Kick Off Your Move to SAP S/4HANA with SAP Business Scenario Recommendations (next generation)

September, 2019
Wassilios Lolas, Customer Value Experience, SAP Digital Business Services

PUBLIC

THE BEST RUN **SAP**

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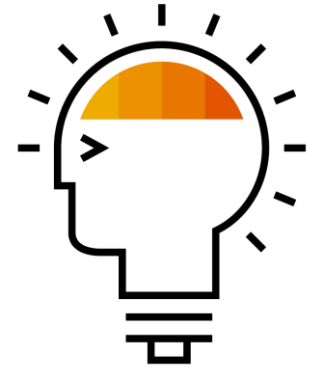
Agenda

Introduction and Overview

Example: SAP Business Scenario Recommendations (next generation)
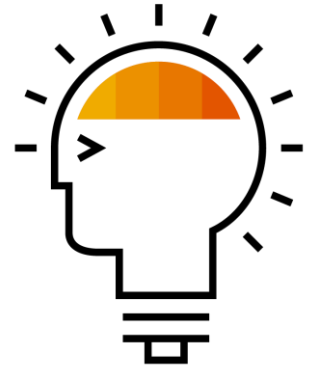
How to Request Your Own Report

Summary

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Example: SAP Business Scenario Recommendations (next generation)

How to Request Your Own Report

Summary

How to build your case for SAP S/4HANA?

Typical Customer Questions:

- **Why** move from SAP ERP to SAP S/4HANA?

- **What** can SAP S/4HANA do for my enterprise? What are the **benefits for each lines of business?**

- Which **innovations are most relevant** and what are the **next steps?**

How to build your case for SAP S/4HANA?

Typical Customer Questions:

- **Why** move from SAP ERP to SAP S/4HANA?

- **What** can SAP S/4HANA do for my enterprise? What are the **benefits for each lines of business?**

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NEW: **SAP Business Scenario Recommendations for SAP S/4HANA (next generation)**

- **Unique insights** into current business process performance, system usage and industry benchmarks

- **Tailor-made recommendations** for SAP S/4HANA functionalities for six lines of business

- Helping you to **build your case for SAP S/4HANA and secure business buy-in**

- **Free of charge** for customers on SAP Maintenance

Storyline example for the head of manufacturing
"Understand how to achieve your business goals with SAP innovations."

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Business goal

"*What does my CEO want me to achieve?*"

1

Optimize manufacturing process

Storyline example for the head of manufacturing
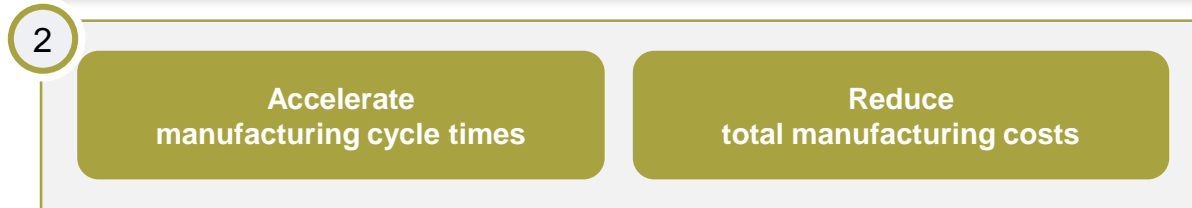## "Understand how to achieve your business goals with SAP innovations."

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Value drivers
"*What should we improve?*"

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Accelerate
manufacturing cycle times

Reduce
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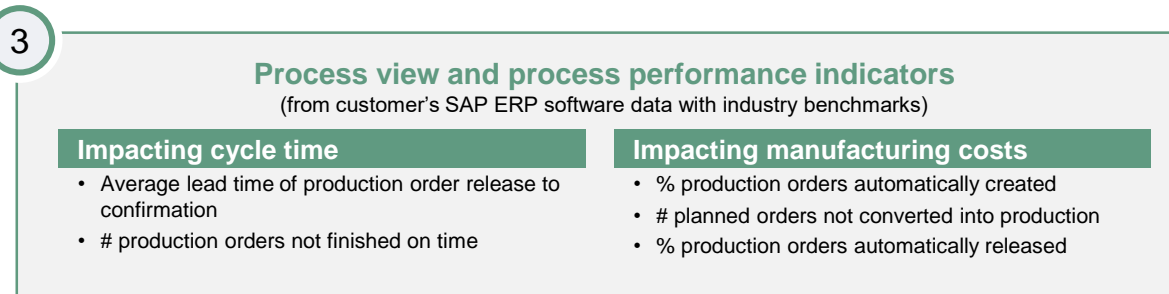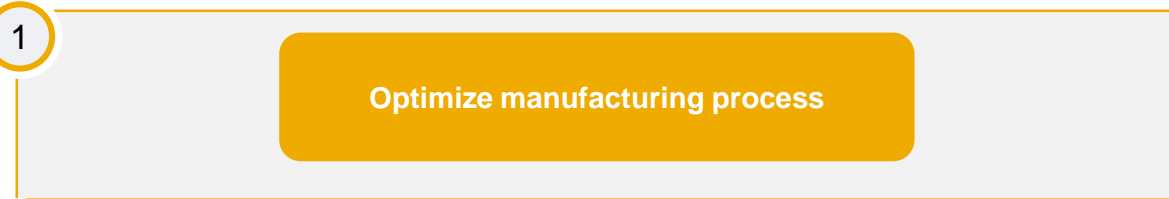
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Deep dive into performance

