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SAP S/4HANA Movement

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

Q2 2020

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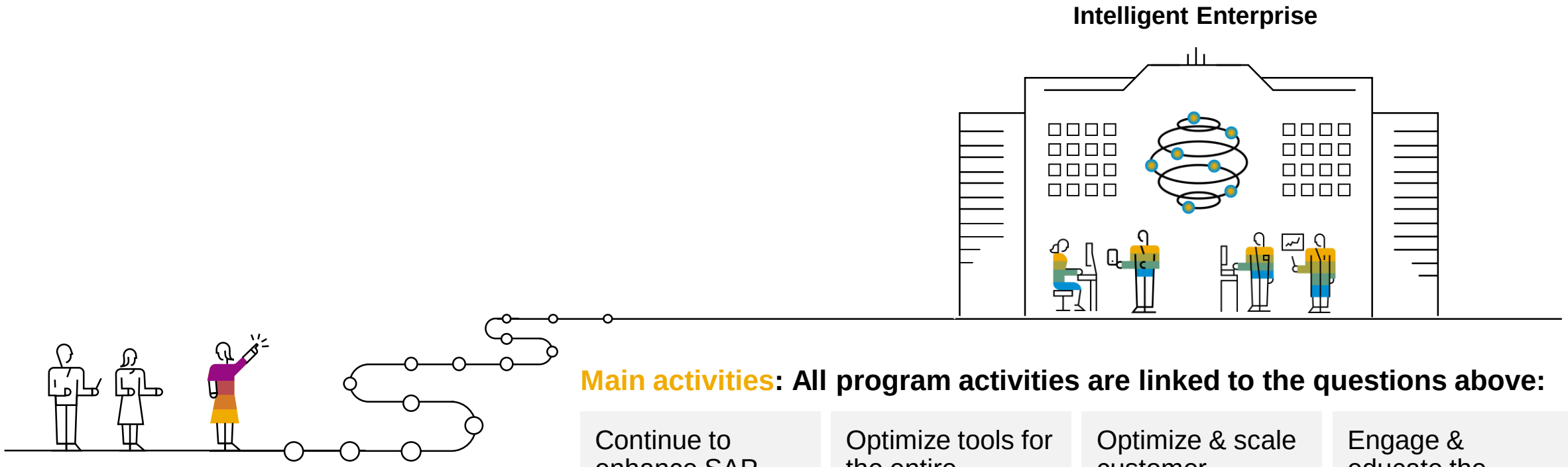
SAP S/4HANA MOVEMENT PROGRAM

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

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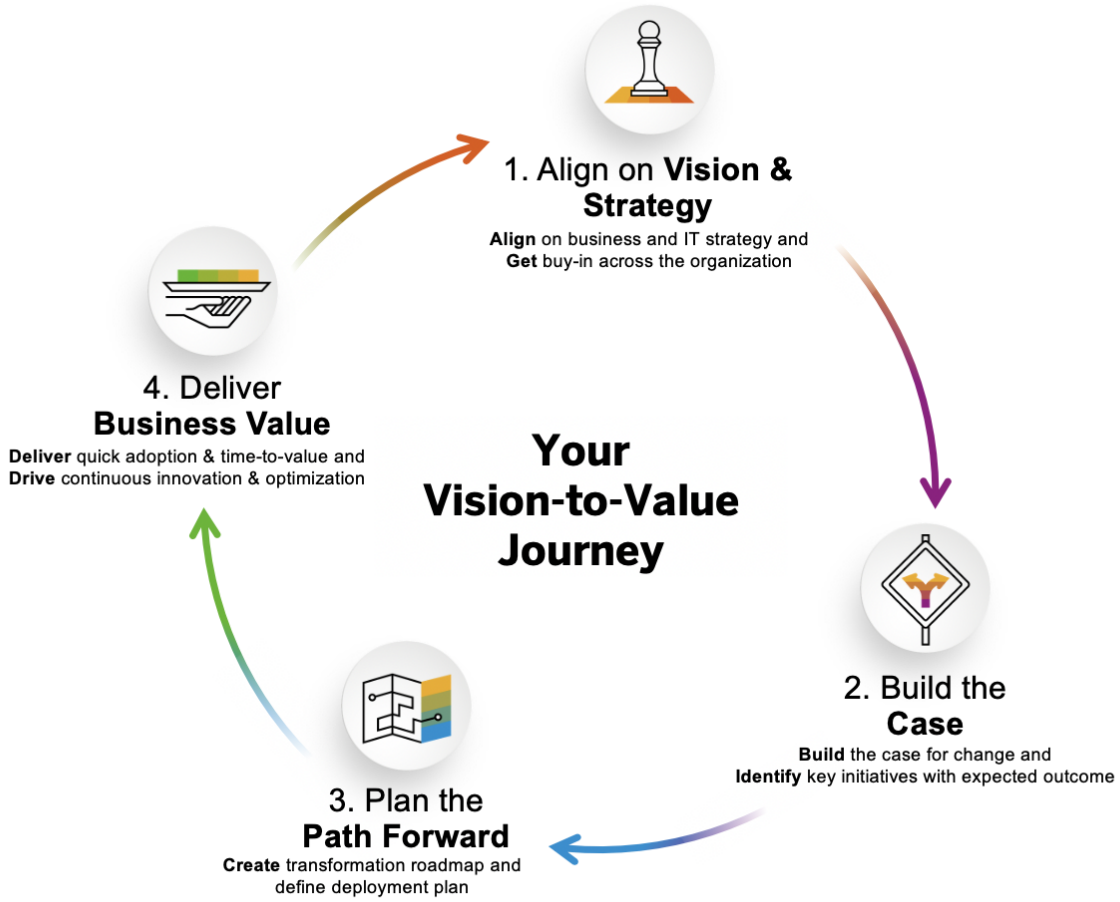
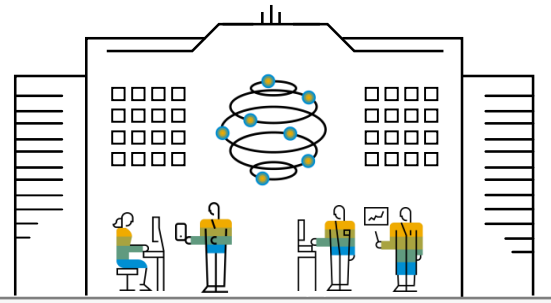
SAP S/4HANA Movement Program

