Reik Boettner
SAP SE, Senior Program Manager at “SAP One Movement” & “SAP S/4HANA Movement”

Join the SAP One Movement
On Your Terms and Your Timeline

20.04.2021

THE BEST RUN SAP

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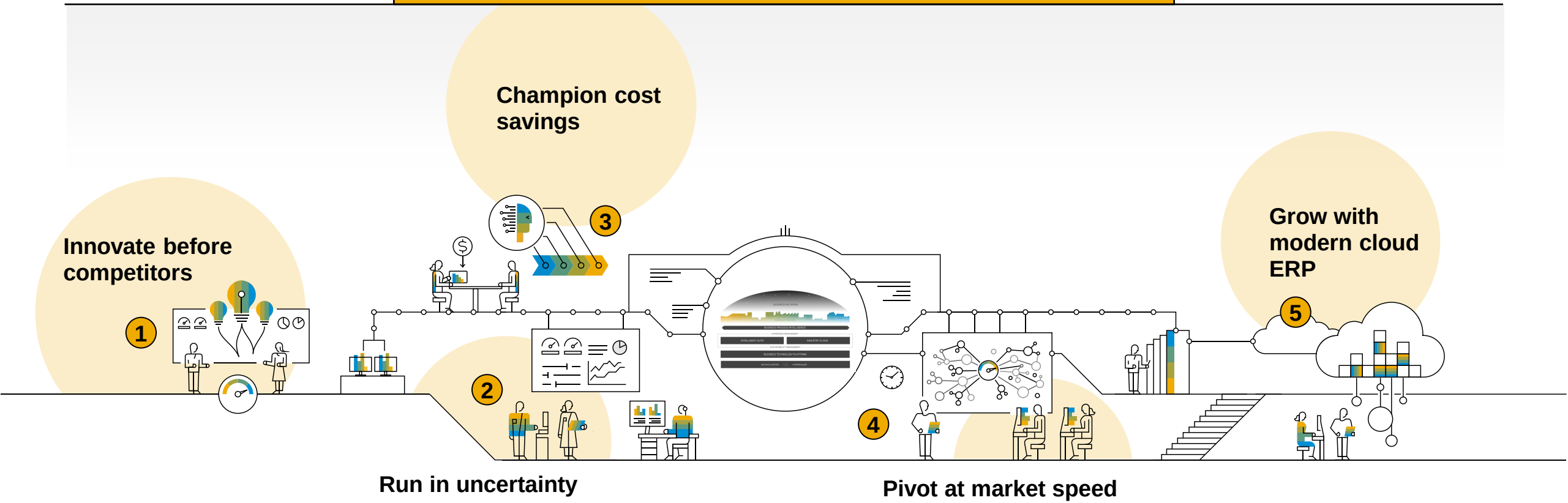
Five top reasons why to move to SAP S/4HANA now

You cannot afford to wait. These are the top five realities:



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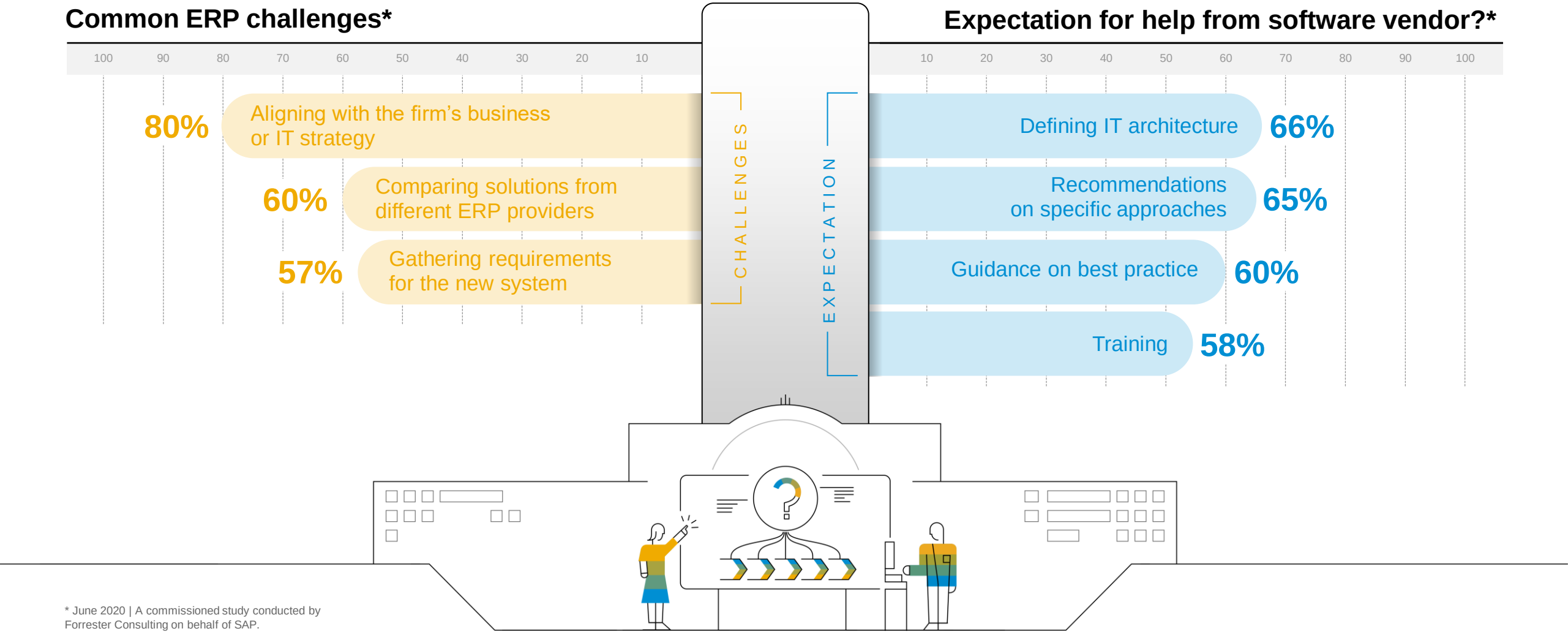
What are our customers' challenges and what do they expect from us?

Common ERP challenges*

Expectation for help from software vendor?*



* June 2020 | A commissioned study conducted by Forrester Consulting on behalf of SAP.

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We stand committed not to leave any customer behind on their journey to the intelligent enterprise.

What

RISE with SAP

Is a single-priced offering that bundles together capabilities and services to deliver business transformation as a service with key components (cloud solutions, platform, tools).

Taken together, SAP and partners offer customers a unique and compelling path forward to the intelligent enterprise.

Moving our customers to the cloud

Is an initiative that complements the RISE with SAP package by offering tailored guidance and expertise for a migration from legacy systems to the intelligent enterprise.

