

Move to S/4 HANA Successfully with SAP Services

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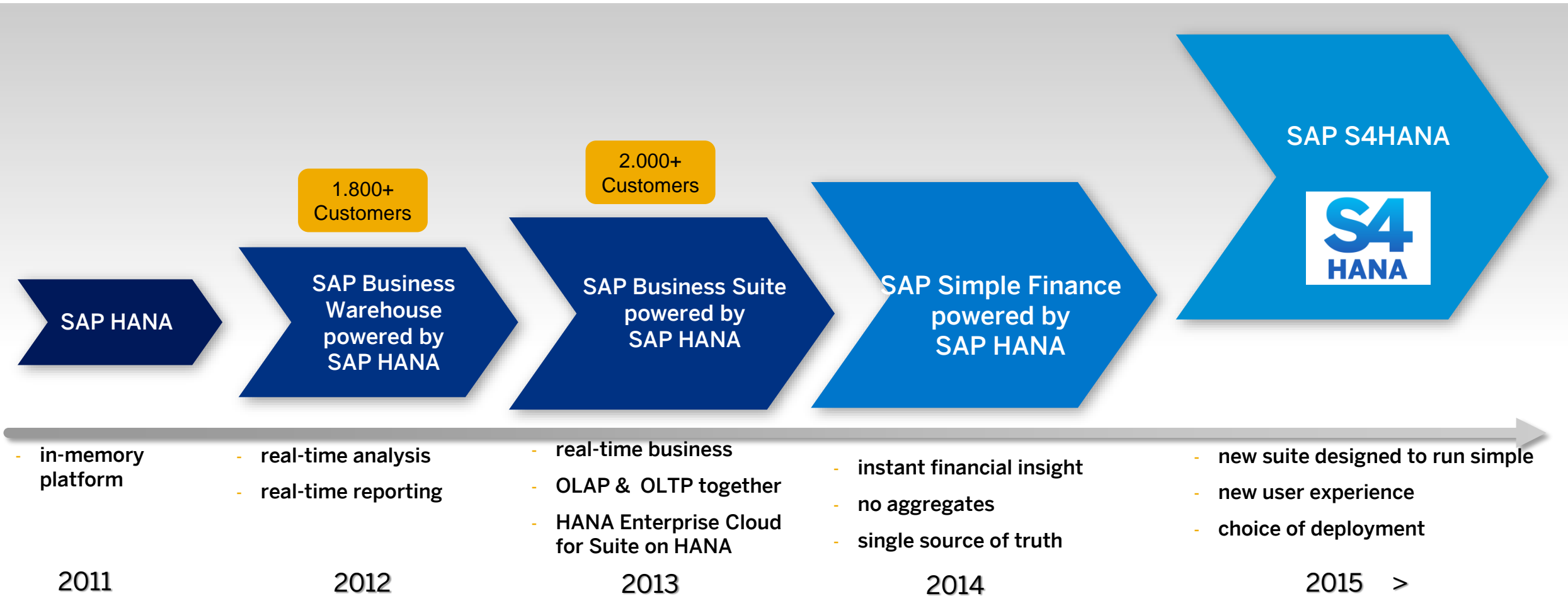


Agenda

- ❖ SAP HANA EVOLUTION
- ❖ START WITH SAP SERVICES
- ❖ SAP S/4 HANA SERVICES
- ❖ SAP S/4 HANA TRANSITION & MIGRATION
- ❖ Q & A

SAP HANA to SAP S4HANA

Leading with unique innovations



S/4 HANA – Solution Planning

All Paths lead to S/4 HANA!

STARTING POINT A

SAP ERP (on any Db)

You may already be using SAP HANA for different use cases (i.e. BW on HANA, CRM on HANA or stand alone HANA Data Marts)

STARTING POINT B

Currently SAP ERP on SAP HANA
Customer

STARTING POINT C

New Instance of SAP ERP on SAP HANA

STARTING POINT D

Multi ERP Systems
Hybrid Scenarios

SAP S/4HANA, The Next Generation Business Suite

Internet of Things



Business Networks



Social Networks



SAP S/4 HANA

SAP Fiori UX

role-based user experience for all devices

SAP S/4HANA Applications and Extensions

instant insight-driven applications for all lines of business and industries

SAP HANA Platform

in-memory platform for all data

On-Premise
Edition



Managed Cloud
Edition



Public Cloud
Edition



People



Devices



Big Data

native integration for hybrid scenarios

[Ariba](#) [Concur](#) [Fieldglass](#) [hybris Software](#) [SuccessFactors](#)

Where should you start with SAP Services?

