



S/4HANA: Accelerating Your Ability to Run Live

SAP S/4HANA 1610 Highlights

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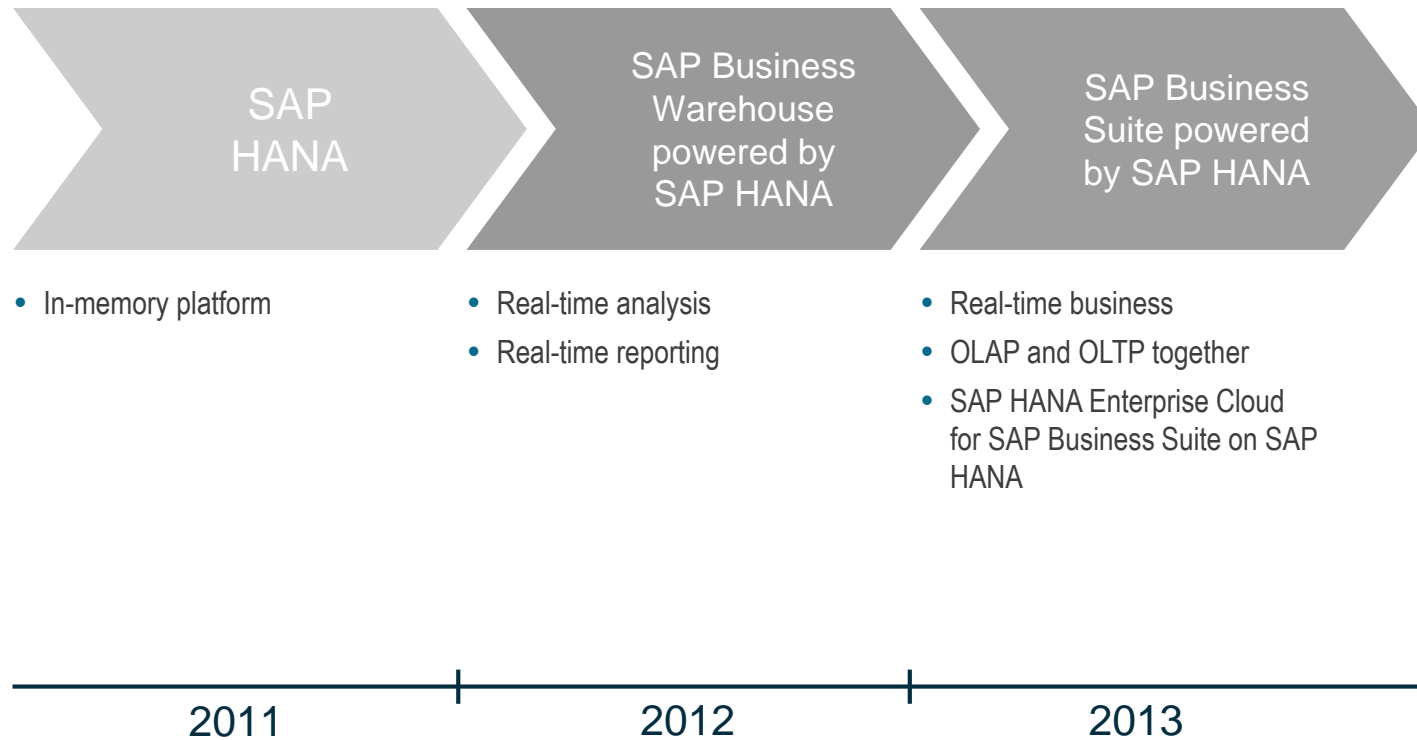
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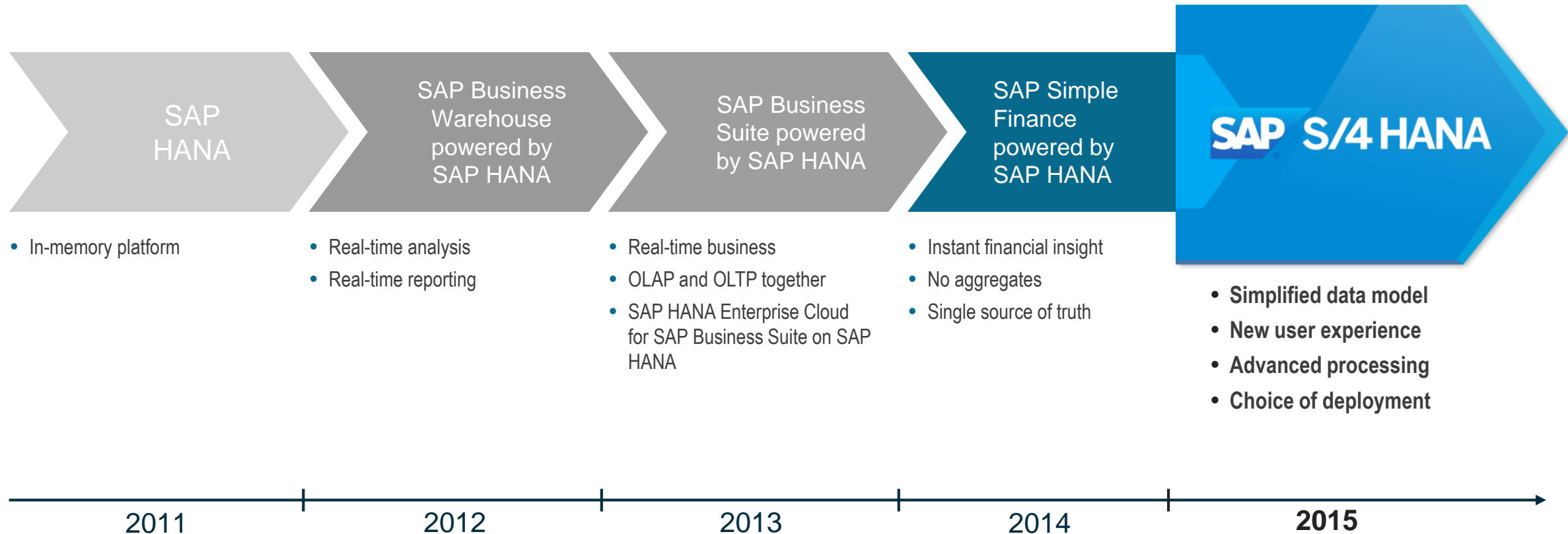
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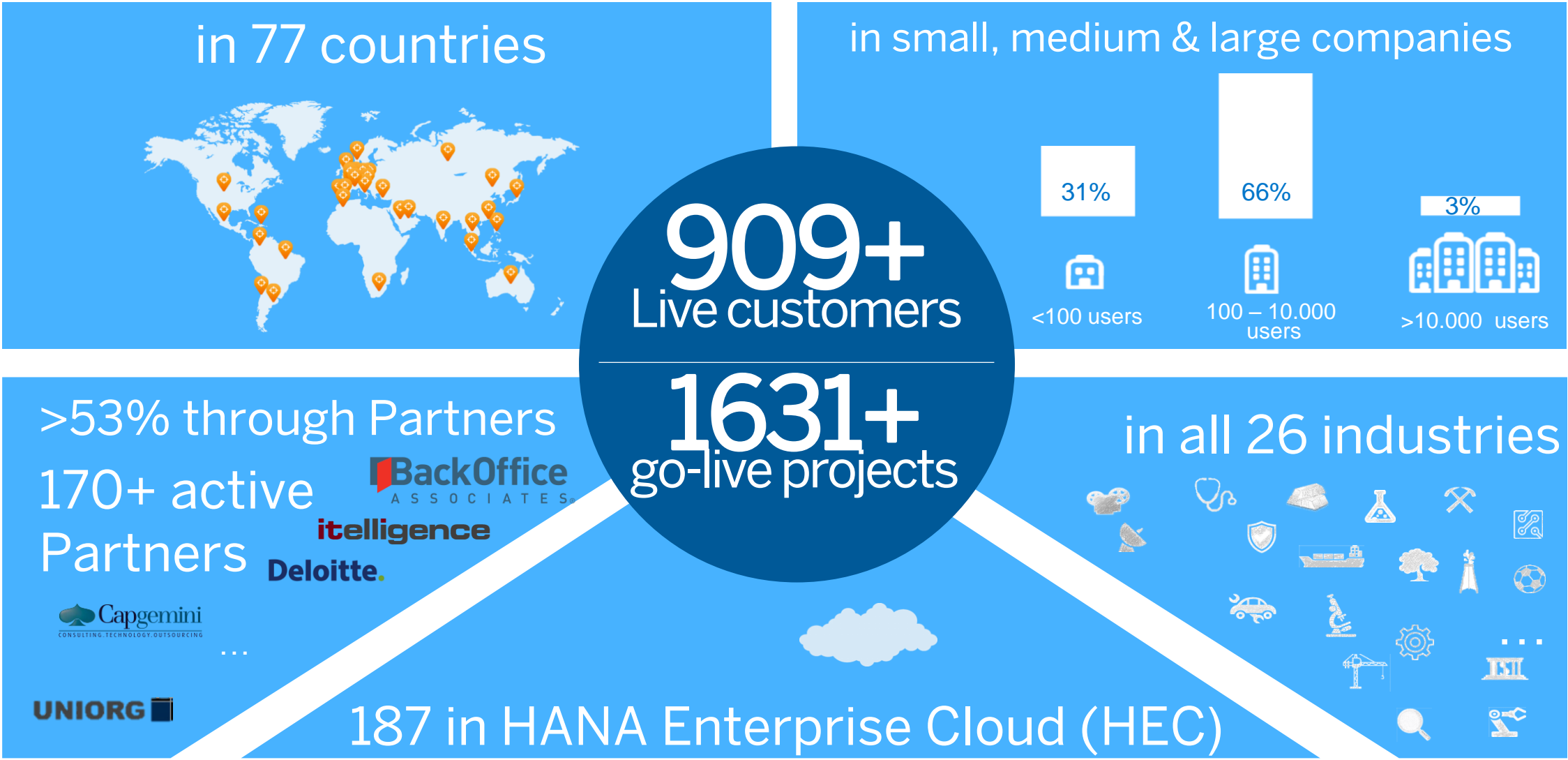
SAP HANA, our great simplifier for enterprise applications



