Join the
SAP S/4HANA Movement

Unlock the value of the age of intelligence

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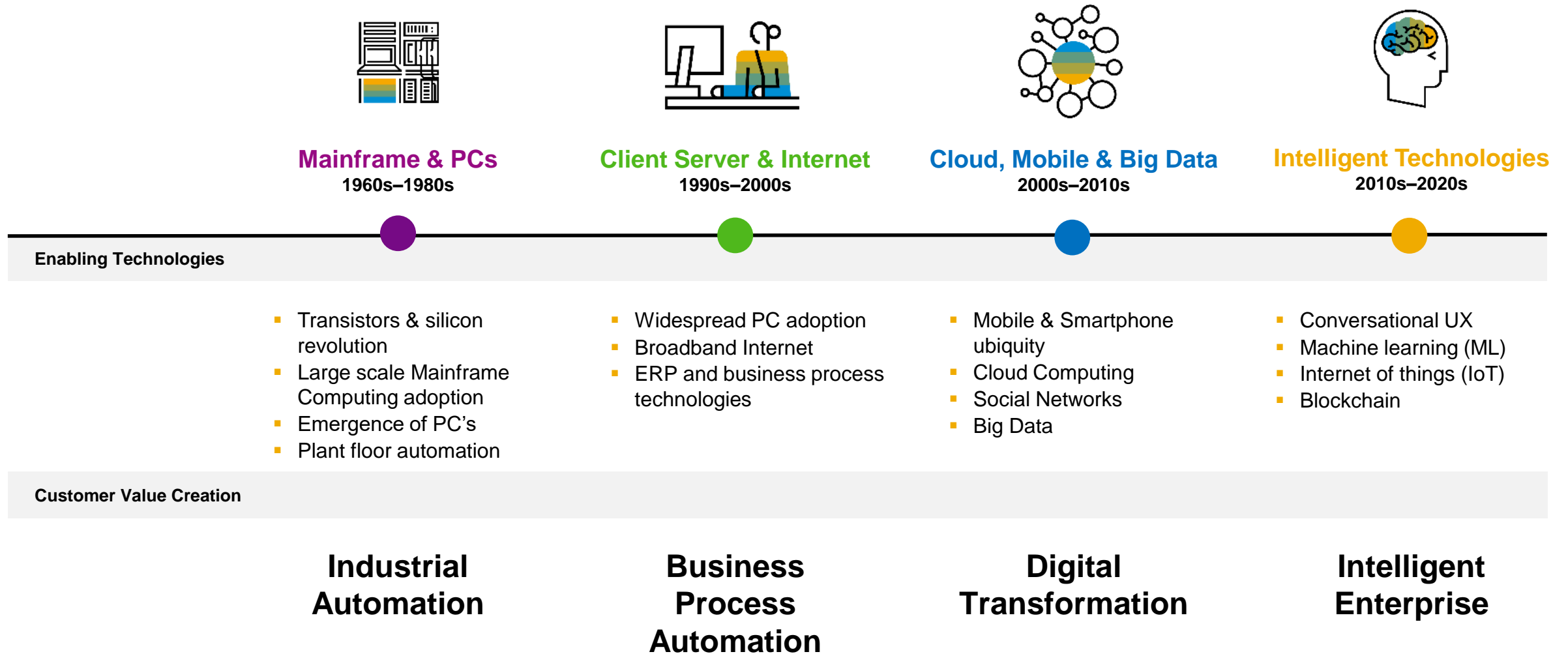September 2019

THE BEST RUN **SAP**

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The Digital Era is evolving into The Intelligence Era

Mainframe & PCs	Client Server & Internet	Cloud, Mobile & Big Data	Intelligent Technologies
1960s–1980s	**1990s–2000s**	**2000s–2010s**	**2010s–2020s**

Enabling Technologies

▪ Transistors & silicon revolution ▪ Large scale Mainframe Computing adoption ▪ Emergence of PC's ▪ Plant floor automation	▪ Widespread PC adoption ▪ Broadband Internet ▪ ERP and business process technologies	▪ Mobile & Smartphone ubiquity ▪ Cloud Computing ▪ Social Networks ▪ Big Data	▪ Conversational UX ▪ Machine learning (ML) ▪ Internet of things (IoT) ▪ Blockchain

Customer Value Creation

Industrial Automation	**Business Process Automation**	**Digital Transformation**	**Intelligent Enterprise**

Redefinition of conversational user experience by consumer software

Consumers use intelligent assistants such as Google Assistant, Siri, Cortana, and Alexa expecting similar convenience in a conversational interaction with their business software.

