



Overview of tools and services that are free for you

- Support innovation adoption and transformation

Thomas Grande, SAP SE

Oct 5th, 2021

Disclaimer

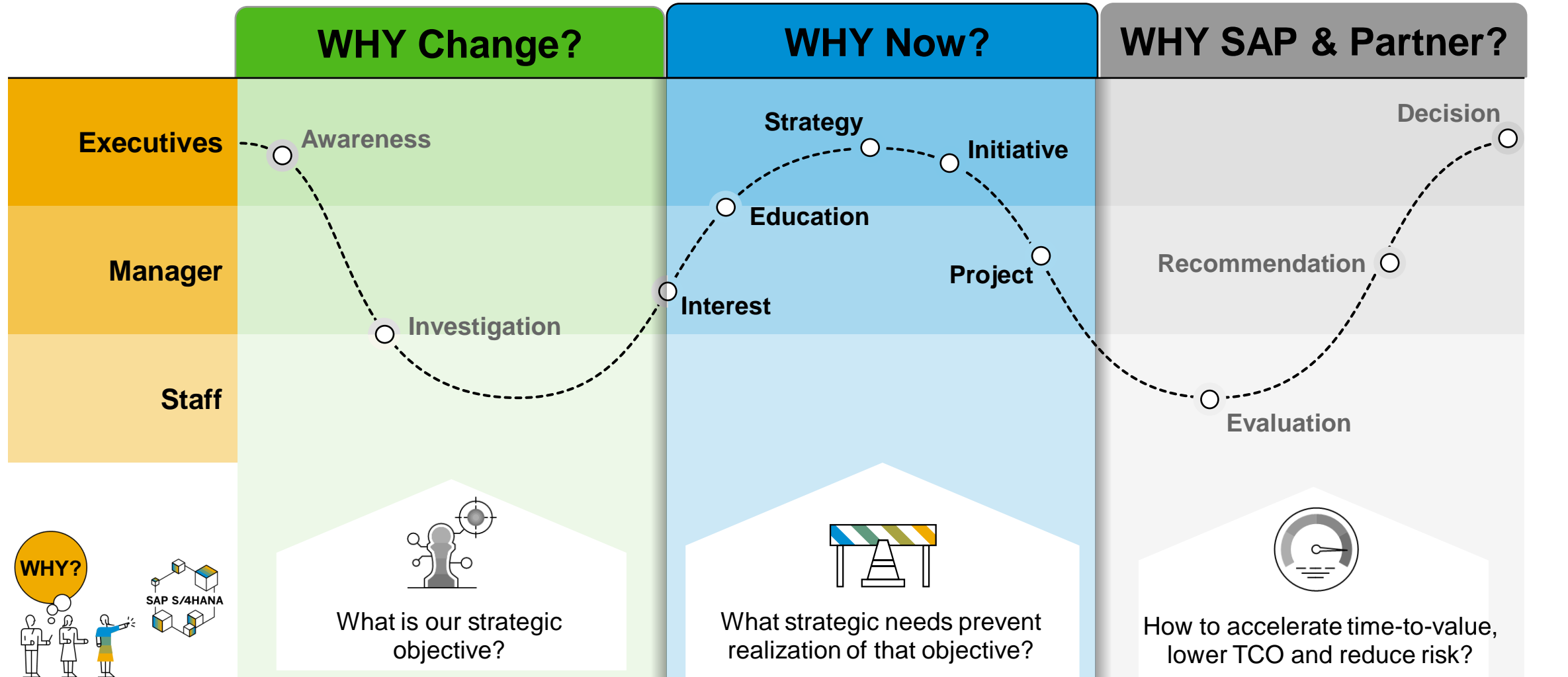
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Why, what, how cycle – Starts with the “why?” questions

- Answering all WHY questions is essential to help customers starting their journey with SAP S/4HANA



A comprehensive set of tools and services from SAP for a customer's journey

SAP's CORE Customer Experience from SAP ERP to SAP S/4HANA

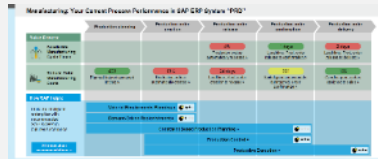
1. Vision & Strategy

2. Build the Case

3. Plan the Path Forward

4. Deliver Business Value

Identify opportunities with the Intelligent Enterprise



Find out how SAP S/4HANA and the intelligent enterprise supports your business goals

Process Discovery

+ Spotlight *

+ Value Mining Service**

+ [SAP Fiori App Rec.](#)

[Learn more »](#)

Benchmark against peers and build your value case

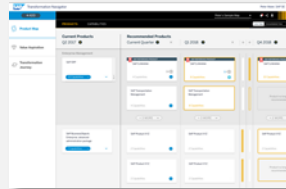


Benchmark business KPIs against peers, assess your opportunity to rethink your business processes, and build your value case

SAP Value Lifecycle Management

[Learn more »](#)

Design your future solution

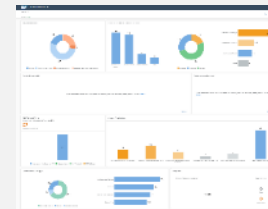


Shape your future landscape and build your own transformation road map

SAP Transformation Navigator

[Learn more »](#)

Evaluate your project complexity

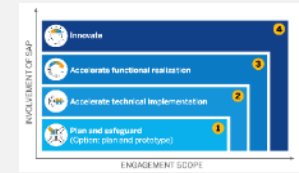


Check the readiness of multiple aspects of your SAP ERP 6.x system to migrate to SAP S/4HANA

SAP Readiness Check for SAP S/4HANA

[Learn more »](#)

Plan and execute your project



Accelerate and secure the planning and execution of your transformation

SAP Value Starter

[Learn more >>](#)

Continuously optimize and innovate



Optimize and use better your SAP S/4HANA, and upgrade to the latest release

SAP Innovation and Optimization Pathfinder

[Learn more »](#)

Self-Discovery Relevant Scope & Initial Value Map



SAP S/4HANA virtual Board Game (Overview and request workshop)

[Learn more »](#)

Understand the SAP product road map



Find out which features and innovations are planned to be delivered with future releases and plan your transition accordingly

SAP Road Map Explorer

[Learn more »](#)

NEW

The menu: main free tools and services for an SAP S/4HANA transformation

asset

Self service

training

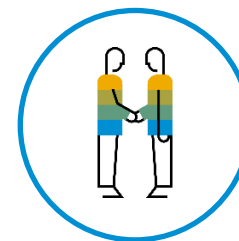
Online Tool



Define your strategy



Make your case



Consider your options



Build your future

Why

Identify Key Drivers, Needs & Expected Outcomes

• **Define Scope & Build Business Case**

Create Solution & Implementation Roadmap

Drive Quick Time-to-Value & Continuous Optimization

Who

Business and IT executives

Business and IT executives

IT executive and team

IT executive and team

What

- How SAP can support our business strategy with intelligent ERP software: Industry and LoB value papers for SAP S/4HANA ([link](#))
- What the key IT options and considerations are when moving to SAP S/4HANA: "Mapping Your Journey to SAP S/4HANA" guide, July 2021 version ([link](#))
- What customers are saying about their experience with SAP S/4HANA: Customer Story Finder ([link](#))

- How we can get expert guidance to support our decision-making: SAP S/4HANA Value Starter engagement ([link](#))
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- How we can perform a quick value assessment to validate our assumptions: Next-Generation Benchmarking and Guided Business Case ([link](#))

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- How we can quickly identify the best practices from SAP: SAP Best Practices Explorer site ([link](#)) and SAP Fiori apps reference library ([link](#))

- How we can know the innovation trajectory of SAP S/4HANA: Product road maps for SAP S/4HANA ([link](#))

Outcome

Business and IT strategy

Mutually agreed-on journey

Transition road map and plan

New enterprise core

Asset types 1/2 - focus 1:n

Find the best fitting assets / tools for your next steps

Customer demand	Type of asset / tool	Example	Target group at customer	Goal	1:1 or 1:n approach
General information on SAP S/4HANA	Documents, white papers, web pages	S/4HANA product page, Intelligent enterprise	Business, IT, process experts	Achieve consistent market approach an messaging	1:n
Understand innovation story	Intelligent enterprise and transition scenarios	Strategy papers and customer references	Business, IT, process experts	Achieve general understanding of the SAP S/4HANA innovation story	1:n
Industry specific assets	White papers, best practices	Best practices explorer	Business, IT, process experts	Understand industry specific innovation and approaches	1:n
Understand migration options and SAP tools	Expert assets on migration	Conversion guide, custom code migration, Enterprise Support Value maps	IT	Explore the „How“ of the migration	1:n

Asset types 2/2 - focus 1:1

Find the best fitting assets / tools for your next steps

Customer demand	Type of asset / tool	Example	Target group at customer	Goal	1:1 or 1:n approach
“WHY?” What is the value for me?	Value oriented Tools	Process Discovery, SAP S/4HANA card game, SAP Pathfinder, SAP Fiori App Recommendations	CFO, CIO, process experts, IT	Understand specific value for my company	1:1
“WHAT?” What is the best future landscape for my company	Landscape / architect tools	SAP Transformation Navigator	Business, IT, architects	Design a target landscape	1:1
“HOW?” Which aspects do I need to take care of when migrating?	Automated system analysis	SAP Readiness Check	Business, IT, process experts	Get an overview of actions, risks and special challenges in a given system	1:1
How can I prepare my project with SAP support and train my staff?	Virtual classroom training	SAP S/4HANA Value Starter, SAP Education, Enterprise Support Academy, Open SAP courses	IT, project experts	Prepare for the migration, deepdive on value and approach, get a customer specific value document	1:1 and 1:n

BPI Customer Value Experience

Tools providing decision-makers with fact-based recommendations

Starting Point: Based on your transformation priority

Assess the situation and identify potential value

✓ Your priority: **Why move to SAP S/4HANA?**

Process Discovery for SAP S/4HANA Transformation (evolution of SAP Business Scenario Recommendations on Spotlight)

