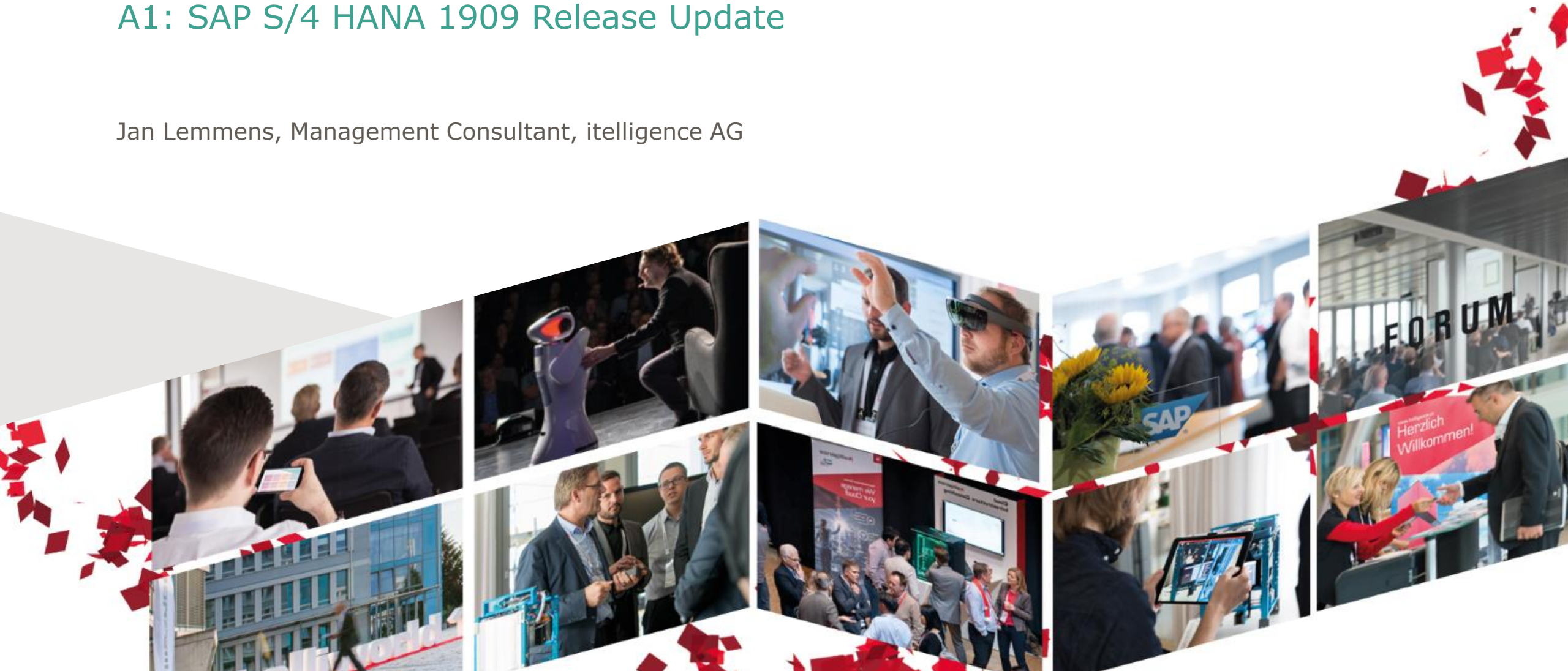


24. Oktober 2019

itelligence World 2019 – Let's transform! Design your future.

A1: SAP S/4 HANA 1909 Release Update

Jan Lemmens, Management Consultant, itelligence AG



Agenda

- 08:00 Registrierung & Frühstück
- 09:00 Begrüssung durch die Geschäftsführung
- 09:10 **Transformation der Fraisa im Kontext von Globalisierung und Digitalisierung** | Herr Josef Maushart, Präsident des Verwaltungsrates & CEO, Fraisa Gruppe
- 09:50 **Making Artificial Intelligence (AI) Real** - from slides to reality | Thomas Nørmark, Global Head of AI & Robotics, itelligence AG
- 10:30 Kaffeepause und Showcase Vorführungen

	Digital Core	IoT & Customer Experience	Analytics/ Dokumentenmanagement	Smart Technology	SAP Truck
11:00	A1 SAP S/4HANA 1909 Release Update: Neues aus den Bereichen Finanzen, Produktion, Logistik.	B1 Digitalisierung im Versand & Intralogistik bei Gilgen Doors - Integration von Kurier- und Paketdienstleis-	C1 Absatz- und Produktionsplanung neu denken! Mit SAP Integrated Business Planning & S/4HANA Embedded PP/DS.	D1 „We manage your cloud“ - mehr Kosteneffizienz & Agilität Ihrer IT.	E1 The Intelligent Enterprise
11:40	A2 SAP S/4HANA Transition – Neutriks strategischer Ansatz. Von der Ist-Situation über den Business Case zur S/4HANA Roadmap.	B2 Xervon Instandhaltung GmbH: Anlagen intelligent vernetzen. Digitale Potentiale mit Hilfe von ML erfolgreich ausschöpfen.	C2 SAP BW/4HANA oder SAP Data Warehouse Cloud? News und Trends zum Thema Analytics von der SAP TechEd.	D2 Why SAP on Azure - so sehen Deployment Modelle und die Architektur aus.	E2 SAP C/4HANA
12:15	Mittagspause und Showcase Vorführungen				
13:25	A3 SAP S/4HANA Conversion leicht gemacht? Der Glasverpackungshersteller Vetropack berichtet.	B3 Einordnung des SAP CPQ in den Gesamtprozess von SAP C/4HANA - Vom Erstkontakt: über Angebotsmanagement bis zum Service.	C3 SAP Analytics Cloud - Die künftige Analytics Landschaft mit Advanced & Predictive Analytics gewinnbringend nutzen.	D3 SAP Cloud, Microsoft Azure: Cloud-Strategien und Anwendung im SAP-Umfeld. Herausforderungen, Chancen und Grenzen.	E3 The Intelligent Enterprise
14:05	A4 Vorarbeiten für die S/4HANA Conversion – Analyse und Vorbereitung als kritische Erfolgsfaktoren.	B4 Neues Kundenbeziehungsmanagement mit SAP C/4HANA bei der Zehnder Group.	C4 SAP Analytics Cloud bei der Vetropack - Warum wurde die Cloud-Lösung gewählt und wie sind die ersten Praxiserfahrungen?	D4 IT Security: Wie können Sie Ihre SAP Systeme vor potentiellen internen und externen Angreifern schützen?	E4 Der Prosumer in der Smart City
14:40	Kaffeepause und Showcase Vorführungen				
15:05	A5 SAP S/4HANA Einführung bei der ESA: Erfolgsfaktoren der Neu-Implementierung.	B5 Smarter Service für smarte Kundenwünsche – Service Digitalisierung vom Self Service bis zum Field Service mit SAP	C5 Digitalisierung der Rechnungsverarbeitung beim Kanton Aargau mit SAP Vendor Invoice Management.	D5 ABAP on SAP Cloud Platform. Es lebe König ABAP?	E5 The Intelligent Enterprise
15:45	A6 Digitalization Framework – für ein erfolgreiches Setup Ihres Innovationsprojekts.	B6 Data Libra - so hat Fraisa aus Daten Mehrwert für ihre Kunden generiert!	C6 Business Transformation mit Enterprise Content Management – Prozessbasierte Kollaboration ohne Barrieren.	D6 UX-Strategie und Einsatz von SAP Fiori bei der Schweizer Armee am Beispiel der Munitionsüberwachung.	E6 SAP Planung in der digitalen Supply Chain

16:25 Von der Idee zum Erfolg - wie itelligence Innovation mit unseren Kunden umsetzt. Über Maschine Learning, Blockchain und Co. im Zusammenspiel mit den Kernprozessen im Unternehmen | Mark Albrecht, Global Head of Innovation, itelligence AG

17:00 Apéro & Networking

Focus Areas

Integrated Customer Management

New Stockroom Mgmt

pMRP (& DDMRP)

New Datamodel Product Compliance

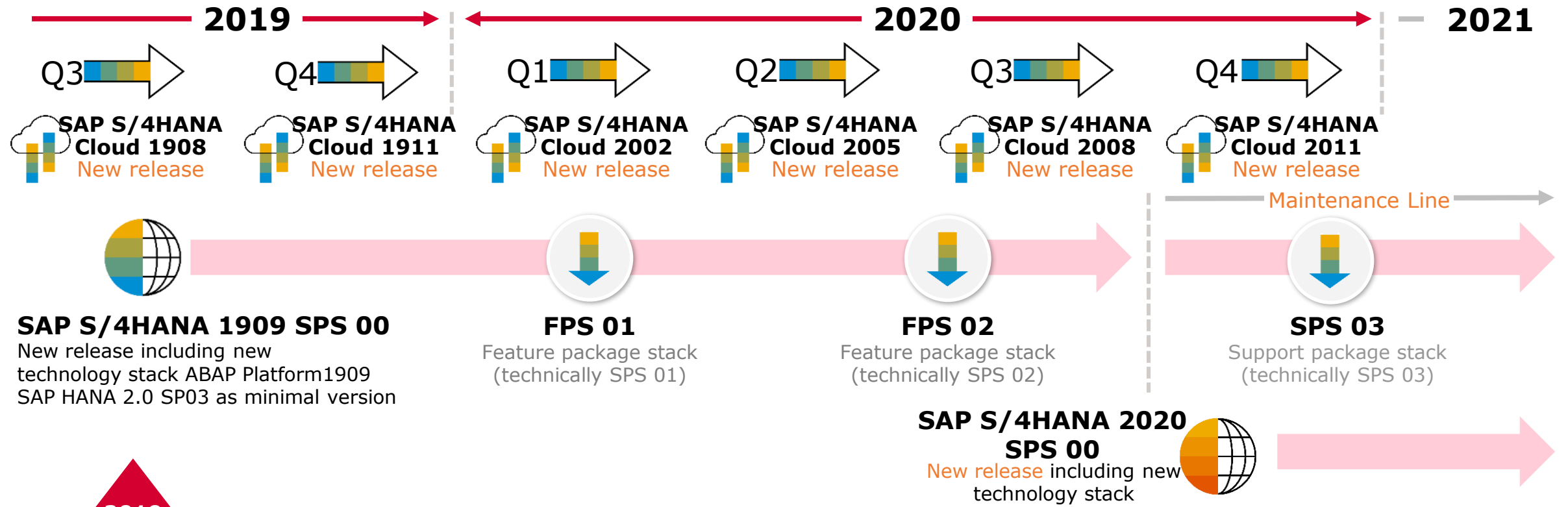
T-Account View

Universal Allocation

Fiori 3 / Responsibility Framework / Situation Handling Framework

Enterprise Contract Management

SAP S/4HANA release strategy 2019-2020 and definition of deliveries



Support package stack for SAP S/4HANA 1909

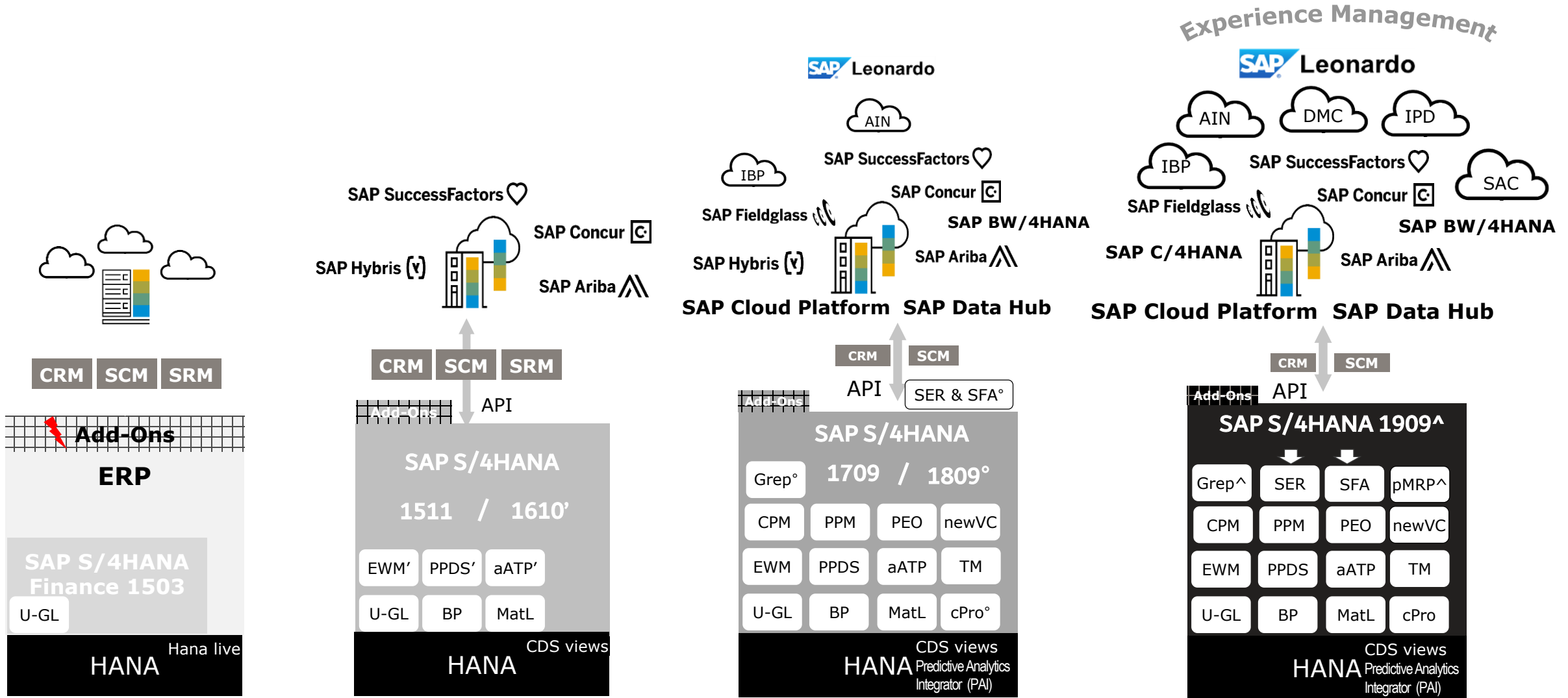
After general availability of SAP S/4HANA 1909, feature package stacks (FPSs) and support package stacks (SPSs) contain stabilizations bundled with corrections and legal changes. Customers benefit from this functionality as part of their maintenance fee. The first SPS of a new release can contain selected features and is labeled FPS accordingly.