And many of us help to train Machine Learning Models
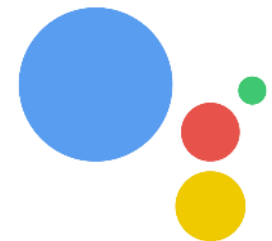on a daily basis without knowing …

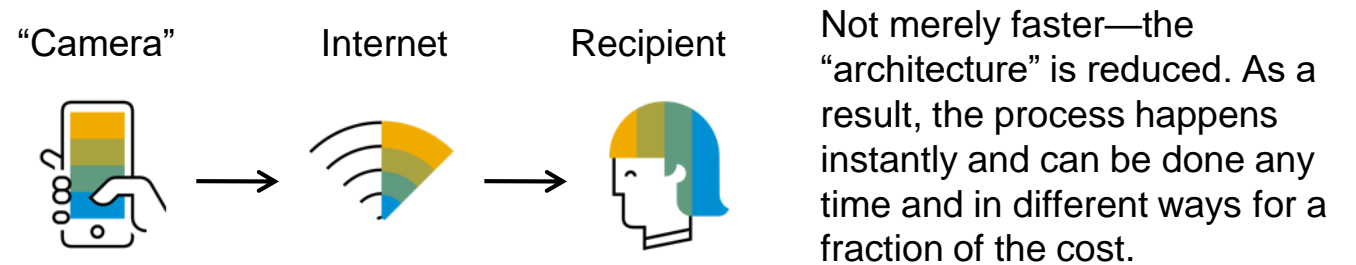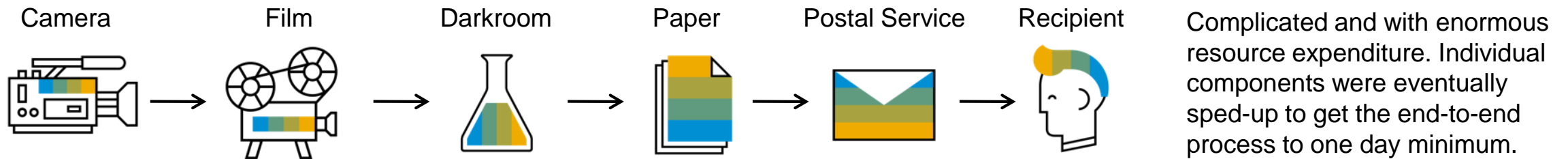Apple Siri   Microsoft Cortana   Amazon Alexa   Google Assistant
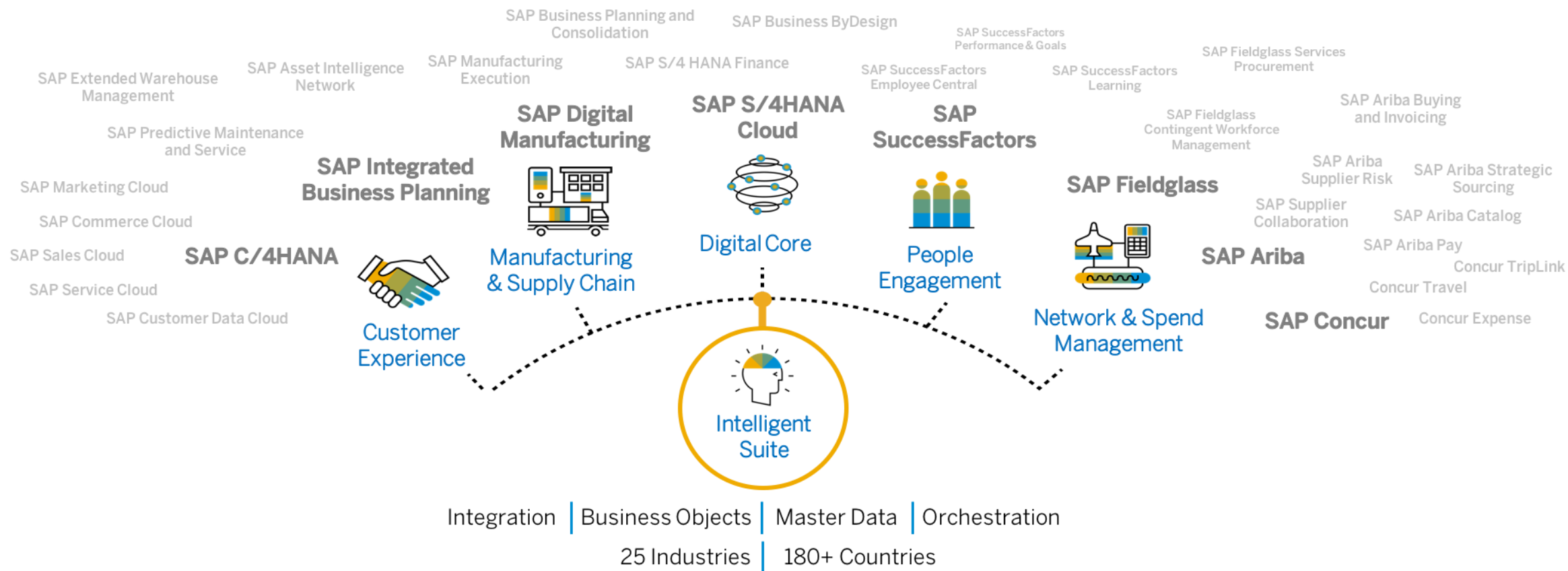
What Does it Mean to Simplify?
The SAP S/4HANA data model is more than speed

