

CNV-3009 Business Partners - Prospect (BUP002)

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Purpose

The purpose of this document is to define the conversion approach to migrate Business Partners - Prospect (BUP002) in S/4 HANA.

In Salesforce, a Prospect is typically used to track potential customers who have shown interest but have not yet been qualified as quotations or sales order. They may include essential details like company information, interaction history, and engagement level.

In SAP S/4HANA, the Prospect is intended to be represented similarly. Prospects are classified as BP (Business Partners) under the Customer category, with attributes that allow future conversion into full-fledged customers

Conversion Scope

The scope of this document covers the approach for converting active Prospect from Legacy Source Systems into S/4HANA following the Business Partners - Prospect (BUP002) Master Data Design Standard.

The data from legacy system includes:

For Core CRM

1. Under the Salesforce Account object, the 'Partner Type' is Prospect.
2. The 'Account Organization' is 'SCO' (Syensqo).
3. There is usage for the prospect within 4 years(i.e., based on 'last activity' field to check the usage), e.g., there are visit reports, leads or sales opportunities created.
4. The prospect is for GBU within scope based on field 'Involved GBU(s)', which include Novecare, Technology Solutions, Specialty Polymers and Composite Materials.
5. There is no customer number in field 'PRS ID / RCS ID'

For iCare

1. Under the Salesforce Account object, the 'Type' is Prospect.
2. There is usage for the prospect within 4 years(i.e., based on 'last activity' field to check the usage), e.g., there are visit reports, leads or sales opportunities created.
3. The prospect is for GBU within scope (based on 'GBU' field in the report), which include Novecare, Technology Solutions, Specialty Polymers and Composite Materials..
4. There is no customer number in field 'PRS Code' or 'RCS Code'

The data from legacy system excludes:

1. The Prospect is defined exclusively for GBU out of scope, such as Oil&Gas, Aroma.
2. The Prospect has already been converted to customer.
3. Exclude Status for the Prospect is Rejected

List of source systems and approximate number of records

Source	Scope	Source Approx No. of Records	Target System	Target Approx No. of Records
iCare	Active Prospect	338	S4 Hana	338
CoreCRM	Active Prospect	2167	S4 Hana	2167

Additional Information

Multi-language Requirement

The prospect may contain local language. Therefore, the conversion will also need to support the multi-language address.

Document Management

N/A.

Legal Requirement

CMMC 2.0 is a mandatory DoD cybersecurity certification for contractors handling Controlled Unclassified Information (CUI) and Federal Contract Information (FCI). CUI includes sensitive technical data (e.g., design specs, system info) related to U.S. military and space applications. The Composites Business handles CUI and is therefore within CMMC scope. Without certification, the business risks disqualification from existing and future DoD programs.

It is mandatory to implement CMMC-compliant systems and processes to for all the organizations that are dealing with CUI.

Special Requirements

Due to compliance requirement, there will be three SAP instances, one for Rest of the World (ROW), one for China and one for CUI. As Prospect is Tier 1 data object, all the Prospects will be migrated into all three SAP instances.

Target Design

The technical design of the target for this conversion approach.

Table	Field	Data Element	Field Description	Data Type	Length	Requirement
BUT000	PARTNER	PARTNER	Business Partner	CHAR	10	Mandatory
BUT000	BU_GROUP	BU_GROUP	Grouping	CHAR	4	Mandatory
BUT000	BPEXT	BPEXT	External BP Number	CHAR	20	Mandatory
BUT000	BU_SORT1	BU_SORT1	Search Term 1	CHAR	20	Mandatory
BUT000	NAME_ORG1	NAME_ORG1	Name 1	CHAR	40	Mandatory
BUT000	NAME_ORG2	NAME_ORG2	Name 2	CHAR	40	Conditional
BUT000	IND_SECTOR	IND_SECTOR	Industry sector	CHAR	10	Conditional
ADRC	NATION	NATION	Address Version	CHAR	1	Conditional
ADRC	NAME1	NAME1	Name	CHAR	40	Mandatory
ADRC	NAME2	NAME2	Name 2	CHAR	40	Conditional
ADRC	NAME_CO	NAME_CO	c/o	CHAR	40	Conditional
ADRC	CITY1	CITY1	City	CHAR	40	Conditional
ADRC	CITY2	CITY2	District	CHAR	40	Conditional
ADRC	POST_CODE1	POST_CODE1	Postal Code	CHAR	10	Conditional
ADRC	TRANSPZONE	TRANSPZONE	Transportation Zone	CHAR	10	Conditional
ADRC	STREET	STREET	Street	CHAR	60	Conditional
ADRC	HOUSE_NUM1	HOUSE_NUM1	House Number	CHAR	10	Conditional
ADRC	HOUSE_NUM2	HOUSE_NUM2	Supplement	CHAR	10	Conditional
ADRC	STR_SUPPL1	STR_SUPPL1	Street 2	CHAR	40	Conditional
ADRC	STR_SUPPL2	STR_SUPPL2	Street 3	CHAR	40	Conditional
ADRC	STR_SUPPL3	STR_SUPPL3	Street 4	CHAR	40	Conditional
ADRC	LOCATION	LOCATION	Street 5	CHAR	40	Conditional

