

# Introduction to the Business Scenario Recommendations for SAP S/4HANA

Steffen Thiem, Maintenance Go-to-Market - Customer Value Experience, SAP SE



**SAP** S/4HANA

# Legal disclaimer

---

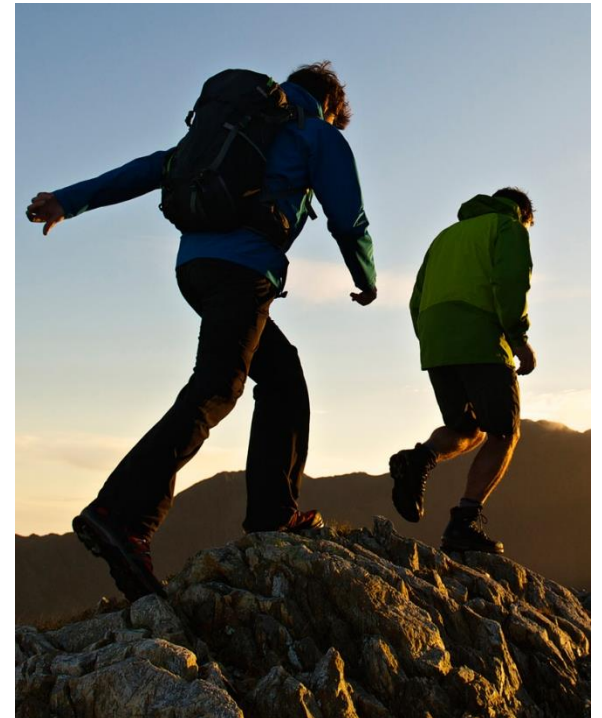
The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. This presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation and SAP's strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this document is not a commitment, promise or legal obligation to deliver any material, code or functionality. This document is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This document is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this document, except if such damages were caused by SAP's willful misconduct or gross negligence.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

# Agenda

---

- **What is the Business Scenario Recommendations (BSR) report for SAP S/4HANA?**
- **How to request a BSR for SAP S/4HANA?**
- **How to read the report? (Including demo)**
- **Q&A**



# SAP S/4HANA – Designed to Reimagine Business



**But how can you find out how  
SAP S/4HANA can add value for you?**

**Business scenario  
recommendations**

# Discover Business Improvements Enabled by SAP's Innovations

## Business Scenario Recommendations for SAP S/4HANA

### Description

- The business scenario recommendations report identifies the most valuable digitized business scenarios – running on SAP S/4HANA – based on your current ERP usage information.
- Delivered by SAP Support

### Benefits

- You can browse the report by line of business and review their individual business scenario details and benefits.
- It explains the business context, challenges addressed, values, business drivers, innovation provided by SAP HANA and SAP Fiori, and so on for every recommended business scenario.
- It includes high-level technical prerequisites, information on how to implement SAP S/4HANA, and much more.

[www.s4hana.com](http://www.s4hana.com) »

The screenshot displays the SAP Business Scenario Recommendations for SAP S/4HANA report. The interface features a blue header with the SAP logo and a language dropdown set to 'English'. Below the header, a large blue banner reads 'SAP S/4HANA, The Next-Generation Business Suite' with a globe graphic. The main content area is titled 'Business Scenario Recommendations for SAP S/4HANA' and includes a navigation bar with tabs: OVERVIEW, EXECUTIVE SUMMARY, BUSINESS SCENARIOS RECOMMENDATIONS (selected), HOW TO IMPLEMENT, NEXT STEPS, and FURTHER INFORMATION. The 'Lines of Business' section shows a grid of business areas with recommended scenarios and simplified status indicators. A legend at the bottom indicates that blue boxes represent usage identified in the SAP Business Suite landscape, while grey boxes represent usage not identified. The footer contains the copyright notice: © 2016 SAP SE or an SAP affiliate company. All rights reserved.