An Analogy: Sending a Photograph to Someone Far Away

| Camera | Film | Darkroom | Paper | Postal Service | Recipient |

Complicated and with enormous resource expenditure. Individual components were eventually sped-up to get the end-to-end process to one day minimum.

| "Camera" | Internet | Recipient |

Not merely faster—the "architecture" is reduced. As a result, the process happens instantly and can be done any time and in different ways for a fraction of the cost.

Intelligent Suite: Deliver intelligence across value chains

Intelligent applications for every line of business

SAP Business Planning and Consolidation

SAP Business ByDesign

SAP SuccessFactors Performance & Goals

SAP Extended Warehouse Management

SAP Asset Intelligence Network

SAP Manufacturing Execution

SAP S/4 HANA Finance

SAP SuccessFactors Employee Central

SAP SuccessFactors Learning

SAP Fieldglass Services Procurement

SAP Digital Manufacturing

SAP S/4HANA Cloud

SAP SuccessFactors

SAP Fieldglass Contingent Workforce Management

SAP Ariba Buying and Invoicing

SAP Predictive Maintenance and Service

SAP Integrated Business Planning

SAP Ariba Supplier Risk

SAP Ariba Strategic Sourcing

SAP Marketing Cloud

SAP Fieldglass

SAP Commerce Cloud

SAP Supplier Collaboration

SAP Ariba Catalog

SAP Sales Cloud

SAP C/4HANA

Manufacturing & Supply Chain

Digital Core

People Engagement

SAP Ariba

SAP Ariba Pay

Concur TripLink

SAP Service Cloud

Concur Travel

SAP Customer Data Cloud

Customer Experience

Network & Spend Management

SAP Concur

Concur Expense

Intelligent Suite

Integration | Business Objects | Master Data | Orchestration

25 Industries | 180+ Countries

Out-of-the-box integration leveraging SAP Cloud Platform, the SAP Analytics Cloud solution, and a common data foundation with SAP HANA and SAP Data Hub

Best-in-class UX with **consistent experience** across the entire portfolio

Modular, making it easy to consume and cost-effective to operate.

