



What You Need to Know About SAP S/4HANA

Red Hat, IBM, and SAP Breakfast Club – August 2020

Carl Dubler, SAP

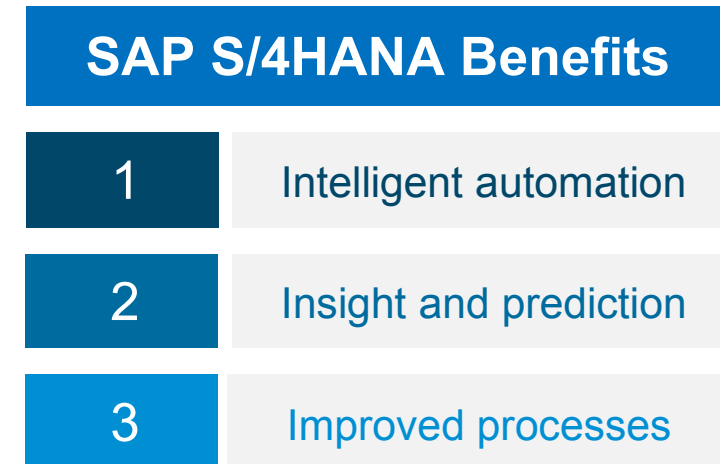
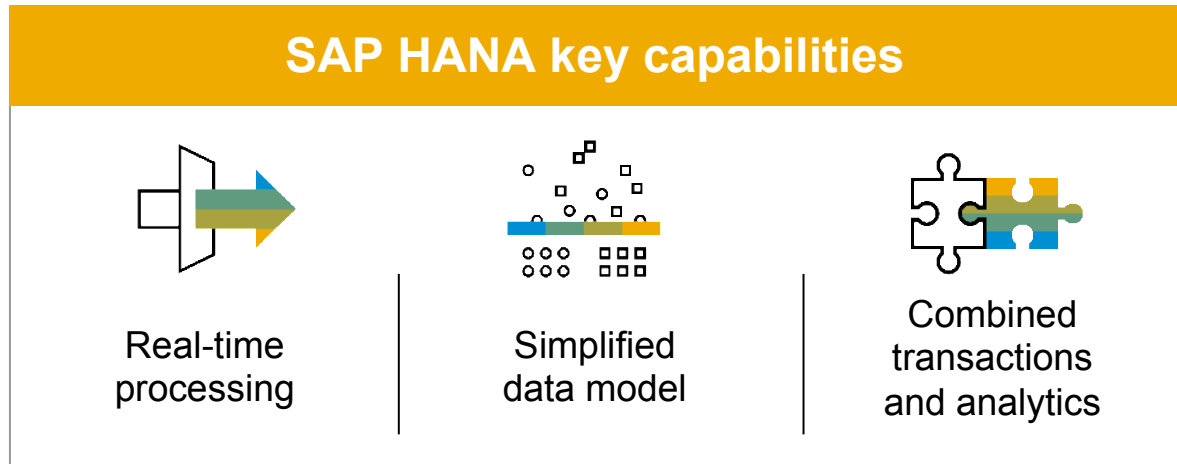
Global Head of S/4HANA Adoption Marketing

