

The logo for SAP S/4HANA movement, featuring the text 'SAP S/4HANA' in yellow and 'movement' in white, with a colorful geometric icon to the right.

SAP S/4HANA[®]
movement

SAP S/4HANA Value Starter Program

Initial Introduction

September 2020

Public

THE BEST RUN 



1

Why S/4HANA Value Starter?

Why is it relevant for you?

2

Initiating the Value Starter Engagement

How to show customers the power of Value Starter?

3

What is S/4HANA Value Starter Engagement?

What is provided to help answer your key questions?

4

What are the benefits S/4HANA Value Starter?

What is the value proposition for your company?



Why S/4HANA Value Starter?

Why is it relevant for you?

SAP S/4HANA Movement Program

Your Vision-to-Value Journey

Deliver quick adoption & time-to-value.

Drive continuous innovation & optimization.

Align on vision & strategy

Align on business and IT strategy.
Get buy-in across the organization.

Deliver business value

Vision-to-value Journey

Build the case

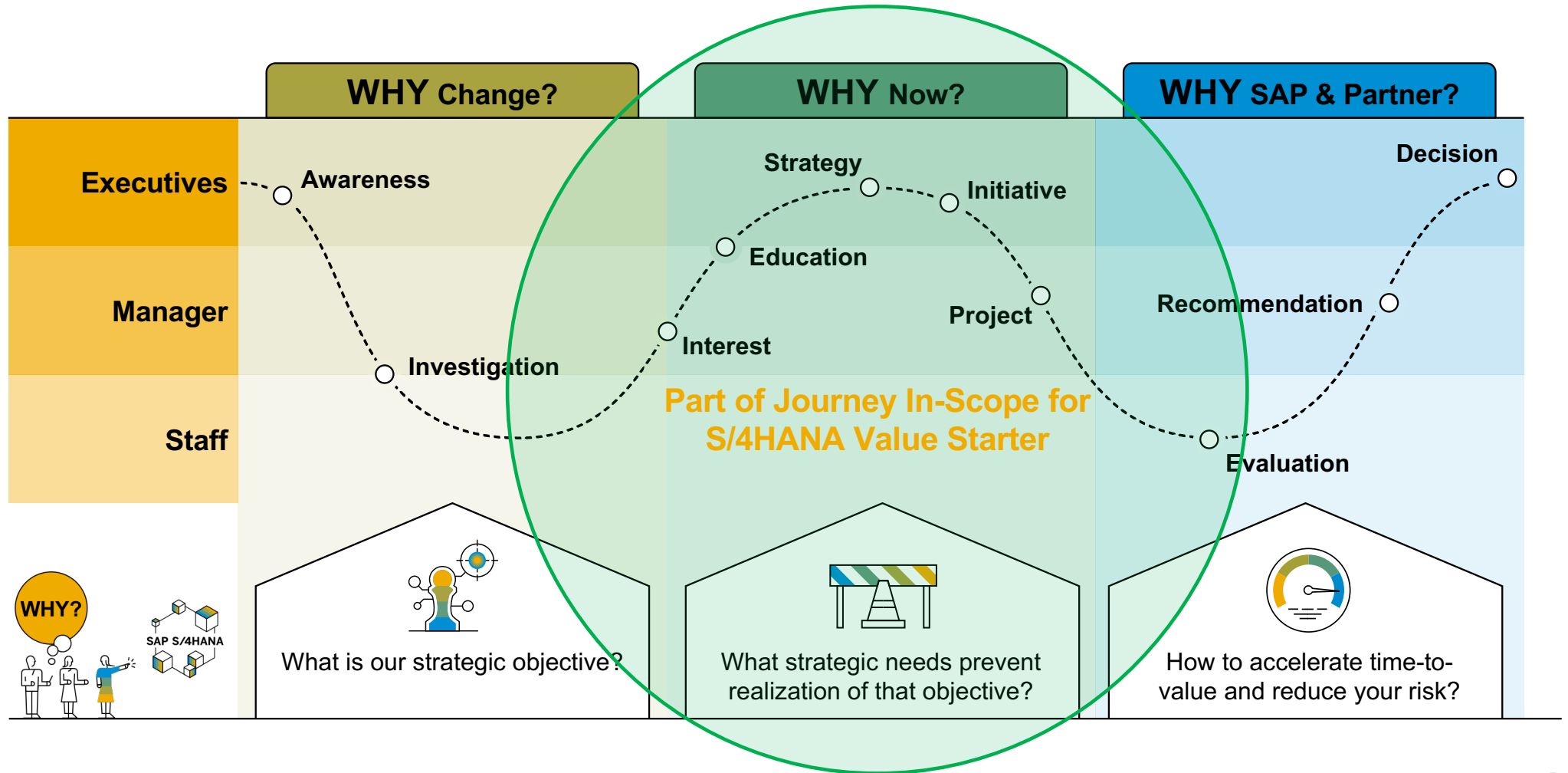
Create transformation roadmap and define deployment plan.

