



Differentiating your Core ERP with SAP S/4HANA

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February 27, 2024

Public



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Agenda

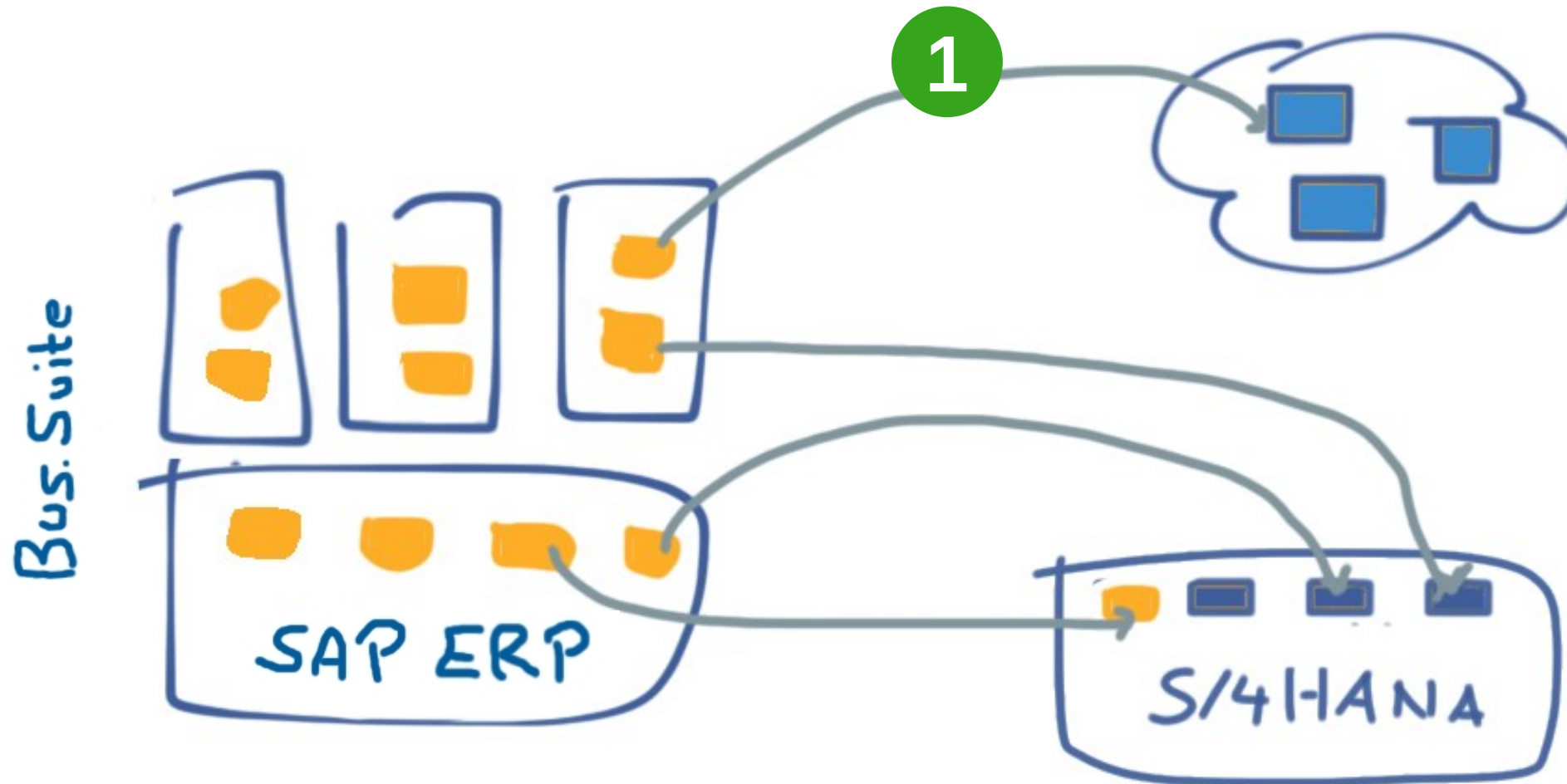
Moving the Business Suite functionalities into the new world – transition paths

Benefits for RISE customers

Customer success stories

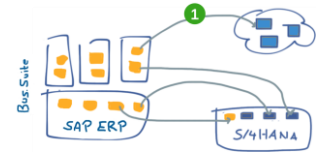
Q&A

Innovating your core ERP with SAP S/4HANA

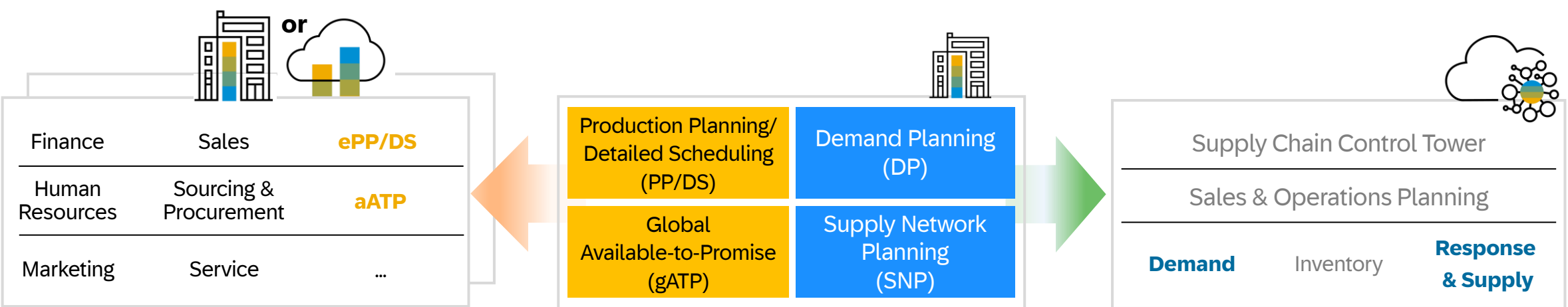
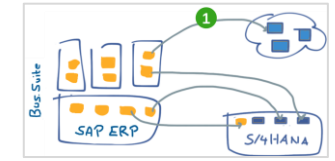


1 Innovate through the cloud

- Integrated Business Planning
- Customer Experience
- Supplier Network & Collaboration
- ...



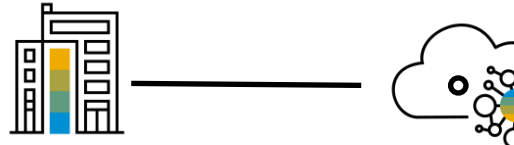
1 Innovate through the cloud – Example APO Succession with SAP S/4HANA and IBP



