SAP S/4 HANA

Choosing Your Path
to SAP S/4HANA

What is SAP S/4HANA?

THE NEXT GENERATION BUSINESS SUITE FOR A DIGITAL WORLD

Reimagine business and run simple in the digital economy with SAP S/4HANA. This new suite is built on our advanced in-memory platform, SAP HANA, and offers a personalized user experience with SAP Fiori. Deployable in the cloud or on-premise, SAP S/4HANA is designed to drive instant value across all lines of business and industries.

- ✓ Instant, real-time insight for better decisions
- ✓ Reinvented processes for higher performance
- ✓ FIORI user experience for higher productivity
- ✓ Simplified Architecture for lower TCO

Leveraging SAP S/4HANA, organizations are realizing the benefits of a digital core that allow their enterprise to be:

Immediate
Empowering business users with insights to act in the moment

Intelligent
Beyond automation, to predictive suggestion

Integrated
Not only between your departments, but connected to the world

Workforce Engagement

Ecosystem Collaboration Business Networks

Digital Core
SAP S/4 HANA

Assets & Internet of Things

Customer Experience Omnichannel

SAP S/4HANA Roadmap and Innovation Highlights

	Procure to Pay	Plan to Product	Orde...
Primary Business Leaders	Chief Procurement Officer Chief Financial Officer Chief Operations Officer	Chief Supply Chain Officer Head of Manufacturing Head of R&D	Chief Finan... Chief Opera... Head of Mar...
Current Core Functionality	• Supplier Information and Master Data • Sourcing and Contract Management • Operational Procurement • Inventory and Basic Warehouse Management • Invoice and Payables Management	• Project Control and Product Development • Production Engineering • Production Planning • Production Orchestration and Execution • Quality Management • Inventory and Basic Warehouse Management • Maintenance Management	• Order and Contract Manag... • Inventory and Basic Wareh... • Receivables Processing

Extended Warehouse Management native on SAP S/4HANA

Finite capacity, detailed sc...

2016 Planned Innovations
examples partial list

Advance Available to Promise

Reinvented process for higher performance
New simplified business processes made possible with in-memory technology

SAP S/...

SAP supports end-to-end process integration between SAP S/4HANA and SA... Network), and third-party solutions like Vertex for tax calculation, supported b...

In-ap...

User experience (UX) supporting insights to action

SAP...

For more detailed information including integration, cloud, on-premise, industry-specific please visit: sap.com/S4-roadmaps

Procurement Overview SAP Fiori app, including contract and supplier performance monitoring, and other SAP Smart Business KPIs

Advanced SAP Fiori Cockpits for operational procurement and payables management providing proactive decision-making support

Instant, real-time insight for industry-specific solutions

Oil & Gas enhancements, including traders'/schedulers' workbench, performance of hydrocarbon and pr...
Healthcare for patient accounting   Pu...

...er to Cash	🔧 Request for Service	☀ Human Resources Foundation	$ Core Finance
...cial Officer ...tions Officer ...nufacturing	Chief Operations Officer Head of Service Head of Manufacturing	Human Resources Foundation Chief Human Resources Officer	Chief Financial Officer Head of Controlling
...gement ...house Management	• Service Master Data Management • Service Management • Service Parts Management • Service Agreement Management	• Time and Attendance Management	• Accounting and Closing Operations • Cost Management and Profitability Analysis • Financial Planning & Analysis* • Treasury & Financial Risk Management* • Finance Operations* • Enterprise Risk & Compliance Management*

		Contingent workforce 🏠☁	Transfer pricing with group valuation, parallel ledger and document split 🏠
...cheduling & planning 🏠			
		Scheduling for Project Services 🏠☁	

...4HANA Marketing to Twitter, SAP S/4HANA with SAP Cloud for Customer 🏠☁

...AP Cloud solutions (SAP Ariba, SAP SuccessFactors, SAP Fieldglass, SAP Concur, SAP Hybris, SAP Cloud for Customer, SAP Financial Services ...y integration tools, including SAP HANA Cloud Integration, SAP Process Orchestration and Cloud app APIs through SAP HANA Cloud Platform.

