Turbo-charge your enterprise transformation with S/4HANA Cloud, public edition
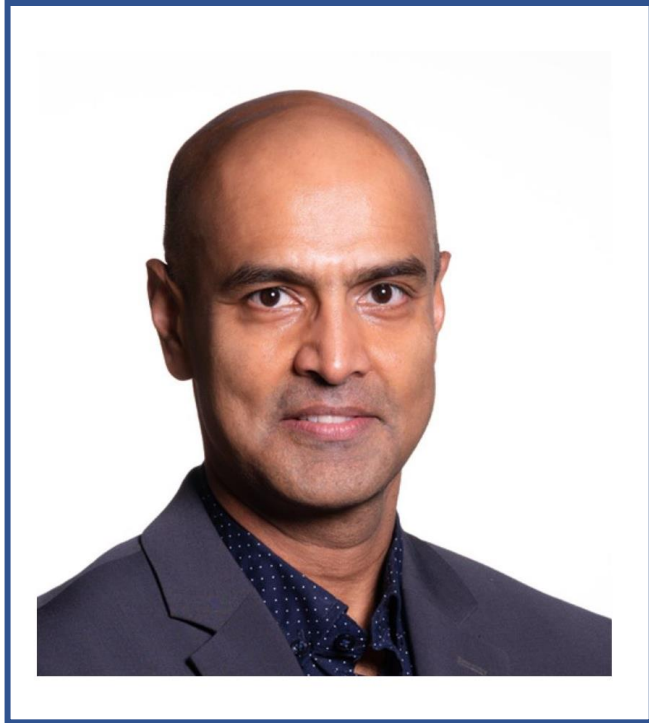
Anurag Barua
Digital Transformation Leader

SAP America

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Speaker introduction

- ✓ Nearly 25 years of SAP experience in a career of 30 years in a variety of roles including SAP product development, delivery/advisory/consulting, pre-sales, & sales; currently work for the SAP S/4HANA Center of Excellence, North America
- ✓ Served clients globally & across multiple industry verticals including Public Sector, Utilities, Media, Manufacturing, Pharmaceuticals, Oil & Gas, & Hi-tech among others
- ✓ Areas of expertise include SAP Financials, Logistics/Supply Chain, Reporting & Analytics, Data Management & Governance, Cloud technologies, User Experience, & Project/Program Management
- ✓ Prolific thought leader: Published over 100 articles & white papers for SAP publications; written 5 SAP books; spoken at over 150 SAP conferences & events globally

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Agenda

- Overview & benefits of S/4HANA Cloud, Public Edition

- Capabilities & key features

- Deployment model

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S/4HANA Cloud, public edition – fast facts

- ✓ 100% Software-as-a-Service (SaaS) application
- ✓ (Annual) subscription-based license model
- ✓ Enterprise Resource Planning (ERP) in the cloud
- ✓ Entirely organic & relatively new SAP application that's been in the market for nearly 7 years
- ✓ **All innovations will be delivered in the Public Cloud first**
- ✓ Runs on the HANA database and leverages HANA capabilities
- ✓ Solution needs to be 'deployed' or 'rolled-out' and not 'implemented'
- ✓ 100% mobility-enabled
- ✓ SAP Fiori is the only UI
- ✓ Also referred to as S/4HANA Public Cloud, Multi-tenant Edition (MTE), & Essentials Edition

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S/4HANA Cloud, public edition – benefits

Agile

- **Fast** implementation
- **Industry best practices** built in
- **Self service** business configuration
- Localized in **51 countries** and extensible to others
- Automated **testing tools** included

Innovative

- **Cloud first** innovation
- **Intuitive** & simple UX, on any device
- **Intelligence built in** (Process Automation, ML) **Embedded Analytics** (SAC and Datawarehouse Cloud)
- **Automatic and continuous** upgrades

SAP S/4HANA Cloud, public edition

Flexible

- **Modular** extensibility
- Easy **in-app extensibility**
- **Side-by-side extensibility**
- **Out of the box** integrations
- **Open** architecture

Resilient

- **Best in class** uptimes
- **Mission critical** response times, **dynamic scalability**
- **Cloud security** and compliance
- Backup and **disaster coverage**
- **Data protection**

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Leader in Finance and Service-Centric Domains

Gartner

SAP S/4HANA Cloud is a Strong Leader in the 2022 Gartner Magic Quadrant™ for Service-Centric Cloud ERP

→ Gartner notes that SAP S/4HANA Cloud is a "100% managed SaaS cloud solution with a comprehensive breadth of features. Strengths included strong financial management product vision and breadth, including core management, treasury, analytics, and planning."

Gartner

SAP S/4HANA Cloud is a Leader in the 2021 Gartner Magic Quadrant™ for Cloud Core Financial Management Suites for Midsize, Large and Global Enterprises
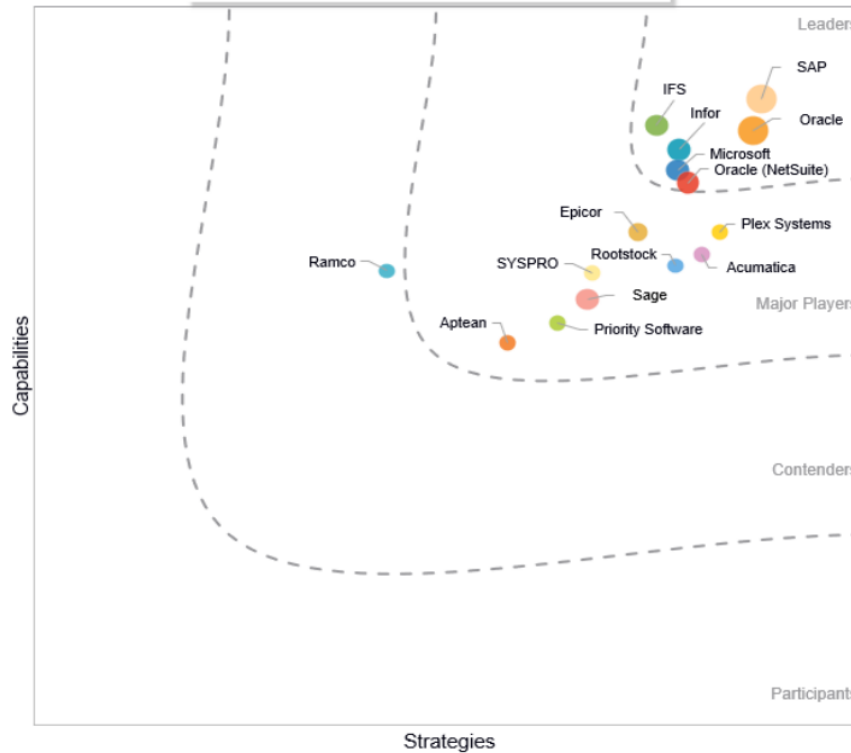
IDC

