

Accelerate your business
transformation with S/4HANA Cloud,
public edition

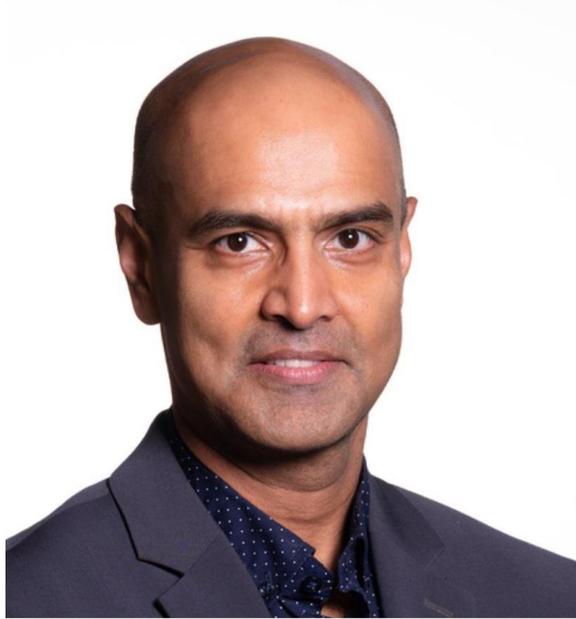
Anurag Barua

Digital Transformation Leader

SAP America



Speaker introduction



- ✓ 24 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 60 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

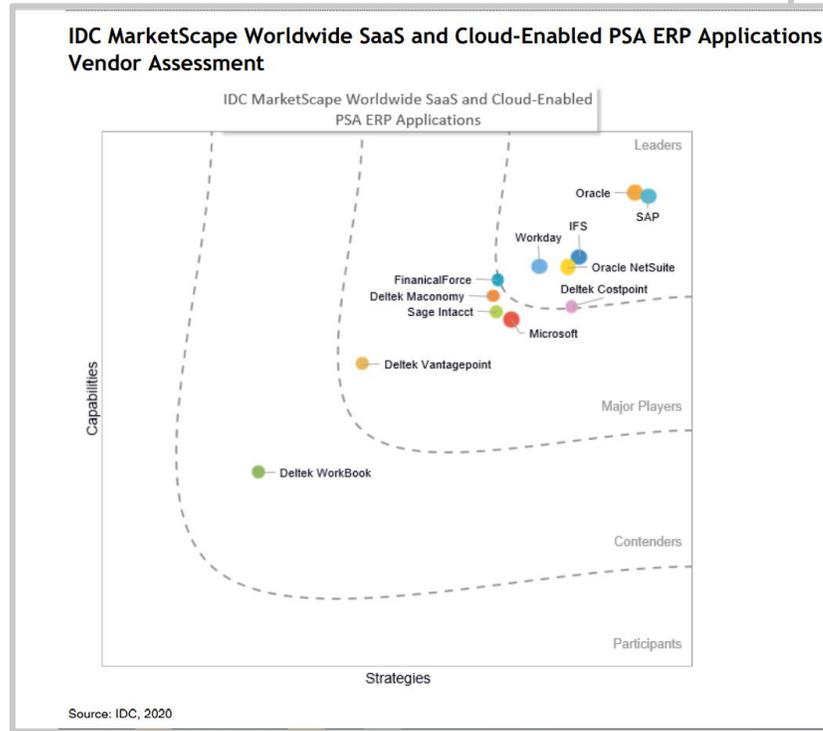
Gartner notes that SAP S/4HANA Cloud is a “100% managed SaaS cloud solution with a comprehensive breadth of features. Strengths included strong financial management product vision and breadth, including core management, treasury, analytics, and planning.”

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



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

Magic Quadrant

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

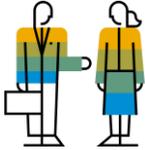
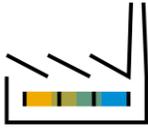
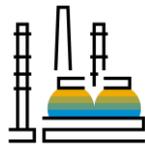


Source: Gartner (July 2022)

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Packaged capabilities based on Best Practices

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

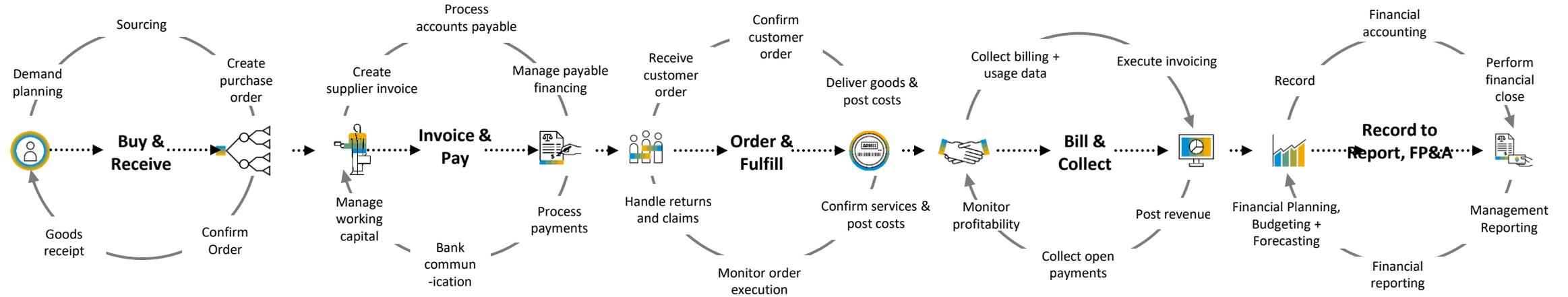
Accelerate business growth

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

Finance-Led	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:



