



Supporting Tools and Services on the Journey to SAP S/4HANA: Why Is This Important

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About the Speakers

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Key Outcomes/Objectives

1. Learn about the most important value drivers of SAP S/4HANA
2. Hear about the 4 key customer questions on the journey to SAP S/4HANA?
3. Learn about the tools and services supporting customers on their transformation journey

Agenda

- Guiding Principles of SAP S/4HANA
- Customers and Transition Scenarios
- Supporting Tools and Services to answer the following key questions
 - What SAP solutions do I need?
 - Why should I deploy them?
 - Is my landscape ready for them?
 - What should my transformation plan look like?

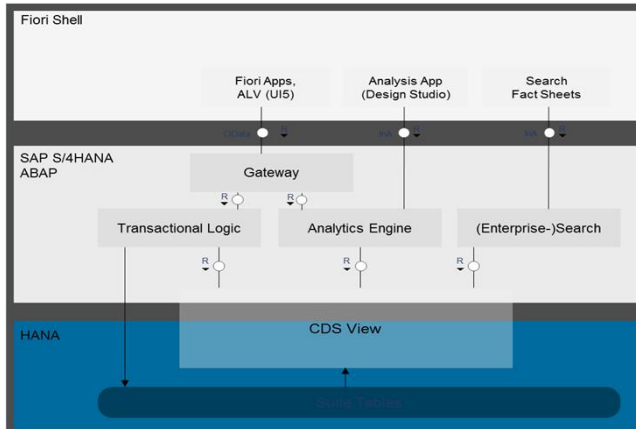
SAP S/4HANA – Guiding Principles



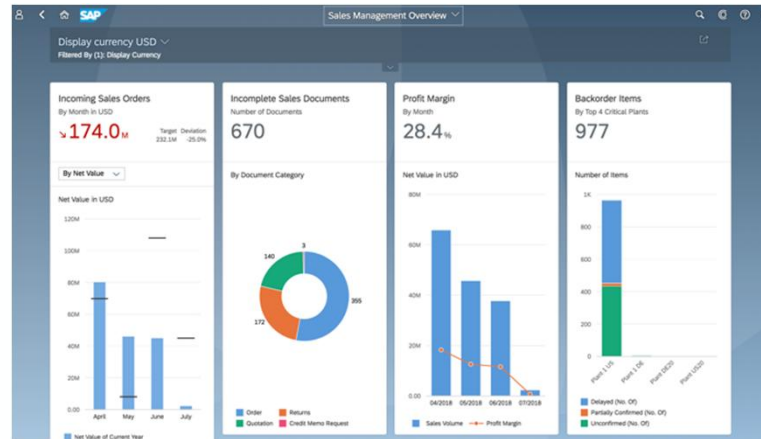
SAP S/4HANA Digital Core - Guiding Principles



Modern Architecture for Instant Insight



Intuitive User Experience



Intelligent ERP Next Generation Business Processes

The screenshot shows the SAP Buffer Level Management interface. It displays a table of buffer levels for various products and plants. The table includes columns for Product, Plant, Current, Proposed, and various buffer levels (e.g., 200 PC, 120 PC, 150 PC, 100 PC, -20 PC, -50 PC, -30 PC). It also shows Stock Level, Variability, and Decoupled Lead Time. The interface includes search filters and a table of buffer levels.

Product	Plant	Current	Proposed	200 PC	120 PC	150 PC	100 PC	-20 PC	-50 PC	-30 PC	Stock Level	Variability	Decoupled Lead Time	Adopt	Ignore
Product1	Plant 1	Current	Proposed	200 PC	120 PC	150 PC	100 PC	-20 PC	-50 PC	-30 PC		X (0.2)	E (3.2 days)	Adopt	Ignore
Product2	Plant 1	Current	Proposed	100 PC	120 PC	250 PC	150 PC	-20 PC	-50 PC	-30 PC		X (0.4)	E (4.2 days)	Adopt	Ignore
Product2	Plant 1	Current	Proposed	100 PC	120 PC	250 PC	150 PC	-20 PC	-50 PC	-30 PC		X (0.2)	E (3.2 days)	Adopt	Ignore
Product2	Plant 1	Current	Proposed	100 PC	120 PC	250 PC	150 PC	-20 PC	-50 PC	-30 PC		X (0.4)	E (4.2 days)	Adopt	Ignore
Product2	Plant 1	Current	Proposed	100 PC	120 PC	250 PC	150 PC	-20 PC	-50 PC	-30 PC		X (0.2)	E (3.2 days)	Adopted 2 days Back	Ignore

Customers



SAP S/4HANA - Customers

10900+

Licensed Customers

5200+

Active customer projects

In all 25 industries and in 90 countries

2800+

Live customers



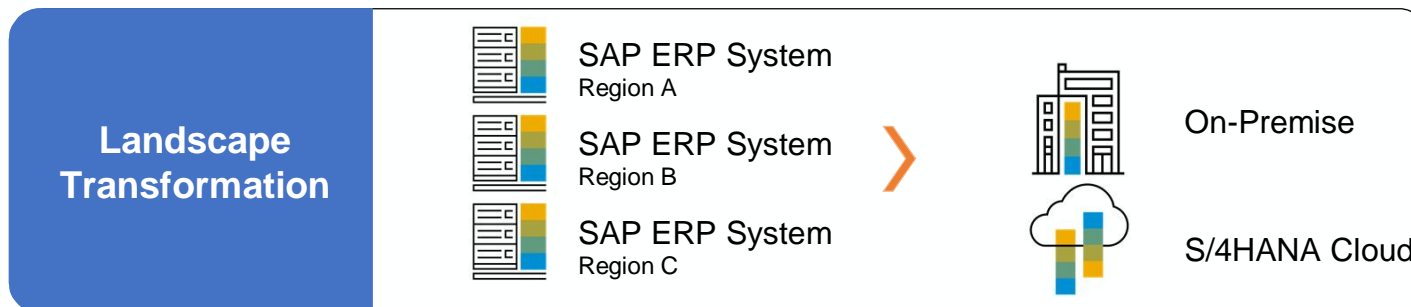
Transition Scenarios



Transition to SAP S/4HANA

Three different approaches to move to SAP S/4HANA

 [SCN Blog: How to find my path to SAP S/4HANA](#)



Bring your business processes to the new platform

- A complete technical in-place conversion of an existing SAP Business Suite ERP system to SAP S/4HANA
- Adopt new innovations at your speed

