



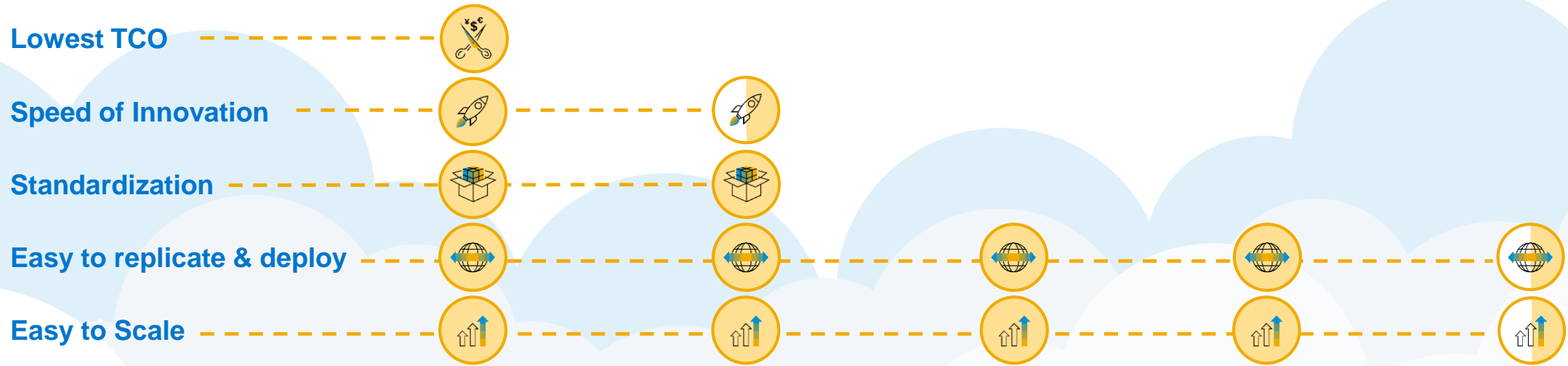
SAP S/4HANA Cloud, single tenant edition

Customer Presentation

Oscar Samillan, SAP
July, 2019

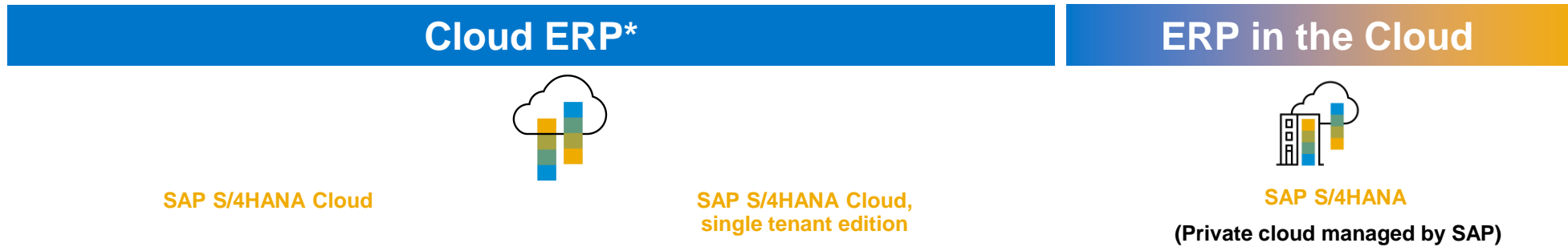
PUBLIC

SAP offers choice for the S/4HANA cloud journey



	Cloud		Customer Cloud		
Licensed via	SaaS Model		License + Subscription	License + IaaS cost	License
Governed by	SAP	Shared	Customer		
Adapted through	Configuration		Code Modification		
Runs on	Cloud	Dedicated Cloud	Private Cloud	Hyperscaler	Customer owned
Solutions	S/4HANA Cloud	S/4HANA Cloud , Single tenant edition	HANA Enterprise Cloud	Hyperscalers and S/4	S4HANA OnPrem

One SAP S/4HANA: the right solution for each customer cloud journey



Implementation	Greenfield with data migration	Greenfield with data and configuration migration	Greenfield or conversion of existing implementations
Functional Scope	Business configuration of standardized core ERP and select LOB processes	Full functional S/4HANA scope of core ERP and extended LOB and industry processes	Full functional S/4HANA scope of core ERP and extended LOB and industry processes
Industries Supported	In-depth support for professional services and component manufacturing; more industries on road map	All industries supported	All industries supported
Extensibility	S/4HANA Extensibility Framework and extensions via SCP, using whitelisted APIs	S/4HANA Extensibility Framework and extensions via SCP, with full extensibility option	Customization, modification, and extensibility possible
Innovation Cycle	Quarterly	Up to 2 upgrades a year	Annual; speed of adoption on customers' schedule
Deployment Benefits	Multi-tenant environment, Lowest TCO and fastest time to value	Single-tenant environment Low TCO and fast time to value	Customer controlled deployment and implementation efforts
Licensing	Subscription licensing	Subscription licensing	BYOL + infrastructure subscription
Infrastructure	Shared public cloud	Dedicated system landscape on cloud infrastructure	Customer specific system landscape Runs on SAP HANA Enterprise Cloud

SAP S/4HANA Cloud, single tenant edition

Key Characteristics

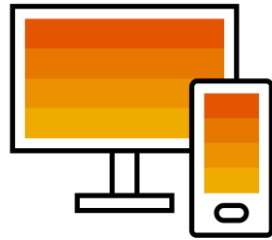
Key Characteristics for SAP S/4HANA Cloud, Single Tenant Edition

Full Scope



- Full ERP functional scope for 63* country versions in 39* languages, supporting 25* industries
- SAP Best Practices for 29 countries

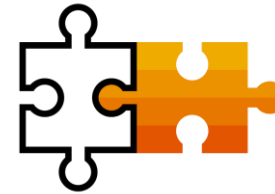
Standardization



- Preconfigured packages comprising standardized infrastructure, licenses & proactive services

