SAP S/4HANA Cloud, public edition

What's in the Box and Why should We Care?

 asug

Indiana Chapter

October 20th 2023

Elliott Glynn

Cloud Evangelist – S/4HANA Center of Excellence

SAP

A Cloud ERP for every business need

Adopt Cloud ERP, quickly and confidently

AGENDA

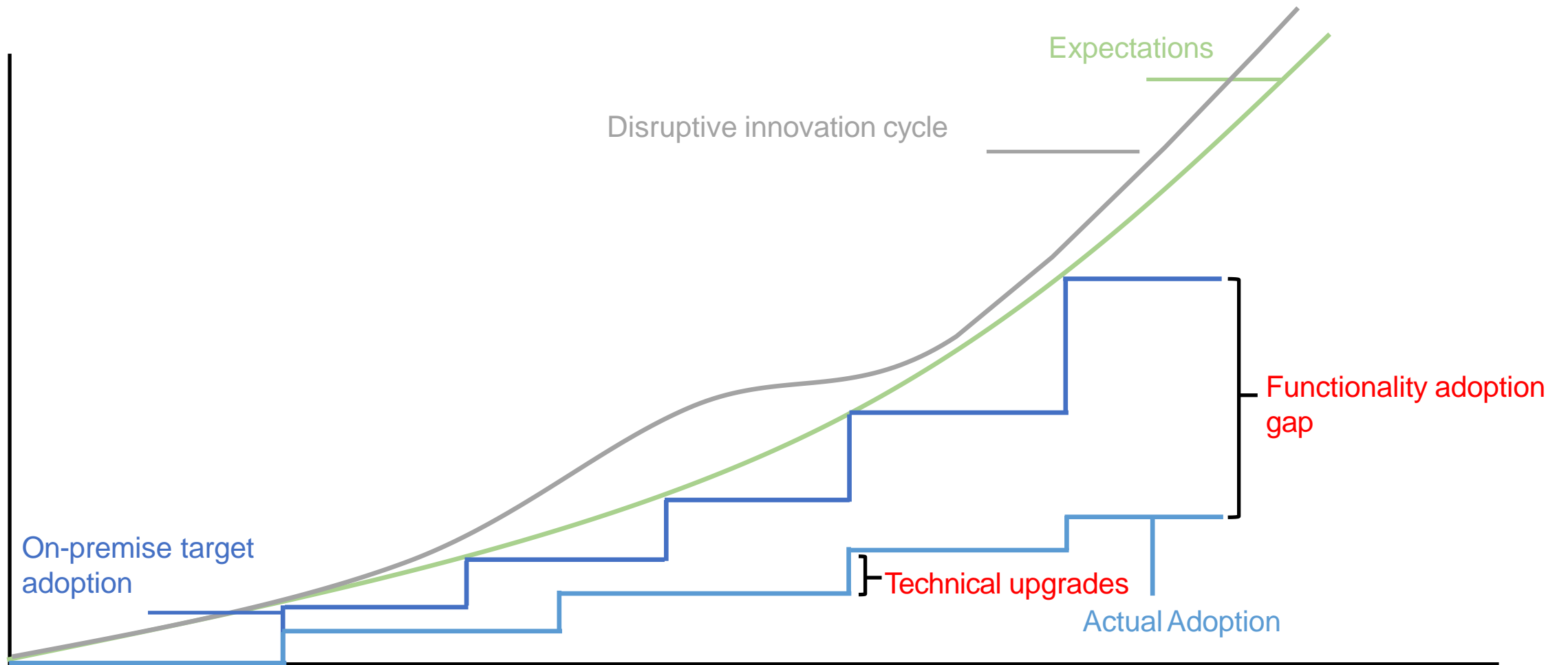SAP Cloud Strategy

SAP S/4HANA Cloud, Public Edition

Demo: Digital Discovery Assessment

Call to Action

"....75% of S&P 500 will not exist by 2027..."
McKinsey

Our customers' key business challenge is staying competitive & relevant

Cloud Adoption is Key to Innovation & Optimization

Cloud is about changing <u>Culture</u>, <u>Mindset</u>, <u>Architecture and Technology</u>
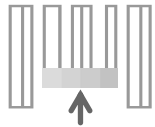
From ———————————————→ **To**

