

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

ASUG Wisconsin Meeting – Spring 2022

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Customer Engagement | Customer Success

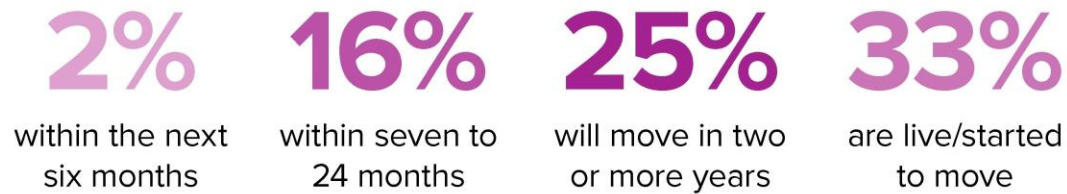
SAP



ASUG Pulse of the SAP Customer

2021

The Move to SAP S/4HANA



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>

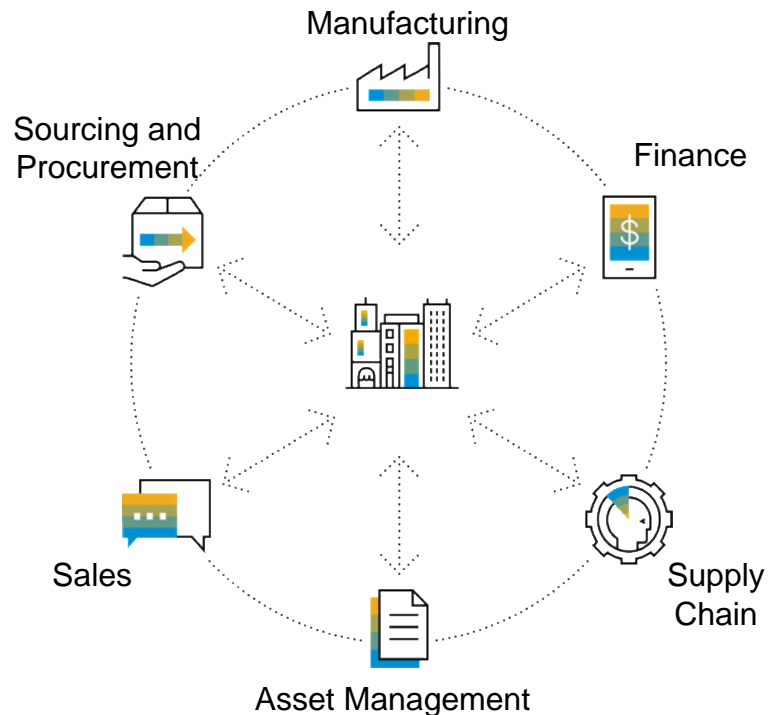
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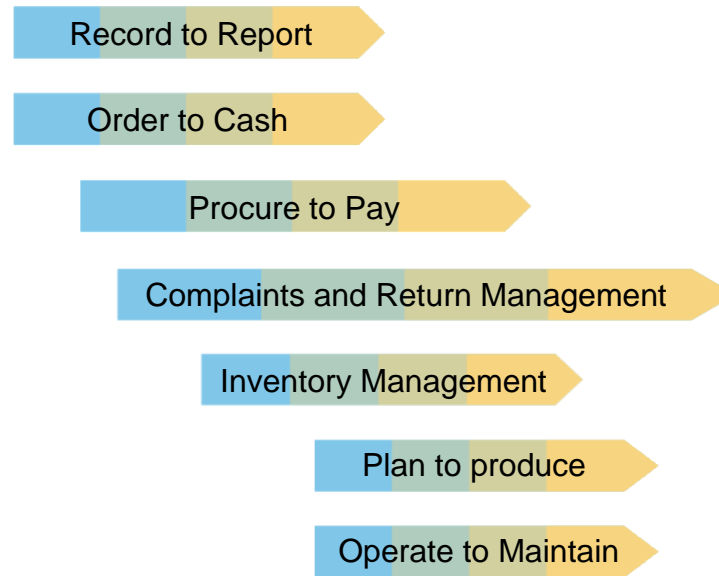
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Discover the value with Process Discovery for SAP S/4HANA Transformation





6 Lines of Business



7 End-to-end Processes

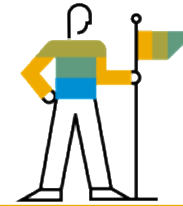


12 Optimization goals

-  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).

