



Drive business model innovation with SAP S/4HANA Cloud

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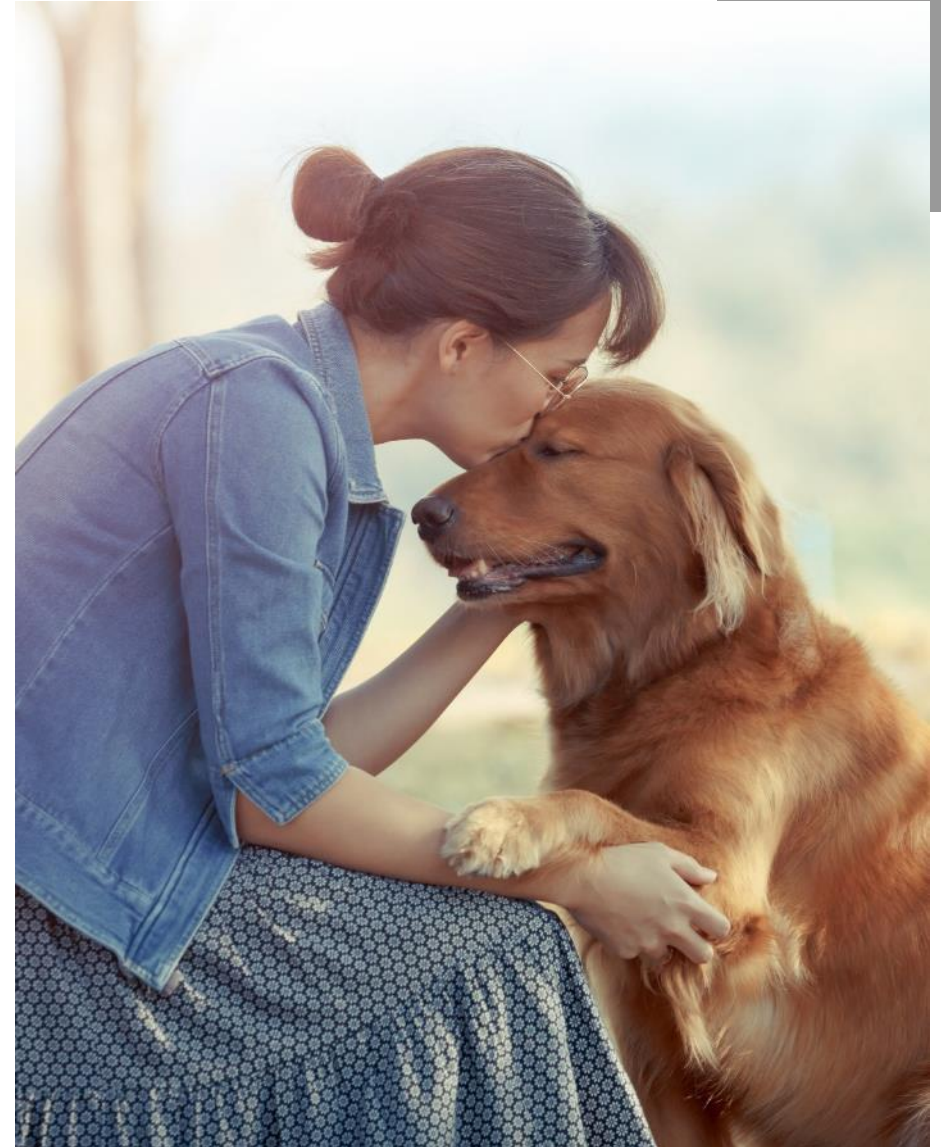
Public

**RISE
WITH
SAP**

• AGENDA

ECC and S/4 HANA: What is different?

- User Experience/Embedded Analytics
- Business Networks
- NEW Business Processes
- Embedded Intelligent Technologies
- Cloud



Disclaimer

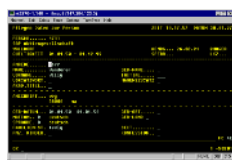
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← Before SAP S/4HANA

SAP R/2
Mainframe



1972

SAP R/3
Client/Server



1992

SAP ERP
mysap.com



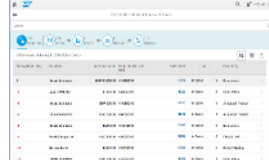
2004

SAP HANA
In Memory



2011

ERP on HANA Suite on Hana with Fiori UX

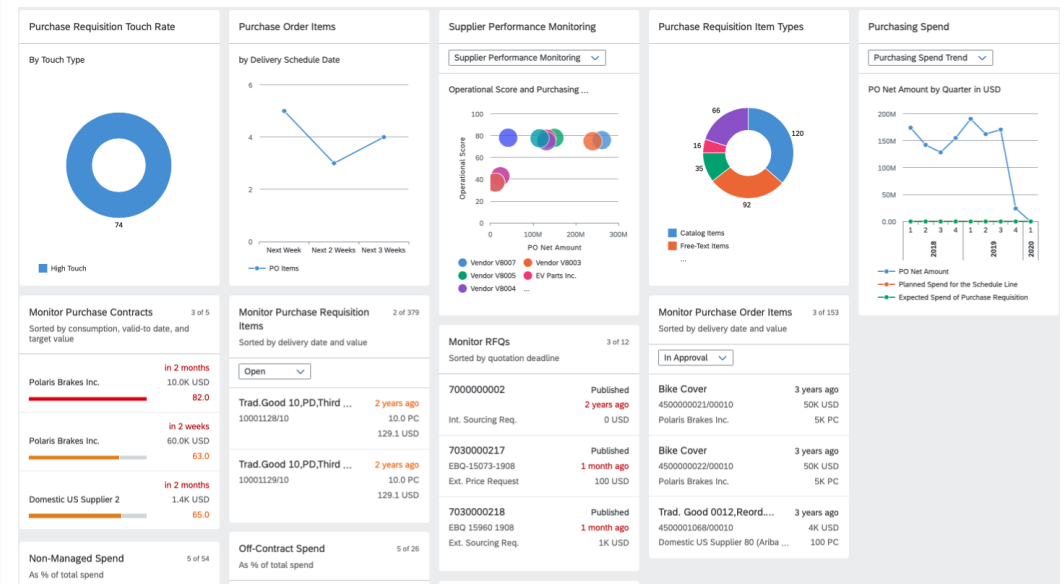


2013

→ With SAP S/4HANA

SAP S/4HANA Digital Core
Intelligent Enterprise

Experience Management
C/4 IBP SAC
SAP S/4HANA
Cloud Platform HANA Data Hub
Intelligent Suite



2015

2018

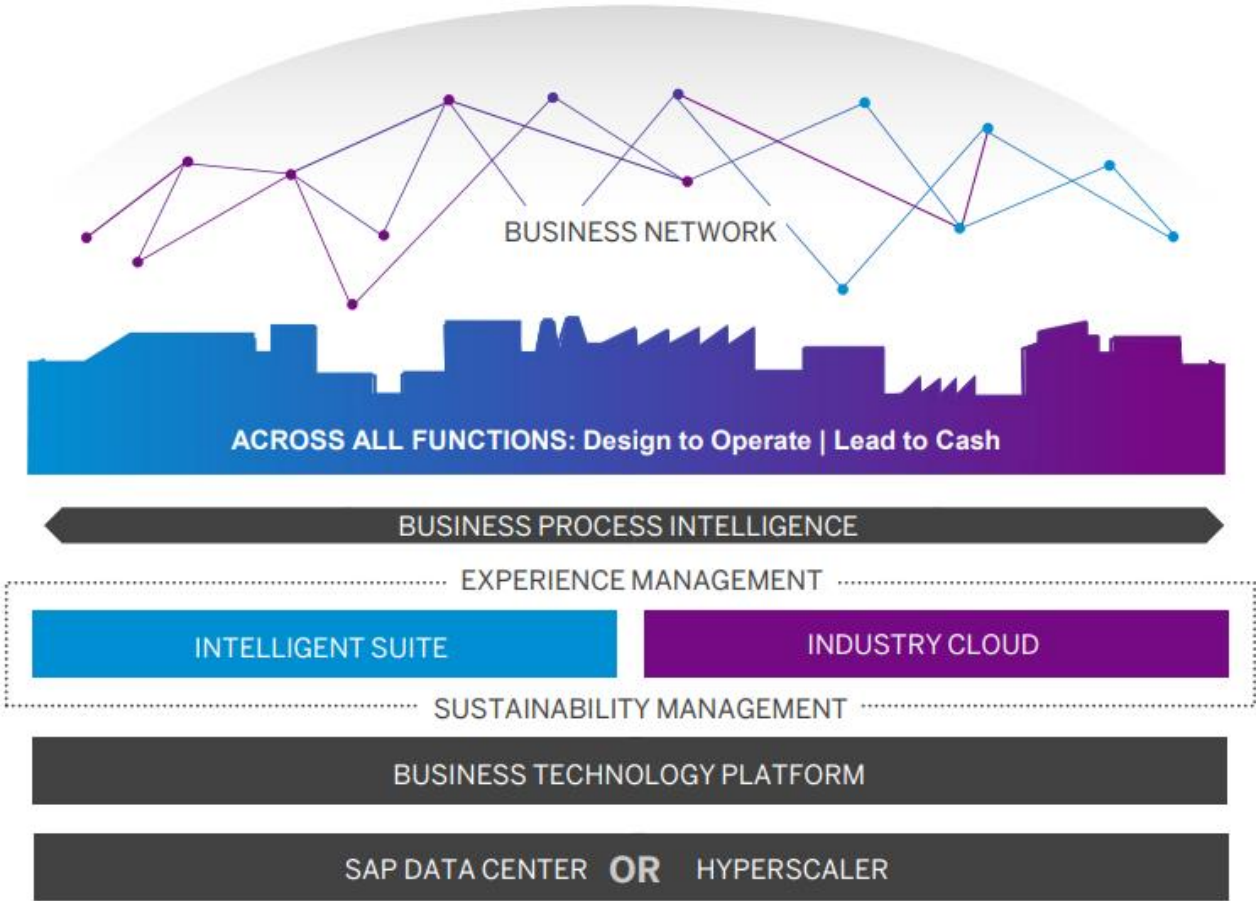
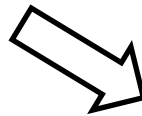
2020+

What makes S/4HANA different?