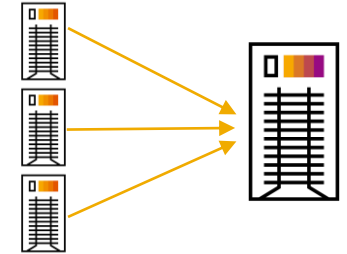


Extensibility



- Access to Extensibility Framework
- Full expert configuration possibilities (IMG)
- All extension possibilities are available e.g. APIs, BAdIs, User Exits
- SAP code must remain unchanged

Integration



- All integration possibilities are available (not only whitelisted APIs):
- Full integration into public cloud systems
 - Full integration into OnPrem systems

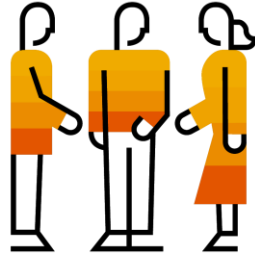
Commercial terms for SAP S/4HANA Cloud, Single Tenant Edition

New Installation



- New installation in HEC
- Data migration & transports are possible
- No system copy for new installations

Governance



- Shared system governance – customer & SAP
- Lifecycle management for release upgrades (up to 2 releases per year), support & feature packs included – testing is not
- Customer can influence update timeslot

Commercial Terms



- Initial contract term: 3 to 5 years for productive scenarios only









Business Continuity & Security



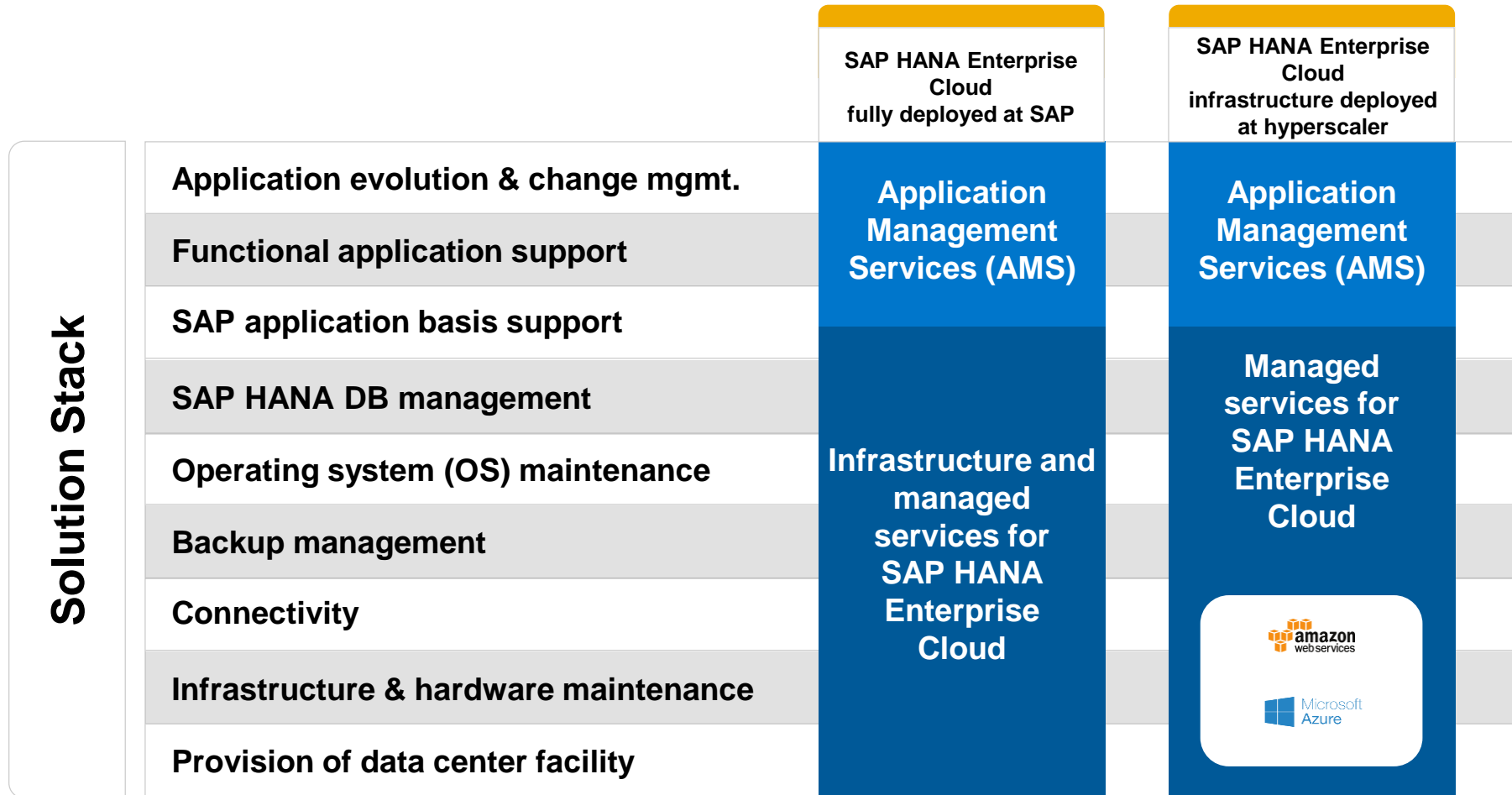
- Business Continuity & Security ensured by High Availability + Backup & Restore (included) and Disaster Recovery (separate option)

Scalable Services for S/4HANA Cloud, single tenant edition

Included in standard subscription fee for S/4HANA Cloud, single tenant edition:

	INCLUDED	SCALABLE	
 Software Support			<ul style="list-style-type: none"> ▪ Mission critical support incl. direct access to experts and best-in-class SLAs ▪ SAP Enterprise Support featuring e.g. value maps, etc. ▪ Empowerment – 24x7 access to support portal, webinars, e.a.
 Application Management			<ul style="list-style-type: none"> ▪ Setup-services incl. Fiori LP configuration ▪ System health/ Operations services ▪ Innovation services e.g. workshops for release upgrades
 Infrastructure Management			<ul style="list-style-type: none"> ▪ Standard infrastructure mgmt & core cloud managed services ▪ Operating system maintenance & SAP HANA DB mgmt ▪ System health check services, system monitoring, capacity management, release upgrades and SPS/FPS updates

