Join the
SAP S/4HANA Movement
Unlock the value of the age of intelligence

Bjoern Braemer, Head of SAP S/4HANA Movement
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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
Accelerate SAP S/4HANA adoption

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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?
SAP S/4HANA Move in Motion Events
Design-Thinking event with multiple customers discovering the digital transformation
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
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
Customers can choose one of three starting points that best suits them:

1) Self Planning
   - Self-Planning using SAP tools to discover the value

2) SAP S/4HANA Adoption Starter Engagement
   - Expert guidance to help you understand your path for moving to SAP S/4HANA

3) SAP S/4HANA Value Discovery Engagement
   - Guided planning with SAP experts at your site applied to SAP S/4HANA or Intelligent Enterprise projects
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

1) Self Planning
Self-Planning using SAP tools to discover the value

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3) SAP S/4HANA Value Discovery Engagement
Guided planning with SAP experts at your site applied to SAP S/4HANA or Intelligent Enterprise projects
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

CUSTOMER INPUTS

Current product list
Pre-filled from support profile

Business needs
Selected from capability catalog

IT-strategy
Prompted decision points, such as cloud preference

TOOL OUTPUTS

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

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?

Which starting point do I choose to plan my Move?

1) Self Planning
Self-Planning using SAP tools to discover the value

2) SAP S/4HANA Adoption Starter Engagement
Expert guidance to help you understand your path for moving to SAP S/4HANA

3) SAP S/4HANA Value Discovery Engagement
Guided planning with SAP experts at your site applied to SAP S/4HANA or Intelligent Enterprise projects
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

- XXX
- xxx
- XXX
- xxx
- XXX
- xxx
<table>
<thead>
<tr>
<th>Optimization of Business / Value Driver</th>
<th>Increase Process Efficiency / Reduce TCO</th>
<th>SAP S/4HANA readiness / Support foundation for digital transition</th>
<th>Reduce Complexity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lead time from customer item creation to clearing</td>
<td>Automation Rate: Sales order creation 20%</td>
<td>Sales orders open &amp; overdue for delivery 8k</td>
<td>Sales order type never used 5 of 30</td>
</tr>
<tr>
<td>Late customer payments</td>
<td>Automation Rate: Outbound delivery creation 13%</td>
<td>Outbound Deliveries overdue for GI posting 8k</td>
<td>Return order type never used 1 of 0</td>
</tr>
<tr>
<td>Early vendor payments</td>
<td>Automation Rate: SD invoice creation 82%</td>
<td>Open &amp; Overdue customer items in FI-AR 10k</td>
<td>Credit memo request type never used 0 of 2</td>
</tr>
<tr>
<td>Early vendor payments</td>
<td>Automation Rate: Purchase Requisition creation 65%</td>
<td>Open &amp; overdue purchase requisitions 11.6k</td>
<td>Debit memo request type never used 0 of 3</td>
</tr>
<tr>
<td>Unrestricted-use stock not moved</td>
<td>Automation Rate: Purchase order creation 10%</td>
<td>Open &amp; overdue purchase order items 13k</td>
<td>Production order type never used 0 of 0</td>
</tr>
<tr>
<td>Sales order stock not moved</td>
<td>Automation Rate: MM invoice creation 69%</td>
<td>Open &amp; overdue vendor items in FI-AP 65k</td>
<td>Order type usage in PM / CS orders 0 of 2</td>
</tr>
<tr>
<td>Customer consignment stock not moved</td>
<td>Automation Rate: Production/Process order creation 13%</td>
<td>Production/Process orders overdue for deletion flag 627k</td>
<td>Materials w/o required purchasing source list entry 0</td>
</tr>
<tr>
<td></td>
<td></td>
<td>PM orders in phase ‘released’ 29k</td>
<td>Config. check: Suggest ‘delivery completed’ flag 0</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Open items on FI-GL accounts 713k</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Inbound Deliveries overdue for GR posting 0</td>
<td>Config. check: Document Flow Update from MM to LE 3</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Shipments without completion 3.6k</td>
<td></td>
</tr>
<tr>
<td>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.</td>
<td>Opportunity to reduce TCO by improving automation rates.</td>
<td>High backlogs in FI-AP, manufacturing, and FI-GL.</td>
<td>The limited number of customer-specific sales documents is frequently used.</td>
</tr>
</tbody>
</table>
Transformation Plan 1.0 – Management Summary

### WHAT? Technical evaluation

#### Target Products

**Analysis result**
- Current architecture approach of single global instances also seen as future state
- 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.

**Conclusion**
- XXX

#### Target Instances

**Analysis result**
- Technical analysis (readiness check) results:
  - 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.