Support Package Stacks are compiled periodically and made available on the [SAP Software Download Center](#)
Product information will be available on the [User Assistance Content Platform](#)

Important SAP Notes

- [2799003 - SAP S/4HANA 1909: Restriction Note](#)
- [2826929 - SAP S/4HANA 1909: Globalization & Country Versions](#)
- [2659710 - SAP S/4HANA 1909: Compatibility scope details](#)

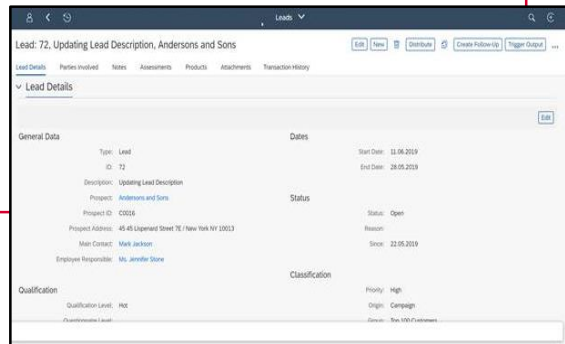
The evolution of SAP S/4HANA: architecture



SAP S/4HANA Sales: delta scope summary

Sales Force Support

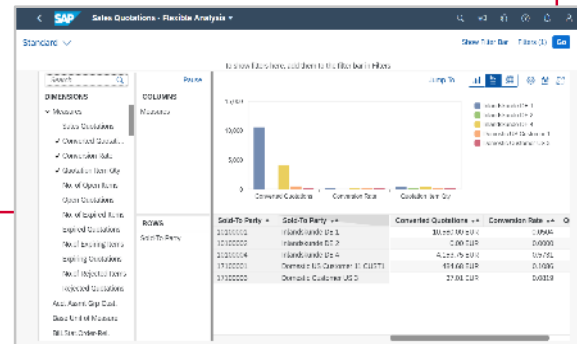
- Has become part of SAP S/4HANA shipment, no separate add-on installation required.
- Data migration object for Activity
- Standard API for Lead, Opportunity, Activity and for partner solution Groupware Integrator



Sales Lead

Order and Contract Management

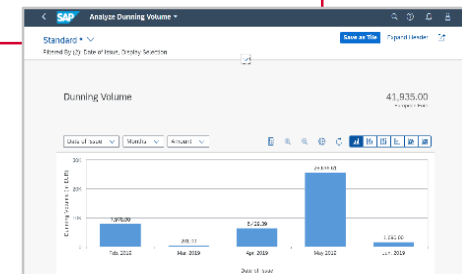
- New and updated Fiori Apps
- Predicted delivery delay extended by predicting delay for goods issue KPI
- Set delivery block for those sales order item, which requires down payment
- Enable custom field for billing due list, allowing customer own converging criteria
- Out-of-the-box workflow for Sales Quotation, Sales Order and Credit Memo Request, including approval status
- Sales KPIs integrated in SAP Analytics Cloud
- OData API for sales order, scheduling agreement and condition records
- Simplify integration with external system with SOAP API for bulk replication for sales area data
- Support PayPal as payment method in a sales order generated in external system (requiring SAP digital payment add-on)



Sales Quotations Analysis

Subscription Billing And Revenue Mgmt.*

- Allow consumption items (CITs) to be passed directly from convergent mediation into convergent invoicing
- Include debited and credited payment items from contract accounts receivable and payable (FI-CA) in your communication with banks, via the bank connectivity hub
- Enable account split across all components incl. master data and process adaption to support massive subscription contracts
- Localization of invoices for Peru, Chile and Brazil
- IFRS compliant impairments and value adjustments
- New and enhanced Fiori Apps
- Subscription Order Management
 - (1) Enable configurable product using Advanced Variant Configuration
 - (2) Enable Allowance for customers
 - (3) Fiori App – Allowance Definition Group
 - (4) Include subscription items in Solution Quotation and Business Solution Portfolio
 - (5) Enable Master Agreement (B2B)



Analyze Dunning Volume

SAP S/4HANA Service: delta scope summary

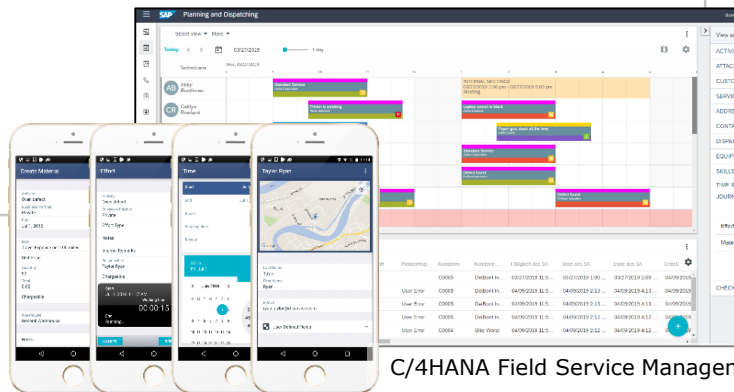
Service Operations & Processes

Integrated business process with SAP C/4HANA Field Service Management.

You can connect field service crew on the go with the service processes. Empower them with access to real-time enterprise processes away from the office.

Solution quotation

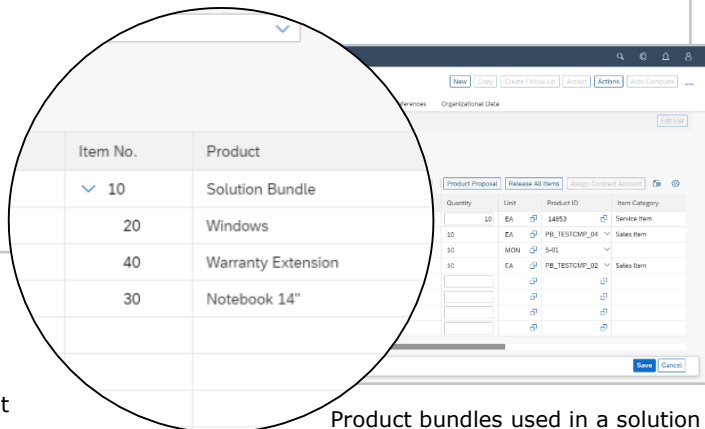
You can bundle goods, services, and long-term agreements in a solution quotation. Corresponding follow-on business documents are automatically created.



Service Master Data & Agreement Mgmt.

Business solution portfolio

A business solution portfolio provides a consolidated view of service agreements (contract items) for a customer. This enables you to retain an overview of business solutions offered for a customer for the whole duration of the relationship with them.



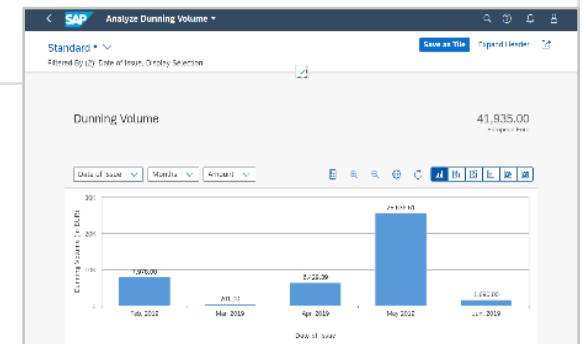
The capabilities for the Service line-of-business were shipped as a technical add-on component named "customer management" in 1709 and 1809.

From 1909, the Service capabilities are shipped as part of the S/4HANA shipment, no longer requiring to install the customer management add-on component.

The license remains unchanged. The core capabilities of Service line-of-business continue to be included in the SAP S/4HANA Enterprise Management license.

Subscription Billing And Revenue Mgmt.*

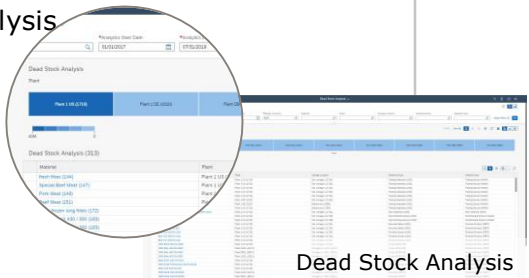
Refer to the Sales line-of-business



SAP S/4HANA Supply Chain: delta scope summary

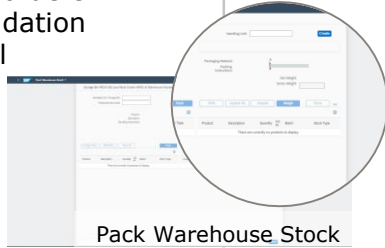
Inventory

- Next gen. Just-in-time (JIT) supply to production
- Output management for inventory
- Inventory analysis overview & additional KPI analysis
- Dead stock analysis



Warehousing

- NEW stockroom mgmt. solution
- Warehouse Kanban supply into production
- Fiori apps for pack, pick & putaway
- EWM-QM integration w/o inspection rules
- NEW CDS views for warehouse orders & tasks, and outbound delivery orders
- Enhancement to stock consolidation
- Change documents for control cycle in warehouse mgmt.
- Change documents for fixed storage bin assignments



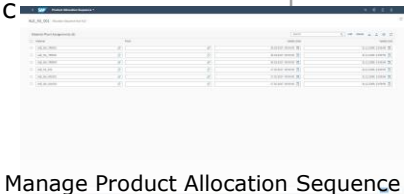
Shipping And Transportation

- Analyze delivery performance - shipped as planned
- CDS views for delivery management
- Read access logging for CDS views
- Safety data sheet checks
- Dangerous goods checks in delivery processing
- Billing the freight cost in TM to a customer in SD
- Integration of MM scheduling agreements with TM



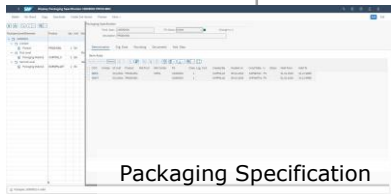
Advanced Order Promising*

- Calculate a feasible confirmation by considering multiple product allocation objects
- Product allocation based on capacities with allocation check after the product availability check
- Re-evaluation of alternative plants in BOP
- Additional determination of "best" plant in ABC with new tie-breaker logic



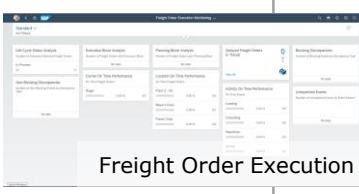
Advanced Warehousing*

- Distribution equipment (Route Train)
- Distribution of packing instructions as packaging specifications
- Enhanced Authorization checks
- Decentral EWM:
 - Integration to lower ERP release, and with SAP ME/MII
 - Warehouse billing
 - Migration guides & tools for scenario 'SAP EWM to decentralized EWM'



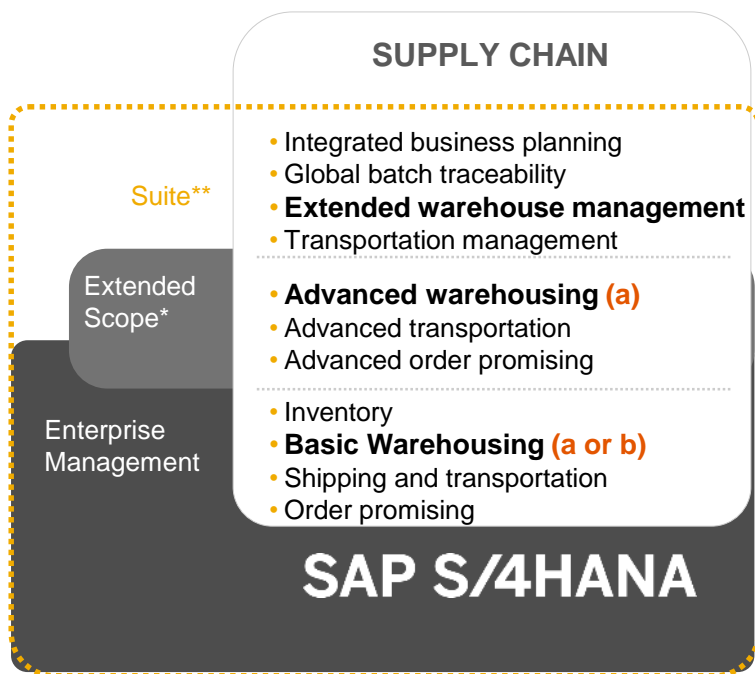
Advanced Transportation*

- Creation of Package Units Based on Package Building
- Delivery creation and split for package units with multiple assignments
- Utilization and Outer Volume
- Normalized Quantities and Capacities
- Cloud Collaboration into Logistic Business Network
- NEW Overview page: Freight Order Execution



Supply Chain Functionality within SAP S/4HANA

NEW Warehouse Management Options



All customers converting to SAP S/4HANA from an existing ECC system with LE-WM, will – initially after conversion – reside on LE-WM as compatibility scope¹. Going forward, warehouse management functionality within SAP S/4HANA, is delivered via two options:

- Customers **innovating their warehouse processes** follow SAP's strategic direction and will convert to **embedded EWM** with the option to run basic and/or advanced scope (which has license implications).
- Customers with no desire to manage or even optimize complex warehouse processes, and who want to **keep their established offering**, can technically stay on LE-WM and use the **stock room management** functionality with certain restrictions²

Both options can also co-exist within one deployment and customers looking for a decentral approach can use SAP S/4HANA EWM standalone for some or all of their warehouses.