New implementation / re-implementation

Reengineering and process simplification based on latest innovations

- Implement innovative business processes with SAP best-practice content on a new platform
- Perform initial data load
- Retire old landscape

Value driven data migration to the new platform

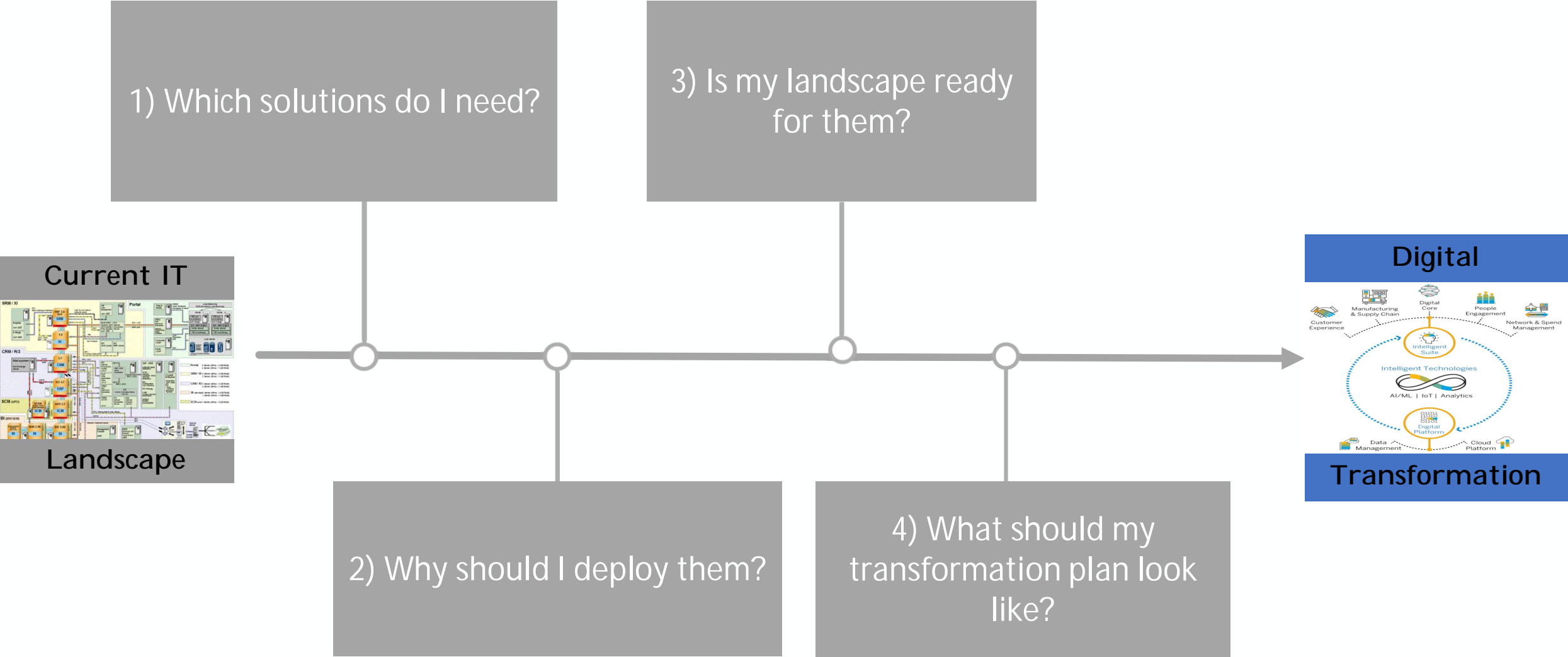
e.g. consolidation of current SAP Business Suite landscape into one global SAP S/4HANA system or selective data migration based on legal entities

SAP S/4HANA

Supporting Tools and Services




How does a customer decide which approach to take?



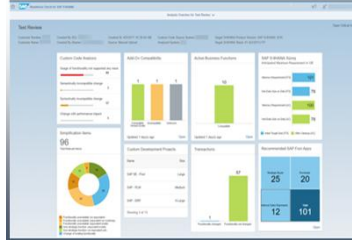
How does a customer decide which approach to take?


1) Which Solutions do I need?



 Transformation Navigator

3) Is my landscape ready for them?

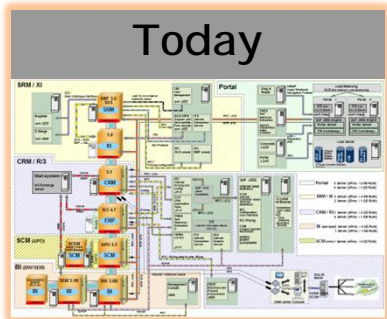


 S/4HANA Readiness Check

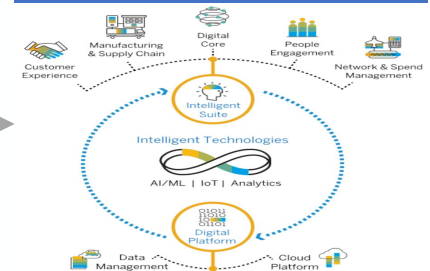
 Service

 Self-Service Tool

Today




Tomorrow



2) Why should I deploy them?

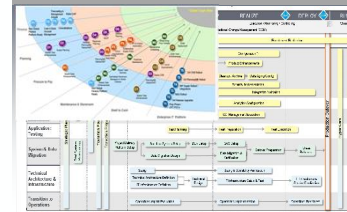


 Business Scenario Recommendations Report (BSR)


 Business Process Reality Check

 Quick Value Assessment (QVA)

4) What should my transformation plan look like?