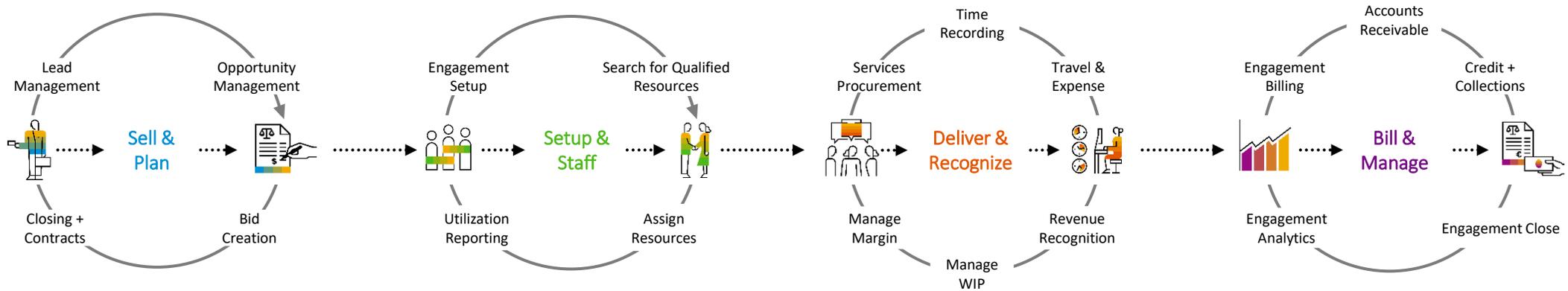
Accelerate business growth

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:	<ul style="list-style-type: none"> ➢ Real Time Revenue Recognition ➢ Project profitability at any time 	<ul style="list-style-type: none"> ➢ Project Billing ➢ Solution Management / Bundling 	<ul style="list-style-type: none"> ➢ XaaS / Subscription Management ➢ Commercial Real Estate Management 						



Example – Customer Project Value Chain:



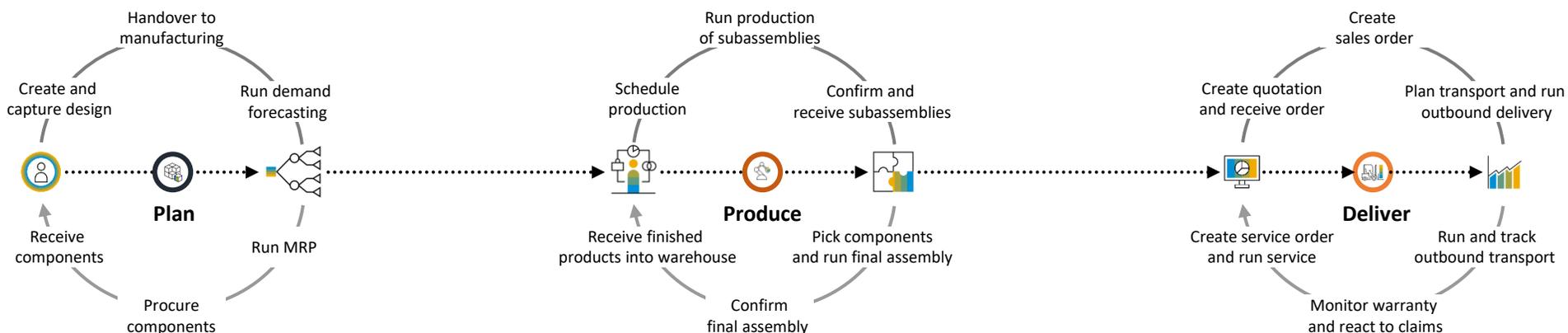
Accelerate business growth

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:	<ul style="list-style-type: none"> ➤ Early Product Designer ➤ Just in Time, Just in Sequence ➤ Delivery Scheduling 	<ul style="list-style-type: none"> ➤ Demand Driven Replenishment ➤ Advanced Available to Promise ➤ Predictive MRP 	<ul style="list-style-type: none"> ➤ Advanced Variant Configuration ➤ Project Controlling ➤ 8D Quality Management 			



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 ³
Countries/Regions Supported	51 <i>8 more on roadmap¹</i>	159²
Languages	32 <i>1 more on roadmap¹</i>	Use SAP delivered languages
Best Practice Preconfigured Content	Included <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>
Country/Region-Specific Functions	Included⁴ <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>	
Provide Legal Changes	SAP	<div style="border: 2px solid blue; padding: 5px; text-align: center;"> <p>Customer Customer</p> </div>

Early Adoption Program

¹ Refer to roadmap for specific timelines, subject to change

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

³ 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)

⁴ May require additional subscriptions/licenses ,

Flexibility/extensibility



Key User Extensibility (Key User – In App)



Developer Extensibility (ABAP Developer, EA only)

