

S/4 HANA Discovery Workshop

Virtualized

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June, 2020

PUBLIC

S/4HANA Discovery Workshop Virtualization – Executive Summary

Purpose

- In Covid time, drive S/4HANA virtual 1:1 discovery sessions for customers

Key elements

- 100% remote & virtualized delivery
- Modular approach; focus on WHY, WHAT and HOW
- Customer can choose all 3 modules or WHY and WHAT or HOW
- 2 approaches available to customers – standard approach and process deep dive approach
 - 1) Standard S/4HANA Discovery
 - 2) Process Deep dive (analysis & re-engineering) approach for value assessment

Module details

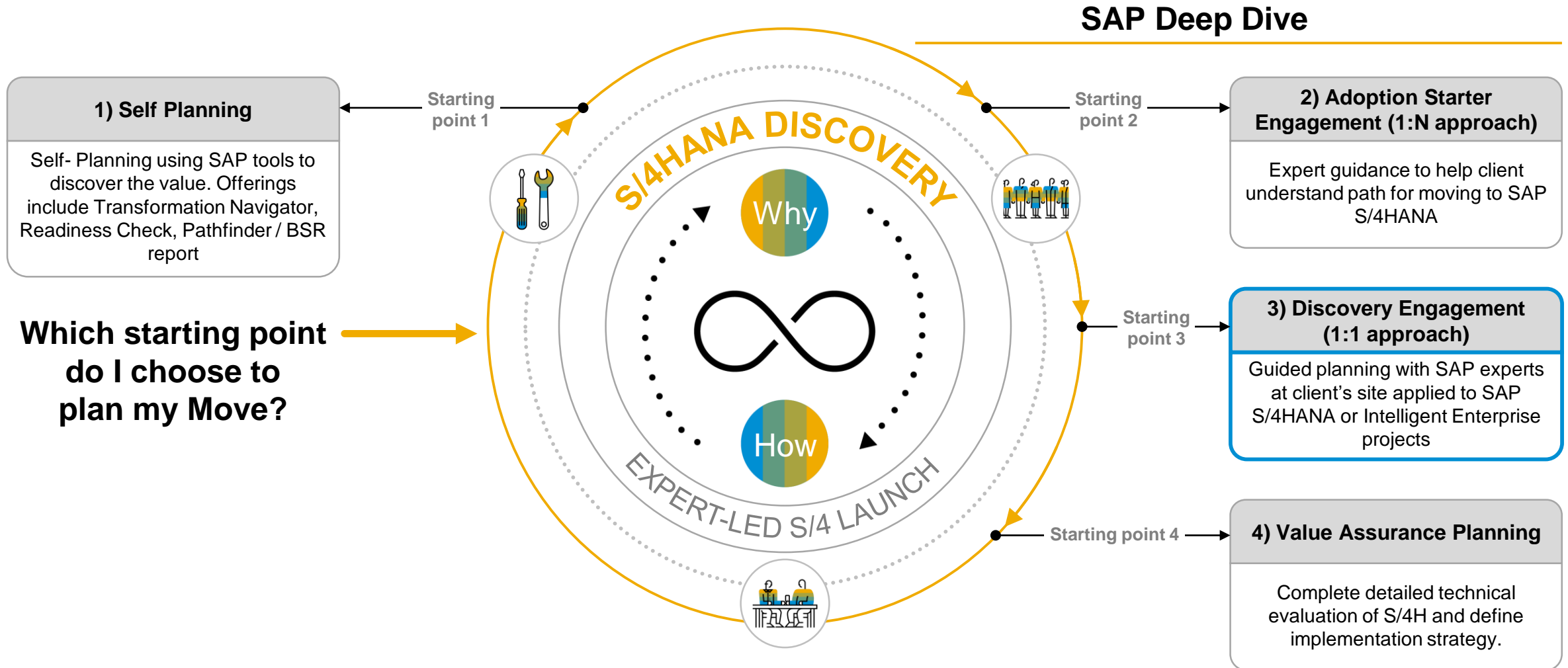
- 11 modules – WHY (2 modules); WHAT (6 modules) and HOW (3 modules)
- Two level scoping and alignment
- Standard approach – 4 weeks / 21-22 days (decided based on the scope)
- Process deep dive approach – 6 weeks / ~40 days (decided based on the scope)
- Modules delivered via Zoom, MS Team or Skype; Collaboration tool used - MURAL

Required action

- Identify key S/4HANA priorities – Why / What / How
- Reach out to the SAP Account team
- Plan & execute the session

