SAP Business Scenario Recommendations on Spotlight

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PUBLIC

Simple order process: Request the Next-Generation SAP Business Scenario Recommendations Registration process for customers / partners

Visit
www.s4hana.com

>

Register   **upload**

>

confirmation e-mail

>

Have the report generated and delivered

How to request your own report:
Follow the how-to-guide
Want to know more?
Demo Video
Sample report
Presentation
Questions?
Contact our team

SAP Business Scenario Recommendations on Spotlight – latest updates

- **Overview video, new Spotlight by SAP version (5 mins):**
  https://sapvideoa35699dc5.hana.ondemand.com/?entry_id=1_jz1yh6fa

- **Blog article (from 1st Dec 2020):**
  https://blogs.sap.com/2020/12/01/new-version-available-sap-business-scenario-recommendations-on-spotlight/

- **Analyst's view on SAP Business Scenario Recommendations – Forrester study:**
  https://www.sap.com/documents/2020/07/fc6b527b-a67d-0010-87a3-c30de2ffd8ff.html

- **Frequently asked questions:**
  https://d.dam.sap.com/a/isu93iz/BSR%20on%20Spotlight%20FAQ%20-%20external%20-%20V2.0.pdf

Order page for partners and customers*: www.s4hana.com

*) There is also a sample report and the How-to-manual on this webpage

Your access to the Spotlight demo – see here or pdf report

SAP Business Scenario Recommendations on Spotlight:

Your SAP Business Scenario Recommendations report is enriched with an online version:
SAP Business Scenario Recommendations on Spotlight

In addition to this PDF report, Spotlight delivers a lightweight, data-driven report on transaction and process usage in your ERP system

- Understand which ERP components, transactions and processes are heavily used

- Identify areas with highest potential for process improvement and automation

- Find out which SAP solutions can bring immediate value to your business operations

Click here to access your free SAP Business Scenario Recommendations on Spotlight

Demo User: demo.user@getspotlight.io
Password: Demo1234!

The Spotlight logo in this report indicates jump-offs to the BSR on Spotlight online version

Online sample report link and demo user

spotlight
BUSINESS SCENARIO RECOMMENDATIONS
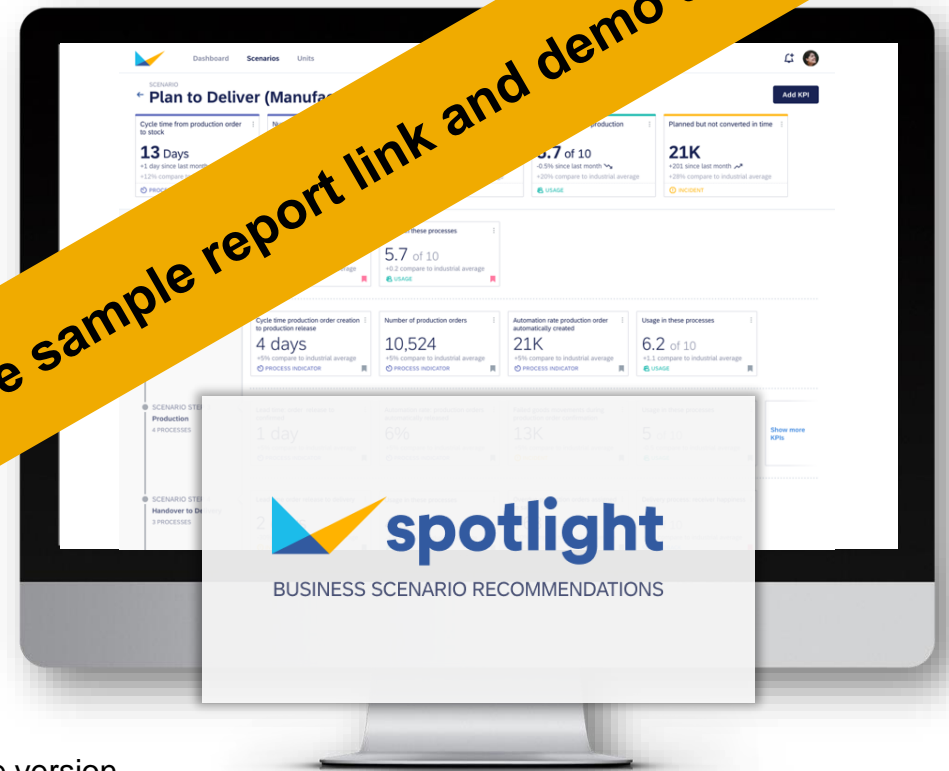
pdf sample report

Related webinars for additional information

- Knowledge Transfer for SAP User Groups

- Upcoming Webcasts

- Webinars with SAP S/4 HANA migration focus ("sap s4hana movement")

A comprehensive set of tools and services from SAP for a customer's journey
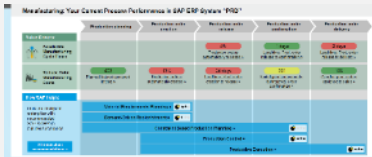## SAP's CORE Customer Experience

1. Vision & Strategy → **2. Build the Case** → **3. Plan the Path Forward** → **4. Deliver Business Value**

Identify opportunities with the Intelligent Enterprise

Find out how SAP S/4HANA and the intelligent enterprise supports your business goals

SAP Business Scenario Recommendations

+ Spotlight *

+ Value Mining Service**

Learn more »

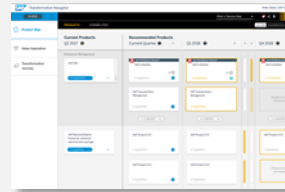### Benchmark against peers and build your value case

Benchmark business KPIs against peers, assess your opportunity to rethink your business processes, and build your value case

SAP Value Lifecycle Management
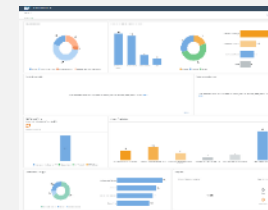
Learn more »

Design your future solution

Shape your future landscape and build your own transformation road map

SAP Transformation Navigator

Learn more »

Evaluate your project complexity
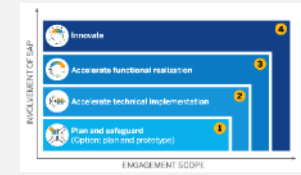
Check the readiness of multiple aspects of your SAP ERP 6.x system to migrate to SAP S/4HANA

SAP Readiness Check for SAP S/4HANA

Learn more »

Plan and execute your project

Accelerate and secure the planning and execution of your transformation

- **SAP Adoption Starter****(link)
- **SAP Enterprise Support****(link)
- **SAP Model Company** ** (link)
- **SAP Value Assurance** ** (link)

Continuously optimize and innovate

Optimize and use better your SAP S/4HANA, and upgrade to the latest release

SAP Innovation and Optimization Pathfinder

Learn more »

Self-Discovery Relevant Scope & Initial Value Map

SAP S/4HANA Cards Game

Learn more »

Understand the SAP product road map   NEW

Find out which features and innovations are planned to be delivered with future releases and plan your transition accordingly

SAP Road Map Explorer

Learn more »

* pilot starts late June 2020   ** service or support offering

Storyline example for the CFO
"Understand how to achieve your business goals with SAP innovations."