**Conclusion**
- XXX

#### Next steps / action items

- XXX
- XXX
- XXX
- XXX
- XXX
- XXX
Target Architecture Evolution

Current Architecture

- By Region (different Landscapes) ➔ Multiple regions
- 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

Target Architecture

- Single (global) Landscape
- Consolidate Regions
- Consolidate Features

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

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Cloud Recommendation

Motivation of functional area to invest in Digital Transformation

- Cloud
- On Premise
  - Manufacturing
  - R&D/ Engineering
- Cloud + SAP Cloud Platform
  - Procurement
  - Sales
  - Human Resources
  - Commerce
  - Supply Chain

Need for Differentiation

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

- **Conclusion**
  - XXX

#### Sequencing

- **Analysis result**
  - 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

- **Conclusion**
  - XXX

#### Project plan

- **Analysis result**
  - Overall Phasing Plan
  - Additional Services planned for

- **Conclusion**
  - XXX

### Next steps / action items

- XXX
- XXX
- XXX
- XXX
- 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)

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

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## Detailed timeline for SAP S/4HANA implementation – conversion

### Conversion Cycles

<table>
<thead>
<tr>
<th>Cycle 1</th>
<th>Cycle 2</th>
<th>Cycle 3</th>
<th>Cycle 6</th>
<th>Cycle 5</th>
<th>Cycle 6</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PRD to SAP S/4HANA “Sandbox”</strong>&lt;br&gt;Source / Target&lt;br&gt;P01 Copy → P01 HW&lt;br&gt;Steps&lt;br&gt;a) Homogeneous system copy of P01 to PH1&lt;br&gt;b) Conversion of PH1 to targeted end-state&lt;br&gt;Purpose&lt;br&gt;Test software installation, HANA migration, SAP S/4HANA data model conversion with a production copy&lt;br&gt;Configure, Test SAP S/4HANA&lt;br&gt;Create a conversion cookbook&lt;br&gt;Execute multiple technical iterations to become familiar with the process of converting the production system (if required)&lt;br&gt;Note&lt;br&gt;Conversion steps will differ from production</td>
<td><strong>DEV to SAP S/4HANA DEV</strong>&lt;br&gt;Source / Target&lt;br&gt;D01 → D01&lt;br&gt;Steps&lt;br&gt;a) Homogeneous system copy of D01 to DT1&lt;br&gt;b) Conversion of D01 to targeted end-state&lt;br&gt;Purpose&lt;br&gt;Build temporary production support development environment (DT1)&lt;br&gt;Establish SAP S/4HANA development environment (D01)&lt;br&gt;Configure, Test SAP S/4HANA&lt;br&gt;Refine cookbook&lt;br&gt;Note&lt;br&gt;Conversion steps will differ from production</td>
<td><strong>QA to SAP S/4HANA QA</strong>&lt;br&gt;Source / Target&lt;br&gt;Q01 → Q01&lt;br&gt;Steps&lt;br&gt;a) Homogeneous system copy of Q01 to QT1&lt;br&gt;b) Conversion of Q01 to targeted end-state&lt;br&gt;Purpose&lt;br&gt;Build temporary production support quality assurance environment (QT1)&lt;br&gt;Establish SAP S/4HANA QA environment (Q01)&lt;br&gt;Enhance cookbook&lt;br&gt;Testing environment:&lt;br&gt;Integration&lt;br&gt;Functional regression&lt;br&gt;Operational readiness&lt;br&gt;User acceptance&lt;br&gt;Note&lt;br&gt;Conversion steps will differ from production</td>
<td><strong>PRD to SAP S/4HANA “Sandbox”</strong>&lt;br&gt;Source / Target&lt;br&gt;P01 Copy → PH1&lt;br&gt;Steps&lt;br&gt;a) Homogeneous system copy of P01 to PH1&lt;br&gt;b) Conversion of PH1 to targeted end-state&lt;br&gt;Purpose&lt;br&gt;Mock cutover&lt;br&gt;Optimize/verify E2E business downtime&lt;br&gt;Finalize cookbook&lt;br&gt;Finalize cutover plan&lt;br&gt;Testing environment:&lt;br&gt;Infrastructure testing&lt;br&gt;Post-cutover operational performance testing&lt;br&gt;Note&lt;br&gt;Conversion steps will differ from production</td>
<td><strong>PRD to SAP S/4HANA “Sandbox”</strong>&lt;br&gt;Source / Target&lt;br&gt;P01 Copy → P01 HW&lt;br&gt;Steps&lt;br&gt;a) Homogeneous system copy of P01 to PH1&lt;br&gt;b) Conversion of PH1 to targeted end-state&lt;br&gt;Purpose&lt;br&gt;Establish new SAP S/4HANA PRD environment&lt;br&gt;Note&lt;br&gt;Conversion steps will differ from production</td>
<td><strong>PRD Conversion</strong>&lt;br&gt;Source / Target&lt;br&gt;P01 → P01&lt;br&gt;Steps&lt;br&gt;Conversion of P01 to targeted end-state&lt;br&gt;Purpose&lt;br&gt;Establish new SAP S/4HANA PRD environment&lt;br&gt;Note&lt;br&gt;Conversion steps will differ from production</td>
</tr>
</tbody>
</table>
Fast Track – Overview

