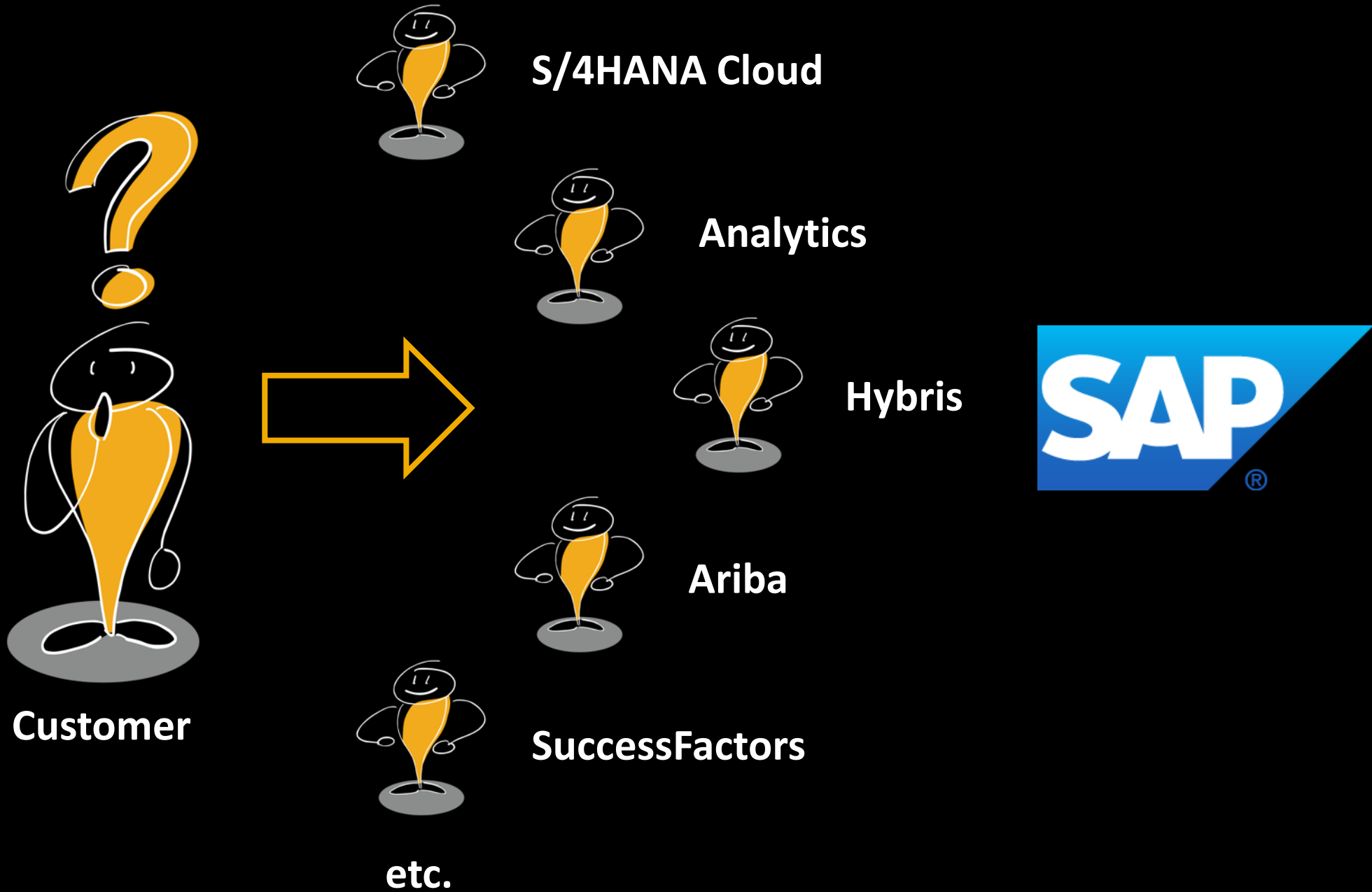
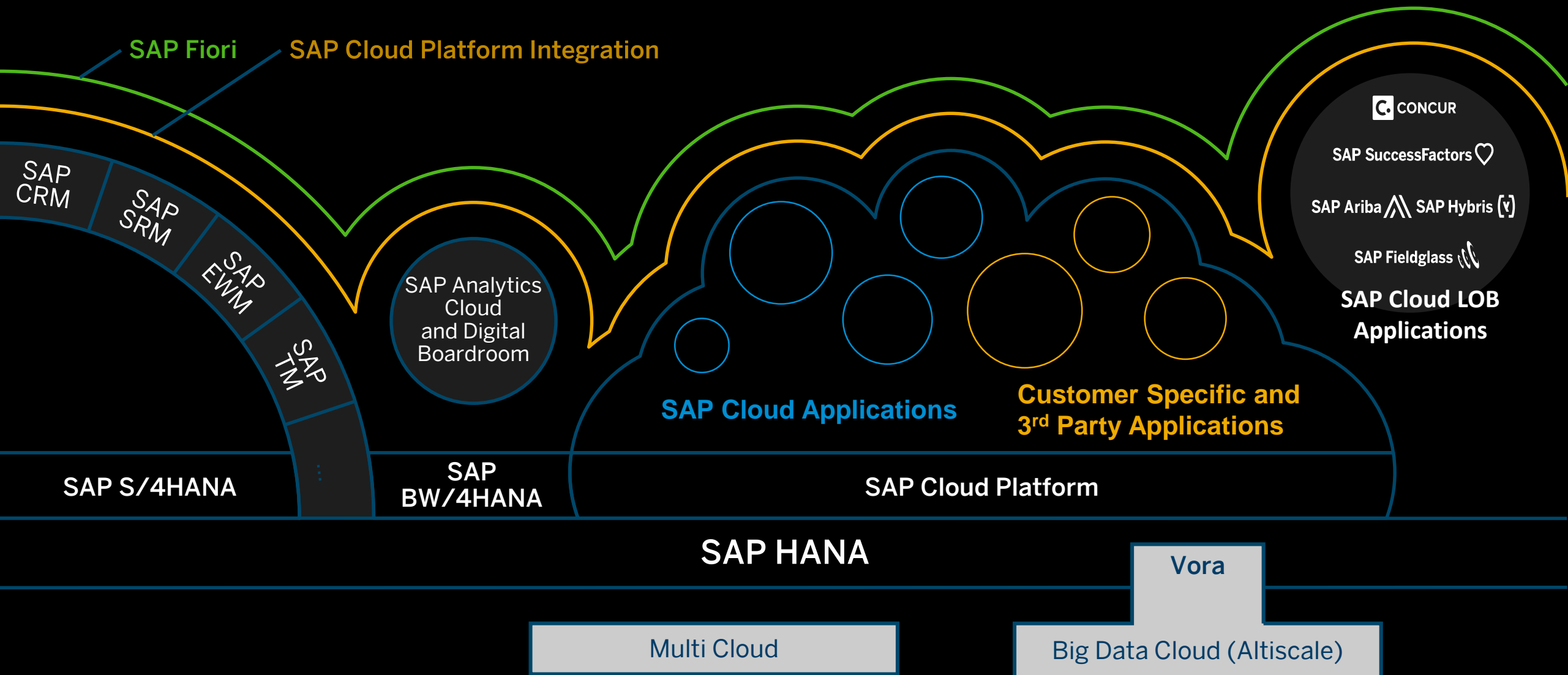


The background of the slide features a woman in profile, wearing a VR headset. She is looking towards the right. The scene is dimly lit with colorful bokeh lights in shades of blue, green, and red. A semi-transparent white box is overlaid on the left side of the image, containing the title and subtitle. On the far left, there are three vertical yellow bars of varying heights.

