SAP Advanced Deployment
An accelerated SAP-led implementation offering for SAP S/4HANA

Webinar – Presented by Colin Page
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PUBLIC

THE BEST RUN **SAP**

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Our Agenda for Today

✔ SAP S/4HANA and the SAP S/4HANA Transition Map

✔ How can SAP support your transition to SAP S/4HANA?

✔ What is SAP Advanced Deployment?

✔ Summary

✔ How to get assistance

SAP S/4HANA and the SAP S/4HANA Transition Map

SAP S/4HANA brings value to your business

SAP S/4HANA is a business game changer.
Digital innovation, intelligence, and real-time information are moving organizations to intelligent enterprises.
Opportunity is real, don't risk being left behind.

547%
five-year return of investment

81%
reduced help desk operations costs

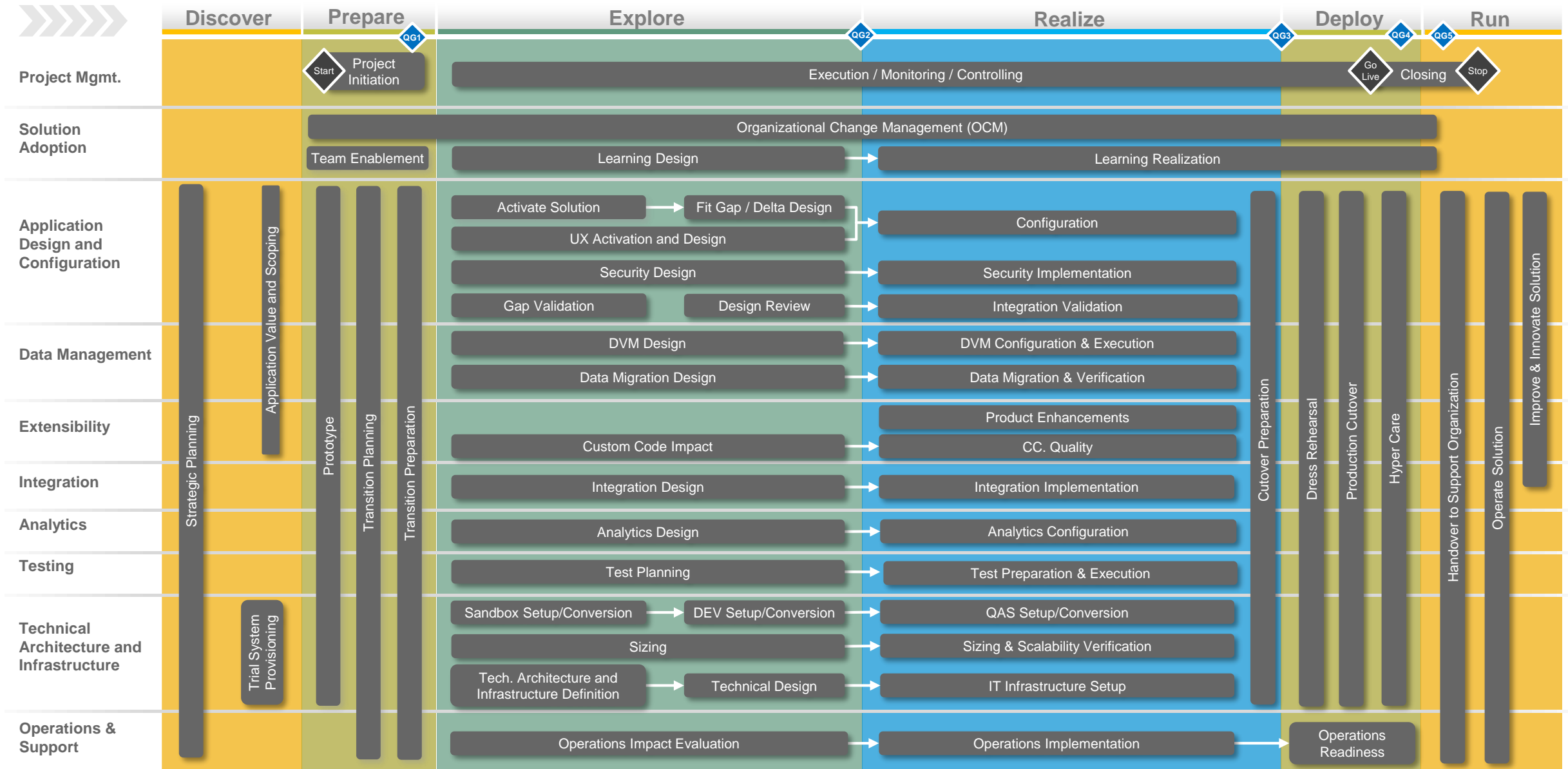**11 months**
payback period

18%
more productive ERP management

43%
more efficient IT staff

Source: IDC SAP S/4HANA Delivers Enhanced Business Value for the Intelligent Enterprise. March 2020 Doc # USS45944720

