

SAP Customer Center of Excellence

Global Virtual Summit- April 5-7, 2022

**Transform the future of your
business with
SAP S/4HANA**

Sven Denecken, SVP, COO S/4HANA and Head
of Product Success, SAP SE

@SDenecken



Disclaimer

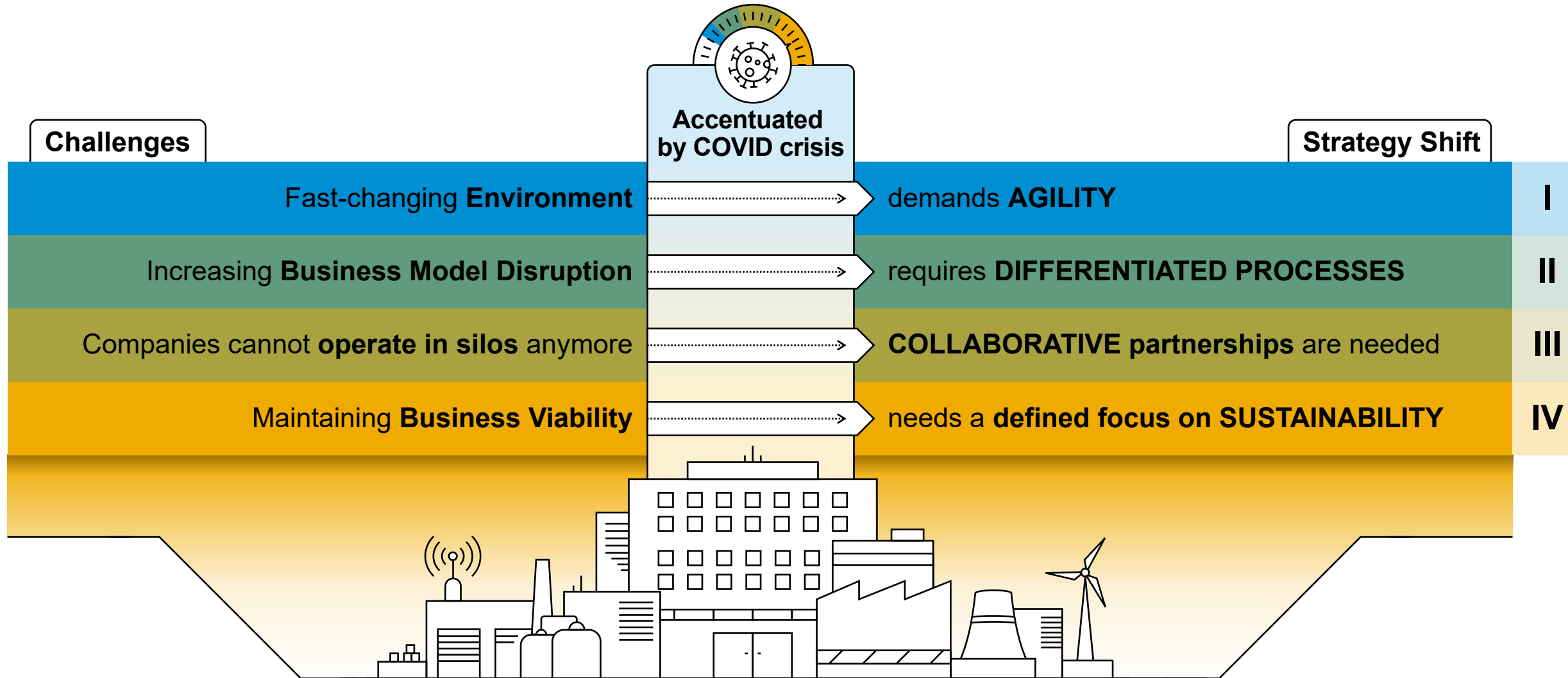
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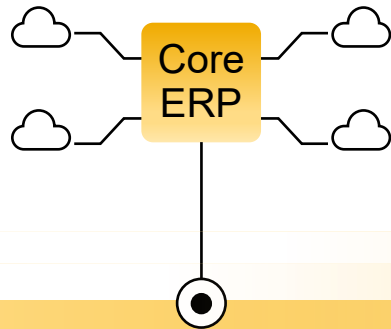
Why 

Enterprises are facing many Challenges leading to seismic shifts in Strategies



SAP S/4HANA – The ERP of the Future

TODAY



Hybrid Landscape

- Monolithic Core ERP
- Selected capabilities in the Cloud



Fragmented IT- landscapes

Complexity of Business Transformation

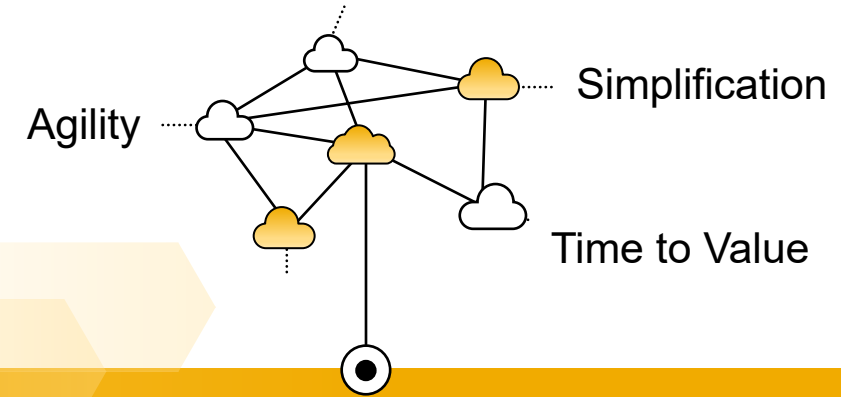
High TCO

Rapidly changing Business environment

Customer Specific Modifications

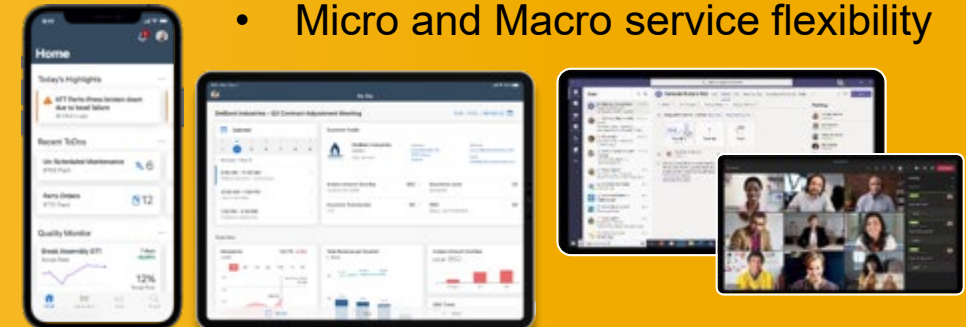
Customer Challenges...