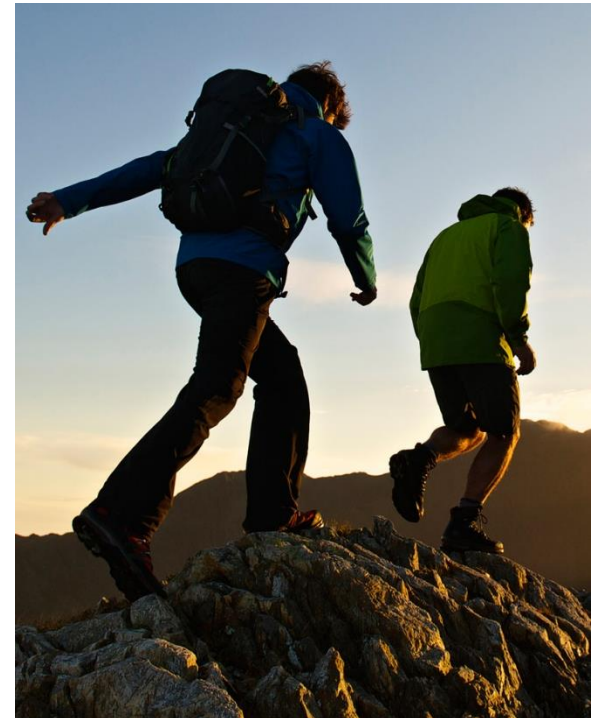
Line of Business	Recommended Business Scenarios	Simplified
Finance	9	Yes
Human Resources	0	No
Sourcing & Procurement	3	Yes
Manufacturing	7	Yes
Supply Chain	3	Yes
Sales, Marketing and Commerce	0	No
Services	3	Yes
Asset Management	0	No



# Agenda

---

- **What is the Business Scenario Recommendations (BSR) report for SAP S/4HANA?**
- **How to request a BSR for SAP S/4HANA?**
- **How to read the report? (Including demo)**
- **Q&A**



# Business Scenario Recommendations for SAP S/4HANA Request Process

## Step 1

Visit the  
BSR Web site  
[www.s4hana.com](http://www.s4hana.com)



The screenshot shows a webpage for SAP S/4HANA Business Scenario Recommendations. The header features the SAP logo and the text "SAP S/4HANA, The Next Generation Business Suite". Below this is a "Watch the video" button and a globe graphic. The main content area is divided into two columns. The left column contains text about SAP S/4HANA redefining enterprise software and lists three bullet points: "Simplify to connect to people, devices, social and business networks and Internet of Things in real time", "Simplify to get any insight on any data from anywhere in real time: planning, execution, prediction, and situation are now all done on the fly", and "Simplify to focus on the essential tasks in real time and gain agility to change business processes as needed". The right column is titled "Get your SAP S/4HANA Business Scenario Recommendations" and describes a customized report service. At the bottom, there is a "Get started now" button and contact information.

**SAP S/4HANA, The Next Generation Business Suite**

Discover SAP S/4HANA, a new business suite designed to help you run smarter in the digital economy.

[Watch the video](#)

SAP S/4HANA redefines how enterprise software creates business value by breaking all limitations of the past. SAP S/4HANA offers the simplicity to with the ultimate sophistication – simplicity.

- Simplify to connect to people, devices, social and business networks and Internet of Things in real time
- Simplify to get any insight on any data from anywhere in real time: planning, execution, prediction, and situation are now all done on the fly
- Simplify to focus on the essential tasks in real time and gain agility to change business processes as needed

SAP S/4HANA gives you complete choice as you can deploy the new suite in the cloud, on premise or even in a hybrid adaption mode.

**Get your SAP S/4HANA Business Scenario Recommendations**

Receive a customized report to learn how SAP S/4HANA can help you reimagine your business and drive higher performance. Generated from your current SAP usage, your personalized business scenario recommendations report will be emailed to you within approximately 5 days.

Do you need more information or help on how to get your customized report?

