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.

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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

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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

10,500+
Licensed Customers

2,700+
Live Customers
(1st thousand in 2 years 7 months,
2nd thousand in 10 months)

4,500+
Deployment Projects

Organizations
up to 200,000 users, databases up to 49TB

25
Industry solutions

Cloud (SaaS)
IaaS, on-premise

160
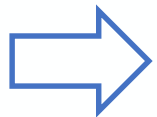**Available in 160 countries**

38
languages available

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Join the S/4HANA Movement
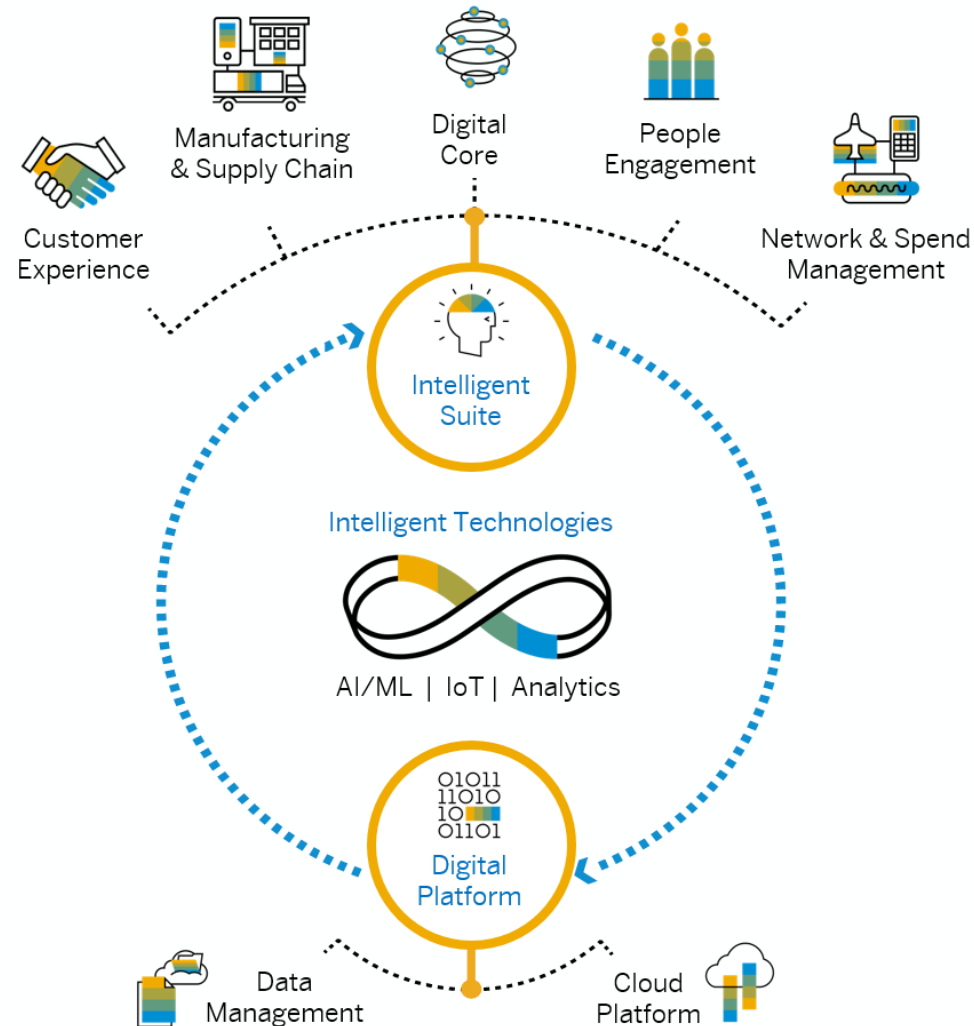# Compelling Event for Partners & Customers

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!**

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The Intelligent Enterprise Framework

THE INTELLIGENT ENTERPRISE features 3 KEY COMPONENTS:

Customer Experience

Manufacturing & Supply Chain

Digital Core

People Engagement

Network & Spend Management

Intelligent Suite

Intelligent Technologies

AI/ML | IoT | Analytics

Digital Platform

Data Management

Cloud Platform

1 Intelligent Suite

2 Digital Platform

3 Intelligent Technologies

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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

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

SAP S/4HANA

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

AIN

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…

New Insights   NEW in S/4HANA   NEW Process   ML & Prediction   Integration   *New/major update 1809

