

Forced Migration, Hidden Costs:

What SAP Is Not Telling You About the 2027 Business Warehouse Deadline



Table of Contents

-
- 3 Executive Summary
 - 4 The Ultimatum—Why SAP Customers Are Stuck
 - 5 The SAP Path—Architectural Limitations Masquerading as Deployment Choices
 - 8 The Hidden Multiplier—Migration Costs You Did Not Budget For
 - 10 The Question Nobody Wants to Ask: Is Staying in SAP’s Ecosystem Required?
 - 13 Conclusion: The Decision That Preserves Optionality
 - 14 Appendix A: System Integrator Cost Calculations

Executive Summary

If you're running SAP Business Warehouse (BW) today, you face a decision that many of SAP's customers are still wrestling with: what to do about the December 31, 2027, mainstream maintenance deadline. While SAP has extended this deadline multiple times since 2010, the company now insists this date is firm. Extended maintenance is available through 2030—but at a premium that works out to be nearly 10% more than you're paying today, not the 2% initially suggested.

In addition to the costs of NOT migrating, recent research paints an even more troubling picture: A first-quarter 2025 study by a management consultancy found that only 8% of companies completed their S/4HANA transition on schedule, with projects taking an average of 30% longer than planned. More concerning: many migrating organizations exceeded their planned budgets—with 25% significantly over budget and another 40% costing more than expected. Nearly two-thirds (65%) of companies identified severe to very severe quality deficiencies after completing the required migration. User group research confirms this pattern, with SAP deployment expertise cited as the primary source of unexpected costs.¹

This white paper document examines what SAP's recommended migration paths actually entail, the hidden costs that nearly half of all migrating organizations discovered too late, and why Teradata VantageCloud represents a fundamentally different approach utilizing industry-standard technologies, proven analytical capabilities, and migration paths that do not require a complete change to your existing architecture.

Key findings:

- The effective cost of extended maintenance is 9%, not 2%, when calculated against your current maintenance base.
- Only 8% of SAP migrations finish on schedule, with 65% experiencing severe quality deficiencies post-migration.
- Both SAP migration paths—BW/4HANA and Datasphere—come with architectural limitations masquerading as deployment choices.
- SAP HANA carries a 2.24x higher total cost of ownership compared to competing database platforms.²
- Teradata provides enterprise-grade analytics without proprietary lock-in, validated by independent analysts as a leader with the highest possible scores in strategic vision, data modeling, and three other critical criteria.³

1 CIO Magazine, "[SAP customers struggle with S/4HANA migration](#)," First quarter 2025.

2 Brightwork Research, "[A Study into SAP HANA's TCO](#)," 2024.

3 Forrester Research, "[The Forrester Wave™: Data Management for Analytics Platforms, Q2 2025](#)," April 14, 2025.

The Ultimatum—Why SAP Customers Are Stuck

SAP's position is clear and documented on their support website: mainstream maintenance for SAP Business Suite 7 core applications, including SAP BW 7.5, ends December 31, 2027. For organizations still running these platforms, this creates a binary choice:

- Migrate to SAP's recommended platforms (BW/4HANA or Datasphere) or
- Pay for extended – and expensive—maintenance through 2030.

The extended maintenance option sounds reasonable until you examine the math. SAP describes it as a “premium of two percentage points on the maintenance basis for all support offerings.” But here is what that means: if your organization currently pays 22% of license value in annual maintenance—an industry standard maintenance fee—that 2% premium is not added to your 22%. It's added to the base that the 22% is calculated from.

The real math: A company with \$5 million in SAP ECC and BW licenses pays approximately \$1.1 million annually in maintenance (22%). The 2% extended maintenance premium adds \$100,000 per year, not \$22,000. That is effectively a 9% increase in your annual maintenance costs. Over three years (2028-2030), that is \$300,000 in additional fees—just to delay a decision you will eventually have to make anyway.

If Migration Is So Compelling, Why Have Customers Not Done It?

