



# **SAP Strategy and Roadmap**

## The intelligent enterprise with SAP S/4HANA

Axel Vetter, Head of MEE S/4HANA Customer Advisory  
August, 2018



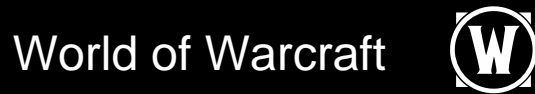
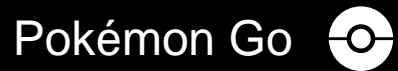


**SAP S/4HANA**

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## How we play



## How we shop

## How we watch



## How we talk

Conversational interaction - Augmented Reality - Digital Assistants

Real time - Intuitive - Compliant - Anytime, anywhere



Expectation level is constantly creating new challenges and requirements for IT

Blockchain

Customer Expectations

Technology Trends

Business Model Disruption

AI & Machine Learning

Virtual Reality / Augmented Reality

3D-Printing

IoT & Sensors

Digital Economy

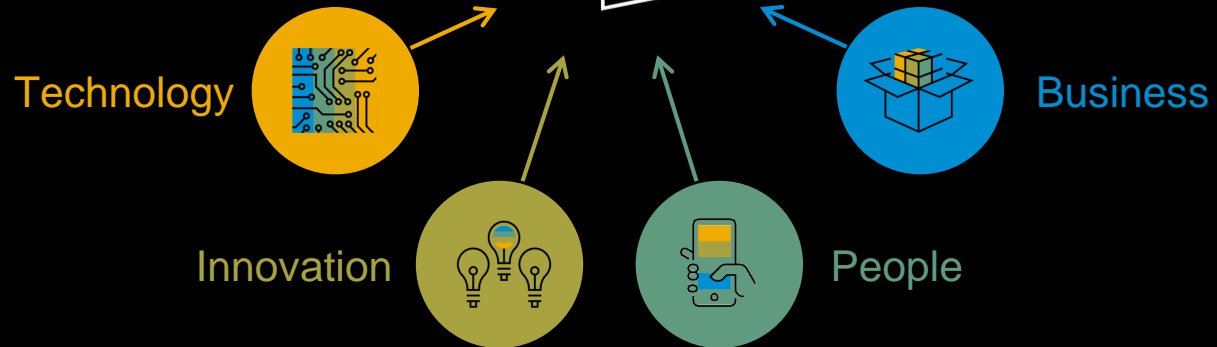
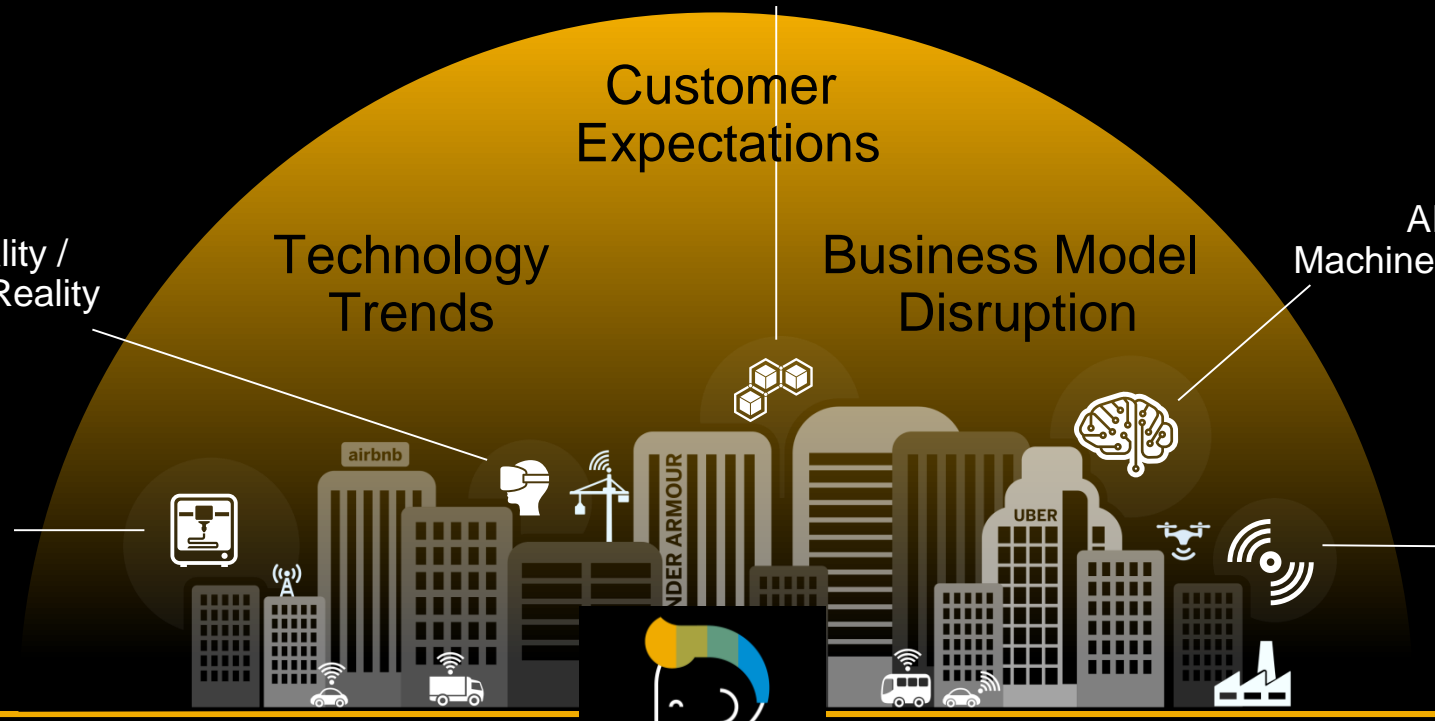
Internal Challenges

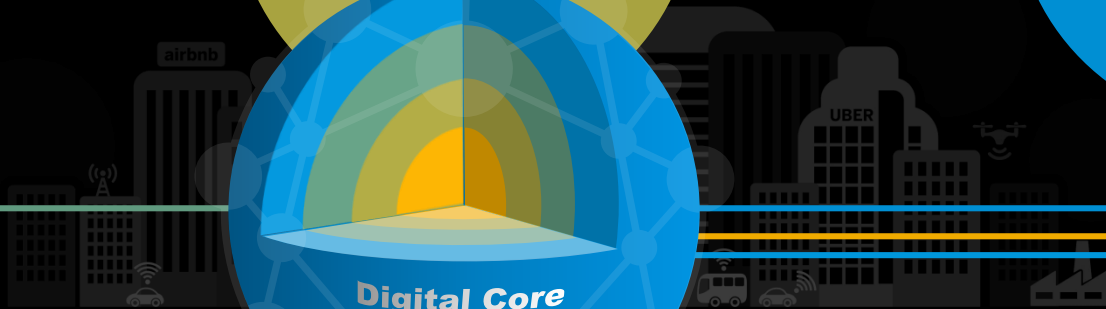
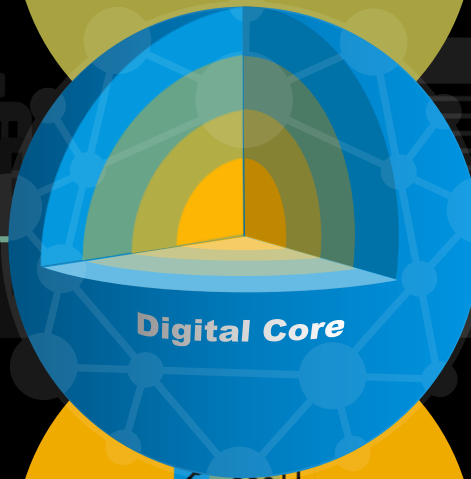
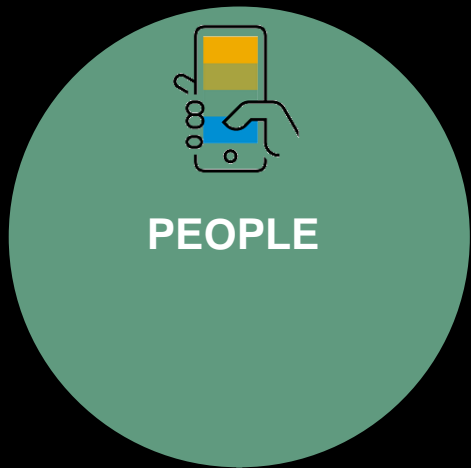
Technology

