

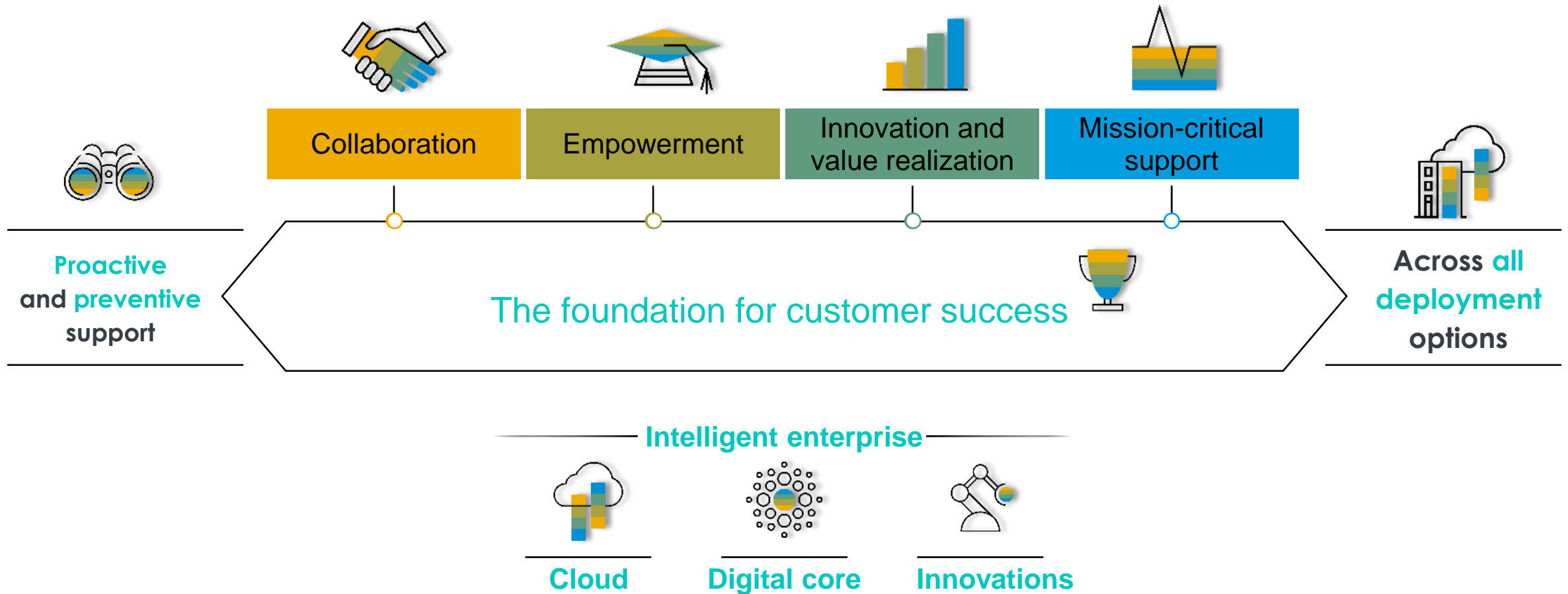


Let Support....you know....*Actually* Support Your Journey to SAP S/4HANA

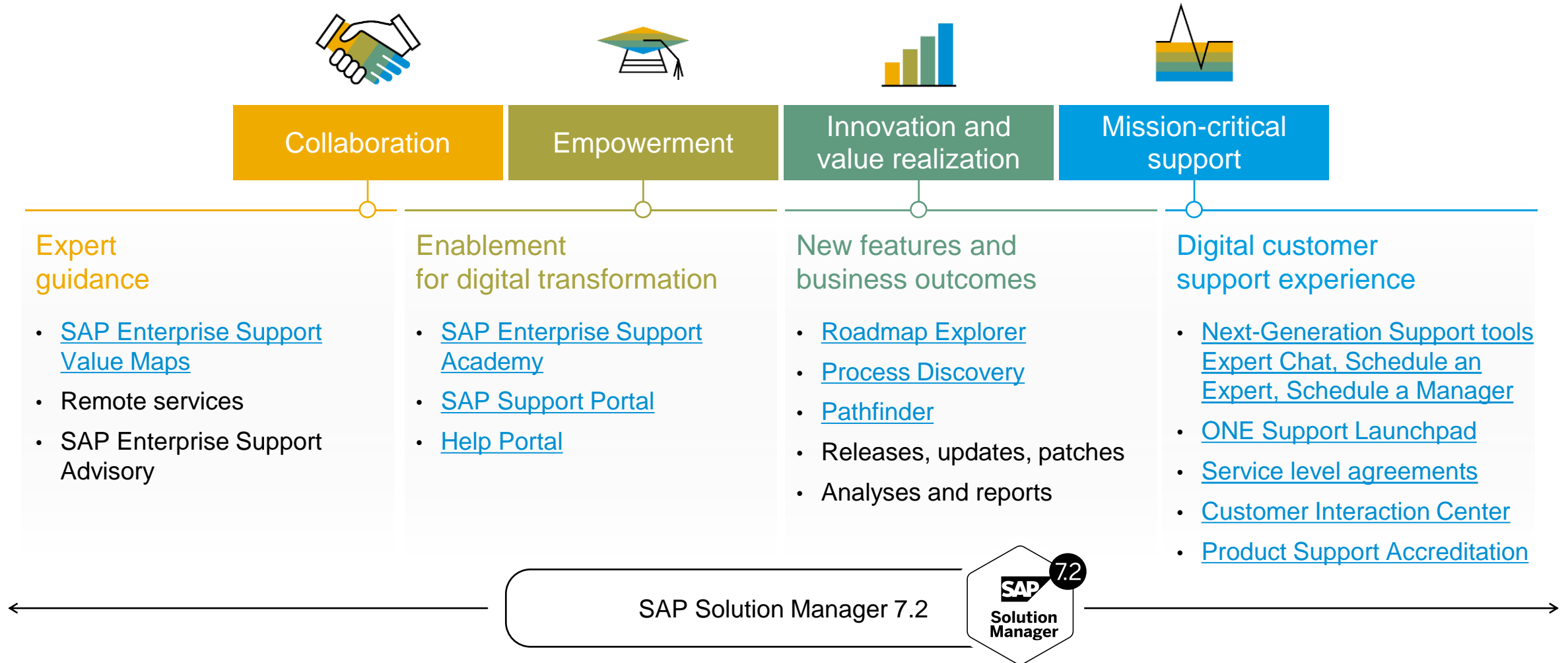
VerNeil Mesecher – Sr. Dir., Customer Engagement Events Liaison, North America

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

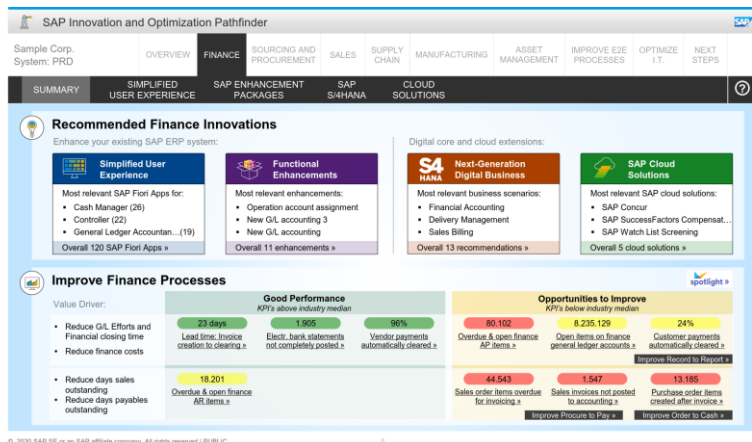
Customer Value Experience – Engagement Tools

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

Find more information [here](#)

