

SAP Customer Center of Excellence

Global Virtual Summit- April 5-7, 2022

Introduction to SAP Activate

Value for Customers, Examples and Demos



Agenda

- ❑ **SAP Activate Methodology Introduction**
- ❑ Day in life during new implementation:
SAP Activate for SAP S/4HANA Cloud, private edition
- ❑ Lessons learned and customer stories
- ❑ Questions & Answers



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SAP*ACTIVATE* Implementation Approach | Implementation Shift

Traditional ERP

“Design to blueprint”

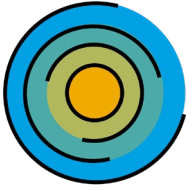
- Consultative approach
- Waterfall project methodology
- Customized solution
- Development, not configuration
- Historically been time consuming and costly



Transformative

“Fit-to-standard”

- Business **owns** the solution
- Lead with ‘**standard**’, best practices
- **Agile, Modular, Scalable**
- Rapid, **repeatable** delivery steps
- **Accelerators**: tools, templates, and content
- **Quicker ROI**

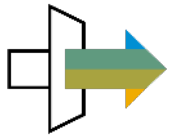


Launch quickly and efficiently,
standardized for integration

Self-service to expand capabilities when,
where, and how you choose

Business-Driven Innovation with SAP Activate

Self-service configuration through a clear deployment methodology of solution-specific practices, in a standardized environment



Business Processes
Delivered
Ready to Run



Clear Methodology for
Adoption and
Extensibility



Apps for Adoption
and Extensibility



Speed of Innovation



Greater Productivity



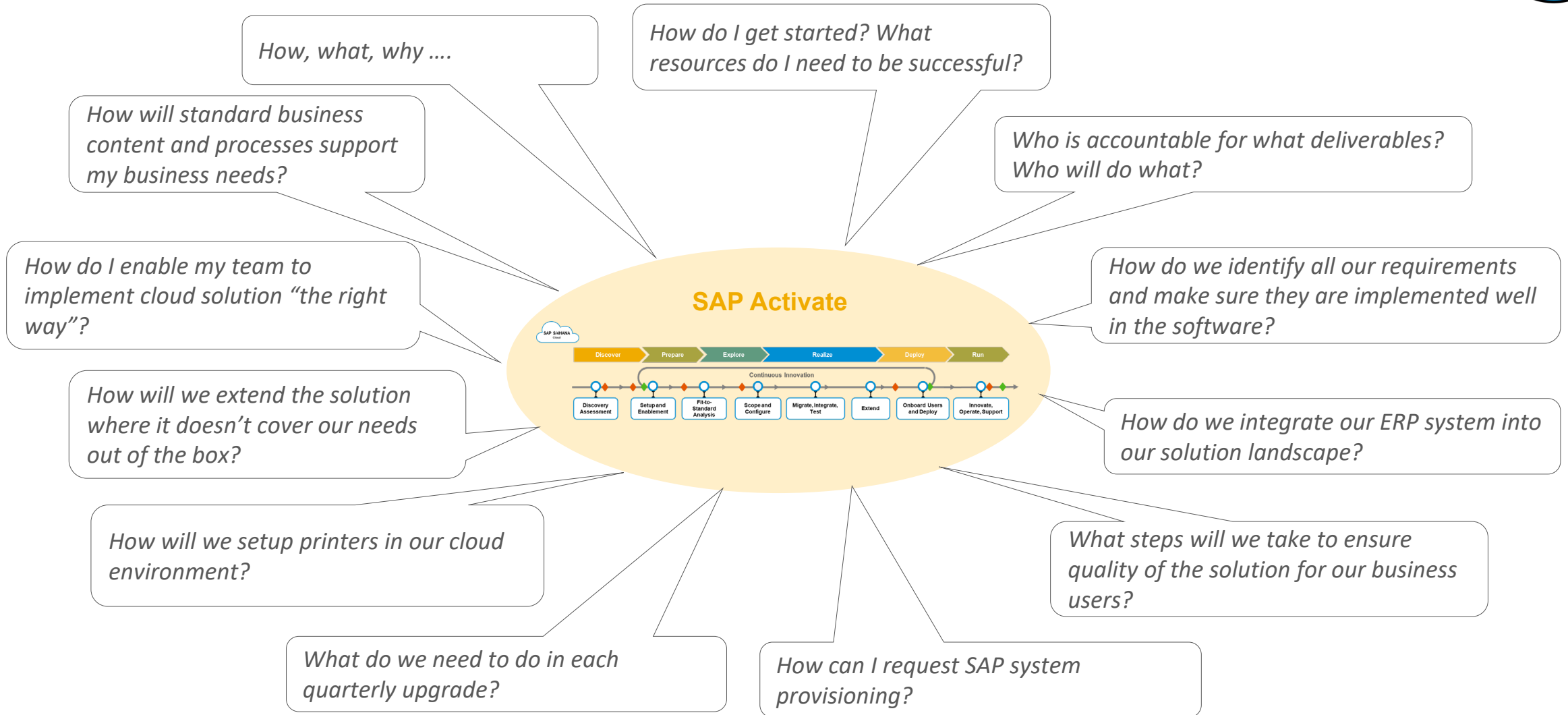
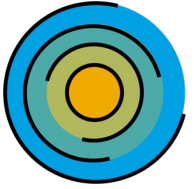
Growth & Scalability



Business Impact

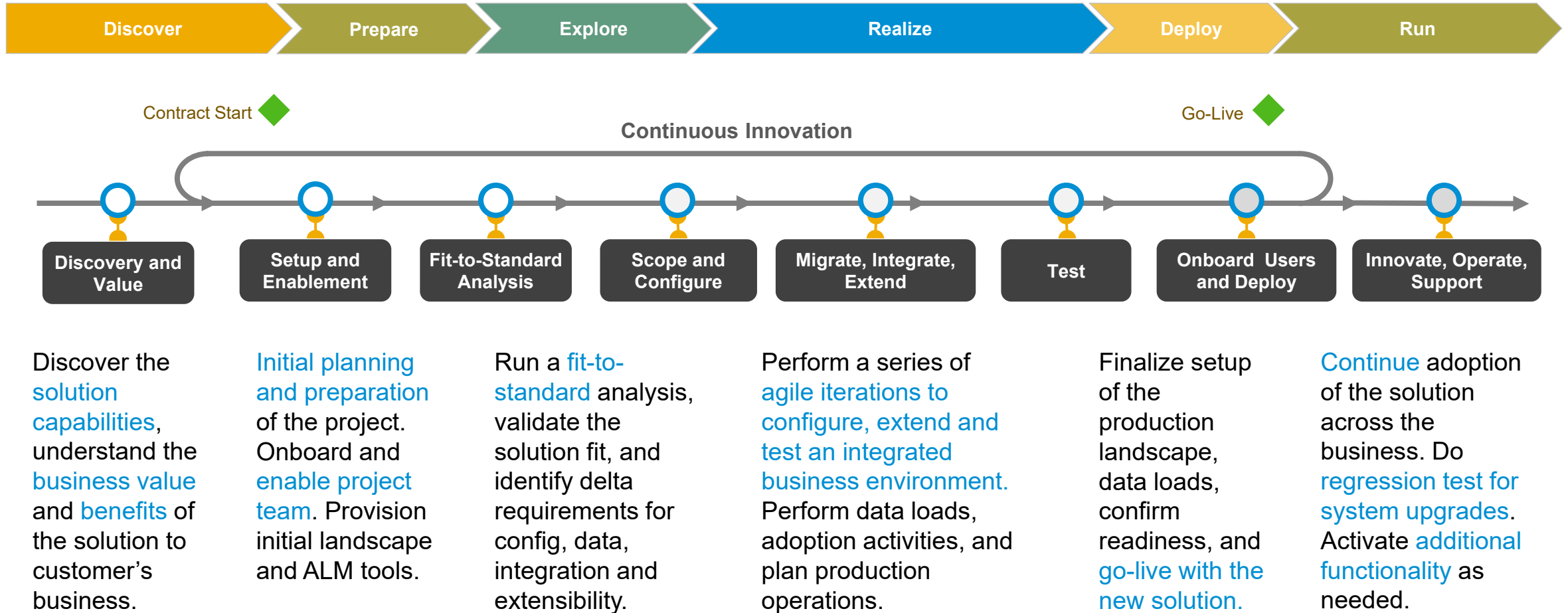
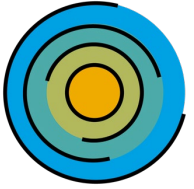
Customers have questions about deployment of SAP S/4HANA Cloud

