SAP S/4HANA MOVEMENT PROGRAM
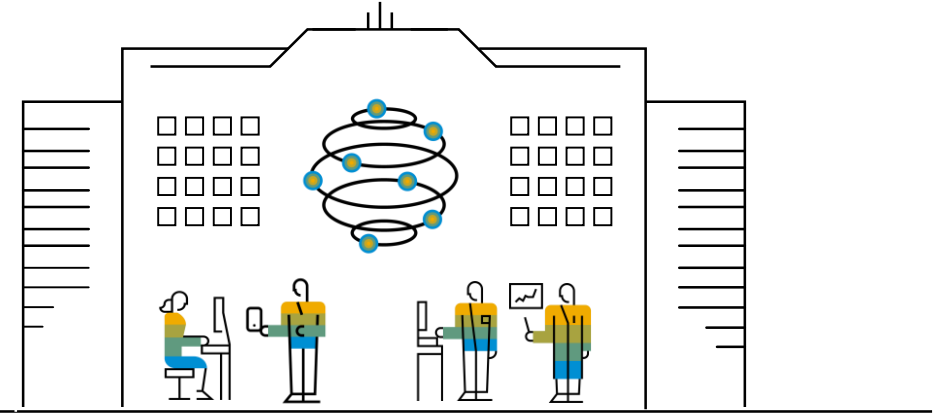## Your Vision-to-Value Journey

Intro Slide

Intelligent Enterprise

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?

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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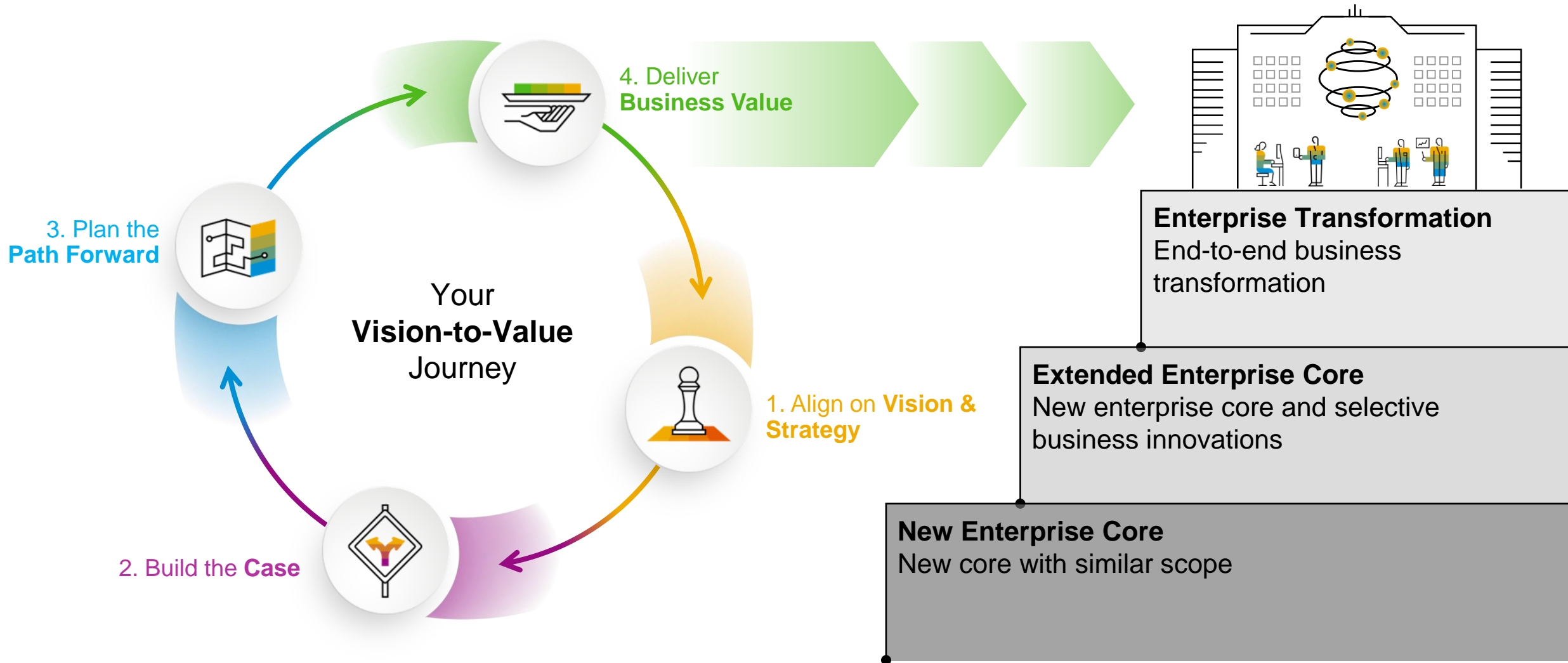
All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

SAP S/4HANA Movement Program
Your Vision-to-Value Journey

Intro Slide
Intelligent Enterprise

Your **Vision-to-Value** Journey

4. Deliver **Business Value**

3. Plan the **Path Forward**

2. Build the **Case**

1. Align on **Vision & Strategy**

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

How **SAP Solution Manager** and **SAP Cloud ALM** can support your SAP S/4HANA implementation

David Birkenbach, Regional Go to Market Lead, SAP
June, 2020

PUBLIC

THE BEST RUN **SAP**

Application Lifecycle Management (ALM)

Everything you need to manage the Intelligent Enterprise,

from Implementation

Build Test

Design Deploy

Automate Detect **to Operations,**

Correct Analyze
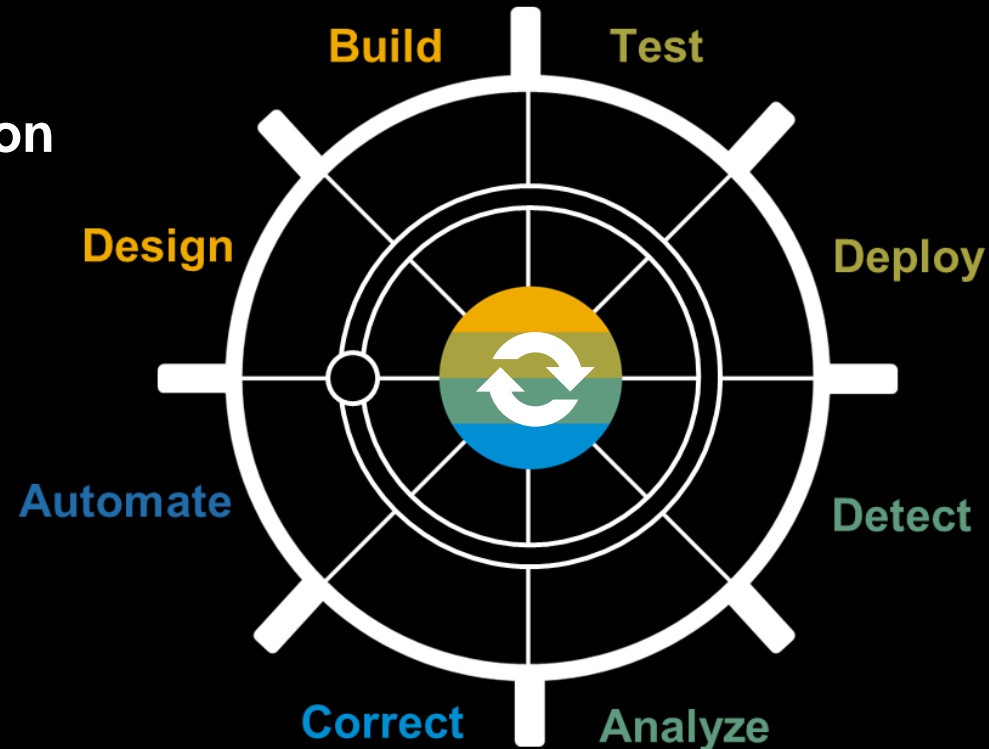
Customer Experience & Solution (CXS) provides solutions for.