Strong Leader in the 2020 IDC MarketScape™ for Cloud-Enabled PSA ERP Applications Vendor Assessment

IDC

Strong Leader in the 2020 IDC Worldwide SaaS and Cloud-Enabled Enterprise Finance and Accounting Applications Vendor Assessment

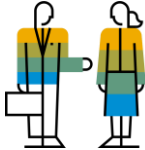### IDC Marketscape SaaS & Cloud-enabled operational ERP (2022)

Gartner Magic Quadrant for Cloud ERP for Service-centric

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Packaged capabilities based on Best Practices

Finance
- Accounting and financial close
- Receivables and Payables mgmt.
- Cost mgmt. & profitability analysis
- Treasury & working capital mgmt.
- Governance Risk and Compliance

Procurement
- Direct material procurement
- Service procurement
- Supplier management
- Central procurement

Sales
- Sell Products, Projects and Contract-based Services separately or as a full solution
- Convergent & External Billing

Service
- After-sales service and support with contracts, service deliveries, and billing
- Combine sales & services as packaged solution offerings

Service-Centric Industries
- Professional services
- Public sector
- Higher education
- Media
- Financial services

SAP S/4HANA Cloud, public edition

Manufacturing
- Material requirements planning with demand driven and/or predictive MRP
- Make to stock and make to order
- Quality management
- Environment, Health and Safety

R&D
- Product compliance
- Enterprise portfolio and project management
- Advanced Variant configuration

Asset management
- Reactive and proactive maintenance
- Resource scheduling for maintenance planner
- Enhanced collaboration + review

Supply chain
- Warehouse Outbound & Inbound Processing
- Core Inventory Management
- (Advanced) ATP Processing
- Basic Transportation Mgmt.

Product-Centric Industries
- Component manufacturing
- Hi-tech
- Automotive
- Mining services

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Accelerate business growth
in _All Industries_ with a finance-led, administrative (backoffice) ERP

Finance-Led		
Industries:	**All Industries***	
Scenarios:	**Order to Cash | Procure to Pay | Record to Report | Financial Planning & Analytics**	
Differentiation:	➢ Modern SaaS Cloud ERP at Any Scale and Scope	➢ Uniquely simple financials ➢ Tightly integrated O2C, P2P, R2R	➢ Modularity to include SAP LOB, Industry Cloud and customer scope now or in future

Source to Pay ➤ **Order to Cash** ➤ **Record to Report**

Administrative ERP Value Chain:

Sourcing — Create purchase order — Process accounts payable — Manage payable financing — Confirm customer order — Collect billing + usage data — Execute invoicing — Financial accounting

Demand planning — **Buy & Receive** — Create supplier invoice — Receive customer order — Deliver goods & post costs — Record — Perform financial close

Invoice & Pay — **Order & Fulfill** — **Bill & Collect** — **Record to Report, FP&A** — Perform financial close

Goods receipt — Confirm Order — Manage working capital — Process payments — Handle returns and claims — Confirm services & post costs — Monitor profitability — Post revenue — Financial Planning, Budgeting + Forecasting — Management Reporting

Bank communication — Monitor order execution — Collect open payments — Financial reporting

*except highly regulated industries such as Healthcare

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Accelerate business growth
in Service-Centric Industries with end-to-end operational processes

Service-Centric Industries									
Industries:	Professional Services	Media	EC&O + Real Estate	Public Sector	Higher Education	Banking	Insurance		Travel + Transportation
Scenarios:	Customer Projects | Contract-Based | Solution Business								
	Commercial Real Estate | Govt + University Budget Mgmt | Regulated Financials | Asset Management								
Differentiation:	➢ Real Time Revenue Recognition ➢ Project profitability at any time		➢ Project Billing ➢ Solution Management / Bundling			➢ XaaS / Subscription Management ➢ Commercial Real Estate Management			

Sell & Plan	Setup & Staff	Delivery & Recognize	Bill & Manage

Example – Customer Project Value Chain:

Sell & Plan
- Lead Management
- Opportunity Management
- Bid Creation
- Closing + Contracts

Setup & Staff
- Engagement Setup
- Search for Qualified Resources
- Assign Resources
- Utilization Reporting

Deliver & Recognize
- Services Procurement
- Time Recording
- Travel & Expense
- Revenue Recognition
- Manage WIP
- Manage Margin

Bill & Manage
- Engagement Billing
- Accounts Receivable
- Credit + Collections
- Engagement Close
- Engagement Analytics

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Accelerate business growth

in *Product-Centric Industries* with end-to-end operational processes

Product-Centric Industries	**Industries:**	Automotive	High Tech	IM&C	Mining	Mill Products	Retail
		Wholesale Distribution	Utilities	Oil & Gas	Chemicals	Aerospace & Defense	
	Scenarios:	Produce & Sell Standard Products / MTS	Lot Size One / MTO	Engineer Products and Systems / ETO			
	Differentiation:	➢ Early Product Designer ➢ Just in Time, Just in Sequence ➢ Delivery Scheduling	➢ Demand Driven Replenishment ➢ Advanced Available to Promise ➢ Predictive MRP	➢ Advanced Variant Configuration ➢ Project Controlling ➢ 8D Quality Management			

Idea to Market ▶ **Source to Pay** ▶ **Plan to Fulfill** ▶ **Order to Cash**

Example - Make-to-Stock Scenario Value Chain:

