



# **TEC100 – SAP S/4HANA: Overview and Road Map to Transformation to the Digital World**



# Speakers

**Las Vegas, Sept 19 - 23**

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**Bangalore, October 5 - 7**

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**Barcelona, Nov 8 - 10**

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# Agenda

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Introduction

What's New

Big tickets coming

Value Determination

Planning your adaption

# Introduction

# Major tech trends drastically change "art of the possible"

## Big Data/Predictive analysis



Develop deep insights into supply chains & better forecast, e.g., demand and capacity

## 3D printing



Manufacture tailored products in smaller lots, more distributed/closer to point of sale/use

## Autonomous transportation



Intelligent, autonomous systems, e.g., self-driving vehicles/trucks, unmanned aerial vehicles (UAVs)

## Ubiquitous connectivity



"Always-on" access to content and communication capabilities

## Shift to the cloud



Highly scalable software-as-a-service apps with remote storage and processing power

## Social, local, mobile



On-going engagement with customers and communities in a relevant and geo-contextual way

## Internet of things/device interaction



Intelligently connect smart objects to link material and information flows

## Augmented reality



Immersive visualization, e.g. showroom experience, maintenance/ assembly instructions

## Advanced robotics



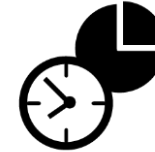
Autonomous, cooperating industrial robots with numerous integrated sensors

# The Digital Core is the foundation to running a live business



## Immediate Business

Digitizing products and services around integrated digital capabilities or delivery of digital content.



Empowering users doing business with insights to act in the moment – anywhere, anytime.  
Immediate access to unified data in real time providing insight to action.



## Intelligent & Smart Business

Algorithmic business is an accelerator and extension of digital business.

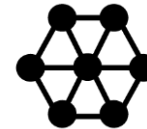


Automation with predictive suggestion & simulations based on pattern and analysis to deliver the right information, product, service or action at the right time.



## Integrated & connected Business

Economics of connections creates more value through increased interactions and collaboration between business, people, IoT



Connections are at the core of digital and algorithmic business models fully connected to consumer, customers, suppliers and workforce.



## Improved Data Quality


Evolution in how systems deal with data, and the machines and people that create and consume this data



Data enrichment by digital capabilities and IoT e.g. RFID, GPS, QR code, etc. Valuable insight based on sensors & measurement.

# Digitize beyond the core, embrace the digital economy

## Digital Economy

 Internet of Things

 Big Data

 Business networks

 Devices

 Social networks

 People



## Digital Core

**SAP S/4 HANA**

### User empowered

Instant insight | Contextual information | Personalized experience

### Process enriched

Scalability | Real time | Prediction | Simulation

### Live data

Granular | Responsive | Accurate

On-Premise 

Cloud 

## Digital Transformation

Segment of 1

Lot size of 1

Live

At scale



# SAP S/4HANA only 1 year after the launch

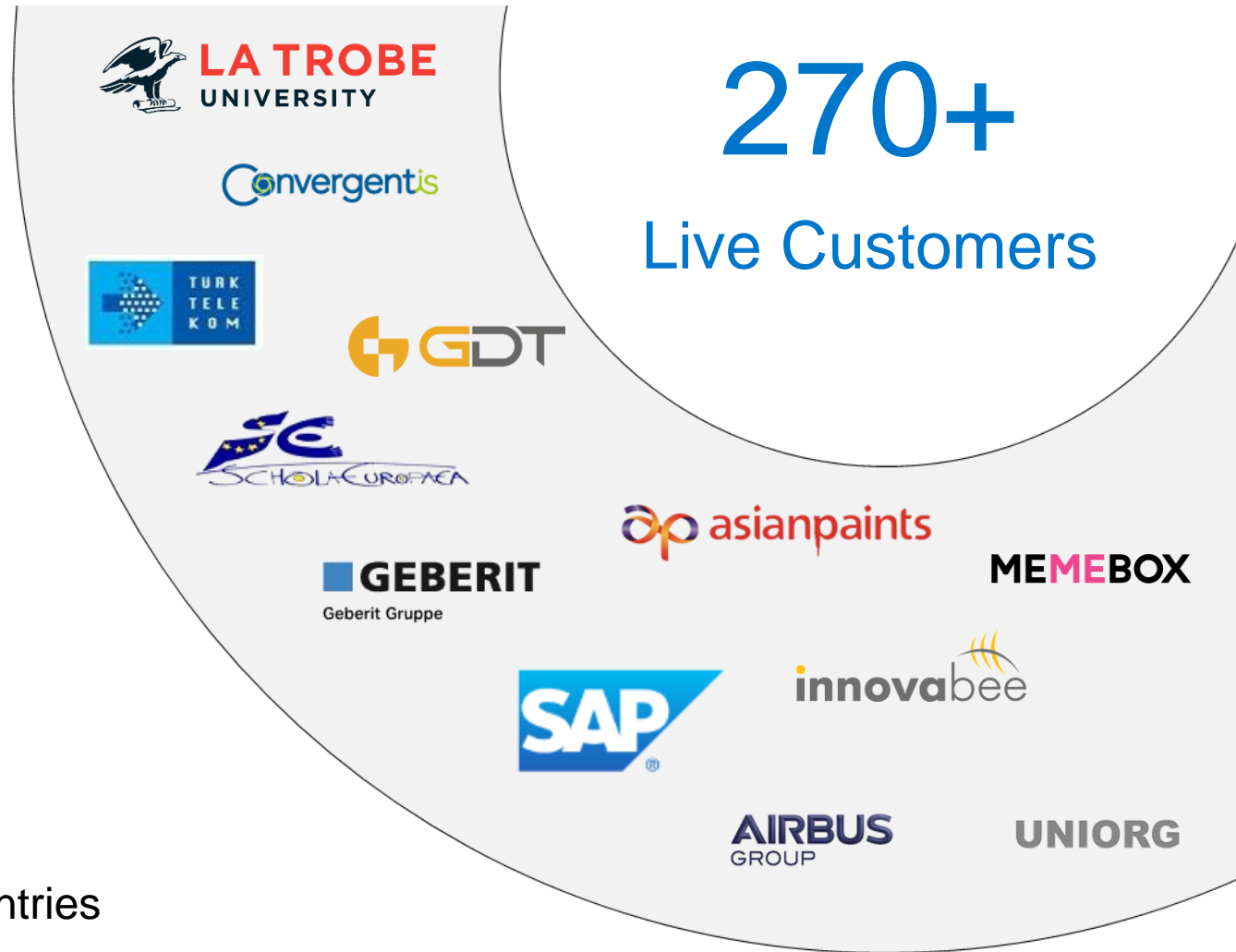
3.700+

Licensed Customer Scenarios

1.200+

Active Customer Projects

In all **25** industries & **74** countries



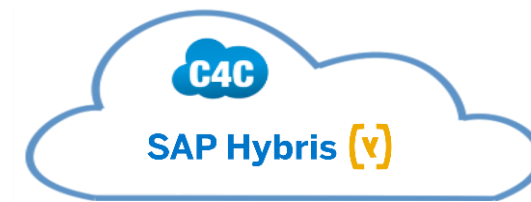
As of August 19, 2016

# What's new

# SAP S/4HANA CLOUD

## 1608

SAP S/4HANA Enterprise Management Cloud	SAP S/4HANA Professional Services Cloud	SAP S/4HANA Marketing Cloud
<p>Edition for main ERP scenarios:</p> <ul style="list-style-type: none"> <li>Streamlined Procure to Pay</li> <li>Accelerated Plan to Product</li> <li>Optimized Order to Cash</li> <li>HR Connectivity</li> <li>Core Finance</li> <li>Project Services</li> </ul> <p>High Standardization, Cloud TCO and Scalability, Side-by-side Extensibility</p> <p>Integrates with SAP SuccessFactors Employee Central, SAP C4C, and SAP Ariba network</p>	<p>Edition for the professional services industry</p> <ul style="list-style-type: none"> <li>Project Services</li> <li>Streamlined Procure to Pay</li> <li>Optimized Order to Cash</li> <li>HR Connectivity</li> <li>Core Finance</li> </ul> <p>Specific to the need of a modern project service management</p> <p>Integrates with SAP SuccessFactors Employee Central and SAP Ariba Network</p>	<p>Edition for the marketing LoB</p> <ul style="list-style-type: none"> <li>Analyze Consumer and Customer</li> <li>Start Mail-Campaign and analyze return rate</li> <li>Marketing recommendations</li> <li>Marketing Planning</li> <li>Marketing Executive Dashboard</li> </ul> <p>Specific to the need of a modern marketer</p> <p>Integrates with SAP Hybris commerce* and SAP C4C</p>



# SAP S/4HANA 1610

## Key Innovations to Faster Adoption

SAP LABS PREVIEW



**advanced Availability  
to Promise**



**Effective Order  
Management & Billing**



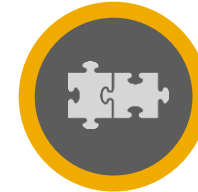
**Entire S/4HANA Finance  
scope included in the core**