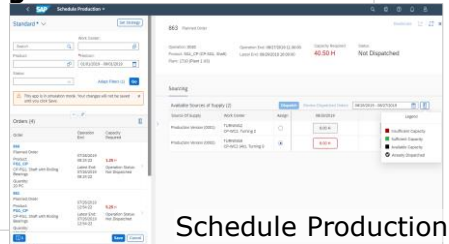
¹[2269324 - Compatibility Scope Matrix for SAP S/4HANA on-premise](#)

² Not included are Task & Resource Management (WM-TRM), Warehouse Control Unit interface (WM-LSR), Value Added Service (WM-VAS), Yard Management (WM-YM), Cross-Docking (WM-CD), Wave Management (WM-TFM-CP), and decentral WM (WM-DWM)

SAP S/4HANA Manufacturing: delta scope summary

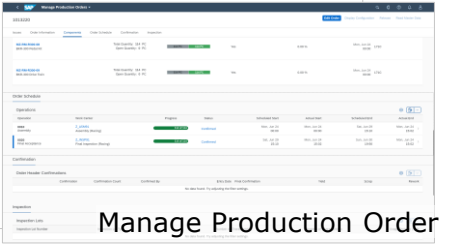
Production Planning

- New **Monitor Work Center Schedules** app, to visualize workcenter schedules.
- New **Schedule Production** app to manually shift orders to buckets or schedule sequence.
- New Apps to **Maintain PIR, manage & convert Planned Orders and for MRP Situation Handling**



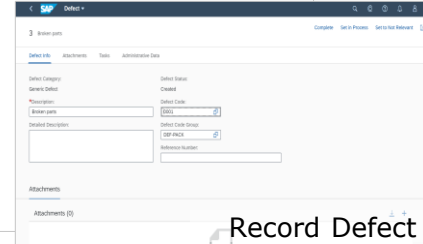
Production Operations

- **Simplified Warehouse Kanban** supply into production
- **Asynchronous Posting of confirmations** after work has been performed in any orders. Record activities asynchronously by submitting completed work after the fact and at once for several activities.



Quality Management

- With the new **ML scenario to manage defects**, the quality technician can effectively record defects with high data quality due to the system proposes the **best matching defect codes automatically** based on the entered description text using a predictive analytics model.



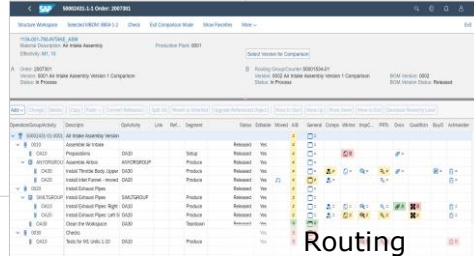
Extended Production Planning & Scheduling*

- **DDMRP**: supporting new use cases like New Product Introduction (NPI) or Phase-Out. PMRP for time dependent buffers
- **New Predictive MRP**: New Mid/Long term demand scenario simulation for capacity, production, purchasing and internal material flow in production plants on detailed level
- Simple and fast infinite MRP run for planning scenarios based on demand versions for finished goods with simplified MRP logic exploding complete Bill of Materials and 'Bill of Operations', considering simplified effectivity

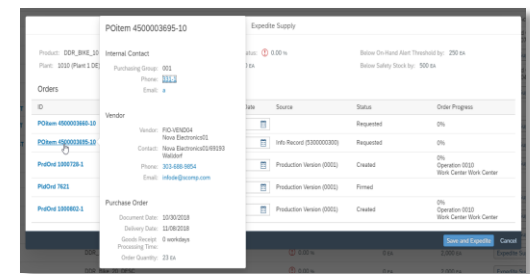
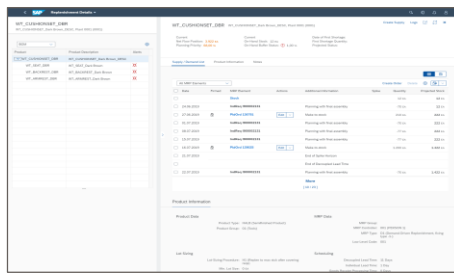
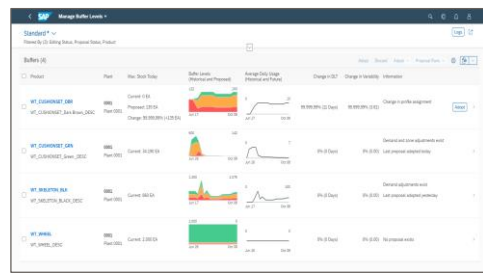
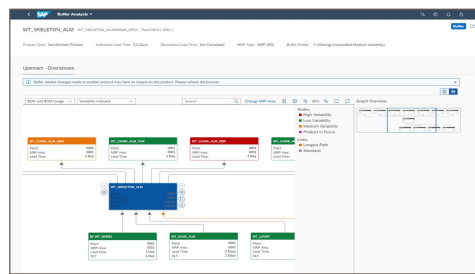
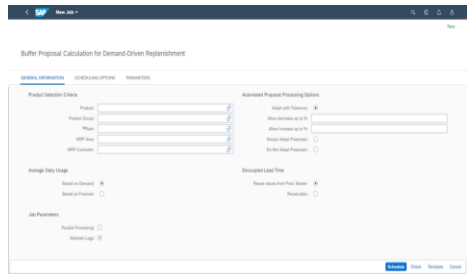
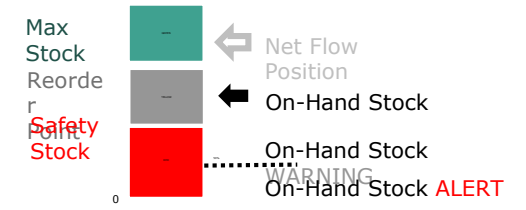
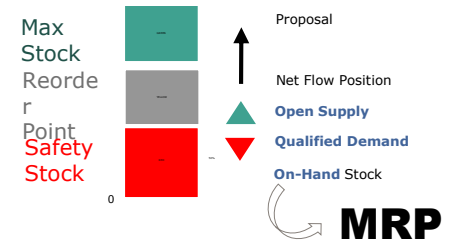
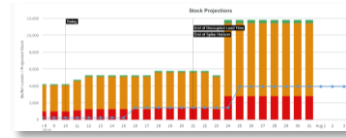
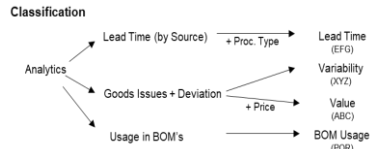


Complex Manufacturing*

- **Material substitution** during Production
- Enhanced Order change management
- Use **reference templates for operations & activities**
- Specify **predefine rework routings**
- Add **unplanned materials** during production



Demand-driven MRP: see how it works



Analytics / Classification

Set up **Dynamic Buffer Profiles** and determine **threshold sizing** of buffers according to **decoupled lead times, variability, value, BOM usage** etc.

- New Use Cases like New Product Introduction (NPI) or Phase-Out supported

Buffer Positioning

Use **Buffer Level Management** worklist to review the current planning situation based on the **net flow position**

- Toggle between tree table and network graphics, analyze scope (longest path, full flow, BOM), highlight selected attributes, collapse and expand network, and navigate between product(s)

Buffer Sizing

Generate **replenishment orders** at decoupling points based on **actual or forecasted demand**. Generate orders **between decoupling points** using classic MRP dependent demand logic

- Use Forward Looking ADU", (based on PIR)
- Usage of Predictive MRP (PMRP), supporting Time-dependent Buffer Levels
- Mass Maintenance of Zone Adjustment Factors

Replenishment Planning

Review the current **execution situation** based on the **on-hand stock status and stock Projections**. **Fully embedded in MRP run.**

- Supporting the Identification of Material Synchronization Issues for Buffered Products
- Comprehensive Buffer Context for consistent Planning (in the Details)

Replenishment Execution

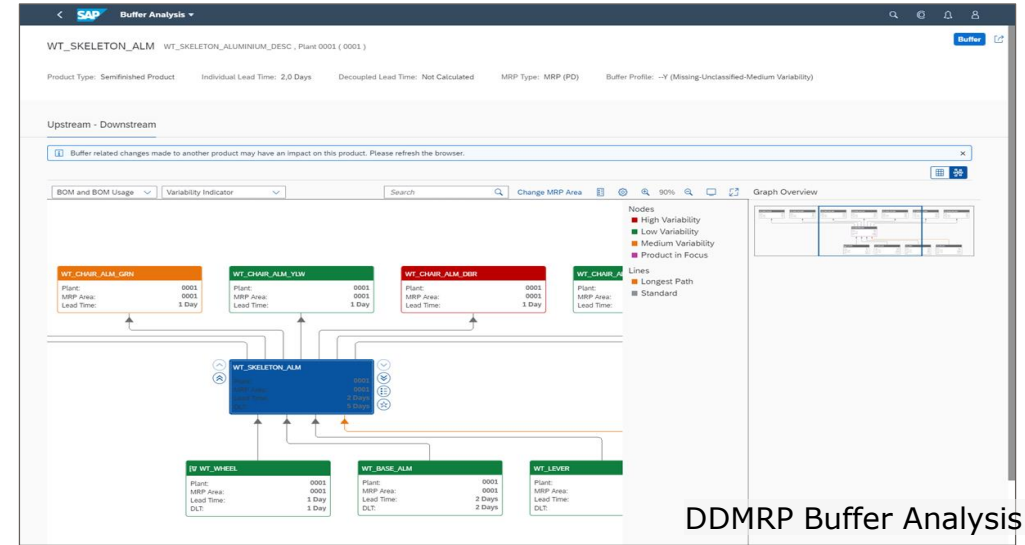
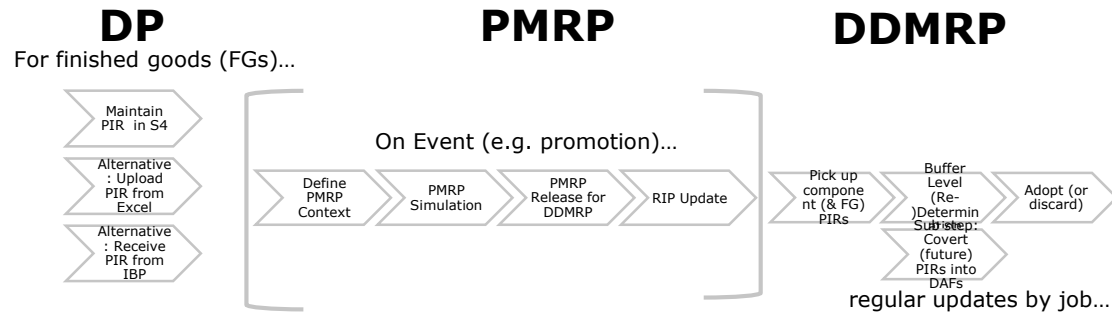
The system raises a **WARNING** that the actual material flow falls below 50% of the safety stock, the system raises an **ALERT** that the actual material flow is severely endangered > **Expedite supply**

- In the context of the Replenishment Worklist screen, reuse the new popovers and streamline the contact info.

SAP S/4HANA Manufacturing: delta scope in detail

UPDATES in Demand Driven MRP

- Forward looking Average Daily usage (ADU)
- Support of Override situations
- API's for Buffer Positioning & Sizing
- Rolling ADU supported by PMRP to support Time-dependent Buffer Levels



DDMRP Buffer Analysis

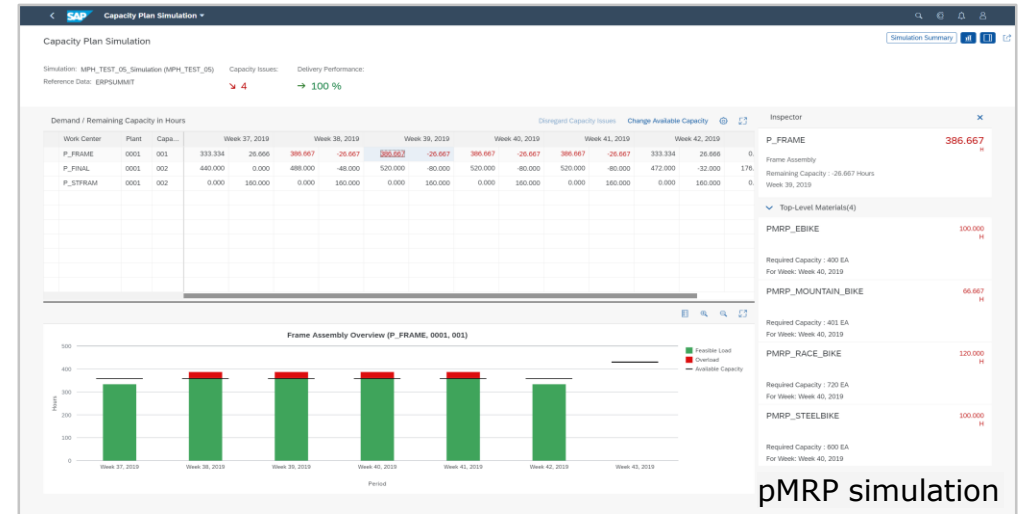
NEW Predictive MRP (pMRP)

