



SAP S/4HANA Adoption: strategie e percorsi di implementazione

Antonello Morelli – Innovation Execution Management, SAP Italia

Agenda

- 1 S/4HANA Transition Scenarios
- 2 S/4HANA Value Assurance Service Packages
- 3 Next Steps

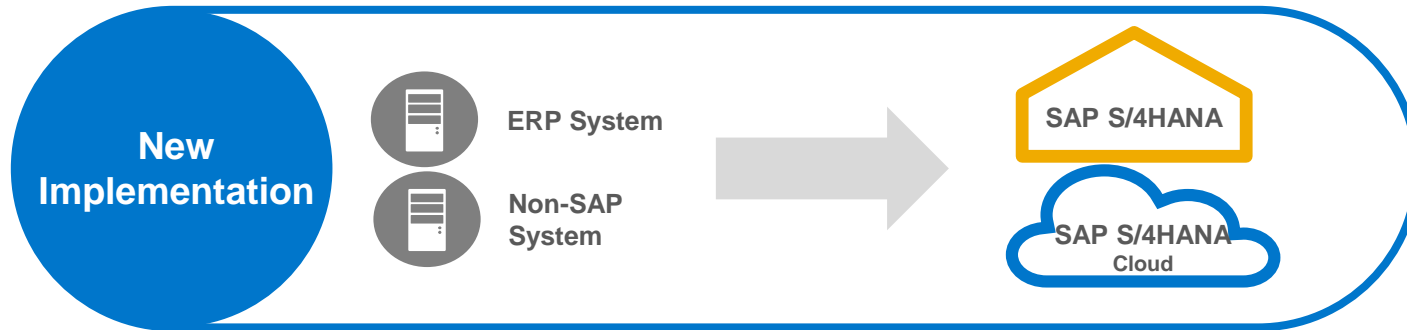
Agenda

1 S/4HANA Transition Scenarios

2 S/4HANA Value Assurance Service Packages

3 Next Steps

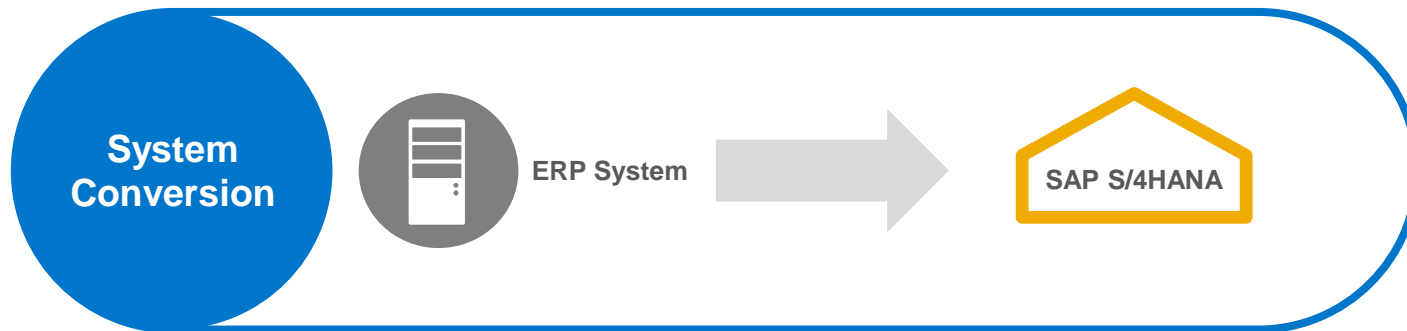
SAP S/4HANA Transition scenarios



New implementation / re-implementation

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

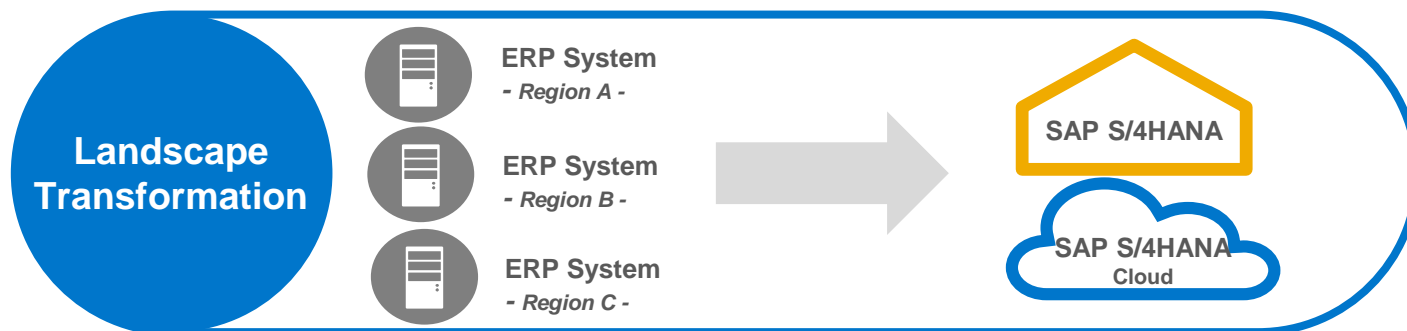
e.g. Implement SAP S/4HANA processes on a new infrastructure; retire old landscape



Business-led migration to SAP S/4HANA

Reduce TCO via simplification of landscape

Complete conversion of an existing SAP Business Suite system to SAP S/4HANA

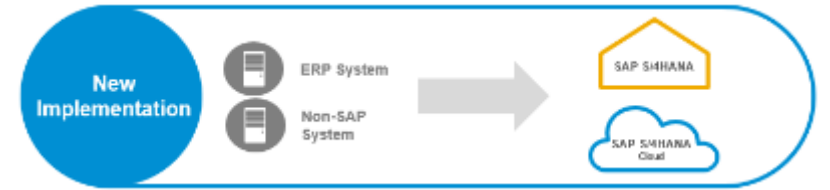


Transition systems to the new platform

- Use innovations to reimagine processes
- Take advantage of the new data model to eliminate aggregates and batch processing

e.g. consolidation of current regional SAP Business Suite landscape into one global SAP S/4HANA system or selective data migration