S/4 HANA Discovery Workshop (HANA Now)

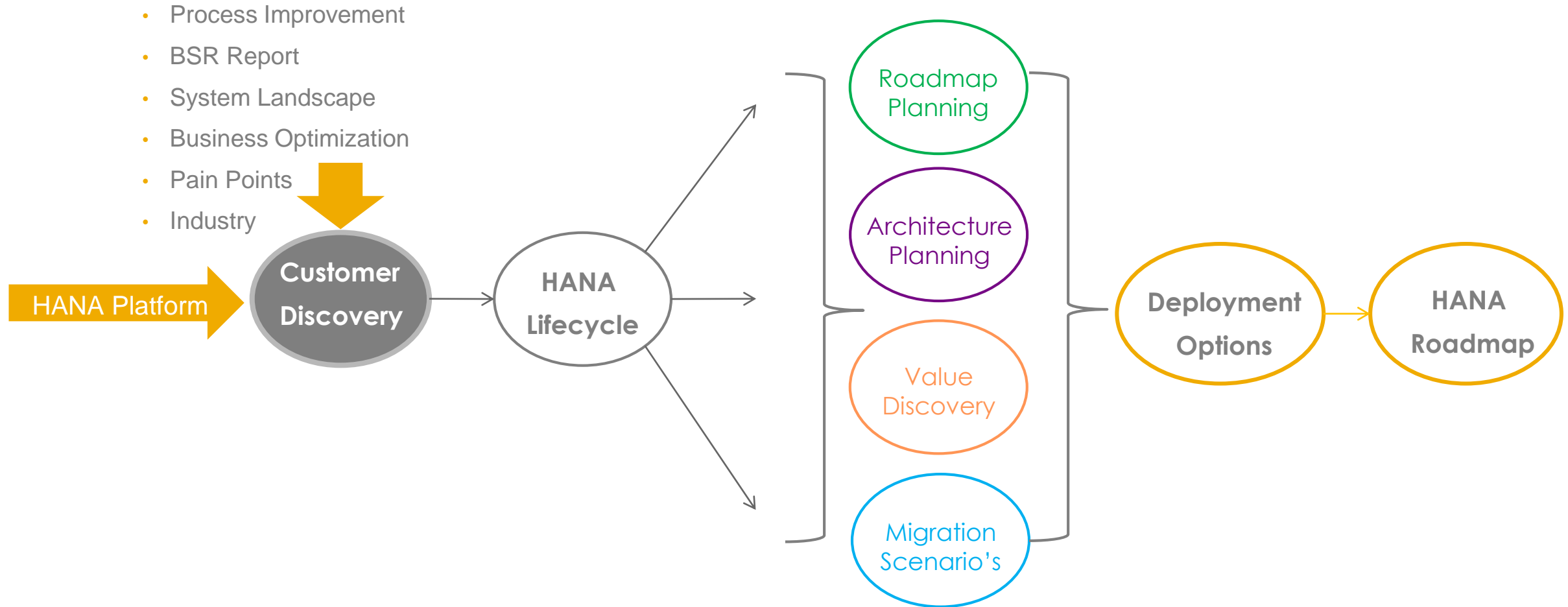
- 1 day innovation focused **workshop**
- **Solution Focused** sessions
- Help you **determine** what you need to **successfully deploy**

S/4 HANA Roadmap Service

- Identify target **scenario's** and architecture to leverage **simplification with S-Innovations**
- Understand different migration scenario's **best for your architecture**
- Help you to plan your **adoption of HANA** and benefit from **HANA Platform**

