

The background of the page features a complex, abstract graphic of numerous thin, overlapping lines. These lines are primarily light blue and white, with some transitioning into a golden-yellow color towards the right side. The lines flow and curve across the page, creating a sense of motion and depth. In the center of this graphic, there are two small, bright yellow circular highlights.

Your Path to **SAP S/4HANA**

Digital Imperative

We are at the dawn of the next big technology change where everything is connected and software is embedded in our lives. This technology change is bringing new opportunities and new threats. Cycle time for innovation is 5–10X faster, and enterprises can no longer compete unless complexity is reduced, business is re-invented and data becomes the fuel for value creation for customers and shareholders. With SAP S/4HANA, you can now enable your digital enterprise and drive this value creation.

The future is here with SAP S/4HANA: A Digital Core designed for 21st century business needs To thrive and stay relevant, companies need to rethink business models, business processes and how people work. This requires a breakthrough technology that finally bridges the gap between transactional and decision making systems. To achieve this, SAP invented the most disruptive pure in-memory column store business platform, SAP HANA. With SAP HANA we can finally re-imagine business. Built on SAP HANA, SAP S/4HANA is a break-through, next generation business suite, a “Digital Core” that provides immediate insight, intelligence beyond automation, and integration not only between departments but connected to the world. SAP S/4HANA is also complemented with an entire set of solutions to drive business value on the edge of the enterprise.

SAP S/4HANA
VALUE
ASSURANCE

**“We are fully committed
to helping our
customers thrive in
the Digital Age
with SAP S/4HANA.”**

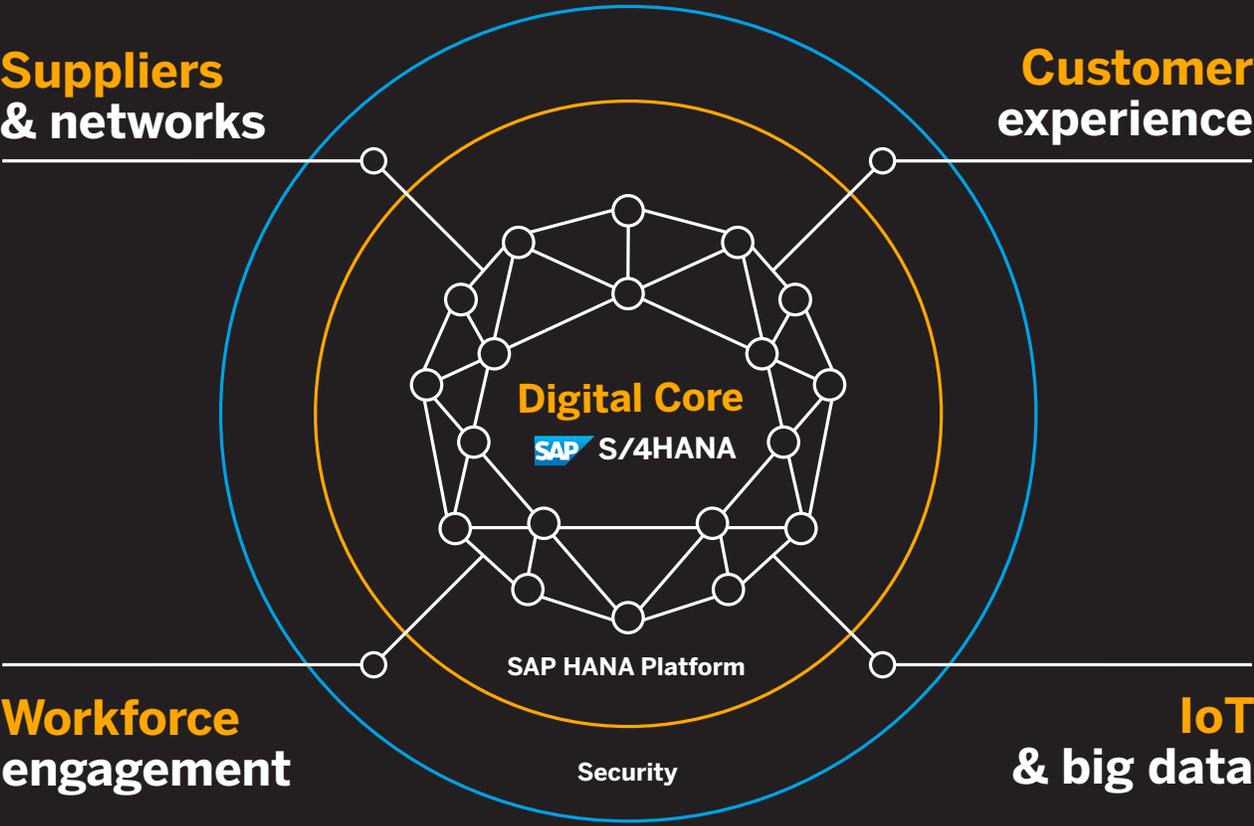


Bill McDermott, CEO

Digital Core

**Suppliers
& networks**

**Customer
experience**



**Workforce
engagement**

**IoT
& big data**

21st Century Architecture: Capabilities you need

 Start at the edge and move to the Digital Core or start at the Digital Core and move to the edge. **The choice is yours.**

