

# S/4HANA Cloud, public edition: an overview

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# Speaker introduction



- ✓ 25 years of SAP experience in a career of 29 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 nearly 100 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 nearly 100 SAP conferences globally

# Agenda

- Overview & benefits of S/4HANA Cloud, Public Edition
- Capabilities & key features
- Deployment model

# 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
- ✓ 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

# 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



## Flexible

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



## SAP S/4HANA Cloud, public edition

## 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



## Resilient

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



# 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

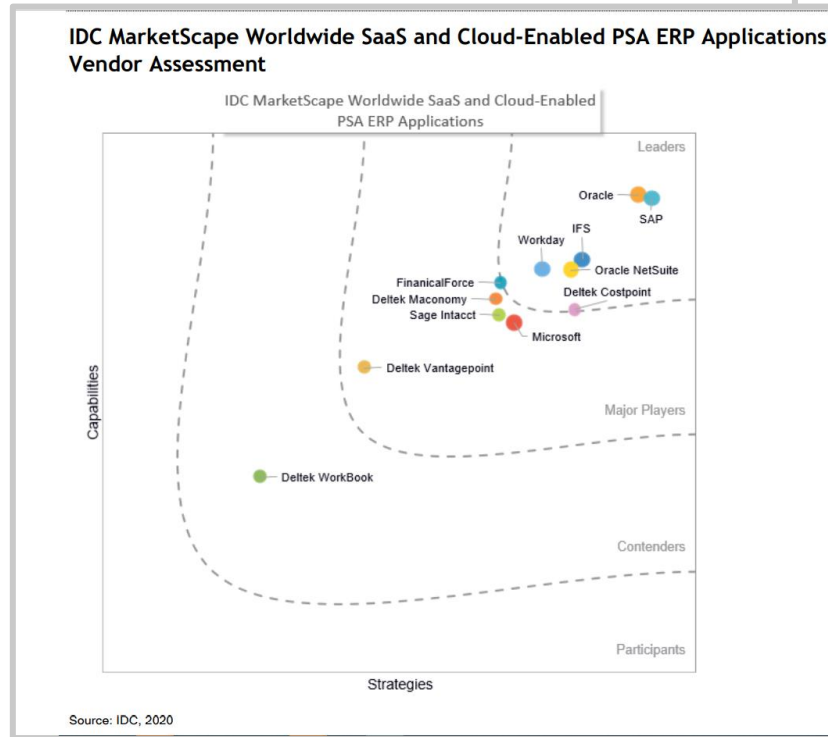
Gartner notes that SAP S/4HANA Cloud is a “100% managed SaaS cloud solution with a comprehensive breadth of features. Strengths included strong financial management product vision and breadth, including core management, treasury, analytics, and planning.”

## 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



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



## Magic Quadrant

Figure 1: Magic Quadrant for Cloud ERP for Service-Centric Enterprises



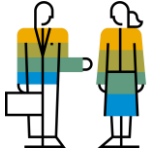


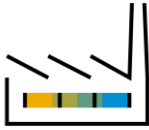






Source: Gartner (July 2022)

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# Packaged capabilities based on Best Practices

 <p><b>Finance</b></p> <ul style="list-style-type: none"> <li>• Accounting and financial close</li> <li>• Receivables and Payables mgmt.</li> <li>• Cost mgmt. &amp; profitability analysis</li> <li>• Treasury &amp; working capital mgmt.</li> <li>• Governance Risk and Compliance</li> </ul>	 <p><b>Procurement</b></p> <ul style="list-style-type: none"> <li>• Direct material procurement</li> <li>• Service procurement</li> <li>• Supplier management</li> <li>• Central procurement</li> </ul>	 <p><b>Sales</b></p> <ul style="list-style-type: none"> <li>• Sell Products, Projects and Contract-based Services separately or as a full solution</li> <li>• Convergent &amp; External Billing</li> </ul>	 <p><b>Service</b></p> <ul style="list-style-type: none"> <li>• After-sales service and support with contracts, service deliveries, and billing</li> <li>• Combine sales &amp; services as packaged solution offerings</li> </ul>	 <p><b>Service-Centric Industries</b></p> <ul style="list-style-type: none"> <li>• Professional services</li> <li>• Public sector</li> <li>• Higher education</li> <li>• Media</li> <li>• Financial services</li> </ul>
<p><b>SAP S/4HANA Cloud, public edition</b></p>				
 <p><b>Manufacturing</b></p> <ul style="list-style-type: none"> <li>• Material requirements planning with demand driven and/or predictive MRP</li> <li>• Make to stock and make to order</li> <li>• Quality management</li> <li>• Environment, Health and Safety</li> </ul>	 <p><b>R&amp;D</b></p> <ul style="list-style-type: none"> <li>• Product compliance</li> <li>• Enterprise portfolio and project management</li> <li>• Advanced Variant configuration</li> </ul>	 <p><b>Asset management</b></p> <ul style="list-style-type: none"> <li>• Reactive and proactive maintenance</li> <li>• Resource scheduling for maintenance planner</li> <li>• Enhanced collaboration + review</li> </ul>	 <p><b>Supply chain</b></p> <ul style="list-style-type: none"> <li>• Warehouse Outbound &amp; Inbound Processing</li> <li>• Core Inventory Management</li> <li>• (Advanced) ATP Processing</li> <li>• Basic Transportation Mgmt.</li> </ul>	 <p><b>Product-Centric Industries</b></p> <ul style="list-style-type: none"> <li>• Component manufacturing</li> <li>• Hi-tech</li> <li>• Automotive</li> <li>• Mining services</li> </ul>