Adoption Road Map Service for S/4 HANA

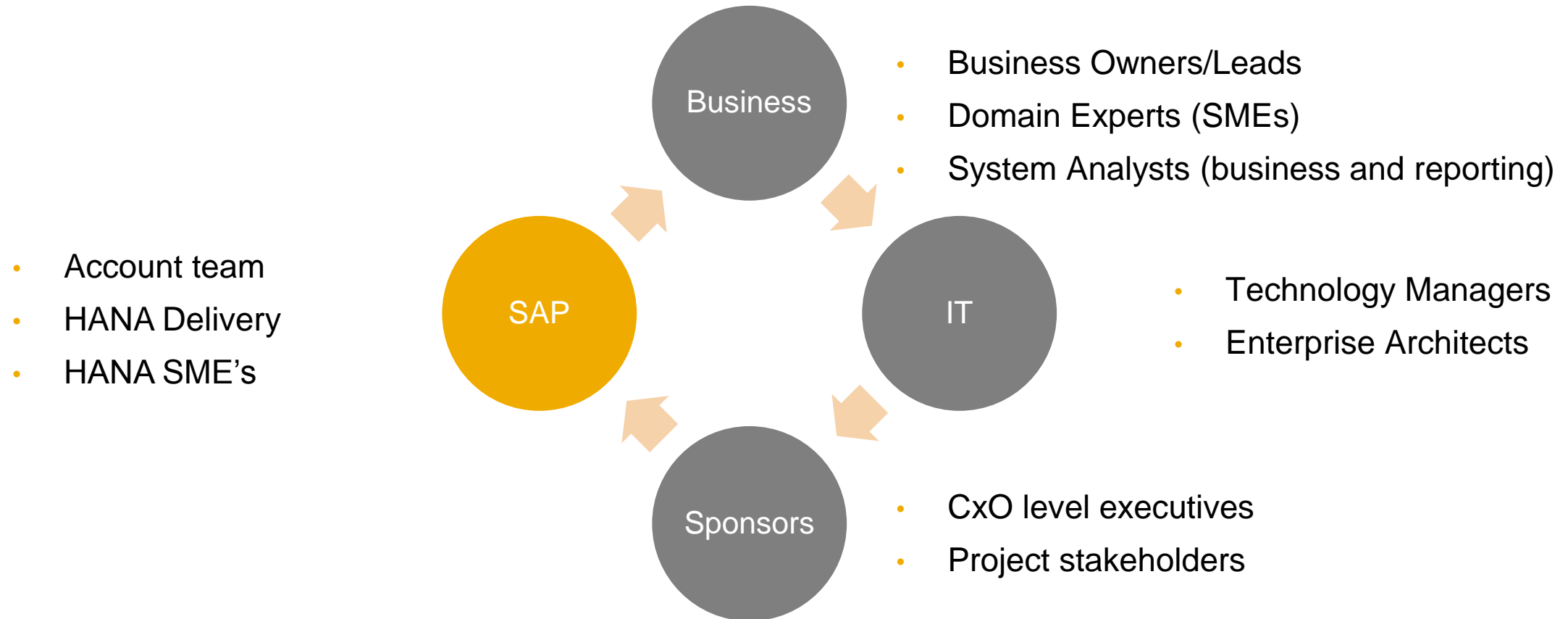
What does the process look like?



