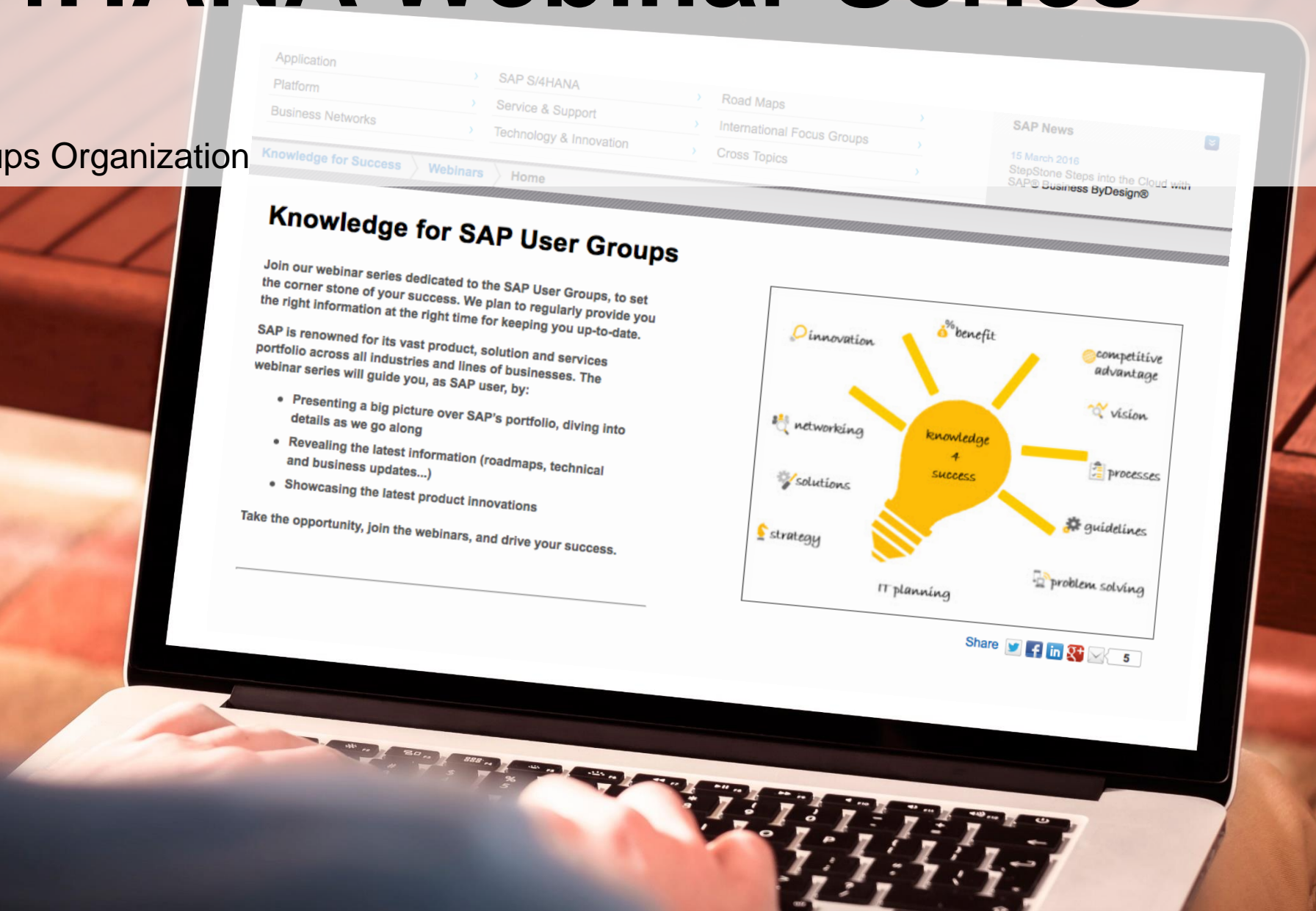


SAP S/4HANA Webinar Series

SAP Global User Groups Organization



Agenda – Flow of webinars

1. General Introduction to SAP S/4HANA

2. Introduction to SAP S/4HANA (On-Premise Edition)

3. Introduction to SAP S/4HANA (Cloud Edition)

} Roadmap & Portfolio

4.1. S/4HANA Adoption: S/4HANA Activate

4.2. S/4HANA Transition: Landscape Transformation

4.3. S/4HANA Transition: System Conversion

4.4. S/4HANA Transition: New Implementation (Green Field Approach)

} Adoption & Transition

5.1. S/4HANA Services: Premium Engagement Packages

5.2. S/4HANA Services: HANA Cloud Integration

} Services

S/4HANA – Webinar Series 4 SAP User Groups

Introduction to SAP S/4HANA	Bert Schulze	June 14
Introduction to SAP S/4HANA Cloud	Yannick Peterschmitt	June 16
Introduction to SAP S/4HANA On-Premise Edition	Christian Vogler	June 21
S/4HANA Adoption: S/4HANA Activate	Chris Shinner	June 23
S/4HANA Transition: Landscape Transformation	Roland Hamm	June 28
S/4HANA Transition: System Conversion	Christoph Nake	June 30
S/4HANA Transition: New Implementation (Green Field Approach)	Kristina Henn	July 5
S/4HANA Services: Premium Engagement Packages	Meinolf Kaimann & Danone	July 6
S/4HANA Services: HANA Cloud Integration	Udo Paltzer	July 12

Transition to SAP S/4HANA

- System Conversion -

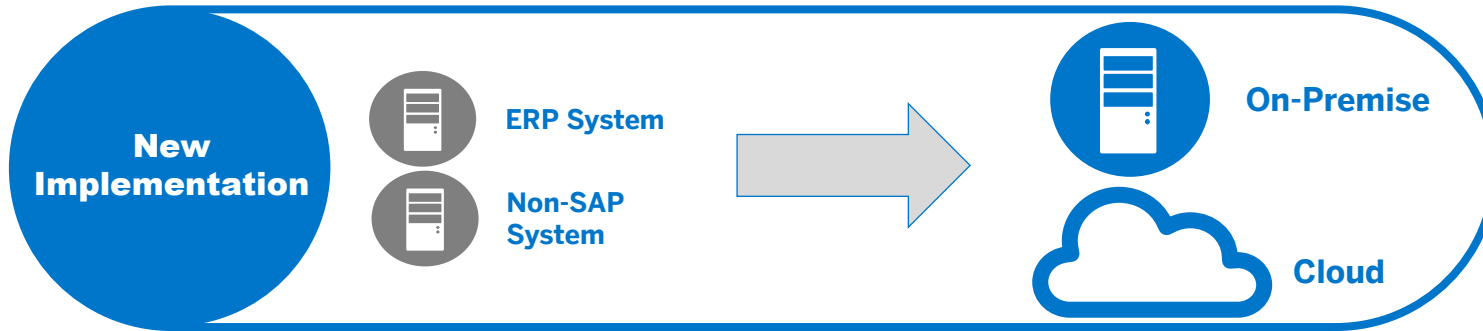


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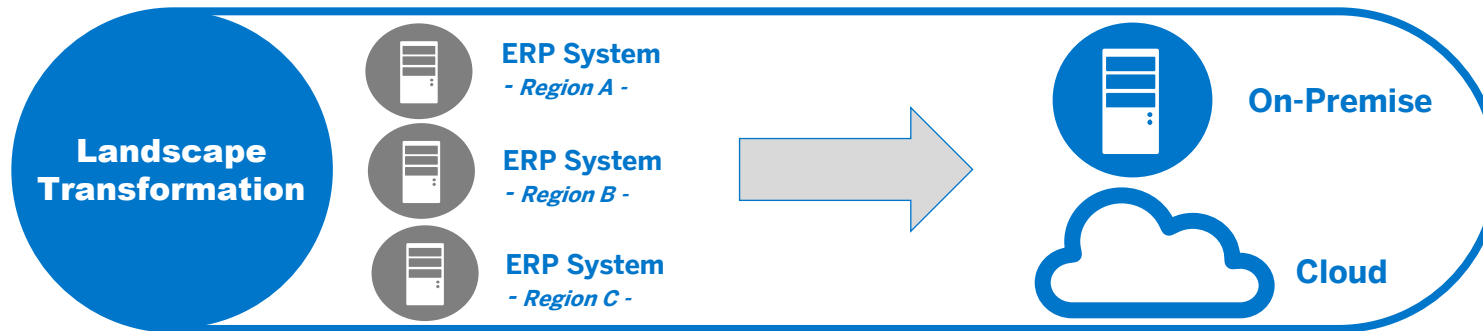
SAP S/4HANA Transition Scenarios



New Implementation/Re-Implementation

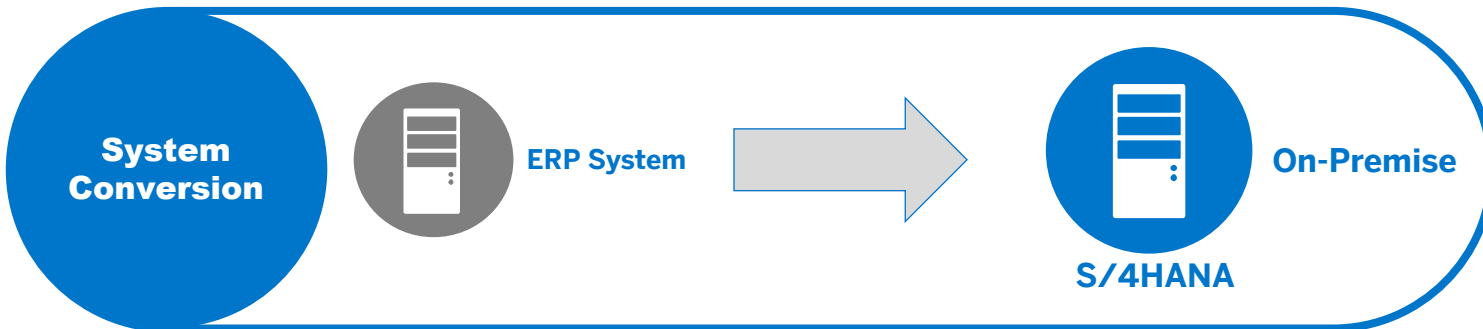
Standardize and simplify the existing landscape to reduce TCO and use latest innovations.

e.g. Implement SAP S/4HANA processes on a new infrastructure. Retire old landscape.



