# SAP S/4HANA – The Intelligent ERP

Sven Denecken
SVP, Head of S/4HANA Product Success, Co-Innovation and Content
SAP SE
@SDenecken

CUSTOMER

THE BEST RUN SAP

Join the SAP S/4HANA Movement

# Disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. Except for your obligation to protect confidential information, 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 presentation or any related document, or to develop or release any functionality mentioned therein.

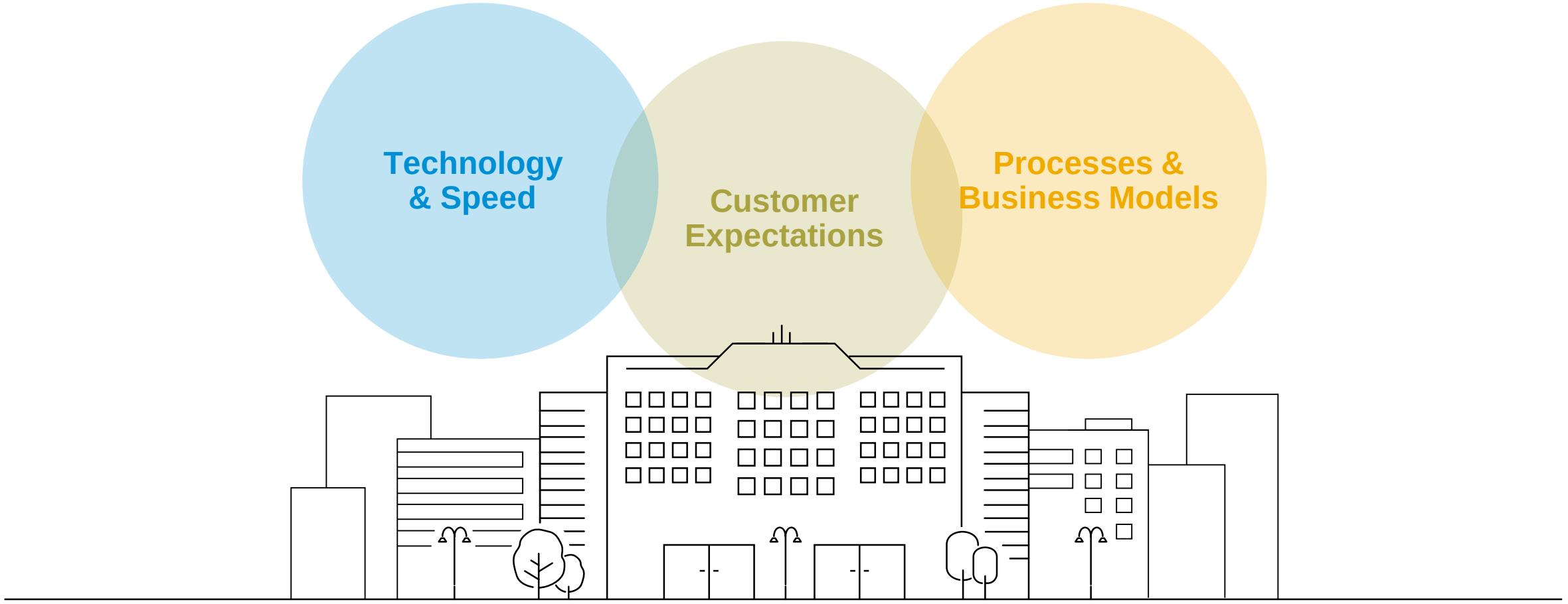
This presentation, or any related document and SAP's strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this presentation is not a commitment, promise or legal obligation to deliver any material, code or functionality. This presentation 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 presentation is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this presentation, except if such damages were caused by SAP’s intentional 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.

© 2020 SAP SE or an SAP affiliate company. All rights reserved.