"*Where are issues in today's processes?*"

3
Process view and process performance indicators
(from customer's SAP ERP software data with industry benchmarks)

Impacting cycle time
- Average lead time of production order release to confirmation
- # production orders not finished on time

Impacting manufacturing costs
- % production orders automatically created
- # planned orders not converted into production
- % production orders automatically released

Storyline example for the head of manufacturing
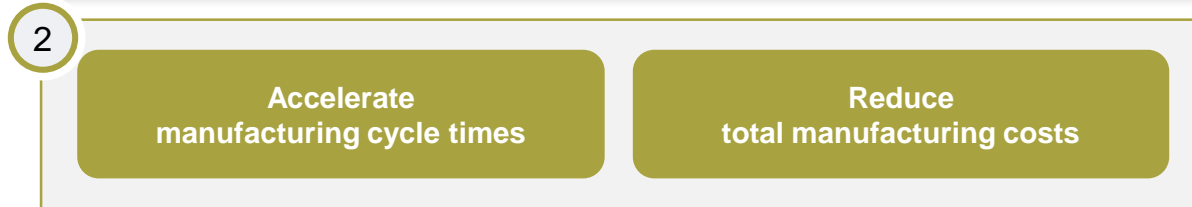## "Understand how to achieve your business goals with SAP innovations."

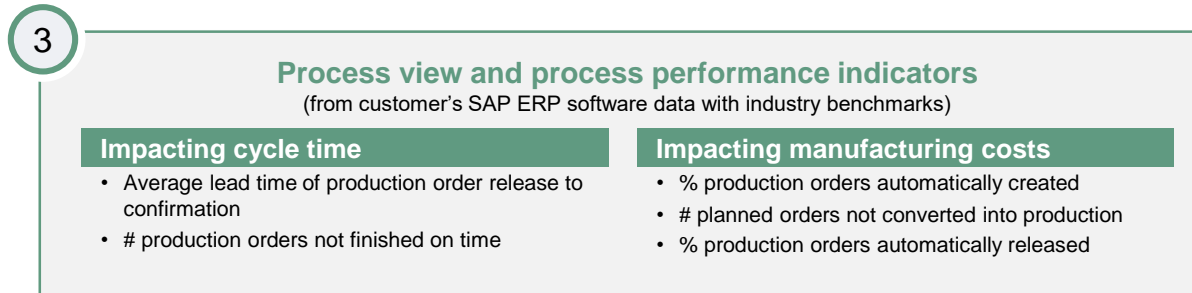**Business goal**
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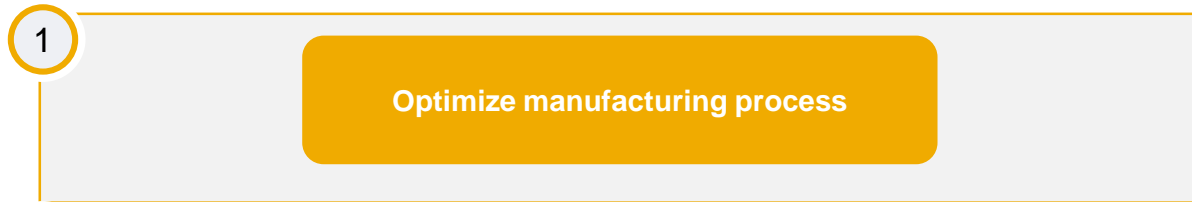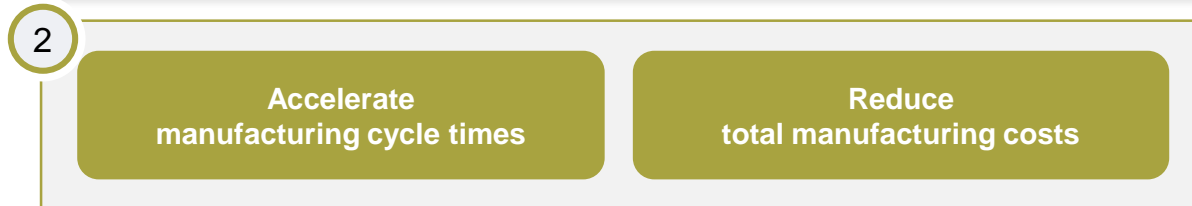
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Deep dive into performance
"Where are issues in today's processes?"

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Process view and process performance indicators
(from customer's SAP ERP software data with industry benchmarks)

Impacting cycle time	Impacting manufacturing costs
• Average lead time of production order release to confirmation	• % production orders automatically created
• # production orders not finished on time	• # planned orders not converted into production
	• % production orders automatically released

Deep dive into usage
"How are we working today?"