FUTURE

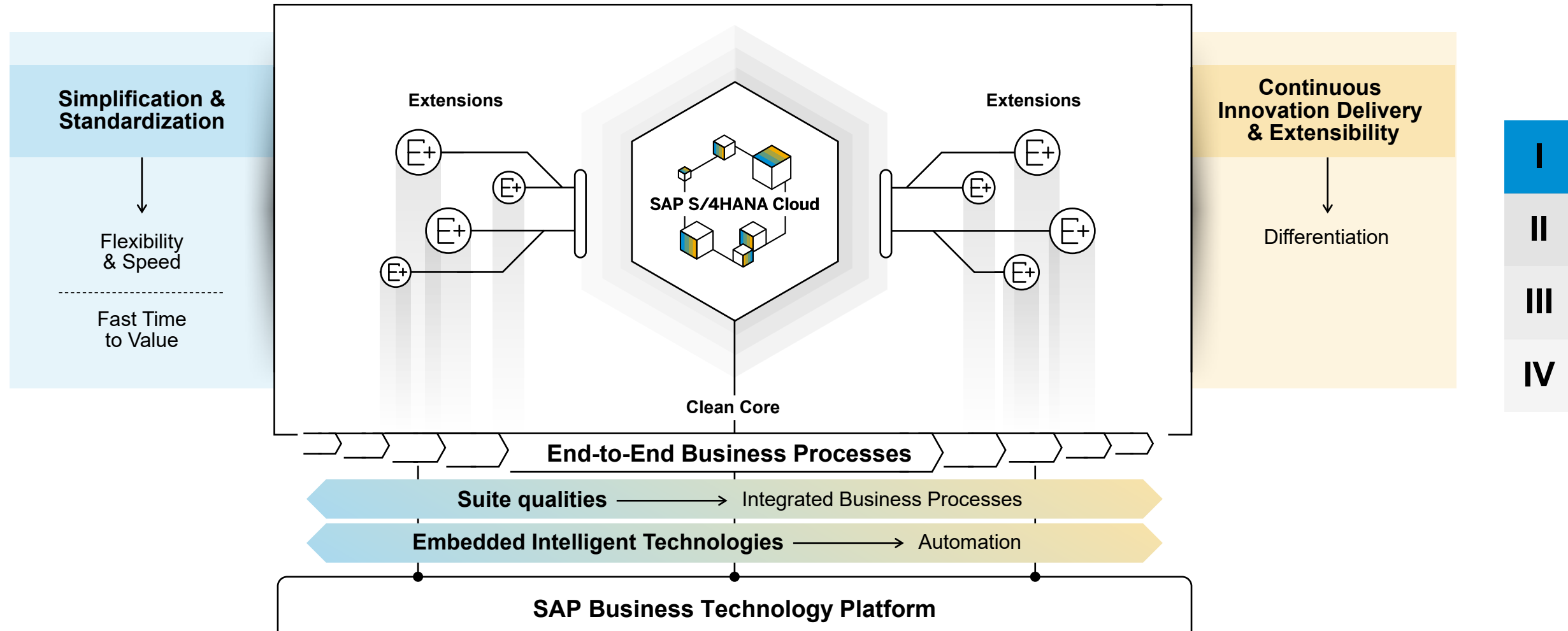


Modular Suite

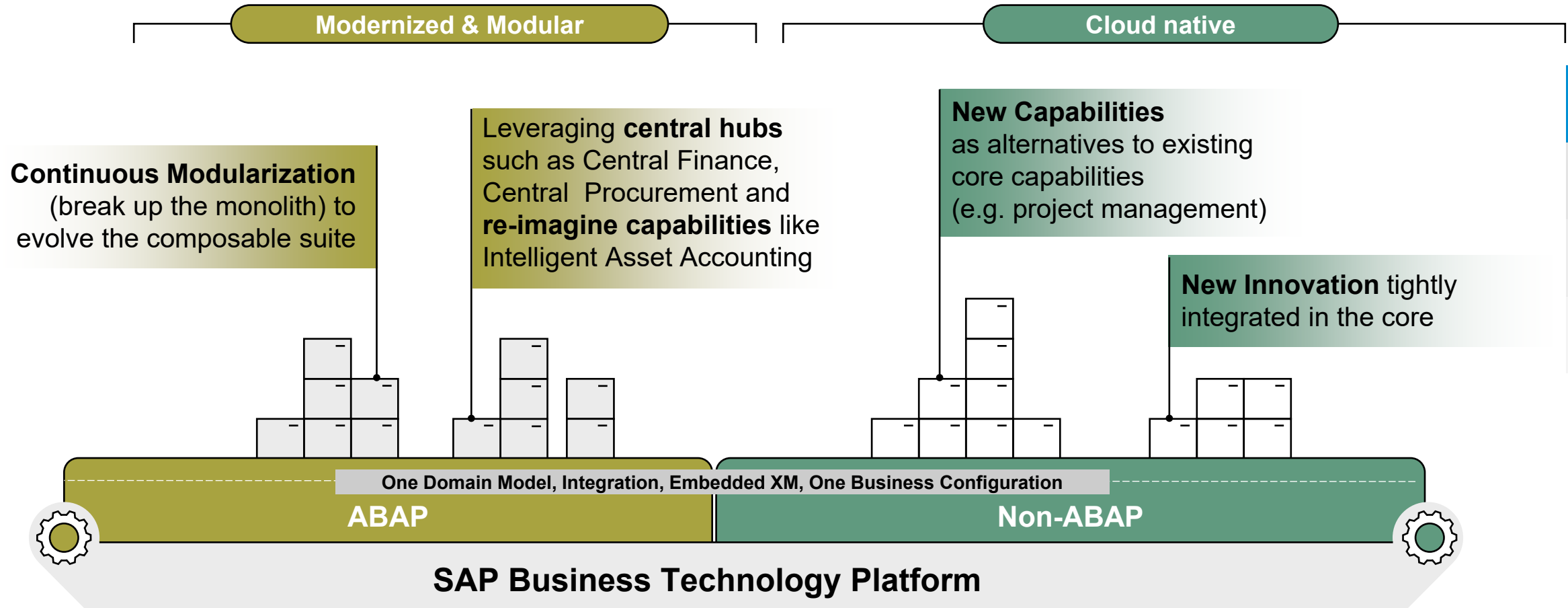
- AI driven LoB Innovations
- Suite Qualities and Data Driven
- Cloud and Network aware
- Micro and Macro service flexibility



Change demands Agility: SAP S/4HANA Cloud provides you with a standardized, easy to configure and extend, modular cloud solution

