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

ASUG Midwest Central Meeting – Spring 2022

Oliver Hid Arida
Customer Engagement | Customer Success
SAP

ASUG Pulse of the SAP Customer 2021

The Move to SAP S/4HANA

2% within the next six months

16% within seven to 24 months

25% will move in two or more years

33% are live/started to move

6% are not considering a move

18% have plans on hold

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://help.sap.com/viewer/product/SAP_READINESS_CHECK/200/en-US
- Join the **S/4HANA SAP Enterprise Support Value Maps**
  http://support.sap.com/valuemaps

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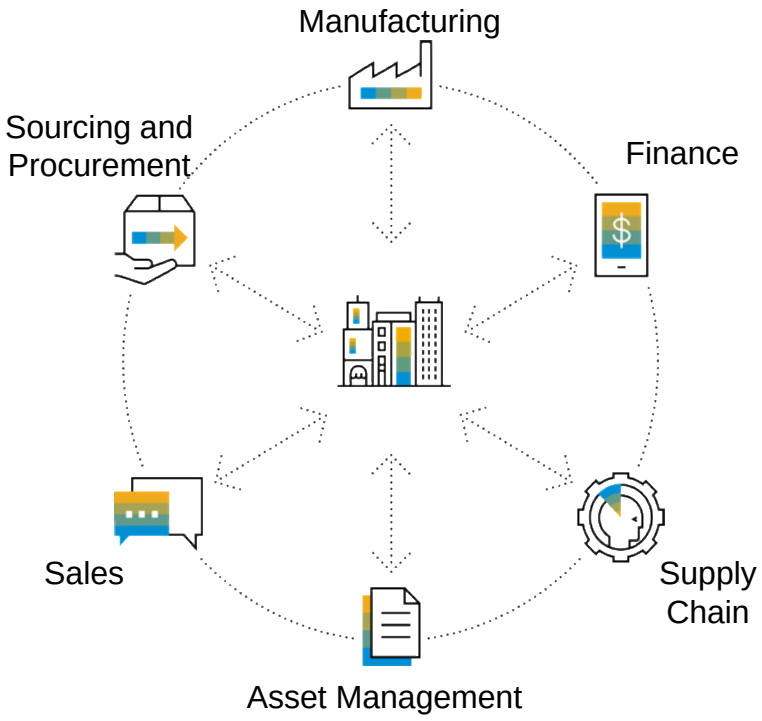
Discover the value with Process Discovery for SAP S/4HANA Transformation

6 Lines of Business



7 End-to-end Processes

- Record to Report
- Order to Cash
- Procure to Pay
- Complaints and Return Management
- Inventory Management
- Plan to produce
- Operate to Maintain

12 Optimization goals

Reduce finance costs
Reduce procurement function cost
Reduce complaints and return costs
Reduce total manufacturing costs
Reduce asset data management cost

Increase sales force efficiency

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

~ **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).

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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
Financial Accounting	★★☆	Total 40,2%	5,6%
Collections Management	★★★	Total 32,4%	20,1%

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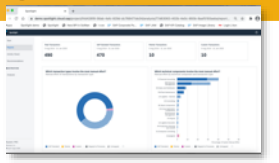
Discover the value with Process Discovery for SAP S/4HANA Transformation

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)

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SAMPLE ANALYSIS

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

System: PRD
Sample Inc.
Report Type: Process Discovery

SAMPLE ANALYSIS

- 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	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	Learn More

Machine Learning (28) View All

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GET STARTED ❯

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

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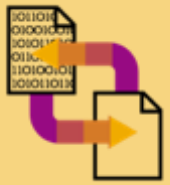
Process Discovery for SAP S/4HANA Transformation