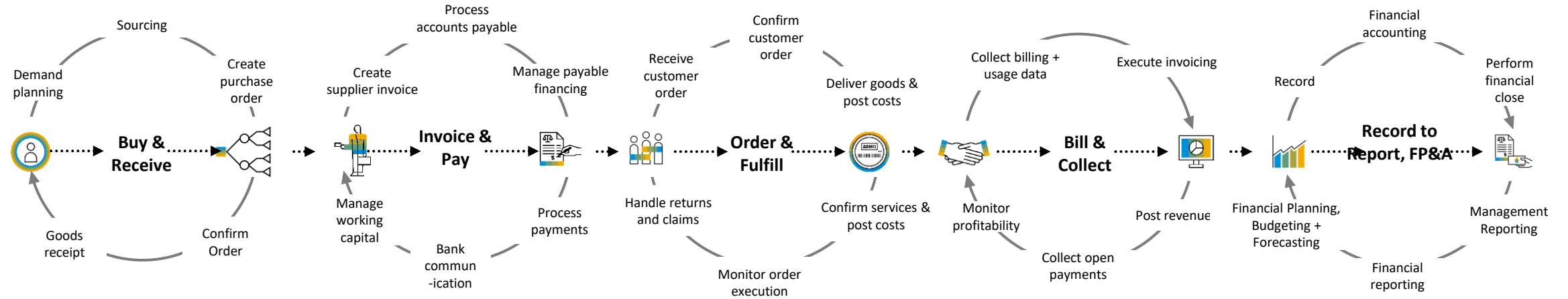
# Accelerate business growth

*in All Industries with a finance-led, administrative (backoffice) ERP*

Finance-Led	<b>Industries:</b>										
	<b>Scenarios:</b>	Order to Cash   Procure to Pay   Record to Report   Financial Planning & Analytics									
	<b>Differentiation:</b>	➤ 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:**



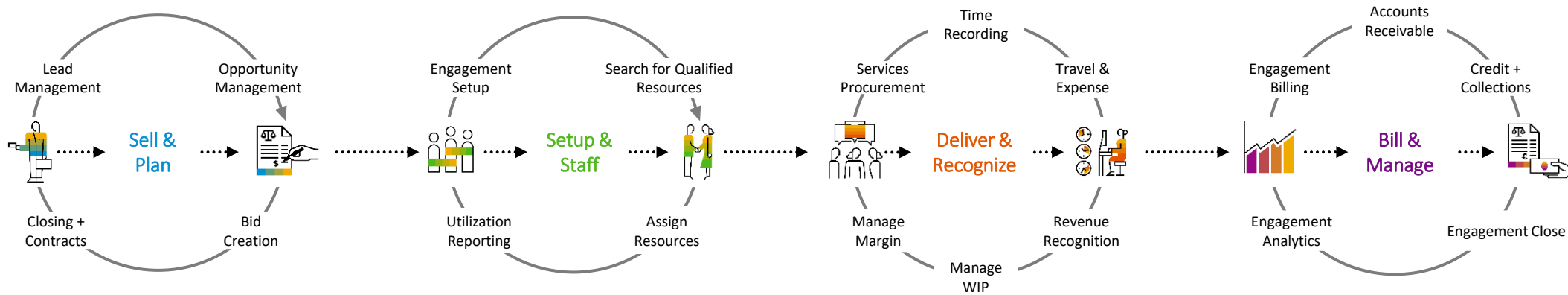
# Accelerate business growth

## in Service-Centric Industries with end-to-end operational processes

Service-Centric Industries	<b>Industries:</b>	Professional Services	Media	EC&O + Real Estate	Public Sector	Higher Education	Banking	Insurance	Travel + Transportation	
	<b>Scenarios:</b>	Customer Projects   Contract-Based   Solution Business Commercial Real Estate   Govt + University Budget Mgmt   Regulated Financials   Asset Management								
	<b>Differentiation:</b>	<ul style="list-style-type: none"> <li>➢ Real Time Revenue Recognition</li> <li>➢ Project profitability at any time</li> </ul>	<ul style="list-style-type: none"> <li>➢ Project Billing</li> <li>➢ Solution Management / Bundling</li> </ul>	<ul style="list-style-type: none"> <li>➢ XaaS / Subscription Management</li> <li>➢ Commercial Real Estate Management</li> </ul>						



Example – Customer Project Value Chain:



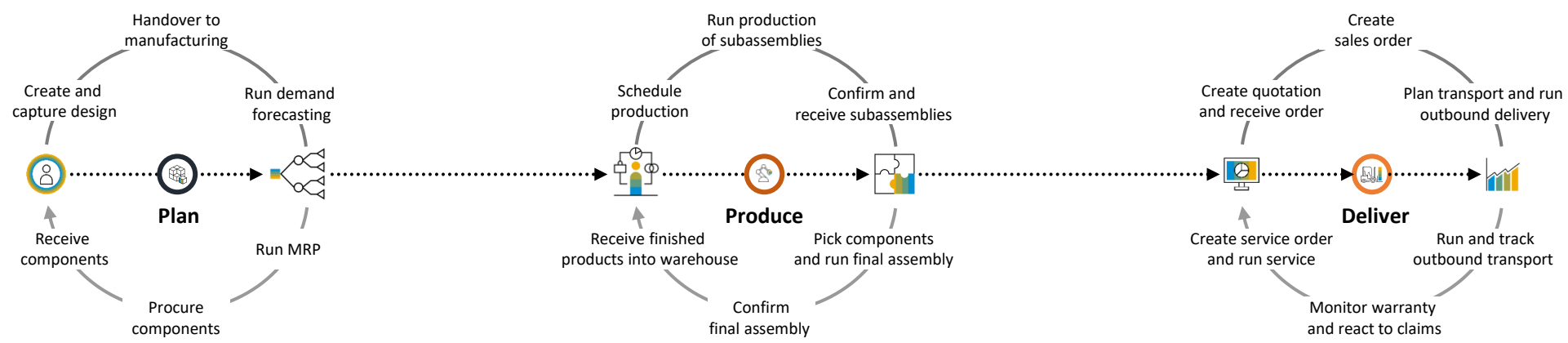
# Accelerate business growth

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

Product-Centric Industries	<b>Industries:</b>	Automotive	High Tech	IM&C	Mining	Mill Products	Retail
		Wholesale Distribution	Utilities	Oil & Gas	Chemicals	Aerospace & Defense	
	<b>Scenarios:</b>	Produce & Sell Standard Products / MTS   Lot Size One / MTO   Engineer Products and Systems / ETO					
	<b>Differentiation:</b>	<ul style="list-style-type: none"> <li>➤ Early Product Designer</li> <li>➤ Just in Time, Just in Sequence</li> <li>➤ Delivery Scheduling</li> </ul>	<ul style="list-style-type: none"> <li>➤ Demand Driven Replenishment</li> <li>➤ Advanced Available to Promise</li> <li>➤ Predictive MRP</li> </ul>	<ul style="list-style-type: none"> <li>➤ Advanced Variant Configuration</li> <li>➤ Project Controlling</li> <li>➤ 8D Quality Management</li> </ul>			