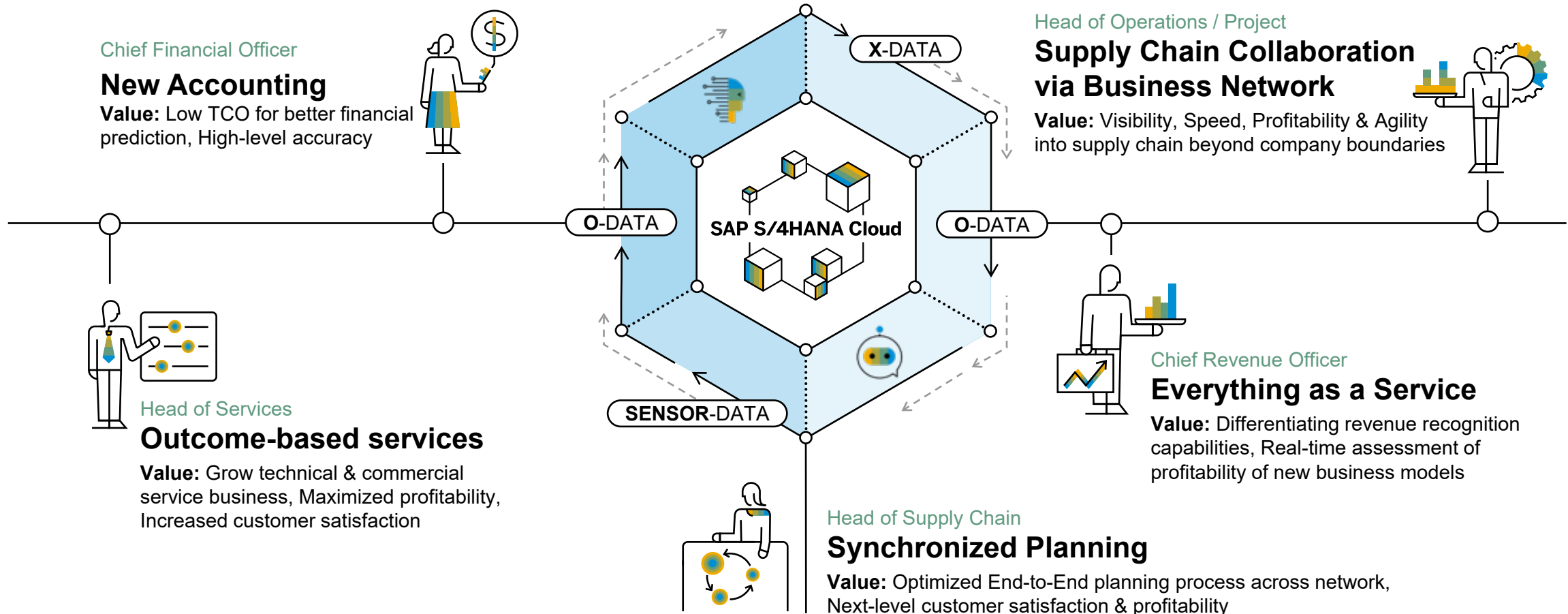


SAP S/4HANA CLOUD MODERNIZATION STRATEGIES

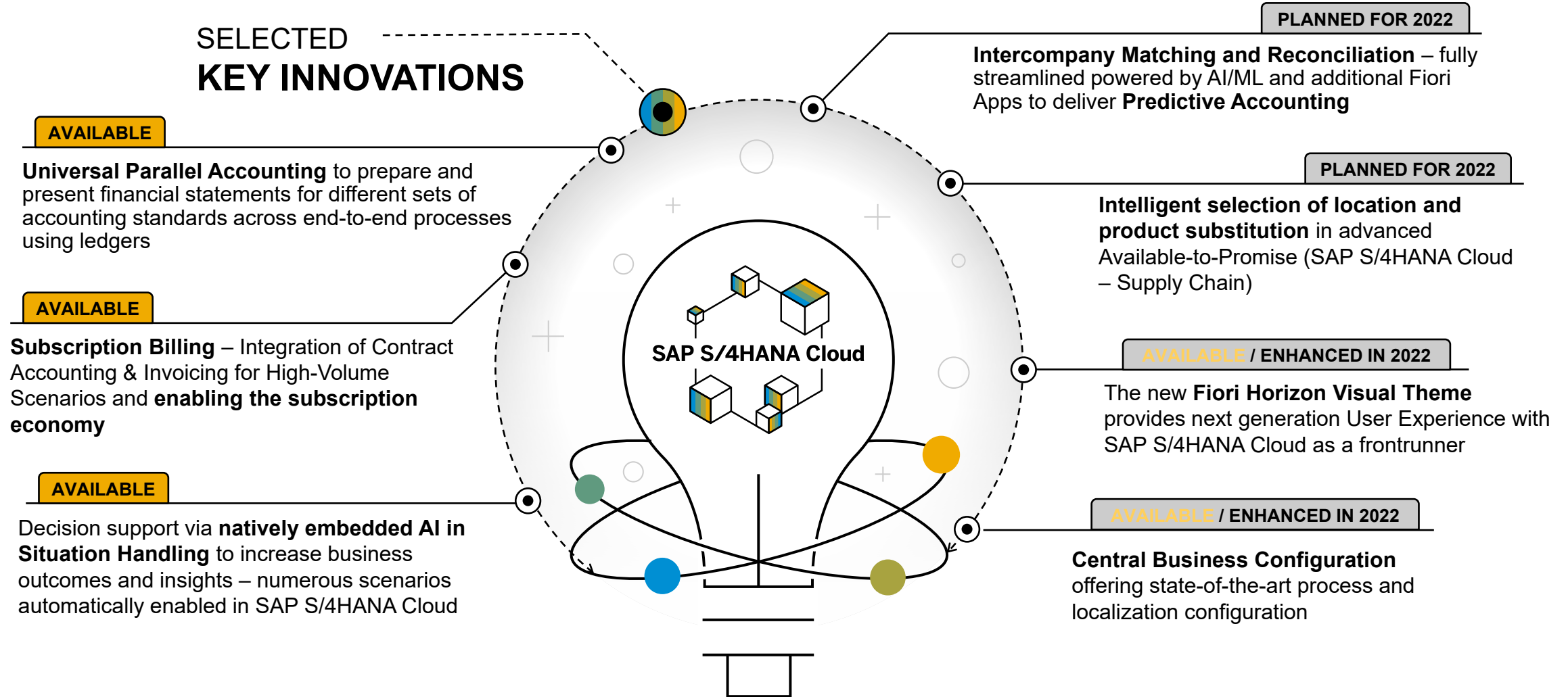


What ?

Reimagine Business Processes: SAP S/4HANA Cloud puts insights into action by combining the analytical with the transactional world



We already have delivered numerous **INNOVATIONS** in **SAP S/4HANA Cloud** and continue to deliver differentiation

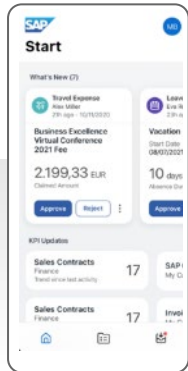


Our user-centric **UX** approach has massively improved **SAP S/4HANA Cloud customers'** experience

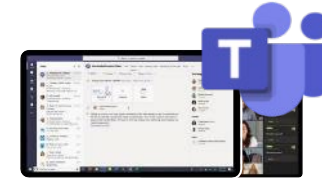
Next-Generation UX

Fiori Next featuring a new user experience and homepage, **delivered in record time** in preview mode

Ease of access
e.g. the SAP Mobile Start App



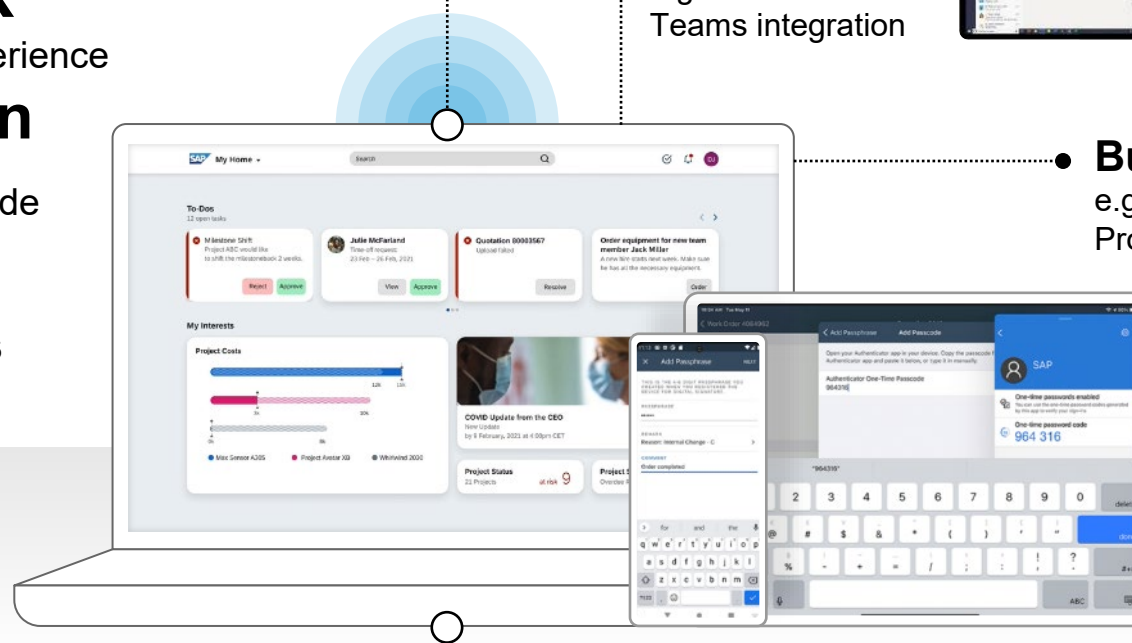
- **Collaborative partnerships**
e.g. Microsoft Teams integration