Transition to SAP S/4HANA – Road Map 20Q1

	Discover	Prepare	Explore	Realize	Deploy	Run
		QG1	QG2	QG3	QG4	QG5

Project Mgmt.
- Start — Project Initiation
- Execution / Monitoring / Controlling
- Go Live — Closing — Stop

Solution Adoption
- Organizational Change Management (OCM)
- Team Enablement
- Learning Design → Learning Realization

Application Design and Configuration
- Strategic Planning
- Application Value and Scoping
- Activate Solution → Fit Gap / Delta Design
- UX Activation and Design
- Configuration
- Security Design → Security Implementation
- Gap Validation — Design Review → Integration Validation

Data Management
- DVM Design → DVM Configuration & Execution
- Data Migration Design → Data Migration & Verification

Extensibility
- Product Enhancements
- Custom Code Impact → CC. Quality

Integration
- Prototype
- Transition Planning
- Transition Preparation
- Integration Design → Integration Implementation

Analytics
- Analytics Design → Analytics Configuration

Testing
- Test Planning → Test Preparation & Execution

Technical Architecture and Infrastructure
- Trial System Provisioning
- Sandbox Setup/Conversion → DEV Setup/Conversion → QAS Setup/Conversion
- Sizing → Sizing & Scalability Verification
- Tech. Architecture and Infrastructure Definition → Technical Design → IT Infrastructure Setup
- Cutover Preparation
- Dress Rehearsal
- Production Cutover
- Hyper Care
- Handover to Support Organization
- Operate Solution
- Improve & Innovate Solution

Operations & Support
- Operations Impact Evaluation → Operations Implementation → Operations Readiness

◆ **Quality Gates**   ▬ **Task / Activity**

How can SAP support your transition to SAP S/4HANA?

SAP Services and Support as Your Trusted Partner

For your transition into an experience company

Enable the Experience Company

Services and support from SAP enables Experience Companies powered by the Intelligent Enterprise.

Expertise and Insights

We enable customer success as an Experience Company through SAP solution expertise and industry insights developed from **47 years of SAP delivery experience across 25 industries.**

Trusted Services and Support

Earning the trust of over 437,000 customers, our services, support, training, and tools guide, simplify, and accelerate their move towards an Experience Company with SAP solutions.

Collaboration and Outcomes

With our customers and SAP ecosystem, we build experiences, drive differentiating innovation, and create exceptional business outcomes that make the world run better and improve people's lives.

Advise I Lead I Co-Innovate

Your journey toward an Experience Company is based on the deliverables you want. Working with SAP as your trusted partner, customers can choose their optimal experience, whether collaborating with us jointly, with your selected partner, or having us lead the transformation or co-innovation.

Together, we make it happen.

How services from SAP simplify and accelerate your SAP S/4HANA journey

The right SAP S/4HANA engagement model for you

By taking advantage of SAP's unique **expertise**, a **systematic outcome driven approach** and leading product as well as industry practices you implement a high performing, sustainable digital core solution for any of your future innovations.
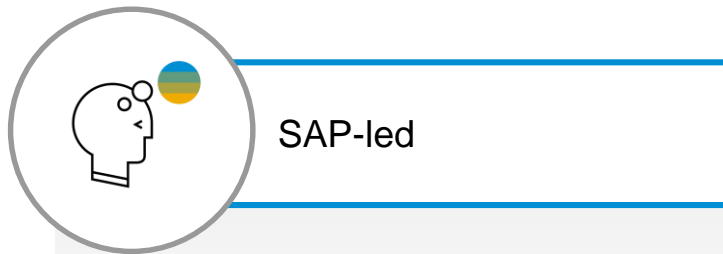
SAP-led

with
SAP Advanced Deployment

- SAP leads your strategic transformation in an end to end turnkey engagement

- Ideate, innovate, and realize your new digital core with SAP services

Customer / Partner-led

with
SAP Value Assurance

- SAP supports and safeguards the project led by you or your partner

- Plan, accelerate, and safeguard your on-premise and cloud implementation with SAP

What is SAP Advanced Deployment?
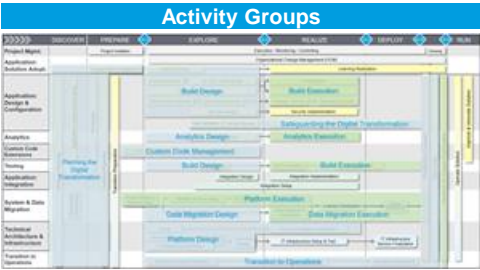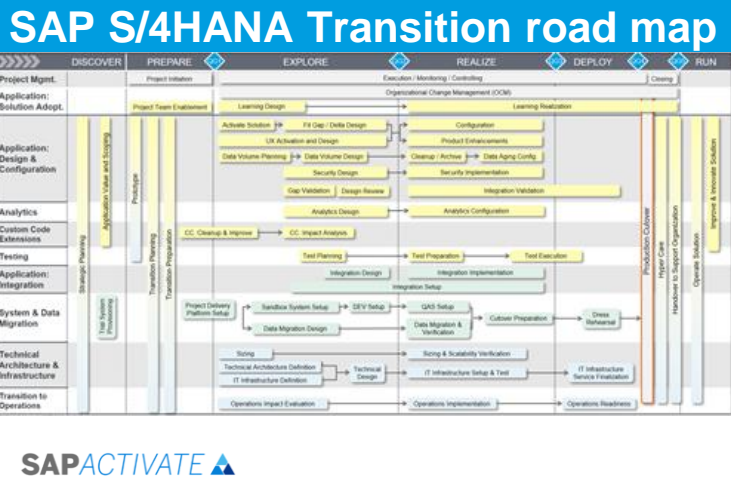
SAP Advanced Deployment