SAP One Movement

Why and how

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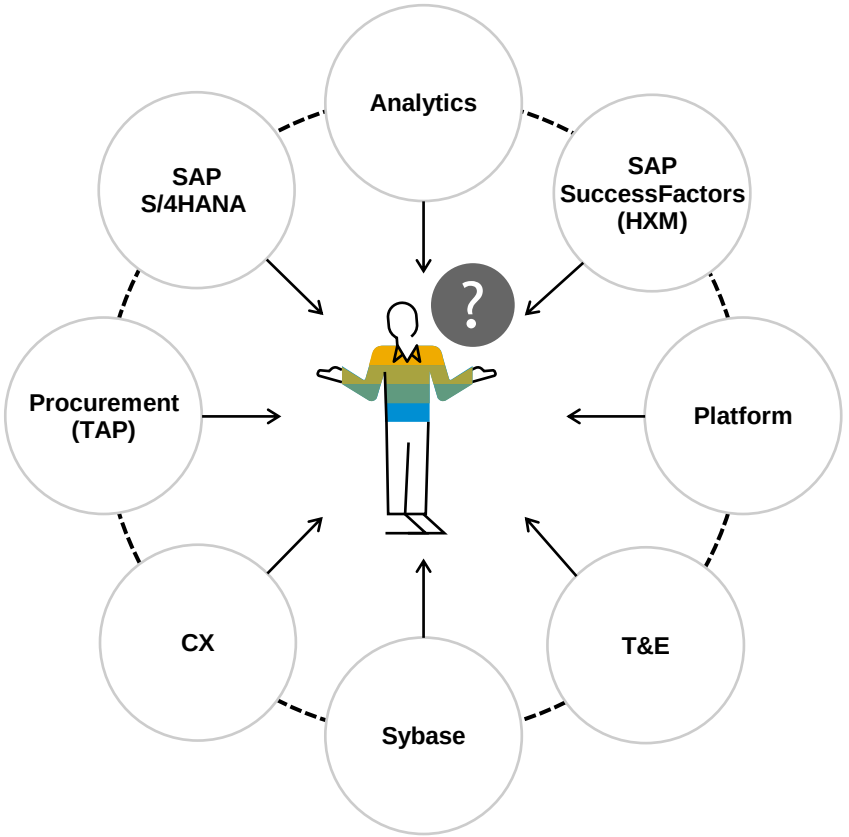
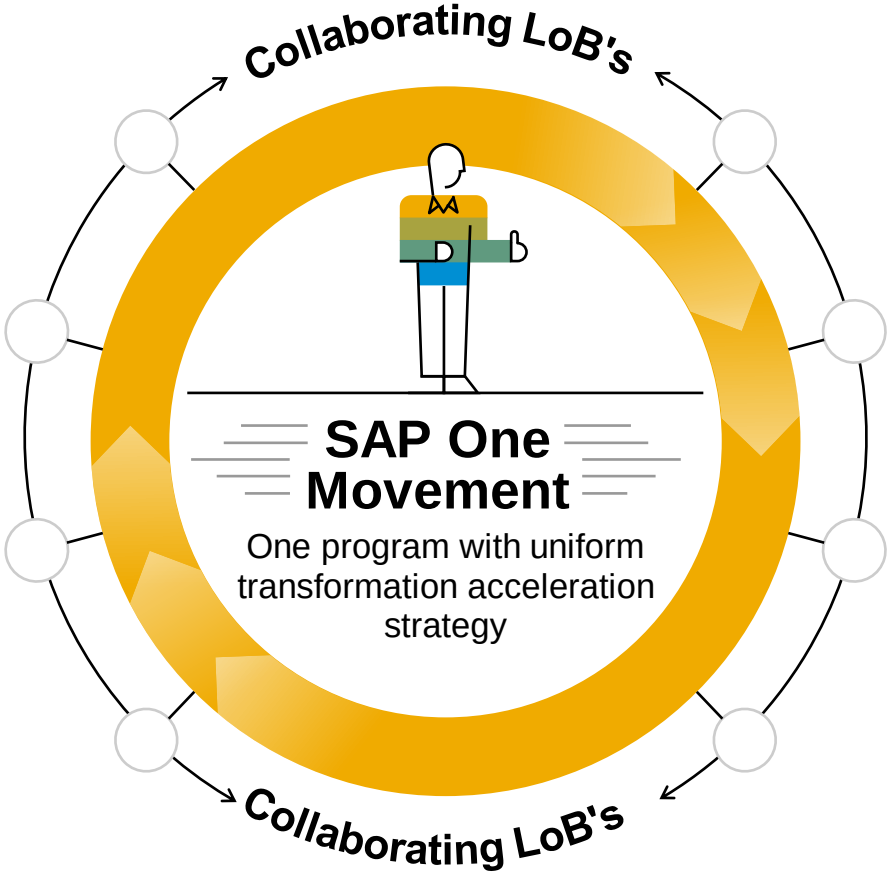
SAP One Movement extends success to other SAP Moves…

Today



Tomorrow



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SAP One Movement initiative

What

The RISE with SAP package

Applications	Platform	Network	Infrastructure
SAP S/4HANA Cloud	SAP Business Technology Platform (CPEA credits)	SAP Business Network (starter package)	Provider of choice

Business process intelligence
with business process redesign

Tools and training
for migration, optimization, and innovation

Services, assets, and additional tools from SAP and partners

Align on vision and strategy | Build the case | Plan the path forward | Deliver business value

SAP One Movement

Why and how

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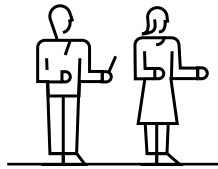
SAP One Movement uses the question-based vision-to-value approach

Question-based vision-to-value approach



1

Align on business and IT strategy.