**Accelerated Material  
Requirements Planning**



**Efficient  
Procurement**



**Embedded Software in  
Product Development**



**Real time Inventory Management  
& Material Valuation**



**Embedded Extended  
Warehouse Management**



**Optimized Portfolio and  
Project Management**



**Integrated Quality  
Management**



**Industry to Core  
(DIMP, Oil, Retail)**



**Consistent Fiori UX for  
SAP S/4HANA**

*Existing & enhanced innovations*  
*New innovations*

# Portfolio and Project Management

## End-to-end Project Management with Real-time Decision Support

### Ideas for Future Capabilities

Live planning, tracking and monitoring project progress

Live data simulation, prediction and portfolio prioritization

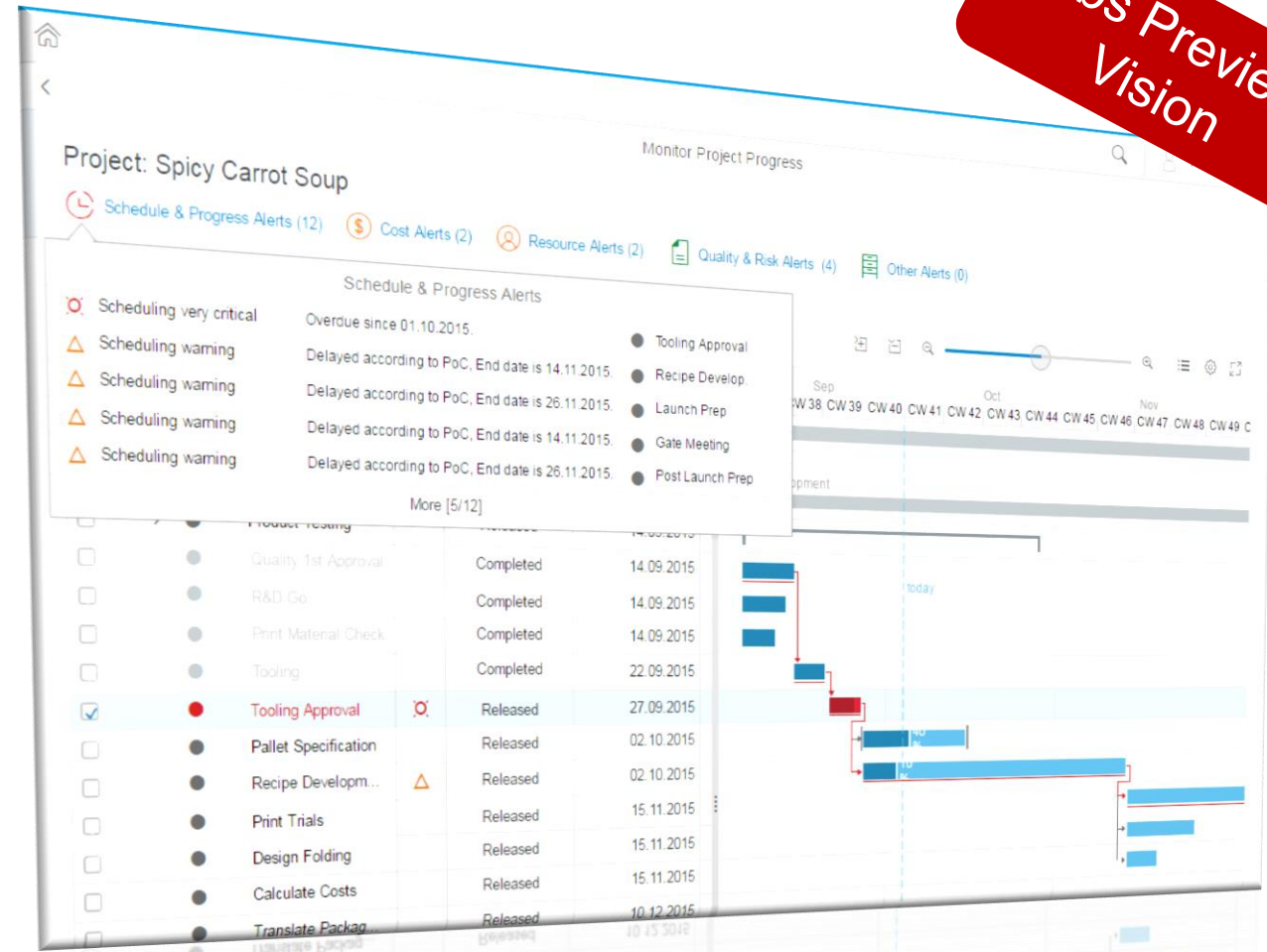
Project and Product Lifecycle Costing

Easy to use Scheduling Fiori App - Also for casual users

Simplified Project Authorizations

Project execution and deliverables collaboration in Project Network

Unified Document Management with SAP S/4 HANA



Planned

# SAP S/4HANA 1610

## Key Innovations Highlights I

SAP LABS PREVIEW



### **Extended Warehouse Management embedded in SAP S/4HANA \***

- » Provide EWM in SAP S/4HANA Core to provide state of the art warehousing capabilities
- » Simplified integration to SAP S/4HANA processes
- » Focus on Business Role: Warehouse Clerk and Warehouse Operative



### **Embedded Software in Product Development \***

- » Manage embedded software versions in the SAP Product Lifecycle Management (SAP PLM) application
- » Manage embedded software in the engineering product structure
- » Maintain compatibility information between software and other components of a product
- » Check product structure for compatibility of embedded software



### **SAP Portfolio and Project Management for SAP S/4HANA \***

- » Simplified Portfolio and Project Management Add-On for SAP S/4HANA
- » Overview monitor project progress
- » Upcoming activities for project team members

\* does not reflect licensing

# SAP S/4HANA 1610

## Key Innovations Highlights II

SAP LABS PREVIEW



### SAP S/4HANA for advanced ATP \*

- » BOP (Backorder Processing) with Introduction of the new “Winner –Gainer – Looser” concept with five confirmation strategies
  - » Simple classification of concurrent sales orders according their business impact
  - » High-volume back order processing
  - » ATP confirmation based on business priority instead of order creation time
- » Product Allocation in SAP S/4HANA has a completely new design and implementation based on neither ECC nor APO
- » Release for Delivery: Visualization of the business impact of a material shortage situation allows the user to prioritize his work and concentrate on the real issues



### Integrated Quality Management \*

- » Improve the Segment of One process with Quality management integration
- » Support for core QM processes with new roles with SAP Fiori user experience (UX) for Quality technicians, quality engineers, quality planners, quality managers, quality auditors, calibration technicians
- » Simplified inspection process in SAP S/4HANA integrated Extended Warehouse Management

*\* does not reflect licensing*

# SAP S/4HANA 1610

## Key Innovations Highlights III

SAP LABS PREVIEW



### **SAP S/4HANA International Trade Compliance\***

- » GRC/SLL: International Trade Management for SAP S/4HANA (SD-FT Replacement by GTS)
- » Roles: Trade Classification Specialist and Trade Compliance Specialist



### **SAP S/4HANA Finance \***

- » SAP Ariba Integration without the need of add-on installation / remittance advice
- » HCP: Customer payment portal, Credit information integration for SAP Credit Management, SAP Profit and Loss Insights
- » Integrated Business Planning: New universal planning journal; Central Profit Center Reporting
- » Central Finance: Central Payment and Reconciliation functions
- » Real-Time Consolidation: Real-time access to transactional and master data



### **Billing and Revenue Innovation Management (aka BRIM) \***

- » FI-CA and Convergent Invoicing in SAP S/4HANA 1610
- » Simplified Billing plans

*\* does not reflect licensing*



# SAP S/4HANA 1610

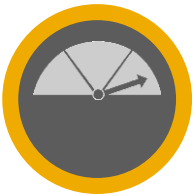
## Key Innovations Highlights IV

SAP LABS PREVIEW



### Master Data Governance (MDG)\*

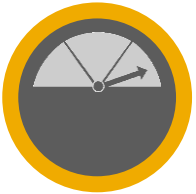
- » Embedded in SAP S/4HANA 1610
- » Product as unification of Industry material and Retail Article
- » Simplified Master data (Customer, Supplier, Product)
- » Analytics; master data quality work list



### Manufacturing planning: production planning and detailed scheduling (PPDS) \*

- » Access production planning and detailed scheduling as part of the manufacturing planning functionalities in SAP S/4HANA 1610
- » Create procurement proposals for in-house production or external procurement to cover product requirements
- » Optimize and plan the resource schedule and the order dates and times in detail by taking the resource and component availability into account
- » Plan critical products, such as products with long replenishment lead times or products that are produced with bottleneck resources
- » Create executable production plans
- » Use the “Create Optimal Orders for Shipment” app to order several materials in one purchase order and optimize the order quantities to best utilize the capacity of the means of transport

