Enable the Intelligent Enterprise with SAP Services
the webinar will start at 14:30

Welcome!

You can start writing your questions using the command at the bottom of the screen.
S/4 L'innovazione non può attendere ‘L’opzione Cloud’

Chiara De Maria - Business Development Consultant, SAP Services
Umberto Vesprini - Consulting Manager - Digital Core Applications Architects, SAP Services

July, 16th 2020
Today's Speakers

Chiara De Maria
Business Development Consultant
SAP Services

Umberto Vesprini
Consulting Manager - Digital Core Applications Architects
SAP Services
Let's Build the Intelligent Enterprise Together

Luglio: il mese di S/4

1. **S/4 L'innovazione non può attendere - Oltre la System Conversion**
   - Data: 2 luglio
   - Contenuto: L'innovazione non può attendere - Oltre la System Conversion

2. **SAP Gruppo IVA: quando l'evoluzione normativa diventa occasione di innovazione**
   - Data: 7 luglio
   - Contenuto: SAP Gruppo IVA: quando l'evoluzione normativa diventa occasione di innovazione

3. **Le funzionalità che fanno la differenza in S/4 e come adottarle generando valore**
   - Data: 23 luglio
   - Contenuto: Le funzionalità che fanno la differenza in S/4 e come adottarle generando valore

4. **Processi standard implementabili in S/4HANA potenziati dalle funzionalità di Machine Learning, Conversational Artificial Intelligence and Robotic Process Automation**
   - Data: 30 luglio
   - Contenuto: Processi standard implementabili in S/4HANA potenziati dalle funzionalità di Machine Learning, Conversational Artificial Intelligence and Robotic Process Automation

Settembre: il mese dei dati

1. **Il valore dei dati nell'Intelligent Enterprise**
   - Data: 8 settembre
   - Contenuto: Il valore dei dati nell'Intelligent Enterprise

2. **Come costruire un Enteprise Data Warehouse: il punto di vista SAP**
   - Data: 15 settembre
   - Contenuto: Come costruire un Enteprise Data Warehouse: il punto di vista SAP

3. **SAP Analytics Cloud, L'innovazione delle Analytics App**
   - Data: 17 settembre
   - Contenuto: SAP Analytics Cloud, L'innovazione delle Analytics App

4. **L'oceano dei dati aziendali, immergersi per scoprire i mondi sommersi: Data Science e Data Management**
   - Data: 22 settembre
   - Contenuto: L'oceano dei dati aziendali, immergersi per scoprire i mondi sommersi: Data Science e Data Management

5. **Il valore dell'innovazione portato da BW/4 2.0**
   - Data: 24 settembre
   - Contenuto: Il valore dell'innovazione portato da BW/4 2.0
Perché cogliere subito il valore di S/4 senza passaggi intermedi

A webinar designed for all the customers considering an upgrade of the Enhancement Packages instead of a move to S/4HANA.

2 hours packed of content, technical details in the context of industry trends and specific process and functional topics.

Grazie per l'interesse per il webinar "Perché cogliere subito il valore di S/4 senza passaggi intermedi" di martedì 21 luglio, 14:30-16:30.

Anche se il tuo livello di Enhancement Package non è aggiornatissimo, il momento migliore per passare a S/4 è ORA! Come è stato ufficialmente comunicato lo scorso 4 febbraio (link), la scadenza della manutenzione per le soluzioni SAP Business Suite 7 (che comprende SAP ERP 6.0, SAP CRM 7.0, SAP Supply Chain Management 7.0, SAP Supplier Relationship Management 7.0) per i clienti che hanno landscape SAP con Enhancement Package superiore a 6 (EHP6) è stata estesa dal 2025 al 2027. I clienti che si trovano oggi a gestire un landscape SAP Business Suite 7 con Enhancement Package inferiore a 6 hanno a disposizione due alternative:

- La prima è quella di procedere ad un upgrade ad Enhancement Package 8 e di considerare la scadenza del 2027 come la data ultima per il passaggio a 5/4 HANA;
- La seconda alternativa è quella di risparmiare il tempo e le risorse da dedicare all'upgrade a Enhancement Package 8 e di procedere fin da ora con un percorso di evoluzione verso S/4, anticipando i benefici e il valore di business che è possibile cogliere immediatamente.

