

# Deloitte.



## **Make an impact that matters**

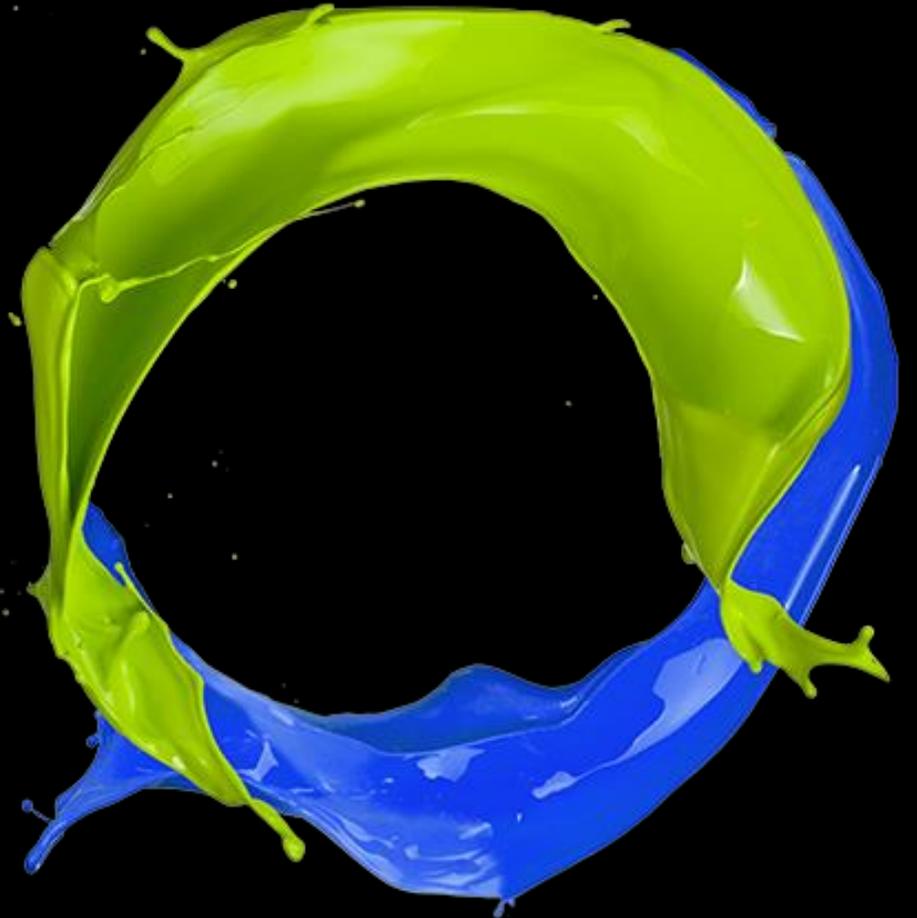
Deloitte is led by a purpose: to make an impact that matters. It gives us our reasons to exist.

