

The background is a dark blue gradient. It features a large, thin orange circle centered on the page. Surrounding this circle are numerous concentric, slightly irregular grey lines of varying thicknesses, creating a sense of depth and motion.

SAP Business Suite 4 SAP HANA

Launch, Dubai, April 14th 2015



“challenges”



Run Simple with the Next Generation Business Suite

S/4HANA Launch, Dubai, April 15th 2015

Andre Borchert - Manager HANA Center of Excellence
Europe, Middle East & Africa

The image features a dark blue background with a series of concentric circles. A prominent orange circle is centered on the page. Surrounding it are numerous lighter blue circles of varying radii, some of which are incomplete or broken. In the center of the composition, the word "Why" is written in a white, elegant serif font. A thin white horizontal line extends from the left edge of the word "Why" across the middle of the image.

Why

Where does complexity hide in enterprises?

Scattered information



Complex decision making

“Large global organizations have created so much complexity that businesses often struggle to bring good ideas to the marketplace profitably.”

(McKinsey, 2014)

Batch orientation



Complex business processes

Large organizations can spend between 40% and 80% of their time on non-value-added activities

(BCG, Complexity Report)

Technology limitation



Complex technology

73% percent of executives said the complexity of data is the largest IT challenge

(Forrester, 2013 report)

10.2% or \$237B*

of profits lost by top 200 global companies due to hidden costs of complexity

*Global Simplicity Index, 2013

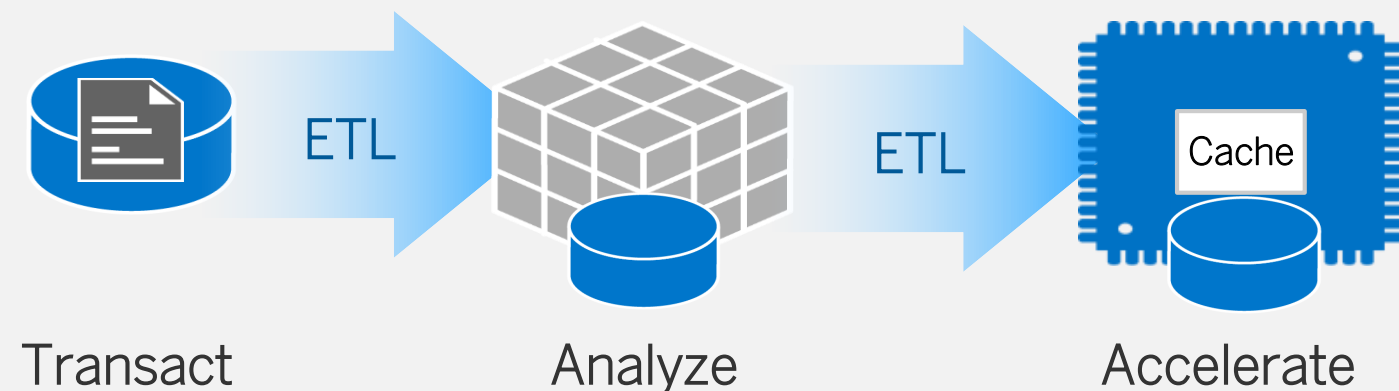
Re-think Data Management for Real-time Innovations

Need to eliminate redundant data copies, materialization and models

A Common Database Approach for OLTP and OLAP Using an In-Memory Column Database

Hasso Plattner

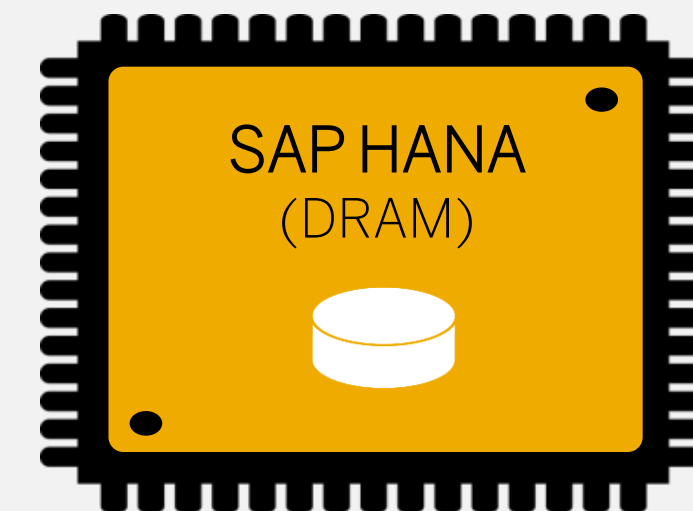
Transactions + Analysis + Acceleration
processes separated



- 3 copies of data in different data models
- Inherent data latency
- Poor innovation leading to wastage

VS

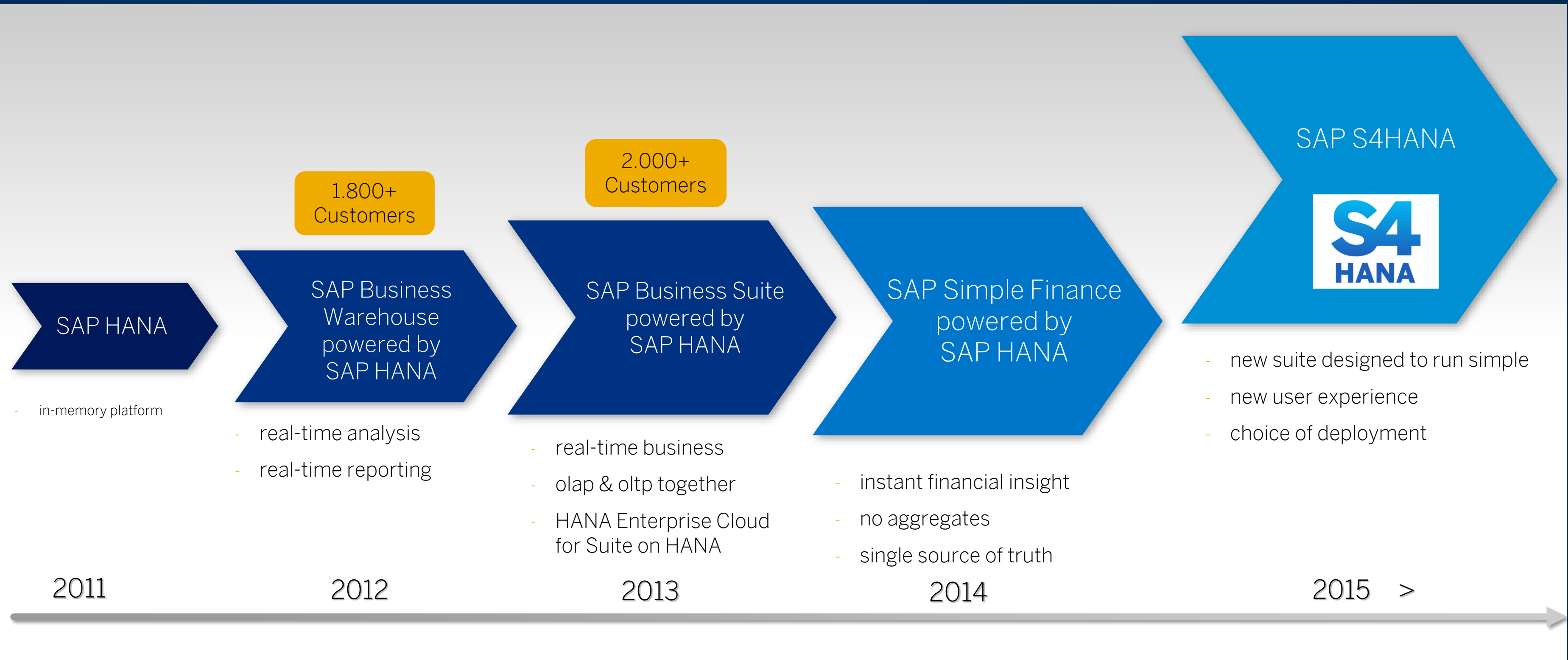
One atomic copy of data for Transactions +
Analysis, all in Memory



- Eliminate unnecessary complexity and latency
- Less hardware to manage
- Accelerate through innovation, simplification + in-memory

