

# ***MOVE NOW***



## **SAP S/4HANA Movement Program**

**Developing the standardized approach for the S/4HANA transformation**

Bjoern Braemer; SVP & Global Head of the S/4HANA Movement Program

PUBLIC

THE BEST RUN



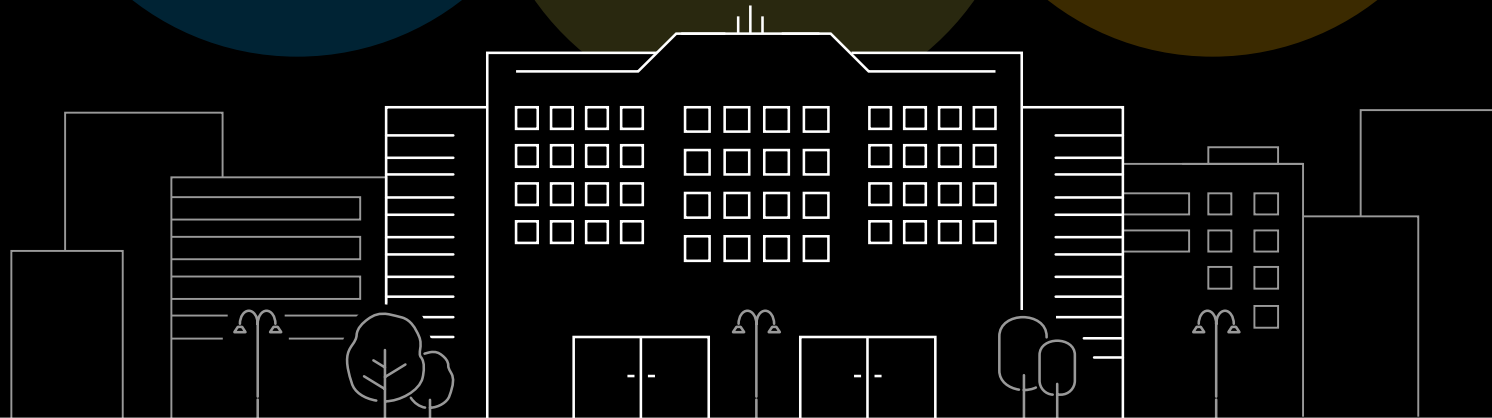
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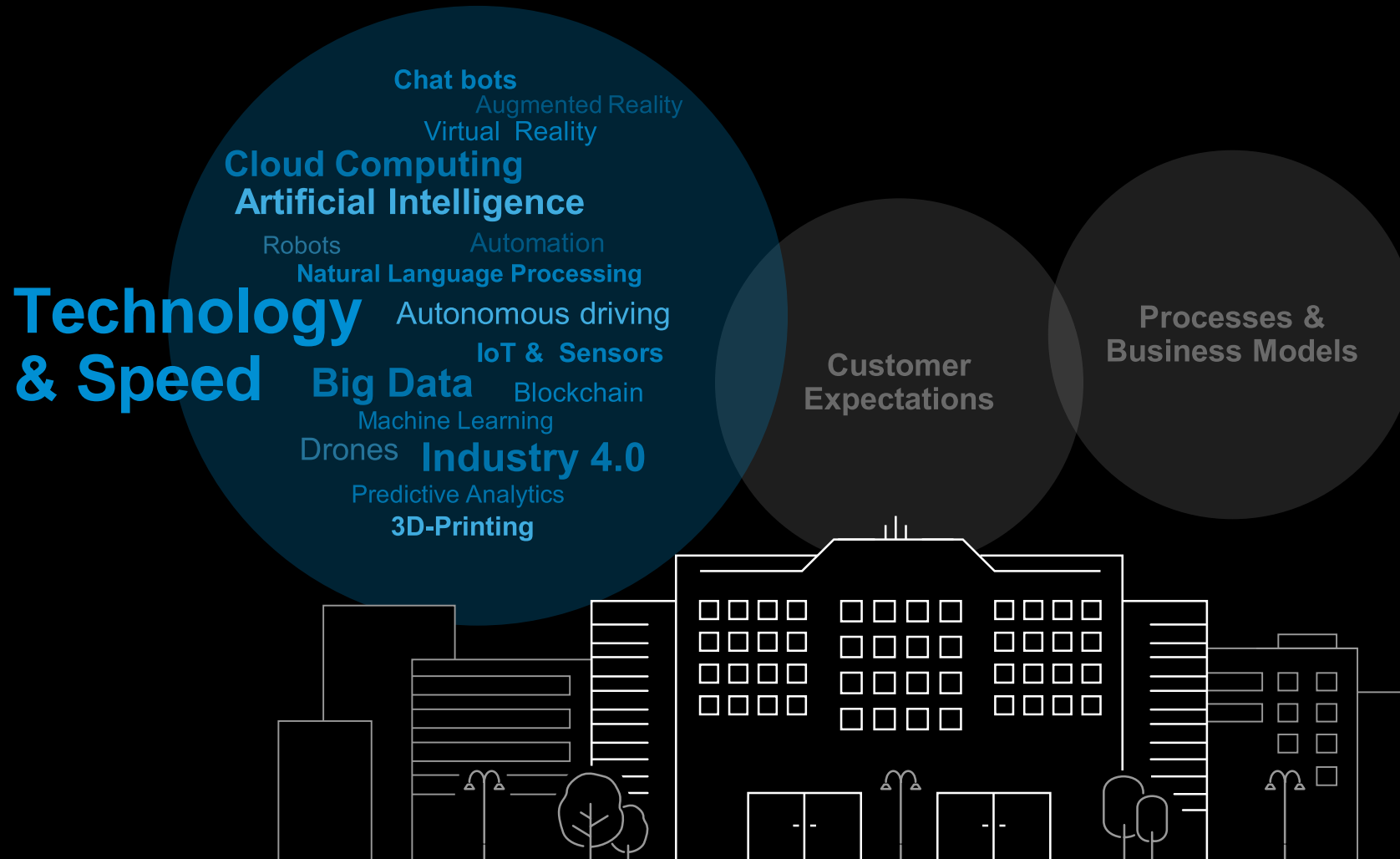
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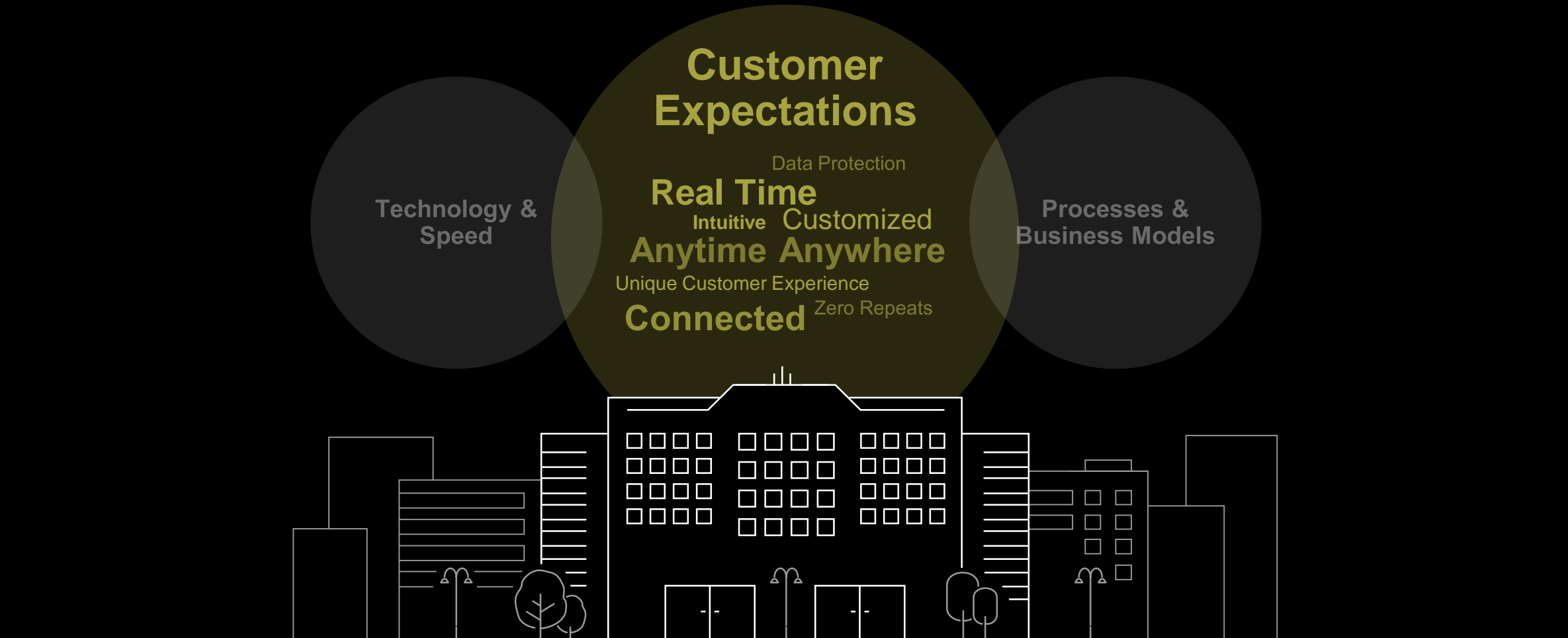
# Digitalization Today