Plan the path forward

Build the case for change.
Identify key initiatives with expected outcome.

Assist you in answering key 'why' questions

Help defining relevance of SAP S/4HANA to your business & IT strategy



SAP S/4HANA Value Starter Program

... is the starting point for your journey to SAP S/4HANA



Embedded in the SAP S/4HANA Movement Program



What is the Focus:

The move to SAP S/4HANA is a **strategic business decision**, not only an IT-project. We need to answer the "Why's":

Why change?

Why now?

Why SAP & Partner?



What is unique about it?

It's initiated with an **outside-in perspective**, to offer you a business value focused Point-of-view, that helps your start

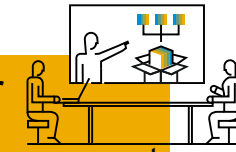


If you are interested, we send you a **Welcome Package** with first specific insights



Value Starter Engagement

in a 1-week engagement SAP combines the results from the Welcome Package with the insights from remotely offered workshop sessions (5x 1-to-n, 5x 1-to-1)



How much is the effort?

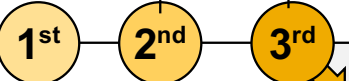


With active maintenance it's **free-of-charge**



All materials & sessions are **prepared by SAP**

With the help of a question-based approach, we identify **valuable and custom-tailored assets** to guide you throughout your journey



As an outcome of this week you will be able to:

- ... build an initial **benefit case** for specific business scope
- ... understand **SAP solution capabilities, value drivers** and **business impact** of that scope
- ... understand **high-level project & transformation plan** well enough to define initial cost estimates needed for business case





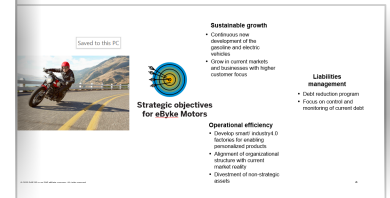
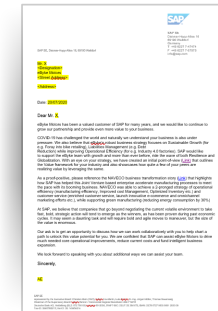
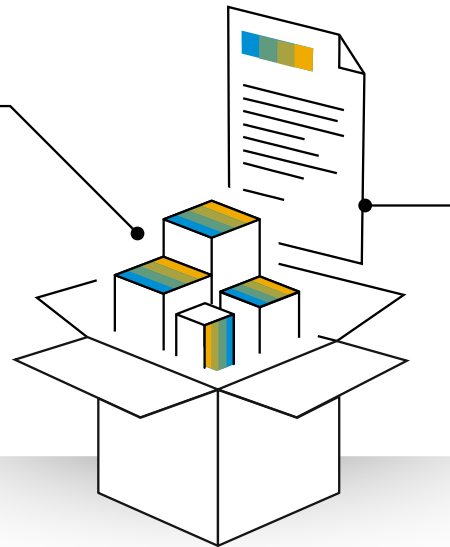
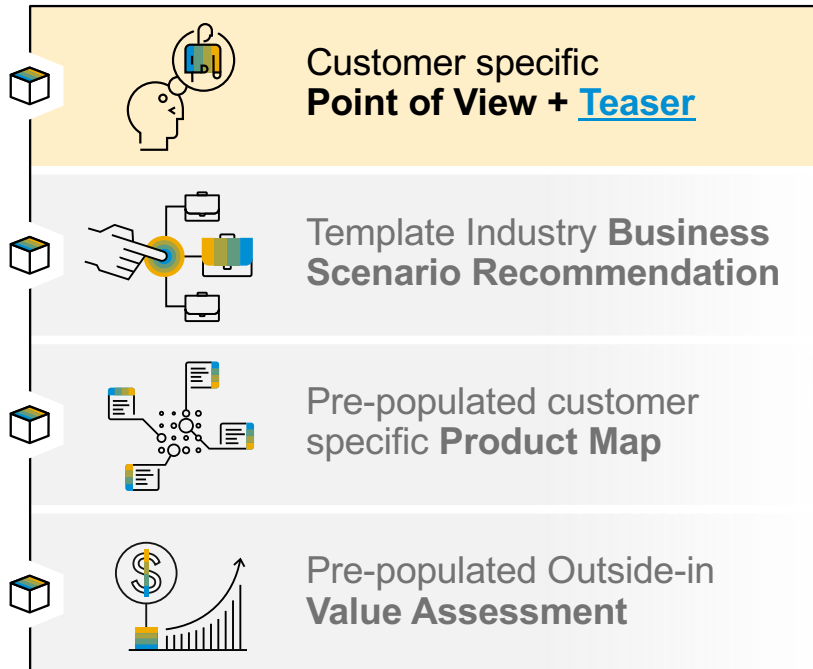
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Initiating the Value Starter Engagement

How to show customers the power of Value Starter?

