A Smooth Journey to SAP S/4HANA
with SAP Enterprise Support

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PUBLIC

THE BEST RUN **SAP**

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Agenda

Digital Economy Imperative
- Why to start the journey

SAP S/4HANA Adoption Paths
- All roads leads to Rome

SAP S/4HANA Project
- Join forces

Get ready for SAP S/4HANA with the SAP S/4HANA Value Map
- Use a GPS navigation system

Importance of SAP S/4HANA planning – SAP Enterprise Support Advisory Council
- Catch an opportunity to plan your trip in advance with us

SAP Enterprise Support for SAP S/4HANA: outlook to 2018
- What to do when you reach your destination

Key Takeaways

Q&As

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Digital Economy Imperative
Drive Digital Transformation with SAP S/4HANA

Digital transformation?
Digital revolution!

56%

of CEOs said that digital business has become a reality and digital improvements have already improved profits[1]

Challenges?
Opportunities!

45%

of revenue of digital transformed organizations will come from "future of commerce" business models by 2019[2]
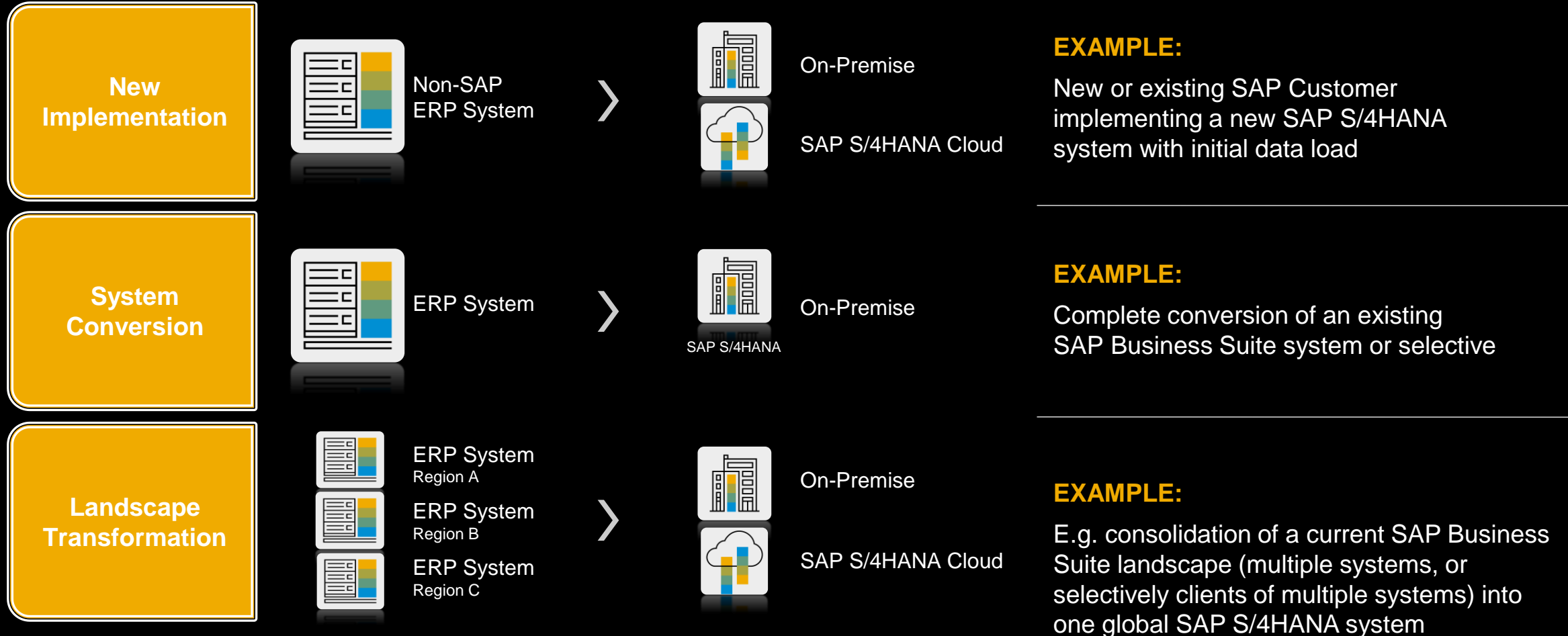
Wait?
Act!