# Deloitte.

## Deloitte SAPForum 2016

I benefici incrementali di SAP S/4 HANA  
per una sofisticata azienda di servizi

Luigi Menzio, Partner, Deloitte



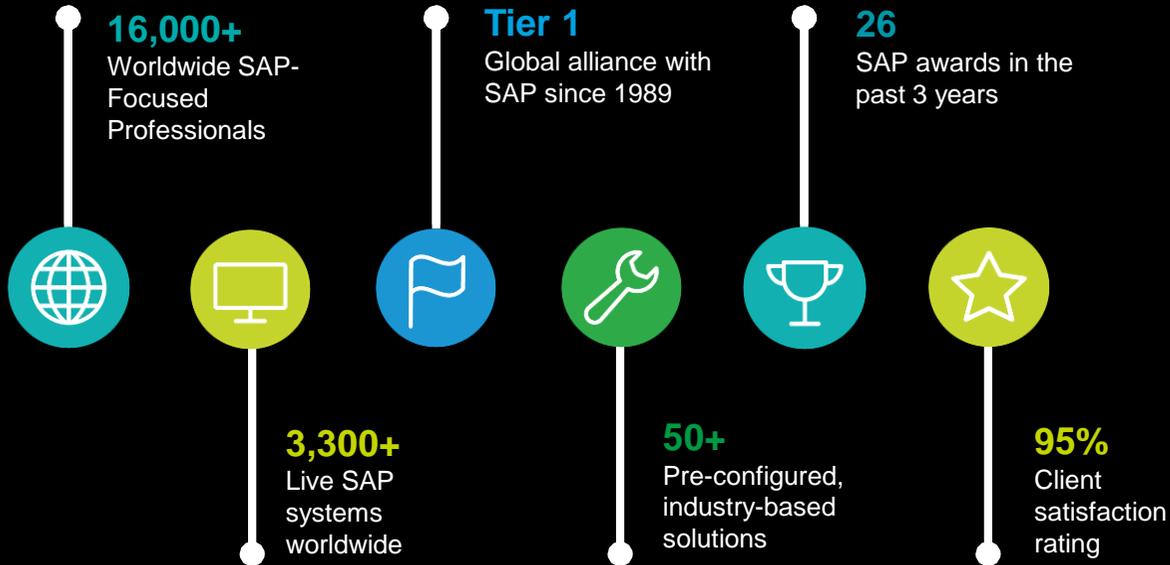
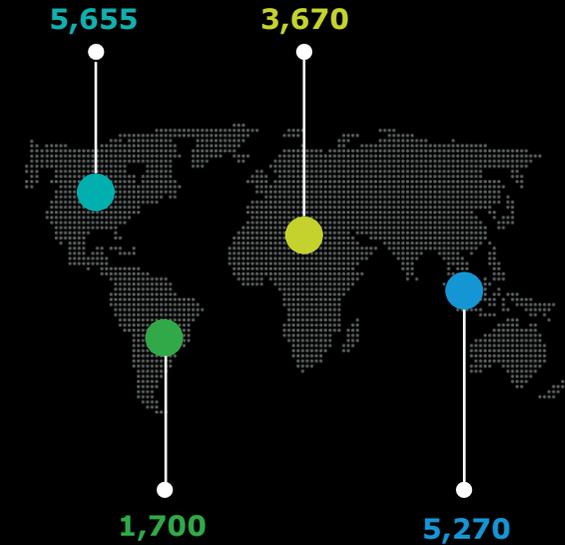
Deloitte + SAP | Do something new | [deloitte.com/SAP](http://deloitte.com/SAP) | [@DeloitteSAP](https://twitter.com/DeloitteSAP) | [#DGSS16](https://twitter.com/DeloitteSAP)

**Do something new.** How can you make a bigger impact on business results?

By doing something new. Whether embracing new digital capabilities, expanding your cloud strategy, enhancing cybersecurity protections, or **pursuing full-blown transformation**, Deloitte and SAP® help clients deliver real-world innovation.

**At Deloitte, we take a business-first approach to technology initiatives,** whether at the strategy level, upon implementation, or anywhere in between.

We are recognized around the world for our leadership in SAP initiatives spanning classic ERP to the cloud and SAP S/4HANA.



