



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

Secure your seat in the SAP S/4HANA Adoption Starter Engagement

Q1 2020

PUBLIC

THE BEST RUN 

# Agenda

## SAP S/4HANA Adoption Starter Engagement

1. What is the SAP S/4HANA Adoption Starter Engagement
2. What to expect during the SAP S/4HANA Adoption Starter Engagement
3. What is the result of the SAP S/4HANA Adoption Starter Engagement
4. Preparation and Registration



# Agenda

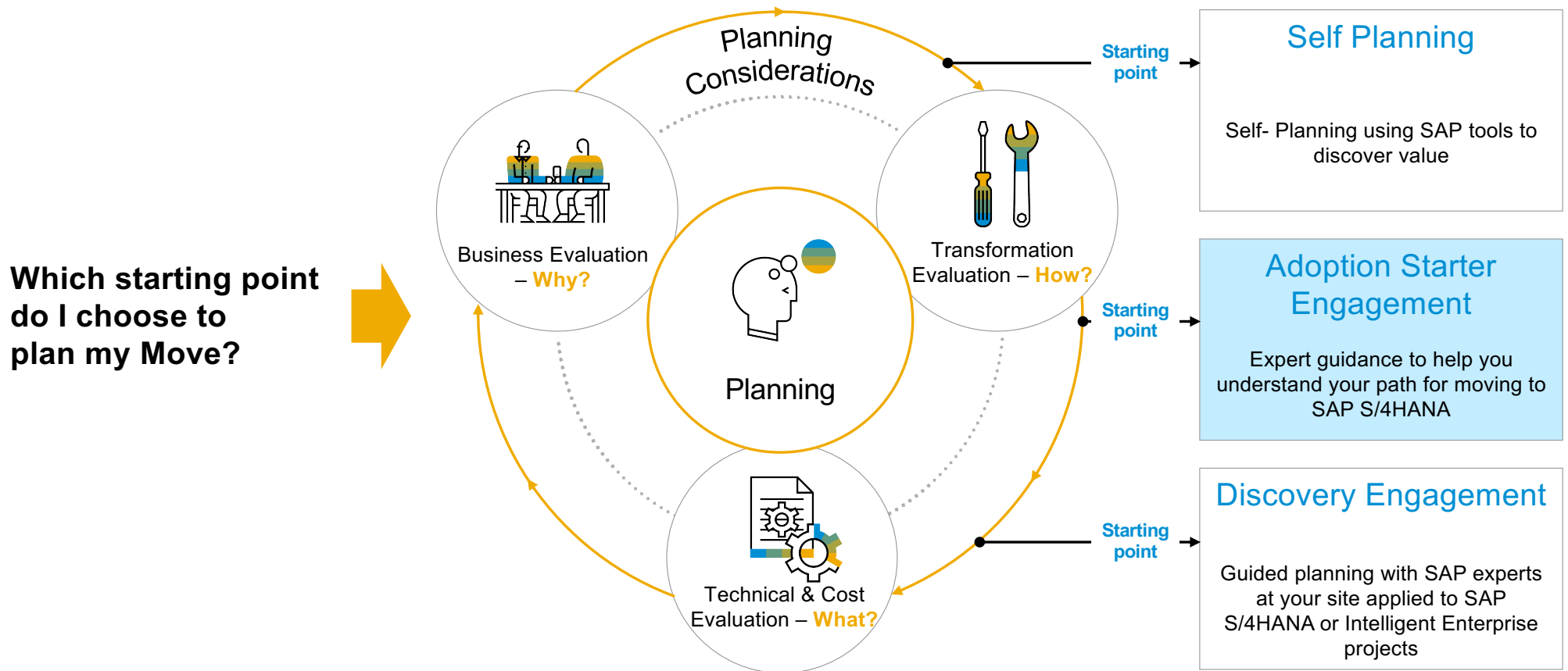
## SAP S/4HANA Adoption Starter Engagement

1. **What is the SAP S/4HANA Adoption Starter Engagement**
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# How to efficiently organize and start your Move to SAP S/4HANA

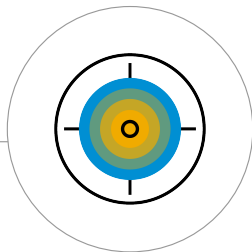
Make your case – choose the starting point that suits best



## SAP S/4HANA Adoption Starter Engagement – Target Audience

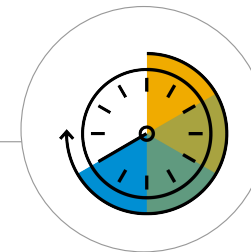
### Customer Target Group

- ERP installed base customers
- Not live on SAP S/4HANA yet
- All customers with a valid Support Agreement with no additional fees
- Direct and Indirect customers
- Indirect customers are requested to join with their reselling partners
- Customers may bring their SI partners as members of their project team



### Timing and Set-up

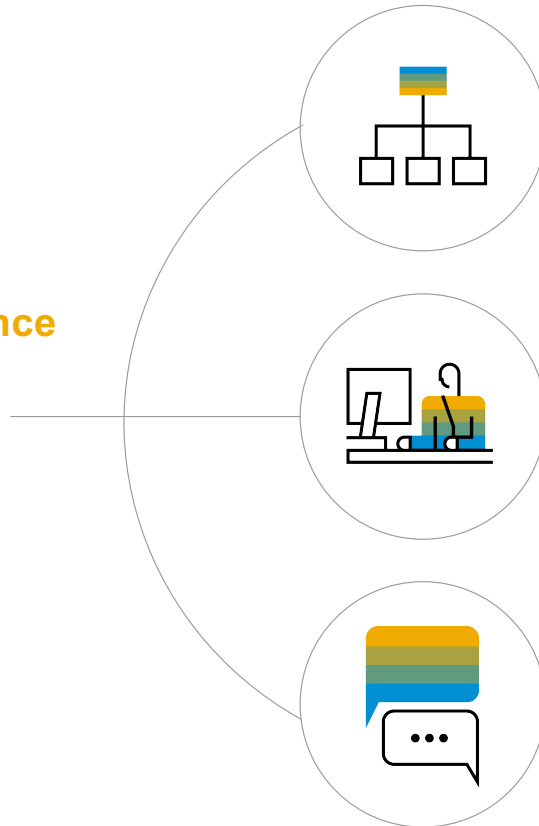
- Ideal timing is evaluation or early planning phase (pre-license or at least pre-project)
- Time bound, structured process (details see “What to expect during the SAP S/4HANA Adoption Starter Engagement”)
- Combination of customer activity, 1:n SAP interaction and 1:1 sessions (details see “What to expect during the SAP S/4HANA Adoption Starter Engagement”)
- Intended scope will require several customer roles to be involved (details see “Preparation and Registration”)



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# What is the SAP S/4HANA Adoption Starter Engagement

**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 6 weeks (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

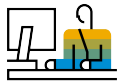
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# What to expect during the SAP S/4HANA Adoption Starter Engagement



## Business Evaluation – Why?

### Innovation Case & Efficiency Case

- Relevant innovation scenarios
- Relevant value drivers
- Future capabilities
- Baseline results and tracking approach



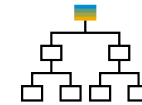
## Technical & Cost Evaluation – What?

