



# **S/4HANA for fashion and vertical business**

## **Development Update**

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# Agenda

Where are we now - recent innovations with 1809 Release

Where do we go - Outlook and plans

Fashion APIs - Status and outlook

FIORI@Fashion – UX Strategy, Status and outlook

Migration – From AFS to S/4HANA for fashion and vertical business

S/4HANA Cloud for fashion and vertical business, single tenant edition (STE)

Key takeaways



**Where are we now**

**Current status of S/4HANA for fashion  
and vertical business**



# S/4HANA for fashion and vertical business – Evolution

S/4HANA Generic	2016	2017	2018
<ul style="list-style-type: none"> <li>• Elimination of aggregates</li> <li>• Unification of tables</li> <li>• Streamlined comprehensive Retail merchandise management scope in S/4HANARole-based access to business transactions via Fiori Launchpad</li> <li>• Improved usability of Retail transactions in SAP Fiori Themes for classical transactions</li> <li>• Simple design across business processes and devices</li> <li>• Simplified maintenance for single article and products in Fiori 2.0</li> <li>• Efficient and extended store merchandise and inventory processes with Fiori 2.0</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Harmonized</b> Retail and Fashion Foundation <ul style="list-style-type: none"> <li>• Season processes</li> <li>• Distribution curve</li> <li>• Value added services</li> <li>• Transportation chains</li> <li>• Characteristic value conversion</li> <li>• Application Variants</li> </ul> </li> <li>• <b>Extended</b> material number</li> <li>• <b>Co-Existence</b> of Retail with selected industries</li> <li>• <b>Support of Material Ledger</b> with valuation at Retail and value only articles</li> <li>• <b>Harmonization</b> of Site master and Business Partner</li> <li>• <b>Harmonization</b> of Retail article and material</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Enabling of Wholesale Fashion functionality in all areas such as</b></li> <li>• <b>Demand and Supply Planning like e.g.</b> <ul style="list-style-type: none"> <li>• Enhanced Stock/Requirement list</li> <li>• Planned independent Requirements</li> </ul> </li> <li>• <b>Procurement, Inventory and Logistics like e.g.</b> <ul style="list-style-type: none"> <li>• Split/Change Purchase Orders via workbench</li> <li>• Enhanced DCI logic</li> <li>• Distribution</li> </ul> </li> <li>• <b>Sales and Distribution like e.g.</b> <ul style="list-style-type: none"> <li>• Multi Ship-to Order</li> <li>• PSST – Pack Separately, ship together</li> <li>• Sales Document Overview</li> </ul> </li> <li>• <b>Demand and Supply Segmentation</b> covering 1:1 and N:1 scenarios</li> <li>• <b>Horizontal Stock Protection</b> (using Advanced ATP with Product Allocation)</li> <li>• <b>Supply assignment (ARun) integrated into and thus leveraging Advanced ATP Backorder Processing features</b></li> </ul>	<ul style="list-style-type: none"> <li>• Enabling of Fashion <b>Manufacturing</b></li> <li>• Further enhancements and improvements of <b>wholesale features</b> in all areas, such as e.g. <ul style="list-style-type: none"> <li>• Fashion Contracts enablement</li> <li>• Extension to Seasonality and Segmentation features</li> <li>• Protected Species (PSM) and Preference Management (PFM)</li> <li>• Cut-off Date logic</li> <li>• Enhancements to planning strategies to support segmentation</li> <li>• Reason codes, fallback variant, supply date horizon in BOP/Supply Assignment</li> <li>• Special scenarios in Supply Assignment like Fashion Contract-Call off, Fashion Contract – MSO – CSO, Subcontracting PO (via Subcontracting Cockpit)</li> <li>• ...</li> </ul> </li> <li>• <b>Flexible Purchasing Commitments</b></li> <li>• <b>Flexibility in TPO/PTO scenarios</b> Cancellation and quantity reduction</li> <li>• <b>Supply Demand overview</b> Detailed &amp; flexible analysis in FIORI</li> </ul>

# SAP S/4HANA: Fashion – recent key innovations (1)

**Flexible Purchasing Commitments** to have one unified procurement process across different channels and operating models with the possibility to delay final Purchase order decision in order to align with latest market signals and combine and divide order quantities flexibly.

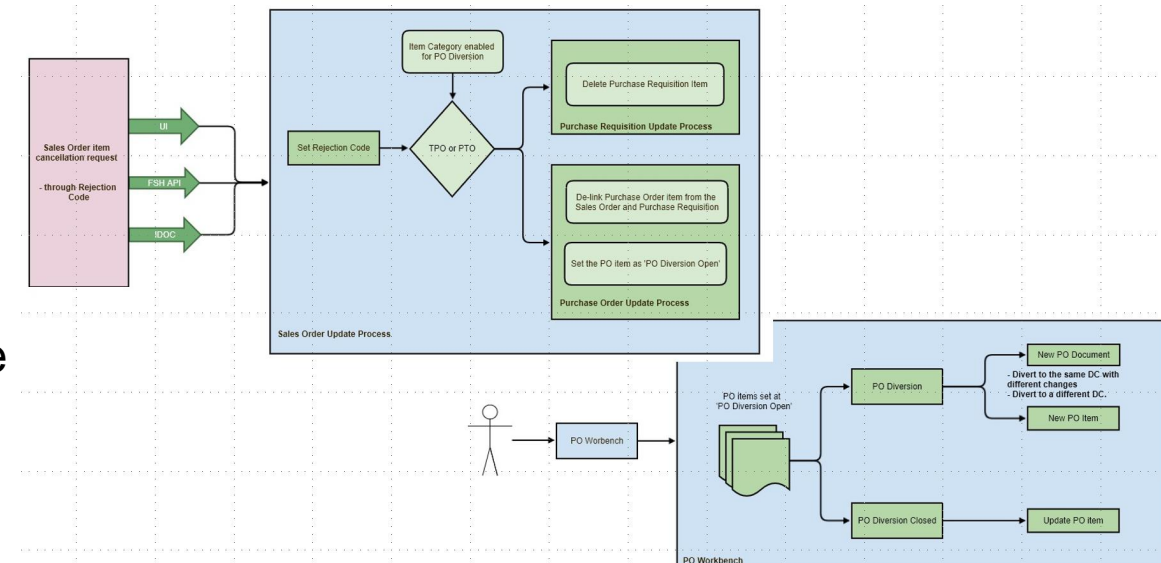
## Purchasing Contracts flexibility

- § Enablement of Fashion features, like eg. Variant matrix, Distribution Curve, Segmentation, Seasonality etc.
- § Possibility of creating Purchase Contracts with or without specifying Destinations and optionally without specifying the Variants SKUs, i.e. on Generic Article level
- § Open Quantity Calculation at Generic Article within Purchase Contracts