Example - Make-to-Stock Scenario Value Chain:



# SAP S/4HANA Cloud Localization

## SAP Delivered Vs Customer Local Versions

	SAP Delivered Local Versions	Customer Local Versions <sup>3</sup>
<b>Countries/Regions Supported</b>	<b>51</b> <i>8 more on roadmap<sup>1</sup></i>	<b>159<sup>2</sup></b>
<b>Languages</b>	<b>32</b> <i>1 more on roadmap<sup>1</sup></i>	<b>Use SAP delivered languages</b>
<b>Best Practice Preconfigured Content</b>	<b>Included</b> <i>Country-specific content Included Further adaptations via Self-Service Configuration UI (SSCUI)</i>	<div style="border: 2px solid blue; padding: 10px; text-align: center;"> <p>Configuration Localization Tool</p> <p>Localization as a self-service for SAP S/4HANA Cloud</p> </div>
<b>Country/Region-Specific Functions</b>	<b>Included<sup>4</sup></b> <i>Meet a wide range of local financial reporting standards, legal frameworks, tax calculations, logistics scenarios(eWay Bill, stock transfer), customs forms, electronic document exchange and statutory reporting requirements as mandated by regulatory authorities</i>	
<b>Provide Legal Changes</b>	<b>SAP</b>	<div style="border: 2px solid blue; padding: 10px; text-align: center;"> <p>Customer Customer</p> </div>

Early Adoption Program

<sup>1</sup> Refer to roadmap for specific timelines, subject to change

<sup>2</sup> Belarus, Venezuela, [embargo countries](#) and SAP delivered/planned local versions are excluded. .

<sup>3</sup> Currently in early adoption program for customers with 3-system landscape environment. Current customers using solution builder or CBC with 2-system landscape, first needed to be converted to 3-system landscape with CBC to utilize CLT(more specific timelines to be shared in due course; subject to change)