[Find the answers here.](#) Or [view a sample report.](#)

[Get started now](#)

Contact Us +1 866 254-9264 Share and Follow

# Business Scenario Recommendations for SAP S/4HANA Request Process

## Step 1

Visit the  
BSR Web site  
[www.s4hana.com](http://www.s4hana.com)



## Step 2

**Register** for the report and  
upload your ERP system  
data.

**SAP S/4HANA, The Next Generation Business Suite**

Discover SAP S/4HANA, a new business suite designed to help you run smarter in the digital economy.

[Watch the video](#)

SAP S/4HANA redefines how enterprise software creates business value by breaking all limitations of the past. SAP S/4HANA offers the simplicity to with the ultimate sophistication – simplicity.

- Simplicity to connect to people, devices, social and business networks and Internet of Things in real time
- Simplicity to get any insight on any data from anywhere in real time: planning, execution, prediction, and situation are now all done on the fly
- Simplicity to focus on the essential tasks in real time and gain agility to change business processes as needed

SAP S/4HANA gives you complete choice as you can deploy the new suite in the cloud, on premise or even in a hybrid adaption mode.

**Get your SAP S/4HANA Business Scenario Recommendations**

Receive a customized report to learn how SAP S/4HANA can help you reimagine your business and drive higher performance. Generated from your current SAP usage, your personalized business scenario recommendations report will be emailed to you within approximately 5 days.

Do you need more information or help on how to get your customized report?  
[Find the answers here.](#) Or [view a sample report.](#)

[Get started now](#)

Contact Us +1 866 254-9264 Share and Follow

### Register Now

All fields are required.

<b>Location</b>	<b>Required SAP Installation Information</b>
Country <input type="text" value="Please Select"/>	System ID <input type="text"/>
City <input type="text"/>	Installation No. <input type="text"/>
<b>About You</b>	Customer No. <input type="text"/>
First Name <input type="text"/>	To request business scenario recommendations for SAP S/4HANA, you'll have to extract the list of used SAP transactions from your production system collected by workload monitor and upload your file. The <a href="#">instructions on how to create this transaction profile</a> are found here.
Last Name <input type="text"/>	
Email <input type="text"/>	<b>Drag and drop your file here to upload it</b> or <input type="button" value="Browse..."/> No file selected.
<b>Company</b>	Would you like to receive additional SAP communications as well as information related to this enquiry? By Email: <input type="radio"/> Yes <input type="radio"/> No By Phone: <input type="radio"/> Yes <input type="radio"/> No
Company <input type="text"/>	
Phone <input type="text"/>	
Industry <input type="text" value="Please Select"/>	
Preferred Language <input type="text" value="Please Select"/>	
Relationship <input type="text" value="Please Select"/>	

I acknowledge that I have read the [SAP Privacy Statement](#) and [Disclaimer](#) and consent to the processing of my personal data in accordance with the terms of the privacy statement. My data will be controlled by SAP.

[Legal Disclosure](#)



# Business Scenario Recommendations for SAP S/4HANA Request Process

## Step 1

Visit the  
BSR Web site  
[www.s4hana.com](http://www.s4hana.com)



## Step 2

**Register** for the report and  
upload your ERP system  
data.

## Extract SAP transaction usage:

- Extract the list of used SAP transactions from your production system collected by workload monitor (ST03N)
- Detailed described in How-To Guide:  
<http://www.s4hana.com/how-to-guide>

Register

All fields are required.

Location

Country  
Please Select

City

About You

First Name

Last Name

Email

Company

Company

Required SAP Installation Information

System ID

Installation No.

Customer No.

To request business scenario recommendations for SAP S/4HANA, you'll have to extract the list of used SAP transactions from your production system collected by workload monitor and upload your file. [The instructions on how to create this transaction profile are found here.](#)

Drag and drop your file here to upload it

or

Browse...

