



Move Webinar

# Your way to SAP S/4HANA

**Project Success with SAP Value Assurance  
and the Integrated Delivery Framework**

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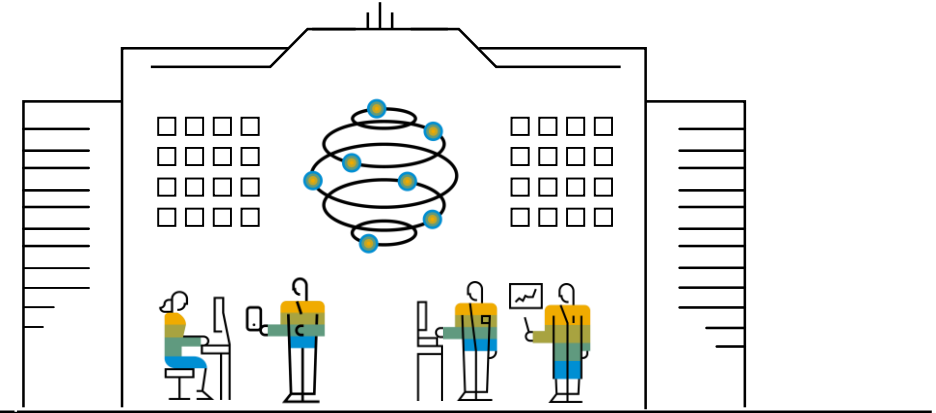
# SAP S/4HANA Movement Program

## Your Vision-to-Value Journey

**S/4HANA MOVEMENT Program** tries 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?

### Intelligent Enterprise



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

Continue to enhance SAP S/4HANA product attractiveness

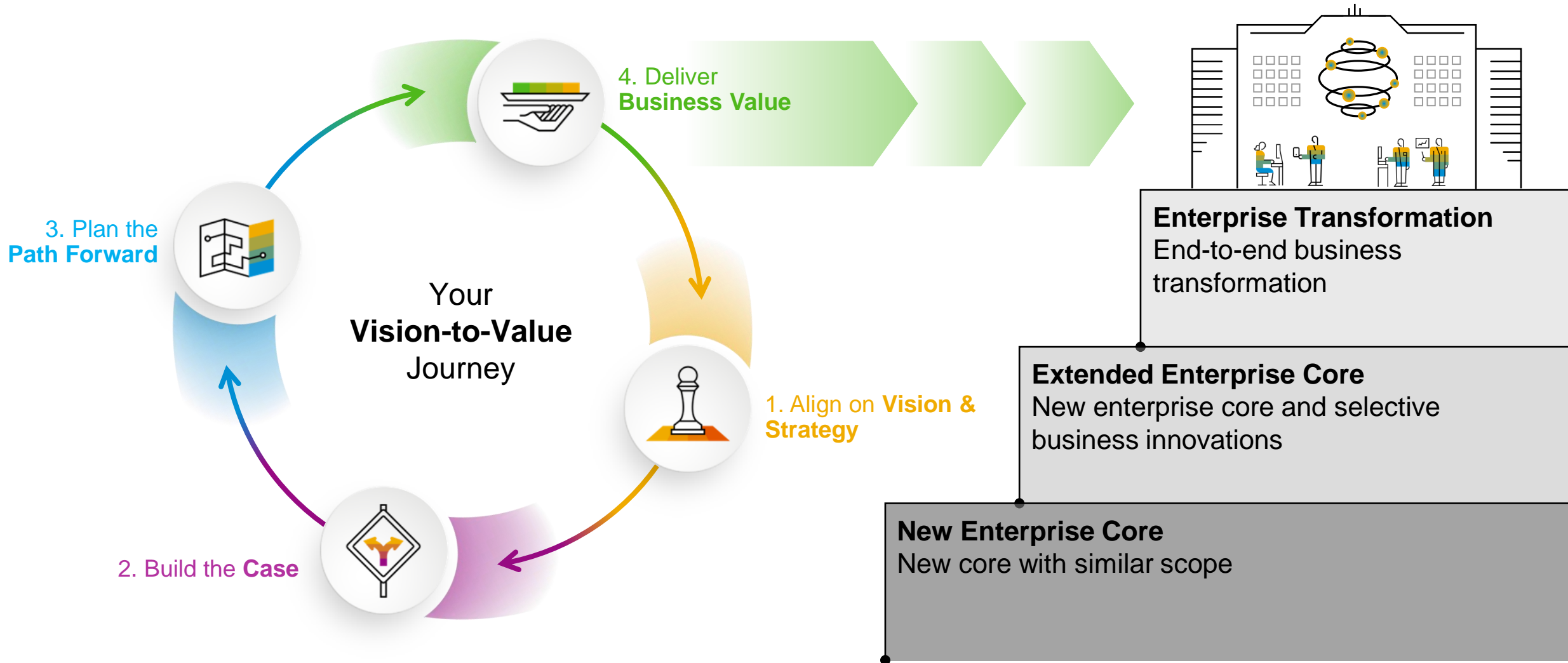
Optimize tools for the entire customer journey

Optimize & scale customer engagement frameworks

Engage & educate the ecosystem

# SAP S/4HANA Movement Program

## Your Vision-to-Value Journey

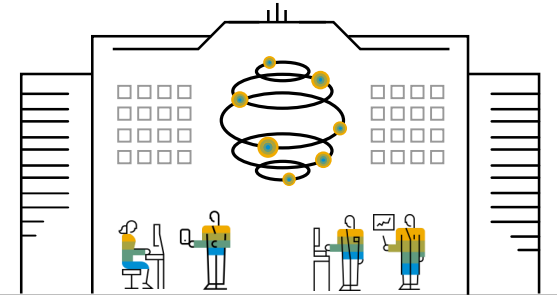


# SAP S/4HANA Movement Program

## Agenda of this Session

1. **Key decisions** for SAP S/4HANA adoption
2. **Examples** on how SAP Value Assurance supports key decisions
3. **Service approach** SAP Value Assurance
4. **How to consume** SAP Value Assurance
5. **Integrated Delivery Framework**
6. **Summary**

### Intelligent Enterprise



#### Enterprise Transformation

End-to-end business transformation

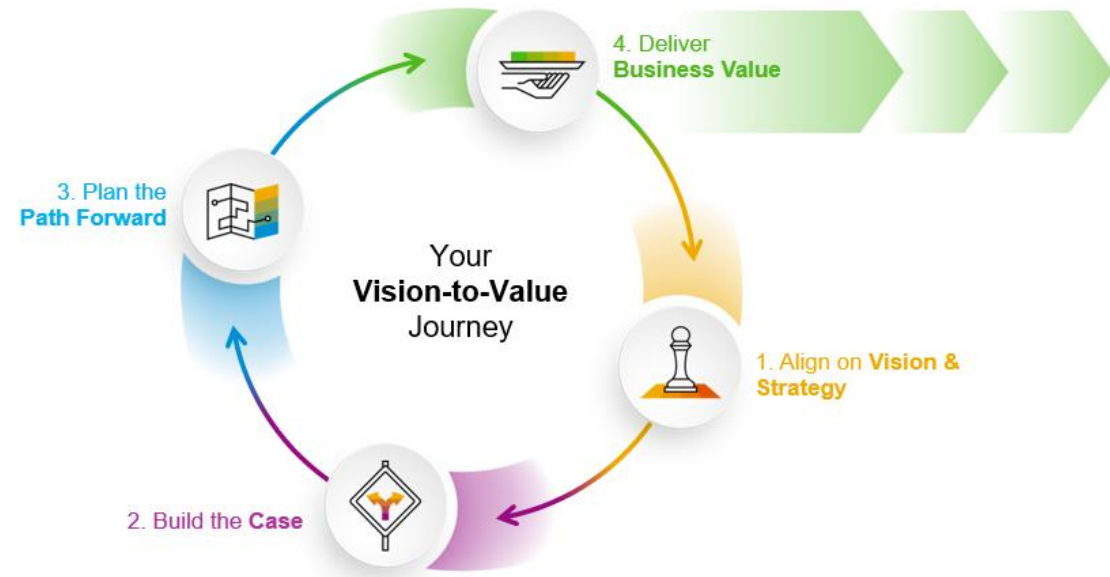
#### Extended Enterprise Core

New enterprise core and selective business innovations

#### New Enterprise Core

New core with similar scope





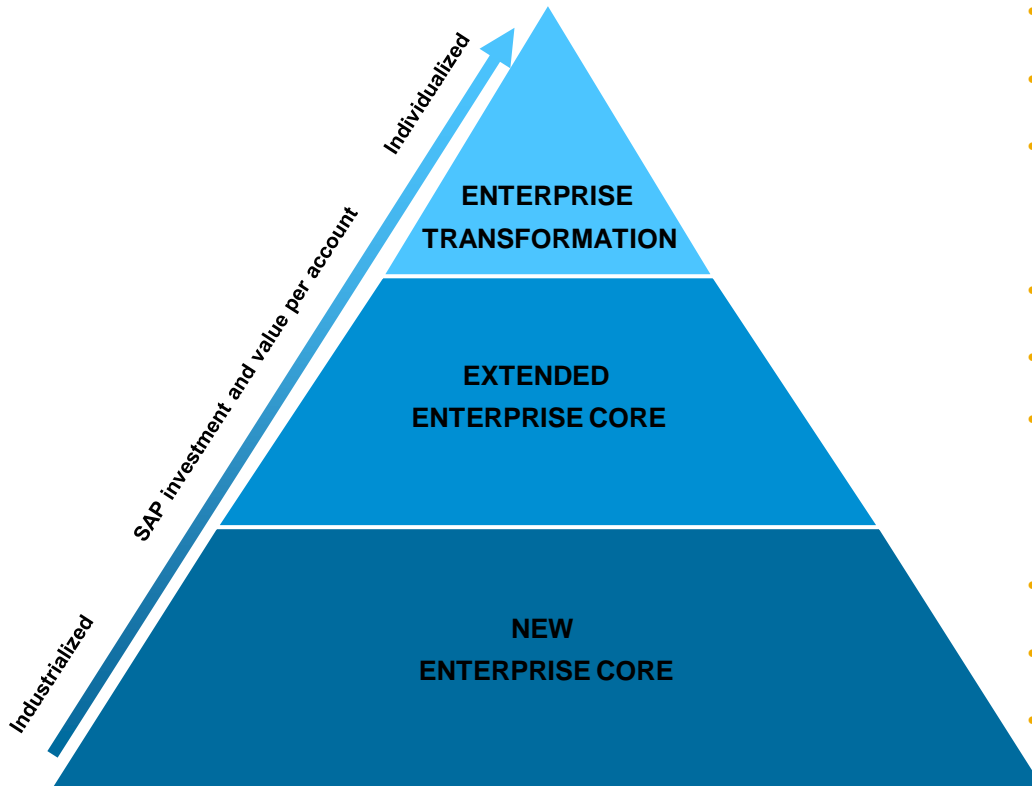
## Your Way to SAP S/4HANA

Different strategies, standardized approach



# Why customers move to SAP S/4HANA

## Gartner-based Groups of Reasons to Transform with SAP S/4HANA



- Move to smart products
- Move to subscription and new pricing mechanisms
- New segments, including transition B2B-B2C
- Customers with high M&A activity
- Customers in industries with high degree of changes
- Improvement of business processes in general and in particular LOBs – e.g., sales, production, finance, ...
- Consolidation of applications
- Reduction of custom development
- Replace obsolete legacy solutions

