Join the SAP S/4HANA Movement
Unlock the value of the age of intelligence

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The age of intelligence holds promise but you have to act now.

Compared to the emerging competition, you *might be running in slow motion*

What if you could, quickly and with low risk…

- Eliminate technology hurdles that create business challenges
- Deploy the power of AI to differentiate your business model
- Empower every employee to make faster, better decisions
- Redeploy limited resources towards customer value
- Drastically reduce IT cost
The Intelligent Enterprise starts at the Digital Core

SAP HANA enables new capabilities

1. End-to-end analytics
2. Automation
3. Next-generation processes

Start with SAP S/4HANA to create end-to-end intelligent processes across all lines of business and industries, take the next leap in automation of key functions, and move first with machine learning investments by SAP.
Only with SAP S/4HANA
Accelerate Account Receivables processing with machine learning

ECC/Legacy ERP Workaround
Significant manual and error-prone effort required to process payments.

SAP S/4HANA
Intelligent automation with machine learning in SAP Cash Application accelerates account receivables process.

Machine-driven Automation
Summarizing... WHY SAP S/4HANA NOW?

Machine learning and real-time insights will accelerate change in our world faster than ever before. No ERP running on legacy database can hold up.

Only SAP S/4HANA was designed for an Intelligent World.

1. Machine-driven automation
   - Automating the mundane, delivering actionable insights, anticipating customers needs for a richer experience

2. Next-generation capabilities
   - Simplifying and redefining processes, enabling business capabilities not available before in a modern UX

3. Future-proof platform
   - A digital core tying experience data to your operations, seamlessly integrating new SAP Leonardo investments to your business

The future is here for those who take action

SAP S/4HANA is transformational. IT & Business Benefits:

- Streamlined financial close
- Legal content management
- Reduced risk with intelligence
- Simpler IT landscape
- Increased business agility

Working together with customers & partners to make your transition to SAP S/4HANA a success

- Smart migration tools
- Up to 50% savings with Model co.
- Faster time-to-value
IT + Business Impact

Examples of IT Impact

75%
Reduction in servers; 17% IT support cost savings; from 80 subsidiary ECC instances to 1 S/4HANA system

50%
Reduction in hardware costs with a smaller system size

Examples of Business Impact

40%
Reduction in waste

30%
Reduction in inventory levels

"Removing the constraints of a highly customized system enables us to better respond to fast changing business models"
- Jennifer Buko, Director of Business Transformation

Business Impact

9-month payback – thanks to reduced costs + new revenue opportunities
.... And now what?
What our customers are asking for?

- **Why** and **why now**?
- **How do I get my plan** and **decide on the options?** Transition plans?
- **How can I lower my TCI (Total Cost of Implementation)?**
- **What are the benefits of make the movement?**
- **What will be the S/4HANA roadmap for each component in your current landscape.**
How to Organize Your Move to SAP S/4HANA?
Join the SAP S/4HANA Movement
Dedicated program for a fast and safe move to SAP S/4HANA answering the following customer key questions

**Why to move to SAP S/4HANA?**
Identification of key value drivers relevant for the industry in a personalized business case

**What to move to SAP S/4HANA?**
S/4HANA roadmap for each component in your current landscape.

**How to move to SAP S/4HANA?**
S/4HANA Transition Plan and accelerated deployment with the help of intelligent tools
- Transition Plan
- SAP Readiness Check
- Custom Code Adaptation
- ABAP Test Cockpit
- Improved Data Migration
- S/4HANA Migration Cockpit
- Reduced integration efforts
- Integration Content Advisor
- Downtime Optimized Conversion
- Software Update Manager
- Leverage Standard
- SAP Model Company

SAP S/4HANA Movement Engagements

- Intelligent Enterprise | Value Discovery engagement
- S/4HANA | Value Discovery engagement
- S/4HANA | Adoption Starter engagement
SAP S/4HANA Discovery Engagement
One-to-one guided planning with SAP DBS experts at your site

Create Your Transformation Plan and Implementation Plan with Our Experts Working Alongside Your Team

Business Evaluation – Why?

Innovation Case & Efficiency Case
- Industry digital trends
- Customer strategic priorities
- Relevant innovation scenarios
- Relevant value drivers and aspirations
- Heat map analysis leading to transformation agenda
- Future capabilities
- Effort estimate

Technical Evaluation – What?

Target Products & Target Instances
- Enterprise process capability demonstration – core processes
- Alignment with business requirements and capabilities
- Process benefit articulation
- Capability – product feasibility mapping
- System recommendation

Transformation Evaluation – How?