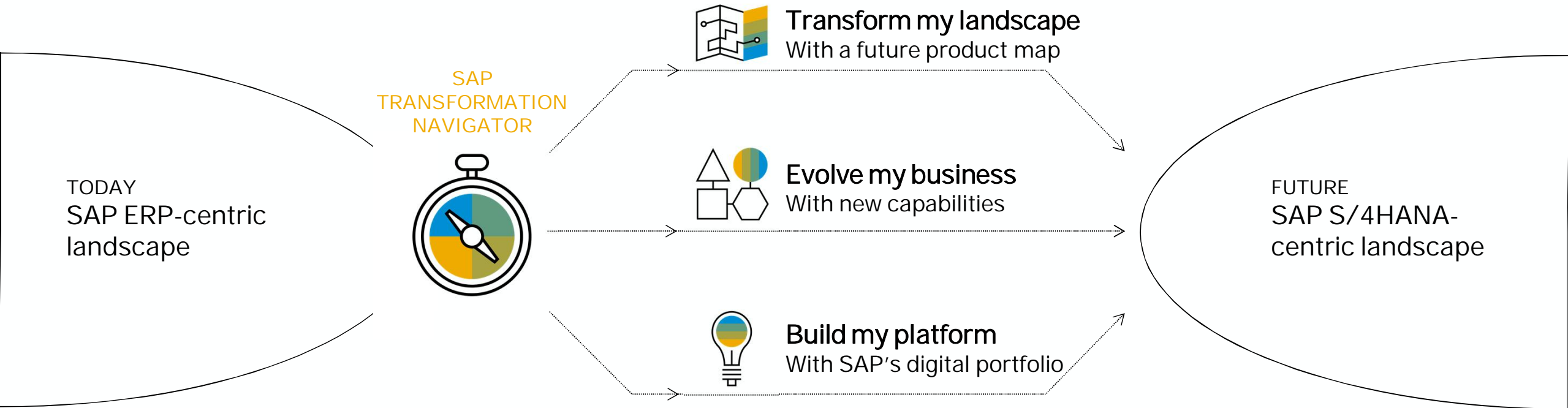
 Implementation Strategy Services

 SAP S/4HANA Adoption Starter

Tools

SAP Transformation Navigator

Transformation Scenarios



Generates company-specific product map & guides

CUSTOMER INPUTS



Current product list
Pre-filled from support profile



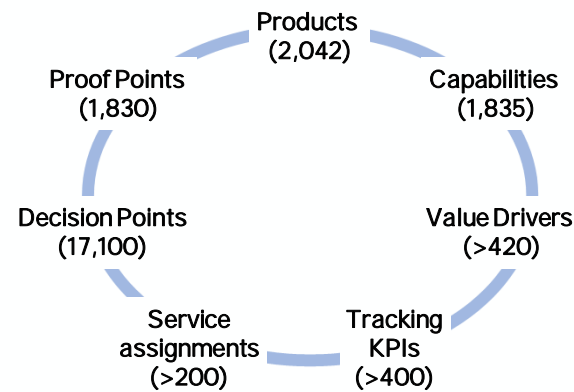
Business needs
Selected from capability catalog



IT-strategy
Prompted decision points, such as cloud preference



Select | Navigate | Display | Share



TOOL OUTPUTS

Business guide – why?



- § Value drivers
- § Aspiration ranges
- § Tracking KPIs

Technical guide – what?



- § Industry reference map
- § Product recommendations
- § Decision points

Transformation guide – how?



- § Transition types
- § License policies
- § Services

Adoption as of March 2019

PRODUCT MAPS

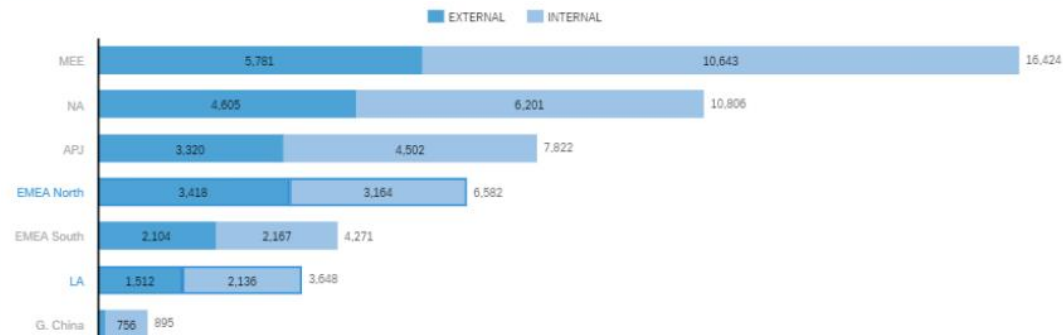
50,448

1. # PM created

25,800

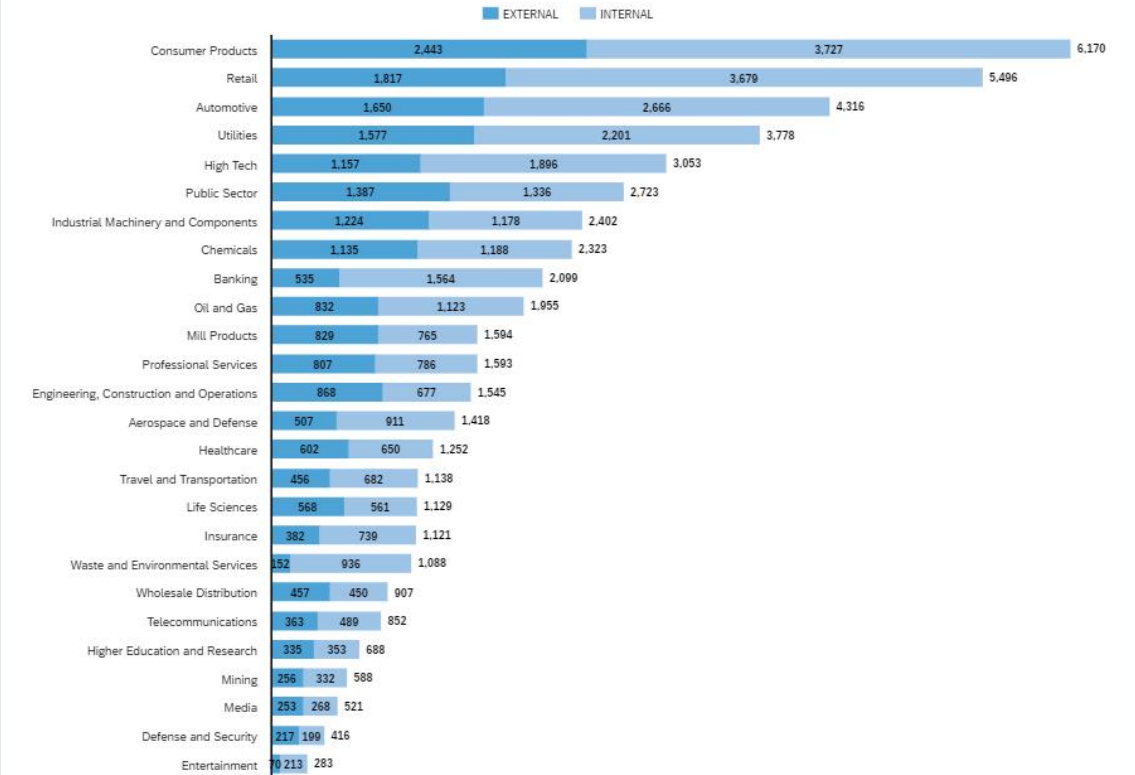
2. # Thereof PM with Decision Points

REGION VIEW



INDUSTRY VIEW

Source: SAP Enterprise Analytics STN Dashboard



Over 50,000 product maps created, touching all regions, industries, and lines of business.



www.sap.com/TransformationNavigator

SAP Transformation Navigator

Clear Guidance to the Intelligent Enterprise

Start Now



Contact Us

Get started on your transformation journey

We'll help you choose the right SAP products and solutions for your journey to the Intelligent Enterprise.



