



# Let Support....you know....*Actually* Support Your Journey to SAP S/4HANA

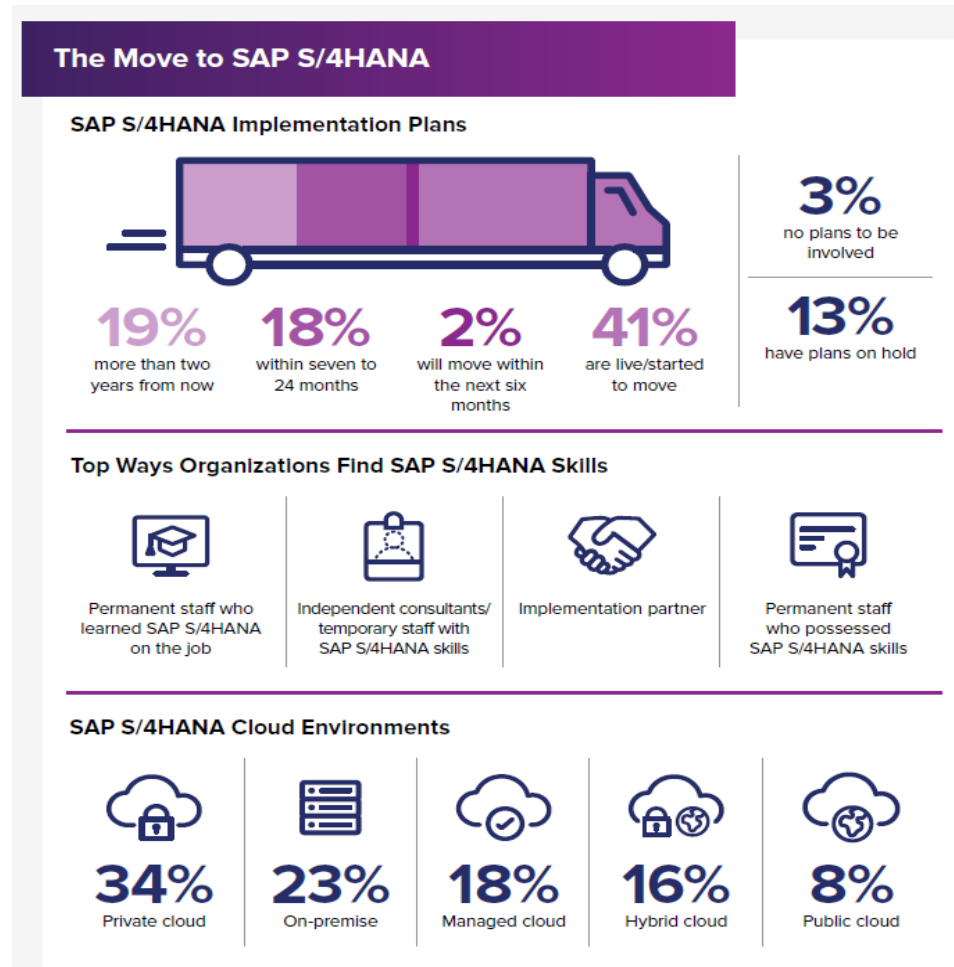
VerNeil Mesecher & Jennifer Dubler – SAP Customer Evolution Program  
April 28, 2023

PUBLIC

# ASUG Pulse of the SAP Customer

# 2023

ASUG's annual Pulse of the SAP Customer study gauges the attitudes, preferences, and plans of ASUG members regarding SAP technology. We track the evolution of trends and provide insight into how SAP customers are adapting to developments in the SAP world and beyond.



Download and view the results here:

[ASUG 2023 Research: Progress, Trends, Challenges Across SAP Customer Peers - ASUG](#)

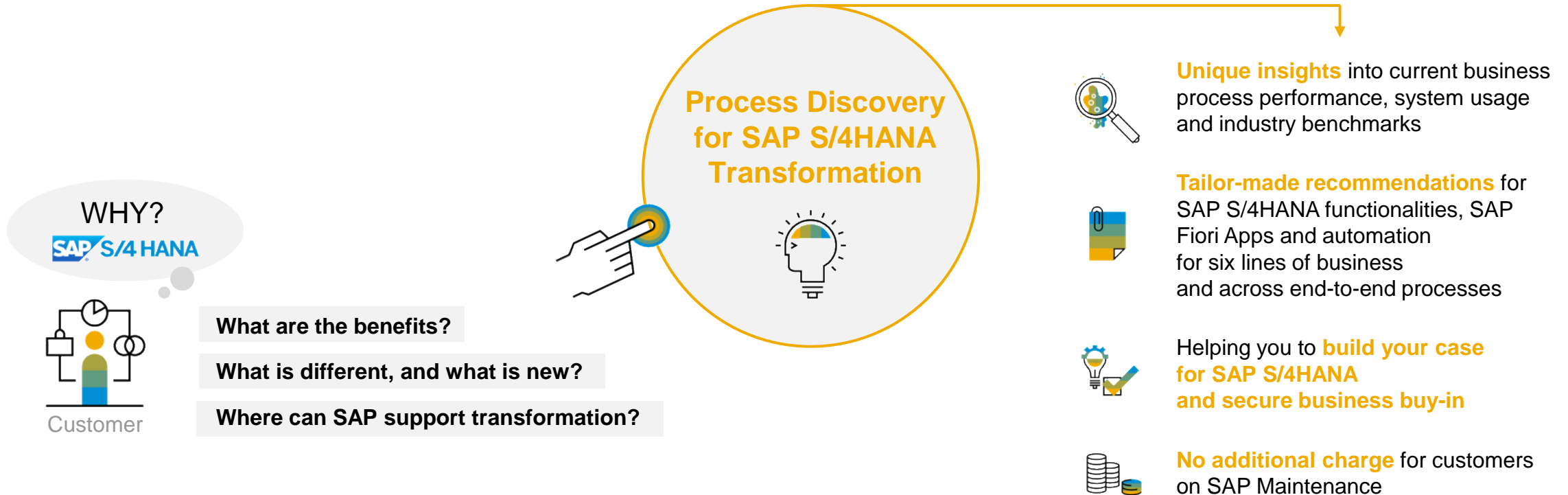
# Agenda - Quick Wins

- ❑ 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**  
<http://support.sap.com/valuemaps>

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# How to build your case for SAP S/4HANA?