# Digitalization Today



# Digitalization Today



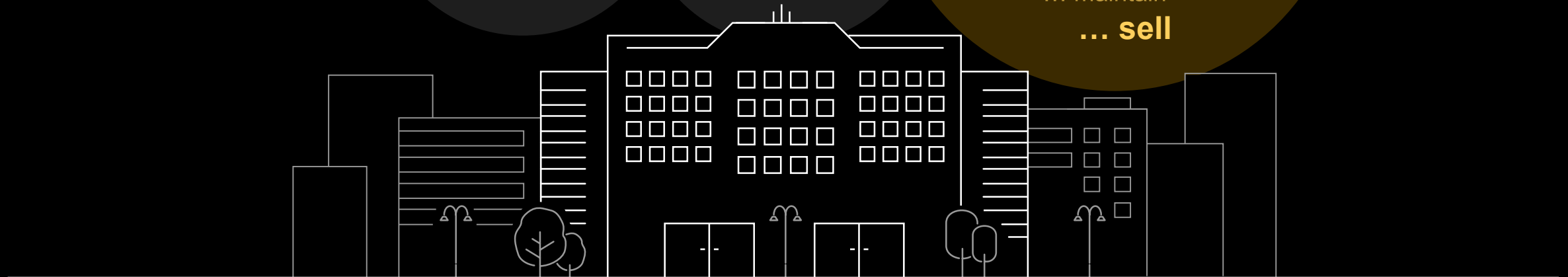
# Digitalization Today

Technology &  
Speed

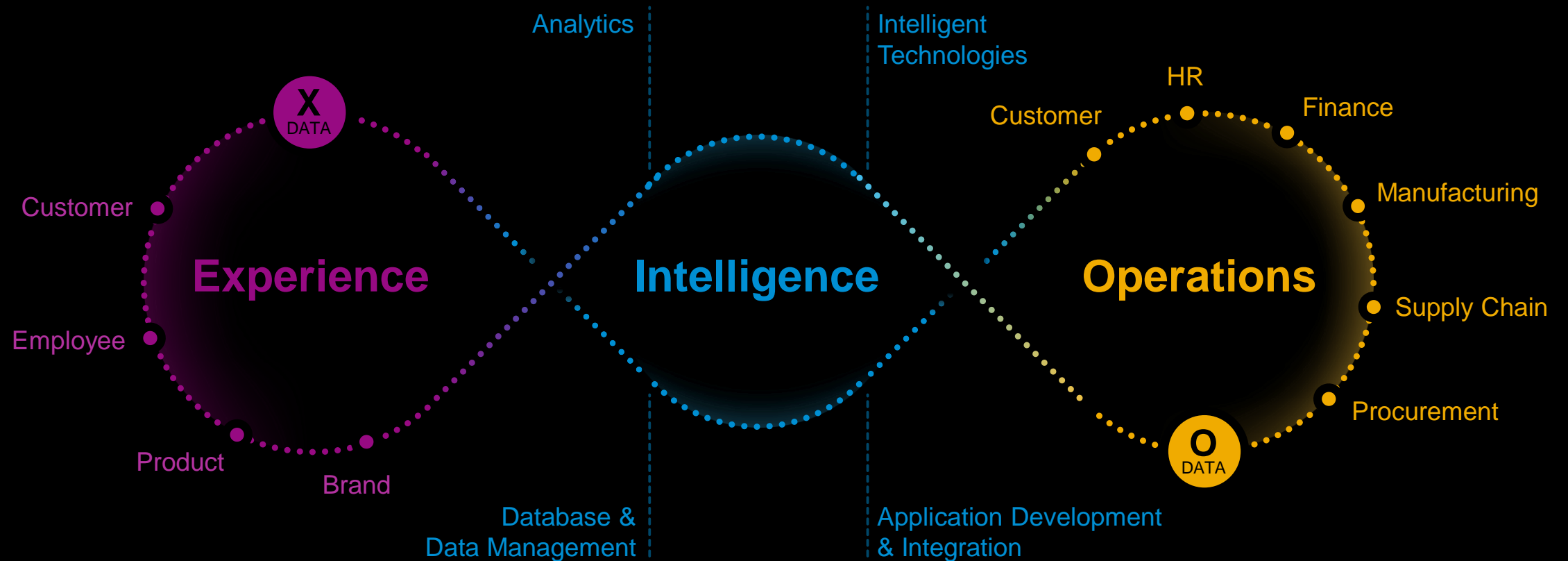
Customer  
Expectations

**Processes & Business Models  
change everything ...**

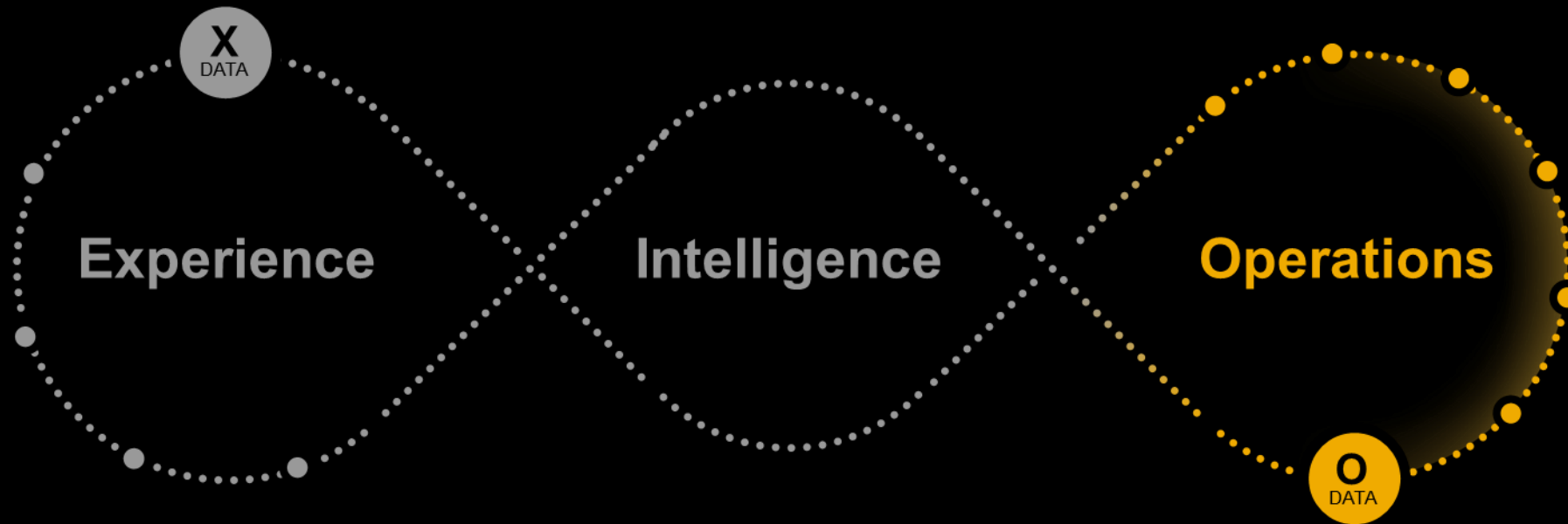
... predict    ... **analyze**  
... shop  
... communicate  
... produces    ... **pay**  
... maintain  
... **sell**



# SAP's strategy: **The Experience Company** powered by the Intelligent Enterprise



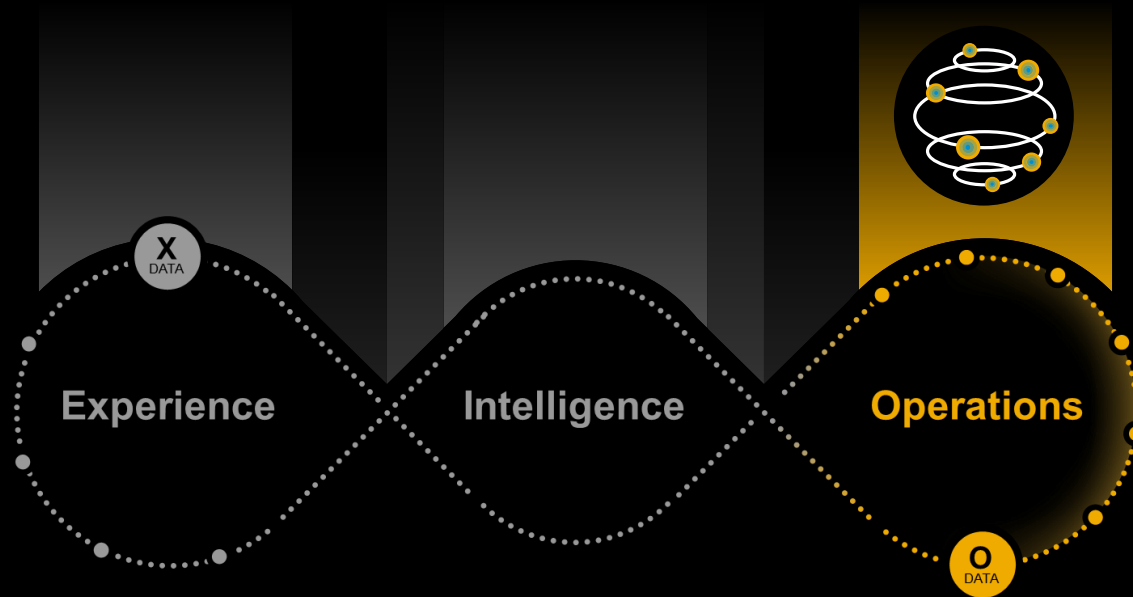
# SAP's strategy: **The Experience Company** powered by the Intelligent Enterprise





# Intelligent Enterprise **starts with the Intelligent ERP**

**SAP S/4HANA**  
The Intelligent ERP



## Examples of benefits:

**50%**

**increase**  
in productivity

**30%**

**increase**  
in on-time deliveries

**15%**

**reduction**  
of order lead times

**15%**

**reduction**  
of manufacturing costs

**15%**

**reduction**  
of revenue loss

**40-50%**

**reduction**  
of time spent on period-end close

**50%**

**increase**  
of time available for data analysis

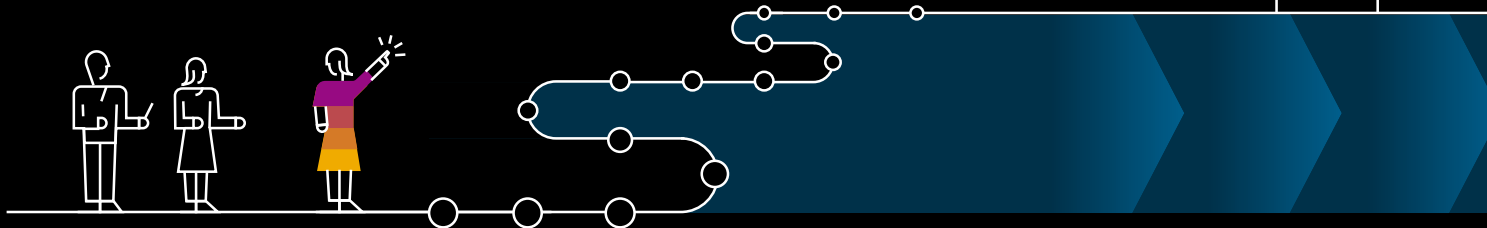
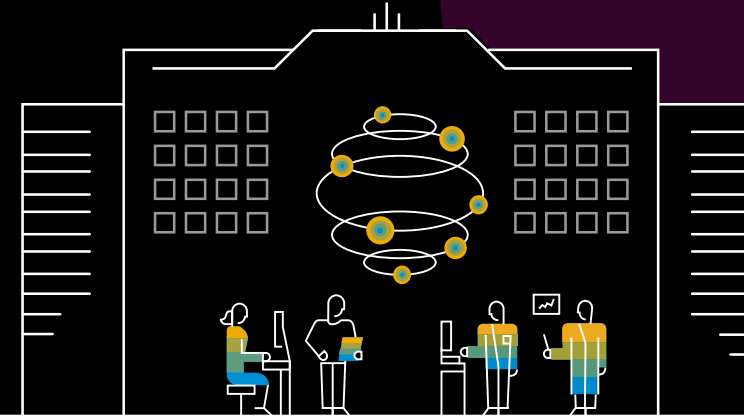
# SAP S/4HANA MOVEMENT PROGRAM

## Drive adoption of SAP S/4HANA in ERP Installed Base

**Objective:**  
Drive Adoption up to 90%  
in ERP installed base

**S/4HANA MOVEMENT Program** is a Cross-board initiative to answer the customers most critical questions:

- Why would it be beneficial to “MOVE” now?
- Can SAP S/4HANA address my business and IT requirements?
- How does SAP optimize my TCI / TCO?
- Is there sufficient capacity on the market to manage all aspects of the transformation?



