Americas' SAP Users' Group

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

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Session ID #83999

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

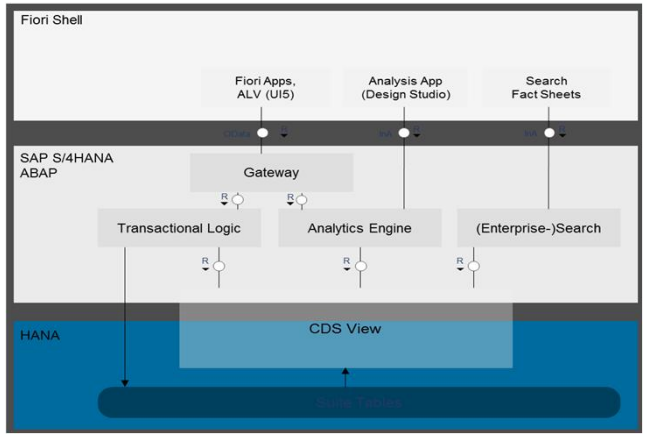
Agenda

- 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?

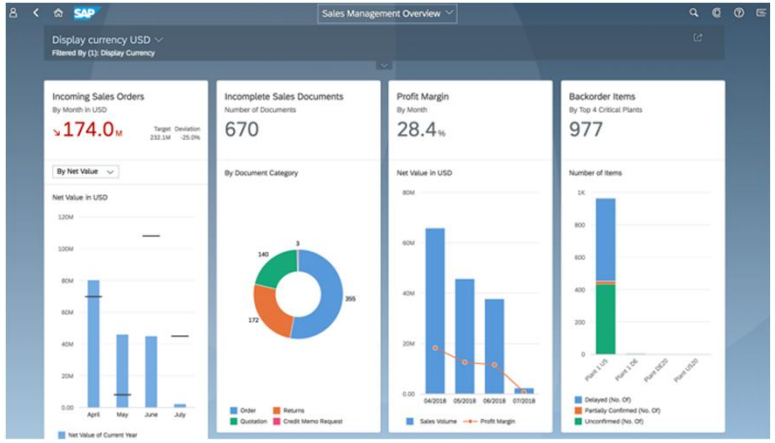
SAP S/4HANA – Guiding Principles

SAP S/4HANA Digital Core - Guiding Principles

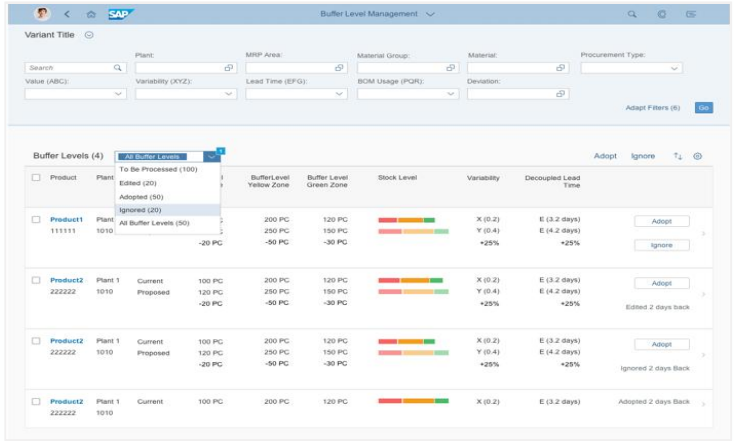
Modern Architecture for Instant Insight



Intuitive User Experience



Intelligent ERP Next Generation Business Processes



Customers

SAP S/4HANA - Customers

10900+

Licensed Customers

5200+

Active customer projects

2800+

Live customers

In all 25 industries and in 90 countries

Transition Scenarios

Transition to SAP S/4HANA

Three different approaches to move to SAP S/4HANA

System Conversion

SAP ERP System

SAP S/4HANA

On-Premise

New Implementation

SAP ERP or 3rd -party System

On-Premise

S/4HANA Cloud

Landscape Transformation

SAP ERP System
Region A

SAP ERP System
Region B

SAP ERP System
Region C

On-Premise

S/4HANA Cloud

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

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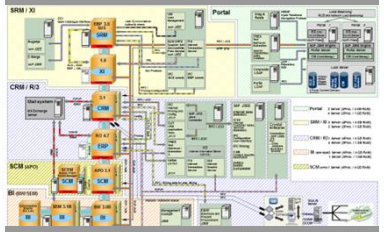
SAP S/4HANA
Supporting Tools and Services

How does a customer decide which approach to take?

1) Which solutions do I need?

3) Is my landscape ready for them?

Current IT

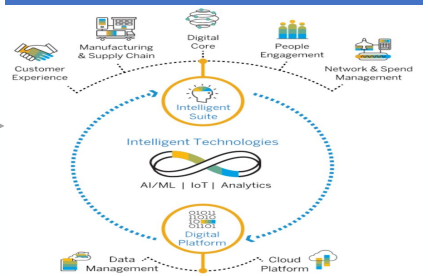


Landscape

2) Why should I deploy them?

4) What should my transformation plan look like?

Digital



Transformation

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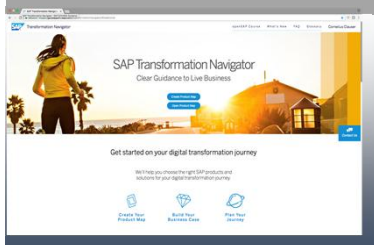
How does a customer decide which approach to take?

Service

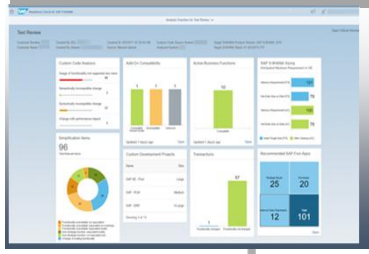
Self-Service Tool

1) Which Solutions do I need?



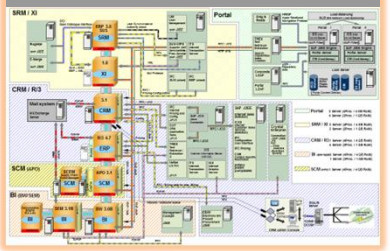
- Transformation Navigator

3) Is my landscape ready for them?

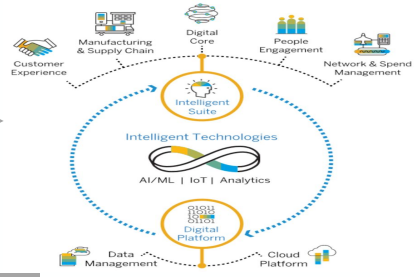


- S/4HANA Readiness Check

Today



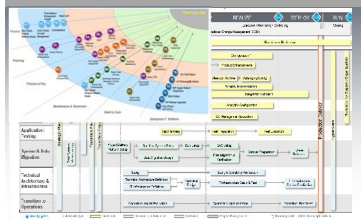
Tomorrow



2) Why should I deploy them?