SAP HANA, our great simplifier for enterprise applications



SAP Business Suite, powered by SAP HANA is primetime



SAP S/4HANA only 1 year after the launch

3,200+

Licensed Customer Scenarios

1,463+

Active Customer Projects

In all **26** industries & **67** countries

324

Live Customers



Digitize beyond the core, embrace the digital economy

Digital economy



Internet of Things



Big Data



Business networks



Devices



Social networks



People



User empowered

Instant insight | Contextual information | Personalized experience

Process enriched

Scalability | Real time | Prediction | Simulation

Live data

Granular | Responsive | Accurate



Traditional core value play Leading-edge processes | Integrated system

SAP S/4HANA value play Digital transformation of business models

Digital transformation

Segment of 1

Lot size of 1

No latency

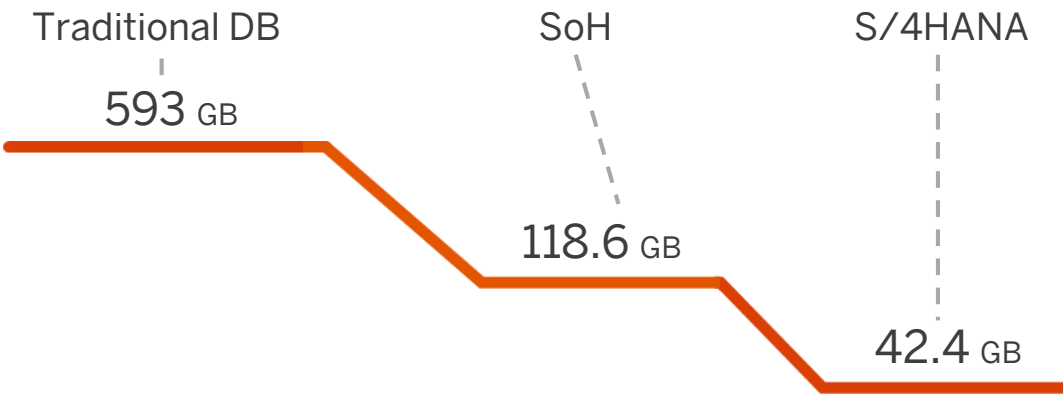
At scale

Significant Reduction and Simplification in Data Model

SAP S/4HANA Finance with aggregates and indices

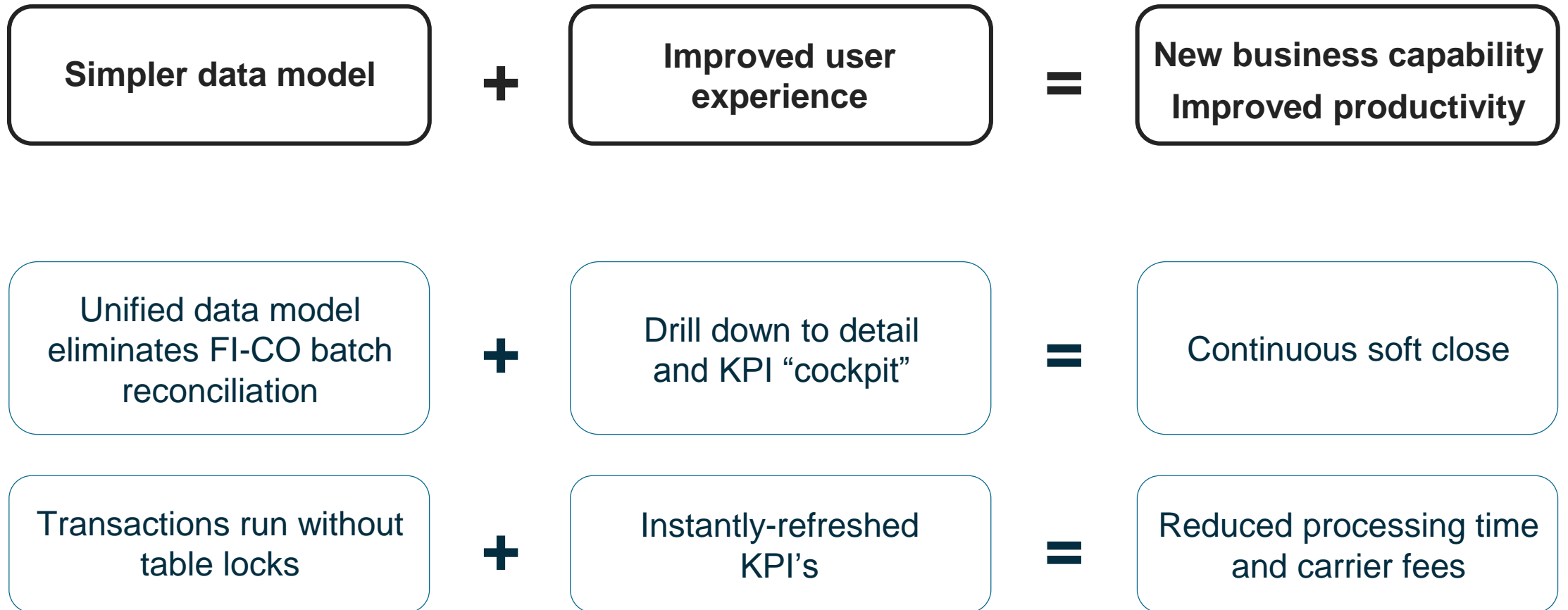


SAP S/4HANA Logistics with aggregates and indices



SAP S/4HANA Key Concepts

Examples



For more information, go to www.sap.com/s4-in2

- Fiori 2.0 User Experience
- Core innovations across the product, especially Finance and Supply Chain
- More industry support: Oil & Gas, Retail
- Embedded MDG and Analytics

Themes to look for:

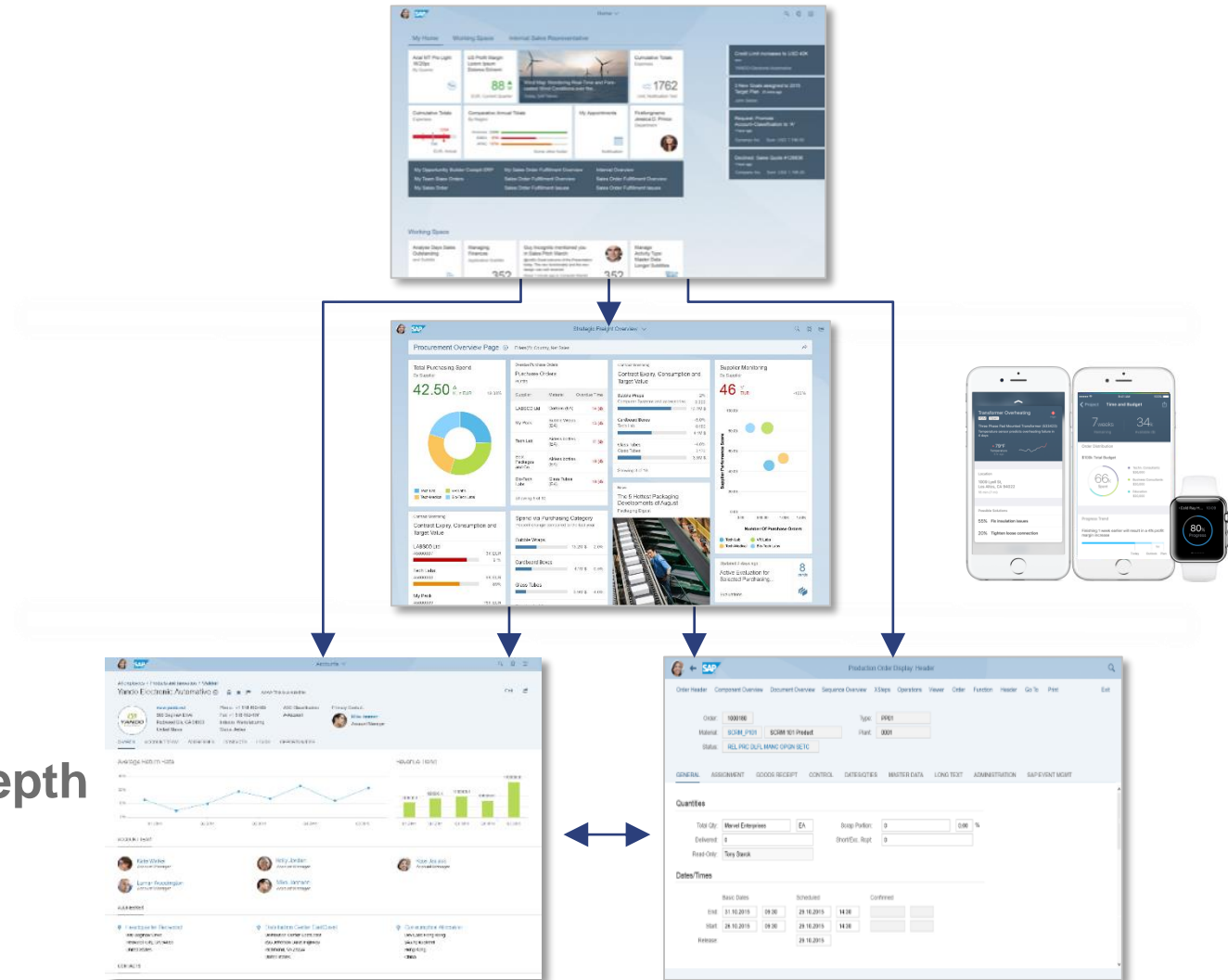
- Simplified data model
- New Fiori Applications



