SAP S/4HANA Architecture & Strategy

Ulrike Raidl, Solution Management SAP S/4HANA, SAP SE
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CUSTOMER

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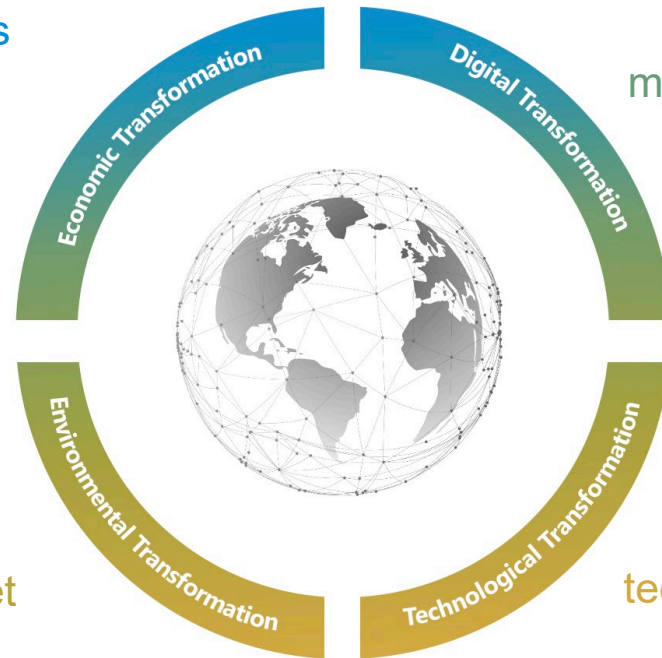
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Your Business Requirements Define Our Strategy

Enterprises need the agility to **adopt new business models**, **gain efficiencies**, and **transform mission-critical systems** to **drive sustainable growth**

Adopt agile business models and industry disruption

Drive efficiencies and manage complex digital journeys

Economic Transformation

Digital Transformation

Environmental Transformation

Technological Transformation

Drive sustainability imperatives and meet new regulations

Modernize technology and move to the cloud

Our Mission:
Enable every enterprise
to become an **intelligent,
sustainable enterprise**

SAP Business Technology Platform

Intelligent, sustainable enterprise

Industry-specific end-to-end processes
Business process management

Enterprise resource management
Spend management
Human capital management
Customer relationship management
Business network | Industry cloud | Experience management | Planning

Business technology platform

App dev | Integration | Data and analytics | AI

Migrate and maintain relevant data, deliver trusted master data, and keep the core clean by decoupling custom code

Integrate, optimize, and automate processes with 2,000+ prebuilt integrations and comprehensive tools

Innovate to gain a sustained competitive advantage with high value SAP BTP solutions including analytics and intelligent technologies embedded in SAP S/4HANA

Database & Data Management	**Analytics**	**Apps Dev. & Integration**	**Intelligent Technologies**
▪ Data Storage	▪ Business Intelligence	▪ Integration	▪ **AI** (Artificial Intelligence)
▪ Data Processing	▪ Augmented Analytics	▪ Extensibility	▪ **ML** (Machine Learning)
▪ Data Integration	▪ Predictive Analytics	▪ Business Process Optimization	▪ **RPA** (Robotic Process Automation)
▪ Data Orchestration	▪ Collaborative Planning	▪ Business Services	▪ **BC** (Blockchain)
▪ Information Governance	▪ Data Warehousing	▪ User Experience	▪ **IoT** (Internet of Things)
▪ Master Data Management			

SAP Industry Cloud
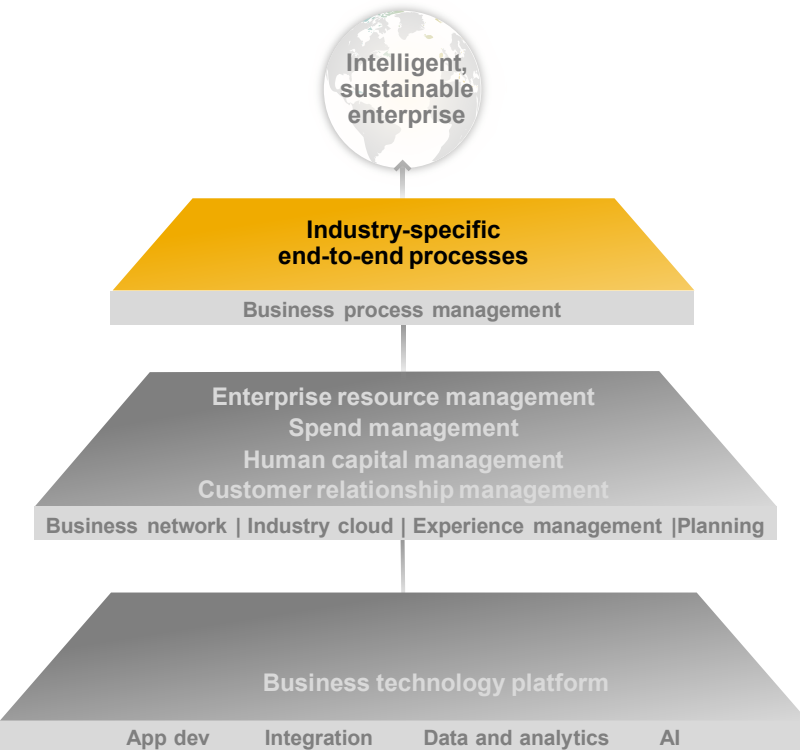
Aerospace & Defense	Defense & Security	Industrial Machinery & Components	Mining	Sports & Entertainment
Automotive	Engineering Construction & Operations	Insurance	Oil & Gas	Telco
Banking	Healthcare	Life Sciences	Professional Services	Travel & Transportation
Chemicals	Higher Education	Media	Public Sector	Utilities
Consumer Products	High Tech	Mill Products	Retail & Fashion	Wholesale & Distribution

Intelligent, sustainable enterprise

Industry-specific end-to-end processes

Business process management

Enterprise resource management
Spend management
Human capital management
Customer relationship management

Business network | Industry cloud | Experience management | Planning

Business technology platform

App dev   Integration   Data and analytics   AI

Innovate faster by connecting in-depth SAP expertise with top thinkers, inventors, and disruptors. Deliver targeted, modular solutions from one place

Shape your industry with next-practices by getting a clear roadmap that links strategy and technology
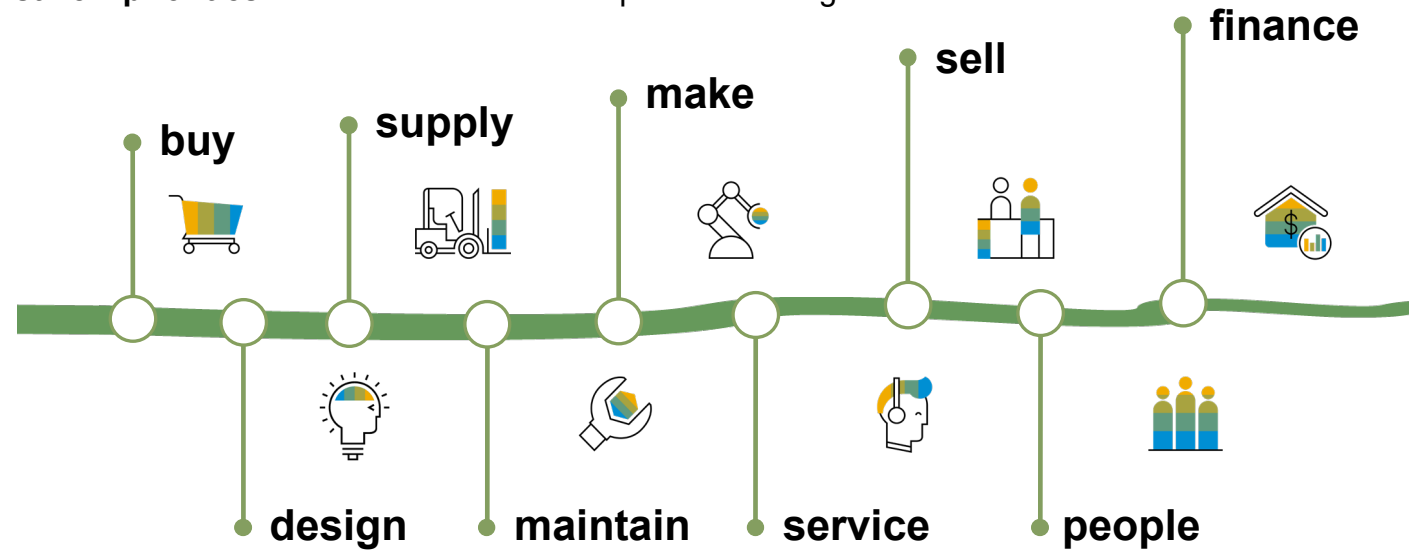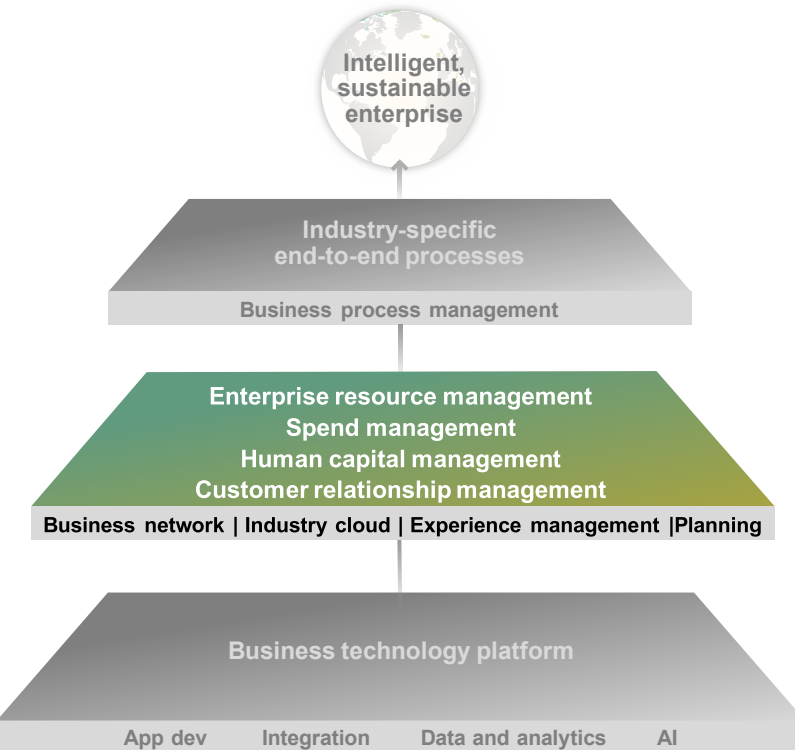
Connect innovation across your company by leveraging built-in integration to the systems and data at the center of your business without disrupting the core business processes and experiences