Business led migration to S/4HANA

Reduce TCO via simplification of landscape, e.g. Migration of part of an existing SAP ECC 6.0 landscape to SAP S/4HANA or consolidation of systems into one single target with S/4HANA.



Transition systems to the new platform

Use innovations to re-imagine processes with real time financial insight.

Leverage the benefits of the new data model eliminates aggregates and batch processing.

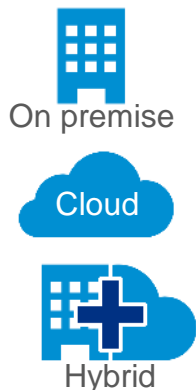
e.g. Migration of existing SAP ECC 6.0 on any DB to SAP S/4HANA.

Starting Your Journey to SAP S/4HANA

First steps

- Inform yourself
- Identify business requirements
- Develop an innovation strategy & roadmap
- Build the business case

Innovation
Strategy and
Roadmap



The scenario

- Start a new implementation and/or bring an existing landscape back to standard
- Retain existing processes and migrate from any DB to HANA
- Adopt and reimage business processes incrementally

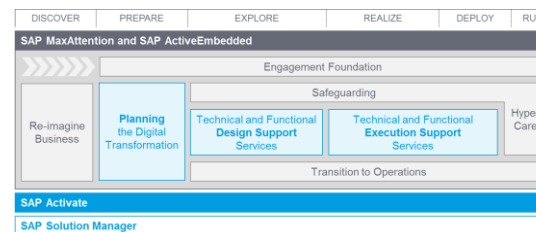
1 New implementation

2 System conversion

3 Landscape transformation

The transition

- Re-imagine the business
- Plan the digital transformation
- Design and Execute with the help technical and functional support services from SAP



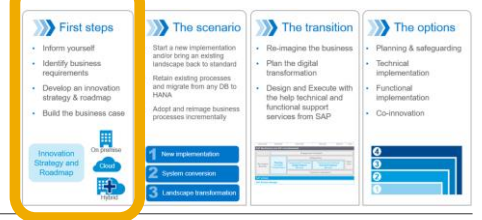
The options

- Planning & safeguarding
- Technical implementation
- Functional implementation
- Co-innovation



First Steps - Inform Yourself

SAP S/4HANA Implementation Roadmaps



<http://sapsupport.info/support-offerings/s4hana-service-packages/>

SAP S/4HANA Value Assurance Service Packages

Quick-Start Your Digital Transformation

The pace of change in business today is staggering. Only those with an unwavering commitment to digital transformation can succeed, and they will simplify their landscapes and encourage revolutionary innovation. Join them by taking advantage of SAP® S/4HANA Value Assurance service packages to quickly and safely harness the power of next-generation software and in-memory processing.

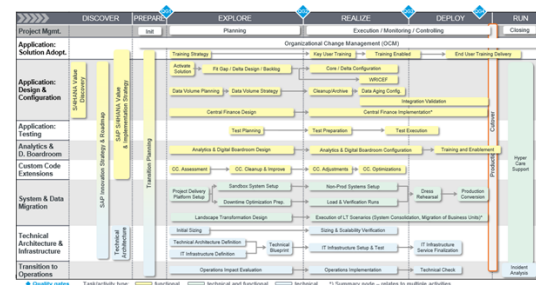
[Read the press release](#)

SAP Road Map Viewer

Implementation of SAP S/4HANA, on premise 1511

Description Roadmap Structure

Introduction



The purpose of the road map "SAP S/4HANA Implementation" is to support "on-premise" implementation projects to SAP S/4HANA, in order to eliminate related risks - manage them proactively - and to make such an implementation project predictable - create transparency about all involved tasks and roles and thus create viable foundation. SAP offers additional road maps for cloud implementation projects.

A detailed introduction to the roadmap can be found here:

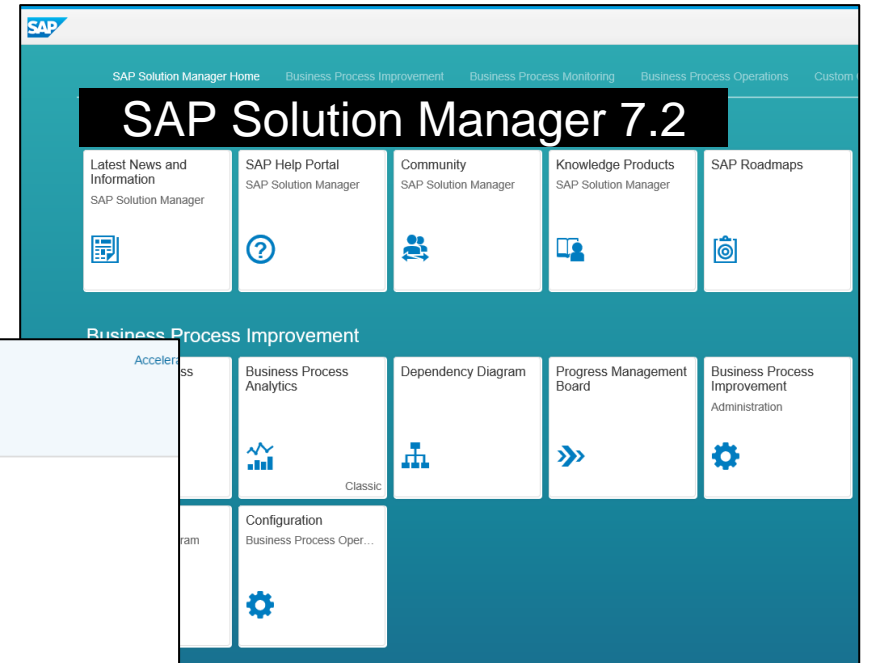
[Introduction to Roadmap](#)

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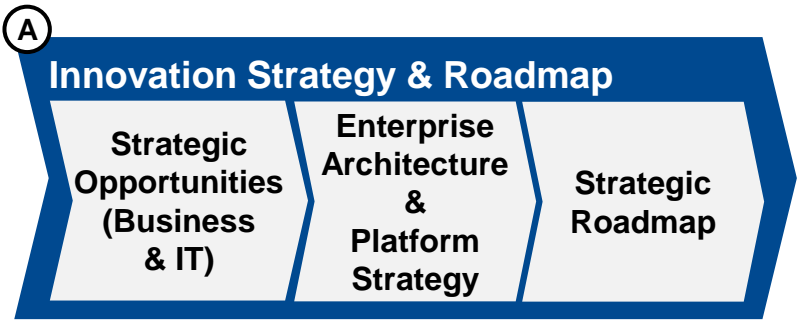
<http://bit.ly/255pjVi>