Business goal
"*What does my CEO want me to achieve?*"

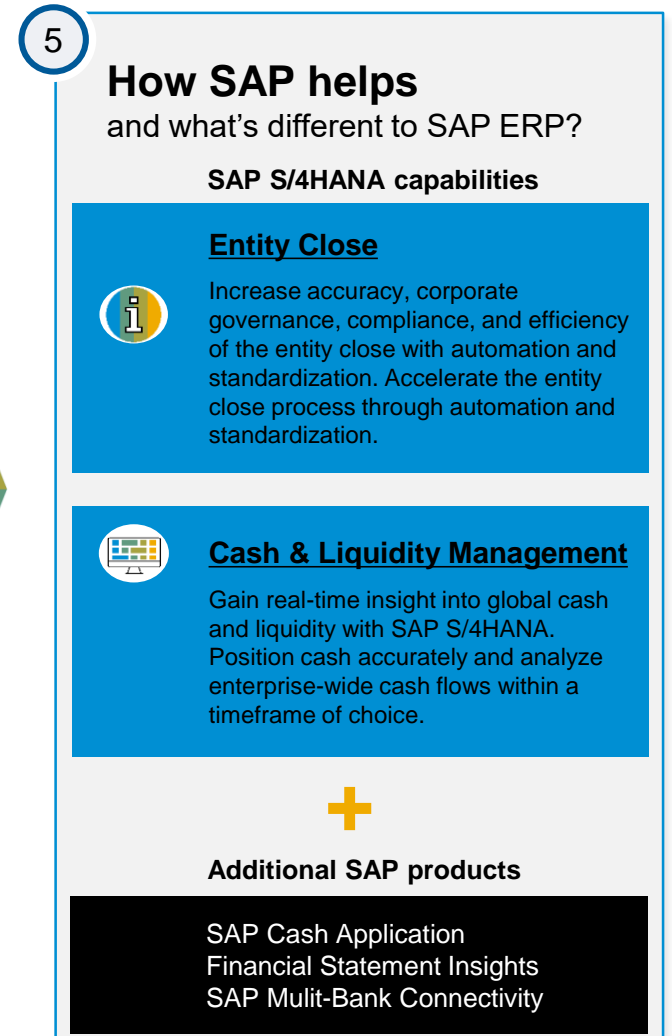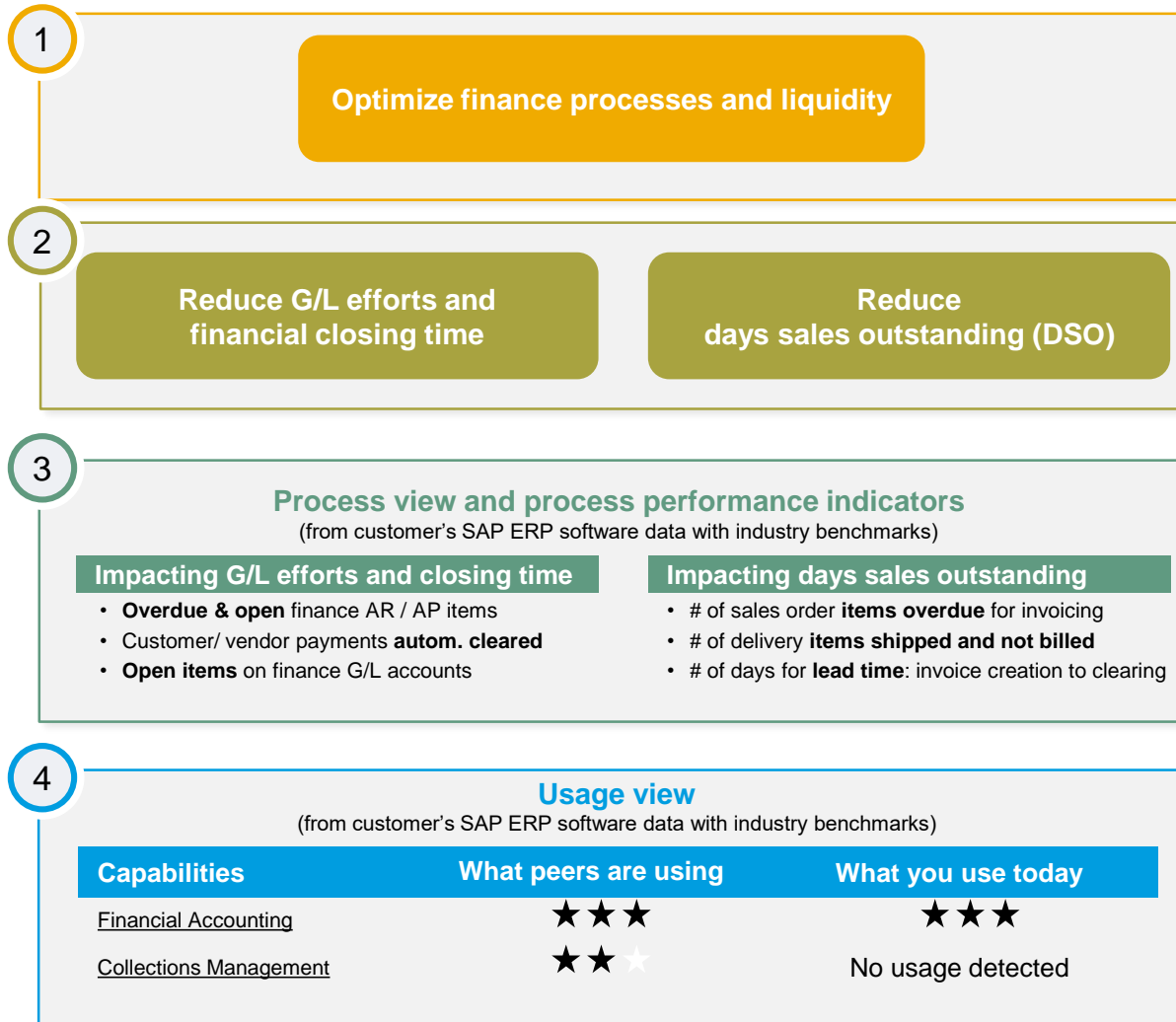**(1)** Optimize finance processes and liquidity

Value drivers
"What should we improve?"

(2)
Reduce G/L efforts and financial closing time

Reduce days sales outstanding (DSO)

Deep dive into performance
"Where are issues in today's processes?"

(3) Process view and process performance indicators
(from customer's SAP ERP software data with industry benchmarks)

Impacting G/L efforts and closing time
- **Overdue & open** finance AR / AP items
- Customer/ vendor payments **autom. cleared**
- **Open items** on finance G/L accounts

Impacting days sales outstanding
- # of sales order **items overdue** for invoicing
- # of delivery **items shipped and not billed**
- # of days for **lead time**: invoice creation to clearing

Deep dive into usage
"How are we working today?"

(4) Usage view
(from customer's SAP ERP software data with industry benchmarks)

Capabilities	What peers are using	What you use today
Financial Accounting	★ ★ ★	★ ★ ★
Collections Management	★ ★ ☆	No usage detected

(5) How SAP helps
and what's different to SAP ERP?

SAP S/4HANA capabilities

Entity Close
Increase accuracy, corporate governance, compliance, and efficiency of the entity close with automation and standardization. Accelerate the entity close process through automation and standardization.

