

# SAP S/4HANA, cloud edition

## Frequently Asked Questions

May 2015, v1

EXTERNAL



The purpose of this document is to provide an external audience with a selection of frequently asked questions and answers about SAP S/4HANA, the next-generation business suite from SAP.

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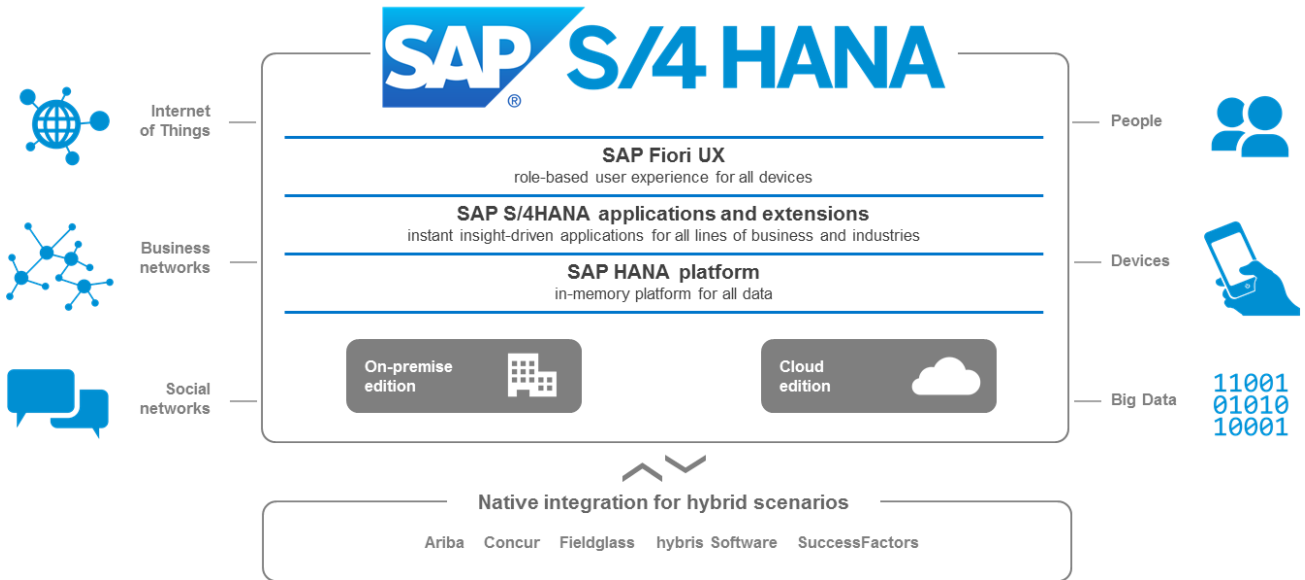
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### 1. What is SAP S/4HANA, cloud edition?

SAP S/4HANA is the next-generation business suite to help businesses run simple in the digital economy. It is a new product fully built on the most advanced in-memory platform today – SAP HANA – and with the modern SAP Fiori user experience designed to drive instant value across lines of business and industries with the ultimate sophistication: simplicity.



SAP S/4HANA is available with on-premise, cloud, and hybrid deployments to give real choice to customers.

The SAP S/4HANA, cloud edition is purchased via subscription and managed by SAP.

### 2. Who is the SAP S/4HANA, cloud edition designed for?

SAP S/4HANA delivers massive simplifications (customer adoption, data model, user experience, decision making, business processes, and models) and innovations (Internet of Things, Big Data, business networks, and mobile-first) to help enterprises across industries drive their digital transformation.

The SAP S/4HANA, cloud edition is designed for enterprises that need a standardized cloud offering primarily covering the core business scenarios of an enterprise or specific business scenarios of lines of business in industries - combined with a fast innovation cycle (quarterly).

In addition, the SAP S/4HANA cloud edition offers the opportunity for customers to deploy real hybrid scenarios - combining on-premise and cloud solutions - for unprecedented IT flexibility and accelerated business innovation.

### 3. Is SAP S/4HANA, cloud edition available?

Yes. SAP S/4HANA, cloud edition is available as announced at the SAPPHERE NOW event in Orlando on May 6, 2015. The cloud edition is intended to offer a quarterly innovation cycle.