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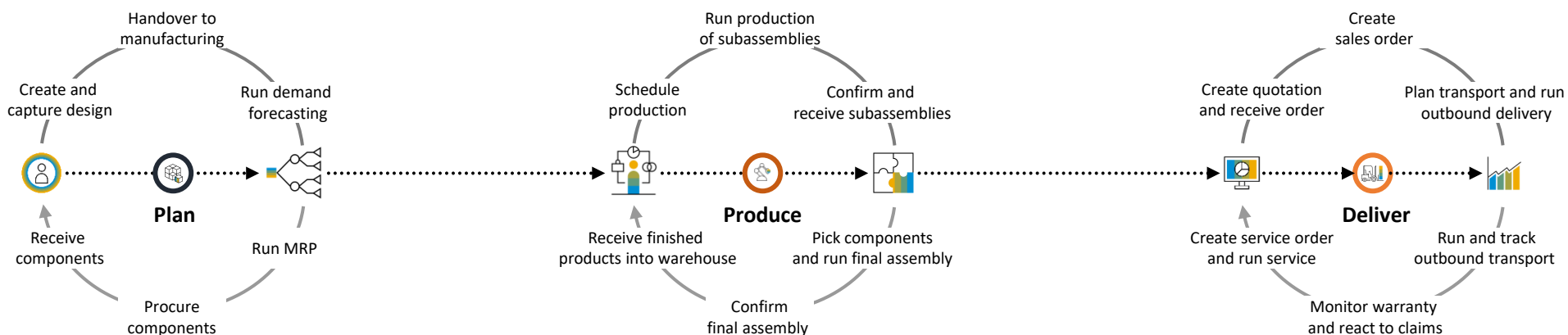
Flexibility/extensibility

	Key User Extensibility *(Key User – In App)*	**Developer Extensibility** *(ABAP Developer, EA only)*	**Side-by-Side Extensibility** *(Developer)*
Scenario	Smaller low-/no-code extensions of SAP solutions	Tightly-coupled and more complex extensions and apps	Loosely-coupled extensions and applications, such as partner solutions or custom applications targeting a different end user group
Use Cases	▪ UI field layout, custom forms and templates ▪ Custom analytics via CDS views ▪ Custom SAP® BusinessObjects™ ▪ Custom business logic using cloud BADIs ▪ Customer Implemented Localization	ABAP based: ▪ custom app development ▪ extensions of SAP S/4HANA Cloud solutions ▪ partner extensions ▪ Customer Implemented Localization	▪ Custom or multitenant applications ▪ ABAP and non-ABAP (Java, Node.js,) development ▪ SaaS solutions developed by partners ▪ Apps for separate target groups ▪ Customer Implemented Localization
Persona	Key user	ABAP developer	Developer
Benefit	▪ Fully managed and integrated in SAP S/4HANA Cloud ▪ No or very basic development skills required	▪ Development of extensions inside the SAP S/4HANA Cloud system ▪ No remote access or data replication ▪ Use and extend released SAP S/4HANA Cloud objects	▪ Decoupled extensions independent of SAP S/4HANA Cloud operation and lifecycle management

| Extensibility Integrated in SAP S/4HANA Cloud	Side-by-Side Extensibility

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Release and Update Cycle*

Systems **"continuously upgraded"** and **always on latest and greatest**, eliminating major upgrade projects and allowing fast and cost effective adoption of new innovations.

Current release as of Aug 2023

Release
SAP S/4HANA Cloud
2202

Release
SAP S/4HANA Cloud
2208

Release
SAP S/4HANA Cloud
2302

Release
SAP S/4HANA Cloud
2308

Feb 2022

Aug 2022

Feb 2023

Aug 2023

2202.1
2202.2
2202.3
2202.4

2208.1
2208.2
2208.3
2208.4

2302.1
2302.2
2302.3
2302.4

Continuous innovation updates
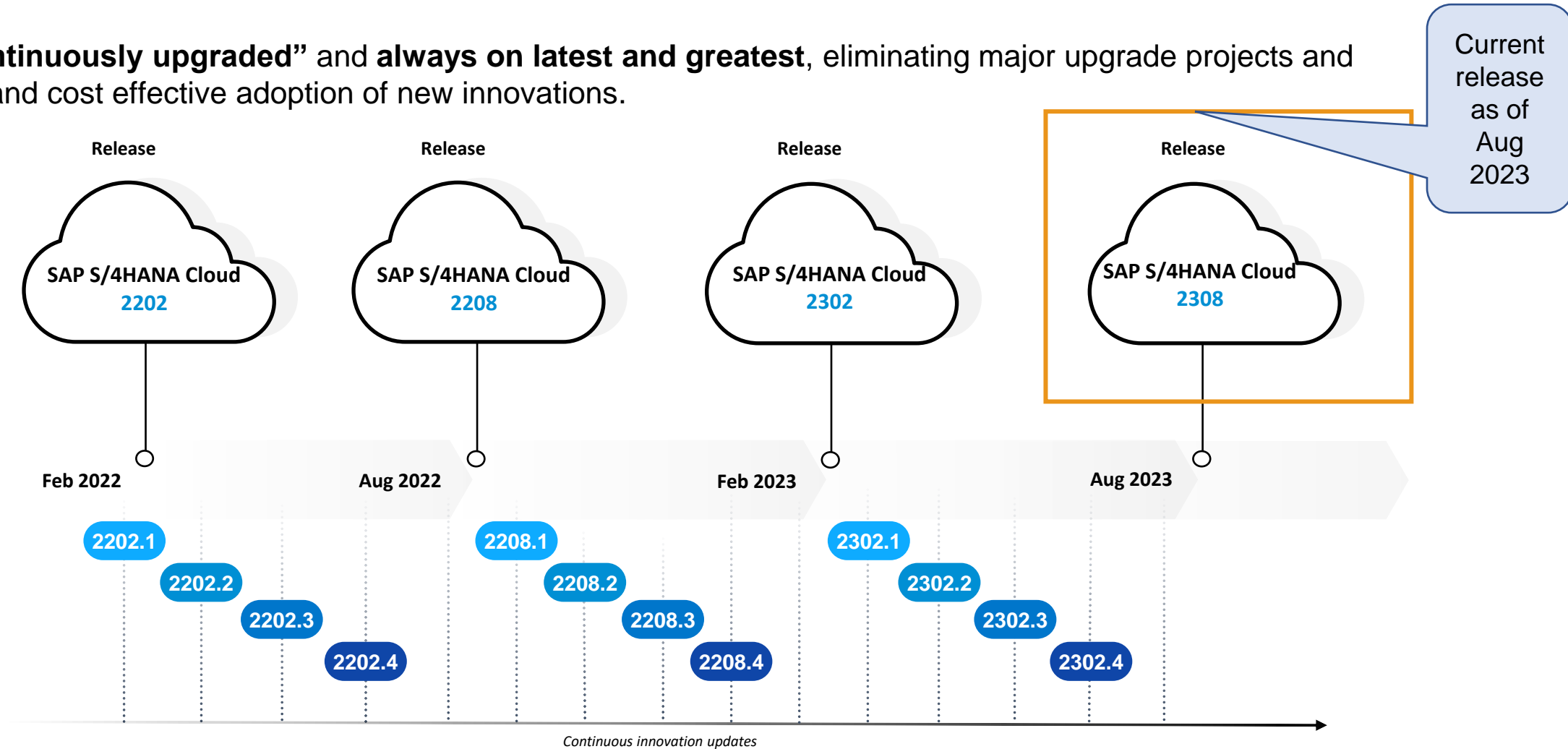
*This is the current state of planning and may be changed by SAP at any time without notice
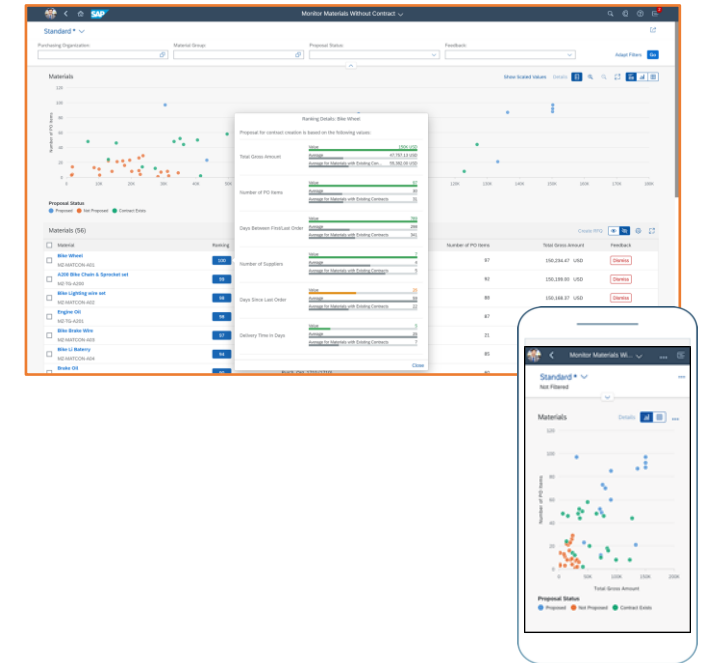
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World-class UX with SAP Fiori