\* does not reflect licensing



### Manufacturing planning: Production Scheduling Board \*

- » Access Web-based graphical scheduling tool for production planning and detailed scheduling as part of the manufacturing-planning functionalities in SAP S/4HANA 1610
- » Customize the Web-based graphical scheduling tool for production planning and detailed scheduling according to various industry needs
- » Optimize and plan the resource schedule and the order dates and times in detail by taking the resource and component availability into account
- » Plan critical products, such as products with long replenishment lead times or products that are produced with bottleneck resources
- » Create executable production plans

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# Enterprise Search in SAP S/4HANA

SAP LABS PREVIEW

## Benefits

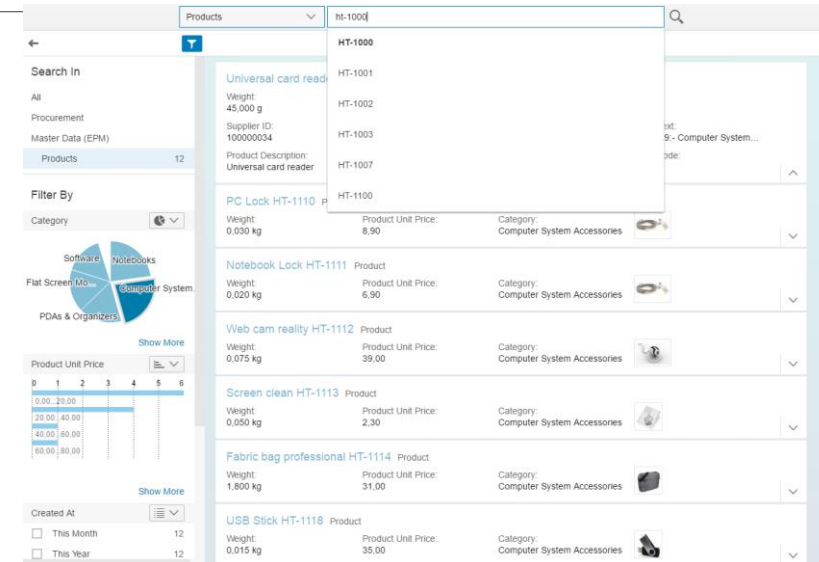
- Efficient information access / user-centric discovery through a simple user interface
- Take advantage of real-time data for decision making
- No additional costs or 3<sup>rd</sup> party systems

## Key capabilities today

- Full-text search for business objects and documents
- Features Like Ranking , Boosting and Fuzzy Logic.
- Access to information across multiple systems; navigation along object relations, source systems and transactions.
- Ease of creating, maintaining Search Models.

## Planned Innovations

- Document viewer
- Text Analysis Integration
- Migration to Open CDS based Search Models
- Semantic annotations in Open CDS Search Models to choose the relevant search algorithm specific for the semantic of the attributes
- Including geospatial data as search facets and for boosting
- Natural language search
- Ranking Cockpit to simulate relevance of ranking in search results.



The screenshot shows the 'Ranking Cockpit - alpha' interface. It features a 'Simulated Search Results' table with columns for Change, Rank, Title, WhyFound, Weight, Product Unit Price, and Currency. The table lists various products like 'Smart Design HT-1101', 'Smart Multimedia HT-1103', 'Smart Internet Antivirus HT-1105', 'Smart Office HT-1100', 'Smart Network HT-1102', 'Smart Games HT-1104', 'Smart Firewall HT-1106', and 'Smart Money HT-1107'. Each entry includes a 'WhyFound' section with details like 'Product Name', 'Smart Design', 'Smart Multimedia', etc. The interface also includes a 'My Currency' section with a dropdown for 'EUR' and a 'Significance' slider. At the bottom, there are buttons for 'Remove', 'Details', 'All Boosts', 'Simulation for MICHEL SFR', 'Reset Changes', 'Review and Apply', and a 'Number of Hits: 8' indicator.

Change	Rank	Title	WhyFound	Weight	Product Unit Price	Currency
▲	94.0%	Smart Design HT-1101	Product Name: Smart Design	0.800	79.90	EUR
▲	94.0%	Smart Multimedia HT-1103	Product Name: Smart Multimedia   Product Description: ing DVDs, only with this smart package	0.800	77.00	EUR
▲	89.3%	Smart Internet Antivirus HT-1105	Product Name: Smart Internet Antivirus	0.700	29.00	EUR
▲	44.0%	Smart Office HT-1100	Product Name: Smart Office	1.200	89.90	USD
▲	44.0%	Smart Network HT-1102	Product Name: Smart Network	0.800	69.00	USD
▲	44.0%	Smart Games HT-1104	Product Name: Smart Games	1.100	55.00	JPY
▲	44.0%	Smart Firewall HT-1106	Product Name: Smart Firewall	0.900	34.00	MXN
▲	44.0%	Smart Money HT-1107	Product Name: Smart Money	0.500	29.90	ARS

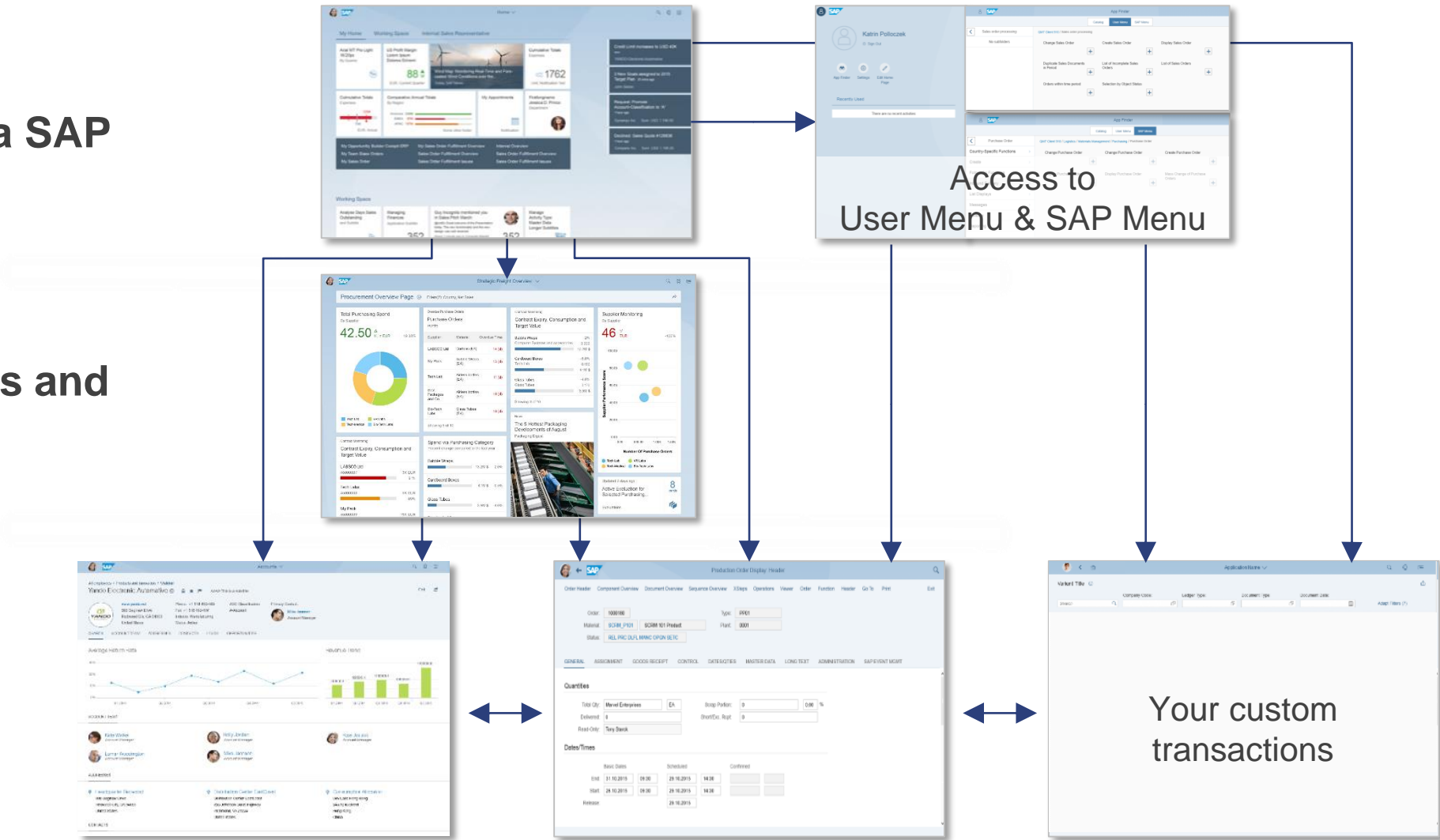
# One User Experience

Single entry point via SAP  
Fiori launchpad

Domain specific infos and  
actions

Enter details and  
explore in depth

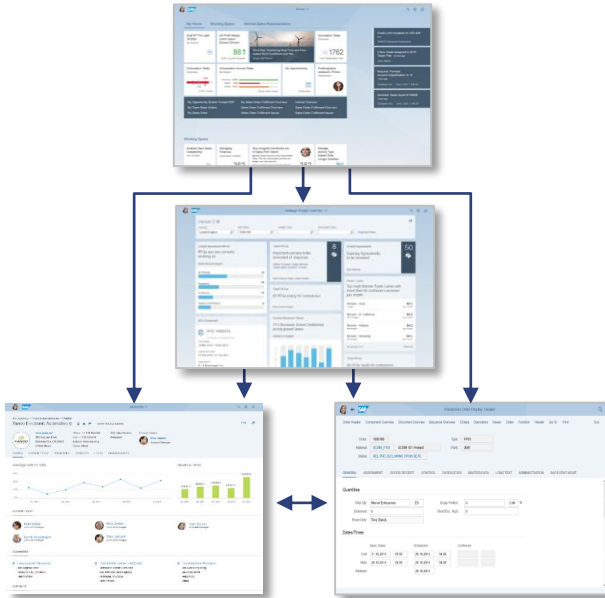
This is the current state of planning and  
may be changed by SAP at any time.