MOMENT IN TIME · · · · · · · · · · · · **CONTINUOUS JOURNEY**

FIT TO GAP · · · · · · · · · · · · **FIT TO STANDARD**
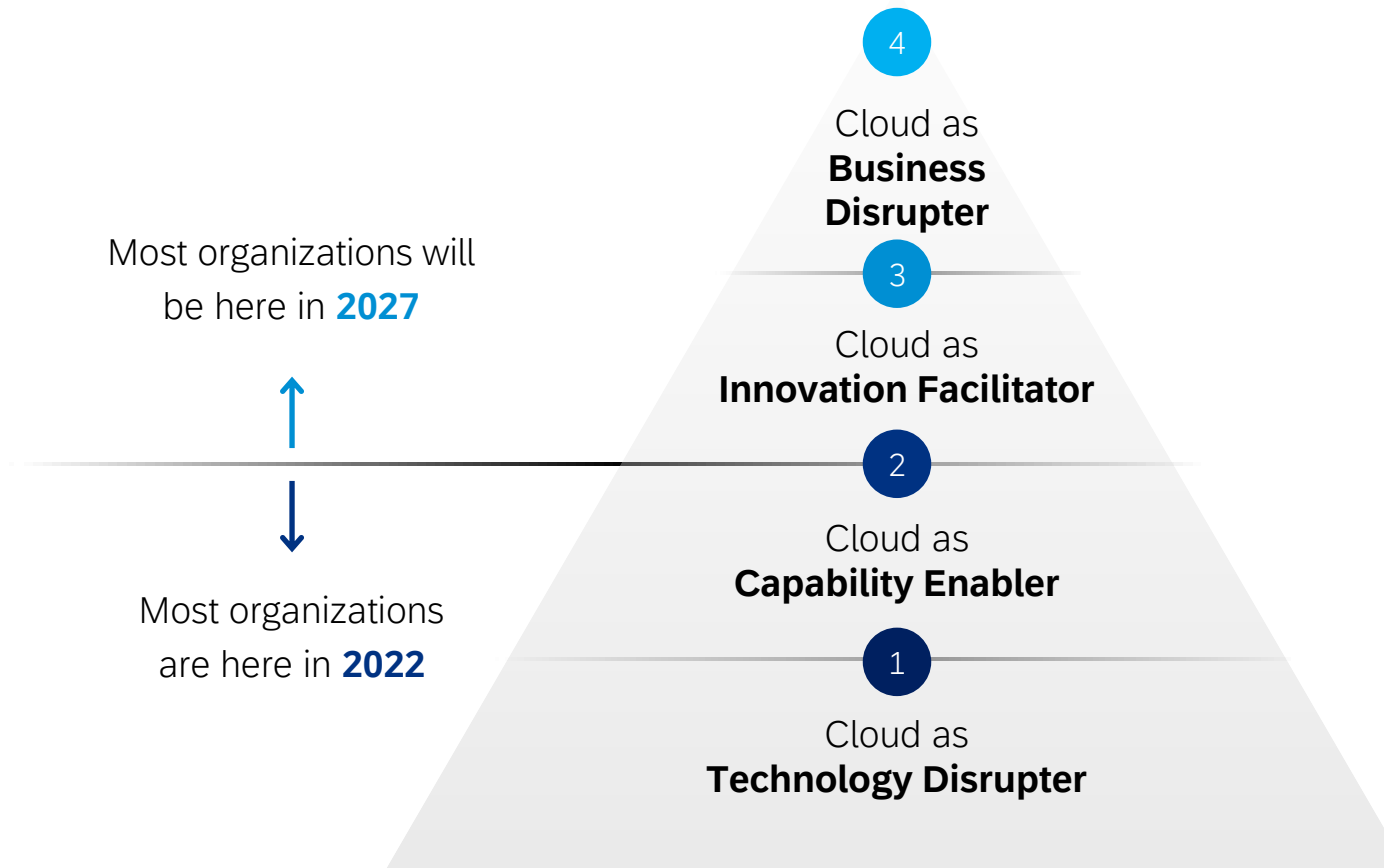
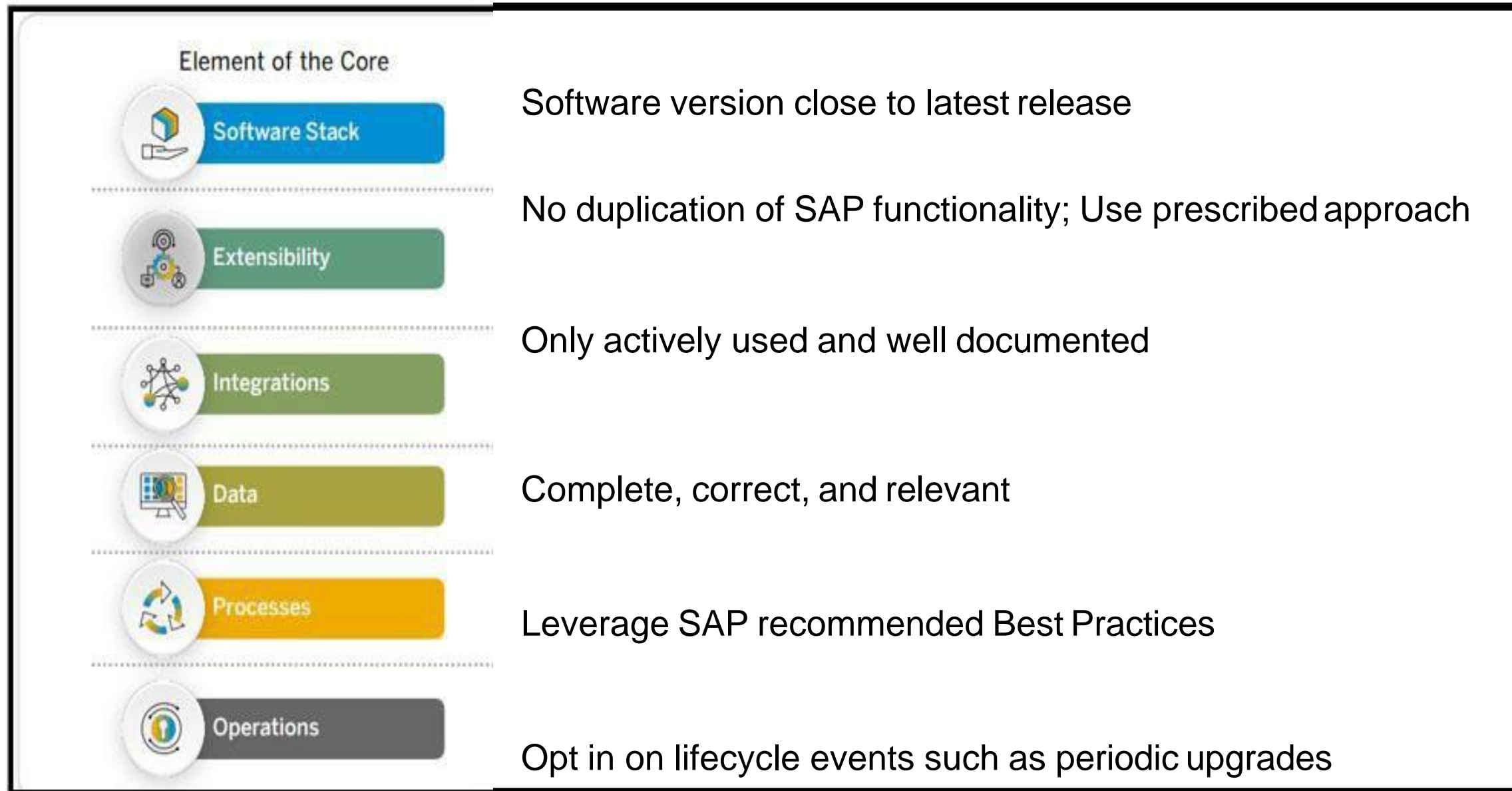MONOLITHIC · · · · · · · · · · · · **MODULAR**

Cloud in 2027
From Technology Disruptor to Business Disruptor

"It's clear that there's tremendous value enabled by adopting cloud—more than $3 trillion by 2030. Almost all of that value comes from business innovation and optimization rather than IT cost reduction." – McKinsey 2023

Most organizations will be here in **2027**

Most organizations are here in **2022**

4 Cloud as **Business Disrupter**

3 Cloud as **Innovation Facilitator**

2 Cloud as **Capability Enabler**

1 Cloud as **Technology Disrupter**

CLEAN CORE: MODERN, FLEXIBLE AND CLOUD-COMPLIANT ERP

Element of the Core

Element	
Software Stack	Software version close to latest release
Extensibility	No duplication of SAP functionality; Use prescribed approach
Integrations	Only actively used and well documented
Data	Complete, correct, and relevant
Processes	Leverage SAP recommended Best Practices
Operations	Opt in on lifecycle events such as periodic upgrades

Technical Wealth Drives More Business Innovation

CONTINUOUS INNOVATION | **EASILY EXTENSIBLE** | **CYBERSECURITY** | **CLOUD ECONOMICS**

SAP Business Technology Platform
Integration and extensibility

SAP Signavio solutions
Business process transformation

SAP S/4HANA Cloud

Cloud solutions from SAP
Applications from SAP and partners

Industry cloud solutions from SAP
Applications from SAP and partners

Cloud ERP for every business need

| SAP S/4HANA Cloud, public edition | Public + Private = Hybrid | SAP S/4HANA Cloud, private edition |

