



# Hands-On With SAP S/4HANA

Leonardo de Araujo & Joerg Wolf

Session ID 82229

# About the Speakers

## Leonardo De Araujo

- Partner and CTO,  
Beyond Technologies



## Joerg Wolf

- Product Manager,  
SAP SE



# Key Outcomes/Objectives

1. Learn how to get hands-on with SAP S/4HANA
2. Hear concrete experiences from other projects
3. Get inspirations for your own journey

# Agenda

- Overview & demo of the SAP S/4HANA trials
- Experiences from projects
- Q&A

# Agenda

- Overview & demo of the SAP S/4HANA trials
- Experiences from projects
- Q&A

# SAP S/4HANA: Product characteristics

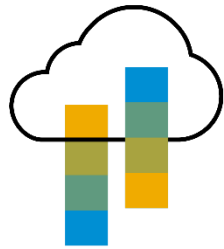


- Business configuration of standardized core ERP and select LoB processes & industries
- Extensibility via well-defined “white-listed” APIs
- Public cloud infrastructure
- Quarterly release cycle and other implementation guard rails
- ...

- Full functional S/4HANA scope of core ERP and extended LOB and industry processes
- Customize, modify, and extend
- Customer infrastructure or IaaS
- Customer controlled deployment and implementation
- ...

# Hands-on trials mirror those characteristics

## Get your hands on SAP S/4HANA



### SAP S/4HANA Cloud Trial

- Very fast setup (minutes)
- Shared system with other customers / partners
- Fixed „Guided Tours“ along defined scenarios
- No customer specific change & extensibility
- Regular system refresh
- Hosted by SAP (hosting fees waived)
- ...



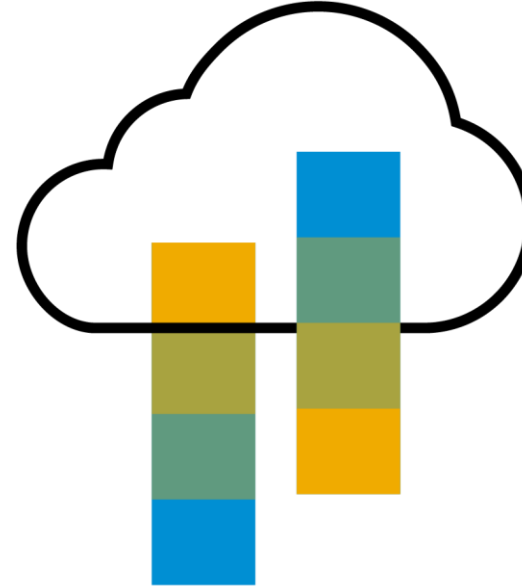
### SAP S/4HANA On-Premise Trial

- Setup in a few hours
- Dedicated system for each customer
- Full administrative access & flexibility
- Pre-configured processes (SAP Best Practices), but freedom to leave „beaten paths“
- Option to preserve after trial period
- Hosted in cloud providers, fees to be paid by customer / partner
- ...