# Fiori coverage – The big picture

Enable access to complete functionality, including customer transactions

## Sample Content for 100+ business roles



## App Finder in Fiori Launchpad

- enables users to reuse existing backend content
- User Menu, incl. custom transactions
  - SAP Easy Access Menu

## App Descriptors for Fiori and classic UIs

- enable admins to build custom roles
- extensible by customer transactions

# SAP S/4HANA embedded analytics

## Solution Overview

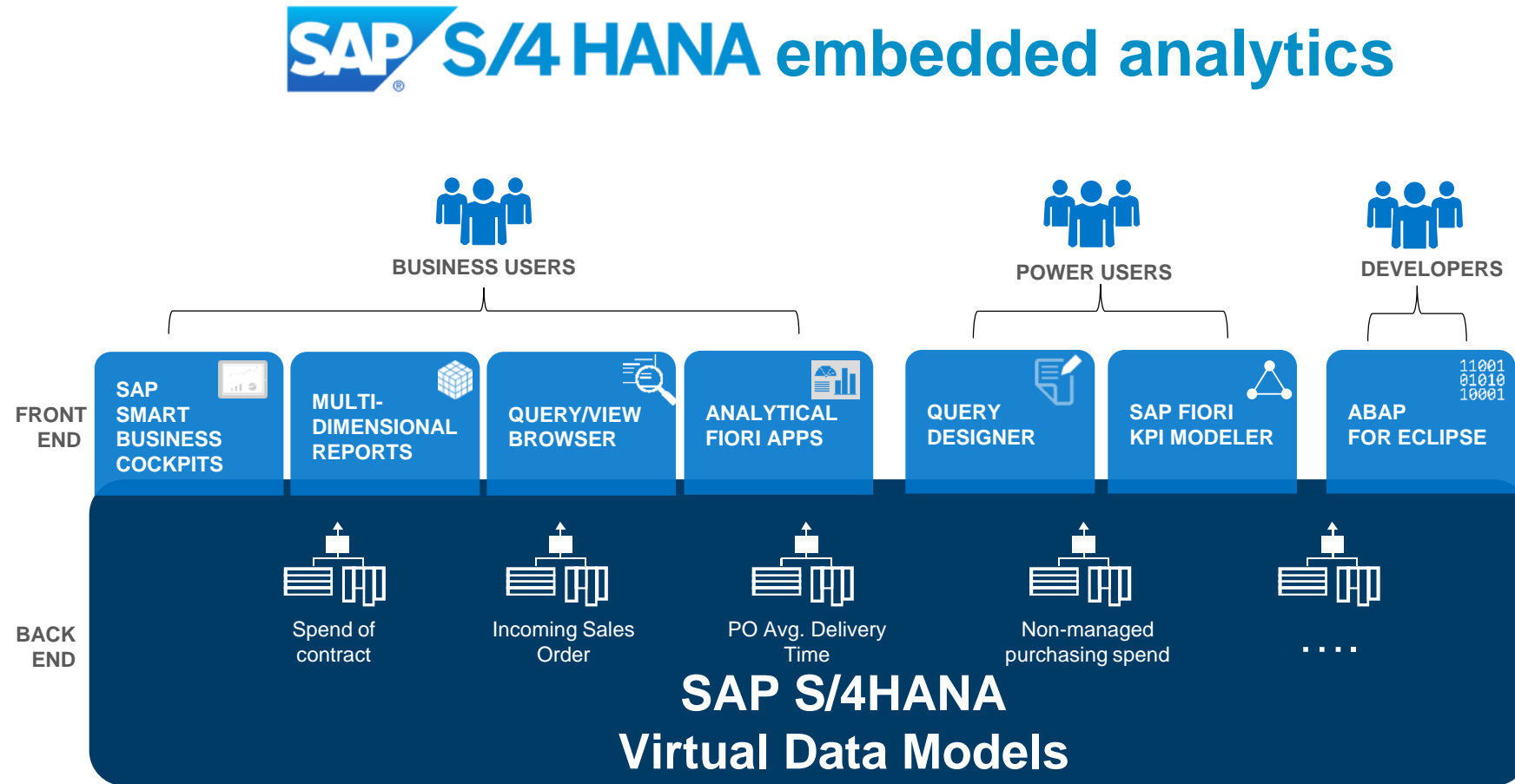
SAP LABS PREVIEW

### SAP S/4HANA embedded analytics:

- ❑ Delivers contextualized analytics for SAP S/4HANA embedded within the context of work and tailored to business needs and roles
- ❑ Consists of Virtual Data Models (based on CDS Views) covering role based operational reports for lines of business
- ❑ Comes with tools for Business Users, Power Users and Developers to analyze data and manage the lifecycle of reports and KPIs

### SAP Highlights Release 1610 on-premise:

- ❑ Continuous extension of the Virtual Data Model more than 6000 views and more than 120 new Embedded Applications (KPI's) planned
- ❑ View Browser Fiori Application to show all delivered Views
- ❑ SAP Smart Business and Analysis Path Framework Integration



\*CDS: Core Data Service

# SAP S/4HANA Industry road map

## Recent innovations \*

### Industries

- Chemicals
- High tech
- Higher education and research
- Industrial machinery and components
- Insurance
- Life sciences
- Mining
- Professional services
- Sports and entertainment
- Telecommunications
- Travel and transportation
- Wholesale

### Industries released with major coverage<sup>1</sup>

- Aerospace and defense
- Automotive
- Banking
- Consumer products
- Defense and security
- Engineering, construction, and operations
- Mill products
- Public sector
- Utilities
- **Oil&Gas**
- **Retail**

## Planned innovations \*\*

### Release of additional industry scenarios

Catch Weight Mgmt

+

### First simplified industry solutions

Healthcare/Patient Accounting

## Future direction \*\*

### Release of additional industry scenarios

including media, Fashion Mgmt, simplified Public Sector Mgmt

<sup>1</sup> Limitations related to selected industry-specific scenarios like catch-weight management and direct-store delivery. See SAP Note [2214213](#) for details.

\*Feature highlights for SAP S/4HANA 1610. See [Feature Scope Description](#) of S/4HANA 1610 for full scope.

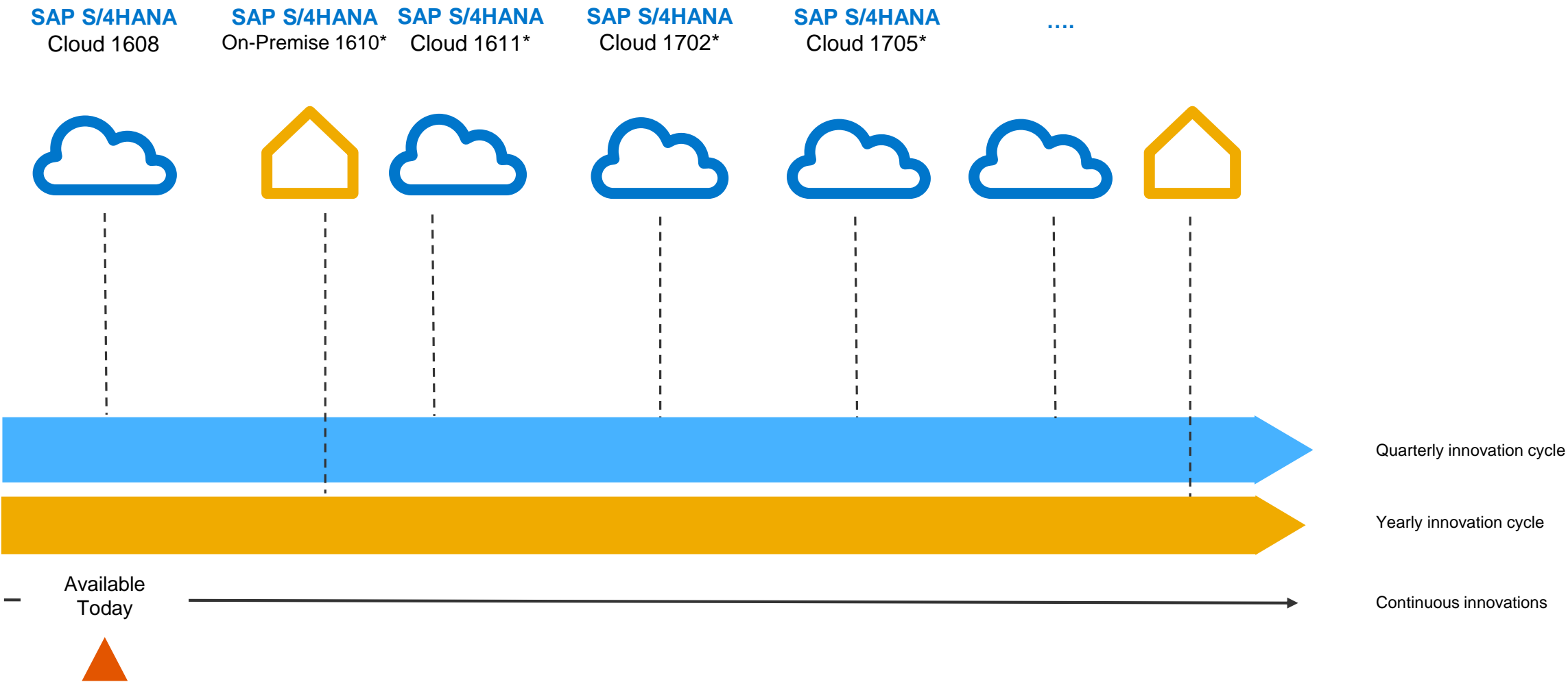
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# Big tickets coming