**Main activities:** All program activities are linked to the questions above:

Continue to enhance SAP S/4HANA product attractiveness

Optimize Tools for the entire customer journey

Optimize & Scale customer engagement frameworks

Engage & educate the Ecosystem

### Customer Momentum

As of April 2020



**14,100+**

SAP S/4HANA Customers



**4,700+**

Live Customers

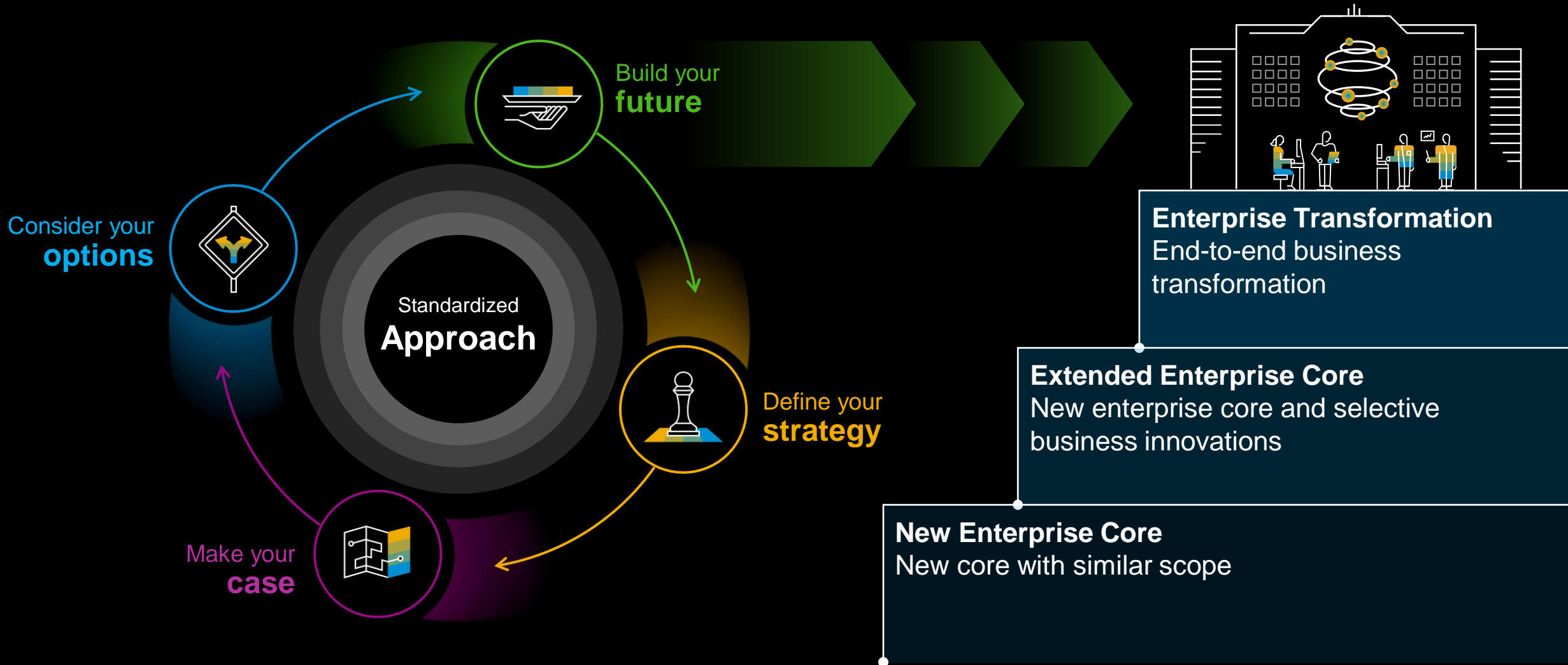


**7,800+**

Deployment Projects

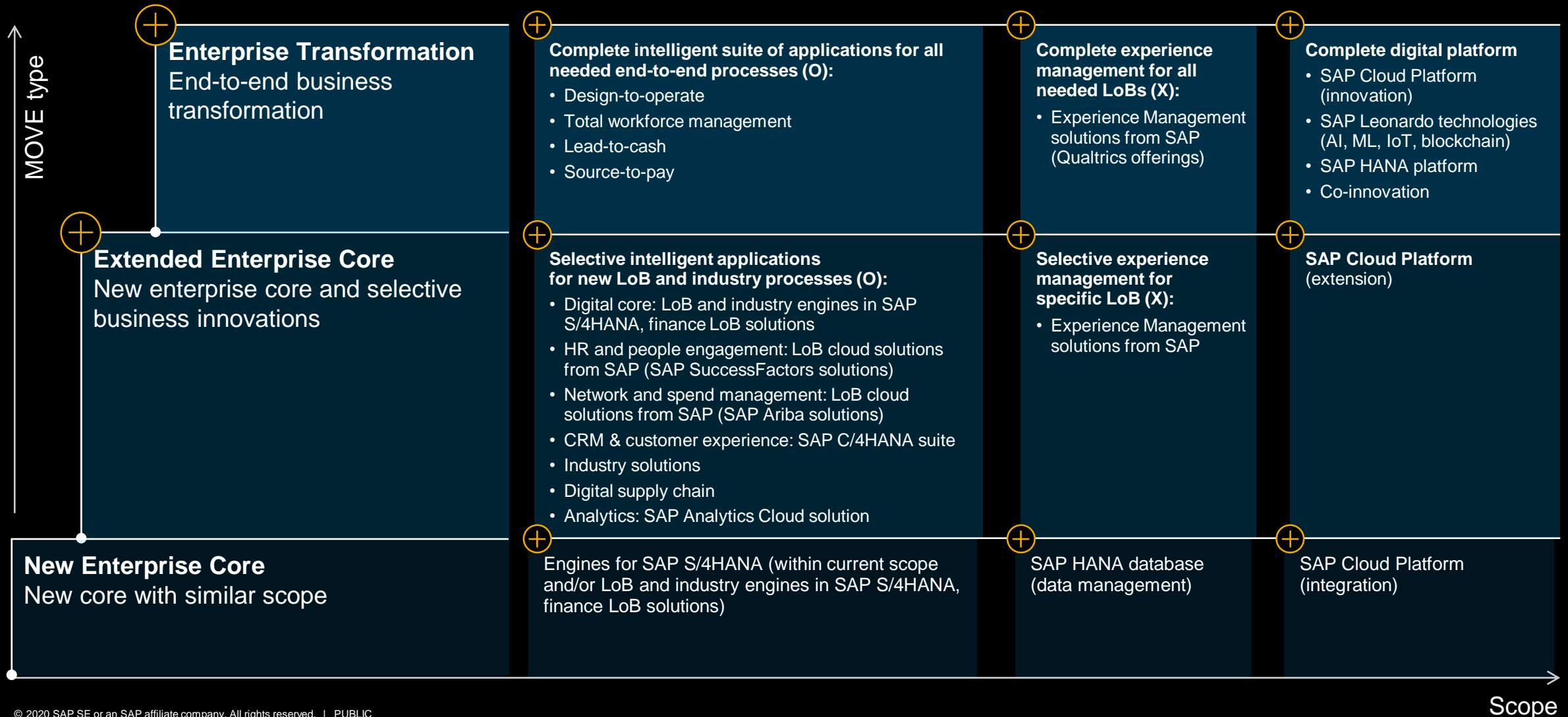
# SAP S/4HANA Movement Program

Follow a standardized approach to move to SAP S/4HANA



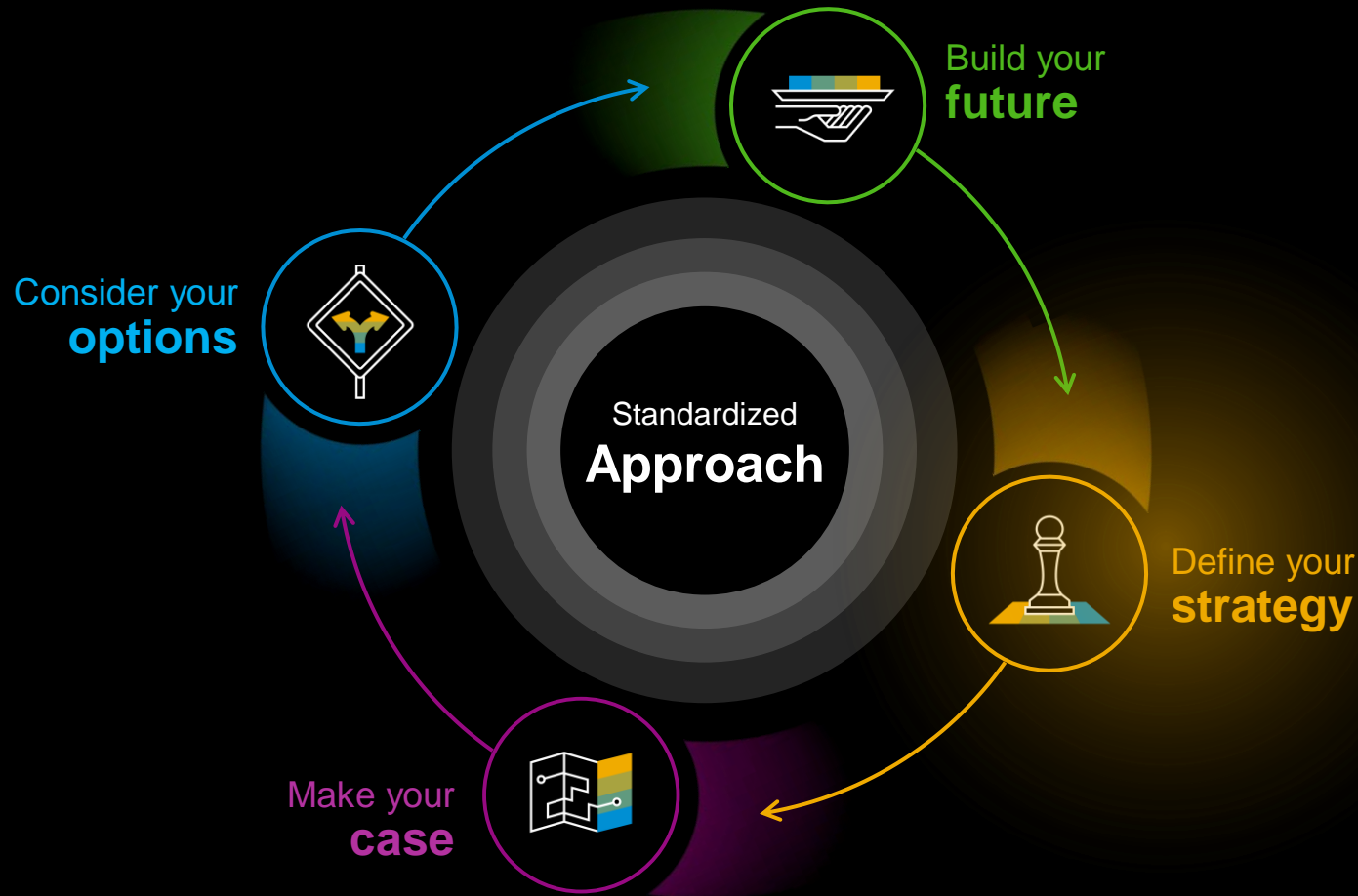
# Roadmap to the Intelligent Enterprise

Three stages to become an Intelligent Enterprise



# SAP S/4HANA Movement Program

Follow a standardized approach to move to SAP S/4HANA



## Define your strategy

Explains, why the Movement to SAP S/4HANA provides benefits and leverage “state of the art” methodologies to create tangible experience!

3 SAP S/4HANA Value Discovery Offerings



# SAP S/4HANA Value Discovery Offerings



## SAP S/4HANA Move in Motion

Design-Thinking event with multiple customers from same size discovering the digital transformation supported by SAP experts.



## SAP S/4HANA Simulation Game

Computer game, in which groups of 10-25 players compete against each other and manage their virtual company in a real SAP S/4HANA system.



## SAP S/4HANA Cards Game

The S/4HANA Cards Game is an experiential learning vehicle to drive S/4HANA high-level scope & value discovery in a fun, interactive & empathetic approach while adding relevant business value.