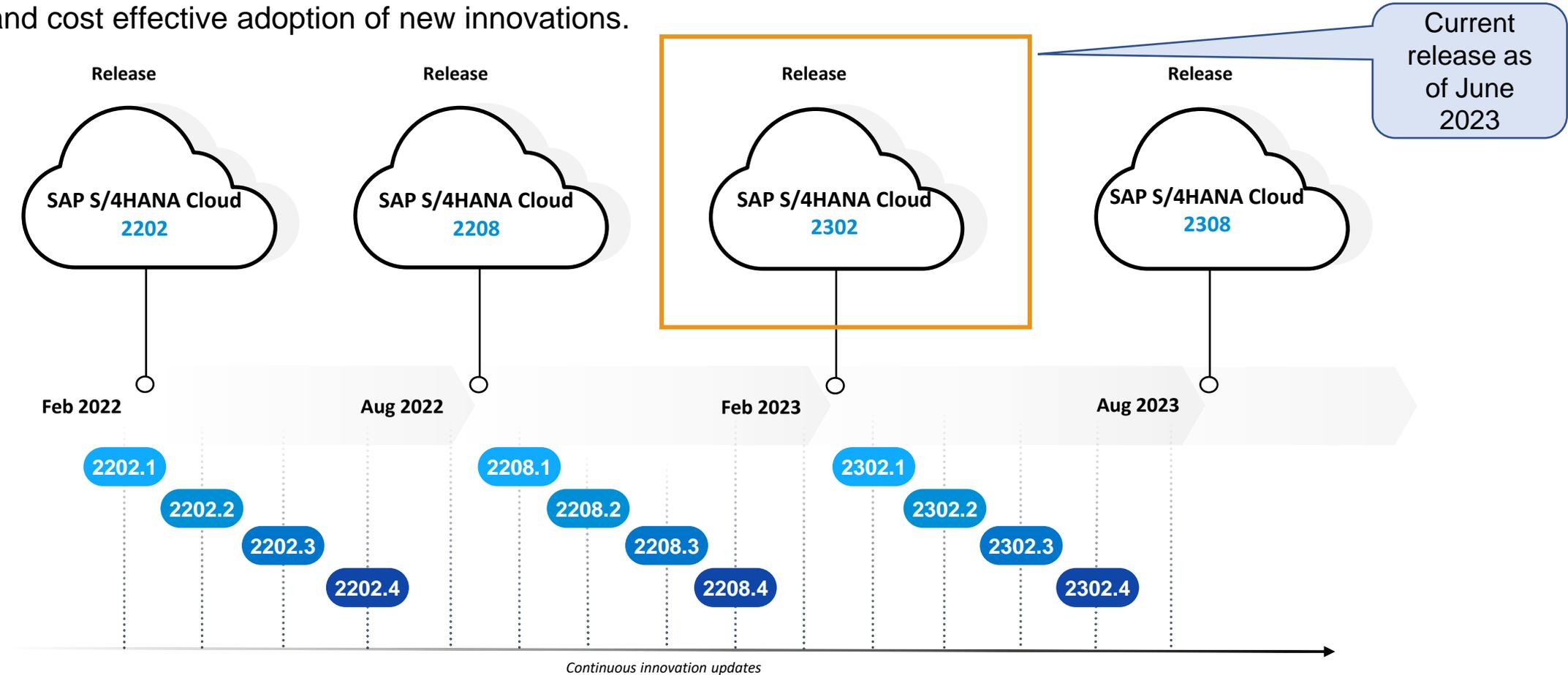


Side-by-Side Extensibility (Developer)

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"> 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: <ul style="list-style-type: none"> custom app development extensions of SAP S/4HANA Cloud solutions partner extensions Customer Implemented Localization 	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> Fully managed and integrated in SAP S/4HANA Cloud No or very basic development skills required 	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> Decoupled extensions independent of SAP S/4HANA Cloud operation and lifecycle management
Extensibility Integrated in SAP S/4HANA Cloud			Side-by-Side Extensibility

Release and Update Cycle*

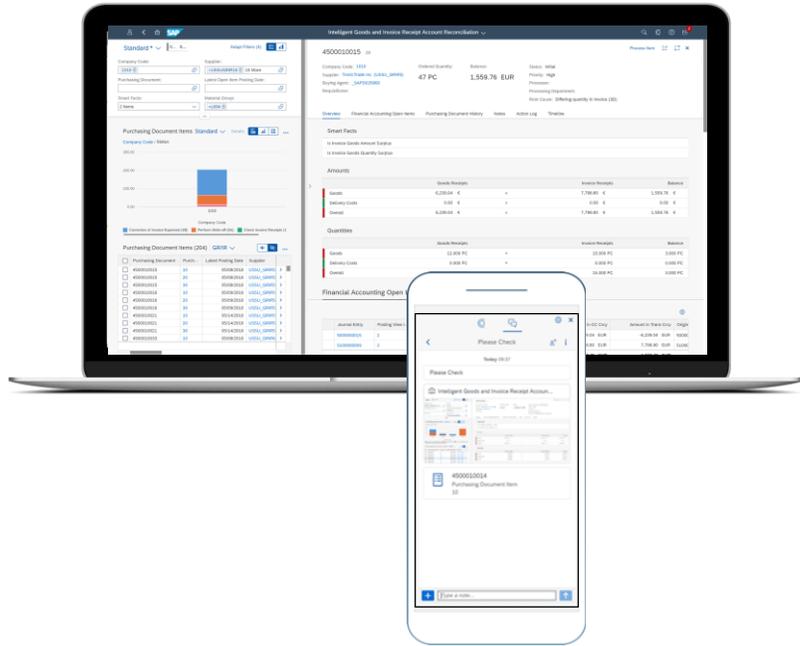
Systems “**continuously upgraded**” and **always on latest and greatest**, eliminating major upgrade projects and allowing fast and cost effective adoption of new innovations.