S4/HANA MOVE

Customers can choose one of three deep dive options that best suits them



Discovery workshop for SAP S/4HANA

Workshop steps & deliverables

Pre Discovery

1. Transformation Navigator

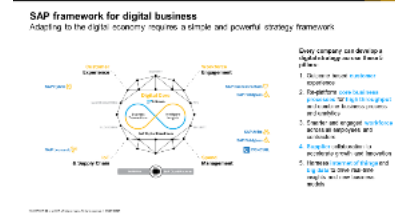


Why

2. Introduction & Initial Business Value Proposition (IBVP)

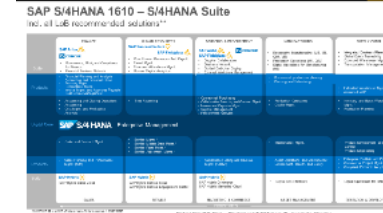


3. Digital imperative – enable the digital enterprise with SAP S/4HANA



What

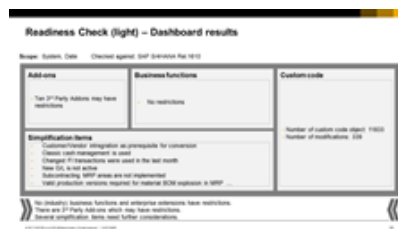
4. SAP S/4HANA introduction per business area



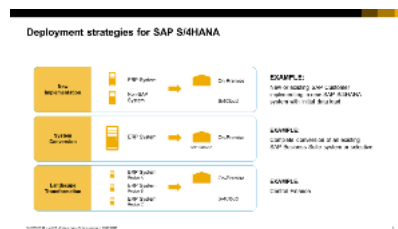
5. Quick Value Assessment (QVA)

Human Resources			
	Total:	949	1,143
Drive Business Effectiveness	Sub Processes	Report Date	
Reduce Expenses in Critical Roles	Workflows Planning and Analysis	SDMA	140
Human Resource Planning	Sub Processes	Report Date	
Increase IT and HR Specialist "Spigot"	Core Human Resources and Payroll	SDMA	70
Reduce Benefits Admin. Function Cost	Core Human Resources and Payroll	SDMA	160
Reduce Payroll Management Function Cost	Core Human Resources and Payroll	SDMA	100

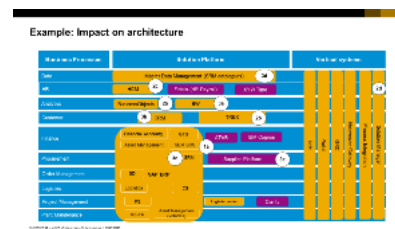
6. Readiness



7. Transition Scenarios



8. Architecture & integration



9. Implementation



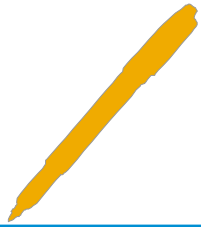
10. Roadmap



How

Discovery Workshop for SAP S/4HANA

Approach: Phases & Duration for a typical medium size engagement



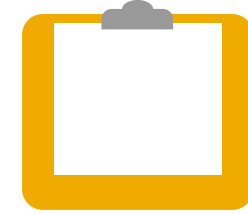
Project Preparation

- Prepare project and perform kick-off meeting.
- Gather specific information.
- Execute Business Scenario Recommendation Report.
- Execute Readiness Check.
- Define scope and prepare workshop.



Discovery Workshop

- Conduct Discovery Workshop day 1 - Overview & Finance, Benefits: Conduct Discovery Workshop on solution capability level to understand SAP S/4HANA capabilities and to map it to requirements.
- Conduct Discovery Workshop day 2 - Logistics & Benefits: Conduct deep dive of selected SAP S/4HANA business priorities to evaluate the solution capabilities for the Customer, evaluate the benefit argumentation, evaluate the roadmap and document the results.
- Conduct Discovery Workshop day 3 - Readiness, Migration, Architecture, Implementation, Roadmap: Conduct deep dive on Readiness, Migration scenarios, Architecture, Implementation approach, Roadmap to-go for SAP S/4HANA.
- Complete workshop documentation.



Project Closure

- Compile results.
- Present and coordinate follow-up.