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
- 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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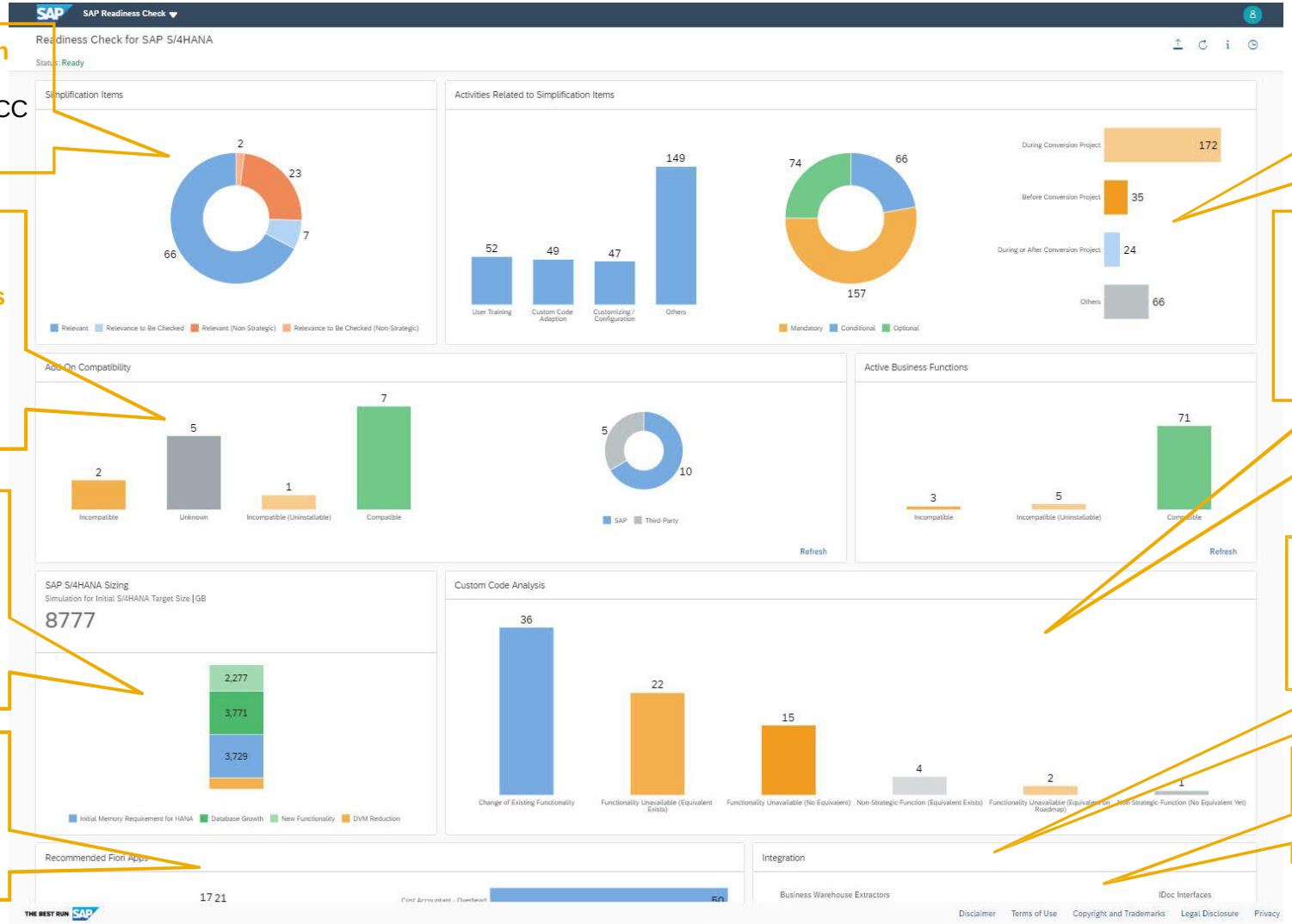
SAP Readiness Check 2.0 for SAP S/4HANA

Relevant Simplification Items based on your current usage in SAP ECC

Your currently installed **Add-Ons** and **Business Functions** checked for compatibility with SAP S/4HANA

Estimated memory and disk **size**, before and after clean up, including **archiving potential**

