

Using Your SAP Support Investment to Research, Plan and Move to SAP S/4HANA

ASUG Minnesota Meeting – Fall 2022

Oliver Hid Arida

Customer Engagement | U.S. Midwest

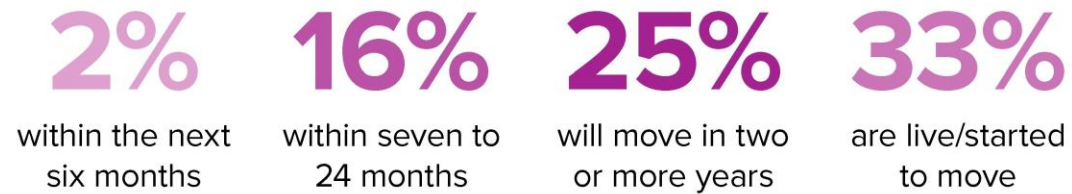
SAP



ASUG Pulse of the SAP Customer

2021

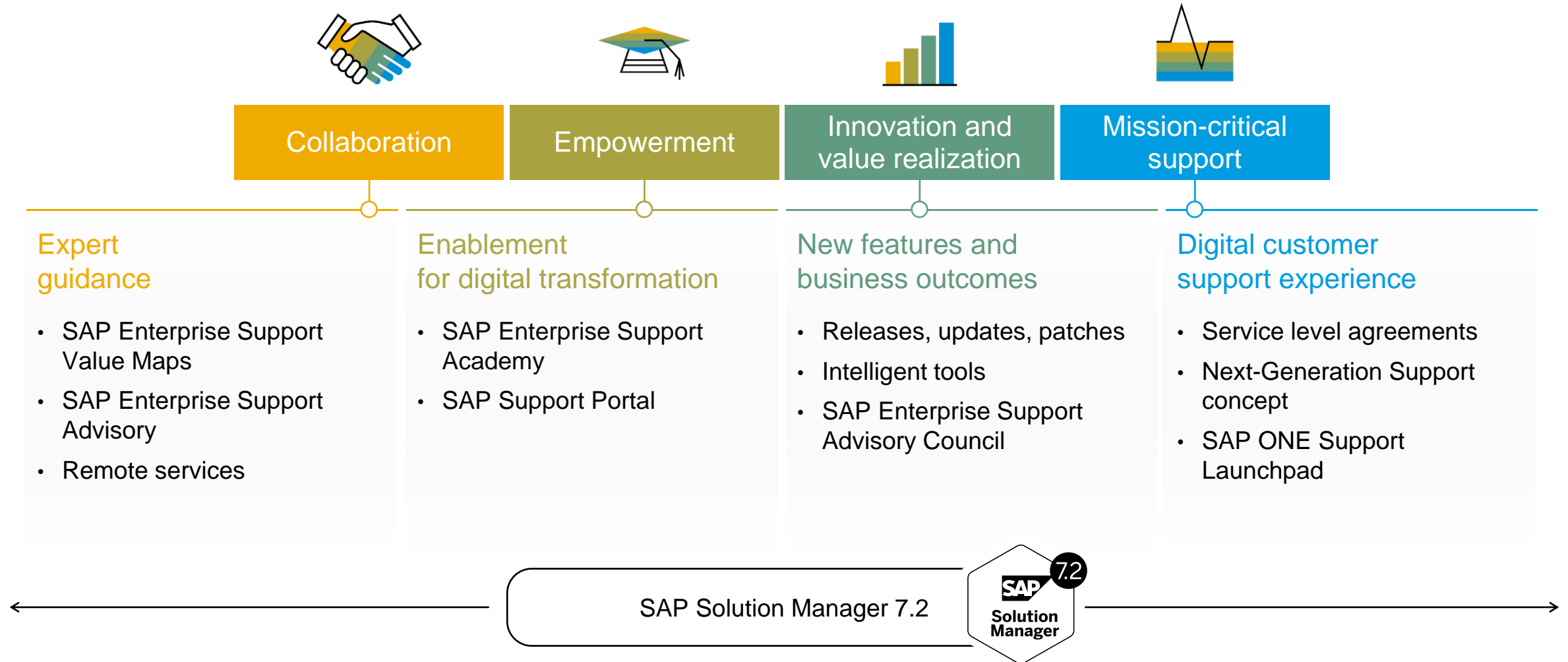
The Move to SAP S/4HANA



6%
are not considering a move

18%
have plans on hold

SAP Enterprise Support – The foundation for continuous customer success



Agenda - Quick Wins

Using Your SAP Support Investment to Research, Plan and Move to SAP S/4HANA

- ❑ Discover the value with **Process Discovery for SAP S/4HANA Transformation**
www.s4hana.com or www.sap.com/process-discovery
- ❑ Start your **Readiness Check for SAP S/4HANA**
<https://rc.cfapps.eu10.hana.ondemand.com>
- ❑ Join the **S/4HANA SAP Enterprise Support Value Maps**
<http://support.sap.com/valuemaps>