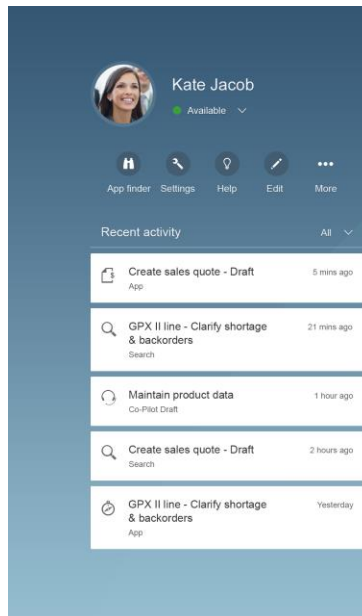
Single entry point

Domain specific actions

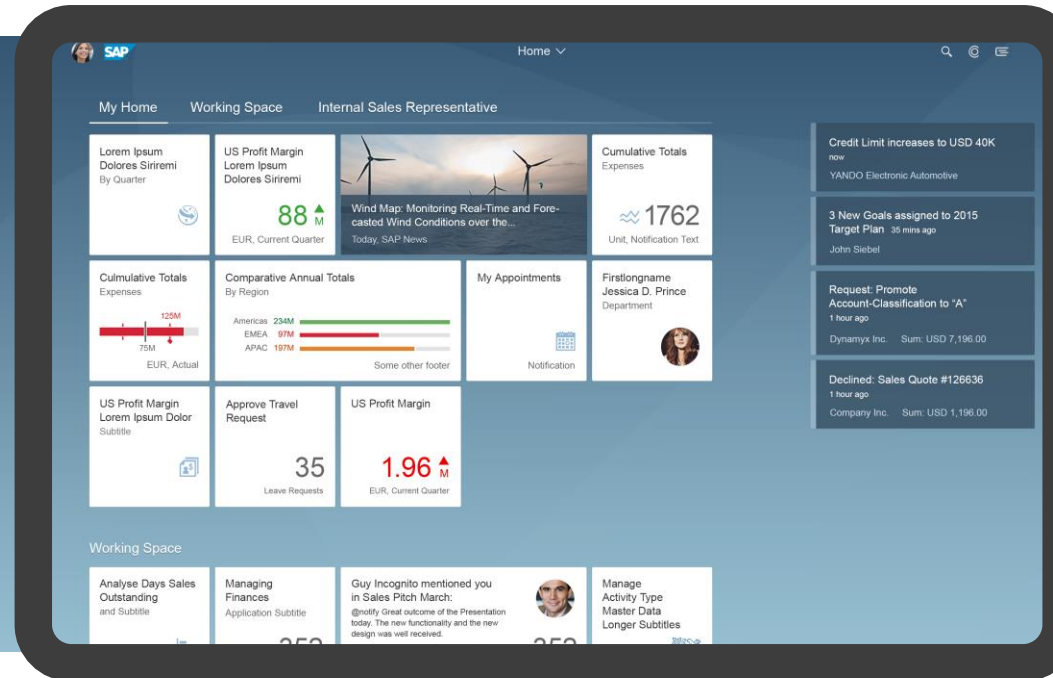
Enter details and explore in depth



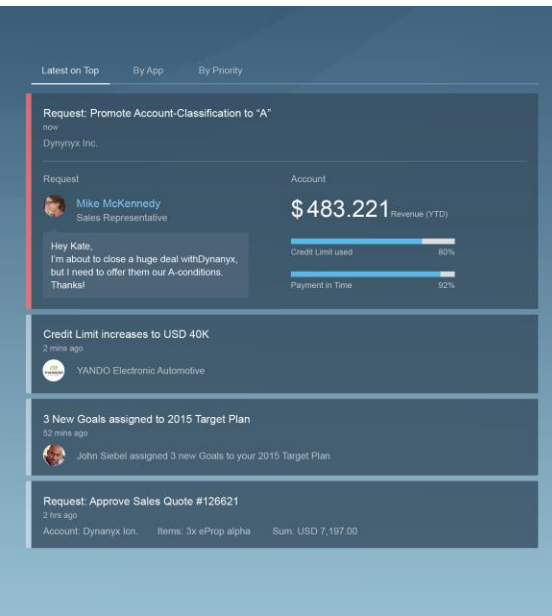
Me Area



Viewport



Notifications



[Watch Video](#)



red dot award 2015
winner

Demonstration

Should I wait until the next release to deploy S/4HANA?

No! You can run all your ERP processes now on S/4HANA even if your specific functional area is not addressed by 1610.

Do I need to go to Suite on HANA first before S/4HANA?

No! You can go from ECC 6 with any Enhancement Pack directly to 1610 even if your source DB is not HANA.



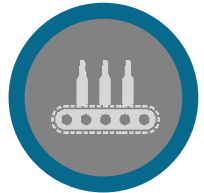
Real time Inventory Management & Material Valuation



Effective Order Management & Billing



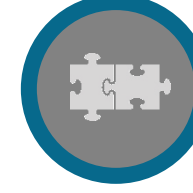
Entire S/4HANA Finance scope included



Accelerated Material Requirements Planning



Efficient Procurement



Embedded Software in Product Development



Advanced Available to Promise



Embedded Extended Warehouse Management



Optimized Portfolio and Project Management



Integrated Quality Management



Plan to produce in ONE System (PPDS)



Fiori 2.0 UX



Industry to Core DIMP



Industry to Core Oil & Gas



Industry to Core Retail

Existing & enhanced innovations
New innovations

Bring the full scope of the SAP Extended Warehouse Management application (EWM) into S/4HANA, providing customers with flexible deployment options to run all kinds of warehouses within a single SAP solution

Access in S/4HANA instead of replicating to a decentralized EWM system

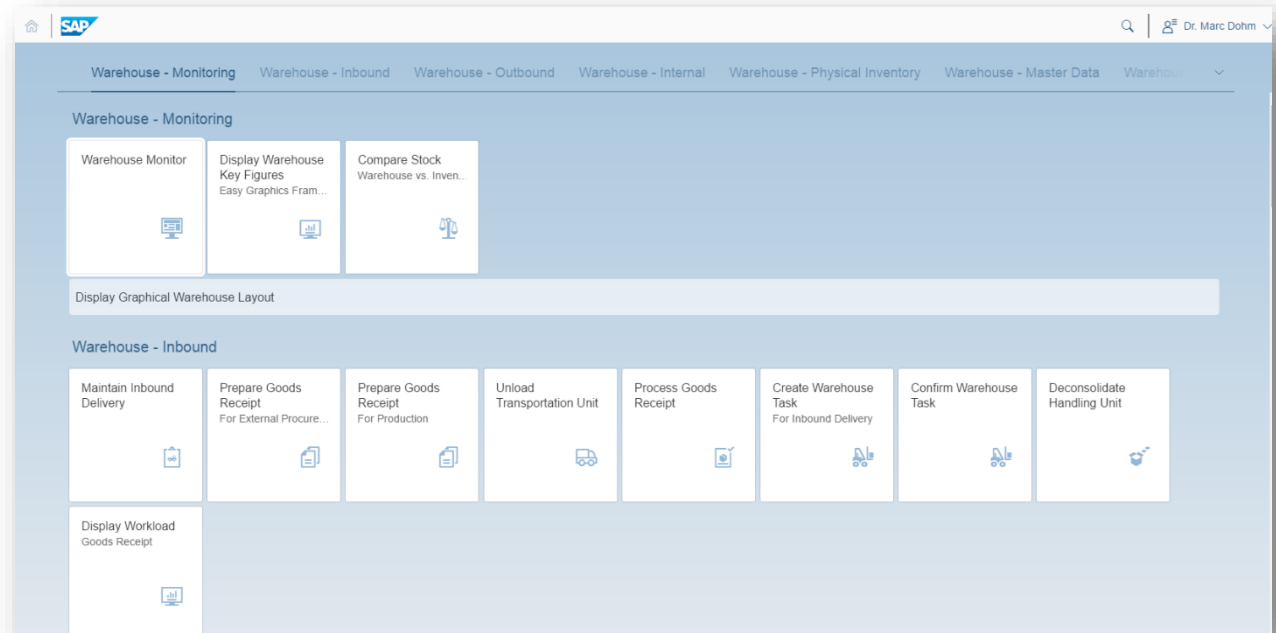
- » Business Partner data
- » Material and product data
- » Batch master data

Access in S/4HANA instead of replicating to a decentralized EWM system and storing in an Expected Goods Receipt (EGR)

- » Purchase order
- » Process order
- » Production order

No more request objects or change requests

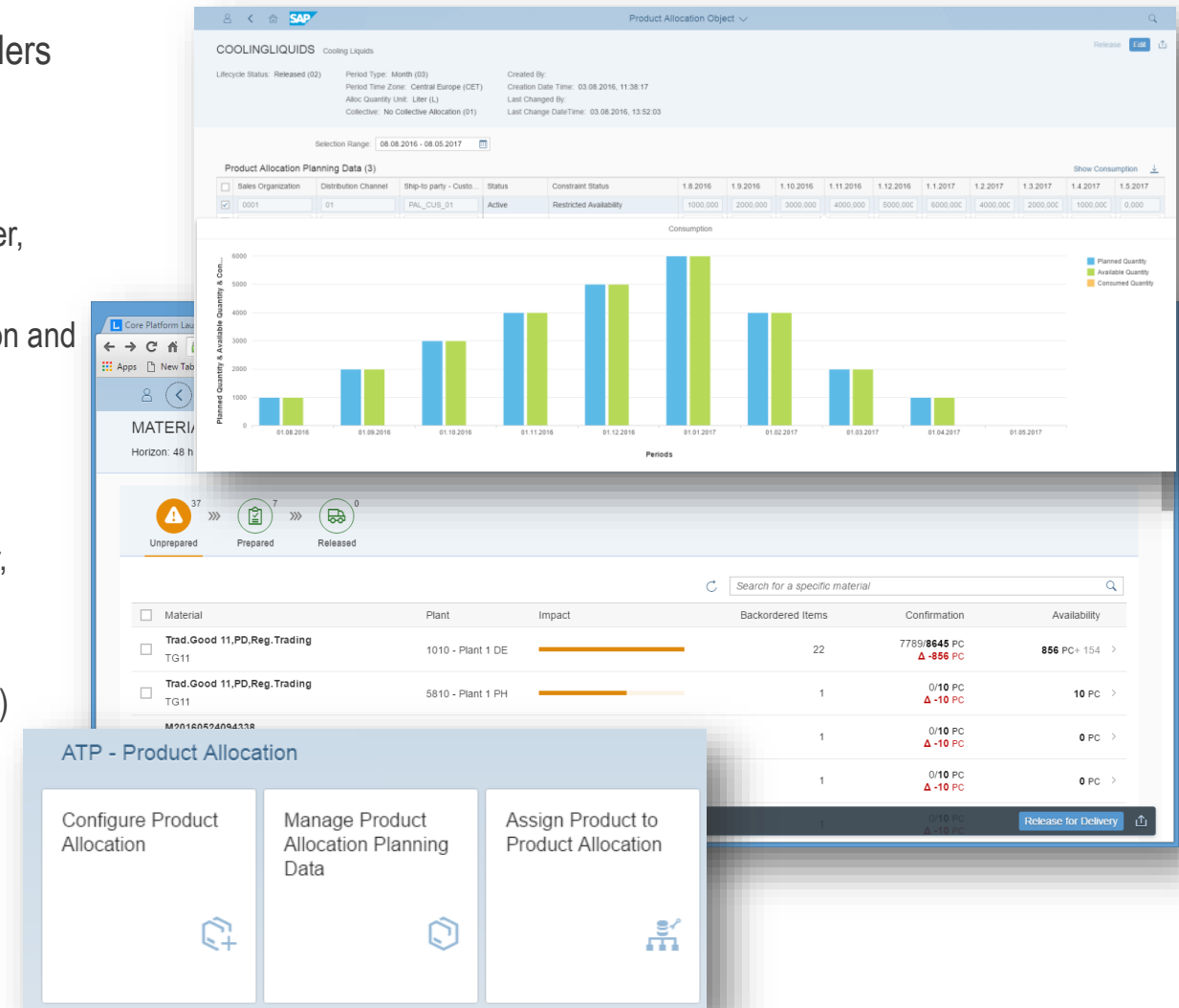
- » Outbound delivery orders
- » Inbound deliveries
- » Posting changes



- » Maintain one quality document instead of QM inspection lot
- » Eliminate the need to replicate accounting objects
- » Directly read material values instead of making periodic replications for decentralized storage