Simplify and accelerate your deployment of SAP S/4HANA

Delivered based on the proven SAP Activate methodology and tailored to your enterprise's specific transition scenario, it streamlines the implementation or migration to a high-performing, sustainable digital core.

- Planning tailored to your specific application scope and implementation scenario.

- Design and use of implementation accelerators for your future application.

- Build of your digital application, including configuration, testing, data cleansing and migration, release for production cutover, and hand-off to your organization.
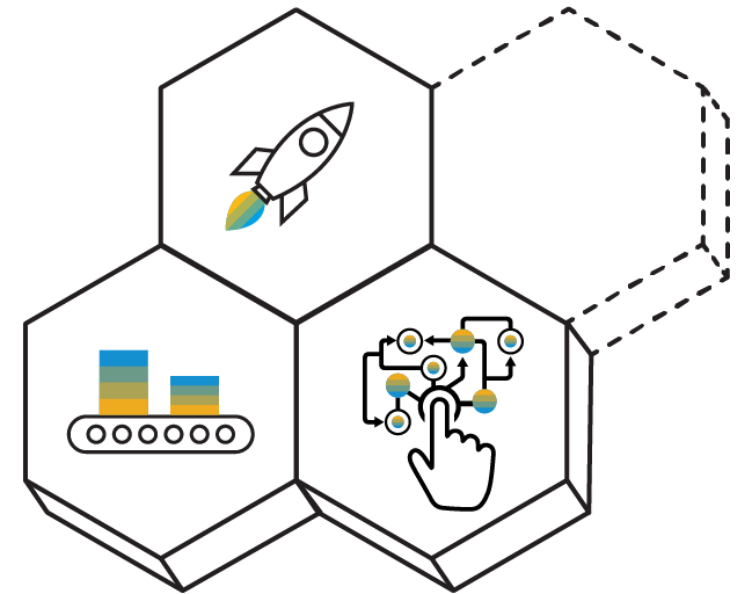
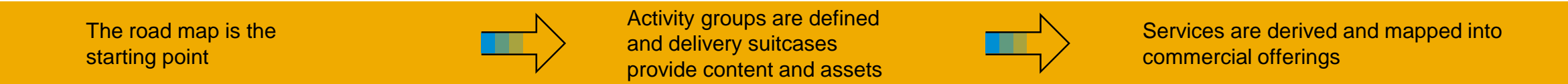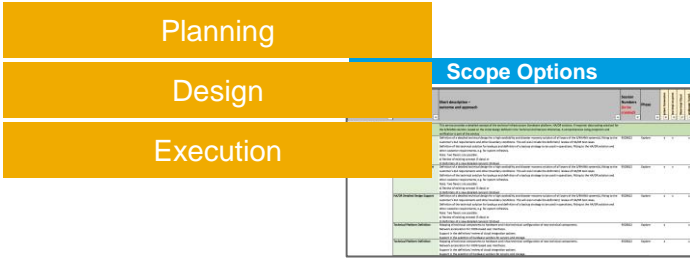# Delivery Approach Derived From Transition Roadmap

SAP S/4HANA Transition road map

SAP*ACTIVATE* ▲

Activity Groups

Delivery Suitcase
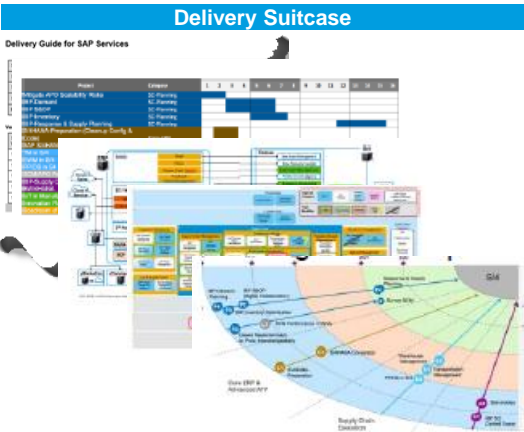
SAP Value Assurance

- Supporting services* for planning, co-design and safeguarding
- Flexible call-off against contingent, offered as **premium engagement**

Planning
Design Support
Orchestration & Safeguarding

Service Components

SAP Advanced Deployment

- Implementation services* for SAP-primed project
- Driven by work package with scope document, offered as **professional service**

