



Join the **SAP S/4HANA Movement**

Unlock the value of the age of intelligence

Michael Boss, Program Manager SAP S/4HANA Movement
October 2019

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SAP S/4HANA MOVEMENT: Drive adoption of SAP S/4HANA in ERP Installed Base

SAP S/4HANA Customer Momentum

as of July 2019



11,500+

Licensed Customers



6,200+

Deployment Projects



3,200+

Live Customers

Drive Adoption up to 90%
in ERP installed base by 2025



No ERP customer is left behind!!

S/4HANA MOVEMENT Program

Customers would like to understand

- Why would it be beneficial to “MOVE” now?
- Can S/4HANA address my business and IT requirements?
- How does SAP optimize my TCI / TCO?
- Is there sufficient capacity on the market to manage all aspects of the transformation?

Main activities

All program activities are linked to the questions above:

- Continue to enhance SAP S/4HANA product attractiveness
- Optimize Tools for the entire customer journey
(e.g. Value Assessments, System Checks, Project Execution and Conversion)
- Optimize & Scale customer engagement frameworks
- Engage & educate the Ecosystem

A standardized Customer Journey approach

Accelerate SAP S/4HANA adoption

Move Scenarios

New Enterprise Core	Extended Enterprise Core	Intelligent Enterprise Transformation
Rapid simplification and consolidation	✓	✓
Improved transactional and analytical performance	✓	✓
Industry best practices	✓	✓
	Business process optimization	✓
	Enable new technologies (IoT, Blockchain, Machine Learning, etc.)	✓
	Restructuring and/or M&A (Hybrid or two-tier architecture)	✓
		New business models
		Leveraging new technologies (part of new business processes and models)
		Redefining industries

Standardized Customer Journey



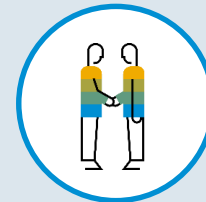
Define your strategy

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



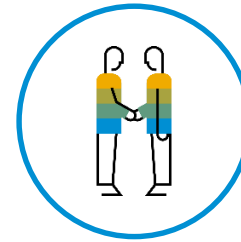
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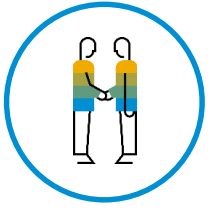
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Build your future

Which best practices help
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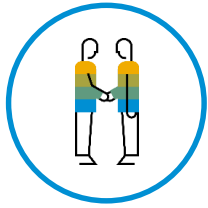
Consider your options

What is our plan for deployment?

Objective

Answering the most critical questions a customer has to make on the Move to SAP S/4HANA

1. Which MOVE scenarios can I choose from?
2. Which deployment options can I choose from?
3. How do I find out which is the best implementation strategy for my company?



Consider your options

What is our plan for deployment?

Objective

Answering the most critical questions a customer has to make on the Move to SAP S/4HANA

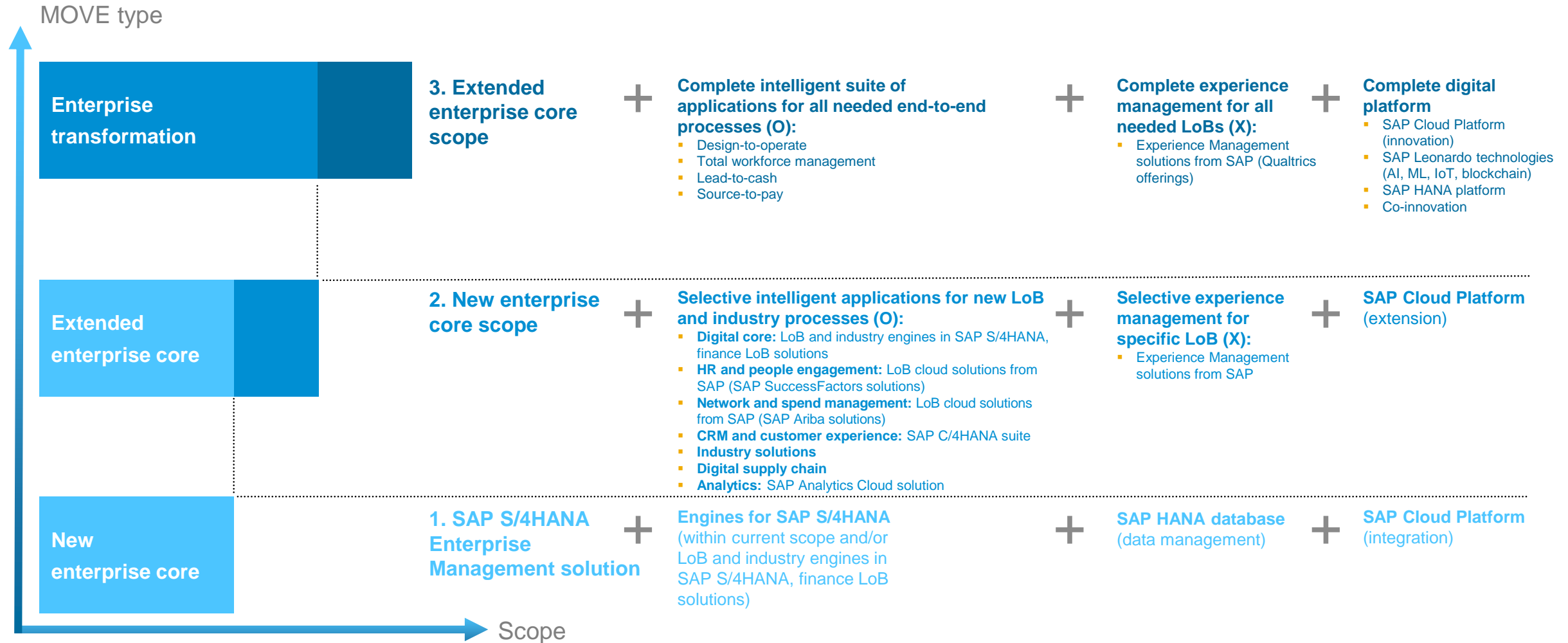
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Roadmap to the Intelligent Enterprise