Customer-centric workshop

Adoption Road Map Service for SAP S/4 HANA

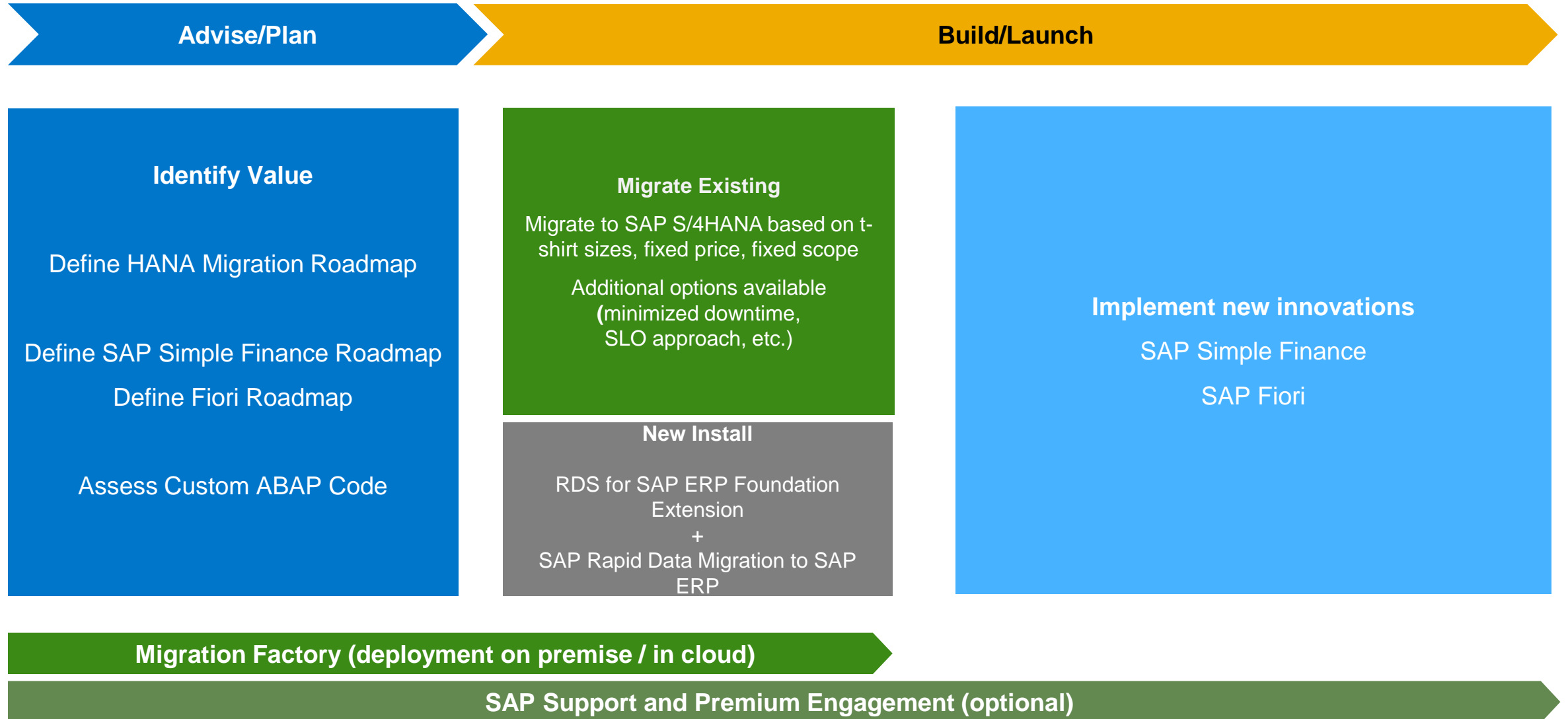
Who must participate in the workshop?



