



SAP S/4HANA

The Path to Digital Business: Connecting All Parts of Your Enterprise with SAP S/4HANA

SAP Run Simple

The New Faces of Digital Transformation

Industry Disruptor
Meeting Housing Demands
Sustainably & Efficiently



Established Innovator
Enjoying Pineapple
in January



Rapid Transformer
Knowing What Your Customers
Want Before They Do



Over 5,800 Customers Now Enjoy True Digital Business with SAP S/4HANA

Why SAP S/4HANA?

The Next Generation, **Intelligent ERP** for a Digital World



Immediate

Empowering business users with insights to act in the moment



Intelligent

Beyond automation, to predictive suggestion

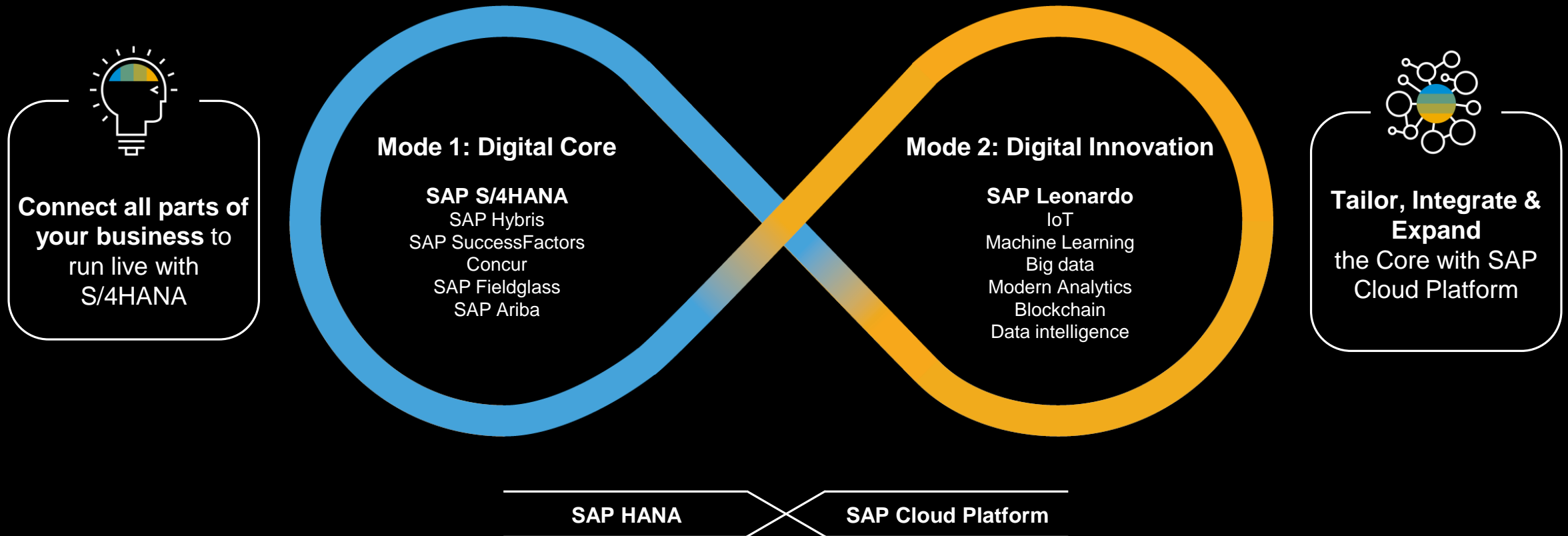


Integrated

Not only between your departments, but connected to the world

The Bi-Modal Architecture of the Modern Enterprise

A Digital Core *and* a Digital Innovation System



SAP S/4HANA Coupled with SAP Leonardo

SAP S/4HANA Build & Extend your Intelligent ERP

Automate Knowledge Work



- Transformational **HR** services



- Lights out **finance** operations

SAP S/4HANA



- Self-driving customer **service**
- Conversational **sales** bots
- Customer **retention** insights

Do the Impossible



- Image-based Ariba **commerce**
- Contextual Concur **travel** concierge



- Video-aware **marketing**
- Visual **store execution**



- Drone & satellite-based **asset management**

SAP S/4HANA



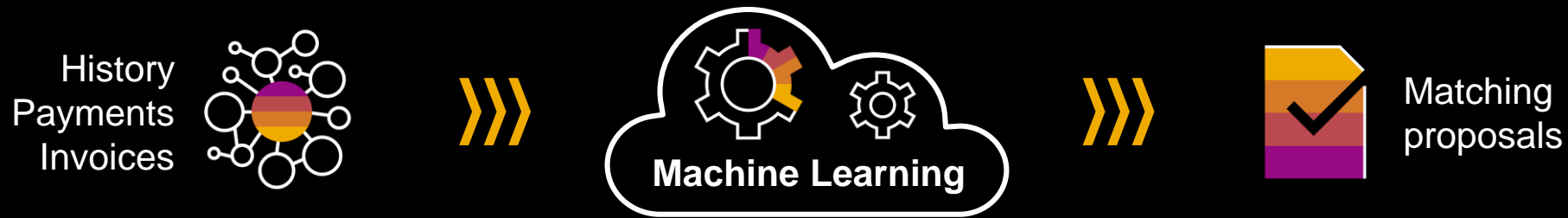
- Vision-enabled **manufacturing**
- Contextual **logistics**

SAP S/4HANA

SAP Cloud Platform & SAP HANA

SAP S/4HANA with SAP Leonardo: SAP Cash Application

Next-Generation Intelligent Invoice Matching Powered by Machine Learning



SAP Cash Application intelligently learns matching criteria from your history and automatically clears payments.



Improves days of sales outstanding



Integrated with SAP S/4HANA for reduced TCO and time to value



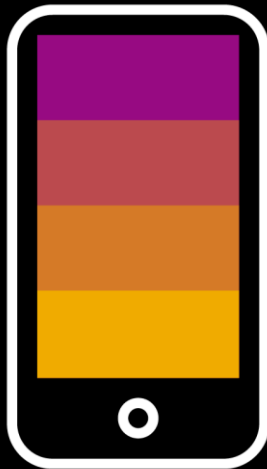
Allows shared services to scale as the business grows



Empowers finance to focus on strategic tasks and service quality

SAP S/4HANA with SAP Leonardo: SAP Co-Pilot

The Digital Assistant for the Live Enterprise



SAP Co-Pilot – One Digital Assistant with One Personality Across All Products and Solutions, Industries and LoBs



Business context awareness

Understanding the business context, and pro-actively suggesting solutions using predictive functionality



Conversational (multi-modal) UI

Conversational UI using Natural Language Processing functionality with a focus on the next-gen UX to create a human-like experience



Cross Applications

Allows seamless transition across platforms; start a task on a mobile device and continue later, on a desktop or vice versa



Self Learning

Using machine learning functionality to gain knowledge based on historic data, experience, and take action in response to new or unforeseen events



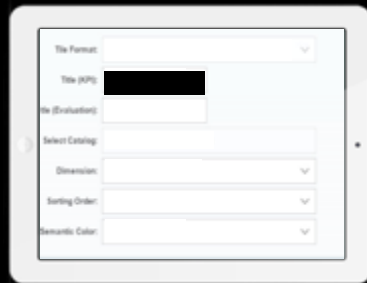
Simple Access to Enterprise AI Platform

Integration to SAP and Non-SAP Solutions
Simple access to Natural Language Processing and Machine Learning functionality via APIs

Contextual Insights at the Point of Decision



Review Material Shortage



Enter Material Order

Analytics and Insights



Check Budget Overview

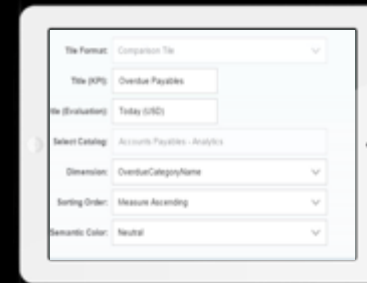


Check Average Supplier Delivery Performance

Order Operation	Date Operation / Year Book	RSR%
100	2017-01-01	100.00
100	2017-02-01	100.00
100	2017-03-01	100.00
100	2017-04-01	100.00
100	2017-05-01	100.00
100	2017-06-01	100.00
100	2017-07-01	100.00
100	2017-08-01	100.00
100	2017-09-01	100.00
100	2017-10-01	100.00
100	2017-11-01	100.00
100	2017-12-01	100.00
100	2017-12-31	100.00

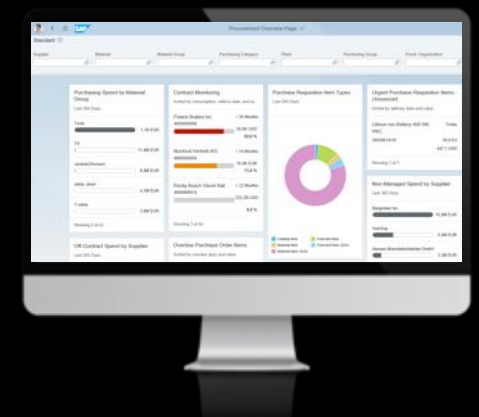
Review Detail Report

Select Supplier



Choose best supplier and complete material order entry

Now All On One Screen



- ✓ Faster customer delivery
- ✓ Larger average deal size
- ✓ Fewer warehouse stock outs