### 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

### Cost

- Effort Estimate



## Transformation Evaluation – How?

### Approach & Sequencing of Project Plans








- Conversion vs. Greenfield
- Sequencing of product transitions
- Sequencing of instance transitions

Tools

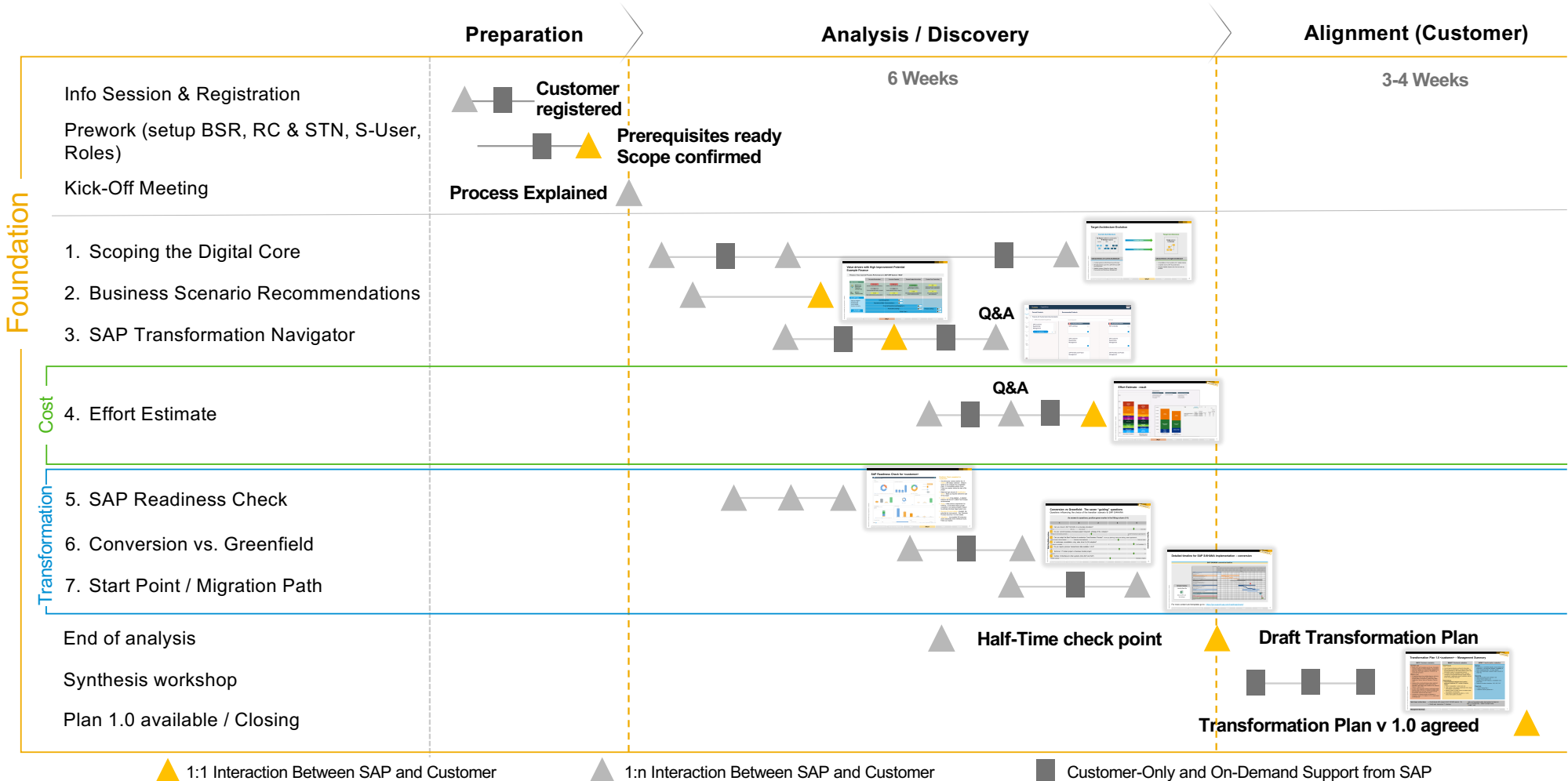
Expert Advice and Guidance



# What to expect during the SAP S/4HANA Adoption Starter Engagement

		Scope	How it works
Foundation	1. Scoping the Digital Core	Current landscape and basic target architecture + Instance consolidation candidate check	
	2. SAP Business Scenario Recommendations	Current business process performance assessed, currently used capabilities with SAP S/4HANA enhancements + additional SAP S/4HANA capabilities identified	
	3. SAP Transformation Navigator	All current products mapped to up-to-date SAP portfolio viewed from BOM, value driver and transition type perspective	
Cost	4. Effort Estimate	Establish first rough effort estimate based on TCO Framework for the SAP S/4HANA transition	
Transformation	5. SAP Readiness Check	SAP S/4HANA readiness of your ERP System in 10 technical areas (e.g. modifications, simplification items, HANA sizing)	
	6. Conversion vs. Greenfield	S/4HANA transition approach trade off evaluation	
	7. Start Point / Migration Path	Major product and instance transition sequencing	

# What to expect during the SAP S/4HANA Adoption Starter Engagement



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# What to expect during the SAP S/4HANA Adoption Starter Engagement

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



### Business evaluation – Why?

#### Why = Innovation case + Efficiency case

- Identify innovation trends
- Reinvest innovation resources
- Additional Mgmt capabilities
- Reinvest value other and expansion
- Control cost strategy
- Standardizing output and facing approach
- Effort estimate



### Technical evaluation – What?

#### What: Target Products → Target Instances

- Modern target architecture
- Scalable product recommendations
- Definition of target core
- Modern collaboration goals
- Backlog of technical expansion needs
- e.g. custom code, simplifications



### Transformation evaluation – How?

#### How: Approach + Sequencing → Project plan

- Consensus in Overview
- Single step vs. Multi-step
- Alignment with business requirements, e.g. downtime
- Sequencing of release transitions
- Consensus within one instance transition
- Detailed phasing
- Remaining in-depth analysis
- Detailed work schedule for phase 1



### Transformation Plan 1.0 <customer> – Management Summary

#### WHAT? Business evaluation

**Innovation Case**  
 Analysis result: Based on the SAP Innovation point of view, XXX innovation scenarios opened for further evaluation. The scenarios result from Company (e.g. XXX) to Release (e.g. XXX) to Transition (e.g. XXX).  
 Conclusion: Topics identified deeper analysis will be done in next project steps.

**Efficiency Case**  
 Analysis result: XXX significant value driver identified based on reference improvements seen by other SAP customers in a XXX.  
 Conclusion: The QCA needs to be validated.

**Next steps / action items**

XXX	XXX	XXX
XXX	XXX	XXX

Why?

### Transformation Plan 1.0 <customer> – Management Summary

#### WHAT? Technical evaluation

**Target Products**  
 Analysis result: Current product landscape of single global instances also seen as form data.  
 Conclusion: XXX

**Target Instances**  
 Analysis result: Main product recommendations to split from ERP to S/4 and OXX, except XXX, recommended products. XXX currently used ERP capabilities that can still leverage by recommended landscape during analysis recommendation. XXX additional required capabilities selected for the recommended landscape.  
 Conclusion: XXX

**Next steps / action items**

XXX	XXX	XXX
XXX	XXX	XXX

How?

### Transformation Plan 1.0 <customer> – Management Summary

#### HOW? Transformation evaluation

**Approach**  
 Analysis result: Consensus in Overview evaluation shows tendency for XXX (1, XXX, 2, XXX).  
 Conclusion: XXX

**Sequencing**  
 Analysis result: Risk about sequencing defined for Conversion cycle of ERP to S/4 scope.  
 Conclusion: XXX

**Project plan**  
 Analysis result: Consensus in Overview Phasing Plan.  
 Conclusion: XXX

**Next steps / action items**

XXX	XXX	XXX
XXX	XXX	XXX

How?

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# What is the result of the SAP S/4HANA Adoption Starter Engagement

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



## Business Evaluation – **Why?**

### Innovation Case & Efficiency Case

- Relevant innovation scenarios
- Relevant value drivers
- Future capabilities
- Baseline results and tracking approach



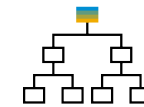
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## Transformation Evaluation – **How?**

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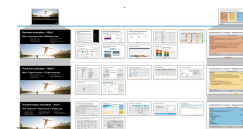
Tools

Expert Advice and Guidance

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# What is the result of the SAP S/4HANA Adoption Starter Engagement

## Industry Trends – SAP Business Scenario Recommendations



Industry innovation trends and relevant innovation scenarios are identified



### Business Evaluation – **Why?**

#### Key questions to answer:

- What are the big technology trends in digitalization and how are they used?
- What are concrete innovation scenarios SAP provides already today?
- Which innovation scenarios are relevant for my company?

#### Results:

- List of innovation scenarios to be considered/evaluated during/after SAP S/4HANA migration

#### Trends in High Tech Industry:



#### Key Challenges within your industry

##### The shift to broad-based applications

- This shift is causing investors to place incredible scrutiny on the research spent in nearly every semiconductor company

##### Hardware sales drop

- 50% profits from hardware over the past 5 years
- Where is the next wave of profit to be found in the industry?

##### Several billions of connected devices

- How can we be sure they are safe and secure?