# SAP S/4HANA Cloud

## Release Strategy



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# SAP S/4HANA, enterprise and professional service cloud

## Roadmap Highlights\*



**Planned innovations**

	1608	1611	1702	1705	Direction
<b>Addressable Market</b>	Subsidiaries with 2 Tiers ERP landscape Professional Services LoB Finance	Total workforce management Business Process Lob Manufacturing	Broader country availability Cloud Master data governance	Broad cross-portfolio opportunity	
<b>Globalization</b>	S/4 EMC: 13 countries* S/4 PSE: 17 countries* 10 languages: ▪ EN, DE, FR, ES, RU, CN, JA, PT, NL, HU	S/4 EMC: 14, incl. Japan S/4 PSE: 19, incl. Japan and Brazil 10 Languages	S/4 EMC: 20 countries ▪ Malaysia, UAE, Hong Kong, Luxembourg, India, Taiwan S/4 PSE: 22 countries ▪ India, Taiwan	S/4 EMC: 24 countries S/4 PSE: 26 countries ▪ Russia, Turkey, Italy, Spain (for both)	<ul style="list-style-type: none"> <li><b>Global Reach:</b> accelerate the localization of the product</li> </ul>
<b>Scope Highlights</b>	<b>Finance</b> <ul style="list-style-type: none"> <li>Universal journal</li> <li>Cash Management</li> <li>Soft close and prediction</li> </ul> <b>HCM</b> <ul style="list-style-type: none"> <li>Time sheet</li> <li>Contingent Workforce Process</li> </ul> <b>Procurement</b> <ul style="list-style-type: none"> <li>Overview page enhancement</li> <li>Quotation with Ariba</li> <li>Invoice reduction</li> </ul> <b>Order and Contract Management</b> <ul style="list-style-type: none"> <li>Enhanced sales, customer return, billing</li> </ul> <b>Logistics</b> <ul style="list-style-type: none"> <li>PP: Basic serial number management</li> <li>IM: performance optimization</li> <li>ATP: customer service value, confirmation of orders</li> <li>MM: maintenance management process</li> <li>EPPM: enhancement of billing process</li> </ul> <b>Professional Services</b> <ul style="list-style-type: none"> <li>Project based services</li> </ul>	<b>Finance</b> <ul style="list-style-type: none"> <li>Intercompany scenario</li> <li>Direct debit payment (SEPA)</li> <li>Leverage Real Spent Insights (HCP)</li> <li>GRC: Intrastat Declaration</li> </ul> <b>HCM</b> <ul style="list-style-type: none"> <li>Enhancement in time sheet</li> </ul> <b>Procurement</b> <ul style="list-style-type: none"> <li>BRF workflow for Purchase Requisition</li> <li>Manage scheduling agreements</li> <li>Purchasing info record enhancements</li> <li>Procurement Category for all processes</li> </ul> <b>Order and Contract Management</b> <ul style="list-style-type: none"> <li>UX enhancement for sales, customer return, billing roles</li> </ul> <b>Logistics</b> <ul style="list-style-type: none"> <li>PP: Basic batch management</li> <li>ATP: mass management</li> <li>QM: simplified processes</li> <li>EPPM: enhancement of billing process</li> </ul> <b>Professional Services</b> <ul style="list-style-type: none"> <li>Resource Management, view of utilization</li> <li>Global assignment</li> </ul>	<b>Finance</b> <ul style="list-style-type: none"> <li>Cash flow and support of customer KPI</li> <li>Integration to BusinessObjects Cloud</li> <li>Leverage HCP for Finance for Insights</li> <li>GRC: Enhancement for Intrastats</li> </ul> <b>HCM</b> <ul style="list-style-type: none"> <li>Global Assignment</li> <li>Freelancer approach</li> </ul> <b>Procurement</b> <ul style="list-style-type: none"> <li>Multi accounting and cross catalog search</li> <li>Supplier evaluation via hard/soft facts</li> </ul> <b>Order and Contract Management</b> <ul style="list-style-type: none"> <li>Convergent billing</li> <li>In-app extensibility for sales document</li> <li>Enhancement for key apps</li> </ul> <b>Logistics</b> <ul style="list-style-type: none"> <li>IM: analytics for good movements</li> <li>MM: mass update of availability</li> <li>PLM: handling of new processes</li> <li>QM: analytics for inspection results</li> </ul> <b>Professional Services</b> <ul style="list-style-type: none"> <li>Enhancement to customer projects</li> <li>Process extensibility</li> </ul>	<b>Finance</b> <ul style="list-style-type: none"> <li>Contract accounting</li> <li>Soft Close</li> <li>Cash Management enhancements</li> <li>Integration to Central Finance On-Premise</li> <li>Cross Company reporting</li> </ul> <b>HCM</b> <ul style="list-style-type: none"> <li>Total workforce integration w/other LoBs</li> </ul> <b>Procurement</b> <ul style="list-style-type: none"> <li>Embedded and predictive analytics</li> <li>Contract creation with template</li> <li>Procurement Hub</li> </ul> <b>Order and Contract Management</b> <ul style="list-style-type: none"> <li>Convergent billing enhancements</li> <li>Enhancement for key roles</li> </ul> <b>Logistics</b> <ul style="list-style-type: none"> <li>PP: Integrated PP/DS</li> <li>IM: analytics for physical inventory</li> <li>ATP: back order processing</li> <li>PLM: design collaboration with HCP</li> <li>EPPM: new Project processes (GANTT)</li> </ul> <b>Professional Services</b> <ul style="list-style-type: none"> <li>Enhancement to customer projects</li> </ul>	<ul style="list-style-type: none"> <li><b>Unlimited scope:</b> shipment “any time” via additional LoB or industry focus</li> <li><b>Flexibility:</b> additional extensibility Capabilities</li> <li><b>Agility:</b> Further strengthen HCP as extension platform for S/4HANA</li> </ul>
<b>Integration, Extensibility &amp; Analytics</b>	Finance & Procure Integration to Ariba Integration to SuccessFactors Finance and Real Spent integration (HCP) 6000+ CDS views, 143 Analytical apps	Proc. & Finance integration to Fieldglass Analytics modeler to define reports In-app extensibility with CDS views	Integration to Business Objects Cloud Master Data Governance: first scenarios*	Finance integration to Concur Integration to IBP, EWM and TM PSE integration to C4C Side-by-side HCP Apps KPI and report gallery	

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

# SAP S/4HANA on premise

## Roadmap Highlights\*

Planned innovations



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### Q4 2016

### Future Direction

### Future Direction

Scope Highlights

#### Finance

- Cash Management
- Central Finance
- Contract Accounting
- Parallel Ledgers
- Financial Planning & Integrated Business Planning
- Integration to Business Networks – FG, Ariba
- Leveraging Soft Close and Prediction
- Parallel valuation
- Real-time Consolidation
- Treasury and Financial Risk

#### Produce

- ATP Backorder processing and Release for Delivery
- Fiori Product Allocation
- Manufacturing Production planning & scheduling board
- QM Search for inspection method and characteristic

#### Digital Manufacturing

- Visual Engineer to Order

#### Idea / PLM

- ePPM – Fiori Project financial and logistics controller
- Embedded software management
- New Bill of Material
- New Engineering change process
- Fiori Recipe Development
- Variant Configuration and Classification

#### Procurement

- Procure-to-pay overview page, self-service requisitioning, analytics, sourcing & contract mgmt.