# SAP Product Strategy & SAP S/4HANA Roadmap

Regional Pre-Sales Expert S/4HANA, SAP





## Embrace Data

Orchestrate data of any volume, velocity, and variety

## Run Businesses

Hyper-automate business processes

Business Intelligence



Mode 1

Mode 2

Data Foundation

## Differentiate Businesses

Intelligently connect people, things, and businesses

## Steer Businesses

Deliver insights to drive strategic decisions

## Embrace Data

Orchestrate data of any volume, velocity, and variety

## Run Businesses

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Business Intelligence

Mode 1

Mode 2

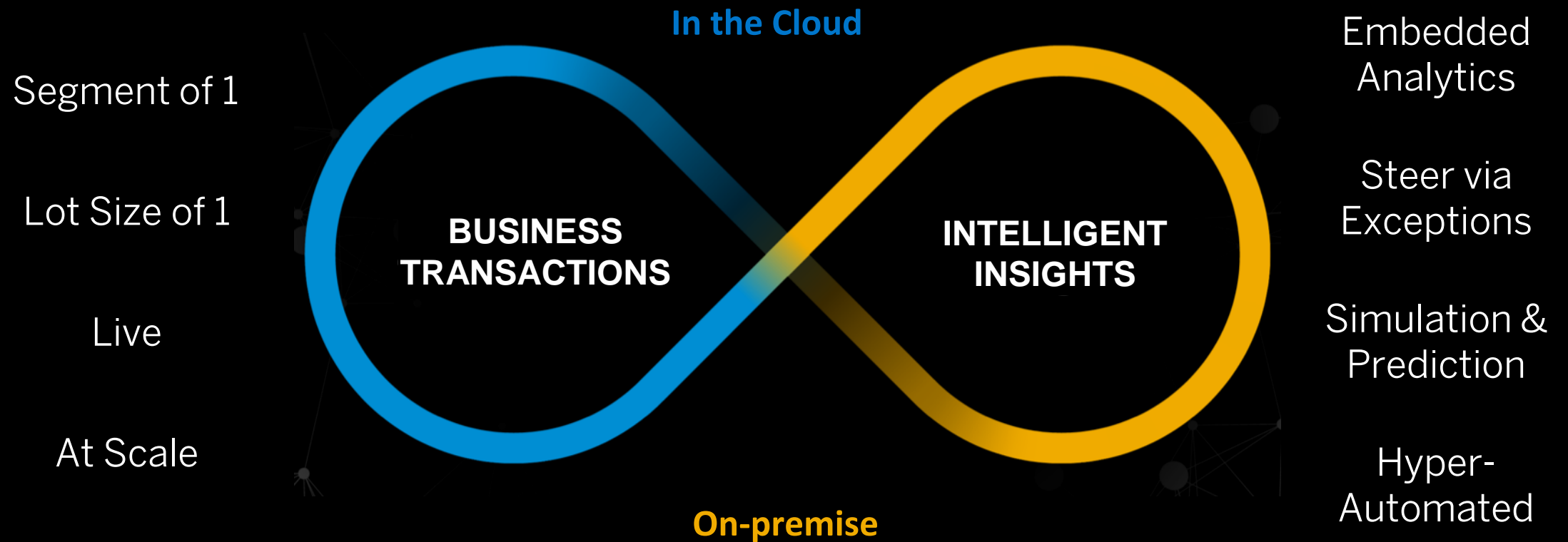
Data Foundation

## Steer Businesses

Deliver insights to drive strategic decisions

## Differentiate Businesses

Intelligently connect people, things, and businesses



**After only  
25 months**

**2700+**  
Projects

**150+**  
references

**1500+**  
on full S/4 scope

**6500+**  
Licensed customers

**90+**  
in SCP

**1.001** 500+ on full S/4 scope  
Live Customers

# SAP S/4HANA Enterprise Management 1610



Advanced Availability to Promise



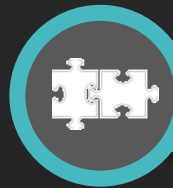
The Fiori UX of SAP S/4HANA



Entire S/4HANA Finance scope to Core



Integrated Extended Warehouse Management



Embedded Software in Product Development



Industry to Core (DIMP, Oil, Retail)



Integrated Quality Management



Simplified Procurement



Effective Order Management & Billing



Optimized Portfolio and Project Management



Real time Inventory Management & Material Valuation



Accelerated Material Requirements Planning

 New innovations

 Existing & enhanced innovations



# SAP S/4HANA Enterprise Management 1709



Machine Learning for automation capability in digital



Predictive Analytics as a system of intelligence



SAP S/4HANA Central Master Data



Integrated Transportation Management



Enhanced Purchase Requisition processing



Maximize Fiori Experience of digital assistance



Integrated Customer Relationship Management



PP/DS Graphical planning board + capacity/shift handling



Embedded Analytics for insights to action



Parallel valuation in Finance



Innovations of Industries in the Core



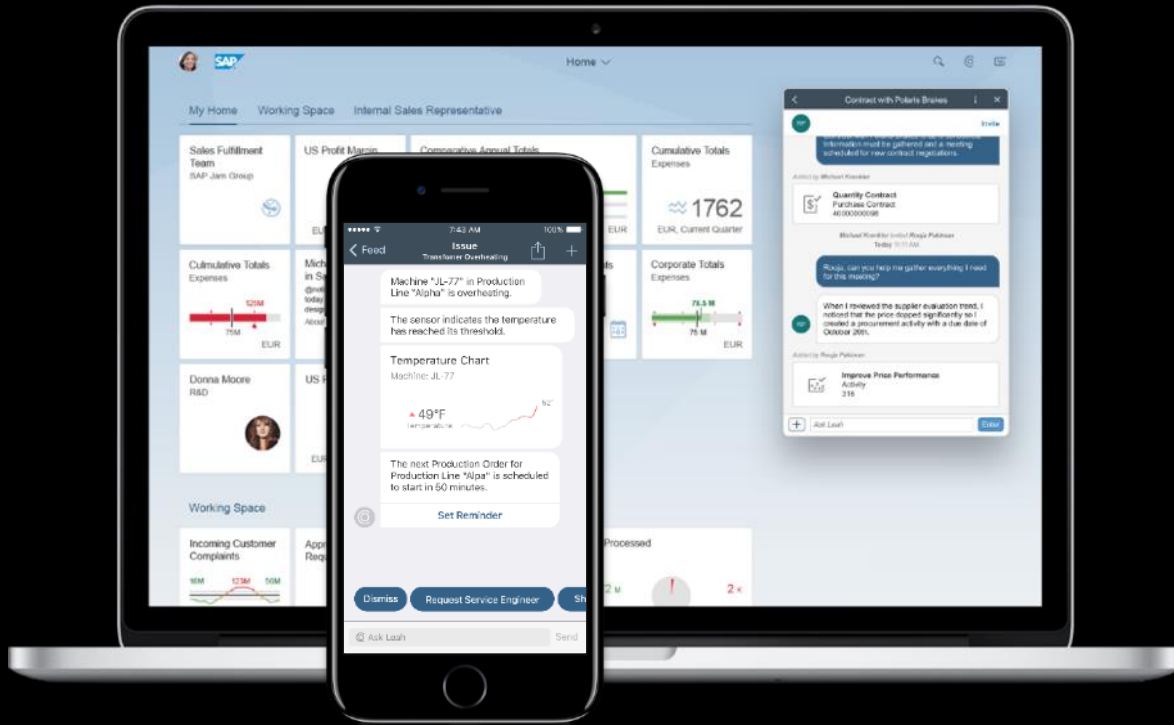
Enhancement of tools to support projects