SAP Activate guides them along their journey



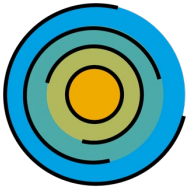
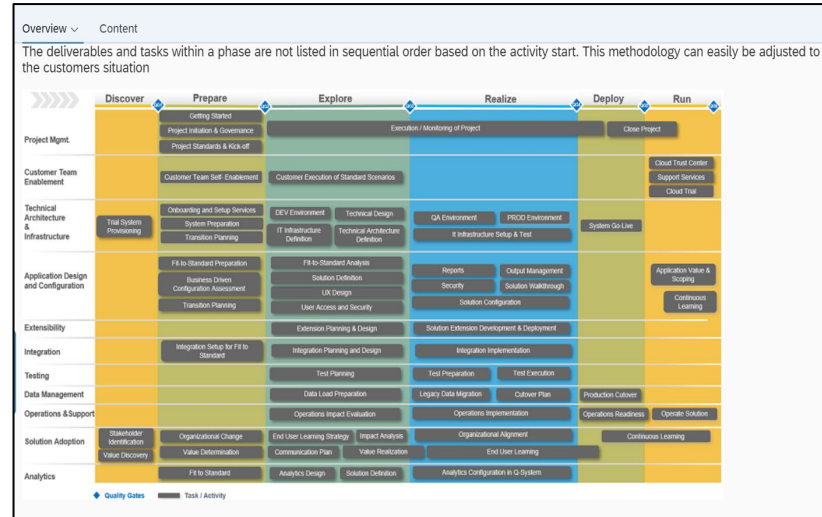
Example: Deploy SAP S/4HANA Cloud with SAP Activate

Journey overview and key milestones



Enablers for Your Digital Transformation

SAP Activate Tools and Community

SAP Activate Community

- Engage SAP Activate experts
- Ask questions and collaborate
- Stay up to date
- Follow the community at <https://community.sap.com/topics/activate>

SAP Roadmap Viewer

- Access implementation guidance for your digital transformation
- View and download SAP Activate methodology assets and accelerators
- Provide feedback to the Activate team
- <https://go.support.sap.com/roadmapviewer/#>

SAP Best Practices Explorer

- Access and download SAP Best Practices content
- Power your project with ready-to-run processes
- <https://rapid.sap.com/bp/>

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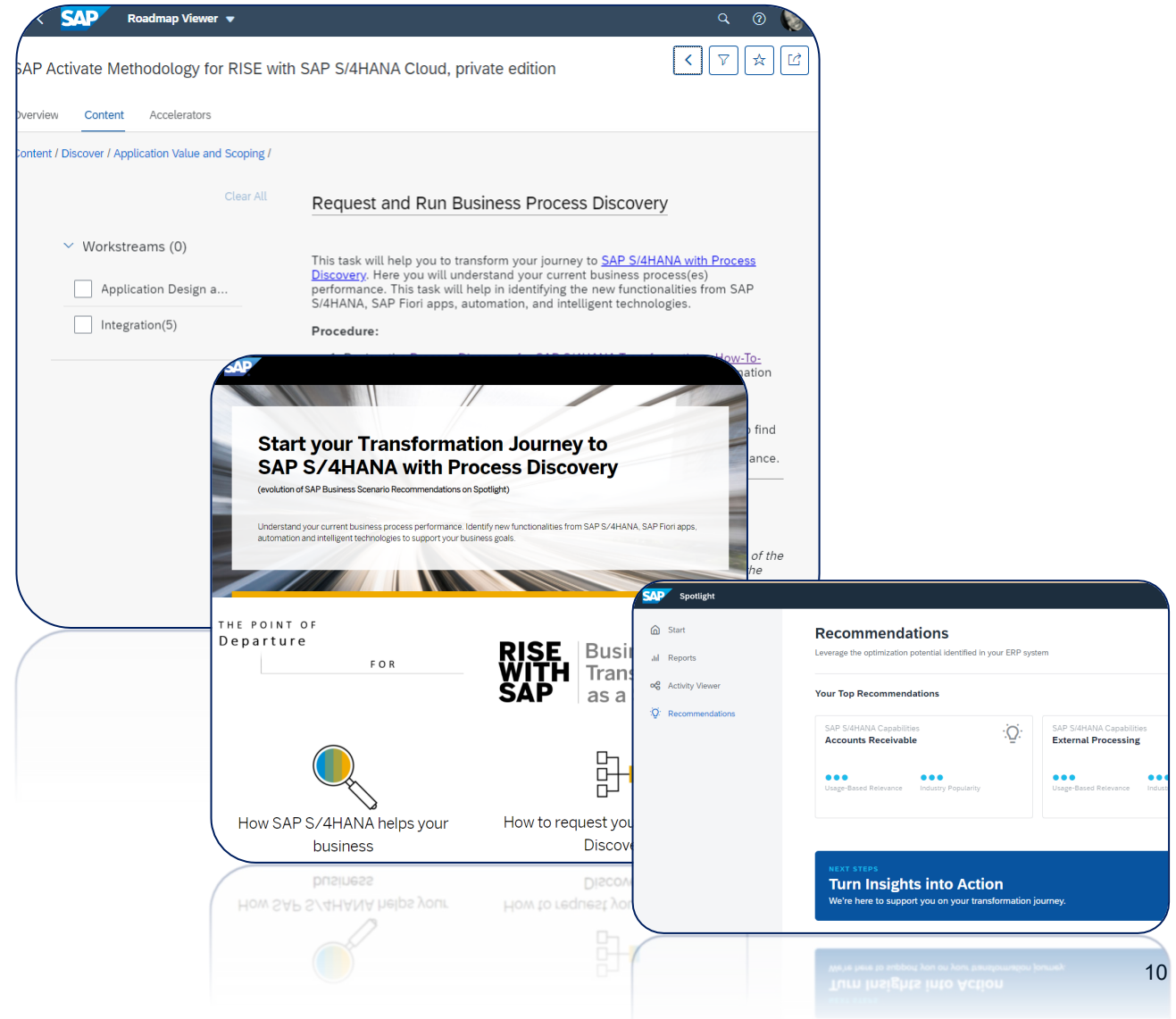