*Screenshots shown are for demonstration purposes only and are not final product commitments

SAP S/4HANA: Enterprise Management Complete



160
countries

38
languages

25
industries

Transformation in Action: **Real Customer Use Cases**



Industries' Boundaries Are Blurring



Financier

Customer finances system build via Greenskies' project debt financing



Construction Company

Greenskies manages the engineering and construction



Utility

Greenskies provides operations and maintenance including technicians dispatch, repairs, etc., and customer billing

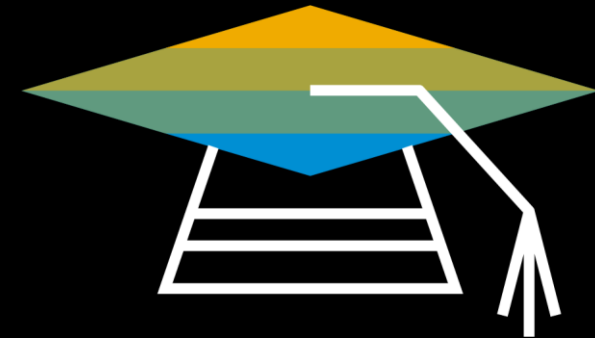
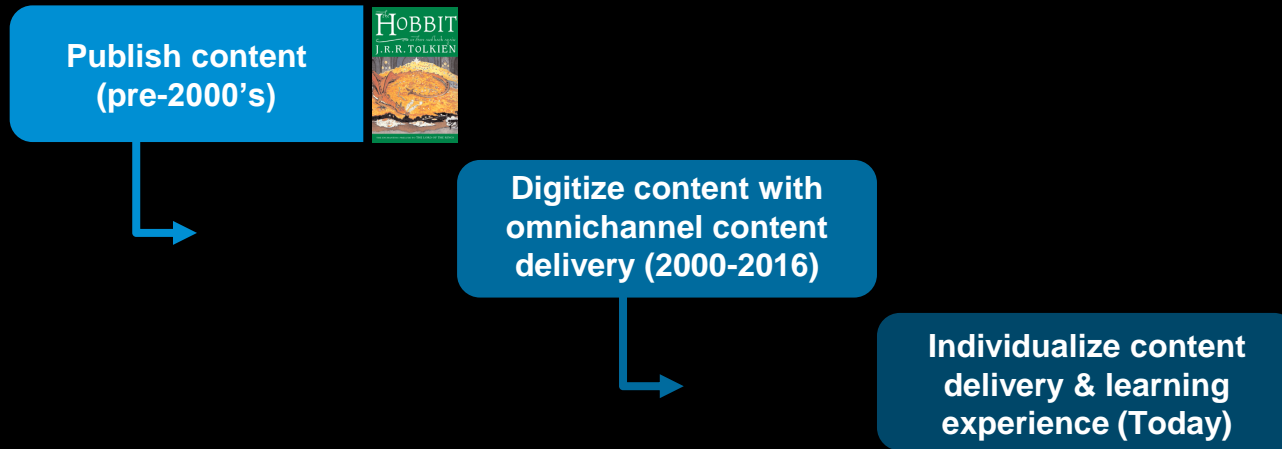
\$50k-\$100k savings

On a 100 kW solar system*

“Our comprehensive technology platform has kept Greenskies ahead of the competition in a cost sensitive industry.”

Eric Zenner, VP of Information Technology

Customer and Consumer Experience is the Epicenter of Digital Transformation



\$10+ million
 Avoided Transition Services Agreement Costs

115x
 Reduction in Daily Sales Query Run Time

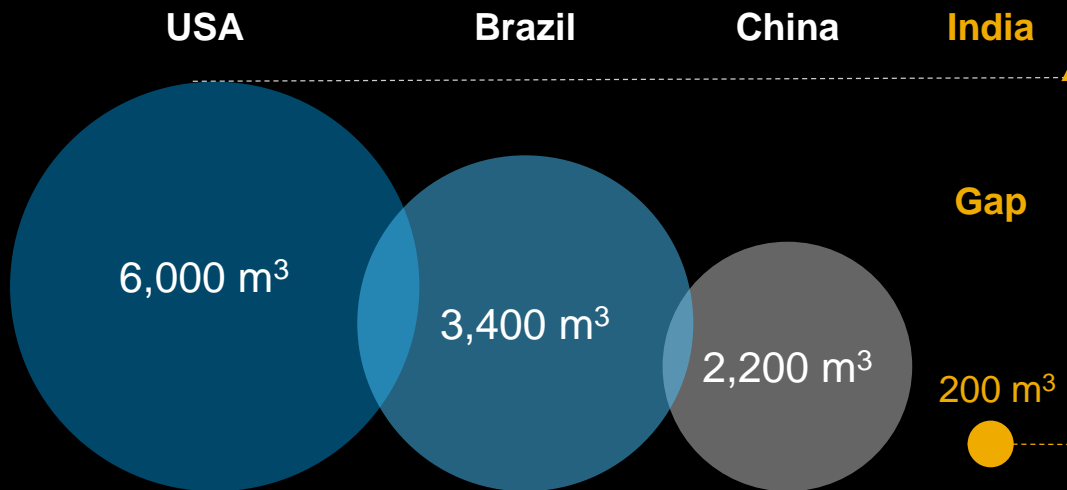
14%
 HMH Adaptive Learning % of Full Business & Fastest Growing

“Holy Grail is adaptive learning: take students individually and tailor your offering to them. Incorporate visual vs. kinesthetic vs. audio learning modes.” *Jim Diamond, SVP Finance*

The Internet of Things and Connectivity Digitize Every Value Chain

India's Low Water Supply is Aggravated by Low Water Storage

Water storage in m³ per person



Vectus Industries Addresses This Gap



Piping Systems



Storage Tanks



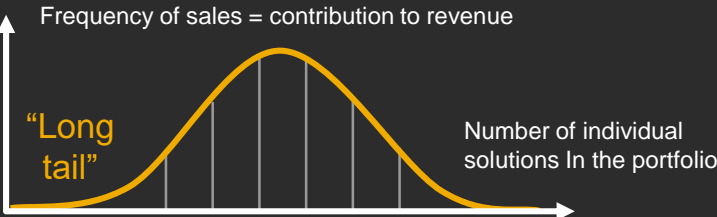
Post Sale Maintenance

The Internet of Things and Connectivity

Digitize Every Value Chain

Vectus Industries' Journey to People-Machine Collaboration

1 Productivity	15% lower costs Production / operating costs	0 Discrepancy 2 tons of scrap at the entry vs. 18 tons at the plant	15 min → 3 min Average processing time per invoice with 10-15 items	600 invoices Processed per day
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2 Portfolio		120 months worth of stock 60 FTE equivalent of savings
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3 Future	<div style="display: flex; align-items: center; justify-content: space-around;"> Water storage ➔ Antibacterial layer ➔ <div style="border: 1px solid gray; border-radius: 15px; padding: 10px; display: flex; align-items: center; gap: 10px;"> Water purity meters + Tanks with solar panels + Preventative pipe & fittings service </div> </div>			
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The Journey to **SAP S/4HANA**



Starting Your Journey to SAP S/4HANA

First Steps

- Identify business requirements
- Build the business case
- Develop an SAP S/4HANA adoption strategy and roadmap

Your Path

- Start a new implementation and/or bring an existing landscape back to standard
- Retain existing processes and migrate from any DB to HANA
- Adopt and reimagine business processes incrementally

The Roadmap

- Re-imagine the business
- Plan the digital transformation
- Design and Execute with the help technical and functional support services from SAP

Foundation

- Planning and safeguarding
- Technical implementation
- Functional implementation
- Co-innovation