<sup>4</sup> May require additional subscriptions/licenses ,

# Flexibility/extensibility



## Key User Extensibility (Key User – In App)



## Developer Extensibility (ABAP Developer, EA only)

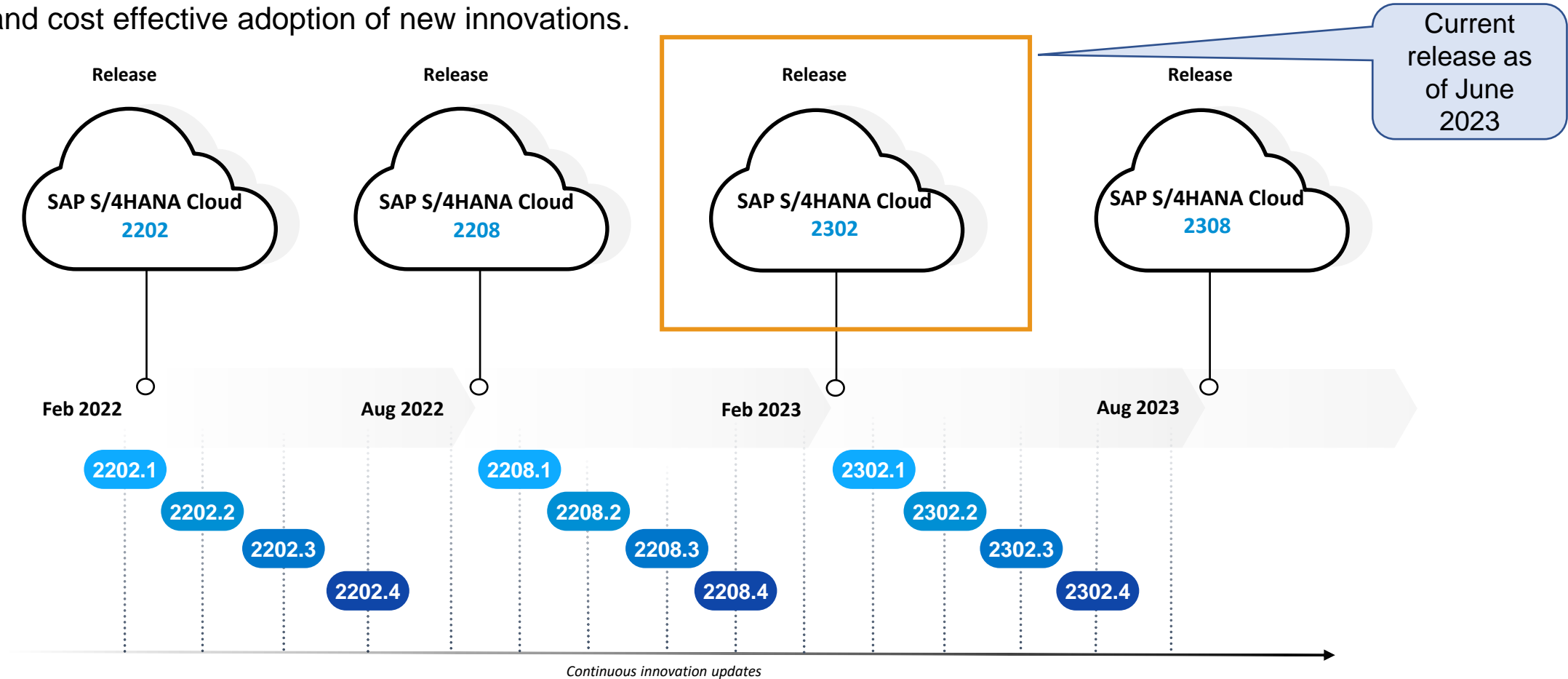


## Side-by-Side Extensibility (Developer)

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	<ul style="list-style-type: none"> <li>UI field layout, custom forms and templates</li> <li>Custom analytics via CDS views</li> <li>Custom SAP® BusinessObjects™</li> <li>Custom business logic using cloud BADIs</li> <li>Customer Implemented Localization</li> </ul>	ABAP based: <ul style="list-style-type: none"> <li>custom app development</li> <li>extensions of SAP S/4HANA Cloud solutions</li> <li>partner extensions</li> <li>Customer Implemented Localization</li> </ul>	<ul style="list-style-type: none"> <li>Custom or multitenant applications</li> <li>ABAP and non-ABAP (Java, Node.js,) development</li> <li>SaaS solutions developed by partners</li> <li>Apps for separate target groups</li> <li>Customer Implemented Localization</li> </ul>
Persona	Key user	ABAP developer	Developer
Benefit	<ul style="list-style-type: none"> <li>Fully managed and integrated in SAP S/4HANA Cloud</li> <li>No or very basic development skills required</li> </ul>	<ul style="list-style-type: none"> <li>Development of extensions inside the SAP S/4HANA Cloud system</li> <li>No remote access or data replication</li> <li>Use and extend released SAP S/4HANA Cloud objects</li> </ul>	<ul style="list-style-type: none"> <li>Decoupled extensions independent of SAP S/4HANA Cloud operation and lifecycle management</li> </ul>
Extensibility Integrated in SAP S/4HANA Cloud			Side-by-Side Extensibility

# Release and Update Cycle\*

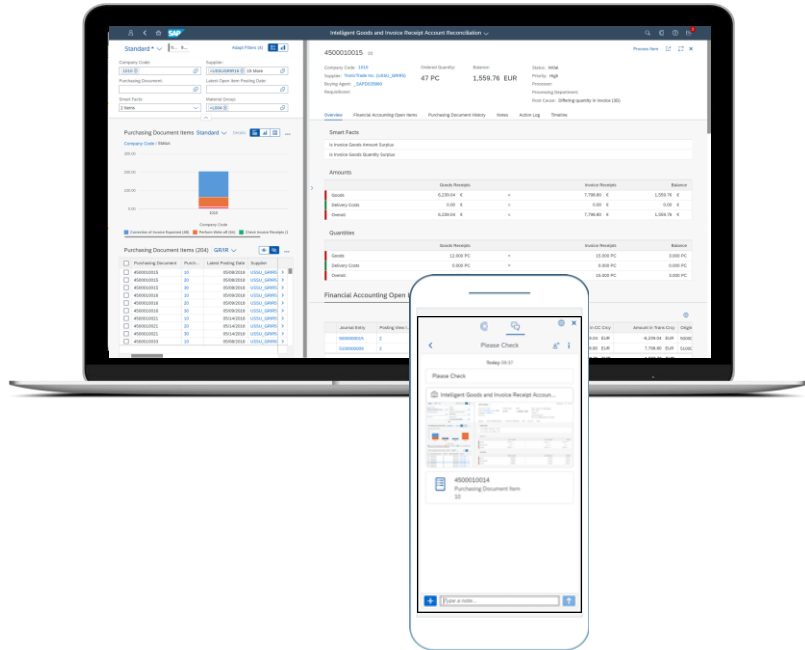
Systems “**continuously upgraded**” and **always on latest and greatest**, eliminating major upgrade projects and allowing fast and cost effective adoption of new innovations.



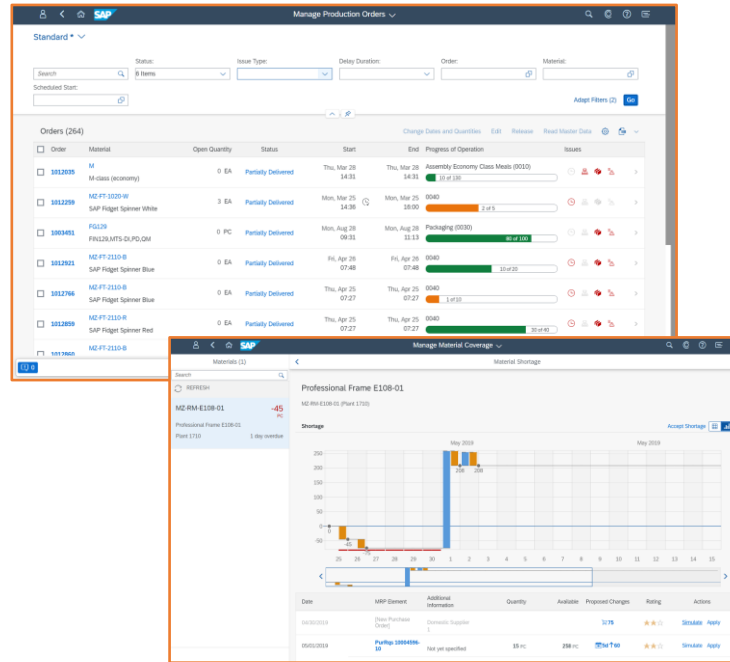
\*This is the current state of planning and may be changed by SAP at any time without notice

# World-class UX with SAP Fiori

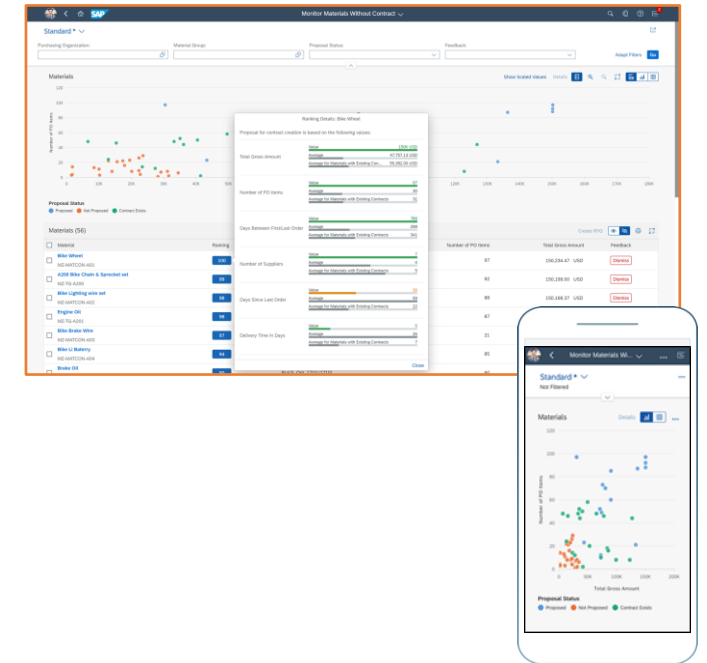
On any device, use role based cockpits with digital assistant



