

S/4HANA Cloud, Public Edition: An Overview

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Speaker introduction

- 24 years of SAP experience in a career of 29 years in a variety of roles including SAP product development, delivery/advisory/consulting, pre-sales, & sales; currently work for the SAP S/4HANA Center of Excellence, North America
- Served nearly 100 clients globally & across multiple industry verticals including Public Sector, Utilities, Media, Manufacturing, Pharmaceuticals, Oil & Gas, & Hi-tech among others
- Areas of expertise include SAP Financials, Logistics/Supply Chain, Reporting & Analytics, Data Management & Governance, Cloud technologies, User Experience, & Project/Program Management
- Prolific thought leader: Published over 100 articles & white papers for SAP publications; written 5 SAP books; spoken at nearly 60 SAP conferences globally

Agenda

- Overview & benefits of S/4HANA Cloud, Public Edition
- Capabilities & key features
- Deployment model

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S/4HANA Cloud, public edition – fast facts

- ✓ 100% Software-as-a-Service (SaaS) application
- ✓ (Annual) subscription-based license model
- ✓ Enterprise Resource Planning (ERP) in the cloud
- ✓ Entirely organic & relatively new SAP application that's been in the market for nearly 7 years
- ✓ Runs on the HANA database and leverages HANA capabilities
- ✓ Solution needs to be 'deployed' or 'rolled-out' and not 'implemented'
- ✓ 100% mobility-enabled
- ✓ SAP Fiori is the only UI
- ✓ Also referred to as S/4HANA Public Cloud, Multi-tenant Edition (MTE), & Essentials Edition

Key benefits and values



Business Benefits

- **S/4HANA scope incl. LOB and industry processes**, supporting 20 industries*
- Cloud enabled **Partner Add-Ons**
- **48 Country/Region versions** in 32 languages
- **Pre-configured integration** to other cloud solutions



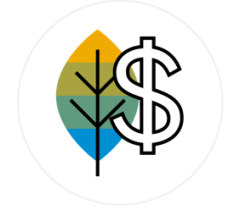
Strategic Benefits

- **Lowest TCI**
 - Fit to standard
 - Complete delivery of pre-activated business innovation scope
- **Scalable** platform
- **Lowest TCO**
- Fastest onboarding
- **Fastest time to innovation**
 - Monthly feature delivery and bi-yearly major upgrades



Innovation Benefits

- **Highest degree of automatization** via Machine Learning and Robotic Process Automation
- **Flexibility and Extensibility**
 - Access to On Stack S/4HANA **Extensibility Framework**
 - Side-by-side and **In-App** extensions
 - Code enhancements via **ABAP Environment***



Operational Benefits

- **Lowest TCO**
- **Native cloud infrastructure and cloud enablement** (e.g. authorizations & access management, output management)
- **Technical operations, upgrades, system maintenance, ...etc.** done by SAP

Leader in Finance and Service-Centric Domains

Gartner

SAP S/4HANA Cloud [is a Strong Leader](#) in the 2022 Gartner Magic Quadrant™ for Service-Centric Cloud ERP

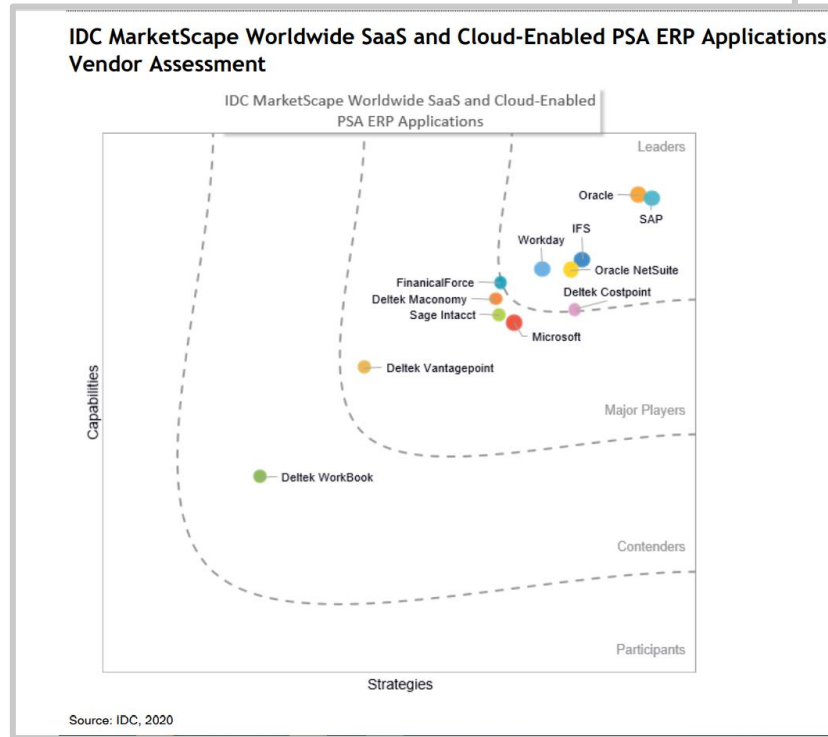
Gartner notes that SAP S/4HANA Cloud is a “100% managed SaaS cloud solution with a comprehensive breadth of features. Strengths included strong financial management product vision and breadth, including core management, treasury, analytics, and planning.”