## Flexibility in a Third Party Order (aka TPO – direct ship) and Purchase to Order (aka PTO) scenario

- § cancellation
- § quantity reduction

Triggered out of a Sales Order change with automatic update on related purchasing documents and follow-on activities enabled via the Purchase Order Workbench



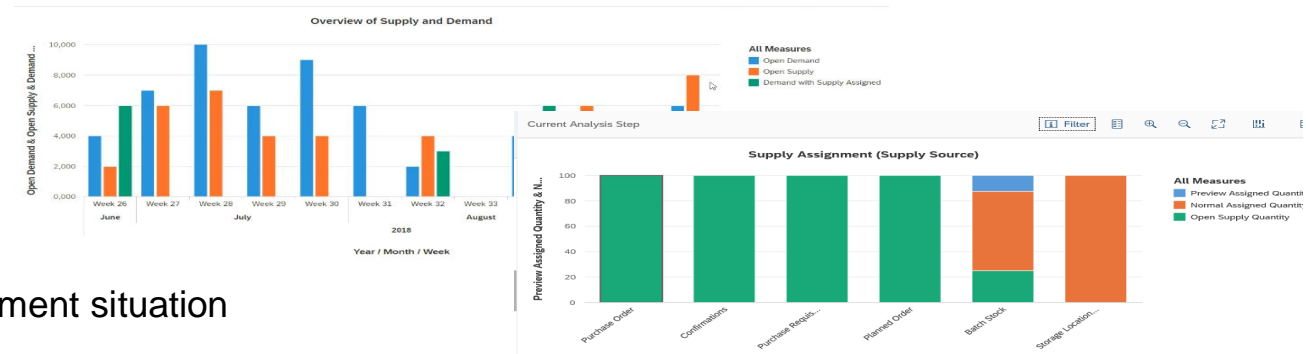
# SAP S/4HANA: Fashion – recent key innovations (2)

**Supply Demand Overview (SDO)** for full visibility and controllability on the current supply and demand situation on various levels utilizing pre- and/or own defined KPIs.

## Supply Demand Overview - Detailed Analysis

Enables the user to visualize and analyze

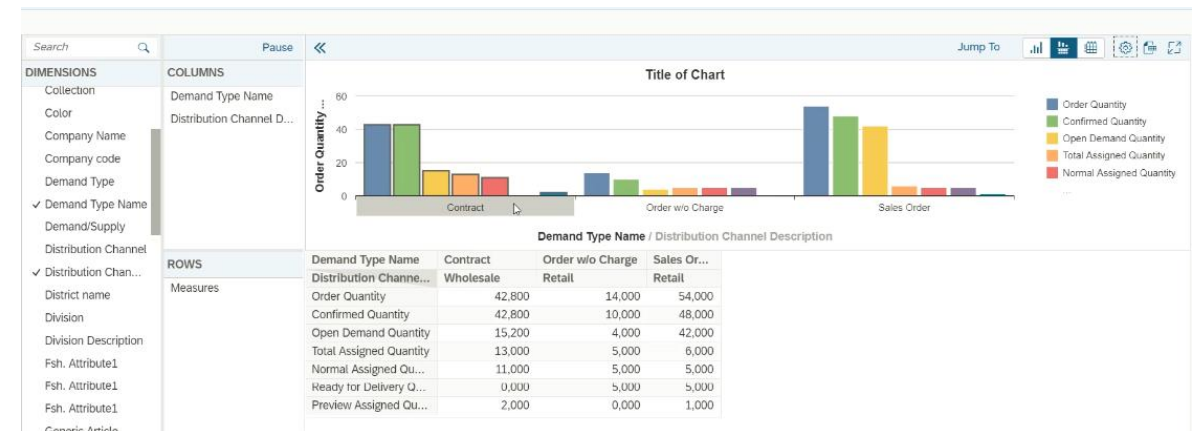
- § Overall Supply, Overall Demand and Supply-Demand Assignment situation
- § Based on Pre-Configured and/or freely definable steps and KPIs.



## Supply Demand Overview - Flexible Analysis

Enables the user to visualize and analyze based on

- § Specific dimensions (such as Sales Organization etc. ) and
- § Measures (such as Open Demand Quantity, Open Supply Quantity, Confirmed Quantity, Assigned Quantity, Delivered Quantity, etc.)
- § With flexible slicing and dicing





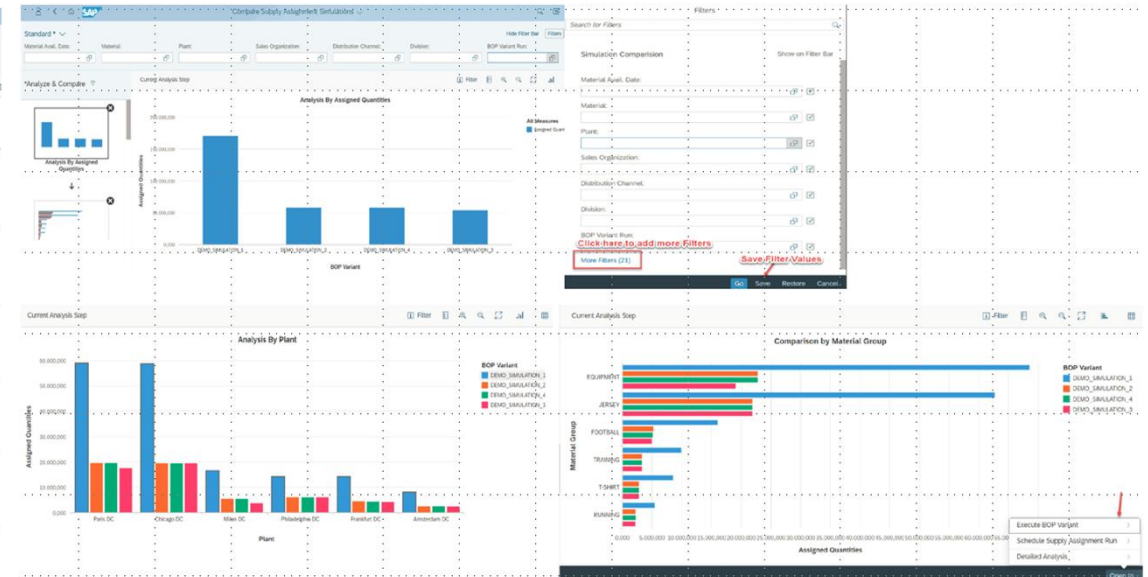
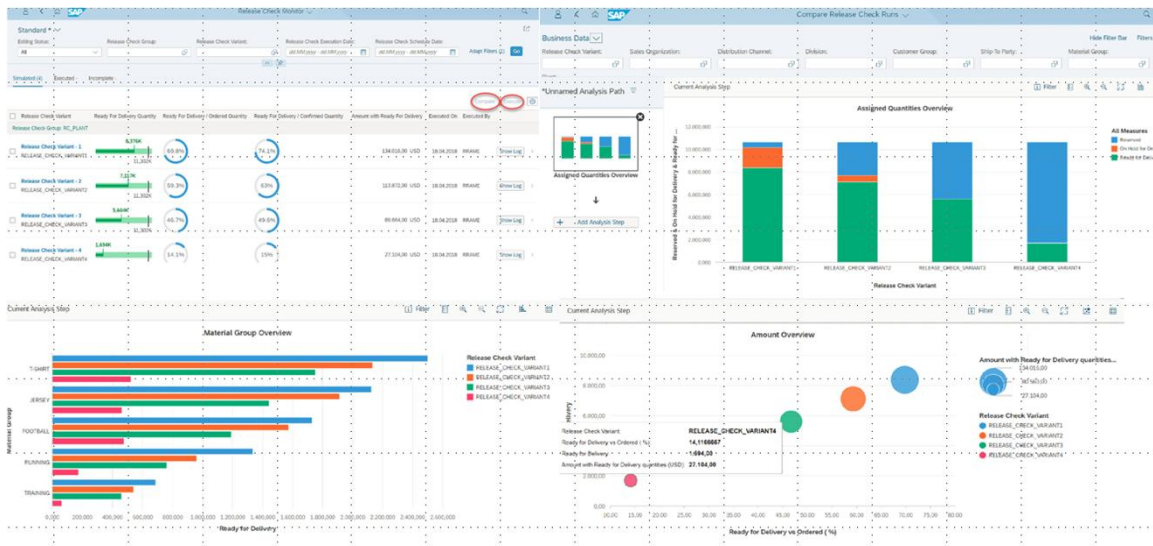
# SAP S/4HANA: Fashion – recent key innovations (3)

