

# The next generation business suite



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# Disclaimer

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# The digital value network interconnects all aspects of the value chain in real time to drive business outcomes

Smarter and engaged **workforce** across all employees

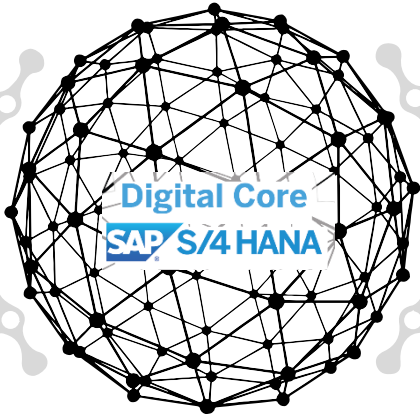
**Workforce** engagement



**Supplier** collaboration business networks



**Supplier** collaboration to accelerate growth



Harness **Assets & Internet of Things** to drive real-time insights and new business model



**Assets & Internet of Things**



**Consumer** experience omni-channel

Outcome-based **consumer** experience

**SAP HANA PLATFORM**

Re-platform **core business processes**, and bring together business process and analytics in real time to be smarter, faster, and simpler

# Digital Business translates into:

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1. Integrated **Traditional & Digital** Business
2. Increased **Throughput** requirements derived from endless low value transactions
3. Advanced demand of **UX** requirements with increasing number of untrained users from outside the companies
4. Combined **OLAP & OLTP** for instant decisions
5. Higher degree of **Automation** for 'things' based processing
6. Usage of **HANA capabilities** like search, pattern recognition, unstructured data, text analysis, spatial, ... data processing
7. **Data Mining** to do the right things, correlation not co-incidence

