



Transition to SAP S/4HANA

Lessons Learned by the S/4HANA Regional Implementation Group

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Agenda

- How can S/4HANA Customer Care and the Regional Implementation Group help you?
- How many organizations have already moved to S/4HANA?
- How is S/4HANA different from SAP ERP?
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S/4HANA Customer Care and RIG Team

Who are we?



- Global team of 100+ S/4HANA experts representing the SAP development organization

What do we do?

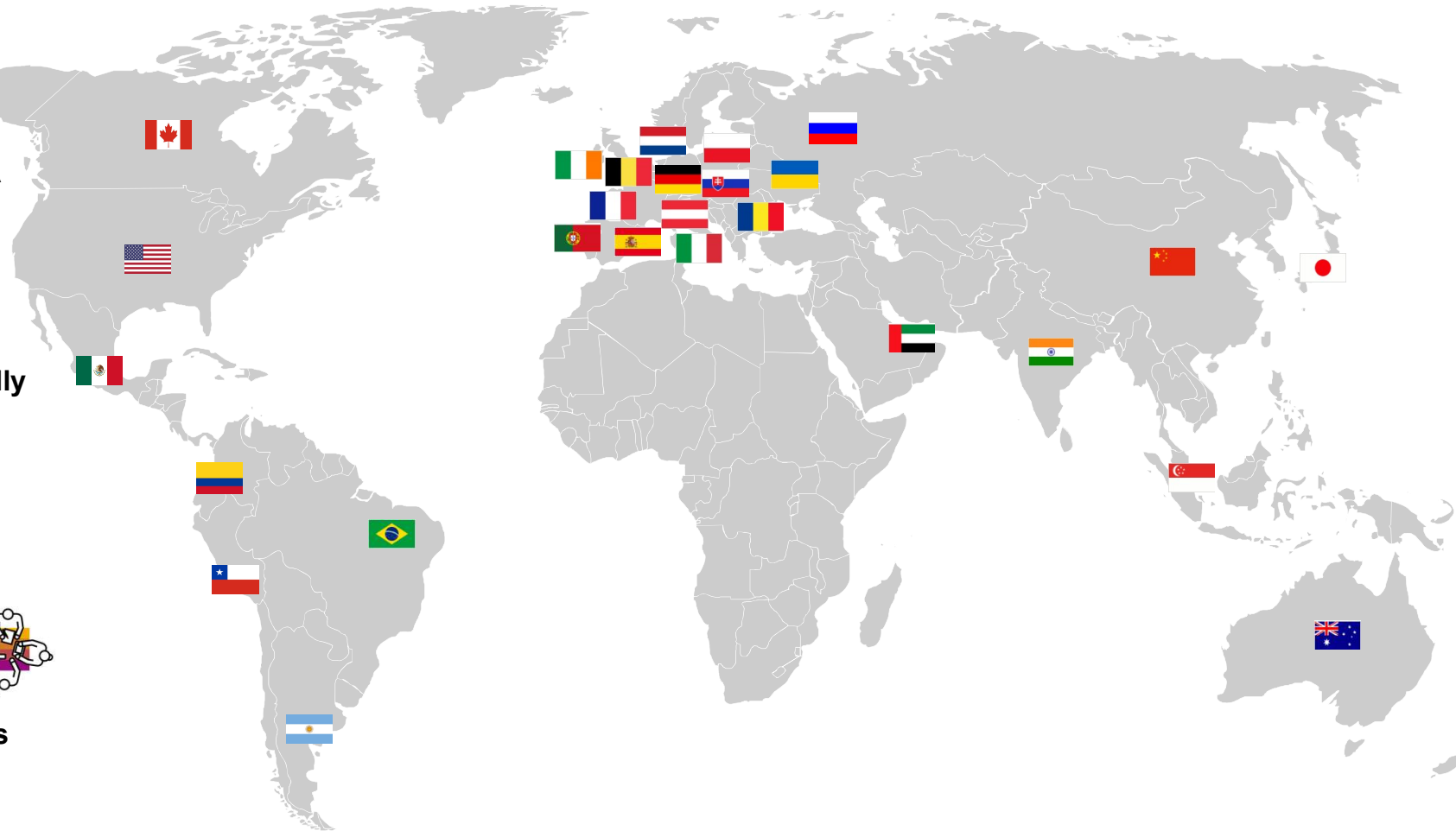


- Help customers to successfully prepare and execute their S/4HANA projects
- Share S/4HANA knowledge with the ecosystem, e.g. via blogs and events

Collaborative working

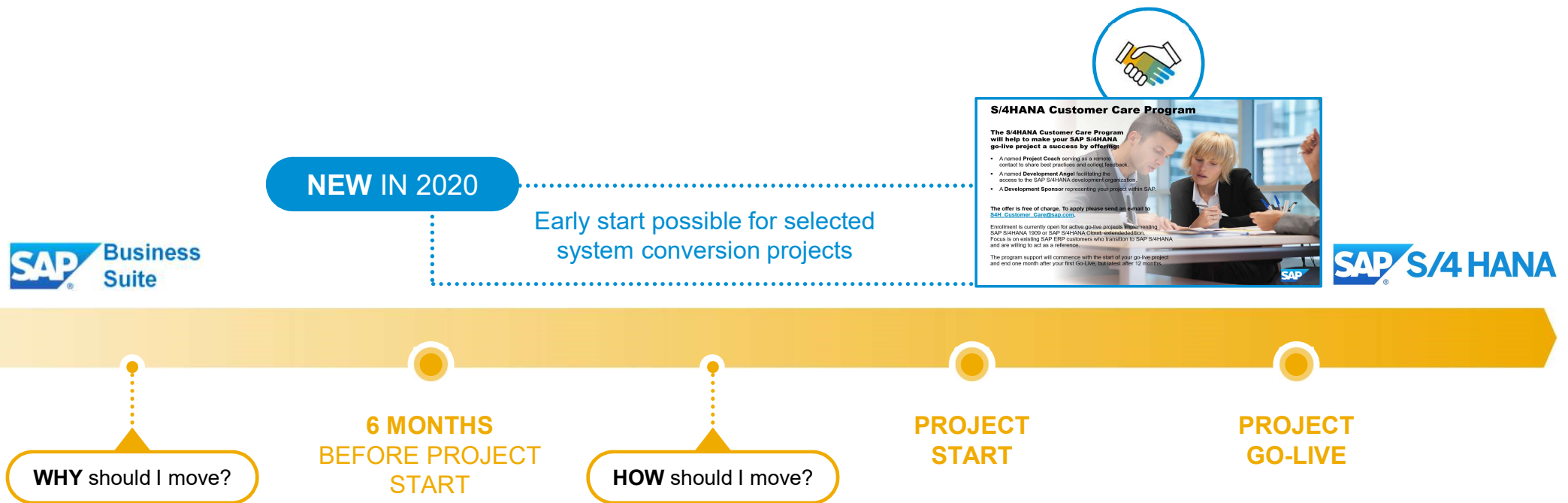


- Complementary to consulting and Value Assurance services



SAP S/4HANA Customer Care Program – continuing in 2020!

