



Join the **SAP S/4HANA** Movement

Secure your seat in the Adoption Starter Engagement

July 2019

THE BEST RUN 

Join the SAP S/4HANA Movement

Move: What is new? SAP Tools and resources available

Accelerate SAP S/4HANA adoption



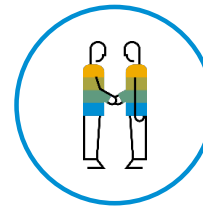
Define your strategy

Plan the engagement
and get executive buy-in



Make your case

Where and how will we
realize our ROI?



Consider your options

What is our plan for
deployment?



Build your future

Which best practices help
ensure success?

How to efficiently organize and start your **Move to SAP S/4HANA?**

With a prescriptive and clear guidance of the SAP S/4 HANA Adoption Starter Engagement that empowers you to make decisions

We perceive that too much effort and money is required to decide on SAP S/4HANA as an architecture!

How to handle the **Technical Hurdles** of managing interdependent software architectures?

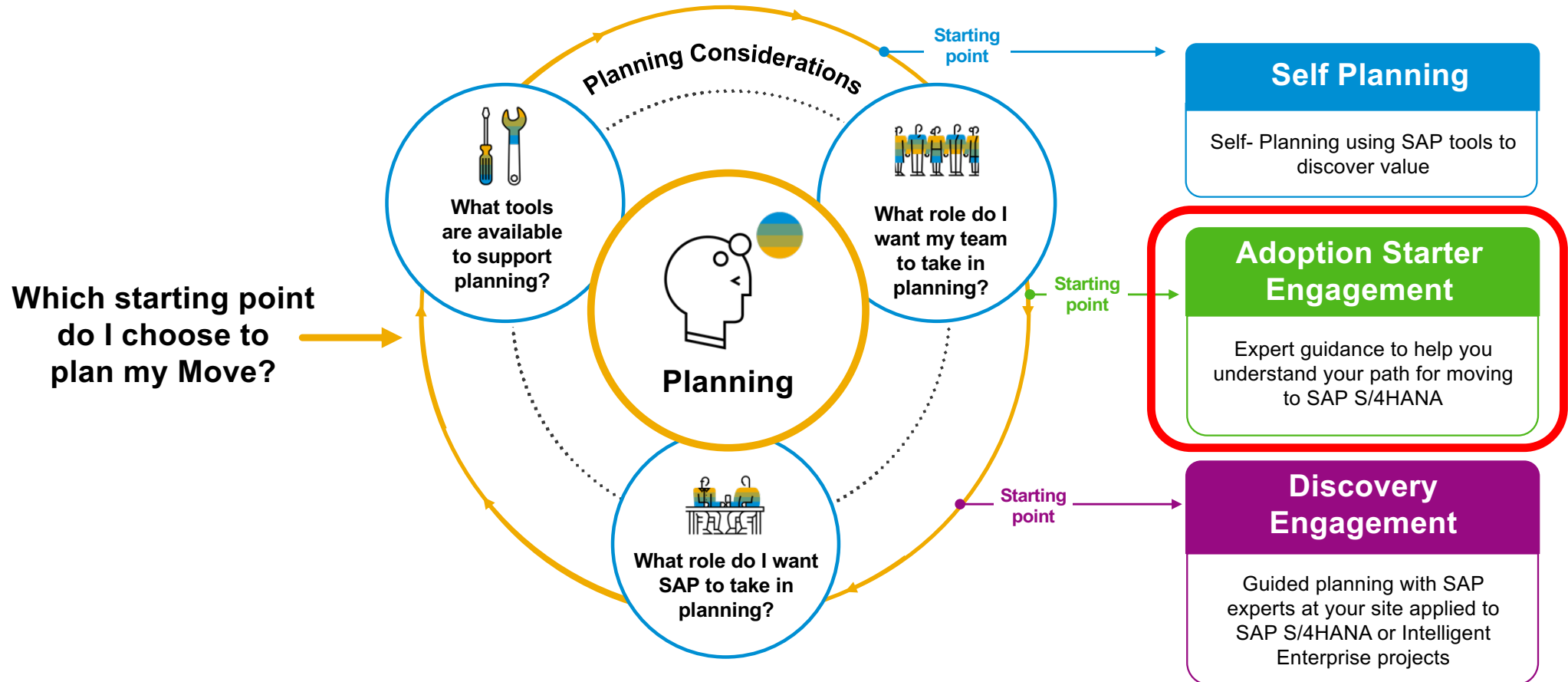
How do we handle planning uncertainty?