SAP S/4HANA New Implementation



Scenario description

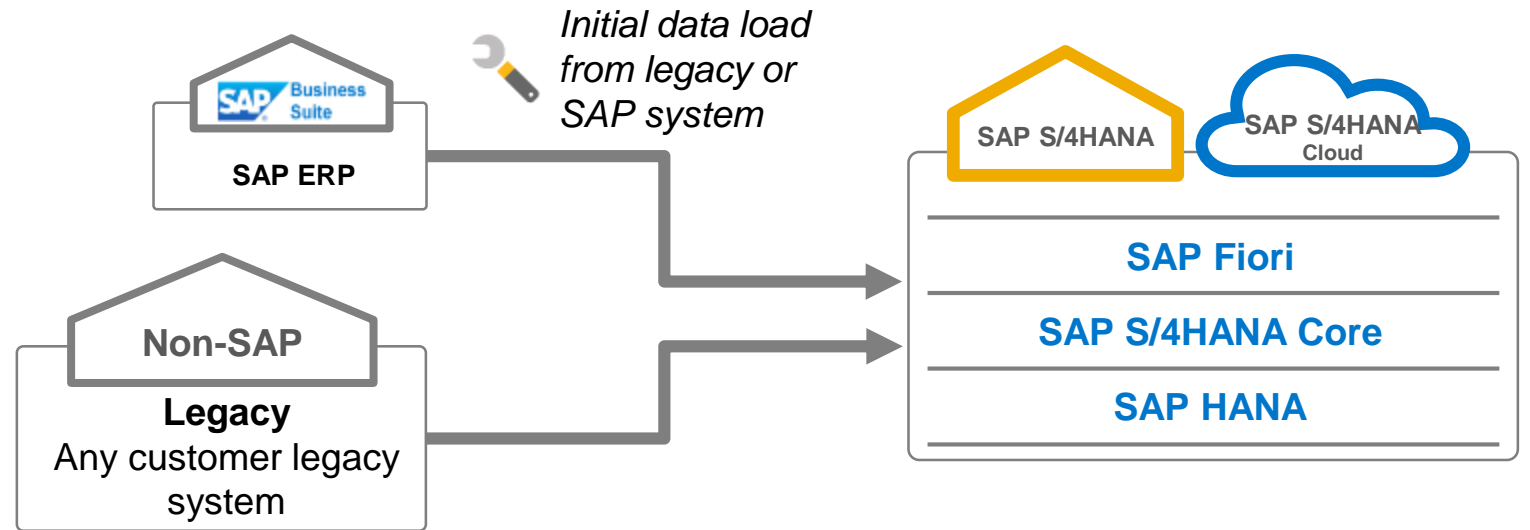
New implementation of SAP S/4HANA, e.g. for customers migrating a legacy system, also known as “greenfield” approach.



Benefits for the customer

- + Reengineering and process simplification based on ready-to-run business processes
- + Predefined migration objects & best practices available with guided configuration
- + Reduce time to value and customer total cost of ownership
- + Rapid adoption of new innovations

Project duration parameters

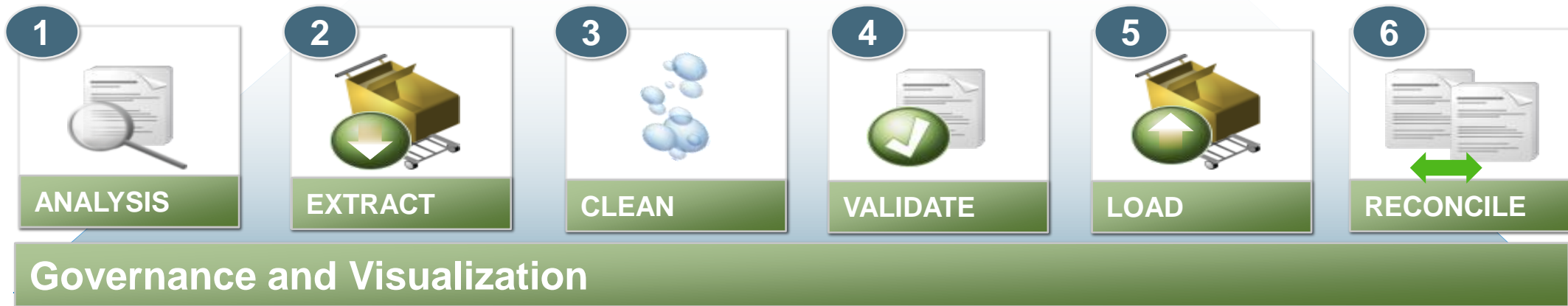
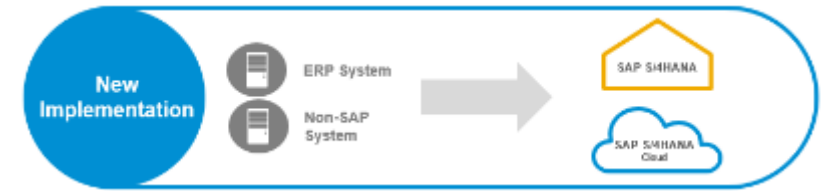
- Number of data migration objects (Material, Business Partner, etc.)
- Volume and complexity per data migration object



Steps	How
 Install SAP S/4HANA	Software Provisioning Manager
 Initial data load from source system	<ul style="list-style-type: none"> • SAP Data Services (SAP DS) with SAP Rapid Data Migration content for on-premise • SAP S/4HANA Migration Cockpit for Cloud

SAP S/4HANA New Implementation

SAP Rapid Data Migration Methodology (On Premise)



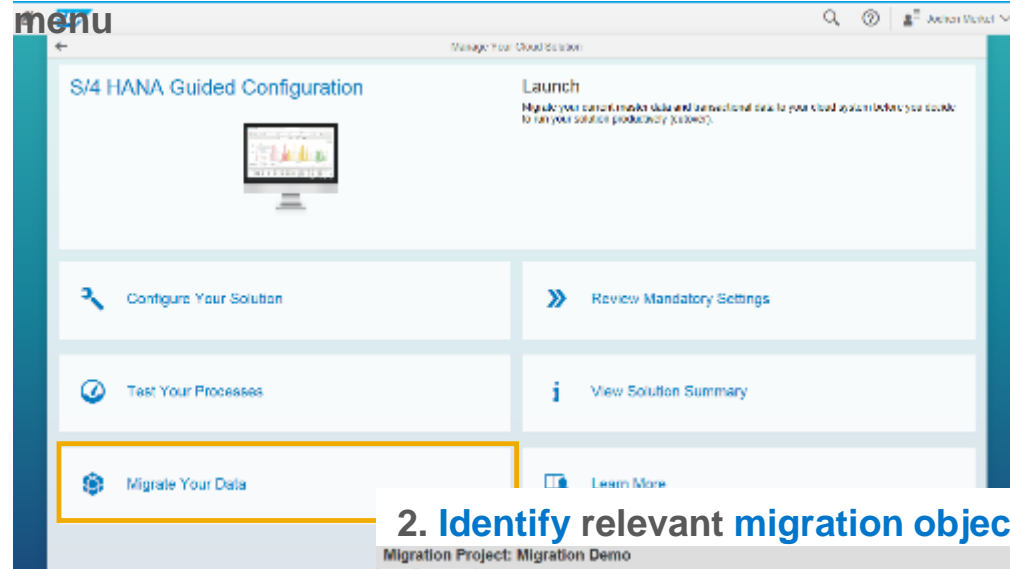
SAP Data Migration gives you what you need: A solution you can trust
Easy to use data migration solution to reduce project risks and speed implementation

- Reusable Tools for Ongoing Data Governance
- Pre-Defined Content and Rules
- SAP and Partner Services