## Decision Support FIORI Apps in the area of Supply Assignment

- § Comparison (and potential execution) of multiple Supply Assignment simulations
- § Comparison (and potential execution) of multiple Release Check simulations

to fulfill orders seamlessly across channels by

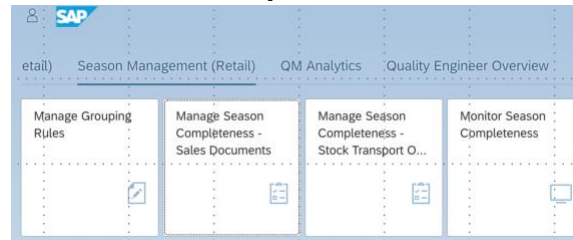
- § optimizing stock usage through smart, rule-based assignment and simulation
- § smart and simulative release processes to optimize deliveries and reduce chargebacks



# SAP S/4HANA: Fashion – recent key innovations (4)

## Managing Season Completeness

- § Season Completeness gives users an overview on articles in an order, missing articles, completion status of a season/collection/theme, completion percentages and proposals for season reassignment.
- § Season completeness check offers the possibility to handle seasons (Season/Collection/Theme) in ways that optimize the sale of their articles and, as a follow-on process to ensure timely delivery and increase profit.



Manage Season Completeness – Sales Documents

Standard

Grouping Rule Name: GRP1

Season Key Item Completeness %: 100.00

Season Completeness %: 50.00

Include Completed Seasons: Yes

Adapt Filters (5)

Go

Season Completeness Groups (11)

<input type="checkbox"/>	Grouping Rule Value	Season Year	Season	Collection	Theme	Priority	Current Completeness	Potential Completeness	Key-Item Current Completeness	Key-Item Potential Completeness
<input type="checkbox"/>	> R100/10/R1/****									
<input type="checkbox"/>	> R100/10/R1/AJ1									
<input type="checkbox"/>	> R100/10/R1/AJ2									
<input type="checkbox"/>	> R100/10/R1/AJ3									
<input type="checkbox"/>	> R100/10/R1/N...									
<input type="checkbox"/>	> R100/10/R1/N...	2018	SEASON 2 TEST (NS_SEASON2)	COLL1 TEST (NS_COLL1)		1	66.66 %	66.66 %	100.00 %	100.00 %
<input type="checkbox"/>	> R100/10/R1/5...	2018	Test Season 1 (NS_SEASON1)	COLL1 Test (NS_COLL1)		1	40.00 %	0.00 %	100.00 %	0.00 %
<input type="checkbox"/>	> R100/10/R1/5...	2018	Season 01 (SH_SEA_01)	Collection 01 (SH_COL_01)		1	100.00 %	100.00 %		

Season Completeness Group Details

Season Year: 2018

Season: Test Season 1 (NS\_SEASON1)

Collection: COLL1 Test (NS\_COLL1)

Theme: Priority: 1

Current Completeness: 40%

Potential Completeness: 0%

Key-Item Current Completeness: 100%

Key-Item Potential Completeness: 0%

Grouping Rule Values: R100/10/R1/N56

Changes

All

Missing

Assigned

Orders (4)

Order Number	Item Number	Materials	Season Year	Season	Collection	Theme	Requested Delivery Date
42127	000010	Generic: Trouser1, small, Lime (NS_SCN1_TROUSER_1_S0001)	2018	Test Season 1 (NS_SEASON1)	COLL1 Test (NS_COLL1)		18.09.2018
46608	000010	Generic: Watch1, small, Lime (NS_SCN1_WATCH1_S0001)	2018	Test Season 1 (NS_SEASON1)	COLL1 Test (NS_COLL1)		17.09.2018

# Where do we go

## Planned future functionality of S/4HANA for fashion and vertical business



# SAP S/4HANA: Fashion – Key areas of innovations for upcoming releases

## Fashion: core functionality

- § Continuation of enabling Flexible Purchasing Commitments
  - § ‘Multi level Contract’
  - § Purchasing Contract Call-Off Logic for Prepacks
  - § ‘Direct Ship Flexibility’ – align TPO/PTO Orders with already existing Purchase Orders
- § Fashion Logistics
  - § Value Added Services (VAS) as ‘plant capability’
  - § Manage Excess Requirements
- § Continuation and Roundoffs for Seasonality topic
- § Enhancements of standard FIORI Apps with Fashion flavor



# SAP S/4HANA: Fashion – Key areas of innovations for upcoming releases

## Fashion: core functionality

- § Additional features in the area of Supply Assignment, e.g.
  - § New FIORI app for detailed analysis of additional Demand and Supply types (like e.g. Purchasing Contracts, PIRs, TPO/PTO/MTO orders etc.)
  - § Introduce more sophisticated rules / options for Logistical Optimization
  - § Supply Assignment Overview page (FIORI)
  - § New FIORI App for Managing Stock Sorting Rules
- § Exception handling / workflow enablement e.g. in the areas of Supply Assignments and Collection Management



