SAP S/4HANA
Evaluate your Options

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S/4HANA CoE Lead
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Contents

1. Context
2. SAP's Journey to S/4HANA
3. The SAP Content
4. Lessons Learned
5. Next Steps
Global leadership in end to end digital transformation powered by SAP HANA

17,000+ Minds
5,000+ Digital Minds
1,800+ SAP Digital Minds
40+ Offices across the globe
4 SAP Partner Continents
Organizations are planning their S/4HANA journey

**Discovery Workshops**

Free functional & technical half-day workshop.

**S/4HANA Roadmap**

Global US-based pharmaceutical company considering moving to S/4HANA while reducing end-user disruption.

**Suite on HANA Roadmap**

US-based Oil & Gas company evaluating the business case of moving to Suite on HANA while reducing total cost of ownership.

**HANA & Analytics Roadmap**

US-based Food & Beverage organization executing their vision for HANA-based self-service BI ahead of the ERP upgrade.
Early adopters are executing their S/4HANA journey

S/4HANA 1511 Greenfield
In-flight project with go-live target of April ‘16 for an industrial machinery organization in the Middle East.

S/4HANA 1610 Greenfield
In-flight project with go-live target of April ‘16 for a Mining organization in the U.K.

S/4HANA Upgrade 1511 -> 1610
Global China-based consumer-product manufacturing + retail company upgrading European branch.

Suite on HANA Implementation
US-based transportation company achieving improvement by 80% of transactional processing by moving 7 ECC & BW systems to HANA.
Poll

What is your organization’s S/4HANA maturity?

1. Evaluation
2. Roadmap
3. Implementation
4. Upgrade
5. Extension
Contents

2 SAP’s Journey to S/4HANA
The S/4HANA Announcement (May 2015)
Poll

What is your current ERP release?

1. SAP ECC 6.0 or earlier
2. SAP ECC 6.0 and later
3. SAP Business Suite powered by SAP HANA
4. SAP S/4HANA 1511 or 1610
5. Other / I don’t know
SAP’s HANA Journey
Suite on HANA (SoH)

✓ Technical Solution: lift & shift
✓ Performance enables real-time scenarios
✓ Optimizations delivered via Business Functions in the switch framework (SFW5):
  • Sales and Distribution, Optimization of Lists 
    \( LOG\_SD\_REPORT\_OPT \)
  • Materials Management, UI and Performance Optimizations 
    \( LOG\_MM\_OPTIMIZATIONS \)
  • Optimization for Purchase Order History 
    \( LOG\_MM\_OPT\_POH \)
  • Read Optimization for MDPPSX 
    \( LOG\_PPH\_MDPSX\_READ \)
Simple Finance

- Technical step: Universal Journal merges several tables
- Implemented as Add-On on AnyDB (sFin) or on HANA 1503 (sFin 2.0) or 1605
- Functional Benefits (in Finance):
  - Financial Planning & Analysis
  - Collaborative Finance Operations
  - Accounting & Financial Close
  - Enterprise Risk & Compliance
  - Treasury & Financial Risk
- Availability of Add-Ons
S/4HANA 1511 or 1610

- Technical step: large number of finance and logistics database tables replaced with Universal Journal or Views
- Overall redesign of UI with Fiori, not limited to Finances
- Native integration with cloud applications like Ariba, SuccessFactors, etc.
The S/4HANA Digital Core

**SAP S/4HANA FINANCE**
- Financial Services Network

**SAP S/4HANA HUMAN RESOURCES**
- Core Human Resources and Payroll
- Talent Mgmt.
- Time and Attendance Mgmt.
- Human Capital Analytics

**SAP S/4HANA SOURCING & PROCUREMENT**
- Supplier Collaboration
- Business Network
- Guided E-Procure Excellence
- External Workforce Management

**SAP S/4HANA MANUFACTURING**
- Constrained Production Planning
- Production Scheduling

**SAP S/4HANA SUPPLY CHAIN**
- Extended Warehouse Mgmt.
- Advanced ATP

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**SAP S/4 HANA**

**Enterprise Management**
- Order and Contract Mgmt.
- Sales Planning and Performance Mgmt. (E2M)

**Digital Core**

**SAP Hybris**
- Cloud for Sales

**SAP Hybris**
- SAP S/4HANA Sales
- SAP S/4HANA Service
- SAP S/4HANA Marketing
- SAP S/4HANA Marketing and Commerce
- SAP S/4HANA Asset Management
- SAP S/4HANA Research & Development