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>

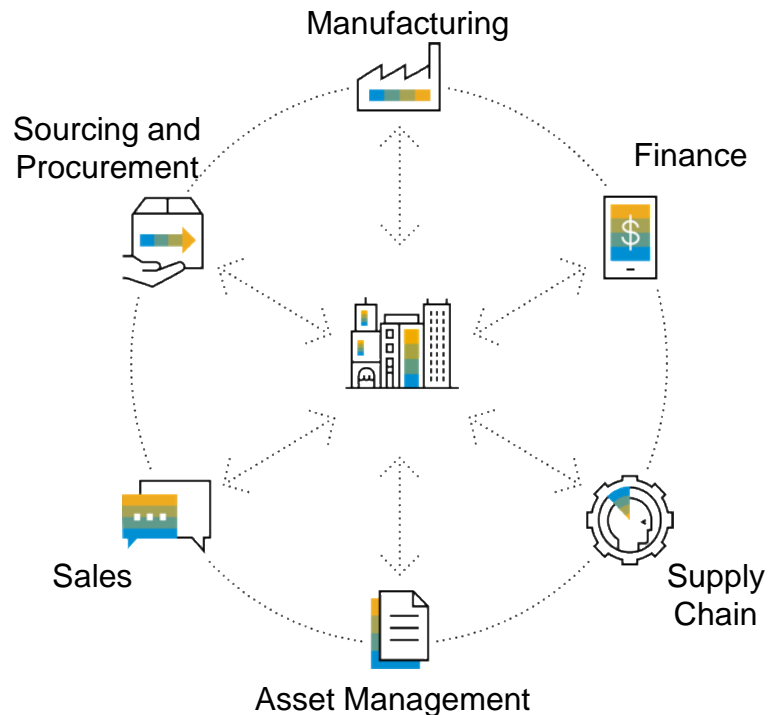
Agenda - Quick Wins

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

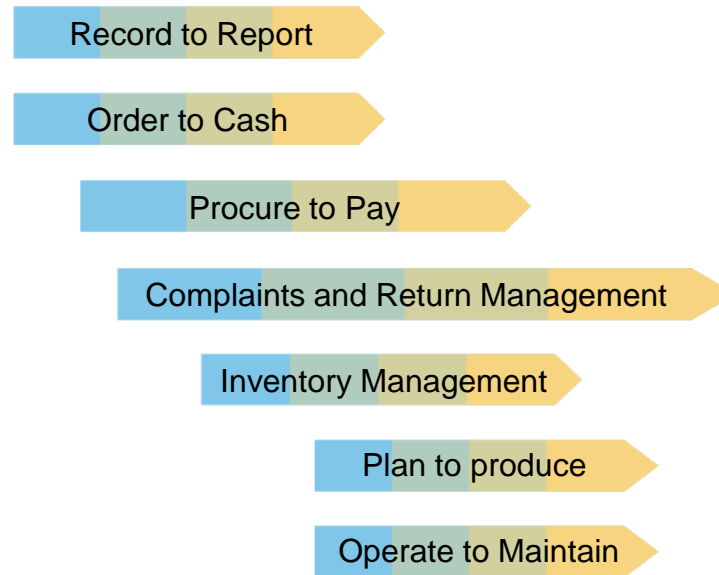
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Discover the value with Process Discovery for SAP S/4HANA Transformation

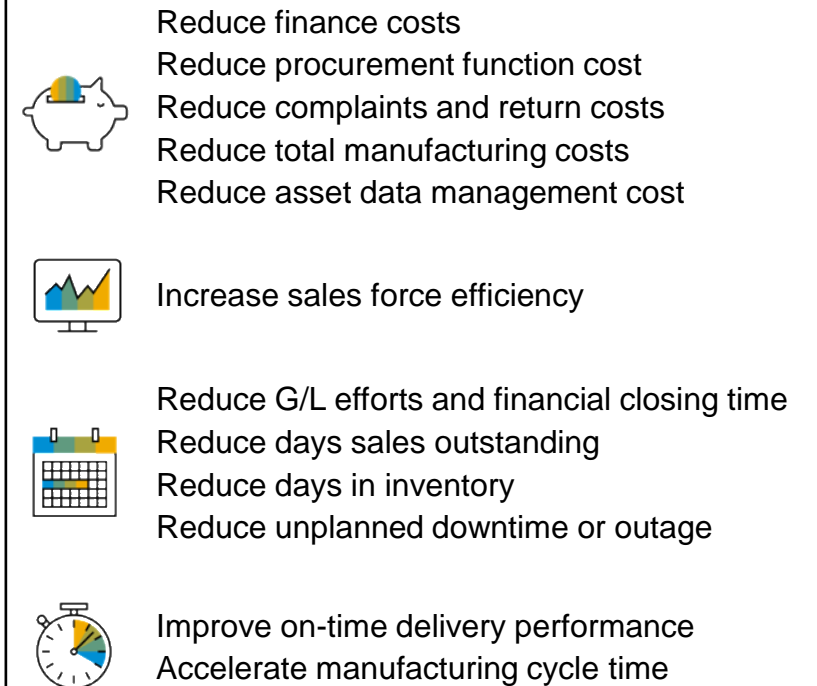
6 Lines of Business



7 End-to-end Processes

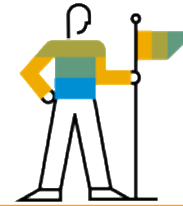


12 Optimization goals



~ 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)

**RISE
WITH
SAP**

Business
Transformation
as a Service

SAMPLE ANALYSIS



Process Discovery Summary for SAP S/4HANA Transformation

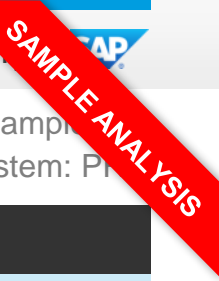
Evolution of SAP Business Scenario Recommendations on Spotlight

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

SAP

BUSINESS
PROCESS
INTELLIGENCE



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

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

Top Performance

<p>Work orders in phase created January 2020 (weekly)</p> <p>1</p>	<p>Lead time: Purchase requisition creation to PO January 2020 (weekly)</p> <p><0.1 Days</p>	<p>Work orders in phase released January 2020</p> <p>784</p>	<p>Work orders not settled January 2020 (monthly)</p> <p>51</p>
-------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------	----------------------------------------------------------------------------

Top Recommendations [View All](#)

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

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

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 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.