Scenario Decision & Plan

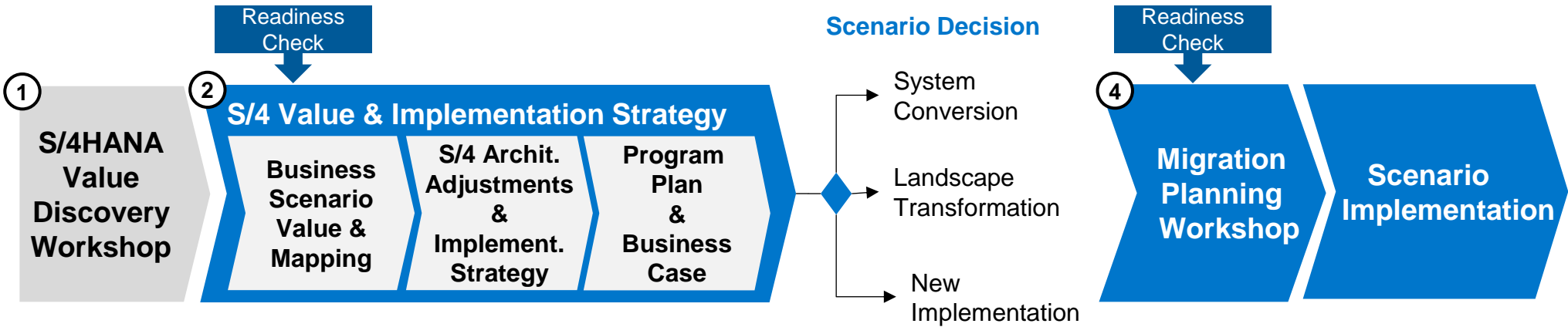
The Planning Services



Additional / optional:
Enterprise Focus



S/4HANA Focus



HANA Technical Focus



Innovation Strategy & Roadmap

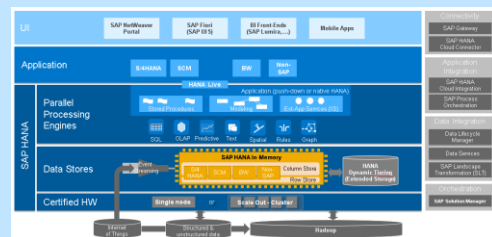
PROVIDE AN OVERALL S/4HANA ADOPTION STRATEGY AND ROADMAP FOR YOUR COMPANY BASED ON BUSINESS VALUE – 1 to 6 WEEKS

- Start from your business priorities, you will receive suitable business scenarios, target enterprise architecture, validated strategic road map, on your value chain built on SAP S/4HANA.
- With the right transformation concept, you can keep the competitive advantage through innovations based on real-time business processes, increased productivity and innovative capabilities (like IoT/Big Data, predictive, ...).

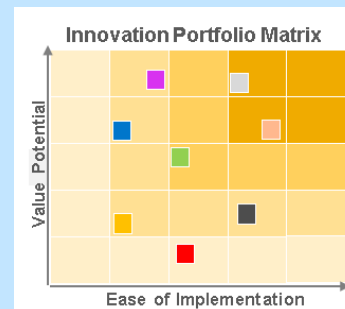


Cloud	Direction			Enablers					
Info	Strategy	Value	Risk	Processes	IT	Organizational Change	Training & Education	Program & Project	
Spanning	Cloud Core Applications	Legacy T2C Interfaces	Real Identification	Standard IS	Landmark analysis	Organizational Analysis	Training Needs Analysis	Program Risk Management	
Localizing	Deployment and Service Desk	Customer Identity and Authentication	Risk Assessment	Service development	Expert Architect	Virtual Migration	Risk Analysis	Cloud Project Management	
Culture & Values	Cloud Transition Acceleration	Security Assurance	Risk and Compliance	Proof of Concept evaluation	Tools and security solutions	Target organizational model	Continuous Development	Governance Model	
Continuous	Vendor Adoption	Business Process Assessment	Risk and Compliance	Cloud-native migration	Target operators model	Platform Transformation	Enabling Infrastructure	Program Management	
Subsiding	Strategy, Timeline, Roadmap	Business Case, Risk Assessment	Risk Mitigation Plan	Rules and Organization	Capability Migration	Cloud Adoption	Training, Enablement	Program Monitoring	

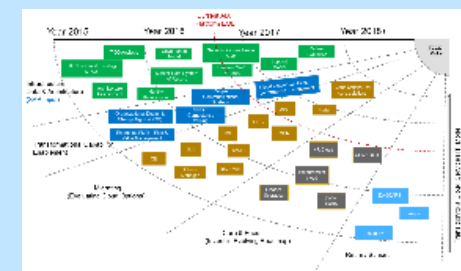
SAP Platform



Innovation Portfolio Matrix



Strategic Roadmap



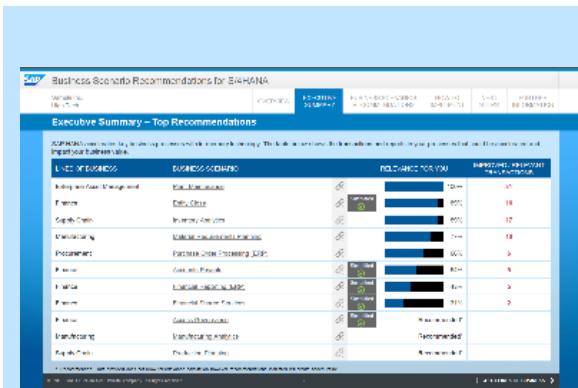
S/4 HANA Value Discovery Workshop

ASSESS THE RELEVANT SCOPE OF SAP S/4HANA AND THE FEASIBILITY AND READINESS TO ADOPT IT – 2 DAY WORKSHOP

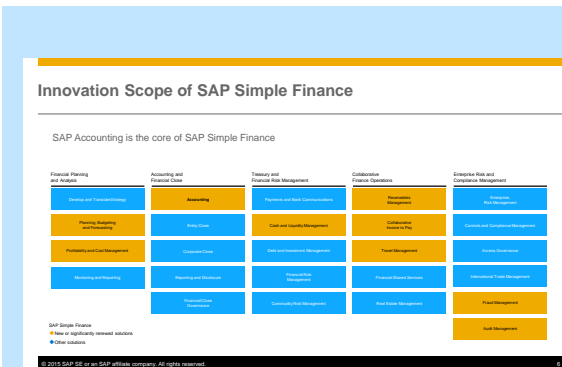
- On-site workshop , using a **value-based approach** which provides guidance on the benefits, obstacles to the set-up of SAP S/4HANA.
- Deliverables of the on-site workshop include Point-of-View document in which companies can learn how SAP S/4HANA can provide real benefits and come away with a plan to move quickly from initial vision to realization.



Scope and concept of SAP S/4HANA with improved features, capabilities and innovations



Business Scenario Recommendation Report based on customer transactions with outlining initial value of transaction and capabilities in use



Heat map with prioritized solution areas / capabilities where benefits can be identified and further investigation recommended



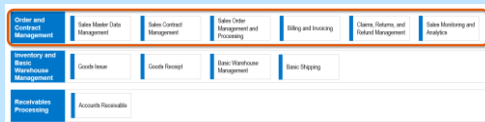
Point-of-view document updated based on workshop findings according to the understanding of the current situation of the customer, the potential SAP solution, associated benefits and the innovation roadmap

S/4HANA Value & Implementation Strategy

PROVIDES A COMPREHENSIVE S/4HANA MIGRATION ANALYSIS DOWN TO PROPOSED IMPLEMENTATION STRATEGY AND SUPPORTING BUSINESS CASE – 1 to 20 WEEKS

- Starting from business priorities, it identifies key innovations and mandatory changes applicable to the specific customer situation, along with the impact on the overall target architecture, thereby highlighting the customer specific value chain built on SAP S/4HANA.

Business Scenario Value & Mapping



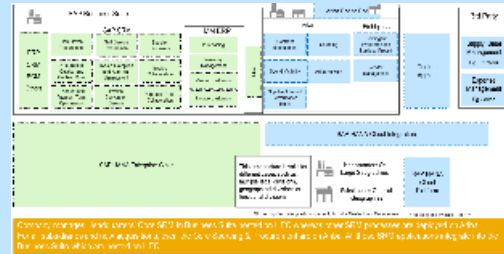
Fiori Selection



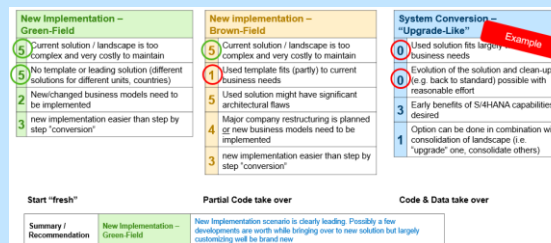
Quick Wins / Must Do's

Scenario	Business Scenario	Value	Impact	Priority	Category	Sub-category	Owner	Status
1	Order and Contract Management	High	High	1	Core	Order Management	John Doe	Planned
2	Sales Order Management	High	High	1	Core	Sales Order Management	John Doe	Planned
3	Sales Contract Management	High	High	1	Core	Sales Contract Management	John Doe	Planned
4	Billing and Invoicing	High	High	1	Core	Billing and Invoicing	John Doe	Planned
5	Claims, Returns, and Related Management	High	High	1	Core	Claims, Returns, and Related Management	John Doe	Planned
6	Sales Monitoring and Analysis	High	High	1	Core	Sales Monitoring and Analysis	John Doe	Planned
7	Inventory and Warehouse Management	High	High	1	Core	Inventory and Warehouse Management	John Doe	Planned
8	Goods Issue	High	High	1	Core	Goods Issue	John Doe	Planned
9	Goods Receipt	High	High	1	Core	Goods Receipt	John Doe	Planned
10	Basic Warehouse Management	High	High	1	Core	Basic Warehouse Management	John Doe	Planned
11	Item Shipping	High	High	1	Core	Item Shipping	John Doe	Planned
12	Reconciliation Processing	High	High	1	Core	Reconciliation Processing	John Doe	Planned
13	Accounts Receivable	High	High	1	Core	Accounts Receivable	John Doe	Planned