Process Discovery helps business executives understand the value of moving to SAP S/4HANA and intelligent technologies.

# Introducing Process Discovery



**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

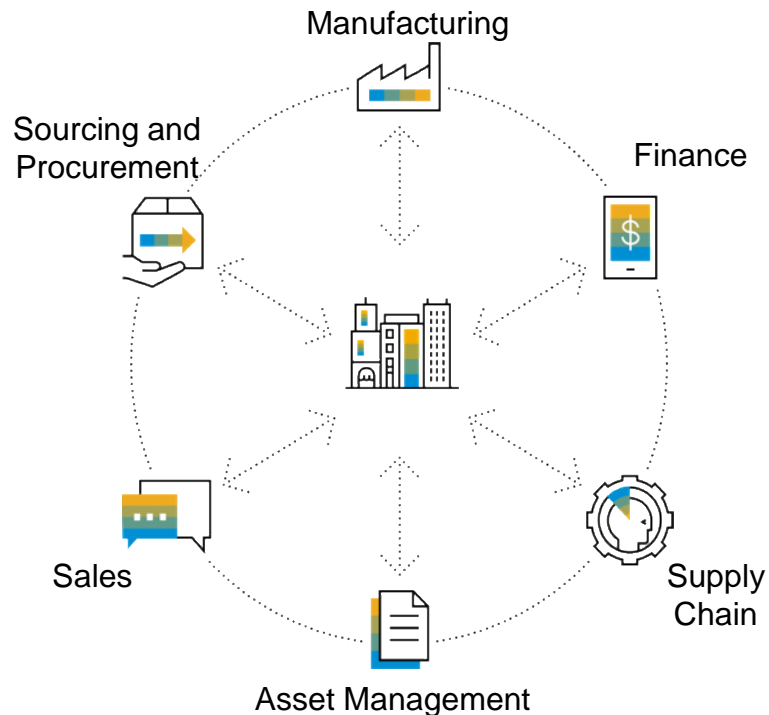
## Process Discovery Summary



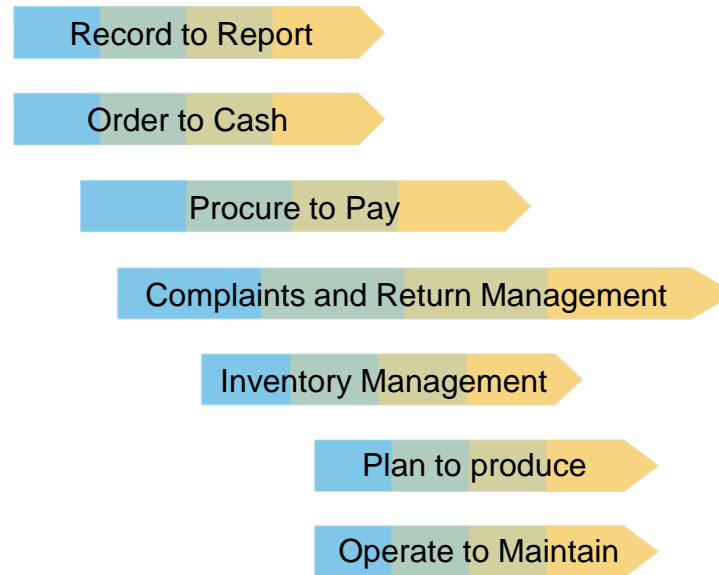
Interactive PDF document  
(Evolution of SAP Business Scenario Recommendations)

# 12 optimization goals for 6 lines of business across 7 end-to-end processes





## 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
- 
  - 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
- 
  - Increase sales force efficiency

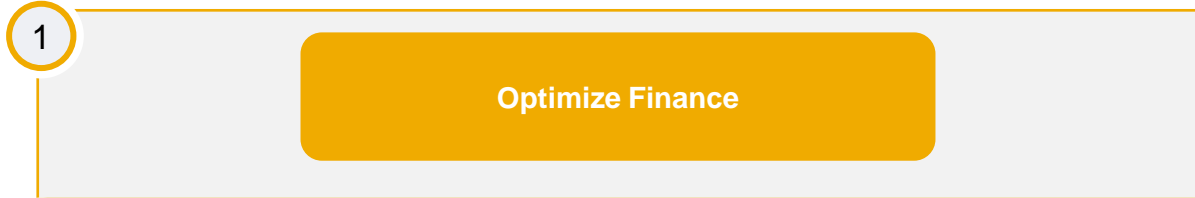
~80 process performance metrics selected out of a [set of 1300+ readily available KPIs](#) in SAP Solution Manager, supporting the need to MOVE to SAP S/4HANA, collected from the customer's SAP ERP systems and benchmarked against peers (3000+ data sets per January 2021).

# Understand the Value of SAP S/4HANA when reading the Process Discovery Summary

Understand how to achieve your business goals with SAP S/4HANA

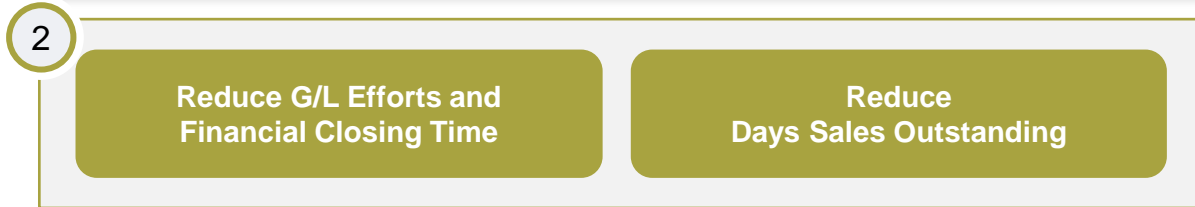
## Business goal

“What does my CEO want me to achieve?”