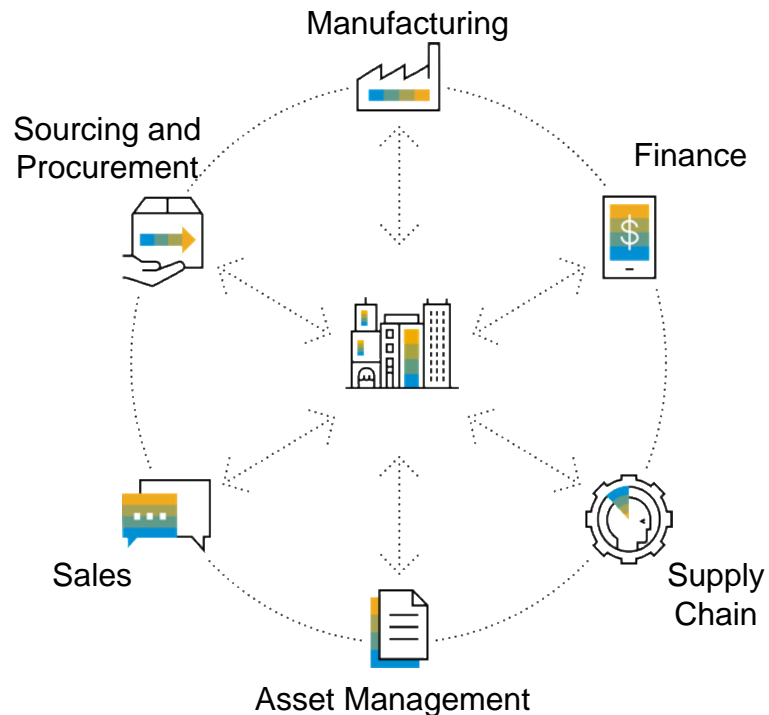
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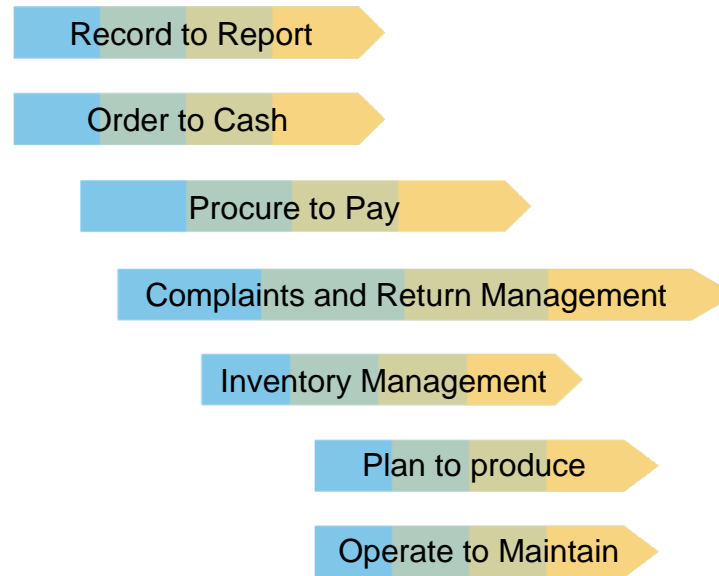
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Discover the value with Process Discovery for SAP S/4HANA Transformation





6 Lines of Business



7 End-to-end Processes

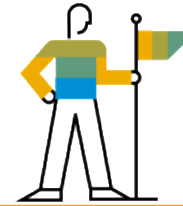


12 Optimization goals

- 
 - Reduce finance costs
 - Reduce procurement function cost
 - Reduce complaints and return costs
 - Reduce total manufacturing costs
 - Reduce asset data management cost
- 
 - Increase sales force efficiency
- 
 - Reduce G/L efforts and financial closing time
 - Reduce days sales outstanding
 - Reduce days in inventory
 - Reduce unplanned downtime or outage
- 
 - Improve on-time delivery performance
 - Accelerate manufacturing cycle time

~ 60 process performance metrics selected out of a [set of 1300+ readily available KPIs](#) in SAP Solution Manager, supporting the need to MOVE to SAP S/4HANA, collected from the customer's SAP ERP systems and benchmarked against peers (3000+ data sets per January 2021).

Discover the value with Process Discovery for SAP S/4HANA Transformation



Business goal

“What does my CEO want me to achieve?”

Optimize finance processes and liquidity

Value drivers

“What should we improve?”

Reduce G/L efforts and financial closing time

Reduce days sales outstanding (DSO)

Deep dive into performance

“Where are issues in today’s processes?”

Process view and process performance indicators
(from customer’s SAP ERP software data with industry benchmarks)

Impacting G/L efforts and closing time

- **Overdue & open** finance AR / AP items
- Customer/ vendor payments **autom. cleared**
- **Open items** on finance G/L accounts

Impacting days sales outstanding

- # of sales order items **overdue** for invoicing
- # of delivery items **shipped and not billed**
- # of days for **lead time**: invoice creation to clearing



Deep dive into usage

“How are we working today?”

Usage view

(from customer’s SAP ERP software data with industry benchmarks)

Capabilities	What you use today	Manual Effort	Custom Code
<u>Financial Accounting</u>	★★★	Total 40,2%	5,6%
<u>Collections Management</u>	★★★	Total 32,4%	20,1%



Discover the value with Process Discovery for SAP S/4HANA Transformation



Audience:
Process Experts

Process Discovery Solution

Online application
(Currently named Spotlight)



Deep-dive into process performance and efficiency

Identification of areas for improvement and automation potential

Tool-based support to identify standardization opportunities

Process Discovery

For SAP S/4HANA Transformation

Executive summary

Starting point to build a case for SAP S/4HANA

Easy to share including direct links to Process Discovery solution



Audience:
Business executives

Process Discovery Summary



Interactive PDF document
(Evolution of SAP Business Scenario Recommendations)



Process Discovery Summary for SAP S/4HANA Transformation

Evolution of SAP Business Scenario Recommendations on Spotlight

Customer Name:	Sample Inc.	System ID:	PRD
Customer Number:	12345	Current Release:	SAP ERP - EHP6
Date of analysis:	16 Jul, 2021	Database:	Oracle
Country/Region:	Germany		


Consumer Products Industry

Lines of Business


SAP S/4HANA helps you achieve your business goals.

For selected lines-of-business and business goals, this analysis provides you with insights and tailored SAP S/4HANA recommendations.

Click one of the lines of business on the right to discover how you can benefit from using SAP S/4HANA today.