~ 14 days

3 days

~ 5 days

Discovery workshop for SAP S/4HANA

Sample agenda for Basic DW – TBD based on customer scope and requirement

Example

Time	Agenda topic	Facilitator	Time
09.00 – 09.15	Welcome & introduction • Agenda overview, expectations and objectives	All	15 min
09.15 – 10.00	Customer situation • Shared view on current situation and requirements of customer	SAP, Customer	45 min
10.00 – 10.45	Digital imperative – enable the digital enterprise with SAP S/4HANA • SAP S/4HANA as a platform for digital transformation	SAP	45 min
Time	Agenda topic	Facilitator	Time
10.45 – 11.00	Coffee break	All	15 min
11.00 – 13.00	Core Finance – Accounting • Key characteristics • Evaluation by Customer	SAP, Customer	75 min
13.00 - 14.00	Lunch break		
14.00 – 15.30	Core Finance – Cost Accounting • Key characteristics • Evaluation by Customer		
15.30 – 15.45	Coffee break		
15.45 – 16.15	Core Finance (ctd.)		
16.15 – 17.00	Heat map, summary		
Time	Agenda topic	Facilitator	Time
09.00 – 09.15	Welcome & introduction • Agenda overview, expectations and objectives	All	15 min
09.15 – 10.30	Plan to product • Key characteristics, changes for the user, system consideration, business benefit, impact on value drivers • Evaluation by Customer regarding current situation	SAP, Customer	75 min
10.30 – 10.45	Coffee break		
10.45 – 12.00	Plan to product (ctd.)		
12.00 – 13.00	Lunch break		
13.00 – 14.30	Order to Cash • Key characteristics • Evaluation by Customer		
14.30 – 14.45	Coffee break		
14.45 – 16.15	Procure to pay • Key characteristics • Evaluation by Customer		
16.15 – 17.00	Heat map, summary		
Time	Agenda topic	Facilitator	Time
09.00 – 09.15	Welcome & introduction • Agenda overview, expectations and objectives	All	15 min
09.15 – 10.15	Readiness for SAP S/4HANA • Prerequisites to move to SAP S/4HANA	SAP, Customer	60 min
10.15 – 10.30	Coffee break		15 min
10.30 – 11.30	Transition scenarios • Migration options to move to SAP S/4HANA	SAP, Customer	60 min
11.30 – 12.30	Architecture & integration • Necessary architecture adjustments and integration into solution landscape	SAP, Customer	60 min
12.30 – 13.30	Lunch break		60 min
13.30 – 14.30	Implementation • Implementation approach for SAP S/4HANA	SAP	60 min
14.30 - 15.00	Roadmap • SAP S/4HANA related roadmap for business and IT	SAP, Customer	30 min
15.00 – 15.15	Coffee break		15 min
15.15 – 16.30	Roadmap (ctd.)	SAP, Customer	75 min
16.30 – 17.00	Wrap up • Summary of all results and decision points • Coordination of next steps	SAP, Customer	30 min

Discovery workshop for SAP S/4HANA

Roles and their responsibilities

Customer – examples: Stakeholders (CIO / COO / CFO), Business Architect, Business users, Technical Architect

- Alignment of strategic objectives of the organization
- Responsible for workshop scope & customer resources
- Active participation of customer team
- Responsible for stakeholder alignment of the results.

Discovery workshop lead – examples: Presales, BTS/DBS consultants

- Carries overall responsibility to deliver discovery workshop according to agreed objectives
- Drives delivery process including preparation, execution and follow-up and guides subject matter experts
- Owns communication with customer, internal stakeholders and project team including back office

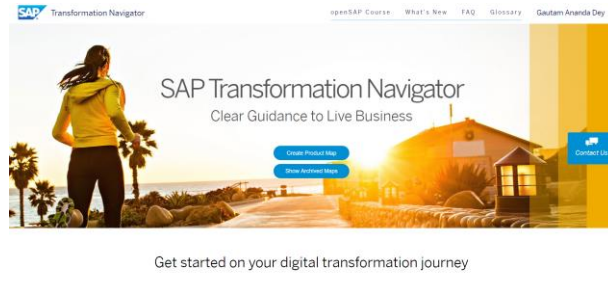
Subject matter expert: presales, consulting and IVE experts on SAP S/4 HANA (functional, technical, architecture, value)

- Presents subject matter to customer and is prime contact for all questions and follow-up
- Uses PowerPoint, flipchart and demo
- Supports engagement lead

Deliver SAP S/4HANA Roadmaps

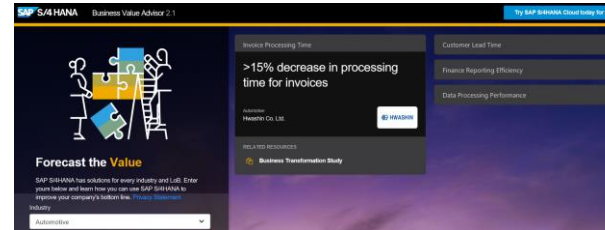
Tools & Reports

Transformation Navigator (TNav)



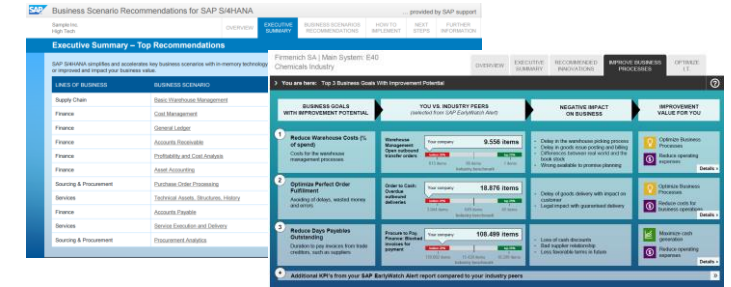
[SAP Transformation Navigator](#) is a free tool available to existing SAP Customers and Partners and it helps guide towards the right SAP S/4HANA installation

