



The Journey to Becoming an Intelligent Enterprise

iENT101

PUBLIC

Speakers

Las Vegas

September 24–27, 2019

Abdul Rajbhoy

Barcelona

October 8-10, 2019

Abdul Rajbhoy

Bangalore

November 13-15, 2019

Abdul Rajbhoy



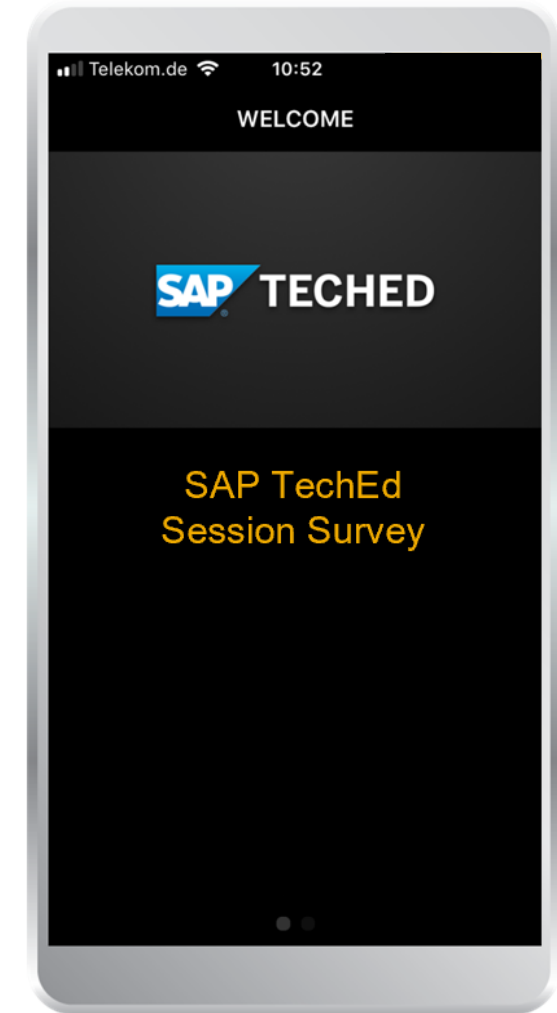
Take the **session survey**.

We want to hear from you!

Complete the session evaluation for this session **iENT101** on the SAP TechEd mobile app.



Download the app from
iPhone App Store or Google Play.



Disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. Except for your obligation to protect confidential information, this presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this presentation or any related document, or to develop or release any functionality mentioned therein.

This presentation, or any related document and SAP's strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this presentation is not a commitment, promise or legal obligation to deliver any material, code or functionality. This presentation is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This presentation is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this presentation, except if such damages were caused by SAP's intentional or gross negligence.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

Agenda

What does it take to be an Intelligent enterprise

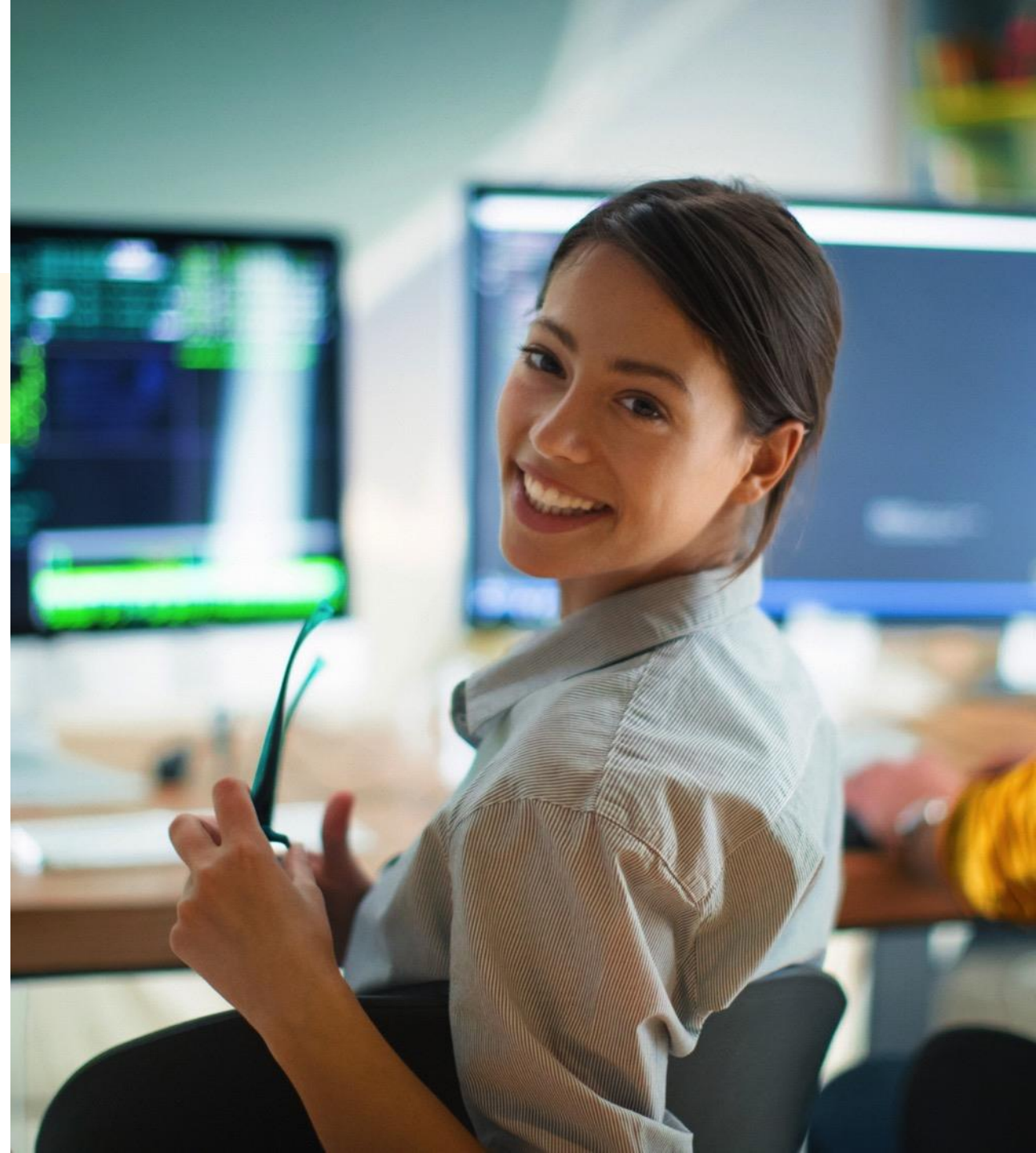
- Concept & Approach
- Digital Transformation Drivers