Finance 


- Reduce G/L efforts and financial closing time
- Reduce finance costs
- Reduce days sales outstanding

13 Customer-specific recommendations  **High usage**


Sourcing & Procurement 


- Reduce procurement function costs

6 Customer-specific recommendations  **Medium usage**


Sales 

- Improve on-time delivery performance
- Increase sales force efficiency
- Reduce complaints and return costs

12 Customer-specific recommendations  **High usage**

Supply Chain 


- Reduce days in inventory

8 Customer-specific recommendations  **Medium usage**


Manufacturing 

- Reduce total manufacturing costs
- Accelerate manufacturing cycle time

13 Customer-specific recommendations  **High usage**

Asset Management 

- Reduce unplanned downtime or outage
- Reduce asset data management cost

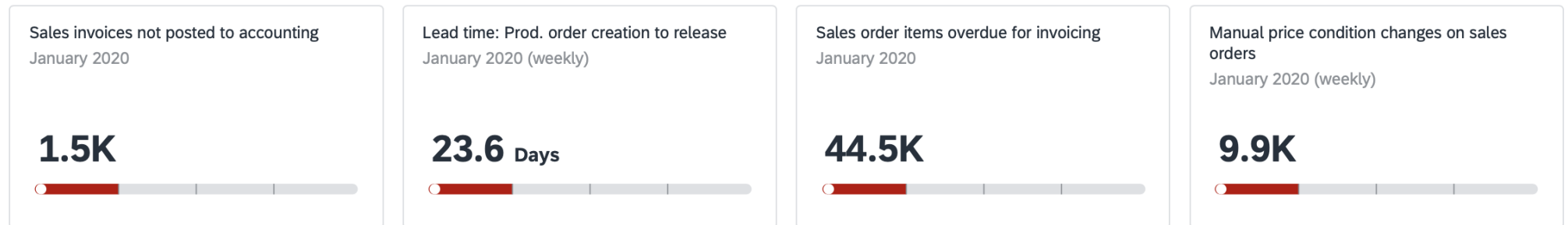
4 Customer-specific recommendations  **Low usage**

[Start](#)
[Reports](#)
[Activity Viewer](#)
[Recommendations](#)

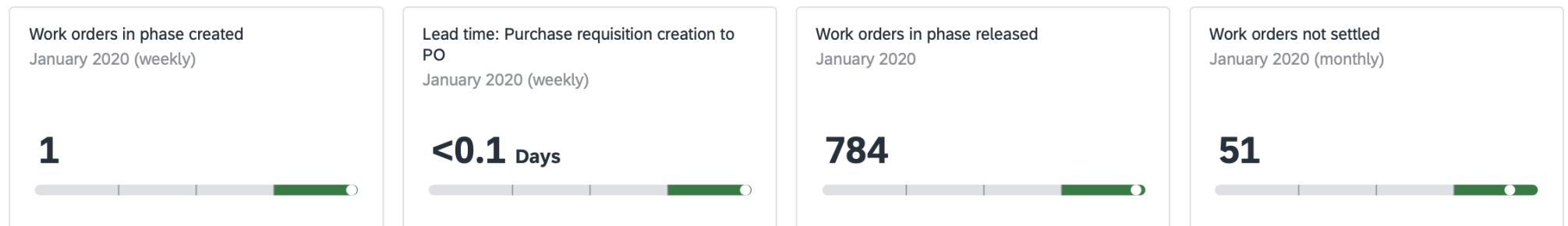
Aug 2019 → Jan 2020

Start

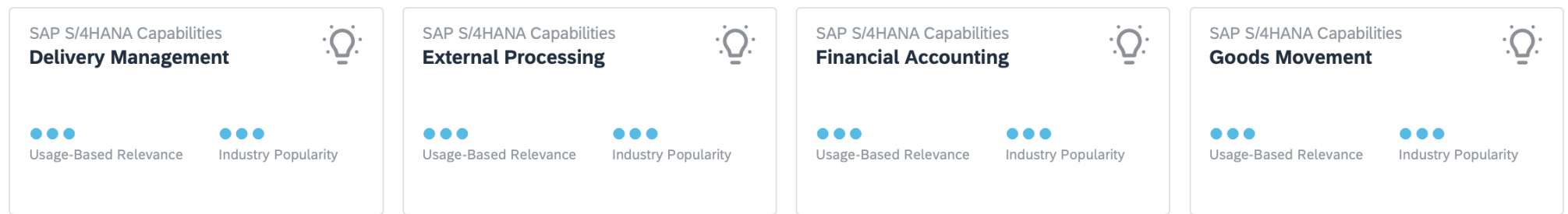
Top Opportunities to Improve



Top Performance



Top Recommendations

[View All](#)


SAMPLE ANALYSIS

Aug 2019 → Jan 2020

- Start
- Reports
- Activity Viewer
- Recommendations

Recommendations

Leverage the optimization potential identified in your ERP system

External Processing	● ● ●	● ● ●	Manufacturing	ME21N, ME22N, ME23N View All (6)
Goods Movement	● ● ●	● ● ●	Supply Chain	VL02N, VL01N, MB1A View All (7)
Invoice Processing	● ● ●	● ● ●	Finance Sourcing and Procurement	MIRO, MIR4, MIR6 View All (8)
Financial Accounting	● ● ●	● ● ●	Finance	FBL3N, FBL5N, FBL1N, F-04, FB01, F-03, FB05, FB08, FB03, F-02, F-51, FB02, FBR2, FBD5, KSB1, FS10N, AW01N, KO02, AS03, FBRA, KO01, F-58, KO03, AR01, KOB1, GD13, F.13, AS01, AS02, AACTREE02, FB50, FS00, FBD1, F-47, FBD9, KS03, KOH2, KAH3, F.08, FB41, ACACPSDOCITEMS, FSS0, KSU5, F.80, F.05, FBD3, ABAON, F.14, KSB5, FBD2, KO8G, KO04, FBL3, KS02, KAH2, KP46, RFBILA00N, OKENN, KSU2, KSH2, FB00, KS13, OKB9, FBU3, F-59, KS01, KA01, KOK3, KSU3, CO43, KA02, F-01, GD23, F-53, KSU6, FS10 Collapse

[Learn More](#)



Process Discovery for SAP S/4HANA Transformation

Request Process Overview

1 Extract data



- Implement SAP Notes [2745851](#) and [2758146](#) in productive SAP ERP system
- Run data extraction report and download ZIP file

[How-To Guide »](#)

2 Initiate your request



- Initiate your request – go to: www.s4hana.com
- Fill in the form, upload the extracted ZIP file and submit your request