 New innovations

 Existing & enhanced innovations

# SAP S/4HANA with SAP Leonardo: SAP Co-Pilot

## The Digital Assistant for the Live Enterprise



### Business context awareness

Understanding the business context, and pro-actively suggesting solutions using predictive functionality



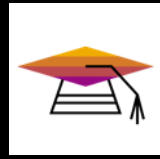
### Conversational (multi-modal) UI

Conversational UI using Natural Language Processing functionality with a focus on the next-gen UX to create a human-like experience



### Cross Applications

Allows seamless transition across platforms; start a task on a mobile device and continue later, on a desktop or vice versa



### Self Learning

Using machine learning functionality to gain knowledge based on historic data, experience, and take action in response to new or unforeseen events



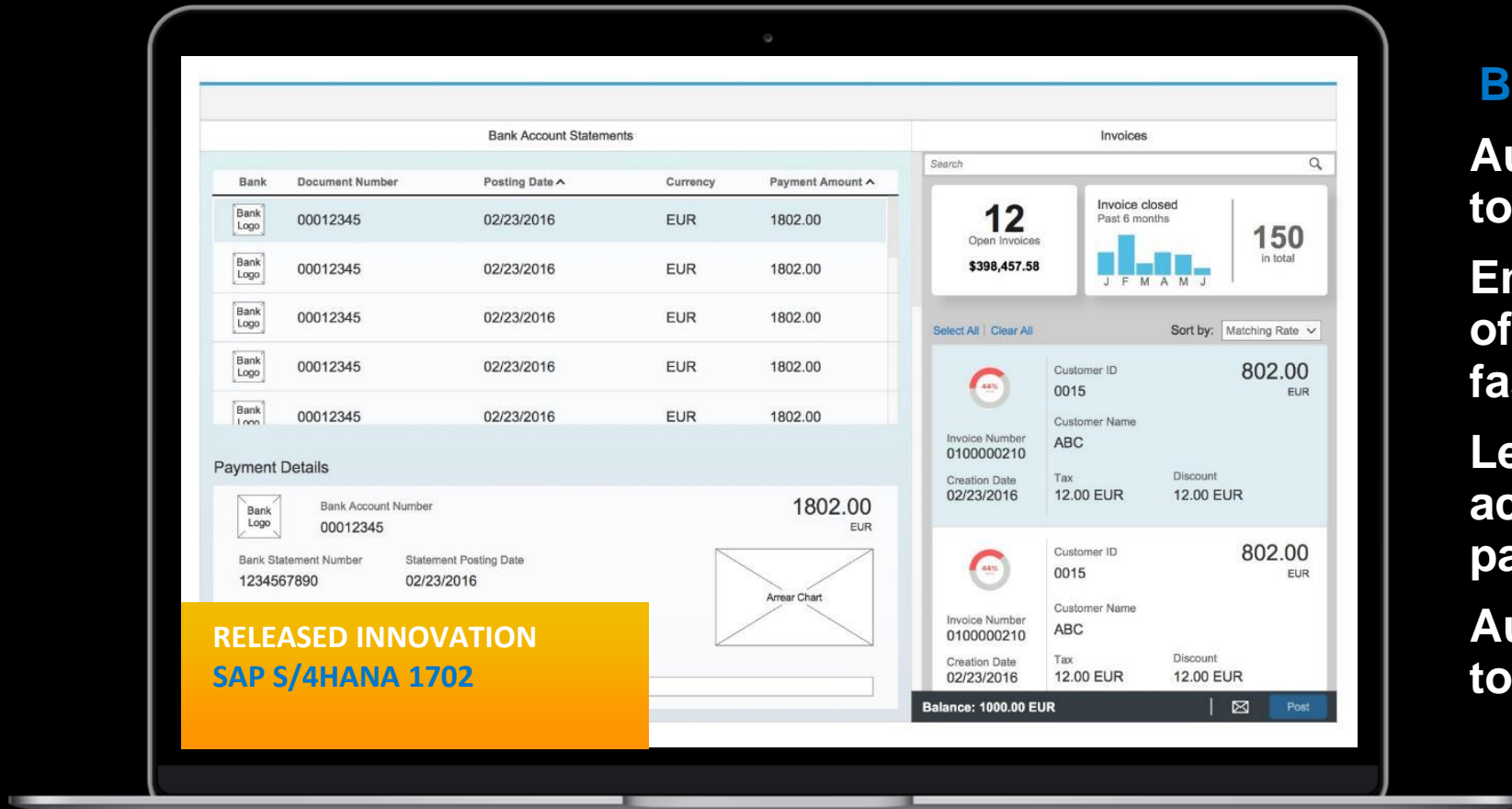
### Simple Access to Enterprise AI Platform

Integration to SAP and Non-SAP Solutions  
Simple access to Natural Language Processing and Machine Learning functionality via APIs

LAB PREVIEW

LAB PREVIEW

# SAP Cash Application by SAP Leonardo



**RELEASED INNOVATION**  
**SAP S/4HANA 1702**

## Business Value in Finance

Automatically match payments to open customer invoices

Enables substantial reduction of labor costs per invoice and faster clearing

Learn from accountants' actions and applies it to future payments

Automation shifts effort towards better service quality.

# S/4HANA with Predictive Analytics Integrator for ML Intelligence

## S/4HANA 1705 in Procurement Contract Consumption

Buyers can proactively manage contracts by predicting expiration or total consumption ahead of time to enable effective negotiations with Suppliers

Type of Contract	Contract	Consumed / Target Value	Supplier	Validity	Validity Status	Approval Status	Approver	Notes	Renew
Value Contract	C0001	150 EUR / 200 EUR	Ample Tech.	Dec 21, 2013 - Mar 06, 2015	Expired	Approved	Michael Scott	(3)	
Quantity Contract	C0002	180 EUR / 200 EUR	iRepair	Dec 21, 2013 - Jun 12, 2016	Valid	Approved	Stefan Barker		
Value Contract	C0003	350 EUR / 300 EUR	ABC	Dec 21, 2013 - Jun 24, 2016	Valid	Approved	Lilly Bristol	(5)	
Quantity Contract	C0004	0 EUR / 0 EUR	XYZ	Dec 21, 2013 - Jun 03, 2016	Valid	Approved	Stefan Denzil		
Value Contract	C0005	300 EUR / 500 EUR	Vendor4	Dec 21, 2013 - Jun 04, 2016	Valid	Approved	Stefan Everett	(1)	
Value Contract	C0006	500 EUR / 800 EUR	Vendor4	Dec 21, 2013 - Jun 02, 2016	Valid	Approved	Stefan Franklin		
Value Contract	C0007	400 EUR / 200 EUR	Vendor4	Dec 21, 2013 - Jun 21, 2016	Valid	Approved	Stefan Harris	(1)	
Value Contract	C0008	200 EUR / 350 EUR	Vendor4	Dec 21, 2013 - Jun 07, 2016	Valid	Approved	Stefan Barnett		
Value Contract	C0009	200 EUR / 350 EUR	Vendor4	Dec 21, 2013 - Jun 24, 2016	Valid	Approved	Stefan Clinton		