#### Key Trends within your industry

##### Subscribing to outcomes

- Selling highly configurable software-rich products
- Operating highly configurable software-rich products

##### Providing digital smart product

- Designing
- Operating secure, connected and intelligent products

##### Achieving customer intimacy

- 360 degree customer understanding
- Continuous upselling



#### Key Value Drivers within your industry

##### Optimize processes

- Increases efficiency
- Improve reliability

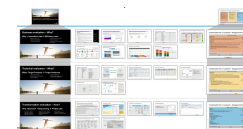
##### Extend processes

- Extend current business processes
- Beyond efficiency gains
- To capture new sources of value

##### Transform the value

- Transform the company's value chain
- Transform the business model
- To capture new revenue streams

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# What is the result of the SAP S/4HANA Adoption Starter Engagement Efficiency Case – SAP Business Scenario Recommendations

## Relevant S/4HANA Improvement Potential Identified



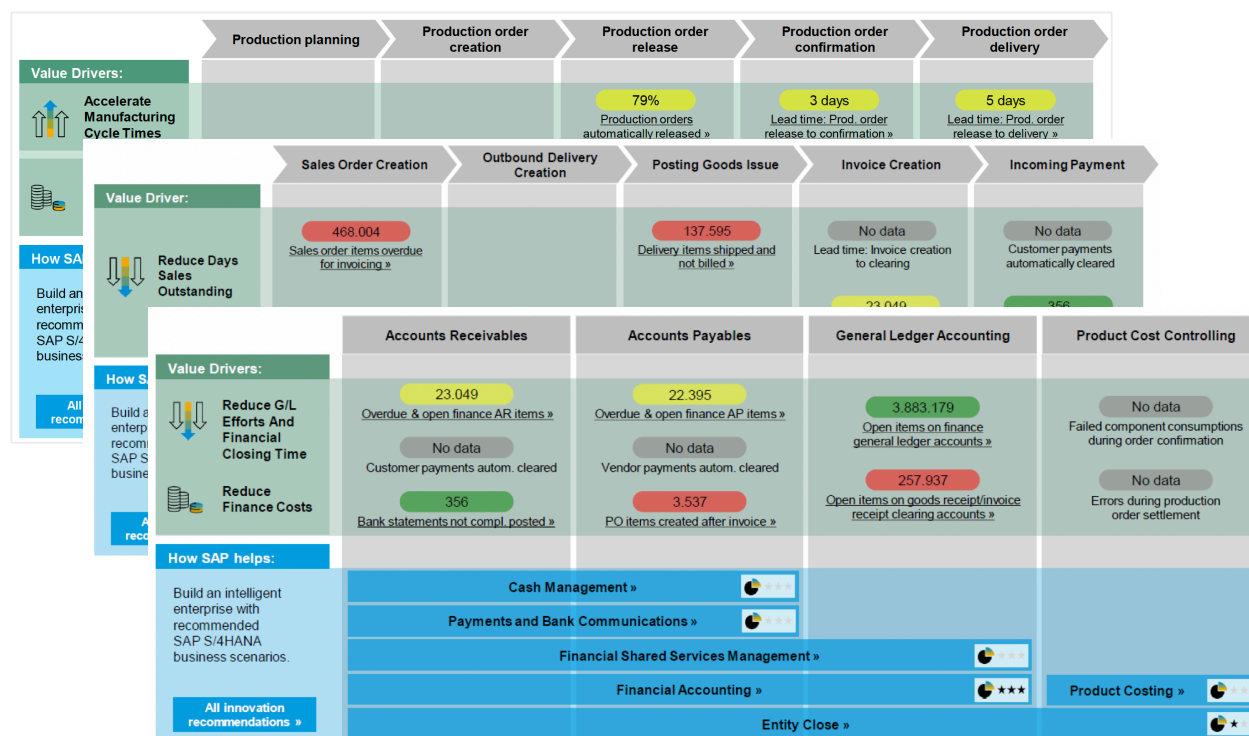
### Business Evaluation – Why?

#### Key questions to answer:

- How is my company performing with respect to business key figures relating to the relevant value drivers?
- What is the potential improvement?
- What is the usage intensity of existing ERP capabilities?

#### Results:

- Relevant process KPIs mapped to possible helpful S/4HANA scenario recommendations
- Improvement potential identified and applicable solution capability proposed
- Footprint of currently used and not used capabilities identified



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# What is the result of the SAP S/4HANA Adoption Starter Engagement

## SAP S/4HANA Innovations – SAP Business Scenario Recommendations

Currently **used** capabilities with SAP S/4HANA Process Enhancements identified!



### Business Evaluation – Why?

#### Key questions to answer:

- What are the currently used capabilities that are enhanced by SAP S/4HANA?

#### Results:

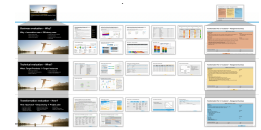
- Shortlist of currently used capabilities with SAP S/4HANA process enhancements
- Usage of currently used capabilities identified
- Description on how the currently used capabilities are enhanced by SAP S/4HANA
- Qualitative description on how relevant value drivers can be improved by enhancing currently used capabilities through SAP S/4HANA

SAP S/4HANA BUSINESS SCENARIO	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS
<a href="#">Financial Accounting</a>	★ ★ ★	256
<a href="#">Sales Order Management and Processing</a>	★ ★ ★	73
<a href="#">Delivery Management</a>	★ ★ ★	38
<a href="#">Sales Billing</a>	★ ★ ★	26
<a href="#">Real-Time Reporting and Monitoring</a>	★ ★ ★	14
<a href="#">Real-Time Reporting and Monitoring</a>	★ ★ ★	14

#### Financial Accounting

Business Scenario Description	Value Drivers	What's new in SAP S/4HANA
<p>Provide a single source of truth for general ledger and subledger applications and real-time integration to logistics with a full audit trail. Enable self-service analytics directly from highly-granular operational data.</p> <p style="text-align: center;"> <span style="margin-right: 20px;">★ ★ ★ Your Usage Intensity</span> <span>★ ★ ★ Industry Popularity</span> </p>	<ul style="list-style-type: none"> <li><b>Reduce G/L &amp; financial closing costs</b> Support fast, peer-to-peer intercompany reconciliation, single source of truth and automating closing tasks</li> <li><b>Reduce audit costs</b> Enable standardization and automation within audit management processes</li> <li><b>Reduce days to close annual books</b> Support fast, peer-to-peer intercompany reconciliation; automating closing tasks; and increasing user efficiency</li> </ul>	<ul style="list-style-type: none"> <li><b>Universal ledger</b> SAP S/4HANA provides a single, universal ledger that simplifies all accounting processes.</li> <li><b>Simplified and streamlined process and purchase order accruals</b> Massive efficiencies are enabled by removing redundant steps and streamlining integration. <b>NEW with SAP S/4HANA 1909:</b> Purchase order accruals are now available.</li> <li><b>Built-in innovations</b> Built-in innovations such as SAP CoPilot and machine learning apps further increase the release of tremendous value by freeing up scarce human capital to focus on producing real business insight rather than mere data manipulation.</li> </ul>





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# What is the result of the SAP S/4HANA Adoption Starter Engagement

## SAP S/4HANA Innovations – SAP Business Scenario Recommendations

### Additional SAP S/4HANA Capabilities to be Considered



### Business Evaluation – Why?

#### Key questions to answer:

- What are additional SAP S/4HANA capabilities to be considered

#### Results:

- Shortlist of additional gained capabilities with SAP S/4HANA based on the current usage of ERP
- Description on how the additional gained capabilities are improving currently implemented business scenarios
- Qualitative description on how relevant value drivers can be improved by enhancing currently used capabilities through SAP S/4HANA

SAP S/4HANA BUSINESS SCENARIO	INDUSTRY POPULARITY
<a href="#">Cash Management</a>	★ ★ ★
<a href="#">Collections Management</a>	★ ★ ★
<a href="#">Commodity Sales</a>	★ ★ ★
<a href="#">Convergent Invoicing</a>	★ ★ ★
<a href="#">Corporate Close</a>	★ ★ ★
<a href="#">Credit and Collection Management</a>	★ ★ ★
<a href="#">Commodity Sales</a>	★ ★ ★
<a href="#">Convergent Invoicing</a>	★ ★ ★
<a href="#">Classification and Segmentation</a>	New

#### Cash Management

<h5>Business Scenario Description</h5> <p>Monitor basic cash flows in real-time to manage and maintain sufficient liquidity. Cash management also involves managing cash and liquidity centrally.</p>	<h5>Value Drivers</h5> <ul style="list-style-type: none"> <li><b>Reduce treasury and cash management costs</b> Automate cash management processes to reduce demand for cash and banking costs.</li> <li><b>Increase cash forecast accuracy</b> Enable monitoring of basic cash flows in real-time</li> </ul>	<h5>What's new in SAP S/4HANA</h5> <ul style="list-style-type: none"> <li><b>SAP HANA business data platform and database</b> The capabilities of the SAP HANA business data platform and database deliver new business insights, such as monitoring liquidity.</li> <li><b>Integration with a simplified data model</b> The integration has been made possible with a simplified data model of SAP S/4HANA.</li> </ul>
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value by freeing up scarce human capital to focus on producing real business insight rather than mere data manipulation.  
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# What is the result of the SAP S/4HANA Adoption Starter Engagement

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



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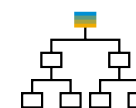
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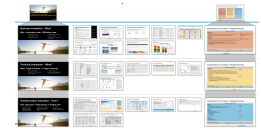
## Transformation Evaluation – How?