3 Confirm your request



- After submitting your request you receive an e-mail to confirm your e-mail address
- SAP starts to create the PDF summary and the Process Discovery solution after your confirmation

4 SAP will share results



- SAP sends you the PDF summary and the instruction to activate your Process Discovery solution account (Spotlight by SAP) via email

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SAP Readiness Check for SAP S/4HANA Overview

Analysis Results Dashboard

Relevant Simplification Items based on analysis of the existing SAP ERP system; with **Effort Ranking**

Currently installed **Add-Ons** checked for compatibility with SAP S/4HANA

Estimated memory and disk **Sizing**, before and after clean up; including archiving potential

Recommended **Fiori Apps** based on usage statistics in the existing SAP ERP system

Additional checks support:

- Financial Data Quality
- Business Process Automation
- and more



Action Items resulting from the relevant Simplification Items

Compatibility analysis of **Active Business Functions** with SAP S/4HANA

Analysis of **Custom Code** with respect to SAP S/4HANA compatibility

Insight to the compatibility of existing **BW extractors** and **IDocs**

SAP Readiness Check for SAP S/4HANA Overview

Central SAP Note: 2913617

2913617 - SAP Readiness Check 2.0

Version	8	Type	SAP Note
Language	English	Master Language	English
Priority	Correction with medium priority	Category	Advance development
Release Status	Released for Customer	Released On	11/20/2020
Component	SV-SCS-S4R (SAP Readiness Check)		

Please find the original document at <https://launchpad.support.sap.com/#/notes/2913617>

Symptom

You are planning a transition from your SAP ERP system to SAP S/4HANA. Therefore, you want to use SAP Readiness Check for SAP S/4HANA, checking the readiness of your SAP ERP system or using SAP Business Scenario Recommendations to find the most beneficial scenarios that can enable you to improve your business processes.

SAP Readiness Check for SAP S/4HANA supports the following releases as source releases: SAP ERP 6.0 (Enhancement Package 0 to 8) and SAP S/4HANA Finance 1503 and 1605 (technically based on SAP ERP 6.0 Enhancement Package 7 and8).

This SAP Note provides the basic setup to perform SAP Readiness Check for SAP S/4HANA. Moreover, it provides answers to frequently asked questions.

Other Terms

SAP Readiness Check; SAP S/4HANA; System Conversion

Reason and Prerequisites

To run SAP Readiness Check for SAP S/4HANA, APIs are required. To install these supporting APIs, implement the SAP Notes that are listed in the *Discovery Phase* and *Detailed Planning Phase* section below. For more information, see the [Transition to SAP S/4HANA](#) roadmap.

Note:

Always deimplement previous versions of the SAP Note before you implement the new version of the SAP Note. In case of an ABAP class inconsistency, please clean up the class header in the SE24 transaction, specify the object, and select *Utilities* -> *Regenerate sections* in the change mode. **If the dependent SAP Note 2310438 has been implemented before, it needs to be deimplemented first before implementing this SAP Note.**

Discovery Phase:

Well in advance of a transition from SAP ERP to SAP S/4HANA, you should know more about the technical and functional impacts to plan your project accordingly. The following SAP Notes are required to perform the SAP Readiness Check analysis for the discovery phase.

Preparation Step	SAP Note	Component for issues	Mandatory	Comment
Setting up SAP	2758146	SV-SCS-	Yes	SAP Note 2758146 is a prerequisite for executing SAP

SAP Note [2913617](#) is the leading note for SAP Readiness Check

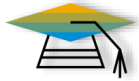
Start reading it completely before implementing

- It is frequently updated with tips and changes! Stay up to date
- The note explains in detail what data is extracted from your system and how you can “review it” if you are interested in this security related information.

Bookmark this link of the Readiness Check application entry page:



<https://rc.cfapps.eu10.hana.ondemand.com/>



Empowerment

Continuous Quality Checks (CQC)

SAP Continuous Quality Checks		SAP Improvement Services
<ul style="list-style-type: none">• SAP CQC Business Process Improvement (only applicable for SAP ERP software)• SAP CQC Business Process Performance Optimization• SAP CQC Configuration Check• SAP CQC Data Consistency Management• SAP CQC Data Volume Management• SAP CQC Downtime Assessment• SAP CQC EarlyWatch Check• SAP CQC Going Live Support• SAP CQC For Implementation	<ul style="list-style-type: none">• SAP CQC Interface Management• SAP CQC OS/DB Migration Check• SAP CQC Security Optimization Check• SAP CQC Technical Performance Optimization• SAP CQC Transport Execution Analysis• SAP CQC Upgrade• SAP CQC Upgrade Assessment	<ul style="list-style-type: none">• SAP CQC SAP Modification Justification Check• SAP CQC SAP Custom Code Maintainability Check

SAP Support Portal

- [SAP Enterprise Support Delivery \(CQCs & Improvement Services\)](#)
- [Remote Support](#)

SAP Note

- [Central preparatory note \(91488\)](#)
 - Open a customer incident on component "SV-BO-REQ" to request a remote service
 - Contact your SAP Enterprise Support advisory to get a tailored service plan