Cash & Liquidity Management
Gain real-time insight into global cash and liquidity with SAP S/4HANA. Position cash accurately and analyze enterprise-wide cash flows within a timeframe of choice.

+

Additional SAP products

SAP Cash Application
Financial Statement Insights
SAP Mulit-Bank Connectivity

Request process overview
for Customers and Partners

1   Extract data
From customer system
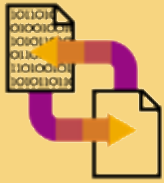
- Implement SAP Notes 2745851 and 2758146 in productive SAP ERP system
- Run data extraction report and download ZIP file

How-To Guide »

2   Initiate your request

- Initiate your request – go to: www.s4hana.com
- Fill in the form with your data and select the option "Customer" or "Partner" in the Relationship box
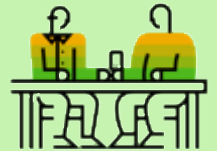- upload the file and submit

3   Confirm your request

- After submitting your request you will receive an e-mail to confirm your e-mail address
- SAP will start to generate the report after your confirmation

4   SAP will share results report
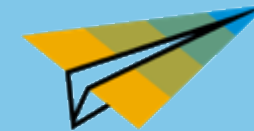
- SAP will send you the results report via e-mail

5   Discuss the result with your customer

- Share the report result with your customer involving Business and IT stakeholders together with your solution experts

Customer Value Experience (external links)
Tools for Support and Innovation Acceleration

Starting Point: Pathfinder
Assess the situation and identify potential value
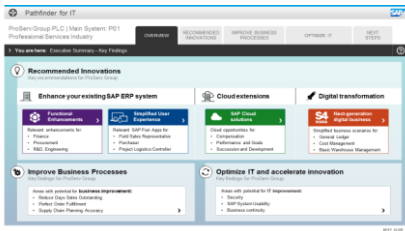
SAP Innovation and Optimization Pathfinder *for IT*
Innovation recommendations, industry benchmarks and recommendations for business and IT to optimize SAP solutions
http://www.sap.com/pathfinder

SAP Innovation and Optimization Pathfinder *2.0 (now entering pilot phase – please reach out to t.grande@sap.com for Pilot participance*
Updated version of the SAP Pathfinder – launched in pilot mode in July 2020.
http://www.sap.com/pathfinder2

Detailed Innovation and Improvement Recommendations
Identify relevant innovations and optimize TCO

(Next-Generation) SAP Business scenario recommendations
Simplified business processes with SAP S/4HANA – next generation with usage data and key performance indicators – classic version also still available (but requested much less than new version)
http://www.s4hana.com/
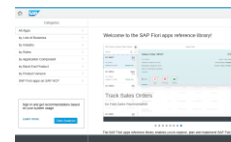
SAP Fiori apps library & recommendations
Recommendation of relevant SAP Fiori apps to enable new user experience
http://www.sap.com/fiori-apps-library
http://www.sap.com/FAR

Innovation Discovery
Improvements, enhancements and new functionality for SAP products
http://www.sap.com/innovationdiscovery

SAP Solution Manager value report
IT TCO optimization with SAP Solution Manager
http://www.sap.com/solman-value

Strategy and Roadmap
Product and landscape roadmap

SAP Transformation Navigator
Build a product roadmap for your digital transformation journey
http://www.sap.com/transformationnavigator
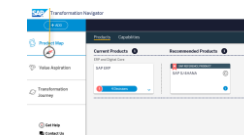
What's new in SAP Business Scenario Recommendations?
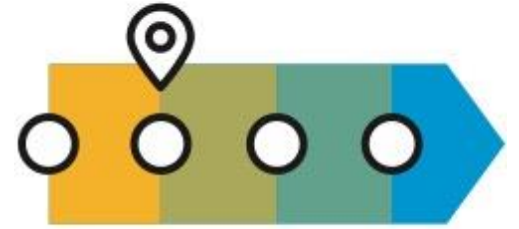
2019

- Release 1909 of SAP S/4HANA information is available since October 2019
- LoB Asset Management is available as 6th LoB
- Improved layout and information for process performance indicators

Jan 2020

- Sales returns process added
- Video and demo links for many business scenarios
- Enhanced information for SAP extensions outside the SAP S/4HANA core (eg. additional SAP S/4HANA engines, cloud extensions and apps, machine learning)

Apr 2020

- Links to dedicated roles per l Fiori
- Best Practices Explorer access per business scenario
- Deep link to the new Roadmap Explorer per business scenario

Nov and Dec 2020

- SAP Spotlight report in new version
- Release update 2020

Planned innovations

- More recommendations for SAP S/4HANA extensions
- SAP Pathfinder on Spotlight

Example
SAP Business Scenario Recommendations (next generation)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS

INTRODUCTION   NEW IN RELEASE 1909   REPORT STRUCTURE   **INDUSTRY TRENDS**   INDUSTRY ACCELERATORS

Trends in Consumer Products Industry:

Key Challenges
within your industry

Empowered consumers

- Consumers are informed, empowered and always on
- They can shop and buy from anywhere and make choices about where and how they would like to take

Expanding ecosystems

- Deliver the supply chain transparency that today's shoppers demand
- Reach consumers across channels directly in moments of need

Extraordinary innovators

- Building innovative business models
- Redefining customers expectations and gaining market shares

Key Trends
within your industry

Enabling new business models

- Monetizing content or data
- Pursuing innovative partnerships

Delivering personalized outcomes

- Build enduring customer and consumer relationships
- By delivering on a set of outcomes, often service driven, that go well beyond traditional product focus

Competing as an ecosystem

- Expand the boundaries of consumer products
- By teaming with non-traditional ecosystem partners
- To deliver higher value at no or low incremental cost

Key Value Drivers
within your industry

Reimagine order to delivery

- Improve customer service
- Reduce inventory carrying costs
- Reduce logistics costs

Reimagine personalized products

- Increase revenue from new products
- Increase revenue growth
- Reduce research and development expense

Reimagine operational procurement

NEXT ❯

Next Generation SAP Business Scenario Recommendations

OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | MANUFACTURING | ASSET MANAGEMENT | NEXT STEPS

Sample Customer
System: PRD

INTRODUCTION | NEW IN RELEASE 1909 | REPORT STRUCTURE | INDUSTRY TRENDS | INDUSTRY ACCELERATORS

Accelerators for your Value and Innovation Discussion in the Consumer Products Industry:

1
Understand the
Industry Strategy

- Get a business overview on what moves your industry
- Understand the SAP approach and products to drive industry innovation

Read the industry whitepaper »

2
Leverage
Intelligent Technologies

- SAP point of view towards technological impacts
- Understand how these intelligent technologies improve everyday business

SAP industry point of view »

SAP industry value paper »

3
See target architecture with
SAP Industry Digital Transformation

- Explore a full proposed architecture in the industry poster
- Choose from the full set and focus on processes and options relevant for you

Get the poster »

4
Plan with
SAP Capabilities

- Understand industry related abilities and offerings with SAP value maps
- Plan your innovation program mid-term with SAP road maps

SAP capabilities overview »

Get the SAP road map »

5
Implement smoothly with
SAP Model Company

- SAP Model Company services contain ready-to-use, preconfigured processes to accelerate your deployment
- Choose the SAP Model Company for your industry and lines of business

SAP Model Company for your industry »

SAP Model Company overview »

OVERVIEW | **EXECUTIVE SUMMARY** | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | MANUFACTURING | ASSET MANAGEMENT | NEXT STEPS

Sample Customer
System: PRD

Lines of Business

SAP S/4HANA helps you achieve your business goals.