Embedded analytics for simulation, prediction & insight-to-action



Machine learning for automated processing & decision support

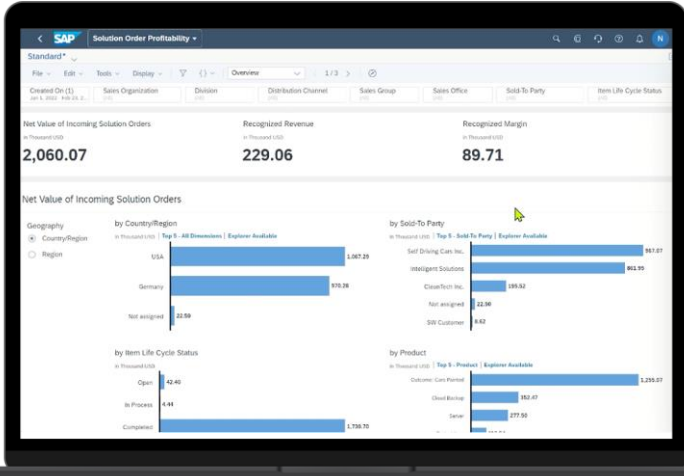
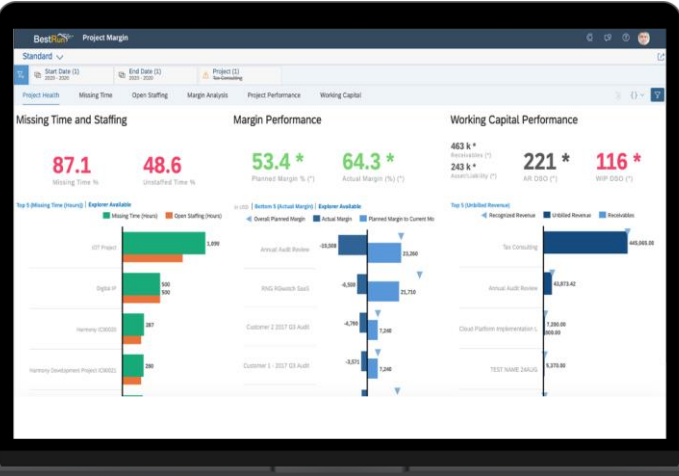
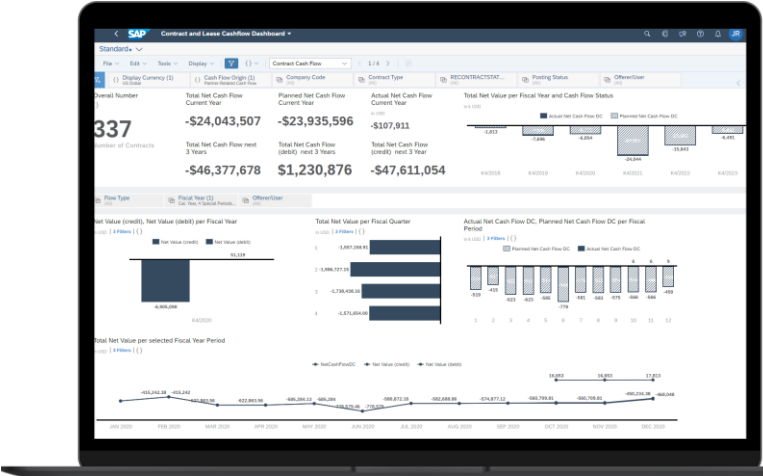


# Embedded intelligence helps unlock efficiencies

**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

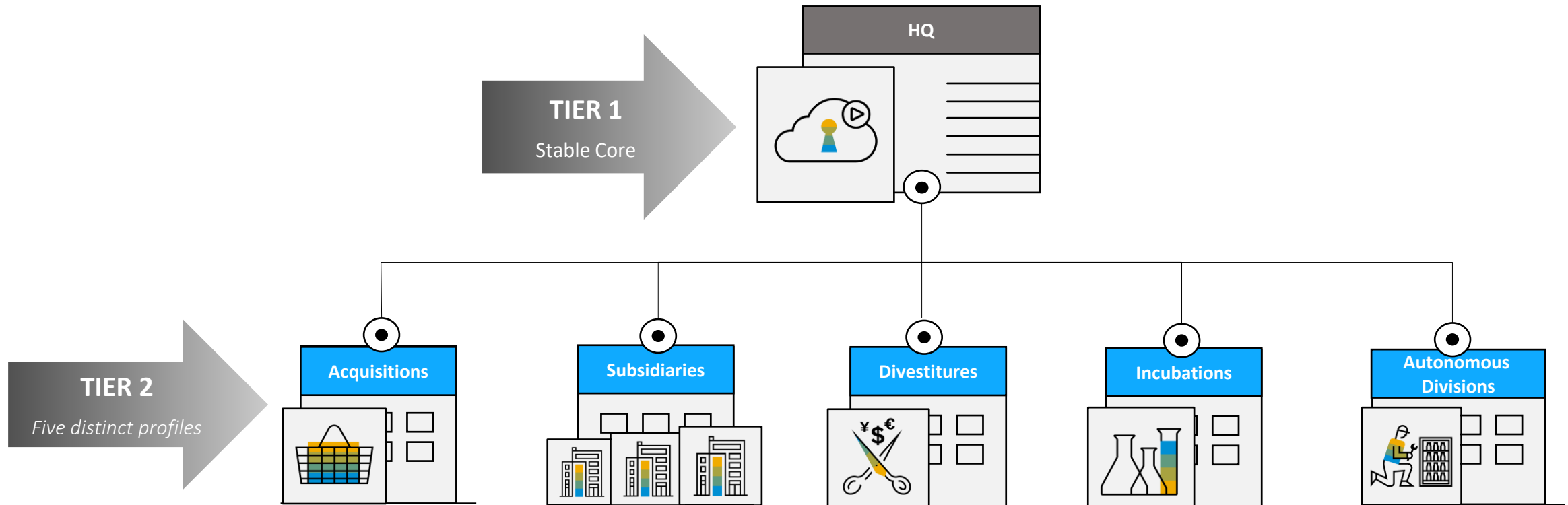
**42%**  
 of sales orders automated  
**Integrating Solutions**  
 for a real-time overview of  
 the entire go-to-market channel