Get your hands on SAP S/4HANA Cloud

# Demo

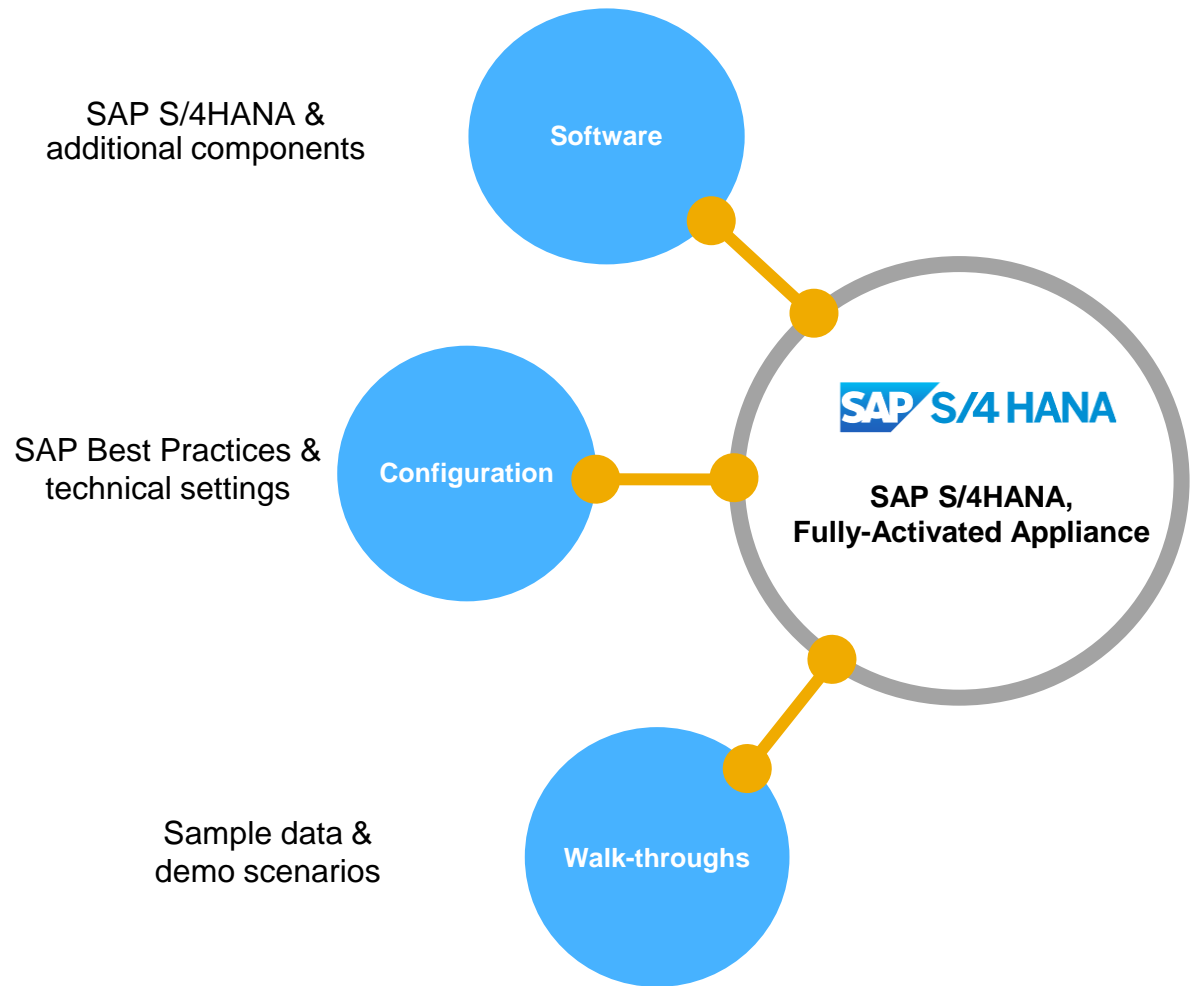
SAP S/4HANA Cloud Trial



<https://www.sap.com/cmp/oth/crm-s4hana/s4hana-cloud-erp-trial.html>



# SAP S/4HANA Fully Activated Appliance



**Create your own system instance  
in a fraction of the usual setup time**



2-3 hours via SAP CAL,  
hosted in AWS / MS Azure / GCP



2-3 days when deploying on own physical  
hardware



Use cases:  
Trial / Sandbox / PoC / Scoping



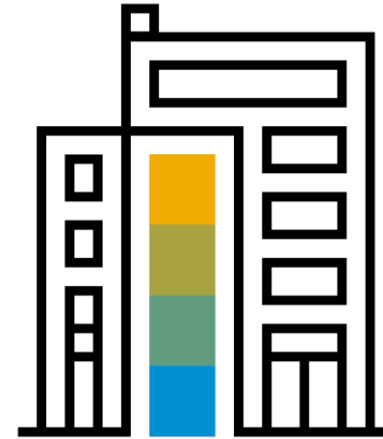
Open to customer, partner, SAP employee,  
and public users