ADRC	COUNTRY	COUNTRY	Country/Region Key	CHAR	3	Mandatory
ADRC	ADRC	TAXJURCODE	Tax Jurisdiction	CHAR	15	Conditional
ADRC	LANGU	LANGU	Language Key	LANG	1	Mandatory
ADRC	REGION	REGION	Region	CHAR	3	Mandatory
ADRC	SORT1	SORT1	Search Term 1	CHAR	20	Mandatory
ADRC	FAX_NUMBER	FAX_NUMBER	Fax	CHAR	30	Conditional
ADRC	TEL_NUMBER	TEL_NUMBER	Telephone	CHAR	30	Conditional
ADR6	SMTP_ADDR	SMTP_ADDR	E-Mail Address	CHAR	241	Conditional
KNA1	KTOKD	KTOKD	Account group	CHAR	4	Mandatory
KNA1	DEAR3	DEAR3	Indicator: Sales prospect	CHAR	1	Mandatory
BUT100	PARTNER	PARTNER	Business Partner	CHAR	10	Mandatory
BUT100	RLTYP	RLTYP	BP Role	CHAR	6	Mandatory
ADR12	URI_SRCH	URI_SRCH	URI address	CHAR	50	Conditional
DFKKBPTAXNUM	TAXTYPE	TAXTYPE	Tax Number Category	CHAR	4	Conditional
DFKKBPTAXNUM	TAXNUM	TAXNUM	Tax number	CHAR	20	Conditional

Data Cleansing

ID	Criticality	Error Message /Report Description	Rule	Output	Source System
3009-001	C2	Transportation zone is not mapped	Based on the unique combination of country/region/city/postal code, transportation zone cannot be mapped based on TM's DCT result	Account ID/Account Name /Street/Country/Region/Postal Code	

Conversion Process

The high-level process is represented by the diagram below:

The ETL (Extract, Transform, Load) process is a structured approach to data migration and management, ensuring high-quality data is seamlessly transferred across systems. Here's a breakdown of its key components:

1. Extraction

A report will be run in the source systems, such as Syensqo CRM system (i.e., iCare/CoreCRM) periodically to extract the prospect information in excel format. The excel is then staged for transformation.