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



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

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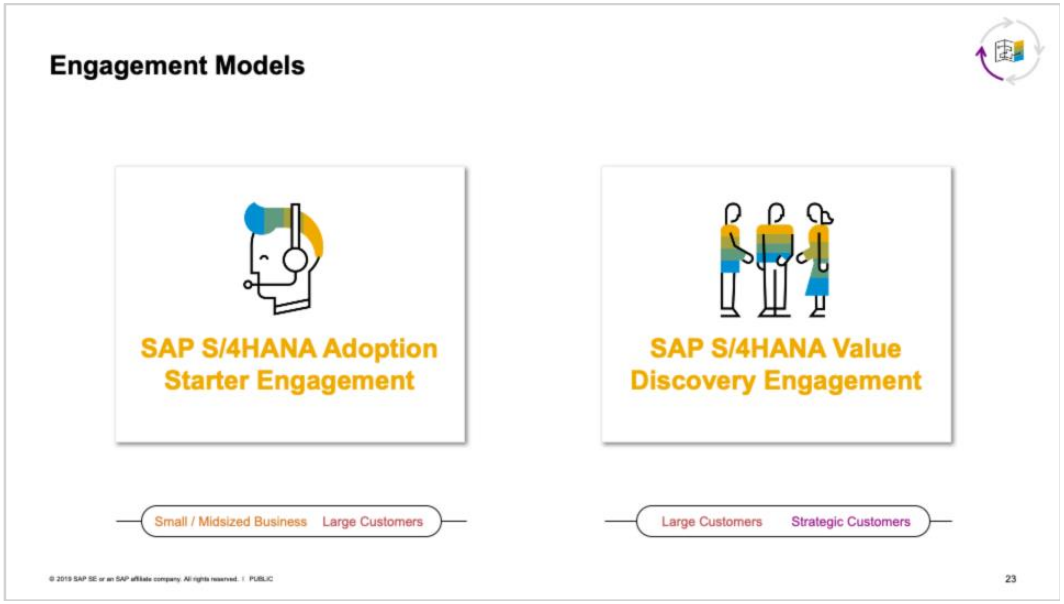
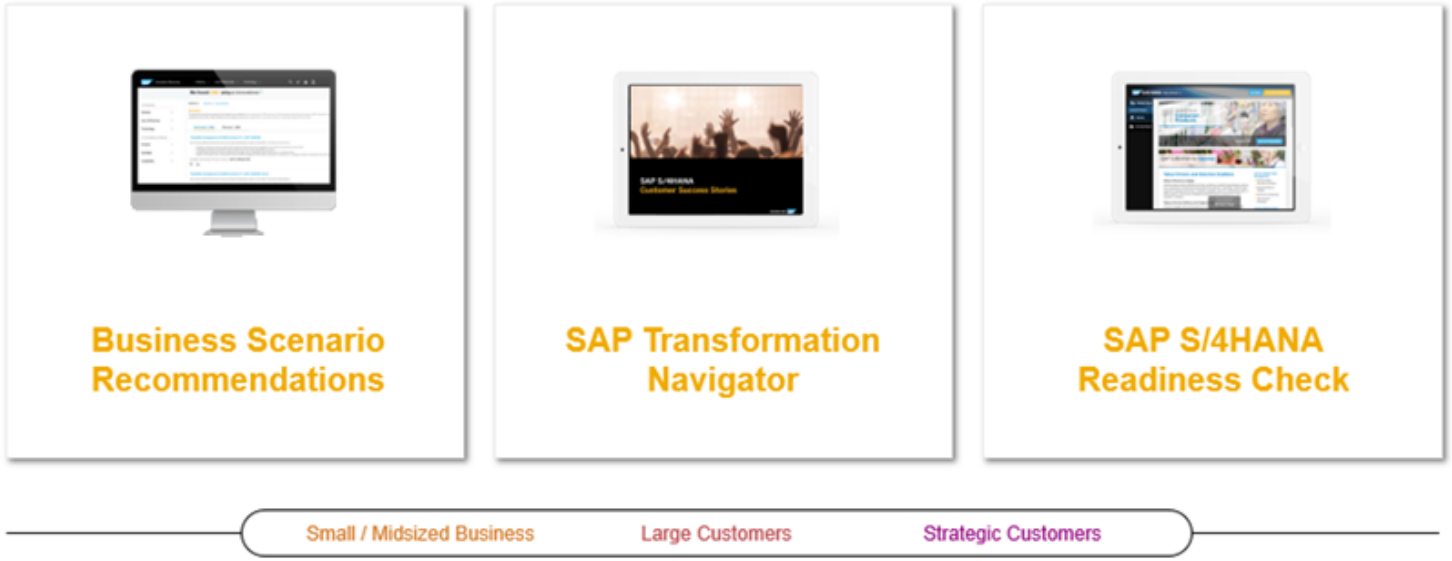
S/4 HANA Movement –Engagement Model

Prepare project

Start project

Build the **case**





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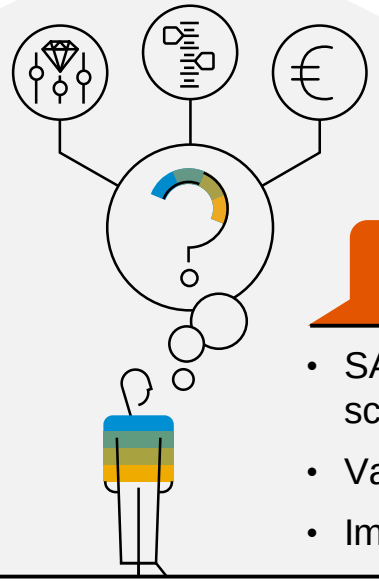
SAP S/4HANA Adoption Starter Engagement

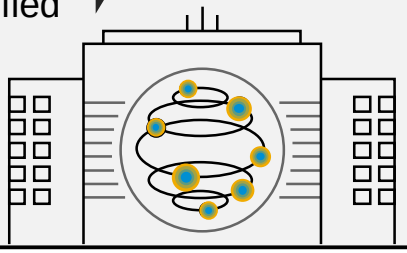


Why? Value

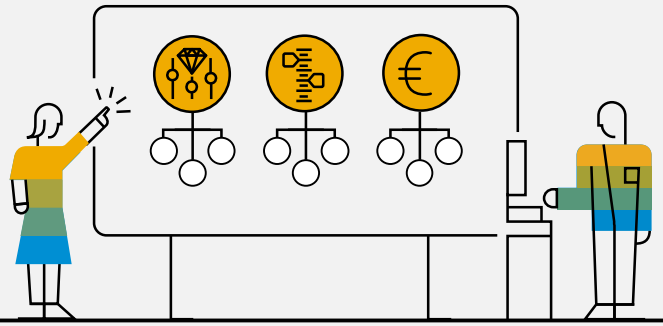
- SAP S/4HANA innovation scenarios
- Value drivers
- Improvement potential identified

How? Road map

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



SAP S/4HANA



What? Solutions

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

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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

Scoping the Digital Core

Current landscape and basic target architecture + instance consolidation candidate check

What?

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)

How?

Conversion vs. Greenfield

SAP S/4HANA transition approach trade-off evaluation

Start Point / Migration Path

Major product and instance transition sequencing

SAP S/4HANA

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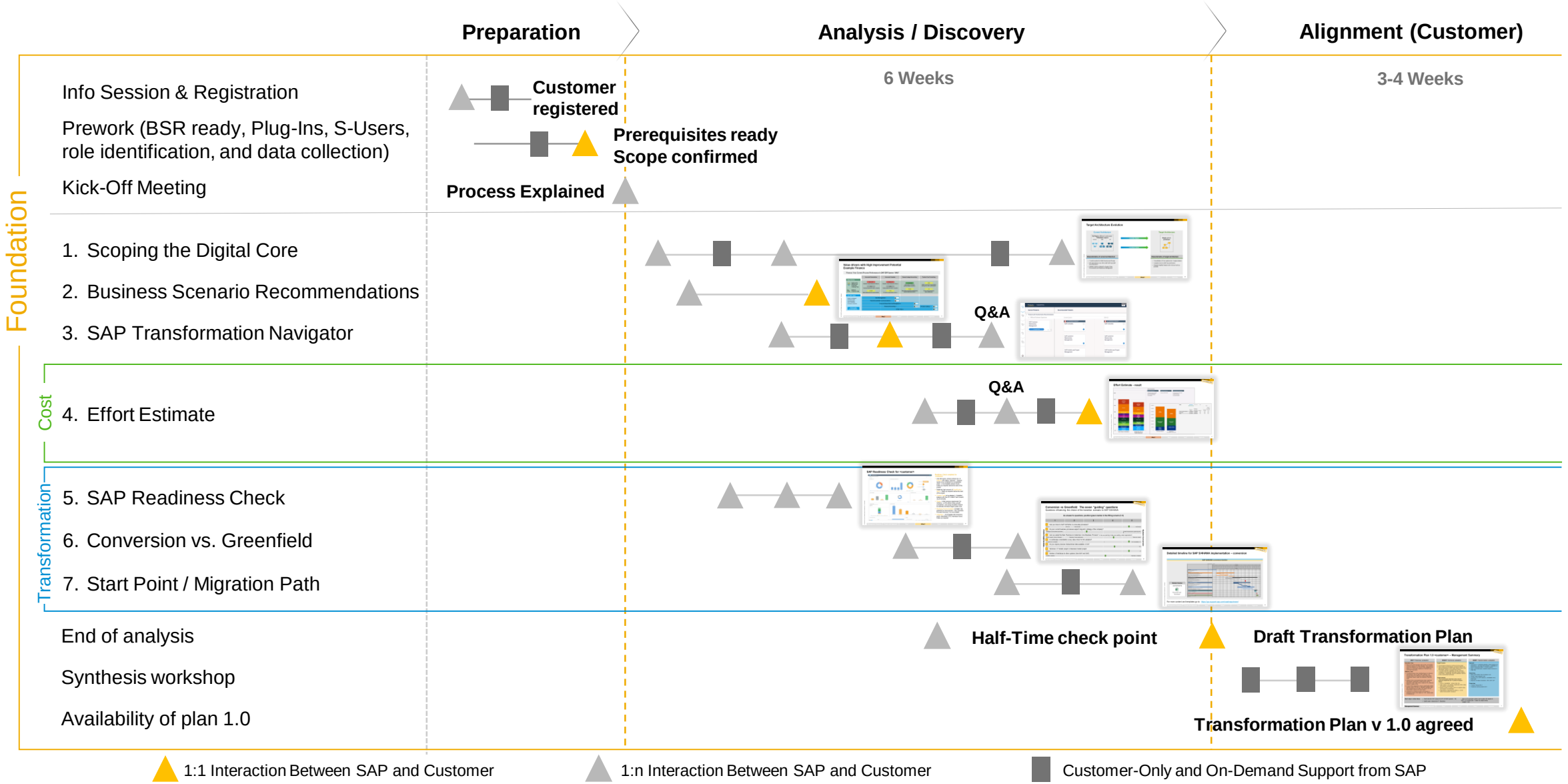
SAP S/4HANA Adoption Starter Engagement - Exploration Journey



