



RISE and GROW with SAP

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Public

Agenda

The Renaissance of ERP

- Focus Areas + Triggers for Change

RISE vs. GROW with SAP

- What's new with RISE?
- What is GROW + How can it help my business?
 - Digital Discovery Assessment + Qualification
- Implementation Options

Cloud Mindset

- What does this mean?
- Am I ready?

Closing & Next Steps

The Renaissance of Information Technology

Design Resources

Run Resources

Solution

Quality of Service

Commercials

Incentives*

Also Included with RISE with SAP
Take advantage of SAP's scale and expertise

[SAP Cyber Defense and Response Center](#)

Full-Time Security Team • 24/7 Security Monitoring • Incident Management
Continuous Vulnerability Scans • Penetration Tests • Hacking Simulation

[Industry Standard Enterprise-Grade Security**](#)

Management System **ISO27001** • **ISO22301** • **ISO9001** • **BS10012**

Financial Controls **SOC 1** • Operations and Compliance **SOC 2**

Data Protection **BS10012** • Data Privacy **EU-DGPR**

Security Operations **ISO 9000** • **ISO 25010** • Service Delivery **ISO 20000**

Business Continuity **ISO 22300** • Application Security **IOS 27034** • **OWASP**

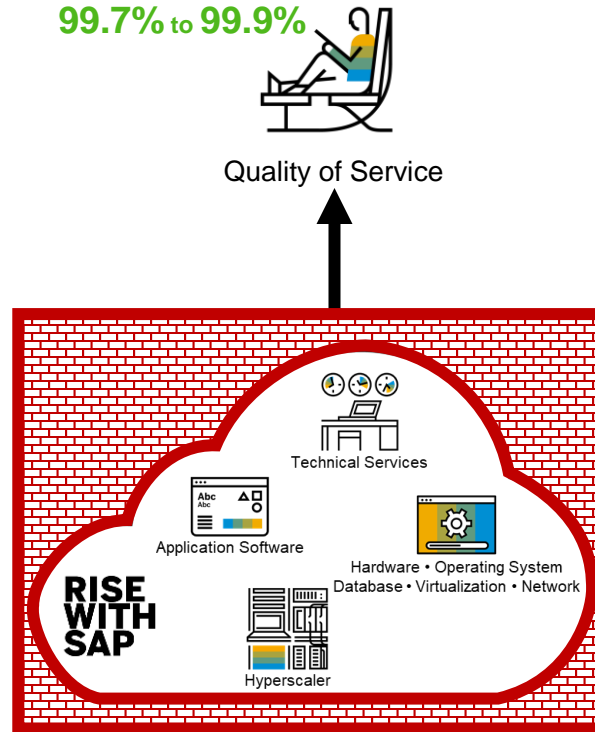
Destruction of Media **ISO 27040** • Incident Management **ISO 27035**

[Backup and Disaster Recovery***](#)

Regularly Tested by SAP • Metro or Regional Sites
RPO 30 mins RTO 12 Hours (RTO 4 Hours Available)



SAP Reference
Architecture



Also Included with RISE with SAP*

SAP Document and Reporting Compliance
SAP Group Reporting
SAP Cloud Identity Service
SAP Central Business Configuration
Adobe Forms as a Service
Tricentis Test Automation for SAP



RISE with SAP
Subscription



[RISE with SAP](#)

Take advantage of SAP's bargaining power

[Tools & Services](#)

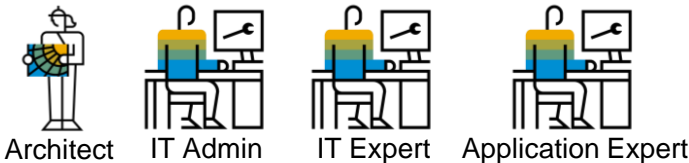
SAP Readiness Check
Custom Code Migration
SAP Enable Now (view only)
SAP Cloud ALM
SAP Launchpad
SAP Mobile Start App

[Business Process Intelligence](#)

Process Discovery Report (1 report)
SAP Signavio Process Insights (50GB, one-time)
SAP Signavio Process Manager (3 users)
SAP Signavio Process Collaboration (10 users)

[Business Technology Platform](#)

Build Apps (AppGyver, Visual No-Code)
Build Process Automation (iRPA, Workflow)
Build Work Zone
CPEA Credits (SAP Discovery Center)



Build Higher Value / Differentiating
Platform Projects

The Renaissance of ERP – **Focus & Triggers for Change**



**Focus
on People**



**Interconnected
Trade**



**Innovation
in Work**



**Enabling
Technology**

Adopt New Business Models

Mitigate Risk

Become More Responsive

Automate Business Processes

Enhance Customer Experience

GROW and RISE with SAP | Differentiated Cloud journeys



GROW with SAP



RISE with SAP

Digital Strategy

Net-new, mid-market customers starting a green-field ERP deployment

SAP ERP installed base customers migrating to the cloud by leveraging their existing solution

Solution

RISE with SAP S/4HANA Cloud, public edition + Acceleration services, tools and methodologies

RISE with SAP S/4HANA cloud, private edition

RISE with SAP S/4HANA Cloud, public edition + Acceleration services, tools and methodologies

Customer journey

Implement a ready-to-run cloud ERP that delivers the latest industry best practices and continuous innovation

Migrate installed base customers to cloud with a tailored-to-fit cloud ERP that adapts to their unique transformation.