SAP S/4HANA Cloud

Design new business models and maximize existing ones with end-to-end business scenarios coupled with digital industry best and next practices

Drive step change improvement in time-to-market and drive insight into action with intelligent automation embedded into mission-critical business processes

Adapt instantly to volatile markets, disruptions, and crisis with dynamic reallocation of resources against new priorities with real-time business operations designed

Intelligent, sustainable enterprise

Industry-specific end-to-end processes

Business process management

Enterprise resource management
Spend management
Human capital management
Customer relationship management

Business network | Industry cloud | Experience management | Planning

Business technology platform

App dev   Integration   Data and analytics   AI

buy   supply   make   sell   finance

design   maintain   service   people
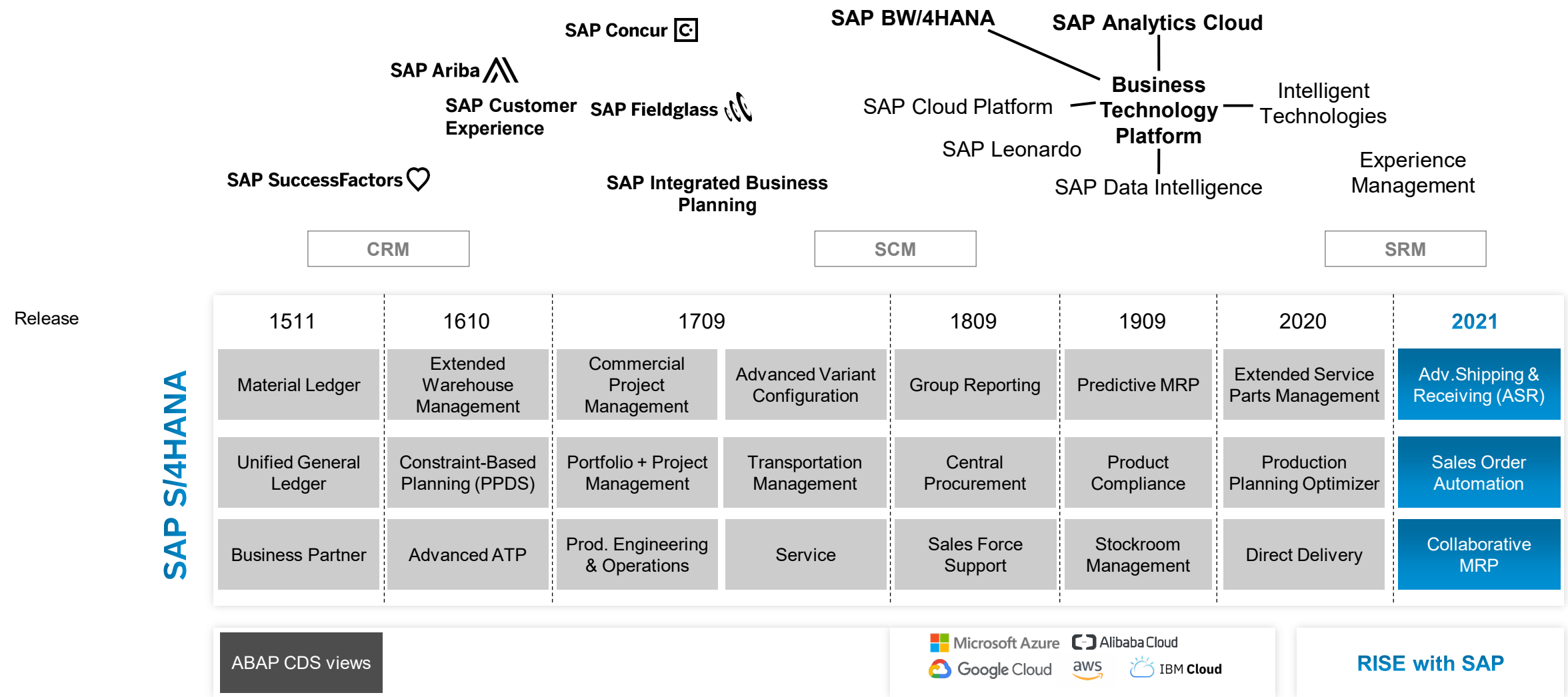
Drive real-time insight eliminating manual effort, increasing productivity with intelligent automation coupled with industry best practice processes
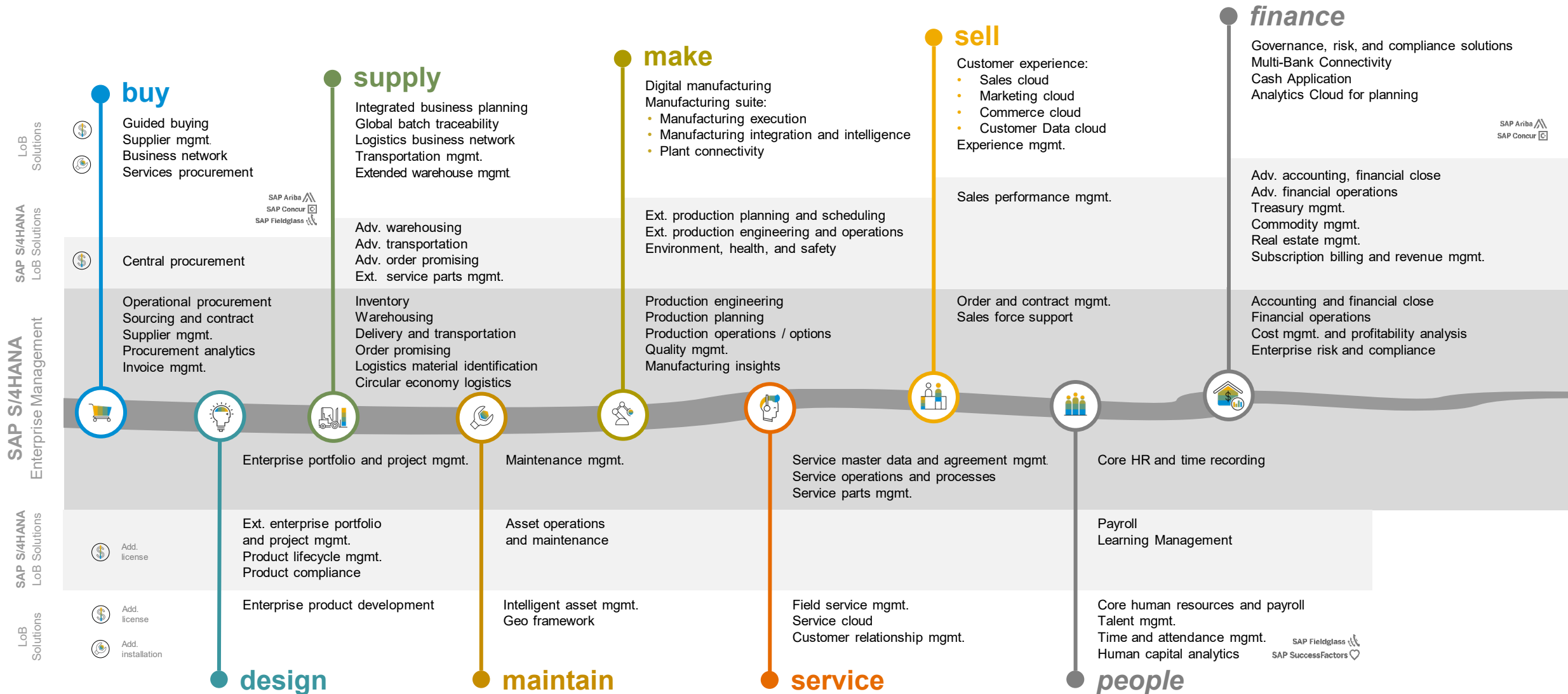
Operate as ONE with increased visibility across end-to-end business processes, operations, and networks

