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

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

Q2 2020
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SAP S/4HANA MOVEMENT PROGRAM
A standardized approach to move to SAP S/4HANA

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

1. Align on Vision & Strategy
   Align on business and IT strategy and get buy-in across the organization

2. Build the Case
   Build the case for change and identify key initiatives with expected outcome

3. Plan the Path Forward
   Create transformation roadmap and define deployment plan

4. Deliver Business Value
   Deliver quick adoption & time-to-value and drive continuous innovation & optimization

Your Vision-to-Value Journey

Intelligent Enterprise

Enterprise Transformation
End-to-end business transformation

Extended Enterprise Core
New enterprise core and selective business innovations

New Enterprise Core
New core with similar scope
S/4 HANA Movement – Engagement Model

Prepare project

Start project

Build the case

Engagement Models

SAP S/4HANA Adoption Starter Engagement

SAP S/4HANA Value Discovery Engagement

Business Scenario Recommendations

SAP Transformation Navigator

SAP S/4HANA Readiness Check

Small / Midsized Business
Large Customers
Strategic Customers
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SAP S/4HANA Adoption Starter Engagement

**Why?**
- SAP S/4HANA innovation scenarios
- Value drivers
- Improvement potential identified

**Value**

**Solutions**
- Cloud affinity + target architecture sketched
- Product map incl. potential license implication
- Initial TCO and effort estimation

**How?**
- Technical preparation activities identified
- Preferred transformation approach
- High-level project plan

**Road map**

SAP S/4HANA
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SAP S/4HANA Adoption Starter Engagement - Exploration Journey

**Why?**

SAP Business Scenario Recommendations
Understand your current business process performance, identify currently used capabilities with SAP S/4HANA process enhancements + additional SAP S/4HANA capabilities to be considered

**What?**

Scoping the Digital Core
Current landscape and basic target architecture + instance consolidation candidate check

**Conversion vs. Greenfield**
SAP S/4HANA transition approach trade-off evaluation

**Start Point / Migration Path**
Major product and instance transition sequencing

**How?**

SAP Transformation Navigator
All current products mapped to the up-to-date SAP portfolio viewed from BOM, value-driver, and transition-type perspective

Effort Estimate
Establish first rough effort estimate based on TCO Framework for the SAP S/4HANA transition

SAP Readiness Check
10 technical areas checked (e.g. modifications, simplification items, HANA sizing)
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SAP S/4HANA Adoption Starter Engagement - Exploration Journey

<table>
<thead>
<tr>
<th>Preparation</th>
<th>Analysis / Discovery</th>
<th>Alignment (Customer)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Info Session &amp; Registration</td>
<td>6 Weeks</td>
<td>3-4 Weeks</td>
</tr>
<tr>
<td>Prework (BSR ready, Plug-Ins, S-Users, role identification, and data collection)</td>
<td></td>
<td></td>
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<tr>
<td>Kick-Off Meeting</td>
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</tr>
</tbody>
</table>

1. Scoping the Digital Core
2. Business Scenario Recommendations
3. SAP Transformation Navigator

4. Effort Estimate

5. SAP Readiness Check
7. Start Point / Migration Path

End of analysis
Synthesis workshop
Availability of plan 1.0

1:1 Interaction Between SAP and Customer
1:n Interaction Between SAP and Customer
Customer-Only and On-Demand Support from SAP

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SAP S/4HANA Adoption Starter Engagement - Exploration Journey

What?

1. Scoping the Digital Core
2. SAP Business Scenario Recommendations

Why?