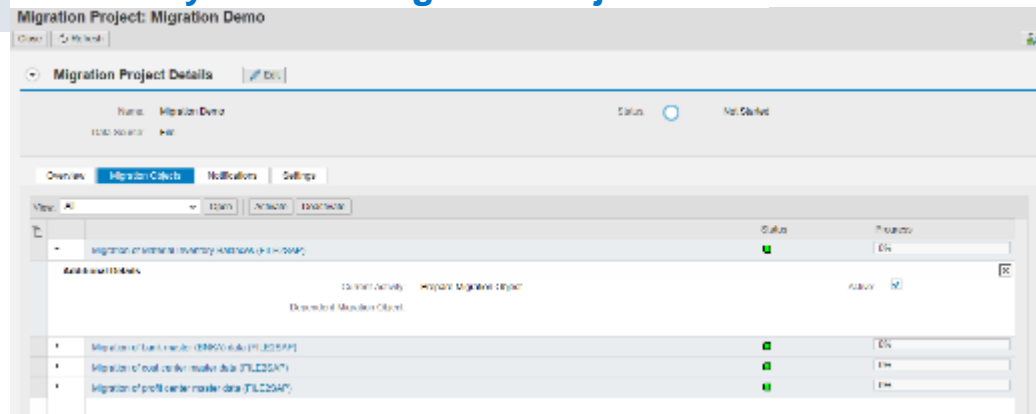
SAP S/4HANA New Implementation Migration Cockpit (Cloud)



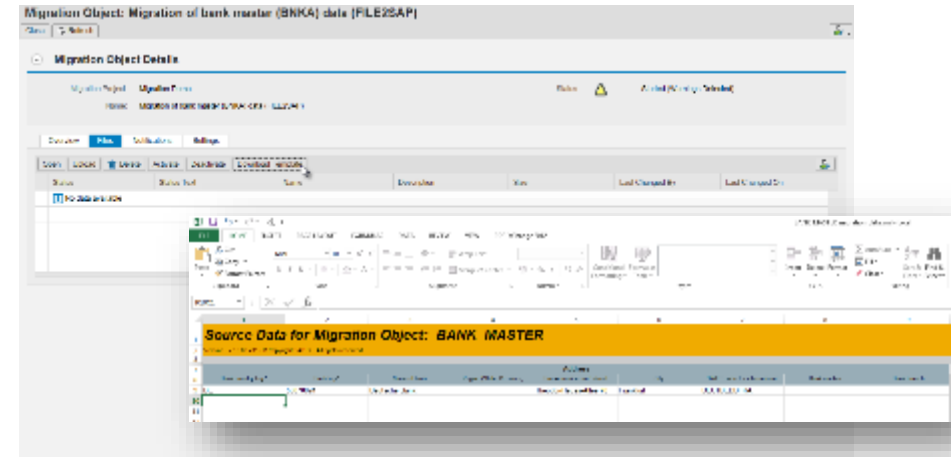
1. Select **Migrate your data** from Guided Configuration



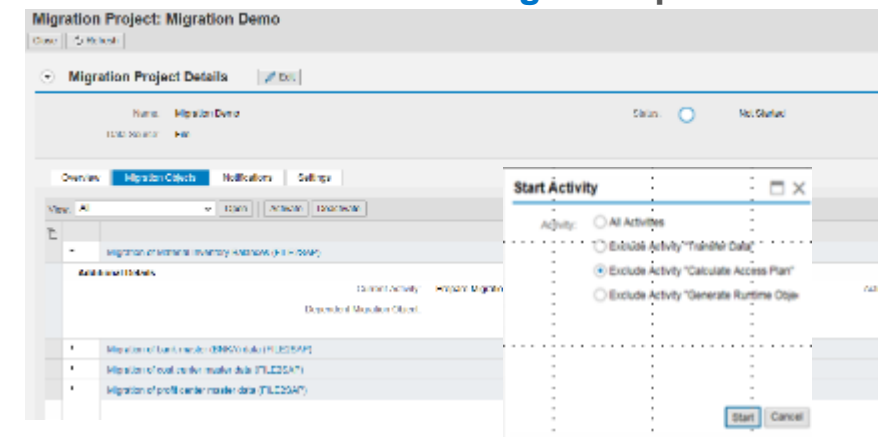
2. Identify relevant migration objects



3. Generate **file template** for selected migration objects



4. Start and monitor data migration process



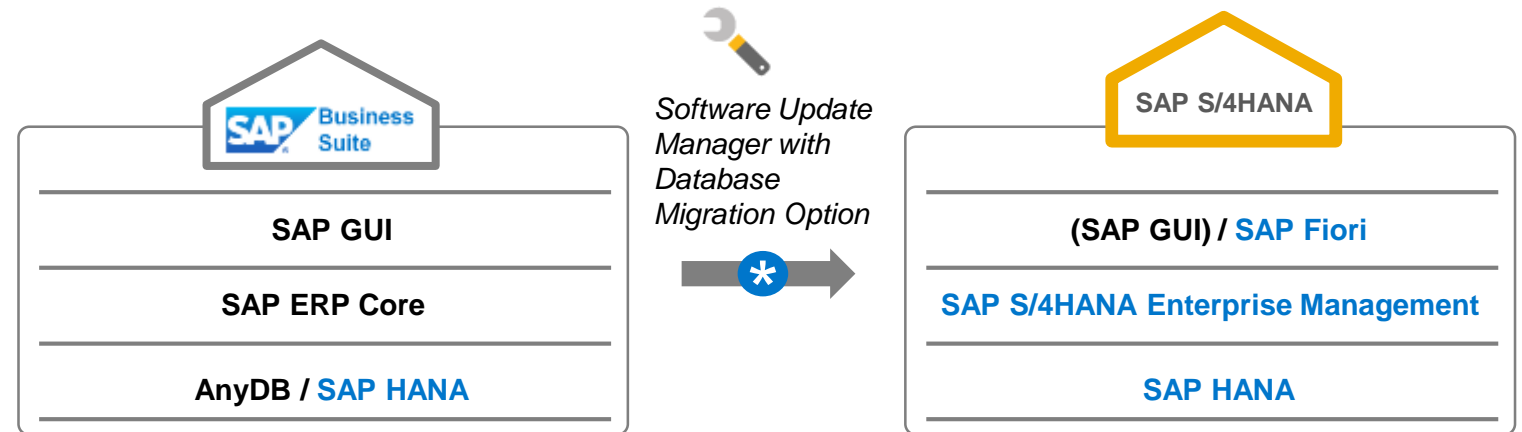
SAP S/4HANA System Conversion



Scenario description




Customers who want to change their current system into a SAP S/4HANA system.

Database, SAP NetWeaver and application transition in one step.