# Extended value beyond the core of ERP

Complementing core ERP with strength in new and emerging SAP technologies

## HOW TO ENGAGE

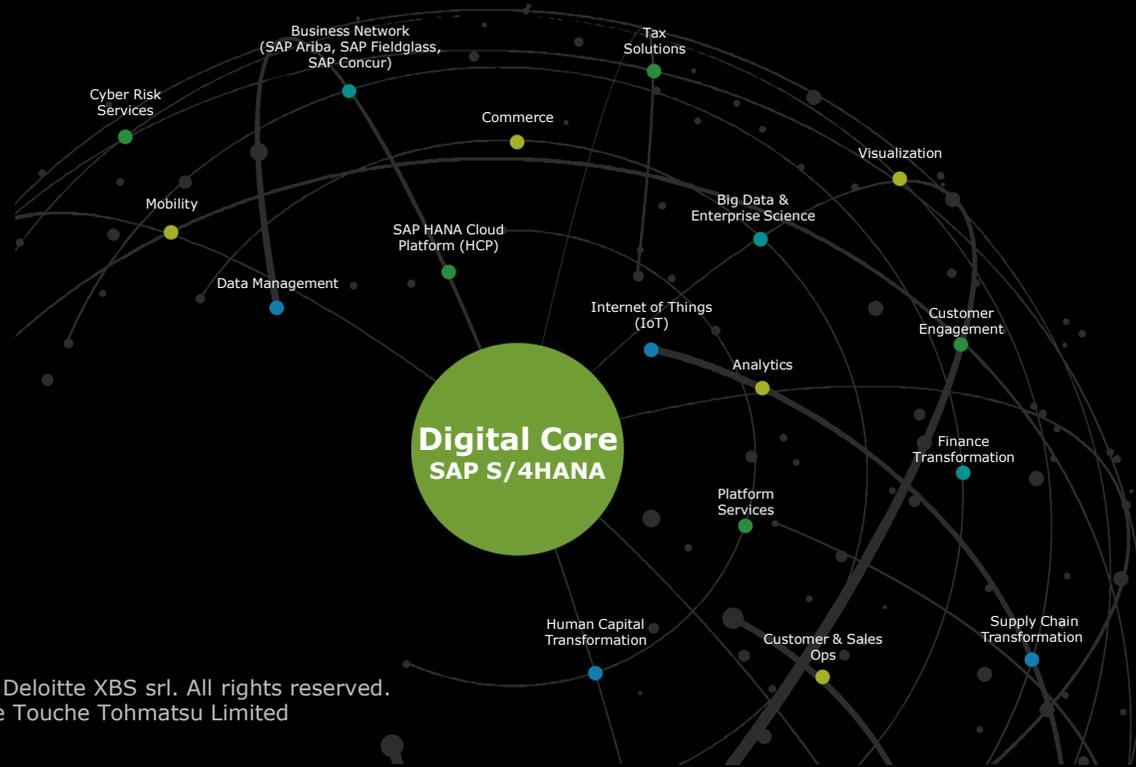
Deloitte has multiple models for sharing risks and rewards, which allow us to price engagements competitively. We can even provide a single point of entry with our software reselling model and our ability to deliver solutions on-premise or in the cloud.

- Value-added Reseller: Shared risk models
- Value-based Billing: Cloud & on-premise models

## WHY NOW?

To take your business to the next level, you'll need to maximize the many opportunities provided by the digital economy. We can help you reimagine your core solutions to enable innovation and capitalize upon business possibilities that were not available before.

- Improve the customer experience
- Maximize the Internet of Things (IoT)
- Enable new business channels
- Realize new possibilities
- Leverage new platform & networks
- Empower employees
- Make data-driven decisions
- Reduce capital investment through hosting and support



# A proven approach— for every step of the way

Our approach includes a set of deliverable templates, sample deliverables, and accelerators designed specifically for complex SAP initiatives taking into account our proprietary methods and tools which incorporate SAP Activate

## DELIVERABLE TEMPLATES FOR ALL PROJECT PHASES:

- Prepare
- Explore
- Realize
- Deploy
- Run

## ACCELERATORS FOR:

- Unifying delivery
- Enabling tools
- Speed to value

## SAMPLE DELIVERABLES FOR EVERY WORK THREAD:

- Project management
- Quality management
- Process and application
- Information management
- Development
- Deployment
- Technology
- Change management

“The long-standing alliance between SAP and Deloitte has continued to grow over the years, largely due to our shared commitment to working as one team for the benefit of our joint customers. In my experience, Deloitte effectively leverages its expertise to drive consistent work around the world, with the goal of delivering value to customers. To deliver that value, Deloitte has invested heavily on the SAP front, including co-innovation efforts with SAP S/4HANA. The approach helps Deloitte understand where SAP is headed, and it helps establish Deloitte as a trusted advisor for digital business transformation.”

Markus Schwarz,  
General Manager, SAP S/4HANA

2016 SAP North America Partner Excellence Award for SAP SuccessFactors Solution Services.

**2016 SAP Pinnacle Award: SAP S/4HANA Adoption Partner of the Year.**

2016 SAP Pinnacle Award: Workforce Partner of the Year.

2015 SAP Americas Partner of the Year by SAP Hybris®.

2015 SAP North America Partner Excellence Award for Cloud Services.

2015 SAP North America Technical Quality Award.

2015 SAP Pinnacle Award: Quality Partner of the Year.

2015 SuccessFactors HR Excellence Award in Partner of the Year category.

Deloitte named a leader in SAP Services for by Forrester.