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How S/4HANA is different

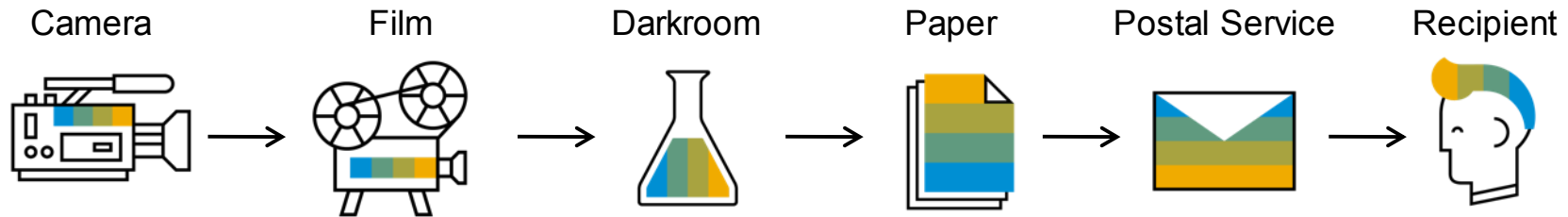
Why S/4HANA is built on HANA



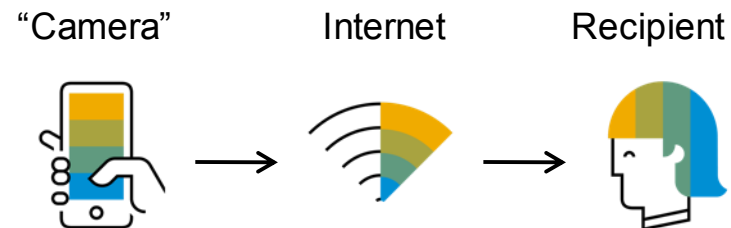
HANA Brings Simplification

The SAP S/4HANA data model is more than speed

An Analogy: Sending a Photograph to Someone Far Away



Complicated and with enormous resource expenditure. Individual components were eventually sped-up to get the end-to-end process to one day minimum.



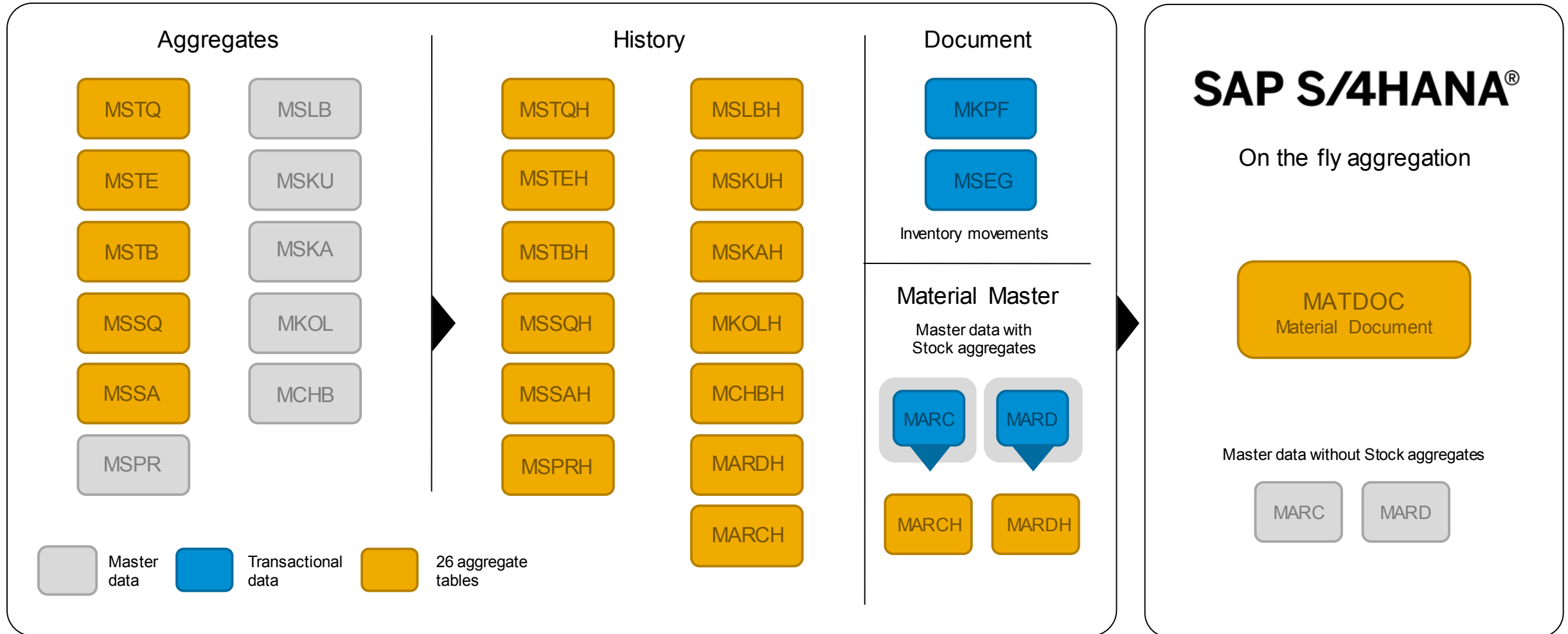
Not merely faster—the “architecture” is reduced. As a result, the process happens instantly and can be done any time and in different ways for a fraction of the cost.