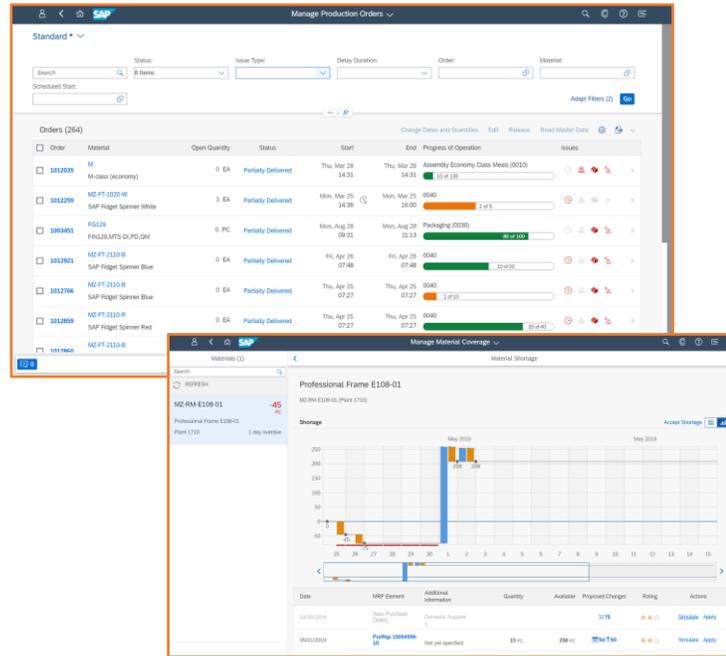
*This is the current state of planning and may be changed by SAP at any time without notice

World-class UX with SAP Fiori

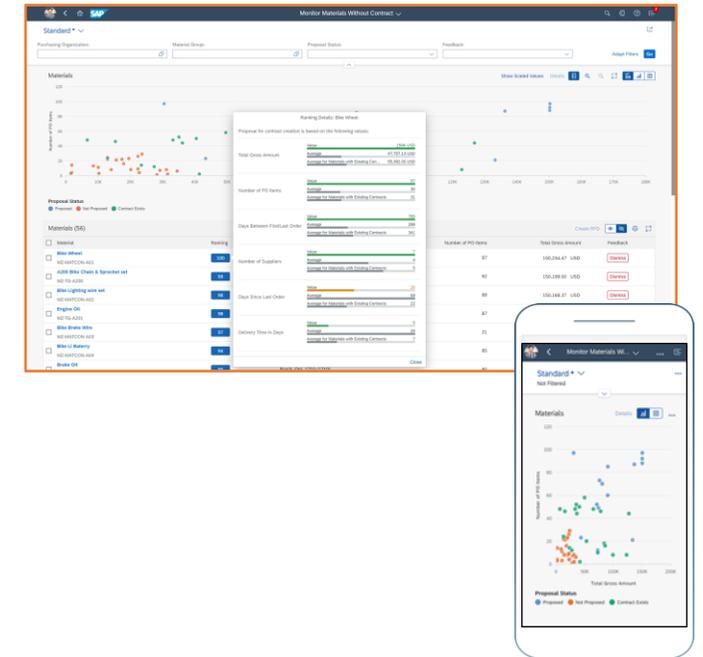
On any device, use role based cockpits with digital assistant



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



Machine learning for automated processing & decision support

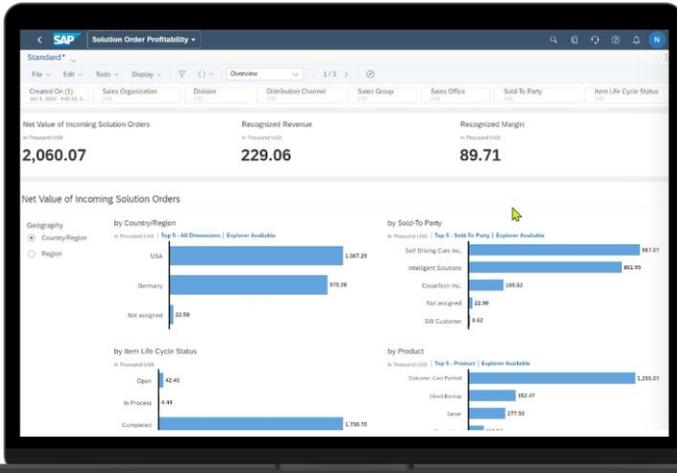
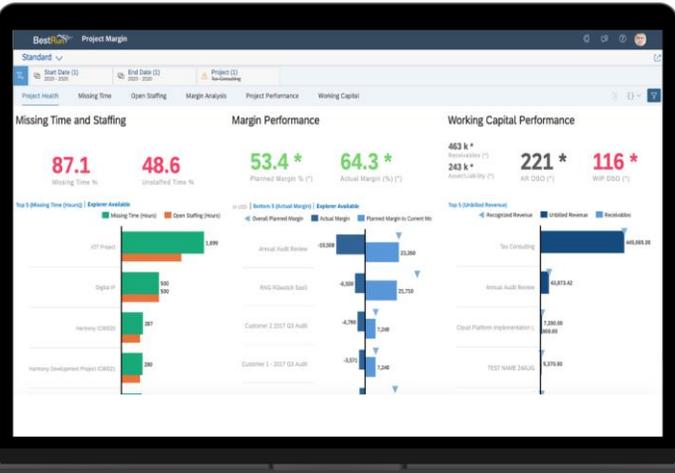
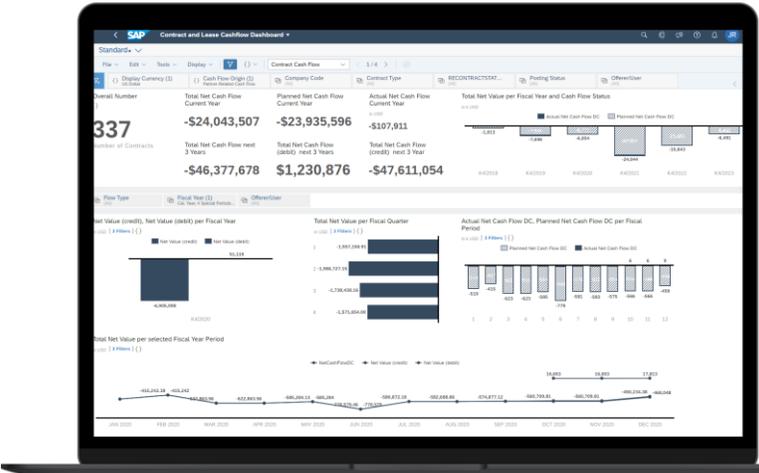