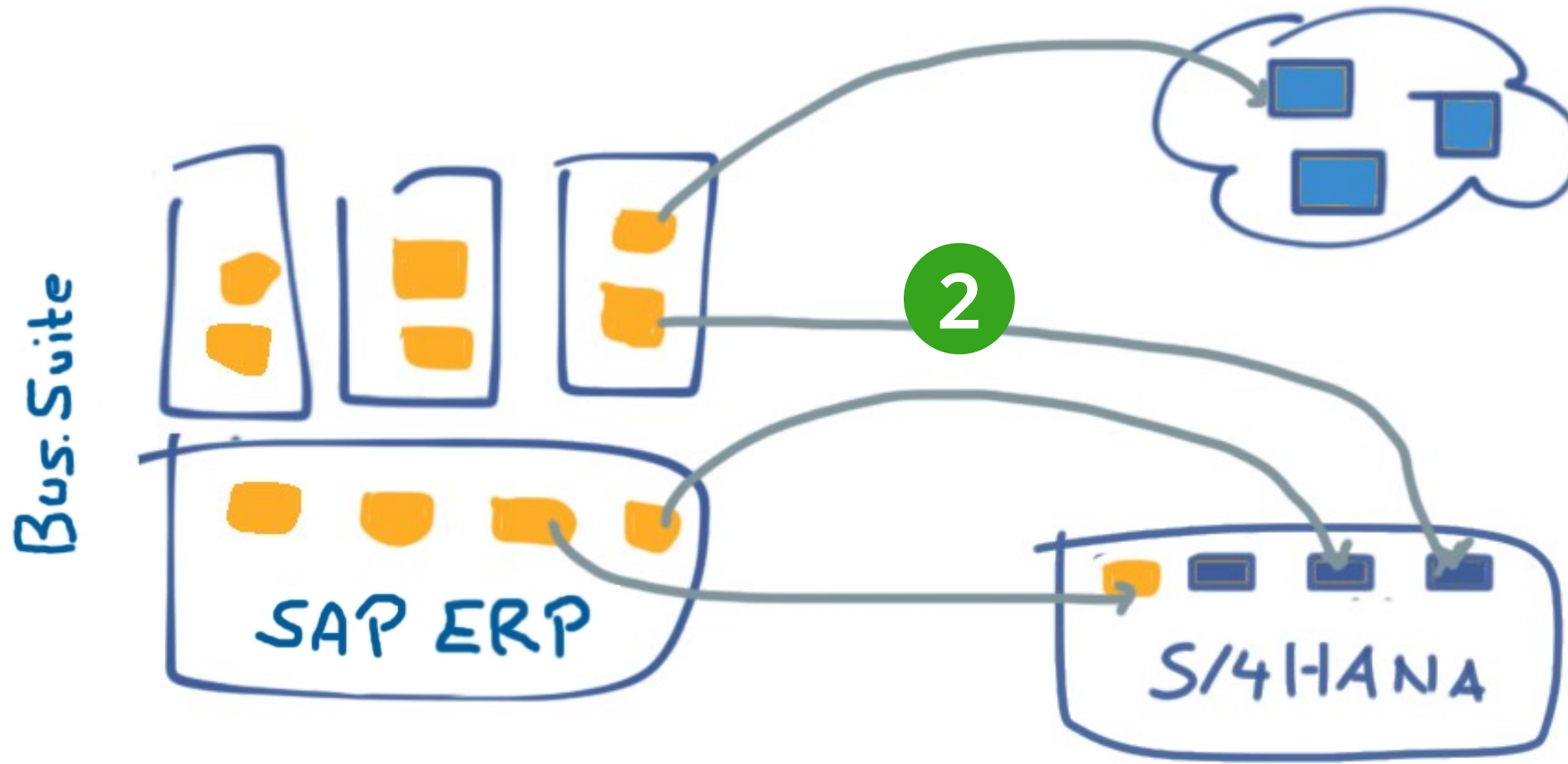
SAP S/4HANA

SAP APO

SAP IBP

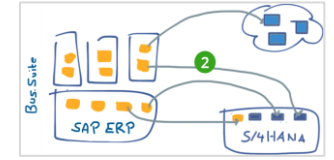
Execution	Promise to Market	Planning
<p>Closer to execution, Orchestrating the network to find the right fulfillment</p> <p>Plant-Centric Planning</p> <p>Unified Manufacturing Processes – Plan to Produce in ONE System</p>	 <ul style="list-style-type: none"> ▪ Detailed Scheduling ▪ Production Execution ▪ Order Promising ▪ Response & Supply ▪ Deployment Planning ▪ Allocation Planning 	<p>Strategic, Tactical and Operational Planning</p> <p>Network-Centric Planning</p> <p>Innovative & Re-architected Supply Chain Planning Processes</p>

Innovating your core ERP with SAP S/4HANA



2 Simplifying the architecture

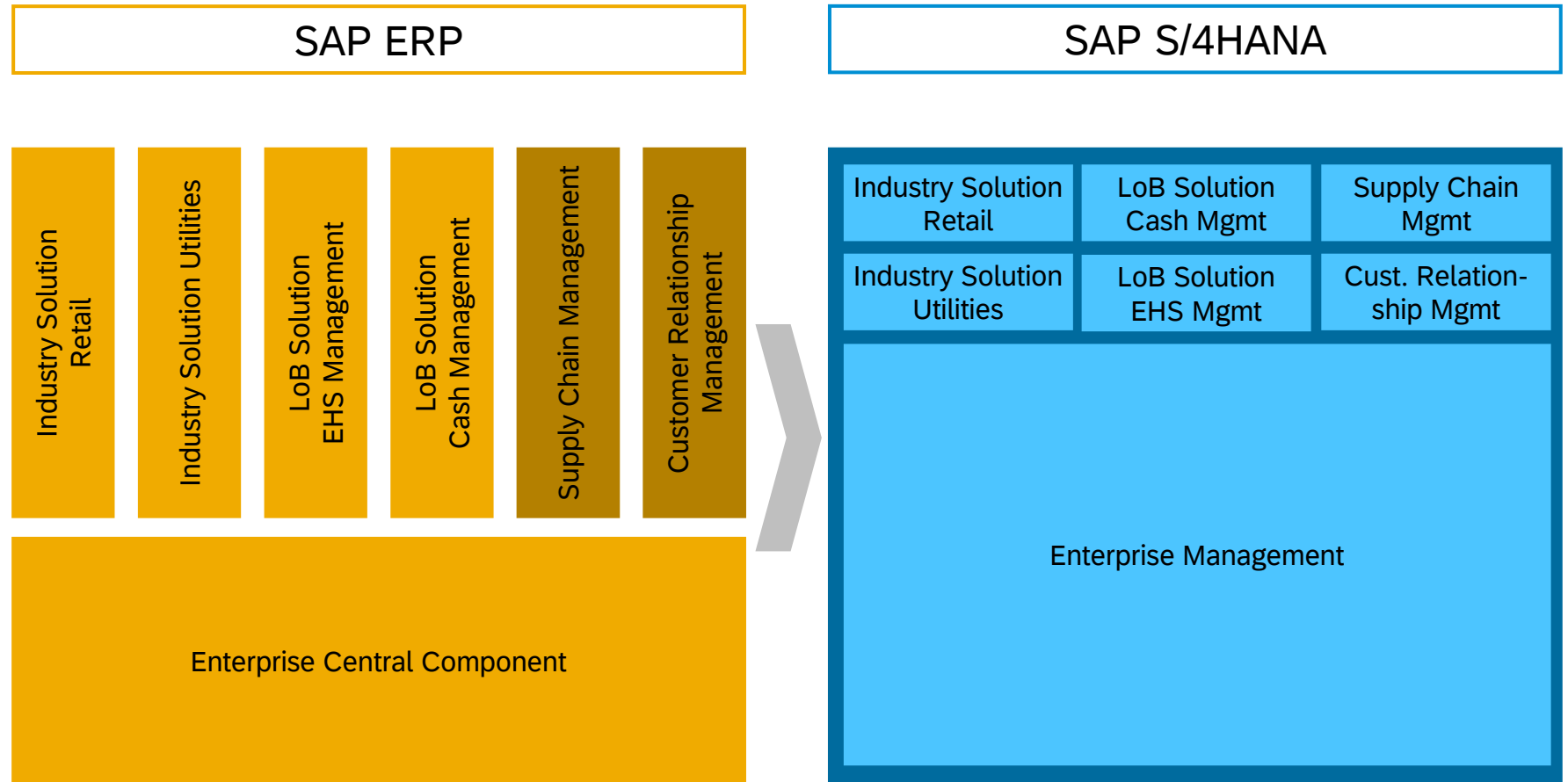
Homogenize the SAP S/4HANA software stack



SAP S/4HANA is delivered as a consolidated software stack – not a collection of separate software packs (technical products).

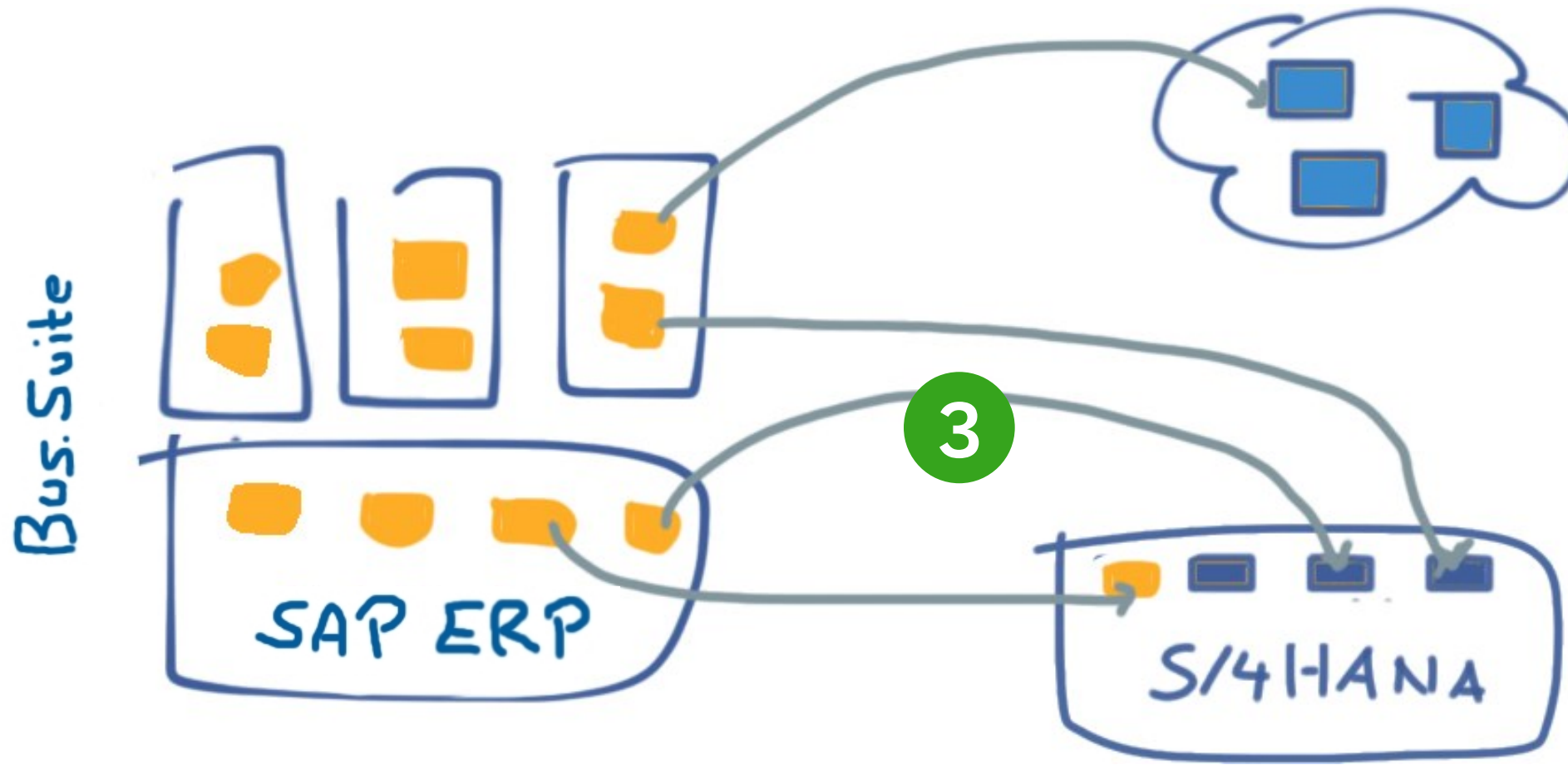
Benefits:

- Run single instance across industries
- Lower upgrade complexity, faster release upgrades
- Better system performance
- Fewer interfaces

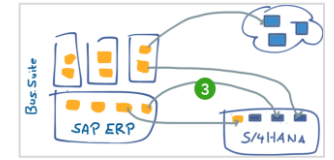


Examples: Extended Warehouse Management, Transportation Management, Portfolio and Commercial Project Management, Customer Service, Constraint-based Production Planning, ...

Innovating your Core ERP with SAP S/4HANA



3 Ensuring consistency in the core – leveraging SAP S/4HANA technologies for updating proven business processes



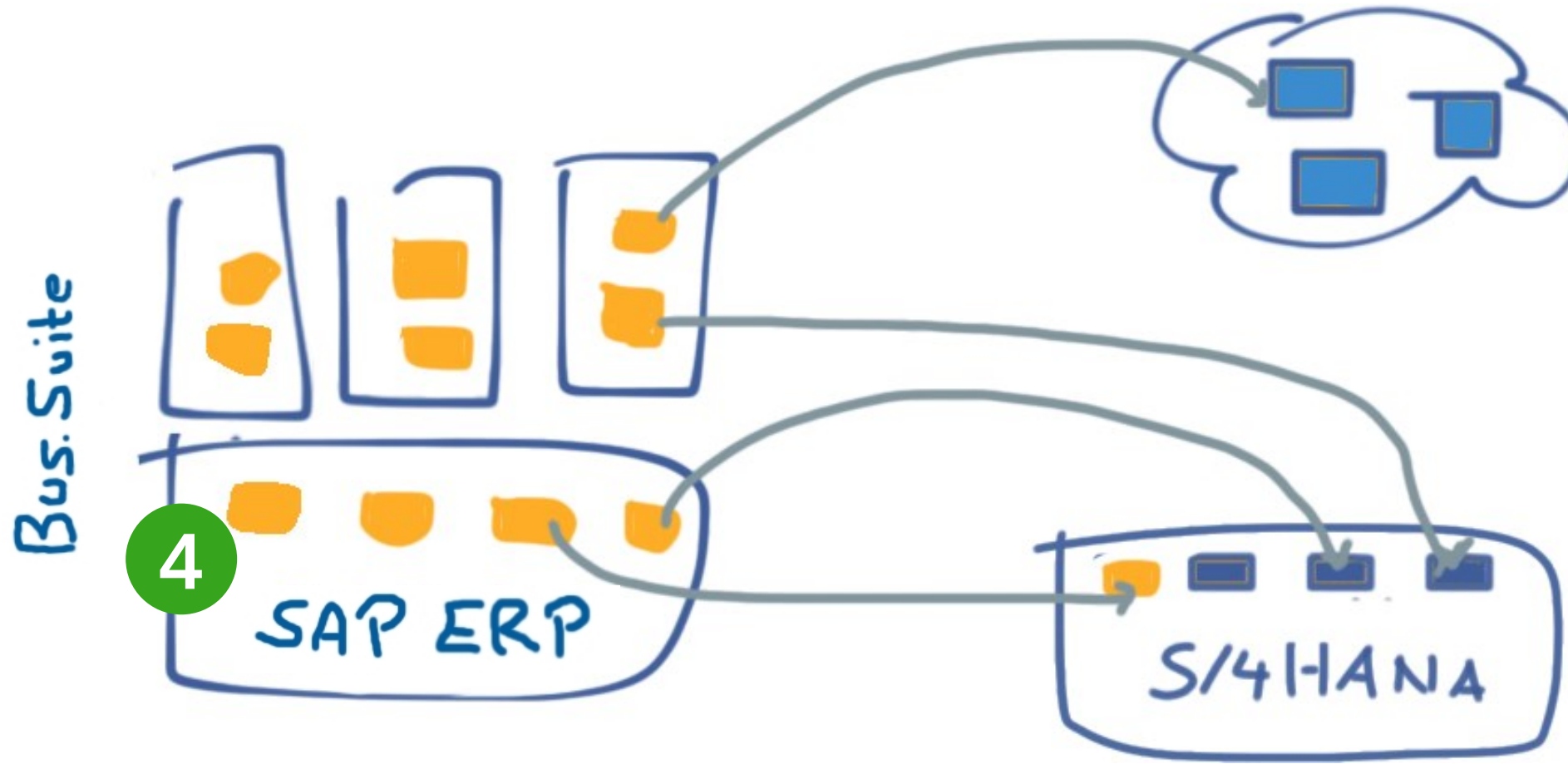
- As you convert your ECC system to SAP S/4HANA, many functionalities will be simply moved over, along with your data.
- Benefit from architectural innovations without disruptions in process and data models.

Procurement Overview Screen

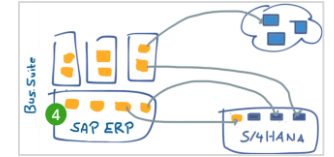
Monitor PO Items

Purchase Order	Item	Material	Supplier	Next Delivery ...	Next Delivery Quantity	Order Quantity	Quantity to be Delivered	Net Order
4503165383	000010	MTH ABC TEST MATERIAL (MTH_ABC)	forwarding agent in the shipment St AATP (AAT...	01.04.2025	1.500 EA	1.500 EA	1.500 EA	15.000,00 €
4503166124	000010	ATP Test Material. Hands off, please. (HK23022...	Rocky Beach Ghost Rail (ASTRID)	01.08.2024	100 EA	100 EA	100 EA	50,00 €
4503166084	000010	Test Material - Spare Parts - 1 (ZBVS_MATERIA...	AATP_SUP1 OVD: SUPPLIER (AATP_SUP1)	01.03.2024	50 EA	50 EA	50 EA	129,31 €
4503166895	000010	Test Material - Spare Parts - 1 (ZBVS_MATERIA...	mercadinho (MERCADINHO)	02.02.2024	1.000 EA	1.000 EA	1.000 EA	99,00 €
4503166886	000010	Test Material - Spare Parts - 1 (ZBVS_MATERIA...	Standard Industrial Pump Suppliers (STANDARD)	29.01.2024	10 EA	10 EA	20 EA	108,00 €
4503166886	000010	Test Material - Spare Parts - 1 (ZBVS_MATERIA...	Standard Industrial Pump Suppliers (STANDARD)	29.01.2024	20 EA	20 EA	20 EA	108,00 €
4503166886	000011	Test Material - Spare Parts - 1 (ZBVS_MATERIA...	Standard Industrial Pump Suppliers (STANDARD)	29.01.2024	10 EA	10 EA	10 EA	99,00 €
4503166886	000012	Test Material - Spare Parts - 2 (ZBVS_MATERIA...	Standard Industrial Pump Suppliers (STANDARD)	29.01.2024	10 EA	10 EA	10 EA	100,00 €
4503166887	000010	Test Material - Spare Parts - 2 (ZBVS_MATERIA...	Standard Industrial Pump Suppliers (STANDARD)	29.01.2024	10 EA	10 EA	10 EA	50,00 €
4503166888	000010	Test Material - Interchangeable Part - 1 (ZBVS_...	Standard Industrial Pump Suppliers (STANDARD)	29.01.2024	10 EA	10 EA	10 EA	50,00 €
4503166889	000010	Test Material - Interchangeable Part - 1 (ZBVS_...	Standard Industrial Pump Suppliers (STANDARD)	29.01.2024	10 EA	10 EA	10 EA	50,00 €
4503166891	000010	Test Material - Spare Parts - 1 (ZBVS_MATERIA...	Standard Industrial Pump Suppliers (STANDARD)	29.01.2024	10 EA	10 EA	10 EA	500,00 €
4503166507	000010	MTH ABC TEST MATERIAL (MTH_ABC)		03.01.2024	1 EA	1 EA	1 EA	
4503166508	000020	MTH ABC TEST MATERIAL (MTH_ABC)		03.01.2024	3 EA	3 EA	3 EA	
4503168453	000010	AK Test - Non Serialized (233571)	Standard Industrial Pump Suppliers (STANDARD)	30.11.2023	200.000 CIB	200.000 CIB	200.000 CIB	2.000,00 €