### Approach & Sequencing of Project Plans

- Conversion vs. Greenfield
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- Sequencing of product transitions
- Sequencing of instance transitions

Tools

Expert Advice and Guidance



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# What is the result of the SAP S/4HANA Adoption Starter Engagement

## Target Products – Scoping the Digital Core

Affinity to Cloud Products documented!



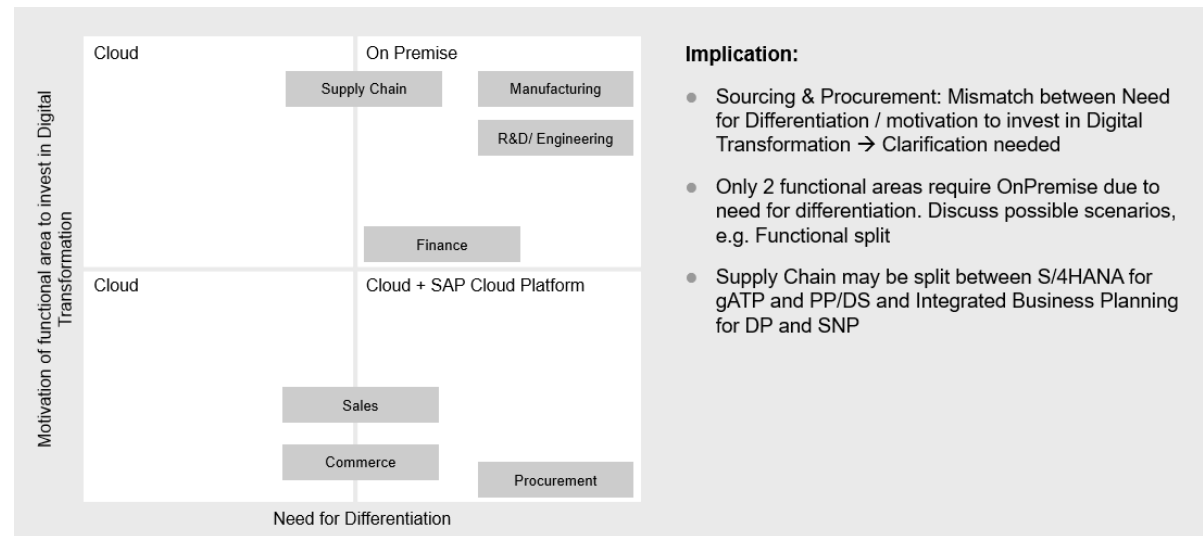
### Technical Evaluation – **What?**

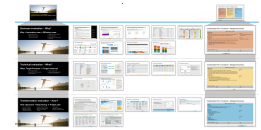
#### Key questions to answer:

- How does your future landscape look like based on your business needs and core IT strategy?
- In which areas you may consider the use of Cloud products?

#### Results:

- Affinity to Cloud Products is documented





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# What is the result of the SAP S/4HANA Adoption Starter Engagement Target Products – SAP Transformation Navigator

Tailored SAP product guide that includes business, technology and transformation aspects



## Technical Evaluation – What?

### Key questions to answer:

- What are the recommended products in a SAP S/4HANA centric landscape?
- Which are relevant additional new capabilities?
- What are the transition preferences?

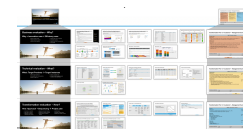
### Results:

- Scope-based product recommendations
- Definition of the digital core
- Possible license implication identified
- Tailored guide summarizing the results along Business, Technology and Transformation

Current Product	Capability selected	Deployment Preference	Recommended Capability	Recommended Product
	Employee Travel Safety	Cloud	Employee Travel Safety (Concur)	Concur Travel
	Expense Management	Cloud	Expense Management (Concur)	Concur Expense
	Legal Content Management	On Premise	Legal Content Management (S/4 OP)	SAP S/4HANA
	Single Sign-On	On Premise	Single Sign-On	SAP Single Sign-On
SAP Customer Relationship Management	Audience Targeting and Segmentation	Cloud	Audience Targeting and Segmentation (Marketing CLD)	SAP S/4HANA Cloud
SAP Customer Relationship Management	Campaign Management and Optimization	Cloud	Campaign Management and Optimization (Marketing CLD)	SAP S/4HANA Cloud
SAP Customer Relationship Management	Channel Marketing	On Premise	Channel Marketing	SAP Customer Relationship Management
SAP Customer Relationship Management	Loyalty Management	On Premise	Loyalty Management (CRM)	SAP Customer Relationship Management
SAP ERP	Accounts Payable	On Premise	Accounts Payable (S/4 OP)	SAP S/4HANA
SAP ERP	Accounts Receivable	On Premise	Accounts Receivable with Automated Line Item Matching (S/4 OP, Leonardo)	SAP S/4HANA
SAP ERP	Chargeback Management	On Premise	Chargeback Management (S/4 OP)	SAP S/4HANA
SAP ERP	Collections Management	On Premise	Collections Management (S/4 OP)	SAP S/4HANA
SAP ERP	Commodity Procurement	On Premise	Commodity Procurement (S/4 OP)	SAP S/4HANA

Current Product	Recommended Product	License Material (Number)	Units	Type	Contract Conversion	Product Conversion
SAP ERP	SAP S/4HANA Cloud	8007082	FUE Users	Subscription	-	-
SAP ERP	SAP S/4HANA Cloud	8005616	Flat Fee	Subscription	-	-
SAP ERP	SAP S/4HANA	8007179	FUE Users	Subscription	-	-
SAP ERP	SAP S/4HANA	8007179	FUE Users	Subscription	-	-
SAP ERP	SAP S/4HANA	7019722	Users	License	-	-
SAP ERP	SAP S/4HANA	7019722	Users	License	-	-
SAP ERP	SAP S/4HANA	7018654	Users	License	Yes	No
SAP ERP	SAP S/4HANA	7018654	Users	License	Yes	No

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# What is the result of the SAP S/4HANA Adoption Starter Engagement

## Target Instances – Scoping the Digital Core

Assumptions for a target architecture are documented! Digital Core defined!



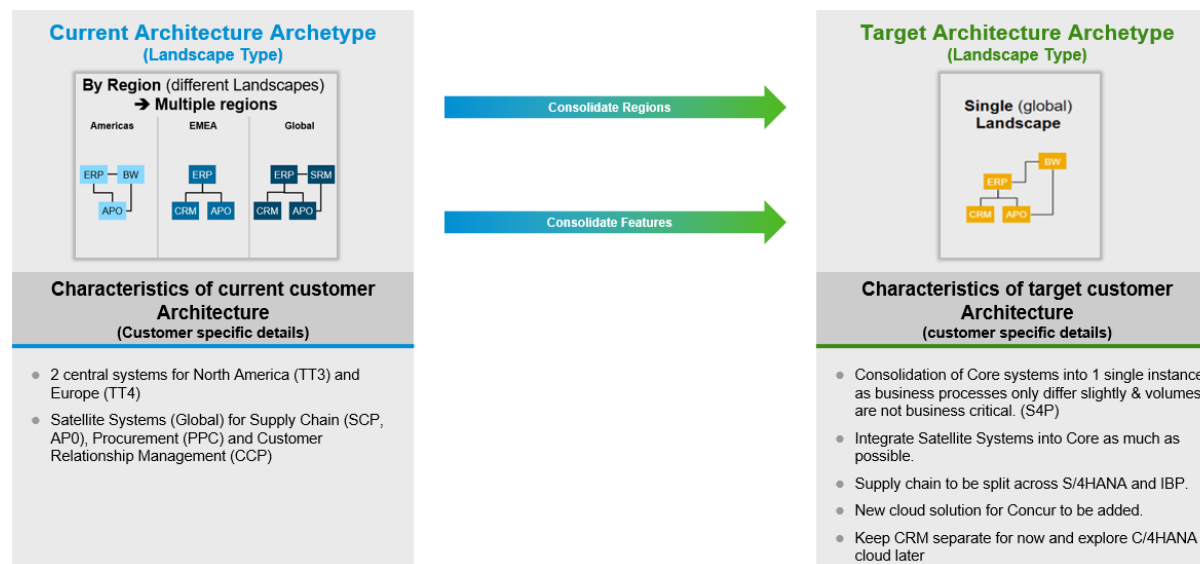
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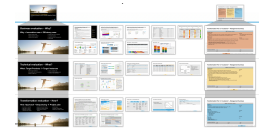
#### Key questions to answer:

- How does your future landscape look like based on your business needs and core IT strategy?
- Which are the consolidation opportunities?