ECC is an ERP - S/4HANA is part of a Platform for a **connected** world

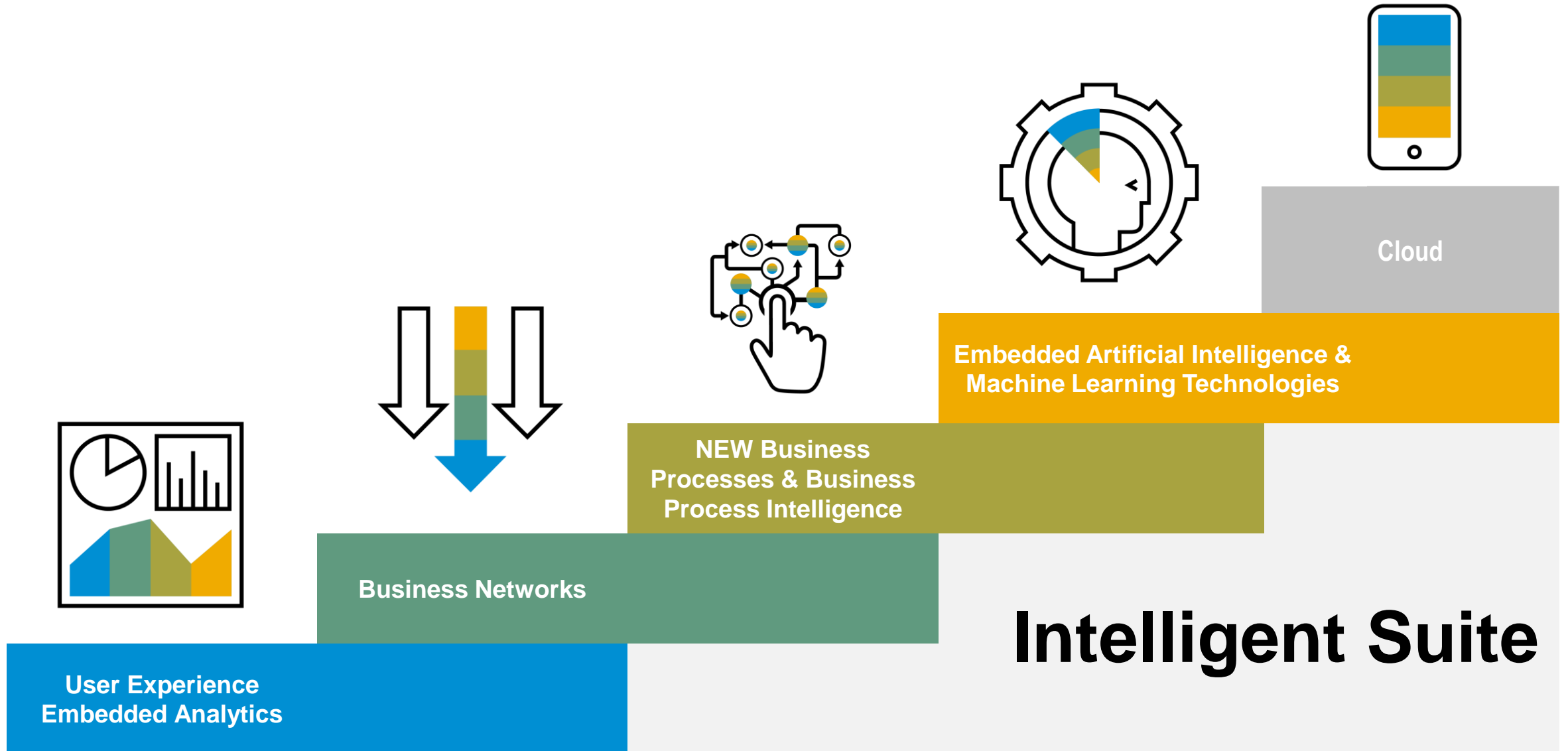


ECC



S/4HANA

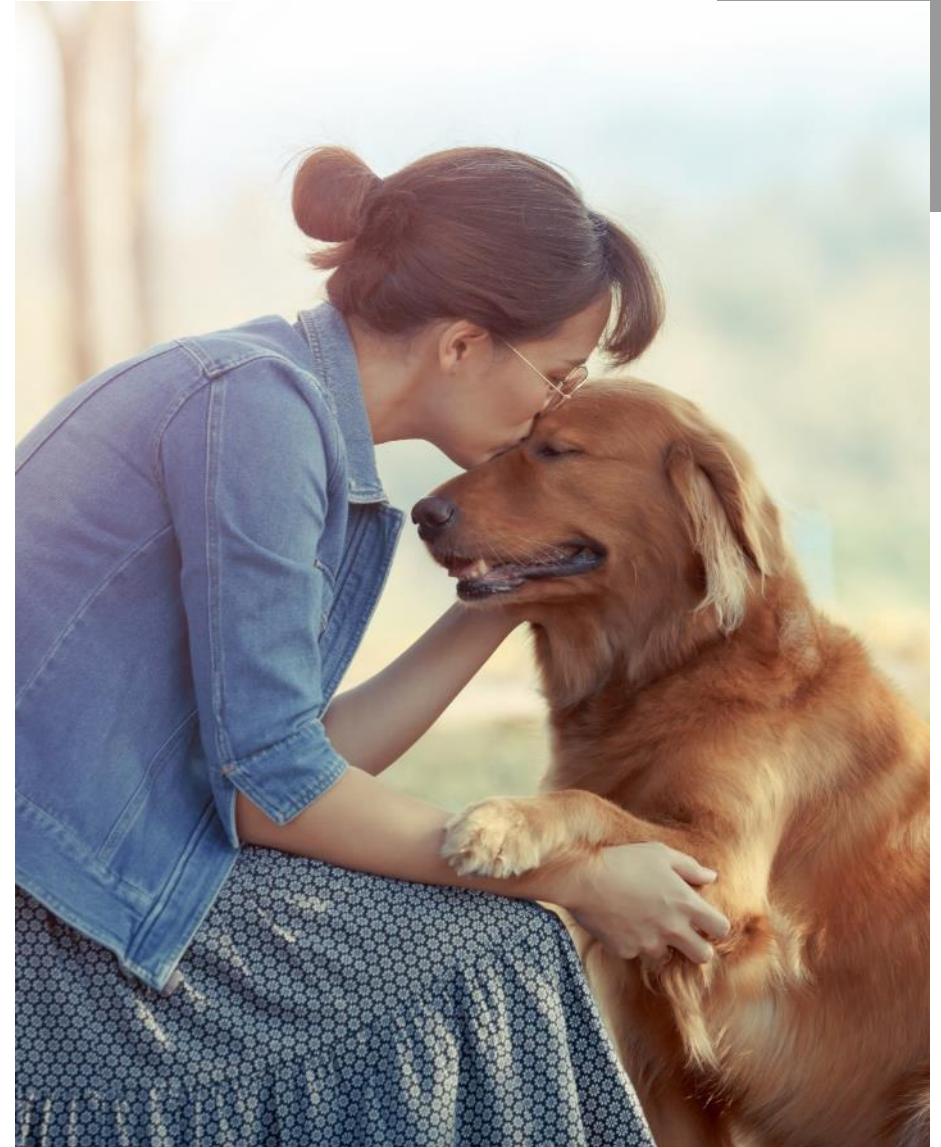
SAP S/4HANA: What is Different from SAP ECC?



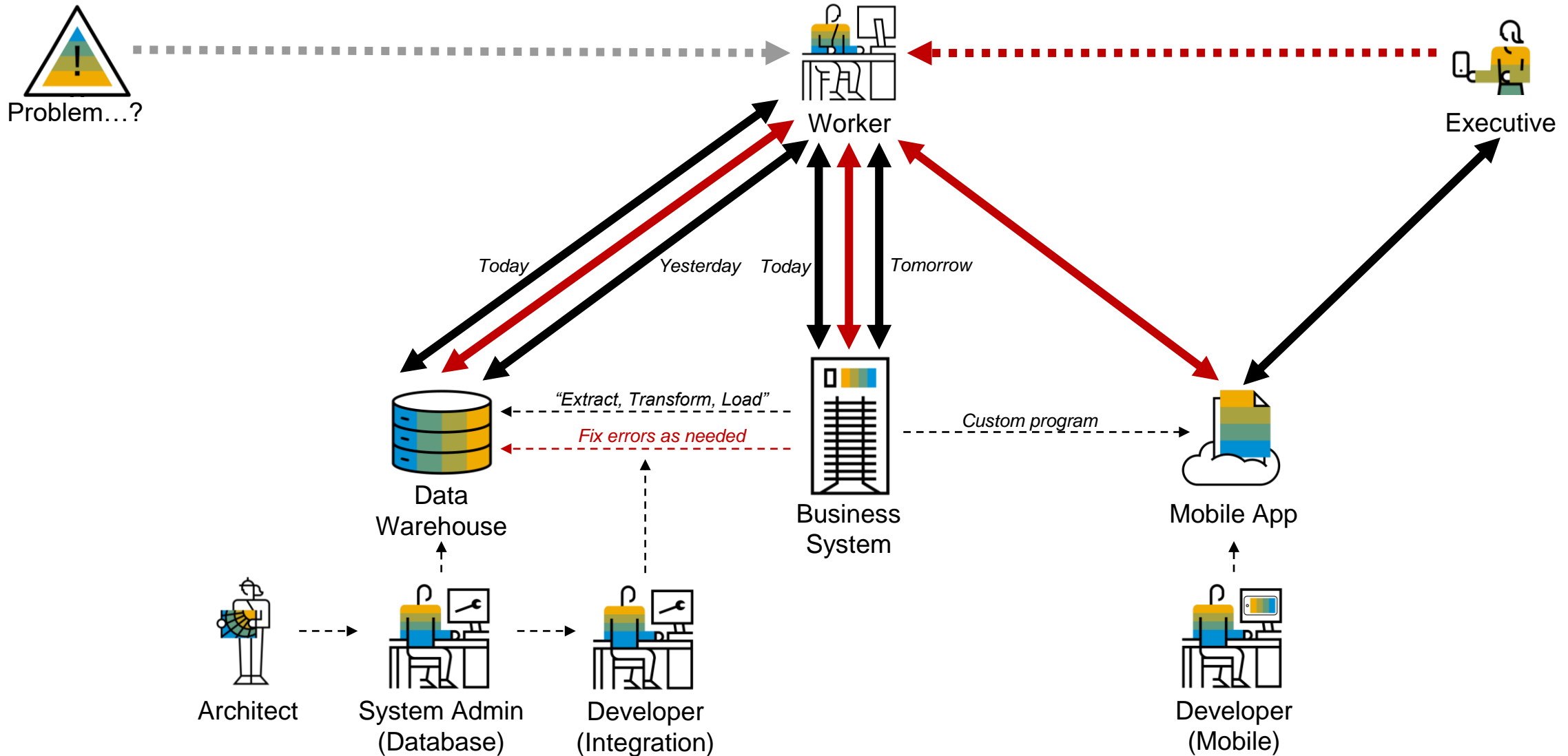
AGENDA

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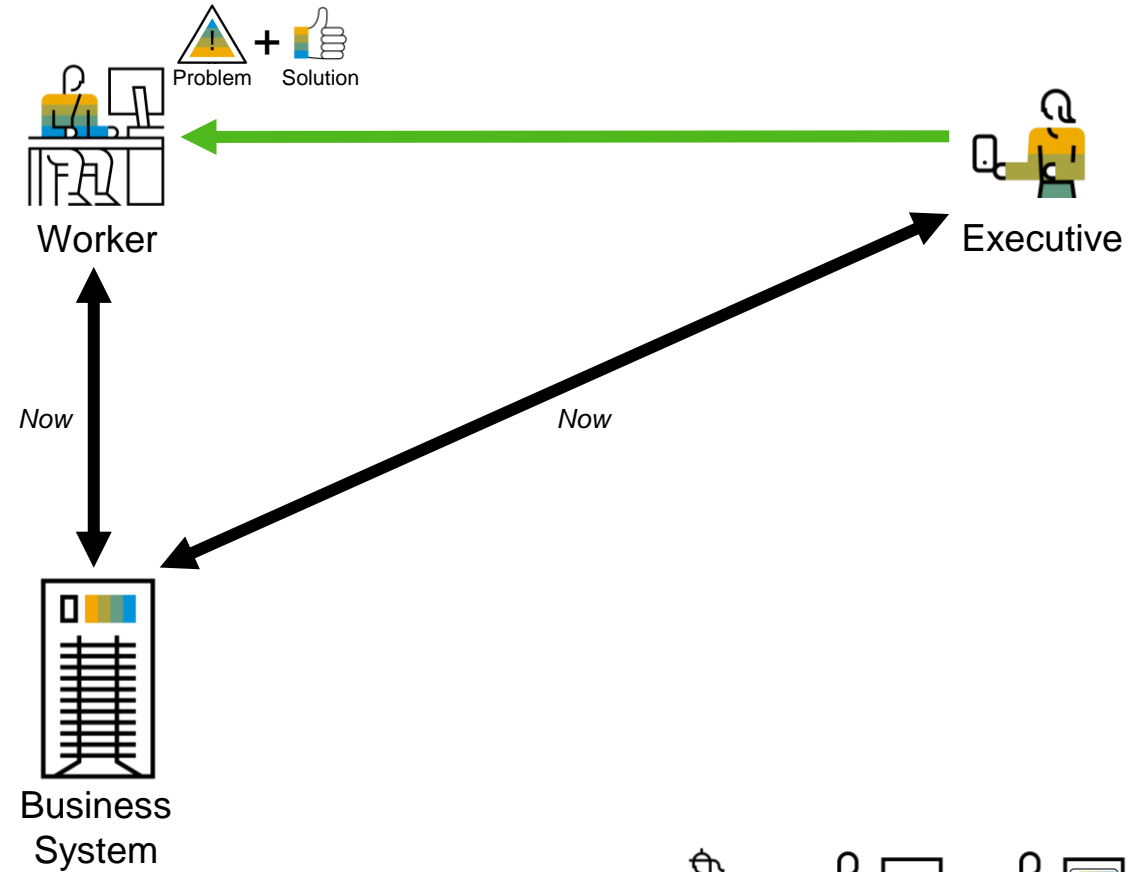
- **User Experience/Embedded Analytics**
- **Business Networks**
- **NEW Business Processes**
- **Embedded Intelligent Technologies**
- **Cloud**






User Experience: What's Different?

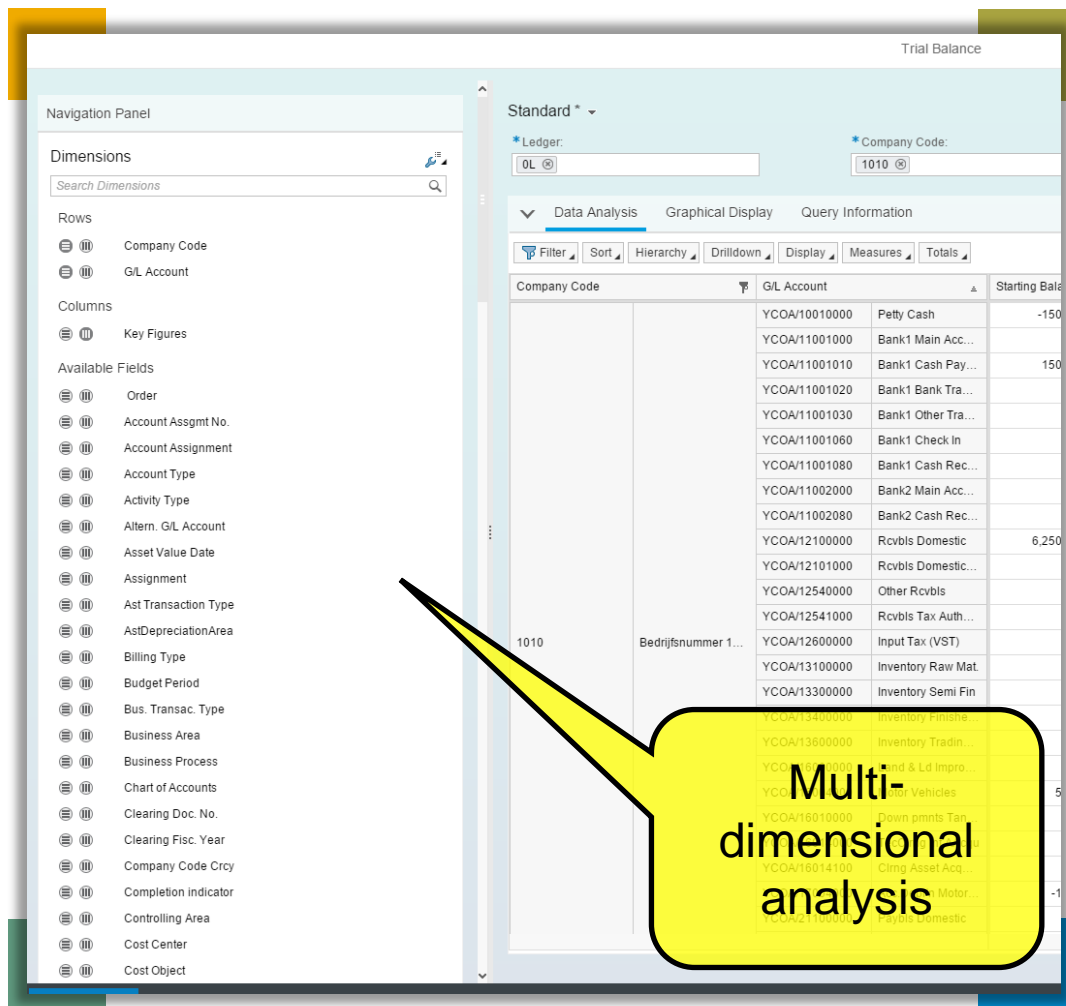


User Experience: What's Different?