# Digitize beyond the core, embrace the digital economy

## Digital economy

 Internet of Things

 Big Data

 Business networks

 Devices

 Social networks

 People



## Digital core

**SAP S/4 HANA**

**User empowered**  
Instant insight | Contextual information | Personalized experience

**Process enriched**  
Scalability | Real time | Prediction | Simulation

**Live data**  
Granular | Responsive | Accurate

On-premise edition 

Cloud edition 

## Digital transformation

Segment of 1

Lot size of 1

No latency

At scale

# SAP S/4HANA only 1 year after the launch

2.700+

Licensed Customer Scenarios

713+

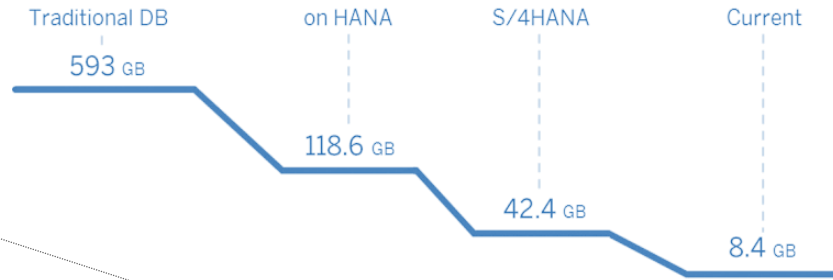
Active Customer Projects

In all **26** industries & **66** countries

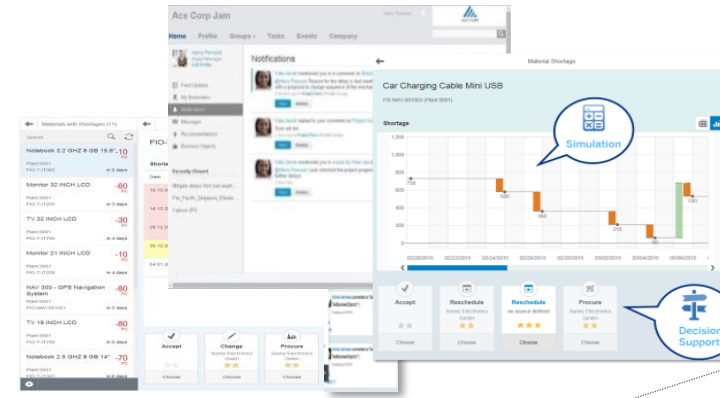
**32** in SAP HANA Enterprise Cloud



## Simplification



## User Experience & Work Patterns



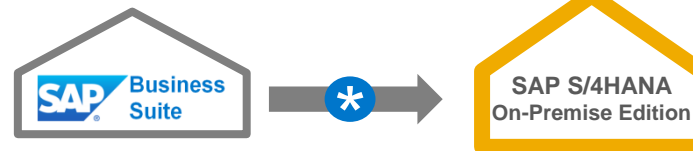
## Choice of Deployment



## Cloud Qualities

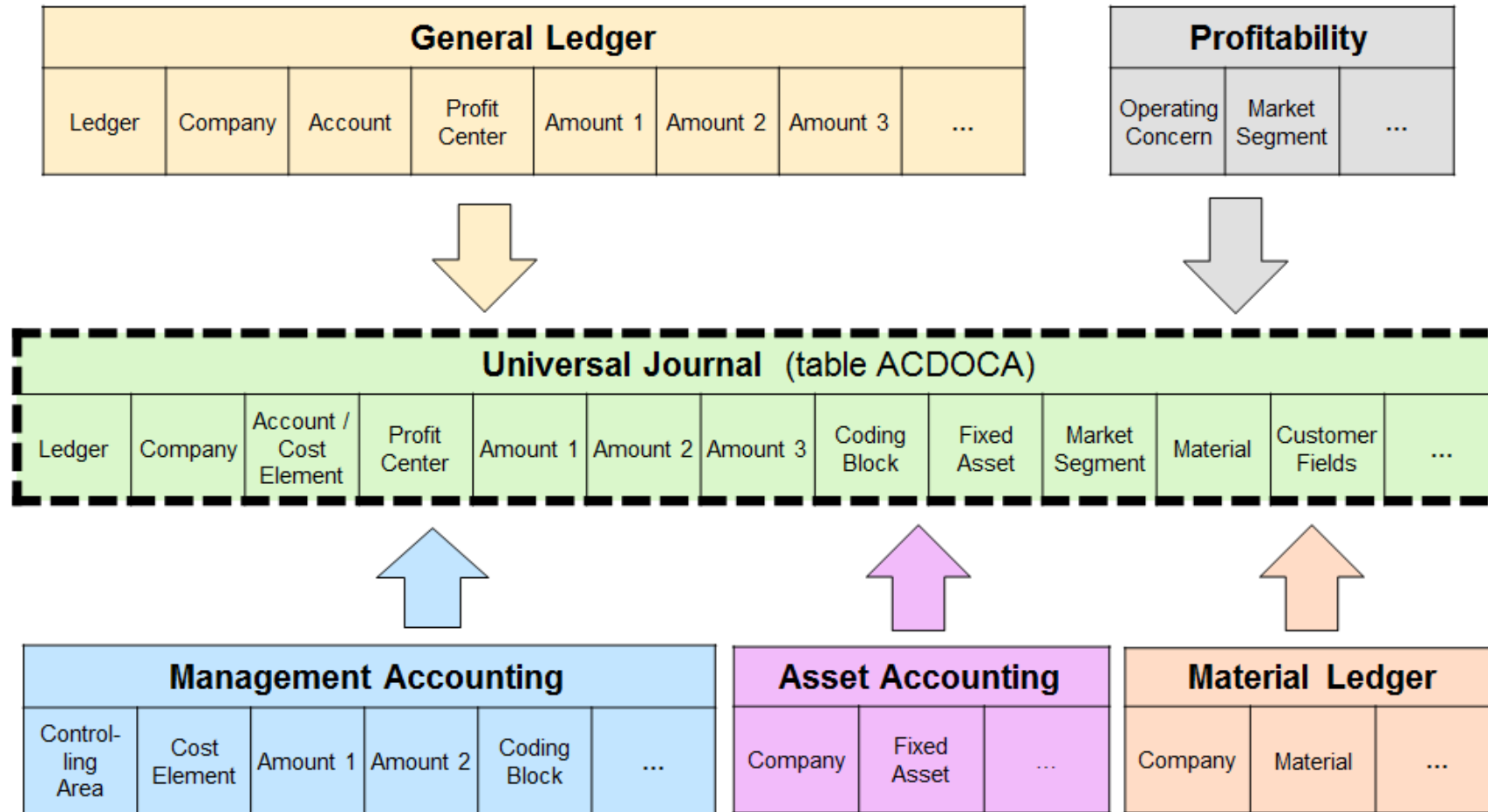


## Migrate-ability



# Architecture, Editions, & Landscapes

## Simplified data model



### De-normalized Data Models

- Traditional normalization in relational DB saved data volume but incurred duplication and performance loss (needed joins, unions, replication, ...)
- Columnar store compresses per column and changes the fundamental need for normalization
- Result: Performance gains (no joins ...), multidimensional analysis, simpler code and data models, hierarchy simulation capabilities

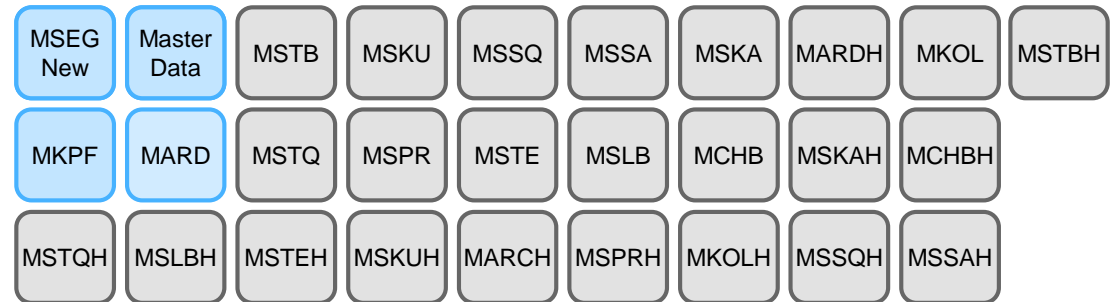


# SAP S/4HANA massively reduces complexity in IT Landscape

## SAP S/4HANA Finance aggregates and indices



## SAP S/4HANA Logistics Supply Chain aggregates and indices

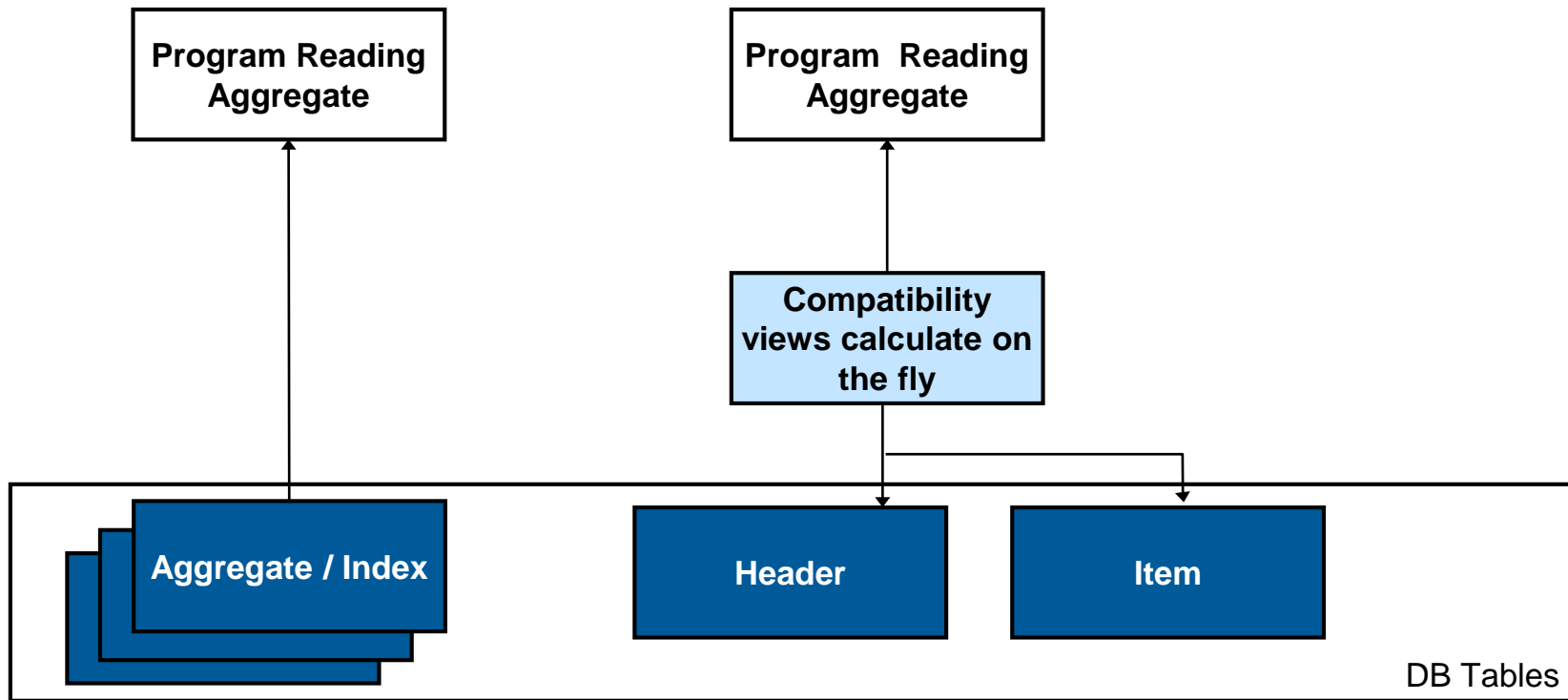


## Simplified data model

- Semantically rich data model
- Drop performance workarounds
- Keep all information
- Overcome locking and increase throughput
- Enable simulation