Business

Innovation

People





Sell to smaller customer segments

Produce to smaller lot sizes

Improve Financial KPIs such as DSO

Process more orders

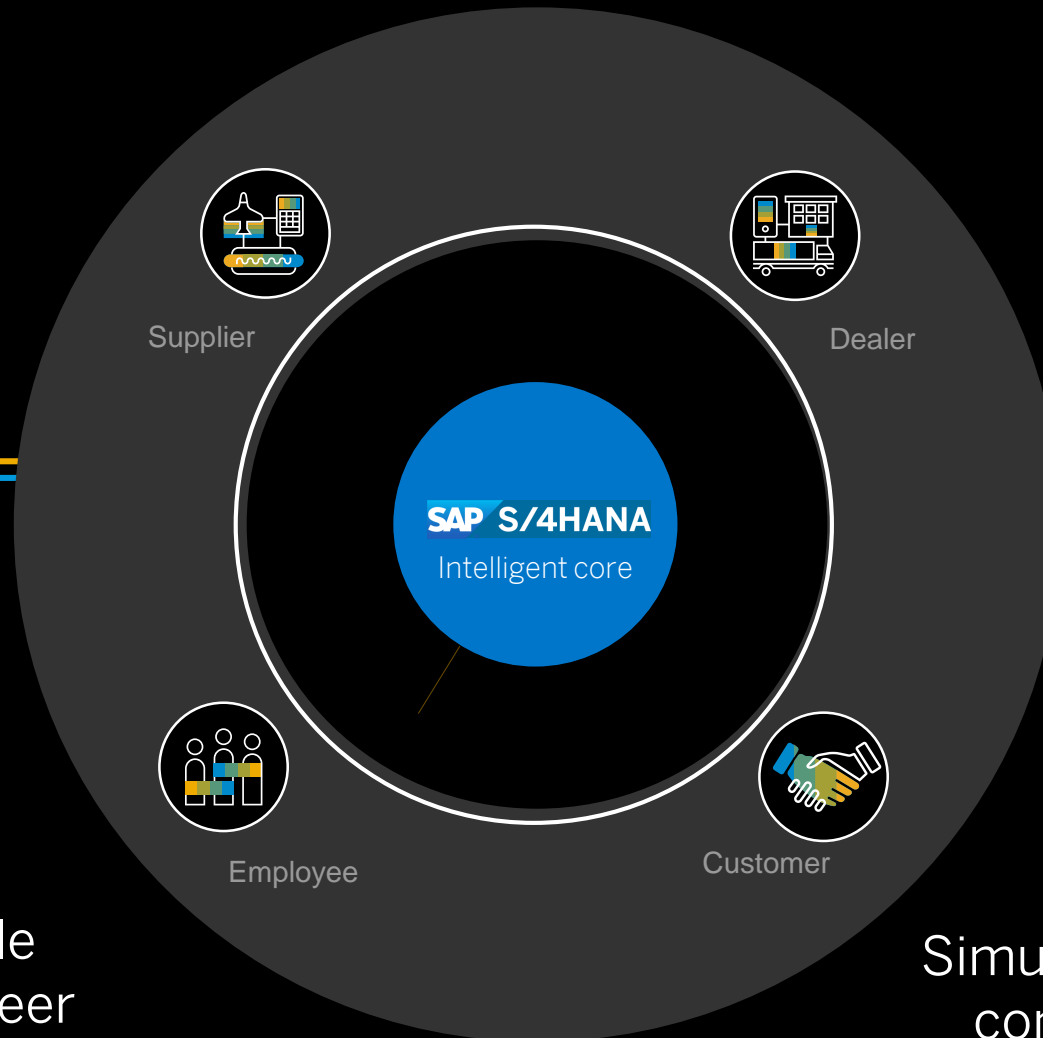
Reduce Inventory Level

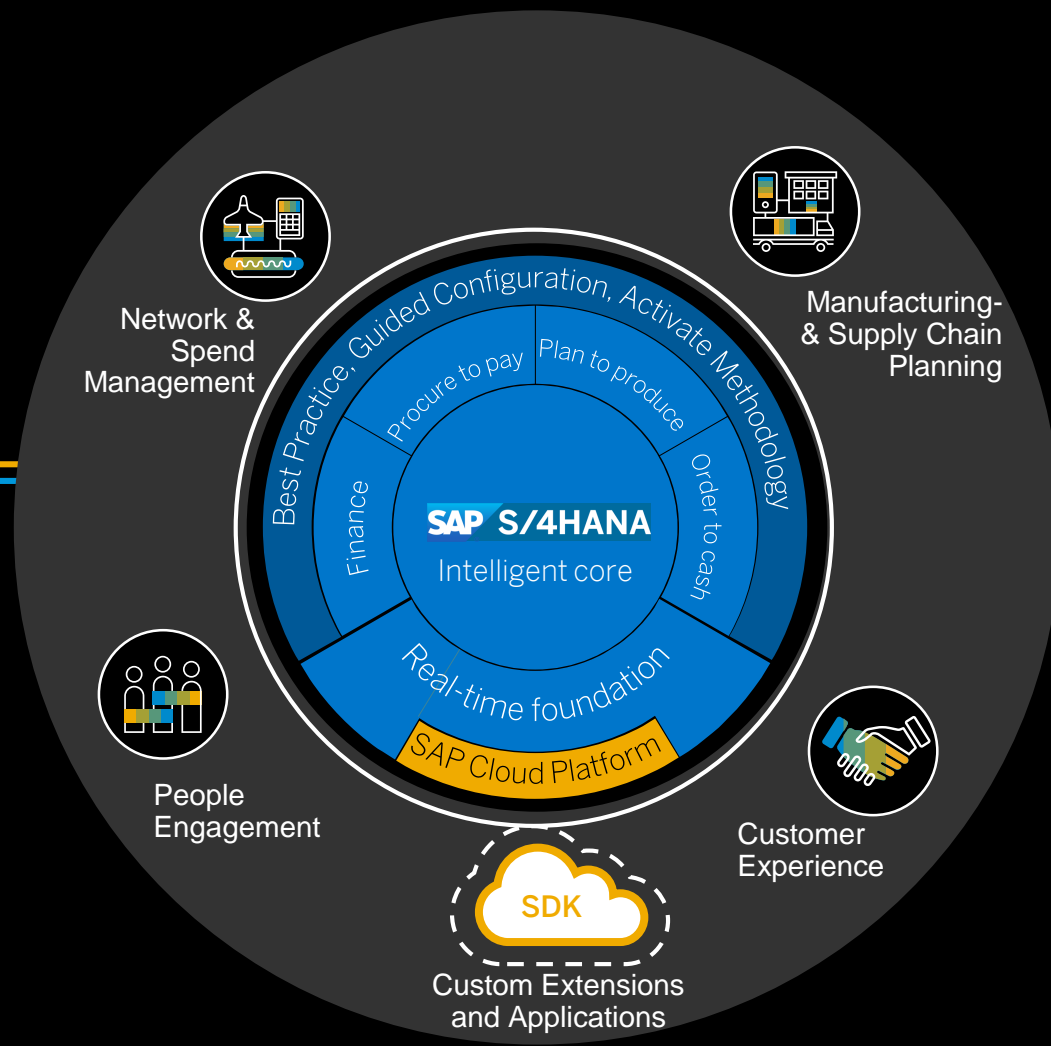
Be compliant & control risks

Automate manual work

Get actionable insights and steer via Exceptions

Simulate & Plan continuously





Network & Spend Management

Manufacturing & Supply Chain Planning

People Engagement

Customer Experience

Custom Extensions and Applications

**SAP S/4HANA**  
Intelligent core

Real-time foundation

SAP Cloud Platform

Best Practice, Guided Configuration, Activate Methodology  
Finance Procure to pay Plan to produce Order to cash

SDK

# Accounting and financial close – balance sheet

1710 September Month End Filtered By (7): Company Code, Ledger, Statement Version, Statement Type, E... Show Filters

Display Financial Statement Display Financial Statement

All Accounts **Balance Sheet** Profit & Loss Unassigned Accounts (59) Notes

Select Node  Search  Default

Description	G/L Account	Period Balance	Comparison Balance...	Absolute Difference	Relative Difference
ASSETS		1,607,168,392.35 USD	573,745,639.56 USD	1,033,422,752.79 USD	180.1
Cash & Cash Equivalents		849,525,256.52 USD	538,862,394.24 USD	310,662,862.28 USD	57.7
Petty Cash		435,017.86 USD	-524,409.58 USD	959,427.44 USD	183.0
Petty Cash	10010000	435,017.86 USD	-524,409.58 USD	959,427.44 USD	183.0
Bank Accounts		849,090,238.66 USD	539,386,803.82 USD	309,703,434.84 USD	57.4
Bank 1 - Bank (Main) Account	11001000	820,629,467.74 USD	538,649,339.74 USD	281,980,128.00 USD	52.3
Bank 1 - Cash Payment	11001010	-10,000.00 USD	0.00 USD	-10,000.00 USD	0.0
Bank 1 - Bank Transfer (Domestic/SEPA/Foreign)	11001020	-2,122,811.00 USD	-19,220.00 USD	-2,103,591.00 USD	-10,944.8
Bank 1 - Checks Out	11001050	-253,958.65 USD	938.92 USD	-254,897.57 USD	-27,148.0
Bank 1 - Checks In	11001060	757,736.41 USD	755,444.00 USD	2,292.41 USD	0.3
Bank 1 - Cash Receipt	11001080	30,000,456.16 USD	206.16 USD	30,000,250.00 USD	9,999,999.0
Bank 2 - Bank (Main) Account	11002000	17,475.00 USD	0.00 USD	17,475.00 USD	0.0
Bank 2 - Bank Transfer (Domestic/SEPA/Foreign)	11002020	-11,125.00 USD	-125.00 USD	-11,000.00 USD	-8,800.0
Bank 2 - Cash Receipt	11002080	82,998.00 USD	220.00 USD	82,778.00 USD	37,626.4
Accounts Receivable		174,722,087.74 USD	26,790,289.24 USD	147,931,798.50 USD	552.2