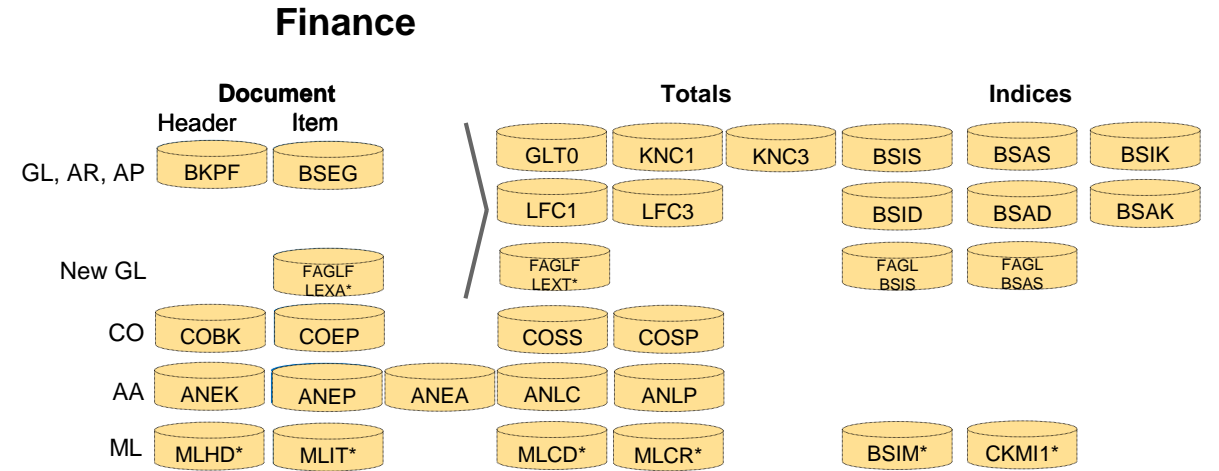
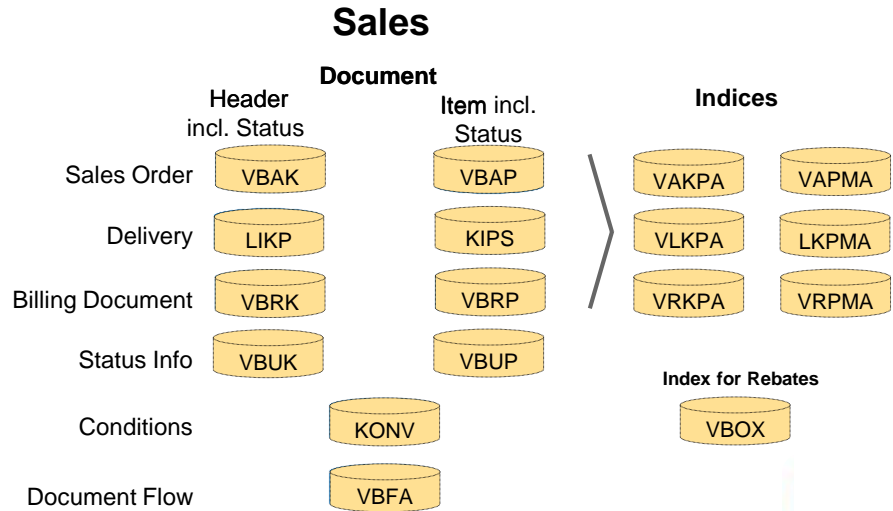
Benefits

- + Migration without reimplementation
- + No disruption for existing business processes
- + Re-evaluation of customization and existing process flows

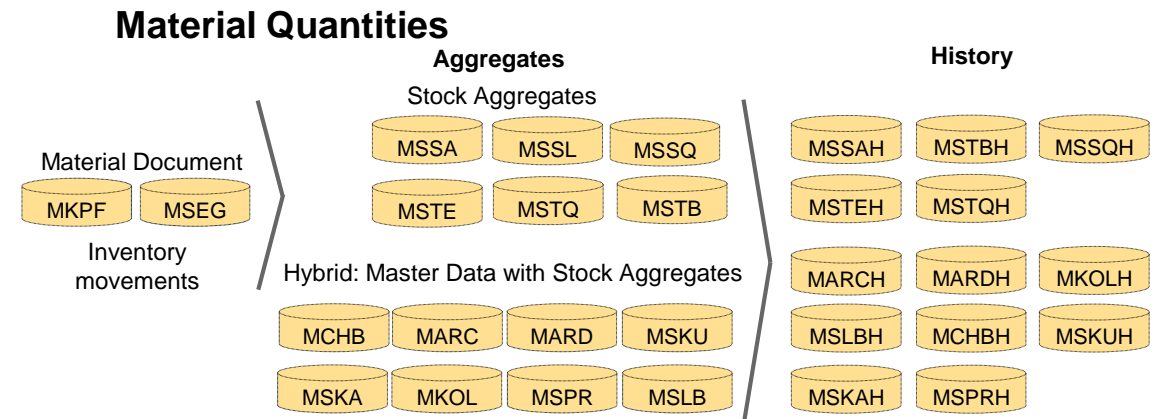
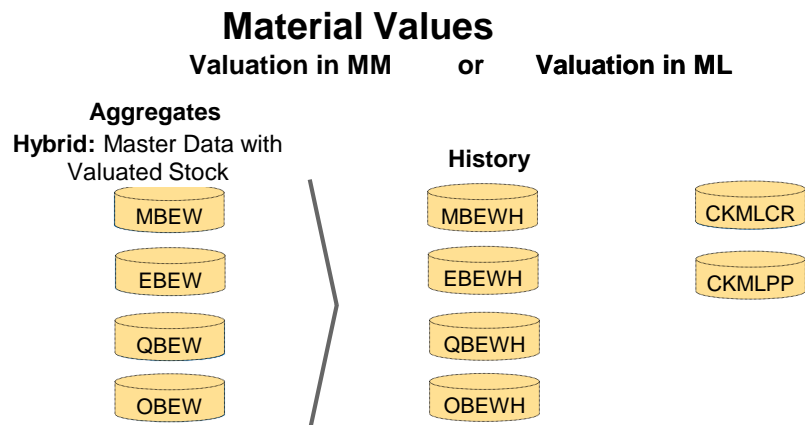
Steps	How
 Check Add-Ons, Business Functions and Industries	Check supported Add-Ons, Business Functions and Industries using Maintenance Planner
 Check functionality and custom code	Execute Pre-Transition Checks to validate prerequisites for SAP S/4HANA System Conversion
 Execute System Conversion	Run the SAP S/4HANA system conversion using Software Update Manager (SUM) with Data Migration Option (DMO)