RELEASED INNOVATION  
SAP S/4HANA 1705

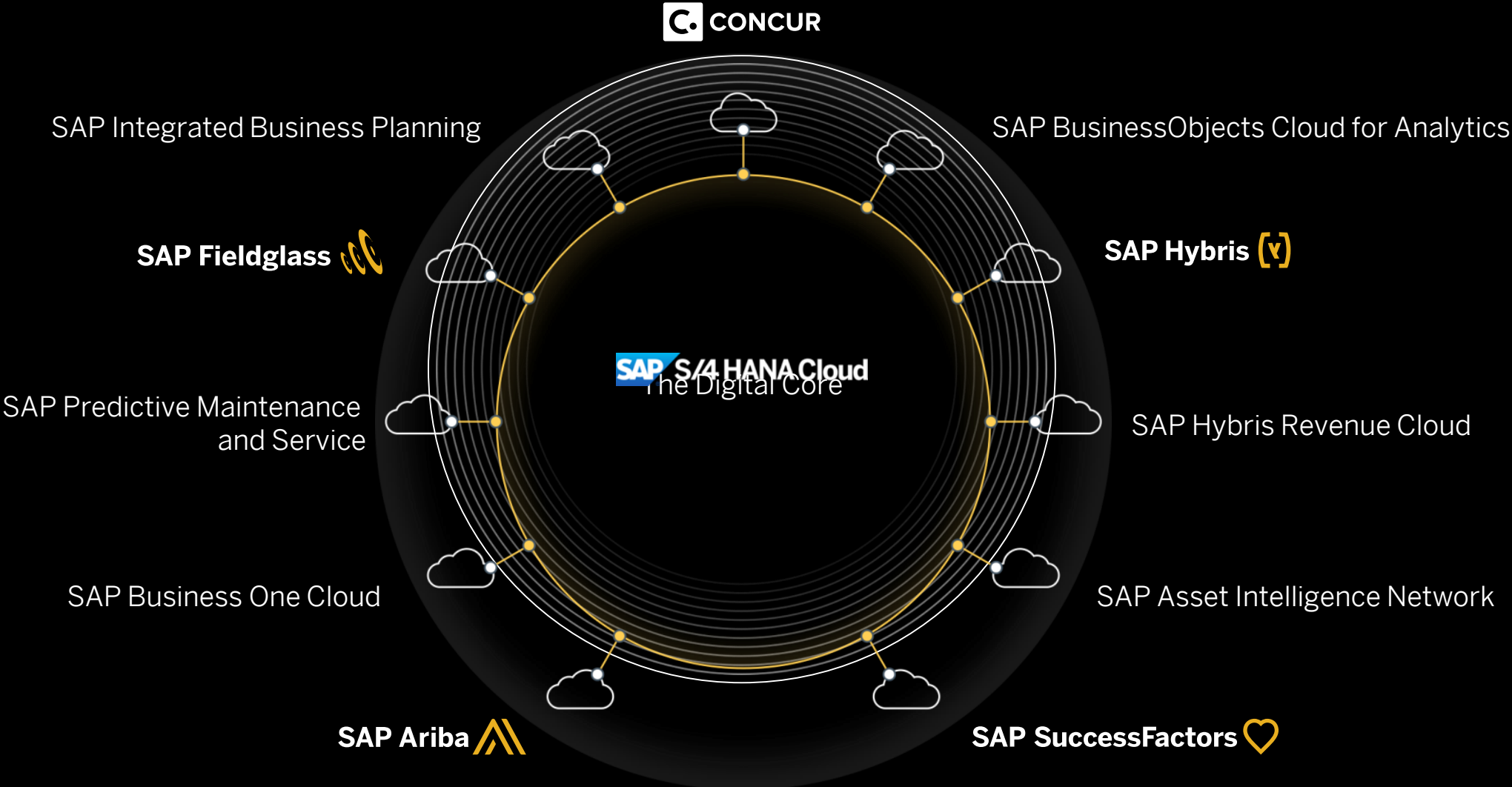
## S/4HANA 1708 in Produce Stock in Transit

By forecasting delayed shipments or stock in transit Stock Managers can take action to mitigate or minimize impact of shipment delays

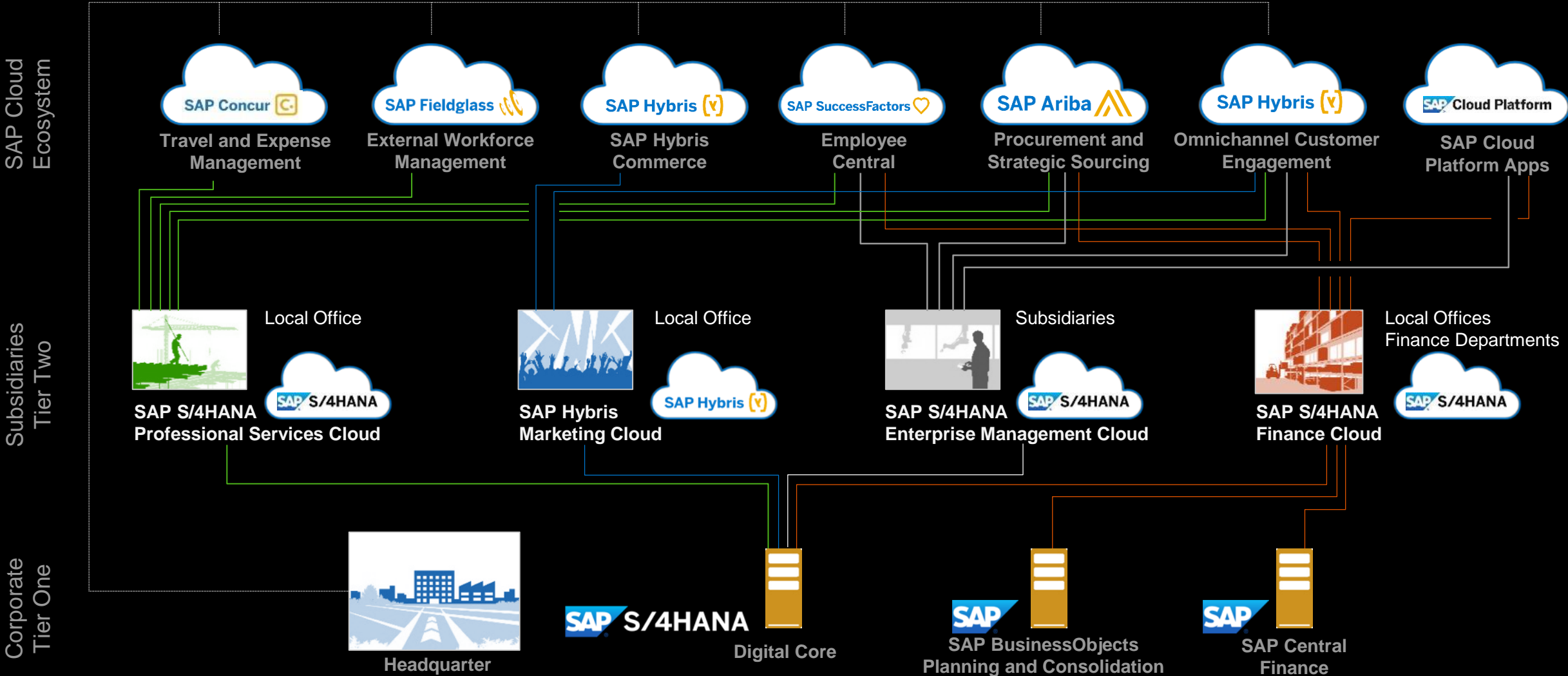
Receiving Plant	Predicted Shipment Days	Status	Title
001) AU10	8	Still ok	Green square icon
05) DE10	4	Inacceptable delay	Red circle with slash icon
05) UK10	9	Longer as planned	Yellow triangle icon
G0001) DE10	4	Still ok	Green square icon
	15	Inacceptable delay	Red circle with slash icon