New **mid/long term demand scenario simulation for capacity, production, purchasing and internal material flow** in production plants on detailed level

Simple and fast infinite MRP run for planning scenarios based on demand versions for finished goods with simplified MRP logic exploding complete Bill of Materials and 'Bill of Operations', considering simplified effectivity

New pMRP Apps

- Multi-level Simulation View
- Process pMRP Capacity Simulations
- Process pMRP Simulations



pMRP simulation

SAP S/4HANA Sourcing & Procurement: delta scope summary

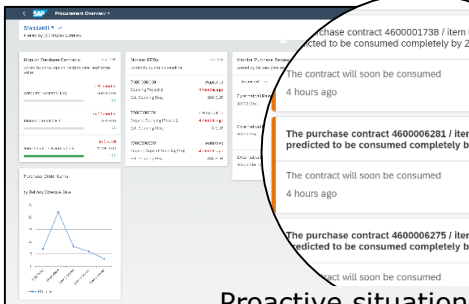
Operational Procurement

- Fiori apps improvements**
- Shop on behalf of some on your team for self-service procurement
 - Public sector – account assignments to stock items – purchase requisitions and purchase orders
 - Subcontracting network view in Monitor Subcontracting Order
- Service Procurement via SAP Fieldglass****
- Improvements in service procurement integration with SAP Fieldglass solutions**

Sourcing & Contract Management

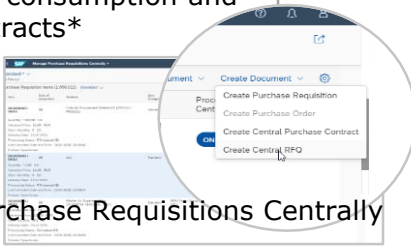
- International trade compliance (Integration with SAP Global Trade Services**)
- Check purchasing contracts for compliance with international trade laws and regulations via SAP Global Trade Services** – e.g. embargo checks, watch list screening checks
- Situation management: proactive situation management for contract prediction

Procurement Analytics

- Embedded analytics**
- Analyze purchase order item changes, RFQs
- SAP Analytics Cloud**
- SAP S/4HANA Service spend in SAP Analytics Cloud**
- 
- The contract will soon be consumed 4 hours ago
- The purchase contract 4600006281 / Item 00010 is predicted to be consumed completely by 23.03.2020
- The contract will soon be consumed 4 hours ago
- The purchase contract 4600006275 / Item 00020 is predicted to be consumed completely by 23.03.2020
- The contract will soon be consumed 4 hours ago
- Proactive situation alerts**

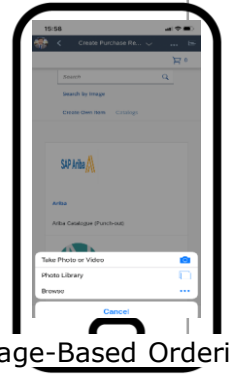
Central Procurement*

- Central sourcing (central RFQs)
- Central approval of back-end purchase requisitions
- Mass processing of central purchase contracts
- Situation management – overdue purchase orders in connected systems*
- Situation management – consumption and expiration of central contracts*



Augmented Decision-making For Purchasing**

- Augmenting procurement capabilities with machine learning – Intelligent Insights for Procurement **
- Supplier Delivery Prediction
- Image-Based Ordering
- Intelligent Approval



SAP Intelligent Robotic Process Automation Integration With SAP S/4HANA**

- Purchase Order Confirmations (48K)
- Simple Purchase Requisition Creation from Excel (48M)

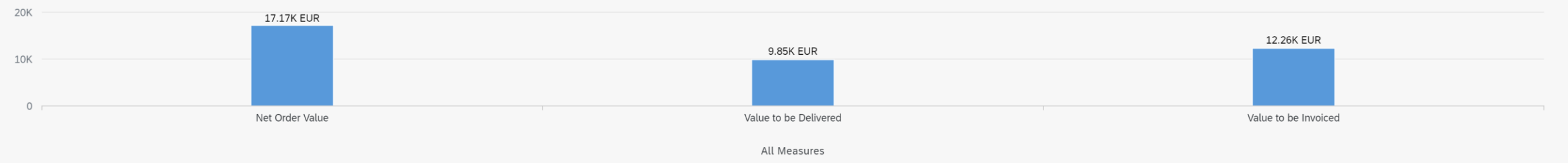
Predictive delay * v

*Display Currency: EUR Purchase Order: Material Group: Material: 1 Item Supplier: 1 Item Plant: Next Delivery Date:

Next Delivery Status: Next Delivery: Predicted Delivery: On Time 2 More Internal Status: Fully Delivered & Invoiced: No

Adapt Filters (5) Go

Purchase Order Items



Purchase Order Items (3)

Purchase Order	Item	Material	Next Delivery Date	Predicted Delivery Date	Supplier	Next Delivery Q
4500021300	10	MZ-SG-CM40 (MZ-SG-CM40)	09/09/2019	09/14/2019 (5 Days Delay)	Digistar (USSU9010)	25.0
4500022304	10	MZ-SG-CM40 (MZ-SG-CM40)	09/13/2019	On Time	Digistar (USSU9010)	50.0
4500019093	10	MZ-SG-CM40 (MZ-SG-CM40)	06/21/2019	06/25/2019 (4 Days Delay)	Digistar (USSU9010)	25.0

SAP S/4HANA R&D : delta scope summary

Advanced Variant Configuration*

- Enhanced modelling capabilities**
 - maintenance of characteristics groups
 - BAdIs in AVC configuration engine
- Print purchase order docs with configuration data** (characteristics and values)
- View variant config. for prod. order items from prod. order factsheet**

Integrated Recipe Development*

- Contribution-based formulation**
 - Easily understand contribution of components to summary KPIs (like nutritional value, costs)
 - Simulate and see effects of changes immediately

INGREDIENT	14,31	14,2	19,24	21,76
INGREDIENT	9,09	21,94	4,95	5,41
PRODUCT	23,68	37,49	24,57	27,58
	23,68	37,49	24,57	27,58
INGREDIENT		3,03	3,57	6,47
INGREDIENT	11,64	5,64	6,63	1,95
INGREDIENT	23,68	37,49	24,57	27,58
PRODUCT	35,31	46,16	34,76	36
	31,78	41,54	33,03	32,4
	28,6	36,56	27,74	29,49
PRODUCT	28,6	36,56	27,74	29,49

Product Compliance*

- New Dangerous Goods Management**
 - New data structure
 - Regulatory Content included
 - DG checks in Logistics
- New Safety Data Sheet Management**
 - Upload of MSDS to product
 - Check in Logistics: languages; existence
- Regulatory Content Update**
- Product Compliance Foundation**
 - Differentiated role concept for products
 - Easier monitoring of substance lists
- Enhanced Compliance Information App**

Legend

- Domestic Transport Is Allowed
- Domestic Transport Is Restricted
- Domestic Transport Is Forbidden

Dangerous Goods Details

Classified As: Dangerous Good

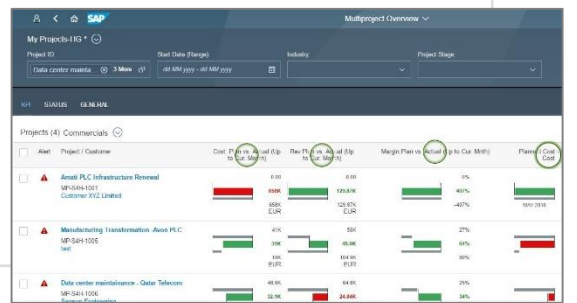
UN Number: UN 1208

International Transport

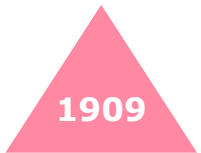
- Aircraft Cargo: Allowed
- Aircraft Passenger: Allowed
- Deep Water: Allowed

Commercial Project Mgmt.*

- Improved cross-project reporting
- Improved mass data changes

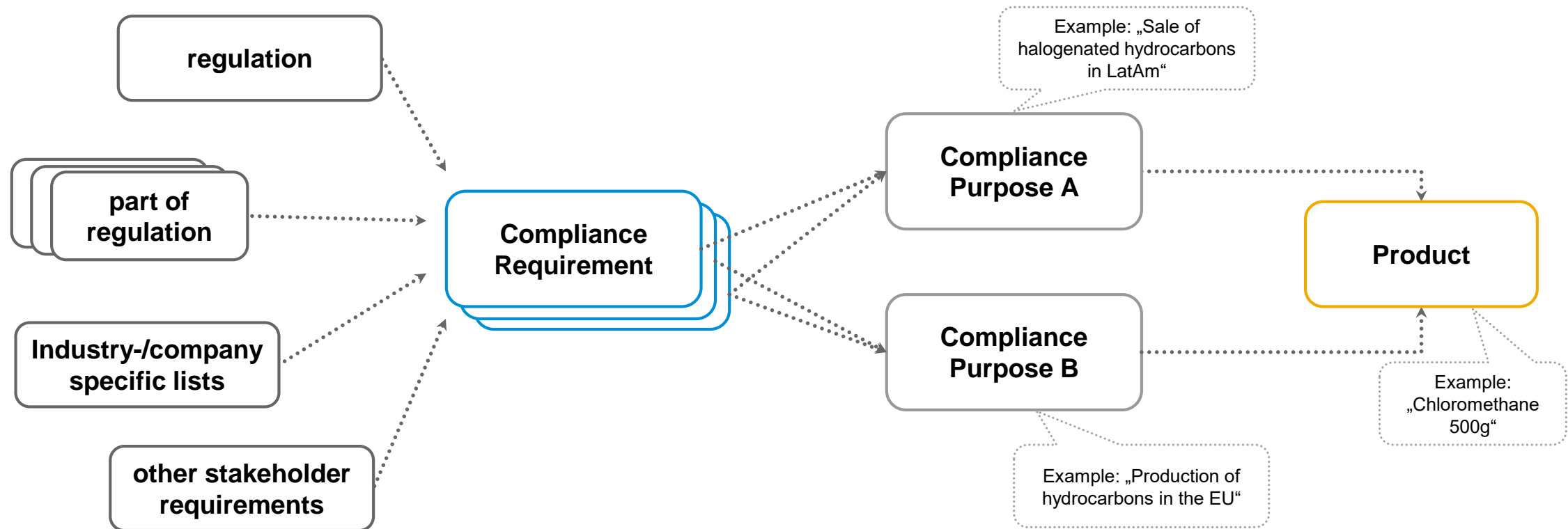


SAP S/4HANA Product Compliance: New Data Model



The new Product Compliance solution has a new data model for efficiently managing compliance requirements, business-related groupings, and their assignment to packaged and unpackaged products.

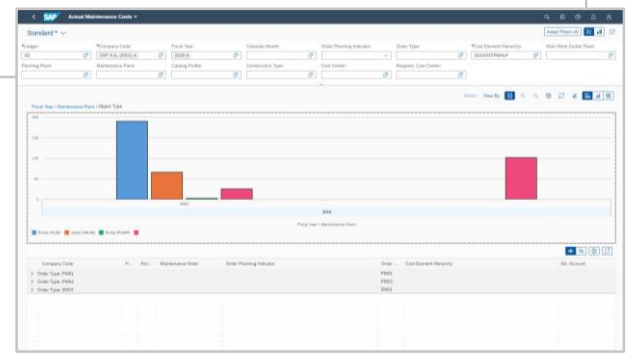
Regulatory Content is included in S/4HANA Product Compliance – no additional license required.



SAP S/4HANA Asset Management: delta scope summary

Maintenance Management

- New Fiori app “Actual Cost Analysis” to monitor and evaluate maintenance costs. Utilize embedded analytics and advanced filter to slice and dice data
- Change schedule for several items in the “Find Maintenance Notification” and “Find Maintenance Order” Apps
- New Fiori Apps for finding maintenance plans and items by using free text search or filters
- Mass time confirmations



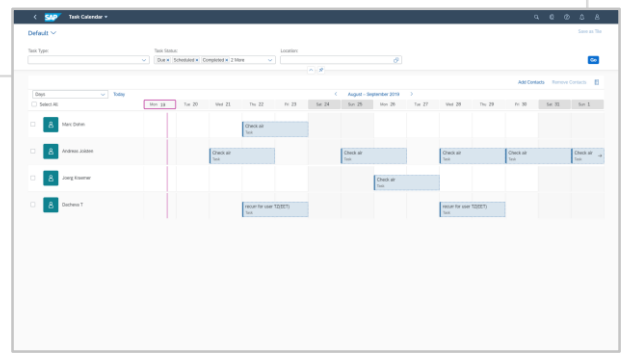
Asset Operations and Maintenance*

- Updated Fiori Apps:
 - Resource Scheduling for Maintenance Planners
 - Schedule Maintenance Order Operations
 - Maintenance Scheduling Board App
 - Manage Work Center Utilization App
- New Fiori App Assign Maintenance Order Operations
- New statuses for schedules
 - scoping,
 - refinement,
 - frozen,
 - execution,
 - closed
- Improved UI

The screenshot displays the 'Assign Maintenance Order Operations' Fiori app. It shows a table with columns for Maintenance Order Operations (MOO), Operation, Priority, Planning Work Center, Parameters, Operational Location, Planned Start, Planned End, Status, and Change/Status. The table lists multiple operations for various maintenance orders, including details like priority, work center, and planned dates.

