SAP S/4HANA Movement
Your journey into the Intelligent Enterprise

Riccardo Sampietro, SAP Presales Senior Advisor
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PUBLIC

THE BEST RUN **SAP**

SAP S/4HANA Movement: What is it?

SAP S/4HANA Movement is a standardized program and approach that enables customers to

motivate, define, design, size and **execute**

the transformation journey to the **Intelligent Enterprise**.

SAP S/4HANA Movement: What is the program framework?

SAP S/4HANA Movement provides a comprehensive framework that contains all the required steps to engage transformation's stakeholders

Executive Alignment
What business objectives do we enable?

Value Discovery
Where and how will we realize our ROI?

Execution Readiness
What is our plan for deployment?

Value Delivery
Which best practices ensure success?

# What does it mean to enable Intelligent Enterprise?

Intelligence is the ability to adapt to change

Intelligence can be expressed in various ways:

✓ **Understanding:**
Insight into what is changing and how

✓ **Responsiveness:**
Flexibility and speed to adapt

✓ **Connectedness:**
Awareness of and the ability to impact

Social
Virtualization **New products**
Market trends Supply chain disruption
Customer expectations
Geopolitical climate **Resource scarcity**
Technology Partners Competitors
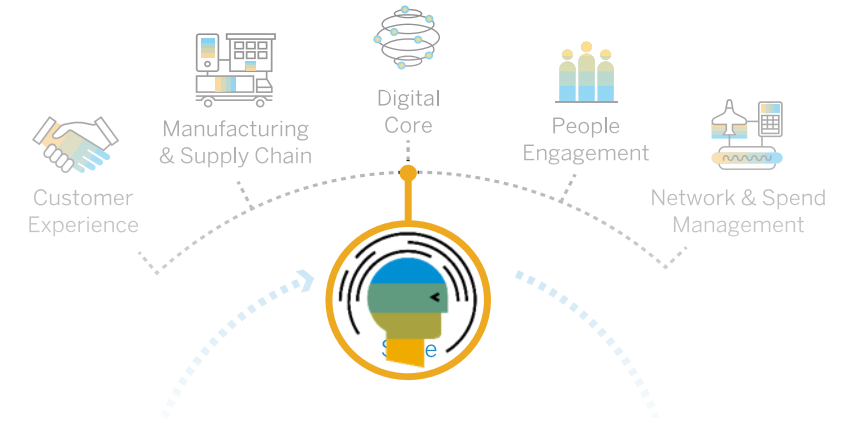Substitutes Geographies
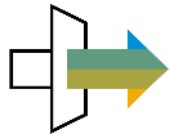
Intelligent Enterprise Framework

The **Intelligent Enterprise** features
3 KEY COMPONENTS
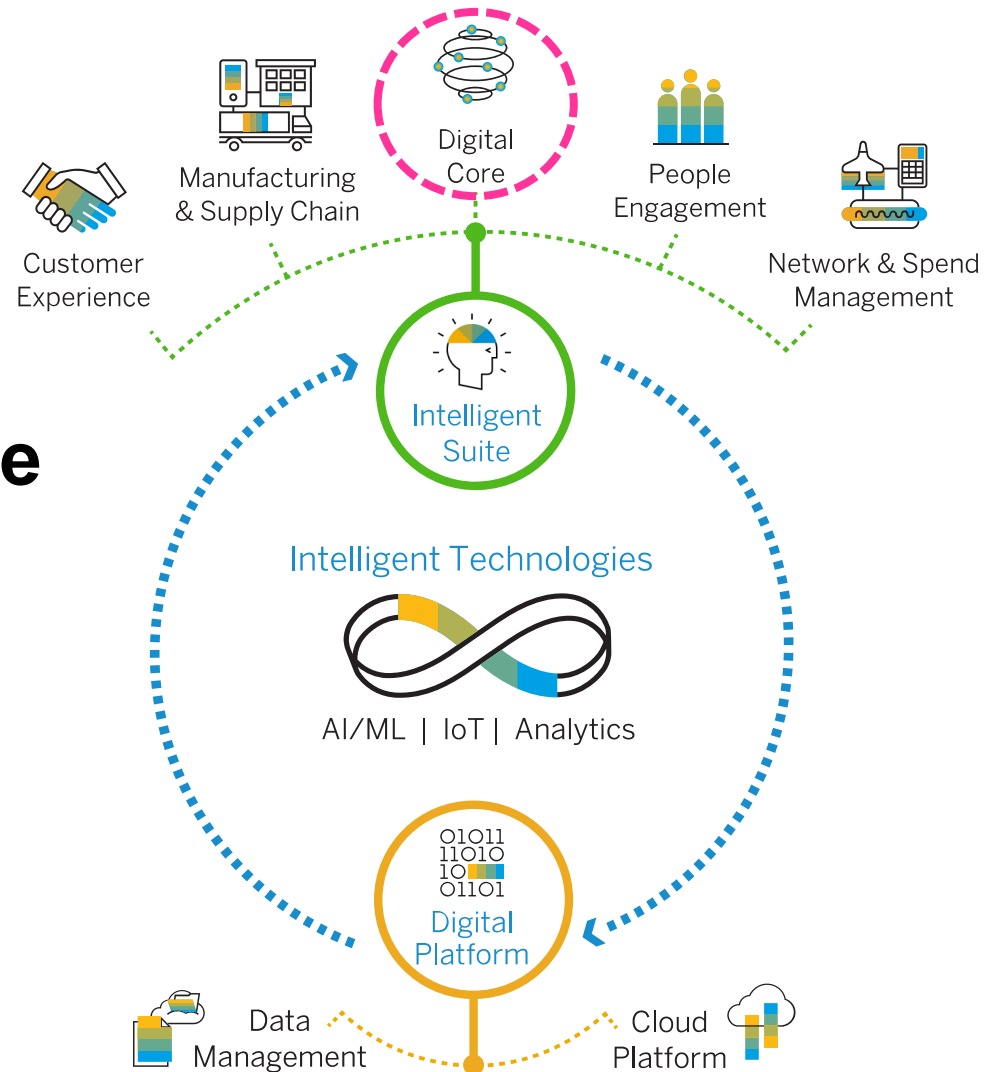
1 Intelligent Suite