# SAP S/4HANA: Fashion – Product direction in collaboration with generic areas

## Fashion: new features in combination with Advanced ATP functionality

- § Stock Protection / Consideration of unconsumed planned demand
- § Fair share logic during Back Order Processing / Supply Assignment
- § Consideration of segmentation strategy n:m during aATP calculation

## Fashion: tighter integration with components of ‘Digital Logistics’, i.e. EWM & TM

- § ‘Introduce’ relevant Fashion attributes in EWM/TM to be considered as potential additional information/selection criteria where appropriate
- § Use Fashion specific attributes as process/logic influencing parameters where appropriate

# Fashion APIs

## Status and outlook



# SAP S/4HANA On-Premise

## Fashion API Roadmap

### 2018 – Recent innovations

- **Native Fashion APIs**
  - Supply Assignment (ARun)
  - Season Maintenance
- **Standard APIs with Fashion**
  - Purchase Order
  - Purchase Contract
  - Purchase Requisition
  - Sales Order <sup>(R)</sup>
  - Credit Memo <sup>(R)</sup>
  - Debit Memo <sup>(R)</sup>
- **Standard APIs without Fashion**
  - Sales Contract
  - Sales Inquiry
  - Sales Quotation
  - Product Availability
  - Product Master
  - Business Partner
  - Purchase Info record
  - Scheduling Agreement
  - Material Document
  - Pricing Conditions
  - Vendor Invoice

### 2019 – Planned innovations\*

- **Standard APIs with Fashion**
  - Purchase Contract with VAS
  - Purchase Order with VAS
  - Sales Order
  - Sales Contract
  - Sales Quotation
  - Credit Memo
  - Debit Memo
  - Sales Inquiry <sup>(R)</sup>
  - Inbound Delivery <sup>(v 2)</sup>
  - Outbound Delivery <sup>(v 2)</sup>
  - Purchase Requisition with VAS

### 2020 - Product direction\*

- **Native Fashion APIs**
  - Segmentation
  - Value Added Service (VAS) Maintenance
- **Standard API enhancement for Fashion**
  - Business Partner
  - Product Master
  - Stock Transport Orders
  - PO Confirmation
  - Material Document
  - Physical Inventory
  - Scheduling Agreement
  - Manufacturing
  - Customer Return Delivery



# FIORI@Fashion

## UX strategy, status and outlook



# SAP S/4HANA On-Premise

## UX roadmap for Fashion

### 2018 – Recent innovations

- **Supply Assignment – Reporting**
  - Supply Demand Overview – flexible analysis (using Multi Dimensional Reporting Framework)
  - Supply Demand Overview – detailed analysis (using Analytical Path Framework)
- **Alternative Based Confirmations (ABC)**
  - Configure Alternative Control
  - Configure Substitution Strategy
- **Product Allocation (PAL)**
  - Product Allocation Overview
- **Enhance Standard Apps w.r.t. Fashion attributes**
  - Enhance MRP Cockpit
  - Start enhancing standard apps for fashion relevant objects – Inventory Management
- **Visual Harmonized Screens**
  - All Fashion specific transactions/features adapted to smoothly work within the visual harmonized screens

### 2019 – New innovations\*

- **Supply Assignment – Simulations and Release Monitoring**
  - Compare multiple simulations (and execute the ‘best’)
  - Release Check Monitor
  - Manage (Configure/Schedule/Delete) Release Check Variants/Runs/Logs
  - Detailed analysis of additional Demand and Supply types
  - Manage Stock Sorting Rules
- **Season/Collection Management**
  - Evaluate Completeness Check
  - Monitor Completeness Check
- **Advanced ATP (aATP)**
  - Manage Characteristic Catalogs (aka ‘flexible field catalog’)
- **Enhance Standard Apps w.r.t. Fashion attributes**
  - Continue enhancing standard apps for fashion relevant objects in various areas

### 2020 – Product direction\*\*

- **Supply Assignment**
  - Introduce Machine Learning (ML) Algorithms
- **Fashion Logistics**
  - Manage Access Requirements
- **CoPilot**
  - Introduce Fashion specific scenarios supported by Natural Language Processing (NLP)
- **Enhance Standard Apps w.r.t. Fashion attributes**
  - Continue enhancing standard apps for fashion relevant objects according to priority in the areas of
    - Purchasing
    - Inventory Management
    - Sales
    - Delivery Processing
    - Manufacturing







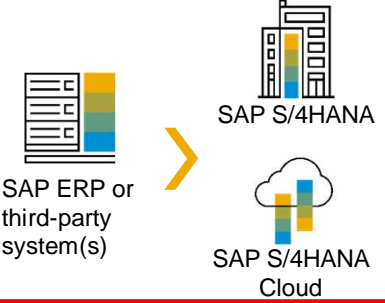
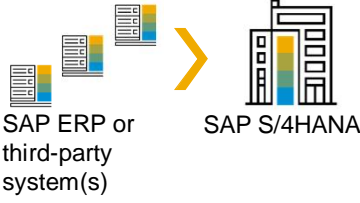
# Migration

## From AFS to S/4HANA for fashion and vertical business



# Transition to SAP S/4HANA

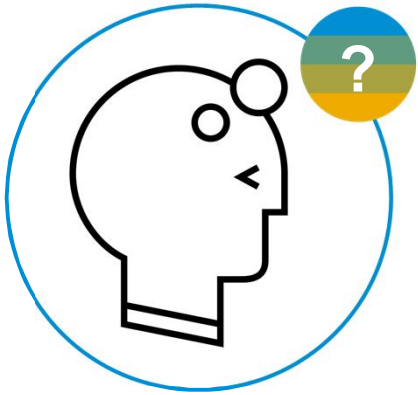
## Different Approaches to Move to SAP S/4HANA

Type	Approach	Available for	Purpose
<b>Reusing by in-place conversion</b> 	<b>System conversion</b> (Tool: Software Update Manager)		<b>Bringing your business processes to the new platform</b> <ul style="list-style-type: none"> <li>§ A complete technical in-place conversion of an existing ERP software system in SAP Business Suite to SAP S/4HANA</li> <li>§ Adoption of new innovations at your speed</li> </ul>
<b>Reengineering with data migration</b>  Standardized  Customer tailored	<b>New implementation</b> (Tool: SAP S/4HANA migration cockpit)		<b>New implementation/reimplementation</b> <ul style="list-style-type: none"> <li>§ Reengineering and process simplification based on latest innovations</li> <li>§ Implementing innovative business processes with preconfigured content on a new platform</li> <li>§ Performing initial data load</li> <li>§ Retiring old landscape</li> </ul>
	<b>Landscape transformation</b> (Customer-tailored service/consulting offering)		<b>Value-driven data migration to the new platform</b> <ul style="list-style-type: none"> <li>§ You need more than master data and open items, such as transactional data, complete or selected by a time slice</li> <li>§ Migrate a selection of data (such as by organizational units), or migrate data from more than one system, or migrate application-related data into an SAP S/4HANA-based solution landscape</li> </ul>