Easy to extend, allowing customers and partners to customize solutions quickly

Intelligence embedded in the applications making the workflows smarter

The Intelligent Enterprise starts at the Digital Core
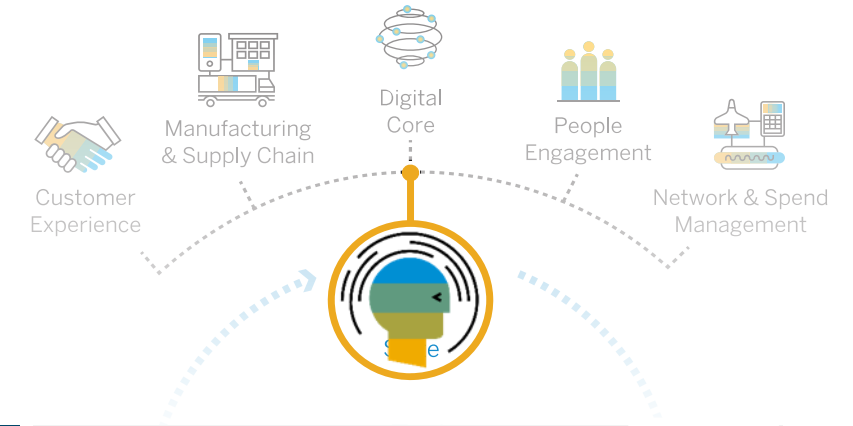
SAP S/4HANA enables new capabilities
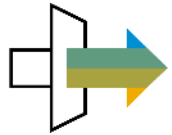
- Real-time processing
- Combined transactions and analytics
- Simplified data model

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

Enhancements for your business only with SAP S/4HANA

Simpler Data Model
By combining transactions and analytics into a new simplified data model the entire enterprise gets fundamentally changed the way business is done

Intelligent and Simplified Processes
With machine learning and artificial intelligence, S/4 is offering new ways of automated processes which help customers to simplify and optimize their business operations

Modern User Experience
A modern User Experience based on SAP Fiori 2.0 enables a role-based simplification of business processes and a shift from monolithic software systems to activity-based apps

Embedded Analytics
With the adoption of SAP S/4HANA the user community, IT Team, and the developers can perform real-time analytics using large transaction data. Millions of rows and large numbers of tables can be processed on the fly

Co-Pilot
With the machine learning based digital assistant customers can work more efficiently by turning conversations into actions and providing users with a natural language experience for their enterprise

SAP S/4HANA is going mainstream

Thousands of customers are already live
(1st 1,000 in 2.5 yrs, 2nd 1,000 in 10 mth)

Interest in SAP S/4HANA adoption is high:
- **+15,000** customers using SAP Transformation Navigator
- **1,500** using SAP S/4HANA Readiness Check

Thousands of successful transformation projects fueling:

- Ready to run, pre-configured solutions with SAP Model company
- +14 industries & 10 lines of business
- **Accelerate deployment by up to 50%**

2015   2016   2017   2018   2019
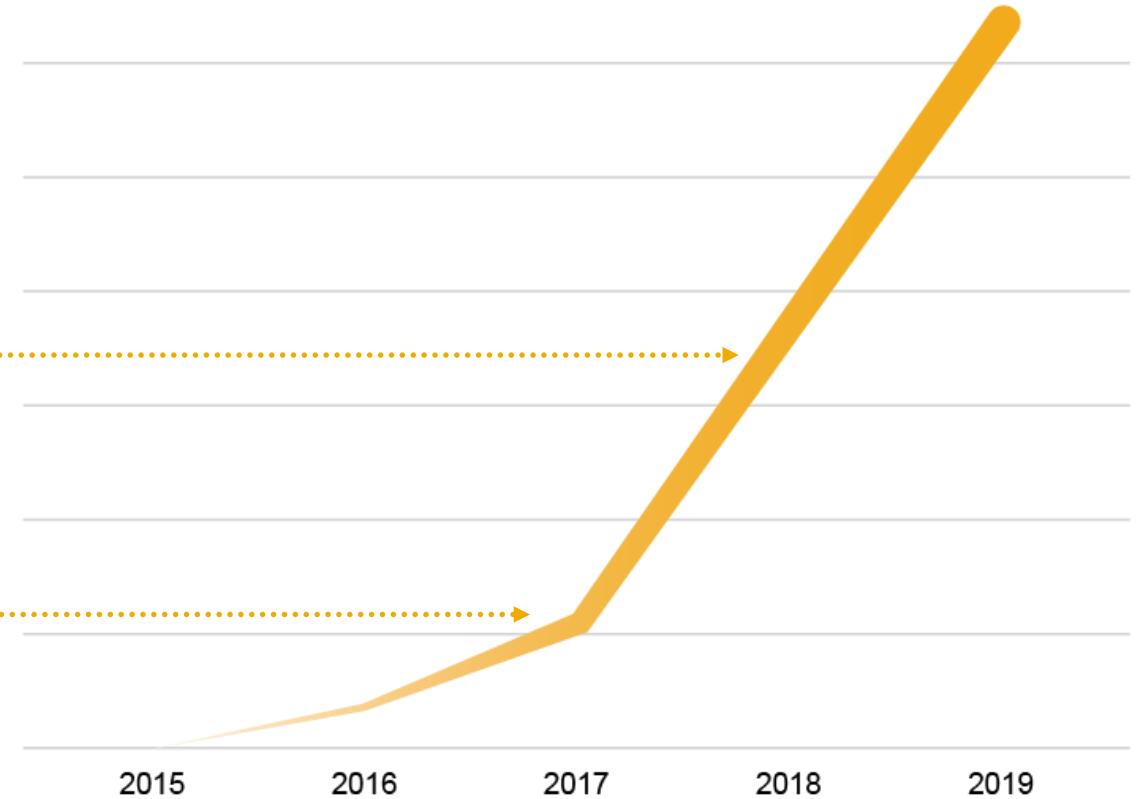
SAP S/4HANA MOVEMENT: Drive adoption of SAP S/4HANA in ERP Installed Base