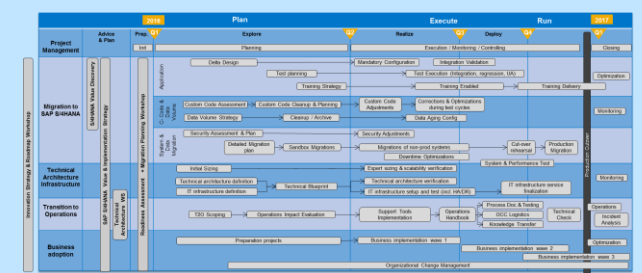
Architecture Adjustments



Implementation Strategy



Program Plan



Business Case Calculation

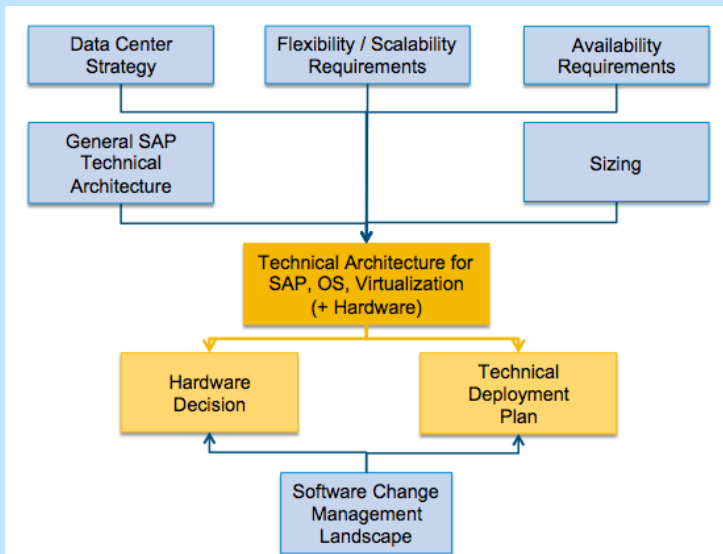
Results: Cost Benefit					
Return on Investment (ROI)					
Assumption: No matter which depreciation period has been entered in 'General Information' in the ROI calculation, the initial investments are always assumed to fully occur in the first year.					
Investments cumulated	Year 1	Year 2	Year 3	Year 4	Year 5
Initial Software License	€ 300 000				
Implementation Effort	€ 230 000				
Initial Hardware costs	€ 400 000				
Ongoing costs	€ 110 000	€ 110 000	€ 110 000	€ 110 000	€ 110 000
Benefits/Savings cumulated					
One-time benefit	€ 2 064 770				
User Productivity	€ 175 360	€ 350 720	€ 526 080	€ 701 440	€ 876 800
Business (Process) Efficiency	€ 1 054 908	€ 2 109 815	€ 3 164 723	€ 4 219 631	€ 5 274 538
ROI in 1 year	28%				
ROI in 2 years		45%			
ROI in 3 years			65%		
ROI in 4 years				87%	
ROI in 5 years					100%

Technical Architecture & Infrastructure

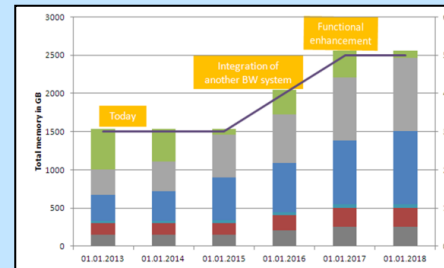
PROVIDE A TECHNICAL ARCHITECTURE DESIGN OF A SCALABLE, FLEXIBLE, AND MAINTAINABLE SAP S/4HANA LANDSCAPE – 1 WEEK

- The workshop covers hardware sizing, and a mapping of software components to the hardware (deployment plan).
- It also includes influencing factors, such as data-center strategies, high availability and disaster recovery requirements, preferred deployment models, like cloud or on premise, as well as available or planned technical solutions for virtualization

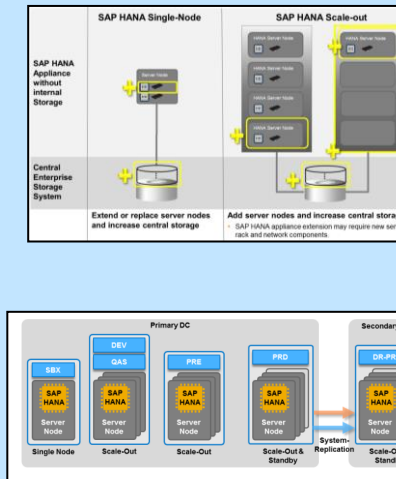
Structured Workshop Approach



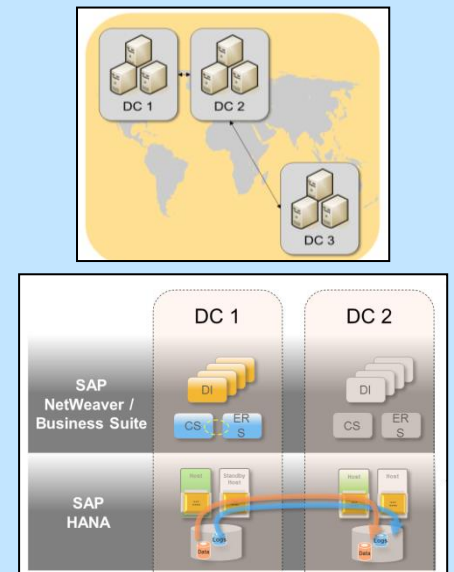
Sizing estimation and capacity forecast for CPU, Memory & Disk



Technical deployment options and deployment plan to keep flexibility



High Availability and Disaster Recovery setup based on business availability requirements



Migration Preparation

SAP S/4HANA Readiness Check

CHECK IN ADVANCE THE CONVERSION READINESS STATUS OF THE CUSTOMER PRODUCTIVE SYSTEM – 2 DAYS

- The SAP S/4HANA Readiness Check discovers conversion showstoppers remotely either at an early stage, or as preparation and input for the Migration Planning Workshop.
- It enables the customer to prepare and clean up the system, and to identify custom code in scope for code adaption.

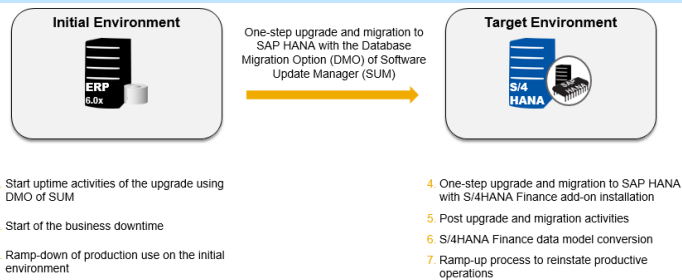
Required	Functional Changes <ul style="list-style-type: none">- Industry Solutions- Enterprise Exten.- SAP and 3rd party AddOns- Impact on S/4HANA Simplification List	System Requirements <ul style="list-style-type: none">- Unicode- Single Stack- HANA DB	Landscape Requirements <ul style="list-style-type: none">- NetWeaver Hub systems >= NW 7.31- HANA Sizing	Custom Code Requirements <ul style="list-style-type: none">- Required HANA adjustments- Write statements on obsolete tables- Custom fields- Rough estimation	Additional Changes <ul style="list-style-type: none">- Changed transactions or reports- Obsolete TA/REP- Req. configuration changes
	Recommended Custom Code adjustments <ul style="list-style-type: none">- Adjustments for performance reasons	Recommended Data Volume Management <ul style="list-style-type: none">- Data Volume reduction potential- Quick wins- Open Business Documents			

Migration Planning Workshop

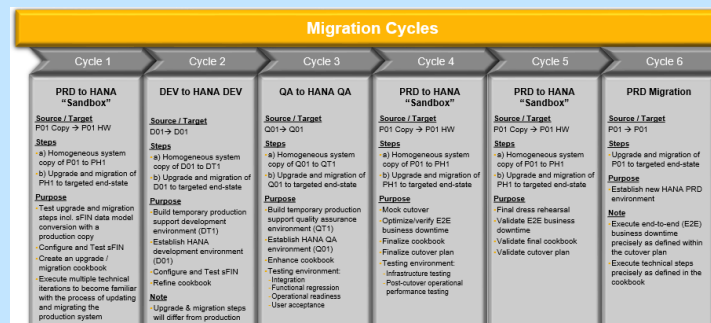
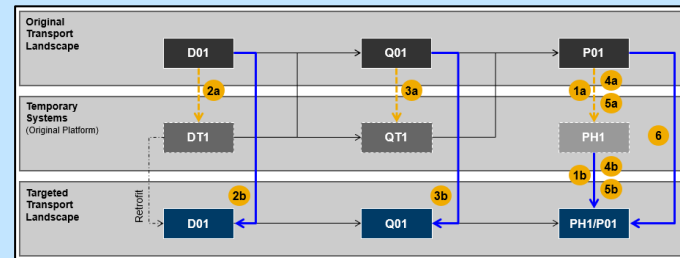
PROVIDE A MIGRATION PLANNING FOR TECHNICAL ASPECTS AND CONSIDERATIONS – 1 WEEK

- The onsite service provides a holistic overview of the topics required for project planning, including: migration approaches and tools, technical architecture, sizing, performance and scalability, operational readiness, testing, and quality management.
- The onsite portion of the service includes knowledge transfer of key concepts and consideration, as a means to ensure that the customer is making informed decisions.

