Business Value based on the SAP S4/HANA Strategy

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A Digitized Core Quick Journey Recap
SAP HANA journey

- In-memory platform
- Real-time analysis
- Real-time reporting
- Real-time business
- OLAP and OLTP together
- SAP HANA Enterprise Cloud for SAP Business Suite on SAP HANA
SAP Business Suite, powered by SAP HANA is primetime

in 73 countries

548+ Live customers

>53% through Partners
170+ active Partners

in small, medium & large companies

1241+ go-live projects

in all 26 industries

115 in HANA Enterprise Cloud (HEC)
SAP HANA, the journey continues

- In-memory platform
- Real-time analysis
- Real-time reporting
- Real-time business
- OLAP and OLTP together
- SAP HANA Enterprise Cloud for SAP Business Suite on SAP HANA
- Instant financial insight
- No aggregates
- Single source of truth
- Simplified data model
- New user experience
- Advanced processing
- Choice of deployment

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SAP S/4HANA only 8 month after the launch

2140+
Licensed Customer Scenarios

395+
Active Customer Projects

In all 26 industries & 54 countries

21 in HANA Enterprise Cloud (HEC)
Of business leaders said that achieving digital transformation will become critical to their organizations within the next two years.*

Of employees in companies where CEOs have shared their vision for digital transformation feel that it is the right thing for the organization.*

*MIT Digital Change Survey, 2013
The Digital Storefront as typical first step...
But what comes next?

New Drivers

- Technology induced change
- New customer expectations

Digital store as typical fast market entry
MVP = Minimal Viable Product

- Auto-replenishment/Subscription
- Personalized Communication
- Easy Ordering from App
- Plan Your Trip to the Store
- Personalized Coupons
- In-Store Navigation
- Curated Experience

Digital Customer Experience
Segment of ONE

Unit of One

- Service promise: Ability to deliver e2e experience
- The end to end digitized enterprise is a mandatory consequence

Value & size of lots
\( \text{value & size of invoices} \)

\(#/\) \( \text{# of lots} \)
\( \text{# of invoices} \)

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SAP S/4HANA – The Digitized Core
SAP S/4HANA Suite
Introducing the next generation core and lines of business solutions for the digital economy

The Digital Core

Enterprise Management

SAP S/4HANA
FINANCE

SAP S/4HANA
HUMAN RESOURCES

SAP S/4HANA
MANUFACTURING

SAP S/4HANA
SUPPLY CHAIN

SAP S/4HANA
ASSET
MANAGEMENT

SAP S/4HANA
SALES

SAP S/4HANA
SERVICE

SAP S/4HANA
MARKETING

SAP S/4HANA
SOURCING & PROCUREMENT

SAP S/4HANA
RESEARCH & DEVELOPMENT

FORMERLY KNOWN AS SIMPLE LOGISTICS
SAP S/4HANA
Functional Scope as of Today

- Full ERP scope
- Full SAP S/4HANA Finance
- Full SAP S/4HANA Logistics
- Integrates with SuccessFactors Employee Central, hybris Marketing and Ariba network
- Industries
- CRM, SRM, SCM co-deployed w/ ERP

- Key core scenarios
- Embedded ERP scenarios to extend scope* (Business All in One scope)
- Integrates with SuccessFactors Employee Central, hybris Marketing and Ariba network
- Industries according roadmap

*Note: HCM default = SuccessFactors Employee Central

This is the current state of planning and may be changed by SAP at any time.
SAP S/4HANA - Key Enabler To Run Digital Transformation for Enterprises

Responsive user experience design
- SAP FIORI AS THE USER EXPERIENCE (UX) PARADIGM;
- CROSS-APPLICATION USER EXPERIENCE
- WEB-BASED, ALL DEVICES
- ROLE-BASED
- DECISIVE, PREDICTIVE, SIMULATION
- SIMPLIFICATION OF APPLICATIONS AND UNDERLYING DATA MODEL
- PRINCIPLE OF ONE
- NO AGGREGATES & NO INDICES
- HIGHER FLEXIBILITY & THROUGHPUT
- DATA FOOTPRINT REDUCTION

Re-architecting for in-memory platform
- SAP HANA AS THE UNDERLYING PLATFORM
- OLAP & OLTP MERGE
- IN-MEMORY COMPRESSION
- CODE PUSH DOWN
- INCREASE IN SPEED
SAP S/4HANA real-time analytics architecture

Foundation for new class of applications

- SAP S/4HANA applications
- Operational Reporting
  - Applications (incl. insight-to-action)
  - Query Tools
  - Zero latency!