Decide and act immediately from anywhere with personalized insight delivered to employees in the context of their role

SAP S/4HANA Evolution of Architecture

SAP Concur
SAP BW/4HANA   SAP Analytics Cloud

SAP Ariba

SAP Customer   SAP Fieldglass
Experience

Business Technology Platform

SAP Cloud Platform   Intelligent Technologies

SAP Leonardo

SAP SuccessFactors

SAP Integrated Business Planning

SAP Data Intelligence   Experience Management

CRM	SCM	SRM

Release	1511	1610	1709		1809	1909	2020	**2021**
SAP S/4HANA	Material Ledger	Extended Warehouse Management	Commercial Project Management	Advanced Variant Configuration	Group Reporting	Predictive MRP	Extended Service Parts Management	Adv.Shipping & Receiving (ASR)
	Unified General Ledger	Constraint-Based Planning (PPDS)	Portfolio + Project Management	Transportation Management	Central Procurement	Product Compliance	Production Planning Optimizer	Sales Order Automation
	Business Partner	Advanced ATP	Prod. Engineering & Operations	Service	Sales Force Support	Stockroom Management	Direct Delivery	Collaborative MRP

ABAP CDS views

Microsoft Azure   Alibaba Cloud
Google Cloud   aws   IBM Cloud

RISE with SAP

SAP S/4HANA Cloud Modular Application Portfolio

buy

LoB Solutions
Guided buying
Supplier mgmt.
Business network
Services procurement

SAP Ariba
SAP Concur
SAP Fieldglass

SAP S/4HANA LoB Solutions
Central procurement

SAP S/4HANA Enterprise Management
Operational procurement
Sourcing and contract
Supplier mgmt.
Procurement analytics
Invoice mgmt.

design

SAP S/4HANA LoB Solutions
Ext. enterprise portfolio and project mgmt.
Product lifecycle mgmt.
Product compliance

Enterprise portfolio and project mgmt.

Add. license

LoB Solutions
Enterprise product development

Add. license
Add. installation

supply

LoB Solutions
Integrated business planning
Global batch traceability
Logistics business network
Transportation mgmt.
Extended warehouse mgmt.

SAP S/4HANA LoB Solutions
Adv. warehousing
Adv. transportation
Adv. order promising
Ext. service parts mgmt.

SAP S/4HANA Enterprise Management
Inventory
Warehousing
Delivery and transportation
Order promising
Logistics material identification
Circular economy logistics

maintain

Maintenance mgmt.

Asset operations and maintenance

Intelligent asset mgmt.
Geo framework

make

Digital manufacturing
Manufacturing suite:
• Manufacturing execution
• Manufacturing integration and intelligence
• Plant connectivity

Ext. production planning and scheduling
Ext. production engineering and operations
Environment, health, and safety

Production engineering
Production planning
Production operations / options
Quality mgmt.
Manufacturing insights

service

Service master data and agreement mgmt.
Service operations and processes
Service parts mgmt.

Field service mgmt.
Service cloud
Customer relationship mgmt.

sell

Customer experience:
• Sales cloud
• Marketing cloud
• Commerce cloud
• Customer Data cloud
Experience mgmt.

Sales performance mgmt.

Order and contract mgmt.
Sales force support

people

Core HR and time recording

Payroll
Learning Management

Core human resources and payroll
Talent mgmt.
Time and attendance mgmt.
Human capital analytics

SAP Fieldglass
SAP SuccessFactors

finance

Governance, risk, and compliance solutions
Multi-Bank Connectivity
Cash Application
Analytics Cloud for planning

SAP Ariba
SAP Concur

Adv. accounting, financial close
Adv. financial operations
Treasury mgmt.
Commodity mgmt.
Real estate mgmt.
Subscription billing and revenue mgmt.

Accounting and financial close
Financial operations
Cost mgmt. and profitability analysis
Enterprise risk and compliance

SAP S/4HANA Delta Highlights in 2021

finance

sell

make

supply

buy

LoB Solutions				
		Integration with smart equipment	Auto creation of sales orders from PDF	SAP Entitlement Mgmt. System
Collab. Service Procurement (integration w. Fieldglass and Ariba)	Mobile Start: Warehouse Clerk	Collaborative MRP (Ariba integration)	Bonus-Buy with SAP Sales Promotions Mgmt.	SAP Int. Real Estate (improved integration)
				Intercompany: ML-based document matching

SAP S/4HANA LoB Solutions

	aATP: Supply Protection	PEO: Production Order Split	Time-dependent address in Business Partner	Intercompany: ML-based doc. match.
Output control for Central PO	SAP Event Management	PPDS: Tank Planning	Import Sales Order MS Excel app	Solution Order Allowance Cockpit app

SAP S/4HANA Enterprise Management

Product compliance in POs	Enhanced Radio Frequency support	Capacity Mass Maintenance App	Mass Change of Sales Docs app	Enh. In Trade Compliance
Self-billing (ERS) Service Proc.	Adv. Shipping + Receiving (EWM & TM)	Time dependent Stock Levels	Manage Sales Orders app	Support of EU VAT reform

Phase Model (New Status Management)
Risk and Criticality Matrix
Planning Buckets and Backlog

Service Rendered Date
Ad hoc billing plans (service contr.)

SAP S/4HANA LoB Solutions

Change Record		
Volume Tracking (Prod. Compliance)		

($) Add. license

LoB Solutions

($) Add. license

(◎) Add. installation

SAP Spatial Asset Management (Map Info via Geo Enablement Framework)

SAP Field Service Management (improved integration)

design

maintain

service

people

cross topics

Components of the intelligent suite

SAP S/4HANA Cloud, An Intelligent Suite For You

Out-of-the-box integration

Artificial Intelligence Technologies

NEW Business Processes

Embedded in SAP S/4HANA

Real-time Insights

Intelligent Suite

Real-time Insights With SAP S/4HANA

Take advantage of **transactional and analytical data in one system** with:

- configurable KPIs

- role-based "Overview Pages" and cockpits

- insight to action capability: analyze and resolve

- historical data for simulations and predictions

- flexible drill down for maximum transparency
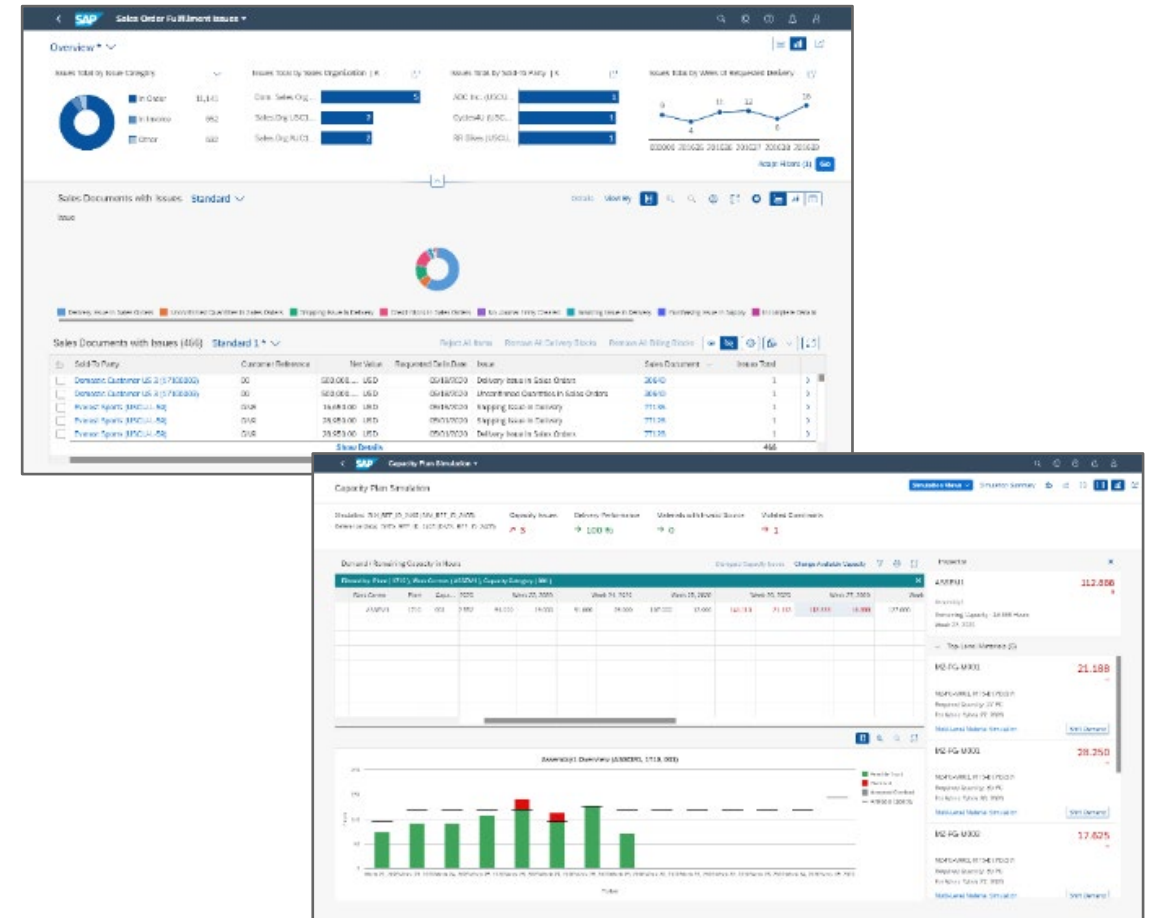
Service Management Overview Page