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RISE with SAP S/4HANA Cloud

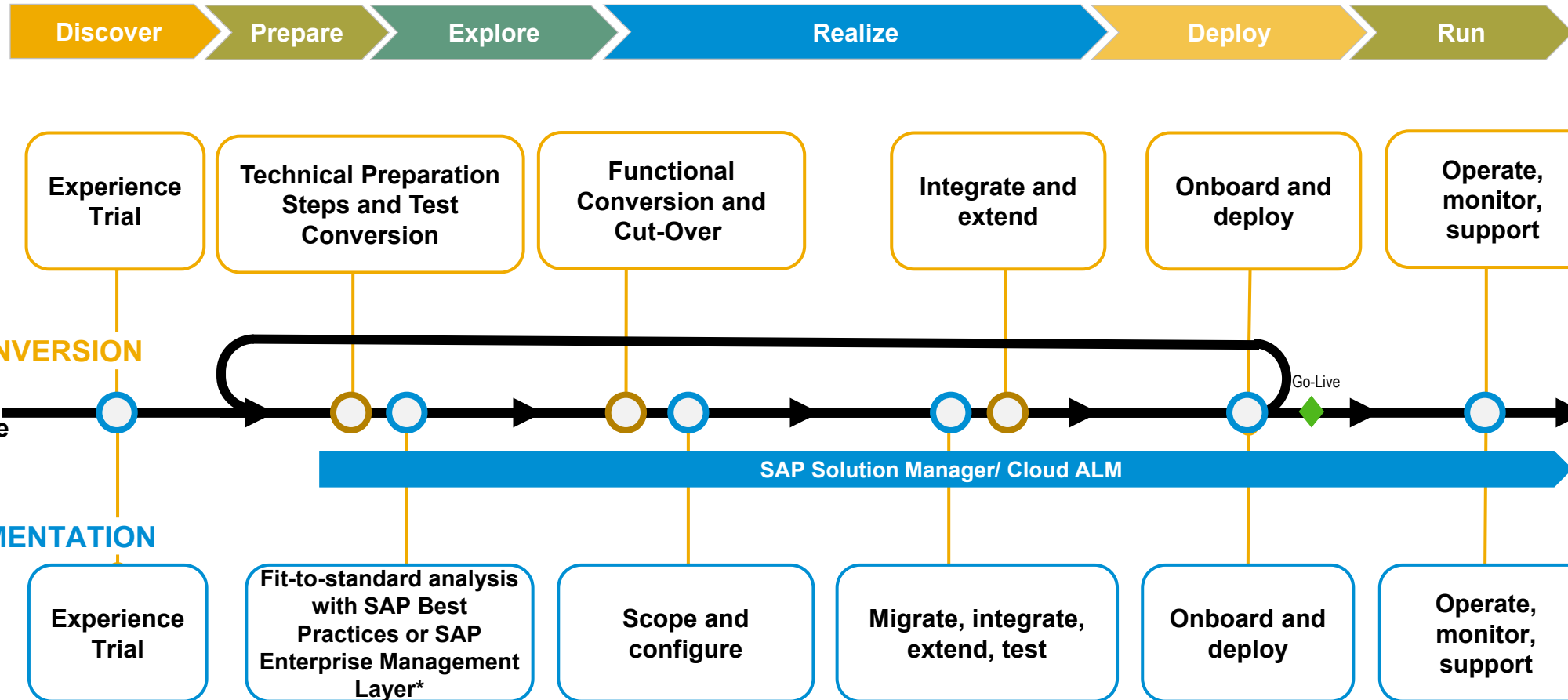
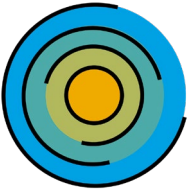
SAP Activate guides you along your adoption journey

- Coverage from **discovery through implementation to running the solution**
- Guides you as you leverage the components of RISE with SAP
- **Guidance for all** project team members and key stakeholders
- **Broad coverage** of project topics like project management, solution design, configuration, extensibility, integration, testing and solution adoption
- **Easy to access and use** in SAP Activate Roadmap Viewer and SAP Cloud ALM
- [Access here](#) for public cloud and [here](#) for private edition



Deploy SAP S/4HANA Cloud, private edition with SAP Activate

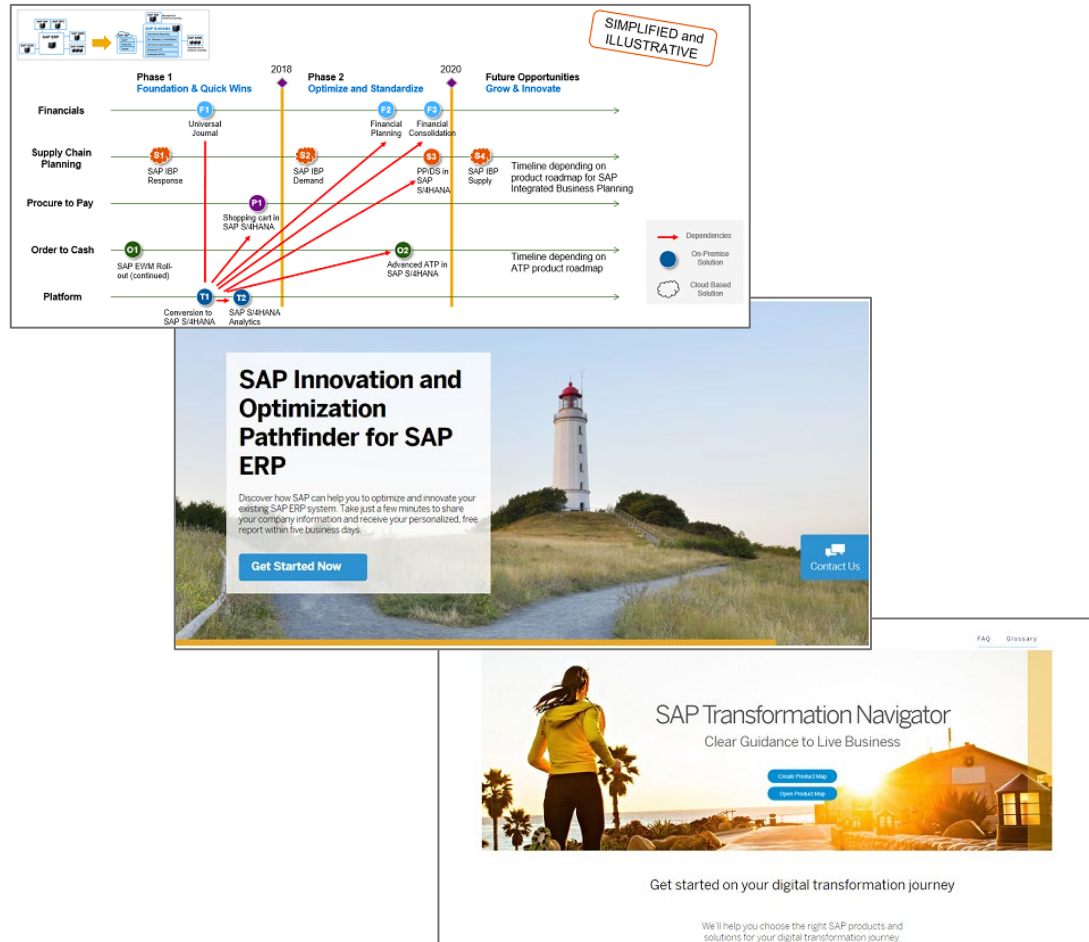
Journey Overview and Key Milestones



(*)
• Only available for SAP S/4HANA On Premise, SAP S/4HANA Cloud, extended edition and SAP S/4HANA Cloud, private edition
• Only included in the subscription package for SAP S/4HANA Cloud, extended edition

Discover

Innovation Strategy and Transition Roadmap



Align your transition plan with your organization's strategic goals

Consider various aspects of your transition:

- Value
- Business Architecture
- Application and Platform Architecture
- Innovation Plans
- Technology Roadmap
- Transition Plan

Prepare

Project Team Ramp-Up & Customer Readiness in Prepare Phase

Customer benefits:

- Consultants lead the customer team to the right solution, faster
- Strong governance framework for project delivery – understand the solution capabilities early

Project Team Ramp-Up

- Ramp up the project team
- Develop mind set – golden rules, standard first
- Inter-personal skills are as important as functional and technical skills
- Project Managers need to demonstrate strong leadership skills

Business Readiness

- Ensure that business is ready for the approach (mindset, training) – sponsor, PM, and team
- There is change management for the new approach – mindset change
- Establish a Benefits Tracker – terrific tool for OCM –a reminder about the good things the business is getting
- Solution training is important before start of Fit-to-standard workshops

Prepare: Program Governance

Example of Governance Structure

Level 1 Executive Sponsorship

- Business expectation alignment
- Alignment on strategic objectives
- Account partnering and sponsorship

Executive Alignment

Customer Executive
Sponsor

SAP Executive
Sponsor

Level 2. Enterprise Governance

- Business priorities, goals and objectives
- Decision rights and decisions criteria
- Ownership: change, process & data
- Economic justification and funding prioritization

Global Steering Committee

Customer Program
Sponsor

SAP Services
Leadership

Global Process
Owners

SAP
Regional Leadership

Level 3. Program Governance

- Process strategy development
- Business standardization & best practice adoption
- Prioritization criteria and deployment options
- IT requirements and dependencies
- Communication