...pp extensibility & leveraging SAP HANA Cloud Platform for side-by-side ☁

... Fiori: intuitive on all devices, mobile first, optional cloud-based edition 🏠☁

			Advanced SAP Fiori Cockpits for treasury and cash management 🏠☁

...🏠☁

...oduction forecasting and analytics optimized with SAP HANA 🏠   Mill specific sales & distribution enhancements 🏠   Retail for merchandise management 🏠
...blic Sector specific SAP Fiori apps for budget-related roles 🏠   Professional Services Cloud enhancements ☁

Current State Landscape & Evolution

WHAT'S IN, WHAT'S OUT?

Integration between LoB core transactions in SAP S/4HANA and new functionality and innovations in SAP Cloud solutions

After aligning your business priorities to current and upcoming innovations within SAP S/4HANA, it is important to also consider how line-of-business processes from your "ECC past" are currently covered between SAP S/4HANA and SAP Cloud solutions, forming a modern landscape that is agile, integrated and supporting new business processes only made possible by being built natively on the SAP HANA Platform.

SRM: Ariba is the go-to solution for Strategic Sourcing including Catalog Management; while S/4HANA supports the full purchase order management process including supplier management with tight integration into other logistics areas. With S/4HANA customers can also leverage the Ariba network for selected business processes

CRM: SAP Hybris is the go-to solution to drive customer-centric digital transformation and simplify the front office in the cloud; while S/4HANA supports the full order execution process, post-sale services and core transactions with a universal customer ID

SCM: SAP Integrated Business Planning is the go-to cloud solution for sales & operations, demand, inventory, response and supply planning, while S/4 HANA supports production planning, detailed scheduling and advanced available-to-promise. For supply chain execution, SAP Transportation Management and SAP Extended Warehouse Management (EWM) are the go-to solutions – stand-alone or in late 2016, EWM native on S/4HANA

Supply Chain Management

Customer Engagement Management

Supplier Relationship Management

Transportation & Extended Warehouse Management

Core ERP

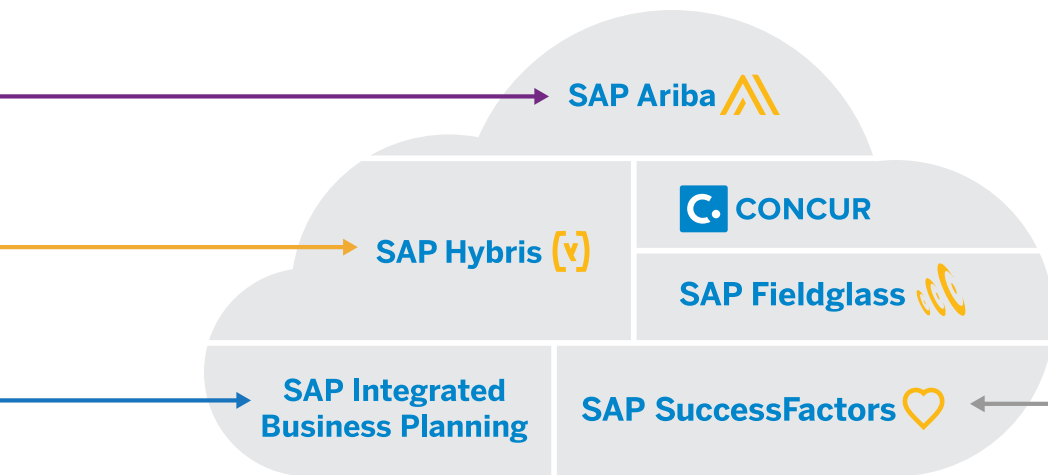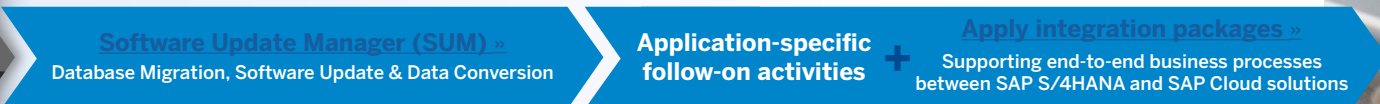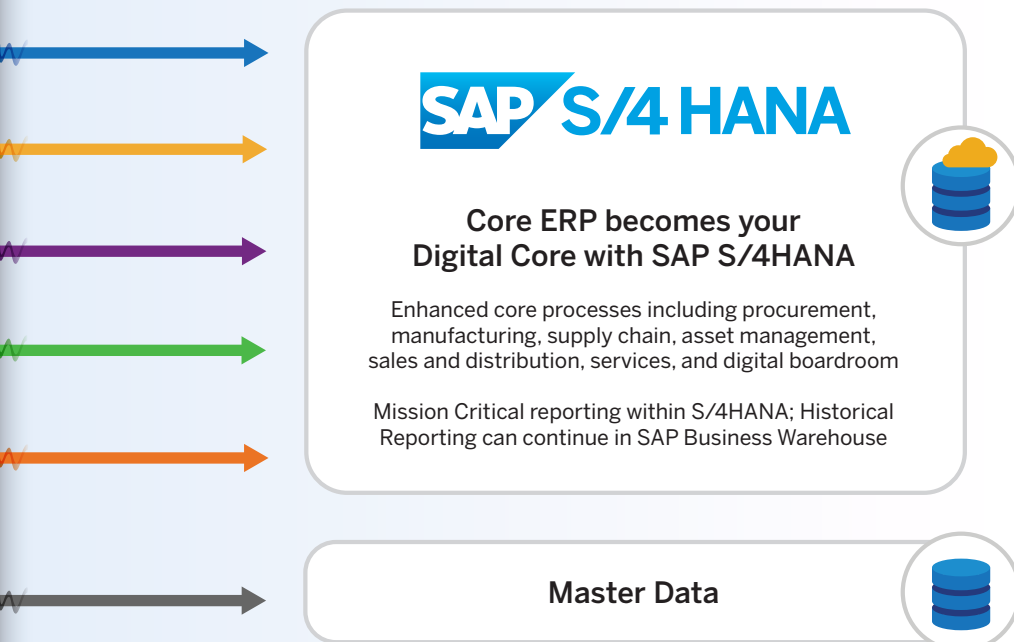**Master Data**

