S/4HANA Conversion

Uwe Grigoleit SVP | SAP Customer Evolution

Protect your investment in SAP ERP Central Component (SAP ECC) and fast-track your journey to SAP S/4HANA Cloud, private edition.

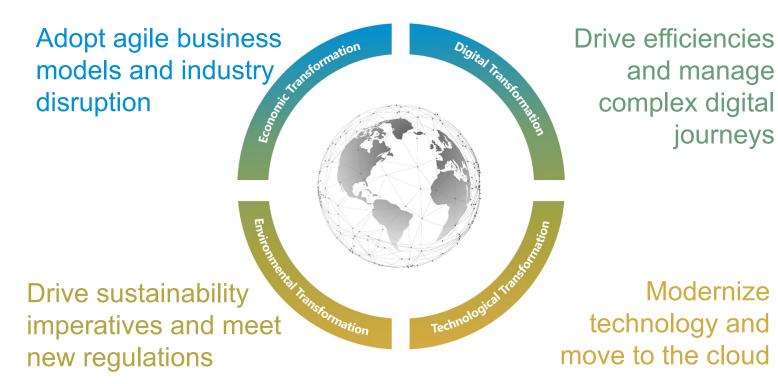
Discover how you can achieve these goals with guided approach, advanced tools, and personalized services provided by the SAP Customer Evolution Program.



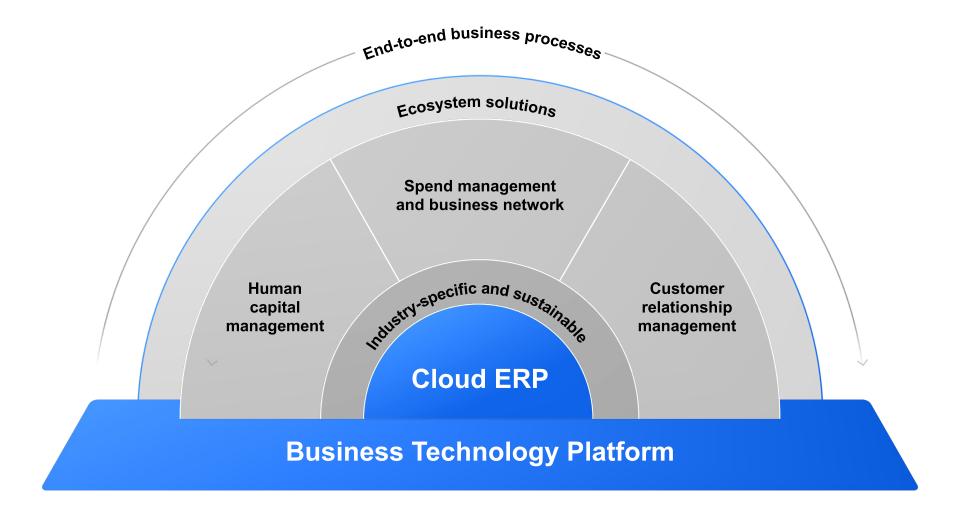


Our customers challenges and imperatives

Enterprises need the agility to adopt new business models, gain efficiencies and transform mission-critical systems to drive sustainable growth



SAP's 2023 Product Strategy



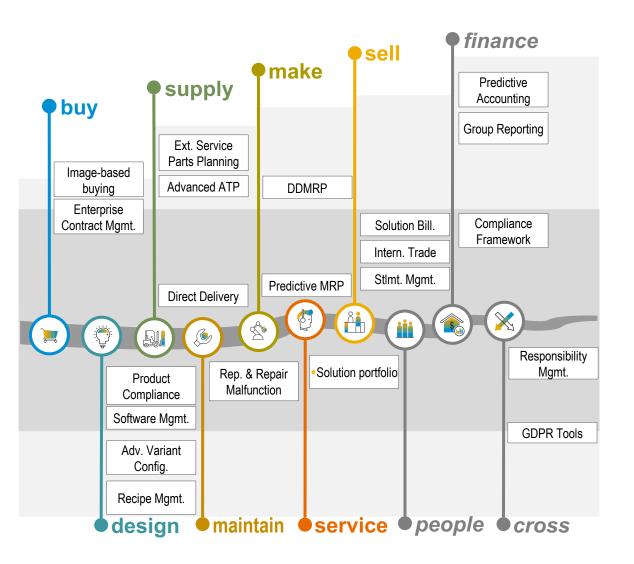
SAP S/4HANA Modular Application Portfolio (MAP)