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
<u>Financial Accounting</u>	★★★	Total 40,2%	5,6%
<u>Collections Management</u>	★★★	Total 32,4%	20,1%



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)

- Start
- Reports
- Activity Viewer
- Recommendations

Start

Top Opportunities to Improve

<p>Sales invoices not posted to accounting January 2020</p> <p>1.5K</p>	<p>Lead time: Prod. order creation to release January 2020 (weekly)</p> <p>23.6 Days</p>	<p>Sales order items overdue for invoicing January 2020</p> <p>44.5K</p>	<p>Manual price condition changes on sales orders January 2020 (weekly)</p> <p>9.9K</p>
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Top Performance

<p>Work orders in phase created January 2020 (weekly)</p> <p>1</p>	<p>Lead time: Purchase requisition creation to PO January 2020 (weekly)</p> <p><0.1 Days</p>	<p>Work orders in phase released January 2020</p> <p>784</p>	<p>Work orders not settled January 2020 (monthly)</p> <p>51</p>
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Top Recommendations [View All](#)

<p>SAP S/4HANA Capabilities Delivery Management</p> <p>●●● Usage-Based Relevance ●●● Industry Popularity</p>	<p>SAP S/4HANA Capabilities External Processing</p> <p>●●● Usage-Based Relevance ●●● Industry Popularity</p>	<p>SAP S/4HANA Capabilities Financial Accounting</p> <p>●●● Usage-Based Relevance ●●● Industry Popularity</p>	<p>SAP S/4HANA Capabilities Goods Movement</p> <p>●●● Usage-Based Relevance ●●● Industry Popularity</p>
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SAMPLE ANALYSIS

Aug 2019 → Jan 2020

- Start
- Reports
- Activity Viewer
- Recommendations

Recommendations

Leverage the optimization potential identified in your ERP system

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, AACTREE02, 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](#)



**RISE
WITH
SAP**

Business
Transformation
as a Service

SAMPLE ANALYSIS



Process Discovery Summary for SAP S/4HANA Transformation

Evolution of SAP Business Scenario Recommendations on Spotlight

Customer Name:	Sample Inc.	System ID:	PRD
Customer Number:	12345	Current Release:	SAP ERP - EHP6
Date of analysis:	16 Jul, 2021	Database:	Oracle
Country/Region:	Germany		

Consumer Products Industry

SAP

BUSINESS
PROCESS
INTELLIGENCE

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**

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



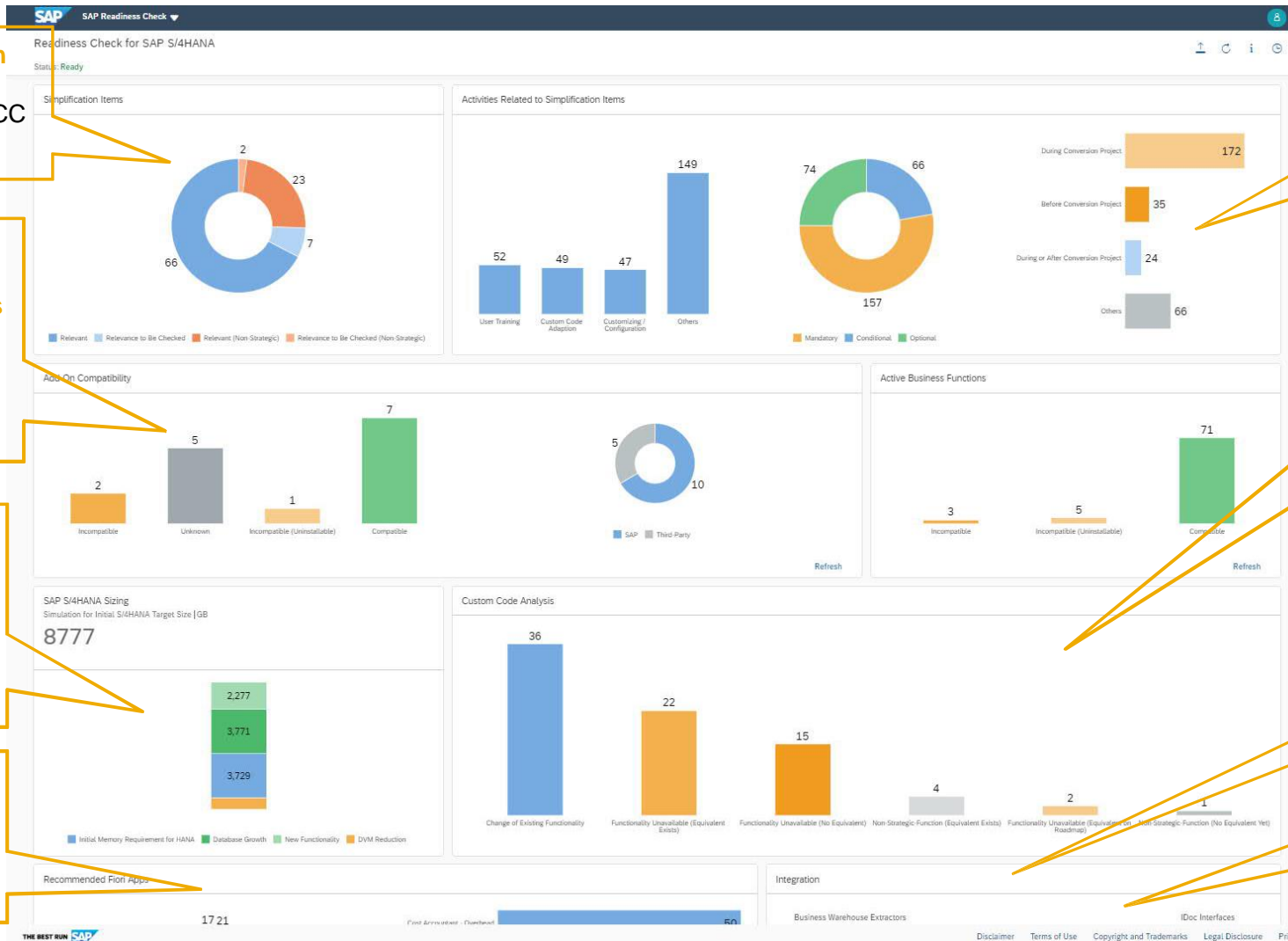
- SAP sends you the PDF summary and the instruction to activate your Process Discovery solution account (Spotlight by SAP) via email