60%

of organizations will have deployed digital-platform strategies by 2020[2]

[1]Gartner 2017 CEO Survey: CIOs Must Scale Up Digital Business
[2]IDC FutureScape: Worldwide Digital Transformation (DX) 2018 Predictions

SAP S/4HANA Adoption Paths
Three Different Approaches to Move to SAP S/4HANA

New Implementation

Non-SAP ERP System

On-Premise

SAP S/4HANA Cloud

EXAMPLE:

New or existing SAP Customer implementing a new SAP S/4HANA system with initial data load

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System Conversion

ERP System

On-Premise

SAP S/4HANA

EXAMPLE:

Complete conversion of an existing SAP Business Suite system or selective

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Landscape Transformation

ERP System
Region A

ERP System
Region B

ERP System
Region C

On-Premise

SAP S/4HANA Cloud

EXAMPLE:

E.g. consolidation of a current SAP Business Suite landscape (multiple systems, or selectively clients of multiple systems) into one global SAP S/4HANA system

SAP S/4HANA Projects
Joined Tasks for Tec & Biz

Check Simplication List

Run Conversion

Choose Fiori Apps

Business Decisions

Technical Check

SAP S/4HANA

SAP ERP 6.0 EHP x...7

AnyDB

EHP 0 ... 7
7.0x ... 7.40

S/4CORE
7.50

SAP Enterprise Support Offerings & Programs
SAP Enterprise Support Academy & SAP Enterprise Support Advisory Council

SAP Enterprise Support Academy
Enablement for Digital Transformation

SAP Enterprise Support Academy – Access to high-impact training, collaboration, support, and deployment of best practices from the award-winning SAP Enterprise Support Academy program.
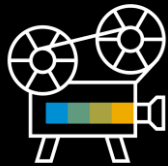
Knowledge transfer
on system operations, system integration, and digital innovation readiness

Learning on demand
through live and self-paced learning content, available in multiple formats and languages

Role-specific learning
by addressing the needs of key users, administrators, IT and line-of-business experts

Available Formats

| Best Practices | Tutorials | Guided Self-Services | Continuous Quality Checks | Improvement Services | Expert-Guided Implementations | Meet-the-Expert sessions | Accelerated Innovation Enablement |

SAP Enterprise Support Academy
SAP S/4HANA Value Map

SAP S/4HANA Value Map

SAP S/4HANA Cloud
SAP Enterprise Support Value Map

SAP S/4HANA On Premise
SAP Enterprise Support Value Map

The SAP S/4HANA Cloud value map is designed to support you through the entire product lifecycle – from planning a cloud solution through to go-live and continued optimization.

The SAP S/4HANA On Premise value map will help you to adopt and run SAP S/4HANA. The value map guides you from the very beginning: from the discovery stages of this journey through the planning, implementation, and run phases.

Take advantage of every opportunity and run a live business with SAP S/4HANA Cloud, our next-generation cloud ERP suite. Designed for in-memory computing, SAP S/4HANA Cloud acts as a digital core, connecting your enterprise with people, business networks, the Internet of Things, Big Data, and more. Enjoy the effortless scalability, easy management, and complete security you expect from cloud solutions.

What is SAP S/4HANA Cloud? Watch a 2-minute overview.

SAP S/4HANA is a real-time enterprise resource management suite for digital business. It is built on our advanced in-memory platform, SAP HANA, and offers a personalized, consumer-grade user experience with SAP Fiori. SAP S/4HANA can drive instant value across all lines of business – no matter your industry or business size.

What is SAP S/4HANA? Watch a 3-minute overview.

SAP S/4HANA Value Map
SAP Activate Phases

SAP S/4HANA On Premise

SAP Enterprise Support Value Map

Select an SAP Activate phase to see all learning content within that phase.
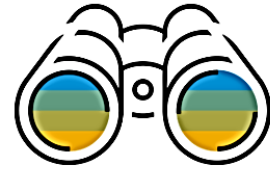
Discover Phase

Discover the value of SAP S/4HANA
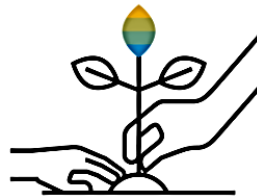
Prepare Phase

Plan, prepare, and start the implementation project
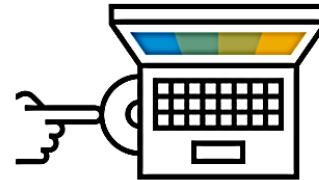
Explore Phase

