Enterprise Management Layer for SAP S/4HANA
2020 V1.2 (FPS02)

Petra Ohlinger, SAP Product Content Organization
December, 2021

PUBLIC
Disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. Except for your obligation to protect confidential information, this presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this presentation or any related document, or to develop or release any functionality mentioned therein.

This presentation, or any related document and SAP's strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this presentation is not a commitment, promise or legal obligation to deliver any material, code or functionality. This presentation is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This presentation is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this presentation, except if such damages were caused by SAP’s intentional or gross negligence.

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.
Agenda

Enterprise Management Layer – Overview

Enterprise Management Layer – Deep Dive

- Standard Scope and Optional Scope
- Enterprise Structure and Corporate Design
- Parallel Accounting
- Documentation
Enterprise Management Layer for SAP S/4HANA

**Time to value is key in assuring a successful digital transformation**


### The Challenge

- How to start a transformation journey?
- Missing end-to-end view
- Scattered landscapes
- Managing application lifecycle and functional adoption
- Non-standardized and highly modified processes limit the ability to leverage new innovation
- International footprint and localization challenges
- Missing project documentation for change projects

### The Solution

**Enterprise Management Layer for SAP S/4HANA**

- Pre-defined and pre-configured end-to-end business processes based on SAP Best Practices
- Localization for up to 43 country versions fully harmonized within a corporate setup
- Appliance concept allows for immediate consumption and implementation jump-start – pre-deployed, pre-tested and fully documented
- Cloud-ready deployment methodologies
- Supporting SAP Activate as the default implementation methodology
- Jump-start your “Fit-to-Standard” activities

### The Value

- End-to-end transformation accelerator for your project
- Positive impact on Total Cost of Implementation (TCI) and Total Cost of Ownership (TCO)
- Ready to scale through Partner Engagement
- Accelerated Time to Innovation
- Ready to run for

---

© 2021 SAP SE or an SAP affiliate company. All rights reserved. | PUBLIC
Customer Survey by Forrester Research, Inc.

“Which benefits did you observe, using SAP® Model Company?”

Main benefits observed by Early Adopters

- Speed of deployment: 80 per cent
- Higher “Fit-to-Standard”: 50 per cent
- Future-proof foundation: 40 per cent
- Speed of decision making: 30 per cent
- Improved project scoping: 20 per cent

*Feedback, our customers shared with a leading Research and Advisory Company

The enterprise management layer replaces the SAP Model Company for Multinational Corporations

Find out how other customers used the predecessor of enterprise management layer for SAP S/4HANA as their global template to successfully implement SAP S/4HANA.

Osram
Continental
Hewlett Packard Enterprise
Kellogg’s
Deutz
Enterprise Management Layer for SAP S/4HANA | Deployment Options

Choose Along Use Case and Preferences

Each system is built per customer requirements (based on questionnaire):

- **Country scope**
- **Group currency**
- **Fiscal year variant**
- **Optional Scope Items**

The system is pre-built in a ‘staging’ environment as HANA DB backup.

The project team can access the system in the staging area (on request).

Several clients* are available to jumpstart the project:

<table>
<thead>
<tr>
<th>Client*</th>
<th>Purpose</th>
</tr>
</thead>
<tbody>
<tr>
<td>010</td>
<td>BI Technical Settings</td>
</tr>
<tr>
<td>050</td>
<td>Backup</td>
</tr>
<tr>
<td>100</td>
<td>Test / Validation with Fiori Interface</td>
</tr>
<tr>
<td>400</td>
<td>Development (no master data)</td>
</tr>
</tbody>
</table>

* Client setup is based on SAP Best Practices “whitelist” approach following the SAP golden rules for cloud.

© 2021 SAP SE or an SAP affiliate company. All rights reserved. | PUBLIC
Decreasing Time to Value

- **Prepare** up to 90% savings with an industry-specific reference architecture to start from practice processes modeled
- **Business Blueprint** up to 50% savings with best-practices processes configured and documented
- **Build & Test** up to 30% savings with test case template and operations support templates

### Traditional Approach

1. Prepare
2. Business Blueprint
3. Build & Test
4. Testing & Go-live

### Template based Approach

1. Prepare
2. Explore
3. Realization
4. Deploy

- **Prepare**
- **Explore**
- **Realization**
- **Deploy**

**Please note:**
The EML provides all configuration relevant for the preconfigured processes, but not all standard settings from client 000 ('whitelist'). They can be copied from client 000 if required.

---

1. Determine which scope items are relevant for your project.
2. Test and evaluate the standard business processes as described in the test script of each scope item. Make sure to enter the exact data as described in the script.
3. Run Fit to Standard Workshops: decide if the standard process can be used.
4. Analyze what needs to be changed
5. Configure the delta in the DEV system, on top of the EML configuration (client 400).
6. Transport the changes to Quality and Production systems
Enterprise Management Layer in a Nutshell

Business Content
- 43 countries
- Business content based on latest SAP Best Practices 2020
- Standard scope (not requiring additional licenses nor interfaces)
- Content enhanced for global operations and for local requirements
- 25 system languages

User Interface
- Embedded Fiori Applications activated and consumable

Documentation
- Standard documentation by SAP Best Practices available as well through Solution Manager
- Additional, enhanced enterprise management layer specific documentation

Optional Scope Enhancements
- Activation of additional standard SAP Best Practices scope items
- Activation of additional business processes on top of SAP Best Practices

Well established multi-national template based on SAP Best Practices
Continuously life-cycled and adapted to latest localization requirements and technological innovation

43+3 countries

40+ Scope Items specific to Enterprise Management Layer

Deliveries towards S/4HANA Cloud, extended and private edition 60+

Jan-Sept 2021

400+ Deliveries since 2012

43+3 countries

* Average value based on customer inquiry – every customer situation is different
Country and Language Overview

Country Coverage [43]

Australia (AU), Austria (AT), Belgium (BE), Brazil (BR), Canada (CA), China (CN), Czechia (CZ), Denmark (DK), Finland (FI), France (FR), Hong Kong (HK), Germany (DE), Great Britain (GB), Hungary (HU), India (IN), Indonesia (ID), Ireland (IE), Italy (IT), Japan (JP), Korea South (KR), Luxembourg (LU), Malaysia (MY), Mexico (MX), New Zealand (NZ), Netherlands (NL), Norway (NO), Philippines (PH), Poland (PL), Portugal (PT), Romania (RO), Russia (RU), Saudi Arabia (SA), Singapore (SG), Slovakia (SK), Spain (ES), South Africa (ZA), Sweden (SE), Switzerland (CH), Taiwan (TW), Thailand (TH), Turkey (TR), United Arab Emirates (AE), USA (US)

System Languages [25]

Arabic, Czech, Chinese (simplified), Chinese (traditional), Danish, Dutch, English, Finnish, French, German, Hungarian, Italian, Japanese, Korean, Malay, Polish, Portuguese, Romanian, Norwegian, Russian, Slovak, Spanish, Swedish, Thai, Turkish

* Localization reflects standard SAP content based on SAP Best Practices used as the foundation for the enterprise management layer for SAP S/4HANA to accelerate implementations.
SAP S/4HANA, extended edition is available in 64 Country/Region versions in 39 languages.
The enterprise management layer is based on SAP Best Practices (on premise) for SAP S/4HANA 2020.