From SAP HANA to SAP S/4HANA

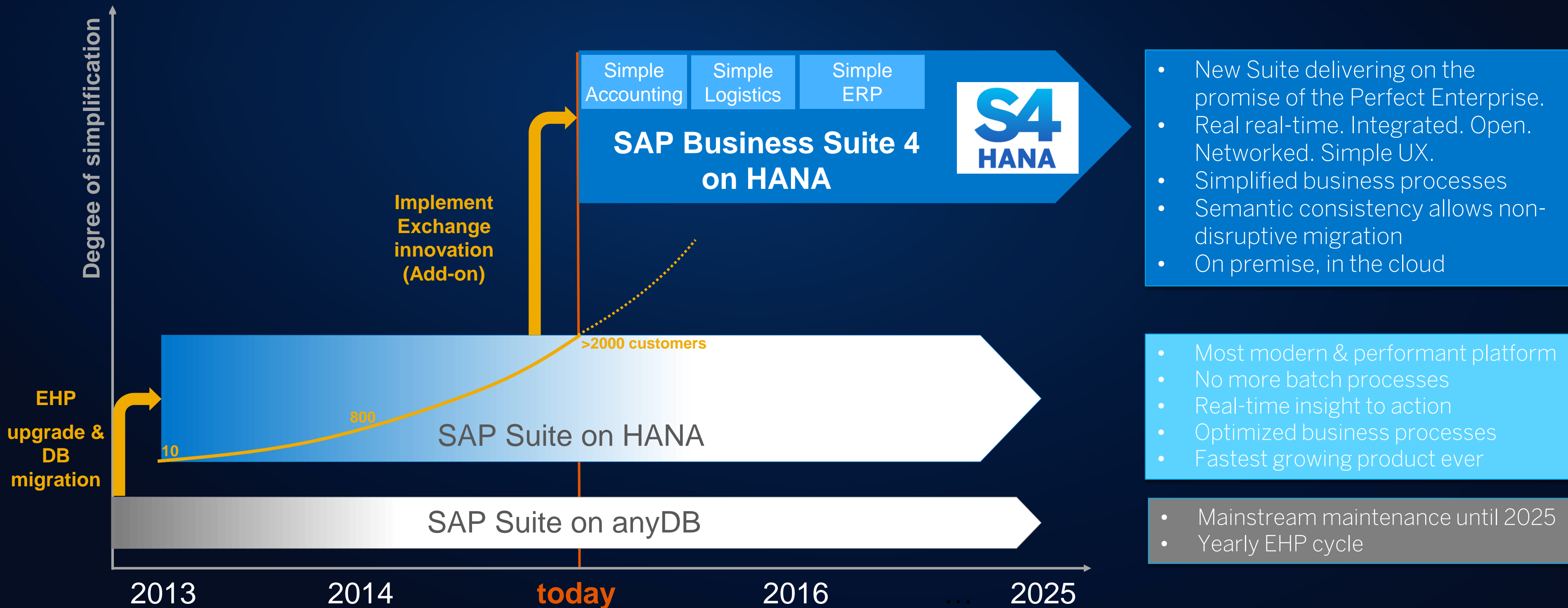
Leading with unique innovations



0: Suite on anyDB – “STATUS QUO”

1: Suite on HANA - REPLATFORM –START OF YOUR HANA JOURNEY

2: S/4 HANA – RUN THE SIMPLE SUITE



SAP's Next Big Thing



1979



1992



2004



2015

The image features a dark blue background with a series of concentric circles. A prominent orange circle is centered on the page. Within this orange circle, there are several thinner, light blue concentric circles. The word "How" is written in a white, sans-serif font, centered horizontally and vertically within the orange circle. A thin white horizontal line is positioned directly below the word "How", extending across the width of the orange circle.

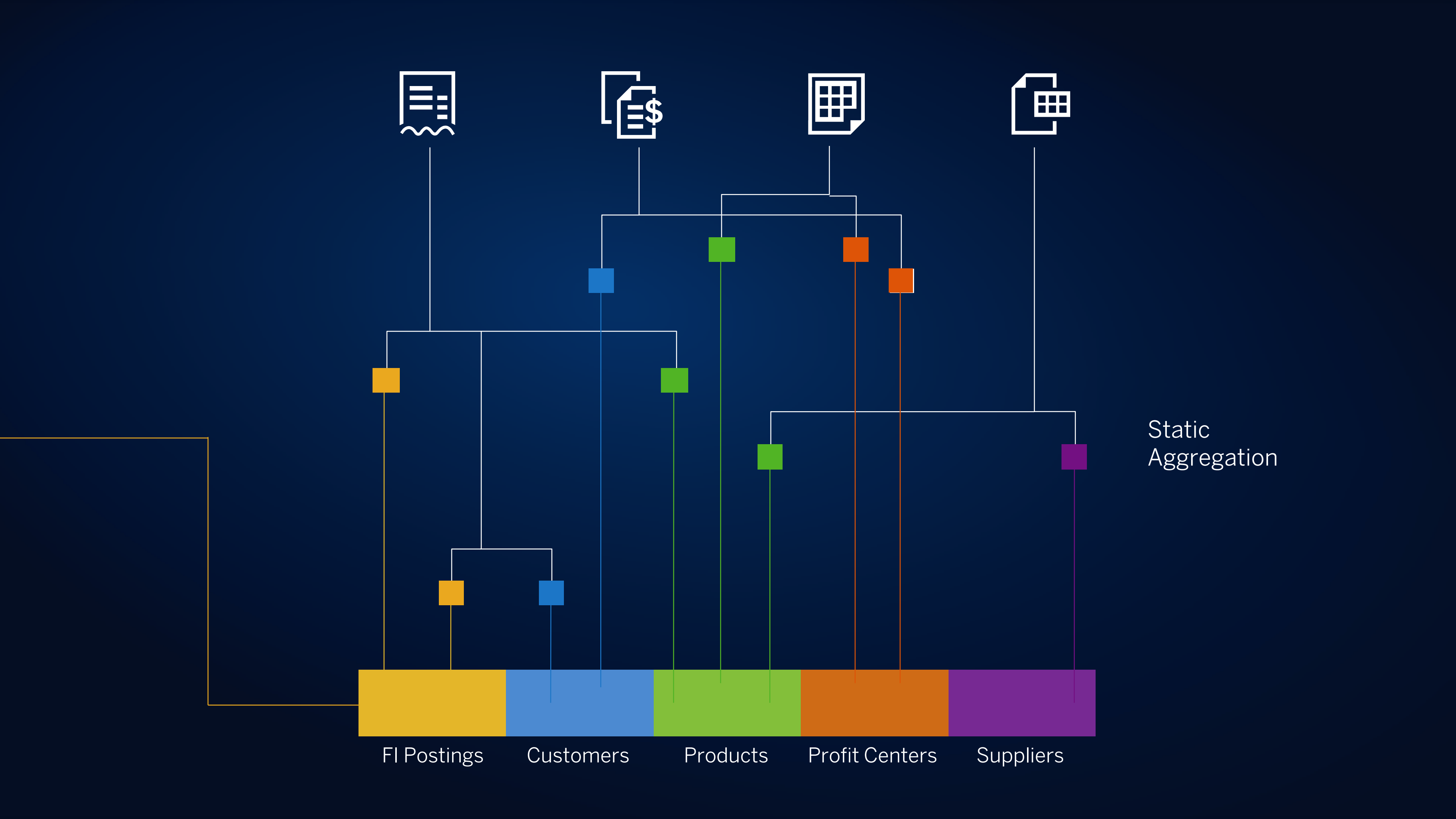
How

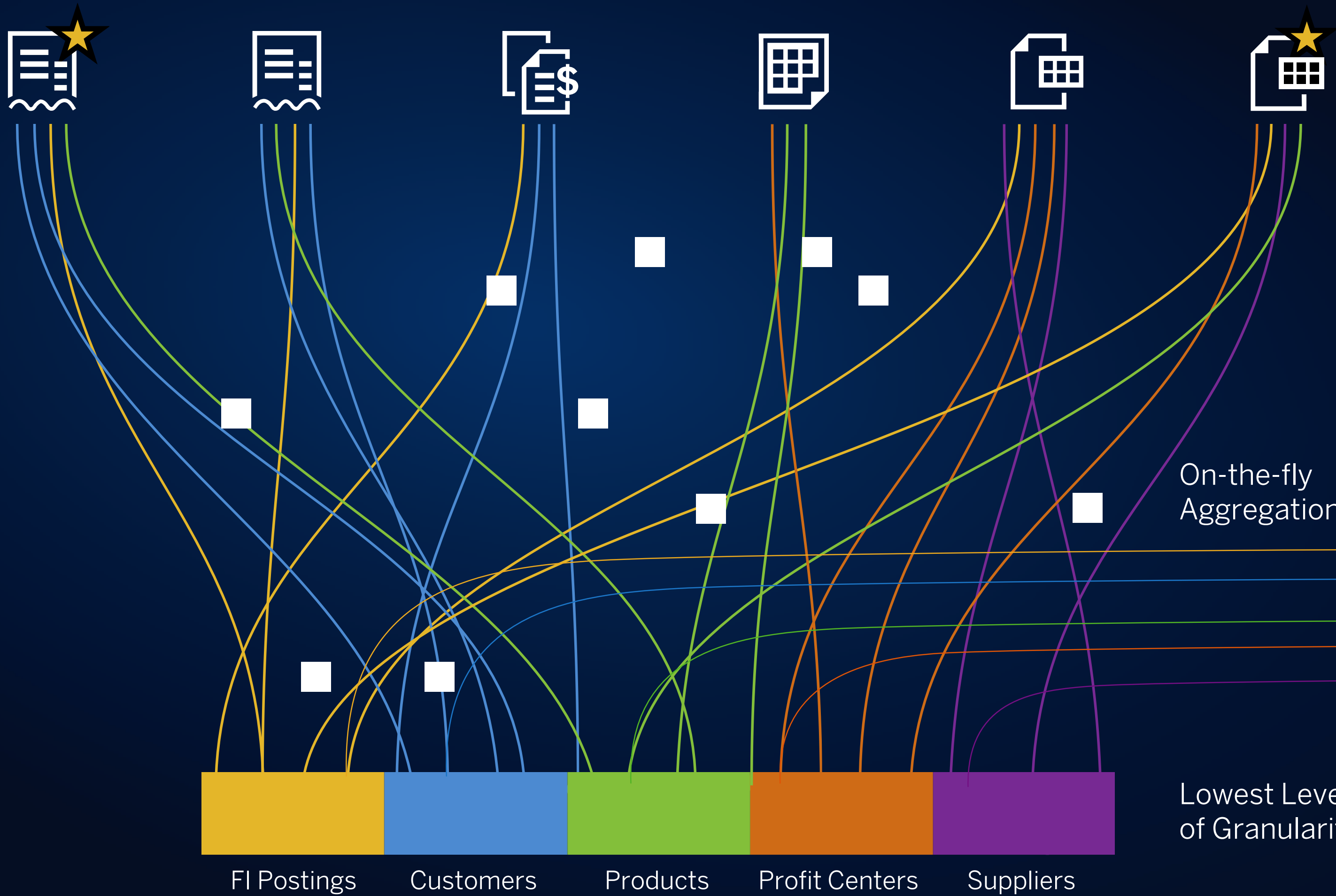
Simplicity

Platform

Applications

Network





SAP S/4HANA fueling the Digital Transformation



The background is a dark blue gradient. It features a series of concentric circles and arcs. A prominent orange arc is centered around the text. Other arcs in various shades of blue and grey are scattered around the perimeter, creating a sense of depth and movement.