Monitor operations and business outcomes of services business in realtime via analytics, looking directly at the transactional data.

- visualization / dashboard in realtime directly from SAP S/4HANA

- both operational (e.g. overdue service orders) and business management (e.g. profit margin)

- personalized for individual user roles
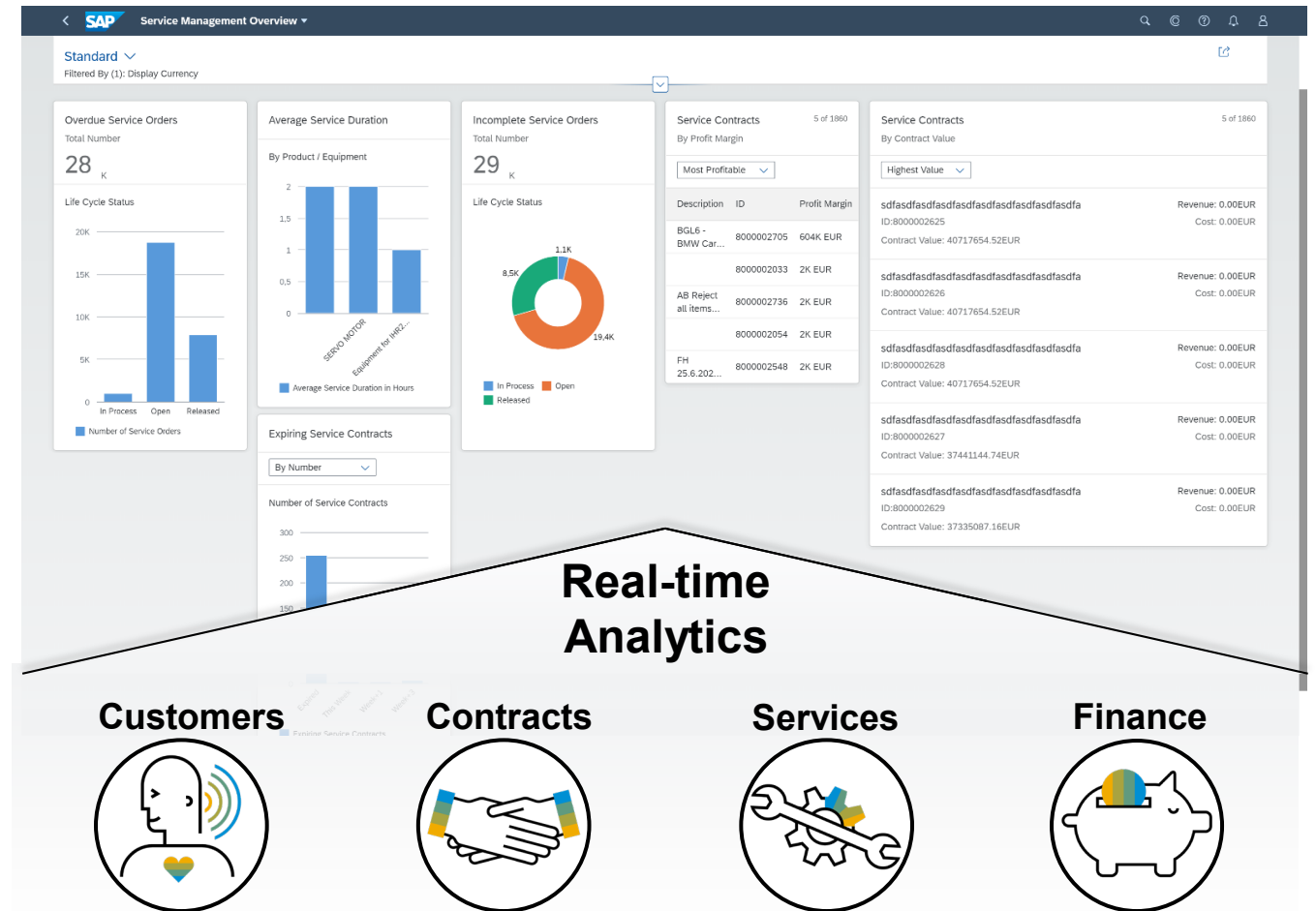
Functionality Newly Embedded in SAP S/4HANA

ERP 2.0 – **built based on business requirements** not on IT limitations

- removing landscape complexity

- simplifying processes

- ensuring real-time decisions

- harmonizing master data

- reducing cost

buy
- Central Procurement
- Supplier Mgmt.

supply
- Transportation Mgmt.
- Extended Warehouse Mgmt.

make
- Prod. Planning Optimizer
- PP/DS

sell
- Sales Force Support

finance

design
- Comm. Project Mgmt.
- Portfolio & Project Mgmt.

maintain

service
- Customer Mgmt.

people

cross
- Industry to core
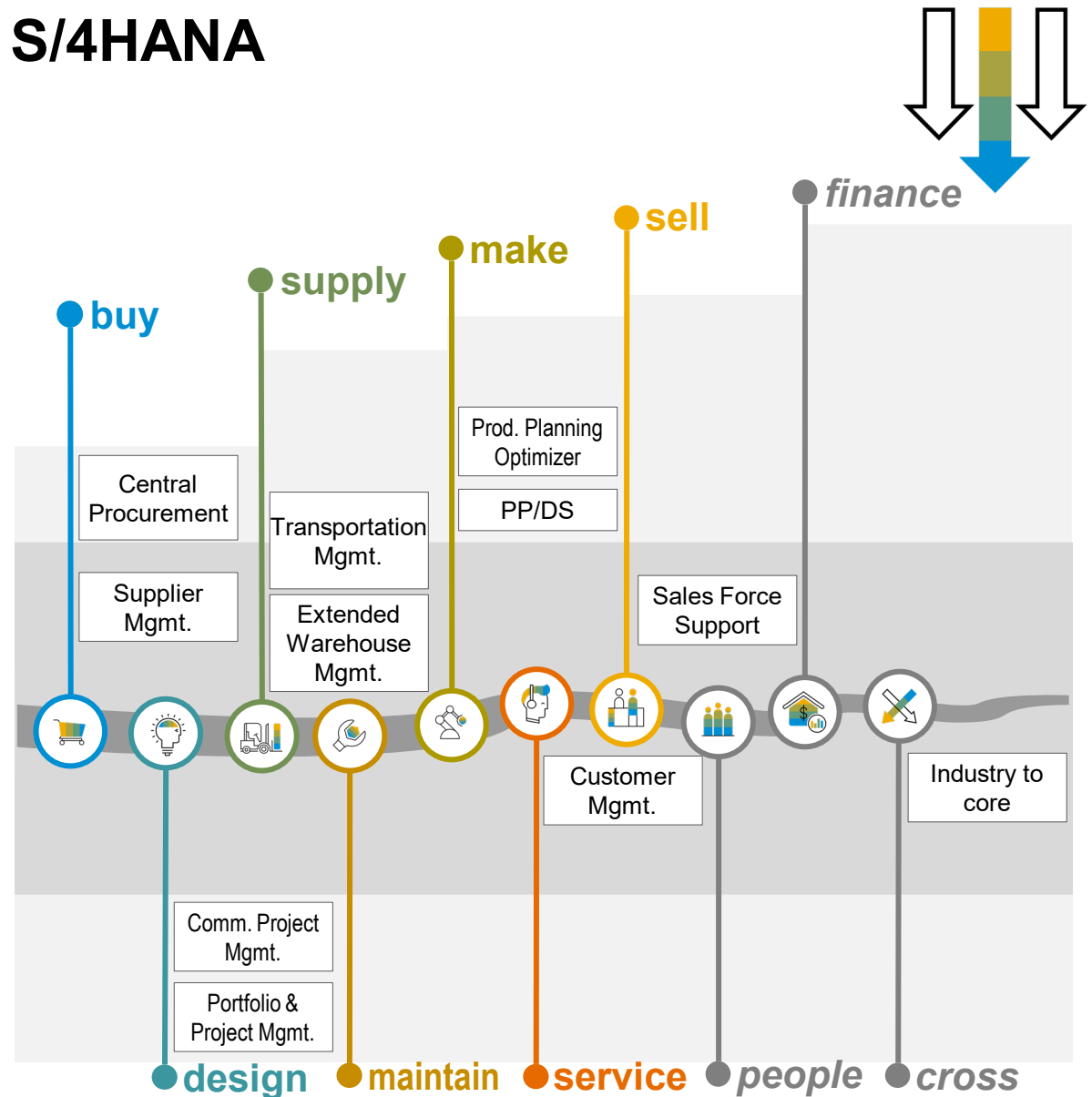
Supplier Management in SAP S/4HANA