Existing market research suggests several factors:

- **Cost uncertainty has proven justified.** User group research on SAP S/4HANA migration experiences found that 49% of respondents reported costs exceeded their original budgets.⁴ The primary culprit? SAP deployment expertise fees, which increased 20% year-over-year as a source of unexpected costs. When half of your peer organizations report budget overruns, exercising caution is not irrational—it's prudent.
- **Timeline risks are substantial.** The same research details documents average implementation times of 1.5 years, with 46% of respondents noting that projects took longer than anticipated and became more resource-intensive than originally estimated.⁵ In fact, according to the research, some implementations stretched upwards of six years. For organizations planning their migration timeline, these are not encouraging benchmarks.
- **The value proposition remains unclear for many use cases.** If BW/4HANA or Datasphere delivered transformative business value that justified the investment and risk, we would expect to see higher adoption rates.

Those who have not migrated are not necessarily resisting change—they may be making rational economic decisions based on cost-benefit analysis.

⁴ ASUG, “[The State of SAP S/4HANA Adoption: Trends, Successes, and Challenges](#),” March 14, 2025.

⁵ ASUG, “[The State of SAP S/4HANA Adoption: Trends, Successes, and Challenges](#),” March 14, 2025.

The SAP Path—Architectural Limitations Masquerading as Deployment Choices

SAP offers two primary migration paths for ECC BW customers: BW/4HANA for on-premises deployment, and Datasphere for cloud-based analytics. Both represent significant architectural shifts from traditional BW. Let us examine the two paths and specific concerns that warrant due diligence.

SAP BW/4HANA Path



Concern #1: In-Memory Infrastructure Economics at Scale

BW/4HANA requires SAP HANA as its database—no alternative options exist. HANA's architecture stores data primarily in main memory (RAM) rather than on disk, enabling the fast query performance SAP promotes. For small to medium datasets, this works well. For large BW implementations, the economics become more complex.

Consider a typical enterprise BW environment: 20, 50, or 100+ terabytes of data accumulated over years of operations. With in-memory architectures, you are provisioning—and in many cases over provisioning—main memory for your analytics processing and storage footprint, and memory costs significantly more than disk storage per terabyte. This research on SAP HANA's total cost of ownership reveals the scale of this economic challenge. Independent research on SAP HANA's total cost of ownership found that HANA in-memory database implementations carry a 2.24x cost multiple compared to competing traditional database offerings for new implementations—rising to 2.41x when HANA replaces an already-installed database. These multiples reflect not just licensing costs but the total hardware requirements, including non-commodity hardware expenses and refresh cycles driven by HANA's memory-intensive architecture.⁶

Separate independent pricing comparisons consistently rate SAP HANA at nearly the highest level for implementation expense compared to other relational database alternatives—significantly above industry averages and confirming the cost premium inherent in HANA's architecture.⁷

The practical question for decision makers:

- **At what data volume does in-memory database economics become a constraint rather than an advantage?**
- **And more importantly, how do infrastructure costs scale as your data volume grows year over year—sometime 20-30% annually...?**



⁶ Brightwork Research & Analysis, "[A Study into SAP HANA's TCO \(Complete\)](#)," 2024.

⁷ ITQLick, "[SAP HANA Pricing Plans & Cost Guide](#)," June 2025.



Concern #2: Proprietary Data Models and Architectural Lock-In

BW/4HANA uses SAP-specific data models, metadata structures, and modeling approaches.⁸ Your data architects and analytical platform teams had to learn these proprietary skills to create your existing BW environment. Custom logic was written in SAP's advanced business application programming language (ABAP). Integration patterns are built around SAP specific semantic and data services layers.

This creates what economists call “switching costs”—the investment required to move to any alternative platform compounds over time.⁹ Every customization, every data model refinement, every integration pattern deepens your architectural commitment to SAP's ecosystem – essentially being LOCKED into SAP's technologies and their deployment options.

Compare this to platforms built on industry-standard analytical development technologies such as SQL. Standard SQL is portable across vendors. Data models using industry-standard dimensional modeling techniques can be recreated on alternative platforms. Skills your team develops—SQL expertise, Python for data science, standard ETL patterns—transfer across technologies as your technology strategies evolve and change over time.