The standard scope includes 160 scope items.

Scope options are available for
- scope items based on SAP Best Practices with additional license requirements
- scope items that are specific to enterprise management layer

Find out more:
SAP Best Practices
Enterprise Management Layer

**Standard Scope**
- Accounting & Financial Close
- Cost Mgt & Profitability Analysis
- Financial Operations
- Cash Management (Basic)
- Enterprise Risk & Compliance
- Production Operations
- Production Planning
- Maintenance Management
- Quality Management
- Product Engineering
- Sourcing & Contract Management
- Supplier Management
- Operational Procurement
- Inventory
- Order & Contract Management
- Service Operations & Processes

**Scope Options**
- Advanced Compliance Reporting
- Adv. Receivables Management
- Adv. Cash Management
- Lease Accounting
- Group Reporting
- Ext. Warehouse Management
- Advanced ATP
- Ext. Prod. Planning & Scheduling
- Advanced Variant Configuration
- Enterprise Contract Management
## Business Process Scope – Scope Enhancements

### Standard Scope: Finance & Localization (always included)
- **AC01**: Parallel Accounting (Replaces 1GA, 1GB, 1GF)
- **IC40**: Intercompany Reconciliation (Replaces 40Y)
- **LOC01**: Update: Sept 2021 Country-specific functionality (Overview)
- **LOC02_DE**: Localization Germany: E-Bilanz
- **LOC03_EU**: New: May 2021 VAT Information Exchange System - VIES (European Union)
- **LOC04_ES**: New: May 2021 Bills of Exchange (Spain)
- **LOC04_FR**: New: May 2021 Bills of Exchange (France)
- **LOC04_IT**: New: May 2021 Bills of Exchange (Italy)
- **LOC04_AE**: New: June 2021 Post Dated Cheques (United Arab Emirates)
- **LOC04_TR**: New: June 2021 Post Dated Cheques - Bills of Exchange (Turkey)
- **LOC04_IP**: New: Sept 2021 Bills of Exchange Receivable (Japan)
- **LOC05_PT**: New: Sept 2021 Mapas Fiscais (Portugal)
- **LOC06_NL**: New: June 2021 Chain Liability (Netherlands)
- **LOC07_LU**: New: June 2021 SAF-T (Luxembourg)
- **LOC07_NO**: New: June 2021 SAF-T (Norway)
- **LOC08_ES/FR/IT**: New: Sept 2021 Pro-rata VAT (Spain, France, Italy)

### Standard Scope: Other (always included)
- **SRV01_DE/US**: New: June 2021 Recurring Service
- **SRV02_DE/US**: New: June 2021 Inhouse Repair
- **E2E01_DE/US**: New: Sept 2021 Produce and Sell Standard Products - Inventory Management

### Scope Option 04: Advanced Cash Management includes:
- **CLM01**: Advanced Cash Management Test Cycle
- **CLM02**: Cash Concentration

### Scope Option 05: Real Estate Management includes:
- **LA01**: Lease-In Accounting
- **LA02**: Lease-Out for Sublease Accounting
- **LA03**: Manage Invoice for Rent

### Scope Option 06: Group Reporting includes:
- **GR01**: New: May 2021 Group Reporting – Financial Consolidation integrated with SAP S/4HANA Finance
- **GR02**: New: Sept 2021 Group Reporting - Consolidation of Investments - Actuals Activity-Based

### Scope Option 11: Extended Warehouse Management includes:
- **WM01**: New: June 2021 Synchronous Goods Receipts in EWM For External Procurement
- **WM02**: New: Sept 2021 Synchronous Goods Receipts in EWM in Kanban

**Note:** Only Options 04, 05 and 06 require dedicated additional software licenses!
## Available as Additional Services:

### [VP01] Intercompany Processes (for 2 countries)  
*on request*

- IC21 Sale from Central Stock
- IC22 Sale from Local Stock
- IC23 Intercompany Debit and Credit Memos
- IC31L Lean Returns to Central Stock  
  *(new: June 2021)*
- IC31A Advanced Returns to Central Stock  
  *(new: June 2021)*
- IC32L Lean Returns From Local Stock  
  *(new: June 2021)*
- IC32A Advanced Returns From Local Stock  
  *(new: June 2021)*
- IC40 Intercompany Reconciliation

### [VP04] Cross-Plant Stock Transfer  
*on request*

- SC10 Cross-Plant Stock Transfer with Direct Posting
- SC11 Cross-Plant Stock Transfer with Stock Transport Order  
  *(new: June 2021)*

### [VP02A] Project System for Accounting  
*on request*

- PS10 Overhead Projects  
  *(including Statistical Projects and Projects with Revenue)*
- PS11 Investment Projects
- PS20 Projects with Fixed Price Billing  
  *(new: Sept 2021)*

### [VP02B] Project System: Engineering Project  
*on request*

- PS30 Engineering Project  
  *(new: Sept 2021)*

### [VP05] Letter of Credit Management  
*on request*

- TRM10 Letter of Credit Management – Integration with Sales Order Management  
  *(new: Sept 2021)*

### [VP03] Additional Countries with limited Finance Scope ONLY  
*on request*

- Estonia (EE)
- Latvia (LV)
- Lithuania (LT)

---

Note: Only scope option TRM10 requires an additional software license.
Further Reading

Enterprise Management Layer on SAP Best Practices Explorer
Overview information and detailed documentation for both flavors:
Cloud, extended edition and private cloud edition / on premise deployment

Enterprise Management Layer for SAP S/4HANA
Accelerate and simplify the adoption of SAP S/4HANA for faster time to value, using the enterprise management layer

SAP Notes:
- 3024039 - Enterprise Management Layer for SAP S/4HANA - 2020OP
  Additional information and updates
- 3035880 - Recommendations for greenfield implementations of RISE with SAP S/4HANA Cloud, private edition following a cloud mindset
- 2921887 - Enterprise management layer for SAP S/4HANA Cloud, extended edition

Blog Series: SAP Best Practice Enterprise Management Layer for SAP S/4HANA – Information Hub


Enterprise Management Layer in SAP Community


SAP Activate Methodology for RISE with SAP S/4HANA Cloud, private edition
The Enterprise Management Layer in a Nutshell

The Enterprise Management Layer offers a ready-to-run, pre-configured, localized core template based on pre-activated SAP Best Practices on-premise country versions covering 43 countries. Its enhanced global design, developed specifically for multinational corporations, helps you reduce costs, decrease risks, and accelerate adoption during discovery, evaluation and implementation activities.

