

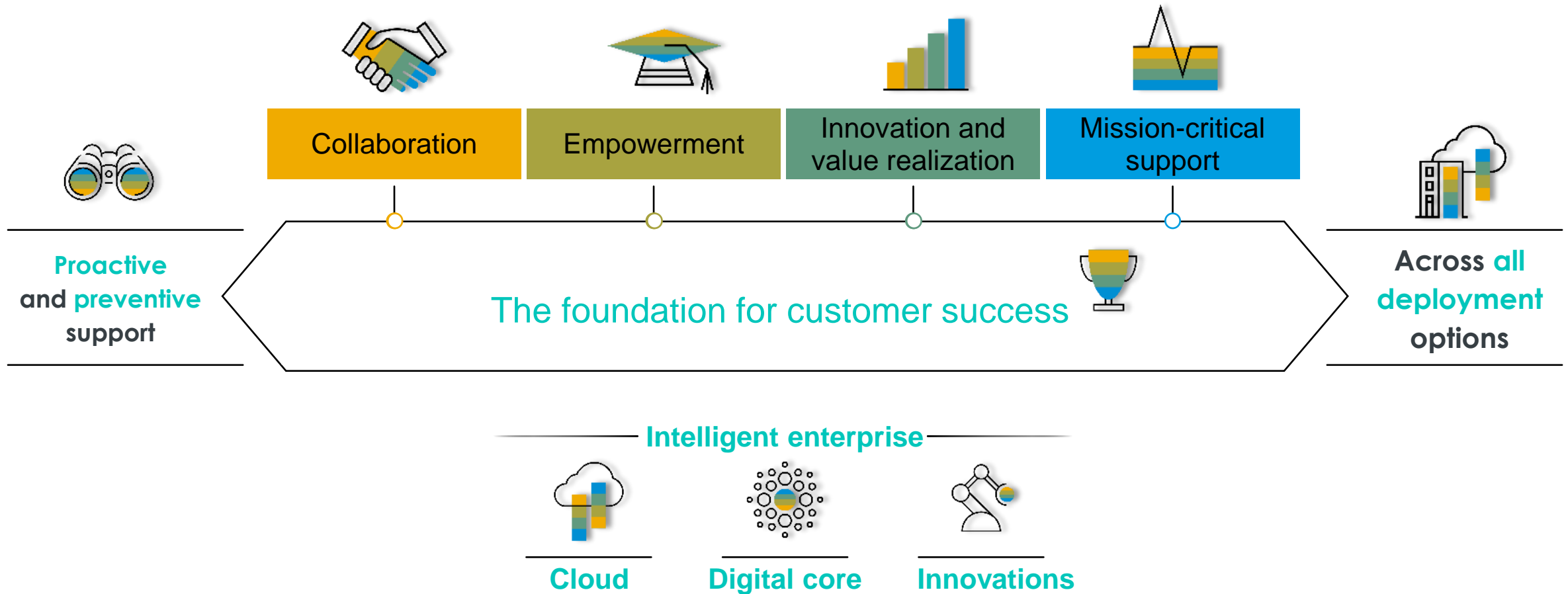


Let Support....you know....*Actually* Support Your Journey to SAP S/4HANA

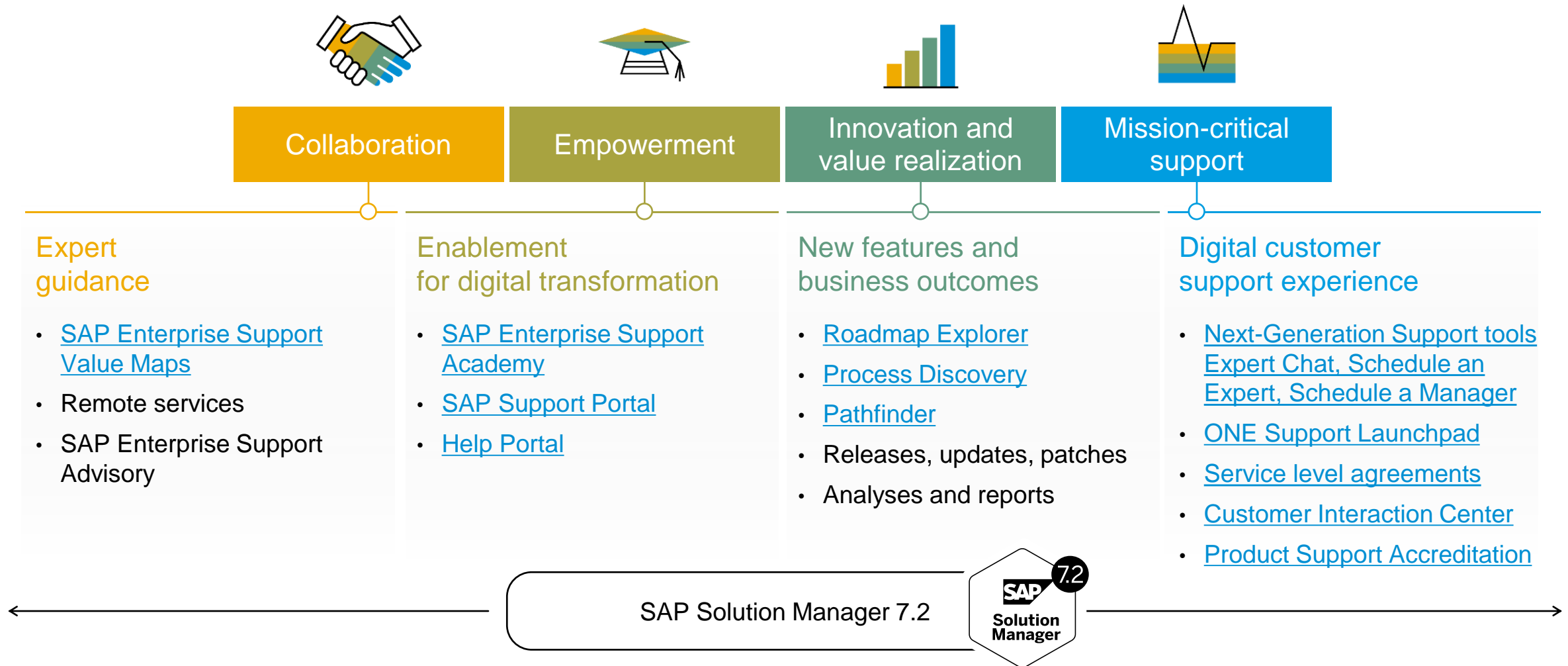
VerNeil Mesecher – Sr. Dir., Customer Engagement Events Liaison, North America

PUBLIC

Key Deliverables of SAP Enterprise Support



Key Deliverables of SAP Enterprise Support



ASUG Pulse of the SAP Customer

2022

SAP S/4HANA Migrations

SAP S/4HANA Implementation Plans



23%

more than two
years from now

16%

within seven to
24 months

3%

will move within the
next six months

44%

are live/started
to move

3%

are not considering
a move

12%

have plans on hold

Top Ways Organizations Find SAP S/4HANA Skills



Permanent staff who
learned SAP S/4HANA
on the job



Independent consultants/
temporary staff with
SAP S/4HANA skills



Implementation partner



Permanent staff
who possessed
SAP S/4HANA skills

Visit asug.com/PulseoftheSAPCustomer for more information



Americas' SAP Users' Group (ASUG) conducted its annual Pulse of the SAP Customer study in October 2021. The results are based on responses from 715 participants who are members of ASUG, the world's largest independent SAP user group.