# 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



# 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

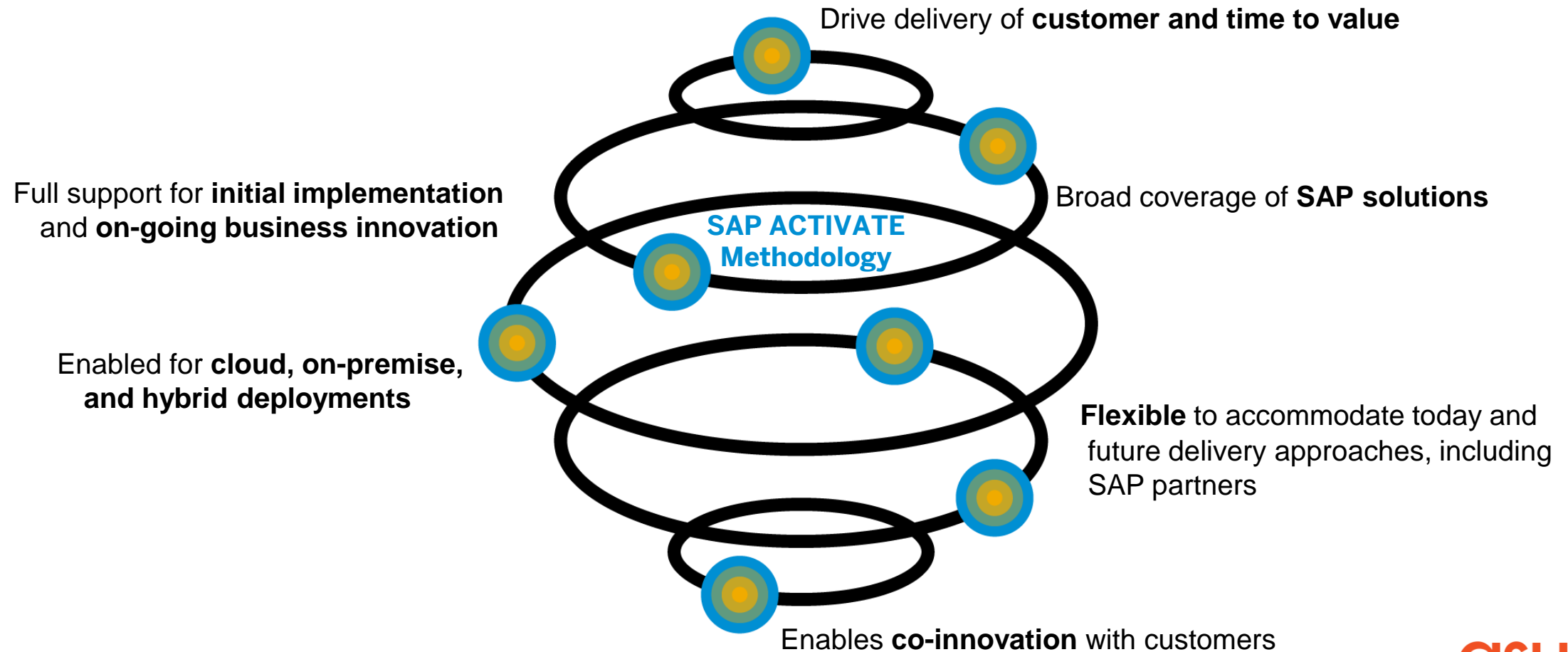
- ISO Certified Security
- Address local legal requirements and changes
- Independent legal structure supporting JVs
- Carve out independent installations for divestitures

# Agenda

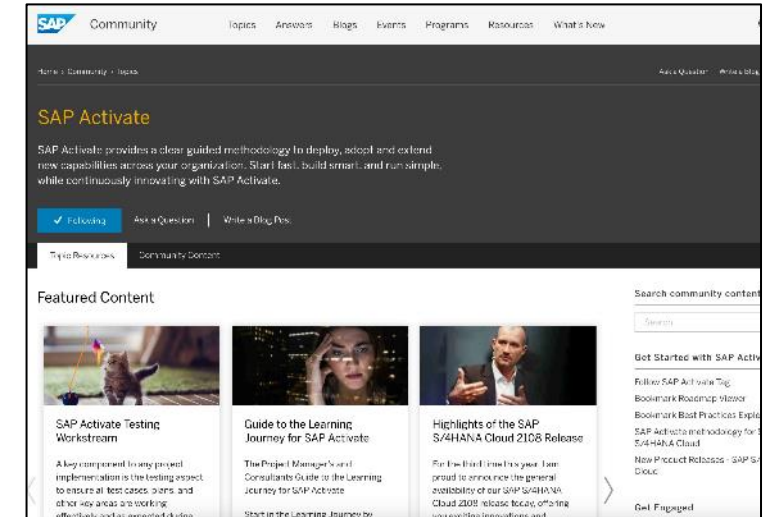
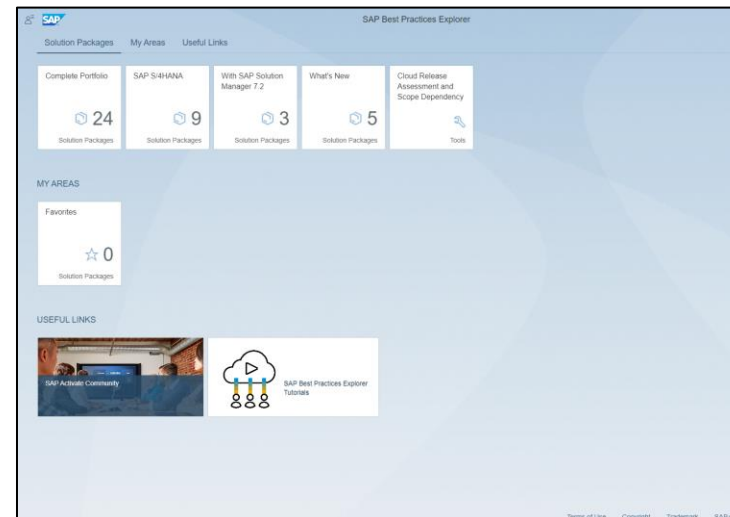
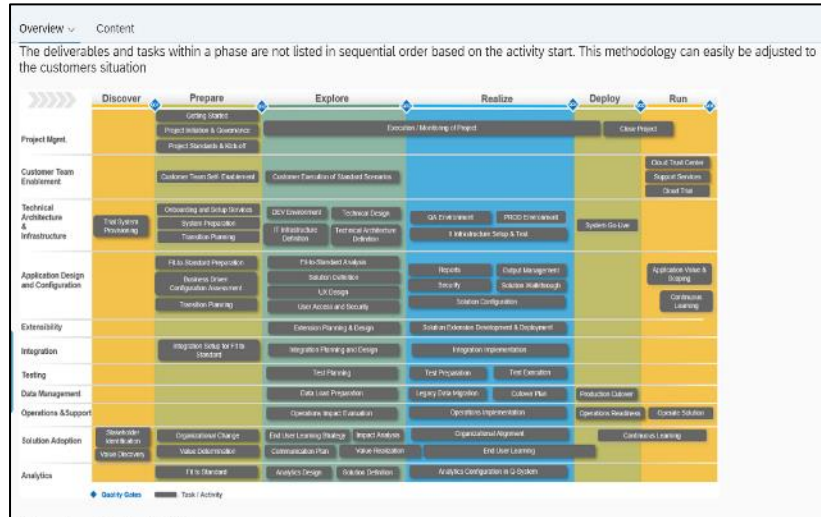
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# SAP Activate – Deployment methodology

