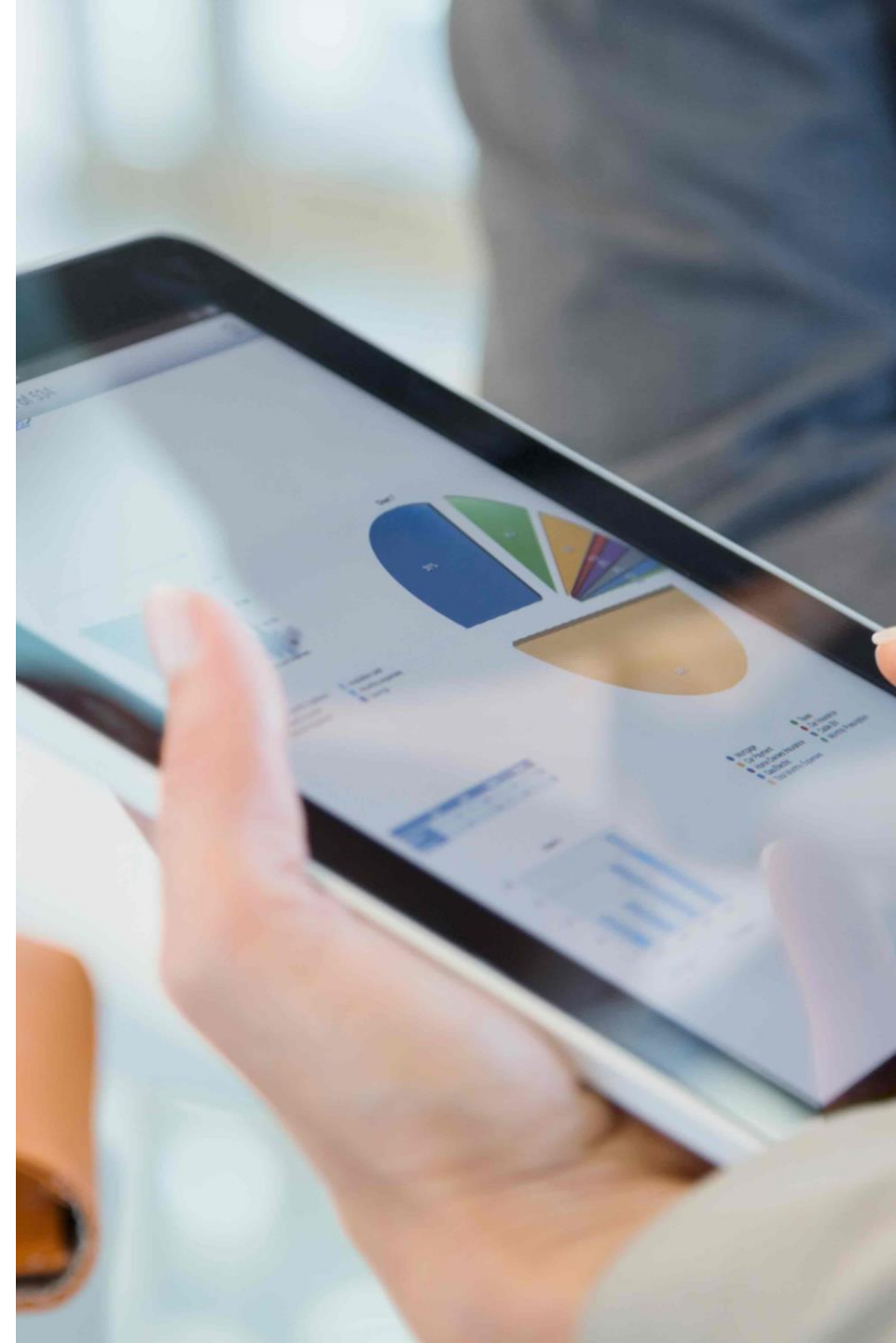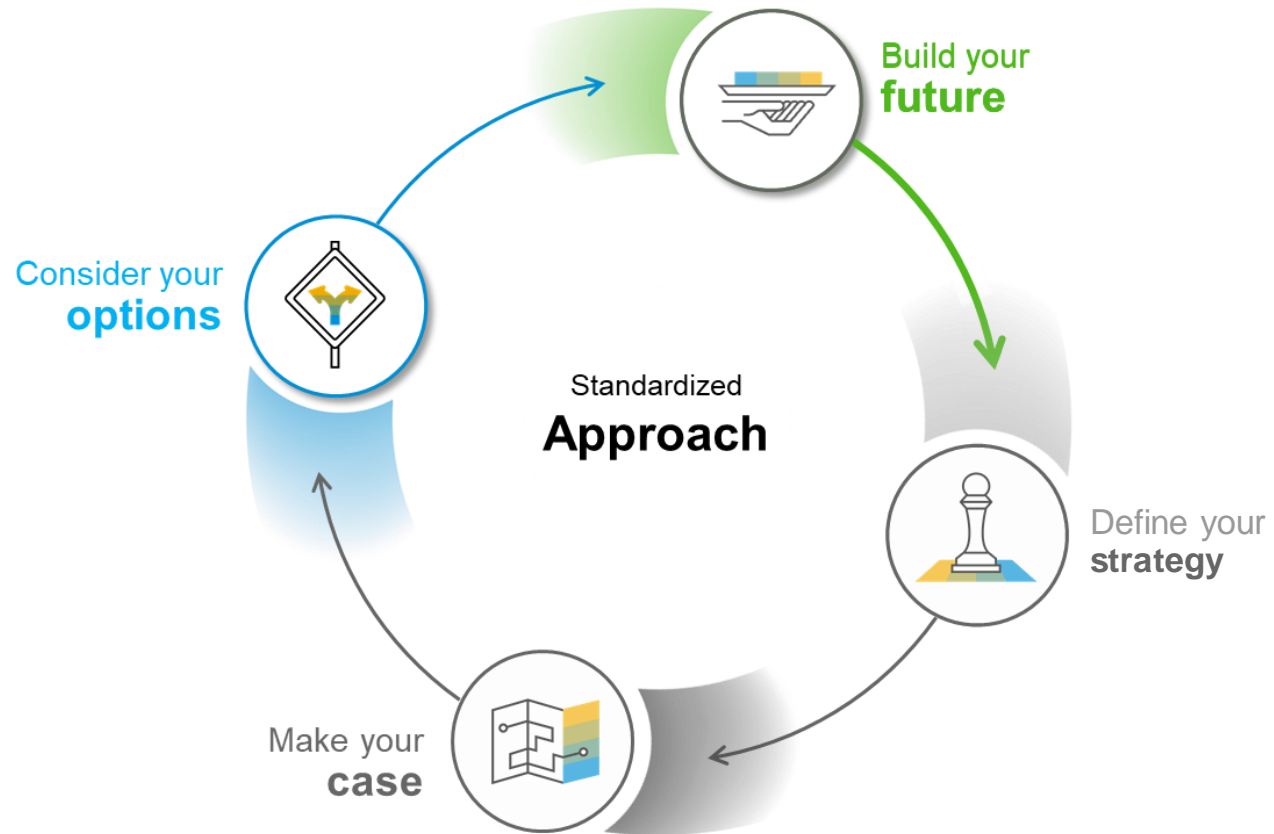# Prepárese Para el Exito con SAP S/4HANA
ERP Inteligente