2 Intelligent Technologies

3 Digital Platform

To become an Intelligent Enterprise, Digital Core is a foundational requirement

Digital Core

Manufacturing & Supply Chain

People Engagement

Customer Experience

Network & Spend Management

SAP S/4HANA enables new capabilities

Real-time processing

Combined transactions and analytics

Simplified data model

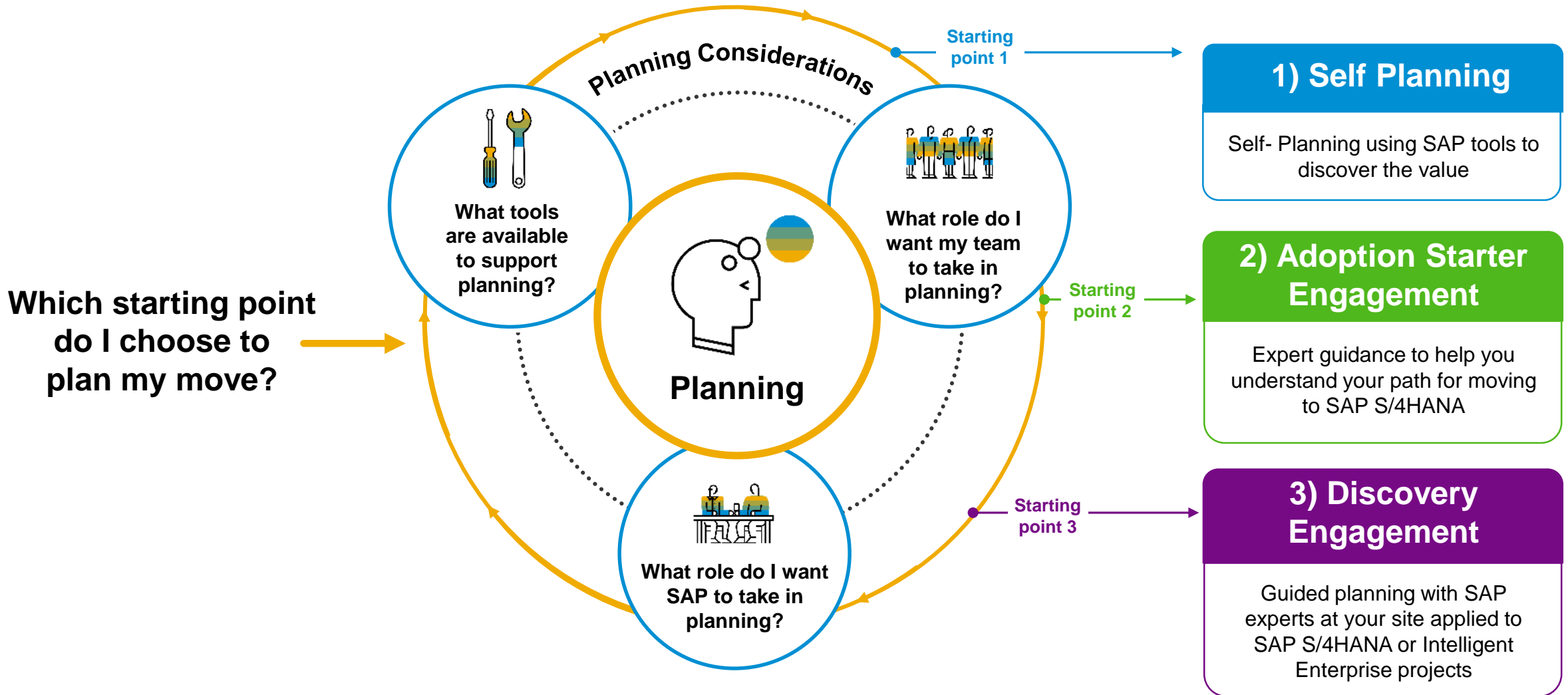| 1 | Intelligent automation |
| 2 | Insight and prediction |
| 3 | Industry NEXT practices |

