Accelerate your journey from SAP ECC to SAP S/4HANA 1809 for midsize businesses

Stefan Kienzle, Global Director, SAP

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About the Speakers

Stefan Kienzle

• Global Director Business Development S/4HANA midsize businesses, SAP Germany

• Experience in SAP ERP/ SAP S/4HANA logistic and manufacturing.
Key Outcomes/Objectives

1. Know Product Innovations
2. Learn the accelerators in decision making
3. Learn how to make your S/4HANA project affordable and reliable
Agenda

• S/4HANA Momentum
• Guided Approach for midsize businesses
• S/4HANA Adoption Starter
• Partner Conversion Packages/Tools
• Q&A
S/4HANA MOMENTUM
The SAP S/4HANA customer momentum is strong

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<tr>
<th><strong>10,500+</strong></th>
<th><strong>2,700+</strong></th>
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<tbody>
<tr>
<td>Licensed Customers</td>
<td>Live Customers</td>
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<td>(1st thousand in 2 years 7 months, 2nd thousand in 10 months)</td>
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<tr>
<th><strong>4,500+</strong></th>
<th><strong>Organizations</strong></th>
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<tr>
<td>Deployment Projects</td>
<td>up to 200,000 users, databases up to 49TB</td>
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<tr>
<th><strong>25</strong></th>
<th><strong>Cloud (SaaS)</strong></th>
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<tbody>
<tr>
<td>Industry solutions</td>
<td>IaaS, on-premise</td>
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<tr>
<th><strong>160</strong></th>
<th><strong>38</strong></th>
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<tr>
<td>Available in 160 countries</td>
<td>languages available</td>
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Join the S/4HANA Movement
Compelling Event for Partners & Customers

WHY NOW?

✓ Solution S/4HANA is now very mature - 5th release GA in 2018
✓ S/4HANA will be entrance to “Intelligent Enterprise”
✓ There are many S/4HANA references, new-installs and conversions SAP Partner Edge

Each customer situation is different, therefore the WHY NOW? Must be customer individual answered!
The Intelligent Enterprise Framework

The Intelligent Enterprise features 3 KEY COMPONENTS:

1. Intelligent Suite
2. Digital Platform
3. Intelligent Technologies
Join the S/4HANA Movement - SAP S/4HANA 1809 superior Value Proposition

**Procurement**
- SAP Ariba
  - Propose mat. group, contracts & cat items*
  - Cash discount at risk*
  - Predictive Contracts
  - Central Procurement*
  - Overview & Analytics
- SAP C/4HANA
  - Delivery Performance*
  - Predictive Q2Order*
  - One Single Invoice
  - International Trade
  - Sales Force Support*
  - Sales Order Fulfillment

**Sales**
- SAP C/4HANA
  - Delivery Performance*
  - Predictive Q2Order*
  - One Single Invoice
  - International Trade
  - Sales Force Support*
  - Sales Order Fulfillment

**Supply Chain**
- IBP
  - Predictive Stock in Transit*
  - Advanced ATP
  - Embedded EWM
  - Embedded TM
  - Realtime Inventory

**Manufacturing**
- DMI
  - Prod Engineering & Ops
  - DDMRP*
  - Capacity Planning*
  - Det. Scheduling PPDS
  - QM Overview & Analytics
  - MRP live

**R&D**
- IPD
  - Digital Content Process.*
  - Recipe Management
  - Multilevel Variant
  - Configuration & Simul.*
  - Project & Portfolio Mgmt.
  - Commercial Projects

**Finance**
- Realtime & Prediction*
- Closing Cockpit
- Group Reporting*
- Compliance Framework
- Cash App
- Proposed Accruals*
- GR/IR Monitor*
- SAP Concur

**Service**
- New Customer Mgmt., Service Core Option
  - Multi-Channel Interaction Center
  - Quotation with Product Bundles*
  - SAP Fieldglass
  - SAP C/4HANA

**Asset Mgmt.**
- Maintenance Planning Overview
  - New Geographical Enablement
  - Report & Repair Malfunction
  - Asset Mgmt. for resource scheduling

**Cross**
- Legal Content Mgmt.
- GDPR Tools
- Responsibility Mgmt.*
- Co-Pilot as Digital Assistant
- SAP Cloud Platform
- SAP SuccessFactors

**Industries**
- Key Industry function embedded inside
  (e.g. Automotive, Consumer, Retail*, Mill...)
- Re-architecture & improved functions
  (e.g. Chemicals, A&D, Oil Gas, Utilities*...)
- Details & restrictions...