SAP's 2023 Product Strategy

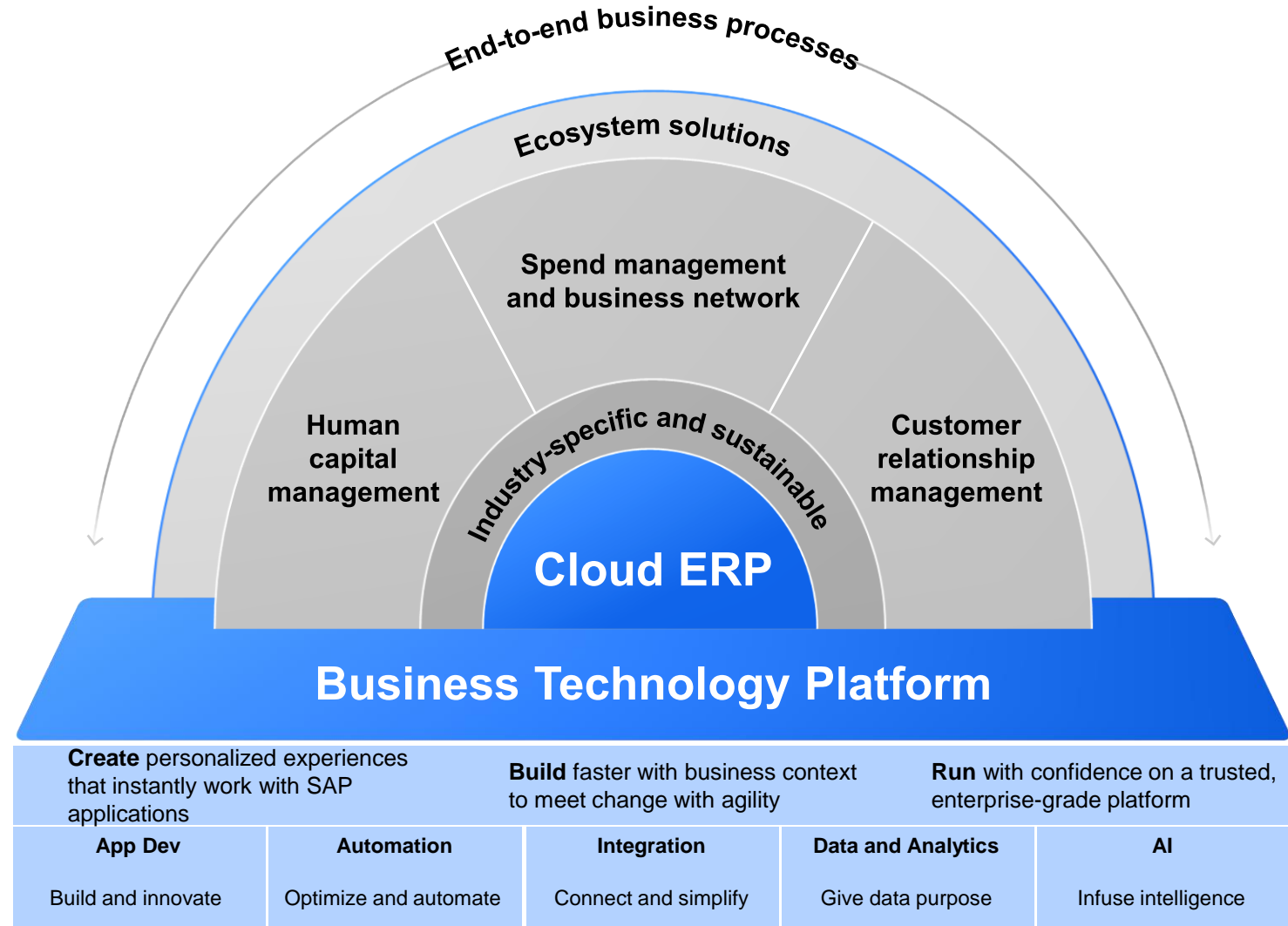SAP is moving to the cloud due to customer demand for innovation at scale

Technical Wealth Drives More Business Innovation

At the center is the Cloud ERP core – public or private – depending on industry and customer needs

With the Business Technology Platform as the foundation for integration and extension

Surrounded by a portfolio of integrated SAP and ecosystem applications

That together deliver complete end-to-end business processes for all customers in all industries

End-to-end business processes

Ecosystem solutions

Spend management and business network

Human capital management

Industry-specific and sustainable

Customer relationship management

Cloud ERP

Business Technology Platform

Create personalized experiences that instantly work with SAP applications

Build faster with business context to meet change with agility

Run with confidence on a trusted, enterprise-grade platform

App Dev	**Automation**	**Integration**	**Data and Analytics**	**AI**
Build and innovate	Optimize and automate	Connect and simplify	Give data purpose	Infuse intelligence

Cloud ERP for Every Business Need

SAP S/4HANA Cloud, public edition

Ready-to-run cloud ERP that delivers the latest industry best practices and continuous innovation

SAP S/4HANA Cloud, private edition

Tailored-to-fit cloud ERP that adapts to your organization's unique transformation

Run on the industry standard

Run on own standard

Standard processes	←	**Business processes**	→	Tailored processes
Always on latest	←	**Speed of innovation**	→	At own pace
Full SaaS model	←	**Desired cloud service**	→	Shared control

A Cloud ERP for every business need

Adopt Cloud ERP, quickly and confidently

AGENDA

SAP Cloud Strategy

SAP S/4HANA Cloud, Public Edition

Demo: Digital Discovery Assessment (DDA)

Call to Action

S/4HANA Cloud, public edition
Simplify the Value Proposition

It's all about simplification!!! Simplicity over Complexity

- Simple to **use**
    - Predefined processes
    - Plug and play
    - Google like (who taught you to use Amazon?)

- Simple to **deploy**
    - Rapid implementations
    - Self service configuration
    - Quicker time to value

- Simple to **own and operate**
    - No more infrastructure costs
    - Largely automated upgrades
    - Continuous innovation as a service
    - Lower TCO

Simple #1
Simple To Use

Simple #2
Simple To Deploy

Simple #3
Simple To Own & Operate

GROW WITH SAP

Adopt cloud ERP, quickly and confidently

SAP S/4HANA Cloud, Public Edition

Run with industry best practices
by applying preconfigured processes that are ready to go

Build your own breakthroughs
by reshaping business models and redefining work on the fly

Grow without limits
by adding customers, markets, and products without adding complexity

Go live with confidence
by using proven guidance to deliver speed + predictability

Run with industry best practices
With a full-featured **SaaS cloud ERP** to see, respond, and automate your business

Push your business forward with preconfigured processes to get work flowing faster by using AI and KPIs
to trigger action and be ready for what's next with always-on updates to the latest innovations

Ready to run, integrated, end-to-end core processes . . .

Lead to cash	Quote + price	Order + fulfill	Bill + collect
Source to pay	Source + contract	Buy + deliver	Invoice + pay
Plan to fulfill	Plan + schedule	Produce	Store + transport
Record to report + FP&A	Record + report	Automated close	Plan + analyze

. . . with intuitive UI, embedded intelligence, and automation

React to intelligent notifications

Discover actionable insights

Automate with SAP Build Process Automation
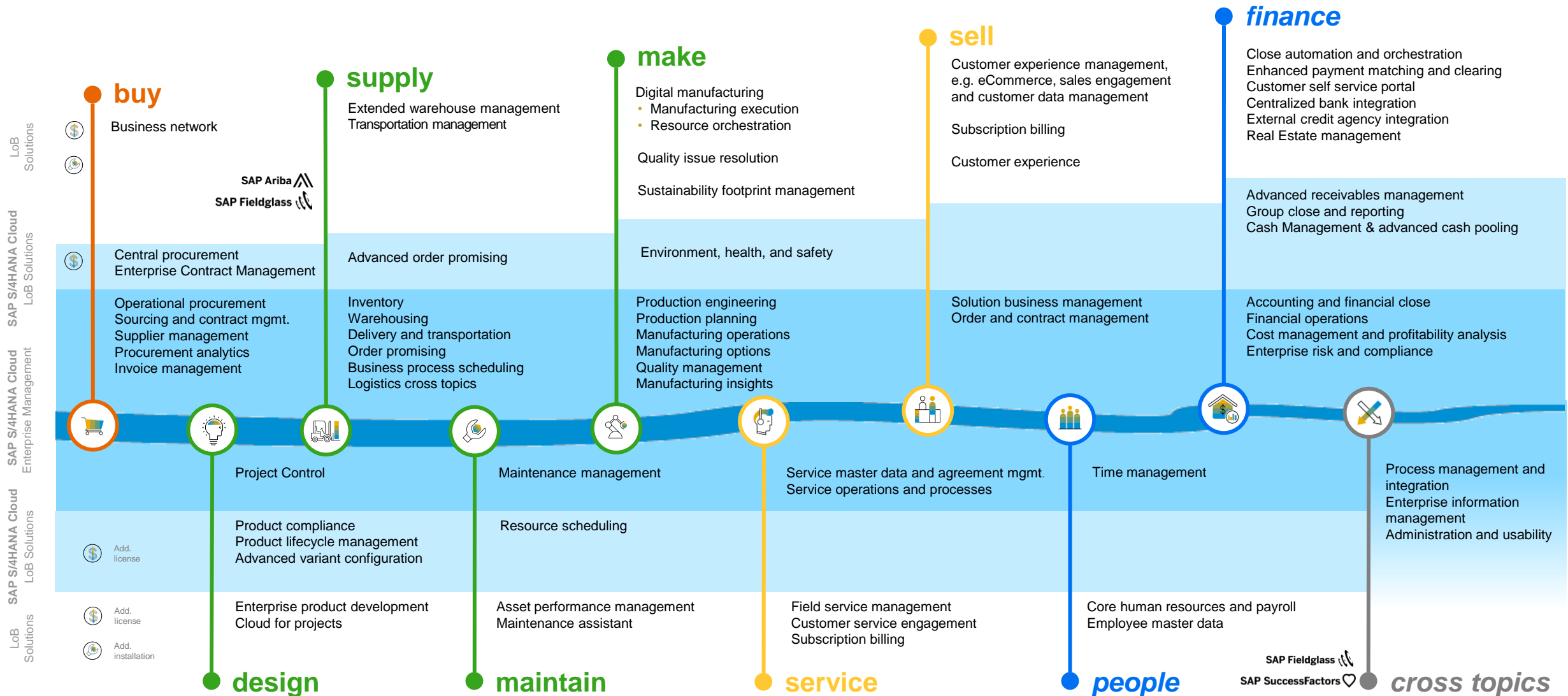
Catalog of Best Practice Business Processes Available on SAP for ME