# Business Scenario Recommendations for SAP S/4HANA Request Process

## Step 1

Visit the BSR Web site  
[www.s4hana.com](http://www.s4hana.com)



## Step 2

**Register** for the report and upload your ERP system data.



## Step 3

Receive a **confirmation e-mail**.

**SAP S/4HANA, The Next Generation Business Suite**

Discover SAP S/4HANA, a new business suite designed to help you run smarter in the digital economy.

[Watch the video](#)

SAP S/4HANA redefines how enterprise software creates business value by breaking all limitations of the past. SAP S/4HANA offers the simplicity to with the ultimate sophistication – simplicity.

- Simplicity to connect to people, devices, social and business networks and Internet of Things in real time
- Simplicity to get any insight on any data from anywhere in real time: planning, execution, prediction, and simulation are now all done on the fly
- Simplicity to focus on the essential tasks in real time and gain agility to change business processes as needed

SAP S/4HANA gives you complete choice as you can deploy the new suite in the cloud, on-premise or even in a hybrid adaption mode.

**Get your SAP S/4HANA Business Scenario Recommendations**

Receive a customized report to learn how SAP S/4HANA can help you reimagine your business and drive higher performance. Generated from your current SAP usage, your personalized business scenario recommendations report will be emailed to you within approximately 5 days. Do you need more information or help on how to get your customized report? [Find the answers here.](#) Or [view a sample report.](#)

[Get started now](#)

Contact Us +1 866 254 9264

### Register Now

All fields are required.

<b>Location</b>	<b>Required SAP Installation Information</b>
Country: <input type="text"/>	System ID: <input type="text"/>
Please Select	Installation No.: <input type="text"/>
City: <input type="text"/>	Customer No.: <input type="text"/>
<b>About You</b>	
First Name: <input type="text"/>	
Last Name: <input type="text"/>	
Email: <input type="text"/>	
<b>Company</b>	
Company: <input type="text"/>	
Phone: <input type="text"/>	
Industry: <input type="text"/>	
Please Select	
Preferred Language: <input type="text"/>	
Please Select	
Relationship: <input type="text"/>	
Please Select	

Drag and drop your file here to upload it or  No file selected.

Would you like to receive additional SAP communications as well as information related to this enquiry?

By Email:  Yes  No

By Phone:  Yes  No

I acknowledge that I have read the [SAP Privacy Statement](#) and [Disclaimer](#) and consent to the processing of my personal data in accordance with the terms of the privacy statement. My data will be controlled by SAP.

[Legal Disclosure](#)

Thanks for submitting

**Your Business Scenario Recommendations request has been received**

A Business Scenario Recommendation will be sent to you within approximately 5 business days.

Because of your interest in SAP S/4HANA, you may also like:

- SAP S/4HANA, cloud edition trial**  
Don't wait, start your SAP S/4HANA experience now with a free, 14-day trial. See first hand how your business can benefit from the next generation business suite. [Start your free trial](#)
- Dive deeper into SAP S/4HANA**  
Find out how SAP S/4HANA is designed to drive success lines of business and industries with the sophisticated capabilities. [Learn more](#)
- Have you migrated to SAP HANA?**  
Make real-time business a reality with SAP HANA and learn more about the platform that powers SAP S/4HANA. [Learn more](#)

Contact Us +1 866 254 9264

# Business Scenario Recommendations for SAP S/4HANA Request Process

## Step 1

Visit the BSR Web site  
[www.s4hana.com](http://www.s4hana.com).

## Step 2

**Register** for the report and upload your ERP system data.

## Step 3

Receive a **confirmation e-mail**.