Three stages to become an Intelligent Enterprise

New Enterprise Core	Extended Enterprise Core	Intelligent Enterprise Transformation
Rapid simplification and consolidation	✓	✓
Improved transactional and analytical performance	✓	✓
Industry best practices	✓	✓
	Business process optimization	✓
	Enable new technologies (IoT, Blockchain, Machine Learning, etc.)	✓
	Restructuring and/or M&A (Hybrid or two-tier architecture)	✓
		New business models
		Leveraging new technologies (part of new business processes and models)
		Redefining industries

MOVE Scenarios and Associated Scope





- Prepare ERP system for digital transformation
- Green field implementation
- Keep existing processes and implement selected improvements from simplification items

Source <https://news.sap.com/germany/2019/09/erp-migration-s4hana-viessmann/>

Source https://www.cbs-consulting.com/sites/www.cbs-consulting.com/files/pdf/success_story/viessmann_success_story_en.pdf



Viessmann Realizes World's Biggest SAP S/4HANA Transformation in Manufacturing Industry

International energy system manufacturer Viessmann has successfully implemented a high-speed transition to an all-new digital future platform based on SAP S/4HANA, going live in one 'big bang'.

Hoerbiger Group

Challenges

- Support planned growth and transition to public company
 - Broad geographic deployment to more than 100 locations
-

SAP S/4HANA Innovations

- Reimagined business models with standard processes to maximize efficiency
 - Established foundation for digital growth with SAP S/4HANA for IoT apps
-

Benefits

- Better service quality, machine availability, operational visibility,
- Improved business planning, billing accuracy and customer satisfaction