Recommended **Fiori Apps** based on your current usage



Action Items resulting from your relevant Simplification Items

Your **Custom Code** analyzed with respect to SAP S/4HANA compatibility

Shows whether your **BW extractors** and **idocs** are still working under SAP S/4HANA

Business Process Improvement potential

SAP Help Portal: SAP Readiness Check and SAP note 2290622

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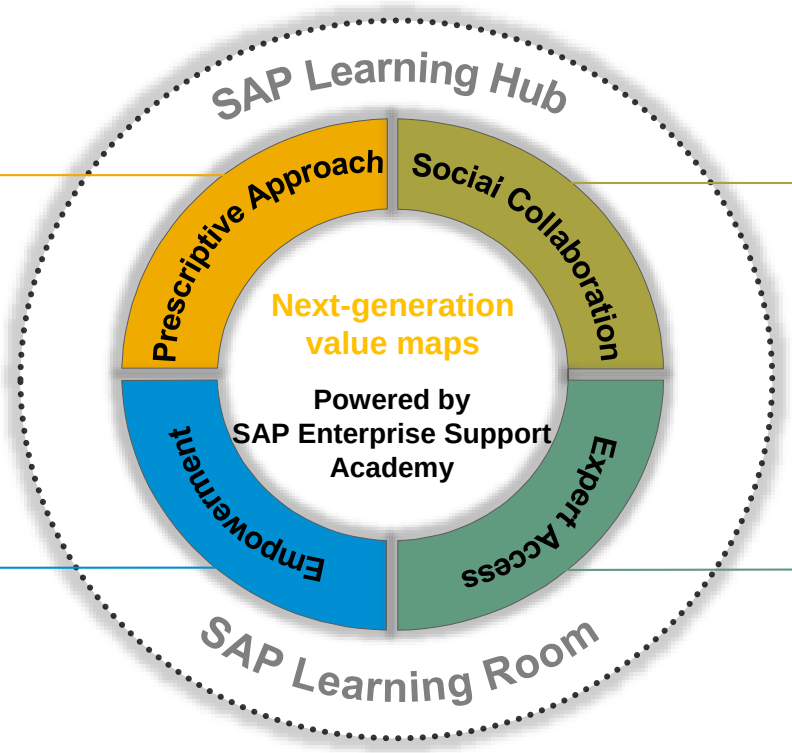
Collaboration
SAP Enterprise Support Value Maps

Register to SAP Enterprise Support value maps.

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

Prescriptive Approach
to reach your objective

Empowerment
to build the knowledge and skills you need



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

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 | Jam Collaboration

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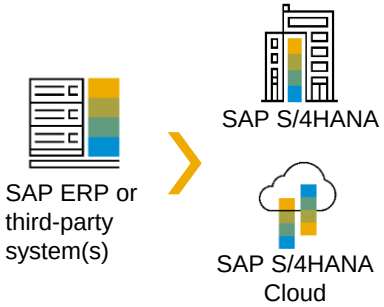
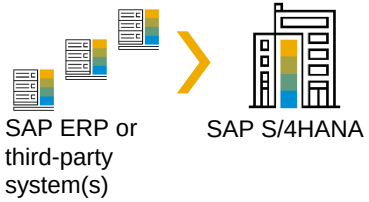
Transition to SAP S/4HANA

Different approaches to move to SAP S/4HANA

Type	Approach	Available for	Purpose
Reusing by in-place conversion	**System conversion** (Tool: Software Update Manager)		**Bringing your business processes to the new platform** ▪ 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 	**New implementation** (Tool: SAP S/4HANA migration cockpit)		**New implementation/reimplementation** ▪ 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)		**Value-driven data migration to the new platform** ▪ 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

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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).