- **Built-in Support**
e.g. Intelligent Robotic Process Automation 2.0



- **Mobile Innovations**
e.g. Mobile Asset Management



Demo UX

Intelligent product homepage for SAP S/4HANA Cloud

Labs Preview

Based on SAP Fiori with the Horizon theme and organized using spaces & pages

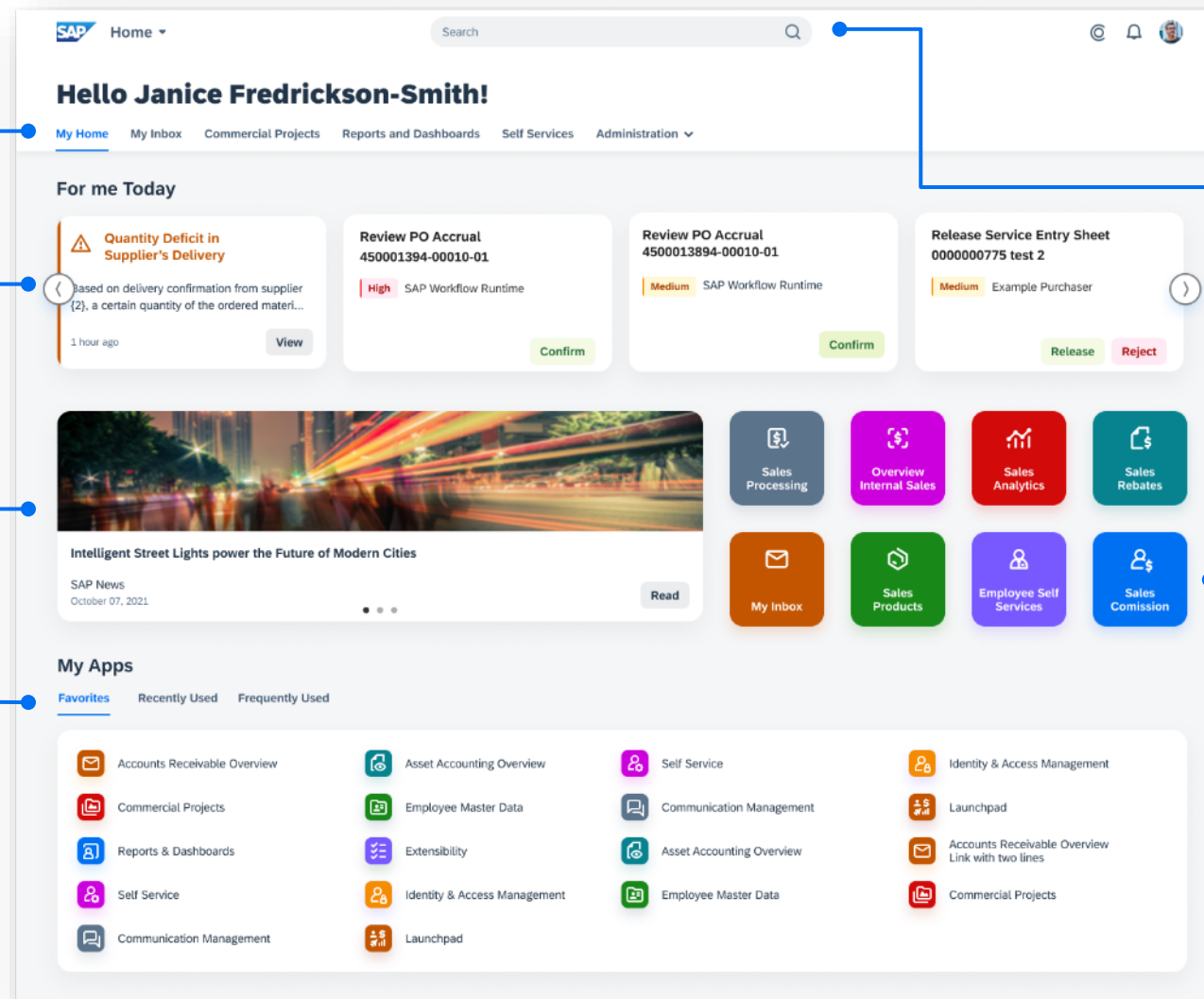
ToDo cards
(MySituations and MyInbox)

Third party news content

Favorite apps
(previously My Home tiles)

Recently Used apps
(previously in user actions menu)

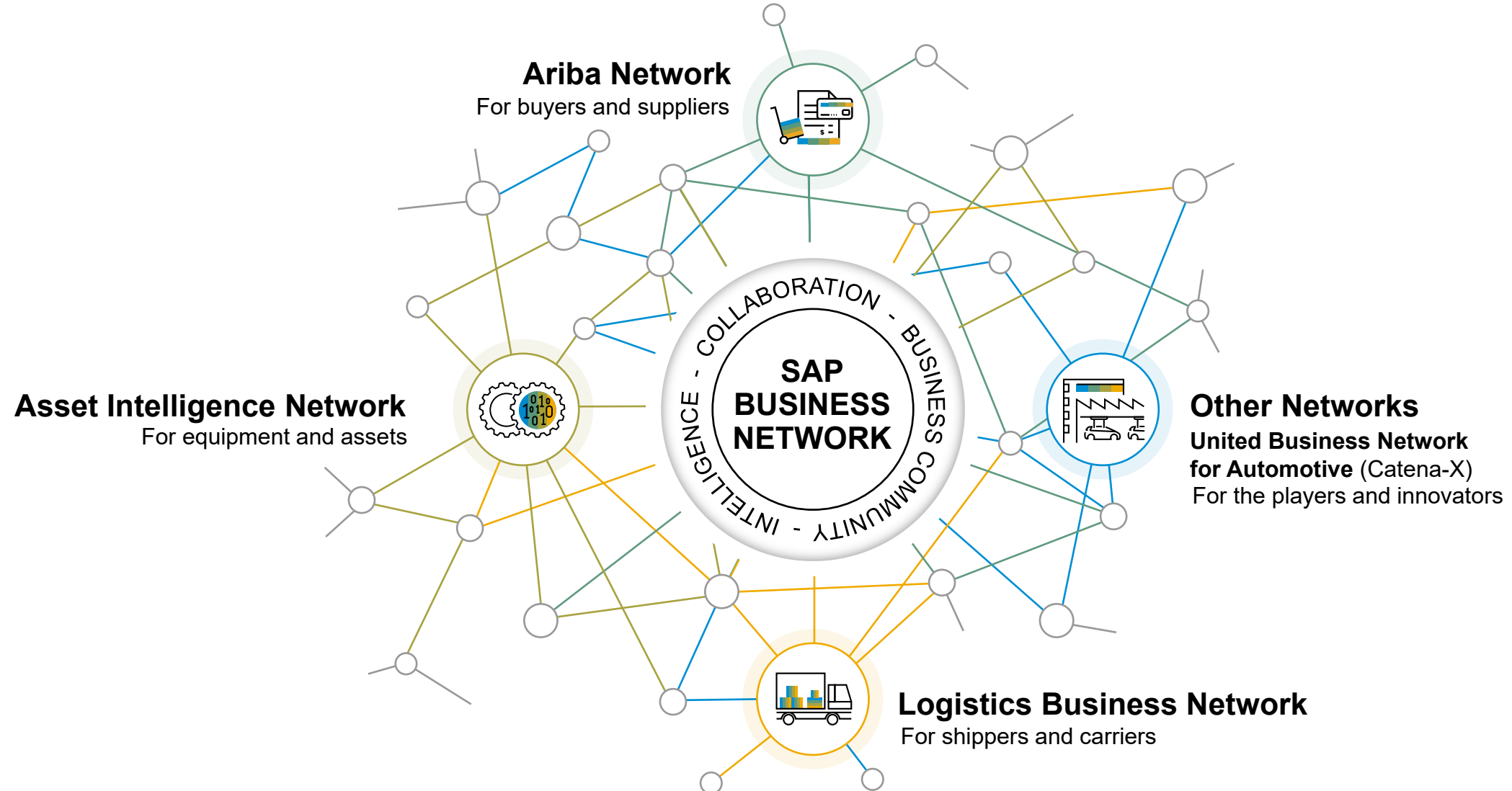
Frequently Used apps
(previously in user actions menu)



Fast launching of any app with Quick app launch

Favorite pages

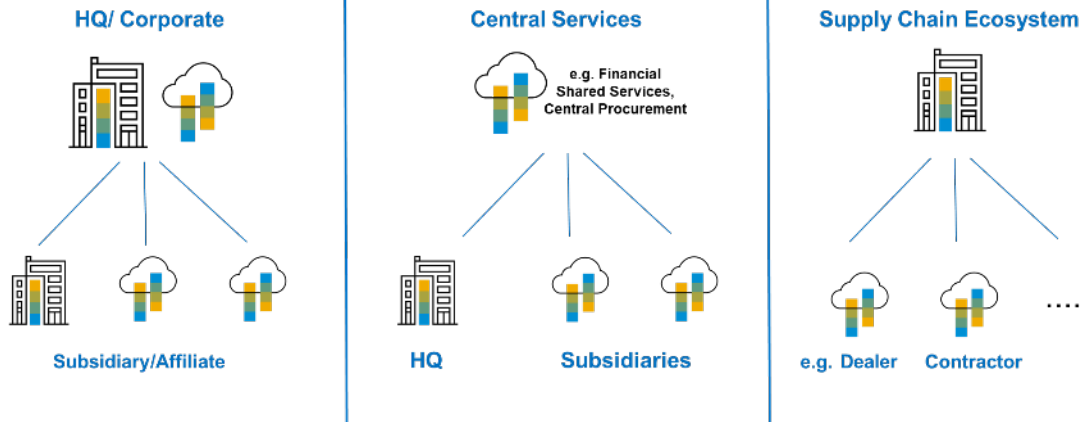
Transition to Collaboration: SAP Business Network turns Enterprise Resource Planning into Network Resource Planning



SAP S/4HANA Cloud **Two-Tier ERP** - Flexible Deployment Choice



Covering **Multiple Two-Tier ERP** landscape scenarios:



Why **SAP S/4HANA** is well suited for Two-Tier ERP:

- **ONE** business blueprint
- Faster **multi-currency, multi-country** business consolidation
- **Homogeneous** resource planning across global operations
- **Hub-Spoke manufacturing** and distribution strategies
- Rapid implementation based on **SAP Best Practices** and SAP Activate methodology

I

II

III

IV

Deloitte.