Industry

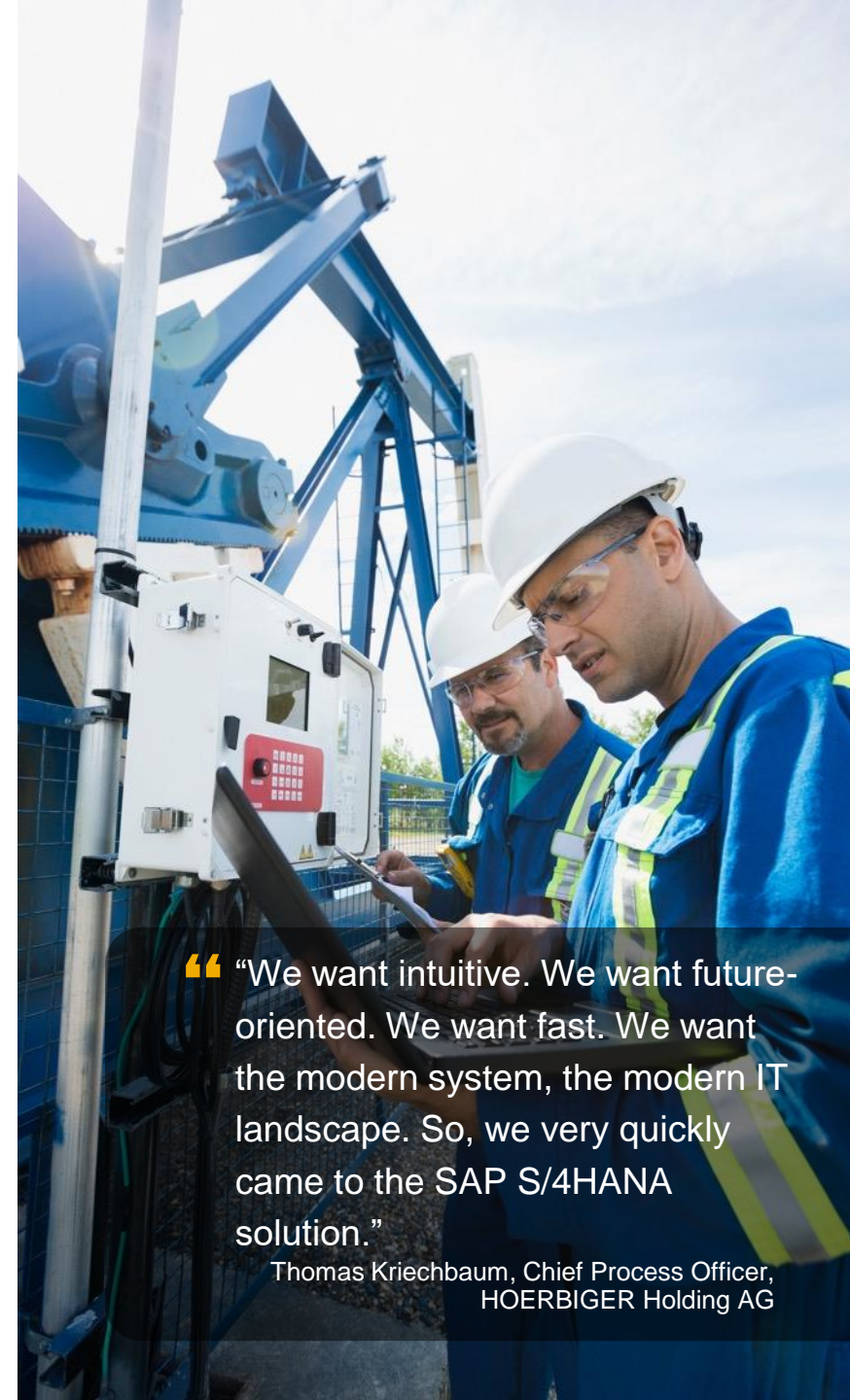
Industrial Machinery
& Components

Employees

7,300

Region

MEE, Austria



“We want intuitive. We want future-oriented. We want fast. We want the modern system, the modern IT landscape. So, we very quickly came to the SAP S/4HANA solution.”

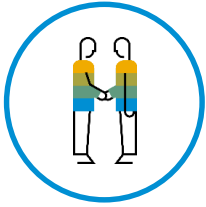
Thomas Kriechbaum, Chief Process Officer,
HOERBIGER Holding AG

Teja Ullrich

Head of Corporate IT - Applications
HOERBIGER

“We want intuitive. We want future-oriented. We want fast. We want the modern system, the modern IT landscape. So, we very quickly came to the SAP S/4HANA solution.”

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Consider your options

What is our plan for deployment?

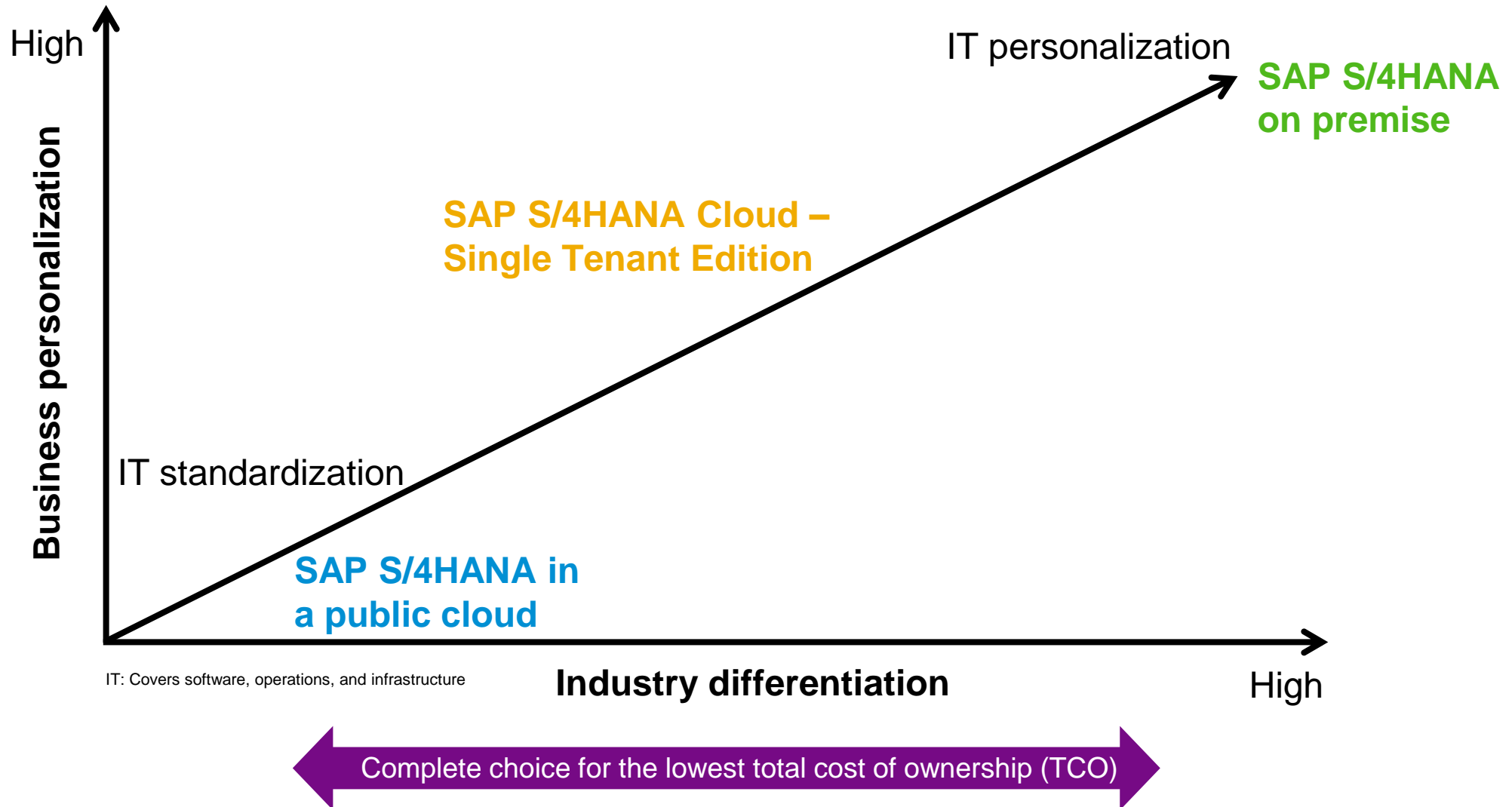
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SAP S/4HANA provides deployment options