On any device, use role based cockpits with digital assistant
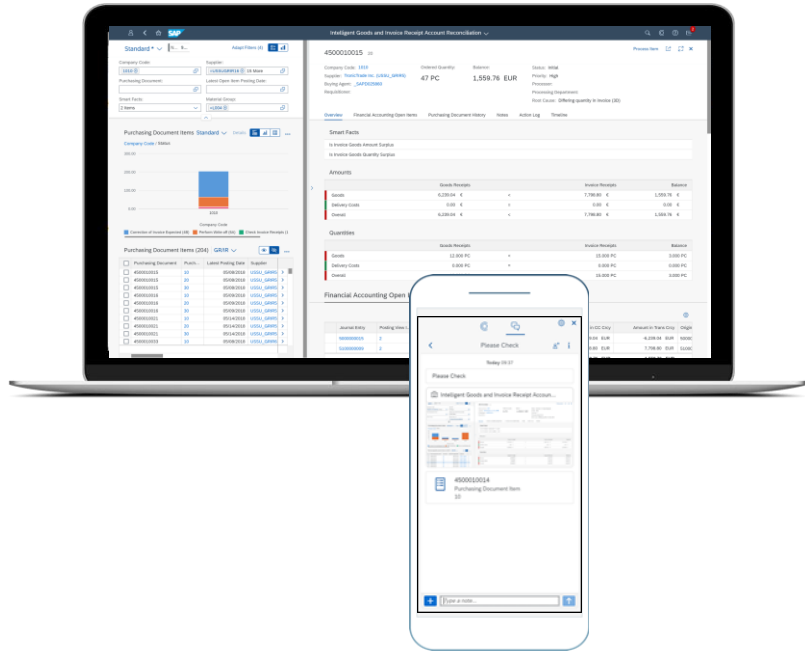
Embedded analytics for simulation, prediction & insight-to-action
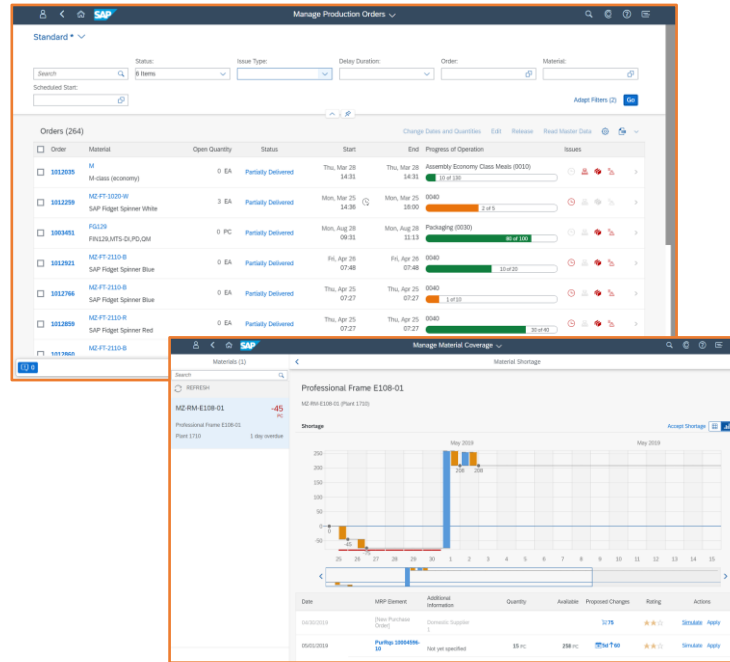
**Machine learning for automated processing & decision support**

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Embedded intelligence helps unlock efficiencies

Discover embedded insights
Data-driven decisions for measurable outcomes

React with situation handling
Exception-based notifications for insight to action