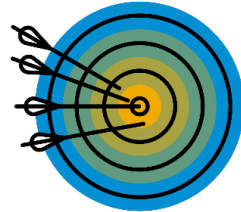
SAP has prepared an “Outside-In” Welcome Package

A coherent, intelligent, customer specific outside-in-developed set of assets



Personalized Welcome-Letter
with relevant attachments to initiate dialog between customer and Sales Rep

SAP's view of eByke Motors' Strategic Imperatives



Strategic objectives for eByke Motors

1 Sustainable growth

- Continuous new development of the gasoline and electric vehicles
- Grow in current markets and businesses with higher customer focus
- Lead the Electronic Motorcycle Market – foray into Retail

2 Liabilities management

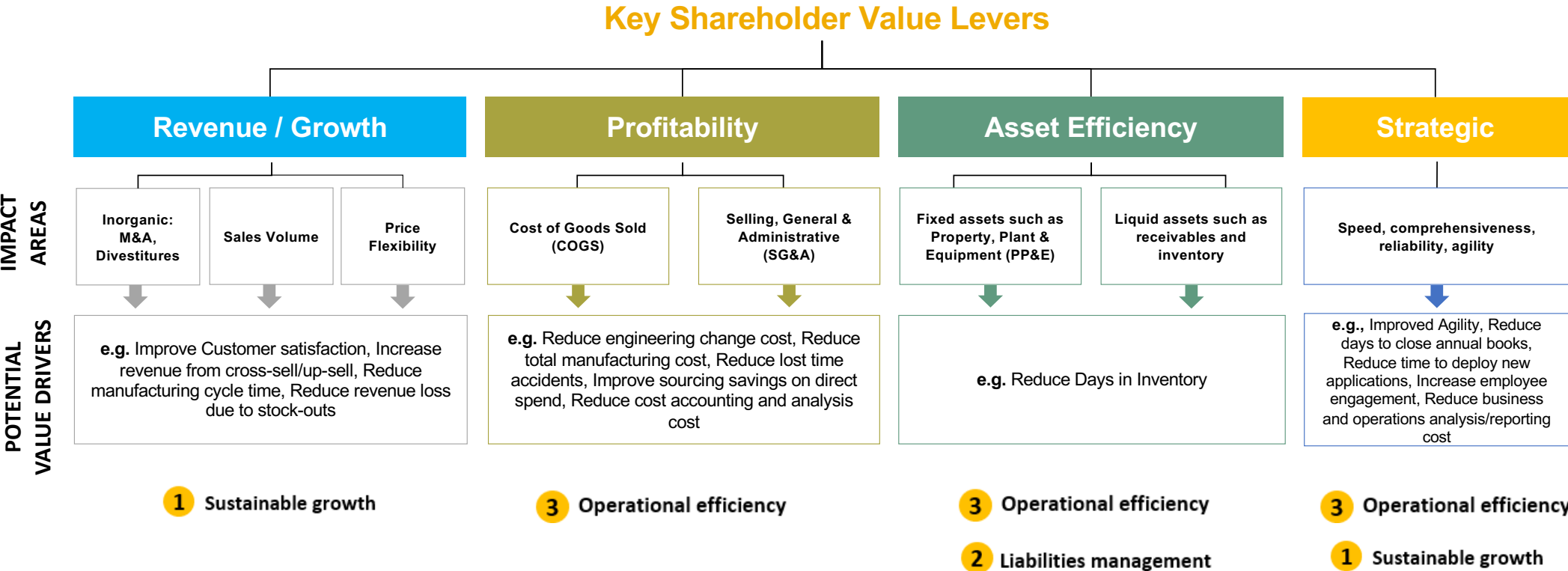
- Debt reduction program
- Focus on control and monitoring of current debt

3 Operational efficiency

- Develop smart/ industry 4.0 factories for enabling personalized products
- Alignment of organizational structure with current market reality
- Divestment of non-strategic assets



Automotive Value Map: Addressing these 'Imperatives' to Unlocking 'Value Potential'