Drive a clean core journey to realize cloud qualities and drive adoption of public edition through a hybrid 2 tier landscape.

An aerial photograph of a dense, green forest. A narrow, winding path or stream bed is visible in the lower right portion of the image, cutting through the thick canopy of trees.

GROW WITH SAP

What is GROW?

Engaging the Market

A new offering optimized for net new, mid-market customers designed to improve the mid-market's perception of SAP by bringing a differentiated offer

Offering Compelling Solution Packages

With license entitlements for mid/lower mid-market customers at lower price point and for mid/upper mid-market and large enterprises needing enhanced capabilities

Helping Customers Adopt the Solution

By showing them a quick path to value through adoption and acceleration services, an active SAP expert community and accessible learning content

Ensuring the Right Fit – Digital Discovery Assessment

1. Enter Qualification Info

60 Second Form on Customer, Industry and Global Scope



2. Receive Guidance on Fit

Recommend Public Edition or Private Edition



3. Conduct Detailed Discovery

Document Scope and points of integration



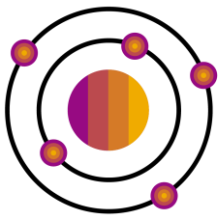
4. Finalize Scope & Fit

Build out BOM and feed final scope into project plan and CALM

The screenshot displays the 'Add Opportunity' form in SAP S/4HANA, organized into three steps:

- Step 1. Customer information**
 - 1. What is the name of the customer? (Text input: Demo Record)
 - 2. What is the CRM Opportunity / Deal ID Number? (Text input: 999999999)
 - 3. Is this an existing (installed-base) or net-new name customer? (Buttons: Net New Name, Installed Base)
 - 4. How does the existing customer plan to move to S/4HANA? (Buttons: New Implementation, System Conversion)
- Step 2. Countries & Industry**
 - 1. What is the country where the contract will be signed? (Text input: Germany)
 - 2. Which countries are in scope? (Text input: Germany, Select Countries button)
 - 3. What is the industry of the client? (Dropdown: Consumer Products)
 - 4. What is the Industry Segment? (Dropdown: Food Dairy)
 - 5. Focus on Finance-Led ERP or Core Industry Processes? (Buttons: Finance-Led ERP, Core Industry)
- Step 3. Additional Information**
 - 1. Comments, if any? (Text input)

At the bottom, there are three buttons: Cancel, Simulate Sol. Approach, and Add & Qualify Opportunity.



Implementation Options

System Conversion



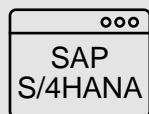
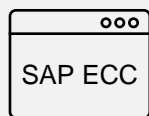
New Implementation



Selective Data Transition

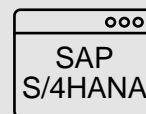
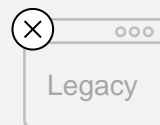
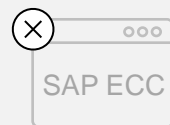


FROM



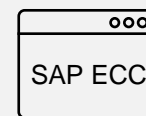
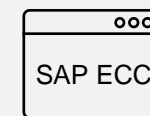
TO

- Copy complete system + data
- Reuse of existing implementation
- Add innovation later (LOB / Fiori / ML)



Clean System

- New install / deploy new practices
- Data migration (harder for old data)
- Full innovation from day one
- Change deployment if wanted



- Large, multi-national corporation
- Multi-SAP ERP instance environment
- Business requirement to harmonize or to do a partial redesign
- Necessity to retain historic data in productive system