Program Management Office

Customer Program
Manager

SAP Delivery Executive

SAP Development
Project Managers

Customer Project
Manager

SAP Project Manager

Level 4. Operational Governance

- Business process design
- On-going governance of data and process
- Operational staffing, planning and execution
- "On time, On Budget, On Value" monitoring
- Users training and program support, OCM, Value realization

Project Workstreams

Core Finance

Customer

SAP

Plan to Product

Customer

SAP

Human Resources

Customer

SAP

Order to Cash

Customer

SAP

Request to Service

Customer

SAP

Technical / Integration/ Security

Customer

SAP

Data Migration

Customer

SAP

Procure to Pay

Customer

SAP

SAP ECOSYSTEM

Stakeholder Management, Organizational Change Management, Training

Industry Competency Hub

Business Transformation Consulting

SAP Support

Responsibility

Customer

SAP

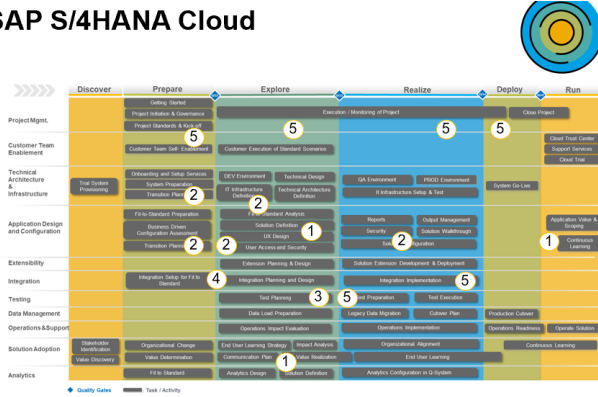
Shared

Prepare: Effective Governance

Golden Rules and Solution Standardization Board

Golden Rules for Implementation of SAP S/4HANA Cloud

- Foster cloud mindset by adhering to Fit-to-Standard and Agile Deployment detailed in SAP Activate**
- Use pre-configured solutions with predefined processes and leverage SAP Fiori UX**
 - SAP Best Practices for S/4HANA
 - SAP Enterprise Management Layer
 - Qualified Partner Package
- Ensure use of modern Integration technologies****
 - Use the [SAP Integration Suite](#) (SAP Business Technology Platform)
 - Use SAP S/4HANA API listed on the [SAP API Business Hub](#)
 - Use published/released API's in your SAP S/4HANA system
 - Follow the given SAP Activate guidance
- Ensure use of modern Extensibility technologies****
 - Use the [SAP Extension Suite](#) (SAP BTP)
 - Develop customer extensions in a side-by-side approach using the SAP Business Technology Platform
 - Backend enhancements should be avoided
- Ensure Transparency on Deviations**
 - As the customer has full flexibility to do IMG configuration, custom code, etc. Any deviation has to be **clearly documented** as part of the S/4HANA Cloud implementation

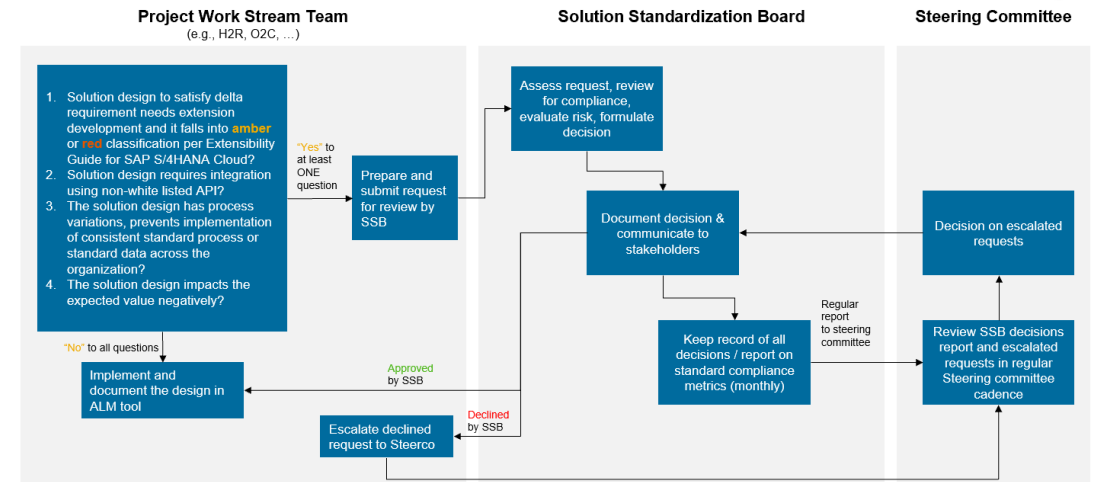


Benefits on using the 5 Golden Rules

- Faster** implementation by using standard processes (SAP Best Practices or SAP Model Company)
- Lower** efforts in upgrades – less classic extensions, no changes in SAP Code
- Business value driven** implementation of extensions and integrations
- Lower** efforts in future implementations of additional capabilities by re-using new versions of Best Practices and Model Company

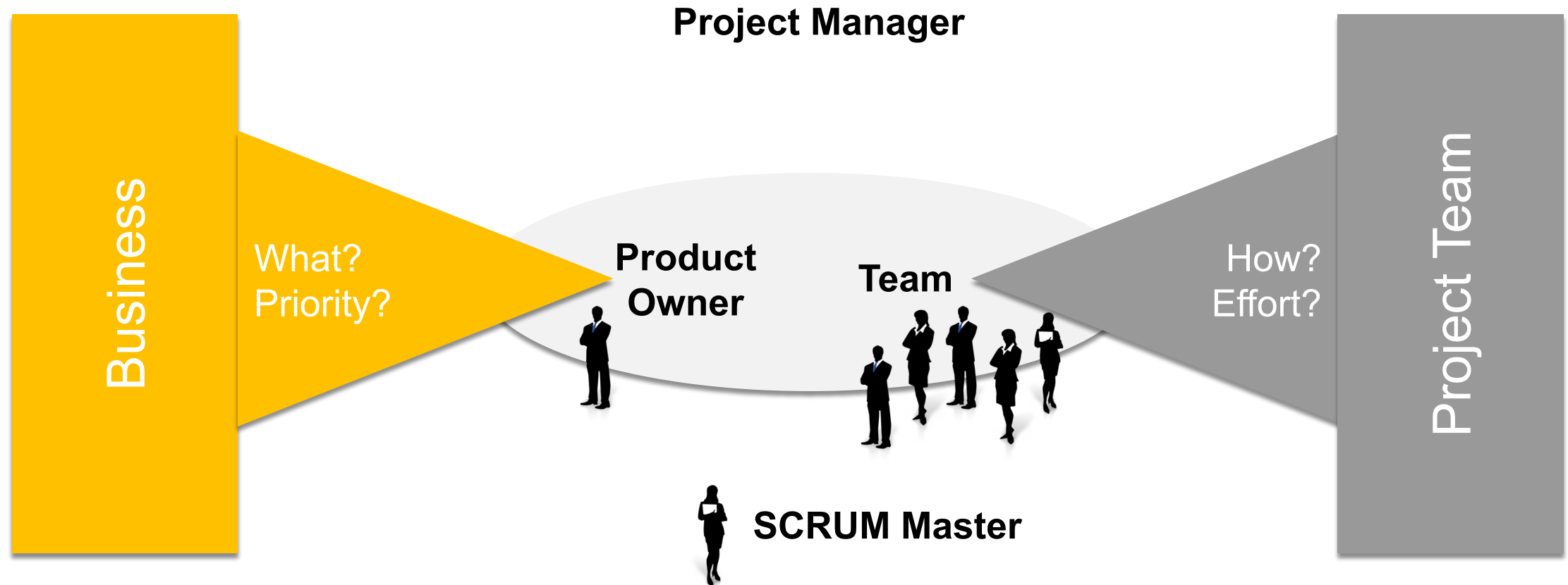
- Foster cloud mindset by adhering to Fit-to-Standard and Agile Deployment detailed in SAP Activate
- Use pre-configured solutions with predefined processes and leverage SAP Fiori UX
- Ensure use of modern Integration and Extensions technologies
- Ensure transparency on deviations
- [Link to the Implementing SAP S/4HANA with a Cloud Mindset](#)

