



SAP NOW Guatemala

Carlos Naranjo
Febrero 15, 2019

Join the **SAP S/4HANA Movement**

Unlock the value of the age of intelligence

Carlos Naranjo, SAP
Febrero 15, 2019



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...

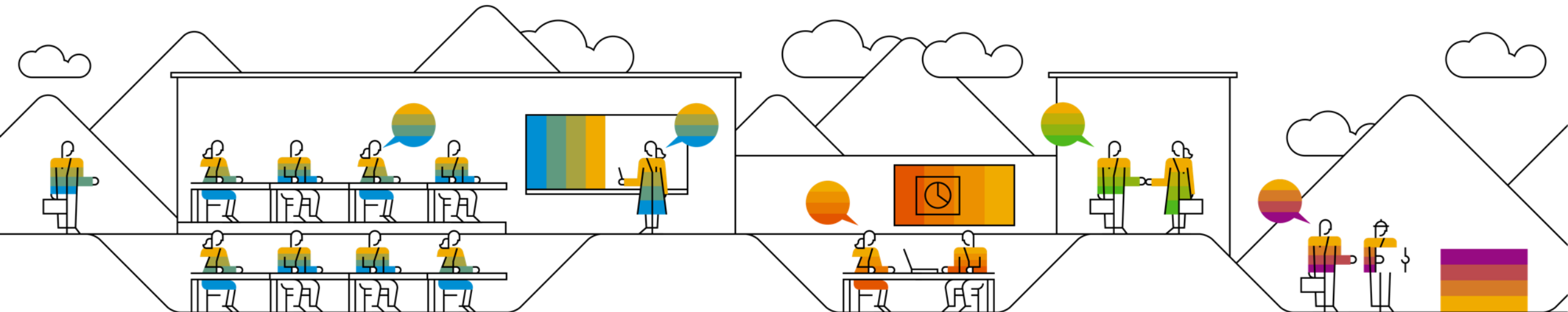
Eliminate technology hurdles that create business challenges

Deploy the power of AI to differentiate your business model

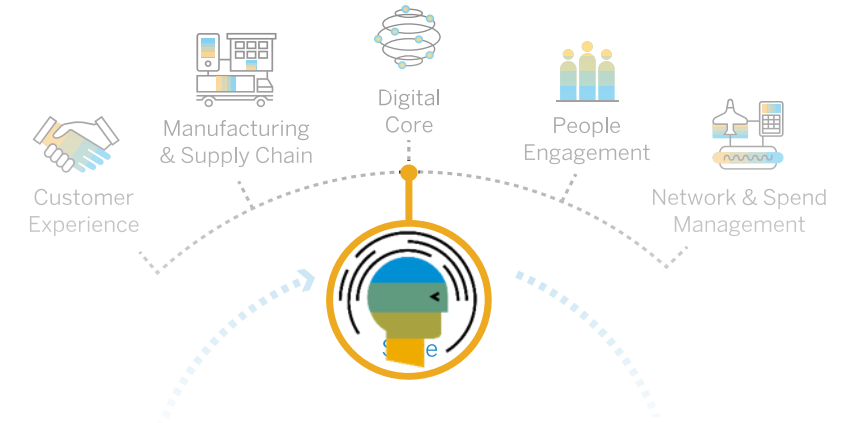
Empower every employee to make faster, better decisions