#### Results:

- Target architecture and landscape
- Consolidation opportunities
- Digital Core defined





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# What is the result of the SAP S/4HANA Adoption Starter Engagement

## SAP S/4HANA Readiness – SAP Readiness Check

SAP S/4HANA readiness of your ERP System in 10 technical areas is checked!



### Technical Evaluation – **What?**

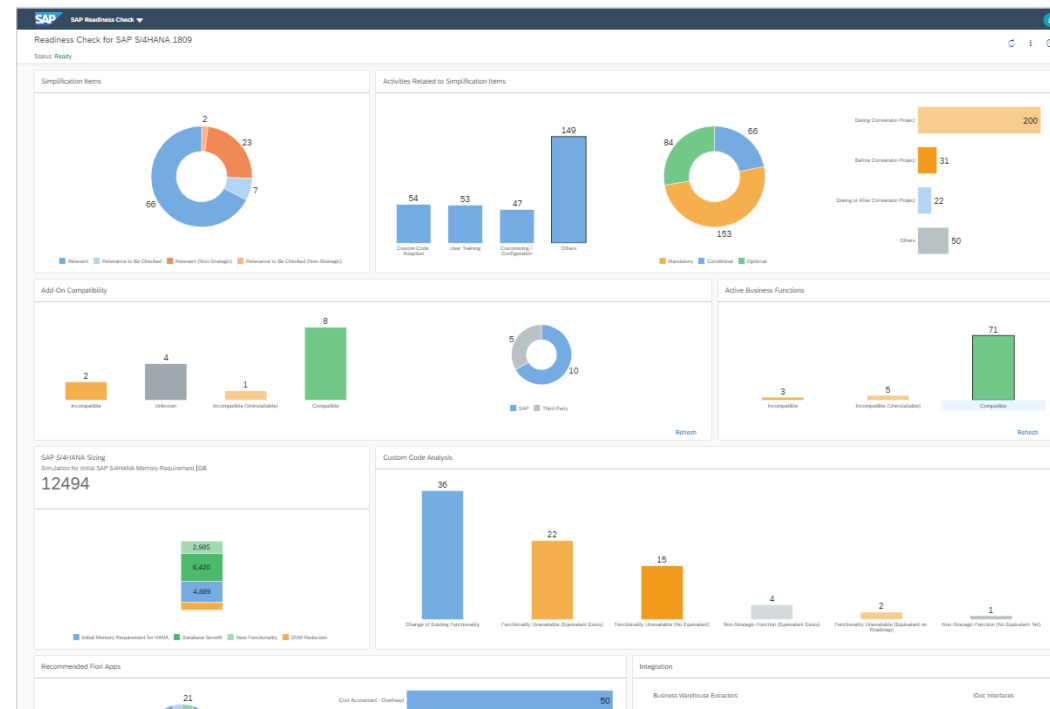
#### Key questions to answer:

What is the status of my ERP system with regards to the aspects relevant for a SAP S/4HANA conversion?

- Compatibility of Add-on/Active Business Functions
- Simplification Items
- Sizing
- Custom Code / Custom Development projects
- Business Process Improvements to be done before conversion
- Recommended Fiori Apps

#### Results:

- SAP Readiness Check Dashboard and Report



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# What is the result of the SAP S/4HANA Adoption Starter Engagement Efficiency Case – Effort Estimate



Initial TCO and Effort Estimate is created!



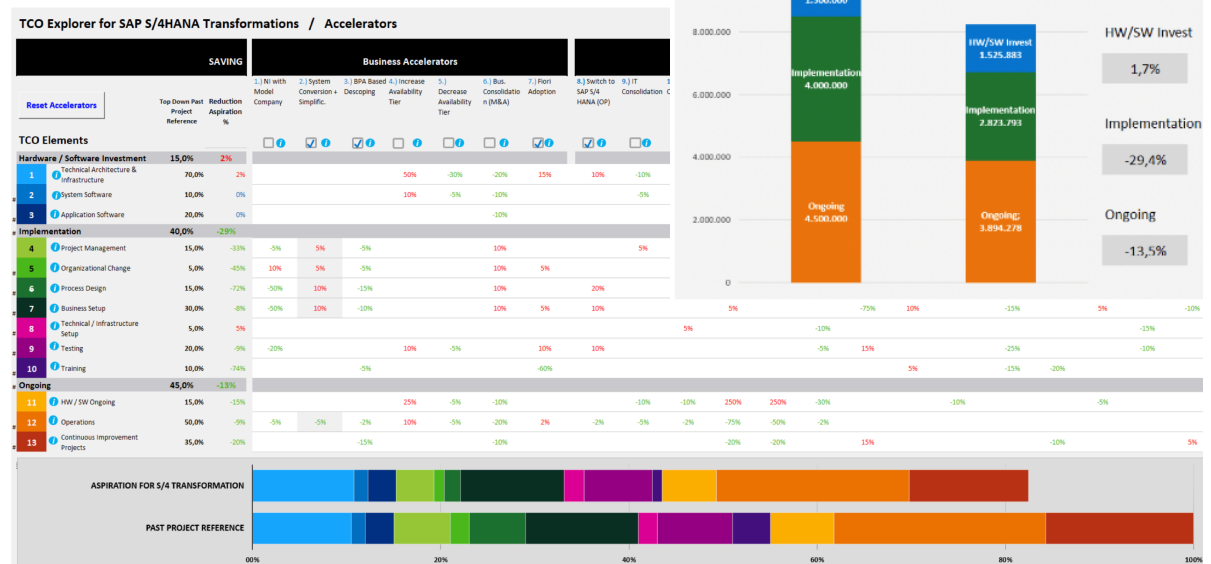
## TCO Evaluation – What?

### Key questions to answer:

- What are the accelerators helping me to reduce implementation effort in comparison to former “traditional” implementations?
- What are the implications from a hardware/software cost perspective?
- What are the implication for ongoing operations?

### Results:

- Indication of change in cost distribution / first rough estimate



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



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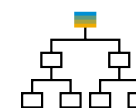
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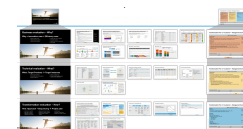
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Tools

Expert Advice and Guidance

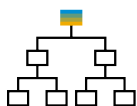


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# What is the result of the SAP S/4HANA Adoption Starter Engagement Transformation Approach & Sequencing – Conversion vs. Greenfield

Preferred Transformation Approach identified!



## Transformation Evaluation – How?

### Key questions to answer:

- What is the right approach for the transition to SAP S/4HANA (Conversion or Greenfield)

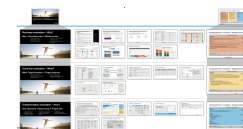
### Results:

- 8-question framework from which guidance for the right approach can be derived

		As answer to questions, position green marker in the fitting column (1-5)				
		1	2	3	4	5
New Implementation	<b>1</b> Can you move to SAP S/4HANA in a one-step procedure?					
	R/3 4.x	<ECC 6.x	Non-Unicode			>=ECC 6.0X
	<b>2</b> Do your current business processes support long-term strategy of the company?					
	Redesign of core business processes					Current Processes are a good long term fit
	<b>3</b> Can you adopt the Best Practices to modernize Core Business Process? Or are you planning to take over existing custom applications?					
	Model Company / Back to Standard		Redevelop Custom Applications			Take over custom
	<b>4</b> Is Landscape consolidation a key value driver for SAP S/4HANA adoption?					
	4+ systems to consolidate		3		2	No Consolidation 1:1
<b>5</b> Do you require previous transactional data to be available in SAP S/4HANA?						
No					Yes	
<b>6</b> Technical / IT funded project or Business funded project						
Business					IT	
<b>7</b> Number of interfaces to other systems (Non-SAP and SAP)						
few/little complexity					Many/high complexity	
<b>8</b> Can your company sustain a multiyear innovation plan with incremental innovations						
No					Yes	

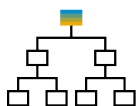
System Conversion

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# What is the result of the SAP S/4HANA Adoption Starter Engagement Transformation Approach & Sequencing – Start Point / Migration Path

Preferred Transition Pattern identified!