INNOVATION STRATEGY AND ROADMAP



On-premise



Cloud

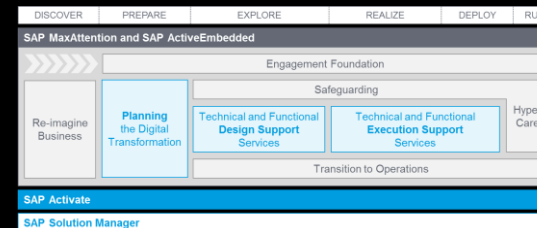


Hybrid

1 New implementation

2 System conversion

3 Landscape transformation

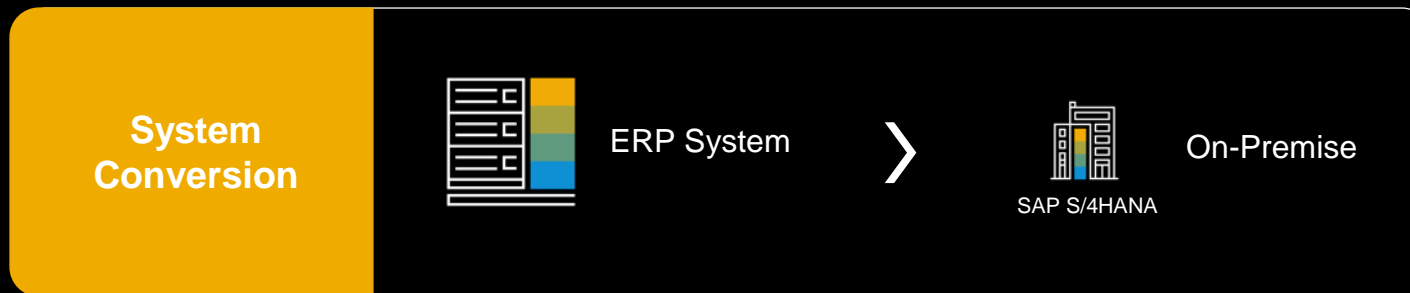


Adoption Paths



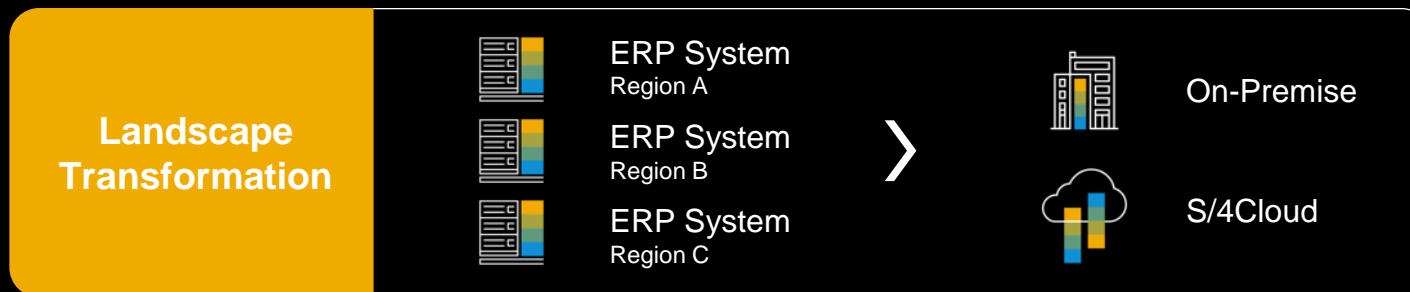
EXAMPLE:

New or existing SAP Customer implementing a new SAP S/4HANA system with initial data load



EXAMPLE:

Complete conversion of an existing SAP Business Suite system or selective



EXAMPLE:

Central Finance

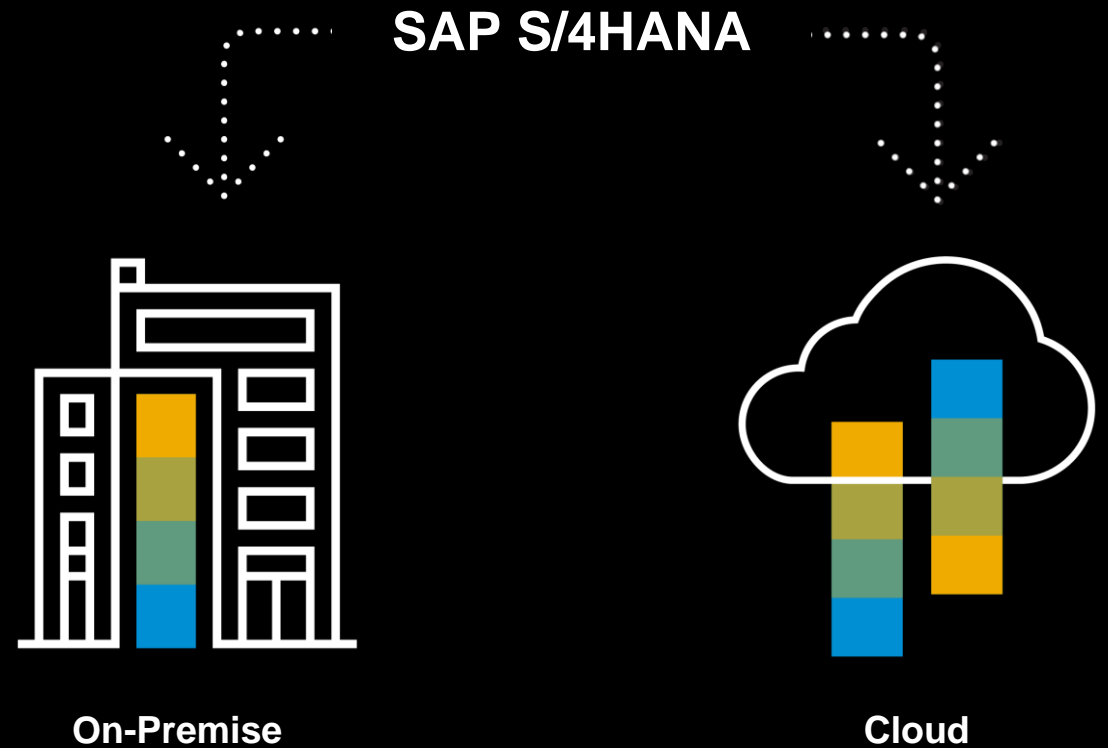
Complete Choice of Deployment

SAP S/4HANA offers complete choice of deployment on premise or cloud.

All editions are designed for in-memory, with the same simplified data model and improved user experience for consistency at every level of your enterprise.

Important considerations:

- Scope of business functionality
- Deployment times
- Update frequency
- Customizations
- Regulatory, industry, and regional requirements





HOW CAN I LEARN MORE?

WWW.SAP.COM/S4HANA

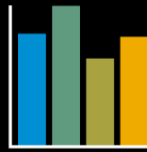
Thank you.

Appendix

Additional Functionality Slides

SAP S/4HANA Value Equation

Revenue • Profits • Agility



[LOB whitepapers](#)
[Industries whitepapers](#)
[Customer flipbooks](#)
[Value Advisor](#)
[Value Lifecycle Manager](#)

Simplification • Productivity • Leadership



[SAP S/4HANA on sap.com](#)
[User training](#)
[Cookbook](#)

$$\text{S/4HANA Value} = \frac{\text{Business Value} + \text{IT Value}}{\text{Perceived Risk}}$$

Business Disruption • Change Management

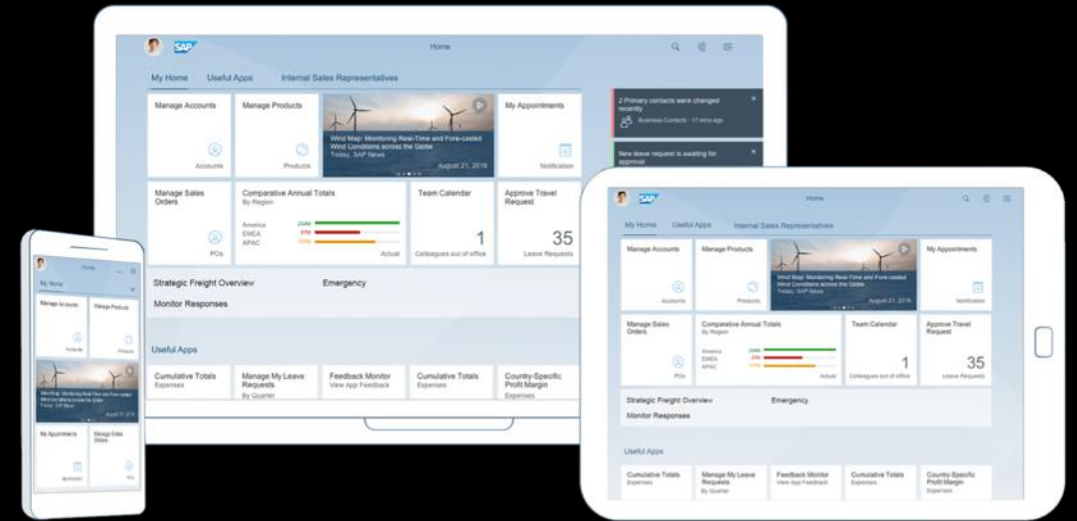


[SAP Value Assurance](#)
[Roadmap](#)
[Certified partners](#)

A Digital Interface for a Digital World



From the Past...