**When to consider**

- Support **greenfield customers** but as well **customers transitioning from ECC to S/4HANA**
- “**Touch**” a **consumable system** for early look & feel
- **Explore capabilities** of a comprehensive SAP solution for specific use cases
- Run **Fit-to-Standard** analysis with customers business experts
- Evaluate **comprehensive solution design**
- Leverage an agile, lean and international proven approach to **jump-start implementation**
- Make it tangible for customers business, allow for **hands-on experience from day ONE**
- Address resource bottlenecks in IT and business early and investigate ways to reduce time and effort

**What is delivered**

**Preconfigured solution**

- Pre-activated for up to 43 SAP Best Practices country versions based on S/4HANA 2020 (on premise)
- Re-designed and enhanced SAP Best Practices to **support multinational corporations**, including localization for all countries
- Available as an appliance: **database backup** (to be imported into the customer landscape)

**Business content and accelerators**

- Business-process documentation
- Demo and test scripts
- Configuration documents
- How-to guides

**Technology**

- SAP S/4HANA® 2020
- SAP Fiori® user experiences (embedded)
- Adobe Document Services
- Based on SAP Best Practices whitelist approach for client setup

**Supply Chain**

- Inventory
- Warehousing

**R&D and Engineering**

- Product Engineering

**Database & Data Management**

- Enterprise Information Management

**Manufacturing**

- Production Engineering
- Production Operations
- Production Planning
- Quality Management

**Sourcing and Procurement**

- Invoice Management
- Operational Procurement
- Procurement Analytics
- Sourcing & Contract Management
- Supplier Management

**Finance**

- Accounting & Financial Close
- Cost Management & Profitability Analysis
- Enterprise Risk & Compliance
- Financial Operations
- Treasury Management (basic)

**Asset Management**

- Maintenance Management

**Sales**

- Order & Contract Management
- Sales Force Support

**Service**

- Service Operations & Processes
- Service Master Data & Agreement Management

**Service Scope-Options**

- Actual Costing
- Advanced Cash Management
- Advanced Compliance Reporting
- Advanced Receivables Management
- Contract and Lease Management
- Group Reporting
- Warehouse Management
- Advanced ATP
- Advanced Variant Configuration
- Extended Production Planning and Scheduling
- Contract Management

**Service Scope-Enhancements**

- Parallel Accounting
- Localization
- Intercompany Sales and Returns
- Cross-Plant Stock Transfer
- Project System for Accounting and for Engineering Project
- Letter of Credit Management
Agenda

Enterprise Management Layer – Overview

Enterprise Management Layer – Deep Dive

▪ Standard Scope and Optional Scope
▪ Enterprise Structure and Corporate Design
▪ Parallel Accounting
▪ Documentation
Enterprise Management Layer for SAP S/4HANA

Business Process Scope [standard] - FINANCE

Accounting & Financial Close
- 1GI General Ledger Allocation Cycle
- 1GO Cash Journal
- 1ZT Managing Material Price Changes and Inventory Values
- 2FD Accounting for Incoming Sales Orders
- 2OO External Tax Audit
- 2QY SAP Fiori Analytical Apps for Asset Accounting in Finance
- BEI Period End Closing Plant
- BEJ Inventory Valuation for Year-End Closing
- BF7 Period-End Closing Maintenance Orders
- BFH Asset Under Audit
- BGC SAP Fiori Analytical Apps for G/L Accounting in Finance
- J58 Accounting and Financial Close
- J62 Asset Accounting
- 2VB Purchase Order Accruals
- 40Y Intercompany Reconciliation Processing (replaced by IC40)

Cost Management & Profitability Analysis
- 1HB Financial Plan Data Upload from File
- 2I3 Commitment Management
- 2QL One Allocation
- 34B Statistical Sales Conditions
- BEG Standard Cost Calculation
- BEV Internal Order Actual
- J54 Overhead Cost Accounting
- J55 Profitability and Cost Analysis

Enterprise Risk & Compliance
- 1W8 Legal Control
- 1WC Embargo Control
- 2U3 Customs Tariff Number and Commodity Code
- BDT Intrastat Processing**

Financial Operations
- 19M Direct Debit
- 1JT Lockbox (US, CA)
- 2JB SAP Fiori Analytical Apps for Financial Accounting
- 2PD Provisioning of Overdue Receivables
- 2UT Complementary Invoice – Pricing (BR only)
- 2UV Combined Invoice – Goods and Service Items (BR only)
- 2UW Delivery of Goods on Behalf of Another Company (BR only)
- J59 Accounts Receivable
- J60 Accounts Payable
- BD6 Basic Credit Management

Treasury Management
- BFA Basic Bank Account Management
- BFB Basic Cash Operations
- 1EG Bank Integration with File Interface

Scope Items beyond SAP Best Practices:
- AC01 Enhanced Parallel Accounting
- IC40 Intercompany Reconciliation (replaces 40Y)
- LOC01 Country-Specific Functionality
- LOC** Country-Specific Scope Items

AC01 Parallel Accounting replaces
- 1GA Accounting and Financial Close Group Ledger IFRS
- 1GB Asset Accounting Group Ledger IFRS
- 1GF Asset Under Construction Group Ledger IFRS

Localization reflects standard SAP content based on SAP Best Practices
Note: Not all scope items are available for all countries!
** only for EU
### Production Engineering

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>3LO</td>
<td>Change Manufacturing Bill of Material for Production</td>
</tr>
<tr>
<td>3LP</td>
<td>Mass Change Manufacturing Bill of Material for Production</td>
</tr>
</tbody>
</table>

### Production Operations

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1BM</td>
<td>Make to Order Production - Semi finished Goods Planning and Assembly</td>
</tr>
<tr>
<td>1E3</td>
<td>Manufacturing with Kanban Supply into Production</td>
</tr>
<tr>
<td>2EM</td>
<td>Just-In-Time Supply to Customer from Stock</td>
</tr>
<tr>
<td>2QW</td>
<td>Analytics for Production Unit - Plan/Actual Production Cost</td>
</tr>
<tr>
<td>2UG</td>
<td>Make-to-Stock - Process Manufacturing Based on Production Order</td>
</tr>
<tr>
<td>3L7</td>
<td>Make-to-Stock with Co- and By-Products - Process Manufacturing</td>
</tr>
<tr>
<td>3OK</td>
<td>Make-to-Order Production - Process Manufacturing</td>
</tr>
<tr>
<td>3UK</td>
<td>Inbound Storage Tank Management - Process Manufacturing</td>
</tr>
<tr>
<td>3UL</td>
<td>Make-to-Stock with Silo Material - Process Manufacturing</td>
</tr>
<tr>
<td>42N</td>
<td>Tank Trailer Filling with Residuals</td>
</tr>
<tr>
<td>4B3</td>
<td>Material Replenishment with Kanban - In-House Production</td>
</tr>
<tr>
<td>4B4</td>
<td>Material Replenishment with Kanban - Stock Transfer</td>
</tr>
<tr>
<td>BJ5</td>
<td>Make to Stock Production - Discrete Manufacturing</td>
</tr>
<tr>
<td>BJE</td>
<td>Make to Order Production - Finished Goods Sales and Final Assembly</td>
</tr>
<tr>
<td>BJH</td>
<td>Make to Stock Production - Repetitive Manufacturing</td>
</tr>
<tr>
<td>BJK</td>
<td>Production Subcontracting - External Processing</td>
</tr>
<tr>
<td>BJN</td>
<td>Rework Processing - Stock-Manufactured Material</td>
</tr>
<tr>
<td>BJQ</td>
<td>Rework Processing - Work-in-Process</td>
</tr>
<tr>
<td>BMY</td>
<td>Subcontracting</td>
</tr>
</tbody>
</table>