Target group: Customers with SAP ERP



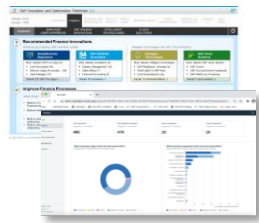
- PDF summary for business executives to secure buy-in for your move to SAP S/4HANA
- Online solution for process experts to identify potential for standardization, and automation

<http://www.sap.com/processdiscovery>

✓ Your priority: **How to maximize value from your SAP solution?**

SAP Innovation and Optimization Pathfinder on Spotlight

Target group: Customers with SAP S/4HANA or SAP ERP



- Tailored recommendations based on insights from your SAP system, and industry benchmarks to optimize and innovate end-to-end processes in 6 lines of business and IT operations

<http://www.sap.com/pathfinder>

Further Recommendations

Identify relevant innovations and optimize TCO

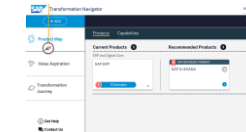


SAP Fiori apps library & recommendations

Recommendation of relevant SAP Fiori apps to enable innovations through new user experience

<http://www.sap.com/fiori-apps-library>

<http://www.sap.com/FAR>



SAP Transformation Navigator

Build a product roadmap for your digital transformation journey

<http://www.sap.com/transformationnavigator>



SAP Road Map Explorer

Features and innovations planned to be delivered with future releases <https://roadmaps.sap.com/>



SAP Solution Manager value report

IT TCO optimization with SAP Solution Manager

<http://www.sap.com/solman-value>

SAP Business Process Intelligence (BPI) – latest updates (externally available)



- **Official SAP product page for SAP Business Process Intelligence:**
www.sap.com/bpi

- **Overview video, new Spotlight by SAP version (5 mins):**
https://sapvideoa35699dc5.hana.ondemand.com/?entry_id=1_jz1yh6fa



- **Rise landing page:**
<https://www.sap.com/products/rise.html>



- **Deepdive session BPI with Board member Luka Mucic, BPI head Rouven Morato, Signavio CEO Gero Decker (30 min):**
<https://www.sap.com/products/rise.html?video=62eb17c0-ca7d-0010-87a3-c30de2ffd8ff>



Order page for partners and customers*: www.s4hana.com

Upcoming event: TechEd 2021 – Nov 16 - 18

SAP TechEd in 2021
November 16 – 18
Global. Virtual. Free.

Learn more



Event Link: <https://www.sap.com/about/events/teched.html>

Upcoming event: BPI Forum 2021 – Nov 15 - 17



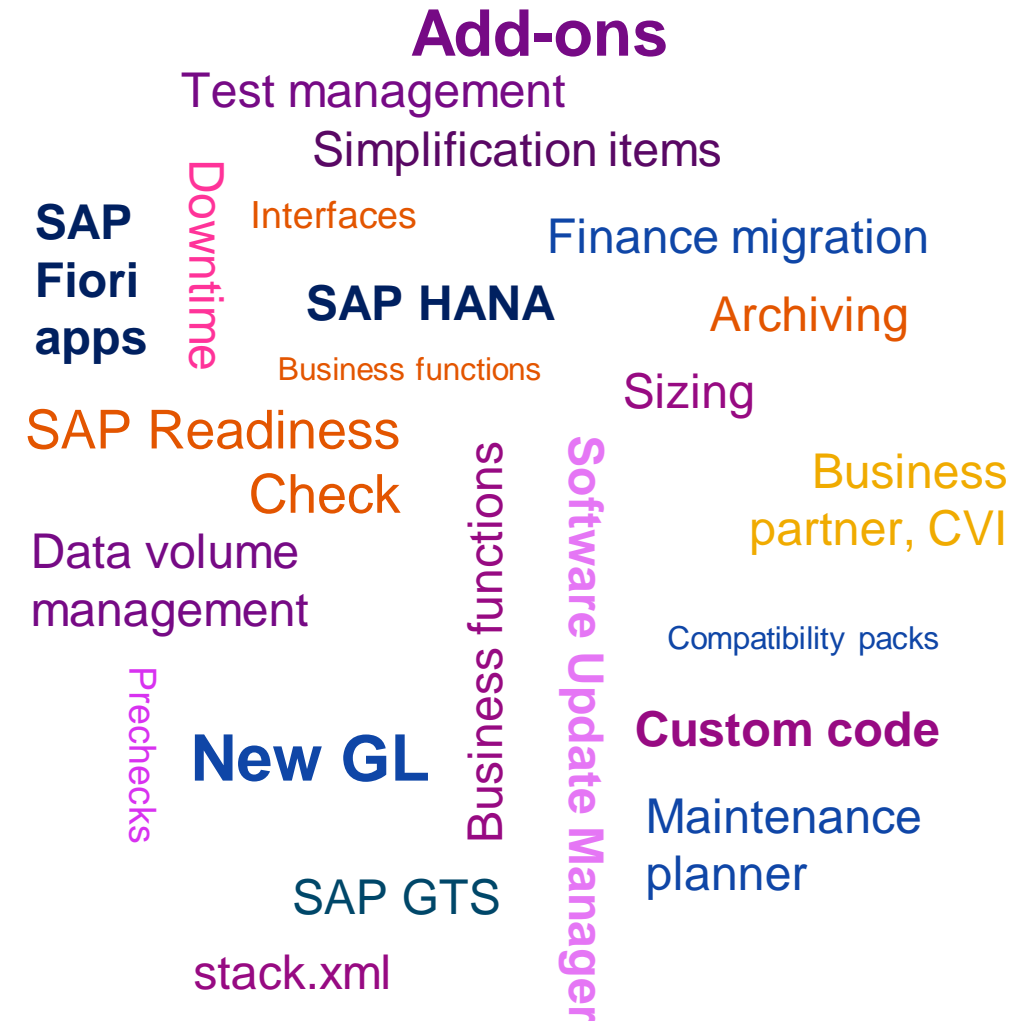
#BPIForum



Event Link: www.signavio.com/bpiforum/

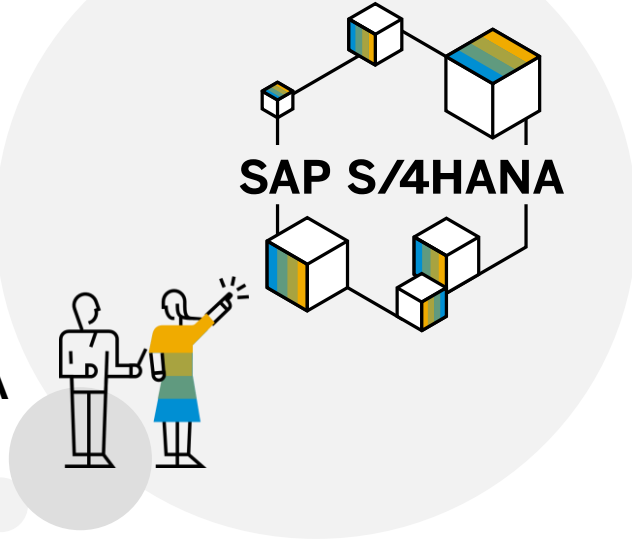
Helping the technical IT teams – top 10 technical tools for the conversion

Top 10 tools from SAP to make your conversion easy



SAP S/4HANA Value Starter Overview

You have a specific
Customer you want to
MOVE to SAP S/4HANA
but ...



... you have **no time to research?**

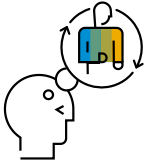
... you need **support to answer**
customer 'why' questions

... you don't have **compelling**
business story?

[Direct Link to Value Starter](#)