  
Build Higher Value / Differentiating
Platform Projects

Insight to Action ... Only Available with S/4HANA



Trial Balance

Standard * ▾

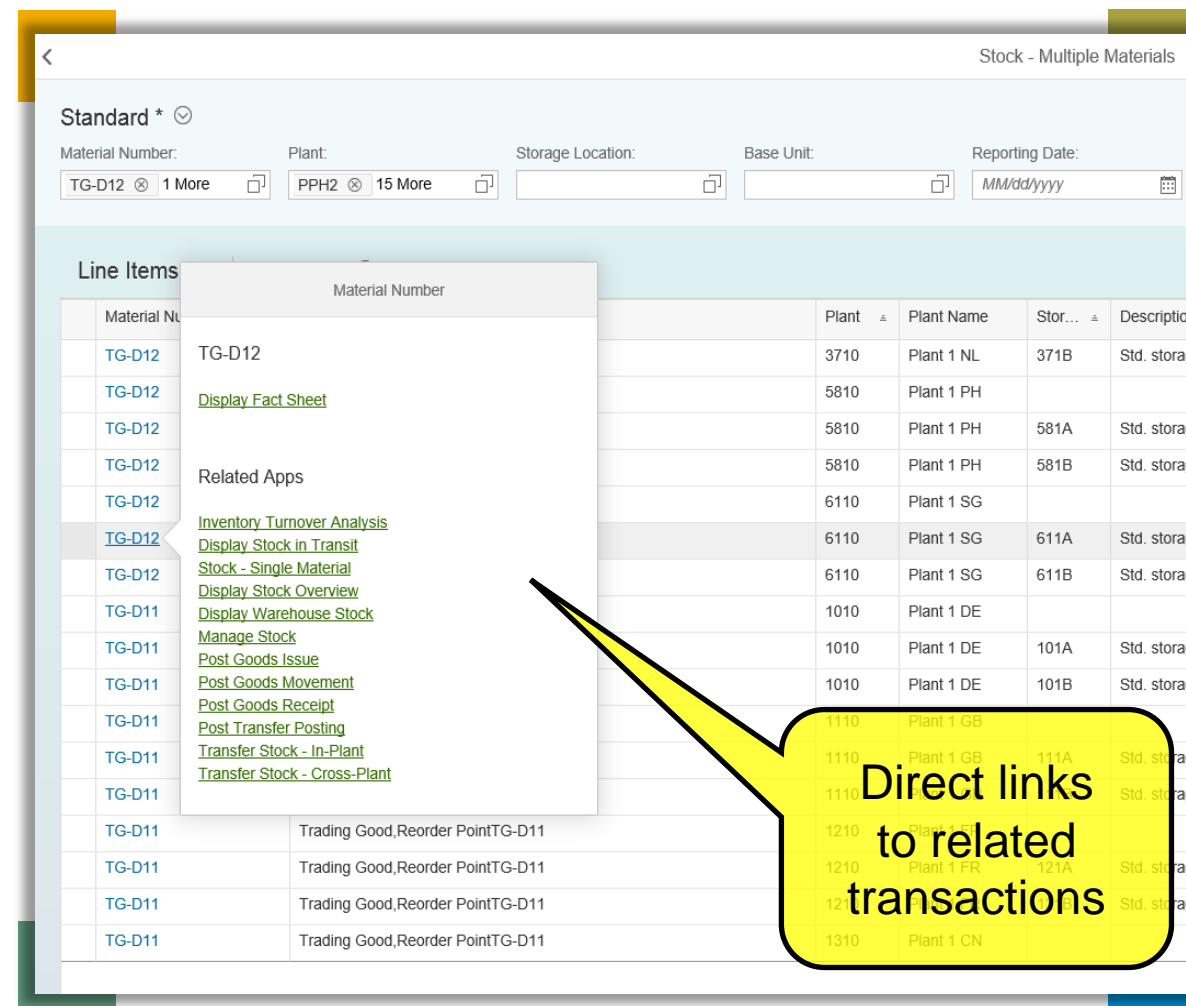
* Ledger: 0L * Company Code: 1010

Data Analysis | Graphical Display | Query Information

Filter | Sort | Hierarchy | Drilldown | Display | Measures | Totals

Company Code	G/L Account	Starting Balance
1010	YCOA/10010000 Petty Cash	-150
1010	YCOA/1001000 Bank1 Main Acc...	
1010	YCOA/1001010 Bank1 Cash Pay...	150
1010	YCOA/1001020 Bank1 Bank Tra...	
1010	YCOA/1001030 Bank1 Other Tra...	
1010	YCOA/1001060 Bank1 Check In	
1010	YCOA/1001080 Bank1 Cash Rec...	
1010	YCOA/1002000 Bank2 Main Acc...	
1010	YCOA/1002080 Bank2 Cash Rec...	
1010	YCOA/12100000 Rcvbls Domestic	6,250
1010	YCOA/12101000 Rcvbls Domestic...	
1010	YCOA/12540000 Other Rcvbls	
1010	YCOA/12541000 Rcvbls Tax Auth...	
1010	YCOA/12600000 Input Tax (VST)	
1010	YCOA/13100000 Inventory Raw Mat.	
1010	YCOA/13300000 Inventory Semi Fin	

Multi-dimensional analysis



Stock - Multiple Materials

Standard * ▾

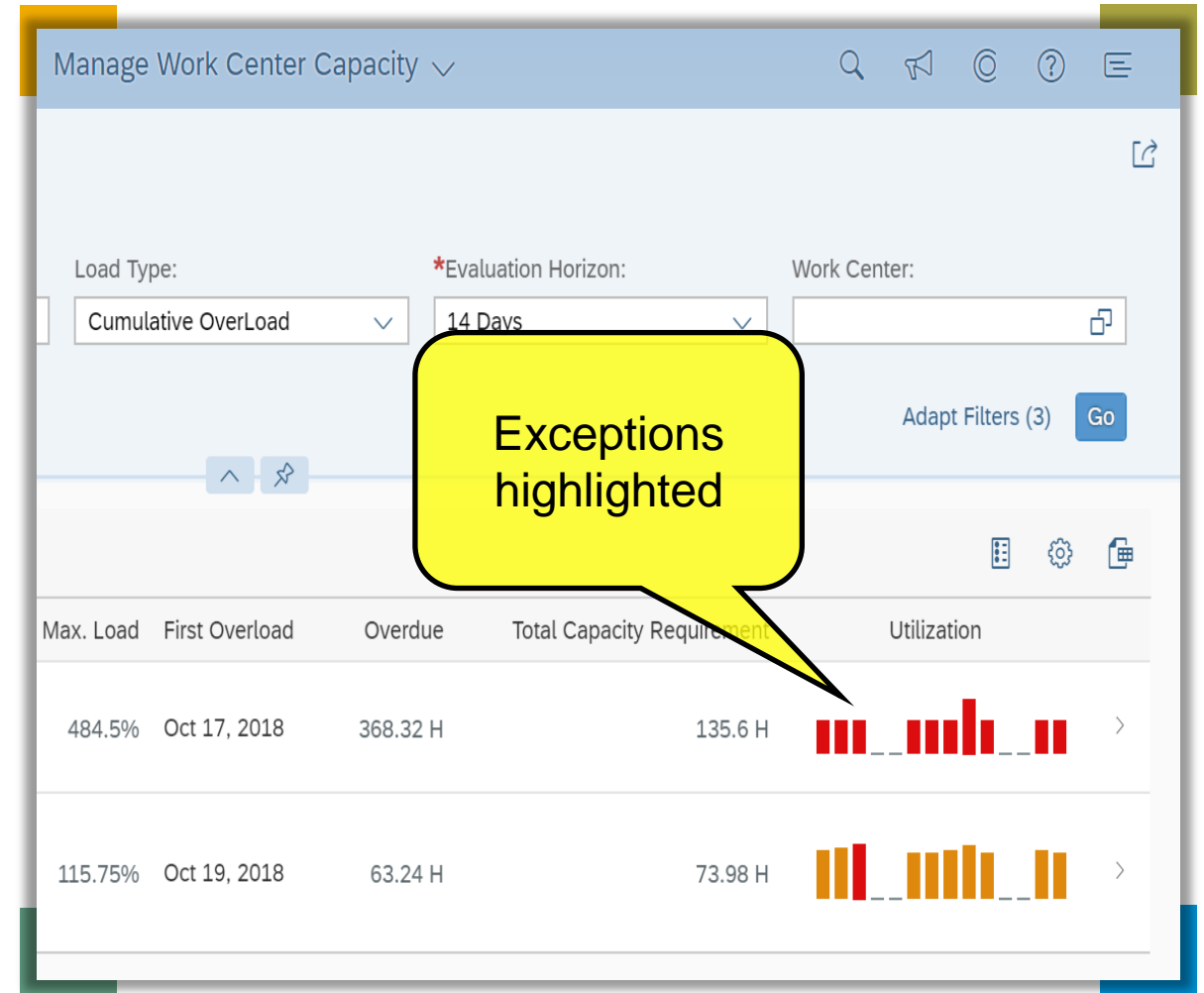
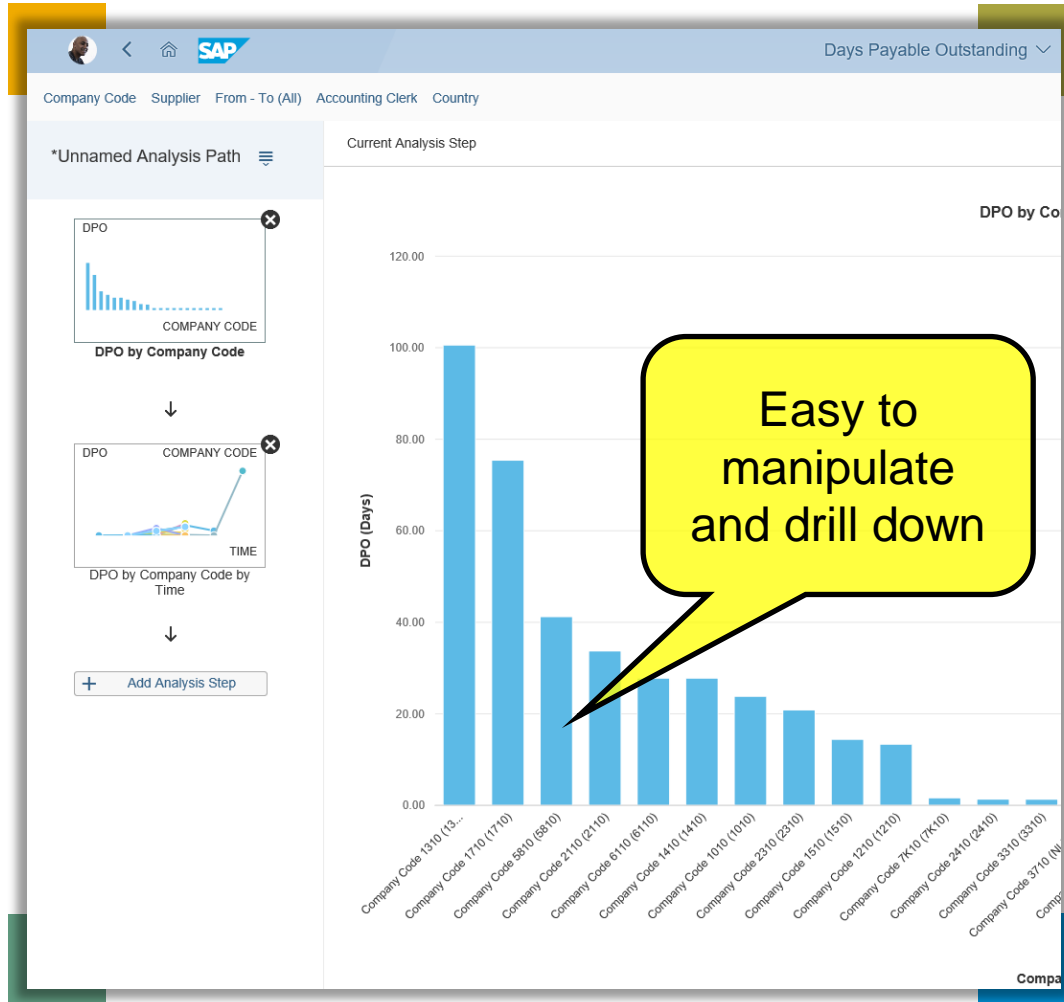
Material Number: TG-D12 1 More | Plant: PPH2 15 More | Storage Location: | Base Unit: | Reporting Date: MM/dd/yyyy

Material Number	Plant	Plant Name	Storage Location	Description
TG-D12	3710	Plant 1 NL	371B	Std. storage
TG-D12	5810	Plant 1 PH		
TG-D12	5810	Plant 1 PH	581A	Std. storage
TG-D12	5810	Plant 1 PH	581B	Std. storage
TG-D12	6110	Plant 1 SG		
TG-D12	6110	Plant 1 SG	611A	Std. storage
TG-D12	6110	Plant 1 SG	611B	Std. storage
TG-D11	1010	Plant 1 DE		
TG-D11	1010	Plant 1 DE	101A	Std. storage
TG-D11	1010	Plant 1 DE	101B	Std. storage
TG-D11	1110	Plant 1 GB		
TG-D11	1110	Plant 1 GB	111A	Std. storage
TG-D11	1110	Plant 1 GB		
TG-D11	1210	Plant 1 FR	121A	Std. storage
TG-D11	1210	Plant 1 FR		
TG-D11	1310	Plant 1 CN		

Direct links to related transactions



Insight to Action ... Only Available with S/4HANA





Insight to Action ... Only Available with S/4HANA

The screenshot shows the 'Display Document Flow' interface in SAP. It displays a sequence of business documents connected by arrows, representing the flow of information and goods. The documents include Inquiry, Quotation, Standard Order, Returns, and Outbound Delivery. Each document card shows key details like Document Code, Company Code, Sold-To Party, and Document Date. A yellow callout bubble points to the flow, stating 'Clear and powerful visualizations'.

The screenshot shows the 'Display Journal Entries - In T-Account View' interface. It lists several journal entries with their respective company codes, fiscal years, and creation times. Below the list, T-accounts are displayed for various accounts, including 'Bank1 Main Account', 'Bank1 Cash Receipt', 'Rcvb1s Domestic', and 'Other Expenses 3'. A yellow callout bubble points to the T-accounts, stating 'Intuitive for user'.

Insight to Action ... Only Available with S/4HANA

SAP S/4HANA
now includes

500+
Analytical Apps

For more details, see
<https://fioriappslibrary.hana.ondemand.com>

ONLY AVAILABLE IN S/4HANA

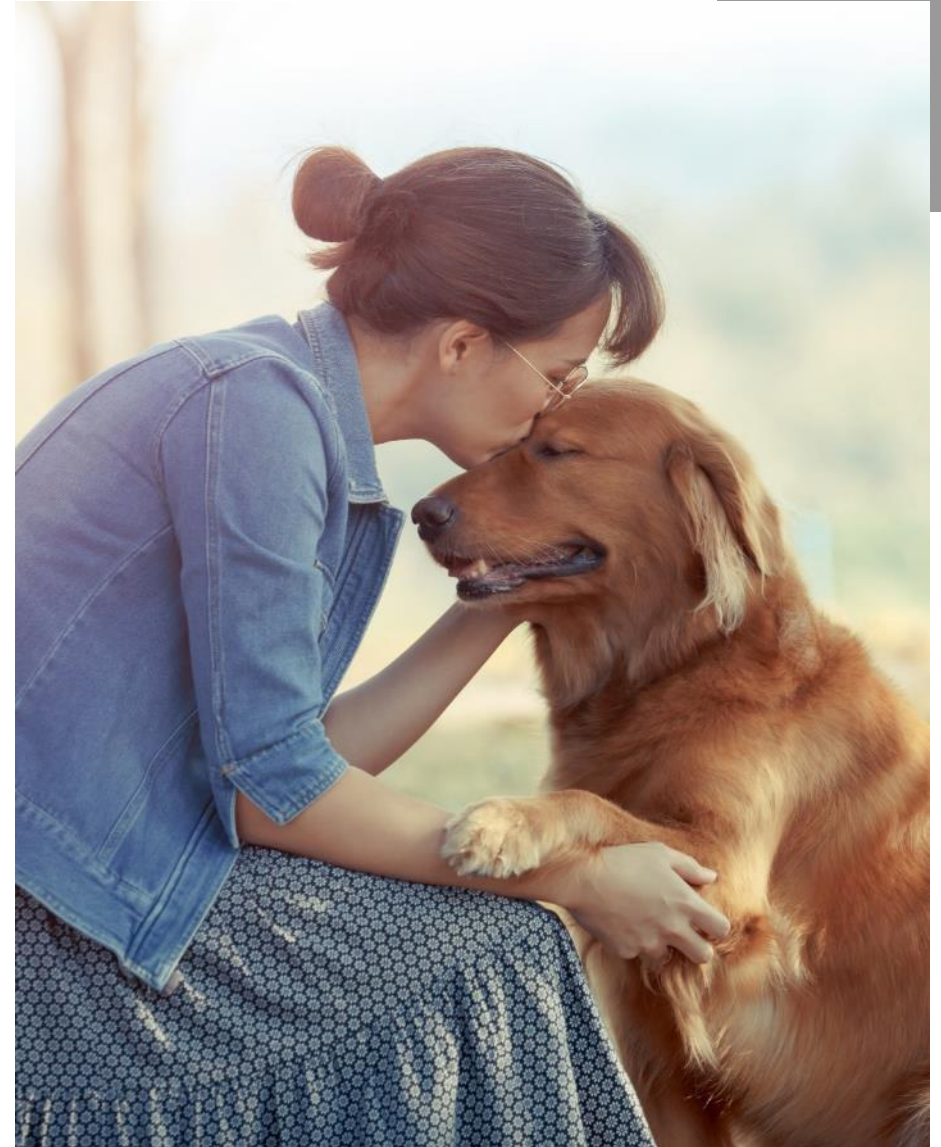
The image shows two screenshots from the SAP Fiori interface. The left screenshot displays the 'SAP Fiori Apps Reference Library' with a search bar and a list of 500+ analytical apps, including 'Cash Flow Analyzer', 'Chemical Inventory Reporting', and 'Data Quality Evaluation Overview for Business Partners'. The right screenshot shows the 'Welcome to the SAP Fiori Apps Reference Library!' page, which includes a search bar, a list of apps, and a 'Treasury Executive Dashboard' for Treasury Risk Manager. The dashboard features a 'Liquidity Overview' section with a total value of 2,223.80 and a 'Treasury Executive Dashboard' for Treasury Risk Manager.