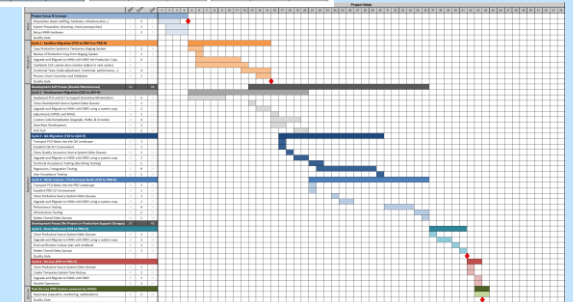
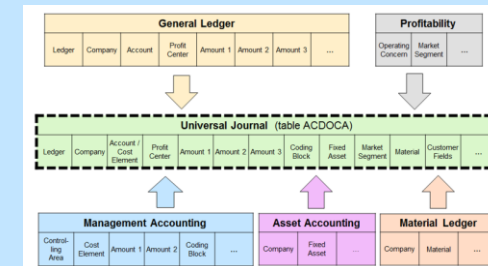
Identification of the best **migration approach** based on Business downtime requirements



Number of migration cycles, and system-level **transition roadmap**

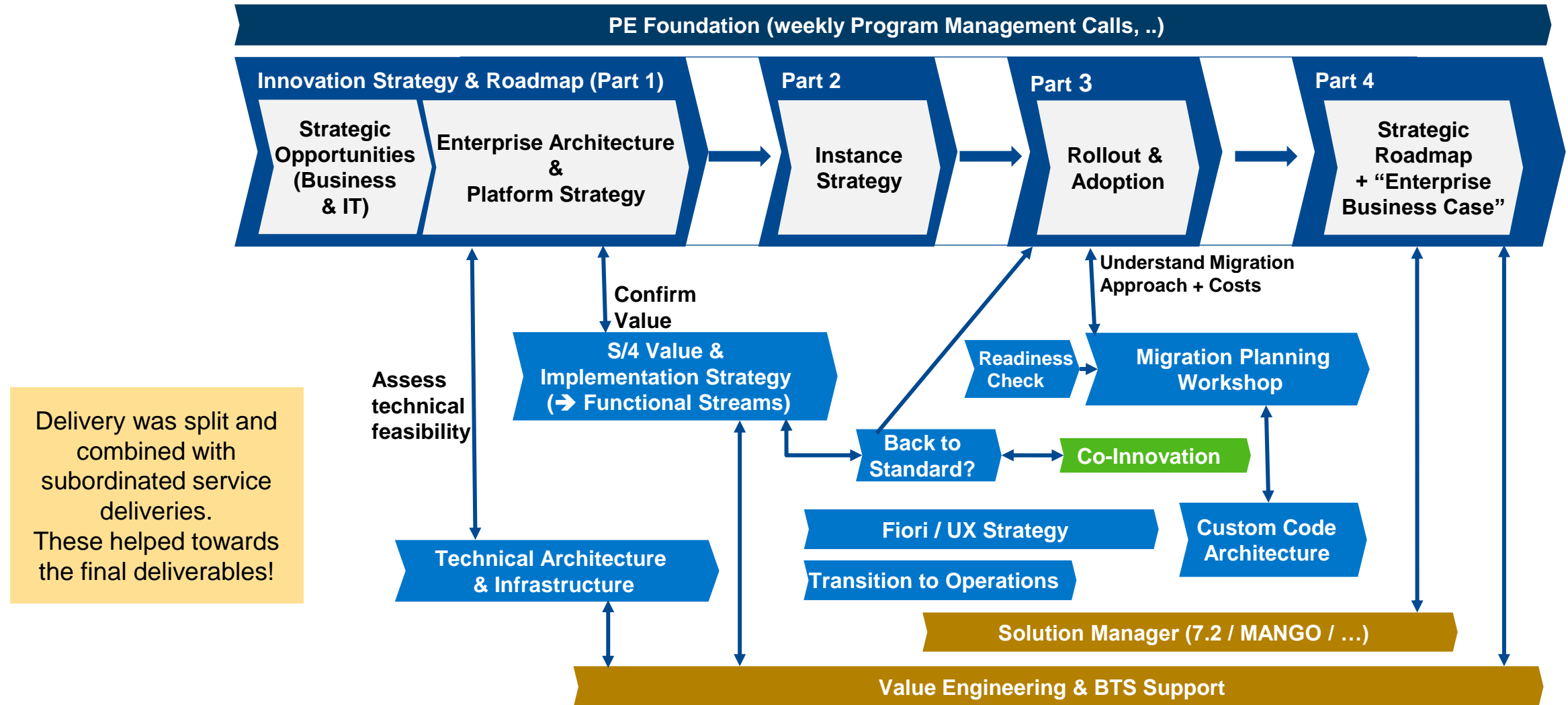


Mandatory application changes including impact on business processes, and high-level milestone project plan