• buy	• supply		make Digital manufacturing		Sell Customer experier • Sales cloud • Marketing clou	d	Governance, risk, a Multi-Bank Connect Cash Application Analytics Cloud for		
 Guided buying 	Global batch trac Logistics busines Transportation m	Integrated business planning Global batch traceability Logistics business network Transportation mgmt. Extended warehouse mgmt Adv. warehousing Adv. transportation Adv. order promising		 Manufacturing suite: Manufacturing execution Manufacturing integration and intelligence Plant connectivity Ext. production planning and scheduling Ext. production engineering and operations Environment, health, and safety		Commerce cloud Customer Data cloud Experience mgmt. Sales performance mgmt.		SAP An SAP Cor Adv. accounting, financial close Adv. financial operations	
Supplier mgmt. Business networ	SAP Concur C SAP Fieldglass							and revenue mgmt.	
Operational proc Sourcing and con Supplier mgmt. Procurement ana Invoice mgmt.	Inventory Inventory Warehousing Delivery and tran Order promising Logistics materia Circular econom	sportation I identification	Production engineerin Production planning Production operation Quality Management Manufacturing insigh	s / options ts	Order and contract Sales force suppor		Accounting and fina Financial operations Cost mgmt. and pro Enterprise risk and	s fitability analysis	
	Enterprise portfolio and project mgr	nt. Maintenance mgmt		Service master data an Service operations and Service parts mgmt.		Time sheet manageme Organizational structur Travel Management		Industry specifics	
Add. license	Ext. enterprise portfolio and project mgmt. Product lifecycle mgmt. Product compliance					HR administration Time mgmt. Payroll, reimbursement & rewarding Talent mgmt. & learning mgmt. HR strategy & planning		Sustainable solutions Intelligent applications Extensibility frameworl	
Add. license Add. installation	Enterprise product development Intelligent asset mgr Geo framework		nt. Field service mgmt. Service cloud Customer relationship		Core human resourc Time and attendance		s and payroll Intelligence		
•	design	🖕 maintain		service	(• people	•	cross topic	

New Business Processes in SAP S/4HANA driving business transformation

Supporting the requirements of a digital economy

- capabilities for service-based business and the combination of tangible and non-tangible products
- supporting new industry trends like
 "contribution-based formulation" or "DDMRP"
- increased organizational flexibility with easy to manage framework
- new algorithms to support complex scenarios around the "unit of one"



New Ways of Working with SAP S/4HANA

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	Approve Leave Requests All Leave Requests	Approve Time Events Employee - HR Info	Manage My Timesheet Hours Missing	My Inbox All Items						
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Web apps —	SAP S/4HANA	SAP S/4HANA	SAP S/4HANA	SAP S/4HANA						
	Most Used Apps									
Native apps -	My Customers Finance 360 View	SAP News Center Latest News	Customer Factsheet Customer Projects	My Project Tasks Task Management	Employ Factsh Custom					
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	SAP Customer Guide	SAP SE	SAP S/4HANA Profe	SAP Project Compa	SAP S/4					
Web links —	News									
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News feeds -	1 month ago - SAP News SAP Ariba Solutions to Procurement for Expo									
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Native Entry Point

- Instant **mobile access** to the Intelligent
 Enterprise Suite
- Native launchpad to access native and web apps mobile on iOS devices

Deep UX Integration

- Spotlight search for app content
- Widgets to **monitor** important content
- Native notification to react instantly

Tailored Content

- Maximized focus on role-specific topics
 through **persona-centric** content
- Personalized mobile User Experience