Trade Receivables - Domestic		174,735,298.24 USD	26,802,787.99 USD	147,932,510.25 USD	551.9
Trade Receivables Domestic	12100000	174,735,265.99 USD	26,802,787.99 USD	147,932,478.00 USD	551.9



# Accounting and financial close – drilldown from balance sheet

- Balance sheet and drilldown to line items

SAP G/L Account Line Items - Reporting View

Standard \* Filtered By (6): Ledger, Company Code, G/L Account, Status, Ledger Fiscal Year, ... Show Filters

Line Items (44,814) Standard \* Line Item Details

Status	Customer	Assignment Reference	Journal Entry	Journal Entry ...	Posting Date	Posting Key	Amount in CC Crcy	Tax Code	Clearing En
Company Code: 1710 - Company Code 1710									
G/L Account: 12100000 - Trade Receivables Domestic									
<input type="checkbox"/>	USCU_L09	0090005463	90005463	RV	01/01/2017	01	910.00 USD		1400010210
<input type="checkbox"/>	USCU_S16	0090005464	90005464	RV	01/01/2017	01	1,120.00 USD		1400008460
<input type="checkbox"/>	USCU_L07	0090005465	90005465	RV	01/01/2017	01	910.00 USD		1400008440
<input type="checkbox"/>	USCU_L03	0090005466	90005466	RV	01/01/2017	01	1,120.00 USD		1400008440
<input type="checkbox"/>	USCU_S12	0090005467	90005467	RV	01/01/2017	01	1,050.00 USD		1400008460
<input type="checkbox"/>	USCU_S02	0090005468	90005468	RV	01/01/2017	01	840.00 USD		1400008450
<input type="checkbox"/>	USCU_L10	0090005469	90005469	RV	01/01/2017	01	1,440.00 USD		1400008450
<input type="checkbox"/>	USCU_S14	0090005470	90005470	RV	01/01/2017	01	1,680.00 USD		1400008990
<input type="checkbox"/>	USCU_S08	0090005471	90005471	RV	01/01/2017	01	1,680.00 USD		1400008450
<input type="checkbox"/>	USCU_L05	0090005472	90005472	RV	01/01/2017	01	1,800.00 USD		1400008440
<input type="checkbox"/>	USCU_S02	0090005473	90005473	RV	01/01/2017	01	1,800.00 USD		1400008450
<input type="checkbox"/>	USCU_L02	0090005474	90005474	RV	01/01/2017	01	2,040.00 USD		1400009630
<input type="checkbox"/>	USCU_L09	0090005475	90005475	RV	01/01/2017	01	25,392.00 USD		1400010210
<input type="checkbox"/>	USCU_S15	0090005476	90005476	RV	01/01/2017	01	22,218.00 USD		1400008460
<input type="checkbox"/>	USCU_L01	0090005477	90005477	RV	01/01/2017	01	23,805.00 USD		1400009220

# Financial operations – drilldown to manage supplier line items in AP

Manage Supplier Line Items

Standard \* ▼

Supplier:  Company Code:  \*Status: Open Items Open on Key Date: 12/13/2017 \*Item Type: Normal Items Adapt Filters (3) Go