Get buy-in across the organization.

2

Build the case for change.

Identify key initiatives with expected outcome.

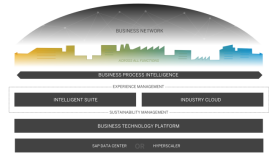
3

Create transformation road map and define deployment plan.

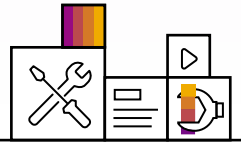
4

Deliver quick adoption and time to value.

Drive continuous innovation and optimization.



Align on vision and strategy



Build the case

Plan the path forward

Deliver business value

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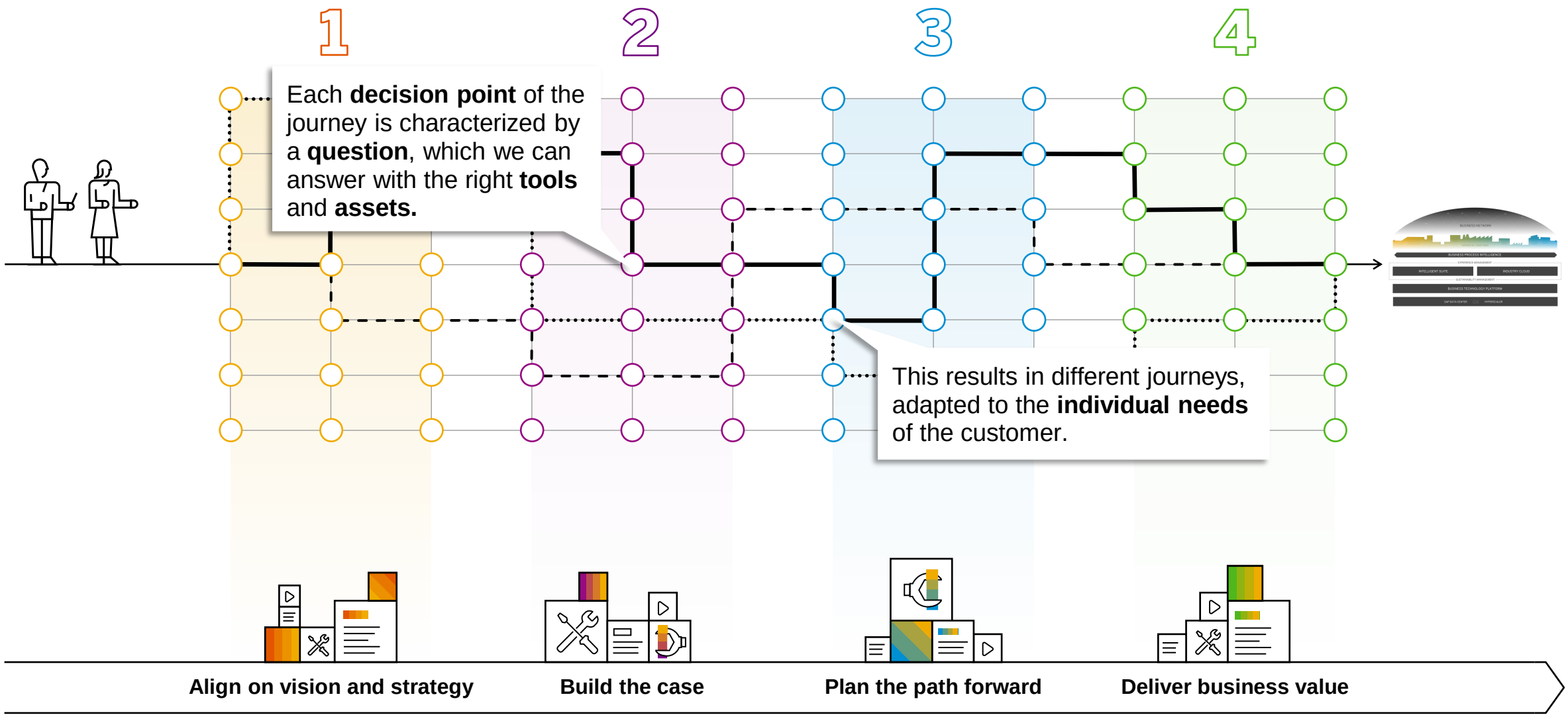
Focusing on individual journeys to the intelligent enterprise