How to enable the Intelligent Enterprise

- SAP Digital Business service Offerings
- Service Overviews

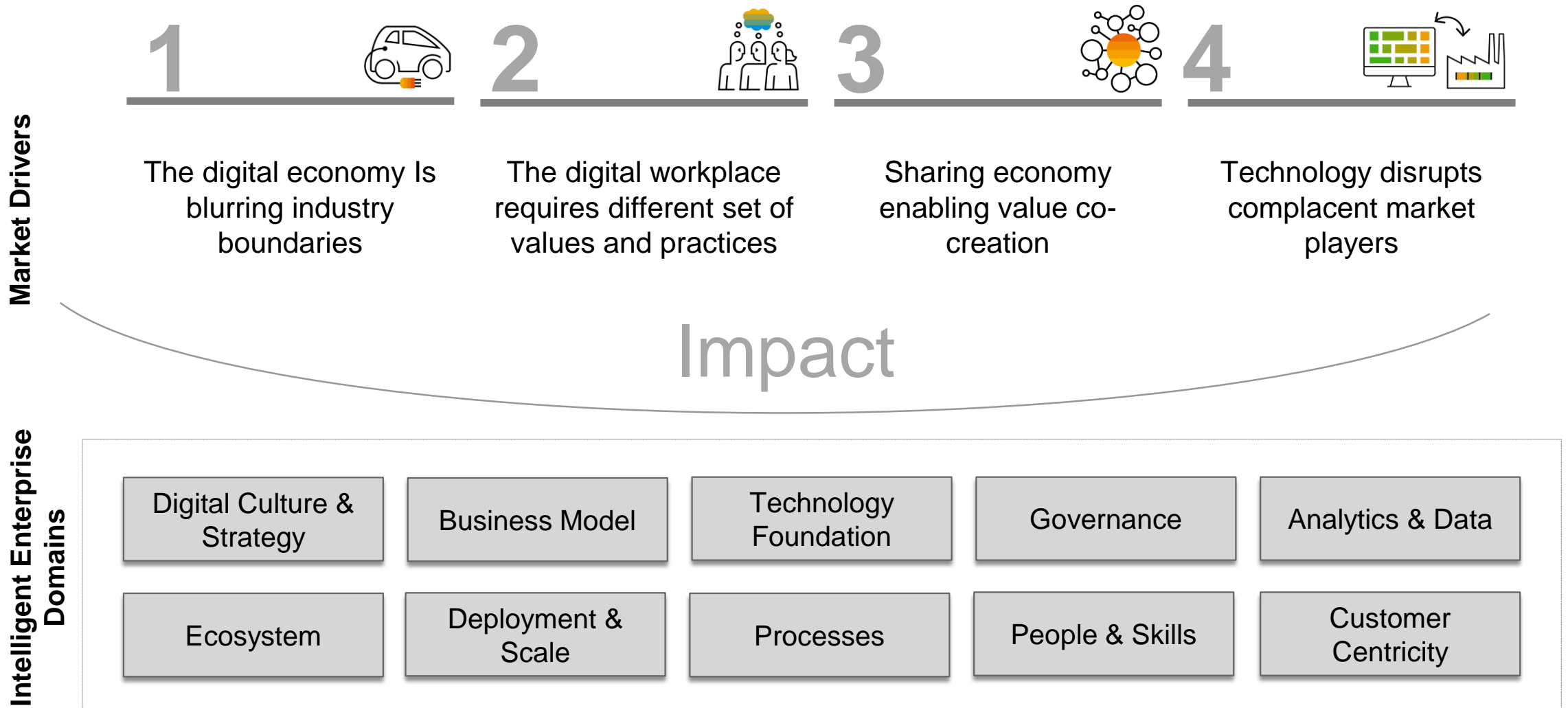
Deep Dive

- SAP Model Company
- Integrated Delivery Framework – SAP Partners



Digital Transformation Drivers

Impact on domains and capabilities of an Intelligent Enterprise



The Digital Maturity Framework

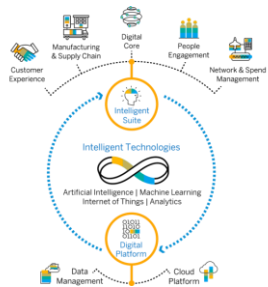
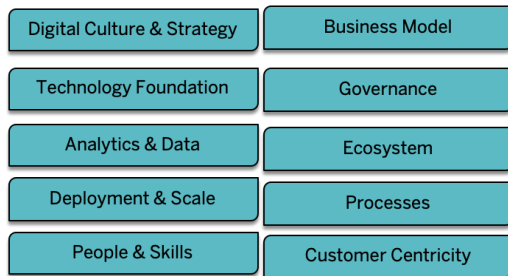
Aligned **SAP Services** to enable the **Intelligent Enterprise**



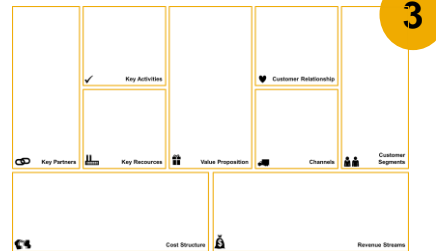
Overview of the Approach and Deliverables

Digital Innovation Roadmap

(1) DRIVERS



(2) VALUE CHAIN ALIGNMENT

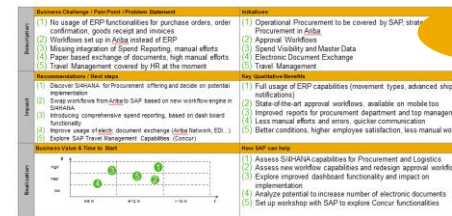


Business Model alignment



Alignment of capabilities to business priorities Process Design

(3) TARGET STATE



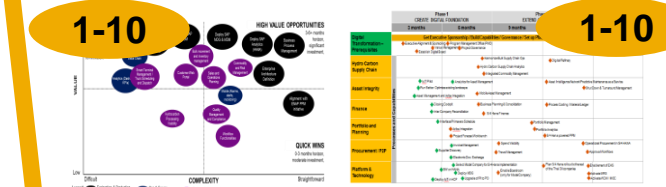
Target state – identify use cases/initiatives

Prototype Factory (Start)



Interactive Prototypes

(4) EXECUTION PLAN



Portfolio of initiatives

Execution Roadmap



Target Architecture



Business case for potential investment



Governance Model

Agenda

What does it take to be an Intelligent enterprise

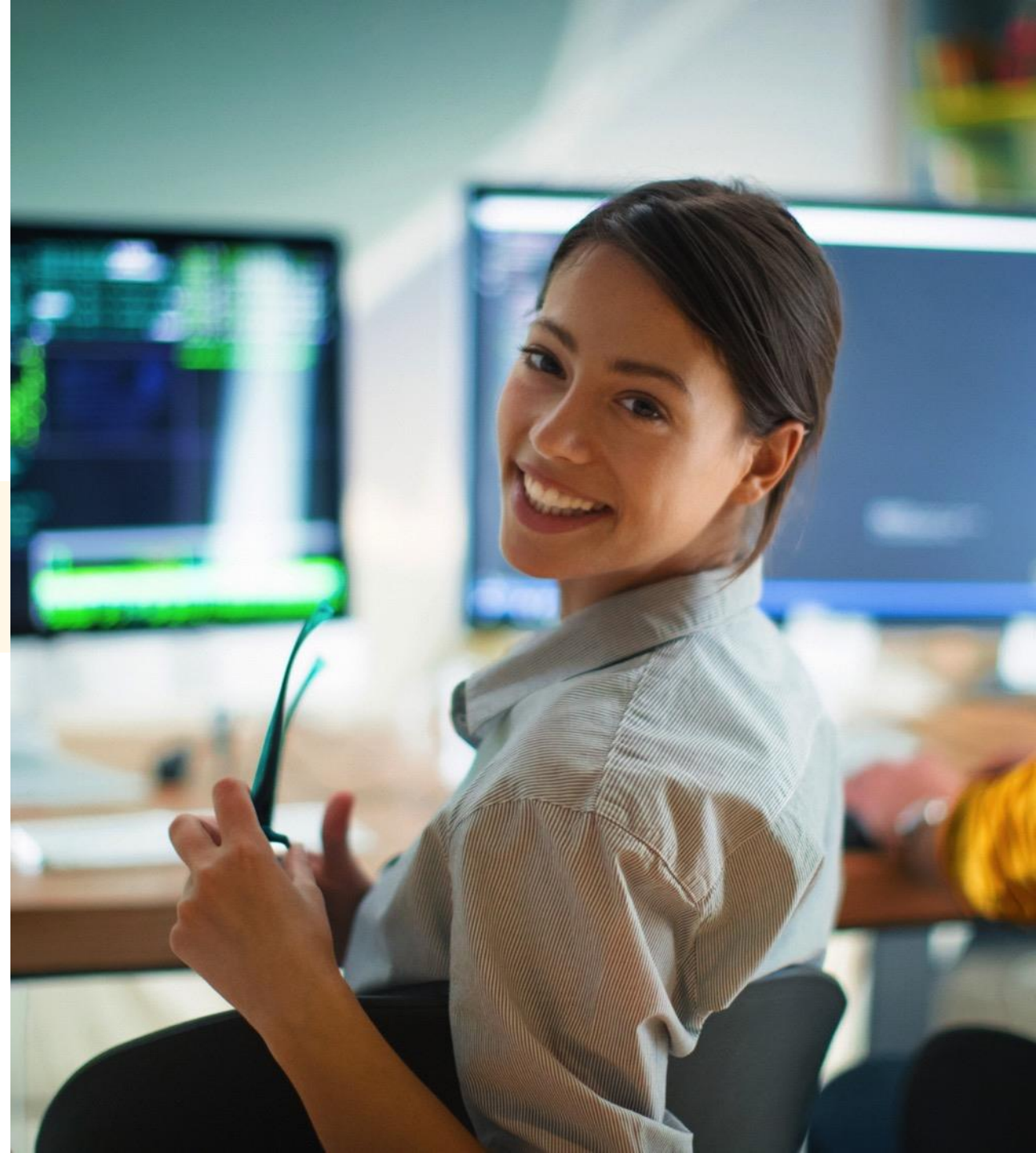
- Concept & Approach
- Digital Transformation Drivers