Nel corso del webinar "Perché cogliere subito il valore di S/4 senza passaggi intermedi" sfrutteremo insieme i vantaggi e gli svantaggi delle due alternative per permettervi di formulare una strategia di evoluzione verso S/4 compiuta, di valore per la tua azienda e di sicuro successo.
Il calendario **Enable the Intelligent Enterprise** è il punto di partenza per:

- Consultare il materiale condiviso durante i nostri webinar
- Rivedere le registrazioni di tutti i webinar tenuti fino ad oggi.

Il Gruppo Jam dedicato ai clienti di SAP Services Italia

Il sito **SAP Jam** dedicato ai clienti italiani di SAP Services è il punto di partenza per

- Consultare il materiale condiviso durante i nostri eventi
- Esplorare ulteriore materiale che riteniamo di tuo interesse
SUPPLY CHAIN, MANUFACTURING & MAINTENANCE INNOVATION DAY

#VIRTUAL_EVENT
71 participants

INTELLIGENT ENTERPRISE INNOVATION DAY

#VIRTUAL_EVENT
51 participants

VIRTUAL DATA INNOVATION TOUR

#VIRTUAL_EVENT
67 participants

CUSTOMER EXPERIENCE INNOVATION DAY

10 SETTEMBRE

“Together, we make it happen”
The **Intelligent Enterprise**: Run at your Best
Agenda

Introduction: Intelligent Technologies and Intelligent ERP

SAP S/4HANA and SAP S/4HANA Cloud

SAP Methodology for the Cloud Adoption

How SAP Services can support the S/4HANA Cloud Adoption

Key Takeways

Q&A
Agenda

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Key Takeways

Q&A
Digital Transformation for the Enterprise:
Executives see that future success depends on making better use of technology

“Over the next five years, my company’s success will increasingly depend on...”

- Adapting to the rapid pace of change and greater business complexity: 85%
- Instantaneous access to a unified, comprehensive, and fully up-to-date set of financial and performance data: 77%
- Making effective use of big data: 75%
- Translating data into swift and decisive action: 84%
The potential of intelligent technologies is everywhere

**SUPPLY CHAIN**

At least **50%** of large global companies will be using AI, advanced analytics and IoT in supply chain operations by 2023.

---

**PROCUREMENT**

Almost **60%** of individual tasks involved in the source-to-pay process have the potential to be fully or largely automated using currently available technologies.

---

**MANUFACTURING**

76% of manufacturers either have a smart factory initiative that is ongoing or are working on formulating it.

---

**FINANCE**

Yet about **50%** of the overall time of the workforce in finance and insurance is devoted to collecting and processing data, where the potential for automation is high.

---

**SALES**

30% of all B2B companies will employ some kind of AI to augment at least one of their primary sales processes.

---

**ASSET MANAGEMENT**

On average **70%** reduction of breakdowns though the application of predictive maintenance.

---

An intelligent suite is the foundation of the intelligent enterprise

An intelligent suite makes it possible for companies to adapt and scale with the agility needed to stay at the forefront of ever-shifting markets.

Key elements of an intelligent suite

- Industry-specific capabilities and processes
- Real-time insight at the point of decision
- State-of-the-art intelligent automation
Agenda

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Q&A
Intelligent ERP

Thinking / Decision Making
- Machine Learning
- SAP Data Intelligence
- SAP Analytics Cloud
- SAP HANA

Listening & Speaking
- SAP Conversational AI

Acting
- SAP Intelligent RPA
- Situation Handling
- SAP CP Workflow
...
SAP S/4HANA: Next generation ERP giving complete choice

Enable the Intelligent Enterprise with SAP Services

- Industry Best Practices
- LoB Coverage
- Intelligence & Automation
- Security & Compliance
- Openness & Extensibility
- UX (role based, any device, digital assistant)

ONE Code-line | ONE Data Model | ONE Semantic | ONE User Experience

SAP S/4HANA Cloud
SaaS

SAP S/4HANA AnyPremise
on any infrastructure

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SAP S/4HANA offers flexibility of consumption