GETTING STARTED with Innovation & Value Realization

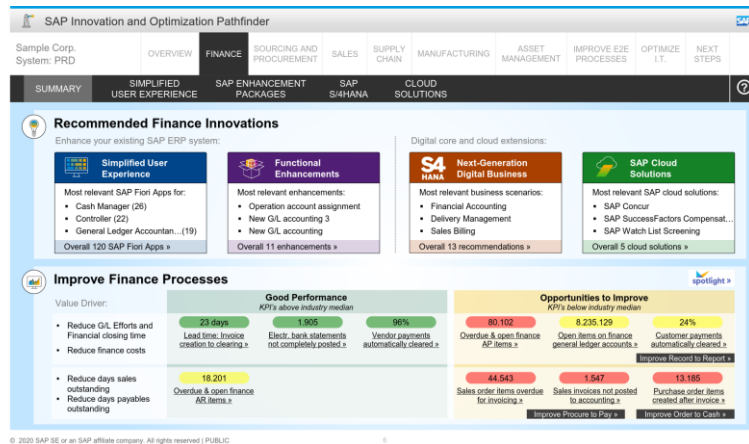
Customer Value Experience – Engagement Tools

I Starting Point

SAP Innovation and Optimization Pathfinder on Spotlight for SAP ERP or SAP S/4HANA

Innovation recommendations, industry benchmarks and optimization potentials for business and IT

<http://www.sap.com/pathfinder>



I Detailed Recommendations

SAP S/4HANA with Process Discovery

Recommendations for SAP S/4HANA and Cloud

<http://www.s4hana.com/>

SAP Fiori Apps Recommendations

Improvement through SAP Fiori Apps

<http://www.sap.com/fiori-apps-library>

<http://www.sap.com/FAR>

SAP Roadmap Explorer

Improvement through software enhancements / innovations

<http://roadmaps.sap.com>

SAP Solution Manager Value Report

Business case for SAP Solution Manager

<http://www.sap.com/solman-value>

SAP Transformation Navigator, SAP S/4HANA Readiness Check, ...

Product roadmap for your digital transformation journey

<http://www.sap.com/transformationnavigator>

https://help.sap.com/viewer/p/SAP_READINESS_CHECK

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>

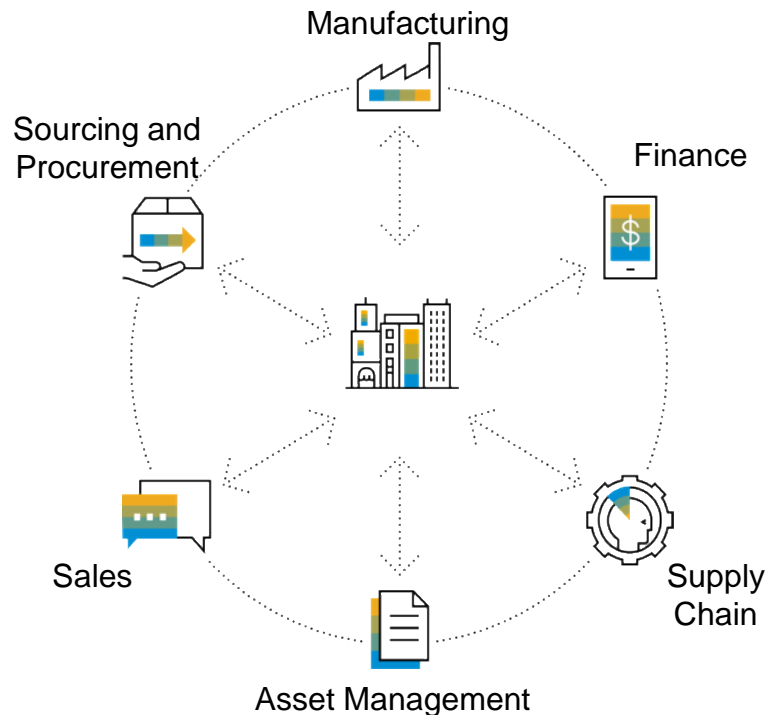
Agenda - Quick Wins

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

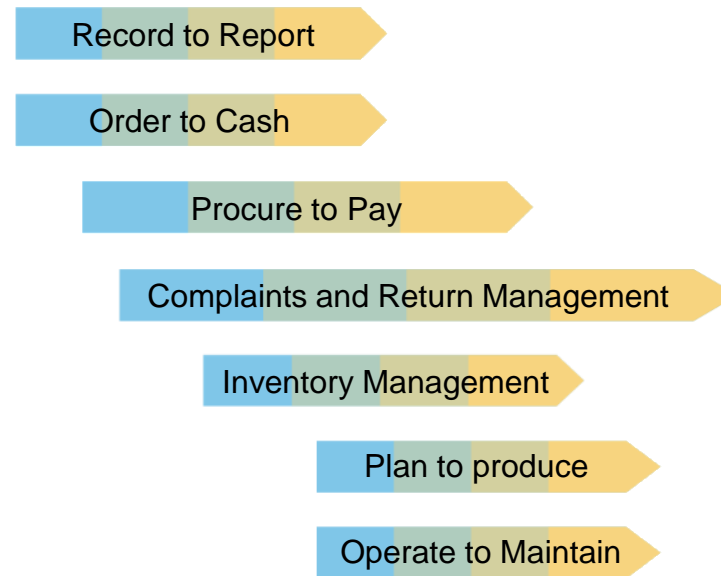
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<http://support.sap.com/valuemaps>