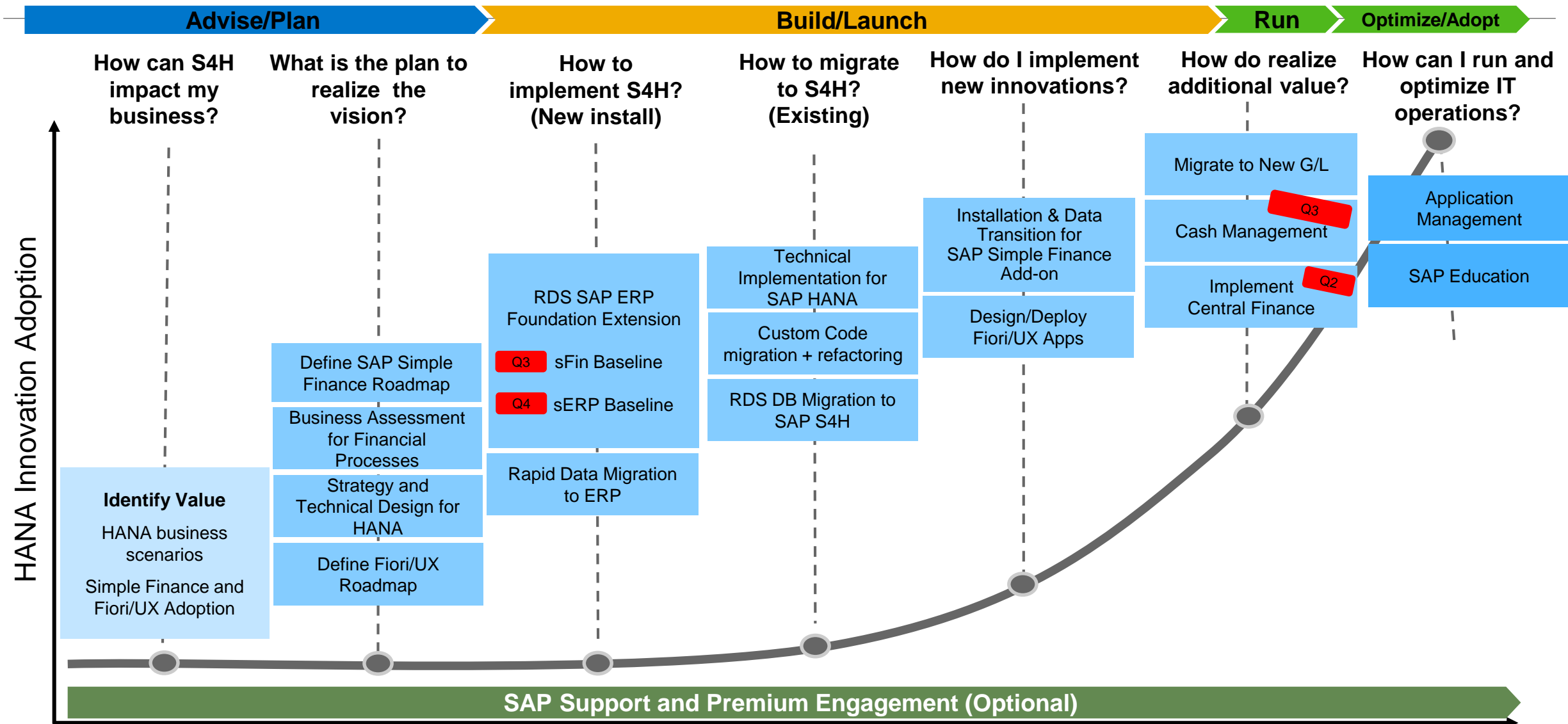
Customer-centric workshop

SAP S/4 HANA – Adoption Roadmap

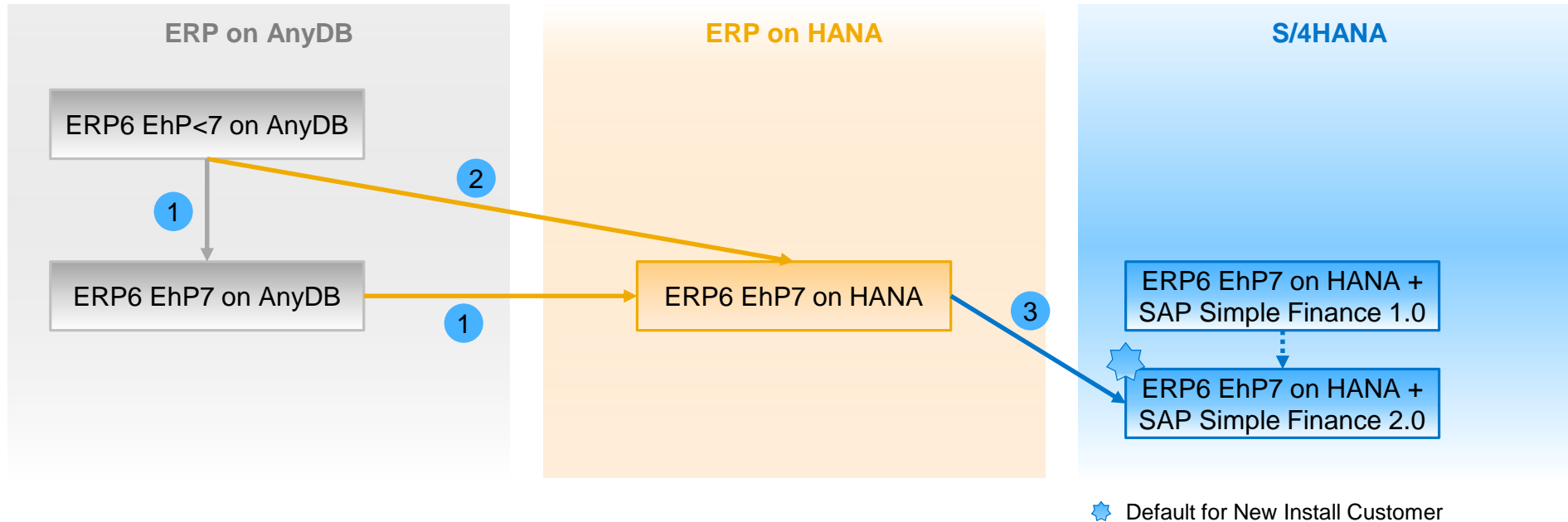
What are the components of the Roadmap?