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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](#)

Agenda - Quick Wins

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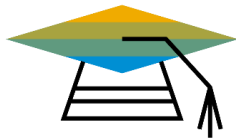
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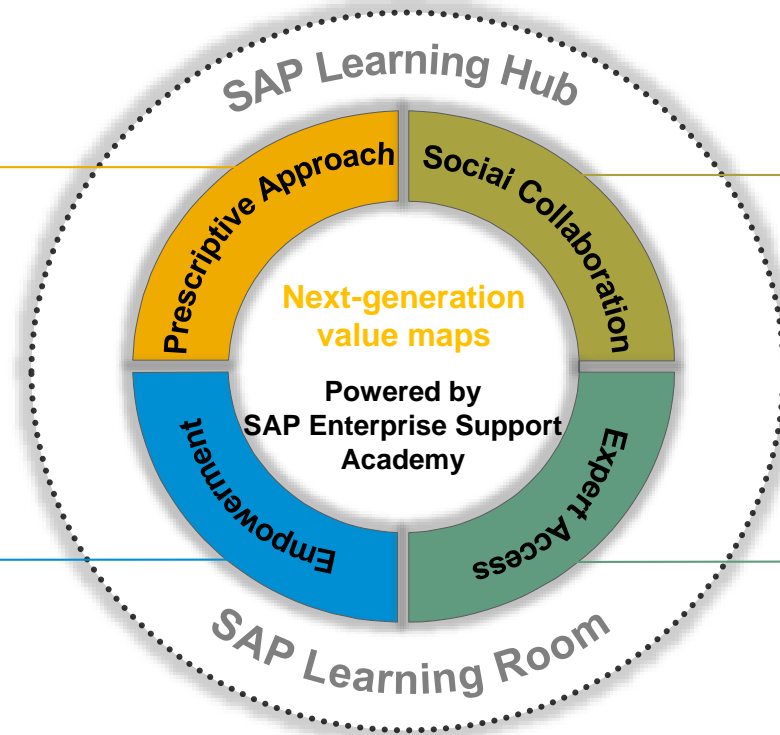
Collaboration SAP Enterprise Support Value Maps



**Prescriptive Approach
to reach your objective**



**Empowerment
to build the knowledge
and skills you need**

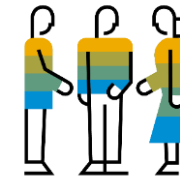


Register to SAP Enterprise Support value maps.

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



**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



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)	   <p>SAP ERP system SAP S/4HANA</p>	Bringing your business processes to the new platform <ul style="list-style-type: none"> 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  Standardized  Customer tailored	New implementation (Tool: SAP S/4HANA migration cockpit)	    <p>SAP ERP or third-party system(s) SAP S/4HANA SAP S/4HANA Cloud</p>	New implementation/reimplementation <ul style="list-style-type: none"> 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)	   <p>SAP ERP or third-party system(s) SAP S/4HANA</p>	Value-driven data migration to the new platform <ul style="list-style-type: none"> 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