Automate SAP Process Automation
Multiple bot workflows for execution (attended + unattended)
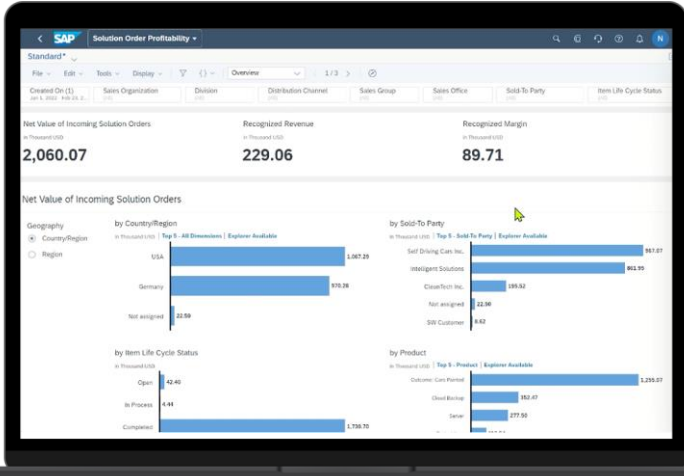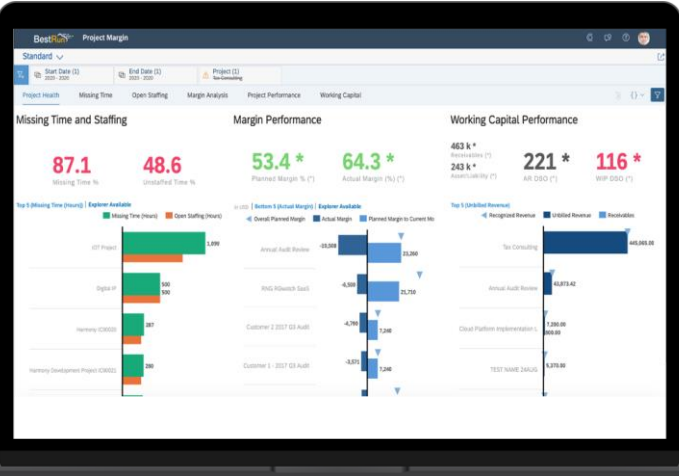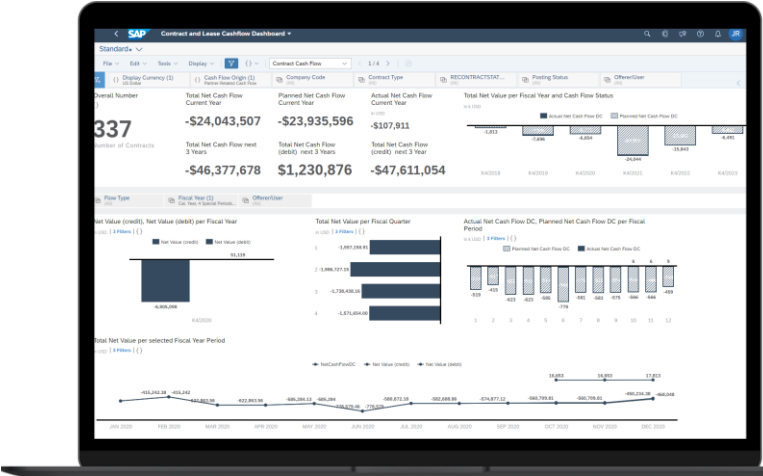
7 Times
increase in order processing capacity
Streamlining Order-to-Cash
processes increases capacity for seasonal sales peaks

SAP S/4HANA Cloud
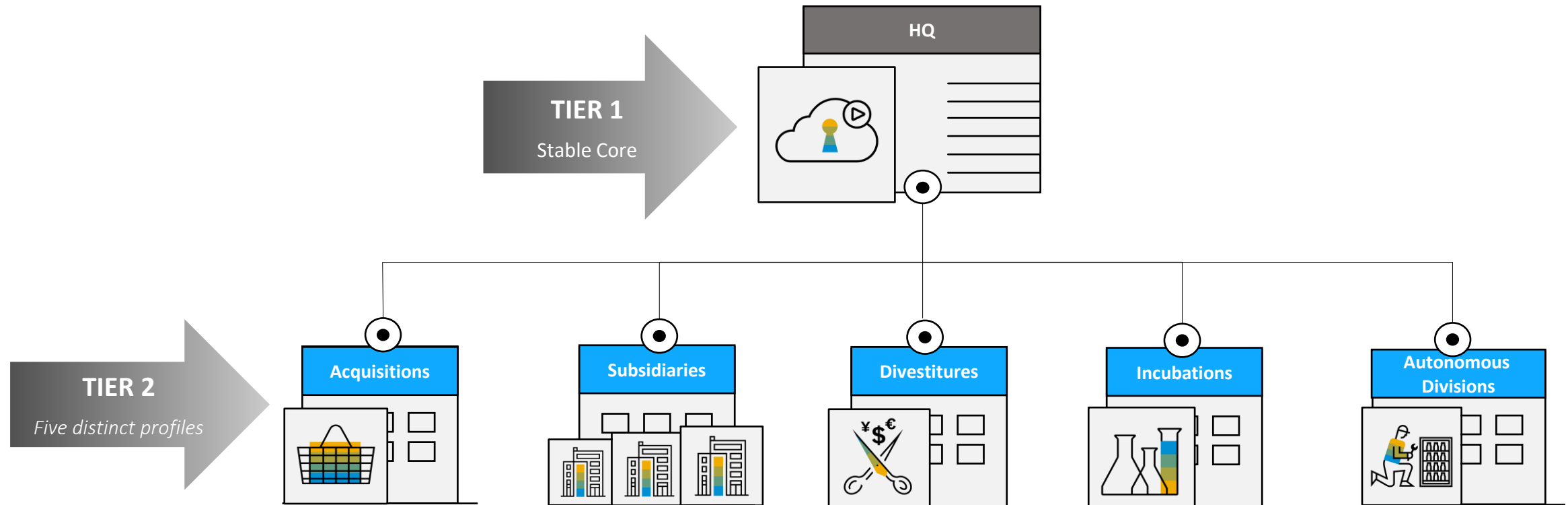**Automated and Transparent Order to Cash Process**
THE BEST RUN SAP

42%
of sales orders automated
Integrating Solutions
for a real-time overview of the entire go-to-market channel

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2-tier ERP Overview – for large enterprises (on SAP ECC or S/4HANA)

What is a two-tier scenario?