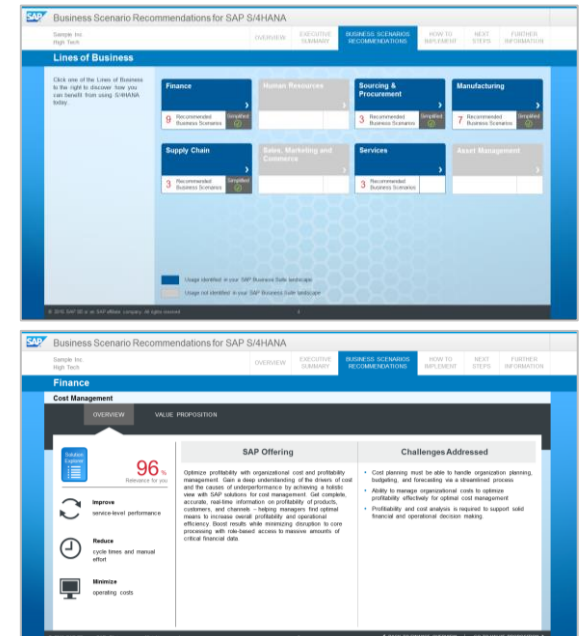
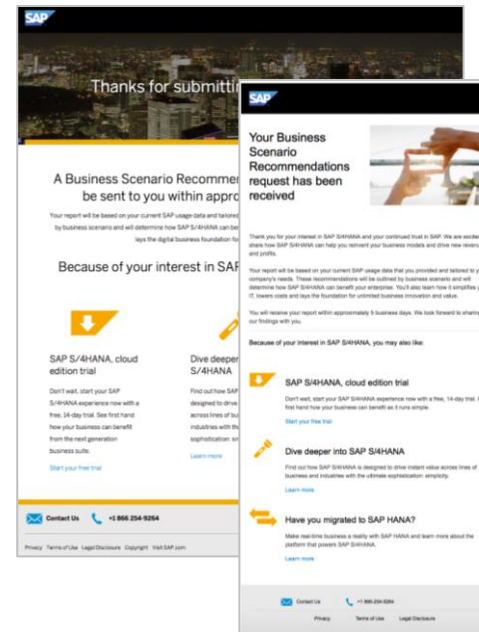
## Step 4

**Have the report generated and delivered** to the requestor and the customer's account executive within approx. five business days.



**Register Now**  
All fields are required.

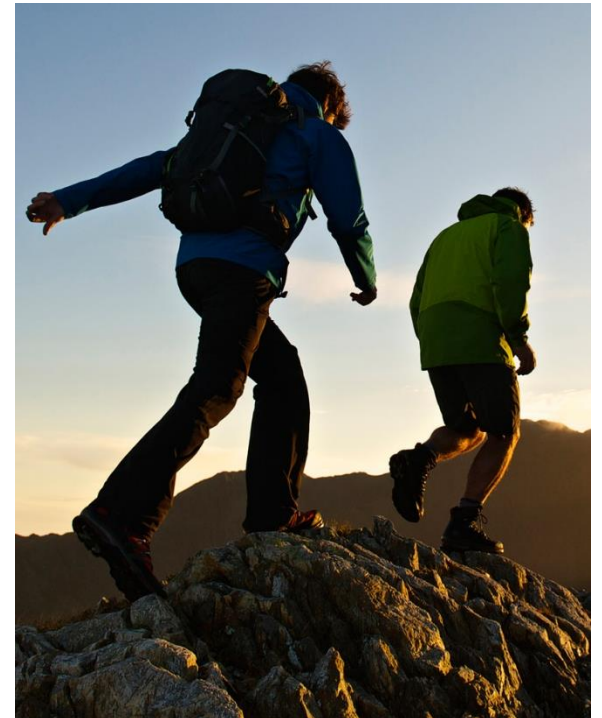
<p><b>Location</b></p> <p>Country: <input type="text"/></p> <p>City: <input type="text"/></p> <p><b>About You</b></p> <p>First Name: <input type="text"/></p> <p>Last Name: <input type="text"/></p> <p>Email: <input type="text"/></p> <p><b>Company</b></p> <p>Company: <input type="text"/></p> <p>Phone: <input type="text"/></p> <p>Industry: <input type="text"/></p> <p>Preferred Language: <input type="text"/></p> <p>Relationship: <input type="text"/></p> <p><input type="checkbox"/> I acknowledge that I have read the <a href="#">SAP Privacy Statement</a> and <a href="#">Disclaimer</a> and consent to the processing of my personal data in accordance with the terms of the privacy statement. My data will be controlled by SAP.</p> <p><a href="#">Legal Disclosure</a></p>	<p><b>Required SAP Installation Information</b></p> <p>System ID: <input type="text"/></p> <p>Installation No.: <input type="text"/></p> <p>Customer No.: <input type="text"/></p> <p>To request business scenario recommendations for SAP S/4HANA, you'll have to extract the list of used SAP transactions from your production system collected by workload monitor and upload your file. The instructions on how to create this transaction profile are found here.</p> <p><b>Drag and drop your file here to upload it</b></p> <p>or</p> <p><input type="button" value="Browse..."/> No file selected.</p> <p>Would you like to receive additional SAP communications as well as information related to this enquiry?</p> <p>By Email: <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>By Phone: <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p><input type="button" value="Submit"/></p>
---	---