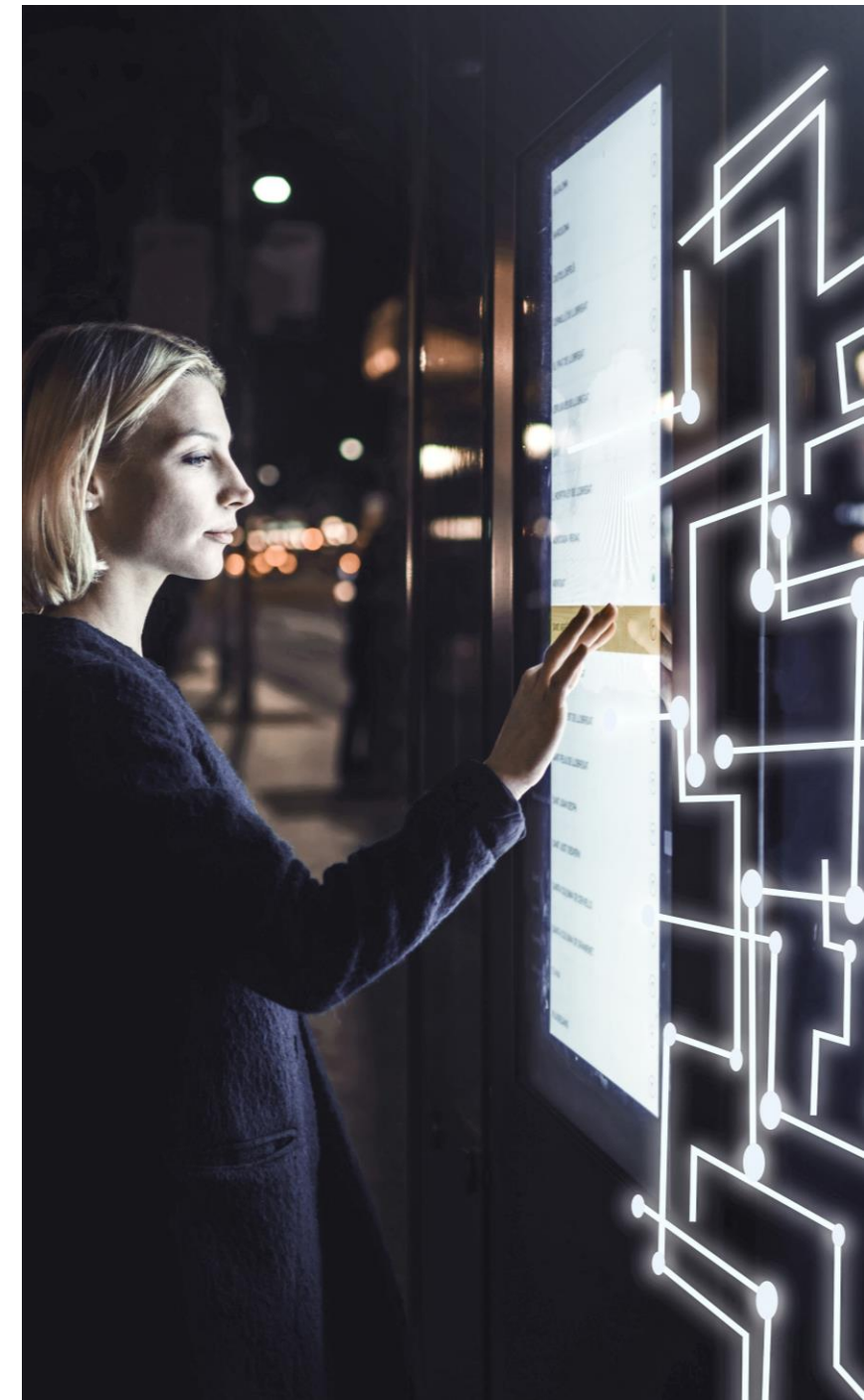