The question is not whether SAP's proprietary approach delivers value today. For many organizations, it does.

The question is:
How does this architectural decision affect your choices five or ten years from now? Will you continue to be locked into SAP or will you have additional choices.

SAP Datasphere Path: Cloud with Data Fabric Trade-Offs



Concern #1: Data Fabric Architecture and Performance Trade-Offs

Datasphere emphasizes a data fabric approach utilizing data virtualization and query federation—accessing data where it resides rather than centralizing it in a single repository. SAP positions this as a “business data fabric” that provides “seamless and scalable access to data without duplication.”¹⁰

The architectural benefits are real for certain use cases. Reduced data movement means faster time-to-value to evaluate new data sources, lower storage costs, and at times simplified data pipelines. For exploratory analysis, occasional cross-system queries, and rapid prototyping, data fabric approaches works well.

The trade-offs emerge with query performance and governance complexity. When a data fabric environment needs to join data across six federated sources, each remote connection adds network latency, security handshakes, and potential bottlenecks. Physics matters: data traveling across networks is slower than data residing in optimized, co-located storage.

Then there is the governance challenge. SAP's documentation notes that Datasphere provides “data federation and data virtualization” alongside “data integration.”¹¹ In practice, this means some data remains in source systems, accessed via federation. Each of those source systems requires its own security configuration, access controls, data quality monitoring, and compliance oversight.

Compare governing access to a centralized analytical environment such as a traditional data warehouse—This deployment has one security model, one access control system, and one audit trail. In contrast, a data fabric deployment requires not only a user access layer—as described above—but additional governance challenges—with access across a dozen source systems. Each connection point represents potential security and privacy risk. In security and compliance, surface area matters. More connection points mean more potential vulnerabilities.

⁸ SAP Press, “What is SAP BW/4HANA? A Guide to Data Warehousing with SAP.”

⁹ Superblocks, “What is Vendor Lock-In? 5 Strategies & Tools To Avoid It,” March 21, 2025.

¹⁰ SAP Product Documentation, “SAP Datasphere Overview.”

¹¹ SAP, “SAP Datasphere | Unified Data Experience.”



Concern #2: Consumption Pricing Unpredictability

Datasphere uses a consumption-based pricing model built on Capacity Units (CUs). You consume CUs through compute operations, storage, data integration activities, catalog crawling, and other platform functions.

The flexibility sounds appealing: pay for what you use, scale up or down based on demand. The challenge emerges when trying to predict what you will actually use. A May 2024 discussion in SAP's own community forums captures the problem:

"We do notice that even with a really small amount of data loaded in the system, we are using most of our capacity units over a month."¹²

For CFOs and IT budget owners, this creates tension. Do you over-provision CUs to ensure performance (potentially wasting budget)? Or do you provision conservatively and risk hitting capacity limits when you need to meet SLAs for critical analytical workloads? True consumption models introduce variability that complicates budget planning.

SAP has updated Datasphere pricing for 2024, lowering entry costs and improving transparency.¹³ But the fundamental challenge remains—true consumption-based pricing shifts the risk of cost unpredictability to the customer—and their budgets.



Concern #3: Enterprise Readiness and Technical Foundation

Independent analyst assessments raise significant questions about Datasphere's maturity for enterprise-scale deployments. A leading research organization's 2024 review ranked SAP Datasphere last in its peer group for technical foundations, which includes performance, reliability, connectivity, and scale. The platform's rankings were equally problematic across other critical dimensions: last for functional coverage and development capabilities, and second-to-last for adaptability and deployment operations.

More concerning: the research reports that functional coverage gaps represent the primary problem customers encounter with Datasphere, with SAP customers reporting this issue four times more frequently than the peer group average. When customers cite missing functionality at four times the rate of competitors, the platform's readiness for enterprise deployment warrants careful evaluation.¹⁴

These rankings align with documented technical limitations with cloud service providers:

"...federated query latency is noticeably higher than direct execution in SAP Datasphere. First queries take more than a minute to run."¹⁵

For organizations accustomed to sub-second query response times in optimized analytical environments, this performance profile represents a significant operational risk with their SLAs as well as customer expectations.