Value

S/4HANA

Some facts about **SAP Business Suite 4SAP HANA**

10x

smaller data footprint

7x

higher throughput

1800x

faster analytics & reporting

4x

less process steps

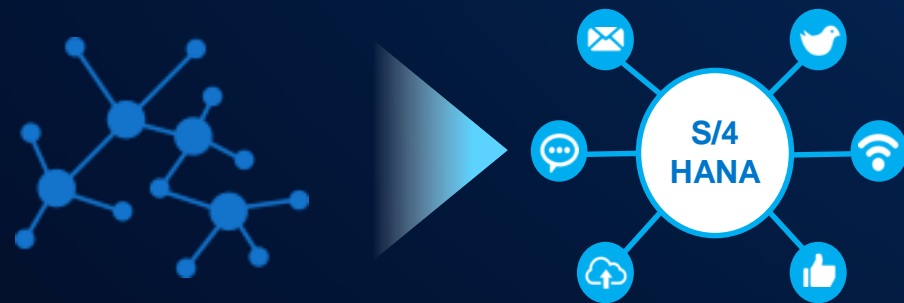
1. Built on SAP HANA
2. ERP, CRM, SRM, SCM, PLM in one system
3. No locking, parallelism
4. Actual data (25%) and historical (75%)
5. Unlimited workload capacity
6. Predict, recommend, simulate
7. SAP HANA Cloud Platform extensions
8. SAP HANA multi-tenancy
9. All data: social, text, geo, graph processing
10. New SAP Fiori UX for any device (mobile, desktop, tablet)

Three deployment options: on-premise, public cloud, managed cloud

SAP S/4HANA – unique value for business

Reimagined Business Models

Simplicity to connect to people, devices, business networks



No more complex collaboration – all business connected

SAP S/4 HANA

Reimagined Business Decisions

Simplicity to get any insight on any data from anywhere



No more manual consolidation – all decisions on the fly and at the highest level of granularity

Reimagined Business Processes

Simplicity to focus on the essential tasks and change business processes



No more batch – all processes in real time



Reimagined Business Models

Customer Case
Käser Compressors

Käser Compressors reimagining customer service with predictive maintenance





Reimagined Business Models

Customer Case

Burberry

Burberry Flagship Store Dubai @ MALL OF EMIRATES

reimagining customer engagement



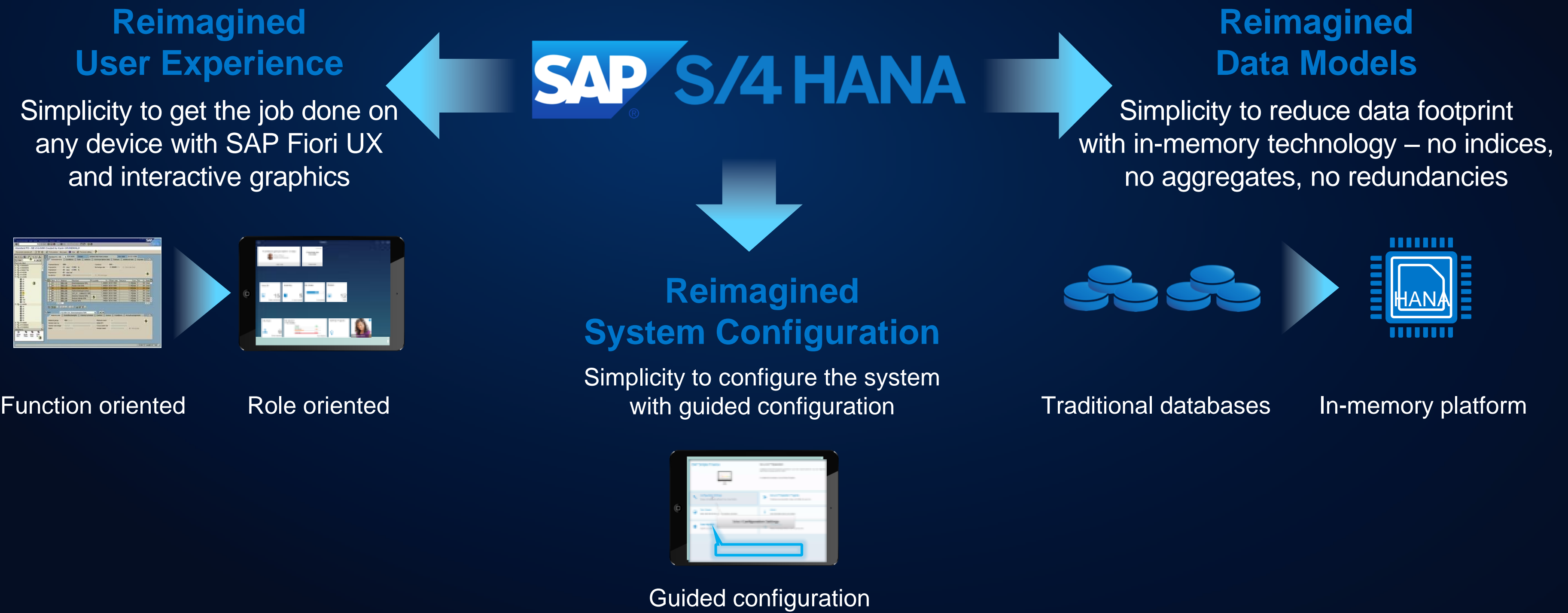
The background features a dark blue field with numerous concentric circles of varying shades of blue and grey. A single, prominent circle in a bright orange color is centered on the page, framing the text.

Reimagined Business Models

Demo

Fix Anything

SAP S/4HANA – unique value for IT and users






Reimagined User Experience

Video

Payments Clearing

SAP S/4HANA – NEW Simple UX with Fiori Screens

Clear_Incoming_Payments



Clear Incoming Payments

Click-Through Video

SAP GUI

Duration: 2:25 mins

Clicks: 49

Screen changes: 26

Fields filled: 9

Fiori

Duration: 1:07 mins

Clicks: 22

Screen changes: 1


Fields filled: 3

53% (78 secs) reduction in duration


55% (27) reduction of clicks

96% (25) reduction in screen changes


66% (6) reduction of fields filled







02:48



powered by Process Project Validation



	Data entered 	Screens 	Duration 	clicks 
Invoice clearing with SAP GUI / Business Suite on trd. DB	9x	26	2:25min	49
Invoice clearing with Fiori in S/4HANA	3x	1	1:07min	22

The background is a dark blue gradient. It features a series of concentric circles. A single, solid orange circle is centered on the page. Surrounding this orange circle are many other concentric circles in various shades of gray and blue, some of which are incomplete or broken, creating a dynamic, layered effect.

Simple Finance

SAP S/4HANA in finance



	inserts ↓	updates ↻
SAP Finance with aggregates and indices	10	5
SAP Simple Finance	4	0

no indices

no aggregates

no redundancies

Taking Finance to the next level at

70%
less reconciliation time
ICO reconciliation

10%
DSO reduction
Receivables management

30%
less processing time
Financial Close

10%
less fraud cases
Risk & compliance – real
time screening on
anomalies

40%
less posting corrections
Financial Close

1,8 TB
SAPs ERP-Database
Database footprint reduced
from once 7.1 TB



Driving
transformation of
Finance

80%
less cost center re-org
time
Organizational change

Margin optimization
Better decision support,
prediction & simulations

22% further
reduction in processing
time
Financial Close
(automation)

Soft close
Intra-month
Information when & where
needed

3%
cash optimization
Treasury

500 GB
SAPs ERP Database
Database footprint
radically reduced further

Finance with Suite on HANA

Finance with S/4HANA

SAP Simple Finance early adopter success



“Zurich wanted to be one of the first customers to evaluate the financials innovation delivered with SAP HANA. Deployed as a simple add-on for SAP Business Suite powered by SAP HANA, we are really impressed by the results in terms of the **performance, simplification, and agility** it could bring to our finance community”.

Wilco Boosman, Director SAP Convergence,
Zurich Insurance Group



“Our first experience with SAP Simple Finance powered by SAP HANA has proven to be the right solution to drive our **key financial processes and reporting in real-time**. Our finance users were really impressed by the ability to perform reporting and analytics on item levels. Reconciliations of costs and financial accounting can now be done at any time. I’m fully confident this is the way forward to run finance at DSB.”

Ken Kastrup Nielsen, IT Finance Specialist,
DSB (Danish State Railways)



“Deloitte has been collaborating with SAP on the next generation Finance solutions and we have significant experience with SAP HANA, as we use it within our own financial systems. The role of the CFO and the CFO’s team continues to evolve, and this new wave of innovation will allow finance professionals to access information in new ways enabled by the speed and power of SAP HANA. This will help to **drive ongoing finance transformation** as we see it at Deloitte.”

Jan Waals, principal and global SAP practice leader, Deloitte Consulting LLP

The background is a dark blue gradient. It features a series of concentric circles centered on the page. Most of these circles are thin and light gray. A single, slightly thicker circle in a vibrant orange color is also centered, overlapping the gray ones. The text 'Simple Logistics' is centered horizontally and vertically within the orange circle.