SAP S/4HANA Value Starter Program

Customer-specific POV
based on 360° analysis



Guided 1-to-1
engagement



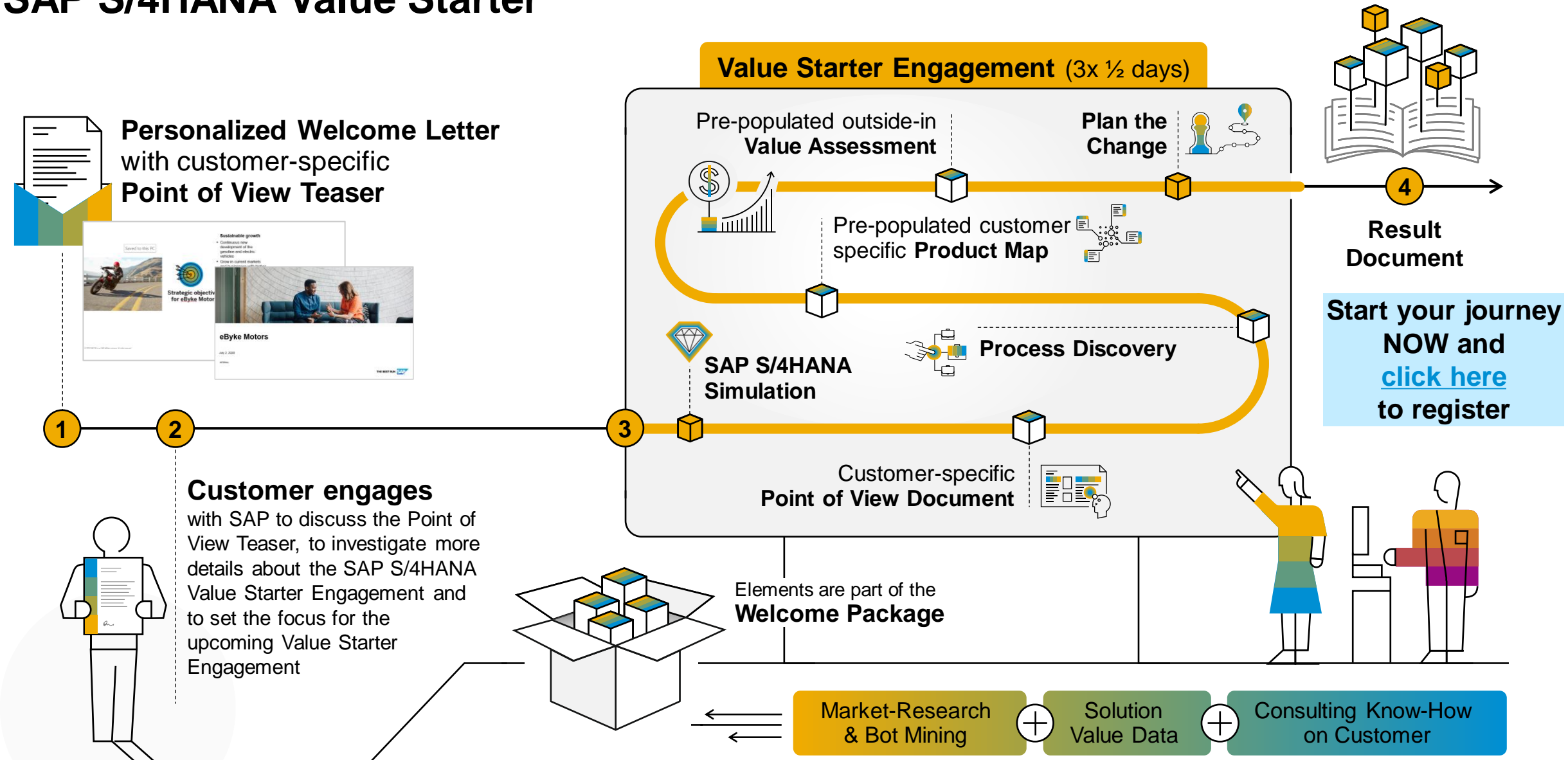
Customer-specific
benefit case



1.5 day consultative engagement
free of charge

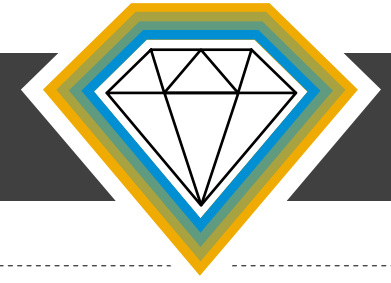


SAP S/4HANA Value Starter



SAP S/4HANA Value Starter Program

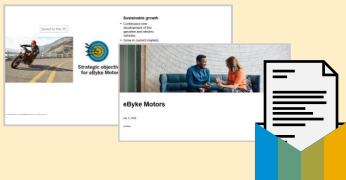
The starting point for your customers SAP S/4HANA journey



SAP S/4HANA Value Starter Program in a Nutshell

- Focuses on **WHY** move now to SAP S/4HANA
- Fosters the understanding of the **incremental value** that customers will gain by implementing SAP S/4HANA
- Offers customers a tailored business value focused point of view through an **outside-in perspective**

Customers receive a **Personalized Welcome Letter** with customer-specific **Point of View Teaser** based on **360° analysis** (Welcome Package)



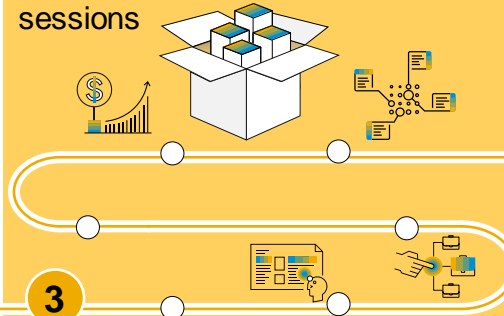
1

Customer engages with SAP Experts to set the focus for the upcoming SAP S/4HANA Value Starter Engagement



2

Value Starter Engagement
in a 3 x ½ day engagement, SAP combines the results from the Welcome Package with the insights from remotely offered workshop sessions



3

Outcome = Case for Change

- Priorities for the Intelligent Enterprise and SAP S/4HANA strategy
- **Improvement potential** linked to value drivers and incremental capabilities of SAP S/4HANA
- Individual incremental possible financial benefit of SAP S/4HANA

4



The Program offers...

- Customer-specific point of view based on 360° analysis
- Guided 1-to-1 engagement
- Customer-specific benefit case
- 1.5 day effort engagement free of charge



Project Sponsor,
High Tech Company, Singapore

"The SAP S/4HANA Value Starter Program is informative and engaging. This program will be a good starting point for any company who is considering to embark on SAP S/4HANA."

Start your journey NOW and [click here](#) to register



The menu: main free tools and services for an SAP S/4HANA transformation

asset

Self service

training

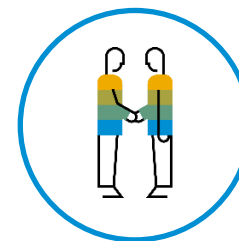
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New enterprise core

Thank you!



Thomas Grande

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Solution Management

SAP SE

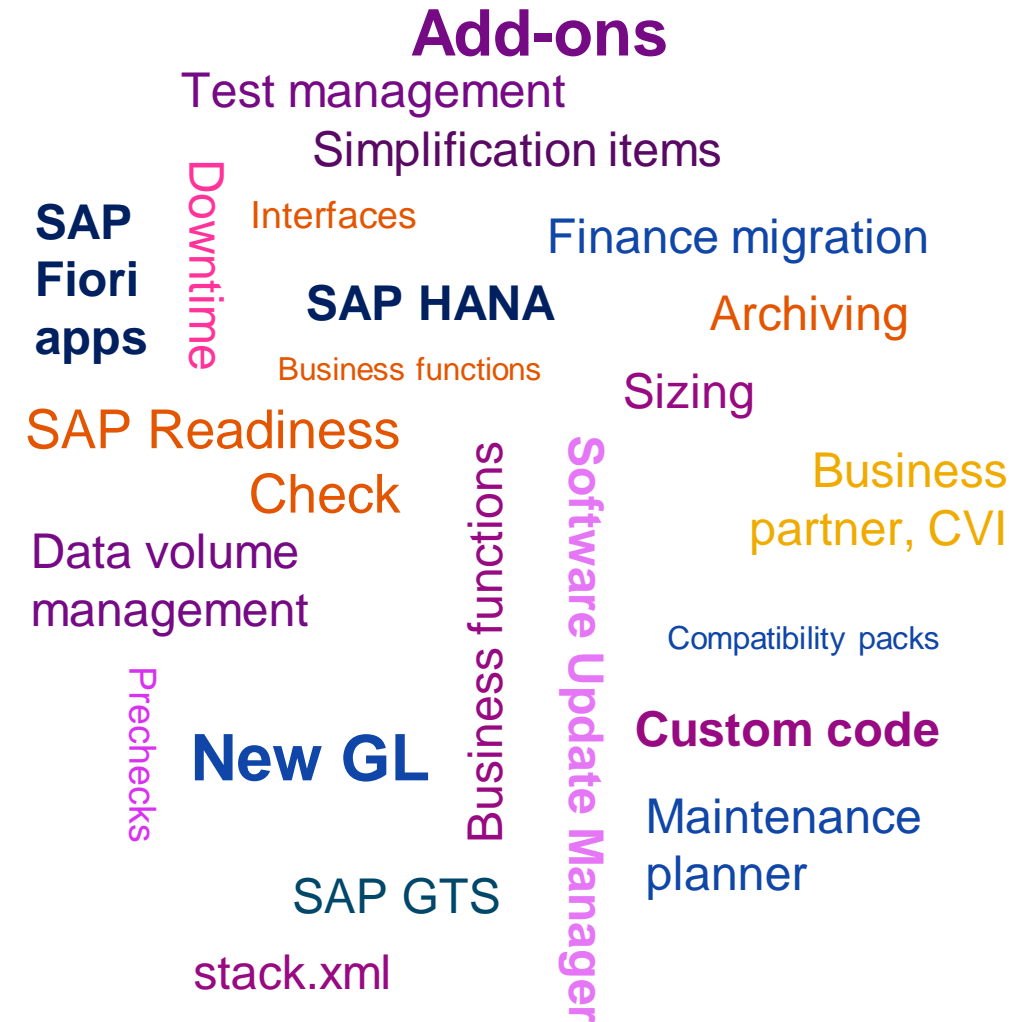
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Appendix

Top 10 tools from SAP to make your conversion easy



#1 The Technical Downtime Optimization tool helps to meet tight downtime requirements.



Easy-to-consume
analytics



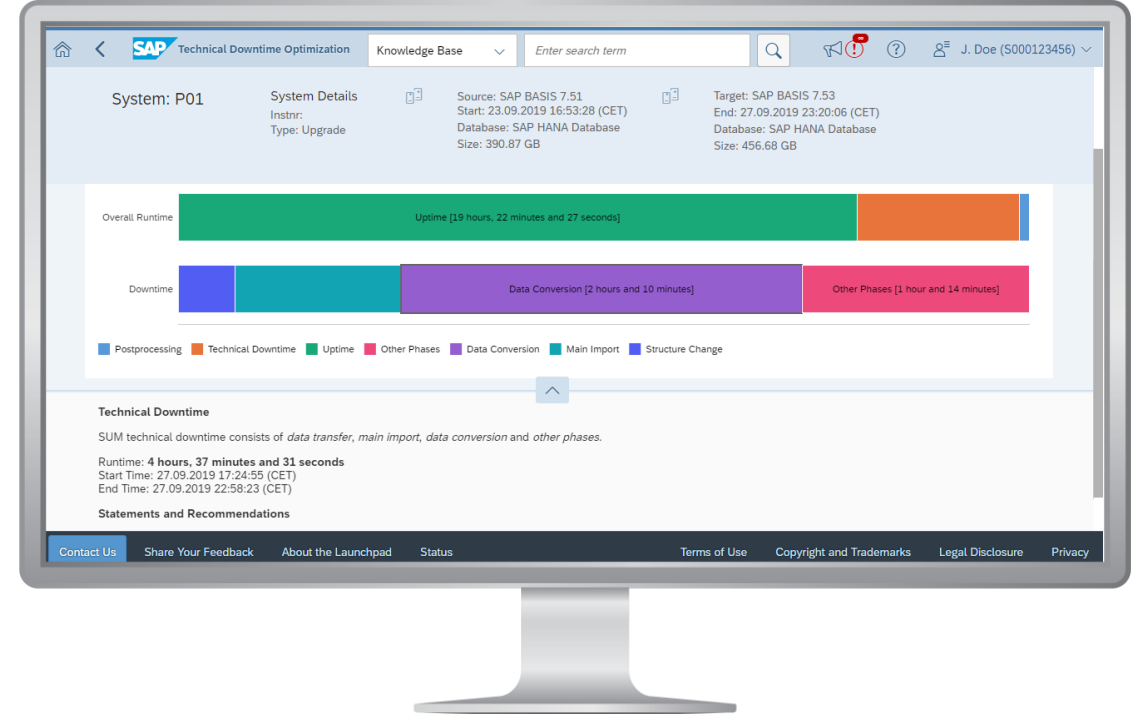
Simulation from up-to-
date knowledge base