* (Partially) Compatibility Scope
S/4HANA Public Cloud

- Focus on Functional: limited IT involvement
- Converting CapEx to OpEx
- Functional Coverage better suited for special scenarios: smaller business units, non-core processes, two-tier ERP, etc.
**S/4HANA Central Finance**

<table>
<thead>
<tr>
<th>Central Reporting</th>
<th>Central Processing</th>
<th>Landscape Transformation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real-Time</td>
<td>Enables Shared Services</td>
<td>Several setup alternatives:</td>
</tr>
<tr>
<td>No Aggregation</td>
<td>• Accounts Payables</td>
<td>• Sidecar</td>
</tr>
<tr>
<td>Fiori / Business Objects UX</td>
<td>• Accounts Receivables</td>
<td>• Upgrade of “key” system(s)</td>
</tr>
<tr>
<td>Limited Disruption</td>
<td>• Cash Management</td>
<td>• Export for divestiture</td>
</tr>
<tr>
<td></td>
<td>• Payroll</td>
<td>• Phased Migration (e.g. Finance first)</td>
</tr>
<tr>
<td></td>
<td>• Consolidation</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Overhead Management</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Etc.</td>
<td></td>
</tr>
</tbody>
</table>

Several setup alternatives:
- Sidecar
- Upgrade of “key” system(s)
- Export for divestiture
- Phased Migration (e.g. Finance first)
## Suite on HANA versus S/4HANA

<table>
<thead>
<tr>
<th>People</th>
<th>Process</th>
<th>Project</th>
</tr>
</thead>
</table>
| ✓ No need for retraining  
✓ Lower requirements for availability of the functional teams  
✓ Limited Change Management  
✗ Limited new functionality | ✓ No Disruption  
✓ Potential for Simple Finance later  
✓ Enable Advanced Analytics  
✓ Potential speed increase  
✗ Simple Finance code-branch will be discontinued  
✗ SoH End of Life in 2025  
✗ Required move to S/4HANA long term | ✓ Simpler, only a technical project  
✓ Shorter Project  
✓ Stable Technology  
✗ Duplication of effort with an eventual S/4HANA Project |
| ✓ Increase Productivity with New Features  
✓ Increase Flexibility with Self-Service BI  
✓ Increase Adoption with Next Generation User Experience (Fiori)  
✗ Need Training for Business  
✗ Need Training for IT  
✗ Significant Change Management | ✓ Reduce Business Process Steps  
✓ Enable Real-Time Consolidation  
✓ Enable Real-Time Analytics  
✓ Enable Predictive Analytics  
✓ Simplification of Finance and Logistics  
✗ Significant Business Disruption | ✓ Technical + Functional Upgrade  
✓ Platform for SAP’s Future  
✓ Enable Digital Transformation  
✓ Reduce in Database Footprint  
✗ Not fully mature solution as not all industry solutions are currently available |
Poll

Has your organization implemented any of these HANA Solutions?
Select all that apply

1. BW on HANA - BW/4HANA
2. Suite on HANA (SoH)
3. Simple Finance - S/4HANA Finance
4. S/4HANA 1511 or 1610
5. S/4HANA Central Finance
Plenty of generic information

SAP has delivered tons of information on S/4HANA:

• S/4HANA Journey Map
• S/4HANA White Papers
• S/4HANA Road Map
• S/4HANA Activate Road Map
• Fiori Catalog
Journey Map

5 Simple Steps to Value

1. Explore
   - Explore the value of digital business with SAP S/4HANA, the next generation ERP business suite
   - See Infographic

2. Identify
   - Explore use cases in your industry and get a recommendation report
   - Request Report

3. Try
   - Try the SAP S/4HANA or SAP S/4HANA Cloud and make your own decision
   - Sign Up For Trials

4. Deploy
   - Deploy SAP S/4HANA and get choice: on-premise, in the cloud, or hybrid
   - View Cookbook
     - Accelerate With SAP Activate

5. Experience
   - Experience SAP S/4HANA and drive value
   - Read Stories

More
And increase value as you go with more innovations

http://s4hana.sapjourneymap.com/
http://sapjourneymap.com/_assets/DEPLOY_S4HANA.pdf
White Papers

Simplification List


Transition & Deployment Options

https://websmp204.sap-ag.de/~sapidp/012002523100011787552015E.pdf
## Solution Road Maps

### Browse all Road Maps

Click [here](https://www.sap.com/solution/roadmaps.html) for Upcoming Road Map Webinars.

See below for the complete set of published Road Maps.

