

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

ASUG Kentucky Meeting – Fall 2022

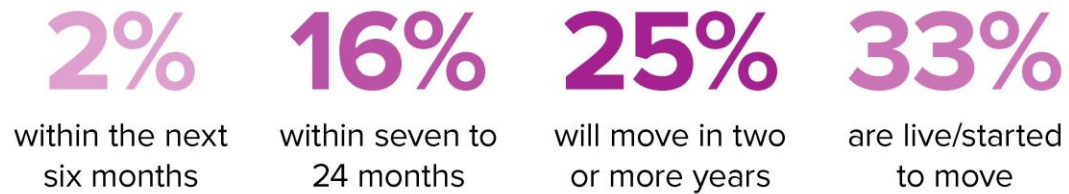
Oliver Hid Arida, VerNeil Mesecher Jr.  
Customer Engagement | Customer Success  
SAP



# ASUG Pulse of the SAP Customer

# 2021

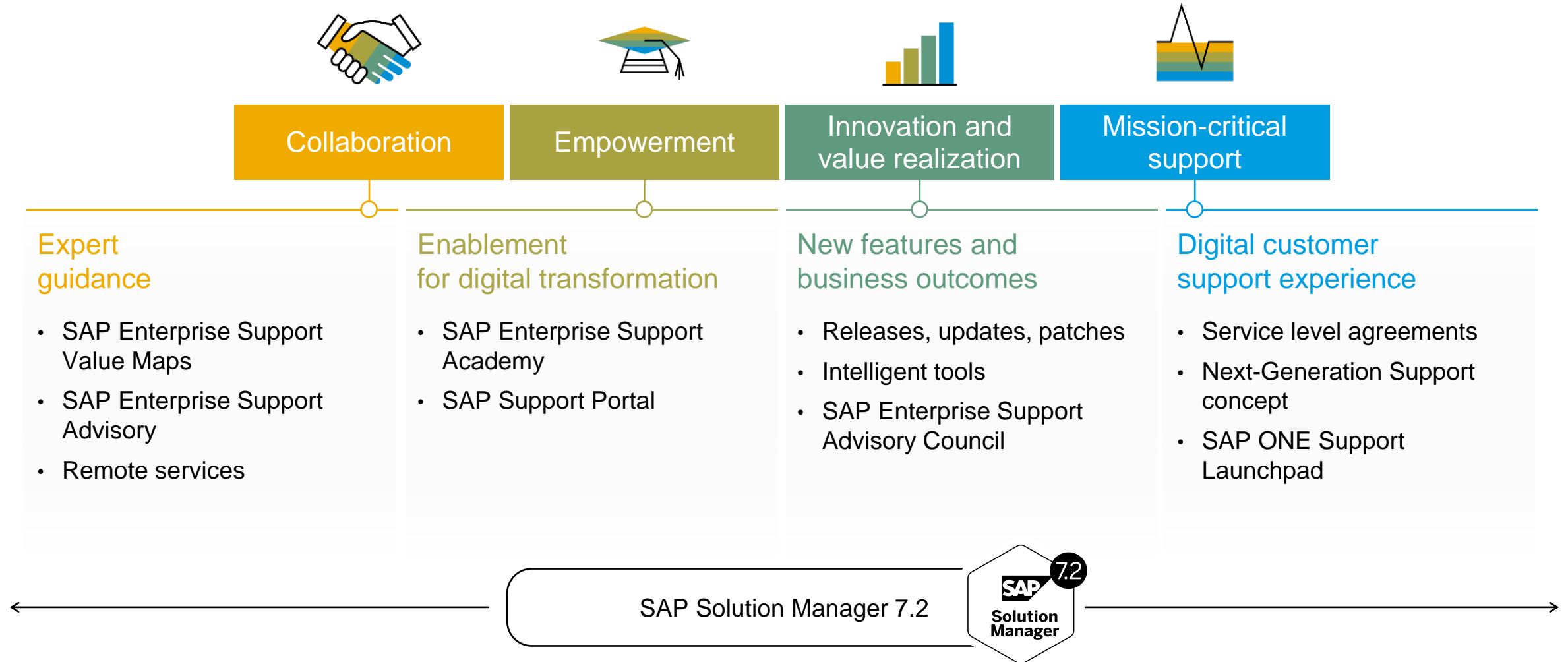
## The Move to SAP S/4HANA



**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](http://www.s4hana.com) or [www.sap.com/process-discovery](http://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**  
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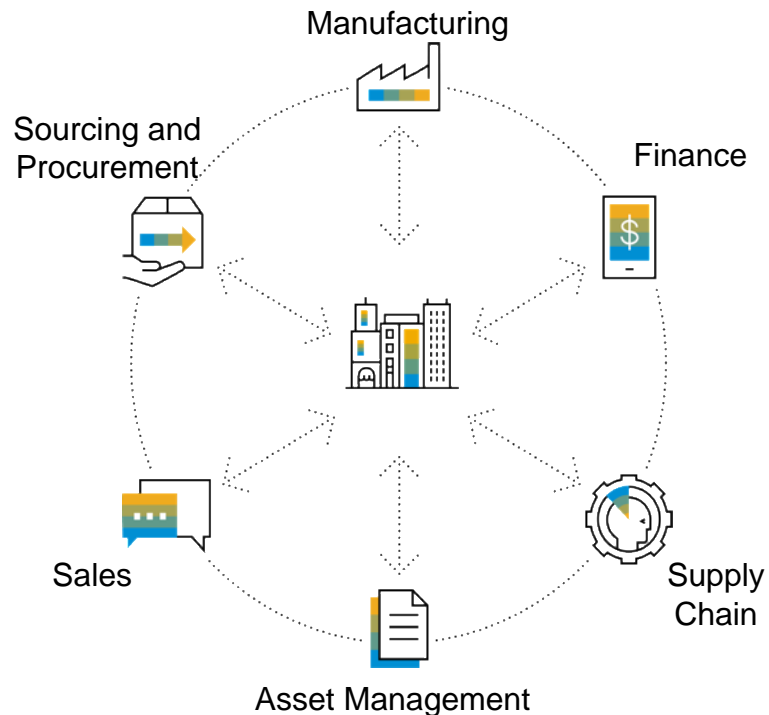
# Agenda - Quick Wins

