SAP S/4HANA Webinar Series

Knowledge for SAP User Groups

Join our webinar series dedicated to SAP User Groups, to set the right course of your success. We plan to regularly provide you the right information at the right time for keeping you up-to-date.

SAP is renowned for its vast product, solution and services portfolio across all industries and lines of businesses. The webinar series will guide you, as SAP user by:

- Presenting a high-level overview of SAP’s portfolio, diving into details we go along
- Revealing the latest innovations (roadmap, technical and business updates...)
- Showcasing the latest product innovations

Take the opportunity, join the webinars, and drive your success.
Agenda – Flow of webinars

1. General Introduction to SAP S/4HANA
2. Introduction to SAP S/4HANA (On-Premise Edition)
3. Introduction to SAP S/4HANA (Cloud Edition)

4. S/4HANA Transition: Landscape Transformation
4.1. S/4HANA Adoption: S/4HANA Activate
4.2. S/4HANA Transition: System Conversion
4.3. S/4HANA Transition: New Implementation (Green Field Approach)

5. S/4HANA Services: Premium Engagement Packages
5.1. S/4HANA Services: Premium Engagement Packages
5.2. S/4HANA Services: HANA Cloud Integration
## S/4HANA – Webinar Series 4 SAP User Groups

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<td>Introduction to SAP S/4HANA Cloud</td>
<td>Yannick Peterschmitt</td>
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<td>Christian Vogler</td>
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<td>S/4HANA Transition: New Implementation (Green Field Approach)</td>
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Transition to SAP S/4HANA
- System Conversion -
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SAP S/4HANA Transition Scenarios

**New Implementation/Re-Implementation**
Standardize and simplify the existing landscape to reduce TCO and use latest innovations.

*e.g. Implement SAP S/4HANA processes on a new infrastructure. Retire old landscape.*

**Business led migration to S/4HANA**
Reduce TCO via simplification of landscape, e.g. Migration of part of an existing SAP ECC 6.0 landscape to SAP S/4HANA or consolidation of systems into one single target with S/4HANA.

**Transition systems to the new platform**
Use innovations to re-imagine processes with real time financial insight. Leverage the benefits of the new data model eliminates aggregates and batch processing.

*e.g. Migration of existing SAP ECC 6.0 on any DB to SAP S/4HANA.*
Starting Your Journey to SAP S/4HANA

First steps
- Inform yourself
- Identify business requirements
- Develop an innovation strategy & roadmap
- Build the business case

The scenario
- Start a new implementation and/or bring an existing landscape back to standard
- Retain existing processes and migrate from any DB to HANA
- Adopt and reimage business processes incrementally

The transition
- Re-imagine the business
- Plan the digital transformation
- Design and Execute with the help technical and functional support services from SAP

The options
- Planning & safeguarding
- Technical implementation
- Functional implementation
- Co-innovation

Innovation Strategy and Roadmap

New implementation
System conversion
Landscape transformation

1. On premise
2. Cloud
3. Hybrid

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First Steps - Inform Yourself
SAP S/4HANA Implementation Roadmaps

http://sapsupport.info/support-offerings/s4hana-service-packages/

SAP Road Map Viewer

Implementation of SAP S/4HANA, on premise 1511

Introduction

The purpose of the road map “SAP S/4HANA Implementation” is to support “end-to-end” implementation projects to SAP S/4HANA, in order to eliminate related risks - manage them proactively - and to make such an implementation project predictable - create transparency about all involved steps and risks and thus create viable foundation. SAP offers additional road maps for cloud implementation projects.