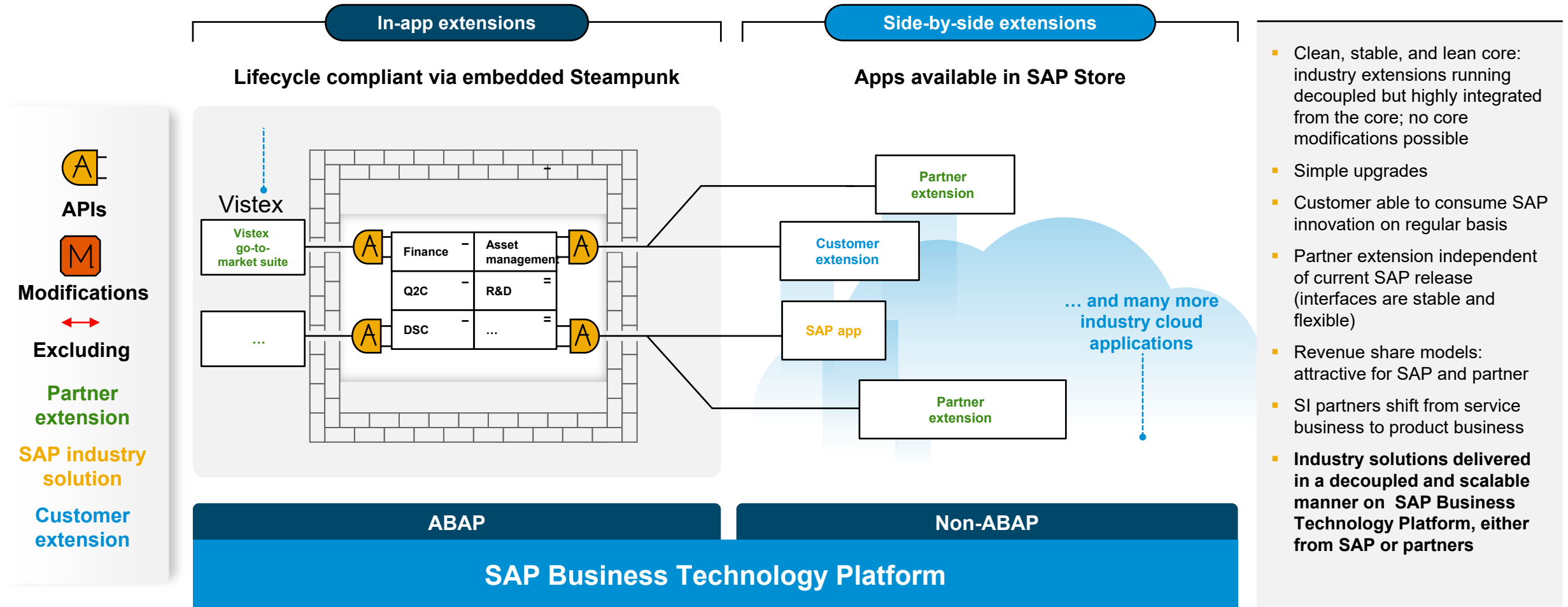
Hitachi High-Tech

TOPCON

REHAU

Extensions enhance flexibility already **today**

We redirect our ecosystem to SAP Business Technology Platform for side-by-side extensions or safeguarded, cloud, in-app extensions to keep the core clean and scale through the ecosystem



Reframe your business focus with Sustainability: S/4HANA Cloud empowers you to manage your climate goals and stay relevant for tomorrow

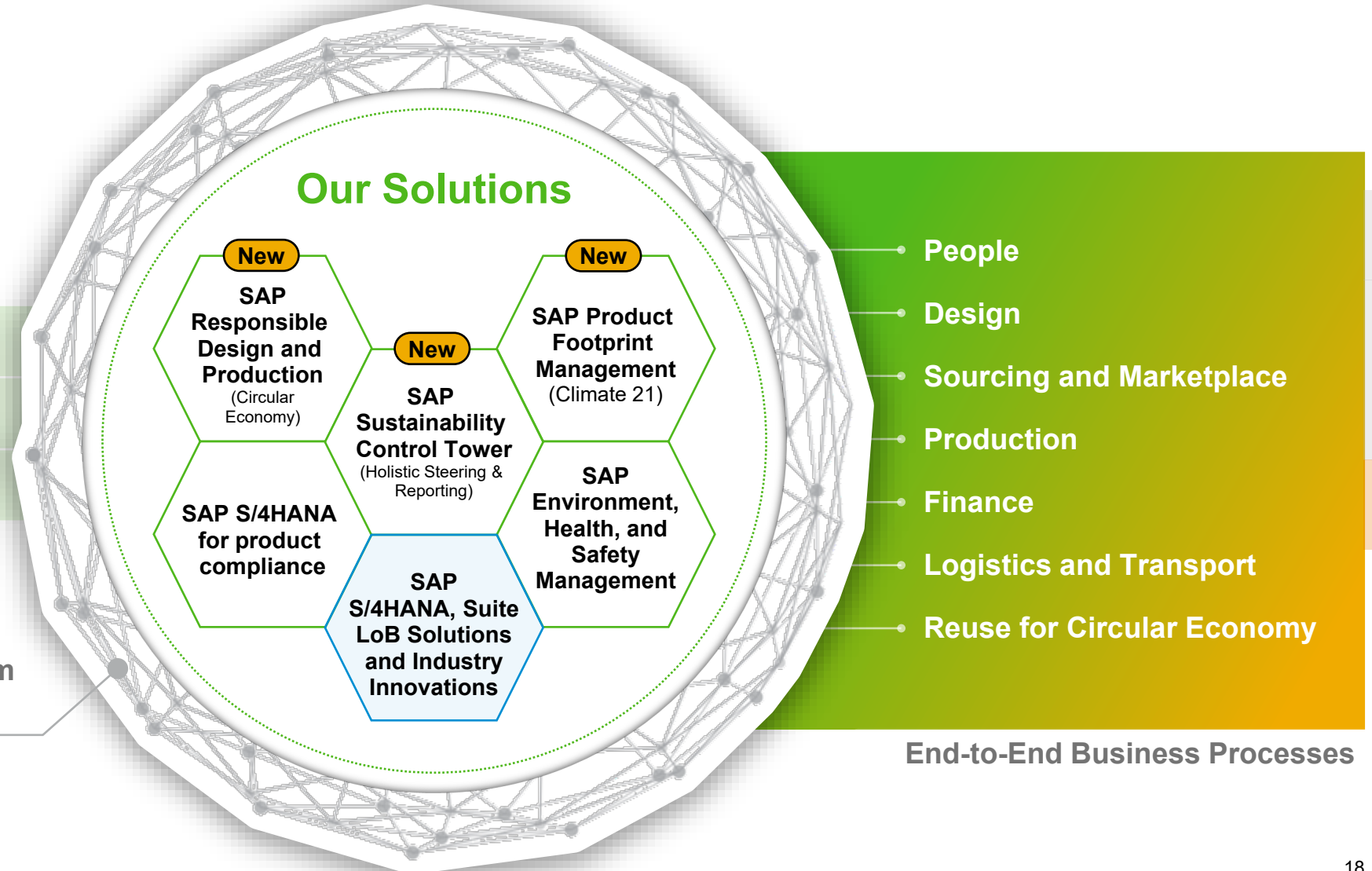
SAP Sustainability Management Cloud is ...