SAP NetWeaver PLATFORM

- ABAP Layer
- SAP HANA Database Layer

Granular
Instantaneous
Pre-defined

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The „Principle of One“ in SAP S/4HANA

Before...

No complete picture. Only illustrative.

with SAP S/4HANA
Industry Value Chains are Transforming

Make Industry Leading Processes Accessible for Everybody in SAP S4/HANA (Pick from the Buffet)

You see

You think

You need

Today

Fact: BASF runs DIMP JIT in an single instance today

Oil & Gas Service Companies are renting out heavy equipment (Equipment Tools Management) IS OIL & IS DIMP (today Side by Side ) need to be on a single instance (future).

Concept: Meyer Werft is using Lean Manufacturing concepts like JIS today for Shipbuilding

Transformation in full motion: Google is developing cars

Future

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### DIMP Still Provides Leading Processes for Cross Industry Customers

<table>
<thead>
<tr>
<th>IS Automotive (IS-A)</th>
<th>IS Aerospace &amp; Defense (IS-AD)</th>
<th>IS Mill Products (IS-MP)</th>
<th>IS Engineering, Constructions &amp; Operations (IS-EC)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>In total</strong> 1527</td>
<td><strong>In total</strong> 635</td>
<td><strong>In total</strong> 1051</td>
<td><strong>In total</strong> 367</td>
</tr>
<tr>
<td>Customers are using IS-A</td>
<td>Customers are using IS-AD</td>
<td>Customers are using IS-MP</td>
<td>Customers are using IS-EC</td>
</tr>
<tr>
<td><strong>Thereof</strong> 473</td>
<td><strong>Thereof</strong> 15</td>
<td><strong>Thereof</strong> 368</td>
<td><strong>Thereof</strong> 84</td>
</tr>
<tr>
<td>70% are none Automotive customers</td>
<td>Number far too small because of legal reasons - usage not submitted to SAP</td>
<td>65% are none Mill Products customers</td>
<td>77% are none EC&amp;O customers</td>
</tr>
</tbody>
</table>

- **75%** Outside Lead Industry customers
- **25%** Lead Industry customers

DIMP is the most widely used industry solution within SAP. This solution is heavily used by cross industry customers. Therefore SAP’s strategy has to support these End-to-End Processes via S/4HANA.

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**Principle of One Data Model Simplifications**

**SIMPLE DATA MODEL**
- Only main tables remaining, no redundancies
- Clear separation of master data from transactional data
- Reduction of memory footprint

**PRINCIPLE OF ONE**
- Only one valuation method (Material Ledger) instead of 2 (IM + ML)
- Flexible rebate management instead of cumbersome and expensive redundancies

**THROUGHPUT INCREASE**
- INSERT only on database level (MM-IM), no locks for standard price valuation

* Actual Data only
Not displayed in lower part: Profit Center Accounting, Cost based CO-PA, Reconciliation Ledger
**SAP ACTIVATE**

- is the innovation adoption framework that expedites S/4HANA implementations throughout the customer lifecycle from the discovery of ready-to-run digitized business and integration processes, guided configuration, and with the next-generation methodology.

- supports different starting points for customers to adopt SAP S/4HANA - new implementation, system conversion and landscape transformation.

- accelerates the initial implementation of SAP S/4HANA and is designed for continuous innovation.
Configure Your Solution
for initial implementation & continuous innovation adoption

Test Your Processes
Business process driven, pre-defined automated test

View Solution Scope
Evaluate activated business processes and country versions

Migrate Your Data
Embedded migration engine for simple data migration

User training & onboarding
Guided Product tours included into the product
New integration domains in system landscapes

Increasing number of business scenarios with integration needs

- **User-Centric Applications**
  - User2Cloud
  - Mobile Application
  - Browser-Based Application
  - Desktop Application

- **User2OP**
  - SAP Business Suite (e.g. CRM, SRM, APO, ...)