Simpler Data Model: Inventory Management Example

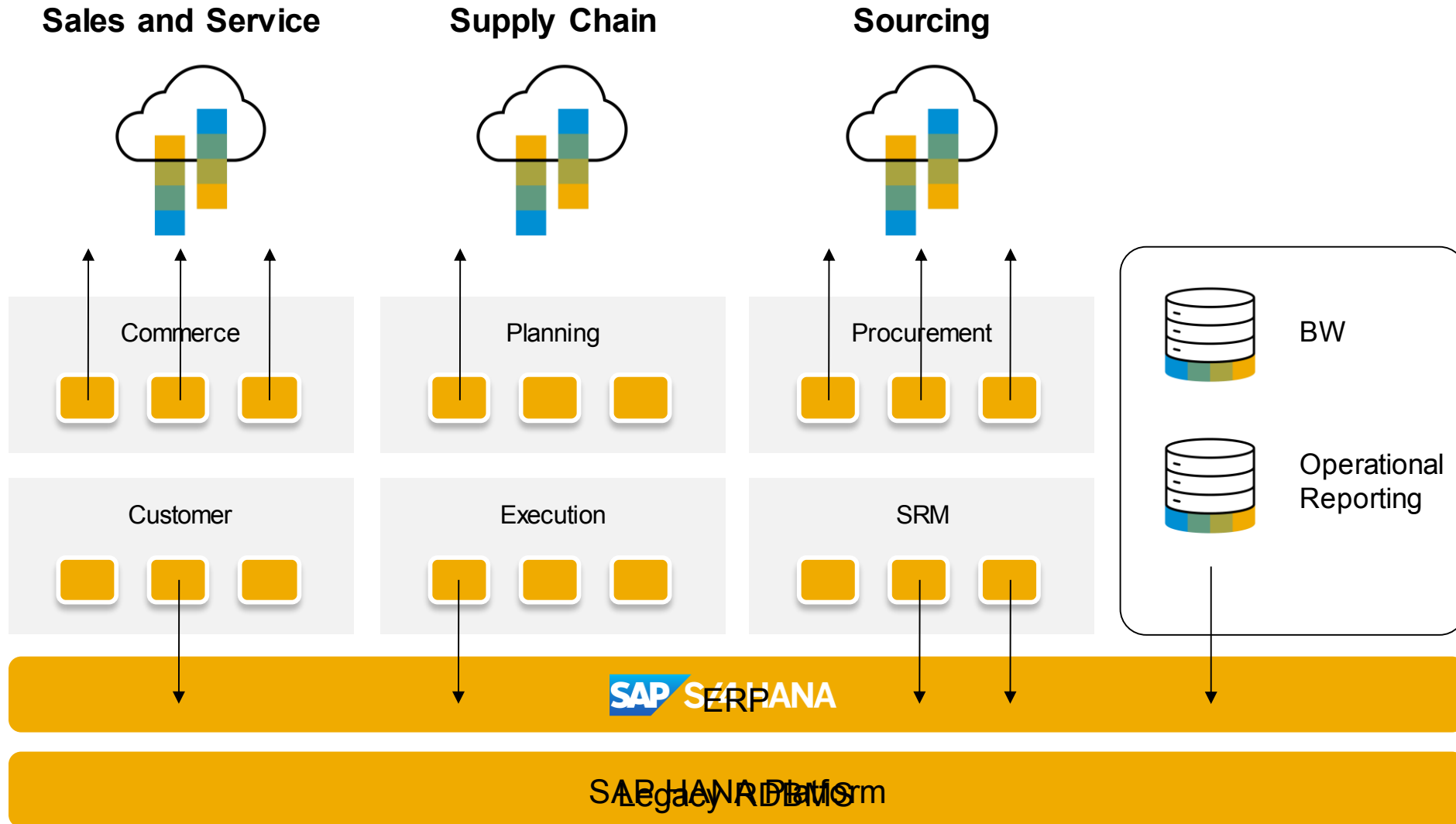
A real-world example of how SAP S/4HANA is different than ECC 6.x