Source: The Forrester Wave™: SAP Services for Next-Gen SAP Products, Q1 2016.

Global Leader in SAP Implementation Services based on capabilities by Gartner.

Source: Gartner, Magic Quadrant SAP Implementation Service Providers, Worldwide, 23 July 2015.

Visionary in SAP Application Management Services by Gartner.

Source: Gartner, Magic Quadrant for SAP Application Management Service Providers, Worldwide 2015.



# The Case Study



# Project Goals and Enablers

## Goals



### UNIFY & SIMPLY THE PROCESSES

- Across Business Unit
- Across Country & Legal Entity



### CUSTOMER & CONTRACT PROFITABILITY ANALYSIS

- Costs, Revenues & Margin Control



### SPEED TO VALUE

- Simplify User Interface
- Fasten Billing & Accounting

## Enablers

### SAP S/4HANA

- The best market platform with innovative tools for the business

Innovation

### BEST PRACTICE

- Adopt the Market Best Practices to deliver the best solution

Excellence

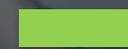
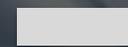
### CHANGE MANAGEMENT

- Connect People cross countries and cross processes

People

# Process Scope

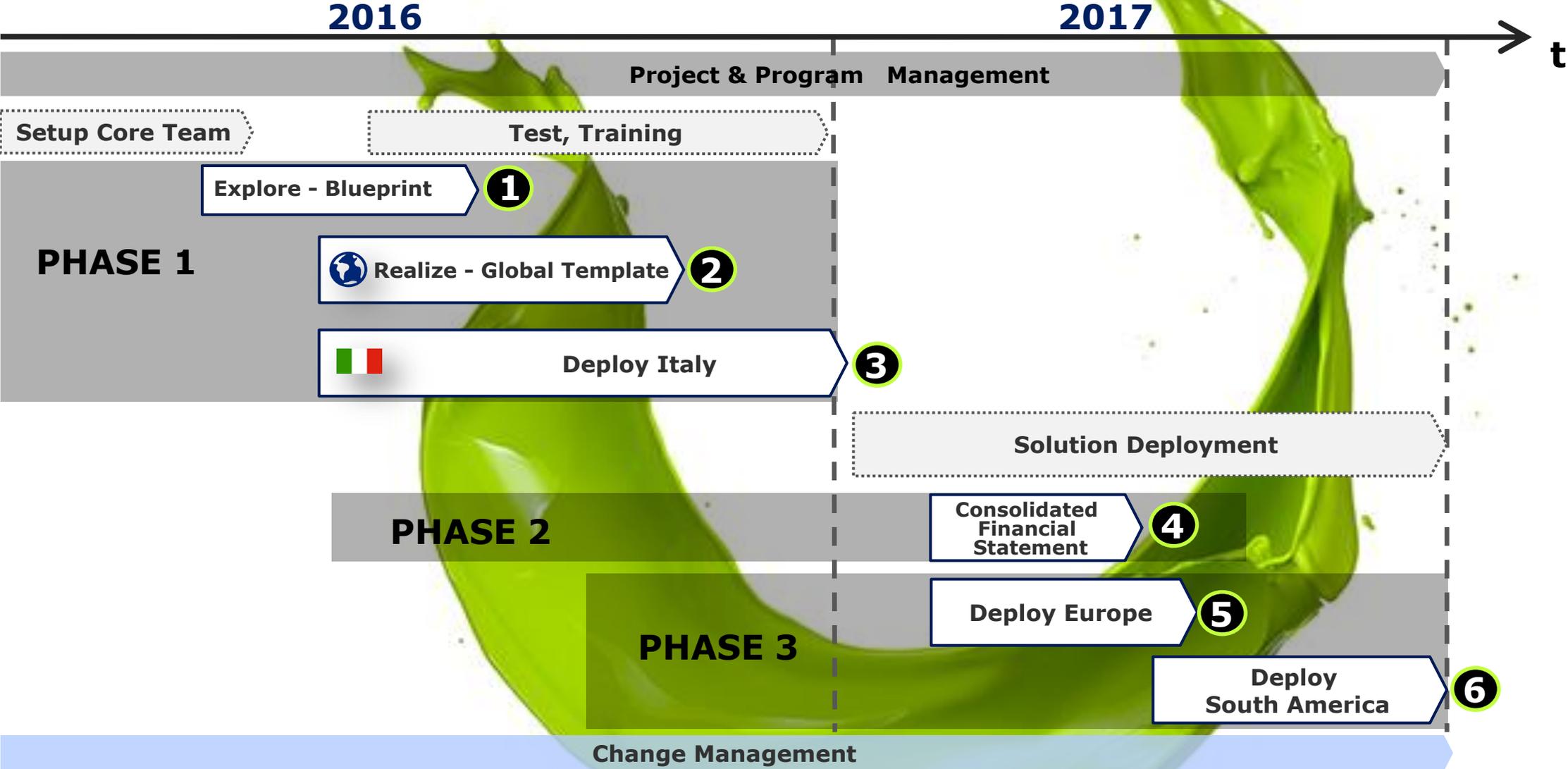
| PROCUR. MATERIAL & SERVICES    | MANAGE MANUFACTURING                | MANAGE LOGISTIC                      | SALES & DISTRIBUTION                | FINANCIAL ACCOUNTING             |                                   | TREASURY (out of scope)       |                    | CONTROLLING                     |                       |
|--------------------------------|-------------------------------------|--------------------------------------|-------------------------------------|----------------------------------|-----------------------------------|-------------------------------|--------------------|---------------------------------|-----------------------|