Items (796) | Standard ⌵

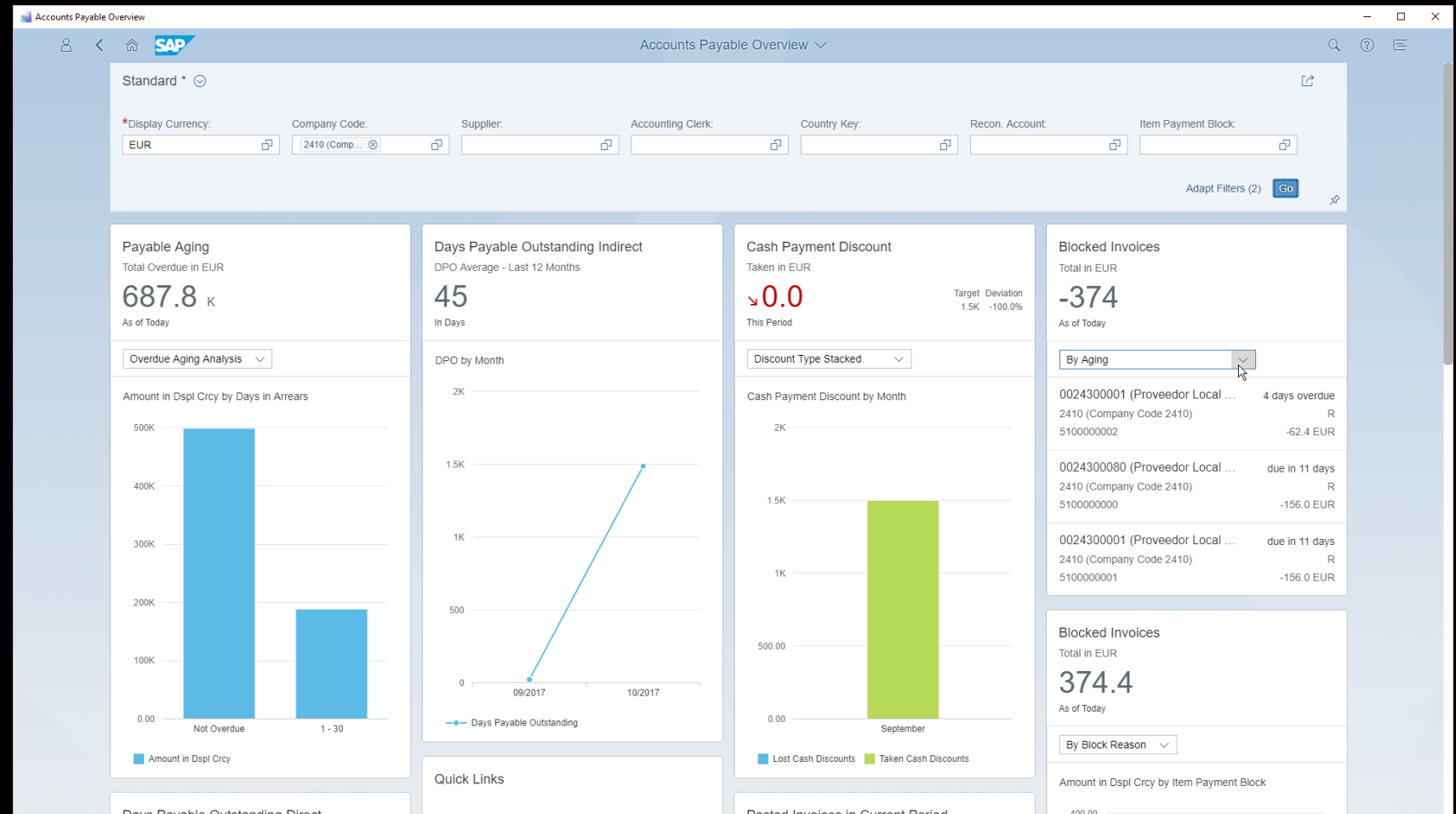
[Edit Line Items](#) [Create Correspondence](#) [Block for Payment](#) [Unblock for Payment](#) [Create Single Payment](#)

<input type="checkbox"/>	Supplier	Company...	Clearin...	Assignment	Journal Entry Date	Journal Entry	Journal E...	Special...	Due N...	Amount (CoCd Cur.)	Clearing Entry
<input type="checkbox"/>	<a href="#">10401010</a>	1710		0090035672	12/13/2017	<a href="#">1900000207</a>	KR			-31.59 USD	
<input type="checkbox"/>	<a href="#">10401010</a>	1710		0090035669	12/13/2017	<a href="#">1900000206</a>	KR			-15.80 USD	
<input type="checkbox"/>	<a href="#">10401010</a>	1710		0090035667	12/13/2017	<a href="#">1900000205</a>	KR			-78.98 USD	
<input type="checkbox"/>	<a href="#">USSU_V8000</a>	1710		4500006489	12/12/2017	<a href="#">5100005530</a>	RE			-8,851.56 USD	
<input checked="" type="checkbox"/>	<a href="#">USSU_V8000</a>	1710		4500006487	12/12/2017	<a href="#">5100005529</a>	RE			-19,694.52 USD	
<input type="checkbox"/>	<a href="#">USSU_V8005</a>	1710		4500006486	12/12/2017	<a href="#">5100005528</a>	RE			-6,325.76 USD	
<input type="checkbox"/>	<a href="#">USSU_V8007</a>	1710		4500006484	12/12/2017	<a href="#">5100005527</a>	RE			-50,864.00 USD	
<input type="checkbox"/>	<a href="#">USSU_V8006</a>	1710		4500006483	12/12/2017	<a href="#">5100005526</a>	RE			-21,931.88 USD	
<input type="checkbox"/>	<a href="#">USSU_V8005</a>	1710		4500006482	12/12/2017	<a href="#">5100005525</a>	RE			-144,402.42 USD	
<input type="checkbox"/>	<a href="#">USSU_V8004</a>	1710		4500006481	12/12/2017	<a href="#">5100005524</a>	RE			-36,321.16 USD	
<input type="checkbox"/>	<a href="#">USSU_V8000</a>	1710		4500006480	12/12/2017	<a href="#">5100005523</a>	RE			-9,724.34 USD	
<input type="checkbox"/>	<a href="#">USSU_V8001</a>	1710		4500006479	12/12/2017	<a href="#">5100005522</a>	RE			-84,577.67 USD	
<input type="checkbox"/>	<a href="#">USSU_V8003</a>	1710		4500006478	12/12/2017	<a href="#">5100005521</a>	RE			-224,925.48 USD	
<input type="checkbox"/>	<a href="#">1052518</a>	1710			12/12/2017	<a href="#">5100005520</a>	RE			-4,378.53 USD	