#### 4. What is the business scope of the SAP S/4HANA, cloud edition?

SAP S/4HANA, cloud edition already covers specific business scenarios for the marketing line of business and for the professional services industry as well as the most essential scenarios to run an entire enterprise in the cloud with a digital core including: finance, accounting, controlling, procurement, sales, manufacturing, plant maintenance, project system, and product lifecycle management, plus integration with SuccessFactors Employee Central, Ariba Network, SAP hybris Marketing, Field Glass and SAP JAM. Three offerings are currently available as part of the SAP S/4HANA, cloud edition:

- SAP S/4HANA, cloud marketing edition – for the marketing line of business
- SAP S/4HANA, cloud project services edition – for the professional services industry
- SAP S/4HANA, cloud enterprise edition – for a full ERP scope

The cloud edition is intended to offer a quarterly innovation cycle.

#### 5. Which industry solutions will be available in SAP S/4HANA, cloud edition and by when?

SAP S/4HANA, on-premise edition, supports current lines of business and industries.

SAP S/4HANA, cloud edition, is planned to ultimately have a similar industry coverage as the on-premise edition. SAP S/4HANA, cloud edition is open for all industries.

Support for industry-specific solutions are planned according to market prioritization.

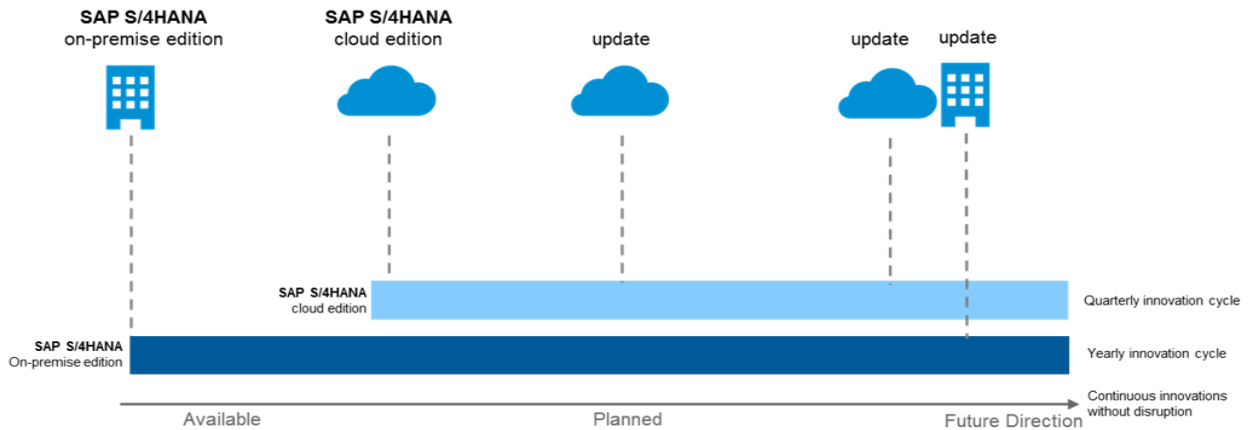
#### 6. How can I try SAP S/4HANA, cloud edition?

A free 14-day cloud edition trial system is available to help you experience the value of simplicity across key business scenarios: project manager scenario, cash manager scenario, general ledger accountant scenario, accounts receivable accountant scenario, and accounts payable accountant scenario.

You can access the trial at: <http://www.sap.com/s4hana-trial>

## 7. What is the product roadmap for SAP S/4HANA?

SAP customers and partners can access the detailed roadmap on the SAP Service Marketplace: [here](#).



## 8. Is SAP S/4HANA, cloud edition a public cloud offering?

Yes. The SAP S/4HANA, cloud edition has all the qualities of a public cloud offering.

Please note that the SAP S/4HANA, cloud enterprise edition provides additional services for customers that require broader extension and configuration capabilities.

## 9. How does the SAP HANA Enterprise Cloud (HEC) service relate to the SAP S/4HANA, cloud edition?

We are leveraging the same infrastructure as a service (IaaS), data centers, and security qualities, though the lifecycle management is different. Innovation updates for the cloud edition are planned on a quarterly basis, to be consumed by the customer, and managed by SAP.