SAP S/4HANA Business Value Advisor



[SAP S/4HANA Business Value Advisor](#) quickly forecast the expected value of S/4HANA solution with customer reference

BSR & Pathfinder



[BSR](#) and [Pathfinder](#) are diagnostic tool to detect value potential scenarios from customer's ECC actual usage statistical analysis

Innovation Review Dashboard



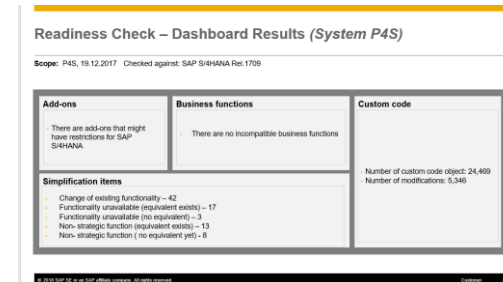
[Innovation Review Dashboard](#) is a SAP internal tool which gives SAP employees an overview of SAP customer's adoption with focus on HANA, S/4 HANA and Cloud

VLM Tool

Human Resources		Total: 949	1,143
Drive Business Effectiveness:	Sub-Processes	Impact Area	
Reduce Vacancies in Critical Roles*	Workforce Planning and Analytics	SG&A	340 / 410
Improve Business Efficiency:	Sub-Processes	Impact Area	
Increase IT and HR Syadmin Synergies*	Core Human Resources and Payroll	SG&A	73 / 88
Reduce Benefits Admin. Function Cost	Core Human Resources and Payroll	SG&A	190 / 230
Reduce Payroll Management Function Cost*	Core Human Resources and Payroll	SG&A	120 / 140

[Quick Value Assessment \(QVA\)](#) enables you to rapidly create an estimate of business improvement aligned to scope

Readiness Check



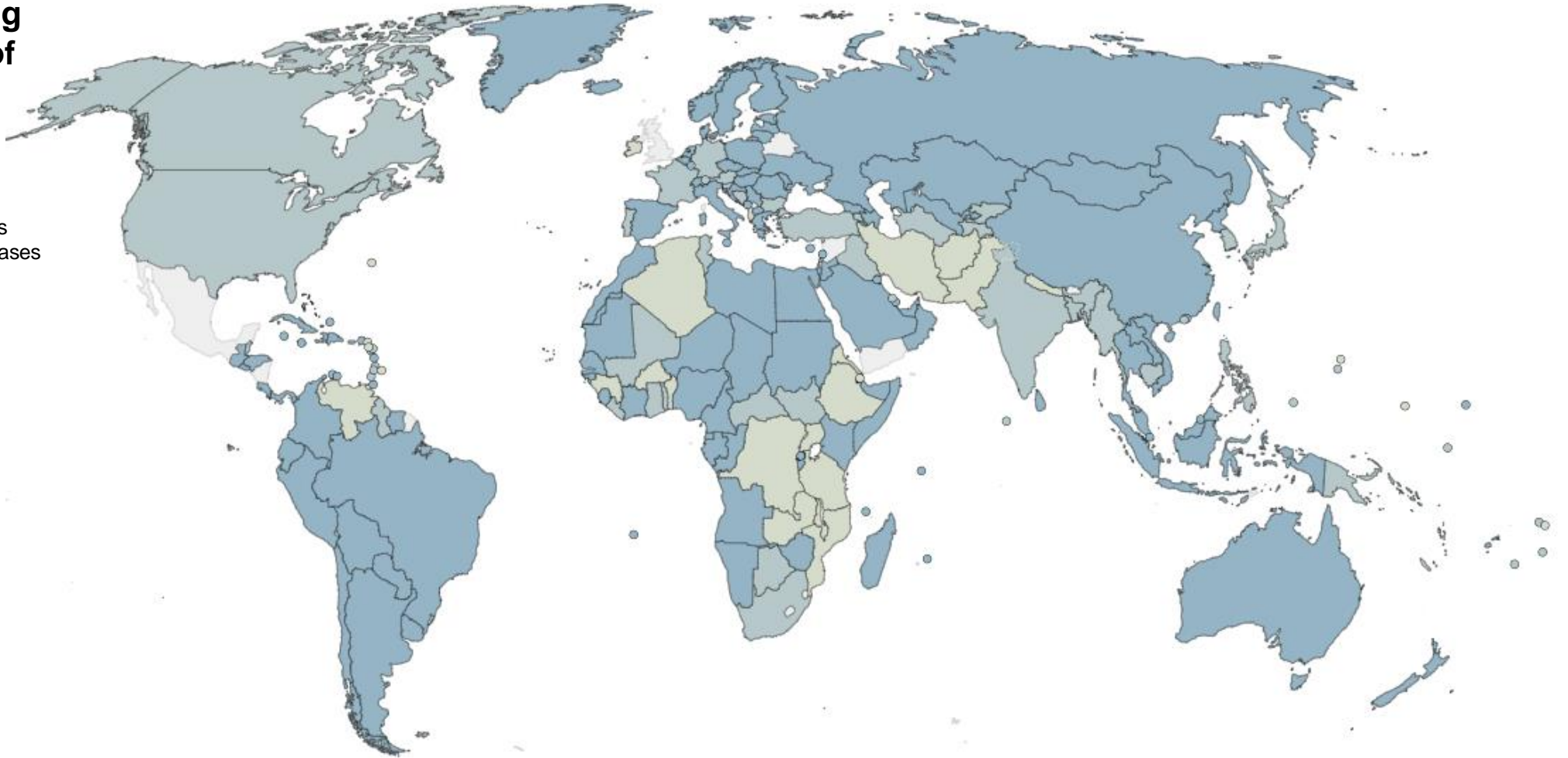
[SAP Readiness Check for SAP S/4HANA](#) analyzes your SAP ERP 6.x system with respect to the existing functionalities, simplification items, custom code and HANA sizing