# Agenda

---

- **What is the Business Scenario Recommendations (BSR) report for SAP S/4HANA?**
- **How to request a BSR for SAP S/4HANA?**
- **How to read the report? (Including demo)**
- **Q&A**



# Business Scenario Recommendations for SAP S/4HANA

## - Executive Summary -

**Business Scenario Recommendations for SAP S/4HANA**

Sample Inc.  
High Tech

OVERVIEW EXECUTIVE SUMMARY BUSINESS SCENARIOS RECOMMENDATIONS HOW TO IMPLEMENT NEXT STEPS FURTHER INFORMATION

### Executive Summary – Top Recommendations

SAP S/4HANA simplifies and accelerates key business scenarios with in-memory technology. The table below shows the business scenarios in your system that could be simplified or improved and impact your business value.

LINES OF BUSINESS	BUSINESS SCENARIO		RELEVANCE FOR YOU	IMPROVED / RELEVANT TRANSACTIONS
Supply Chain	Basic Warehouse Management	Simplified ✓	100%	114
Finance	Cost Management	Simplified ✓	95%	87
Finance	General Ledger	Simplified ✓	91%	59
Finance	Accounts Receivable	Simplified ✓	86%	43
Finance	Profitability and Cost Analysis	Simplified ✓	81%	38
Finance	Asset Accounting	Simplified ✓	76%	35
Sourcing & Procurement	Purchase Order Processing	Simplified ✓	72%	31
Services	Technical Assets, Structures, History		67%	25
Finance	Accounts Payable	Simplified ✓	62%	27
Services	Service Execution and Delivery		62%	23
Sourcing & Procurement	Procurement Analytics	Simplified ✓	58%	18

© 2016 SAP SE or an SAP affiliate company. All rights reserved. 3 | GO TO LINES OF BUSINESS >

Business scenarios including simplified and optimized scenarios

Number of transaction matches

Relevance calculation based on number of relevant transactions and their performance statistics

Simplified business scenarios

# Business Scenario Recommendations for SAP S/4HANA

## - Business Scenario Details -

**Link to Solution Explorer**

**Icons for more easy understanding**

**New section: SAP Offering**

**Link to full transaction list in appendix<sup>1)</sup>**

<sup>1)</sup> Note: The number of transactions displayed for a business scenario indicates the number of transactions, used by a customer, that match the respective business scenario. This is NOT a list of improved transactions as in the former BSR for Suite on HANA.