Solution Processes by Line of Business: SAP Best Practices for SAP S/4HANA Cloud, public edition 2308

Legend:
- Application Platform a...
- Asset Management
- Database and Data M...
- Finance
- Human Resources
- IT Management
- Manufacturing
- R&D/Engineering
- Sales
- Service
- Solutions for Specific I...
- Sourcing and Procure...
- Supply Chain

Values shown: 91, 6, 10, 39, 117, 57, 15, 92, 38, 107, 17, 483

1000+
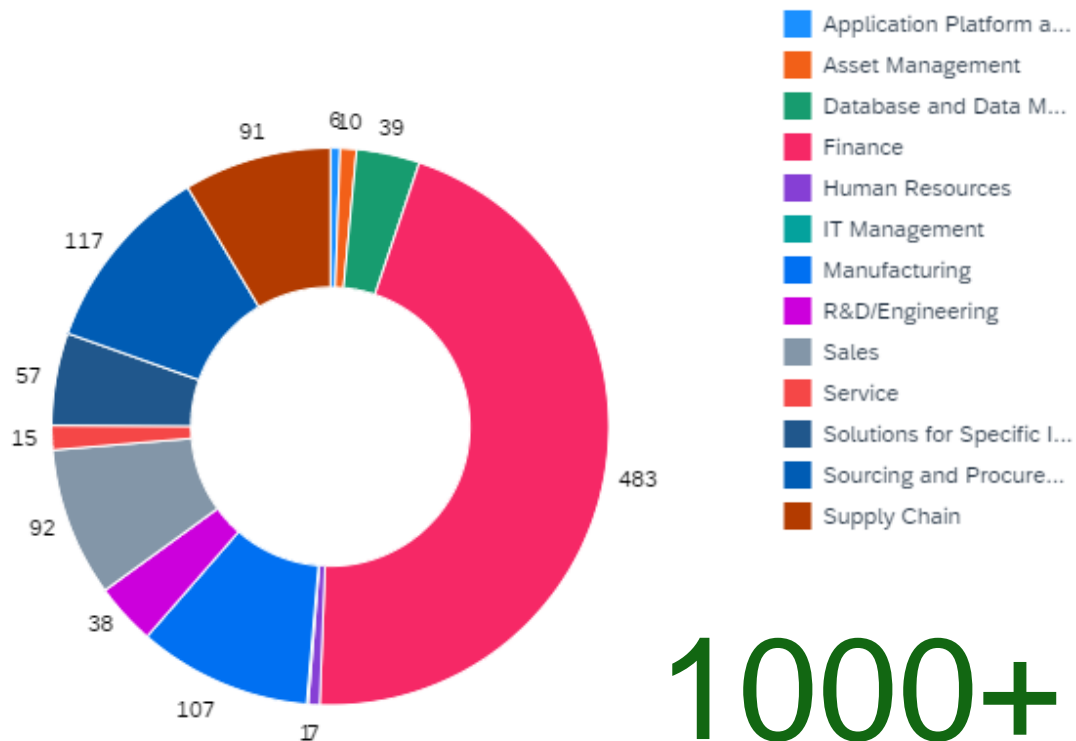
Recently added Solution Scenarios	
Name	Version
SAP Best Practices for SAP SuccessFactors Employee Central	2305
SAP Best Practices for SAP Marketing Cloud	2308
SAP Best Practices for SAP Integrated Business Planning for Supply Chain	2308
SAP Best Practices for SAP S/4HANA Cloud for public sector	2308
SAP Best Practices for analytics with SAP S/4HANA Cloud	2308
Two-Tier ERP	2308
SAP Best Practices for SAP S/4HANA Cloud, public edition	2308

THE BEST RUN **SAP**

E2E Scenario – Produce and Sell Standard Products (based on MTS)

Produce and Sell Standard Products (based on Make-to-Stock)

Scenario Scope (54U / 54V)

This scenario enables production planning and execution in **make-to-stock** set up including the procurement of components and raw materials, as well as prompt reactions to incoming sales orders (**sell from stock**). The sales process with a customer encompasses all steps from creating an order to clearing a customer account after payment is received. If required, it will be complemented with the relevant aftermarket services.

Maintenance Management	Sourcing & Contract Mgmt.	Production Engineering	Inventory	Order and Contract Mgmt.	Acc. & Financial Close
	Operational Procurement	Production Planning	Warehousing	Service Ops. & Processes	Financial Operations
Acquire to Decommission	Invoice Management	Manufacturing Operations	Del. & Transportation		Cost Mgmt. & Profitability
	Supplier Management	Quality Management	Order Promising		Core HR & Time Recording
Handover to Manufacturing			Logistics Mat. Identification		

Idea to Market	Source to Pay	Plan to Fulfill	Lead to Cash	Finance and HR

Preconfigured Solution Processes

Preconfigured Solution Processes

SAP for Me

Search

Home / Solution Scenario /

SAP Best Practices for SAP S/4HANA Cloud /

Produce and Sell Standard Products - Inventory Management (54U)

Description:
This scope item enables production planning and execution of serialized finished goods in make-to-stock scenarios, procurement of required components, as well as sales order processing, quality inspection and invoicing.

Version:
USA, SAP S/4HANA Cloud

Language:
English

Direct link to scope item:
https://rapid.sap.com/bp/scopeitems/54U

Overview | Country/Region Relevance | Details | Used In

This scope item enables production planning and execution for a serial-number-managed finished good in make-to-stock scenarios, as well as prompt reactions to incoming sales orders (sell from stock).

The process starts with the creation of a demand forecast for finished goods, represented by planned independent requirements (PIRs).

Predictive Material and Resource Planning (pMRP) enables you to create, schedule, and evaluate pMRP simulations with constraints that support you in making informed decisions for your production planning. You can take over the resulting simulated demand and release it to your operational data as planned independent requirements.

Based on PIRs, material requirements planning (MRP) creates a production plan for finished goods and explodes the entire bill of material (BOM). As a result, raw material demand is planned. Production planners can analyze and manually change the planned order-based production plan.

The process of capacity leveling (scheduling) enables production planners to assign orders and operations from the production plan to available timeslots of capacities, letting the planners schedule the best option for their manufacturing.