Cloud vs. On Premise



SAP S/4HANA provides deployment options

Cloud vs. On Premise



SAP S/4HANA CLOUD

one code line
choice of deployment

SAP S/4HANA

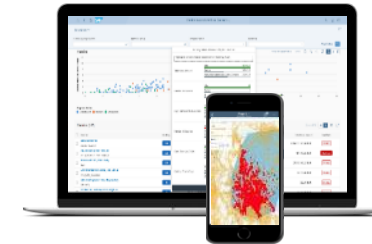


*The most comprehensive, intelligent, and fully integrated
Cloud ERP*

The most complete, intelligent, and flexible ERP



Next Generation UX
End2End Analytics
Intelligent Automation



- ✓ Fast time to value, lower TCO, **grow as you go**
- ✓ **Continuous innovation** with quarterly releases
- ✓ **Standardized best-practice** - based business processes and industry leading integration options
 - ✓ **Preconfigured** processes for key LoBs
- ✓ Industry content for **Professional Services** and **Component Manufacturing**

- ✓ **Individual transition paths** for existing SAP ERP customers
- ✓ Customer individual innovation speed – **annual releases** and 5 years of mainstream maintenance
- ✓ Superior business process **configuration options, flexible extension and integration capabilities**
 - ✓ Flexibly **configurable processes** for all LoBs
 - ✓ Specific process support and content for **25 Industries**

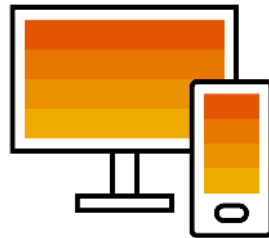
SAP S/4HANA Cloud, Single Tenant Edition - Key Characteristics

Full Scope



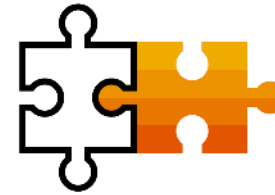
- Full ERP functional scope for 63* country versions in 39* languages, supporting 25* industries
- SAP Best Practices for 29 countries

Standardization



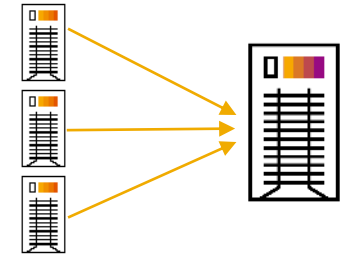
- Preconfigured packages comprising standardized infrastructure, licenses & proactive services