Small / Midsized Business

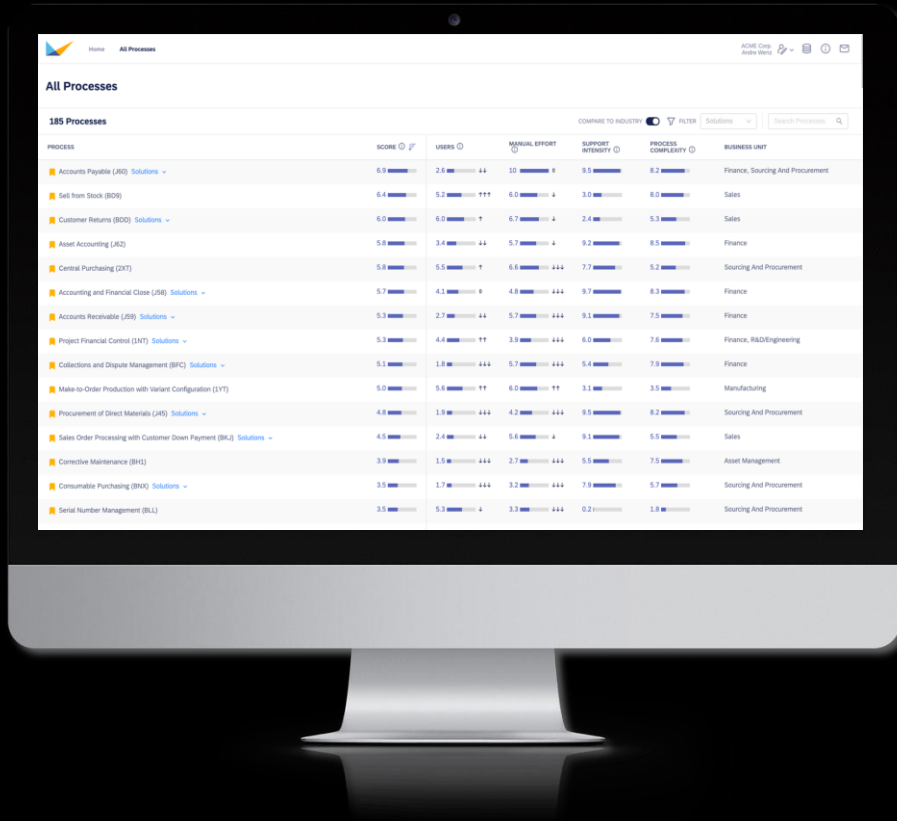
Large Customers

Strategic Customers



# Spotlight by SAP

Get your automation journey started with Spotlight's One-time report



## Overview

- Fast & lightweight process transparency by unlocking your ERP data
- 300+ processes out of the box
- Based on existing monitoring of your system landscape
- No installation of additional tools
- No implementation project
- No data replication
- Fast delivery (<5 business days)
- Identify the most relevant opportunities for improvement based on your data
- Compare yourself to others through industry benchmarks

## What can you learn

### Understand...

- how many users are involved in a process
- how much manual effort is required
- how much support is happening
- and the process complexity

### All this in a single taxonomy

- All data mapped to a SAP S/4HANA Cloud best-practice process standard for transferability & comparison between customers



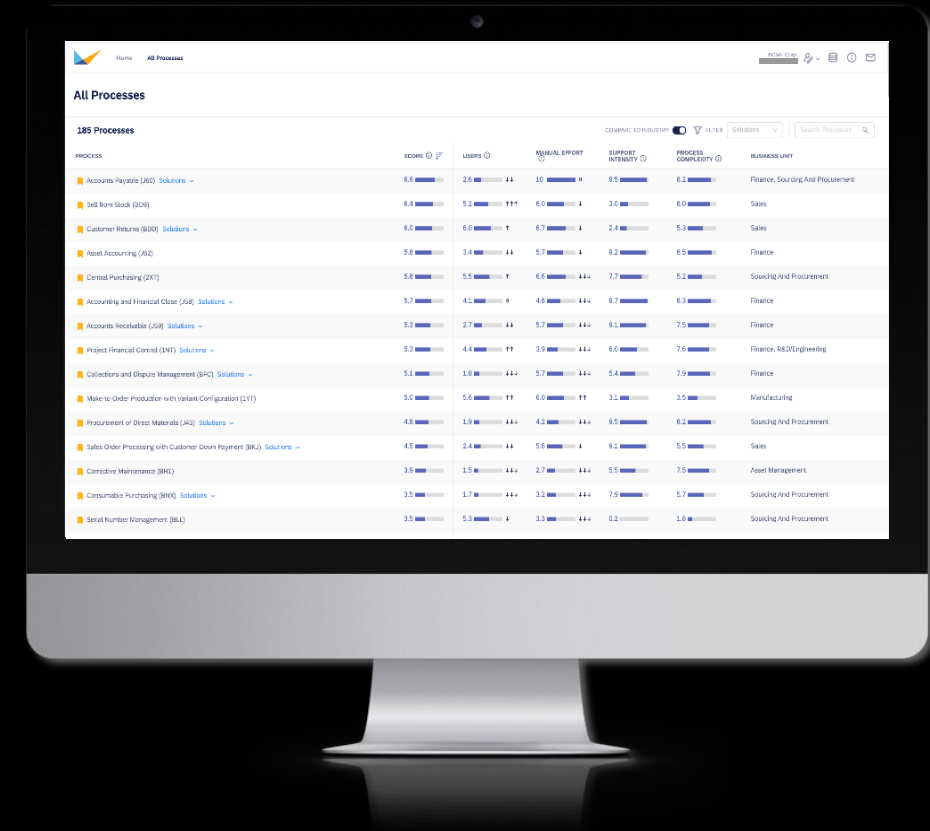
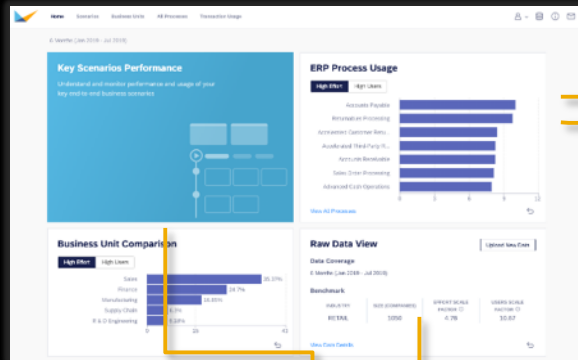
# Spotlight by SAP

## One-time report scope

Overview of your ECC data

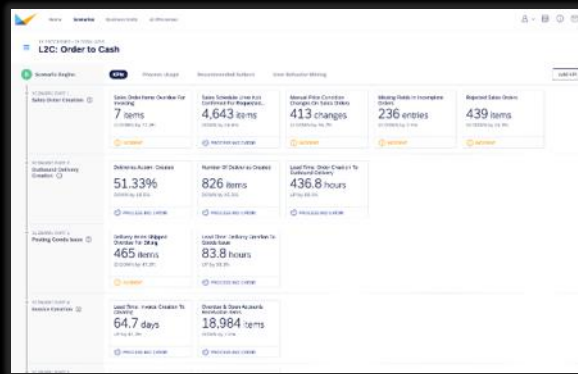
ERP component distribution of your user effort

Process usage analysis  
(includes automation recommendation)



E2E process scenario overview

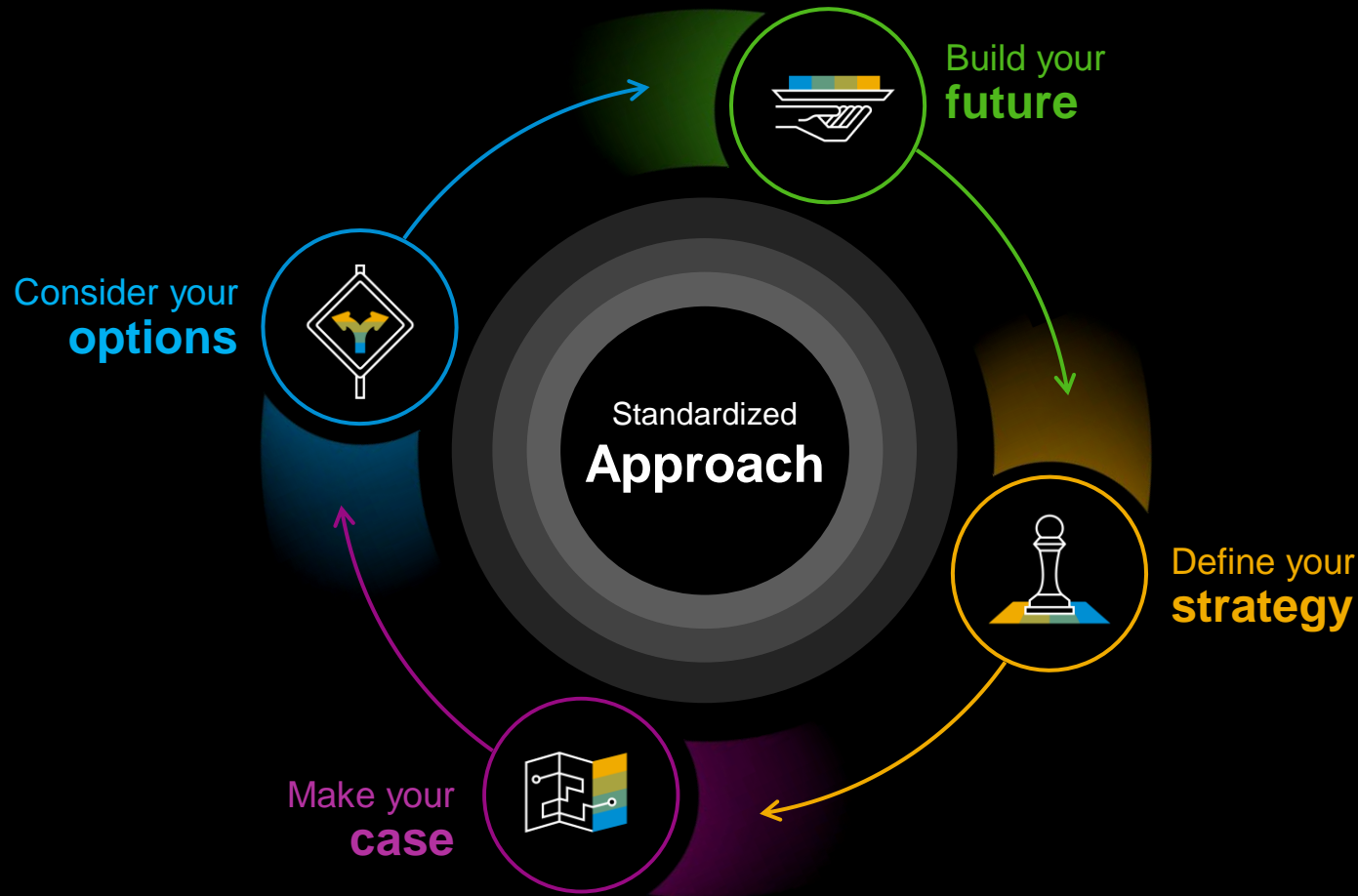
High level custom & partner code list





# SAP S/4HANA Movement Program

Follow a standardized approach to move to SAP S/4HANA



## Make your case

Helps the customer to initiate the internal alignment between IT and business, guide them through the creation of a transformation roadmap and answer the most important questions from an end-to-end perspective.

- 3 SAP planning tools
- 2 SAP S/4HANA engagement models



# Planning Tools



## Business Scenario Recommendations

### For Project Leaders

The Next-Generation Business Scenario Recommendations for SAP S/4HANA help customers and partners to drive innovation adoption and to consume maintenance services.

Receive a report identifying business scenarios what would immediately benefit from SAP S/4HANA and digital transformation.



## SAP Transformation Navigator

### For Business and IT Leaders

This tool analyzes the goals and builds a technical business case including a roadmap on where to go in the future with SAP S/4HANA. It's a web-based and free self-service road-mapping tool. It uses the information about the existing SAP system landscape to create a recommendation for a new SAP S/4HANA-centric landscape with the latest SAP solutions.