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

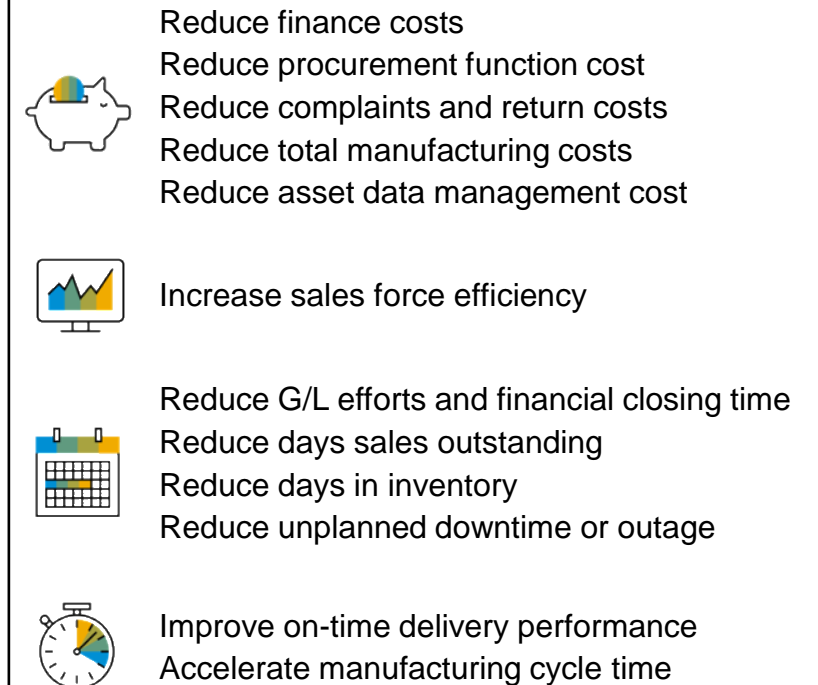
6 Lines of Business



7 End-to-end Processes

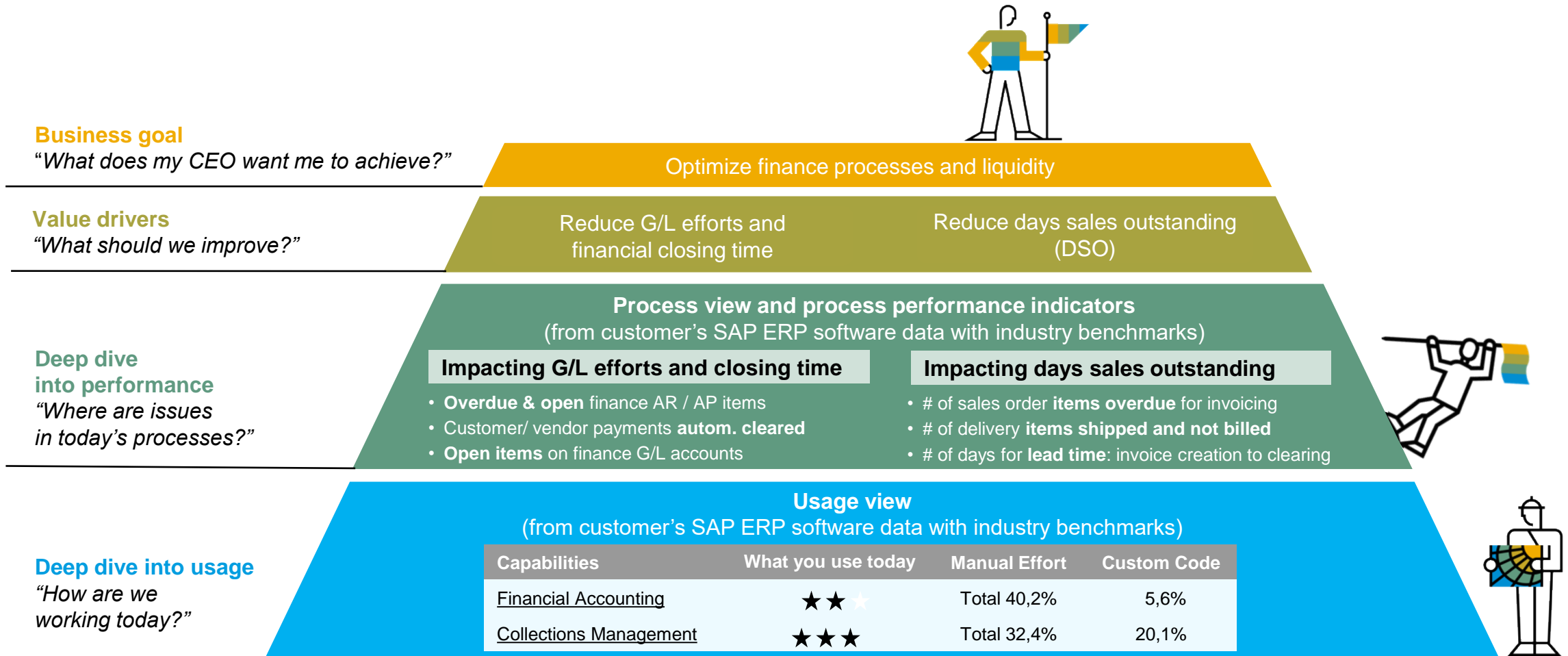


12 Optimization goals

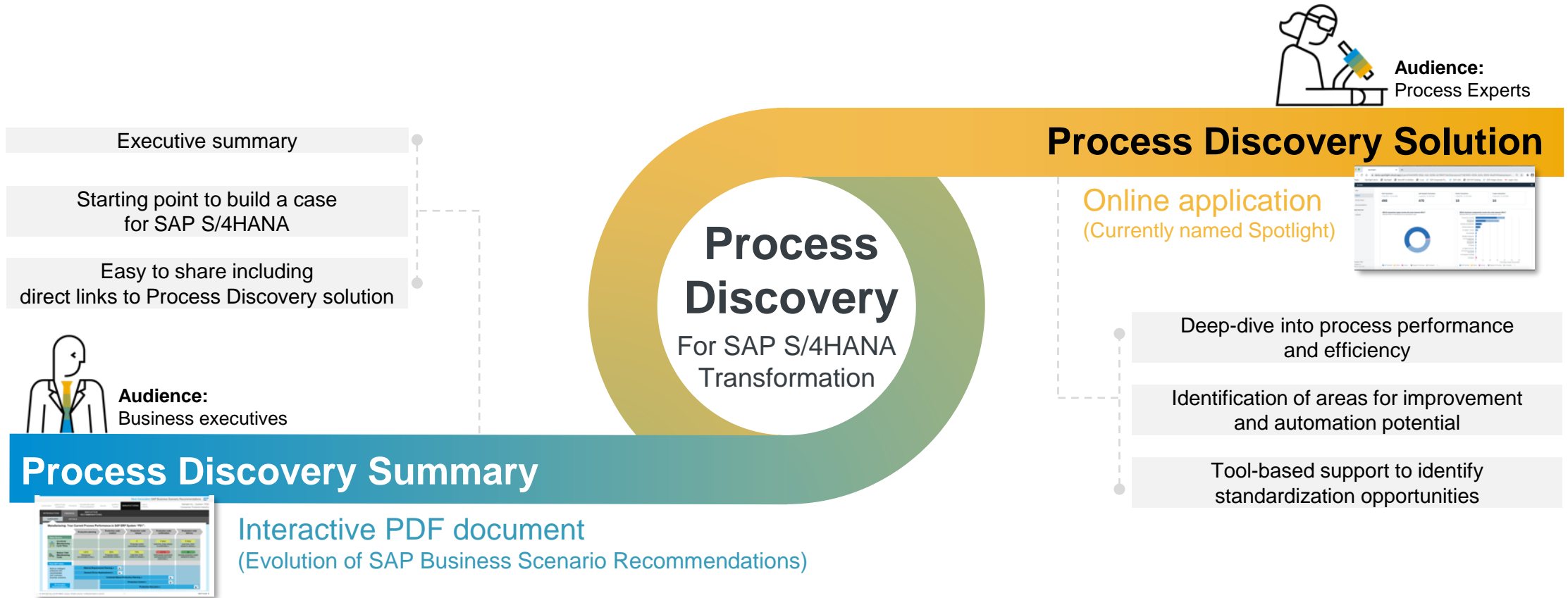


~ 60 process performance metrics selected out of a [set of 1300+ readily available KPIs](#) in SAP Solution Manager, supporting the need to MOVE to SAP S/4HANA, collected from the customer's SAP ERP systems and benchmarked against peers (3000+ data sets per January 2021).

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



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





Process Discovery Summary for SAP S/4HANA Transformation

Evolution of SAP Business Scenario Recommendations on Spotlight

Customer Name: Sample Inc.