Note: Standard accelerators & templates are also available for all the Discovery Workshop steps in roadmap discovery WS jam page

Travel Restrictions Due To Covid Create Need For S/4HANA DW Virtualization

Places restricting travel because of the Outbreak

- Bans all foreign visitors
- Bans travel from various places with confirmed cases
- Other restrictions

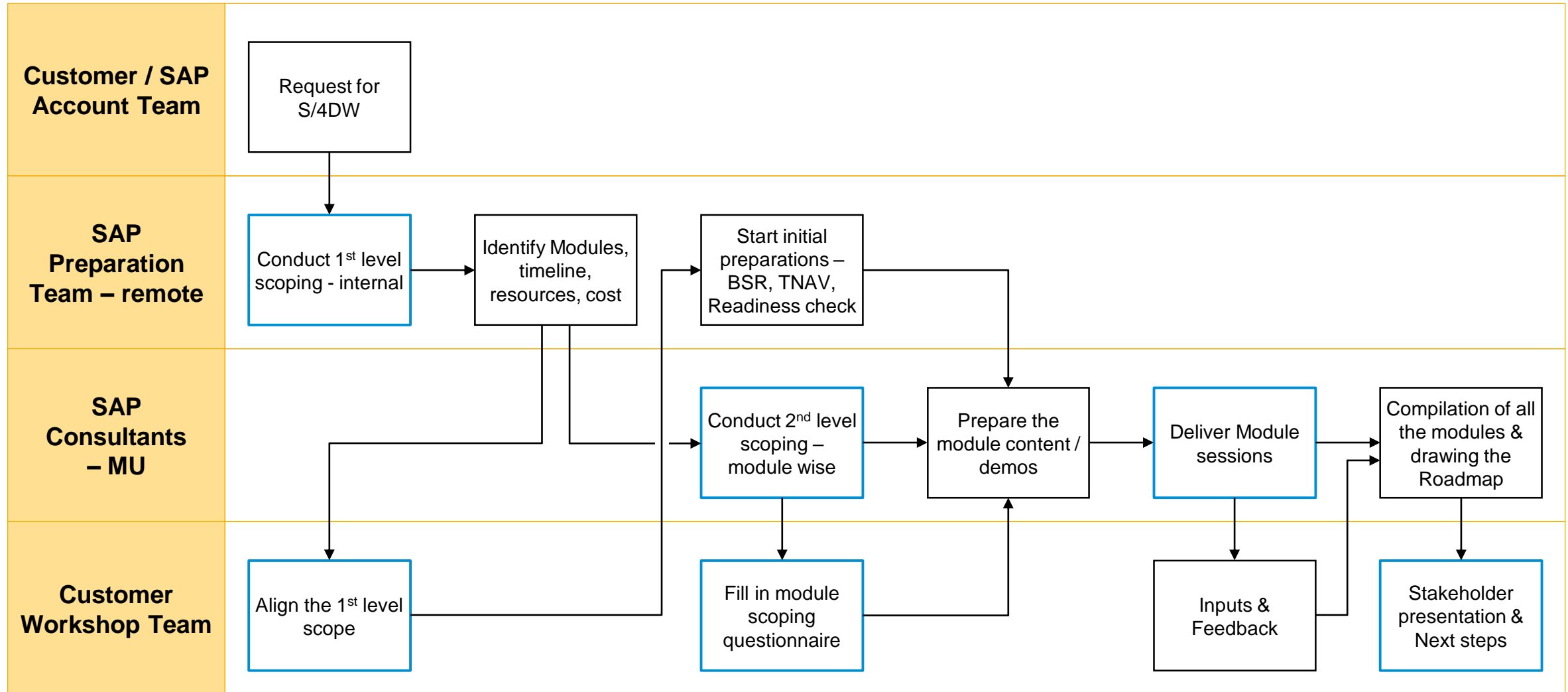


Source: Bloomberg report: as of April 3, 2020, 10:45 PM GMT+5:30

S/4HANA DW Virtualization – Key is modularization & detailed scoping

	WHY	WHAT	HOW
1 st level scoping	A1. Digital Enterprise vision A2. Business Value Proposition	B1. Finance B2. Order to Cash B3. Procure to Pay B4. Plan to Manufacture B5. Request to Service B6. HR	C1. S/4HANA Architecture C2. S/4HANA Transition C3. Roadmap
2 nd level scoping	<div>Inputs</div> <p><Strategic priorities, BSR, Spotlight, TNAV, ></p>	<div>Virtualized delivery of the module – e.g. Business Value Proposition</div> <p><Industry & Customer research, peer analysis, assimilation of BSR, Spotlight, TNAV inputs></p>	<div>Outputs</div> <p><Business value, heat map, value drivers Virtual presentation, validation & feedback></p>