- In reality, many reasons overlap
- And they represent *varying degrees* of the required business change

# Why customers move to SAP S/4HANA

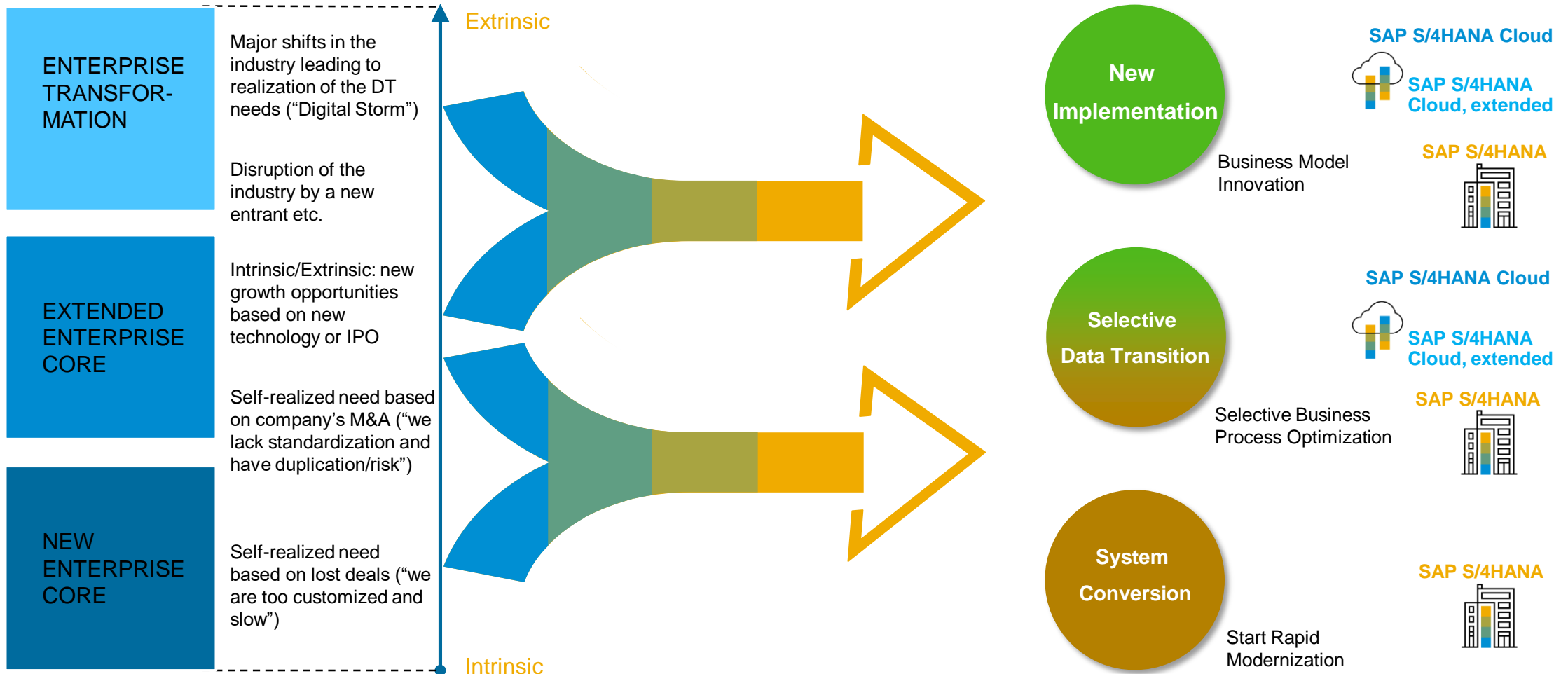
## Representative Customers





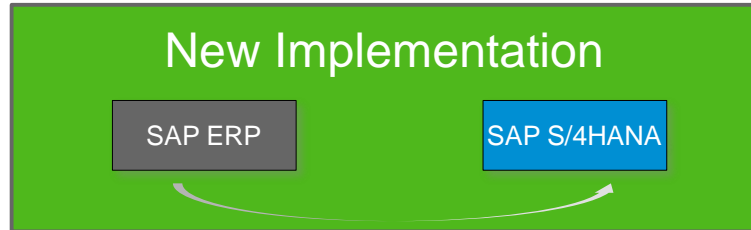
# Reasons for Adopting SAP S/4HANA and Implementation Strategies

Mapping Reasons to *Typical* Implementation Strategies



# Ways to SAP S/4HANA

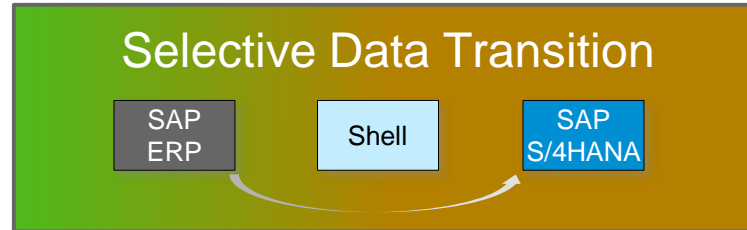
## SAP S/4HANA Transition Options



### Greenfield (New implementation)

- Statistically, takes about 30% longer than conversions; difference is more pronounced if planning phase is considered
- Deployment approach (pilot, rollout into different geographies etc.); high efforts for global implementations
- Model Company as jump start
- Data migration typically open items and balances only
- Challenge: Fundamentally wrong approach if there is no desire to re-design in the business, across all affected LoBs

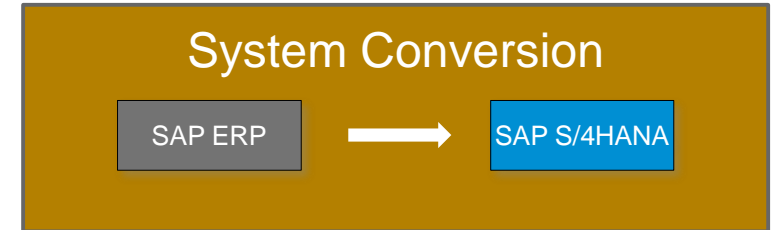
Change “**front**loaded”



### Selective Data Transition

- System consolidation
- High technical complexity
- Additional topics
  - Process and data harmonization across geographies / divisions etc.
  - Template management
- < 5 % of all SAP S/4HANA projects

Highly **customer-specific**



### Brownfield (Conversion)

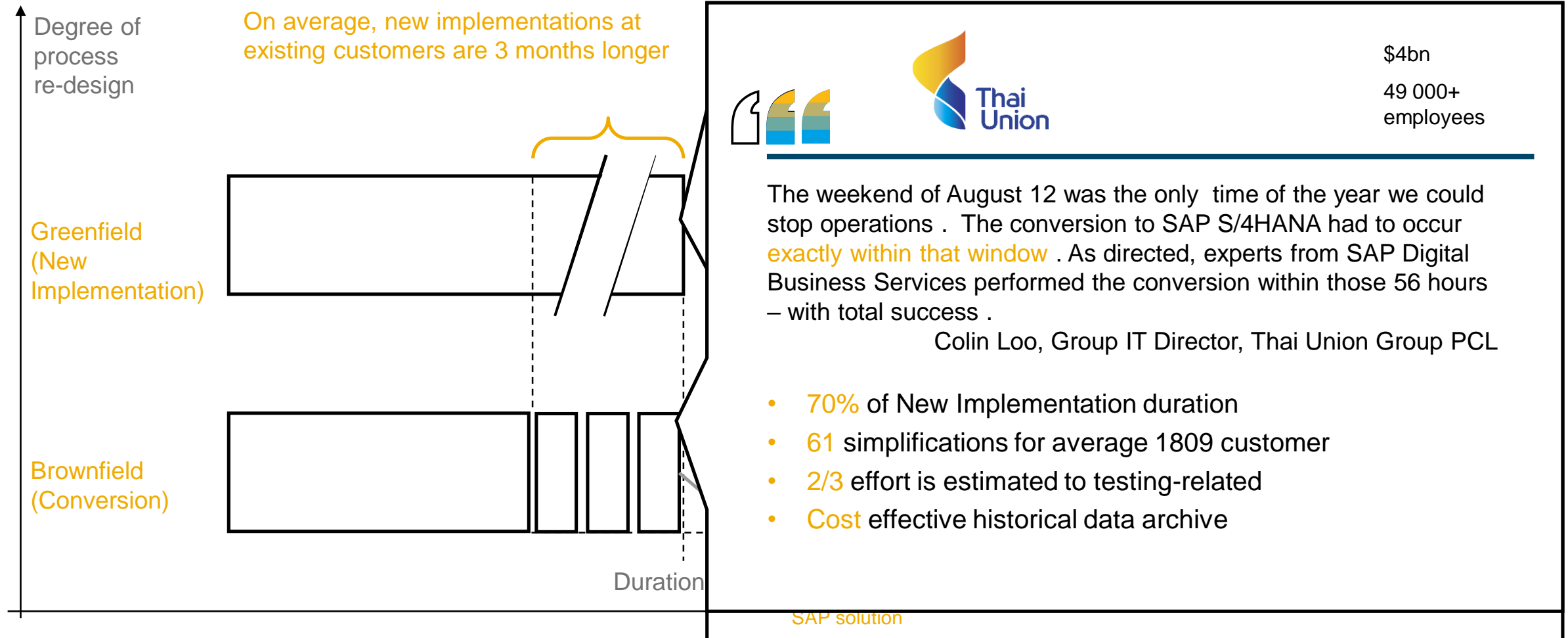
- Leanest approach – average of 8 months from sandbox to go live
- High technical complexity (simplification items; data conversion finance etc.)
- Big bang approach requires risk mitigation
- Process change and innovations typically pushed to a second project. BUT: “*Phase 2 never happens*”
- Custom code impact typically overestimated
- Challenge: Business case (→ Phase 2)