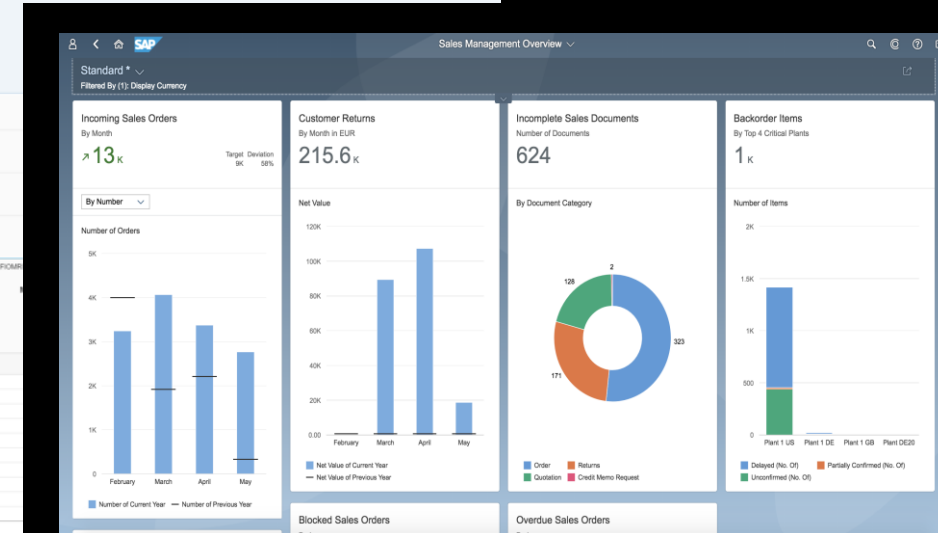
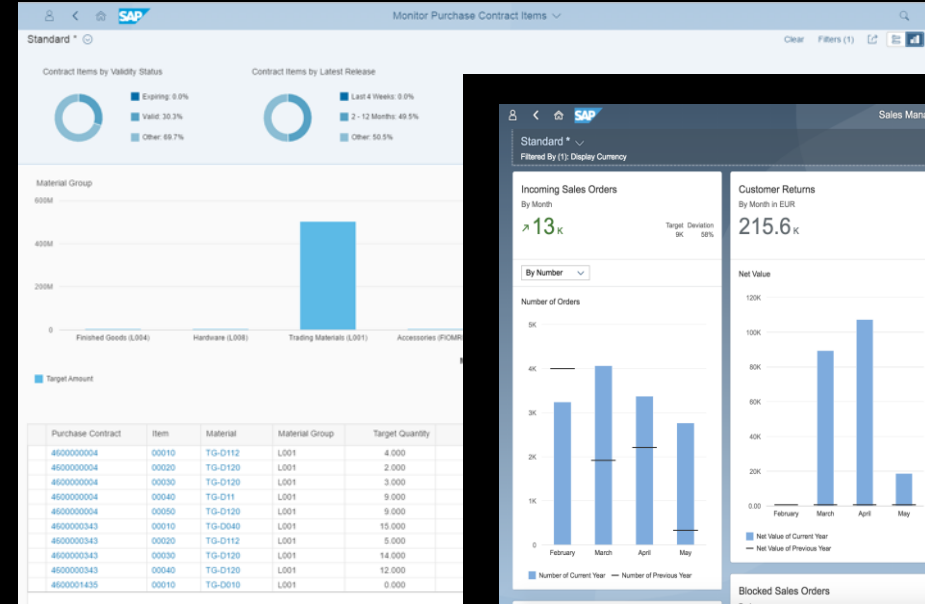
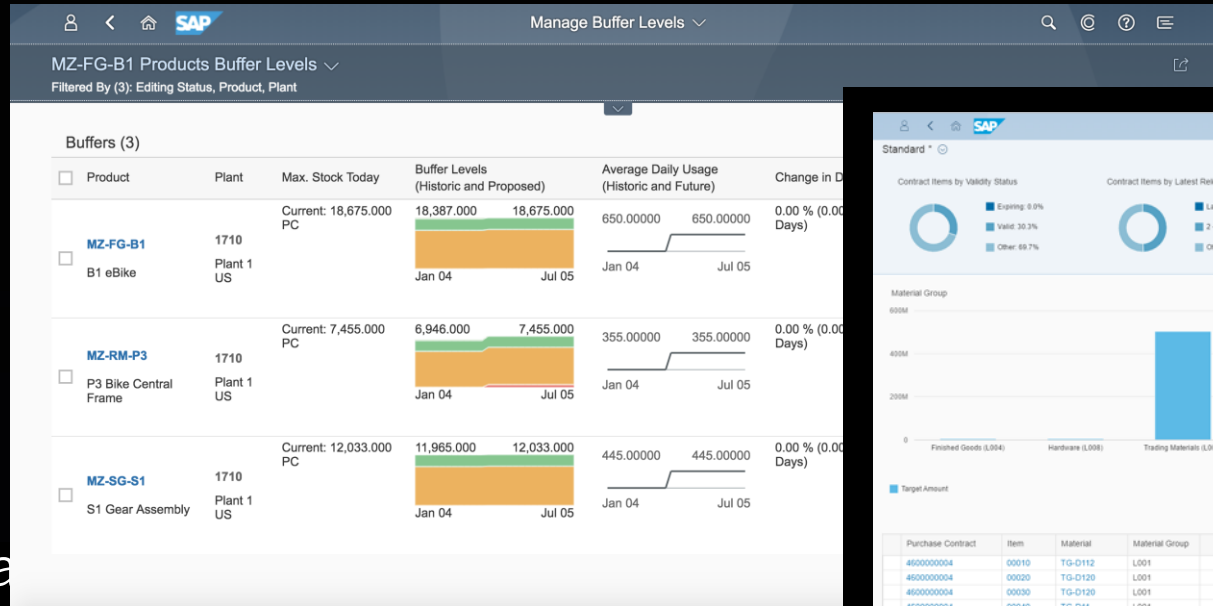
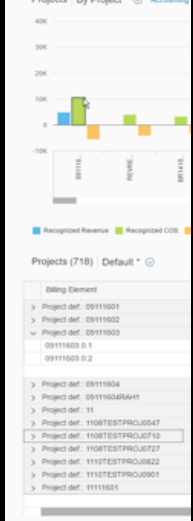
\*

# Financial operations – accounts payable overview

- Payables aging
- Days payable outstanding
- Cash payment discount
- Blocked invoices
- Multiple filters
  - Currency
  - Company
  - Supplier
  - Clerk
  - Country
  - Account
  - Item payment block