S/4HANA DW – Virtualized delivery workflow

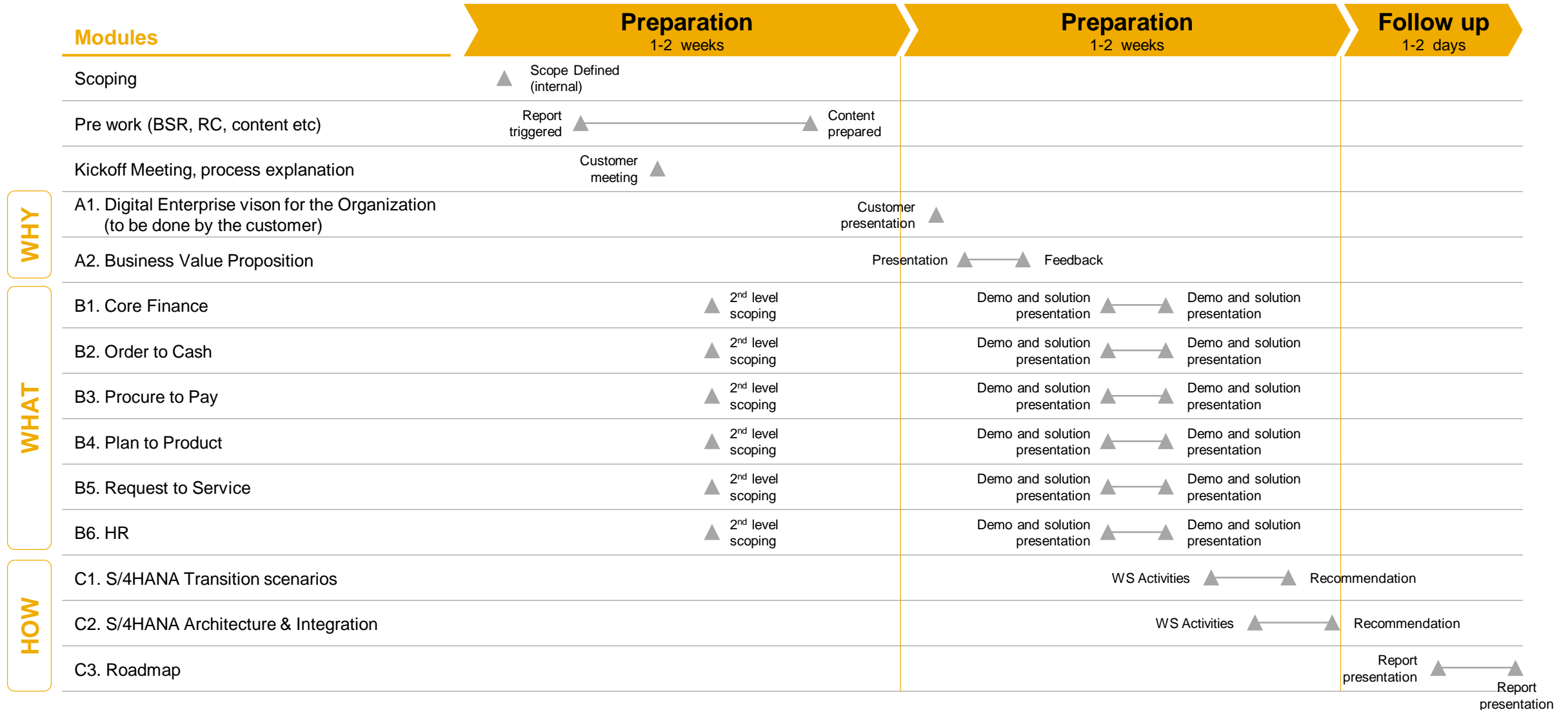


Standard Virtualized Approach

S/4HANA DW Virtualization – Module Details

Modules	Input	Key Activities	Output
A1. Digital Enterprise vision for the Organization (to be done by the customer)	<ul style="list-style-type: none"> Customer business overview from account team, SAP PoVs 	<ul style="list-style-type: none"> Customer research, Presentation - Future of Enterprise (SAP), Customer presentation – business overview (Customer) 	<ul style="list-style-type: none"> Setting the context for the workshop flow with SAP and customer input
A2. Business Value Proposition	<ul style="list-style-type: none"> Customer Strategic priorities, BSR, Spotlight, TNAV 	<ul style="list-style-type: none"> Industry & Customer research, peer analysis, assimilation of BSR, Spotlight, TNAV inputs 	<ul style="list-style-type: none"> Business value, heat map, value drivers Virtual presentation, validation & feedback
B1. Core Finance	<ul style="list-style-type: none"> BSR, Benefit/Pain points survey 	<ul style="list-style-type: none"> Solution demo, capture benefit and feasibility at capability level 	<ul style="list-style-type: none"> Benefit feasibility analysis
B2. Order to Cash	<ul style="list-style-type: none"> BSR, Benefit/Pain points survey 	<ul style="list-style-type: none"> Solution demo, capture benefit and feasibility at capability level 	<ul style="list-style-type: none"> Benefit feasibility analysis
B3. Procure to Pay	<ul style="list-style-type: none"> BSR, Benefit/Pain points survey 	<ul style="list-style-type: none"> Solution demo, capture benefit and feasibility at capability level 	<ul style="list-style-type: none"> Benefit feasibility analysis
B4. Plan to Product	<ul style="list-style-type: none"> BSR, Benefit/Pain points survey 	<ul style="list-style-type: none"> Solution demo, capture benefit and feasibility at capability level 	<ul style="list-style-type: none"> Benefit feasibility analysis
