Join the
SAP S/4HANA Movement

Unlock the value of the age of intelligence

Bjoern Braemer, Head of SAP S/4HANA Movement
September 2019

THE BEST RUN **SAP**

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A standardized Customer Journey approach
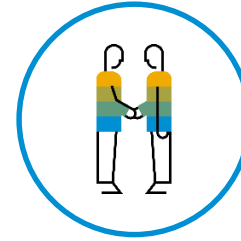Accelerate SAP S/4HANA adoption

Define your strategy

Plan the engagement
and get executive buy-in

Make your case

Where and how will we
realize our ROI?

Consider your options

What is our plan for
deployment?

Build your future

Which best practices help
ensure success?

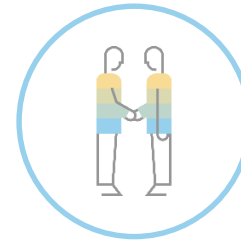# A standardized Customer Journey approach
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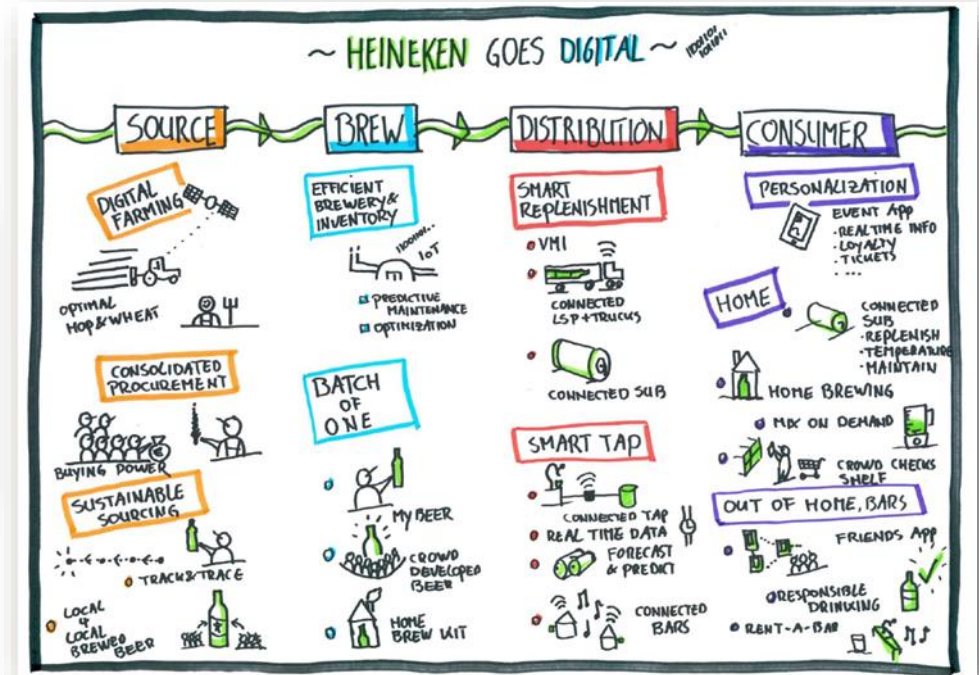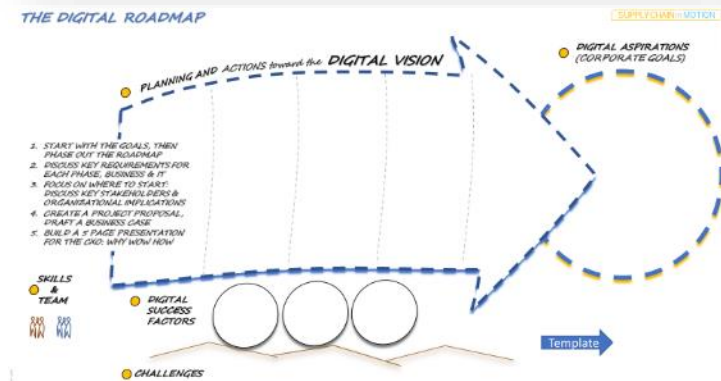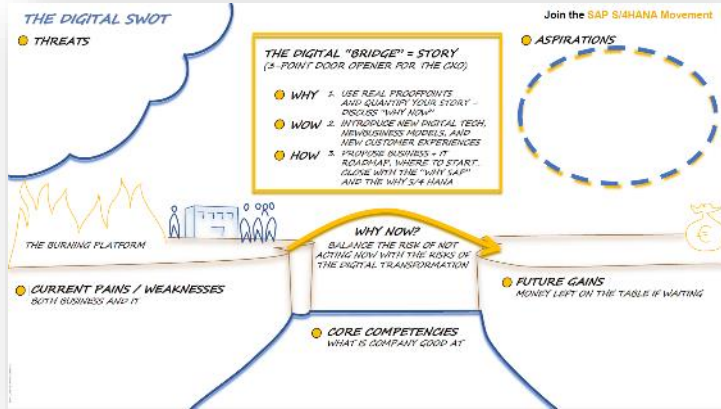
What is our plan for deployment?

Build your future

Which best practices help ensure success?
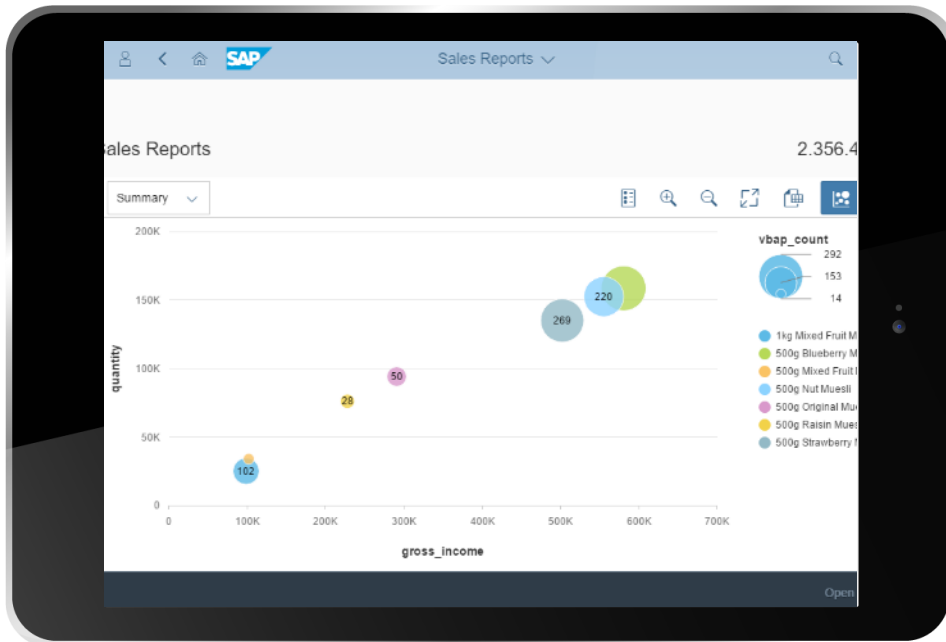
SAP S/4HANA Move in Motion Events

Design-Thinking event with multiple customers discovering the digital transformation
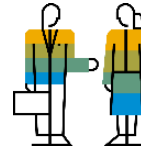
SAP S/4HANA Simulation Game

Experience the power of real-time enterprise collaboration in a fun environment. Players compete against each other, in groups of 10-25, to discover first-hand how SAP S/4HANA solutions can help you run better.