Maintenance Planner »   Pre-Checks   Custom Code Migration Worklist »

Simplification List » *(SAP S/4HANA, on-premise edition)*

SAP Ariba

SAP Hybris

CONCUR

SAP Fieldglass

**SAP Integrated Business Planning**

SAP SuccessFactors

HCM: SAP SuccessFactors is the go-to solution for human capital management; while SAP S/4HANA continues to support payroll, benefits and core transactions with a universal employee ID – stand-alone or in late 2016, EWM native on S/4HANA

SAP S/4 HANA

Core ERP becomes your Digital Core with SAP S/4HANA

Enhanced core processes including procurement, manufacturing, supply chain, asset management, sales and distribution, services, and digital boardroom

Mission Critical reporting within S/4HANA; Historical Reporting can continue in SAP Business Warehouse

Master Data

Software Update Manager (SUM) »
Database Migration, Software Update & Data Conversion

Application-specific follow-on activities

+

Apply integration packages »
Supporting end-to-end business processes between SAP S/4HANA and SAP Cloud solutions

Future State

HOW DOES INNOVATION WORK FROM HERE?

- Rapidly expand S/4HANA functionality with HCP for customizations, designed with uniform standards and principles

- Extend S/4HANA to other SAP Cloud solutions with end-to-end processes

- Enabling partner and customer innovation by decoupling the development environment from the digital core
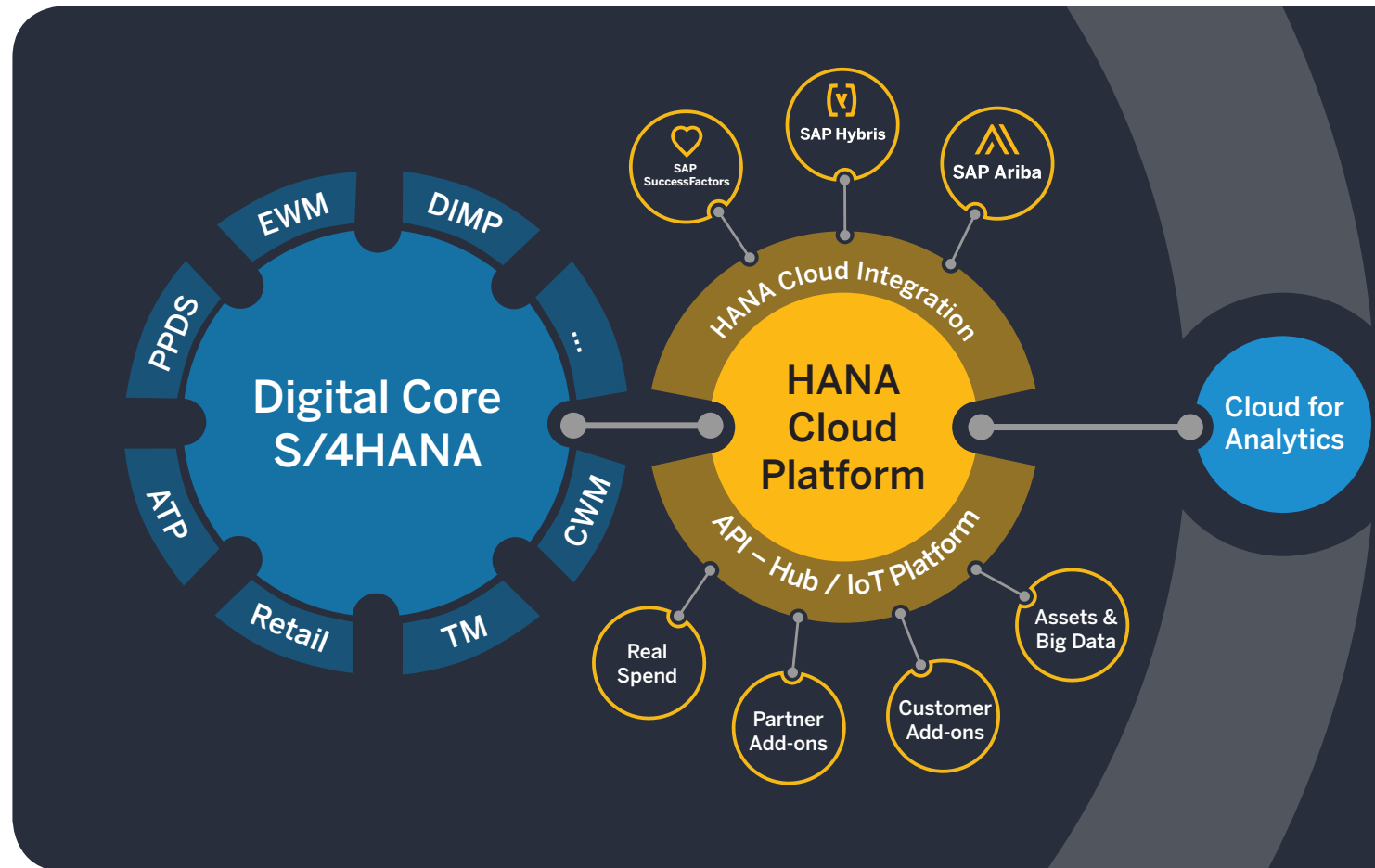
Choosing Your Path to SAP S/4HANA

At SAP, we realize each of our customers are starting their journey to a digital core from different places. That's why we have created distinct paths, complete with distinct services and tools, to help you achieve your goals in the most direct fashion, with the least disruption.

Path 1

New to SAP or Ready for a Fresh Start

- Bring data from your old system to SAP S/4HANA with our integrated data management and quality tools
- If the design of your current SAP landscape is from the 90's, it's probably time to consider a fresh start...
- Leverage a Digital Core, without modifications or work-arounds of the past

ERP System   Non-SAP System

On-Premise   S/4 Cloud
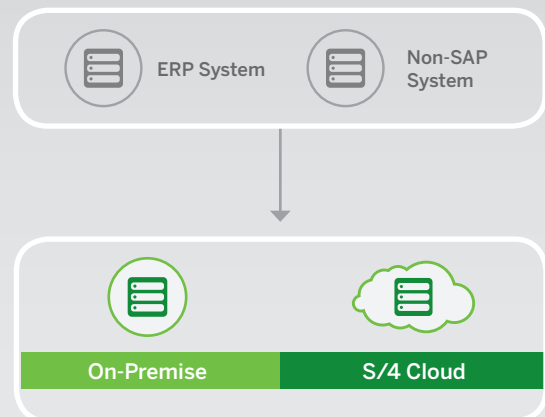
Path 2

Convert Your System

- Complete conversion of an existing SAP Business Suite system to SAP S/4HANA
- If your current SAP landscape has been highly maintained (ECC6 or later), you most likely can convert to S/4HANA in just a few steps