Raw material demand leads to component demands that trigger procurement scenarios (external procurement via purchase orders and inbound delivery as well as procurement based on scheduling agreements and Kanban). Upon goods receipt, the materials are quality inspected.

Subcontract Purchasing enables you to process Subcontract Purchase Orders, to create outbound deliveries for the components shipped to the subcontractor. With the supply of the finished material, the goods receipt is created. The consumption of the sent components is recorded upon the receipt of the value-added finished material.

The production process itself covers the conversion of planned orders into production orders, order release, material staging and picking, confirmation of order operations, and goods receipt posting.

Raw materials within production can be replenished by Kanban procurement. A semifinished good is produced via a repetitive manufacturing scenario integrated with in-process inspection and Kanban.

Order-based target and actual cost is created, ensuring fully integrated material and value streams. For an additional subassembly, repetitive manufacturing is executed.

The process continues with the creation of a sales order, performing the delivery with picking and quality inspection at goods issue, invoicing, ending with the clearing after incoming payment.

> Business Benefits

> Software Product Version

ᴠ Key Process Flows

- Create planned independent requirements
- Schedule pMRP simulation creation
- Evaluate and process pMRP simulations
- Check and (if desired) apply changes to planned independent requirements
- Process planned independent requirements
- Perform material requirements planning and evaluation of stock requirement list
- Perform capacity leveling
- Procure components including inbound delivery and subcontracting
- Perform quality inspection in procurement
- Replenish material with Kanban
- Handle production order processing: Material staging, order release, order confirmation, material movement postings for goods issue and goods receipt including available-to-promise checks
- Perform in-process inspection (Quality Management) for repetitive manufacturing
- Execute purchasing, facilitating direct procurement, and procurement using scheduling agreements
- Create and confirm sales orders
- Perform process delivery, quality management, and pick and ship items
- Post goods issue

Preconfigured Solution Processes
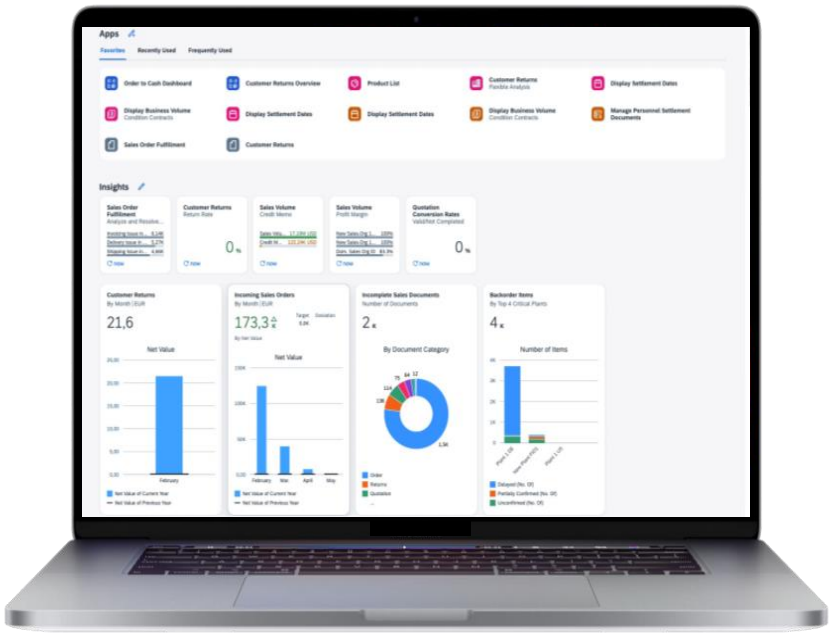
User Experience & Collaboration

Intuitive user-centric UX approach allowing users to connect anywhere on any device, improve productivity and adopt rapidly with built in guidance and support
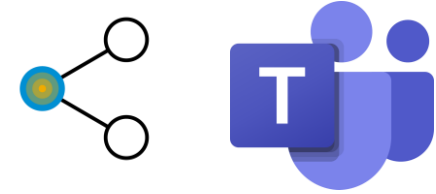
Intuitive and Mobile
new user experience
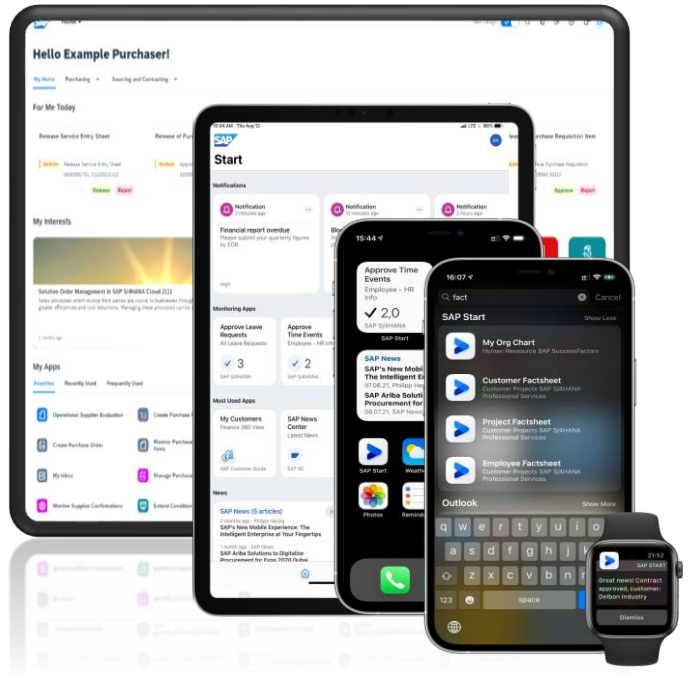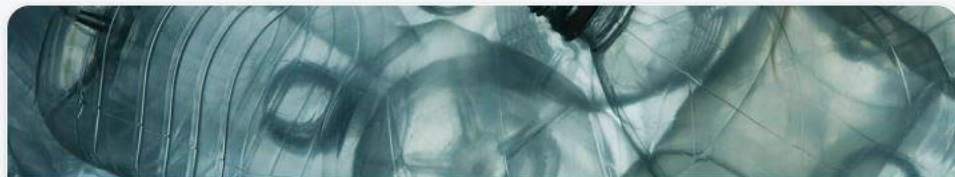
Intelligence
and automation built in

Collaborative
integration with Microsoft and Google

My Home   Processes and Flows ⌄   Business Catalogs and Groups

Personalized home page with easy access to priority tasks and key performance indicators

Pages

SAP Supports Plastic Packaging Taxes with SAP Responsible Design and Production

If you are using or producing plastic packaging, it's important to know wh…

3 days ago

Accounting and Financial Close Processes and Flows	**Intelligent Accounting Automation - GR/IR** Processes and Flows
Advanced Valuation - Processes Processes and Flows	**Business Catalogs and groups** Business Catalogs and Groups

Insights

Tiles (8)   Edit

Aging Analysis Payable Amount	Overdue Payables Today	Days Payable Outstanding Indirect Method	Overdue Receivables Today	Total Receivables Today	Overdue Receivables by Risk Class	Days Sales Outstanding Last 12 Months	Verify General Journal Entries For Requester
	Critical O… 120,95B EUR Uncritical O… 9,55M EUR				Not assigned 3,25B USD Medium D… 20,07M USD Low Defa… 19,47M USD		
121 ʙ	**117**	**88.7** %	**3,72** ʙ	**267**	📋 **36**
↻ 1 hr. ago EUR	↻ 1 hr. ago	↻ 20 hr. ago	↻ 50 min. ago	↻ 2 hr. ago USD	↻ 1 hr. ago	↻ 20 hr. ago	