Environment Health & Safety*

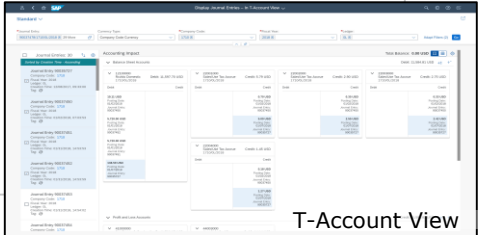
- New Task Calendar to summarize all compliance related activities of your team
- Improved UI for managing summary reports
- Enhancements to injury and illness log enabling thorough analysis
- Updates in hazardous substance management including data search and substance tracking



SAP S/4HANA Finance: delta scope summary

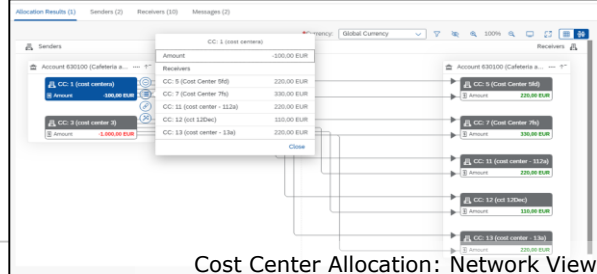
Accounting & Financial Close

- T- Account Display:**
- Document flow and journal entries
- Extended revenue accounting and reporting**
- additional value-add scenarios, optimized integration with the universal journal, related to revenue accounting (IFRS 9)



Cost Mgmt. & Profitability Analysis

- One Allocation:** for Cost center allocation actual/plan, Profit Center allocation actual/plan, GL allocation actual/plan
- New "Where used lists"** Available for Cost Centers, Statistical Key Figures, Activity Types, Profit Centers



Subscription Billing and Revenue Mgmt.*

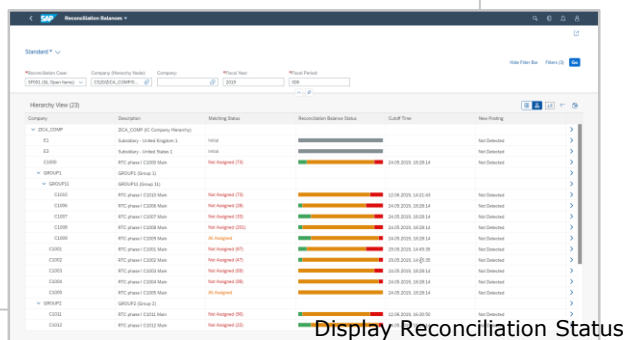
- **Subscription order management**
- **Streamlined process of acquisition of consumption items (CITs)** from mediation to convergent invoicing.
- Reduced time to revenue associated with **processing bank payment** items in a **centralized payment management**
- Reduced complexity with improved support for **massive subscription contracts for enterprise customers**

Treasury and Risk Mgmt.*

- Cash Management:**
- Cash pooling with multiple layers
 - Cash manager-triggered trade request
- Payments:**
- Advanced payment factory capabilities
 - Bank connectivity supporting contract accounting processes
- Treasury:**
- Enhanced reporting capabilities
 - Expanded coverage of legislations in foreign currency hedge management and accounting for US-GAAP

Advanced Accounting & Financial Close*

- Group Reporting:**
- Advanced Intercompany Reconciliation
 - Matrix consolidation along hierarchies
 - Cross fiscal year reporting



Financial Planning & Analysis**

- SAP Cloud Platform Integration:**
- **Group Reporting data collection**
 - SAP Cloud Platform for treasury /headquarter scenario
 - **ML for Ticket Categorization** e.g. in shared service
- SAP Analytics Cloud integration:**
- Liquidity planning with SAP Analytics Cloud
- SAP S/4HANA Cloud Integration:**
- **Financial Closing Cockpit** for Advanced Financial Closing
 - **ML GRIR Reconciliation:** with new notifications & flexible situation handling



SAP S/4HANA Finance

What's new in S/4HANA Finance 1909

FP&A Financial Planning & Analysis

- ▶ Financial planning content, integrated with SAP Analytics Cloud for Planning **Enhanced**
 - Predictive accounting **Enhanced**



- ▶ Universal Allocation **New**
 - Where used list **New**
 - Real Spend **Enhanced**



- ▶ Margin Analysis **Enhanced**
 - Financial Statement Insights **Enhanced**



- ▶ SAP Analytics Cloud and embedded reporting **Integrated**
 - Customer Profitability Analytics **New**



R2R Record-to-Report



- SAP S/4HANA Central Finance:
 - Accounting View on Logistics Information (AVL) **New**
 - Indirect tax reporting **New**



- Accruals management **Enhanced**
- SAP S/4HANA for goods and invoice receipt reconciliation **Enhanced**
- Time-dependent Tax **New**
- T-Account Display **New**
- SAP Account Reconciliation and Automation by Blackline **Enhanced**



- ▶ SAP S/4HANA Cloud for Advanced Financial Closing **Enhanced**
- ▶ SAP S/4HANA for Group Reporting **Enhanced**
 - SAP Intercompany Financial Hub by Blackline **Enhanced**
 - SAP Intelligent Robotic Process Automation **New**



- SAP Revenue Accounting and Reporting (IFRS 15)
- ▶ SAP S/4HANA Cloud for Contract & Lease Management (IFRS 16)

Document Type: *Starting Document:

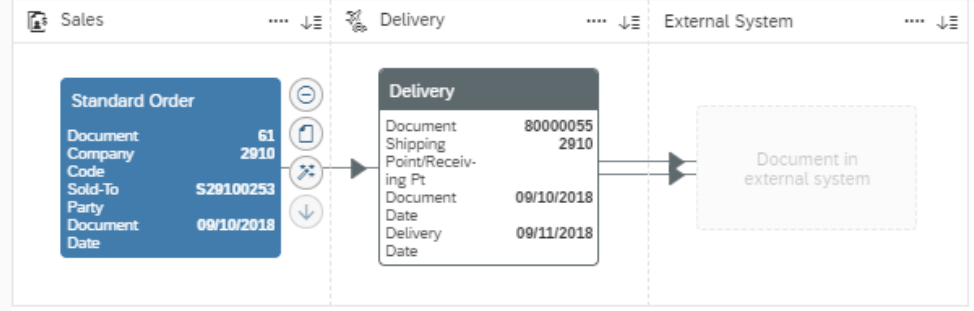
Go

Labs Preview

Operational Document Flow | G/L Document Flow

Operational Document Flow

Search 100%



G/L Document Flow

Displayed Dimension: Fiscal Year:

Display as T-Accounts

Search 100%

Account Document	Source Ledger	Journal Entry	Fiscal Year	Company Code	Posting Date	Journal Entry Date	Document Date
G/L Account Document	0L	100000054	2018	2910	09/10/2018	09/10/2018	09/10/2018 13:14:15
Goods Issue/Delivery	0L,2L,3L	4900000064	2018	2910	09/10/2018	09/10/2018	09/10/2018 13:14:15
G/L Account Document	2L	7000000054	2018	2910	09/10/2018	09/10/2018	09/10/2018 13:14:15
G/L Account Document	3L	7100000054	2018	2910	09/10/2018	09/10/2018	09/10/2018 13:14:15

Standard

*Journal Entry:

5100000437/1010/3L/2018 1 More

Currency Type:

Company Code Currency

*Company Code:

1010

*Fiscal Year:

2018

*Ledger:

3L



- Journal Entries: 2
- Sorted by Creation Time - Ascending
- Journal Entry 5100000437
Company Code: 1010
Fiscal Year: 2018
Ledger: 3L
Creation Time: 11/16/2018, 07:58:14
Tag: [tag icon]
 - Journal Entry 5100000438
Company Code: 1010
Fiscal Year: 2018
Ledger: 3L
Creation Time: 11/16/2018, 07:59:29
Tag: [tag icon]

Accounting Impact

Total Balance: 0 EUR

Balance Sheet Accounts

Credit: 108.4 EUR

12600000 Input Tax (VST) 1010/3L/2018 Debit: 20.6 EUR

Debit	Credit
1.6 EUR Journal Entry: 5100000437 Posting Date: 11/16/2018	
	19 EUR Journal Entry: 5100000438 Posting Date: 11/16/2018

21100000 Paybls Domestic 1010/3L/2018 Credit: 129 EUR

Debit	Credit
	10 EUR Journal Entry: 5100000437 Posting Date: 11/16/2018
	119 EUR Journal Entry: 5100000438 Posting Date: 11/16/2018

Profit and Loss Accounts

Debit: 108.4 EUR

52560000 Gain Sml Prc Diff IR 1010/3L/2018 Credit: 1.6 EUR

Debit	Credit
	1.6 EUR Journal Entry: 5100000437 Posting Date: 11/16/2018

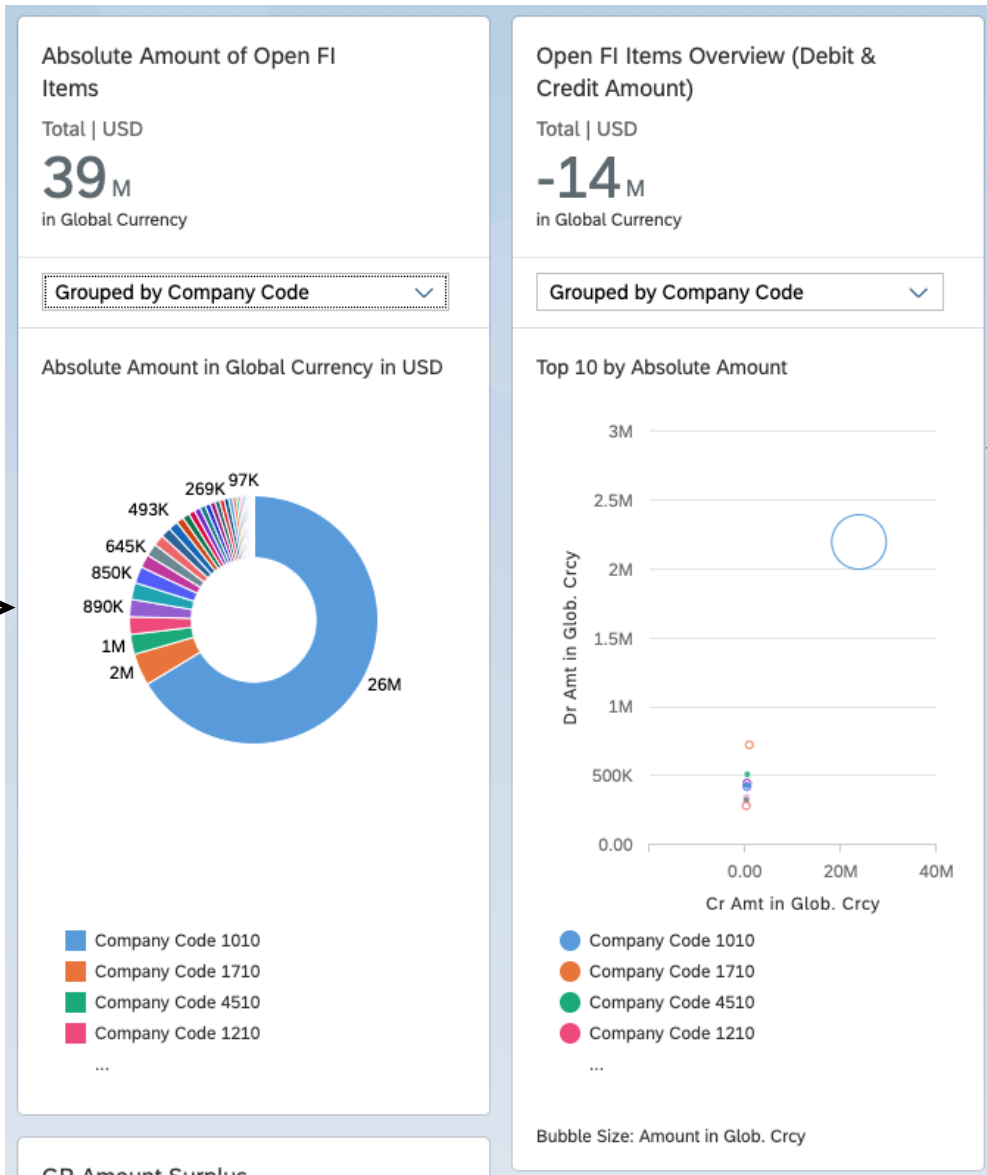
65009000 Other activity costs 1010/3L/2018 Debit: 110 EUR

Debit	Credit
10 EUR Journal Entry: 5100000437 Posting Date: 11/16/2018	
100 EUR Journal Entry: 5100000438 Posting Date: 11/16/2018	

OverviewPage ("Monitor GR/IR Account Reconciliation")

▪ New tiles:

The absolute open amount is an indicator for the risk exposed in the balance sheet.



The chart puts the open credit and debit amount in relation to the total open amount reflected in the size of the bubble. Negative total amounts are displayed as empty bubbles and positive total amounts are shown as filled bubbles.