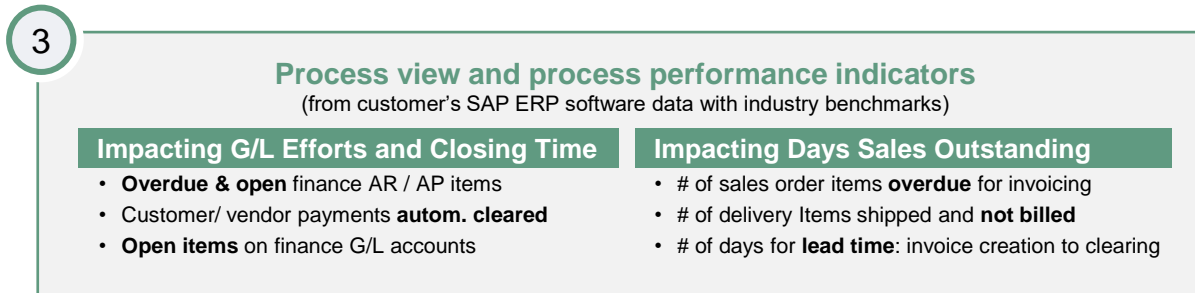
## Value drivers

“What should we improve?”



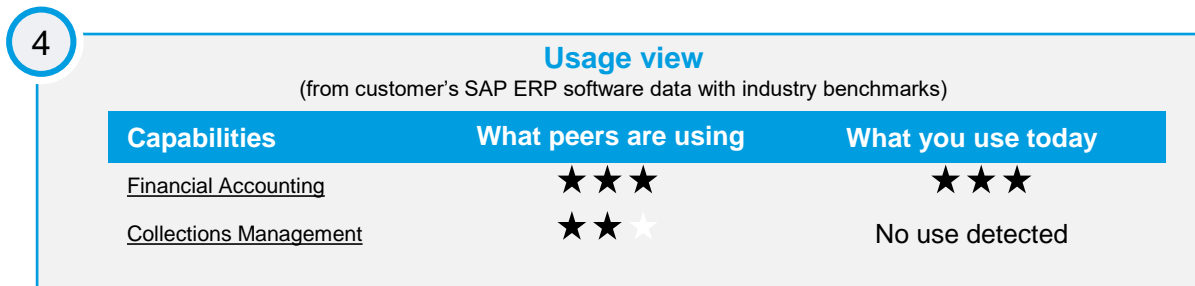
## Deep dive into performance

“Where are issues in today’s processes?”



## Deep dive into usage

“How are we working today?”



## 5 How SAP S/4HANA helps and what’s different?



### Entity Close

Increase accuracy, corporate governance, compliance, and efficiency of the entity close with automation and standardization. Accelerate the entity close process through automation and standardization.



### Cash & Liquidity Management

Gain real-time insight into global cash and liquidity with SAP S/4HANA. Position cash accurately and analyze enterprise-wide cash flows within a timeframe of choice.



### Additional SAP Products

- SAP Cash Application
- Financial Statement Insights
- SAP Multi-Bank Connectivity

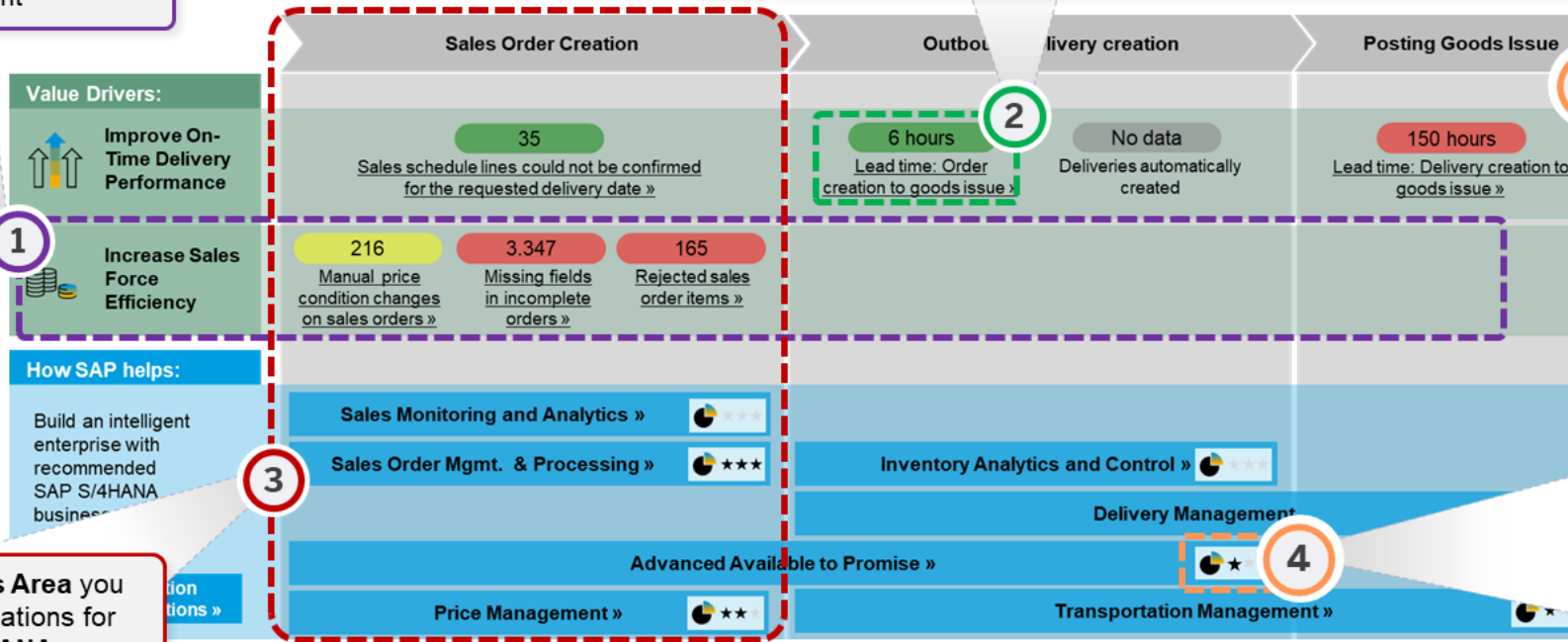


# How to Read the Findings Summary

**1** For each **Value Driver** relevant process performance indicators are listed on the right

**2**

- Process performance indicators measured in your productive SAP ERP system
- Colors** indicate **industry benchmarking performance**:  
green = 'top 25%', yellow = 'average', red = 'bottom 25%', grey = 'no benchmark data available'