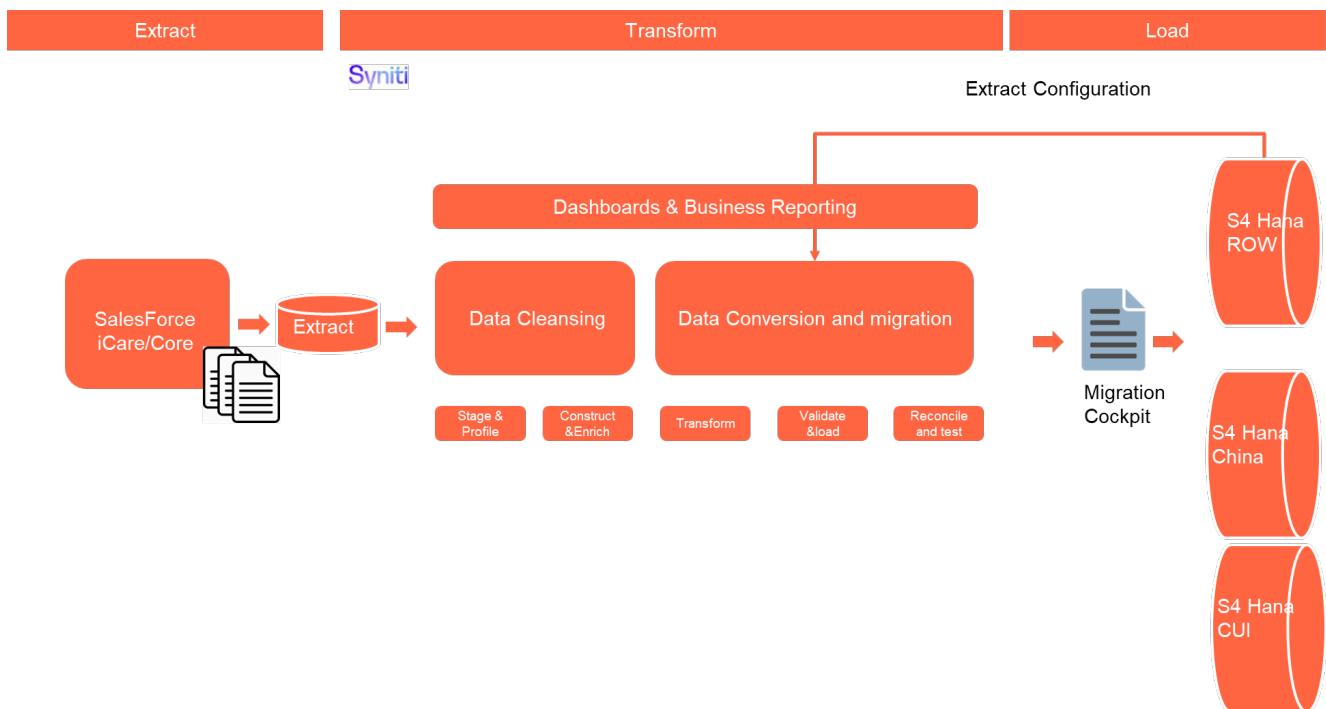
2. Transformation

Once extracted, the data undergoes cleansing, consolidation, and governance. This step ensures data integrity, consistency, and compliance with business rules. The transformation process includes:

- Data validation to remove inconsistencies.
- Standardization to align formats across datasets.
- Business rule application to refine data for operational use.

3. Loading

The transformed data is then loaded into the target S4 Hana system.



Data Privacy and Sensitivity

N/A

Extraction

Extract data from a source into Syniti Migrate. Syniti Migrate connects to the source and loads the data into Syniti Migrate. As Syniti Migrate cannot connect to the source, data is loaded to the repository from the provided source system extract/report.

The agreed Relevancy criteria is applied to the extracted records to identify the records that are applicable for the Target loads.

Extraction Run Sheet

Req #	Requirement Description	Team Responsible
Extraction Scope Definition	- Identify the source systems and databases involved. - Define the data objects (tables, fields, records) to be extracted. - Establish business rules for data selection.	Syniti Syniti / LTC Data team
Extraction Methodology	- Specify the extraction approach (full, incremental, or delta extraction). - Determine the tools and technologies used. - Define data filtering criteria to exclude irrelevant records.	Syniti
Extraction Execution Plan	- Establish execution timelines and batch processing schedules. - Assign responsibilities for extraction monitoring. - Document dependencies on other migration tasks.	Syniti
Data Quality and Validation	- Define error handling mechanisms for extraction failures.	Syniti

Selection Screen

Selection Ref Screen	Parameter Name	Selection Type	Requirement	Value to be entered/set
N/A				

Data Collection Template (DCT)

Target Ready Data Collection Template will be created for data with exception of some fields which require transformation as mentioned in the transformation rule.

DCT Rules

Field Name	Field Description	Rule
N/A		

Extraction Dependencies

Item #	Step Description	Team Responsible
1	Source System Availability - Ensure that the source database or application is accessible. - Confirm that necessary credentials and permissions are granted	Syensqo IT
2	Data Structure Identify relationships between tables, views, and stored procedures.	Syniti
3	Referential Integrity Ensure dependent records are extracted together.	Syniti
4	Extraction Methodology - Define whether extraction is full, incremental, or delta-based. - Establish batch processing schedules for large datasets.	Syniti
5	Performance and Scalability Considerations - Optimize extraction queries to prevent system overload. - Ensure network bandwidth supports data transfer volumes.	Syniti
6	Security and Compliance Adhere to regulatory standards for sensitive information if applicable	Syniti

Transformation

The Target fields are mapped to the applicable Legacy field that will be its source, this is a 3-way activity involving the Business, Functional team and Data team. This identifies the transformation activity required to allow Syniti Migrate to make the data Target ready:

1. Perform value mapping and data transformation rules.
 - a. Legacy values are mapped to the to-be values (this could include a default value)
 - b. Values are transformed according to the rules defined in Syniti Migrate

2. Prepare target-ready data in the structure and format that is required for loading via prescribed Load Tool. This step also produces the load data ready for business to perform Pre-load Data Validation

Transformation Run Sheet

Item #	Step Description	Team Responsible
1	Identify target S/4HANA fields and determine applicable legacy source fields from both Salesforce systems iCare, Core CRM	Functional Team (L2C)+ Data Team (L2C)
2	Map legacy field values to S/4HANA target values (including field-level mapping and technical names)	Data Team (L2C), Data Team (Syniti)
3	Define value mapping rules for fields requiring standardization or harmonization across the two source systems iCare, Core CRM	Functional Team (L2C)+ Data Team (L2C)
4	Identify and agree on default values where legacy data is incomplete or inconsistent	Business Team + Functional Team (L2C)
5	Configure transformation rules in Syniti Migrate	Data Team (Syniti), Data Team (L2C)
6	Review transformation logic and mappings with Business for confirmation	Business Team + Functional Team (L2C)
7	Perform initial transformation run and generate draft target-ready dataset	Data Team (Syniti),
8	Review draft target-ready data for structure and completeness	Data Team (L2C), Functional Team (L2C)
9	Share transformed data with Business for Pre-load Validation	Business Team
10	Incorporate feedback from Business and refine mappings or transformation logic as needed	Data Team (L2C)
11	Finalize and approve transformed data as Target Ready Load File	Business + Functional (L2C) + Data Team (L2C)
12	Handover final file to Load Team or trigger the load via Syniti Load Workbench	Data Team (Syniti), Data Load Team