ERP System

On-Premise SAP S/4HANA
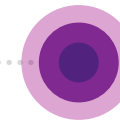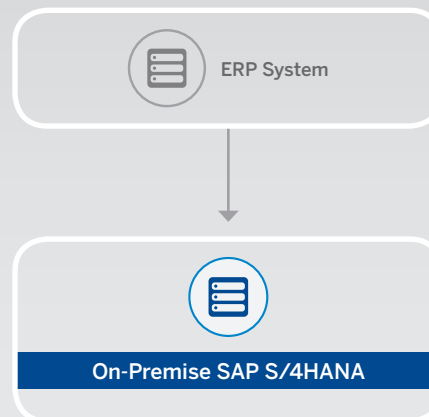
Path 3

Simplification for Faster Business Value

- Ideal for large enterprises with many instances of SAP and non-SAP ERP systems
- Consolidation into one global SAP S/4HANA system or selective data migrations
- Rapidly delivering business value at a corporate-level, such as a soft-close anytime, budget simulations, inventory prediction...

ERP System (Region A)   ERP System (Region B)   ERP System (Region C)

On-Premise   S/4 Cloud
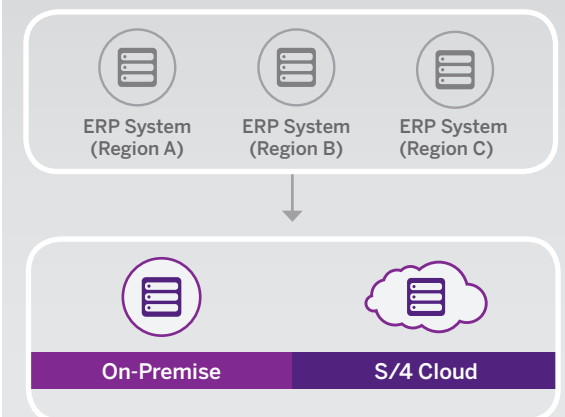
Starting Fresh with SAP

SCENARIO DESCRIPTION

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

BENEFITS FOR THE CUSTOMER

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

TARGET GROUP

SAP Business Suite customers or net new customers

What
Install SAP S/4HANA

How
SWPM
(Software Provisioning Manager)

What
Initial data load from source system

How
Data Services/
Migration Work Bench

- SAP source: system connection
- Legacy system: file upload; SAP Data Services: additionally supported with predefined migration content

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SAP Business Suite

SAP ERP

Non-SAP

Legacy
Any customers legacy system

Data quality and load from Legacy or SAP system

SAP S/4 HANA or **SAP S/4 HANA Cloud**

SAP Fiori

SAP S/4HANA Enterprise Management

SAP HANA
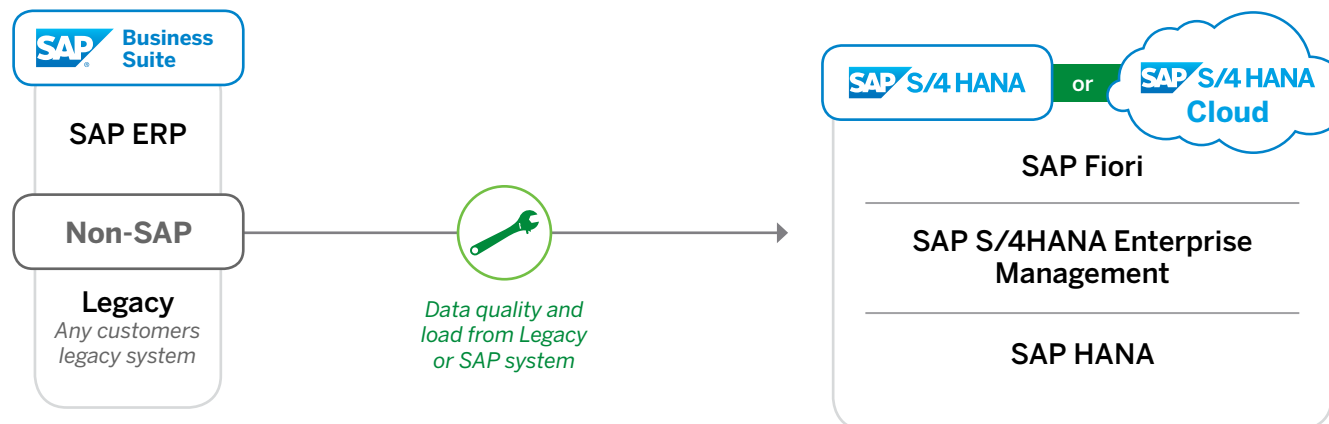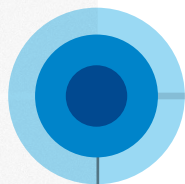
Convert Your System