## SAP S/4HANA Readiness Check

### For IT Leaders

It checks the readiness of multiple aspects of the running SAP ERP 6.x system to migrate to SAP S/4HANA. The tool assesses the functional and technical aspects of an implementation of SAP ERP, including: Custom-code compatibility, System sizing and data volume management, Add-on and extractor compatibility and other items

Small / Midsized Business

Large Customers

Strategic Customers



# Engagement models

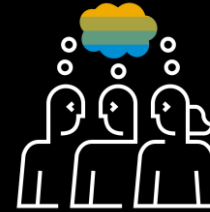


## SAP S/4HANA Adoption Starter Engagement

- One-to-many expert guided engagement approach
- Remote online course, with a cohort of up to 12 customers
- Guidance through a sequence of activities using self-service tools, methodologies and checklists
- Output: A standardized Transformation plan suitable to be shared with customer's executives
- Formats for every customer segments

Small / Midsized Business

Large Customers



## SAP S/4HANA Value Discovery Engagement

- Designed for customers who require an individual approach due to landscape or business complexity
- Onsite and close, hand-held engagement with SAP or SAP partners
- Leverages the same methodology & sequence the adoption starter applies
- Formats for every customer segments

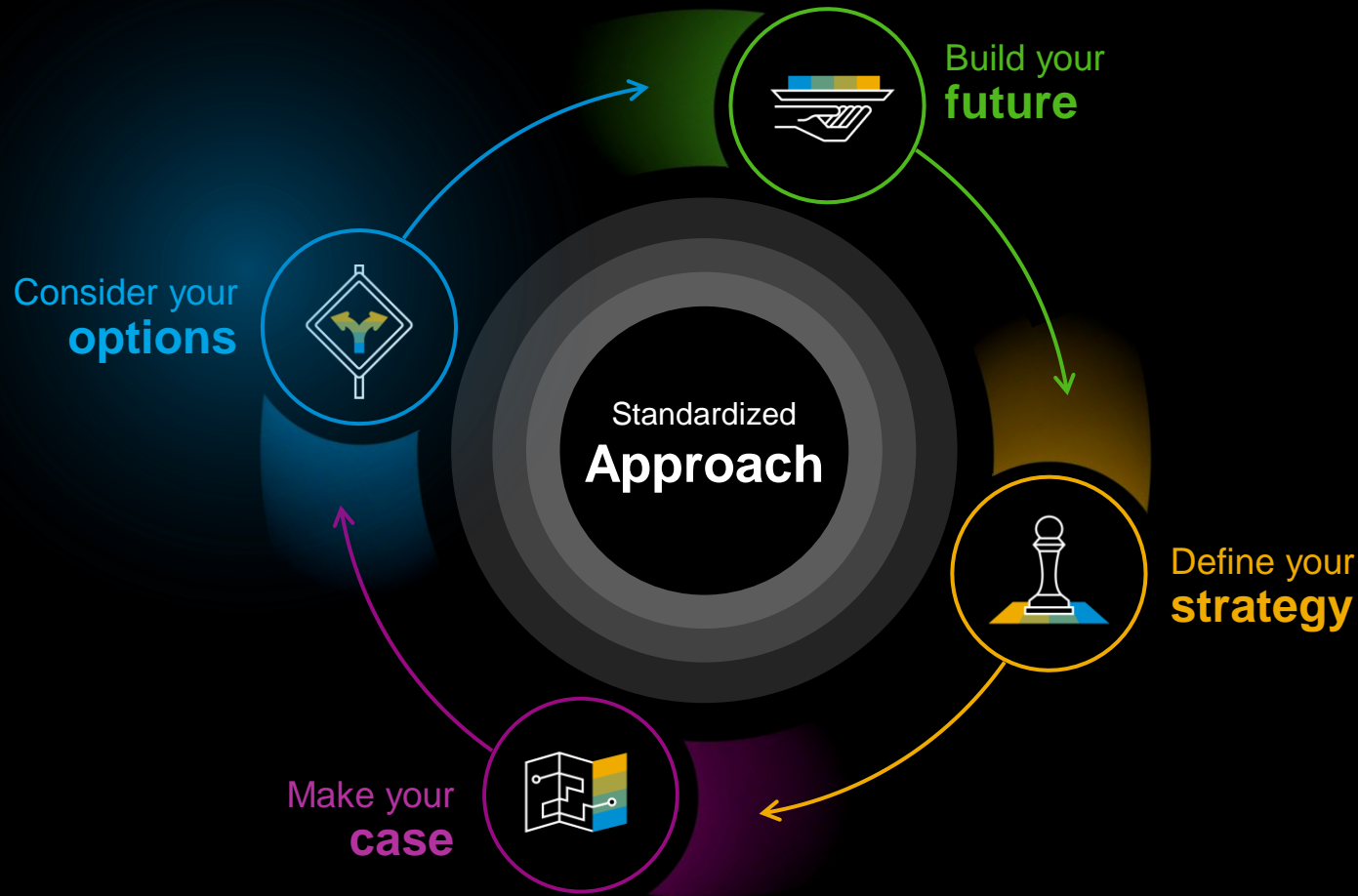
Large Customers

Strategic Customers

**There are additional services offered through Premium Engagement, such as the Value Implementation Strategy Service, which detail transformation content on request (1:1).**

# SAP S/4HANA Movement Program

Follow a standardized approach to move to SAP S/4HANA



## Consider your options

Customers should be guided when it comes to the essential decisions of a transformation journey.

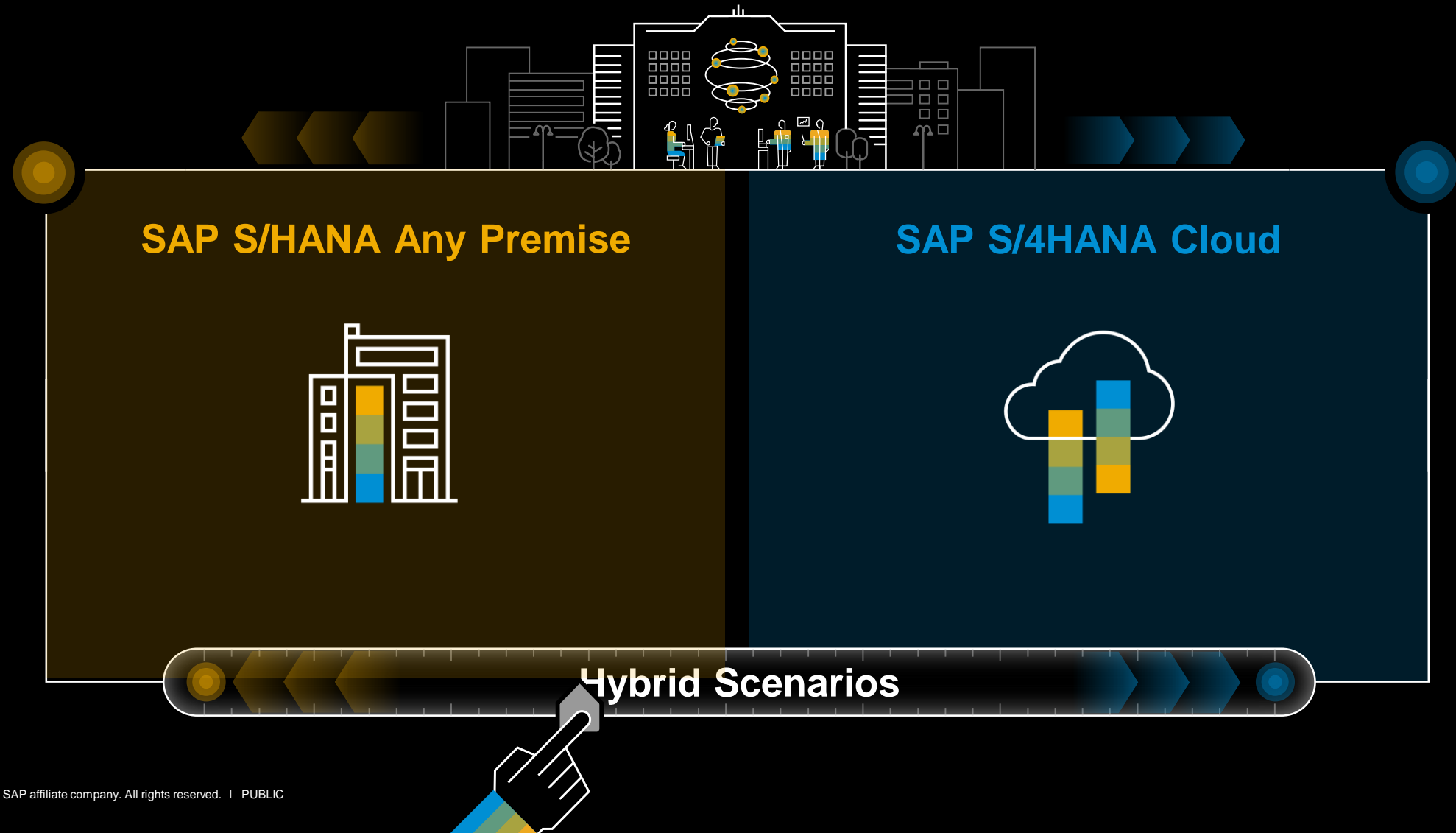
What are the product options to be considered, the deployment strategies available and the implementation approach that fits the first two criteria?