Different strategic operations platforms for different target groups

SAP Solution Manager
available for hybrid customer solutions

SAP Focused Run
available for hybrid customer solutions

SAP Cloud ALM
available for hybrid customer solutions

Focused Build

Focused Insights

+

SAP Solution Manager
7.2

SAP Focused Run
2.0

SAP Cloud ALM

Three strategic platforms to match customer reality!

Different strategic operations platforms for different target groups

SAP Solution Manager
available for hybrid customer solutions

- Fully integrated ALM suite for **on-prem-centric medium and larger customers**
- Customers, who are **satisfied with the currently provided functional scope**

SAP Focused Run
available for hybrid customer solutions

- Operations platform for **service providers and high end hybrid customers**
- Customers with advanced needs, which go **beyond SAP Solution Manager and SAP Cloud ALM**

SAP Cloud ALM
available for hybrid customer solutions

- Fully integrated ALM suite for **cloud-centric small, medium and larger customers**
- Customers, who are requesting **standardized cloud based operation platform**

What are we delivering with ALM **Build** solutions?

Implementation experience for low TCI of SAP solutions,
covering the complete implementation lifecycle from design to deploy.

For the intelligent enterprise

Supporting on-premise, hybrid and cloud

X
Data

Analytics   Intelligent
                   Technologies

Experience   **Intelligence**   Operations

Database &   Application Development
Data Management   & Integration

O
Data

Open & integrated

Out of the box in one solution

Plan & Control

- ✓ Build Project Management
- ✓ Financial Project Management
- ✓ Effort Planning & Time recording
- ✓ Resource Management
- ✓ Work Break Down Structure
- ✓ Project reporting

Design & Build

- ✓ Graphical modeling
- ✓ Process management
- ✓ As-is and to-be landscapes
- ✓ Connection to design-time
- ✓ Requirements management
- ✓ Solution Readiness Dashboard

Test

- ✓ Manual Tests
- ✓ Automated Tests for SAP
- ✓ Test automation framework
- ✓ Test Data
- ✓ Change Impact Analysis
- ✓ Test Planning
- ✓ Test Analytics

Deploy

- ✓ Transport control
- ✓ Change traceability
- ✓ Deployment management
- ✓ Release planning
- ✓ Retrofit
- ✓ Quality gate management
- ✓ Change Analytics & Diagnostics

SAP Solution Manager
with Focused Build

SAP Solution Manager and Focused Build for SAP S/4HANA
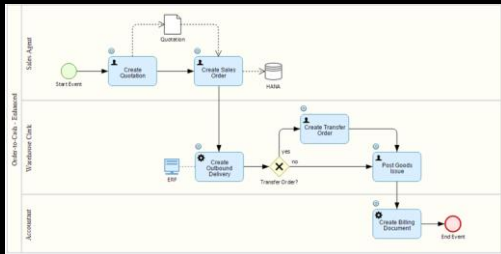
SAP Solution Manager and Focused Build for SAP S/4HANA

SAP Model Company

SAP Best Practices

Focused Build

Process Management   Requirements   Test Suite   Change Control Mgt.   Release Mgt.