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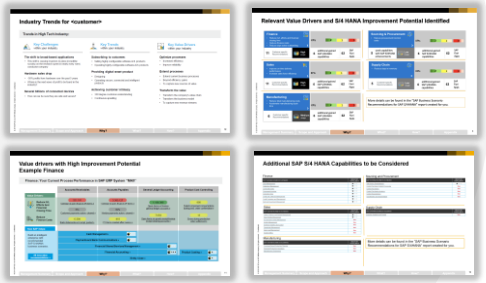
SAP S/4HANA Adoption Starter Engagement - Exploration Journey

Why?

SAP Business Scenario Recommendations



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Scoping the Digital Core

1

What?

3

SAP Transformation Navigator

4

Effort Estimate

5

SAP Readiness Check

Conversion vs. Greenfield

6

Start Point / Migration Path

7

How?

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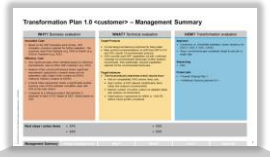
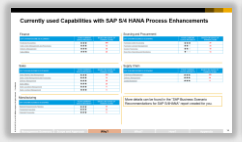
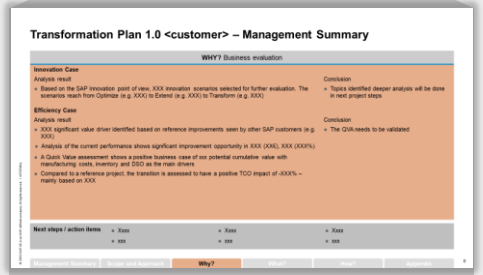
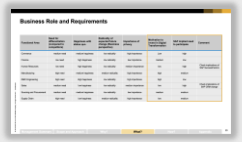
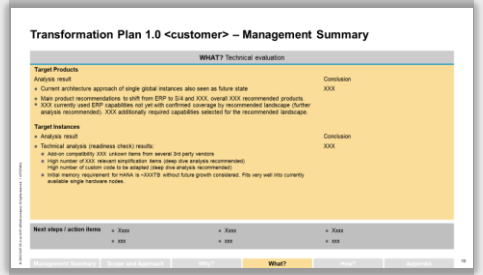
Your Transformation Plan 1.0 – Organized, Sequenced, and Action-Ready

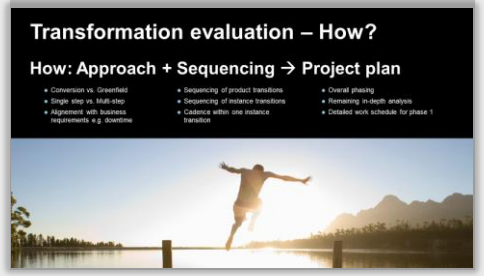


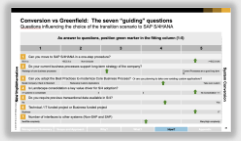


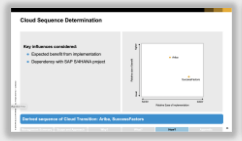


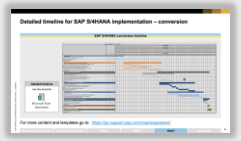


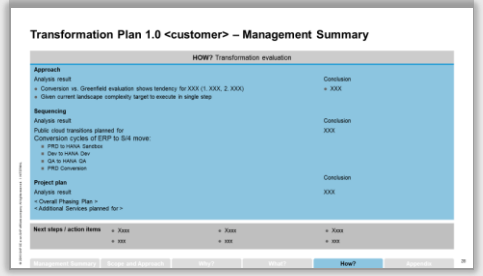












What is the result of the SAP S/4HANA Adoption Starter Engagement

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

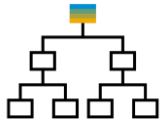
Technical & Cost Evaluation – **What?**

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

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 semi-conductor 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

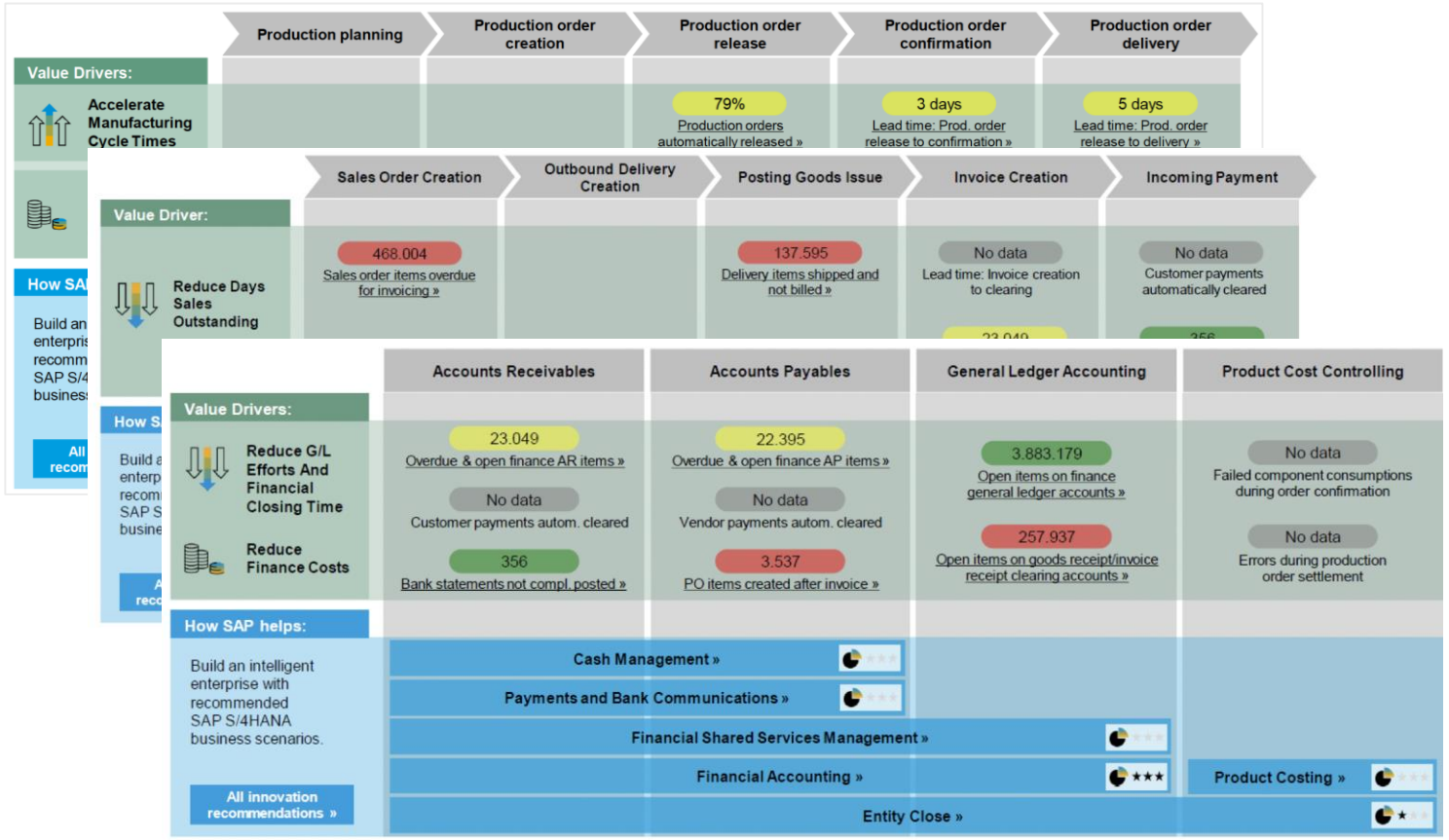
Business Evaluation – **Why?**

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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SAP S/4HANA Innovations – SAP Business Scenario Recommendations