Redeploy limited resources towards customer value

Drastically reduce IT cost



The Intelligent Enterprise starts at the Digital Core



SAP HANA enables new capabilities



Real-time processing



Combined transactions and analytics



Simplified data model

1

End-to-end analytics

2

Automation

3

Next-generation processes

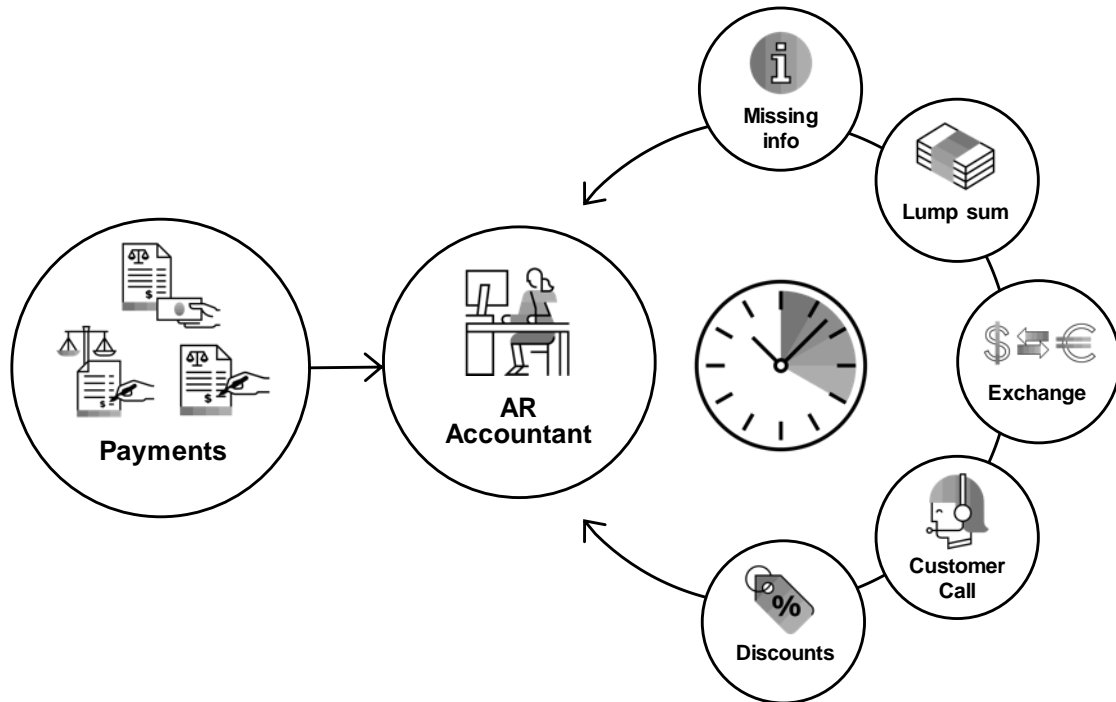
Start with SAP S/4HANA to create end-to-end intelligent processes across all lines of business and industries, take the next leap in automation of key functions, and move first with machine learning investments by SAP

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.

History Payments
Invoices



Matching
proposals



Automatically clears payments based on intelligent inference of payment matching criteria.

Summarizing... WHY SAP S/4HANA NOW?

1

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
- 2 Next-generation capabilities
- 3 Future-proof platform

- Automating the mundane, delivering actionable insights, anticipating customers needs for a richer experience
- Simplifying and redefining processes, enabling business capabilities not available before in a modern UX
- A digital core tying experience data to your operations, seamlessly integrating new SAP Leonardo investments to your business

2

The future is here
for those who take action



Streamlined financial close

.....



Legal content management

.....



Reduced risk with intelligence

3

SAP S/4HANA is transformational.

IT & Business Benefits:



Simpler IT landscape



Increased business agility

4

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



"Removing the constraints of a highly customized system enables us to better respond to fast changing business models"

- Jennifer Buko, Director of Business Transformation



Examples of Business Impact



40%

Reduction in waste



30%

Reduction in inventory levels



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

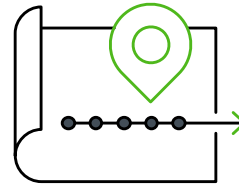


Why to move to SAP S/4HANA?