SAP S/4HANA Customer Momentum
as of July 2019

11,500+
Licensed Customers

6,200+
Deployment Projects

3,200+
Live Customers

Drive Adoption up to 90%
in ERP installed base by 2025

SAP

No ERP customer is left behind!!

S/4HANA MOVEMENT Program

Customers would like to understand

- Why would it be beneficial to "MOVE" now?
- Can S/4HANA address my business and IT requirements?
- How does SAP optimize my TCI / TCO?
- Is there sufficient capacity on the market to manage all aspects of the transformation?

Main activities

All program activities are linked to the questions above:

- Continue to enhance SAP S/4HANA product attractiveness
- Optimize Tools for the entire customer journey
  (e.g. Value Assessments, System Checks, Project Execution and Conversion)
- Optimize & Scale customer engagement frameworks
- Engage & educate the Ecosystem

Roadmap to the Intelligent Enterprise
Three stages to become an Intelligent Enterprise

NEW ENTERPRISE CORE	EXTENDED ENTERPRISE CORE	ENTERPRISE TRANSFORMATION
New Core	✓	✓
Protect ERP Investment	✓	✓
Business and IT Simplification	✓	✓
	Selected business Innovations	✓
	New LoB / Industry Needs	✓
	New Business Processes	✓
		End-to-End Business Transformation
		Reshape Entire Industry
		Models powered by X+O
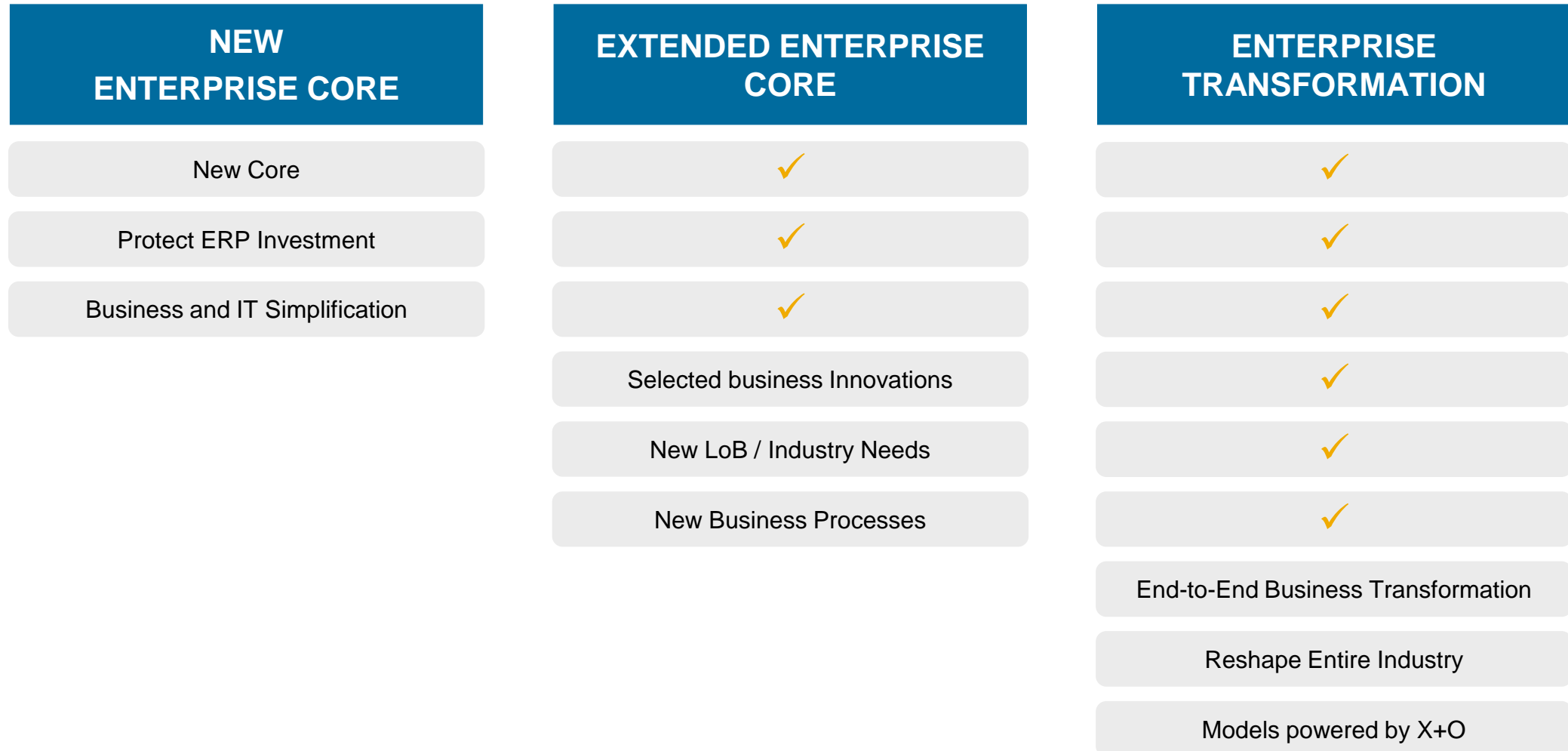
A standardized Customer Journey approach
Accelerate SAP S/4HANA adoption

NEW ENTERPRISE CORE	EXTENDED ENTERPRISE CORE	ENTERPRISE TRANSFORMATION
New Core	✓	✓
Protect ERP Investment	✓	✓
Business and IT Simplification	✓	✓
	Selected business Innovations	✓
	New LoB / Industry Needs	✓
	New Business Processes	✓
		End-to-End Business Transformation
		Reshape Entire Industry