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

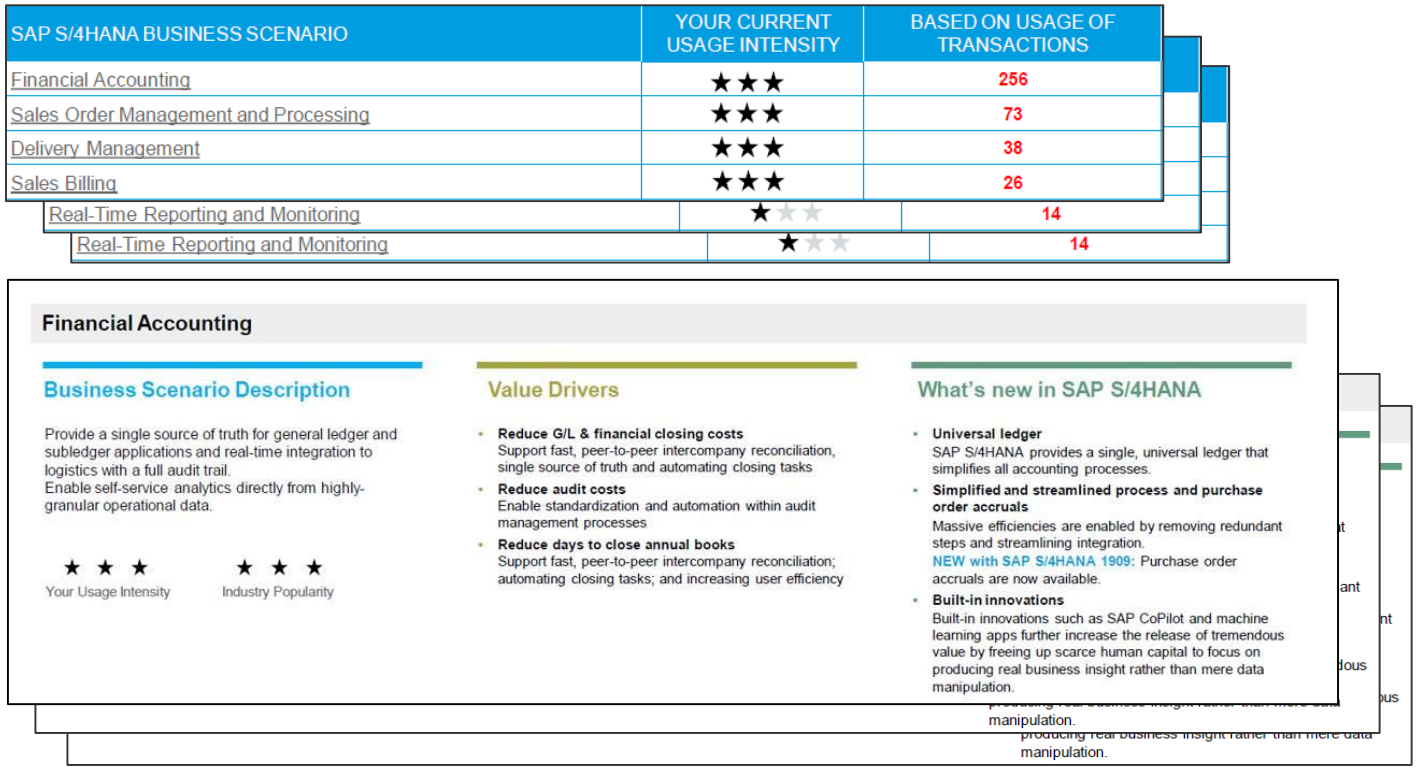
Business Evaluation – **Why?**

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 trough SAP S/4HANA



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

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SAP S/4HANA Innovations – SAP Business Scenario Recommendations

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

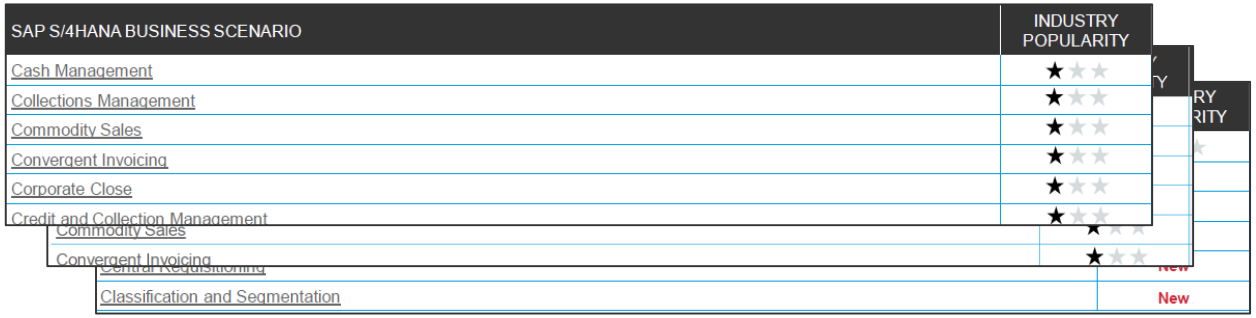
Business Evaluation – **Why?**

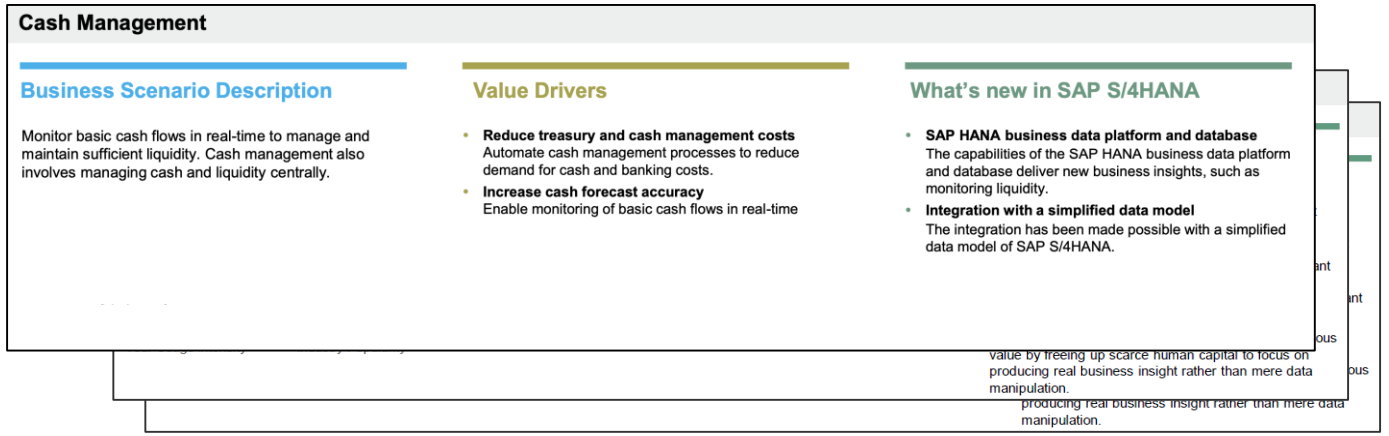
Key questions to answer:

- 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 trough SAP S/4HANA





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

Business Evaluation – **Why?**

Innovation Case & Efficiency Case

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- Future capabilities
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Technical & Cost Evaluation – **What?**

Target Products & Target Instances

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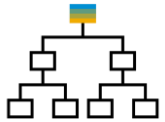

Transformation Evaluation – **How?**

Approach & Sequencing of Project Plans

- Conversion vs. Greenfield
- Single step vs. Multi step
- 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!