850+ projects successfully supported with a Project Coach and a RIG* Expert.



(*) RIG = Regional Implementation Group

S/4HANA Customer Care Program

The S/4HANA Customer Care Program will help to make your SAP S/4HANA go-live project a success by offering:

- A named **Project Coach** serving as a remote contact to share best practices and collect feedback.
- A named **Development Angel** from the Regional Implementation Group (RIG) facilitating the access to the SAP S/4HANA development organization.

The offer is free of charge. To apply please send an e-mail to S4H_Customer_Care@sap.com.

Enrollment is currently open for active go-live projects implementing SAP S/4HANA 1909 or SAP Integrated Business Planning for Supply Chain.

Focus is on existing SAP ERP customers who transition to SAP S/4HANA, as well as customers implementing EWM, TM, PEO and IBP, and are willing to act as a reference.

The program support will commence with the start of your go-live project^(*) and end one month after your first Go-Live, but latest after 12 months.

Also accepting:

- EWM, TM, PEO and IBP projects
- S/4HANA 1511 to 1909 upgrade projects that are starting by end of July 2020

Legend

EWM = SAP S/4HANA Supply Chain for extended warehouse management

TM = SAP S/4HANA Supply Chain for transportation management

PEO = SAP S/4HANA Manufacturing for production engineering and operations

IBP = SAP Integrated Business Planning for Supply Chain



(*) On an exceptional basis, an early start is possible for system conversion projects with an application around six months prior to project start.

Roles & Tasks

Customer/Partner



Project Contact

- Member of the customer's project team, typically the Customer / Partner project lead
- Joins the regular interaction with the Project Coach
- After the successful completion of the project, provides feedback to SAP (based on a one-page feedback template) and supports the customer's participation in the SAP reference program

SAP

Project Coach



- Works in unison with customer and partner resources on the project to ensure successful project implementation
- Runs a regular and proactive interaction with the project team
- Works with the Development Angel for critical issue resolution
- Shares product related information and learnings from other projects
- Ensures SAP management visibility of project status on a regular base
- Engages for customer feedback and reference activities

Development Angel

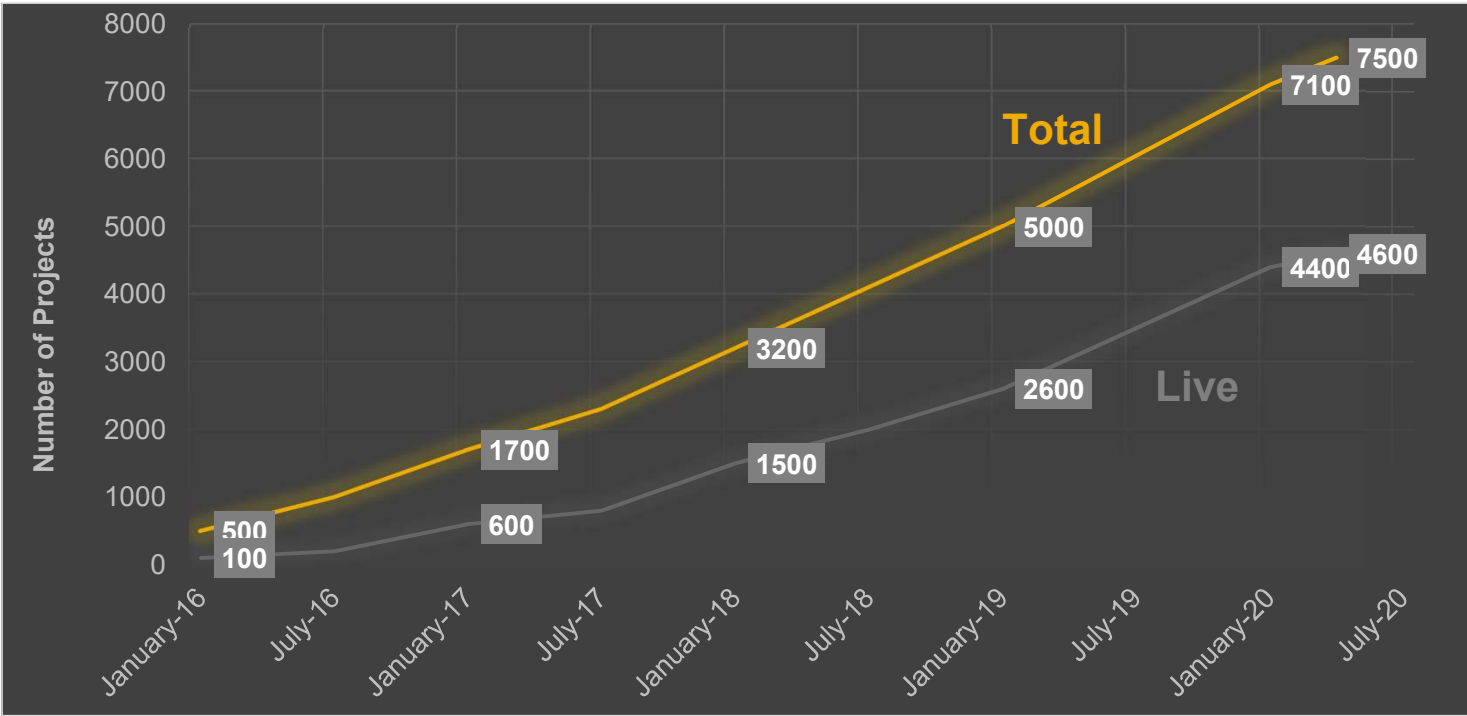


- Technical or functional S/4HANA subject matter expert, acting within a network of experts from the S/4HANA Regional Implementation Group (RIG) and facilitating the access to the SAP S/4HANA development organization
- Provides guidance & follow up on product related questions

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Evolution of S/4HANA Projects



Supported by Customer Care	Total	Active
	852	197

Average Project Duration

The vast majority of S/4HANA customers went live in **10-12 months**.

The project duration is largely determined by customer complexity (degree of change) and implementing partner tools / methodologies.