Tailored downtime
minimization advice



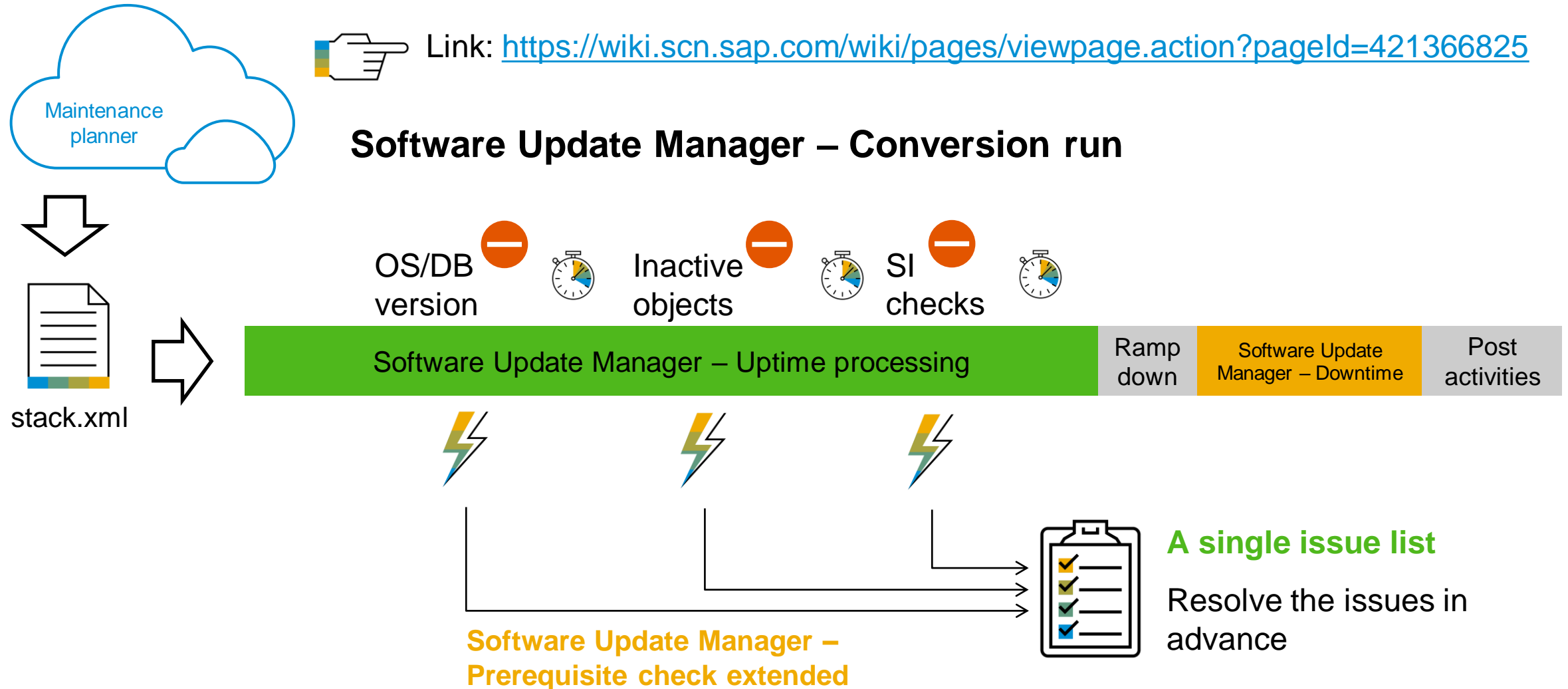
Included in SAP support
offering, with **no extra**
costs



For more details, check SAP Note [2881515 – Introduction to the Technical Downtime Optimization App](#)

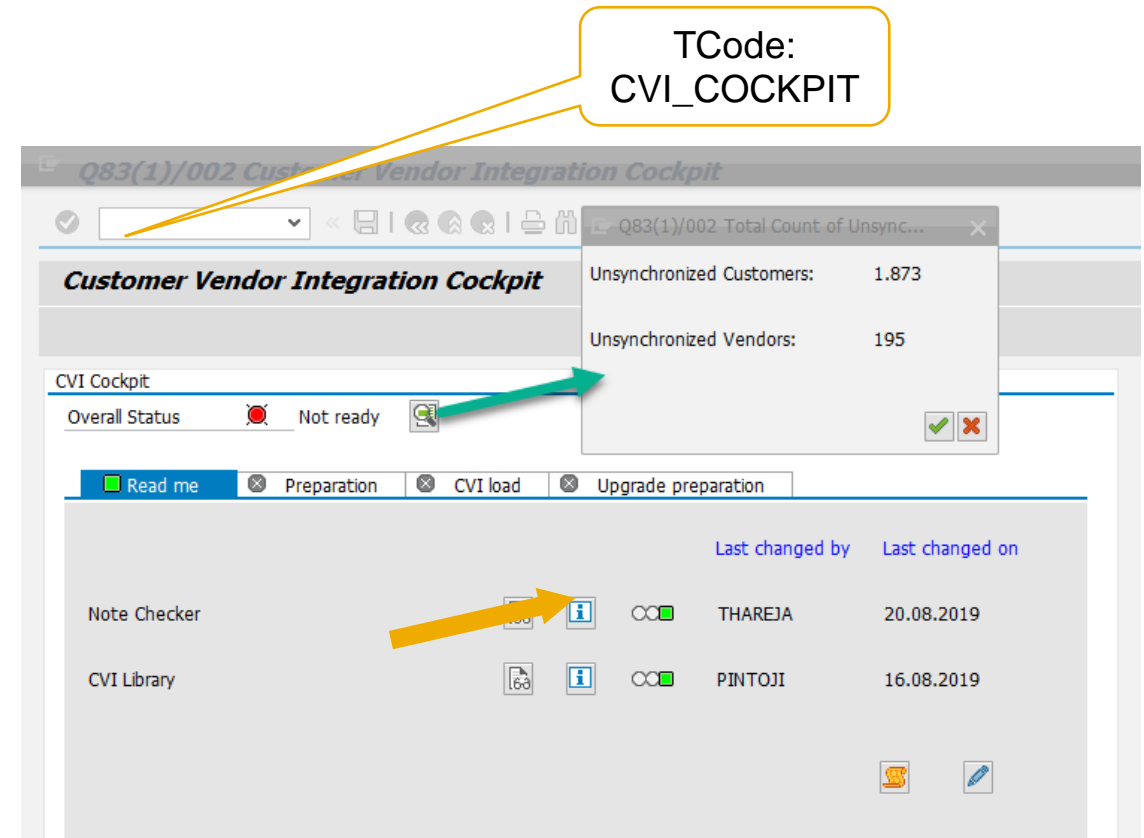
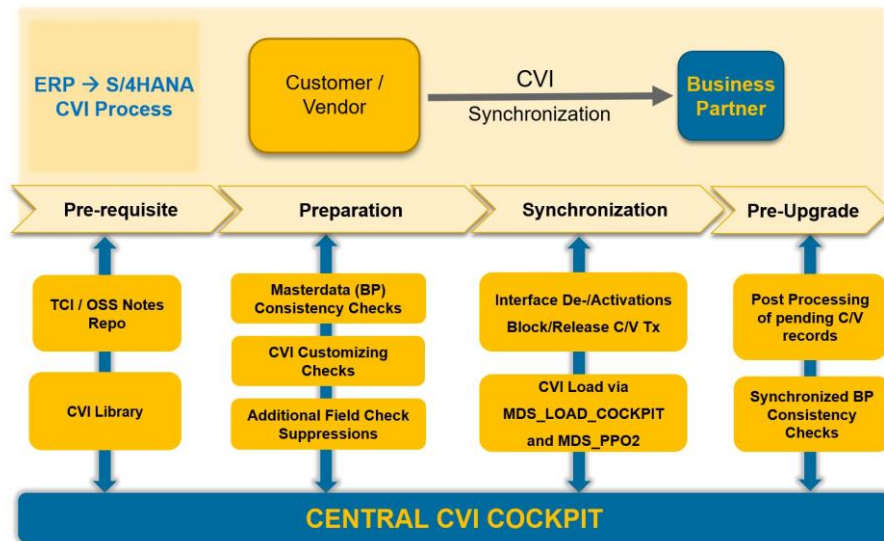
Access the app from SAP ONE Support Launchpad: <https://launchpad.support.sap.com/#/downtimeoptimization>

#2 Software Update Manager: Prerequisite check extended – Provides a list of main technical issues (Software Update Manager 2.0 SP08+)