# AFS Data Migration to SAP S/4HANA for fashion and vertical business

## Definition




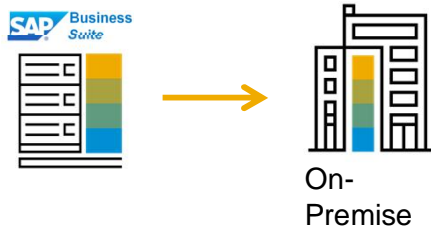
A solution which is embedded in SAP S/4HANA Migration Cockpit which facilitates the migration of **master data** and **open transactional data** from SAP AFS system to SAP S/4HANA for fashion and vertical business, thus ensuring business continuity.

- § **No historical data** is migrated
- § Migration supports customers with **new implementation scenario**
- § Migration covers **Fashion Wholesale** (S/4HANA 1809 FPS01), migration of fashion manufacturing objects is planned for S/4 1809 FPS02
- § Part of SAP S/4HANA and SAP S/4HANA Cloud, STE (Migration Cockpit is included in these licenses)

# SAP S/4HANA Migration Cockpit – planned innovations

## Data Provisioning


 Direct data transfer  
from SAP System



Available  
1809 FPS01:  
Business objects



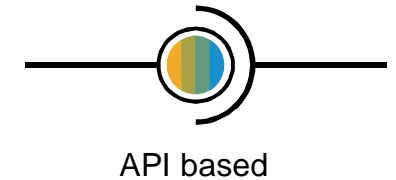
## Process & Content



Lab preview

Migration Object	Selection	Tasks	Simulation	Migration	Migration Progress	Action
<input type="checkbox"/> Assets (Fixed Assets with Values) Not Migrated: 0	Total: 3,000	Open: 0 Done: 21	Successful: 300 Errors: 0	Successful: 3,000 Errors: 0	100%	No Action
<input type="checkbox"/> Bank Master Not Migrated: 0	Total: 0	Open: 26 Done: 0	Successful: 0 Errors: 0	Successful: 0 Errors: 0	Migration Not Started	Select Data
<input type="checkbox"/> Cost Center Not Migrated: 9,369	Total: 16,569	Open: 0 Done: 22	Successful: 120 Errors: 0	Successful: 7,200 Errors: 2,400	24% 60% 10%	Migrate
<input type="checkbox"/> Customer Not Migrated: 12,000 2 Predecessors Objects	Total: 12,000	Open: 0 Done: 12	Successful: 1,200 Errors: 0	Successful: 0 Errors: 0	Migration Not Started	Migrate

## Data Load



Currently three AFS pilot  
customers



Upgrade AFS source system to version 6.0 or higher

Application for Customer Care Program:

[sap\\_s4hana\\_migration\\_cockpit@sap.com](mailto:sap_s4hana_migration_cockpit@sap.com)

# AFS Data Migration to SAP S/4HANA Fashion and Vertical Business

## Migration scope – Master Data and Transactional Data (Migration Objects)

### Financials

FI-CO Profit center  
FI-CO Account Balance-classic GL  
FI-CO Account Balance-new GL  
FI-GL Customer open Item- classic GL  
FI-GL Customer Open Item- new GL  
FI-GL General Ledger Account  
FI-GL Open Item- classic GL  
FI-GL Open Item -ledger group specific  
FI-GL Open Item-new GL  
FI-GL Vendor open Item -classic GL  
FI-GL Vendor Open Item -new GL  
Bank Master  
House Banks

### Controlling

FI-CO Activity Type  
FI-CO Activity Price

FI-CO Cost center

### Industry Specific

Distribution Curve

Season

### Logistics

Batches at Plant level  
Bill of Materials (Material based)  
Configuration class for Material Grid  
Customer  
Vendor  
Distribution Curve Conditions  
Quantity Distribution Profile  
VAS (Sales Area and Customer)  
VAS (Sales Area, Customer Group and Material)  
VAS (Sales Area, Customer and Material)

### Cross Application

Characteristics for Dimensions  
Characteristics for Non-Dimensions  
Classification for batches  
Engineering Change Numbers

### Material Management

Articles  
Material Inventory balance  
Material BOM  
Purchase Order  
Purchasing Info Record

### Production Planning

Planned Indep. Requirement at Material Level  
Planned Indep. Requirement at SKU Level  
Planned Independent requirement  
Routing-Task List  
Work Center

### Application Platform

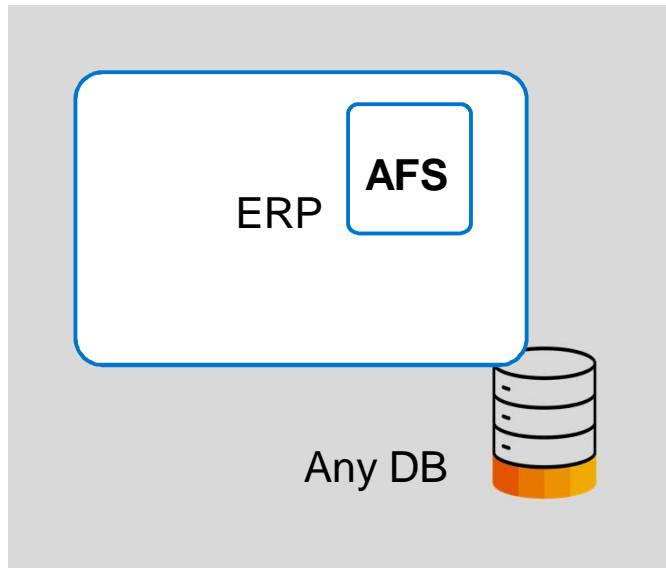
Purchase Grid Article  
Purchase Grid for plants and articles  
Purchase Grid for Pur.Org., Vendor & Articles  
Purchase Grid for Purchasing Org and Articles  
Purchasing Contract  
Sales Grid for Articles  
Sales Grid: S.Org, Dist.Ch, Cust. Grp & Articles  
Sales Grid: S.Org, Dist.Ch, Customer & Articles  
Sales Grid: Sales Org, Dist. Channel & Articles  
Sales Contract