For selected lines-of-business and business goals, this report provides you with insights and tailored SAP S/4HANA recommendations.

Click one of the lines of business on the right to discover how you can benefit from using SAP S/4HANA today.

Finance
- Reduce G/L efforts and financial closing time
- Reduce finance costs
- Reduce days sales outstanding

13 Customer-specific recommendations — **High** usage

Sourcing & Procurement
- Reduce procurement function costs

6 Customer-specific recommendations — **Medium** usage

Sales
- Improve on-time delivery performance
- Increase sales force efficiency
- Reduce complaints and return costs

12 Customer-specific recommendations — **High** usage

Supply Chain
- Reduce days in inventory

7 Customer-specific recommendations — **Medium** usage

Manufacturing
- Reduce total manufacturing costs
- Accelerate manufacturing cycle time

13 Customer-specific recommendations — **High** usage

Asset Management
- Reduce unplanned downtime or outage
- Reduce asset data management cost

4 Customer-specific recommendations — **Low** usage

| OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | MANUFACTURING | ASSET MANAGEMENT | NEXT STEPS |

Sample Customer
System: PRD

INTRODUCTION   FINDINGS   RECOMMENDATIONS

Example: Manufacturing

OVERVIEW   DETAILS

Manufacturing: Your Current Process Performance in SAP ERP System "PRD"

	Production planning	Production order creation	Production order release	Production order confirmation	Production order delivery
Value Drivers:					
Accelerate Manufacturing Cycle Times			4% Production orders automatically released »	1 days Lead time: Prod. order release to confirmation »	2 days Lead time: Prod. order release to delivery »
Reduce Total Manufacturing Costs	2.409 Planned but not converted in time »	13% Production orders automatically created »	24 days Lead time: Prod. order creation to release »	331 Failed goods movements during prod. order confirmation »	133 Overdue prod. orders assigned to sales »
How SAP helps:					
Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.	Material Requirements Planning » ★★				
	Demand-Driven Replenishment » ★★				
	Constraint Based Production Planning » ★★★				
All innovation recommendations »		Production Control » ★★★			
		Production Execution » ★★★			

Next Generation SAP Business Scenario Recommendations

SAP

| OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | MANUFACTURING | ASSET MANAGEMENT | NEXT STEPS |

Sample Customer
System: PRD

INTRODUCTION **FINDINGS** **RECOMMENDATIONS**

OVERVIEW **DETAILS 8/8**

Planned orders not converted into production orders in time

Findings and Benchmark
What we measured

2.409 documents
Planned orders not converted into production orders in time

Absolute number of planned orders not converted into production orders, although the planned delivery date is already in the past.

Learn more »

Consumer Products Industry Benchmark:

| Your Company | 2.409 documents |

bottom 25% | top 25%

4,590   353   37

Benchmark
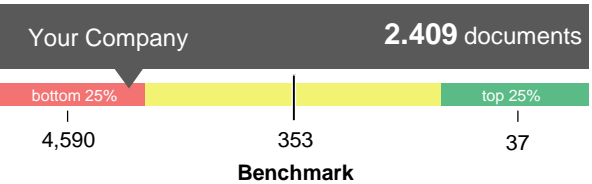
Details
What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
1.052	412	211	80	654
44%	17%	9%	3%	27%

Top 5 Plants:

Plant		Documents	Percent
F04	Factory Portugal	1.299	54%
F05	Factory India	449	19%
F20	Factory Mexico	216	9%
F21	Factory Spain	121	5%
F22	Factory Brazil II	22	1%

Implication
Understand the problem

Possible Root Causes:

- Low trust on system-based planning data
- Production without production planning or outside of SAP-system
- Poor housekeeping: Non-deleted documents from inactive plants and/materials

Possible Business Impact:

- Inaccurate supply chain and replenishment
- Low production control (e.g. risk of double production)
- Higher workload for manual planning and production order entry

Back to Overview »

Next Generation SAP Business Scenario Recommendations

OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | **MANUFACTURING** | ASSET MANAGEMENT | NEXT STEPS

Sample Customer
System: PRD

INTRODUCTION   FINDINGS   **RECOMMENDATIONS**

CUSTOMER-SPECIFIC RECOMMENDATIONS   ADDITIONAL BUSINESS SCENARIOS   DETAILS 6/19   EXAMPLE   CUSTOMER REFERENCE

Material Requirements Planning

Business Scenario Description

Use sophisticated material requirements planning balances to optimize services and cost reduction. Gain visibility across the supply chain to monitor stock-outs and automatically create procurement proposals.

★ ★ ☆
Your usage intensity based on
6 used transactions »

★ ★ ★
Industry popularity

Value Drivers

- **Reduce days in inventory**
  Consider all inventory data, lead times, and procurement timing in calculations.
- **Reduce revenue loss due to stock-outs**
  Monitor inventory and automating the creation of procurement proposals
- **Improve on-time delivery performance**
  Leverage MRP logic to ensure that materials are in stock and manufacturing is scheduled on time to meet delivery goals and order commitments.

What's new in SAP S/4HANA

- **New material requirements planning cockpit**
  The whole material requirements planning cockpit has been renewed and redesigned.
- **Embedded production planning and demand scheduling**
  With SAP S/4HANA the production planning and demand scheduling (PPDS) functionality is now embedded in the SAP S/4HANA core.
- **1909 release highlight: Predictive material and resource planning (pMRP) application and process manufacturing**
  NEW with SAP S/4HANA 1909: A completely new predictive material and resource planning (pMRP) application is available incl. simulation which reduces inventory carrying costs.
  Also the make-to-stock production - process manufacturing is now available.

Further Information

Details

| Business scenario details » | Related SAP Fiori apps » |

Demo

| Plan to product - MRP » |

Additional SAP products

| SAP Integrated Business Planning » |

Back to innovation overview »

| OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | MANUFACTURING | ASSET MANAGEMENT | NEXT STEPS | | Sample Customer System: PRD |

INTRODUCTION **FINDINGS** **RECOMMENDATIONS**

CUSTOMER-SPECIFIC RECOMMENDATIONS   ADDITIONAL BUSINESS SCENARIOS   DETAILS   EXAMPLE   CUSTOMER REFERENCE

Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage

The table below shows SAP S/4HANA 1909 business scenarios that are enhancing process areas which you are already running.