How to enable the Intelligent Enterprise

- SAP Digital Business service Offerings
- Service Overviews

Deep Dive

- SAP Model Company
- Integrated Delivery Framework – SAP Partners

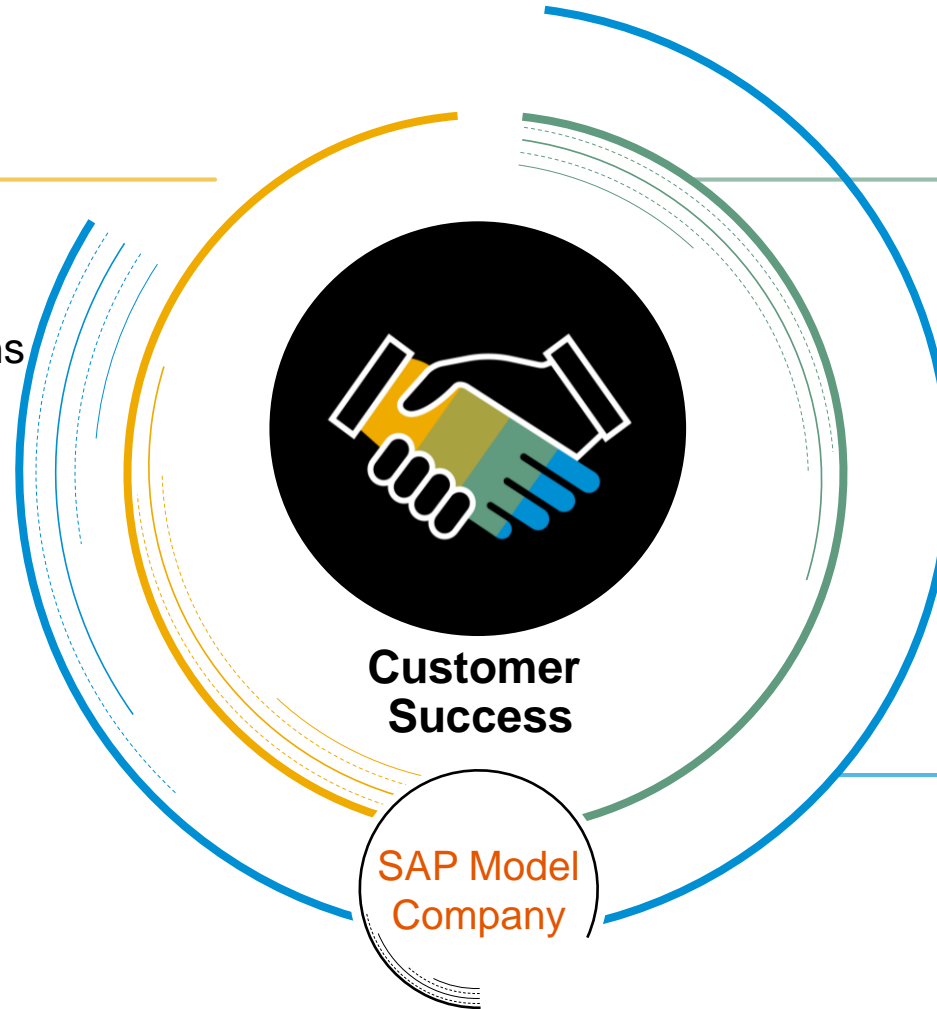


SAP Digital Business **Services Portfolio**

Enabling the experience company powered by the Intelligent Enterprise

Project Success

- SAP Advisory Services
- SAP Innovation Services & SAP Innovative Business Solutions
- SAP Advanced Deployment
- SAP Value Assurance



Continuous Success

- SAP Enterprise Support
- SAP Preferred Success
- Managed Services
- Education

Premium Success

- The New SAP MaxAttention
- SAP ActiveAttention

Moving to the Intelligent Suite with **Guidance and Accelerators**

From SAP Digital Business Services

Plan the Journey

Intelligent Planning Tools

SAP Business Scenario Recommendations

Discover benefits and value

SAP Transformation Navigator

Determine road map

SAP Readiness Check

Validate readiness to migrate

SAP Enterprise Support Value Maps

Structure the approach to achieving goals

SAP Cloud Platform Integration Advisor

Design and deploy B2B integrations

Outcomes

Business Case

Road Map

Transformation Plan

Guide the Journey

The Right Approach Determined Using Road Map and Plan

End-to-end deployment with
SAP Advanced Deployment

Planning

Design

Deployment and Realization

Enabling partner- or customer-
led deployments with
SAP Value Assurance

Planning

Design Support

Orchestration & Safeguarding

Supporting adoption of
SAP S/4HANA Cloud with
cloud services from SAP

Success Plans

Advisory Services

Accelerate Planning and Deployment

Accelerate with industry and line-of-business
solutions, enabled by SAP S/4HANA, with **SAP**

Model Company

Preconfigured
solutions

Leading practices and
processes

Accelerators

People Enablement

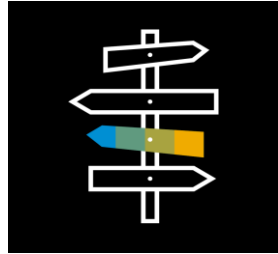
SAP education, training, software, and consulting services to support successful innovation adoption and deployment, high user productivity, and user adoption.

SAP® Advisory Services **address your key questions**

**Digital
business
ideation and
modeling**



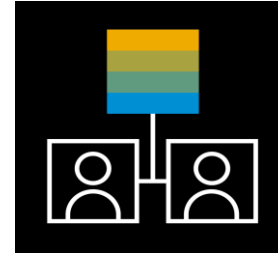
**Digital
architecture
and road map
design**



**Landscape
strategy and
architecture**



**Organizational
change
management**



**Value design
and
assessment**



Explore your existing business and create new business ideas

Discover and design your intelligent enterprise

Deliver the transformation to your intelligent enterprise

SAP Innovation Services & SAP Innovative Business Solutions

Empowering enterprises to lead by delivering unique innovations

Your trusted partner for innovating to solve your most complex business challenges, blaze disruptive new trails, and bring your company's vision to life.

Envision a Bold Future

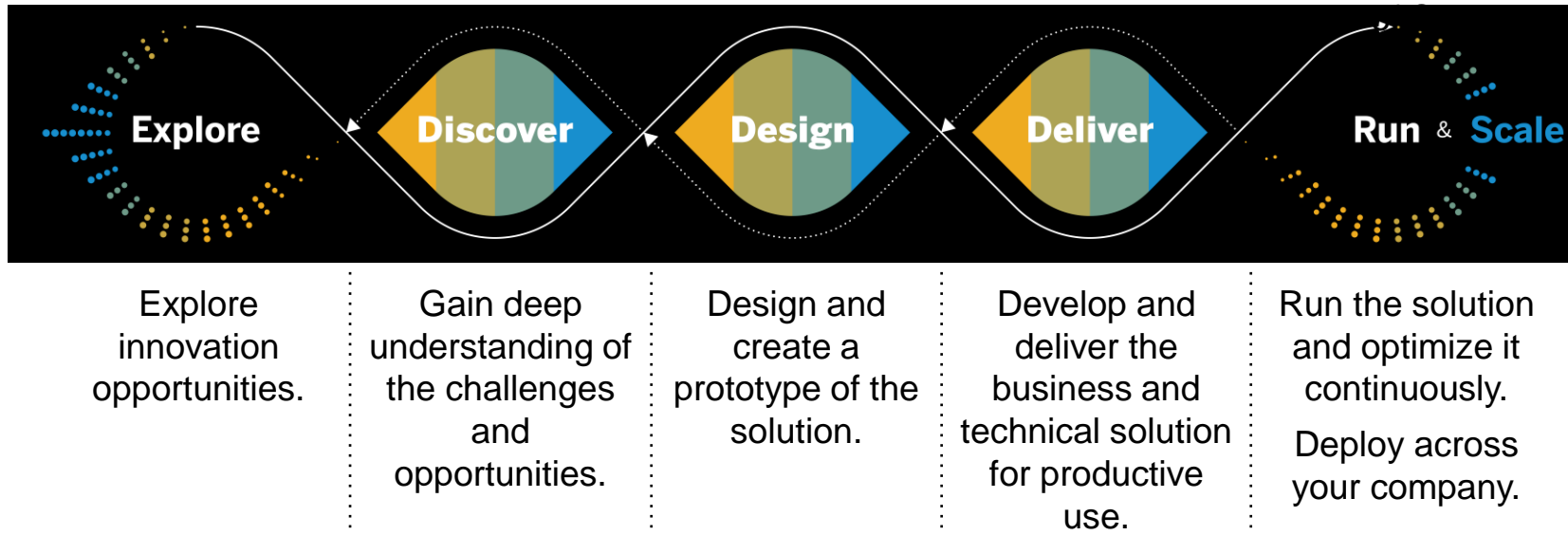
with new and disruptive innovations that address your specific business needs