The question for decision makers:

At what point does a data fabric focused deployment's architectural elegance encounter the practical limits for query latency?

¹² SAP Community Forum, "[Datasphere Capacity Units Usage explanation](#)," May 1, 2024.

¹³ SAP Community, "[SAP Datasphere's updated Pricing & Packaging: Lower Costs & More Flexibility](#)," May 2, 2024.

¹⁴ BARC, "[SAP Datasphere Reviews, Ratings & Experiences 2025](#)," 2024.

¹⁵ Google Cloud, "[SAP Datasphere federated queries | BigQuery](#)," 2024.

The Hidden Multiplier—Migration Costs You Did Not Budget For

When organizations complete SAP S/4HANA migrations, the financial reality consistently exceeds projections. During the first-quarter of 2025, a management consultancy surveyed 200 SAP user companies. Their research found that more than 60% of those surveyed exceeded their planned budgets—with 25% significantly over budget and another 40% also over financial expectations.¹⁶ This aligns with user group research showing cost overruns increased from 32% to 49% year-over-year. The pattern is clear: cost overruns are not improving with experience—they are getting worse as more organizations attempt migrations.

What makes these statistics particularly concerning: these are organizations that planned migrations, built business cases, secured funding, and executed implementations with full awareness of the deadline pressure. Yet six out of ten still underestimated total costs.



Where Budget Estimates Meet Reality

Research identifies the primary culprit: SAP deployment expertise fees, which have increased 20% year-over-year as a source of unexpected costs.¹⁷ SAP HANA specialists, BW/4HANA modeling experts, and Datasphere configuration consultants represent specialized skill sets with limited market availability. Unlike standard analytical platform building expertise such as SQL, python and other open technologies—which your existing team likely already possesses—SAP’s proprietary technologies require vendor-specific competencies.

Timeline overruns compound these financial challenges. A 2025 management consultancy study found that projects take an average of 30% longer than originally planned, with only 8% of companies completing their S/4HANA transition on schedule.¹⁸ When implementations extend beyond planned timelines, every additional month adds consulting costs, internal resource consumption, and parallel system operation expenses. A migration budgeted for 18 months at \$3 million that takes 24 months does not cost \$4 million—it costs significantly more due to rate increases, scope adjustments, and extended dual-system operations.

The multiplier effect works like this: You budget for a 1.5-year implementation. You need system integrator support with SAP HANA expertise—let’s say three consultants full-time for the duration. At market rates for SAP HANA specialists, which is \$400-600K per quarter, or \$2.4-3.6M over 18 months. But if the timeline extends to two years (remember: 46% of projects took longer than expected¹⁹), you are at \$3.2-4.8M just for external consulting. (See Appendix A for detailed cost calculations.)

¹⁶ CIO Magazine, “[SAP customers struggle with S/4HANA migration](#),” First quarter 2025.

¹⁷ ASUG, “[The State of SAP S/4HANA Adoption: Trends, Successes, and Challenges](#),” March 14, 2025.

¹⁸ CIO Magazine, “[SAP customers struggle with S/4HANA migration](#),” First quarter 2025.

¹⁹ ASUG, “[The State of SAP S/4HANA Adoption: Trends, Successes, and Challenges](#),” March 14, 2025.

²⁰ CIO Magazine, “[SAP customers struggle with S/4HANA migration](#),” First quarter 2025.

Then add the costs most initial business cases underestimate:

- **Parallel system operation:** Running both legacy ECC BW and new platform simultaneously during transition, potentially for 6-12 months.
- **Extended testing cycles:** Complex BW environments require extensive validation of reports, dashboards, and data quality.
- **Training and change management:** Users need training in new interfaces, data models, and workflows.
- **Unanticipated customizations:** The delta between “should work” and “actually works for our specific use case.”