Planning
Design
Execution

Scope Options

| | The road map is the starting point | → | Activity groups are defined and delivery suitcases provide content and assets | → | Services are derived and mapped into commercial offerings |

* The services are not identical: supporting character under Value Assurance and work package focus under Advanced Deployment

SAP Advanced Deployment

The turnkey, state-of-the-art SAP service to simplify your SAP S/4HANA journey
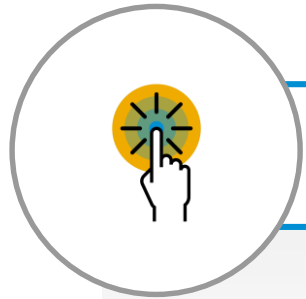
Plan

…your digital application scope

- Powerful self-service scoping and planning tools
- Identification and, as needed, validation of the best transition scenario
- Access to SAP Model Company services
- Creation of a migration plan

Design

…your solution to minimize cost and effort

- Innovative approach to solution design
- Intelligent fit-to-standard processes
- Alignment with SAP product strategy

Build

…a high-performing and sustainable digital core

- Repeatable and standardized services
- Comprehensive, prepackaged technical and functional accelerators
- Scalable delivery approach that ensures consistent quality across the globe

SAP is fully invested in your success

SAP Advanced Deployment (AD)

3 distinct offerings

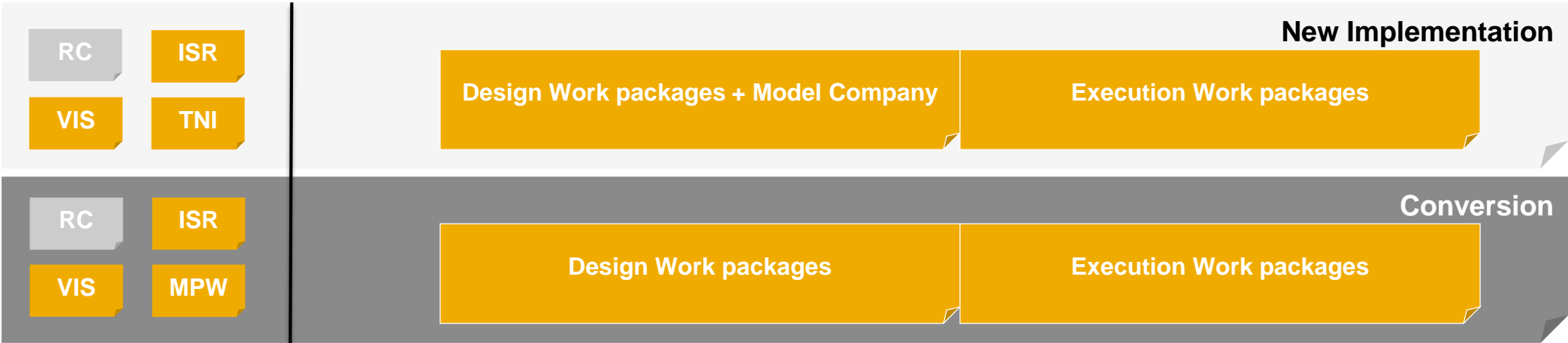| DISCOVER	PREPARE	EXPLORE	REALISE	DEPLOY

AD Discover & Advise

AD Design Prime

SAP Value Assurance

AD Transformation Prime

Project management

New Implementation

RC	ISR
VIS	TNI

Design Work packages + Model Company

Execution Work packages

Conversion

RC	ISR
VIS	MPW

Design Work packages
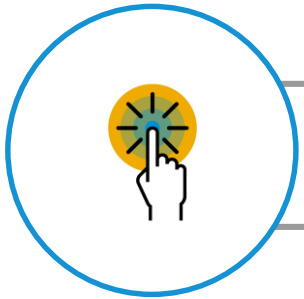
Execution Work packages

Planning the project

Executing the project

SAP Advanced Deployment

The turnkey, state-of-the-art SAP service to simplify your SAP S/4HANA journey

Plan

SAP provides a comprehensive range of planning support, from a multi-year roadmap to the planning of your specific transformation and platform for innovation.

- Design Thinking to envision your future

- Tailored road map to match your speed of adaption

- Transformation based on your value drivers, expected business outcomes, core and unique capabilities