## 10. Is SAP S/4HANA, cloud edition multitenant?

SAP S/4HANA gives customers the option to leverage the HANA multi-tenancy functionality as provided by the SAP HANA platform (currently support package 9).

## 11. How is SAP S/4HANA, cloud edition related to SAP's existing portfolio of cloud solutions?

SAP S/4HANA, cloud edition does not replace our existing portfolio of line-of-business cloud solutions; it will integrate with and expand it. Our comprehensive offering is planned to allow SAP S/4HANA customers to build hybrid scenarios between SAP S/4HANA and cloud solutions from SAP, including those from SuccessFactors, Ariba, SAP hybris Marketing, Fieldglass and SAP JAM. This way customers can leverage the cloud at their own pace, based on their needs, while keeping all the integration and business benefits of their existing SAP solutions. In addition, SAP S/4HANA, cloud edition is designed to easily connect with global business networks such as Ariba and Concur.

**12. Does SAP provide prepackaged integration for SAP S/4HANA to the existing cloud solutions from SAP?**

Yes, this service is provided as SAP Rapid Deployment solutions with SAP S/4HANA and is delivered with prepackaged integration (for example integration between SuccessFactors and SAP S/4HANA).

**13. How does SAP HANA Cloud Platform relate to SAP S/4HANA?**

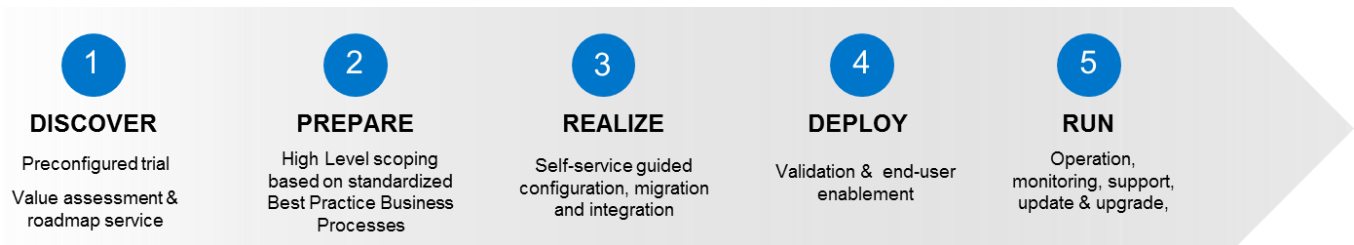
SAP HANA Cloud Platform serves as an extension platform and agility layer for SAP S/4HANA. It is possible to build specific capabilities extending the scope of SAP S/4HANA by either integrating non-SAP functions or building your own capabilities. The cloud platform not only serves as the development platform but also as the runtime foundation for the developed solutions. The extensions built on the cloud platform can run with both cloud and on-premise editions of SAP S/4HANA.

**14. What is the pricing model for SAP S/4HANA, cloud edition?**

The pricing model is subscription-based and includes application licenses, SAP HANA license, infrastructure, enterprise support, and standard application management services. Please contact your local sales representative for more information.