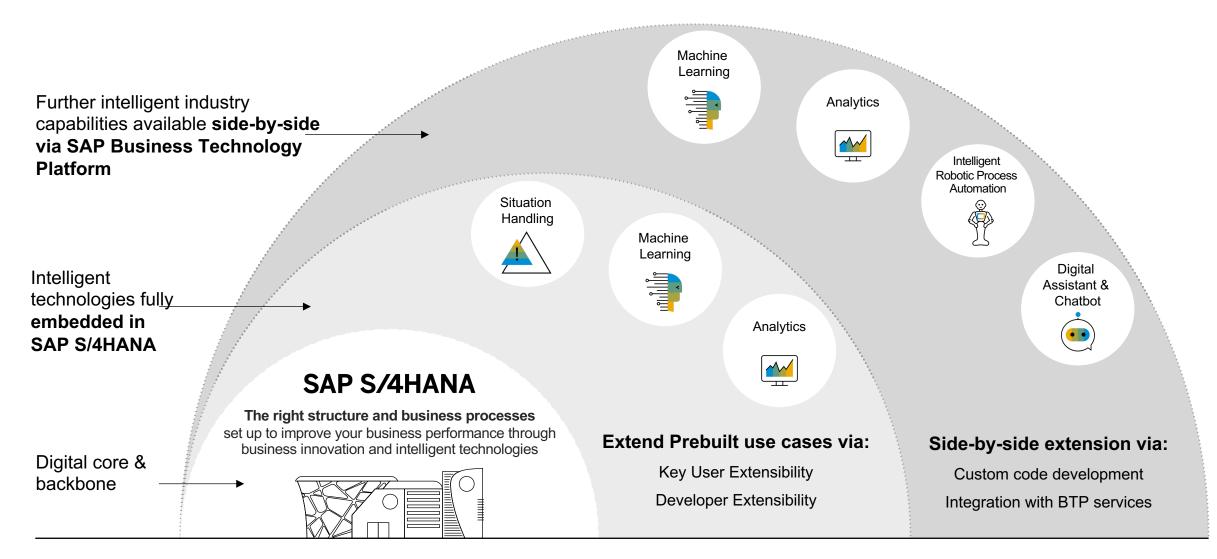
Improve End User Productivity



Connect Anywhere



SAP S/4HANA and SAP Business Technology Platform (SAP BTP)



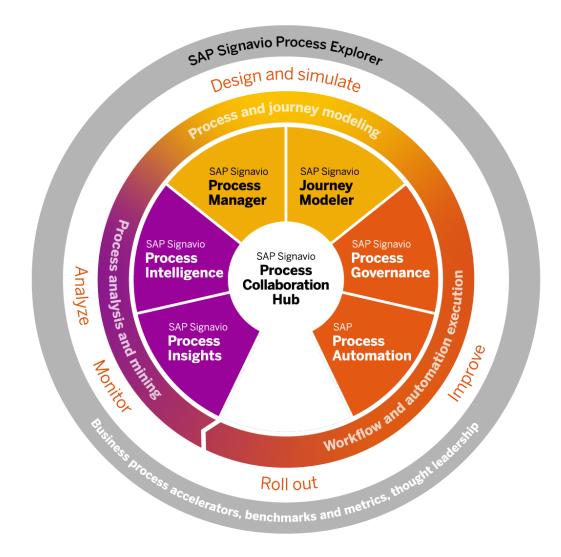
SAP Signavio Process Transformation Suite Our offering