A detailed introduction to the roadmap can be found here

Introduction to Roadmap
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Scenario Decision & Plan
The Planning Services

Additional / optional: Enterprise Focus

Innovation Strategy & Roadmap
- Strategic Opportunities (Business & IT)
- Enterprise Architecture & Platform Strategy
- Strategic Roadmap

S/4HANA Focus

1. S/4HANA Value Discovery Workshop
2. S/4 Value & Implementation Strategy
   - Business Scenario Value & Mapping
   - S/4 Archit. Adjustments & Implement. Strategy
   - Program Plan & Business Case

Scenario Decision
- System Conversion
- Landscape Transformation
- New Implementation

Migration Planning Workshop

Scenario Implementation

HANA Technical Focus

3. Technical Architecture & Infrastructure

Discover
Prepare / Explore / Realize / Deploy
PROVIDE AN OVERALL S/4HANA ADOPTION STRATEGY AND ROADMAP FOR YOUR COMPANY BASED ON BUSINESS VALUE – 1 to 6 WEEKS

- Start from your business priorities, you will receive suitable business scenarios, target enterprise architecture, validated strategic road map, on your value chain built on SAP S/4HANA.
- With the right transformation concept, you can keep the competitive advantage through innovations based on real-time business processes, increased productivity and innovative capabilities (like IoT/Big Data, predictive, …).
S/4 HANA Value Discovery Workshop

ASSESS THE RELEVANT SCOPE OF SAP S/4HANA AND THE FEASIBILITY AND READINESS TO ADOPT IT – 2 DAY WORKSHOP

- On-site workshop, using a value-based approach which provides guidance on the benefits, obstacles to the set-up of SAP S/4HANA.
- Deliverables of the on-site workshop include Point-of-View document in which companies can learn how SAP S/4HANA can provide real benefits and come away with a plan to move quickly from initial vision to realization.

Scope and concept of SAP S/4HANA with improved features, capabilities and innovations

Business Scenario Recommendation Report based on customer transactions with outlining initial value of transaction and capabilities in use

Heat map with prioritized solution areas / capabilities where benefits can be identified and further investigation recommended

Point-of-view document updated based on workshop findings according to the understanding of the current situation of the customer, the potential SAP solution, associated benefits and the innovation roadmap

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Customer 11
S/4HANA Value & Implementation Strategy

Provides a comprehensive S/4HANA migration analysis down to proposed implementation strategy and supporting business case – 1 to 20 weeks

- Starting from business priorities, it identifies key innovations and mandatory changes applicable to the specific customer situation, along with the impact on the overall target architecture, thereby highlighting the customer specific value chain built on SAP S/4HANA.

Business Scenario Value & Mapping

Fiori Selection

Quick Wins / Must Do’s

Architecture Adjustments

Implementation Strategy

Program Plan

Business Case Calculation

The ROI calculations are static (w/o discount factor)

Assumption: No matter which depreciation period has been entered in ‘General Information’, in the ROI calculation the initial investments are always assumed to fully incur in the first year.

Investments cumulated

Year 1
Year 2
Year 3
Year 4
Year 5

Initial Software Invest
€ 300,000

Implementation Effort
€ 230,000

Initial Hardware costs
€ 500,000

Ongoing costs
€ 110,000
€ 110,000
€ 110,000
€ 110,000
€ 110,000

Sum (cummulated)
€ 1,140,000
€ 1,250,000
€ 1,360,000
€ 1,470,000
€ 1,580,000

Benefits/Savings cummulated
One time benefit
€ 2,064,770

User Productivity
€ 175,360
€ 350,720
€ 526,080
€ 701,440
€ 876,800

Business (Process) Efficiency
€ 1,054,908
€ 2,109,815
€ 3,164,723
€ 4,219,631
€ 5,274,538

Sum (cummulated)
€ 3,295,038
€ 5,755,573
€ 9,446,376
€ 14,367,447
€ 20,518,785

Savings / Investments (ROI in 1 year) 289%

Savings / Investments (ROI in 2 year) 460%

Savings / Investments (ROI in 3 year) 695%

Savings / Investments (ROI in 4 year) 977%

Savings / Investments (ROI in 5 year) 1299%
Technical Architecture & Infrastructure

PROVIDE A TECHNICAL ARCHITECTURE DESIGN OF A SCALABLE, FLEXIBLE, AND MAINTAINABLE SAP S/4HANA LANDSCAPE – 1 WEEK

- The workshop covers hardware sizing, and a mapping of software components to the hardware (deployment plan).
- It also includes influencing factors, such as data-center strategies, high availability and disaster recovery requirements, preferred deployment models, like cloud or on premise, as well as available or planned technical solutions for virtualization.