Transformation Rules

Rule #	Source system	Source Table	Source Field	Source Description	Target System	Target Table	Target Field	Target Description	Transformation Logic
1	Core CRM	Account	SLV10_Acc_Id__c / Account ID		S4 Hana	BUT000	PARTNER	Business Partner	Rule - Apply external number range from 1000000 to 99999999, use the running number from 1000000. This will need to consider the CNV-3007 as it shares the same BP grouping.
2	Core CRM	Account			S4 Hana	BUT000	BU_GROUP	Grouping	Default - BP02
3	Core CRM	Account	SLV10_Acc_Id__c / Account ID	Account Id	S4 Hana	BUT000	BPEXT	External BP Number	Copy
4	Core CRM	Account	SLV41_Customer_Name__c / Account Name or Corporate Group	Customer Name Corporate Group	S4 Hana	BUT000	BU_SORT1	Search Term 1	Rule - If there is corporate group and the corporate group value is not 'DECISION: VARIOUS' or 'NOT ASSIGNED', copy 'Corporate group', Otherwise it would be the abbreviation of the 'Customer Name', copy first 20 char
5	Core CRM	Account	SLV41_Customer_Name__c / Account Name	Customer Name	S4 Hana	BUT000	NAME_OR G1	Name 1	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in NAME_OR G1 rest in NAME_OR G2. Use Space as delimiter to separate the entire name

6	Core CRM	Account	SLV41_Customer_Name__c / Account Name	Customer Name	S4 Hana	BUT000	NAME_ORG2	Name 2	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in NAME_ORG1 rest in NAME_ORG2. Use Space as delimiter to separate the entire name
7	Core CRM	Account			S4 Hana	BUT000	IND_SECTOR	Industry sector	TBD Not in use
8	Core CRM	Account	SLV41_Customer_Name_INT__c/Account Name (local language)	Account Name (local language)	S4 Hana	ADRC	NATION	Address Version	Rule - If there is value in field 'Account Name (local language)' then international version will be used. The international version will be mapped based on country. MAP_NATION_CX
9	Core CRM	Account	For std version - SLV41_Customer_Name__c / Account Name For international version - SLV41_Customer_Name_INT__c / Account Name (local language)	Account Name	S4 Hana	ADRC	NAME1	Name	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in NAME_ORG1 rest in NAME_ORG2. Use Space as delimiter to separate the entire name
10	Core CRM	Account	For std version - SLV41_Customer_Name__c / Account Name For international version - SLV41_Customer_Name_INT__c / Account Name (local language)	Account Name	S4 Hana	ADRC	NAME2	Name 2	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in NAME_ORG1 rest in NAME_ORG2. Use Space as delimiter to separate the entire name
11	Core CRM	Account	For std version, SLV41_C_O_Name__c / C/O Name For International version SLV41_C_O_Name_INT__c / C/O Name (Local Language)	C/O Name C/O Name (Local Language)	S4 Hana	ADRC	NAME_CO	c/o	Copy -
12	Core CRM	Account	For std version, SLV7_ACC_Country__c / City For international version SLV_City_local_language__c / City (Local Language)	City City (Local Language)	S4 Hana	ADRC	CITY1	City	Copy -
13	Core CRM	Account	SLV20_District__c / District	District	S4 Hana	ADRC	CITY2	District	Copy -
14	Core CRM	Account	SLV_Address__c / Zip/Postal Code	Zip/Postal Code	S4 Hana	ADRC	POST_CODE1	Postal Code	Copy -
15	Core CRM	Account			S4 Hana	ADRC	TRANSPZONE	Transportation Zone	Rule - Follow TM CNV-1052 Based on the unique combination of country/region/city/postal code to map the value from the TM CNV-1052 DCT page. If there is value found, then use it as transportation zone. if there is no value found, just leave it blank
16	Core CRM	Account	Std version - SLV_Address__c / Address Line 1 International Version - SLV_Street_local_language__c / Street (Local Language)	Address Line 1 Street (Local Language)	S4 Hana	ADRC	STREET	Street	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in STREET rest in STR_SUPPL1 / STR_SUPPL2/3/4. Use Space as delimiter to separate the entire street
17	Core CRM	Account	SLV_Address__c / House Number 1	Address	S4 Hana	ADRC	HOUSE_NUM1	House Number	Not in use
18	Core CRM	Account	SLV_Address__c	Address	S4 Hana	ADRC	HOUSE_NUM2	Supplement	Not in use
19	Core CRM	Account	Std version - SLV_Address__c / Address Line 2 International Version - SLV_Street_local_language__c / Street (Local Language)	Address Line 2 Street (Local Language)	S4 Hana	ADRC	STR_SUPPL1	Street 2	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in STREET rest in STR_SUPPL1 / STR_SUPPL2/3/4. Use Space as delimiter to separate the entire name
20	Core CRM	Account	Std version - SLV_Address__c / Address Line 3 International Version - SLV_Street_local_language__c / Street (Local Language)	Address Line 3 Street (Local Language)	S4 Hana	ADRC	STR_SUPPL2	Street 3	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in STREET rest in STR_SUPPL1 / STR_SUPPL2/3/4. Use Space as delimiter to separate the entire name