A cloud-based

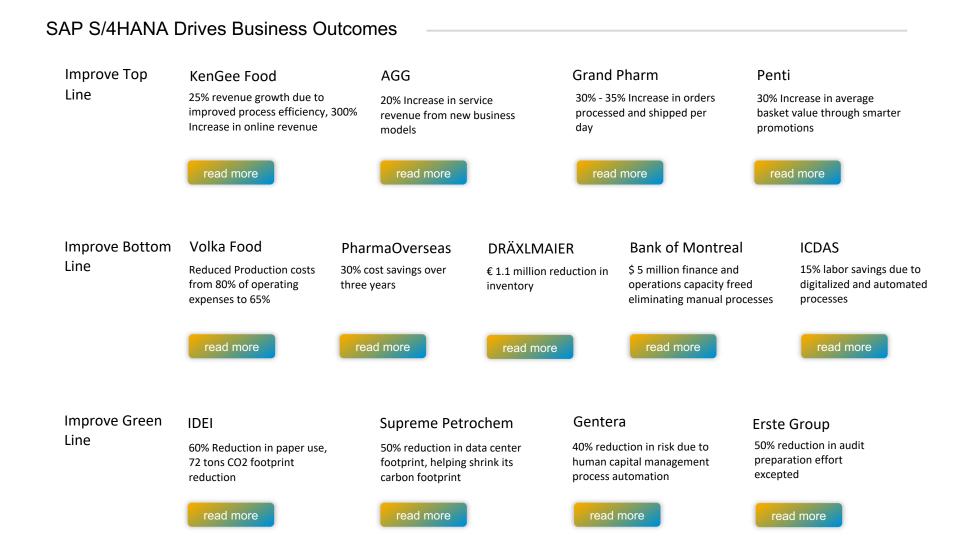
process management platform

that gives companies the ability to understand, improve, and transform all their business processes

- fast and at scale



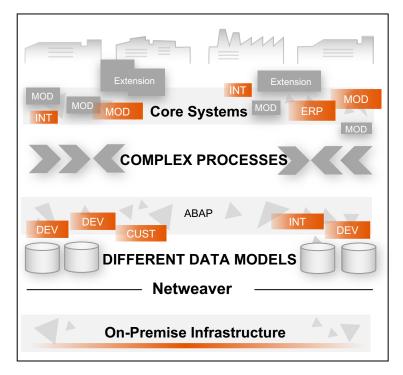
Transform your business with best-in-class business processes, enabled by the cloud ERP

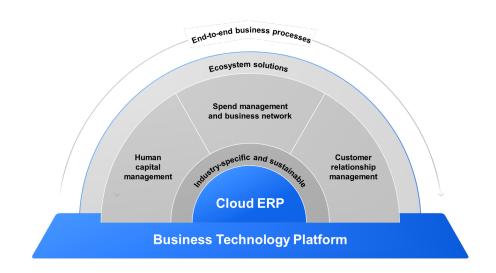


Intelligent Sustainable Enterprise Transformation Journey

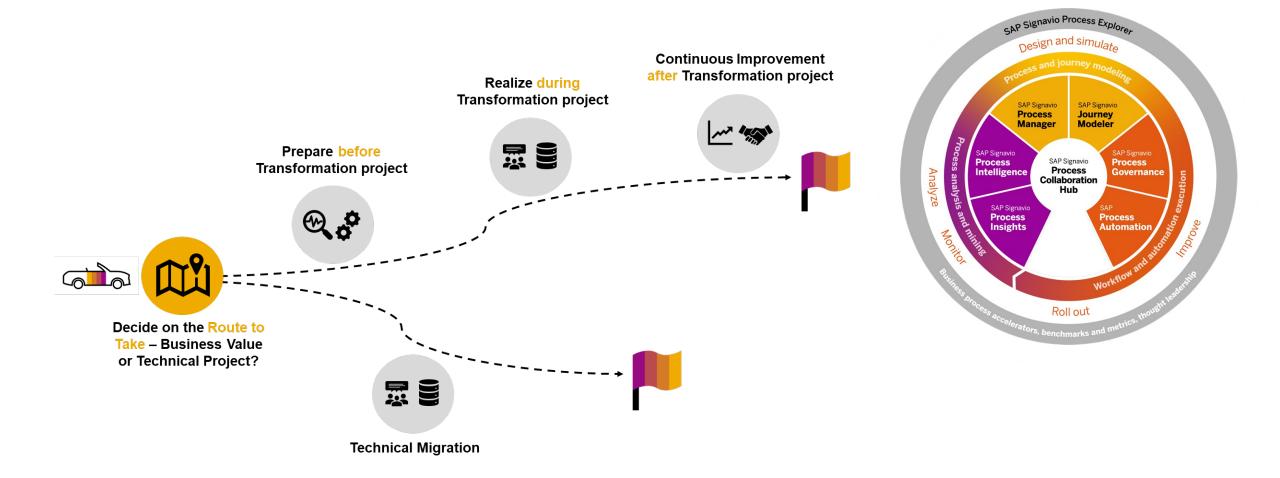
FROM A LEGACY ON-PREMISE LANDSCAPE...