Become familiar with SAP S/4HANA and the SAP Fiori user interface

Interact with suppliers and customers by sending and receiving purchase and sales orders

**Deliver products** and complete the full cash-to-cash cycle

Use SAP reports and transactions to make business decisions that ensure profitability

React to the changes in the marketplace and beat the competition

SAP S/4HANA Cards Game

The S/4HANA Cards Game is an experiential learning vehicle to drive S/4HANA high-level scope & value discovery in a fun, interactive & empathetic approach while adding relevant business value.
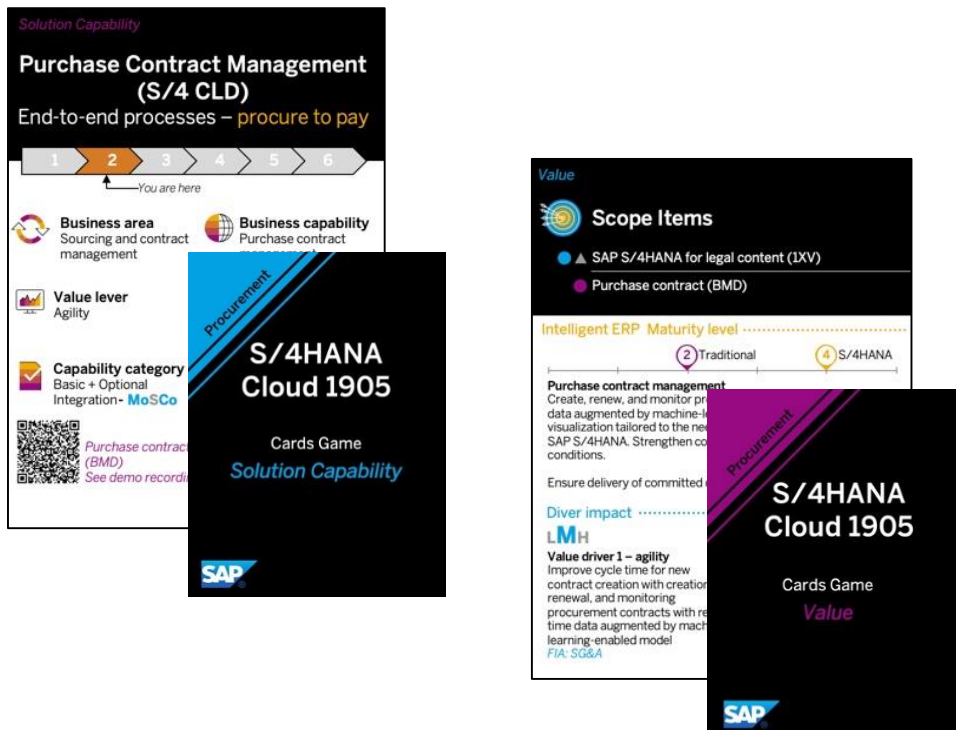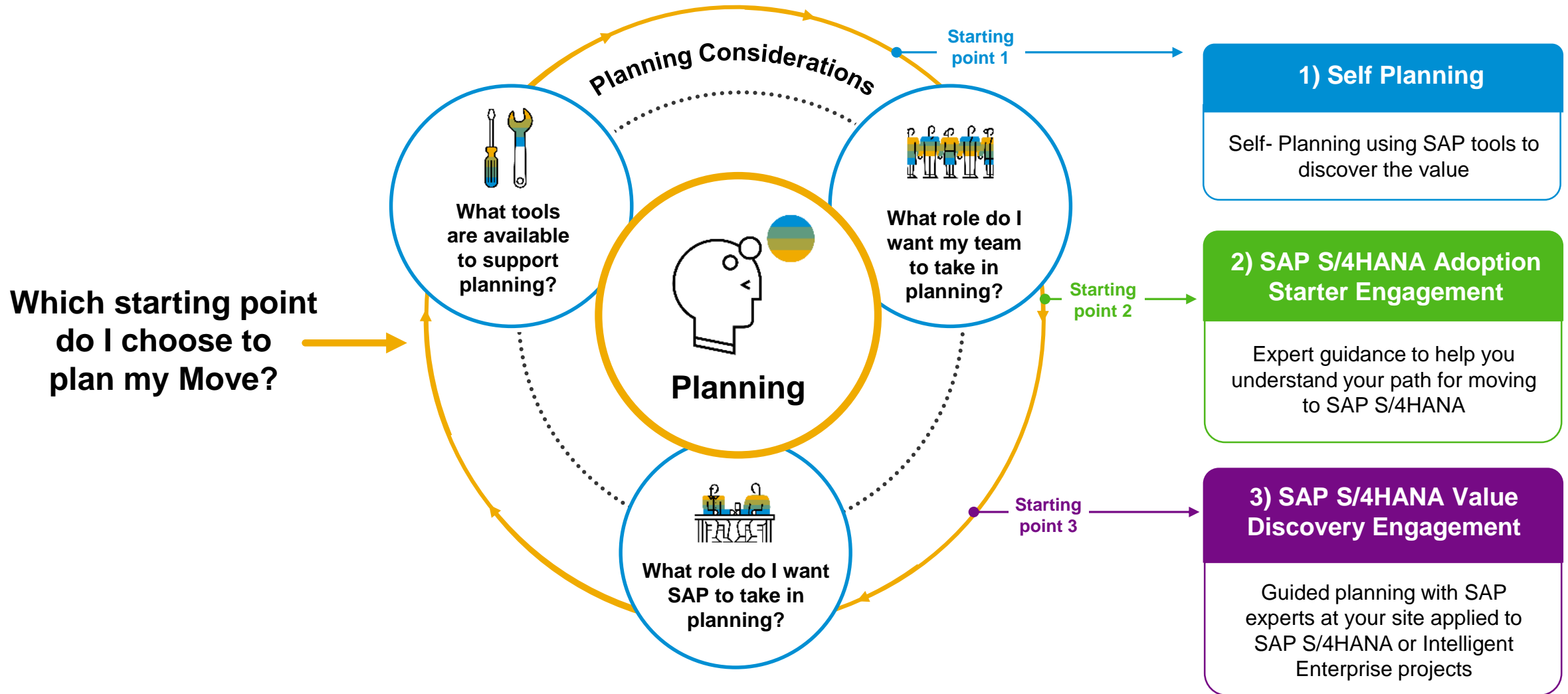

Top reasons to play the game

- Quick, Interactive, Engaging & Fun
- Focus on end to end process
- Brings Product & Business Value Together
- Highlights Innovations/Scenarios
- Customer driven approach
- Targets Diverse Customer Personas
- Visual & Tangible Takeaways

Make your case

Customers can choose one of three starting points that best suits them

Which starting point do I choose to plan my Move?