21	Core CRM	Account	Std version - SLV_Address__c /Address Line 1/2/3 International Version - SLV_Street_local_language__ c / Street(Local Language)	Address Line 1 /2/3 Street(Local Language)	S4 Hana	ADRC	STR_SUP PL3	Street 4	Rule - If the Address line 1/2/3 exceeds the length and require this field, otherwise it is not in use.
22	Core CRM	Account			S4 Hana	ADRC	LOCATION	Street 5	Not in use
23	Core CRM	Account	SLV7_ACC_Country__c/ Country	Country / City	S4 Hana	ADRC	COUNTRY	Country /Region Key	Mapping - MAP_LAND_CX
24	Core CRM	Account	SLV2_ACC_Language__c / Language	Language	S4 Hana	ADRC	LANGU	Language Key	Rule If there is value in field 'Language', Mapping - MAP_SPRAS_CX Otherwise default EN
25	Core CRM	Account	SLV_Address__c /State /Province	State/Province	S4 Hana	ADRC	REGION	Region	Mapping - MAP_REGION_CX
26	Core CRM	Account	SLV41_Customer_Name__c / Customer Name or Corporate Group	Customer Name Corporate Group	S4 Hana	ADRC	SORT1	Search Term 1	Rule - If there is corporate group and the corporate group value is not 'DECISION: VARIOUS' or 'NOT ASSIGNED', copy 'Corporate group', Otherwise it would be the abbreviation of the 'Customer Name', copy first 20 char
70	Core CRM	Account	Fax	Fax	S4 Hana	ADRC	Fax	Fax	Copy -
27	Core CRM	Account	Phone	Phone	S4 Hana	ADRC	TEL_NUM BER	Telephone	Copy -
28	Core CRM	Account	SLV20_HeadQuarter_Email__ c / HeadQuarter Email	HeadQuarter Email	S4 Hana	ADR6	SMTP_AD DR	E-Mail Address	Copy -
29	Core CRM	Account			S4 Hana	KNA1	KTOKD	Account group	Default - DEBI
66		Account			S4 Hana	KNA1	DEAR3	Indicator: Sales prospect	Default - X
30	Core CRM	Account			S4 Hana	BUT100	PARTNER	Business Partner	Rule - Follow BUT000,
31	Core CRM	Account			S4 Hana	BUT100	RLTYP	BP Role	Default - BUP002 & FLCU01. It refers to 2 roles here, every prospect will have 2 roles.
32	Core CRM	Account	Website	Website	S4 Hana	ADR12	URI_SRCH	URI address	Copy -

Rule #	Source system	Source Table	Source Field	Source Description	Target System	Target Table	Target Field	Target Description	Transformation Logic
33	iCare	Account	Account ID	Account ID	S4 Hana	BUT000	PARTNER	Business Partner	Rule - Apply external number range from 1000000 to 99999999, use the running number from 1000000. This will need to consider the CNV-3007 as it shares the same BP grouping.
34	iCare	Account			S4 Hana	BUT000	BU_GROUP	Grouping	Default - BP02
35	iCare	Account	X18D_Account_ID__c / Account ID	Account ID	S4 Hana	BUT000	BPEXT	External BP Number	Copy -
36	iCare	Account	Account Name or Corporate Group	Account Name Corporate Group	S4 Hana	BUT000	BU_SORT1	Search Term 1	If Rule - If there is corporate group and the corporate group value is not 'DECISION: VARIOUS - PARENT ACCOUNT' or 'NOT ASSIGNED', copy 'Corporate group', but ignore the '- PARENT ACCOUNT' part Otherwise it would be the abbreviation of the customer name, copy first 20 char
37	iCare	Account	Account Name	Account Name	S4 Hana	BUT000	NAME_OR G1	Name 1	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in NAME_ORG1 rest in NAME_ORG2. Use Space as delimiter to separate the entire name