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

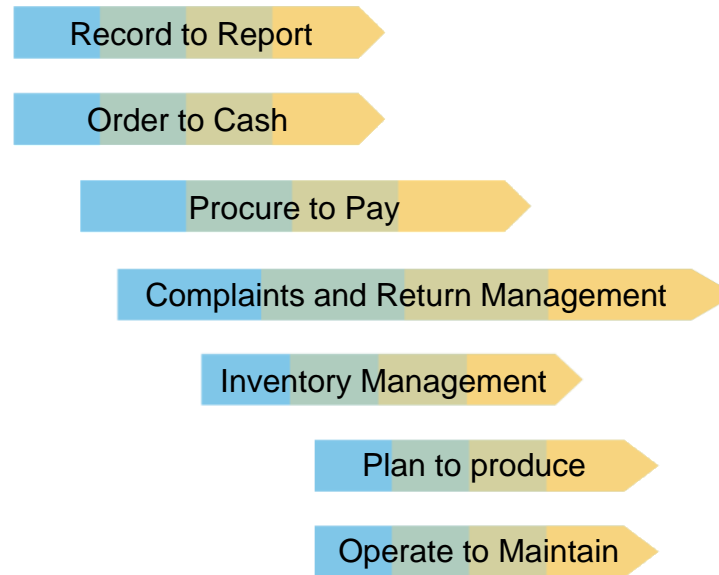
- ❑ Discover the value with **Process Discovery for SAP S/4HANA Transformation**  
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# Discover the value with Process Discovery for SAP S/4HANA Transformation