ONE Codeline
ONE Data Model -- ONE Semantic -- ONE UserExperience

SAP S/4HANA Cloud
SaaS

SAP S/4HANA AnyPremise
on any infrastructure

Implementation
Upgrades
Scope
Extensibility

Deployment
Configuration

Degree of Standardization

Degree of Flexibility

Licensing

Google Cloud
Microsoft Azure
aws
Alibaba Cloud
Cloud advantages and adoption

1. Simplification & Standardization
2. Continuous Innovation
3. Scale and TCO reduction

81% of companies use or plan to use public cloud, a 30% increase year-over-year (1)

(1) IDC FutureScape: Worldwide Cloud 2019 Predictions - Oct 2018
SAP S/4HANA Cloud provides scalability to new business needs

- Agile with rapid innovation cycles
- Get latest capabilities & best practices
- Keep up with regulatory changes

Continuous Innovation

- Shift from CapEx to OpEx
- Reduced need of IT administrative tasks
- No infrastructure investment needed

Predictable, Lowest TCO

- Accelerate go-live & user adoption
- Rapid global deployments
- Flexibly scale to new business needs

Speed

- Easy to configure & extend
- Fully managed by a trusted 3rd party
- Complete data security & protection

Simple, Reliable, and Safe
SAP S/4HANA Cloud supports the **intelligent enterprise** through four key pillars

**SAP S/4HANA Cloud**
Your trusted path to an intelligent enterprise

### Digital Age User Experience
Digital assistance and natural language conversations for increased productivity and user satisfaction

### Intelligent Automation
Artificial intelligence and robotic process automation eliminate more than half of manual tasks

### New Business Models
Rapidly design and execute new business models and digital services, based on advanced end-to-end processes

### End-to-end Analytics & Real-time Steering
Context aware, real time, predictive insights so you can make better decisions, adjustments, faster
**Embed intelligence** to create a leaner, more effective business

**In-depth functionality** for **8 LoBs** based on today’s **best practices**.

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<td>Quality Mgmt.</td>
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<td>Production Planning</td>
<td>Manufacturing Insights</td>
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<td>Ext. production planning and scheduling</td>
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<td>Maintenance Mgmt.</td>
<td>Environment Health and Safety</td>
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<td>Asset operations and maintenance</td>
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<td>Product Engineering</td>
<td>Enterprise Portfolio &amp; Project Mgmt.</td>
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<td>Product Lifecycle mgmt.</td>
<td>Product Compliance</td>
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Embed intelligence to create a leaner, more effective business

**Finance**
e.g. Orchestrated Financial Close, New Group Reporting, Predictive Finance; ML for Goods Receipt / Invoice Receipt iRPA for Automated Upload of General Ledger Entries

**Sourcing & Procurement**
e.g. Supplier Evaluation & Analytics, Embedded Guided Buying with Ariba; ML Image based Orders; iRPA: Simple Purchase Requisition Creation from Excel

**Sales**
e.g. Sales Order Fulfillment Cockpit, Delivery Insights enabled by IoT, ML: Predicted sales quotation to order conversion rate

**Service**
e.g. Business solution portfolio, ML email & ticket categorization

**Manufacturing**
e.g. MRP live & MRP Cockpit, Embedded Demand Driven MRP ML for Quality Management Defect Codes RPA for PIR mass maintenance & Order Confirmations

**R&D / Engineering**
e.g. New Variant Configuration, Recipe Mgmt. w/contribution-based formulation w/ component breakdown

**Asset Management**
e.g. Integration w/ Asset Intelligence Network

**Supply Chain**
e.g. Realtime Inventory w/ high throughput ATP with alternative sources of supply Situation handling for Overdue Materials

**In-depth functionality** for 8 LoBs based on today’s best practices.
Agenda

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SAP S/4HANA and SAP S/4HANA Cloud

SAP Methodology for the Cloud Adoption

How SAP Services can support the S/4HANA Cloud Adoption

Key Takeways

Q&A
How Do SAP Cloud Implementation Projects Differ?