- ✓ A composable ERP strategy with different ERP systems at two different layers of the organization.
- ✓ One system serves a given function (e.g. HQ) as a stable backbone while the 2nd layer run on independent (often integrated) ERP system/s

TIER 1

Stable Core

HQ

TIER 2

Five distinct profiles

| Acquisitions | Subsidiaries | Divestitures | Incubations | Autonomous Divisions |

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Benefits from a 2-tier ERP model

Agility

- Faster Onboarding to reduce time to value
- Automated updates and patching
- Absorb Innovations at a faster rate

Flexibility

- Innovate with new business processes/models utilizing modern cloud technologies
- Flexible commercial models without large upfront investment

Autonomy

- Increased independence for the two-tier entity
- Evolve, change and adapt at own pace
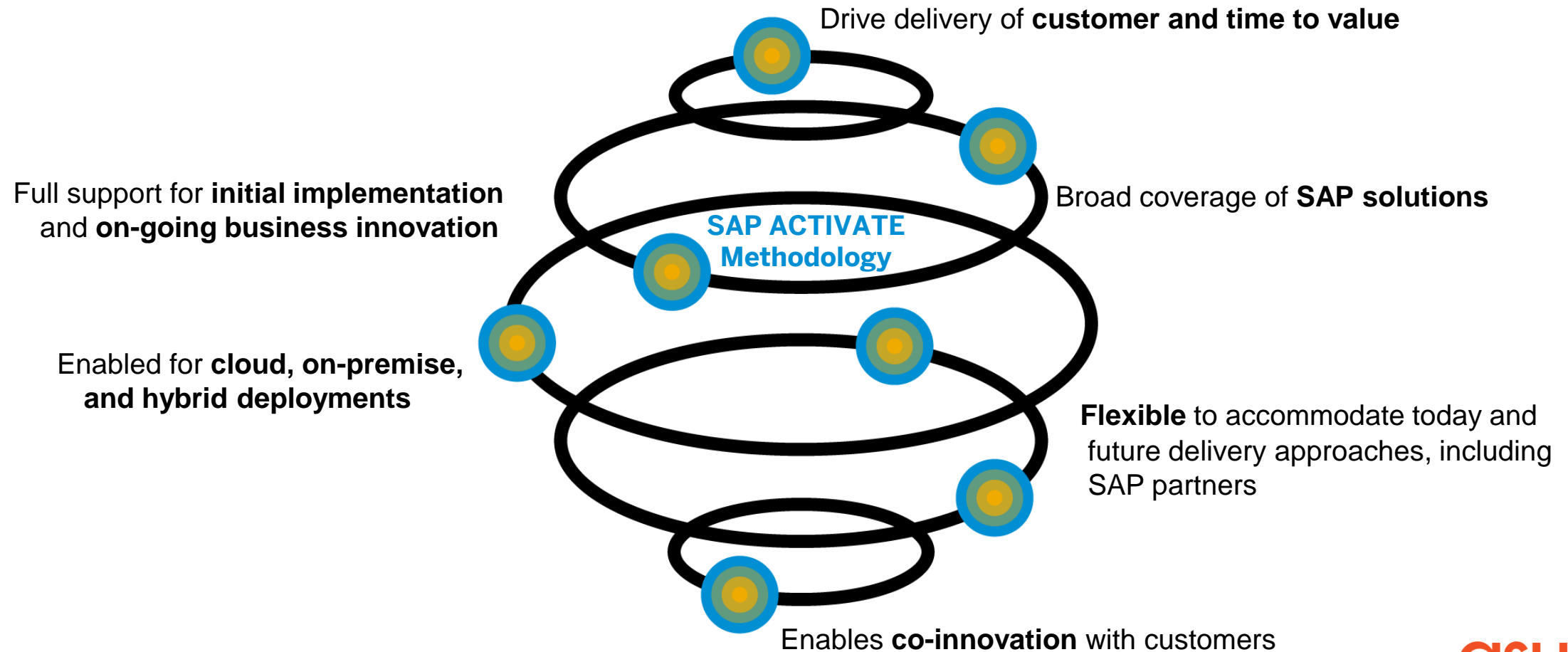- Lower risks and disruptions to global/HQ landscape

Compliance

- ISO Certified Security
- Address local legal requirements and changes
- Independent legal structure supporting JVs
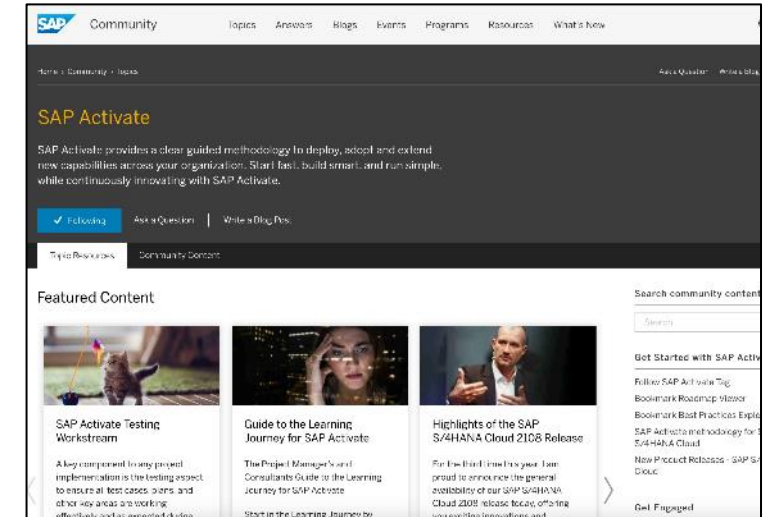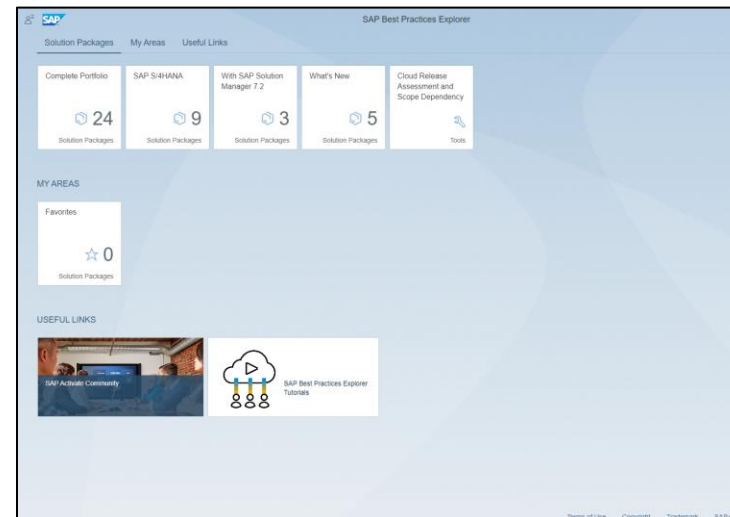- Carve out independent installations for divestitures

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SAP Activate – Deployment methodology

Customers achieve fast and cost efficient deployment of SAP innovations
with ONE simple, modular and agile methodology

Drive delivery of **customer and time to value**

Broad coverage of **SAP solutions**

SAP ACTIVATE Methodology

Full support for **initial implementation** and **on-going business innovation**

Enabled for **cloud, on-premise, and hybrid deployments**

Flexible to accommodate today and future delivery approaches, including SAP partners