Gartner

SAP S/4HANA Cloud is a Leader in the 2021 Gartner Magic Quadrant™ for Cloud Core Financial Management Suites for Midsize, Large and Global Enterprises



Strong Leader in the 2020 IDC MarketScape™ for Cloud-Enabled PSA ERP Applications Vendor Assessment



Magic Quadrant

Figure 1: Magic Quadrant for Cloud ERP for Service-Centric Enterprises



Source: Gartner (July 2022)

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Packaged capabilities based on Best Practices



Finance

- Accounting and financial close
- Receivables and Payables mgmt.
- Cost mgmt. & profitability analysis
- Treasury & working capital mgmt.
- Governance Risk and Compliance



Procurement

- Direct material procurement
- Service procurement
- Supplier management
- Central procurement



Sales

- Sell Products, Projects and Contract-based Services separately or as a full solution
- Convergent & External Billing



Service

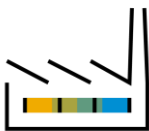
- After-sales service and support with contracts, service deliveries, and billing
- Combine sales & services as packaged solution offerings



Service-Centric Industries

- Professional services
- Public sector
- Higher education
- Media
- Financial services

SAP S/4HANA Cloud, public edition



Manufacturing

- Material requirements planning with demand driven and/or predictive MRP
- Make to stock and make to order
- Quality management
- Environment, Health and Safety



R&D

- Product compliance
- Enterprise portfolio and project management
- Advanced Variant configuration



Asset management

- Reactive and proactive maintenance
- Resource scheduling for maintenance planner
- Enhanced collaboration + review



Supply chain

- Warehouse Outbound & Inbound Processing
- Core Inventory Management
- (Advanced) ATP Processing
- Basic Transportation Mgmt.



Product-Centric Industries

- Component manufacturing
- Hi-tech
- Automotive
- Mining services

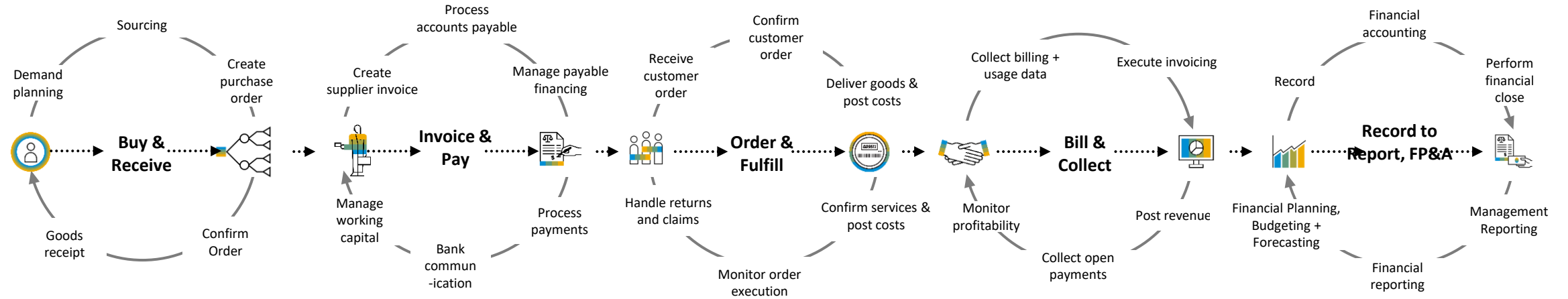
Accelerate business growth

in All Industries with a finance-led, administrative (backoffice) ERP

Finance-Led	Industries:			
	Scenarios:	Order to Cash Procure to Pay Record to Report Financial Planning & Analytics		
	Differentiation:	<ul style="list-style-type: none"> ➤ Modern SaaS Cloud ERP at Any Scale and Scope 	<ul style="list-style-type: none"> ➤ Uniquely simple financials ➤ Tightly integrated O2C, P2P, R2R 	<ul style="list-style-type: none"> ➤ Modularity to include SAP LOB, Industry Cloud and customer scope now or in future

Source to Pay **Order to Cash** **Record to Report**

Administrative ERP Value Chain:



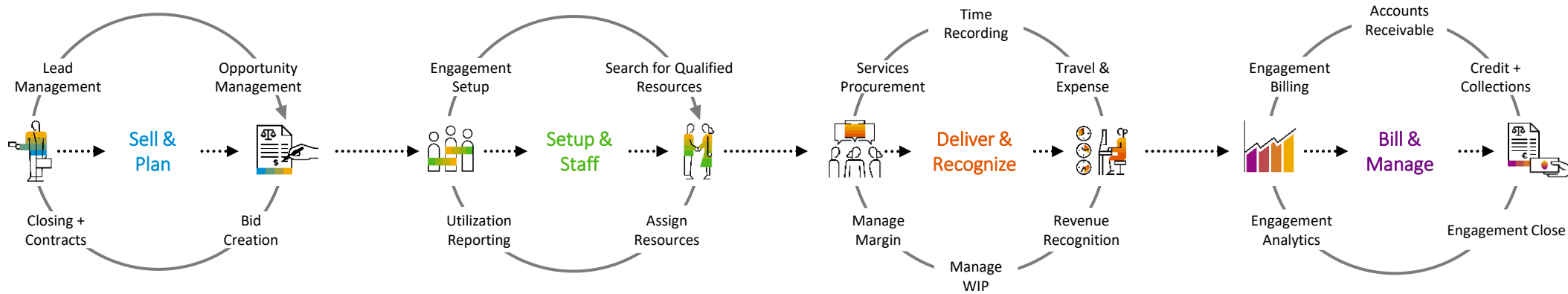
Accelerate business growth

in Service-Centric Industries with end-to-end operational processes

Service-Centric Industries	Industries:	Professional Services	Media	EC&O + Real Estate	Public Sector	Higher Education	Banking	Insurance	Travel + Transportation	
	Scenarios:	Customer Projects Contract-Based Solution Business Commercial Real Estate Govt + University Budget Mgmt Regulated Financials Asset Management								
	Differentiation:	<ul style="list-style-type: none"> ➢ Real Time Revenue Recognition ➢ Project profitability at any time 	<ul style="list-style-type: none"> ➢ Project Billing ➢ Solution Management / Bundling 	<ul style="list-style-type: none"> ➢ XaaS / Subscription Management ➢ Commercial Real Estate Management 						



Example – Customer Project Value Chain:



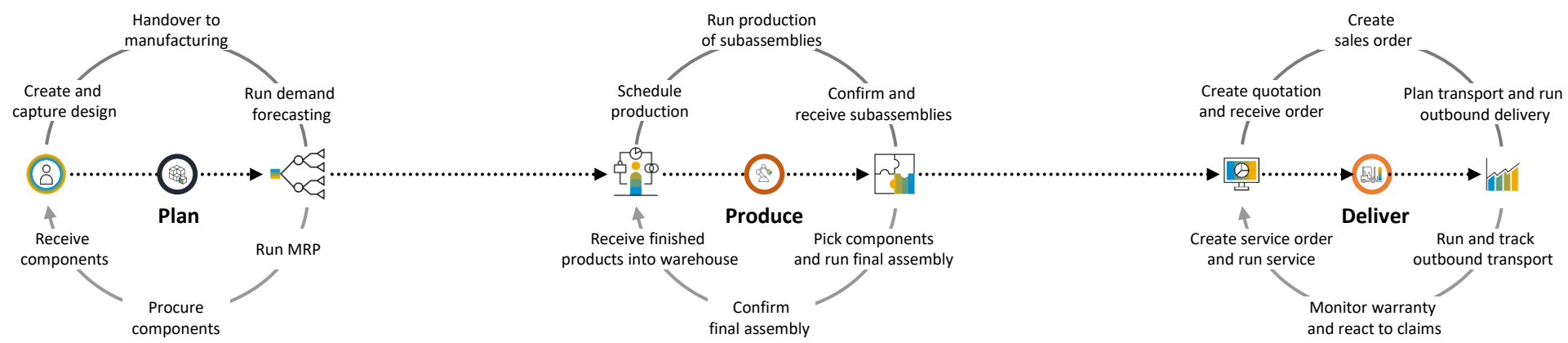
Accelerate business growth

in Product-Centric Industries with end-to-end operational processes

Product-Centric Industries	Industries:	Automotive	High Tech	IM&C	Mining	Mill Products	Retail
		Wholesale Distribution	Utilities	Oil & Gas	Chemicals	Aerospace & Defense	
	Scenarios:	Produce & Sell Standard Products / MTS Lot Size One / MTO Engineer Products and Systems / ETO					
	Differentiation:	<ul style="list-style-type: none"> ➤ Early Product Designer ➤ Just in Time, Just in Sequence ➤ Delivery Scheduling 	<ul style="list-style-type: none"> ➤ Demand Driven Replenishment ➤ Advanced Available to Promise ➤ Predictive MRP 	<ul style="list-style-type: none"> ➤ Advanced Variant Configuration ➤ Project Controlling ➤ 8D Quality Management 			



Example - Make-to-Stock Scenario Value Chain:



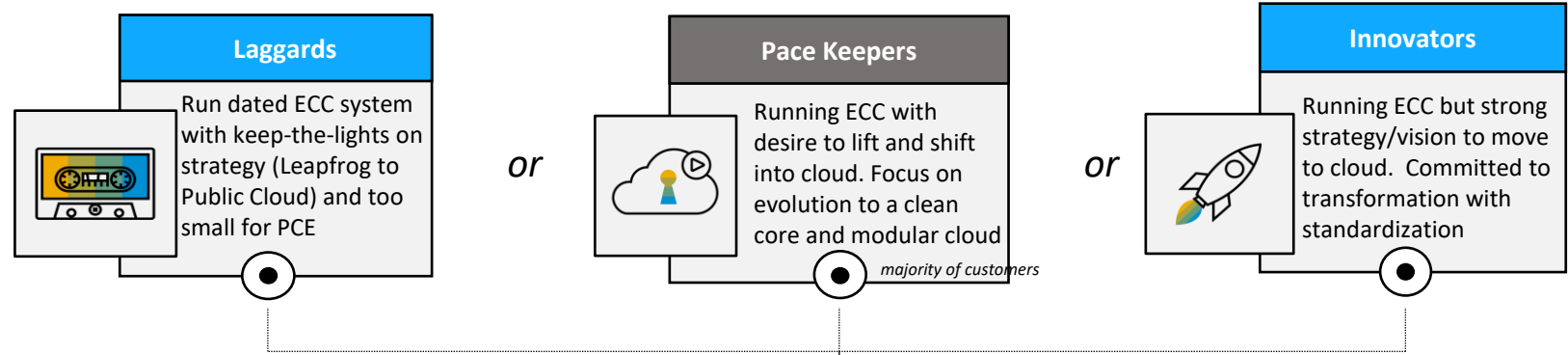
2-tier ERP model for large enterprises (on SAP ECC or S/4HANA)

with S/4HANA Cloud, public edition as the 2nd tier

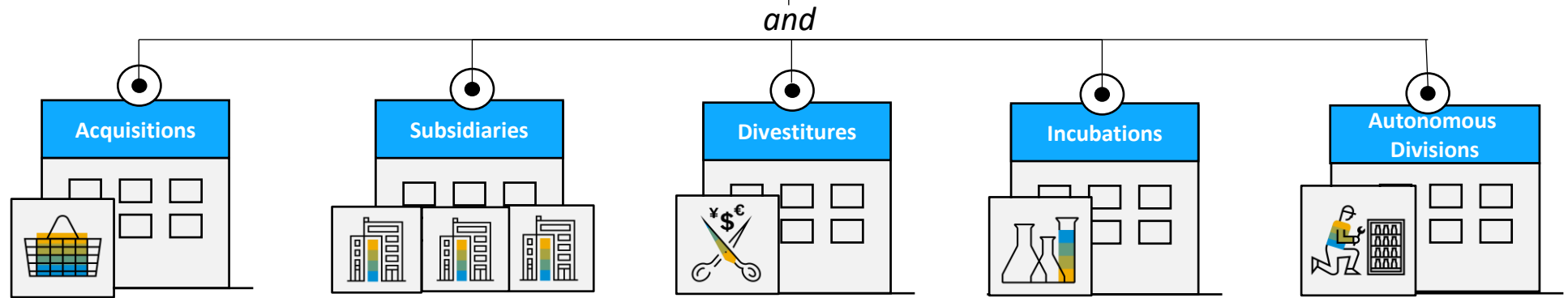


Two-Tier ERP works for a mix of customer profiles:

Tier 1
ECC Installed Base
Three distinct profiles

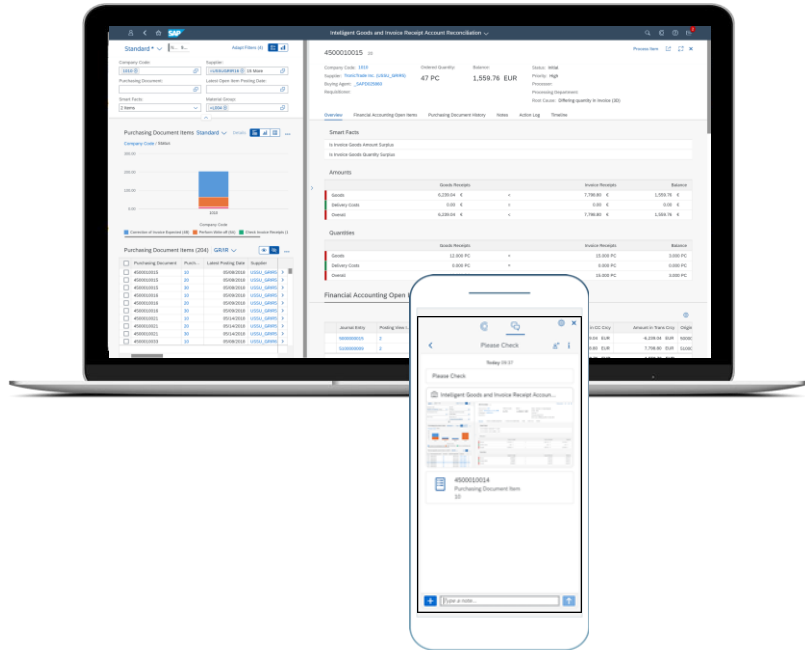


Tier 2
Five distinct profiles
Existing ERP customers who have Tier 2 scenario requirements due to need for agility or step based transformation to the public cloud