SAP S/4HANA System Conversion

Data Model Simplification



SAP Business Suite

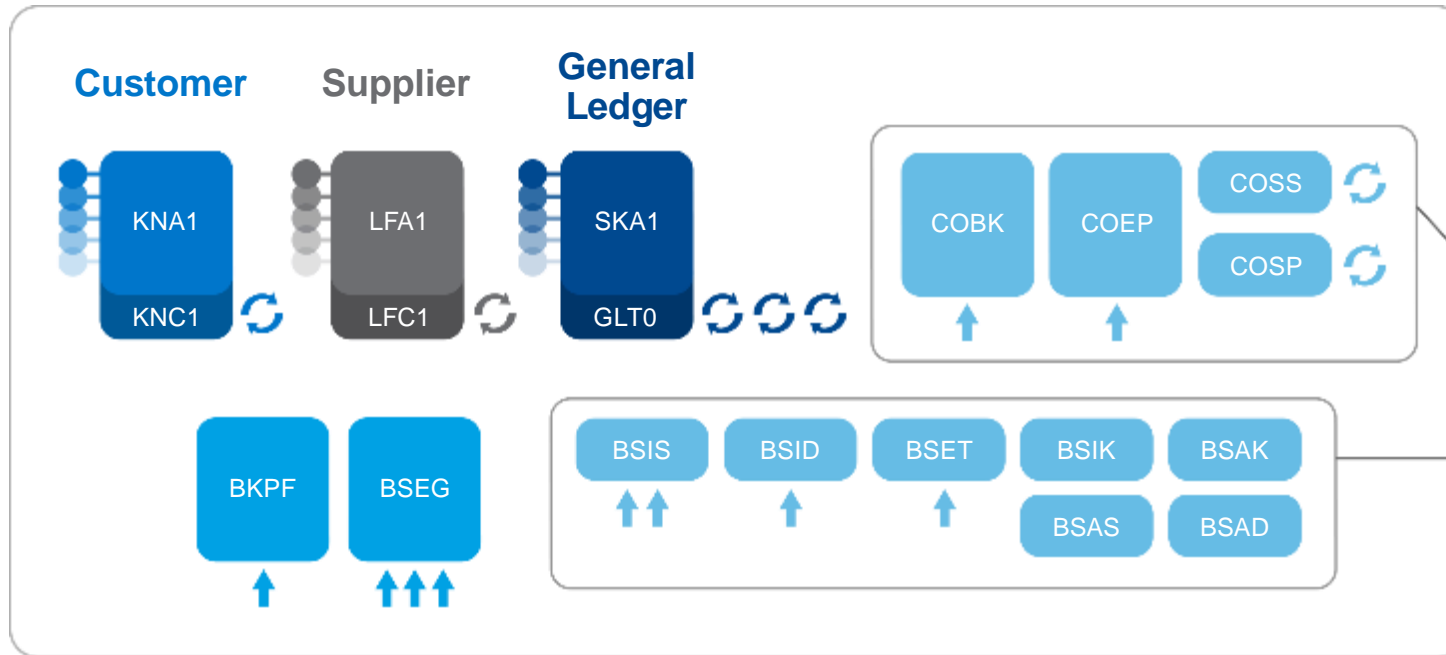


SAP S/4HANA System Conversion

Data Model Simplification – Invoice Posting example

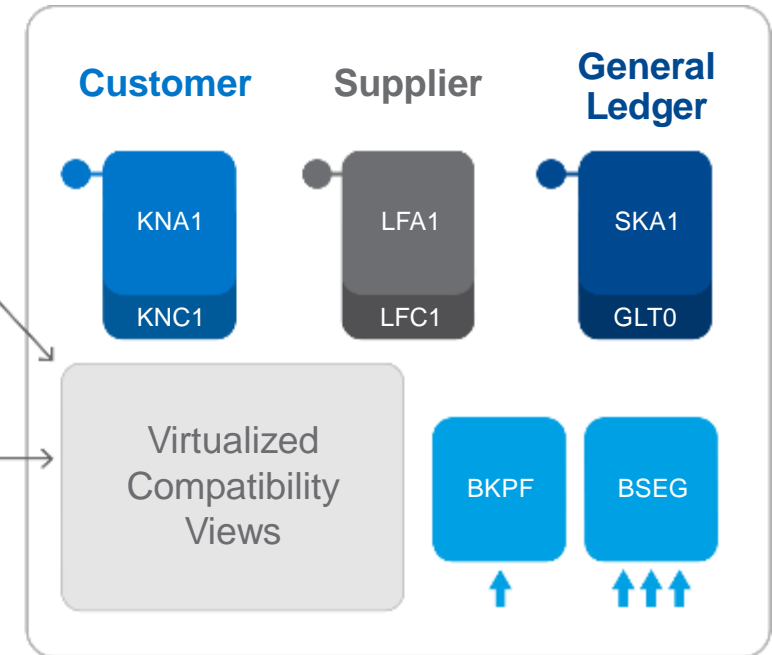


Before



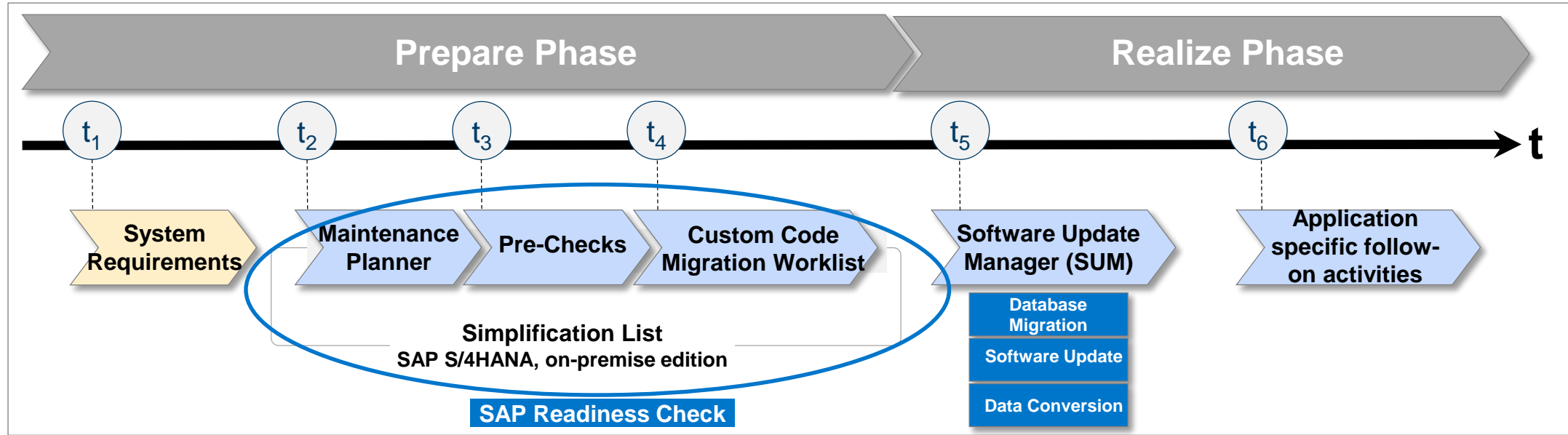
14 tables, 3 primary indices, numerous secondary indices, 10 inserts, 5 subtotals

After



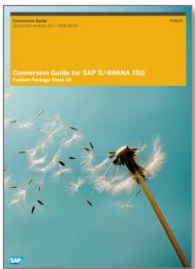
5 tables, 3 primary indices, 4 inserts. Secondary indices and subtotals are virtualized with compatibility views