Supplier Evaluation by User
Defined Criteria
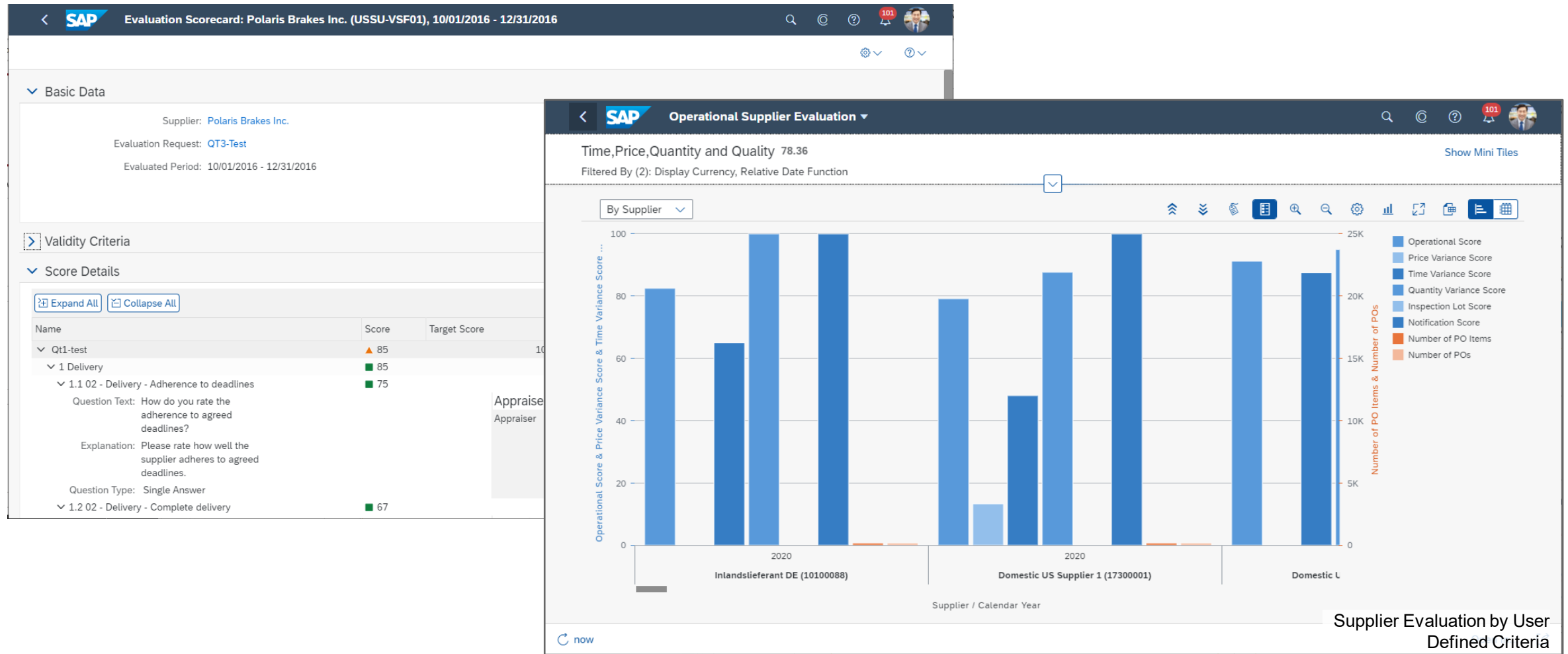
New Business Processes in SAP S/4HANA
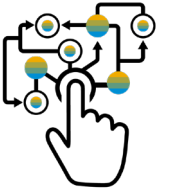
Supporting the requirements of a digital economy

- capabilities for service-based business and the combination of tangible and non-tangible products

- supporting new industry trends like "contribution-based formulation" or "DDMRP"

- increased organizational flexibility with easy to manage framework

- new algorithms to support complex scenarios around the "unit of one"

buy
- Image-based buying
- Enterprise Contract Mgmt.

supply
- Ext. Service Parts Planning
- Advanced ATP
- Direct Delivery

make
- DDMRP
- Predictive MRP

sell
- Solution Bill.
- Intern. Trade
- Stlmt. Mgmt.

finance
- Predictive Accounting
- Group Reporting
- Compliance Framework

design
- Product Compliance
- Software Mgmt.
- Adv. Variant Config.
- Recipe Mgmt.

maintain
- Rep. & Repair Malfunction

service
- Solution portfolio

people

cross
- Responsibility Mgmt.
- GDPR Tools

Solution Billing for Digital Business Models

The SAP S/4HANA Sales billing capability enables **an omnichannel approach**, creating **one single invoice combining billable items from different channels** (e.g. internal and external) **and billing categories** (e.g. one-time billing, recurring billing, and usage-based billing).

Delivery

Debit Memo Request

External Billing Request

Sales order

Billing Document

One single Invoice

SAP digital payment add-on

SAP BTP

additional license   additional installation
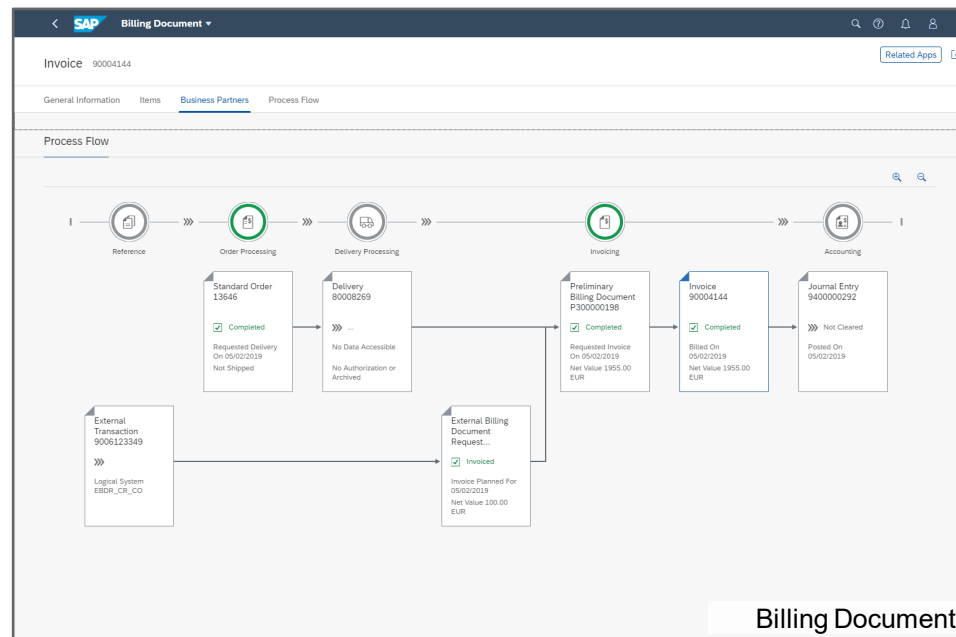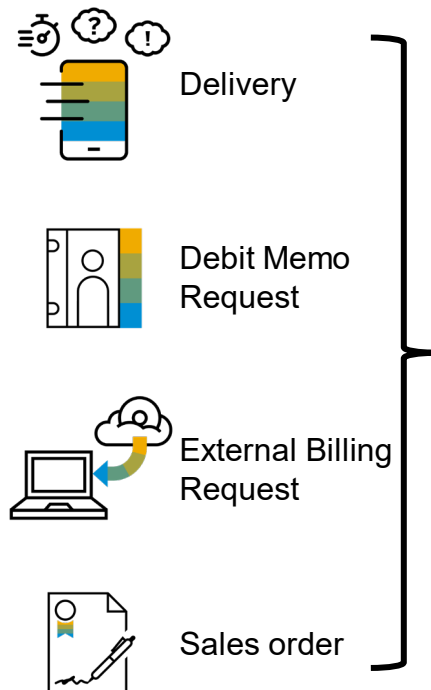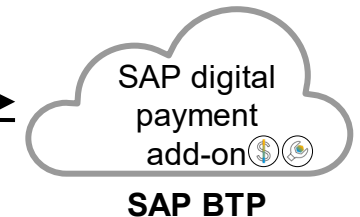
Artificial Intelligence Technologies in and with SAP S/4HANA
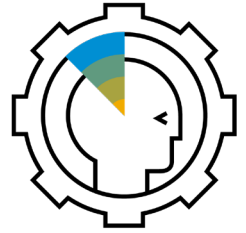
Harnessing the power of artificial intelligence technologies **across business processes**