Customer Number: 12345

Date of analysis: 16 Jul, 2021

Country/Region: Germany

System ID: PRD

Current Release: SAP ERP - EHP6

Database: Oracle

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

Aug 2019 → Jan 2020

Top Opportunities to Improve

Sales invoices not posted to accounting
January 2020

1.5K

Lead time: Prod. order creation to release
January 2020 (weekly)

23.6 Days

Sales order items overdue for invoicing
January 2020

44.5K

Manual price condition changes on sales orders
January 2020 (weekly)

9.9K

Top Performance

Work orders in phase created
January 2020 (weekly)

1

Lead time: Purchase requisition creation to PO
January 2020 (weekly)

<0.1 Days

Work orders in phase released
January 2020

784

Work orders not settled
January 2020 (monthly)

51

Top Recommendations

View All

SAP S/4HANA Capabilities

Delivery Management

●●●

Usage-Based Relevance

●●●

Industry Popularity

SAP S/4HANA Capabilities

External Processing

●●●

Usage-Based Relevance

●●●

Industry Popularity

SAP S/4HANA Capabilities

Financial Accounting

●●●

Usage-Based Relevance

●●●

Industry Popularity

SAP S/4HANA Capabilities

Goods Movement

●●●

Usage-Based Relevance

●●●

Industry Popularity

- Start
- Reports
- Activity Viewer
- Recommendations

Recommendations

Leverage the optimization potential identified in your ERP system

Aug 2019 → Jan 2020

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	<div>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, ACACTREE02, 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</div> 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

Agenda - Quick Wins

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

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 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.

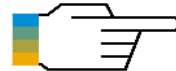
Preparation Step	SAP Note	Component for issues	Mandatory	Comment
Setting up SAP	2758146	SV-SCS-	Yes	SAP Note 2758146 is a prerequisite for executing SAP

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/>

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**

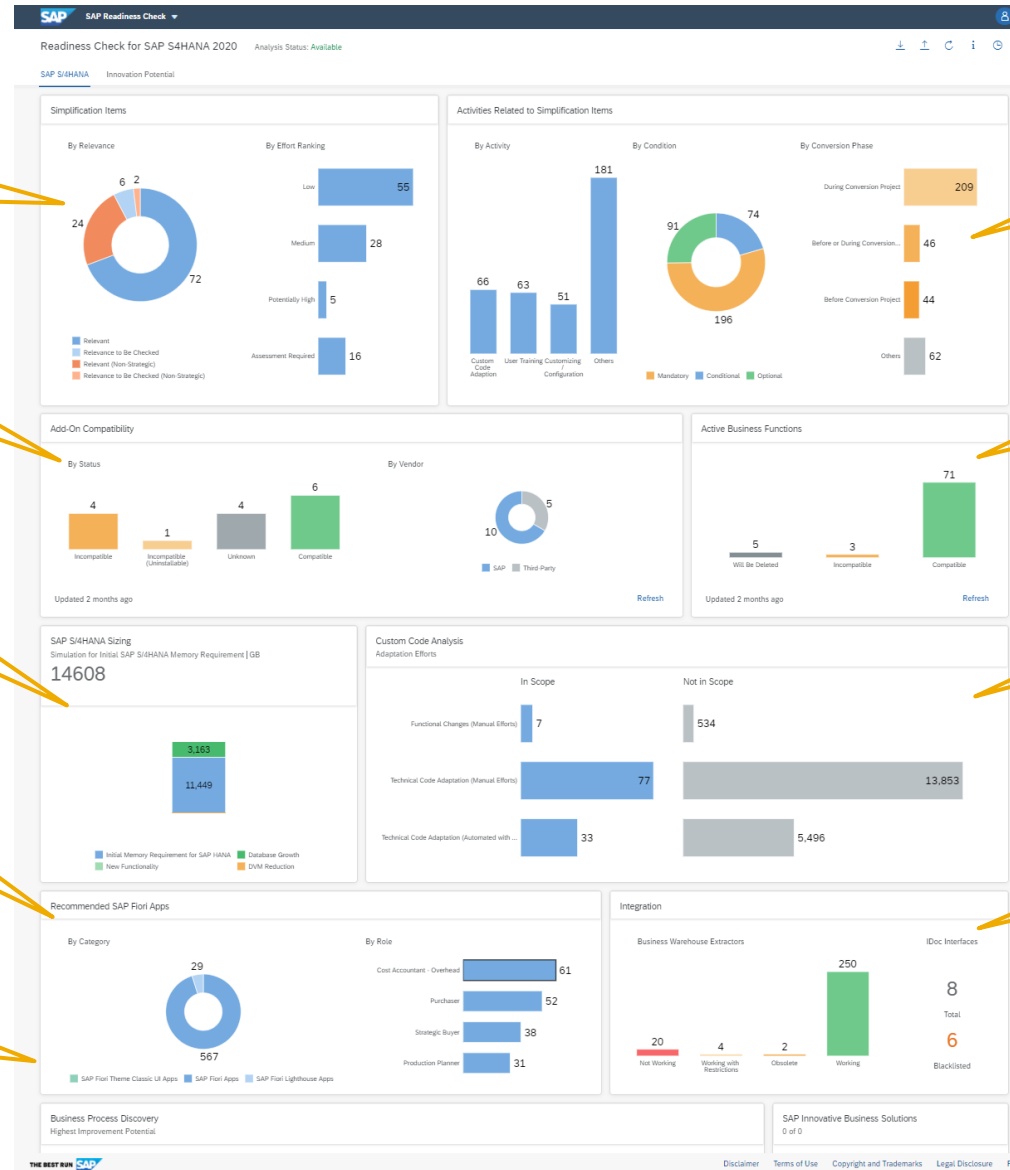
Currently installed **Add-Ons** checked for compatibility with SAP S/4HANA

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**

Interpreting the Results of SAP Readiness Check for SAP S/4HANA

SAP Learning Hub

Understand SAP Readiness Check for SAP S/4HANA ⓘ
(SUP_VBP_0030_0000)

☆☆☆☆ Not yet rated

Overview **Agenda**

Need Support? SAP_ES_Academy@sap.com

Open-ended 0.00%

SAP Readiness Check for SAP S/4HANA provides an overview of the most important aspects for an SAP ERP 6.0 system conversion to SAP S/4HANA Cloud, private edition or SAP S/4HANA. This program helps you learn what is SAP Readiness Check for SAP S/4HANA, how to execute the tool and how to read the Result. This program is also relevant for existing SAP ECC customers who'd like to start a new implementation to SAP S/4HANA Cloud, private edition or SAP S/4HANA.

Goals:

- Get to know what SAP Readiness Check for SAP S/4HANA is

[More](#)

10.50^{HOURS}

DURATION

★ Required for Program Completion

> Join the SAP Value Maps Learning Room

> Get to know SAP Readiness Check

▼ Understand how to execute SAP Readiness Check and read the results

 Understanding SAP Readiness check for SAP S/4HANA

[REGISTER NOW>](#)

The SAP Readiness Check for SAP S/4HANA is a critical tool BEFORE starting an SAP S/4HANA conversion or new implementation project. In this live interactive webinar you will learn why, when, how to execute and read the results of this tool.

Goals:

- Understand at a high level why it is so important to know how SAP S/4HANA differs from SAP ERP for appropriate project planning

[More](#)

 SAP Readiness check tool for SAP S/4HANA

[REGISTER NOW>](#)

The SAP Readiness Check for SAP S/4HANA is a very important tool in your journey to SAP S/4HANA. Learn with our experts how to execute it, how to navigate and how to understand the different tabs.