- Align with SAP's product strategy and leverage the latest innovations

Powerful self service tools

- SAP Business Transformation Navigator
- SAP Readiness Check
- SAP Pathfinder or lean jump-start services
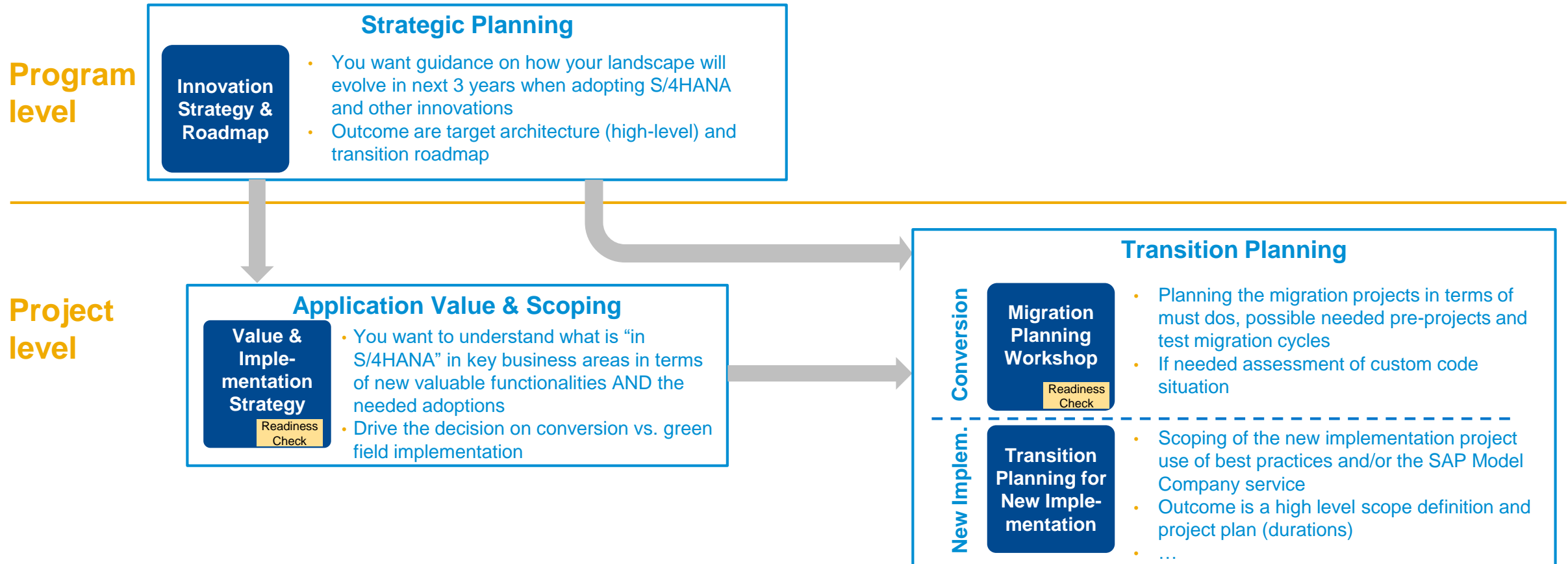 (incl. SAP Discovery, SAP Model Company Discovery)

Key SAP Services/work packages :

- Innovation Strategy & Roadmap
- Value & Implementation Strategy
- Migration Planning Workshop

SAP S/4 HANA

Planning the Digital Transformation

Multiple aspects of planning from strategic to concrete transition planning

Program level

Strategic Planning

Innovation Strategy & Roadmap

- You want guidance on how your landscape will evolve in next 3 years when adopting S/4HANA and other innovations
- Outcome are target architecture (high-level) and transition roadmap

Project level

Application Value & Scoping

Value & Implementation Strategy

Readiness Check

- You want to understand what is "in S/4HANA" in key business areas in terms of new valuable functionalities AND the needed adoptions
- Drive the decision on conversion vs. green field implementation

Transition Planning

Conversion

Migration Planning Workshop

Readiness Check

- Planning the migration projects in terms of must dos, possible needed pre-projects and test migration cycles
- If needed assessment of custom code situation

New Implem.

Transition Planning for New Implementation

- Scoping of the new implementation project use of best practices and/or the SAP Model Company service
- Outcome is a high level scope definition and project plan (durations)
- …

SAP Advanced Deployment

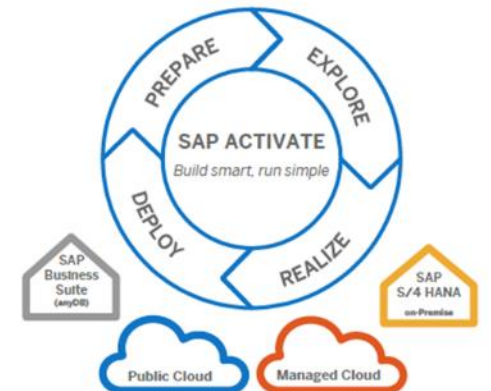The turnkey, state-of-the-art SAP service to simplify your SAP S/4HANA journey

Design

Design for sustainability, build smart, run simple

- SAP Activate as deployment approach for cloud or on premise

- Industry and solution specific editions

- SAP Model Company and best practices for a "fit to standard" deployment

- SAP Solution Manager 7.2 as smart delivery platform

Key SAP Services/work packages:

- Build Design
- Platform Design
- Custom Code Management
- Analytics Design
- Data Migration Design