# Investment Protection

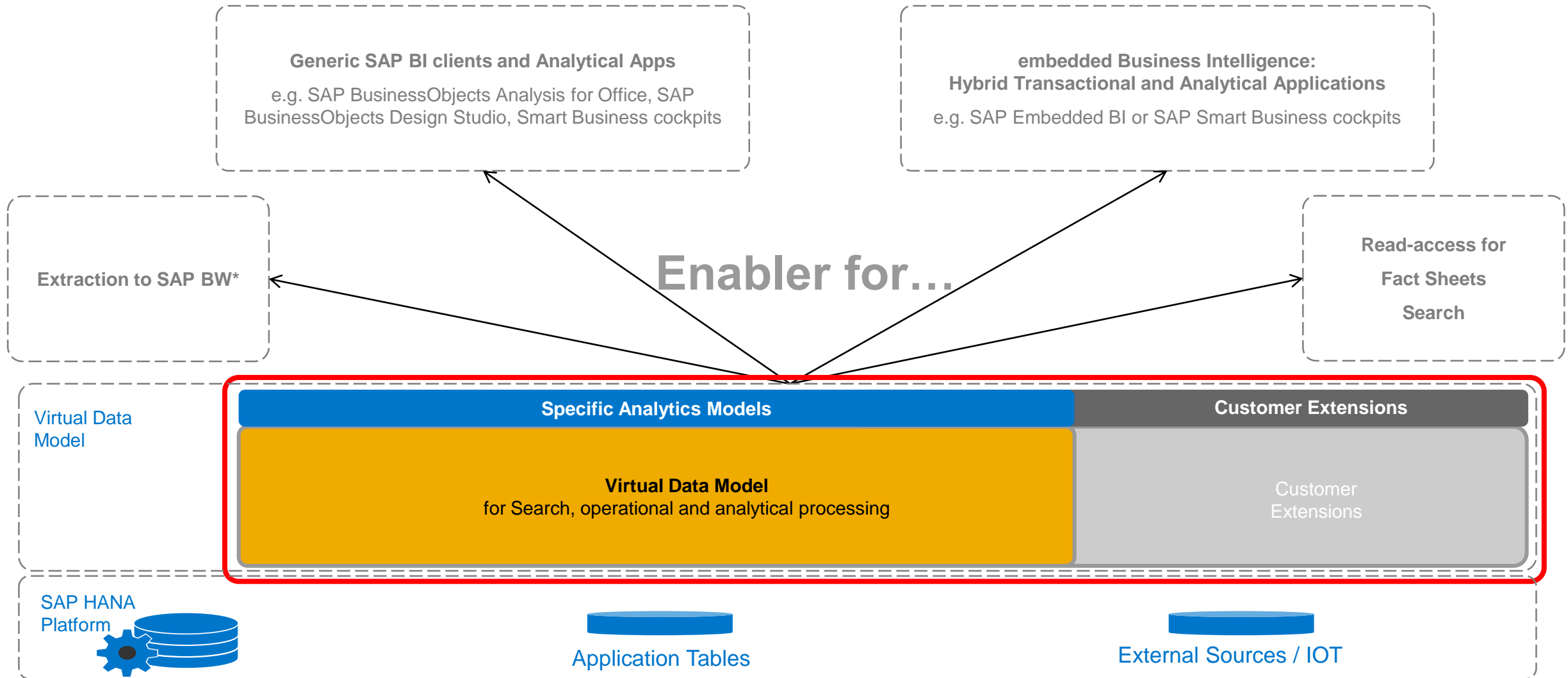
## Non-Disruptive with Compatibility Views



**Suite on HANA**

**SAP S/4HANA**

# Use Cases for the Virtual Data Model in SAP S/4HANA



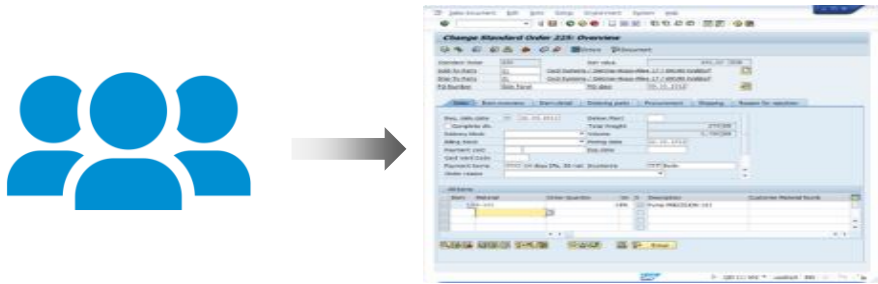
\*This way SAP enables existing BW extractors to also support Simple Finance and other Innovations in SAP S/4HANA

# SAP Fiori UX, modern user experience and responsive design

## TODAY

Functional-based applications

■ **FROM:** One transaction for multiple roles with too much and complex functionality



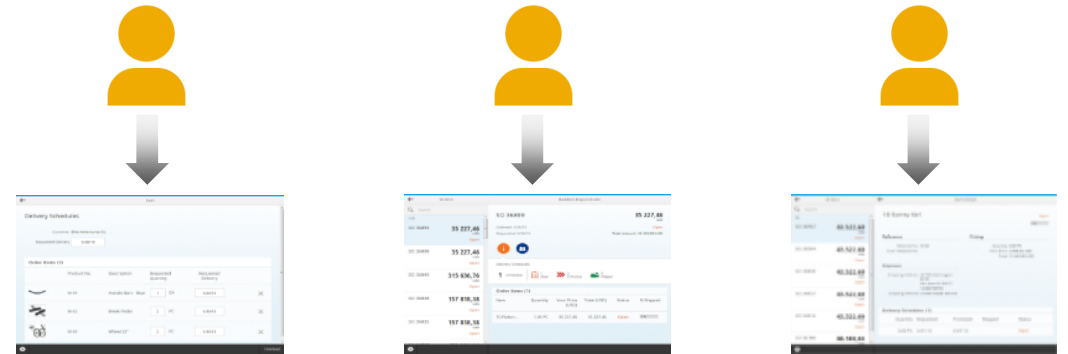
■ **FROM:** Multiple entry points for the user and inconsistent user experience