- Business Scenario Recommendations Report (BSR)
- Business Process Reality Check
- Quick Value Assessment (QVA)

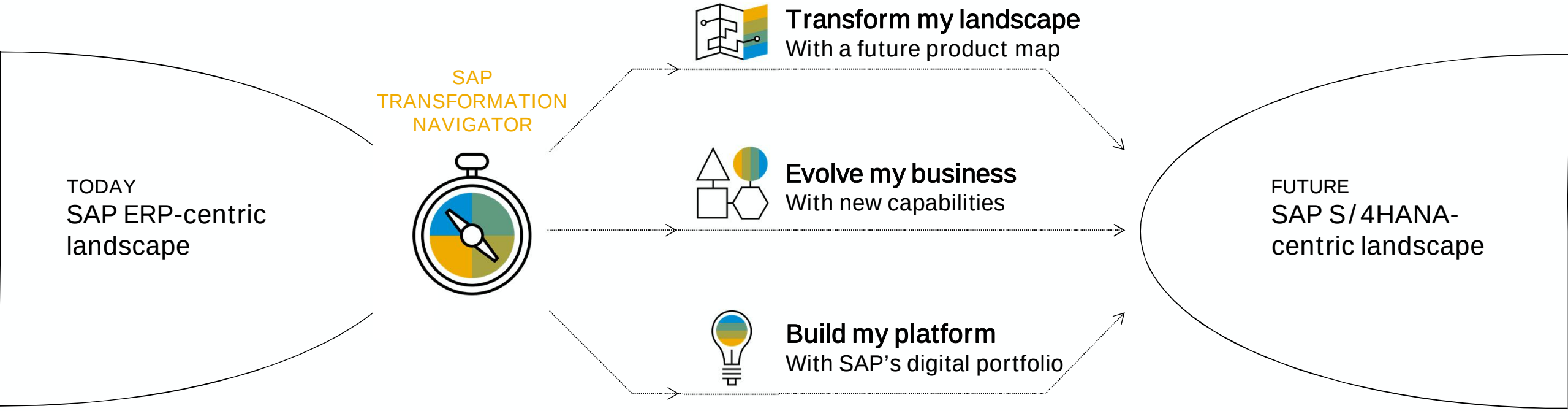
4) What should my transformation plan look like?



- Implementation Strategy Services
- SAP S/4HANA Adoption Starter

Tools
SAP Transformation Navigator

Transformation Scenarios



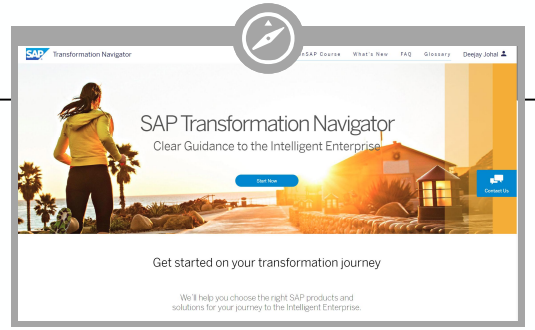
Generates company-specific product map & guides

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



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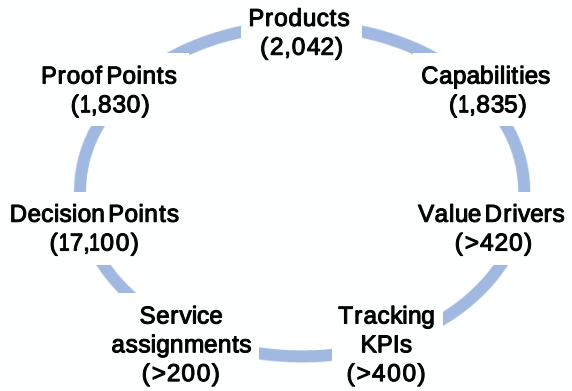

TOOL OUTPUTS

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

www.sap.com/TransformationNavigator

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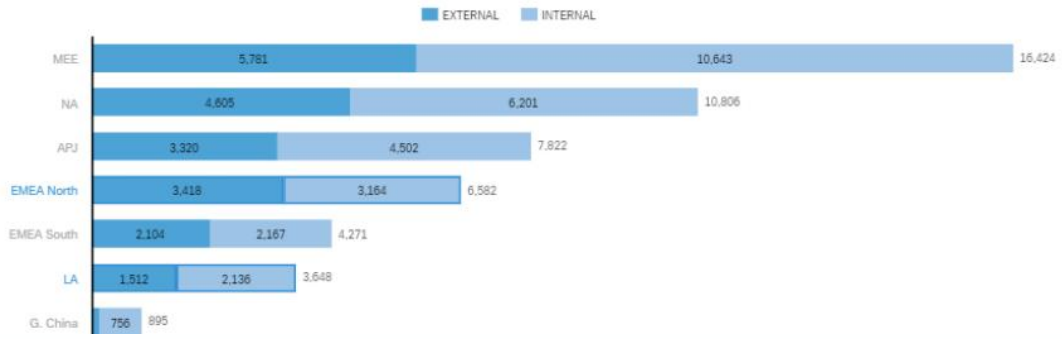
Adoption as of March 2019