- **S/4HANA**

- **Cloud2Cloud**

- **OnPremise2Cloud**

- **OP2OP**

- **B2B**

= Integration Domain

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SAP S/4HANA Extensibility
Inside-out and Outside-in Approach

**In-App Extensibility**

- **Key-user Extensibility**
  - Custom fields and tables
  - Change / add business logic (rules etc.)
  - Analytics extensibility

- Custom logic with ABAP Web Editor (BAdIs)
  - ABAP designed for Cloud, lifecycle-stable
  - Full access to ABAP (e.g. SE80)

**Side-by-side Extensibility with SAP HCP**

- Enable a Fiori and Mobile user experience
- Integrate with other SAP Cloud Applications and 3rd party solutions
- Leverage HCP application services (Mobile Documents, Output Management etc.)
- Full fledged development platform to build extension applications (Java, XS)

In-app extensibility
Context aware extensions, focus on tight integration

Side-by-side extensibility with SAP HANA Cloud Platform
Learn from the outside, weave external content into your solutions

Other SAP Cloud Solutions

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Material Requirements Planning
Fast MRP run, and new working model for MRP controllers based on decision support.

Inventory Management
Simplified data model resulting in increased through-put, flexible analytics at the most granular level.

Material Valuation
Elimination of locking, increased throughput for standard price utilizing Material Ledger, that way customers can use multi-currencies, valuation methods per different accounting laws like GAAP.

Available To Promise & Backorder processing
New ATP Algorithm based on HANA embedded in mass component check in production

Order Management & Billing
Enable monitoring of end-to-end order-to-cash process & take actions for any exceptions, information on the exceptions to resolve the issues, lower TCO due to data model simplification, support for the most recent versions of business features such as FSCM Credit Management, GTS Foreign Trade, SFIN Revenue Accounting, new analytical capabilities.

Procurement
Increased efficiency in the Procure-to-Pay processes, new Analytical Apps & Spend KPI’s, Ariba Network Integration for PO Order and IV.

Capacity Planning
PP/DS Side by Side with S/4
SAP S/4HANA – Transition
SAP S/4HANA Transition

Projects

- S/4HANA Enterprise Management
- S/4HANA Finance
- Simplified Functionality
- Process Redesign
- Functional Changes
- Role based / exception based user experience
- OLAP&OLTP
- CDS Virtual Data Models
- Fiori
- Technical & Methodology Changes
- New Customer/Partner Development Framework
- Transition
- SAP Activate
- Principle of ONE
- Database Migration & Unicode
- System conversion activities & SUM
- HANA Optimization
- Optimizations
  - Custom Code Refactoring
  - Syntax Corrections
  - Custom Code Optimizations
- Modification Clearing
- Simplification database
- Landscape Management

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Transition to SAP S/4HANA
The 3 Transitions Scenarios

New Implementation

System Conversion

Co-deployment of dedicated capabilities in one central SAP S/4HANA system

Landscape Transformation

Migration of selected applications

Consolidation of current regional Business Suite landscape into one global SAP S/4HANA system
SAP S/4HANA
Simplification List – Application-area-wise sorting of items

Simplification List

<table>
<thead>
<tr>
<th>Area</th>
<th>Simplification Item</th>
<th>Simplification Item</th>
<th>Simplification Item</th>
</tr>
</thead>
<tbody>
<tr>
<td>Area</td>
<td>Simplification Item</td>
<td>Simplification Item</td>
<td>Simplification Item</td>
</tr>
<tr>
<td>Area</td>
<td>Simplification Item</td>
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<tr>
<td>Area</td>
<td>Simplification Item</td>
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<td>Simplification Item</td>
</tr>
</tbody>
</table>

Streamlined Procure to Pay
- 5 Solutions

Accelerated Plan to Product
- 3 Solutions

Optimized Order to Cash
- 3 Solutions

Enhanced Request to Service
- 4 Solutions

Core Human Resources
- 2 Solutions

Core Finance
- 2 Solutions

Basic Information
- Description
- Edition / Release
- Category

Impact
- Description
- Recommendation
- Custom Code

Related Services
- Customer Effort
- Service Offering
**Simplification List – Overview**