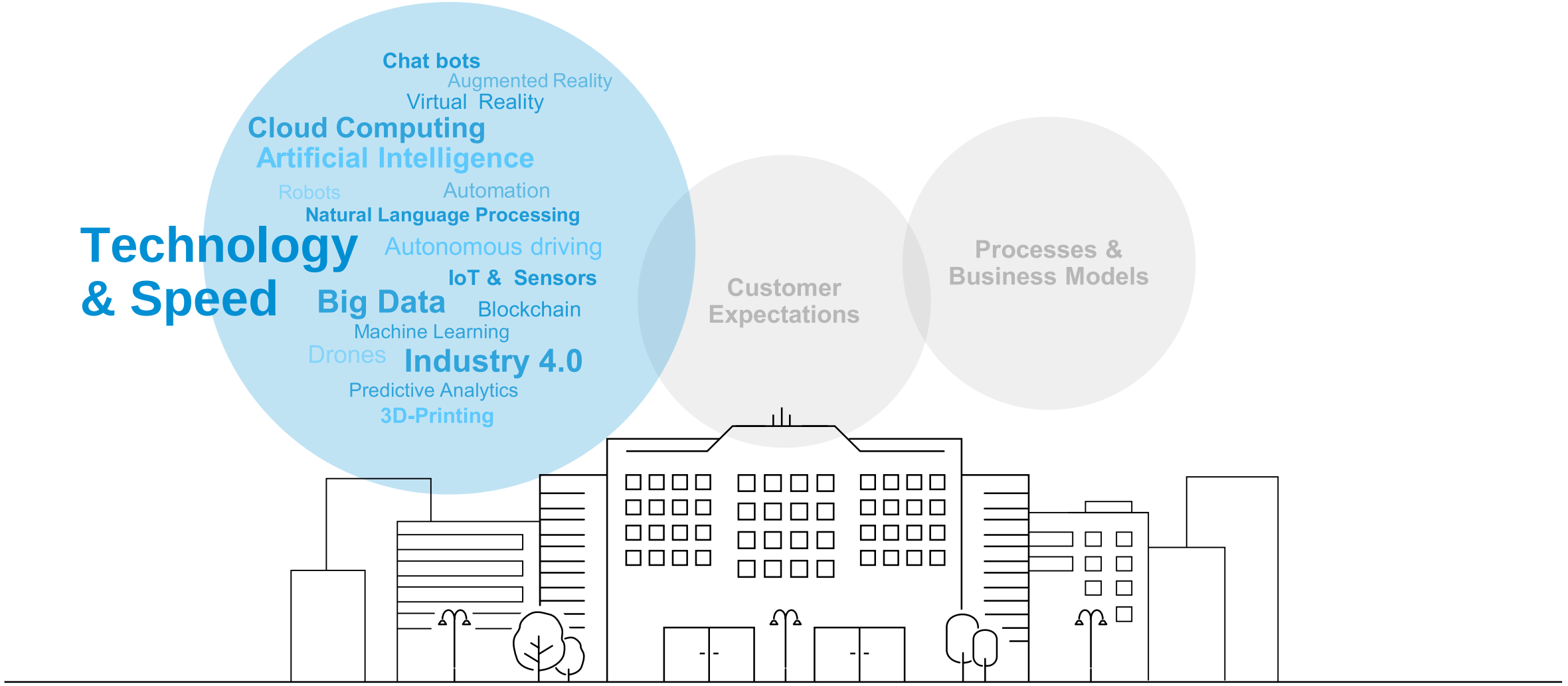
# Why

# Digitalization Today



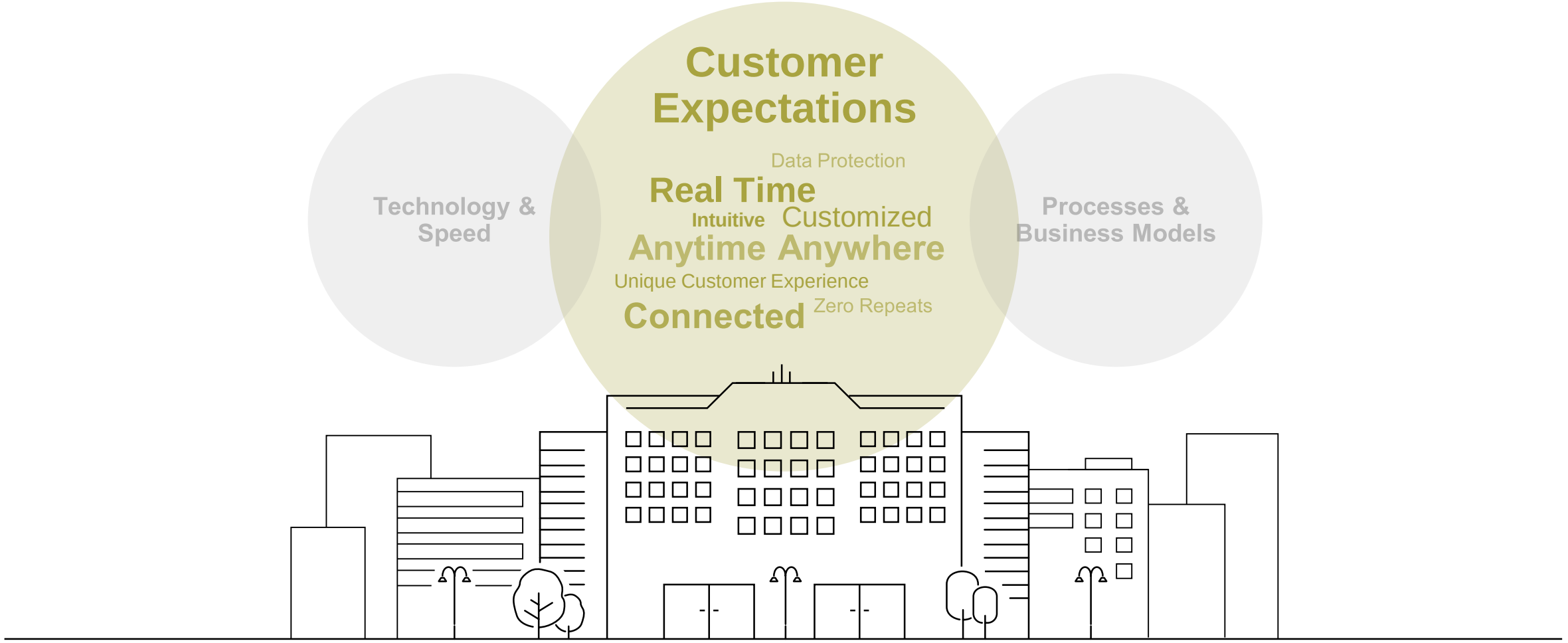

© 2020 SAP SE or an SAP affiliate company. All rights reserved.

# Digitalization Today



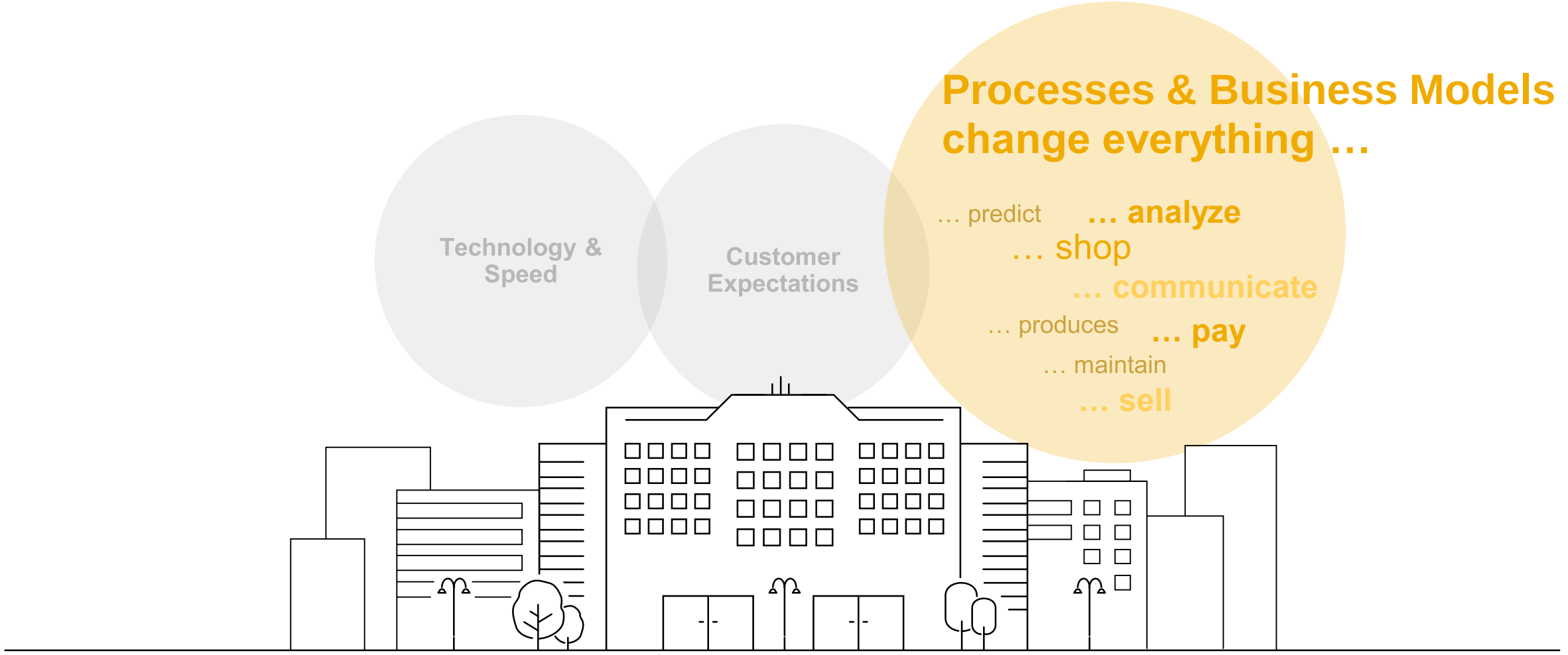

© 2020 SAP SE or an SAP affiliate company. All rights reserved.