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

SAP S/4HANA Movement: make the case

Customers can chose one of three starting points that best suits them

Which starting point do I choose to plan my move?

Planning Considerations

What tools are available to support planning?

What role do I want my team to take in planning?

Planning

What role do I want SAP to take in planning?

Starting point 1

Starting point 2

Starting point 3

1) Self Planning
Self- Planning using SAP tools to discover the value

2) Adoption Starter Engagement
Expert guidance to help you understand your path for moving to SAP S/4HANA

3) Discovery Engagement
Guided planning with SAP experts at your site applied to SAP S/4HANA or Intelligent Enterprise projects

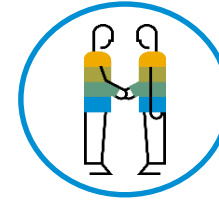# SAP S/4HANA Movement: Discovery Engagement Methodology

Executive Alignment
What business objectives do we enable?

Value Discovery
Where and how will we realize our ROI?

Execution Readiness
What is our plan for deployment?

Value Delivery
Which best practices ensure success?

1 DEMAND GEN & DIGITAL VISION	2 EXECUTIVE ALIGNMENT	3 WHY - VALUE DISCOVERY	4 HOW - ROADMAP VALIDATION	5 COMMERCIAL DEAL CLOSE	6 VALUE DELIVERY & ADOPTION	7 CUSTOMER SUCCESS & REFERENCE

AE, SE, IVE, Presales

SE, IVE, Presales, DBS

Presales, DBS

DBS

What is new? SAP Tools and Resources Available
Accelerate SAP S/4HANA Adoption by SAP ERP Customers

Executive Alignment	**Value Discovery**	**Execution Readiness**	**Value Delivery**

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

- SAP Business Value Advisor (link)
- SAP S/4HANA Industry & LoB Value Whitepapers (link)
- SAP S/4HANA Customer Success Flipbook (link)
- SAP S/4HANA Digital Concierge (link) Custom Resources Tailored to You:
- Industry Door Openers (link)

Make the case
Where and how will we realize our ROI?

- SAP Transformation Navigator (link)
- SAP Business Scenario Recommendation (link)
- Next Generation Benchmarking and Value Manager (internal link) –
- SAP Solution explorer provides solution scope details per LoB
- SAP S/4HANA Adoption Starter (SAP Service Offering)
- SAP TCO Explorer (coming soon)
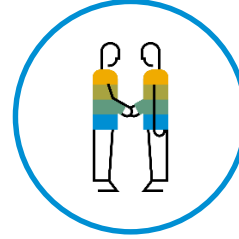
Consider the options
What is our plan for deployment?

- SAP S/4HANA Product Roadmaps (link)
- SAP Best Practices Explorer (link)
- SAP Fiori Apps Library (link)
- SAP Readiness Check for SAP S/4HANA (link)

Build your future
Which best practices ensure success?