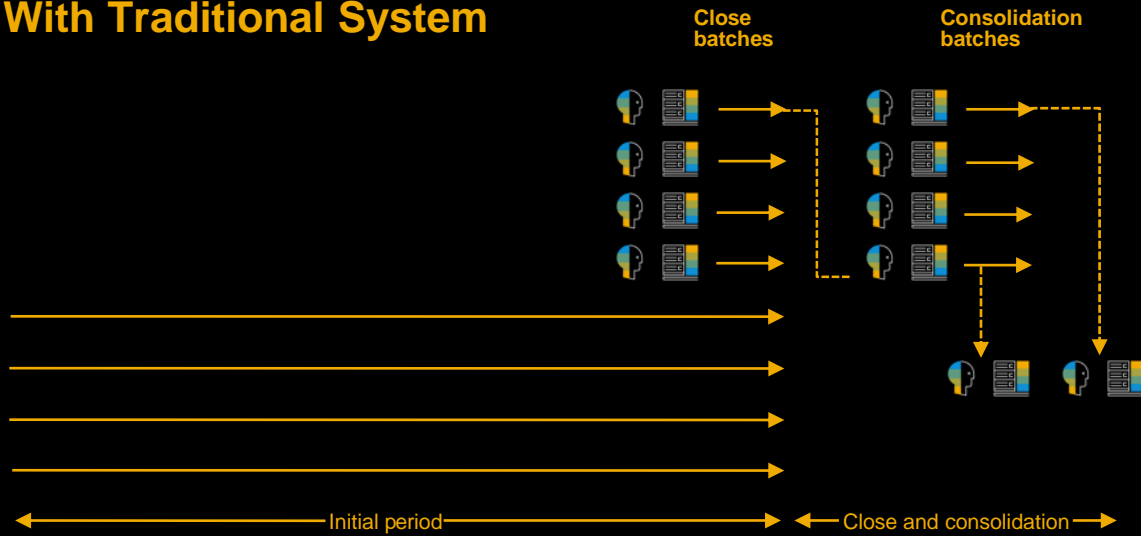


...To the Present

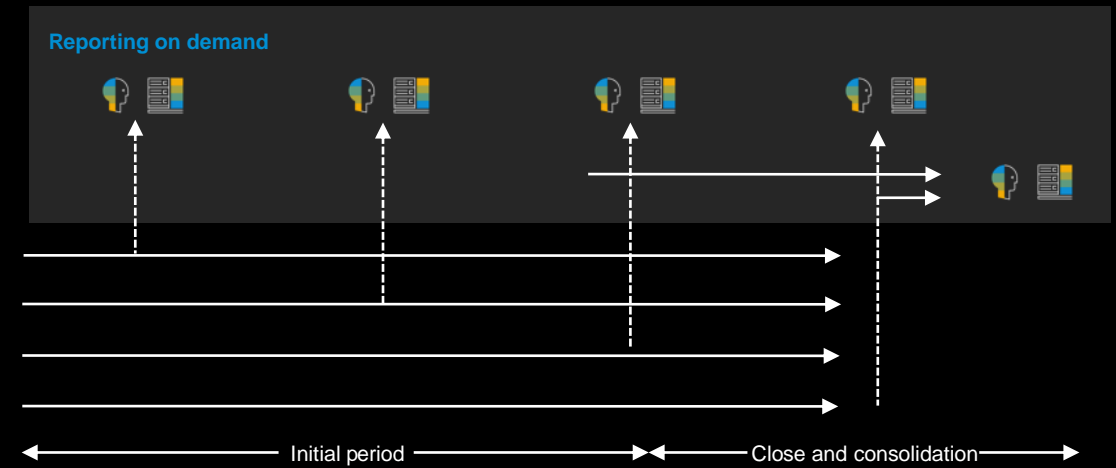
Business Process View

Soft Financial Close Anytime

With Traditional System

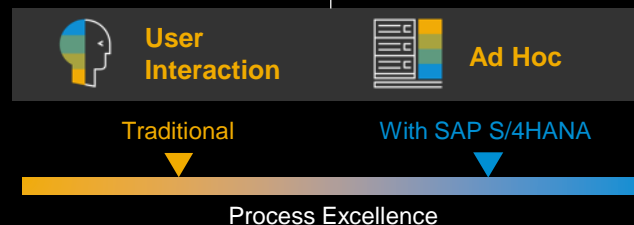


With SAP S/4HANA



With Traditional System

- Close activities that don't begin until period end
- Multiple batch-run dependencies
- Batch bottlenecks that delay downstream activities
- High error-correction efforts
- Complex issues that are postponed until after close
- Time-pressured resolutions
- Delayed visibility into reporting



With SAP S/4HANA

- Real-time system with key performance indicators (KPIs) instantly refreshed
- Elimination of end-of-period batch bottlenecks
- Continuous intercompany reconciliation
- Continuous financial reporting visibility
- Profitability analysis and line-item detail reconciliation
- Automation for routine tasks
- Full management visibility of close tasks

Unified Functionality in the Core

Production Planning and Detailed Scheduling

EXISTING ERP FUNCTIONAL MODEL 

CURRENT RELEASE

SAP S/4 HANA

SAP ERP



SAP APO
PP/DS



Core Interface
CIF



ERP + PP/DS



1. Run infinite unconstrained planning in ERP
2. Run finite and constrained planning
3. Review results in ERP
4. Review results in APO PP/DS
5. Consolidate and reconcile finite and infinite production plans

Run planning in SAP S/4HANA (constrained + unconstrained)

**Costly and
complex architecture**

**Latency
and error prone**







**Complex
for the user**

**Easy and simple
for the user**

**Faster and responsive
production planning**

**Reduced total
cost of ownership**

Comparing Traditional ERP to the Digital Core

Traditional ERP	Digital Core Live Business
 <p>Siloed Data</p>	 <p>Unified data in real time</p>
 <p>Partially connected</p>	 <p>Fully connected to customers, suppliers and workforce</p>
 <p>Reporting tool</p>	 <p>Intelligent, predictive tools based on patterns and trends</p>



35,000

SAP customers already have an ERP core

Covering



industries



Lines of Business



countries

Simpler Data Model Impact

Technology

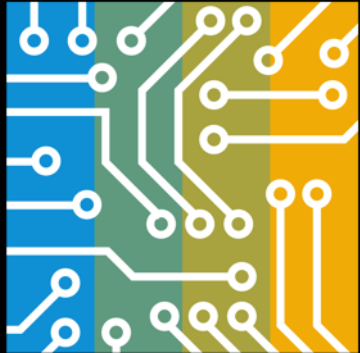
- No aggregates or redundant data
- No locking
- Full granularity for all processes

Capability

- Operations in real time
- Elimination of data reconciliation
- More precision
- Basis for simulations and predictions



How Does SAP S/4HANA Address Today's Challenges?



Re-architecting for Visibility
and Agility

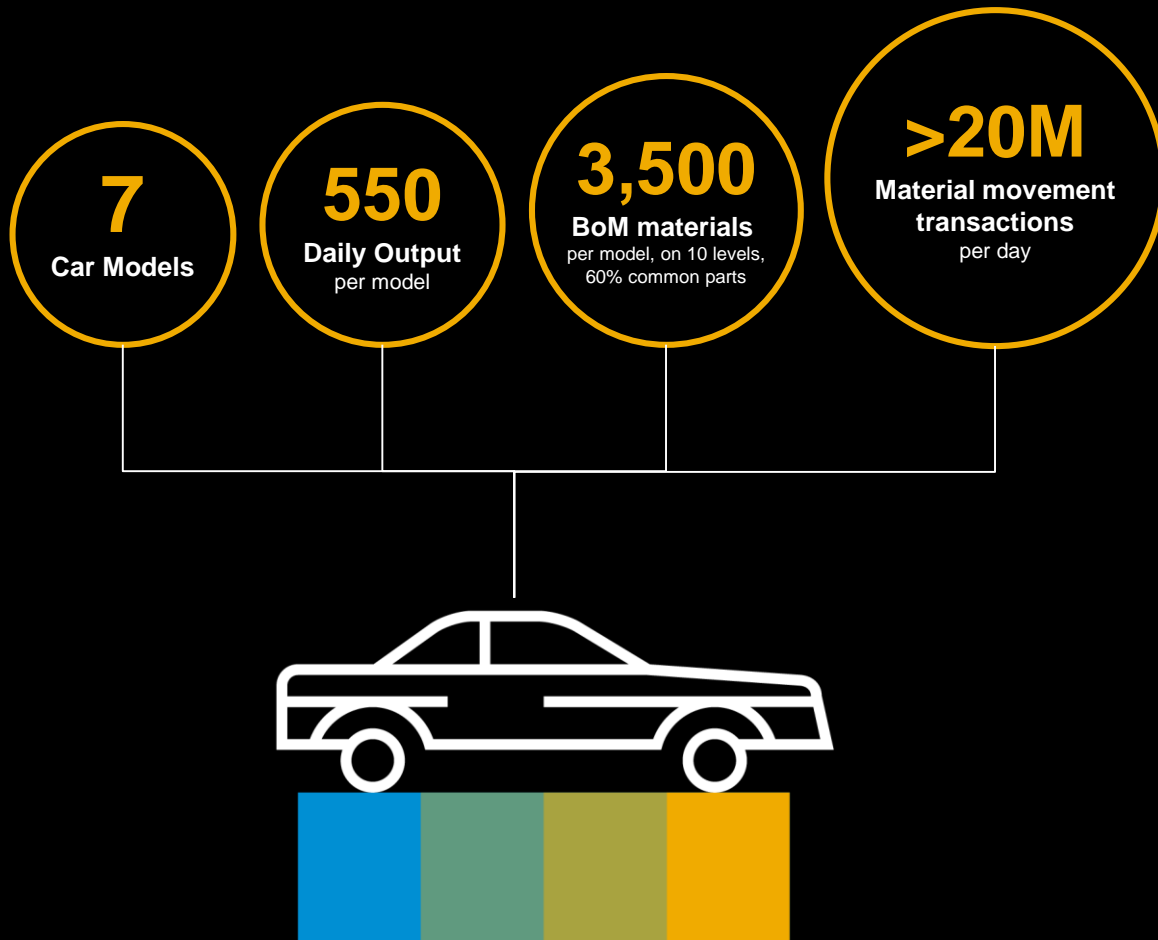


User Centric, Responsive and
Personalized User Experience



Unifying Functionality in Core

How These Challenges Manifest in the Real World



- Locked tables prevent movements
- No parallel postings
- High volume back flush = batch jobs and bulk postings with delay
- No real-time transparency on stock and on exact material flow: how to identify defective parts
- No actual costs and intercompany profit transparency
- Need to split system load into multiple distracted systems