SAP S/4HANA Project

Go-Live

SAP S/4HANA Operate & Optimize
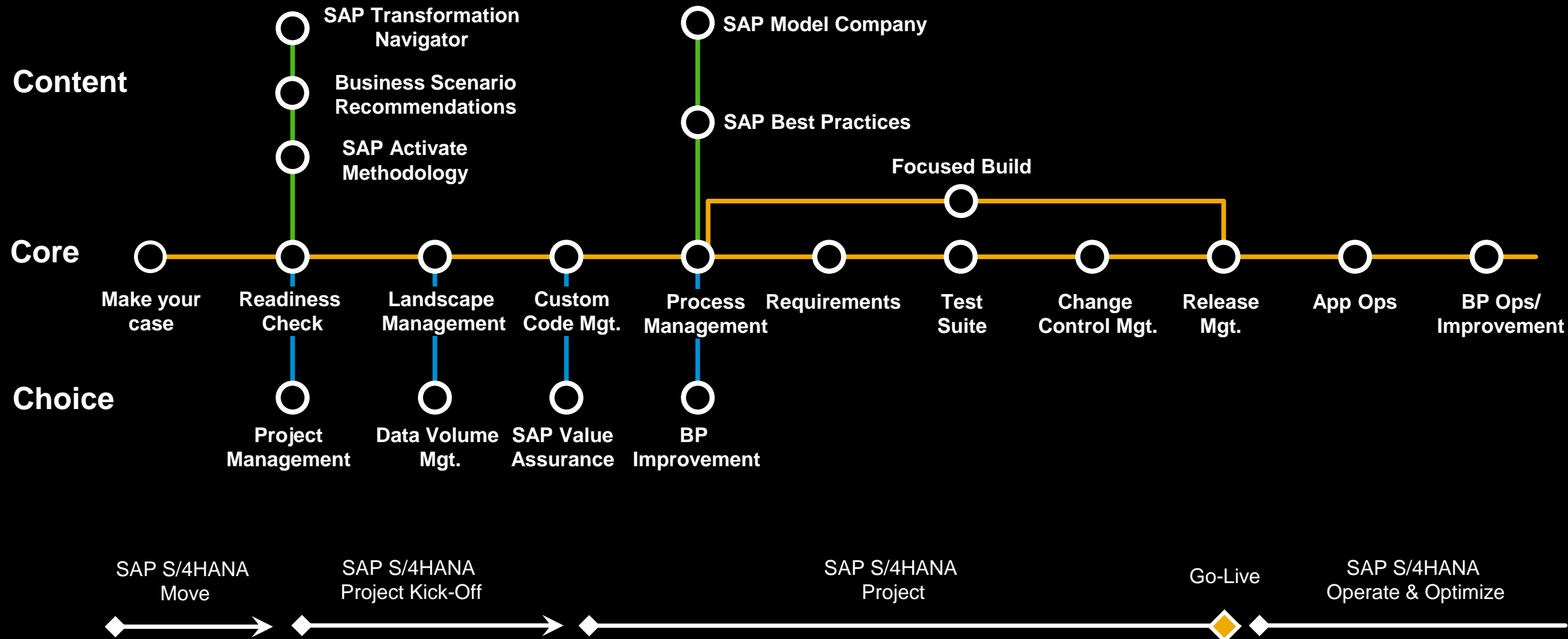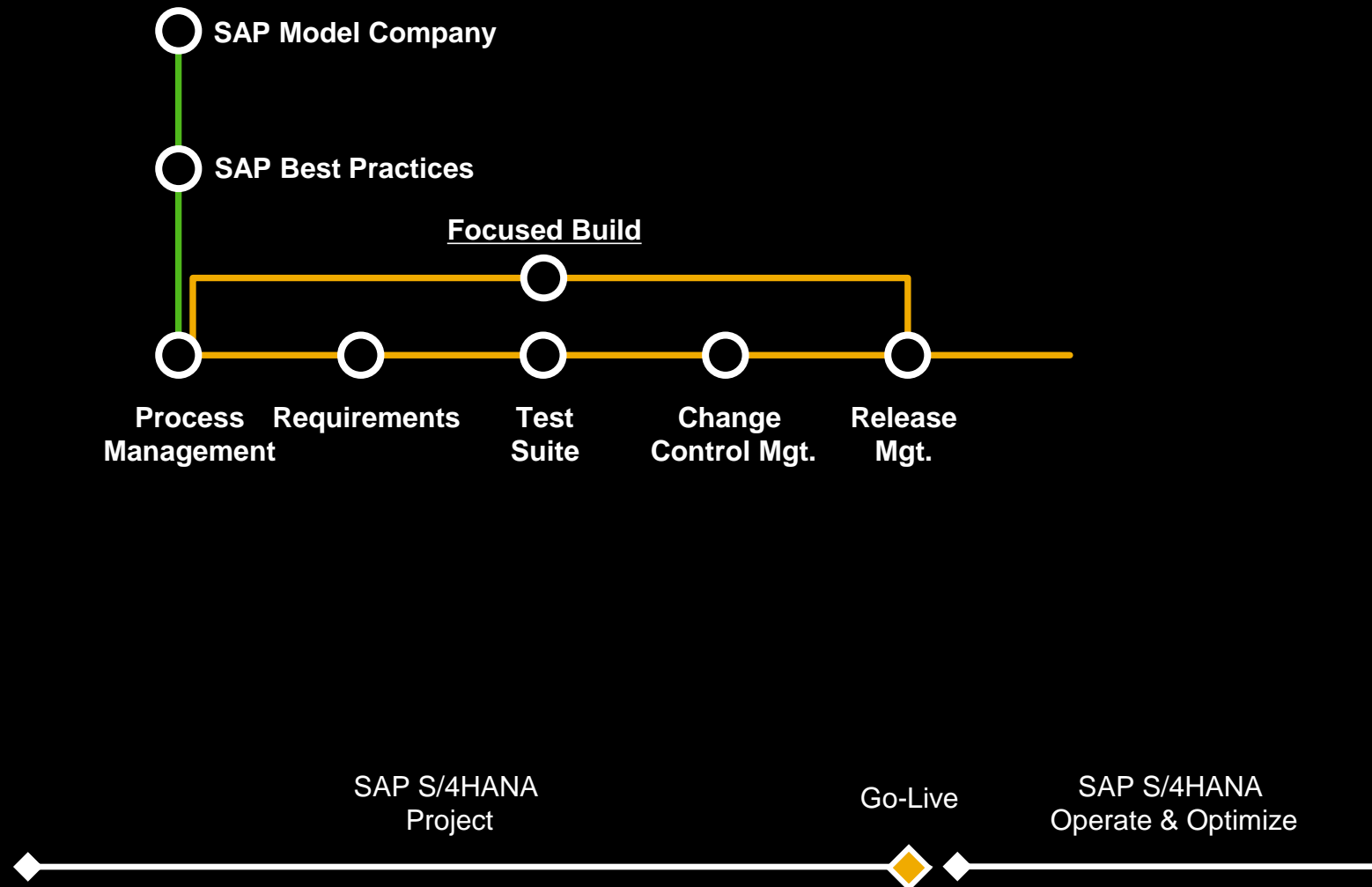
Focused Build for SAP S/4HANA transformations

Role-based rollouts

SAP Solution Manager 7.2

Requirements to Deploy

Prepare → Explore → Realize → Deploy → Run

Requirements Management within process models

Agile development projects: from Sprint to Release
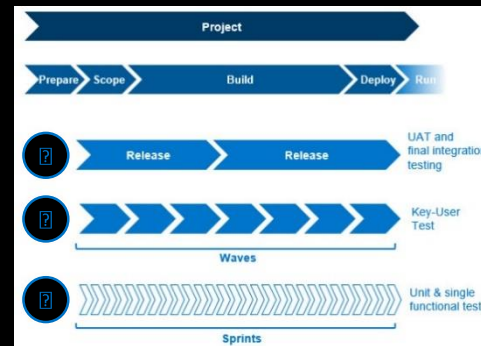
Modern applications with high usability for all involved roles
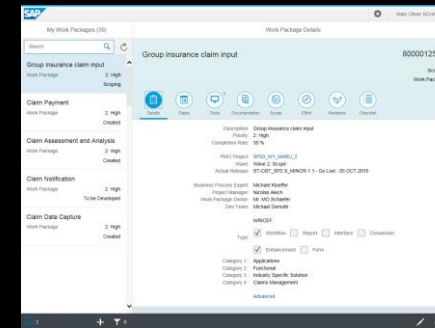
Project governance with automated status reporting
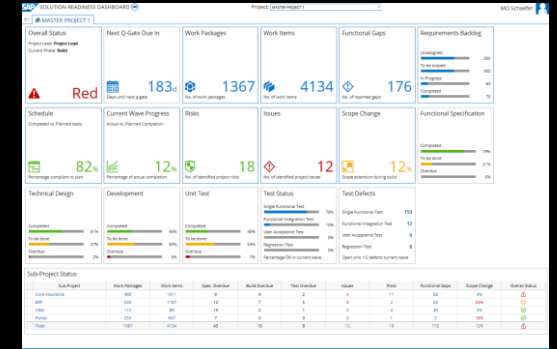
Focused Build is a **pre-configured solution in SAP Solution Manager** to manage agile implementation and conversion projects.

What does the Focused Build add-on include?