<table>
<thead>
<tr>
<th>Industry</th>
<th>Road Map</th>
<th>Webinars</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAP S/4HANA Industry</td>
<td>Edition 2016 Q4</td>
<td></td>
</tr>
<tr>
<td>Aerospace and Defense</td>
<td>Edition 2016 Q4</td>
<td></td>
</tr>
<tr>
<td>Automotive</td>
<td>Edition 2016 Q4</td>
<td></td>
</tr>
<tr>
<td>Banking</td>
<td>Edition 2016 Q4</td>
<td></td>
</tr>
</tbody>
</table>
Activate Road Map

https://roadmapviewer-supportportal.dispatcher.hana.ondemand.com/
Product Availability Matrix

http://support.sap.com/pam
Fiori Apps Library

Purchase Order Items by Account Assignment
for Accounts Payable Accountant - Procurement

SAP S/4HANA Cloud
Required Back-End Product: SAP S/4HANA Cloud
Line of Business: Finance, Sourcing and Procurement, Supply Chain
Application Type: Analytical (SAP Fiori elements)
Database: HANA DB exclusive
Form Factor: Tablet, Desktop

PRODUCT FEATURES

With this app, you can display purchase order items based on their account assignments. By default, purchase order items are grouped based on the cost centers to which they belong. For each purchase order item, details such as material, account assignment category, sequence number, and account assignment quantity are displayed.

This app is available for the role Accounts Payable (A/P) Accountant.

https://fioriapppslibrary.hana.ondemand.com/sap/fix/externalViewer/
Contents

Lessons Learned
Bluefin’s approach for your unique roadmap

Step 1
Discovery Workshop

Step 2
Deep-dive Analysis Phase

Steps 3+
Phase 1
SoH Migration

Phase 2
S/4HANA Migration

Phase 3
Functional

Phase 1
S/4HANA Migration

Phase 2
Functional

Phase 1
S/4HANA Implementation

Preparation
Execution – Multiple Options
Decomposition by Process, not Modules
Decomposition by Process, not Modules
## Workload Analysis (ST03N)

| Report or Transaction name | Name of Background Job | Number of Dialog Steps | Total Response Time (s) | Average response Time/Dia
g Step (ms) | Total Processing Time (s) |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>RSBATCH_WRITE_PROT_TO_APPLLOG</td>
<td>BI_WRITE_PROT_TO_APPLLOG</td>
<td>8928</td>
<td>318</td>
<td>35.6</td>
<td>242</td>
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<tr>
<td>RS_CI_PARALLEL</td>
<td>CODEINSPISTICUNITTESTS_002</td>
<td>8928</td>
<td>307</td>
<td>34.4</td>
<td>226</td>
</tr>
<tr>
<td>RSCONN01</td>
<td>SAPCONNECT INT SEND 1</td>
<td>4464</td>
<td>249</td>
<td>55.9</td>
<td>178</td>
</tr>
<tr>
<td>RPEIC_SLA_ALERTS</td>
<td>RPEIC_SLA_ALERTS</td>
<td>4464</td>
<td>213</td>
<td>47.7</td>
<td>156</td>
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<tr>
<td>RSCONN01</td>
<td>SAPCONNECT INT SEND</td>
<td>4464</td>
<td>189</td>
<td>42.3</td>
<td>138</td>
</tr>
<tr>
<td>RSWWERRE</td>
<td>SWWERRE</td>
<td>2231</td>
<td>230</td>
<td>103.0</td>
<td>135</td>
</tr>
<tr>
<td>RSWWCOND</td>
<td>SWWCOND</td>
<td>1487</td>
<td>111</td>
<td>74.3</td>
<td>80</td>
</tr>
<tr>
<td>SRT_WS_IDP_SWITCH BD_CONT &amp;BDL/TASK_SCHEDULER</td>
<td>SAP_BC_IDP_WS_SWITCH_BD &amp;BDL/TASK_PROCESSOR</td>
<td>1116</td>
<td>73</td>
<td>65.8</td>
<td>43</td>
</tr>
<tr>
<td>RSCOLL00</td>
<td>SAP_COLLECTOR_FOR_PERFMONITOR</td>
<td>744</td>
<td>14678</td>
<td>19728.8</td>
<td>14658</td>
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<tr>
<td>RSAL_BATCH_TOOL_DISPATCHING</td>
<td>SAP_CCMS_MONI_BATCH_DP</td>
<td>744</td>
<td>786</td>
<td>1055.8</td>
<td>330</td>
</tr>
</tbody>
</table>

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Transaction App.
Business Scenarios

https://www.s4hana.com/
## Executive Summary – Top Recommendations

SAP S/4HANA simplifies and accelerates key business scenarios with in-memory technology. The table below shows the business scenarios in your system that could be simplified or improved and impact your business value.