Cards (10)   ⤢   Edit ⤢

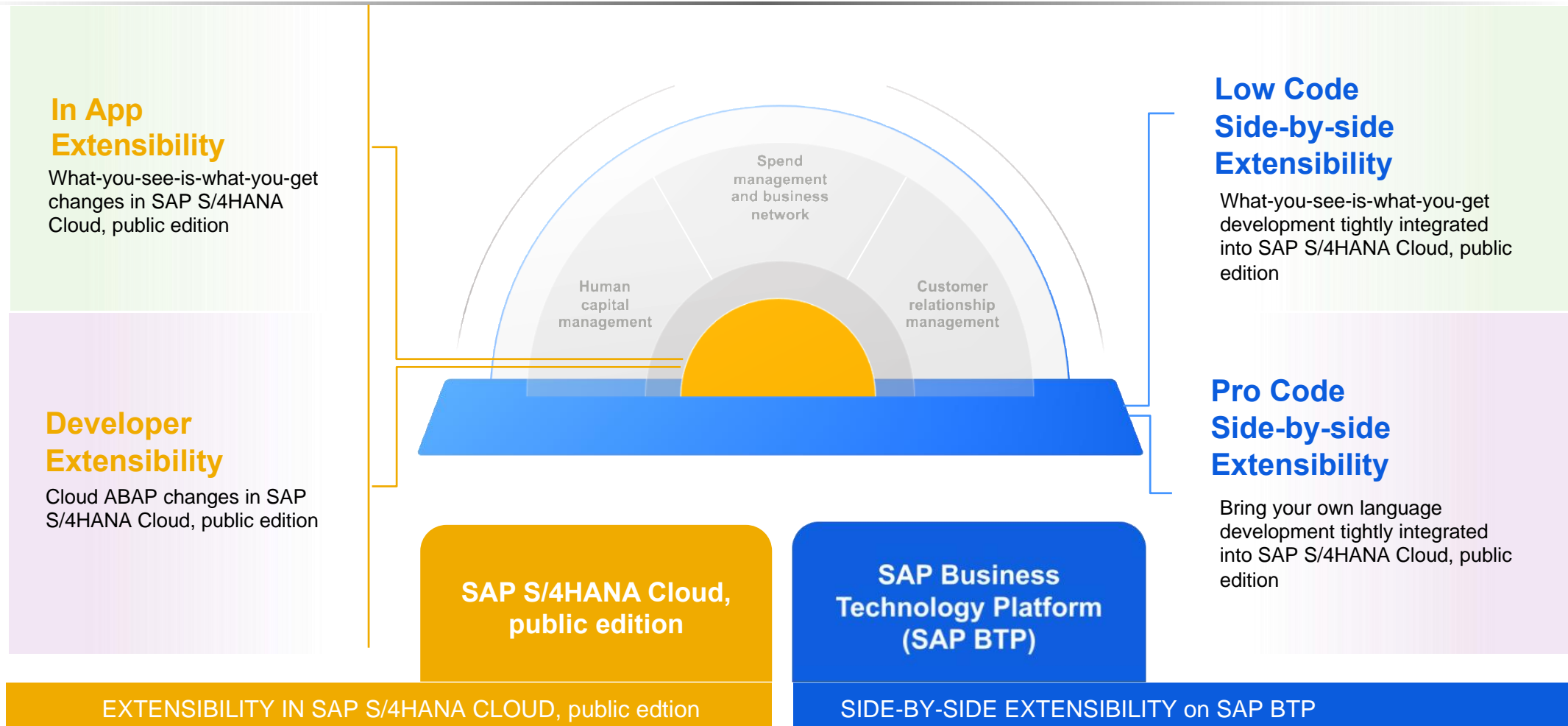| Days Payable Outstanding Direct … DPO Average - Last 12 Months	Days Payable Outstanding Indirect … DPO Average - Last 12 Months	Days Sales Outstanding … DSO vs Best possible DSO	Blocked Invoices - Chart View … Total	Days Payable Outstanding Indirect … DPO Average - Last 6 Months
1,8	**116,8**	**245,0**	**64,79** ʙ	**1**
In Days	In Days	Average DSO	By Period	As of Today	By Block Reason	In Days

Build your Own Breakthroughs
With differentiating extensions, automations, and intelligence

Fit to standard best practice processes, adapt these to your needs, and deliver full cloud lifecycle–compliant breakthrough extensibilities

In App Extensibility

What-you-see-is-what-you-get changes in SAP S/4HANA Cloud, public edition

Low Code Side-by-side Extensibility

What-you-see-is-what-you-get development tightly integrated into SAP S/4HANA Cloud, public edition

Developer Extensibility

Cloud ABAP changes in SAP S/4HANA Cloud, public edition

Pro Code Side-by-side Extensibility

Bring your own language development tightly integrated into SAP S/4HANA Cloud, public edition

Spend management and business network

Human capital management

Customer relationship management

SAP S/4HANA Cloud, public edition

SAP Business Technology Platform (SAP BTP)

EXTENSIBILITY IN SAP S/4HANA CLOUD, public edtion

SIDE-BY-SIDE EXTENSIBILITY on SAP BTP

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Continuous Innovation

Systems **"continuously upgraded"** and **always on latest and greatest**, eliminating major upgrade projects allowing fast and cost-effective adoption of new innovations.

Fast & Continuous Access to New Innovations

Customers receive new features on a continuous basis via updates. Currently, we ship them on a monthly basis. Those features are toggled and can optionally be turned on by customers if they would like to use them.

Minimal Disruption, Maximum Business Continuity

Monthly feature updates are optional and nondisruptive.

Twice a year all those features and further innovations are delivered via releases.

1 Release in February

2 Release in August

26

Grow without Limits

By adding products, markets, new acquisitions, and countries – Without adding complexity

Increase reach and revenue by bringing new product, service, or subscription models to market, speed up global expansion, and quickly adapt to acquisitions, re-orgs, and new business units

Grow with new product and service business models

For example, sell anything-as-a-service (XaaS)

Quote and order ▶	Subscription contract ▶	Usage collection ▶	Rating and charging ▶	Invoicing and payments ▶	Finance and revenue
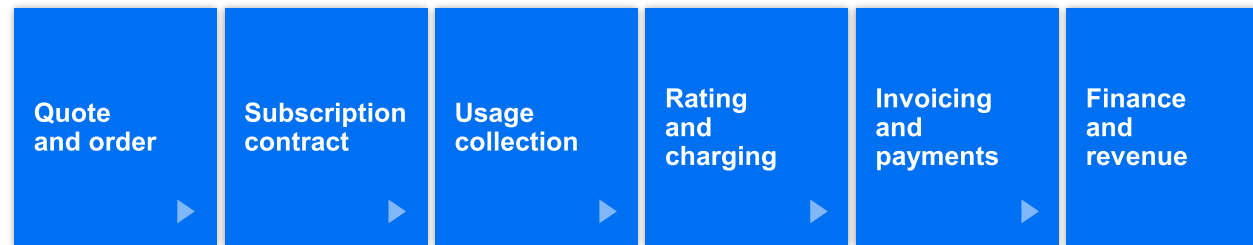
One solution order combines products, subscriptions, and services

One margin view for all offerings

Adapt with organizational agility

Flexible hybrid/ 2-tier scenarios

Quickly integrate new acquisitions

Spin off divestitures with operational excellence

Reorganize without missing a beat

Expand globally with delivered localizations

55 local versions delivered by SAP

33 languages supported

Wider and deeper offering than from SaaS cloud competitors

Localization self-service to go wherever needed

Scale sustainably with full transparency and key green metrics integrated with your financial and operational data

27

Go Live with Confidence
By using proven guidance to deliver speed + predictability