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



# 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/>

## 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>

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

# SAP Activate Roadmap Viewer

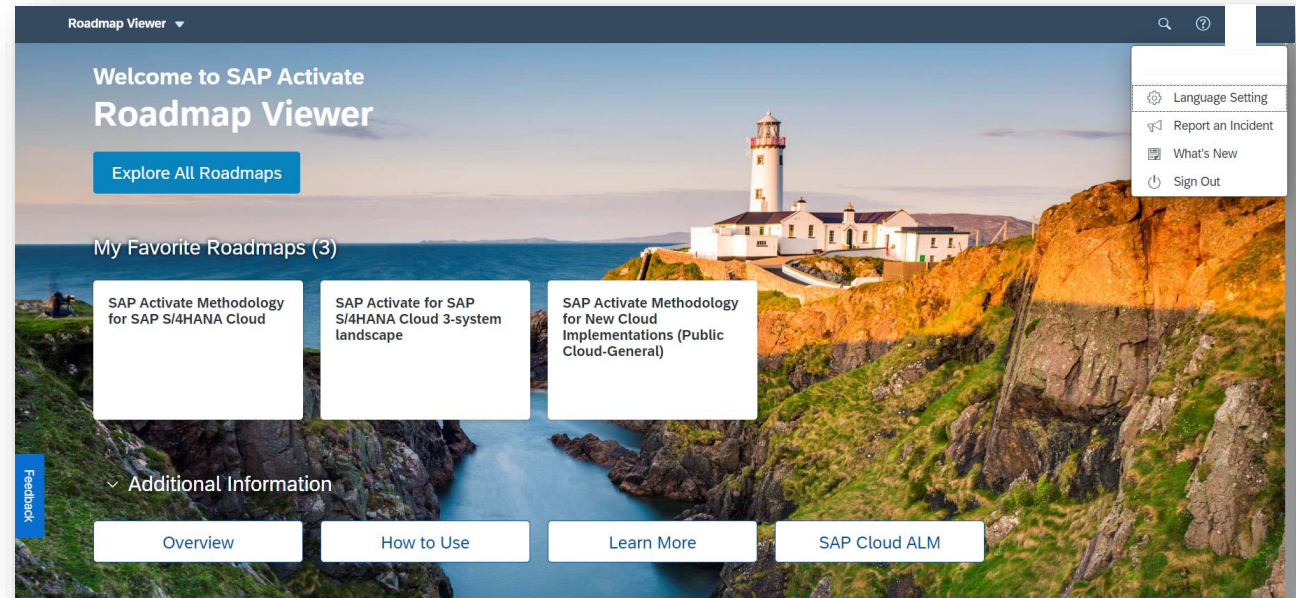
## SAP Activate Roadmap Viewer Access:

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

[Getting Started with the SAP Activate Roadmap Viewer](#)

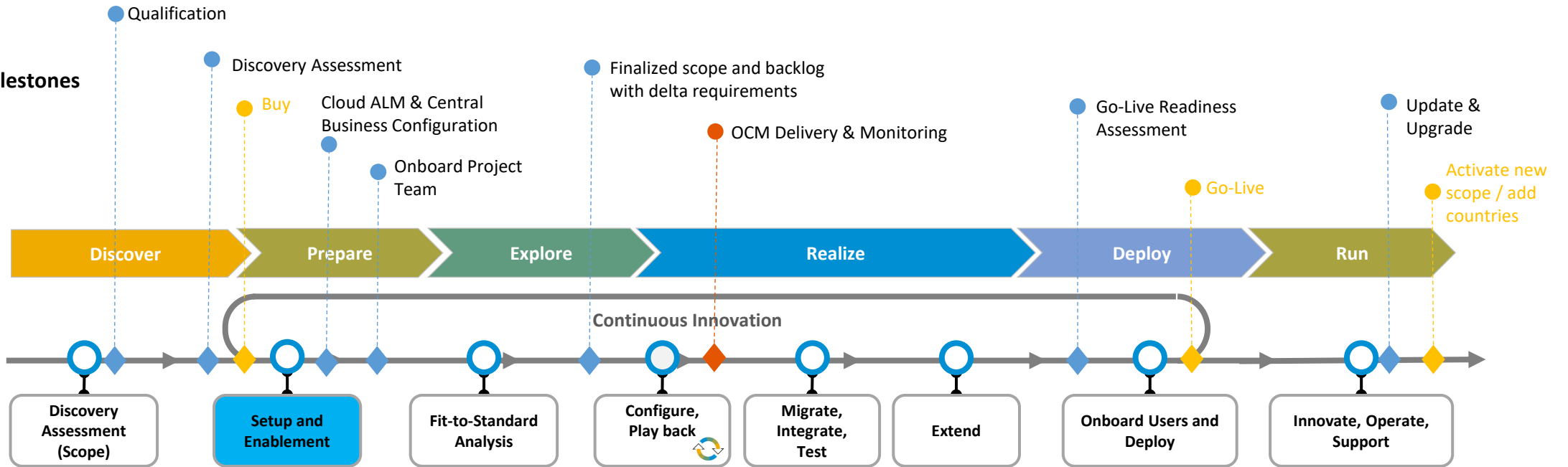
### Benefits:

- 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

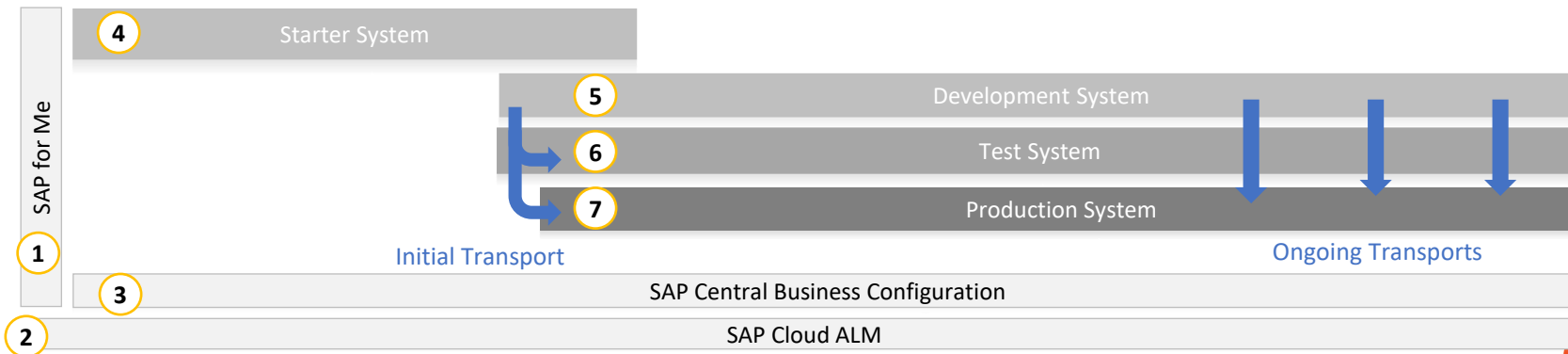


# SAP Activate phases

## Journey and Key Milestones



## System Landscape



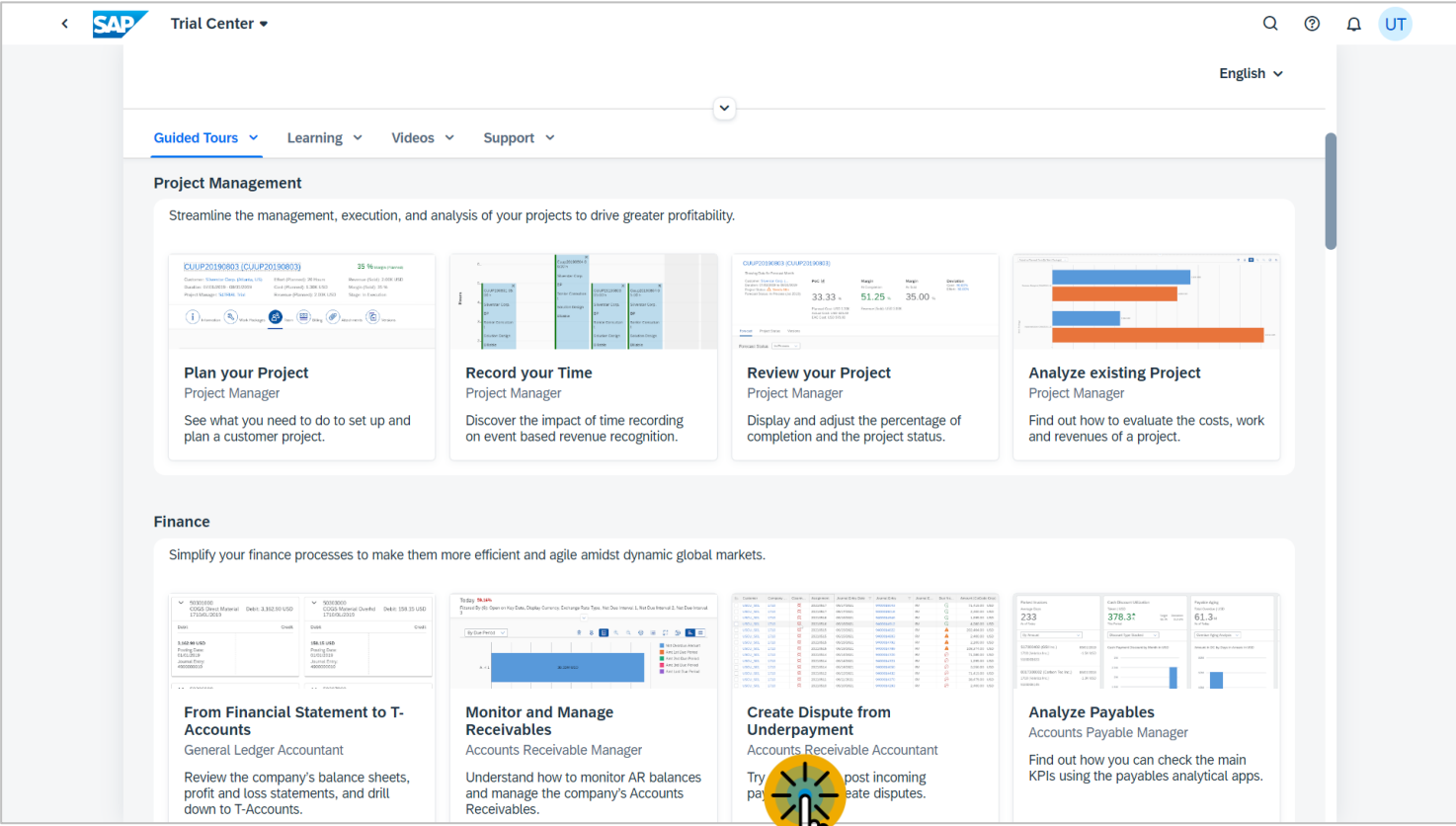
**x** Sequence of provisioning

# 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



# Get started now with free trial version



[Get started now!](#)

## 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.

# Customer Flipping Book

## Ready-To-Run Customer Flipping Book



# Questions?

For questions after this session, contact me at [Anurag.barua@sap.com](mailto:Anurag.barua@sap.com)

# Thank you.

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