# Intelligence means Insight to Action



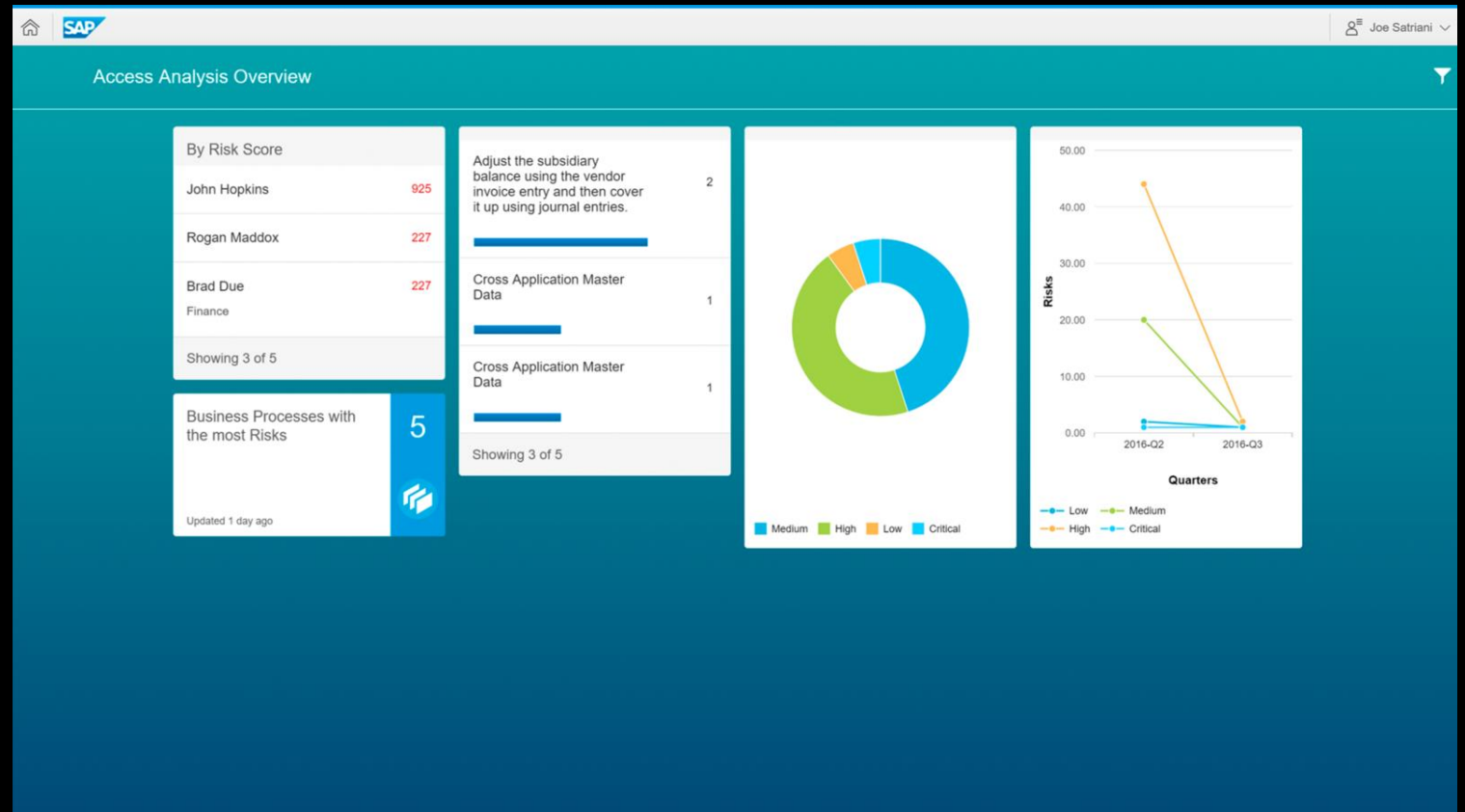
Event Based Revenue Recognition  
 SAP S/4HANA Finance  
 Manage Buffer Levels  
 SAP S/4HANA Produce

Monitor Contract Validity  
 SAP S/4HANA Procure  
 Sales Management Overview  
 SAP S/4HANA Sales

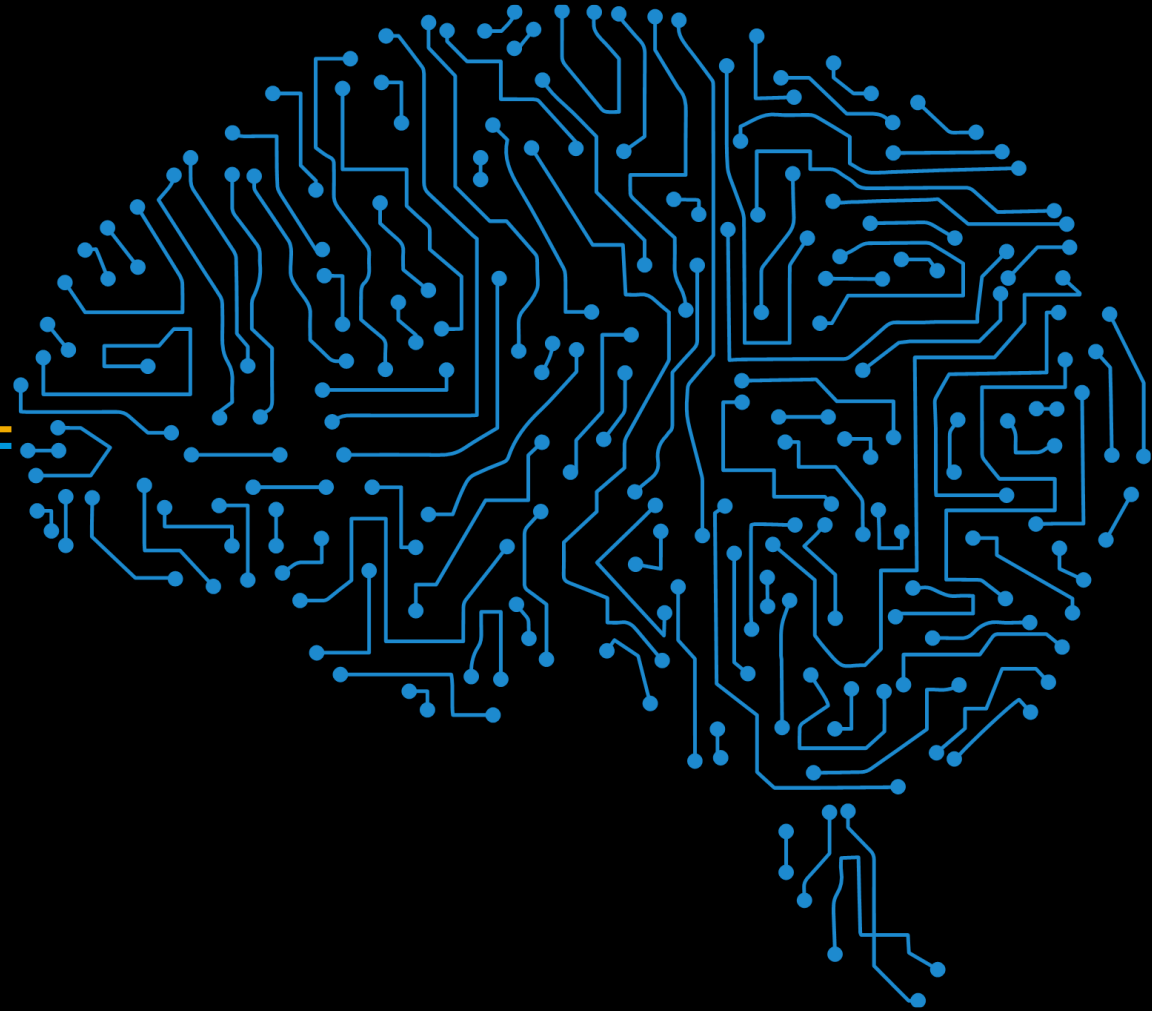
# Governance, risk, and compliance

## Identity access governance

- Streamline access analysis with real-time visualizations
- Monitor and optimize access with real-time data
- Identify segregation-of-duties conflicts and critical access risks
- Review and remediate user access to reduce the risk of fraud



# S/4HANA enables the **Intelligent Enterprise**



# SAP S/4HANA Cloud **hyper-automated** via machine learning intelligence

## Segment of One



**Smart Assistants**

Delivery Performance

**Quotation Conversion  
Probability Rate**

1802

**Conversational Apps**



Sales Performance Prediction

**Sales Forecast**

1805

**Customer**

Marketing, Sales, Service



# SAP S/4HANA Cloud **hyper-automated** via machine learning intelligence

Demand-Driven Replenishment

**Smart  
Factory**

[Defect Code Proposal](#)