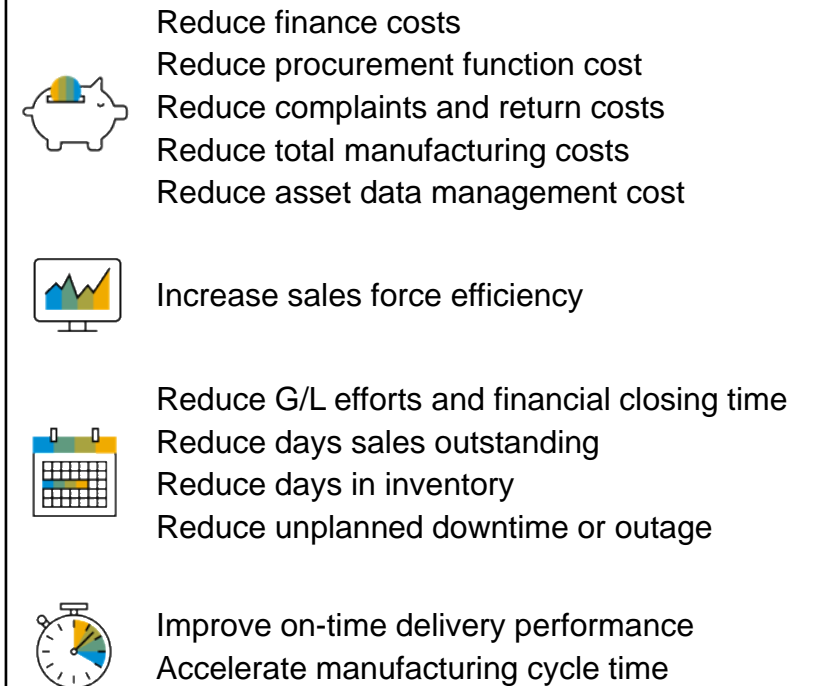
## 6 Lines of Business



## 7 End-to-end Processes

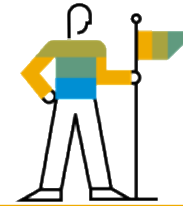


## 12 Optimization goals



~ 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

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

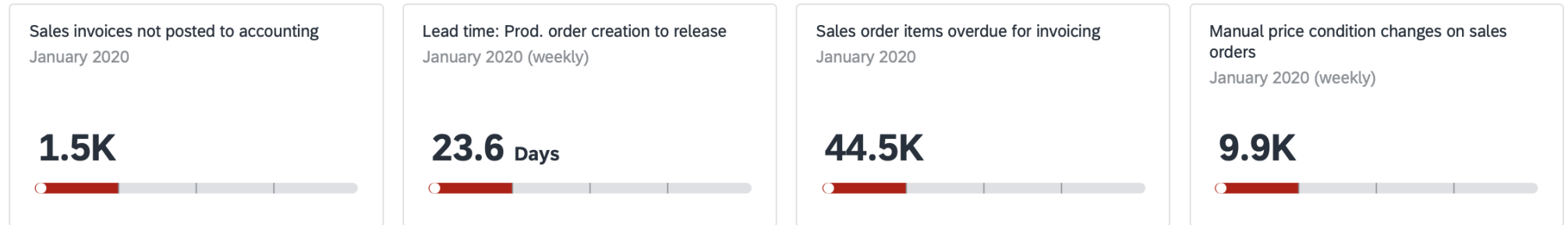
Reports

Activity Viewer

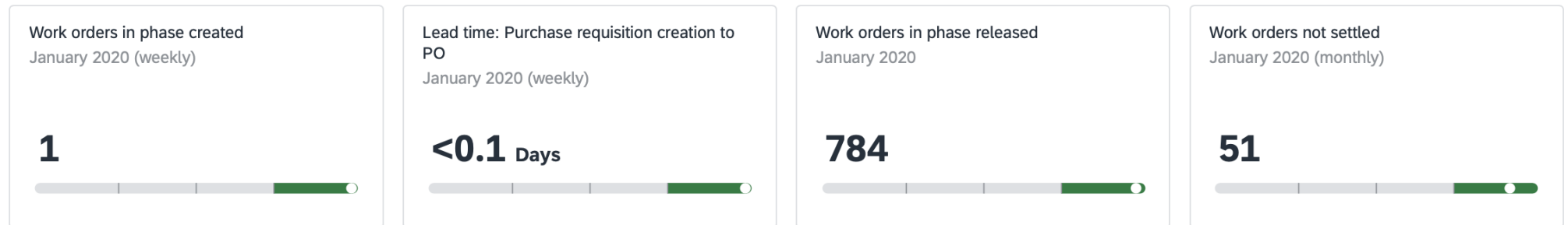
Recommendations

## Start

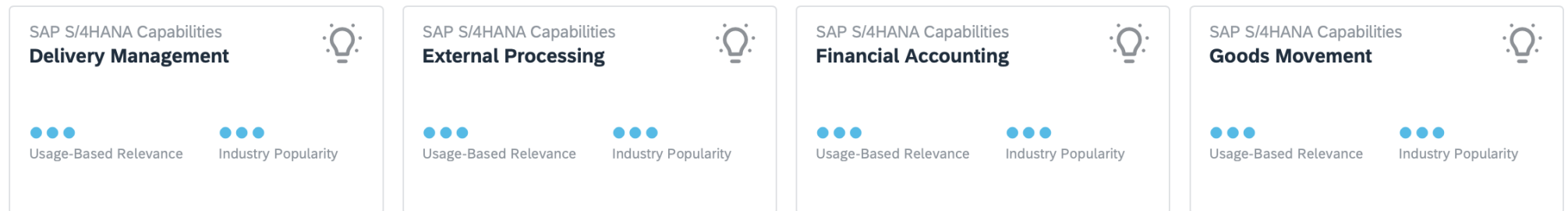
### Top Opportunities to Improve



### 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 <a href="#">View All (6)</a>
Goods Movement	● ● ●	● ● ●	Supply Chain	VL02N, VL01N, MB1A <a href="#">View All (7)</a>
Invoice Processing	● ● ●	● ● ●	Finance Sourcing and Procurement	MIRO, MIR4, MIR6 <a href="#">View All (8)</a>
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 <a href="#">Collapse</a>

[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](http://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**