Focused Build

Role-based / Training Units

Dashboards	**UI5 Applications**	**Standalone Enhancements**	**3rd party integration (scrum tools)**

Turn-Key Process Configuration and Integration

Prepare → **Explore** → **Realize** → **Deploy** → **Run**

Project Management	**Process Management**	**Requirements Management**	**Change Control Management**	**Release Management**	**Test Management**
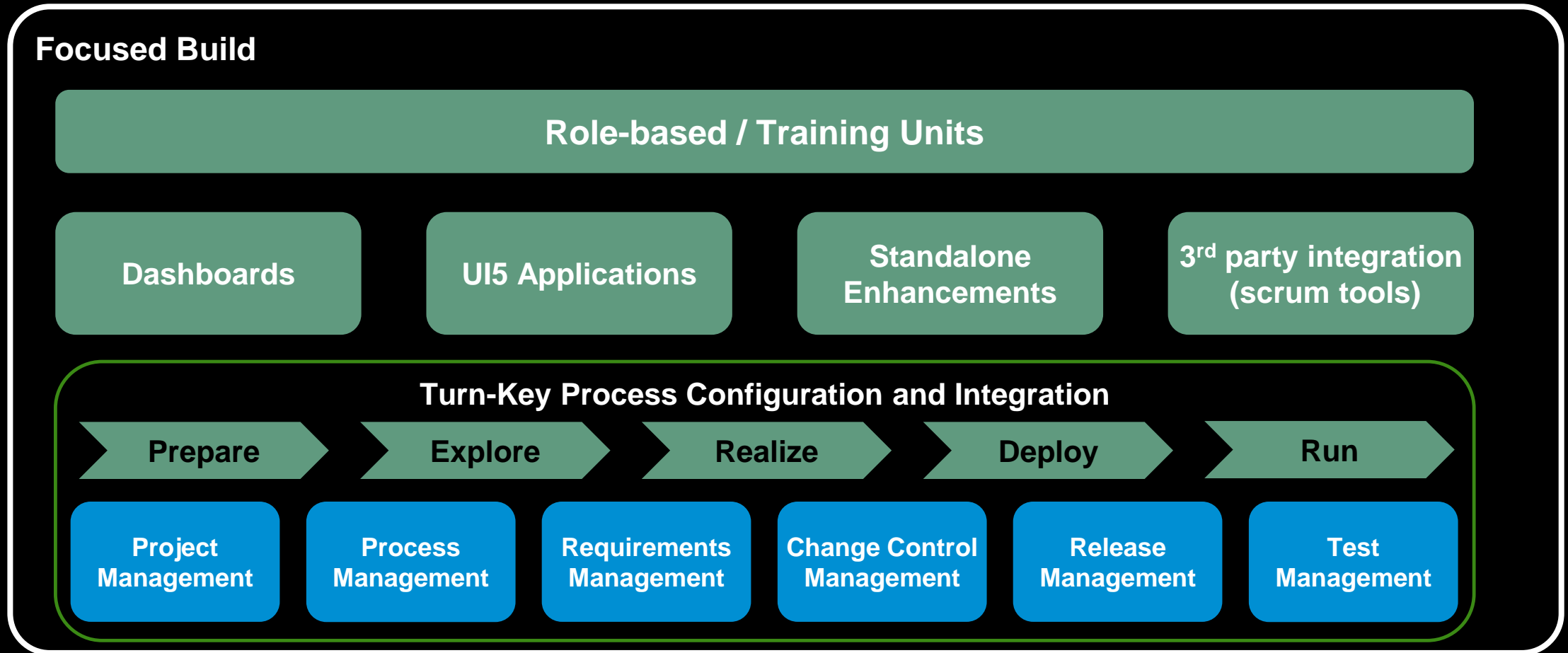
■ Preconfigured and ready-to-use Focused Build add-ons

■ SAP Solution Manager baseline, process integration delivered through Focused Build

What are the customer problems which we address with Focused Build?

- ✓ Managing Business Processes whether based on Model Company or SAP Best Practice content or customer given process structure

- ✓ Control many (>100) requirements, WRICEFs or gaps expected which have to be realized by development and deployment teams

- ✓ Align documentation in its latest version and project context

- ✓ Combine business need with technical background

- ✓ Manage distributed project teams over several locations or remote delivery

- ✓ Use centralized project tool which supports standardized activities in the project

- ✓ Reuse project content for operation after Go-Live

- ✓ Follow basic agile principles or SAP Activate methodology

- ✓ Save effort for a holistic implementation tool asap
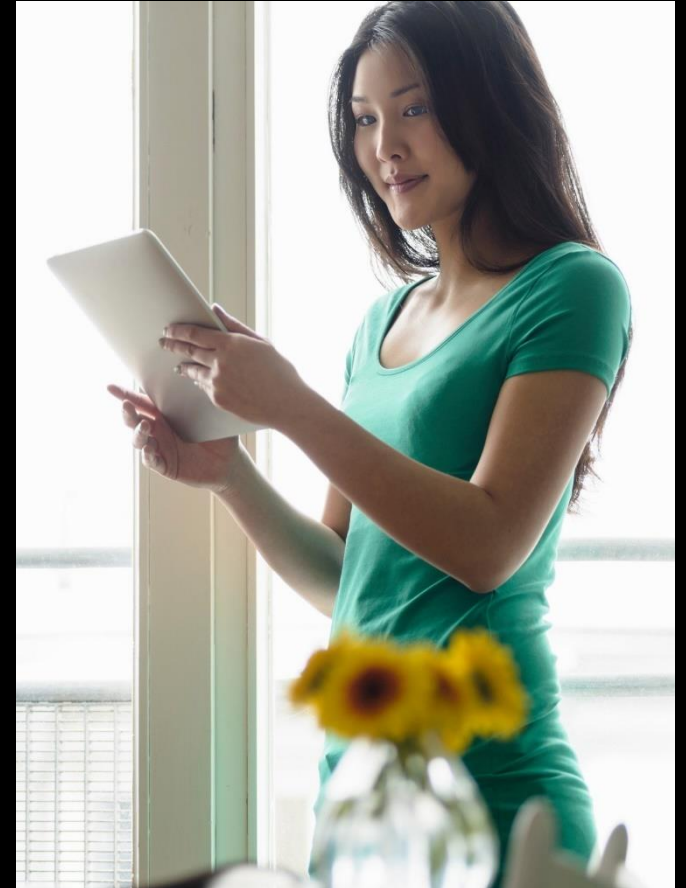
When to use Focused Build for SAP Solution Manager?

	Focused Build	SAP Solution Manager standalone
Out-of-the-box Best Practice process for Requirements-to-Deploy	✔	✘
Customer specific status / approval flow / required	✘	✔
Agile tool integration	✔	✘
Automated project status dashboard and traceability	✔	✘
Handover to operations	✔	✔

Delivery platform to manage implementations end-to-end

SAP DBS Model Company

SAP Activate

Model company assets:

- Business process hierarchy, end to end scenarios and process diagrams by roles

- Configuration and how-to guides, test and demo scripts, implementation tools

- Ready to run appliance, including all applications, configuration and sample data
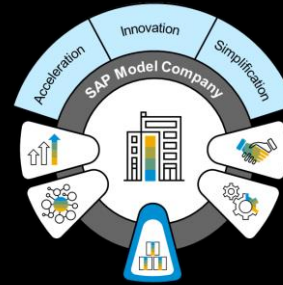
LoB or industry solution
End-to-end processes
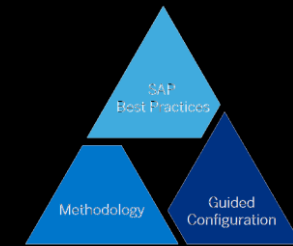
Roadmap (tasks)
Best practices processes