Extensibility



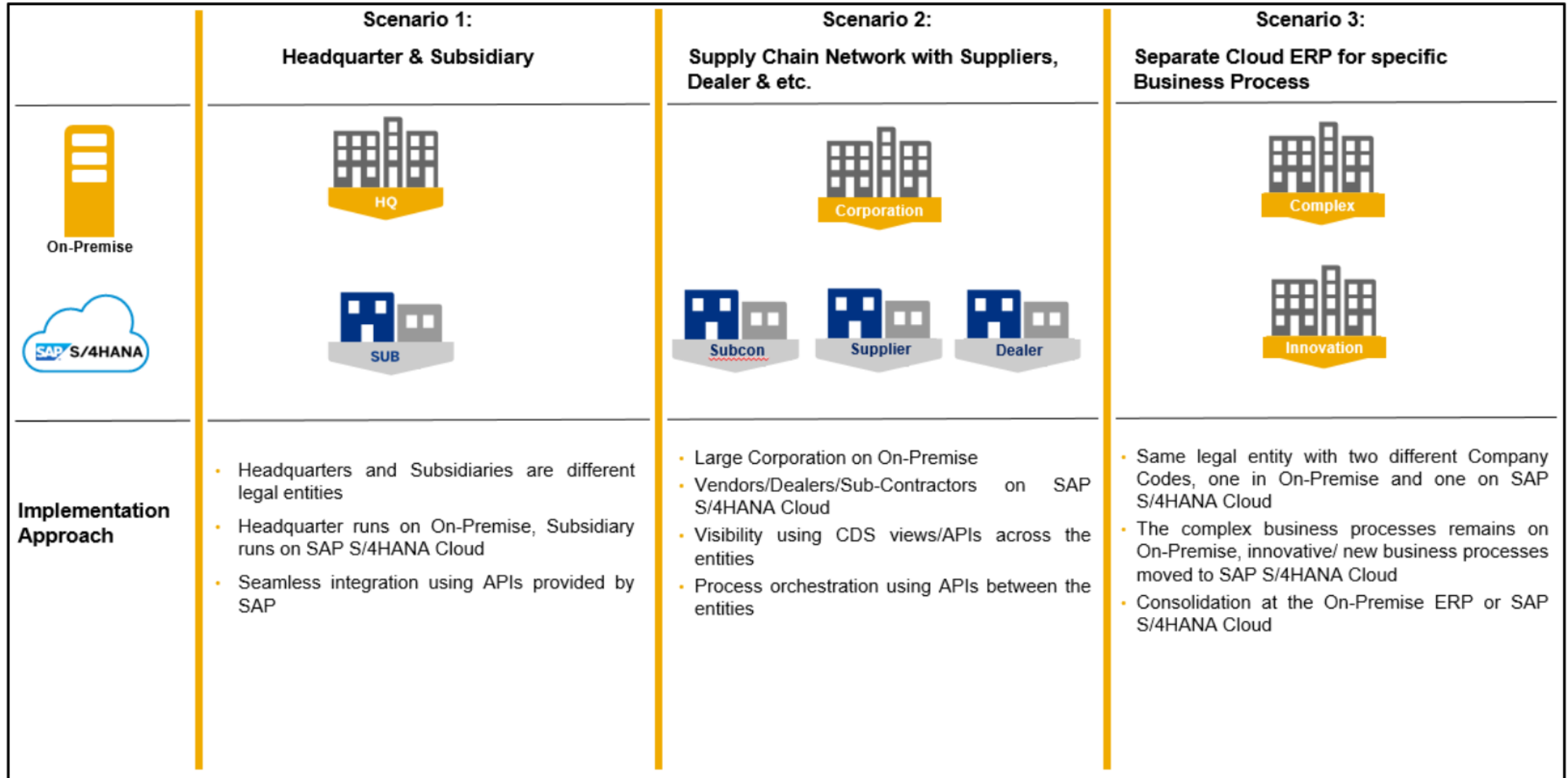
- Access to Extensibility Framework
- Full expert configuration possibilities (IMG)
- All extension possibilities are available e.g. APIs, BAdIs, User Exits
- SAP code must remain unchanged

Integration



- All integration possibilities are available (not only whitelisted APIs):
- Full integration into public cloud systems
 - Full integration into OnPrem systems

SAP S/4HANA – Hybrid Deployment Approach



SAP S/4HANA Cloud, Single Tenant Edition - Powered by Hyperscaler



Trust SAP's & Hyperscalers Innovation

- SAP's innovations in HANA and S/4HANA for your competitive advantage
- Best practices services from SAP delivered by highly skilled SAP experts
- Infrastructure which supports SAP's reference architecture delivered by enterprise class datacenters of any hyperscaler



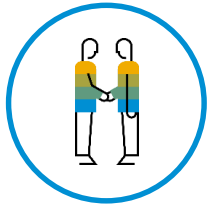
Protect Investments and Generate Faster ROI

- Reduce complexity providing interconnected infrastructure for SAP and non-SAP-Systems from same data center
- Gain business agility with faster time to market for production deployments leveraging cloud peering or existing network connectivity to hyperscaler



Optimize Business Outcomes

- HEC provides a fully implemented system up and running with an SLA of up to 99.9% for full application stack
- SAP ensures a seamless services & support experience as a single point of accountability



Consider your options

What is our plan for deployment?