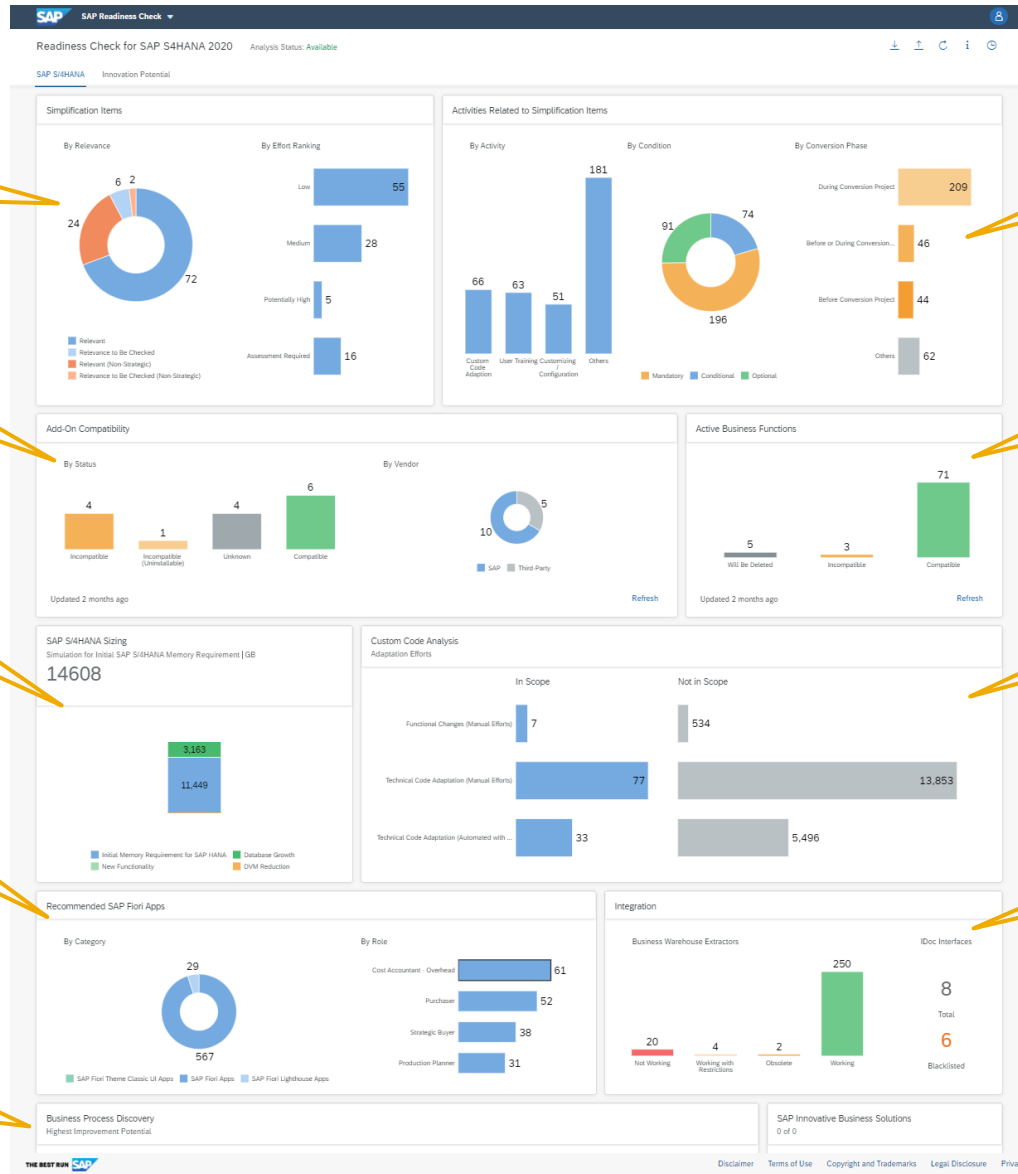
Currently installed **Add-Ons** checked for compatibility with SAP S/4HANA

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

<b>Version</b>	8	<b>Type</b>	SAP Note
<b>Language</b>	English	<b>Master Language</b>	English
<b>Priority</b>	Correction with medium priority	<b>Category</b>	Advance development
<b>Release Status</b>	Released for Customer	<b>Released On</b>	11/20/2020
<b>Component</b>	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.

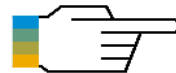
Preparation Step	SAP Note	Component for issues	Mandatory	Comment
Setting up SAP	2758146	SV-SCS-	Yes	SAP Note 2758146 is a prerequisite for executing SAP

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

Start reading it completely before implementing

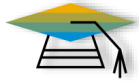
- It is frequently updated with tips and changes! Stay up to date
- The note explains in detail what data is extracted from your system and how you can “review it” if you are interested in this security related information.

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

### 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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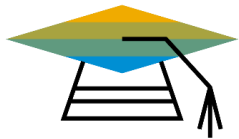
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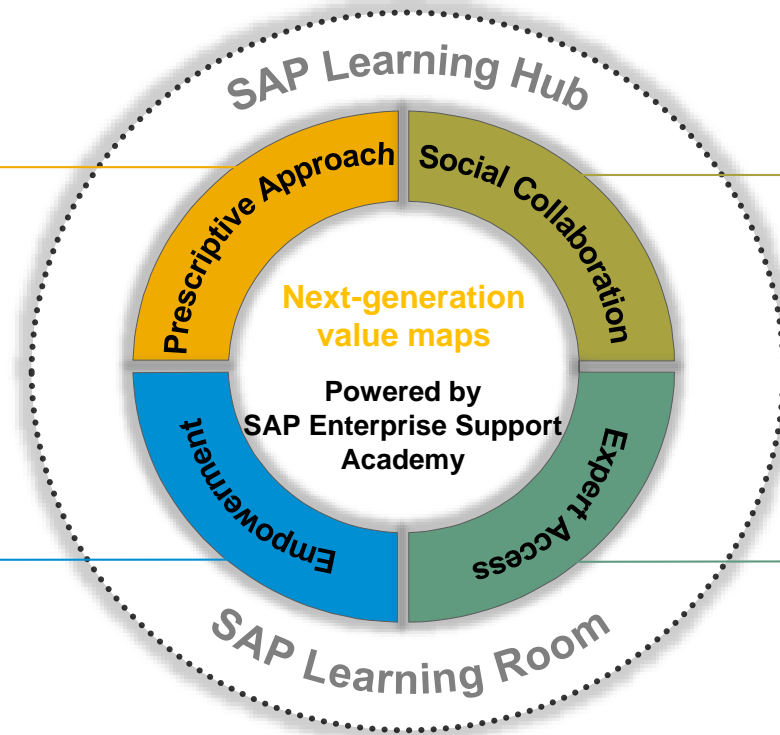
# Collaboration SAP Enterprise Support Value Maps



**Prescriptive Approach  
to reach your objective**



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

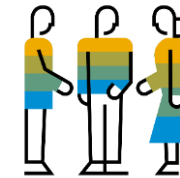


Register to SAP Enterprise Support value maps.