Discover

Discover the value

Access Learning Journey (ES) >>

Access Learning Journey (EX) >>

Prepare

Plan, prepare, and start the implementation

Access Learning Journey (ES) >>

Access Learning Journey (EX) >>

Explore

Define all the details

Access Learning Journey (ES) >>

Access Learning Journey (EX) >>

Realize

Implement technical and functional changes

Access Learning Journey (ES) >>

Access Learning Journey (EX) >>

Deploy

Prepare to go live

Access Learning Journey (ES) >>

Access Learning Journey (EX) >>

Run

Optimize the operability

Access Learning Journey (ES) >>

Access Learning Journey (EX) >>

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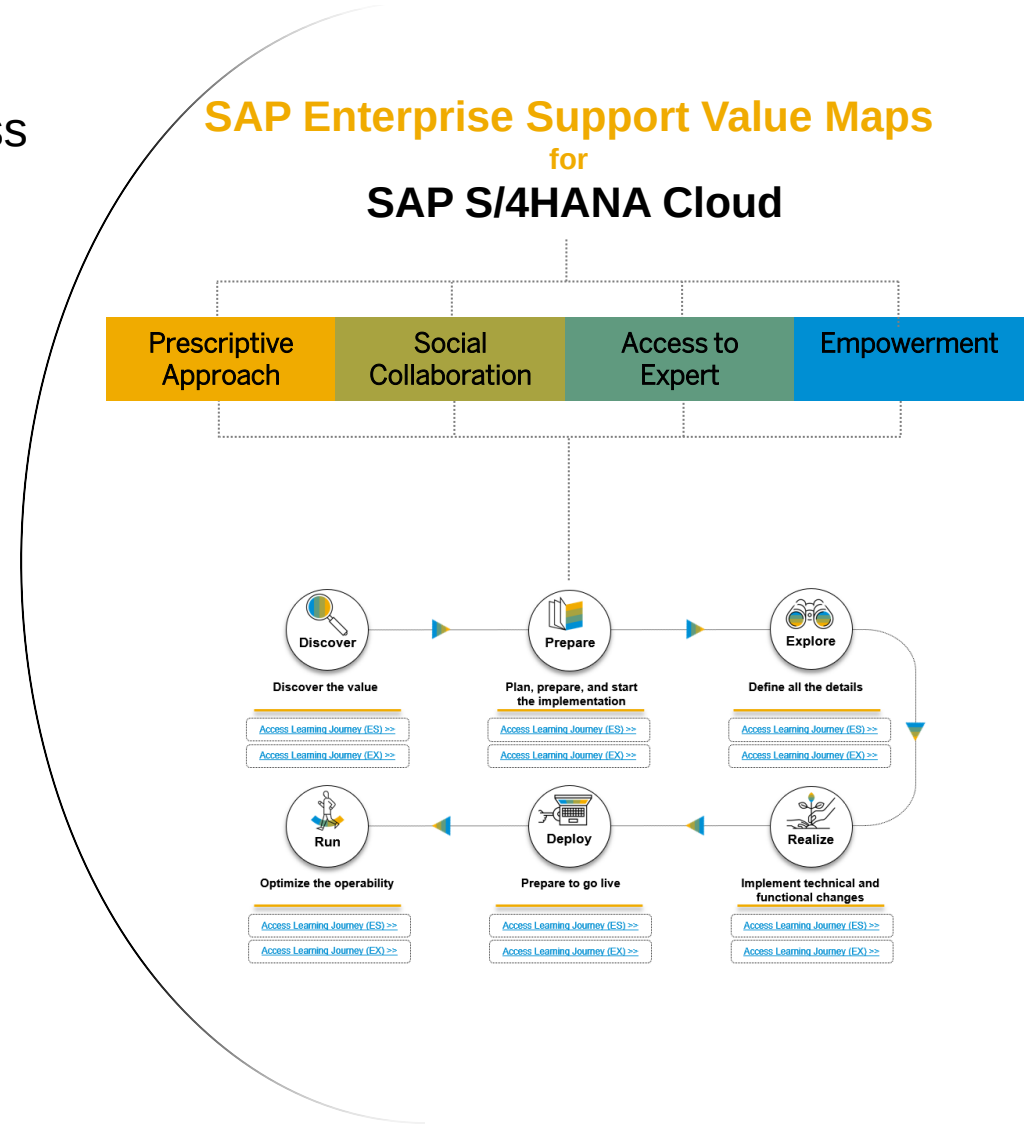
SAP Enterprise Support Value Map for SAP S/4HANA Cloud

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



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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 >>

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10 Steps to S/4HANA Bootcamp for Customers

Brought to you by S/4HANA Regional Implementation Group (RIG)

Boost your knowledge and confidence by executing an end-to-end system conversion from SAP ERP to SAP S/4HANA.