Change “**back**loaded”

**Difference between these options is more in the HOW business change is managed than in the end state**

# Ways to SAP S/4HANA

## SAP Sees More Conversions While Partners See More Greenfields



**We give you Decision Support**  
**Your Way to SAP S/4HANA**



**Align on Vision &  
Strategy**





# SAP Value Assurance Services

## Decision Support for Your Way to SAP S/4HANA

### ENTERPRISE TRANSFORMATION

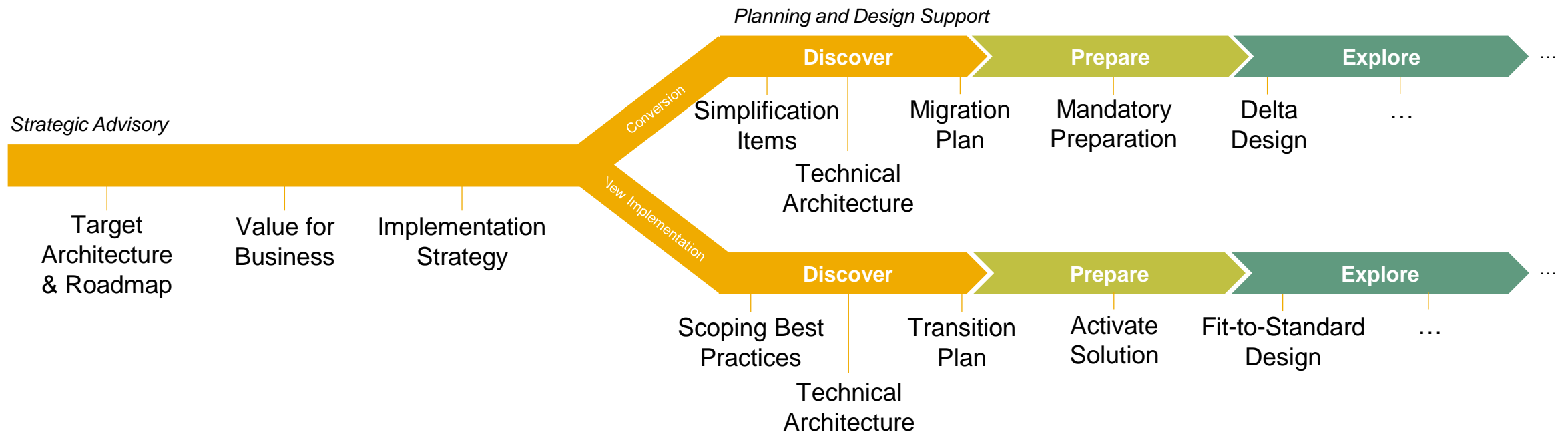
From desired business outcomes to target architecture & roadmap

### EXTENDED ENTERPRISE CORE

From business objectives to architecture adjustments

### NEW ENTERPRISE CORE

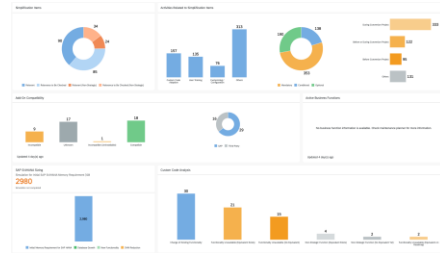
From business objectives to new core



# Key Decision: Your Implementation Strategy for SAP S/4HANA

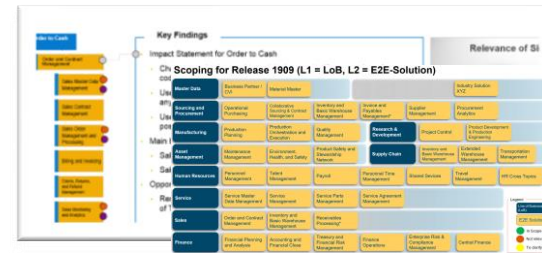
## SAP S/4HANA Services: Value and Implementation Strategy (VIS)

### 1 Readiness Check



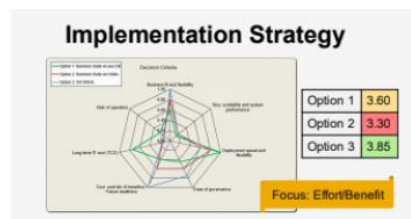
Identification of relevant prerequisites for a transition to SAP S/4HANA, e.g. simplification items, add-on compatibility, custom code

### 2 Business Scenario & Value Map.



Identification of Benefits and Opportunities leveraging SAP S/4HANA per solution capability

### 3 Implementation Strategy



Derive implementation approach for SAP S/4HANA and adjusted system landscape by reviewing existing roadmap, architecture, governance etc.

### 4 Road Map Development

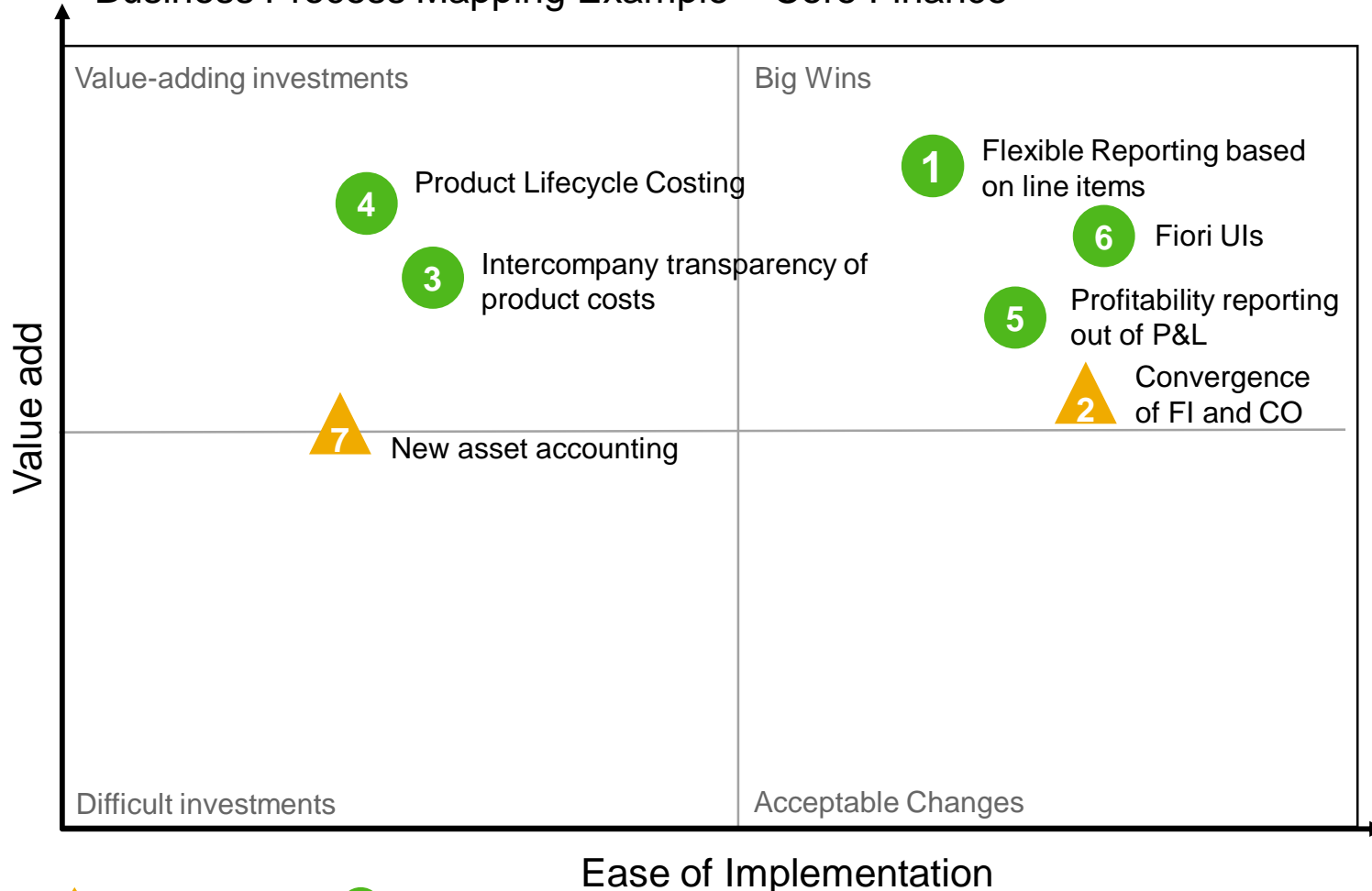


Derive a high-level program plan for adopting SAP S/4HANA based on previous findings

# Key Decision: Your Implementation Strategy for SAP S/4HANA

## SAP S/4HANA Services: Value and Implementation Strategy (VIS) - Qualitative Value Case

### Business Process Mapping Example – Core Finance



1

#### **Flexible Reporting based on line items**

Value (V): Real-time reporting and Decision support  
Complexity (C): reporting comes out of the box

2

#### **Convergence of CO and FI**

V: CO and FI are always reconciled  
C: technical adaptations of custom programs

3

#### **Intercompany actual product costs**

V: Intercomp. supply chains with transfer prices become transparent  
C: Usage of actual costing and respective logistical procedures

4

#### **Product Lifecycle Costing**

V: Support of the engineering process  
C: license cost, training, implementation

5

#### **Profitability reporting out of P&L**

V: seamless drill-down, real-time  
C: definition and derivation of characteristics