Identification of key value drivers relevant for the industry in a personalized business case

SAP S/4HANA Movement Engagements

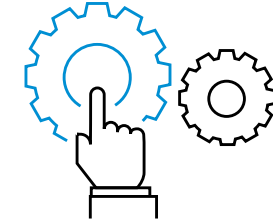
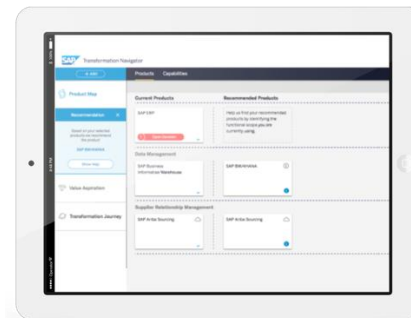
Intelligent Enterprise Value Discovery engagement
ENTERPRISE WIDE E2E DISCOVERY
SAP S/4HANA Value Discovery engagement
S/4 CENTRIC DISCOVERY
SAP S/4HANA Adoption Starter engagement
GUIDED S/4 DISCOVERY



What to move to SAP S/4HANA?

S/4HANA roadmap for each component in your current landscape.

Industry Roadmaps & Transformation Navigator



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 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

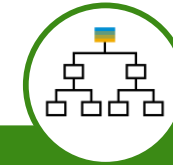
- Industry digital trends
- Customer strategic priorities
- Relevant innovation scenarios
- Relevant value drivers and aspirations
- Heat map analysis leading to transformation agenda
- Future capabilities
- Effort estimate



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

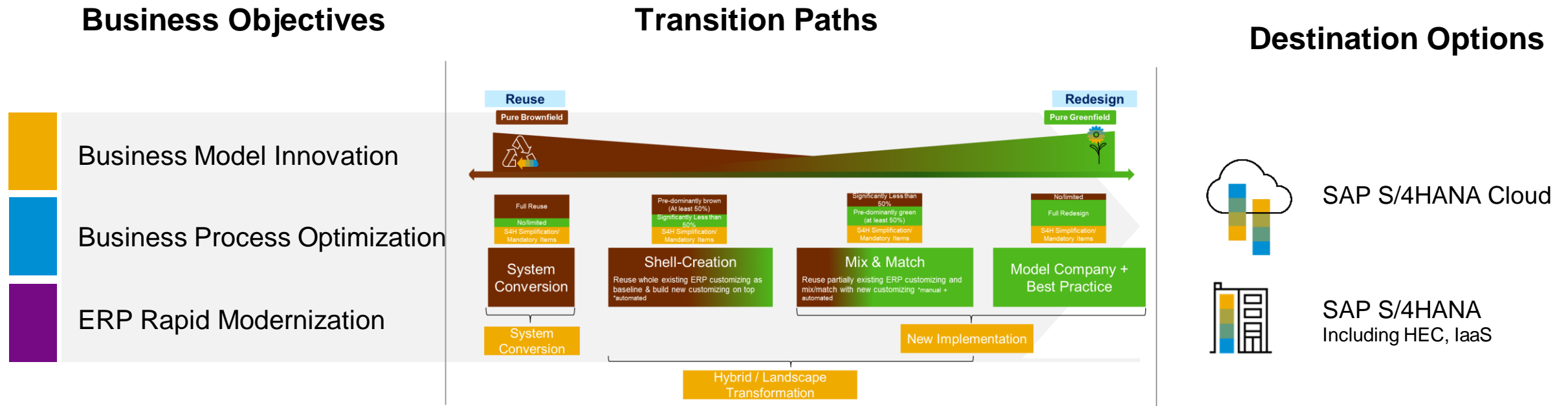
Business Case and Road Map Tools

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



*Note: for a limited number of customers, with more complex environments and a high number of instances, a “hybrid transition” can be considered.