Create Your
Product Map



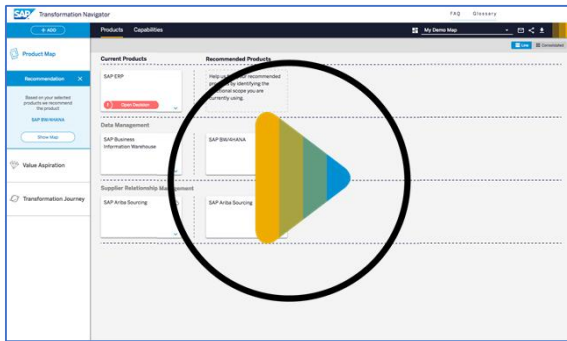
Build Your
Business Case



Plan Your
Journey

SAP Transformation Navigator demo

WATCH A SHORT DEMO



[5-minute demo](#)

LEARN WITH OUR QUICK TIPS



[Quick Tip Video Series](#)

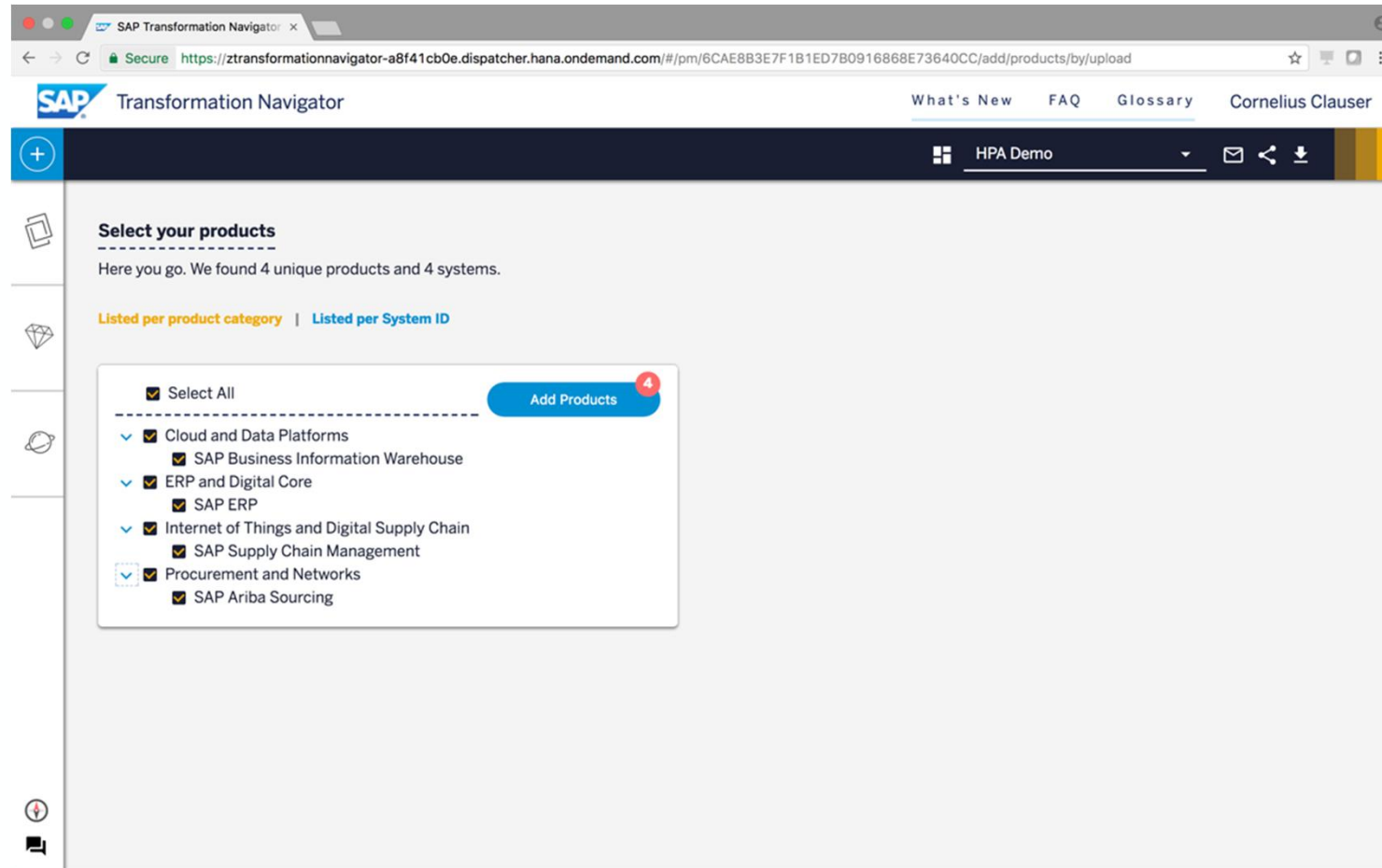
TRY THE TOOL FOR YOURSELF



[www.sap.com/
Transformation
Navigator](http://www.sap.com/TransformationNavigator)

SAP Transformation Navigator – Storyboard

1. Upload your products



The screenshot shows the SAP Transformation Navigator web interface. The browser address bar displays the URL: `https://ztransformationnavigator-a8f41cb0e.dispatcher.hana.ondemand.com/#/pm/6CAE8B3E7F1B1ED7B0916868E73640CC/add/products/by/upload`. The page header includes the SAP logo, the text "Transformation Navigator", and navigation links for "What's New", "FAQ", "Glossary", and "Cornelius Clauser". A dark blue navigation bar contains a "+" icon, a "HPA Demo" dropdown menu, and icons for mail, back, and download.