### Production Planning

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>31L</td>
<td>Production Capacity Evaluation</td>
</tr>
<tr>
<td>3LQ</td>
<td>Production Capacity Leveling (requires Live-Cache)</td>
</tr>
<tr>
<td>J44</td>
<td>Material Requirements Planning</td>
</tr>
</tbody>
</table>

### Quality Management

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1E1</td>
<td>Quality Management in Discrete Manufacturing</td>
</tr>
<tr>
<td>1FM</td>
<td>Quality Management in Procurement</td>
</tr>
<tr>
<td>1MP</td>
<td>Quality Management in Sales</td>
</tr>
<tr>
<td>1MR</td>
<td>Quality Management in Stock Handling</td>
</tr>
<tr>
<td>2F9</td>
<td>Quality Management for Complaints against Suppliers</td>
</tr>
<tr>
<td>2FA</td>
<td>Quality Management for Complaints from Customers</td>
</tr>
<tr>
<td>2QN</td>
<td>Nonconformance Management</td>
</tr>
<tr>
<td>2QP</td>
<td>Quality Management of Internal Problems</td>
</tr>
<tr>
<td>2V0</td>
<td>SAP Fiori Analytical Apps for Quality Management</td>
</tr>
</tbody>
</table>

### Maintenance Management

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>BH1</td>
<td>Corrective Maintenance</td>
</tr>
<tr>
<td>BH2</td>
<td>Emergency Maintenance</td>
</tr>
<tr>
<td>BJ2</td>
<td>Preventive Maintenance</td>
</tr>
</tbody>
</table>

Localization reflects standard SAP content based on SAP Best Practices

Note: Not all scope items are available for all countries!
Enterprise Management Layer for SAP S/4HANA

Business Process Scope [standard] – **ENGINEERING, SALES and SERVICE**

**Product Engineering**
- 1NR Engineering Bill of Material Versions Management
- 1R3 Engineering Bill of Material Change Master Management
- 1R5 Engineering Bill of Material Mass Change
- 22P Manage Documents

**Order and Contract Management**
- 1B6 Sales Rebate Processing
- 1BS SAP Fiori Analytical Apps for Sales
- 1EZ Credit Memo Processing
- 1F1 Debit Memo Processing
- 1IQ Sales Inquiry
- 1IU Customer Consignment
- 1MC Convergent Billing
- 1MI Delivery Processing without Order Reference
- 1O0 Planning Apps for Sales
- 1Z3 Accelerated Third Party Returns
- 2EQ Sale of Services
- 2ET Sales Order Processing for Non-Stock Material
- 2QS Analytics for Sales: Central Stock with Returns
- 2TT Sales Commissions - External Sales Representative
- 31Q Sales Order Processing for Sales Kits
- 3TE Return Order Processing for Non-Stock Material
- BD3 Sales Processing using Third-Party with Shipping Notification
- BD9 Sell from Stock
- BDA Free of Charge Delivery
- BDD Customer Returns
- BDG Sales Quotation
- BDH Sales Order Entry with One Time Customer
- BDK Sales Processing using ThirdParty without Shipping Notification
- BDN Sales of Non-Stock Item with Order-Specific Procurement
- BDQ Invoice Correction Process with Debit Memo
- BDW Returnables Processing
- BKA Free Goods Processing
- BKJ Sales Order Processing with Customer Down Payment
- BKK Sales Order Fulfillment Monitoring
- BKL Invoice Correction Process with Credit Memo
- BKN Order to Cash Performance Monitoring (Obsolete for Cloud)
- BKP Accelerated Customer Returns
- BKX Sales Order Processing SEPA Direct Debit Handling**
- B KZ Sales Order Processing with Invoice List and Collective Billing
- I9I Sales Contract Management

**Sales Force Support**
- 41V Presales Management

**Service Operations & Processes**
- 426 Service Contract Management
- 43B Service Management Overview
- 41W Interaction Center Service Request Management
- 41Z Service Order Management
- 4Q5 Solution Quotation
- SRV01 Recurring Service
- SRV02 In-House Repair

**E2E Scenarios**
- E2E01 Produce and Sell Standard Products - Inventory Management

Localization reflects standard SAP content based on SAP Best Practices
Note: Not all scope items are available for all countries!
** only for EU
## Business Process Scope [standard] — SOURCING, PROCUREMENT and SUPPLY CHAIN — CROSS TOPICS

### Inventory
- **4LU** Physical Inventory - Cycle Counting
- **BGG** SAP Fiori Analytical Apps for Inventory and Warehouse Management
- **BMC** Core Inventory Management
- **BMK** Return to Supplier
- **BML** Physical Inventory Count and Adjustment

### Operational Procurement
- **18J** Requisitioning
- **22Z** Procurement of Services
- **2LG** Supplier Consignment
- **2NX** Scheduling Agreement for Subcontracting Procurement
- **2NY** Scheduling Agreement for Consignment Procurement
- **2R7** Purchasing Rebate Processing
- **2TW** Complementary Procurement Functions
- **2TX** Direct Procurement with Inbound Delivery
- **41F** Procurement of Pipeline Materials
- **BMC** Return to Supplier
- **BMK** Return to Supplier
- **BML** Physical Inventory Count and Adjustment

### Logistics Material Identification
- **4MM** Handling Unit Management

### Sourcing & Contract Management
- **1XF** Request for Price
- **BMD** Purchase Contract

### Supplier Management
- **19C** Activity Management in Procurement
- **19E** Supplier Classification and Segmentation
- **SL4** Supplier Evaluation and Performance Monitoring

### Procurement Analytics
- **1JI** Realtime Reporting and Monitoring for Procurement
- **2QU** Purchase Order Visibility and Procurement Spend

### Invoice Management
- **2UU** Returnable Packaging to Vendor

### Database and Data Management
- **1I9** Master Data Catalog for SAP S/4HANA On premise
- **2Q2** Data Migration to SAP S/4HANA from Staging
- **BH5** Data Migration to SAP S/4HANA from File

### Application Platform and Infrastructure
- **1LQ** Output Management *
- **1NJ** Responsibility Management
- **1NN** Business Event Handling
- **31N** Situation Handling