* does not reflect licensing

- » Mass product availability check for sales, planned, and production orders
- » Product Allocation
 - » Supports the business decision, if a sales order should be confirmed
 - » Decision can be based on almost every attribute of the underlying sales order, material, plant or customer
 - » Grouping and aggregation capabilities (collective allocations) for simplification and ease of maintenance
- » Back Order Processing
 - » New Fiori UIs to set-up BOP runs
 - » New concept for requirement classification like Winner, Gainer, Redistributor, Filler, Loser
 - » New Fiori to display the BOP result: The result is displayed on different aggregation levels and allows an easy identification of (and fast drill down to) confirmation issues
- » Release for Delivery app



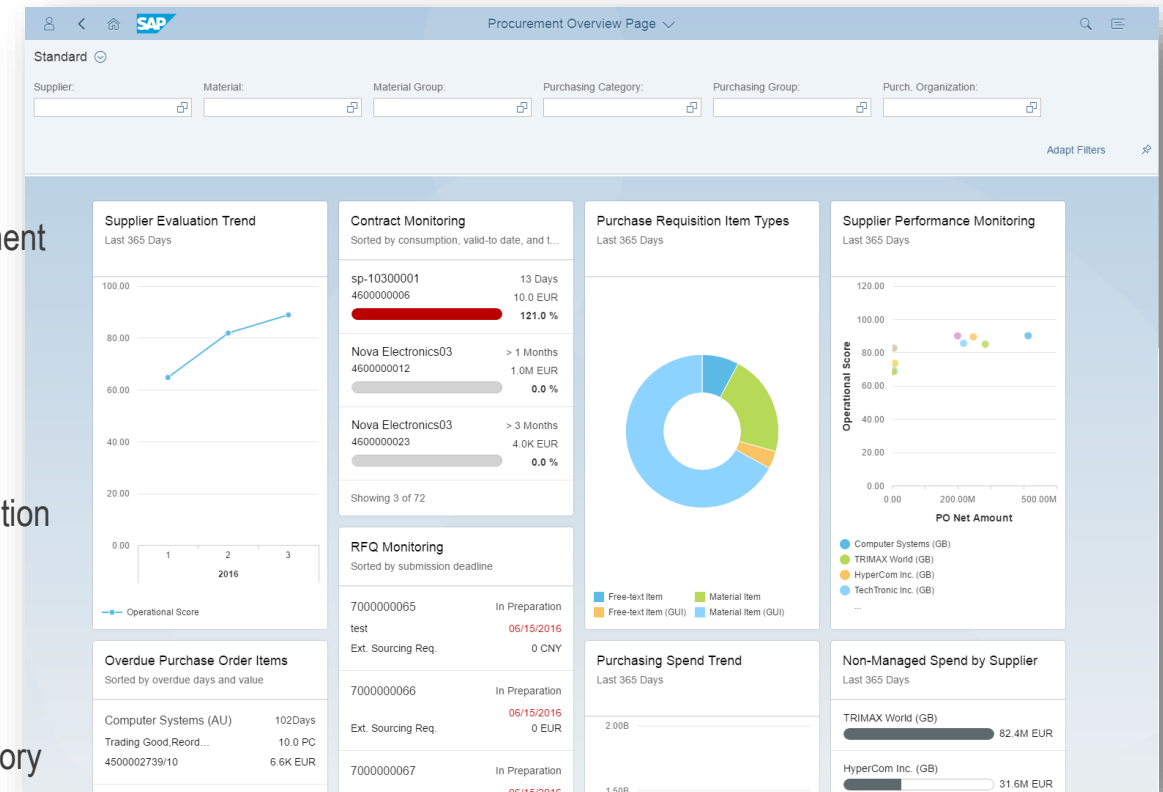
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SAP S/4HANA 1610

Capabilities Highlights for Operational Procurement*

SAP Labs Preview

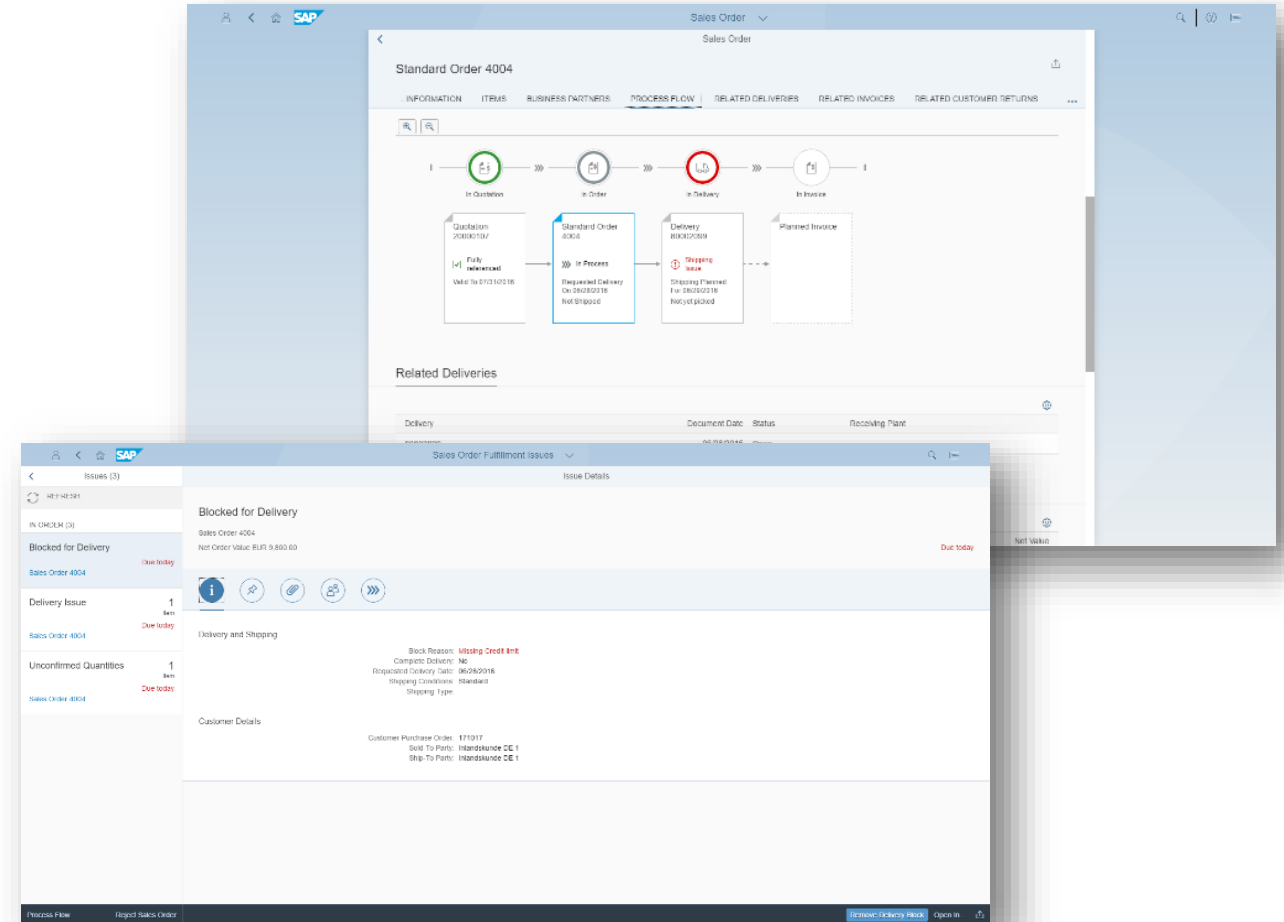
- » Leverage Catalog Buying in Self service requisitioning processes
- » Monitor critical business events, purchasing spend and supplier performance in Procurement Overview Page
- » Increase supplier relationship and performance by using Activity and Task Management
- » Leverage Purchasing Category in real-time analytics to monitor the KPIs along business responsibilities
- » Visualize planned spend versus actual spend per purchasing category
- » New Fiori Apps for Sourcing and Contract Management: Manage Request for Quotation and Supplier Quotation
- » Create Sourcing Request in SAP Ariba Sourcing out of SAP S/4HANA
- » Structure and merge material groups into the new business entity Purchasing Category



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Covers all processes and functions required for processing of sales documents and includes these Fiori Apps:

- » Manage Sales Quotations
- » Manage Sales Orders
- » Manage Sales Contracts
- » Manage Credit Memo Requests
- » Manage Debit Memo Requests
- » Customer - 360° View
- » Sales Order Fulfillment Monitor
- » Sales Contract Fulfillment Rates
- » Quotation Conversion Rates
- » Sales Volume - Check Open Sales
- » Sales Volume - Profit Margin
- » Order-To-Cash Performance Monitor



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Increase end-user productivity with SAP Fiori UX and improved performance.

Monitor project progress

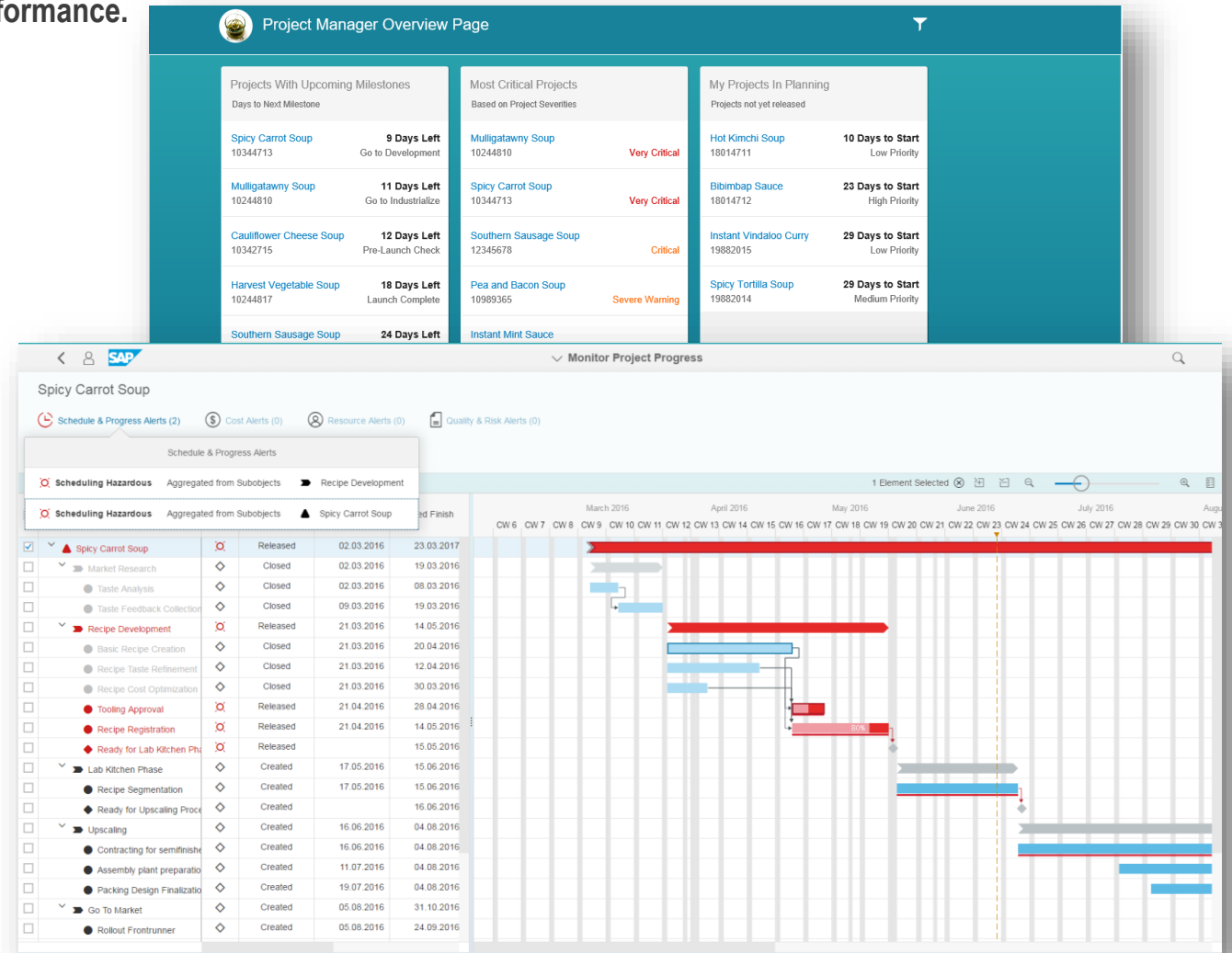
- » Overview dashboard for project manager
- » Quick overview on what needs project manager attention
- » Monitor project progress in SAP Fiori Gantt
- » System-guided navigation to critical project tasks