How to address the lack of knowledge in tools and resources?

We have difficulty in interpreting the value!

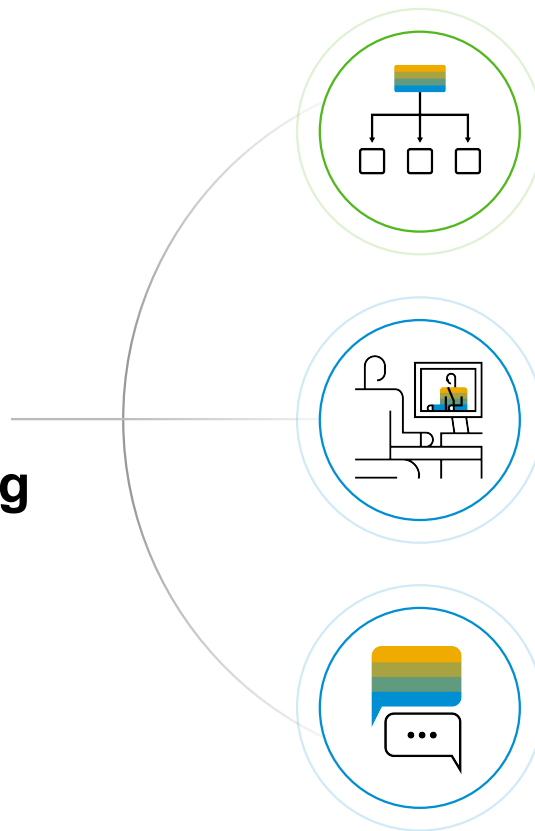


Make the case – chose the starting point that best suits your business



SAP S/4HANA Adoption Starter Engagement Helps You Overcome the Challenges

Prescriptive and clear guidance and support to design and develop your road map for moving to SAP S/4HANA



Guided Approach

- Supported by a structured methodology the approach enables customers to self-manage steps to help plan the move to SAP S/4HANA
- Designed to be completed in less than 90 days (elapsed time)

Virtual Instruction & Enablement

- Virtual classroom setting with live, real-time instruction delivered by an SAP expert
- Easy-to-follow collaboration model that fosters experience exchange within peer groups

Easy-to-Execute, Predictable Outcomes

- Program delivered against a fixed timeline with clear milestones
- Content is packaged with Q&A check points
- Content is delivered in a guided, sequenced flow

SAP S/4HANA Adoption Starter Engagement Empowers You Across the Planning Process

Your Transformation Plan 1.0 – Organized, Sequenced, and Action-Ready



Business Evaluation – Why?

Innovation Case & Efficiency Case

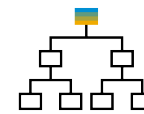
- Industry innovation trends
- Relevant innovation scenarios
- Relevant value drivers and aspirations
- Future capabilities
- Baseline results and tracking approach
- Effort estimate



Technical Evaluation – What?

Target Products & Target Instances

- Midterm target architecture
- Scope-based product recommendations
- Definition of digital core
- Instance consolidation plan
- Technical preparation needs such as custom code and simplification



Transformation Evaluation – How?