38	iCare	Account	Account Name	Account Name	S4 Hana	BUT000	NAME_OR G2	Name 2	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in NAME_ORG1 rest in NAME_ORG2. Use Space as delimiter to separate the entire name
39	iCare	Account			S4 Hana	BUT000	IND_SECT OR	Industry sector	TBD Not in use
41	iCare	Account	Account Name (Local Language)	Account Name (Local Language)	S4 Hana	ADRC	NATION	Address Version	Rule - If there is value in field 'Account Name (Local Language)' then international version will be used. The international version will be mapped based on country. refer to mapping table MAP_NATION_CX
42	iCare	Account	For std version - Account Name (Local Language) For international version - Account_Name_Local_Language__c / Account Name (Local Language)	Account Name Account Name (Local Language)	S4 Hana	ADRC	NAME1	Name	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in NAME_ORG1 rest in NAME_ORG2. Use Space as delimiter to separate the entire name
43	iCare	Account	For std version - Account Name (Local Language) For international version - Account_Name_Local_Language__c / Account Name (Local Language)	Account Name Account Name (Local Language)	S4 Hana	ADRC	NAME2	Name 2	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in NAME_ORG1 rest in NAME_ORG2. Use Space as delimiter to separate the entire name
44	iCare	Account			S4 Hana	ADRC	NAME_CO	c/o	Not in use
45	iCare	Account	For std version, BillingAddress / Sold-to City For international version Billing_City_Local_Language__c / Sold-to City (Local Language)	Sold-to City Sold-to City (Local Language)	S4 Hana	ADRC	CITY1	City	Copy -
46	iCare	Account			S4 Hana	ADRC	CITY2	District	Not in use
47	iCare	Account	BillingAddress / Sold-to Zip /Postal Code	Sold-to Zip /Postal Code	S4 Hana	ADRC	POST_CO DE1	Postal Code	Copy -
48	iCare	Account			S4 Hana	ADRC	TRANSPZ ONE	Transportation Zone	Rule - Follow TM CNV-1052
49	iCare	Account	Std version - BillingAddress / Sold-to Address Line 1 International Version - Billing_Street_Local_Language__c / Sold-to Street (Local Language)	Sold-to Address Line 1 Sold-to Street (Local Language)	S4 Hana	ADRC	STREET	Street	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in STREET rest in STR_SUPPL1/2 /3/4. Use Space as delimiter to separate the entire name
50	iCare	Account		Sold-to Address	S4 Hana	ADRC	HOUSE_N UM1	House Number	Not in use
51	iCare	Account		Sold-to Address	S4 Hana	ADRC	HOUSE_N UM2	Supplement	Not in use
52	iCare	Account	Std version - BillingAddress / Sold-to Address Line 2 International Version - Billing_Street_Local_Language__c / Sold-to Street (Local Language)	Sold-to Address Line 2 Sold-to Street (Local Language)	S4 Hana	ADRC	STR_SUP PL1	Street 2	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in STREET rest in STR_SUPPL1/2 /3/4. Use Space as delimiter to separate the entire name
53	iCare	Account	Std version - BillingAddress / Sold-to Address Line 3 International Version - Billing_Street_Local_Language__c / Sold-to Street (Local Language)	Sold-to Address Line 3 Sold-to Street (Local Language)	S4 Hana	ADRC	STR_SUP PL2	Street 3	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in STREET rest in STR_SUPPL1/2 /3/4. Use Space as delimiter to separate the entire name
54	iCare	Account	Std version - BillingAddress International Version - Sold-to Address Line 1/2/3 Billing_Street_Local_Language__c / Sold-to Street (Local Language)	Sold-to Address Line 1 /2/3 Sold-to Street (Local Language)	S4 Hana	ADRC	STR_SUP PL3	Street 4	Rule - If the field length is less than 40 char, then copy. If the field length is more than 40 char, copy the first part in STREET rest in STR_SUPPL1/2 /3/4. Use Space as delimiter to separate the entire name
55	iCare	Account	International Version - Billing_State_Province_Local_Language__c		S4 Hana	ADRC	LOCATION	Street 5	Not in use