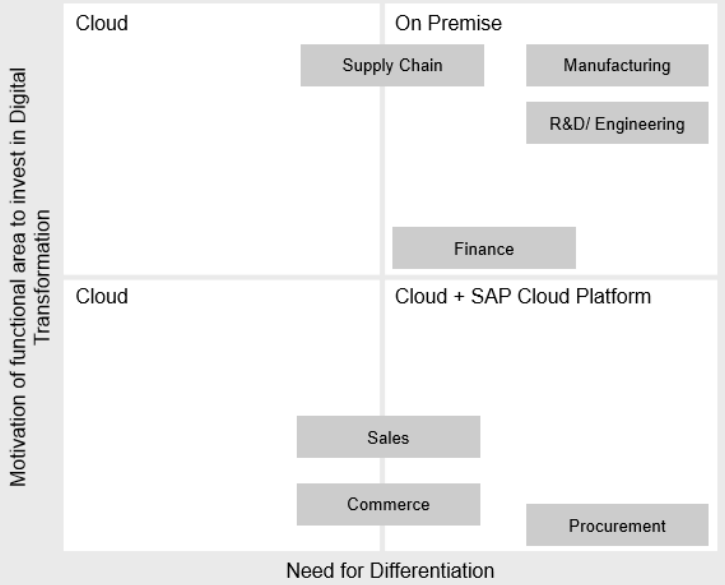
Technical Evaluation – **What?**

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



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

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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 Customer Relationship Management	SAP S/4HANA Cloud	8007082	FUE Users	Subscription	-	-
SAP Customer Relationship Management	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
SAP ERP	SAP S/4HANA					
SAP ERP	SAP S/4HANA					
SAP ERP	SAP S/4HANA					
SAP ERP	SAP S/4HANA					
SAP ERP	SAP S/4HANA					
SAP Supply Chain Management	SAP Integrated					
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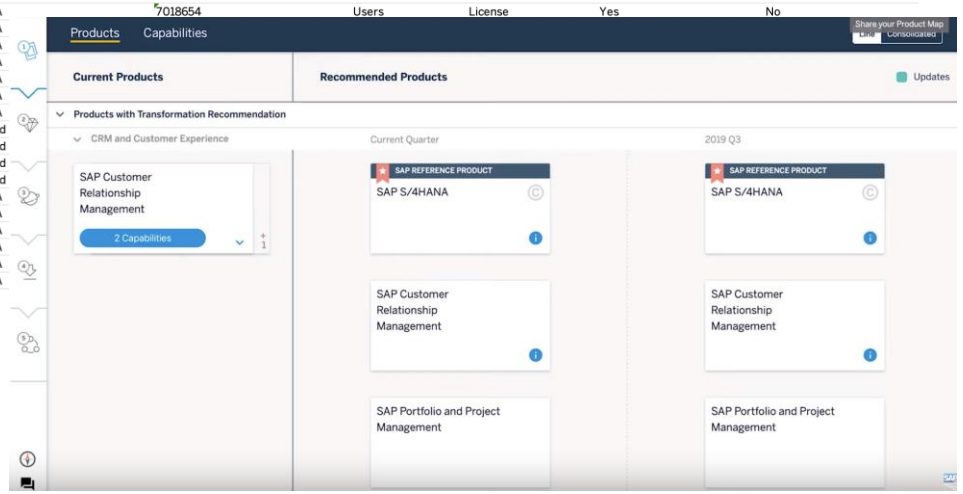

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Target Instances – Scoping the Digital Core

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

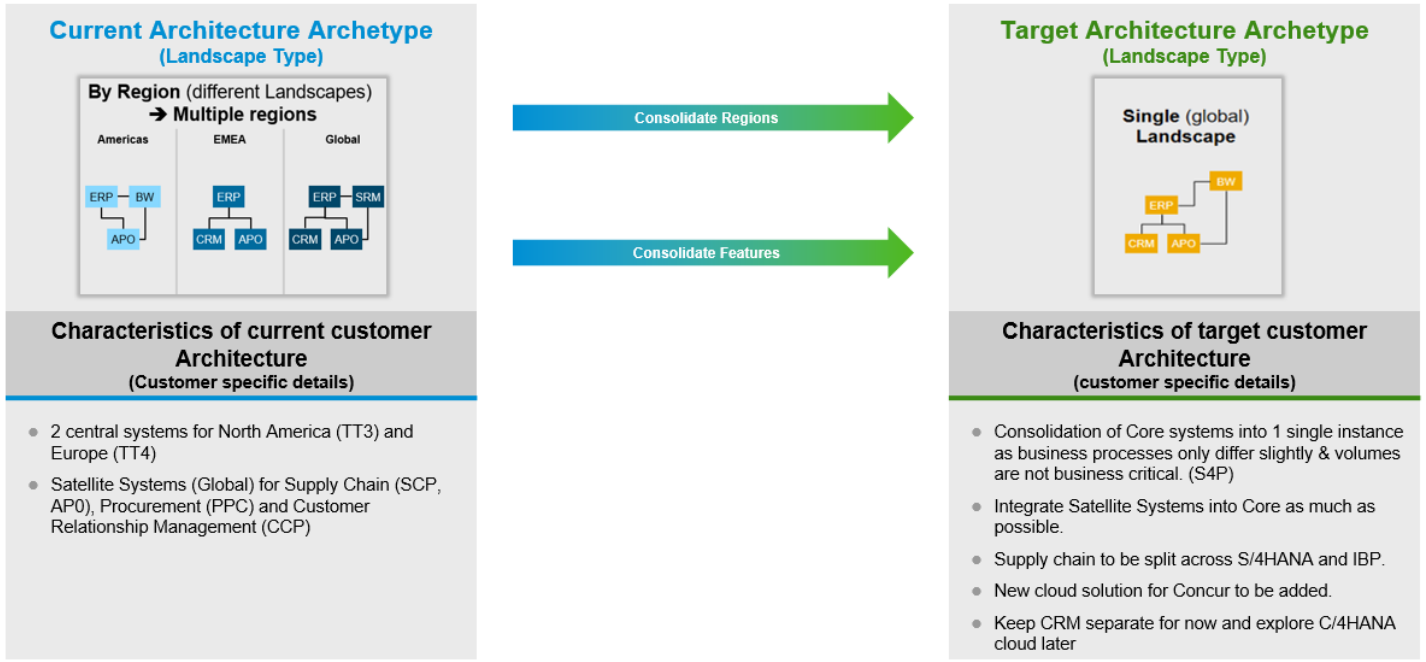
Technical Evaluation – **What?**

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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Join the SAP S/4HANA Movement

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?**

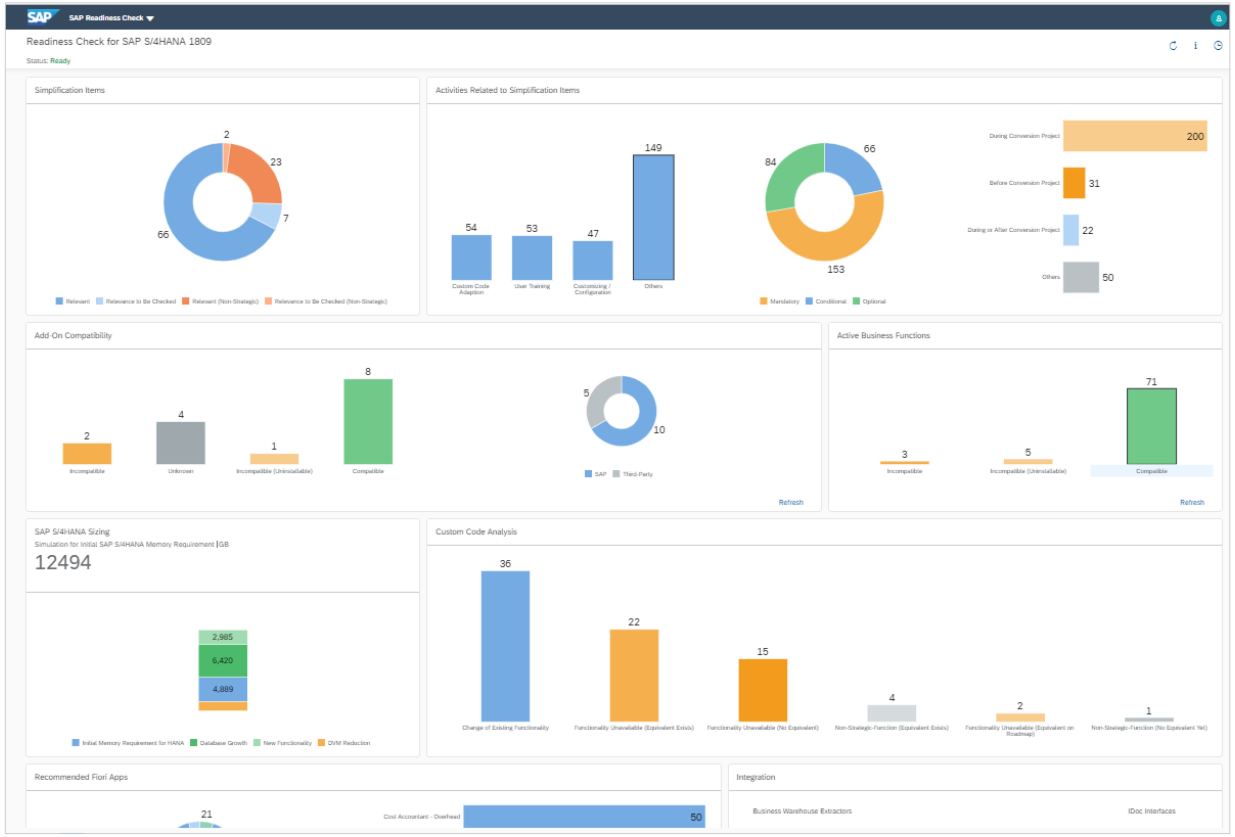
Key questions to answer:

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!