Upcoming activities for project team members

- » Task dashboard for triggering task confirmation
- » Checklist item dashboards

Availability of SAP Portfolio and Project Management for SAP S/4HANA

- » Simplification of code base and feature set
- » Simplified and HANA-optimized data model
- » Simplified authorization concept
- » Initial set of CDS views for external consumption



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Bring the full scope of Oil and Gas downstream functionalities with release SAP S/4HANA 1610

» Redesigned hydrocarbon product management (HPM)

- » Redesign changes in Universal Journal
- » SD Table Deprecation Adaptation & FSCM Adaptation
- » Field length extensions
- » Redesign changes in Pricing
- » Business Partner – Customer/Vendor master data changes

» Unit-of-measure group enhancement solution based on simplified HPM data model

» Inventory Planning Workbench (IPW) optimized on HANA as part of the SAP Trader's and Scheduler's Workbench application

» Role in SAP Fiori for transportation schedulers with apps for regional dashboards, nominations, and events

» Oil and gas flavored roles in SAP Fiori for transportation schedulers, supply chain managers, inventory managers, shipping specialists and billing clerks

The screenshot displays the SAP NetWeaver Business Client 5.0 interface for the Inventory Planning Workbench. The main window shows a table titled 'Inventory Planning Details' with columns for Date, Begin Phy Inv, SchedQty, Nomination no., Forecast rack, Correct rack, and Comment. The table is divided into two sections: LOCAL-24 / DIESELHT-ZPM and LOCAL-24 / DIESELHT-ZPM. The data is organized into rows for different dates and quantities. The 'Nominations Planning Details' table at the bottom shows columns for Nomination no., Nomination key, Nomination type, Trans system, SchedQty, SchedUId, Nom. key item, Location ID, Sched Material, SchedDate, and IPW Qty.

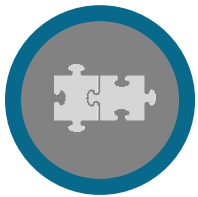
Screen: Inventory Planning Workbench (IPW)

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Extended Warehouse Management embedded in SAP S/4HANA *

- » Provide EWM in SAP S/4HANA Core to provide state of the art warehousing capabilities
- » Simplified integration to SAP S/4HANA processes
- » Focus on Business Role: Warehouse Clerk and Warehouse Operative



Embedded Software in Product Development *

- » Manage embedded software versions in the SAP Product Lifecycle Management (SAP PLM) application
- » Manage embedded software in the engineering product structure
- » Maintain compatibility information between software and other components of a product
- » Check product structure for compatibility of embedded software



SAP Portfolio and Project Management for SAP S/4HANA *

- » Simplified Portfolio and Project Management Add-On for SAP S/4HANA
- » Overview monitor project progress
- » Upcoming activities for project team members

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SAP S/4HANA for advanced ATP *

- » BOP (Backorder Processing) with Introduction of the new “Winner –Gainer – Loser” concept with five confirmation strategies
 - » Simple classification of concurrent sales orders according their business impact
 - » High-volume back order processing
 - » ATP confirmation based on business priority instead of order creation time
- » Product Allocation in SAP S/4HANA has a completely new design and implementation based on neither ECC nor APO
- » Release for Delivery: Visualization of the business impact of a material shortage situation allows the user to prioritize his work and concentrate on the real issues



Integrated Quality Management *

- » Improve the Segment of One process with Quality management integration
- » Support for core QM processes with new roles with SAP Fiori user experience (UX) for Quality technicians, quality engineers, quality planners, quality managers, quality auditors, calibration technicians
- » Simplified inspection process in SAP S/4HANA integrated Extended Warehouse Management

** does not reflect licensing*



SAP S/4HANA International Trade Compliance*

- » GRC/SLL: International Trade Management for SAP S/4HANA (SD-FT Replacement by GTS)
- » Roles: Trade Classification Specialist and Trade Compliance Specialist



SAP S/4HANA Finance *

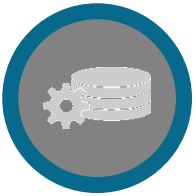
- » SAP Ariba Integration without the need of add-on installation / remittance advice
- » HCP: Customer payment portal, Credit information integration for SAP Credit Management, SAP Profit and Loss Insights
- » Integrated Business Planning: New universal planning journal; Central Profit Center Reporting
- » Central Finance: Central Payment and Reconciliation functions
- » Real-Time Consolidation: Real-time access to transactional and master data



Billing and Revenue Innovation Management (BRIM) *

- » FI-CA and Convergent Invoicing in SAP S/4HANA 1610
- » Simplified Billing plans

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Master Data Governance (MDG)*

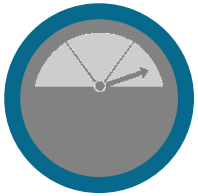
- » Embedded in SAP S/4HANA 1610
- » Product as unification of Industry material and Retail Article
- » Simplified Master data (Customer, Supplier, Product)
- » Analytics; master data quality work list



Manufacturing planning: production planning and detailed scheduling (PPDS) *

- » Access production planning and detailed scheduling as part of the manufacturing planning functionalities in SAP S/4HANA 1610
- » Create procurement proposals for in-house production or external procurement to cover product requirements
- » Optimize and plan the resource schedule and the order dates and times in detail by taking the resource and component availability into account
- » Plan critical products, such as products with long replenishment lead times or products that are produced with bottleneck resources
- » Create executable production plans
- » Use the “Create Optimal Orders for Shipment” app to order several materials in one purchase order and optimize the order quantities to best utilize the capacity of the means of transport

** does not reflect licensing*



Manufacturing planning: Production Scheduling Board *

- » Access Web-based graphical scheduling tool for production planning and detailed scheduling as part of the manufacturing-planning functionalities in SAP S/4HANA 1610
- » Customize the Web-based graphical scheduling tool for production planning and detailed scheduling according to various industry needs
- » Optimize and plan the resource schedule and the order dates and times in detail by taking the resource and component availability into account
- » Plan critical products, such as products with long replenishment lead times or products that are produced with bottleneck resources
- » Create executable production plans

** does not reflect licensing*



Industry to Core: Oil & Gas *

Oil and Gas downstream with SAP S/4HANA

- » Full enablement of oil and gas downstream functionalities with release 1610 of SAP S/4HANA
- » Redesigned hydrocarbon product management (HPM)
- » Unit-of-measure group enhancement solution based on simplified HPM data model
- » Inventory planning workbench (IPW) that is optimized for the SAP Trader's and Scheduler's Workbench application
- » Role in SAP Fiori for transportation schedulers with apps for regional dashboards, nominations, and events
- » Oil and gas flavored roles in SAP Fiori for transportation schedulers, supply chain managers, inventory managers, shipping specialists and billing clerks

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Suite on HANA or S/4HANA

Guiding aspects for project team

For existing customers, the question is not “Suite on HANA OR S/4HANA?” but if converting in one step or two steps to S/4HANA

One Step: Convert from Suite on Any DB to S/4HANA in one step

- (+) Move to next-generation Digital Core directly with all the benefits
- (+) Long-Term strategic product (access to Innovation)
- (+) Do things once in the right way (e.g. reporting, custom code, ...)
- (-) New Solution, less mature
- (-) Consider existing technical limitations (add-ons, business functions)
- (-) One big-bang with all risks in one step

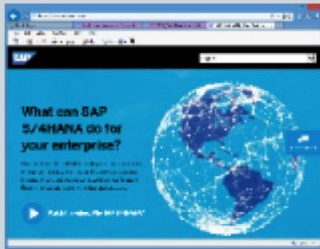
Two steps: Move first from Suite on Any DB to SoH and convert to S/4HANA later

- (+) More mature Solution
- (+) Project tasks and risks distributed across several phases
- (+) First step can be seen as a “technical step” with lower involvement of business (less project resources needed)
- (+) Business benefits with improved transactions and reporting with SoH already
- (+) Long maintenance cycle allows roadmap planning to customer needs
- (-) Additionally rework with regards to analytics / reporting later
- (-) Additional system conversion at later point in time
- (-) Touching business objects potentially twice, e.g. custom code objects
- (-) Less or later Innovation provided by SAP

Projects have to evaluate what is the better choice based on concrete customer situation and boundaries. Proper roadmap planning is key!

Discovery Service for SAP S/4HANA

1. Your business situation with relevant system information is gathered in an up-front validation by automated assessment tools.
2. 2 day onsite workshop provides a framework to understand SAP S/4HANA scope tailored to your enterprise and to discover beneficial business scenarios enabled by SAP S/4HANA.
3. Discussions yield a high-level heat map for relevant scope of SAP S/4HANA.