"SAP Analytical Apps", SAP Fiori App Library, <https://fioriappslibrary.hana.ondemand.com>, SAP, 2022. Public Domain

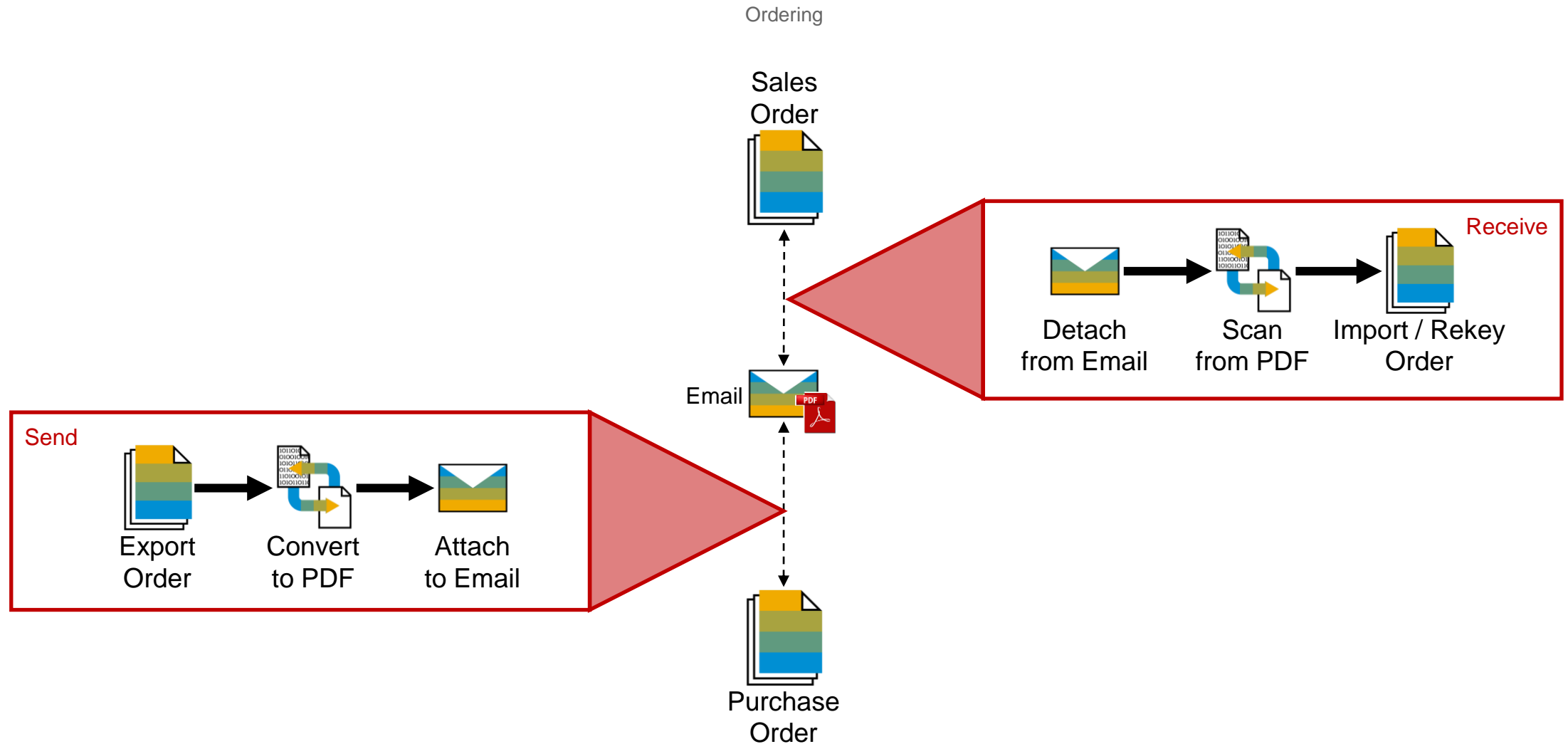
AGENDA

ECC and S/4 HANA: What is different?

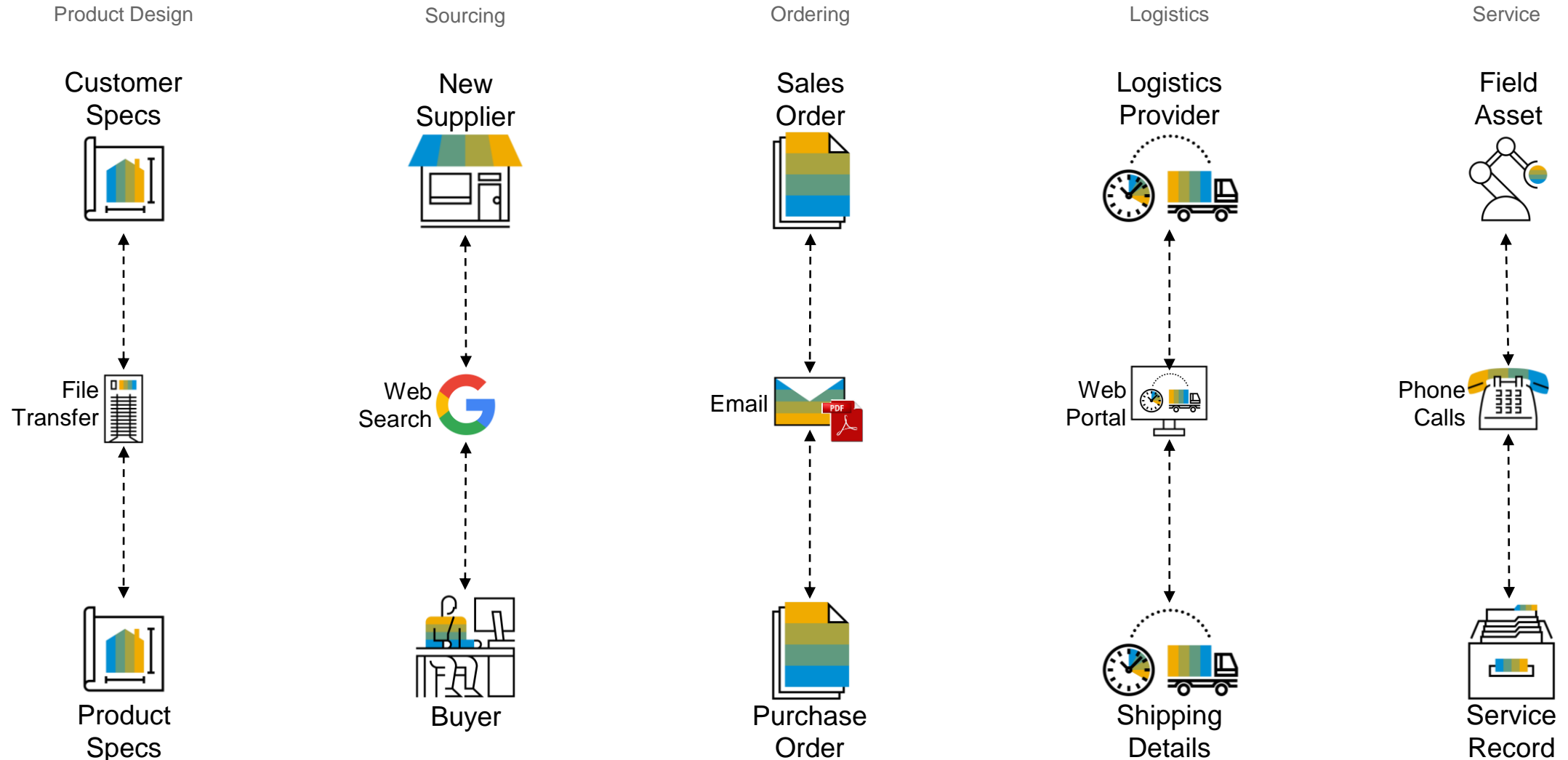
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- **Business Networks**
- NEW Business Processes
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- Cloud



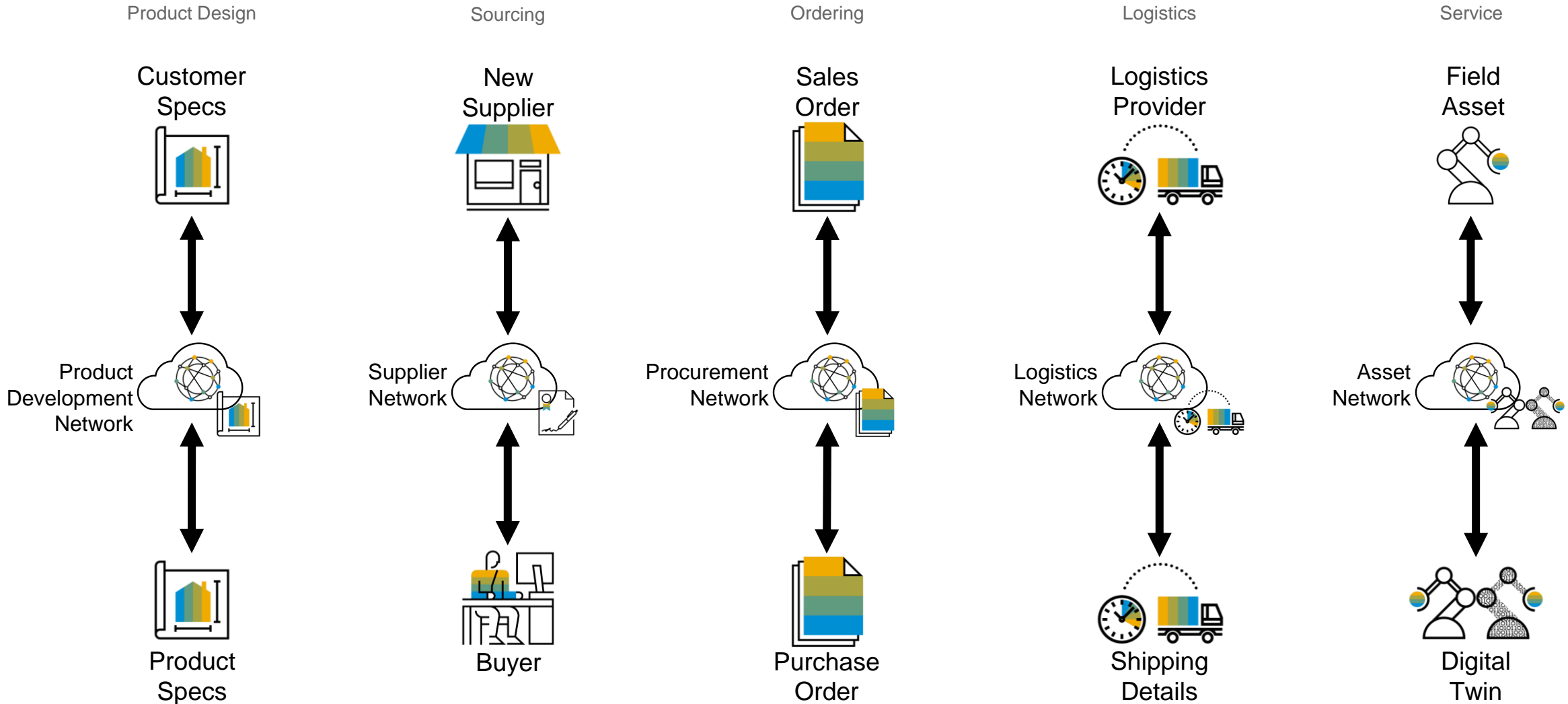
Business Network: What is Different?



Business Network: What is Different?



Business Network: What is Different?