SAP Field Services - Building Blocks for every stage



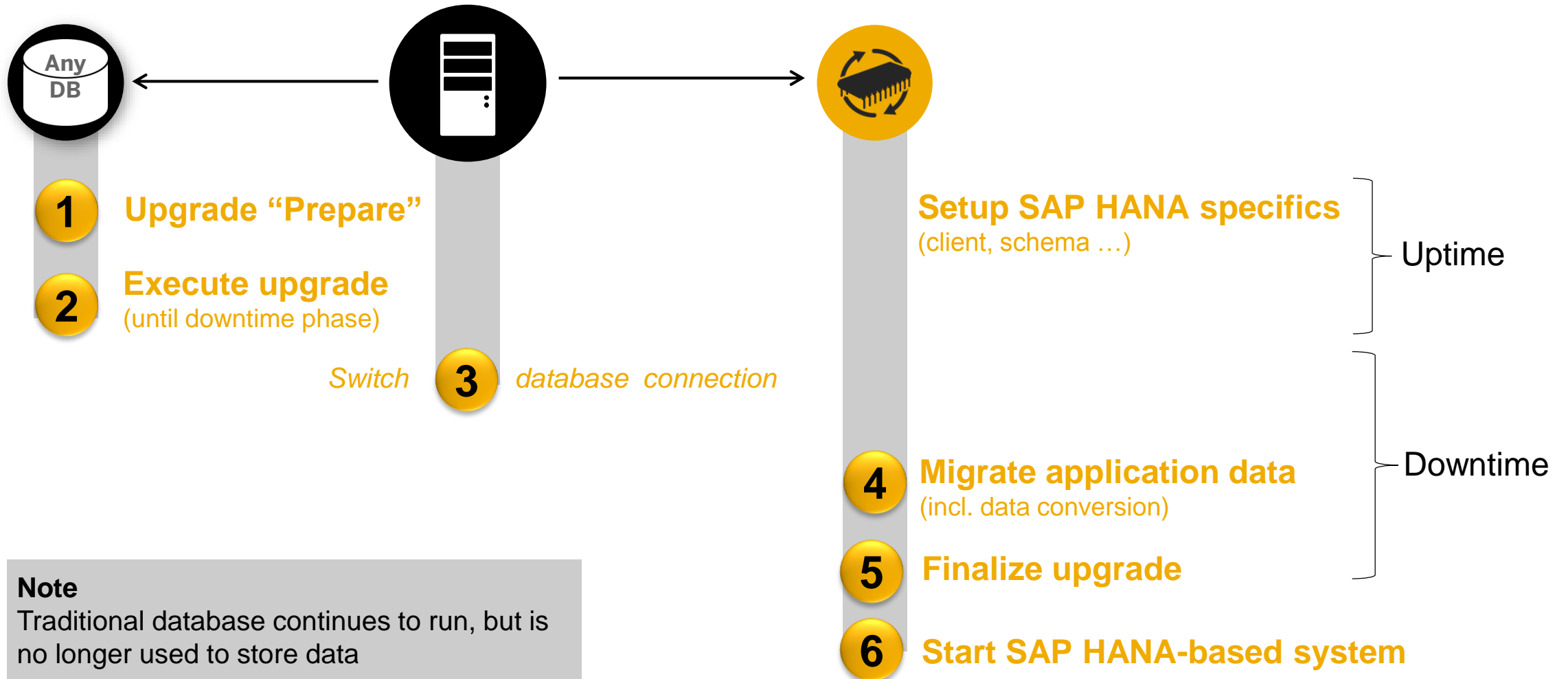
S/4 HANA On Premise Transition Options for ERP Customers



	What	Which Service is available
1	Upgrade and migration	RDS Migration of SAP BS to HANA using a two step approach for upgrade and migration
2	Upgrade and migration in one step	RDS Migration of SAP BS to HANA with a one step approach upgrade + migration (DMO)
3	Install the Financial Add-On	Installation and Data Transition of SAP Simple Finance Add-On

One-Step-Hana-Migration

Upgrade and migration with DMO of SUM – phases during procedure



SAP S/4 HANA – Migration Service Packages

To get you going fast and efficiently!