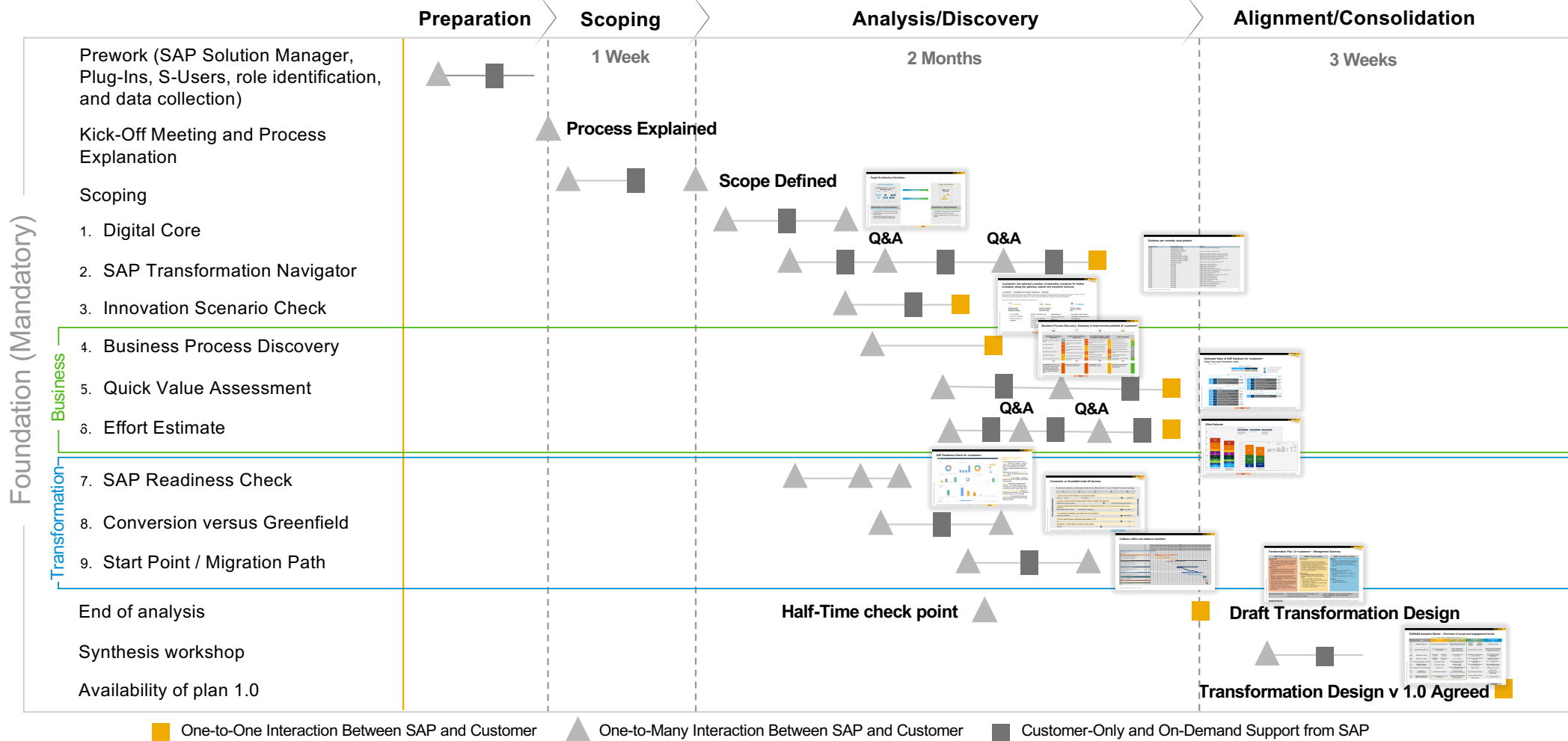
Approach & Sequencing of Project Plans

- Conversion vs. greenfield
- Single step vs. multistep
- Alignment with business requirements such as downtime reduction
- Sequencing of product transitions
- Sequencing of instance transitions

Benefit Case and Road Map Tools

Expert Advice and Guidance

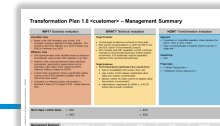
What to Expect in a 90 day SAP S/4HANA Adoption Starter Engagement



Join the **SAP S/4HANA Movement**

What to Expect in 90 days from the SAP S/4HANA Adoption Starter?