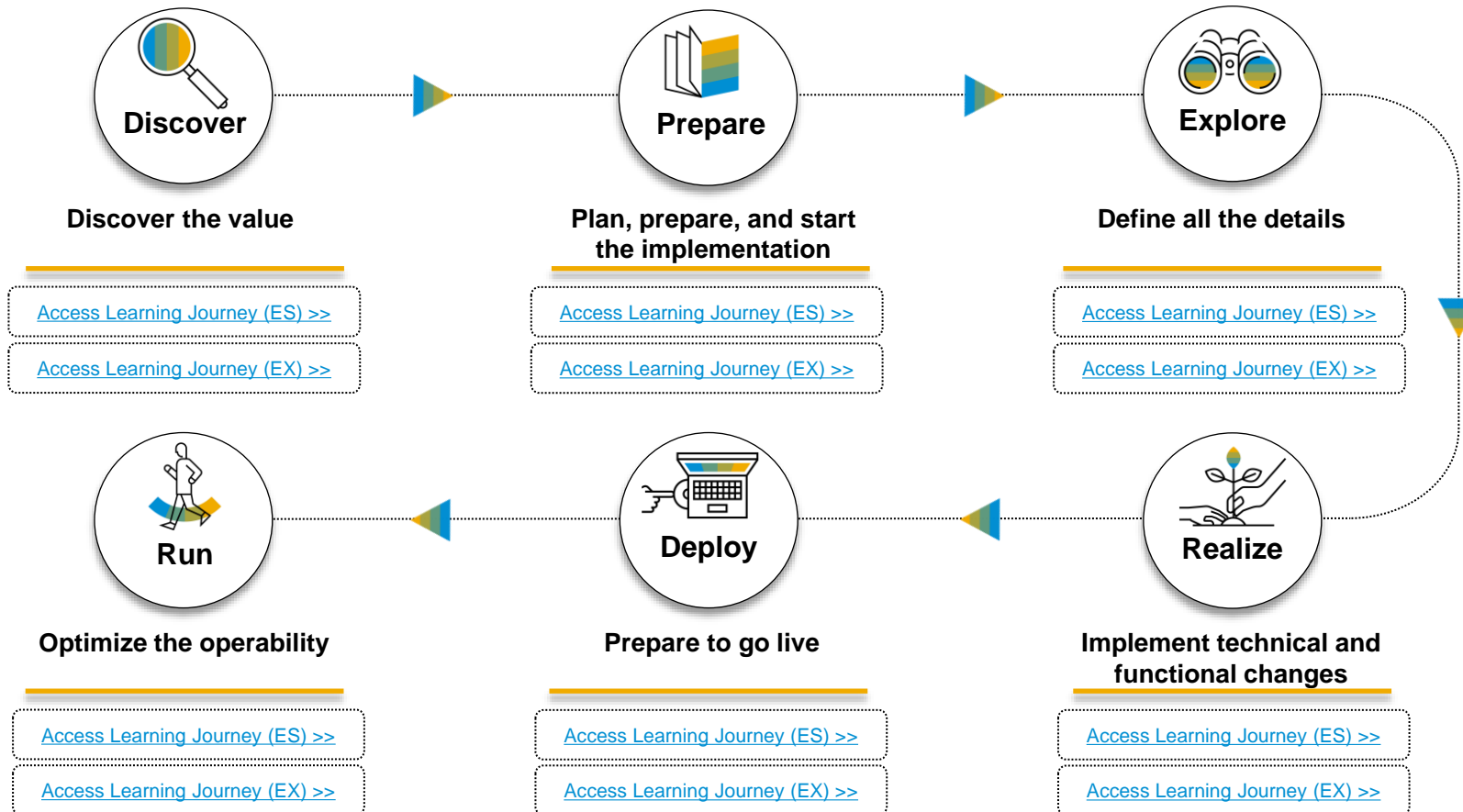