| SUPPLIER INFORM. & MASTER DATA | PRODUCTION ENGINEERING AND PLANNING | MATERIAL INFORMATION AND MASTER DATA | PARTNER INFORMATION AND MASTER DATA | GENERAL LEDGER                   | FINANCIAL STATEMENTS              | TREASURY AND RISK MANAGEMENT  | DISPUTE MANAGEMENT | PROFIT CENTER ACCOUNTING        | INVESTMENT MANAGEMENT |
| SOURCING & CONTRACT MANAG      | PRODUCTION OPERATIONS AND EXECUTION | BASIC WAREHOUSE                      | PRICING & CONTRACT                  | ACCOUNTS PAYABLE                 | CONSOLIDATED FINANCIAL STATEMENTS | CASH AND LIQUIDITY MANAGEMENT |                    | COST CENTER ACCOUNTING          |                       |
| OPERATION PROCUREMENT          | SHOP FLOOR (Integration)            | INBOUND PROCESSING                   | SALES ORDER MANAG. AND PROCESSING   | ACCOUNTS RECEIVABLE              |                                   | IN-HOUSE CASH                 |                    | COST MANAGEMENT                 |                       |
|                                | SUPERVISION & CONTROL               | BACK ORDER PROCESSING                | CLAIMS, RETURNS, AND REFUND MANAG.  | INVENTORY ACCOUNTING             |                                   | BANK COMMUNIC. MANAGEMENT     |                    | PROFITABILITY AND COST ANALYSIS |                       |
|                                | EXTERNAL PROCESSING                 | OUTBOUND PROCESSING                  |                                     | FIXED ASSETS ACCOUNTING          |                                   | COLLECTION MANAGEMENT         |                    | BUDGETING                       |                       |
|                                | QUALITY COLLABORATION               |                                      |                                     | BANK AND CASH JOURNAL ACCOUNTING |                                   | CREDIT MANAGEMENT             |                    | PRODUCT COSTING                 |                       |