S/4HANA Time-Dependent Tax Codes

Fast adoption of new legal requirements and enhanced audit support

Labs Preview – not
for 1909, currently
only Cloud

Before Time-Dependent Tax
for each Tax Rate separate Tax Codes were
required

New tax codes needed
for each tax rate change

V1: 19%
V2: 22%
V3: 24%
V4: 22%
V5: 28%

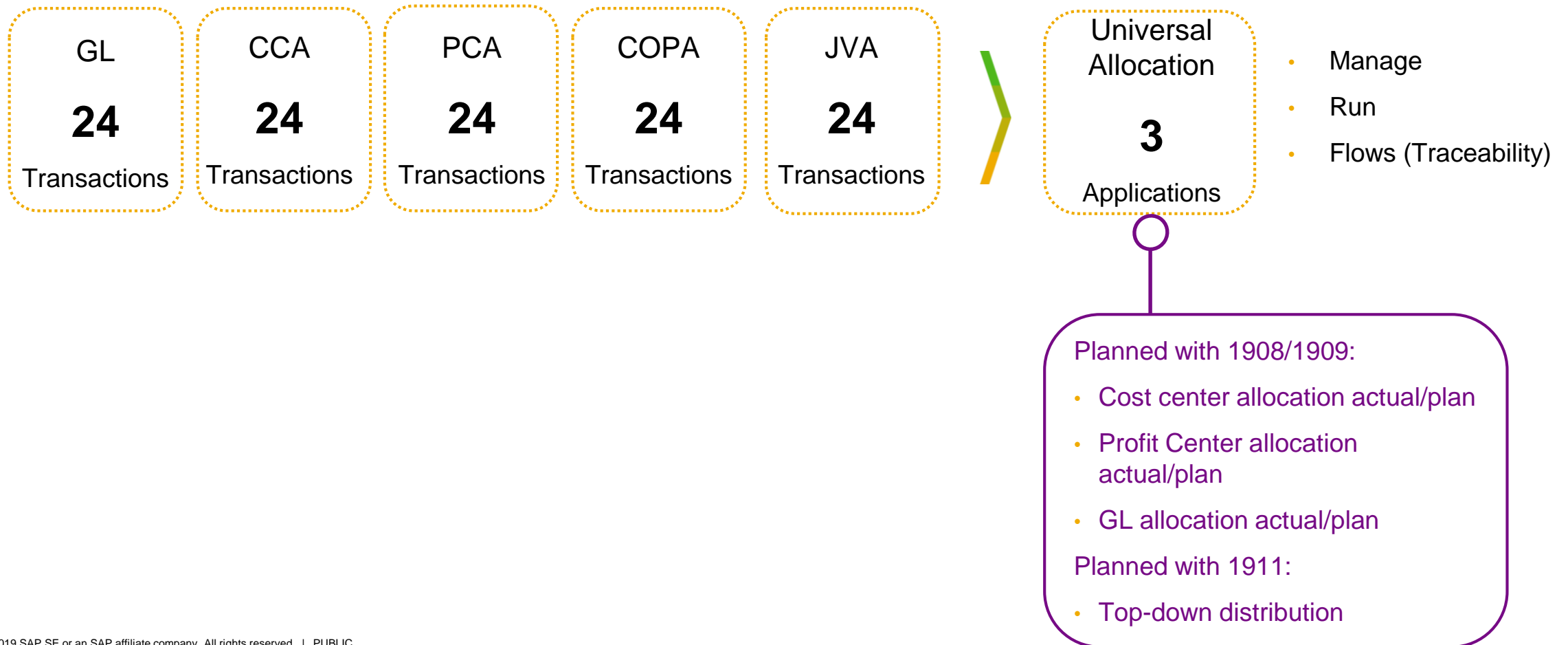
With Time-Dependent Tax,
VAT calculation is based on the Tax Codes and the
new tax calculation date

One tax code for all
tax rate changes

V1
01.01.2019: 19%
30.06.2020: 22%
01.01.2021: 24%
01.08.2022: 22%
01.12.2024: 28%

Process harmonization driven by the Universal Journal

Vision of Universal Allocation

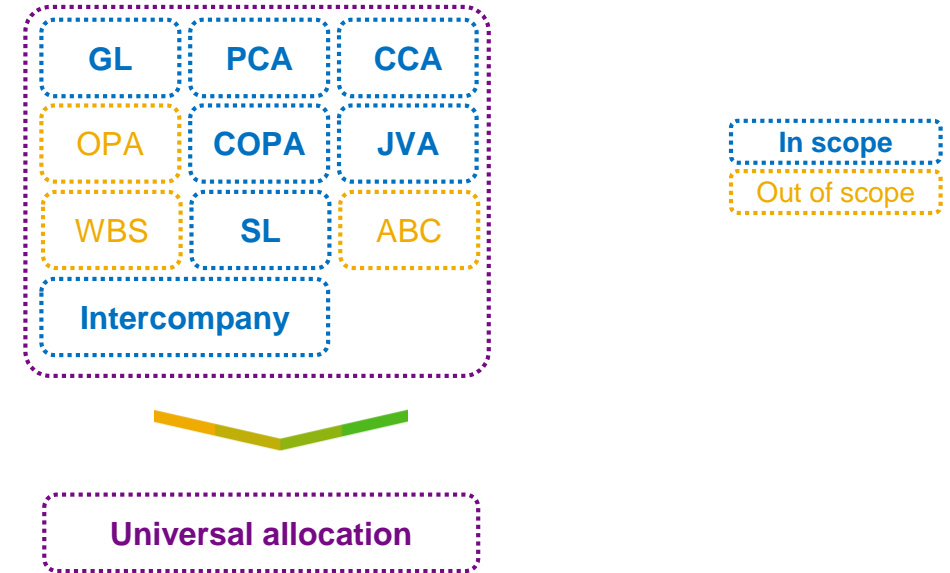


Our Vision of Universal Allocation

Simplify Allocations by combining various capabilities under ONE umbrella

Universal Allocation...

- provides one architecture for financial accounting and management accounting allocations
- combines actual and plan
- provides simulation capabilities.
- includes actual and predictive data (ledgers)
- presents data in a common structure
- provides all required reporting currencies
- shows currency breakdown
- can be enhanced / extended
- provides traceability of the value flow
- simplifies the process with guided procedures and validations



Universal Allocation will not initially cover...

- activity allocations.
- settlements, e.g. of IO and WBS elements.

Finance topics on YouTube and on the Virtual Finance Summit platform

Video Overview

SAP Finance playlist on YouTube:

<https://www.youtube.com/playlist?list=PL3ZRUB1AKkpTQscw2i-DjiEv0C-PTQINd>

SAP Offering for Record-to-Report and FP&A in SAP S/4HANA (Michel Haesendonckx) on YouTube:

[Why move to SAP S/4HANA for Accounting and FP&A: An extensive process view](#)

E2E view on financials – Enabling group-wide steering

(Michel Haesendonckx) on YouTube:

<https://www.youtube.com/watch?v=tZTVdOzRds>

Virtual Summit (link)

▪ Examples:

[Superior Steering with Intelligent Accounting and Financial Close \(Christoph Ernst 13 min\)](#)

[Automating Closing and Consolidation \(Elizabeth Milne 14 min\)](#)

[Start your Finance Transformation with Central Finance \(David Ormerod 15 min\)](#)

[Machine Learning in Finance \(Sebastian Schroetel 17 min\)](#)

[Predictive Accounting \(Michel Haesendonckx 10 min\)](#)

[Margin Analysis \(Michel Haesendonckx 19 min\)](#)

... and far more (customer testimonials, panels, whitepapers,...)

1909 What's New Videos

Labs
preview

SAP S/4HANA 1909 - Finance "What's new" information (also accessible via blog on sap.com/finance):

1909 - Highlights for Finance and Risk (Benno Eberle)

https://youtu.be/Jc7_sZHDESQ

1909 – SAP Contract and Lease Management (Tom Anderson)

<https://youtu.be/280GPAHPz-E>

1909 – SAP Receivables Management (Nicole Baranov)

<https://youtu.be/I5KWi7PxBMI>

1909 – SAP Treasury Management (Arif Esa)

<https://youtu.be/NyJKmaaVNRU>

1909 – Orchestrating an Accelerated Financial Close

(Katharina Reichert) https://youtu.be/Kw_nZ_BLADY

1909 – SAP S/4HANA for Group Reporting (Philip Aliband)

<https://youtu.be/3M7a1IsMrL8>

(All Michel Haesendonckx:)

1909 - Driver-based Planning with SAP S/4HANA and SAP Analytics Cloud - <https://youtu.be/hYCCIX6SN4U>)

1909 - Margin Analysis with SAP S/4HANA Cloud and On

Premise - <https://youtu.be/f6lAs5EUip0>

1909 - Universal Allocation in SAP S/4HANA

<https://youtu.be/XvxlrzSRxck>

1909 - Embedded Analytics - Integrating S/4HANA and SAC -

<https://youtu.be/PP4MERLI69w>

1809 What's New Videos

Finance SAP S/4HANA 1809 "What's new" information (also accessible via blog [here](#)):

Finance 1809 Overview (Michel Haesendonckx)

<https://youtu.be/CzPhDejuft8>

Margin Analysis (Michel Haesendonckx)

<https://youtu.be/TfbthMsYcrc>

Predictive Accounting (Michel Haesendonckx)

<https://youtu.be/yH-HJWeDyXA>

Embedded Analytics (Michel Haesendonckx)

<https://youtu.be/wpakxWVEQv8>

Accruals Management (Christoph Ernst)

<https://youtu.be/wEru-hqfj1w>

Goods and Invoice Receipt Reconciliation (Christoph Ernst)

<https://youtu.be/jJXqWF1wJkw>

Group Reporting (Christoph Ernst)

<https://youtu.be/mwn3O1rxdl0>

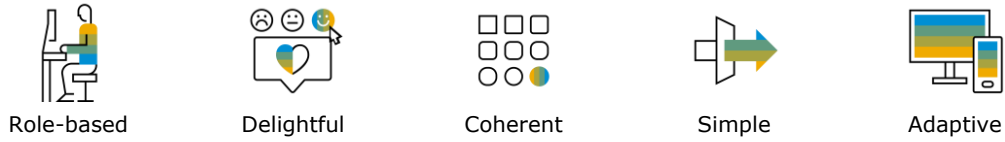
Tax Service (Stefanie Schuetz-Tschiersky)

<https://youtu.be/EEhIAJfQjXM>

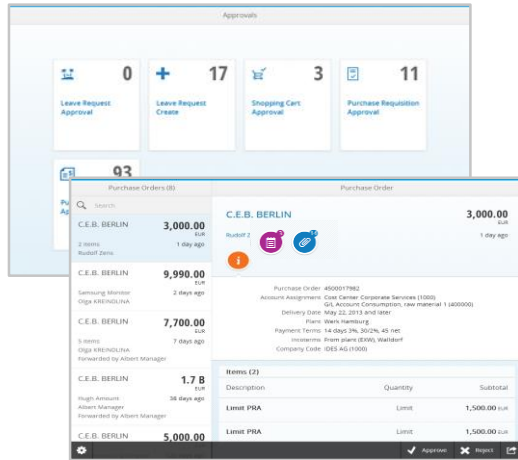
Treasury (Christian Mnich)

<https://www.youtube.com/watch?v=cGQuSpdaBS8>

The evolution of SAP Fiori



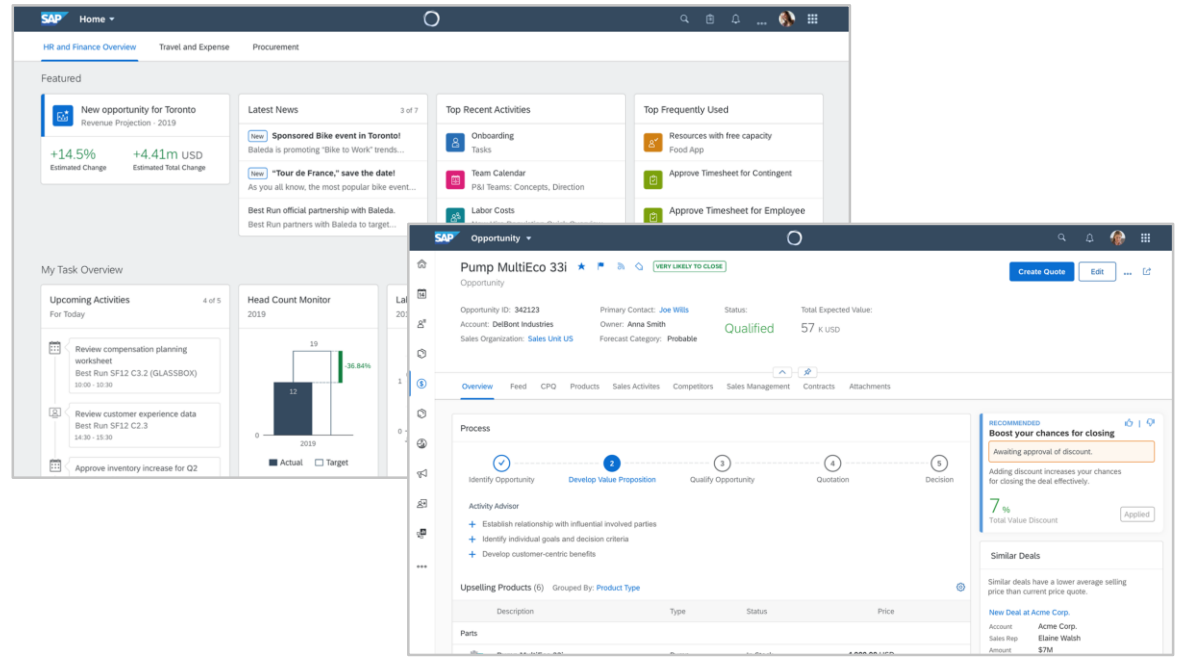
- Role-based simplification of business processes
- From monolithic solutions to activity-based apps
- Empowerment of users and the way they work



2013: SAP Fiori



2016: SAP Fiori 2.0



2019: Fiori 3^R

Consistent

Harmonized look and feel across all SAP products

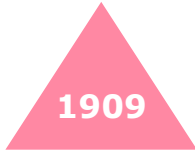
Intelligent

Embedded intelligent user guidance through Machine Learning, dynamic home-pages and a digital assistant

Integrated

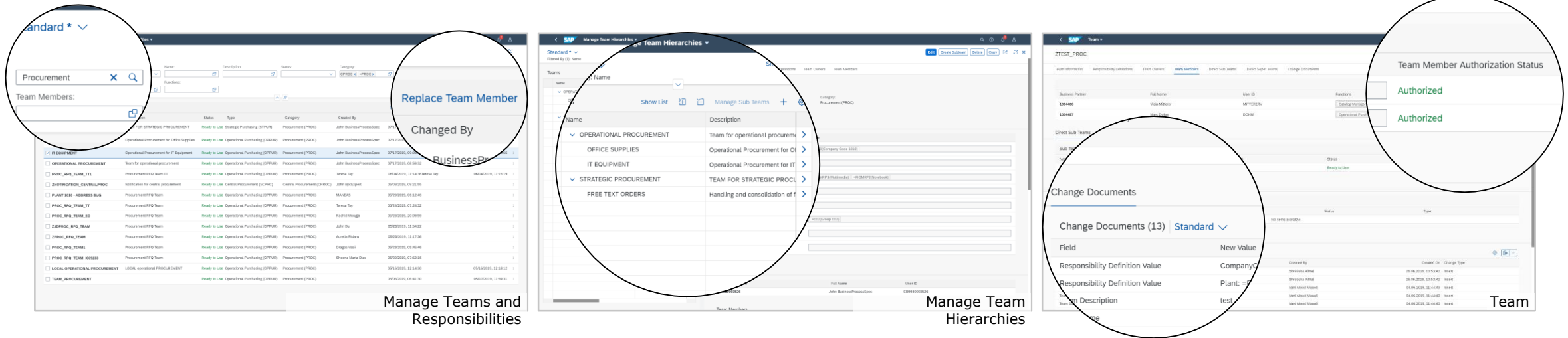
Cross-product and cross-device integration through comprehensive and adaptive home-pages, a digital assistant and notifications

SAP S/4HANA cross topics: delta scope Responsibility Management



Functionality, which helps to determine the **responsible contacts within the organization** for various contexts to address tasks and activities along the working structure and dimensions of the respective lines of business (LoB).

