. Manually or custom program?	This would be discussed in detail during the blueprint phase. Please estimate as per scope in Annexure C.	SAP IS OIL
46	Tank Operations & Analytics Application	Inventory Details	ALL	what is required here ? is it Report ?	Tank inventory information for own stock, or partner stock should be clearly visible, physical stock matching with total book stock should be made available.	SAP IS OIL
47	Tank Operations &	In Tank Transfer	ALL	How In-Tank Transfer is done ?	Manually in the system	SAP IS OIL
48	Tank Operations & Analytics Application	Tank to Tank Transfer	ALL	P2P transfer is done via 309 or any Z Movement type created?	This would be discussed in detail during the blueprint phase. Please estimate as per scope in Annexure C.As this is a re-implementation partner to provide industry best practises as per experience in the hydrocarbon industry	SAP IS OIL
49	Tank Operations & Analytics Application	Gain Loss reconciliation	ALL	What is the frequency and whether Material document posting is required to negate the Gain and loss ?	This would be discussed in detail during the blueprint phase. Please estimate as per scope in Annexure C.As this is a re-implementation partner to provide industry best practises as per experience in the hydrocarbon industry	SAP IS OIL
50	Tank Operations & Analytics Application	Branding and reclassification - Non-Production Order	ALL	Is it done Via 309 Movement type or any Custom Solution is being used ?	This would be discussed in detail during the blueprint phase. Please estimate as per scope in Annexure C.As this is a re-implementation partner to provide industry best practises as per experience in the hydrocarbon industry	SAP IS OIL

51	Financial Supply Chain Management (FSCM) &	Financial Supply Chain Management (FSCM) & Treasury and Risk Management (TRM)		What components under FSCM are activated and currently used in current ECC ?	None	
52	Financial Supply Chain Management (FSCM) & Treasury and Risk Management (TRM)	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	What are your requirements for cash and bank management (e.g., In-House Cash, Treasury)?	This would be discussed in detail during the blueprint phase. Please estimate as per scope in Annexure C. As this is a re-implementation partner to provide industry best practises as per experience in the hydrocarbon industry	
53	Secondary Distribution	Schedule Truck Transportation	ALL	Confirmation to be send on after loading or after delivery? Is both Loading and receiving plants are TAS enabled?	Truck scheduling is done to plan truck for arrival to the terminal for loading. Please estimate as per your experience in the similar industry from the past.	SAP IS OIL
54	SAP BTP Entitlements	Implement and Configure DMS using SAP BTP	ALL	Is there any current DMS along with content server ? or Arhivelink in existing ECC where documents are being attached?	Yes	
55	SAP BTP Entitlements	Create Customer portal, vendor portal.	ALL	Please provide high-level processes being executed by Customer and Vendor portals	This would be discussed in detail during the blueprint phase. Please estimate as per scope in Annexure C. As this is a re-implementation partner to provide industry best practises as per experience in the hydrocarbon industry	
56	SAP BTP Entitlements	In addition, in case of available credits up to 5 additional applications should be planned including Truck management solution, Tank application.	ALL	Please provide any specific apps apart from Tank management solution and tank application	This would be discussed in detail during the blueprint phase. Please estimate as per scope in Annexure C. As this is a re-implementation partner to provide industry best practises as per experience in the hydrocarbon industry	
58	Technical Requirements - Fiori	Standard Fiori App Activations – (100) Hundred Objects	ALL	We assume no custom Fiori development required, please confirm.	A maximum of 75 technical objects is being asked to be budgeted in the technical proposal. Consumption would be as per actual	
59	Technical Requirements - Security	Roles & Authorization – (50) Fifty Roles – Contractor should utilize standard roles while creating new ones	ALL	We are assuming GRC implementation is not in scope. Please confirm.	Please refer to Annexure C for detailed scope items.	