Simple Logistics

SAP S/4HANA in logistics



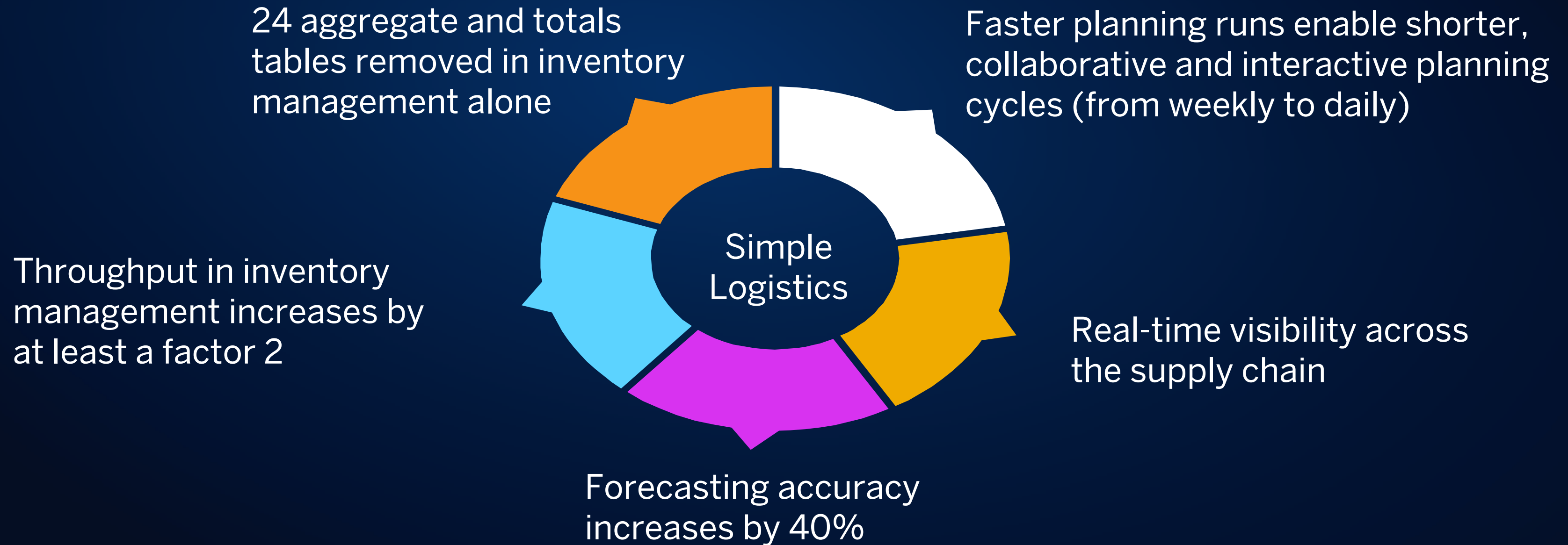
SAP S/4HANA in logistics with aggregates and indices

no indices

no aggregates

no redundancies

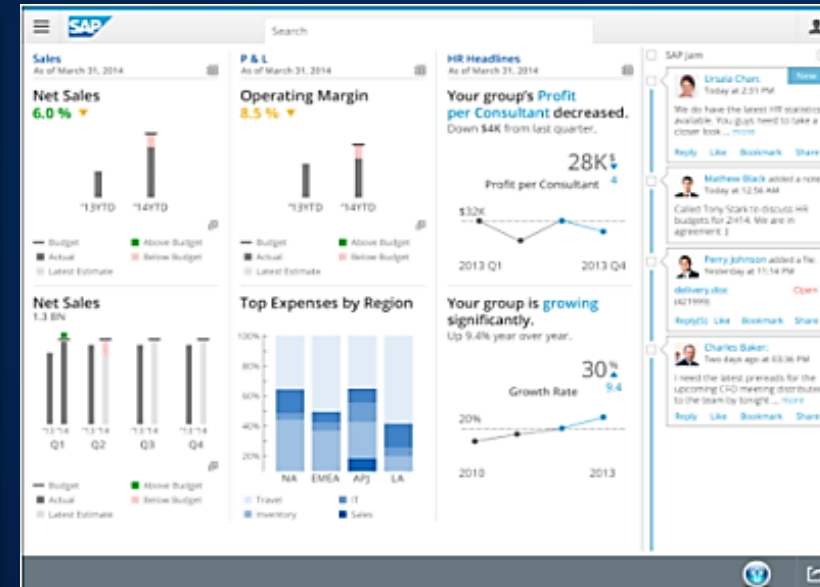
Preview of SAP Simple Logistics



Business benefits SAP S/4HANA – example Simple Logistics

Increased user productivity

- Intuitive personalization allows tailoring of the app to individual work-styles
- KPIs are constantly recalculated and refreshed
- Flexible rules (shortage definitions)



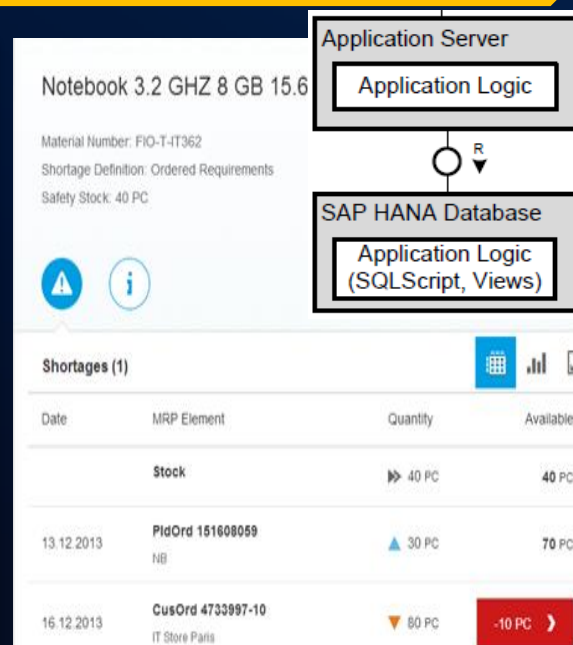
Real-time decision support

- Provides pre-evaluated solution proposals
- Enables the simulation of every proposal before applying it
- Allows manual adjustment of proposals
- 1-click execution of a solution

The screenshot shows the 'Material Shortage' app. On the left, a list of materials with shortages is displayed, including 'Notebook 3.2 GHZ 8 GB 15.6"', 'Monitor 32 INCH LCD', 'TV 32 INCH LCD', 'Monitor 21 INCH LCD', 'NAV 300 - GPS Navigation System', and 'TV 19 INCH LCD'. Each entry shows the material name, quantity, and a color-coded status. On the right, a detailed view for material 'FIO-T-IT362' is shown, displaying a table of shortages with columns for Date, MRP Element, Quantity, and Available. The table shows shortages for various dates and quantities, with some entries marked as 'Accepted' or 'Change'.

Improved customer service levels

- Complex applications (ATP, Backorder Processing) are executed directly in HANA
- Always up-to-date view on demand-/ supply-situation across all BOM levels



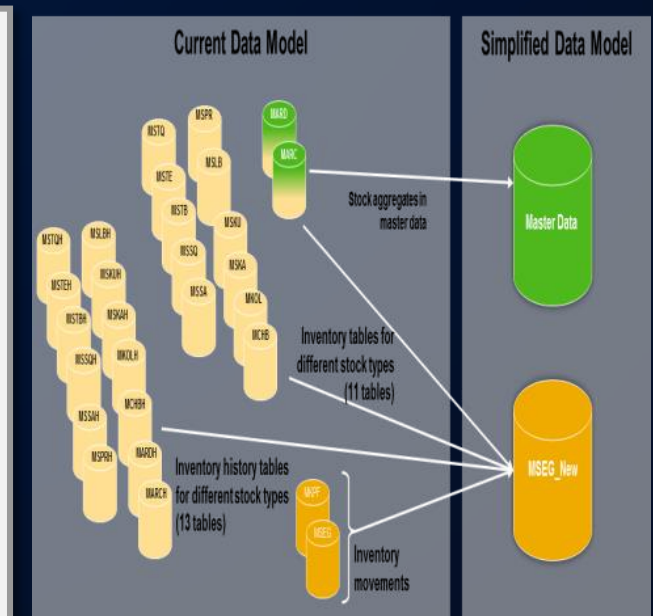
Minimized exception handling

- The MRP Planner gets the latest information in real-time
- Intuitive graphics for faster insights

The screenshot shows the 'Monitor Materials with Shortages' app. It displays a table of materials with shortages, including 'Notebook 3.2 GHZ 8 GB 15.6"', 'Monitor 32 INCH LCD', and 'TV 32 INCH LCD'. Each entry shows the material name, quantity, and a color-coded status. The interface is clean and modern, with a sidebar for navigation.

Dramatically simplified data model

- All aggregates and history tables (24 in total) dropped
- Smaller data footprint, no locking
- Process & data redundancies eliminated
- High speed evaluations



Simple Logistics - Transforming Manufacturing

1-hour

reporting on aging and
rediscount processes, **93.75%**
faster (previously 2 days).