Perhaps most troubling: the 2025 management consultancy study mentioned above found that 65% of companies identified severe to very severe quality deficiencies after completing the migration.²⁰ Quality issues discovered post-migration require additional remediation work, often consuming budget and resources that were planned for other initiatives. When two-thirds of migrations result in significant quality problems, “budget contingency” becomes inadequate—you need to plan for extensive post-go-live fixes as a baseline expectation.

What causes these quality failures? Independent research on SAP migration experiences identifies systematic planning and execution problems: underestimation of project complexity and required resources, overestimation of organizational competence, and inadequate project management. According to the research,

“This mismatch leads to the enormous discrepancies between the plan and the results.”²¹

None of these are surprises to experienced decision makers. Yet 49% of organizations still underestimate total costs. This suggests migration complexity that resists accurate prediction – a particular issue when migrating from one vendor platform.

The Skills Shortage: Everyone Will Need the Same Experts Simultaneously

Here is a capacity problem few business cases adequately model: Independent analysis suggests that less than 60% of ECC customers will have completed their migrations when mainstream maintenance finishes at the end of 2027—meaning over four out of 10 organizations will be working on their migrations.²² All these organizations will be competing for the same limited pool of SAP specific technology specialists to make not only the leap from legacy BW deployments to a future target but all SAP migrations.

Independent analyst firms note the inevitable result:

“With 30,000 ECC customers moving to S/4 by 2027, this is going to create a bottleneck in the services provider space. Finding people and experts will be the greatest pain point.”²³

SAP user group research reveals the severity of this constraint: 26% of organizations identify skills in supporting, developing, and upgrading SAP systems as their number one challenge—the single biggest concern, outranking cost overruns, timeline delays, and technical complexity. When more than one in four organizations cite skills as their primary obstacle, the capacity crisis becomes a strategic risk that compounds every other migration challenge.²⁴

Industry analysis anticipates “a very compressed labor market across all flavors of SAP” as the deadline approaches.²⁵ Basic economics applies: When demand outpaces supply, prices rise. Consultant rates that are \$250/hour today could be \$300-350/hour in 2026-2027. Project timelines extend as consultants are stretched across multiple engagements.

Contrast this with industry-standard skills: Traditional analytical environment expertise is abundant. Your existing team likely already has SQL, python and data pipeline skills that transfer across platforms. When you bet on proprietary technologies, you are betting on vendor-controlled labor markets. That bet becomes more expensive when supply/demand imbalances emerge.

21 CIO Magazine, “[SAP customers struggle with S/4HANA migration](#),” First quarter 2025.

22 Basis Technologies, “[The True State of S/4HANA 2025](#),” 2024.

23 Forrester Research, “[Here's How To Get Your S/4HANA Migration Plans Under Control](#),” 2024.

24 ASUG, “[The State of SAP S/4HANA Adoption: Trends, Successes, and Challenges](#),” March 14, 2025.

25 Baer Group, “[SAP S/4HANA Public Cloud Adoption is on the RISE! What Gartner's Latest Stats Mean for Your Transformation](#),” February 7, 2025.

The Question Nobody Wants to Ask: Is Staying in SAP's Ecosystem Required?

For most organizations, SAP BW should exist to support corporate analytical requirements and goals—not just SAP-centric analytics. The relevant question is not “which SAP platform should we choose?” It is “which analytics platform best serves our business interests requirements for the next 5-10 years?”

Consider what is driving your analytics strategy:

- Integrating data from SAP and Salesforce, Oracle, Workday, IoT systems, external sources.
- Supporting diverse analytical workloads: reporting, complex queries, data science, real-time analytics.
- Predictable costs that scale economically with data growth.
- Skills that your team can develop, and the market can supply.

If 40-60% of your analytics value comes from non-SAP data sources, doubling down on SAP's proprietary ecosystem may not align with your actual requirements.