## Transformation Evaluation – How?

### Key questions to answer:

What is the right sequence of transitions to get from the current landscape to the target landscape?

- Sequencing of product transitions
- Sequencing of instance transitions

### Results:

- Preferred Transition Pattern identified

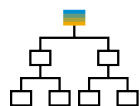
	Guiding Questions	Implications on Migration	Proposed Transition Pattern		
Involvement of lines-of-business low	Is it an IT Driven project?	1. Conversion of leading S/4 instance 2. Business Process Optimization after S/4 step	1. Technical Migration Path		
		1. Conversion of leading S/4 instance 2. Business Process Optimization after S/4 step	3. Cloud move after S/4 step	1. Technical Migration Path incl. Cloud phase	
		1. Conversion of leading S/4 instance 2. Consolidation onto S/4 frontrunner	3. Business Process Optimization after S/4 step	1. Technical Migration Path incl. consolidation phase	
	Business	Conversion Conversion approach favored?	1. Conversion of leading S/4 instance 2. Consolidation onto S/4 frontrunner	3. Business Process Optimization after S/4 step 4. Cloud move after S/4 step	1. Technical Migration Path incl. consolidation and Cloud phase
			1. Cloud move before S/4 step 2. Conversion of leading S/4 instance	3. Business Process Optimization after S/4 step	2. Continuity & Innovation Path
			1. Cloud move before S/4 step 2. Conversion of leading S/4 instance	3. Consolidation onto S/4 frontrunner 4. Business Process Optimization after S/4 step	2. Continuity & Innovation Path incl. consolidation phase
high	Instance Consolidation? YES	1. Start with Business Process Redesign 2. Cloud move before S/4 step	3. New implementation of main S/4 4. Use of model company	3. Guided design for business need based on Model Company	
		1. Start with Business Process Redesign 2. Cloud move before S/4 step	3. New implementation of main S/4 4. Use of best practice content	3. Guided design for business need	

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# What is the result of the SAP S/4HANA Adoption Starter Engagement Transformation Approach & Sequencing – Start Point / Migration Path

Determination of a high-level project plan for transition to your SAP S/4HANA centric landscape



## Transformation Evaluation – How?

### Key questions to answer:

What is the right sequence of transitions to get from the current landscape to the target landscape?

- Sequencing of product transitions
- Sequencing of instance transitions

### Results:

- Main activities identified

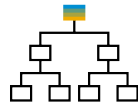
Phase	SAP Adoption Starter	Follow-up/ Clean-up	Conduct 1 <sup>st</sup> Wave of Cloud Transitions (before ERP Migration)	Conversion of main systems ERP→SAP S/4HANA	System consolidation	Conduct 2 <sup>nd</sup> Wave of Cloud Transitions (after SAP S/4HANA transition)	Continuous Business Process Optimization
Main Activities		<ul style="list-style-type: none"> <li>Customer Vendor Integration</li> <li>General ledger migration</li> <li>Foreign trade/GTS</li> <li>Archiving</li> </ul>	<ul style="list-style-type: none"> <li>Fit-to-standard</li> <li>Business Configuration</li> <li>Reporting/Forms/ Workflows</li> <li>Interfaces</li> <li>User management</li> <li>Data</li> </ul>	<ul style="list-style-type: none"> <li>Easiest System</li> <li>Highest-value System</li> <li>Remaining systems starting with highest-value</li> </ul> <p>[For details see conversion template]</p>	<ul style="list-style-type: none"> <li>Easiest consolidation</li> <li>Highest-value consolidation</li> <li>Remaining consolidations</li> </ul>	<ul style="list-style-type: none"> <li>Fit-to-standard</li> <li>Business Configuration</li> <li>Reporting/Forms/ Workflows</li> <li>Interfaces</li> <li>User management</li> <li>Data</li> </ul>	<ul style="list-style-type: none"> <li>Startpoint: Value Drivers, BPA-KPIs and baseline from Adoption Starter</li> <li>Setup of regular monitoring</li> <li>Improvement project (ongoing)</li> </ul>
Key drivers of Duration		<ul style="list-style-type: none"> <li># Archiving objects</li> <li># Simplification</li> </ul>	<ul style="list-style-type: none"> <li># Cloud transitions</li> <li># Interfaces</li> </ul>	<ul style="list-style-type: none"> <li># systems</li> <li># Simplification</li> </ul>	<ul style="list-style-type: none"> <li># systems to be consolidated</li> </ul>	<ul style="list-style-type: none"> <li># Cloud transitions</li> <li># Interfaces</li> </ul>	<ul style="list-style-type: none"> <li># Value Drivers</li> <li># BPA KPIs</li> </ul>
<b>Conversion Cycles</b>							
	Cycle 1	Cycle 2	Cycle 3	Cycle 4	Cycle 5	Cycle 6	
	<b>PRD to SAP S/4HANA "Sandbox"</b>	<b>DEV to SAP S/4HANA DEV</b>	<b>QA to SAP S/4HANA QA</b>	<b>PRD to SAP S/4HANA "Sandbox"</b>	<b>PRD to SAP S/4HANA "Sandbox"</b>	<b>PRD Conversion</b>	
	<p><b>Source / Target</b> TT4 Copy → SBX HW</p> <p><b>Steps</b> a) Homogeneous system copy of TT4 to SBX b) Conversion of SBX to targeted end-state</p> <p><b>Purpose</b> • Test software installation, HANA migration, SAP S/4HANA data model conversion with a production copy • Configure, Test SAP S/4HANA • Create a conversion cookbook • Execute multiple technical iterations to become familiar with the process of converting the production system (if required)</p>	<p><b>Source / Target</b> D01 → D01</p> <p><b>Steps</b> a) Homogeneous system copy of D01 to DT1 b) Conversion of D01 to targeted end-state</p> <p><b>Purpose</b> • Build temporary production support development environment (DT1) • Establish SAP S/4HANA development environment (D01) • Configure, Test SAP S/4HANA • Refine cookbook</p> <p><b>Note</b> • Conversion steps will differ from production</p>	<p><b>Source / Target</b> Q01 → Q01</p> <p><b>Steps</b> a) Homogeneous system copy of Q01 to QT1 b) Conversion of Q01 to targeted end-state</p> <p><b>Purpose</b> • Build temporary production support quality assurance environment (QT1) • Establish SAP S/4HANA QA environment (Q01) • Enhance cookbook • Testing environment:   • Integration   • Functional regression   • Operational readiness   • User acceptance</p>	<p><b>Source / Target</b> TT4 Copy → future production S/4HANA Certified HW (SBX)</p> <p><b>Steps</b> a) Homogeneous system copy of TT4 to SBX b) Conversion of SBX to targeted end-state</p> <p><b>Purpose</b> • Mock cutover • Optimize/verify E2E business downtime • Finalize cookbook • Finalize cutover plan • Testing environment:   • Infrastructure testing   • Post-cutover operational performance testing</p>	<p><b>Source / Target</b> TT4 Copy → future production S/4HANA Certified HW (SBX)</p> <p><b>Steps</b> a) Homogeneous system copy of TT4 to SBX b) Conversion of SBX to targeted end-state</p> <p><b>Purpose</b> • Final dress rehearsal • Validate E2E business downtime • Validate final cookbook • Validate cutover plan</p>	<p><b>Source / Target</b> TT4 → S4P (conversion and rename)</p> <p><b>Steps</b> Conversion of TT4 to targeted end-state</p> <p><b>Purpose</b> • Establish new SAP S/4HANA PRD environment</p> <p><b>Note</b> • Execute end-to-end (E2E) business downtime precisely as defined within the cutover plan • Execute technical steps precisely as defined in the cookbook</p>	

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# What is the result of the SAP S/4HANA Adoption Starter Engagement Transformation Approach & Sequencing – Start Point / Migration Path

Determination of a high-level project plan for transition to your SAP S/4HANA centric landscape