SAP ECC vs. S/4HANA Database & Table Structures

Prepares Your Data Structures for New Real-time Requirements, Big Data and High Throughput

SALES

	Document			indices	
	Header	Item			
Sales Order	VBAK	VBAP	>	VAKPA	VAPMA
Delivery	LIKP	LIPS	>	VLKPA	LKPMA
Billing Document	VBRK	VBRP	>	VRKPA	VRPMA
Status Info	VBUK	VBUP		Index for Rebates	
Conditions		KONV		VBOX	
Document Flow		VBFA			

FINANCE

	Document			Totals			indices		
	Header	Item							
GL, AR, AP	BKPF	BSEG	>	GLT0	KNC1	KNC3	BSIS	BSAS	BSIK
			>	LFC1	LFC3		BSID	BSAD	BSAK
New GL		FAGLF LEXA*	>	FAGLF LEXT*			FAGL BSIS	FAGL BSAS	
CO	COBK	COEP		COSS	COSP				
AA	ANEK	ANEP	ANEA	ANLC	ANLP				
ML	MLHD*	MLIT*		MLCD*	MCLR*		BSIM*	CKMI1*	

SAP Business Suite

MATERIAL VALUES

Valuation in MM or Valuation ML

Aggregates		History	
Hybrid: Master Data with Valuated Stock			
MBEW	>	MBEWH	CKMLC R
EBEW	>	EBEWH	CKMLPP
QBEW	>	QBEWH	
OBEW	>	OBEWH	

MATERIAL QUANTITIES

Aggregates

Stock Aggregates

History

Material Document	>	MSSA	MSSL	MSSQ	>	MSSAH	MSTBH	MSSQH	
MKPF	MSEG	>	MSTE	MSTQ	MSTB	>	MSTEH	MSTQH	
Inventory Movements	Hybrid: Master Data with Stock Aggregates					>	MARCH	MARDH	MKOLH
		MCHB	MARC	MARD	MSKU	>	MSLBH	MCHBH	MSKUH
		MSKA	MKOL	MSPR	MSLB	>	MSKAH	MSKAH	

SAP ECC vs. S/4HANA Database & Table Structures

Prepares Your Data Structures for New Real-time Requirements, Big Data and High Throughput

SALES

Document		Document		Document		Document	
Header incl.	Status	Item incl.	Status	Header	Item	Header	Status
VBAK		VBAP		BKPF	BSEG		
LIKP		KIPS					
VBRK		VBRP			ACDOCA		
					FAAT DOC IT		
	PRCD ELEMENTS				FAAT YODA		
	VBFA				FAAT PLAN VALUES		

FINANCE

Document		Document		Document		Document	
Header incl.	Status	Item incl.	Status	Header	Item	Header	Status
VBAK		VBAP		BKPF	BSEG		
LIKP		KIPS					
VBRK		VBRP			ACDOCA		
					FAAT DOC IT		
	PRCD ELEMENTS				FAAT YODA		
	VBFA				FAAT PLAN VALUES		

SAP S/4 HANA

On the fly aggregation and compatibility views for indices and obsolete tables

MATERIAL VALUES

Used for Master Data Only		ML Valuation	
MBEW		CKMLC R	
EBEW		CKMLPP	
QBEW			
OBEW			

MATERIAL QUANTITIES

Material Document		Material Document		Material Document		Material Document	
MATDOC	MATDOC EXTRACT						
		MCHB	MARC	MARD	MSKU		
		MSKA	MKOL	MSPR	MSLB		

SAP Fiori: The User Experience of SAP S/4HANA

Single Entry Point

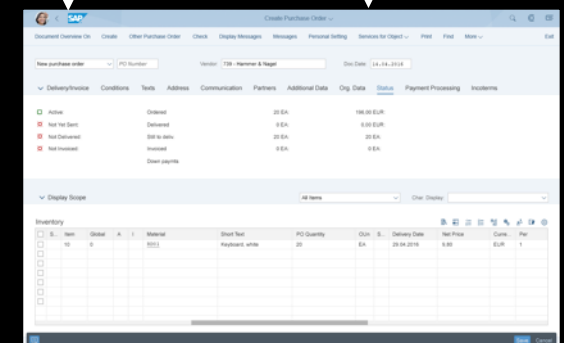
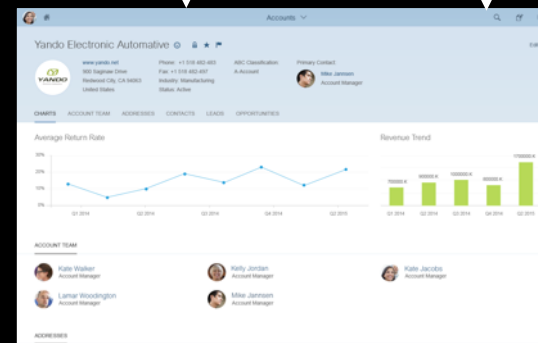
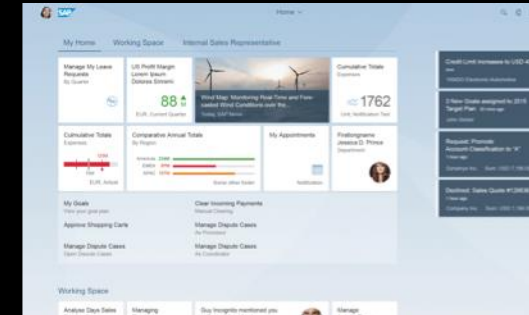
The SAP Fiori launchpad will be the single entry point to access all apps

Domain Specific Infos and Actions

Users will quickly get an *overview* of what needs their attention with Overview Pages, List Reports and Work Lists, and trigger *quick actions* or drill down to the next level of detail

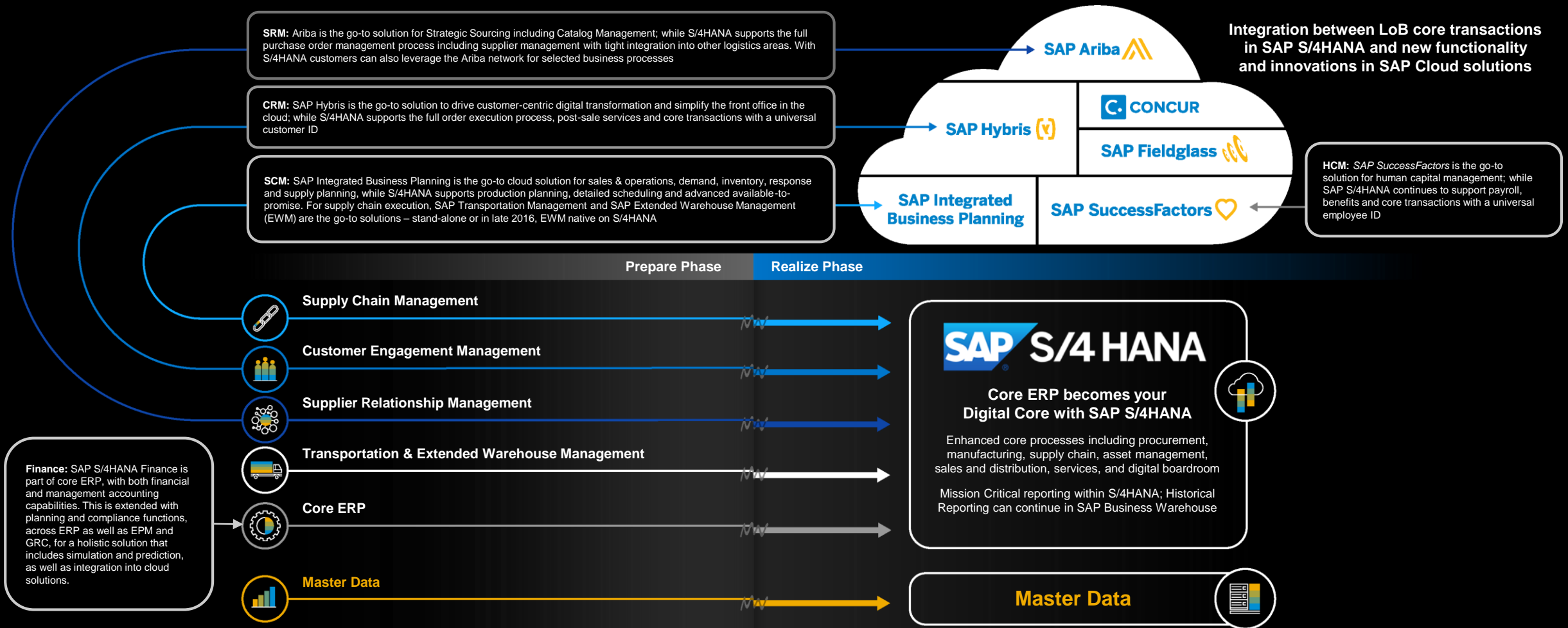
Enter Details and Explore In-Depth

- Key and differentiating use cases will be re-imagined with the SAP Fiori user experience
- All “classic” applications will have the SAP Fiori visual theme