2 Deployment strategies

3 Implementation approaches

2 Must-read papers

# Deployment Strategy



# Implementation Approach



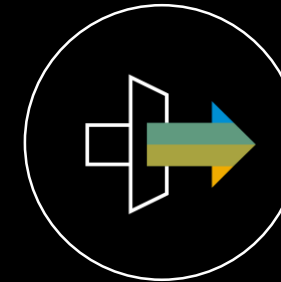
## System Conversion



## New Implementation



## Selective Data Transition



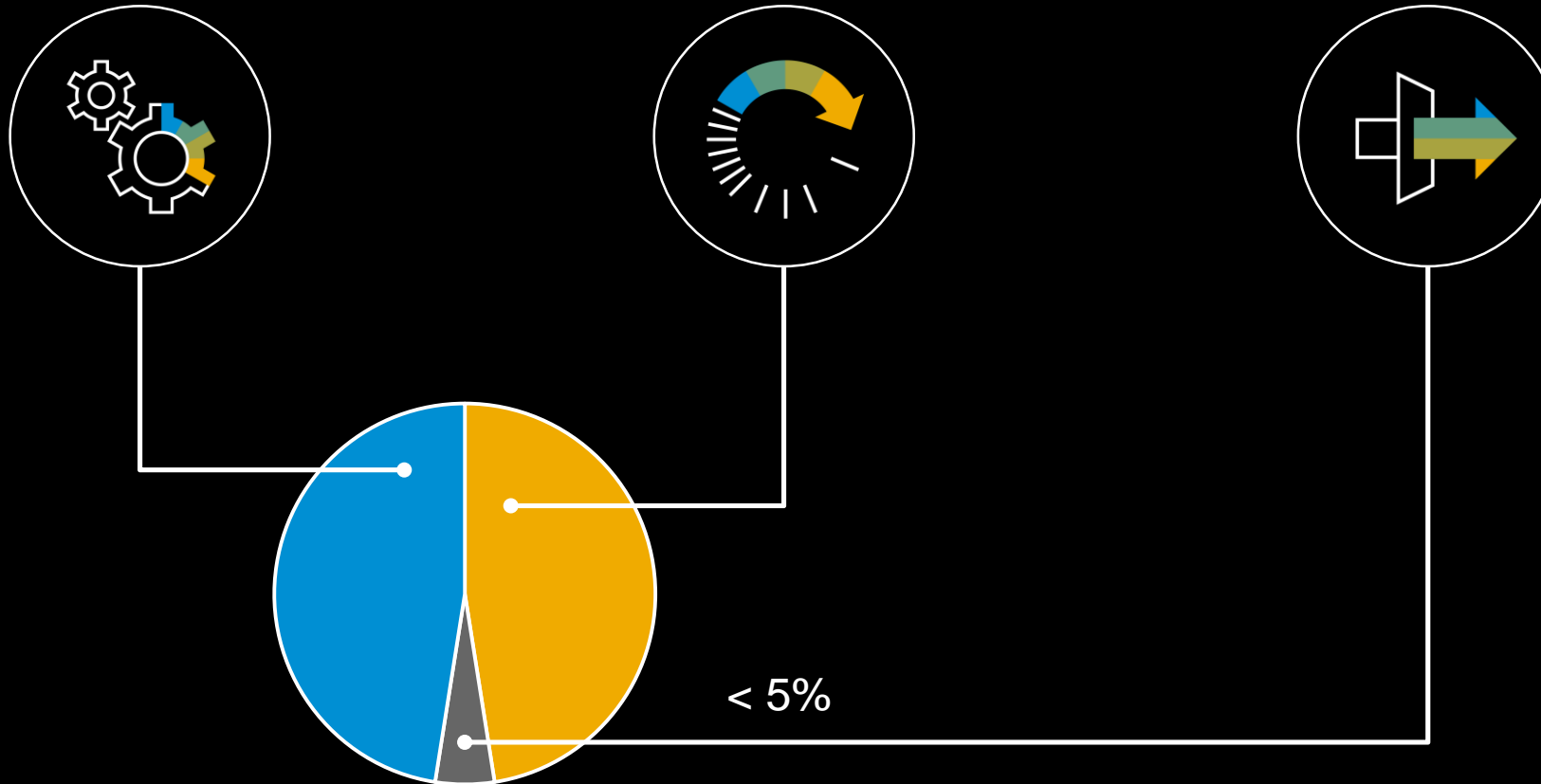
# Implementation Approach



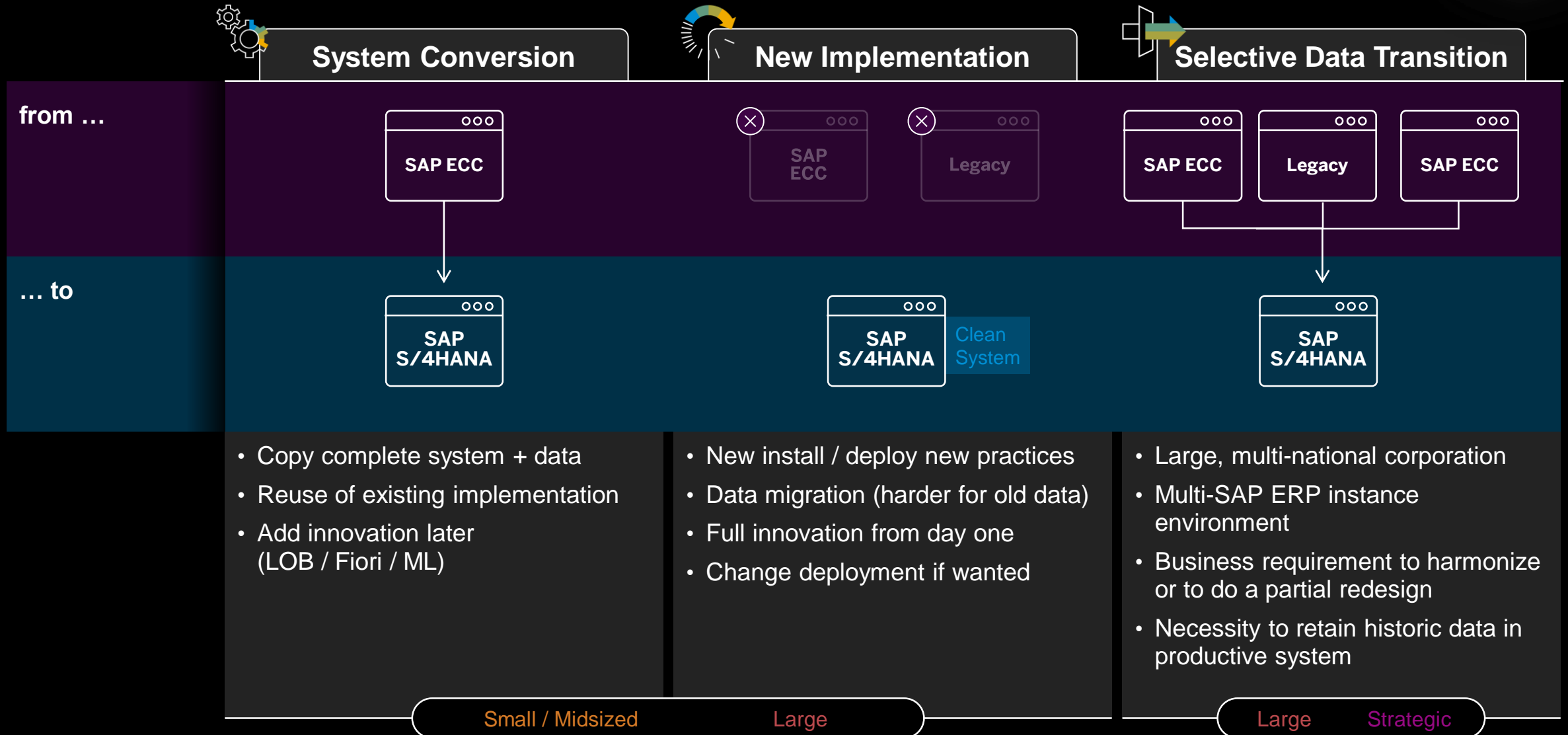
**System Conversion**

**New Implementation**

**Selective Data Transition**



# Implementation Approach





# Implementation Strategy

Engagement models and white papers help with every step

## Answered questions:

Do current business processes support your long-term strategy?

Can you adopt SAP Best Practices or will you retain past customizations?

Is your move to SAP S/4HANA driven by the business or IT?

Can you convert from SAP ERP to SAP S/4HANA in a single step?

Do you require previous transactional data in the new system?

Is landscape consolidation and process harmonization a key value driver?

High or low number of interfaces to other systems (SAP and third-party)?

Can your company sustain a multi-year innovation plan with incremental innovations?

The **SAP S/4HANA Manifesto** is a white paper that provides detailed guidance for Senior IT Leadership



SAP S/4HANA

## Mapping Your Journey to SAP S/4HANA®

A Practical Guide for Senior IT Leadership

May 2019

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SAP

Small / Mid-sized Business

Large Customers

Strategic Customers



# Implementation Strategy

Engagement models and white papers help with every step

The **Custom Code Whitepaper** provides detailed guidance about the key aspects of dealing with custom code during an SAP S/4HANA implementation

## Answered questions:

How does SAP redefine extensibility of enterprise applications?

Why do consumer-grade UX, clean core, extensibility framework, etc. matter?

How to structure project work for custom code adaptation in conversions?

What tools to use when?

What does SAP mean by "clean core"?

Why lift and shift may be not such a good decision?

How can we practically start with „back-to-standard“?

What are the architectural patterns for different types of extensibility?



SAP S/4HANA

## Custom Extensions in SAP S/4HANA® Implementations

A Practical Guide for Senior IT Leadership

March 2020

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SAP

Small / Mid-sized Business

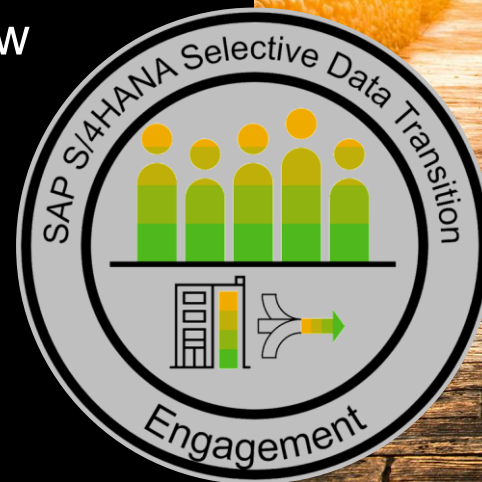
Large Customers

Strategic Customers

# SAP S/4HANA Selective Data Transition Engagement

## Mission

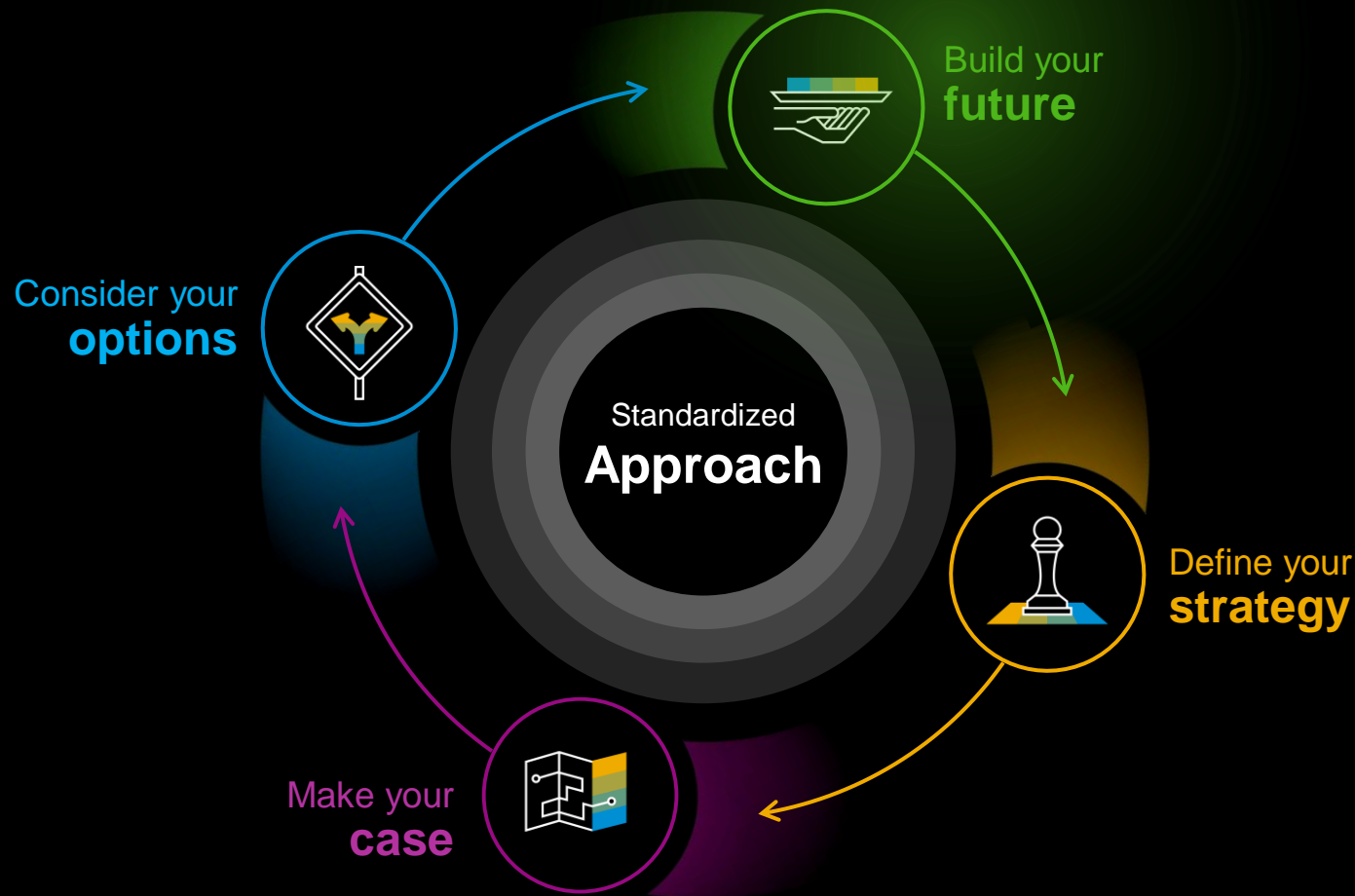
As the global expert community for **SAP System Landscape Optimization (SLO)** we establish joint standards, methods and processes to provide customers with a reliable & proven migration approach to SAP S/4HANA. The approach combines flexible redesign of business processes with retaining historical data aligned to a new business reality.