Your Transformation Plan - Action-Ready



Business evaluation – Why?

Why = Innovation case + Efficiency case

- Industry innovation trends
- Relevant innovation scenarios
- Additional future options
- Relevant value driver and aspiration
- Overall value summary
- Feasibility, cost and timing approach
- Effort estimate

Technical evaluation – What?

What: Target Products → Target Instances

- Modern target architecture
- Relevant product recommendations
- Customer edge case
- Instance consolidation plan
- Analysis of technical preparation needs
- e.g. current state, integration

Transformation evaluation – How?

How: Approach + Sequencing → Project plan

- Conversion vs. Greenfield
- Simple step vs. Multi-step
- Alignment with business requirements (e.g. timeline)
- Sequencing of product transitions
- Sequencing of instance transitions
- Consistency within one instance transition
- Overall planning
- Sequencing to launch analysis
- Detailed work schedule for phase 1

With high Opportunities and Challenges, it is essential to focus on the High Strategic Priorities to Drive Transformation.

Our Point of View: To Achieve These Strategic Priorities, Leading Automotive Companies Are Becoming Intelligent Enterprises.

SAP has selected a number of innovation scenarios for further evaluation along the options, select and transition factors.

Selected value drivers and aspiration

Business Process Discovery: Summary of improvement potential at customer

Landmark Milestone Example

Estimated Value of SAP Solution for customer

Effort Estimate - selected accelerators

Effort Estimate - result

Business per currently used product

Example Target Architecture Evolution

Example System Consolidation Opportunities

Business Rule and Requirements

Example Cloud Recommendations

Example Target Landscape

SAP Readiness Check for customer

Conversion vs. Greenfield - The answer "guiding" question

Transition Pattern - Example

Transition Pattern 1: Technical Migration Kit

Cloud Sequence Determination

High Level Project Plan

Detailed timeline for SAP S/4HANA implementation - conversion

Detailed timeline for SAP S/4HANA implementation - greenfield

Transformation Plan 1.0 <customer> – Management Summary

WHY? Business evaluation

Innovation Case

Analysis result: Based on the SAP Innovation point of view, SAP Innovation scenarios selected for further evaluation. The scenario from SAP Innovation (e.g. S/4HANA to SAP S/4HANA) is selected for further evaluation.

Conclusion: SAP Innovation scenarios selected for further evaluation. The scenario from SAP Innovation (e.g. S/4HANA to SAP S/4HANA) is selected for further evaluation.

Efficiency Case

Analysis result: SAP Innovation value driver identified based on reference improvements seen by other SAP customers (e.g. S/4HANA).

Conclusion: SAP Innovation value driver identified based on reference improvements seen by other SAP customers (e.g. S/4HANA).

Next steps / action items

Next steps / action items: SAP Innovation value driver identified based on reference improvements seen by other SAP customers (e.g. S/4HANA).

Transformation Plan 1.0 <customer> – Management Summary

WHY? Technical evaluation

Target Products

Analysis result: Current architecture approach of single global instances also seen as future state.

Conclusion: Current architecture approach of single global instances also seen as future state.

Target Instances

Analysis result: SAP Innovation value driver identified based on reference improvements seen by other SAP customers (e.g. S/4HANA).

Conclusion: SAP Innovation value driver identified based on reference improvements seen by other SAP customers (e.g. S/4HANA).

Next steps / action items

Next steps / action items: SAP Innovation value driver identified based on reference improvements seen by other SAP customers (e.g. S/4HANA).

Transformation Plan 1.0 <customer> – Management Summary

HOW? Transformation evaluation

Approach

Analysis result: Conversion vs. Greenfield evaluation shows leaning to S/4HANA (1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100).