## Transformation Evaluation – How?

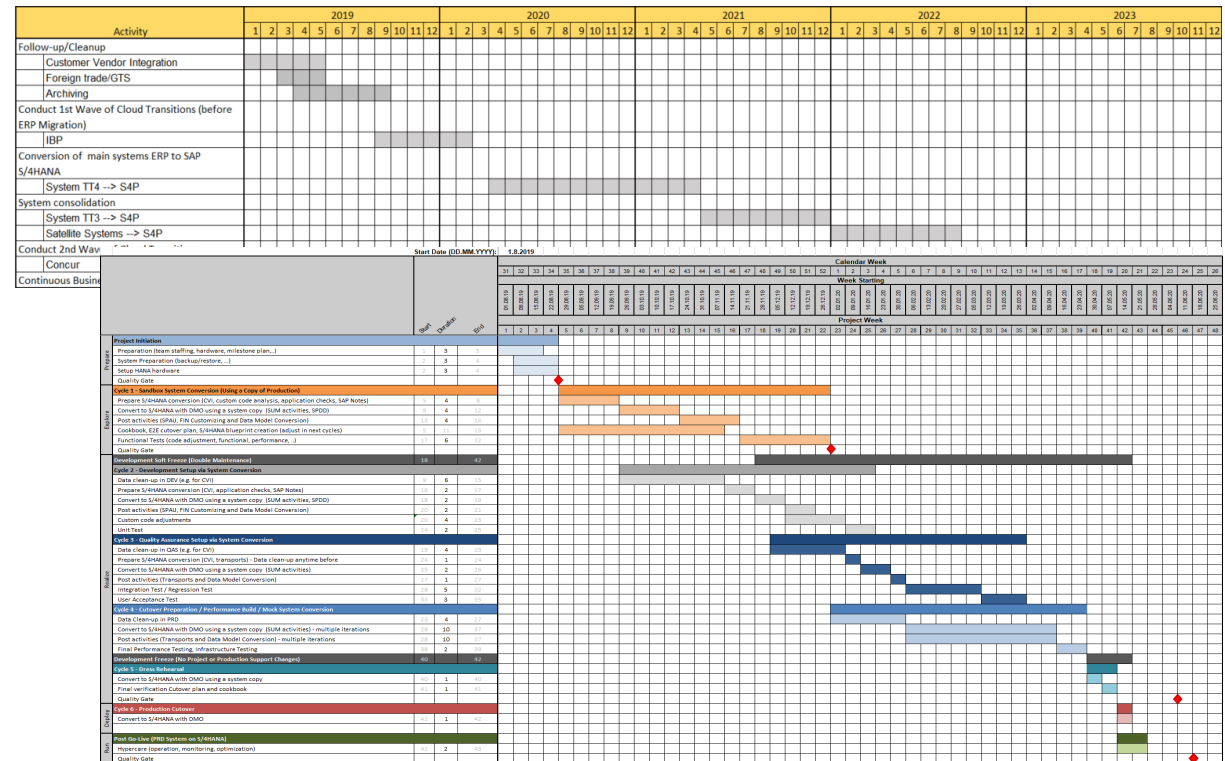
### Key questions to answer:

What is the right sequence of transitions to get from the current landscape to the target landscape?

- Sequencing of product transitions
- Sequencing of instance transitions

### Results:

- High-level project plan
- Detailed timeline for SAP S/4HANA



# What is the result of the SAP S/4HANA Adoption Starter Engagement

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



### Business Evaluation – **Why?**

#### **Innovation Case & Efficiency Case**

- >15 Value Drivers are mapped to business key figures!
- SAP S/4HANA improvement potential identified!
- Footprint of currently used ERP capabilities analyzed!
- Currently used capabilities with SAP S/4HANA process enhancements identified!
- Relevant SAP S/4HANA innovation scenarios and capabilities identified!



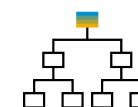
### Technical & Cost Evaluation – **What?**

#### **Target Products & Target Instances**

- Cloud affinity documented!
- Instance consolidation plan and potential target architecture sketched!
- Product Map incl. potential license-implication reflecting business, technology and transformation aspects created!
- Technical preparation activities identified!

#### **Cost**

- Initial TCO and Effort Estimate created!



### Transformation Evaluation – **How?**

#### **Approach & Sequencing of Project Plans**

- Preferred Transformation Approach identified! (Conversion vs. Greenfield)
- Preferred Transition Pattern identified!
  - Sequencing of product transitions
  - Sequencing of instance transitions
- High-level project plan for transition of the SAP S/4HANA centric landscape sketched!

Tools

Expert Advice and Guidance

## Agenda

### SAP S/4HANA Adoption Starter Engagement

1. What is the SAP S/4HANA Adoption Starter Engagement
2. What to expect during the SAP S/4HANA Adoption Starter Engagement
3. What is the result of the SAP S/4HANA Adoption Starter Engagement
4. **Preparation and Registration**



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# SAP S/4HANA Adoption Starter Engagement – Preparation Checklist

## Customer roles (1/2)

Prerequisite	Effort	Details
<b>Customer role clarification and availability</b>		
Adoption Starter Coordinator	high	Main counterpart for SAP, needs to coordinate all activities and pull in other roles where required
Executive sponsor	low	Signoff-Instance of Transformation Plan 1.0
Business Owner(s)	low	Business Owners of LoB/Units in scope
Process Manager(s)	medium	Process Managers of Processes in scope
Controller	medium	For details required for Ongoing Effort Estimate Workshop
Enterprise Architect	medium	For overall view of current and recommended landscape
Landscape Operations (Run)	medium	Current usage of systems, instances etc.
Project/Program Manager (Build)	low	Planning of Transformation, sequence etc.
Corporate Strategy / Innovation Manager	low	For Innovation Topics in company scope/group scope

One person can hold several roles.

Several persons might hold the same role

# SAP S/4HANA Adoption Starter Engagement – Preparation Checklist

## Customer roles (2/2)

Module	Session	Adoption Starter Coordinator	Executive Sponsor	Business Owner(s)	Process Manager(s)	Controller	Enterprise Architect	Landscape Operations (Run)	Project/ Program Manager (Build)	Corporate Strategy / Innovation Manager
Program Overview & Scoping: Module Overview	Program Overview & Scoping: Module Overview	x	(x)							
Scoping the Digital Core	Concept Explanation I	x					x	x	x	
	Concept Explanation II with Q&A	x					x	x	x	
	Review Session	x		x	x		x	x	x	
Business Scenario Recommendation	Concept Explanation	x		x	x		x	x	x	x
	BSR KPI Review	x		(x)	x		x			
Transformation Navigator	Concept Explanation	x		x	x		x	x	x	x
	Results review	x		(x)	x		x			
	Q&A session	x		(x)	x		x	x	x	x
Readiness Check	Concept Explanation	x					x	x		
	Session 2 (Assessing and understanding Readiness Check & Results 1/2)	x					x	x		
	Session 3 (Understanding Readiness Check & Results 2/2 & Next Steps)	x					x	x		
Half-Time Check Point	Review of progress, Outlook	x								
Project&Ongoing Effort Estimate	Concept Explanation	x			x	x		x	x	
	Q&A Session	x			x	x		x	x	
	Results review	x			x	x		x	x	
Greenfield vs Conversion	Concept Explanation	x						x	x	
	Review Session	x						x	x	
Start Point/ Migration path	Concept Explanation	x						x	x	
	Review session	x						x	x	
End of Analysis	Review Draft Summary Document	x	(x)	(x)						
Synthesis workshop (done by customer)	customer on their own: 3 hour workshop reviewing draft results and plan	x	x	x	x	x	x	x	x	x
Plan 1.0 available	Review Plan / workshop results	x	x							

### Comments

- “x” indicates who should participate on the topic
- Grey are team members that lead the topic, the others contribute
- For the call, the leading team members should participate, the others are optional
- All content sessions will be recorded for later consumption
- Presentation material will be made available for reuse to brief the team internally after the call



MUST be fulfilled before you start! Please confirm no later than 2 weeks before Kick-off to S4HANA.Adoption.Starter@sap.com  
If the Readiness Check / Business Scenario Recommendations report are not working at the Kick-off, you cannot join the class and will be moved to the next class.