GUIDED APPROACH
FOR MIDSIZE BUSINESSES

Guided Approach – Focus - Scalable – Partner friendly – Efficiency

Start the Journey to the Intelligent Enterprise

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

Educated Decision

S/4 HC Brand Guardian & Cloud Activate Deployment Process

Efficient Conversions Packaged Solutions

Business Innovation Adoption

Greenfield, project based on localized Partner Packaged Solutions
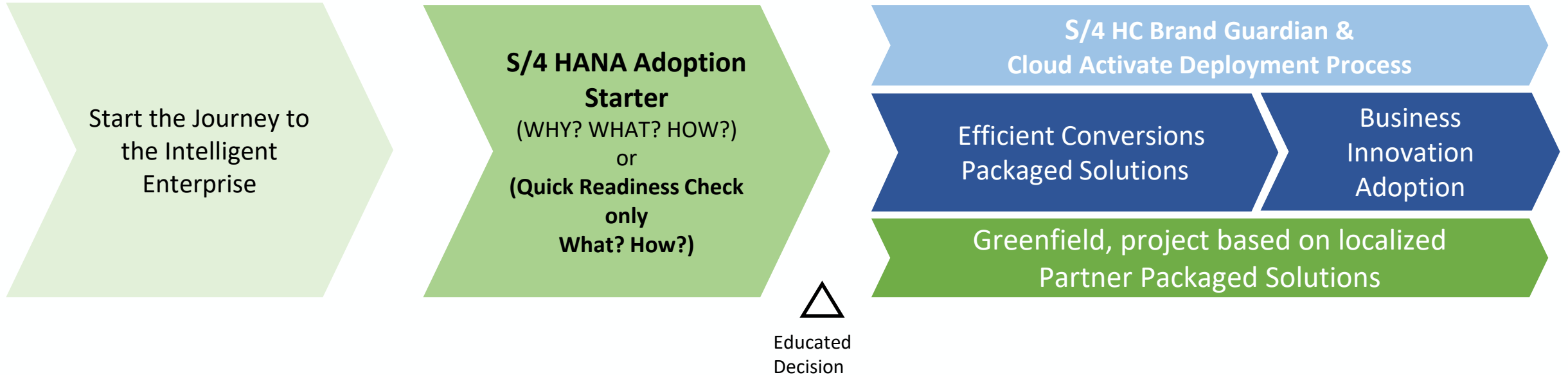
- **Industry POV's**

- **Adoption Starter. Scalable approach of Selling Why, What and How.**
- Quick Readiness check for What and How only

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

- Customer Innovation Adoption staged

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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)

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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.
  - 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

S/4HANA Movement | SAP Adoption Starter Update
Status, Outlook & next steps Q2/Q3 2019

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

Description	Link
External Landing Page	https://support.sap.com/en/tools/upgrade-transformation-tools/s4hana-adoption-starter.html
InfoSession and Class Registration	https://webinars.sap.com/s4-hana-adoption-starter-reg-platform/en/home

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SAP PARTNER CONVERSION PACKAGES/TOOL

Join the S/4HANA Movement: Make your choice

New Implementation		System Conversion

1/3

New Installations

2/3

System Conversion

4-6m

Average duration in months

←	No	Do you want to keep your solution enhancements or your transaction data history?	Yes	→
←	No	Does your system fulfill all conversion prerequisites?	Yes	→
←	Yes	Do you need a phased business roll-out?	No	→
←	Yes	Do you need a renewal of your complete ERP solution?	No	→
←	No	Is the data and process quality in your system sufficient? (e.g. to achieve GDPR compliance)	Yes	→
←	Innovation blocker	How do you perceive your current system?	Key asset	→