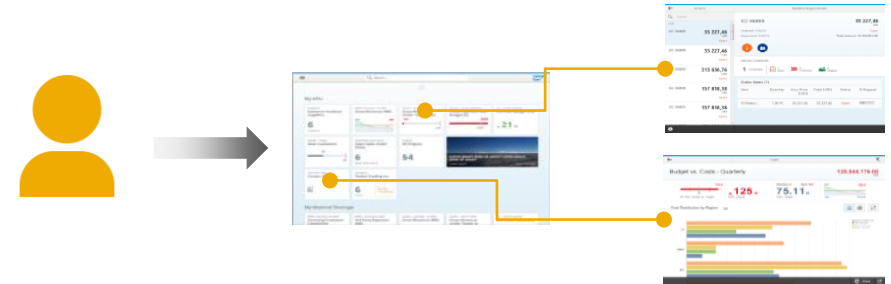
## TARGET

Role-based applications

**TO:** Decomposed apps for each role with simple functions



**TO:** One entry point for the User and UX following common design directions



*This is the current state of planning and may be changed by SAP at any time.*

# Key Capabilities of a Responsive Design with SAP FIORI

Example: SAP S/4HANA Finance Consolidation of activities, Intelligent navigation patterns, Intuitive usability

Contact data

Credit data: UKM\_BP

Personalized post-it notes

Trends & analytics at a glance

Document No.	Posting Key	Outstanding	State of Promise	Dispute Reason	Document Date	Due Date	Days in Arrears
90008732	5	31.600,48	EUR	Not Promised	04.02.2014	04.10.2014	-18
90008733	5	10.234,00	EUR	Not Promised	08.08.2014	08.10.2014	-23
90008931	5	111.860,00	EUR	Not Promised	10.09.2014	08.08.2014	6
90008734	5	868,30	EUR	Broken	22.03.2014	31.03.2014	188
90008731	5	73,72	EUR	Not Promised	01.04.2014	30.04.2014	138
90008735	5	8.438,62	EUR	Not Promised	11.05.2014	31.10.2014	-46
		162.875,08	EUR				

Personalize layout variants

Context-dependent actions

Full customer contact history

Example: SAP S/4HANA Manufacturing - MRP Cockpit - Material Shortage

Material Shortage

Car Charging Cable Mini USB  
FI2-NAV-001003 (Plant 0001)

Shortage

Simulation

Date	Shortage Level
02/20/2015	730
02/24/2015	580
02/26/2015	360
03/02/2015	210
03/04/2015	60
03/06/2015	530

Decision Support

Accept

Reschedule

Reschedule

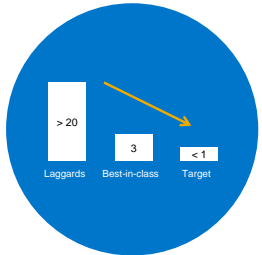
Procure

# Key Business Innovations for finance



## Universal Journal

- Ultimate single source of truth for instant insight and easy customer extensions
- ONE line item table with full detail for all applications
- This replaces the “logical document” of release 1.0.
- Secondary cost elements are now G/L accounts.
- Data stored only once: no reconciliation needed by design
- Reduction of memory footprint through elimination of redundancy.



## Accelerated Financial Close

- Improved soft close and hard close
- Real-time profitability by earlier derivation of market segment
- Correct asset acquisition values at any time - now also for valuation areas with “special items”
- Elimination of multiple reconciliation tasks due to the universal journal
- Significant speed-up of asset depreciation run.



## Central Finance

- Real-time replication of secondary CO postings from several source systems into a central system
- Document drill back to the original FI document in the source system
- Replication of cost objects (production orders, product cost collectors, and internal orders)
- Mapping functionality for harmonization of master data (optionally via MDG solution)
- Centralized error handling with the error correction and suspense tool.

# Key innovations in logistics



## Material Requirements Planning

Fast MRP run, and new working model for MRP controllers based on decision support.



## Material Valuation

Principle of One, scalable material valuation capabilities, utilizing Material Ledger, that way customers can use multi-currencies, valuation methods per different accounting laws like GAAP.



## Inventory Management

Simplified data model resulting in increased throughput, flexible analytics at the most granular level.



## Order Management & Billing

Enable monitoring of end-to-end order-to-cash process & take actions for any exceptions, information on the exceptions to resolve the issues, lower TCO due to data model simplification, support for the most recent versions of business features such as FSCM Credit Management, GTS Foreign Trade, SAP Simple Finance Revenue Accounting, new analytical capabilities.



## Available To Promise & Backorder processing

Enhance ERP by advanced ATP capabilities in APO, new coding to make it better, innovation benefit as functionality will be refreshed.



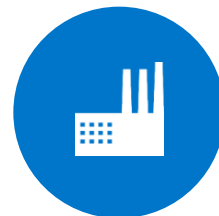
## Procurement

Increased efficiency in the Procure-to-Pay processes, new Analytical Apps & Spend KPI's, Ariba Network Integration for PO Order and IV.



## Capacity Planning

New deployment option for bringing PP/DS on ERP, reducing integration efforts, allowing seamless master data & UI harmonization.



## Industry to Core

Discrete industries functionalities such as Just-in-Time & Just-in-Sequence available for wider cross industry adoption through the Core.

*This is the current state of planning and may be changed by SAP at any time.*

# Roadmaps for SAP Simple Finance

for Details click [here](#)

## Road map for SAP Simple Finance Financial planning

- SAP Accounting powered by HANA
- SAP Profitability and Cost Accounting
- Integrated financial planning
- SAP Fiori apps for controlling
- SAP Smart Business, executive dashboard

### Solution today

DISCLAIMER: This map represents SAP's current plan, but subject to change without any prior notification.

## Road map for SAP Simple Finance Treasury and financial risk management

- SAP Treasury Management
- SAP Cash Management and HANA
- Liquidity planning
- Enhanced commodity risk analytics and dashboard
- SAP Fiori apps for cash management

### Solution today

DISCLAIMER: This map represents SAP's current plan, but subject to change without any prior notification.

## Road map for SAP Simple Finance Accounting and financial reporting

- SAP Accounting powered based on universal journal
- SAP Business Planning and Consolidation, version for NetWeaver
- SAP Revenue Accounting
- Intercompany reconciliation
- SAP Fiori apps for general accountants, including reporting
- Central finance deployment

### Solution today

DISCLAIMER: This map represents SAP's current plan, but subject to change without any prior notification.