3. SAP Transformation Navigator
4. Effort Estimate
5. SAP Readiness Check
7. Start Point / Migration Path

How?
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?
Why = Innovation case + Efficiency case

Technical evaluation – What?
What: Target Products → Target Instances

Transformation evaluation – How?
How: Approach + Sequencing → Project plan
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

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

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

### 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 trough SAP S/4HANA

#### Business Evaluation – Why?

### SAP S/4HANA BUSINESS SCENARIO

<table>
<thead>
<tr>
<th>Financial Accounting</th>
<th>Your Current Usage Intensity</th>
<th>Based on Usage of Transactions</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>★★★</td>
<td>256</td>
</tr>
<tr>
<td>Sales Order Management and Processing</td>
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<td>Delivery Management</td>
<td>★★★</td>
<td>28</td>
</tr>
<tr>
<td>Sales Billing</td>
<td>★★★</td>
<td>26</td>
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</tbody>
</table>

**Real-Time Reporting and Monitoring**

<table>
<thead>
<tr>
<th>Your Usage Intensity</th>
<th>Industry Popularity</th>
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</thead>
<tbody>
<tr>
<td>★★★</td>
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</table>

**Financial Accounting**

- **Business Scenario Description**
  - 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 high-granularity operational data.

- **Value Drivers**
  - Reduce GL & Financial closing costs
  - Support fast, peer-to-peer intercompany reconciliation, single source of truth and automating closing tasks.
  - Reduce audit costs
  - Enable standardization and automation within audit management processes.
  - Reduce days to close annual basis
  - Support fast, peer-to-peer intercompany reconciliation, automating closing tasks, and increasing user efficiency.

- **What’s new in SAP S/4HANA**
  - Universal ledger
    - SAP S/4HANA provides a single, universal ledger that simplifies all accounting processes.
  - Simplified and streamlined processes and purchase order accounts
    - Massively enhanced efficiency by removing redundant steps and streamlining integration.
    - New with SAP S/4HANA 1909: Purchase order accounts are now available.
  - Built-in innovations
    - Built-in innovations such as SAP CoPilot and machine learning apps further increase the value of immense value by providing real-time human capital to focus on producing real business insight rather than more data manipulation.
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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**

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**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 trough SAP S/4HANA

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### Cash Management

**Business Scenario Description**

Monitor basic cash flows in real-time to manage and maintain sufficient liquidity. Cash management also involves managing cash and liquidity centrally.

**Value Drivers**

- Reduce treasury and cash management costs
- Automate cash management processes to reduce demand for cash and banking costs
- Increase cash forecasting accuracy
- Enable monitoring of basic cash flows in real-time

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### SAP S/4HANA BUSINESS SCENARIO

<table>
<thead>
<tr>
<th>Cash Management</th>
<th>Industry Popularity</th>
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<tbody>
<tr>
<td><img src="rating_icon.png" alt="Rating Icon" /></td>
<td>★ ★ ★</td>
</tr>
</tbody>
</table>

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

- SAP HANA business data platform and database
- The capabilities of the SAP HANA business data platform and database deliver new business insights, such as monitoring liquidity.
- Integration with a simplified data model
- The integration has been made possible with a simplified data model of 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
- 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
- Single step vs. Multi step
- Sequencing of product transitions
- Sequencing of instance transitions

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

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

Implication:

- Sourcing & Procurement: Mismatch between Need for Differentiation / motivation to invest in Digital Transformation → Clarification needed
- Only 2 functional areas require OnPremise due to need for differentiation. Discuss possible scenarios, e.g. Functional split
- Supply Chain may be split between S/4HANA for gATP and PP/DS and Integrated Business Planning for DP and SNP
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
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

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

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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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?

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Transformation Evaluation – How?

Approach & Sequencing of Project Plans
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Tools

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

Preferred Transformation Approach identified!