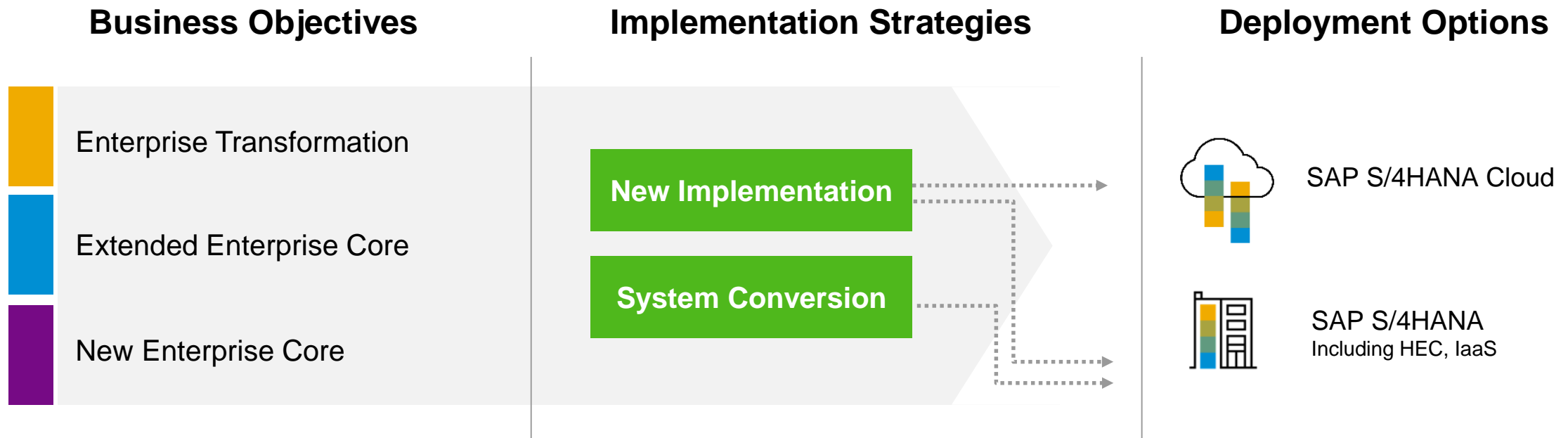
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Consider your options

Match your business objectives to possible deployment strategies and options



SAP S/4HANA provides different implementation strategies

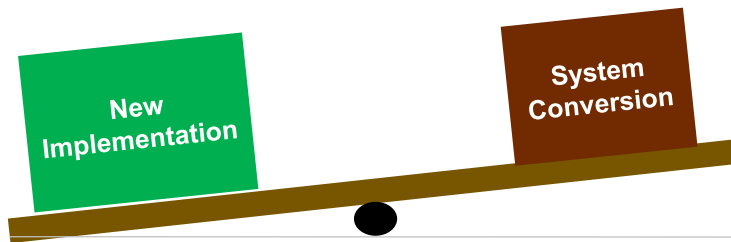
New Implementation vs. System Conversion

NEW IMPLEMENTATION

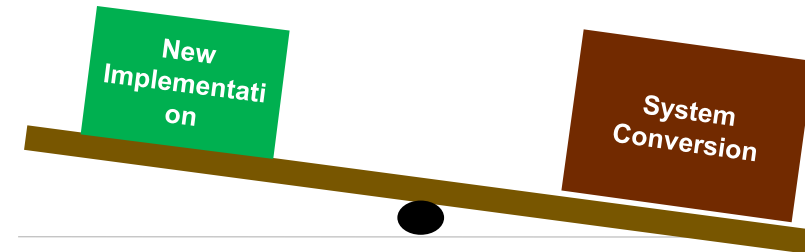
- New install / deploy new practices
- Data migration (harder for old data)
- Full innovation from day one
- Change deployment if wanted

SYSTEM CONVERSION

- Copy complete system + data
- Reuse of existing implementation
- Add innovation later (LOB / Fiori / ML)



Trade Offs



SAP S/4HANA provides different deployment strategies

New Implementation vs. System Conversion



Do current business processes support your long-term strategy?

Strategic redesign of business processes suggests a new implementation.



Can you adopt SAP Best Practices or will you retain past customizations?

A move to standardization brings agility, suggesting a new implementation.



Is your move to SAP S/4HANA driven by the business or IT?

IT sponsored projects are typically conversions to SAP S/4HANA, which lay the foundation for incremental innovation projects driven by the business.



Can you convert from SAP ERP to SAP S/4HANA in a single step?

Single-step conversion is possible for SAP ERP 6.x (any enhancement pack) single stack, Unicode systems. According to SAP statistics, a majority of our customers fulfill this criterion.



Do you require previous transactional data in the new system?

The requirement to retain all data in the system is a very strong indication for conversion. Alternatively, consider a new implementation if re-platforming your current ECC data on commodity hardware or leveraging data retention solutions.



Is landscape consolidation and process harmonization a key value driver?

Consider a new implementation and consolidate the required configuration and data into that new system.



High or low number of interfaces to other systems (SAP and third-party)?