[SAP Community blog: How to find my path to SAP S/4HANA](#)

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).

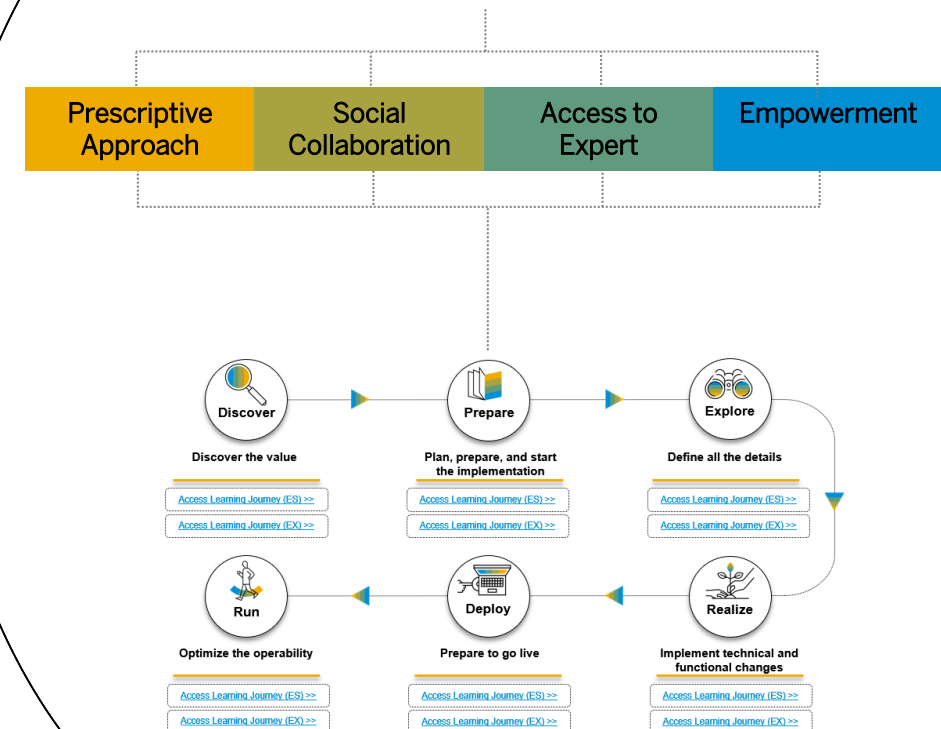


SAP Enterprise Support Value Map for SAP S/4HANA Cloud

Benefits

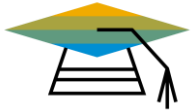
- Choose the best SAP S/4HANA Cloud solution for your business model
- Take the right next steps when planning an implementation project
- Configure your SAP S/4HANA Cloud solution in the most effective way
- Extend your SAP S/4HANA Cloud solution to cover your business processes
- Keep updated with the quarterly innovation cycle

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



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 >>](#)



Quick Wins

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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.