60	Technical Requirements - Integration	Interfaces	ALL	1. Can you please share the list of existing inbound and outbound interfaces, mark the interfaces which must be configured/migrated in new landscape. 2. Do you plan to use SAP CPI in BTP for interface configuration ? 3. Do you have multiple bank interfaces ? 4. Are you using any FTP/SFTP interfaces, please share details.	This is not a migration project. This is a fresh greenfield re-implementation. Current interfaces would not be relevant. A maximum of 75 technical objects is being asked to be budgeted in the technical proposal. Consumption would be as per actual including interfaces	
61	Technical Requirements - Basis & Infra	Basis & Infra	ALL	1. Other than S/4HANA system, BTP DMS, and Cloud ALM, any other functionality intended to be used, please confirm. E.g. ADS server, CPI, OpenText suite etc. 2. Do you have any preference for hyperscaler (Azure, AWS, GCP) ? 3. Are you planning to use single sign on in target infra, if yes which active directory you are using currently and do you intend to migrate the same ? 4. Have you performed any sizing exercise for the target infrastructure or we shall study and propose the same ? 5 We assume standard 3 system landscape in Rise (Dev+Qa+Prd), if you have any specific requirement, please confirm.	1. Please refer to annexure C for detailed scope. Please refer Annexure A for SAP modules in scope. 2. No 3. This should be as per SAP recommended best practices for RISE with SAP S4/HANA 4.Sizing information has been completed and details have been published in the tender document. 5.No specific requirement.	
62	Data Migration Requirements	A minimum of (2) Two Mock Trials for Data Migration should be included:- Mock Trial 1 – 50 % of all data to be used for System Integration Test in Quality System. Mock Trial 2 – 80% of all data to be used for User acceptance testing in Quality System.	ALL	1. We are assuming only master data and open transactions data migration is in scope, no historical data migration, please confirm.	this is correct.	
63	Financial Supply Chain Management (FSCM) &	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	What all type of instruments / Processes / Products are used in current system? (For Investment, borrowings, securities, derivatives, Trade Finance and Forex)	Not used currently. New scope is limited to cash and bank and forex only.	
64	Financial Supply Chain Management (FSCM) &	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	Is there any software or tool used currently to manage LC & BG deals?	Not in SAP	
65	Financial Supply Chain Management (FSCM) &	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	Is there requirement to implement limit management (CRA) to track limits for borrowings or investments?	Not in Scope	
66	Financial Supply Chain Management (FSCM) & Treasury and Risk	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	How are the bank accounts currently managed in SAP system? Any challenges w.r.t to management of bank accounts?	This is not a migration project. This is a fresh greenfield re-implementation. Please estimate as per the same	
67	Financial Supply Chain Management (FSCM) &	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	How Many bank and bank accounts currently in use ?	Not currently being used	
68	Financial Supply Chain Management (FSCM) &	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	What tool is used currently for Cash Management ?	No tool is used	

69	Financial Supply Chain Management (FSCM) & Treasury and Risk	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	Is there any Non SAP system to be integrated for Treasury or Cash Management module ?	In case required partner should consume from 75 technical objects as per technical scope in Annexure C	
70	Financial Supply Chain Management (FSCM) &	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	Is Cash pooling presently implemented with the existing system? If not, is there requirement for it?	Not in Scope	
71	Financial Supply Chain Management (FSCM) &	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	Which interface is used for bank connectivity ? (For sending payment file and receiving banks statements)	Not currently being used	
72	Financial Supply Chain Management (FSCM) & Treasury and Risk	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	Is there any need to implement solution for payment monitoring and approvals?	Standard functionality provided should be used. Custom workflows would be delivered as part of 75 technical WRICEF items as given in Annexure C.	