Enables **co-innovation** with customers

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Enablers for SAP Activate
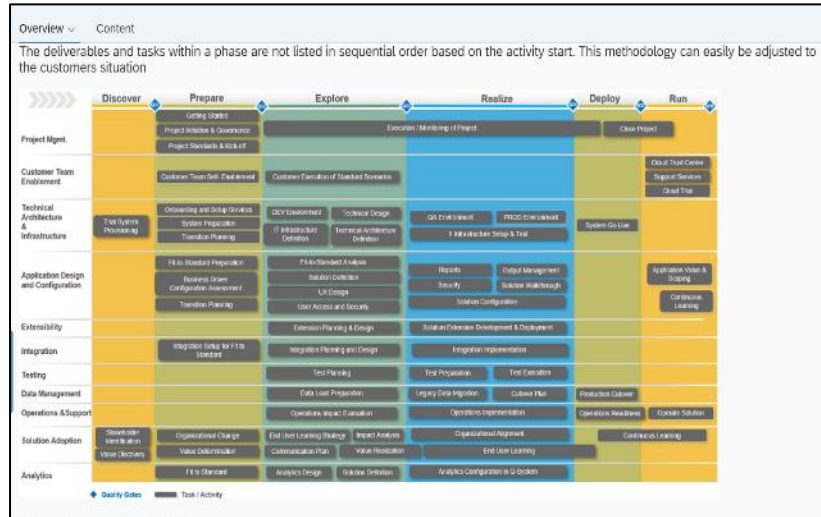
SAP Roadmap Viewer & Activate

- Access implementation guidance for your digital transformation
- View and download SAP Activate methodology assets and accelerators
- Provide feedback to the Activate team
- https://go.support.sap.com/roadmapviewer

SAP Best Practices Explorer

- Access and download SAP Best Practices content
- Power your project with ready-to-run business processes
- https://rapid.sap.com/bp/

To be replaced starting June 30, 2023 by "Process Navigator by SAP"

SAP Activate Community

- Engage SAP Activate experts
- Ask questions and collaborate
- Stay up to date
- Follow the community at https://community.sap.com/topics/activate

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SAP Activate Roadmap Viewer

Benefits:

- SAP **Fiori application** to help you to guide your SAP S/4HANA implementation project

- Contains time-phased instructions to help execute tasks throughout the implementation journey

- Offers you a large number of accelerators to help you run your project as efficient as possible

- Content continuously updated to provide current and accurate instruction

- Guides you through the whole SAP S/4HANA solution lifecycle

SAP Activate Roadmap Viewer Access:

https://go.support.sap.com/roadmapviewer/

Getting Started with the SAP Activate Roadmap Viewer
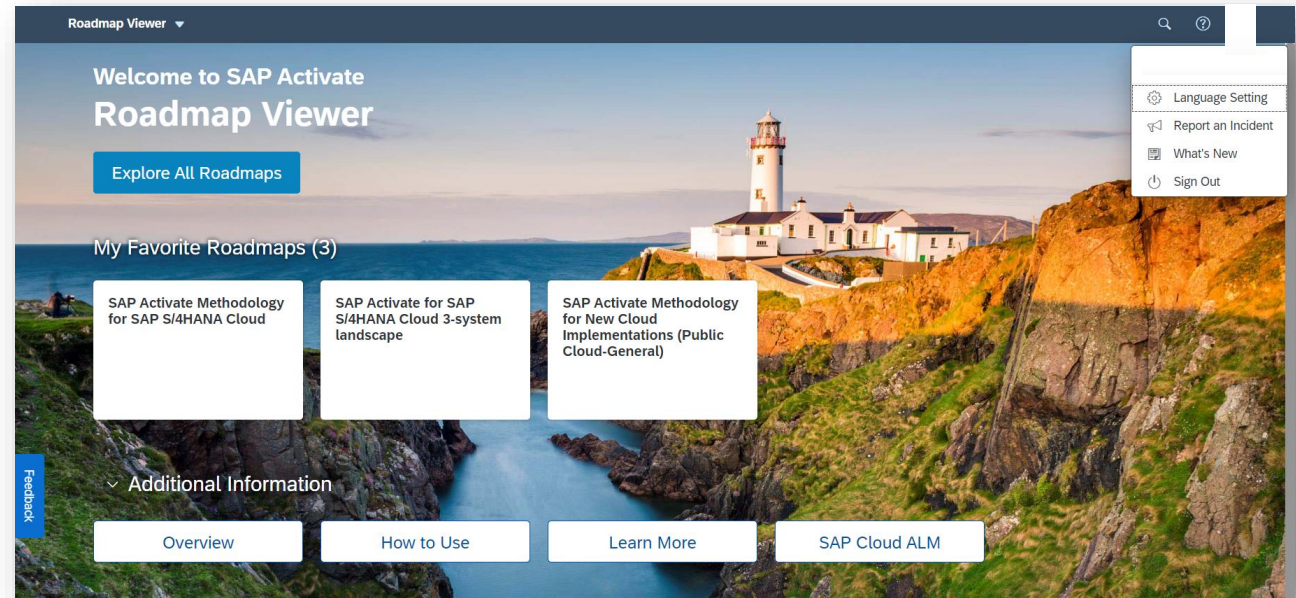
SAP Activate phases

Journey and Key Milestones

- Qualification
- Discovery Assessment
- Buy
- Cloud ALM & Central Business Configuration
- Onboard Project Team
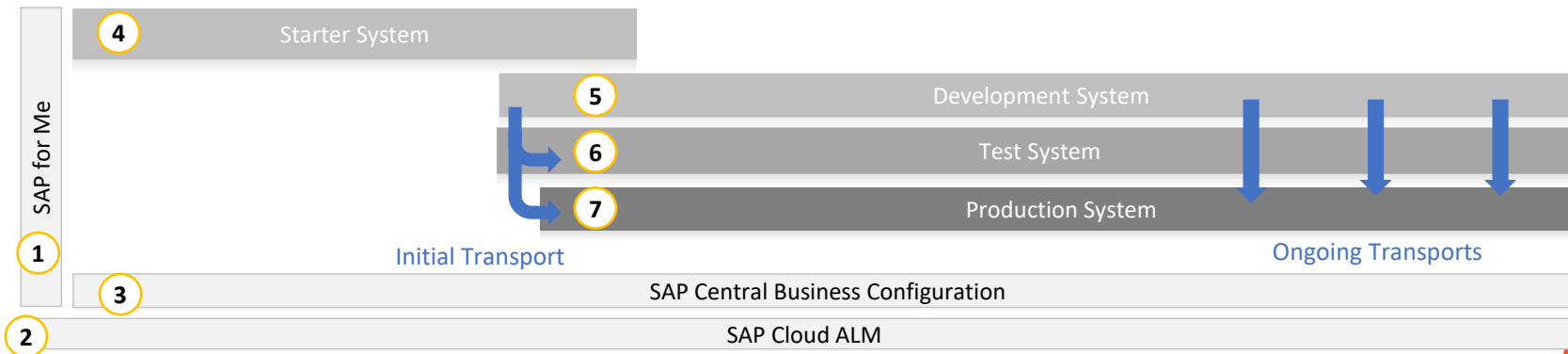- Finalized scope and backlog with delta requirements
- OCM Delivery & Monitoring
- Go-Live Readiness Assessment
- Go-Live
- Update & Upgrade
- Activate new scope / add countries