# Digitalization Today



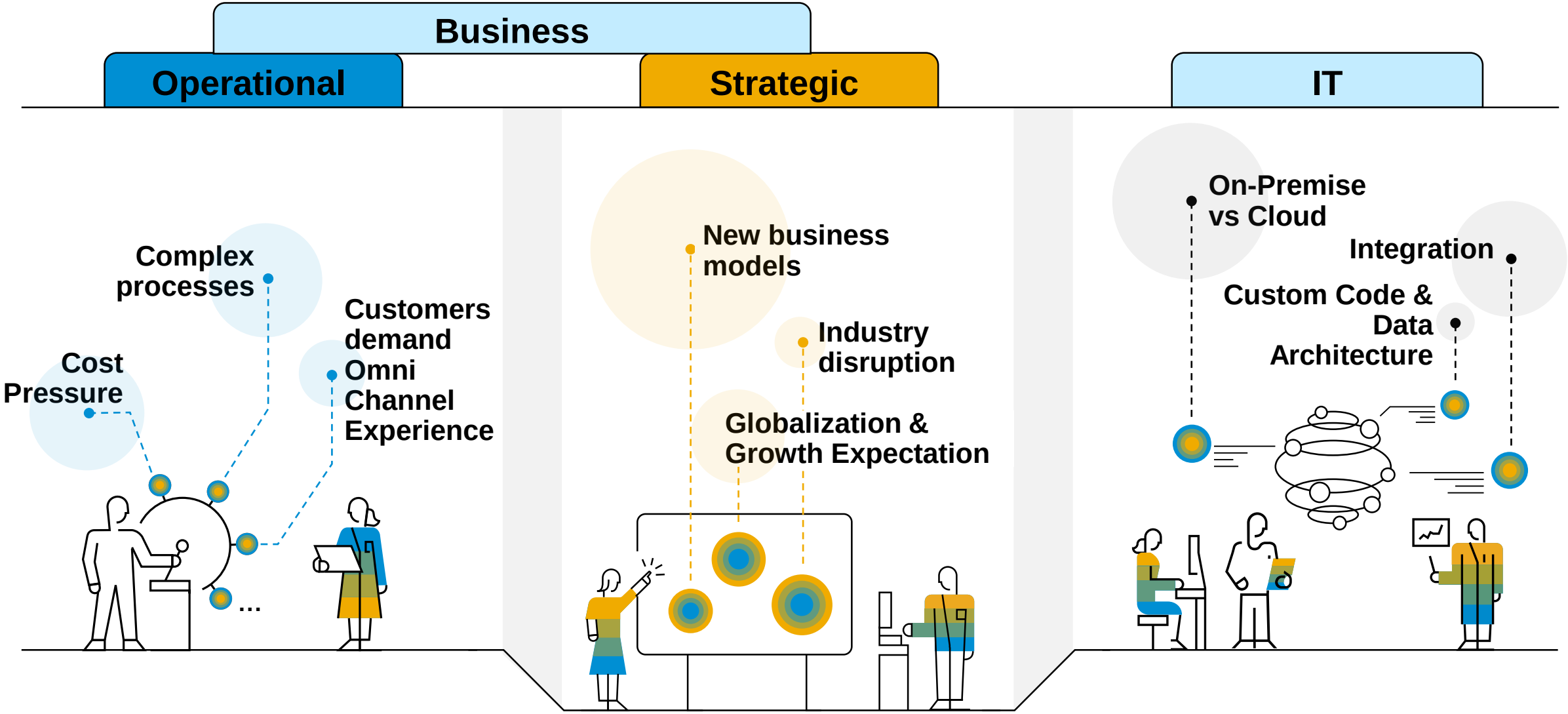

© 2020 SAP SE or an SAP affiliate company. All rights reserved.

# Digitalization Today




© 2020 SAP SE or an SAP affiliate company. All rights reserved.

# Customers face many challenges in the digital economy




© 2020 SAP SE or an SAP affiliate company. All rights reserved.

# Customers face many challenges in the digital economy

## Business Model Transformation

Industry disruption

Mass Customization

Complex processes

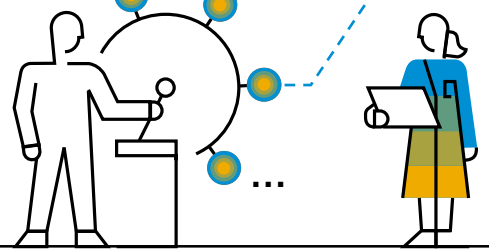
Globalization & Growth Expectation

Cost Pressure

Gain (Keep) market share

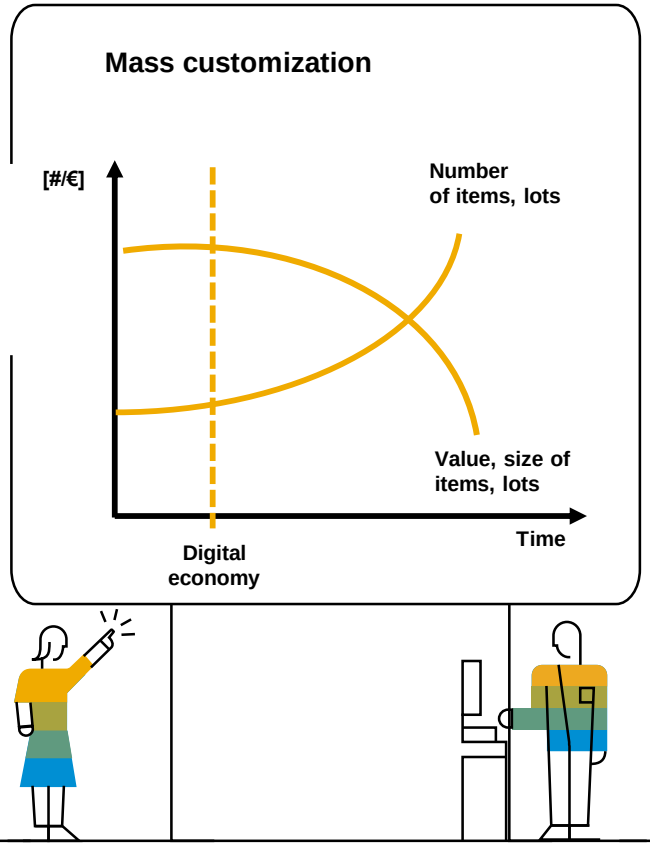
Multi Enterprise Orchestration

...