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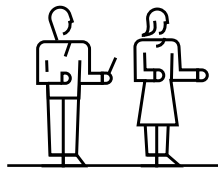


1 — Align on vision and strategy

How does SAP S/4HANA connect to my **business strategy**?

Combine design thinking, strategy, and company data with **"SAP S/4HANA Move in Motion Workshops."**

What are the key consideration for my move?

get a holistic view of the journey with **Mapping Your Journey to SAP S/4HANA** document

2 — Build the case

What is the **benefit** of moving to the intelligent enterprise?

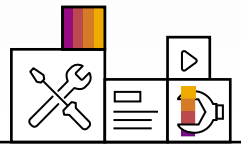
Calculate your tailored value potential with and accelerate LOB buy-in with **"SAP S/4HANA Value Starter Engagement."**

What are my **optimization potentials** in SAP S/4HANA?

Understand your optimization and improvement potentials with:

"SAP Readiness Check"

"Process Discovery for SAP S/4HANA Transformation"



3 — Plan the path forward

How do I **plan** my transition?

Plan your project with Services such **"Planning the digital transformation"** or

"SAP Project Coach"

How do I **prepare my workforce?**

Understand your educational needs and prepare your team with **Training and Adoption** from SAP.

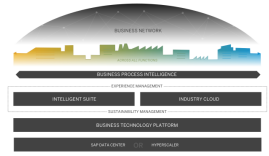
4 — Deliver business value

How do I **accelerate** my project?

Secure time and budget with factory offerings from SAP **factories** or **SAP-qualified partner-packaged solutions.**

What tools can I use to **execute** my transition?

Use SAP tools for **new implementation and system conversion.**



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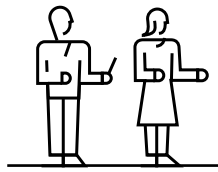

1

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Align on vision and strategy

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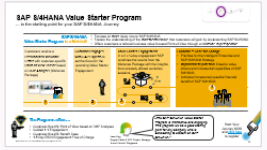

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Build the case

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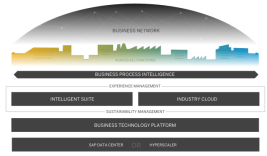
Deliver business value



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Mapping Your Journey to SAP S/4HANA

is a white paper that provides detailed guidance for Senior IT Leadership

- Do current business processes support your long-term strategy?
- Is your move to SAP S/4HANA driven by the business or IT?
- Is landscape consolidation and process harmonization a key value driver?
- Can you convert from SAP ERP to SAP S/4HANA in a single step?
- Do you require previous transactional data in the new system?

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SAP S/4HANA Value Starter Program

… is the starting point for your SAP S/4HANA Journey

SAP S/4HANA Value Starter Program in a Nutshell

- Focuses on **WHY** move now to SAP S/4HANA
- Fosters the understanding of the **incremental value** that customers will gain by implementing SAP S/4HANA
- Offers customers a tailored business value focused Point-of-View through an **outside-in perspective**

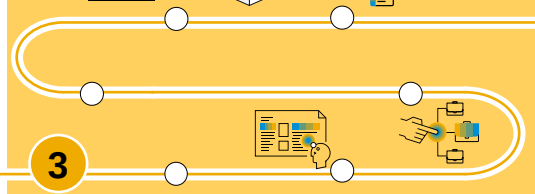
Customers receive a **Personalized Welcome Letter** with customer-specific **Point of View Teaser** based on **360° Analysis** (Welcome Package)