#### Sales

- Fiori Order2Cash, Returns&Refund; Sales KPIs

#### HCM

- Contingent Workforce Process

#### GRC

- International Trade Compliance

#### MDG

- Mass processing. Maintenance for Supplier, Product

#### Hybris Billing

- Fiori Apps for FI\_CA, Billing plans

#### Sales

- Enhanced data migration from ERP to S/4HANA
- Fiori Order2Cash, Returns&Refund; Sales KPIs

#### Digital Manufacturing

- Engineering Change Management
- Manufacturing Engineering: visual enterprise, manufacturing planner, visual work instructions, variant configuration
- 3D Printing – Collaboration on Design and Documents (via HCP)

#### Idea / PLM

- Visual Enterprise Manufacturing Planner to handover the Engineering Bill of Materials (EBOM) to Manufacturing Bill of Materials (MBOM).

- Classification reuse UI component

- Manage Change Records

- Versioning for BOM (Bill Of Material), BOM Where Used List, BOM Comparison,
- EBOM-MBOM Interface

#### Procurement

- Manage Scheduling Agreements
- Professional Purchase Requisition

#### Hybris Billing

- FI-CA connection to HCP Digital Payment Hub
- Billing plans, UI Invoicing
- Intercompany Bills
- Revenue Accounting
- Fiori Apps to Analyse Credits, Plans, Volume etc

#### Finance

- New Fiori Apps for main business roles
- Business Reporting Content
- Cash Management
- Central Finance
- Financial Planning
- Integration to Business Networks – Ariba, SF
- Parallel Value Flow
- Leveraging Soft Close and Prediction
- Real-time Consolidation
- Treasury and Financial Risk

#### Produce

- EWM Delivery Integration / Change Management
- TM Order Integration
- QM Simplified test equipment management

#### Idea / PLM

- Recipe development
- Project financial and logistics control

#### Procurement

- Simplified Service Entry Sheet
- Legal Content Management
- Fiori: Supplier category, evaluation and Scorecard

#### Sales

- Ariba seller-side integration
- Export control with GTS
- Integrated TM
- Letter of Credit with Treasury Management

#### Hybris Billing

- Cost based activities and Ico, Convergent Invoicing

#### Digital Manufacturing

- Manufacturing Engineering: Change management, Engineering Cockpit
- Orchestration & Execution for Complex
- Assembly Manufacturing

#### HCM

- Harmonized HCM data model Cloud and On- Premise

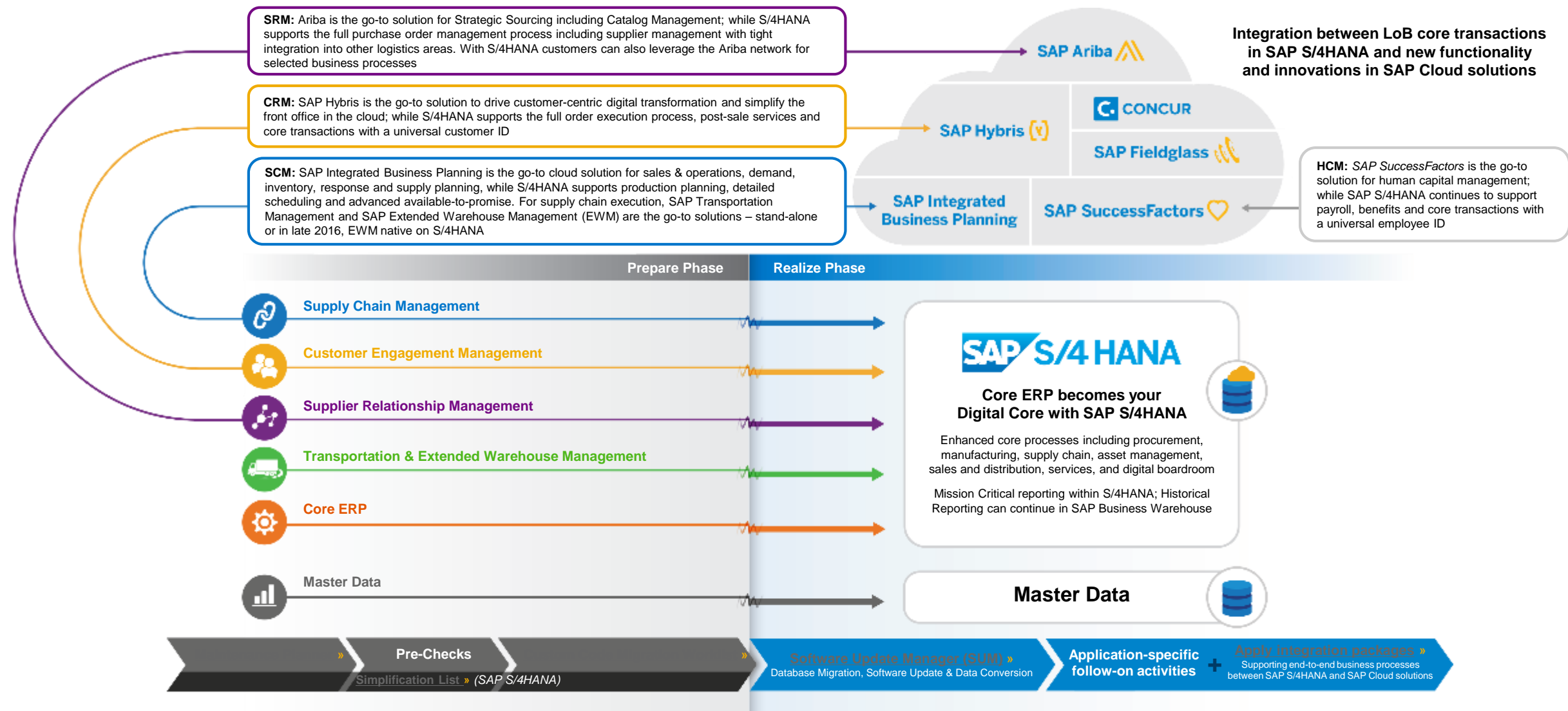
#### MDG

- Enhanced Mass processing. Maintenance for Bupa (Supplier) and Product

# Current State Landscape Options and Evolution

## What's In, What's Out?

SAP LABS PREVIEW



# Value Determination

# Road Maps for Planning and Adoption

## How customers get info on SAP Products and Solutions

Business View

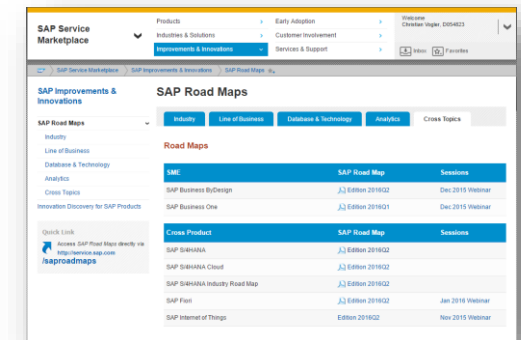
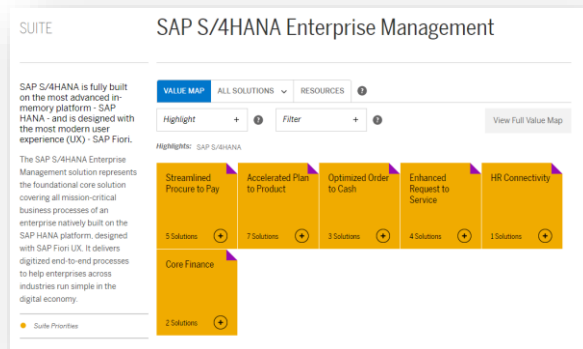
Functional View

### Value Maps / Solution Explorer

### Solution Road Maps

### Innovation Discovery

### Product Road Maps



Industry / Line of Business  
View  
for Customers and Prospects

Solution / Portfolio  
View for Customers  
for Customers and Prospects

Online Innovation/  
Feature View  
for Customers

Product  
View  
for Customers

I want to understand for which **business areas and business processes** SAP offers solutions

I want to understand the specific **value proposition** for a solution and the **future direction** in terms of the **business processes** supported

I want to see the **innovations** and the related **features** for delivered and planned releases

I want to see the **feature level plans** for a product



# SAP S/4HANA

## How to determine business value

**SAP S/4HANA Business Scenario Recommendations:** The Business Scenario Recommendations report will use your current SAP usage information to help you identify the most valuable digitized business scenarios for your enterprise.

Find out:

- How SAP S/4HANA can help you drive your digital transformation
- Which business scenarios would benefit most from instant insight
- How digitized business scenarios would transform your business
- Have a report generated and delivered to the requestor within 5 working days

**SAP S/4HANA Business Case with Value Lifecycle Manager:** Achieve the Full Value of your SAP-Enabled Transformation

- Predefined value drivers based on our customer benchmark database
- Only few basic data on customer segment and industry are sufficient for a first draft result
- More than 50 performance benchmarking assessments

### What can SAP S/4HANA do for your enterprise?

Discover how SAP S/4HANA can help you become a digital enterprise. Take just five minutes to share your company information and get your personalized Business Scenario Recommendations report within five business days.