### Time Recording
- **1FD** Employee Integration SAP S/4 HANA Enablement

---

Localization reflects standard SAP content based on SAP Best Practices

Note: Not all scope items are available for all countries!
<table>
<thead>
<tr>
<th>Scope Option</th>
<th>Scope Items</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td>[00] Standard Scope (mandatory)</td>
<td>All scope items listed as <em>Standard Scope</em></td>
<td>[not all scope items available for all countries]</td>
</tr>
<tr>
<td></td>
<td>- including customer-specific removal of countries, setup of group currency and fiscal year variant</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- including system landscape setup with S/4 and embedded Fiori Gateway</td>
<td></td>
</tr>
<tr>
<td>[01] Actual Costing</td>
<td>Actual Costing (33Q)</td>
<td>[no additional software license required]</td>
</tr>
<tr>
<td></td>
<td>[NOT available for: BR, CZ, SK]</td>
<td></td>
</tr>
<tr>
<td>[02] Advanced Compliance Reporting</td>
<td>Advanced Compliance Reporting (1J2)</td>
<td>[NOT available for: HK, NZ]</td>
</tr>
<tr>
<td>[03] Advanced Receivables Management</td>
<td>Advanced Credit Management (1QM)</td>
<td>[all countries]</td>
</tr>
<tr>
<td></td>
<td>Collections and Dispute Management (BFC)</td>
<td>[NOT available for: BR]</td>
</tr>
<tr>
<td>[04] Advanced Cash Management</td>
<td>Advanced Bank Account Management (J77)</td>
<td>[all countries]</td>
</tr>
<tr>
<td></td>
<td>Advanced Cash Operations (J78)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Bank Fee Management (2O0)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Advanced Cash Management Test Cycle (CLM01*)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Cash Concentration (CLM02*)</td>
<td></td>
</tr>
<tr>
<td>[05] Real Estate Management</td>
<td>Lease-In Accounting (LA01*)</td>
<td>[NOT available for: BR; availability of scope items varies in countries]</td>
</tr>
<tr>
<td></td>
<td>[replacing: Lease-In Accounting (1T6) + Lease-In Accounting - Group Ledger IFRS (21P)]</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Lease-Out Accounting (21Q)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Lease-Out for Sublease Accounting (LA02*)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>[replacing: Lease-Lease-Out for Sublease Accounting - Group Ledger IFRS (2SA) + Lease-Out for Sublease Accounting (2SB)]</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Service Contract (21R)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Manage Invoice for Rent (LA03*)</td>
<td></td>
</tr>
<tr>
<td>[06] Group Reporting</td>
<td>Group Reporting – Financial Consolidation integrated with SAP S/4HANA Finance (GR01*) (new)</td>
<td>(new)</td>
</tr>
<tr>
<td></td>
<td>Group Reporting - Consolidation of Investments - Actuals Activity-Based (GR02*) (new)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Group Reporting - Financial Consolidation (1SG)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Group Reporting - Plan Consolidation (28B); Group Reporting - Matrix Consolidation (3LX)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Group Account Preparation for Financial Consolidation (3AF)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>[1SG NOT available for: RU]</td>
<td></td>
</tr>
<tr>
<td></td>
<td>[3LX NOT available for: BR, PT]</td>
<td></td>
</tr>
<tr>
<td></td>
<td>[3AF: all countries - no additional software license required]</td>
<td></td>
</tr>
</tbody>
</table>

* Scope Items specific to enterprise management layer

Note: most scope options require additional, dedicated software license!
## Enterprise Management Layer for SAP S/4HANA

### Business Process Scope – Scope Options [based on SAP Best Practices]

<table>
<thead>
<tr>
<th>Scope Option</th>
<th>Details [included Scope Items]</th>
<th>Comment</th>
</tr>
</thead>
</table>
| [11] Extended Warehouse Management (Embedded) | Basic Warehouse Inbound Processing from Supplier (1FS)  
Initial Stock Upload for Warehouse (1FU)  
Physical Inventory in Warehouse (1FW)  
Replenishment in Warehouse (1FY)  
Scraping in Warehouse (1G0)  
Basic Warehouse Outbound Processing to Customer (1G2)  
Warehouse Inbound Processing from Supplier with Batch Management (1V5)  
Warehouse Outbound Processing to Customer with Batch Management (1V7)  
Basic Warehouse Inbound Processing from Supplier with Quality Management (1V9)  
Production Integration - Component Consumption and Receipt in Warehouse (1VB)  
Synchronous Goods Receipts in EWM For External Procurement (WM01*) (new)  
Synchronous Goods Receipts in EWM Kanban (WM02*) (new) | [no additional software license required]  
[NOT available for: AT,BR,CZ,DK,FI,ID,IN,KR,MX,NO,PL,RO,RU,SA,SK,TH,TR] |
| [12] Advanced Warehouse Outbound Processing | Advanced Warehouse Outbound Processing to Customer (1VD) | [NOT available for: AT,BR,CZ,DK,FI,ID,IN,KR,MX,NO,PL,RO,RU,SA,SK,TH,TR] |
| [15] Advanced ATP | Advanced Available to Promise Processing (1JW)  
Basic Available-to-Promise Processing (2LN) | all countries |
| [21] Extended Production Planning and Scheduling | Demand-Driven Buffer Level Management (1Y2)  
Demand-Driven Replenishment Planning and Execution (2QI) | [1Y2 NOT available for BR] |
| [22] Advanced Variant Configuration *additional HANA DB Plug-In required | Make-to-Order Production with Variant Configuration (1YT)  
Make-to-Stock Production with Variant Configuration (21D)  
Set up Configurable Bill of Material using Variant Configuration (22T)  
Procurement of Materials with Variant Configuration (2XU)  
Make-to-Order Production for Sales Kits with Variant Configuration (4OC)  
Sales Processing using Third-Party with Variant Configuration (4R6) | [2XU, 4OC NOT available for BR  
1YT NOT available for PT  
4R6 ONLY available for DE, US] |
| [23] Enterprise Contract Management | SAP S/4HANA for Enterprise Contract Management (1XV) | [NOT available for: RU] |

* Scope Items specific to enterprise management layer

Note: most scope options require additional, dedicated software license!
Enterprise Management Layer for SAP S/4HANA

Enterprise Structure

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>10 DE Germany</td>
<td>21 HU Hungary</td>
<td>33 AE United Arab.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11 GB United Kingdom</td>
<td>22 CH Switzerland</td>
<td>Emirates</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12 FR France</td>
<td>23 IT Italy</td>
<td>35 PT Portugal</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13 CN China</td>
<td>24 ES Spain</td>
<td>36 TR Turkey</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14 BR Brazil</td>
<td>25 BE Belgium</td>
<td>37 NL Netherlands</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15 JP Japan</td>
<td>26 PL Poland</td>
<td>39 AT Austria</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16 RU Russia</td>
<td>27 SK Slovakia</td>
<td>42 IE Ireland</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17 US USA</td>
<td>28 RO Romania</td>
<td>43 KR South Korea</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18 IN India</td>
<td>29 CA Canada</td>
<td>44 NO Norway</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19 SE Sweden</td>
<td>30 AU Australia</td>
<td>45 FI Finland</td>
<td></td>
<td></td>
</tr>
<tr>
<td>20 CZ Czech Republic</td>
<td>32 DK Denmark</td>
<td>51 ID Indonesia</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>54 MY Malaysia</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Where XX represents the country code number.