**C1 - Change of existing functionality**
- Data model changes
- Removal of aggregates
- Material Master field length extension

**C2 - Consolidation of existing Functionality**
SAP S/4HANA
Simplification Item Database – Overview

Customers SAP Business Suite
On-Premise Landscape

Custom Code Management (SAP NW 7.50)

Simpl. DB

Custom Code Extraction

File

Development

Impact
Custom Code Impact
< Related Piece List > + related SAP Note

Simplification Item: < Simplification Item ID >

SAP Service Marketplace

File

Custom Code Analysis Results

SAP Notes
SAP Note 1
SAP Note 2
SAP Note 3
SAP Note x

Custom Code Extractor

Customers SAP Business Suite

File
SAP S/4HANA – The Use Cases
SAP S/4HANA Enterprise Management – Logistics

• SAP S/4HANA Enterprise Management Logistics comprises generally the functionality covered by ECC 6.0x logistics

• Major Simplifications in the areas of:
  • Inventory Management
  • Material Requirements Planning
  • Capacity Planning
  • Sales and Distribution
  • Procurement
Overview SAP S/4HANA Use Cases

Market to the Segment of One
Real-Time Inventory Management
Accelerated Material Requirements Planning
Advanced Sales Order Fulfillment
Soft Financial Close Anytime

Increase Financial Business Performance
Engage Talent Across the Organization
Platform for All Industries
Detect Potential Fraud Patterns in Real Time
Collaborative Work Patterns

Learn about SAP’s biggest innovation since R/3
You’ll get an insight into the 10 Uses cases with demonstrations ➔ https://open.sap.com/courses/
## Innovation: Material Requirement Planning

<table>
<thead>
<tr>
<th><strong>Business Challenges</strong></th>
<th><strong>Business Benefits</strong></th>
<th><strong>Capabilities</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>» Increasing customer service</td>
<td>» Clear visibility across the material flow increases user acceptance and efficiency</td>
<td>» Prioritized view on material flow issues</td>
</tr>
<tr>
<td>» Low inventory accuracy</td>
<td>» Proactive decision making in response to changing demand</td>
<td>» Real-time alerting based on current stock requirements situation</td>
</tr>
<tr>
<td>» Revenue losses due to stock-outs</td>
<td>» Flexible tailoring of available capacities and receipts to meet required quantities</td>
<td>» System-generated solution proposals</td>
</tr>
<tr>
<td>» Poor on-time delivery performance</td>
<td>» Real time inventory monitoring and automating the creation of procurement proposals</td>
<td>» MRP can run as frequently as required (up to 10x faster)</td>
</tr>
<tr>
<td>» Missing parts in production</td>
<td></td>
<td>» Demand information is propagated faster through the supply chain</td>
</tr>
</tbody>
</table>

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Buffering in Manufacturing

- Help to stabilize any fluctuations in production capacities and lead times.
- Compensate for variations in the production process such as machine breakdowns.
- In case the supplier is unable to deliver the shipments on time.

### Production Proposal

- **Start Date**
- **Earliest Start Date**
- **Latest Start Date**
- **Earliest End Date**
- **Latest End Date**
- **Lead Time**
- **Buffer Time**

### Planning Operation

- **Production Order**
  - **1**
  - **2**
  - **3**
  - **4**

- **Raw Material Supply**
  - **Operation 1**
  - **1**

- **Coating**
  - **Operation 2**
  - **2**

- **Loading and Dispatch**
  - **Operation 3**
  - **3**

- **Production Line**
  - **4**
Real-Time Manufacturing Planning with the MRP Run

- Inventory
- Sales Orders
- Purchase Orders
- Work Orders
- Transfer Request
- Purchase Request
- Production Request

Analyze the current situation based on real-time information and focus on single shortages.