... MODULAR

... EMBEDDED INTO THE NETWORK

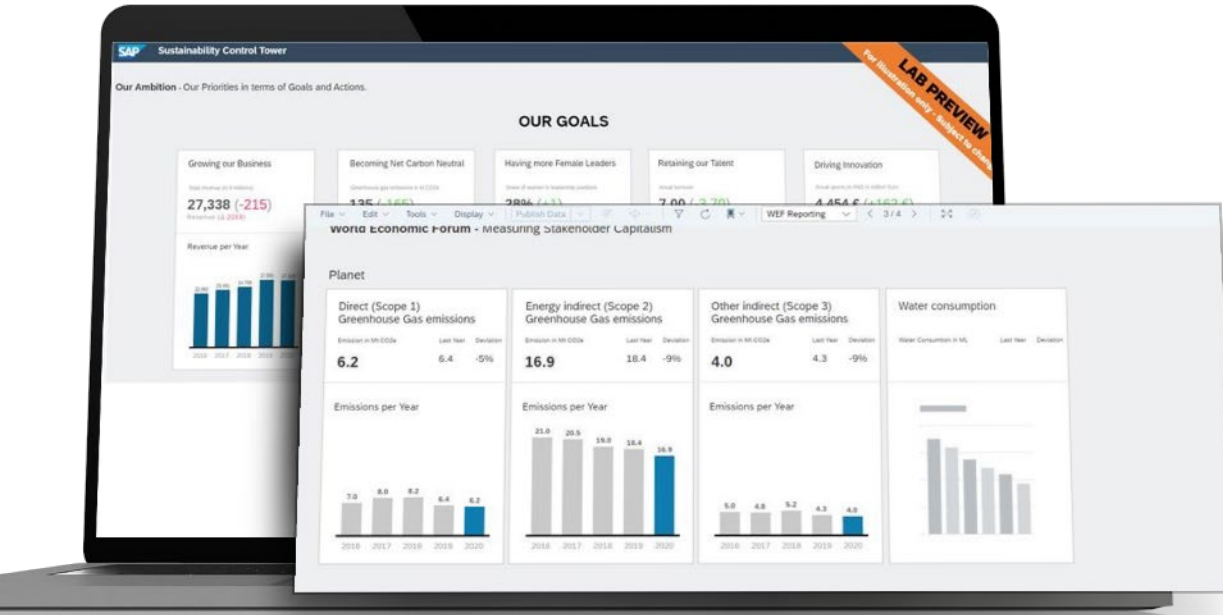
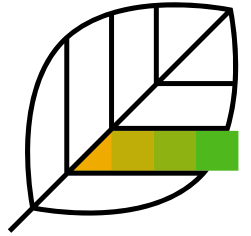
... INTEGRATED INTO OUR SOLUTIONS

With a Global Network Ecosystem
Impact at Scale with Partners



Example: SAP® Sustainability Control Tower

Incorporate the 'green line' into strategic decision making



Objective

- Embed economic, environmental and social performance into strategic decision making.
- Enable customers to understand their organization's true impact on society, the environment and communities, and to better manage trade-offs.

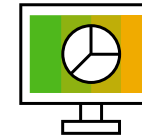
Capabilities

- Manual and automated data collection capabilities, including quality/feasibility checks and approval steps
- Pre-shipped data models to support established reporting frameworks (GRI, SASB, WEF IBC...) alongside customer specific adaptations
- High quality and automated reports supporting both internal and external publishing (statutory and voluntary)
- Advanced analytics able to detect patterns across locations and units, and provide actionable insights

Benefits



Simplified Reporting:
Automated, timely and auditable ESG KPIs



Strategic Insights:
enlightened decision making based upon interrelationships between financial, operational and sustainability performance



Enhanced Performance:
a framework for making sustainability profitable and profitability sustainable

I

II

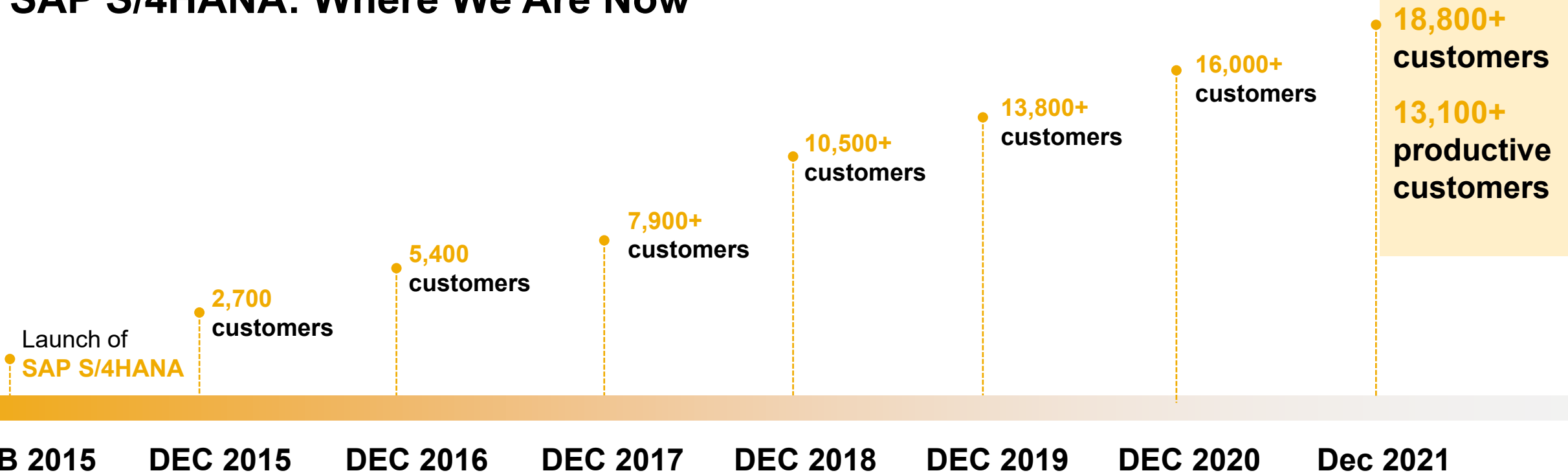
III

IV

SAP Sustainability Control Tower starter pack will be included into S/4HANA Cloud moving forward

