SAP Digital Business Services: strumenti per un progetto di implementazione di successo

Antonello Morelli, Innovation & Portfolio Lead, SAP Digital Business Services
S/4HANA Cloud Implementations, a mindset change
How Do **S/4HANA 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.

**Roles**
Customer fully control critical tasks such as data migration, testing and change management.

**System Landscape**
Public cloud solutions typically use only one test system and a production system (simplified landscape).

**Project Timeline**
Public cloud project is faster than traditional projects. Go Live in weeks instead of months.

**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
- Months to implement
- Years between updates
- Innovation as a Project
- Backend system access (IMG, Workbench & GUI)

**S/4HANA Cloud**
“This is the best practice functionality we offer”
- Fit to Standard Analysis
- Agile methodology
- Business Process Management
- Launch apps
- Weeks to implement
- Months between updates
- Innovation as a way of life
- Self-service configuration & SAP Cloud Platform extensibility
Activate Methodology
Continuous Adoption, Continuous Innovation
Typical S/4HANA Cloud Implementation – SAP Activate methodology

Milestones

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

8 weeks
6 weeks
4 weeks

- Ready to Start
- Implementation back log review
  - Key business decisions due
- Go-Live Assessment
- Go-live

Continuous Adoption, Continuous Innovation

System Landscape

- Discovery System*
- Starter System
- Quality System
- Production System
- Initial Transports
- Ongoing Transports

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SAP Activate methodology – **Deployment Tools**

**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 Adoption, Continuous Innovation**

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- **SAP Roadmap Viewer**
- **SAP S/4HANA Cloud Trial**
- **SAP Best Practice Explorer**
- **SAP Guided / Expert Configuration**
- **SAP S/4HANA Migration Cockpit**
- **Integrated Test Tool**

**Leverage end-to-end deployment roadmap**

- **Discover Sample Processes**
- **Evaluate available Best Practices**
- **Implement Customer Requirements**
- **Upload Data with predefined Templates**
- **Test Processes based on automated scripts**
- **Regression Test based on automated scripts**

**Embedded in SAP S/4HANA Cloud**

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SAP Activate methodology – **Fit-to-Standard Analysis process**

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

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

**Realize**
- Implement Configuration Backlog
  - 1-2 wks
  - 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 S/4HANA Cloud Trial
  - Key Business Decisions
  - Build Configuration Backlog
  - Roadmap Items
  - Confirmation of scope
- SAP Roadmap Viewer
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SAP Activate methodology – Migrate, Integrate, Extend, Test

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

Continuous Adoption, Continuous Innovation

- Discovery Access
- Fit to Standard Analysis
- Scope and configure
- Migrate, Integrate, Extend, Test
- Onboard and Deploy
- Operate, Monitor, Support

- SAP S/4HANA Migration Cockpit
- SAP Expert Configuration
- Integrated Test Tool

SAP Enable Now

Pre-configures integration scenarios
Project Implementation experience
Delaware: Streamline Project Management, Scheduling, and Time Sheets

01 Create Project
02 Schedule
03 Time Sheet
04 Release Billing Proposal

SAP S/4HANA & SuccessFactors
Non-SAP technologies
SAP Cloud Platform
SAP S/4 HANA

Seamless integration and full transparency
Manufacturing Customer – **Project Scope**

**Procure to Pay**
- Sourcing and Contract Management
- Operational Procurement
- Inventory Management
- Invoice and Payables Management

**Plan to Product**
- Primary Demand
- Planned Order / Production Order
- Material requirements Planning (MRP)
- Inventory Management

**Core Finance**
- Accounting and Closing Operations
- Cost Management and Profitability Analysis
- Treasury and Financial Risk Management
- Finance Operations > Receivables Management

**Order to Cash**
- Order and Contract Management
- Inventory Management
- Receivables Processing

**Maintenance & Repair**
- Workaround / Extension
  - PM notification for ‘Repair Material’
  - SD Quotation for repair pricing calculation
  - PM Order (notification) -> equipment & logistic
  - SD Order (quotation) -> serial number
  - Delivery & Invoice
  - Object Cost Attribute to report profitability
# Manufacturing Customer – Project Plan

## Phases

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## Business Involvement

- **Identify Config. / Extens.**
- **Roles and User**
- **System Configuration**
- **Forms / Extensions**
- **Solution Walkthrough**
- **I-Test (Prep. / Exec.)**
- **End User Training**
- **Cutover (Plan / Exec.)**
- **Migration**
- **GOLive Support**

### Key Dates

- **Prepare**
  - 12.06
  - 14.07

- **Explore**
  - 07.08.