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# SAP S/4HANA Adoption Starter – Preparation Checklist

## System Preparation

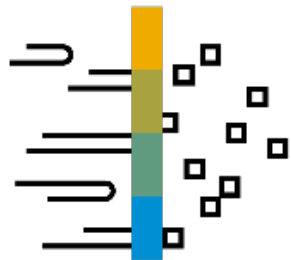
Topics	Prerequisites
SAP Readiness Check & SAP Business Scenario Recommendations	<ul style="list-style-type: none"><li>• Minimum release: SAP ERP 6 on any EhP, on any database, SAP S/4HANA Finance (aka 1503/1605)</li><li>• Central SAP Note <a href="#">2758146</a> and follow-up SAP Notes need to be implemented</li><li>• ECC system with ST-A/PI 01S and ST-PI 700/740, latest version and Support package stack of ST-A/PI and SP-PI recommended</li><li>• The latest system information for the ECC-System in focus needs to be supplied in the Maintenance Planner, according to SAP Note <a href="#">2408911</a></li><li>• System access to productive client of ECC-System</li></ul>
SAP Transformation Navigator	<ul style="list-style-type: none"><li>• EWA data is required to populate the SAP Transformation Navigator</li><li>• Ensure that the steps of SAP Note <a href="#">207223</a> has been followed (i.e. EWA setup for relevant systems, option “Sent to SAP” activated in your SAP Solution Manager)</li></ul>
S-User	<ul style="list-style-type: none"><li>• Ensure that the S-User has sufficient authorizations to access all relevant system usage data</li><li>• In case of assistance is required create an incident on component XX-SER-SAPSM-USR</li></ul>

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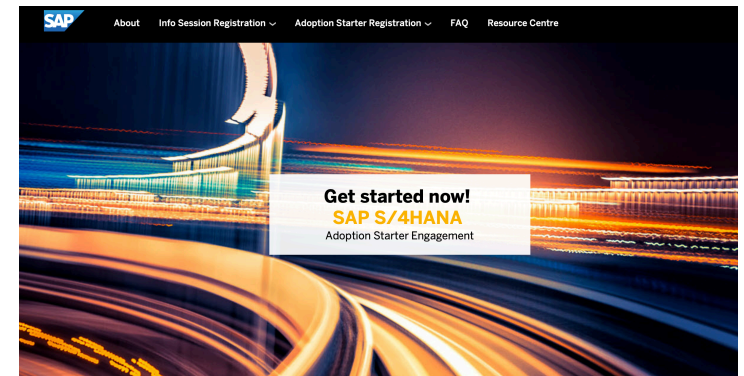
## Begin an Adoption Starter Engagement for Your Business

### 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 and register today  
[www.sap.com/S4HANA-starter](http://www.sap.com/S4HANA-starter)



The following e-mail may be used for any enquiries  
[S4hana.adoption.starter@sap.com](mailto:S4hana.adoption.starter@sap.com)

**Questions!**



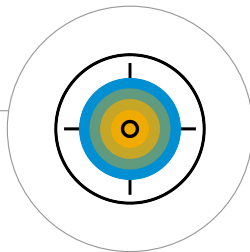
# Appendix



## SAP S/4HANA Adoption Starter Engagement – What is new in 2020 delivery?

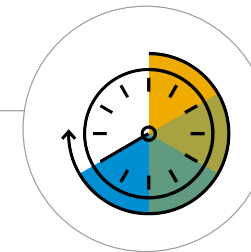
### More Focus

- The **Business Scenario Recommendations** is now **integral part of the SAP S/4HANA Adoption Starter Engagement delivery!**
- The direction towards an intelligent enterprise is now with focus on **SAP S/4HANA innovation first** – with an detailed evaluation of **innovation beyond SAP S/4HANA** at a later point in time outside the Adoption Starter Engagement.
- **Value Drivers** from the Business Scenario Recommendation **are giving a first qualitative value indication** – with a more detailed **Value Assessment** at a later point in time outside the Adoption Starter Engagement



### Lower Customer Effort

- **Focused version of the program** - with approx. **20 - 25 person days effort on customer side.**
- **Duration** from *Kick Off* to *End of Analysis* will be **6 weeks** with a draft transformation plan on hand.
- Customers that have received already a SAP Business Scenario Recommendation report can enhance this valuable outcome to a SAP S/4HANA transformation roadmap as a follow up step – and may register in any upcoming SAP S/4HANA Adoption Starter Engagement cohort at any point in time at no additional charge.



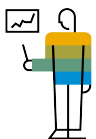
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## What is the result of the SAP S/4HANA Adoption Starter Engagement

The SAP S/4HANA Adoption Starter Engagement is Helping Your Peers



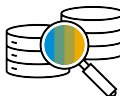
Prescriptive guidance



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*

# What is the result of the SAP S/4HANA Adoption Starter Engagement

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

WHY? Business evaluation	WHAT? Technical & Effort evaluation	HOW? Transformation evaluation
<p><b>3 business scenarios</b> have been selected for further evaluation measured with defined key / process performance indicators related to the most important value drivers:</p> <ul style="list-style-type: none"> <li>finance</li> <li>procurement</li> <li>supply chain</li> </ul> <p><b>Efficiency Case</b></p> <ul style="list-style-type: none"> <li>More than 3 key performance / process performance indicators with improvement potential have been identified, e.g.:                     <ul style="list-style-type: none"> <li>Reduction of overdue &amp; open finance AR or AP items to improve GL Effort and Financial Closing Time</li> <li>PO items created after invoice</li> <li>Lead time invoice creation after clearing in days,</li> <li>Manual changes on purchase orders</li> </ul> </li> </ul> <p><b>Innovation Case</b></p> <ul style="list-style-type: none"> <li>Several helpful new S/4 HANA capabilities have been identified for further evaluation to improve the most relevant value drivers, e.g.                     <ul style="list-style-type: none"> <li>cash management</li> <li>central purchase contract processing,</li> <li>activity management,</li> </ul> </li> </ul>	<p><b>Target Products</b></p> <ul style="list-style-type: none"> <li>Functional areas Finance, Supply Chain &amp; Manufacturing will form the digital core</li> <li>Current architecture approach of regional instances to be changed to Single Global Instance architecture</li> <li>3 consolidation opportunities identified, 1 regional consolidation, 2 feature consolidations and the new addition of Concur</li> <li>Main product recommendations to shift from ERP to SAP S/4HANA, overall 9 recommended products.</li> <li>1 currently used ERP capabilities not yet with confirmed coverage by recommended landscape.</li> </ul> <p><b>System Readiness</b></p> <ul style="list-style-type: none"> <li>Add-on compatibility: 5 unknown items from 3rd party vendors</li> <li>High number of 98 relevant simplification items</li> <li>High number of custom code to be adapted</li> <li>Readiness check for system TT4 indicates ~6.5TB initial memory requirement, not including additional requirements for consolidation of regions or features..</li> </ul> <p><b>Efficiency Case</b></p> <ul style="list-style-type: none"> <li>Compared to a reference project, the transition is assessed to have a positive TCO impact of -18.5% – mainly based on lower implementation cost.</li> </ul>	<p><b>Approach</b></p> <ul style="list-style-type: none"> <li>Conversion vs. Greenfield evaluation shows tendency for conversion approach</li> <li>The current system version supports a 1-step conversion of the leading system from a technical perspective, however the requirement of historic data from consolidated systems needs to be explored to define transition approach and data migration strategy</li> </ul> <p><b>Sequencing</b></p> <ul style="list-style-type: none"> <li>Conversion cycles ERP to S/4HANA for leading system:                     <ul style="list-style-type: none"> <li>PRD to HANA Sandbox</li> <li>Dev to HANA Dev</li> <li>QA to HANA QA</li> <li>PRD to HANA Sandbox *2 (mock cutover &amp; dress rehearsal)</li> <li>PRD Conversion</li> </ul> </li> <li>Cycles for system consolidation steps to be defined once transition approach &amp; data migration strategy finalized</li> </ul> <p><b>Project plan</b></p> <p>Overall project plan foresees S/4HANA transition incl. system consolidation and cloud transitions. IBP planned before the move to S/4HANA while Concur will be added after the S/4HANA transition. CRM system to remain unchanged as part of this project, C/4HANA to be explored later. Overall time schedule early 2023 for S/4HANA, IBP, Concur.</p>
<p><b>Next steps / action items</b></p> <ul style="list-style-type: none"> <li>Setup Business Case WS in CW20</li> <li>Set up project for deep dive on simplification items and new capabilities by CW 23</li> <li>Follow up on key performance action items</li> <li>Include above scheduling into overall follow-up program</li> </ul>		

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