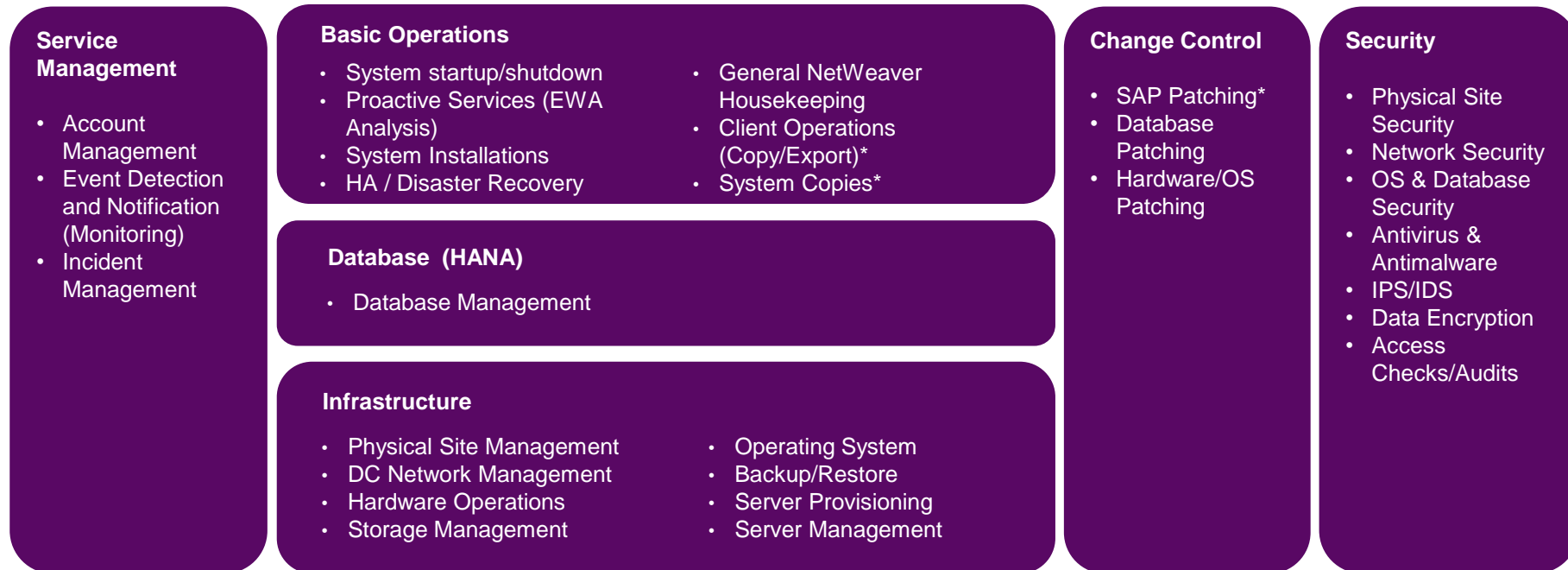
Digital Core Cloud Multi-Cloud Capability Strategy



SAP delivers HANA Enterprise Cloud Managed Services and Support to the same high standard of service on hyperscale clouds, than we deliver on our own datacenters.

Core service scope

What our managed services cover

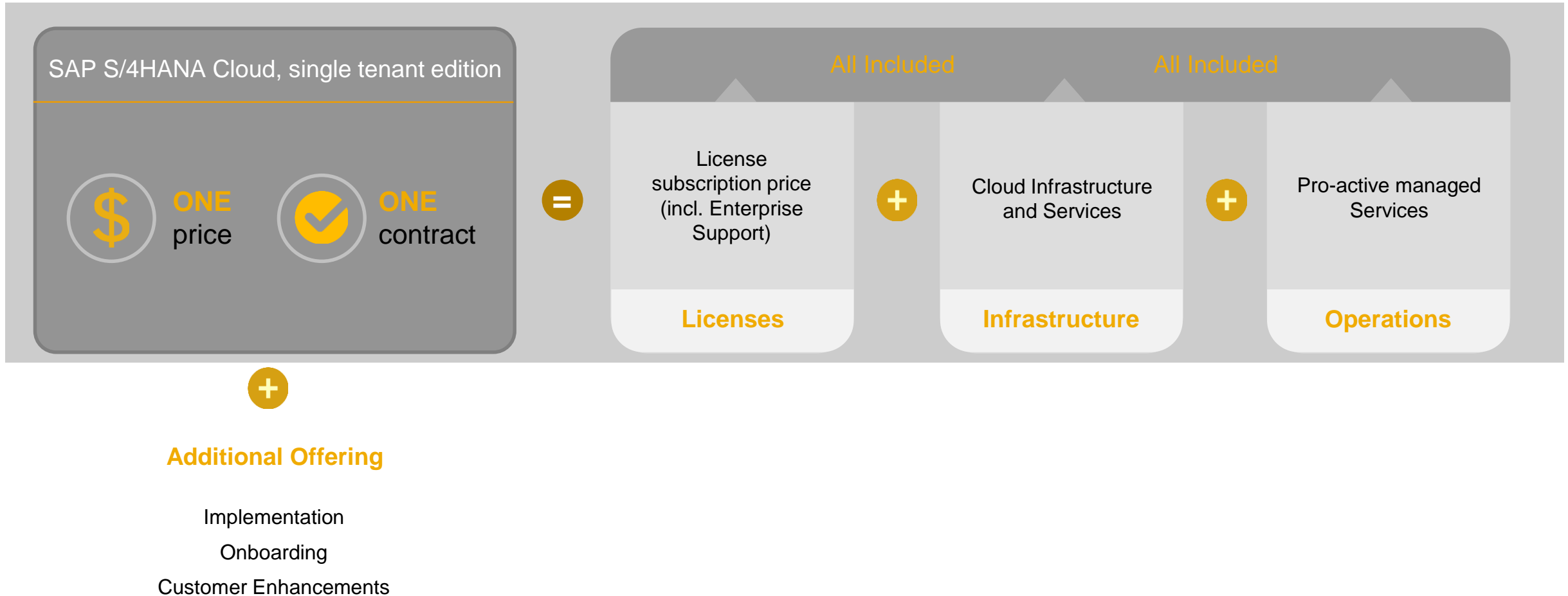


* Refer SAP HEC Roles and Responsibility Matrix: <https://www.sap.com/dmc/policies/hec/sap-hec-for-production-service-description-catalog-v36-1-english-master.pdf>