Planning Considerations

What tools are available to support planning?

What role do I want my team to take in planning?

What role do I want SAP to take in planning?

Planning

Starting point 1 → **1) Self Planning**

Self- Planning using SAP tools to discover the value

Starting point 2 → **2) SAP S/4HANA Adoption Starter Engagement**

Expert guidance to help you understand your path for moving to SAP S/4HANA

Starting point 3 → **3) SAP S/4HANA Value Discovery Engagement**

Guided planning with SAP experts at your site applied to SAP S/4HANA or Intelligent Enterprise projects

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Plan your Move to SAP S/4HANA with the SAP Value Discovery Tools

Business Scenario Recommendations for SAP S/4HANA

This free report leverages information on your current SAP usage to help you immediately identify business scenarios that would benefit most from SAP S/4HANA and how digitalization of those areas can transform your business.

SAP S/4HANA Readiness Check

The SAP Readiness Check tool for SAP S/4HANA helps customers check aspects of their implementation of the SAP ERP application, version 6.x, so they can gain the confidence to go forward with migrating to SAP S/4HANA.

SAP Transformation Navigator

The Transformation Navigator helps customers assess key aspects of their business requirements and technical environment to build the case and road map for moving to SAP S/4HANA.

SAP Business Scenario Recommendations (next generation)
## Secure business buy-in for the MOVE to SAP S/4HANA

When to use?

- To answer the customers' question: "**Why move** to SAP S/4HANA?"

- **Get buy-in from business executives** for SAP S/4HANA

What are the benefits?

- Know where **to start your journey**

- Build a strong case for SAP S/4HANA

How to?

- Extract data and submit your request: www.s4hana.com

- Review the report with you business stakeholders, identify most valuable business scenarios

- Take advantage of the offer **free of charge**
  (for customers with a maintenance contract with SAP)
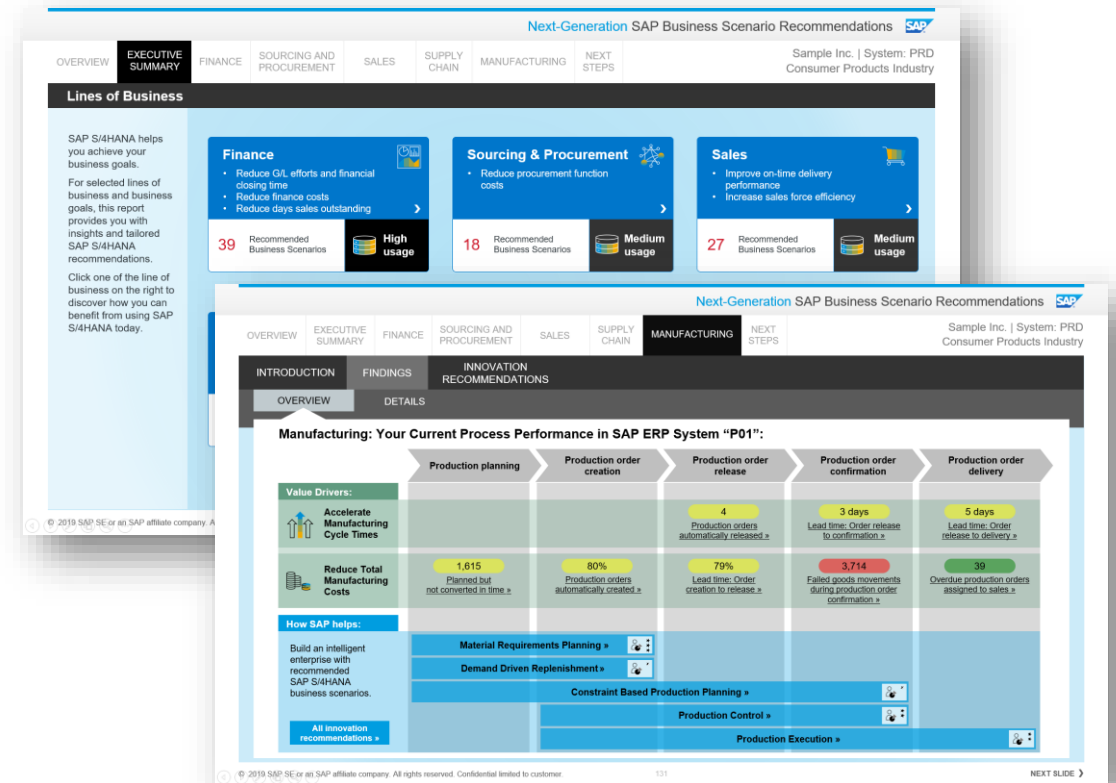
SAP Transformation Navigator
Generates company-specific product map & guides

Current product list
Pre-filled from support profile
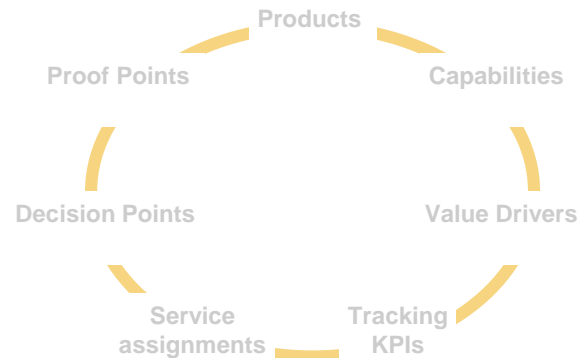
Business needs
Selected from capability catalog

IT-strategy
Prompted decision points,
such as cloud preference

SAP Transformation Navigator
Clear Guidance to the Intelligent Enterprise

Get started on your transformation journey

We'll help you choose the right SAP products and
solutions for your journey to the Intelligent Enterprise.

Select | **Navigate** | **Display** | **Share**

Products

Proof Points

Capabilities

Decision Points

Value Drivers

Service
assignments

Tracking
KPIs

Business guide – why?

- Value drivers
- Aspiration ranges
- Tracking KPIs

Technical guide – what?