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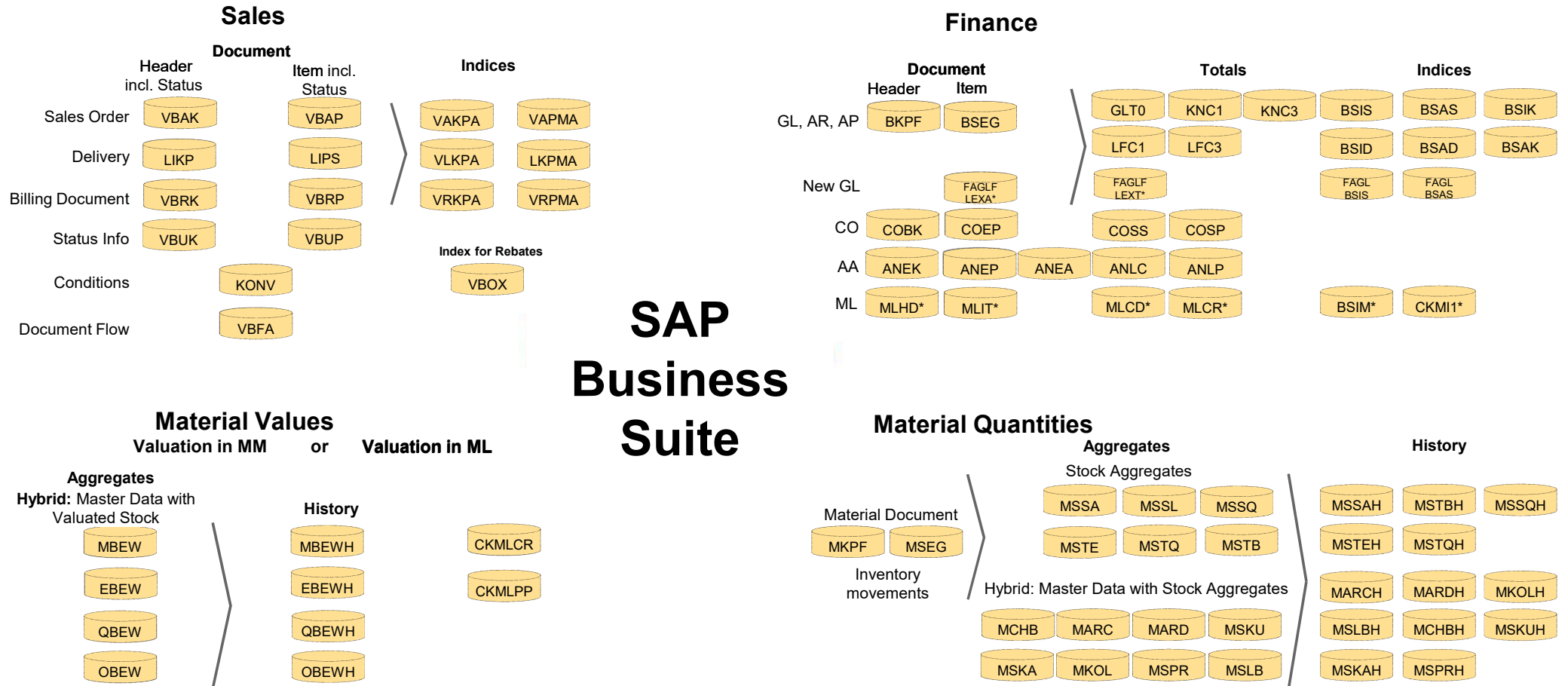
5 key takeaways



- 1 is a **new product** and the next generation business suite designed for the digital economy
- 2 is **architected solely for SAP HANA** for massive innovations and simplifications
- 3 is designed with **SAP Fiori** UX for any role and for instant insight-to-action on any device
- 4 is offered in two editions: **on premise and cloud** – for real choice
- 5 is **non-disruptive to deploy** and source of unique business and IT value for customers

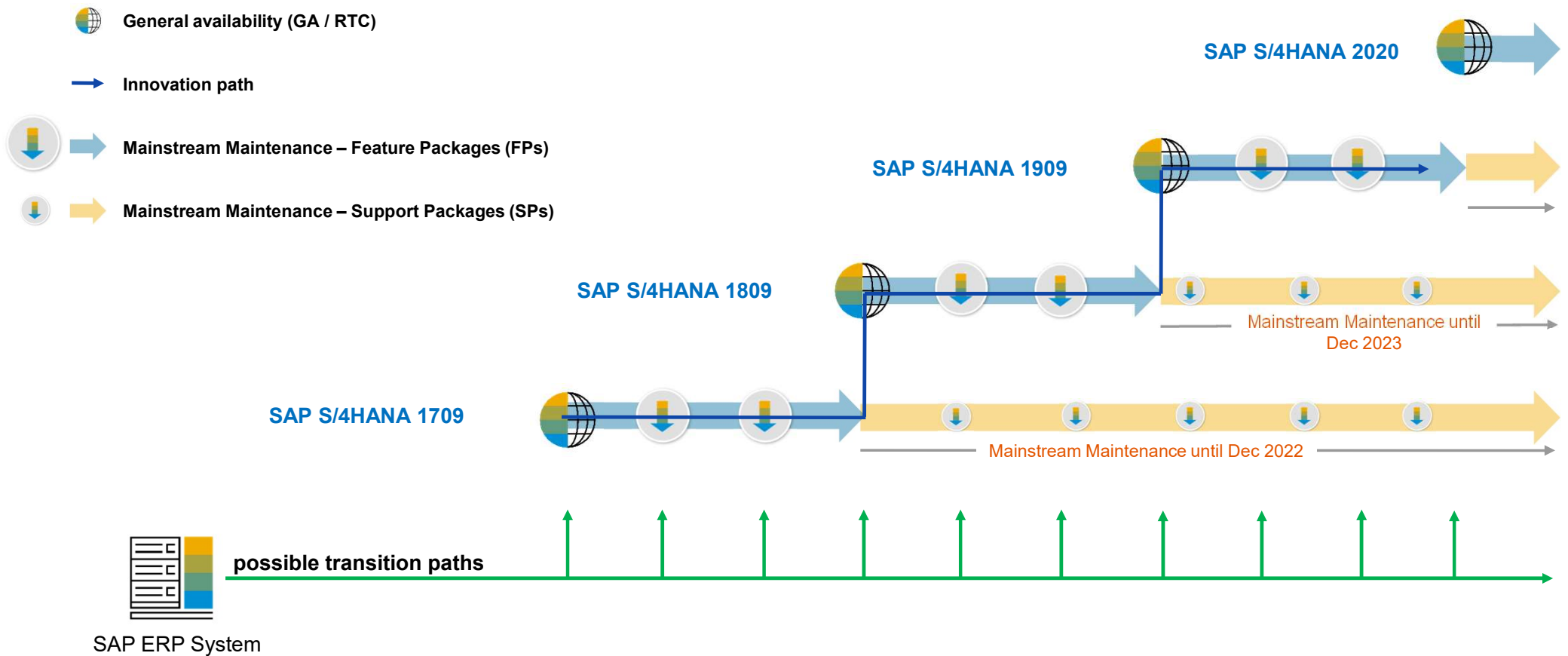
SAP S/4HANA Database & Table Structures

prepares your data structures for new real-time requirements, big data and high throughput