Business Scenario Recommendation report outlining areas where S/4HANA provides new innovation and benefits



Your tailored heat map mapped to affected solution capabilities



Documented workshop results with S/4HANA value deck

Business

Technology

**SAP S/4 HANA
Discovery
Workshop**

“Top Suite on HANA & S/4HANA Myths”

1. HANA is too expensive/not discountable
2. HANA hardware is too expensive
3. We're too small/big for HANA
4. Our installation is too customized
5. We don't have an IT case
6. We don't have a business case
7. Our industry is not supported
8. HANA is only on x86
9. New DBA skills are required
10. HA/DR readiness?



“Top Suite on HANA & S/4HANA Myths - Busted”

1. HANA runtime is discounted
2. HANA hardware is competitive
3. Most SAP customers are moving to HANA
4. Migration to HANA can be non-disruptive
5. Smaller data footprint. Simpler data model.
6. BSR. Improved processes. Better user experience.
7. All industries are supported.
8. HANA runs on x86 and Power.
9. HANA is an ANSI standard DB administered from Solution Manager and DBA Cockpit.
10. 1000's of customers use HANA's synchronous and asynchronous HA/DR capabilities



SAP HANA and S/4HANA Links!

Free Online self learning openSAP courses: <http://open.sap.com/courses>

Hasso Plattner Institute online courses: <https://open.hpi.de?locale=en>

SAP HANA

SAP HANA Academy: <https://www.youtube.com/user/saphanaacademy>

An Introduction to SAP HANA: <https://open.sap.com/courses/hanaintro1>

Introduction to Software Development on SAP HANA: <https://open.sap.com/courses/hana1-1>

Great little blog compiling various resources to learn enough to get SAP HANA Certified:

<http://scn.sap.com/community/developer-center/hana/blog/2013/06/25/want-to-learn-sap-hanawhere-to-startcertification>

S/4HANA

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

S/4HANA landing page <http://discover.sap.com/S4HANA>

S/4HANA journey map: <http://s4hana.sapjourneymap.com/>

S/4HANA trial:

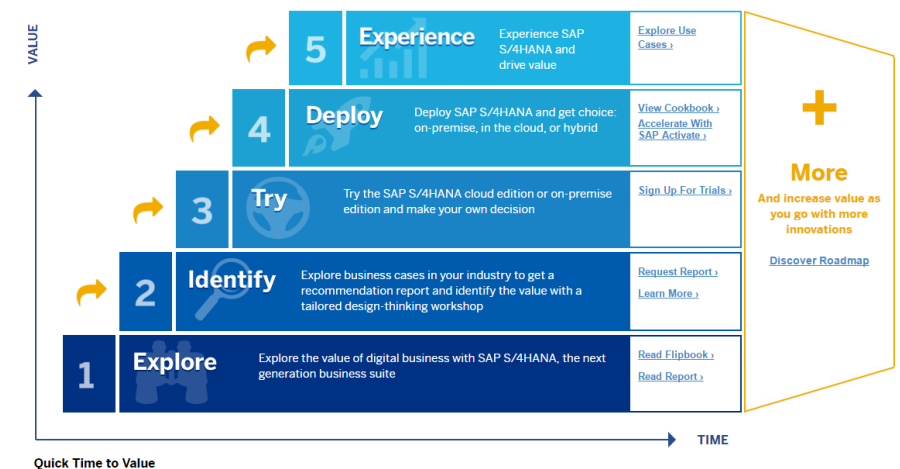
<https://go.sap.com/cmp/oth/crm-s4hana/s4hana-on-premise.html>

S/4HANA cookbook: <http://scn.sap.com/docs/DOC-64980>

SAP Customer Engagement Initiative – User Experience S/4HANA

<https://influence.sap.com/ct/s.bix?c=1E933410-72F6-41F1-A8FD-A744291782E4>

5 Simple Steps to Value



1 | Plan

2 | Check Business
Configuration

3 | Adapt Custom
Code

4 | Execute



Goal

Create your system conversion plan and confirm all used software components are ready for S/4HANA

Tool

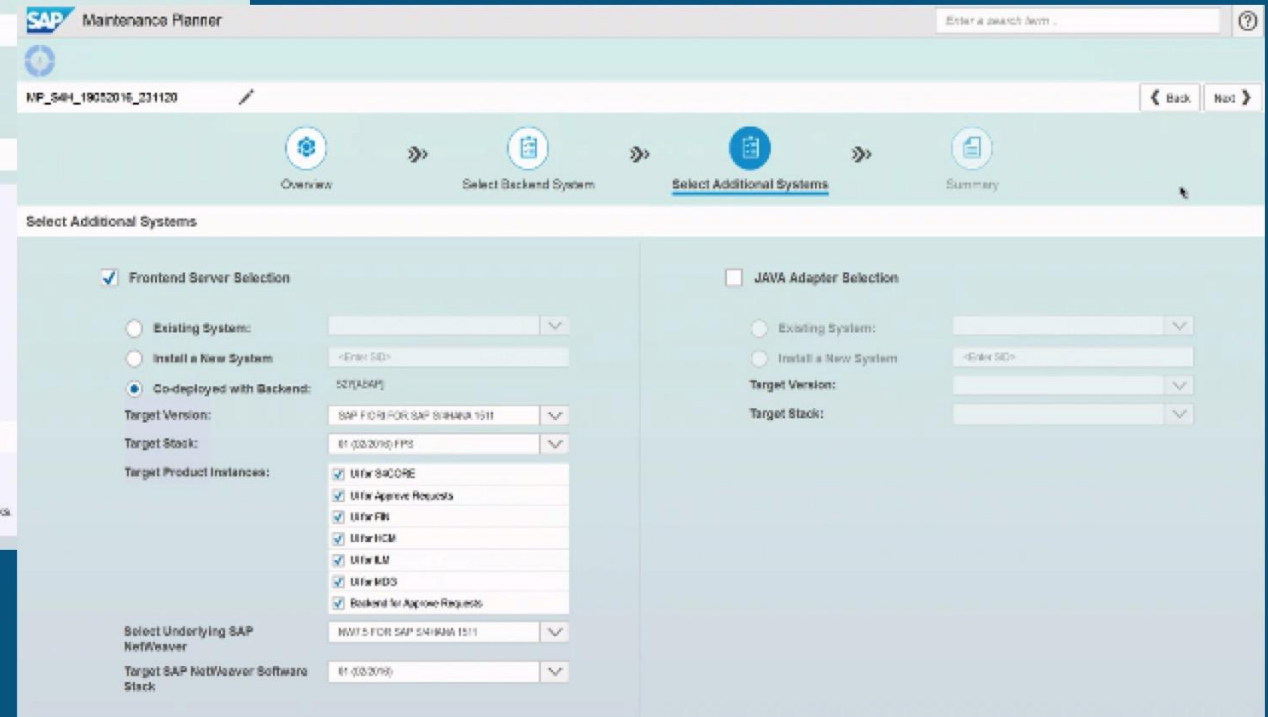
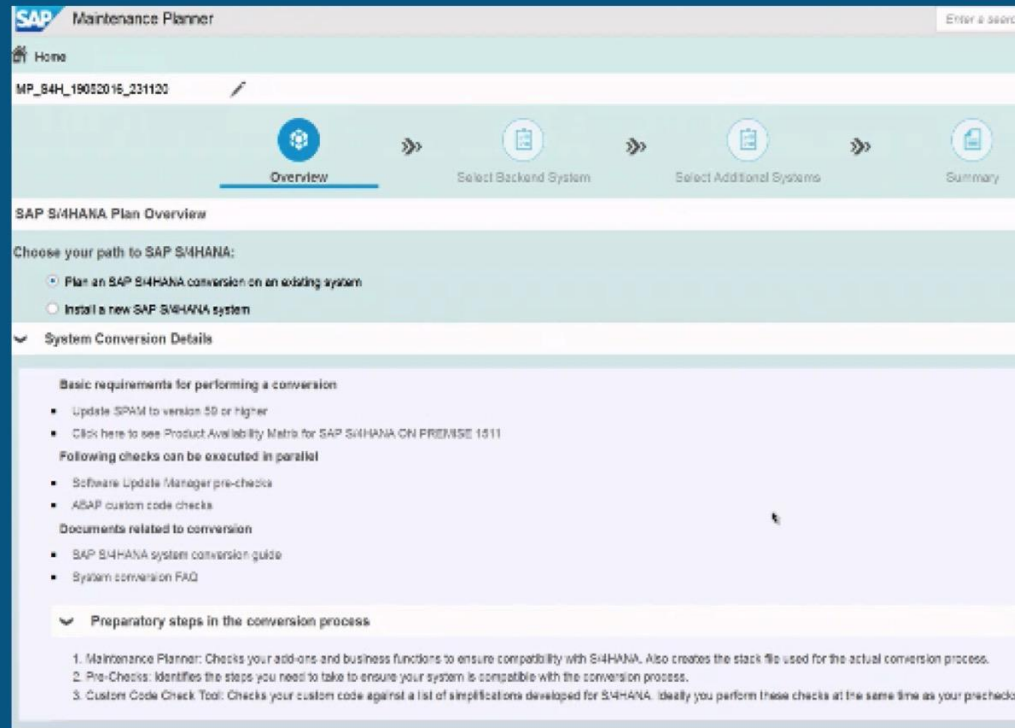
Maintenance Planner