Preconfigured
solution

SAP Solution Manager 7.2

Focused Build

Focused Build – Architecture overview and integration model

Release Management

Change Control Landscape

Release Number and Cycle

Process Management

Process and Application Landscape

Design Documents

Branches

Test Cases

Requirements / Work Packages / Work Items

Requirements

Work Packages

Work Items

Test Suite

Test Plan

Test Package

Project Management

Wave1

Sprint 1..n

Task 1..n

Milestone

Q-Gate

Solution Readiness Dashboard

176
No. of reported gaps

Requirements Backlog
Unassigned — 300
To be scoped — 300
In progress — 60
Completed — 70

1367
No. of work packages

4134
No. of work items

Development
Completed — 45%
To be done — 50%
Overdue — 5%

12%

183d
Days until next q-gate

S/4 HANA Conversion Project Support
Integration Readiness Check in Focused Build

SAP Readiness Check for SAP S/4HANA

Excel Export/Import

Focused Build

Simplification Item Management UI5 App

Evaluation and Categorization of Activities

Focused Build Project

Focused Build Requirement

Focused Build Work Package
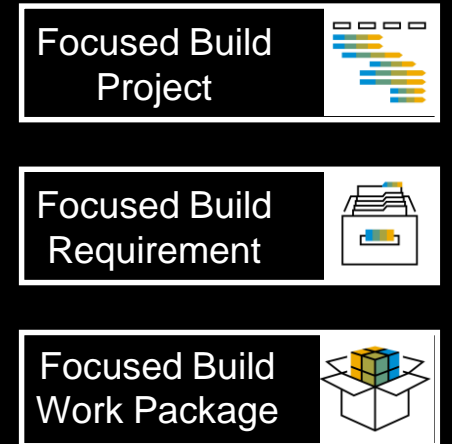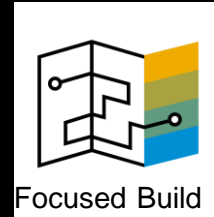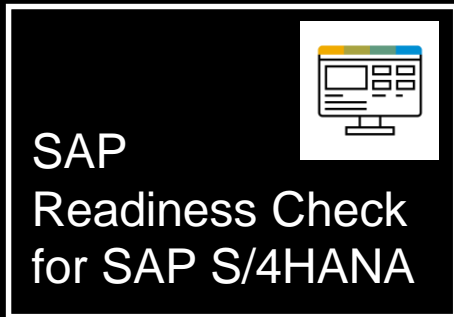
Simplification Item Management UI5 Application
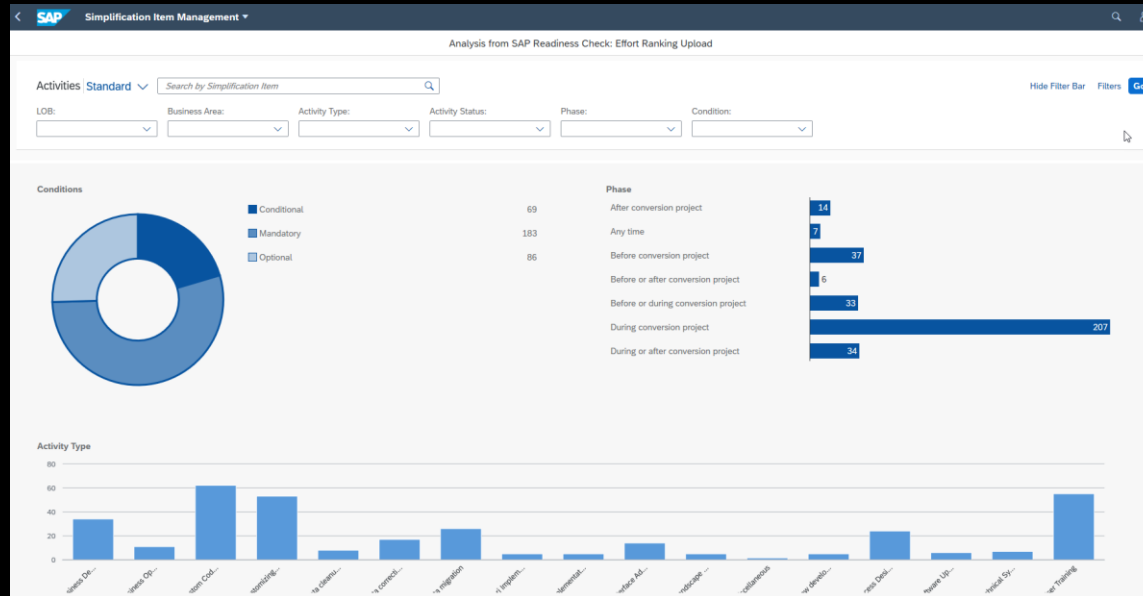
- Graphical display of Simplification Items and related Conversion Activities by Condition, Phase, Type, Status and Follow-Up Type

- Table display with all Simplification Items and related Conversion Activities and their most-important information

- Powerful and fast multi-filter options

- Direct Creation of Follow-Up Requirements or Work Packages and Assignment of Focused Build Projects

- Postponement or Rejection of non-required Activities directly possible from the UI5 application

Training

WSMFB

Focused Build for SAP Solution Manager

Targets:

- Explain the core elements of Focused Build.
- Understand the phases and results of each phase.
- Explain the relation to the SAP's implementation methodology SAP Activate.
- Use the integrated tool chain and to explain the Focused Build processes in projects.
- Plan the use of Focused Build in agile implementation projects.

Target roles:

- Project Manager, IT Management
- Tool coach
- Requirement Manager, IT Architect

openSAP running since **September 4th 2019** → enroll today!

Agile Project Delivery with Focused Build for SAP Solution Manager

Target roles:

- Project members who use Focused Build
- Project Managers who decide to use Focused Build as implementation tool
- Agile methodologists and tool consultants

Learning Journeyof SAP ES Academy: => Link

A learning journey is an interactive visual guide designed to help you complete your learning and empowerment path for a particular SAP topic by exploring, filtering, and accessing a curated set of SAP Enterprise Support offerings and learning assets: => Link

A learning program will guide you through a set of expertly chosen SAP Enterprise Support offerings, assets, and tools in a sequential and interactive format to empower you to achieve the defined outcome.

Focused Build Learning material

Focused Build Introduction

- [Overview](#)
- [How to get started](#)
- [Release notes](#)
- [Whitepaper](#)

Functional & Conceptual overviews

- [Deployment and Release](#)
- [Project Management](#)
- [Process Management](#)
- [Requirement and Change](#)
- …

Role based usage training material

- [Role-specific training curriculum](#)
- [Cloud trial system](#)
- [Role specific Demos in Media Center](#)
- …

Demo System Landscape
for SAP Solution Manager (including Focused Build !)
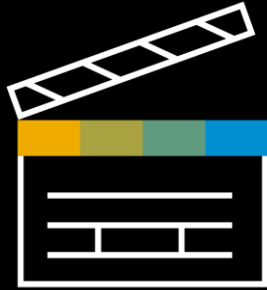
Media Center

You are searching demo material for various SAP Solution Manager functionalities and features?