[ <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](#)



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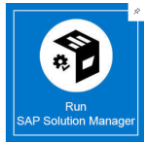


# Recommended Services for the transition to S/4HANA

## For New Implementation

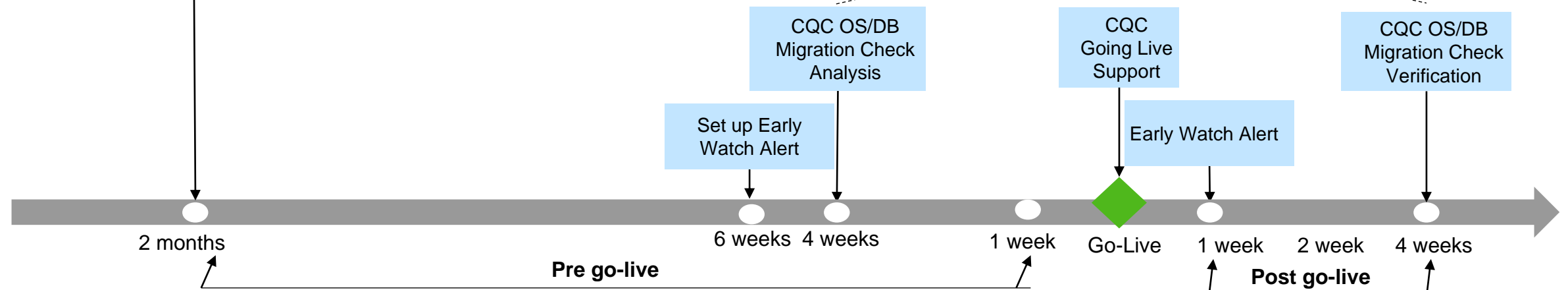


Discover the Business Value of SAP S/4HANA



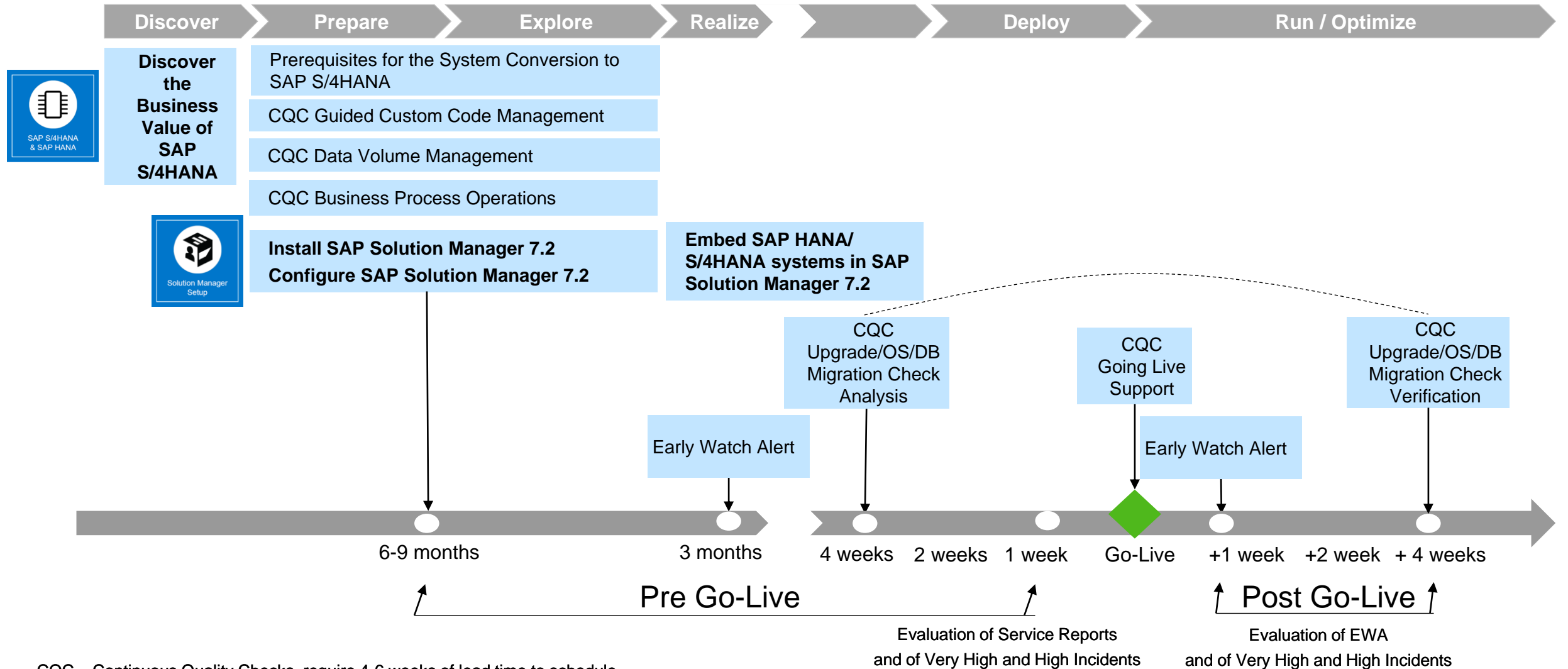
Install SAP Solution Manager 7.2  
Configure SAP Solution Manager 7.2