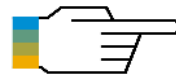
Preparation Step	SAP Note	Component for issues	Mandatory	Comment
Setting up SAP	2758146	SV-SCS-	Yes	SAP Note 2758146 is a prerequisite for executing SAP

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/>

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.

Agenda - Quick Wins

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SAP Enterprise Support Value Maps

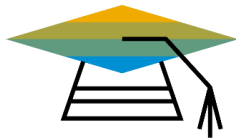




Collaboration SAP Enterprise Support Value Maps



Prescriptive Approach
to reach your objective



Empowerment
to build the knowledge
and skills you need

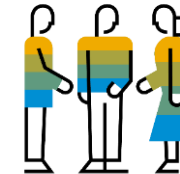
>> [Sign up](#)
to available Value Maps

Register to SAP Enterprise Support value maps.

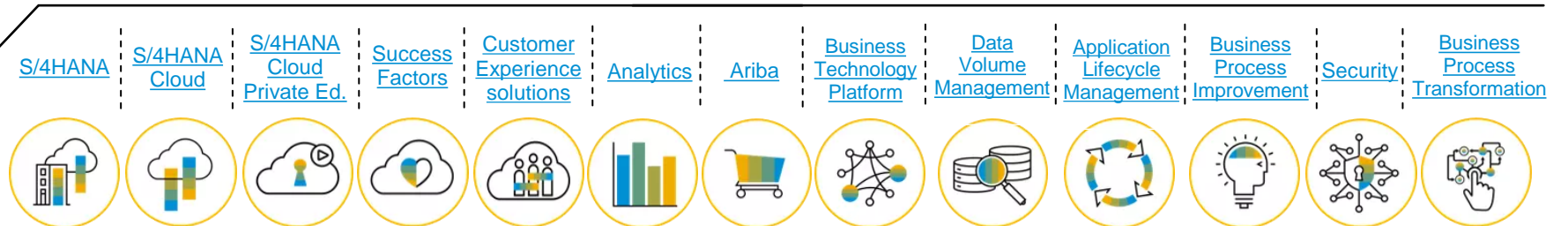
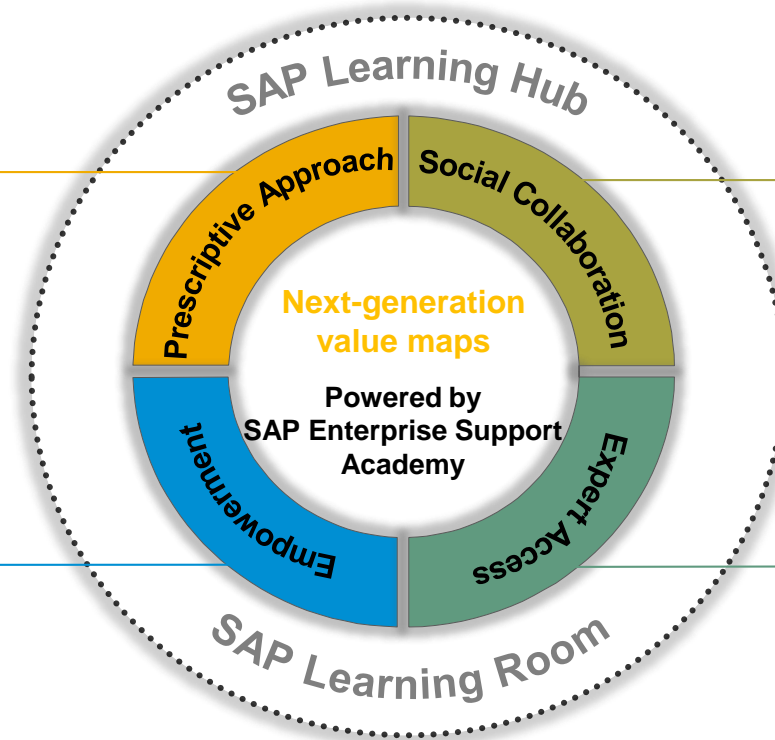
[<http://support.sap.com/valuemaps>]



Social Collaboration
to connect directly with
SAP experts and peers



Expert Access
to obtain guidance from
SAP support experts



SAP Enterprise Support Value Maps

[SAP S/4HANA](#)



[SAP Business Technology Platform](#)



[SAP S/4HANA Cloud](#)



[Application Lifecycle Management](#)



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



[Business Process Intelligence](#)



[SAP SuccessFactors](#)