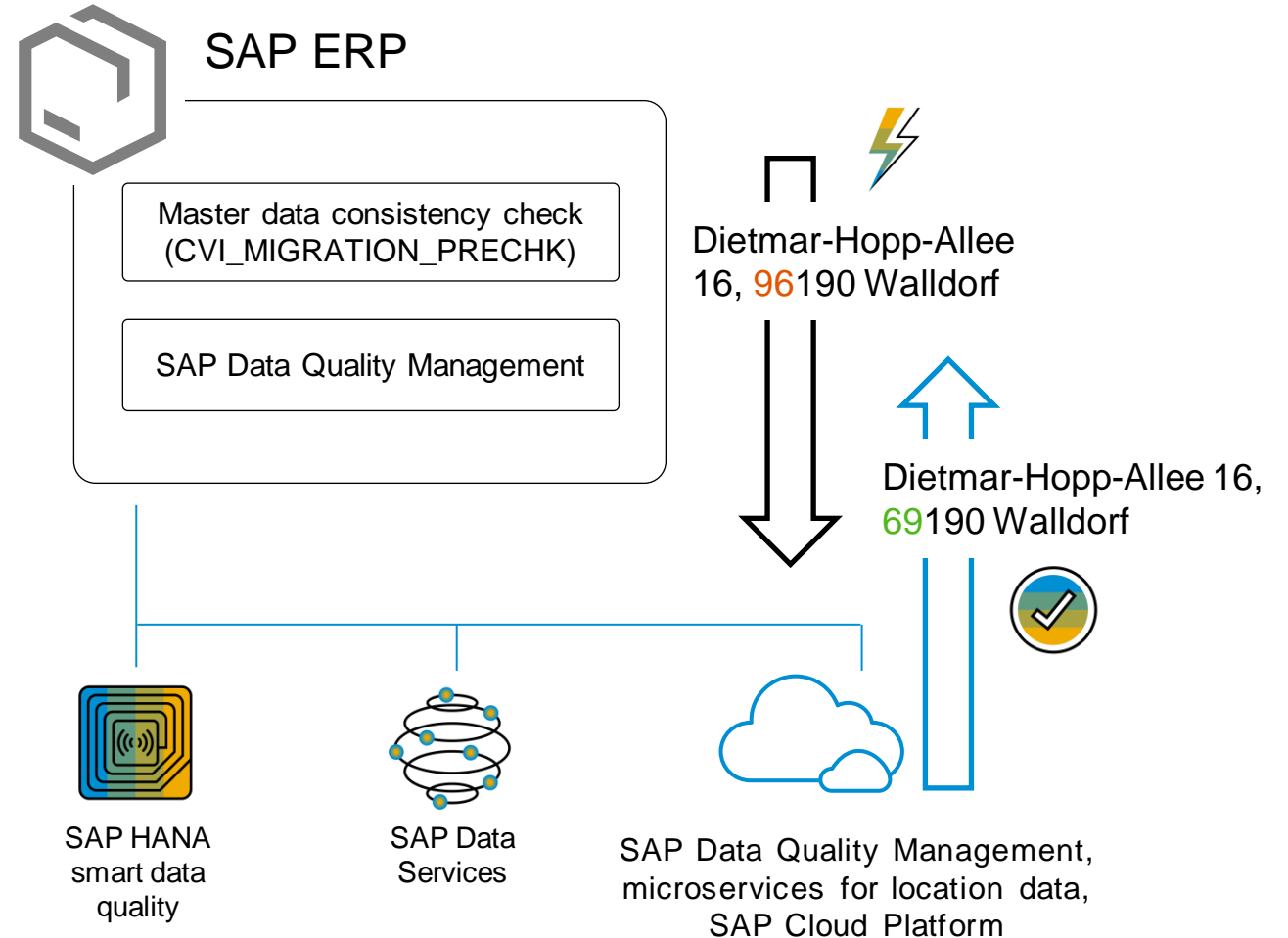
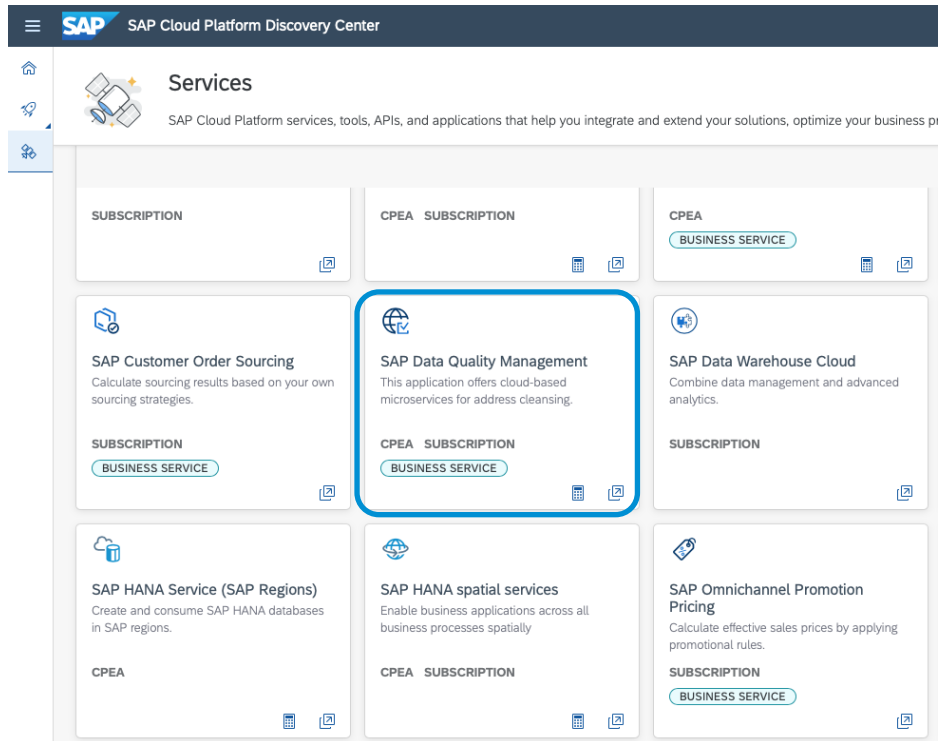
#3 Use the customer vendor integration (CVI) cockpit for business partner conversion

- Takes you through the phases of a CVI project (to prepare for a conversion to SAP S/4HANA)
- Status: Tracking changes
 - Overall (automatically set when 100%)
 - Per phase
 - Per activity
- Additional information and links included



Read [the blog](#)
SAP Notes [2743494](#), [2832085](#)

#4 SAP Data Quality Management, microservices for location data, can help cleanse your address data



#5 Check and correct your finance data prior to conversion

How to find

[2755360](#) – Reconciliation prior to conversation to SAP S/4HANA: Perform data consistency checks for FI-GL in SAP ERP on any DB

The screenshot shows the SAP transaction 'Reconciliation prior to Conversion to S/4HANA'. It features a top bar with the SAP logo and a title. Below the bar is a toolbar with icons for search, save, refresh, and other functions. The main area is divided into two sections: 'User Input Parameters' and 'Processing Parameters'. The 'User Input Parameters' section includes fields for 'Company Code', 'Fiscal Year', and 'Document Number', each with a 'to' field and a search icon. The 'Processing Parameters' section includes a 'Package Size' field set to '100'.

Transaction FIN_CORR_RECONCILE

Transaction FIN_CORR_DISPLAY



The screenshot shows the SAP transaction 'Reconciliation prior to Conversion to S/4HANA: Display Issues'. It features a top bar with the SAP logo and a title. Below the bar is a toolbar with icons for search, save, refresh, and other functions. The main area displays a table of reconciliation issues.

Run ID/ CoCo...	DocumentNo	Year	Item	DocumentNo	Ld	Lntm	G/L	Acc	Message Class	Number	Type	Message Text
50169 0001	100009469	2017	1				470000	FIN_FB_RECON	577	E		Open item flag in SKB1 differs from open item flag in BSEG 000047000
50169 0001	100009469	2017	2				470000	FIN_FB_RECON	577	E		Open item flag in SKB1 differs from open item flag in BSEG 000047000
50169 0001	100009469	2017	1				470000	FIN_FB_RECON	339	E		Item in BSEG but missing in index tables BSIS and BSAS
50169 0001	100009469	2017	2				470000	FIN_FB_RECON	339	E		Item in BSEG but missing in index tables BSIS and BSAS
50169 0001	100009490	2017	2				841000	FIN_FB_RECON	339	E		Item in BSEG but missing in index tables BSIS and BSAS
50169 0001	100009491	2017	3				841070	FIN_FB_RECON	577	E		Open item flag in SKB1 differs from open item flag in BSEG 000084107
50169 0001	100009491	2017	4				841070	FIN_FB_RECON	577	E		Open item flag in SKB1 differs from open item flag in BSEG 000084107
50169 0001	100009491	2017	1				841009	FIN_FB_RECON	339	E		Item in BSEG but missing in index tables BSIS and BSAS
50169 0001	100009491	2017	2				841000	FIN_FB_RECON	339	E		Item in BSEG but missing in index tables BSIS and BSAS
50169 0001	100009491	2017	3				841070	FIN_FB_RECON	339	E		Item in BSEG but missing in index tables BSIS and BSAS
50169 0001	100009491	2017	4				841070	FIN_FB_RECON	339	E		Item in BSEG but missing in index tables BSIS and BSAS
50169 0001	100009492	2017	2				841000	FIN_FB_RECON	339	E		Item in BSEG but missing in index tables BSIS and BSAS

How to resolve

[2714344](#) – Financial data migration to SAP S/4HANA: most frequent error messages – information and recommendations

[2887318](#) – Analysis and correction prior to conversion to SAP S/4HANA

The screenshot shows the SAP transaction 'Monitor Reconciliation'. It features a top bar with the SAP logo and a title. Below the bar is a toolbar with icons for search, save, refresh, and other functions. The main area is divided into two sections: 'Monitor' and 'Reconciliation'. The 'Monitor' section includes a 'Display selection' section with radio buttons for 'Display error' and 'Display log'. Below this is a 'List of errors from last run' section with a table of error messages.