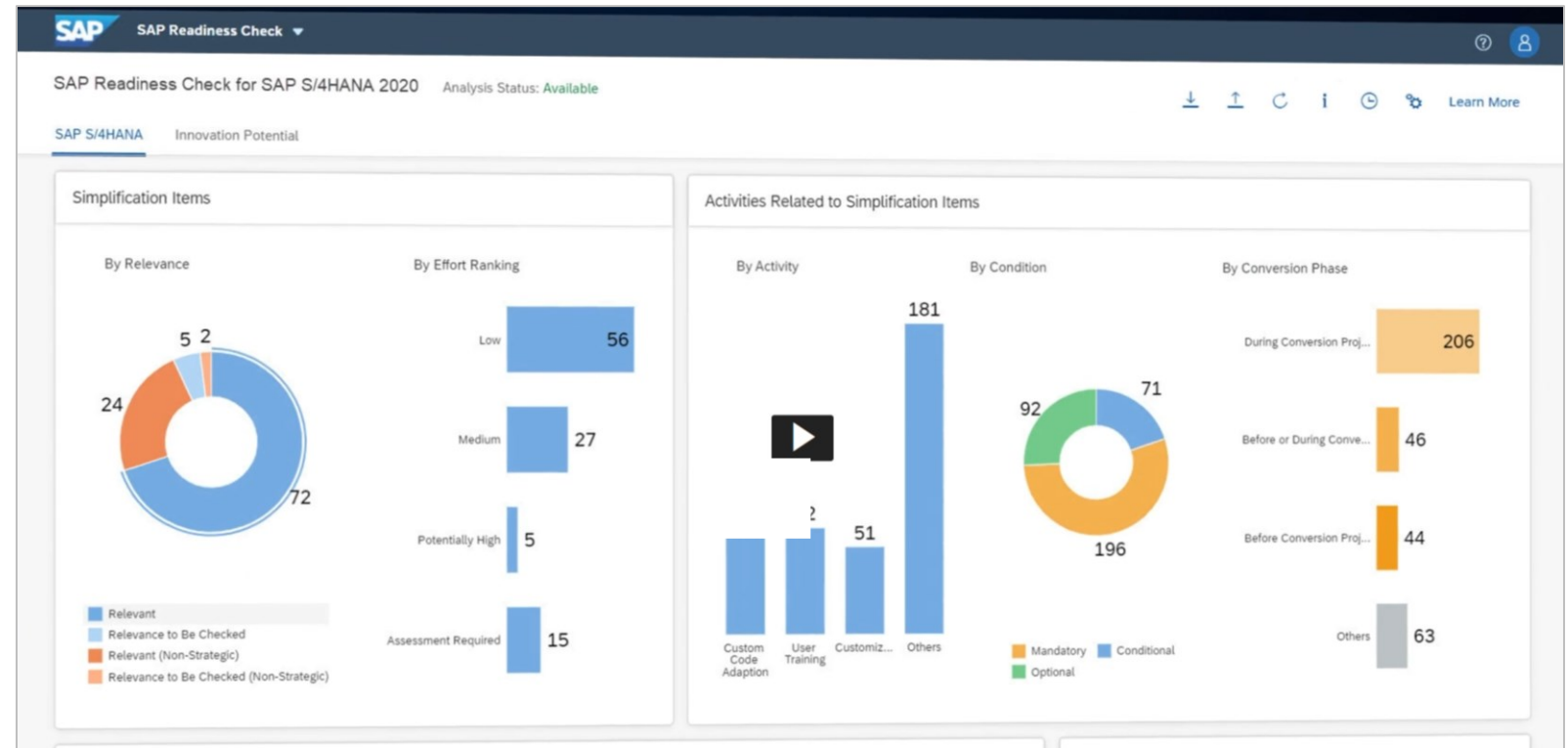
Innovating your core ERP with SAP S/4HANA



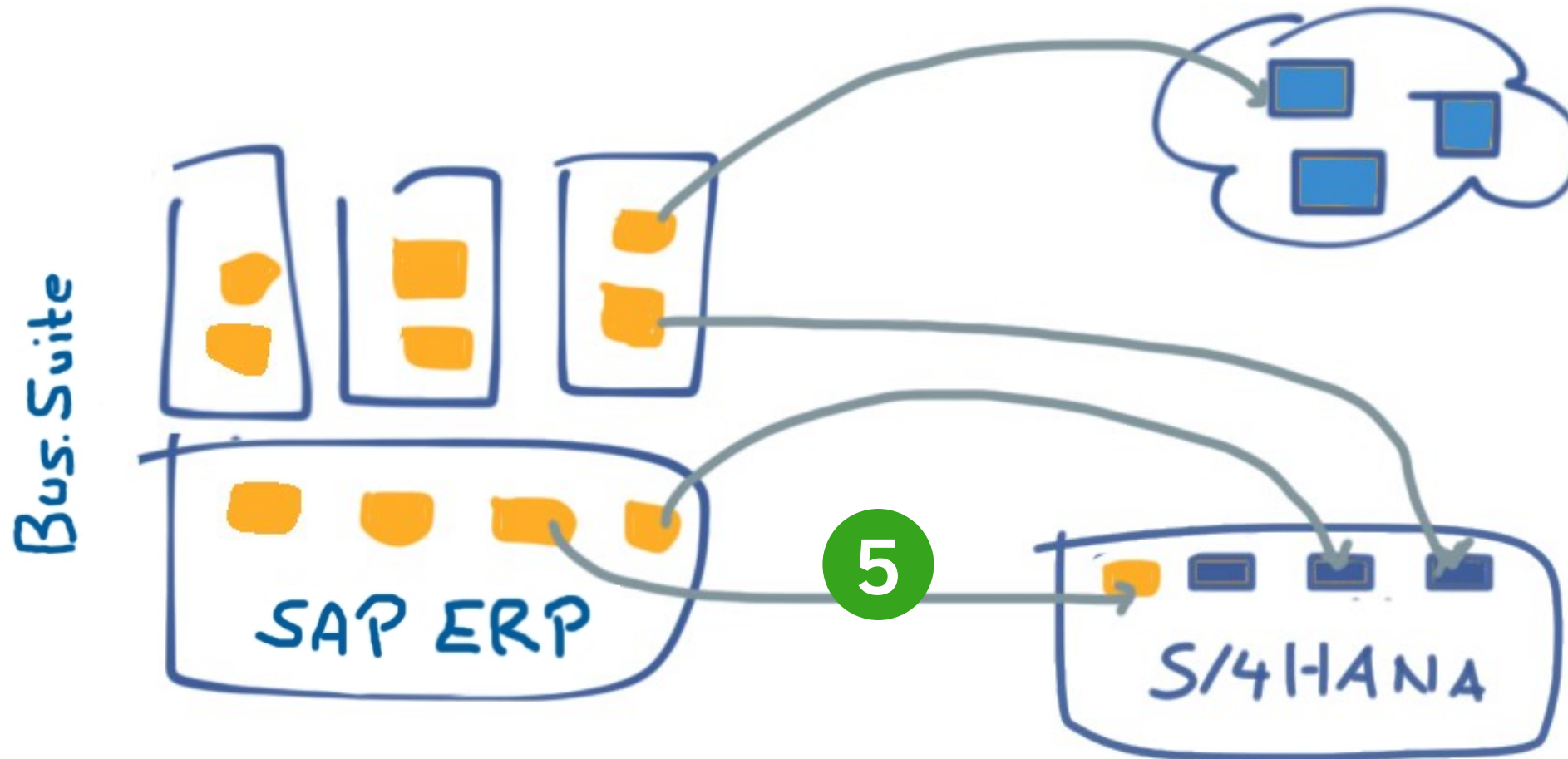
4 Simplify the S/4HANA stack the principle of one



- The move to a new application generation is a unique chance to replace heritage duplicate functionalities and technologies with state-of-the-art solutions.
- The [Simplification List](#) contains a description of all Business Suite functionalities which were changed disruptively on the way to SAP S/4HANA.
- The simplification items are also leveraged in tools like the [Readiness Check](#) to give transparency on system usage and conversion implications.