Automotive Value Map: From 'Value Potential' to 'Realized Value'

Key Shareholder Value Levers

Actual Value Drivers & Shareholder Levers

Revenue / Growth

Profitability

Asset Efficiency

Strategic

95 % improvement in MRP

20 % reduction in defects per unit caught in quality control

Optimize inventory management by establishing real time visibility into stock and spare-part levels

Standardization of business processes for joint ventures

Increased productivity with greater control of the assembly process, tracking each stage and user as well as automating functions for backflushing and goods issue

15 % reduction in invoice processing time

13 % reduction in costs per customer interaction

Contingency planning capabilities to keep production running in the event of a remote power failure

75%–80% Increase in employee productivity

Enrich after-sales support by providing customers with up-to-date order tracking: from production status to expected delivery date

20% improvement in financial processes enables better decision-making with deeper insights

Enhanced dealer productivity and greater transparency in sales and procurement

Refined cost management with a controlling module in SAP S/4HANA that allows for collecting, calculating, and analyzing costs by vehicle

Support green manufacturing initiatives (reducing energy consumption by 30%)

Actual Value Realized by customers

What your Peres are doing



Enhanced dealer productivity and greater transparency in sales and procurement using SAP Fiori apps for various front-office processes, such as stock ordering



using SAP technologies to speed our Industry 4.0 transformation, leveraging a single integrated system to improve operational efficiency and make more - informed decisions from Big Data analytics



...providing visibility into part -and -components inventory management



built a new back office that transformed production planning, sales and distribution, finance, and procurement operations to keep pace with its booming business to power a joint venture

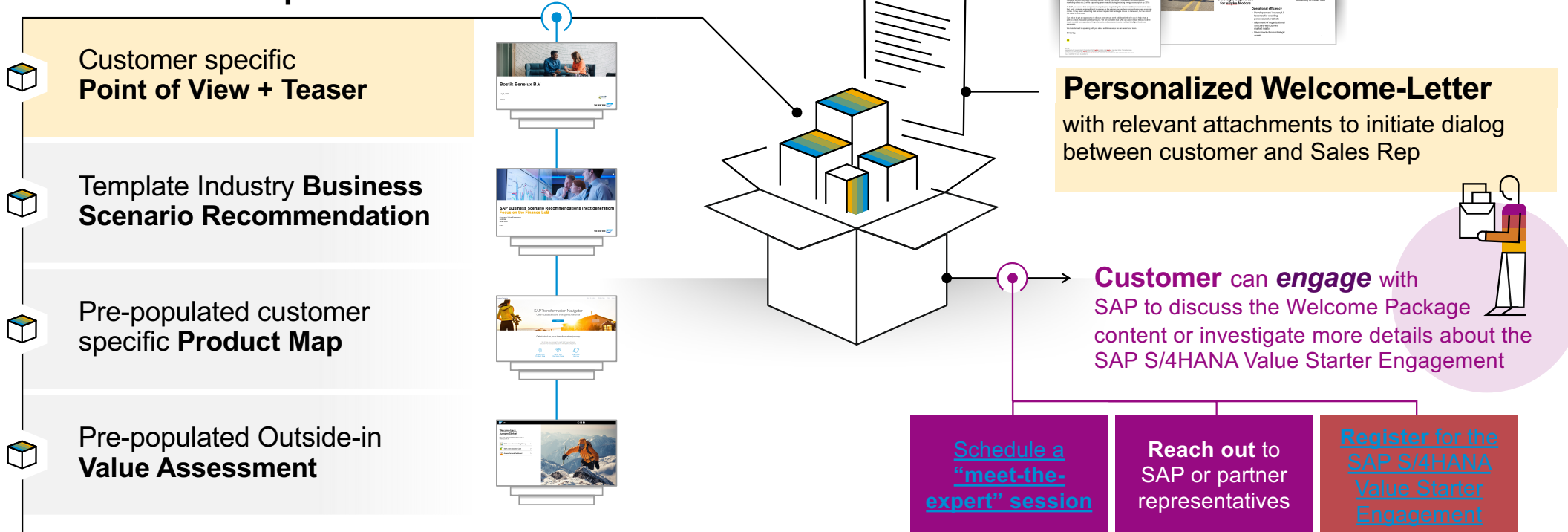


What is S/4HANA Value Starter Engagement?