Traditional disk-based ERP

In-memory ERP



Landscape Consolidation Example



How to Find SAP S/4HANA Customer Stories

sap.com/s4customers

SAP S/4HANA Customer Story Finder

Explore SAP S/4HANA customer stories and videos

Find out how organizations that have made the shift to an intelligent ERP system are realizing remarkable results.

Search...

Region/Country ▾ Industry ▾ Company Size ▾ Type ▾

427 results

1,170 customers went live on S/4HANA in the first half of 2020 (5.5 per day).

THE WALL STREET JOURNAL.

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THE EXPERIENCE REPORT

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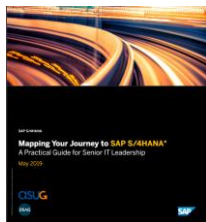
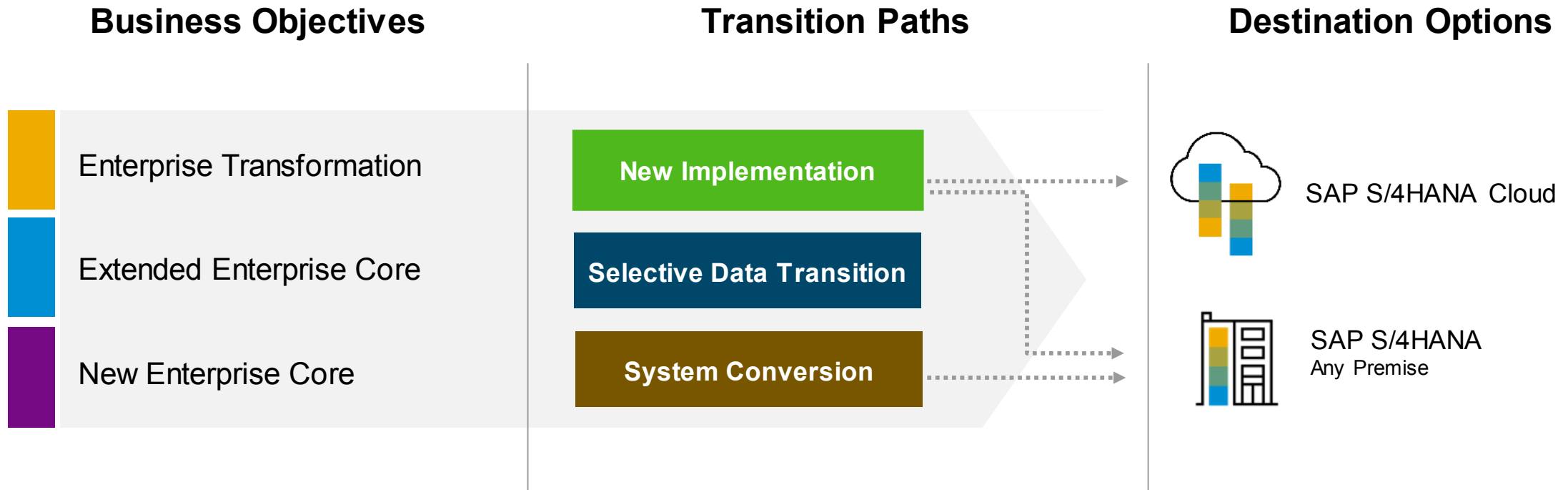
BY GINA KEELER, SAP

When Prime Minister Justin Trudeau officially shut down Canada in mid-March due to COVID-19, toilet paper wasn't the only thing flying off shelves. Pet food and cat litter were also in high demand as pet owners scrambled to stock up.