SAP S/4HANA (On-Premise) Release Strategy

Definition of deliveries and possible adoption paths


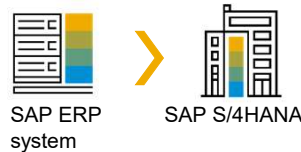


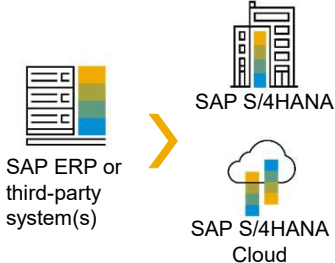
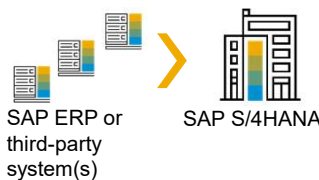


Agenda

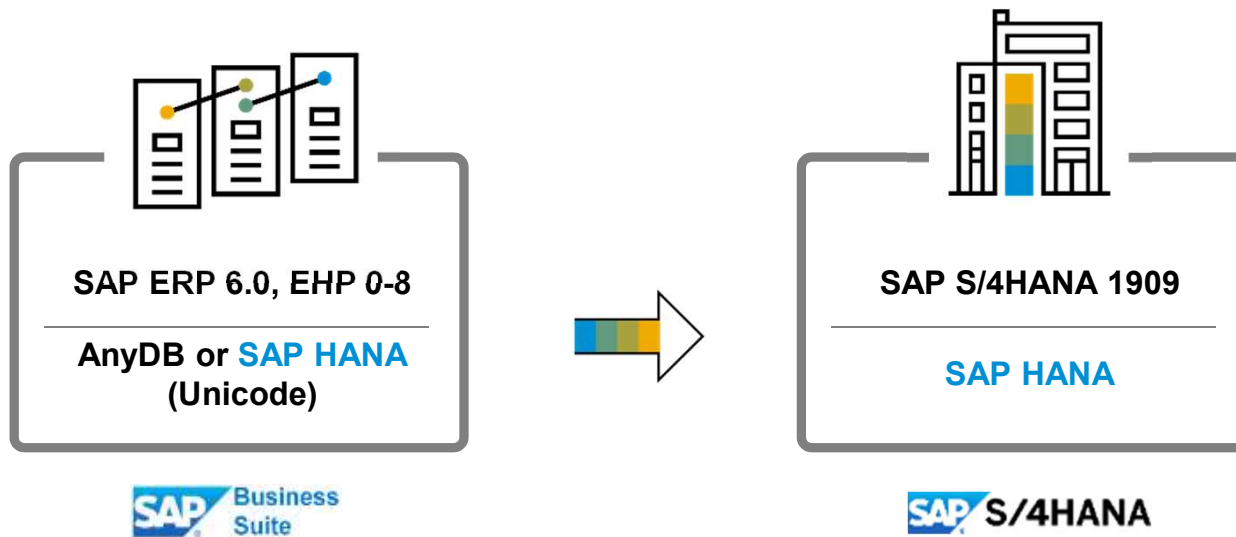
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Transition to SAP S/4HANA

Different transition paths to move to SAP S/4HANA

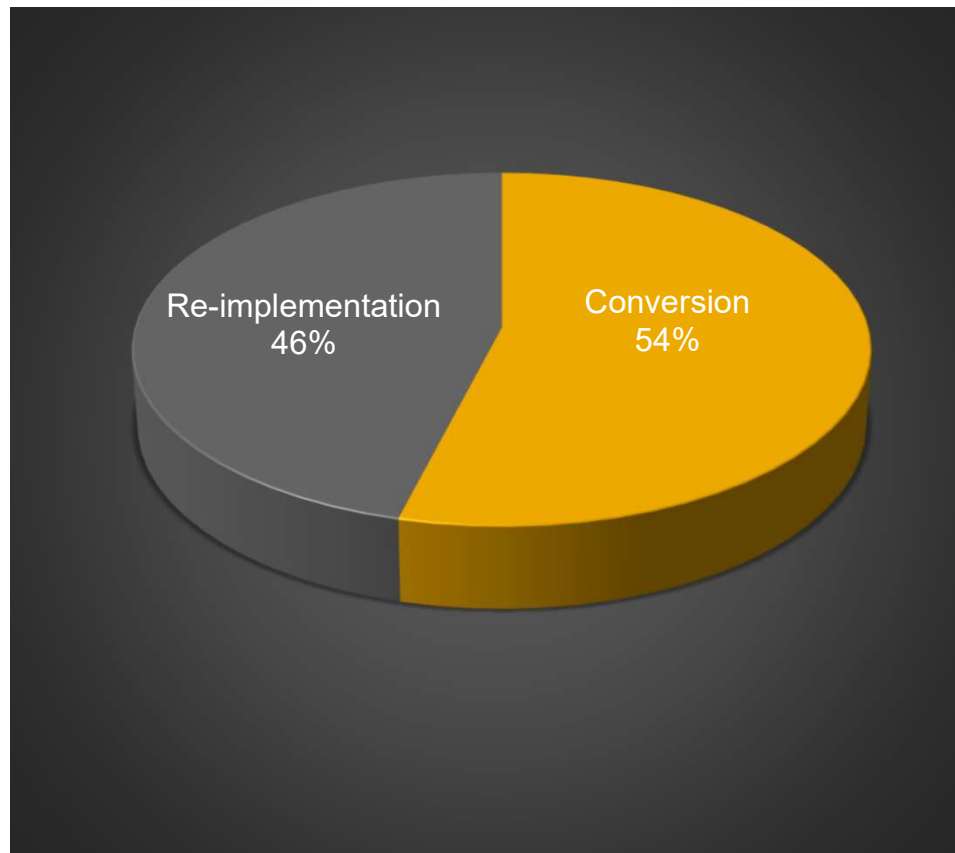
Type	Approach	Available for	Purpose
Reusing by in-place conversion 	System conversion	 <p>SAP ERP system</p> <p>SAP S/4HANA</p>	Bringing your business processes to the new platform <ul style="list-style-type: none"> A complete technical in-place conversion of an existing SAP ERP software system to SAP S/4HANA Adoption of new innovations at your speed
Reengineering with data migration  <p>Standardized</p>  <p>Customer tailored</p>	New implementation	 <p>SAP ERP or third-party system(s)</p> <p>SAP S/4HANA</p> <p>SAP S/4HANA Cloud</p>	New implementation/Re-Implementation <ul style="list-style-type: none"> Reengineering and process simplification based on latest innovations Implementing innovative business processes with preconfigured content on a new platform Performing initial data load Retiring old landscape
	Selective Data Transition	 <p>SAP ERP or third-party system(s)</p> <p>SAP S/4HANA</p>	Value-driven data migration to the new platform <ul style="list-style-type: none"> You need more than master data and open items, such as transactional data, complete or selected by a time slice Migrate a selection of data (such as by organizational units), or migrate data from more than one system, or migrate application-related data into an SAP S/4HANA-based solution landscape