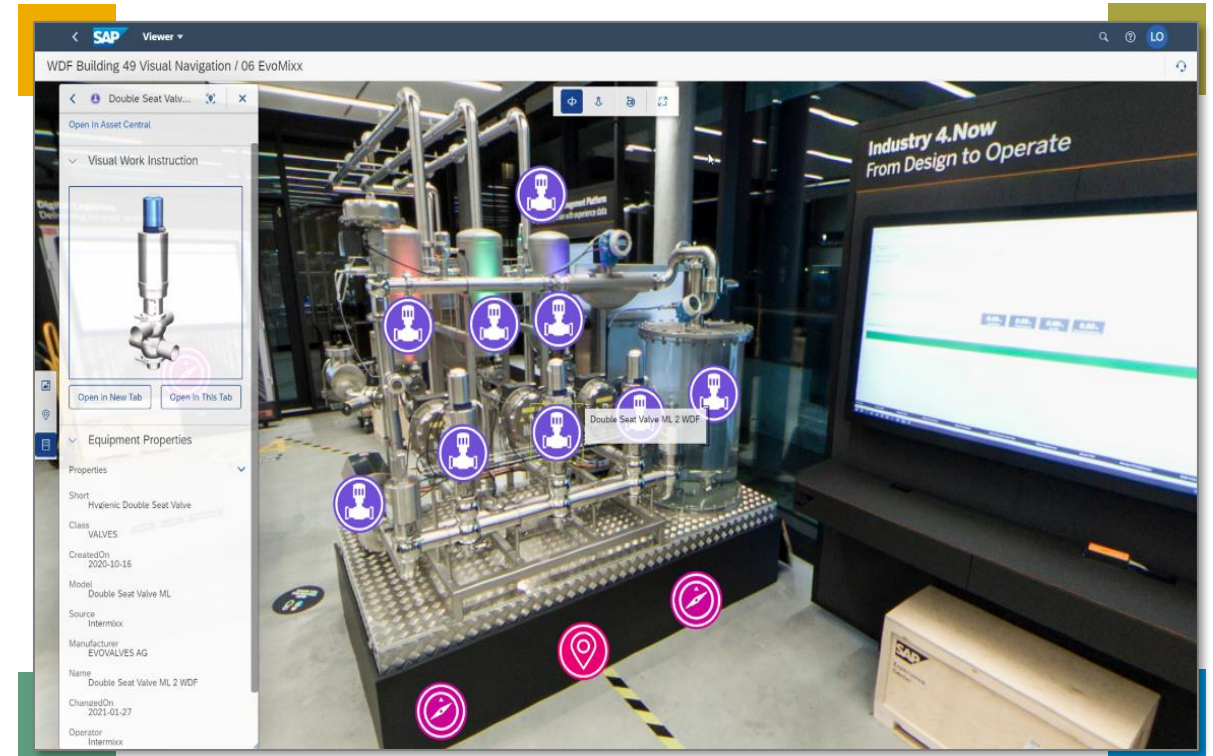
Cloud-Based Collaboration ... Integrated with S/4HANA

Asset Intelligence Network example

2D/3D Mixed Reality Visual Navigation

INTEGRATED WITH S/4HANA

- Maintain products and exploded bills of materials
- Provide detailed work instructions, just in time
- Maintain healthy and safe work environment
- Collaborate on operations and work orders



"SAP Asset Intelligence Network", <https://www.sapstore.com/solutions/41770/SAP-Asset-Intelligence-Network---premium-membership>, SAP, 2022. Public Domain

The Power of Networks ... Integrated with S/4HANA

Product Design

Sourcing

Ordering

Logistics

Service

20+
THOUSAND
Product Design
Users Exchanging Data
Network per month

420+
THOUSAND
Supplier Network
Companies Joined
during Q4 2021

\$3.8+
TRILLION
Procurement Network
Commerce Transacted
per year

750+
THOUSAND
Logistics Network
Freight Quotes Issued
per year

5+
MILLION
Asset Network
Devices Connected
to date

INTEGRATED TO S/4HANA via BUSINESS TECHNOLOGY PLATFORM

80+ PREBUILT S/4HANA INTEGRATIONS

Source to Pay (11) • EDI (4) • Travel to Reimburse (5) • Hire to Retire (5) • Payroll (2) • External Workforce (1)

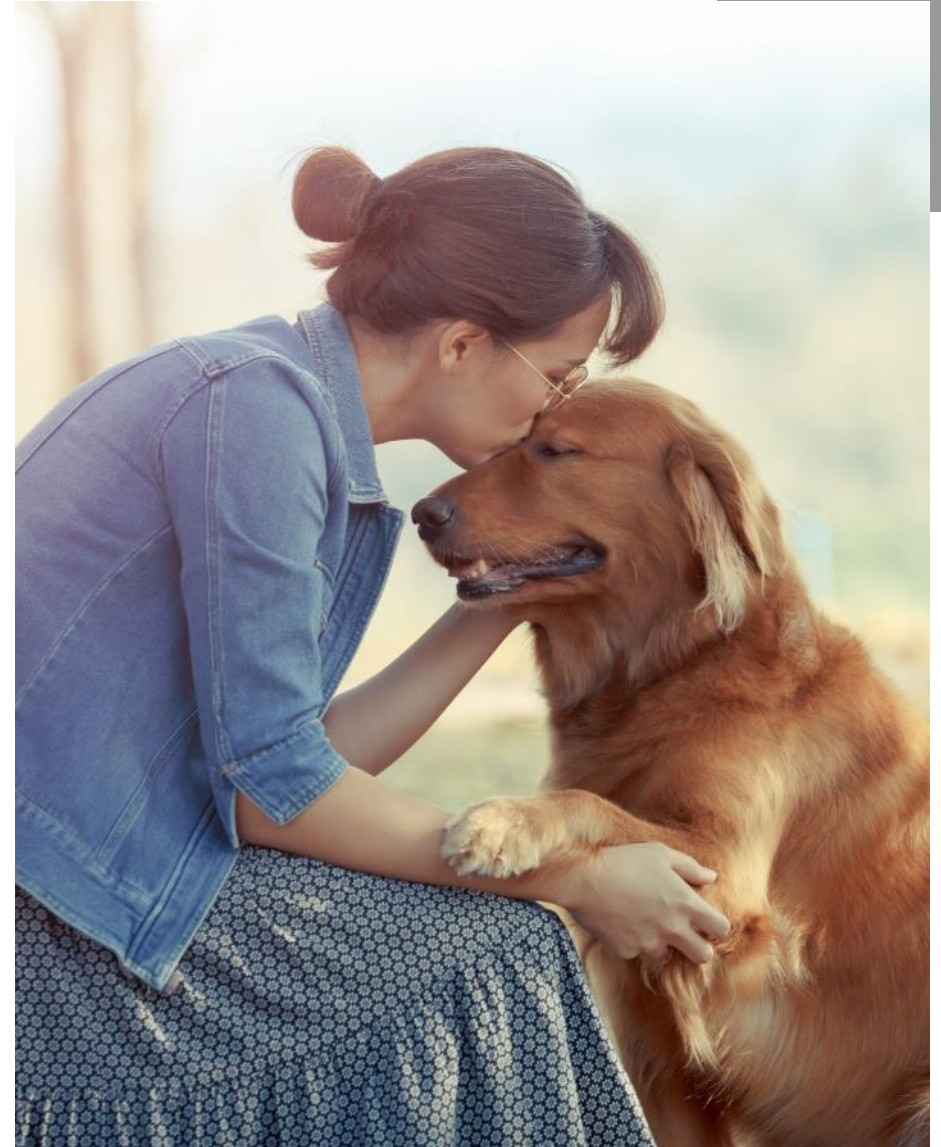
Customer Cloud (1) • Marketing Cloud (1) • External Warehouse (7) • External Finance (9)

On Premise Apps (6) • Business Technology Platform Apps (29) • Third Party Systems (7)

AGENDA

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Innovation in the Core ... Available with S/4HANA

SELECTED INNOVATIONS IN S/4HANA



R&D

- Idea Management
- Recipe Development
- Embedded Software Management
- Product Marketability and Compliance



Procurement

- Self-Service Purchasing with ERS
- Advanced AI/ML Automation
- Smart Workflow
- IoT-Based Delivery Insights



Asset Management

- Spatial Asset Management (ESRI)
- Risk Assessment
- Machine Learning Assisted Data Entry



Sales

- Low-Touch Order Management
- Intelligent Product Proposals
- Create Sales Order from PDF, Excel
- Omnichannel Sales Promotions
- Claims, Returns, and Refunds
- Business Solution Portfolio
- Digital Business Model



Manufacturing

- **Live MRP**
- **Demand Driven MRP**
- Predictive MRP
- Collaborative MRP (Supplier)
- Collaborative Quality Management
- Create Optimal Orders for Shipment
- Carbon Footprint Management



Finance

- Intelligent Real Estate
- Intelligent Intercompany Reconciliation
- Financial Compliance Management
- SAP Trading Platform Integration
- Convergent Invoicing
- Enterprise Contract Management/Assembly



Service

- Subscription Management
- Service Ticket Intelligence

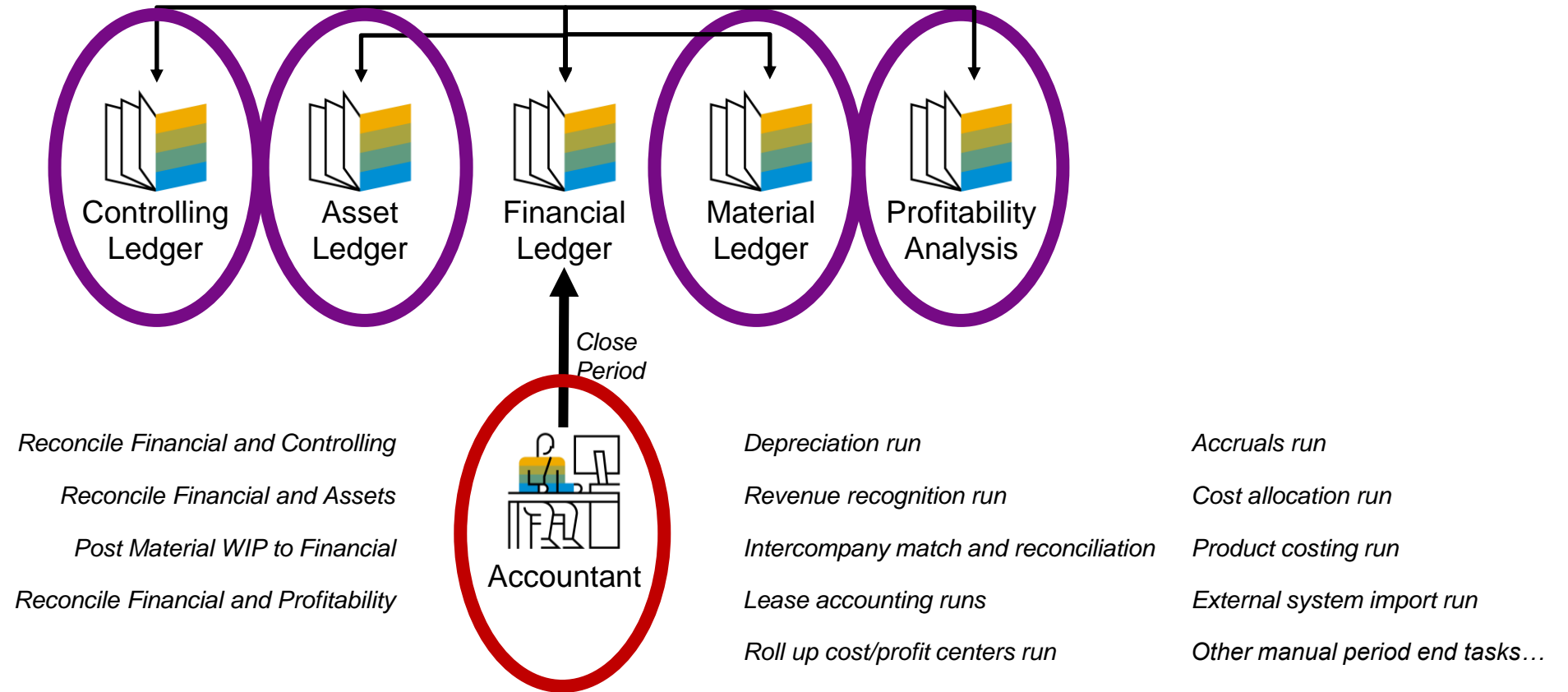


Supply Chain

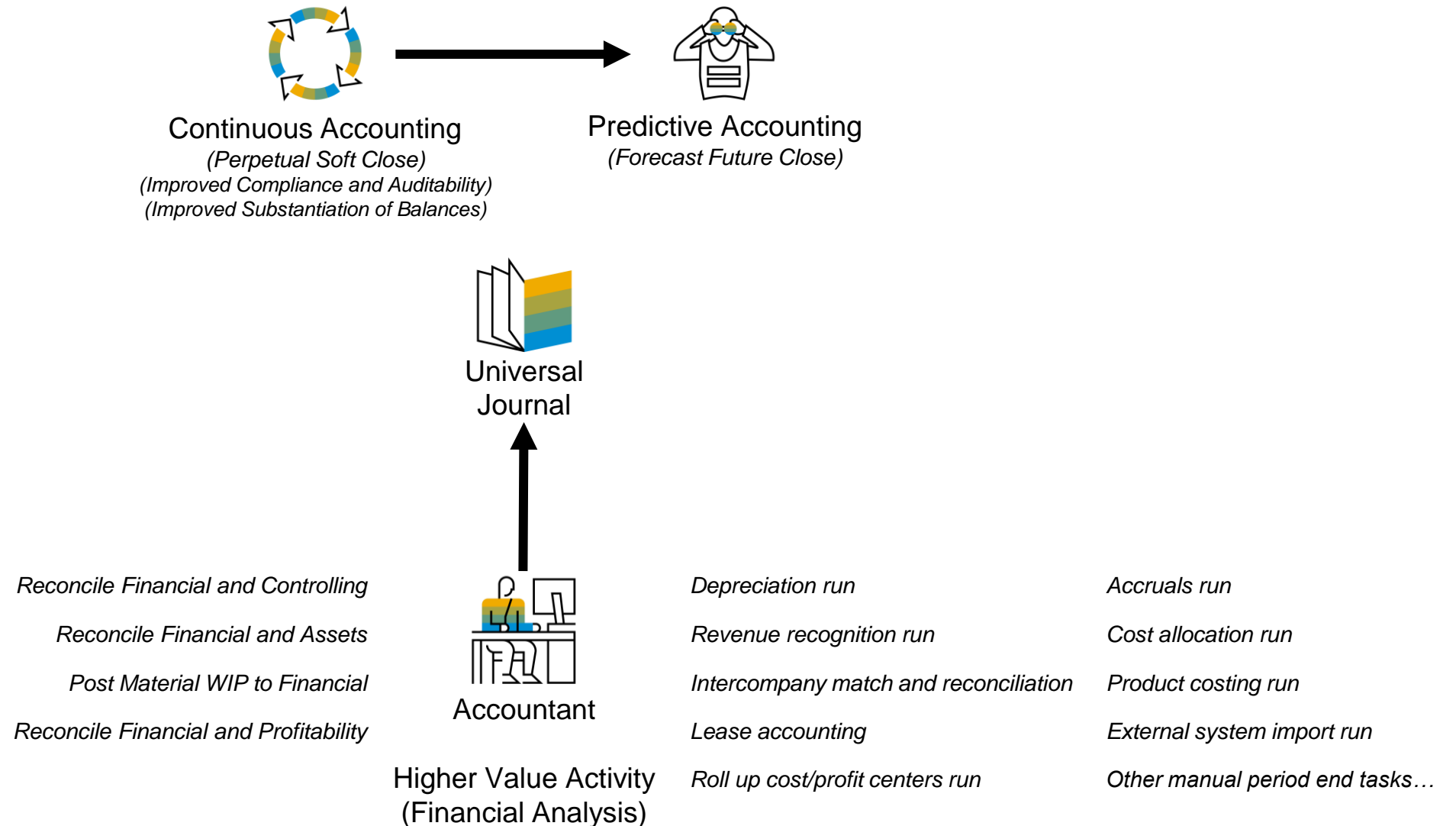
- **Advanced Available to Promise**
- Returnables and Empties Processing
- Extended Service Parts Planning
- Unified Package Builder
- Direct Delivery




Business Process and Innovations: What's Different?





Business Process and Innovations: What's Different?