Conclusion: Conversion vs. Greenfield evaluation shows leaning to S/4HANA (1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100).

Sequencing

Analysis result: SAP Innovation value driver identified based on reference improvements seen by other SAP customers (e.g. S/4HANA).

Conclusion: SAP Innovation value driver identified based on reference improvements seen by other SAP customers (e.g. S/4HANA).

Project plan

Analysis result: SAP Innovation value driver identified based on reference improvements seen by other SAP customers (e.g. S/4HANA).

Conclusion: SAP Innovation value driver identified based on reference improvements seen by other SAP customers (e.g. S/4HANA).

Next steps / action items

Next steps / action items: SAP Innovation value driver identified based on reference improvements seen by other SAP customers (e.g. S/4HANA).

Join the **SAP S/4HANA Movement**

How SAP S/4HANA Adoption Starter Engagement Is **Helping Your Peers**

Prescriptive guidance

Expert enablement

End-to-end support

High-value analysis

Enterprise awareness

“An **adoption starter engagement** is a good way to do a **structured and guided pre-study for analyzing where your company stands and how a possible transformation path** to SAP S/4HANA could look like. With the right staffing in the engagement, it is possible to **create an awareness of SAP S/4HANA among business departments as well as our top management level**. The adoption starter engagement can serve as a trigger for further in-house activities towards S/4HANA.”

Christian Füssel, Business Information Services, TRUMPF GmbH + Co. KG

“Using SAP Adoption Starter Engagement, we got access to all the relevant tools and information from SAP needed to provide successful outcomes and prepare a **tailored road map for our SAP S/4HANA transition in just three months**.”

Alexander Peters, Vice President, Otto Group IT

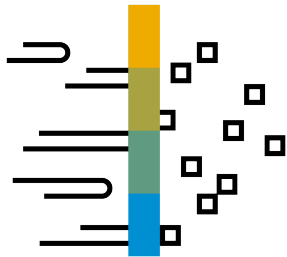


Join the **SAP S/4HANA Movement**

Begin an Adoption Starter Engagement for Your Business

Join the SAP S/4HANA Movement Today

With clear steps, prescriptive guidance, and expert enablement, you can feel confident that you have the right planning foundation from an adoption starter engagement to move to SAP S/4HANA.



Get started today by contacting
s4hana.adoption.starter@sap.com.

Info Sessions:

[EMEA English](#) | [EMEA German](#) | [NA English](#)

Questions!



SAP S/4HANA Adoption Starter – Elevator Pitch

The typical customer questions...

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SAP S/4HANA Adoption Starter – Scope & Packages

Key answers to			
Why?	Business view	Innovation Case	<ul style="list-style-type: none"> Innovations New Capabilities Value Driver & Aspiration Benefit Case Baseline + Potential Effort Estimate
		Efficiency Case	<ul style="list-style-type: none"> Value Driver & Aspiration Benefit Case Baseline + Potential Effort Estimate
What?	Technical view	Target Products	<ul style="list-style-type: none"> Target Architecture Product Recommendation
		Target Instances	<ul style="list-style-type: none"> Consolidation Opportunities
How?	Transformation view	Sequence & Approach	<ul style="list-style-type: none"> Transitions and Approach Start Point / Migration Path Conversion vs. Greenfield Readiness to start Relevant Accelerators Next Level Services to plan for

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..mapped to tools and checklists...