S/4HANA RIG Experts explain step-by-step how to convert a system to SAP S/4HANA in ten virtual classroom sessions distributed over a one-month period.

Every customer enrolled in this program performs the system conversion activities in a dedicated SAP ERP system provided by SAP.

RIG experts will provide activity documents for each step and will be available to answer questions and assist you through the entire duration of the bootcamp.

If you, as an SAP ERP customer, are planning to move to S/4HANA, this is a great opportunity to get hands-on experience and come out with confidence and a good understanding of what it takes to convert your system. We expect you to participate as a team (covering technical basis, ABAP development, financial and logistics functional expertise) and complete all the steps.

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10 Steps to S/4HANA Bootcamp for Customers

System Conversion Bootcamp *March 1st – March 25, 2022 (AMER-09)*

S4HANA
bootcamp form

ID	Date	Region	Link to register
EMEA-09	Feb 1 – Feb 25, 2022	EMEA	10 Steps to S/4HANA – Registration for EMEA February 1st Bootcamp
AMER-09	Mar 1 – Mar 25, 2022	Americas	10 Steps to S/4HANA – Registration for Americas March 1st Bootcamp
EMEA-10	May 2 – May 27, 2022	EMEA	10 Steps to S/4HANA – Registration for EMEA May 2nd Bootcamp
AMER-10	Jun 3 – Jun 28, 2028	Americas	10 Steps to S/4HANA – Registration for Americas June 3rd Bootcamp

THE BEST RUN SAP

Questions?

For questions after this session, contact oliver.hid.arida@sap.com

Kristen Scheffler
Head of Customer Engagement, NA
Customer Success

SAP America, Inc.

Mobile +1 (407) 417-2415
E-Mail kristen.scheffler@sap.com

Oliver Hid Arida
Customer Engagement. U.S. Midwest
Customer Success

SAP America, Inc.

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

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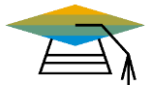
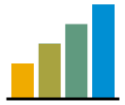
SAP Enterprise Support – The foundation for continuous customer success

Collaboration	Empowerment	Innovation and value realization	Mission-critical support
Expert guidance	**Enablement for digital transformation**	**New features and business outcomes**	**Digital customer support experience**
• SAP Enterprise Support Value Maps • SAP Enterprise Support Advisory • Remote services	• SAP Enterprise Support Academy • SAP Support Portal	• Releases, updates, patches • Intelligent tools • SAP Enterprise Support Advisory Council	• Service level agreements • Next-Generation Support concept • SAP ONE Support Launchpad

SAP Solution Manager 7.2

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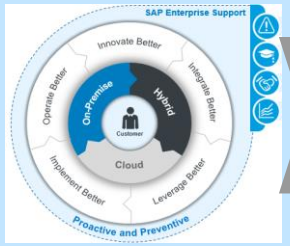
SAP S/4HANA customer transition roadmap

With SAP Enterprise Support as the foundation

SAP Enterprise Support Foundational Engagement*



SAP Enterprise Support value map for SAP S/4HANA & SAP HANA

Discover	Prepare	Explore	Realize	Deploy	Run

- **Discover the business value of SAP S/4HANA**
- **Plan your implementation of SAP S/4HANA**
- **Setup your required SAP S/4HANA operations**
- **Optimize your productive SAP S/4HANA solution**