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

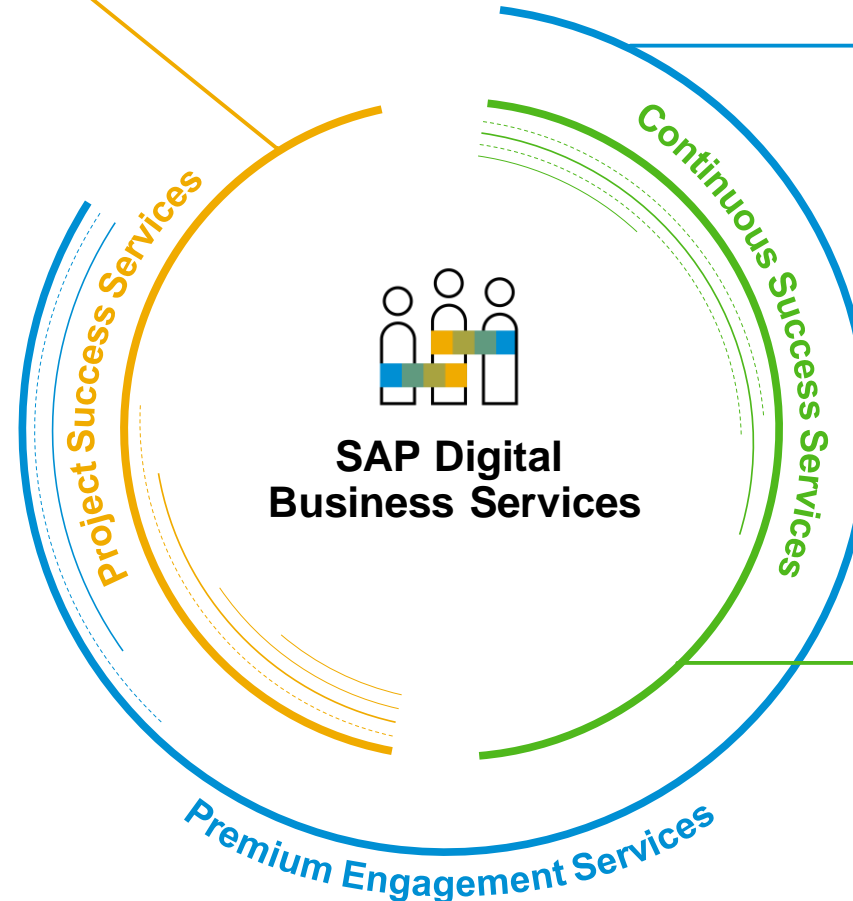
- Available for SAP or partner led projects
- **40%** effort reduction for technical implementation
- **50%** effort reduction for planning with tools, prepared scenarios, and best practices
- Safeguards business value independent of the prime implementation partner