- assist user with access to peer for guidance and interaction or smart support with automated conversational bot

- automate standard processes via recorded transaction to execute repetitive and time consuming tasks automatically going forward

- learn from customer specific history and exceptions to predict, support steps, automate, or optimize business user decisions

- provide insights to real-time sensor data to facilitate and improve existing business processes and allow business users to take pro-active decisions

Interact

Conversational AI (CAI)

Chatbots to interface and hand-over to execution bot

Execute

Intelligent RPA

Multiple **bot workflows for execution** (attended + unattended)

Optimize

Machine Learning (ML)

Self-learning bots and applications with dynamic adaptability

Connect

Internet of Things (IoT)

Sensor data to give more transparency in business processes
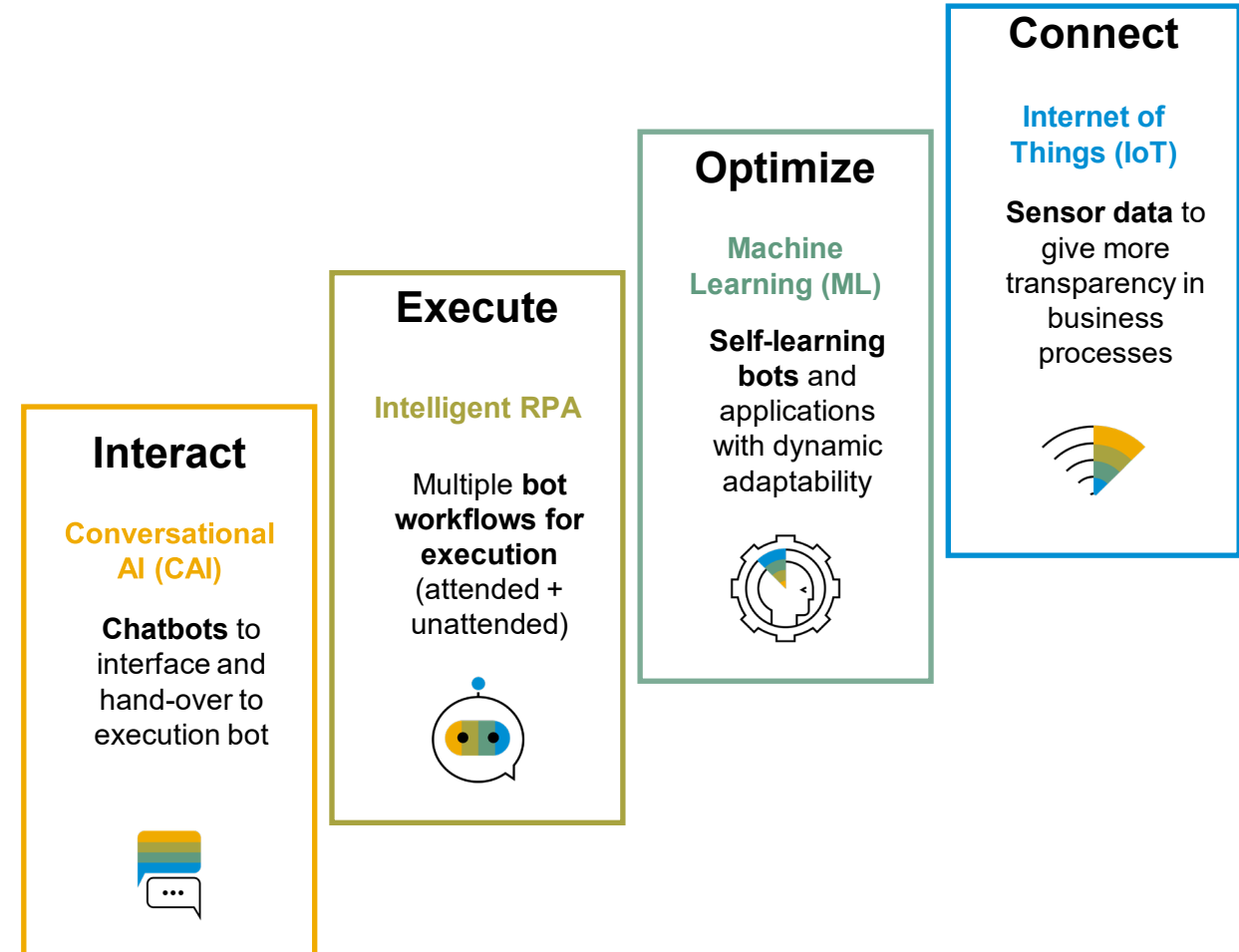
Create Sales Order from PDF File Automatically
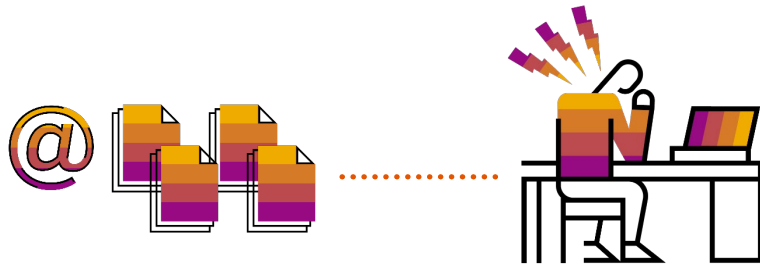
Receive customers' buying request via e-mail → Process e-mail and Sales Order manually

Manual and error-prone sales order creation process
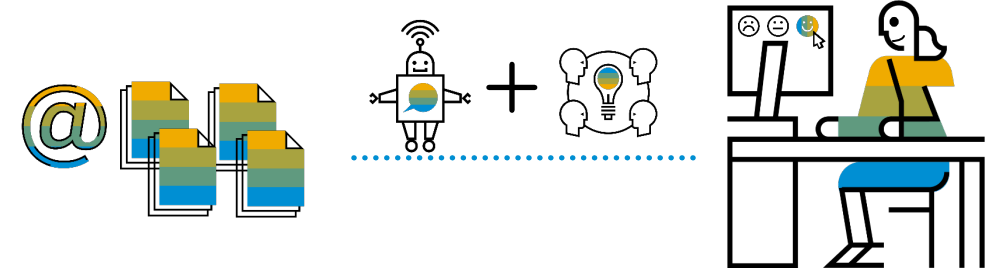
Receive customers' buying request via Email → RPA Bot** & Machine Learning** → Verify Order Request & Confirm Order entry

Automated sales order creation process

Business pain points:

- Sales offices receive customer's buying orders in PDF files as e-mail attachments

- Sales representatives monitor e-mail inboxes regularly, "translating" order data into the sales order data format and entering sales orders

- **High manual repetitive effort and error-prone process**

SAP S/4HANA Capabilities and Business Benefits:

- SAP RPA bot 💲◎ regularly checks the dedicated e-mail inbox and uploads unread PDFs (customer orders) automatically into SAP S/4HANA

- SAP machine learning Document Information Extraction service 💲◎ extracts the sales order relevant data for SAP S/4HANA

- Within SAP S/4HANA a sales order request is automatically created.

- In case of incompletion or incorrect data SAP S/4HANA provides guided procedure for correction.

- Sales rep. can verify order data, simulate order creation and confirm order creation.

- **Improved sales productivity with process automation.**

💲 additional license ◎ additional installation

Out-of-the-Box Integration with SAP S/4HANA

SAP S/4HANA is at the core of SAP's next generation ERP suite

SAP supports customers in seamlessly integrating complementary solutions and business networks by:

- providing SAP Best Practices for the most common integration scenarios

- delivering a coherent User Experience across the entire SAP portfolio via the SAP Fiori Launchpad

- driving business object consistency across the various solutions

- supporting integrated processes with a harmonized pricing model

buy

SAP Ariba

SAP Fieldglass

SAP Concur

supply

SAP Warehouse Insights

SAP IBP

SAP Logistics Business Network

make

SAP Digital Manufacturing Cloud

sell

SAP Sales Cloud

SAP Comms Cloud

SAP Marketing Cloud

SAP Omni-channel Sales

finance

SAP Ariba

SAP Concur

design

SAP Enterprise Product Development

maintain

SAP Geographical Enablement Framework

SAP Intelligent Asset Management

service

SAP Field Service Management

SAP Service Cloud

people

SAP SuccessFactors

cross

SAP Analytics Cloud

qualtrics XM

Procurement Integration SAP S/4HANA with SAP Ariba

Example integration scenarios with Ariba

SAP S/4HANA®

SAP Ariba

- Leverage **Business Network and the intuitive guided buying capability** integrated with SAP S/4HANA core procurement processes.