© 2021 SAP SE or an SAP affiliate company. All rights reserved. | PUBLIC
The enterprise management layer has been designed to provide corporate governance while complying with local accounting principles and business practices, such as:

- Local language, currency, units of measure, print forms
- Local statutory and fiscal requirements

To account for corporate and local requirements in parallel, all company codes (countries) are assigned to 3 accounting principles:

- Group GAAP
- Local GAAP
- Tax GAAP

The common operational chart of accounts ‘YCOA’ is compliant with IFRS accounting requirements.

Local charts of accounts are defined and local financial statements are available for some countries, for example:

- France, Belgium, China, Japan

Countries with local chart of accounts:

| Country | DE | JP | HU | SK | AT | FR | RU | CH | RO | NO | CN | SE | ES | PT | FI | BR | CZ | BE | TR | TW | LU |
|---------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|

Please refer to EML scope item AC01
Parallel Accounting and Ledgers

3 accounting principles are available and linked to 5 ledgers in order to facilitate reporting according to group and local requirements:

✓ Group GAAP
✓ Local GAAP
✓ Local Tax

In addition to the group’s fiscal year variant, alternative local fiscal year variants can be assigned on company code level in 2 dedicated local ledgers, for example for India or Japan where the fiscal year starts in April.

In addition, 2 Extension Ledgers are available:

0C Management Accounting
0E Commitment/Order Entry

Please refer to EML scope item AC01
Additional documentation is available for the enterprise management layer:

**Documents**

<table>
<thead>
<tr>
<th>Documents</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>User Guides</strong></td>
<td>Provide user guidance for each Best Practices test script / scope item in regards to:</td>
</tr>
<tr>
<td>for standard scope and optional scope</td>
<td>- Introduction to Fiori user interface</td>
</tr>
<tr>
<td></td>
<td>- Enhanced content in Finance</td>
</tr>
<tr>
<td></td>
<td>- Additional information related to test scripts, workarounds, troubleshooting, and other important information</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Additional Scope and Test Scripts</th>
<th>Additional documentation for standard scope and scope options</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Additional documentation for service options</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Delta Configuration Documentation</th>
<th>Describes configuration and master data changes:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>- Delta configuration in Finance specific to the enterprise management layer (ledgers and accounting principles)</td>
</tr>
<tr>
<td></td>
<td>- Miscellaneous corrections and additional scope</td>
</tr>
</tbody>
</table>
Enterprise Management Layer for SAP S/4HANA

SAP Best Practices Explorer: Documentation Specific to Enterprise Management Layer

2 sets of documentation on SAP Best Practices Explorer:

**Enterprise Management Layer for SAP S/4 HANA**

**SAP Best Practices (on premise) 2020** (details [here](#))

**Tip:**
Make sure you are logged in to see full content

Get the latest information and updates in SAP Notes:

3024039 - Enterprise Management Layer for SAP S/4HANA - 2020OP : Additional Information
Enterprise Management Layer for SAP S/4HANA

SAP Best Practices Explorer: Documentation Specific to Enterprise Management Layer (2)

General overview on country and functional scope as well as general topics such as project methodology

Detailed list of scope items and their availability by country

Documentation Library with documentation specific to enterprise management layer:
➢ User Guides with additional information
➢ Test Scripts for additional functionality
➢ Configuration Documentation

Implementation:

Documentation Library
Detailed documentation and tools

ACCELERATORS

General Documents
Solution Brief
Key information about the enterprise management layer for S/4HANA

Overview Presentation
Overviews presentation of the enterprise management layer for S/4HANA

Scope Item List
A list of the solution scope including country availability of scope items

General overview on country and functional scope as well as general topics such as project methodology
Is **parallel accounting** possible for group and local GAAP?
➢ Yes – **group GAAP** is the **leading** accounting principle, 2 accounting principles for **local and tax requirements**. The leading ledger is used for group, 2 ledgers for local and 2 ledgers for tax GAAP
➢ **In SAP Best Practices, local GAAP is the leading accounting principle**, IFRS for parallel accounting. One leading/local ledger and 1 ledger for IFRS reporting

Can we have **parallel currencies**?
➢ Yes - the **group** currency is customer-specific. The **local** currencies are predefined per country.

Can we have different **fiscal year variants** for group and local GAAP?
➢ Yes – the **group** FYV is customer-specific. **Local** FYVs are set in shadow local and tax ledgers, e.g. for IN or JP. (Both options are not available in SAP Best Practices)

Can the scope be **extended**?
➢ Yes, with **EML-specific** additional scope items that are not available with SAP BP
➢ With add’l scope items from **SAP Best Practices**
➢ **Industry-specific** scope items are under development
➢ Customer-specific, manual scope extensions during the project (IMG)*

Which **software licenses** are required?
➢ **Core license** for the standard scope. License-relevant scope options can be activated on request.

Are **Fiori Applications** enabled?
➢ Yes - **embedded** in the S/4HANA system.

---

**Content enhanced for Parallel Accounting**
(group/local/tax reporting) + 3 countries as of March 2021

**Enhanced localization** content covering local reporting and business requirements in 43 countries

Localized, with smaller footprint in Finance and Controlling

**Additional service scope items such as Intercompany Processes**

Overall enhanced content and documentation covering all LoBs as of March 2021

---

*Note: Standard settings from client 000 are not available due to whitelist approach, but can be copied from client 000.
Thank you.

Contact information:

SAP Product Content Organization

SAP Product Content - Enterprise Mgmt Layer (SAP internal)
RISE with SAP
acceleration for business transformation with EML

Vasyl Glynyanyj
Value Advisor Expert, Manufacturing & Automotive

8th & 9th December 2021
RISE with SAP is… SAP approach to assisting businesses in their transformation
Disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. Except for your obligation to protect confidential information, this presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this presentation or any related document, or to develop or release any functionality mentioned therein.

This presentation, or any related document and SAP’s strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this presentation is not a commitment, promise or legal obligation to deliver any material, code or functionality. This presentation is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This presentation is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this presentation, except if such damages were caused by SAP’s intentional or gross negligence.

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.
RISE with SAP – A new Way of Working

Unique start

SAP ECC customers

SAP S/4HANA
On-premise customers

New customers

Customer Journey

RISE with SAP
Business Transformation as a Service

Accelerated ROI and Business Outcomes

Agile, Modern and Modular ERP Landscape

Continuous Innovation

RISE with SAP brings together what you need to transform your business in the way that works best for you – regardless of your point of departure or how fast you want to move.
Building YOUR Intelligent Enterprise

SAP S/4HANA Cloud (public or private)

Premier Value

Guided Journey

Simplified Engagement

Industry Packages
- Automotive
- Consumer Products
- Industrial Machinery and Components
- Retail
- Utilities

Line of Business Packages
- Modular Cloud ERP*
- Human Experience Management (HXM)

Experience Management Package

*Simplified Engagement

Business process intelligence (BPI) & Signavio

Flexibility to choose infrastructure provider

SAP Business Technology Platform

SAP Business Network Starter Pack

SAP Launchpad Service & Mobile Start App, Custom Code Migration, SAP Readiness Check, SAP Cloud ALM, SAP Enable Now, SAP Learning Hub