## Road map for SAP Simple Finance Collaborative finance operations

- Accounts/Receivable
- Accounts/Payable
- Payments
- SAP Credit Management
- SAP Working Capital Analytics
- SAP Fiori apps for A/R and A/P
- SAP Fiori apps for A/P and A/R

### Solution today

DISCLAIMER: This map represents SAP's current plan, but subject to change without any prior notification.

## Road map for SAP Simple Finance Enterprise risk and compliance management

- Audit and fraud integration
- Advanced analysis of what-if simulation results
- Rules for compliance with procurement fraud and anticorruption regulations
- Creation of detection methods for address screening
- Enablement of business users to create rules and adapt them immediately

- Access-risk remediation workflow
- Performance of manual controls

- Full integration of governance, risk, and compliance into company processes and systems
- Interactive definition of monitoring rules, visualization, and preventive monitoring
- Modular approach to solutions, personalized interface, and anytime and anywhere access to information

### Solution today

### Planned innovations

### Future direction

DISCLAIMER: This map represents SAP's current plan, but subject to change without any prior notification. Certain planning constraints such as regulatory and licensing issues are outside of our control and may impact the timelines.



# Roadmaps for Logistics

for Details click [here](#)

## LoB Supply Chain road map for SAP S/4HANA Transportation



## LoB Supply Chain road map for SAP S/4HANA Extended warehouse



## LoB Supply Chain road map for SAP S/4HANA Supply chain



## LoB Manufacturing road map for SAP S/4HANA Manufacturing



## LoB Manufacturing road map for SAP S/4HANA Quality management



- Current road map for [supp](#) on SAP Service Marketplace

- Current road map for [suppl](#) on SAP Service Marketplace

- Available to Promise functionality
  - Product availabil
  - Scheduling
  - Back-order pro
- Business benefits: C existing ATP capabili

- Enablement of all core produc (PP) and material requirement (MRP) processes executable optimized data model for inver
- High-volume goods movement
- Real-time decision support for planners
- Integration of SAP S/4HANA t manufacturing execution suite Manufacturing Execution, SAI Manufacturing Integration and [SAP MI], SAP Product Conn

- Current road map for [manufacturing](#) on SAP Service Marketplace

- Role-based launchpad (focus on processes based on SAP Business-All-in-One scope)
- SAP Fiori apps for quality technicians
- Modernized problem handling
- QMIS replaced by CDS views
- Deprecation of outdated transactions

- Role-based Web-enabled SAP Fiori apps for quality technicians, calibration technicians, quality planners, quality engineers, quality auditors, quality managers

- Defect recording
- Action management
- Simplified inspection planning
- Easy handling of inspection characteristics

- Complaint process (such as "Eight Disciplines Problem Solving," or 8D)
- Quality planning as part of R&D (such as APQP, PPAP, HACCP)

- Predefined business processes and roles for fast implementation

Solution today

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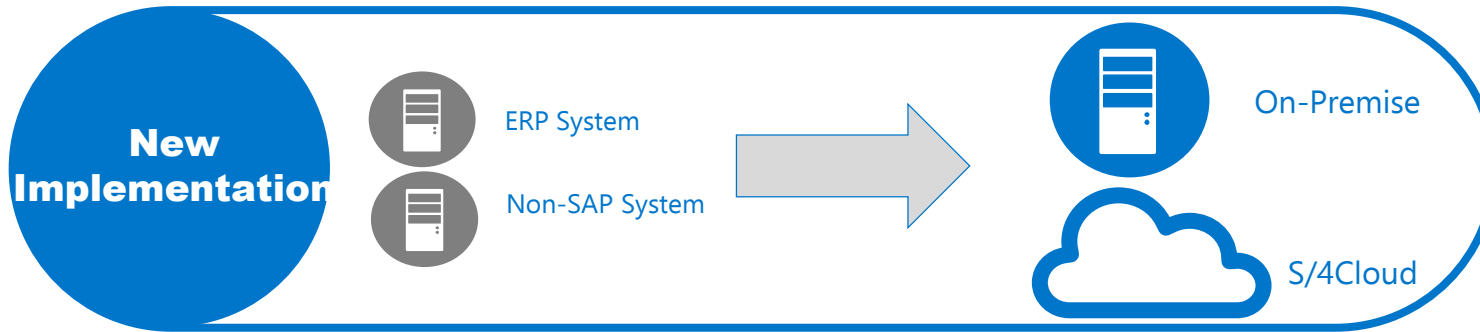
Planned innovations

Future direction

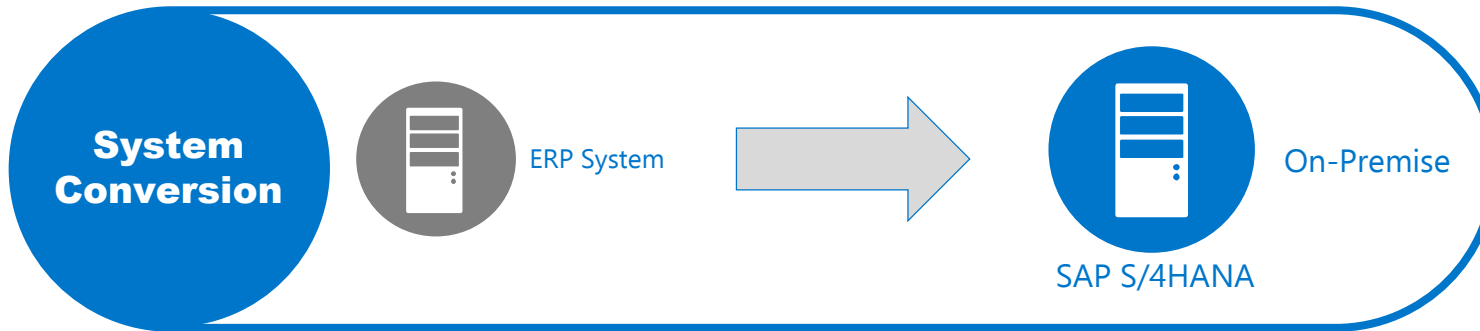
DISCLAIMER: This map represents SAP's current plan, but subject to change without any prior notification. Certain planning constraints such as regulatory and licensing issues are outside of our control and may impact the timeline. CDS: Core data services