Embedded intelligence helps unlock efficiencies

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

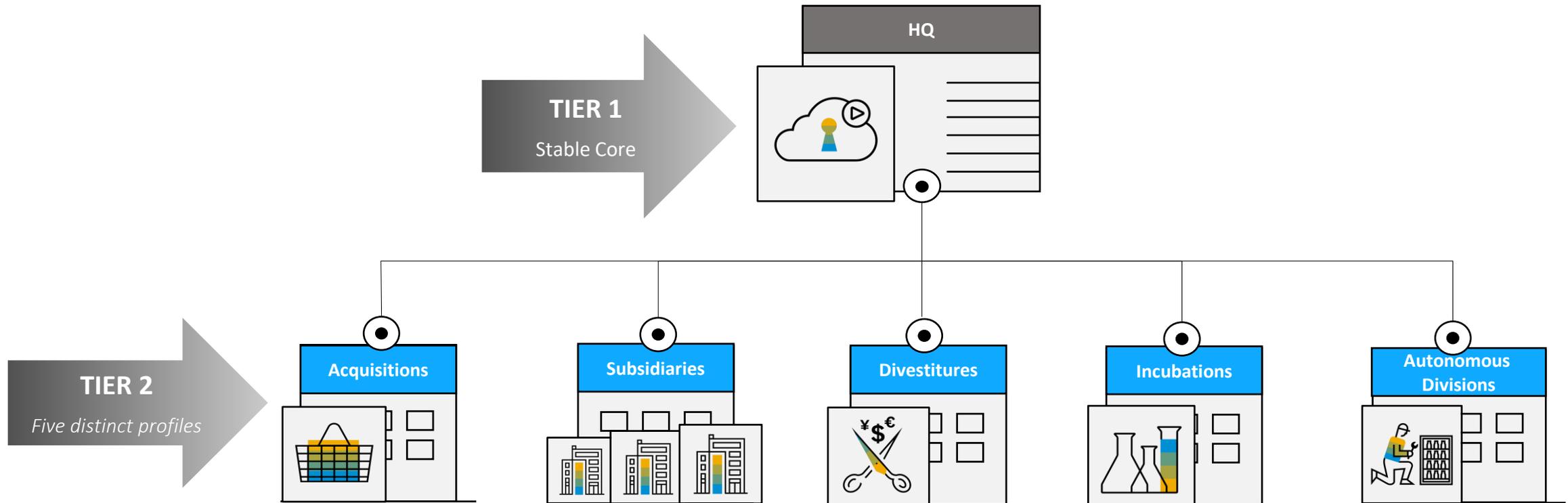
THE BEST RUN

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

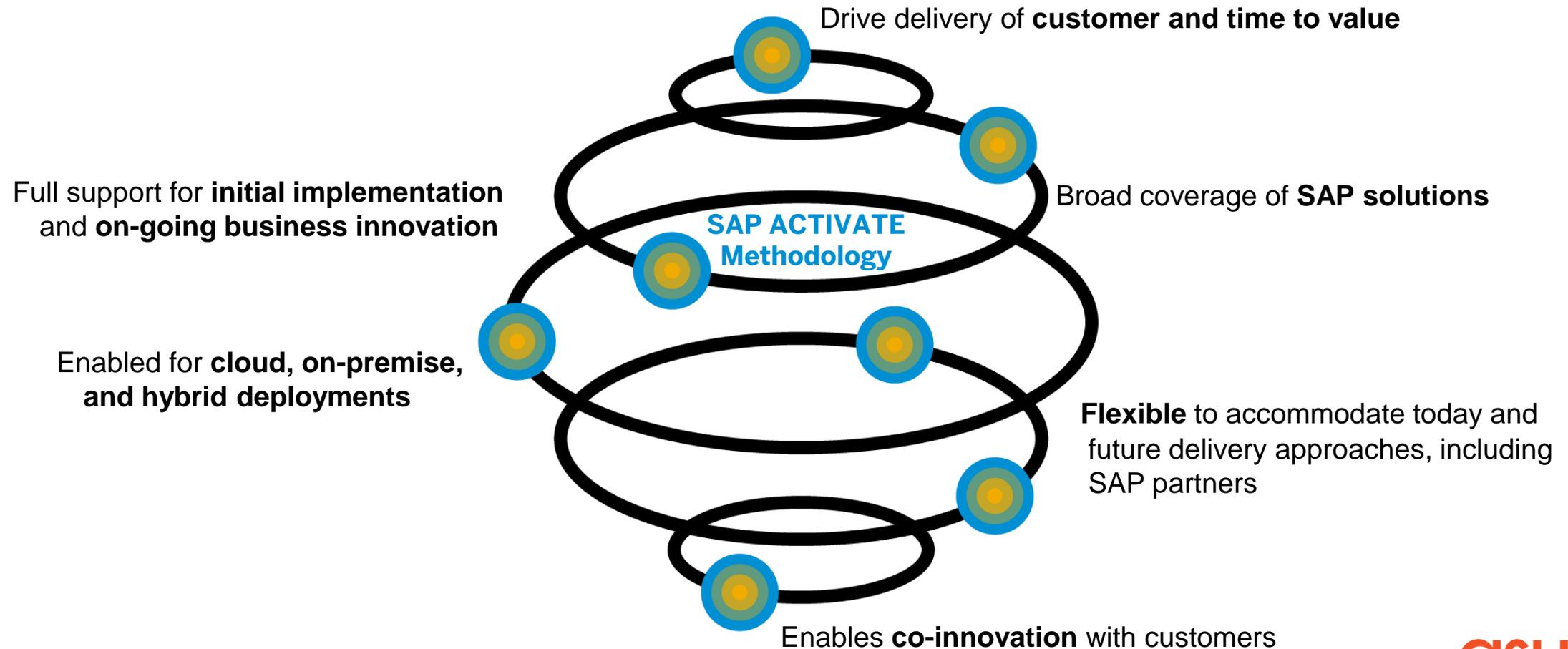
- ISO Certified Security
- Address local legal requirements and changes
- Independent legal structure supporting JVs
- Carve out independent installations for divestitures