The main content area is titled "Select your products" and includes the text: "Here you go. We found 4 unique products and 4 systems." Below this, there are two sorting options: "Listed per product category" (highlighted in orange) and "Listed per System ID".

A selection panel is displayed with the following items:

- Select All
- Cloud and Data Platforms
 - SAP Business Information Warehouse
- ERP and Digital Core
 - SAP ERP
- Internet of Things and Digital Supply Chain
 - SAP Supply Chain Management
- Procurement and Networks
 - SAP Ariba Sourcing

An "Add Products" button with a red notification badge showing the number "4" is located to the right of the selection panel.

SAP Transformation Navigator – Storyboard

2. Get your product recommendations

The screenshot displays the SAP Transformation Navigator interface. The browser address bar shows the URL: <https://ztransformationnavigator-a8f41cb0e.dispatcher.hana.ondemand.com/#/pm/6CAE8B3E7F1B1ED7B0916868E73640CC/show/products/line>. The page title is "SAP Transformation Navigator". The navigation bar includes "What's New", "FAQ", "Glossary", and "Cornelius Clauser". The main content area is titled "Products" and "Capabilities", with a "Line" and "Consolidated" toggle. The interface is divided into sections: "Current Products" (4 items) and "Recommended Products" (19 items). The "Current Products" section includes "SAP Business Information Warehouse" under "Cloud and Data Platforms" and "SAP ERP" under "ERP and Digital Core" (with 25 Decisions). The "Recommended Products" section includes "SAP BW/4HANA" (SAP REFERENCE PRODUCT) under "Cloud and Data Platforms", "SAP S/4HANA" (SAP REFERENCE PRODUCT) under "ERP and Digital Core" (with 25 Decisions), "SAP Archiving and SAP Document Access by OpenText for S...", "SAP Invoice Management by OpenText for SAP S/4HANA", and "SAP Supply Chain Management" (SAP REFERENCE PRODUCT) under "Internet of Things and Digital Supply Chain" (with 1 Decision). The bottom section is "Procurement and Networks".

SAP Transformation Navigator – Storyboard

3. Add Business Capabilities

The screenshot displays the SAP Transformation Navigator interface for the 'Consumer Products' industry. The page features a search bar, a dropdown menu for the industry, and a table with three columns: Capabilities, Solutions, and Recommended Product. The 'Sales' category is expanded to show 'Order and Contract Management' with several sub-capabilities.

Capabilities	Solutions	Recommended Product
> Commerce		
> Finance		
> Human Resources		
> Manufacturing		
> Marketing		
> Product Innovation		
▼ Sales		
▼ Order and Contract Management		
<input checked="" type="checkbox"/> Customer Master Data Governance	1 solution 1 covered by your Map	SAP Master Data Governance
<input type="checkbox"/> Billing and Invoicing	3 solutions 2 open / 1 covered by your Map	decision required
<input type="checkbox"/> Commodity Sales	2 solutions 1 open / 1 covered by your Map	SAP ERP
<input type="checkbox"/> Data Maintenance	1 solution	SAP Data Maintenance for SAP ERP by Vistex
<input type="checkbox"/> Distributor Management	1 solution	SAP ERP

SAP Transformation Navigator – Storyboard

4. Select Value Driver, set Aspiration Range, start tracking

Based on the capabilities of all recommended products.

Select the value drivers you aspire to improve! The selected value drivers will help you build the business case for your transformation journey [Go and Set Aspiration](#)

Value Driver	Capabilities	Associated Products	Business Process Analytics KPIs
<input checked="" type="checkbox"/> Reduce finance cost	23	SAP Archiving and SAP Document Access by OpenText for SAP S/4HANA, SAP Business Planning and Consolidation, version for SAP NetWeaver, SAP BusinessObjects Intercompany, SAP Disclosure Management, SAP Financial Closing cockpit, SAP Invoice Management by OpenText for SAP S/4HANA, SAP Master Data Governance, SAP Notes Management, SAP Process Control for SAP S/4HANA, SAP S/4HANA	15
<input checked="" type="checkbox"/> Improve on-time delivery performance	21	SAP S/4HANA, SAP Supply	Automation rate: Customer payments [%] Automation rate: FI-GL clearing [%]
<input checked="" type="checkbox"/> Reduce audit cost	15	SAP BusinessObjects Intercompany, SAP Financial Closing cockpit, SAP Master Data Governance, SAP Process Control for SAP S/4HANA	Automation rate: Vendor payments [%] Changes in FI documents
<input type="checkbox"/> Increase HR FTE productivity	13	SAP S/4HANA	Electronic bank statement items not completely posted
<input type="checkbox"/> Increase employee engagement	11	SAP Ariba Sourcing, SAP S/4HANA	Electronic bank statements not completely posted
<input type="checkbox"/> Reduce days in inventory	11	SAP S/4HANA, SAP Supply	Exceptions during payment runs
<input type="checkbox"/> Reduce procurement function costs	11	SAP Ariba Sourcing, SAP S/4HANA	Exceptions for open items FI-AP during payment run
<input type="checkbox"/> Reduce uncollectible accounts receivable write offs	11	SAP S/4HANA	Exceptions for open items FI-AR during payment run

SAP Transformation Navigator – Storyboard

5. Generate customer-specific document, share with colleagues, SAP

The screenshot displays the SAP Transformation Navigator interface. The browser address bar shows the URL: <https://ztransformationnavigator-a8f41cb0e.dispatcher.hana.ondemand.com/#/pm/6CAE8B3E7F1B1ED7B0916868E73640CC/journey>. The page title is "Transformation Navigator" and the user is logged in as "Cornelius Clauser". The main content area is titled "Your Transformation Journey" and contains a table with the following data:

Current Product	Recommended Product	Transition Type	Value Drivers	Enabled Capabilities
SAP ERP	SAP S/4HANA	Conversion	3	42
SAP ERP	SAP BusinessObjects Intercompany	Context-specific	2	1
SAP ERP	SAP Notes Management	Context-specific	2	1
SAP ERP	SAP Disclosure Management	Context-specific	2	1
SAP ERP	SAP Financial Closing cockpit	Context-specific	2	1
SAP ERP	SAP Master Data Governance	Context-specific	2	1
SAP ERP	SAP Process Control for SAP S/4HANA	Context-specific	2	1
SAP ERP	SAP Business Planning and Consolidation, version for SAP NetWeaver	Context-specific	1	1
SAP ERP	SAP Archiving and SAP Document Access by OpenText for SAP S/4HANA	Context-specific	1	1
SAP ERP	SAP Invoice Management by OpenText for SAP S/4HANA	Context-specific	1	1
SAP Business Information Warehouse	SAP BW/4HANA	Conversion	0	0
SAP ERP	SAP Tax Classification and Reporting	Context-specific	0	0

On the right side of the interface, there is a "Download" section with the text: "You can generate the documents to download." Below this is a blue button labeled "Generate Document". Further down, there is a prompt: "Do you want to share or discuss your Product Map with an SAP expert? Collaborate with us!"