Standardize Solution
Focused scope solutions that allow tailoring to fit the customer’s business and reduce complexity

Innovation
Upgrades to public cloud solutions are automatically applied by SAP every three months

System Landscape
Public cloud solutions typically use only one test system and a production system

Project Timeline
Public cloud project is initiated immediately following contract signature with go live in 2 to 25 weeks

Roles
Customer owns many more tasks of a public cloud implementation such as data migration, testing and change management

Handover to Support
Cloud customers are handed over to SAP Cloud Support for long term system management
Mindset Change – The Solution implementation shift

Traditional ERP
“What functionality would you like”

- Fit Gap Analysis
- Waterfall methodology
- Application Lifecycle Management
- Transaction Codes
- Several Months to implement
- Years between updates
- Innovation as a Project
- Inside extensibility

Cloud ERP
“This is the best practice functionality we offer”

- Fit to Standard Analysis
- Agile methodology
- Business Process Management
- Launch apps
- Few months to implement
- Months between updates
- Innovation as a way of life
- In-app & side-by-side extensibility using SAP Cloud Platform
SAP Activate Builds on Proven Techniques
Assemble to Order, Agile, Cloud

Business-Driven Innovation with SAP Activate
Launch quickly and efficiently, standardized for integration

- Business Processes Delivered Ready to Run
- Clear Methodology for Adoption and Extensibility
- Apps for Adoption and Extensibility

Self-service to expand capabilities when, where, and how you choose

- Speed of Innovation
- Greater Productivity
- Growth & Scalability
- Business Impact

1. Start with working system, based on SAP Best Practices or Model Company
2. Leverage cloud for speed and flexibility
3. Build solution iteratively with frequent feedback loops.

Implement Cloud-style: lower TCI/TCO, dramatic value, delivered fast

- 40%-60% Decrease in time to business value
- 50% Reduction in consulting fees
- 50% Decrease in project costs
- 40% Reduction in TCO
Deployment with SAP Activate
Cloud implementation experience

SAP Best Practices
- Fit-to-standard approach based on preconfigured SAP Best Practices to realize key cloud capabilities for an accelerated adoption of SAP S/4HANA Cloud

Methodology
- Agile implementation methodology with prescriptive and comprehensive implementation tasks along with how to-do documents and accelerators

SAP Activate
- Discover
  - Discovery access
- Prepare
  - Fit-to-standard analysis
- Explore
  - Scope and configure
- Realize
  - Migrate, integrate, extend, test
- Deploy
  - Onboard and deploy
- Run
  - Operate, monitor, support

Continuous innovation
Agenda

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- Fit – to – Standard
- Extend
- Migrate & Integrate

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Key Takeways

Q&A
SAP Activate methodology *Fit-to-Standard Concept*

**Customer**

**S/4HANA Cloud**
SAP Activate methodology Fit-to-Standard Analysis process

Prepare

- Prepare Business Driven Configuration Questionnaire
- Fit-to-Standard Preparation
  - Consultants prepare workshop resources
- Customer Enablement
  - Customer familiarizes on process flows and test scripts in Starter-System
- SAP Roadmap Viewer
- SAP S/4HANA Cloud Trial

Explore

- Fit-to-Standard Workshops
  - Process Flows
  - Demonstrations
  - Discussion
- Document Findings
  - Key Business Decisions
  - Build Configuration Backlog
    - UI Configuration & Expert Configuration
  - Roadmap Items
  - Confirmation of scope
- Fit-to-Standard workships are conducted and key outputs and sign off of key decisions from the workshop take place

Realize

- Implement Configuration Backlog
  - 1-2 wks
- Sprints and Confirmation with Business
- SAP Guided Configuration
- Key Project Roles
  - Project Manager
  - Consultant(s) per solution area
  - Key Users (customer business)
- SAP Best Practice Explorer
- SAP Enable Now

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Q&A
Extension Concepts in S/4 HANA

Enterprise Extensions

- Modifications
- Usage and include of SAP objects without limitation
- Direct DB writes
- Dynamic calls
- Implicit enhancement spots
- Code generation

"Old" ABAP Approach

NEW ABAP + SCP Approach

S/4HANA recommended Extensions

- In-app (SAP S/4HANA)
- Side-by-side (SAP CP)
- Public Model / Whitelist
  - BAdI
  - CDS
  - APIs

Access via white-listed, stable interfaces (API Hub, Event Hub, VDM)
Release Cycles in Custom Scenarios