PRODUCT MAPS

50,448
1. # PM created

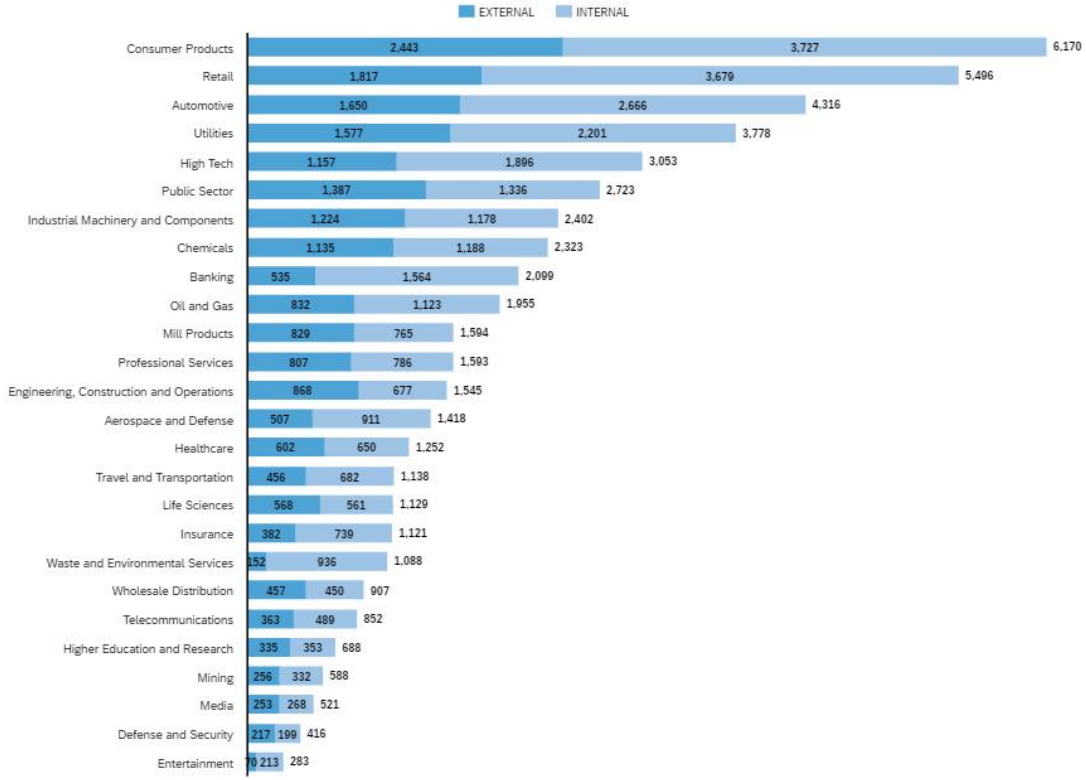
25,800
2. # Thereof PM with Decision Points

REGION VIEW



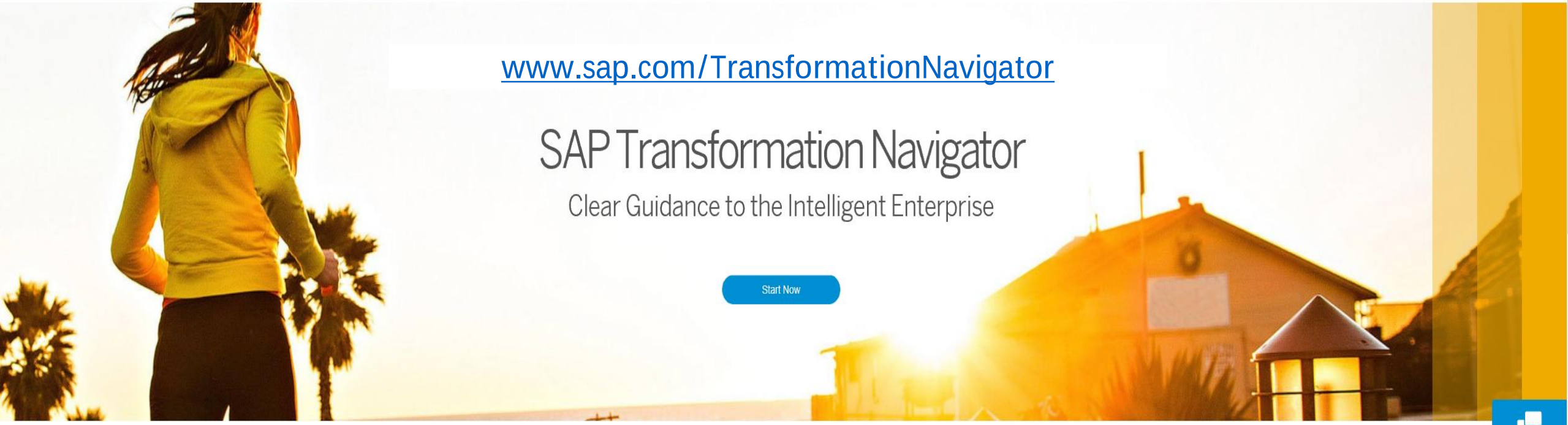
INDUSTRY VIEW

Source: SAP Enterprise Analytics STN Dashboard



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

www.sap.com/TransformationNavigator



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.

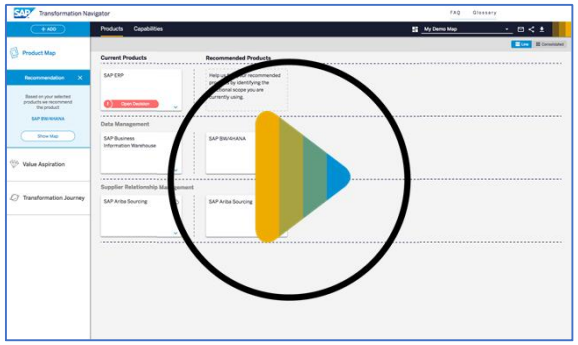
Create Your Product Map

Build Your Business Case

Plan Your Journey

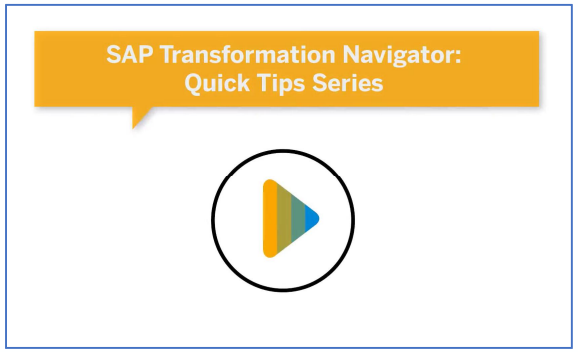
SAP Transformation Navigator demo

WATCH A SHORT DEMO



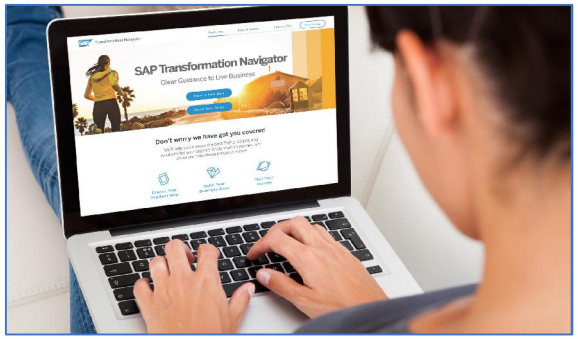
[5-minute demo]

LEARN WITH OUR QUICK TIPS



[Quick Tip Video Series]