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

Questions?

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



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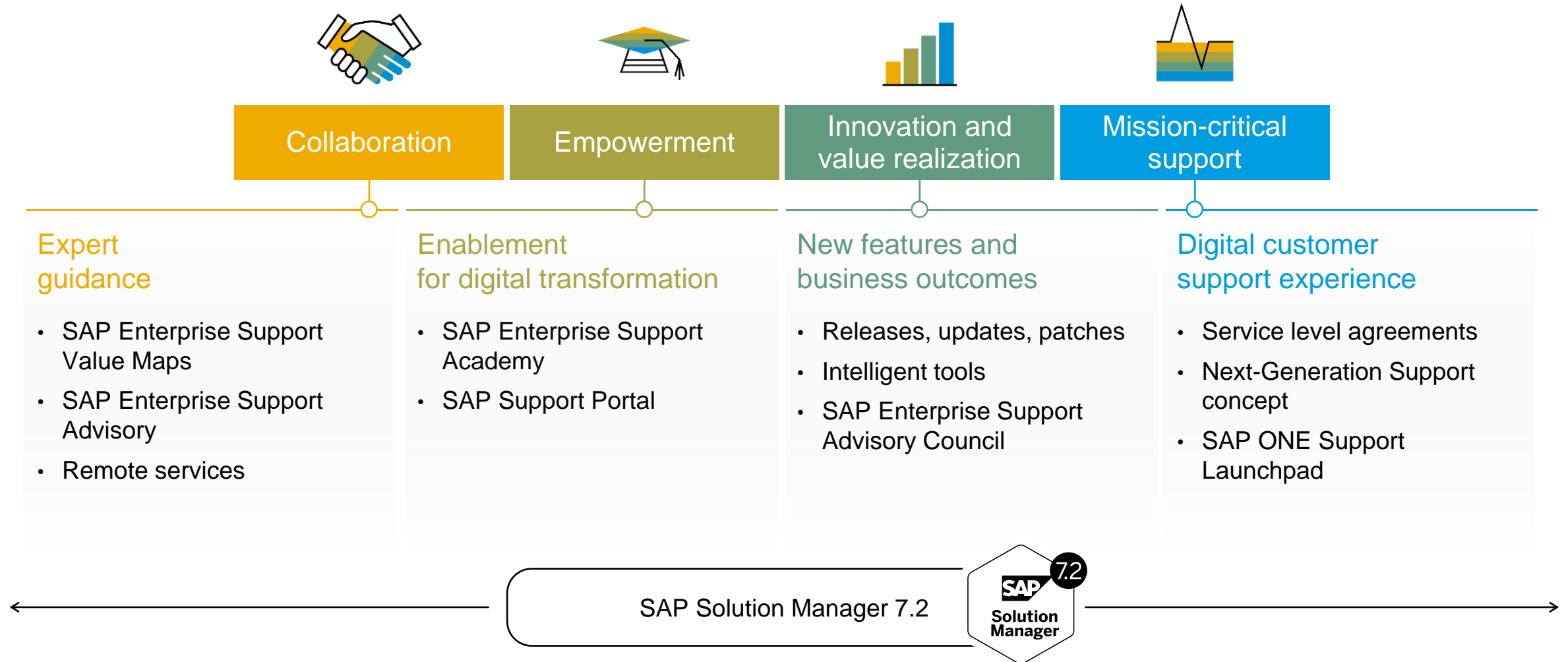
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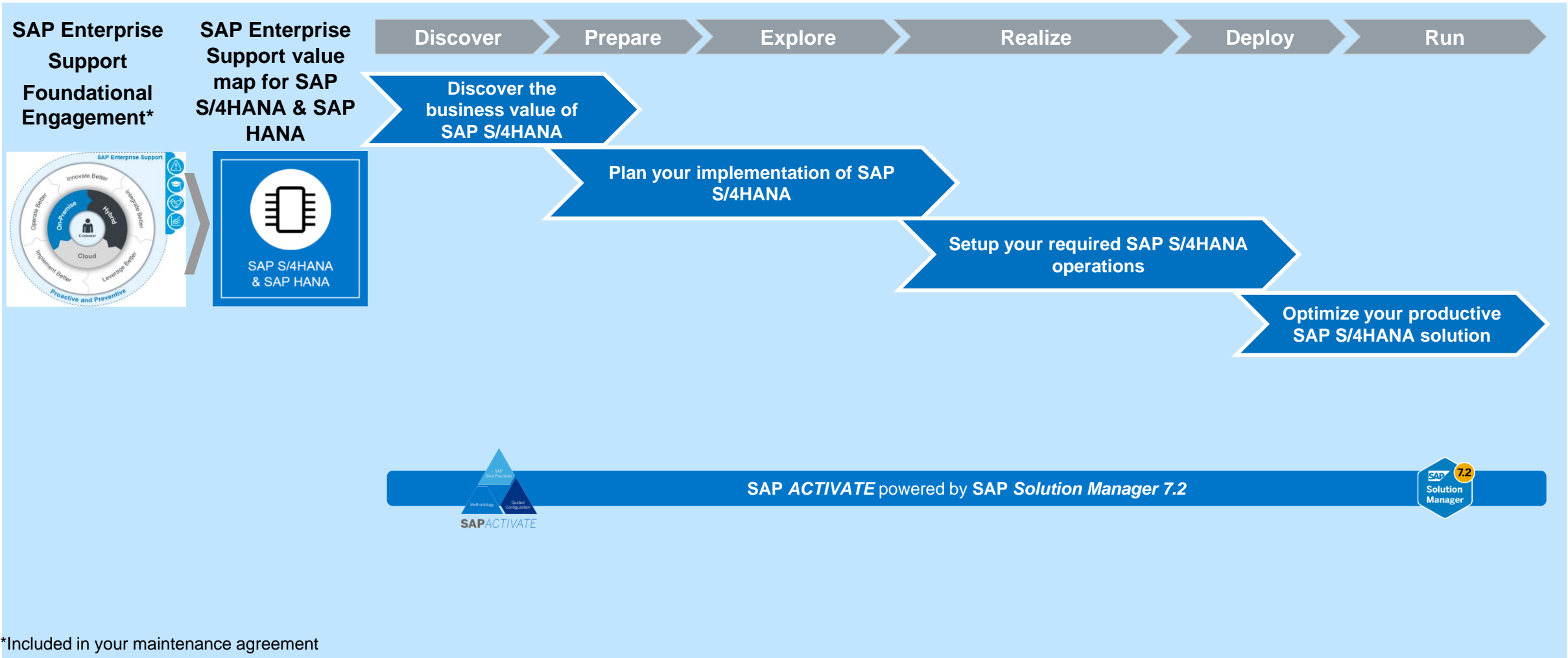