Define all details

Realize Phase

Implement technical and functional changes

Deploy Phase

Prepare to go live

Run Phase

Optimize the operability of SAP S/4HANA

SAP S/4HANA Value Map
Objectives

SAP S/4HANA Value Map Objectives — Discover Phase

STRATEGIC PLANNING
- Understand the difference between SAP S/4HANA on premise and cloud implementations.
- Understand naming conventions in SAP HANA and SAP S/4HANA-related products.
- Learn how to create your own product map, build your own business case, and plan your own digital transformation journey with SAP Transformation Navigator.
- Discover how SAP can help you to optimize and innovate your existing SAP ERP system with SAP Innovation and Optimization Pathfinder.
- Learn how to create a business case based on your own system data with a Business Scenario Recommendation (BSR) report for SAP S/4HANA.
- Understand digital transformation and how to leverage SAP S/4HANA.

APPLICATION VALUE & SCOPING
- Understand the SAP S/4HANA capabilities you can adopt for your company's processes.
- Understand the available transition options to SAP S/4HANA.
- Understand the requirements if you plan to convert an existing SAP ERP 6.x system to SAP S/4HANA with the SAP Readiness Check tool.

TRIAL SYSTEM PROVISIONING
- Explore SAP S/4HANA with a 30-day trial utilizing the latest SAP S/4HANA releases.
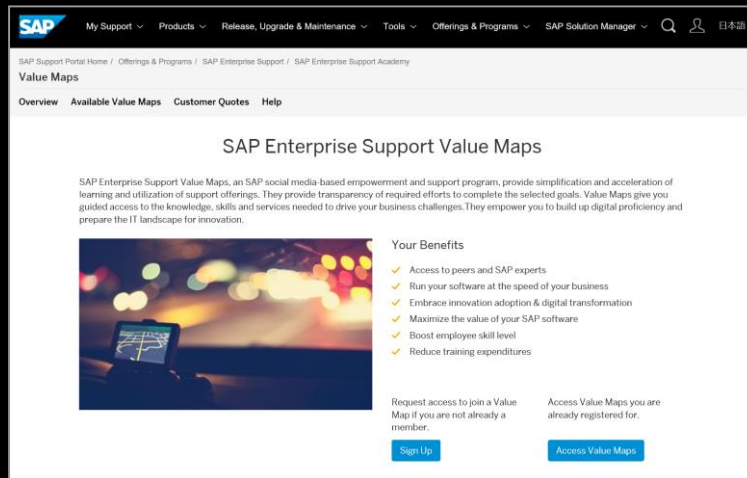
Topic	Value	Details & Duration
Get to Know the Basics – Cloud vs. On Premise Implementations	Short presentation on the differences between SAP S/4HANA on premise and cloud systems.	2-minute explanatory video.
HANA, S/4HANA, Suite on HANA, SoH, Simple Finance, S/4HANA Finance, let's have the right wording!	The purpose of this recording is to give a very brief summary of the most used names around SAP S/4HANA, Suite on SAP HANA, and Simple Finance, and to provide a high-level overview (only to "feel" the difference, not diving into technical details) of each solution or product so everybody is using the right terms and there is a common understanding.	5-minute video. Find more details in the SAP Community in this blog.
Discover SAP S/4HANA with SAP S/4HANA Value Map	How to discover SAP S/4HANA using this value map.	Discover SAP S/4HANA with SAP S/4HANA Value Map, an 8-minute video.
SAP Transformation Navigator	Use the SAP Transformation Navigator to create your own product map, build your own business case, and plan your own digital transformation journey.	See a blog on how it works in the SAP Community. Link to SAP Transformation Navigator. ~ At your own pace

Three simple steps to register

https://support.sap.com/valuemaps
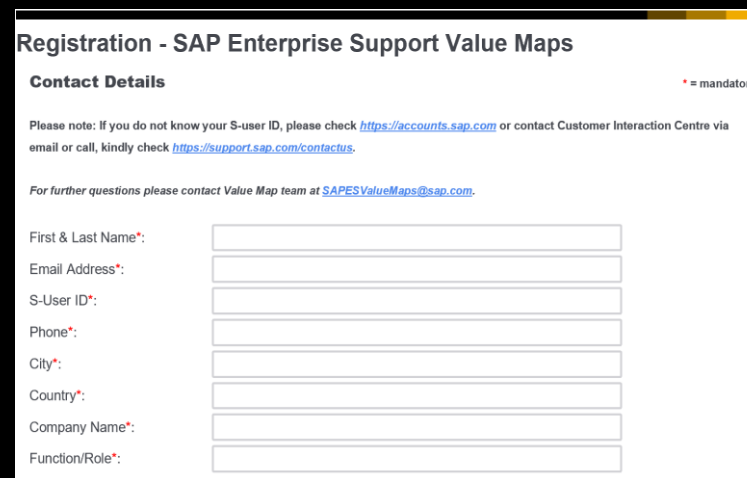
Step 1