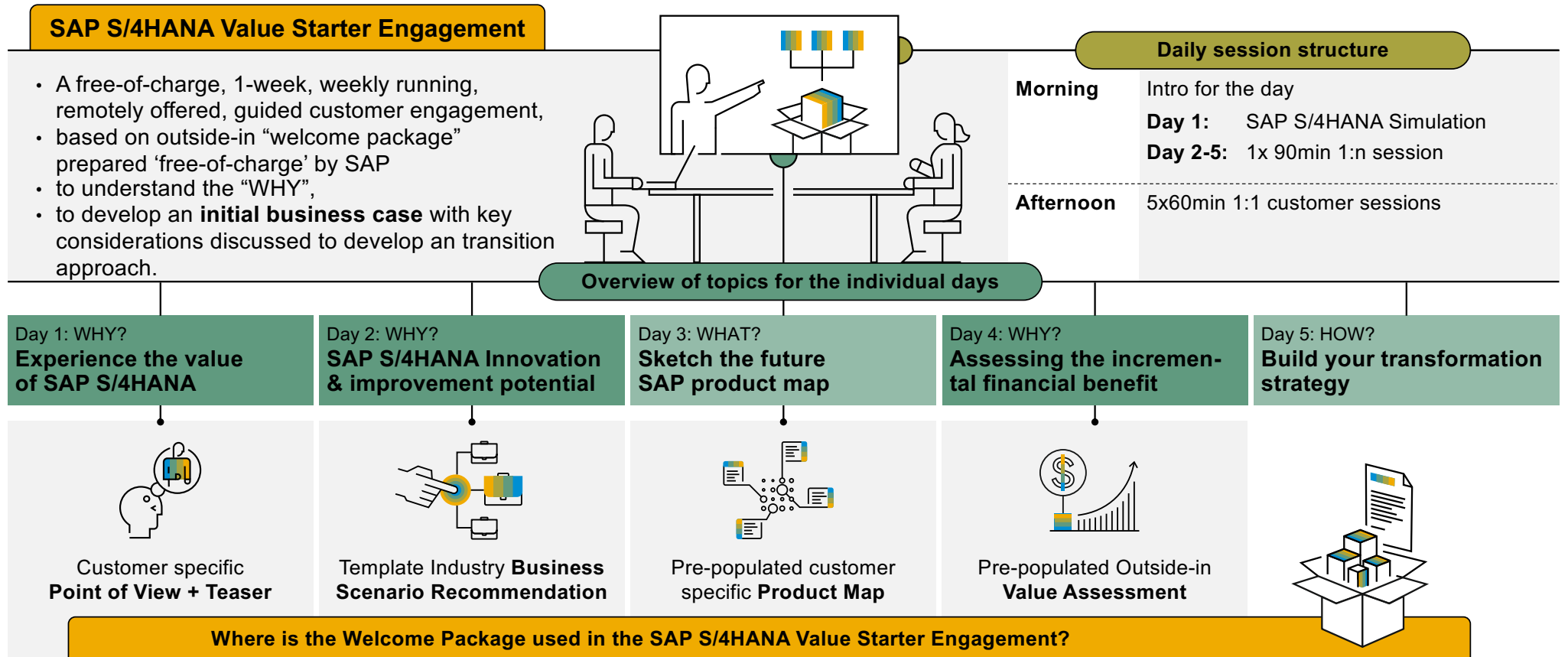
What is provided to help answer your key questions?