SAP S/4HANA BUSINESS SCENARIO	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Production Execution	★★★	30	★★★	🔗	ℹ️
External Processing	★★★	6	★★★	🔗	
Quality Inspection	★★★	6	★★☆	🔗	ℹ️
Production Control	★★★	4	★★★	🔗	ℹ️
Subcontracting	★★★	1	★★★	🔗	
Material Requirements Planning	★★☆	6	★★★	🔗	ℹ️
Production Scheduling	★★☆	2	★★★	🔗	ℹ️
Just-In-Time Processing	★★☆	1	★★☆	🔗	
Manufacturing Analytics	★☆☆	1	★★☆	🔗	ℹ️
Quality Improvement	★☆☆	1	★★☆	🔗	ℹ️
Production BOM Management	★☆☆	1	★☆☆	🔗	ℹ️
Quality Planning	★☆☆	1	★☆☆	🔗	ℹ️
Demand-Driven Replenishment	⯪☆☆	Usage of related application area	**New**	🔗	

 * = In addition to the used SAP transactions, we found overall 29 used custom code transactions »

Next Generation SAP Business Scenario Recommendations

| OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | MANUFACTURING | ASSET MANAGEMENT | NEXT STEPS | | Sample Customer System: PRD |

| INTRODUCTION | FINDINGS | RECOMMENDATIONS |

| CUSTOMER-SPECIFIC RECOMMENDATIONS | ADDITIONAL BUSINESS SCENARIOS | DETAILS | EXAMPLE | CUSTOMER REFERENCE |

Additional SAP S/4HANA Business Scenarios*

The table below shows additional SAP S/4HANA 1909 business scenarios you could benefit from.

SAP S/4HANA BUSINESS SCENARIO	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Recipe/Routing Management	★ ★ ★	🔗	
Repetitive Manufacturing	★ ★ ★	🔗	
Constraint Based Production Planning	New	🔗	ⓘ
Extended Production Operations	New	🔗	ⓘ
Kanban	New	🔗	
Manufacturing Engineering	New	🔗	ⓘ

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.

Next Generation SAP Business Scenario Recommendations

Sample Customer
System: PRD

| OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | MANUFACTURING | ASSET MANAGEMENT | NEXT STEPS |

INTRODUCTION   **FINDINGS**   **RECOMMENDATIONS**

CUSTOMER-SPECIFIC RECOMMENDATIONS   ADDITIONAL BUSINESS SCENARIOS   DETAILS   EXAMPLE   CUSTOMER REFERENCE

Reimagine Personalized Order to Production

Traditional Scenario:

- Customer can select only from defined product variants
- Additional personalization requires engineering effort. It is delivered with high cost, long lead time, and varying quality
- Significant investment of labor and resources to fulfill the order
- Low customer satisfaction and inability to scale personalized offerings
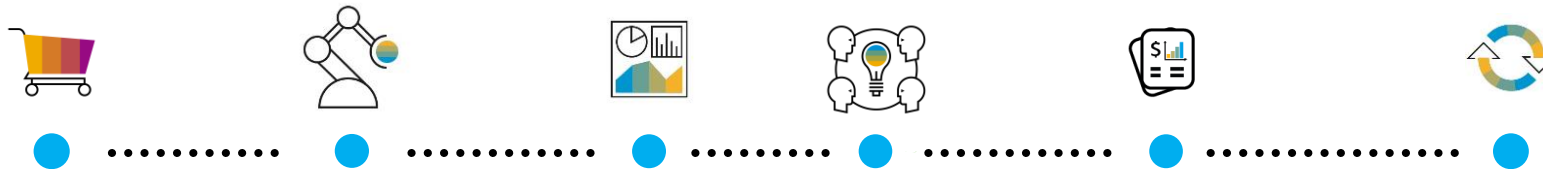
The New World With SAP:

- Personalized order from customer through e-commerce; **real-time feedback on feasibility**
- Confirmation of commitment and **lead time based on manufacturing/ supplier network guidance**
- **Advanced variant configuration** enables real-time product and production engineering
- Scheduling production in a single system
- Traceability and serialization enabled by **integration of SAP Manufacturing Execution with digital core**
- Fulfilment of **personalized order** with short lead time, low cost and high customer satisfaction

Read the whitepaper »

NEXT ❯

OVERVIEW | EXECUTIVE SUMMARY | FINANCE | SOURCING AND PROCUREMENT | SALES | SUPPLY CHAIN | **MANUFACTURING** | ASSET MANAGEMENT | NEXT STEPS

Sample Customer
System: PRD

INTRODUCTION FINDINGS **RECOMMENDATIONS**

CUSTOMER-SPECIFIC RECOMMENDATIONS ADDITIONAL BUSINESS SCENARIOS DETAILS EXAMPLE **CUSTOMER REFERENCE**

Company
Isgec Hitachi Zosen Ltd. (IHZL)

Headquarter
Gujarat, India

Website
www.isgec.com
/processequipment
/ba-pe-hitachi.php

Industry
Mill products

Products and Services
Manufacture of critical
equipment for refinery,
fertilizer, and petrochemical
industries

Employees
4,000

Revenue
US$450 million

SAP® Solutions
SAP S/4HANA®, SAP Fiori® apps

Before: Challenges and Opportunities
• Accurately track the availability of material for made-to-order products
• Migrate from an Oracle-based PowerTerm solution for better insight into financial and procurement operations
• Gain better control over inventory using live tracking and valuation
• Reduce supply chain risk and the risk of procurement errors

Why SAP and KPIT Technologies
• SAP S/4HANA for a single source of data on inventory turnover, material flow, and stock transfers
• SAP Fiori apps for an any-device, mobile-first, role-based user experience that simplifies employee engagement and boosts productivity
• Faster project completion with expertise and best practices from KPIT Technologies

After: Value-Driven Results
• Optimized supply chain with real-time inventory visibility, from purchase requisition to goods receipt
• Faster production using touch-screen technology that allows workers to order consumables instantly
• Improved visibility of raw-material consumption and goods-in-transit stock
• Better non-destructive testing quality controls using automated monitoring and reporting

"Real-time intelligence helps us eliminate errors and reduce risk."
Harbir Singh, Head of Operations, Isgec Hitachi Zosen Ltd.

50%
Reduction in manufacturing cycle time

30%
Reduction in order lead time

50%
Faster material requirements planning

DEMO END
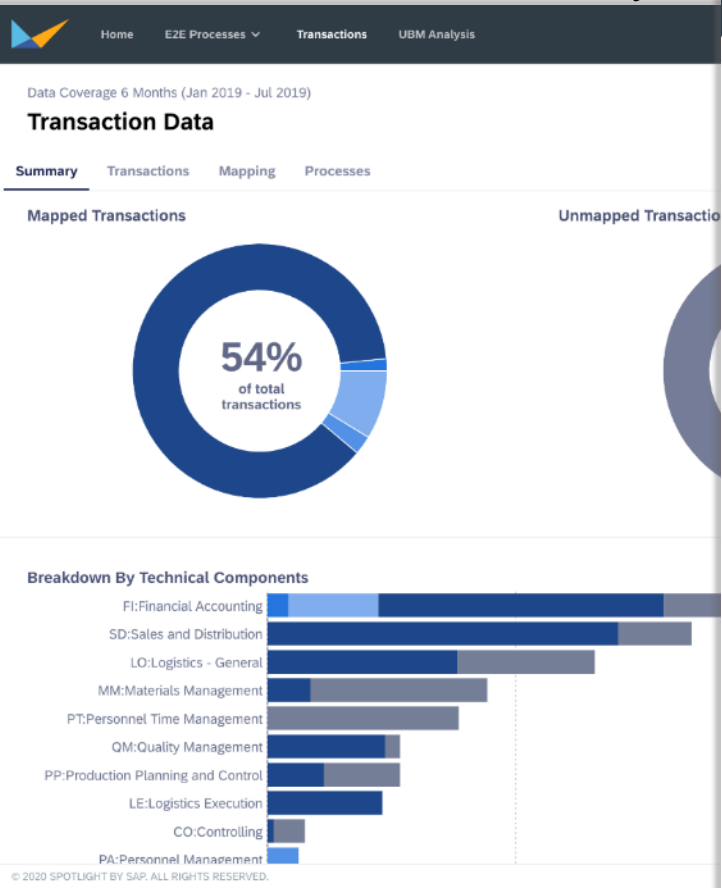## SAP Business Scenario Recommendations (next generation)