(4)
Usage view
(from customer's SAP ERP software data with industry benchmarks)

Capabilities	What peers are using	What you use today
Materials requirement planning	★ ★ ★	★ ★ ★
Demand-driven replenishment	★ ★ ☆	New

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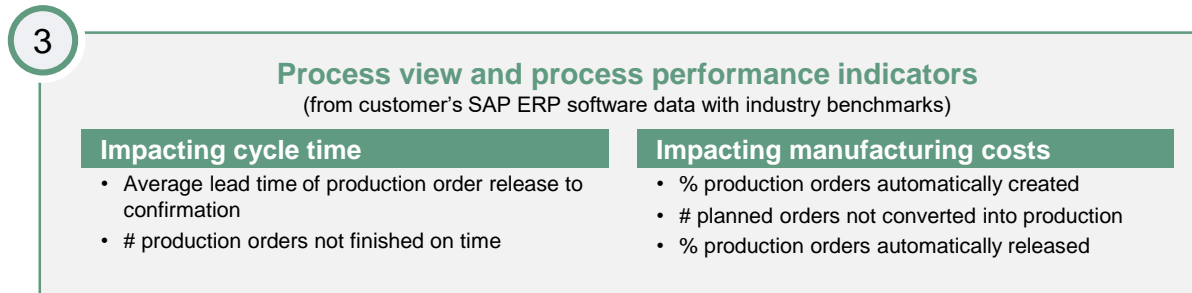**Business goal**
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4 — **Usage view**
(from customer's SAP ERP software data with industry benchmarks)

Capabilities	What peers are using	What you use today
Materials requirement planning	★★★	★★★
Demand-driven replenishment	★★☆	New

5 — **How SAP helps**
(SAP S/4HANA, SAP Leonardo technologies)
and what's different?

Constraint-based production planning
Transitioning from infinite to finite planning and instantly identifying production bottlenecks »
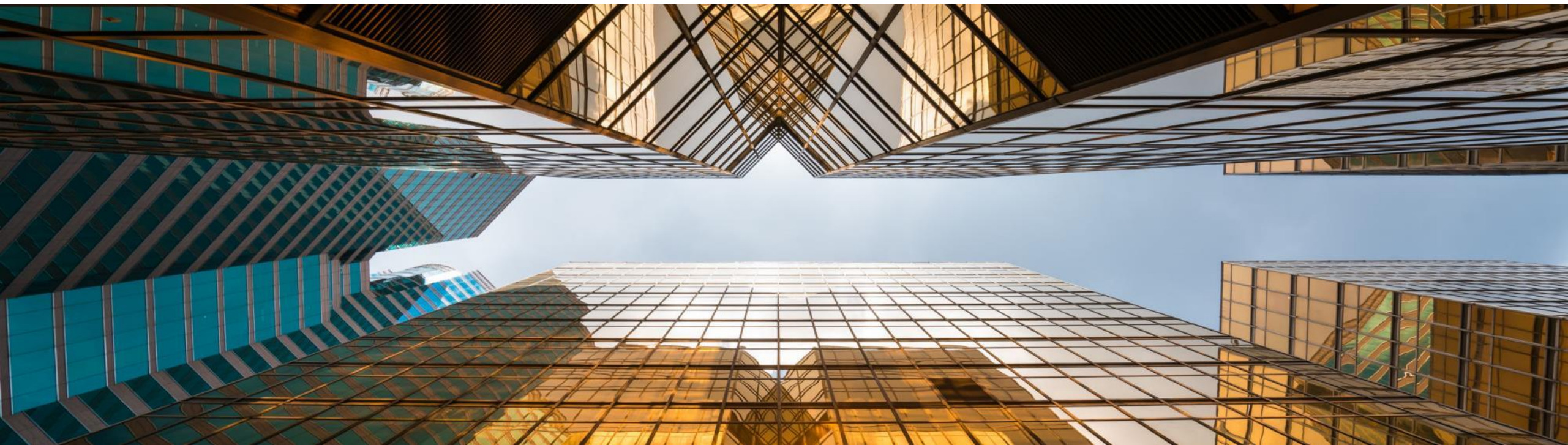
Production execution
Automating production processes and eliminating time-consuming, paper-based tracking systems »

Example

SAP Business Scenario Recommendations (next generation)

Next Generation

SAP Business Scenario Recommendations for SAP S/4HANA

Customer Name: **Sample Inc.**

Customer Number:	12345	System ID:	PRD
Date of analysis:	16 Sep, 2019	Current Release:	SAP ERP - EHP4
Country:	Germany	Database:	Oracle
Industry:	Consumer Products Industry		

SAP Digital Business Services

Interactive Sample Report – View in "Full Screen Mode" with Adobe Acrobat Reader

SAP

GET STARTED ❯

OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | MANUFACTURING | ASSET MANAGEMENT | NEXT STEPS

Sample Inc. | System: PRD
Consumer Products Industry

Trends in Consumer Products Industry:

Key Challenges
within your industry

Empowered consumers

- Consumers are informed, empowered and always on
- They can shop and buy from anywhere and make choices about where and how they would like to take

Expanding ecosystems

- Deliver the supply chain transparency that today's shoppers demand
- Reach consumers across channels directly in moments of need

Extraordinary innovators

- Building innovative business models
- Redefining customers expectations and gaining market shares

Key Trends
within your industry

Enabling new business models

- Monetizing content or data
- Pursuing innovative partnerships

Delivering personalized outcomes

- Build enduring customer and consumer relationships
- By delivering on a set of outcomes, often service driven, that go well beyond traditional product focus

Competing as an ecosystem

- Expand the boundaries of consumer products
- By teaming with non-traditional ecosystem partners
- To deliver higher value at no or low incremental cost

Key Value Drivers
within your industry

Reimagine order to delivery

- Improve customer service
- Reduce inventory carrying costs
- Reduce logistics costs