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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

<table>
<thead>
<tr>
<th>Transformation Evaluation – How?</th>
</tr>
</thead>
<tbody>
<tr>
<td>As answer to questions, position green marker in the fitting column (1-5)</td>
</tr>
<tr>
<td>1</td>
</tr>
<tr>
<td>Can you move to SAP S/4HANA in a one-step procedure?</td>
</tr>
<tr>
<td>Do your current business processes support long-term strategy of the company?</td>
</tr>
<tr>
<td>Can you adopt the Best Practices to modernize Core Business Process? Or are you planning to take over existing custom applications?</td>
</tr>
<tr>
<td>Is Landscape consolidation a key value driver for SAP S/4HANA adoption?</td>
</tr>
<tr>
<td>Do you require previous transactional data to be available in SAP S/4HANA?</td>
</tr>
<tr>
<td>Technical/IT funded project or Business funded project</td>
</tr>
<tr>
<td>Number of interfaces to other systems (Non-SAP and SAP) Total interface complexity</td>
</tr>
<tr>
<td>Can your company sustain a multiyear innovation plan with incremental innovations</td>
</tr>
</tbody>
</table>
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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!

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
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

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

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!

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!

Tools
Expert Advice and Guidance

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!
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 the Adoption Starter Engagement to move to SAP S/4HANA.

Adoption starter | What customers say

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

Alexander Peters, Vice President, Otto Group IT
Anoja Basnayake, Director of IT, A. Baur & Co. (Pvt.) Ltd. (Sri Lanka): “Structured expert guidance from SAP S/4HANA Adoption Starter Engagement helped us build a foundation for migrating to SAP S/4HANA. With the right tools and metrics, we created the right plan for our company’s unique migration needs.”

Suresh Kutam, Associate Project Controller SAP; Prestige Estates Projects Limited (India): “Structure and expert guidance from SAP S/4HANA Adoption Starter Engagement enabled us to build the foundation for our planned migration to SAP S/4HANA. We gained insight into our business value and priorities, as well as an overall technical evaluation.”

Michael Wulf, Information Technology, PHOENIX CONTACT GmbH & Co. KG (Germany): “Transformation planning was standardized and done in record time! We have achieved transparency and added value with SAP S/4HANA Adoption Starter Engagement.”

Alexander Peters, Vice President, Otto Group IT (Germany): “Using SAP S/4HANA 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.”

otto group

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SAP S/4HANA Adoption Starter Engagement - References
### Adoption starter | Elements

<table>
<thead>
<tr>
<th>Virtual classroom enablement with up to 10 customers</th>
<th>7 modules answering why, what, and how to transition to SAP S/4HANA</th>
<th>SAP strategic tools such as SAP Business Scenario Recommendations, SAP Transformation Navigator, and SAP Readiness Check are an integral part.</th>
</tr>
</thead>
<tbody>
<tr>
<td>New simplified approach focusing on SAP S/4HANA innovation scenarios</td>
<td>Customers benefit from a more focused version of the program with approx. 20 to 25 person-days of effort required</td>
<td>The duration from kickoff to end of analysis is 6 weeks and results in a draft transformation road map.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Free of charge with a valid SAP maintenance contract</td>
</tr>
</tbody>
</table>

Join the SAP S/4HANA Movement program today

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

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With clear steps, prescriptive guidance, and expert enablement, you can feel confident that you have the right planning foundation from the Adoption Starter Engagement to move to SAP S/4HANA.
Where to find information | Assets

- **SAP S/4HANA Adoption Starter Engagement Landing Page** (link to all information – always up to date)
- **Weekly instructor lead Info** – Sessions (direct link) / On Demand Info – Sessions (direct link)
- **Class registration** – Sessions (link)

**Other assets**
- Adoption Starter @ Glance - 7 minutes recorded session (link)
- SAP S/4HANA Adoption Starter @ a Glance - slide deck (link)
- SAP S/4HANA Adoption Starter Introduction - slide deck (link)
- SAP S/4HANA Adoption Starter - Result Document (link)
Let’s MOVE together

Intelligent Enterprise starts at the Core
Product capabilities ready for mass adoption and follows industry specific roadmaps

Possible already today:
From a customer perspective
Leveraging more of the newer processes and capabilities by moving to SAP S/4HANA

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

Main Assets:
www.sap.com/jointhemovement
www.sap.com/s4hana-starter
SAP S/4HANA Manifesto

Contact us via:
S4MOVE@sap.com
Questions!