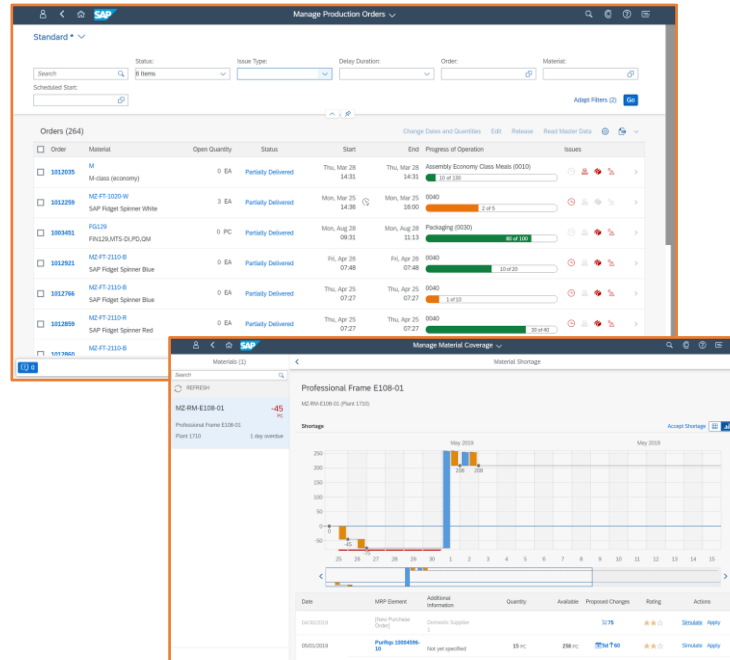


World-class UX with SAP Fiori

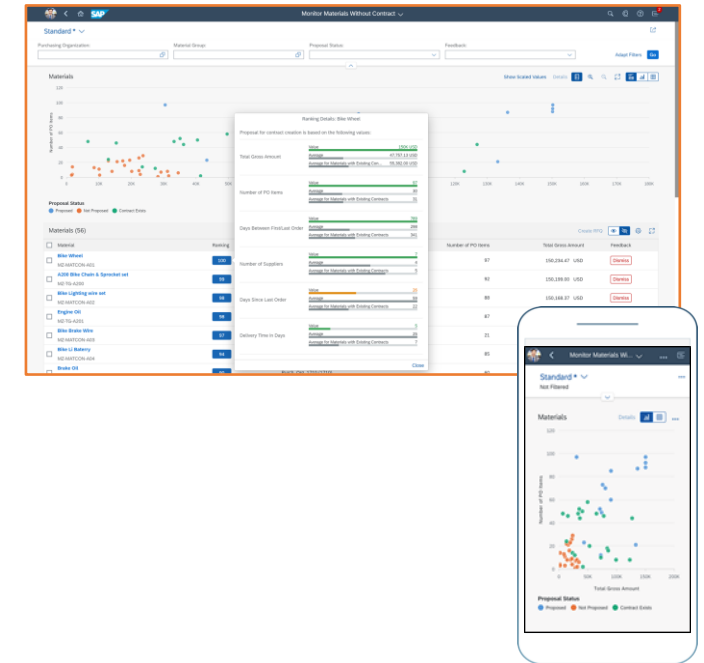
On any device, use role based cockpits with digital assistant