Define responsibilities in terms of **teams consisting of team members with assigned functions** and refer to these structures in frameworks like **workflows and situation handling**.

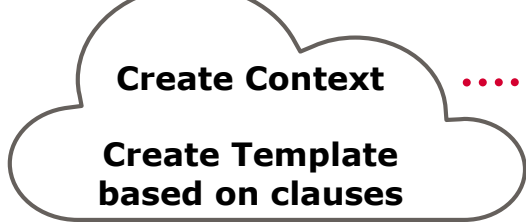


- Use the teams search model to search across team names and descriptions
- Find and replace team members, while keeping team structure and defined functions stable
- View team hierarchies and how responsibility definitions are inherited.
- Change teams and sub teams as required and track changes made to a team definition
- Check if a Business Partner has the correct authorization to act within its responsibility definition

SAP S/4HANA for Enterprise Contract Management*

SAP S/4HANA Cloud for Enterprise Contract Assembly**1

is an application on SAP Cloud Platform for Legal Experts to manage clauses and templates for the creation of legal content. It integrates seamlessly into SAP Enterprise Contract Management and enables the automatic assembly of buy-side and sell-side contracts and any other legal documents based on approved clauses and templates.



Request Contract

Legal Transaction Created

Create from Template

Edit

Sign

Store

Workflow (optional)



SAP S/4HANA Cloud for Enterprise Contract Assembly**1

SAP S/4HANA for Enterprise Contract Management*

SAP S/4HANA for Enterprise Contract Management* and SAP S/4HANA Cloud for Enterprise Contract Assembly**1 make it easy to request contracts online, automate legal transactions, use workflows, manage document versions, and standardize reviews, approvals and processing. Easy and fast enterprise-wide access to all legal content enables you to approach contract management from a whole new angle, thereby ensuring legal compliance, increasing contracting performance and transforming the ease of doing business. (Integration Best Practices scope item 20Q)

¹SAP S/4HANA Cloud for Enterprise Contract Assembly only works in integration with SAP S/4HANA for Enterprise Contract Management and is planned for September 2019 (with SAP S/4HANA for Enterprise Contract Management OnPremise) and is part of the November 2019 Cloud Release SAP S/4HANA Cloud for Enterprise Contract Management and Assembly).

Information about SAP S/4HANA 1909

Discover SAP S/4HANA Help Portal

Innovation Discovery

SAP S/4HANA Trial

Discover SAP HANA Cloud Platform

SAP Transformation Navigator

SAP S/4HANA Roadmap

Other important documents and resources

Help Portal	Central access point for S/4HANA related information - all releases, all deployment models, release restrictions, documentation, trials, conversion guides...	http://help.sap.com/s4hana
Feature Scope Description	Legally relevant scope documentation; „what's in the core license, what has an extra license“. One document per shipment; covers scope of the technical S4 shipment	http://help.sap.com/s4hana
Simplification List	Technical view: Important changes in S/4HANA: Deprecated functions, replacements, mitigation. Available as pdf (via help.sap.com) or *.xls (SAP note 2313884)	https://launchpad.support.sap.com/#/notes/0002313884
Solution Explorer	Explore solutions by Industry / LoB / Technology / Suite – business process view; links to Solution Capabilities and license materials	https://solutionexplorer.sap.com/
Business Scenario Recommendations	tailored recommendations based on your current productive system usage (ST03N); identify high-value business scenarios	https://www.s4hana.com/
Fiori Application Library	Overview of Fiori applications by role, industry, ... Upload list of transactions – get Fiori analysis based on your transactions	www.sap.com/fiori-apps-library
Innovation Discovery	Search for new functionality delivered by SAP – also for ERP. Easily evaluate and discuss innovations and features with having both business and technical information at a glance	http://sapsupport.info/support-innovations/innovation-discovery/
Roadmaps	Roadmap information from different perspectives: Product, solution, industry, LoB, technology, ...	http://www.sap.com/roadmaps
S/4HANA Trials	Access to S/4HANA on-premise and cloud trials	http://www.sap.com/s4hana-trial
Experience Transformation videos	Side-by-side comparison of a business process with and without FIORI	https://www.youtube.com/results?search_query=experience+transformation+sap
openSAP course	Find Your Path to SAP S/4HANA – good overview of conversion process and tools	https://open.sap.com/courses/s4h5 (und sh111-1,sh14 bzw. sh15)
S/4HANA FAQ	Comprehensive, from high level to details	https://www.sap.com/documents/2016/03/c21c09dd-637c-0010-82c7-eda71af511fa.html
S/4HANA Community	Blogs, discussions, ...	https://www.sap.com/community/topic/s4hana.html
SAP Transformation Navigator	Clear guidance into the S/4HANA world, based on customer licensing and landscape, business value and IT strategy	https://go.support.sap.com/transformationnavigator/#/welcome
Readiness Check	Fiori tool delivering overview of potential S4 landscape, based on customer-specific installation data („first check“)	https://blogs.sap.com/2017/04/27/start-sap-s4hana-planning-with-readiness-check/ https://help.sap.com/viewer/p/SAP_READINESS_CHECK
Migration Cockpit	SAP S/4HANA Migration Cockpit	https://blogs.sap.com/2017/07/05/starter-blog-for-sap-s4hana-migration-cockpit/



itelligence NTT DATA Business Solutions

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Tel.: +41 31 340 32 32

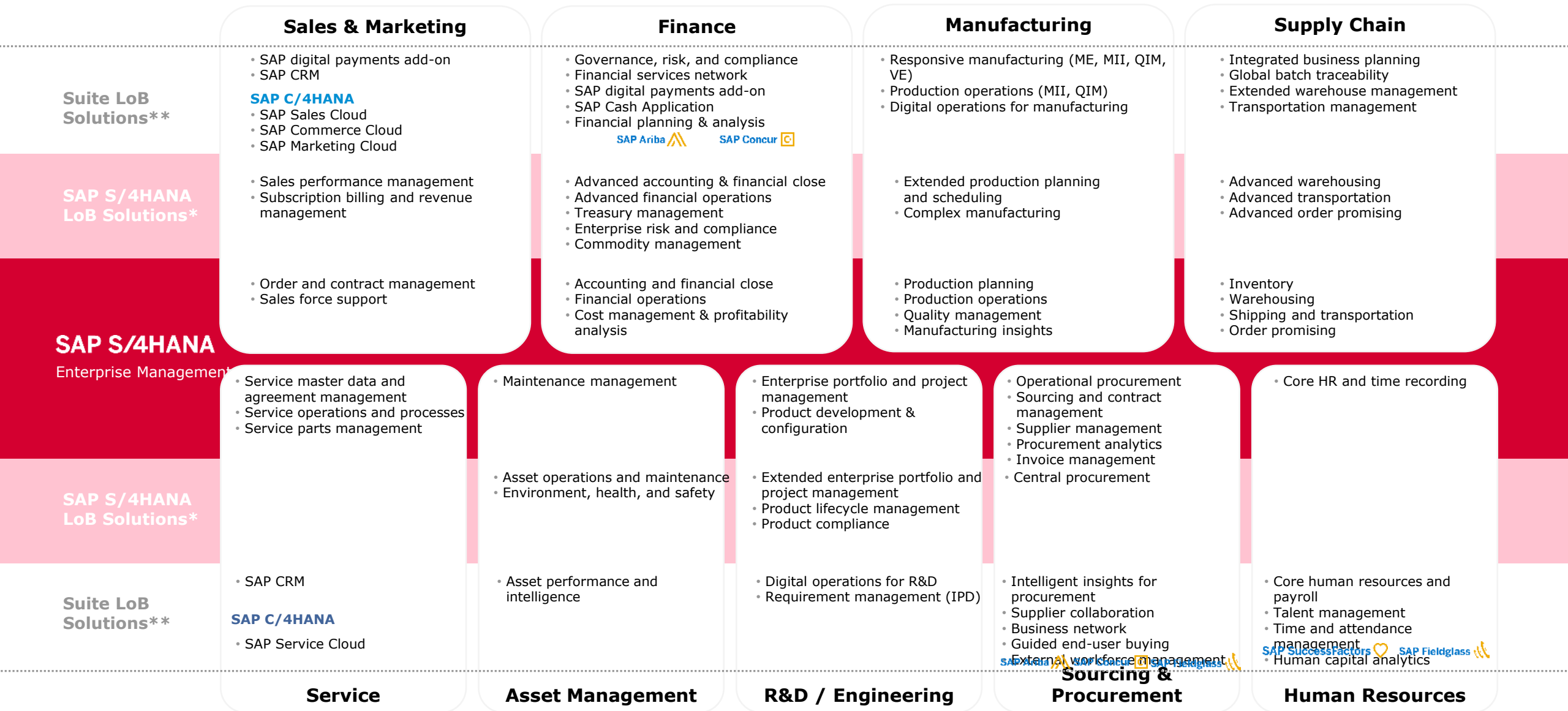
Fax: +41 31 340 32 30

E-Mail: info@itelligence.ch

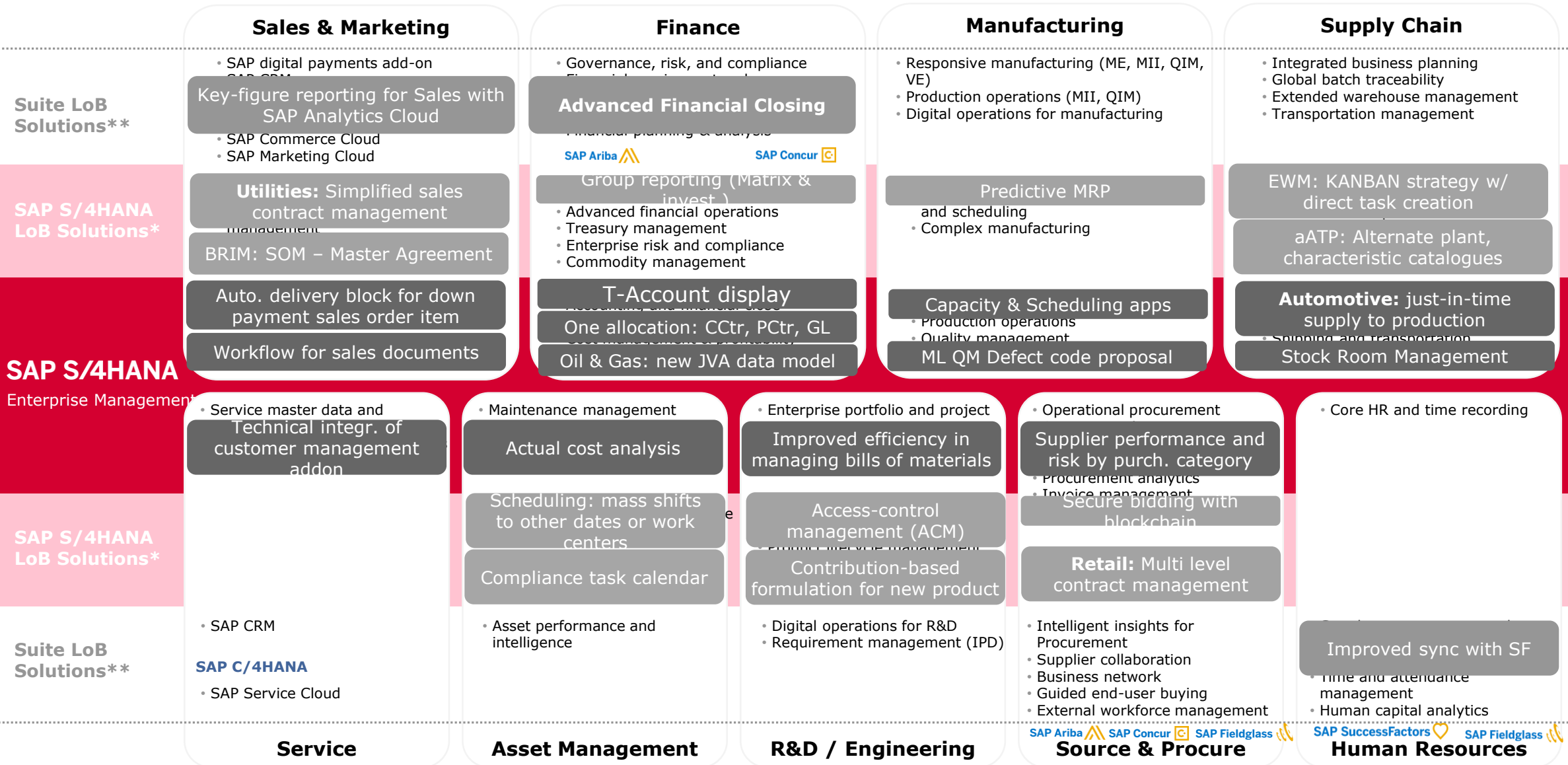
Internet: www.itelligence.ch

Wir machen mehr aus SAP-Lösungen!