- Industry reference map
- Product recommendations
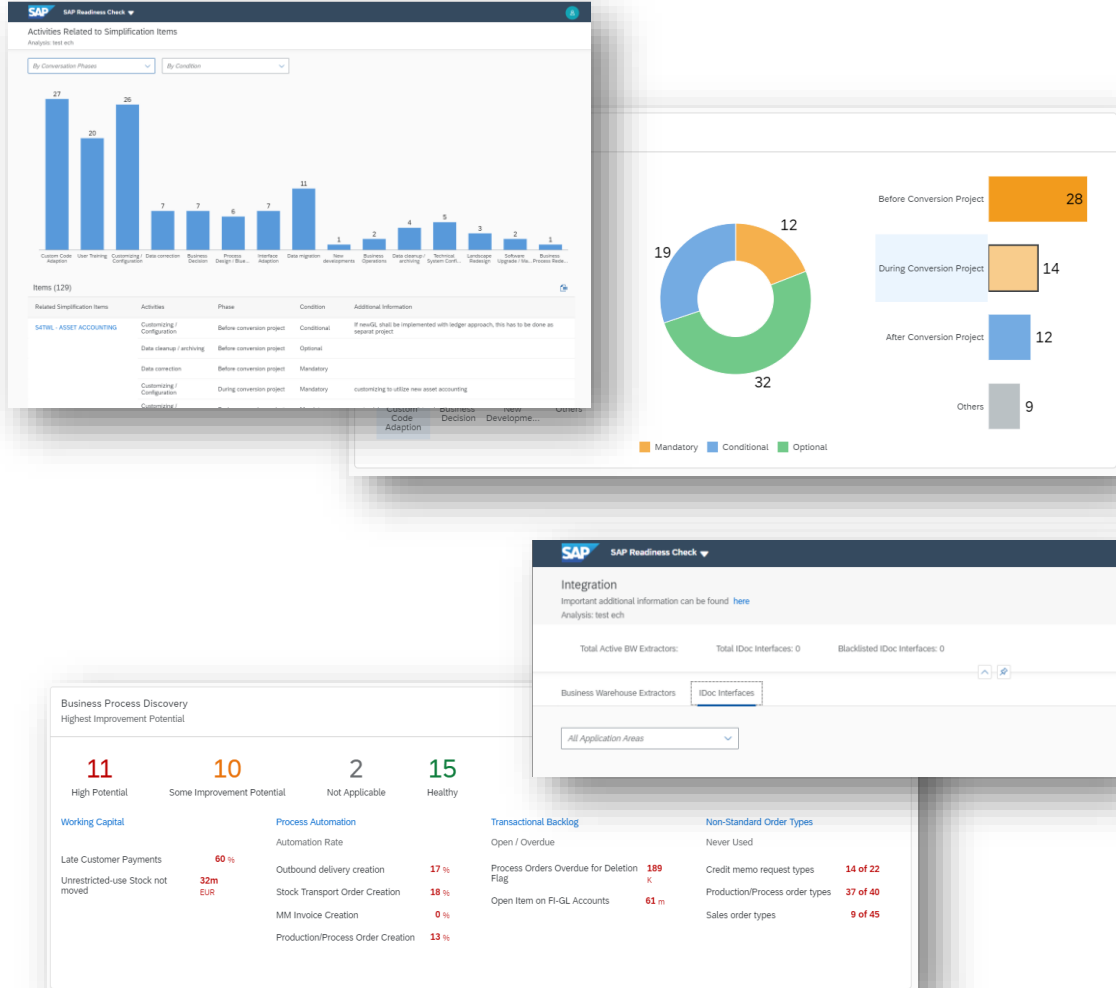- Decision points

Transformation guide – how?

- Transition types
- License policies
- Services

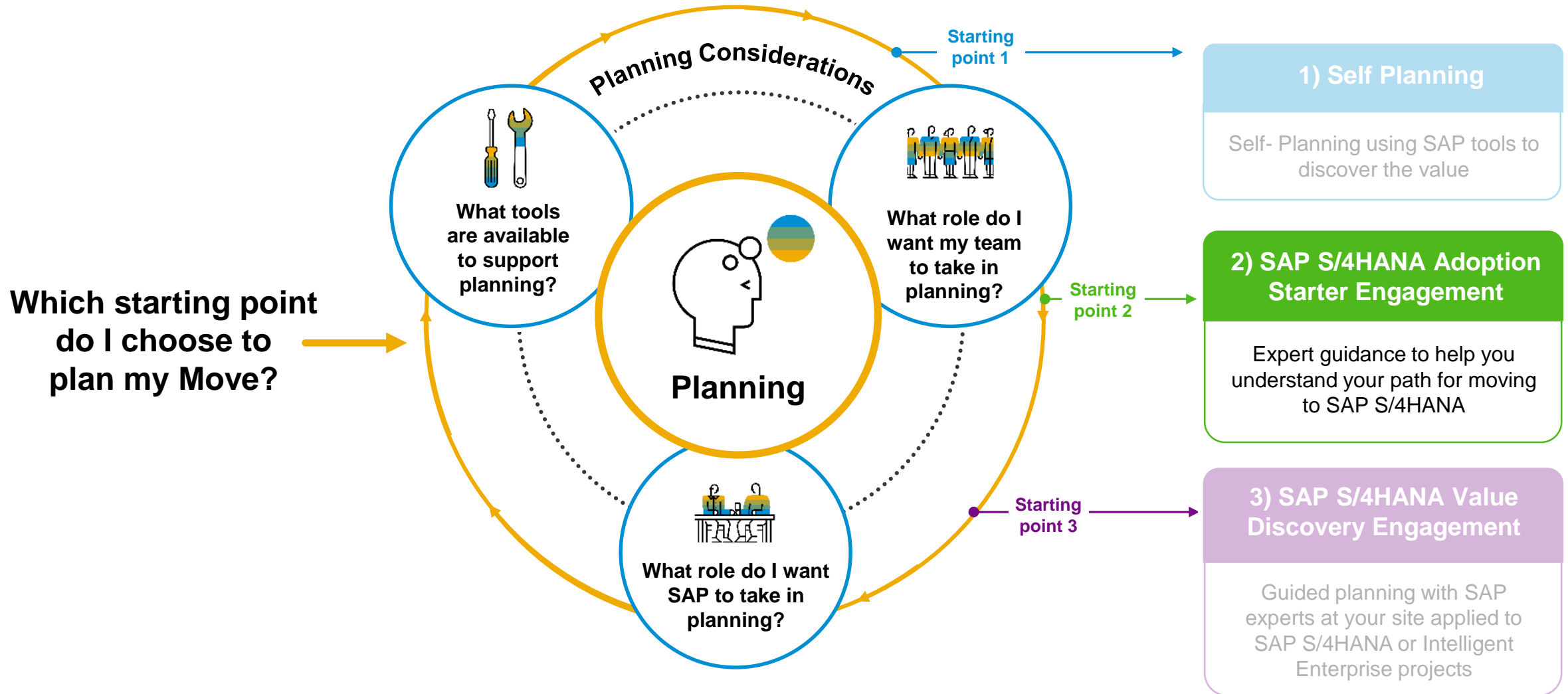# SAP S/4HANA Readiness Check
Version 2.0 highlights

- **In-depth analysis** of simplification items & work break-down by project phase

- Interactive SAP S/4HANA **sizing simulation**

- Improved SAP **Fiori recommendations** - grouping by Fiori roles, highlighting the „Lighthouse" SAP Fiori Apps

- **Business process discovery** – top relevant Process Performance Indicators (automation, transactional backlog, throughput, process failures); also used by SAP NextGen BSR

- **Interface analysis** replaces a tedious manual analysis of all IDOC interfaces in a system.