**SAP CAL = SAP Cloud Appliance Library**

Get your hands on SAP S/4HANA On-Premise

# Demo

SAP S/4HANA On-Premise Trial

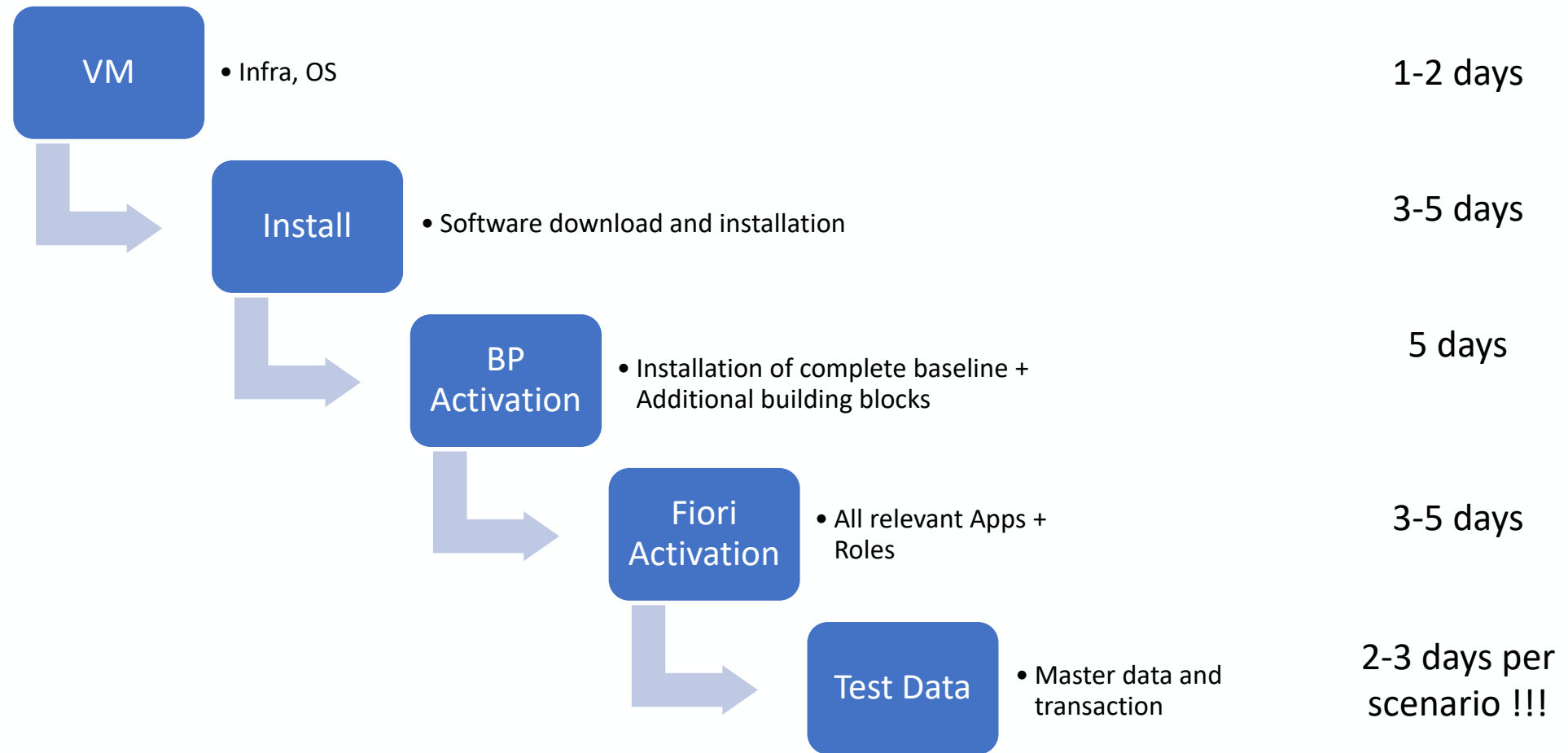


<https://www.sap.com/cmp/oth/crm-s4hana/s4hana-on-premise-trial.html>

# Agenda

- Overview & demo of the SAP S/4HANA trials
- Experiences from projects
- Q&A

# Time to build an equivalent system



*Anywhere from 3 weeks to 3 months (Min 15 k effort)*

# Use cases of S/4HANA appliance

- Internal discovery
- Quick Project start
- DEV backend
- On-Premise install from Media/Download
- S/4HANA Cloud discovery

# Internal discovery

- Quick turnaround for new functionality discovery
- Crash and burn approach
- Full documentation
- Experience from 1610 all the way into 1809 FPS01

# Quick Project start

- Projects start fast and require a fully operational systems
- SAP Activate methodology predicts a discovery phase showing SAP standard processes

# DEV backend

- SCP development of apps





# On-Premise install from Media/Download

- Appliance as a great starting point



CAL



On Premise

# S/4HANA Cloud discovery

- 14-day discovery system;
- No installation;
- No costs;
- Predefined scenarios



# Beyond Technologies – Lessons Learned

- S/4HANA Appliance as great enabler;
- Time to value is incredibly fast;
- Name owner of a CAL instance;
- Run on Schedule;

# Take the Session Survey.

We want to hear from you! Be sure to complete the session evaluation on the SAPPHIRE NOW and ASUG Annual Conference mobile app.



# 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  
*leonardo@beyondtechnologies.ca* and *joerg.wolf@sap.com*

# Let's Be Social.

Stay connected. Share your SAP experiences anytime, anywhere.

Join the ASUG conversation on social media: **@ASUG365 #ASUG**



# More information

- SAP S/4HANA Cloud Trial
  - [Home page for SAP S/4HANA cloud trial](#)
- SAP S/4HANA On-Premise Trial
  - [Home page for SAP S/4HANA on-premise trial](#)
  - [Overview blog “SAP S/4HANA 1809 Fully-Activated Appliance”](#)



# Appendix

- SAP S/4HANA 1809 Fully-Activated Appliance (Details)