Reimagine personalized products

- Increase revenue from new products
- Increase revenue growth
- Reduce research and development expense

Reimagine operational procurement

- Reduce procurement function costs
- Improve compliance on supplier and price policies, taxation, and regulations
- Improve cash flow with faster payments

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Consumer Products Industry

INTRODUCTION   REPORT STRUCTURE   GETTING STARTED   INDUSTRY TRENDS   **INDUSTRY ACCELERATORS**

Accelerators for your value and innovation discussion in the Consumer Products Industry:

1

Understand the
Industry Strategy

- Get a business overview on what moves your industry
- Understand SAP's approach and products to drive industry innovation

Read the industry whitepaper »

2

Leverage
Intelligent Technologies

- Point of view of SAP towards technological impacts
- Understand how these intelligent technologies improve everyday business

See SAP's point of view »

3

See target architecture with
SAP Industry Digital Transformation

- Explore a full proposed architecture in the industry poster
- Choose from this full set and focus on processes and options relevant for you

Get the poster »

4

Plan with
SAP capabilities

- Understand industry related abilities and offerings with SAP value maps
- Plan your innovation program mid-term with SAP road maps

SAP capabilities overview »

Get the SAP road map »

5

Implement smoothly with
SAP Model Companies

- SAP Model Company contain ready-to-use, preconfigured processes to accelerate your deployment
- Choose the SAP Model Company for your industry and lines of business

SAP Model Company for your industry »

SAP Model Company Overview »

NEXT ❯

Next Generation SAP Business Scenario Recommendations

SAP

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Lines of Business

SAP S/4HANA helps you achieve your business goals.

For selected lines of business and business goals, this report provides you with insights and tailored SAP S/4HANA recommendations.

Click one of the line of business on the right to discover how you can benefit from using SAP S/4HANA today.

Finance
- Reduce G/L efforts and financial closing time
- Reduce finance costs
- Reduce days sales outstanding

›

12 Customer-specific Recommendations

High usage

Sourcing & Procurement
- Reduce procurement function costs

›

10 Customer-specific Recommendations

Medium usage

Sales
- Improve on-time delivery performance
- Increase sales force efficiency

›

14 Customer-specific Recommendations

High usage

Supply Chain
- Reduce days in inventory

›

7 Customer-specific Recommendations

Medium usage

Manufacturing
- Reduce total manufacturing costs
- Accelerate manufacturing cycle time

›

12 Customer-specific Recommendations

High usage

Asset Management
- Reduce unplanned downtime or outage
- Reduce asset data management cost

›

4 Customer-specific Recommendations

Low usage

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INTRODUCTION | FINDINGS | RECOMMENDATIONS

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How SAP helps:

Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.

Material Requirements Planning » ★★★

Demand-Driven Replenishment » ★★★

Constraint Based Production Planning » ★★★

Production Control » ★★★

Production Execution » ★★★

All innovation recommendations »

NEXT ❯

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS

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Next Generation SAP Business Scenario Recommendations

SAP

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Planned but not converted in time

Findings and Benchmark
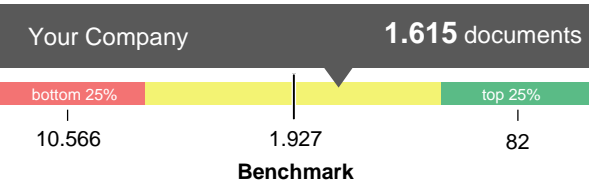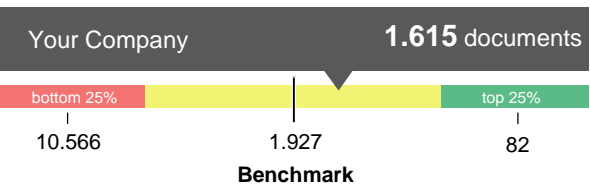What we measured

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Learn more »

Consumer Products Industry Benchmark:

Your Company	1.615 documents

bottom 25% | top 25%

10.566   1.927   82

Benchmark

Details
What we measured

Aging distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
452	404	258	194	307
28%	25%	16%	12%	19%

Top 5 Plants:

Plant	Documents	Percentage
Plant 7	906	56%
Plant 2	228	14%
Plant 3	198	12%
Plant 6	88	5%
Plant 1	12	1%

Implication
Understand the problem

Possible Root Causes:

- Low trust on system-based planning data
- Production without production planning or outside of SAP-system
- Poor housekeeping: Non-deleted documents from inactive plants and/materials

Possible Business Impact:

- Inaccurate supply chain and replenishment
- Low production control (e.g. risk of double production)
- Higher workload for manual planning and production order entry

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Next Generation SAP Business Scenario Recommendations   SAP

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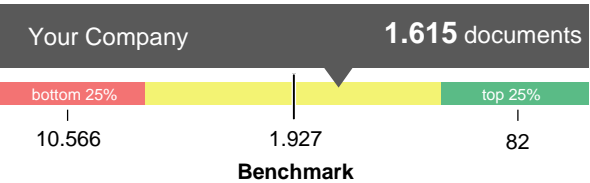What we measured

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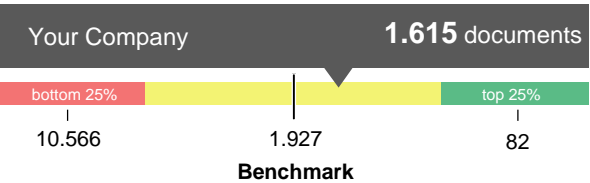What we measured

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All innovation recommendations »

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INTRODUCTION | FINDINGS | **RECOMMENDATIONS**

CUSTOMER-SPECIFIC RECOMMENDATIONS | ADDITIONAL BUSINESS SCENARIOS | DETAILS 3/19 | EXAMPLE | CUSTOMER REFERENCE

Material Requirements Planning

Business Scenario Description

Use sophisticated material requirements planning balances to optimize services and cost reduction. Gain visibility across the supply chain to monitor stock-outs and automatically create procurement proposals.