Agenda

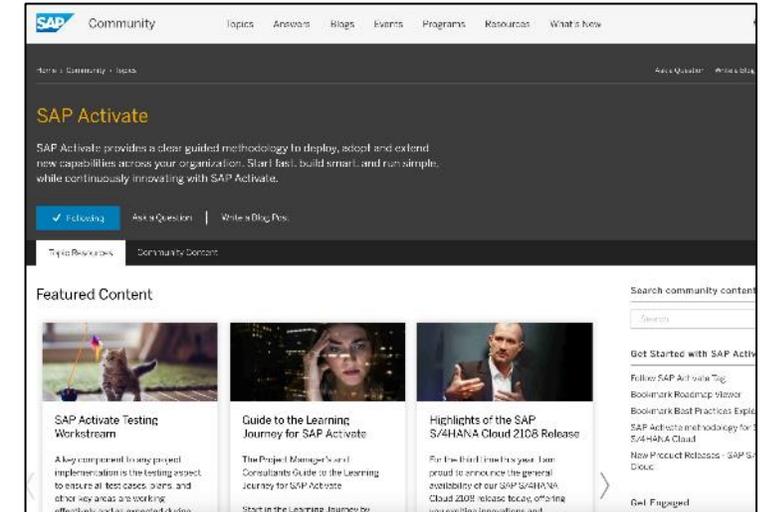
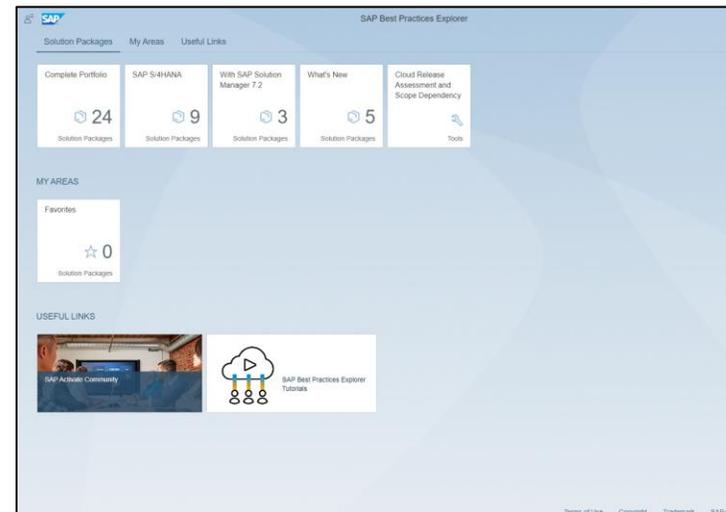
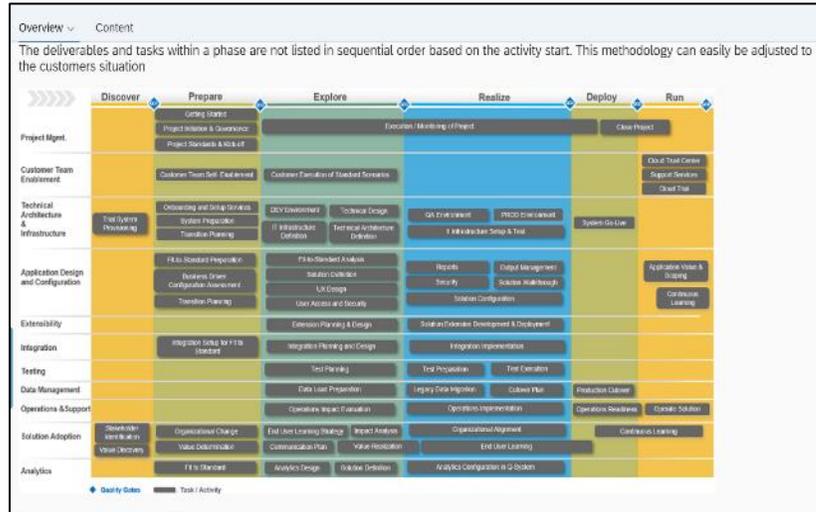
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SAP Activate – Deployment methodology