Bring Your Concepts to Life

with high-value solutions built by SAP experts

Thrive with Confidence

with assurance that your mission-critical solution is backed by the power



PROVEN TO MAKE INNOVATION REAL

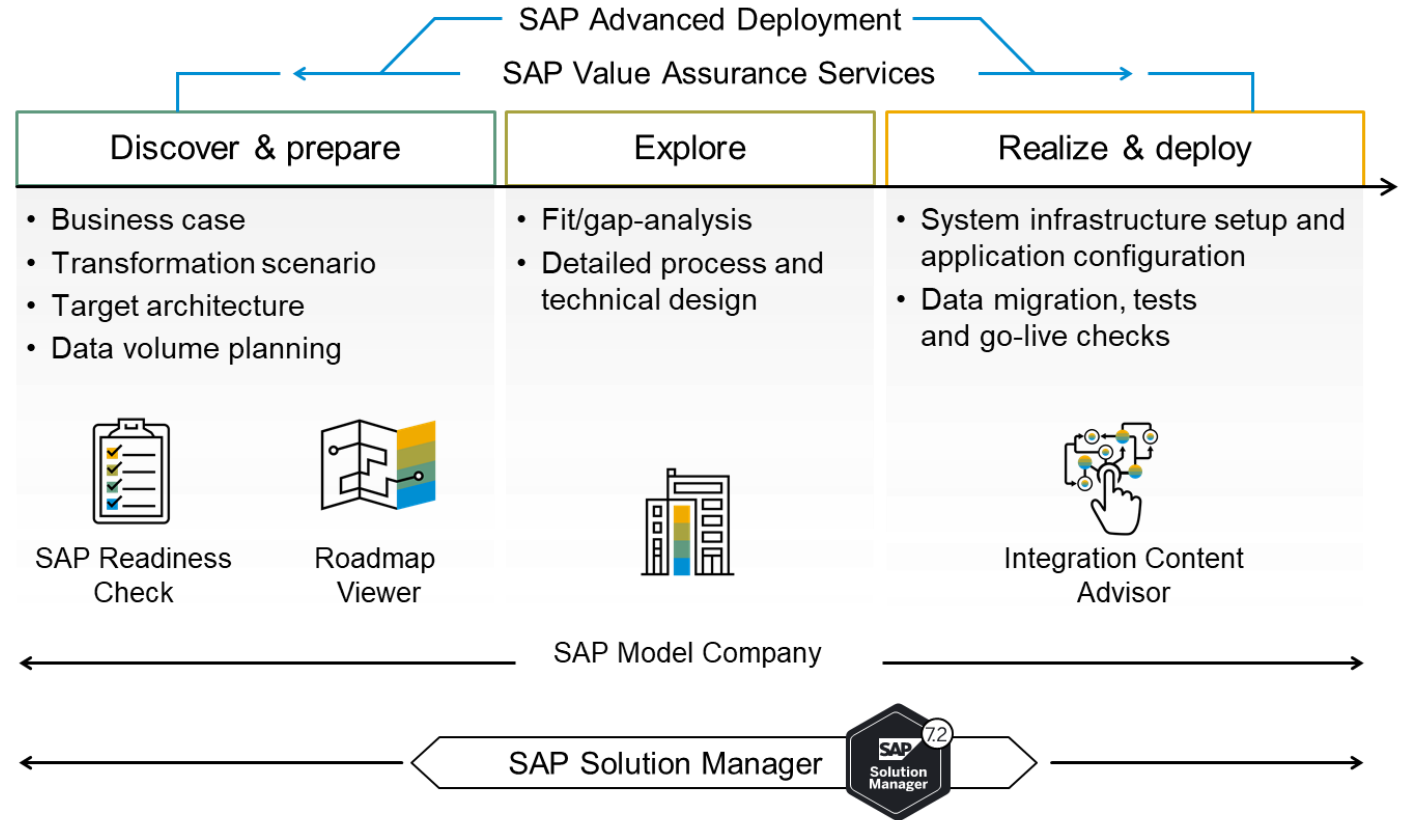
- 2,200 development-related professionals
- 4,400 solutions built
- 1,650 satisfied customers
- Direct access to 38,000 R&D and services experts from SAP
- Business innovation experts
- Innovation managers
- Design-thinking coaches
- User experience designers
- Project and program managers
- Architects | Business & Technical
- Data scientists
- Developers
- Support specialists

SAP Advanced Deployment - Secure project success...

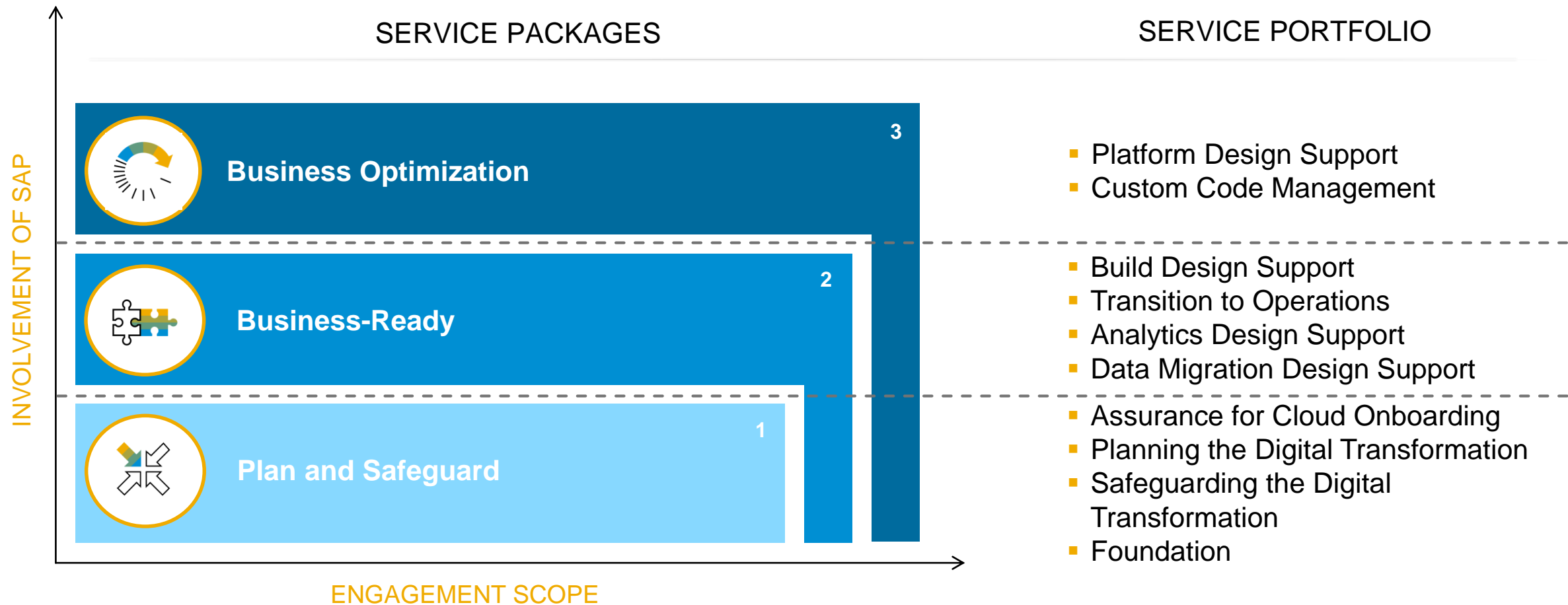
with intelligent tools, best practices and smart people

SAP® Advanced Deployment

Turnkey offering from the SAP Digital Business Services organization – accelerates your journey to SAP S/4HANA®. Delivered along the proven SAP Activate innovation adoption framework and tailored to your enterprise's specific transition scenario, the service streamlines the implementation of a high-performing, sustainable digital core.