Approach & Sequencing of Project Plans
- Readiness assessment including customer code and simplification
- End state architecture definition
- Transition decision – system conversion vs. greenfield
- Implementation guidance and effort estimation
- Sequencing of transition – SAP S/4HANA roadmap
- Your specific implementation plan

Business Case and Road Map Tools
Expert Advice and Guidance Delivered via On-site Workshop

25-30 business day average engagement including preparation
Consider your options
Match your business objectives to possible transition paths and destinations

Business Objectives
- Business Model Innovation
- Business Process Optimization
- ERP Rapid Modernization

Transition Paths
- Reuse
- Redesign

Destination Options
- SAP S/4HANA Cloud
- SAP S/4HANA Including HEC, IaaS

*Note: for a limited number of customers, with more complex environments and a high number of instances, a “hybrid transition” can be considered.
Discovery Workshop Deliverables – handed out to the customer

Consists of three guides

Business Guide
Why?

Technical Guide
What?

Transformation Guide
How?
How SAP DBS help to Build Your Future with SAP S/4HANA?
Building your future on SAP S/4HANA
Helping you succeed during your implementation and beyond

**Implement SAP S/4HANA**

**SAP Value Assurance**
- Available for SAP or partner led projects
- 40% effort reduction for technical implementation
- 50% effort reduction for planning with tools, prepared scenarios, and best practices
- Safeguards business value independent of the prime implementation partner

**SAP Advanced Deployment**
- Outcome based services for all project phases
- Expertise with full project accountability from the SW vendor
- Option to fully tailor the implementation and innovate based on best practices

**SAP Model Company**
- Accelerate deployment by as much as 30%
- Safer implementation with a preconfigured, fully integrated solution
- Reduce maintenance by reducing custom code

**SAP MaxAttention**
- Ensure smooth go-live and reduce reactive incidents up to 30% during and after go-live
- Cut total cost of operations up to 5% annually
- Accelerate innovation adoption and transformation roadmaps by up to 30%

**SAP Digital Business Services**

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

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SAP Digital Business Services Engagement Models for **Implement SAP S/4HANA**

- **SAP Advanced Deployment**
  - SAP Prime
  - SAP leads the customer’s strategic transformations
  - End-to-end turnkey engagements. Benefit from end-to-end SAP services to ideate, innovate and realize value
  - Innovation and Co-Development

- **Co-Led with Co-Design Service**
  - SAP partners with Customer and System Integrators
  - Dedicated SAP Focus on strategic business capabilities, innovations and leading edge functions

- **Partner Led with SAP Value Assurance**
  - SAP engages through Value Assurance and Advisory Services
  - Cost efficiency
SAP Co-Lead
Tailored engagement model for transformation life cycle needs
SAP Model Company / Lifeblood for the intelligent enterprise

Main Asset for SAP S/4HANA Movement Value Delivery

- **Accelerators**
  - Configuration and how-to guides, test and demo scripts, implementation tools.

- **Market standard content**
  - Digitized enterprise best-next practices. 17 industries, 12 line of businesses.
  - Business process hierarchies, end-to-end scenarios, process diagrams, roles.

- **Localization enabled**
  - All Best Practice languages available

- **Leonardo innovation inside**

- **Assemble-to-order**
  - Available as a ready-to-run appliance - assemble-to-order or pre-packaged - applications, configuration, sample data.

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**Interoperable Stack** | **International Foundation** | **Partner Framework**
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**SAP Solution Manager 7.2**

**Activate + Industry reference architecture + Intelligent Enterprise framework**

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**SAP Cloud ALM**
Target operational Model
How to transform the business capabilities with the Model Company

1. Support the design of business processes executed by a consultancy firm, aligned to SAP

2. Design business processes based in a SAP reference model

3. Design the Business and process architecture before the Activate project or at least until explore

4. Client’s Model stewardship: Ensure the alignment between Activate method, Focus build and business process documentation
SAP Activate
Unleash the value of the S4/HANA through the Model Company

**WE START HERE!**

**Project lifecycle**

- Discover
- Prepare
- Explore
- Realize
- Deploy
- Run

**Target Operational Model**

- **Show and tell comprehensive solution**
  - Show and tell-based SAP® Model Company

- **Start with model company**
  - Get own instance in the cloud
  - Enable key users
  - Prototype
  - Conduct fit-gap analysis workshops

- **Scope and configure**
  - Implement selected scope in production system

- **Migrate, integrate, extend, test**

- **Onboard and deploy**

- **Operate, monitor, support**

**SAP Solution Manager integration**
How do our customers benefit

Use cases along SAP ACTIVATE phases

Discovery
"Help me understand the state of the art possibilities with SAP."

Preparation
"I want to prove my ideas and prepare myself with some hands-on experience."

Exploration
"How can I focus my solution design activities on innovation and differentiation."

Realization
"I need to accelerate my implementation and eliminate risks of failure."