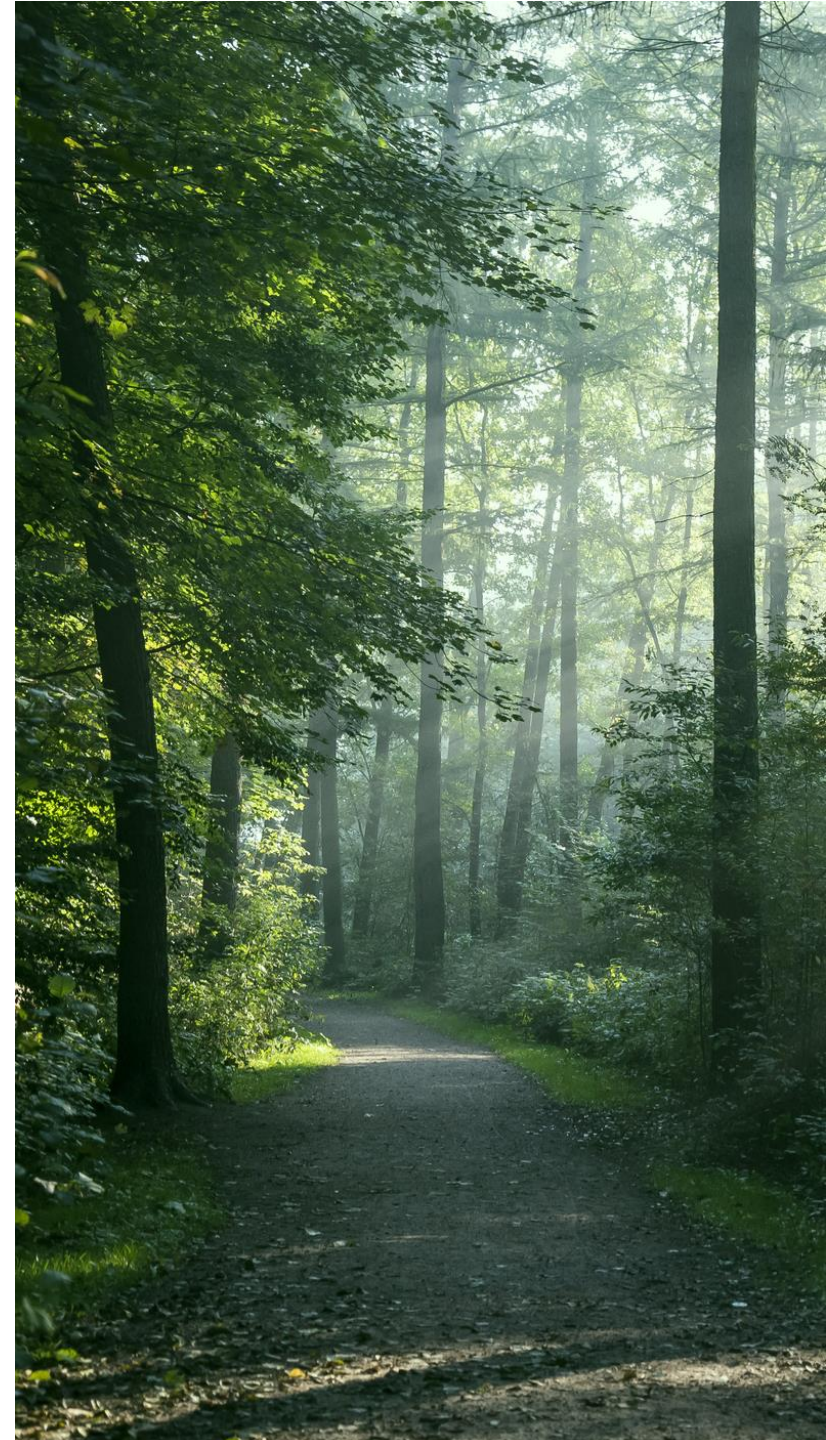
“Adopting a cloud mindset has been called the **single most important predictor of cloud success.”***

*Lewis (2017). Cloud success is about changing your mindset. NZ Business + Management. 31(6), 44-45

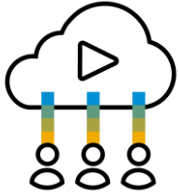
Cloud Mindset – Definition

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.



SAP S/4HANA Cloud Mindset Building Blocks



Fit-to-Standard

Awareness and understanding of the key features of S/4HANA Cloud, i.e. Fit-to-Standard with minimal configuration



Extension & Integration

Custom fields, business objects, business logic, and integration or EDI via SAP BTP services; Intelligent Enterprise Suite



Agile

Follow the SAP Activate methodology and fully embrace an agile way of working



Digital Transformation

Users are aligned with the corporate purpose, identity, respective business needs, and fully engage in digital transformation



Innovation Adoption

Readiness to adopt continual innovation in sync with periodic cloud product updates



Collaboration

Users embrace collaborative, self-organizing ways of working

Next Steps:

[Value Exploration Workshops](#) – Next workshop is June 22, 1:30pm-4:00pm EDT

Flipbooks

- [Learn how SAP S/4HANA Drives Top, Bottom, and Green Line Growth](#)
- [Ready to Run: S/4HANA Cloud, Public Edition](#)

[Free Trial of S/4HANA Cloud, Public Edition](#)

Thank you.

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