Hyperindividualization and mass customization of services

## Consequence On Core Processes




## IT Orchestration

Integration

On-Premise vs Cloud

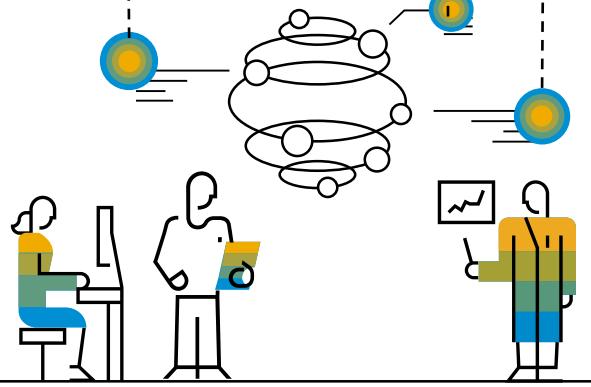
Make touchpoints great

Agility across value chain

Degree of Automation

Shorter time to value

Custom Code & Data Architecture

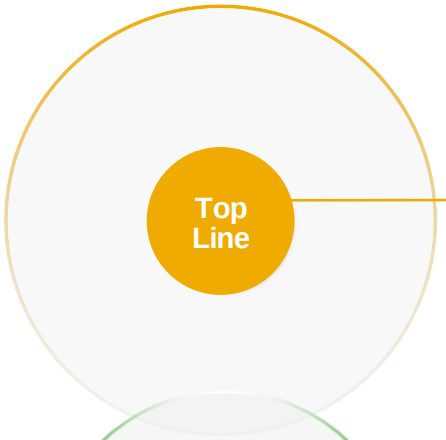


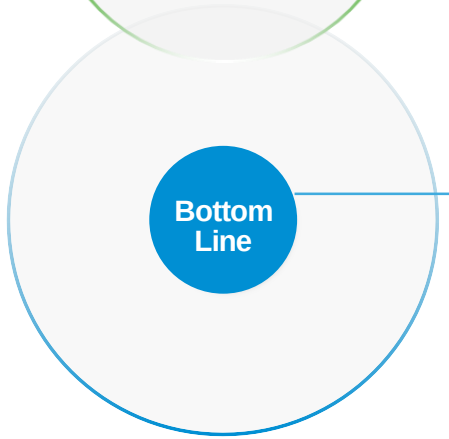
Keep the promise

© 2020 SAP SE or an SAP affiliate company. All rights reserved.

# What

# SAP S/4HANA helps you to navigate and run your business on three levels






**Grow Top Line:**
## Business Model Innovation

- From Product to Services
- Flexible consumption models / pay-per-use
- Own customer experience from ordering to delivery and invoicing
- Moving to a network economy

**Focus on:**
## Sustainability

- Become a sustainable company with an entire view on your carbon consumption per business process

**Optimize Bottom Line:**
## Operational Excellence

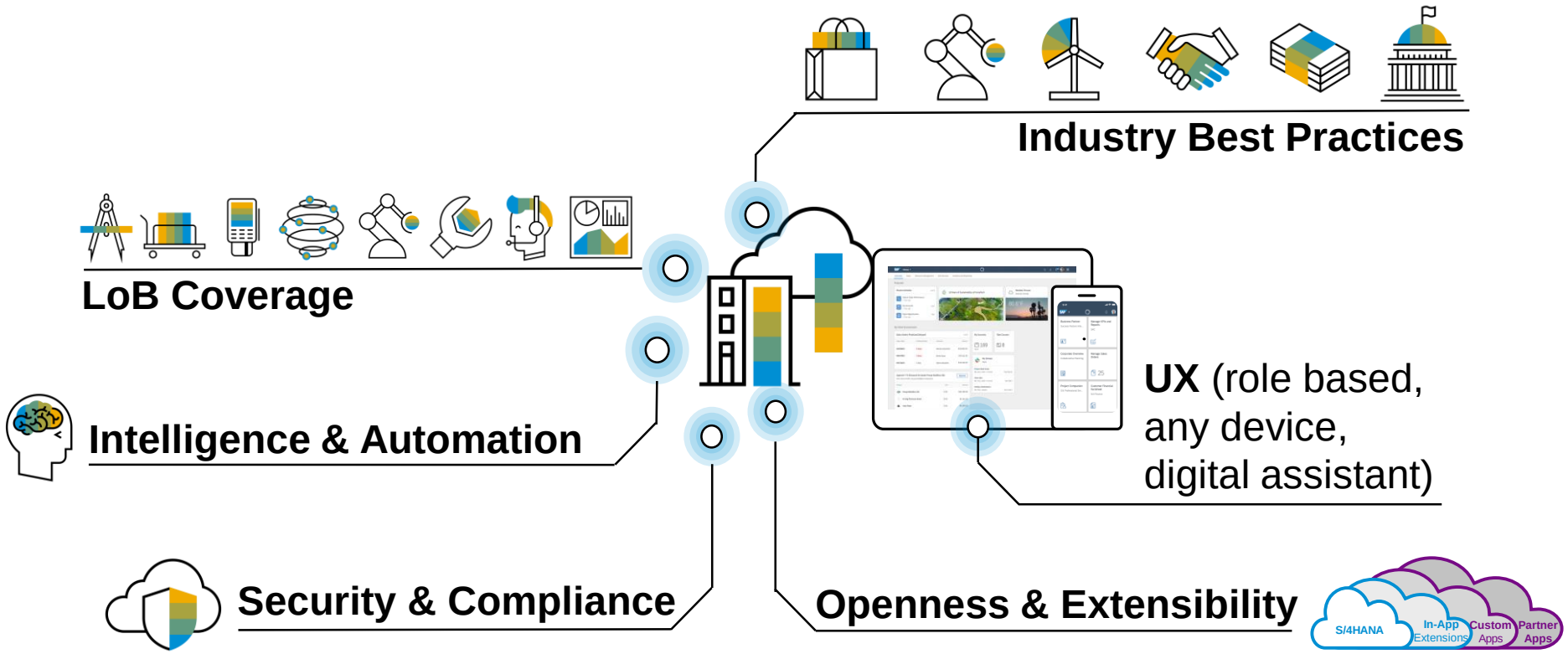
- Automation
- Integration
- Scalability
- Reliability
- Data Protection