Angélica Bedoya
Marzo 2020

THE BEST RUN **SAP**

Start your move to SAP S/4HANA now

Build your **future**

Consider your **options**

Standardized **Approach**

Define your **strategy**

Make your **case**

S/4HANA Transition Approach
Different approaches to move to SAP S/4HANA

Type	Approach	Available for	Purpose
Reusing by in-place conversion	**System conversion**	SAP ERP system → SAP S/4HANA	**Bringing your business processes to the new platform**
Reengineering with data migration — Standardized / Customer tailored	**New implementation**	SAP ERP or third-party system(s) → SAP S/4HANA / SAP S/4HANA Cloud	**New implementation/reimplementation** Reengineering and process simplification based on latest innovations
	Selective Data Transition	SAP ERP or third-party system(s) → SAP S/4HANA	**Value-driven data migration to the new platform** You need more than master data and open items, i.e. transactional data, complete or selected, migrate a selection of data

START your Move
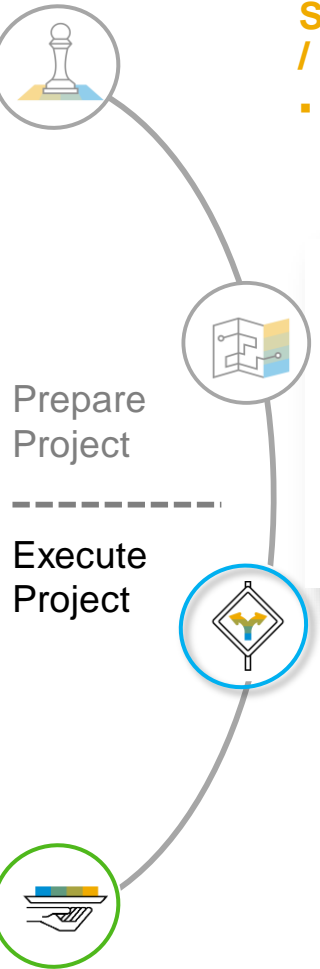
S/4HANA Transition Approach / Deployment Options

- Match your business objectives to possible transition path and destinations

Implementation Approach

System Conversion — New Implementation — Selective Data Transition

Small / Midsized Large | Large Strategic
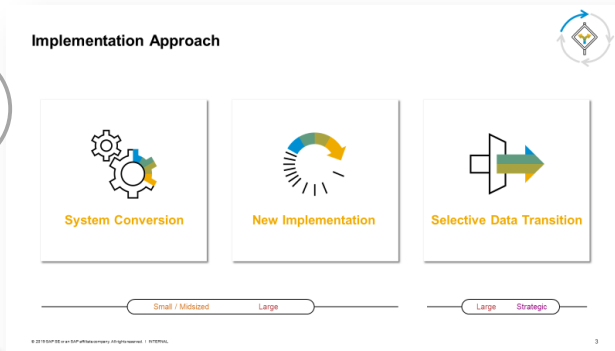
SAP Intelligent Tools

- Reduce TCI for conversion as well as new implementation
- Based on concrete customer and partner feedback

SAP Intelligent Tools

For New Implementation

For System Conversion

Small / Midsized Business Large Customers Strategic Customers
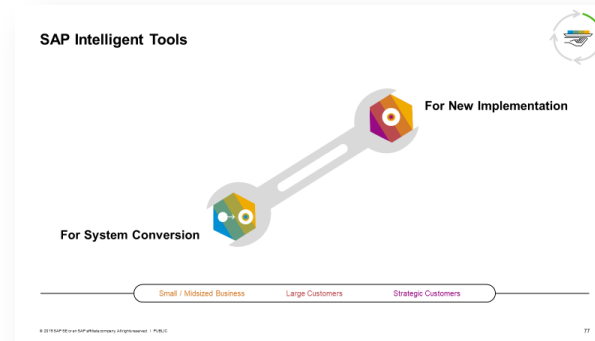
Project Methodologies

- Customers need to decide whether they want to go with SAP as prime implementation lead or with a SAP partner

Project Methodologies

SAP-led Project | Partner-led Project

Large Strategic | Small / Midsized Large Strategic
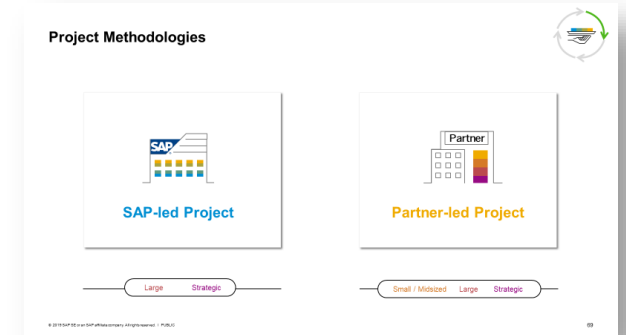
Supporting Services