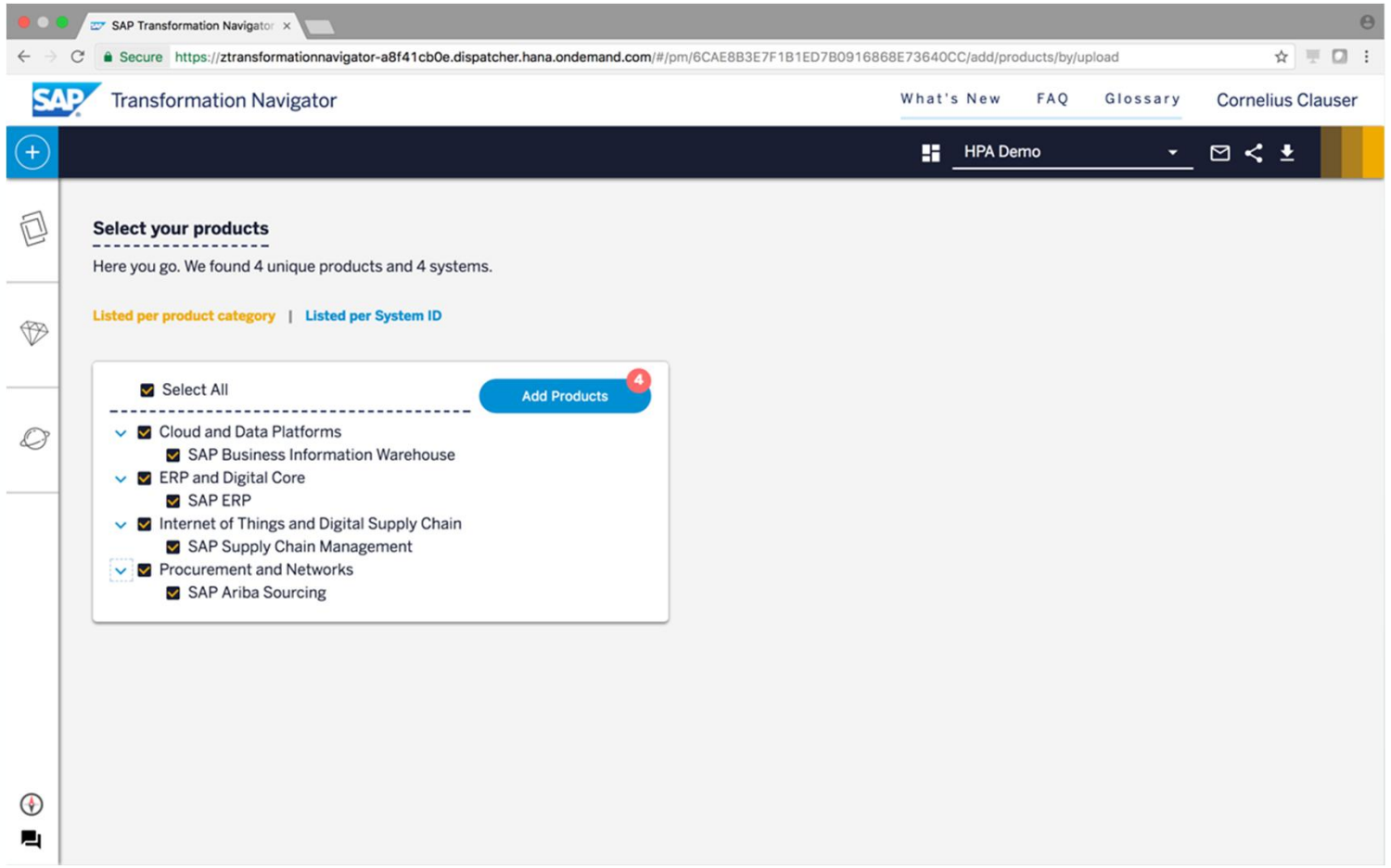
TRY THE TOOL FOR YOURSELF



[www.sap.com/Transformation Navigator]

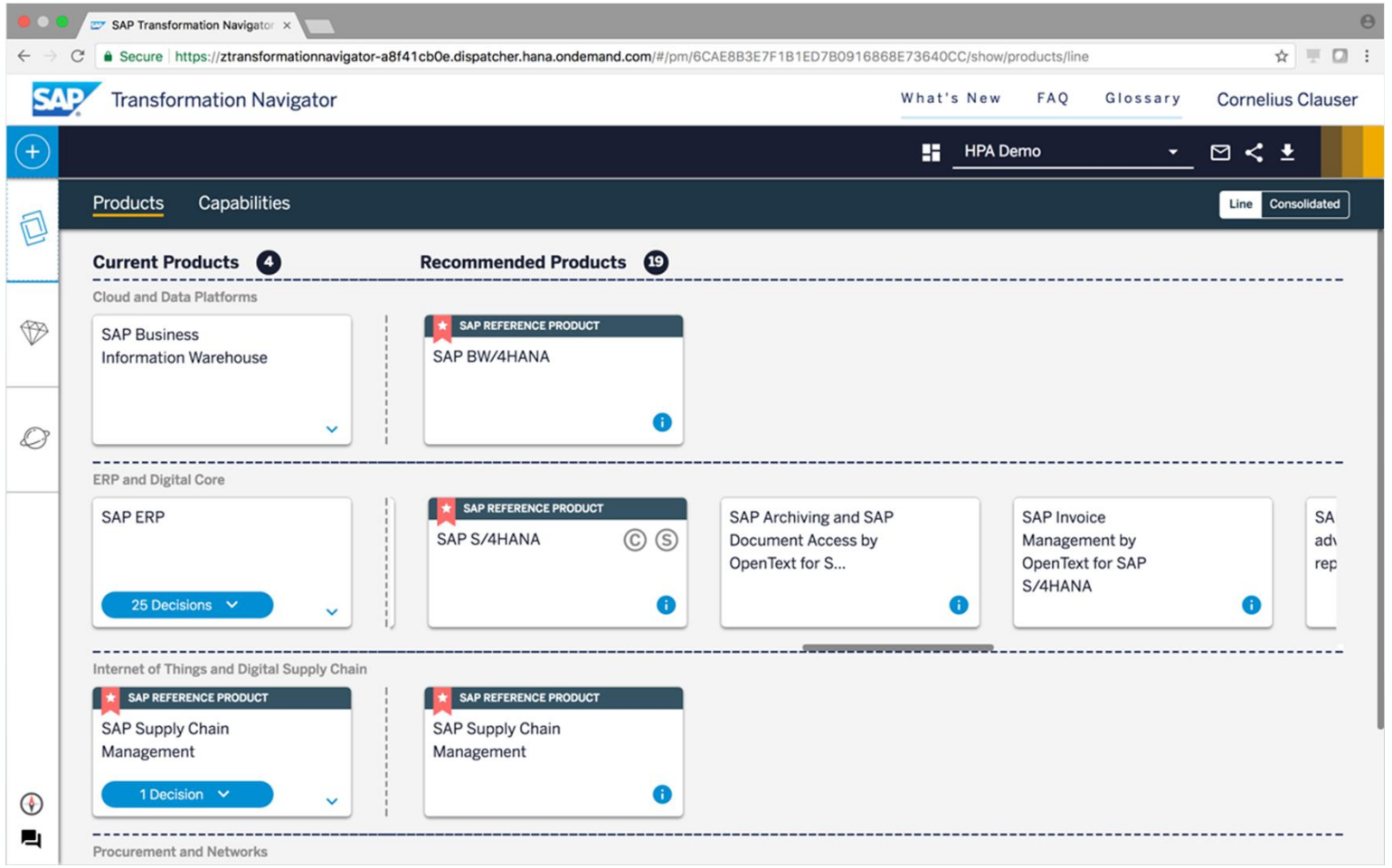
SAP Transformation Navigator – Storyboard