### Sales and Distribution

Pricing Condition (purchasing and sales)  
Sales Order



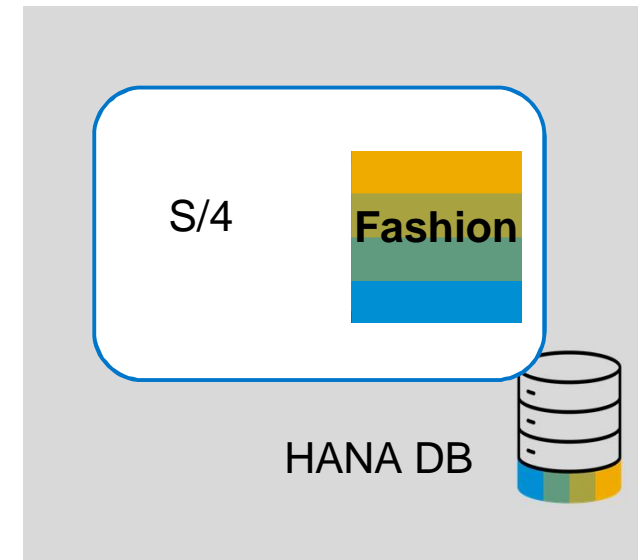
# AFS Data Migration to SAP S/4HANA Fashion and Vertical Business Implementation Scenario Supported



**Source:**  
AFS standalone system

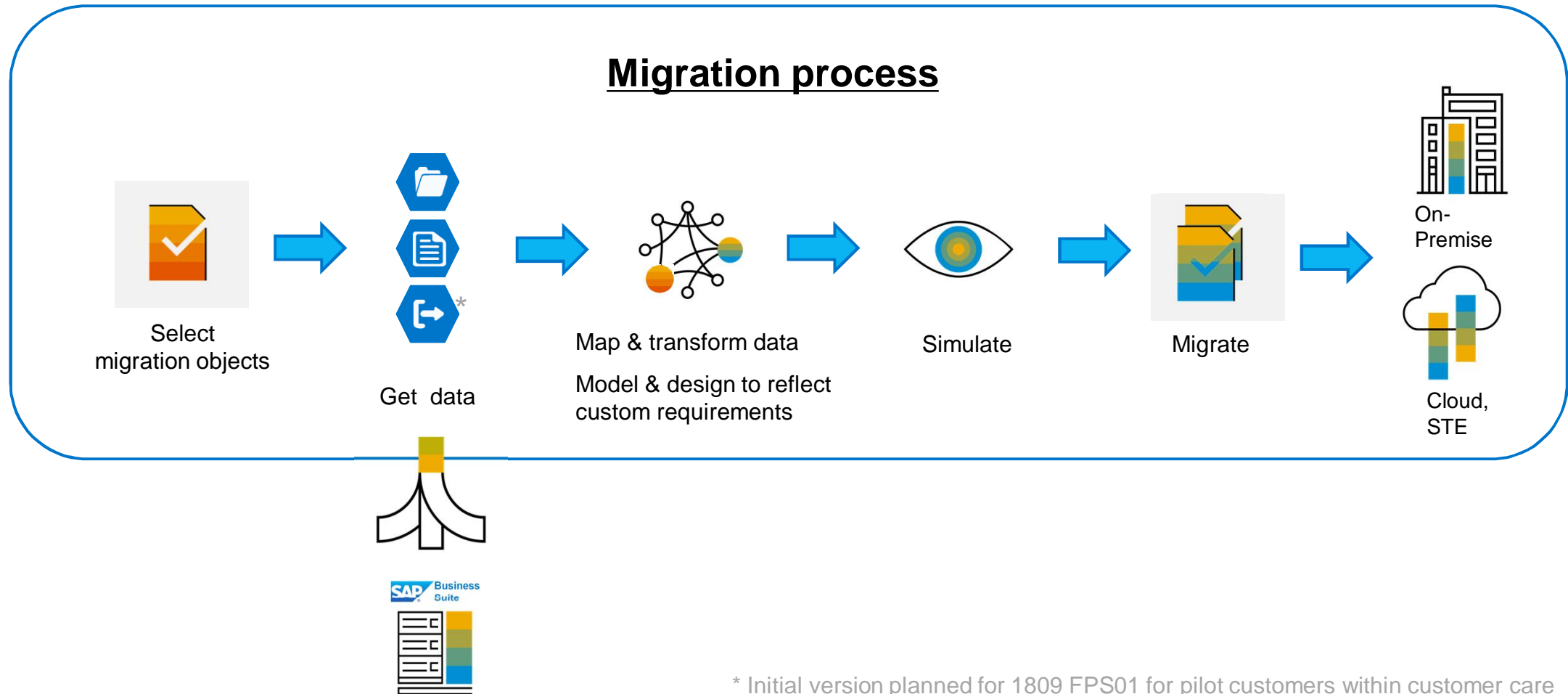


Data  
Migration



**Target:**  
S/4HANA 1809 with Fashion module integrated

# SAP S/4HANA Migration Cockpit



\* Initial version planned for 1809 FPS01 for pilot customers within customer care

# SAP S/4HANA Migration Cockpit

## Transfer Data Directly from SAP System (planned)



Available for Pilot Customers within customer care program\*

Migration Project Settings ▾

### New Migration Project

Migration Approach: Migrate Data Directly from SAP System

Header   Select Data   Migration Objects

\*Name:  
Finance Migration to S/4

\*Scenario:  
SAP ERP to SAP S/4HANA  
SAP Apparel and Footwear (SAP AFS) to SAP S/4HANA  
SAP ERP to SAP S/4HANA

Select Data

\*Company Code:  
SAP A.G. (0001) 0001

### Migration Objects

Note that you can adjust the list of migration objects after you create a project

Items (49)

<input type="checkbox"/> Name	Dependencies	Used in Active Projects	Description
<input type="checkbox"/> Activity Type	4	57	Description
<input type="checkbox"/> Activity type/price planning	2	53	Description
<input type="checkbox"/> Asset Transfer (Asset Accounting)	4	43	Description
<input type="checkbox"/> Batches at Material Level	5	53	Description

Selection of relevant scenario:

- § SAP ERP to SAP S/4HANA
- § SAP AFS to SAP S/4HANA

Preconfigured data selection  
(currently planned: selection based on company codes)

Preconfigured migration content:  
You can choose from the list of available migration objects relevant for the selected scenario