RELEASED INNOVATION  
SAP S/4HANA 1708/1709

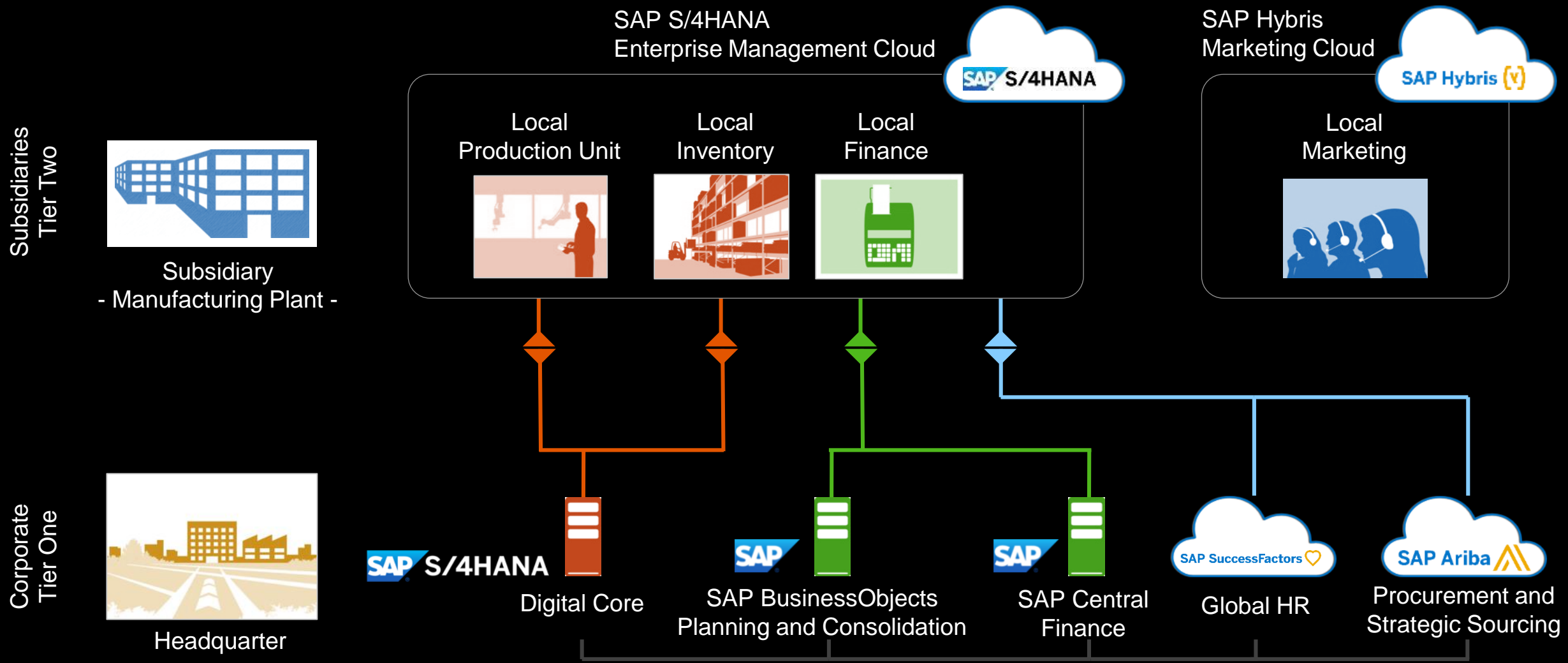
# SAP Cloud Applications



# SAP S/4HANA Cloud: Two-Tier ERP

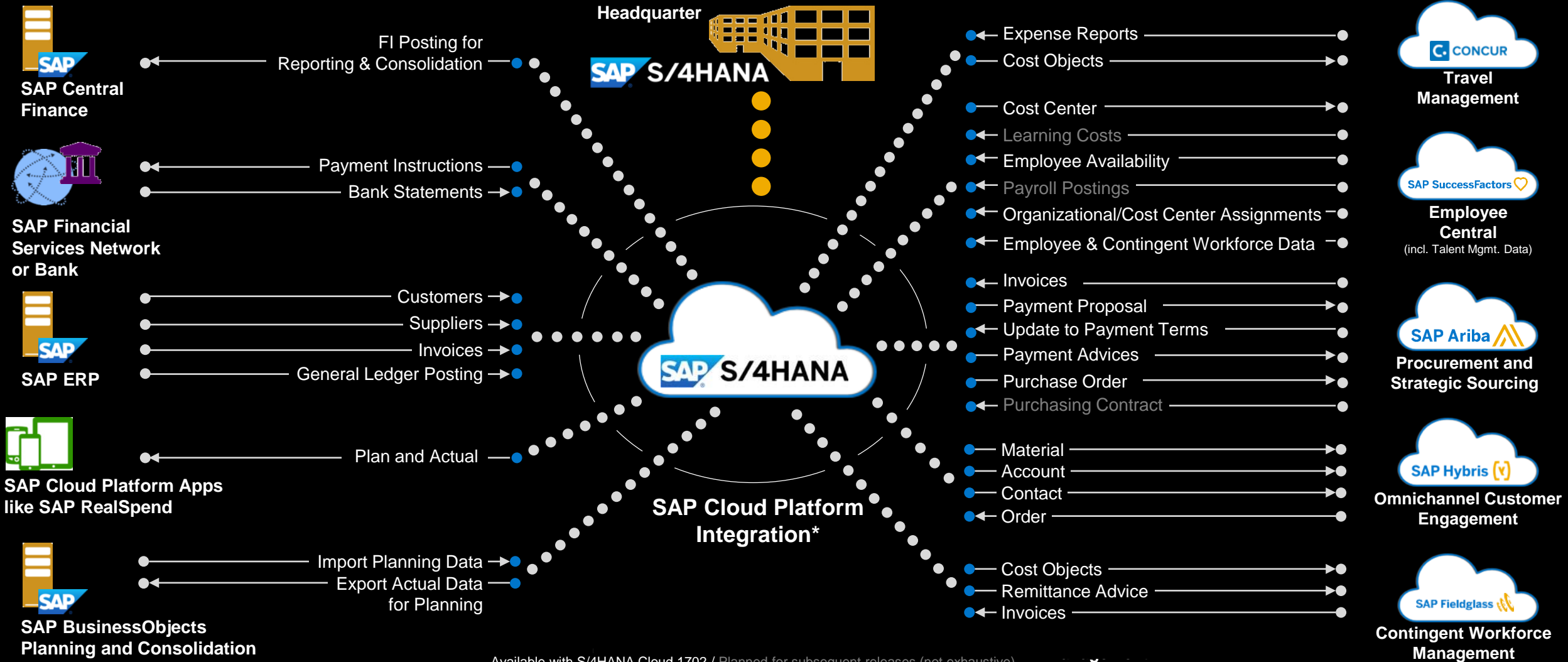


# Two-Tier ERP: Manufacturing Example





# Integration Roadmap for SAP S/4HANA Cloud



Available with S/4HANA Cloud 1702 / Planned for subsequent releases (not exhaustive)