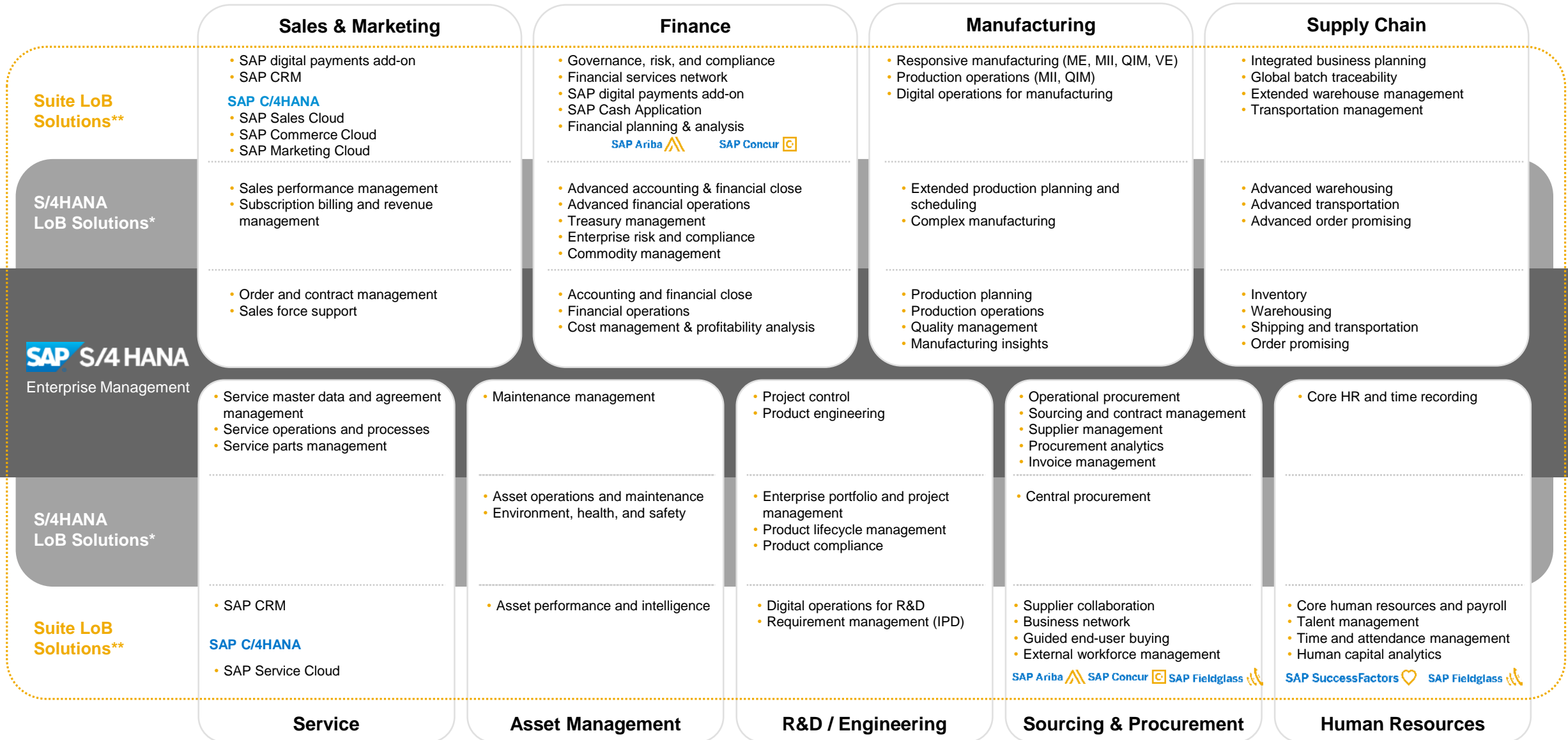
SAP S/4HANA Cloud, single tenant edition

Scope Overview

Simple subscription model for SAP S/4HANA Cloud, single tenant edition



SAP S/4HANA Cloud, single tenant edition



SAP S/4HANA Cloud, single tenant edition powered by **Hyperscaler**



Trust SAP's & Hyperscalers Innovation

- SAP's innovations in HANA and S/4HANA for your competitive advantage
- Best practices services from SAP delivered by highly skilled SAP experts
- Infrastructure which supports SAP's reference architecture delivered by enterprise class datacenters of any hyperscaler



Protect Investments and Generate Faster ROI

- Reduce complexity providing interconnected infrastructure for SAP and non-SAP-Systems from same data center
- Gain business agility with faster time to market for production deployments leveraging cloud peering or existing network connectivity to hyperscaler



Optimize Business Outcomes

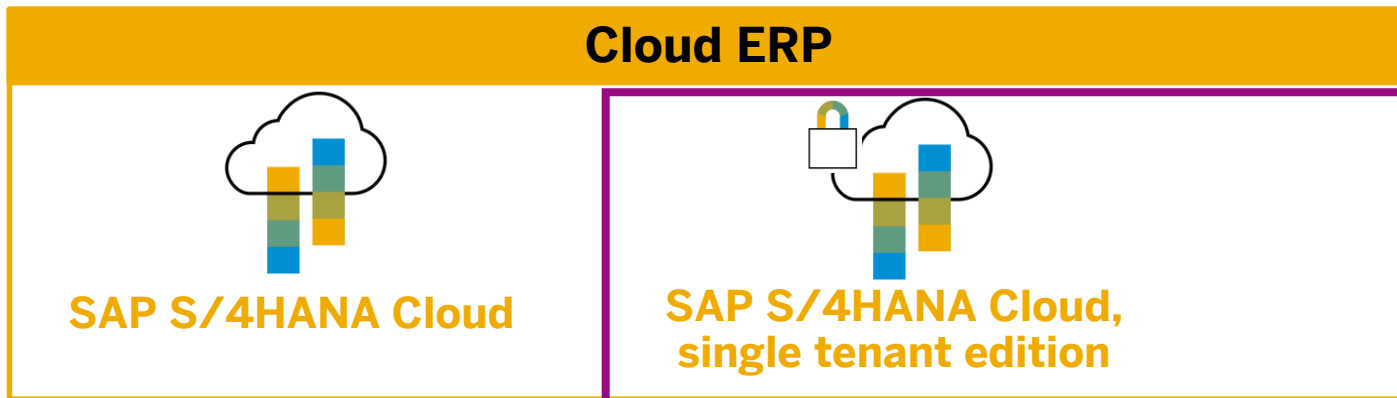
- HEC provides a fully implemented system up and running with an SLA of up to 99.9% for full application stack
- SAP ensures a seamless services & support experience as a single point of accountability