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



Ongoing refinement and evolution of your SAP S/4HANA solution

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%**

Enable and support your SAP S/4HANA solution with

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

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



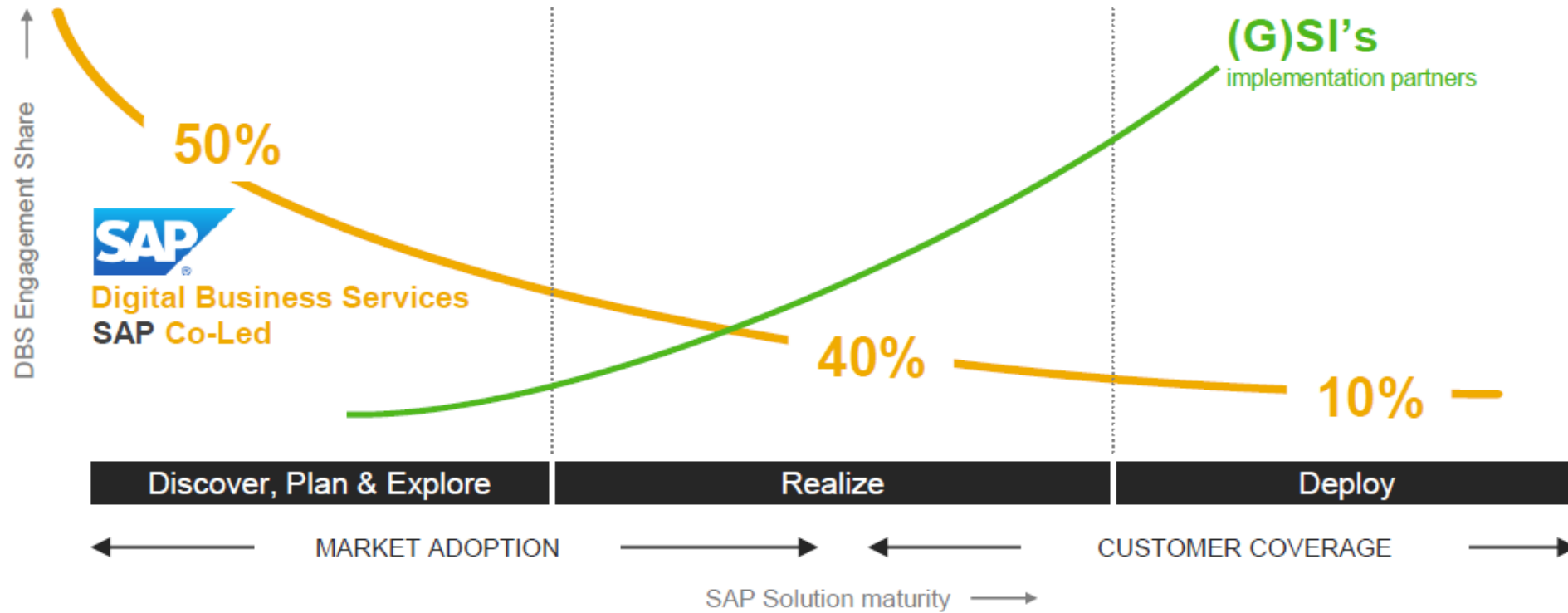