## Embrace Big Data

Orchestrate data of any volume, velocity, and variety

## Run Businesses

Hyper-automate business processes

Business Intelligence



Data Foundation

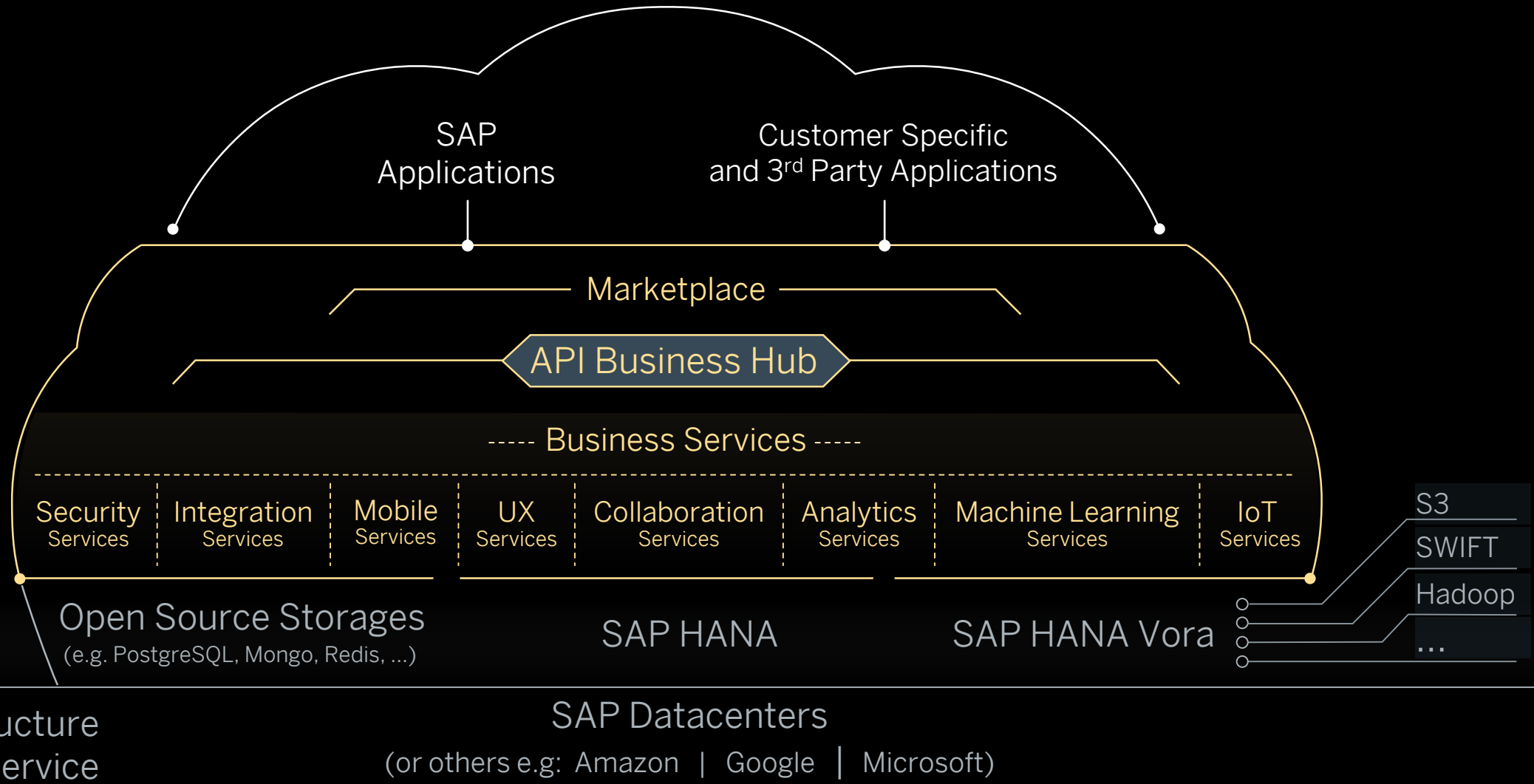
## Differentiate Businesses

Intelligently connect people, things, and businesses

## Steer Businesses

Deliver insights to drive strategic decisions

# SAP Cloud Platform





## Extend

Cloud & On-Premise Apps

Quickly add new functionality to your existing cloud and on-premise apps to optimize your existing investments



## Integrate

Your Apps and Data

Connect your cloud and on-premise apps to eliminate data silos and make digital access simple, secure, and scalable



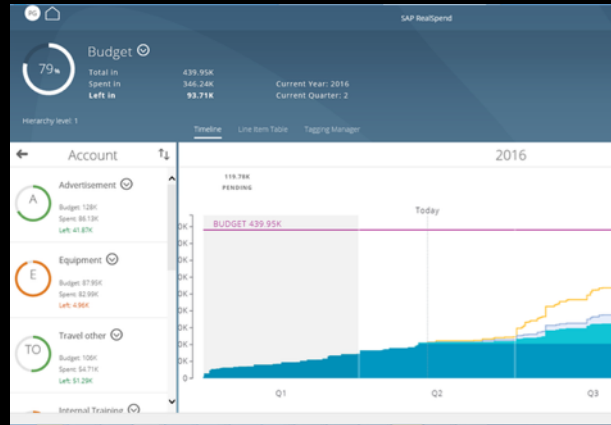
## Build

Brand New Cloud Apps

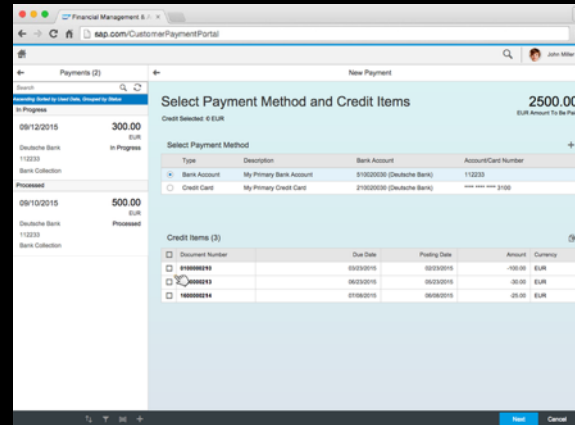
Rapidly build and run new cloud apps to solve new problems, engage new customers, and drive new revenue

# SAP S/4HANA Native Applications built on SAP Cloud Platform

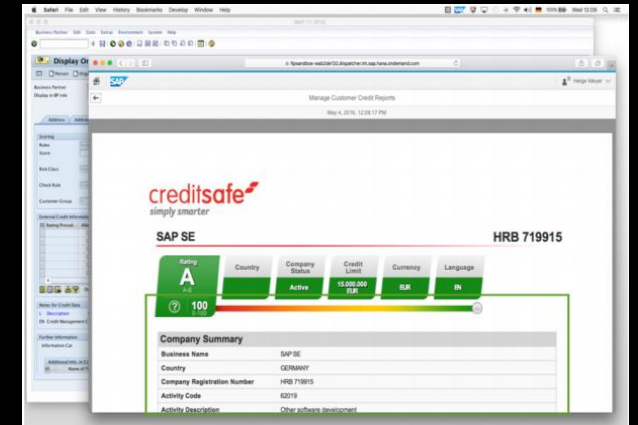
SAP RealSpend



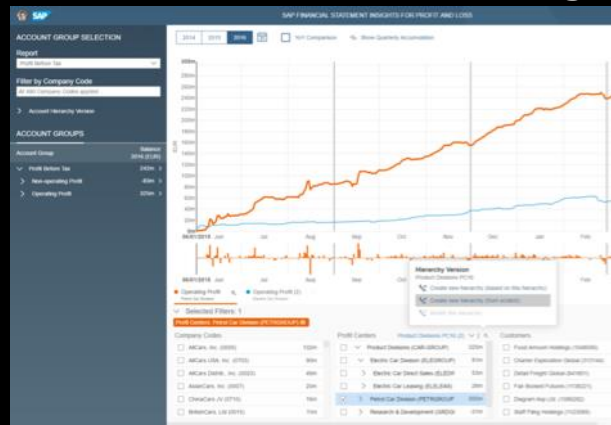
SAP S/4HANA Finance Cloud for customer payments