SAP Advanced Deployment

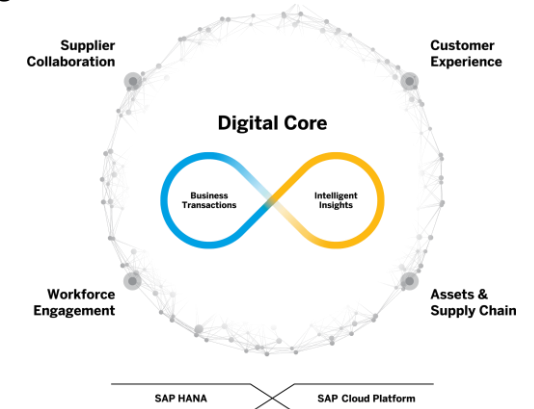The turnkey, state-of-the-art SAP service to simplify your SAP S/4HANA journey
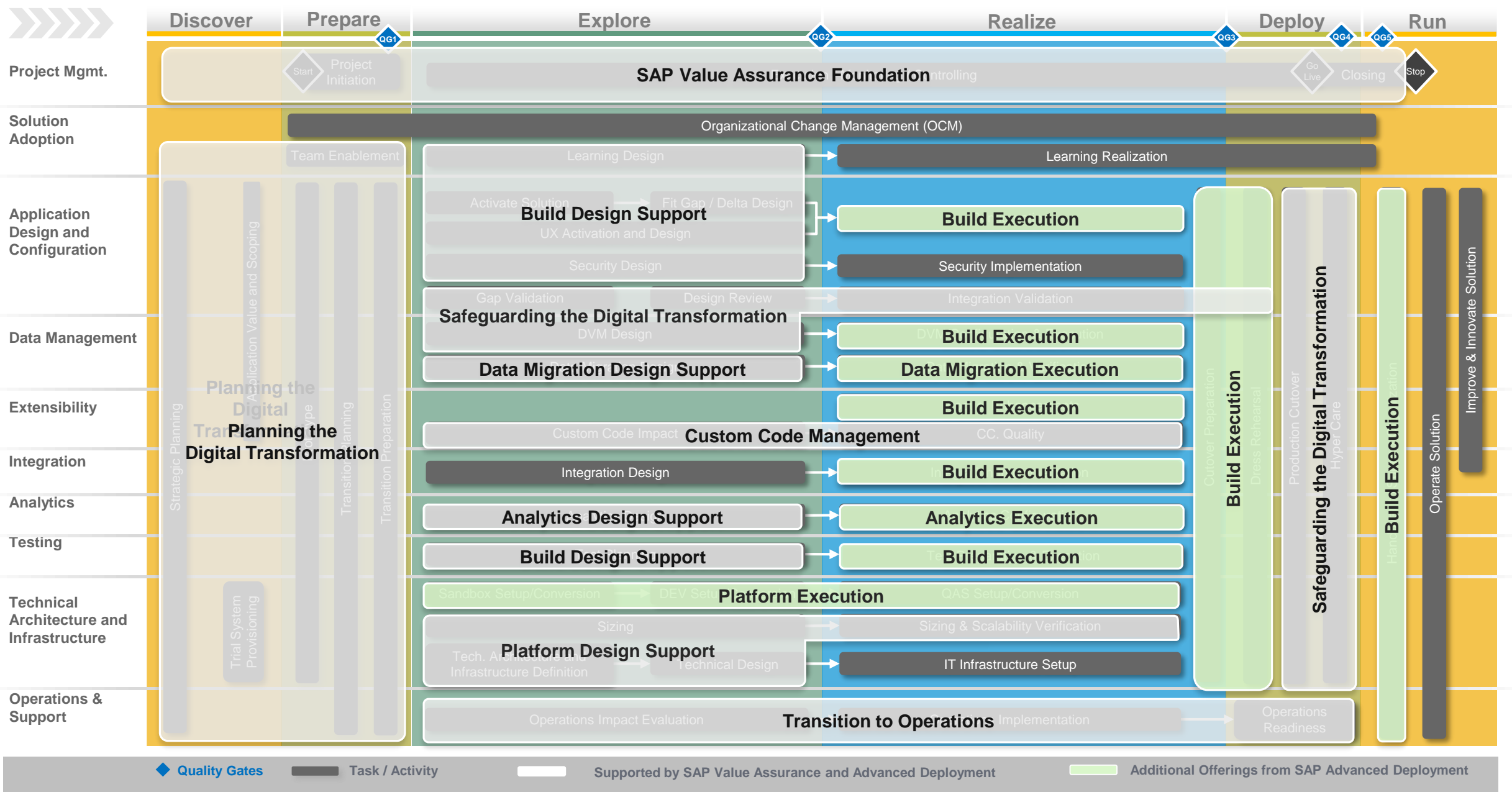
Build

Build scalable platform

- **Agile build** to deploy pre-designed processes for the on-premise edition of the SAP S/4HANA suite to keep the deployment on track

- **Iterative value generation** to ensure delivery of customer business benefits

- **Industrialized Factory Services** with a scalable solution and a **high degree of automation**