Click on '**Sign Up**'

Step 2

Provide your 'Contact Details'

Step 3

Choose 'Value Map topic' and 'objectives'.

Click on 'Next' & 'Finish'

powered by
SAP Enterprise Support Academy

SAP S/4HANA with SAP Enterprise Support: Adoption Path

Installed base

Early adopters

SAP Enterprise Support value maps

SAP Enterprise Support Advisory Council

Customer Value Experience Tools

- **SAP Innovation and Optimization Pathfinder for SAP ERP**

- **Business Scenario Recommendation (BSR) report for SAP S/4HANA**

Selected pilot customers in SAP Enterprise Support Advisory Council will become **early adopters of innovations**, which would be further applied in related value maps for the installed base, and vice versa.

SAP Enterprise Support Advisory Council
Co-innovate with SAP on strategic topics

SAP Enterprise Support Advisory Council (ESAC)

Participants become early adopters of the latest **support** innovations. They also profit from a bigger investment from SAP's side (e.g., expert advice) and by directly influencing SAP's support offering in a meaningful way based on own requirements.

Early adopter

Expert access

Direct influence

Customer

Co-Innovation

Close Collaboration

Co-Investment

SAP

Pilot new offerings

Direct feedback

Transparency

Discuss and share ideas with SAP experts and other customers
in SAP Enterprise Support value maps and remote and onsite workshops
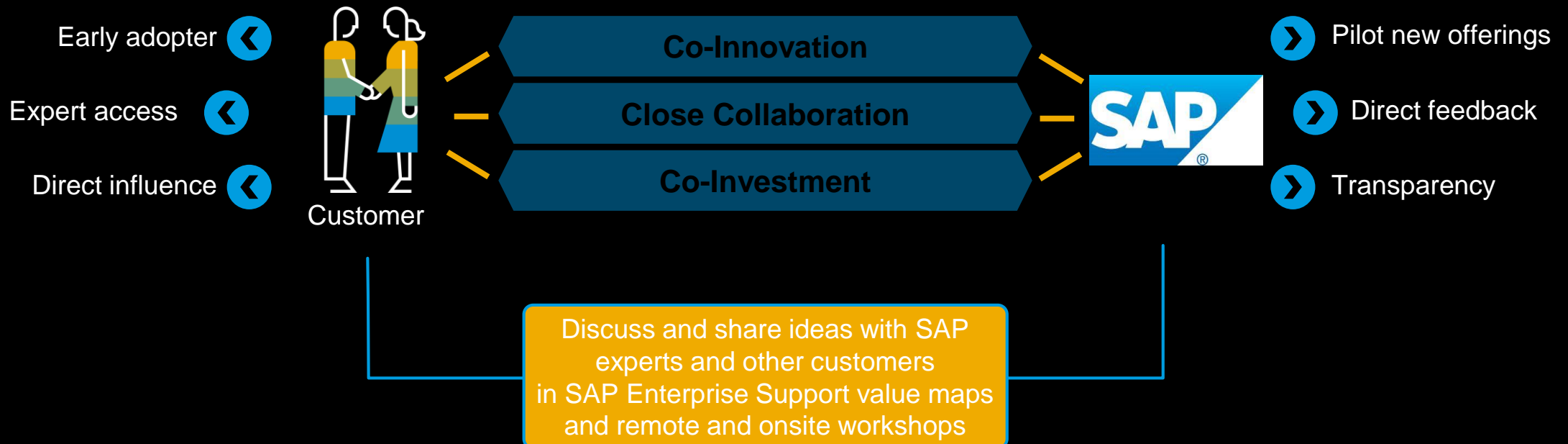
SAP Enterprise Support Advisory Council 2018
Program Highlights 2018

✓ Participation is **free** of charge

✓ Customers are encouraged to present their projects and KPIs at **customer events**