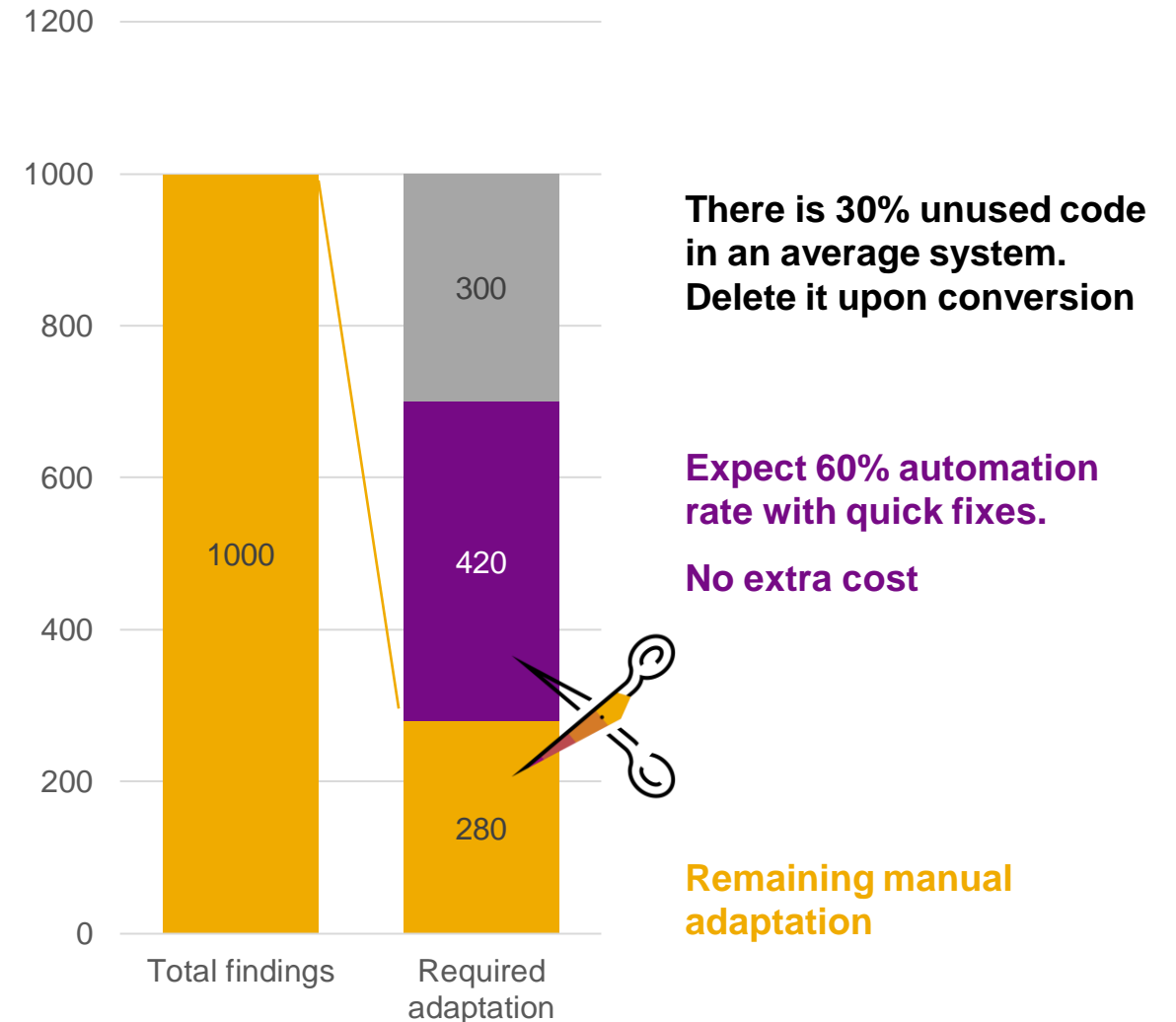
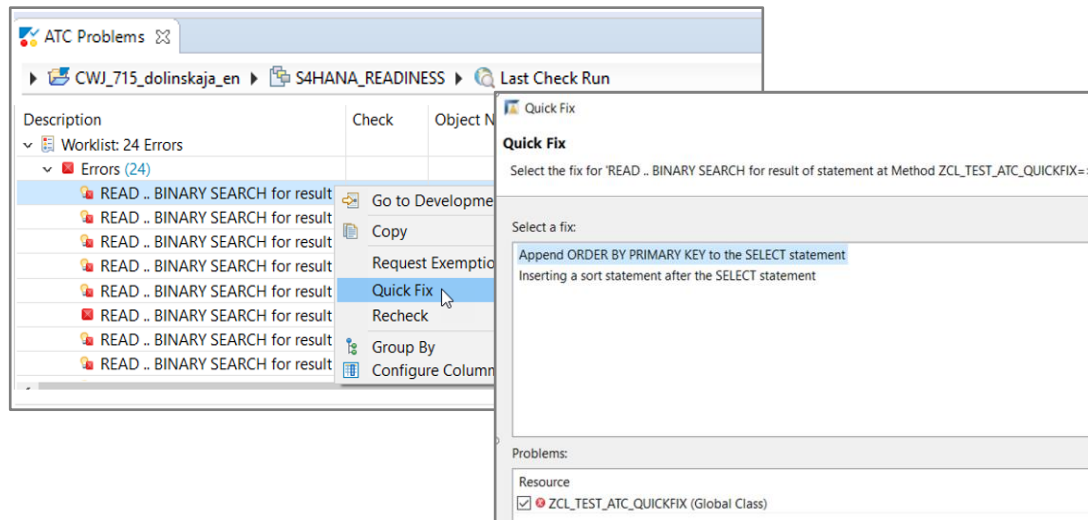
Message Number	Description	Total no. of erro...
339	Item in BSEG but missing in index tables BSIS and BSAS	2.401.951
72	No entry in FAGLFLEXA for this line item of BSEG (Ledger)	1.160.320
73	No entry in FAGLFLEXA for this line item of BSEG_ADD (Ledger)	1.077.679
577	Open item flag in SKB1 differs from open item flag in BSEG	504.250
578	Open item flag in BSEG differs from open item flag in SKB1	55.086
398	Second local currency in BKPF inconsistent (should be)	522
70	No entry in BSEG for this line item of FAGLFLEXA (Ledger)	72
168	Field of BSEG does have a non initial Amount ()	38
399	Third local currency in BKPF inconsistent (should be)	34
76	Inconsistent amount in 2nd local currency for this line item (Ldg)	29
221	Fields in BSAS and BSEG do not match	29
220	Fields in BSIS and BSEG do not match	29
593	Clearing specific to ledger groups differs in BSEG, SKB1	26
587	Field KSL of FAGLFLEXA does have a non initial amount (Ledger)	26
517	Fields mismatch between BSEG and NewGL line item table	25
223	Fields in BSAD and BSEG do not match	22

Transaction FIN_CORR_MONITOR

#6 Automated custom code adaptation with quick fixes. Deleting unused code amplifies the effect.

Automatic custom code adaptation with quick fixes

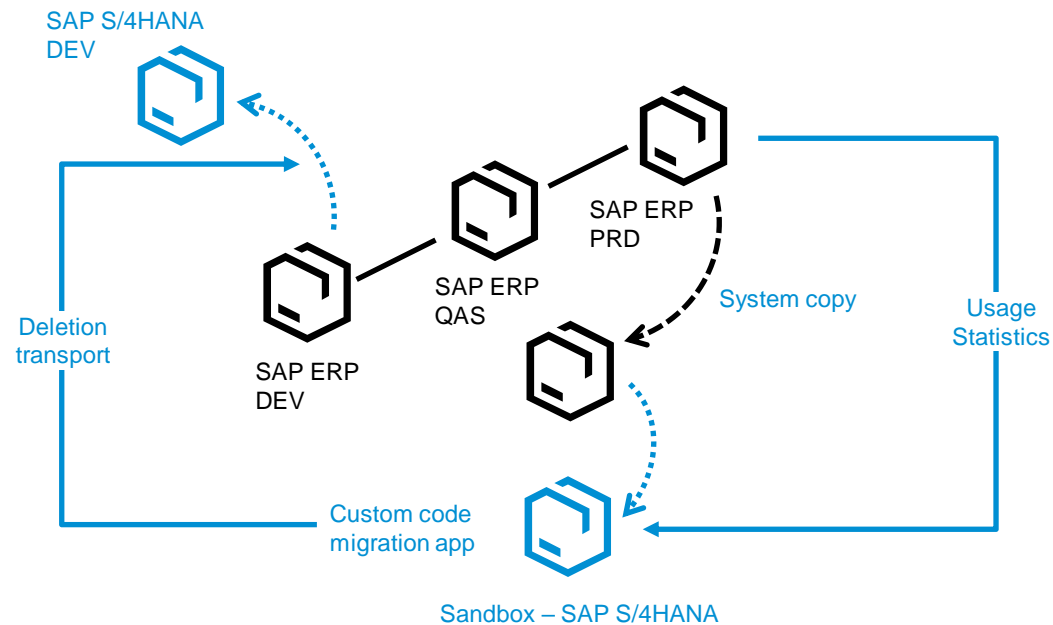
- 1809: **ORDER BY, MATNR**
- 1809 FPS2: **BSEG, VBTP, VBFA, VBUP/VBUK, KONV, ...**
- **NEW:** SD routines, SAP queries, ...



[2866977 - Quick Fixes for SAP S/4HANA custom code checks](#)

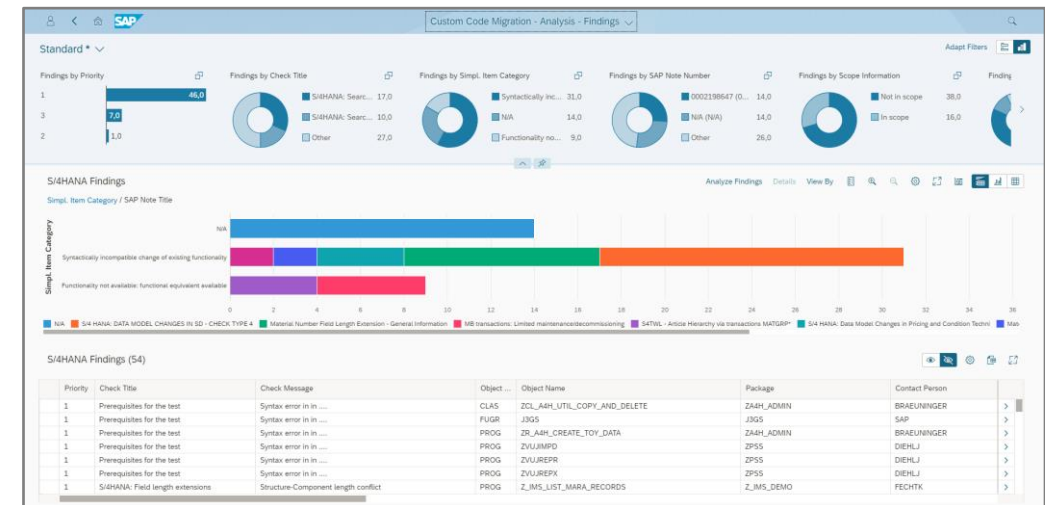
#7 Deleting unused code

In an average SAP ERP system, 30% to 60% of custom code is never used. Deleting it can significantly reduce the effort for code adaptation. Deletion is now part of the conversion with Software Update Manager.