Engaging with SAP once the welcome package is received

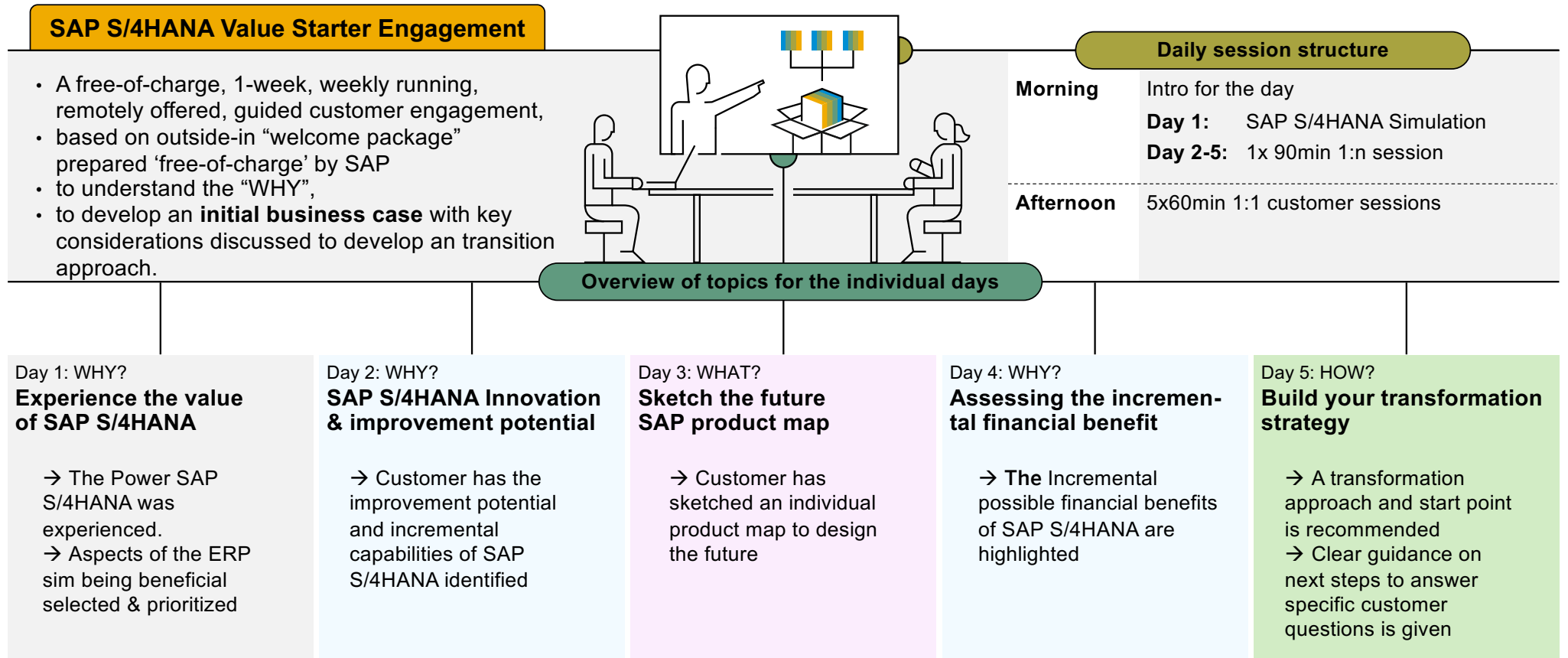
A coherent, intelligent, customer specific outside-in-developed set of assets



We use the Welcome Package in the SAP S/4HANA Value Starter Engagement



What is the outcome of SAP S/4HANA Value Starter Engagement?



What happens in the week of SAP S/4HANA Value Starter Engagement?

WHY? - Experience the Value of SAP S/4 HANA	WHY? - Innovation and improvement potential coming with SAP S/4 HANA	WHAT? - Sketch the future SAP Product MAP	WHY? - Assessing the incremental financial benefit	HOW? - Build your transformation strategy
Introduction for the day 1	Introduction for the day	Introduction for the day	Introduction for the day	Introduction for the day
Morning 1-n Session SAP S/4HANAsim Innovation Experience 2 Define priorities for Intelligence Enterprise	Morning 1-n Session Innovation and improvement potential of SAP S/4HANA	Morning 1-n Session Understand the pre-populated Product Map	Morning 1-n Session Understanding the pre-populated Benefit case 3	Morning 1-n Session Key considerations to develop your transition approach
Afternoon Customer 1 Point of View Session	Afternoon Customer 1 1-2-1 Session	Afternoon Customer 1 1-2-1 Session	Afternoon Customer 1 1-2-1 Session	Afternoon Customer 1 1-2-1 Closing Session
Afternoon Customer 2 Point of View Session	Afternoon Customer 2 1-2-1 Session	4 Afternoon Customer 2 1-2-1 Session	Afternoon Customer 2 1-2-1 Session	Afternoon Customer 2 1-2-1 Closing Session
Afternoon Customer 3 Point of View Session	Afternoon Customer 3 1-2-1 Session	Afternoon Customer 3 1-2-1 Session	Afternoon Customer 3 1-2-1 Session	Afternoon Customer 3 1-2-1 Closing Session
Afternoon Customer 4 Point of View Session	Afternoon Customer 4 1-2-1 Session	Afternoon Customer 4 1-2-1 Session	Afternoon Customer 4 1-2-1 Session	Afternoon Customer 4 1-2-1 Closing Session
Afternoon Customer 5 Point of View Session	Afternoon Customer 5 1-2-1 Session	Afternoon Customer 5 1-2-1 Session	Afternoon Customer 5 1-2-1 Session	5 Afternoon Customer 5 1-2-1 Closing Session

1
"Morning Concierge" to guide through the day

2
SAP S/4HANA Simulation to experience the value of SAP S/4HANA on Day 1

3
4x (up to) 90 minutes for 1:n enablement sessions in the morning: SAP explains the Welcome Package content

4
4x - 60 minutes 1:1 customer sessions in the afternoon: Making the Welcome Package content customer-specific