\* Refer to [SAP Note 2747566](#) for details

# SAP S/4HANA Migration Cockpit

## Transfer Data Directly from SAP System (planned)



Available for Pilot Customers

Lab preview

Finance Migration to S/4

Migration Approach: Migrate Data Directly from SAP System

Connection: CON\_R3\_TO\_S4H

Mapping Tasks Settings Exp

Show All Search Select Mapping Tasks Simulate Migrate

Migration Object	Selection	Mapping Tasks	Simulation	Migration	Migration Progress	Action
<input type="checkbox"/> Accounts customer open item Not Migrated: 0	Total: 3000	Open: 0 Done: 21	Successful: 300 Errors: 0	Successful: 3000 Errors: 0	100%	No Action
<input type="checkbox"/> Business Area Not Migrated: 0	Total: 0	Open: 26 Done: 0	Successful: 0 Errors: 0	Successful: 0 Errors: 0	Migration Not Started	Select Data
<input type="checkbox"/> Customer Not Migrated: 1920 2 Predecessors Objects	Total: 12,000	Open: 0 Done: 22	Successful: 120 Errors: 0	Successful: 7200 Errors: 2400	24% 60% 16%	Migrate
<input type="checkbox"/> Fixed asset (incl. balances) Not Migrated: 6569	Total: 6569	Open: 0 Done: 12	Successful: 0 Errors: 0	Successful: 0 Errors: 0	Migration Not Started	Simulation

Activity Tracking

Active (2) Completed (3)

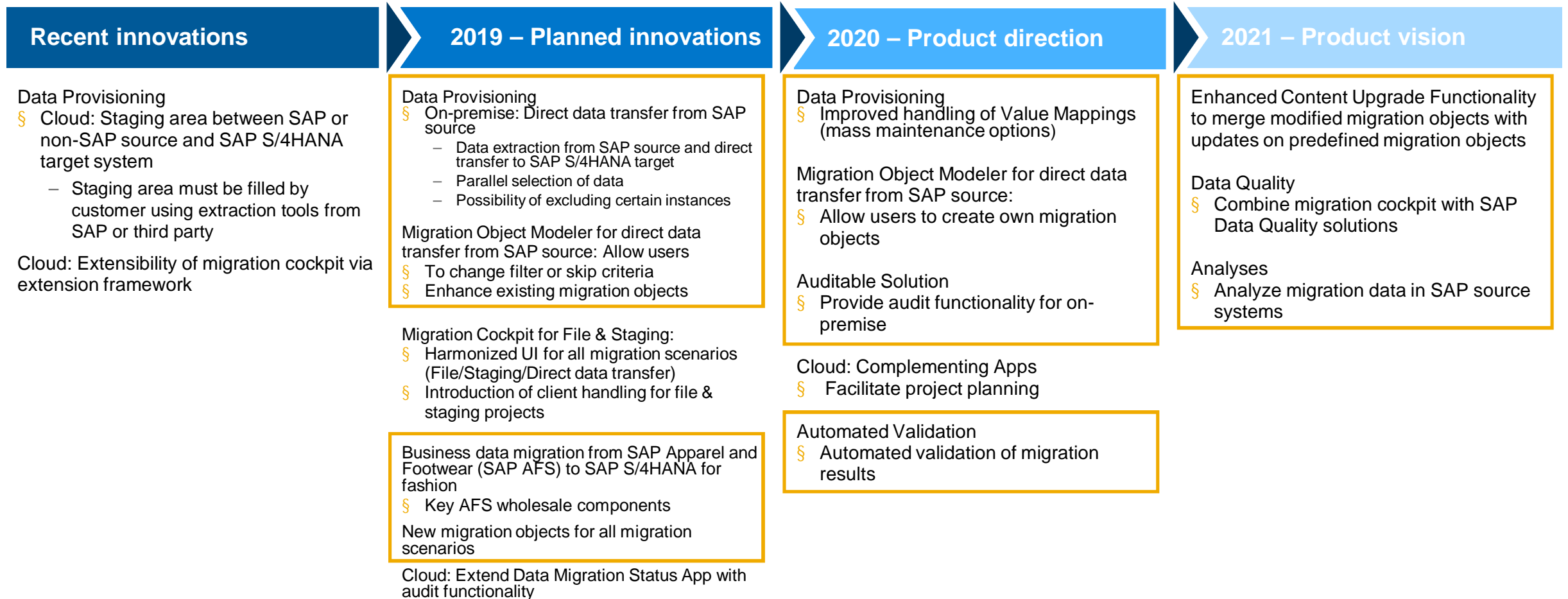
Customer  
Simulation started on 28/2/18 11:47 AM  
500 of 1000 Instances processed  
View Log

Migrate  
Select Data  
Mapping Tasks  
Simulate  
Migrate

The cockpit guides you through the various steps of the data migration, but you can also flexibly choose which steps you want to do next (select, simulate, migrate).

# SAP S/4HANA Migration Cockpit

## Product road map overview





This is the current state of planning and may be changed by SAP at any time.



# S/4HANA Cloud for fashion and vertical business, **single tenant edition (STE)**



# One SAP S/4HANA: the right solution for each customer cloud journey

	Cloud ERP*	ERP in the Cloud	
	<div> <b>SAP S/4HANA Cloud</b></div>	<div> <b>SAP S/4HANA</b> <b>(Private cloud managed by SAP)</b></div>	
Implementation	Greenfield with data migration	Greenfield with data and configuration migration	Greenfield or conversion of existing implementations
Functional Scope	Business configuration of standardized core ERP and select LOB processes	Full functional S/4HANA scope of core ERP and extended LOB and industry processes	Full functional S/4HANA scope of core ERP and extended LOB and industry processes
Industries Supported	In-depth support for professional services and component manufacturing; more industries on road map	All industries supported	All industries supported
Extensibility	S/4HANA Extensibility Framework and extensions via SCP, using whitelisted APIs	S/4HANA Extensibility Framework and extensions via SCP, with full extensibility option	Customization, modification, and extensibility possible
Innovation Cycle	Quarterly	2 upgrades a year	Annual; speed of adoption on customers' schedule
Deployment Benefits	Multi-tenant environment, Lowest TCO and fastest time to value	Single-tenant environment Low TCO and fast time to value	Customer controlled deployment and implementation efforts
Licensing	Subscription licensing	Subscription licensing	BYOL + infrastructure subscription
Infrastructure	Shared public cloud	Dedicated system landscape on cloud infrastructure	Customer specific system landscape Runs on SAP HANA Enterprise Cloud

No public cloud offering for fashion

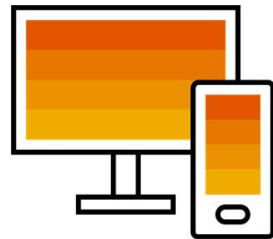
# Key Characteristics for SAP S/4HANA Cloud, Single Tenant Edition