73	Financial Supply Chain Management (FSCM) &	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	Does an established bank reconciliation procedure exist in SAP or any other tool is used?	Not In SAP	
74	Financial Supply Chain Management (FSCM) &	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	What files are used for bank statements? (For example -MT940, BAI Formats, CAMT053)	This should be estimated as per SAP Best practices	
75	Financial Supply Chain Management (FSCM) &	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	Is there any other solution / tool used for MIS reports ?	Not in current landscape	
76	Financial Supply Chain Management (FSCM) &	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	What all areas are to be implemented under FSCM ? Like Collection Management, Dispute Management, Inhouse Cash	Please refer to Annexure C for detailed scope.	
77	Financial Supply Chain Management (FSCM) &	Cash & Bank - (LC & BG & Banks Integration & Reconciliation)	ALL	Is Multibank connectivity is to be implemented for bank connectivity?	This may be required and to be finalised during Blueprint Phase	
78	Financial Supply Chain Management (FSCM) &	Forex & Risk	ALL	Is there a necessity for implementing a hedge management to manage foreign exchange exposure?	NO	
79	Financial Supply Chain Management (FSCM) &	Forex & Risk	ALL	Is there a necessity for implementing a hedge management to manage interest rate exposure?	No	
80	Financial Supply Chain Management (FSCM) &	Forex & Risk	ALL	What all type of instruments are used in current system to hedge the exposures?	Not in Scope	
81	Financial Supply Chain Management (FSCM) &	Forex & Risk	ALL	How the rates are updating in current system? (Currency rates, Interest Rate, Security Prices, NAVs)	Not in scope	
82	Financial Supply Chain Management (FSCM) &	Budgeting & Forecasting	ALL	What tool is used currently for Budgeting and forecast ?	None	
83	Financial Supply Chain Management (FSCM) &	Budgeting & Forecasting	ALL	Is Liquidity planning and liquidity management in scope?	No	
84	General	Technical Documentation	ALL	Please provide the Business process master list (BPML) of all the modules implemented for each of entity in current ECC system	This is not a migration project but a greenfield re-implementation project. Please refer to Annexure C for required business processes in scope.	
85	General	Technical Documentation	ALL	Please provide the list of existing WRICEF objects are being used in current ECC system for each of entity	This is not a migration project but a greenfield re-implementation project. Please refer to Annexure C for required business processes in scope.	

S.No.	Business Process	Sub process	Entity	Company Clarifications	CPSTL Response
1	SAP User Scope:	Service Scope	All	Please specify the number of SAP users within the scope of support services.	The support services is not user specific but for all processes implemented as per Annexure C
2	Scope of Support	Service Scope	All	It is mentioned that there is a existing system and new Greenfield implementation to be done . Does this mean AMS support needs to be provided for both the systems .	The AMS support requested is only for RISE with SAP S4HANA greenfield system
3	Helpdesk Support	Service Scope	All	We assume that L0 (Helpdesk) incidents are out of scope for Deloitte and managed internally. Please confirm if support is limited to L1/L2/L3 services.	It is expected that initially L0 would also be supported by partner and the same in long term would be handed over. Also presence of local partner resources for quick resolution is important
4	Onsite Requirements:	Service Scope	All	We assume support will primarily be offshore from Deloitte Delivery Centers. Please specify any onsite requirements, particularly for critical modules.	The support services have to be mix of onsite support by local partner resources and offshore delivery resources.