What Independent Analysts Say About Alternatives

Teradata VantageCloud has received recognition from multiple independent analyst firms in 2024-2025, providing third-party validation for organizations evaluating alternatives to SAP's ecosystem. Key themes from these analyst evaluations include:

Industry Leadership

In a comprehensive evaluation of data management platforms for analytics, one leading analyst firm positioned Teradata as a leader, awarding the highest possible score in strategic vision—defined as “bold, clear, well-articulated and differentiating.” The assessment found that Teradata “excels in seamless operationalization of workloads” through in-platform analytics, data modeling, transformation, and data integration.” The evaluation specifically highlighted Teradata’s ability to support “complex environments with cutting-edge tools, extensive data connectors, and prebuilt, industry-specific data models that accelerate insights”—all critical capabilities for analytical platforms operating in heterogeneous IT environments.²⁶ This analyst assessment emphasizes that Teradata represents a strong choice for organizations seeking to support hybrid cloud deployments, especially where reliability, scalability, and high availability are essential. The evaluation highlights VantageCloud’s unified platform that integrates diverse data types and sources while supporting flexible deployment options including on-premises, cloud, and hybrid environments.²⁷

Strong Vision

A separate analyst firm named Teradata a visionary in cloud database management systems, specifically highlighting the platform’s ability to support cloud, on-premises, and hybrid deployments as offering strategic advantages for enterprises managing complex regulatory and operational needs.²⁸ In comprehensive analytical use case evaluations, Teradata tied for second place in the enterprise data warehouse category and was consistently recognized

²⁶ “The Forrester Wave™: Data Management for Analytics Platforms, Q2 2025,” April 14, 2025.

²⁷ “The Forrester Wave™: Data Management for Analytics Platforms, Q2 2025,” April 14, 2025.

²⁸ “2024 Gartner® Magic Quadrant™ for Cloud Database Management Systems,” December 19, 2024.

across all evaluated use cases. The assessment awarded Teradata highest scores for workload management and optimization as well as distributed analytics capabilities—the core technical requirements for enterprise-scale analytical platforms operating in disparate technology estates supporting analytical use cases.²⁹

Traditional Analytics and Data Fabric

Another analyst evaluation of data platform software providers assessed Teradata's strengths for integration, scalability, and performance. This assessment specifically highlighted QueryGrid's data fabric/query federation technology. The report indicated that QueryGrid could supply cross-platform analytics by enabling direct querying across deployments including on-premises, multicloud, and hybrid. The assessment recognized Teradata's best in class workload management capabilities to ensure service level (SLA) driven workloads have the necessary resources without interruption, even during peak demand periods.

Significant Value

Yet another independent third-party research report—analyzing multiple Teradata VantageCloud customer deployments—documented an average ROI of 427% over three years, with average annual benefits of \$7.9 million per organization and payback periods of just 11 months. The research found 43% reduction in administrative costs, 25-30% improvement in data processing efficiency, and 51% acceleration in AI model delivery.³⁰

Mature and Enterprise Ready

In another direct comparative evaluations of data management platforms, independent analysts positioned Teradata in a leadership position—the highest category in the assessment framework—while SAP was positioned as a contending technology, the evaluation's lowest tier. This two-tier gap reflects fundamental differences in platform maturity, integrated capabilities, and strategic clarity. When evaluating alternatives to SAP's prescribed migration paths, this independent positioning provides objective validation that enterprise-grade alternatives exist with proven capabilities and strategic direction.³¹

What Teradata Brings to the Table

Teradata VantageCloud addresses the specific concerns identified in previous sections:

Industry-standard and portable skills

Your team develops industry-wide applicable expertise, dimensional modeling capabilities, and data engineering skills. You are not betting on vendor-specific labor markets when organizations compete for the same specialists. Standard development tools mean your existing database administrators, data engineers, and analysts already possess core competencies required for Teradata deployment.

Multicloud flexibility without lock-in

Deploy on Amazon, Azure, Google Cloud, or on-premises without architectural constraints. Your infrastructure choices remain flexible as business requirements evolve. Unlike platforms tightly coupled with specific cloud providers or proprietary infrastructure, Teradata operates consistently across deployment models.