Embed SAP HANA/  
S/4HANA systems in SAP  
Solution Manager 7.2



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

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

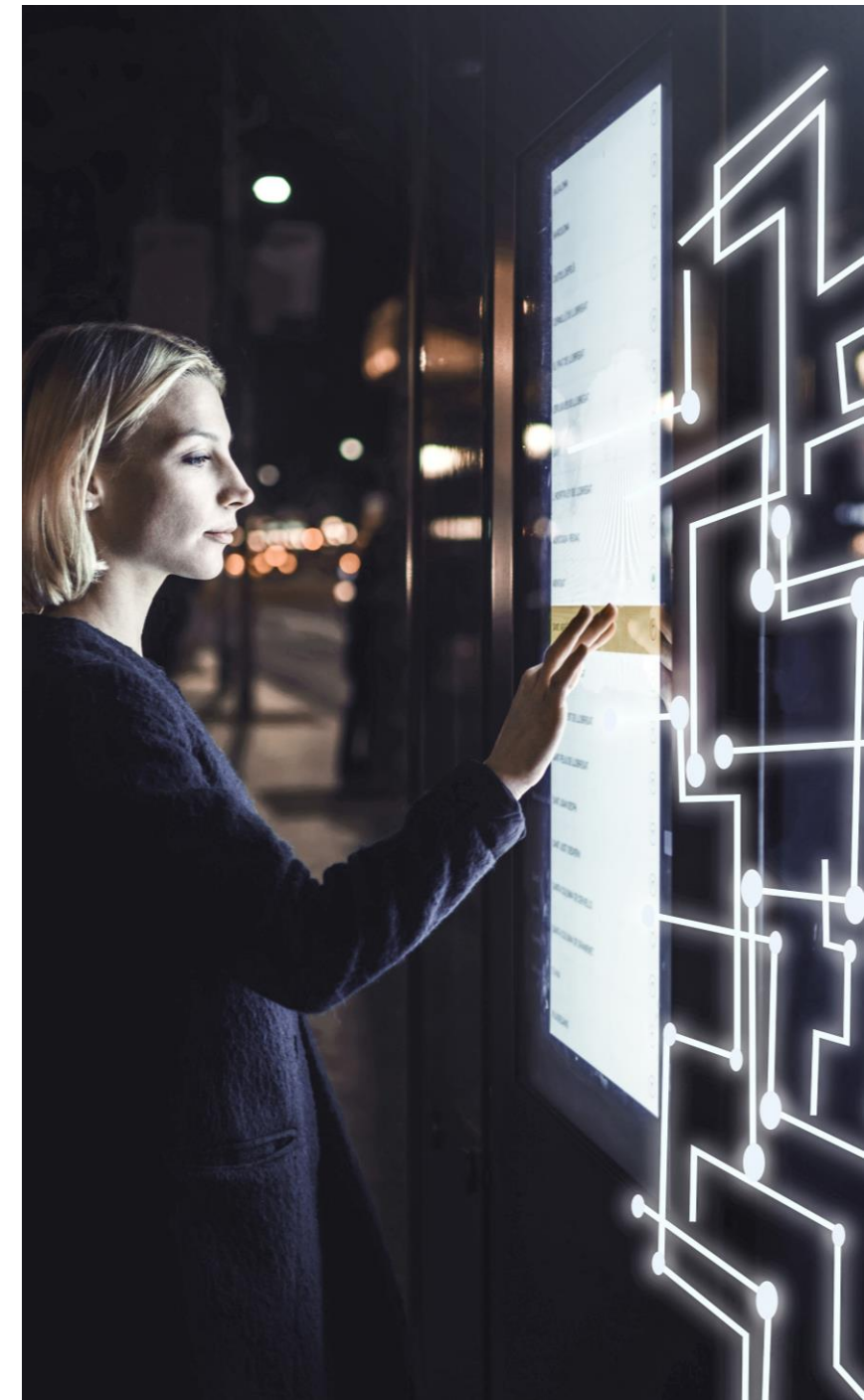
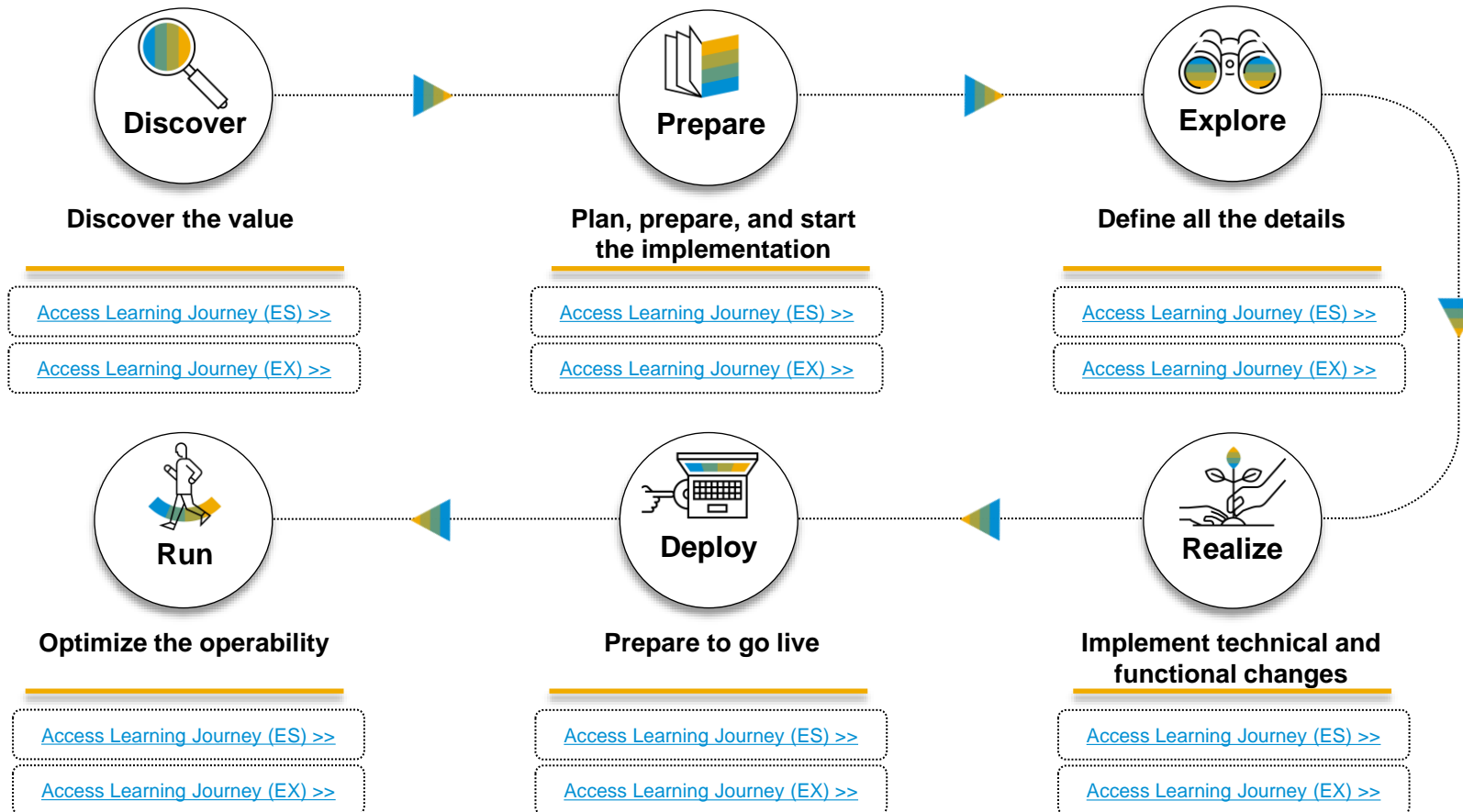