6

#### **Fiori UIs**

V: Better user guidance, modernized UI  
C: User training, implementation effort

7

#### **New asset accounting**

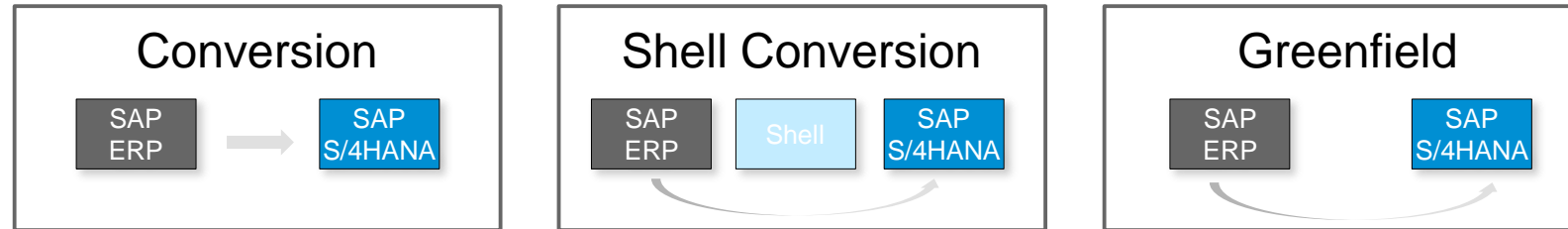
V: better support of parallel GAAPs  
C: conversion required

▲ Mandatory    ● Optional

# Key Decision: Your Implementation Strategy for SAP S/4HANA

## SAP S/4HANA Services: Value and Implementation Strategy (VIS) - Scoring Approach

### 3.1 Define options



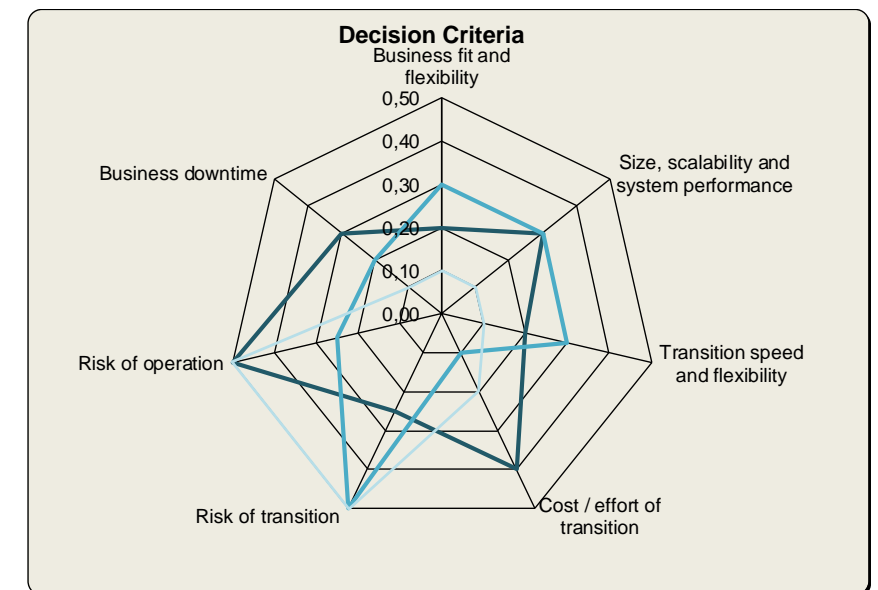
### 3.2 Define criteria

Criteria	Type
Business fit	Benefit
Size, scalability, and performance	Cost
Software change mgmt. and planned downtimes	Benefit
Maintainability of the solution	Cost
Risk of operation	Risk
Long-term IT costs	Cost
Risk of transition	Risk

### 3.3 Add weight

Criteria	Type	Weight
Business fit	Benefit	5
Size, scalability, and performance	Cost	3
Software change mgmt. and planned downtimes	Benefit	1
Maintainability of the solution	Cost	3
Risk of operation	Risk	3
Long-term IT costs	Cost	4
Risk of transition	Risk	3