✓ Services and workshops are typically delivered **remotely**, but in some cases also on-site

✓ **Not a strictly annual program**, e.g. depending on the work-stream a project could only take a couple of months or could also be continued in the subsequent year

✓ Program is **open to all** customers under SAP Enterprise Support

✓ Work-streams have **limited capacity**, typically seats are provided on a "first come, first serve base"

✓ Customers get **additional value** such as expert advice, access to exclusive (pilot) services, and more

✓ **Not a static program**, additional work-streams may be added in the course of the year if needed

✓ Results and achievements may be used to create **reference assets** together with the customer

SAP

2018

SAP Enterprise Support Advisory Council:
SAP S/4HANA On Premise workstream

Get expert guidance during the DISCOVER (pre-project) phase of your journey towards SAP S/4HANA

- Understand how to assess **your readiness** to start / before starting an SAP S/4HANA project

- Understand **main milestones** of a SAP S/4HANA project

- Understand **decision criteria** for converting existing ERP systems into SAP S/4HANA or migrating to fresh new system

- Understand **deployment options** of SAP S/4HANA

- Receive guidance on **technical architecture** (Scale in / scale out , TDI vs Appliance)

- Receive Functional implementation overview and best practices
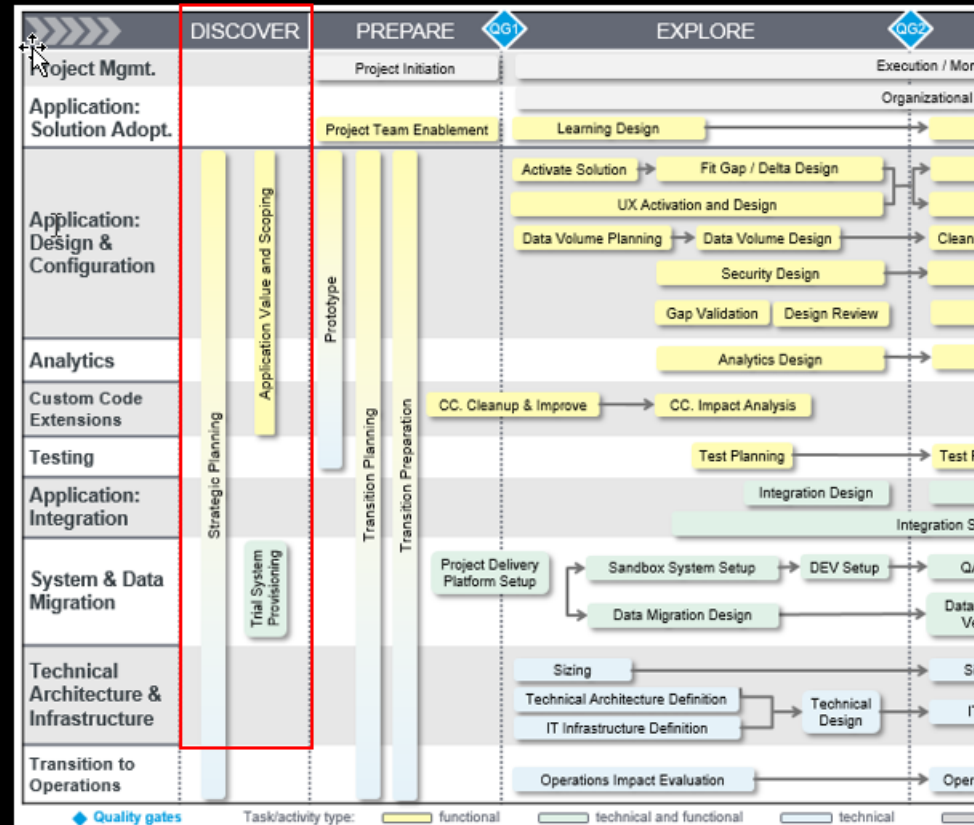
SAP Enterprise Support Advisory Council:
SAP S/4HANA On Premise workstream

Two tracks for optimized
content based on your situation

- Understand how to shape the landscape of the future with SAP Transformation Navigator
- Create your business case with Value Assessment tools,
- Scope your digital core
- + more topics currently assessed

Started, some more seats available

- SAP S/4HANA foundational knowledge overview
- SAP Readiness Check
- SAP S/4HANA Architecture
- Sizing guidance
- Transition path (New Implementation vs System conversion) decision criteria
- Must know for Technical System Conversion
- Must know for Finance related conversion steps
- + more potential topics based on feedback from pilot customers