★ ★ ☆
Your Usage Intensity

★ ★ ★
Industry Popularity

Value Drivers

- **Reduce days in inventory**
  Consider all inventory data, lead times, and procurement timing in calculations
- **Reduce revenue loss due to stock-outs**
  Monitor inventory and automating the creation of procurement proposals
- **Improve on-time delivery performance**
  Leverage MRP logic to ensure that materials are in stock and manufacturing is scheduled on time to meet delivery goals and order commitments.

What's new in SAP S/4HANA

- **New Material Requirements Planning (MRP) Cockpit**
  The whole MRP Cockpit has been renewed and redesigned.
- **Embedded Production Planning and Scheduling (PPDS)**
  With SAP S/4HANA the PPDS functionality, which was outside the ERP system in APO-PPDS is now an embedded full PPDS in the core ERP.
- **New Demand Driven MRP**
  The Material Requirements Planning Run (MRP) has now been enhanced with Demand Driven MRP.

Further Information

Your Current SAP ERP usage:

8 Used transactions »

SAP S/4HANA Recommendation Details:

Business Scenario Details »

See Related SAP Fiori Apps »

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Consumer Products Industry

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Material Requirements Planning

Business Scenario Description

Use sophisticated material requirements planning balances to optimize services and cost reduction. Gain visibility across the supply chain to monitor stock-outs and automatically create procurement proposals.

★ ★ ☆   ★ ★ ★

Your Usage Intensity   Industry Popularity

Value Drivers

- **Reduce days in inventory**
  Consider all inventory data, lead times, and procurement timing in calculations

- **Reduce revenue loss due to stock-outs**
  Monitor inventory and automating the creation of procurement proposals

- **Improve on-time delivery performance**
  Leverage MRP logic to ensure that materials are in stock and manufacturing is scheduled on time to meet delivery goals and order commitments.

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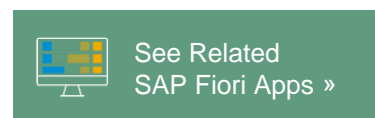
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Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage

The table below shows SAP S/4HANA business scenarios that are enhancing process areas which you are already running on SAP.

SAP S/4HANA BUSINESS SCENARIO	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Production Execution	★★★	25	★★★	🔗	ℹ
External Processing	★★★	5	★★★	🔗	ℹ
Material Requirements Planning	★★☆	8	★★★	🔗	ℹ
Production Control	★★☆	4	★★★	🔗	ℹ
Subcontracting	★★☆	1	★★★	🔗	ℹ
Manufacturing Analytics	★★☆	1	★★☆	🔗	ℹ
Production BOM Management	★☆☆	4	★☆☆	🔗	ℹ
Production Scheduling	★☆☆	2	★★★	🔗	ℹ
Just-In-Time Processing	★☆☆	1	★★☆	🔗	ℹ
Quality Improvement	★☆☆	1	★★☆	🔗	ℹ
Recipe/Routing Management	★☆☆	1	★☆☆	🔗	ℹ
Demand-Driven Replenishment	⯪☆☆	Usage of related application area	New	🔗	ℹ

OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | **MANUFACTURING** | ASSET MANAGEMENT | NEXT STEPS

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Additional SAP S/4HANA Business Scenarios*

The table below shows additional SAP S/4HANA business scenarios you could benefit from.

SAP S/4HANA BUSINESS SCENARIO	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Quality Inspection	★★☆	🔗	ℹ
Quality Planning	★☆☆	🔗	ℹ
Repetitive Manufacturing	★☆☆	🔗	ℹ
Constraint Based Production Planning	**New**	🔗	ℹ
Extended Production Operations	**New**	🔗	ℹ
Kanban	**New**	🔗	ℹ
Manufacturing Engineering	**New**	🔗	ℹ

* = No SAP standard usage detected in your SAP ERP system. Business scenario runs possibly outside of SAP ERP system or custom developed solution.

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CUSTOMER-SPECIFIC RECOMMENDATIONS ADDITIONAL BUSINESS SCENARIOS DETAILS EXAMPLE CUSTOMER REFERENCE

Reimagine Personalized Order to Production

Traditional Scenario:

- Customer can select only from defined product variants

- Additional personalization requires engineering effort. It is delivered with high cost, long lead time, and varying quality