# SAP S/4HANA

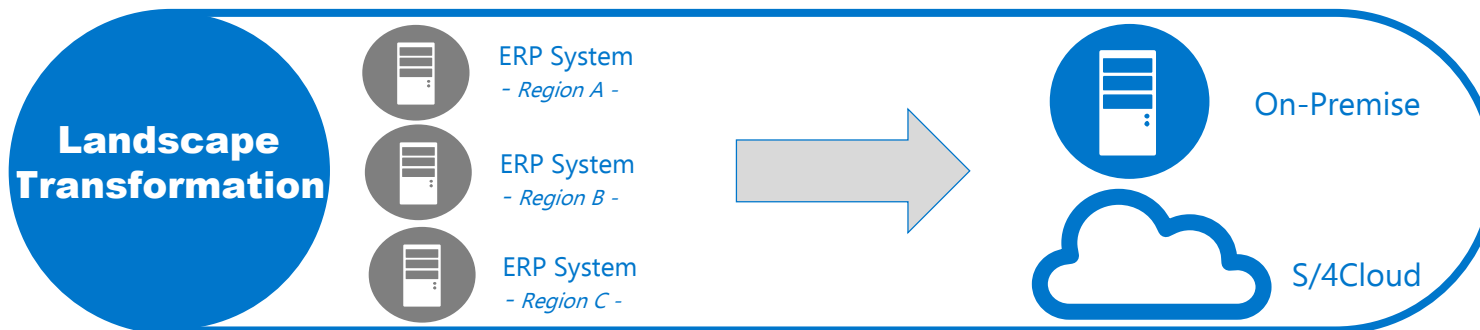
## The 3 transition scenarios



- *Example:* New or existing SAP customer implementing a new SAP S/4HANA system with initial data load



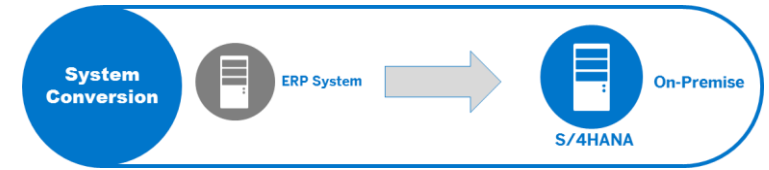
- *Example:* Complete conversion of an existing SAP Business Suite system to SAP S/4HANA



- *Example:* Consolidation of current regional SAP Business Suite landscape into one global SAP S/4HANA system or selective data migration

# Your way to SAP S/4HANA

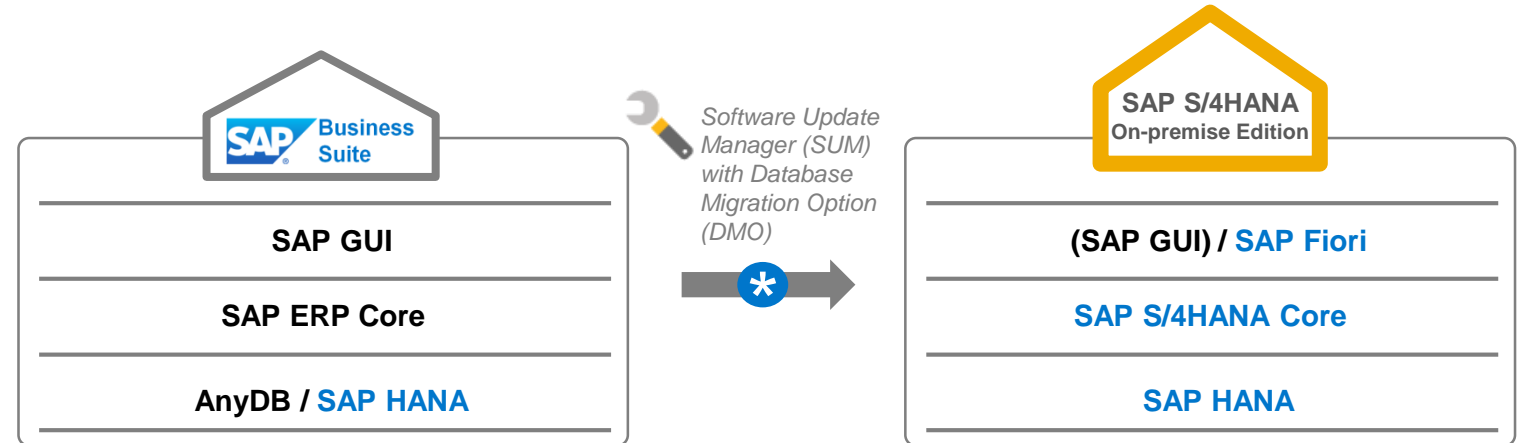
## Scenario 1 – System Conversion



### Scenario description

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

**Database, NetWeaver and Application** transition in one step.



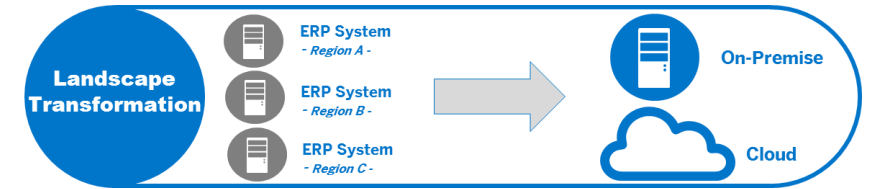
### Benefits

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

What	How
* Installation <b>and</b> migration	Rapid Database Migration of SAP Business Suite to S/4 HANA (all one step migration, including sFIN/sLOG conversion) using SUM with DMO