Step 1. Keep collecting the data with UPL or activate call monitor in ABAP development tools with aggregation today.

Step 2. Use the new custom code migration SAP Fiori app once your sandbox is converted to SAP S/4HANA.



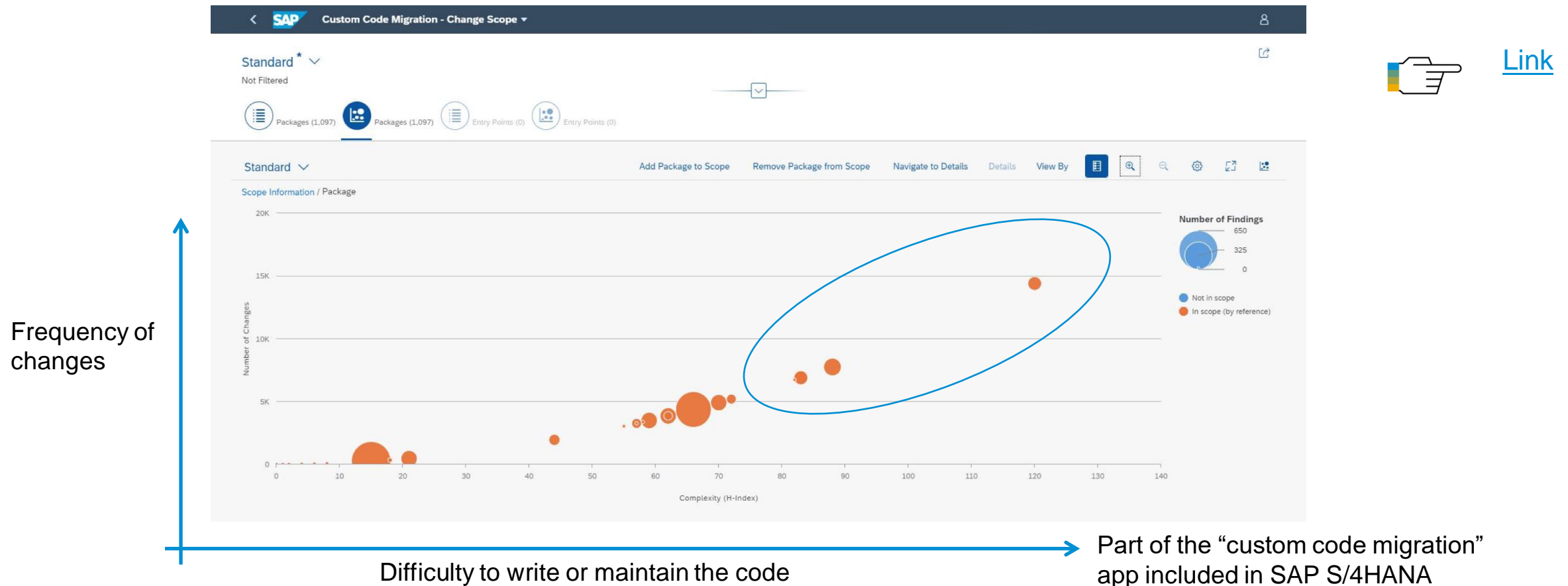
“Custom code migration” SAP Fiori app

- Consumes runtime code usage statistics from call monitor in ABAP development tools
- Prepares a deletion transport
- Provides analytics for remaining required custom code adjustments

Link: <https://blogs.sap.com/2020/11/18/try-it-for-free-sap-fiori-app-custom-code-migration-in-the-cloud/>

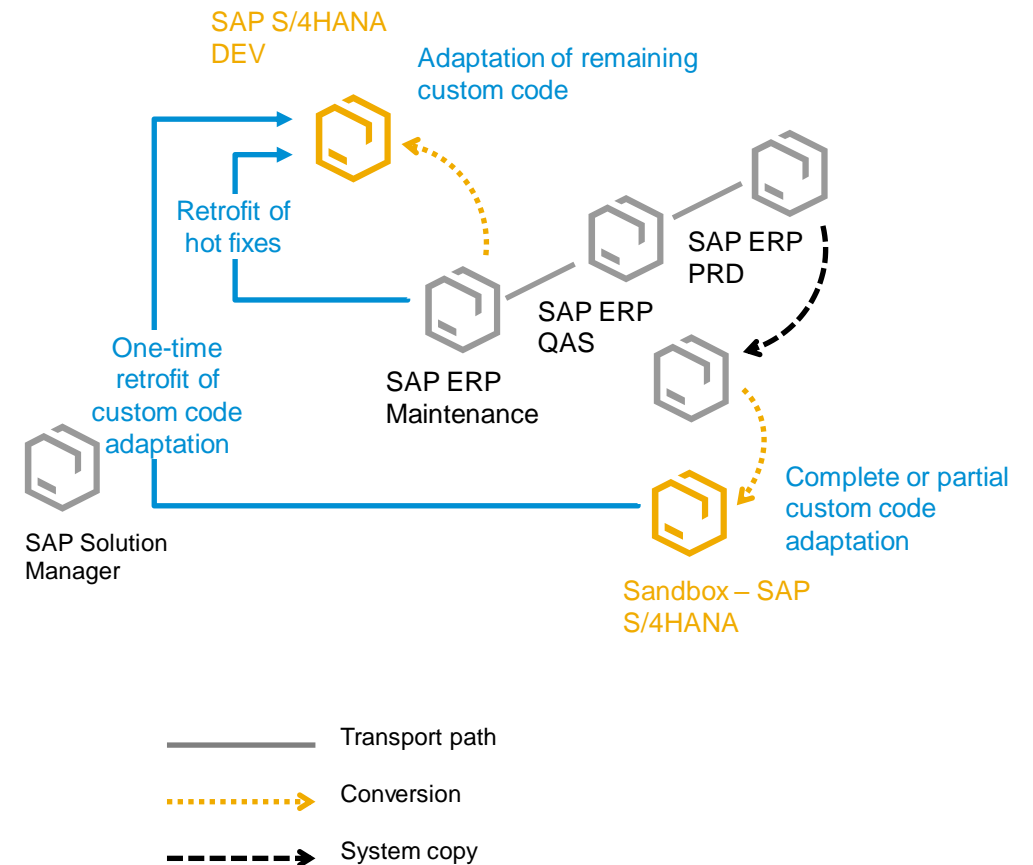
#8 Looking for back-to-standard? Start with the most expensive parts of your custom code using the “custom code migration” app

Focus on cost and effort drivers when reviewing the custom code. Look for functional alternatives in standard code.



#9 SAP Solution Manager – Retrofit conversions

- SAP's general recommendation for conversions:
1) sandbox copy of the production SAP ERP 2) production track
- Rationale: include custom code fixing, deliver to business fully functional system as a preview
- Retrofit – a reliable companion in complex landscapes for almost a decade
 - Neither need a development freeze, nor double work
 - All custom code adaptation performed in the sandbox retrofitted into the newly converted development system
 - Suitable for systems with large amounts of custom code and an intense ongoing custom development
 - Requires SAP Solution Manager 7.2 SP8 or higher



More than 90% of object retrofitting can be automated.