…AND MORE!

Demo

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SAP S/4HANA Adoption Starter Engagement

Self-service, guided planning with remote support from SAP experts

Create your transformation plan 1.0 following an organized, sequenced, and action-ready approach

Business Evaluation – Why?

Innovation Case & Efficiency Case

- Industry innovation trends
- Relevant innovation scenarios
- Relevant value drivers and aspirations
- Future capabilities
- Baseline results and tracking approach
- Effort estimate

Technical Evaluation – What?

Target Products & Target Instances

- Midterm target architecture
- Scope-based product recommendations
- Definition of digital core
- Instance consolidation plan
- Technical preparation needs such as custom code and simplification
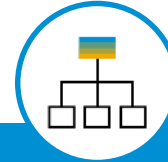
Transformation Evaluation – How?

Approach & Sequencing of Project Plans

- Conversion vs. greenfield
- Single step vs. multistep
- Alignment with business requirements such as downtime reduction
- Sequencing of product transitions
- Sequencing of instance transitions

Business Case and Road Map Tools

Expert Advice and Guidance Delivered Remotely in a Collaborative Virtual Environment

Adoption Starter Pilots have proven highly scalable approach with a standardized output

Sample results report can be downloaded at: https://webinars.sap.com/s4-hana-adoption-starter-reg-platform/en/downloadcentre

Transformation Plan 1.0 – Management Summary

WHY? Business evaluation

Innovation Case

Analysis result

- Based on the SAP Innovation point of view, XXX innovation scenarios selected for further evaluation. The scenarios reach from Optimize (e.g. XXX) to Extend (e.g. XXX) to Transform (e.g. XXX)

Conclusion

- Topics identified deeper analysis will be done in next project steps

Efficiency Case

Analysis result

- XXX significant value driver identified based on reference improvements seen by other SAP customers (e.g. XXX)

- Analysis of the current performance shows significant improvement opportunity in XXX (XX€), XXX (XXX%)

- A Quick Value assessment shows a positive business case of xxx potential cumulative value with manufacturing costs, inventory and DSO as the main drivers

- Compared to a reference project, the transition is assessed to have a positive TCO impact of -XXX% – mainly based on XXX

Conclusion

- The QVA needs to be validated

Next steps / action items	• Xxxx	• Xxxx	• Xxxx
	• xxx	• xxx	• xxx

Business Process Discovery: Summary of improvement potential at <customer>

Optimization of Business / Value Driver		Increase Process Efficiency / Reduce TCO		SAP S/4HANA readiness / Support foundation for digital transition		Reduce Complexity	
Lead time from customer item creation to clearing	51d	Automation Rate: Sales order creation	20%	Sales orders open & overdue for delivery	8k	Sales order type never used	5 of 30
Late customer payments	50%	Automation Rate: Outbound delivery creation	13%	Outbound Deliveries overdue for GI posting	8k	Return order type never used	1 of 0
Early vendor payments	43%	Automation Rate: SD invoice creation	82%	Open & Overdue customer items in FI-AR	10k	Credit memo request type never used	0 of 2
Unrestricted-use stock not moved	>47m	Automation Rate: Purchase Requisition creation	65%	Open & overdue purchase requisitions	11.6k	Debit memo request type never used	0 of 3
				Open & overdue purchase order items	13k	Production order type never used	0 of 0
		Automation Rate: Purchase order creation	10%	Open & overdue vendor items in FI-AP	65k	Order type usage in PM / CS orders	0 of 2
Sales order stock not moved	0,9m			Production/Process orders overdue for deletion flag	627k	Materials w/o required purchasing source list entry	0
		Automation Rate: MM invoice creation	69%	PM orders in phase 'released'	29k	Config. check: Suggest 'delivery completed' flag	0
				Open items on FI-GL accounts	713k		
Customer consignment stock not moved	1m	Automation Rate: Production/Process order creation	13%	Inbound Deliveries overdue for GR posting	0	Config. check: Document Flow Update from MM to LE	3
				Shipments without completion	3,6k		

High potential seen for DSO, DPO, and DII. 50% of customer payments are cleared late. 43% of vendor payments are cleared early. €47 million unrestricted-use stock have not been moved for 6 months or more.	Opportunity to reduce TCO by improving automation rates.	High backlogs in FI-AP, manufacturing, and FI-GL.	The limited number of customer-specific sales documents is frequently used.

Transformation Plan 1.0 – Management Summary

WHAT? Technical evaluation

Target Products

Analysis result   Conclusion

- Current architecture approach of single global instances also seen as future state   • XXX

- Main product recommendations to shift from ERP to S/4 and XXX, overall XXX recommended products.
- XXX currently used ERP capabilities not yet with confirmed coverage by recommended landscape (further analysis recommended). XXX additionally required capabilities selected for the recommended landscape.

Target Instances

Analysis result   Conclusion

- Technical analysis (readiness check) results: • XXX
  - Add-on compatibility XXX unkown items from several 3rd party vendors
  - High number of XXX relevant simplification items (deep dive analysis recommended)
    High number of custom code to be adapted (deep dive analysis recommended)
  - Initial memory requirement for HANA is ~XXXTB without future growth considered. Fits very well into currently available single hardware nodes.

| **Next steps / action items** | • Xxxx | • Xxxx | • Xxxx |
| | • xxx | • xxx | • xxx |

Target Architecture Evolution

Current Architecture

By Region (different Landscapes)
➔ Multiple regions

Americas	EMEA	APJ
ERP — BW	ERP	ERP — SRM
APO	CRM APO	CRM APO
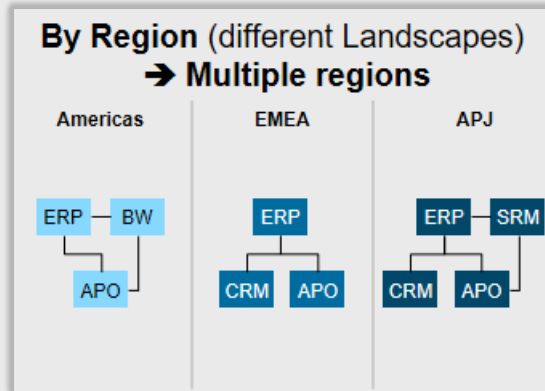
Consolidate Regions

Consolidate Features

Target Architecture

Single (global) Landscape

BW
ERP
CRM APO
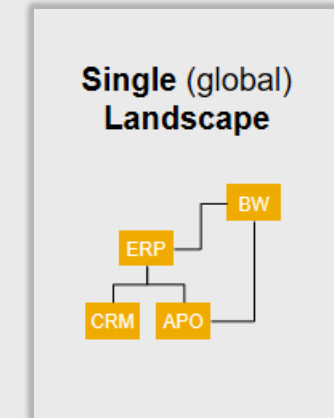
Characteristics of current Architecture

- 2 central systems for North America and Europe
- HR Split between Core HR in SAP ERP and SAP SuccessFactors
- Satellite Systems (Global) for Supply Chain, Procurement and Warehouse Management

Characteristics of target Architecture

- Consolidation of Core systems into 1 single instance
- Complete move to SAP SuccessFactors
- Integrate Satellite Systems into Core as much as possible

Cloud Recommendation

A 2x2 matrix with axes "Motivation of functional area to invest in Digital Transformation" (vertical) and "Need for Differentiation" (horizontal).