SAP S/4HANA Cloud, single tenant edition

Implementation

Steps to Go Live with SAP S/4HANA Solution

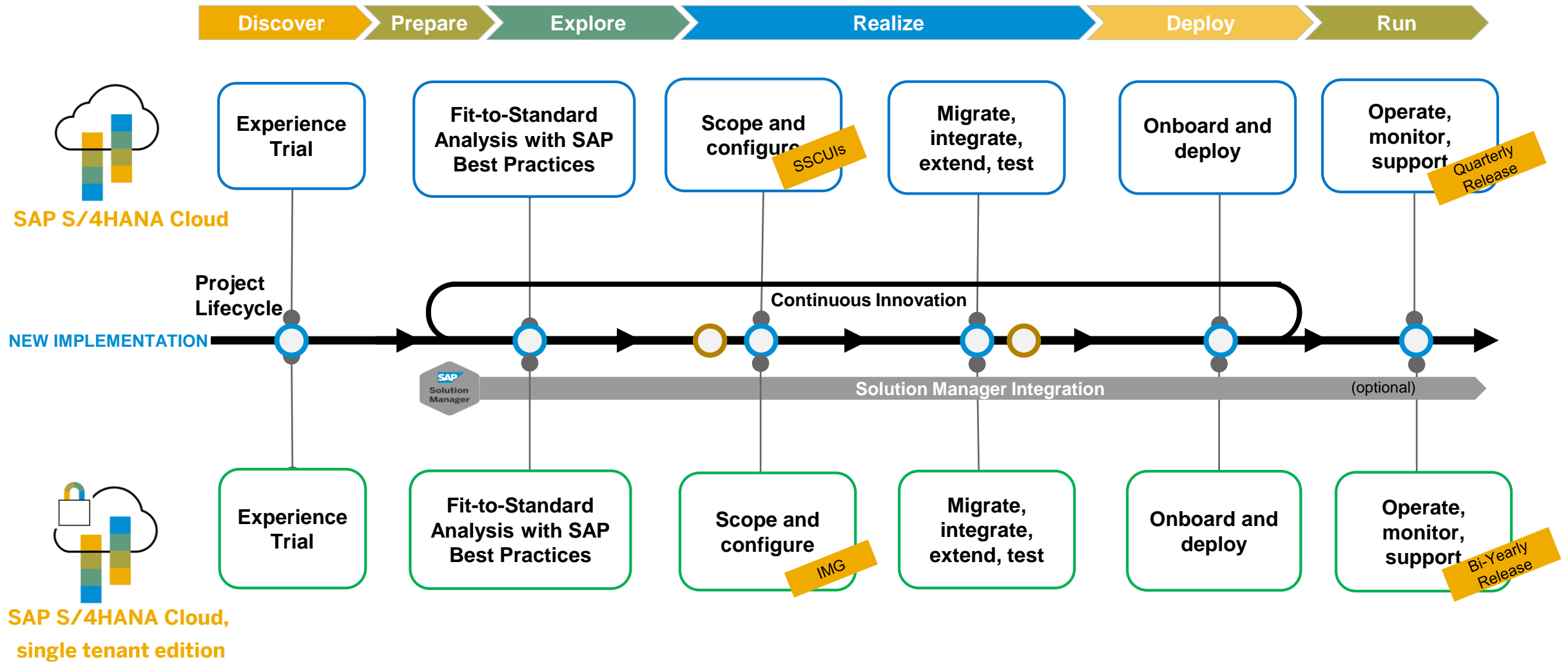
Detailed View



SAP S/4HANA

SAP Activate	Clear Methodology for Adoption and Extensibility	<ul style="list-style-type: none"> SAP Activate methodology for SAP S/4HANA Cloud 	<ul style="list-style-type: none"> SAP Activate methodology for SAP S/4HANA Cloud, single tenant edition 	<ul style="list-style-type: none"> SAP Activate: Transition to SAP S/4HANA (supporting New Implementation, System Conversion, Landscape Transformation)
	Business Processes Delivered Ready to Run	<ul style="list-style-type: none"> Best Practices for SAP S/4HANA Cloud Admin ERP Two-tier 	<ul style="list-style-type: none"> Best Practices for SAP S/4HANA SAP Model Company Ecosystem Partner Pre-configuration 	<ul style="list-style-type: none"> Best Practices for SAP S/4HANA SAP Model Company Ecosystem Partner Pre-configuration
	Apps for Adoption and Extensibility	<ul style="list-style-type: none"> Guided Configuration in the SAP S/4HANA Cloud application Implementation Portal for SAP S/4HANA Cloud (preview in 1805) 	<ul style="list-style-type: none"> Implementation Guide in SAP S/4HANA (per results of Fit-to-Standard workshops) SAP Solution Manager 7.2 with Focused Build 	<ul style="list-style-type: none"> Implementation Guide inside SAP S/4HANA based on results of Fit/Gap Analysis workshops SAP Solution Manager 7.2 with Focused Build

Deploying SAP S/4HANA Cloud with SAP Activate



Golden Rules for Implementation of SAP S/4HANA Cloud, single tenant edition

1. Foster Cloud Mindset and Adherence to Fit-to-Standard Approach

2. Use SAP Best Practices

- Use SAP S/4HANA Best Practices or SAP Model Company (Version 1809 or higher)*
- Follow the given SAP Activate guidance

3. Ensure cloud-like Integration

- Use public APIs (also known as white-listed APIs)
- No native access to not public APIs
- Follow the given SAP Activate guidance