**Route options** ✕ CLOSE

- Fastest route
- Economical route
- Shortest route

© 2019 SAP SE or an SAP affiliate company. All rights reserved. I PUBLIC

# SAP S/4HANA: Next generation ERP giving complete choice




**ONE Code-line | ONE Data Model | ONE Semantic | ONE User Experience**

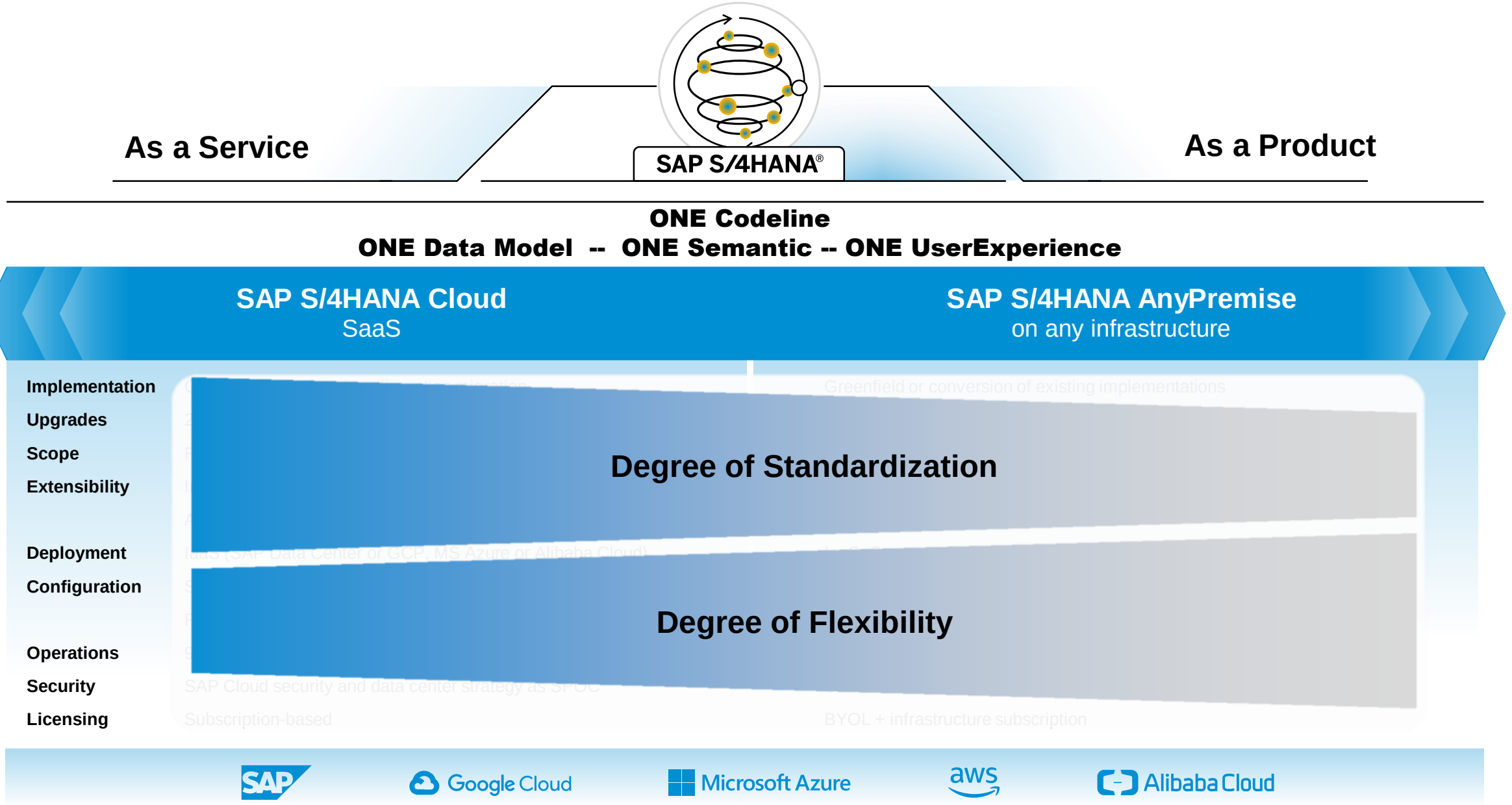
**SAP S/4HANA Cloud**
SaaS

**SAP S/4HANA AnyPremise**
on any infrastructure

SAP Google Cloud Microsoft Azure aws Alibaba Cloud

© 2019 SAP SE or an SAP affiliate company. All rights reserved. | PUBLIC

# SAP S/4HANA offers flexibility of consumption




© 2019 SAP SE or an SAP affiliate company. All rights reserved. I PUBLIC

# Automation Of Repetitive Tasks Is Key

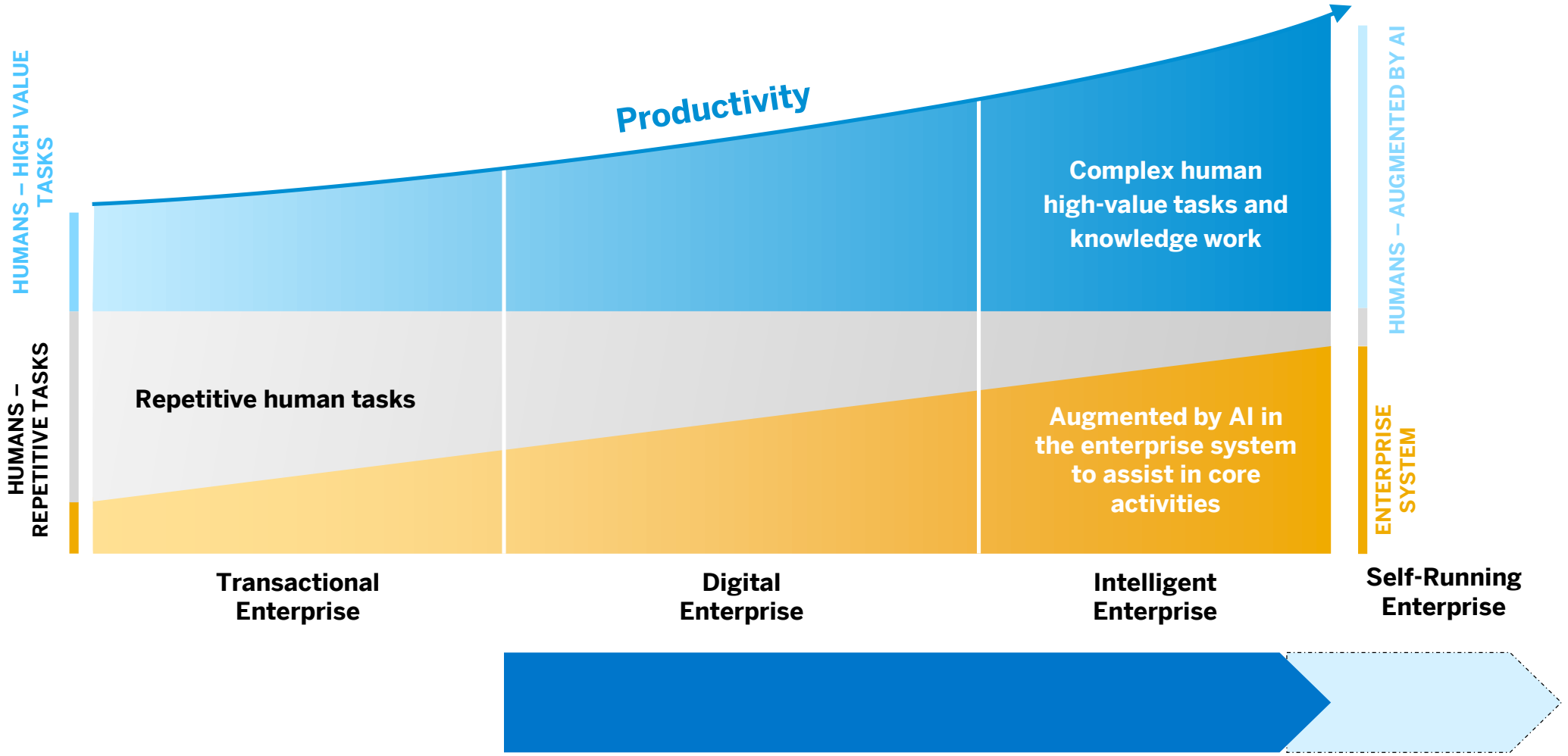
**60%**
of human tasks will be automated by 2025