1. Upload your products

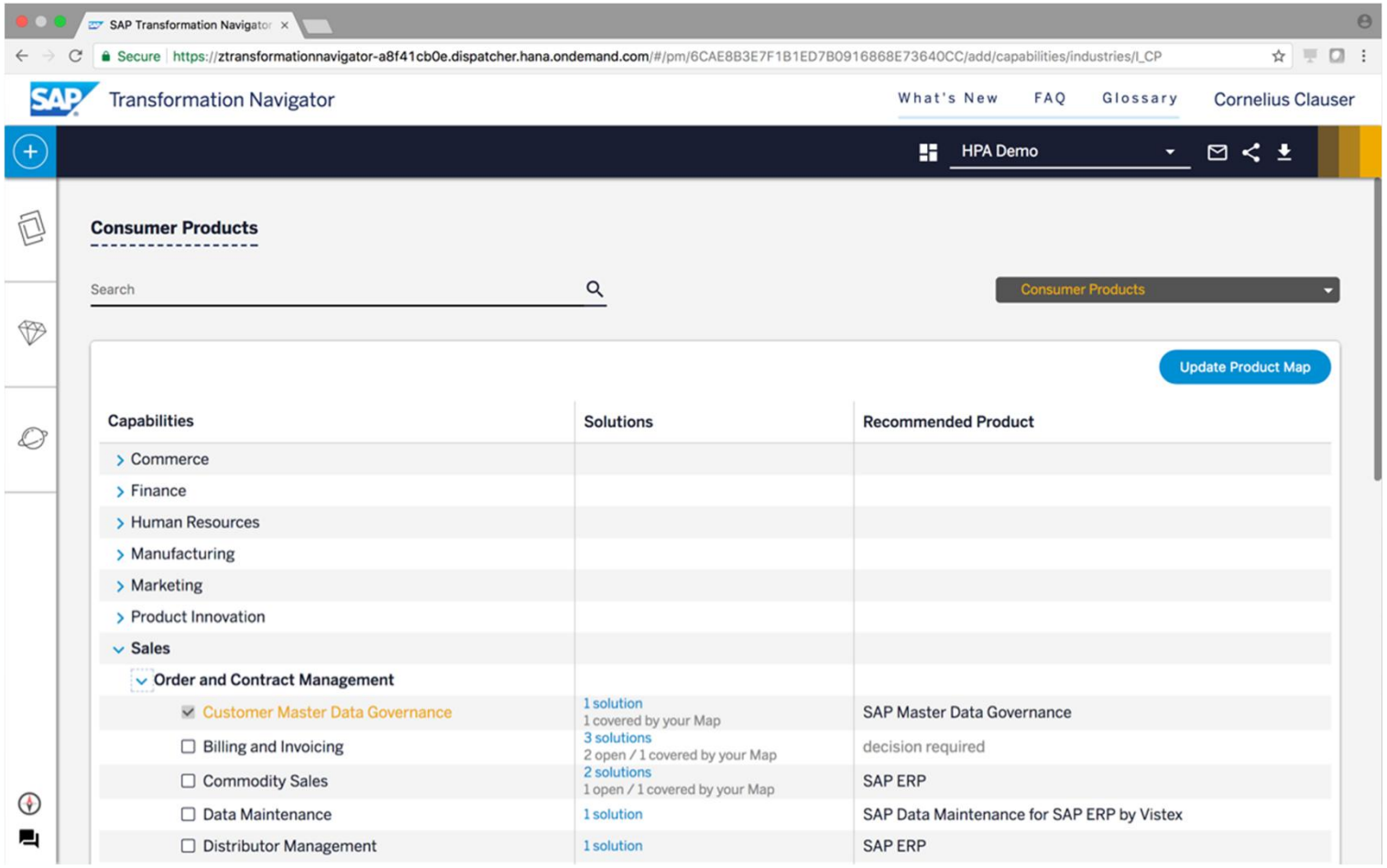


SAP Transformation Navigator – Storyboard

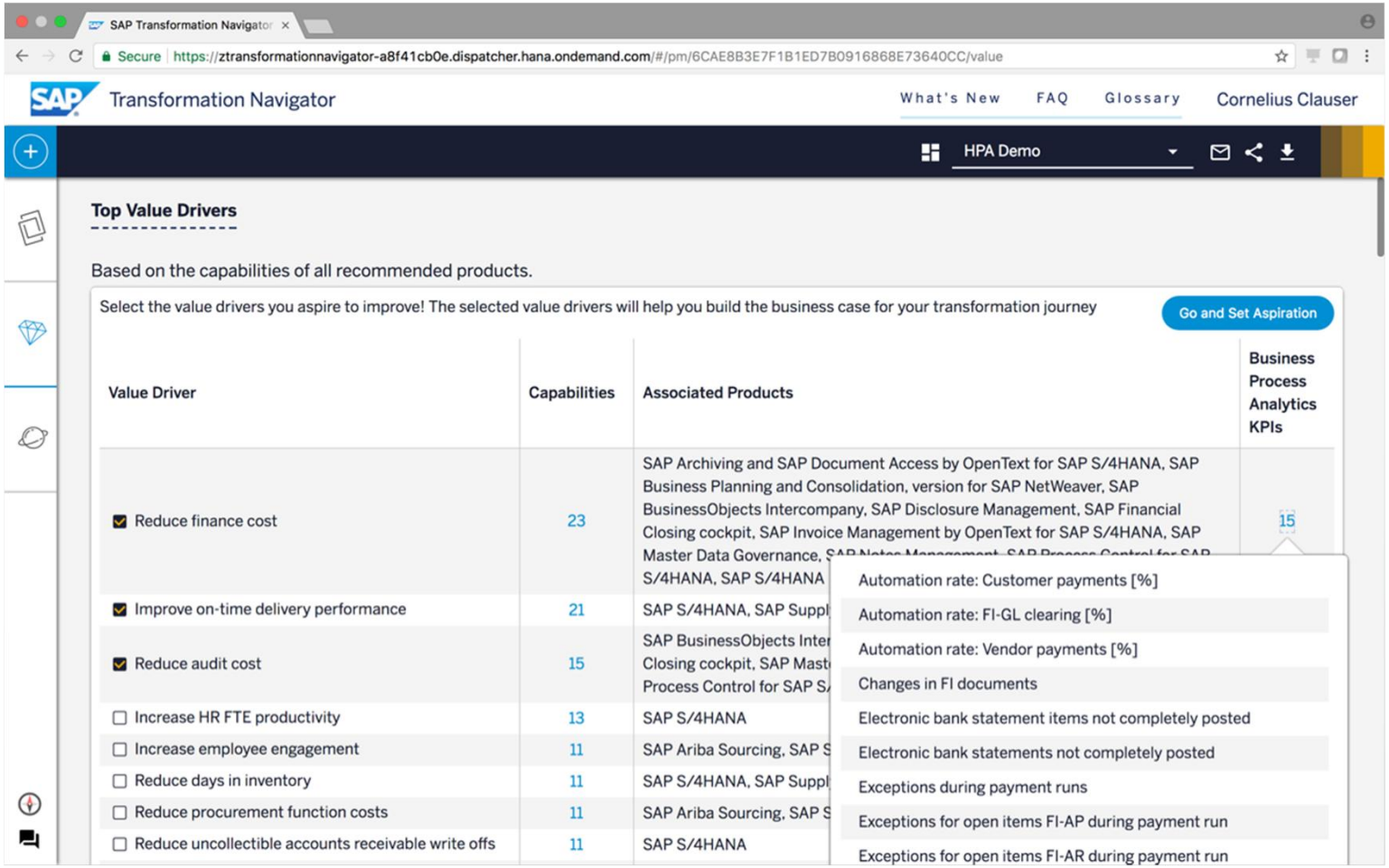
2. Get your product recommendations



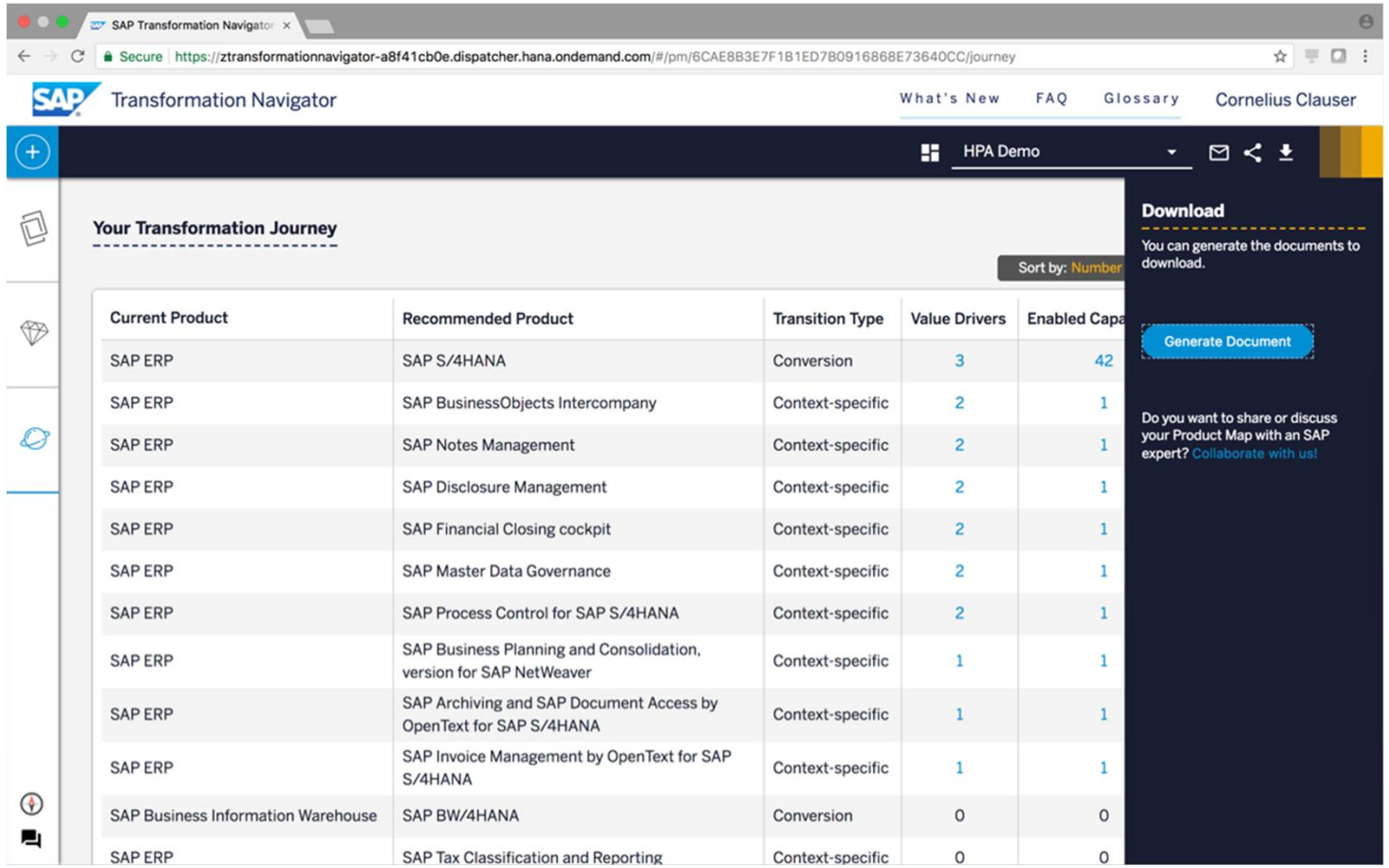
3. Add Business Capabilities



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



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



Tools
Business Scenario Recommendations Report (BSR)