69	iCare	Account	Tax Jurisdiction code	Tax Jurisdiction code	S4 Hana	ADRC	TAXJUR CODE	Tax Jurisdiction	Copy
56	iCare	Account	BillingAddress / Sold-to Country	Sold-to Country	S4 Hana	ADRC	COUNTRY	Country /Region Key	Mapping - MAP_LAND_CX
57	iCare	Account			S4 Hana	ADRC	LANGU	Language Key	Rule If there is value, Mapping - MAP_SPRAS_CX Otherwise Default EN
58	iCare	Account	BillingAddress / Sold-to State /Province	Sold-to State /Province	S4 Hana	ADRC	REGION	Region	Mapping - MAP_REGION_CX
59	iCare	Account	Account Name or Corporate Group	Account Name Corporate Group	S4 Hana	ADRC	SORT1	Search Term 1	Rule - If there is corporate group and the corporate group value is not 'DECISION: VARIOUS - PARENT ACCOUNT' or 'NOT ASSIGNED', copy 'Corporate group', but ignore the ' - PARENT ACCOUNT' part Otherwise it would be the abbreviation of the customer name, copy first 20 char
68	iCare	Account	Fax	Fax	S4 Hana	ADRC	Fax	Fax	Copy -
60	iCare	Account	Phone	Phone	S4 Hana	ADRC	TEL_NUM BER	Telephone	Copy -
61	iCare	Account	Email_update__c / Email & General Customer Email	Email & General Customer Email	S4 Hana	ADR6	SMTP_AD DR	E-Mail Address	Copy. If there are values in both fields, then copy both emails address.
62	iCare	Account			S4 Hana	KNA1	KTOKD	Account group	Default - DEBI
40	iCare	Account			S4 Hana	KNA1	DEAR3	Indicator: Sales prospect	Default - X
63	iCare	Account			S4 Hana	BUT100	PARTNER	Business Partner	Rule - Follow BUT000,
64	iCare	Account			S4 Hana	BUT100	RLTYP	BP Role	Default - BUP002 & FLCU01. Both roles will be applied.
65	iCare	Account	Website	Website	S4 Hana	ADR12	URI_SRCH	URI address	Copy -
66	iCare	Account	Sold-to Country	Sold-to Country	S4 Hana	DFKKBPT AXNUM	TAXTYPE	Tax Number Category	Rule - Refer to MAP_TAXTYPE_CX. Based on 'Sold-to Country' to map the tax number categories
67	iCare	Account	VAT ID	VAT ID	S4 Hana	DFKKBPT AXNUM	TAXNUM	Tax number	Copy -

List of Custom Target Reports for this object is maintained here: [Conversion Specification - Custom Reports Register](#).

Transformation Mapping

Mapping Table Name	Mapping Table Description
MAP_REGION_CX	Country/Region Code Mapping Table for Salesforce
MAP_NATION_CX	International version mapping table for Salesforce
MAP_LAND_CX	Country Code Mapping Table for Salesforce
MAP_SPRAS_CX	Language mapping table for Salesforce
MAP_TAXTYPE_CX	Tax Number Category mapping table for Salesforce

Transformation Dependencies

List the steps that need to occur before transformation can commence

Item #	Step Description	Team Responsible
1	Source Data Integrity - Ensure extracted data is complete, accurate, and consistent. - Validate that data types and formats align with transformation requirements.	Syniti

2	Referential Integrity - Ensure dependent records are transformed together or in advance	Syniti
3	Transformation Logic and Mapping - Define data mapping rules between source and target schemas.	Data Team
4	Performance and Scalability Considerations - Optimize transformation processes for large datasets. - Ensure system resources can handle transformation workloads	Syniti
5	Logging and Error Handling - Maintain detailed logs of transformation activities. - Define error-handling procedures for failed transformations	Syniti

Pre-Load Validation

Project Team

Completeness

Task	Action
Compare Data Counts	1. Verify counts between source and target databases. 2. Identify missing or duplicated records.
Validate the mandatory fields	Validate there is value for all the mandatory fields
Validate Primary Keys and Unique Constraints	1. Check for duplicate or missing primary key values, i.e., if there is same Prospect number. 2. Ensure unique constraints are maintained.

Accuracy

Task	Action
Validate the transformation	Validate the fields which require transformation have the value after transformation instead of the original field value
Check Data Consistency	1. Compare field values across systems 2. Validate data formats and structures

Business

Completeness

Task	Action
Compare Data Counts	1. Verify counts between source and target databases. 2. Identify missing or duplicated records.

Accuracy

Task	Action
Check Data Consistency	1. Compare field values across systems 2. Validate data formats and structures

Load

The load process includes:

1. Execute the automated data load into target system using load tool or product the load file if the load must be done manually
2. Once the data is loaded to the target system, it will be extracted and prepared for Post Load Data Validation

Load Run Sheet

Item #	Step Description	Team Responsible
1	Confirm readiness of final approved data sets for each ECC source system WP2 and PF2	Business / Functional Team
2	Validate transformation rules and mappings in Syniti tool	Data Team (L2C-Data)
3	Generate target-ready load files based on S/4HANA condition table format	Data Team (Syniti)
4	Review and approve load files before execution	Business / Functional Team
5	Execute the custom loading program in the S/4HANA system	Data Load Team
6	Monitor load progress and capture load statistics (records loaded, errors, duplicates, etc.)	Data Team (Syniti) / Technical Team
7	Extract loaded data from S/4HANA for post-load validation	Data Team (Syniti)
8	Perform post-load data validation (compare target data with source/approved files) for all loaded prospects	Data Team (L2C-Data)
9	Log and resolve any data load errors or mismatches identified during validation	Data Team (L2C-Data) + Functional Team
10	Obtain business sign-off on successful load and validation	Business Team
11	Archive load logs, error reports, and validation results for audit/compliance	Data Team (L2C-Data) / Data Team (Syniti) / PMO