[Business Process Improvement](#)



[SAP Customer Experience solutions](#)



[Data Volume Management](#)



[SAP Analytics Solutions](#)



[Security](#)



[SAP Ariba](#)















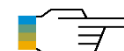
[SAP Jam Collaboration](#)



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

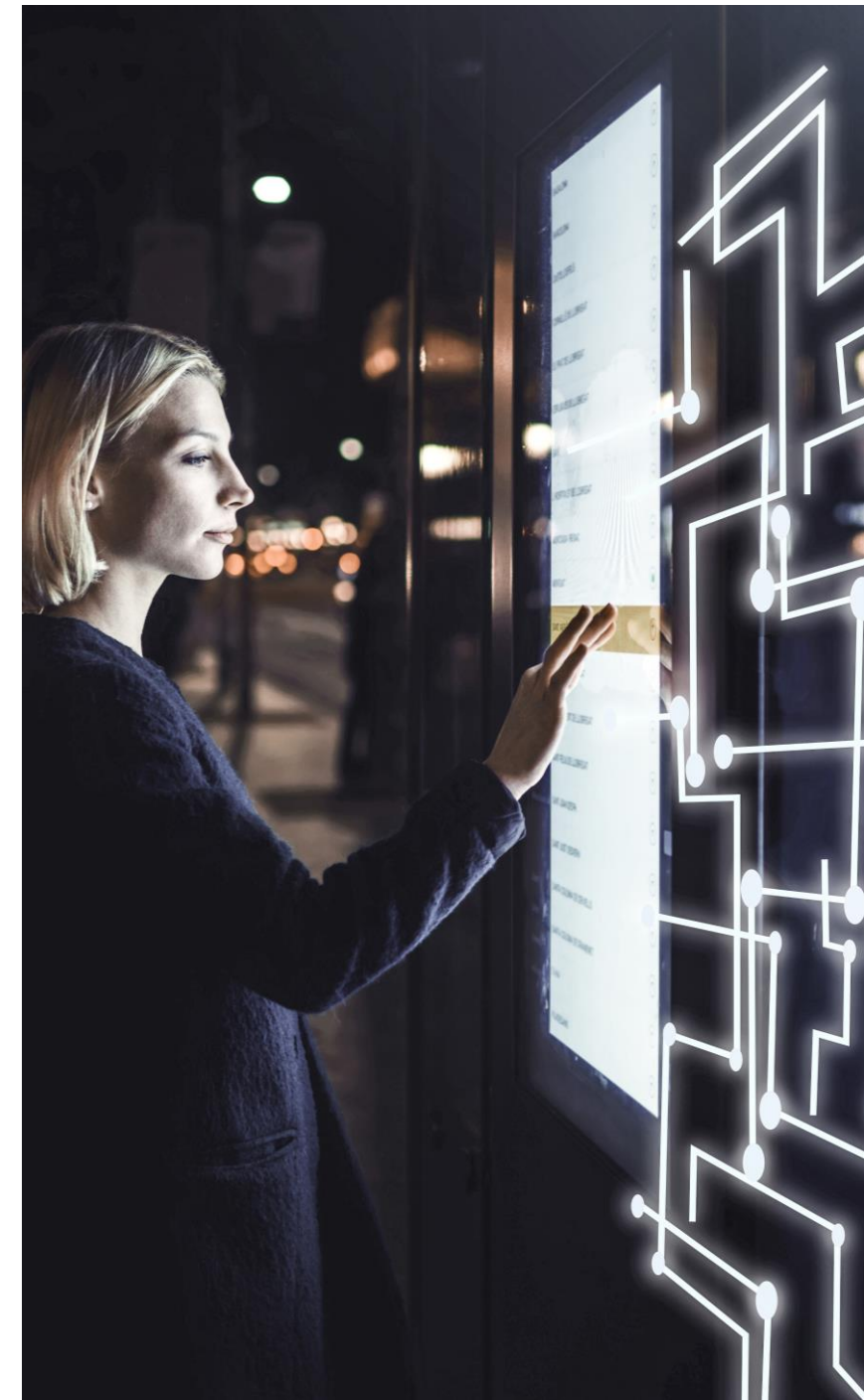
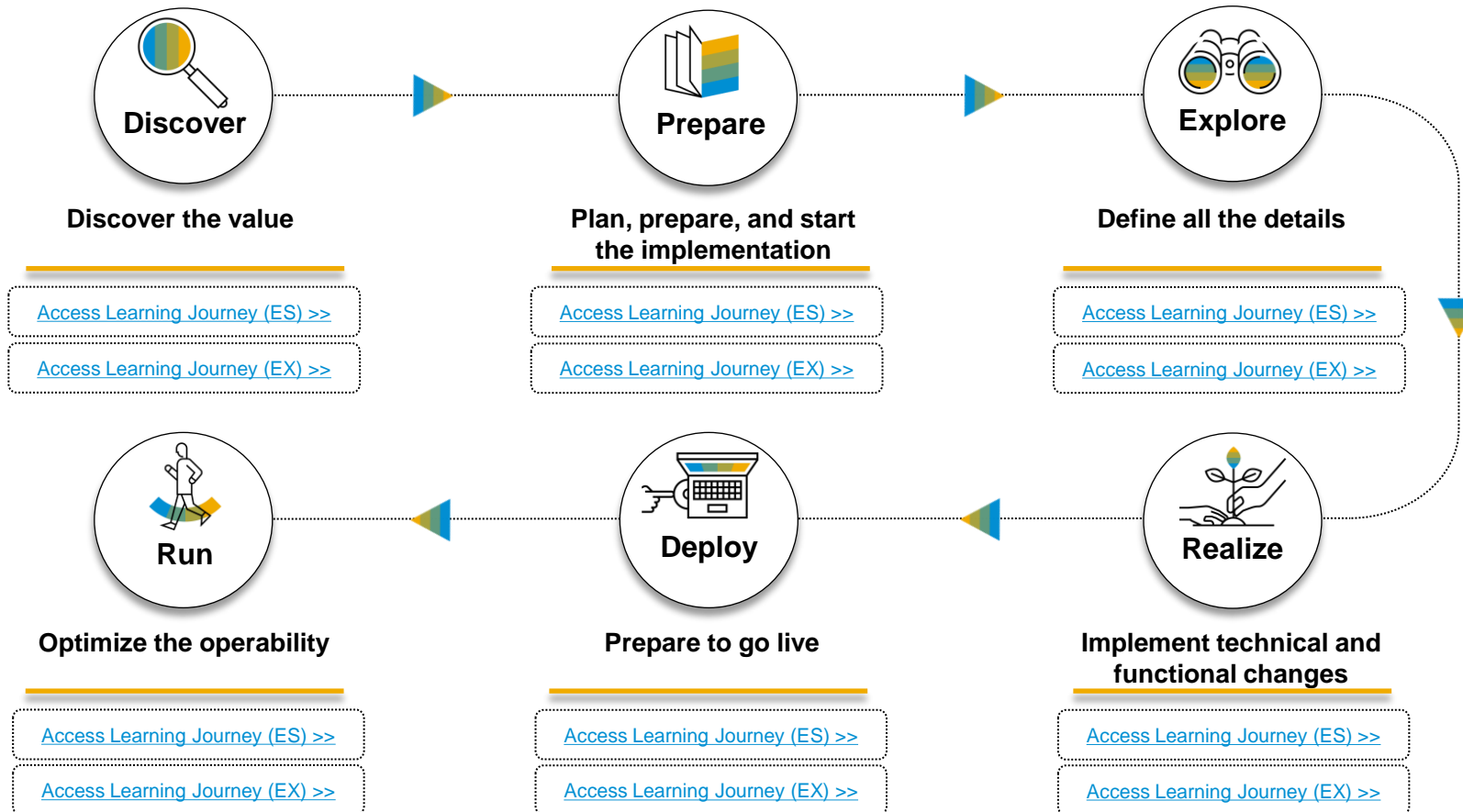