**3** For each **Business Area** you will get recommendations for relevant **SAP S/4HANA** business scenarios

**4** 'Usage icon' indicates your current usage of business scenarios:

- = No usage
- = Low usage
- = Medium usage
- = High usage



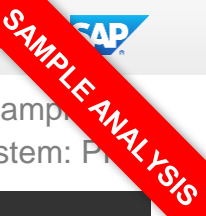
# Process Discovery Summary for SAP S/4HANA Transformation

Evolution of SAP Business Scenario Recommendations on Spotlight

<b>Customer Name:</b>	Sample Inc.	<b>System ID:</b>	PRD
Customer Number:	12345	Current Release:	SAP ERP - EHP6
Date of analysis:	11 Apr, 2022	Database:	Oracle
Country/Region:	Germany		

**Consumer Products Industry**

This is the start of the customer-specific part of the Process Discovery offering. The analysis contains insights and recommendations for six lines of business and twelve typical business goals.



## 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

17 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

9 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 menu**

Check:

- The most important areas for improvement,
- Where you perform well compared to your industry
- The top SAP S/4HANA recommendations

Click on:

- "View All"
- "Recommendations" in the left menu to go to the recommendations section

# Start

Aug 2019 → Jan 2020

## Top Opportunities to Improve

<p>Sales invoices not posted to accounting January 2020</p> <p><b>1.5K</b></p>	<p>Lead time: Prod. order creation to release January 2020 (weekly)</p> <p><b>23.6 Days</b></p>	<p>Sales order items overdue for invoicing January 2020</p> <p><b>44.5K</b></p>	<p>Manual price condition changes on sales orders January 2020 (weekly)</p> <p><b>9.9K</b></p>
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## Top Performance

<p>Work orders in phase created January 2020 (weekly)</p> <p><b>1</b></p>	<p>Lead time: Purchase requisition creation to PO January 2020 (weekly)</p> <p><b>&lt;0.1 Days</b></p>	<p>Work orders in phase released January 2020</p> <p><b>784</b></p>	<p>Work orders not settled January 2020 (monthly)</p> <p><b>51</b></p>
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## Top Recommendations [View All](#)

<p>SAP S/4HANA Capabilities <b>Delivery Management</b></p> <p>Usage-Based Relevance: ●●● Industry Popularity: ●●●</p>	<p>SAP S/4HANA Capabilities <b>External Processing</b></p> <p>Usage-Based Relevance: ●●● Industry Popularity: ●●●</p>	<p>SAP S/4HANA Capabilities <b>Financial Accounting</b></p> <p>Usage-Based Relevance: ●●● Industry Popularity: ●●●</p>	<p>SAP S/4HANA Capabilities <b>Goods Movement</b></p> <p>Usage-Based Relevance: ●●● Industry Popularity: ●●●</p>
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# 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

# Agenda - Quick Wins

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# SAP Readiness Check for SAP S/4HANA

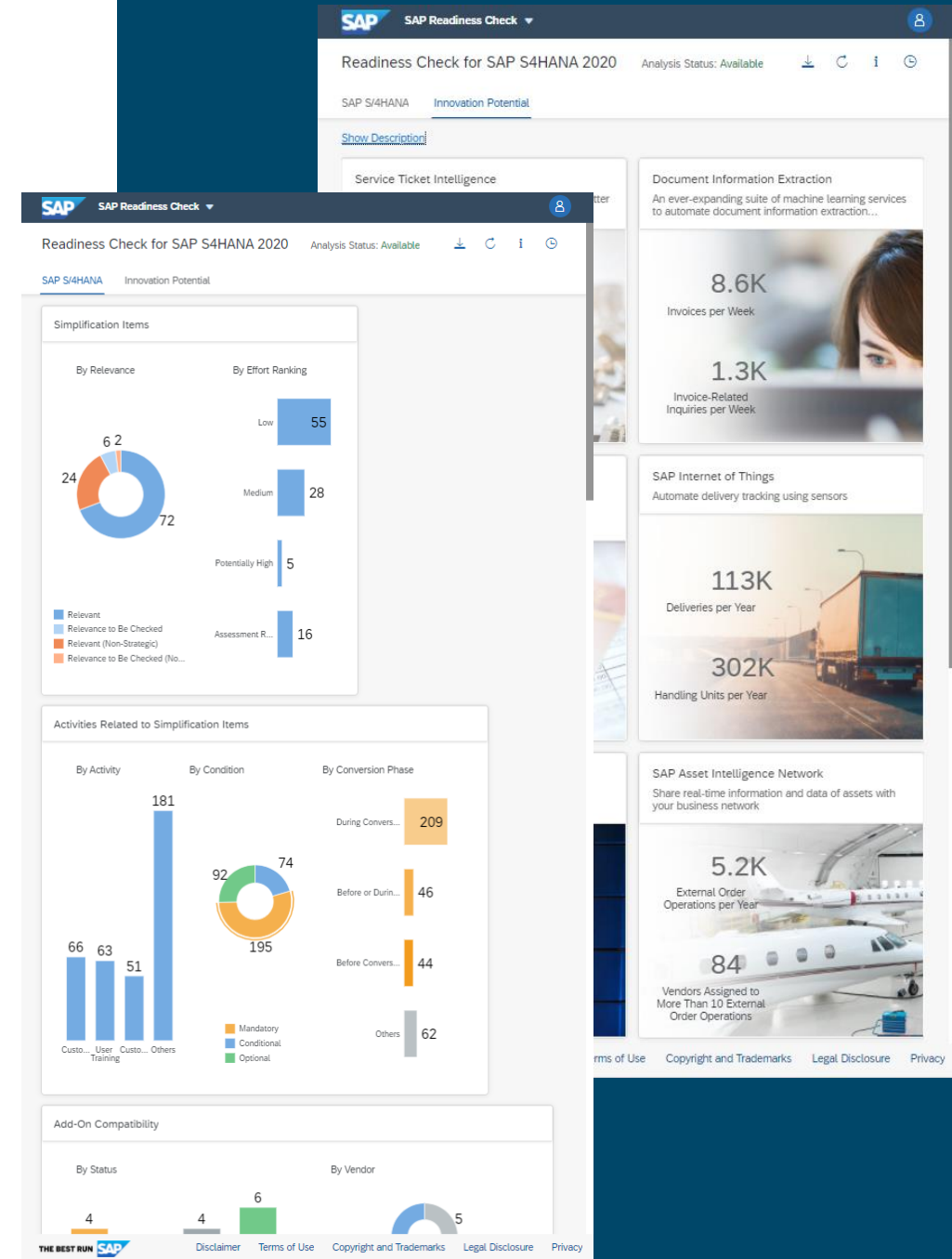
## Preparing for Your SAP S/4HANA Conversion