5
Closing 1:1 customer sessions with clear defined next steps

What is the Outcome of the SAP S/4HANA Value Starter Engagement

WHY? - Experience the Value of SAP S/4 HANA

WHY? - Innovation and improvement potential coming with SAP S/4 HANA

WHAT? - Sketch the future SAP Product MAP

WHY? - Assessing the incremental financial benefit

HOW? - Build your transformation strategy

→ The Power SAP S/4HANA with real-time, embedded analytics and streamlined E2E processes was experienced.
→ Aspects of the ERP sim being beneficial selected & prioritized

→ Customer has the improvement potential and incremental capabilities of SAP S/4HANA identified

→ Customer has sketched an individual product map to design the future

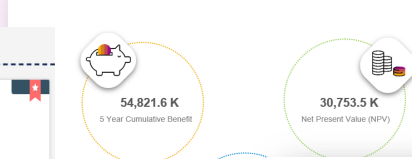
→ The Incremental possible financial benefits of SAP S/4HANA are highlighted

→ A transformation approach and start point is recommended
→ Clear guidance on next steps to answer specific customer questions is given

Finance: Your Current Process Performance in SAP ERP System "MAX"

Value Drivers:	Accounts Receivables	Accounts Payables
Reduce G/L Efforts And Financial Closing Time	321,191	3,385,127
Reduce Finance Costs	6,504	418
How SAP helps:	Cash Management > Payments and Bank Communications > Financial Shared Services Management > Financial Accounting > Entity C	

5 Year Benefit Estimate
Currency: U.S. Dollar



Recommended Products

SAP Reference Product	SAP Reference Product
SAP Commerce Cloud	Concur Travel
SAP Reference Product	SAP Reference Product
Concur Invoice	SAP S/4HANA

Potential Cumulative Value

Area	Value
Asset Management	805.1 K
Finance	1,228.9 K
Manufacturing	1,228.9 K
Marketing	1,078.9 K
3 Months Cost of	768.8 K
5 Year Cumulative Benefit	54,821.6 K
Net Present Value (NPV)	30,753.5 K

Guiding Questions	NO	Implications
Cloud Transformation Indicated?	NO	Conversion of leading S/4 Instance Business Process Optimization after S/4 step
Instance Consolidation?	NO	Conversion of leading S/4 Instance Business Process Optimization after S/4 step
Cloud move before S/4 step?	NO	Conversion of leading S/4 Instance Consolidation onto S/4 from runner
Cloud move before S/4 step?	NO	Conversion of leading S/4 Instance Consolidation onto S/4 from runner
Cloud move before S/4 step?	NO	Cloud move before S/4 step
Cloud move before S/4 step?	NO	Conversion of leading S/4 Instance
Cloud move before S/4 step?	NO	Conversion of leading S/4 Instance
Cloud move before S/4 step?	NO	Start with Business Process Redesign
Cloud move before S/4 step?	NO	Start with Business Process Redesign
Cloud move before S/4 step?	NO	Cloud move before S/4 step