- Platform for continuous improvement and innovative minds

Key SAP Services/work packages

- Build Execution, Platform Execution, Analytics Execution, Data Migration Execution,
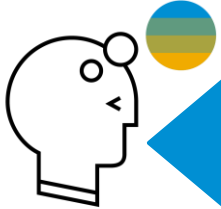
- SAP Innovation Services
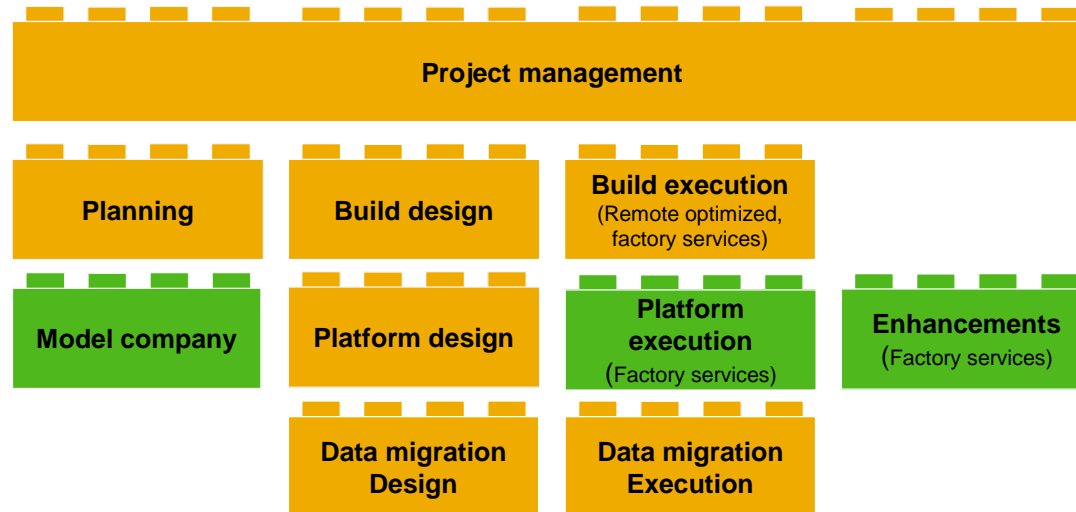
Transition to SAP S/4HANA 20Q1

Discover	Prepare	Explore	Realize	Deploy	Run

Project Mgmt.
- Start — Project Initiation
- SAP Value Assurance Foundation — Controlling
- Go Live — Closing — Stop

Solution Adoption
- Organizational Change Management (OCM)
- Team Enablement
- Learning Design → Learning Realization

Application Design and Configuration
- Activate Solution → Fit Gap / Delta Design
- Build Design Support
- UX Activation and Design
- Build Execution
- Security Design → Security Implementation
- Gap Validation — Design Review → Integration Validation

Data Management
- Safeguarding the Digital Transformation
- DVM Design → Build Execution
- Data Migration Design Support → Data Migration Execution

Extensibility
- Build Execution
- Custom Code Impact — Custom Code Management — CC. Quality

Integration
- Integration Design → Build Execution

Analytics
- Analytics Design Support → Analytics Execution

Testing
- Build Design Support → Build Execution

Technical Architecture and Infrastructure
- Sandbox Setup/Conversion → DEV Setup — Platform Execution — QAS Setup/Conversion
- Sizing → Sizing & Scalability Verification
- Tech. Architecture / Infrastructure Definition — Platform Design Support — Technical Design → IT Infrastructure Setup

Operations & Support
- Operations Impact Evaluation — Transition to Operations — Implementation → Operations Readiness

Planning the Digital Transformation

Strategic Planning / Application Value and Scoping / Scope / Transition Planning / Transition Preparation / Trial System Provisioning

Build Execution / Cutover Preparation / Dress Rehearsal

Safeguarding the Digital Transformation / Production Cutover / Hyper Care

Build Execution / Handover / Realization

Operate Solution

Improve & Innovate Solution

Legend:
- ◆ Quality Gates
- ▬ Task / Activity
- ▭ Supported by SAP Value Assurance and Advanced Deployment
- ▭ Additional Offerings from SAP Advanced Deployment