- **Realize**
  - Q 13.08.
  - P 26.08.
  - 18.09.

### GOLive Support

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S/4HANA Cloud Service offerings
S/4HANA Cloud Service Offerings

SAP Activate  Continuous Adoption, Continuous Innovation

Discover  Prepare  Explore  Realize  Deploy  Run

SAP QuickStart
- SAP Primed Projects
- SAP Expertise and Change Support

SAP Value Assurance for Cloud Solutions
- SAP support on Partner Projects
- Risk Forecasting, Quality Assurance

Customer Success Manager
Learning resources
Technical Support

SAP Success Plan
A subscription-based success management model for SAP customers that are using a public cloud solution

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S/4HANA Cloud Service Offerings – Value Assurance for Cloud Solutions

**Customer SUCCESS**
Accelerate CUSTOMER SUCCESS with partner or customer driven projects, guided by SAP

**Partner SUCCESS**
Partners bring key SKILLED resources, specific INDUSTRY EXPERTISE and implementation TOOLS.

**SAP SUCCESS**
SAP bring experience of S/4HANA Cloud projects to provide expert GUIDANCE and SUPPORT throughout the phases of Activate Methodology.

**SAP Value Assurance for Cloud Solutions**
- SAP support on Partner Projects
- Risk Forecasting, Quality Assurance

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S/4HANA Cloud Service Offerings – **Value Assurance for Cloud Solutions**

**Plan & Safeguard Package**

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<th>Customer project</th>
<th>PREPARE</th>
<th>EXPLORE</th>
<th>REALIZE</th>
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<th>Ongoing SME support (Functional, Technical, Integration)</th>
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**Legend:**
- SAP project status report
- SAP service report
- Planning services
- Safeguarding review
- Safeguarding subject matter expertise ongoing support

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SAP S/4HANA Cloud implementation to foster your Digital Transformation

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

- Frequent innovation adoption
  - Quarterly innovation cycle
  - Automated no-regression tools and pre-assigned test cycle waves

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

- 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
Thank you!

Antonello Morelli
Innovation & Portfolio Lead,
SAP Digital Business Services
E: antonello.morelli@sap.com
Take your journey
Take your journey

- TCO, scalability
- Agility & access to innovation
- Best practices and fit to standard processes
- Automation & AI

Cloud is more than a deployment model

Operated by SAP

On Premise
Summarize and next...
S/ 4HANA Cloud

SAP S/4HANA Cloud is SaaS ERP delivering time to value, insight to action capabilities using SAP Best Practices as Fit to Standard scope.

- Reduce cost of operations, using standardized processes
- Manage multiple geographies, divisions, subsidiaries and ledgers with country specific regulations
- Drive operational efficiencies with embedded analytics, machine learning
- Empower business and IT users equally with guided configuration, lifecycle management tools

Value Drivers for SAP S/4HANA Cloud

- Fast Innovations
- Dynamic Extensibility
- Embedded Analytics
- Guided Configuration
- End User Decision Support
- Cloud Only innovations
- Native integrations
Are you the ideal customer?
Try – Check – Start

1. Trial system
   The customer can ask the trial system to check intuitive usability, process contents and innovation features.

2. Digital discovery tool
   With the digital discovery tool our customer checks the FIT to standard (process with the best practices).

3. Start with one scenario
   The intelligent ERP is modular and the customer can start with one of the scenario (Process Led, 2-tier by subsidiaries, all ERP)

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