...TO THE INTELLIGENT SUSTAINABLE ENTERPRISE





Creating Business Value Starts Business Process Optimization and Transformation



SAP Customer Evolution Kit | The Journey Begins





First Contact & Point of View

Get in touch with your Account Team and receive an outside in point-of-view document tailored to your current situation.

Preparation & Information Call

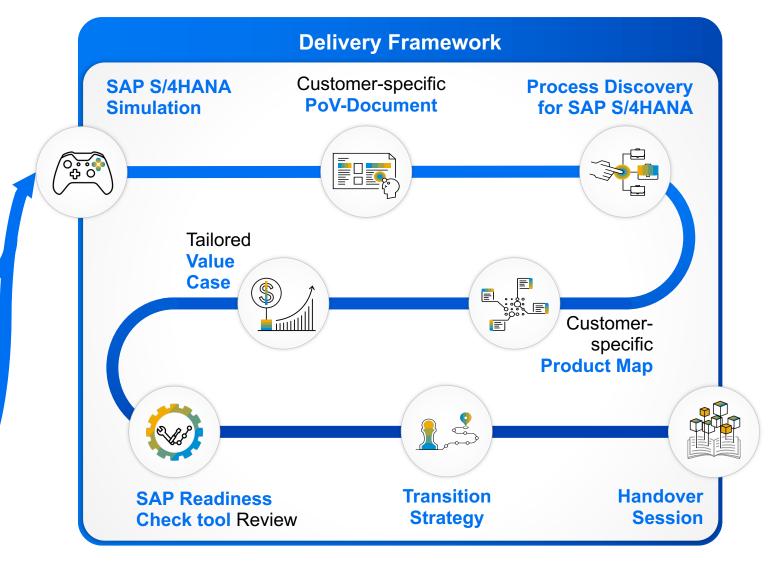
Engage with SAP to investigate more details about the SAP Customer Evolution kit and set the focus for your engagement.