[SAP Community blog: How to find my path to SAP S/4HANA](#)

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).

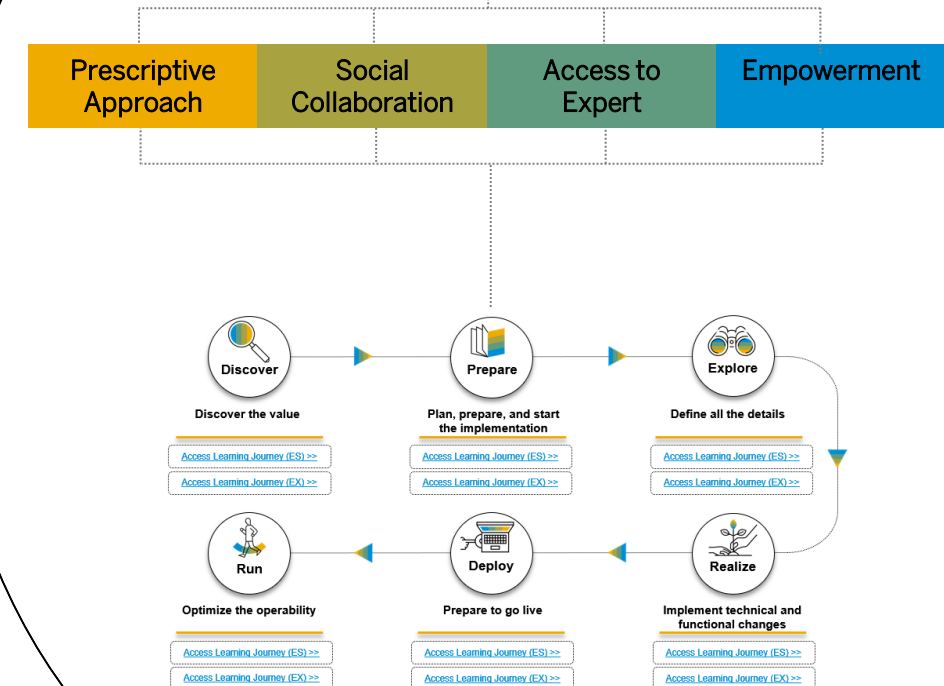


SAP Enterprise Support Value Map for SAP S/4HANA Cloud

Benefits

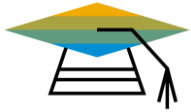
- Choose the best SAP S/4HANA Cloud solution for your business model
- Take the right next steps when planning an implementation project
- Configure your SAP S/4HANA Cloud solution in the most effective way
- Extend your SAP S/4HANA Cloud solution to cover your business processes
- Keep updated with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

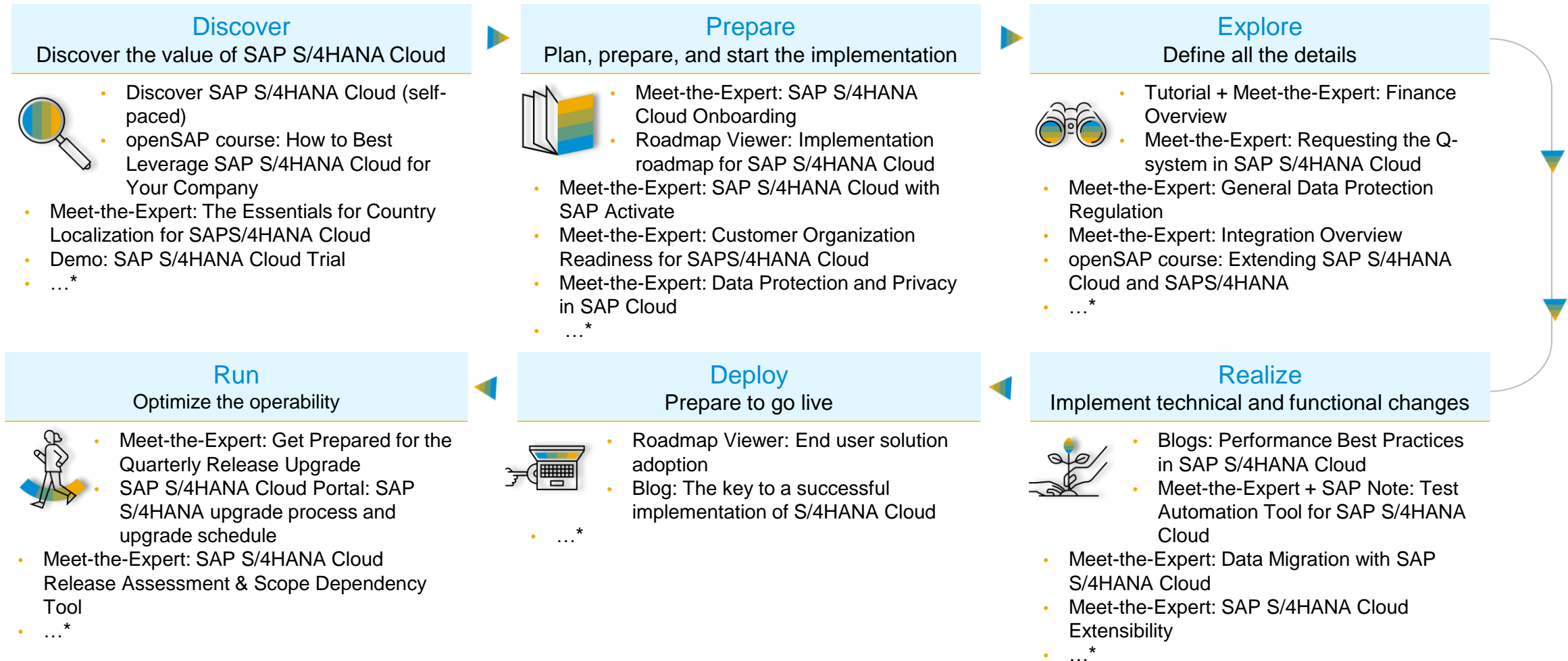
Learning Programs for SAP S/4HANA Cloud, Extended Edition

[Access Learning Programs >>](#)



GETTING STARTED with Collaboration

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



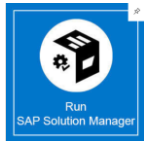
*Please note that the complete content of the learning journey is available within SAP Enterprise Support value maps learning room.