Embedded analytics for simulation, prediction & insight-to-action



Machine learning for automated processing & decision support

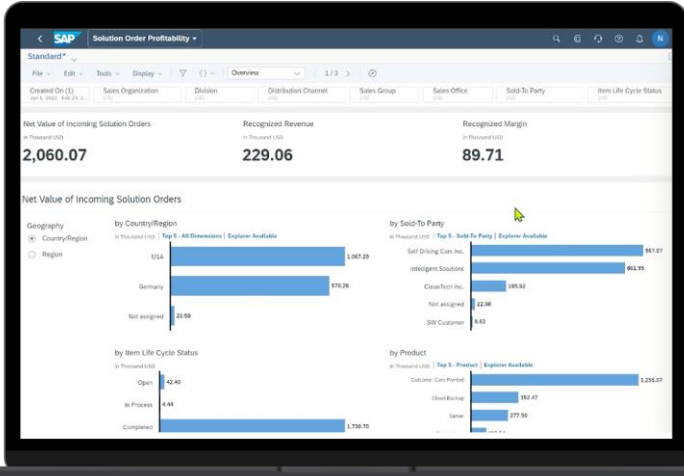
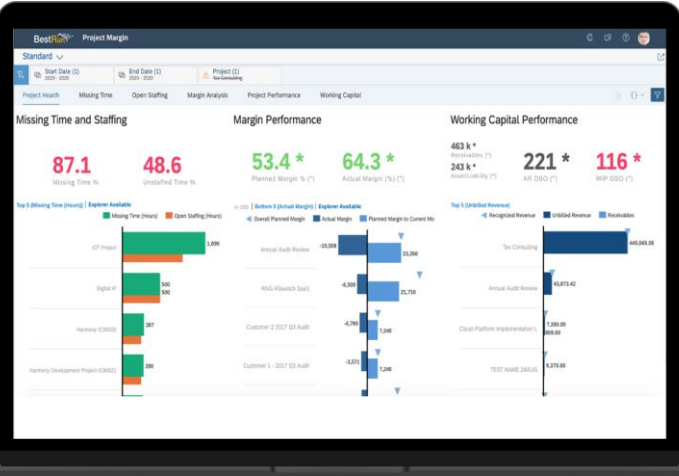
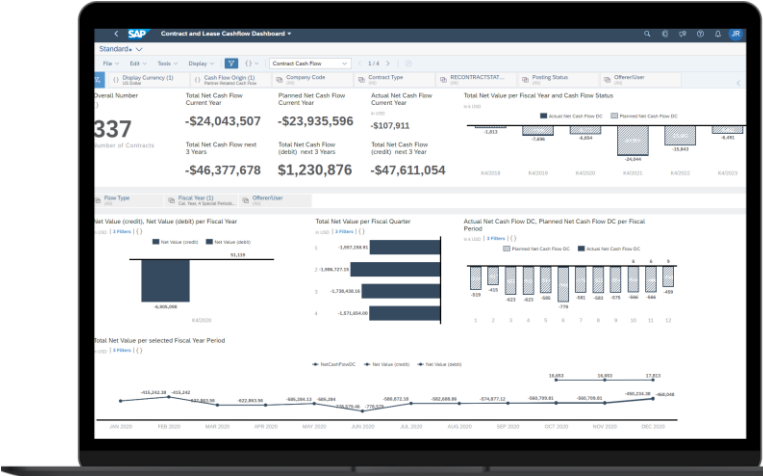


Embedded intelligence helps unlock efficiencies

Discover embedded insights
Data-driven decisions for measurable outcomes

React with situation handling
Exception-based notifications for insight to action

Automate SAP Process Automation
Multiple bot workflows for execution (attended + unattended)



7 Times
 increase in order processing capacity
Streamlining Order-to-Cash
 processes increases capacity for
 seasonal sales peaks

SAP S/4HANA Cloud
Automated and Transparent Order to Cash Process

THE BEST RUN **SAP**

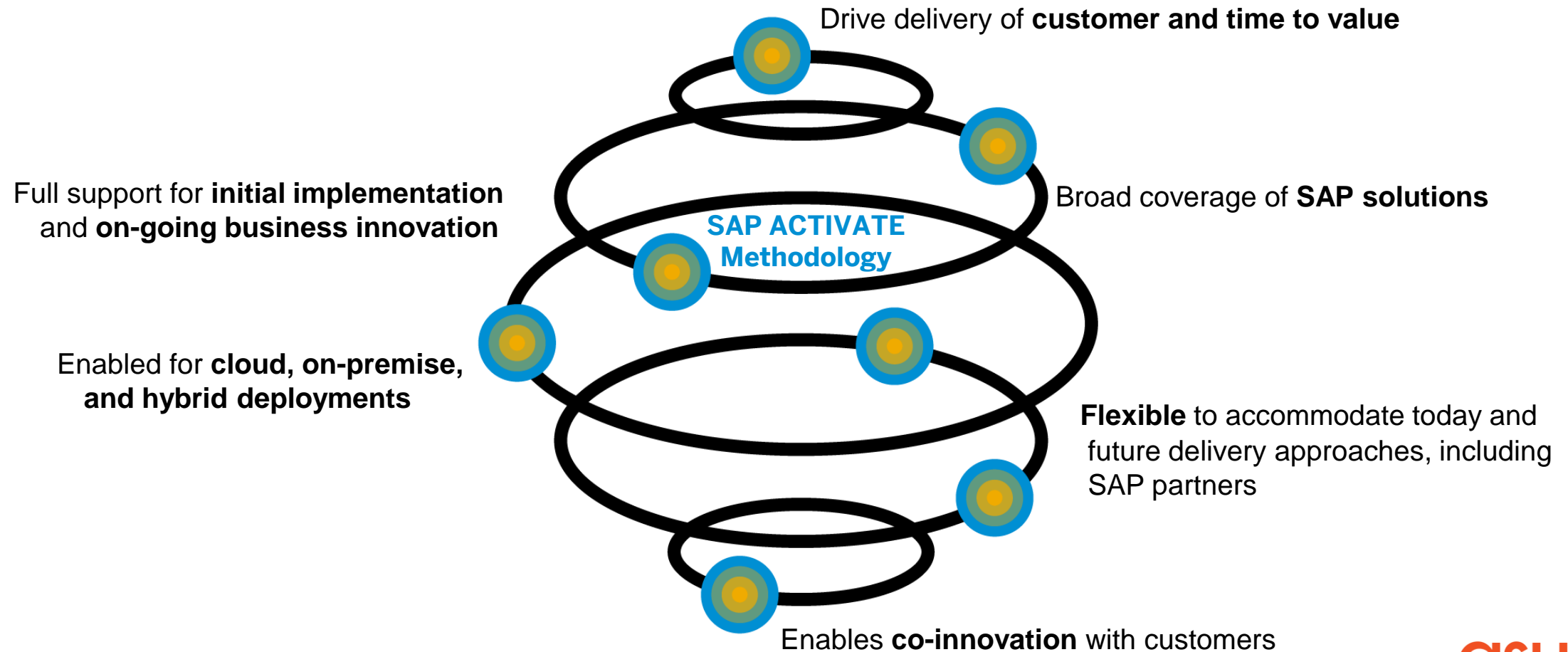
42%
 of sales orders automated
Integrating Solutions
 for a real-time overview of
 the entire go-to-market channel