5	Application Development/Change Request:	Service Scope	All	Specify the required hours for Application Development/Change Requests per month.	This is a green field implementation and this data is not available till implementation is completed. Partner should suggest as per pricing schedule
6	Cross-Border Application Support and Time zone Requirements	Service Scope	All	To ensure seamless support delivery, please confirm if there are any cross-border legal entities to be supported. Additionally, kindly specify if support needs to align with particular time zones to cater to your business operations.	No foreign entities. Srilanka timezone
7	Working Hours-	Service Scope	All	Confirm if support timing assumptions (9x5 with 24x7 on-call for P1 incidents) align with your business hours.	Yes
8	ITSM Tool	Incumbent & Transition Details	All	Let us know the ITSM tool being used	The ITSM tool shall be provided as necessary by CPSTL
9	SLA/KPI Requirements:	SLA/KPI & Standardization	All	Let us know if you have specific SLAs/KPIs for incident and change request management. Confirm if you are open to Deloitte proposing industry-standard SLAs.	Partner should suggest industry SLA
10	Current Support Team:	Incumbent & Transition Details	All	Please Provide details about the current AMS support team, including: a. Current provider, challenges faced, and contract end date (to estimate transition timelines). b. FTE distribution by module. c. Availability of system documentation (or efforts required to recreate them). d. Confirm that all transition activities and documentation will be in English.	Not Applicable
11	Ticket Volumetrics		All	Please share ticket volume details by priority for all implemented SAP modules, including: a. Segregation of service requests, incidents, and problem tickets. b. Volume distribution during the hypercare period. c. L1, L2, and L3 ticket splits. d. Geographic and module-level splits.	Not Applicable



We would appreciate an extension for submission up until 16th of April 2025

PROCUREMENT OF OPTIMIZING & UPGRADE OF SAP ERP SYSTEM - RISE	CPSTL Response
CLOUD INTEGRATION WITH SAP S/4HANA GREENFIELD IMPLEMENTATION	
AND EXTENSIVE BUSINESS PROCESS RE-ENGINEERING.	
BID No. KPR/06/2025	
Questionnaire 2	
1. Are the processes which are being proposed to migrate to SAP HANA presently available in SAP R3 ECC or not?	This is a greenfield project
2. If available and in use, are all existing objects and the master data requirements migrated to new SAP HANA?	This is not a migration project
3. The data preparation will be limited to existing master data sets or NEW/Fresh data need to be generated based on new processes proposed to be moved to SAP HANA?	Fresh Data needs to be generated
4. Are we supposed to generate master data pertaining to various modules which will be implemented as a Greenfield SAP implementation?	Yes
5. Can we have a list of objects and volumes of	
5.1 Legacy data to be extracted?	This being a green field rimplementation the same should be designed by partner during blueprint phase
5.2 Legacy Data o be transformed into a new structure	
5.3 Are we looking or enriching, Validating, and completing missing information also?	
5.4 Are we looking for cataloguing, standardizing the Legacy data?	
5.4.1 If so, please provide a list of Master data objects and volume needed to be covered under this?	
6. Are we planning to create material master for all different master data babes like raw material semi-finished or finished goods retail products their variance etc?	This being a green field rimplementation the same should be designed by partner during blueprint phase
7. Are we expected to generate all material parameters like the weight, dimension of individual part and the packaging requirements and the unit of packaging etc.	This being a green field rimplementation the same should be designed by partner during blueprint phase

8. During the implementation of the transportation part, we are expected to create fresh master data for customers customer address's locations root location track master and any other related data	This being a green field rimplementation the same should be designed by partner during blueprint phase
9. Under controlling and finance modules are the assets already available in this SAP ECC are to be seamlessly migrated to HANA?	This is not a migration project but a greenfield re-implementation project. Please refer to Annexure C for required business processes in scope.
10. Assets which are not available in ECC and distributed over different data sets are to be structured and migrated to new asset Master?	This is not a migration project but a greenfield re-implementation project. Please refer to Annexure C for required business processes in scope.
11. Is SAP PM module already operating?	Yes
12. Are all master data in PM module like FLOC, Eqpt, Maintenance plan, Task Lists, measuring points etc. are available in PM?	This is not a migration project but a greenfield re-implementation project. Please refer to Annexure C for required business processes in scope.
13. Or are we supposed to create fresh master data for PM?	This is not a migration project but a greenfield re-implementation project. Please refer to Annexure C for required business processes in scope.
14. Also, data enrichment is a part of the data migration.	This is not a migration project but a greenfield re-implementation project. Please refer to Annexure C for required business processes in scope.