SAP S/4HANA System Conversion Sequence



Additional Information

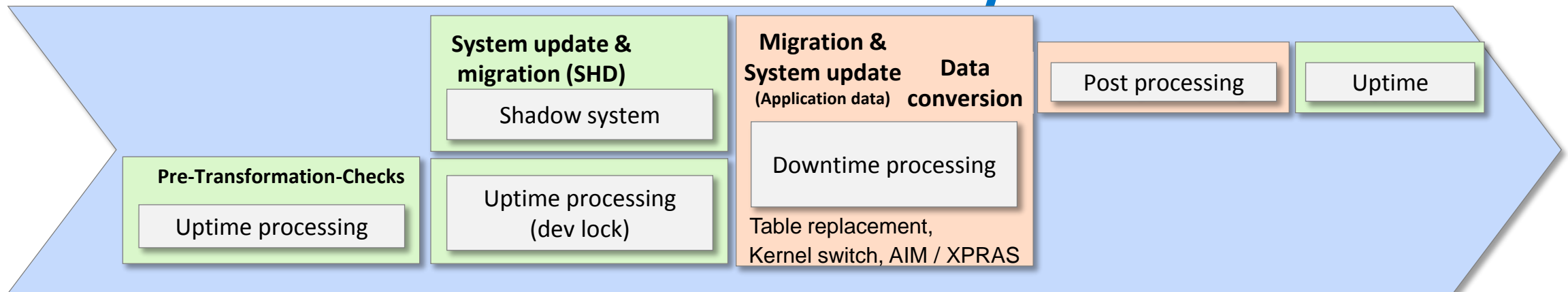
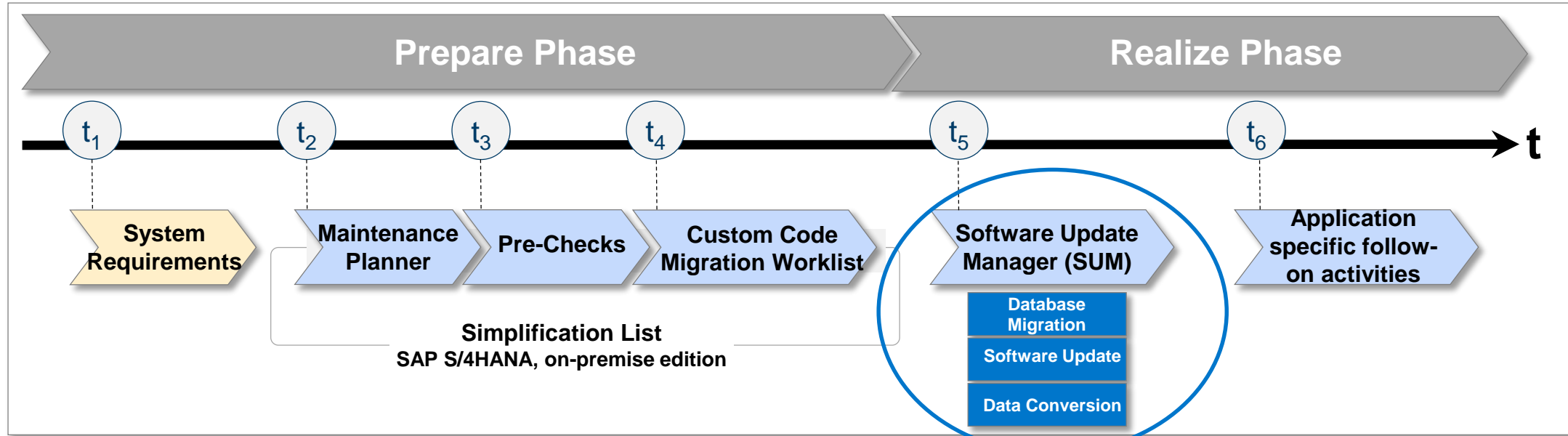
- *Simplification List* for SAP S/4HANA, on-premise edition http://help.sap.com/s4hana_op_1610#section5
- *Maintenance Planner* see SAP Help: <http://help.sap.com/maintenanceplanner>
- *Pre-checks* are shipped as SAP Notes to customers that want to convert to SAP S/4HANA. SAP Note 2182725, and all the related notes attached to it.
- *Custom Code Migration Worklist* → see SAP Help Portal: [Link](#) and the following SCN blog: [Link](#)
- *Software Update Manager* → [Link](#) → *Software Logistics Toolset 1.0* → *System Maintenance*



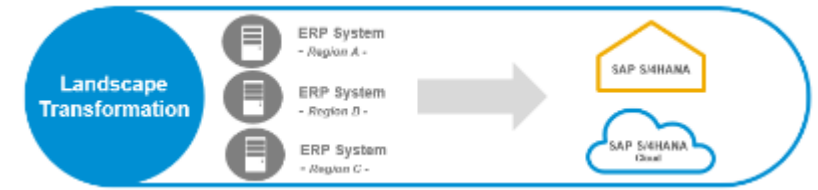
Conversion Guide for SAP S/4HANA 1610

http://help.sap.com/s4hana_op_1610#section2

SAP S/4HANA System Conversion Sequence



SAP S/4HANA Landscape Transformation



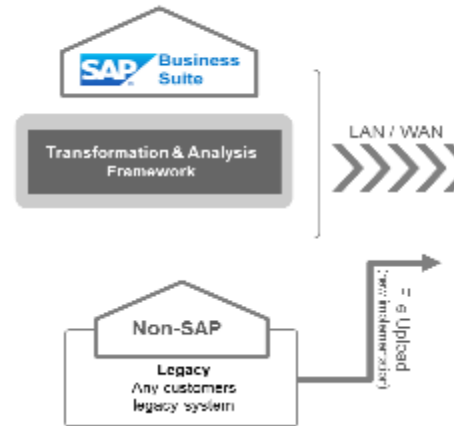
Scenario description

Customers who want to consolidate their landscape or to selectively transform data into a SAP S/4HANA system.

Benefits

- + Value-based migration: selective data transformation allows a phased approach focusing the first SAP S/4HANA migration phase on parts of the business with highest ROI and lowest TCI
- + Agility: stay on current business processes but move gradually to SAP S/4HANA innovations (Move to SAP S/4HANA at your own pace!)
- + TCO reduction: system and landscape consolidation with harmonized/ simplified processes and unified master data lead to lower cost of operations

Source Environment



Target Environment



SAP Landscape Transformation

Technical migration on table level using pre-configured LT transformation solutions



Consolidation

System Merge of multiple source systems into one new or existing SAP S/4HANA system (build-up multiple client system)

Selective Data Transformation

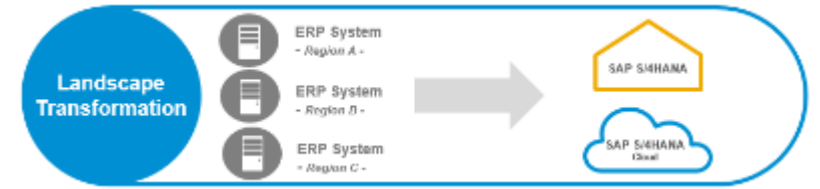
Migration of business units/single entities such as company code

Implementation of SAP Central Finance

Implementation of S/4HANA Central Finance including real-time reposting of financial transactions into Central Finance instance (synchronization of systems)

SAP S/4HANA Landscape Transformation

Possible consolidation scenarios



Greenfield

“Start from scratch”

Systems to be merged won't be in operative use afterwards.

A new system with a new organizational structures and processes will be created.

In case of a „selective“ migration access to source systems for historical information is required.



Brownfield

“Pick up best scenarios within company”

Systems to be merged won't be in operative use afterwards.

A new system with a new organizational structures but existing processes will be created.

In case of a „selective“ migration access to source systems for historical information is required.