Mockup

Business Scenario Recommendations NextGen

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

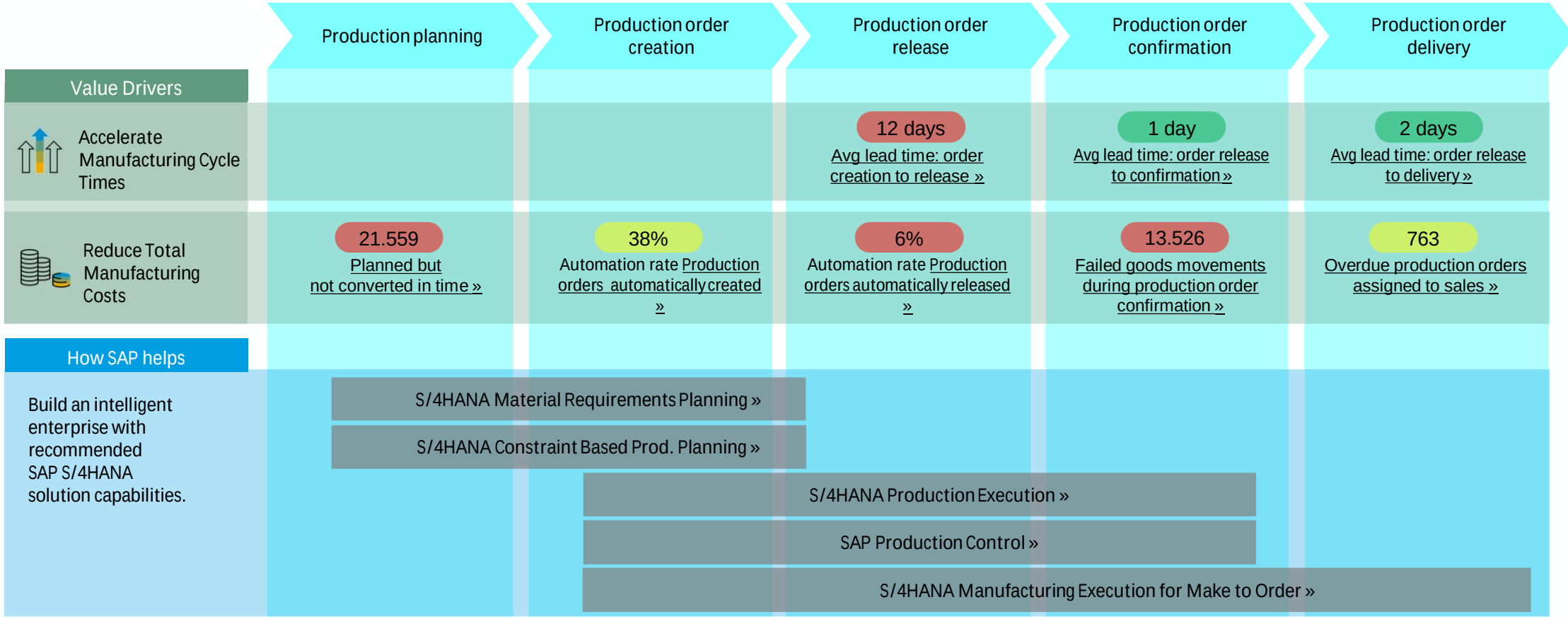
Customer Name:	Sample Customer		
Customer Number:	23456	Current Release:	SAP ERP 6.0
Date of analysis:	1 Feb, 2019	Industry:	Discrete Manufacturing

Mockup

FINDINGS

OVERVIEW DETAILS

Your Current Process Performance in SAP ERP System “P01”:



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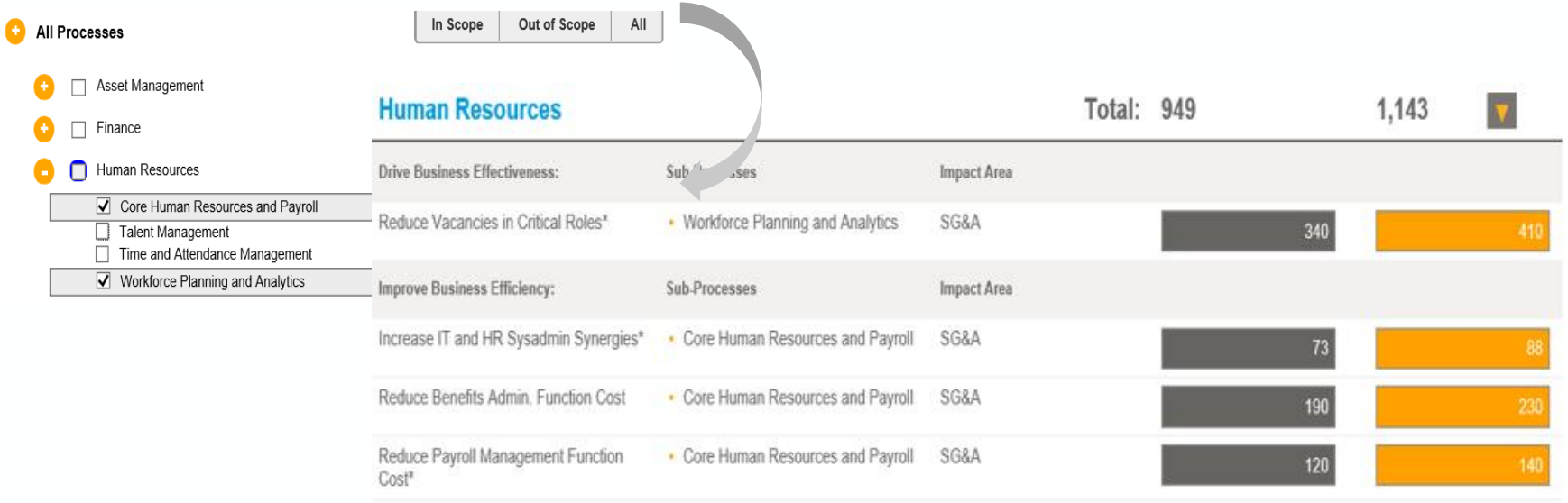
Tools
Quick Value Assessment

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.