SSB Design Review Process for compliance with Golden Rules

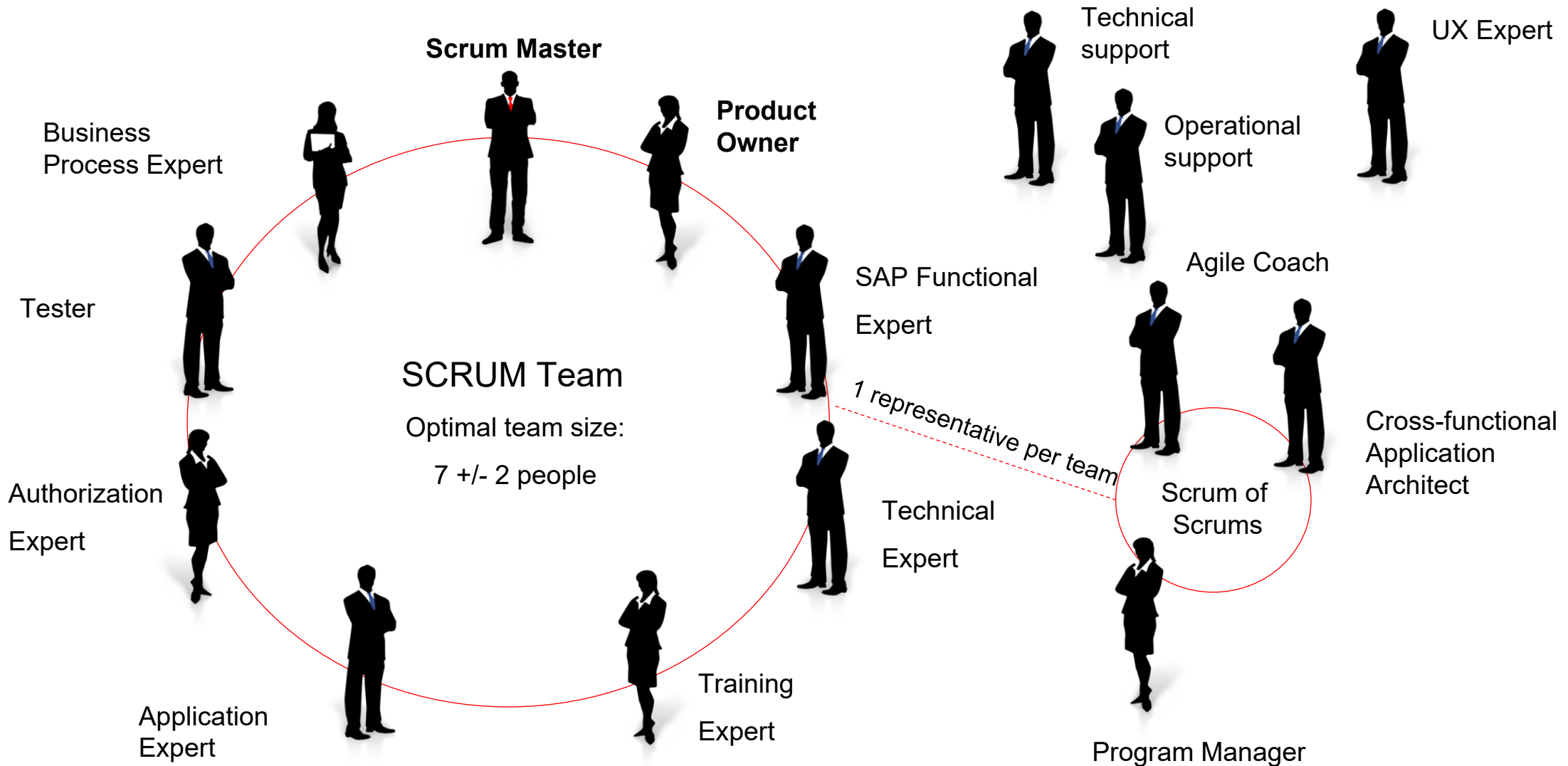


- Provide guidance for the setup and execution of Solution Standardization Board (SSB)
- Act as a body overseeing the compliance with Five(5) Golden Rules
- Approval of developments and modifications deviating from these rules
- [Link to the Solution Standardization Board](#)

Prepare: Agile Project Roles



Example: SAP Agile Project Team



Explore

Fit-to-standard and Delta Design

Customer benefit:

- Accelerated time to value through content re-use, adoption of standard functionality, focus on differentiating capabilities

Fit-to-standard workshops

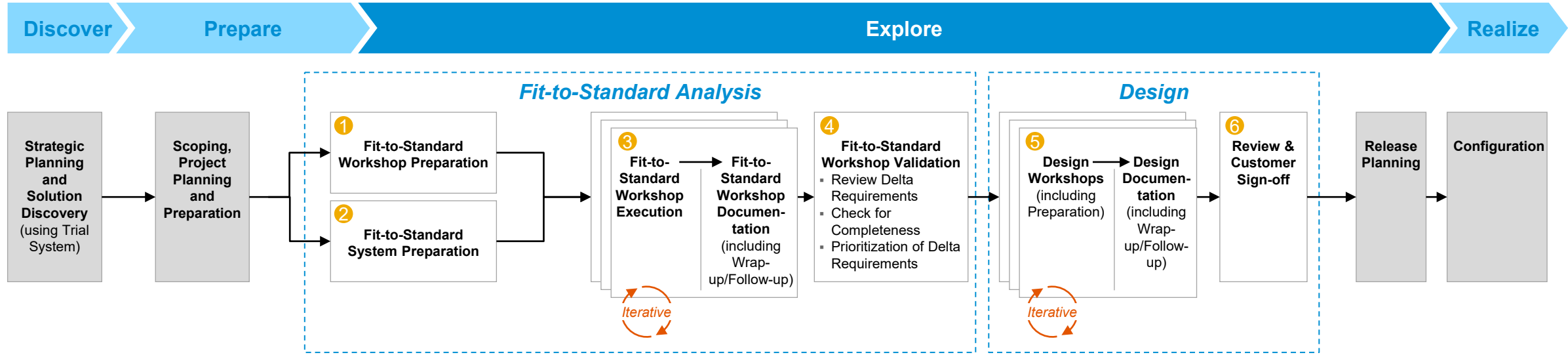
- Not intended to educate participants, these workshops are not training
- **Start with the overall solution** before drilling down to detail
- **Lead with standard**, challenge changes, tie to business value – use SSB as a vehicle to drive governance

Delta Solution Design

- Customer business users have key role in contributions and acceptance of delta solution design
- **SAP ALM tools as solution documentation toolset** (SAP Solution Manager / SAP Cloud ALM)
- Use Roadshows to gain business acceptance – show the business the future

Explore

Conduct fit-to-standard instead of Blueprinting



Remarks:

1

- Planning the fit-to-standard workshops (content, presenter, participants, time, location etc.)
- Testing the relevant processes in the preconfigured system
- Define tools and templates
- Solution training/self enablement for workshop participants, if required

2

- Pre-configured system: system based on pre-delivered business processes or with SAP Best Practices
- Adding additional sample data if needed
- Extending system by selected customer-specific processes

3

- Process review, system demo and discussion of delta requirements
- Workshop documentation and (extensive) follow-up activities done after workshops**

4

- Reviewing all backlog items (delta requirements) and checking for completeness
- Double check backlog for missing delta requirements
- Prioritization according to agreed criteria (e.g. business value, criticality)
- Decide which requirements needs to be discussed in a design workshop

5

- Design workshops/solution design documentation required for configuration and extensions (e.g. WRICEF objects)
- Design documents and functional specification to be written after workshops**