<table>
<thead>
<tr>
<th>LINES OF BUSINESS</th>
<th>BUSINESS SCENARIO</th>
<th>RELEVANCE FOR YOU</th>
<th>IMPROVED / RELEVANT TRANSACTIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supply Chain</td>
<td>Basic Warehouse Management</td>
<td>100%</td>
<td>114</td>
</tr>
<tr>
<td>Finance</td>
<td>Cost Management</td>
<td>95%</td>
<td>87</td>
</tr>
<tr>
<td>Finance</td>
<td>General Ledger</td>
<td>91%</td>
<td>89</td>
</tr>
<tr>
<td>Finance</td>
<td>Accounts Receivable</td>
<td>86%</td>
<td>43</td>
</tr>
<tr>
<td>Finance</td>
<td>Profitability and Cost Analysis</td>
<td>61%</td>
<td>38</td>
</tr>
<tr>
<td>Finance</td>
<td>Asset Accounting</td>
<td>76%</td>
<td>35</td>
</tr>
<tr>
<td>Sourcing &amp; Procurement</td>
<td>Purchase Order Processing</td>
<td>72%</td>
<td>21</td>
</tr>
<tr>
<td>Services</td>
<td>Technical Assets, Structures, History</td>
<td>67%</td>
<td>25</td>
</tr>
<tr>
<td>Finance</td>
<td>Accounts Payable</td>
<td>62%</td>
<td>27</td>
</tr>
<tr>
<td>Services</td>
<td>Service Execution and Delivery</td>
<td>62%</td>
<td>23</td>
</tr>
<tr>
<td>Sourcing &amp; Procurement</td>
<td>Procurement Analytics</td>
<td>58%</td>
<td>18</td>
</tr>
</tbody>
</table>
## Fiori Apps Recommendations

### Overview

<table>
<thead>
<tr>
<th>Product Suite (SAP S/4HANA)</th>
<th>Application Type</th>
<th>Line of Business</th>
<th>Role</th>
<th>Relevance (Relevant Apps)</th>
<th>System Readiness</th>
</tr>
</thead>
</table>

*Please make sure to select the required Product Suite for analysis*

### Apps (362) | All Apps

<table>
<thead>
<tr>
<th>App</th>
<th>Relevance</th>
<th>System Readiness</th>
<th>Required Back-End</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable Accountant</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Clear Outgoing Payments</td>
<td>Transactional</td>
<td>Not Installed</td>
<td>SAP S/4HANA HANA DB exclusive</td>
<td></td>
</tr>
<tr>
<td>Desktop</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Create Single Payment</td>
<td>Transactional</td>
<td>Not Installed</td>
<td>SAP S/4HANA HANA DB exclusive</td>
<td></td>
</tr>
</tbody>
</table>

*With this app you can make a direct payment to a supplier when no invoice exists and you can pay open supplier line items. When you*
Match with Simplification List and notes 2240359 and 2240360
Customer, Vendor, Business Partner: The Key is Master Data

Customer / Vendor Integration (CVI) is not Mandatory for S/4HANA Finance 1503 or 1605

Customer / Vendor Integration (CVI) is Mandatory for S/4HANA 1511 or 1610

(Details in the Simplification List)
Beyond ERP

Deployment Options

S/4HANA

SCP / PO

3rd party

BW

APO

EWM

SRM

SRM

Deployment Options:

- On Premise
- Cloud
- Hybrid
- Google Cloud Platform

SAP

Microsoft Azure

Amazon Web Services
Compatibility Mode - Technical
Compatibility Mode - Functional
Compatibility Mode - Functional
Greenfield vs Brownfield

S/4HANA Suitability Analysis (4-8 weeks)

Outcomes:

- Clear ERP strategy (SoH or S/4HANA)
- Detailed phased roadmap
- Detailed project plans for immediate start
- Detailed to-be technical architecture
- Identification of housekeeping activities to be kicked off (e.g. DVM)
- Custom code analysis and plan
- Testing and automation analysis and detailed project plans

 Decrease the footprint, and the overall cost of the program

Recommend the architecture which will enable clients to accommodate future rollouts

Implement the right tools and approaches to maximize efficiency

Organize these threads into a HANA program, and create a high-level plan
# Think Big, Start Small, Act Now!

<table>
<thead>
<tr>
<th>THINK BIG</th>
<th>Start building your vision by registering for a <strong>free Discovery Workshop</strong> and prepare an S/4HANA Suitability Analysis</th>
</tr>
</thead>
<tbody>
<tr>
<td>START SMALL</td>
<td>Perform the <strong>Workload Analysis</strong> detailed in our “Starting Small” series on our blog: <a href="http://www.bluefinsolutions.com/blogs/">www.bluefinsolutions.com/blogs/</a></td>
</tr>
</tbody>
</table>
Further Reading

SAP SoH versus SAP S/4HANA

SAP S/4HANA Migration: greenfield, brownfield, or phase?