4. Ensure cloud-like Extensions

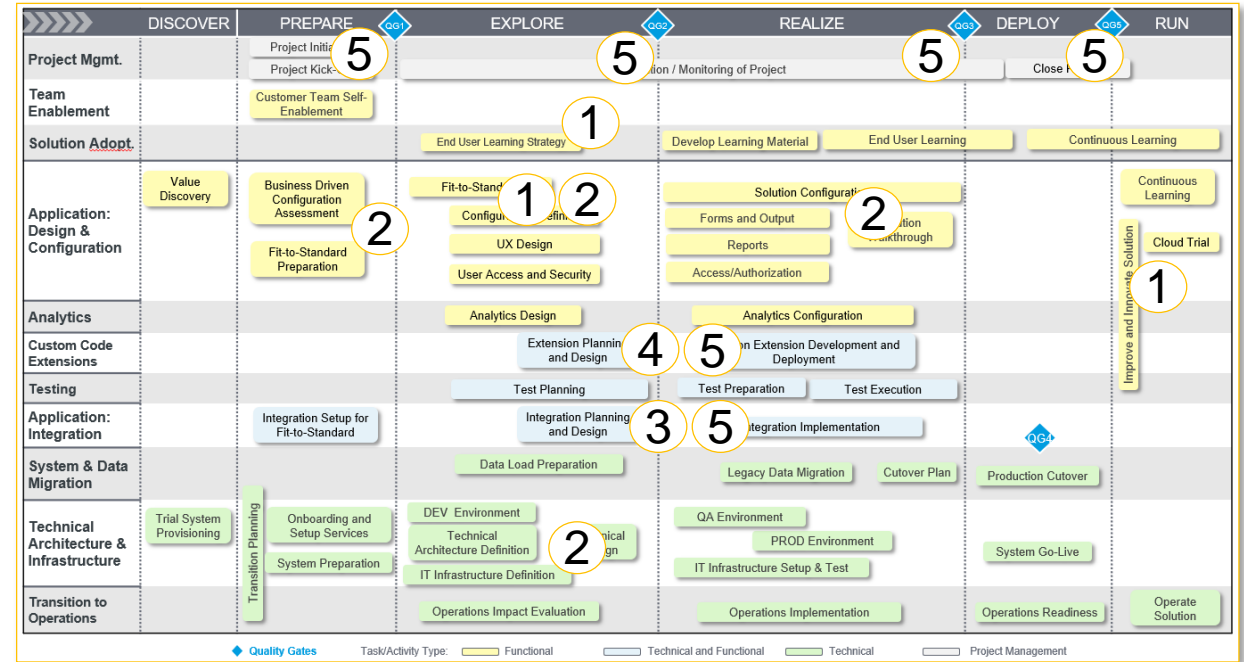
- Develop customer extensions in a side-by-side approach using the SAP HANA Cloud Platform (as for public cloud)
- Backend enhancements should be avoided
- No source code modification
- Follow the given SAP Activate guidance

5. Transparency on Deviations

- As the customer has full flexibility to do IMG configuration, z-objects etc. Any deviation has to be clearly documented as part of the single tenant implementation

* Compliance to cloud content architecture guidelines; no copy of client 000 configuration

SAP Activate for SAP S/4HANA Cloud, single tenant edition



Benefits on using the 5 Golden Rules

- **Faster** implementation by using standard processes (Best practices or Model Company)
- **Lower** efforts in upgrades – less classic extensions, changes in SAP Code
- **Business value driven** implementation of extensions and integrations
- **Lower** efforts in future implementations (if SAP S/4HANA Cloud is on the roadmap)

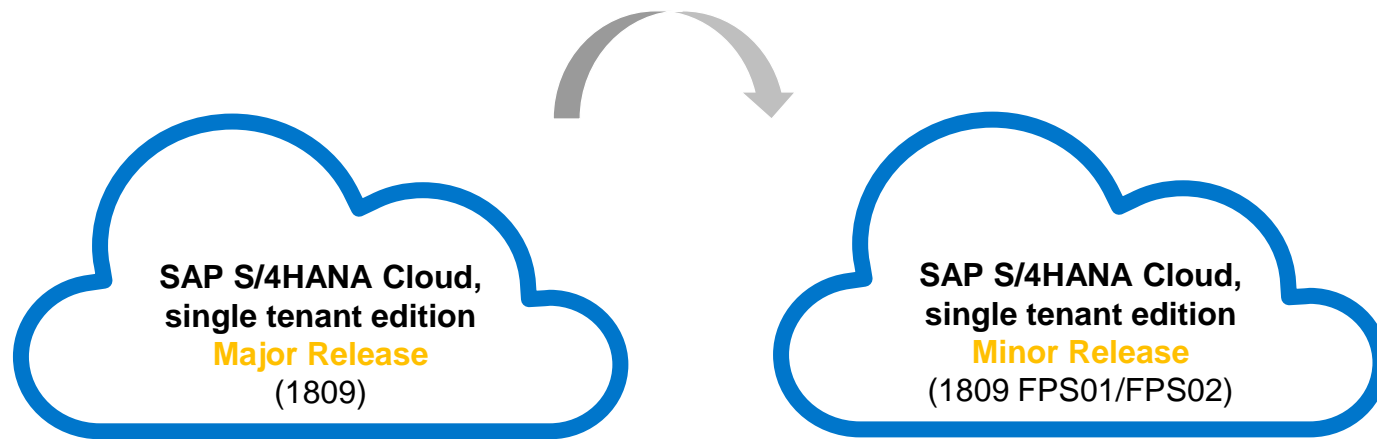
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Upgrades