Agenda

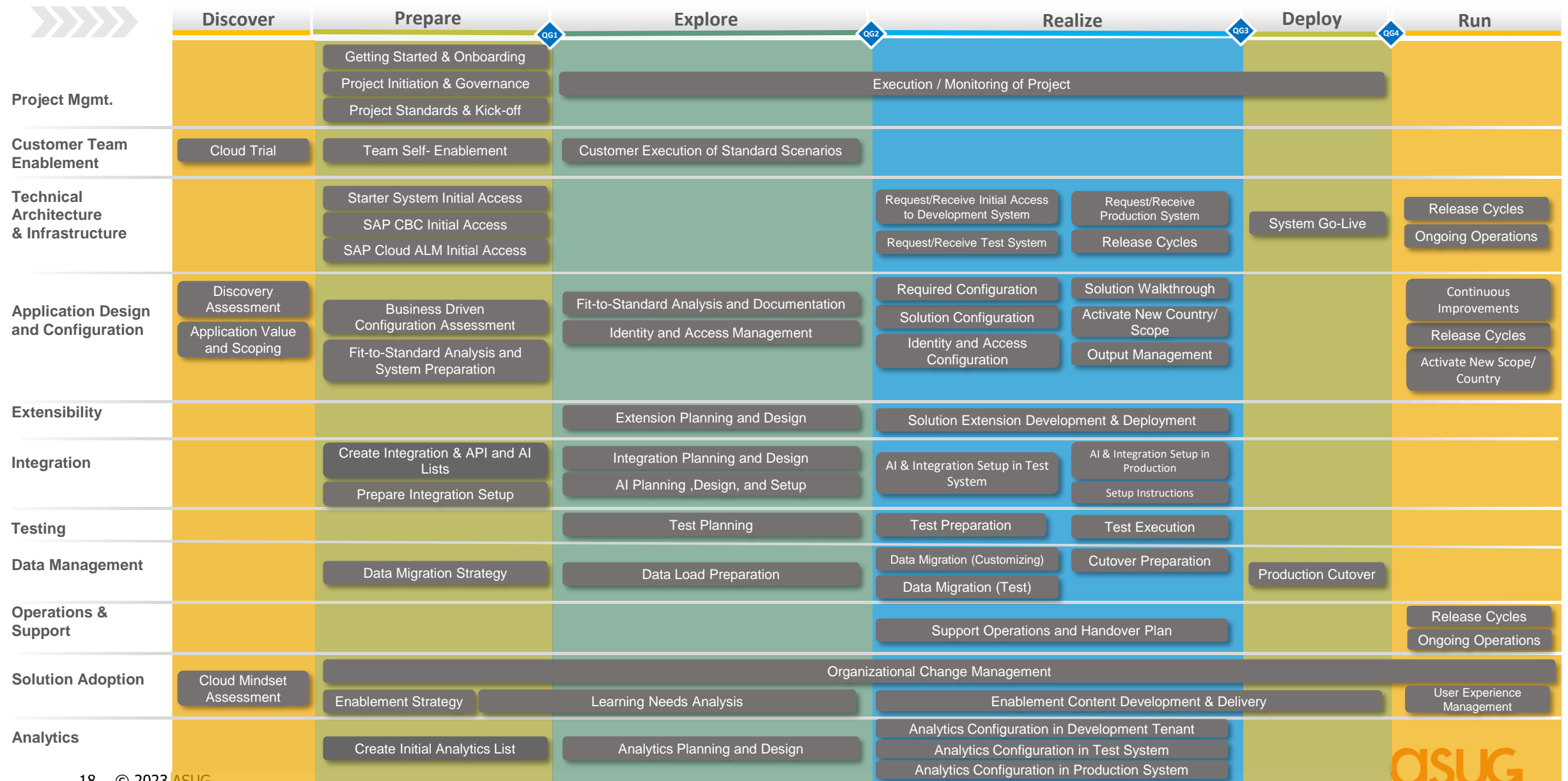
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SAP Activate – Deployment methodology

Customers achieve fast and cost efficient deployment of SAP innovations with ONE simple, modular and agile methodology