B5. Request to Service	<ul style="list-style-type: none"> BSR, Benefit/Pain points survey 	<ul style="list-style-type: none"> Solution demo, capture benefit and feasibility at capability level 	<ul style="list-style-type: none"> Benefit feasibility analysis
B6. HR	<ul style="list-style-type: none"> BSR, Benefit/Pain points survey 	<ul style="list-style-type: none"> Solution demo, capture benefit and feasibility at capability level 	<ul style="list-style-type: none"> Benefit feasibility analysis
C1. S/4HANA Transition scenarios	<ul style="list-style-type: none"> Readiness Check, Decision criteria check point 	<ul style="list-style-type: none"> S/4HANA Transition scenarios and deployment options 	<ul style="list-style-type: none"> Recommended S/4HANA Transition scenarios
C2. S/4HANA Architecture & Integration	<ul style="list-style-type: none"> TNav, BSR, Readiness Check 	<ul style="list-style-type: none"> Overview S/4HANA Business areas & capabilities enabling strategic priorities and value drivers 	<ul style="list-style-type: none"> To Be architecture (high level)
C3. Roadmap	<ul style="list-style-type: none"> Output of A1, A2, B1/B2/B3/B4/B5, C1 and C2 	<ul style="list-style-type: none"> Assimilation of results of the sessions 	<ul style="list-style-type: none"> S/4HANA High level Roadmap

S/4HANA DW Virtualization (100% Remote) – Schedule



Templates and Tools

WHY?

Business view

Person for each process

Agree

Disagree

Need clarification

Not immediate priority

Person for role

Agree

Disagree

Need clarification

Not immediate priority

Person for task

Agree

Disagree

Need clarification

Not immediate priority

Person for role

Agree

Disagree

Need clarification

Not immediate priority

Person for task

Agree

Disagree

Need clarification

Not immediate priority

Person for role

Agree

Disagree

Need clarification

Not immediate priority

WHAT?

Solution view
(L3 level)

Order 2 Cash

Plz use sticky notes for comments/feedback

Business Area

Order & Contract Management

Sales Force Support

Sales Performance Management

Subscription Billing & Revenue Management

Prioritization

High

Low

Benefit

Low

High

FEASIBILITY

HOW?