### 3.4 Jointly score options

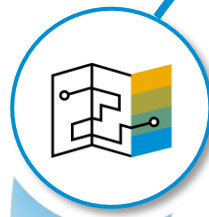




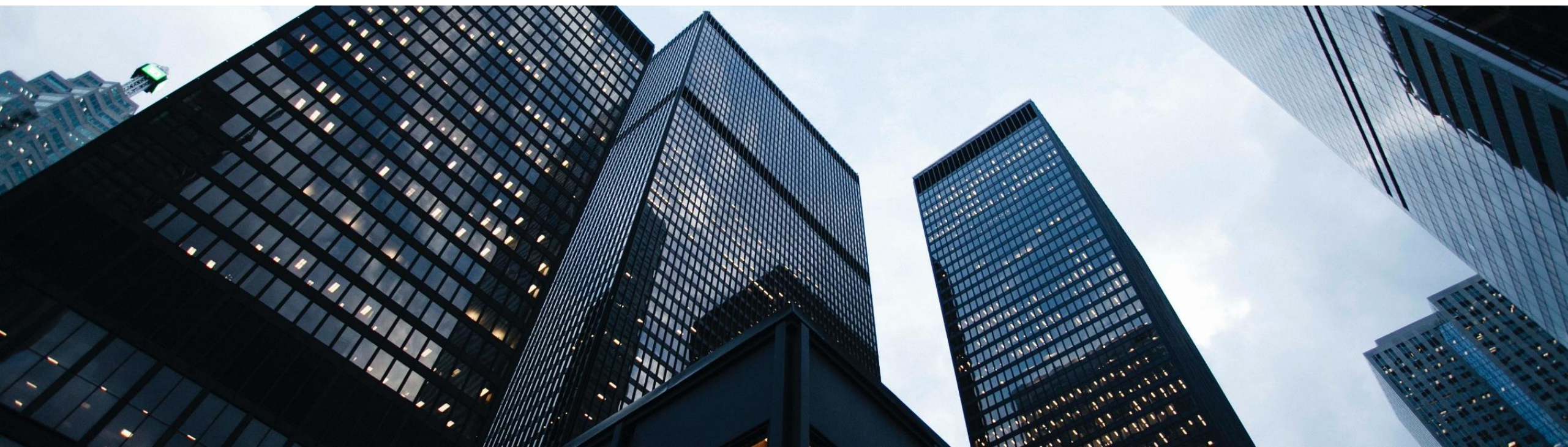
# SAP Value Assurance

## Your Way to SAP S/4HANA

Plan the  
Path Forward

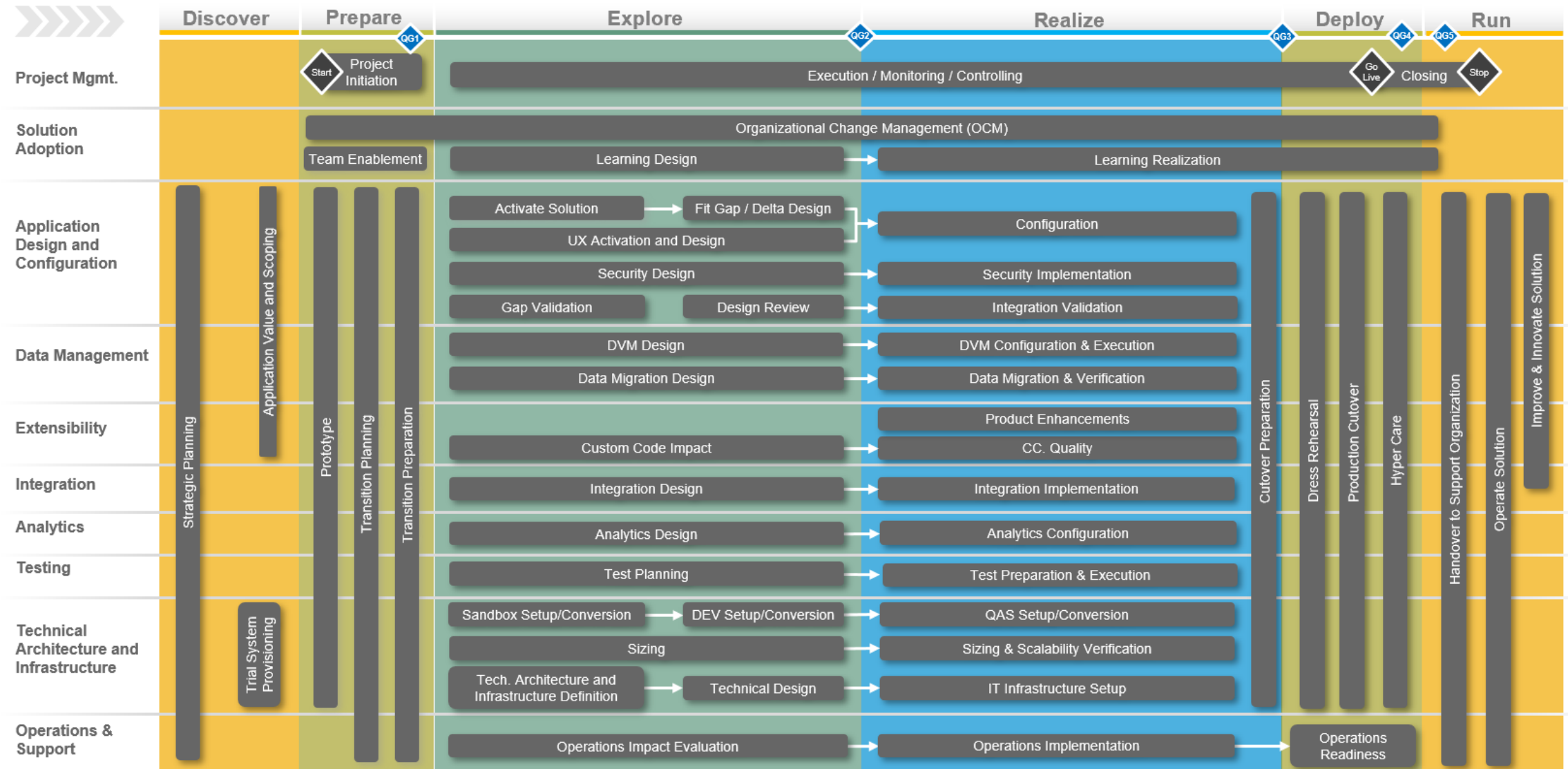


Deliver  
Business Value

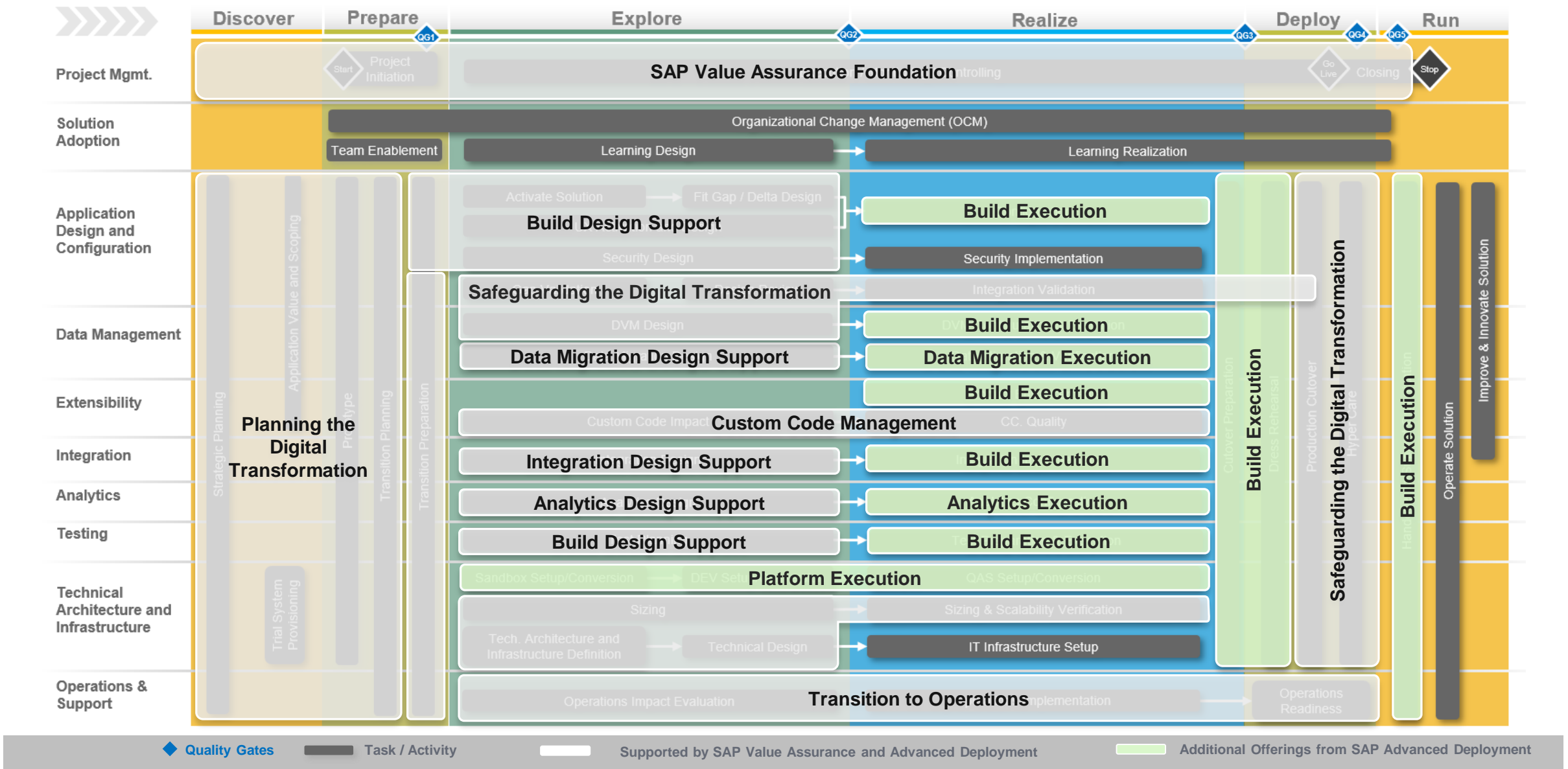


# Transition to SAP S/4HANA Roadmap

See SAP S/4HANA Movement presentation from June 16<sup>th</sup> 2020:  
Move Successfully to SAP S/4 with the SAP Activate Transition Roadmap



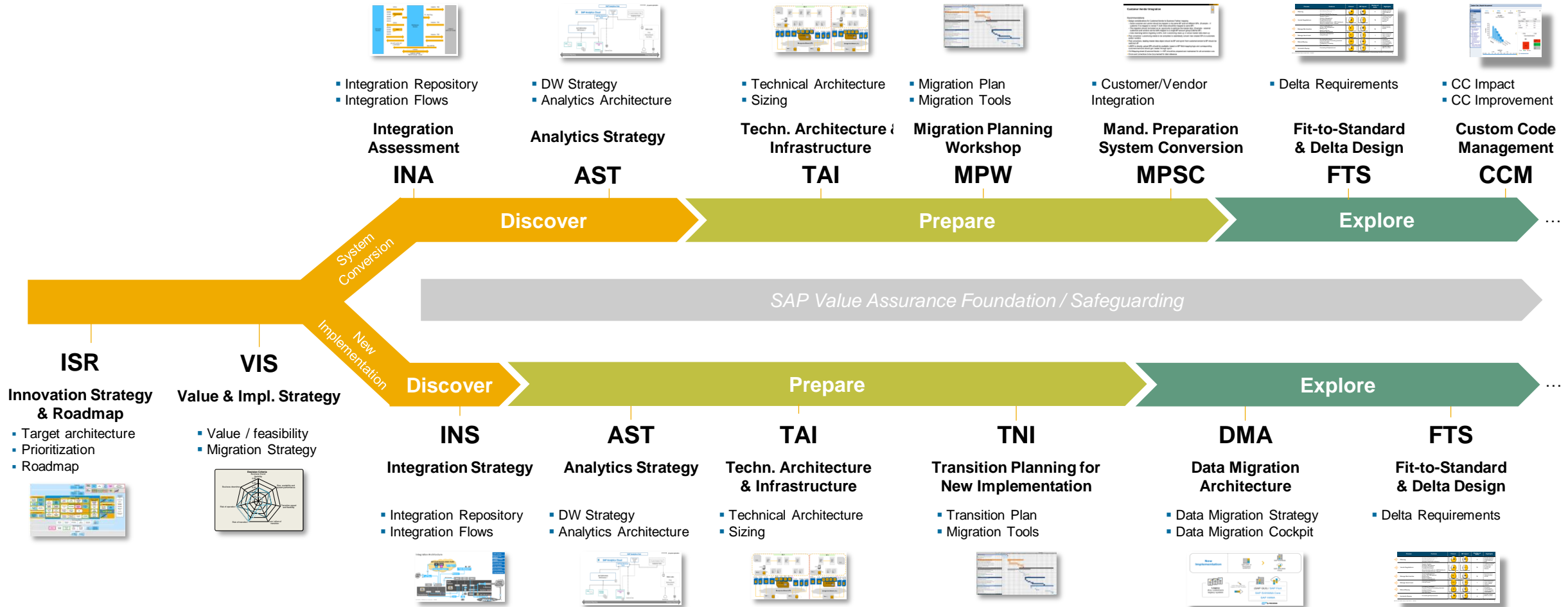
# Transition to SAP S/4HANA Roadmap – Service Coverage