# SAP S/4HANA Movement Program

Follow a standardized approach to move to SAP S/4HANA



## Build your future

Success of the transformation is achieved with the completed Go-Live and the realization of expected results.

The following criteria are essential parts of winning programs:

- 2 Project methodologies
- 5 SAP tools
- 4 Assets & services
- 3 Enablement offerings

# Project methodologies



## SAP-led Project

### SAP Advanced Deployment

- 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

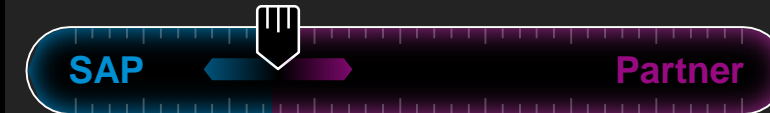
Large

Strategic



## Partner-led Project

### Integrated Delivery Framework



- Agreed delivery and methodologies roles, responsibilities and services between SAP & Global Strategic Service Partners (GSSP)
- SAP to safeguard business value with safeguarding from SAP Value Assurance
- SAP Model Company Services to ensure fit-to-standard deployment
- Leverage deep domain expertise, deployment accelerators and methods of GSSP

Small / Midsized

Large

Strategic

## Solution Manager

# Focused Build for SAP Solution Manager

Enabling SAP Solution Manager for projects

**Focused Build for SAP Solution Manager 7.2 as tool , together with SAP Activate as methodology, perfectly support you in innovation projects such as SAP S/4HANA implementations.**

Focused Build...

- Is an add-on solution for SAP Solution Manager 7.2 containing **preconfigurations for agile** project usage
- Enables you to **jump-start** SAP Solution Manager for your innovation project.
- Provides **best practice content**, workflow-supported methodology for all project phases and project transparency about all activities.
- Helps you to get your **transformation realized** from the initial business process requirements until the Go live and Hypercare care phase → **R2D (from Requirement to Deploy)**

## SAP Model Company

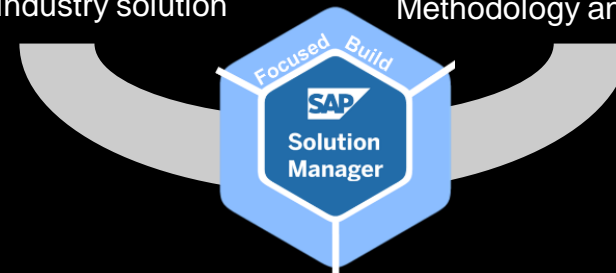


LoB or industry solution

## SAP Activate



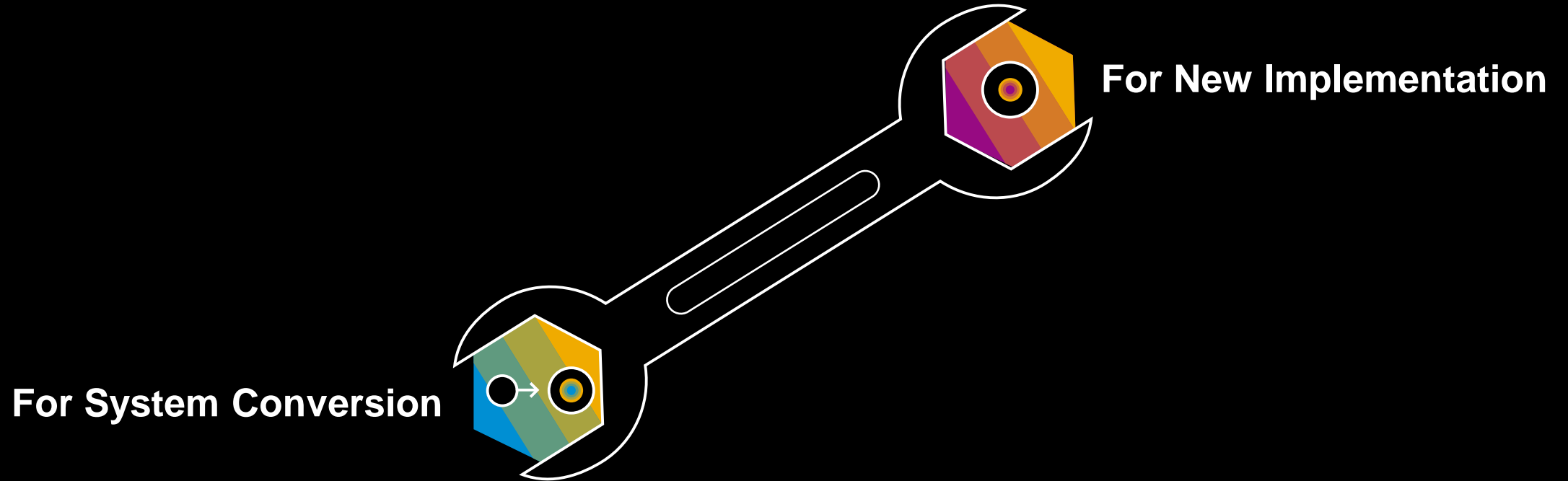
Methodology and best practices



SAP's smart delivery platform to manage implementations end-to-end with **Focused Build**

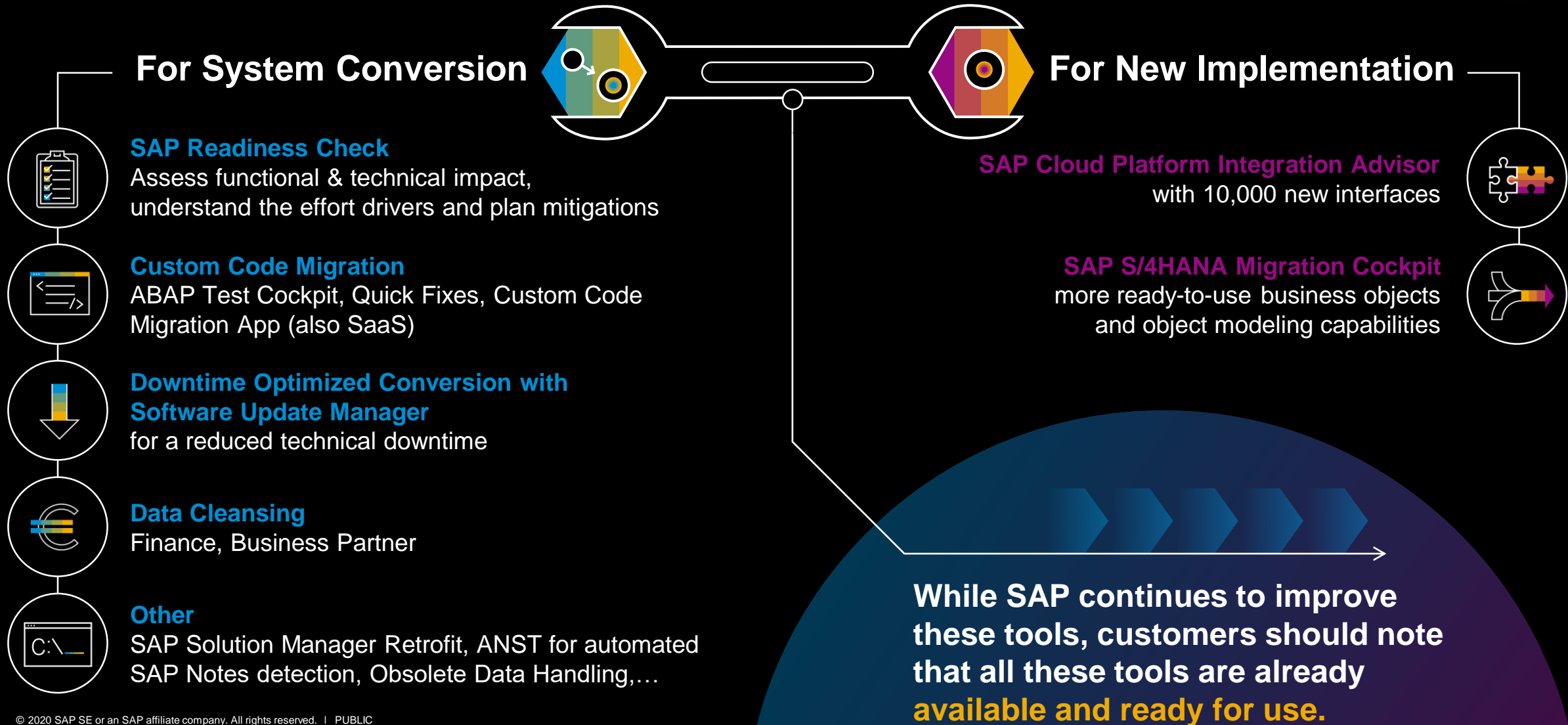
# SAP Tools

Companions for your SAP S/4HANA journey – tools from SAP



# SAP Tools

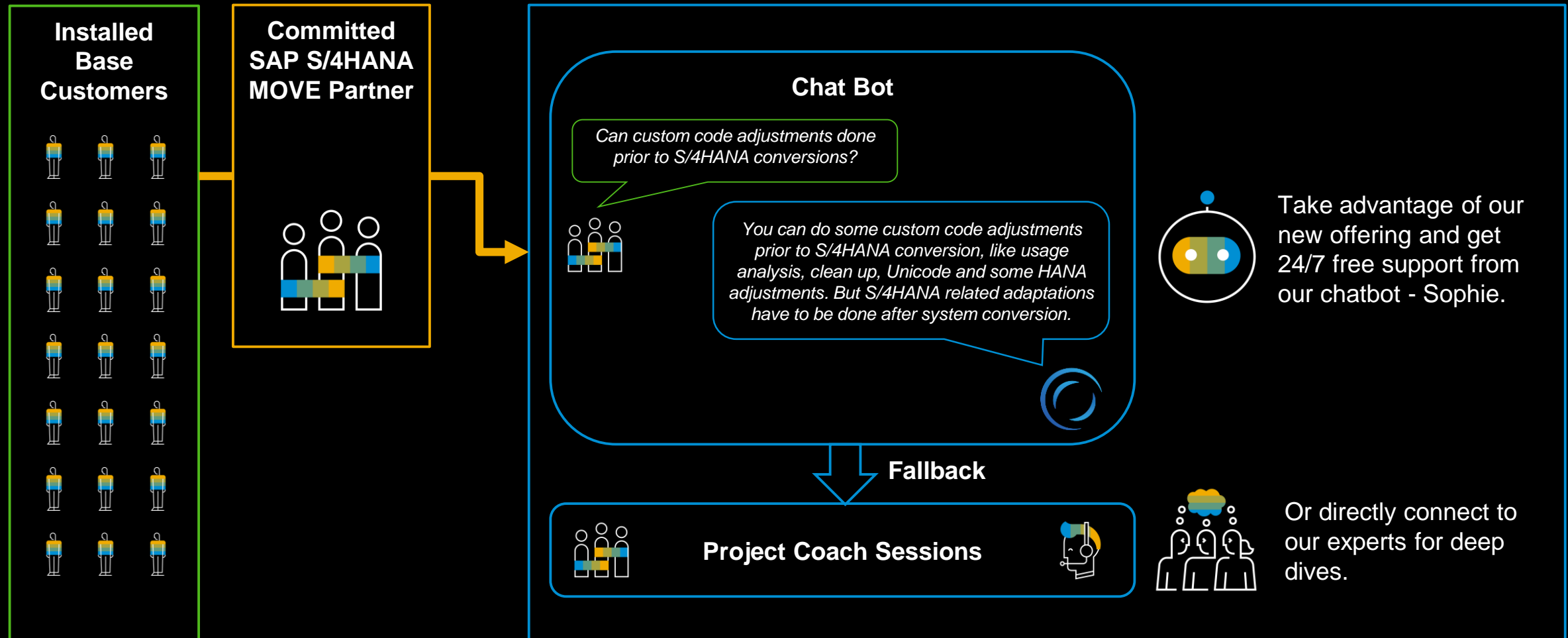
Companions for your SAP S/4HANA journey – tools from SAP





# SAP Project Coach

Immediate help for your SAP S/4HANA Project



# Assets & Services



## SAP Value Assurance

Provides systematic approach to accelerating digital transformation with minimal risk

Includes tailorable services packages with long-term, highly accountable, and flexible solutions designed to simplify each phase of the deployment of SAP S/4HANA



## SAP Model Company

Provides preconfigured, ready-to-use and end-to-end reference solutions for different industries or line of business

Simplification and acceleration of the preparation, exploration, realization, and deployment phases of migration to SAP S/4HANA.