*Modular Cloud ERP brings together core modules from all lines of business into one package of customer choice.
Start Your RISE Journey

**Scoping and Best Practices**

The **Digital Discovery Assessment** and **SAP Best Practices Explorer** allows you to capture:

- **Scope Definition**, e.g. select from the available business capabilities and add any additional requirements identified during your discovery.
- **SAP Best Practices**, While designing your To-Be business processes select from best practices or **Enterprise Management Layer**.
- **Localization and Legal entities**, e.g. the relevant countries (and number of legal entities) applicable to the opportunity.
- **Integration Requirements**, e.g. including SAP and non-SAP systems.
Time to value is key in assuring a successful digital transformation


The Challenge

- How to start a transformation journey?
- Missing end-to-end view
- Scattered landscapes
- Managing application lifecycle and functional adoption
- Non-standardized and highly modified processes limit the ability to leverage new innovation
- International footprint and localization challenges
- Missing project documentation for change projects

The Solution

**Enterprise Management Layer for SAP S/4HANA**

- Pre-defined and pre-configured end-to-end business processes based on SAP Best Practices
- Localization for up to 43 country versions fully harmonized within a corporate setup
- Appliance concept allows for immediate consumption and implementation jump-start – pre-deployed, pre-tested and fully documented
- Cloud-ready deployment methodologies
- Supporting SAP Activate as the default implementation methodology
- Jump-start your “Fit-to-Standard” activities

The Value

- End-to-end transformation accelerator for your project
- Positive impact on Total Cost of Implementation (TCI) and Total Cost of Ownership (TCO)
- Ready to scale through Partner Engagement
- Accelerated Time to Innovation
- Ready to run for RISE WITH SAP | Business Transformation as a Service
Thank you.

Contact information:
Vasyl Glynyanyj
Value Advisor Expert

Vasyl.Glynyanyj@sap.com
+49 151 6783 4062
S/4HANA for DEUTZ China

IT Implementation Project
as a part of DEUTZ China Strategy Project

DEUTZ IT / Samy Nassif Makki
DEUTZ AG, a publicly traded company headquartered in Cologne, Germany, is one of the world’s leading manufacturers of innovative drive systems. Its core competencies are the development, production, distribution, and servicing of diesel, gas, and electric drive systems for professional applications. It offers a broad range of engines delivering up to 620 kW that are used in construction equipment, agricultural machinery, material handling equipment, stationary equipment, commercial vehicles, rail vehicles, and other applications. DEUTZ has around 4,600 employees worldwide and over 800 sales and service partners in more than 130 countries. It generated revenue of almost €1.3 billion in 2020.

Further information is available at www.deutz.com.
DEUTZ: Advanced Drive Systems for clean Power

48V Mild Hybrid

360V Full Hybrid

Battery Electric Vehicle

Biodiesel

Multi-Fuel

Hydrogen

Synth. Fuels

renewable ELECTRICITY

renewable FUELS
Project Challenges

- Set up of a new plant & transfer of an existing sales company until End of Sept. 2020 (SOP)
- Board of directors set the Go-Life date and the project team hat to make it possible – within 10 Months
- Due to Corona, the second half of the project, Go-Life and Hypercare needed to be done remotely
- Minimum Scenario (with manual workaround if necessary)
- Establishment of Standard Processes and Process Owner Responsibilities
**Why do we need a SAP Model Company?**

Time to value is key in assuring a successful digital transformation

<table>
<thead>
<tr>
<th>THE challenge</th>
<th>THE solution</th>
<th>THE outcome</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Long and costly</strong> implementation times</td>
<td>SAP Model Company service to deliver <em>preconfigured, end-to-end SAP reference solutions</em> Tailored to an industry or line of business with <em>end-to-end business processes</em> Enriched with real life experience, delivered as an <em>engineered service</em></td>
<td><strong>Accelerated innovation adoption</strong> and simplification of the digital transformation</td>
</tr>
</tbody>
</table>

**Fast-changing business** challenges requiring a flexible solution
### Building Block

**Accelerators**

- Implementation documentation
- Implementation tools
- User Guides
- Training material and How-to guides
- Configuration Guides and Executables
- Test scripts
- Demo scripts

---

**Configuration and How-to guides, test and demo scripts, implementation tools**

- Process Area: PMS Procure materials & services
  - Process Scenario: PMS - 20 - 20 Request & Purchase
    - Process Step: Analyze material document
    - Transaction: Materials Document Overview (F1077)
Building Block
Preconfigured End-to-End Processes

Available as a ready to run appliance, including all applications, configuration, sample data

- End-to-end business scenarios containing modular processes already configured in SAP Software
- Process hierarchies
- Role oriented process diagrams

Example:
E2E Transport Planning Full Truck or Less Truck Load
Solution Scope

- Two SAP Modell Companies assembled in one SAP system
  - Multi National Corporations (MNC)
  - Automotive (AM)
Implementation approach using SAP Model Company

- The approach to use the SAP model company as part of SAP Activate Methodology to speed up the project implementation and reduce the project time/effort.
- SAP Model Company will help us to ensure being close to SAP standard
Best Practice Explorer
Right Information in the right place

SAP Best Practices for SAP S/4HANA (on premise) - 1809
Standard Solution – SAP Best Practices Explorer

You can display the full list of all available Scope Items per country by switching to ‘Show Scope Item List’

Select your country of choice

You will find the individual Scope Items under ‘Solution Scope’

In the default view all Scope Items are grouped by Line of Business, e.g. Finance -> Accounting

https://rapid.sap.com/bp/#/browse/packageversions/BP_OP_ENTPR
**General project approach & project plan**

Classic Waterfall project planning with agile elements

- Application of MS-Project and planning in Waterfall structures – accompanied by weekly huddle meetings similar to “Sprint” meetings
6. China Council of China Strategy DEUTZ AG

3.2 - Status Implementation Use Case 1: IT & Processes - Project Plan

<table>
<thead>
<tr>
<th>SP 5</th>
<th>SOC BEINEI</th>
</tr>
</thead>
<tbody>
<tr>
<td>SP 5</td>
<td>SOP BEINEI</td>
</tr>
<tr>
<td>IT</td>
<td>SAP Model Company Set-Up</td>
</tr>
</tbody>
</table>

C1: Processes defined & SLAs signed (a)
C2: Confirmation of feasibility and effort (b)
C3: Ready for pre-UAT, 1st review (c)
C4: Customizing + Integration done
C5: Go live Q-System / UAT start (d)
C6: Shadow Operations enabled
C7: Go- / No-Go - Top Management Decision
C8: Cut-Over accomplished
C9: Go live P-System (e)
C10: Project closure (Hypercare and) (f)
C11: Server room ready at BEINEI
C12: IT-Infrastructure
C13: Data communication w/ BEINEI

Timeline:
- 13/02/20
- 30/04/20
- 13/05/20
- 25/09/20
- 23/09/20
- 31/10/20
- 11/09/20
- 25/03/20
- 01/10/20
- 18/12/20
- 15/12/19
- 21/06/20 (UAT relevant)
- 16/09/20
- 15/09/20

© DEUTZ AG
Open-Topic List & Open-Topic List escalation via “Steckbrief”

Open Topic List

- All questions arising concerning processes and the implementation are organized in a single document for the whole team with
  - Description
  - Responsibilities
  - Due dates
  - Decisions & Remarks
  - Etc.