Goals:

- Customer will be enabled to prepare and run the SAP Readiness Check.
- Customer will understand how to navigate the SAP Readiness Check.
- Customer will be enabled to further analyze the results and understand initial results of the report.

[More](#)

 Interpreting the Results of SAP Readiness Check for SAP S/4HANA

[START COURSE>](#)

SAP Readiness Check for SAP S/4HANA is an optional tool, which provides you with critical information during the discovery and preparation phase of your SAP S/4HANA conversion project. SAP Readiness Check for SAP S/4HANA is mainly intended for S/4HANA conversion projects, but gives also critical information for New Implementation scenarios.

This tutorial is the successor of our MTE "Introduction to SAP Readiness Check for SAP S/4HANA" where you will learn how to execute SAP Readiness Check for SAP S/4HANA. This tutorial is aimed at customers that have their Readiness Check results at hand and want to receive guidance how to understand each tile of their check and derive next steps.

[More](#)

 Launch SAP Readiness Check for SAP S/4HANA

[Mark Complete](#)

Access the feature scope description of SAP Readiness Check for SAP S/4HANA. Launch SAP Readiness Check for SAP S/4HANA tool.

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

GETTING STARTED with Collaboration

SAP Enterprise Support–next-generation value maps

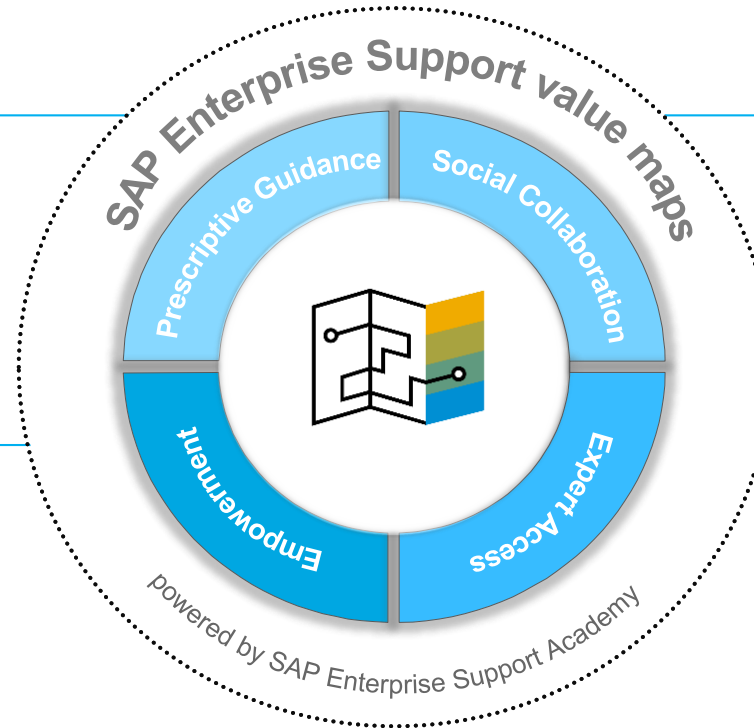
SAP Enterprise Support value maps – an empowerment and support program, which leads you through the knowledge, skills, and services needed to address business challenges and adopt intelligent technologies. Value maps provide direct access to SAP experts, collaboration forums, high-impact learning, and prescriptive guidance, to help you achieve meaningful results and unlock new potential for growth.

Prescriptive Guidance

Structured content enables guided journey, simplification, and accelerated consumption of needed enablement content across the entire lifecycle.

Empowerment

Interactive learning formats to empower you with the knowledge and skills for realizing your deployment strategy.



Social Collaboration

Collaboration forums allow you to get guidance and exchange ideas, and best practices with SAP experts and peers.

Expert Access

Access to SAP experts and industry peers for professional advice, best practices, business insight, and technology know-how.

Your Benefits



Advance digital skill level with interactive learning formats



Maximize the value of your SAP solutions



Get quick advice from SAP experts and peers



Access to virtual events with leading specialists



Achieve deployment and Operational goals



Reduce training expenditures



Easy access to latest news and releases



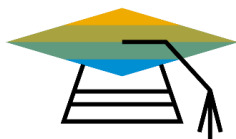
Record of learning accomplishments



Collaboration SAP Enterprise Support Value Maps



**Prescriptive Approach
to reach your objective**



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

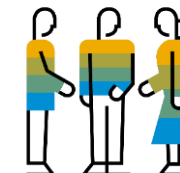
**>> Sign up
to available Value Maps**

Register to SAP Enterprise Support value maps.

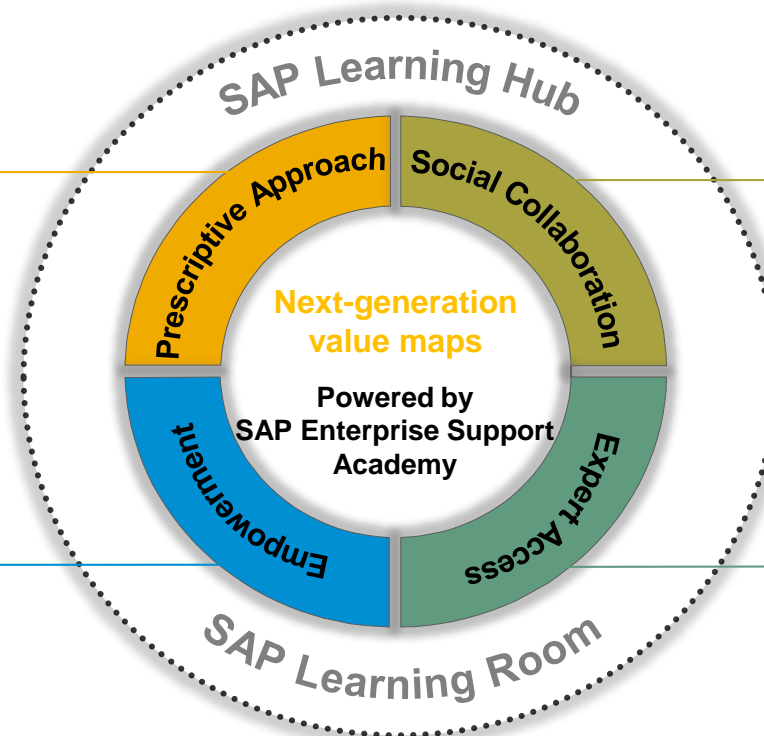
[<http://support.sap.com/valuemaps>]



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



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



[S/4HANA](#)

[S/4HANA
Cloud](#)

[S/4HANA
Cloud
Private Ed.](#)

[Success
Factors](#)

[Customer
Experience
solutions](#)

[Analytics](#)

[Ariba](#)

[Business
Technology
Platform](#)

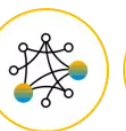
[Data
Volume
Management](#)

[Application
Lifecycle
Management](#)

[Business
Process
Improvement](#)













[Security](#)

[Business
Process
Transformation](#)