1

Customer engages with SAP Experts to set the focus for the upcoming Value Starter Engagement

2

Value Starter Engagement
in a 3 x ½ day engagement SAP combines the results from the Welcome Package with the insights from remotely offered workshop sessions



3

Outcome = Case for Change

- Priorities for the Intelligent Enterprise and SAP S/4HANA Strategy
- **Improvement potential** linked to value drivers and incremental capabilities of SAP S/4HANA
- Individual incremental possible financial benefit of SAP S/4HANA

4

The Programs offers…

- Customer-Specific Point of View based on 360° Analyses
- Guided 1:1 Engagement
- Customer-Specific Benefit Case
- 1.5 Day Effort Engagement Free of Charge

Jean Ong
Supply Chain & SAP Project Manager, Home Control, Singapore

„The SAP S/4HANA Value Starter Program is informative and engaging. This program will be a good starting point for any company who is considering to embark on SAP S/4HANA.“

Start Your Journey NOW and click here to register

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SAP Project Coach

What is it?

- 24*7 Implementation tool to help partners and customers in their SAP S/4HANA implementation journey
- Consists of a Chatbot built on SAP Conversational AI (SAP CAI) providing resolutions during implementation with over 1800 SAP S/4HANA knowledge nuggets
- Additionally, this tool offers customer project teams option of directly scheduling coaching sessions with experts from the SAP Project Coach Back Office when the Chatbot is not able to provide a solution

Why | When | Where to use it?

Key Questions Addressed

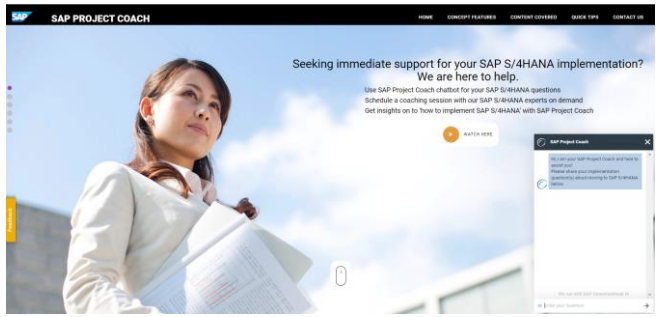
- Where do I get an answer to my questions during an SAP S/4HANA implementation?
- How can I reach SAP S/4HANA implementation experts to guide me during my project?
- Where can I learn more about SAP S/4HANA latest features?

User Groups	Relevance
Project Managers	★ ★ ★
Customer team	★ ★ ★
Project Consultants	★ ★ ★

What do I get?

Expected outcomes

- Free of charge 24*7 access to SAP S/4HANA implementation assistance through the SAP Project coach chatbot with over 1800 solutions
- Option to engage with SAP S/4HANA implementation experts across 10 domains for coaching on how to resolve implementation situations (bought though SAP store)



Access Landing page

How to use it?

Access

1. Access landing page : https://projectcoach.services.sap

2. Enter your userid and password (S/D/I or P user)

3. You will be redirected to the SAP Project Coach Landing page

4. In case of issues, please email us at sapprojectcoach@sap.com and we can assist

5. You can buy the coaching sessions within the chatbot by clicking the hamburger symbol next to input box of chatbot or directly from SAP Store

Contacts

- Email : sapprojectcoach@sap.com

Update Frequency

- Updated fortnightly with latest content on SAP S/4HANA currently has S/4HANA 2020 content
- Currently has content for SAP S/4 HANA on premise and private cloud editions
- Content available for new implementation and conversion scenarios across 10 domains

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SAP S/4HANA Factories

What is it?

- IDG Factories provide services through an advanced delivery framework.
- IDG Factory Industrialised delivery models (Factory Delivery Framework) provide a predictable, reliable, cost effective and consistent service delivery to our customers across the globe
- A common framework, established processes and robust methodologies of factories provides scalability, high CSAT scores, faster and better results.