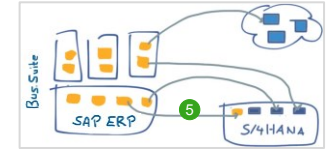


Innovating your core ERP with SAP S/4HANA



5 Building a bridge from ECC into the S/4HANA world

Compatibility packs



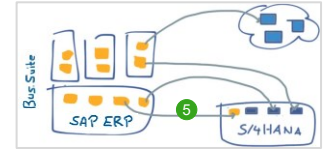
Why allow the **temporary use of classic functions** - Compatibility Packs - on SAP S/4HANA?

- Make transition easier for customers using SAP ERP/Business Suite
- Allow sufficient time for redesign of business processes in the new world

Definition:

- SAP grants a **timely restricted⁽¹⁾ use right** for specific classic SAP solution functionality⁽²⁾ to SAP S/4HANA customers
 - (1) restricted until the end of 2025*
 - (2) “White list” of CPs as documented in note [2269324](#) and referenced in the Software Use Rights (SUR)
- Compatibility Packs are only applicable for solutions which are installed on the SAP S/4HANA instance – not for side-by-side installations.
- With S/4HANA release 2023, SAP has released the recommended go-to solutions.
- Applicable to SAP S/4HANA **Cloud Private and on-premise**, also the “SFIN” releases **1503 and 1605**.
- The **Readiness Check** evaluates productive usage of compatibility packs on an ECC or S/4HANA system.

5 Building a bridge from ECC into the S/4HANA world Compatibility packs - Overview Webinar on SAP Community



- Get more information in our SAP Community webinar: Overview of Compatibility Packs
- Recording and slides [available on youtube](#)
- *Coming up next, planned for end of Q1: The Way Forward in Detail – how to replace compatibility scope*

Call to Action for SAP S/4HANA Customers: compatibility packs

Thursday, September 27
@10:00 CEST



Michael Deller

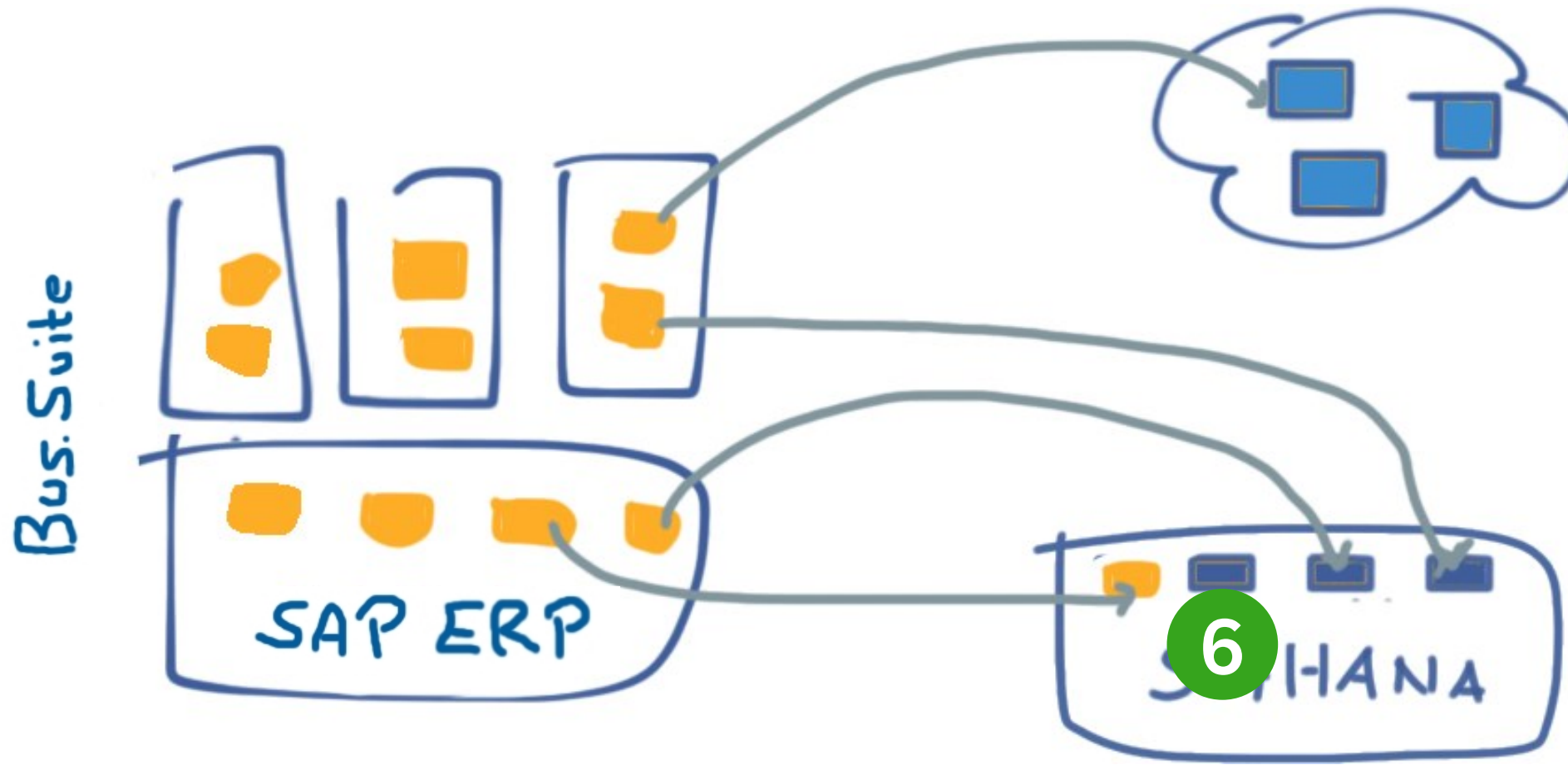
Senior Director Solution Management
SAP S/4HANA Cloud



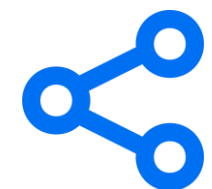
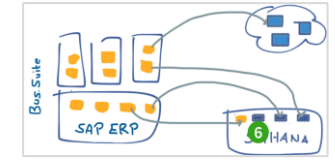
Roland Hamm

Product Manager SAP S/4HANA
private cloud

Innovating your core ERP with SAP S/4HANA



⑥ Why is SAP S/4HANA superior to ECC? Five Differentiators



SAP HANA and Real-time Analytics

State of the art UI SAP Fiori

Intelligent Technologies

New business processes and functionalities

Out-of-the-box integration

Real-time insights with transaction and analytical data in one system

Cohesive user experience

Artificial intelligence to optimize and automate mission-critical processes

Supporting the latest industry requirements

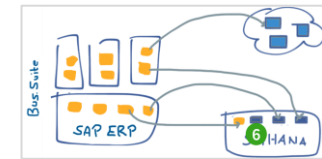
Holistic integration of data, technology, and business processes to deliver significant business value

Get all the details [here](#)

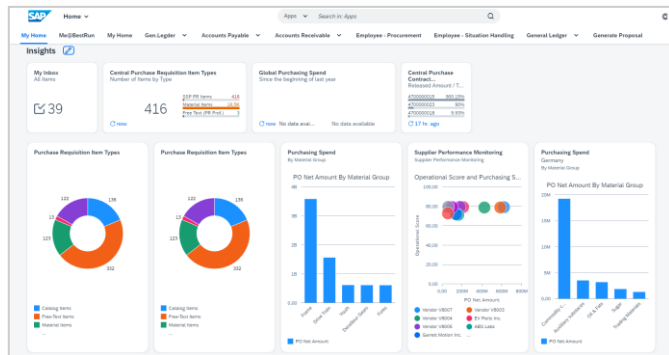




6 SAP S/4HANA Differentiators – Real-time Analytics

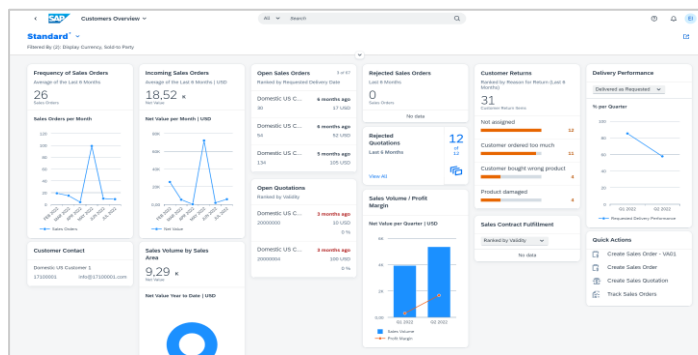


Smart Business KPI's and Cards



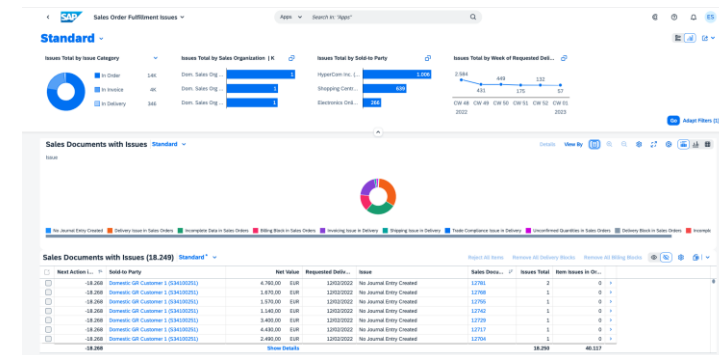
- KPI monitoring on the Fiori Launchpad
- Display cards from one of your overview pages
- Customizable for user specific needs