As you prepare your SAP S/4HANA transition project, it is critical to understand both the **technical and functional considerations** that can influence the project scope and duration.

SAP Readiness Check for SAP S/4HANA provides customers with the **analysis tools and an interactive dashboard** to evaluate an existing SAP ERP system in preparation for the transition to SAP S/4HANA.

*Have you ever wondered...*

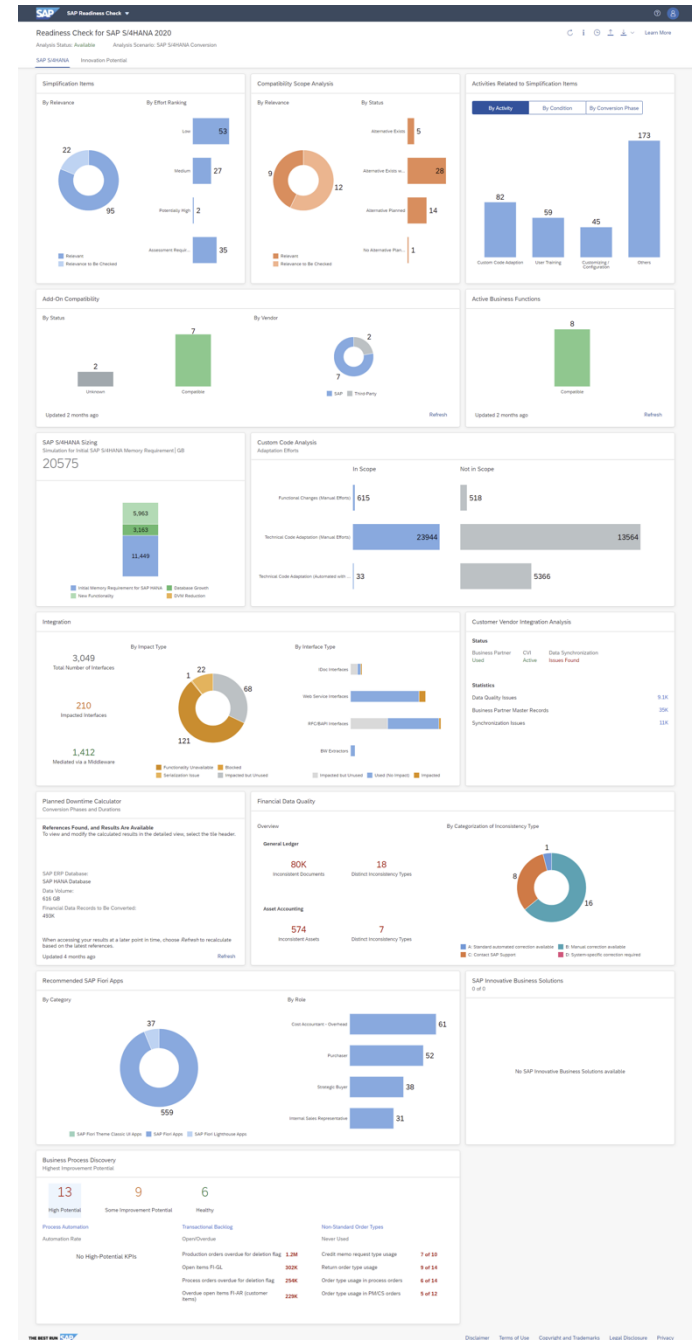
- Which **SAP S/4HANA simplification items** are relevant for you?
- Which **project activities** are behind each simplification item and how high is the effort?
- Will my **custom code** work with SAP S/4HANA, and if not, what do I do?
- Are my **add-ons** and **business functions** compatible with SAP S/4HANA?



# SAP Readiness Check for SAP S/4HANA

## Available Checks and Analyses

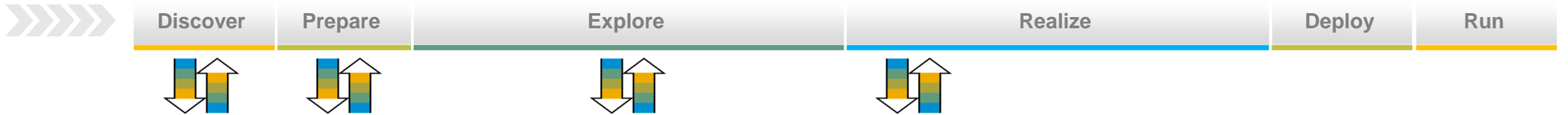
- Simplification Items
- Compatibility Scope Analysis
- Activities Related to Simplification Items
- Add-On Compatibility
- Active Business Functions
- SAP S/4HANA Sizing
- Custom Code Analysis
- Integration
- Customer Vendor Integration Analysis
- Planned Downtime Calculator
- Financial Data Quality
- Recommended SAP Fiori Apps
- SAP Innovative Business Solutions
- Business Process Discovery
- Innovation Potential