- Top-left quadrant: **Cloud**
- Top-right quadrant: **On Premise** — contains Manufacturing, R&D/ Engineering
- Bottom-left quadrant: **Cloud** — contains Finance (straddling top-left and bottom-left), Human Resources
- Bottom-right quadrant: **Cloud + SAP Cloud Platform** — contains Procurement, Sales, Commerce, Supply Chain

Implication:

- Supply Chain: Mismatch between Need for Differentiation / motivation to invest in Digital Transformation → Clarification needed

- Switch entirely Human Resources to SAP SuccessFactors if possible

- Only 2 functional areas require OnPremise due to need for differentiation. Discuss possible scenarios, e.g. Functional split

Transformation Plan 1.0 – Management Summary

HOW? Transformation evaluation

Approach

Analysis result	Conclusion
● Conversion vs. Greenfield evaluation shows tendency for XXX (1. XXX, 2. XXX) ● Given current landscape complexity target to execute in single step	● XXX

Sequencing

Analysis result	Conclusion

● Public cloud transitions planned for
● Conversion cycles of ERP to S/4 move:
   ■ PRD to HANA Sandbox
   ■ Dev to HANA Dev
   ■ QA to HANA QA
   ■ PRD Conversion
	● XXX

Project plan

Analysis result	Conclusion
< Overall Phasing Plan > < Additional Services planned for >	● XXX

Next steps / action items	● Xxxx	● Xxxx	● Xxxx
	● xxx	● xxx	● xxx

Conversion vs Greenfield: The seven "guiding" questions
Questions influencing the choice of the transition scenario to SAP S/4HANA

As answer to questions, position green marker in the fitting column (1-5)

New Implementation (left side label) / **System Conversion** (right side label)

	1	2	3	4	5
1 Can you move to SAP S/4HANA in a one-step procedure?				⬆	
	R/3 4.x	<ECC 6.x Non-Unicode			>=ECC 6.0X
2 Do your current business processes support long-term strategy of the company?			⬆		
	Redesign of core business processes				Current Processes are a good long term fit
3 Can you adopt the Best Practices to modernize Core Business Process? Or are you planning to take over existing custom applications?				⬆	
	Model Company / Back to Standard	Redevelop Custom Applications			Take over custom
4 Is Landscape consolidation a key value driver for S/4 adoption?				⬆	
	4+ systems to consolidate	3	2	No Consolidation 1:1	
5 Do you require previous transactional data available in S/4?				⬆	
	No				Yes
6 Technical / IT funded project or Business funded project				⬆	
	Business				IT
7 Number of interfaces to other systems (Non-SAP and SAP)			⬆		
	few/little complexity				Many/high complexity

Detailed timeline for SAP S/4HANA implementation – conversion

Conversion Cycles

Cycle 1	Cycle 2	Cycle 3	Cycle 6	Cycle 5	Cycle 6

PRD to SAP S/4HANA "Sandbox"

Source / Target

P01 Copy → P01 HW

Steps

a) Homogeneous system copy of P01 to PH1

b) Conversion of PH1 to targeted end-state

Purpose

- Test software installation, HANA migration, SAP S/4HANA data model conversion with a production copy
- Configure, Test SAP S/4HANA
- Create a conversion cookbook
- Execute multiple technical iterations to become familiar with the process of converting the production system (if required)

DEV to SAP S/4HANA DEV

Source / Target

D01 → D01

Steps

a) Homogeneous system copy of D01 to DT1

b) Conversion of D01 to targeted end-state

Purpose

- Build temporary production support development environment (DT1)
- Establish SAP S/4HANA development environment (D01)
- Configure, Test SAP S/4HANA
- Refine cookbook

Note

- Conversion steps will differ from production

QA to SAP S/4HANA QA

Source / Target

Q01 → Q01

Steps

a) Homogeneous system copy of Q01 to QT1

b) Conversion of Q01 to targeted end-state

Purpose

- Build temporary production support quality assurance environment (QT1)
- Establish SAP S/4HANA QA environment (Q01)
- Enhance cookbook
- Testing environment:
  - Integration
  - Functional regression
  - Operational readiness
  - User acceptance

PRD to SAP S/4HANA "Sandbox"

Source / Target

P01 Copy → P01 HW

Steps

a) Homogeneous system copy of P01 to PH1

b) Conversion of PH1 to targeted end-state

Purpose

- Mock cutover
- Optimize/verify E2E business downtime
- Finalize cookbook
- Finalize cutover plan
- Testing environment:
  - Infrastructure testing
  - Post-cutover operational performance testing

PRD to SAP S/4HANA "Sandbox"

Source / Target

P01 Copy → P01 HW

Steps

a) Homogeneous system copy of P01 to PH1

b) Conversion of PH1 to targeted end-state

Purpose

- Final dress rehearsal
- Validate E2E business downtime
- Validate final cookbook
- Validate cutover plan

PRD Conversion

Source / Target

P01 → P01

Steps

Conversion of P01 to targeted end-state

Purpose

- Establish new SAP S/4HANA PRD environment

Note

- Execute end-to-end (E2E) business downtime precisely as defined within the cutover plan
- Execute technical steps precisely as defined in the cookbook

Fast Track – Overview

Planning	Exploration / Trial	Implementation

SAP Adoption Starter

Fast Track*
Get your first hands-on experience of SAP S/4HANA with guidance from SAP.