Transition to SAP S/4HANA

Different approaches to move to SAP S/4HANA

Type	Approach	Available for	Purpose
Reusing by in-place conversion 	System conversion (Tool: Software Update Manager)	   SAP ERP system SAP S/4HANA	Bringing your business processes to the new platform <ul style="list-style-type: none"> A complete technical in-place conversion of an existing ERP software system in SAP Business Suite to SAP S/4HANA Adoption of new innovations at your speed
Reengineering with data migration  Standardized  Customer tailored	New implementation (Tool: SAP S/4HANA migration cockpit)	   SAP ERP or third-party system(s) SAP S/4HANA	New implementation/reimplementation <ul style="list-style-type: none"> Reengineering and process simplification based on latest innovations Implementing innovative business processes with preconfigured content on a new platform Performing initial data load Retiring old landscape
	Landscape transformation (Customer-tailored service/consulting offering)	   SAP ERP or third-party system(s) SAP S/4HANA	Value-driven data migration to the new platform <ul style="list-style-type: none"> You need more than master data and open items, such as transactional data, complete or selected by a time slice 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

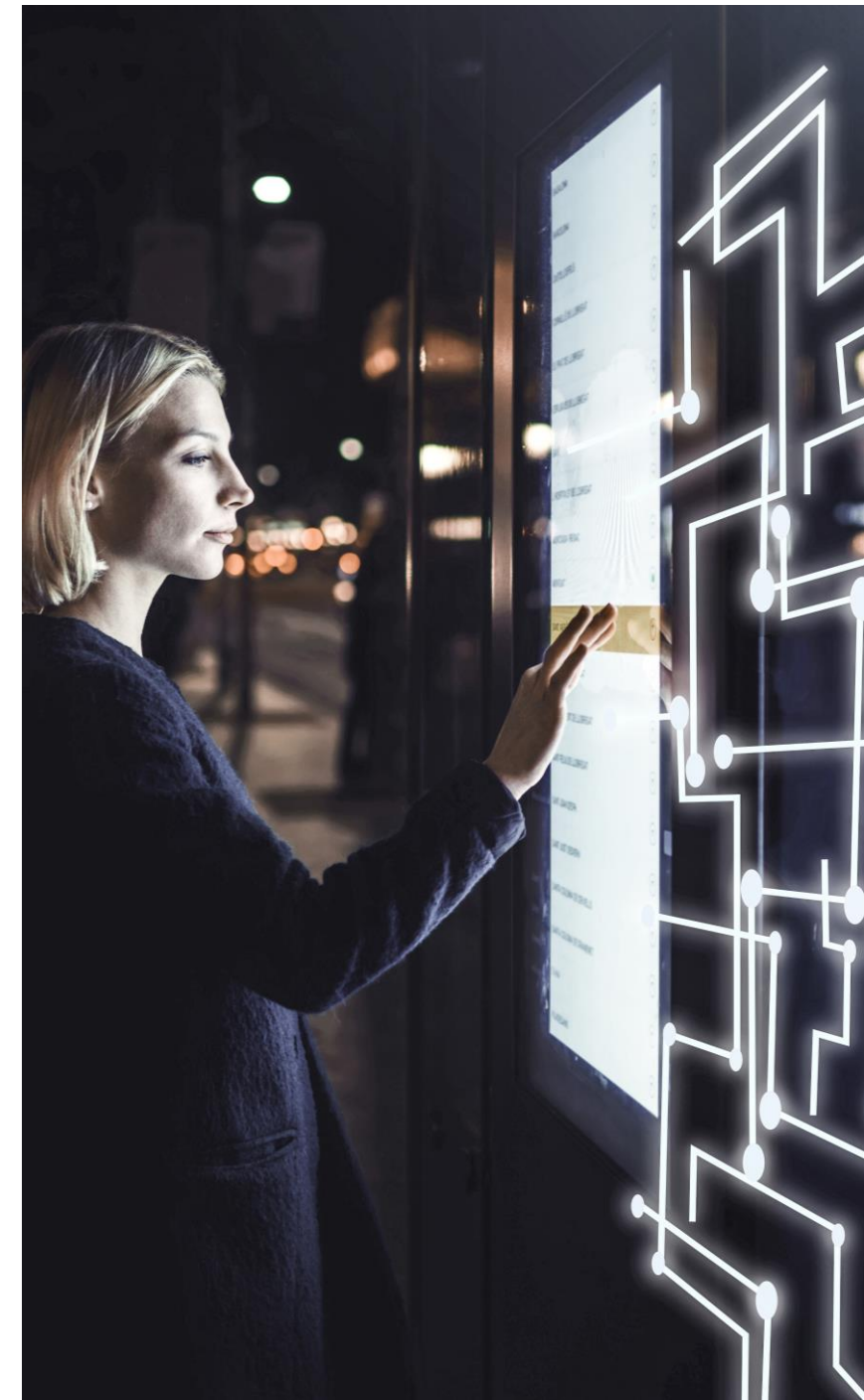
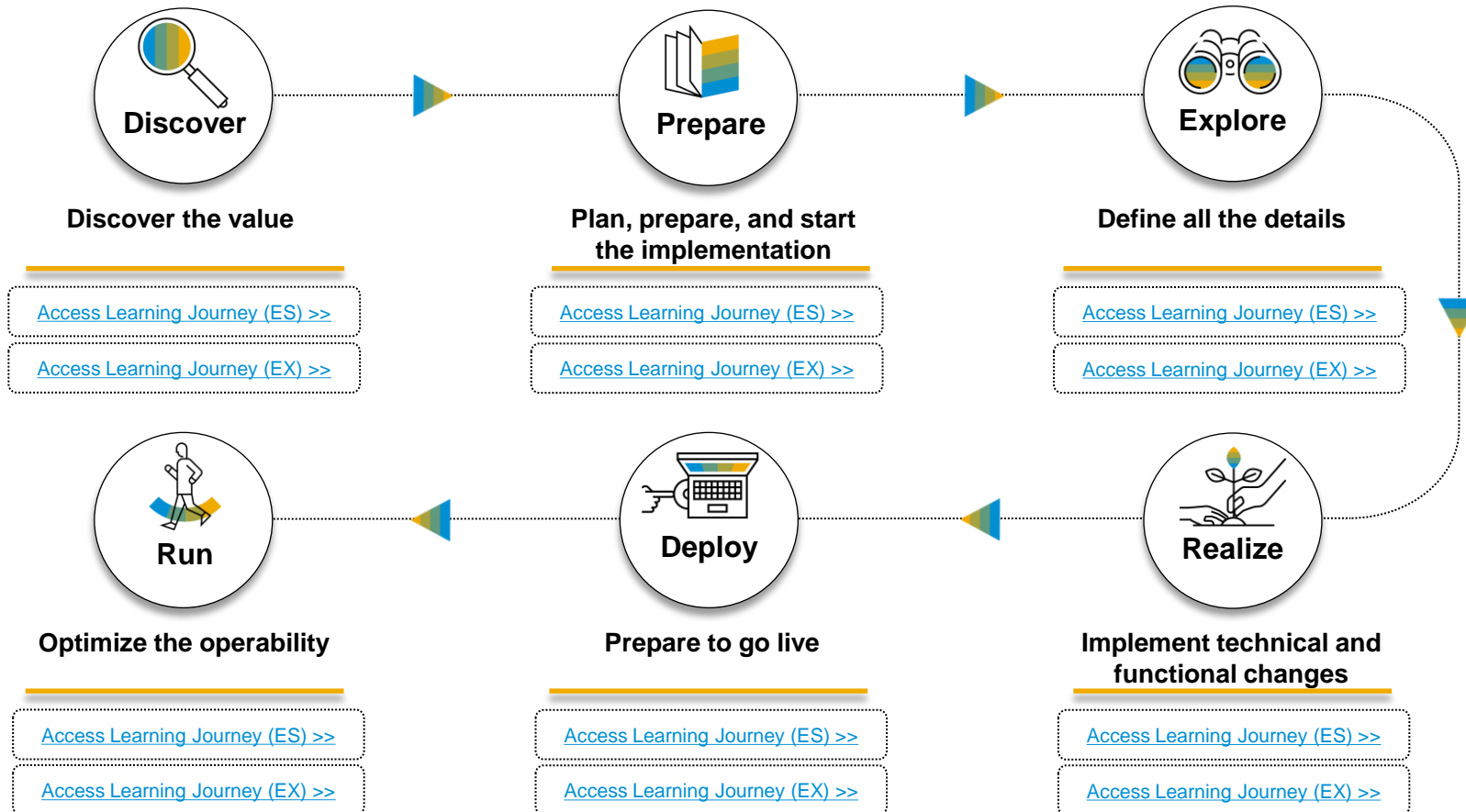