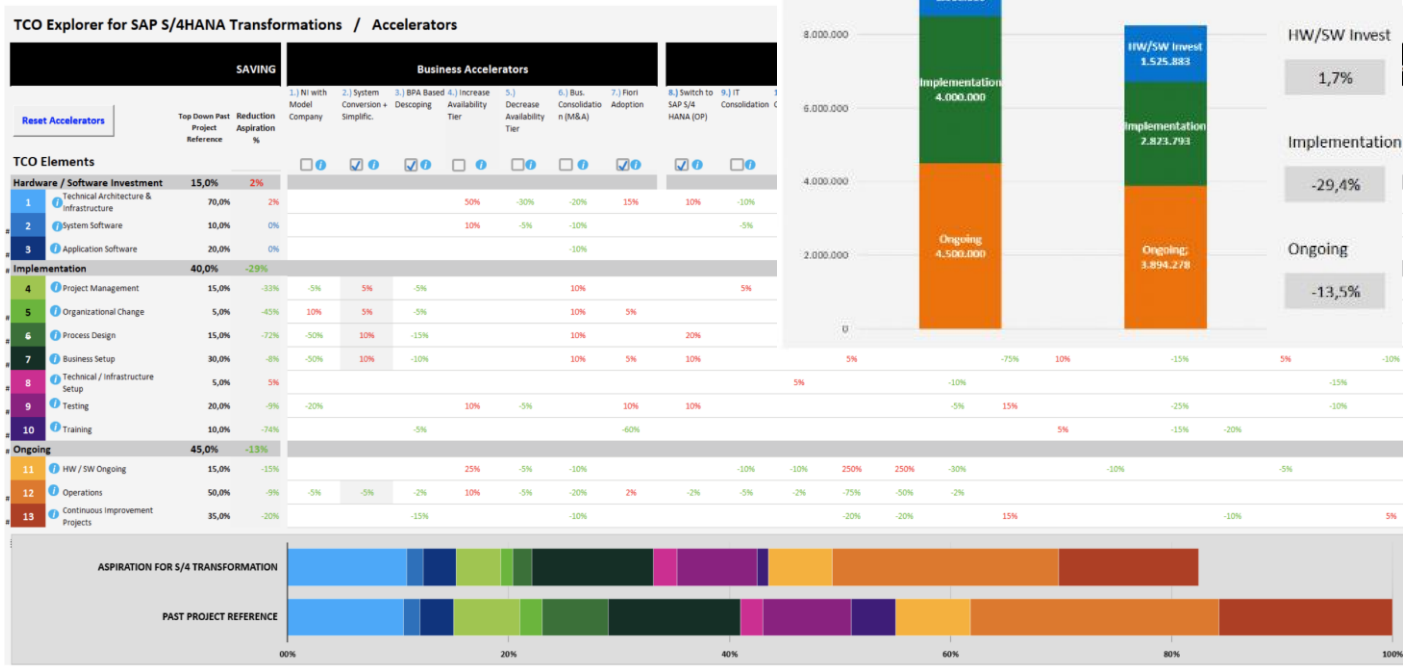
TCO Evaluation – **What?**

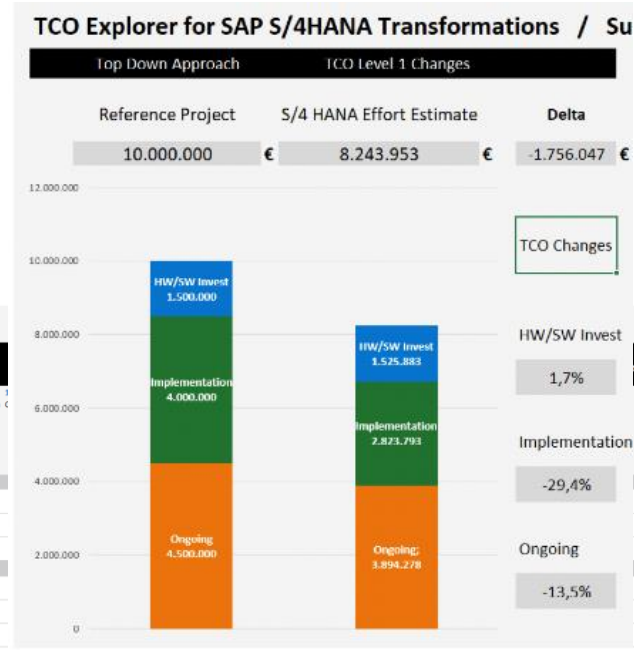
Key questions to answer:

- 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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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

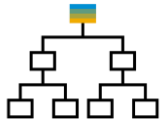
Technical & Cost Evaluation – **What?**

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

Tools

Expert Advice and Guidance

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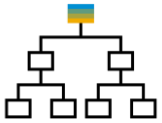
What is the result of the SAP S/4HANA Adoption Starter Engagement

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

New Implementation	As answer to questions, position green marker in the fitting column (1-5)					System Conversion
	1	2	3	4	5	
1	Can you move to SAP S/4HANA in a one-step procedure?					
	R/3 4.x	<ECC 6.x Non-Unicode			>=ECC 6.0X	
2	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	
3	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	
4	Is Landscape consolidation a key value driver for SAP S/4HANA adoption?					
	4+ systems to consolidate	3		2	No Consolidation 1:1	
5	Do you require previous transactional data to be available in SAP S/4HANA?					
	No				Yes	
6	Technical / IT funded project or Business funded project					
	Business				IT	
7	Number of interfaces to other systems (Non-SAP and SAP)					
	few/little complexity				Many/high complexity	
8	Can your company sustain a multiyear innovation plan with incremental innovations					
	No				Yes	

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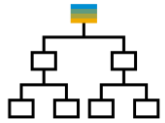
What is the result of the SAP S/4HANA Adoption Starter Engagement

Transformation Approach & Sequencing – Start Point / Migration Path

Preferred Transition Pattern identified!