Tools

Business Scenario Recommendations Report
(BSR)



Business Scenario Recommendations NextGen

(formerly named: Value Discovery Report for SAP S/4HANA)

Customer Name: Sample Customer

Customer Number: 23456

Date of analysis: 1 Feb, 2019

Current Release: SAP ERP 6.0

Industry: Discrete Manufacturing

FINDINGS

OVERVIEW

DETAILS

Your Current Process Performance in SAP ERP System "P01":

	Production planning	Production order creation	Production order release	Production order confirmation	Production order delivery
Value Drivers					
Accelerate Manufacturing Cycle Times			12 days <u>Avg lead time: order creation to release »</u>	1 day <u>Avg lead time: order release to confirmation »</u>	2 days <u>Avg lead time: order release to delivery »</u>
Reduce Total Manufacturing Costs	21.559 <u>Planned but not converted in time »</u>	38% <u>Automation rate Production orders automatically created »</u>	6% <u>Automation rate Production orders automatically released »</u>	13.526 <u>Failed goods movements during production order confirmation »</u>	763 <u>Overdue production orders assigned to sales »</u>
How SAP helps					
Build an intelligent enterprise with recommended SAP S/4HANA solution capabilities.	S/4HANA Material Requirements Planning »				
	S/4HANA Constraint Based Prod. Planning »				
			S/4HANA Production Execution »		
			SAP Production Control »		
			S/4HANA Manufacturing Execution for Make to Order »		

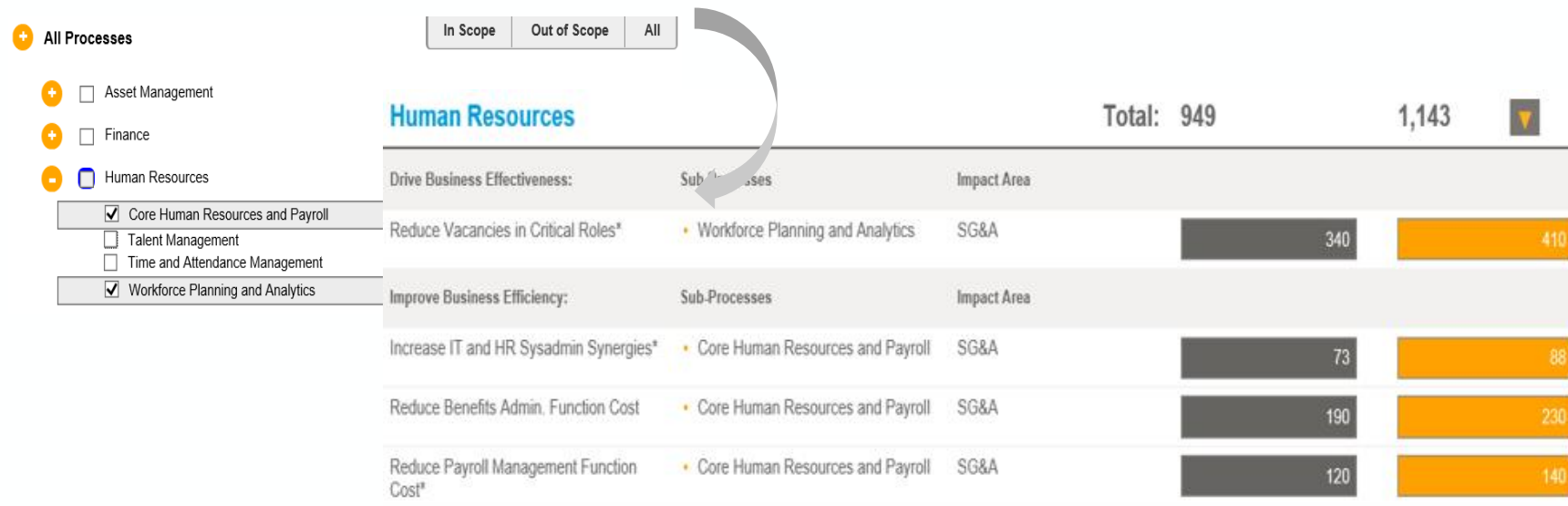
Tools

Quick Value Assessment

Quick Value Assessment - Build an Outside-In Benefits Case

- § Concept: A Quick Value Assessment (QVA) enables you to rapidly create an estimate of business improvement aligned to scope
- § Result: The assessment calculates potential benefit estimates for process / sub-processes or even specific SAP solutions.
- § Approach: Company provides minimal financial information and system automatically calculates outside-in benefits based on benchmarks, assumptions. Company can fine tune benefits if needed
- § Customer Roles: Business Owners, Controller to help with any P&L data required

- ü Business value framework defined
- ü Value drivers automatically included
- ü Monetary benefits estimated instantly



Please note that the QVA deliverable is high level in nature and to have an early discussion on value. It does not include an ROI analysis or cost information as this would require much deeper involvement from the customer.

Tools

Readiness Check

SAP S/4HANA projects: have you ever wondered...

How much **SAP HANA** do I need?

Are my **add-ons** compatible with SAP S/4HANA?

What **SAP Fiori apps** are available?

Which **simplification items** are relevant?

Will my **custom code** work with SAP S/4HANA, and if not, what do I do?

SAP Readiness check

A [holistic system analysis](#) is the foundation for further planning steps towards a successful and smooth SAP S/4HANA system conversion.