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# SAP Enterprise Support Value Maps

## SAP S/4HANA Cloud Value Map – Triggers

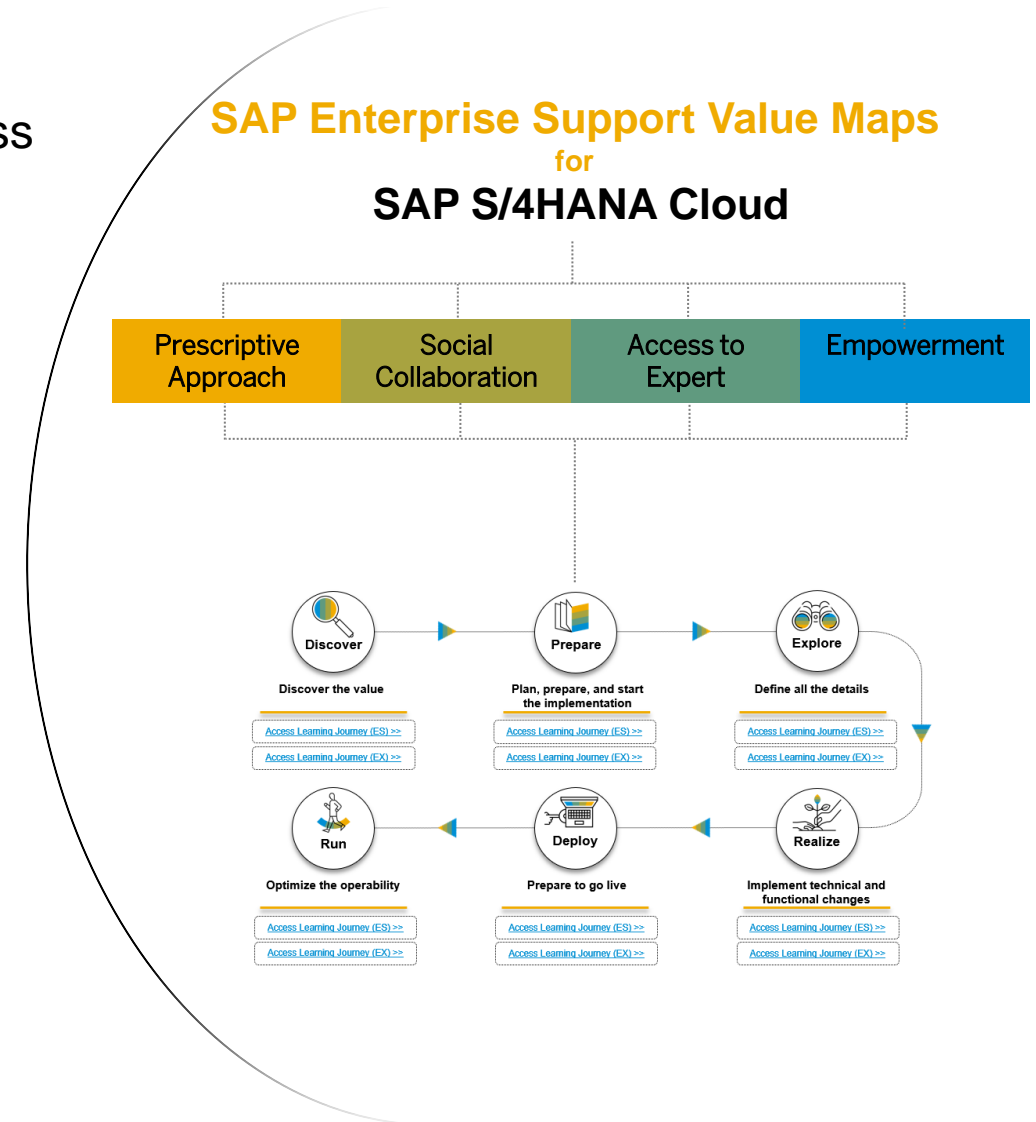
The SAP S/4HANA Cloud value map helps you to ensure your success in adopting and running SAP S/4HANA in the cloud. This value map includes SAP S/4HANA Cloud, extended edition (EX) and SAP S/4HANA Cloud, essentials edition (ES).