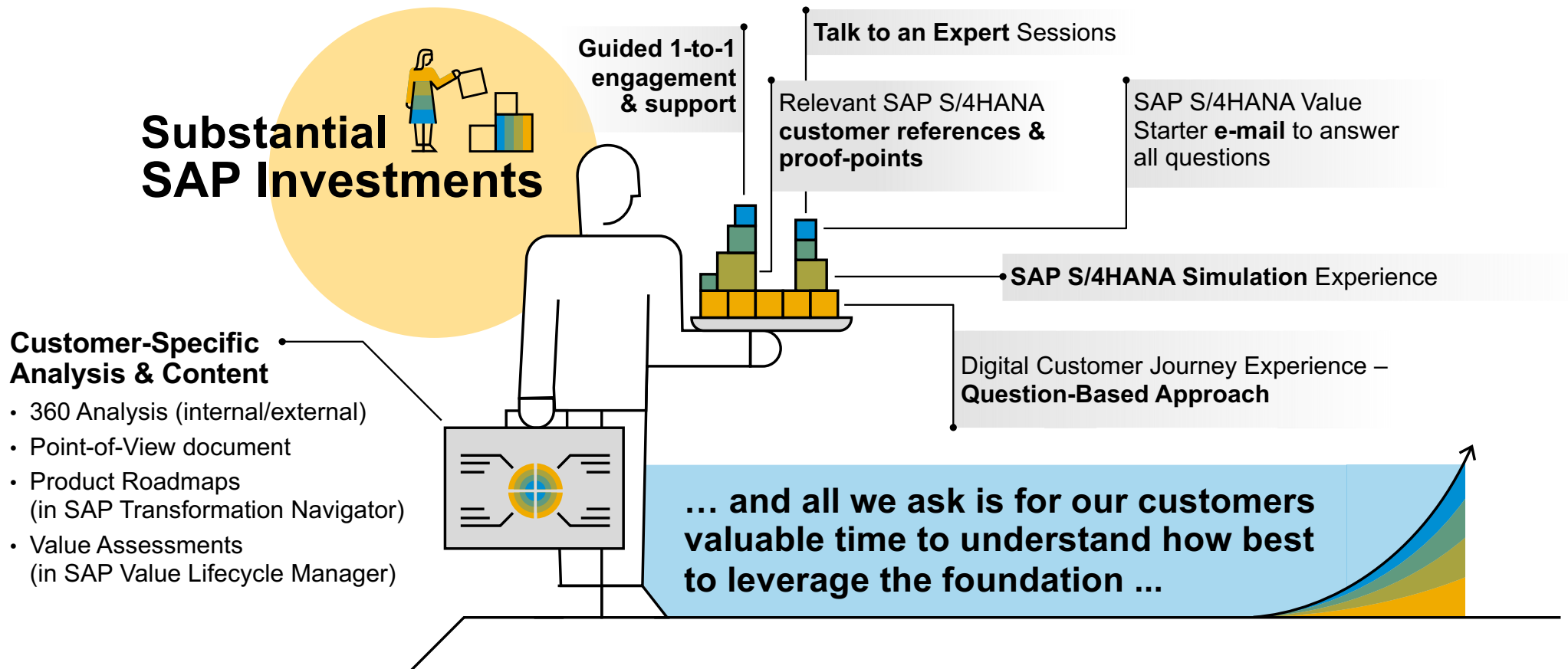
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What are the benefits S/4HANA Value Starter?

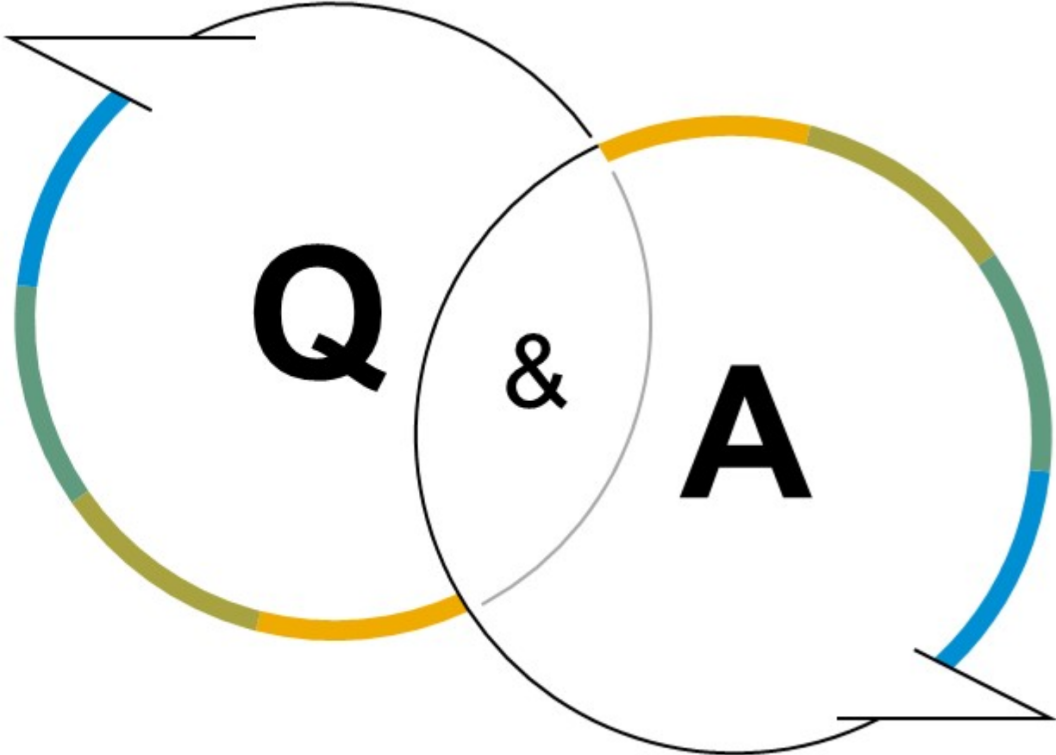
How to show customers the power of Value Starter?

SAP S/4HANA Value Starter

Our Value Proposition Providing a Strong Foundation to Simplify and Accelerate



Your Questions
Our Answers



Thank you.

Contact information:

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