SAP Value Assurance **Service Portfolio**



Agenda

What does it take to be an Intelligent enterprise

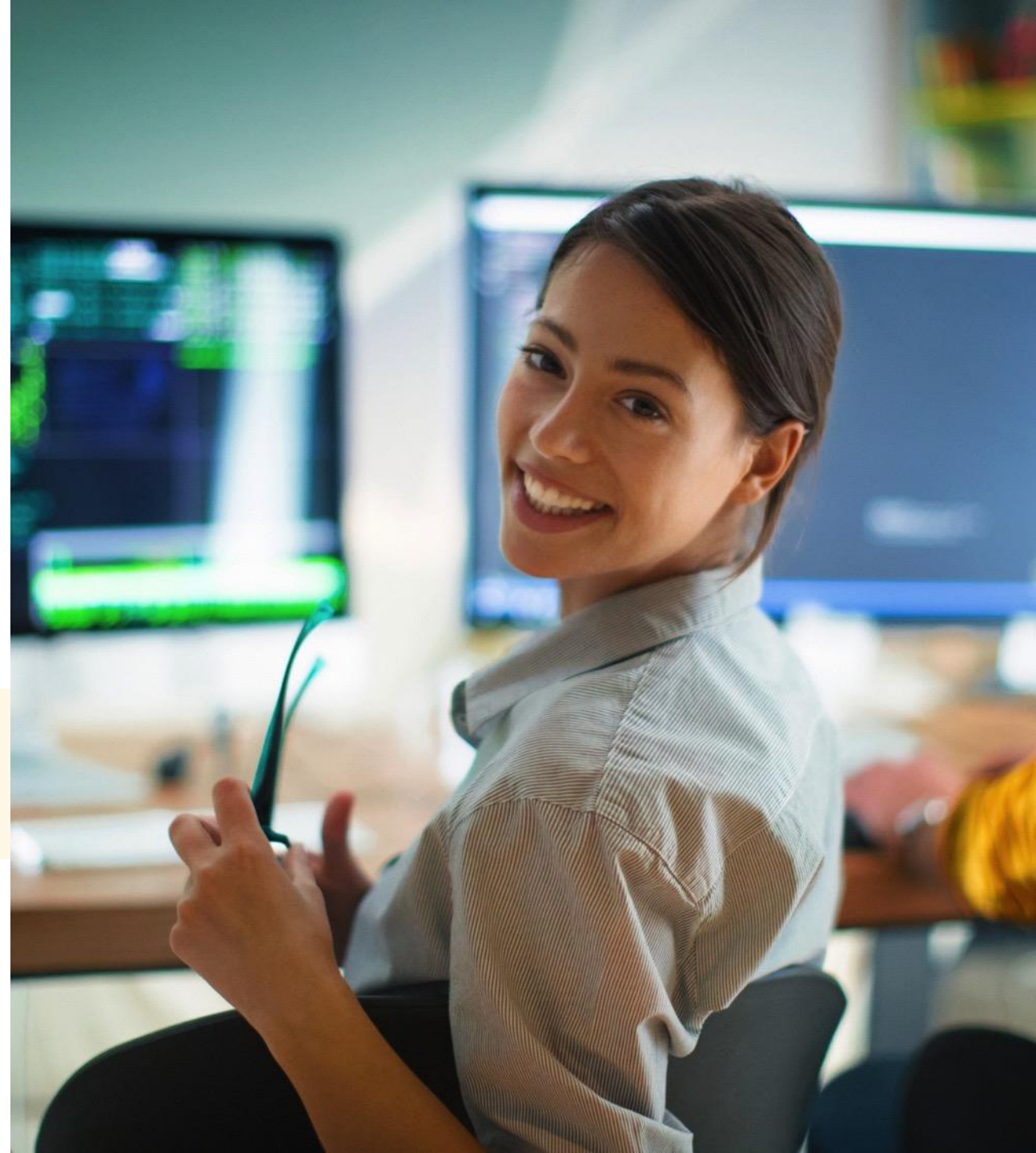
- Concept & Approach
- Digital Transformation Drivers

How to enable the Intelligent Enterprise

- SAP Digital Business service Offerings
- Service Overviews

Deep Dive

- SAP Model Company
- Integrated Delivery Framework – SAP Partners



How do your customers **benefit** from SAP Model Company services?



Foster an early, fast, and successful adoption of SAP S/4HANA and the digital transformation for your customers



Faster time-to-value



Predictable Results



Faster adoption



Full investigation

Fully working system with **industry specific configuration** at the start of the project.

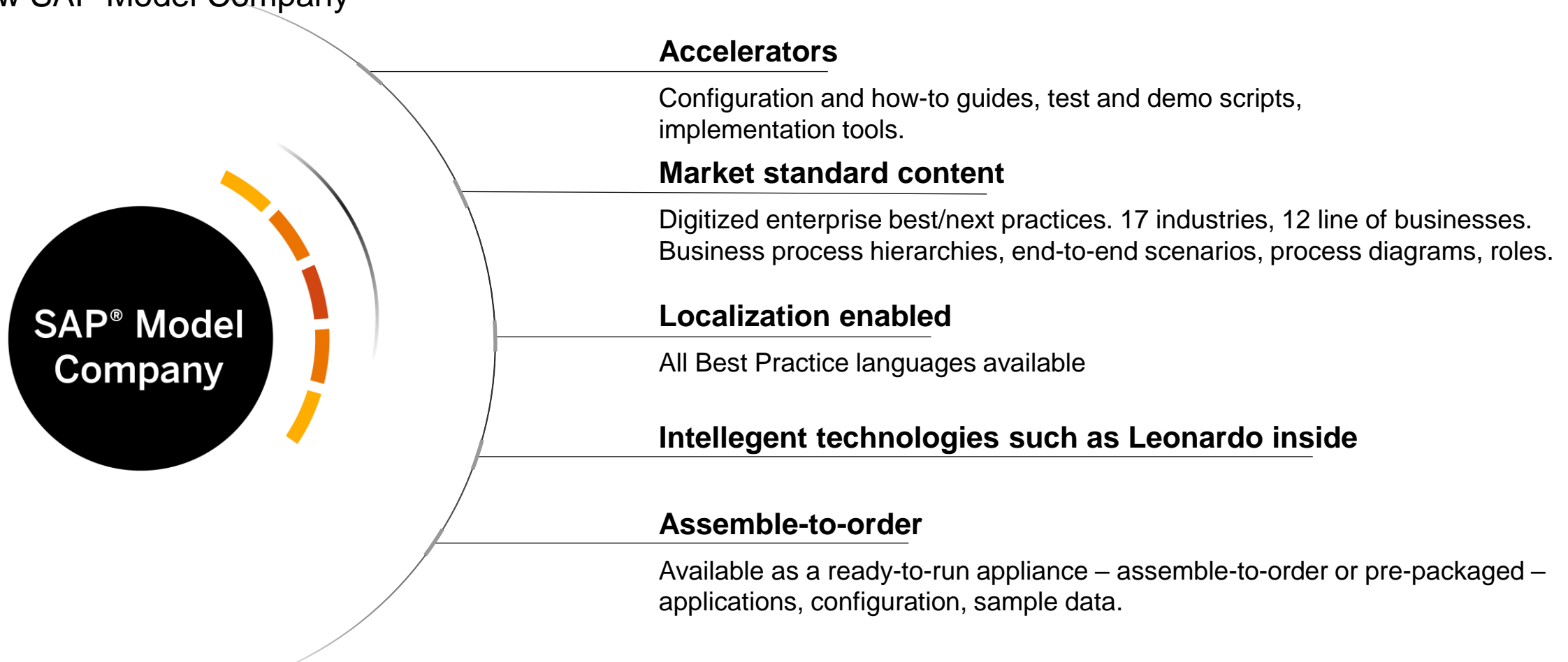
Avoid unnecessary modifications by evaluation and testing standard functionality.

Accelerate and simplify implementations with **proven methodology and tools**.

Focus on innovation instead of commodities.

Lifeblood for the Intelligent Enterprise

The new SAP Model Company



SAP Solution
Manager 7.2

Interoperable Stack | International Foundation | Partner Framework

Activate + Industry reference architecture + Intelligent Enterprise framework

SAP Cloud
ALM

Intelligent Technologies Embedded – Scope Options

Current and Planned

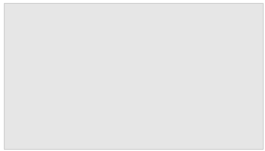


Agreed by the Model Company portfolio area
(not an exhaustive list of extensions considered)

Model Company	Intelligent Extensions	Status
Cross Model company	1. SAP Analytics Cloud	Completed and Released
Connected Manufacturing	1. SAP Manufacturing Insights	Completed and Released
Trade Management	1. SAP Advanced Trade Management Analytics	In Development
Connected Assets	1. SAP Predictive Maintenance 2. SAP Asset Intelligence	In Development
High-Tech	1. Intelligent Entitlement Management	In Development
Utilities	1. Smart Meter (Meter Reading Intelligence / Cloud for Energy) 2. Utilities in a map 3. SAP Project Intelligence Network (extends Connected Assets)	Approved for build
Shared Service	1. Invoice status automation with SAP Intelligent RPA	Approved for build
Logistics Execution	1. SAP Logistics Business Network	Investment Proposal
Connected Manufacturing	1. Predictive Quality	Investment Proposal
R&D Engineering and Sustainability	1. SAP Intelligent Product Design 2. SAP Intelligent Product Cost Control	In Development

Demo

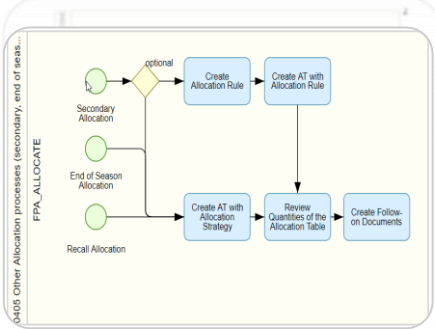
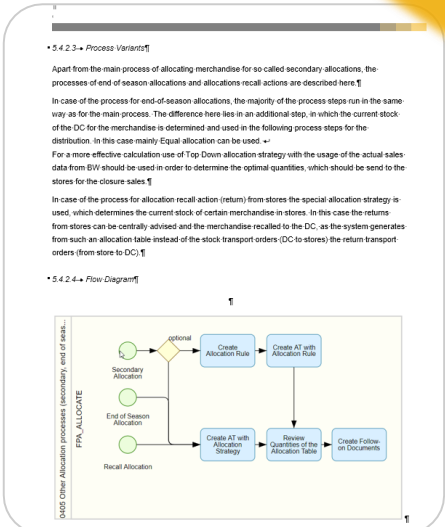
Model Company



Instant Productivity and Business User Adoption



Business Process Design



Business Process Diagrams

Test Scripts

• 4.2 • Alternative 2: Create Allocation Table with Allocation Strategy

4.2.1 • Create Allocation Table

In this process variant we will calculate the allocation quantities on the basis of the allocation strategy.