Enterprise Extensions

Classically extended Solution

Release Cycle

highly extended solutions lead to high costs and effort for upgrades results in long upgrade cycles mean waiting for innovations delivered in solution

side-by-side extended solution

Release Cycle

externalizing modifying extensions

Solution:
SAP S/4HANA Cloud Extensibility

Adopt / new user interface

Create custom analytics

Expose data

Create forms / email templates

Add application logic

Add database fields / objects

Integration

User Interface

Rules / Workflow

Process / Events

Data Replication

SAP® Cloud Platform
Side-by-Side Extensibility

Refresh & mobilize user experience

Cloud native for B2C & B2B

Process innovation

Data Marts & Analytics

Data Science & Intelligence

IoT & Big data

E2E Security / E2E Lifecycle Management

User Interface Layer

Application Layer

Database Layer

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**SAP S/4HANA Integration with Innovative Business Solution**

**Challenges**

- Need of Innovation
- Pressure on IT to be More Agile and Responsive
- Continuous Cost Management and Productivity Increase

**Cloud Application Extensions - SAP Offering Highlights**

**All-of-a-piece SAP Custom-specific Cloud Offering**

- For Cloud Extensions and new Cloud Applications
- Holistically integrated with the SAP Standard Cloud Offering
- Frequent adjustments in line with Cloud Standard Updates
- Support included
- Availability ≥99% over any calendar month

**Superior Financial Model**

- Yearly or monthly subscription fee
- Start of payments with provision of solution
- Unlimited #users included in the subscription fee
- Operational expense model analogous to SAP Cloud Standard Offering / Off-balance sheet character

**Lower TCO**

- No customer data center required
- No specialized IT experts required
- Cost of operations, support and financing included

SAP has recreated the Best Custom-specific Cloud Offering: Comprehensive at Lower Cost and Less Risk
Agenda

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Q&A
SAP S/4HANA Migration Cockpit – file and staging approach

Data provisioning
- Template file upload
- Staging

Process & content

Data load
- API based
- SAP S/4HANA Cloud
- SAP S/4HANA

SAP S/4HANA Cloud
SAP S/4HANA 1909

100+ Business objects
80+
Integration options for SAP S/4HANA Cloud

1. **APIs**: SAP releases APIs for SAP S/4HANA Cloud and other SAP Cloud Products to enable customers digitizing their business to securely connect apps to other systems. Published on SAP API Business Hub
   - oData/REST
   - SOAP

2. **CDS Views**: SAP releases CDS Views for SAP S/4HANA Cloud to read data from SAP S/4HANA Cloud system. Could be consumed as oData services using custom communication arrangements.

3. **Traditional APIs**: released BAPIs/Idocs can be used to connect SAP S/4HANA Cloud with on-premise applications.

Published and released via SAP Note
- BAPI
- IDoc
Integration option 2-tier ERP: Strategy

Corporate - Tier one

- Sales
- Manufacturing
- Distribution
- Shared Services
- Consulting & Service Delivery
- Field Service and Repair

Subsidiaries - Tier two

- Subs 1
- Subs 2
- Subs 3

Corporate

- Single-vendor solution
- Real-time analytics and visibility
- SAP-delivered country versions
- Fast M&A onboarding

Subsidiary

- Corporate services and capabilities out to subsidiaries
- Intelligent ERP
- Embedded best practices for control, governance, process standardization
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Q&A
SAP Services Portfolio for S/4HC

**Consulting based**

- Enablement and Scope Definition
- Project Management and Provisioning
- Fit-to-Standard Analysis
- Data Migration, Integration, Testing, Configuration, Extensibility and Expert Configuration
- On-board, Deploy and Cut-over Support
- Operate, Monitor and Support

**Subscription based**

- SAP Quick-start
- SAP Assurance for Cloud Onboarding
- Cloud Launch Package
- Available Service Enhancements:
  - Data Migration, Organisational Change Management, Identity & Access Management, Embedded Analytics*
- Available additional VA Components:
  - Kick-start for Cloud Onboarding, Fit-to-Standard Analysis & Design, Data Migration architecture, Data Migration Assessment, Test Planning

**Value Adoption service**

- SAP Preferred Success (Success Plan)
- SAP Enterprise Support (Support)
Experience the Cloud Launch Service Bundle for SAP S/4HANA Cloud

Review Workshop
Detailed review of the SAP S/4HANA Cloud product and project delivered under 4 focus areas

Planning Guidance
Personalized planning output provided from each review topic
Assurance for Cloud Onboarding - Key service activities across the phases of SAP Activate

SAP Activate – continuous adoption, continuous innovation

- Discover
- Prepare
- Explore
- Realize
- Deploy
- Run

Components:
- Cloud planning workshop for onboarding
- Phase reviews for onboarding