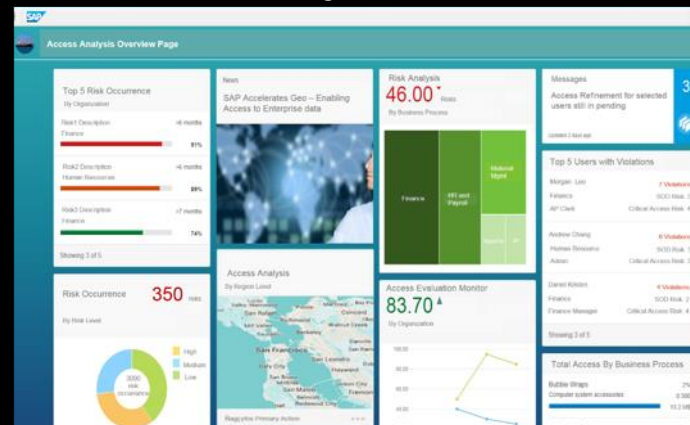
SAP S/4HANA Finance Cloud for credit integration



SAP Financial Statement Insights



SAP Cloud Identity Access Governance



SAP Cloud for Real Estate



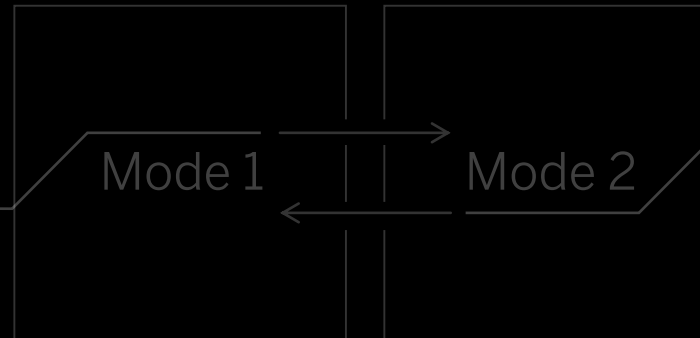
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Business Intelligence



## Differentiate Businesses

Intelligently connect people, things, and businesses

Data Foundation

## Steer Businesses

Deliver insights to drive strategic decisions

# Seamless Integration of Machine Learning and Analytics Offering

Other SAP Analytics products: SAP Predictive Analytics, SAP BusinessObjects Cloud, SAP BusinessObjects BI, ...