**97%**
Image recognition accuracy today (better than human rate of 95% )

**95.1%**
Speech recognition accuracy today (better than human rate of 94.1% )

**$18B**
Enterprise machine learning market by 2020

**94%**
of companies see ML as critical capability for competitive advantage



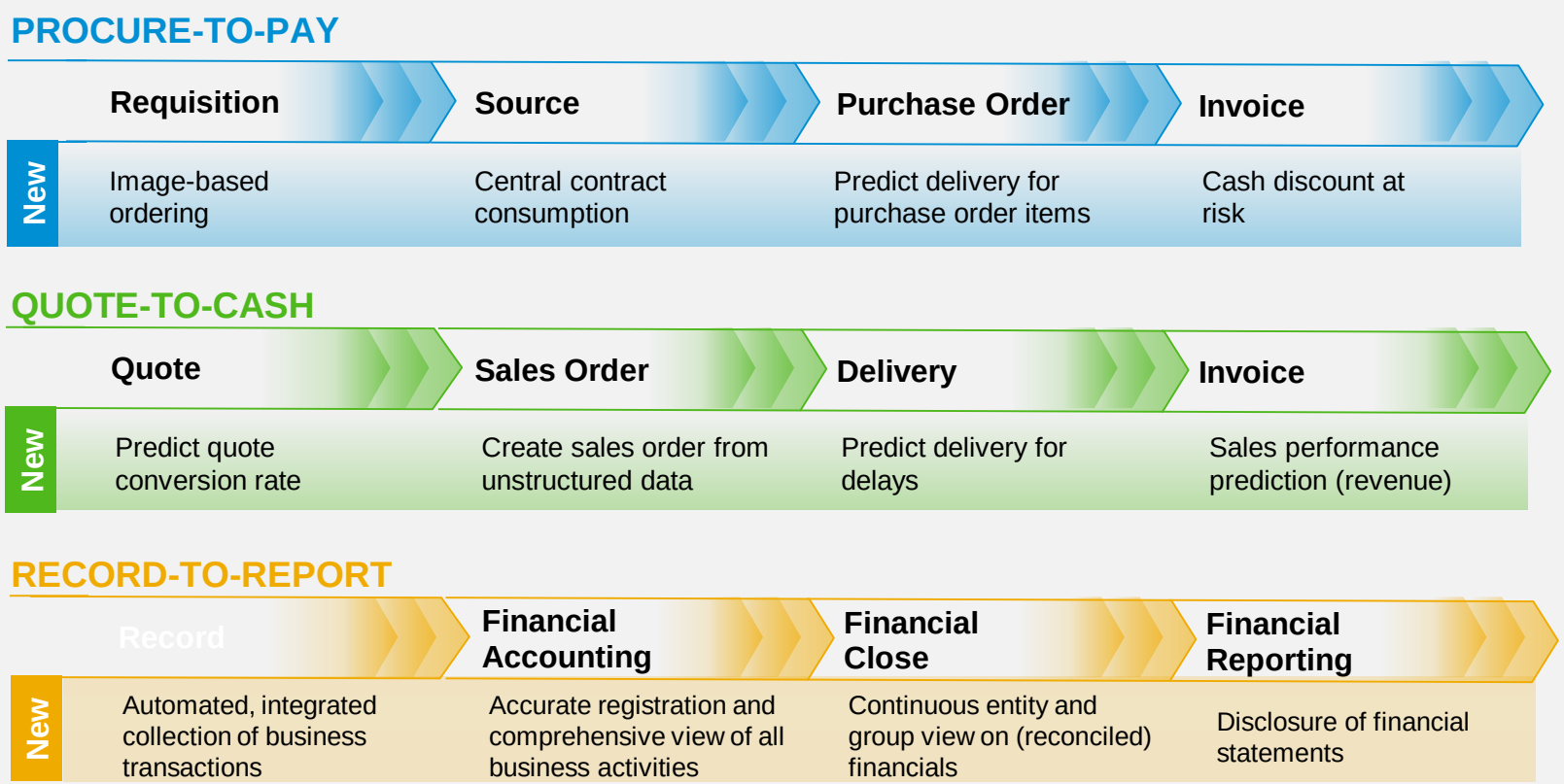

Source: SAP CSG analysis, McKinsey Quarterly Report, July 2016, Google PR, Microsoft PR, SAP Market Model

© 2019 SAP SE or an SAP affiliate company. All rights reserved. I PUBLIC

# Intelligence and innovation

## INCREASE TOTAL VALUE FOR EACH CUSTOMER

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| **30%** increase in on-time delivery | **15%** reduction of order lead times | **10%** reduction of manufacturing costs | **15%** decrease of revenue processing | **25%** decrease in A/R cost | **15%** reduction of revenue loss | **20%** increase in customer satisfaction | **25-50%** reduction in cycle time for financial forecasting and reporting | **50-100%** reduction in cash forecast error rate |




© 2020 SAP SE or an SAP affiliate company. All rights reserved.

# How

# Intelligent Technologies all work together for End-to-End Automation

**Optimize**
existing processes for more efficiency or reliability

**Extend**
current business processes beyond efficiency gains to capture new sources of value

**Transform**
the company's value chain or business model to capture new revenue streams

**Optimize** — **Machine Learning**

**Extend** — **Conversational AI**

**Transform** — **Robotic Process Automation**

© 2019 SAP SE or an SAP affiliate company. All rights reserved. I PUBLIC

# The Evolution Intelligent Automation in SAP S/4HANA

Procurement as example of the Evolution from Digital to Autonomous

## Market pressure forces customers to …

- Deal with increased innovation speed
- Automate procurement and invoicing
- Cope with shorter product lifecycles
- Source for best possible suppliers

## Digital Procurement

Fully digitalized Source-to-Pay process across SAP S/4HANA and SAP Ariba

Real-time Analytics

Collaboration via SAP CoPilot

## Intelligent

Proactive insight-to-action in Source-to-Pay Process based on Situations

Recommendations by Machine Learning

Predictive Analytics

SAP CoPilot as Digital Assistant

## Automated

Automated process steps by Situations and Machine Learning

Robotic Process Automation (RPA) for recurring tasks

Continuous auditing via Blockchain

Sensor-based triggering based on IoT

Invoice automation via OCR

## Autonomous

Autonomous operational procurement processes by RPA and Machine Learning

Autonomous sourcing decisions

Strategic decisions carried out by intelligent assistants

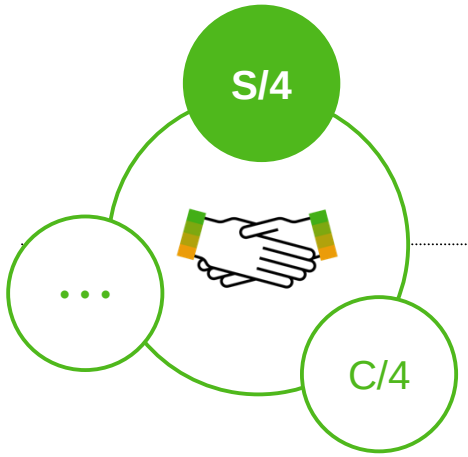
Conversational chatbots for proactive procurement decisions

from **2018** → to **2025+**

© 2020 SAP SE or an SAP affiliate company. All rights reserved.