SAP S/4HANA 1909 - business area overview



SAP S/4HANA 1909 - business area overview



Data Quality Management with SAP MDG* on SAP S/4HANA

Know your data quality and act accordingly



Master Data
Governance*

1909

Innovations:

Master-data domains (in addition to *Product*)

- Business Partner
- Custom objects

Rule mining

- Apply machine learning for data analysis and rule mining
- Create data quality rules from mined rules

Central governance

- Use data quality rules for checks in change requests (for Business Partner data)

Process enhancements

- Export and import of rules

Business value:

- Rule Mining proposes potential business rules supported by statistics
- Automatic rule implementation to reduce manual effort for the business rules creation
- Integrated with E2E process of data quality evaluation and central governance
- Discover new aspects to improve master data quality

Mining Rules for MRP Data 138

Status: Total Rules: 70
Accepted Rules: 9
Set to Review: 3

Completed

General Tables Focus Area Fields Parameters Administrative Data

Mining run successfully completed Details

Goal:
Workshop is planned in next week for Product Planning efficiency. Master Data owner want to improve the material master quality. Let's see any proposal from system by joining Material header data and MRP data.

Tables

Selected Tables (2)

Table	
Basic Data (MARA)	>
Plant Data (MARC)	>

Focus Area

Filters (2)

Table	Field	Operator	Value
Basic Data (MARA)	Material Type (MTART)	is	FERT
Plant Data (MARC)	Plant (WERKS)	is	0001

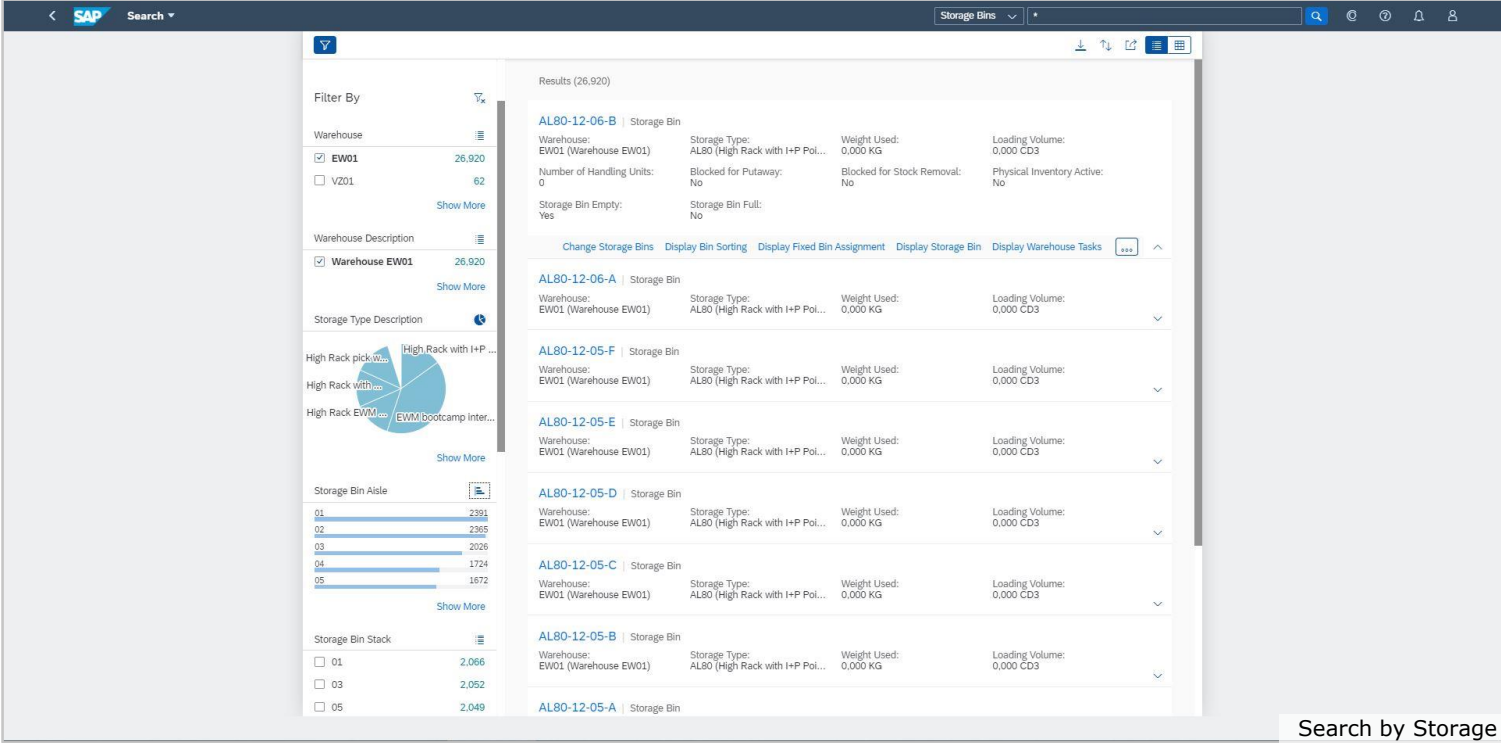
Enhancements in SAP S/4HANA Enterprise Search

Enhancements from R&D/Engineering

- Searching from the main screen of Fiori launchpad has been expanded to:
- Document Info Record (DIR)
 - Classification classes and characteristics
 - Compliance views for raw materials and products

Enhancements from Supply Chain

- EWM objects are now accessible via Enterprise Search:
- Provide search option for warehouse products
 - Provide search for storage bins



Search by Storage Bin

SAP S/4HANA Industries: delta scope

Automotive

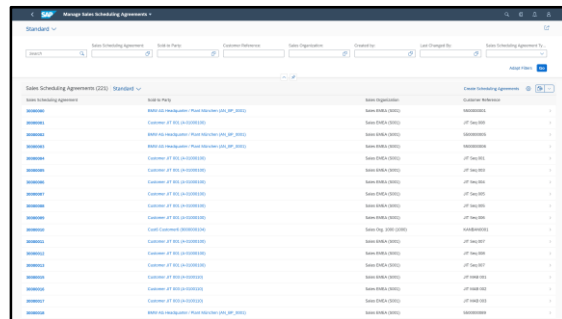
Next-Generation Just-in-Time (JIT) Supply to Production

New apps for improved efficiency in material replenishment from the warehouse:

- Manage Control Cycle app allows you to maintain new JIT control cycles for each material used in the production supply areas
- Request Replenishments for Control Cycle app in order to request material replenishments for the production supply areas
- Transfer Stock for JIT Supply to Production app in order to prioritize and fulfil the open replenishment requests (JIT calls) in a timely manner

New Apps for Sales Scheduling Agreement Handling

- Sales Scheduling Agreement app displays details of a sales scheduling agreement on header, item, and delivery schedule level
- Manage Sales Scheduling Agreements app allows you to search for, display, filter, sort, and group all sales scheduling agreements
- Manage Delivery Schedule Processing allows you to maintain delivery schedule processing options



Public Sector*

- Reduce reconciliation efforts with the **US Federal Financials integration into the Universal Journal**
- Improve budget maintenance compliance with the **simplified multilevel budget structure in funds management budgeting**
- Reduced implementation effort for Tax & Revenue Management: **Financial Customer Care** as part of SAP S/4HANA for customer management
- Leverage end-to-end processes in **investigative Case Management** for SAP S/4HANA
- Gain insights into taxpayer patterns and collection strategies
- Integration of hire-to-pay functionality in SAP SuccessFactors solutions with financing objects in public sector management

SAP S/4HANA Industries: delta scope

Oil & Gas*

Joint Venture Accounting (JVA)

- New Joint Venture Accounting data model based on Universal Journal
- Improved JVA process handling (cutback, cash call, farm in & out etc.)

Enhanced Commodity Management Integration

- Exchanges Commodity Mgmt. integration
- Nomination Commodity Mgmt. integration

Enhanced Hydrocarbon Supply Chain Visualization

- Open contracts, inventory details (e.g. target and safety), Inventory Planning Workbench simulations etc.

New Scheduling Assistant App



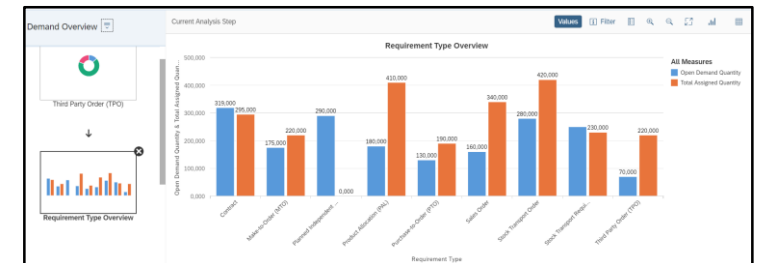
Retail & Fashion*

Fashion

- Reduce inventory carrying costs through enhanced supply-assignment capabilities
- Avoid overstocking, with a flexible purchasing commitment
- Increase efficiency by automating processes for seasons

Retail

- Deliver flexible integration through point-of-sale outbound communication using an enterprise service
- Increase product availability on the sales floor through in-store transfers based on radio-frequency identification (RFID)
- Improve operational efficiency through enterprise searches for sites, promotions, and allocation tables
- Enhance production capabilities by including parameters for production planning/detailed scheduling (PP/DS) in article master maintenance



SAP S/4HANA Industries: delta scope

Banking*

General Ledger Average Daily Balances

- SAP Fiori app for Average Daily Balance (ADB) key figures calculation and reporting

GL Multi-Currency Manual Entry Workflows

- Parker ID / Approver ID / Rejector transparency for single company and intercompany Journals
- Document split functions for park and post documents with more than 999 line items
- Configurable excel templates for upload multi-currency manual entries

GL Multi-currency P&L Close Delta Process

- Ability for the P&L close process to select incrementally new postings that have not been processed yet
- Ability for the P&L process to recognize and re-process reversed postings

Collateral Management System

Reserve for Bad Debts (RBD)

Description	GL Account	Period Balance	Comparison Balance	Absolute Difference	Relative Difference
Accounts not assigned		0,00 EUR	0,00 EUR	0,00 EUR	0,0
Other loans, due after 1 year	4820	2.420.489,89 EUR	1.470.489,89 EUR	950.000,00 EUR	64,6
Other loans	4800	196.730.622,83 EUR	177.332.440,20 EUR	19.408.182,63 EUR	5,3
Other loans, due after 1 year	4820	2.420.489,89 EUR	1.470.489,89 EUR	950.000,00 EUR	64,6

Utilities*

Bill to Cash for Energy 'Prosumers'

- Accelerate time-to-market for new energy products with SAP S/4HANA Utilities Product Simplification

Customer Interaction and Service Management Utilities

- Increase efficiency with simplified management of sales contracts for utilities

Intelligent Meter Reading Processing

- Reduce manual efforts by applying machine learning to resolve implausible meter reading results and outsourced billing documents

Meter Reading Date	Meter Reading Unit	Meter Reading Reason	Meter Reading Type	Independent Validation	Consumption/Demand	Release Confidence
21.11.2018	000 On-peak rate (PROXLS)	Periodic Meter Reading	Meter reading by utility - SAP	+7.955 MWh (+3274 to)	Current: 0.166 MWh Expected: 157 MWh	72% →
21.11.2018	000 On-peak rate (PROXLS)	Periodic Meter Reading	Meter reading by utility - SAP	+13.144 MWh (+4006 to)	Current: 0.107 MWh Expected: 98 MWh	75% →
21.11.2018	000 On-peak rate (PROXLS)	Periodic Meter Reading	Meter reading by utility - SAP	+7.811 MWh (+2624 to)	Current: 0.200 MWh Expected: 162 MWh	65% →
21.11.2018	000 On-peak rate (PROXLS)	Periodic Meter Reading	Meter reading by utility - SAP	+7.807 MWh (+2471 to)	Current: 0.123 MWh Expected: 108 MWh	63% →
21.11.2018	000 On-peak rate (PROXLS)	Periodic Meter Reading	Meter reading by utility - SAP	+7.820 MWh (+2461 to)	Current: 0.168 MWh Expected: 189 MWh	58% →
21.11.2018	000 On-peak rate (PROXLS)	Periodic Meter Reading	Meter reading by utility - SAP	+7.871 MWh (+3349 to)	Current: 0.208 MWh Expected: 189 MWh	39% →
21.11.2018	000 On-peak rate (PROXLS)	Periodic Meter Reading	Meter reading by utility - SAP	+1.046 MWh (+1.039 to)	Current: 12.250 MWh Expected: 142 MWh	75% →
21.11.2018	000 On-peak rate (PROXLS)	Periodic Meter Reading	Meter reading by utility - SAP	+1.262 MWh (+1079 to)	Current: 0.203 MWh Expected: 141 MWh	75% →

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