Real-Time Data Analysis on
the SAP HANA Platform

Inventory optimization

50%

faster production
planning operations



Based on analytics with SAP HANA Live

Improved suppliers
collaboration

45%

faster execution of business operations



Material Resource Planning on HANA

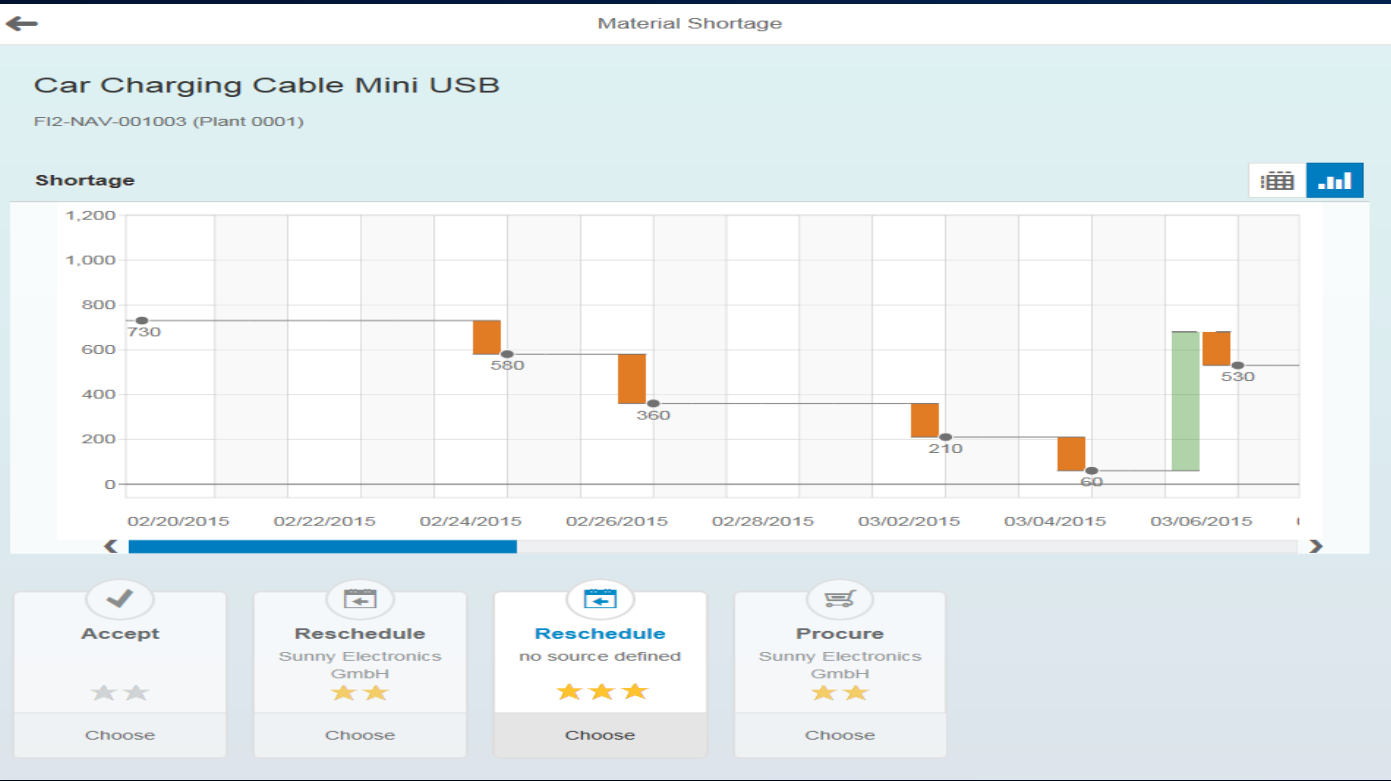
Consolidation financial
security

102x

faster general ledger



Material Resource Planning on HANA



Ensures citizen
security

3million

skills, assets and
qualifications managed
in real time



Unified software landscape on SAP HANA

Enhanced existing
business processes

5x

faster database response
times



SAP CEI powered by SAP HANA

Improved service quality

30x

faster response times
for reports and patient
scheduling