*SAP S/4HANA 1809 superior Value Proposition

*SAP Fieldglass

*SAP Concur

*New/major update 1809
GUIDED APPROACH
FOR MIDSIZE BUSINESSES
Guided Approach – Focus - Scalable – Partner friendly – Efficiency

Start the Journey to the Intelligent Enterprise

- Industry POV’s

S/4 HANA Adoption Starter
(WHY? WHAT? HOW?) or
(Quick Readiness Check only
What? How?)

- Quick Readiness check for What and How only

S/4 HC Brand Guardian & Cloud Activate Deployment Process

- Efficient Conversions Packaged Solutions
- Business Innovation Adoption

Greenfield, project based on localized Partner Packaged Solutions

- Increase efficiency and lower risk of conversions by packages
- Best Practice Sharing and improved communication of success

Educated Decision

- Customer Innovation Adoption staged
S/4HANA ADOPTION STARTER
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 (details see 90 day schedule and modules)
- Combination of customer activity, 1:N SAP interaction and 1:1 sessions (details see 90 day schedule and modules)
- Intended scope will require several customer roles to be involved (details see Preparation & Registration)
Upcoming Classes

• Weekly Info-Sessions
  • every Wed. 10:00 CET in German
  • every Thur 10:00 CET in English (EMEA)
  • every Wed 12:00 EST in English (US)
• Details of available classes and the link for registration are available at the following URL.
• The following e-mail may be used for any enquiries.
  • S4hana.adoption.starter@sap.com
NA, LAC – Q2
• Start mid of April before SAPPHIRE with ASUG pilot
• After SAPPHIRE official classes in May/June 1 per month, then in Q3/Q4 2 classes per month

EMEA, MEE – 2018/Q1
• Pilot in DACH region in 2018
• Available since Q1
• 2 classes per month, 1 in German, 1 in English

APJ – Q2/Q3
• Start mid of May with India
• In June next India class plus 1 class Japan and/or additional MUs depending on language specifics

GCN – Q3
(official start)
• Pilot start in late Q2 based on local demand/language specifics
• After pilot 1 class per month starting in September

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SAP PARTNER CONVERSION PACKAGES/TOOL
Join the S/4HANA Movement: Make your choice

1/3
New Installations

2/3
System Conversion

4-6m
Average duration in months

New Implementation System Conversion

Do you want to keep your solution enhancements or your transaction data history?

Yes

No

Does your system fulfill all conversion prerequisites?

Yes

No

Do you need a phased business rollout?

No

Yes

Do you need a renewal of your complete ERP solution?

No

Yes

Is the data and process quality in your system sufficient? (e.g. to achieve GDPR compliance)

Yes

No

Innovation blocker

How do you perceive your current system?

Key asset
Join the S/4HANA Movement: Make your choice

1/3
New Installations

2/3
System Conversion

4-6
Average duration in months

Change management
Business vs. systems change

Total Transformation effort

Non - S/4HANA

Business driven Transformation

SW

HW

Implementation

1/3

2/3

4-6
Lower Project Risk & Cost with the GB Partner Conversion Factories

Accelerate efficient & low risk project conversions

Continuous sharing of Conversion Best Practices and Conversion Success Stories

Special Coaching & Customer Care

Improved scalable enablement on tools and methodology

Improved conversion tools & methodologies

Partner Conversion Factories
“based on skilled resources using conversion tool framework, remote delivery and fix price offerings”
Lower Project Risk & Cost with the GB Partner Conversion Factories
Accelerate efficient & low risk project conversions

**Partner Conversion Factory requirements:**
- Dedicated resources and activity plan to deliver 5-10 conversion projects/year
- Have offshore/nearshore/remote delivery capability.
- Min. 1 team of 6 dedicated resources to drive conversion projects.
- Significant ECC installed base themselves (>40 accounts)
- At least 1 S/4HANA conversion package qualified per country

**S/4HANA conversion package offering:**
- SW (Optional) & Partner Services
- GTM assets describing Scope and Effort / Outcome
- Min. 1 completed ECC to S4 Conversion Live

**Number of Conversion Factories in Operation:**
All existing Factory packages for System Conversion available on the SAP.com

Partner-Package Finder.
SAP Qualified Partner-Packaged Solutions
Introducing SAP Qualified Partner Packaged Solution for Conversion to S/4HANA

New Installs/Greenfield Projects

- S/4HANA On-Premise Packages
  - SW (Mandatory) & Partner Services
  - GTM assets describing *Scope and Industry Value*
  - Demo verified

>200 Existing Packages + ~30 New in 2019

Conversion Projects

- Packages for Conversion to S/4HANA
  - SW (Optional) & Partner Services
  - GTM assets describing *Scope and Effort / Outcome*
  - Min. 1 completed ECC to S4 Conversion Live

~60 New Conversion Packages in 2019

All existing packages available on the SAP.com Partner- Package Finder.
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 me at stefan.kienzle@sap.com
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