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

## Benefits

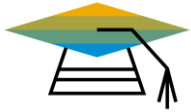
- Choose the best SAP S/4HANA Cloud solution for your business model
- Take the right next steps when planning an implementation project
- Configure your SAP S/4HANA Cloud solution in the most effective way
- Extend your SAP S/4HANA Cloud solution to cover your business processes
- Keep updated with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





# SAP Enterprise Support Value 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 >>](#)



# Quick Wins

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# Questions?

For questions after this session, contact:



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SAP America, Inc.

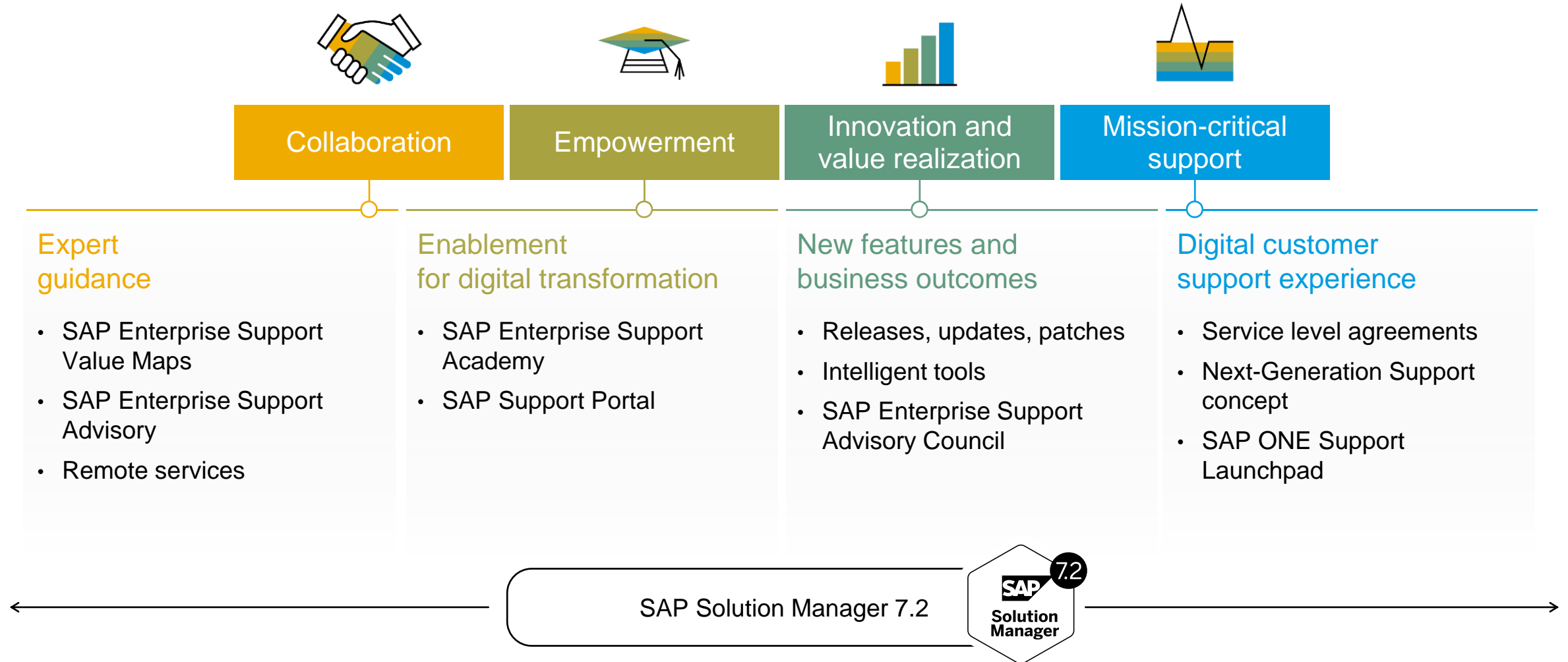
Mobile +1 (305) 776-5708  
E-Mail [oliver.hid.arida@sap.com](mailto:oliver.hid.arida@sap.com)

# Thank you.

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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