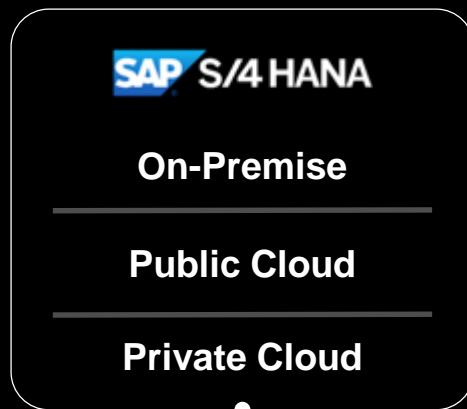
Current State Landscape and Evolution

What's In, What's Out?

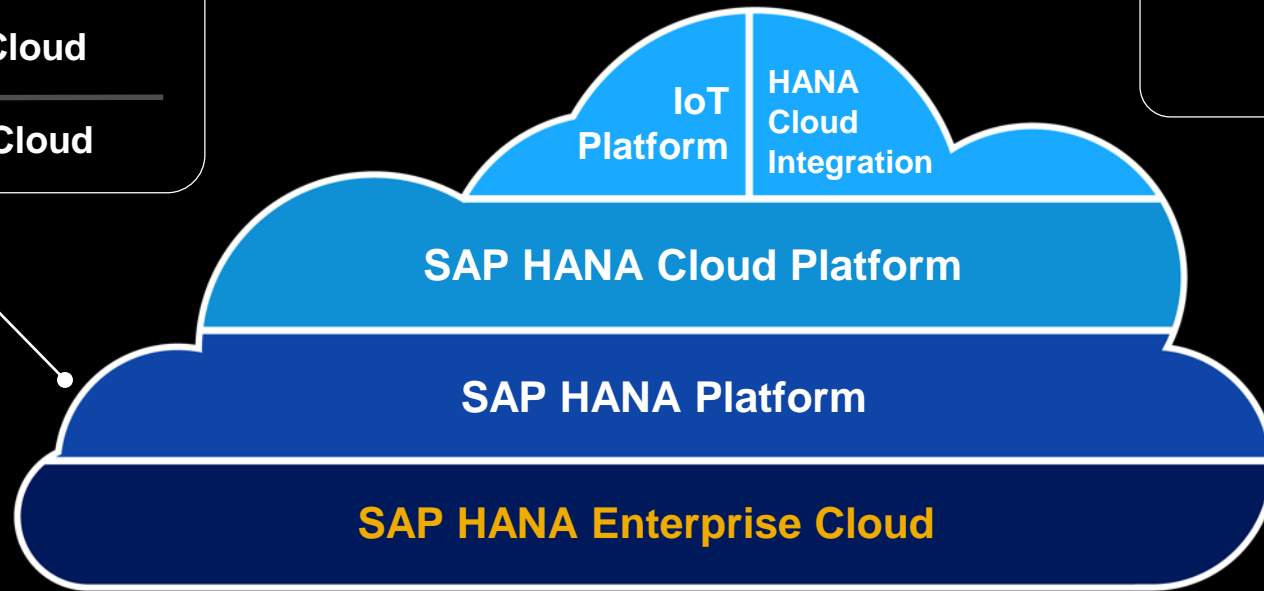
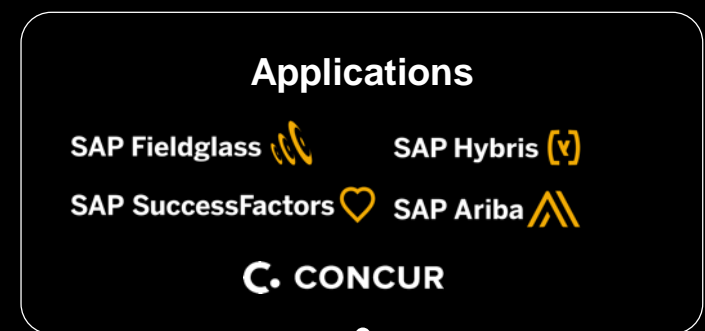


Edge to Core – the Cloud Portfolio

Deployment Options



SAP S/4HANA Native Integration

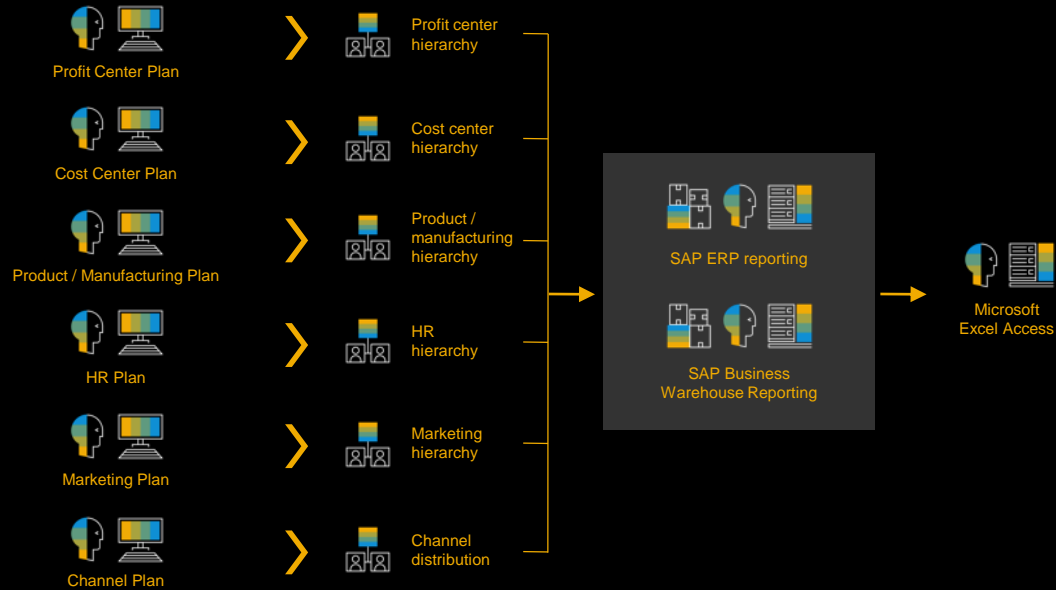


Additional Extended Supply Chain Simplification

Business Process View

Integrated Business Planning

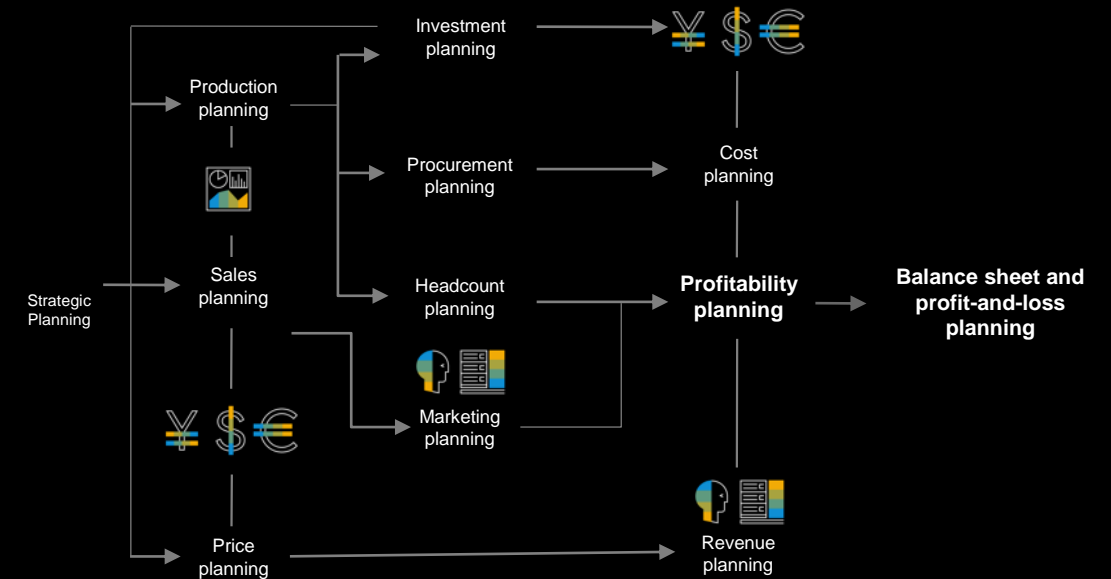
Traditional System



With Traditional System

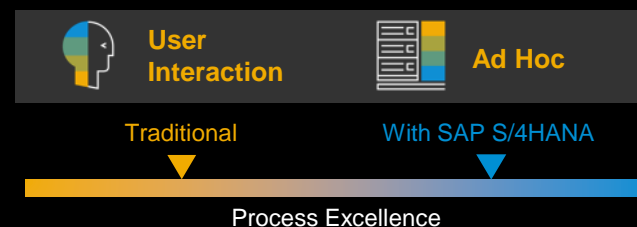
- Different planning processes and interfaces
- No consolidation of related plans between objects
- Lack of insight of operational planning into the financial bottom line
- Manual consolidation of planning across objects
- Inability to update plans and forecasts
- No what-if capabilities, resulting in guesswork