1 | Plan

2 | Check Business Configuration

3 | Adapt Custom Code

4 | Execute



Maintenance Planner

1 | Plan

2 | **Check Business Configuration**

3 | Adapt Custom Code

4 | Execute



Goal

Identify and apply S/4HANA simplifications in your business configuration

Tool

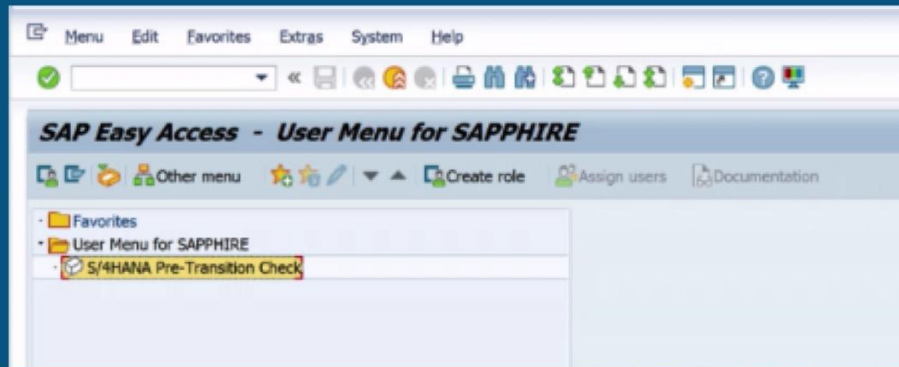
S/4HANA Pre-Transition Check

1 | Plan

2 | Check Business Configuration

3 | Adapt Custom Code

4 | Execute

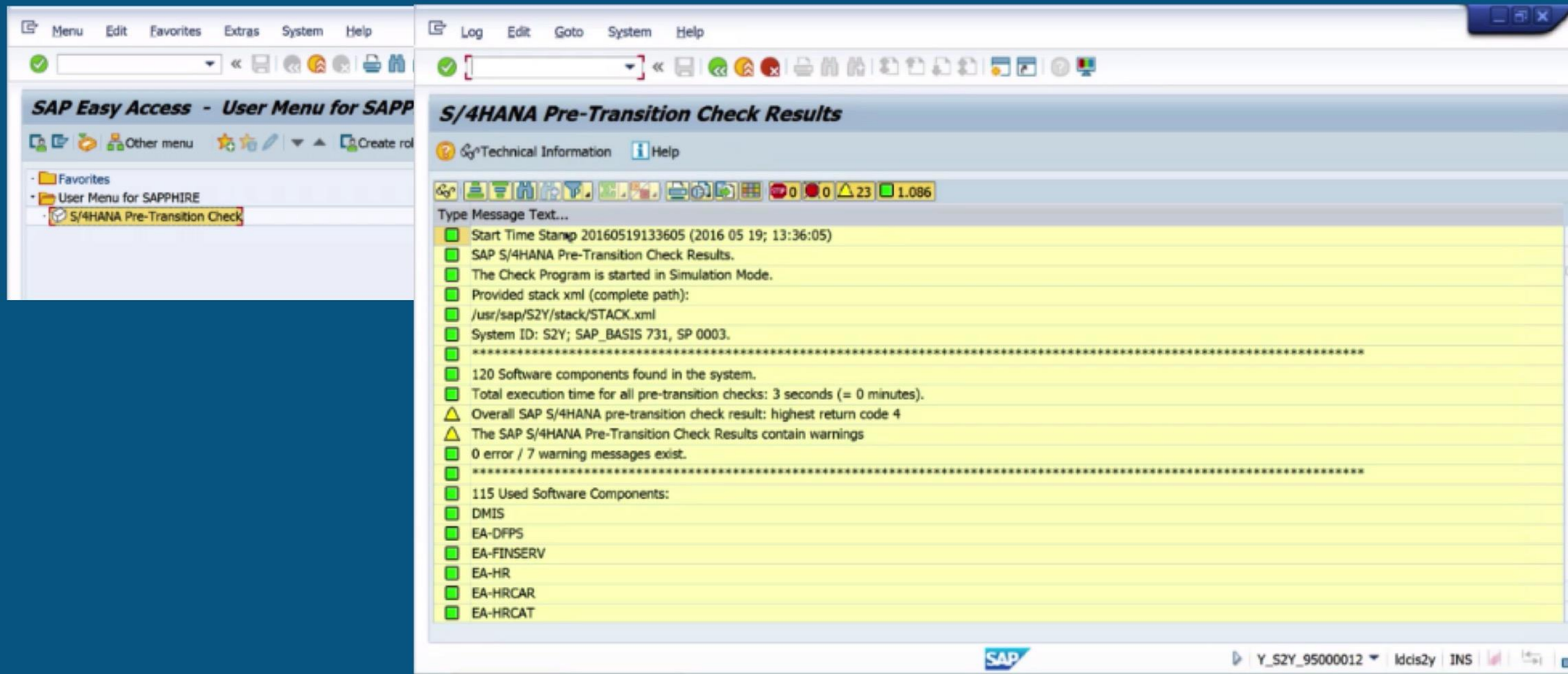


1 | Plan

2 | Check Business Configuration

3 | Adapt Custom Code

4 | Execute



1 | Plan

2 | Check Business Configuration

3 | Adapt Custom Code

4 | Execute

The screenshot displays the SAP Easy Access interface for a user named SAPHIRE. The left sidebar shows the 'User Menu for SAPHIRE' with a highlighted 'S/4HANA Pre-Transition Check' option. The main window, titled 'S/4HANA Pre-Transition Check Results', shows a list of warnings. The first warning is highlighted: 'Check ID 'VENDOR_EVALUATION' (Application component MM-PUR), return code '4'. Check Info: MANDT: 300, The functionality Vendor Evaluation is supported, but not considered as strategic anymore. SAP recommends to use the new S/4HANA Supplier Evaluation, please check note 2200411 for further Details.' Other warnings include 'Check ID 'BUSINESS_FUNCTIONS' (Application component MM-PUR), return code '4'. Check Info: Business Function: LOG_MM_CI_1, is currently deactivated but will be activated during the transition to SAP S/4HANA. Please consider the impact and check SAP Note 2200407.' and similar messages for LOG_MM_OM_1, LOG_MM_OM_2, LOG_MM_SERNO, and LOG_MM_SIT.

SAP Easy Access - User Menu for SAPHIRE

S/4HANA Pre-Transition Check Results

Technical Information Help

Type Message Text...

- Overall SAP S/4HANA pre-transition check result: highest return code 4
- The SAP S/4HANA Pre-Transition Check Results contain warnings
- Check ID 'VENDOR_EVALUATION' (Application component MM-PUR), return code '4'. Check Info: MANDT: 300, The functionality Vendor Evaluation is supported, but not considered as strategic anymore. SAP recommends to use the new S/4HANA Supplier Evaluation, please check note 2200411 for further Details.
- Check ID 'BUSINESS_FUNCTIONS' (Application component MM-PUR), return code '4'. Check Info: Business Function: LOG_MM_CI_1, is currently deactivated but will be activated during the transition to SAP S/4HANA. Please consider the impact and check SAP Note 2200407.
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- Check ID 'BUSINESS_FUNCTIONS' (Application component MM-PUR), return code '4'. Check Info: Business Function: LOG_MM_OM_2, is currently deactivated but will be activated during the transition to SAP S/4HANA. Please consider the impact and check SAP Note 2200407.
- Check ID 'BUSINESS_FUNCTIONS' (Application component MM-PUR), return code '4'. Check Info: Business Function: LOG_MM_SERNO, is currently deactivated but will be activated during the transition to SAP S/4HANA. Please consider the impact and check SAP Note 2200407.
- Check ID 'BUSINESS_FUNCTIONS' (Application component MM-PUR), return code '4'. Check Info: Business Function: LOG_MM_SIT, is currently deactivated but will be activated during the transition to SAP S/4HANA. Please consider the impact and check SAP Note 2200407.

SAP

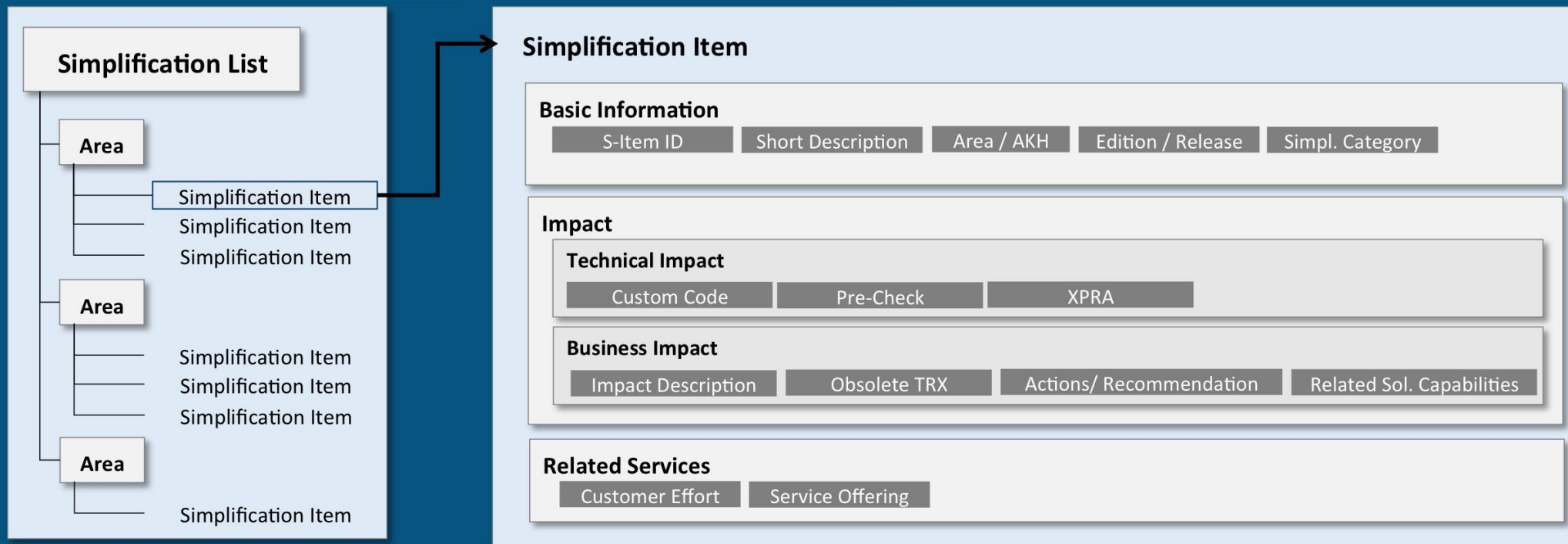
Y_S2Y_95000012 ldcis2y INS

1 | Plan

2 | Check Business Configuration

3 | Adapt Custom Code

4 | Execute



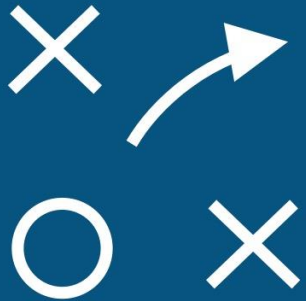
- Describes mandatory and strategic change requirements
- Describes impact on project effort and end users
- Tool based analysis will be provided