System Conversion to S/4HANA



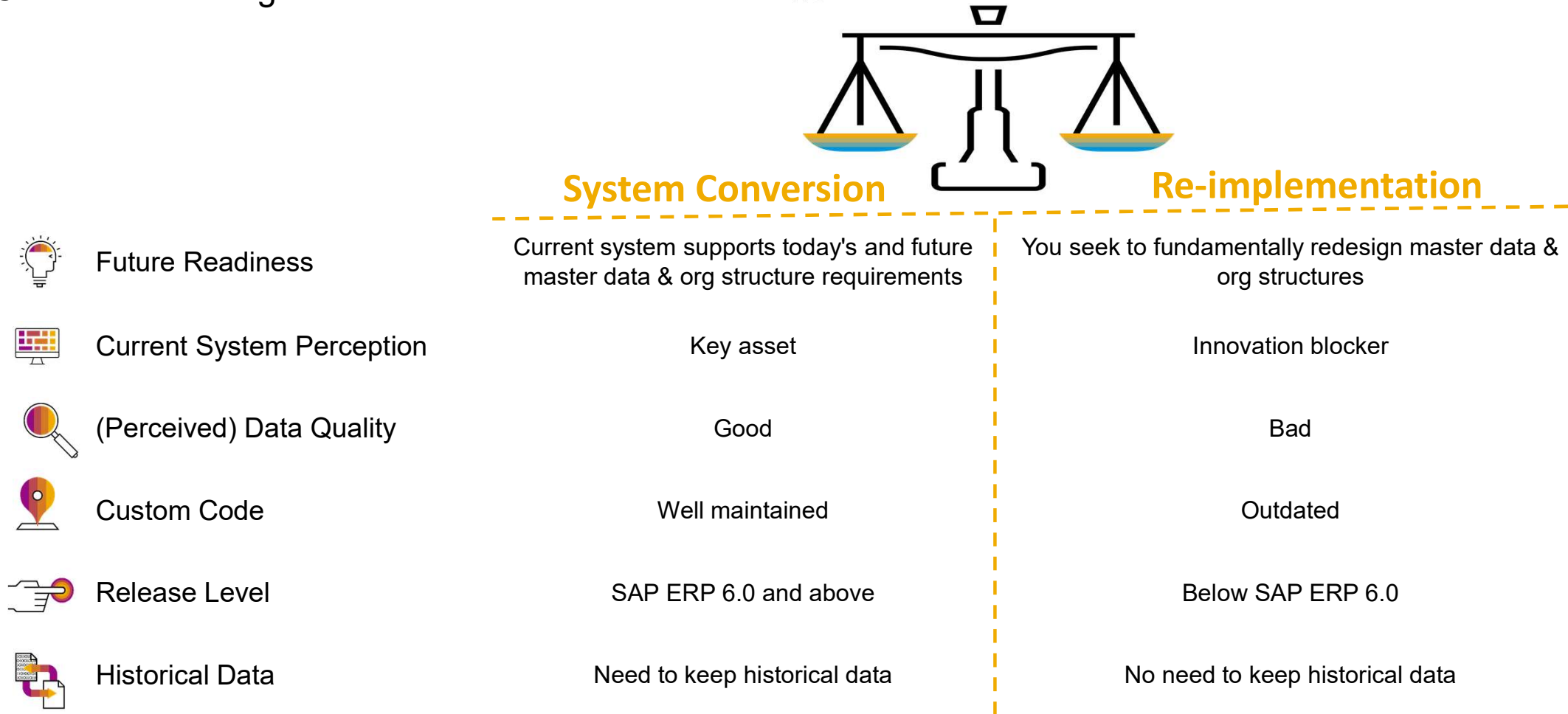
A system conversion is technically feasible from SAP ERP 6.0 and above.
An interim transition to ERP on HANA is not required and not recommended.

S/4HANA Projects by project type for ERP customers



Comparing the Paths to SAP S/4HANA

Criteria influencing the choice of the transition scenario



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Lessons Learned to prepare your S/4HANA project

Run the **SAP Readiness Check** to get fast and early insights for your S/4HANA project.

Look into **Fiori** quick wins.
Avoid the temptation to continue only with SAPGUI!

Consider related SAP solution portfolio changes

Plan long-term, not just limited to the initial transition projects. Innovations can be implemented in a later phase.

Leverage the many enablement Options such as **OpenSAP**

Additional recommendations for your system conversion project

Consider as many
conversion cycles as
needed

A System Conversion to
S/4HANA is more than a
Technical Upgrade

Evaluate the different
downtime optimization
options

Final recommendation for your S/4HANA project

**Leverage the support that
SAP provides through
S/4HANA Customer Care**

Thank you.

Contact information:

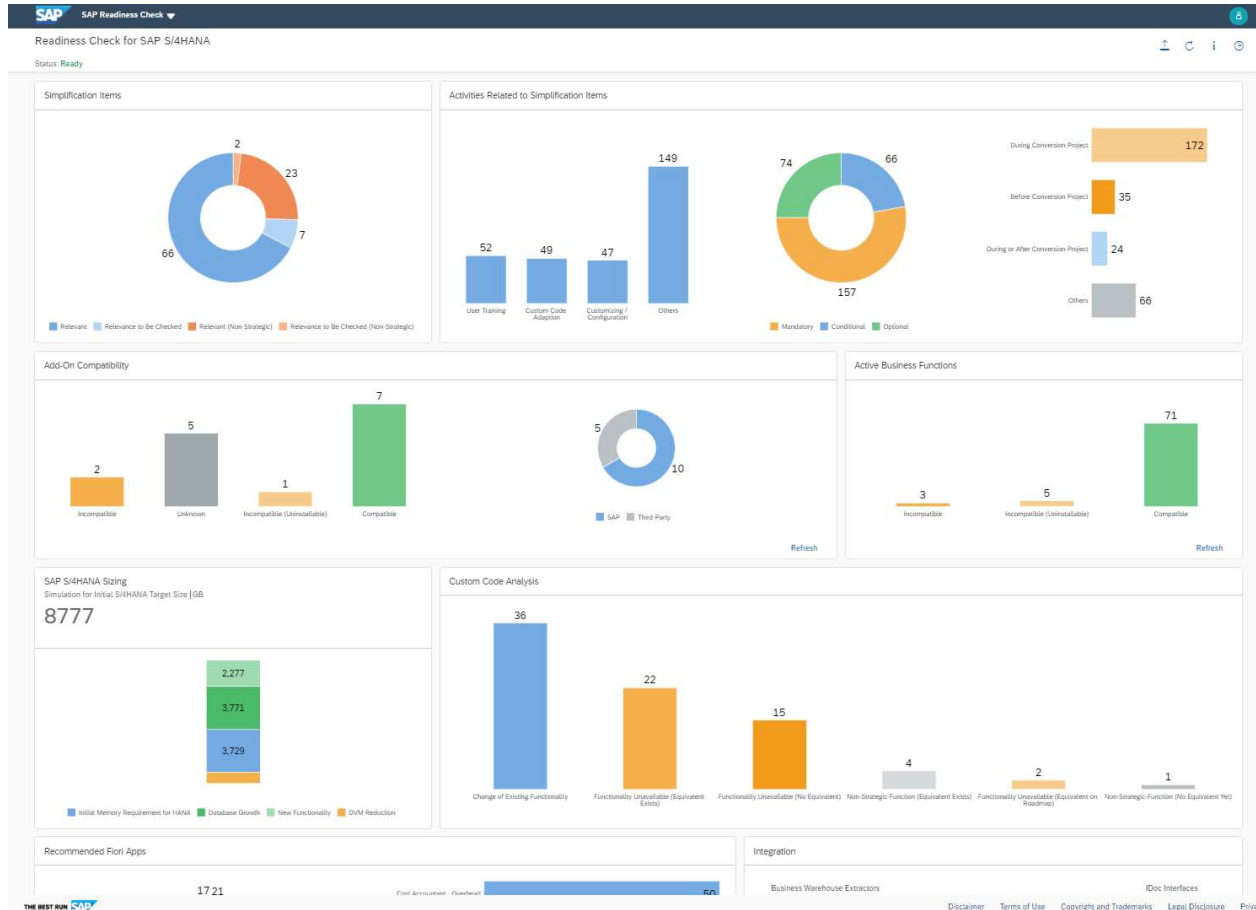
Arne Schmidthals

Global Head of S/4HANA RIG

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Run the **SAP Readiness Check** to get fast and early insights for your S/4HANA project.

SAP Readiness Check 2.0 for SAP S/4HANA On Premise



What's new?

- New and improved analyses to prepare you even better for SAP S/4HANA
- New **interactive** Dashboard
- New **authorization** concept
- New **design** based on SAP Fiori 3.0

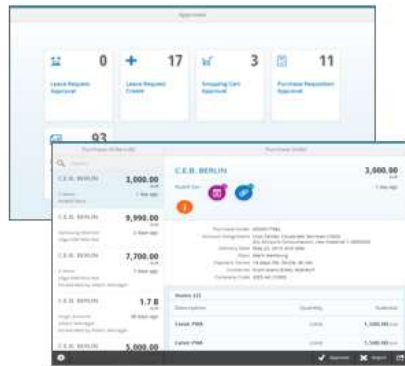
Benefits for our customers

- Even better project preparation due to extended functional coverage
- Interactive features let you organize preparation work more efficiently
- Easy access to results for your preferred implementation partner, by enabling you to provide & control access inside SAP Readiness Check

Look into **Fiori** quick wins.

Avoid the temptation to
continue only with SAPGUI!