Go Live in
13-24
weeks!

Foundation Scenario

- ✓ Project Planning
- ✓ Installation of HANA
- ✓ DB Migration and EhP Upgrade to S/4HANA
- ✓ 4 migrations (DEV, QAS, PROD + 1 test migration)

Extended Scenario

Foundation +

- ✓ Platform Architect
- ✓ Architecture planning and approach (HA/DR Planning, backups, landscape details, etc.)
- ✓ Knowledge transfer
- ✓ Detailed migration planning
- ✓ Custom Code Assessment
- ✓ 5 migrations (DEV, QAS, PROD + 2 test migrations)

S DB size
< 1 TB

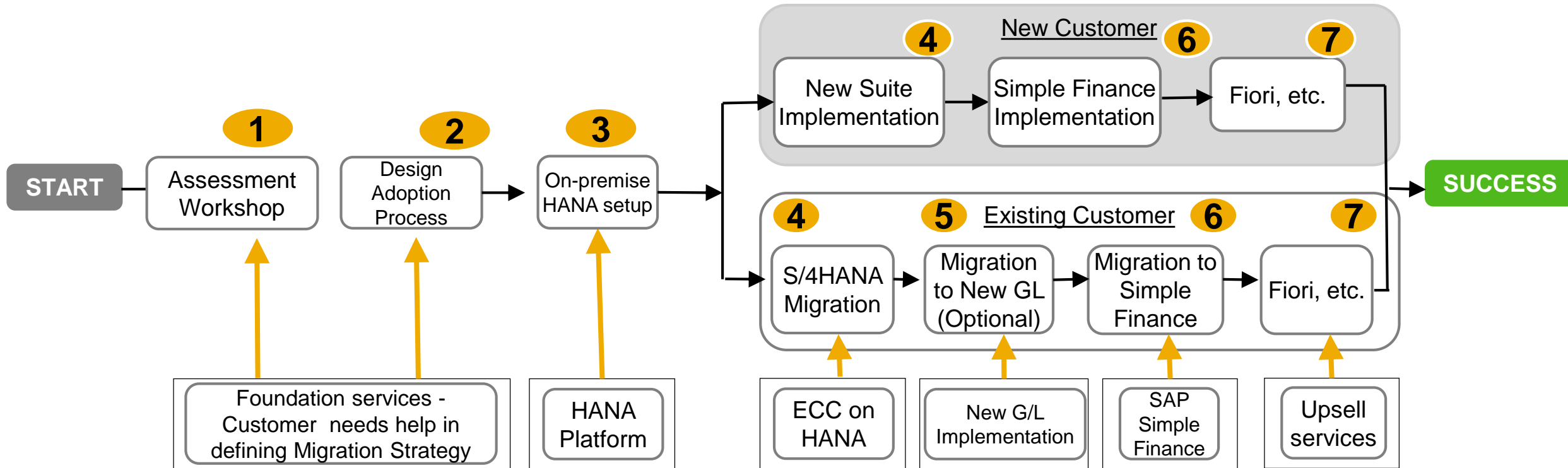
M DB size 1
– 3 TB

L DB size 3
– 5 TB

Installation and Data Transition
for SAP Accounting powered by
SAP HANA

Pricing provided as part of your HANA
assessment.

Simplified Accounting Adoption Roadmap



- Migration assessment by Finance SME's
- Use questionnaire for customer input and Design and set up Migration process

Why you should work with SAP Field Services for S/4 HANA?