1 | Plan

2 | Check Business Configuration

3 | **Adapt Custom Code**

4 | Execute



Goal

Ensure continuity of required custom code and retire obsolete custom objects

Tool

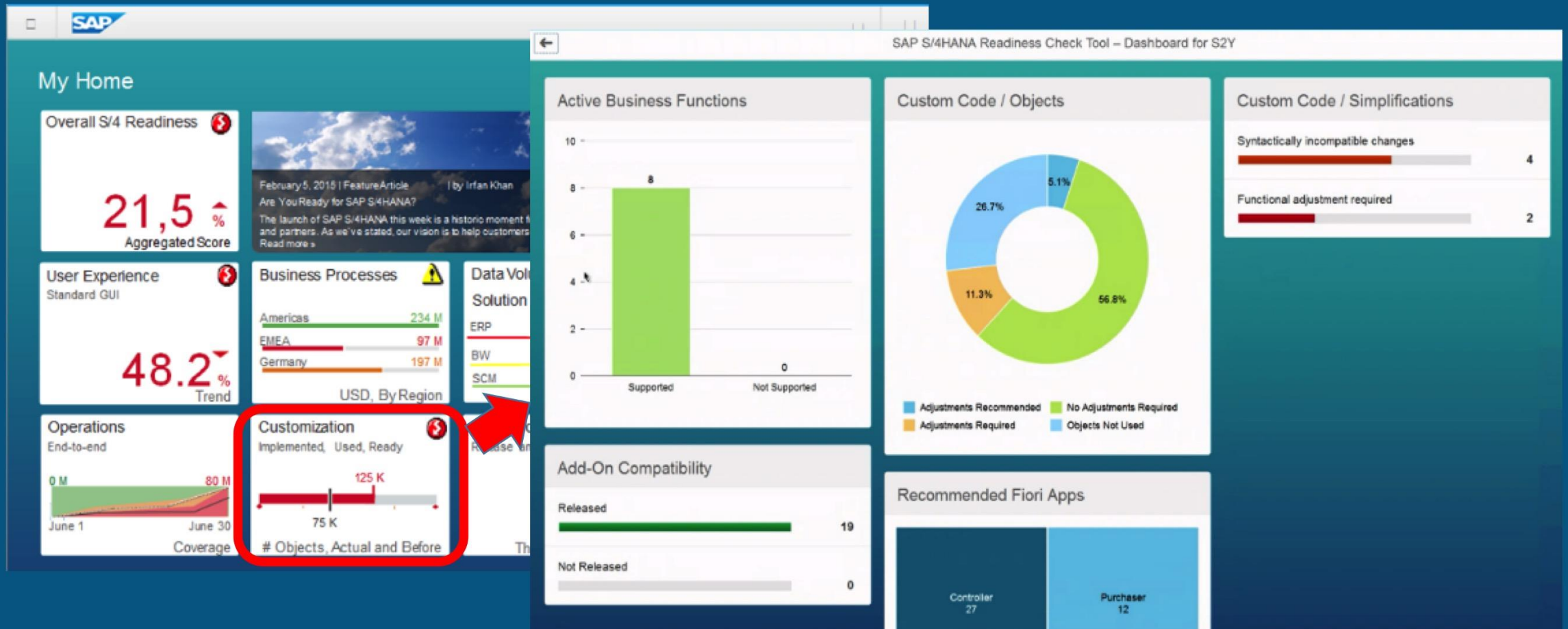
S/4HANA Readiness Check

1 | Plan

2 | Check Business Configuration

3 | Adapt Custom Code

4 | Execute

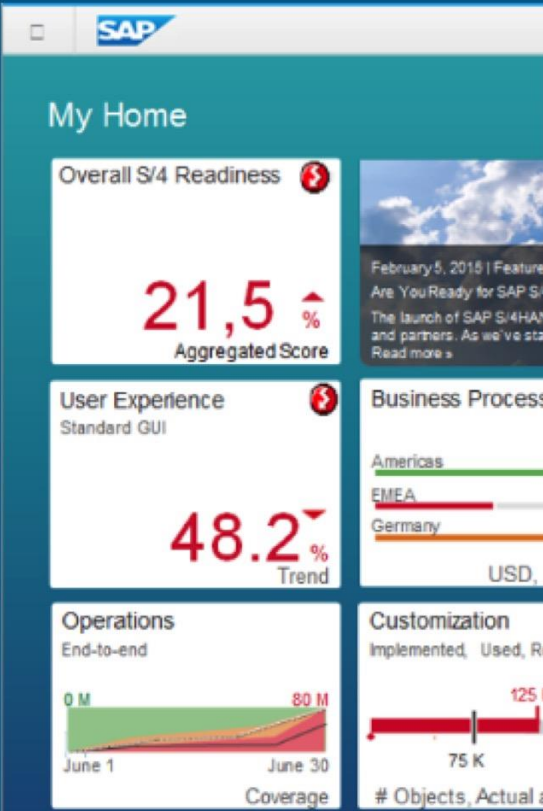


1 | Plan

2 | Check Business Configuration

3 | Adapt Custom Code

4 | Execute



SAP S/4HANA Readiness Check Tool – Dashboard for S2Y

S2Y Analyzed System: S2Y

CUSTOM CODE / SIMPLIFICATIONS ADD-ON COMPATIBILITY

SAP Notes All Objects

Filtered by: Syntactically incompatible changes

Number	Title	Status	Affected References
1976487	Information about adjusting customer-specific programs to the simplified data...	Syntactically incompatible changes	1
2206980	Material Inventory Managment: change of data model in S/4HANA	Syntactically incompatible changes	4
2214585	Sales support not available	Syntactically incompatible changes	2
2215424	Material Number Field Length Extension - General Information	Syntactically incompatible changes	20
2215424	Material Number Field Length Extension - General Information	Syntactically incompatible changes	9
2215424	Material Number Field Length Extension - General Information	Syntactically incompatible changes	10
2215424	Material Number Field Length Extension - General Information	Syntactically incompatible changes	39
2215424	Material Number Field Length Extension - General Information	Syntactically incompatible changes	2

ADD-ON COMPATIBILITY

Software Components All Objects

1 | Plan

2 | Check Business Configuration

3 | Adapt Custom Code

4 | Execute Custom Code Guide

Step 1: Get Transparency on your custom code

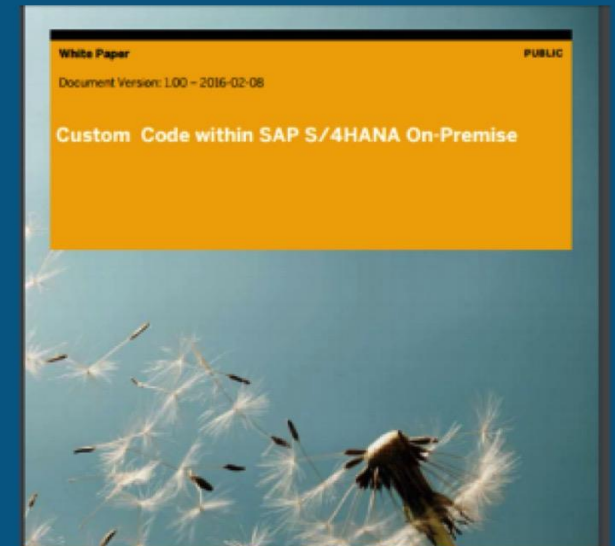
Step 2: Remove waste

Step 3: Analyze the impact, and create a plan

Step 4: Do the required custom code changes

Use of traditional custom-code related tooling and new tooling:

- Custom Code Lifecycle Management
- Usage and Procedure Logging (UPL)
- SAP Code Inspector
- ABAP Test Cockpit (ATC)
- Custom Code Migration Worklist



<http://scn.sap.com/docs/DOC-70449>

1 | Plan

2 | Check Business
Configuration

3 | Adapt Custom
Code

4 | **Execute**



Goal

Downtime-minimized conversion of your data to the HANA database, simplifying the data model, and switch to S/4HANA

Tool

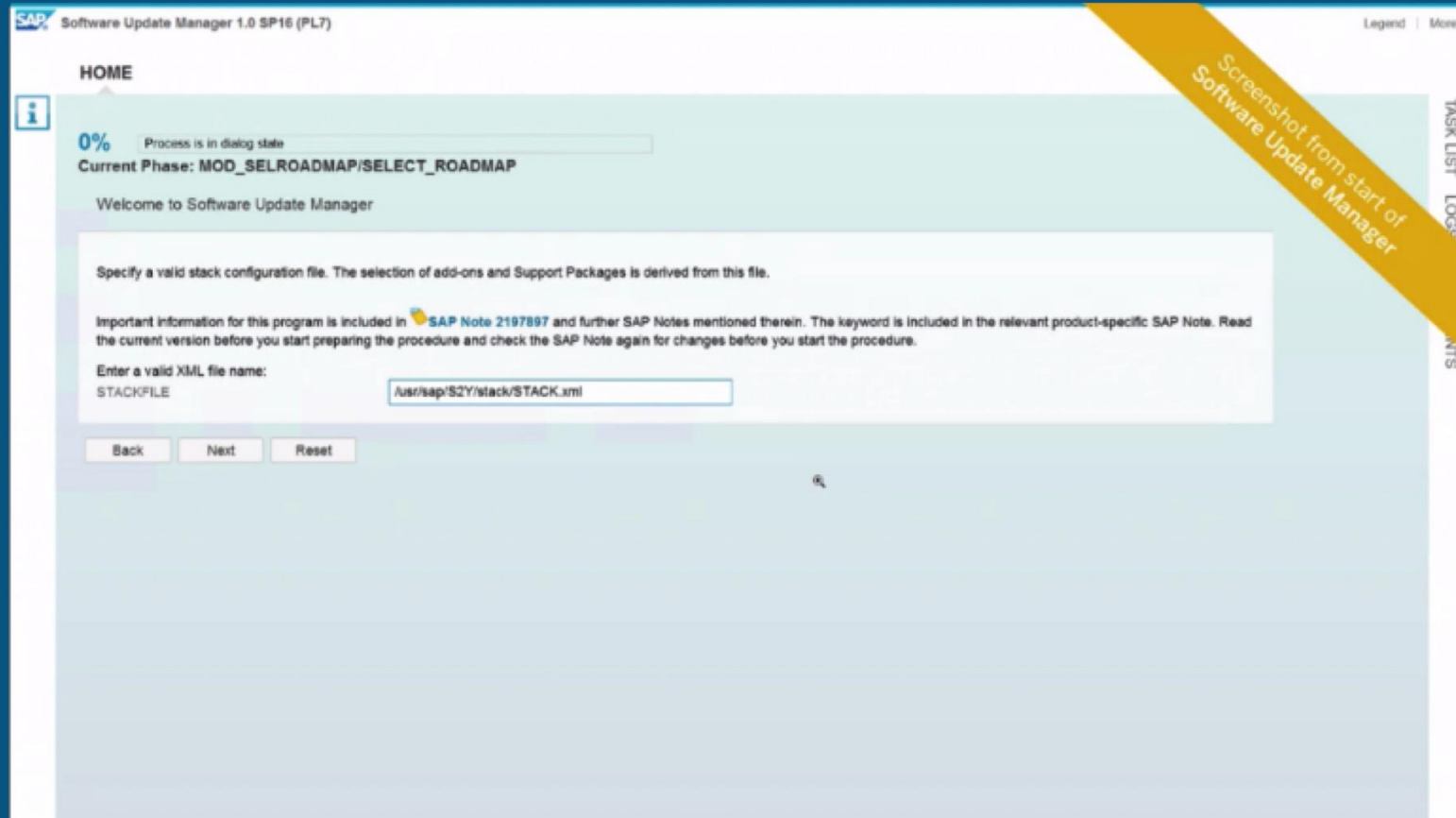
Software Update Manager

1 | Plan

2 | Check Business Configuration

3 | Adapt Custom Code

4 | Execute



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