  
ANALYT.  
LIST  
PAGE\*

  
SAP  
SMART  
BUSINESS  
KPI'S AND  
ANALYSIS  
PATH

  
MULTI-  
DIMENSIONAL  
REPORTS

  
QUERY  
BROWSER

  
ANALYTICAL  
FIORI APPS

  
VIEW/QUERY  
DESIGNER

VIEW  
BROWSER

SAP FIORI  
KPI MODELER


  
ABAP  
FOR ECLIPSE

SAP  
Leonardo  
Machine  
Learning

  
Spend off-  
contract

  
Incoming  
Sales Order

  
PO Avg. Delivery  
Time

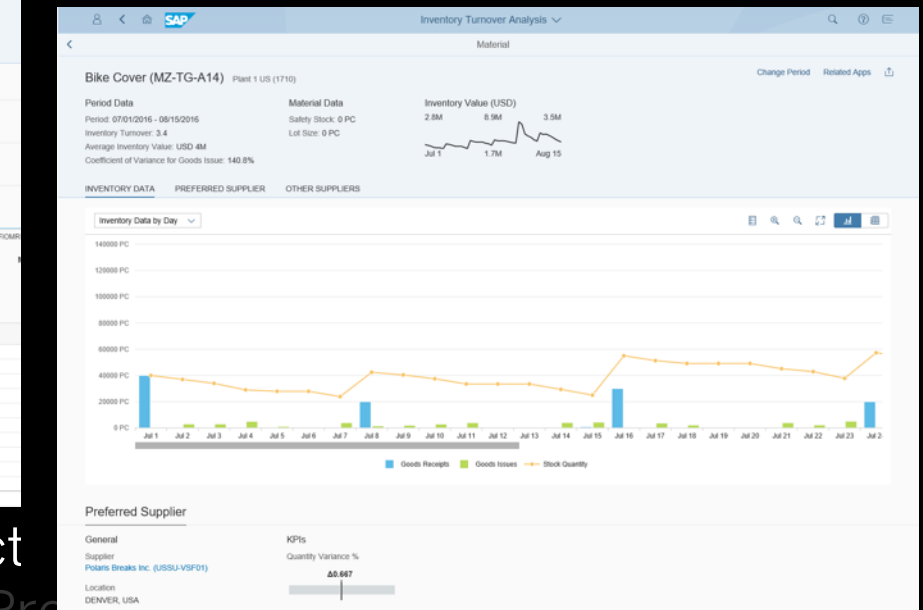
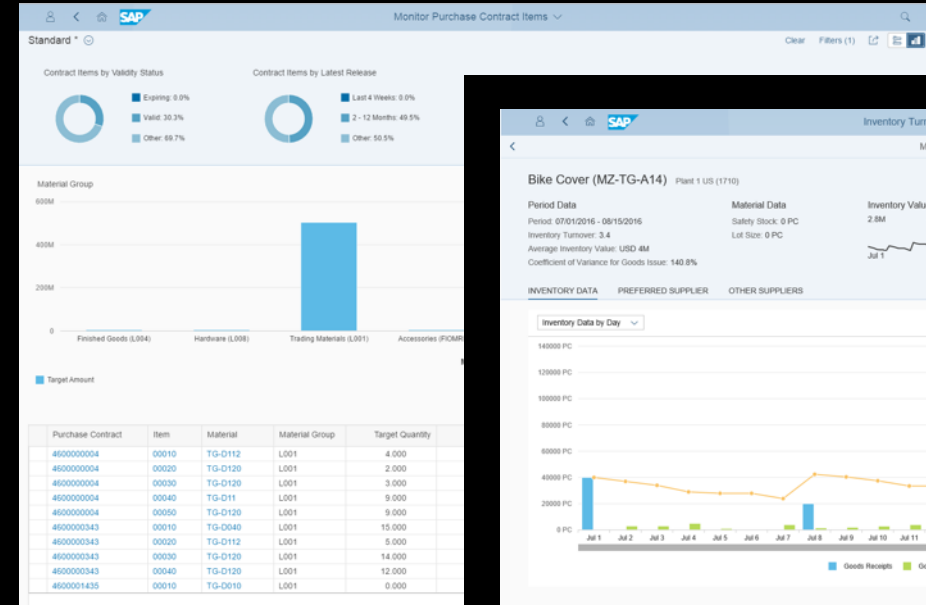
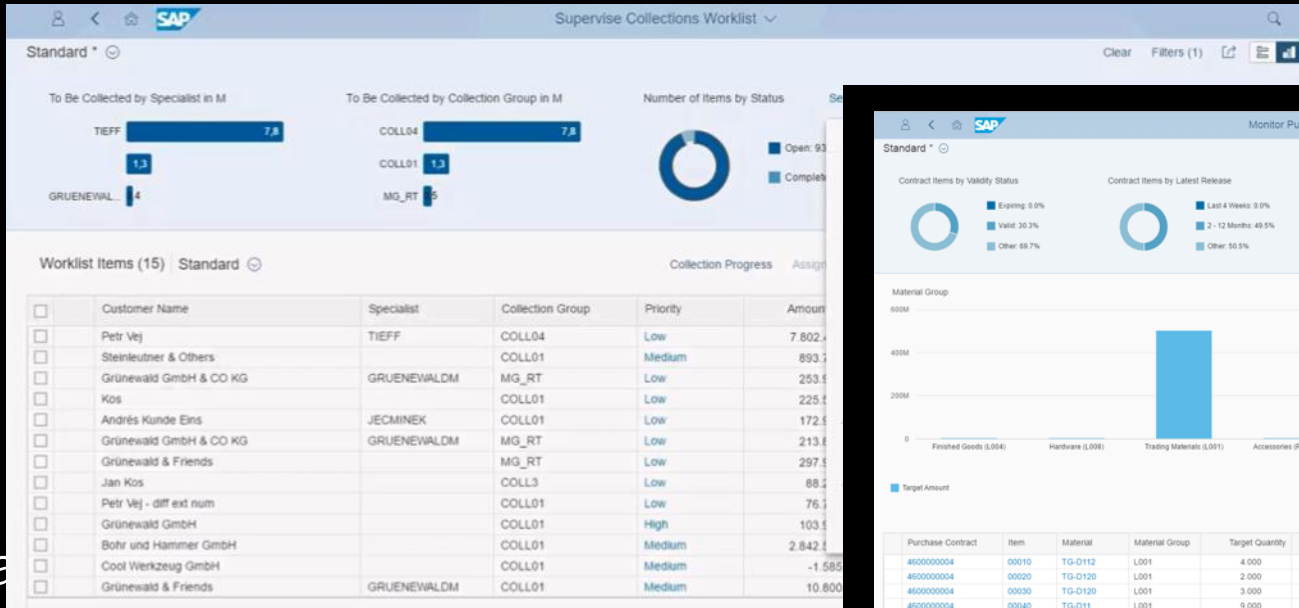
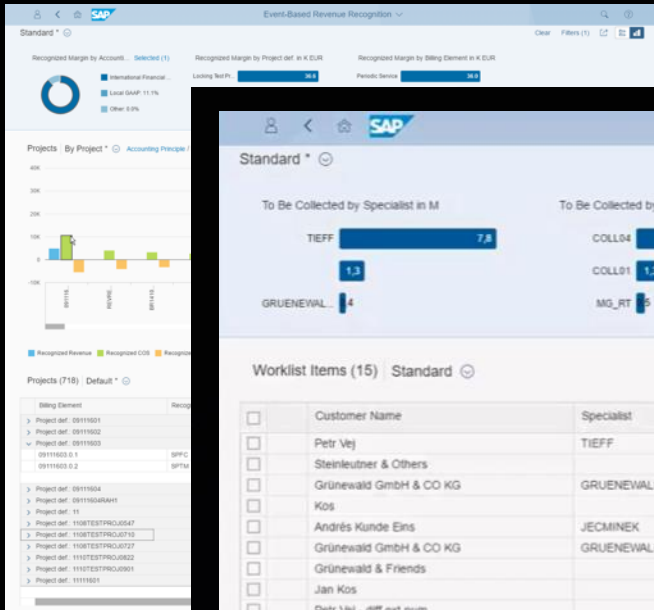
  
Non-managed  
purchasing spend

  
.....

SAP S/4HANA  
Virtual Data Models

SAP BW  
on HANA

# Steer with S/4HANA via Embedded Analytics



Event Based

Supervise Collections Worklist

Monitor Contract

Inventory Turnover Analysis

# SAP's Modular Suite

## SAP Cloud Platform Integration

SAP Fiori

SAP Applications

CONCUR

SAP Ariba SAP Hybris

SAP SuccessFactors

SAP Fieldglass

SAP S/4HANA

SAP BW/4HANA

SAP Cloud Applications

BusinessObject Cloud & Digital Boardroom

Customer Specific and 3rd Party Applications

Marketplace

API Business Hub

Business Services

Security Services

Integration Services

Mobile Services

UX Services

Collaboration Services

Analytics Services

Machine Learning Services

IoT Services

SAP Cloud Platform

SAP HANA

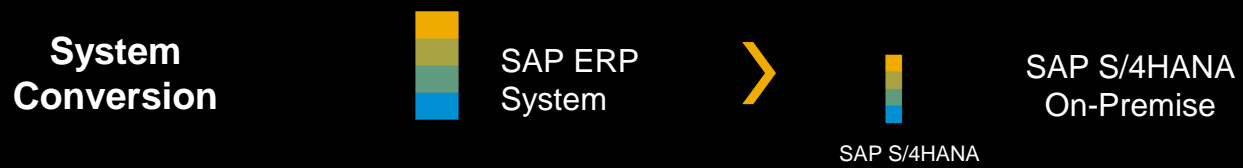
SAP HANA

SAP Vora

S3 • SWIFT • Hadoop



# Transition to SAP S/4HANA



## Bring your business processes to the new platform

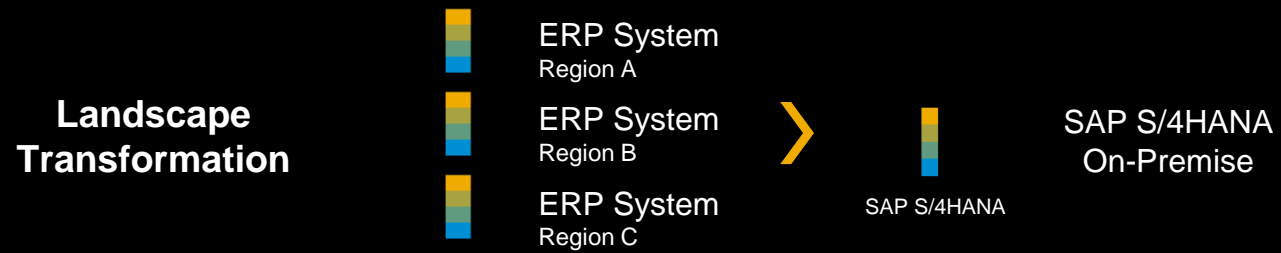
- A complete technical in-place conversion of an existing SAP Business Suite ERP system to SAP S/4HANA.
- Adopt new innovations at your speed



## New implementation / re-implementation

### latest innovations

- Implement innovative business processes with best-practice content on a new platform
- Perform initial data load
- Retire old landscape



## Value driven data migration to the new platform

e.g. consolidation of current SAP Business Suite landscape into one global SAP S/4HANA system or selective data migration based on legal entities

# Thank you.

Pre-Sales Expert SAP S/4HANA, SAP SE

<mailto:stefan.batzdorf@sap.com>

Linkedin: <https://de.linkedin.com/in/stefan-batzdorf-6b4348ba>



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