Only we know the products best – access to SAP development

Expertise – Current & up-to-date skills

Innovation is SAP's corporate mandate

Factory Approach – we are more cost effective

Highest Levels of Customer Satisfaction & References

SAP Quality Assurance – make your project a success

Unique Services from SAP

(Data Management & SLO, DMO, NZDT, Cloud Services, CD for HANA, Exodus Services)

Innovative

Safe

● **FULL ACCOUNTABILITY FOR YOUR PROJECT!!!**

Pacific Drilling: Doubling Revenue and Driving Innovation with SAP ERP powered by SAP HANA



Company

Pacific Drilling S.A.

Headquarters

Houston, Texas

Industry

Oil and gas

Products and Services

Ultra-deep water drilling

Employees

1,200

Revenue

US\$638 million

Web Site

pacificdrilling.com

Partner

SAP Services organization

Hewlett-Packard Company

Deloitte

Capgemini S.A.



Objectives

- Managing IT across regions, including remote offshore drilling sites
- Moving from a reactive to proactive management style, with a focus on performance management
- Looking at doubling company size and revenue within the next five years

Technical Implementation

- Migrated the SAP ERP application to the SAP HANA platform in just 60 days
- Significantly reduced database size and data footprint
- Deployed SAP HANA Live for SAP ERP to enable real-time operational reporting

Key Benefits

- Real-time performance management and faster key processes for material requirements planning(MRP) and payroll
- New enterprise dashboard created for the CEO
- Innovation platform, accelerating time-to-value cycles and offering new possibilities like predictive maintenance
- Lower total cost of ownership with a single platform for transactions and analysis

“SAP has been critical to our success thus far, and SAP Business Suite applications powered by SAP HANA will be even more important to our success going forward as we move from a transactional-based business to a real-time, performance-driven business.”

Coy Wright, Vice President of IT, Pacific Drilling S.A.

2 months

To go live with SAP Business Suite powered by SAP HANA after the proof of concept

2x

Increase in fleet size over next 3 years

3 projects in 1

Upgrade of the SAP ERP application plus hardware replacement, and laying the foundation for business intelligence

One recent Customer Example:

Zurich Insurance Group: Testing and Validating the SAP HANA® Platform for Finance Transformation

Company

Zurich Insurance Group (Zurich)

Headquarters

Zurich

Industry

Insurance

Products and Services

General and Life insurance

Employees

55,000

Profit

US\$4.7 billion

Web Site

www.zurich.com

Objectives

- Drive a global finance transformation to align with strategic group priorities
- Deliver one common consolidated accounting system for all countries
- Enable highly integrated and standardized processes
- Accelerate key processes like financial close and reporting
- Roll out globally consistent accounting and operational procedures that comply with company standards

Resolution

- Implement a common SAP® software platform, chart of accounts, and reporting dimensions across the globe
- Test and validate the financials add-on for SAP Business Suite powered by SAP HANA®
- Simplify IT by removing data replications and redundancies

Benefits validated

- Ability to redesign finance processes to make them simpler and allow them to be completed on the fly
- Completed a prototype for accelerating financial close processes and reporting and to achieve greater granularity within reports
- Potential to use general ledger postings directly as one source of data for consolidation with no data replication or redundancy
- Removal of restrictions on data volume, enabling a one-client strategy
- Fast deployment of the add-on with limited effort

“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 (Zurich)

>50%

Faster runtime for foreign currency revaluation*

1,000x

Faster reporting (from 15 minutes to 1 second)*

>65%

Faster financial close processes*

4 hours

Saved on allocation runtime*

*Results of a validation project by Zurich.



Customer and Partner Adoption Figures show - SAP Business Suite powered by SAP HANA becomes mainstream

as of 2014

>1,330

SAP Business Suite powered
by SAP HANA customers

319+

Project Pipeline

Live customers in
37 countries
26 industries

171+ live
customers

113 ERP on HANA, 29 CRM
on HANA, 20 HANA Live, ...

~ 1500

partner apps from
Start-up Program

>70 apps
developed on top of
HANA

100,000

users on a single ERP on HANA system

0 Escalations

(Critical customers: Bayer, Deere, SAP)

UNIORG



JOSKIN



JOHN DEERE

SCHAIDT
INNOVATIONS

Pacific Drilling



The real fun of cycling

faurecia

U S H A

itelligence

KAESER
KOMPRESSOREN



McLaren
AUTOMOTIVE



Thank you & lets move to S/4 HANA!

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