**Premium Success
Project Success**

- Providing clear guidance and support for the customer SAP S/4HANA design journey
- Helps customers to structure and assess their transformation in a 90 day format

SAP OFFERING

- Provisioning of SAP S/4HANA Trial Appliance for 8 weeks
- Preconfigured SAP S/4HANA software to gain experience
- Enablement sessions for Business as well as IT including self-study exercises

FOR WHOM

- Customers with little hands-on experience of SAP S/4HANA
- Customers who want to experience SAP S/4HANA before configuring their own Sandbox
- Customers who want to easily get an SAP S/4HANA experience from IT as well as Business standpoint

- SAP Value Assurance
- SAP Advanced Deployment
- SAP MaxAttention
- SAP ActiveAttention
- SAP Model Company

* currently in pilot mode

Fast Track – Overview

Customer receives S/4HANA system for 2 months together with regular enablement sessions

- 1:n service delivery approach - up to 10 customers build 1 class
- S/4HANA system gets deployed in customer's cloud account. Customer is responsible for the hosting environment
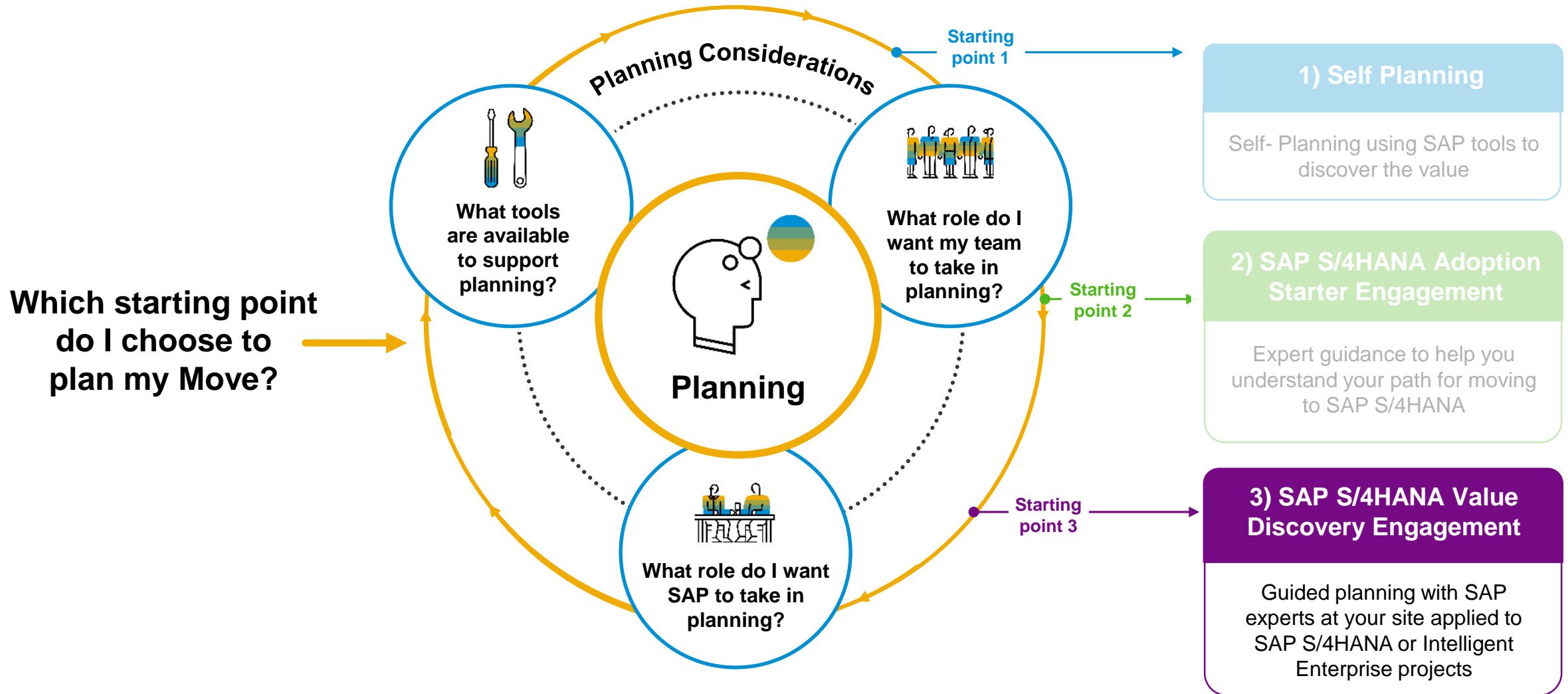- 15 Enablement sessions for business and IT

Customer to prepare cloud account	2 months								
	week 1	week 2	week 3		week 4	week 5	week 6	week 7	week 8
	preconfigured SAP S/4 HANA system, Fully-Activated Appliance								
	1 session	2 sessions	3 sessions	2 sessions	4 sessions	3 sessions			1 session
	SAP S/4HANA deployment	UX Strategy & SAP Fiori Configuration	Overview on SAP S/4HANA Finance	Database Administration & Operations	Overview on SAP S/4HANA Logistics	SAP HANA Modelling	*Time for repetition to deepen knowledge*	*Time for repetition to deepen knowledge*	Feedback & Wrap Up

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SAP S/4HANA Value Discovery Engagement

One-to-one guided planning with SAP experts at your site

Create your transformation plan and implementation plan with our experts working alongside your team

Business Evaluation – Why?

Innovation Case & Efficiency Case

- Industry digital trends
- Customer strategic priorities
- Relevant innovation scenarios
- Relevant value drivers and aspirations
- Heat map analysis leading to transformation agenda
- Future capabilities
- Effort estimate

Technical Evaluation – What?

Target Products & Target Instances

- Enterprise process capability demonstration – core processes
- Alignment with business requirements and capabilities
- Process benefit articulation
- Capability – product feasibility mapping
- System recommendation
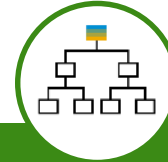
Transformation Evaluation – How?

Approach & Sequencing of Project Plans

- Readiness assessment including customer code and simplification
- End state architecture definition
- Transition decision – system conversion vs. greenfield
- Implementation guidance and effort estimation
- Sequencing of transition – SAP S/4HANA roadmap
- Your specific implementation plan

Business Case and Road Map Tools

Expert Advice and Guidance Delivered via On-site Workshop

Discovery workshop for SAP S/4HANA
Workshop steps & deliverables

Pre Discovery

1. Transformation Navigator
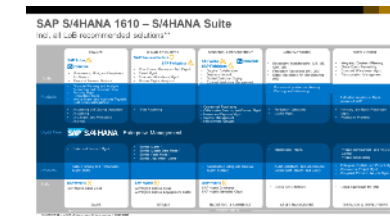
Why

2. Introduction & Initial Business Value Proposition (IBVP)

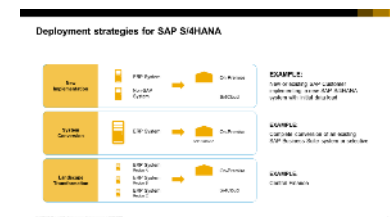3. Digital imperative – enable the digital enterprise with SAP S/4HANA
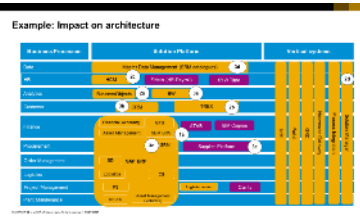
What