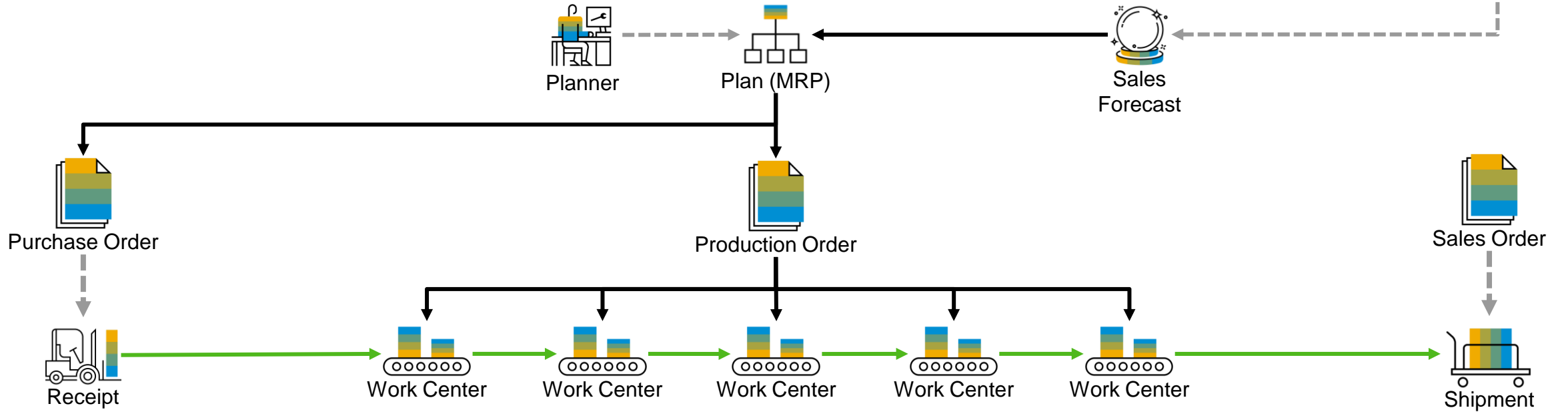


Business Process and Innovations: What's Different?


 Cost
 Chief Procurement Officer


 Cash
 Return on Net Assets
 Chief Financial Officer

Revenue
 Price, Delivery, Quality
 Brand Reputation

 Chief Revenue Officer



INVENTORY LEVELS

Number of Materials





Too Little Inventory


Optimal Inventory

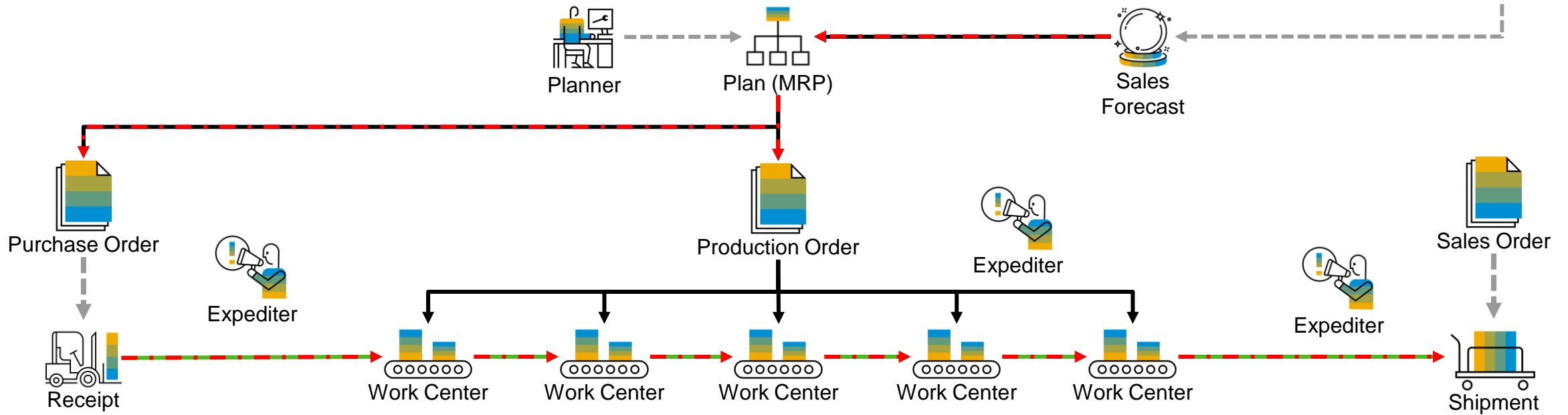
Too Much Inventory

Business Process and Innovations: What's Different?

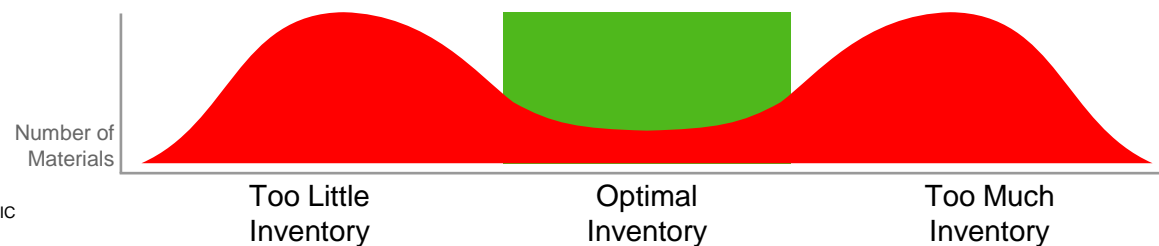

 Cost
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 Cash
 Return on Net Assets
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Revenue
 Price, Delivery, Quality
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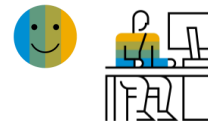
INVENTORY LEVELS

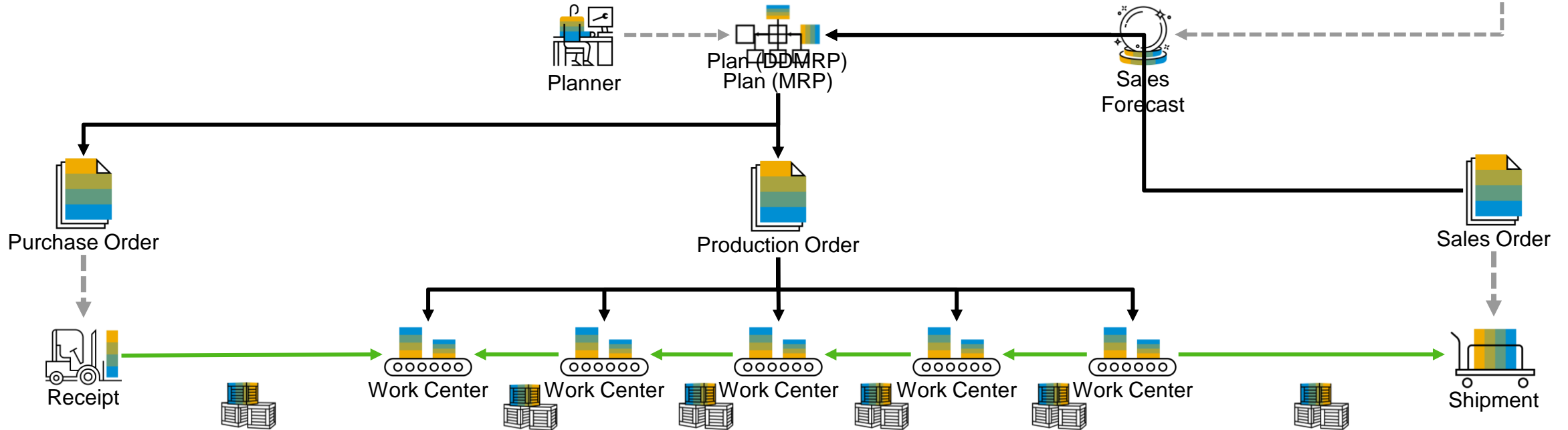


Business Process and Innovations: What's Different?

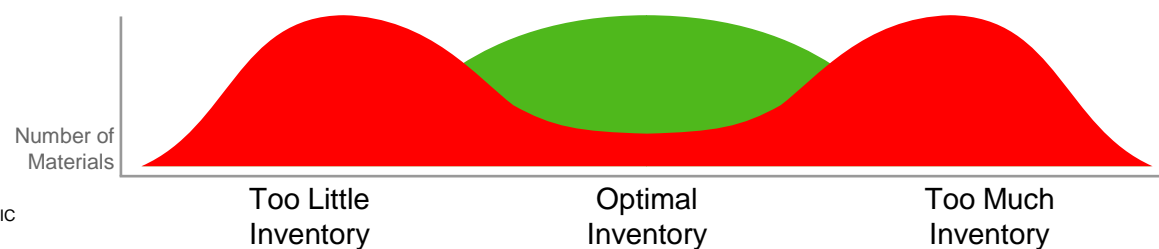

 Cost
 Chief Procurement Officer


 Cash
 Return on Net Assets
 Chief Financial Officer

Revenue
 Price, Delivery, Quality
 Brand Reputation

 Chief Revenue Officer



INVENTORY LEVELS



- Excess Inventory
- Reorder Points
- Inventory Buffer
- Safety Stock Warning
- Safety Stock Alert

Innovation in the Core ... Available with S/4HANA

SAP S/4HANA
is the

ONLY

Enterprise-Grade ERP System

Certified Compliant for both
Manufacturing (DDMRP) and
Sales & Operations Planning (DDS&OP)
by the Demand Driven Institute

ONLY AVAILABLE IN S/4HANA

COMPLIANT SOFTWARE

Compliant Software Thoroughly Checked by the Demand Driven Institute

- There are three levels of DDI software certification:
 - Demand Driven Material Requirements (DDMRP) compliance is intended to ensure that a software has enough features and/or functions to implement, sustain and even improve a DDMRP implementation
 - Demand Driven Operating Model (DDOM) compliance is intended to ensure that a software not only is DDMRP compliant but also has enough features to implement, sustain and improve a full DDOM implementation.
 - Demand Driven Sales & Operations Planning (DDS&OP) compliance is intended to ensure that a software and can perform the basic requirements of Demand Driven Sales & Operations Planning.
- The DDI evaluation process is FREE OF CHARGE to software entities.
- The three compliance categories were written in such a way that it ensures compliance to the method but allows open space for competitive differences, creativity and innovation.
- Software that is deemed to be compliant will be allowed to use the DDI compliance logo for the categories in which it is compliant.
- After two years the software must go through re-evaluation in order to continue to use compliance logos.

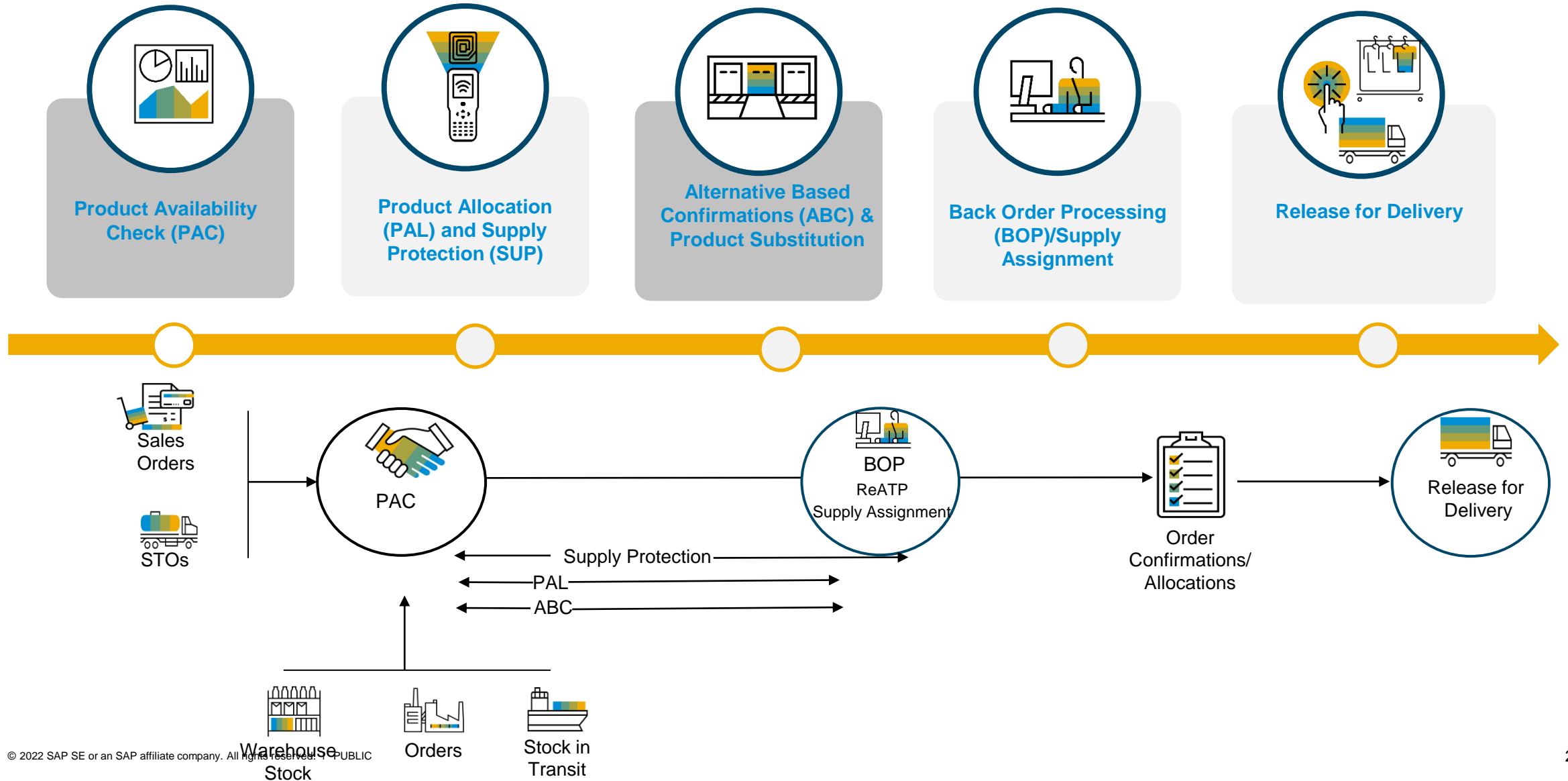


Look for the DDI Compliance Logos!



Some of the compliant software providers are also DDI Affiliates. As DDI affiliates they are able to offer all DDI educational products to their customers. Some offer Demand Driven consultative services of their own but many work in conjunction with other DDI affiliates who act as channel and implementation partners. Those software providers that are affiliates have the DDI Affiliate logo next to their logo.