Transformation Evaluation – **How?**

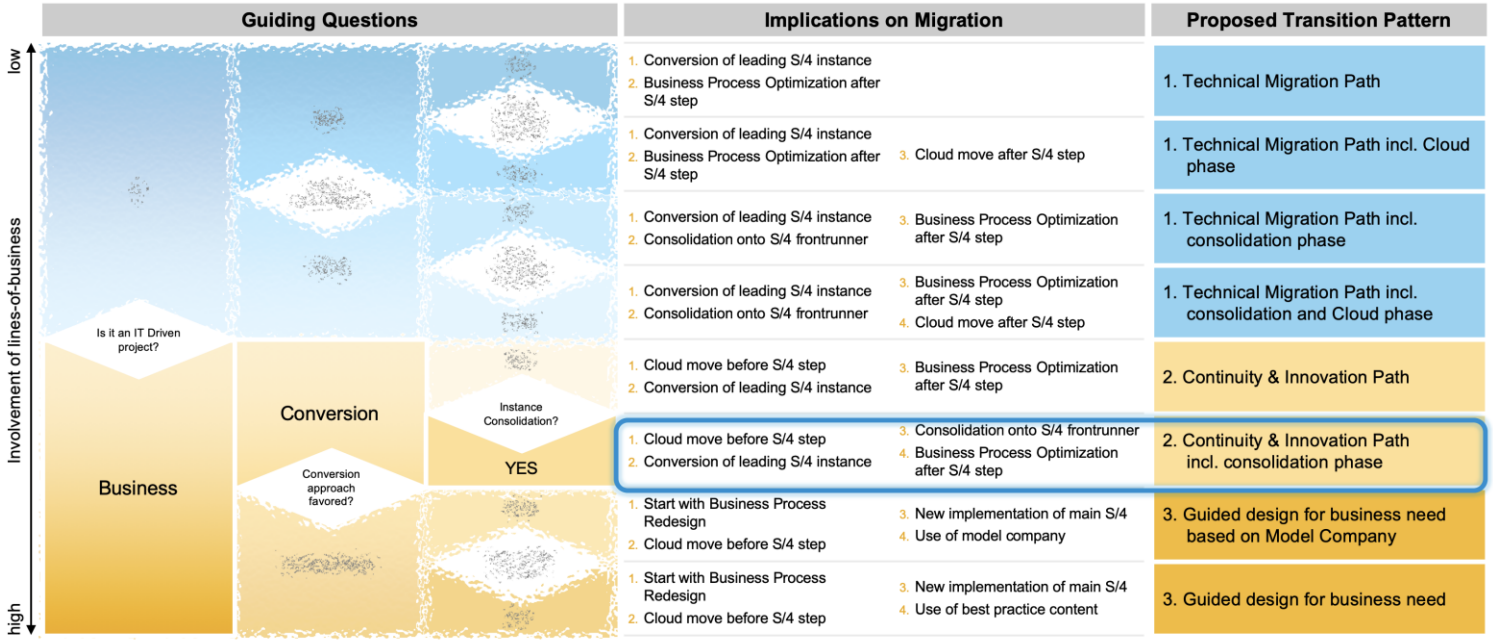
Key questions to answer:

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



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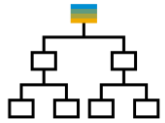
What is the result of the SAP S/4HANA Adoption Starter Engagement

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 1st Wave of Cloud Transitions (before ERP Migration)	Conversion of main systems ERP→SAP S/4HANA	System consolidation	Conduct 2nd Wave of Cloud Transitions (after SAP S/4HANA transition)	Continuous Business Process Optimization
			if needed		**if needed**	**if needed**	
Main Activities		• Customer Vendor Integration • ~~General ledger migration~~ • Foreign trade/GTS • Archiving	• Fit-to-standard • Business Configuration • Reporting/Forms/ Workflows • Interfaces • User management • Data	• Easiest System • ~~Highest value System~~ • ~~Remaining systems starting with highest value~~ [For details see conversion template]	• Easiest consolidation • ~~Highest value consolidation~~ • ~~Remaining consolidations~~	• Fit-to-standard • Business Configuration • Reporting/Forms/ Workflows • Interfaces • User management • Data	• Startpoint: Value Drivers, BPA-KPIs and baseline from Adoption Starter • Setup of regular monitoring • Improvement project (ongoing)
Key drivers of Duration		• #Archiving objects • # Simplification	• # Cloud transitions • # Interfaces	• # systems • # Simplification	• # systems to be consolidated	• # Cloud transitions • # Interfaces	• # Value Drivers • # BPA KPIs

Conversion Cycles

Cycle 1	Cycle 2	Cycle 3	Cycle 4	Cycle 5	Cycle 6
PRD to SAP S/4HANA "Sandbox"	**DEV to SAP S/4HANA DEV**	**QA to SAP S/4HANA QA**	**PRD to SAP S/4HANA "Sandbox"**	**PRD to SAP S/4HANA "Sandbox"**	**PRD Conversion**
Source / Target TT4 Copy → SBX HW	**Source / Target** D01→ D01	**Source / Target** Q01→ Q01	**Source / Target** TT4 Copy → future production S/4HANA Certified HW (SBX)	**Source / Target** TT4 Copy → future production S/4HANA Certified HW (SBX)	**Source / Target** TT4 → S4P (conversion and rename)
Steps a) Homogeneous system copy of TT4 to SBX b) Conversion of SBX to targeted end-state	**Steps** a) Homogeneous system copy of D01 to DT1 b) Conversion of D01 to targeted end-state	**Steps** a) Homogeneous system copy of Q01 to QT1 b) Conversion of Q01 to targeted end-state	**Steps** a) Homogeneous system copy of TT4 to SBX b) Conversion of SBX to targeted end-state	**Steps** a) Homogeneous system copy of TT4 to SBX b) Conversion of SBX to targeted end-state	**Steps** Conversion of TT4 to targeted end-state
Purpose • 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)	**Purpose** • Build temporary production support development environment (DT1) • Establish SAP S/4HANA development environment (D01) • Configure, Test SAP S/4HANA • Refine cookbook **Note** • Conversion steps will differ from production	**Purpose** • 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	**Purpose** • Mock cutover • Optimize/verify E2E business downtime • Finalize cookbook • Finalize cutover plan • Testing environment: ▪ Infrastructure testing ▪ Post-cutover operational performance testing	**Purpose** • Final dress rehearsal • Validate E2E business downtime • Validate final cookbook • Validate cutover plan	**Purpose** • Establish new SAP S/4HANA PRD environment **Note** • Execute end-to-end (E2E) business downtime precisely as defined within the cutover plan • Execute technical steps precisely as defined in the cookbook

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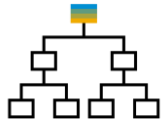
What is the result of the SAP S/4HANA Adoption Starter Engagement

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?**

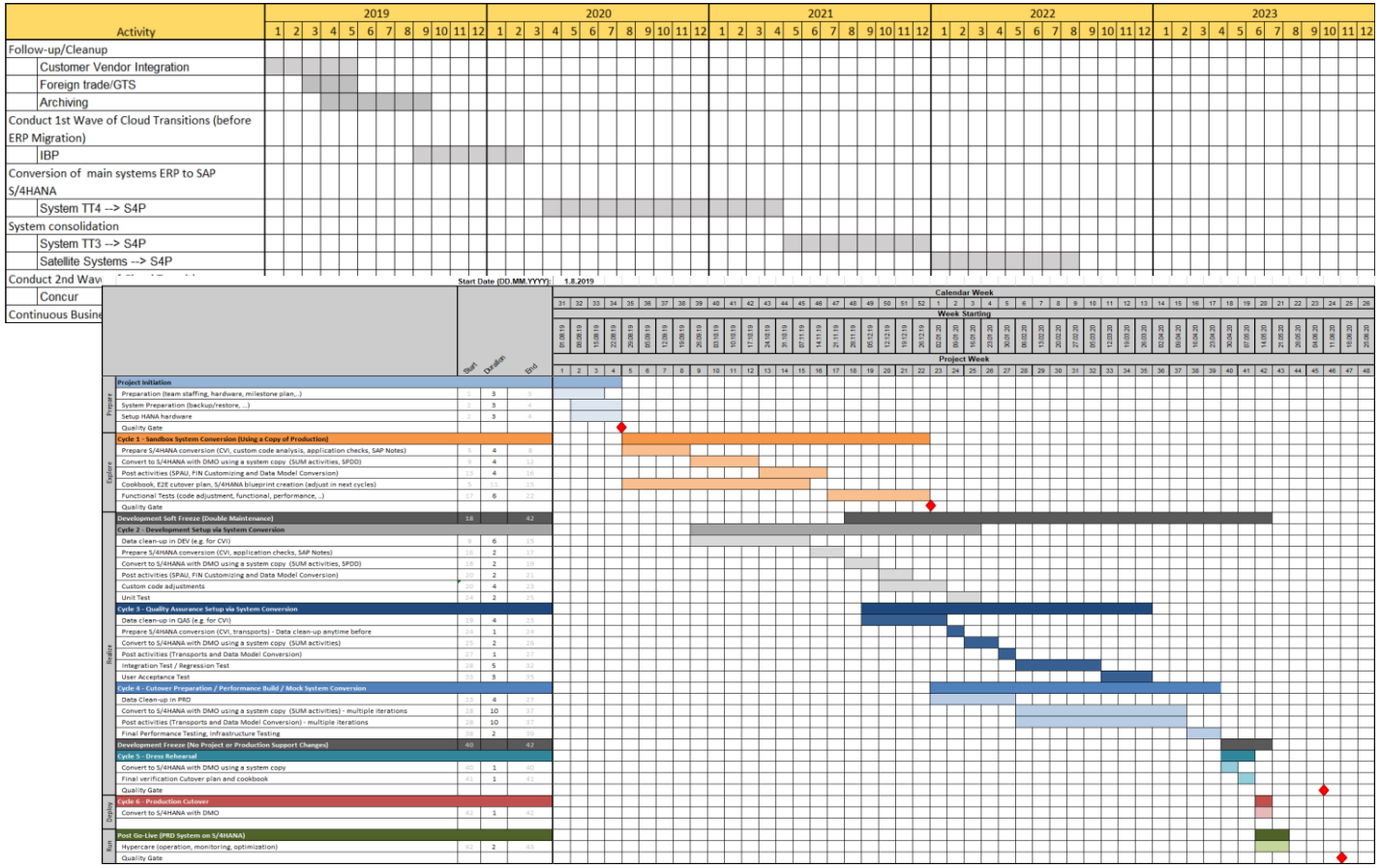
Key questions to answer:

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



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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

- >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!