SAP HANA Platform

—
No pre-aggregation of transactional data

—
Near zero downtime

—
Faster transactional and analytics performance on one platform

—
Advanced geospatial and predictive analytics

—
Lower Total Cost of Ownership

—
Faster reporting directly on transactional system

—
Viable, feasible and affordable advanced technology

SAP S/4HANA

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

—
Personalized and consistent end-to-end customer experience

—
Immediate insight in the moment at all levels of granularity

—
Predictive, IoT-driven capabilities to optimize asset utilization

—
Engaging user experience with near zero response times

—
Step change in productivity

—
Agility to adjust business models on the fly

—
Landscape simplification

Capabilities on the edge

—
Open APIs and micro-services to accelerate customer and partner innovation, with SAP HANA Cloud Platform

—
Ability to go beyond the boundaries of your enterprise and connect to suppliers, extended workforce, customers and the IoT

—
Tight data and applications security

—
Cloud option to accelerate adoption

—
Advanced analytics platform

From Your Current State to Digital

Every enterprise is unique—with different starting points and end points. Whether you are starting as a net new implementation or digitizing an existing SAP landscape, we have been working with enterprises of all sizes and in all industries. Based on the depth of this experience, SAP has a robust portfolio of services to help you define your roadmap to SAP S/4HANA no matter which of these common paths you are on.

Typical Migration Paths



New customer to SAP or ready for a fresh start, migrate data from your legacy system to a new installation of SAP S/4HANA with our integrated data management and quality tools.



Convert your existing SAP system to SAP S/4HANA, and adjust customization and business flows to take advantage of innovation without re-implementation.



Simplify your system landscape to carve out selected processes/functions, moving gradually to SAP S/4HANA innovations. Improve M&A activities by consolidating rapidly, delivering predictive capabilities.

► **For further detail on the path to SAP S/4HANA for your enterprise,** please visit: sap.com/S4-paths

► **For more information on the customer engagement methodology and how you can quick start your digital transformation with SAP Digital Business Services:** sap.com/S4HANA-transition

New complementary SAP S/4HANA service packages from Digital Business Services drive value delivery



Plan and safeguard your implementation of SAP S/4HANA. Our foundational first level defines your implementation strategy, identifying dependencies and prerequisites, as well as your target architecture, all with a technical quality manager from SAP.



Help strategize and design the technical implementation. Our next level adds services that focus on the technical implementation, including data and system migration, high availability, and disaster recovery.



Migrate and implement your plan. Our next level focuses on functional implementation with preconfigured setup and ready-to-use business process templates, as well as a comprehensive operations impact analysis to help define your support framework.



Innovate and optimize your implementation. Our most comprehensive and personalized level helps you expand the context of innovation beyond the digital core to reimagine business models across your extended enterprise.

Customer Engagement Methodology

No matter which path applies to your enterprise, SAP has a structured four-phased approach to ensure success.



1

Executive Alignment

Set the direction and expected engagement outcome. Articulate strategy and align on scope, timeline, resources and governance model.

2

Value Discovery

Identify business process optimization and business model innovation opportunities through design thinking, workshops, and assessment tools. Develop business case, solution roadmap, individual migration and integration plan and execution framework.

3

Validation and Executive Readiness

Socialize and validate final recommendation, ensure customer buy-in, and deliver board-ready presentation. Support customer internal decision and funding process to finalize commercial discussion.

4

Value Delivery

Ensure program delivery is on time, on budget, on value using Model Company and rapid prototyping with premium support engagements.