 In scope  
 Out scope

# Application Map To Be

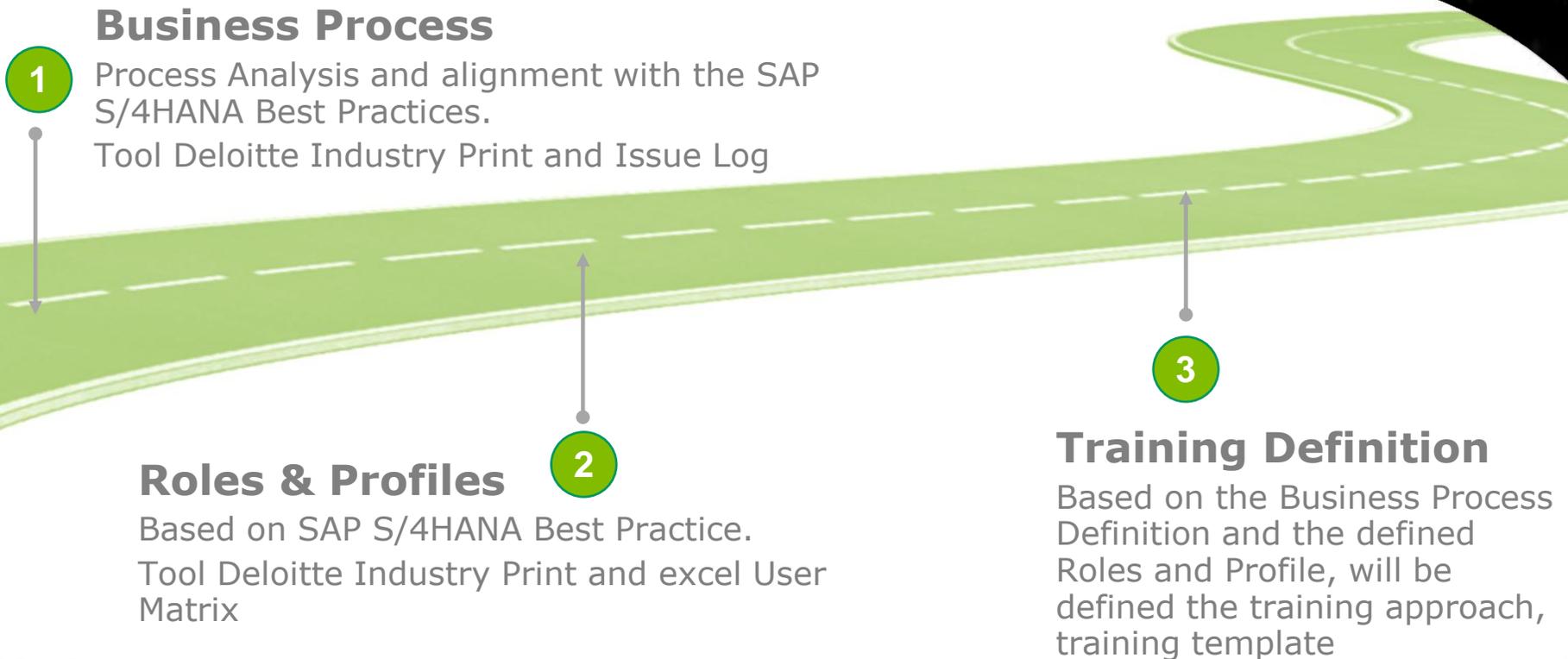
|                      |                      | Auto-motive                      | Oil & Gas   | Local Distribution | Manufacturing | Defense     | Airports    | Foreign Distribution | Other markets |             |             |             |        |             |
|----------------------|----------------------|----------------------------------|-------------|--------------------|---------------|-------------|-------------|----------------------|---------------|-------------|-------------|-------------|--------|-------------|
| O2C                  | Sales Order          | SAP S/4HANA                      | SAP S/4HANA | Legacy             | SAP S/4HANA   | SAP S/4HANA | Legacy      | Legacy               | SAP S/4HANA   |             |             |             |        |             |
|                      | Invoicing            |                                  |             | SAP S/4HANA        |               |             | SAP S/4HANA |                      |               |             |             |             |        |             |
| P2P                  | Purchase requisition |                                  |             | SAP S/4HANA        |               |             | SAP S/4HANA | Legacy               |               | SAP S/4HANA | SAP S/4HANA | SAP S/4HANA | Legacy | SAP S/4HANA |
|                      | Purchase Order       |                                  |             |                    |               |             |             |                      |               |             |             |             |        |             |
|                      | Invoice Verification |                                  |             |                    |               |             |             |                      |               |             |             |             |        |             |
|                      | Account Payable      | SAP S/4HANA                      | SAP S/4HANA |                    |               |             |             |                      |               |             |             |             |        |             |
| Warehouse Management |                      | WMS                              |             |                    |               |             |             |                      |               |             |             |             |        |             |
| Internal Order       |                      | SAP S/4HANA                      |             |                    |               |             |             |                      |               |             |             |             |        |             |
| General Ledger       |                      | SAP S/4HANA                      |             |                    |               |             |             |                      |               |             |             |             |        |             |
| Asset Accounting     |                      | SAP S/4HANA                      |             |                    |               |             |             |                      |               |             |             |             |        |             |
| Treasury & Payments  |                      | Treasury application             |             |                    |               |             |             |                      |               |             |             |             |        |             |
| Consolidation        |                      | SAP BPC                          |             |                    |               |             |             |                      |               |             |             |             |        |             |
| Reporting            |                      | Embedded BI SAP S/4HANA, SAP BPC |             |                    |               |             |             |                      |               |             |             |             |        |             |
| Document Management  |                      | Archidoc                         |             |                    |               |             |             |                      |               |             |             |             |        |             |
| CAD & Box Design     |                      | Legacy & CAD                     |             |                    |               |             |             |                      |               |             |             |             |        |             |