Why | When | Where to use it?

Key Questions Addressed

- How can 'Total Cost of Implementation' of a transformation being reduced?
- How can we increase efficiency and quality during project execution?
- How to reduce business risk for the transformation?
- How can I switch to SAP S/4HANA with minimum time and risk ?

User Groups	Relevance
Account Executives	★ ★
Services	★ ★ ★
Industry Value Advisors	★ ★
Pre-sales	★ ★ ★
Solution Management	★ ★ ★

What do I get?

Expected outcomes

- Fixed scope, fixed price packages having clearly defined deliverables and milestones
- Our SAP S/4HANA lite and detailed assessment provides customers with project plan, effort , cost, duration , risks & mitigations , target architecture of SAP S/4HANA landscape (op-premise /Cloud)

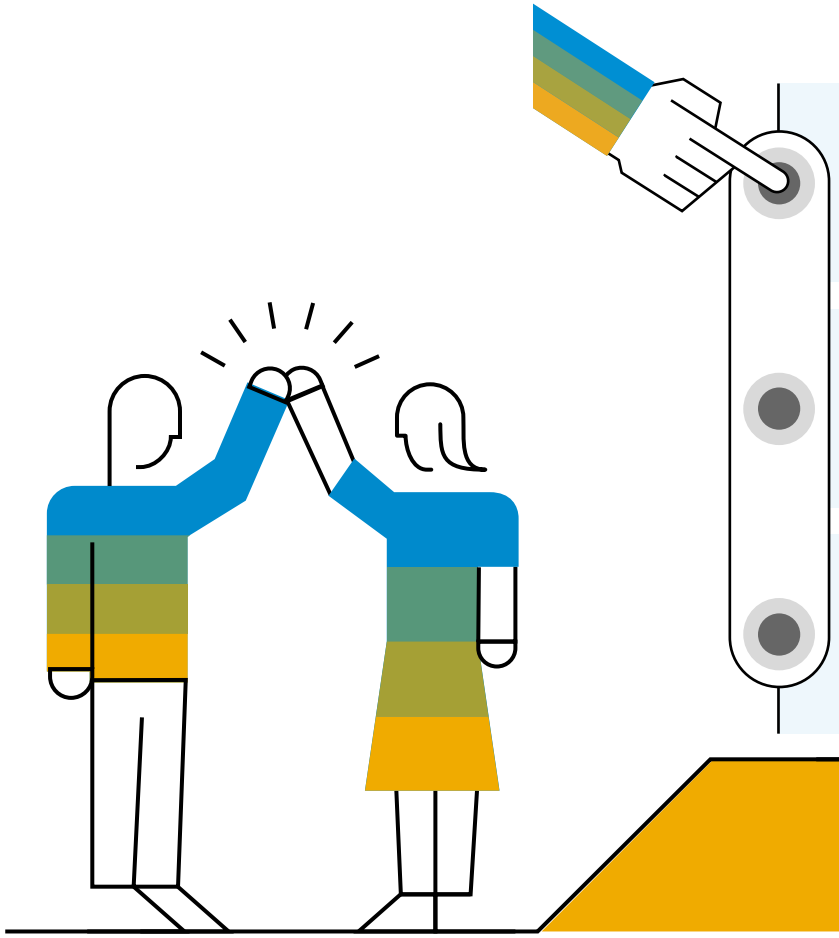
1.S/4HANA Factories	1.1 S/4HANA Transition Factory	1.2. Technology Factory	1.3. Integration Factory	1.4. UX Factory	1.5. Data Management Factory	1.6. Analytics Factory
2.Cloud Factories	2.1.Cloud Factory					
3.CX Factories	3.1. CX Factory					

How to use it?

Access

- Available as Service Offering for Customers
- Flexible and remote delivery
- Effort & Duration depending on customer scope

Let’s MOVE together



Visit the SAP S/4HANA Movement web site.

Explore your Learning Journey today.

Discover SAP S/4HANA Movement on Open SAP

Contact us with s4move@sap.com.

Thank you.

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Q&A

+ Feedback

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