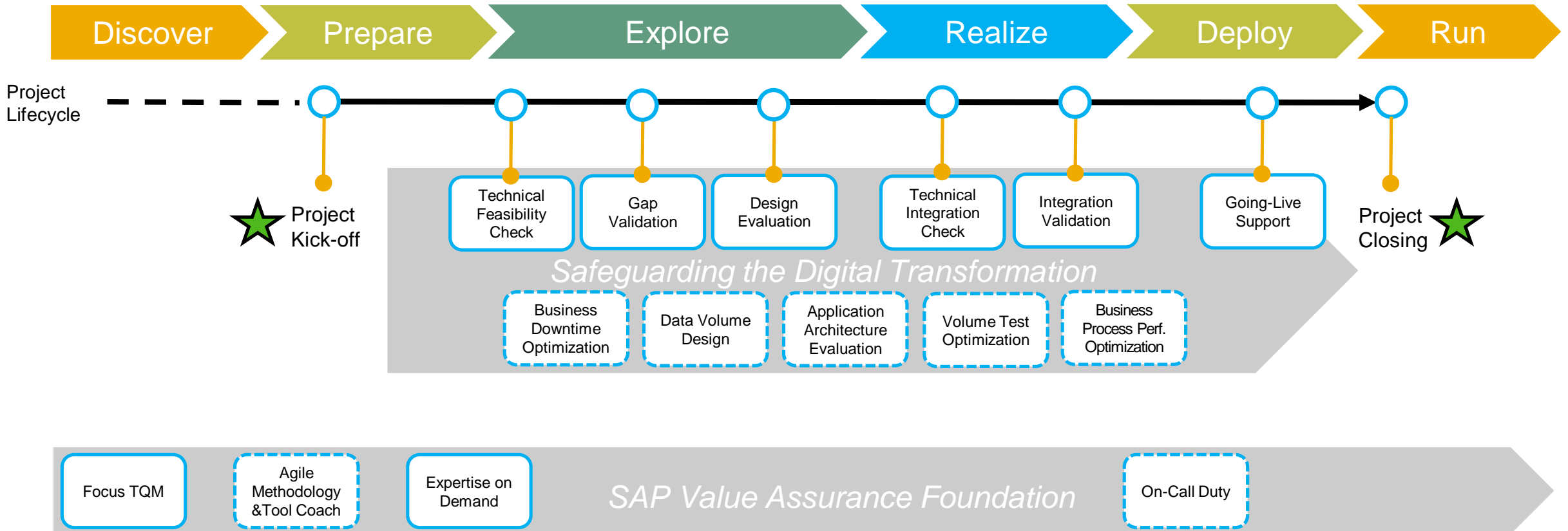
# SAP Value Assurance Services

## Services Examples for New Implementation and System Conversion



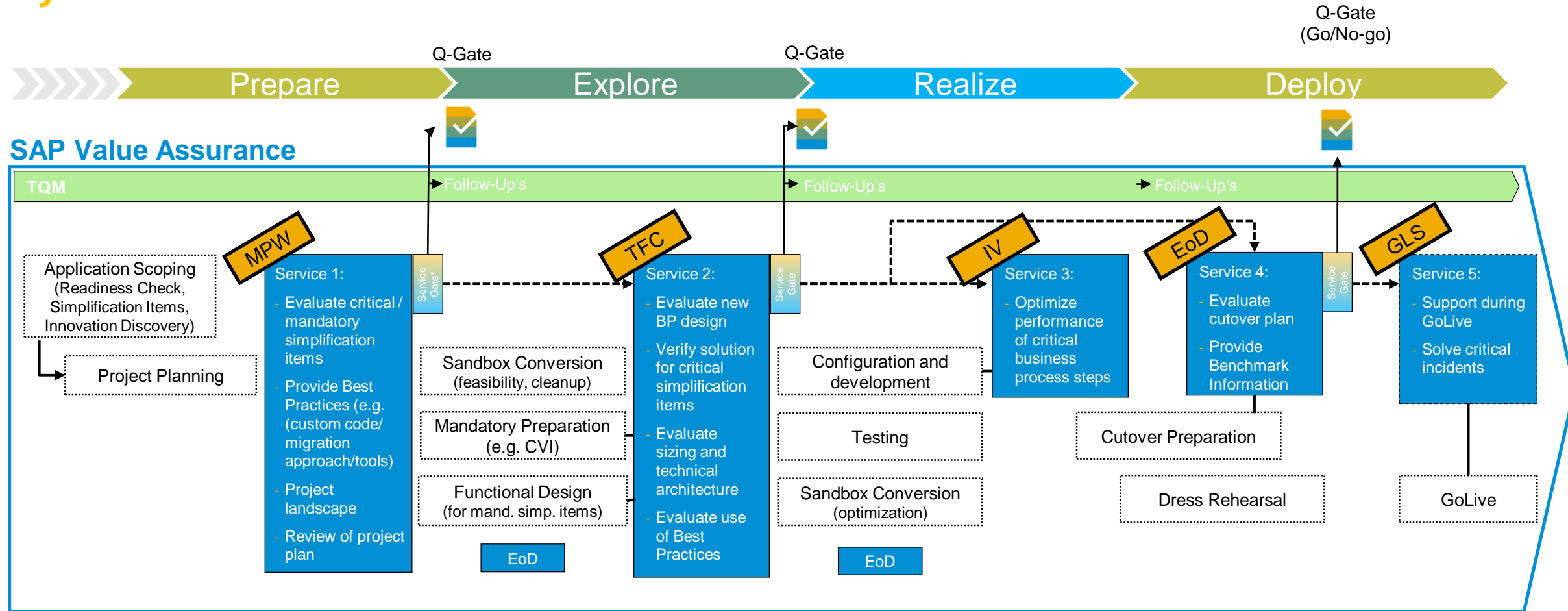


# SAP Value Assurance: Safeguarding the Digital Transformation



# SAP Value Assurance: Minimum Viable Service Set

## System Conversion



Main project activity  
executed by customer / partner



# Powering Agility in the Utilities Industry with **SAP S/4HANA®**

**AES Corporation**  
Arlington, Virginia  
[www.aes.com](http://www.aes.com)

**Industry**  
Utilities

**Products and Services**  
Electricity generation and  
distribution

**Employees**  
>10,500

**Revenue**  
US\$13.5 billion

**SAP® Solutions and Services**  
SAP S/4HANA®, SAP HANA®  
Enterprise Cloud, SAP Fiori®  
user experience (UX), SAP®  
Value Assurance program for  
SAP S/4HANA®, and SAP  
MaxAttention™ services

Global utility AES wanted to consolidate ERP applications worldwide and up its maintenance and support game. Working with SAP Value Assurance and SAP MaxAttention services, it moved to SAP S/4HANA on SAP HANA Enterprise Cloud in a four-month project. Now AES has a powerful platform that will facilitate upcoming consolidation, along with a greater ability to deploy next-generation technology.

## **Before: Challenges and Opportunities**

- Large number of distributed businesses located in various countries, all running their own ERP systems
- Need to improve the maintenance and support offering while reducing total cost of ownership (TCO)
- Desire to move forward with the latest technology trends, including the SAP Fiori UX

## **Why SAP**

- SAP HANA Enterprise Cloud for the full value of SAP S/4HANA in a secure private cloud managed by SAP
- SAP Value Assurance and SAP MaxAttention for superior support services and best practices for deployment and safeguarding that enabled rapid implementation and innovation, increased performance and stability, and allowed a huge range of upgrade and prerequisite steps (such as change of database and data-center and component upgrades) to be completed with no business disruption

## **After: Value-Driven Results**

- Reduced TCO through hardware reduction and elimination of maintenance and software licenses
- Enhanced ability to scale systems quickly to cope with increasing demand and user concurrency thanks to improved infrastructural scalability on SAP HANA Enterprise Cloud
- Ability to pay only for what is needed, with no redundant hardware or associated costs
- Greater efficiency and a more intuitive, simplified user experience with the SAP Fiori UX, requiring less user training and less knowledge of obscure transaction codes

**“SAP MaxAttention services provide a great sounding board for decisions related to SAP solutions. Multiple data points help us make informed decisions, and the engineered-services delivery approach has increased the chances of success for multiple projects in our portfolio.”**

Alejandro Reyes, Project Director IT, AES Corporation

## Increased

Transactional performance after migration to SAP HANA

## Reduced

TCO with a stable, scalable solution that allows AES to consolidate its IT landscape

## Enhanced

Agility with the ability to scale up or down based on long-term demand trends

**We secure your Project Success**  
**Your Way to SAP S/4HANA**



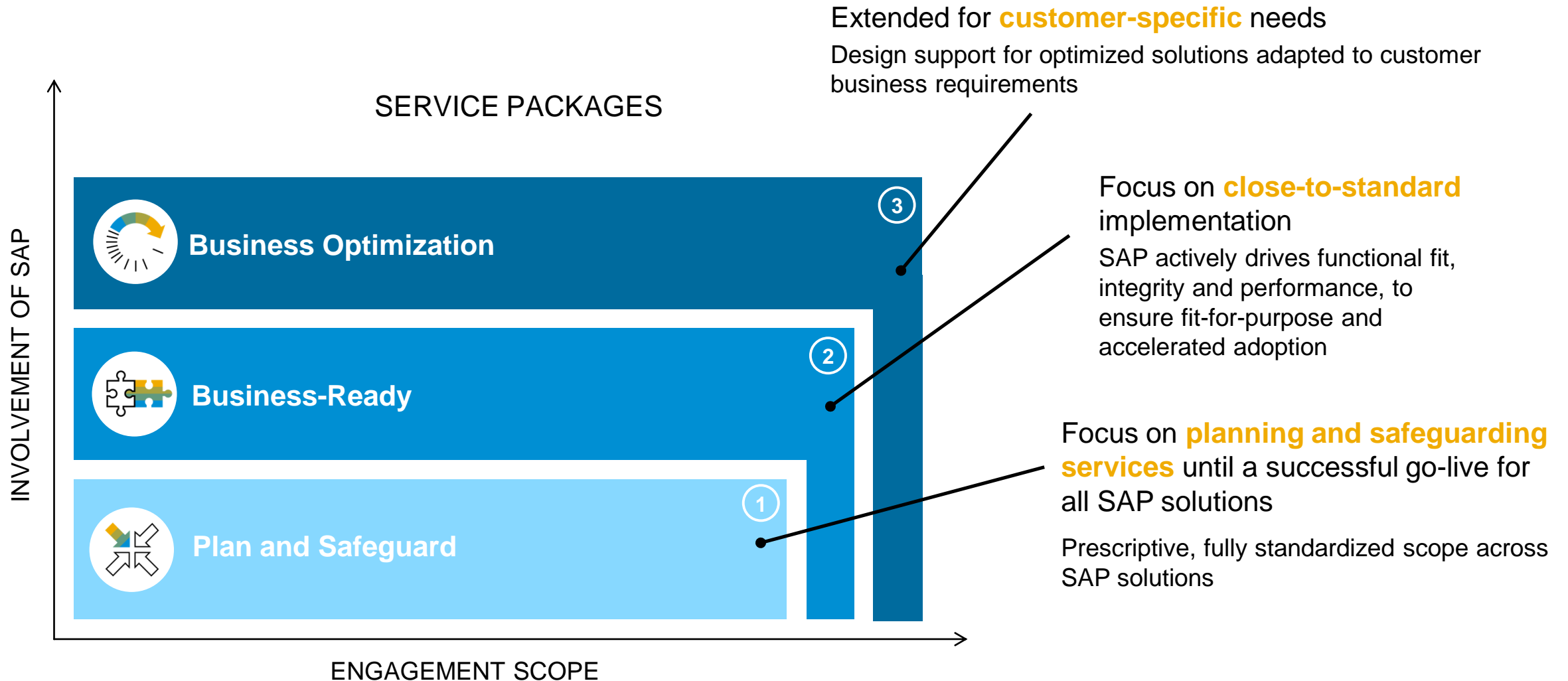


# Project Success for Customer- / Partner-led Implementations

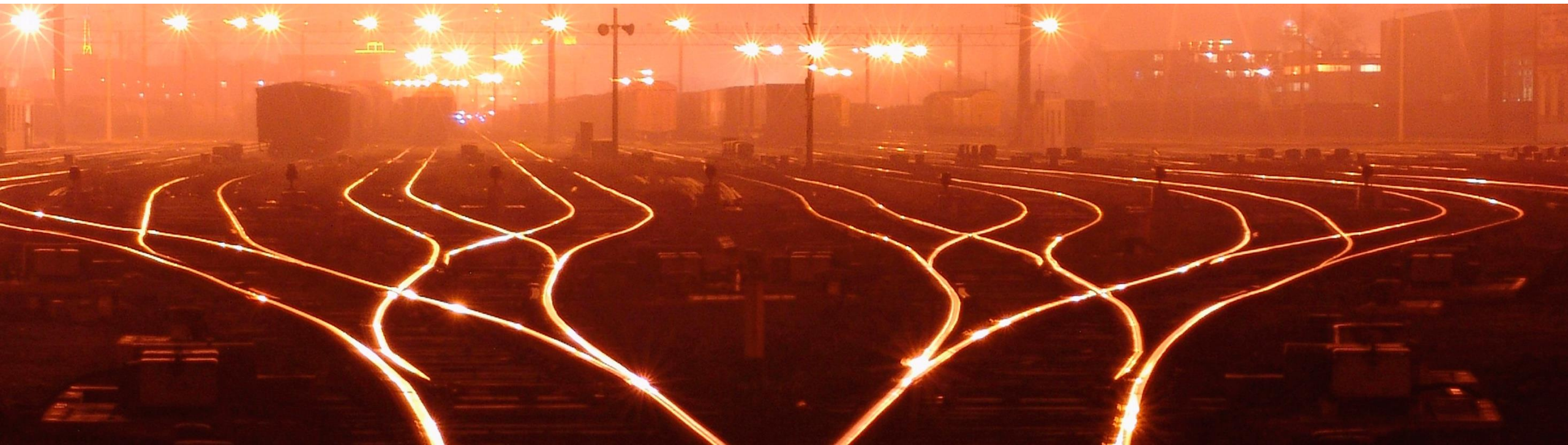
## with SAP Value Assurance



# SAP Value Assurance Service Packages to Simplify Consumption



# Integrated Delivery Framework



# Value drivers



## Reduce Project Risk

With access to SAP expertise throughout the project lifecycle



## Best Practices

Leverage SAP best practices and SAP Activate methodology - less manual work and less risk while delivering projects to your customers