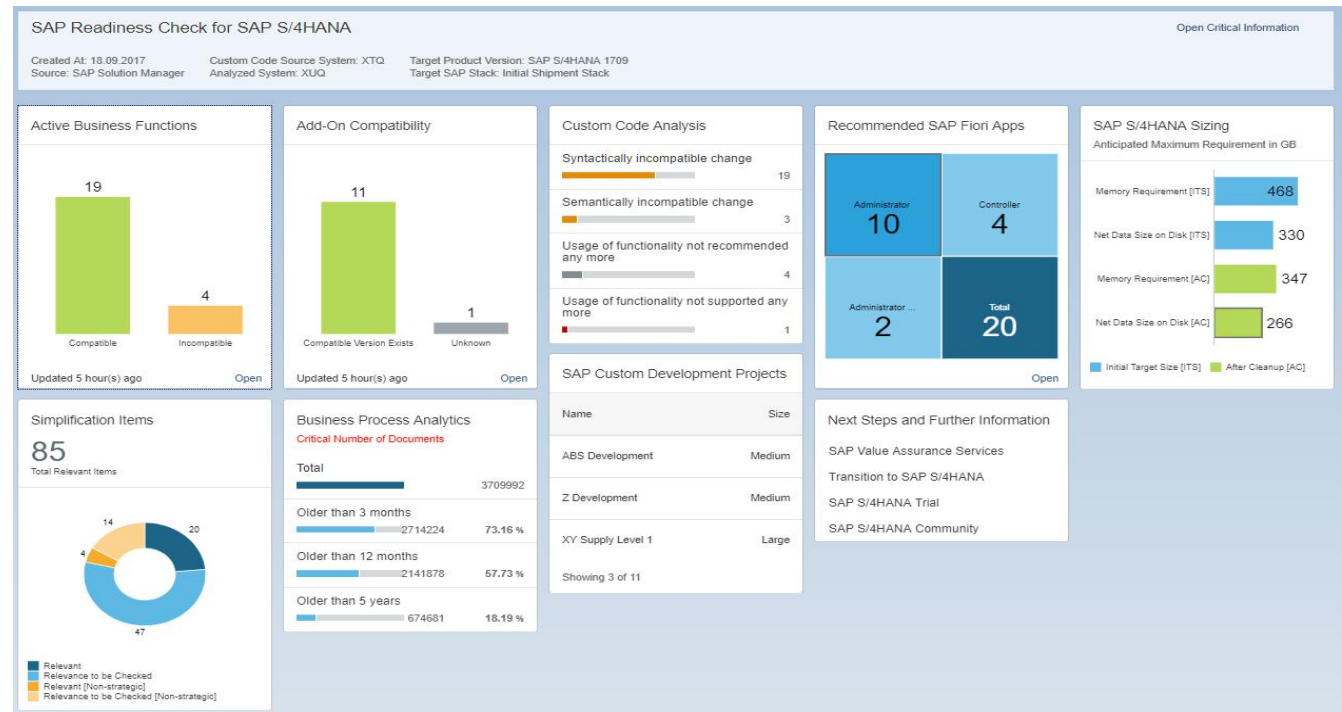
The [SAP Readiness Check](#) is a [self-service tool](#) that analyzes software prerequisites, infrastructure requirements, SAP S/4HANA functional implications, necessary custom code adaptations and application data migration requirements already [months before a project starts](#).

SAP Readiness Check for SAP S/4HANA result:

- n Compatibility Check of
 - n AddOns
 - n Active Business Functions
- n S/4HANA Simplification Item analysis and relevancy determination
- n SAP S/4HANA sizing
- n High-level Custom Code analysis
- n Identification of SAP CD (Custom Development) projects that might require adaptations
- n 11 Business Process KPI analyses to identify areas of improvement before conversion to S/4HANA
- n Recommended FIORI Apps

Customer Tasks:

- n [Configure and run](#) SAP Readiness Check (one SAP Basis consultant/employee required)



Services

SAP S/4HANA Adoption Starter

SAP S/4HANA Adoption Starter – Motivation

Digital Transformation is on everyone's agenda. SAP is committed to providing **clear guidance** and support for the customer design of the journey. This goes beyond a traditional IT-project and needs an equal attention to business aspects.

BUT

Today, customers feel that already the high level evaluation for a SAP S/4HANA-centric landscape, requires a significant investment. In addition, offered tools and services are hard to sequence and align – self services are often not self explanatory.

Objective:

Provide a 90-day, easy to consume format that helps customers to structure and assess their transformation. Cover Business, Technical as well as Transformation view and summarize in an **executive-ready Transformation Plan 1.0**

SAP S/4HANA Adoption Starter – Target Audience

Target group of customers:

- | ERP installed base customers
- | Not live on SAP S/4HANA yet
- | All customers with a valid Support Agreement with no additional fees
- | Direct and Indirect customers
- | Indirect customers are requested to join with their reselling partners
- | Customers may bring their SI partners as members of their project team