Understand ERP components and identify automation potentials
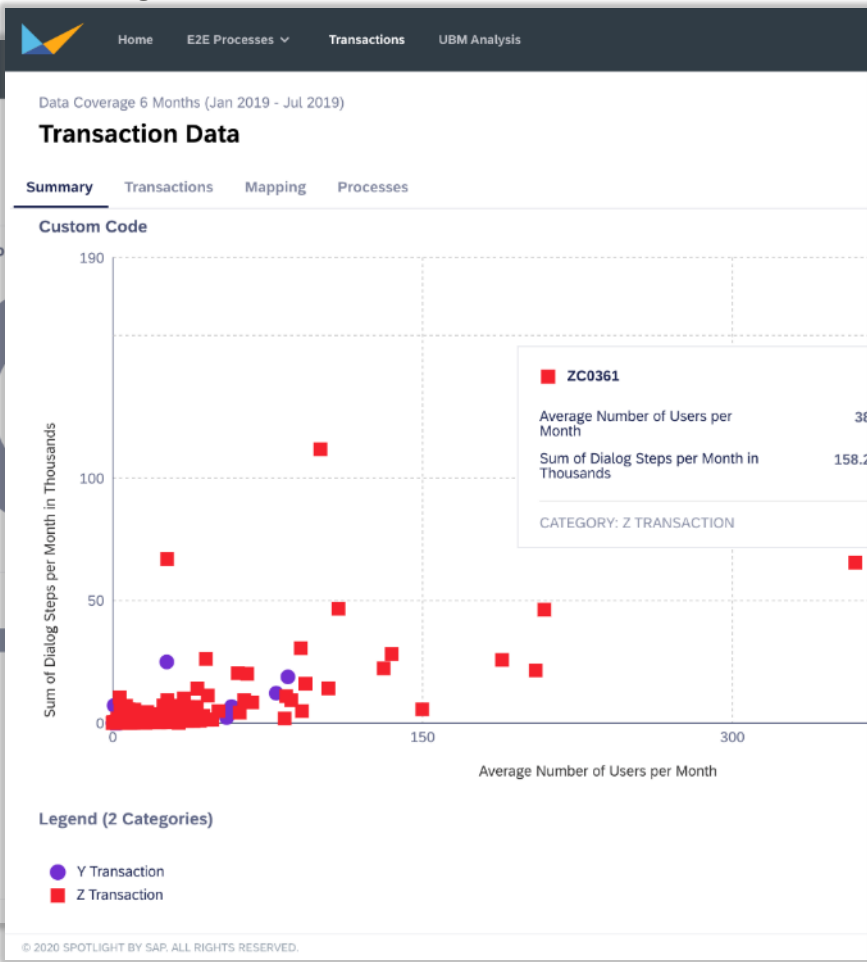# SAP Business Scenario Recommendations on Spotlight

Spotlight's Additional Capabilities

Usage analysis and recommendations

Usage of custom and partner code

SAP S/4HANA conformity

SAP Value Mining Service – complementing SAP Business Scenario Recommendations

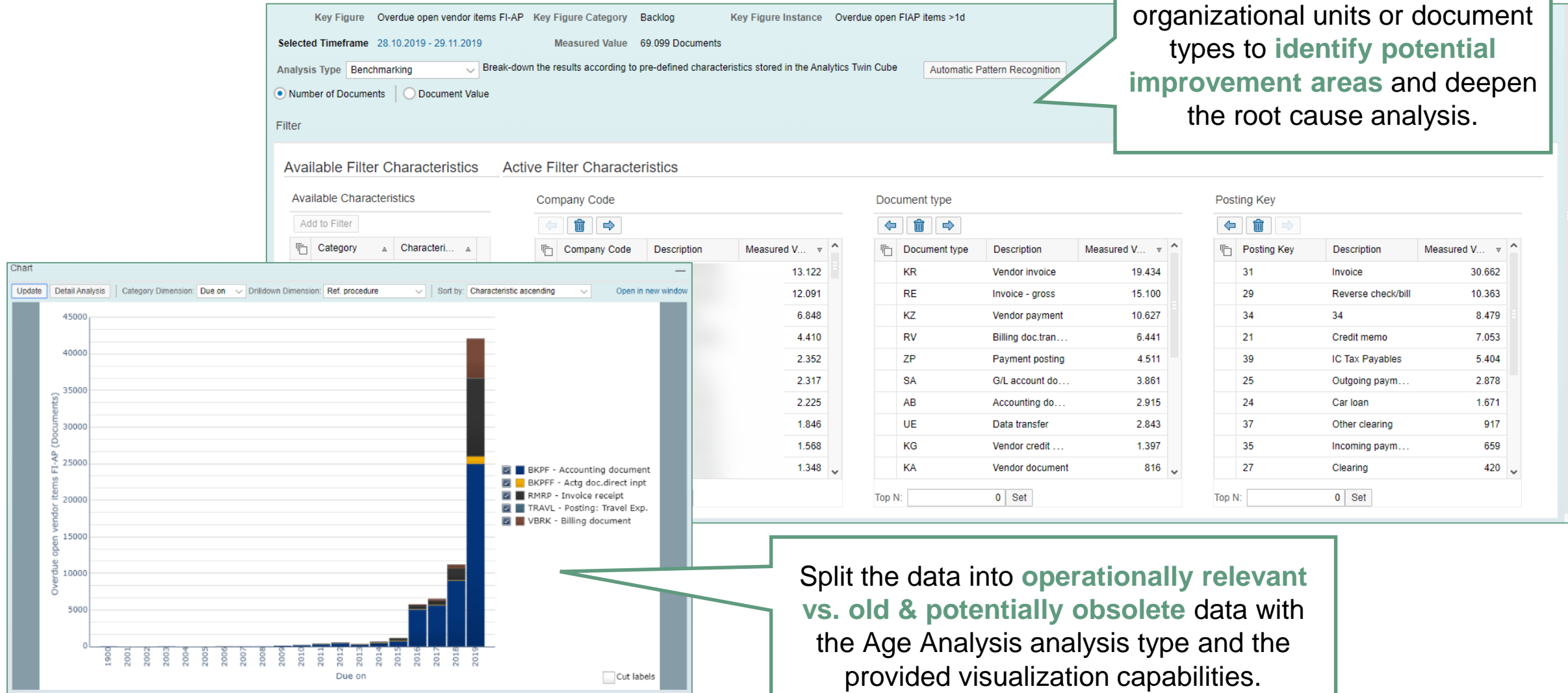# Visualization of Cause & Effect of the PPIs on Value Drivers
Example Dependency Diagram: Reduce finance costs