Expedite your rollout with the SAP Activate methodology and tools

Digital discovery

Explore the full breadth and depth of best-practice processes to rapidly define scope, benefits, and a predictable implementation.
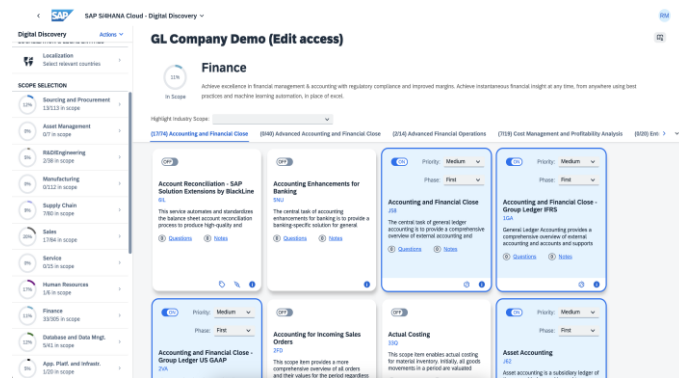
Industry best practices

Assess fit to standard against SAP Best Practices packages based upon many years of SAP's industry experience.
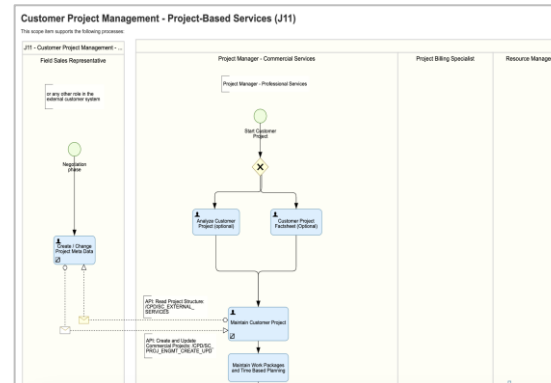
Services and tools

Take advantage of accelerated services to produce predictable results, enabled by integrated **tools** (CALM*) and **methodologies** (SAP Activate).

* Cloud application lifecycle management

▶ **DEMO**

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Go live with confidence

Enabling adoption with help from an active expert community and accessible learning

Benefit from a collaborative, open community for customers, SAP, and partners to engage and flexible, learning resources specific to role to provide free, easy-to-navigate learning content

Community

Learn what works and what doesn't through a collaborative, open community of your peers, SAP experts, and partners

Learning

Build skills and improve adoption across your team with flexible learning and training tailored to your roles and goals

Accelerating the SAP S/4HANA Cloud journey
Digital Discovery Assessment (DDA)

Strategy – enables that the SAP S/4HANA Cloud Go-To-Market strategy is ensured and the best solution is proposed

Scope – provides transparency and guides selections of predefined best practices delivering end-to-end business processes which accelerate implementation and adoption

Geographies – country scope and regulatory compliance

Architecture – define overall solution architecture including SAP line of business solutions and Business Technology Platform

Integrations - identify integrations and SAP Business Technology Platform use cases

The Digital Discovery Assessment accelerates the customer journey to an intelligent, sustainable enterprise.

Gamechanger and competitive advantage according to partners & customers.

How does the DDA helps you & the customer:

1. It's a discovery and sales acceleration tool to explore the full breadth & depth of process areas and functions that the customer needs, and shows relevant additional pricing details.

2. It's an SAP Exec. Board mandated qualification tool to guide what, how and why we position our proposed solution set to the customer, based on proven best practice.

[Register here to get access to the DDA](#)   OR   [Log on here if you have access](#)
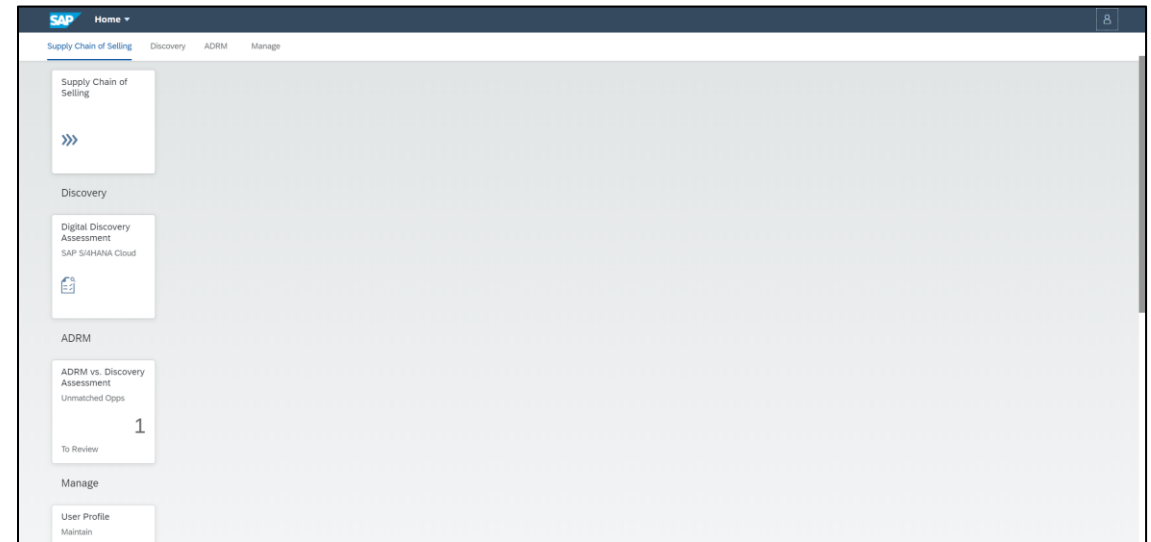
Digital Discovery Assessment (DDA)
Registration / Access

Never used the DDA tool? Proceed register once via
www.sap.com/s4hanacloud-discovery
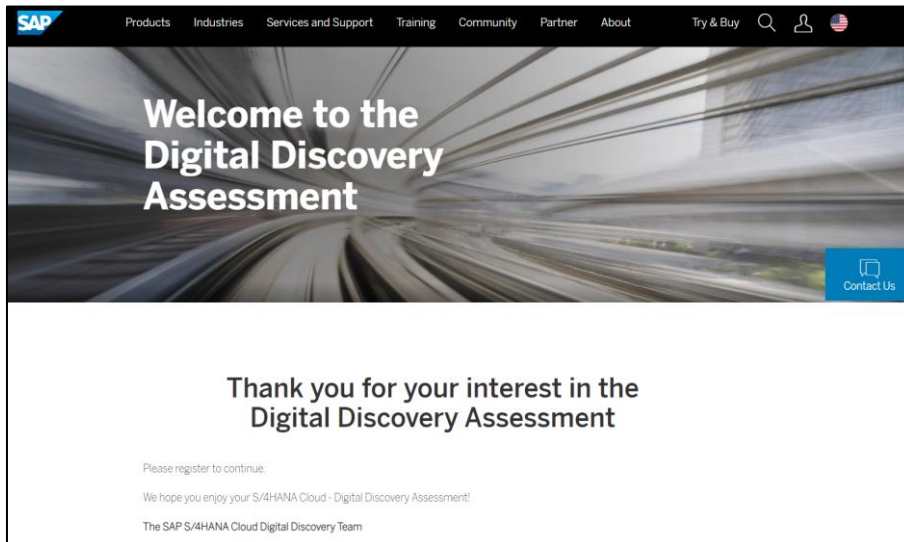
Already Registered? Proceed directly to the tool via
SAP S/4HANA Cloud Digital Discovery

A Cloud ERP for every business need

Adopt Cloud ERP, quickly and confidently

AGENDA

SAP Cloud Strategy

SAP S/4HANA Cloud, Public Edition

Demo: Digital Discovery Assessment (DDA)

Call to Action

RG

Digital Discovery   Action ∨

START

🏠 **Start**
Start your discovery here!