Proven migration methodologies

Teradata's migration approach combines automated code conversion, data model translation, and production-scale testing to reduce implementation risk. Migrations are completed in months, not years, with minimal risk. In the event of moving from on-premises to cloud or between cloud service providers (CSP), Teradata migrations maintain software consistency—eliminating the need for recoding when your deployment strategies change in the future.³²

Contrast this with SAP's migration reality

Only 8% complete on schedule, 60% exceed budgets, and 65% experience severe quality deficiencies. The difference lies in the architectural approach—Teradata's consistency across deployment options (on-premises, cloud AND hybrid) vs the current SAP model of a fundamental platform shifts that requires forced migrations to new architectures.

²⁹ "2025 Gartner® Critical Capabilities for Cloud Database Management Systems," June 13, 2025.

³⁰ "ROI Guidebook: Teradata VantageCloud," Nucleus Research, 2024.

³¹ "The Forrester Wave™: Data Management for Analytics Platforms, Q2 2025," April 14, 2025.

³² "A Guide to Cloud Migration | Migrating to the Cloud," Teradata, 2024.

Linear cost at enterprise scale

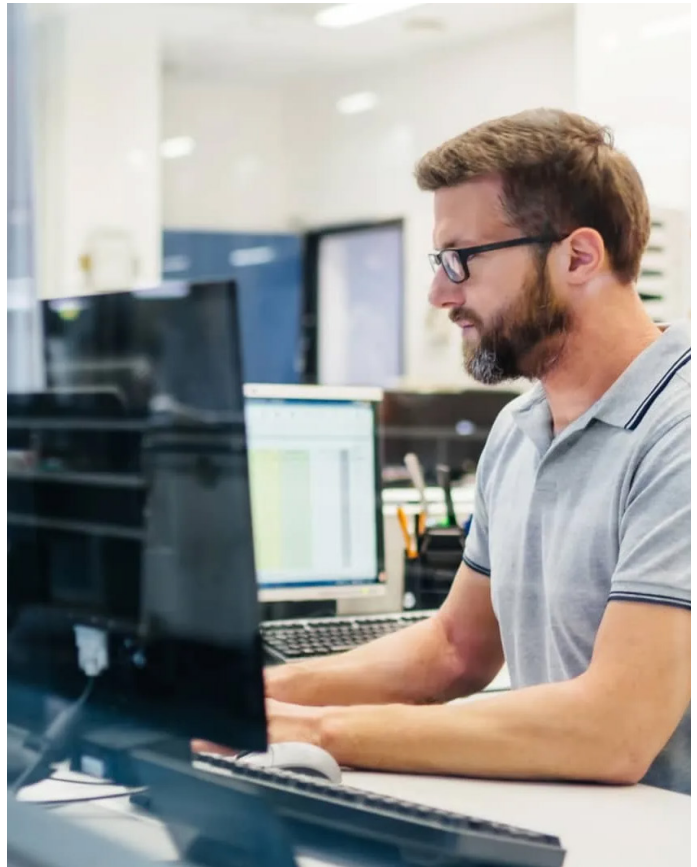
Teradata both on-premises and in the cloud uses pricing models along with our patented workload management and query optimization to limit cost overruns. Thus, avoiding the unpredictable cost fluctuations common with other analytical platforms. Infrastructure costs remain predictable and proportional to actual usage, without the specialized provisioning constraints inherent in in-memory architectures.³³

Open architecture preventing vendor lock-in

Teradata's platform is designed with "open and connected" as core principles. This architectural openness stands in contrast to SAP's ecosystem approach, where analyst assessments note that the platform "bundles multiple functionalities—including analytics, semantics, data integration, and storage—into a single ecosystem, reducing flexibility and making it difficult to replace individual components."³⁴

Heterogeneous data integration

Teradata is designed for organizations where analytics value comes from integrating diverse data sources—not just SAP, but CRM, supply chain, financial, IoT, and external data. The platform does not assume SAP-centric architecture; it assumes enterprise analytics require heterogeneous data integration now and into the future.



³³ Teradata, "[VantageCloud Pricing](#)."