1 → Access the transaction choosing one of the following navigation options

Option 1: Fiori apps available in Fiori launch pad

Business Users	FPA_ALLOCATE
Group → Title	Allocation → Create Allocation Table (WADT)

Option 2: SAP Graphical User Interface (SAP GUI) Belize

SAP-SIHANA-W1010	Purchasing → Allocation → Allocation Table → Create
Transaction codes	WADT

2 → On the Create allocation table screen, make the following entries

Field names	Descriptions	User action and values	Comments
Allocation table type	=	FPQ2	=
Purch. organization	=	1010	=
Purchasing group	=	100	=

3. Press Return

4. On the Create allocation table screen, make the following entries

Field names	Descriptions	User action and values	Comments
Description allocation table	=	Allocation table X	=
Plant delivery date	=	Today's date + 2 days (working days only)	=

5 → On the Create allocation table screen, make the following entries

Field names	Descriptions	User action and values	Comments
Material	=	FP-B4-ART141XXXX or FP-B1-ART141XXXX or FP-B2-CAL143	If you are using the generic material with its variants see step 6a
Allocation Strategy	=	0001	Equal Distribution

Allocation table type	=	FPQ2
Purch. organization	=	1010
Purchasing group	=	100

• 2.1.2 • Create Allocation Table Type

Use

The allocation table type defines various parameters for an allocation table, including default data, such as the item category or notification category.

The notification category in the allocation table controls the exchange of information between head office and the stores, and between head office and the distribution centers. The system is configured in such a way that head office first informs the stores of the allocation tables and, therefore, the quantities and delivery date of the materials to be distributed. This information is then confirmed by the stores and the required quantity is specified.

Procedure

1 → Access the activity using one of the following navigation options

Transaction Codes	SFBCH
IMG Menu	IMG → Material Management → Purchasing → Allocation → Allocation Table → Allocation Table Types

2 → Select New Entries

3 → Check/enter your settings

Field names	User action and values
Allocation Table Types	FPQ2 - Secondary AT - Types
Item Category	FW
Roundings	CH
Split remainder	BN
Split category	BAH
Procedure	BTAB01
Application	WAB
Flag - Listings	BN
Delivery dates	DN
Display stocks	1H

4 → Choose SAVE

Configuration Guides

The SAP Model Company for Oil & Gas



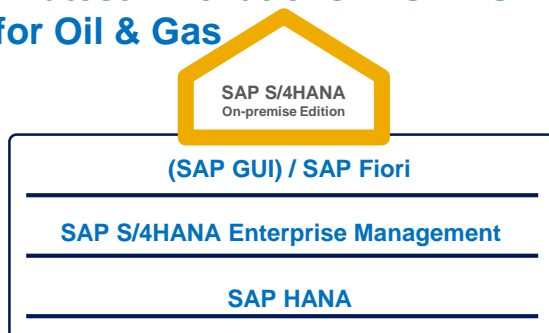
... transform business

- ❖ Outcome based customer experience
- ❖ Re-platform core business processes for high throughput and combine business process and analytics
- ❖ Smarter and engaged workforce across all employees and contractors
- ❖ Supplier collaboration to accelerate growth and innovation
- ❖ Harness internet of things and big data to drive real-time insights and new business

Solution Capabilities

- ❖ Hydrocarbon Production Management
- ❖ Hydrocarbon Supply and Distribution
- ❖ Hydrocarbon Processing Visibility
- ❖ Commercial Sales and Marketing
- ❖ Secondary Distribution and Fuels Retailing

...latest innovations in SAP S/4HANA for Oil & Gas



Pre-Configured Processes¹

Processes:

- New Best Practices for Oil & Gas V3.0
- SAP Best practices for S/4 HANA 1809 for Core processes

Industry Reference Architecture²

²Architecture supporting:

- Business Capabilities for best run O&G business
- Consume Digital technologies supporting change in business model to provide new revenue and value producing opportunities
- Provide building blocks for digital transformation

Sample Data³

³Archetypes delivered to support end to end digital transformation and SAP solution deployment:

- Comprehensive Business process documentation
- Digital Business model Canvas
- Configuration documentation and Test scripts etc. to accelerate implementation

SAP Software⁴

The SAP Model Company for Oil & Gas



Business Process Area	Business Process Group	Business Process content	Model Company for Oil & Gas (Preconfigured content and delivery accelerators)
PHC Produce Hydrocarbons	PHC-10 Produce	▪ Provided up to L5	Best Practices for Oil & Gas <ul style="list-style-type: none"> ▪ UPO_001_01 Upstream Master Data Setup ▪ UPO_002_01 Volume Allocation and Contractual Allocation ▪ UPO_002_02 Deferment and Volume Allocation ▪ UPO_002_03 Production Forecasting ▪ UPO_003_01 Run Valuation and Perform Revenue Distribution ▪ UPO_003_02 Run Manual Accounting Document Process ▪ UPO_003_03 Generate PRA Payments ▪ UPO_003_04 Submit Monthly State Regulatory and Tax Reports for Texas ▪ UPO_003_05 Submit Monthly Federal ONRR Report ▪ UPO_003_06 PRA Accounting Period Close/Rollover ▪ UPO_004_01 Migration of PRA Networks to UOM
THC Trade Hydrocarbons	THC-10 Exposure Management THC-20 Transaction Management THC-30 Hedge Management THC-40 Front Office Trading (DC)	▪ Provided up to L5	Best Practices for Oil & Gas <ul style="list-style-type: none"> ▪ HVC_001_01 CM Sales of Finished Product via Pipeline ▪ HVC_001_02 CM Sales of Finished Product via Pipeline - Deal Capture ▪ HVC_002_01 CM Procurement of Crude via Marine ▪ HVC_002_02 CM Procurement of Crude via Marine - Deal Capture ▪ HVC_003_01 Buy/Sell Trading
RIS Risk Management	RIS-10 Listed Financial Trades RIS-20 OTC Financial Trades RIS-30 Risk Reporting	▪ Provided up to L5	Best Practices for Oil & Gas <ul style="list-style-type: none"> ▪ RIS_001_01 Futures ▪ RIS_001_02 Listed Options ▪ RIS_002_01 Forwards ▪ RIS_002_02 OTC Options ▪ RIS_002_03 Swaps

Available SAP Model Company Portfolio

Consumer Industries

Agribusiness
 Consumer Products ^{TE, CAL}
 Trade Management for Consumer Products ^{CAL}
 Core Retail ^{CAL}
 Fashion and Vertical Business ^{CAL}

Discrete Industries

Automotive ^{CAL}
 High Tech
 Industrial Machinery and Components ^{CAL}

Financial Services

Insurance
 Integrated Digital Banking

ERP and Digital Core

SAP S/4HANA Multinational Corporations
 Finance ^{TE, CAL}
 SAP S/4HANA Best Practices ^{CAL}

Energy and Natural Resources

Chemicals ^{CAL}
 Mill Products ^{CAL}
 Mining Production Execution ^{CAL}
 Oil & Gas ^{CAL}
 Utilities ^{CAL}

Service Industries

Airline Back Offices ^{CAL}

Public Services

Defense Logistics

TE = trial edition
 CAL = cloud appliance library

CRM and Customer Experience

Customer Experience
 Marketing Cloud
 Shared Services
 Billing and Revenue Innovation Management

Digital Supply Chain

Connected Assets ^{CAL}
 Connected Manufacturing ^{TE, CAL}
 Extended Warehouse Management ^{CAL}
 Logistics Execution ^{TE, CAL}
 R&D / Engineering ^{TE, CAL}
 Sustainability ^{TE, CAL}
 Supply Chain Planning

HR and People Engagement

Core HR (Employee Central)
 Recruiting and Onboarding
 Performance and Goals
 Succession and Development

Introducing SAP® Model Company, **custom edition***



SAP® Model Company

Select from
prebuild **standard**
appliances

Deploy



Prebuild appliances
Out-of-the box
Available in hours



SAP® Model Company
custom edition*

Best Practices**
(multinational corporations)

LoB Layer

Industry Layer

Localization Add-on
(option)

Partner Add-on
(option)