Agenda - Quick Wins

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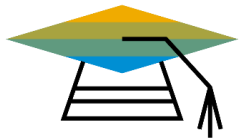
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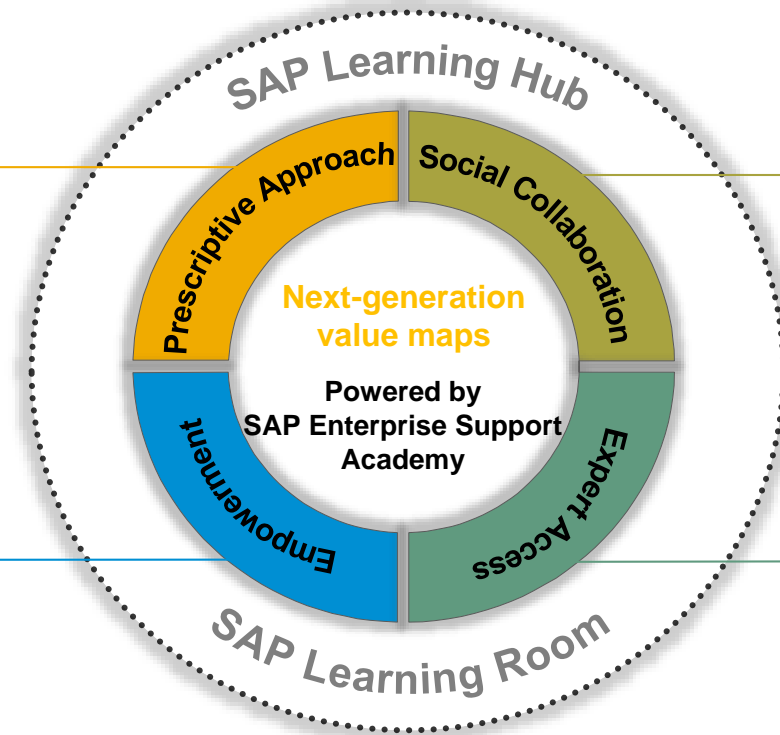
Collaboration SAP Enterprise Support Value Maps



**Prescriptive Approach
to reach your objective**



**Empowerment
to build the knowledge
and skills you need**

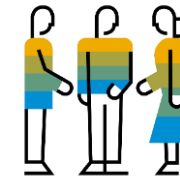


Register to SAP Enterprise Support value maps.

[<http://support.sap.com/valuemaps>]



**Social Collaboration
to connect directly with
SAP experts and peers**



**Expert Access
to obtain guidance from
SAP support experts**

>> [Sign up](#)
to available Value Maps





Collaboration SAP Enterprise Support Value Maps

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[<http://support.sap.com/valuemaps>]

[SAP S/4HANA](#)



[SAP Business Technology Platform](#)



[SAP S/4HANA Cloud](#)



[Data Volume Management](#)



[SAP S/4HANA Cloud, private edition](#)



[Application Lifecycle Management](#)



[SAP SuccessFactors](#)



[Business Process Improvement](#)



[SAP Customer Experience solutions](#)



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[Business Process Transformation](#)

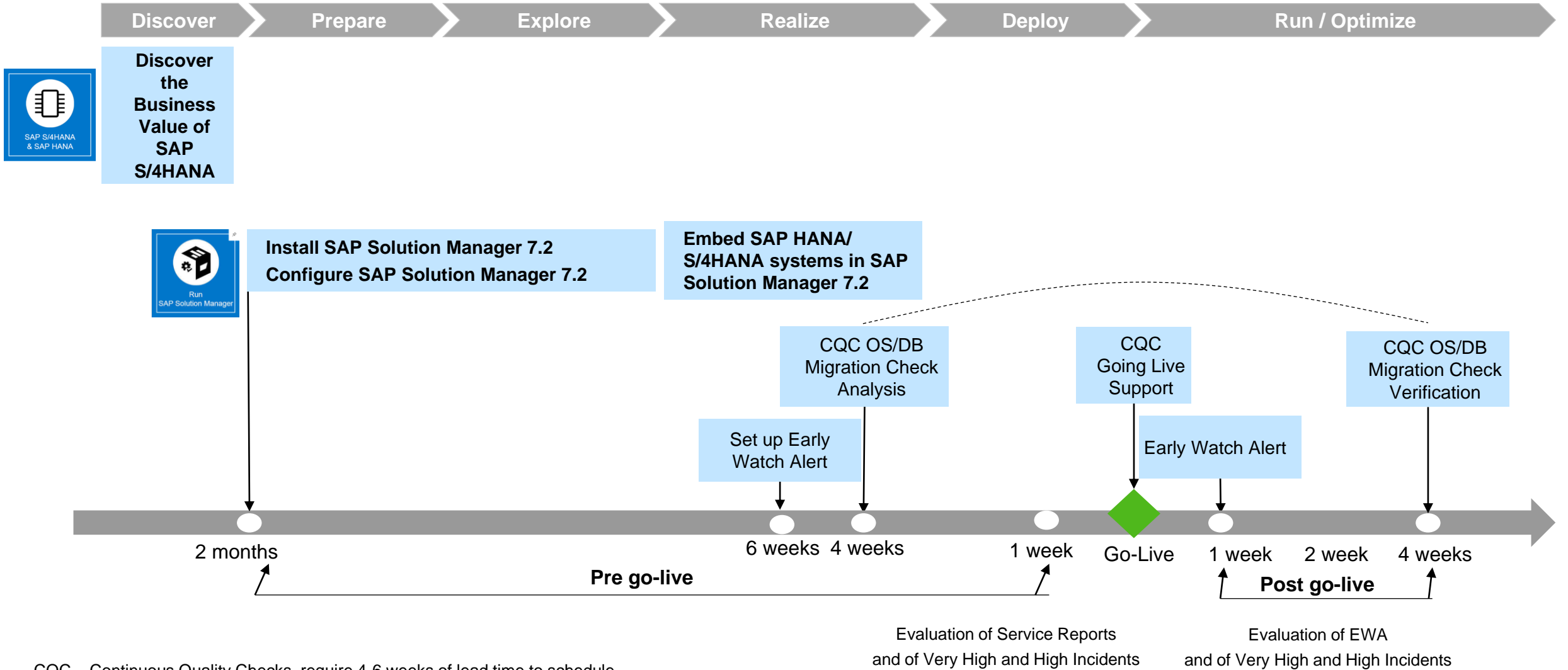


[SAP Ariba](#)