Subject matter expertise
Advice and guidance

Expert review
- Design
- Solution
- Business readiness

Expert review
- Project preparation and governance

Cloud planning workshop
Value adoption service for SAP S/4HANA Cloud: Service Scope

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<th>Design Sessions</th>
<th>Refinement Sessions</th>
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<tr>
<td>Customer can request an Design Session following a Fit-to-Standard approach with SAP experts.</td>
<td>Customer can request the build and deployment of customer-specific configurations, adjustments or refinements of the solutions.</td>
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<td><strong>Business Process consulting</strong></td>
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<td><strong>Release Functionality Workshop</strong></td>
<td><strong>Reporting / Analytics Refinement</strong></td>
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<td><strong>New Scope Workshop</strong></td>
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SAP S/4HANA Cloud implementation to foster your Digital Transformation

Faster deployment
- Full deployment in few months
- Intuitive user experience and solution walkthrough = reduced end user training and change management

Frequent innovation adoption
- Accelerated innovation cycle

Agile deployment, configuration and integration
- Rapid process configuration
- Faster adoption
- No lengthy upgrade cycles
- Packaged integration
- 2-tier Strategy options

Tools and Change Management Accelerators based on proven SAP project experience
- 360° implementation tools developed based on SAP project experience
- ‘SAP Enable Now’ learning tools to facilitate and speed-up Change Management
Golden Rules for Implementing SAP S/4HANA with a Cloud Mindset

1. Foster cloud mindset by adhering to **Fit-to-Standard** and **Agile Deployment** detailed in [SAP Activate](#).
   - Leverage SAP standard processes where possible.
   - Deploy your solution incrementally with short releases and sprints.

2. Use **pre-configured solutions** with predefined processes and utilize **SAP Fiori UX**.
   - [SAP Best Practices](#)
   - [Model Companies](#)
   - Partner templates

3. Use **modern integration technologies**
   - Use [APIs for integration](#).
   - Use [SAP Cloud Platform](#) functionality for Cloud integration.

4. Use **modern extensions technologies**
   - Use [S/4HANA Extensibility Framework](#) for in-app extensions.
   - Develop customer extensions in a side-by-side approach using the [SAP Cloud Platform](#).
   - Leverage business logic extensibility within in-app extensibility; avoid classic coding enhancements (e.g., enhancement points, BAdI, user exit, etc.) where possible.
   - No source code modification.

5. Ensure **transparency** on deviations.
   - Any deviation has to be clearly documented as part of the implementation; this will help the customer replace these with standard capabilities if they are offered in the future.
   - Use standard capabilities of [SAP Application Lifecycle Management](#) tools to document the solution.

Customers that adhere to these rules realized following benefits:
- Faster time to value.
- Lower cost of initial deployment and on-going cost of running the solution.
- Ability to absorb innovation delivered by SAP at a faster rate.
- Lower risk during the deployment of the solution.
- Higher flexibility and lower reliance on one system integrator.
- Deployment of future-proof solution utilizing modern technologies.
How to start: Digital Discovery Assessment

Selection of Solution Scope for first level F2S approach

- Customer to select the needed scope
- Validation of the scope items during the Discovery Assessment workshop.
Agenda

Introduction: Intelligent Technologies and Intelligent ERP

SAP S/4HANA and SAP S/4HANA Cloud

SAP Methodology for the Cloud Adoption

How SAP Services can support the S/4HANA Cloud Adoption

Key Takeways

Q&A
Luglio: il mese di S/4

SAP Gruppo IVA: quando l’evoluzione normativa diventa occasione di innovazione
7 luglio

S/4 L’innovazione non può attendere - Oltre la System Conversion
2 luglio

S/4 L’innovazione non può attendere - L’opzione Cloud
16 luglio

Le funzionalità che fanno la differenza in S/4 e come adottarle generando valore
23 luglio

Perché cogliere subito il valore di S/4 senza passaggi intermedi
21 luglio

SAP SLO Payroll Migration Service
14 luglio

Processi standard implementabili in S/4HANA potenziati dalle funzionalità di Machine Learning, Conversational Artificial Intelligence and Robotic Process Automation
30 luglio

Special Edition
Questions & Answers

Rise your hand to be unmuted and ask your question.
Thank you

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