- SAP S/4HANA foundational knowledge overview
- SAP Readiness Check
- SAP S/4HANA Architecture
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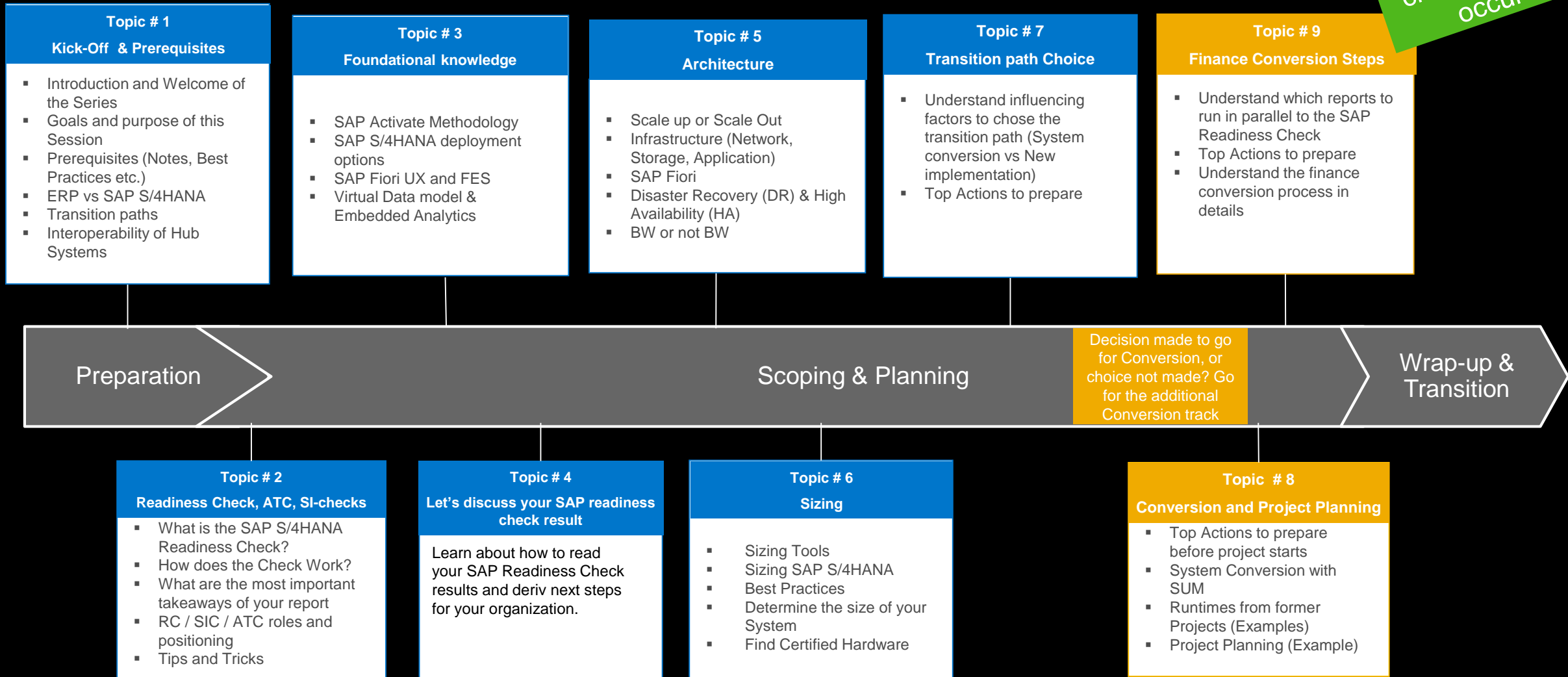- + more potential topics based on feedback from pilot customers

Preview, accepting candidates

Short term Track: Guidance on **key necessary knowledge** before launching a project starting end of Q2 or beginning of Q3

Long term track = Content of Short term track + Transformation planning related topics

Delivery Framework: Short Term Plan

Planned agenda, changes may occur

Topic # 1
Kick-Off & Prerequisites
- Introduction and Welcome of the Series
- Goals and purpose of this Session
- Prerequisites (Notes, Best Practices etc.)
- ERP vs SAP S/4HANA
- Transition paths
- Interoperability of Hub Systems