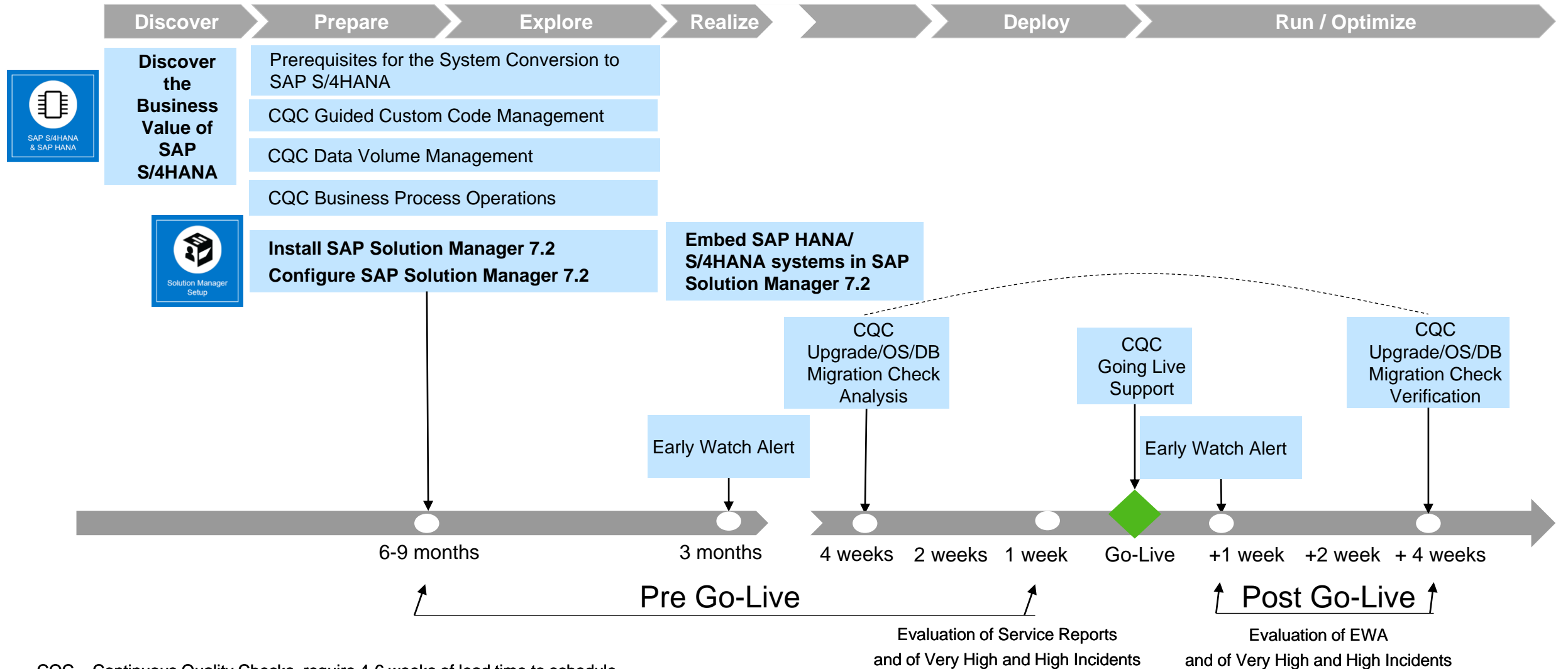
Recommended Services for the transition to S/4HANA