# Roadmap



# Change Management

## A pillar to leverage the new SAP S/4HANA



# Business Benefits



## **Intuitive and Modernized User Experience**

- Inventory management
- Purchase request workflow approval easy and on any device
- Self service procurement
- Easier to adopt the new Target Operating Model across BU & Divisions



## **Powerful Analytics and Reporting**

- A unique controlling model across countries and BU
- Personalized and intuitive analytics – KPI
- Faster analytics and reports on real-time data
- Single source of truth leads to reliable and consistent reporting data across the entire business



## **Faster Business Processing**

- Faster transaction processing: financial close, near zero latency inventory transactions, etc.
- Provide real-time data access that help increase the efficiency of ground operations



## **Reduced Total Cost of Ownership**

- Shared services
- Master data quality and governance across the BU and Divisions
- Segregation of duties

# What is the SAP S/4HANA Finance Lab?

The SAP S/4HANA Finance Lab focuses on answering the question:  
*How can SAP S/4HANA catalyse my business and organisation?*



Explore



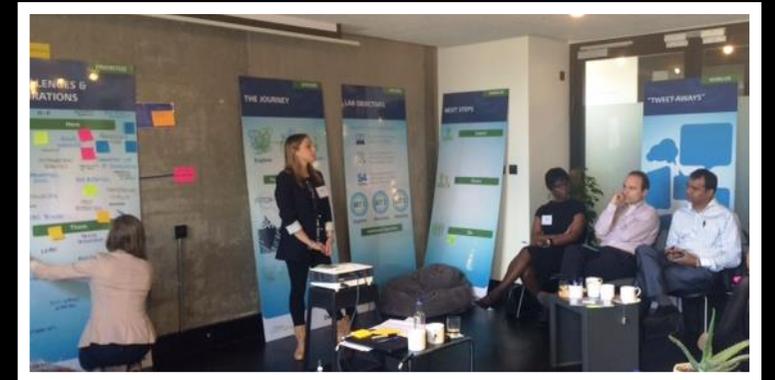
Prioritise



Mobilise

## What to expect

- An **understanding** of SAP S/4HANA
- First hand look at the **benefits** of SAP S/4HANA
- Collaboration and **alignment** across the business
- A **path forward**
- The **best** of Deloitte



# Deloitte.

Continue the Conversation



**Luigi Menzio**

Partner, Deloitte XBS s.r.l.  
lmenzio@deloitte.it



[www.Deloitte.com/SAP](http://www.Deloitte.com/SAP)



@DeloitteSAP  
#DGSS16



# Deloitte.



## About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee (“DTTL”), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as “Deloitte Global”) does not provide services to clients. Please see [www.deloitte.com/about](http://www.deloitte.com/about) for a detailed description of DTTL and its member firms. Please see [www.deloitte.com/us/about](http://www.deloitte.com/us/about) for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

Copyright © 2016 Deloitte Development LLC. All rights reserved.  
Member of Deloitte Touche Tohmatsu Limited