Unified software landscape on SAP HANA



Reimagined Business Processes

Demo

MRP Cockpit

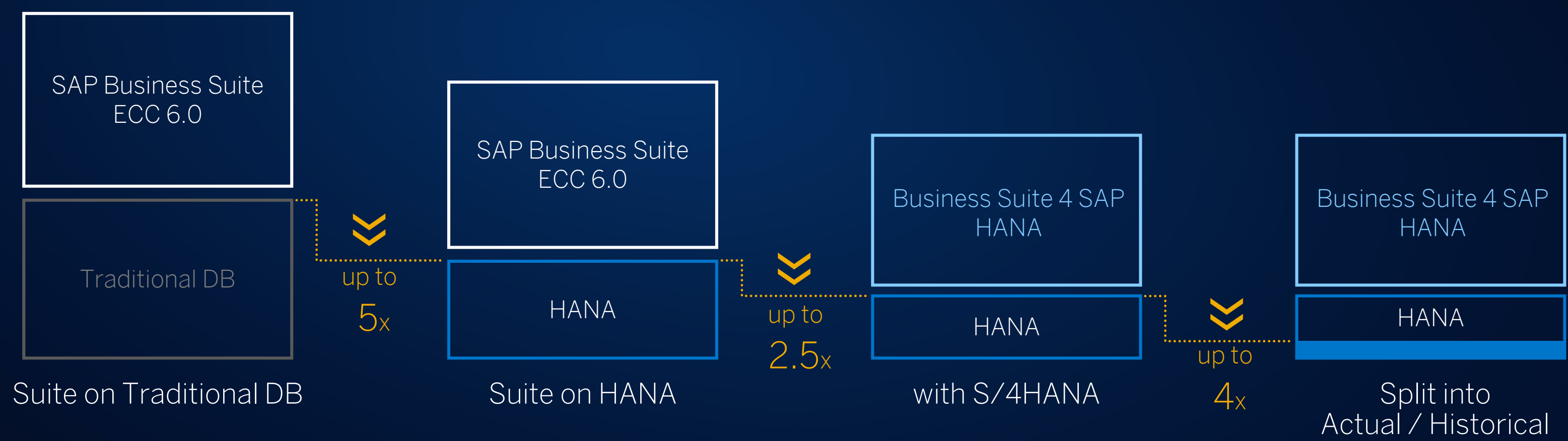


Reimagined Data Model

TCO & Agility

S/4HANA – Footprint Reduction

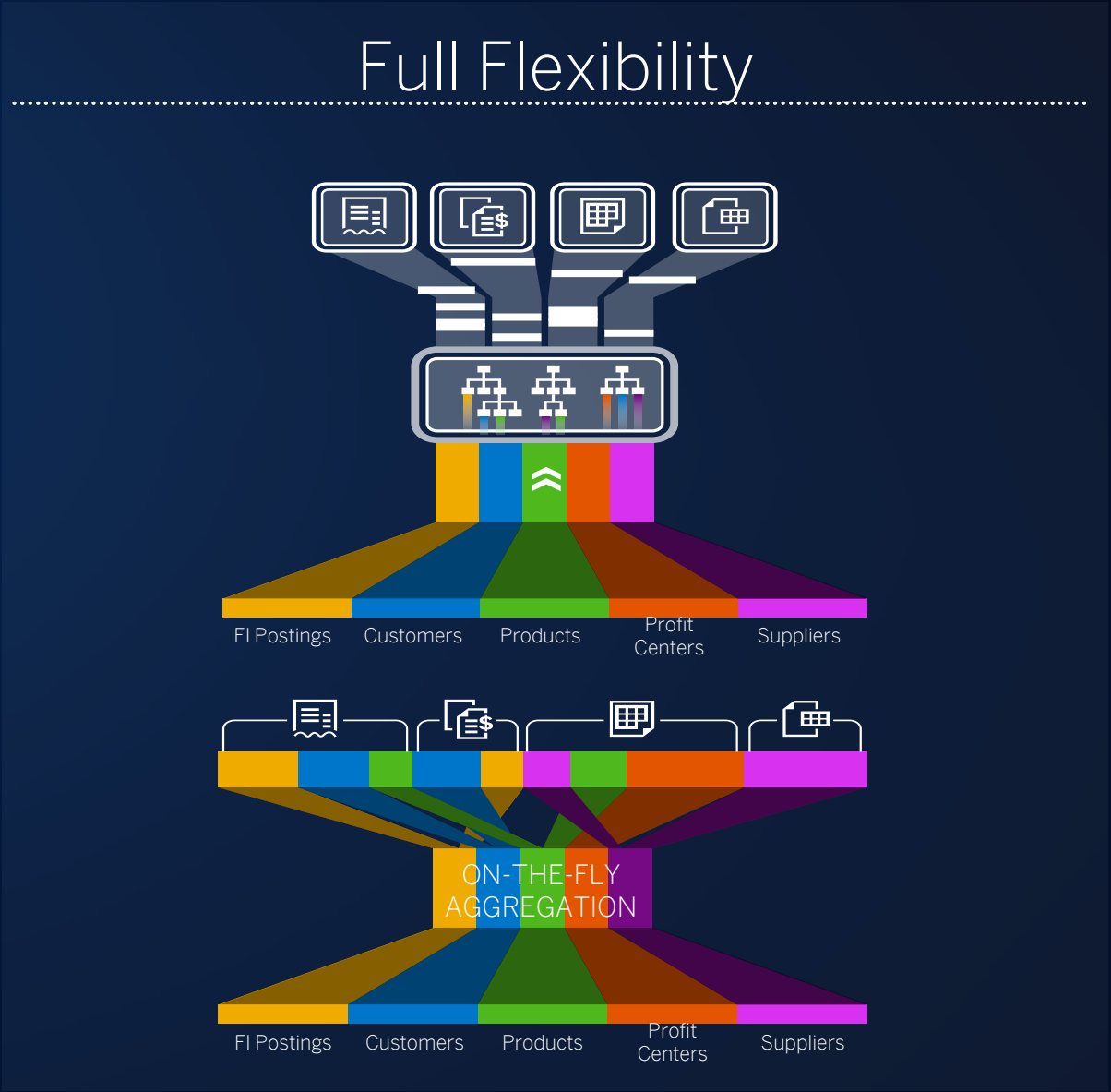
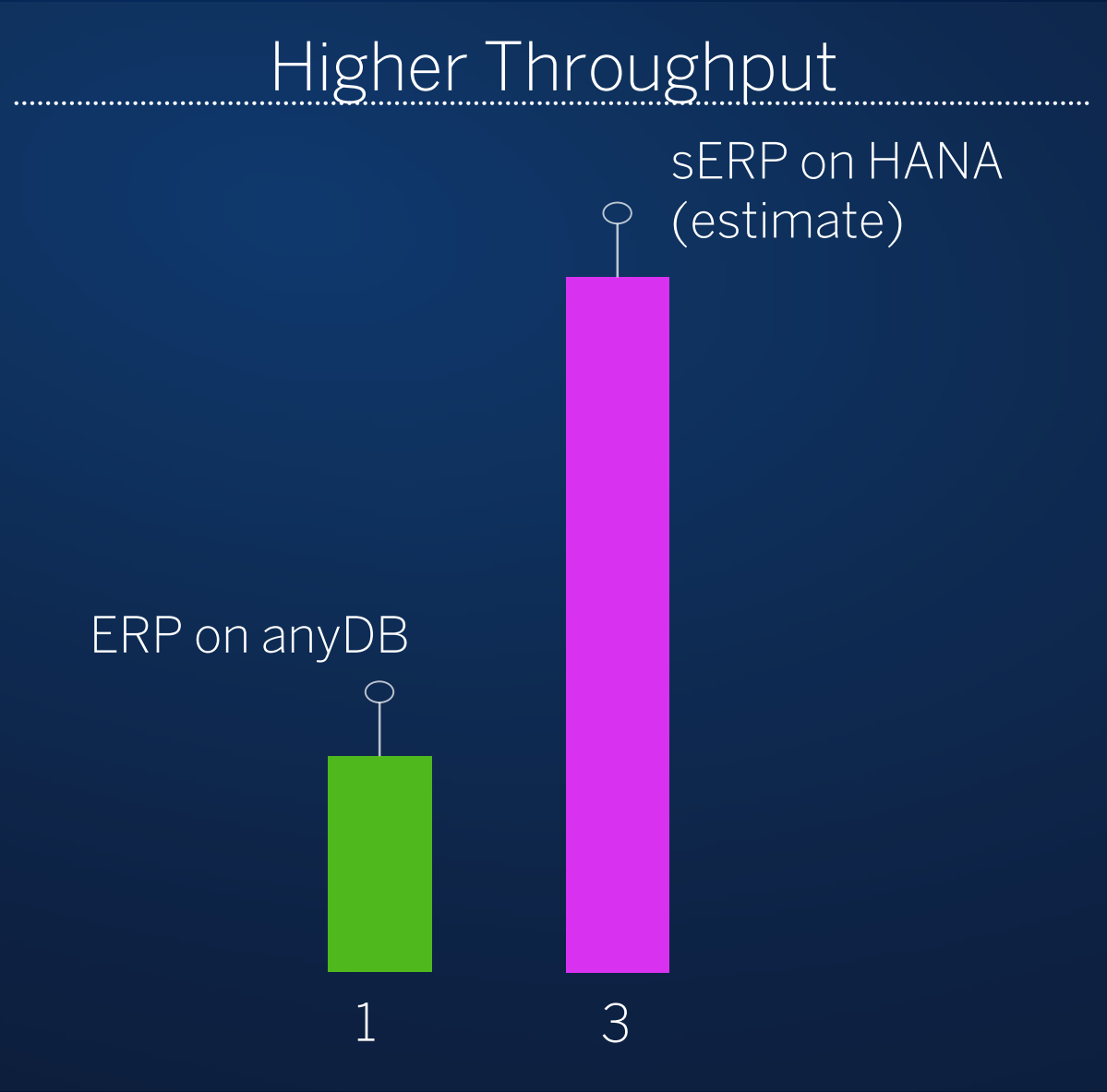
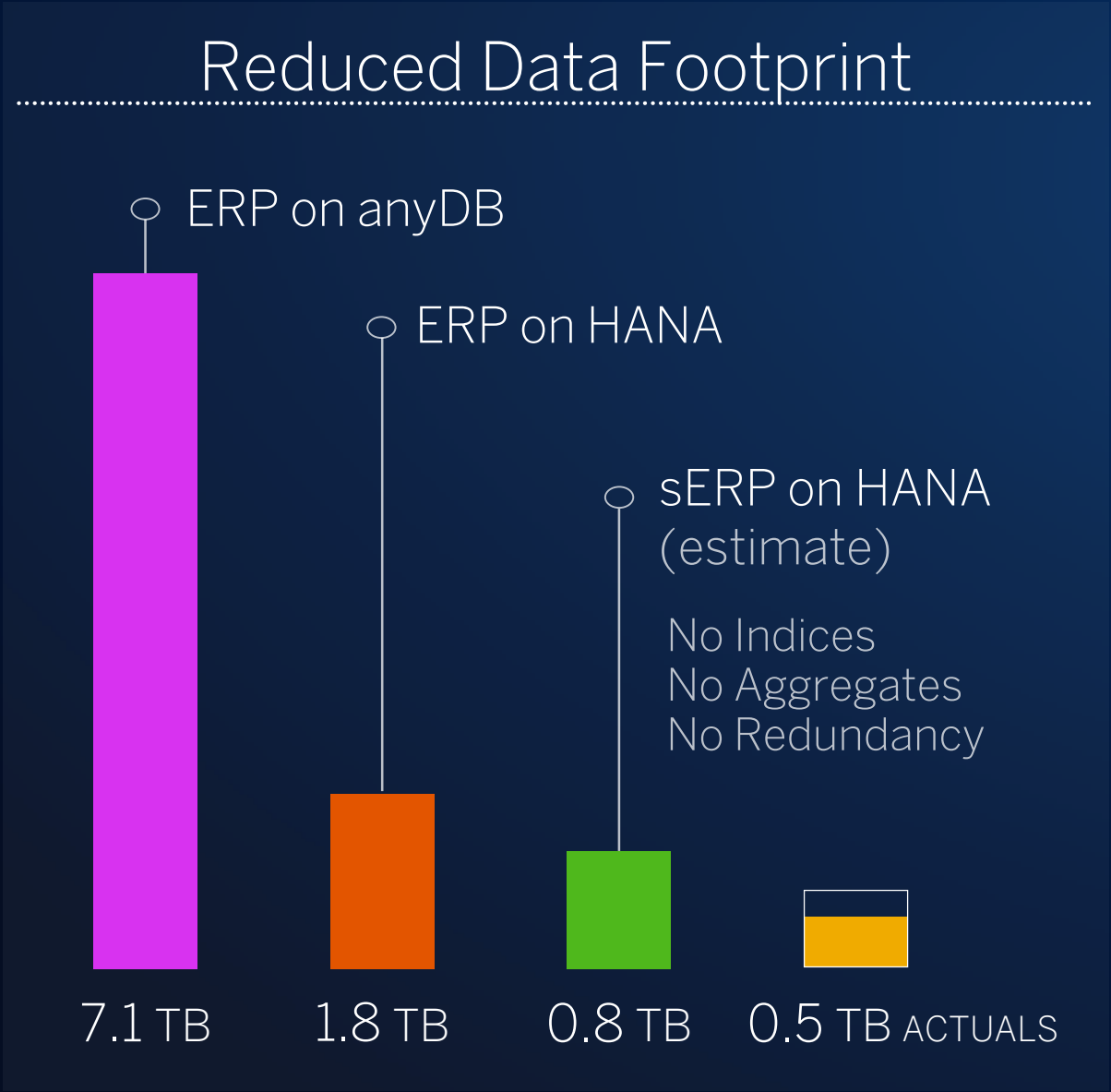
Footprint Reduction – The Big Picture



Cloud and On Premise

Simple Applications

Enterprise Software for Big Data and Agility



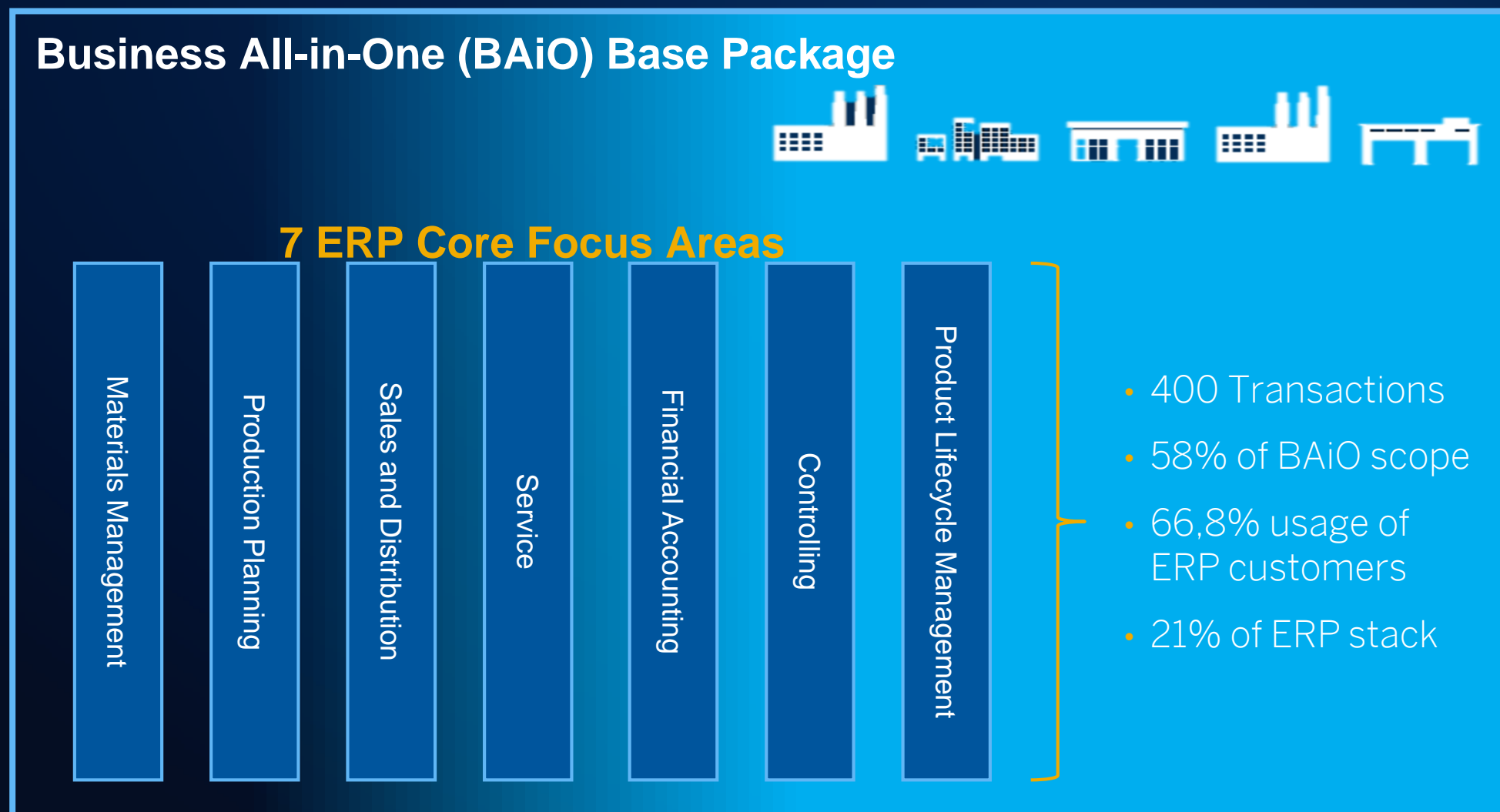
The background is a dark blue gradient. It features a series of concentric circles in a lighter blue-grey color, creating a tunnel-like effect. A single, solid orange circle is centered on the page, partially overlapping the other circles.