## Project Success

Help accelerate time to value for projects, creating customer references to drive pipeline



## Increase Quality

And customer satisfaction by leveraging planning and safeguarding services from SAP tailored for the project



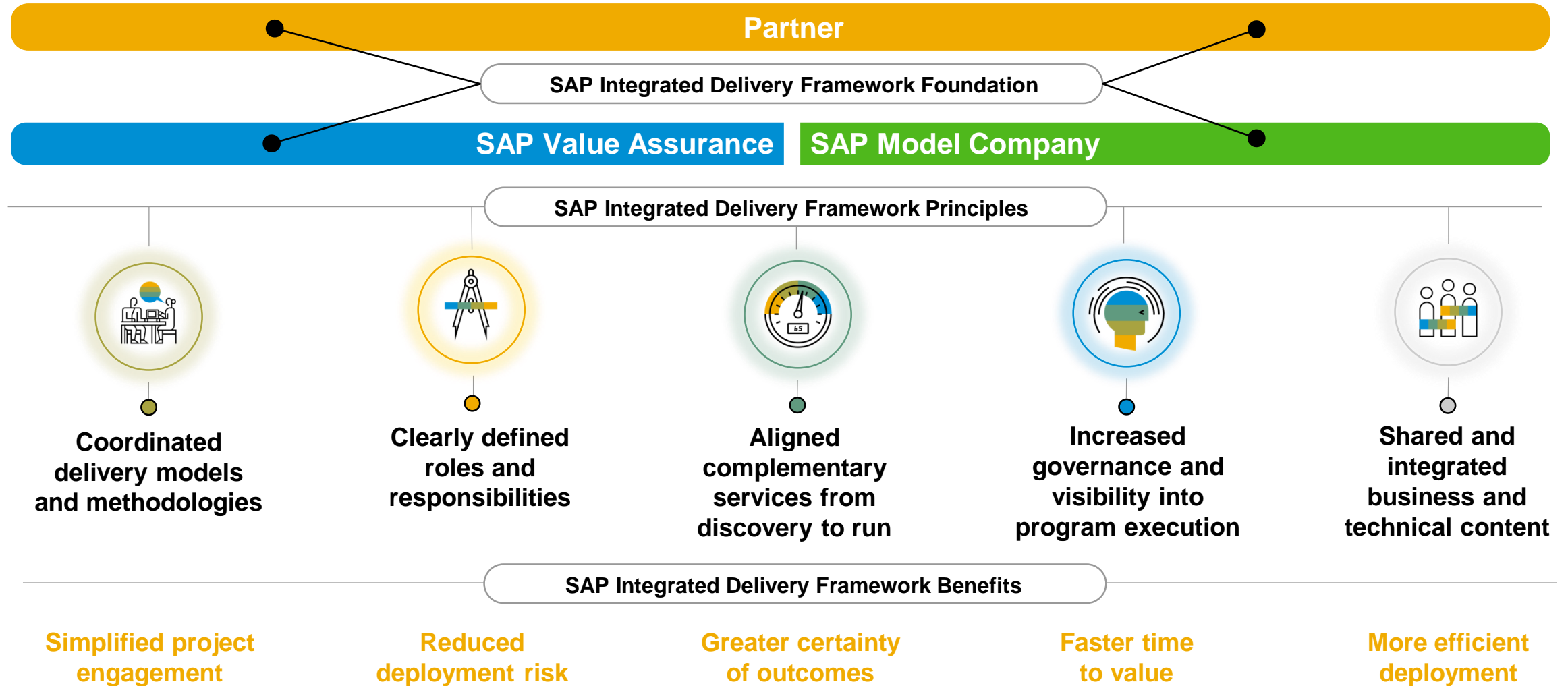
## Project Success

Help our customers transition to their Intelligent Enterprise



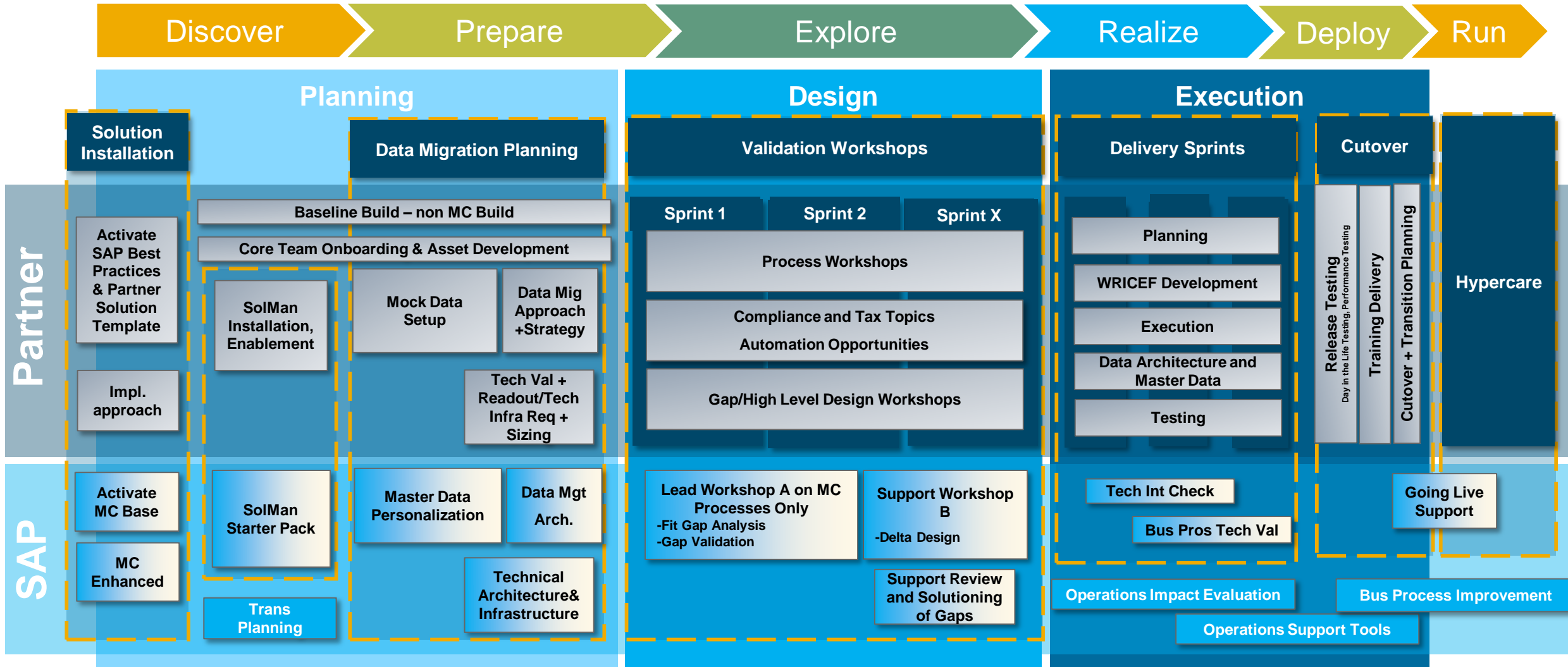
# Enabling the Experience Company for Best-Run Businesses **with Partners**