- Navigate through a virtual demo environment at your own pace
- Discover new functionality of SAP Solution Manager 7.2
- Practice when and as often as you want
- Free trial unlimited, without any additional costs.
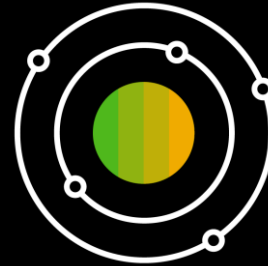
Internet Demo System

You want to play with a pre-configured public demo system?

- Use the Internet Demo System to play with SAP-provided data on a pre-configured public demo system in the internet.
- Experience a fully-configured SAP Solution Manager 7.2 including Focused Build and Focused Insights.
- Understand how SAP Solution Manager 7.2 interacts with SAP S/4HANA.
- Free trial unlimited, without any additional costs.
- Regular system refresh, system governed by SAP.

Private Cloud System

You want to experience SAP Solution Manager in private cloud?

- Use the SAP Cloud Appliance Library (SAP CAL) a pre-configured private demo system in the cloud.
- Test the content activation before executing the upgrade to 7.2.
- Prepare and explore the transition to SAP S/4HANA and transfer results to your SAP Solution Manager.
- Get a 30-day free trial. In addition, you need a cloud provider account (Amazon Web Services (AWS) or Microsoft Azure).
- No system refresh, system governed by yourself.

SAP Cloud ALM
available for hybrid customer solutions

SAP Cloud ALM – A brand-new, cloud-based ALM offering

SAP Cloud ALM
is cloud-native and open

For the intelligent enterprise

- for cloud-centric customers
- Manages cloud and hybrid solutions
- Supports all components of the Intelligent Enterprise

In the public cloud

- Rethought, newly designed, and built on modern cloud technology
- Immediate consumption, always up to date
- Cost-efficient for customers

Fair Usage rights included with SAP Enterprise Support, cloud editions

SAP Cloud ALM – A brand-new, cloud-based application lifecycle management offering

Functionalities

Integrates with…

API hub

Operation

Application monitoring	Integration and user monitoring	Business process monitoring	Business process improvement

Implementation

Process management	Task management	Test management	Deploy management

- Monitoring
- IT service management
- People enablement
- Collaboration
- Task management
- Deployment tools
- Test automation
- Document management

SAP Cloud Platform   **Platform services and data management**

SAP Cloud ALM for Implementation – Core Capabilities
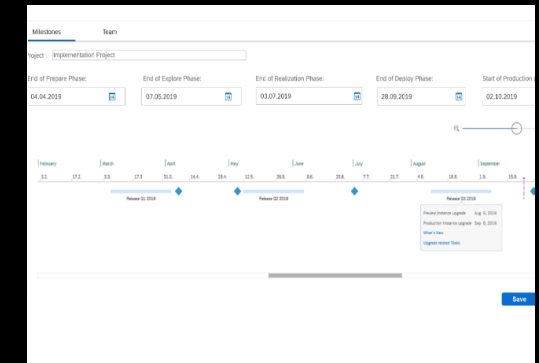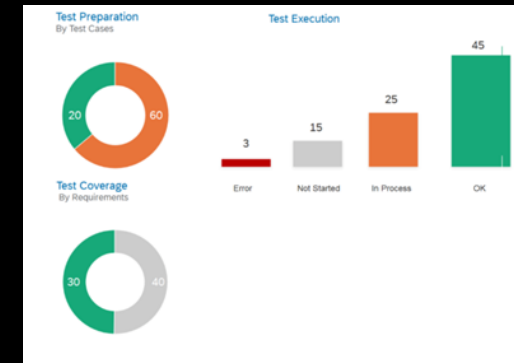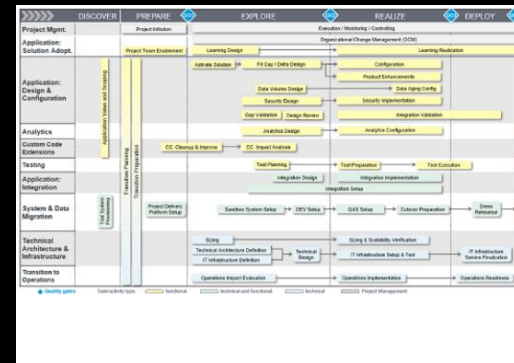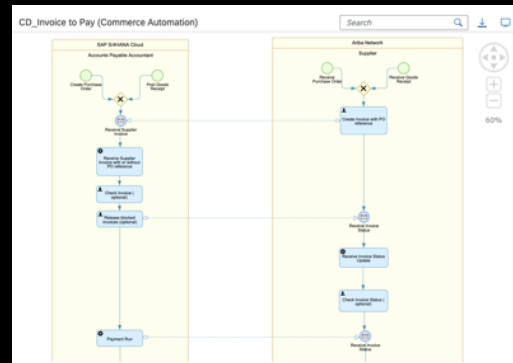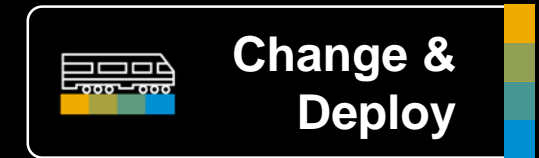
Process

Consume Intelligent Enterprise scenarios and SAP best practice content, visualize processes and manage scope in fit-to-standard workshops

Task

Perform implementation tasks based on SAP Activate, automatically generated and adapted to customer scope

Test

Prepare and execute tests based on SAP content for manual testing and integration of automated testing tools

Change & Deploy

Manage your requirements lifecycle by utilizing the change management workflow and deployment orchestration

SAP Cloud ALM for Implementation
Capabilities & Functions Map

Analytics

| Project Tracking & Overview | Traceability* |

Process

- Process content viewer
- Fit-to-Standard workshop execution
- Process modelling*
- Process documentation*

Task

- Consumption of SAP Activate based roadmaps
- Task based on scoping & requirements
- Task assignment and distribution
- Agile support*

Test

- Test planning & preparation
- Manual testing
- Integration of test automation tools*
- Defect management*

Change & Deploy

- Requirements management
- Deployment orchestration*
- Change management*
- Integration of deployment tools*

Foundation

| Projects & Solution* | Landscape | Users |

*Planned for future releases

This is the current state of future vision and may be changed by SAP at any time.