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Performance improvement through code push down in MRP

**Dispatcher**
- Read planning file entries

**App-Server**
- For every planning file entry
  - Read planned orders
  - Read purchase requisitions
  - Read purchase orders
  - Read production orders
  - Read sales orders
  - Read stock transfer demand
  - MRP planning logic
  - Update planned orders
  - Update purchase requisitions

**DB-Server**
- Plaf
- Ebann
- Mdb
- Caufv
- Vbbe
- Mdup

**HANA**
- Read planning file entries
- For all planning file entries with the same low-level code
  - Read Plaf
  - Read Ebann
  - Read Ekpo
  - Afpo
  - Vbbe
  - Ekko
  - Merge + Split
  - Plan set 1
  - Plan set 2
  - Plan set 3
  - Merge + Split
  - Insert Plaf
  - Insert Ebann
  - Insert Resb

- ABAP post-processing (e.g. determine release strategy)
System analyzes the material flow of all materials in real time and identifies:

» Disruptions in the material flow
» The impact of these issues
» Solution proposals for decision support
» The remaining time-to-action
» Role based KPI driven entry
» Running on any device
» Adoptable and personalizable

Performance improvement with SAP S/4HANA

» Scenario dependent up to 10 times faster
» Data Storage reduction by 5 times
» New mode supports procurement and in-house production, delivery schedules and configurable materials
» Classic mode for subcontracting, capacity planning and discontinuation

Step 1: Read
Step 2: Algorithm (Netting, Lotsizing, ..)
Step 3: BOM Explosion/Configuration
   In-house production, subcontracting
Step 4: Write
On the fly simulation and decision support

- Real time data from all areas of material management including procurement lead times, inventory stock availability, lot sizes, manufacturing scheduling and sales orders across multiple sites.

- Suggestion of potential solutions for the shortage through “Solution Cards” with all information needed to resolve the material shortage (e.g. Reschedule Purchase Order, Increase Purchase Order, stock transfers).

- Real Time Simulation computes the future inventory situation in detail. The optimization algorithms make use of the simulation to find the ideal replenishment strategies.

- Daily work tasks focused on exceptions and on the most urgent problems with the highest financial implication.
Value archived by SAP S/4HANA

» Reduce customer service & support cost by making proactive decisions in response to changing demand

» Increase annual procurement savings by providing clear visibility across the supply chain

» Improve on-time delivery performance by tailoring available capacities and receipts to meet required quantities

» Reduce revenue loss due to stock-outs by monitoring inventory and automating the creation of procurement proposals

» Improve inventory accuracy by considering all inventory data, lead times, and procurement timing in calculations
DEMO

Accelerated Material Requirements Planning
Real-Time Inventory Management
## Innovation: Real Time Inventory Management

### Business Challenges
- Low throughput prevents real-time inventory
- Missing embedded and real-time analytics
- Missing comprehensive data model
- Process & data redundancies increase effort

### Business Benefits
- Improve on-time delivery
- Increase inventory turnover
- Reduce cost of inventory (e.g. stock level, cost, place)
- Single source of truth of inventory in one system
- Attract end user by real-time accuracy

### Capabilities
- Real-time processing of inventory postings and visibility of inventory values
- Posting of finest granularity like handling unit, lot size 1, sensor data
- Decreased stock levels (e.g. reduce buffers) due to increased transparency
- Easy to consume data model supporting flexible analytics
- Manage the changing demand for smaller lot sizes passing through the logistic operations
Classical Inventory tracking

- Calculated stock
- Goods movements posting on predetermined times
- Theoretical value: e.g. based on Production Planning via MRP Run
- Production hazards: e.g. Quality issues
- Physical and real stock

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Classical Inventory tracking

- Goods movements posting on predetermined times
- Calculated stock
- Physical stock needed
- Safety Stock
- Theoretical value: e.g., based on Production Planning via MRP Run
- Security
- Physical and real stock
- Production hazards: e.g., Quality issues

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Real-Time Inventory Management

- Real stock
- Frequent real-time goods movements posting
- Stock Overview in Inventory Management Application
- Safety Stock Reduction via SAP S/4HANA

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Innovations: Inventory Management Simplification