[SAP Community blog: How to find my path to SAP S/4HANA](#)

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).

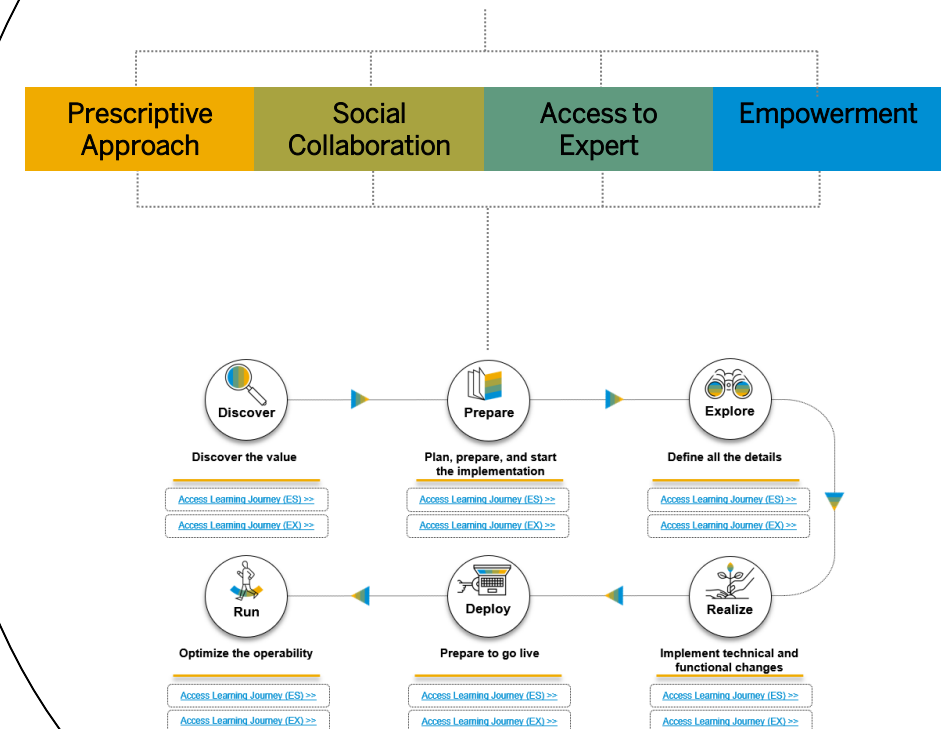


SAP Enterprise Support Value Map for SAP S/4HANA Cloud

Benefits

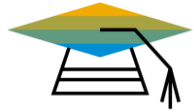
- Choose the best SAP S/4HANA Cloud solution for your business model
- Take the right next steps when planning an implementation project
- Configure your SAP S/4HANA Cloud solution in the most effective way
- Extend your SAP S/4HANA Cloud solution to cover your business processes
- Keep updated with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

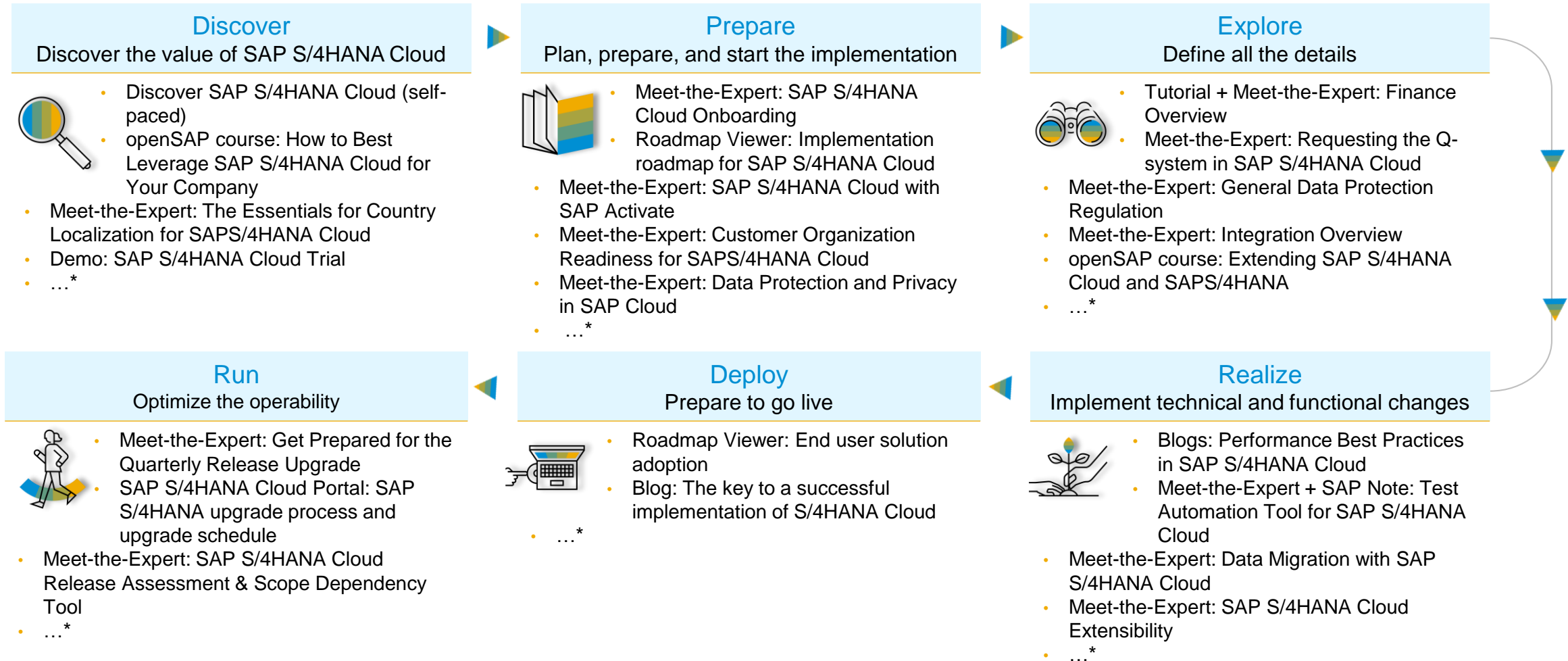
Learning Programs for SAP S/4HANA Cloud, Extended Edition