29

SAP Cloud ALM for Operations – Core Capabilities

Detect	Diagnose	Correct	Automate
Monitoring	Analytics & Intelligence	Event & Alert Management	Operation Automation

SAP Cloud ALM
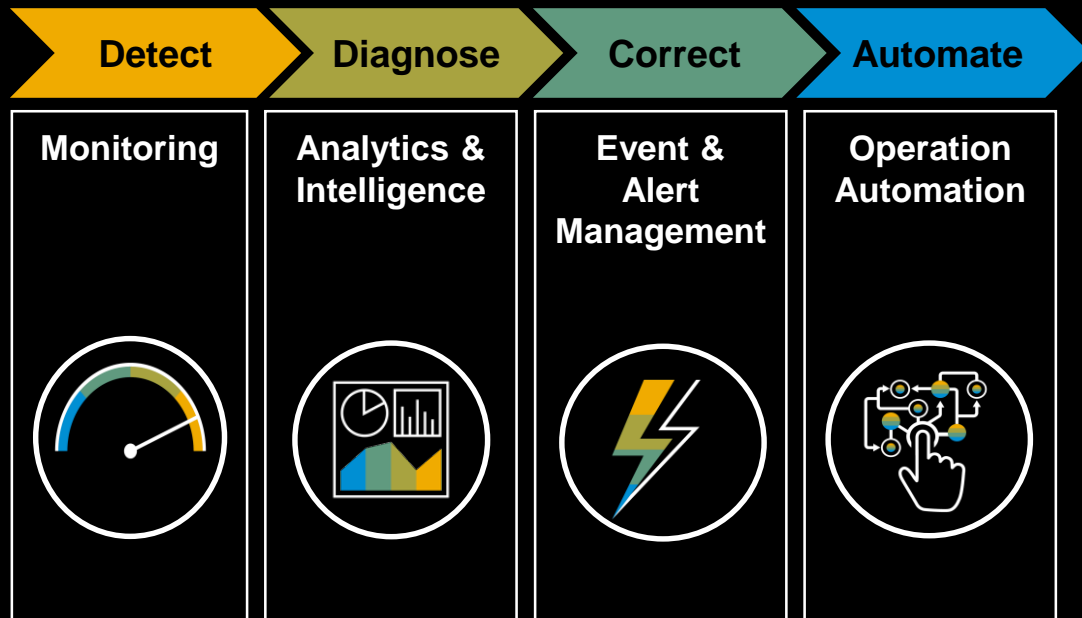
Monitoring: Integrated and powerful monitoring with focus on business processes, integration, users and application aspects

Analytics & Intelligence: Out-of-the-box root cause analysis with Business Process Improvement and Technical Analytics based on advanced analytics & prediction

Event & Alert Management: Use case specific alert calculation including alert clustering plus intelligent event processing

Operation Automation: Reactive/Proactive execution of operation flows to avoid repeating tasks and increase overall operation quality

SAP Cloud ALM – Market Introduction
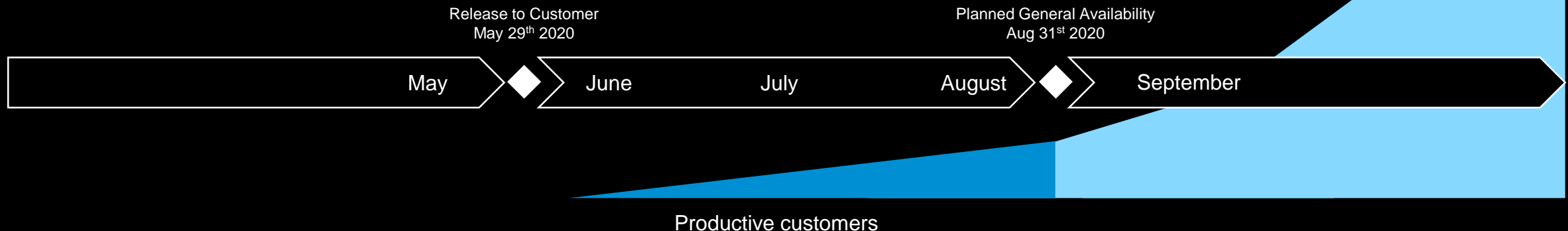
Customer Validation

- 8 active customers
- Test and evaluation use
- Excellent feedback and influencing by customers, partners and analysts
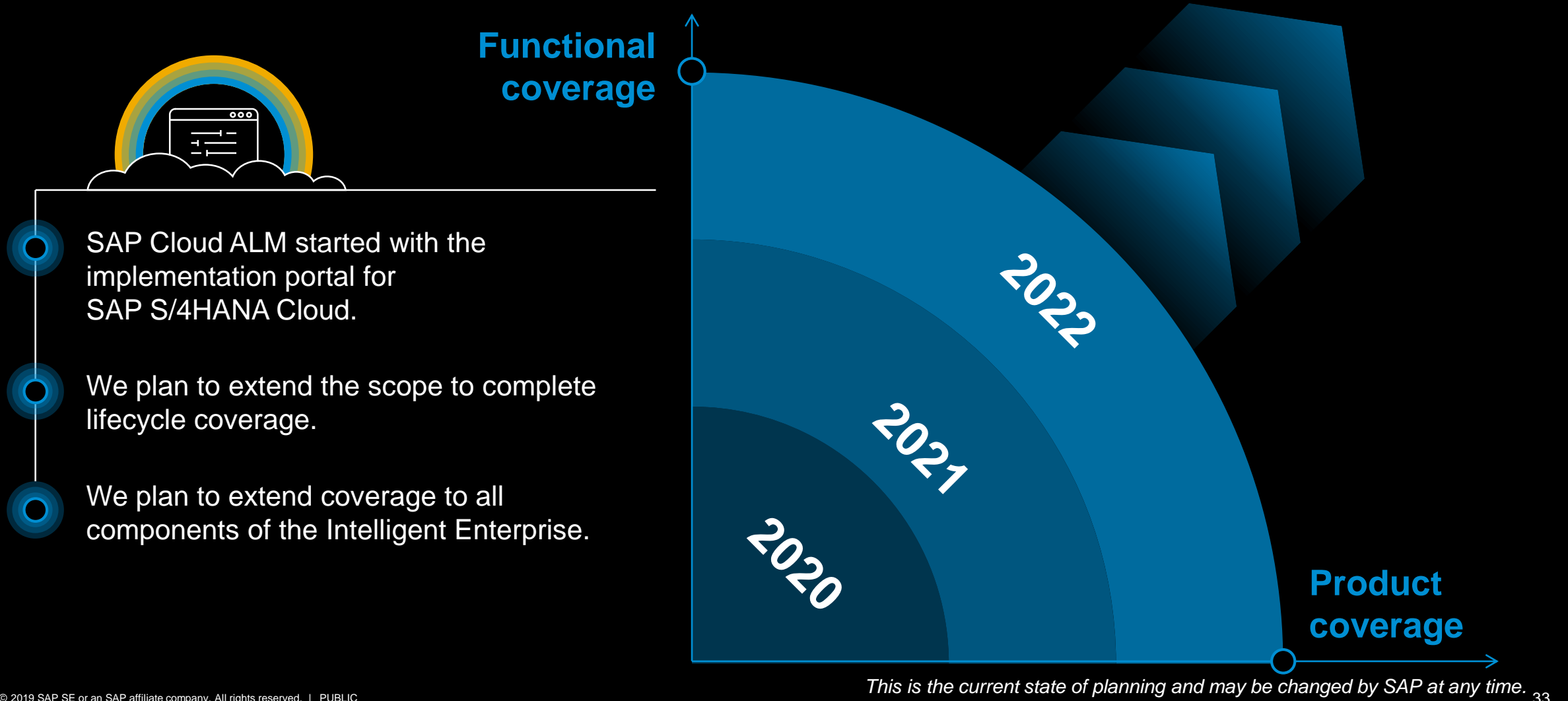
Early Adopter Care