#10 SAP Readiness Check for SAP S/4HANA

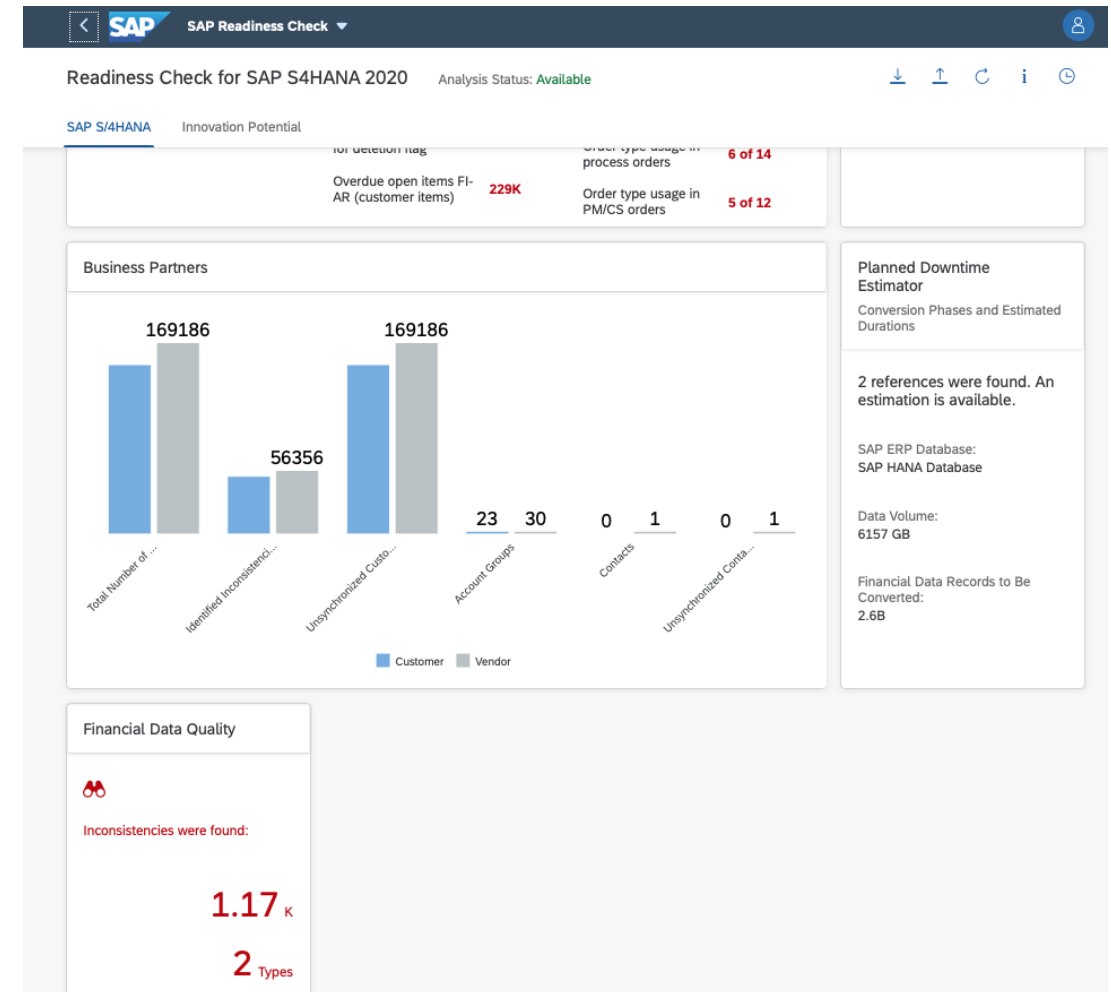
- Highlights and Innovations

- **Effort ranking** – For simplification items
- **Interface analysis** – To replace a tedious manual analysis of interfaces in a system
- **Business partner** – To detect possible data quality issues in customers and vendors and other effort drivers for implementation
- **Financial data quality** – To detect possible data quality issues prior to accounting conversion
- **Planned downtime estimator** – To get an estimation for end-to-end conversion downtime

... and more!



[Check out the latest version](#)



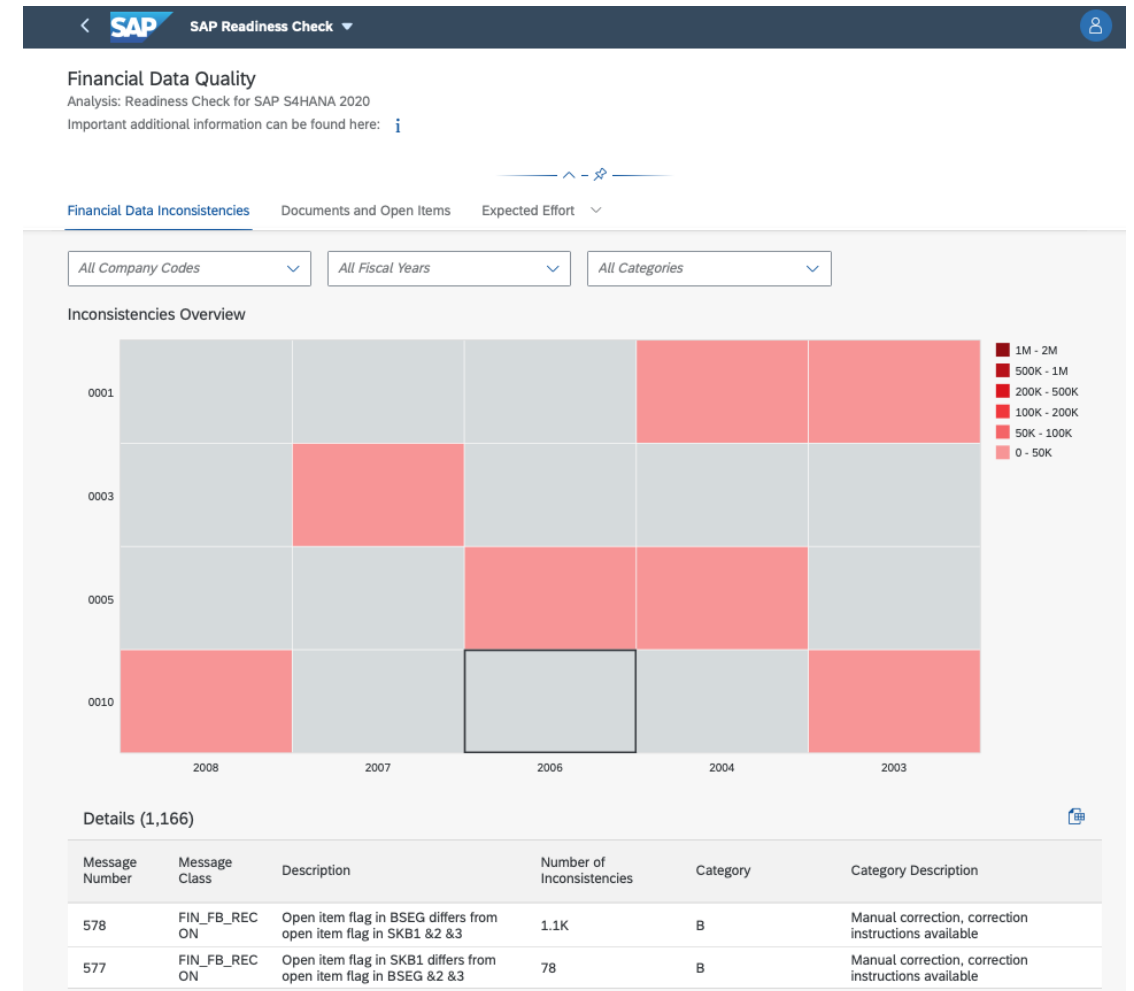
#10 SAP Readiness Check for SAP S/4HANA | Highlights

- **Effort ranking** – For simplification items
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#10 SAP Readiness Check for SAP S/4HANA | Highlights

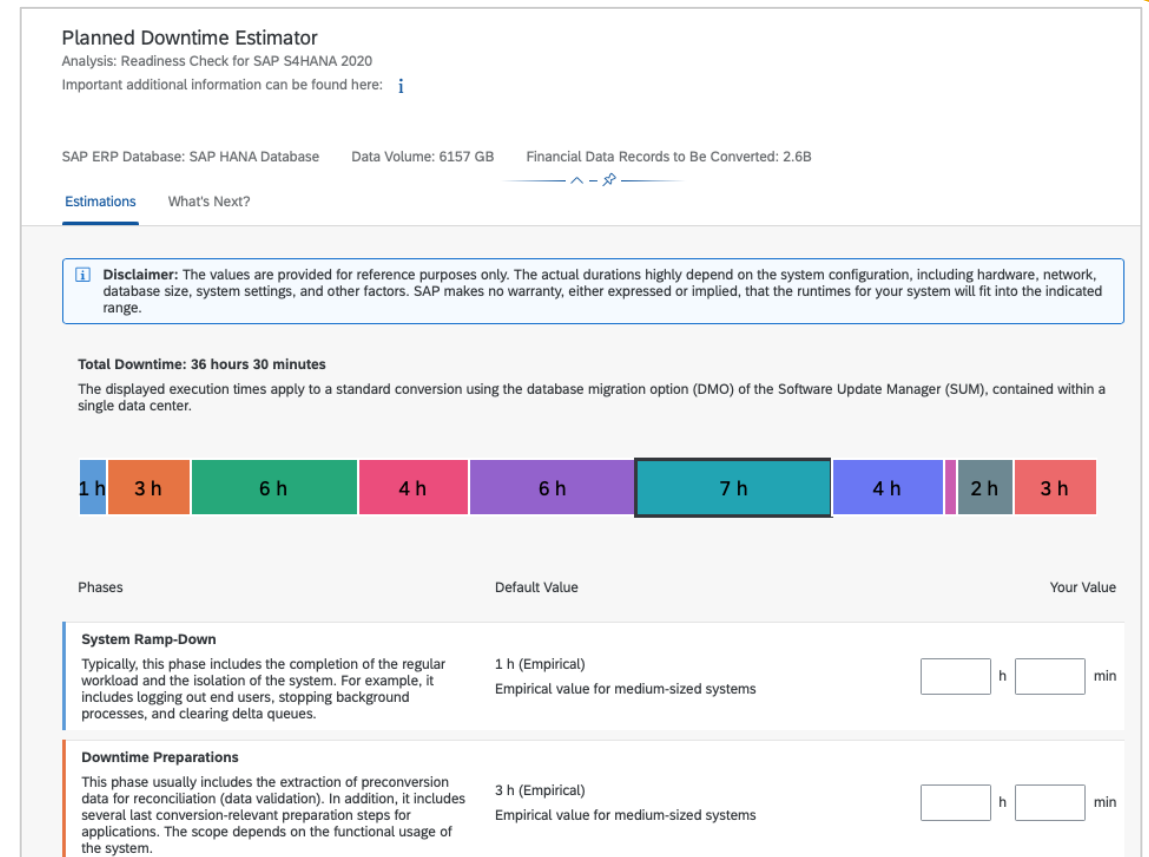
LAB PREVIEW

- **Effort ranking** – For simplification items
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... and more!



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Mapping your journey to **SAP S/4HANA** –

A practical guide for senior IT leadership

“Thank you to SAP for putting together this **must-read** document for customers exploring the migration to SAP S/4HANA.”

Geoff Scott and Chris Crone, ASUG

“**Valuable support** and practical tips for SAP customers who are dealing with extensions in their SAP S/4HANA projects.”

Ralf Peters, DSAG



Click (link area)
or scan (barcode
reader):



More information

(look at similar upcoming sessions at TechEd 2021)



Related SAP TechEd sessions

- DT100 – Paths for Transitioning to SAP S/4HANA
- DT104 – Custom Code Adaptation for SAP S/4HANA
- ST104 – Future-Proof Your Extensibility Strategy Across SAP Solutions in 2021
- DT103 – Reduce Downtime for a System Conversion to SAP S/4HANA
- DT921 – Expert Q&A on Your Transition Path to SAP S/4HANA

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