How 

SAP S/4HANA: Where We Are Now



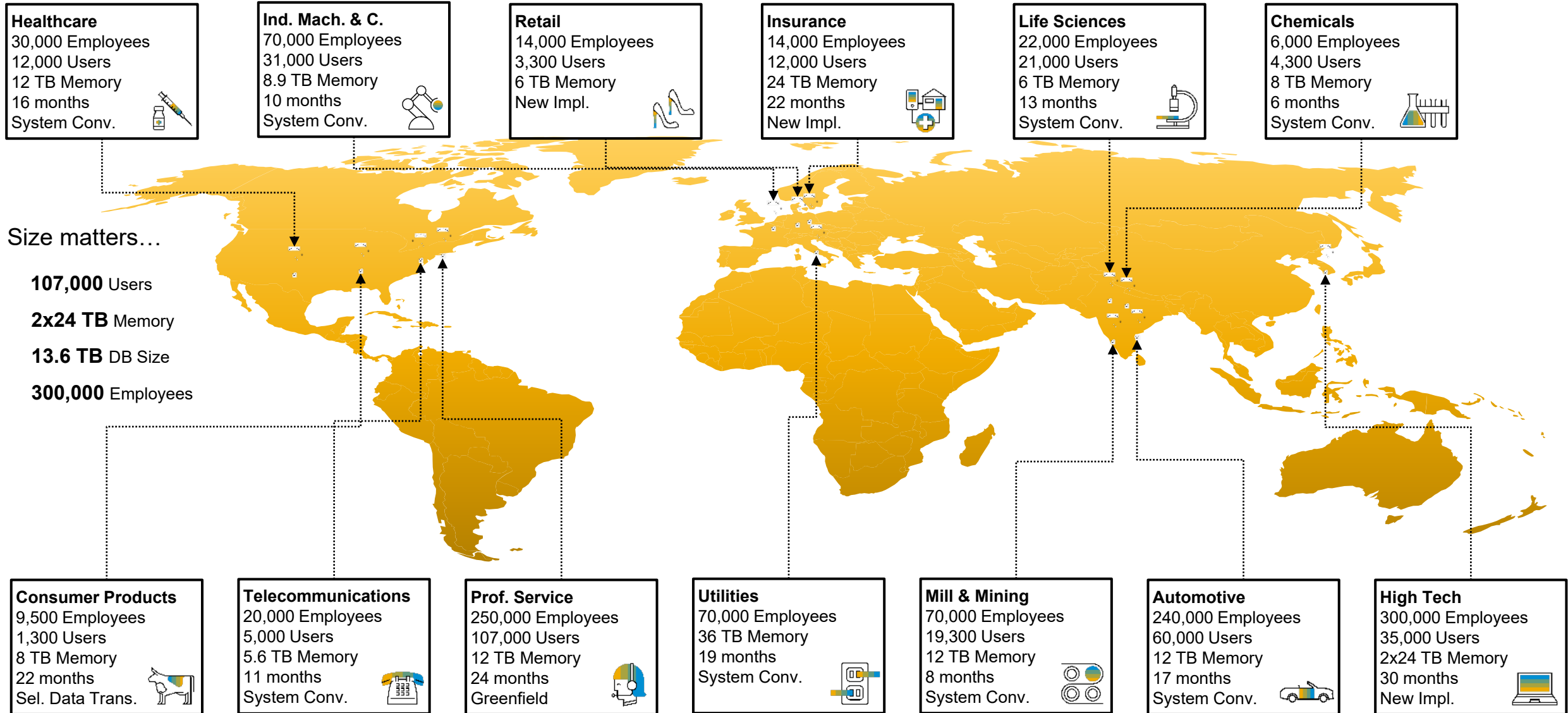
Highlights

- \$1.5B Increase in commerce revenue**
Hewlett Packard Enterprise High Tech
- \$5 MILLION** REDUCTION IN WORKING CAPITAL EXPENSES
Macmahon Holdings Limited Mining
- 5%-8%** Reduction in equipment maintenance cost
Ansaldo Energia Industrial Machinery & Components
- 22%-30%** Faster time to market for new high-quality, innovative products
Japan Tobacco International Consumer Products
- \$120 MILLION** In merger synergies through reduced costs across IT & ERP systems
NextTier Oilfield Solutions Inc. Oil and Gas

[Complete Story List](#)

Please find SAP S/4HANA Customer Value Stories [here](#).





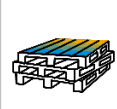







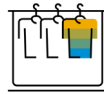


SAP S/4HANA Large Customer Transition: Examples by Industry



SAP S/4HANA 2021 – Innovations in the 7th wave

Planned Key Innovations Overview

Release [blog](#)
Feature scope [link](#)

 <h3>Finance</h3> <ul style="list-style-type: none"> SAP Intelligent Real Estate Customer field and customer code extensibility in Group Reporting Group reporting calculations Improve decision-making via universal journal-based revenue analytics Predictive accounting for purchase orders Increased transparency with Managed COGS split <h3>Enterprise Risk and Compliance</h3>  <ul style="list-style-type: none"> Improved handling and analysis of blocked trade compliance documents Trade compliance embargo checks for LE inbound deliveries Screening checks for SD sales quotation Enhancement of trade-compliance checks in MM purchasing documents Best Practice Content for Financial Compliance Management 	 <h3>Production Planning</h3> <ul style="list-style-type: none"> Demand prediction for supplier collaboration in a demand-driven environment Enable supplier collaboration by integrating MRP with SAP Ariba solutions Enrich demand-driven replenishment with scheduling capabilities of Embedded PPDS (production planning detailed scheduling) <h3>Manufacturing</h3>  <ul style="list-style-type: none"> Integration with smart equipment Side-by-side deployment of production engineering and operations with an ERP system Define a hierarchical reference structure to provide contextual insight for manufacturing Management of non-conformances with quality notifications 	 <h3>Inventory Management</h3> <ul style="list-style-type: none"> New SAP Fiori app for managing physical-inventory count results New application for managing reservations CDS-based extractor for creating quantity-based analytics Kanban control cycles analysis Kanban Board app – creation of event-driven Kanban replenishments Reduce Kanban container quantities with enhanced SAP Fiori app <h3>Extended Warehouse Management</h3>  <ul style="list-style-type: none"> JIT/JIS supply to production with an external source Manufacturing execution and digital manufacturing cloud: staging Improved integration between SAP TM and SAP EWM SAP Fiori app for posting unplanned goods issues based on the stock list
 <h3>Sourcing and Procurement</h3> <ul style="list-style-type: none"> Enhanced automation of native source-to-pay integration with Ariba Network Conversational voice interfaces and machine learning Update cycle in commodity facet of a central contract Price-trend analysis for central purchase contracts 	 <h3>Asset Management</h3> <ul style="list-style-type: none"> Machine learning-based suggestions for damage code or object part code in notifications to maintenance technicians Monitor the readiness of work orders Enable a risk and criticality matrix for evaluation of maintenance activities Recurring planning buckets to manage operational maintenance backlog 	 <h3>advanced Available to Promise</h3> <ul style="list-style-type: none"> New backward consumption strategy for product allocation – consumption of earliest periods first Alternative-based Confirmation with simple product substitution Ability to choose an alternative calculated through alternative determination within a review availability Substitution of plants based on a custom set of plants maintained in substitution master data
 <h3>Sales</h3> <ul style="list-style-type: none"> Business partner: adoption of multiple and time-dependent addresses in the order-to-cash scenario Manage Sales Orders SAP Fiori app to create and edit sales orders Create sales orders through spreadsheet upload Automatic creation of sales orders from unstructured data Triggering mass changes of sales documents 	 <h3>Transportation Management</h3> <ul style="list-style-type: none"> SAP Fiori app “Manage Freight Agreement RFQ Masters” SAP Fiori app “Collaboration” for freight requests for quotation Support for cross-delivery handling units Integration with SAP Direct Distribution for van sellers Carbon dioxide reduction calculations 	 <h3>Industry to Core – Consumer Industries</h3> <ul style="list-style-type: none"> Ability to integrate Sales Promotion rewards into sales documents Settlement of product batches and support of multiple payment methods Management of updates that support the mobile scenario and support of a recovery scenario
 <h3>Industry to Core – Retail / Fashion</h3> <ul style="list-style-type: none"> Enhancements in fashion and vertical business for production processes Digital manufacturing cloud for insights for fashion manufacturing Ability to view purchase orders at different levels and perform mass changes in bulk Integration of Fashion and Vertical Business with SAP Product Lifecycle Costing 	 <h3>Industry to Core – Automotive</h3> <ul style="list-style-type: none"> Ability to print packing group labels according to sequenced JIT calls from customers Extensibility for creating JIT delivery schedules from customer JIT calls for detailed planning Manage packing groups to sequenced JIT calls from customers Item-based release of JIT delivery confirmations from customers 	 <h3>Industry to Core – Public Sector</h3> <ul style="list-style-type: none"> New SAP Fiori app for visualization of the customer journey, trends, and insights New SAP Fiori app for finding the highest-risk customers Improved budget structure processing including field extensibility, usability, and file uploading capabilities

Everything we deliver comes with best-in-class content thanks to unique industry expertise

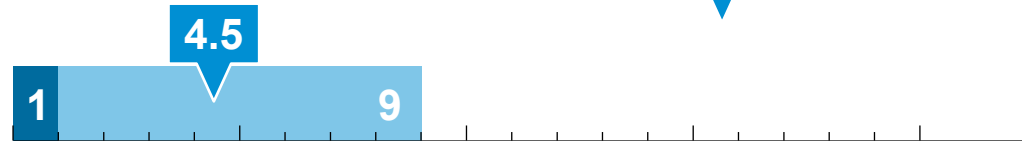
SAP S/4HANA Average Implementation times

(in months)

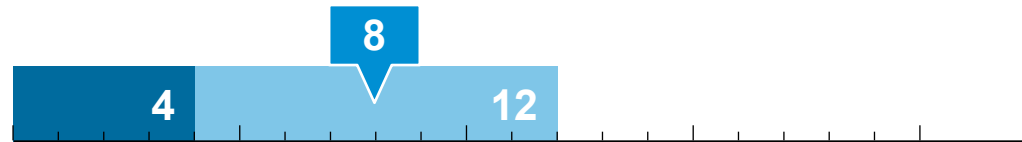
as short as

Average (Median)

as long as



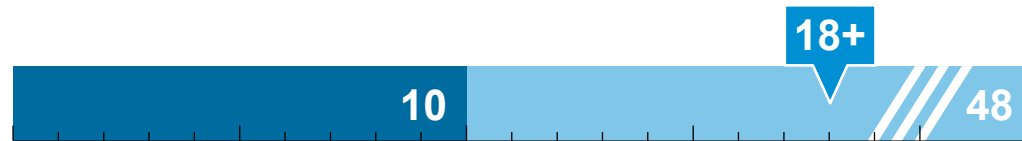
SAP S/4HANA Cloud



Typical S/4HANA system conversion



Typical S/4HANA (full suite) implementations

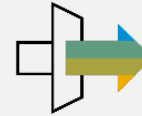


Complex S/4HANA (full suite) implementations at the largest customers

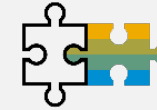
SAP Activate Methodology:

Business-Driven Innovation: Self-service configuration through a clear deployment methodology of solution-specific practices, in a standardized environment.