With SAP S/4HANA



With SAP S/4HANA

- Single consolidated view of all planning and forecasting information
- Rollup of planning from subsidiaries into corporate planning
- Rollup of planning from operations into financial planning to measure the financial impact of operational plans
- Leveraging of real-time information to immediately update plans and forecasts
- No lag time for updates across objects
- Predictive capabilities to model planning options



Unified Functionality in the Core

Extended Warehouse Management

EXISTING ERP FUNCTIONAL MODEL



CURRENT RELEASE

SAP ERP
LE-WM



SAP EWM

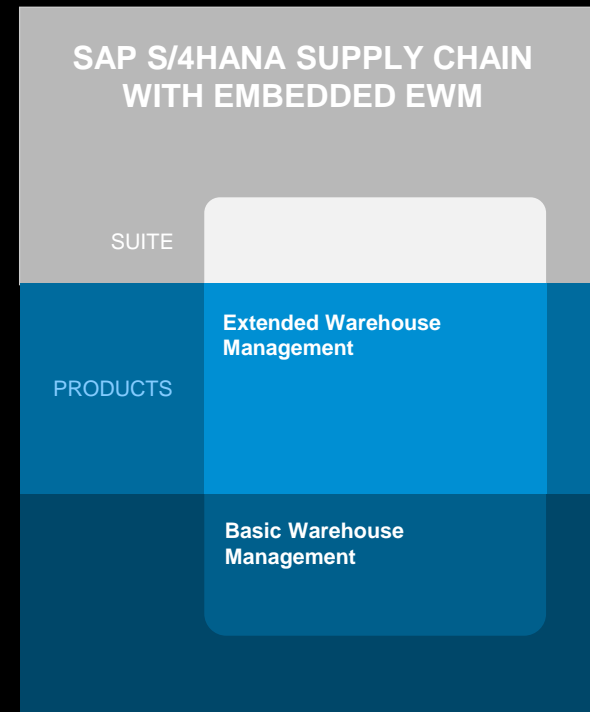


Core Interface
CIF



Integration steps required between EWM and ERP

1. Configuration of communication between ERP and EWM using qRFC
2. Definition of a warehouse in ERP and EWM
3. Integration of the warehouse with the organizational structure of ERP
4. Initial master data transfer from ERP to EWM
5. Creation and activation of a Core Interface (CIF) integration model for the master data transfer from ERP to EWM



One System for all warehousing

Extended Warehouse Management

- Inventory Management Optimization (e.g. Slotting)
- Inbound Process Optimization (e.g. Deconsolidation)
- Outbound Process Optimization (e.g. Waves)
- Material Flow Control
- Yard Management (e.g. TU handling, DAS)
- Labor Management
- Value Added Services
- Kitting
- Cross Docking
- Warehouse Billing

Basic Warehouse Management

- Inventory Management
- Inbound Process
- Outbound Process
- Internal Warehouse Movements
- Physical Inventory
- Reporting

Unified Functionality in the Core

Advanced Available to Promise

EXISTING ERP FUNCTIONAL MODEL 

CURRENT RELEASE

SAP ERP
LE-WM



SAP EWM



Core Interface
CIF

SAP S/4 HANA



1. Product Availability Check
2. Product Allocation
3. Rescheduling
4. Substitution

1. Product Availability Check
2. Product Allocation
3. Rescheduling
4. Substitution

1. Product Availability Check
2. Product Allocation
3. Rescheduling
4. Substitution

Enhanced Backorder Processing

New concept for requirement classification

Enhanced Product Allocation

Synchronous, consistent data
Immediate error handling

Release for Delivery App

Enable timely action on short term supply and demand changes

Additional Use Case and Customer Examples

Computing the Benefit of Mergers and Acquisitions

Challenge

- Imagine that a computer manufacturer plans to expand from the US into France. The company is considering acquiring a competitor who is already located there.
- There are multiple companies that could be acquired, but they must be manually consolidated. Finance does not have the bandwidth to evaluate each acquisition scenario, so pre-selects three scenarios, resulting in potential missed opportunities.

Solution

- With SAP S/4HANA Finance using integrated business planning, the computer manufacturer is able to evaluate each and every scenario.
- Finance executives are able to model all of the different acquisition scenarios using the business drivers most important to the company, using what-if simulations and predictive technology.

Result

- Finance is now able to evaluate the financial impact of the acquisition of each potential target company, using internal data (working capital) and external data.
- Finance can now identify the scenario with the most profit potential, and continue to monitor the ROI as the acquisition moves forward.
- The company can now reduce the risk associated with M&A.



Staying with One Version of the Truth

Challenge

- Imagine that a large hotel chain has gone through multiple M&As and now owns and manages multiple competing hotel brands, each with a different ERP system.
- These systems were not connected, so the hotel was unable to provide a seamless experience for its customers, including separate quotes and invoices.
- The hotel company was not able to achieve a unified view of its customers.

Solution

- Using SAP S/4HANA Finance and the central journal scenario, the hotel chain can quickly pull information from all disparate systems for managing financials, both financial statements and management accounting information.
- With the analytics capabilities within SAP S/4HANA and SAP Fiori, information is obtained in real-time incorporating both financial and operational data.

Result

- Increased customer satisfaction, including B2B and B2C customers making reservations at different hotel brands and sub-brands, with one proposal and invoice.
- Single version of the truth with a unified interface, giving the hotel chain a more complete view of customers' reservations and purchasing behavior.
- Increased sales opportunities with loyalty programs across the different brands.



WEIG Group

MEE | Germany | Mill Products

“The close partnership and focused execution through SAP Value Assurance service packages for SAP S/4HANA helped speed our implementation for a successful go-live. With SAP S/4HANA, employees have more analytical insight into daily tasks, helping better penetrate the market. And we have the foundation to integrate customers and partners into our business processes.”

– Ralf Schnackerz, CIO, WEIG Group

Better

decision making and market penetration through real-time access to key data and reports

Increased

user productivity and satisfaction through an enhanced mobile user experience

Launched

Platform to integrate customers and business partners into the company’s value chain at all levels – from order process to manufacturing



dōTERRA

NA | United States | Consumer Products

“Our goal was to run sophisticated software while still feeling like a small company as we grow. We did not want to get into an ERP environment where we felt forced into a landscape much too complex for our needs. We wanted to keep it quick, simple, and agile — given our age, size, growth, and business.”

– Todd Thompson, CIO, dōTERRA



National Electric Vehicle Sweden (NEVS)

EMEA | Netherlands | Automotive

“Understanding all aspects of the cost of development from end to end is crucial, and SAP S/4HANA offers many advantages we can capitalize on. After all, being in tune with the marketplace – and adjusting your cost base accordingly – is invaluable.”

– Conny Janson, Vice President IS/IT, National Electric Vehicle Sweden AB

Robust

IT platform to support
global expansion

Unified

group-wide business
processes

Modern

order-to-delivery
process chain



Additional Content on the S/4HANA Journey

Where to Begin?

NEW CUSTOMERS

New implementation of SAP S/4HANA, on-premise edition

	Service and support best practices
1 PLAN Scope migration effort and identify key business scenarios	Migration scoping and value identification workshop
2 INSTALL Install SAP HANA and SAP S/4HANA	Engineered services for technical deployment SAP S/4HANA Foundation rapid-deployment solution
3 IMPORT Import data from legacy application (if necessary)	Comprehensive migration services scoped in "t-shirt" sizes.