- Custom Code Adaptation
  ABAP Test Cockpit
- Improved Data Migration SAP
  S/4HANA Migration Cockpit
- Reduced integration efforts
  Integration Content Advisor
- Downtime Optimized Conversion
  Software Update Manager
- Leverage Standard
  SAP Model Company for the Intelligent Enterprise
- SAP Activate Deployment Method
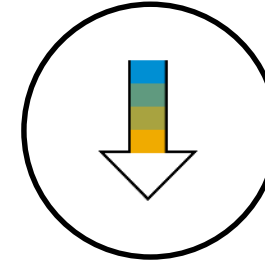
Emphasize reductions in TCI through relevant tools
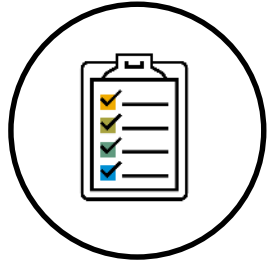
1. Planning & Execution
Reducing some of the largest projects costs, while helping understand the effort drivers and plan mitigations
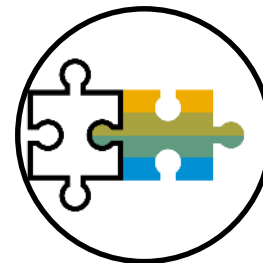
2. Custom Code Adaptation
Simplifying the process of remediation and obsolete code removal, while applying analytics to efficiently structure your project
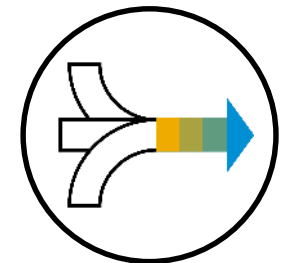
3. Downtime Optimized Conversion
for shorter system cut-over

While SAP continues to improve these tools, customers should note that most of these tools are available now.

5. Reduced integration efforts
Additional content targeted between late 2018 to early 2019

4. Improved Data Migration
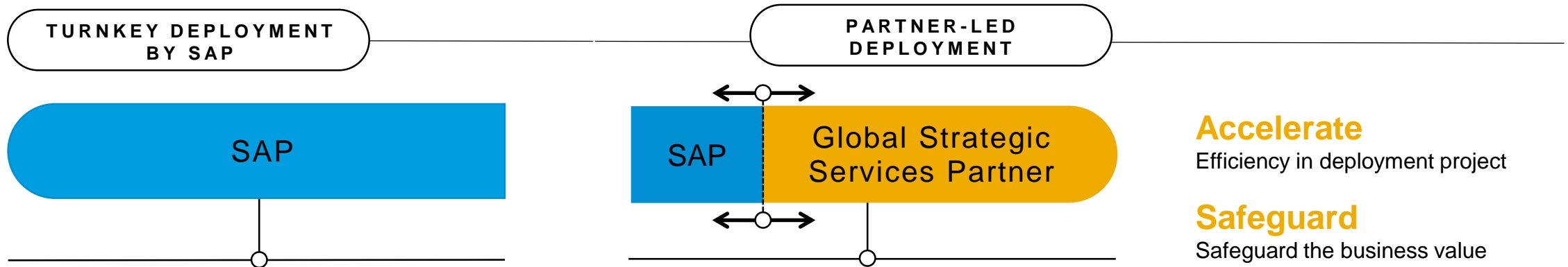more ready-to-use business objects and object modeling capabilities

Lower project risk & cost with the GB Partner Conversion Factories

Accelerate efficient & low risk project conversions

GPO Organization Channel Management & Partner Solution Centers

Continuous sharing of Conversion Best Practices and Conversion Success Stories

Special Coaching & Customer Care

Improved scalable enablement on tools and methodology

Improved conversion tools & methodologies

Partner Conversion Factories "based on skilled resources using conversion tool framework, remote delivery and fix price offerings"

Executes own Installed Base

Executes on behalf of smaller Partners

Executes on behalf of SAP for Direct Accounts

Engagement Options – Your Choice

SAP services and accelerators drive customer success from SAP-led to Partner-led engagements (recommended)

TURNKEY DEPLOYMENT BY SAP

PARTNER-LED DEPLOYMENT

SAP

SAP | Global Strategic Services Partner

Accelerate
Efficiency in deployment project

Safeguard
Safeguard the business value

Reduce TCI with intelligent tools
Contained risks, proven mitigation

SAP Advanced Deployment with SAP Model Company

- Maximum acceleration: 50% reduction of delivery time and 30% reduction of custom developments with SAP Model Company*

- Turn-key delivery by SAP

- Factory services with defined outcomes

- Next-practices and SAP Leonardo embedded

*) for more details visit the customer survey by an independent consulting firm

Integrated Delivery Framework with SAP Value Assurance and SAP Model Company

- Agreed responsibilities and delivery methodologies between SAP & Partner

- SAP to safeguard business value with safeguarding from Value Assurance

- SAP Model Company* Services to ensure fit-to-standard deployment

- Leverage deep domain expertise, deployment accelerators and methods of Global Strategic Service Partners

MOVE with confidence – extended customer care program

SAP S/4HANA Customer Care Program

The SAP S/4HANA Customer Care Program will help to make your SAP S/4HANA go-live project a success by offering:

- A named **Project Coach** serving as a remote contact to share best practices and collect feedback.
- A **Development Angel Team** facilitating the access to the SAP S/4HANA Development organization.
- **Management Sponsors** from the SAP development team.