Partner Led with SAP Value Assurance

- SAP engages through Value Assurance and Advisory Services
- Cost efficiency

Level of SAP accountability

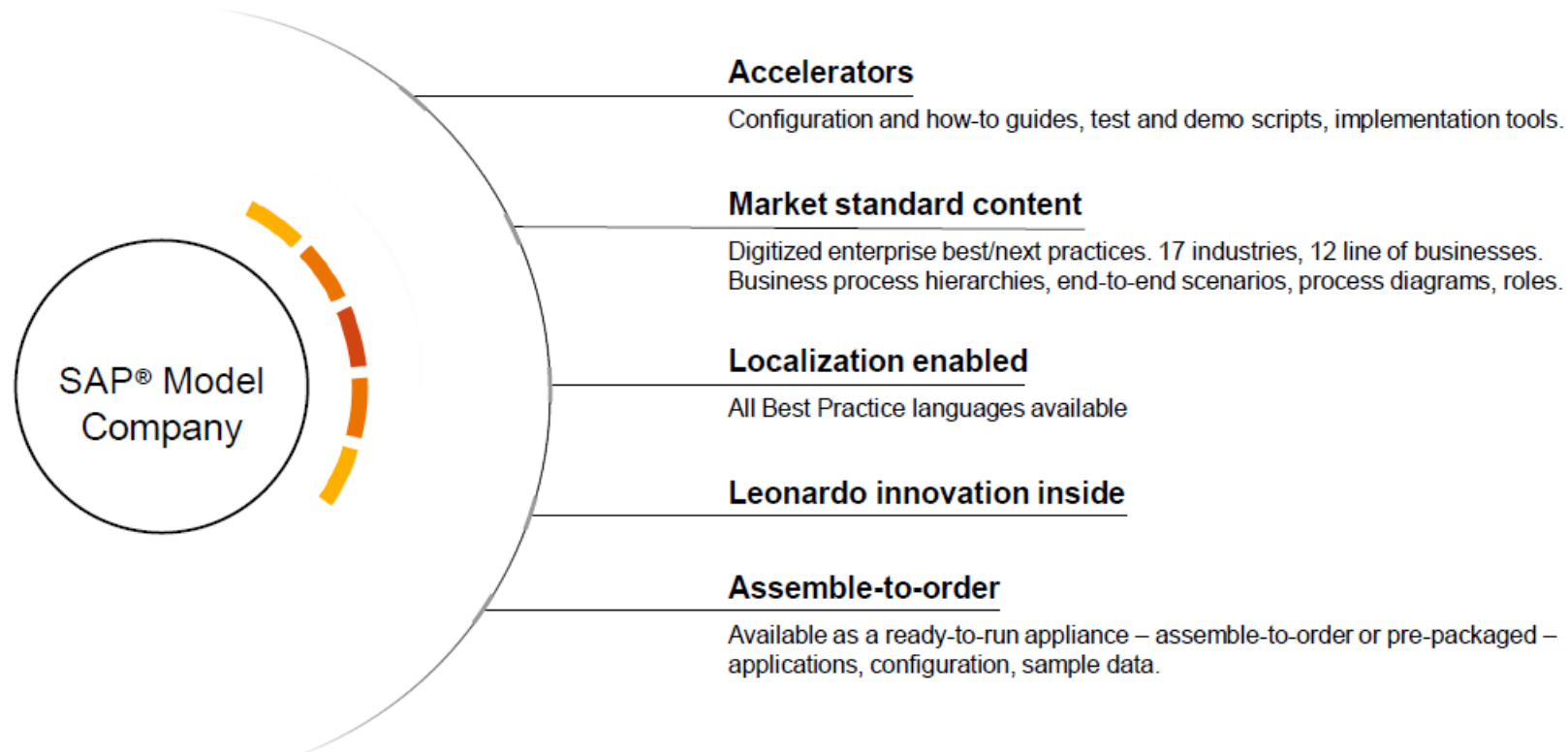
SAP Co-Lead

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



SAP Solution Manager 7.2

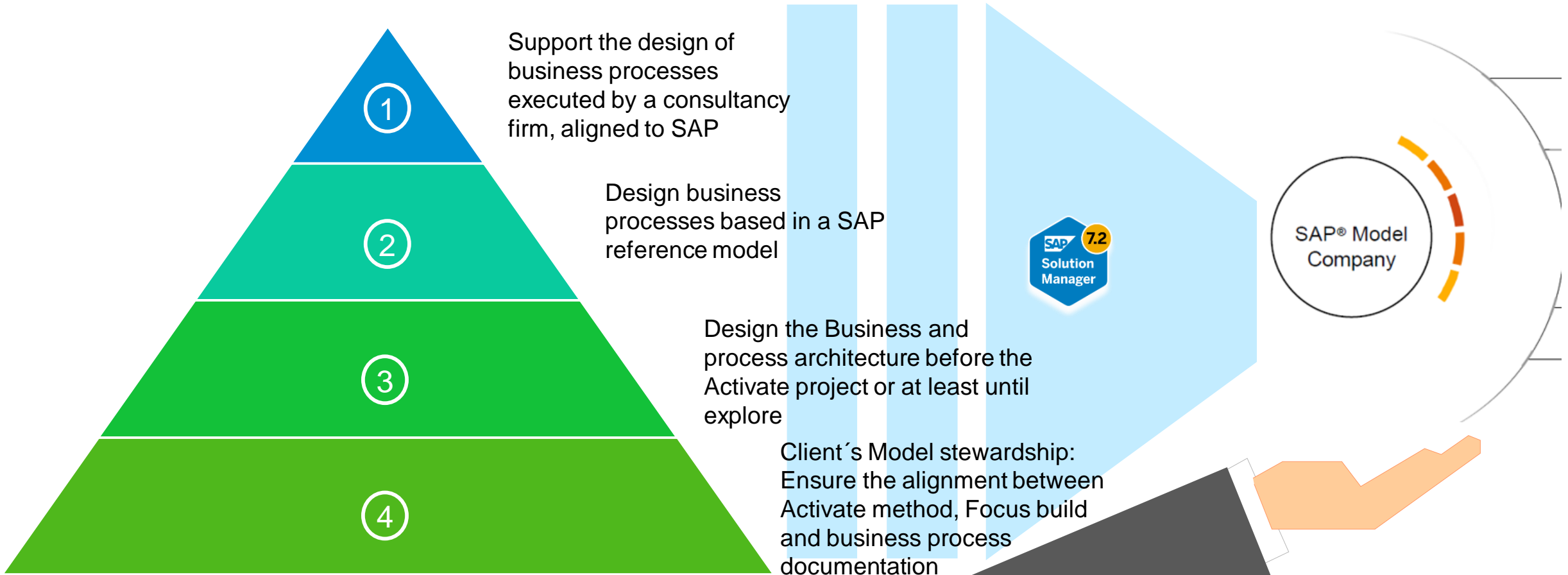
Interoperable Stack | International Foundation | Partner Framework