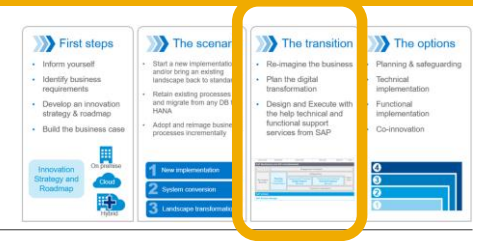
Scenario Decision & Plan

The Planning Services – Customer Example



Mastering Transition

Holistic Methodology



Workstreams

Project Management

Application: Solution Adoption

Application: Design & Configuration

Application: Testing

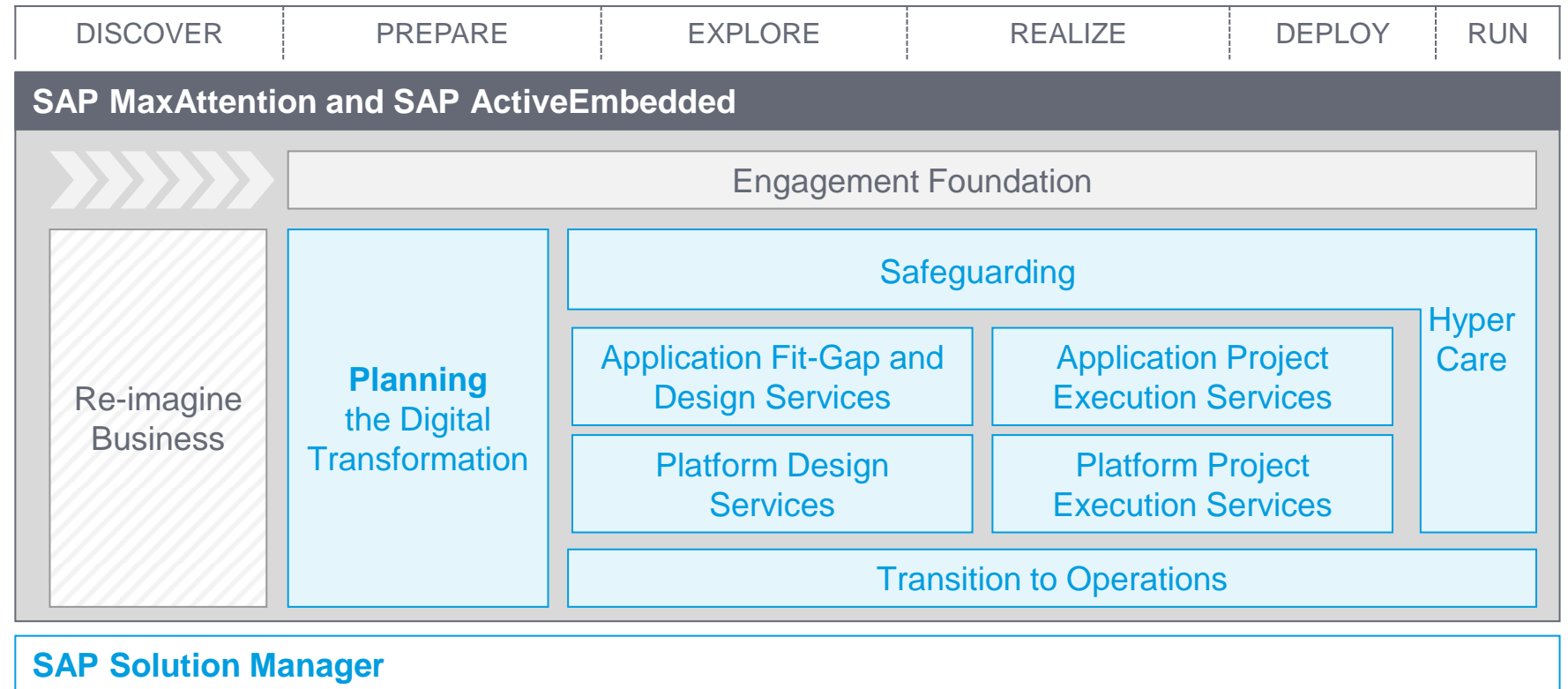
Analytics & Digital Boardroom

Custom Code Extensions

System & Data Migration

Technical Architecture Infrastructure

Transition to Operations

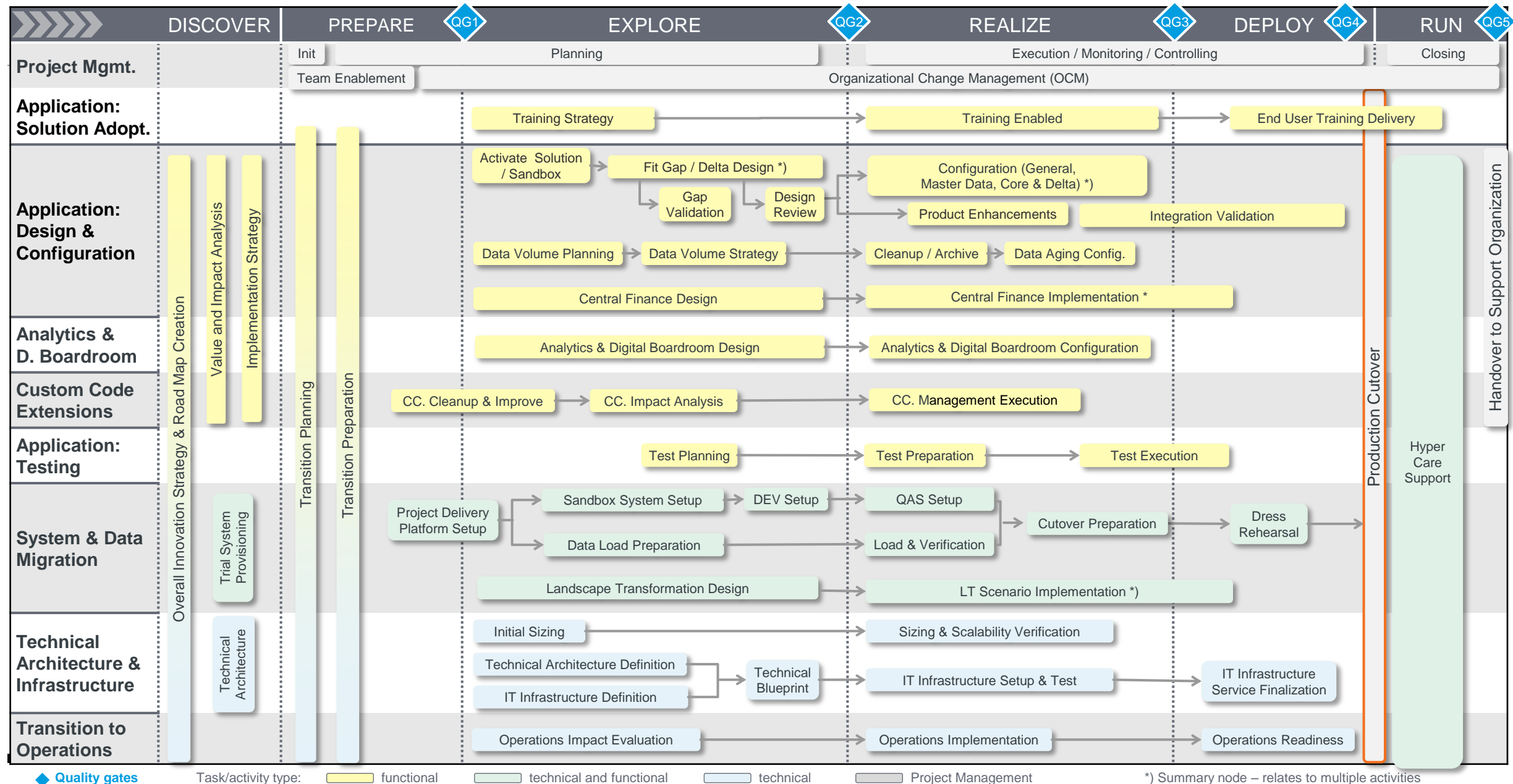


Holistic Roadmap and methodology covering all phases and work streams of a project.

Services covering all tasks – delivery suitcases ensuring scaling + quality and consistency.

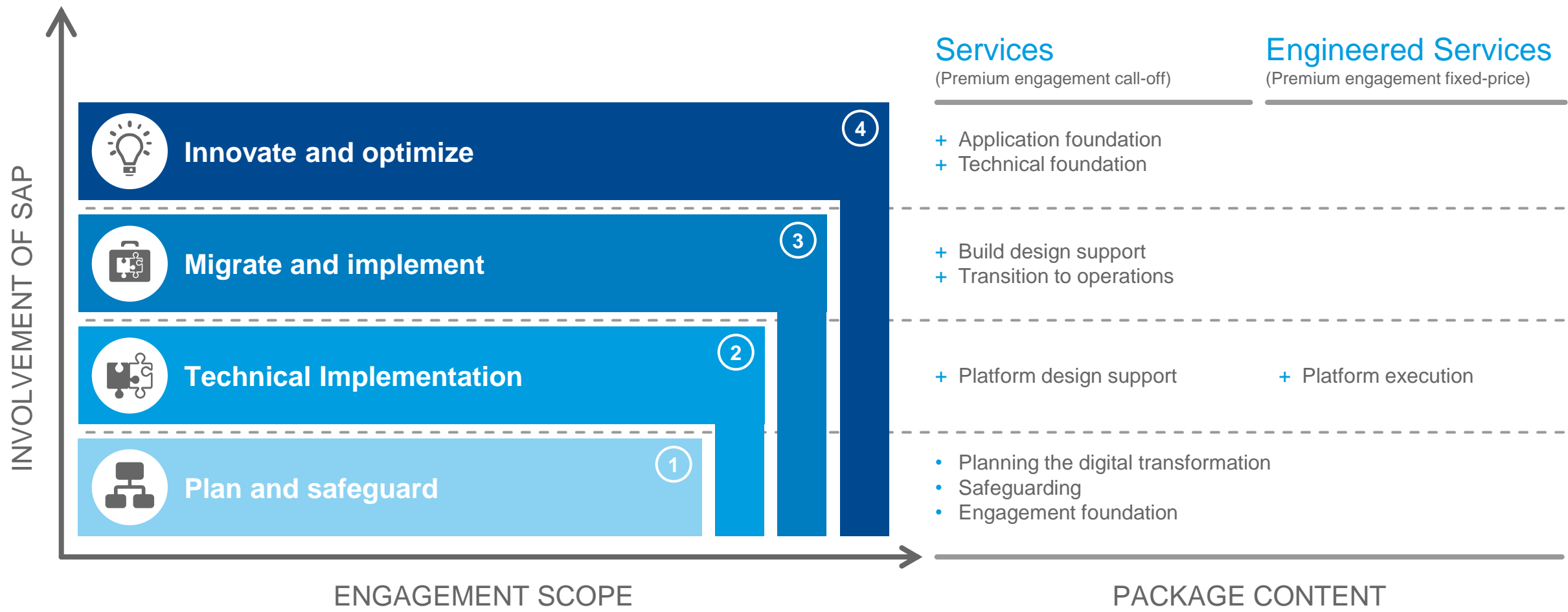
Transition to SAP S/4HANA – Detailed View