# Your way to SAP S/4HANA

## Scenario 2 – Landscape Transformation

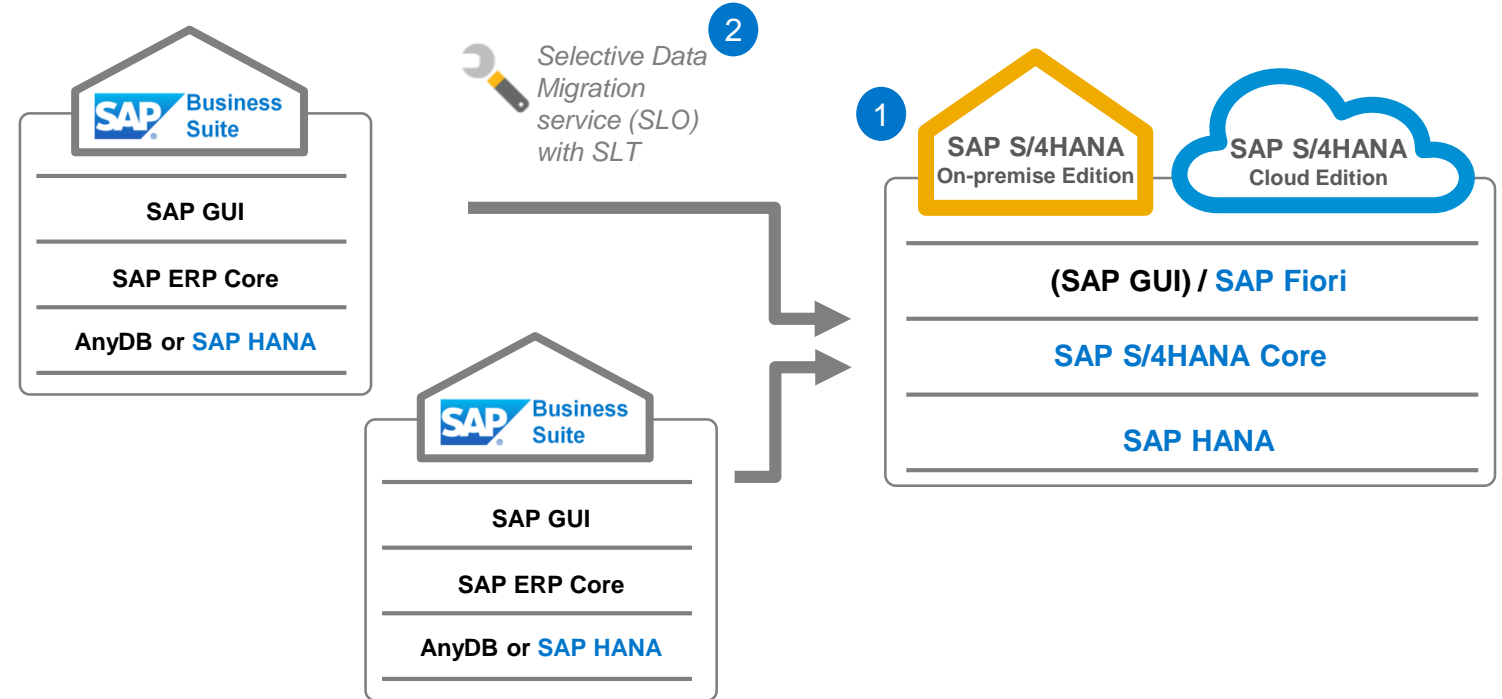


### Scenario description

Customers who want to **consolidate** their landscape or **carve out** selected entities or processes into an existing SAP S/4HANA system.

### Benefits

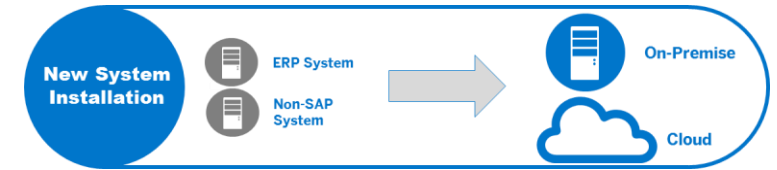
- + Stay with current business processes and move gradually to S/4HANA innovations
- + Harmonized business processes and shared master data through consolidation
- + Carve out of single entities of the company to SAP S/4HANA and leverage process simplification



	What	How
<b>1</b>	Install (and configure) S/4HANA	SWPM (Software Provisioning Manager)
<b>2</b>	“Carve Out”	Selective Data Migration service (SLO) with SLT → Individual harmonization project required

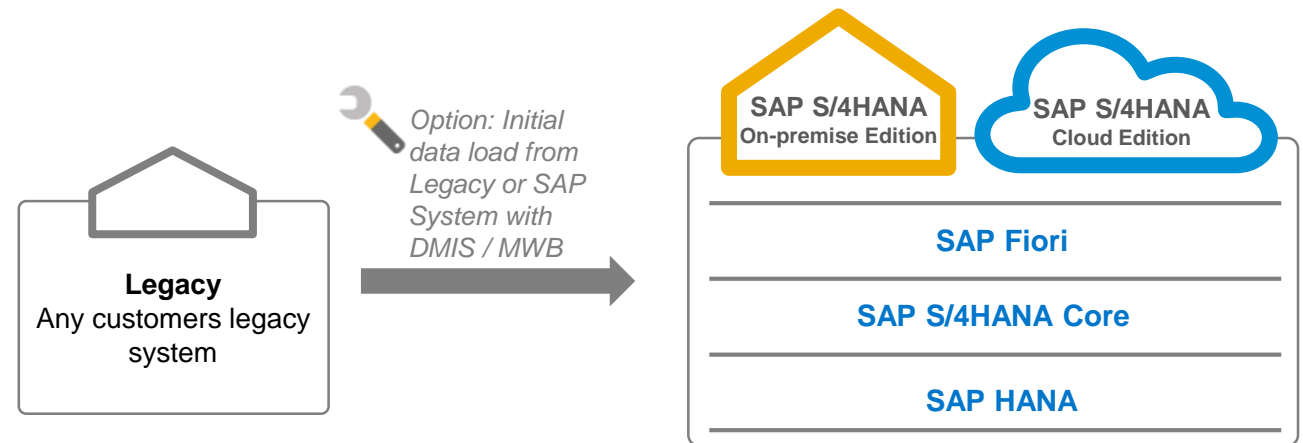
# Your way to SAP S/4HANA

## Scenario 3 – New Implementation



### Scenario description

**New implementation** of SAP S/4HANA e.g. for customers migrating a legacy system.



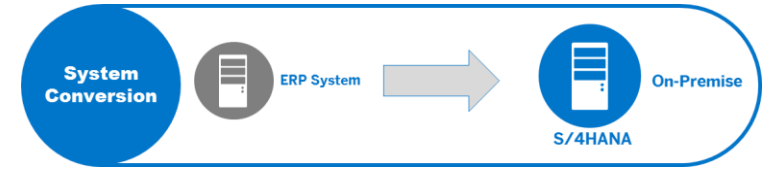
### Benefits for the customer

- + Reengineering and process simplification based on ready-to-run business processes and reference solution delivered with the product
- + New implementation of industry-leading Business Suite
- + Pre-defined migration objects & Best Practices available in a guided process