# The Value of Integration across the Intelligent Enterprise

SAP ensures integration of its solutions around **four strategic scenarios**…




1

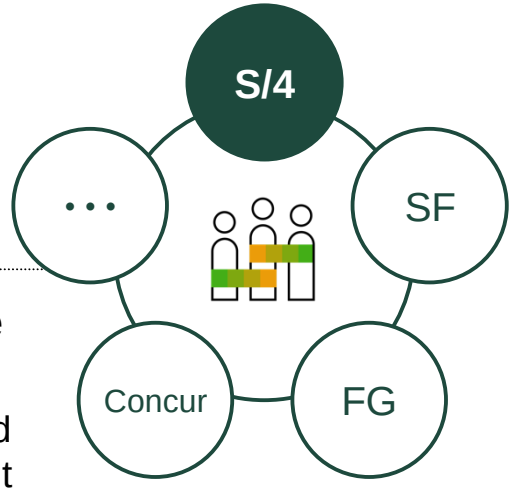
## Lead to Cash

Deliver unprecedented customer experience

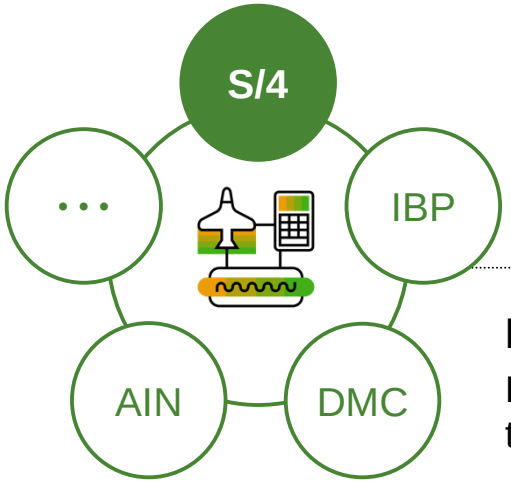
2

## Total Workforce Management

Attract, manage and retain the best talent




One Master Data Service




3

## Design to Operate

Develop and manufacture the most innovative products

4

## Source to Pay

Manage procurement and spend like never before

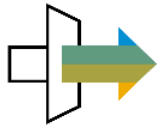
© 2019 SAP SE or an SAP affiliate company. All rights reserved. I PUBLIC

# SAP Activate Builds on Proven Techniques

Assemble to Order, Agile, Cloud

## Business-Driven Innovation with SAP Activate

**Launch quickly and efficiently, standardized for integration**



Business Processes Delivered Ready to Run

Clear Methodology for Adoption and Extensibility

Apps for Adoption and Extensibility

**Self-service to expand capabilities when, where, and how you choose**

Speed of Innovation

Greater Productivity

Growth & Scalability

Business Impact

1. Start with working system, based on SAP Best Practices or Model Company

**Dramatic value, delivered fast…**

**40%-60%** Decrease in time to business value

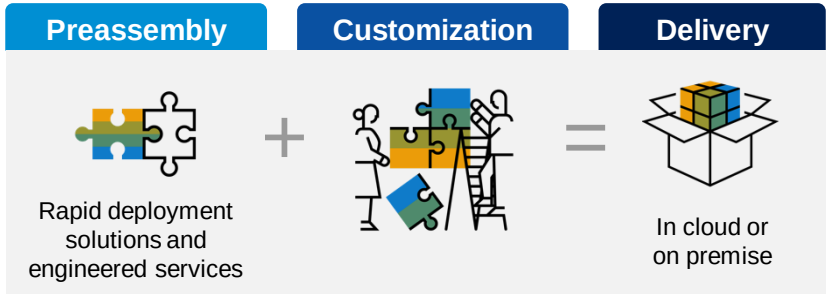
**50%** Reduction in consulting fees

**50%** Decrease in project costs

**40%** Reduction in TCO

2. Leverage cloud for speed and flexibility

3. Build solution iteratively with frequent feedback loops. Here's what you get:

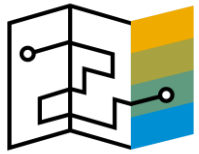



© 2019 SAP SE or an SAP affiliate company. All rights reserved. I PUBLIC

# Official SAP Road Maps webpage: sap.com/roadmaps

To view all SAP Road Map documents, visit
www.sap.com/products/roadmaps/finder-all.html

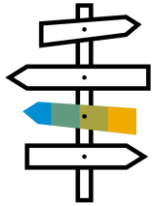
**SAP ROAD MAPS** describe recent and upcoming highlights in SAP's portfolio to help you plan and implement your IT landscape.



## INTERACTIVE ROAD MAPS PLATFORM

**SAP INTERACTIVE ROAD MAPS** connect thought leadership with solution capabilities, business value, and innovations. This digital platform is the future of Road Maps, with more content being added regularly.

https://roadmaps.sap.com



## CUSTOM ROADMAPPING TOOL

**SAP TRANSFORMATION NAVIGATOR** brings together industry trends with the customer's business and IT priorities to create a custom road map to SAP S/4HANA.

https://support.sap.com/stn

© 2019 SAP SE or an SAP affiliate company. All rights reserved. I PUBLIC

# How to get there ?

# 13,800+

SAP S/4HANA customers*

**30%**
Shorter delivery lead time

**60%**
Increase in operational efficiency

**80%**
Faster report generation

**95%**
Faster material requirements planning

**48%**
Reduction in days sales outstanding

**100%**
Visibility of inventory across all locations

**Large Enterprises**

Hitachi High-Tech
LaLiga
BASF We create chemistry
DAIMLER
hp
Deloitte.
Edgewell PERSONAL CARE
HERSHEY
HONDA
INDUS MOTOR COMPANY LTD
SHISEIDO
TELECOM

**Midsize Businesses**

RSG RYAN SPECIALTY GROUP
PACHA
Delivery Hero
Sports Basement
sumup

**Small Businesses**

enable injections
KAPURA
MOD

© 2019 SAP SE or an SAP affiliate company. All rights reserved. I PUBLIC

*as of January 2020

# SAP S/4HANA MOVEMENT PROGRAM

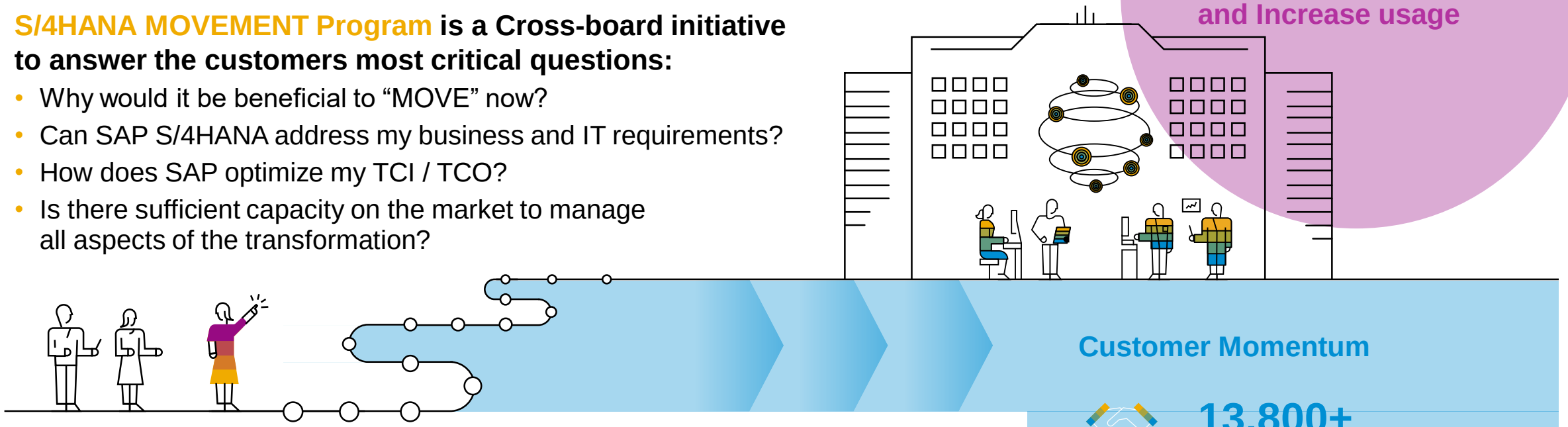
## Drive adoption of SAP S/4HANA in ERP Installed Base

**Objective:**

**Drive Adoption up to 90% and Increase usage**

**S/4HANA MOVEMENT Program is a Cross-board initiative to answer the customers most critical questions:**

- Why would it be beneficial to “MOVE” now?
- Can SAP S/4HANA address my business and IT requirements?
- How does SAP optimize my TCI / TCO?
- Is there sufficient capacity on the market to manage all aspects of the transformation?