Scope & Roadmap

S/4HANA

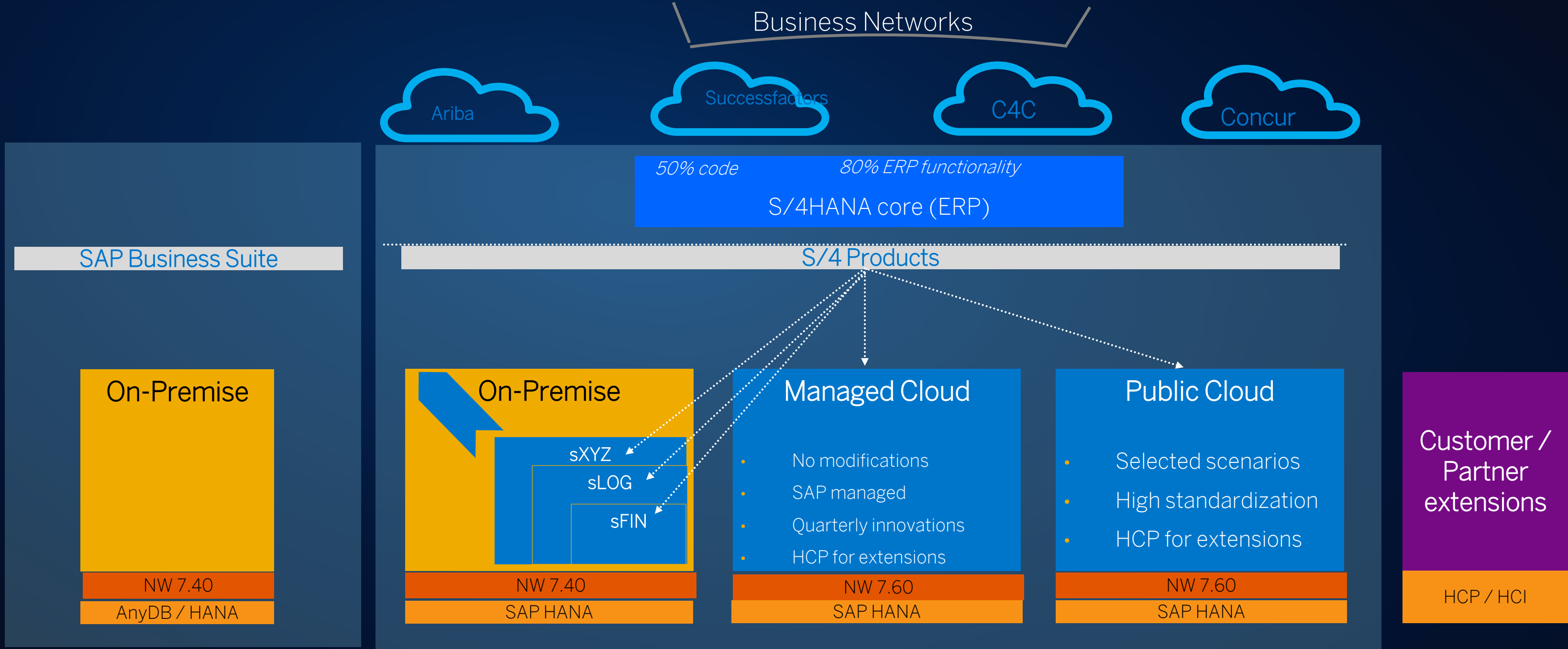
S/4HANA – Core Scope

Usage Analysis depicts that 66,8% of IB ERP customers are using “ERP Core”



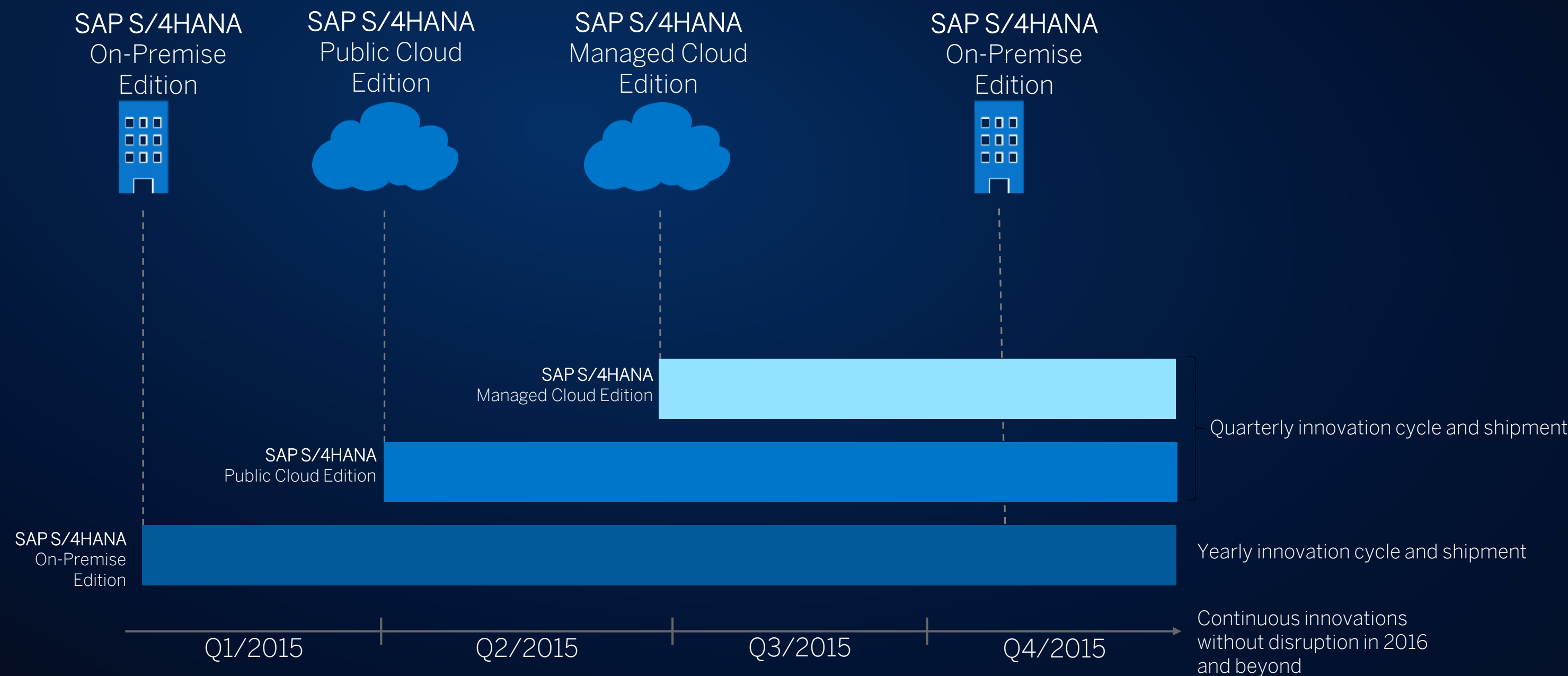
S/4HANA

The Next Generation Business Suite



	Finance	Logistic	HR	Industries	Marketing
Public Cloud Edition 58% of BAiO scope = 21% of ERP objects 120+ Fiori Apps Countries: US, DE, AU, CA, UK; English, German, French, Spanish, Japanese, Russian, Portuguese, Chinese Available Q1 2015	Core Scenarios of sFin Cash Management Collaborative Invoice to Pay: Accounts Payable Order to Cash: Accounts Receivable Profitability and Cost Analysis Accounting & Financial Close	Core Scenarios of sLog Order to Cash: Sell from Stock Plan to Procure Procure to pay Integrate to ARIBA Network	HR will be covered by Success factors. Standard integration to S/4HANA	Scenario for Professional Service Project based Services Core Industries: Professional Service	Key Scenarios of Hybris Marketing Analyze consumer and customer Start Mail campaign and analyze success of the campaign
Managed Cloud Edition 100% of BAiO scope = 56% of ERP objects 120+ Fiori Apps Countries: All countries, all languages Available Q2 2015	Core Scenarios of sFin Cash Management, Collaborative Invoice to ... ERP Components: FI / CO / PS Including new Fiori and HANA High speed Transactions delivered in EHPs	Core Scenarios of sLog Sell from stock, plan to pro... Integrate to ARIBA Network ERP Components: MM, PP, SD, LO, LE, PM, QM, PLM Including new Fiori and HANA High speed Transactions delivered in EHPs		Scenario for Professional Service Project based Services Core Industries: Professional Service Chemicals Consumer Product Industrial Machinery and Components Life Sciences Transportation and Logistics	Key Scenarios of Hybris Marketing Analyze consumer and customer Start Mail campaign and analyze success of the campaign
1.0 (On Premise) Full ERP scope* incl. simple Finance & simple Logistic 400+ Fiori Apps Countries: All countries, all languages Add ons: Roadmap for co-deployments SCM, SRM, ... GA	Simple Finance Core scenarios and full scope of SAP Simple Finance 1.0 (2.0 Available Q2, 2015) All Finance ERP Scenarios* Including new Fiori and HANA High speed Transactions delivered in EHPs	Simple Logistic Core scenarios and full scope of sLOG 1.0 (Available in Q4, 2015) All Logistic ERP Scenarios* Including new Fiori and HANA High speed Transactions delivered in EHPs		Scenario for Professional Service Project based Services Core Industries: Professional Service Chemicals Consumer Product Industrial Machinery and Components Life Sciences Transportation and Logistics	Hybris Marketing OP as side-by side product to S/4HANA

High Level Roadmap 2015



This is the current state of planning and may be changed by SAP at any time.