Overview Pages



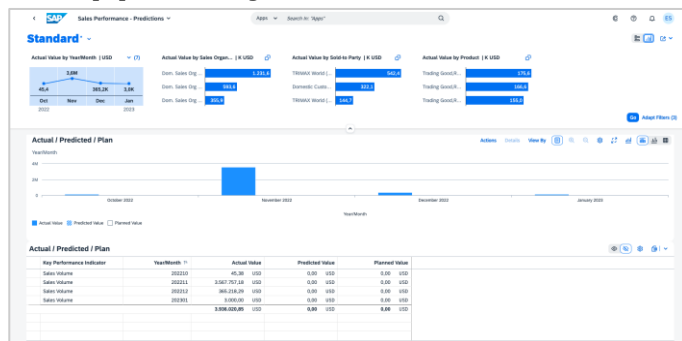
- Consolidated view on a certain domain, e.g. Sales
- Information presented in analytical tables and charts
- Take action in the same place or navigate to other apps
- Save personal variants

Analytical List Page



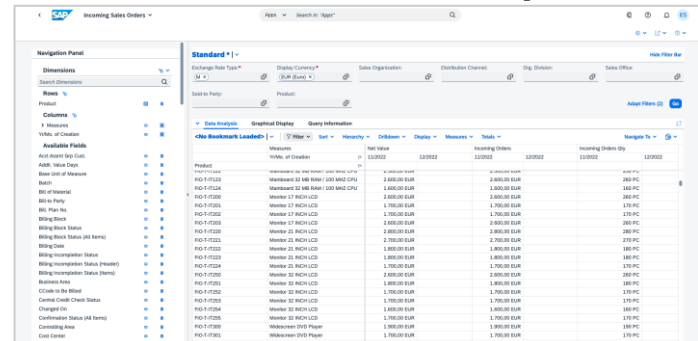
- Generic approach to mix analytical and transactional activities
- Display table or chart or a combination
- Take action directly in the same app or navigate to other apps
- Save personal variants.

In-app Analytics and ML



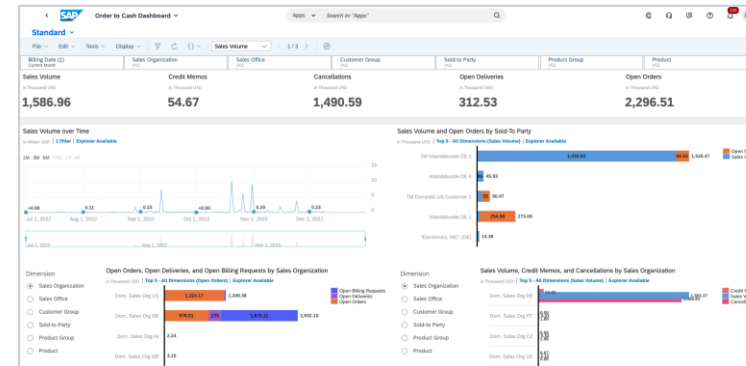
- Combine Analytics with transactional content in one screen
- Insight to action to prioritize based on facts
- Use drill-downs to determine transactional input parameters

Multidimensional Reports



- Analyze and visualize data from multiple dimensions
- Display pivot-table or chart or a combination
- Save personal variants

Stories



- Pre-defined dashboards based on SAP Analytics Cloud
- Can be consumed directly SAP S/4HANA Cloud Fiori Launchpad
- Can be copied as a template and further adapted

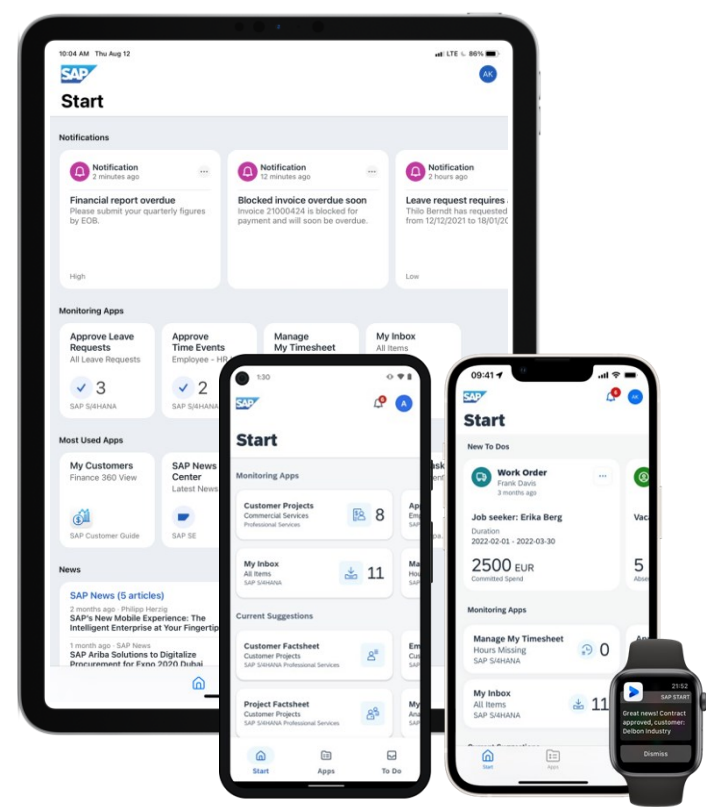


6 SAP S/4HANA Differentiators – Fiori User Experience

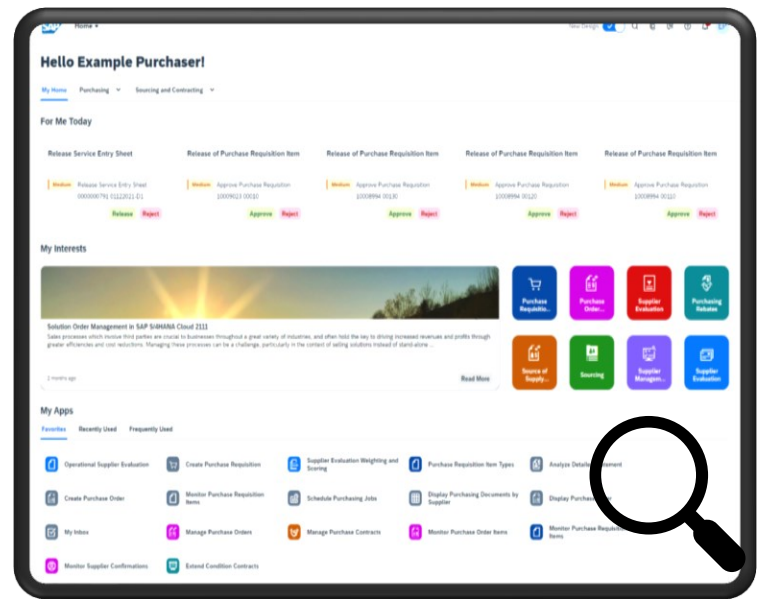


Intuitive user-centric UX approach allowing users to connect anywhere on any device, improve productivity and adopt rapidly with built-in guidance and support

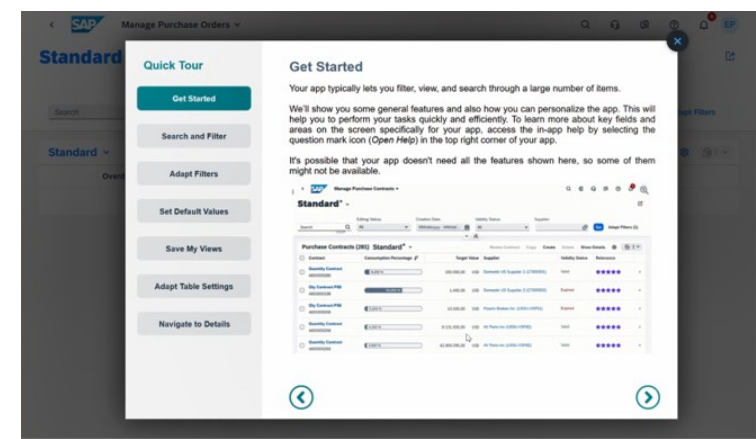
SAP Mobile Start



New UX - Horizon Visual Theme

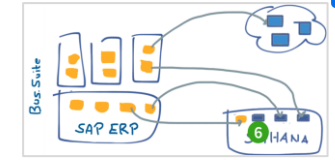


Embedded guidance/ support



6 SAP S/4HANA Differentiators

New and Updated Processes and Functionalities



- Central Procurement
- Product Sourcing
- Carbon Footprint in procurement
- Service Procurement
- Supplier Evaluation
- Catalog Buying
- Extended Warehouse Management
- Advanced Available to Promise
- Direct Delivery
- Advanced Shipping and Receiving
- Extended Service Parts Management
- Greenhouse Gas Emissions
- Unified Package Builder
- Accelerated MRP (Live)
- Predictive MRP
- Production Engineering and Operations (PEO)
- Embedded Constraint-Based Planning (PPDS)
- Supply-Creation Based Confirmation
- Advanced Intercompany
- Condition Contract Management
- Solution Business
- Sales Force Support
- Sales Order Automation