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Join the S/4HANA Movement: Make your choice
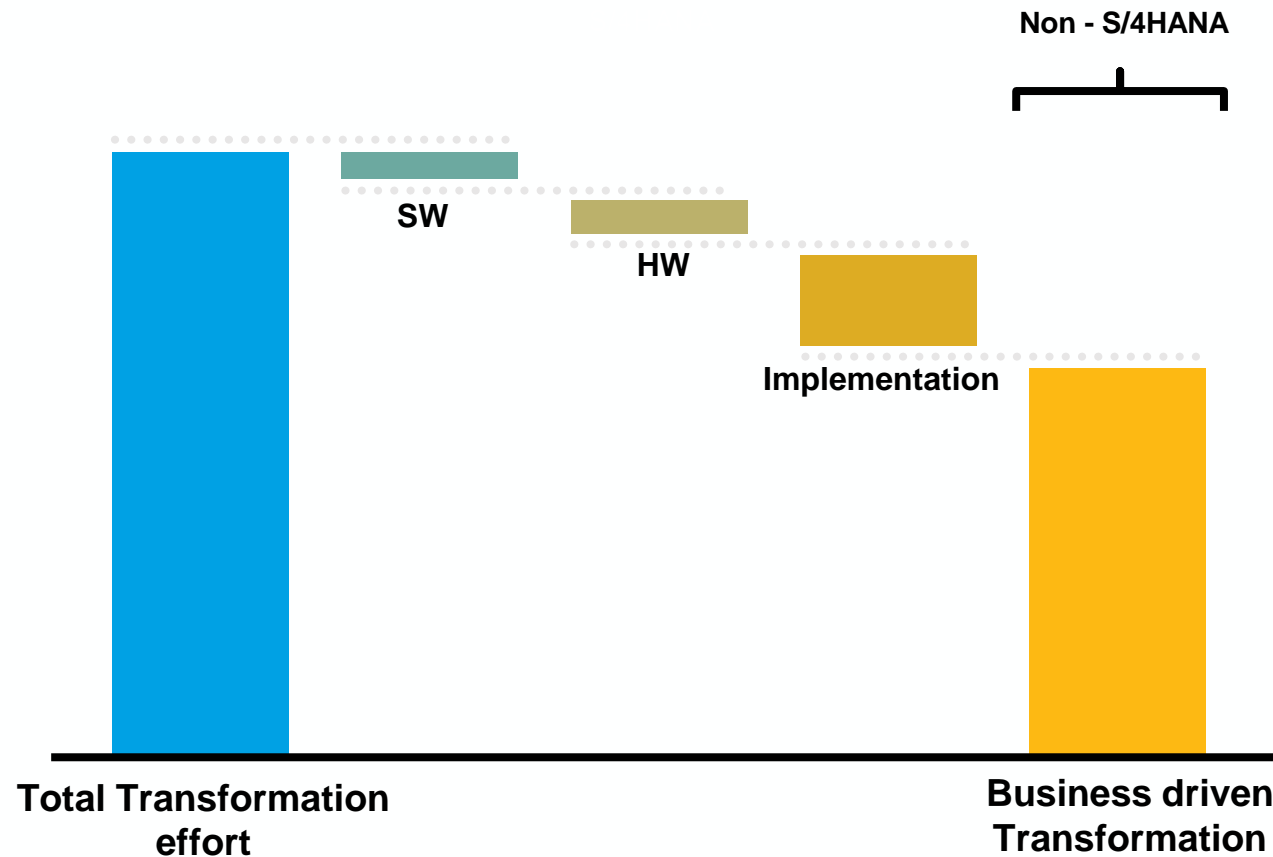
1/3
New Installations
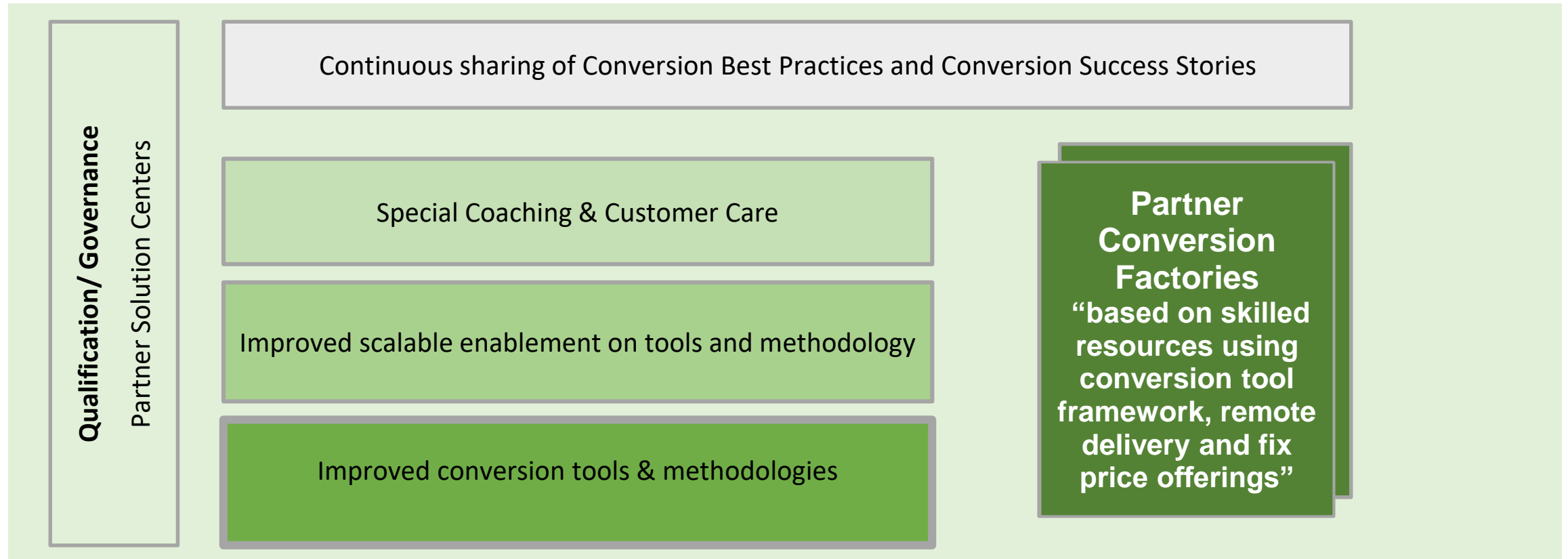
2/3
System Conversion

4-6
Average duration
in months

Change management

Business vs. systems change

Non - S/4HANA

SW

HW

Implementation

Total Transformation
effort

Business driven
Transformation

Lower Project Risk & Cost with the GB Partner Conversion Factories

Accelerate efficient & low risk project conversions

Qualification/ Governance — Partner Solution Centers

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"

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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.

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SAP Qualified Partner-Packaged Solutions

Introducing SAP Qualified Partner Packaged Solution for Conversion to S/4HANA

New Installs/Greenfield Projects	Conversion 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

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

SAP® Qualified
Partner-Packaged Solution

All existing packages available on the SAP.com Partner-Package Finder.

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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 me at stefan.kienzle@sap.com

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