# SAP Readiness Check for SAP S/4HANA

## Overview of the Dashboard



### SAP Readiness Check for SAP S/4HANA

**Relevant simplification items** based on analysis of the existing SAP ERP system; with **effort ranking**

Simplification items relevant for **compatibility packages** to run classic SAP ERP solutions on SAP S/4HANA

Currently installed **add-ons** checked for compatibility with SAP S/4HANA

Estimated memory and disk **sizing**, before and after cleanup, including archiving potential

Integration analysis, which includes a **detailed interface inventory** of identified interfaces and **conversion related impact analysis**

**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

Identification of **financial data inconsistencies** and **effort drivers** in preparation for the financial data conversion

**Additional checks** support:

- Customer/vendor integration
- Business process automation
- Recommended SAP Fiori Apps
- SAP Innovative Business Solutions

- A holistic system analysis is the foundation for further planning steps toward a successful and smooth SAP S/4HANA system transition.
- SAP Readiness Check for SAP S/4HANA **summarizes the most important aspects of the conversion in an easily consumable way.**



[SAP Help Portal: SAP Readiness Check](#)  
SAP Note [2913617](#) (Conversions)

# 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 and 8).

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.

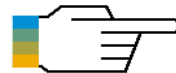
Preparation Step	SAP Note	Component for issues	Mandatory	Comment
Setting up SAP	2758146	SV-SCS-	Yes	SAP Note 2758146 is a prerequisite for executing SAP

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/>

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# 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)	   <p>SAP ERP system      SAP S/4HANA</p>	<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)	    <p>SAP ERP or third-party system(s)      SAP S/4HANA SAP S/4HANA Cloud</p>	<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>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>		



[SAP Community blog: How to find my path to SAP S/4HANA](#)

# SAP Enterprise Support Value Maps

**SAP Enterprise Support value maps** – an empowerment and support program, which leads you through the knowledge, skills, experts and services needed to address business challenges and adopt intelligent technologies. Learn more [here](#).



## Program Offerings

- **Prescriptive guidance** - Structured content enables guided journey, simplification, and accelerated consumption of content
- **Expert access** - SAP experts provide prescriptive guidance, best practices and technology insight
- **Social Collaboration** - Forums allow you to exchange ideas and best practices with SAP experts and peers
- **Empowerment** - Interactive learning formats to empower you with the knowledge and skills for realizing your deployment strategy



## User Benefits

- **Advance** digital skill level with interactive learning formats
- **Achieve** deployment and operational goals
- **Maximize** the value of your SAP solutions
- **Reduce** training expenditures
- **Get quick** advice from SAP experts and peers
- **Easy** access to latest news and releases
- **Access** to virtual events with leading experts
- **Record** of learning accomplishments

## Available value maps

[SAP S/4HANA](#)

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

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

[SAP SuccessFactors HXM Suite](#)

[SAP Analytics Solutions](#)

[SAP Customer Experience solutions](#)

[SAP Business Technology Platform](#)

[Business Process Transformation](#)

[Data Volume Management](#)

[SAP Digital Supply Chain](#)

[Application Lifecycle Management](#)

[Business Process Improvement](#)

[Security](#)

[SAP Ariba solutions](#)

# SAP Enterprise Support Value Maps

How to register and access value maps in 2 steps

## Step 1

Request access to SAP Learning Hub, edition for SAP Enterprise Support. Watch [the video](#) and refer to our [tutorial](#) to learn how to sign up and use the hub. If you are already registered you should use 'Access Value Maps' button.

Sign Up



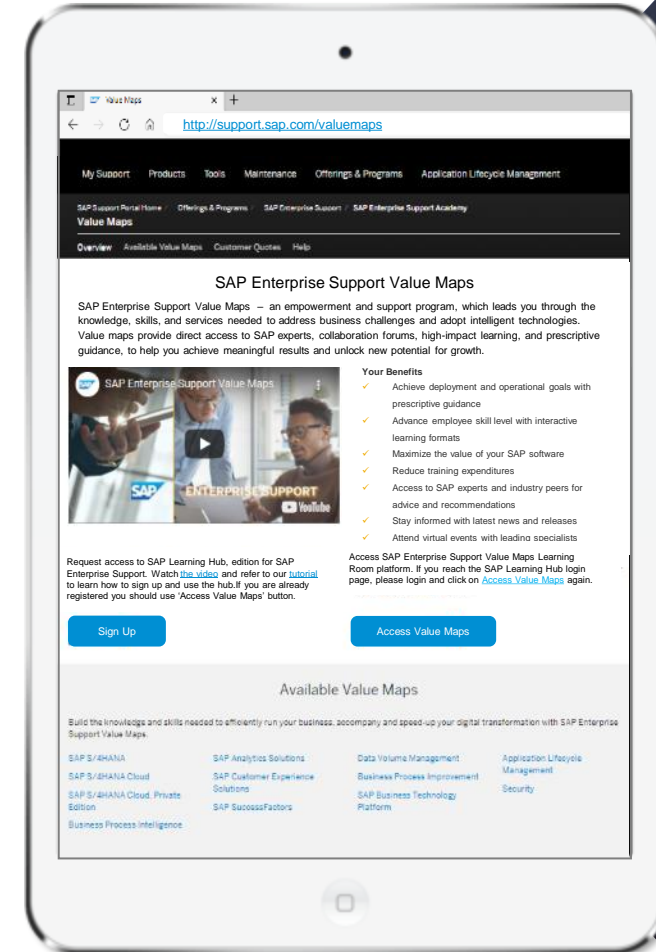
## Step 2

Access SAP Enterprise Support Value Maps Learning Room platform. If you reach the SAP Learning Hub login page, please login and click on [Access Value Maps](#) again.