# Content & Scenarios in the Appliance

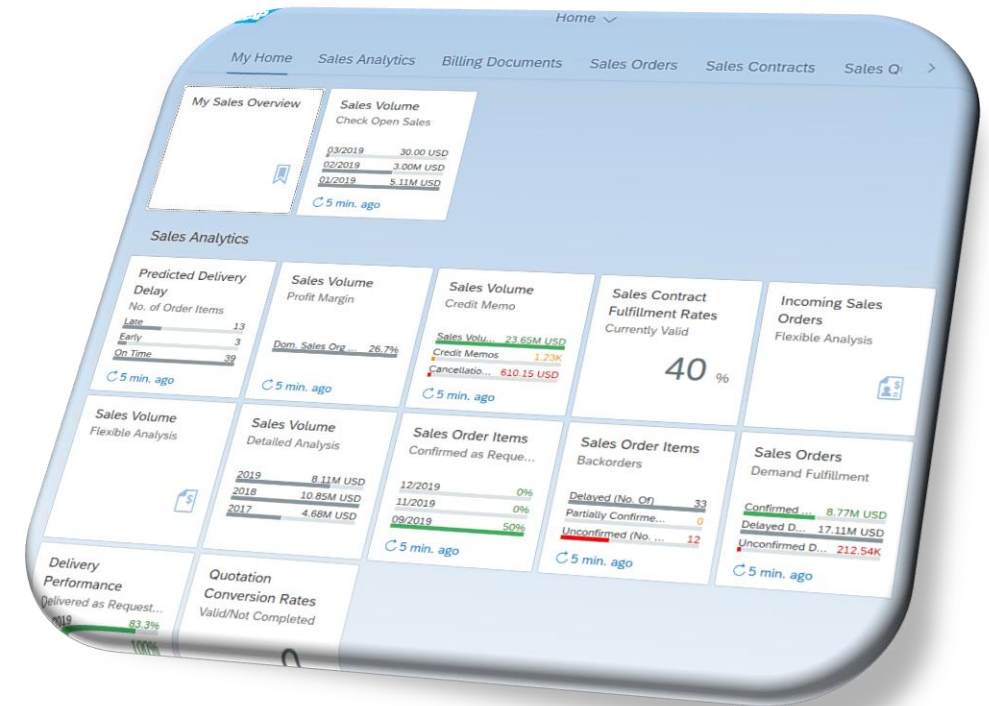


## SAP Best Practices (BP) 1809

- Full activation of SAP S/4HANA 1809 BP baseline
- Sample demo scenarios based on BP test scripts and generated sample data (US localization)
- 29 localizations in reference client
- BI content (for SAP BusinessObjects BI Platform)

## Additional pre-configured capabilities \*

- SAP Master Data Governance on SAP S/4HANA
- SAP S/4HANA for Customer Management
- SAP Transportation Management
- SAP Portfolio & Project Management
- Extensibility / Cloud Connector (to configure your own integration scenarios)
- Fiori Web Assistant
- Screen Personas & Print forms
- Full flexibility to add further scenarios (all-areas admin access)

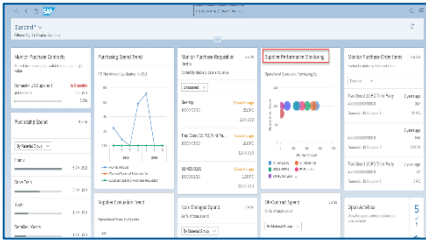
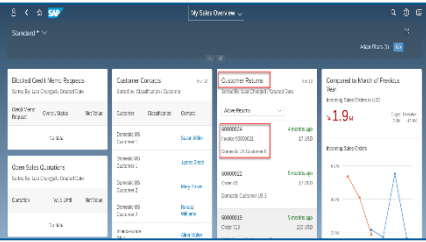
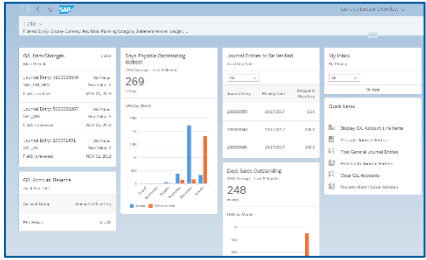
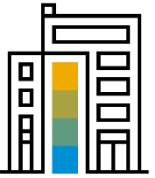


\* Not all aspects of the below capabilities might have been pre-configured, please check details using the provided demo scripts or looking up the respective customizing directly in the system.

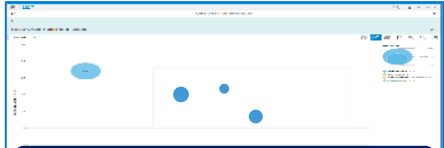
# SAP S/4HANA 1809 FPS01 Fully-Activated Appliance

## Included Sample Demo Processes

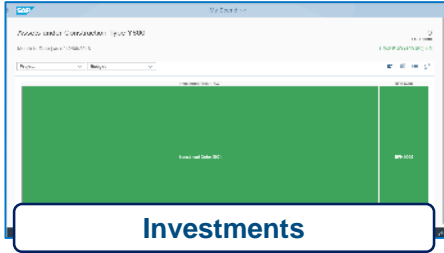
Download demo scripts [here](#).