Your transition path

Consider your strategic choices

Match your business objectives to possible implementation approaches and deployment strategies

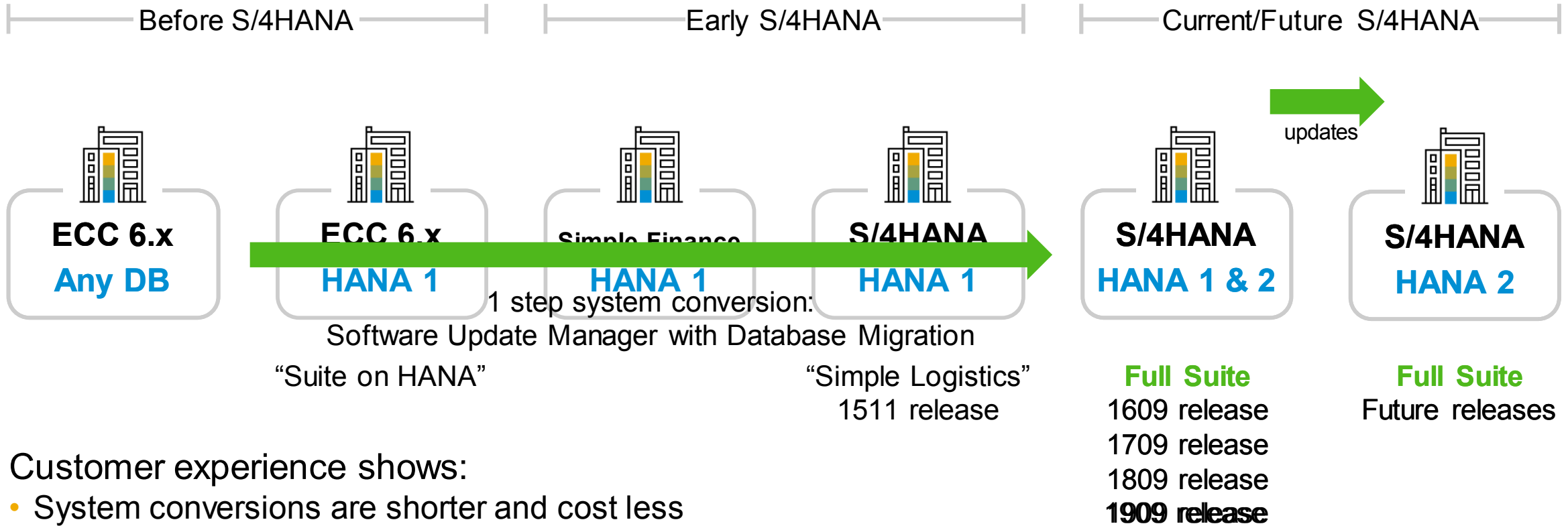


Read More: Mapping Your Journey to SAP S/4HANA:
A Practical Guide for Senior IT Leadership ([link](#))



The direct route is faster and least expensive

Why you can do this:

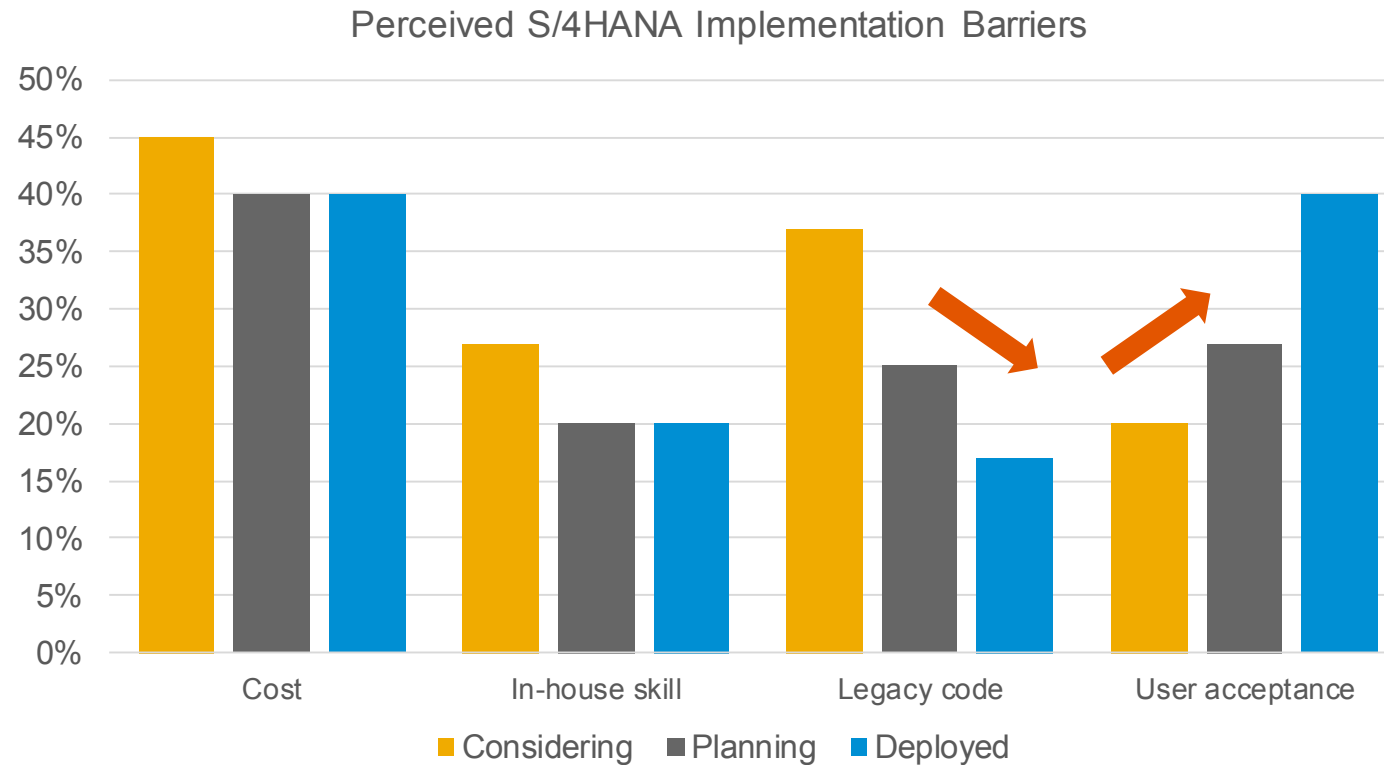


Customer experience shows:

- System conversions are shorter and cost less
- 2-step (SoH) approach has no significant benefit
- Finance-first approach has no significant benefit

Actions you can take today

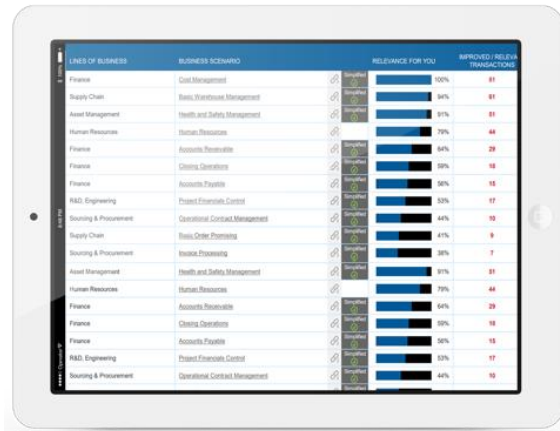
The challenges may not be what you expect