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SAP S/4HANA Adoption Starter – Scope & Packages

Key answers to				Packages (Tools/Services applied)	
Why?	Business view	Innovation Case	<ul style="list-style-type: none"> Innovations New Capabilities Value Driver & Aspiration Benefit Case Baseline + Potential Effort Estimate 	Foundation (mandatory)	Business
		Efficiency Case	<ul style="list-style-type: none"> Value Driver & Aspiration Benefit Case Baseline + Potential Effort Estimate 		
What?	Technical view	Target Products	<ul style="list-style-type: none"> Target Architecture Product Recommendation 	1. Scoping Digital Core	2. Transformation Navigator
		Target Instances	<ul style="list-style-type: none"> Consolidation Opportunities 		
How?	Transformation view	Sequence & Approach	<ul style="list-style-type: none"> Transitions and Approach Start Point / Migration Path Conversion vs. Greenfield Readiness to start Relevant Accelerators Next Level Services to plan for 	3. Innovation Scenario Check	Transformation
		Sequence & Approach	<ul style="list-style-type: none"> Transitions and Approach Start Point / Migration Path Conversion vs. Greenfield Readiness to start Relevant Accelerators Next Level Services to plan for 		

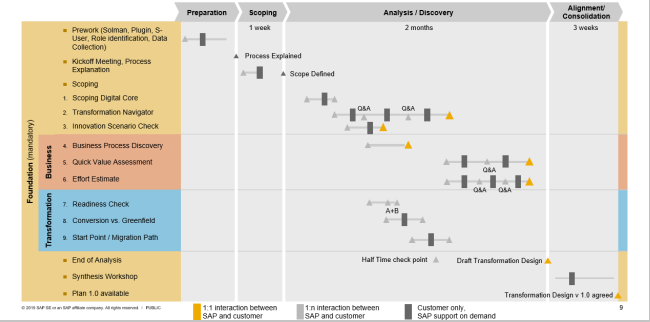
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...in a fix sequence...

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SAP S/4HANA Adoption Starter – 90-day schedule



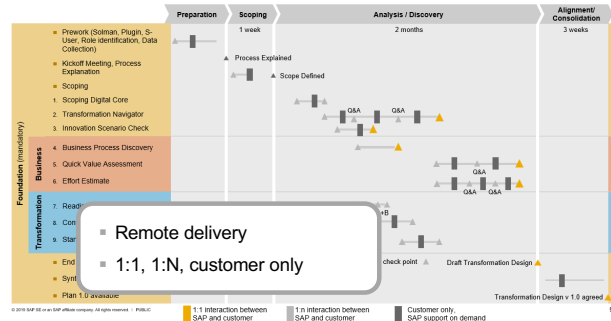
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...with efficient delivery model...

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SAP S/4HANA Adoption Starter – 90-day schedule



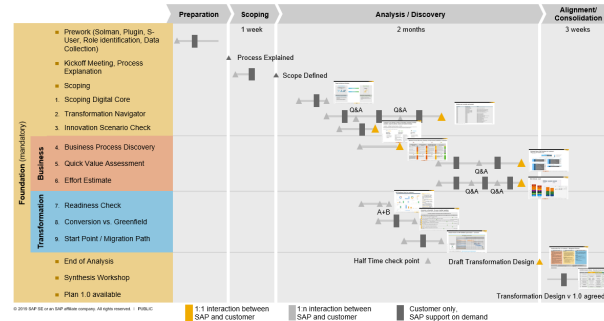
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...to create a pre-defined output...

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SAP S/4HANA Adoption Starter – 90-day schedule



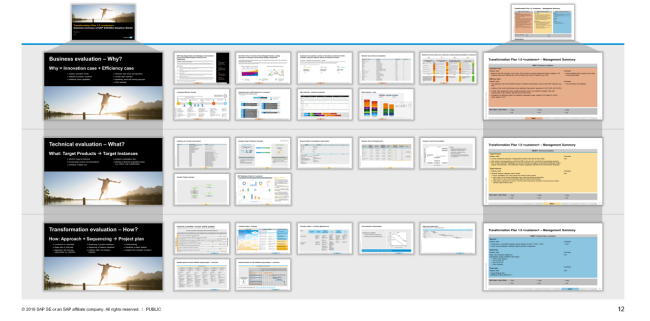
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...for a customer decision proposal

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SAP S/4HANA Adoption Starter – Summary of Results



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