SAPACTIVATE

SAP *ACTIVATE* powered by **SAP *Solution Manager 7.2***

SAP 7.2 Solution Manager

*Included in your maintenance agreement

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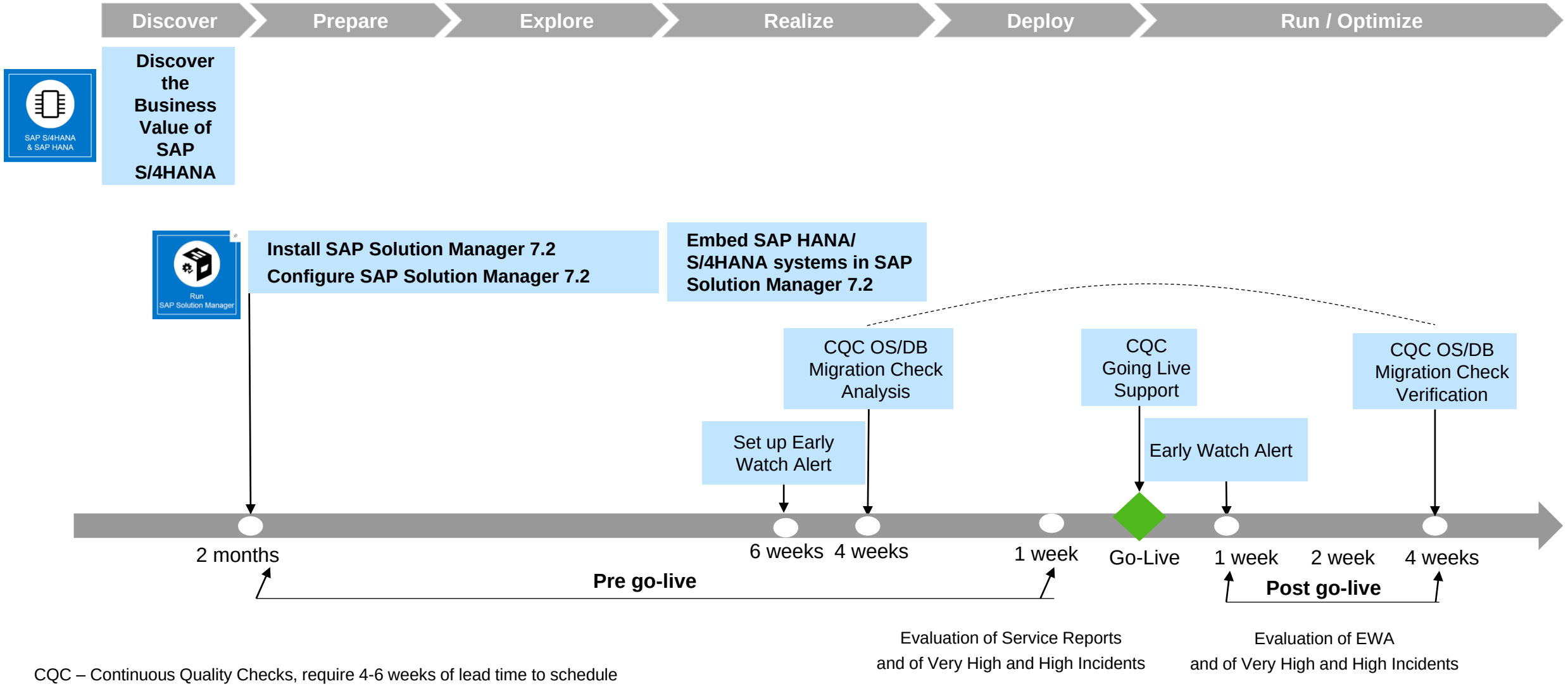
Recommended Services for the transition to S/4HANA