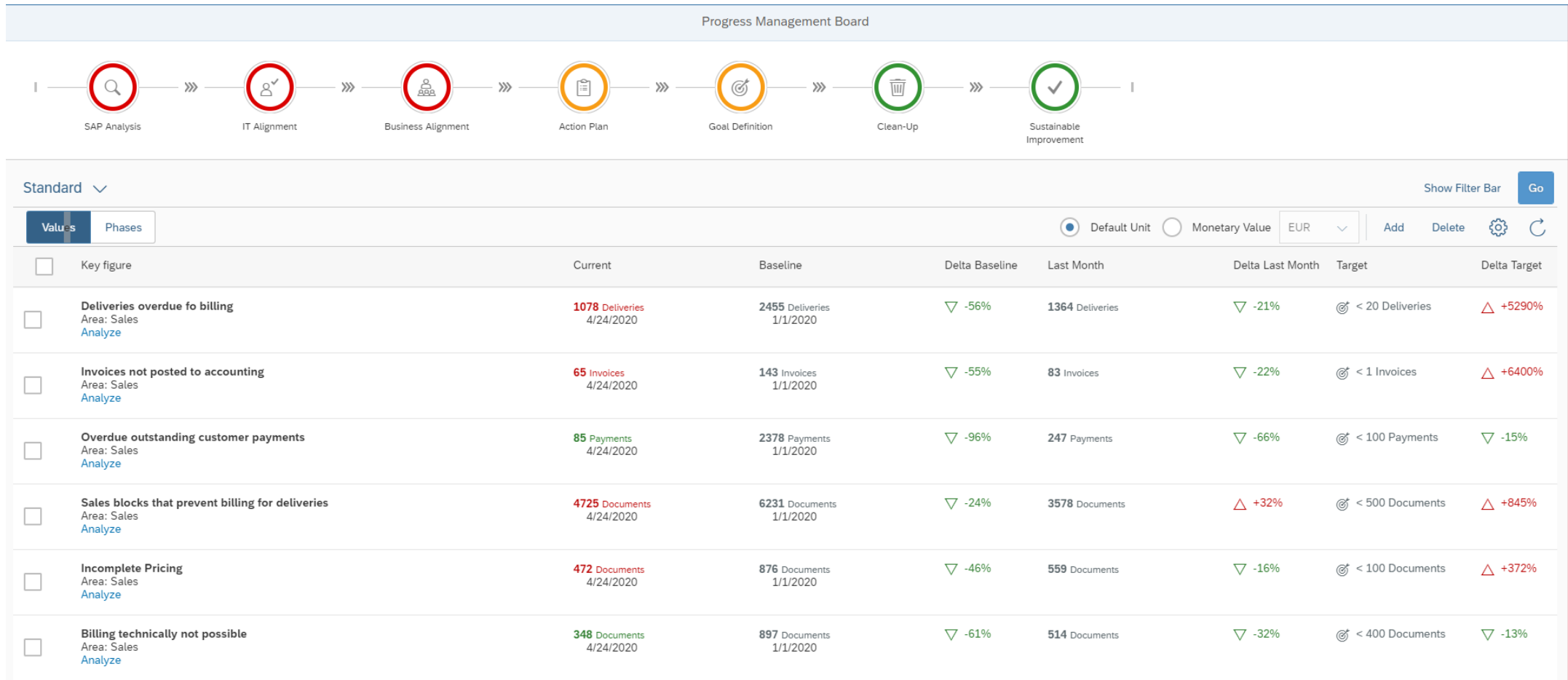Navigate from the global overview in the **Dependency Diagram** to **Business Process Analytics** for deep-dive root cause analysis of individual PPIs.
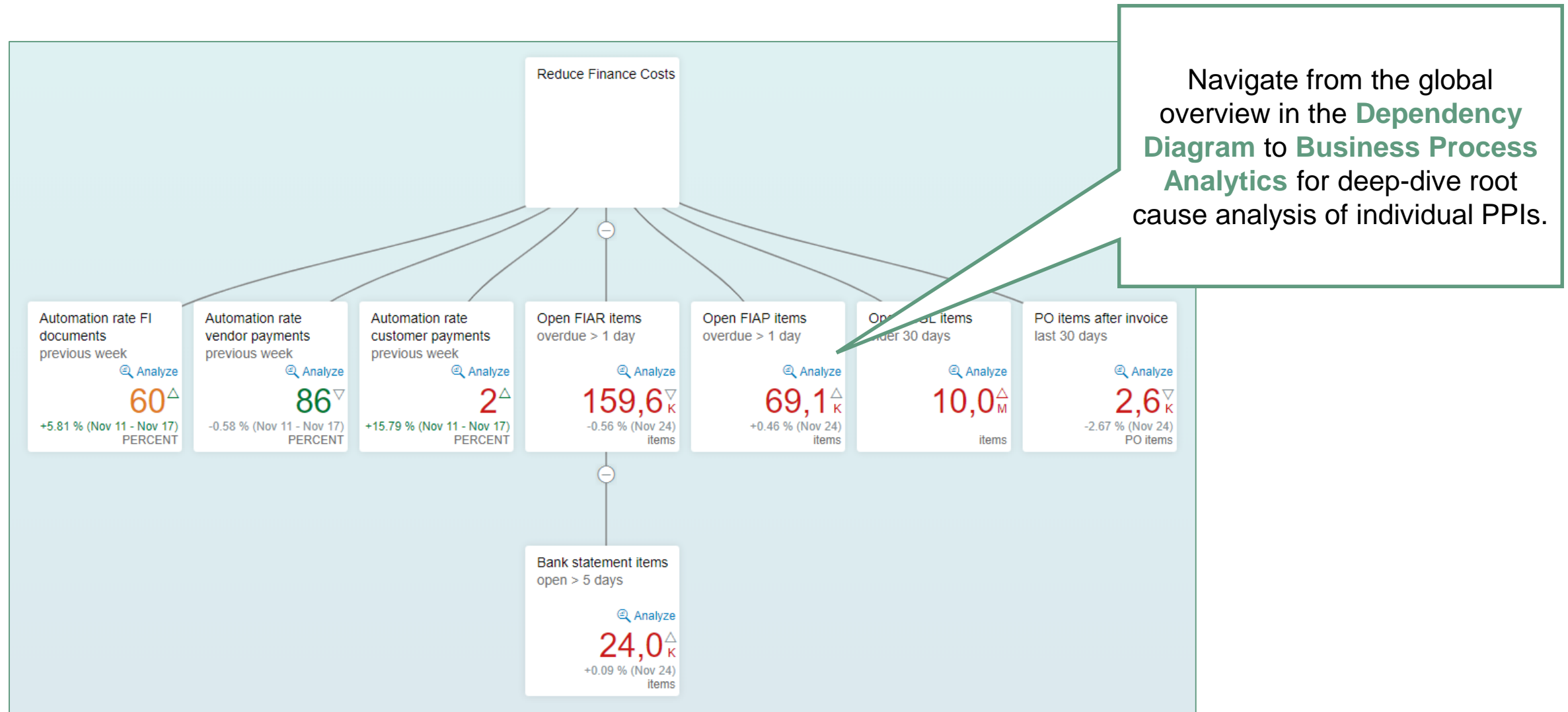
Root Cause Analysis of PPIs
with Business Process Analytics

Use e.g. the (Advanced) Benchmarking analysis type for a comparison across organizational units or document types to **identify potential improvement areas** and deepen the root cause analysis.