		Models powered by X+O

Define your strategy
Plan the engagement and get executive buy-in

Make your case
Where and how will we realize our ROI?
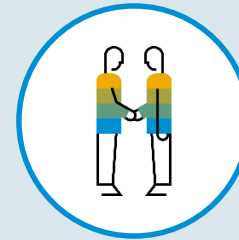
Consider your options
What is our plan for deployment?

Build your future
Which best practices help ensure success?

Make your case

Where and how will we realize our ROI?

Objective

SAP has developed different engagement types to support customers in building their business case and launch their SAP S/4HANA transition plan.

Influencing Aspects

The following aspects influence the engagement types and their execution

- Partner involvement
- Customer segments
- Regions
- Ecosystem
- Industries

Make your case

Where and how will we realize our ROI?

SAP S/4HANA Move in Motion	Design-Thinking event with multiple customers discovering the digital transformation supported by SAP experts
SAP S/4HANA Adoption Starter	Expert guidance to help you understand your path for moving to SAP S/4HANA
SAP S/4HANA Value Discovery	Guided planning with SAP experts at your site applied to SAP S/4HANA or Intelligent Enterprise projects
S/4HANA Simulation by Baton / S/4HANA Card Game	Professional games that help customers to recognize the value of S/4HANA for their business / System touchpoint
Self-Planning	Self- Planning using SAP tools to discover the value

SAP Value Discovery Tools

1. **SAP Innovation Discovery Tool**
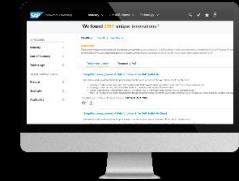
2. **SAP S/4HANA Value Advisor**

3. **Business Scenario Recommendations for SAP**

4. **SAP Transformation Navigator**
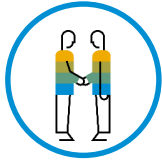
Consider you options
What is our plan for deployment?