Business Processes
Delivered Ready
to Run



Clear and Guided Agile
Methodology



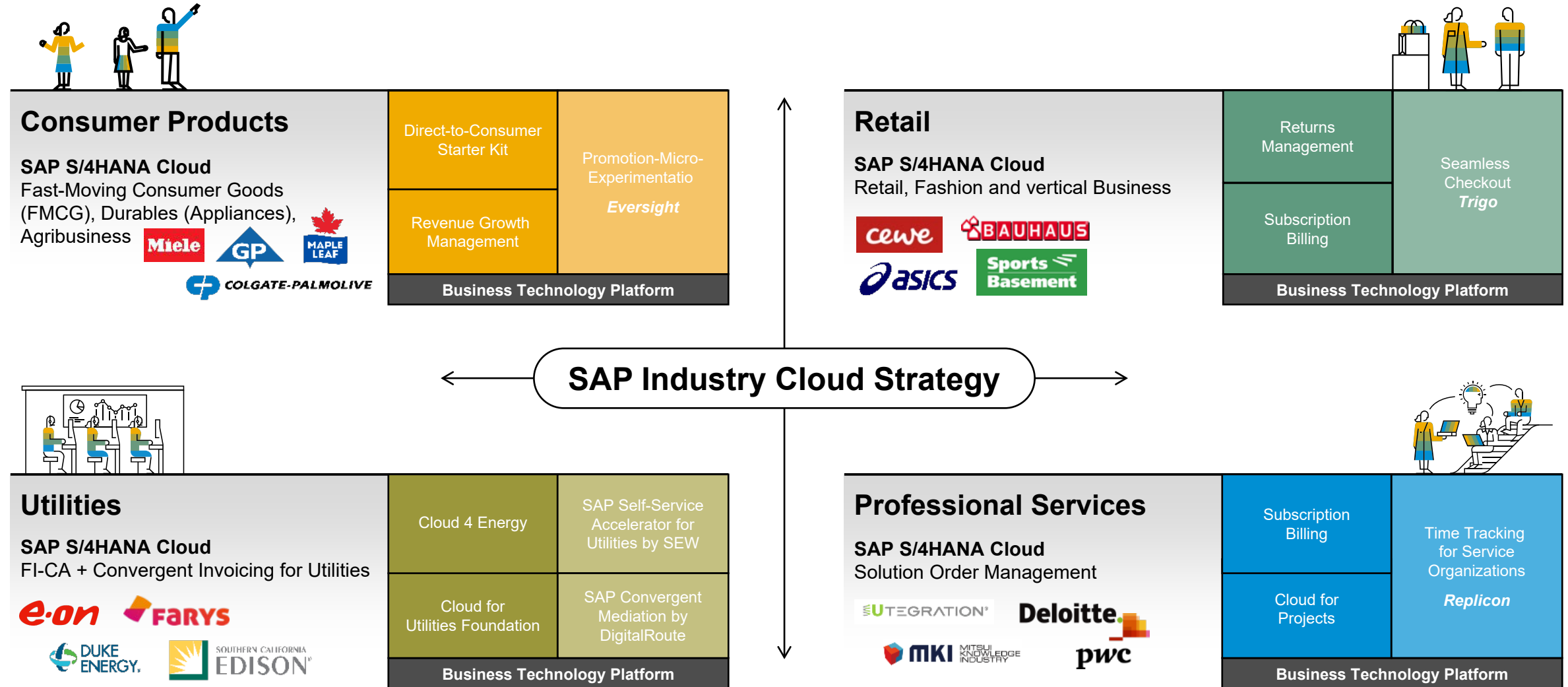
Apps for Adoption
and Extensibility



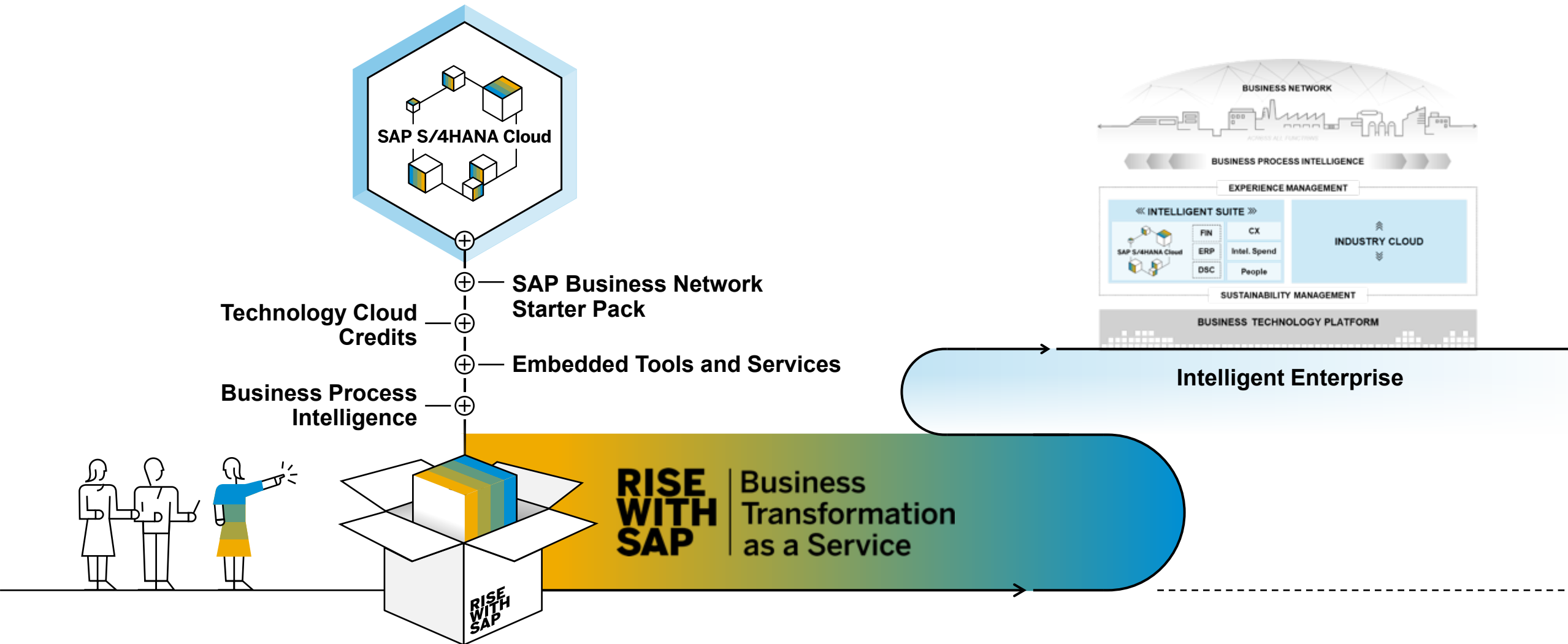
- Enabled for remote delivery of projects powered by playbooks and tools
- 40,500 strong community // now with easier access on sap.com
- Utilizing SAP Cloud Application Lifecycle Management (CALM)

**Continuous business process
improvements through Business Process
Intelligence Tools and ongoing feedback
loops**

SAP S/4HANA Cloud in combination with Industry Cloud is our offering to turn our customers into Intelligent Enterprises in their industry



... and we have a transition path for you...



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