QG1, QG2, QG3, QG4, QG5

SAP S/4HANA Service Offerings
SAP Advanced Deployment

Sample case 1 SAP S/4HANA New Install with Model Company

- SAP is priming; you as the customer expect SAP to take a leading role in all areas.
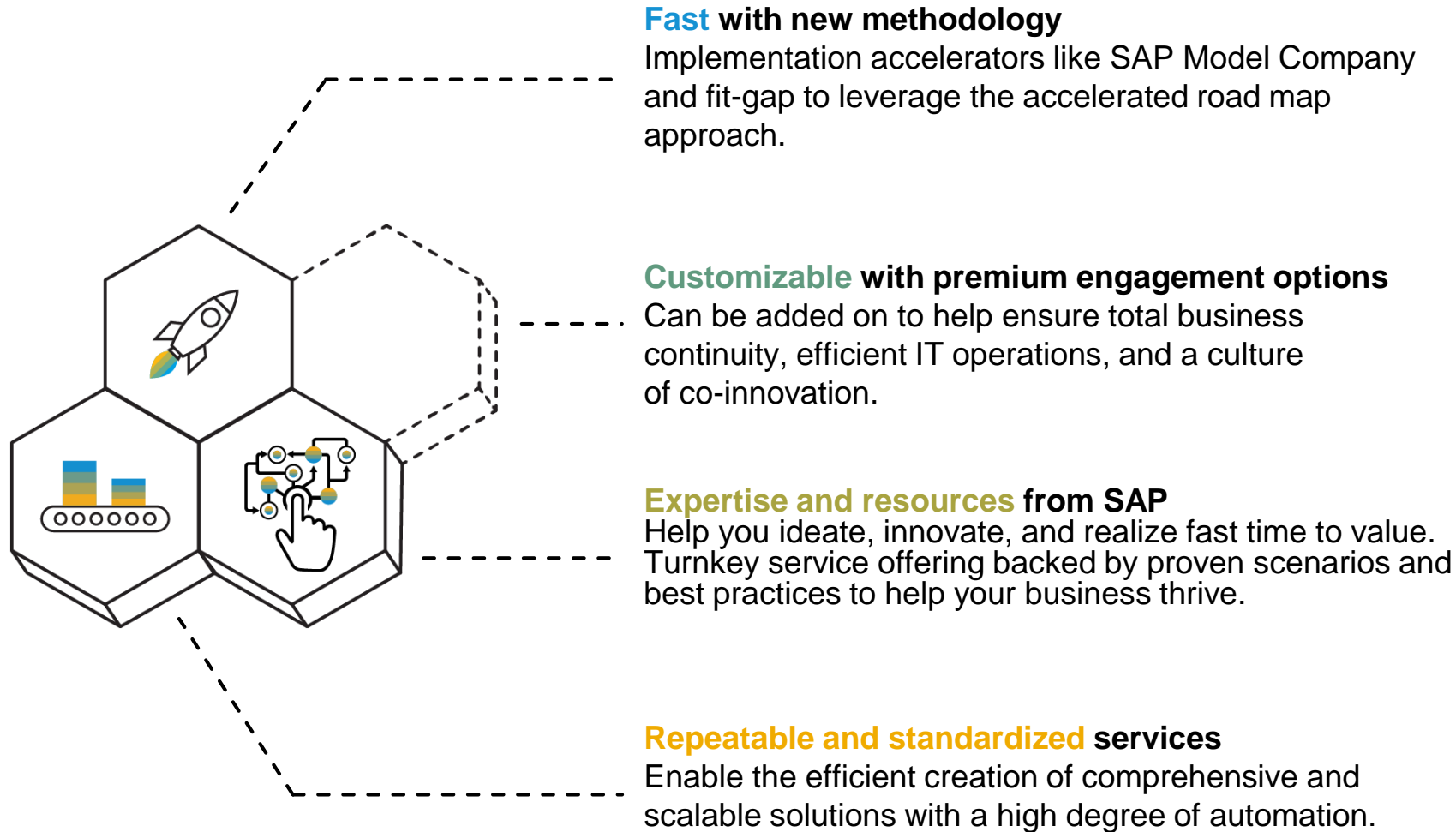- No additional Safeguarding expected

Project management

Planning

Build design

Build execution
(Remote optimized, factory services)

Model company

Platform design

Platform execution
(Factory services)

Enhancements
(Factory services)

Data migration Design

Data migration Execution

Legend:

SAP Premium Engagement	SAP Advanced Deployment	Referenced Services

Summary

Experience the benefits of an SAP-led implementation

Fast with new methodology
Implementation accelerators like SAP Model Company and fit-gap to leverage the accelerated road map approach.

Customizable with premium engagement options
Can be added on to help ensure total business continuity, efficient IT operations, and a culture of co-innovation.

Expertise and resources from SAP
Help you ideate, innovate, and realize fast time to value. Turnkey service offering backed by proven scenarios and best practices to help your business thrive.

Repeatable and standardized services
Enable the efficient creation of comprehensive and scalable solutions with a high degree of automation.

SAP Services and Support as your partner to reduce the time and effort for digital transformation planning, design, and execution.

How to get assistance

Don't wait! Start now!

Next steps and more information

Build your SAP transformation journey
Identify areas of scope and define your transition path with a discovery workshop

Get started with your service package
Start your smooth journey to the digital age with SAP Services and Support today

Contact and follow us on

Useful links

About SAP Advanced Deployment
https://www.sap.com/advanced-deployment

About SAP Transformation Navigator
http://www.sap.com/transformationnavigator

About SAP Readiness Check
https://help.sap.com/viewer/e9282d8a30c94c51a356a8c02c00bbeb/200/en-US

About SAP Model Company
https://www.sapstore.com/solutions/99072/SAP-Model-Company-Discovery

Thank you.

Contact information:

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