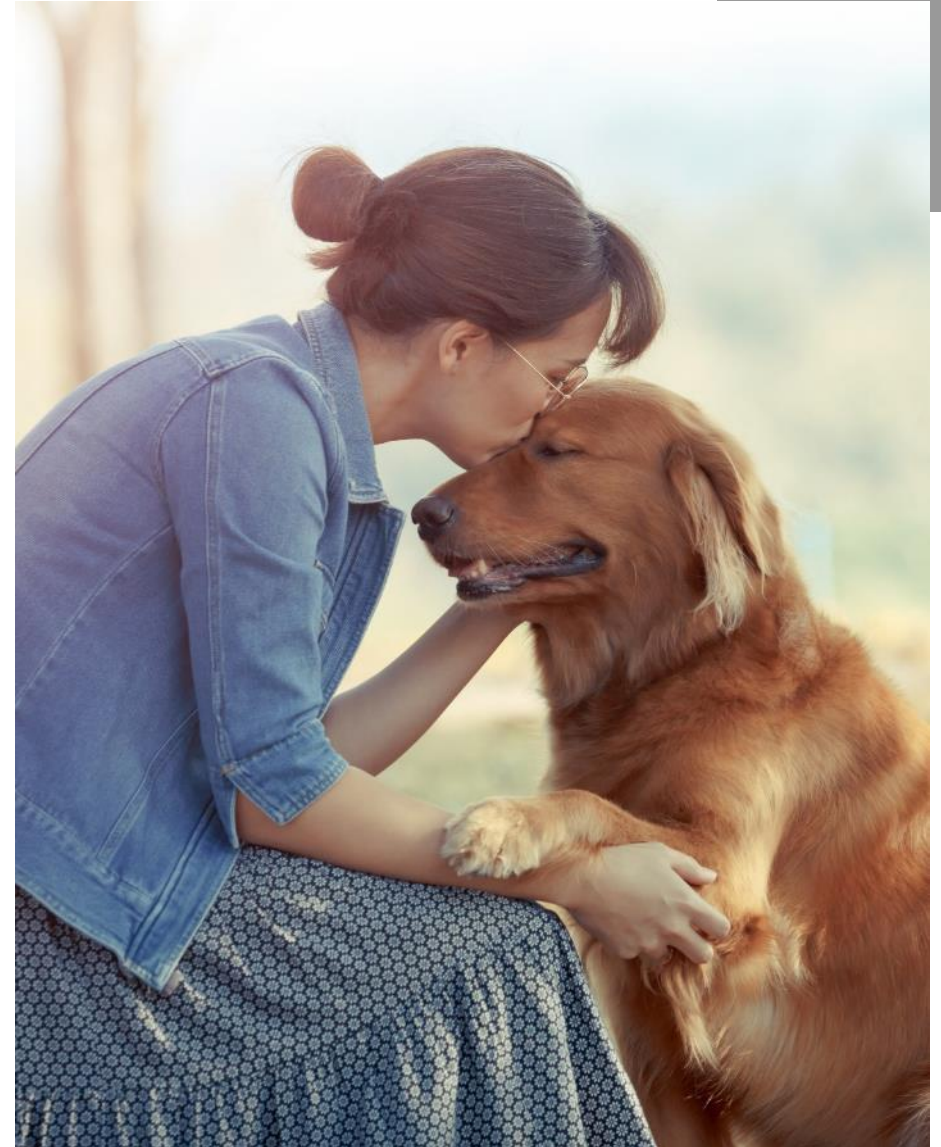
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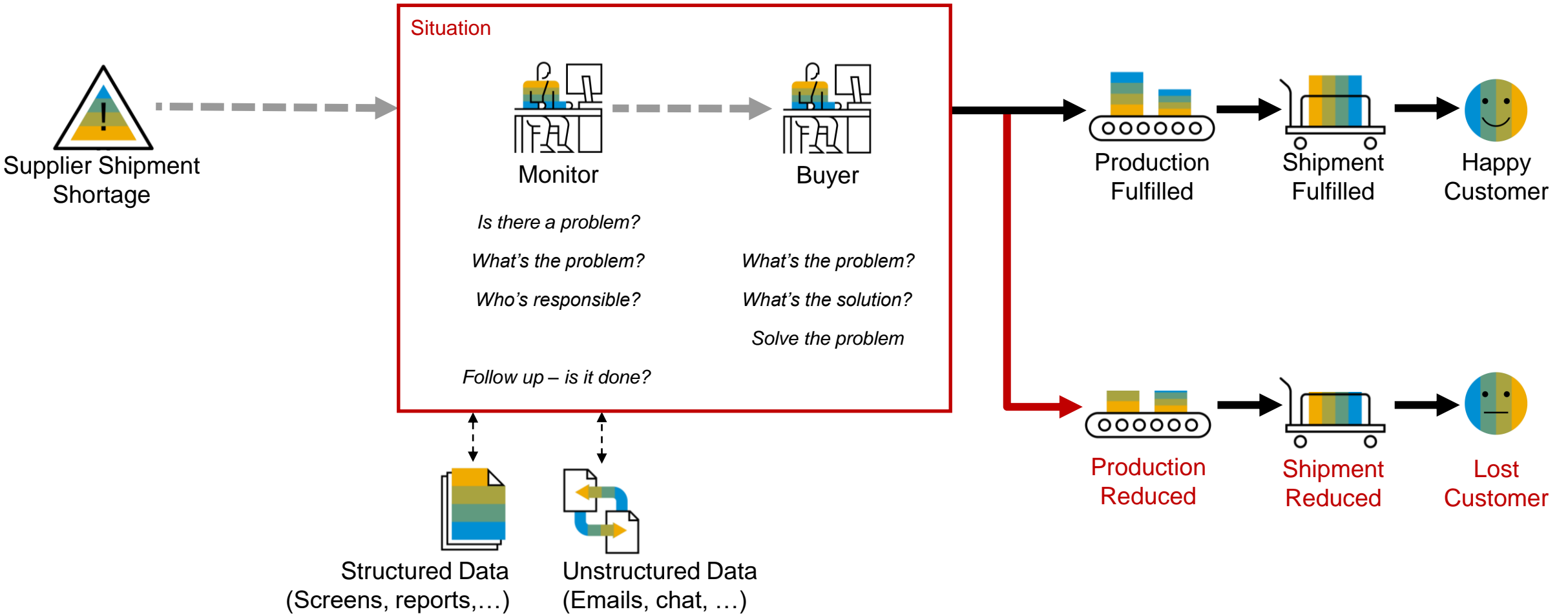
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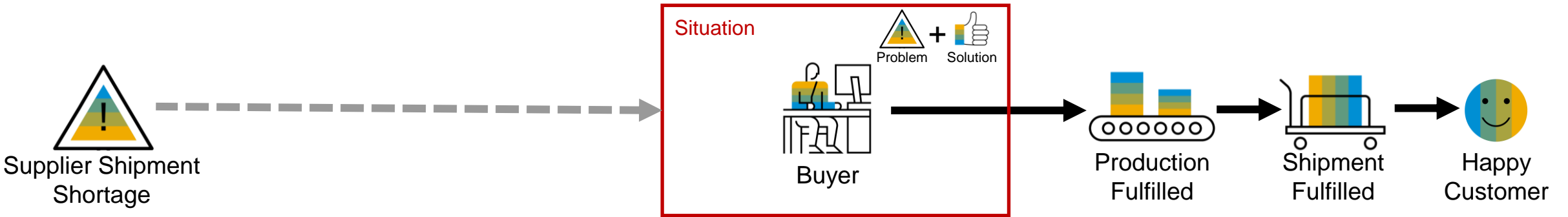
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Intelligent Technologies: what's Different?



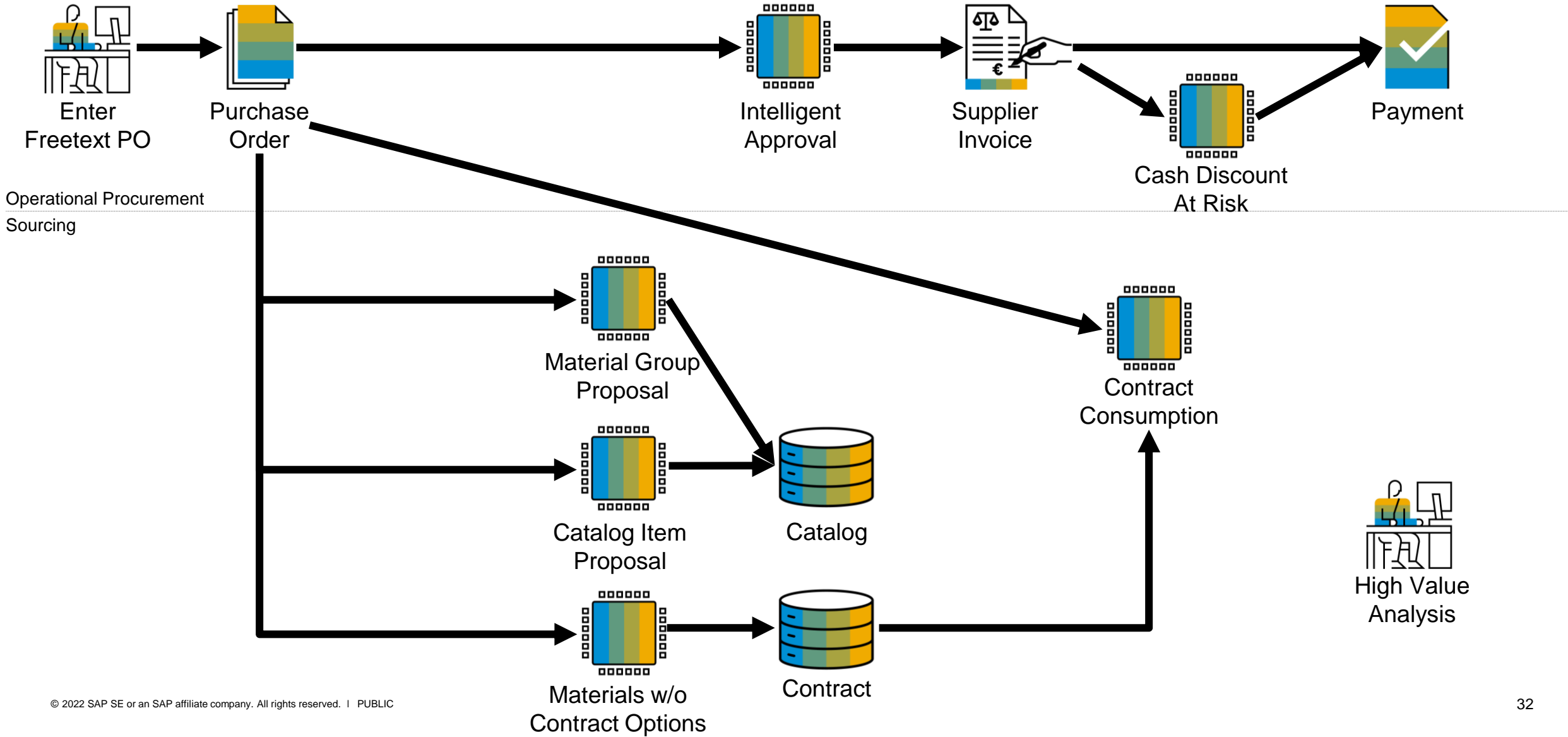
Intelligent Technologies: what's Different?




Higher Value Activity
(Devise Rules)

Follow up – is it done?

Intelligent Technologies: what's Different?

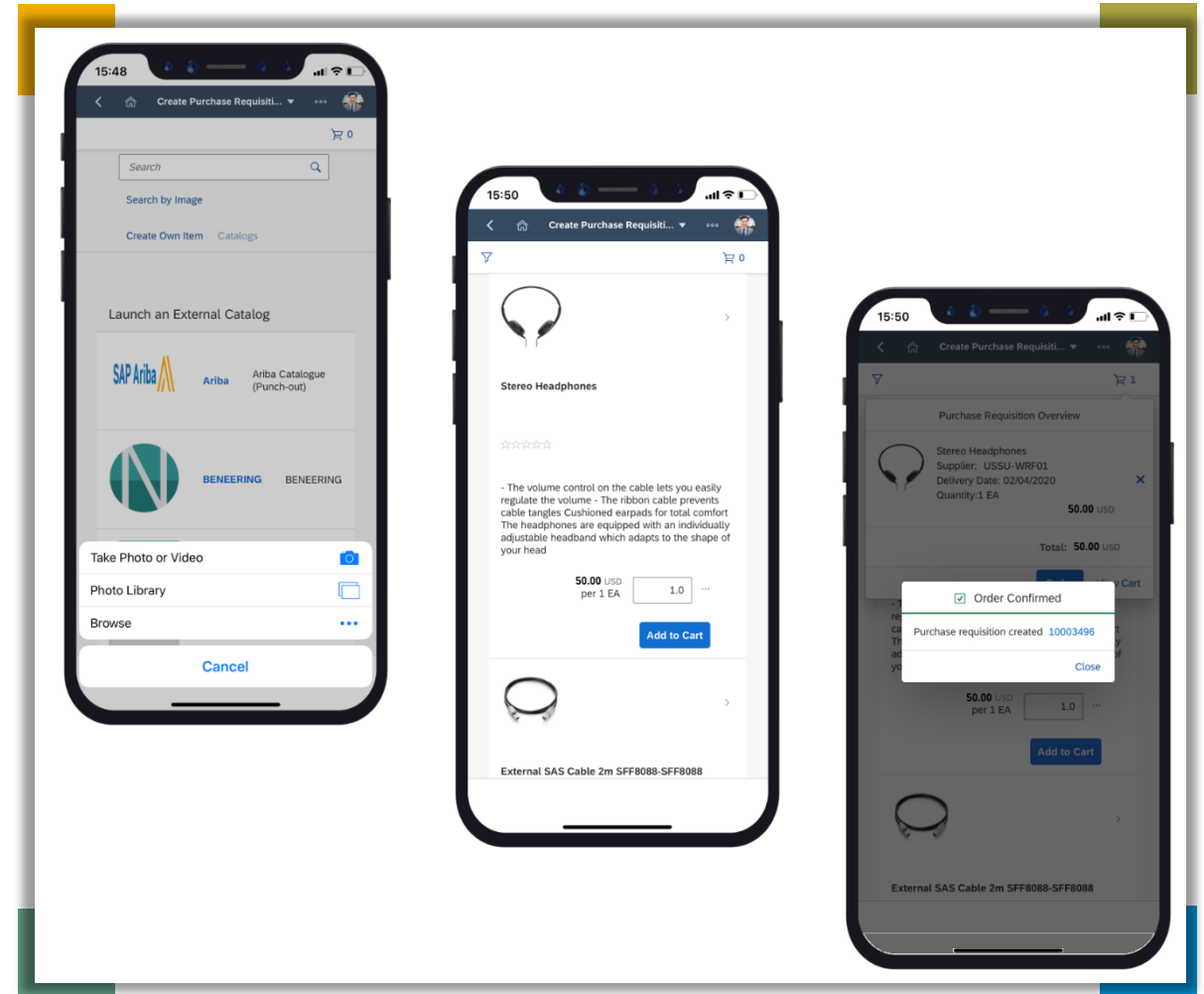


Intelligent Technologies ... to the complex ...