Summary

A new business suite for new business outcomes



Decision making

SAP S/4 HANA

- Live business insight
- Role-based experience
- All devices

Immediate business impact

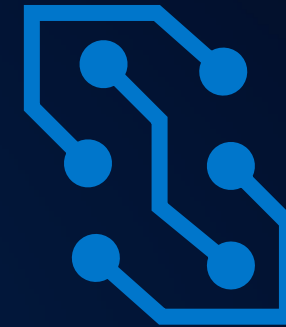


Business processes

SAP S/4 HANA

- Real-time processes
- Digitally connected enterprise
- Best business practices

New profit models



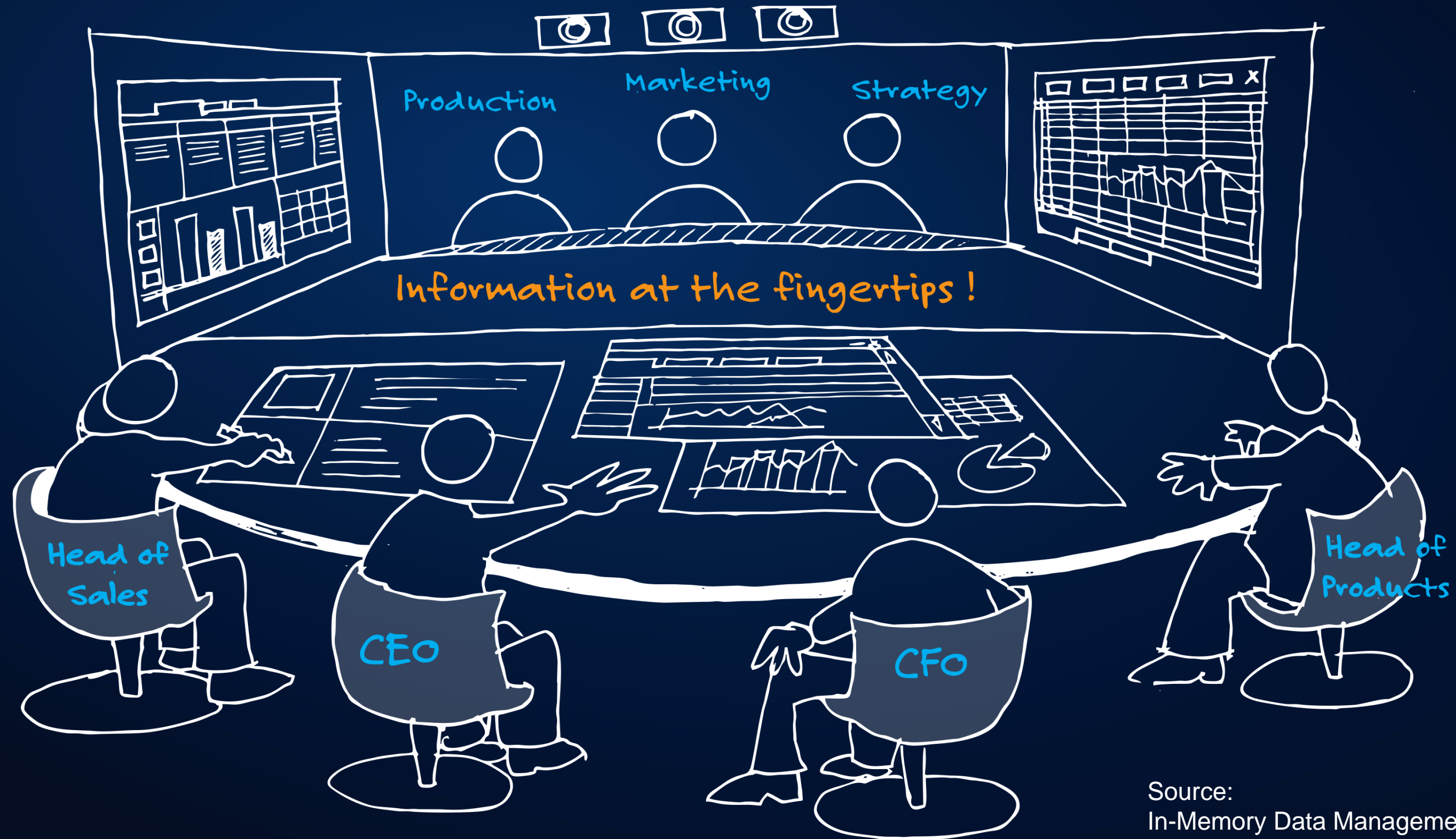
Technology

SAP S/4 HANA

- Simplified data model
- Choice of deployment
- Open innovation platform

Much lower TCO

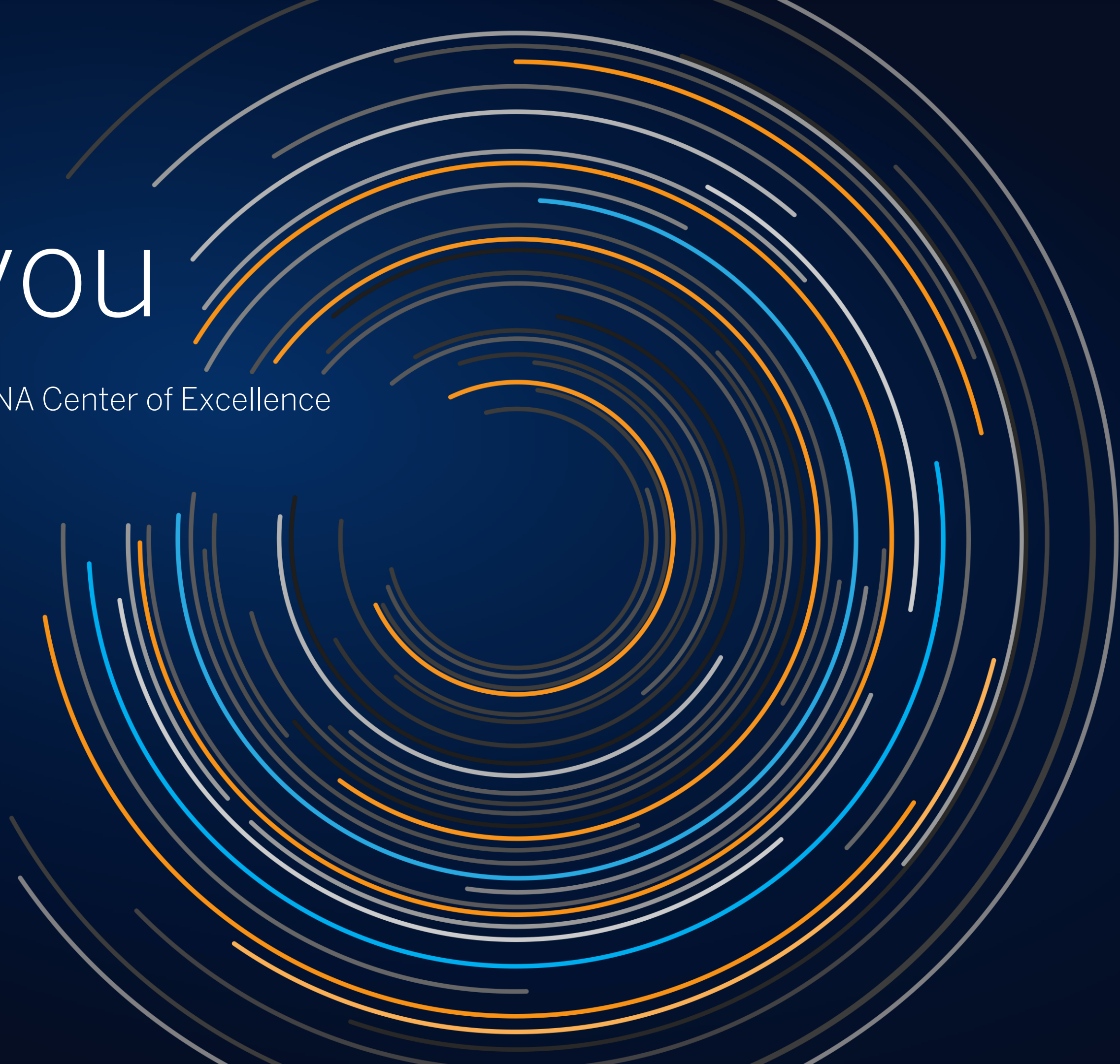
Boardroom of the Future – ART of the POSSIBLE NOW



Source:
In-Memory Data Management: An Inflection Point for
Enterprise Applications.
Hasso Plattner Alexander Zeier

Thank you

Andre Borchert - Manager HANA Center of Excellence
Europe, Middle East & Africa



Our mission is to help our customers run
at their best