SCENARIO DESCRIPTION

- Customers who want to change their current system into a SAP S/4HANA system
- Database, NetWeaver and Application transition in one step
- Customers not yet on Unicode have a two-step process

BENEFITS FOR THE CUSTOMER

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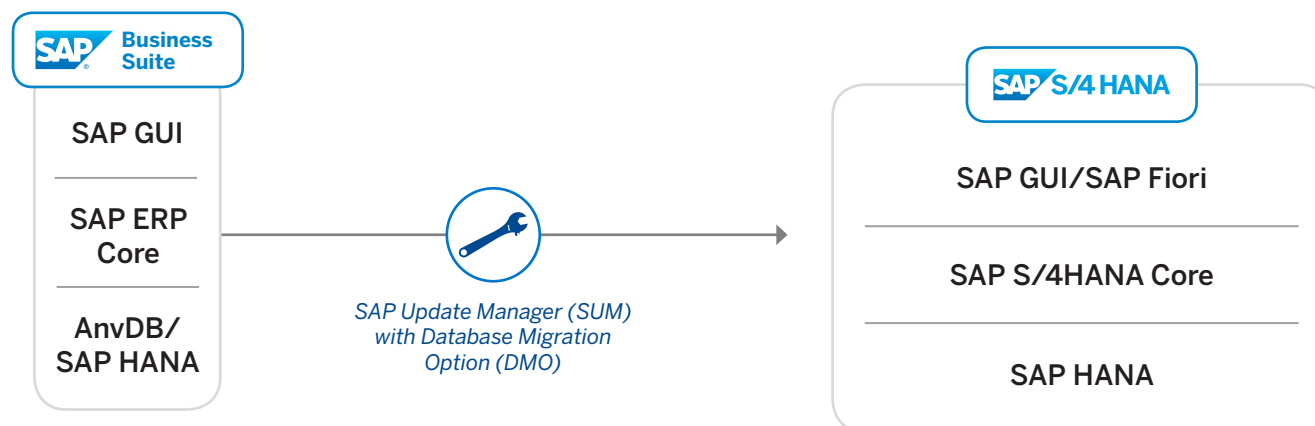- Re-evaluation of customization and existing process flows
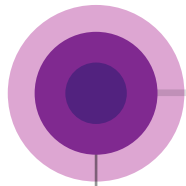
TARGET GROUP

SAP Business Suite Customers on Unicode

What
Installation and migration

How
Rapid Database Migration of SAP Business Suite to SAP S/4HANA (all **one step migration**, including Finance Logistics and conversion) using SUM with DMO

SAP Business Suite

SAP GUI

SAP ERP Core

AnvDB/ SAP HANA

SAP Update Manager (SUM) with Database Migration Option (DMO)

SAP S/4 HANA

SAP GUI/SAP Fiori

SAP S/4HANA Core

SAP HANA

Simplification for Faster Business Value

SCENARIO DESCRIPTION

- Customers who want to consolidate their landscape or carve out selected entities or processes into an existing SAP S/4HANA system
- Customer-specific migration project re-using standard migration content

BENEFITS FOR THE CUSTOMER

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

TARGET GROUP

SAP customers with multiple SAP ERP, OR SAP Business Suite on SAP HANA systems, OR hybrid cases

What
Install (and configure) SAP S/4HANA

How
SWPM (Software Provisioning Manager)

What
"Carve Out"

How
Selective Data Migration service (SLO) with SLT
Individual harmonization project required

SAP Business Suite — SAP GUI / SAP ERP Core / AnvDB or SAP HANA

SAP Business Suite — SAP GUI / SAP ERP Core / AnvDB or SAP HANA

Selective Data Migration service (SLO) with SLT

SAP S/4 HANA or SAP S/4 HANA Cloud — SAP GUI/SAP Fiori / SAP S/4HANA Core / SAP HANA

Spotlight on Customers

MEMEBOX

ORGANIZATION
MEMEBOX Inc.