Split the data into **operationally relevant vs. old & potentially obsolete** data with the Age Analysis analysis type and the provided visualization capabilities.

Progress Management Board

Continuously monitor process performance improvement and compare against baseline

Progress Management Board

SAP Analysis → IT Alignment → Business Alignment → Action Plan → Goal Definition → Clean-Up → Sustainable Improvement

Standard ⌄   Show Filter Bar   Go

| Values | Phases | ● Default Unit ○ Monetary Value EUR ⌄ Add Delete ⚙ ↻

☐	Key figure	Current	Baseline	Delta Baseline	Last Month	Delta Last Month	Target	Delta Target
☐	**Deliveries overdue fo billing** Area: Sales Analyze	**1078** Deliveries 4/24/2020	**2455** Deliveries 1/1/2020	▽ -56%	**1364** Deliveries	▽ -21%	⊙ < 20 Deliveries	△ +5290%
☐	**Invoices not posted to accounting** Area: Sales Analyze	**65** Invoices 4/24/2020	**143** Invoices 1/1/2020	▽ -55%	**83** Invoices	▽ -22%	⊙ < 1 Invoices	△ +6400%
☐	**Overdue outstanding customer payments** Area: Sales Analyze	**85** Payments 4/24/2020	**2378** Payments 1/1/2020	▽ -96%	**247** Payments	▽ -66%	⊙ < 100 Payments	▽ -15%
☐	**Sales blocks that prevent billing for deliveries** Area: Sales Analyze	**4725** Documents 4/24/2020	**6231** Documents 1/1/2020	▽ -24%	**3578** Documents	△ +32%	⊙ < 500 Documents	△ +845%
☐	**Incomplete Pricing** Area: Sales Analyze	**472** Documents 4/24/2020	**876** Documents 1/1/2020	▽ -46%	**559** Documents	▽ -16%	⊙ < 100 Documents	△ +372%
☐	**Billing technically not possible** Area: Sales Analyze	**348** Documents 4/24/2020	**897** Documents 1/1/2020	▽ -61%	**514** Documents	▽ -32%	⊙ < 400 Documents	▽ -13%

Tailor-made insights from your SAP ECC to build your case for SAP S/4HANA

Target group & objective

All SAP ECC customers who want to **analyze how SAP S/4HANA supports their business goals** based on the Next Generation **SAP Business Scenario Recommendations** (BSR) report.

The as-is data from SAP ECC helps to build a business case for the move to SAP S/4HANA.

Prerequisites:

- SAP Enterprise Support, Product Support for Large Enterprises, SAP Premium Engagement
- SAP ECC (ERP) system with ST-A/PI 01T SP2 or higher
- SAP Solution Manager ST7.2 SP08 or higher
- SAP notes 2811411 & 2424585 on SAP Solution Manager implemented

SAP Solution Manager content & tool configuration

SAP configures all 12 value drivers and corresponding process performance indicators (PPIs) as analyzed in the BSR in your SAP Solution Manager to provide **as-is** measurements and **root cause analysis** (RCA) functionalities. Cause and effect of the PPIs on value drivers are visualized in **dependency diagrams**. A **progress management board** for selected automation and lead time PPIs allows to track the improvement progress before and after the move to SAP S/4HANA.

Value drivers for dep. diagrams:

1. Reduce total manufacturing costs
2. Accelerate manufacturing cycle time
3. Reduce finance costs
4. Improve on-time delivery performance
5. Reduce days in inventory
6. Reduce days to close annual books
7. Increase sales force efficiency
8. Reduce procurement function costs
9. Reduce days sales outstanding
10. Reduce un-planned downtime or outages
11. Reduce asset data management costs
12. Reduce complaints and returns cost

Analyze current processes for innovation potential

The **Business Process Improvement** content and how it supports the move to SAP S/4HANA is introduced.

For the selected functional focus area, this is build upon in deep-dive root cause analysis sessions in SAP ECC with the process experts to identify **clean-up** and **process improvement** potential. Business benefit potentials with SAP S/4HANA are identified.

SAP effort before go live amounts to **10 days** remote delivery.

Series of remote sessions:

- Preparation & introduction
- Analysis & process improvement: 2x approx. 2 hours
- Tailored SAP S/4HANA innovation potential: approx. 3 hours
- Follow-up: 2x up to max. 1,5 hours each (after several weeks)

Optional: SAP S/4HANA post go live optimization ✳

After the SAP S/4HANA go live, the SAP Solution Manager configuration is checked and updated by SAP for **post go live improvements** and as basis for **continuous optimization**. The service is concluded by a final hand-over session.

✳ limited to SAP S/4HANA on premise

SAP effort post go live amounts to **2 days** remote delivery.

More information and request:

- Available focus areas: Finance, Sourcing & Procurement, Sales, Manufacturing
- *Will be available in the SAP Store shortly* – in the meantime, contact your Technical Quality Manager, Enterprise Support Advisor and/or SAP account team

Simple order process: Request the Next-Generation SAP Business Scenario Recommendations **Registration process for customers / partners**

Visit
www.s4hana.com

Register **upload**

confirmation e-mail

Have the report generated and delivered

How to request your own report:
Follow the how-to-guide
Want to know more?
Demo Video
Sample report
Presentation
Questions?
Contact our team

www.s4hana.com

SAP Pathfinder 2.0
- example SAP S/4HANA live customer

What is the value of upgrading to the latest release?

A comprehensive set of tools and services from SAP for a customer's journey
SAP's CORE Customer Experience

1. Vision & Strategy | **2. Build the Case** | **3. Plan the Path Forward** | **4. Deliver Business Value**

Identify opportunities with the Intelligent Enterprise

Find out how SAP S/4HANA and the intelligent enterprise supports your business goals

SAP Business Scenario Recommendations

+ Spotlight *

+ Value Mining Service**

Learn more »

Benchmark against peers and build your value case

Benchmark business KPIs against peers, assess your opportunity to rethink your business processes, and build your value case

SAP Value Lifecycle Management

Learn more »

Design your future solution

Shape your future landscape and build your own transformation road map

SAP Transformation Navigator

Learn more »

Evaluate your project complexity

Check the readiness of multiple aspects of your SAP ERP 6.x system to migrate to SAP S/4HANA

SAP Readiness Check for SAP S/4HANA

Learn more »

Plan and execute your project

Accelerate and secure the planning and execution of your transformation

- **SAP Adoption Starter****(link)
- **SAP Enterprise Support****(link)
- **SAP Model Company**** (link)
- **SAP Value Assurance**** (link)

Continuously optimize and innovate

Optimize and use better your SAP S/4HANA, and upgrade to the latest release

SAP Innovation and Optimization Pathfinder

Learn more »

Self-Discovery Relevant Scope & Initial Value Map

SAP S/4HANA Cards Game

Learn more »

Understand the SAP product road map   NEW

Find out which features and innovations are planned to be delivered with future releases and plan your transition accordingly

SAP Road Map Explorer

Learn more »

* pilot starts late June 2020   ** service or support offering

Thank you

Thomas Grande
Business Support Senior Expert
Global Customer Value Services
/ SAP Pathfinder

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