**Main activities: All program activities are linked to the questions above:**

| | | | |
|---|---|---|---|
| Continue to enhance SAP S/4HANA product attractiveness | Optimize Tools for the entire customer journey | Optimize & Scale customer engagement frameworks | Engage & educate the Ecosystem |

### Customer Momentum

**13,800+**
SAP S/4HANA Customers

**4,200+**
Live Customers

**7,100+**
Deployment Projects

# S/4HANA MOVE Planning Tools

## Business Scenario Recommendations

### For Project Leaders

The Next-Generation Business Scenario Recommendations for SAP S/4HANA help customers and partners to drive innovation adoption and to consume maintenance services.

Receive a report identifying business scenarios what would immediately benefit from SAP S/4HANA and digital transformation.

## SAP Transformation Navigator

### For Business and IT Leaders

This tool analyzes the goals and builds a technical business case including a roadmap on where to go in the future with SAP S/4HANA. It's a web-based and free self-service road-mapping tool. It uses the information about the existing SAP system landscape to create a recommendation for a new SAP S/4HANA-centric landscape with the latest SAP solutions.

## SAP S/4HANA Readiness Check

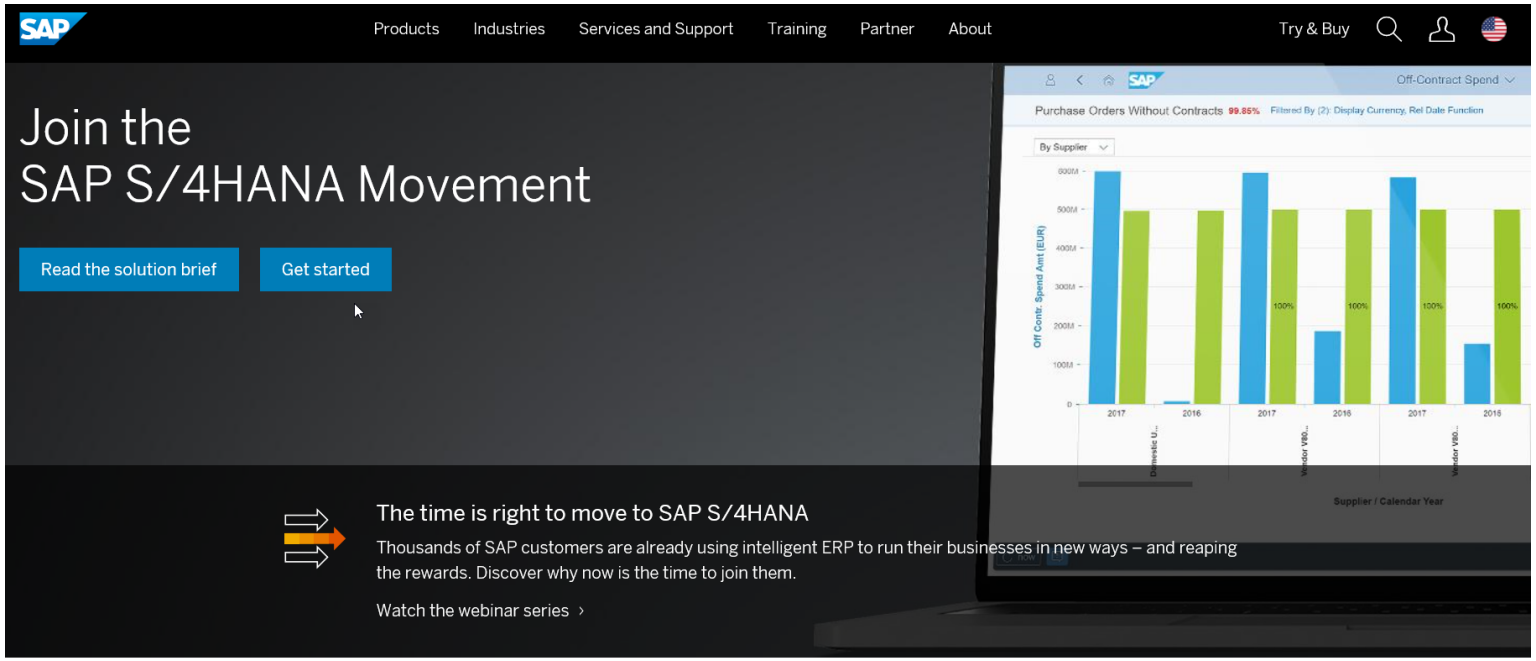
### For IT Leaders

It checks the readiness of multiple aspects of the running SAP ERP 6.x system to migrate to SAP S/4HANA. The tool assesses the functional and technical aspects of an implementation of SAP ERP, including: Custom-code compatibility, System sizing and data volume management, Add-on and extractor compatibility and other items

Small / Midsized Business | Large Customers | Strategic Customers

© 2020 SAP SE or an SAP affiliate company. All rights reserved.

# www.sap.com/jointhemovement



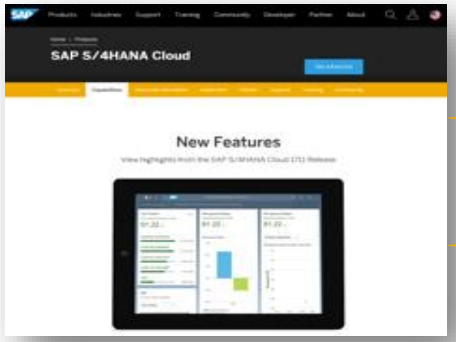

## Transition to intelligent ERP with the SAP S/4HANA Movement program

Businesses that move to an intelligent platform gain critical momentum over their competitors. Learn how you can unlock new business value with our intelligent ERP – and transition seamlessly with packaged tools and services.

© 2019 SAP SE or an SAP affiliate company. All rights reserved. I PUBLIC

# Where to go for more information?

[SAP S/4HANA Release Info]




[SAP S/4HANA Roadmaps]

[SAP S/4HANA Trials]

## Engage in the SAP S/4HANA Communities:

[S/4HANA Cloud Customer Community]

[Join the SAP S/4HANA Community]

© 2019 SAP SE or an SAP affiliate company. All rights reserved. I PUBLIC

# SAP S/4HANA – The Intelligent ERP

Sven Denecken
SVP, Head of S/4HANA Product Success and Customer Co-Innovation
SAP SE
@SDenecken

CUSTOMER

THE BEST RUN SAP

Join the SAP S/4HANA Movement