Structured Workshop Approach

Sizing estimation and capacity forecast for CPU, Memory & Disk

Technical deployment options and deployment plan to keep flexibility

High Availability and Disaster Recovery setup based on business availability requirements
Migration Preparation
SAP S/4HANA Readiness Check

CHECK IN ADVANCE THE CONVERSION READINESS STATUS OF THE CUSTOMER PRODUCTIVE SYSTEM – 2 DAYS

- The SAP S/4HANA Readiness Check discovers conversion showstoppers remotely either at an early stage, or as preparation and input for the Migration Planning Workshop.
- It enables the customer to prepare and clean up the system, and to identify custom code in scope for code adaption.

<table>
<thead>
<tr>
<th>Required</th>
<th>Functional Changes</th>
<th>System Requirements</th>
<th>Landscape Requirements</th>
<th>Custom Code Requirements</th>
<th>Additional Changes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<tr>
<td></td>
<td>Industry Solutions</td>
<td>Unicode</td>
<td>NetWeaver Hub systems &gt;= NW 7.31</td>
<td>Required HANA adjustments</td>
<td>Changed transactions or reports</td>
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<tr>
<td></td>
<td>Enterprise Exten.</td>
<td>Single Stack</td>
<td>HANA DB</td>
<td>Write statements on obsolete tables</td>
<td>Obsolete TA/REP</td>
</tr>
<tr>
<td></td>
<td>SAP and 3rd party AddOns</td>
<td>HANA Sizing</td>
<td></td>
<td>Custom fields</td>
<td>Req. configuration changes</td>
</tr>
<tr>
<td></td>
<td>Impact on S/4HANA Simplification List</td>
<td></td>
<td></td>
<td>Rough estimation</td>
<td></td>
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</table>

<table>
<thead>
<tr>
<th>Recommended</th>
<th>Recommended Custom Code adjustments</th>
<th>Recommended Data Volume Management</th>
<th></th>
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<th></th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Adjustments for performance reasons</td>
<td>Data Volume reduction potential</td>
<td>Quick wins</td>
<td>Open Business Documents</td>
<td></td>
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Migration Planning Workshop

PROVIDE A MIGRATION PLANNING FOR TECHNICAL ASPECTS AND CONSIDERATIONS – 1 WEEK

• The onsite service provides a holistic overview of the topics required for project planning, including: migration approaches and tools, technical architecture, sizing, performance and scalability, operational readiness, testing, and quality management.
• The onsite portion of the service includes knowledge transfer of key concepts and consideration, as a means to ensure that the customer is making informed decisions.

Identification of the best migration approach based on Business downtime requirements

Number of migration cycles, and system-level transition roadmap

Mandatory application changes including impact on business processes, and high-level milestone project plan
Delivery was split and combined with subordinated service deliveries. These helped towards the final deliverables!

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Mastering Transition
Holistic Methodology

Workstreams

Project Management
- Application: Solution Adoption
- Application: Design & Configuration
- Application: Testing
- Analytics & Digital Boardroom
- Custom Code Extensions
- System & Data Migration
- Technical Architecture Infrastructure
- Transition to Operations

SAP MaxAttention and SAP ActiveEmbedded

<table>
<thead>
<tr>
<th>DISCOVER</th>
<th>PREPARE</th>
<th>EXPLORE</th>
<th>REALIZE</th>
<th>DEPLOY</th>
<th>RUN</th>
</tr>
</thead>
</table>