The higher the number of interfaces, the stronger is the case for conversion

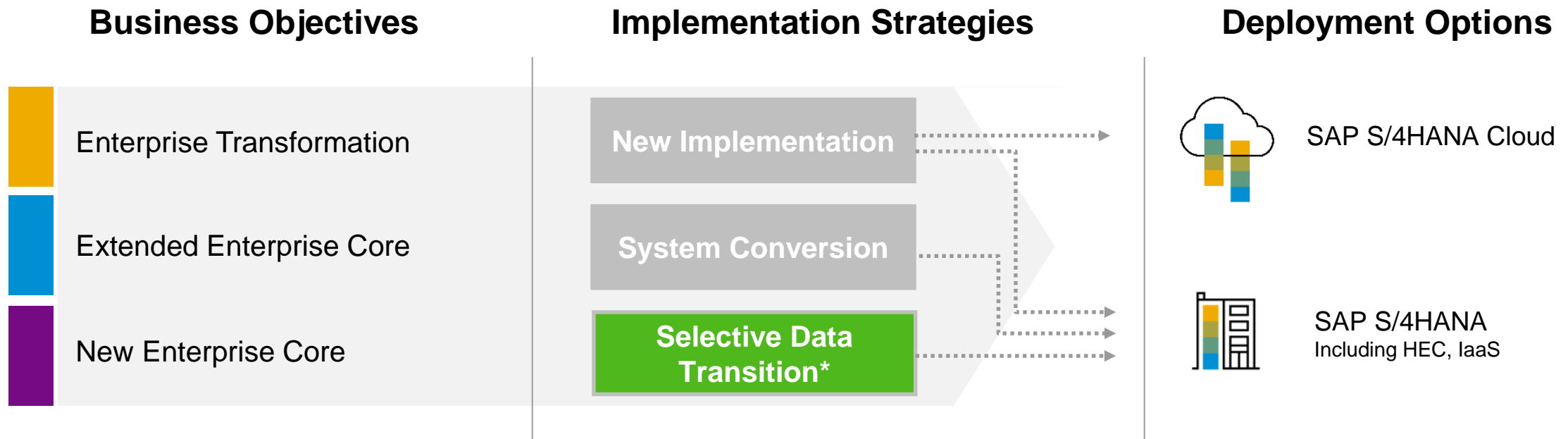


Can your company sustain a multi-year innovation plan with incremental innovations?

If an incremental innovation is part of the company's philosophy, a system conversion followed by innovative projects will lead to the desired outcome. If you are uncertain whether a multi-year innovation plan can be sustained, a new installation is the only chance to harvest the full value.

Consider your options

Match your business objectives to possible deployment strategies and options



Reasons for taking a Selective Data Transition approach:

- Large, multi-national corporation
- Multi-SAP ERP instance environment
- Business requirement to harmonize or to do just a partial redesign / leverage partly today's ECC installation
- Necessity to retain historic data in productive system

*Note: for a limited number of customers, with more complex environments and a high number of instances, a "Selective Data Transition" can be considered.

Selective Data Transition

A selective data transition approach for complex, multi-nationals

A Selective Data Transition goes beyond a standard new implementation or conversion. It includes a host of options, related to the handling of software & data provisioning, requiring additional expert services and tools to accomplish.

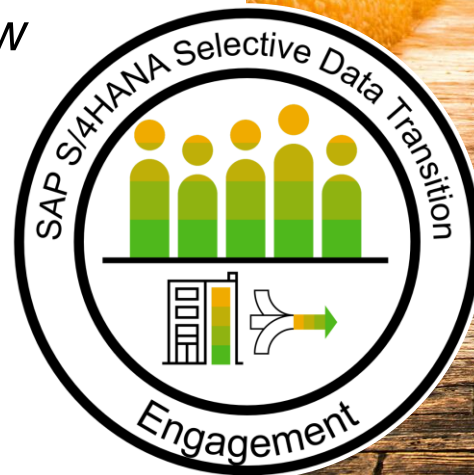
SAP strongly advises you to engage SAP Digital Business Services or specialized SAP Partners equipped with the necessary tools and experience with such an approach.



SAP S/4HANA Selective Data Transition Engagement

Mission

As the global expert community for SAP System Landscape Optimization (SLO) we establish joint standards, methods and processes to provide customers with a reliable & proven migration approach to SAP S/4HANA. The approach combines flexible redesign of business processes with retaining historical data aligned to a new business reality.



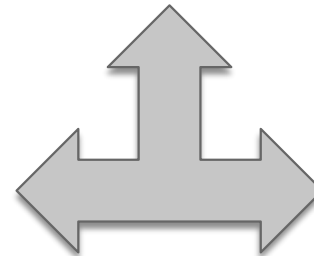
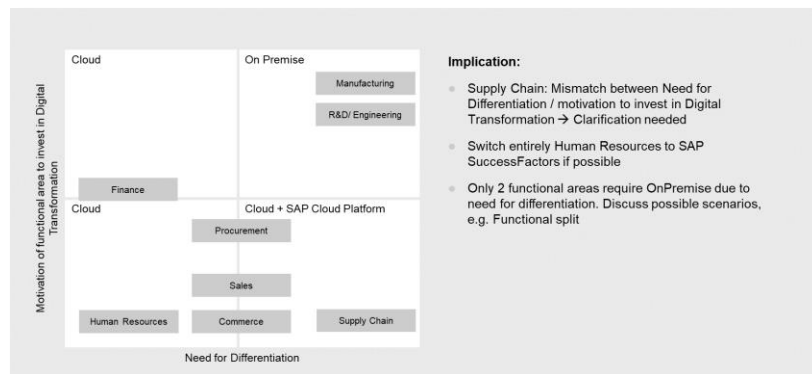
SAP S/4HANA Adoption Starter Engagement