- Significant investment of labor and resources to fulfill the order

- Low customer satisfaction and inability to scale personalized offerings
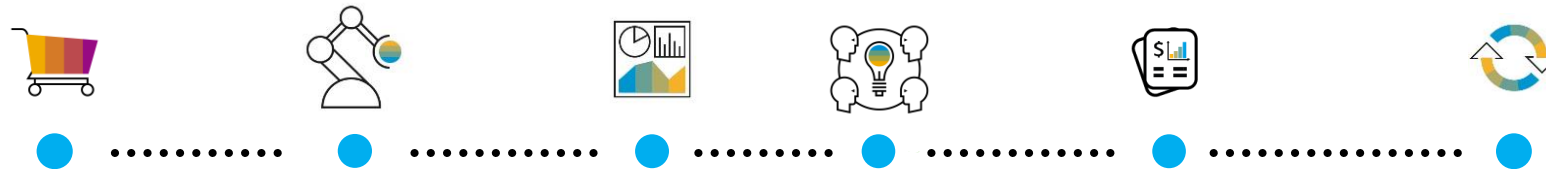
The New World With SAP:

- Personalized order from customer through e-commerce; **real-time feedback on feasibility**

- Confirmation of commitment and **lead time based on manufacturing/ supplier network guidance**

- **Advanced variant configuration** enables real-time product and production engineering

- Scheduling production in a single system

- Traceability and serialization enabled by **integration of SAP Manufacturing Execution with digital core**

- Fulfilment of **personalized order** with short lead time, low cost and high customer satisfaction

Read the whitepaper »

NEXT ❯

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INTRODUCTION   FINDINGS   RECOMMENDATIONS

CUSTOMER-SPECIFIC RECOMMENDATIONS   ADDITIONAL BUSINESS SCENARIOS   DETAILS   EXAMPLE   CUSTOMER REFERENCE

Company
Isgec Hitachi Zosen Ltd. (IHZL)

Headquarter
Gujarat, India

Website
www.isgec.com
/processequipment
/ba-pe-hitachi.php

Industry
Mill products

Products and Services
Manufacture of critical equipment for refinery, fertilizer, and petrochemical industries

Employees
4,000

Revenue
US$450 million

SAP® Solutions
SAP S/4HANA®, SAP Fiori® apps

Before: Challenges and Opportunities
• Accurately track the availability of material for made-to-order products
• Migrate from an Oracle-based PowerTerm solution for better insight into financial and procurement operations
• Gain better control over inventory using live tracking and valuation
• Reduce supply chain risk and the risk of procurement errors

Why SAP and KPIT Technologies
• SAP S/4HANA for a single source of data on inventory turnover, material flow, and stock transfers
• SAP Fiori apps for an any-device, mobile-first, role-based user experience that simplifies employee engagement and boosts productivity
• Faster project completion with expertise and best practices from KPIT Technologies

After: Value-Driven Results
• Optimized supply chain with real-time inventory visibility, from purchase requisition to goods receipt
• Faster production using touch-screen technology that allows workers to order consumables instantly
• Improved visibility of raw-material consumption and goods-in-transit stock
• Better non-destructive testing quality controls using automated monitoring and reporting

"Real-time intelligence helps us eliminate errors and reduce risk."
Harbir Singh, Head of Operations, Isgec Hitachi Zosen Ltd.

50%
Reduction in manufacturing cycle time

30%
Reduction in order lead time

50%
Faster material requirements planning

Next Generation SAP Business Scenario Recommendations **SAP**

OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | MANUFACTURING | ASSET MANAGEMENT | NEXT STEPS

Sample Inc. | System: PRD
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Lines of Business

SAP S/4HANA helps you achieve your business goals.

For selected lines of business and business goals, this report provides you with insights and tailored SAP S/4HANA recommendations.

Click one of the line of business on the right to discover how you can benefit from using SAP S/4HANA today.

Finance
- Reduce G/L efforts and financial closing time
- Reduce finance costs
- Reduce days sales outstanding

12 Customer-specific Recommendations — **High** usage

Sourcing & Procurement
- Reduce procurement function costs

10 Customer-specific Recommendations — **Medium** usage

Sales
- Improve on-time delivery performance
- Increase sales force efficiency

14 Customer-specific Recommendations — **High** usage

Supply Chain
- Reduce days in inventory

7 Customer-specific Recommendations — **Medium** usage

Manufacturing
- Reduce total manufacturing costs
- Accelerate manufacturing cycle time

12 Customer-specific Recommendations — **High** usage

Asset Management
- Reduce unplanned downtime or outage
- Reduce asset data management cost

4 Customer-specific Recommendations — **Low** usage

Next Generation SAP Business Scenario Recommendations **SAP**

OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | MANUFACTURING | ASSET MANAGEMENT | **NEXT STEPS**

Sample Inc. | System: PRD
Consumer Products Industry

OVERVIEW | ANALYSE | BENCHMARK | EVALUATE | ROADMAP | PROJECT

Take the Next Steps and Start Your Transformation to SAP S/4HANA

1. Build your business case

2. Plan your Project

Understand and Monitor your Processes

KPI-trees with real-time data and drill-down for root-cause analysis

Business Process Improvement Suite on SAP Solution Manager

Learn more »

Benchmark against Peers and Assess your Maturity

Benchmark business KPIs against peers and assess your opportunity to re-think your business processes

Next Generation Benchmarking tool

Learn more »

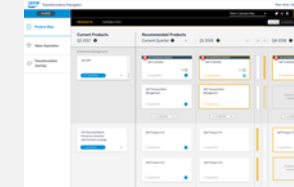**Evaluate your Project Complexity**

Assess the SAP S/4HANA project complexity according to your current ERP implementation

SAP Readiness Check

Learn more »

Build your Transformation Roadmap

Shape your future landscape and build your transformation roadmap

SAP Transformation Navigator

Learn more »