- Leverage **digital handshakes** between the **buyer and supplier** to take more control of your business network in procurement.

- **Generate sourcing request** out of SAP S/4HANA and conduct sourcing events within Ariba. Bring the outcomes back to SAP S/4HANA core procurement processes as **info records** or **contracts.**

Buyer - - - - - - - - - - - - Digital Handshakes - - - - - - - - ▶ Supplier

Request for Quotation / Supplier Quotation

| Request for Quote |
| Quote / Award |

Source, Bid, Collaborate

Manage Catalogue Content **(punch out)**

Purchase Order

| Purchase Orders |
| PO confirmation |
| Ship Notice |
| Goods Receipts |
| Service Entry Sheets |

Order Collaboration

Legal Contracting

Shipping info, tracking

Invoice

| Invoices |
| CC-Invoice; MM invoices |
| Invoice Status Update |
| Payment Proposal |
| Early Payment |

Invoice Creation

Invoice Collaboration

Discount Management

Payment

| Remittance Advise |

Invoice Collaboration

How to get there?

RISE with SAP

The solution to becoming an intelligent, sustainable enterprise in the cloud

It is a comprehensive solution with:

- Cloud ERP for every business need

- Industry next practices and extensibility

- Analytics and business process intelligence

- Outcome-driven services from SAP and partners

Driving business innovation together

Take the lead

with industry innovation for top-line, bottom-line, and green-line growth

Never stop improving

with continuous insight to optimize business processes

Secure your success

with a trusted partner for your business needs, at every step of the way

Take the lead

with industry innovation for top-line, bottom-line, and green-line growth

Grow revenue by creating differentiating business models in your industry

Increase margin with built-in best practices and industry-specific processes

Unlock new efficiency with intelligent automation across all mission-critical processes

Manage sustainability with company-wide transparency and controls

Take the lead

Leverage sustainability as a competitive differentiator

Sustainable value creation

Create new sustainable products, services, and business models

De-carbonize, eliminate waste, and drive social responsibility across supply chains

Comply with global and local regulations

Business transformation

Sustainable growth

Holistic view into data, processes, and industry specific drivers, differentiators, regulations, and best practices across value chains to create new products, services, and solutions and to reach new customers, markets and segments.

Real-time insights

End to end solution portfolio to asses and reduce carbon footprint, address circular business models, reduce waste, and ensure social responsibility across value chains by embedding sustainability into core business processes.

Regulatory compliance

Deep transparency into financial & non financial data which helps address regulations, taxation, and sanctions proactively, ensuring integrated, auditable, and real-time reporting.

Make sustainability core to your business

Gaining Full Transparency Along the Supply Chain with SAP S/4HANA® and SAP® Business Technology Platform

Before: Challenges and Opportunities
- Provide more transparency for customers to learn more about food provenance and processes
- Centralize data and operations to track ingredients
- Automate as many processes as possible, making them more efficient and effective, while enabling the integration of intelligent technologies, such as the IoT, artificial intelligence, and blockchain
- Offer new services and gain supplier confidence using data insights to create new opportunities and business models

Why SAP
- Software that meets established criteria for a platform to support end-to-end processes, allowing the business to access data enterprise-wide to serve customers and form stronger customer relationships
- Ability to unify operations and support foundational services using SAP S/4HANA® and SAP HANA®
- Access to standard and custom SAP Fiori® apps connected through SAP® Business Technology Platform to transmit agricultural and other types of data along the entire supply chain

After: Value-Driven Results
- Automated multiple processes on SAP S/4HANA, leading to increased efficiency within the company
- Enabled faster access to data and insights, allowing the firm to make data-driven decisions
- Facilitated total ingredient and carbon footprint transparency
- Established a single technology source, helping ensure system synergy and integration

"Customers want to know everything about a product and its ingredients so they can be sure it aligns with their values. We want to give them that level of transparency, which means gathering an enormous amount of data and making it **available in real time**. That's what we're doing with our new platform based on SAP S/4HANA and SAP Business Technology Platform."

Ben Windhorst, DTO&IT Director, FRoSTA AG

30%
Faster throughput, thanks to better-integrated business planning

Faster
Product calculations, now taking just eight minutes, down from eight hours

FRoSTA AG Bremerhaven, Germany www.frosta-ag.com	**Industry** Consumer products	**Products and Services** Food processing and foodservice	**Employees** >1,800	**Revenue** €523 million	**Featured Solutions and Services** SAP S/4HANA, SAP HANA, SAP Fiori, and SAP Business Technology Platform

THE BEST RUN **SAP**

Never stop improving
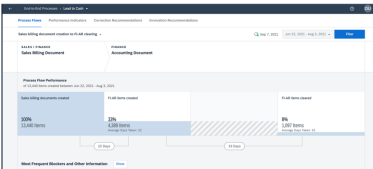
with continuous opportunities to optimize business processes

Prioritize optimization opportunities with instant analysis of processes, activities, and tasks

Sharpen process performance based on actual system usage and best-practices

Accelerate your progress by always being on the latest release

Never stop improving

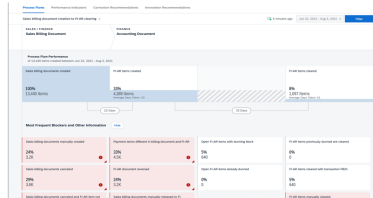Sharpen process performance based on actual system usage and best-practices, e.g.: Improving your liquidity

Step 1 – Process Insights on End-to-End Scenario

Review **process insights** based on specific **end-to-end scenarios** that you would like to focus on
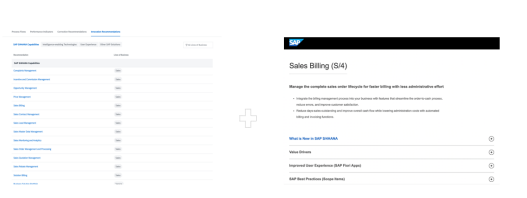
Step 2 – Detailed Measures for Every Process Step

Get **detailed contextual information** of every process step e.g. 24% of all sales billing documents are created manually
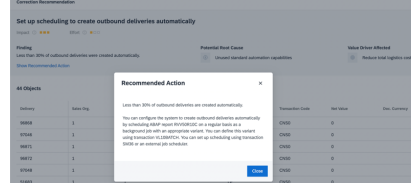
Step 3 – Get Recommendations from SAP Applications Capabilities

Innovation Recommendations help to plan long-term strategic improvement for source to pay (e.g. Sales Billing) using SAP applications
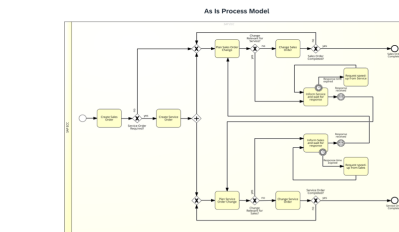
Step 6 – Executable Actions for Processes Improvement

The Recommended Action explains to me exactly what has to be done right away (e.g. **create outbound delivers automatically out of the system**)
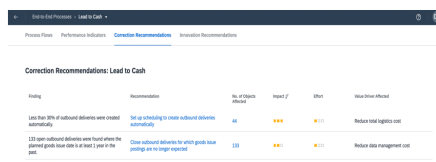
Step 5 – Processes modelling with Signavio

Step 4 – Process Improvement Recommendations

The system shows me which **value drivers** are supported by applying the **recommended fix**. And I get an indication of the benefit and the effort.

Delivering Digital Transformation with SAP® Solutions

ctt

Before: Challenges and Opportunities
- Adapt to new market realities in the postal and courier industry; meet changing customer expectations
- React more rapidly to emerging business requirements and revenue opportunities
- Standardize, simplify, and streamline business processes across the group
- Replace complex, time-consuming, and manual billing processes with digital tools

Why SAP and Deloitte
- Decades of experience using SAP business applications; SAP is a long-standing, trusted partner
- Automated, digital workflows and intuitive user experience
- Standard integration between SAP S/4HANA® and SAP Billing and Revenue Innovation Management
- Expert implementation services and support from Deloitte

After: Value-Driven Results
- Connected business processes and used synergies to increase efficiency
- Simplified the system landscape, slashing maintenance burden and reducing total cost of ownership
- Introduced a standard billing system, establishing a single source of truth and increasing transparency
- Automated and accelerated business processes, empowering employees to work more productively
- Eliminated the reliance on legacy custom code to develop and implement new functionality
- Enhanced operational agility, enabling CTT to respond faster and more flexibly to evolving industry imperatives and customer demands

"Post is changing – parcel deliveries are soaring, and customer expectations are higher than ever. **SAP technology makes us more agile** and fit for the future of the rapidly evolving postal services industry."

Nuno Carreira Silva, SAP Director, CTT Correios de Portugal, S.A.

80%
Of business processes standardized

10x
Faster to create invoices

100%
Traceability of billing processes, from invoice to contract

Featured Partner

Deloitte.