Sourcing and Procurement

Supply Chain

Manufacturing

Sales



Finance

R&D

Asset Management

Service

Cross

- Universal Journal
- Group Reporting
- Central Finance
- Multi-Bank Connectivity
- Document and Reporting Compliance
- Financial Compliance Management

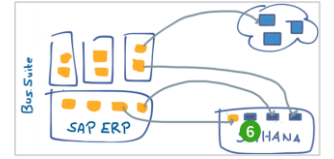
- Product Compliance
- Advanced Variant Configuration
- Software Constraints
- Change Record

- Phase-Based Maintenance Process
- Work Packs
- Asset Performance Analysis

- Service with Advanced Execution
- In-House Repair with Advanced Execution
- Item-Based Accounting in Service

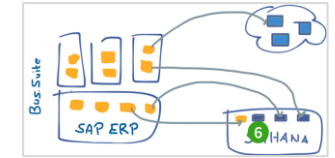
- Key-User and Developer Extensibility
- Responsibility Management
- Enterprise Search
- Master Data Governance
- Flexible Workflow
- Intelligent Scenario Lifecycle Management

⑥ Re-thought and re-architected from scratch – new SAP S/4HANA apps



- Settlement Management for Sales and Purchasing Rebates
- Advanced ATP
- Product Compliance
- Advanced Variant Configuration
- Live MRP
- ...

6 Re-thought and re-architected from scratch – new SAP S/4HANA apps Sales and Purchasing Rebate Management



Condition Contracts

- In Settlement Management, a condition contract combines all information relevant to an agreement for conditions requiring subsequent settlement, the conditions for calculating the settlement amount and for posting accruals, and a settlement calendar for scheduling partial and final settlements or for delta accruals postings
- Create condition contracts to enter rebate agreements with rebate conditions and other contractual data
- Monitor the business volume related to condition contracts
- Post accruals with transactional documents or for a delta accruals settlement in an aggregated way

Manage Condition Contracts - Sales Rebates

Standard

Search: [Search] Condition Contract: [5 Items] Contract Type: [] Customer: [] External Identifier: [] Valid From: [] Valid To: []

Activation Status: [] Sales Organization: []

Go Adapt Filters (1)

Condition Contr...	Contract Type	Customer	External Identifier	Valid From	Valid To	Activation Status
233	Sales Rebate - Multiple Customers (OS02)			23.05.2023	25.05.2023	Inactive
231	Sales Rebate - Multiple Customers (OS02)			23.05.2023	25.05.2023	Inactive

Condition Contract

166

Customer	Current Contract Value	Open Accruals Amount	Activation Status	Settlement Lock Status	Status
CCM Customer Multiple Addresses 3 (CCMCUSTMA3)	40,00 EUR	0,00 EUR	Active	Not Locked	Released

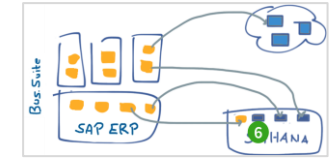
General Information | Status | Settlement and Payment Terms | **Document Flow**

08.10.2021 Partial Settlement

Document	Actual	Settlement Date	Settlement Doc.	Type	Posting Status
Condition Contract	166	08.10.2021	OSG1	CCMCUSTMA3	A - Accounting Documents Exist
Sales Rebate Goods...	1051	08.10.2021	OSA2		

⑥ Re-thought and re-architected from scratch – new SAP S/4HANA apps

Product Compliance



- Available since release SAP S/4HANA 1809, introducing a new and **simplified data model**
- Completely **Fiori-based**: dashboards and intuitive apps
- Comprehensive **integration** in order-to-cash and procure-to-pay processes
- **Regulation aspects** (marketability, dangerous goods (DG), etc.) implemented via new data model, with multiple versions
- Simple customer **extensibility** of regulation aspects
- **Dangerous Goods Management**: massively extended, pre-delivered regulatory DG content, incl. graphics and phrases; automated DG data maintenance
- **Safety Data Sheet (SDS) Management**: automated triggering of SDS shipment: in delivery processing and subsequent shipment for US and EU
- **Compliance checks**:
 - now in all relevant sales documents (quotations, sales orders, sales contracts and outbound deliveries)
 - now covering all check types: product marketability, dangerous goods, and safety data sheet

Regulation	Enclosure Variant	Transport Permission	Description for Documents	Marking Text Description	Labels on Package	Placards on Container, Tank, a...
ADN 2021	Packaging (P)	Allowed	UN 1170 ETHANOL SOLUTION, 3, II 1 Box x 8.4 l	UN 1170 ETHANOL SOLUTION	☠️ ⬆️	☠️
ADR 2023	Packaging (P)	Allowed	UN 1170 ETHANOL SOLUTION, 3, II, (D/E) 1 Box x 8.4 l	UN 1170 ETHANOL SOLUTION	☠️ ⬆️	☠️
CFR 49 as of July 26th 2022	Packaging (P)	Allowed	UN 1170 Ethanol solutions, 3, II, ERG: 127 1 Fibreboard box x 8.4 l (2.2191 US Gallon)	UN 1170 Ethanol solutions	☠️ ⬆️	☠️ ☠️
IATA-DGR 2023	Packaging (P)	Restricted	UN1170, Ethanol solution, 3, II 1 Fibreboard box x 8.4 l 364	UN 1170 Ethanol solution	☠️ ☠️ ⬆️	☠️ ☠️
IMDG Code 2020	Packaging (P)	Allowed	UN 1170 ETHANOL SOLUTION, 3, II 1 Fibreboard box x 8.4 l	UN 1170 ETHANOL SOLUTION	☠️ ⬆️	☠️ ☠️
NOM-002-SCT/2011	Packaging (P)	Allowed	UN 1170 ETHANOL SOLUTION, 3, II, ERG: 127 1 Box x 8.4 l	UN 1170 ETHANOL SOLUTION	☠️ ⬆️	☠️ ☠️
RID 2021	Packaging (P)	Allowed	UN 1170 ETHANOL SOLUTION, 3, II 1 Box x 8.4 l	UN 1170 ETHANOL SOLUTION	☠️ ⬆️	☠️

[Link to documentation](#)

Agenda

Moving the Business Suite functionalities into the new world – transition paths

Benefits for RISE customers

Customer success stories

Q&A

Benefits for RISE customers

The RISE Migration and Modernization Program

SAP Business AI

New RISE migration and modernization program

Overview

Value proposition

Be innovation ready

- Get business outcomes with a modern cloud ERP
- Take advantage of next gen technology like AI and sustainability
- New capabilities delivered every six months ready to be deployed when you need them

Manage Risks and have always on security and compliance by default

- Reinforce the integrity of financial safeguards, and proactively counteract fraudulent activities
- Make audit processes more efficient
- Always on monitoring against security breaches and cyber security attacks

Simplify operations and scale

- Extensions decoupled from the core with cloud-compliant code, in app, or side-by-side
- Get ERP operations, optimization and maintenance as service in the hyperscaler of your choice or your own data center
- Leverage a single SLA covering the entire architecture

What is it?

A cloud migration and modernization program with a self-guided digital experience and assisted service and tools, combined with customer incentives, and partners' support to help SAP ERP customers get to and thrive in the cloud. This EXPANDED cloud migration program for RISE with SAP features offerings tailored to each customer's unique starting point, its components are differentiated for ECC, S/4HANA and run with a clean core taking advantage of the latest innovations in RISE with SAP.

What is included?