Recommended Services for the transition to S/4HANA

For New Implementation

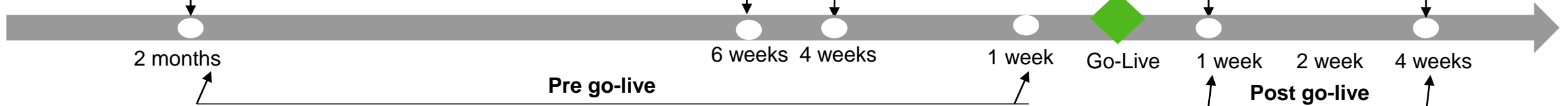


Discover the Business Value of SAP S/4HANA



Install SAP Solution Manager 7.2
Configure SAP Solution Manager 7.2

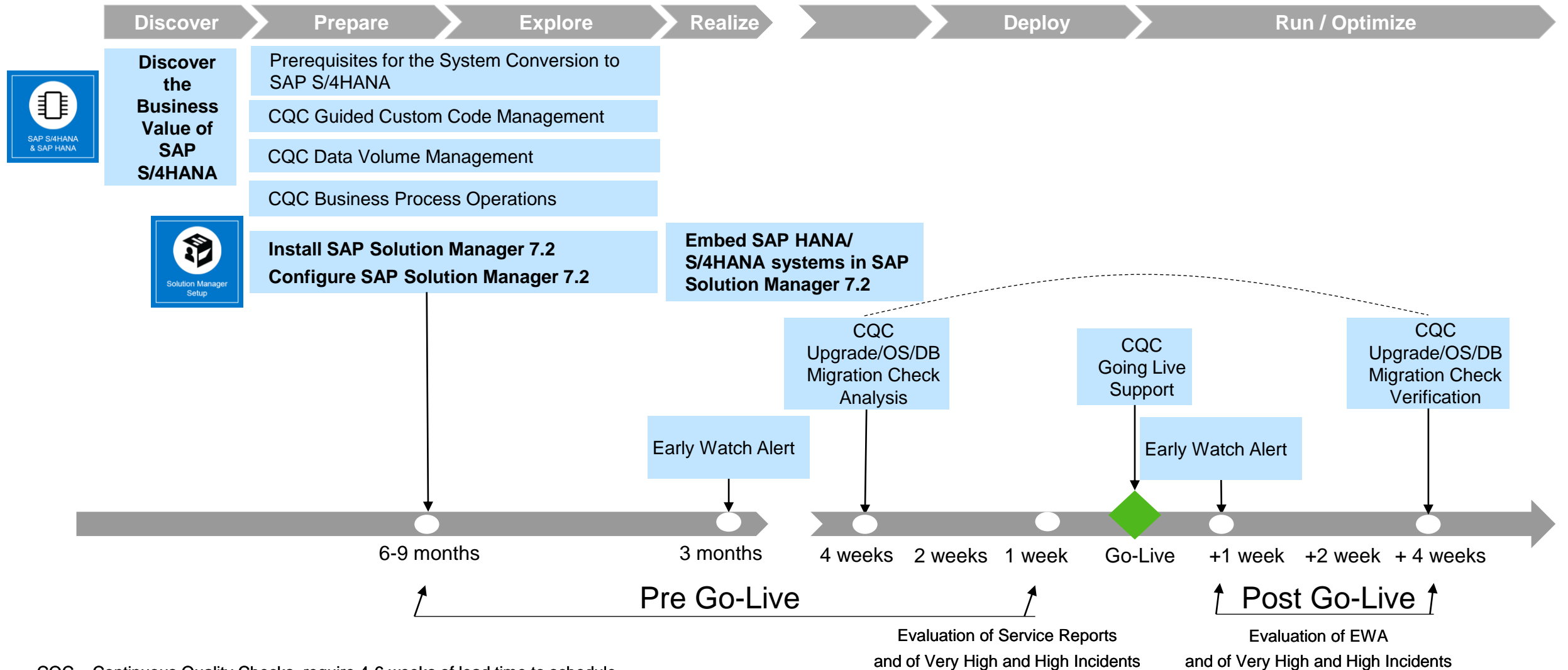
Embed SAP HANA/S/4HANA systems in SAP Solution Manager 7.2



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

Recommended Services for the transition to S/4HANA

For System Conversion



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

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>

Questions?



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Thank you.

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