Planning

SAP Adoption Starter

- 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

Exploration / Trial

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

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

Implementation

Premium Success
Project Success

- 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

<table>
<thead>
<tr>
<th>2 months</th>
<th>week 1</th>
<th>week 2</th>
<th>week 3</th>
<th>week 4</th>
<th>week 5</th>
<th>week 6</th>
<th>week 7</th>
<th>week 8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>to prepare cloud</td>
<td>1 session</td>
<td>2 sessions</td>
<td>3 sessions</td>
<td>2 sessions</td>
<td>4 sessions</td>
<td>3 sessions</td>
<td></td>
<td>1 session</td>
</tr>
<tr>
<td>account</td>
<td>SAP S/4HANA deployment</td>
<td>UX Strategy &amp; SAP Fiori Configuration</td>
<td>Overview on SAP S/4HANA Finance</td>
<td>Database Administration &amp; Operations</td>
<td>Overview on SAP S/4HANA Logistics</td>
<td>SAP HANA Modelling</td>
<td>Time for repetition to deepen knowledge</td>
<td>Time for repetition to deepen knowledge</td>
</tr>
</tbody>
</table>
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

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

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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

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

<table>
<thead>
<tr>
<th>Target Customers</th>
<th>Basic DW</th>
<th>Extended DW</th>
<th>Full DW</th>
</tr>
</thead>
<tbody>
<tr>
<td>GB/Lower Key</td>
<td>GB/Upper Key</td>
<td>Upper Key/SCP</td>
<td></td>
</tr>
<tr>
<td>Geographic presence: Limited presence within same region</td>
<td>Geographic presence: Multiple location within same region</td>
<td>Geographic presence: Multiple location; Multiple regions</td>
<td></td>
</tr>
</tbody>
</table>

### DW Scope

<table>
<thead>
<tr>
<th>DW Scope</th>
<th>Basic DW</th>
<th>Extended DW</th>
<th>Full DW</th>
</tr>
</thead>
<tbody>
<tr>
<td>3 end to end process areas</td>
<td>4 end to end process areas</td>
<td>5 end to end process areas</td>
<td></td>
</tr>
<tr>
<td>1 or 2 systems</td>
<td>2 to 5 systems</td>
<td>Up to 10 systems</td>
<td></td>
</tr>
</tbody>
</table>

### Focus Topic

<table>
<thead>
<tr>
<th>Focus Topic</th>
<th>Basic DW</th>
<th>Extended DW</th>
<th>Full DW</th>
</tr>
</thead>
<tbody>
<tr>
<td>WHY + WHAT</td>
<td>HOW</td>
<td>WHY + WHAT</td>
<td>HOW</td>
</tr>
</tbody>
</table>

### Duration

<table>
<thead>
<tr>
<th>Duration (onsite)</th>
<th>Basic DW</th>
<th>Extended DW</th>
<th>Full DW</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 workshop days</td>
<td>5 workshop days</td>
<td>12 workshop days</td>
<td></td>
</tr>
<tr>
<td>1 workshop day</td>
<td>2 workshop days</td>
<td>5 workshop days</td>
<td></td>
</tr>
</tbody>
</table>

### Onsite Effort (PDs)

<table>
<thead>
<tr>
<th>Onsite Effort (PDs)</th>
<th>Basic DW</th>
<th>Extended DW</th>
<th>Full DW</th>
</tr>
</thead>
<tbody>
<tr>
<td>9-11</td>
<td>16-21</td>
<td>25-30</td>
<td></td>
</tr>
<tr>
<td>2-4</td>
<td>3-6</td>
<td>8-13</td>
<td></td>
</tr>
</tbody>
</table>

### Backoffice Effort (PDs)

<table>
<thead>
<tr>
<th>Backoffice Effort (PDs)</th>
<th>Basic DW</th>
<th>Extended DW</th>
<th>Full DW</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>4</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>2</td>
<td>2</td>
<td></td>
</tr>
</tbody>
</table>

### Total Effort (PDs)

<table>
<thead>
<tr>
<th>Total Effort (PDs)</th>
<th>Basic DW</th>
<th>Extended DW</th>
<th>Full DW</th>
</tr>
</thead>
<tbody>
<tr>
<td>12 - 14</td>
<td>20 - 25</td>
<td>30 - 35</td>
<td></td>
</tr>
<tr>
<td>3 - 5</td>
<td>5 - 8</td>
<td>10 – 15</td>
<td></td>
</tr>
</tbody>
</table>

* Efforts PDs are indicative. To be finalized during scoping.
# SAP S/4HANA Adoption Starter & Value Discovery Engagement

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

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

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