Objective

Help the customer to decide on deployment options and strategy based on existing business and IT requirements

Influencing Aspects

The following aspects influence the customers decision for transition and deployment path

- Partner involvement
- Customer segments
- Regions
- Ecosystem
- Industries

Consider you options
What is our plan for deployment?

SAP S/4HANA Cloud → Leverage SaaS, IaaS and PaaS and focus on business execution.

On Premise → Customers run S/4HANA with individual configurations and custom code objects, can be combined with Cloud Platforms

Hybrid Cloud → Allows customers to run S/4HANA in their own datacenter using SAP Cloud Platform to orchestrate solutions outside of the customer's datacenter

System Conversion → Customer starts with an ECC 6.x system and converts it to S/4HANA, migrating the data to HANA as part of that process (not available for S/4HANA Public Cloud).

New Implementation → Customers deploy a new instance of SAP S/4HANA and migrates their data from their old ERP, which could be an SAP or non-SAP system.

Supportive Tools & Assets

1. **SAP Transformation Navigator**

2. **Readiness Check 2.0**

3. **Industry Market Approved Journeys**

4. **Implementation Roadmap**

5. **Mapping Your Journey to SAP S/4HANA**
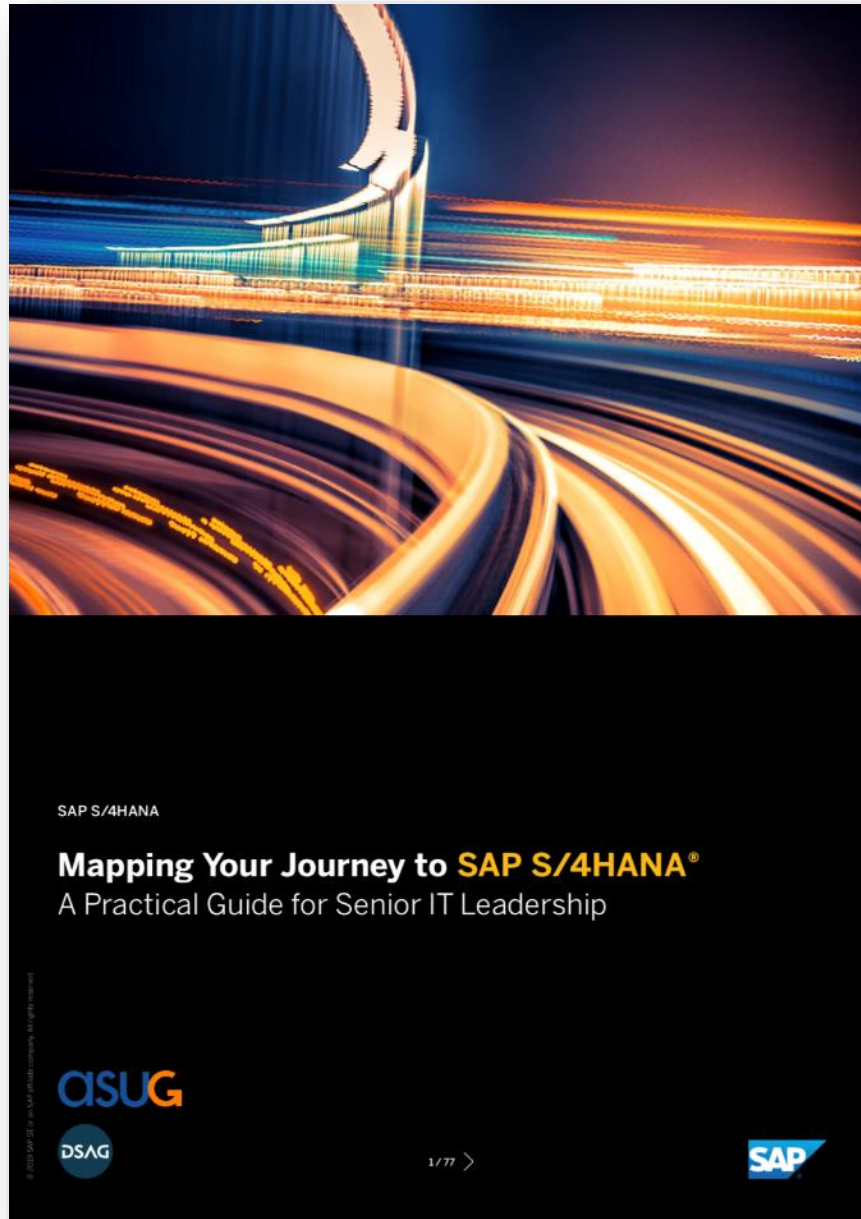
Mapping your Journey to SAP S/4HANA – A practical guide for Senior IT Leadership