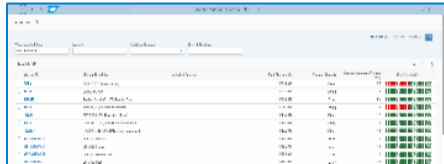
**Overview Pages for Finance / Sales / Procurement**



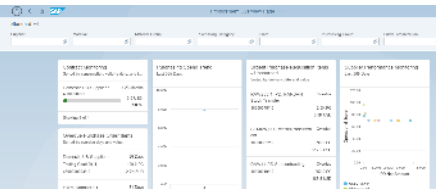
**Order-to-Cash**



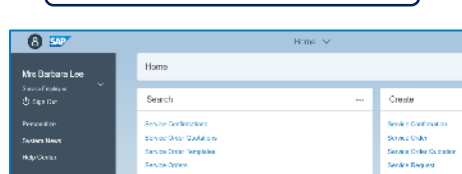
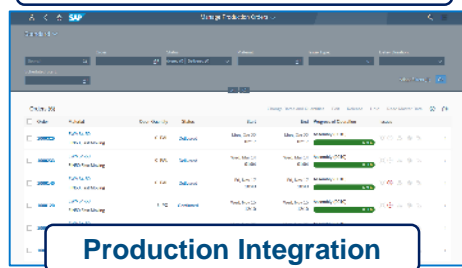
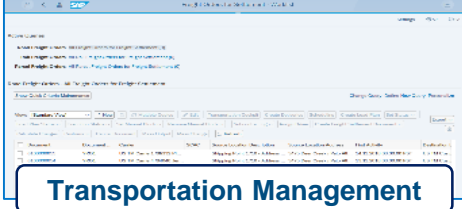
**Investments**



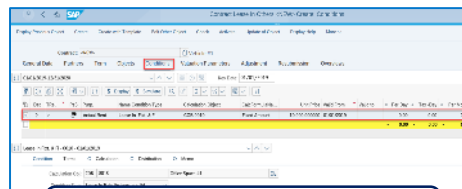
**Plan-to-Produce & Demand Driven Replenishment**



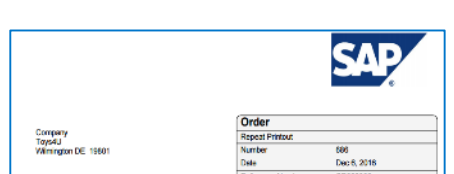
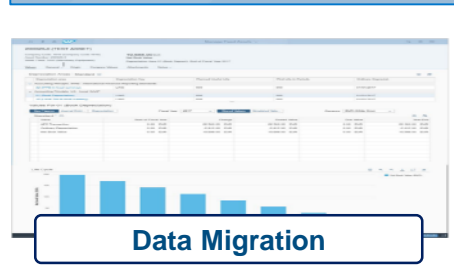
**Accounting & Financial Close**



**SAP S/4HANA for Customer Management**



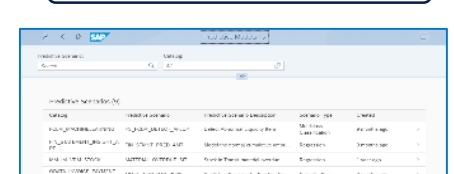
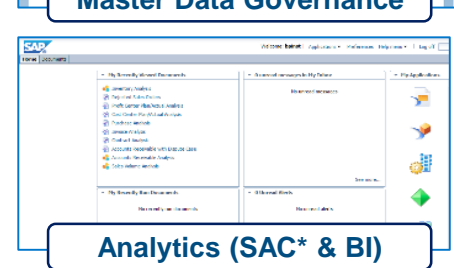
**Lease-in Accounting**