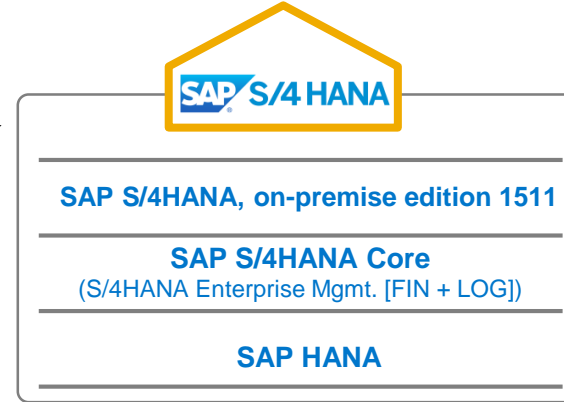
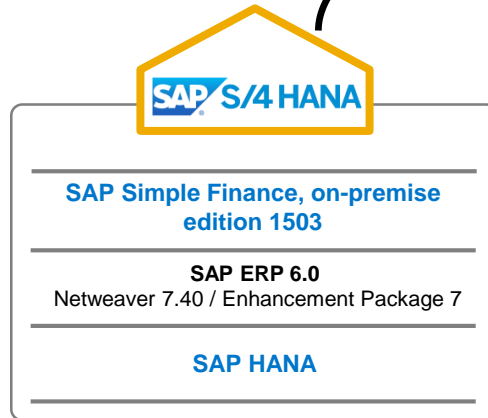
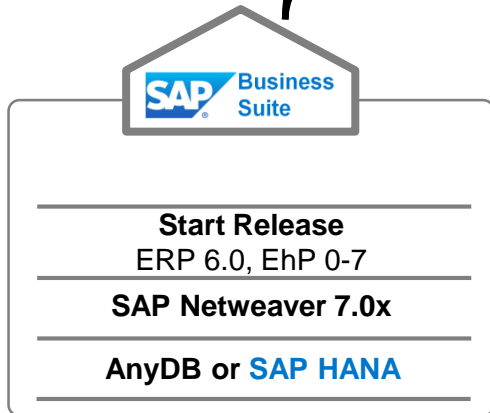
What	How
1 Install S/4HANA	SWPM (Software Provisioning Manager)
2 Initial data load from source system	<b>Data Migration Server / Migration WorkBench</b> <ul style="list-style-type: none"> <li>• SAP source: system connection</li> <li>• Legacy system: file upload</li> </ul>

# SAP S/4HANA

## The SAP S/4HANA, on-premise edition



Technical Procedure based on Software Update Manager (SUM) with Database Migration Option (DMO)



### The Road to SAP S/4HANA

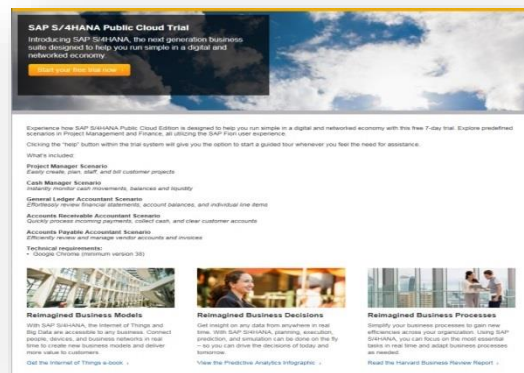
- A customer can move from SAP Business Suite to SAP Simple Finance, on-premise edition 1503. This is the currently (as of August 2015) available option offering simple finance functionality.
- With Q4/2015 a customer can move from SAP Business Suite to SAP S/4HANA, on-premise edition 1511. This option offers simplified functionality in financials and logistics areas.
- Customer with SAP Simple Finance, on-premise edition 1503 can move to SAP S/4HANA, on-premise edition 1511.
- One customer might move first to SAP Simple Finance on-premise edition 1503 and then to SAP S/4HANA, on-premise edition 1511. With that tasks are distributed over a timeline. Another customer might take a bigger step and introduce simple finance and simple logistics in one step.

# Where to go for more information

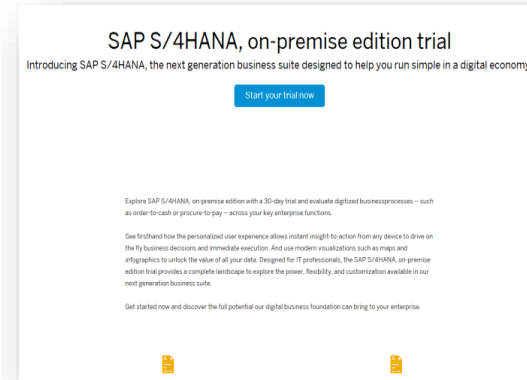
## Discover SAP S/4HANA



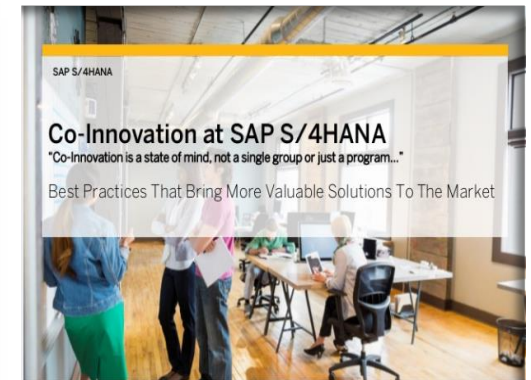
## SAP S/4HANA, cloud edition trial



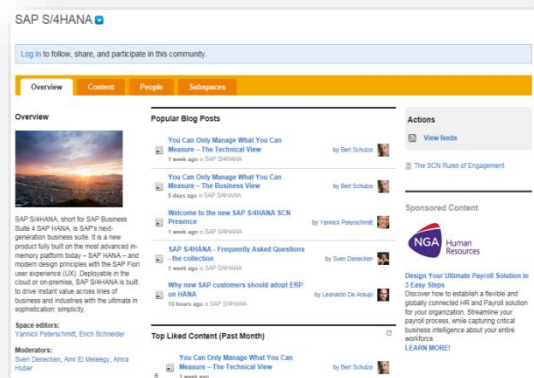
## SAP S/4HANA, on-premise edition trial



## Co-Innovation @ SAP S/4HANA



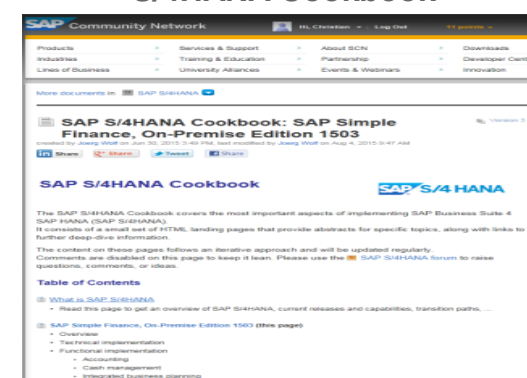
## Join the Community



## Top Questions and Answers



## How to get there ... S/4HANA Cookbook



## Detailed SAP S/4HANA road map: SAP Service Marketplace