For New Implementation



CQC – Continuous Quality Checks, require 4-6 weeks of lead time to schedule

Recommended Services for the transition to S/4HANA For System Conversion

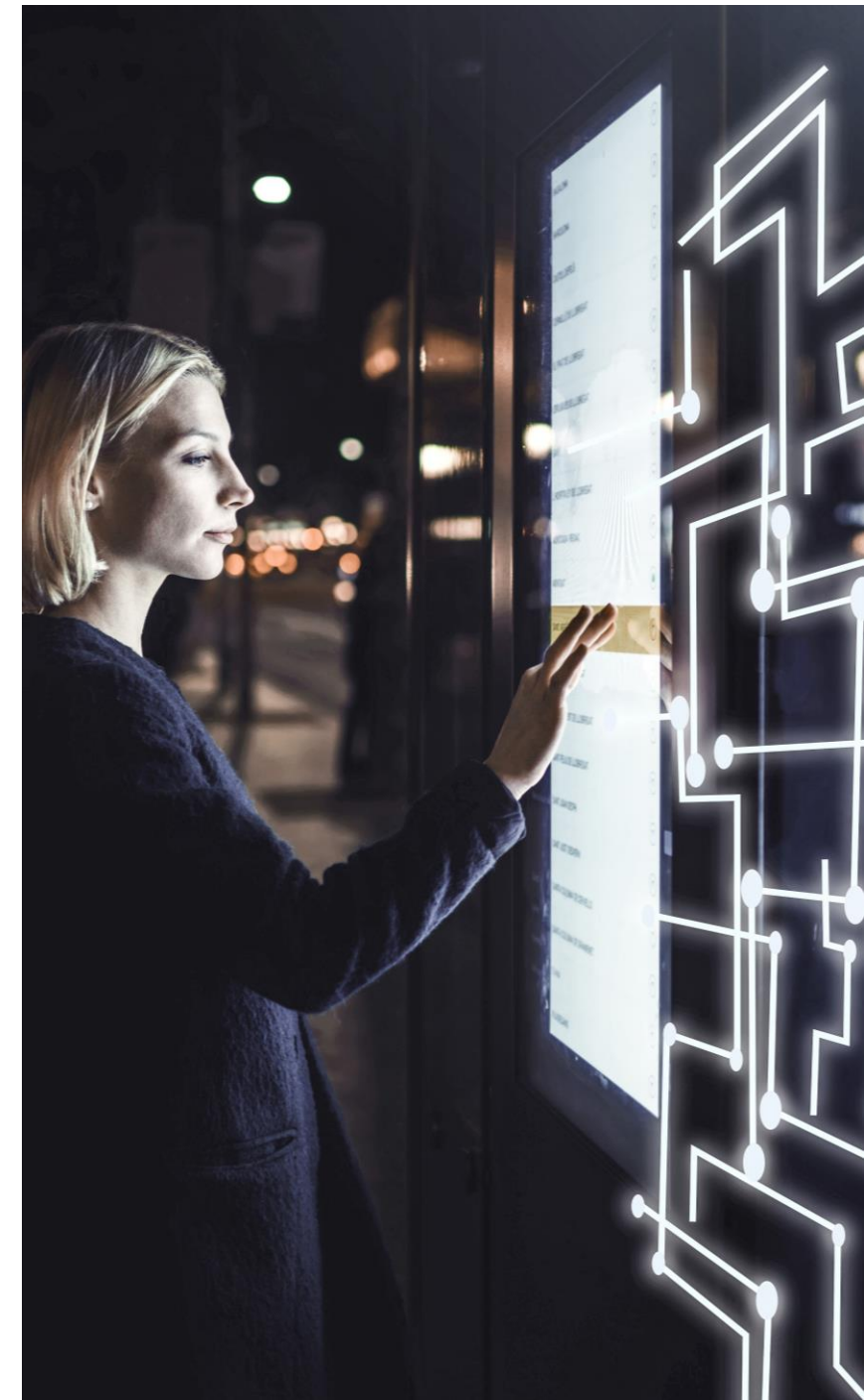
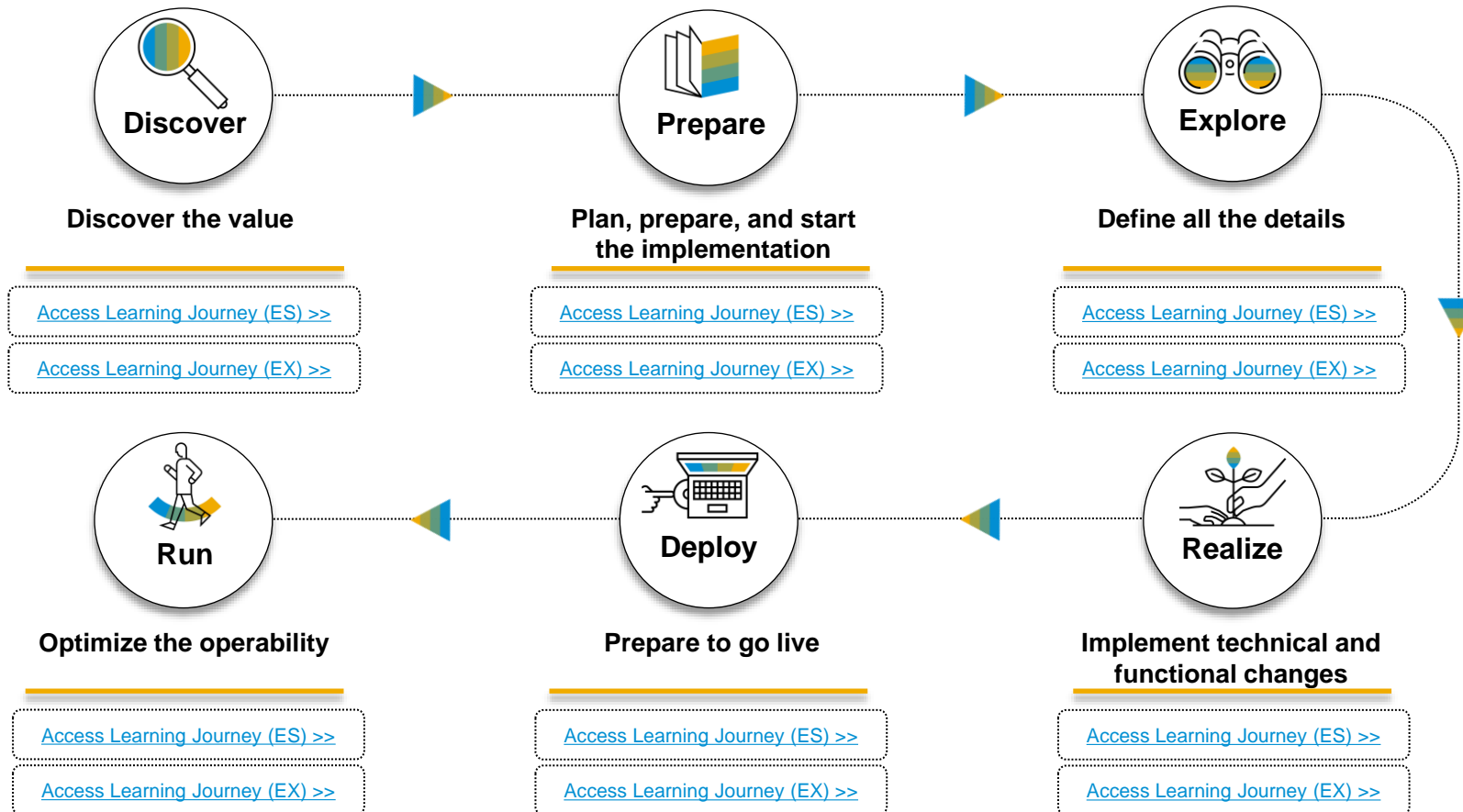


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SAP Enterprise Support Value Maps

SAP S/4HANA Cloud Value Map – Triggers

The SAP S/4HANA Cloud value map helps you to ensure your success in adopting and running SAP S/4HANA in the cloud. This value map includes SAP S/4HANA Cloud, extended edition (EX) and SAP S/4HANA Cloud, essentials edition (ES).