"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

"We see this guide as a valuable reference for SAP customers on their journey to SAP S/4HANA."

Ralf Peters, DSAG

Download here

Build your future
Which best practices help to ensure success?

Objective

Different implementation services and intelligent execution tools are available to make the Move to SAP S/4HANA smooth and hassle-free.

Influencing Aspects

The following aspects influence the services and tools the customers can choose from

- Partner involvement
- Customer segments
- Regions
- Ecosystem
- Industries

Build your future
Which best practices help to ensure success?

Integrated Delivery Framework	Coordinates and integrates the delivery roles, methodologies, and services of SAP with the ones from our partners
SAP Model Company	Provides preconfigured, ready-to-use and end-to-end reference solutions for different industries or line of business
SAP Value Assurance	Provides a systematic approach to accelerating digital transformation with minimal risk
General Business Factories	Lower Project Risk & Cost with the General Business Partner Conversion Factories
Customer Care & RIG	Support customers in product-related clarifications and share implementation experiences for a successful go-live

Project Execution Tools

- **SAP Readiness Check**
  Analyzing foundation for further planning steps towards a successful and smooth SAP S/4HANA system conversion

- **Software Update Manager**
  Converts a system running on SAP ERP into one powered by SAP S/4HANA

- **ABAP Test Cockpit**
  Identifies necessary correction and provides automation for custom code refactoring to reestablish the compatibility with the new data model and the code-line of SAP S/4HANA

- **SAP S/4HANA Migration Cockpit**
  Helps making data migration fast and hassle-free for both new and current SAP customers moving to SAP S/4HANA through a new implementation

- **Integration Content Advisor**
  Designed to accelerate the implementation of new interfaces and reduce the efforts by 60% or more

Key Take Aways

➢ The SAP S/4HANA Movement program is focusing on existing SAP ERP customers.

➢ The overall framework for the road to the intelligent enterprise and the standardized customer journey provide the platform for all assets, services and tools.

➢ All steps of the journey are currently supported and customers will receive the support they need during the transformation.

➢ Different deployment options and strategies are addressed by the S/4HANA Movement program end-to-end.

➢ The next webinar sessions are going to provide more details per step of the journey.

Let's MOVE together
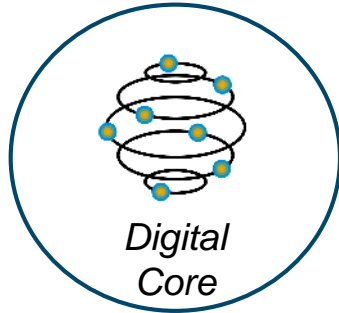
Intelligent Enterprise starts at the Core

Product capabilities ready for mass adoption and follows industry specific roadmaps
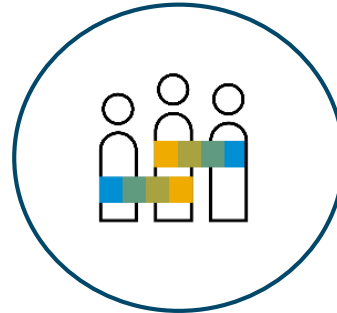
Possible already today: From a customer perspective

Leveraging more of the newer processes and capabilities by moving to SAP S/4HANA

No ERP customer is left behind!!

We need to support our customers accelerating the adoption of SAP S/4HANA and with this, becoming intelligent enterprises

Main Assets:

www.sap.com/jointhemovement

Contact us via:

S4MOVE@sap.com

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