The offer is free of charge. Increased Capacity in 2019

To nominate please send an e-mail to S4H_Customer_Care@sap.com.

Priority will be given to existing SAP ERP customers who transition to SAP S/4HANA 1809 and are willing to act as a reference.

SAP S/4HANA RIG Architectural Guidance

Engage an expert for a remote session with customers in their SAP S/4HANA project planning phase. New in 2019

The expert from the Regional Implementation Group (RIG) shares best practices and learnings from system conversion and new implementation projects.
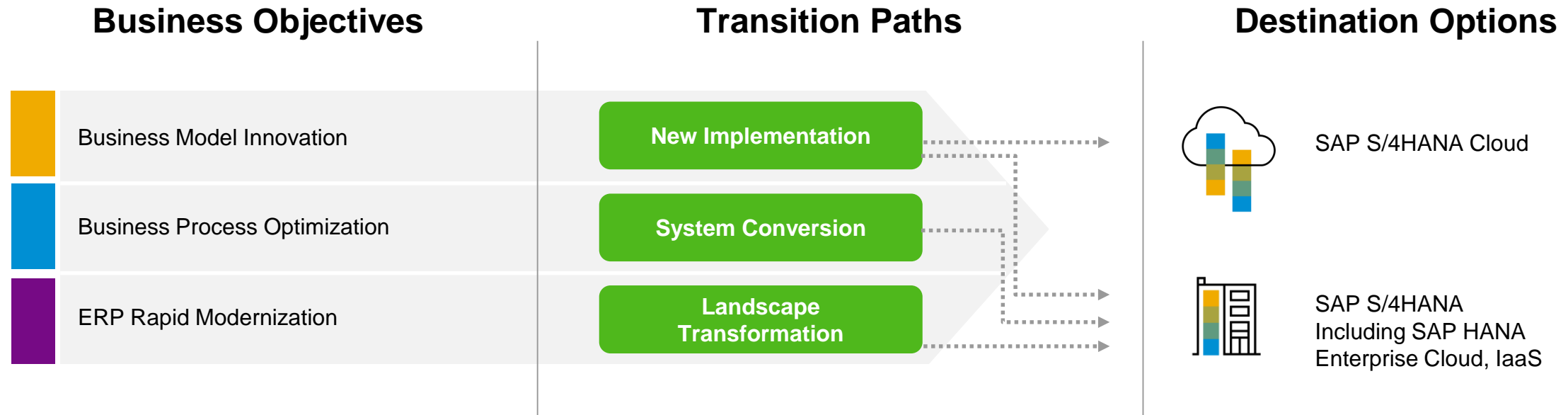
This offer complements regular pre-sales or consulting.

The offer is free of charge, and available for existing SAP ERP customers (direct and indirect channel).

SAP account teams and the SAP partner organization can nominate their customers by sending an e-mail to Rupert Lange (EMEA), Lars Rueter (APJ), Arne Schmidthals (Americas).

Consider your options

Match your business objectives to possible transition paths and destinations

Business Objectives	Transition Paths	Destination Options
Business Model Innovation	New Implementation	SAP S/4HANA Cloud
Business Process Optimization	System Conversion	
ERP Rapid Modernization	Landscape Transformation	SAP S/4HANA Including SAP HANA Enterprise Cloud, IaaS

One SAP S/4HANA: the right solution for each customer cloud journey

Cloud ERP*		ERP in the Cloud	ERP OP
SAP S/4HANA Cloud	**SAP S/4HANA Cloud, single tenant edition**	**SAP S/4HANA** **(Private cloud managed by SAP)**	**SAP S/4HANA** **(On-premise managed by cloud providers or customers)**
Highly standardized, multi-tenant cloud services covering selected LoB- and industry scenarios and a comprehensive ERP scope	Standardization, TCO and scalability of the cloud combined with the full functional scope, extensibility and reach of the SAP S/4HANA solution	Individually sized infrastructure and application management services moving your system to the next generation	Standardized next generation ERP solution that can be run and extended according to customer preferences
Rapid innovation at the lowest TCO	*Cloud standardization at attractive TCO*	*Your SAP guided elevation to the public cloud*	*Next generation ERP system for on premise use*