Supporting customers to make their deployment decisions as well

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

	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

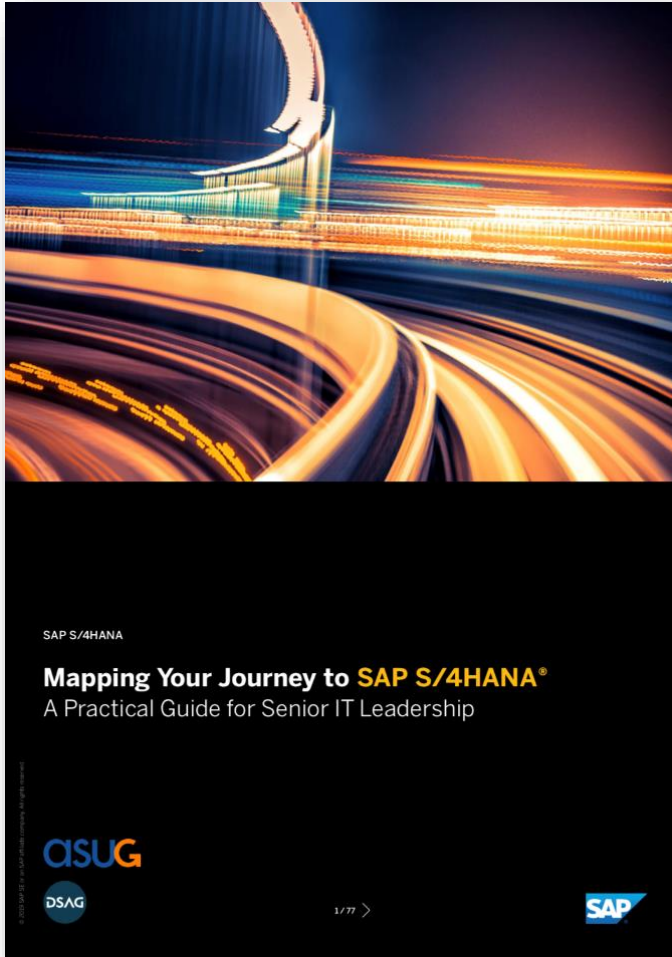
New Implementation (left side of table)
System Conversion (right side of table)



	Guiding Questions			Implications on Migration	Proposed Transition Pattern
low Involvement of line-of-business	IT	NO	NO	Conversion of leading S/4 instance Business Process Optimization after S/4 step	1. Technical Migration Path
				Conversion of leading S/4 instance Business Process Optimization after S/4 step	1. Technical Migration Path incl. Cloud phase
				Conversion of leading S/4 instance Consolidation onto S/4 frontrunner	1. Technical Migration Path incl. consolidation phase
	Is it an IT Driven project?	NO	NO	Conversion of leading S/4 instance Consolidation onto S/4 frontrunner	1. Technical Migration Path incl. consolidation and Cloud phase
				Cloud move before S/4 step Conversion of leading S/4 instance	2. Continuity & Innovation Path
				Cloud move before S/4 step Conversion of leading S/4 instance	2. Continuity & Innovation Path incl. consolidation phase
high	Start with Business Process Redesign Cloud move before S/4 step	NO	NO	Start with Business Process Redesign Cloud move before S/4 step	3. Guided design for business need based on Model Company
				Start with Business Process Redesign Cloud move before S/4 step	3. Guided design for business need
				Start with Business Process Redesign Cloud move before S/4 step	3. Guided design for business need

SAP S/4HANA Manifesto

A practical guide for Senior IT Leadership



“Thank you to SAP for putting together this **must-read** document for customers exploring the migration to SAP S/4HANA.”

Geoff Scott and Chris Crone, ASUG

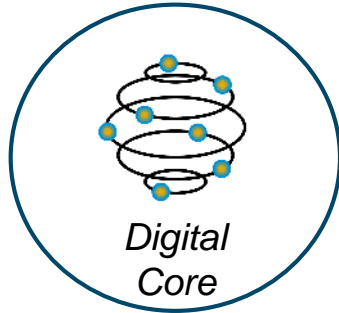
“We see this guide as a **valuable reference** for SAP customers on their journey to SAP S/4HANA.”

Ralf Peters, DSAG

Key Take Aways

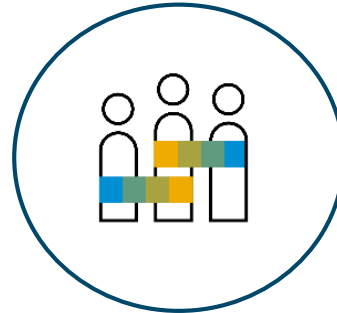
- **Decide which MOVE Scenario you want to implement**
- **Derive from your business and IT priorities your deployment options**
- **Leverage engagement types like adoption starter to Consider your Options**
- **Study the “Manifesto” as being a guiding whitepaper for Senior IT Leaders**
- **The next webinar sessions are going to provide details about “Build your future”**

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