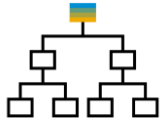
Technical & Cost Evaluation – **What?**

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

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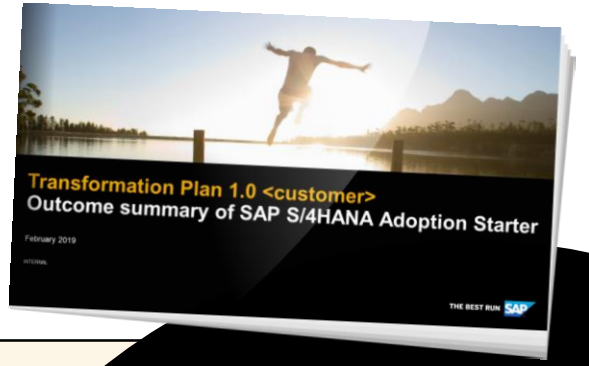
SAP S/4HANA Adoption Starter Engagement - References

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 road map for our SAP S/4HANA transition in just three months."

Alexander Peters, Vice President, Otto Group IT

Watch the video:

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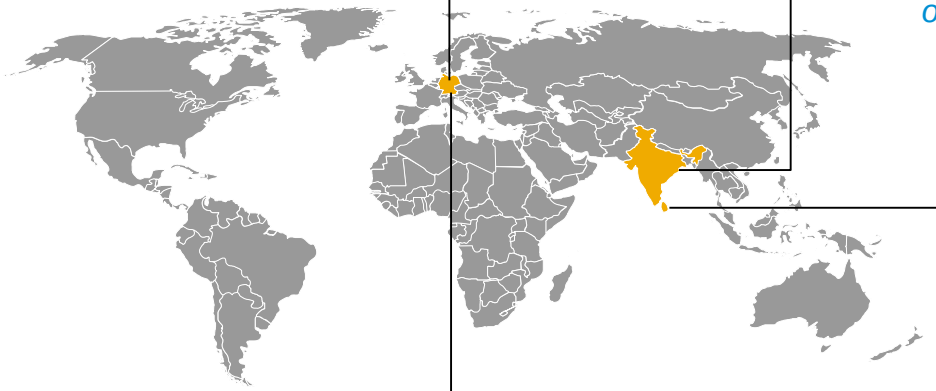
SAP S/4HANA Adoption Starter Engagement - References

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..*"



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*"

otto group

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.*"

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.*"

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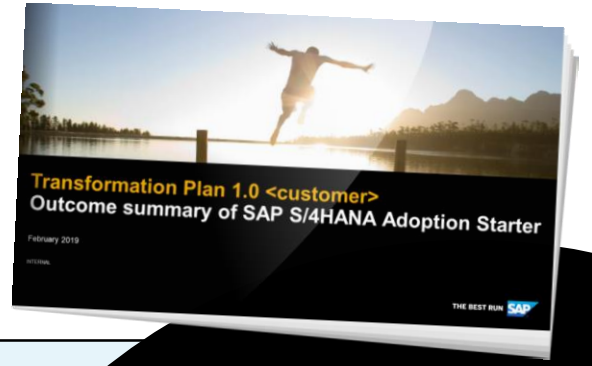
Join the SAP S/4HANA Movement

SAP S/4HANA Adoption Starter Engagement - Essentials

Join the SAP S/4HANA Movement program today

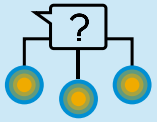
With clear steps, prescriptive guidance, and expert enablement, you can feel confident that you have the right planning foundation from the Adoption Starter Engagement to move to SAP S/4HANA.



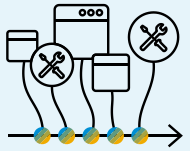
Adoption starter | Elements

Virtual classroom enablement with up to 10 customers

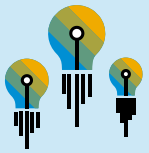
7 modules answering why, what, and how to transition to SAP S/4HANA



SAP strategic tools such as SAP Business Scenario Recommendations, SAP Transformation Navigator, and SAP Readiness Check are an integral part.



New simplified approach focusing on SAP S/4HANA innovation scenarios

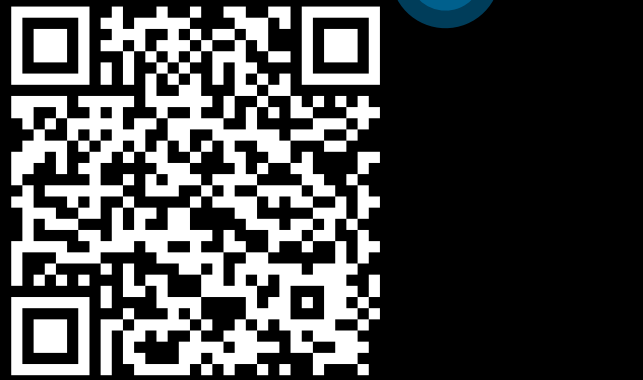


Customers benefit from a more focused version of the program with approx. 20 to 25 person-days of effort required

The duration from kickoff to end of analysis is 6 weeks and results in a draft transformation road map.

Free of charge with a valid SAP maintenance contract

Secure your seat today:



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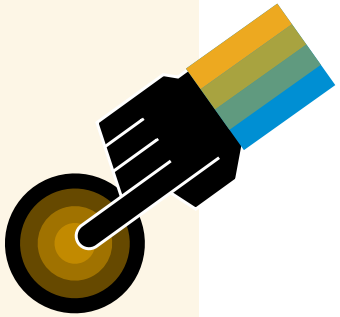
SAP S/4HANA Adoption Starter Engagement – Assets

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)

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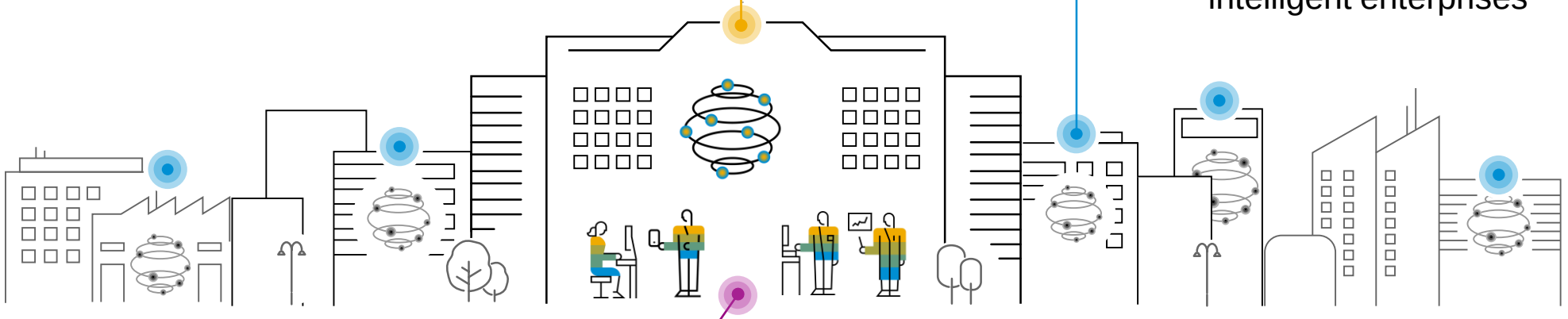
Let’s MOVE together

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 Assets:

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

Contact us via:

S4MOVE@sap.com

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