[Access Learning Programs >>](#)



GETTING STARTED with Collaboration

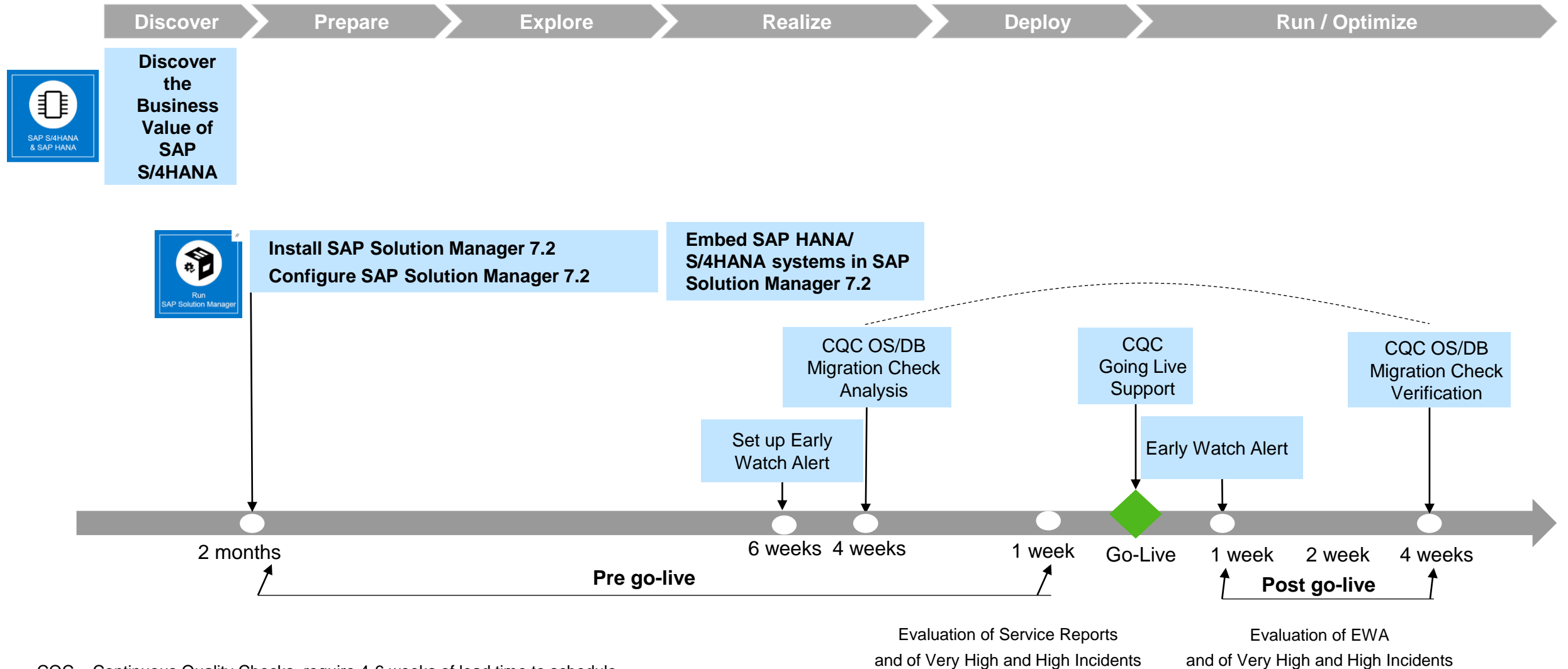
Example: SAP S/4HANA Cloud Value Map Learning Journey



*Please note that the complete content of the learning journey is available within SAP Enterprise Support value maps learning room.
Public

Recommended Services for the transition to S/4HANA

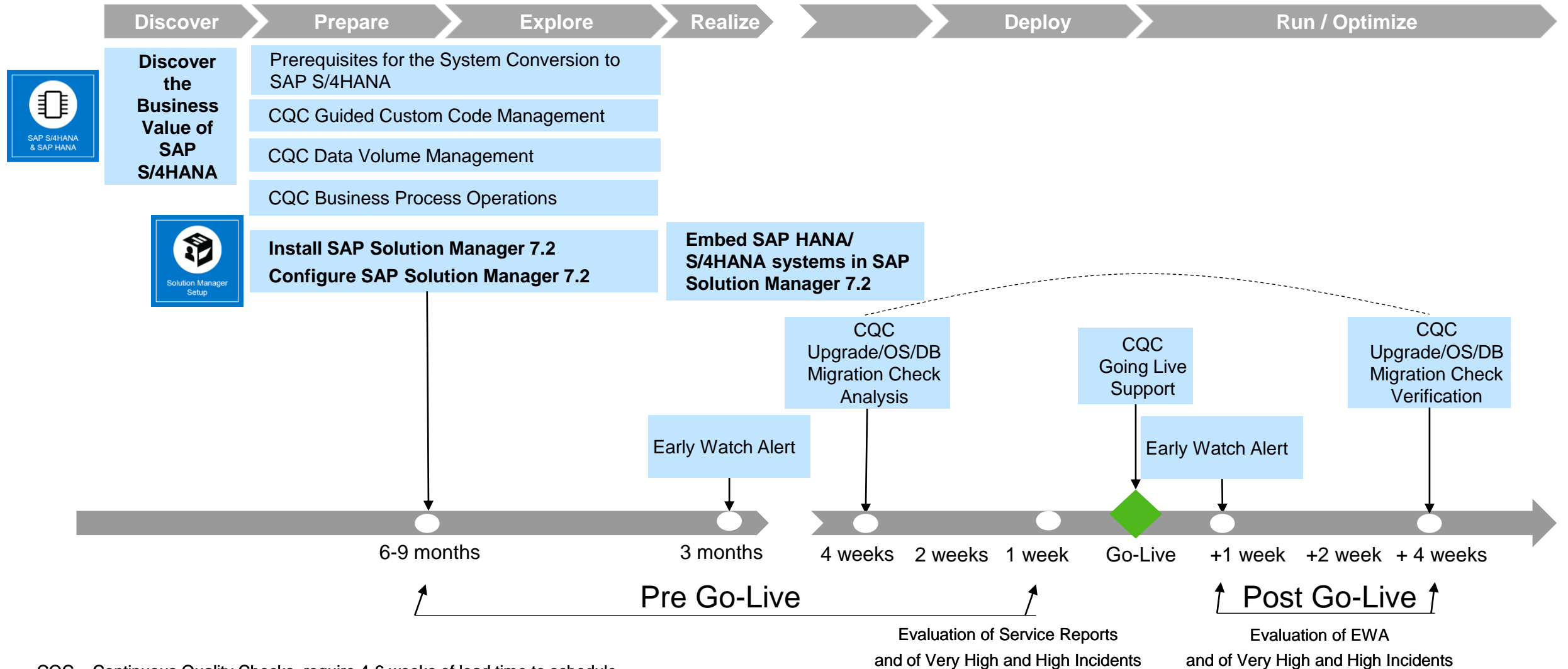
For New Implementation



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

Questions?



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Mobile +1 (214) 517-6668

E-Mail verneil.mesecher@sap.com



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