Phases: Discover → Prepare → Explore → Realize → Deploy → Run

Continuous Innovation

Activities:
- Discovery Assessment (Scope)
- Setup and Enablement
- Fit-to-Standard Analysis
- Configure, Play back
- Migrate, Integrate, Test
- Extend
- Onboard Users and Deploy
- Innovate, Operate, Support

System Landscape

SAP for Me

- 4 Starter System
- 5 Development System
- 6 Test System
- 7 Production System
- Initial Transport
- Ongoing Transports
- 1
- 3 SAP Central Business Configuration
- 2 SAP Cloud ALM

X Sequence of provisioning

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Cloud Mindset – key ingredient for success

- A fundamental new way of thinking in the cloud era. It requires the ability to rapidly adopt standard best practices and leverage cloud technology to engage in continuous innovation

- The adoption of a cloud mindset enables an organization to achieve higher agility, flexibility and collaboration thereby optimize the use of business and technological innovations that the cloud offers.

- Customer committed to cloud mindset embrace:
  - ❖ Adopting standard processes
  - ❖ Running the solution in a SAP selected Data Center
  - ❖ Accepting innovation and update cycles

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Get started now with free trial version
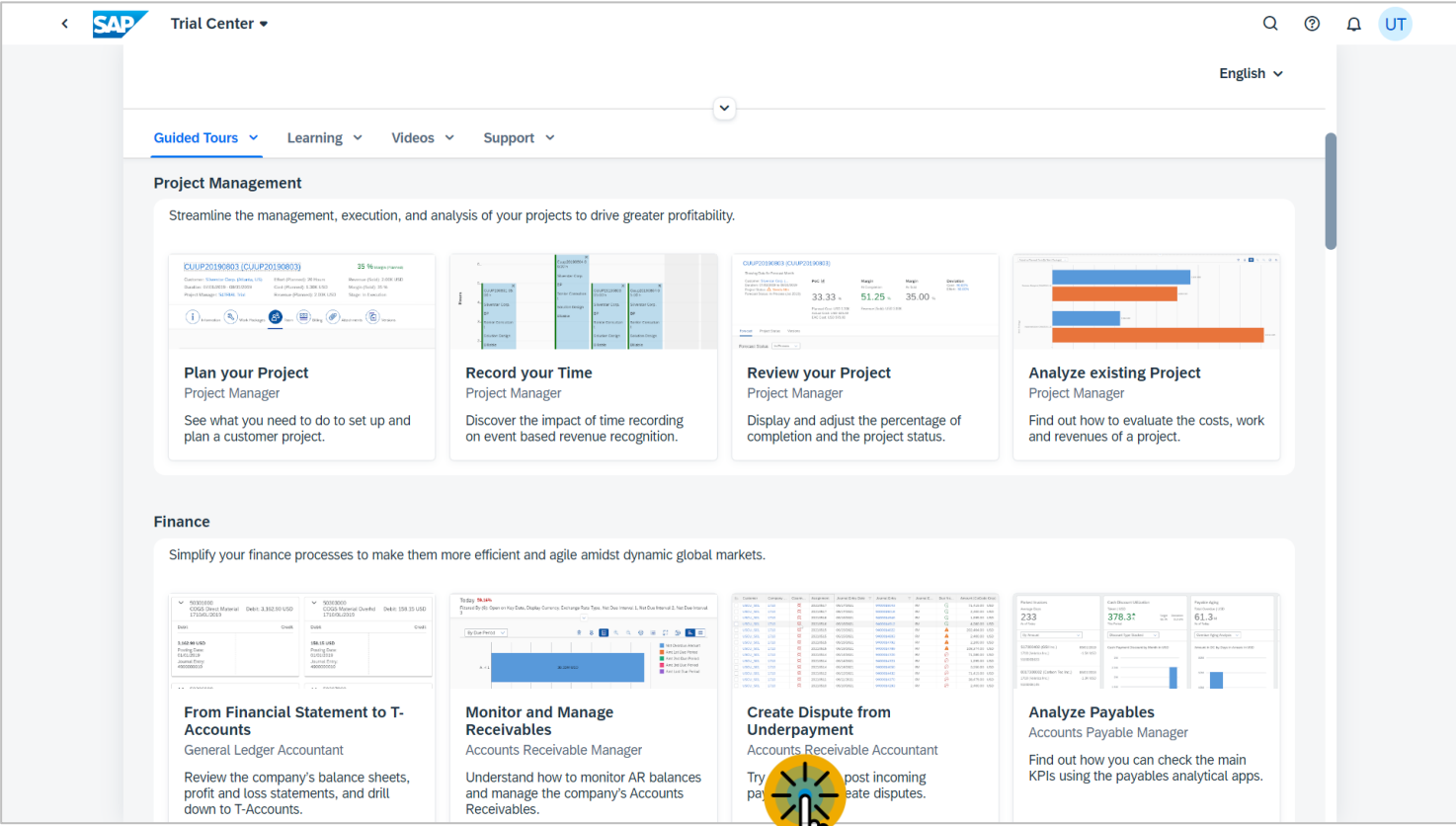
SAP S/4HANA Cloud, public edition Trial

Free of Charge
Test a real SAP S/4HANA Cloud system 14 days for free.

Guided Tours
Explore the solution highlights along expert-curated scenarios.

Comprehensive Scope
Run a broad range of processes across Finance and Logistics.

Complementary Content
Consume complementary content linked in the trial.

Get started now!

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Customer Flipping Book

[Ready-To-Run Customer Flipping Book](#)

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Questions?

For questions after this session, contact me at Anurag.barua@sap.com

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Thank you.

For questions after this session, contact me at Anurag.barua@sap.com

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