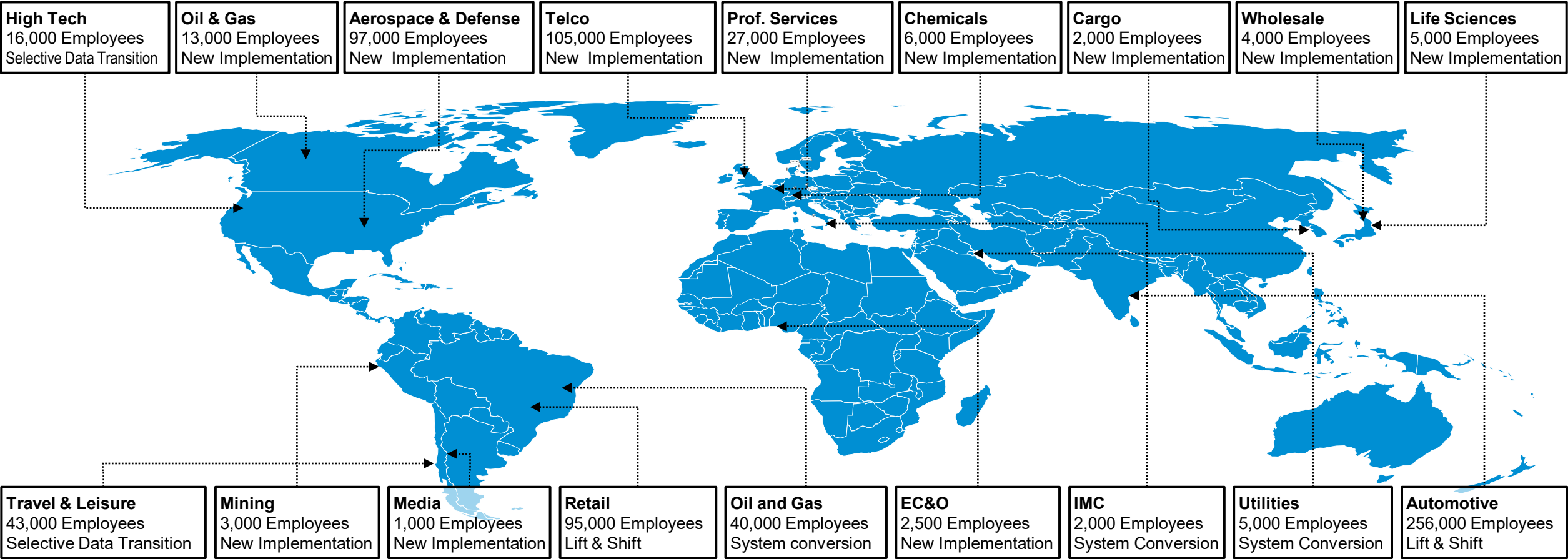| **CTT Correios de Portugal, S.A.** Lisbon, Portugal www.ctt.pt/en	**Industry** Postal Services	**Products and Services** Mail and parcel deliveries, banking services, and retail	**Employees** 12,200	**Revenue** €745.2 million (2020)	**Featured Solutions** SAP Billing and Revenue Innovation Management solution, SAP S/4HANA Cloud, private edition. SAP Fiori, SAP Convergent Mediation by DigitalRoute

THE BEST RUN **SAP**

Secure your success

**with a trusted partner for your business needs,
at every step of the way**

Run your mission-critical operations
at global scale

Reach the cloud without compromise with solutions
for business agility and regulatory compliance

Take charge of change using a versatile platform
to speed innovation

Own your tomorrow with a guided journey and
outcome-driven practices from SAP and our partners

Secure your success

Join industry leaders across the globe in entrusting your critical cloud operations to SAP*

High Tech	Oil & Gas	Aerospace & Defense	Telco	Prof. Services	Chemicals	Cargo	Wholesale	Life Sciences
16,000 Employees	13,000 Employees	97,000 Employees	105,000 Employees	27,000 Employees	6,000 Employees	2,000 Employees	4,000 Employees	5,000 Employees
Selective Data Transition	New Implementation	New Implementation	New Implementation	New Implementation	New Implementation	New Implementation	New Implementation	New Implementation

Travel & Leisure	Mining	Media	Retail	Oil and Gas	EC&O	IMC	Utilities	Automotive
43,000 Employees	3,000 Employees	1,000 Employees	95,000 Employees	40,000 Employees	2,500 Employees	2,000 Employees	5,000 Employees	256,000 Employees
Selective Data Transition	New Implementation	New Implementation	Lift & Shift	System conversion	New Implementation	System Conversion	System Conversion	Lift & Shift

*compiled in February 2021, based on SAP S/4HANA Cloud projects supported by SAP S/4HANA Reginal Implementation Group

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

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

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

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

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

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

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

One
Source of truth from an integrated suite of cloud solutions

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

Industry
Industrial machinery and components

Products and Services
Air filtration solution manufacturing

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

THE BEST RUN **SAP**

Why S/4HANA Cloud?

The Cloud ERP for every business need driving business innovation through process standardization with agility, scalability and sustainability

SAP
S/4HANA
Cloud

The strategic choice to embrace the future of ERP

Embedded Best Practices
64 Country/Region versions in 39 languages, supporting the processes of customers across 25 industries.

Enhanced User Experience
SAP Fiori, role-based, user experience, harmonized across SAP's modular cloud portfolio enabling use on any device

Insight, Intelligence & Automation
Real-time embedded analytics, machine learning and robotic process automation

Agile Modular Cloud
Digital core of the SAP modular cloud architecture with pre-built integrations to SAP Line of Business and SAP Industry Cloud solutions

Continuous Innovation
Take advantage of upgrades managed by SAP, while safeguarding your prior investments in SAP systems.

Security, Compliance & Scalability
SaaS delivery with technical operations, upgrades, system maintenance, etc. managed by SAP

Openness & Extensibility
In-app, side-by-side extensibility and on stack ABAP enhancements as well as expert configuration access and a wide range of partner add-ons

Enabling Sustainable Enterprises
Integrating sustainability data into end-to-end business processes running on data centres powered by renewable energy

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Home ▾

Define your strategy | Make the case | Consider the options | Deliver the future

Define your strategy

SAP Business Value Advisor
Provides a quick and simple way to measure the potential value of SAP S/4HANA for any business

SAP S/4HANA Manifesto
Handbook that summarizes the combined experience from over 5,000 SAP S/4HANA migration projects

SAP S/4HANA Product Road Maps
Roadmap information from different perspectives: Product, solution, industry, LoB, technology

Target Group
- Executive
- IT
- Business

Make the case

SAP S/4HANA Comparison Videos
Witness how SAP S/4HANA simplifies and accelerates processes across LoBs compared to SAP ERP

SAP Transformation Navigator
Clear guidance into the SAP S/4HANA world, based on customer licensing landscape, business value and IT strategy

SAP Readiness Check for SAP S/4HANA
Fiori tool delivering overview of potential SAP S/4HANA landscape based on customer-specific installation data

Process Discovery
Tailored recommendations based on your current productive system usage; identify high-value business scenarios

SAP Road Map Explorer
Easily evaluate and discuss innovations and features with having both business and technical information at a glance

Consider the options

Simplification List
Technical view on important changes in SAP S/4HANA like depreciated functions, replacements and mitigation

SAP S/4HANA Trials
Experience the benefits of SAP S/4HANA first-hand by taking advantage of a 30-day trial

SAP Best Practices Explorer
Browse and consume SAP Best Practices, which support your implementation projects with ready to run business processes

SAP Fiori Apps Library
Overview of Fiori appl. by role, industry, and more. Upload list of transactions – get Fiori analysis based on your transactions

SAP S/4HANA Community
Access structured in-depth content on SAP S/4HANA such as blogs, roadmaps, best practices, and more.

openSAP Course
Find your path to SAP S/4HANA – Good overview of conv. process and tools

Feature Scope Description
Legally relevant scope documentation about what's in the core license and what has an extra license

Deliver the future

ABAP Test Cockpit
Offers SAP S/4HANA specific code checks and enables automated adaption of custom code with only a few clicks

SAP S/4HANA Migration Cockpit
Migrate data from both SAP and third-party systems and get step-by-step guidance throughout the data migration process

Integration Content Advisor
Generates proposals for new interfaces and mappings tailored for a specific industry, country, and business context

Software Update Manager
Combines the migration of the system to the SAP HANA database, conversion of data, and software upgrade into one single step

SAP Value Assurance
Deploy systematic approach to accelerate your impl. on premise or through a hybrid approach with less risk and reduces cost

What's New Viewer
Browse interactively through the latest features of SAP S/4HANA.

Thank you.

Contact information:

Ulrike Raidl
Vice President Solution Management SAP S/4HANA, SAP SE
ulrike.raidl@sap.com
+49 171 308 54 53

🐦 @UlrikeR

in ulrikeraidl