Methodology

Comprehensive set of services and tools to guide customers every step of the way, supported by a skilled partner ecosystem

Incentives

Migration and adoption acceleration credits to lower the cost and accelerate time to value

Innovation roadmap

Innovations delivered every six months and the latest enhancements with AI and green ledger

Running Your Core Processes with RISE with SAP

Benefit from industry specific best-practices

[Explore more industry innovations](#)

Consumer Products

40-70% improvement
in claim handling efficiency

- Operate faster and deliver outcomes more quickly and at the best cost to meet consumer expectations
- Deliver personalized products and outcomes

[Learn more](#)

Utilities

1-25% improved
overall equipment effectiveness

- Increase revenue by expanding your sustainable portfolio and reaching new market opportunities
- Reduce asset maintenance cost

[Learn more](#)

Mill Products and Mining

1-2% improvement
in asset maintenance cost

- Build supply chain resiliency and deliver products as expected
- Minimize environmental impact while delivering profitable growth

Learn more about [Mill Products](#) | [Mining](#)

Life Science

1-25% reduction
in inventory carrying cost

- Drive efficiency and digitalization in clinical trials
- Increase revenue with new innovations and improved resilience

[Learn more](#)

Retail

10-20% reduction
in revenue loss due to fulfilment issues

- Support of omnichannel revenue growth with capabilities from e-commerce management to order orchestration
- Resilient and lean order management that quickly and efficiently delivers what customers want, where and when they want it

[Learn more](#)

Our business AI is embedded across the portfolio

Relevant | Reliable | Responsible



Joule

A copilot that truly understands your business

Embedded AI capabilities

Cloud ERP

Supply chain management

Human capital management

Spend management & business network

Customer relationship management

Business Technology Platform

AI foundation

on Business Technology Platform

AI ecosystem partnerships and investments



ANTHROPIC



cohere

databricks

DataRobot

Google Cloud

IBM

Microsoft

Accelerating AI with RISE with SAP

What it takes to realize AI

- Significant computational power
- Agility for frequent updates as AI models are continuously improving
- Speed & flexible infrastructure to quickly activate and deploy use cases

Challenges with on-prem systems

- Scaling systems to meet increased AI demand and compute power is costly and time consuming
- Significant resources and infrastructure required to grow and maintain hardware & software systems
- On-prem data silos and structures hinder the effectiveness of AI, limiting effective data mining

We've done it successfully – RISE Customers



Die Glasfaser-Expert*innen

OXG Glasfaser – MEE, Germany



Marks and Spencer Plc – EMEA N, UK



Nestlé

Nestlé – MEE, Switzerland



vodafone

Vodafone Group – EMEA N, UK



Upfield Europe – EMEA N, Netherlands



Hilti Group – MEE, Switzerland



Deutsche Telekom – MEE, Germany



Chandra Asri

PT Chandra Asri Pacific Tbk – APJ, Indonesia



messe frankfurt

Messe Frankfurt – MEE, Germany



Kyndryl – MEE, Germany



Covestro AG – MEE, Germany



AGAPLESION
Unsere Werte verbinden

AGAPLESION gemeinnützige AG – MEE, Germany



NORDMANN

Nordmann Rassmann GmbH – MEE, Germany



KONE Corporation – EMEA N, Finland



Landis+Gyr AG – MEE, Switzerland



Coles Group – APJ, Australia



AusNet Pty Ltd – APJ, Australia



EMS S/A – LAC, Brazil



BRF S.A. – LAC, Brazil



Mölnlycke Health Care AB – EMEA N, Sweden



Smyths Toys Superstores – EMEA N, UK



MRV – LAC, Brazil



H.E.R.A. S.p.A. – EMEA S, Italy



Mondi AG – MEE, Austria



ElringKlinger AG – MEE, Germany



Bekaert NV – EMEA N, Belgium



Interroll Management SA – MEE, Switzerland

Accelerating Time to Value with Next-Generation ERP Using the RISE with SAP® Offering and SAP S/4HANA® Cloud



Challenges and Opportunities

- Replace multiple disparate and antiquated ERP systems with a single, global platform and integrated processes to help meet the needs of customers, suppliers, and stakeholders
- Lay the foundations to meet the strategic imperative of improving operating margins and working capital while achieving significant revenue growth

Why SAP

- Accelerated and guided path to SAP S/4HANA® through the RISE with SAP offering, leveraging preparational, analytical, and enablement tools and services for an optimal transition
- Reduced cost and complexity in its IT landscape, connecting the SAP® Customer Experience portfolio, SAP Integrated Business Planning for demand, and SAP S/4HANA Cloud, private edition, allowing the business to grow revenue significantly without proportionally increasing costs
- Comprehensive analytics capabilities using the SAP Analytics Cloud solution
- Real-time insights through native integration of IoT sensors on filters with SAP S/4HANA Cloud

Expected Value-Driven Results

- Increased speed of digital transformation with SAP S/4HANA Cloud, private edition
- Leveraged implementation best practices across strategic business priority areas
- Established one version of the truth, with reporting for material master files, pricing modules, and configuration, price, and quoting processes drawing on data from Intelligent ERP
- Enabled critical decision-making, gaining context to manufacturing data through dashboarding and analytics capabilities

“Thanks to the RISE with SAP offering, we have fast-tracked our way to becoming an intelligent enterprise with customer-focused processes and a **user-enabling, operationally agile landscape integrated in the cloud.**”

Bob Betts, Director, SAP Program, American Air Filter Company Inc.

Achieving

Speed, simplicity, and flexibility across multiple business operations and customer channels

One

Source of truth from an integrated suite of cloud solutions

American Air Filter Company Inc.
Louisville, Kentucky
www.aafintl.com

Industry
Industrial machinery and components

Products and Services
Air filtration solution manufacturing

Featured Solutions and Services
RISE with SAP; SAP S/4HANA Cloud, private edition; and SAP Customer Experience

THE BEST RUN 

RISE with SAP S/4HANA: Customer Success Stories

Life Science
Pfizer
Large Enterprise
80,000 Employees
Live

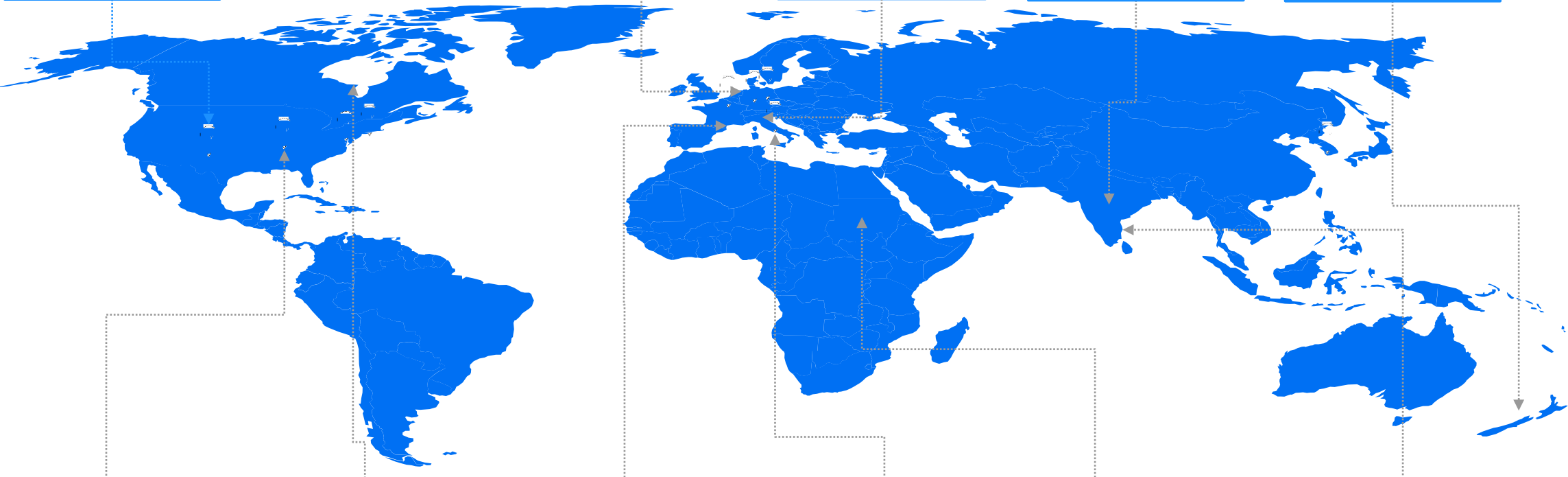
Consumer Products
Nestle
Large Enterprise
275,000 Employees
Live

Cross Industry
Robert Bosch
Large Enterprise
402,600 Employees
Live and Implementing

Engineering, construction & op.
MAIRE
Large Enterprise
6,500+ Employees
Brownfield Approach

Automotive
Mahindra & Mahindra
Large Enterprise
152,000 Employees
Greenfield Approach

Chemicals
Ballance Agri-Nutrients Ltd
Large Enterprise
1,200 Employees
70% Workload Reduction



Sports & Entertainment
Cirque de Soleil
Large Enterprise
4,000+ Employees
Live

Fashion
HANES Brands Inc.
Large Enterprise
51000+ Employees
Global operations
Live

High Tech
ADB SAFEGATE
Midmarket
1,200+ Employees
25+ Countries went live
Live

Consumer Products
Versuni
Large Enterprise
7000 Employees
Global customer presence
Live

Mill Products and Mining
Ecobat
Large Enterprise
3,500 Employees
Lift & Shift Approach

Professional Services
HCL Technology
Large Enterprise
176,500 Employees
1st RISE Partner in APJ

Agenda

Moving the Business Suite functionalities into the new world – transition paths

Benefits for RISE customers

Customer success stories

Q&A

Thank you.

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