Activate + Industry reference architecture + Intelligent Enterprise framework

SAP Cloud ALM

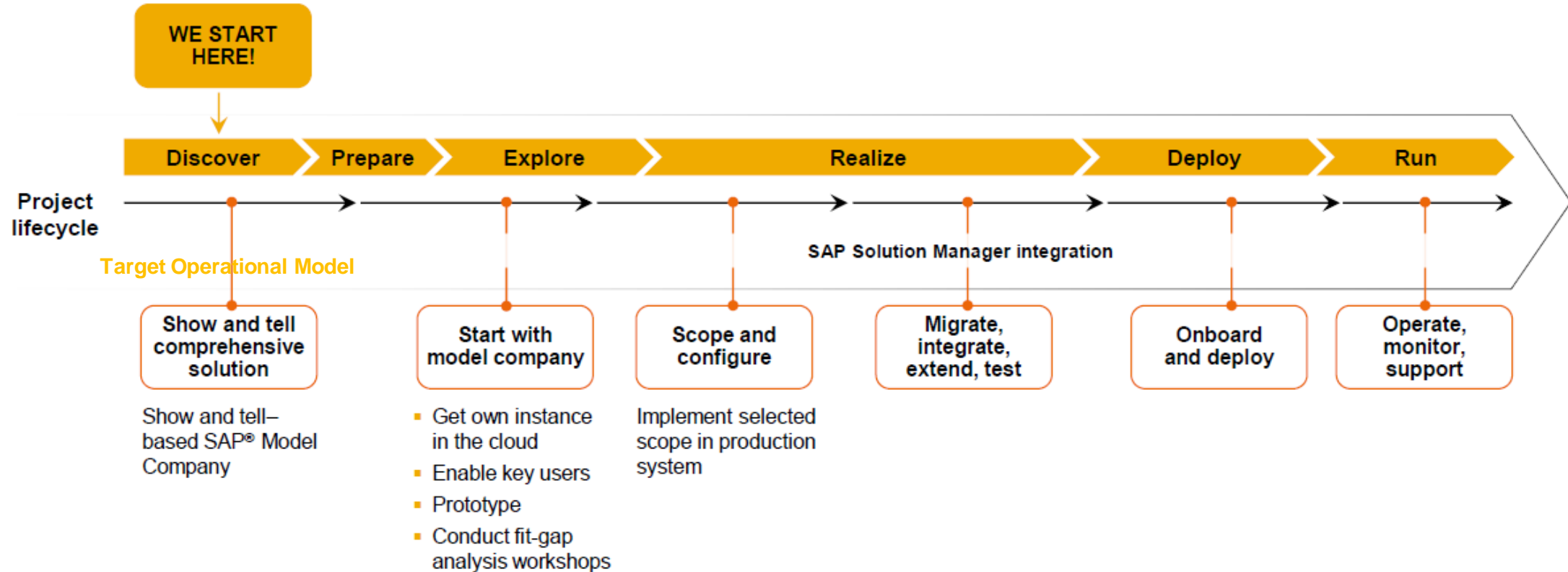
Target operational Model

How to transform the business capabilities with the Model Company



SAP Activate

Unleash the value of the S4/HANA through the Model Company



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

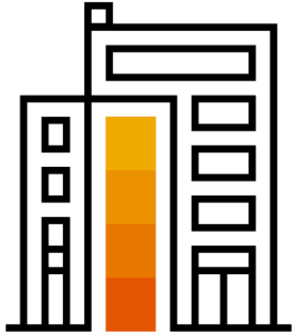
- Gain hands-on experience using any of the available SAP Model Companies for industry or LoB
- Get business user access to the selected SAP Model Company in the cloud (one at a time)
- Use process models and e.g. demo scripts to accelerate discovery and preparation

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



SAP Model Company

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

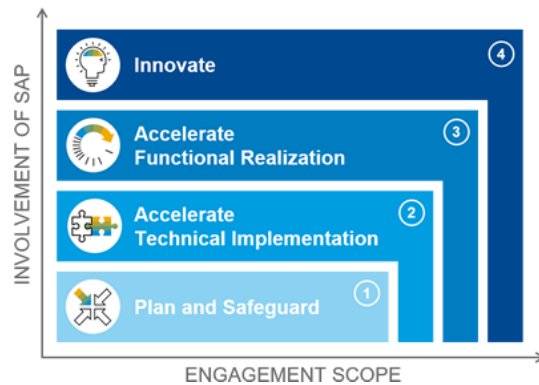
Reduce maintenance

Back-to-standard, minimize custom code

SAP Value Assurance

SAP S/4HANA Movement Value Delivery

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?

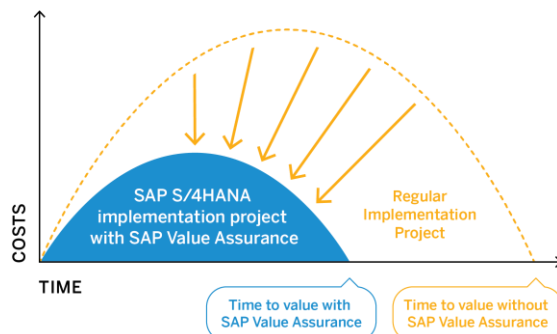