Leonardo Analytics Cloud

Deploy



Assemble to order
based on selection of

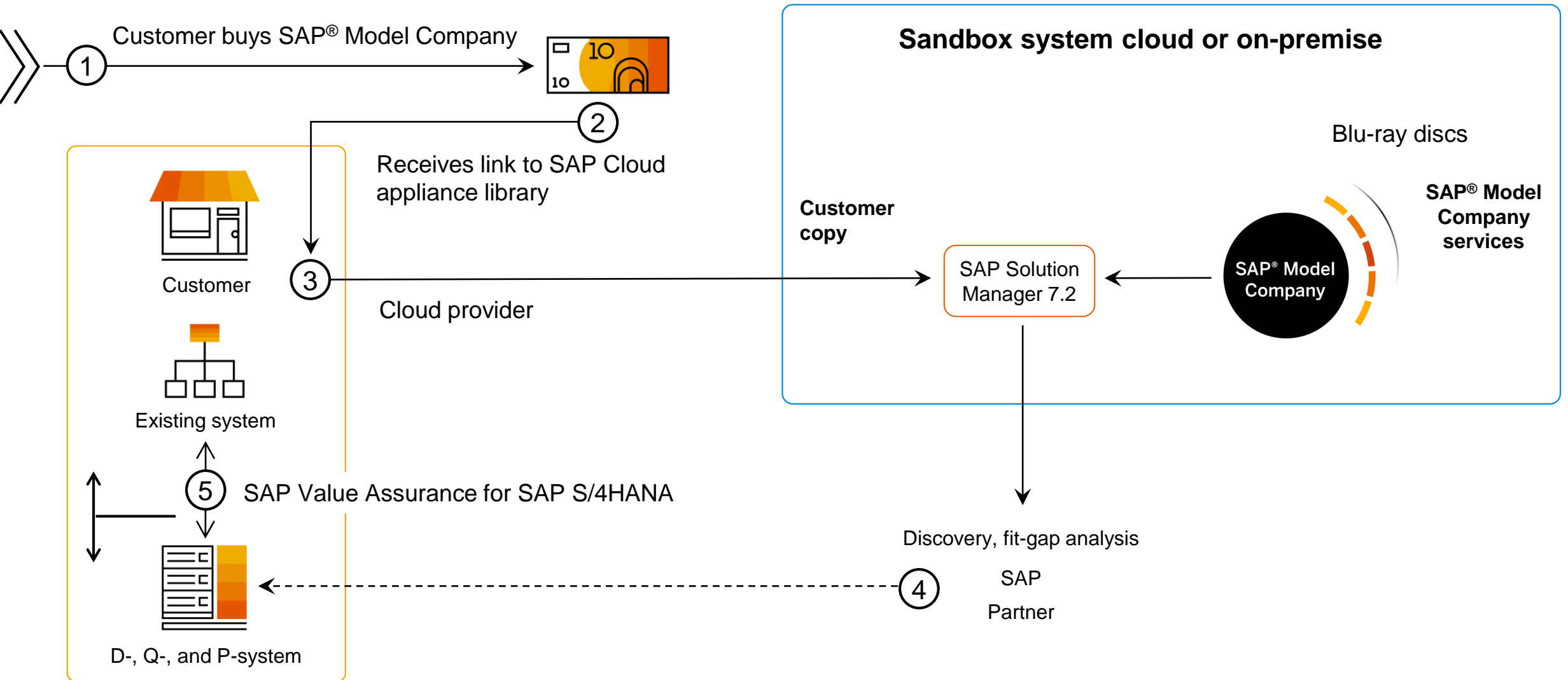
- localization
- industry
- line of business
- ..

Available in 2–4 weeks

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

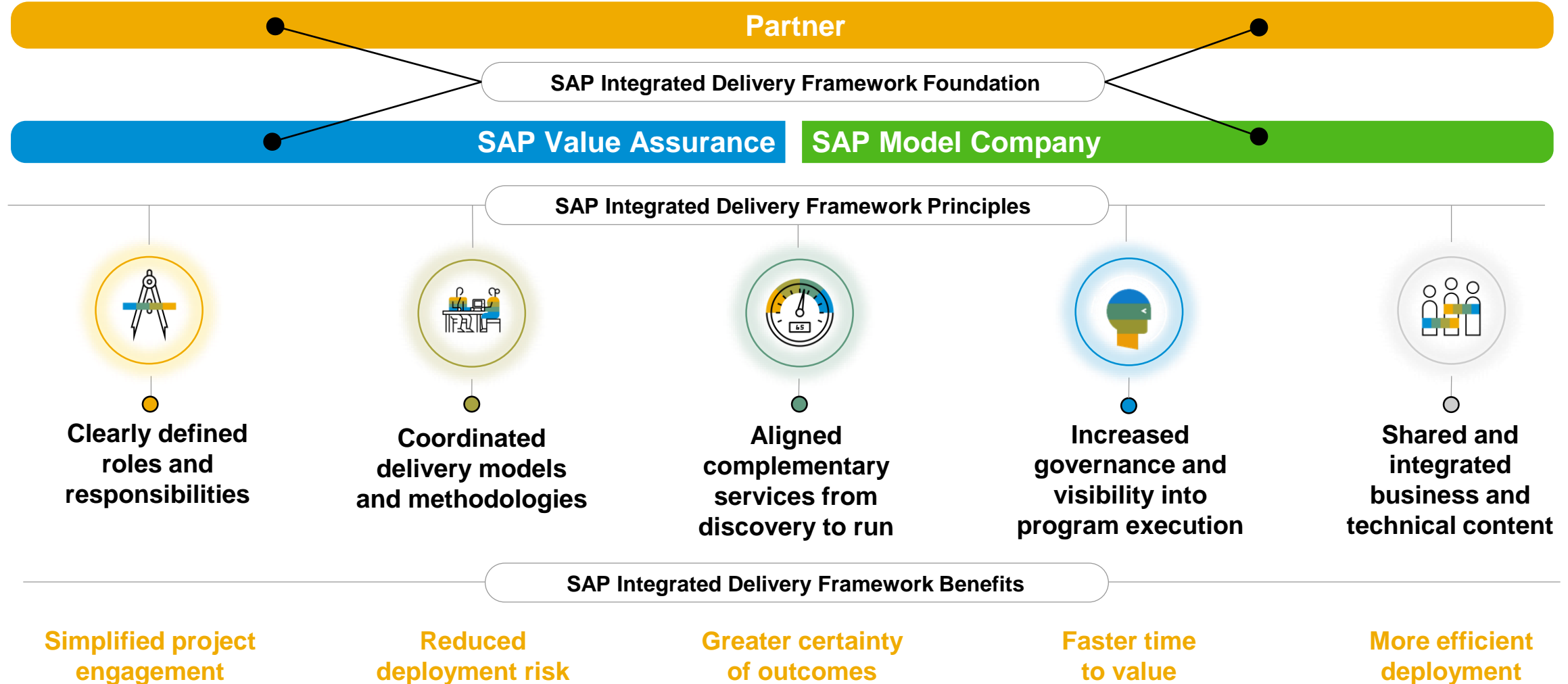
** incl. BP for Multinational Corporations (option) and incl. all choosable S4BP country versions (29 countries)

Fast Customer Delivery Options



Enabling the Experience Company for Best-Run Businesses **with partners**

The SAP Integrated Delivery Framework



Integrated Delivery Frameworks developed with global strategic partners

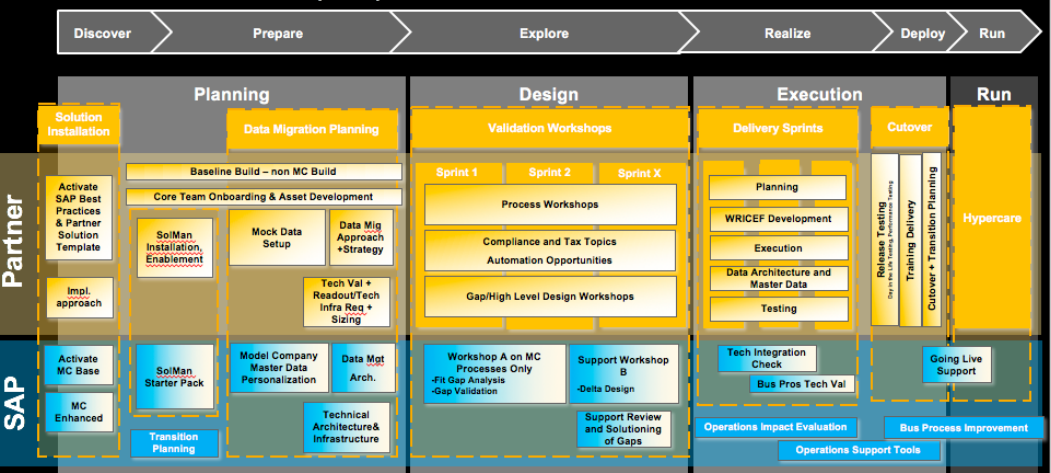
Each Partner-led opportunity has SAP Value Assurance baked-in