Topic # 3
Foundational knowledge
- SAP Activate Methodology
- SAP S/4HANA deployment options
- SAP Fiori UX and FES
- Virtual Data model & Embedded Analytics

Topic # 5
Architecture
- Scale up or Scale Out
- Infrastructure (Network, Storage, Application)
- SAP Fiori
- Disaster Recovery (DR) & High Availability (HA)
- BW or not BW

Topic # 7
Transition path Choice
- Understand influencing factors to chose the transition path (System conversion vs New implementation)
- Top Actions to prepare

Topic # 9
Finance Conversion Steps
- Understand which reports to run in parallel to the SAP Readiness Check
- Top Actions to prepare
- Understand the finance conversion process in details

Preparation > **Scoping & Planning** | Decision made to go for Conversion, or choice not made? Go for the additional Conversion track > **Wrap-up & Transition**

Topic # 2
Readiness Check, ATC, SI-checks
- What is the SAP S/4HANA Readiness Check?
- How does the Check Work?
- What are the most important takeaways of your report
- RC / SIC / ATC roles and positioning
- Tips and Tricks

Topic # 4
Let's discuss your SAP readiness check result

Learn about how to read your SAP Readiness Check results and deriv next steps for your organization.

Topic # 6
Sizing
- Sizing Tools
- Sizing SAP S/4HANA
- Best Practices
- Determine the size of your System
- Find Certified Hardware

Topic # 8
Conversion and Project Planning
- Top Actions to prepare before project starts
- System Conversion with SUM
- Runtimes from former Projects (Examples)
- Project Planning (Example)

Short and Long term, all customers

Short and Long term, conversion only

SAP Enterprise Support Advisory Council:
SAP S/4HANA Cloud workstream

SAP S/4HANA Cloud is now also volume-ready. It will pay off for you to be an early adopter, extending the accompanying deliverables together with us.

- Carry-on piloting new SAP S/4HANA cloud support services coming into the portfolio for both the **Prepare, Realize** and **Run** phases
- Understand the fundamentals of each phase of the SAP S/4HANA Cloud Solution Lifecycle
- Focus areas: Onboarding; Integration; Quarterly release upgrade; Project milestone checks
- Ensure adherence to SAP S/4HANA Cloud best practices
- Get Guided via empowering and advisory
- Provide feedback and lessons learned to broaden and improve the quality of our services

SAP Enterprise Support – The choice for the intelligent enterprise

The
intelligent enterprise

Move to the
cloud
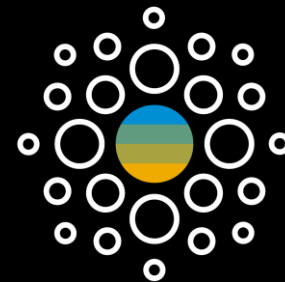
Make SAP S/4HANA your
digital core
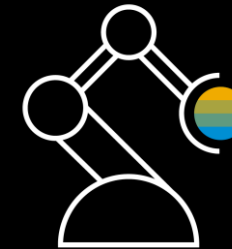
Embrace
breakthrough innovations

SAP Enterprise Support helps you to apply new innovations and support services to improve your business processes and performance aimed at building an intelligent enterprise and mastering the digital economy.

Key Takeaways

- SAP S/4HANA **is the next generation business suite**, that has been specifically designed to support our customers to succeed in the digital world.

- The transition to S/4HANA **must be a joint project** for technical and business teams

- The SAP Enterprise Support Academy **contains all the content**, services and tools you need to transition to SAP S/4HANA

- The SAP S/4HANA value map is **the landing page for all SAP S/4HANA implementations**, both on Premise and Cloud and is a key deliverable within the SAP Enterprise Support Academy.

- Registering in the SAP S/4HANA value map **is very easy**. Register from the SAP Enterprise Support value maps landing page in the SAP Support Portal. Choose the SAP S/4HANA value map and follow the steps. We will contact you and guide you during this process, so nothing to worry about.

- You can **still catch the opportunity** to join the ESAC co-innovation program to get access to, and influence the new ES content to be created for the Discover phase of the SAP activate Methodology

- Remember that the journey does not need to end once you have implemented SAP S/4HANA. You can continue the road to the Intelligent Enterprise, with SAP S/4HANA as your digital core and Enterprise Support to accelerate innovation with Leonardo

Questions?

Thank you.

Contact information:

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SAP Enterprise Support Value Maps

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