SAP Enterprise Support – The foundation for continuous customer success



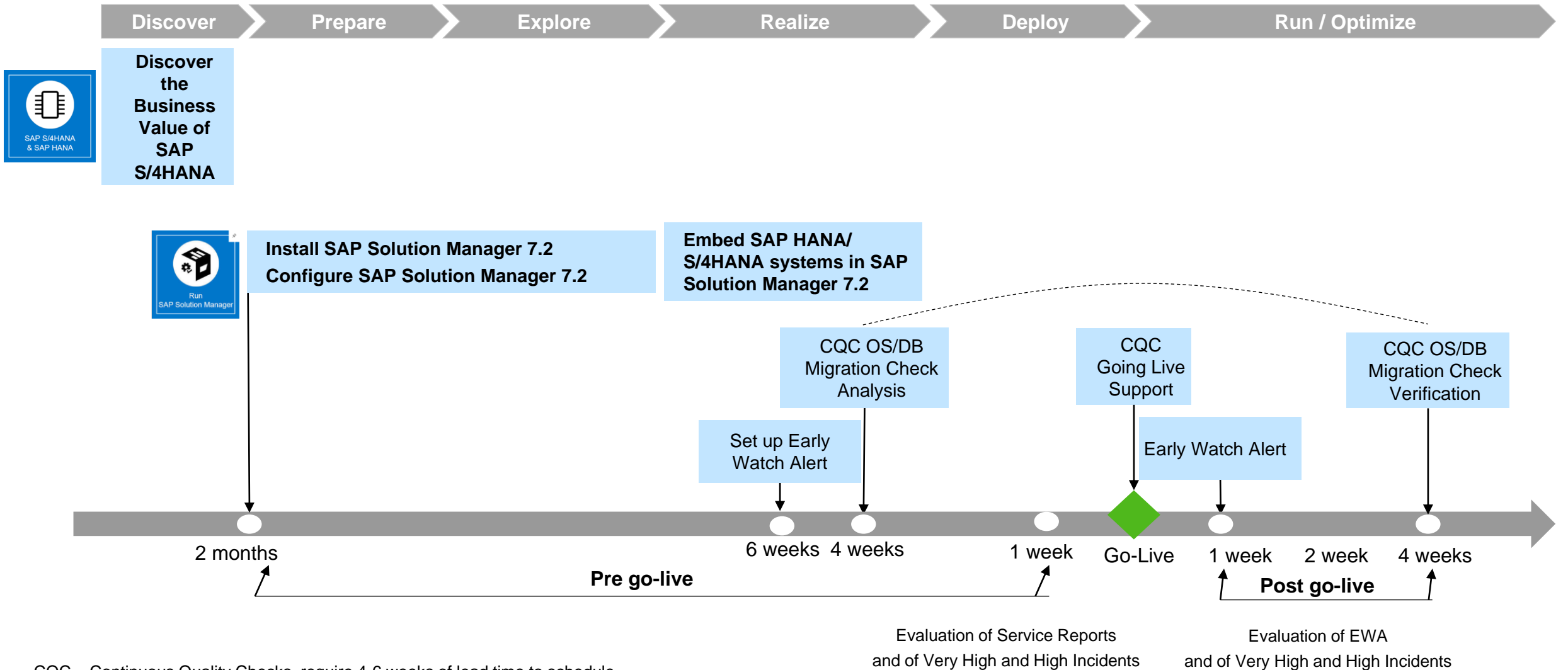
SAP S/4HANA customer transition roadmap

With SAP Enterprise Support as the foundation



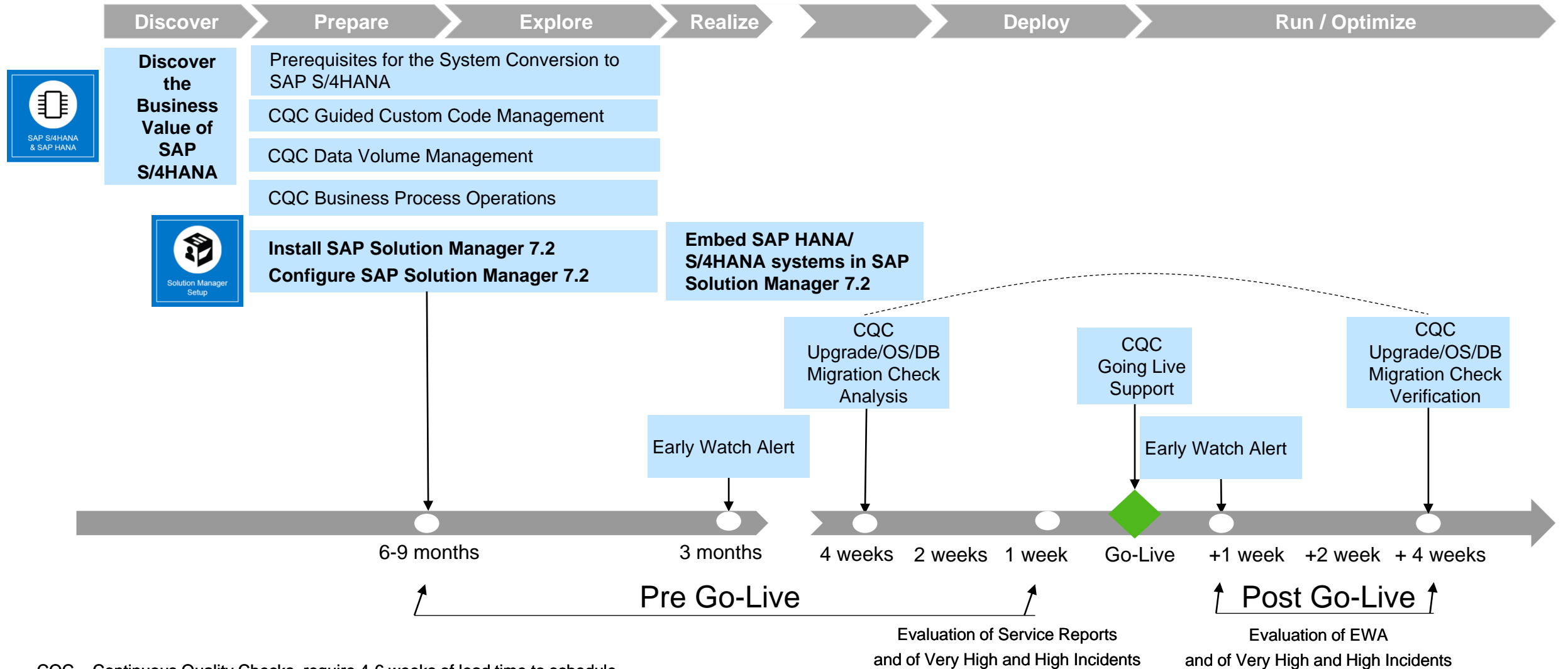
Recommended Services for the transition to S/4HANA

For New Implementation

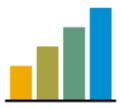


CQC – Continuous Quality Checks, require 4-6 weeks of lead time to schedule

Recommended Services for the transition to S/4HANA For System Conversion



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



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