Join the

SAP S/4HANA Movement

Unlock the value of the age of intelligence

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The Digital Era is evolving into The Intelligence Era

Mainframe & PCs
1960s–1980s
- Transistors & silicon revolution
- Large scale Mainframe Computing adoption
- Emergence of PC’s
- Plant floor automation

Client Server & Internet
1990s–2000s
- Widespread PC adoption
- Broadband Internet
- ERP and business process technologies

Cloud, Mobile & Big Data
2000s–2010s
- Mobile & Smartphone ubiquity
- Cloud Computing
- Social Networks
- Big Data

Intelligent Technologies
2010s–2020s
- 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

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

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

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

Integration | Business Objects | Master Data | Orchestration
25 Industries | 180+ Countries

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The Intelligent Enterprise starts at the Digital Core

SAP S/4HANA 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
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%**
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

**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

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

No ERP customer is left behind!!
# Roadmap to the Intelligent Enterprise

Three stages to become an Intelligent Enterprise

<table>
<thead>
<tr>
<th>NEW ENTERPRISE CORE</th>
<th>EXTENDED ENTERPRISE CORE</th>
<th>ENTERPRISE TRANSFORMATION</th>
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<td>Reshape Entire Industry</td>
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<tr>
<td>Models powered by X+O</td>
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A standardized Customer Journey approach
Accelerate SAP S/4HANA adoption

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
SAP must increase the volume and velocity of customers moving from Classic to S4/Intelligent enterprise on SAP's platform leveraging modern IaaS and commodity PaaS.

**Make your case**
Where and how will we realize our ROI?

1. **SAP Innovation Discovery Tool**
   - Design-Thinking event with multiple customers discovering the digital transformation supported by SAP experts

2. **SAP S/4HANA Value Advisor**
   - Expert guidance to help you understand your path for moving to SAP S/4HANA

3. **S/4HANA Simulation by Baton / S/4HANA Card Game**
   - Guided planning with SAP experts at your site applied to SAP S/4HANA or Intelligent Enterprise projects

4. **Business Scenario Recommendations for SAP**
   - Professional games that help customers to recognize the value of S/4HANA for their business / System touchpoint

5. **SAP Transformation Navigator**
   - Self-Planning using SAP tools to discover the value

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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
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

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