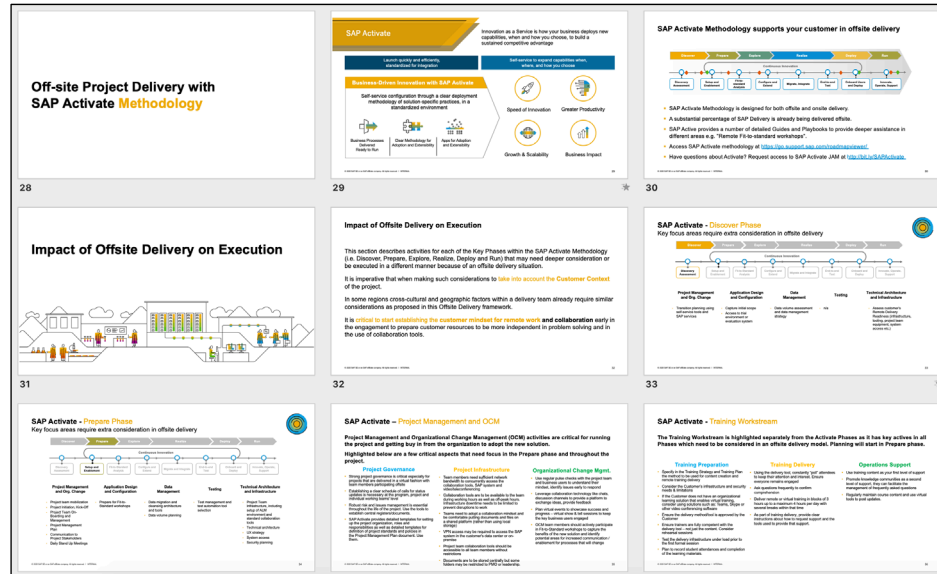
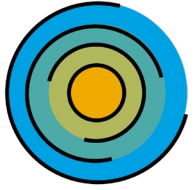
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- Updating backlog with information from design workshops
- Review of functional design documents/specification
- Acceptance procedure with customer sign-off



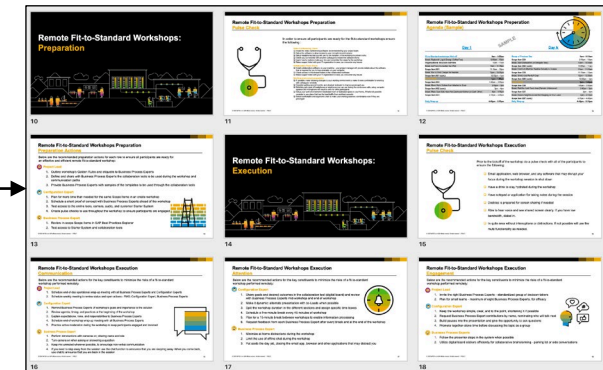
SAP Activate Resources for Remote Work

Off-site delivery framework + playbooks for remote project work execution

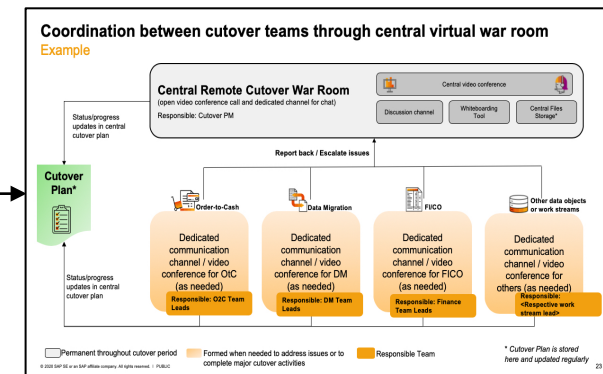


Guide for Successful Off-site Delivery

Framework for project delivery in off-site mode, including details on leadership principles, tools for virtual teams and how SAP Activate supports customers during off-site delivery. Access it [here](#).



Remote Fit-to-standard playbook [here](#)



Remote Cutover Playbook [here](#)

SAP Activate Playbooks for Specific Project Event
Detailed guides for planning and executing specific project events/activities during off-site project delivery.

Realize

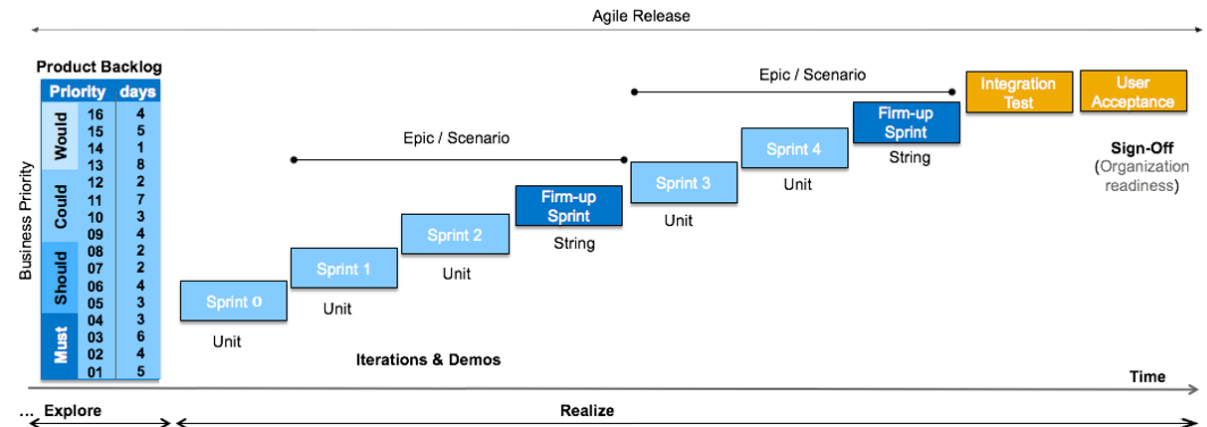
Agile Solution Build and Test

Customer benefit:

- Higher quality solution through iterative, incremental build with frequent inspection points