Watch the video: Why SAP

S/4HANA?



### SAP Value Lifecycle Manager

Increase On-Time, On-Budget, and On-Value Performance

- Benchmark the health of your business
- Identify performance-improvement opportunities



# Planning your adaption



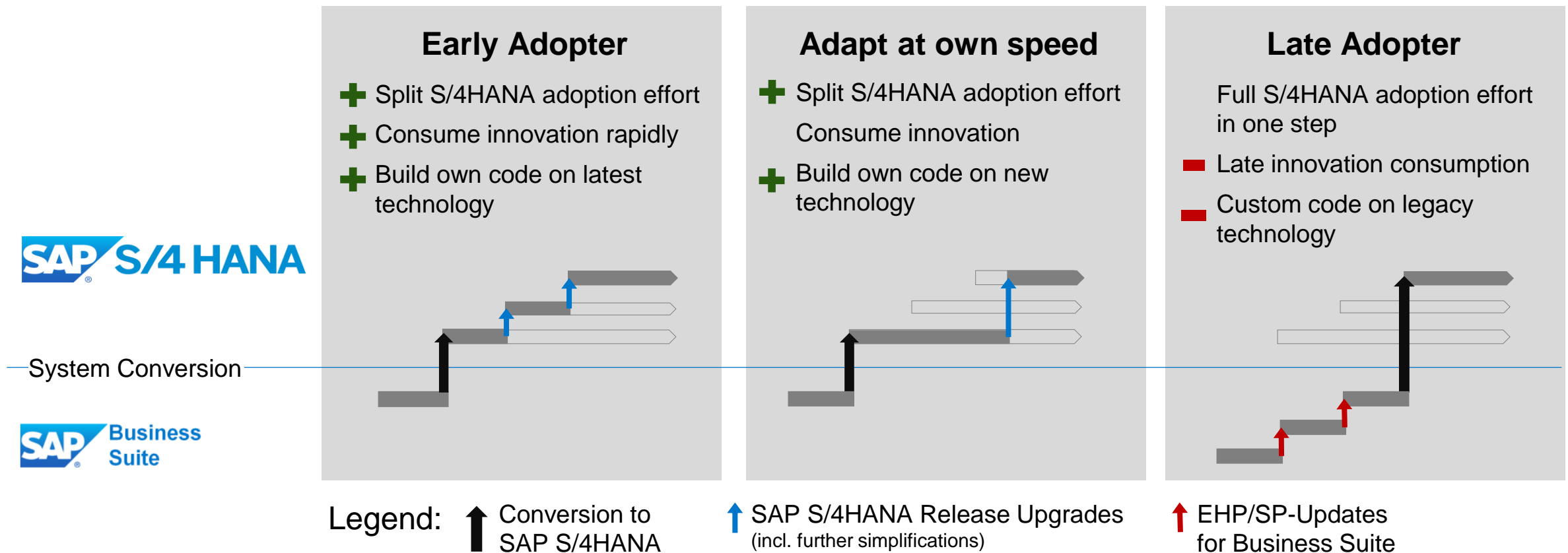
# Start your SAP S/4HANA conversion today

Different routes impose equal SAP S/4HANA adoption efforts

S/4 conversion effort in essence equal for different adoption paths

S/4 provides new opportunities for process design and landscape consolidation

Match process redesign with sequence of SAP S/4HANA simplifications



# 3 Elements of SAP S/4HANA Conversion

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## SAP S/4HANA conversion consists of 3 mandatory logically distinct efforts

- **Database migration**
  - Effort is similar to other DB migrations a customer may have already done
  - No longer required for SoH customers
- **Upgradelike tasks with SPAU, SPDD and SAP S/4HANA specific custom code efforts**
  - Experience is that SPAU and SPDD efforts often exceed S/4 specific custom code efforts
  - SAP S/4HANA specific custom code efforts are mainly resulting from data model changes
  - Recommendation is to perform housekeeping (get rid of unused code, delete unused data, archive, ...)
- **Functional impact of simplification list**
  - Many simplification list items can be done on start release as preparation for SAP S/4HANA conversion

## Optional consumption of innovation

- Traditional capabilities are generally available thus it is possible to convert to SAP S/4HANA rather technically
- The degree of process change is largely a business decision when planing the conversion project

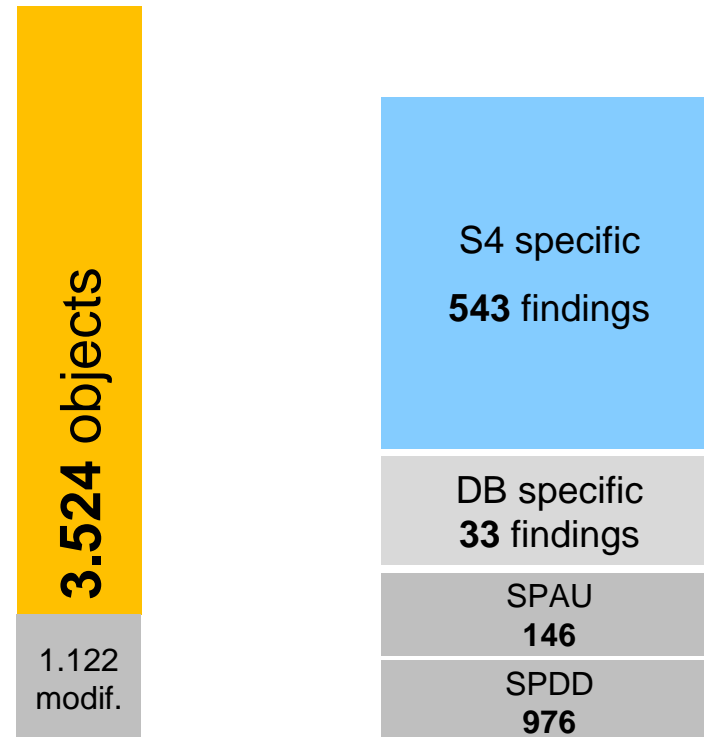
# Upgrade-like tasks for custom code

Result of a specific customer project

Conversion from ERP 6.0 to SAP S/4HANA,  
on-premise edition 1511

- EHP8 upgrade would show similar amount of SPAU/SPDD and DB specific work
- Approx. 1/3 of custom code effort from S/4 specific conversion tasks

Custom code efforts remain in similar order of magnitude as traditional upgrade

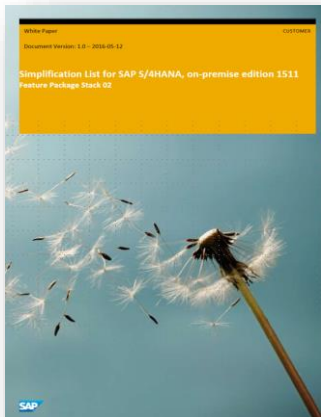


# Simplification List

## How to deal with it

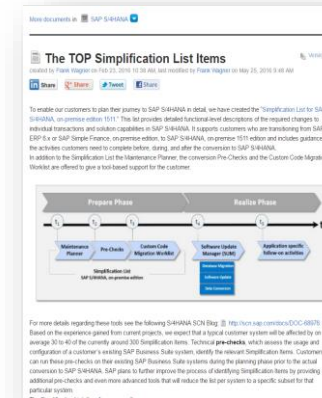
### Simplification List essentials

- No system is impacted by all simplifications. Generally approx. 30 - 40 items relevant
- Few items incur bigger impact, many can be addressed as a preparation within the start release
- Simplification list should drive behavior in existing systems (e.g. avoid new implementation of things no longer strategic in SAP S/4HANA in existing ERPs)