**The BSR for S/4HANA is about new and improved business scenarios in SAP S/4HANA, not just about improved transactions!**



# Business Scenario Recommendations for SAP S/4HANA

## - Information Pages/ Links -

**SAP Business Scenario Recommendations for SAP S/4HANA**

Sample Inc. High Tech

OVERVIEW EXECUTIVE SUMMARY BUSINESS SCENARIOS RECOMMENDATIONS **HOW TO IMPLEMENT** NEXT STEPS FURTHER INFORMATION

### The Road to SAP S/4HANA (On-Premise Edition)

**3 Simple Steps**

- 1<sup>st</sup> step: Technical upgrade / database migration / system conversion for
- 2<sup>nd</sup> step: Training of users on new user experience → thanks to SAP Fiori
- 3<sup>rd</sup> step: Enablement of digital transformation and delivery on the promise

**Migration & Upgrade Paths**

© 2016 SAP SE or an SAP affiliate company. All rights reserved.

**SAP Business Scenario Recommendations for SAP S/4HANA**

Sample Inc. High Tech

OVERVIEW EXECUTIVE SUMMARY BUSINESS SCENARIOS RECOMMENDATIONS HOW TO IMPLEMENT **NEXT STEPS** FURTHER INFORMATION

### Next Steps

SAP currently offers the following workshops:

- Value Identification Workshop (1 day)
- Technical

**SAP Services will support you wherever you are**

© 2016 SAP SE or an SAP affiliate company. All rights reserved.

**SAP Business Scenario Recommendations for SAP S/4HANA**

Sample Inc. High Tech

OVERVIEW EXECUTIVE SUMMARY BUSINESS SCENARIOS RECOMMENDATIONS HOW TO IMPLEMENT NEXT STEPS **FURTHER INFORMATION**

### SAP S/4HANA, SAP S/4HANA Enterprise Management, SAP S/4HANA LoB Solutions, and User Experience

SAP S/4HANA SAP S/4HANA Enterprise Management **SAP S/4HANA Line of Business Solutions** User Experience Get Started

**SAP S/4HANA Line of Business Solutions**

The SAP S/4HANA Line of Business solutions are solutions that combine the core capabilities included in the SAP S/4HANA Enterprise Management solution with each LoB solution in our portfolio (on-premise and cloud).

Examples include SAP Cash Management for finance; SAP SuccessFactors solutions in human resources; the Ariba Network in procurement, and SAP hybris solutions in marketing and commerce

**Get The Latest Information**

[SAP S/4HANA on SAP.com](#)

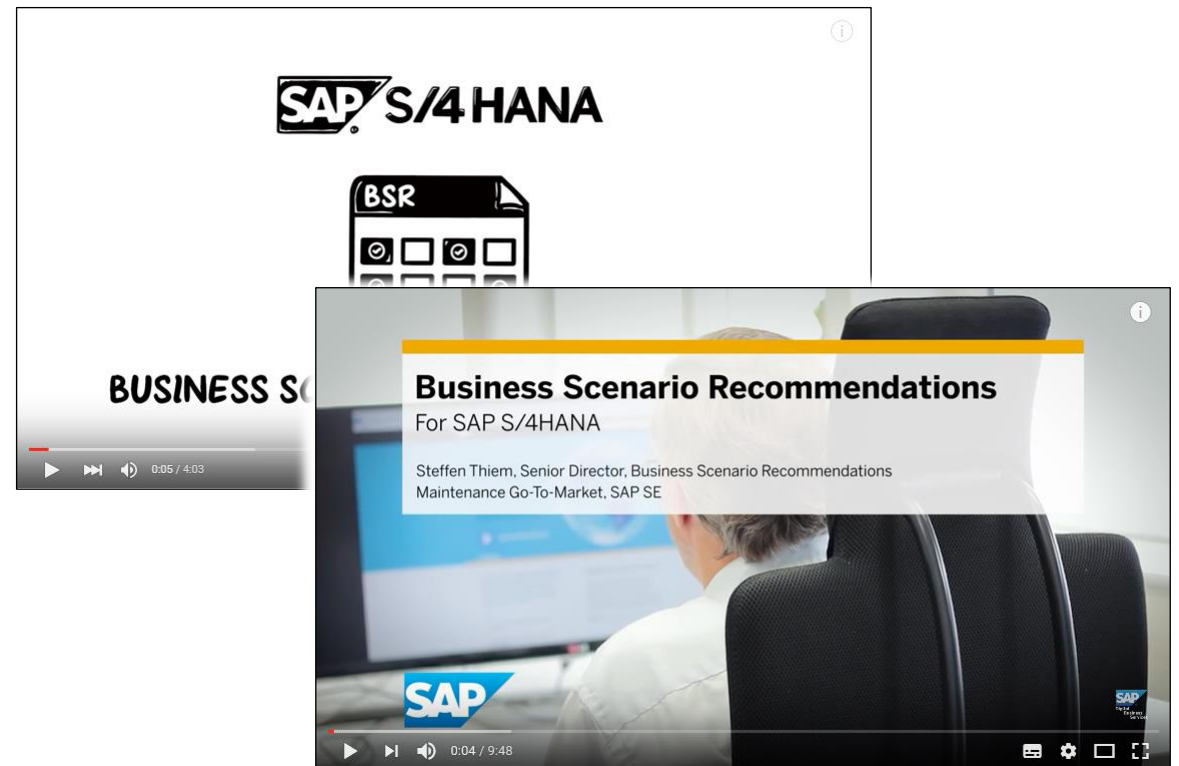
© 2016 SAP SE or an SAP affiliate company. All rights reserved. 66