CUSTOMERS WITH SAP ERP ON ANY DATABASE

System conversion from on-premise SAP ECC 6.x to SAP S/4HANA (Nov. 2015 planned update)

	Service and support best practices
1 PLAN Scope migration effort and identify key business scenarios	Migration scoping and value identification workshop
2 CONVERT Unicode conversion (if not already done)	Rapid database migration service Comprehensive migration services scoped in "t-shirt" sizes.
3 MIGRATE Install and migrate database to SAP HANA	
4 INSTALL Install new code	Engineered services for technical deployment

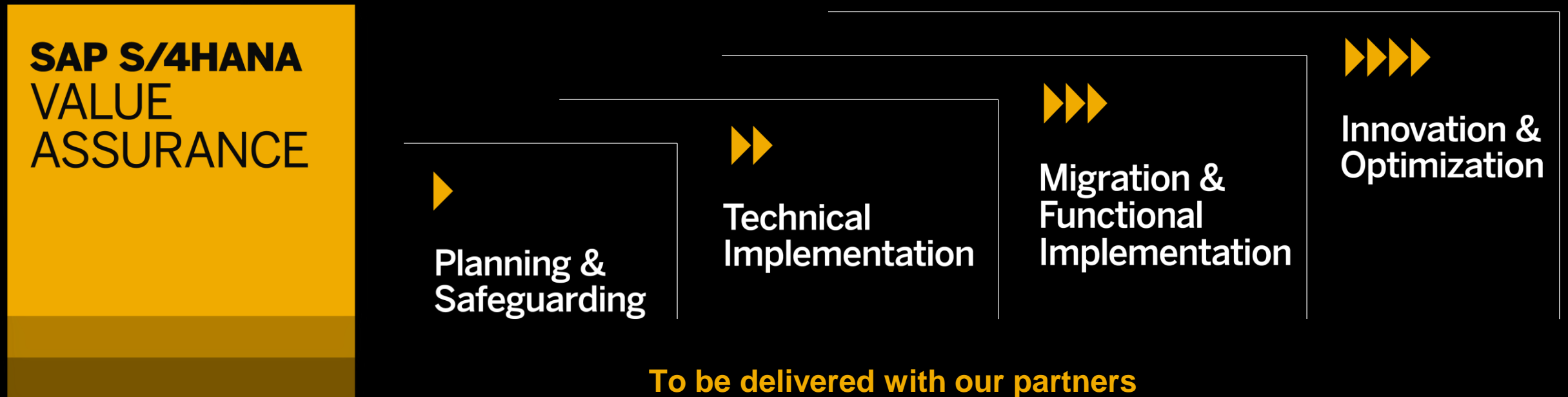
ONE STEP OPTION

CUSTOMERS WITH SAP BUSINESS SUITE POWERED BY SAP HANA

System Conversion from on-premise SAP Business Suite powered by SAP HANA to SAP S/4HANA

	Service and support best practices
1 PLAN Identify key business scenarios	Value identification workshop
2 INSTALL Install new code	Engineered services for technical deployment

Putting in Place the Right Foundation

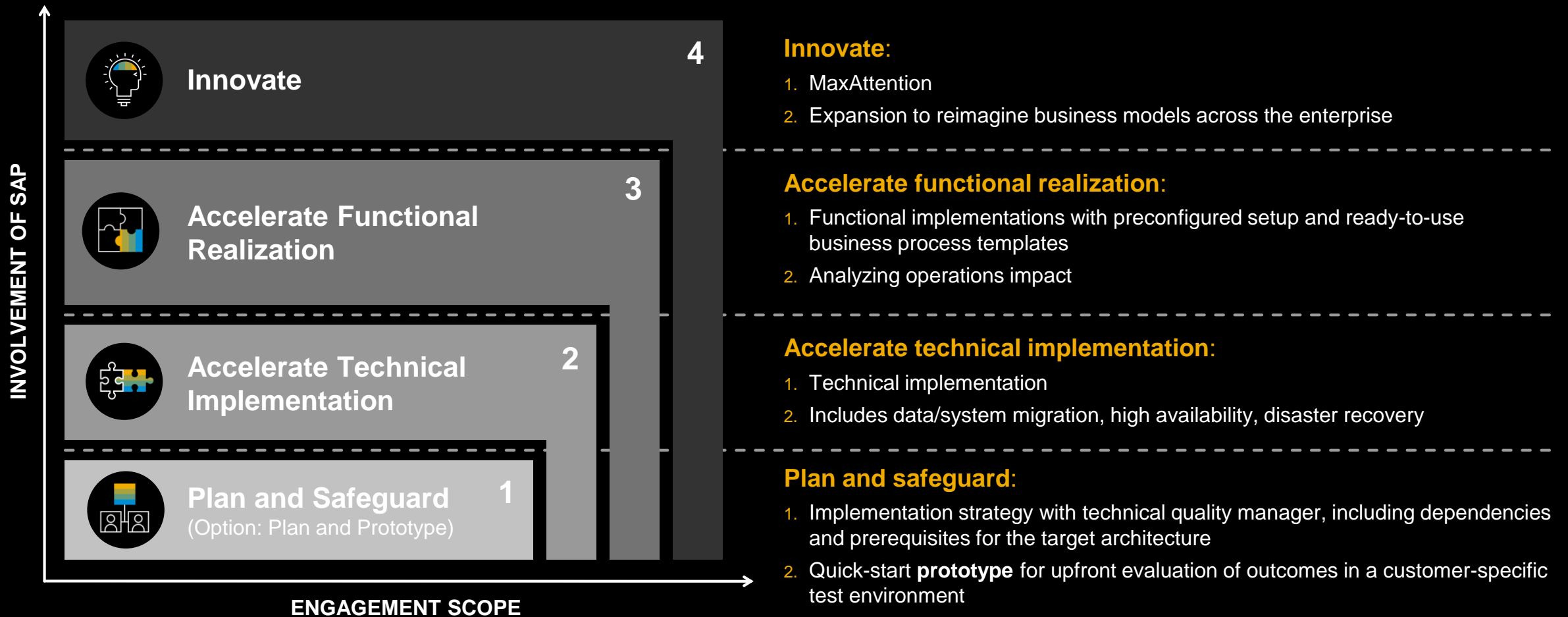


“I commit SAP Value Assurance to our SAP S/4HANA customers.”

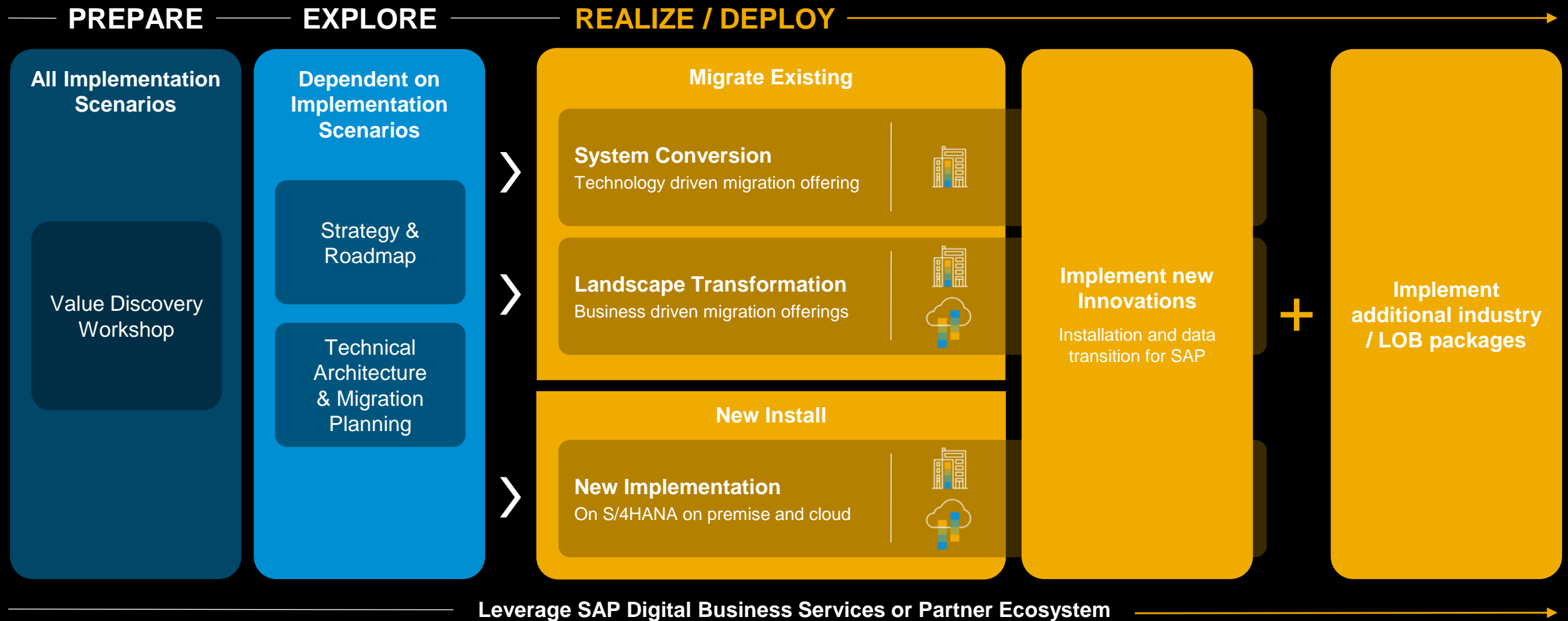
Bill McDermott, SAPPHIRE NOW 2016 Keynote

Value Assurance – In all S/4HANA implementations

What you get: Security of AE/MaxAttention with S/4HANA defined services/scope, and defined outcome.



Major Milestones in SAP S/4HANA Adoption



Driving Your Business Outcomes

Critical Foundation to Deliver Desired Outcomes, in Your Preferred Hosting Model