Side-by-Side Capabilities example

Image Based Buying

- Take a picture, send to the Image Based buying app (running on the SAP Business Technology Platform)
- Let the machine do the hard work: recognizing the item, looking it up in a catalog, finding the vendor and price, and raising the purchase requisition



Intelligent Technologies ... New Capabilities with S/4HANA

S/4HANA
now includes

230+

Artificial Intelligence Use Cases

For more details, see

<https://roadmaps.sap.com/board?range=FIRST-LAST&q=machine%20learning>

NEW CAPABILITIES WITH S/4HANA

See Appendix for further details. Total includes Situation Handling templates (117), Robotic Process Automation templates (85), Internet of Things templates (5), and Machine Learning templates (30)

The screenshot displays the SAP Road Map Explorer interface for 'machine learning'. The search bar shows '242 Road Map Items'. The interface is organized into three columns representing quarters: Q2 2022 (CURRENT, 12 items), Q3 2022 (7 items), and Q4 2022 (12 items). Each quarter column lists various use cases under different categories, such as 'Activity Management and Visit Planning', 'Customer Insights', 'Intelligent Robotic Process Automation', and 'Machine Learning and Predictive Analytics'. A 'Future Release' tag is visible above each column. The interface includes navigation controls like 'Products', 'Processes', 'Industries', 'Focus Topics', and 'Suite Qualities', along with a search bar and a 'Save' button.

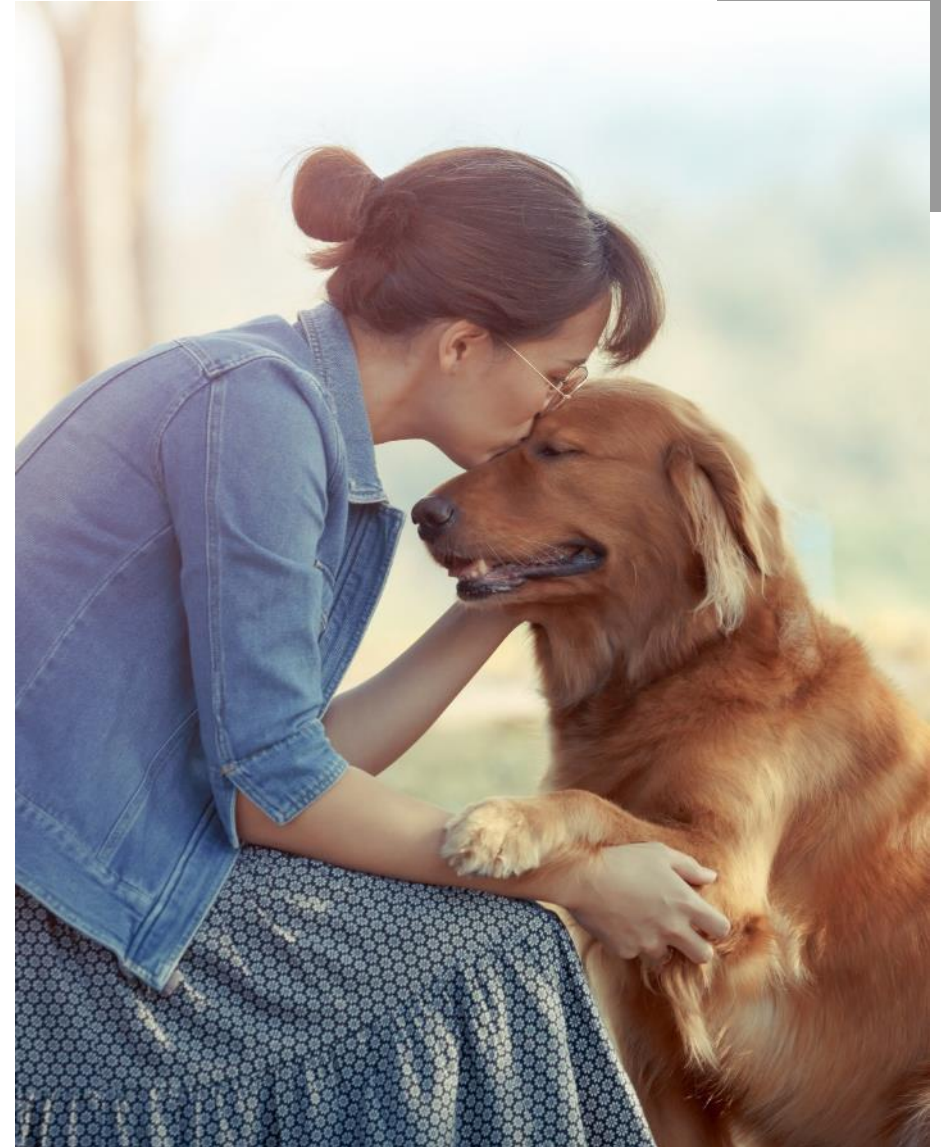
"Machine Learning", SAP Roadmap Explorer (<https://roadmaps.sap.com/board?range=FIRST-LAST&q=machine%20learning>), 2022. Public Domain

AGENDA

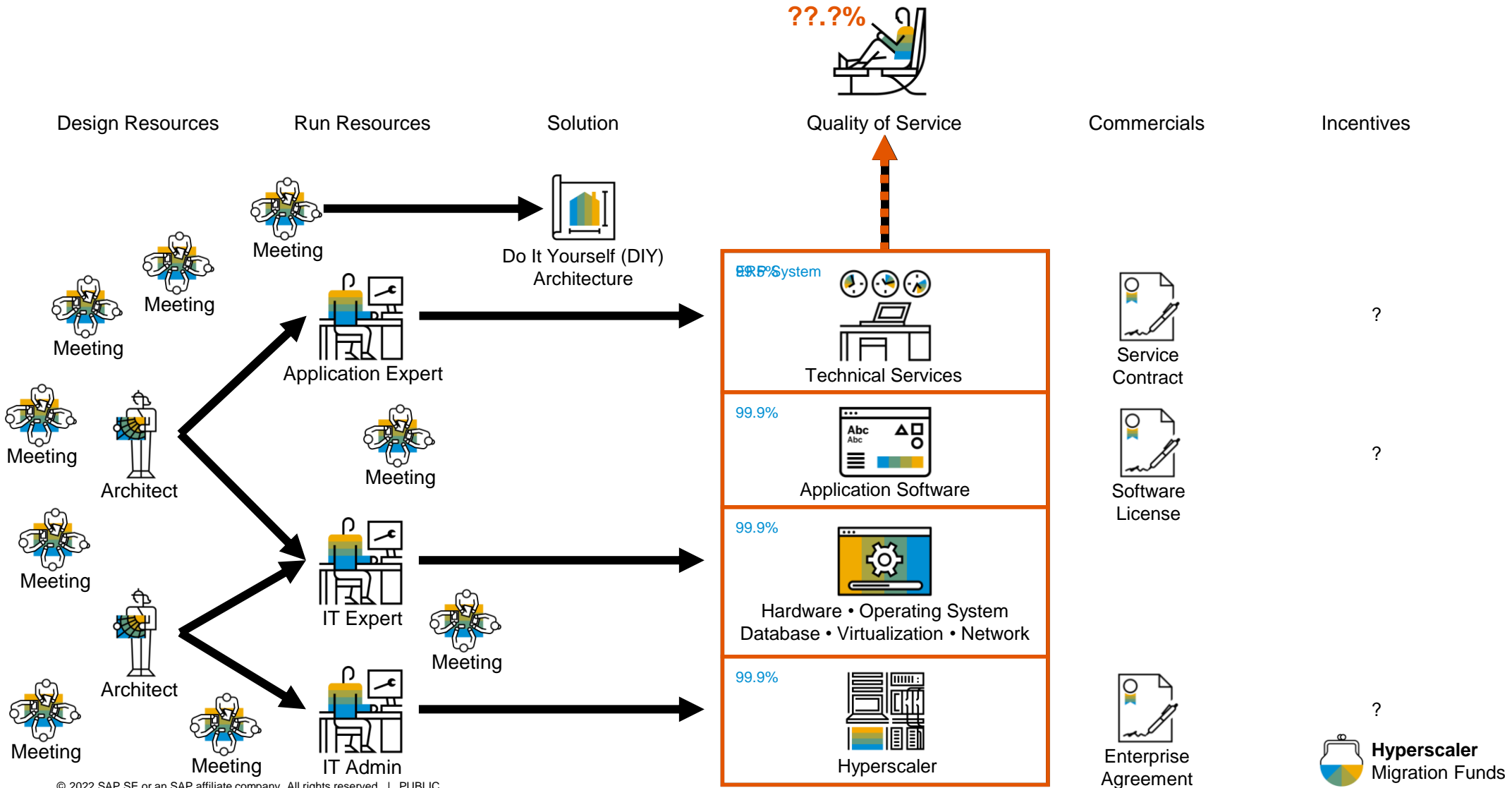
ECC and S/4 HANA: What is different?

- User Experience/Embedded Analytics
- Business Networks
- S/4 HANA Innovations and Business Process Intelligence
- Embedded Intelligent Technologies
- **Cloud**

S/4 HANA Implementation Considerations



Information Technology- What's Different



Information Technology- What's Different

99.7% to 99.9%



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**

Cloud Compliance **BSI-C5 / ISAE 3000** • Hardening **SANs, ISO CERT, NIST**

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**

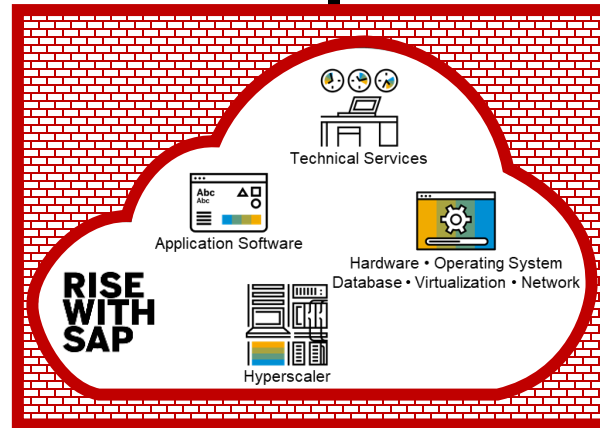
Destruction of Media **ISO 27040** • Incident Management **ISO 27035**

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 Network Starter Pack

Ariba Network (2,000 documents)

SAP Asset Intelligence Network (200 equipment)

SAP Logistics Business Network (1,000 documents)

Technology Platform

CPEA Credits (1% of spend, subject to limits)



Architect



IT Admin



IT Expert



Application Expert

**Build Higher Value / Differentiating
Platform Projects**

* subject to change – please consult your SAP Account Executive for latest RISE with SAP offers

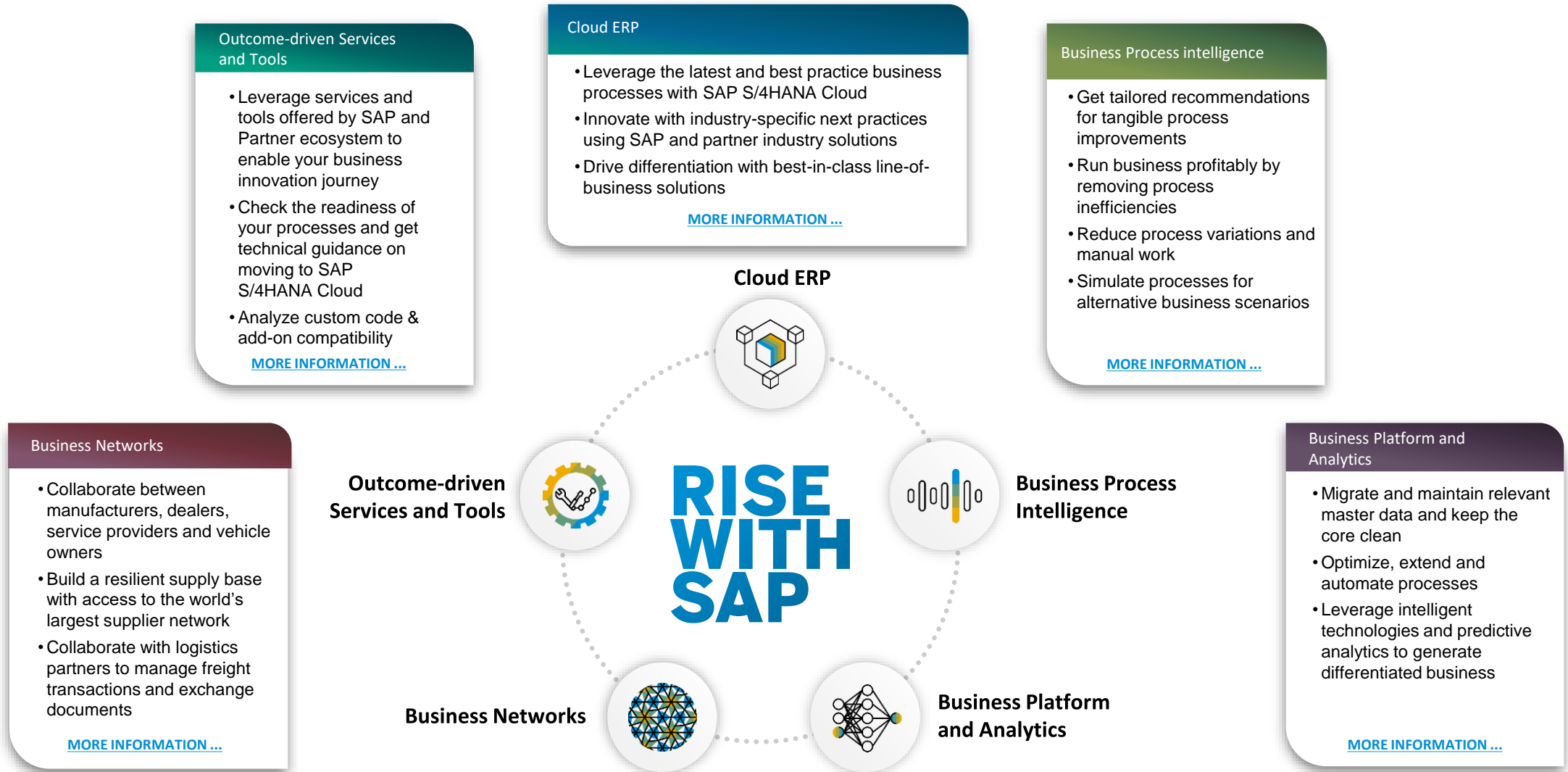
** see <https://www.sap.com/about/trust-center/certification-compliance.html> for full details

*** may be subject to additional costs – please consult your SAP Account Executive for more details



**Hyperscaler
Migration Funds**

RISE with SAP brings together the necessary components to help customers deliver on their digital transformations ...



Enabling Technologies ... with S/4HANA CLOUD

SAP S/4HANA CLOUD
the core of RISE with SAP

2,000+
Global Customers

since January 2021 launch

THE BEST WAY TO CONSUME S/4HANA



Thank you!