For New Implementation



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

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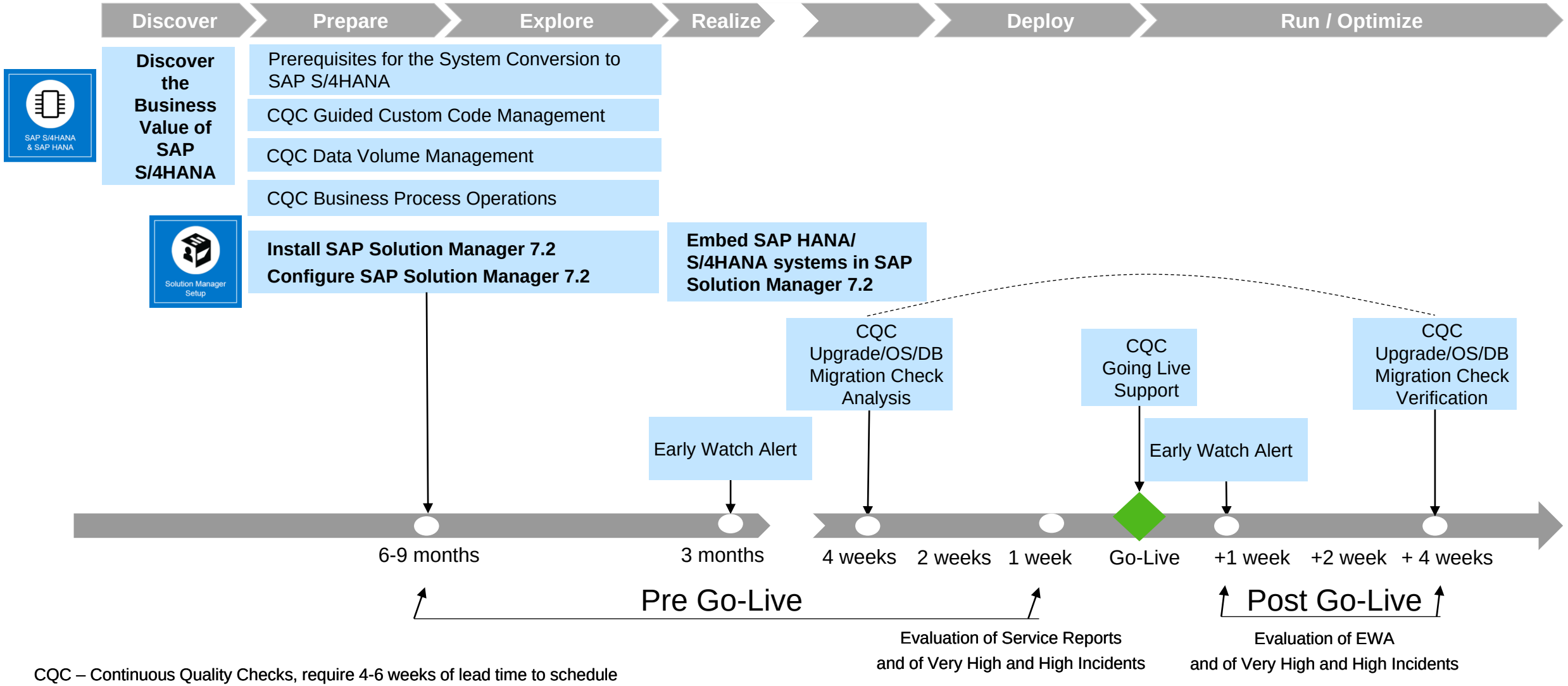
Recommended Services for the transition to S/4HANA

For System Conversion



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

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SAP Enterprise Support Services
Continuous Quality Checks

Remote services which help you to reduce technical risks and outline optimization potentials

- Business Process Operations
- Business Process Performance Optimization
- Configuration Check
- Data Consistency Management
- Data Volume Management
- Downtime Assessment
- Early Watch Check
- Going Live Support
- Implementation
- Interface Management
- Integration Validation
- OS/DB Migration Check
- Security Optimization Check
- Technical Performance Optimization
- Transport Execution Analysis
- Upgrade
- Upgrade Assessment
- SAP Modification Justification Check
- SAP Custom Code Maintainability Check

Additional Information

SAP Support Portal:

- SAP Enterprise Support Delivery (CQCs & Improvement Services)

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

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