Plan and Start your Project

Understand most relevant services available to support your project

- **SAP Enterprise Support**
- **SAP Model Company**
- **SAP Value Assurance packages**

Learn more »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	**NEXT STEPS**

Sample Inc. | System: PRD
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OVERVIEW   **ANALYSE**   BENCHMARK   EVALUATE   ROADMAP   PROJECT

Understand and Monitor your Processes: Get the Data for your bottom-up Business Case
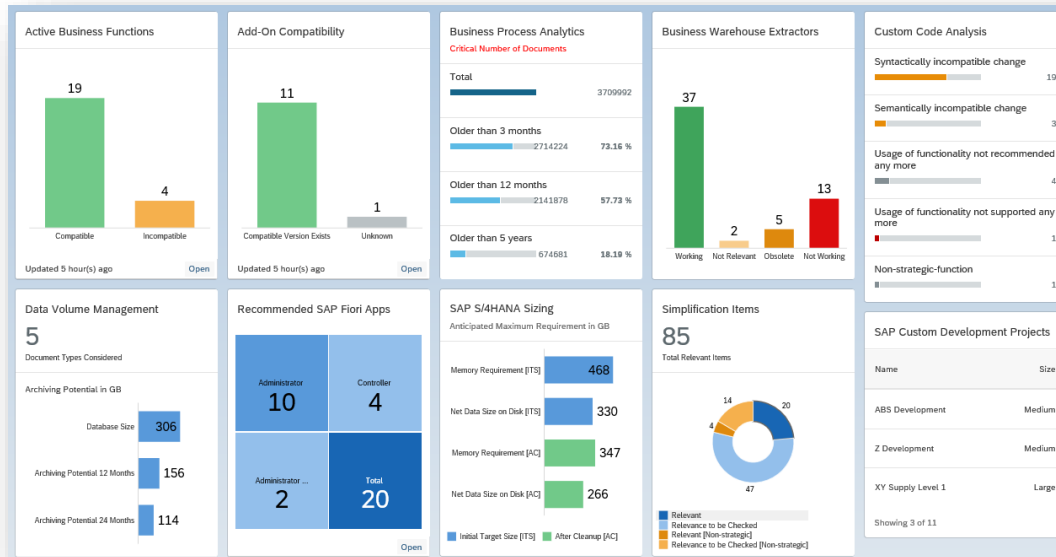

Business KPI Trees with SAP Solution Manager 7.2

Business Process Improvement tool suite in SAP Solution Manager* with out-of-the-box key figure content:

- **Business Process Analytics** root cause analysis tool for your process experts. This is the prerequisite to derive and implement action items, which can be documented and tracked in Issue Management in SAP Solution Manager.

- **Dependency Diagrams** help to differentiate cause and effect of different key figures. These 'KPI trees' visualize qualitative relationships between key figures. Drill-downs down to the individual document allow you to identify root-causes and to get a clear understanding of where you need to improve.

- **Tabular Dashboards** can be build on top of business process analytics and enable continuous tracking and break-down across organizational units for your activated key figures.

- The **Progress Management Board** visualizes key figures improvements

Watch Overview Video »

Learn more »

* All these functions are already included in your SAP Enterprise Support or Product Support for Large Enterprises agreement with no additional costs.
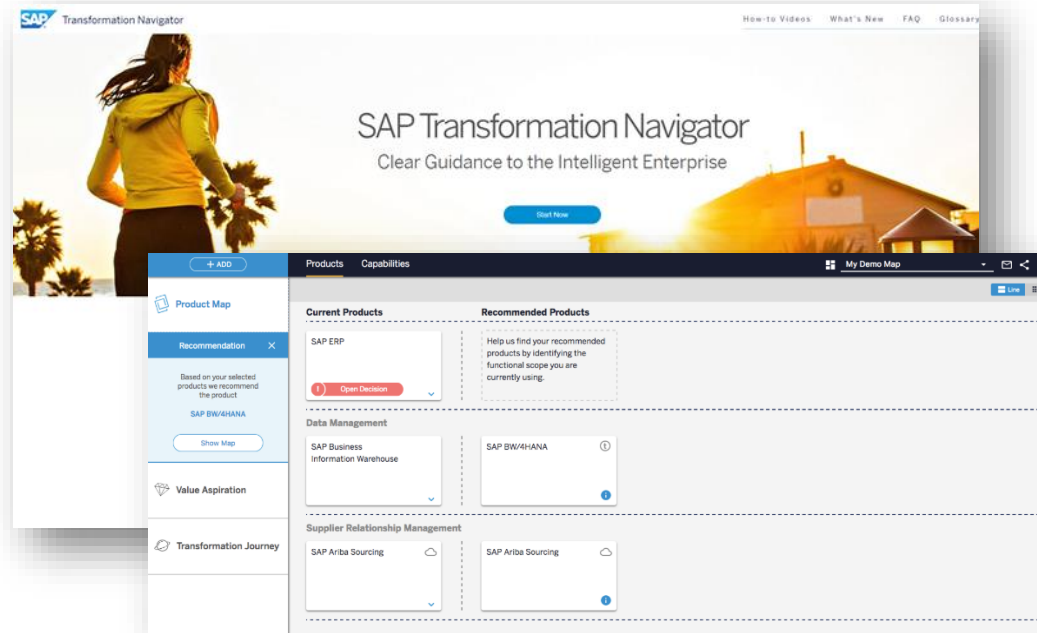
Next Generation SAP Business Scenario Recommendations