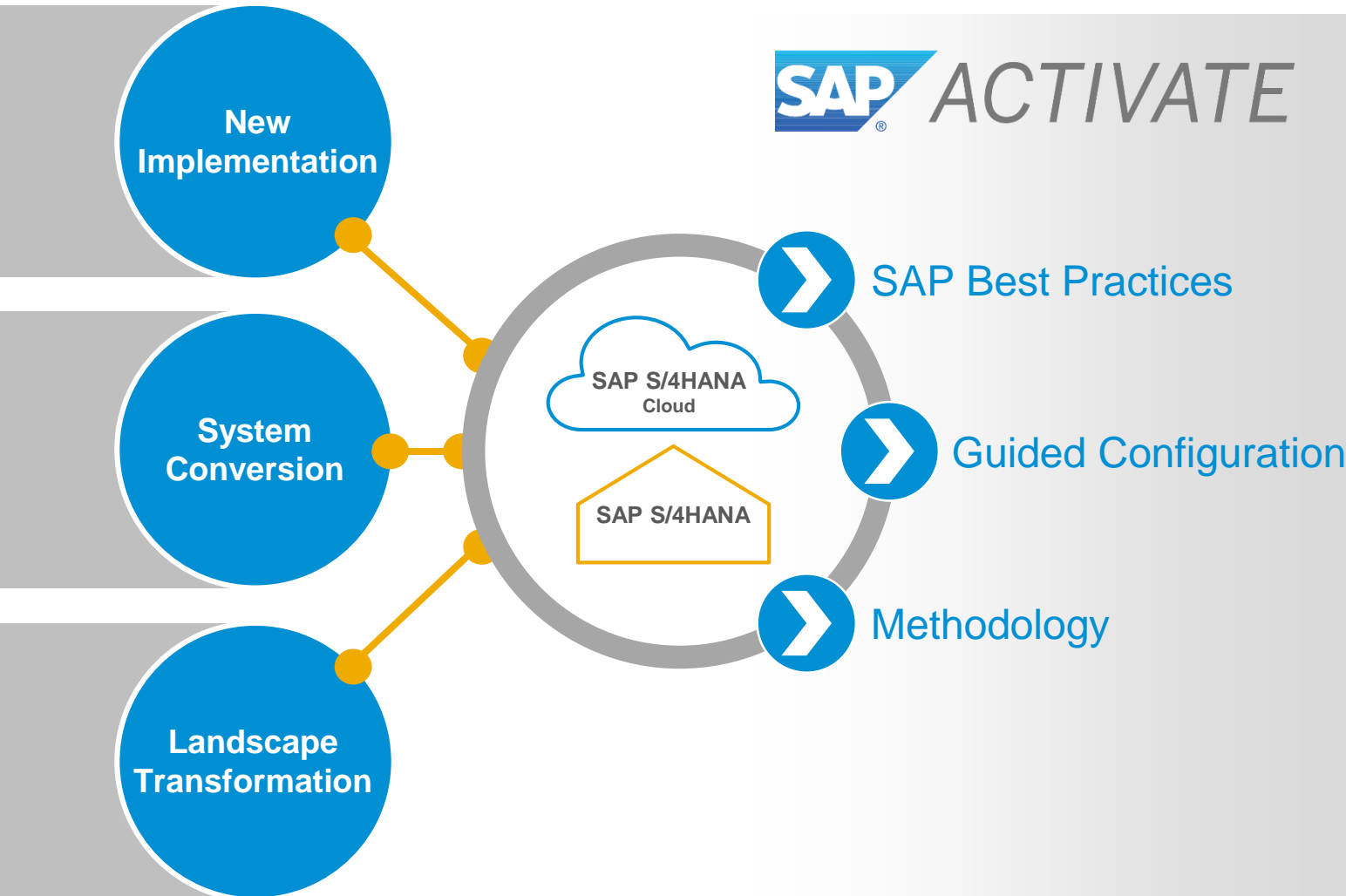
Current Version: Simplification List for SAP S/4HANA, on-premise edition 1511 FPS02:

[Link](#)



SAP S/4HANA SCN: Further Details for selected Simplification Items (e.g. Business Partner Approach, Material Field Length extension, ...): [Link](#)

# SAP Activate – the innovation adoption framework for SAP S/4HANA



## Business Value

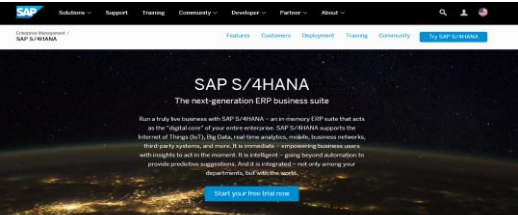
- Faster, less service intensive initial implementation in the cloud or on-premise
- Rapid adoption of innovations throughout the entire product lifecycle
- Extensible framework for partners

Accelerated **Time-to-Value**  
(initial and ongoing)

Reduced **Total-Cost-of-Ownership**  
(over total lifecycle cloud and on-premise)

# Where to go for more information

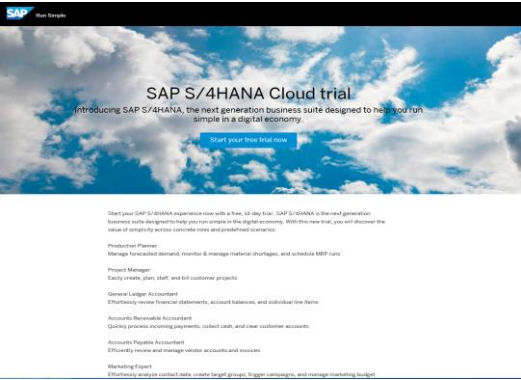
## Discover SAP S/4HANA



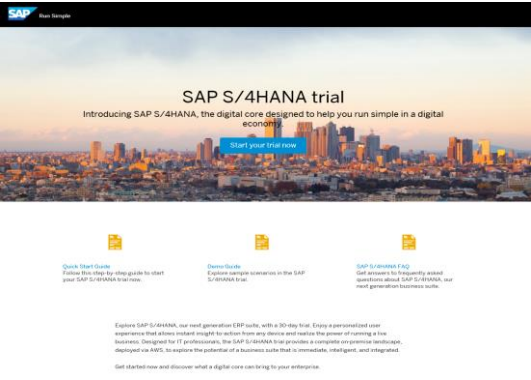
### What is SAP S/4HANA?



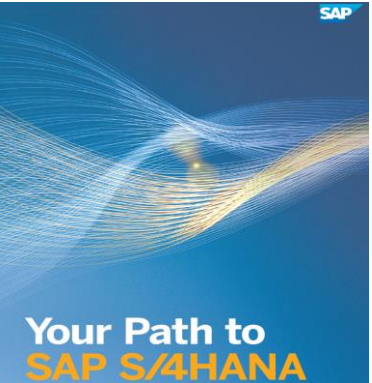
## SAP S/4HANA Cloud - trial



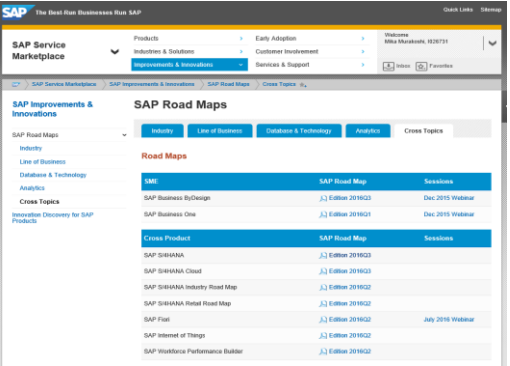
## SAP S/4HANA - trial



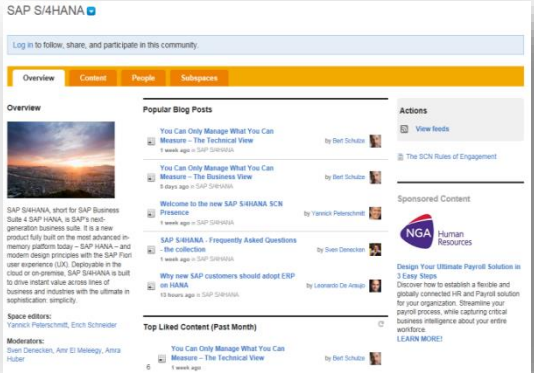
## Your path to SAP S/4HANA – plan your transition to SAP S/4HANA



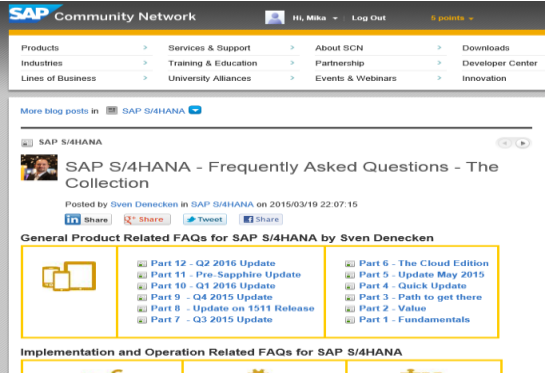
## Detailed SAP S/4HANA road map: SAP Service Marketplace



## Join the Community



## Top Questions and Answers



## How to get there ... S/4HANA Cookbook



# SAP TechEd Online

<http://sapteched.com/online>



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- Keynotes
- Demo Jam
- SAP TechEd live interviews
- Select lecture sessions
- Hands-on sessions
- ...



# Further information



## Related SAP TechEd sessions:

TEC101 - SAP HANA Platform Road Map

TEC214 - Hot News About the User Experience from SAP and Strategy for SAP Fiori

TEC104 - ABAP Road Map - ABAP Contributions to SAP S/4HANA

TEC160 - SAP Technology Highlights

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## SAP Public Web

[scn.sap.com](https://scn.sap.com)

[www.sap.com](https://www.sap.com)

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## SAP Education and Certification Opportunities

[www.sap.com/education](https://www.sap.com/education)

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## Watch SAP TechEd Online

[www.sapteched.com/online](https://www.sapteched.com/online)



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**TEC100**

Contact information:

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