SAP® S/4HANA Roadmap and Innovation Highlights

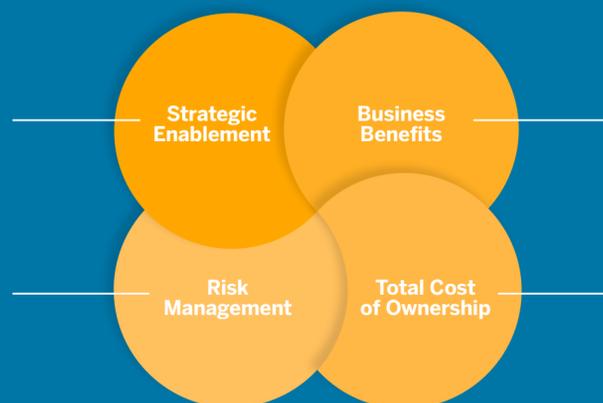
	 Procure to Pay	 Plan to Product	 Order to Cash	 Request to Service	 Human Resources Foundation	 Core Finance
Primary Business Leaders	Chief Procurement Officer Chief Financial Officer Chief Operations Officer	Chief Supply Chain Officer Head of Manufacturing Head of R&D	Chief Financial Officer Chief Operations Officer Head of Manufacturing	Chief Operations Officer Head of Service Head of Manufacturing	Chief Human Resources Officer	Chief Financial Officer Head of Controlling
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 Management Inventory and Basic Warehouse Management Receivables Processing	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*
2016 Planned Innovations <i>examples, partial list</i>	Extended Warehouse Management native on SAP S/4HANA ☐		Finite capacity, detailed scheduling & planning ☐		Contingent workforce ☐ ☐	Transfer pricing with group valuation, parallel ledger and document split ☐
Reinvented process for higher performance New simplified business processes made possible with in-memory technology	Advanced Available to Promise ☐		Scheduling for Project Services ☐ ☐			
SAP supports end-to-end process integration between SAP S/4HANA and SAP Cloud solutions (SAP Ariba, SAP SuccessFactors, SAP Fieldglass, SAP Concur, SAP Hybris, SAP Cloud for Customer, SAP Financial Services Network), and third-party solutions like Vertex for tax calculation, supported by integration tools, including SAP HANA Cloud Integration, SAP Process Orchestration and Cloud app APIs through SAP HANA Cloud Platform.	SAP S/4HANA Marketing to Twitter, SAP S/4HANA with SAP Cloud for Customer ☐ ☐		In-app extensibility & leveraging SAP HANA Cloud Platform for side-by-side ☐			
User experience (UX) supporting insights to action	SAP Fiori: intuitive on all devices, mobile first, optional cloud-based edition ☐ ☐					
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 treasury and cash management ☐ ☐	
	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 production forecasting and analytics optimized with SAP HANA ☐ Mill specific sales & distribution enhancements ☐ Retail for merchandise management ☐ Healthcare for patient accounting ☐ Public Sector specific SAP Fiori apps for budget-related roles ☐ Professional Services Cloud enhancements ☐					

☐ Cloud | ☐ On-Premise | *Separate License Required.

SAP S/4HANA Value Highlights

Enterprises that adopt SAP S/4HANA can achieve value across four dimensions

- Accelerate to new business models
 - Enter new markets and industries
 - Accelerate M&A synergy
 - Run live (digital boardroom)
 - Reorganize on the fly
 - Speed and agility
 - Run simple (master complexity)
-
- Real-time risk and fraud management
 - Finance compliance and tax optimization
 - Collaborative approach to risk management
 - Optimize audit management



- Increase in revenue through superior end-to-end customer service
- 10–15% reduction in days of inventory
- 10–15% reduction in logistics cost
- 5–10% reduction in asset maintenance cost
- 10–15% reduction in manufacturing cost
- 25–30% reduction in manufacturing cycle time
- 10–15% increase in productivity
- Increase in operating margin

- Project delivered in weeks/months not years
- 10x smaller data footprint
- 10x+ faster data backup/restore
- 7x higher throughput
- 50–70% faster operational reporting
- Accelerated "on top innovation" with SAP HANA Cloud Platform
- Faster adoption through cloud & SAP Fiori

O.C. Tanner

15
years average
customer loyalty

99%
on time delivery

97%
customer satisfaction

O.C. Tanner is a global leader in the employee recognition and rewards industry. In order to maintain industry leading status, O.C. 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 their own manufacturing, as well as incorporating e-commerce to integrate suppliers into rewards fulfillment, and refining their digital customer experience.

We required a new level of agility in our systems in order to successfully introduce new products.

Niel Nickolaisen
Chief Technology Officer
O.C.Tanner

Airbus DS Optronics

4
days for end-of-year closing,
cut from 3 weeks

Critical key figures such as sales forecasts and project cash flows for reports and presentations are available instantly, helping to significantly accelerate planning processes. Reporting can now be done in near-real time—wherever and whenever required.

Digitization helps us boost the efficiency of the company's financial and controlling processes.

Jochen Scheuerer
Director of Information
Technology
Airbus DS Optronics

Sabre

24 distinct systems
consolidated into three

300
integrations

Sabre is the former airline reservations system that has grown into a software company that caters to all aspects of the transportation industry.

And beyond a massive simplification of their internal systems, with the power of SAP S/4HANA, it was able to drive new insights, new ideas and new ways of doing business from their existing workforce, effectively multiplying their resources many times over.

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

Steve Strout
Vice President
Corporate Systems
Sabre

MEMEBOX

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

50%
reduction in the closing period

100%
increase in revenues
since the launch of
SAP S/4HANA Finance

MEMEBOX is a South Korean cosmetics firm that plans to expand its business to China, the Americas, and Southeast Asia, as well as move beyond online sales to brick-and-mortar storefronts.

MEMEBOX turned to the SAP S/4HANA Finance solution to provide clear business transparency into logistics operations, allowing the company to expand with flexibility on a single platform as it globalizes. Going live in just five months using the best Model Company approach, MEMEBOX lowered total cost of ownership while accelerating its growth.

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

Rio Kim
CFO, MEMEBOX Inc.

► sap.com/S4HANA-transition