Blackfield

“Pure technical n to 1”

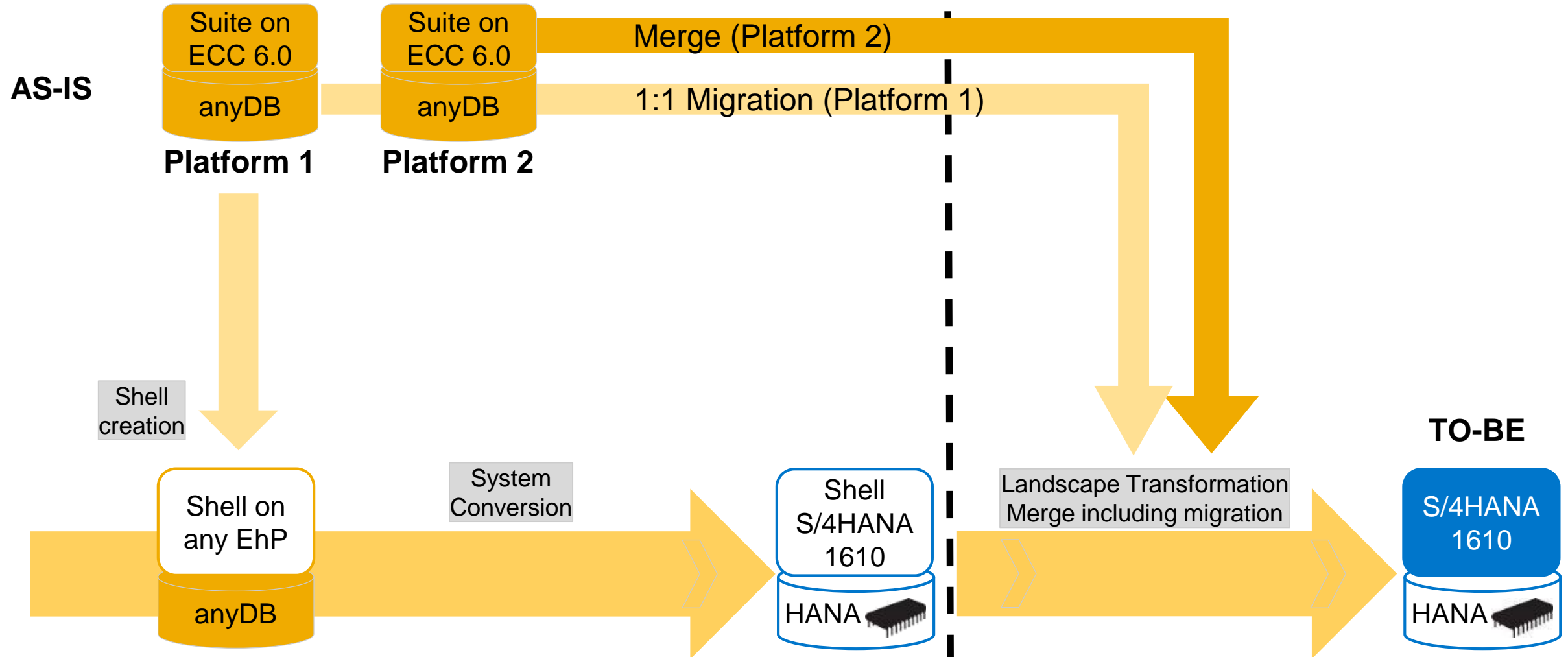
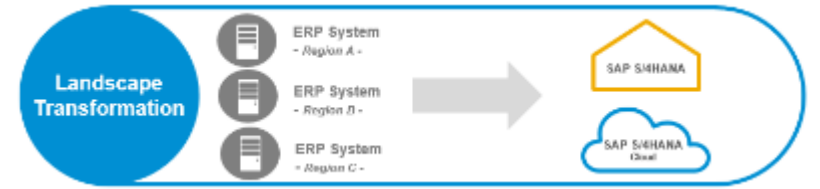
One system will be identified as „leading“ system, others will be merged into that.

All existing processes and organizational structures will be adjusted in case of conflicts.

In general all data will be migrated.