## The SAP Integrated Delivery Framework



# SAP Value Assurance Perfectly Complements Partner Services

## To Ensure a Successful Journey to S/4HANA



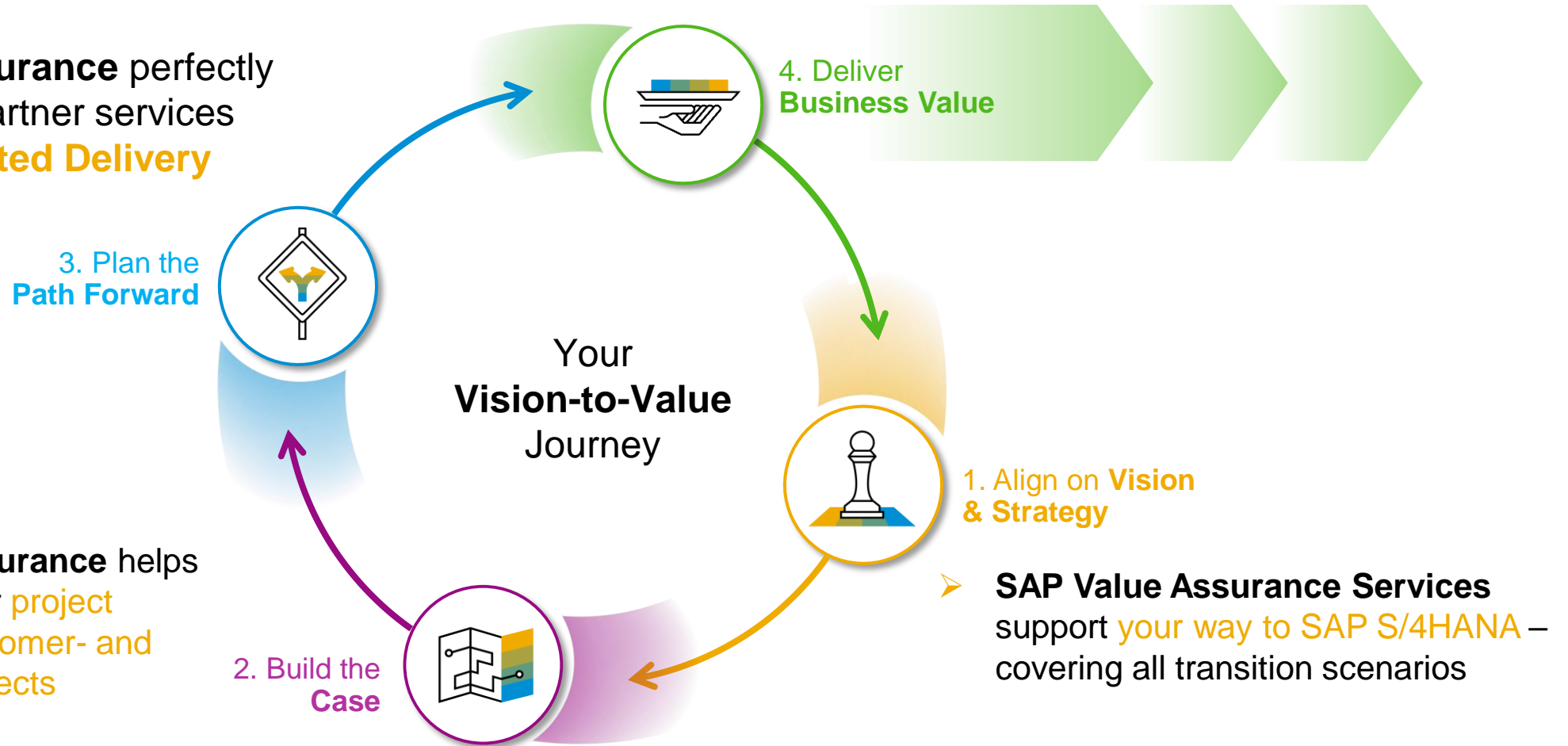
# SUMMARY



# SUMMARY

- **SAP Value Assurance** perfectly complements partner services with the **Integrated Delivery Framework**

- **SAP Value Assurance** helps you secure your **project success** in **Customer- and Partner-led projects**



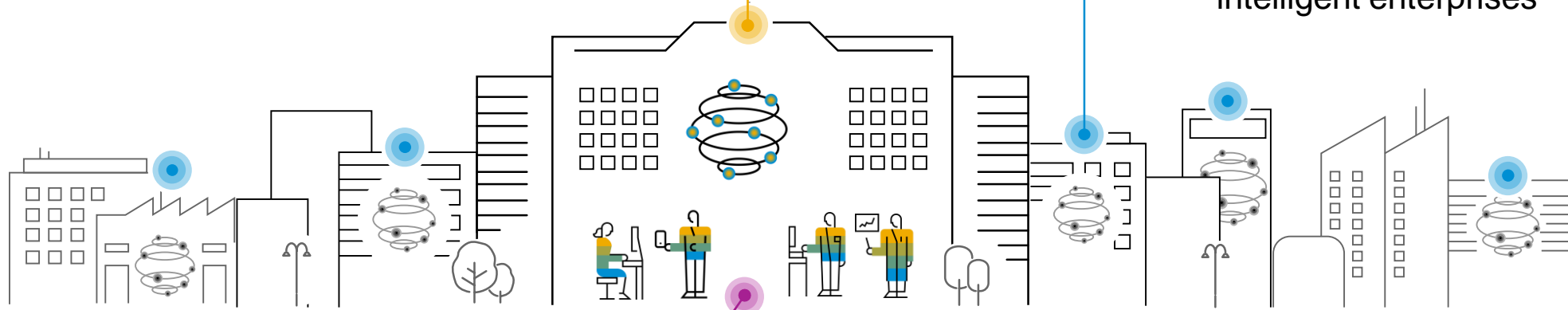
- **SAP Value Assurance Services** support **your way to SAP S/4HANA** – covering all transition scenarios



# 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](http://www.sap.com/jointhemovement)

[www.sap.com/s4hana-starter](http://www.sap.com/s4hana-starter)

[SAP S/4HANA Manifesto](#)

### Contact us via:

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

# Thank you

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# Use Case 3: SUM from SAP ERP on SAP HANA to SAP S/4HANA (on-premise)

## Context



SAP S/4HANA 1709

High Tech company with \$2.0bn revenue and 5,000+ employees

SAP ECC SoH source system with 28,000 custom object → SAP S/4HANA 1709

3,000 users in 3 mfg countries  
3 TB memory  
1.2 TB database with

- 800m ACDOCA entries
- 50m MATDOC entries

Full suite SAP ERP functionality with 100+ FIORI apps.

~24 hours business downtime

Customer requirements successfully addressed with test cycle-based project plan:

- 24-hour maximum business downtime
- Remediate significant customer code (already adapted to SAP HANA)
- End-to-End ERP functionality and LOB cloud solutions
- Innovation includes significant UX SAP FIORI apps

“Our vision is a **world without fear of cancer**. Implementing SAP S/4HANA helps with moving toward achieving that vision. SAP Digital Business Services was instrumental in providing SAP Enterprise Support services and the SAP Value Assurance program to address design issues and risks with our implementation.”

Arnab Mukherjee, Manager of Enterprise Applications, Varian



## Reduced

Oversight required in month- and quarter-end closings



## Activated

Profitability analysis across the company



## Eliminated

Manual reconciliations with a universal journal



## Gained

On-demand access to an expert with SAP® services

varian

Varian  
Palo Alto, California

Industry  
Healthcare

Employees  
7,000

Revenue  
US\$2.7 billion

Featured Solutions and Services  
SAP S/4HANA® and the SAP Digital  
Business Services organization

THE BEST RUN





varian

# How Can an Intelligent Enterprise Help Create a **World Without Fear of Cancer?**

---

**Over 7,000 employees and 70 offices** focused on cancer care solutions

Varian has a history of pioneering developments focused squarely on fighting cancer. It is a leader in offering products and services to advance the entire treatment process of cancer. To better serve Varian's mission, which is to innovate, support, and simplify cancer-fighting solutions everywhere, the company is investing in sustainable growth and expanding into cutting-edge fields. Doing so requires operational and financial discipline, which is why Varian is committed to staying current with the latest technologies that enable it to **run as an intelligent enterprise built on a digital core.**

THE BEST RUN 



## Varian is simplifying processes, reducing costs, increasing insight, and improving user experiences.

With help from the **SAP® Digital Business Services organization**, Varian is streamlining its upgrade to **SAP S/4HANA®** to realize its potential as an intelligent enterprise and achieve:

- Simplified business processes by eliminating manual financial reconciliation, reducing period-end closing and monitoring, and enabling real-time consolidation and reporting
- More than a 50% reduction in manual processes
- Lower total cost of ownership by cutting its IT footprint and data volume in half
- Enhanced support for business decisions by integrating planning and consolidation within one system and enabling multilevel reporting
- Improved productivity and user experiences by enabling an uninterrupted migration of transactions from its existing environment to the SAP Fiori® user experience (UX)
- Better access to experts on demand with SAP Value Assurance service packages for SAP S/4HANA

“By providing SAP Enterprise Support services and SAP Value Assurance service packages for SAP S/4HANA to address design issues and risks, SAP Digital Business Services was **instrumental in helping us** become a best-run business.”

Arnab Mukherjee, Manager, Enterprise Applications – Enterprise-Wide Engineering, Varian



**varian**

**Varian**  
Palo Alto, California

**Industry**  
Life sciences

**Employees**  
7,000

**Revenue**  
US\$2.7 billion

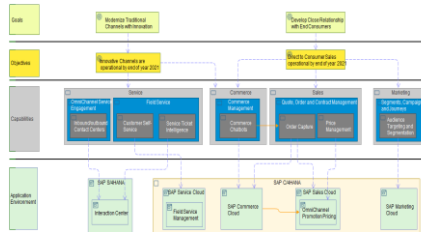
**Featured Solutions and Services**  
SAP S/4HANA, SAP Enterprise Support,  
SAP Value Assurance, and SAP Fiori UX

**THE BEST RUN** 

# Key Decision 1: Your long-term Innovation Strategy

## SAP S/4HANA Services: SAP Innovation Strategy & Roadmap (ISR)

### 1 Strategy Map



Identify and align value drivers, building on business strategies and objectives (input from the customer)

### 2 Capability Map with Challenges, Gains, and Value Drivers



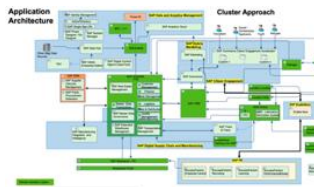
Derive new or to be changed business capabilities (refining customer-targeted change drivers) that will support identified value drivers.

### 3' Product Map (As-Is and To-Be)



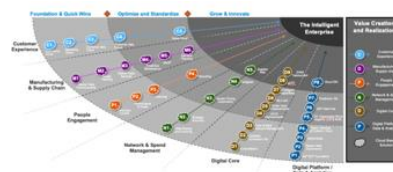
Develop consistent landscape choices and assess the consequences of the choices

### 3'' Target Intelligent Enterprise Architecture



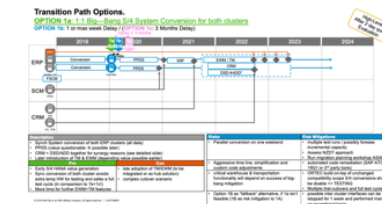
Make consistent landscape choices and assess the consequences of the choices  
Sketch the intelligent enterprise strategy  
Identify the few things that will make the greatest difference

### 4 Road Map



Propose initiatives, priorities, and time to value  
Sketch the intelligent enterprise strategy and road map

### 5 Transition Scenario Evaluation



Access and recommend the best transition option (the simplest in terms of costs, risks, and benefits)

# Key Decision 1: Your long-term Innovation Strategy

## SAP S/4HANA Services (ISR): Transformation Map