³⁴ "[SAP BDC \(Business Data Cloud\): What you need to know](#)," BARC Analysis, February 2025.

Conclusion: The Decision That Preserves Optionality

SAP's December 2027 deadline is real. Extended maintenance at 9% cost premiums through 2030 is expensive. But rushing into SAP's migration paths without evaluating alternative—and industry validated superior solutions—limits your options.

What this analysis documents:

- Only 8% of SAP migrations complete on schedule, with 60% exceeding budgets and 65% experiencing severe quality deficiencies—and these statistics are worsening year-over-year as deadline pressure intensifies.
- SAP's migration paths involve significant architectural trade-offs around infrastructure economics (2.24x higher TCO), proprietary lock-in, consumption pricing unpredictability, and data fabric performance characteristics.
- Skills shortages will intensify as approximately 15,000 organizations still need to migrate by 2027, all competing for the same SAP HANA specialists while consultant rates escalate.
- Teradata provides enterprise-grade analytics without proprietary lock-in, validated by independent analysts as a leader with highest scores in data modeling and top ratings across critical platform capabilities.

The specific action for Decision Makers

You need to understand whether alternatives exist that better serve your business requirements without forcing the trade-offs inherent in SAP's ecosystem.

Teradata's assessment program provides a comprehensive current-state analysis and migration feasibility evaluation. The assessment typically completes in a few weeks and delivers detailed cost models, migration roadmaps, and risk analysis.

Raise your hand.

Contact Teradata to schedule your assessment today. Understand your options before deadline pressure eliminates informed choice.



The question is not whether to migrate by 2027.
The question is:

- Are you making your analytical platform decision based on your business requirements?
- Or are you making a complex migration decision based on vendor deadlines and dictations?



Appendix A: System Integrator Cost Calculations

Understanding the Real Cost of SAP Deployment Expertise

When user groups report that 49% of SAP migrations exceeded their original budgets, with deployment expertise cited as the primary cost overrun source, most organizations underestimate the scale of external consulting investment required. Unlike migrations to platforms using industry-standard SQL—where your existing database administrators and data engineers already possess core competencies—SAP HANA in-memory optimization and BW/4HANA modeling require specialized expertise with limited market availability.

The calculations shown to the right model realistic system integrator costs for a typical enterprise BW migration. According to market salary data, SAP BW consultants earn between \$50-\$77 per hour as employees.^{35 36 37} However, when you engage system integrators, you pay consulting firm billing rates—not employee salaries. Industry standard consulting multipliers range from 2.5x to 3x the base salary cost to cover overhead, benefits, and profit margins. This translates to billing rates of \$125-\$232 per hour for typical SAP BW specialists, with senior architects and HANA optimization experts commanding premium rates up to \$300-\$350 per hour during peak demand periods.

35 ZipRecruiter, "[Sap BW Consultant Salary](#)," September 24, 2025.

36 Salary.com, "[How much does a Sap BW Consultant make in the United States?](#)" October 01, 2025.

37 Velvet Jobs, "[SAP BW Salary](#)," 2025.

Base Scenario: 18-Month Implementation

- Three (3) full-time SAP BW/HANA specialists at \$150/hour (2x salary multiplier—conservative)
- 40 hours/week × 52 weeks = 2,080 hours/year per consultant
- 2,080 hours × 1.5 years × 3 consultants = 9,360 billable hours
- 9,360 hours × \$150/hour = **\$1,404,000**

Standard consulting rate (\$200/hour—2.5x multiplier):
\$1,872,000

Premium specialist rate (\$250/hour—3x multiplier):
\$2,340,000

Extended Timeline Scenario: 24 Months (46% of projects)

- Same calculation × 2 years instead of 1.5
- At \$150/hour: \$1,872,000
- At \$200/hour: \$2,496,000
- At \$250/hour: \$3,120,000

These calculations exclude:

- Internal FTE costs and opportunity costs.
- Additional specialist consultants for specific modules.
- Premium rates during compressed timeline periods (2026-2027).
- Parallel system operation infrastructure costs.
- Training and change management consulting.