SAP S/4HANA Landscape Transformation

Brownfield consolidation scenario example



Agenda

1 S/4HANA Transition Scenarios

2 S/4HANA Value Assurance Service Packages

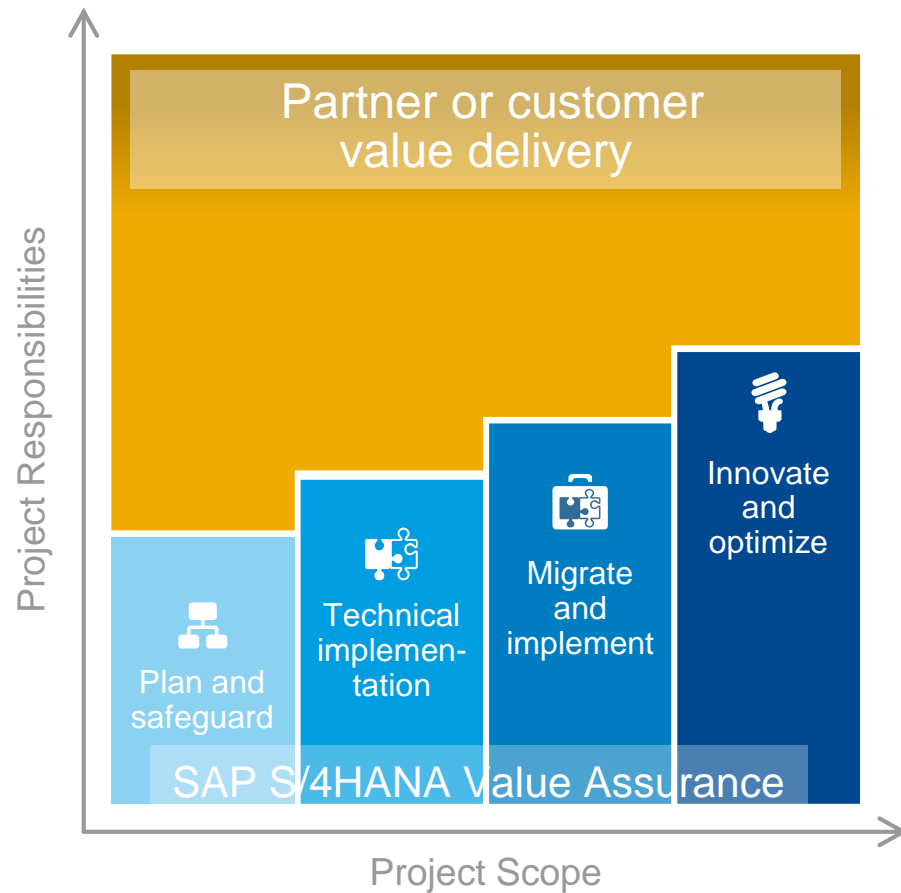
3 Next Steps

SAP S/4HANA Value Assurance Service Packages

The Right Level of SAP Involvement Based on Customer Needs

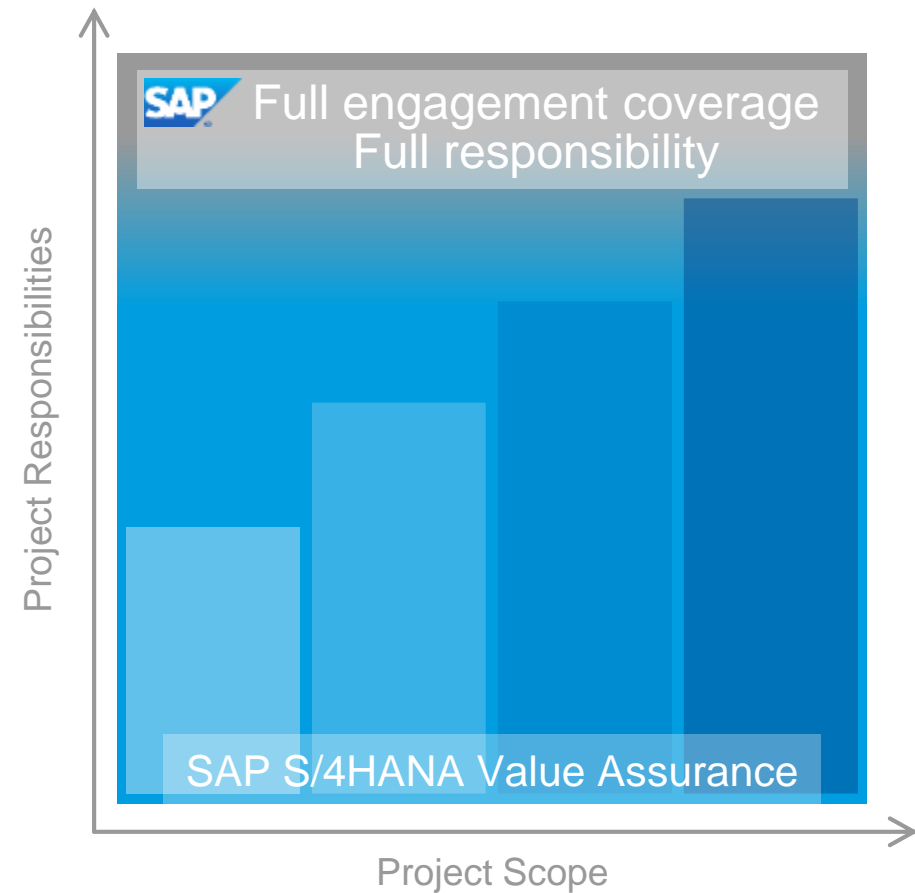
Partner- or customer-led projects

Complemented by service packages



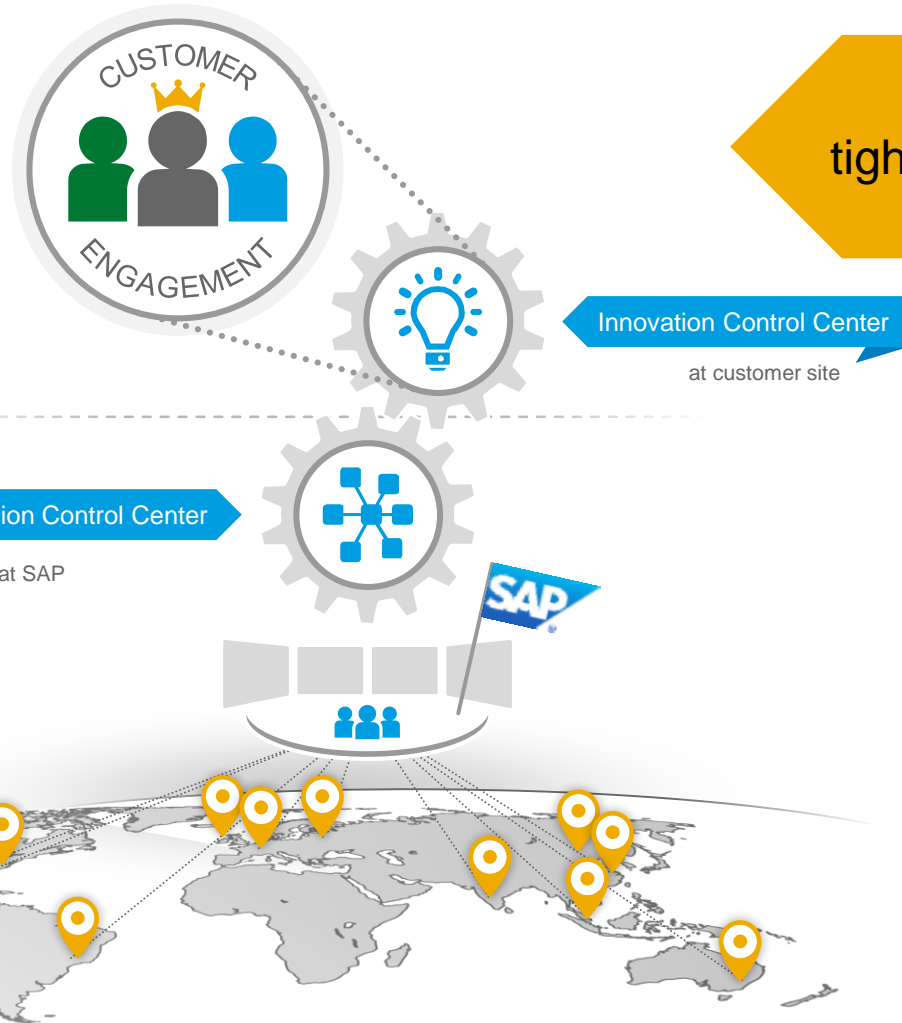
SAP-led projects

Individually scoped



SAP S/4HANA Value Assurance Service Packages

Innovation Control Center at Customer with Mission Control Center at SAP



70,000 experts at your services

tight connection of the Innovation Control Center at the customer with Mission Control Centers at SAP to maximize impact

- **Right experts available anytime**
Remote access to SAP experts of all kinds and developers globally
- **Quick reaction in end-to-end lifecycle**
From value proposition to value realization and innovation
- **Risk evaluation and mitigation**
Cross coordination for complex requests across multiple expert areas

SAP S/4HANA Value Assurance Service Packages

Accelerated path to SAP S/4HANA

Accelerate time-to-value and cut costs for implementation

S/4HANA
Discovery
Workshop



SAP S/4HANA Value Assurance Service Packages

plan and safeguard | technical implementation | migrate and implement | innovate and optimize

Discover

Prepare

Explore

Realize

Deploy

Run

Methodology, Best Practices, Guided Configuration and Tools

SAPACTIVATE powered by SAP Solution Manager 7.2



Agenda

1 S/4HANA Transition Scenarios

2 S/4HANA Value Assurance Service Packages

3 Next Steps

S/4HANA Discovery Workshop

ASSESS THE RELEVANT SCOPE OF SAP S/4HANA AND THE FEASIBILITY AND READINESS TO ADOPT

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.

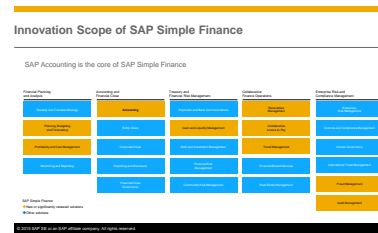
Scope and concept of SAP S/4HANA with improved features, capabilities and innovations



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, the potential SAP solution, associated benefits



WHY YOU SHOULD DO IT

- Understand SAP S/4HANA capabilities and start alignment with business and IT requirements and needs;
- Identify Business benefits adopting SAP S/4HANA.

© 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.