SAP S/4HANA Cloud, single tenant edition

Bi-yearly innovation cycle

Bi-yearly innovation cycle

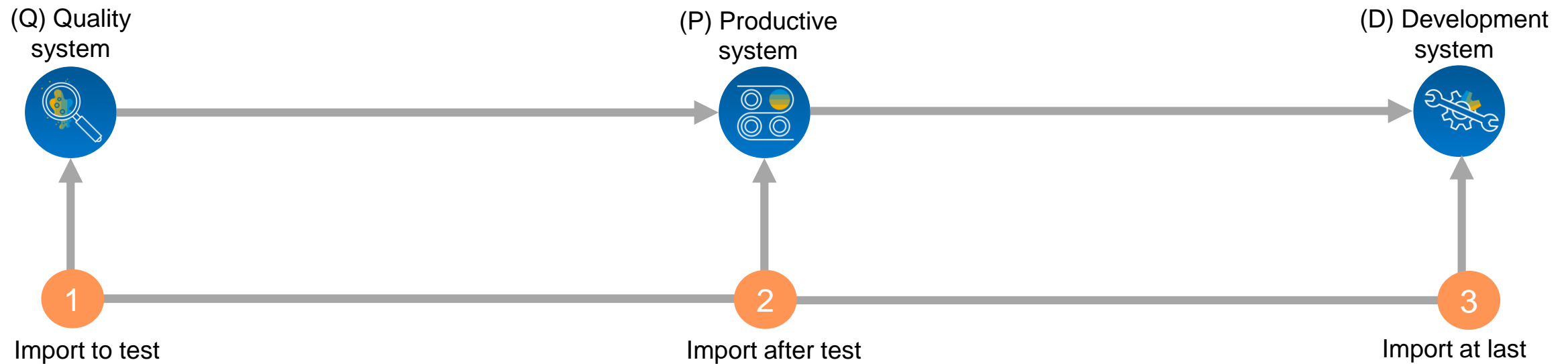


Accelerated innovation possible with:

- Fit to Standard vs. Fit Gap Analysis.
- Use of SAP Best Practices.
- Use of Model companies.
- In-App Extensibility and New Application Extensibility via SAP Cloud Platform (no source code modification allowed).
- Continuous system maintainability HANA Enterprise Cloud Delivery.
- Explore and leverage new innovation to gain enhanced business value vs. maintain, upgrade & Exploit the system.

SAP S/4HANA Cloud, single tenant edition

Three-system landscape



Bi-yearly shipments

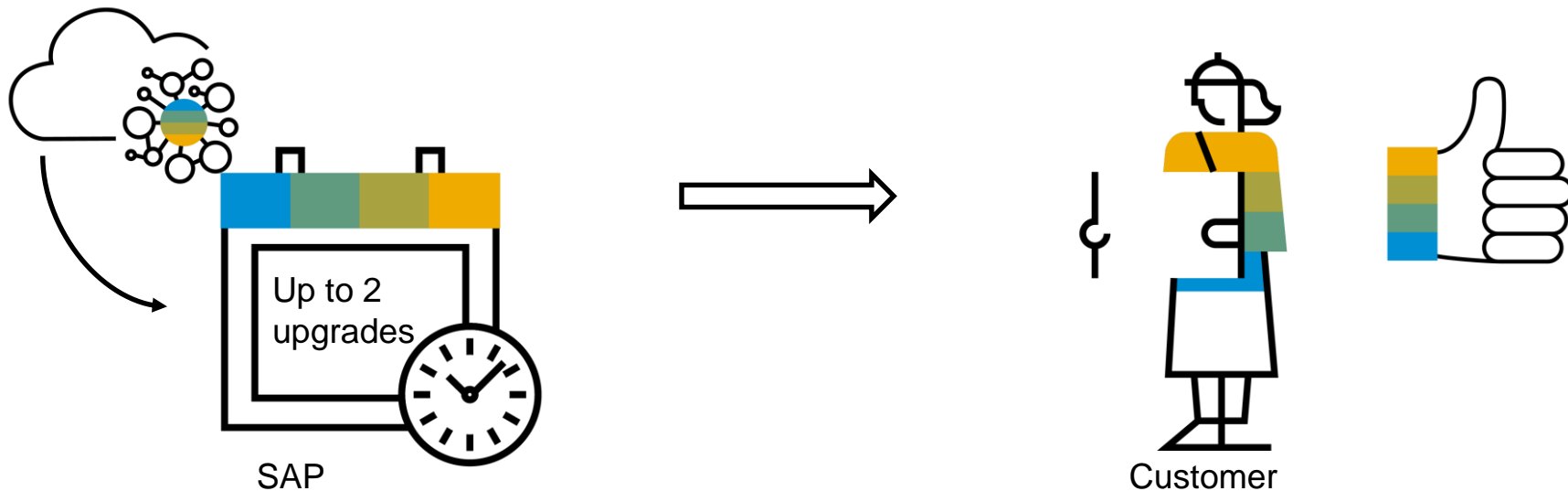
- Regular imports
- Enhancements
- Additional innovations