Access Value Maps



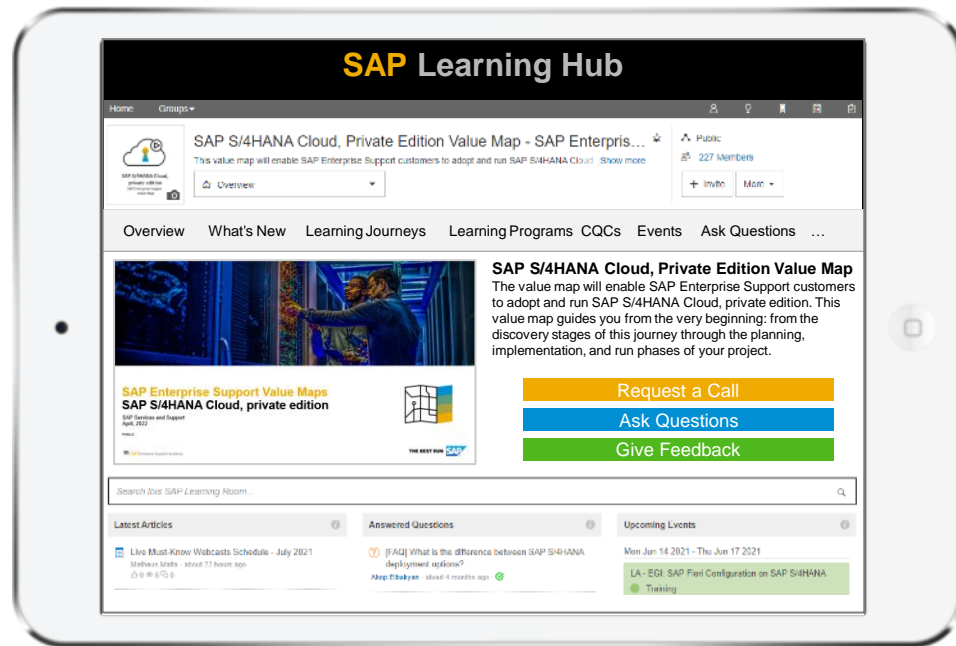
| Learn more: <https://support.sap.com/valuemaps>



# SAP Enterprise Support Value Maps

## Explore the value map for SAP S/4HANA Cloud, private edition

The value map will enable SAP Enterprise Support customers to adopt and run SAP S/4HANA Cloud, private edition. It will guide you from the very beginning: from the discovery stages of this journey through the planning, implementation, and run phases of your project



- Discover the value of SAP S/4HANA Cloud, private edition; get to know RISE with SAP
- **Define your transition path (new Implementation, system conversion, or selective data transition) to SAP S/4HANA Cloud, private edition**
- Understand the tools for your journey to SAP S/4HANA Cloud, private edition
- Utilize SAP Readiness Check for SAP S/4HANA Cloud, private edition
- Understand SAP Activate for SAP S/4HANA Cloud, private edition
- Understand how to perform an SAP S/4HANA transition for new implementation, system conversion, or selective data transition
- For system conversion, have a comprehensive overview of the required prerequisites, the potential risks, and main effort drivers
- For system conversion, understand some of the key preparation topics such as custom code adaptation and conversion of accounting
- For new implementation, understand how to migrate your legacy data using SAP S/4HANA Migration Cockpit
- Learn about SAP Fiori implementation and embedded analytics
- Leverage Continuous Quality Check services to ensure a smooth go-live
- Learn about new innovations and continue value generation

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

## 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.

### Plan and execute your system conversion to SAP S/4HANA Cloud, private edition

[Access Learning Program >>](#)

### Prepare for your sandbox conversion to SAP S/4HANA Cloud, private edition

[Access Learning Program >>](#)

### Learn SAP S/4HANA Finance

[Access Learning Program >>](#)

### Learn SAP S/4HANA Central Finance

[Access Learning Program >>](#)

### Learn SAP S/4HANA Logistics

[Access Learning Program >>](#)

### Understand SAP Readiness Check for SAP S/4HANA

[Access Learning Program >>](#)

### Prepare for conversion to SAP S/4HANA Finance

[Access Learning Program >>](#)

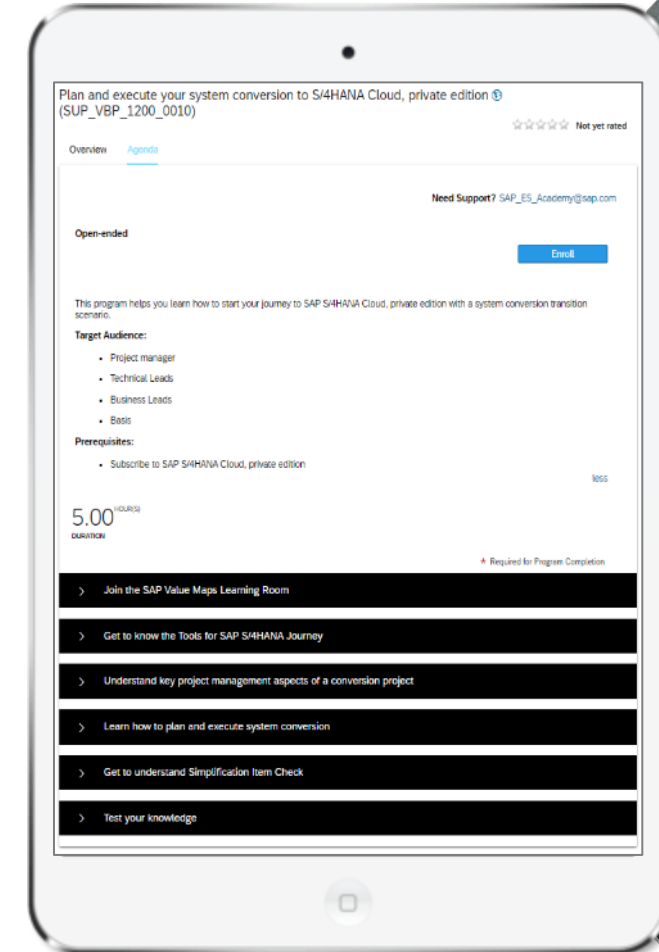
### Prepare your custom code for SAP S/4HANA

[Access Learning Program >>](#)

### Prepare Your SAP Fiori Implementation for SAP S/4HANA

[Access Learning Program >>](#)