SAP Fiori



SAP Fiori
2013

SAP S/4HANA 1511

SAP Business Suite

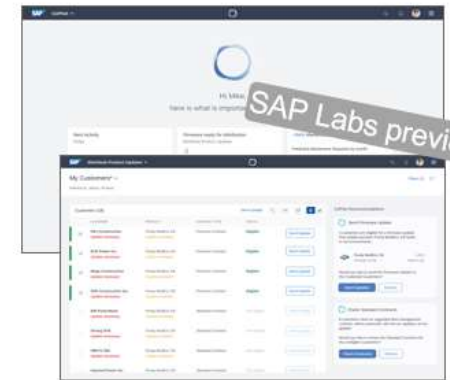


SAP Fiori 2.0
2016

SAP S/4HANA 1610



SAP S/4HANA 1709
SAP S/4HANA 1809



SAP Fiori 3

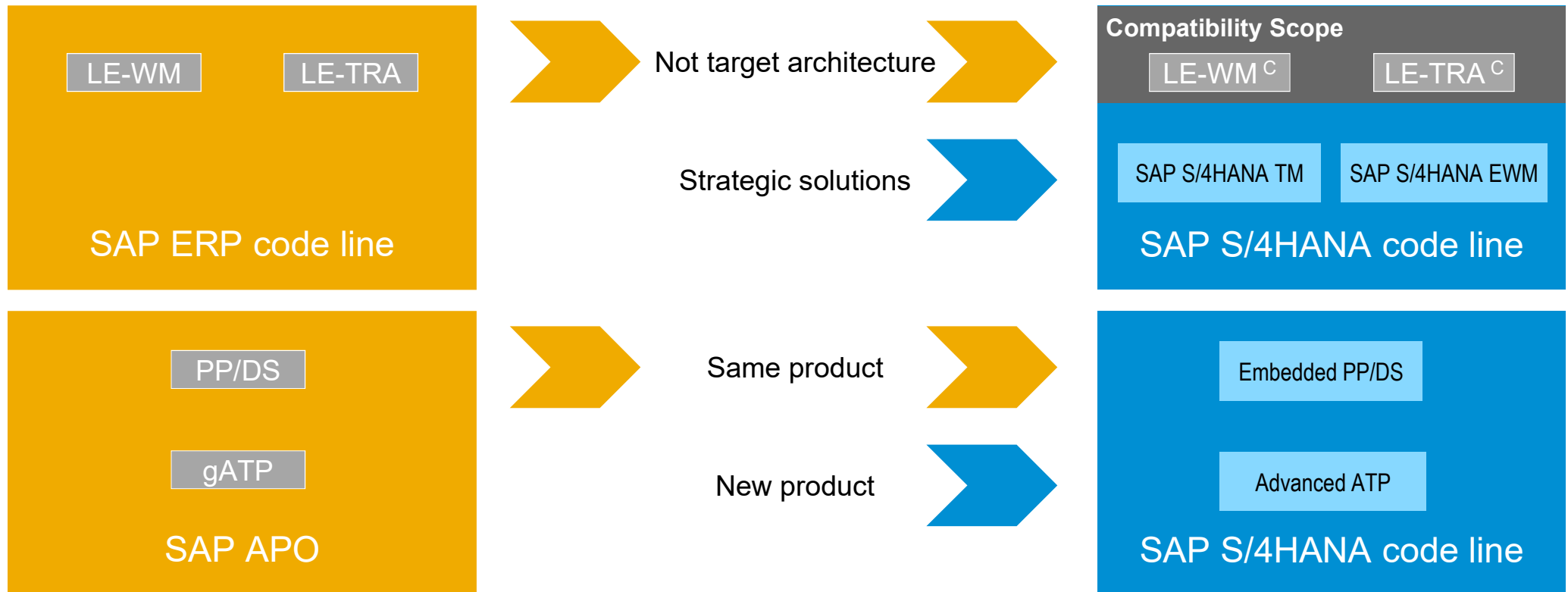
SAP S/4HANA > 1809



SAP Fiori is THE user interface for SAP S/4HANA. It will allow the Customer to have the same User Experience in all SAP Products (planned). SAP GUI focus on customizing and some expert user cases.

**Consider related SAP
solution portfolio changes**

Consider related SAP solution portfolio changes - Examples

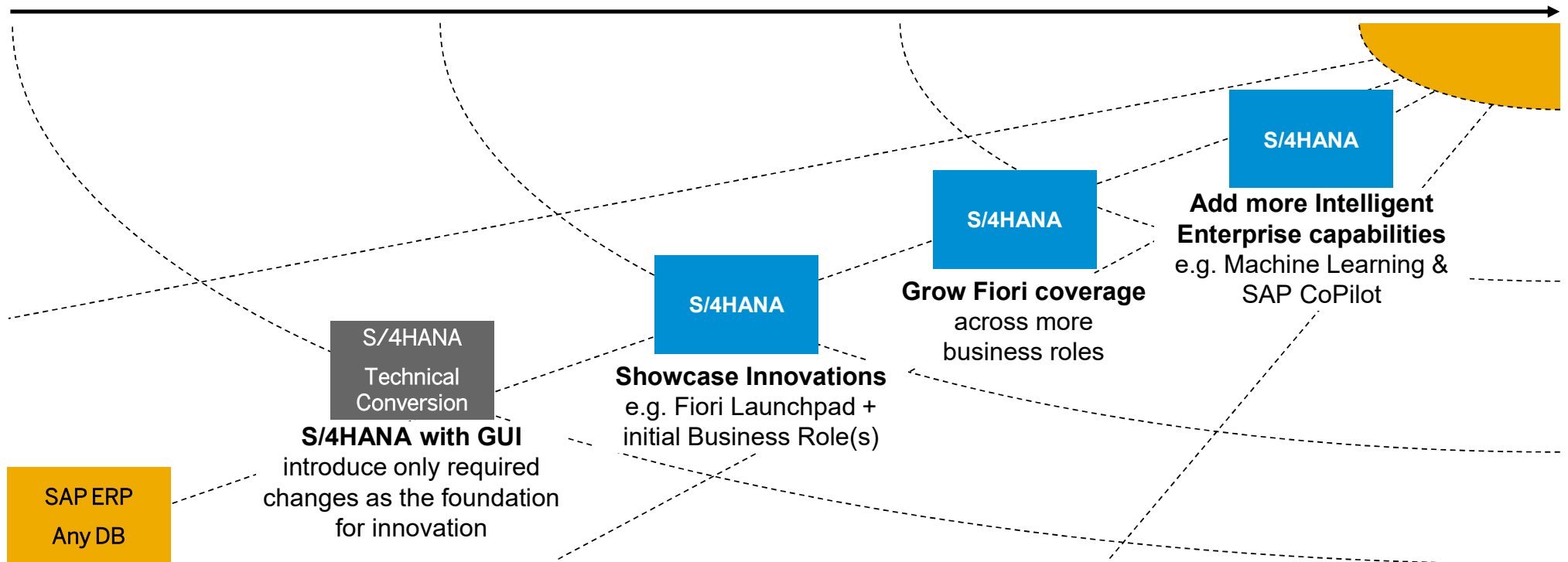


Check the Compatibility Scope Matrix and the Simplification List. It is recommended to start the project with the strategic solutions, but if not possible, Compatibility Scope will be available until 2025.

Plan long-term, not just limited to the initial transition projects. Innovations can be implemented in a later phase.

Manage the Pace of Change from ERP to SAP S/4HANA

INNOVATION ADOPTION



Leverage the many
enablement Options such as
OpenSAP

OpenSAP Course: Key topics in a System Conversion to S/4HANA



The screenshot shows the OpenSAP website interface. At the top, there's a navigation bar with 'openSAP' logo and links for 'Channels', 'Courses', 'Podcasts', and 'News'. The main heading is 'Key Technical Topics in a System Conversion to SAP S/4HANA', with a subtitle 'Featuring experts from the SAP S/4HANA Regional Implementation Group'. Below this, there's a secondary navigation bar with 'Learnings', 'Discussions', 'Progress', 'Collab Space', 'Course Details' (selected), and 'Announcements'. The main content area features a video player on the left showing a man in a suit, with the text 'Key Technical Topics in a System Conversion to SAP S/4HANA' overlaid. To the right of the video, there are social media share buttons for Facebook, Twitter, and LinkedIn. Below these, a description states: 'Join this free open online course to learn about the technical aspects of a system conversion from an SAP ERP system into an SAP S/4HANA system. After a good understanding of the technical aspects of a system conversion, you will be able to support a system conversion and what to consider when planning and executing it.' It also shows the course dates 'October 2, 2019 - November 7, 2019', the language 'English', and an 'Enroll me for this course' button.