SAP Model Company discovery
- Gain hands-on experience using any of the available SAP Model Companies for industry or LoB
- Get business user access to the selected SAP Model Company in the cloud (one at a time)
- Use process models and e.g. demo scripts to accelerate discovery and preparation

SAP Model Company for [Industry/LoB]
- Accelerate your implementation with your own, dedicated SAP Model Company
- Get the full set of business content, process models, accelerators and enablement workshops
- Deploy your SAP Model Company appliance in the cloud (e.g. on AWS, HEC) or on premise
- Use the Model Company with SAP Value Assurance or an individual consulting project*
Summarizing - SAP Model Company
SAP S/4HANA Movement Value Delivery

What is included
- Ready-to-run appliance, pre-packaged or assembled-to-order
- Preconfigured processes and data for your industry and/or your line of business
- Leading practices, accelerators, and business and implementation guides
- SAP Model Company services deliver next-practices including innovations with SAP Leonardo
- Based on Solution Manager 7.2 and Activate methodology

Key benefits
- Eliminate the planning phase through immediate cloud access
- Jump-start solution discovery, preparation, exploration, and realization with services, including hand-over and enablement workshops
- Minimize custom code by moving to the SAP standard
- Reduce maintenance and upgrade costs by moving from on-premise to the cloud

Value delivered
- Faster time-to-value with a pre-configured solution
- Safer implementation with a proven delivery model
- Secure adoption by exploring the solution using a preconfigured system and focus on value-adding tasks in the project

SAP Digital Business Services Value

Shorten project cycles
With ready-to-run solution in the cloud

Reduce implementation costs
With accelerators and leading practices

Reduce maintenance
Back-to-standard, minimize custom code
SAP is ready to help you succeed whether you choose to lead your own deployment of SAP solutions or use the services of a system integrator.

What is Value Assurance?
- Service packages that complement the services of your IT team or a system integrator
- An industrialized delivery approach supported by best-in-class tools, methodologies, and expertise
- Tailored optional services across all implementation phases
- Compatibility with SAP Model Company services to accelerate your deployment

Key benefits
- SAP co-leads the project with your IT department and/or your system integrator to safeguard business value
- Industrialized implementation approach supported by best-in-class tools, methodologies, and technical and development expertise
- Provides the baseline of our integrated delivery framework with leading system integrator’s, reducing services overlap and streamlining delivery for faster time to value

Value delivered
- Reduced effort for planning and technical implementation
- Guaranteed outcomes
- Optional access to SAP Mission Control Center for supporting high business critical functions

SAP Digital Business Services Value

40% effort reduction*
Due to efficient delivery through experts continuously performing these tasks and efficient project planning

50% effort reduction*
Due to tool-based system analysis, prepared information and scenarios; best practices

Safeguards business value
SAP helps you succeed by driving successful partner or self-led projects

*compared to traditional planning and implementation approach
What is included

• Outcome-focused packaged services, proactive support, intelligent tools, and next-generation accelerators
• SAP experts, who have the deepest knowledge on the SAP S/4HANA software
• Services tailored to your individual deployment requirements
• SAP Model Company as accelerator

Key benefits

• Access to SAP experts who meet the objectives of your deployment with product knowledge, industry insights, and implementation know-how
• Turnkey service offerings backed by proven scenarios and leading practices
• Option to tailor services to meet your specific project requirements

Value delivered

• Reduced risk with a systematic, outcome-driven approach
• One partner that has full responsibility
• Faster communication paths into SAP product development
• Option to fully tailor the implementation
• Option to further innovate based on best practices

SAP Advanced Deployment
SAP S/4HANA Movement Value Delivery

SAP Digital Business Services Value

Outcome based services
For all project phases

Expertise from the SW vendor
Rely on knowledge and expertise from SAP

Speed up transition timeline
Quick start with SAP Model Company
SAP MaxAttention
SAP S/4HANA Movement Value Delivery

What is included
- Holistic engagement model that covers the business and IT demands of your company with one committed team
- Comprehensive portfolio across all SAP solutions, covering all deployments from innovation to run
- Predictable outcomes via services that adapt efficiently to your business needs
- Access to SAP Mission Control Center

Key benefits
- Manage and measure innovation as part of an innovation strategy
- Minimize modifications/ customizations
- Driving harmonization and consolidation
- Transitioning complex landscapes
- Guaranteed targeted initial response and resolution time

Value delivered
- Ensure smooth go-live and reduce reactive incidents up to 30% during and after go-live
- Cut total cost of operations up to 5% annually
- Reduce project duration by up to 30%
- Accelerate innovation adoption and transformation roadmaps by up to 30%

SAP Digital Business Services Value

Simplified communication
Through one single-point-of-contact

Comprehensive portfolio
Across the SAP Solution landscape

Reduced operational costs
Across your IT landscape and operations
Thank you.

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