DRAFT



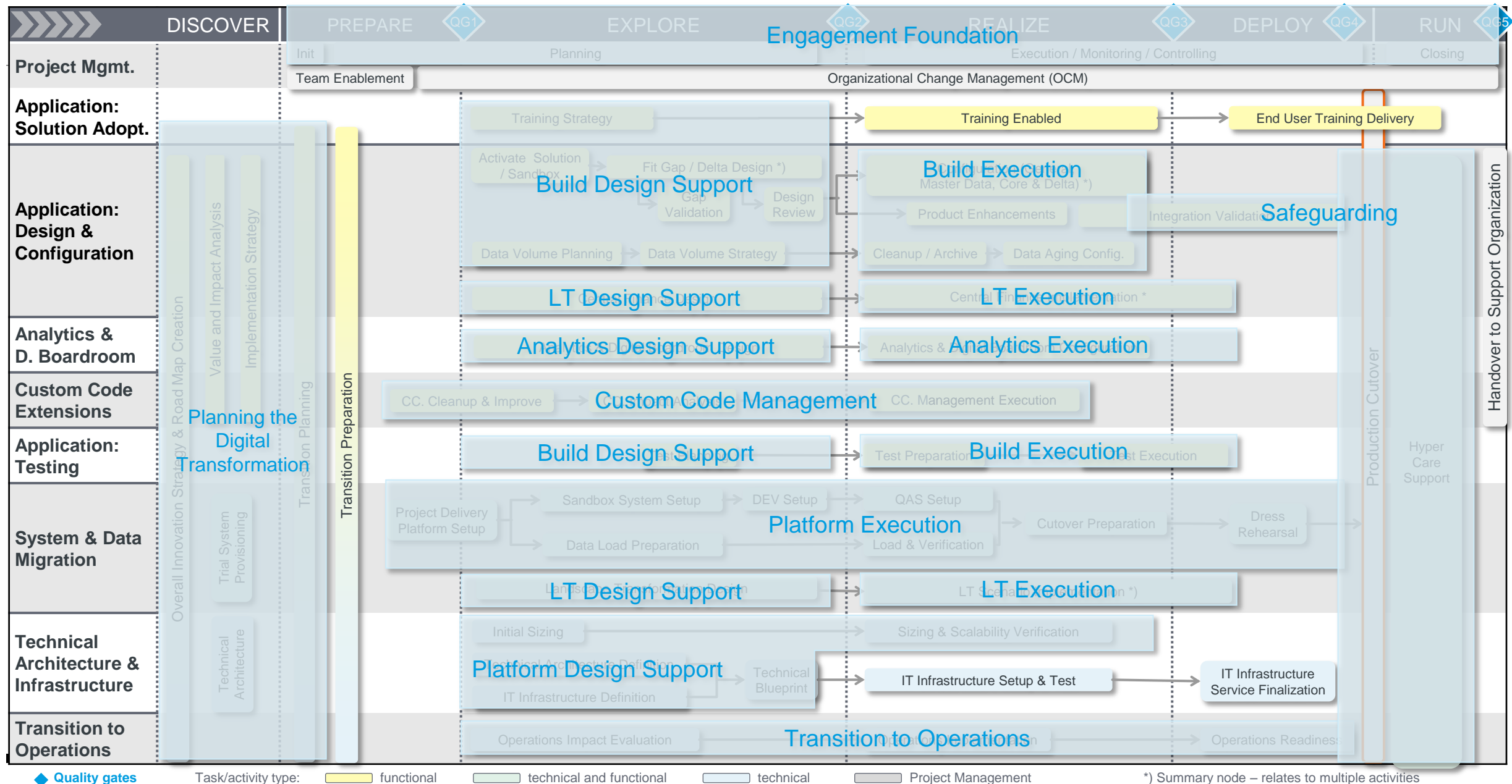
SAP Value Assurance Service Packages

The Options



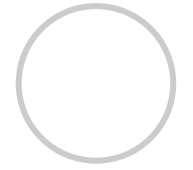
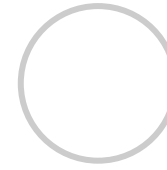
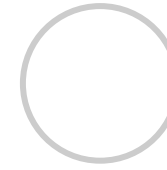
Transition to SAP S/4HANA – Mapping to Services

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SAP S/4HANA Value Assurance Service Package

(1) Plan and Safeguard – Overview



Coverage

- SAP S/4HANA innovation roadmap and implementation strategy
- Migration planning – including technical architecture (high level)
- Safeguarding and go-live support
- Optional: expertise on demand

Project Involvement

- SAP: planning & safeguarding during project
- Partner-/customer-led implementation

Your Benefits

- Maximized transparency and specific roadmap supporting your strategy
- Minimized risks and safeguarded quality gates support a successful go-live

Innovate and Optimize

Migrate and Implement

Technical Implementation

Plan and Safeguard

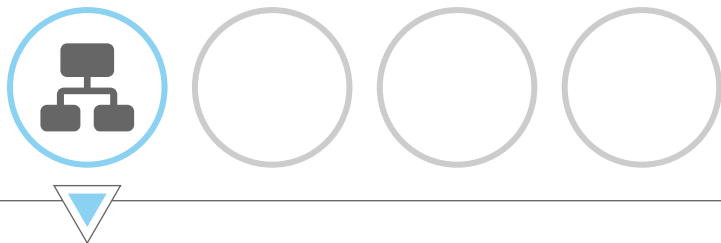
✓ Planning the Digital Transformation

✓ Safeguarding

✓ Engagement Foundation

SAP S/4HANA Value Assurance Service Package

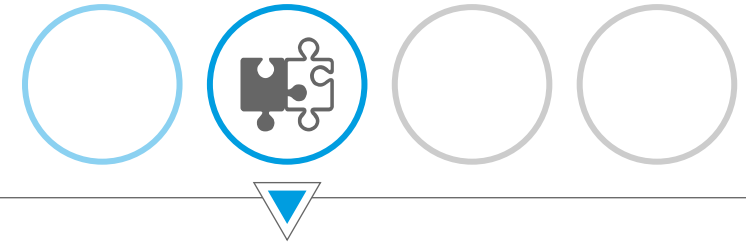
(1) Plan and Safeguard – in Detail



SERVICE	DESCRIPTION
Engagement Foundation	Technical quality manager and premium mission critical support
Planning the Digital Transformation	Planning activities to define the implementation strategy, identify dependencies and prerequisites, define the target architecture
Safeguarding	Core activities to safeguard the project including tasks like SAP Business Process Performance Optimization (BPPO), technical performance optimization (TPO)

SAP S/4HANA Value Assurance Service Package

(2) Technical Implementation – Overview



Coverage

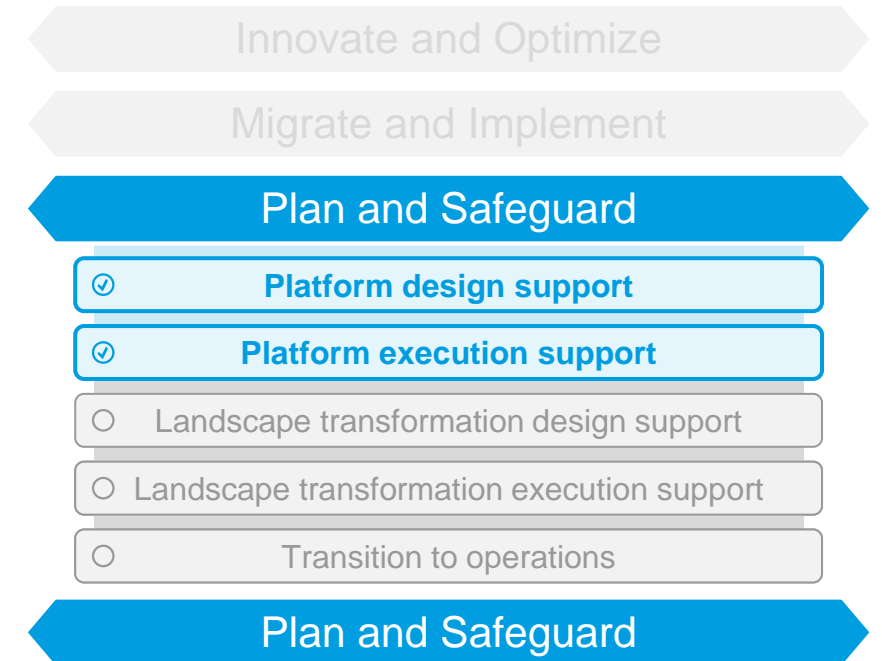
- Database migration AnyDB to SAP HANA
- Conversion of SAP Business Suite to SAP S/4HANA
- SAP S/4HANA innovation roadmap and implementation strategy
- Technical architecture / infrastructure for SAP S/4HANA
- Detailed planning - migration and implementation
- Safeguarding and go-live support

Project Involvement

- SAP: planning & safeguarding during project and execution of technical implementation
- Partner-/customer-led: functional implementation

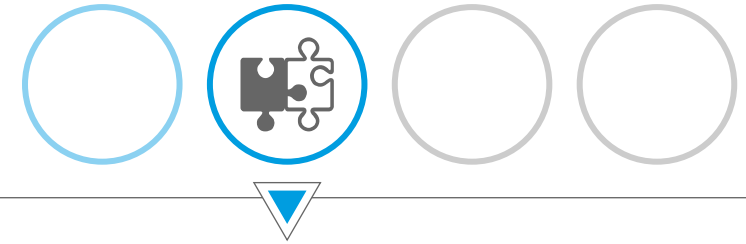
Your Benefits

- Maximized transparency and specific roadmap to support your strategy
- Minimized risks and safeguarded quality gates ensure a successful go-live
- SAP best practice migration for sandbox, development, QA, and production systems



SAP S/4HANA Value Assurance Service Package

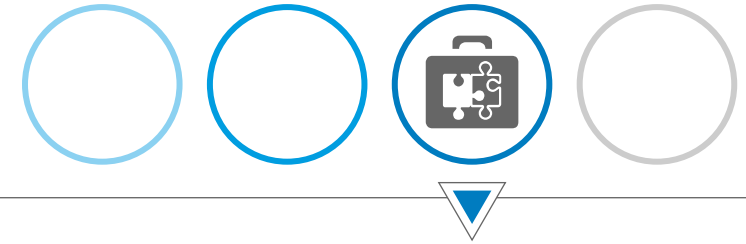
(2) Technical Implementation – in Detail



SERVICE	DESCRIPTION
Engagement Foundation	Technical quality manager and premium mission critical support
Planning the Digital Transformation	Planning activities to define the implementation strategy, identify dependencies and prerequisites, define the target architecture
Safeguarding	Core activities to safeguard the project including tasks like SAP Business Process Performance Optimization (BPPO), technical performance optimization (TPO)
Platform Design Support	Core tasks of sizing, technical platform definition and HA/DR concept
Platform Execution Support	One three-tier system landscape: Migration from SAP ERP 6.0 AnyDB Unicode to SAP S/4HANA or new installation (excl. business data migration)