- SAP offers different services that help to make the customers transformation project a success
- Offerings available for all project phases

Services

SAP Value Assurance | SAP Model Company | General Business Solution Packages | Partner Conversion Factories | Customer Care Program & RIG

Small / Midsized Large Strategic | Small / Midsized | ALL
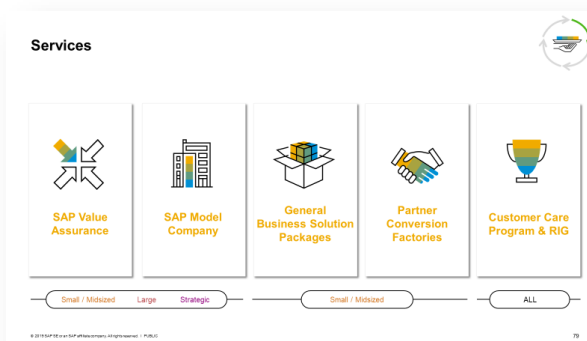
Enablement Offerings

- We offer different enablement sessions in context of SAP S/4HANA
- Virtual sessions bring low effort for customers

Enablement Offerings

10 Steps to SAP S/4HANA | 5 Steps to SAP Fiori for S/4HANA

Small / Midsized Business Large Customers Strategic Customers

Prepare Project

Execute Project
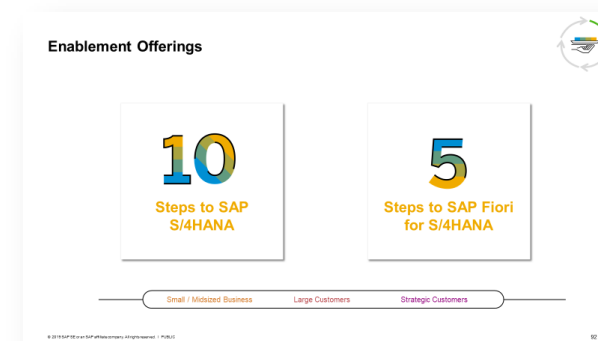
How SAP Services will Simplify and Accelerate Your SAP S/4HANA Journey

The right SAP S/4HANA engagement model for you

By taking advantage of SAP's unique **expertise**, a **systematic outcome driven approach**, and **industry practices** you implement a high performing, sustainable solution for any of your future innovations.

Customer- / Partner-led

with
SAP Value Assurance

- SAP supports and safeguards the project led by you or your partner

- Plan, accelerate and safeguard your on-premise or cloud implementation with SAP

- SAP expertise promotes optimal risk management

- SAP Model Company as the foundation for acceleration, standardization, and innovation of your SAP S/4HANA transition
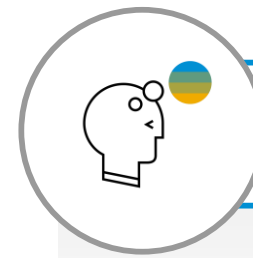
SAP-led

with
SAP Advanced Deployment

- SAP leads your strategic transformation in an end to end turnkey engagement

- Ideate, innovate and realize your new digital core with SAP services

- SAP Model Company as the foundation for acceleration, standardization, and innovation of your SAP S/4HANA transition

Service Packages | HOW?

Packaged combination of services focused specific customer business challenges

Consider your options

Build your future

Standardized Approach

Define your strategy

Make your case

Ready To Use Assets

Clear Value Proposition

Defined Pricing

Fixed & Adjustable Scope

Global & Regional Focus

Enabling the Experience Company for Best-Run Businesses with Partners

The SAP Integrated Delivery Framework

Partner

SAP Integrated Delivery Framework Foundation

SAP Value Assurance   **SAP Model Company**

SAP Integrated Delivery Framework Principles

Clearly defined roles and responsibilities

Coordinated delivery models and methodologies

Aligned complementary services from discovery to run

Increased governance and visibility into program execution

Shared and integrated business and technical content

SAP Integrated Delivery Framework Benefits

Simplified project engagement

Reduced deployment risk

Greater certainty of outcomes

Faster time to value

More efficient deployment

Supporting Services

SAP Value Assurance

- Provides **systematic approach** to **accelerating digital transformation** with minimal risk
- Includes **tailorable services packages** with long-term, highly accountable, and flexible solutions designed to **simplify each phase of** the **deployment** of SAP S/4HANA.