- Aligned services plans between respective delivery experts
- Pre-defined Value Assurance frameworks
- Standard / agreed starting point for SAP S/4HANA projects
- Supporting partner qualification for SAP Model Company
- Aligned partner methodology with SAP Activate

Project Phase	Deliverables	Assigned SAP Value Assurance Service	Partner	SAP VA	Cust	Remarks
Prepare	PMO: Standing up PMO Org, Risk Mgmt. & Governance Model		R	C	A	Shared Governance
	Project Schedule, Budget and Management Plans		R	C	A	
	Project Standards and Policies		R	I	A	
	Define OCM Roadmap		R	C	A	
	Define Training Strategy		R	C	A	Partner or Customer responsible
	On-board Project Team		R	I	A	
	Project Team Infrastructure		R	I	A	
	Solution Manager Provisioning/Setup	SolMan Starter Pack	R	C	A	
	Solution Manager Enablement		C	R	A	
	Business Process Master List		R	C	A	
	Solution Scope and Value Determination Confirmation		R	I	A	Scoping and Project Planning Validation for S/4HANA & MC, Technical Validation and Readout. The service can be delivered to plan a project initially or in to review an existing transition planning. SAP & hosting partner (if applicable) responsible for specs - Customer dependent
Explore	Transition Planning Workshop	Transition Planning	C	R	A	
	Technical Infrastructure Requirements and Sizing	Technical Architecture and Infrastructure	C	R	A	
	Current and Planned Landscape Assessment		C	R	A	
	High Level Technical architecture outline/RT of the HANA platform		C	R	A	
	Sizing and Scalability Verification		C	R	A	
	Technical Platform Options Assessment and Verification		C	R	A	
	High Availability & Disaster Recovery, Backup & Recovery		C	R	A	
	Map the systems in the SAP system landscapes to data centers and server hardware		C	R	A	
	Provide service report with findings and recommendations		C	R	A	
	Data Migration Approach and Strategy	Data Migration Architecture	C	R	A	
	High Level Data Migration Assessment		C	R	A	
Run	SAP Supported Data Migration Tools					For production and non-production SAP system landscapes. To be delivered 1-2 weeks after onsite workshop. Data Migration Architecture is involved in both MC and overall project.
	Additional Data Migration Tools					
	Data Migration Requirements					
	Sandbox Environment Preparation					
	Solution Installation					
	SAP Model Company Setup					
	Partner Add-ons Setup					
	Baseline Build - Any items					
	Core Team Onboarding & Training					
	PM Execution, Management					
	Change Impact Analysis					
Hypercare	Process Workshops					Hypercare
	Process Overview					
	Automation Opportunities					
	Compliance and Tax Topics					
	Automation Opportunities					
	Gap/High Level Design Workshops					
	Workshop A on MC Processes Only - Fit Gap Analysis - Gap Validation					
	Support Workshop B - Delta Design					
	Support Review and Solutioning of Gaps					
	Operations Impact Evaluation					
Bus Process Improvement	Operations Support Tools					Bus Process Improvement
	Going Live Support					
	Bus Process Improvement					
	Bus Process Improvement					
	Bus Process Improvement					
	Bus Process Improvement					
	Bus Process Improvement					
	Bus Process Improvement					
	Bus Process Improvement					
	Bus Process Improvement					

SAP Value Assurance perfectly complements partner services

To ensure a successful customer journey to S/4HANA



Solution Partner Framework – the three pillars



Complementary assets

Delivery excellence

Coordinated execution



Asset engineering

Develop assets with SAP Model
Company foundation



Delivery

Integrated Delivery Framework



Governance

Asset roadmap transparency
business plan accountability

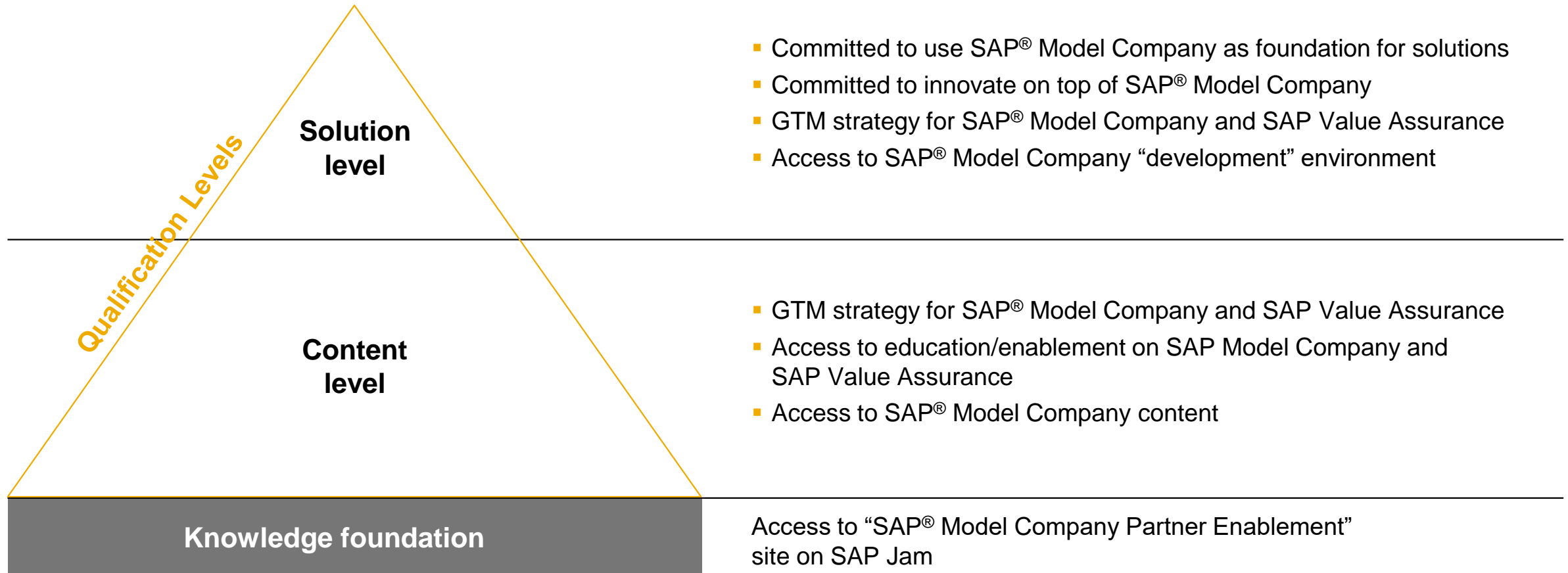
Solution Partner to use SAP Model
Company as an embedded
foundation.

Solution Partner and SAP to jointly
market and deliver partner IP, Model
Company and Value Assurance
services.

Executive sponsorship and
leadership across product,
industry and region.

Two Qualification Levels and Knowledge Foundation

Open to SAP Global Strategic Service Partners only



Continue your SAP TechEd 2019 **Learning Experience**

Join the digital SAP TechEd Learning Room 2019 in [SAP Learning Hub](#)

- Access SAP TechEd **Learning Journeys**
- Discover **related** learning content
- Watch **webinars** of SAP TechEd lectures
- Learn about SAP's latest innovations with **openSAP**
- Collaborate with **SAP experts**
- **Self-test** your knowledge
- Earn a SAP TechEd **knowledge badge**

SAP Learning Hub

open**SAP**



Engage with the **SAP TechEd Community**

Access replays and continue your SAP TechEd discussion after the event within the **SAP Community**



Access replays

- Keynotes
- Live interviews
- Select lecture sessions

<http://sapteched.com/online>



Continue the conversation

- Read and reply to blog posts
- Ask questions
- Join discussions

sap.com/community



Check out the latest blogs

- See all SAP TechEd blog posts
- Learn from peers and experts

[SAP TechEd blog posts](#)

More information



Related SAP TechEd Learning Journeys

- iENT1 - Deliver the Intelligent Enterprise along key end-to-end processes
 - CAA4 - Get to SAP S/4HANA Cloud
 - CAA3 Get to SAP S/4HANA
-

Related SAP TechEd sessions

- CAA105 Check Your System's Readiness for an SAP S/4HANA Conversion
 - CAA114 Paths for Transitioning to SAP S/4HANA
 - CAA121 The Path for Transitioning to SAP S/4HANA Cloud
 - LT109 Find the Right ALM Solution for Your Cloud Journey
-

Public SAP Web sites

- SAP products: <https://www.sap.com/services.html>



Thanks for attending **this session.**



Feedback

Please complete your session evaluation
for **iENT101**.

Contact for further topic inquiries

Abdul Rajbhoy
SAP UK
abdul.rajbhoy@sap.com

Follow us



www.sap.com/contactsap

© 2019 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See www.sap.com/copyright for additional trademark information and notices.