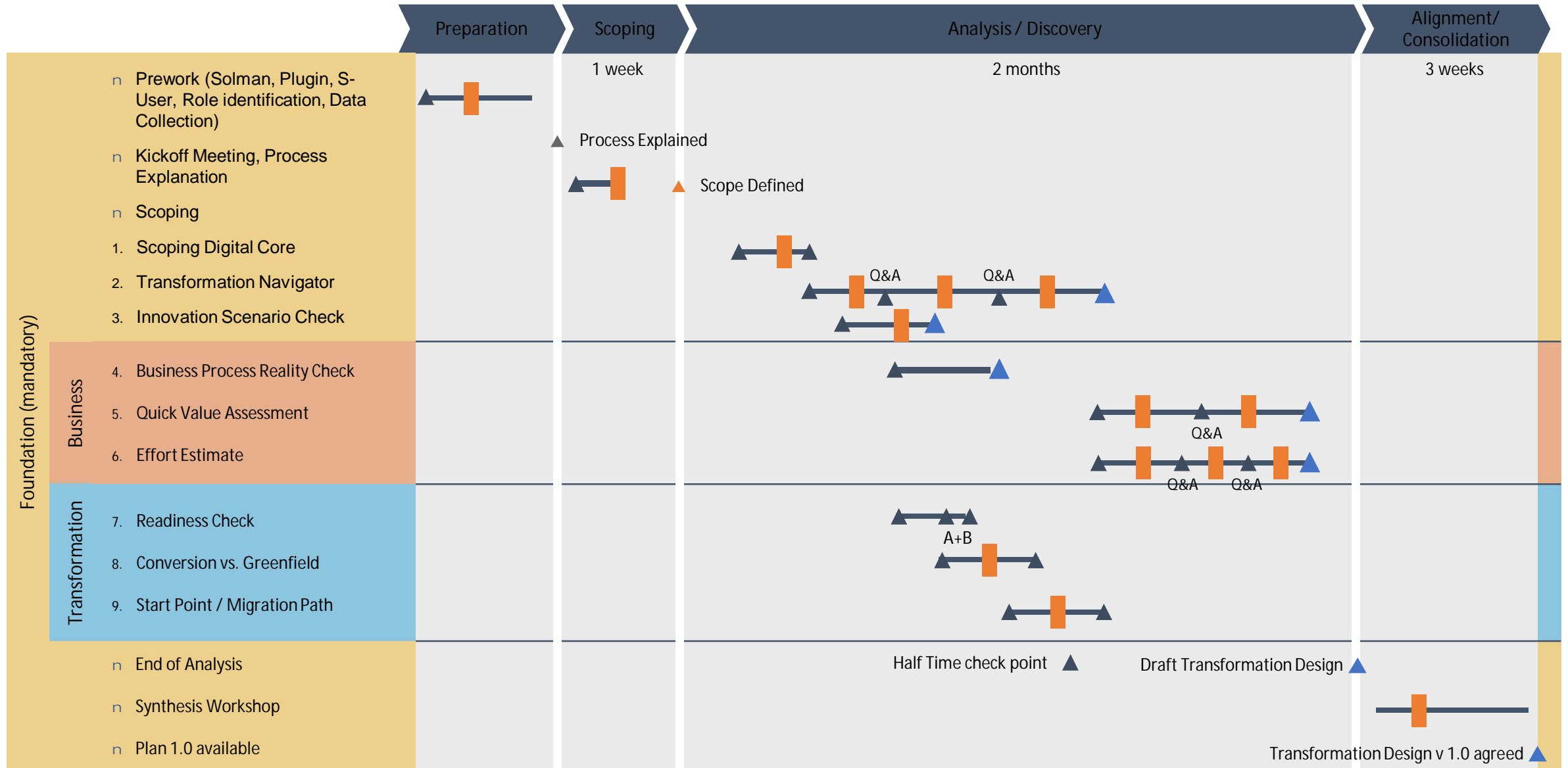
Timing and set-up:

- | Ideal timing is evaluation or early planning phase (pre-license or at least pre-project)
- | Time bound, structured process
- | Combination of customer activity, 1:N SAP interaction and 1:1 sessions
- | Intended scope will require several customer roles to be involved

SAP S/4HANA Adoption Starter – Scope & Packages

			Key answers to	Packages (Tools/Services applied)	
Why?	Business view	Innovation Case	<ul style="list-style-type: none"> n Innovations n New Capabilities 	Foundation (mandatory)	Business
		Efficiency Case	<ul style="list-style-type: none"> n Value Driver & Aspiration n Benefit Case n Baseline + Potential n Effort Estimate 		
What?	Technical view	Target Products	<ul style="list-style-type: none"> n Target Architecture n Product Recommendation 	1. Scoping Digital Core	
		Target Instances	<ul style="list-style-type: none"> n Consolidation Opportunities 		
How?	Transformation view	Sequence & Approach	<ul style="list-style-type: none"> n Transitions and Approach n Start Point / Migration Path n Conversion vs. Greenfield n Readiness to start n Relevant Accelerators n Next Level Services to plan for 	2. Transformation Navigator	
				3. Innovation Scenario Check	Transformation
					<ul style="list-style-type: none"> 4. Business Process Reality Check 5. Quick Value Assessment 6. Effort Estimate 7. Readiness Check 8. Conversion vs. Greenfield 9. Start Point / Migration Path

SAP S/4HANA Adoption Starter – 90-day schedule



■ 1:1 interaction between SAP and customer

■ 1:n interaction between SAP and customer

■ Customer only, SAP support on demand



Upcoming Classes

- Multiple classes are scheduled each month in German and English currently.
- Additional languages are planned for the future.
- Details of available classes and the link for registration are available at the following URL.
 - <https://webinars.sap.com/s4-hana-adoption-starter-reg-platform/en/reg-class>
- The following e-mail may be used for any enquiries.
 - S4hana.adoption.starter@sap.com



2019 Starting Dates in English Language

EMEA time zone only / dates for other regions coming soon

Starting Date	Registration Link
May 14th, 2019	Request Registration
May 28th, 2019	Request registration
March 18th, 2019	Request Registration

2019 Starting Dates in German language

EMEA time zone only

Starting Date	Registration Link
May 7th, 2019	Request Registration
May 21st, 2019	Request Registration
June 11th, 2019	Request registration

Other Services

S/4HANA RIG Architectural Guidance

An offering for SAP Account Teams and SAP Partners

New in 2019

Engage an expert of the Regional Implementation Group (RIG) for a remote session with your customer in their S/4HANA project planning phase.

The Regional Implementation Group (RIG) shares best practices and learnings from system conversion and new implementation projects.

A discussion with a trusted advisor will help define the answers to key implementation decisions faster.

The offer is free of charge, and available for existing SAP ERP customers (direct and indirect channel).

SAP Account teams and the SAP partner organization can nominate their customers by sending an e-mail to [Rupert Lange](#) (EMEA), [Lars Rueter](#) (APJ), [Arne Schmidthals](#) (Americas).

Selection of focus topics for the session, preparation and follow-up are subject to account work. This offer complements and does not replace regular pre-sales or consulting.



S/4HANA Customer Care Program

Increased Capacity in 2019

The S/4HANA Customer Care Program will help to make your SAP S/4HANA go-live project a success by offering:

- § A named Project Coach serving as a remote contact to share best practices and collect feedback.
- § A team of Development Angels facilitating the access to the SAP S/4HANA development organization.
- § A Development Sponsor representing your project within SAP.

The offer is free of charge. To apply please send an e-mail to S4H_Customer_Care@sap.com.

Enrollment is currently open until June 30, 2019 for active go-live projects implementing SAP S/4HANA 1809. Focus is on existing SAP ERP customers who transition to SAP S/4HANA and are willing to act as a reference.

The program support will commence with the start of your go-live project and end one month after your first Go-Live, but latest after 12 months.



Thank You

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Presentation Materials

Access the slides from 2019 ASUG Annual Conference here:

<http://info.asug.com/2019-ac-slides>

Q&A

For questions after this session, contact us at [email] and [email].

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