SAP Model Company

- Provides **preconfigured, ready-to-use** and **end-to-end reference solutions** for different **industries** or line of business
- **Simplification** and **acceleration** of the preparation, exploration, realization, and deployment **phases** of migration to **SAP S/4HANA.**

SAP Integrated Delivery Framework

- **Integrated solutions** leveraging SAP market leading software and innovations, **together** with a **SAP partner's** intellectual property
- Available for **System Conversions** and **New Implementations.**

Training and Enablement

- Help to gain, enhance or improve **skills to use and adopt S/4HANA functionalities**
- Focuses on an **affordable**, efficient and scalable **customer adoption pace model**, giving the customer a **predictable outcome**

Customer Care Program & RIG

- The S/4HANA **Customer Care (CC) Program** and Regional Implementation Group (**RIG**) support customers in product-related clarifications and share implementation experiences to achieve a successful go-live.
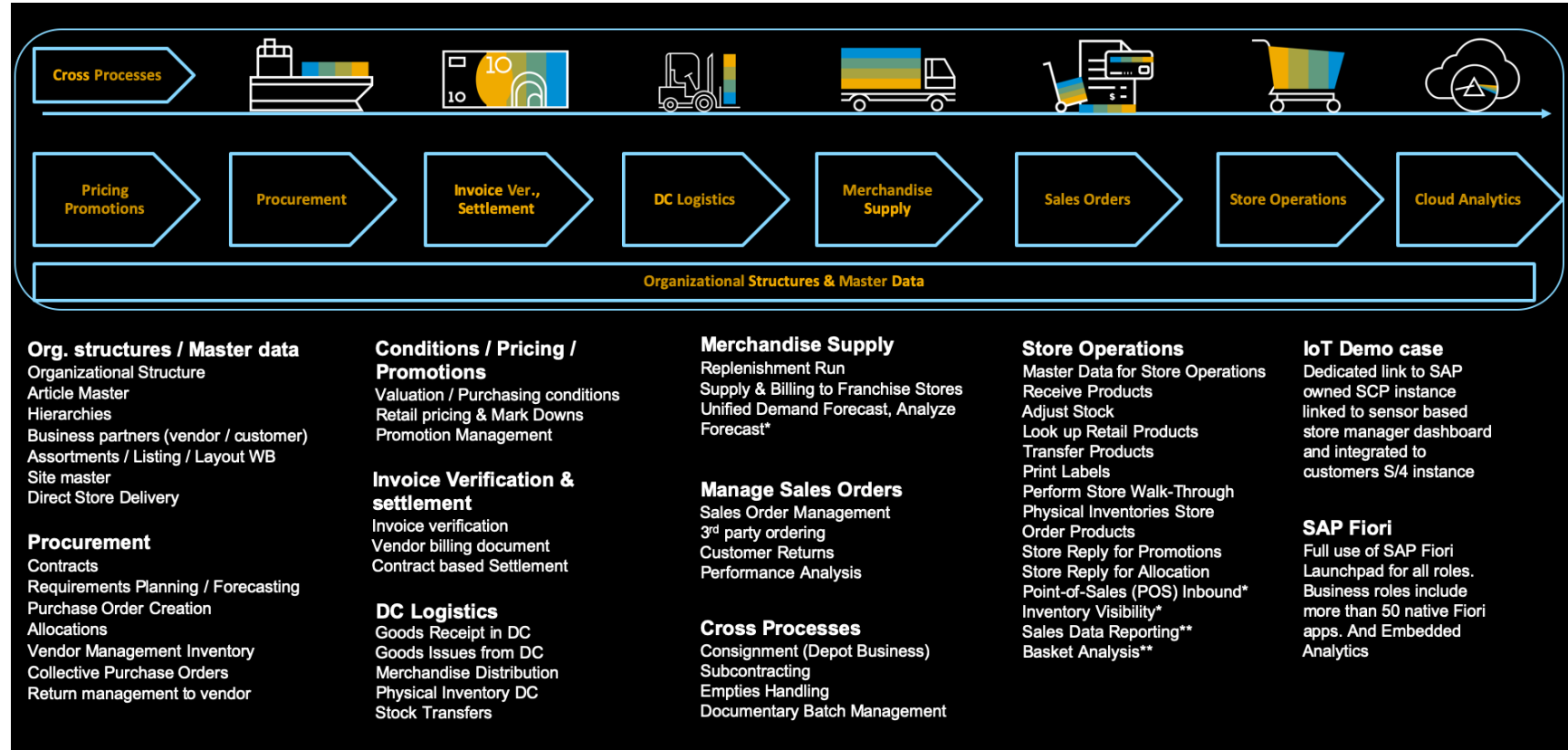- **CC/RIG starts** with the S/4HANA project planning phase and **ends** with the **project go live plus hyper-care.**