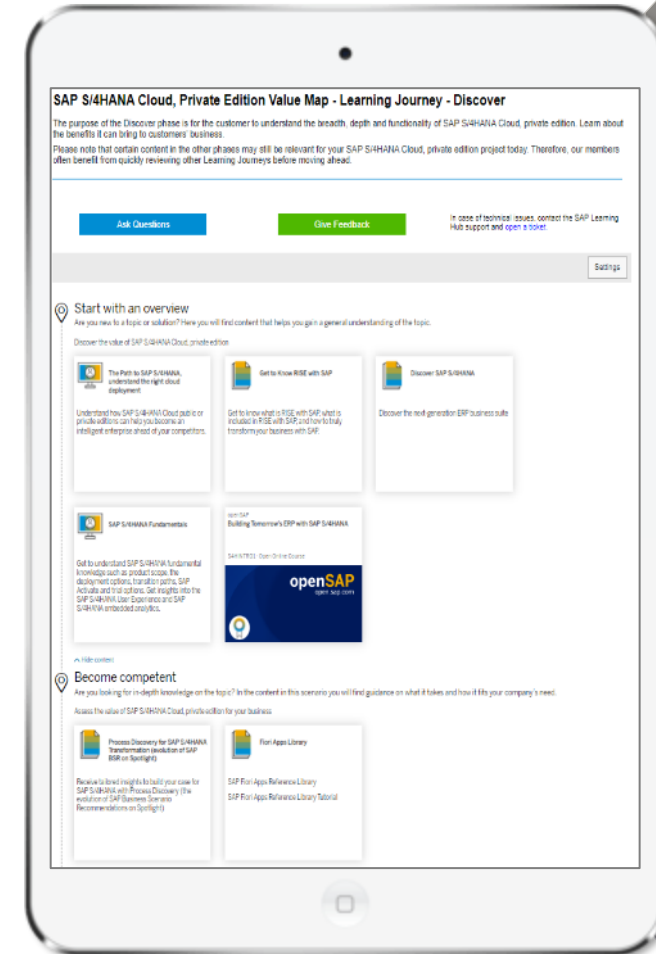
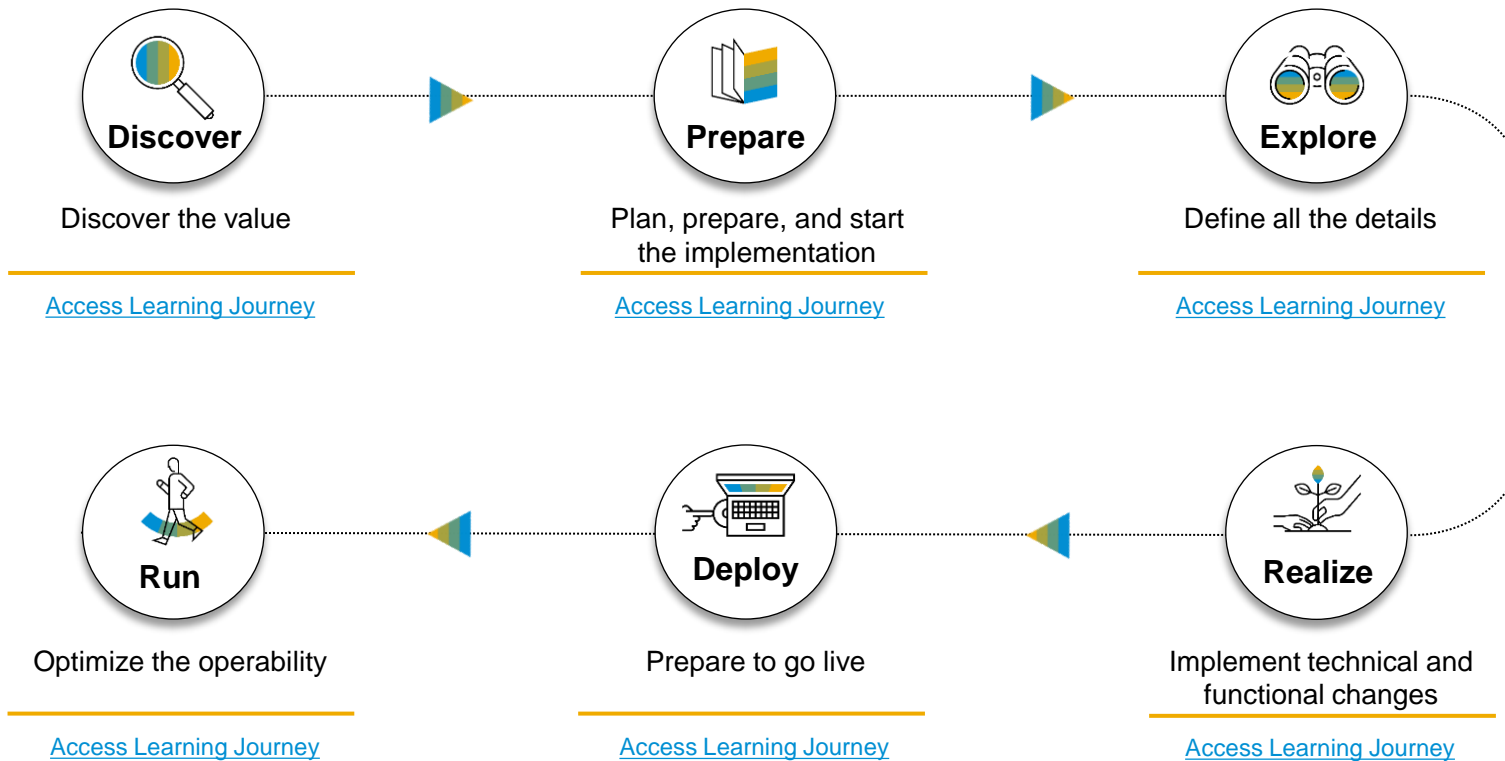
Access more learning programs [here](#)





# SAP Enterprise Support Value Map for SAP S/4HANA Cloud, private edition Learning Journeys

A **learning journey** is an interactive visual guide designed to help you complete your learning and empowerment path for a particular SAP topic by exploring, filtering, and accessing a curated set of SAP Enterprise Support offerings and learning assets.



# Quick Wins

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# Thank you.

For questions after this session, contact



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