## Full Scope



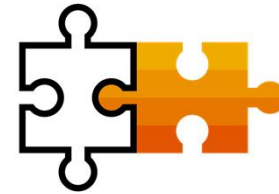
- § Same functionality as on premise deployment due to identical code line
- § Currently 63 country versions, 39 languages, supporting 25 industries
- § SAP Best Practices for 29 countries

## Standardization



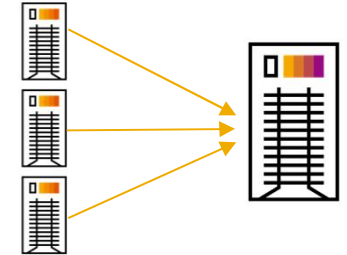
- § Preconfigured packages comprising standardized infrastructure, licenses & proactive services

## Extensibility



- § Access to Extensibility Framework
- § Full expert configuration possibilities (IMG)
- § All extension possibilities are available e.g. APIs, BAdIs, User Exits
- § SAP code must remain unchanged

## Integration



- All integration possibilities are available (not only whitelisted APIs):
- § Full integration into public cloud systems
- § Full integration into OnPrem systems

# Commercial terms for SAP S/4HANA Cloud, Single Tenant Edition

## New Installation

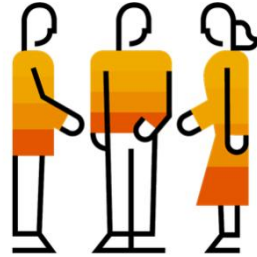
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- § New installation in HEC
- § Data migration & transports are possible
- § System copy for new installations isn't supported

## Governance

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- § Shared system governance between customer & SAP
- § Lifecycle management for release upgrades (up to 2 releases per year), support & feature packs included – testing is not
- § Customer can influence update timeslot

## Commercial Terms

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- § Initial contract term: 3 years for productive scenarios only

## Business Continuity & Security

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- § Business Continuity & Security ensured by High Availability + Backup & Restore (included) and Disaster Recovery (separate option)

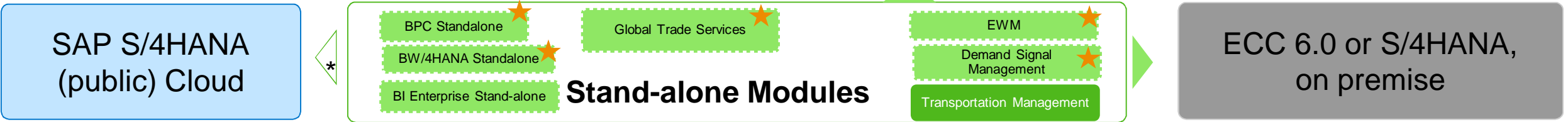
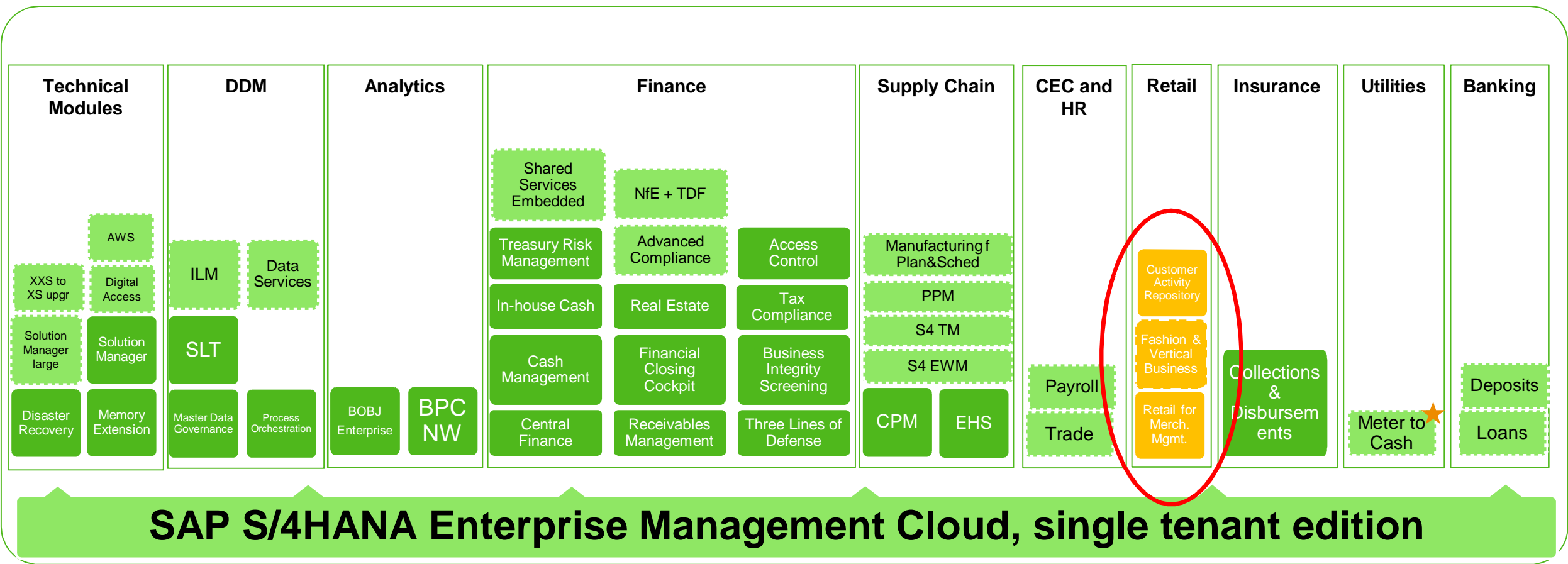


# S/4HANA Cloud, single tenant edition

Portfolio license view as of May 2019

In work

★ In work



# Key Messages

## S/4HANA ,functional‘

S/4HANA OP1809 and FPS1 released with significant additions/improvements on Fashion functionality.

New compelling Fashion specific capabilities planned for the next releases.

Strong collaboration on cross industry features in the area of aATP established and roadmap defined.

## S/4HANA ,technical‘

S/4HANA Cloud for fashion and vertical business, single tenant edition released

Supporting the service based architecture with leveraging standard APIs (with Fashion enhancements were necessary and applicable) and specific Fashion APIs.

Migration path & content from AFS to S/4HANA for fashion and vertical business available.

## User Experience

New Fashion specific functionality will be delivered via native FIORI Apps only.

Existing generic FIORI Apps were and will be enhanced with ‘Fashion flavor’ were applicable over time.

Existing Fashion functionality/transactions will be looked at & renewed if and when appropriate.

# Thank you.

## Take the Session Survey.

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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 [sabine.lankau@sap.com](mailto:sabine.lankau@sap.com) and [roman.spohn@sap.com](mailto:roman.spohn@sap.com).

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