1805

**Stock in Transit**



## **Lot Size One**

Object recognition in building imagery



Integrated Digital Content Processing

Dangerous Goods detection and classification

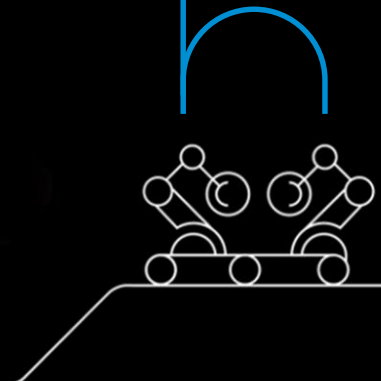
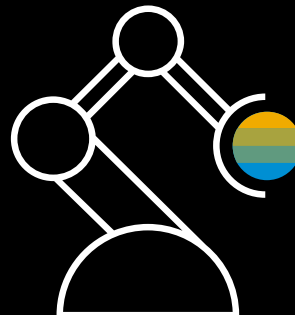


**Project Cost Forecasting**

1805

## **Production**

Product Development, Maintenance





# SAP S/4HANA Cloud **hyper-automated** via machine learning intelligence



## Data-Driven Logistics

**Optimized Purchase Requisition Processing:  
Propose Creation of RFQs** 1805

**Propose material group** 1805

Digital Assistants

**Contract Consumption** 1705

Proposal of options for Materials without Purchase Contract

**Propose Creation of New Catalog Item** 1805

**Payment Block / Cash Discount at Risk** 1805

## Supply Chain

Procurement, Infrastructure



# SAP S/4HANA Cloud **hyper-automated** via machine learning intelligence

## Digital Assistants

1805

**Smart Alerts for Profit & Loss Analysis**



**Cash Application, Line Item Matching**

1705

Detect Abnormal Liquidity Items

1802

**Payment Advice Extractor**

1805

**Lockbox**



**SAP Tax Compliance Smart Automation**

GRC 1.2 SP08

GRC 1.2 SP06

**Business Integrity Screening**

SAP RealSpend Cost Center Analysis



**Goods Receipt / Invoice Receipt Monitor**

1805

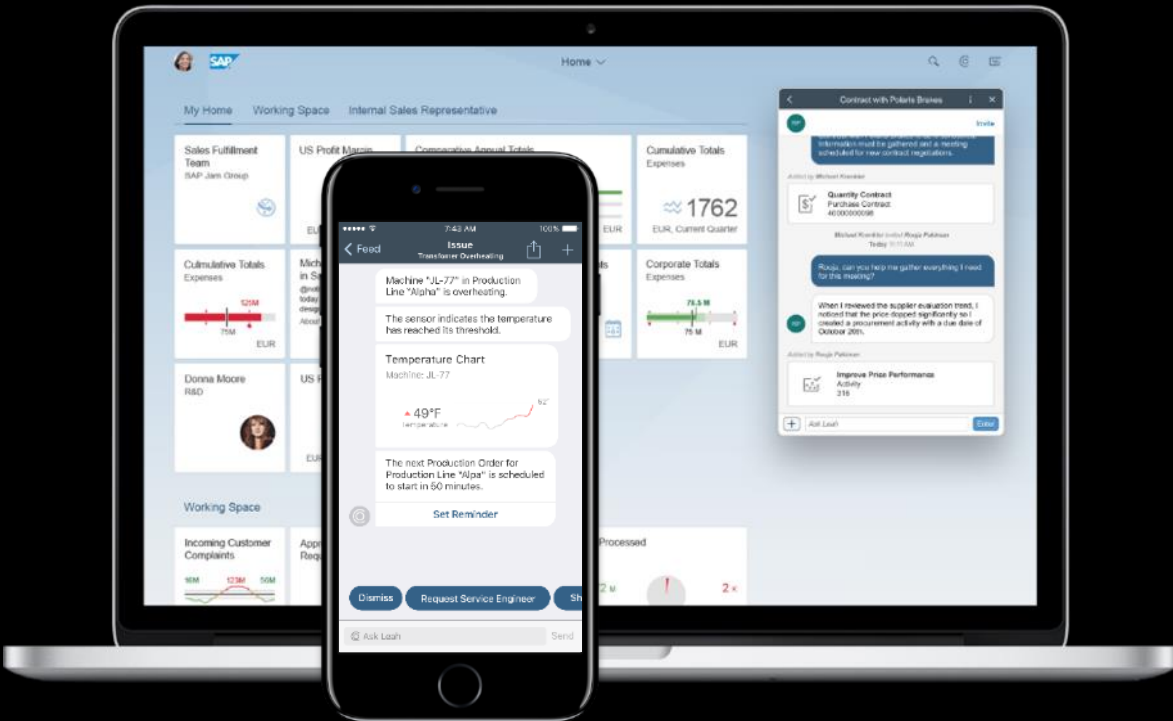
**Intelligent Enterprise**

## Finance

Business Mgmt., Security, Compliance



# SAP S/4HANA with SAP Leonardo: SAP Co-Pilot



**Business context awareness**



**Conversational (multi-modal) UI**



**Cross Applications**



**Self Learning**



**Simple Access to Enterprise AI Platform**

# SAP S/4HANA – The right solution for each customer situation



**SAP S/4HANA,  
on premise**  
Managed by customers



**SAP S/4HANA,  
private managed cloud (HEC)**  
Managed by SAP

**Cloud ERP\***



**SAP S/4HANA Cloud,  
private edition**  
Single-tenant

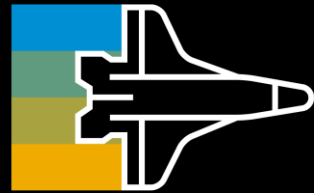
**SAP S/4HANA Cloud  
Multi-tenant**

# The right cloud solution enables rapid digital transformation with seamless subsidiary connections and interactions



## Instant value

- Accelerate go-live and user adoption
- Make rapid global deployments
- Quickly adapt to new business needs



## Continuous innovation

- Gain instant access to the latest technologies
- Get the latest best practices
- Keep up with regulatory changes



## Predictable, lower TCO

- Shift from capex to opex
- Better transparency into costs and usage
- No infrastructure investment needed