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

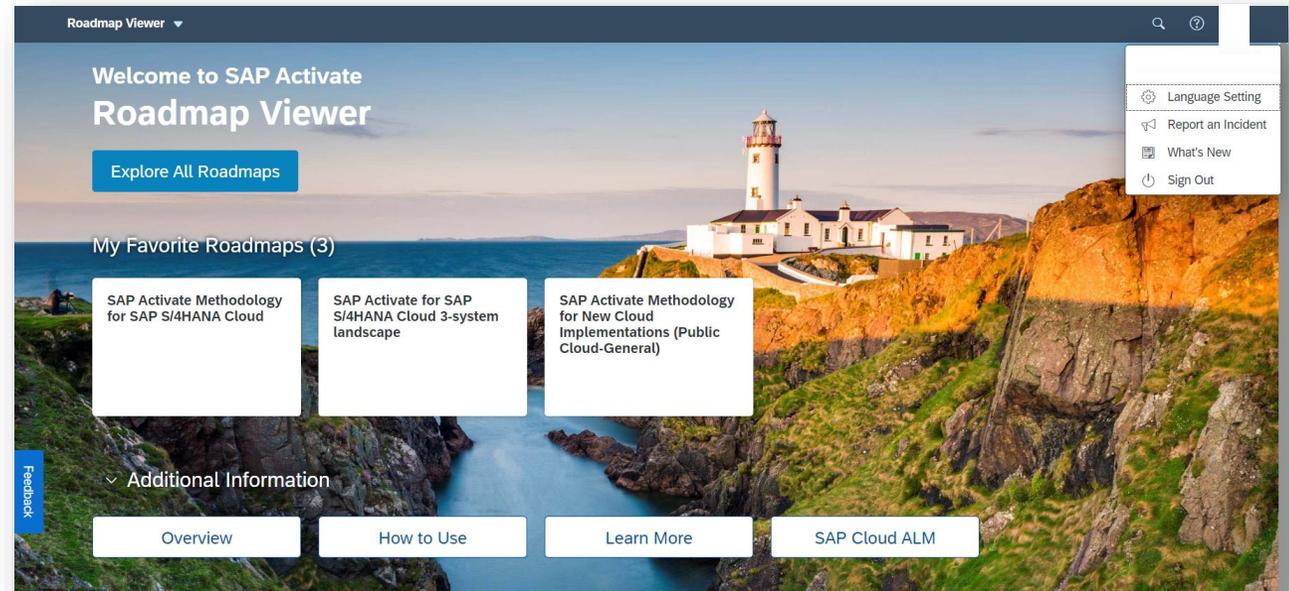
SAP Activate Roadmap Viewer Access:

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

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

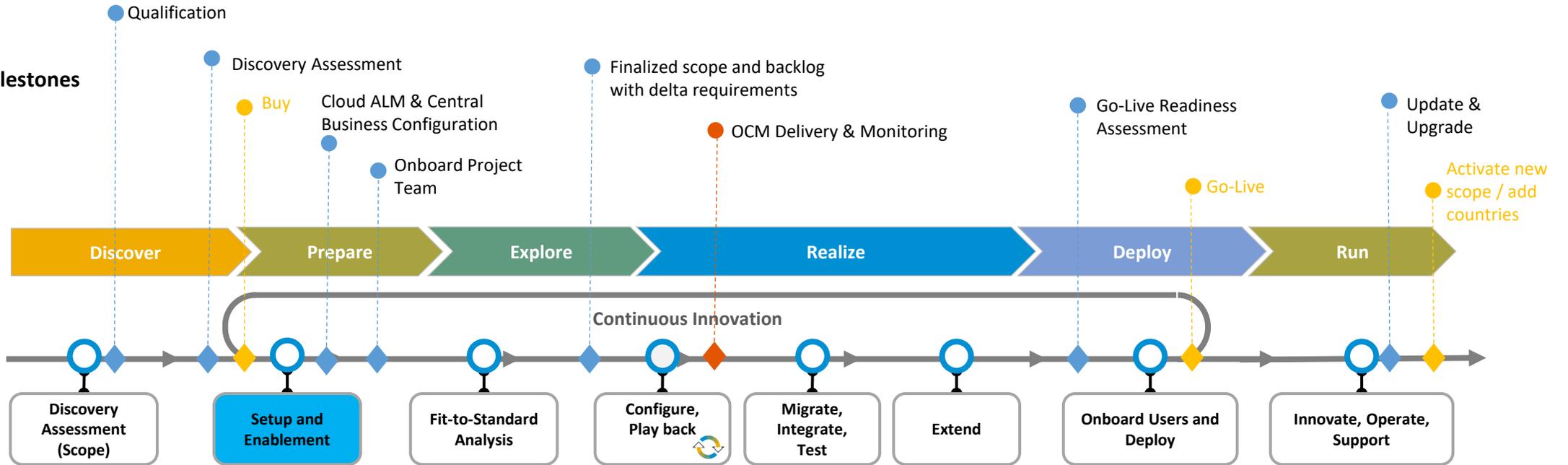
Benefits:

- 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

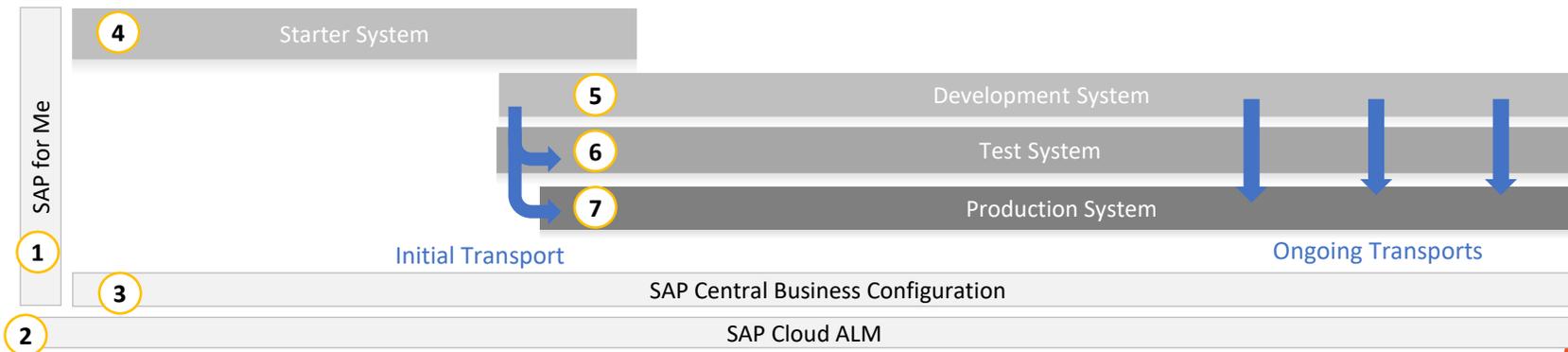


SAP Activate phases

Journey and Key Milestones



System Landscape

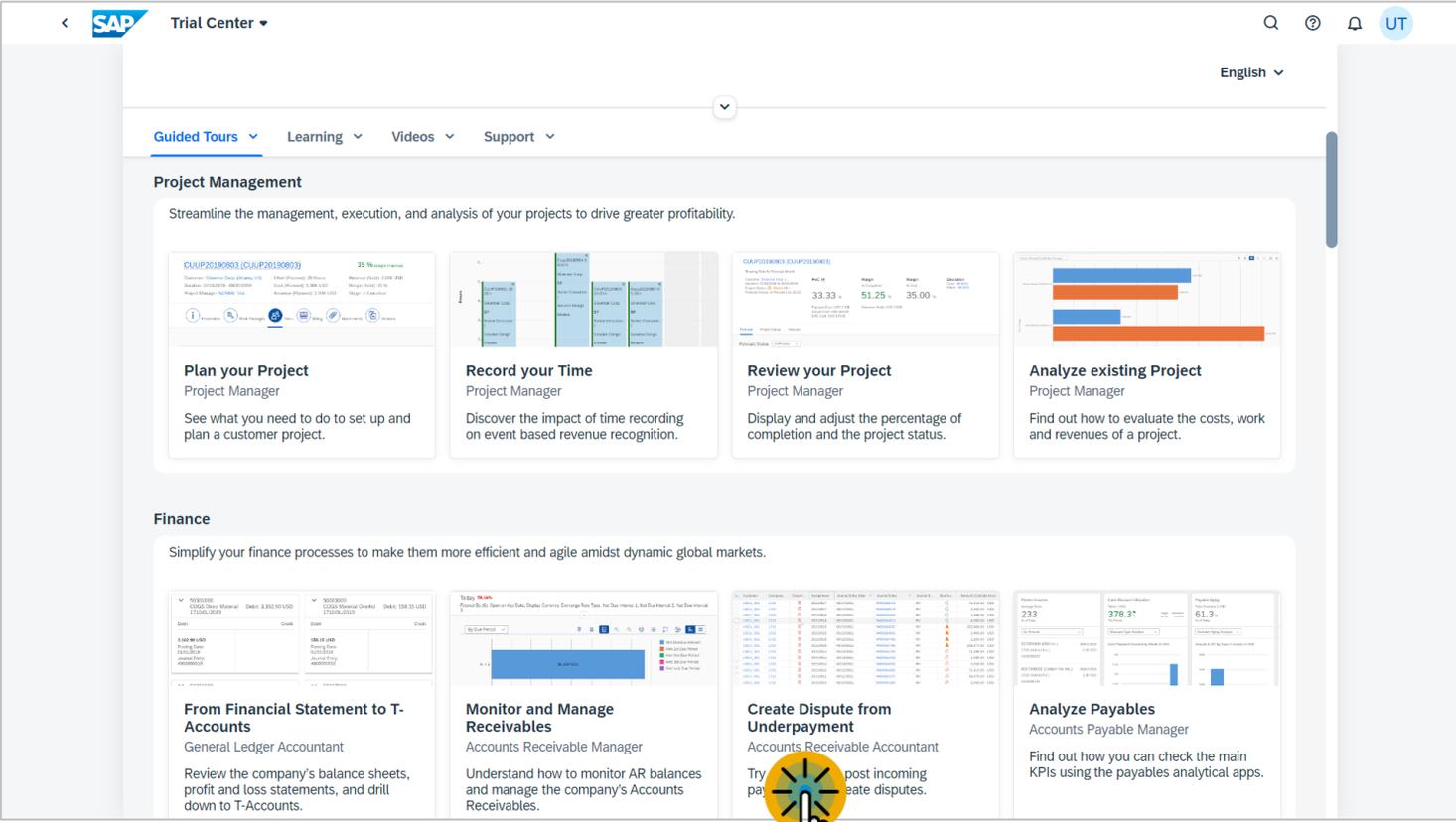


x Sequence of provisioning

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



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!](#)

Customer Flipping Book

Ready-To-Run Customer Flipping Book



Questions?

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

Thank you.

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