GO TO NEXT SLIDE >

# Get Started Now: Identify the Value of SAP S/4HANA with Business Scenario Recommendations

The business scenario recommendations for SAP S/4HANA show how SAP S/4HANA adds value to SAP Business Suite solutions based upon real system usage!

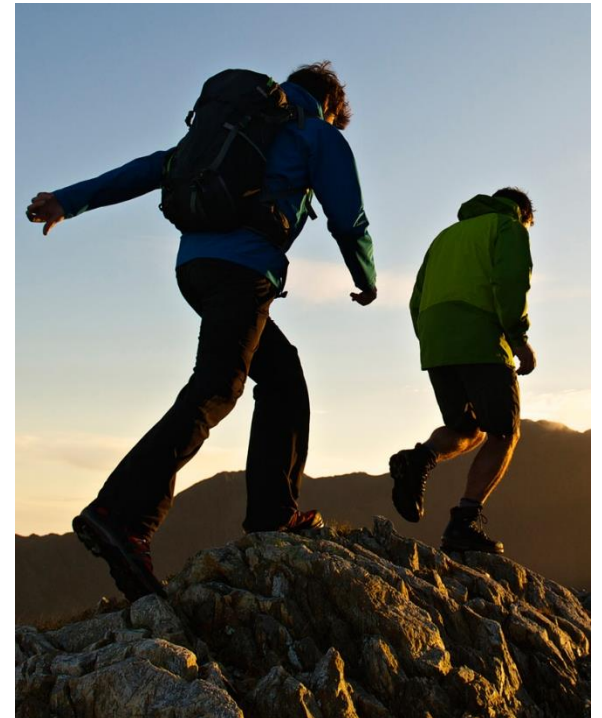
- Watch the [4 minute info video](#) or the [short introduction video](#) on YouTube
- Read the sample report at [www.s4hana.com/sample-report](http://www.s4hana.com/sample-report)
- Request your free report at [www.s4hana.com](http://www.s4hana.com)



# Agenda

---

- **What is the Business Scenario Recommendations (BSR) report for SAP S/4HANA?**
- **How to request a BSR for SAP S/4HANA?**
- **How to read the report? (Including demo)**
- **Q&A**



# Thank you

**Contact information:**

**Steffen Thiem**

MGTM - Customer Value Experience

[steffen.thiem@sap.com](mailto:steffen.thiem@sap.com)

T +49 6227 7-67364

M +49 170 8555012

# © 2016 SAP SE or an SAP affiliate company. All rights reserved.

---

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <http://global12.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.

Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.