4. SAP S/4HANA introduction per business area

5. Quick Value Assessment (QVA)

6. Readiness

7. Transition Scenarios

8. Architecture & integration

9. Implementation
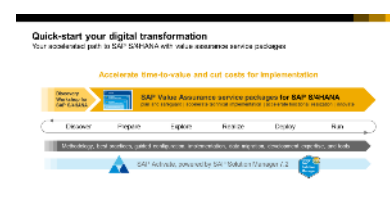
10. Roadmap

How

Q2 2019 Enhancement: Innovation scenario checks to be included

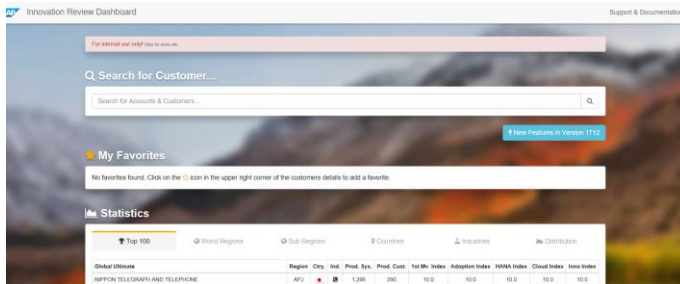# Deliver SAP S/4HANA Roadmaps
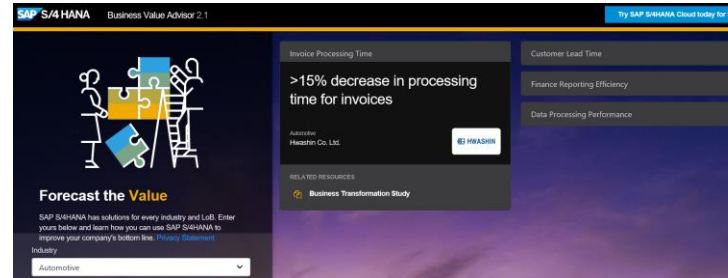## Tools & Reports

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
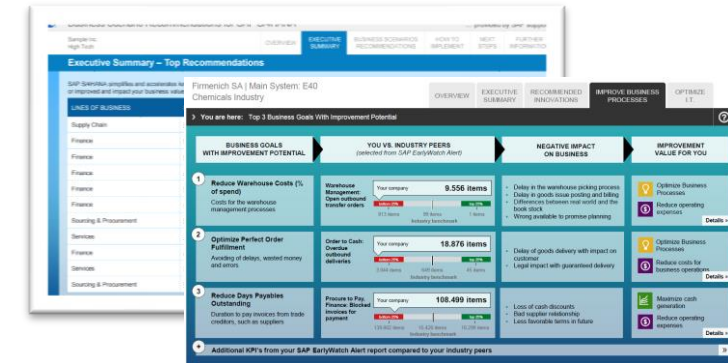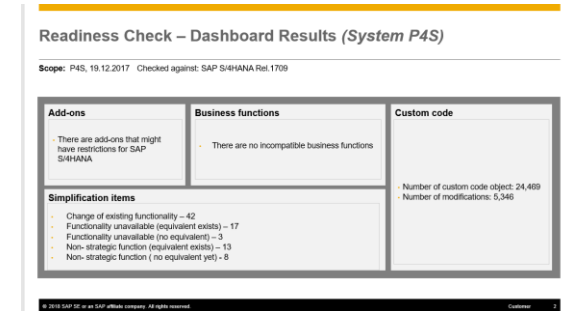
VLM Tool

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

Discovery workshop for SAP S/4HANA
S/4HANA DW T-shirt Sizing

	Basic DW		Extended DW		Full DW	
Target Customers	GB/Lower Key Geographic presence: Limited presence within same region		GB/Upper Key Geographic presence: Multiple location within same region		Upper Key/SCP Geographic presence: Multiple location ; Multiple regions	
DW Scope	3 end to end process areas 1 or 2 systems		4 end to end process areas 2 to 5 systems		5 end to end process areas Up to 10 systems	
Focus Topic	WHY + WHAT	HOW	WHY + WHAT	HOW	WHY + WHAT	HOW
Duration (onsite)	2 workshop days	1 workshop day	5 workshop days	2 workshop days	12 workshop days	5 workshop days
Onsite Effort* (PDs)	9-11	2-4	16-21	3-6	25-30	8-13
Backoffice Effort* (PDs)	3	1	4	2	5	2
Total Effort* (PDs)	**12 - 14**	**3 - 5**	**20 - 25**	**5 - 8**	**30 - 35**	**10 – 15**

* Efforts PDs are indicative. To be finalized during scoping.

SAP S/4HANA Adoption Starter & Value Discovery Engagement

|	Adoption Starter Engagement	Value Discovery Engagement
Engagement Type	Self-service guided planning with opt-in/out options and remote support from SAP experts	Fixed planning with select opt-out options and on-site support from SAP experts
Planning Outcome	Business case and road-map created by your team and validated by SAP experts	Enhanced business case and road-map with implementation plan recommendation
Engagement Duration	90-days or less (depending on options and your team's preparation)	25-30 business day average engagement including preparation
Offering Model	Included under the enterprise support agreement for your current SAP ERP	Delivered by SAP Digital Business Services & Partners as a service

A discovery engagement can be added to an adoption starter engagement to further refine your business case, road-map and plan.

Key Take Aways

➢ SAP offers different Value Discovery offerings for customers

➢ Customers can choose from three different starting points

➢ Common goal: Creation of a 1.0 transformation plan and implementation plan

➢ Transformation plan builds the basement for a successful Move

➢ The next webinar session is going to provide more details about "Consider your options"

Let's MOVE together

Digital Core
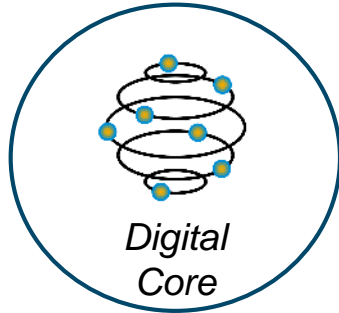
Intelligent Enterprise starts at the Core

Product capabilities ready for mass adoption and follows industry specific roadmaps
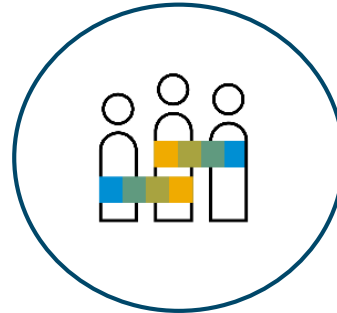
Possible already today: From a customer perspective

Leveraging more of the newer processes and capabilities by moving to SAP S/4HANA

No ERP customer is left behind!!

We need to support our customers accelerating the adoption of SAP S/4HANA and with this, becoming intelligent enterprises

Main Assets:

www.sap.com/jointhemovement

Contact us via:

S4MOVE@sap.com