Welcome Package

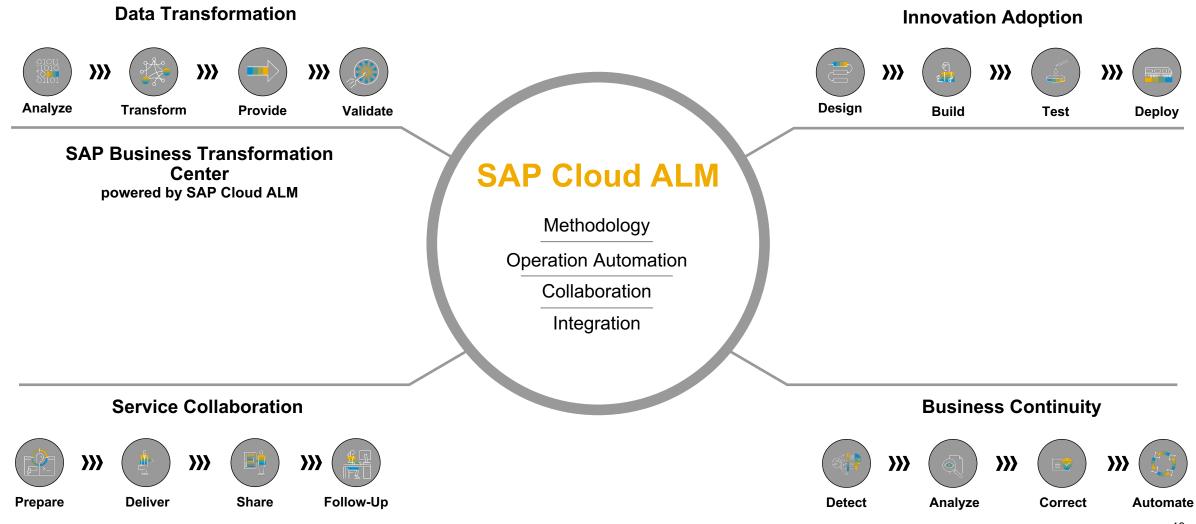
Market Research & Bot Mining

Solution Value Data

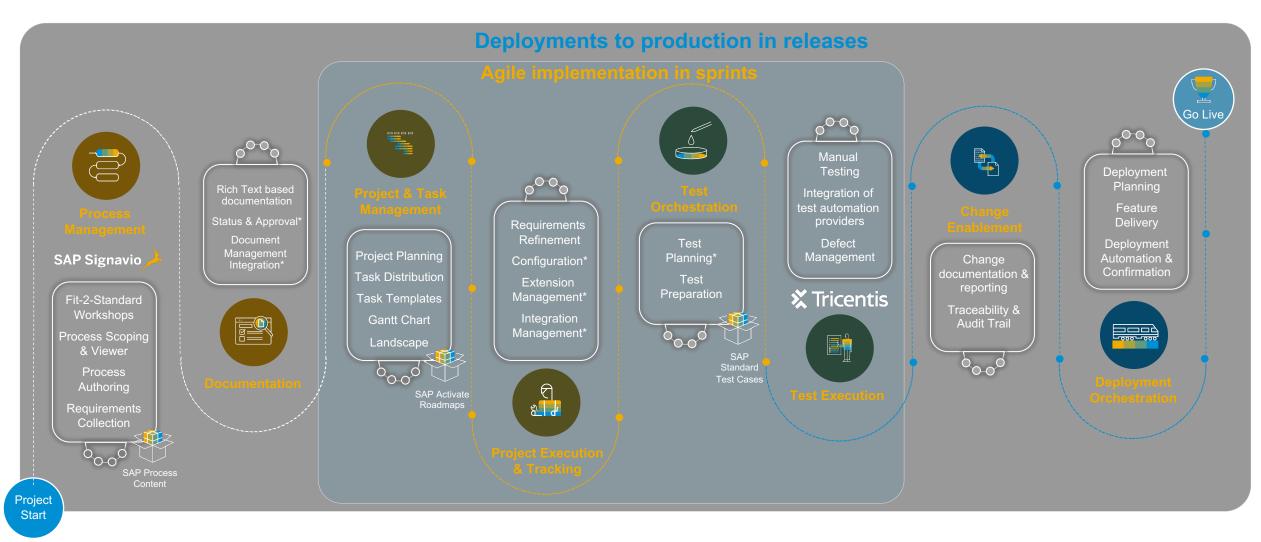
Know-How Customer Consulting



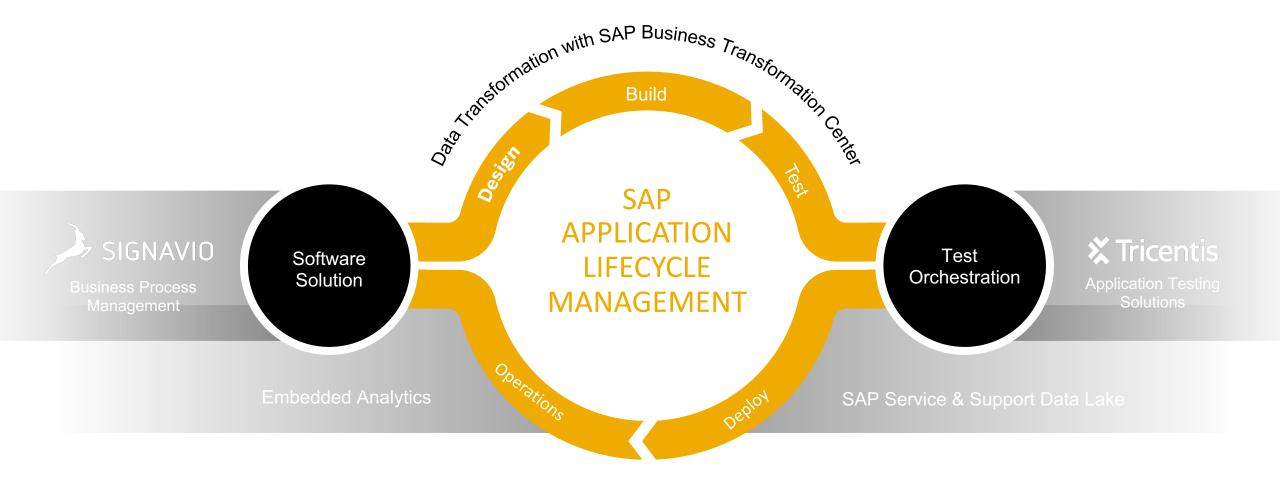
SAP Cloud ALM - Summary



Capabilities in detail

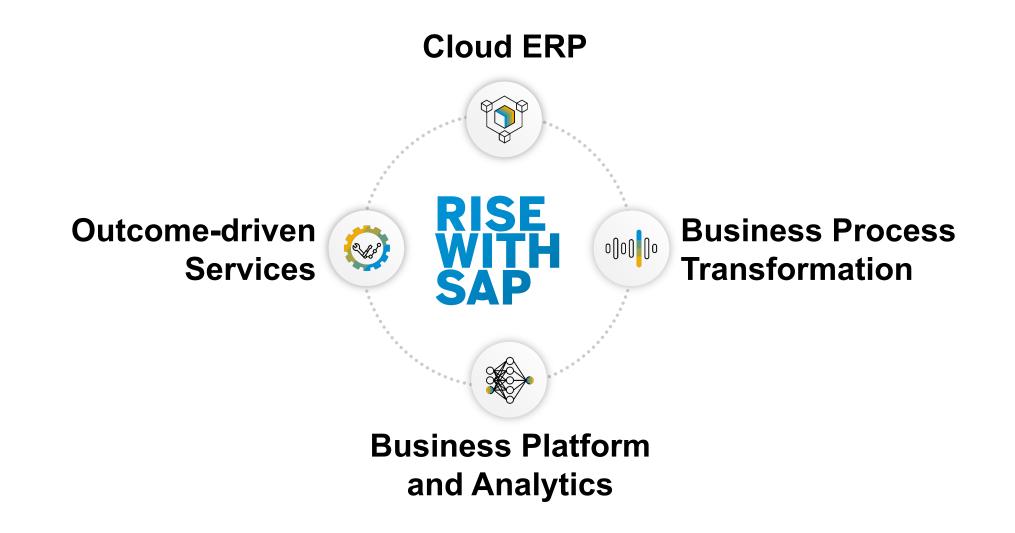


Business Transformation Suite



One methodology and tool chain, one process hierarchy, best practices, E2E traceability and proactive support.

RISE with SAP brings together the necessary components to help customers deliver on their digital transformations ...



Your Journey to the Intelligent, Sustainable Enterprise

Identify your business goals, challenges, & opportunities

Growing business needs

Complex system landscape

Heavy custom modifications

Non-centralized data management

. . .

Process performance behind SAP industry benchmarks Leverage & adopt SAP solutions for your strategy execution

Select the right SAP solutions based on your business needs & performance

Partner with SAP and adopt the selected solutions through at your own pace Measure success & optimize and innovate with SAP solutions

Maximize your ROI and innovate with your SAP solutions to further achieve:

- Accelerated value creation
- Reduced risks
- Optimized costs
- ✓ Growth & innovation

SAP Customer Evolution Program



RISE WITH Driving business innovation together SAP

from Integration of applications

to Integrated processes

from **General Intelligence**

to Intelligent processes



from Industry customization

to Industry adaptation based on next practices

THANK YOU.

We leave no installed base customers behind.

SAP Customer Evolution

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