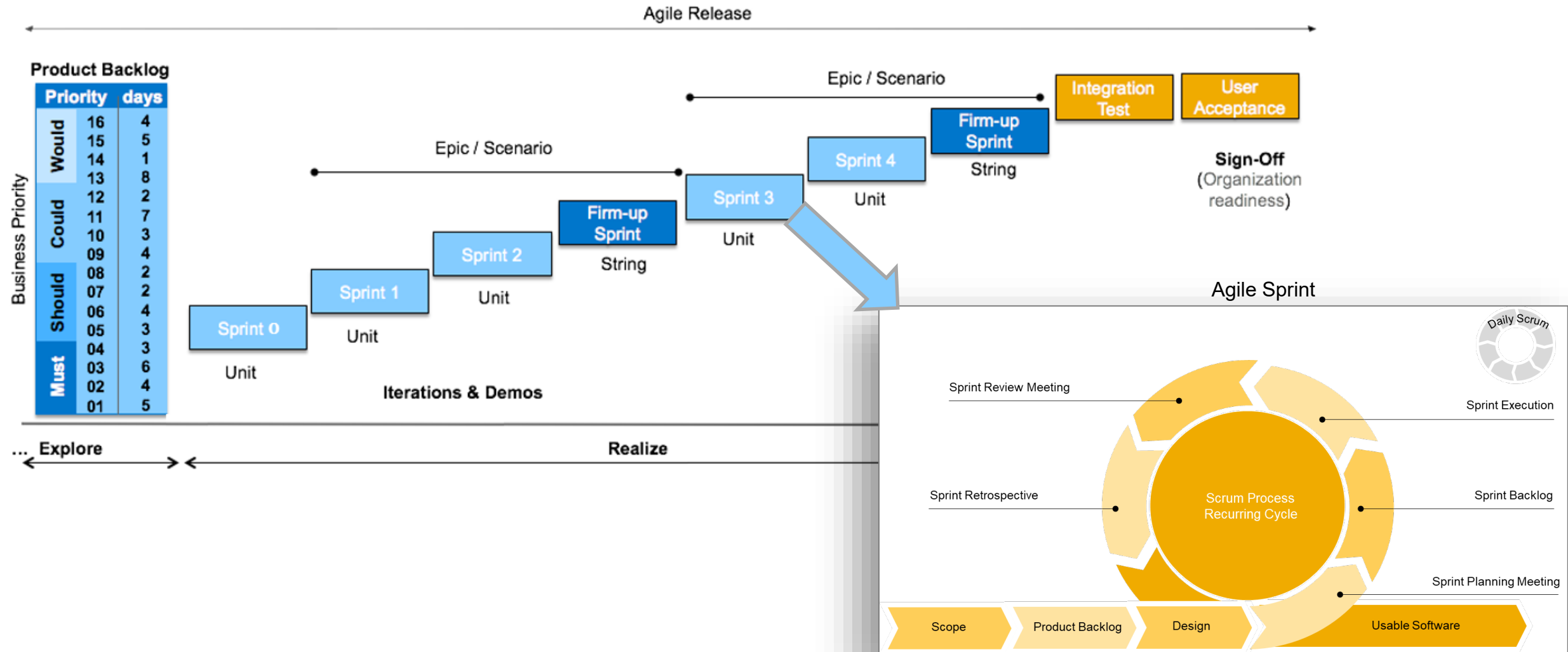
Solution Build

- **Introduce Agile approach early**, train project team
- Follow the **standard Agile process**, apply principles
- Focus the team on business priorities first – backlog prioritization
- **Frequent structured reviews** with business users



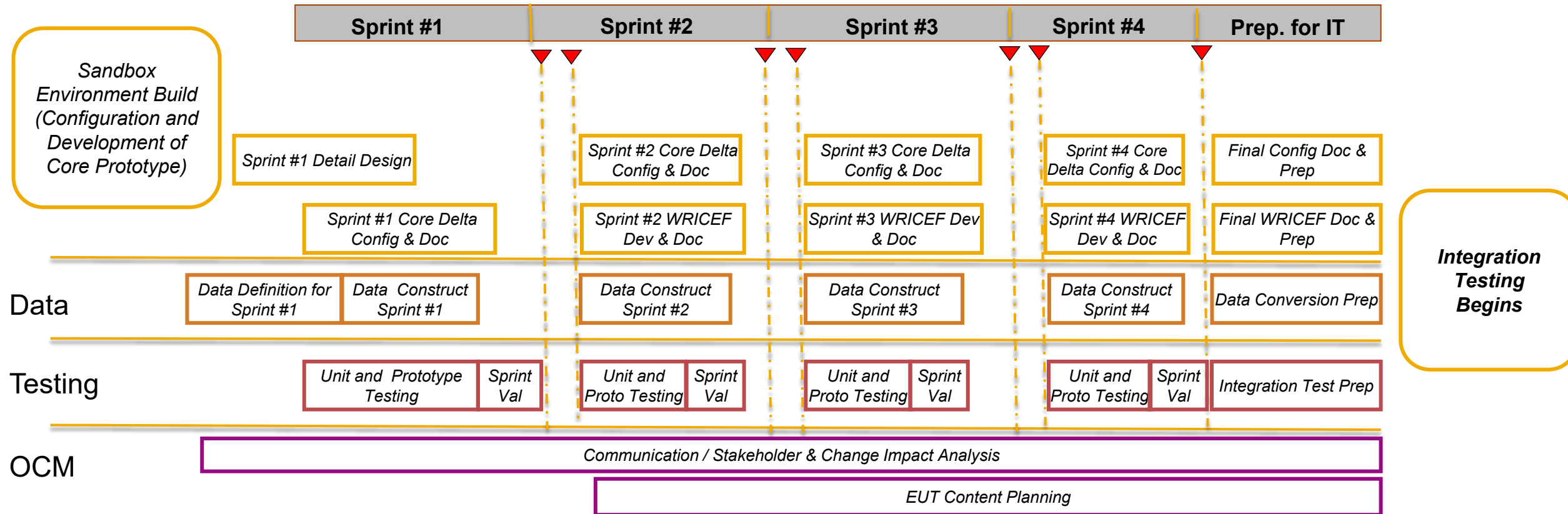
Realize

Agile Build: Iterative Realize Phase



Realize: Customer Example

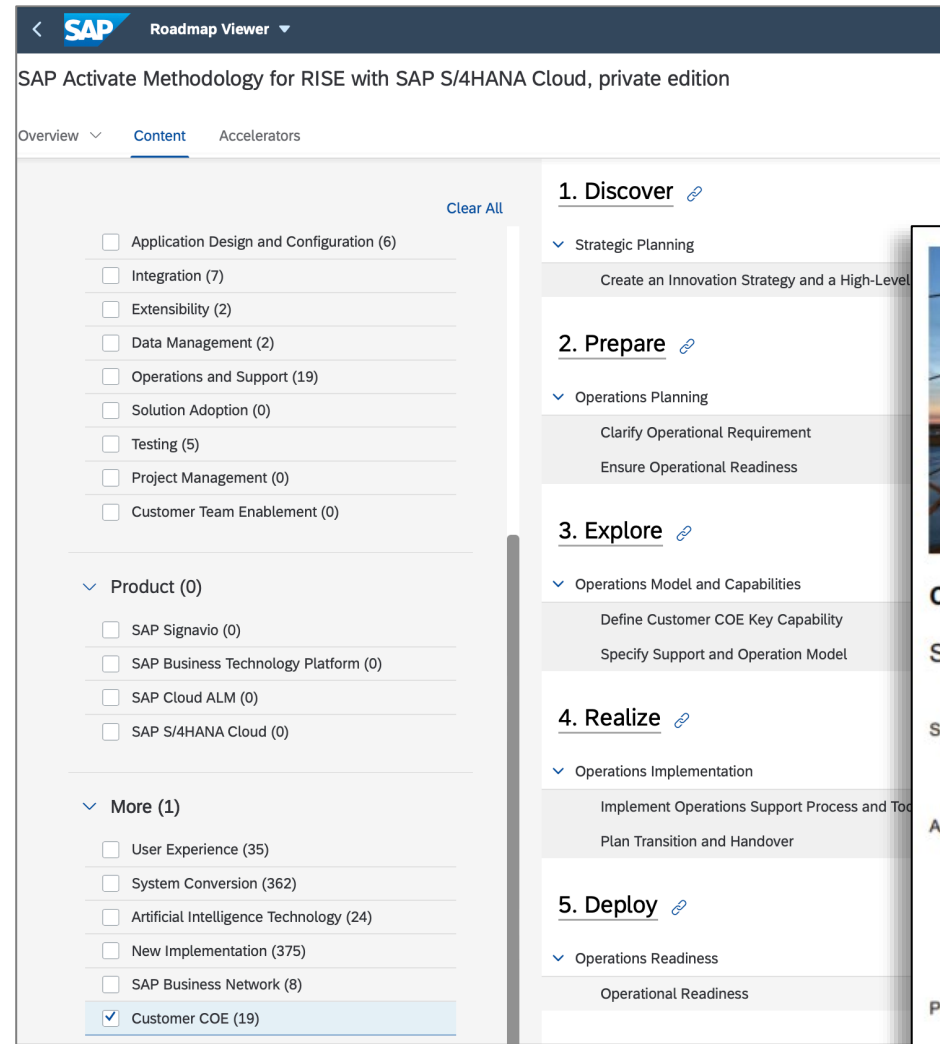
Realization Sprint Timeline to Integration Testing



Business Processes are organized by Sprint to logically build out the solution including the integration to other Teams.

New Content, accelerators and dedicted tag for Customer CoE

- Set of deliverables and tasks aiming to facilitate planning, setup and running CoE as part of the implementation
- Whitepaper outlining how to build a successful Customer Center of Expertise organization, **Customer CoE Strategy Governance and Organization**.
- Easy to find and access with simple tag filter.
- [Direct link](#)



Two-Tier ERP Deployment for SAP S/4HANA® Cloud

A Practical Guide for Senior Leadership

Provides transition path for organizations planning transition to cloud using the **decentralized federated deployment powered by Two-tier**.