User acceptance shows both the challenge and opportunity found in S/4HANA

Planning Tools You Can Use Immediately for Free

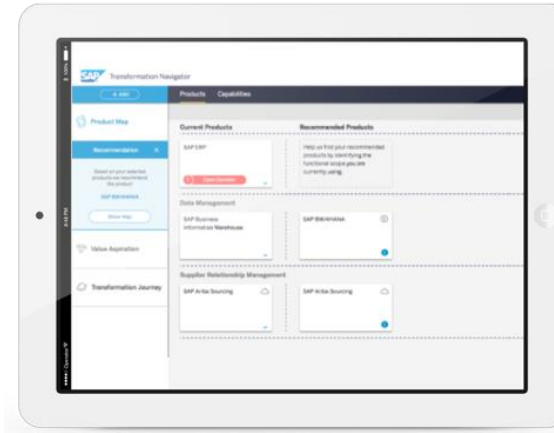
S/4HANA Business Scenario Recommendations



Identify the **business processes** you can improve and discover new business capabilities.

Customers new to SAP can use Business Value Advisor: <http://impact.s4value.com>

SAP Transformation Navigator



See the **S/4HANA roadmap** for each component in your current landscape.

Based on current SAP product usage or capabilities your organization wants.

SAP Readiness Check




Learn the **technical requirements and actions** for a system conversion to S/4HANA.

Based on configuration and usage data for customers already on SAP ECC 6.x.

Discover What S/4HANA Will Mean For Your Business

Get free, personalized guidance today with BSR ([link](#))

Next Generation SAP Business Scenario Recommendations 

OVERVIEW EXECUTIVE SUMMARY **FINANCE** SOURCING AND PROCUREMENT SALES SUPPLY CHAIN MANUFACTURING NEXT STEPS Sample Inc. | System: PRD Consumer Products Industry

INTRODUCTION FINDINGS

REDUCE FINANCE COSTS & CLOSING TIME

Finance: Your Current Problem

Value Drivers:

- Reduce G/L Efforts And Financial Closing Time
- Reduce Finance Costs

How SAP helps:

Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.

All innovation recommendations >

INTRODUCTION FINDINGS

REDUCE FINANCE COSTS & CLOSING TIME

Delivery items shipped and not billed

Findings and Benchmark
What we measured

2.638 items

Delivery items shipped and not billed


Absolute number of delivery items, which are already shipped but not billed and the billing date is overdue for more than 30 days

[Learn more >](#)

Cross-Industry Benchmark:

Your Company: 2.638

Bottom 25%: 28.553 | Benchmark: 512

Next Generation SAP Business Scenario Recommendations 

























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INTRODUCTION FINDINGS **RECOMMENDATIONS**

CUSTOMER-SPECIFIC RECOMMENDATIONS ADDITIONAL BUSINESS SCENARIOS DETAILS EXAMPLE CUSTOMER REFERENCE

Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage

The table below shows SAP S/4HANA business scenarios that are enhancing process areas which you are already running on SAP.

SAP S/4HANA BUSINESS SCENARIO	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Financial Accounting	★★★	130	★★★		
Accounts Payable	★★★	25	★★★		
Accounts Receivable	★★★	16	★★★		
Delivery Management	★★★	15	★★★		
Overhead Cost Management	★★★	4	★★★		
Cash and Liquidity Management	★★★	4	★★★		
Profitability Analysis	★★★	13	★★★		
Sales Billing	★★★	1	★★★		
Sales Order Management and Processing	★★★	1	★★★		
Financial Reporting	★★★	1	★★★		
Entity Close	★★★	1	★★★		
Advanced Compliance Reporting	★☆☆	Usage of related application area	New		

Thank you.

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[S/4HANA Your Questions Answered video series](#)