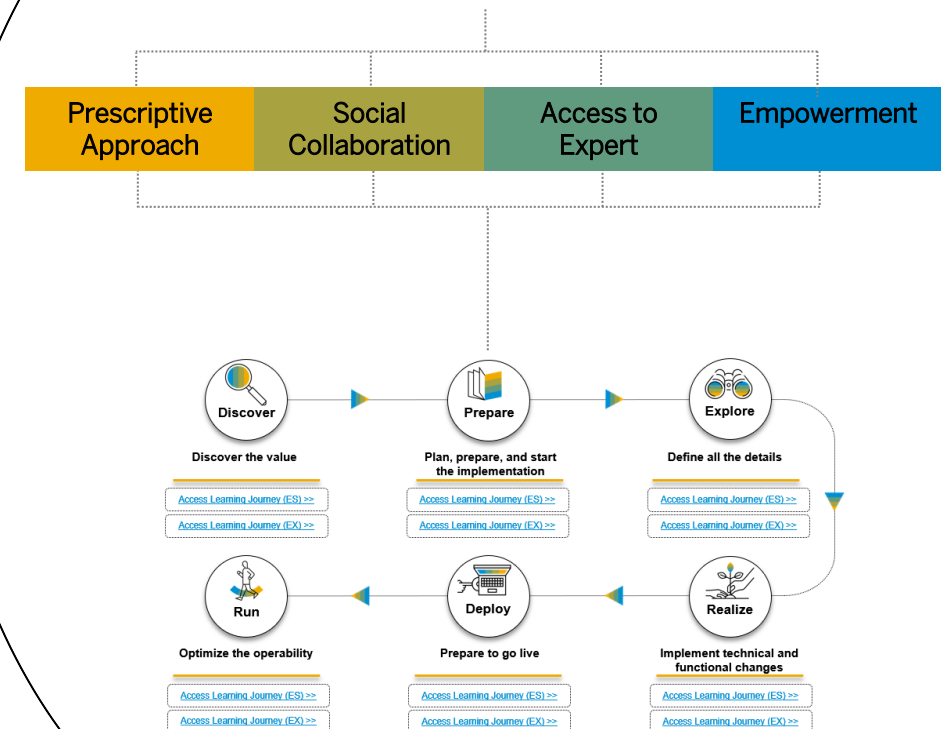


SAP Enterprise Support Value Map for SAP S/4HANA Cloud

Benefits

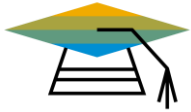
- Choose the best SAP S/4HANA Cloud solution for your business model
- Take the right next steps when planning an implementation project
- Configure your SAP S/4HANA Cloud solution in the most effective way
- Extend your SAP S/4HANA Cloud solution to cover your business processes
- Keep updated with the quarterly innovation cycle

SAP Enterprise Support Value Maps for SAP S/4HANA Cloud



SAP Enterprise Support Value Map for SAP S/4HANA Cloud

Quick wins



A learning program will guide you through a set of expertly chosen SAP Enterprise Support offerings, assets, and tools in a sequential and interactive format to empower you to achieve the defined outcome.

Learning Programs for SAP S/4HANA Cloud, Essentials Edition

[Access Learning Programs >>](#)

Learning Programs for SAP S/4HANA Cloud, Extended Edition

[Access Learning Programs >>](#)



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Questions?

For questions after this session, contact:



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SAP America, Inc.

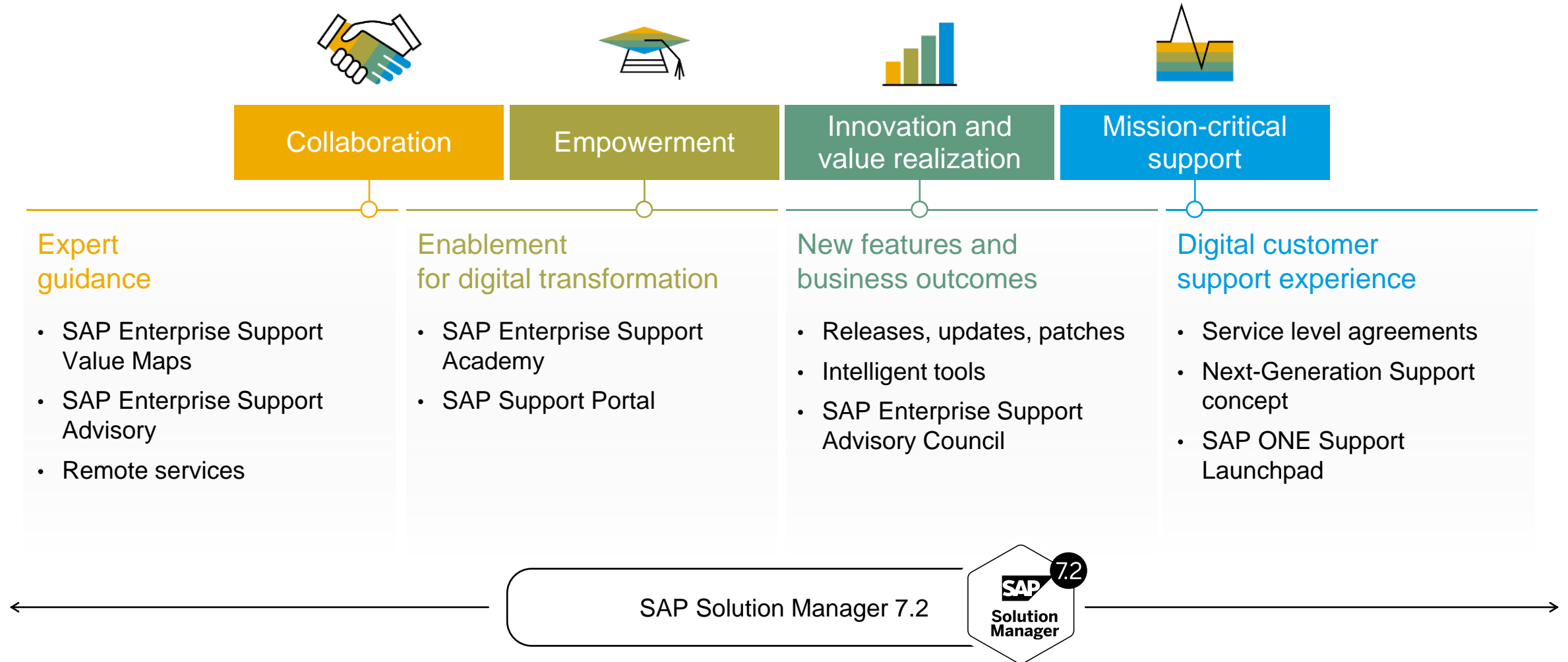
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Join the ASUG conversation on social media: **@ASUG365 #ASUG**



SAP Enterprise Support – The foundation for continuous customer success



SAP S/4HANA customer transition roadmap

With SAP Enterprise Support as the foundation