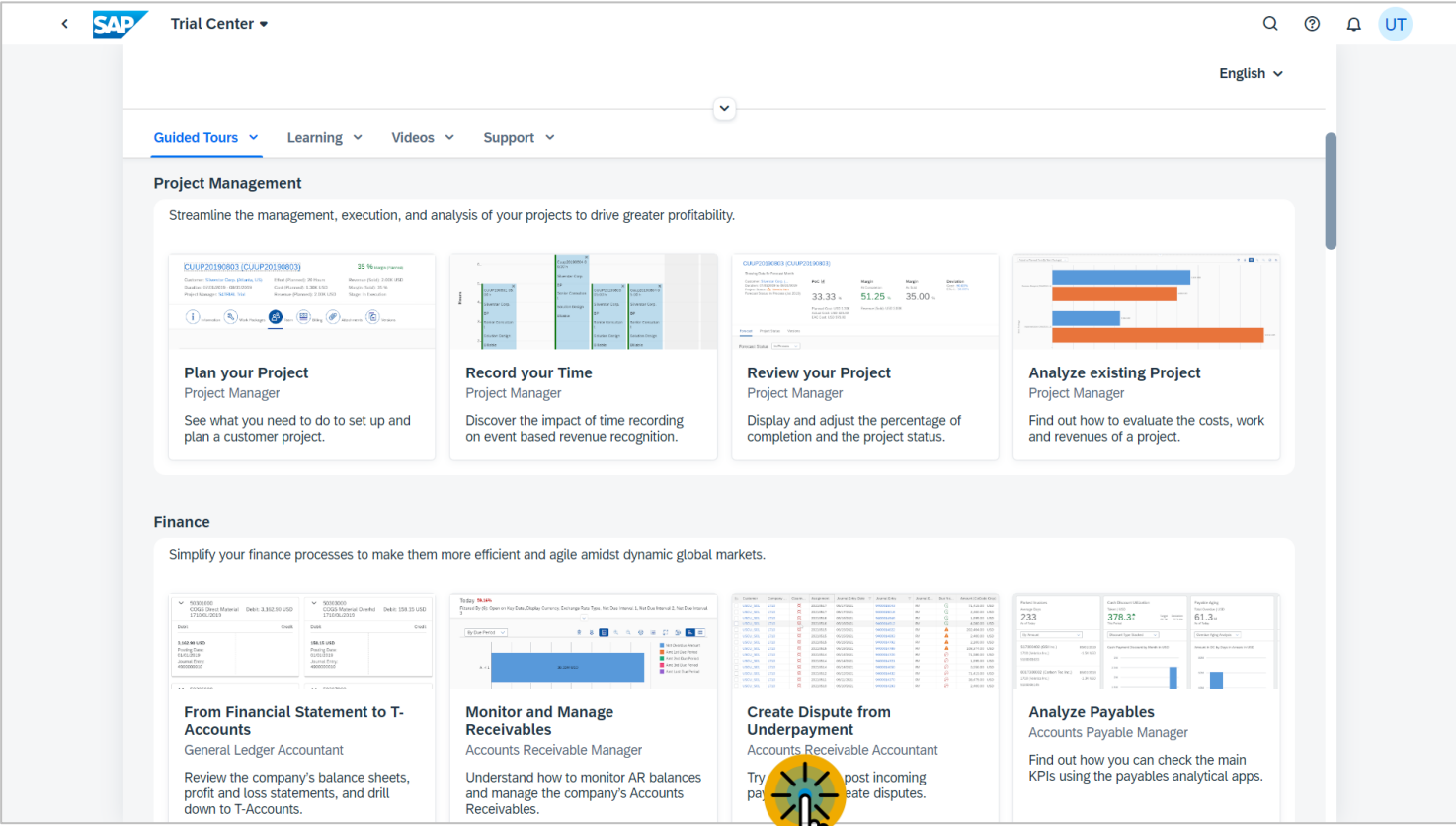
SAP Activate for S/4HANA Cloud, public edition



Cloud Mindset – key ingredient for success

- A fundamental new way of thinking in the cloud era. It requires the ability to rapidly adopt standard best practices and leverage cloud technology to engage in continuous innovation
- The adoption of a cloud mindset enables an organization to achieve higher agility, flexibility and collaboration thereby optimize the use of business and technological innovations that the cloud offers.
- Customer committed to cloud mindset embrace:
 - ❖ Adopting standard processes
 - ❖ Running the solution in a SAP selected Data Center
 - ❖ Accepting innovation and update cycles

Get started now with free trial version



SAP S/4HANA Cloud, public edition Trial



Free of Charge
Test a real SAP S/4HANA Cloud system 14 days for free.



Guided Tours
Explore the solution highlights along expert-curated scenarios.



Comprehensive Scope
Run a broad range of processes across Finance and Logistics.



Complementary Content
Consume complementary content linked in the trial.

[Get started now!](#)

Customer Flipping Book

Ready-To-Run Customer Flipping Book



Questions?

For questions after this session, contact me at Anurag.barua@sap.com

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