*according to Gartner Cloud (SaaS) Definition

SAP S/4HANA Choice

Consider three dimensions: **Scope, Governance, Standardization**

**Core ERP scope,** rapid innovation

Extended ERP scope, controlled innovation

SAP-led governance

Customer-influenced governance

Customer-led governance

Standardization

Recommended to Standardize

Open to Modifications
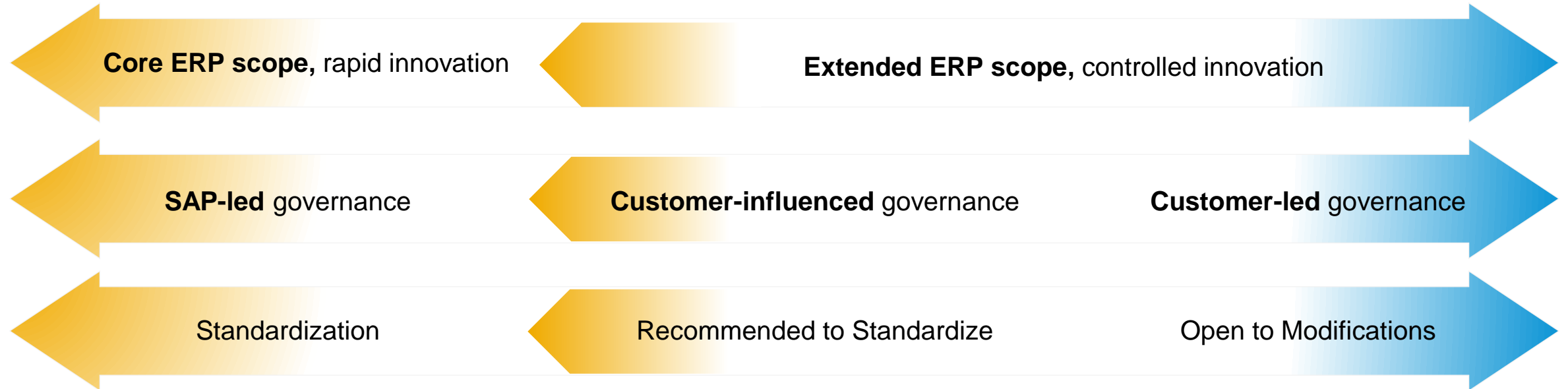
SAP S/4HANA Cloud

**SAP S/4HANA Cloud,
single tenant edition**

**SAP S/4HANA
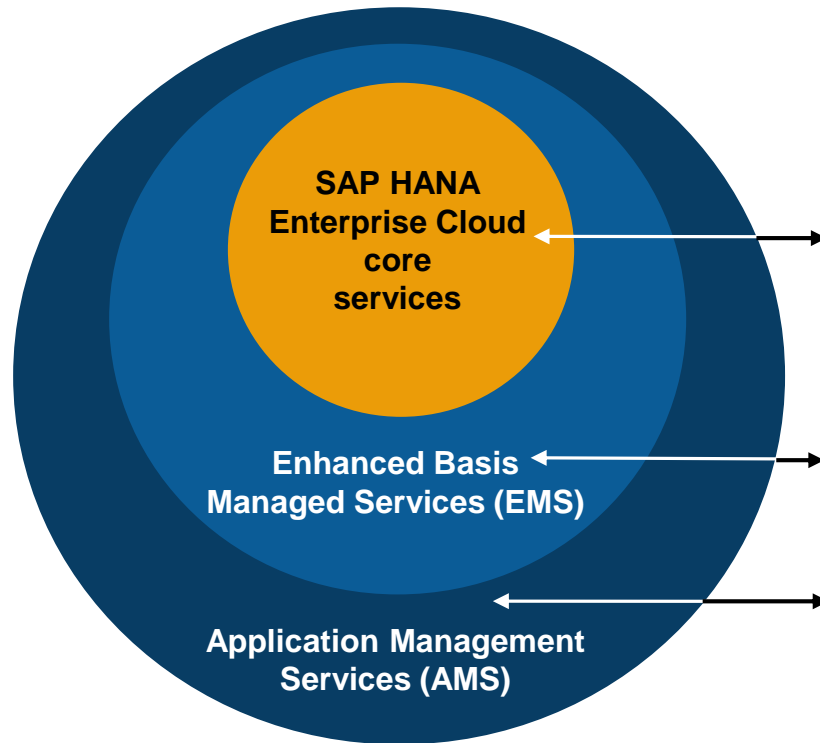HANA Enterprise Cloud (HEC)**
(Private cloud managed by SAP)

Digital Core

Partner Managed Cloud

Customer Managed Cloud

SAP S/4HANA Cloud

SAP S/4HANA Cloud, single tenant edition

SAP Managed Cloud (HEC)

SAP S/4HANA (on-premise)