Load Phase and Dependencies

Configuration

Item #	Configuration Item
1	BP Grouping
2	Customer Account Group
3	BP Number Range

Conversion Objects

Object #	Preceding Object Conversion Approach
N/A	

Error Handling

Error Type	Error Description	Action Taken
Configuration / Data Transformation	The value XXX for field XXX doesn't exist	1. Check the mapping/conversion is done properly in the loading file 2. Validate the target value is configured/transported in the target system 3. Reach out to function team to validate the configuration
Configuration	There is mandatory field XXX missing	1. Validate MDS if the fields are set as mandatory 2. Validate if there is value in the pre-loading file 3. Validate if the configuration for the mandatory fields are done properly
Configuration	The BP grouping is External or Internal Number range	1. Validate the number range set up if this is External or Internal number range

Post-Load Validation

Project Team

Completeness

Task	Action
Perform Data Count	Validate that migrated data matches source records.
Perform Source-to-Target Comparisons	Validate all the mandatory fields are populated as per the loading file

Accuracy

Task	Action
Execute Sample Queries and Reports	Generate prospect reports to compare expected vs. actual results, i.e., all the fields loaded into S4 hold the same value after transformation.

Business

Completeness

Task	Action
Perform Source-to-Target Comparisons	Validate that migrated data matches source records counts.
Conduct Post-Migration Reconciliation	Go through reports comparing pre- and post-migration data provided by Syniti.

Accuracy

Task	Action
Perform Manual Testing	Open Fiori App 'Manage Business Partner', conduct manual spot-checks for additional assurance.

Key Assumptions

- Master Data Standard is up to date as on the date of documenting this conversion approach and data load.
- Prospect is in scope based on data design and any exception requested by business.
- There will be 3 SAP instances, one for ROW, one for China and one for CUI only.
- Prospect will be maintained in 3 SAP instances
- Data cleansing for Prospect, including Deduplication in Salesforce (iCare and Core CRM) will be performed in R3 release. The potential cleansing activity is listed below, but will not be restricted to below scenarios. The details will be further elaborated in R3 data migration activities.

System	Field	Cleansing Requirement
iCare/Core	Phone	There are different formats and invalid data, such as 'Error', 'tel' etc.
iCare/ Core	Website	There are phone numbers and non-website information maintained in this field
iCare /Core	Zip/Postal Code	There are postal code which format doesn't meet the standard set up

See also

Change log

Version	Published	Changed By	Comment
CURRENT (v. 41)	Apr 22, 2026 12:19	RUAN-ext, Eric	
v. 40	Apr 22, 2026 11:51	RUAN-ext, Eric	20260422 update KTOKD
v. 39	Jan 12, 2026 06:13	RUAN-ext, Eric	
v. 38	Jan 07, 2026 13:12	RUAN-ext, Eric	
v. 37	Dec 09, 2025 07:56	RUAN-ext, Eric	
v. 36	Oct 27, 2025 12:03	RUAN-ext, Eric	
v. 35	Oct 27, 2025 11:37	RUAN-ext, Eric	
v. 34	Oct 26, 2025 14:13	RUAN-ext, Eric	
v. 33	Oct 23, 2025 14:33	RUAN-ext, Eric	
v. 32	Oct 23, 2025 11:20	RUAN-ext, Eric	

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Workflow history

Title	Last Updated By	Updated	State	Status
CNV-3009 Business Partners - Prospect (BUP002)	RUAN-ext, Eric	Apr 22, 2026 12:19	Revision in Progress	

Workflow history

This view shows the 5 most recent entries. The complete workflow log is available from the 'Document Activity' menu item.

From Dec 09, 2025 to Apr 22, 2026	Actor	Type	Activity	Version
Approved	 RUAN-ext, Eric	Edit	updated the page at 7:56 am	
Nov 03, 2025				
	 MUTHUSAMY-ext, Kunalan	State	changed state to Approved at 10:17 am (State override) <i>[PMO Comments] Conversion Spec completed as per CS register and functional review completed</i>	v36
Lead Approval	 RUAN-ext, Eric	State	assigned approval <i>POD Lead Review</i> to  FARIA-ext, Joana at 5:45 am	
Oct 27, 2025				
	 RUAN-ext, Eric	Edit	updated the page at 12:03 pm	
	 NIKULSINS-ext, Vladimirs	State	changed expiry date to '03 Nov, 2025 11:58 am' at 11:58 am	
		State	changed state to Lead Approval at 11:58 am	v36