SAP

| OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | MANUFACTURING | ASSET MANAGEMENT | NEXT STEPS |

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OVERVIEW   ANALYSE   BENCHMARK   **EVALUATE**   ROADMAP   PROJECT

Evaluate the Steps Needed for your Move to SAP S/4HANA with SAP Readiness Check

- A **holistic system analysis** is the foundation for further planning steps towards a successful and smooth SAP S/4HANA system conversion

- The **SAP Readiness Check analyzes** software prerequisites, infrastructure requirements, SAP S/4HANA functional implications, necessary custom code adaptations and application data migration requirements already **months before a project starts**

- An analysis should be **run as early as possible** to get a full understanding of the related tasks and efforts to support a smooth transition

Learn more »

NEXT ❯

Next Generation SAP Business Scenario Recommendations **SAP**

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Sample Inc. | System: PRD
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OVERVIEW   ANALYSE   BENCHMARK   EVALUATE   ROADMAP   PROJECT

Build your Transformation Roadmap with SAP Transformation Navigator

Choose the right SAP products and solutions for your journey to the Intelligent Enterprise:

- Set up your Product Map starting with your current products: SAP will recommend your future Product Map

- Build the foundation for your business case to move to the SAP S/4HANA based Intelligent Enterprise

- A transformation program needs structure, direction, and priorities: SAP provides a solid and adaptable framework to plan and start your transformation journey

Learn more »

Agenda

Introduction and Overview

Example: SAP Business Scenario Recommendations (next generation)

How to Request Your Own Report

Summary
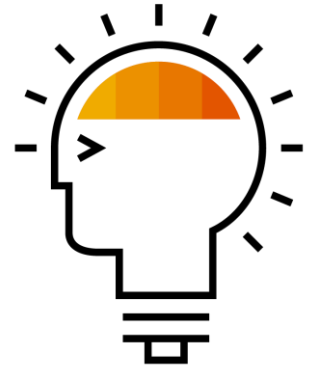
SAP Business Scenario Recommendations (next generation)
Request Process Overview

1 — **Extract data**
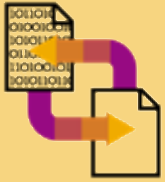
- Implement SAP Notes 2745851 and 2758146 in productive SAP ERP system
- Run data extraction report and download ZIP file

How-To Guide »

2 — **Initiate your request**

- Initiate your request – go to: www.s4hana.com
- Fill in the form, upload the extracted ZIP file and submit your request

3 — **Confirm your request**

- After submitting your request you will receive an e-mail to confirm your e-mail address
- SAP will start to generate the report after your confirmation

4 — **SAP will share results report**

- SAP will send you the results report via e-mail

Next Generation of SAP Business Scenario Recommendations for SAP S/4HANA

The SAP Business Scenario Recommendations report provides you with tailor-made insights to build your case for SAP S/4HANA

Typical questions you may ask

- **Why move** from SAP ERP to SAP S/4HANA?

- **Which new functionalities are most relevant** for each line of business?

- **How does SAP S/4HANA** support your business goals?

What you can expect

- **Unique insights** into your current operational business process performance, functional usage and industry benchmarks

- **Specific recommendations** for five lines of business: **SAP S/4HANA functionalities** and **SAP Fiori apps**

- **Build your case for SAP S/4HANA** and **secure business buy-in**

- **Free of charge***

Request your own report

With little effort you can request your own SAP Business Scenario recommendations for SAP S/4HANA. Please follow the instructions and apply on your productive SAP ERP system the SAP standard notes number: 2758146 and 2745851 .

This will generate a ZIP file with all necessary information. Please review the content in the file and submit your request below.

How to request your own report:

- Follow the how-to-guide

Want to know more?

- Demo Video

- Sample report

- Presentation

Questions?

- Contact our team

Get started now

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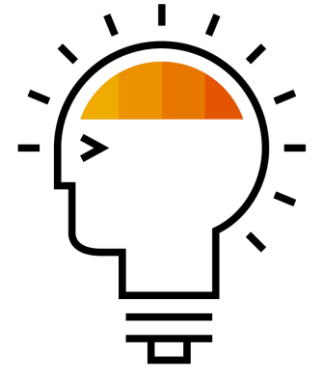
Key Benefits of SAP Business Scenario Recommendations

- **Identify the most valuable SAP S/4HANA business scenarios for your company**

- **Receive tailor-made insights to build your case for SAP S/4HANA**

- **Get unique business performance insights and tailored recommendations by line of business based on the actual usage of your SAP ERP system**

- **Free-of-charge, personalized report to all customers under SAP maintenance, independent of their support model**

Next-Generation
SAP Business Scenario Recommendations for SAP S/4HANA

Customer Name:	Sample Inc.	
Customer Number:	12345	System ID:	PRD
Date of analysis:	13 Aug, 2019	Current Release:	SAP ERP - EHP4
Country:	Germany	Database:	Oracle
Industry:	Consumer Products Industry		

SAP Digital Business Services

GET STARTED ❯

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Find more information and sample reports, and order your own SAP Business Scenario Recommendations for SAP S/4HANA:
www.s4hana.com

Thank you.

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Customer Value Experience

s4hana@sap.com

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