SaaS
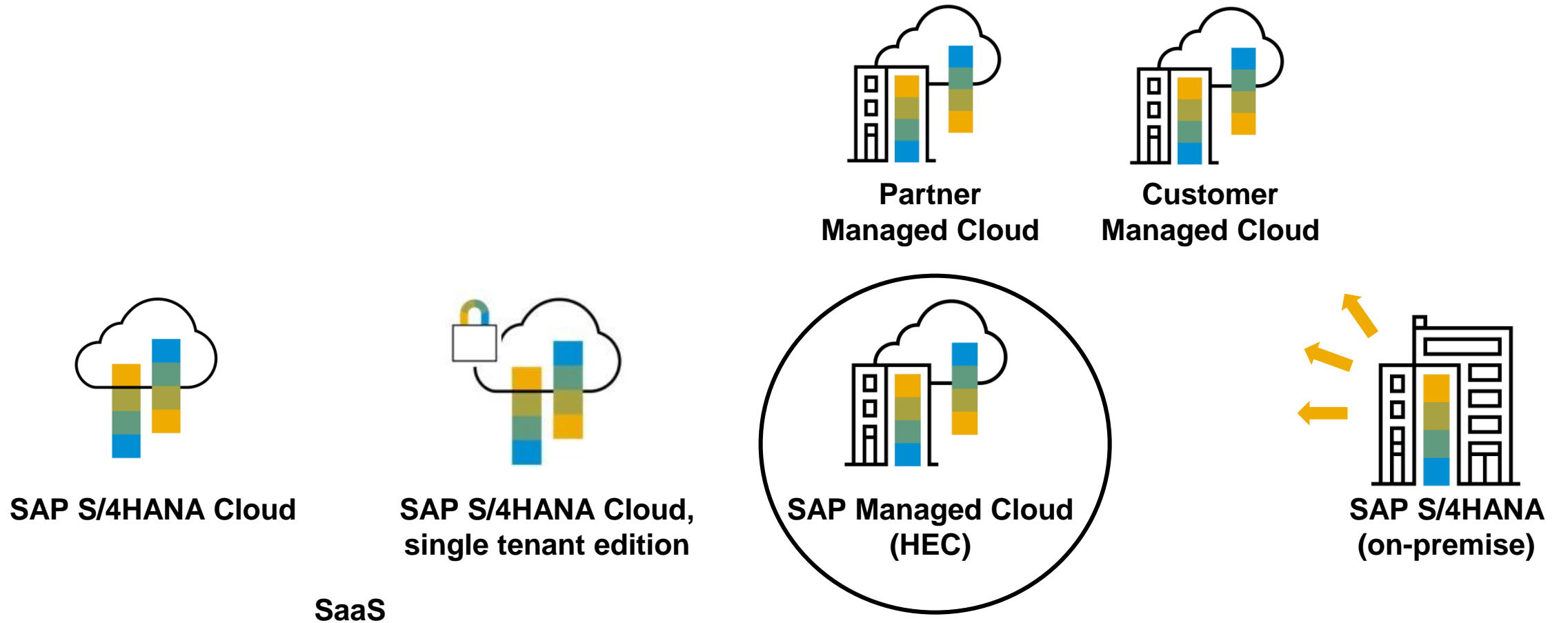
Cloud ERP ← → ERP In the Cloud — → ERP On Prem

SAP HANA Enterprise Cloud - Managed Services

SAP's HEC Service is expanding to provide one-stop for customers to request a larger scope of managed services, at customer option and via on-demand service requests.

SAP HANA Enterprise Cloud (core) services

- Services included under monthly SAP HEC subscription, including:
  - ✓ Guaranteed Application level SLA
  - ✓ Unique reference architecture
  - ✓ SAP HANA database management
  - ✓ Infrastructure and operating system management and monitoring
  - ✓ Customer engagement services
  - ✓ Software available by subscription

Enhanced Basis Managed Services "EMS"

- "Bucket" of pre-paid EMS hours, applied based on customer choice
- Services requested and delivered without need for any Change Request
- Service Hour Block choice is standard for all SAP HEC accounts- mandatory to   streamline routine service delivery

Application Management Services "AMS"

- Services which can be added to core SAP HEC Services "production" contracts
- Support and monitoring for the **functional application layer** of the software solution
- AMS offers delivery based on SLA and a monthly subscription fee.