SAP Model Company characteristics

SAP Model Company characteristics:

- End-to-end processes

- Tailored to industry/LoB

- Multiple applications

- Ready to run as appliance through AWS,
on premise, SAP HANA Enterprise Cloud

- Showcases the Internet of Things, Big Data, user experience

- Delivered by SAP Digital Business Services as a service

Cross Processes

Pricing Promotions → Procurement → Invoice Ver., Settlement → DC Logistics → Merchandise Supply → Sales Orders → Store Operations → Cloud Analytics

Organizational Structures & Master Data

Org. structures / Master data
Organizational Structure
Article Master
Hierarchies
Business partners (vendor / customer)
Assortments / Listing / Layout WB
Site master
Direct Store Delivery

Procurement
Contracts
Requirements Planning / Forecasting
Purchase Order Creation
Allocations
Vendor Management Inventory
Collective Purchase Orders
Return management to vendor

Conditions / Pricing / Promotions
Valuation / Purchasing conditions
Retail pricing & Mark Downs
Promotion Management

Invoice Verification & settlement
Invoice verification
Vendor billing document
Contract based Settlement

DC Logistics
Goods Receipt in DC
Goods Issues from DC
Merchandise Distribution
Physical Inventory DC
Stock Transfers

Merchandise Supply
Replenishment Run
Supply & Billing to Franchise Stores
Unified Demand Forecast, Analyze Forecast*

Manage Sales Orders
Sales Order Management
3rd party ordering
Customer Returns
Performance Analysis

Cross Processes
Consignment (Depot Business)
Subcontracting
Empties Handling
Documentary Batch Management

Store Operations
Master Data for Store Operations
Receive Products
Adjust Stock
Look up Retail Products
Transfer Products
Print Labels
Perform Store Walk-Through
Physical Inventories Store
Order Products
Store Reply for Promotions
Store Reply for Allocation
Point-of-Sales (POS) Inbound*
Inventory Visibility*
Sales Data Reporting**
Basket Analysis**

IoT Demo case
Dedicated link to SAP owned SCP instance linked to sensor based store manager dashboard and integrated to customers S/4 instance

SAP Fiori
Full use of SAP Fiori Launchpad for all roles. Business roles include more than 50 native Fiori apps. And Embedded Analytics

Don't wait! Start now!

Next steps and more information

Build your SAP transformation journey

Identify areas of scope and define your transition path
with our SAP Value Assurance planning services

Get started with your service package

Start your smooth journey to the Digital Core with
SAP Digital Business Services today

Thank you.

LEARN MORE

For more information about the hybrid scenarios for SAP S/4HANA, visit online:

Useful links

About SAP Value Assurance
www.sap.com/value-assurance

About SAP Model Company
www.sap.com/model-company-discovery

About Road Map Viewer
www.sap.com/road-map-viewer

About SAP Transformation Navigator
www.sap.com/transformation-navigator

About SAP Readiness Check
www.sap.com/readiness-check

THE BEST RUN **SAP**