Transformation view

Plz use sticky notes for comments/feedback

Process redesigning

Level of Process redesigning

Reluctant approach

On going

Deployment scenario

Source - target system with

Source - target system with

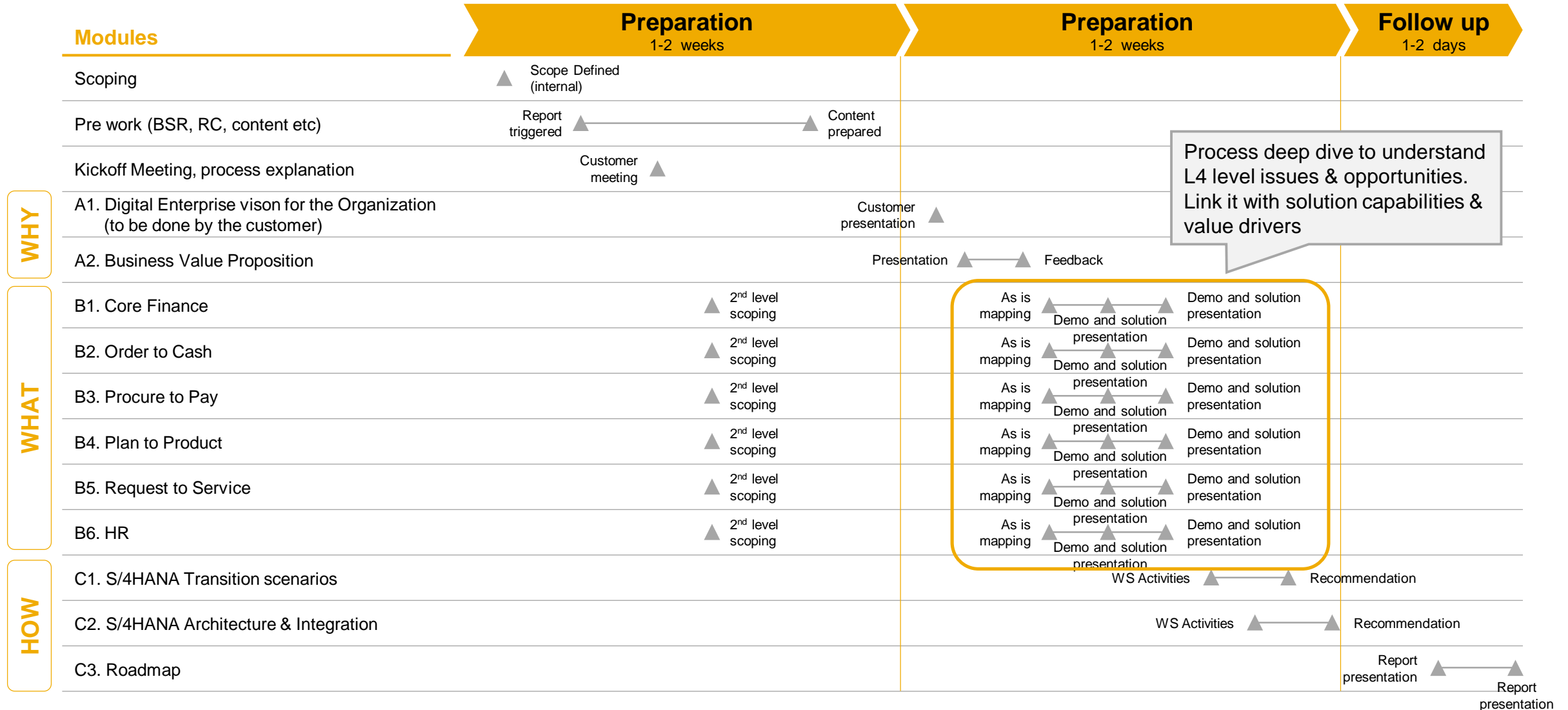


Process Deep Dive Virtualized Approach

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B2. Order to Cash	<ul style="list-style-type: none"> BSR, Benefit/Pain points survey 	<ul style="list-style-type: none"> As is mapping exercise, Solution demo, capture benefit and feasibility at capability level 	<ul style="list-style-type: none"> Benefit feasibility analysis
B3. Procure to Pay	<ul style="list-style-type: none"> BSR, Benefit/Pain points survey 	<ul style="list-style-type: none"> As is mapping exercise, Solution demo, capture benefit and feasibility at capability level 	<ul style="list-style-type: none"> Benefit feasibility analysis
B4. Plan to Product	<ul style="list-style-type: none"> BSR, Benefit/Pain points survey 	<ul style="list-style-type: none"> As is mapping exercise, Solution demo, capture benefit and feasibility at capability level 	<ul style="list-style-type: none"> Benefit feasibility analysis
B5. Request to Service	<ul style="list-style-type: none"> BSR, Benefit/Pain points survey 	<ul style="list-style-type: none"> As is mapping exercise, Solution demo, capture benefit and feasibility at capability level 	<ul style="list-style-type: none"> Benefit feasibility analysis
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Templates and Tools

WHY?

Business view

Needs for SAP Process

Agree

Disagree

Need clarification

Not immediate priority

Needs for SAP

Agree

Disagree

Need clarification

Not immediate priority

Needs for SAP

Agree

Disagree

Need clarification

Not immediate priority

Needs for SAP

Agree

Disagree

Need clarification

Not immediate priority

Needs for SAP

Agree

Disagree

Need clarification

Not immediate priority

Needs for SAP

Agree

Disagree

Need clarification

Not immediate priority

WHAT?

Solution view
(L4 level)

Accounting & Financial Close

Findings & benchmark

Reference

Issues

Gaps

Future requirements

Critical Success Factor

Prioritization

High

Low

Benefit

FEASIBILITY

Low

High

HOW?

Transformation view

Plz use sticky notes for comments/feedback

Process reengineering

Level of Process reengineering

Relevant approach

Deployment scenarios

Source - target system with

Source - target system with



Thank you...

Sundar Kesava Iyer

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