SAP S/4HANA Value Assurance Service Package

(3) Migrate and Implement – Overview



Coverage

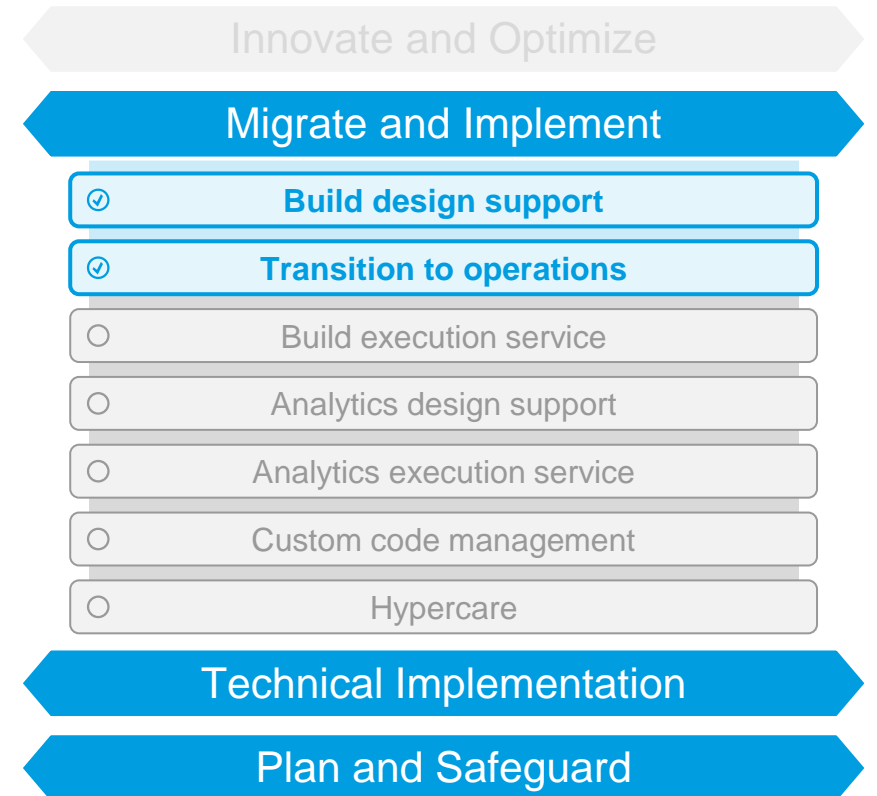
- Implementation of SAP S/4HANA innovations – Quick wins plus selected larger innovations based on SAP S/4HANA
- Support for adjustment of custom code
- Database migration AnyDB to SAP HANA
- Conversion of SAP Business Suite to SAP S/4HANA
- SAP S/4HANA innovation roadmap and implementation strategy
- Technical architecture / infrastructure for SAP S/4HANA
- Detailed planning - migration and implementation
- Safeguarding and go-live support

Project Involvement

- SAP: planning & safeguarding during project, technical and functional implementation

Your Benefits

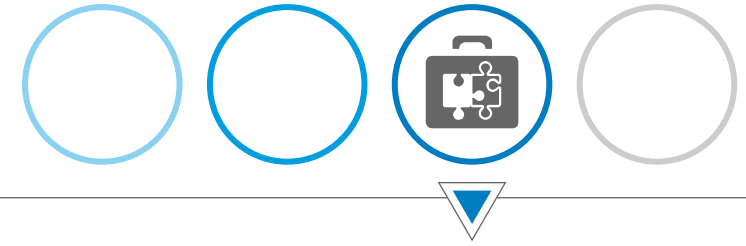
- Maximized transparency and specific roadmap to support your strategy
- Minimized risks and safeguarded quality gates help ensure a successful go-live
- SAP best practice migration for sandbox, development, QA, and production systems
- Pre-configured setup & simplified ready-to-use business processes



○ → can be added if scope needs to be extended

SAP S/4HANA Value Assurance Service Package

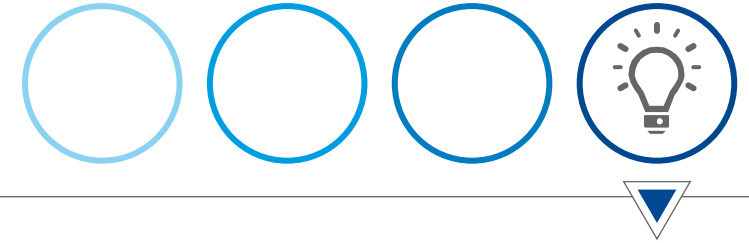
(3) Migrate and Implement – in Detail



SERVICE	DESCRIPTION
Engagement Foundation	Technical quality manager, premium mission critical support + project management for functional implementation
Planning the Digital Transformation	Planning activities to define the implementation strategy, target architecture
Safeguarding	Core activities to safeguard the project including tasks like BPPO, TPO
Platform Design Support	Core tasks of sizing, technical platform definition and HA/DR concept
Platform Execution Support	One three-tier system landscape: Migration from SAP ERP 6.0 AnyDB Unicode to SAP S/4HANA or new installation (excl. business data migration)
Transition to Operations	Comprehensive operations impact analysis to enable the target support framework
Build Design Support	Functional design support of up to 2 business priorities

SAP S/4HANA Value Assurance Service Package

(4) Innovate and Optimize – Overview



Coverage

- Implementation of new business scenarios (not limited to SAP S/4HANA)
- Support for adjustment of custom code
- Co-innovation support
- Implementation of SAP S/4HANA innovations – quick wins plus selected larger innovations based on SAP S/4HANA
- Database migration AnyDB to SAP HANA
- Conversion of SAP Business Suite to SAP S/4HANA
- SAP S/4HANA innovation roadmap and implementation strategy
- Technical architecture / infrastructure for SAP S/4HANA
- Detailed planning - migration and implementation
- Safeguarding, integration validation and go-live support

Your Benefits

- Jointly invented future business models transforming your company

Innovate and Optimize



Build innovation design support



Platform innovation design support

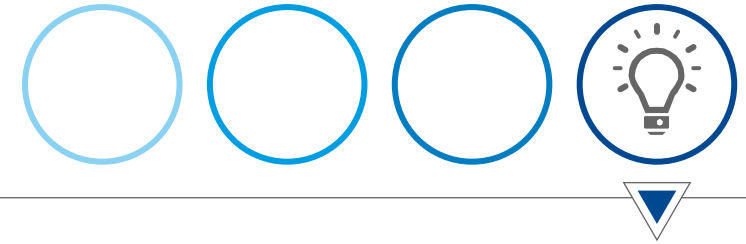
Migrate and Implement

Technical Implementation

Plan and Safeguard

SAP S/4HANA Value Assurance Service Package

(4) Innovate and Optimize – in Detail



SERVICE	DESCRIPTION
Engagement Foundation	Technical quality manager and premium mission critical support
Planning the Digital Transformation	Planning activities to define the implementation strategy, target architecture
Safeguarding	Core activities to safeguard the project including tasks like BPPO, TPO
Platform Design Support	Core tasks of sizing, technical platform definition and HA/DR concept
Platform Execution	One three-tier system landscape: Migration from SAP ERP 6.0 AnyDB Unicode to SAP S/4HANA or new installation (excl. business data migration)
Transition to Operations	Comprehensive operations impact analysis to enable the target support framework
Build Design Support	Functional design support of up to 2 business priorities
Build Innovation Design Support	Access to application expertise for co-innovation for Digital Business Transformation
Platform Innovation Design Support	Access to technical expertise for co-innovation or Digital Business Transformation

Mastering Transition

Efficient Delivery via the Premium Engagement Model

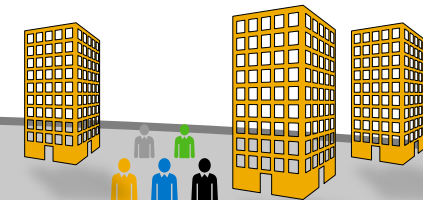
SAP One Service Delivery

DISCOVERY → EVALUATION → CUSTOMER → REALIZATION → TRANSFORMATION

Model Industry Solution &
Best Practices

Onsite Delivery Control

Virtual Project Rooms / Factories
SAP Development



SAP Solution Manager

Reduced effort via pre-configured Best Practices – Model Industry Solutions

Effective remote delivery via “Virtual Project Rooms” and “Factories”

Flexible engagement model – Customer decides on the level of involvement of SAP

More Information – Will Be Constantly Updated!

SAP S/4HANA Implementation Roadmap: <https://roadmapviewer-supportportal.dispatcher.hana.ondemand.com/#/group/roadmapOverview/IMPS4HANAONPRE1511>

SAP Value Assurance Service Packages: <http://sapsupport.info/support-offerings/s4hana-service-packages/>

SAP Best Practices for SAP S/4HANA: [<SMP LINK>](#)

SAP Activate: <http://bit.ly/SAPActivate>



Thank you

Contact information:

SAP GSS, Global CoE, IT Planning