SAP HANA Enterprise Cloud & Hyperscalers

Solution and Services Stack

	SAP HANA Enterprise Cloud Fully Deployed at SAP	SAP HANA Enterprise Cloud Infrastructure Deployed at Hyperscalers
Application evolution & change mgmt.	**Application Management Services (AMS) + EMS**	**Application Management Services (AMS) + EMS**
Functional application support		
SAP application basis support		
SAP HANA DB management	**Infrastructure and managed services for SAP HANA Enterprise Cloud**	**Managed services for SAP HANA Enterprise Cloud**
Operating system (OS) maintenance		
Backup management		
Connectivity		aws
Infrastructure & hardware maintenance		Google Cloud Platform
Provision of data center facility		Microsoft Azure

SAP delivers HANA Enterprise Cloud Managed Services and Support to the same high standard of service on hyperscale clouds, than we deliver on our own datacenters.

SAP HANA Enterprise Cloud for every need

Digital Business at Your Pace – SAP Makes it Simple

Cloud Start

- Your SAP HANA project in weeks (non-production)
- Run multiple projects; flexibility to shift to prod
- Low-risk entry point; penalty-free cancellation
- 1-12 month contracts; can utilize existing licenses

Production

- Integrated SAP support (App & IT stack)
- Subscription-based or utilize existing licenses
- Functional / Technical Managed Services
- 36-60 month contracts; scale up/down

Assessment

Build Your Road Map

Scope & Pricing
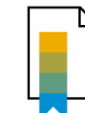
Contract

Deployment

Start Innovating

Higher standardization drives greater agility

Only with SAP S/4HANA does SAP offer a consistent, intelligent ERP solution across all environments, working in harmony so you can better leverage hybrid scenarios (ex. 2-tier, Group Reporting in the Cloud, etc.)

- **SAP S/4HANA Cloud:** The fastest path to the Intelligent Enterprise, continuous innovation

- **SAP S/4HANA:** Offers the customer complete control, agility offered for IT through hyperscalers (Azure, AWS, GCP) & SAP HANA Enterprise Cloud
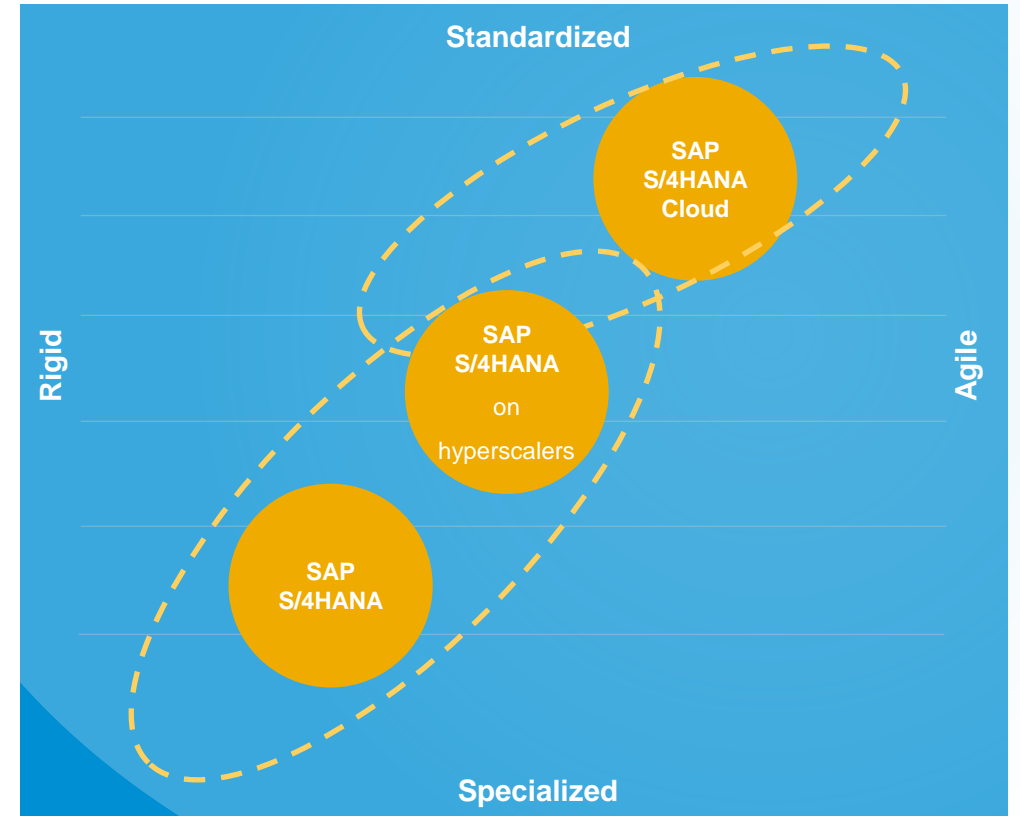
Thank you.

Contact information:

Riccardo Sampietro
SAP Presales Senior Advisor
riccardo.sampietro@sap.com

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