SAP S/4HANA Cloud, single tenant edition

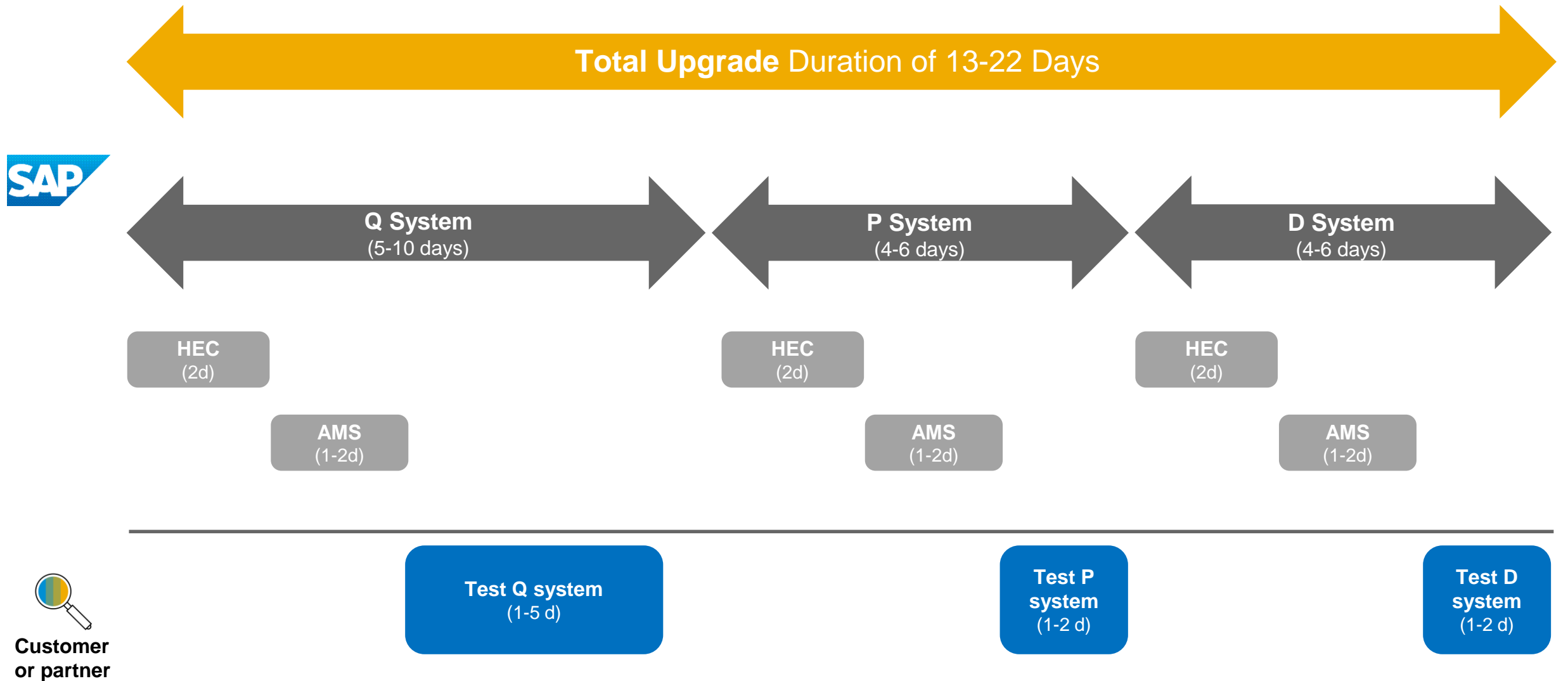
Upgrade Schedule

- Taking into consideration version dependency of the different packages, SAP will create a customer individual plan for the upgrades
- Customers can influence the timeline
- Upgrades are considered as planned down time



SAP S/4HANA Cloud, single tenant edition

Business impact upgrade process

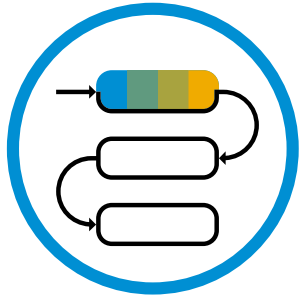


SAP S/4HANA Cloud, single tenant edition

Summary

Six reasons to go for **SAP S/4HANA Cloud, single tenant edition**

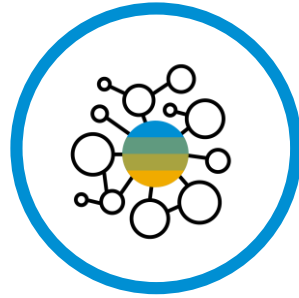
Keep all your flexibility



**Rich
functionality
& industry
coverage**



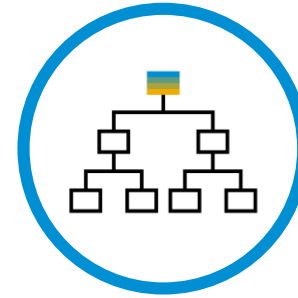
**Full
Extensibility**



**Full
Integration**



**Flexible
Upgrades**



**Model
Companies**



**Customer
Evaluation
System**

...while still benefiting from all cloud qualities!



Speed



**Predictable,
Lower TCO**



**Continuous
Innovation**



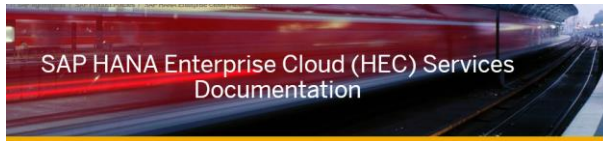
**Simple, Reliable,
and Safe**

Where to go for more information?



Learn

Service Description



Welcome to the SAP HANA Enterprise Cloud (HEC) Services Documentation site, where you can find the various Roles and Responsibilities documents for SAP's HEC offerings, including Production, Projects (also known as Cloud Start), S/4HANA Cloud, Private Option (CPO), S/4HANA Cloud, single tenant edition (STE) (formerly known as S/4HANA Cloud, single tenant edition (CPE)) and HyperCare. You can also find the Service Description Documentation for SAP HEC > Application Management Services (AMS), Enhanced Managed Services (EMS), Disaster Recovery, SAP S/4HANA Cloud, Private Option and SAP S/4HANA

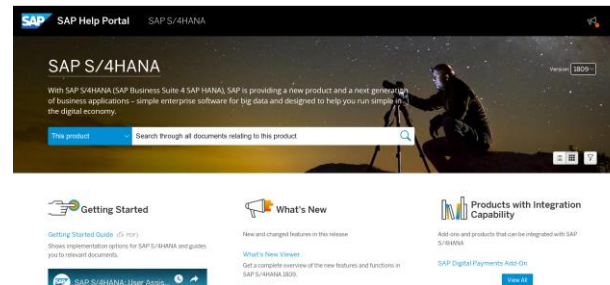
- [HEC R&R](#)
- [STE R&R](#)



Engage

[SAP Help Portal](#)

Find all supporting assets for SAP S/4HANA



[Blog: SAP Activate, 5 golden rules](#)

[Blog: SAP S/4HANA fully activated Appliance](#)

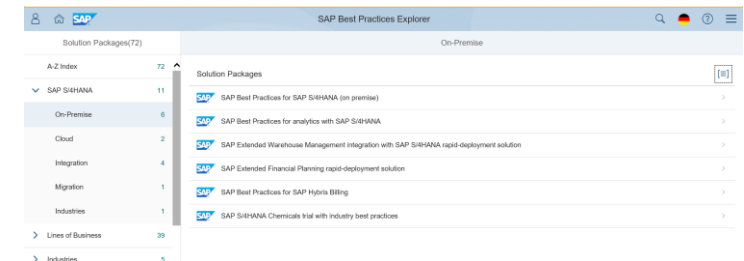
[Feature Scope Description](#)



Implement

[Best Practices Explorer](#)

Benefit from predefined business processes & search, browse and consume SAP Best Practices



[SAP Transformation Navigator](#)

[Roadmap Viewer](#)

[SAP S/4HANA Trial](#)

Thank you.

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