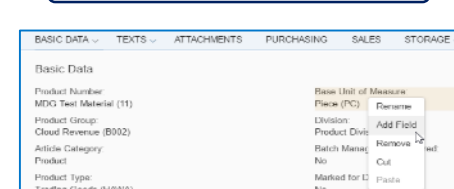
**Print Form Customization**



**SAP Screen Personas**



**Predictive Analytics**

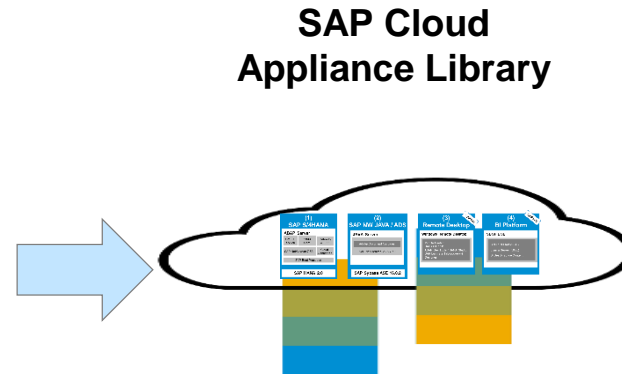
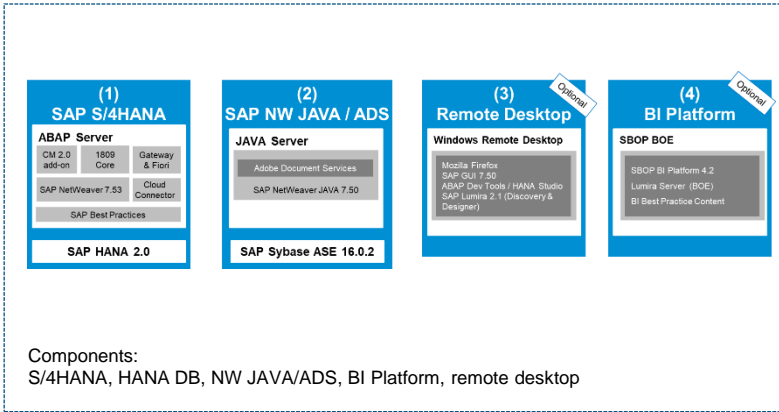


**Extensibility (Fiori & SAP Cloud Platform\*)**

\* Certain integration & extensibility scenarios might require separate accounts/tenants e.g. for SAP Cloud Platform (SCP) or SAP Analytics Cloud (SAC). Demo scenarios use the localized US configuration, transactional data is created in US company code 1710.

# SAP S/4HANA 1809 FPS01 Fully-Activated Appliance

## Two delivery options – hosted in the cloud or on-premise



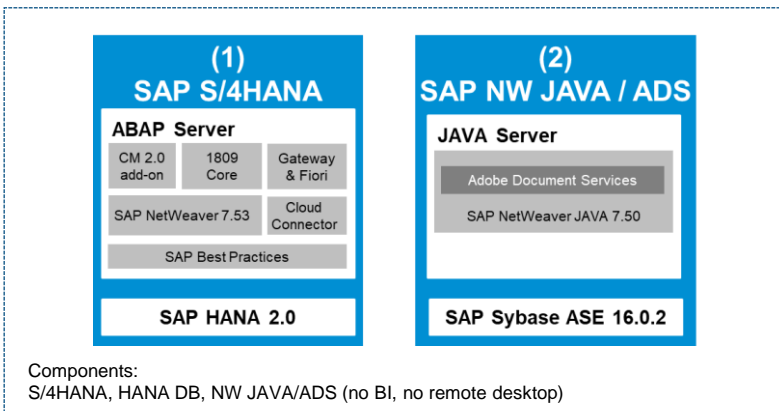
### SAP CAL uses AWS/MS Azure/GCP for hosting

#### Access to hosted solution

- [30-day trial](#)
- <http://cal.sap.com> for longer-lasting subscriptions

#### Prerequisites

- Own AWS/Azure/GCP account credentials
- Valid licenses (waived for 30-day trial period)
- SAP CAL subscription (waived for 30-day trial period), see [here](#)



### Physical shipment to install on own hardware

#### Ordering process

- See SAP Note [2041140](#)

#### Prerequisites

- Valid licenses for using the appliance
- Fitting hardware with Linux installed