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Comment</th>
<th>Process Owner</th>
<th>Must have / Nice to have?</th>
<th>To be clarified by whom?</th>
<th>Proposed Solution</th>
<th>Alternative Solution</th>
</tr>
</thead>
<tbody>
<tr>
<td>04.03.2020</td>
<td>Receiving: What if you need to add something to a package?</td>
<td>input from: After sales - referring to their current resources in Cologne + to be clarified by business area, whether it will be applied in China, too?</td>
<td>f Done</td>
<td>nice to have</td>
<td></td>
<td>If possible: we will examine the goods with SAP standard data and, if necessary, if a reconciliation process via SAP Order delivery process via BA (supplier in China) is required.</td>
<td></td>
</tr>
<tr>
<td>04.03.2020</td>
<td>Documentation might be required to add a check before goods and/or production date to the received goods. How can this work and can it be automated?</td>
<td>batch not required (Bilanzbuchhaltung)</td>
<td>f Done</td>
<td>nice to have</td>
<td></td>
<td>If automatic, information transmission is required, this depends on agreements with suppliers to add the information to the ASIN.</td>
<td></td>
</tr>
<tr>
<td>04.03.2020</td>
<td>Print label: Product label is needed</td>
<td>Same SAP ID as at point 212</td>
<td>f Done</td>
<td>must have</td>
<td></td>
<td>Listed printing by standard SAP settings. We have to implement similar data currently in Deutz AG.</td>
<td></td>
</tr>
<tr>
<td>04.03.2020</td>
<td>How should quality material be treated?</td>
<td>After inspection between Quality and QA in 28.02.2020</td>
<td>f Done</td>
<td>must have</td>
<td></td>
<td>3. If the HS code is specific to a material, the material should be placed in the QA Zone. Due to reaching a sample, it can be checked. After that, the material can be released in the warehouse. Of course, it is possible to place the QA in the warehouse first and then in the warehouse at a later stage.</td>
<td></td>
</tr>
<tr>
<td>04.03.2020</td>
<td>Advanced shipping notification: step platform is needed in China - connection with SAP and AXA (SAP = AXA)</td>
<td>input from: W. Henschel &amp; W. Tholoff</td>
<td>On hold</td>
<td>nice to have</td>
<td></td>
<td>Step 1: Certification if AXA is a supplier Step 2: Certification of interface AXA - SAP.</td>
<td></td>
</tr>
</tbody>
</table>
Open-Topic List & Open-Topic List escalation via “Steckbrief”
How to include the SVP’s?

- When time is getting short and pressure rises, the SVP’s asked to be informed about the open topics in their division in order to ensure timely finalization – so if needed, they get a specified document on a weekly basis.

<table>
<thead>
<tr>
<th>Responsible</th>
<th>Department:-</th>
<th>SAP</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Description:</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Process as of CW 31**

- **Total of 32**
  - 23 Done
  - 6 In Process
  - 3 On Hold

**Comparison to last week**

- 23 Done (CW 21), 23 Done (CW 22)
- 6 In Process (CW 21), 5 In Process (CW 22)
- 3 On Hold (CW 21), 3 On Hold (CW 22)
- 0 Overdue (CW 21), 1 Overdue (CW 22)

By settlement characteristics could be inherited:
- Materials must have the correct profit center alignments
- Must be filled in transaction KE4U for combination Plant / Material type
- So conditions must be connected to COD-PA value fields
1 Purpose

The process begins with the generation of the required inventory count sheets. Materials can be blocked here for posting during the physical inventory. Once the inventory sheets are printed, the actual physical inventory count is realized for the given materials. The count result is entered in the system and discrepancies in the system quantities are reviewed. The inventory may be recounted until final counts are accepted and inventory differences are posted.

This document provides a detailed procedure for testing this scope item after solution activation, reflecting the predefined scope of the solution. Each process step, report, or item is covered in its own section, providing the system interactions (test steps) in a table view. Steps that are not in scope of the process but are needed for testing are marked accordingly. Project-specific steps must be added.

2 Prerequisites

This section summarizes all the prerequisites for conducting the test in terms of systems, users, master data, organizational data, other test data and business conditions.

3 System Access

<table>
<thead>
<tr>
<th>System Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>System Accessible via SAP Fiori launched. Your system administrator provides you with the URL to access the various apps assigned to your role.</td>
</tr>
</tbody>
</table>

4 Roles

Assign the following business roles to your individual test users.

The following roles are provided as example roles from SAP. You can use these as templates to create your own roles.

<table>
<thead>
<tr>
<th>Business Role</th>
<th>Business Role ID as Delivered by SAP</th>
<th>Log On</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventory Manager</td>
<td>SAP_BR_INVENTORY_MANAGER</td>
<td></td>
</tr>
<tr>
<td>Warehouse Clerk</td>
<td>SAP_BR_WAREHOUSE_CLERK</td>
<td></td>
</tr>
</tbody>
</table>

For more information about business roles, refer to Assigning business roles to a user in the Administration Guide to Implementation of S/4HANA with SAP Best Practices.
Customizing documentation
The customizing is documented in CONFLUENCE

- CONFLUENCE always displays the current customizing status – changes (after Go-Life) are documented with JIRA and connected to CONFLUENCE

01. Definition of Groups

<table>
<thead>
<tr>
<th>Author:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Process Owner:</td>
</tr>
<tr>
<td>JIRA-Task:</td>
</tr>
</tbody>
</table>

Inhaltsangabe der CUSTOMIZING-Einstellung

01. Define Storage Type Groups

<table>
<thead>
<tr>
<th>Edit Document</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warehouse St. Number</td>
</tr>
<tr>
<td>----------------------</td>
</tr>
<tr>
<td>8110</td>
</tr>
<tr>
<td>8130</td>
</tr>
<tr>
<td>8130</td>
</tr>
</tbody>
</table>
Cut-over Plan
All cut-over activities to prepare the Go-Life are centrally handled

- Key to success was the Cut-over Manager aligning tasks, dates and progress/status
Current project and outlook

- The follow-up S/4 project is at DEUTZ Italy

- DEUTZ chose to build a template/blueprint based on the SAP Model company
  - Step by step from simple to complex
  - By transferring DEUTZ affiliate companies (27) first and switch the central company last due to its high complexity

- DEUTZ needed to establish a process oriented structure and responsibilities first (ongoing)

- The overall project time was 12 month in China and likewise planned for Italy
  - Expected to be reduced with the advancement of the template
Disclaimer

Alle Zahlenangaben in dieser Präsentation beziehen sich auf fortgeführte Aktivitäten, sofern nichts anderes angegeben ist.


Eine Korrektur dieses Dokuments im Hinblick auf vorausschauende Aussagen erfolgt nicht.