Engagement Foundation
- Planning the Digital Transformation
- Safeguarding
  - Application Fit-Gap and Design Services
  - Application Project Execution Services
- Re-imagine Business
- HyperCare
  - Platform Design Services
  - Platform Project Execution Services
  - Transition to Operations

SAP Solution Manager

Holistic Roadmap and methodology covering all phases and work streams of a project.
Services covering all tasks – delivery suitcases ensuring scaling + quality and consistency.
Transition to SAP S/4HANA – Detailed View

**Project Mgmt.**
- Init Planning
- Team Enablement

**Application: Solution Adopt.**
- Initial Sizing
- Technical Blueprint
- CC. Impact Analysis
- Test Planning
- Sandbox System Setup
- Dev Setup
- QAS Setup
- Load & Verification
- Cutover Preparation
- Dress Rehearsal

**Application: Design & Configuration**
- Activate Solution / Sandbox
- Fit Gap / Delta Design
- Gap Validation
- Design Review
- Data Volume Planning
- Data Volume Strategy
- Central Finance Design
- Central Finance Implementation
- Analytics & Digital Boardroom Design
- Analytics & Digital Boardroom Configuration

**Analytics & D. Boardroom**
- Value and Impact Analysis
- Implementation Strategy

**Custom Code Extensions**
- Custom Code Extensions

**Application: Testing**
- Transition Planning
- Transition Preparation
- Load & Verification
- LT Scenario Implementation
- Hyper Care Support
- Production Cutover
- Handover to Support Organization

**System & Data Migration**
- Overall Innovation Strategy & Road Map Creation
- Trial System Provisioning

**Technical Architecture & Infrastructure**
- Technical Architecture Definition
- IT Infrastructure Definition
- Technical Blueprint
- IT Infrastructure Setup & Test
- IT Infrastructure Service Finalization

**Transition to Operations**
- Operations Impact Evaluation
- Operations Implementation
- Operations Readiness

**Quality gates**
- Technical
- Technical and functional
- Functional
- Project Management

* Summary node – relates to multiple activities
The Options

**INVOLVEMENT OF SAP**

1. **Plan and safeguard**
   - Planning the digital transformation
   - Safeguarding
   - Engagement foundation

2. **Technical Implementation**
   - Platform design support
   - Transition to operations

3. **Migrate and implement**
   - Application foundation
   - Technical foundation
   - Platform execution
   - Build design support

4. **Innovate and optimize**
   - Application foundation
   - Technical foundation

**Services (Premium engagement call-off)**

- Application foundation
- Technical foundation
- Platform design support
- Transition to operations
- Build design support
- Platform execution

**Engineered Services (Premium engagement fixed-price)**

- Planning the digital transformation
- Safeguarding
- Engagement foundation
(1) Plan and Safeguard – Overview

**Coverage**

- SAP S/4HANA innovation roadmap and implementation strategy
- Migration planning – including technical architecture (high level)
- Safeguarding and go-live support
- Optional: expertise on demand

**Project Involvement**

- SAP: planning & safeguarding during project
- Partner-/customer-led implementation

**Your Benefits**

- Maximized transparency and specific roadmap supporting your strategy
- Minimized risks and safeguarded quality gates support a successful go-live
## SAP S/4HANA Value Assurance Service Package

### (1) Plan and Safeguard – in Detail

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<tr>
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<tr>
<td>Engagement Foundation</td>
<td>Technical quality manager and premium mission critical support</td>
</tr>
<tr>
<td>Planning the Digital Transformation</td>
<td>Planning activities to define the implementation strategy, identify dependencies and prerequisites, define the target architecture</td>
</tr>
<tr>
<td>Safeguarding</td>
<td>Core activities to safeguard the project including tasks like SAP Business Process Performance Optimization (BPPO), technical performance optimization (TPO)</td>
</tr>
</tbody>
</table>
Coverage
• Database migration AnyDB to SAP HANA
• Conversion of SAP Business Suite to SAP S/4HANA
• SAP S/4HANA innovation roadmap and implementation strategy
• Technical architecture / infrastructure for SAP S/4HANA
• Detailed planning - migration and implementation
• Safeguarding and go-live support