HEADQUARTERS
Seoul, South Korea
(MEMEBOX Inc.)
San Francisco
(MEMEBOX Corp.)

INDUSTRY
Retail

PRODUCTS & SERVICES
Beauty Products

EMPLOYEES
300

REVENUE
US $24 million
(MEMEBOX Inc.)
US $40 million
(MEMEBOX Corp.)

WEBSITE
us.memebox.com

Starting Fresh with SAP

Memebox

With ambitious expansion plans, MEMEBOX needed a stable and agile IT foundation that would deliver short time-to-value. MEMEBOX chose the SAP S/4HANA Finance solution to provide clear visibility into logistics operations while allowing the company to expand on a single platform as they globalize. With SAP, MEMEBOX lowered total cost of ownership and accelerated growth. Customers are receiving products more quickly, revenue is increasing, and MEMEBOX is positioned to lead the next generation of beauty innovation in Asia.

> "We look to SAP as a strategic partner that can guide us toward **digital transformation.**"

—Rio Kim, CFO, MEMEBOX Inc.

100%
Increase in revenue since the launch of SAP S/4HANA Finance

50%
Increase in sales productivity with on the go data access

50%
Decrease in closing time since the launch of SAP S/4HANA Finance

Spotlight on Customers

Sabre

ORGANIZATION
Sabre Corporation

HEADQUARTERS
Southlake, Texas

INDUSTRY
Travel and Transportation

PRODUCTS & SERVICES
Travel Technology and Logistics

EMPLOYEES
9,000

REVENUE
US $3.2 billion

WEBSITE
www.sabre.com

Sabre is using SAP S/4HANA and the SAP cloud solutions as a core foundation for building a complete business platform to support the transformation of its business from an offshoot of a reservations system to a software company that caters to the entire transportation industry. Their new platform help manage their business in a simpler, faster and more transparent way, and deliver greater value to their customers.

"

"S/4HANA is empowering employees with tools AND insights that drive new ways of thinking…"

—Steve Strout, Head of Corporate Systems, Sabre

300
Supporting 300 integrations across SAP and non-SAP systems to deliver new business value

24
Distinct systems consolidated into three

27%
Reduction in custom objects

Spotlight on Customers

ORGANIZATION
O.C. Tanner

HEADQUARTERS
Burlington, Canada

INDUSTRY
Professional Services

EMPLOYEES
1,500

REVENUE
US $380 million

WEBSITE
www.octanner.com

Simplification for Faster Business Value

O.C. Tanner

O.C. Tanner is a global leader in the employee recognition and rewards industry. In order to maintain industry leading status, OC Tanner is looking to accelerate its global expansion and continues to introduce new business models. They are leveraging SAP S/4HANA to help streamline the complex logistics involving suppliers and own manufacturing; as well as incorporating e-commerce to integrate suppliers into rewards fulfillment; and refining their digital customer experience.

"We need **new level of agility** in our systems in order to successfully introduce new products."

—*Niel Nickolaisen, Chief Technology Officer, O.C. Tanner*

15	97%	99%
Years average customer loyalty	Customer satisfaction	On time delivery

Your Starting Point

Just as each company is unique, so is your own starting point, landscape and business needs, requiring a conversation with SAP.

Learn more and begin your path to running live.
www.SAP.com/S4HANA

Get the latest view on S/4HANA Road Maps on SAP Service Marketplace.
www.SAP.com/S4roadmap

List of business process simplifications available in SAP S/4HANA 1511.
www.SAP.com/slist

Get your personalized "Business Scenarios Recommendations" report within 5 days.
www.S4HANA.com

Find the innovations and features that you can turn into tangible value for your business.
https://apps.support.sap.com/innovation-discovery

Access detailed product documentation and related information.
http://help.sap.com/s4hana

Experience SAP S/4HANA with trials for the cloud and on-premise.
http://www.sap.com/s4hana-trial

SAP S/4 HANA