**15. What does the adoption journey look like for SAP S/4HANA, cloud edition?**

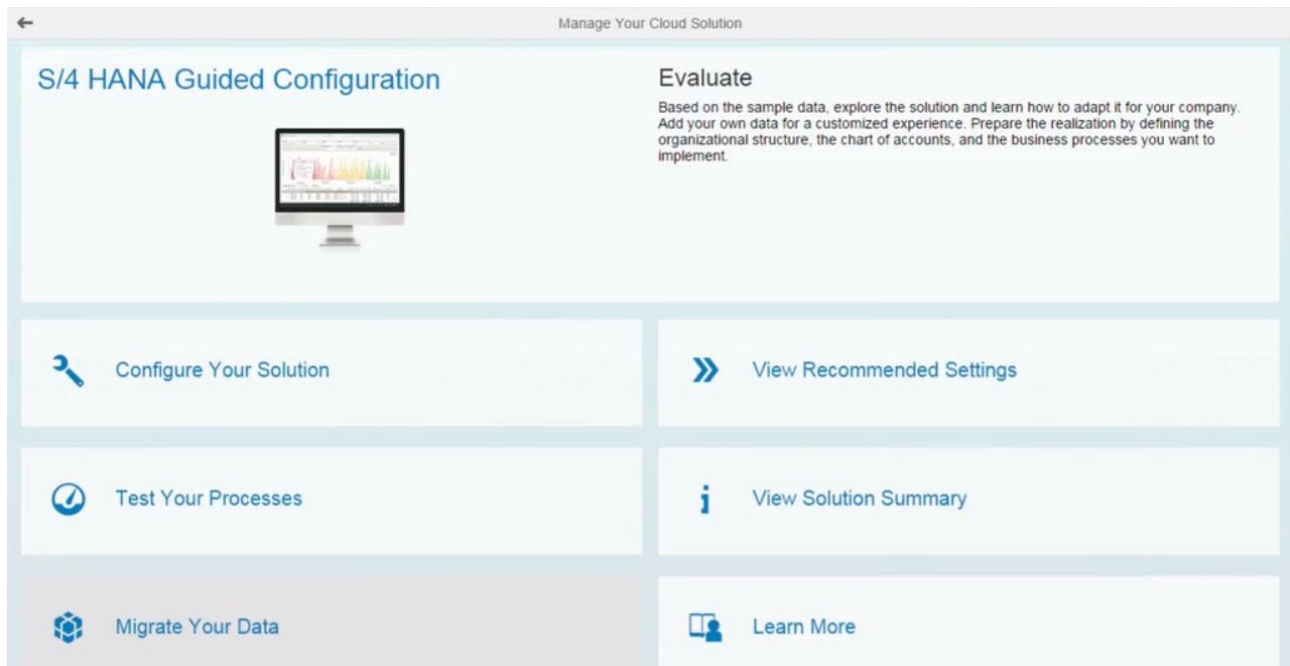
In order to drive quicker time-to-value, SAP will support customers in their journey with predefined migration, system conversion in the cloud, guided configuration and deployment packages.



**LICENSING:** Simple subscription model including: Application licenses, SAP HANA license, infrastructure, enterprise support and standard application management services

## 16. How is the initial configuration of SAP S/4HANA, cloud edition accomplished?

The initial configuration of SAP S/4HANA, cloud edition is based on a fully pre-configured system providing ready-to run business processes with sample data. Based on the pre-configuration, SAP S/4HANA, cloud edition is initially setup using a guided configuration utility. This utility combines our vast experience and best practices into a friendly and easy-to-use format that enables customers to get the right configuration for their needs by simply answering a series of questions.



Guided configuration provides an environment for assisted implementation of SAP S/4HANA, suitable for the initial implementation as well as continuous innovation and adaptation even after the go-live.

Guided configuration is business process oriented, and thus empowers business and IT through user assistance and business process affinity. A user is guided through the implementation process. User self-service configuration is available, for users to adapt business processes. If a user's preference is to use the Implementation Guide (IMG) to further fine-tune the configuration: The expert configuration mode of the guided configuration environment allows this.

Configuration activities are recorded, creating a 'configuration history' and as such a record of what has been configured. These records are used for future configuration activities to allow delta-implementation activities, which do not contradict previous configurations or ensure compatibility with SAP's product innovations for SAP S/4HANA. All configuration steps are recorded in SAP Solution Manager.

## 17. Where are the data centers located for SAP S/4HANA, cloud edition?

SAP currently maintains eleven data centers around the world allowing customers to meet their regulatory and business requirements. Each data center runs according to industry standard for both physical and digital security, failover, and system recovery.

Visit the SAP Data Center site for more information: [here](#)



**18. How is SAP S/4HANA, cloud edition accessed from a customer site?**

For SAP S/4HANA, cloud marketing edition and SAP S/4HANA, cloud project services edition, customer access is via a web interface, utilizing the Fiori user experience. For SAP S/4HANA cloud enterprise edition, customers can additionally leverage the HTML GUI.

**19. Where can I learn more?**

Visit us on [sap.com/s4hana](https://sap.com/s4hana) and [scn.sap.com/community/s4hana](https://scn.sap.com/community/s4hana) for more information and details on the next generation business suite. We also invite you to contact your local sales representative.

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