<https://open.sap.com/courses/s4h14>

Also recommended:

System conversion to S/4HANA

 <https://open.sap.com/courses/s4h11-1/>

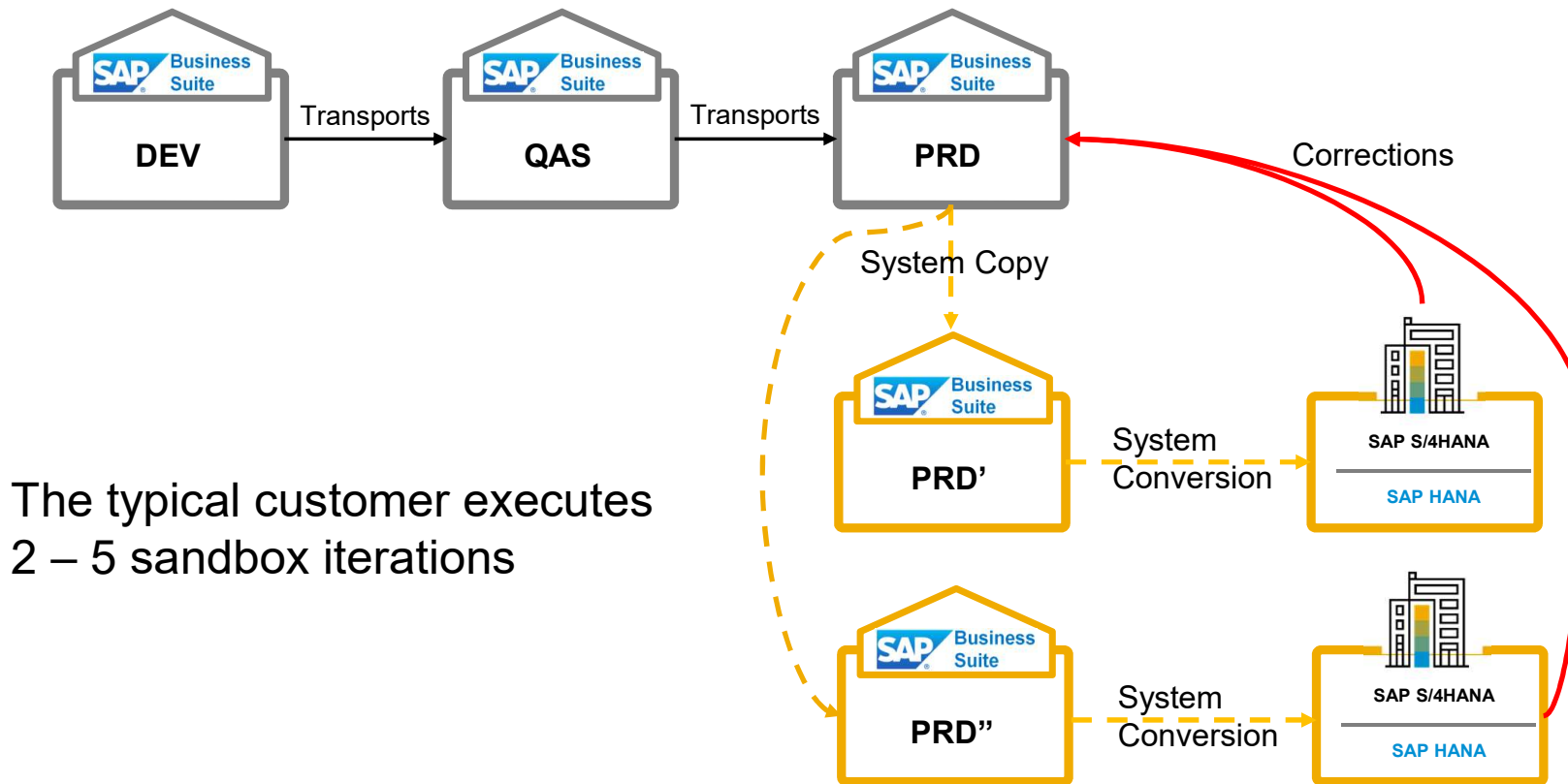
Key functional topics in a system conversion to SAP S/4HANA

 <https://open.sap.com/courses/s4h15>

Consider as many
conversion cycles as
needed

Recommended conversion cycles

Multiple Sandbox Iterations



The typical customer executes
2 – 5 sandbox iterations

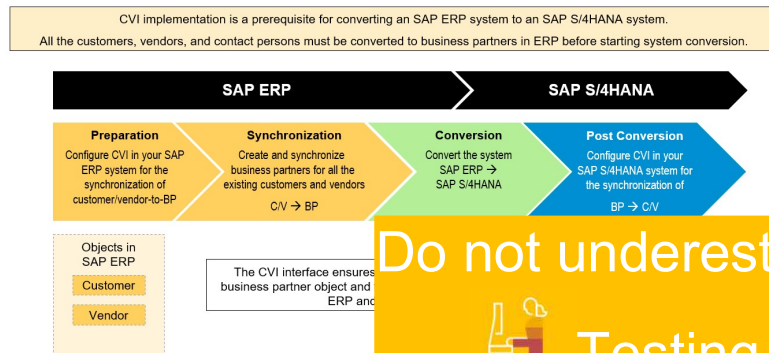
A System Conversion to
S/4HANA is more than a
Technical Upgrade

A System Conversion to S/4HANA is more than a Technical Upgrade



Logistics:

E.g. Business partner synchronization using CVI



Finance:

E.g. Consistency checks of Transactional data before FI migration

Table	Field	Value	Message
...

Do not underestimate the effort needed for:



Testing (functional experts)



Change management



Additional scope

(E.g. New Credit Management, Settlement Management)

- Customize the new functionality
- Adjust your roles accordingly
- Test the solution
- Train final users



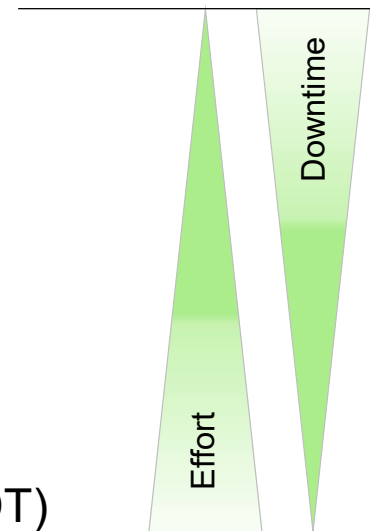
User experience

- Define the apps to be activated
- Activate Fiori apps
- Assign the front-end roles
- Test the process through Fiori

Evaluate the different
downtime optimization
options

3 Approaches for System Conversion to SAP S/4HANA

- **Standard approach**
using Software update Manager (SUM)
with several optimizations
- ***Downtime-optimized Conversion approach***
uses SUM as well, and reduces downtime
by moving data conversion partly to uptime
- ***Near-Zero Downtime Technology approach***
allows further reduction of downtime
based on a consulting service project (aka NZDT)



Decision about approach depends on several factors and should be taken after a **migration planning workshop** together with SAP.

Approach	Path:	1709	1809
Standard		✓	✓
Downtime-Optimized Conversion		piloted	piloted
NZDT		piloted	✓