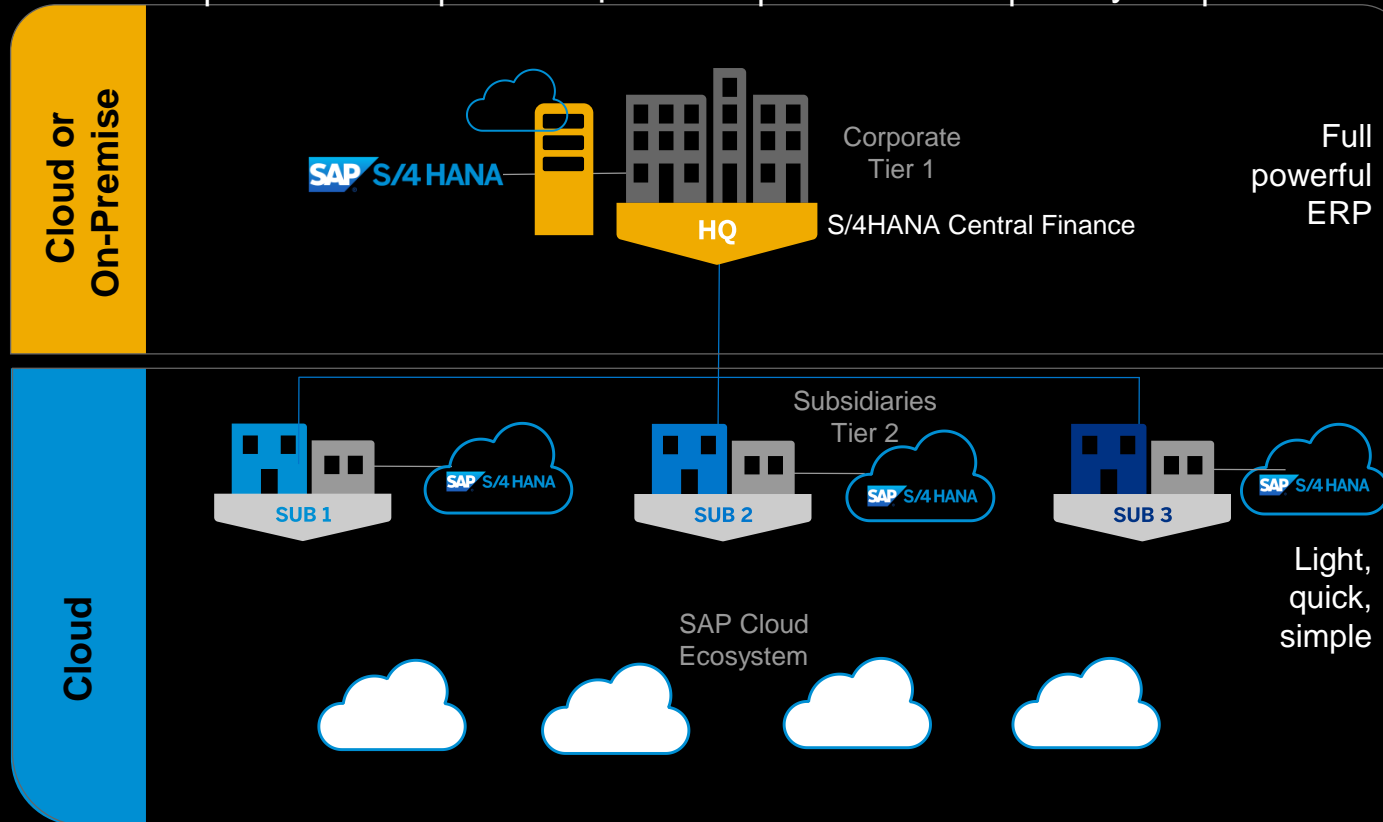
## Simple, reliable, and safe

- Easy to configure and extend
- Fully managed by a trusted third party
- Provides complete data security and protection

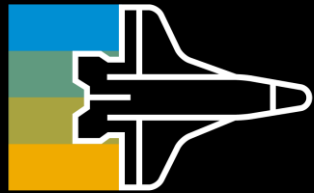
# Two-Tier ERP Approach with SAP S/4HANA Cloud

## Common

| Data Model | User Experience | Data entities | Analytics |



It takes courage...



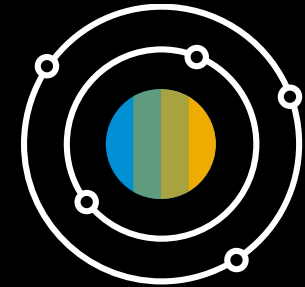
**To move  
at Pace**

2.000+ customers live  
on SAP S/4HANA



**Pioneer new  
Technologies**

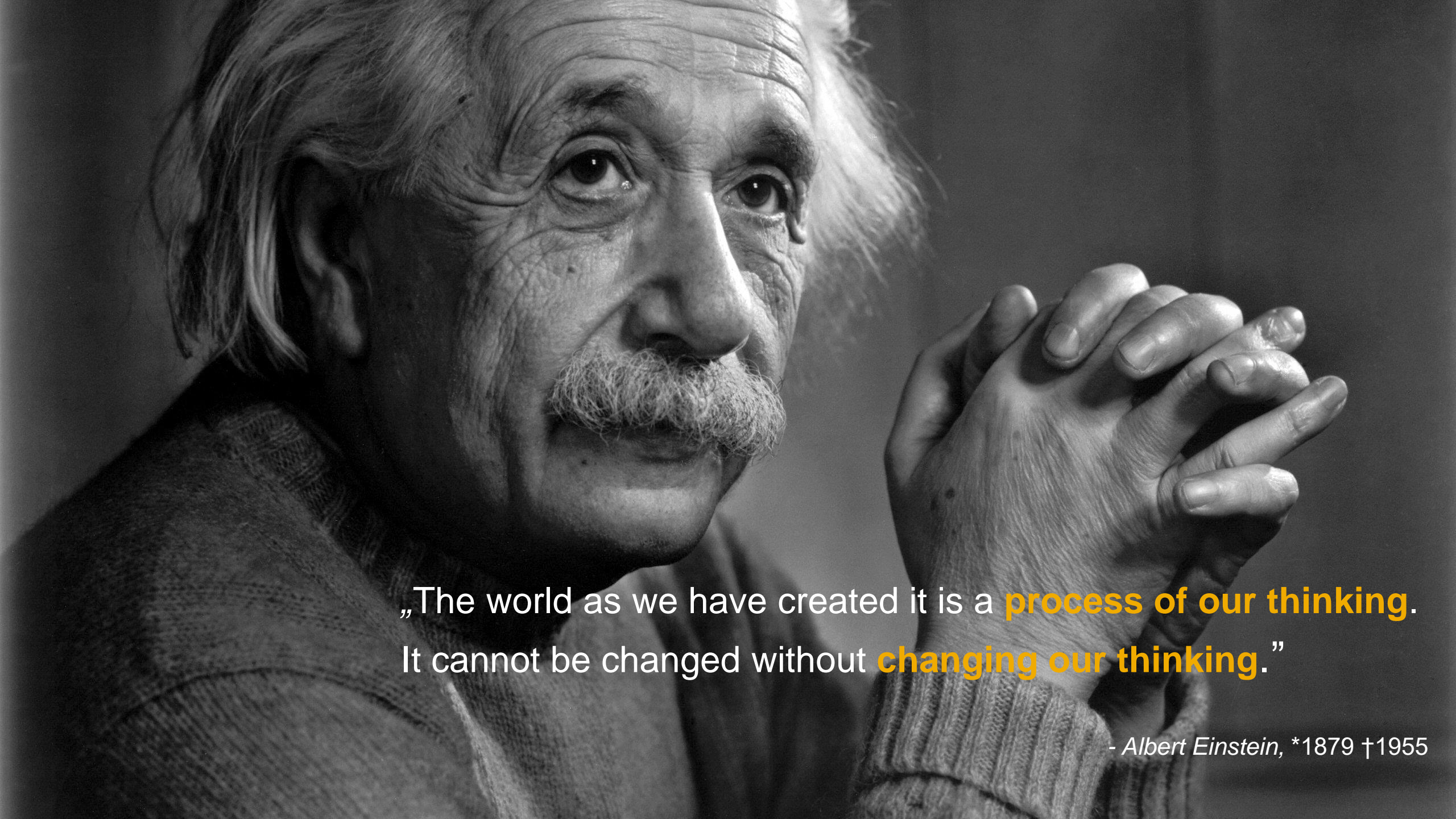
Hundreds of customers  
on SAP S/4HANA Cloud



**Stir  
the Giant**

First Global Players  
LIVE





„The world as we have created it is a **process of our thinking**.  
It cannot be changed without **changing our thinking**.”

- Albert Einstein, \*1879 †1955



# Thank you.



**Axel Vetter**

Head of MEE S/4HANA Customer  
Advisory

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Connect with me:





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