Project Involvement
• SAP: planning & safeguarding during project and execution of technical implementation
• Partner-/customer-led: functional implementation

Your Benefits
• Maximized transparency and specific roadmap to support your strategy
• Minimized risks and safeguarded quality gates ensure a successful go-live
• SAP best practice migration for sandbox, development, QA, and production systems
## SAP S/4HANA Value Assurance Service Package

### (2) Technical Implementation – in Detail

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<td>Platform Design Support</td>
<td>Core tasks of sizing, technical platform definition and HA/DR concept</td>
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<td>Platform Execution Support</td>
<td>One three-tier system landscape: Migration from SAP ERP 6.0 AnyDB Unicode to SAP S/4HANA or new installation (excl. business data migration)</td>
</tr>
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</table>
SAP S/4HANA Value Assurance Service Package

(3) Migrate and Implement – Overview

Coverage
• Implementation of SAP S/4HANA innovations – Quick wins plus selected larger innovations based on SAP S/4HANA
• Support for adjustment of custom code
• Database migration AnyDB to SAP HANA
• Conversion of SAP Business Suite to SAP S/4HANA
• SAP S/4HANA innovation roadmap and implementation strategy
• Technical architecture / infrastructure for SAP S/4HANA
• Detailed planning - migration and implementation
• Safeguarding and go-live support

Project Involvement
• SAP: planning & safeguarding during project, technical and functional implementation

Your Benefits
• Maximized transparency and specific roadmap to support your strategy
• Minimized risks and safeguarded quality gates help ensure a successful go-live
• SAP best practice migration for sandbox, development, QA, and production systems
• Pre-configured setup & simplified ready-to-use business processes

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# SAP S/4HANA Value Assurance Service Package

## (3) Migrate and Implement – in Detail

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<td>Build Design Support</td>
<td>Functional design support of up to 2 business priorities</td>
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SAP S/4HANA Value Assurance Service Package

(4) Innovate and Optimize – Overview

**Coverage**
- Implementation of new business scenarios (not limited to SAP S/4HANA)
- Support for adjustment of custom code
- Co-innovation support
- Implementation of SAP S/4HANA innovations – quick wins plus selected larger innovations based on SAP S/4HANA
- Database migration AnyDB to SAP HANA
- Conversion of SAP Business Suite to SAP S/4HANA
- SAP S/4HANA innovation roadmap and implementation strategy
- Technical architecture / infrastructure for SAP S/4HANA
- Detailed planning - migration and implementation
- Safeguarding, integration validation and go-live support

**Your Benefits**
- Jointly invented future business models transforming your company
### SAP S/4HANA Value Assurance Service Package

#### (4) Innovate and Optimize – in Detail

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<tr>
<td>Build Innovation Design Support</td>
<td>Access to application expertise for co-innovation for Digital Business Transformation</td>
</tr>
<tr>
<td>Platform Innovation Design Support</td>
<td>Access to technical expertise for co-innovation or Digital Business Transformation</td>
</tr>
</tbody>
</table>
Mastering Transition
Efficient Delivery via the Premium Engagement Model

SAP One Service Delivery

Model Industry Solution & Best Practices

Onsite Delivery Control

Virtual Project Rooms / Factories
SAP Development

SAP Solution Manager

Reduced effort via pre-configured Best Practices – Model Industry Solutions
Effective remote delivery via “Virtual Project Rooms” and “Factories”
Flexible engagement model – Customer decides on the level of involvement of SAP
More Information – Will Be Constantly Updated!


SAP Value Assurance Service Packages: http://sapsupport.info/support-offerings/s4hana-service-packages/

SAP Best Practices for SAP S/4HANA: <SMP LINK>

Thank you

Contact information:

SAP GSS, Global CoE, IT Planning