## General Business Solution Packages

Integrated solutions leveraging SAP market leading software and innovations, together with a SAP partner's intellectual property

Available for System Conversions and New Implementations



## Partner Conversion Factories

Help to repeatedly deliver successful system conversions to SAP S/4HANA in high quality

Focuses on an affordable, efficient and scalable partner delivery model, giving the customer a predictable outcome

Commercially offered as a standardized fixed price/fixed scope offering on a country level

# SAP S/4HANA Movement - Enablement offerings



## 10 Steps to SAP S/4HANA

System Conversion hands on experience

S/4HANA experts explain step-by-step how to convert an SAP ERP system to SAP S/4HANA in 10 two-hour virtual classroom sessions distributed over a one-month period.

## 5 Steps to SAP Fiori for S/4HANA

Hands on experience on Fiori Configuration

Within 5 live virtual sessions you understand how to unlock the full potential of the next-generation business suite by deploying existing FIORI applications.

### Resources profile

Basis  
consultant

ABAP  
Developer

Finance  
consultant

Logistic  
consultant

Tech/Basis

Developer

Application  
consultant (optional)



Coached end-to-end conversion process to SAP S/4HANA and deployment of Fiori applications  
Based on latest officially available software releases

# SAP S/4HANA Learning Journeys

Increase your SAP knowledge before, during and after projects



## Learning Journeys

Interactive visual guides illustrating recommended learning paths



### openSAP



Massive Open Online Courses (MOOCs) providing a solid understanding of SAP's latest innovations.

Discuss with peers and experts – Gamification – Hands-on

### SAP Learning Hub & SAP Live Access



SAP's Digital Learning Core – a learning platform providing the full breadth and depth to gain and maintain professional SAP skills in a blended format

Self-paced content – Expert-led live sessions and collaboration – Hands-on in live systems

### ILT / SAP Live Class



Instructor-led training events (public / customer specific and physical / virtual)

### SAP Global Certification



Expertise and experience validation

### SAP Help Portal



SAP product documentation – Detailed guides – Feature scope descriptions – What's new information

## SAP Education Consulting Services and Delivery



Learning needs analysis – Training strategy – Custom training content

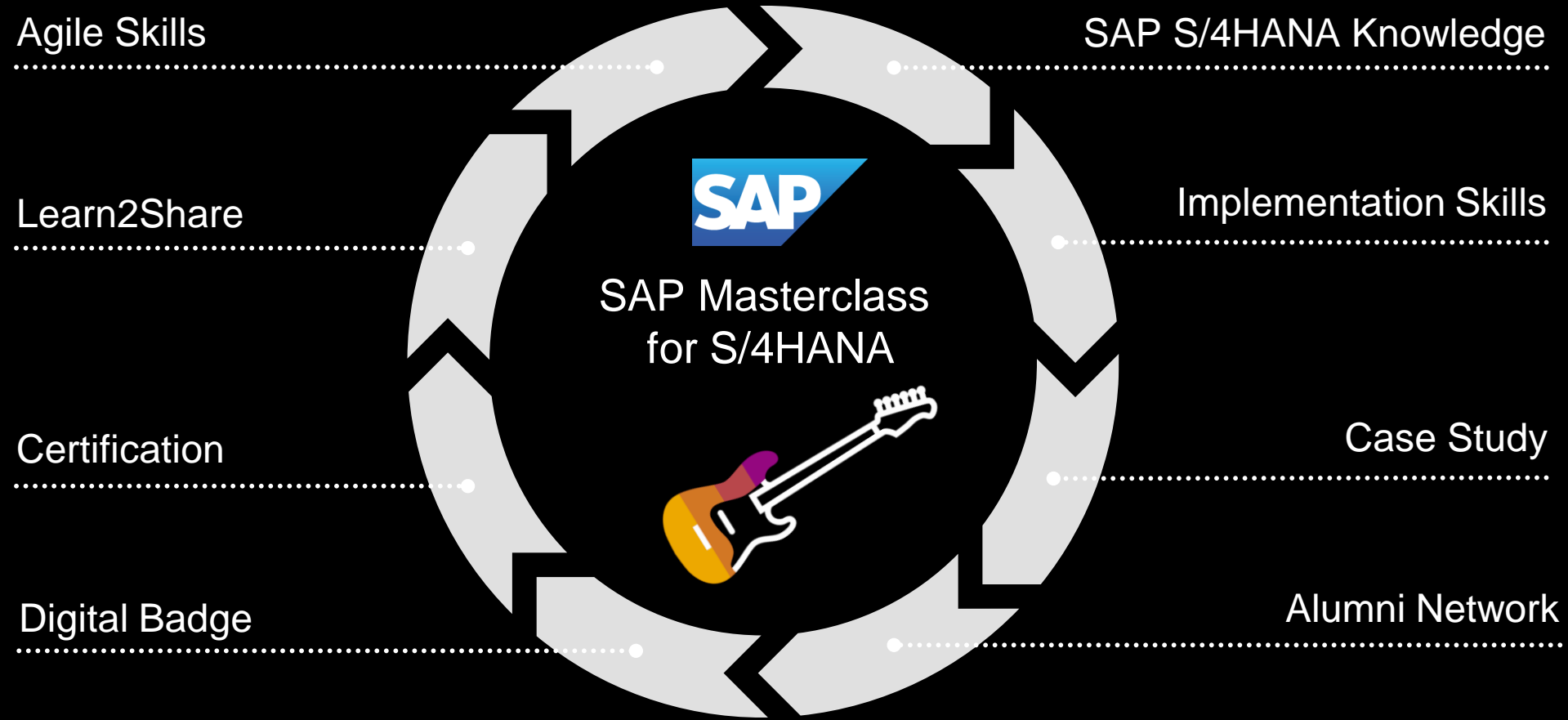
Instructor-led learning

Self-paced / blended learning

SAP Education cons. services



# SAP S/4HANA Movement - SAP Masterclass for SAP S/4HANA



# SAP S/4HANA Movement - SAP Masterclass for SAP S/4HANA



incl. 9-month flat rate  
SAP Learning Hub

Overall Term: 4 months

| Application   | Kick-Off   | Study Phase 1   | Content Phase 1   | Study Phase 2   | Content Phase 2  | Study Phase 3   | Final Content Phase  | Study Phase 4  | Closing Event  |
|---|--|---|---|---|--|---|--|--|--|
| <ul style="list-style-type: none"> <li>Limited Participation</li> <li>Application with CV</li> <li>Prerequisites: BA</li> </ul> | <ul style="list-style-type: none"> <li>Welcome and Onboarding</li> <li>Introduction SAP Learning Hub + LA</li> <li>Business Basics (different groups)</li> <li>SAP S/4HANA Fundamentals</li> <li>SAP S/4HANA SIM Game</li> <li>Set up of Tasks for Self Study Phase 1</li> </ul> | <ul style="list-style-type: none"> <li>Virtual Group Work</li> <li>Prep of Presentations according to given Tasks</li> <li>Touch Point with Instructor (2 h)</li> </ul> | <ul style="list-style-type: none"> <li>Presentation of given Tasks</li> <li>Content work for chosen Track</li> <li>Feedback on Presentation</li> <li>SAP Activate</li> <li>Start of Specialization</li> <li>SAP Solution Manager</li> <li>Set up of Tasks for Self Study Phase 2</li> </ul> | <ul style="list-style-type: none"> <li>Recap Content Phase 1</li> <li>Group Work on given Tasks</li> <li>Touch Points with Instructor (0.5 d/week)</li> </ul> | <ul style="list-style-type: none"> <li>Presentation of given Tasks</li> <li>Content work for chosen Track</li> <li>Mindfulness</li> <li>Design Thinking</li> <li>Prototyping Technologies</li> <li>Project Management</li> <li>Recap of Track Content</li> </ul> | <ul style="list-style-type: none"> <li>Recap of Content Phase 1+2</li> <li>Prep for Certification</li> <li>Touch Point with Instructor (0.5 d)</li> </ul> | <ul style="list-style-type: none"> <li>Certification 1st Attempt</li> <li>Track specific Case Study</li> <li>Certification 2nd Attempt (if required)</li> <li>Integrated Case Study</li> <li>Set up of Tasks for Final Presentation</li> </ul> | <ul style="list-style-type: none"> <li>Group Work Presentation</li> <li>Instructor Touchpoint (0.5 d)</li> </ul> | <ul style="list-style-type: none"> <li>Final Presentation</li> <li>Final Ceremony</li> </ul> |
|   | Berlin   | Learn2Share   | WDF   | Learn2Share   | WDF  | Learn2Share   | WDF  | Learn2Share  | Berlin   |
|   | 3 d  | 7 d   | 15 d  | 25 d  | 15 d   | 5 d   | 5 d  | 8 d  | 2 d  |

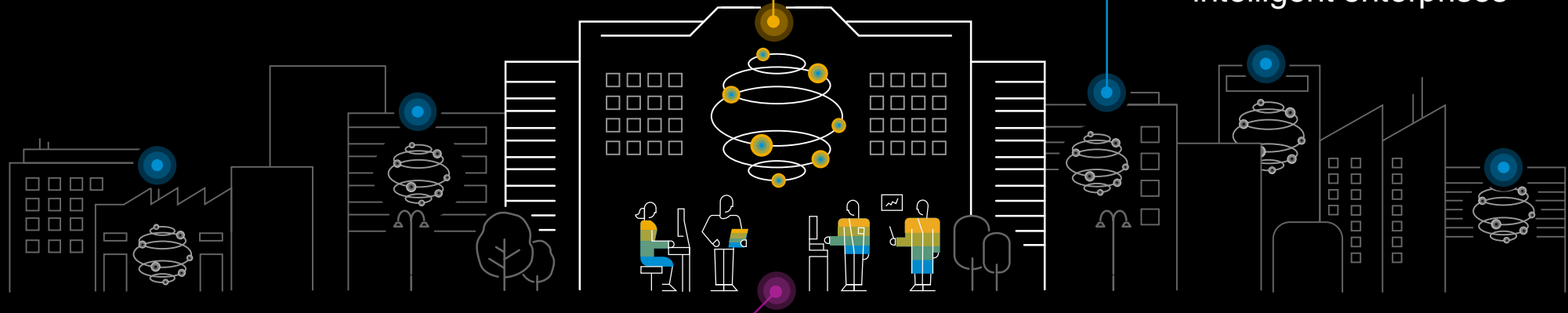
# Let's MOVE together

## Intelligent Enterprise starts at the Core

Product capabilities ready for mass adoption and follows industry specific roadmaps

## No ERP customer is left behind!!

We need to support our customers accelerating the adoption of SAP S/4HANA and with this, becoming intelligent enterprises



## Possible already today: From a customer perspective

Leveraging more of the newer processes and capabilities by moving to SAP S/4HANA



Main Asset:

**[sap.com/jointhemovement](https://sap.com/jointhemovement)**

Contact us via:

**[S4MOVE@sap.com](mailto:S4MOVE@sap.com)**

**Thank you.**



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