- Service packages that complement the services of your IT team or a system integrator
- An industrialized delivery approach supported by best-in-class tools, methodologies, and expertise
- Tailored optional services across all implementation phases
- Compatibility with SAP Model Company services to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

SAP Advanced Deployment

SAP S/4HANA Movement Value Delivery



SAP Advanced Deployment

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 based practices



SAP Digital Business Services Value

Outcome based services

For all project phases

Expertise from the SW vendor

Rely on knowledge and expertise from SAP

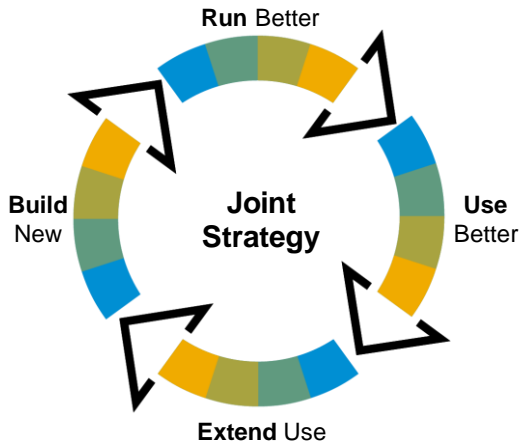
Speed up transition timeline

Quick start with SAP Model Company



SAP MaxAttention

SAP S/4HANA Movement Value Delivery



SAP MaxAttention

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.

Contact information:

Carlos Naranjo

Head of Business Transformation Services LAC

c.naranjo@sap.com

Phone +57 310 349 1736