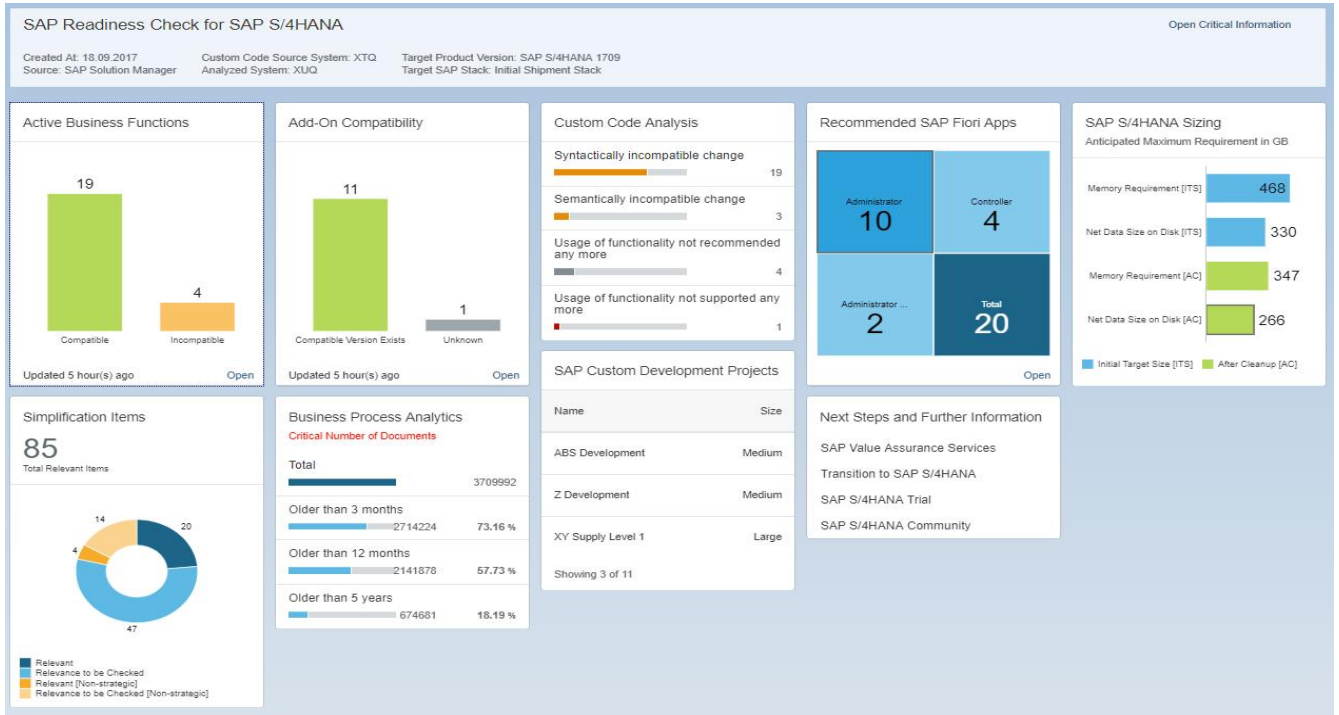
The SAP Readiness Check is a self-service tool that analyzes software prerequisites, infrastructure requirements, SAP S/4HANA functional implications, necessary custom code adaptations and application data migration requirements already months before a project starts.

SAP Readiness Check for SAP S/4HANA result:

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

Customer Tasks:

- 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

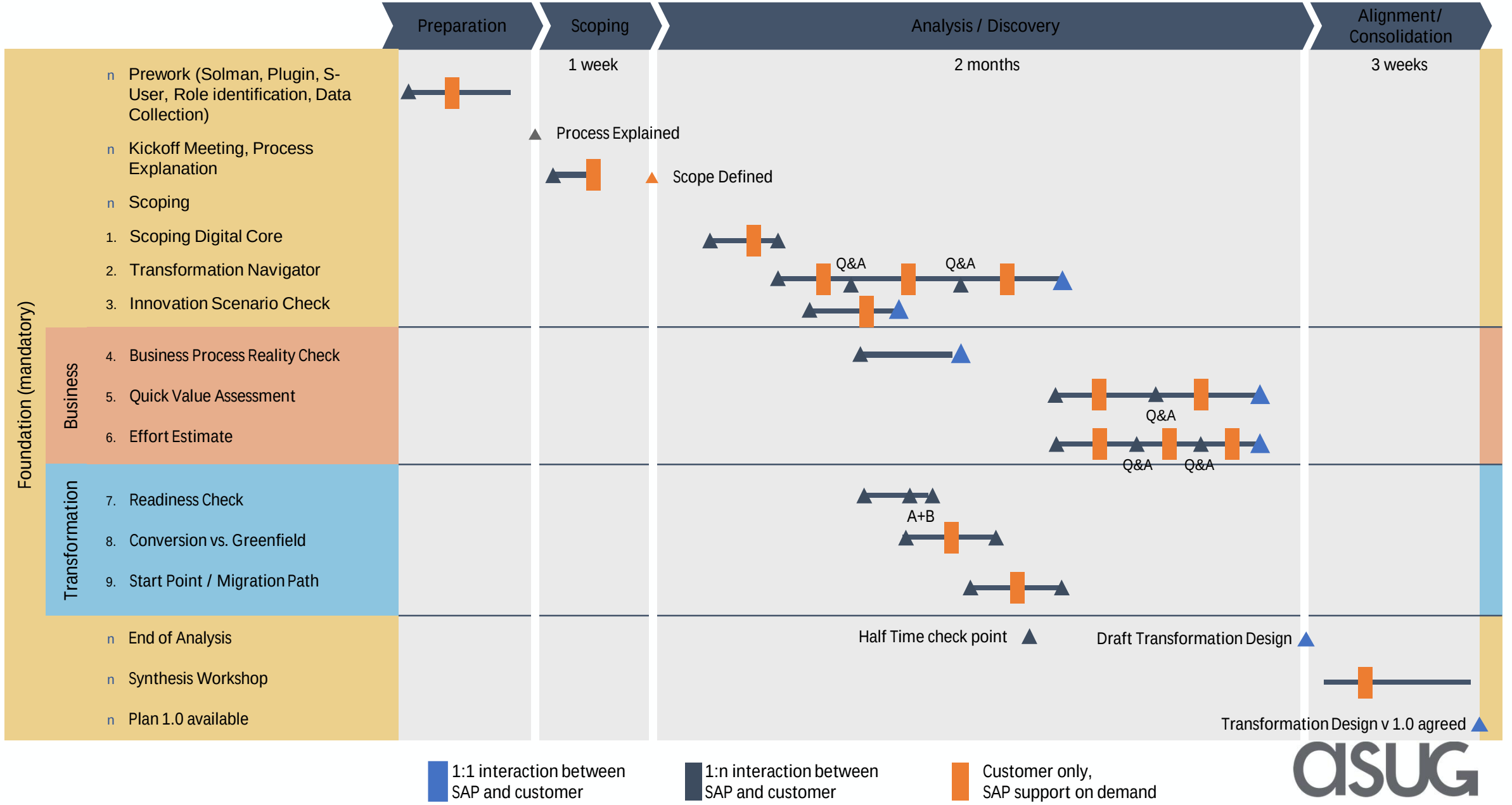
Timing and set-up:

- 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 Efficiency Case	n Innovations n New Capabilities n Value Driver & Aspiration n Benefit Case n Baseline + Potential n Effort Estimate	Foundation (mandatory) 1. Scoping Digital Core	Business 4. Business Process Reality Check 5. Quick Value Assessment 6. Effort Estimate
What?	**Technical view**	Target Products Target Instances	n Target Architecture n Product Recommendation n Consolidation Opportunities	2. Transformation Navigator 3. Innovation Scenario Check	
How?	**Transformation view**	Sequence & Approach	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		Transformation 7. Readiness Check 8. Conversion vs. Greenfield 9. Start Point / Migration Path

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



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

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.

Public

V1.02 – Feb 14, 2019

S/4HANA Customer Care Program

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.

Public

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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