Tips for a successful Business Suite on HANA Migration

Bluefin’s S/4HANA Hub
http://www.bluefinsolutions.com/what-we-do/technologies/sap-s4hana
Links

• SAP S/4HANA Journey Map
  http://s4hana.sapjourneymap.com/
  http://sapjourneymap.com/_assets/DEPLOY_S4HANA.pdf

• SAP S/4HANA 1610 Simplification List

• The Road to SAP S/4HANA: Transition & Deployment options to SAP S/4HANA
  https://websmp204.sap-ag.de/~sapidp/012002523100011787552015E.pdf

• Solution Road Map
  https://www.sap.com/solution/roadmaps.html

• Activate Road Map
  https://roadmapviewer-supportportal.dispatcher.hana.ondemand.com/

• Product Availability Matrix (PAM)
  http://support.sap.com/pam

• Fiori Apps Library
  https://fioriappslibrary.hana.ondemand.com/sap/fix/externalViewer/

• Business Scenarios Recommendations
  https://www.s4hana.com/

• ASUG Research on S/4HANA
Additional Reading

- Building the Business Case for SAP HANA: Engineering Simplicity

- The Transition to SAP S/4HANA
  https://www.sap.com/docs/download/2015/10/7a0253a0-4a7c-0010-82c7-eda71af511fa.pdf

- How to get to SAP S/4HANA

- SAP S/4HANA: Everything you need to know for a successful implementation
  https://www.slideshare.net/BluefinSolutions1/sap-s4hana-everything-you-need-to-know-for-a-successful-implementation

- 10 Golden Rules for S/4HANA Migrations
  https://www.slideshare.net/BluefinSolutions1/10-golden-rules-for-s4-hana-migrations

- What is SAP S/4HANA? 13 Questions Answered

- Overview on SAP S/4HANA Transition and Migration Patterns

- ASUG: S/4HANA Special Interest Group
  https://www.asug.com/discussions/community/sig_communities/s4-hana

- 10 Golden Rules for SAP HANA Project Managers
  https://blogs.sap.com/2014/02/01/10-golden-rules-for-sap-hana-project-managers/
PS: we’re hiring!
Learn more from Julien at Controlling 2017 September 18-21, 2017 in San Diego

http://controlling.erpcorp.com/

Contact Mark Downs at mdowns@erpcorp.com for a discount code to save $100 off registration
"I do not believe you can do today's job with yesterday's methods and be in business tomorrow" - Horatio Nelson Jackson
Finance & Controlling Accelerators

- Enable Real-time operational reporting and analytics
- Flexible CO-PA reporting, including unlimited multi-dimensional analysis
- Direct access to data through BusinessObjects reporting tools
- Automated generation of DB Schema
- Fail-safe mechanism if HANA DB is interrupted
BW on HANA

✓ Technical Solution: lift & shift
✓ Lower TCO by removing hardware for BW Accelerator (BWA)
✓ Optimization opportunities as second step: push heavy queries to HANA DB
✓ Availability of new objects, especially virtual DSO
✓ Access HANA objects from BW / Access BW objects from HANA
HANA Sidecar

SAP HANA Live

✓ Enable Real-time operational reporting and analytics
✓ Experience next-generation user interface
✓ Rapid deployment with iterative rollout
✓ Leverage pre-built content with support for extension
✓ Develop high-performance business applications
✓ Unlock efficiencies in Finance, Sales, Manufacturing, etc.
✓ Consume content with browser, Lumira, Analysis for Office
✓ Stepping stone for S/4HANA
HANA Sidecar

SAP Smart Business Cockpits

- Leverage KPI standardization
- Improve adoption with next-generation UX
- Reduce training with standard User Interface
- Create insight with drill-down from KPI to line-item
- Enable mobile reporting
- Stepping stone for S/4HANA

![Diagram showingcockpit integration with Gateway, Cockpits, Fiori, SAP Business Suite, and AnyDB.]
BW/4HANA

Reduce Costs

✓ Faster setup and lower running costs
✓ Reduce development efforts

Innovate Faster

✓ Manage all kinds of data whether in SAP application or SQL systems
✓ Access all models through openSQL interface
✓ New UI for all users, not just database experts

High Performance

✓ Leverage huge amounts of data in real-time for competitive advantage
✓ 10x-100x faster query performance
HANA can be used as a DB for more NetWeaver applications