- 70 customers onboarded in three phases
- Productive use, SAP provisions integrated daily
- Customer selection to ensure coverage of product capabilities and regions
- Link to customer influence portal

General Availability

- Productive use available to all customers with a cloud subscription with SAP
- Provisioning request via SAP Support Launchpad

Release to Customer
May 29th 2020

Planned General Availability
Aug 31st 2020

| May | | June | July | August | | September |

Productive customers

SAP makes SAP Cloud ALM available step-by-step

Functional coverage

SAP Cloud ALM started with the implementation portal for SAP S/4HANA Cloud.

We plan to extend the scope to complete lifecycle coverage.

We plan to extend coverage to all components of the Intelligent Enterprise.

2022

2021

2020

Product coverage

This is the current state of planning and may be changed by SAP at any time.

SAP Cloud ALM for implementation

implememtation

2020-02	2020-05
Beta Release – Cloud Native Architecture	**General Availability – With Early Adopter Care**

Beta Release – Cloud Native Architecture

Process
- Support Fit-to-Standard Process
- Process Scoping
- Process Content Viewer

Task
- Implementation Tasks rom SAP Activate Roadmaps
- Tasks from Requirements
- Manual Task Creation

General Availability – With Early Adopter Care

Process
- Support further content types

Task
- Support multiple roadmaps

Test
- Test Preparation
- Manual Test Case Creation

Change & Deploy
- Requirements
- Multiple products in Landscape

operations

2020-02	2020-05
Beta Release – Cloud Native Architecture	**Release to customer – Early Adopter Care**

Beta Release – Cloud Native Architecture

Integration Monitoring
- Monitoring of end-to-end message flows
- Searching & Tracking for single message artefacts
- Flexible Alerting based on different grouping criteria
- Embedded Exception Monitoring

Alert Management for with unified alert store and use case specific access to alerts / alert inbox

Landscape Management for imported Cloud Services

Release to customer – Early Adopter Care

Business Process Monitoring
- Monitoring of Business Process KPI's with context information
- Drill down in single business documents

Notification Management to enable centralized communication

Integration of external SCP workflow in alert management to enable **Operation Automation**

Landscape Management for on-premise systems

Supported Content

Intelligent Enterprise Scenario Hire-to-Retire

All Intelligent Enterprise Scenarios

Best Practice Content for SAP S/4HANA Essentials

- S4HANA Cloud, C4 C4C & CPI for INTMON and EXMON

- C4 Marketing, Concur & SF for INTMON and EXMON
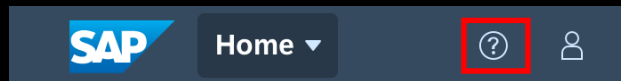- S4HANA Cloud for BPMON

Where to find more information?

What's New and Feature Information:

https://help.sap.com/viewer/604f6e2484984622a01ac1e5aa9415a1/PROD/en-US

SAP Cloud ALM Homepage:

https://support.sap.com/en/alm/sap-cloud-alm.html

Integrated help with web assistant:

Recorded Demos:

ALM Media Center

Trial System:

Coming soon…

Join our social media family

Follow us on Twitter (#solman and #CloudALM), get the latest news, learn about support offerings and events!

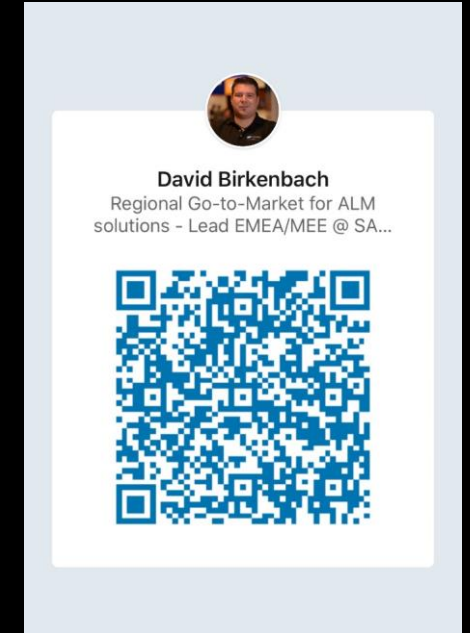Search for "SAP Cloud ALM" on YouTube for product demos, expert interviews and event insights!

Subscribe to WhatsApp SAP Product Support channels and receive updates including KBAs, wiki's, guided answers, SAP Notes and "hot tips".
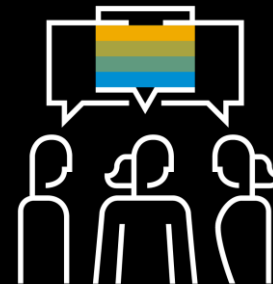
Join the SAP Digital Business Services LinkedIn group for networking and updates!

Thank you.

Please follow me for any public updates

Contact information:

David Birkenbach

Regional Go-to-Market – Lead EMEA/MEE
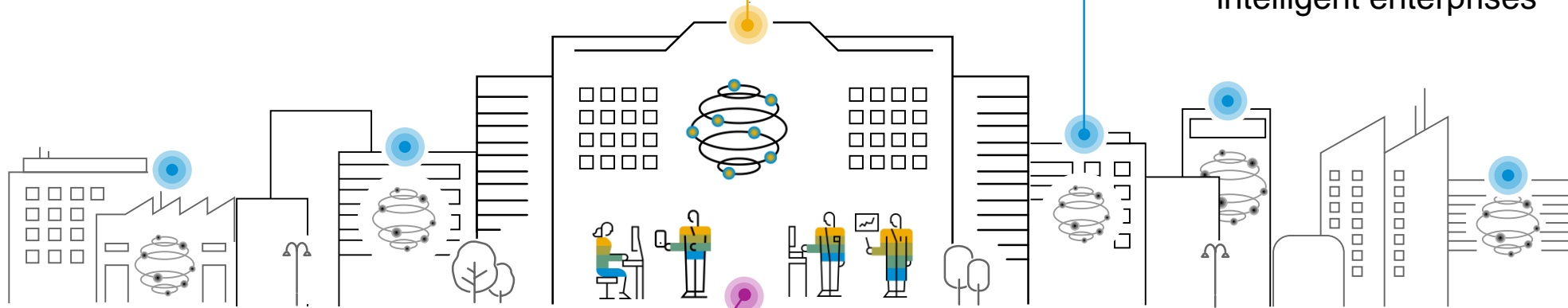Customer Experience & Solutions (CXS) │ CSI │
Product Engineering| SAP SE
E david.birkenbach@sap.com

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