Aggregates eliminated

Aggregates

- MSTQ
- MSTE
- MSTB
- MSSQ
- MSSA
- MSPR

History

- MSTQH
- MSTEH
- MSSQH
- MSSAH
- MSPRH

- MSLB
- MSKU
- MKOL
- MCHB

Document

- MKPF
- MSEG

Inventory movements

Material Master

- Master data with Stock aggregates
- Master data without Stock aggregates

On the fly aggregation

MATDOC

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The Need for a new Inventory Data Model

**ECC6**

Content of the aggregate tables calculated from

- the inventory data in **MKPF** and **MSEG**
- the IMG tables e.g. Stock type

Two aggregate tables are used as logical locking arguments to block a parallel creation of material document creation

- One lock for quantity posting (for goods issue)
- Second lock for value posting (materials with moving average price)

**SAP S/4HANA**

- Build in SAP HANA Database and the new data model uses the advantage of in-memory columnar storage
- Separation of the **MKPF** information and **MSEG** information in different tables becomes obsolete.
- Single table (**MATDOC**) with almost all required attributes and views represents the data for all business perspective
- Elimination and reorganization of the IMG table structure
- Existing fields **MBLNR** and **MJAHR** of the table **MKPF** are not key fields any more
MATDOC comprises 289 columns
- 32 columns from MKPF (Material Document header table)
- 204 columns from MSEG (Material Document item table)
- 53 additional columns for fast Calculations / Analytics
  - Warehouse stock grouping fields
    e.g. stock categories (special stock, unrestricted, ...)
  - Additional units and key figures
    e.g. stock quantities stored with sign for fast on-the-fly aggregation
  - Two sets of stock identifying fields (source and target)
  - Transfer postings
  - Periods and time information
    e.g. year-month combination for comparison of stock time series
  - Data footprint: 25% .. 38% of total table size
Value archived by SAP S/4HANA

» Improve on-time delivery performance by enhancing shipping performance

» Improve sales productivity by providing a streamlined and predefined process for order management

» Reduce revenue loss due to stock-outs by preventing them in the first place with greater visibility
Real-Time Inventory Management

DEMO
Summary – The Value Levers Are Huge
Master The Digital Economy At The Pace You Choose

**S/4HANA Enablement**
- Reduced footprint x10
- Increased throughput x 7
- Analytics speed > x1000
- Efficient access to information
- Proactive issue notification
- Pre-evaluation of solution alternatives
- Simulation before application of solution

**Business Processes**
- Frequency
- Granularity
- De-layer processes
- Raise process intelligence
- Effectiveness
- Significantly higher process frequency
- Real-time inventory updates
- Lot size 1 handling capability
- Participate in Industry 4.0
- Leverage Internet of Things
- Products become services
- No ownership of things

**User Experience and Decisions**
- Connectivity
- Organizational agility
- Granular data processing capability
- Subscription economy
- Organizational Agility
- Leverage Internet of Things
- Products become services
- No ownership of things

**Business Models**
- Business Value
- Stock price appreciation
- Market share growth
- Customer success/loyalty

**Business Outcome**
- Complexity reduction
- TCO reduction
- Service quality increase
- Margin protection
- Service quality increase
- User productivity
- Higher asset utilization
- Inventory cost reduction
- Service quality increase
- Revenue growth
- Business Agility
- Stock price appreciation
- Market share growth
- Customer success/loyalty

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Where to go for more information

- Discover SAP S/4HANA
- SAP S/4HANA, cloud edition trial
- SAP S/4HANA, on-premise edition trial
- Co-Innovation @ SAP S/4HANA

- Joint the Community
- Top Questions and Answers
- How to get there ... S/4HANA Cookbook
- Detailed SAP S/4HANA road map: SAP Service Marketplace
Further deep dive information

2189824 - SAP S/4HANA, on-premise edition 1511: Release Information Note
2214213 - SAP S/4HANA, on-premise edition 1511: Restriction Note
2228890 - SAP S/4HANA, on-premise edition 1511, Country Versions: Release Information & Restriction Note
2214245 - SAP S/4HANA "SAP FIORI FOR SAP S/4HANA 1511": Release information


Feature Scope: http://help-preview.mo.sap.corp:1080/s4hana_op_1511
Installation Guide:

Operation Guide:


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Run Digitized.

Thank you...

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