This approach enables customers to **accelerate adoption of S/4HANA Cloud** and incorporate it strategically into their landscapes following a four-step process.

Document supports customers in building understanding, preparing plans for transition and adopting SAP S/4HANA Cloud.

[Access here](#)



SAP S/4HANA

Two-Tier ERP Deployment for **SAP S/4HANA® Cloud**

A Practical Guide for Senior Leadership

December 2021

Two-Tier ERP for SAP S/4HANA Cloud: Overview



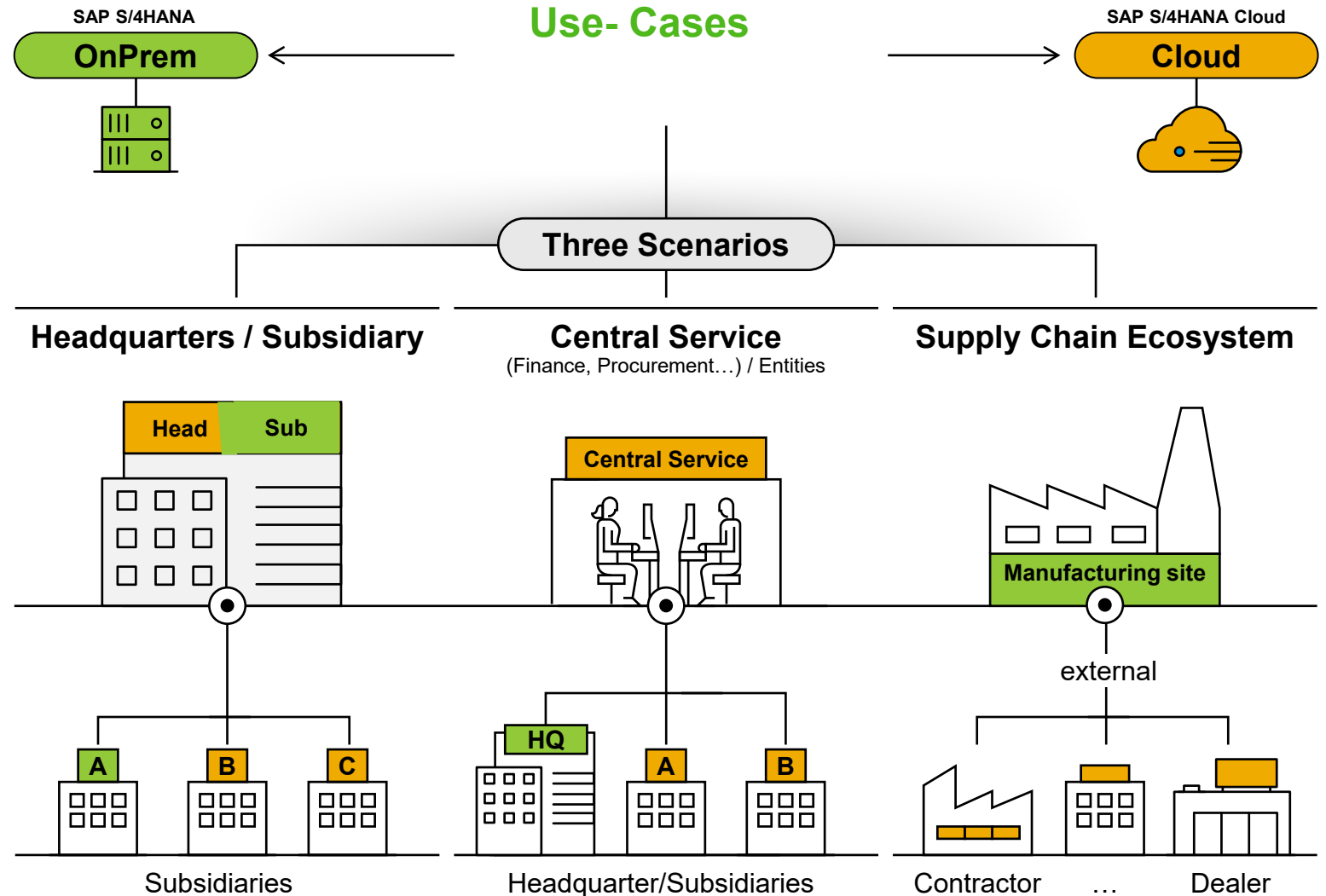
Two-Tier ERP Scenario

Two-Tier ERP scenario is the term used to describe the SAP solution to treat the enterprises operating with different modes, concept defined as Gartner as IT Bimodal

- Mode 1 focus on the stable and traditional areas in the business processes requiring stability
- Mode 2 supports the innovative and disruptive aspects of the business that require agility

Business Benefits

- One business process with shared data and process models across HQ and Subsidiaries
- Faster multi-currency, multi-country business consolidation with shared analytical structures across HQ and Subsidiaries
- Homogeneous resource planning across global operations
- Hub-Spoke manufacturing and distribution strategies
- Rapid implementation based on SAP Best Practices and SAP Activate methodology



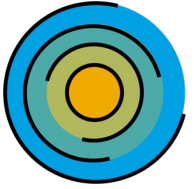
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Success factors for your implementation project enabled through **SAP Activate**



Embrace the SAP Activate with agile principles

Live the fit-to-standard mindset

Start with data cleansing and migration early

Focus on organizational change management

Leverage Cloud ALM powered by SAP Activate and Best Practices

Use the right and knowledgeable resources

Integrated holistic planning, including test automation

Strategic alignment

Customer Success Stories Excerpts



“The SAP Activate innovation adoption process provided a clear set of solution- specific practices that helped Komax successfully adopt SAP S/4HANA Cloud and additional offerings including the SAP Analytics Cloud solution.”



“SAP provided us with Customer Success Manager...after each phase of SAP Activate we performed quality check... All of these things together were ultimately considerable success factor.”



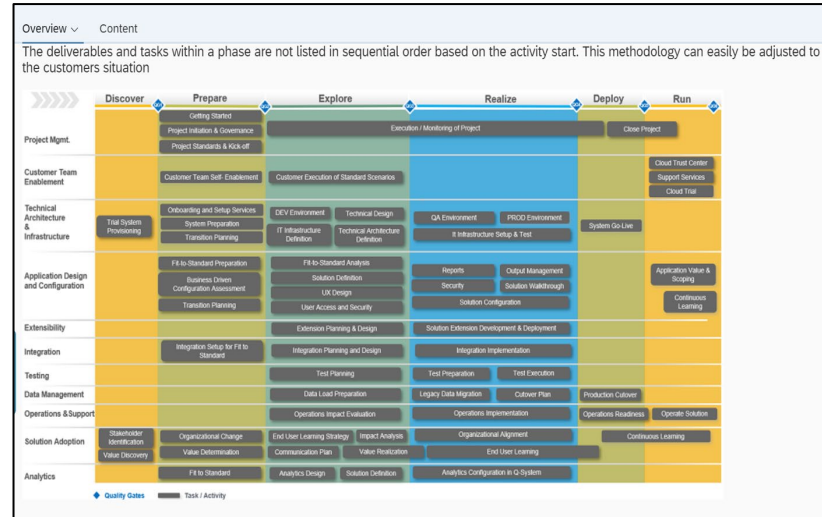
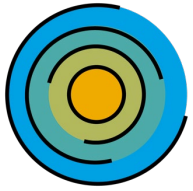
“SAP brings a proven approach to efficiently execute and manage the SAP S/4HANA transformation with the agile SAP Activate methodology.”



“Ease of deployment using the structured practices of the SAP Activate methodology, helping mitigate risks and prevent project delays.”

Enablers for Your Digital Transformation

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- Ask questions and collaborate
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Questions & Answers

Follow the SAP Activate community at
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Join our other SAP Activate sessions:

April 7th 3:15pm ET

How to Keep Your SAP Core Clean

– 5 Golden Rules, Solution Standardization Board, Customer Success



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