BUSINESS CONTENT

🏢 **Pre-selection packages**
Start with a preselection here!

LOCALIZATION & LEGAL ENTITIES

Localization
Select relevant countries

SCOPE SELECTION

- 25% **Sourcing and Procurement** 26/103 in scope
- 71% **Asset Management** 5/7 in scope
- 30% **R&D/Engineering** 11/37 in scope
- 37% **Manufacturing** 39/106 in scope
- 44% **Supply Chain** 35/80 in scope
- 25% **Sales** 19/76 in scope
- 57% **Service** 8/14 in scope
- 67% **Human Resources** 4/6 in scope
- 19% **Finance** 53/281 in scope
- 37% **Database and Data Mngt.** 14/38 in scope
- 67% **App. Platf. and Infrastr.**

ASUG - Automotive Supplier (Edit access) ∨

Environment, Health, and Safety   **Manufacturing Insights**   Manufacturing Operations   Manufacturing Options   Production Engineering   Production Planning   Quality Management

MANUFACTURING OPERATIONS

[OFF]

Analytics for Production Unit - Plan/Actual Production Cost
2QW

This scope item provides the foundation to produce prebuilt finance analytics

⓪ Questions   ⓪ Notes

[OFF]

Automotive Supply to Customer - Inventory Management
55F

In this scope item, a sales scheduling agreement is created. Forecast delivery

⓪ Questions   ⓪ Notes

[ON] Priority: Medium ∨   Phase: First ∨

Batch Management
BLF

Batch Management incorporates the entire logistics process, from

⓪ Questions   ⓪ Notes

[OFF]

Enable Manufacturing Subsidiary to Handle Assembly for Headquarter
2WL

This scope item runs a Make-to-Order scenario (assembly processing) at a

⓪ Questions   ⓪ Notes

[ON] Priority: Medium ∨   Phase: First ∨

Engineer Products and Systems - Project with Production
6GD

Engineer Products and Systems - Project with Production (6GD)ETOis an end-to-

⓪ Questions   ⓪ Notes

[OFF]

Inbound Storage Tank Management - Process Manufacturing
3UK

This scope item enables the storage tank management process, which supports

⓪ Questions   ⓪ Notes

[ON] Priority: Medium ∨   Phase: First ∨

Lot Size of One with Advanced Variant Configuration
55E

This scope item focuses on a make-to-order scenario (Lot Size of One) that

⓪ Questions   ⓪ Notes

[ON] Priority: Medium ∨   Phase: First ∨

Make-to-Order Production - Finished Goods Sales and Final Assembly
BJE

The Make-to-Order process starts with a customer quotation and ends with the

⓪ Questions   ⓪ Notes

[OFF]

Make-to-Order Production - Process Manufacturing
3OK

The standard sales process (make-to-order) for batch-managed finished goods

⓪ Questions   ⓪ Notes

[ON] Priority: Medium ∨   Phase: First ∨

Make-to-Order Production - Semifinished Goods Planning and Assembly
1BM

This scope item supports production planning for semifinished components

⓪ Questions   ⓪ Notes

[OFF]

Make-to-Order Production for Sales Kits with Variant Configuration
4OC

[ON] Priority: Medium ∨   Phase: First ∨

Make-to-Order Production with Variant Configuration
1YT

[OFF]

Make-to-Stock - Process Manufacturing Based on Process Order
BJ8

[OFF]

Make-to-Stock - Process Manufacturing Based on Production Order
2UG

[ON] Priority: Medium ∨   Phase: First ∨

Make-to-Stock Production - Discrete Manufacturing

SAP S/4HANA Cloud, Public Edition Customers

A Cloud ERP for every business need

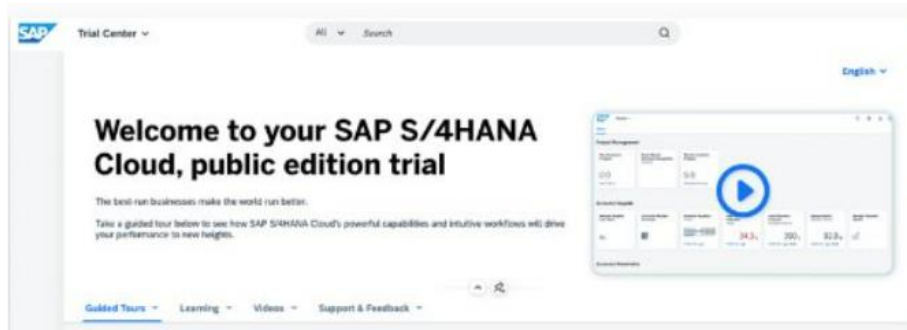**Adopt Cloud ERP, quickly and confidently**

AGENDA

SAP Cloud Strategy

SAP S/4HANA Cloud, Public Edition

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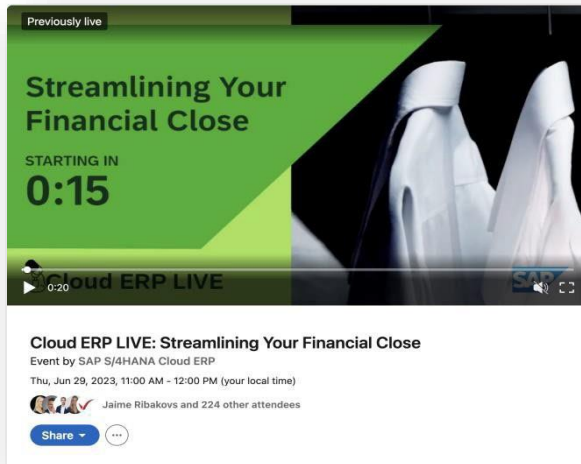
Call to Action

LEARN MORE ABOUT SAP S/4HANA CLOUD

1 Get started today with Free Trial of SAP S/4HANA Cloud, Public Edition and gain a first impression how public cloud will optimize your business processes.

[SAP® S/4HANA Cloud Trial](#)

See How These Intuitive Workflows Can Elevate Business Performance.

2 Participate in our How to Grow with SAP

Linked In Live Series

[Click here](#)

Highlights the value proposition of a specific capability .

3 Create a cadence with aligned NA SAP S/4HANA CoE

[Link to our org chart](#)

A Cloud ERP for every business need

Adopt Cloud ERP, quickly and confidently

Thank you for attending!!

Elliott Glynn

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SAP

Mary Sibley

NA RRVP, SAP S/4HANA CoE

David Kargman

VP, East & Midwest

Glen Moffatt

VP, Canada, MM, Programs

Jim Soboleski

VP, RI,, South, West

Pamela chance

Public Cloud Leader

Suresh Ramanathan

Chief Technologist

Mike Schatz

Key Partner Deals

Belinda DeJesus

East

Garrett Hogan

Midwest

Paul Roe

Canada MM

Jennifer McGrory

GTM

RI Sarah Taylor

Jerome Fausser

South

Elliott Glynn

Midwest

Phillip Portelli 1

Canada

Brendan MacBride

East

Zach Vernon

Midwest

Chantal Rivard

Canada

Andrew Marti 2/1

Pipeline Programs

David Mason

HIGH GROWTH

Lori Dreyfus

South

Anurag Barua

National Big Deals

Joyce Palacio

RI

Kevin Comegys

East

Susan Nee

Midwest

Donnie McMillan

MM Lead
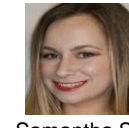
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West

Samantha Sofia

National Demand Gen / Programs

Brijesh Patel

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