

SAP Field Services

Start the journey with S/4 HANA

Sateesh Pasodi
April 2015



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](#)

SAP Field Services Approach – How to start thinking about HANA?

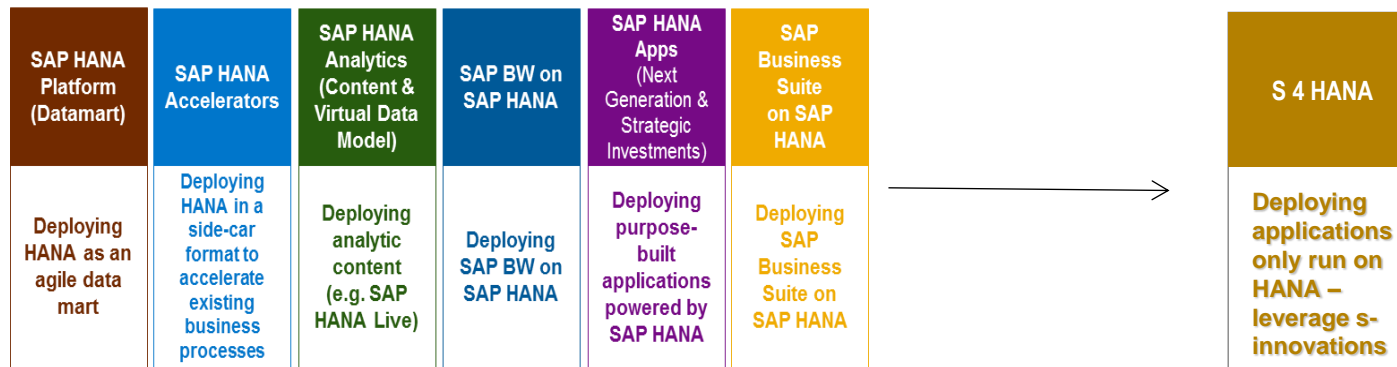
When evaluating your business needs,

(1) How can HANA **help my business**? (2) What **type of HANA solution** do I need to achieve this? (3) How should I plan my **deployment strategy**?

1 Value Opportunities in My Business

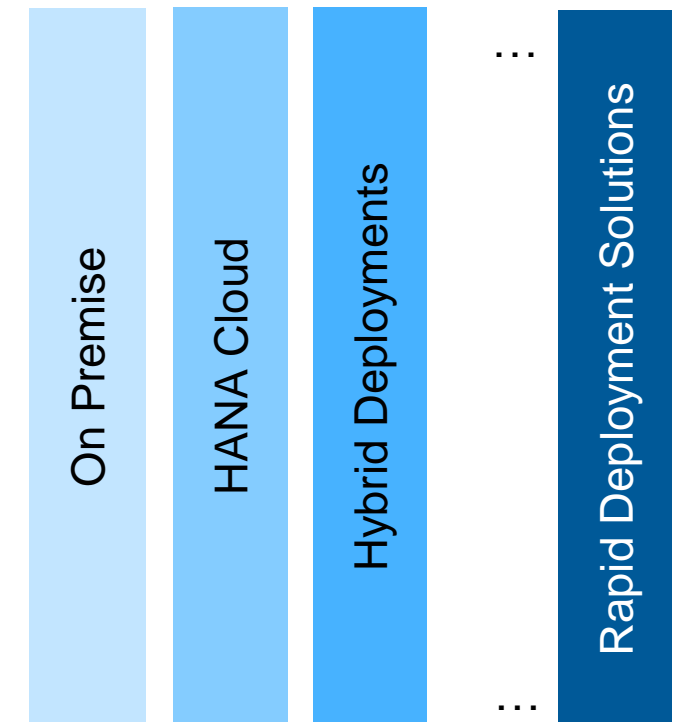


2 Map SAP HANA Solutions



.....Over 700+ Live/Go Live!

3 Deploy SAP HANA



Where you should start with SAP Field Services?

S/4 HANA Discovery Workshop (HANA NOW)

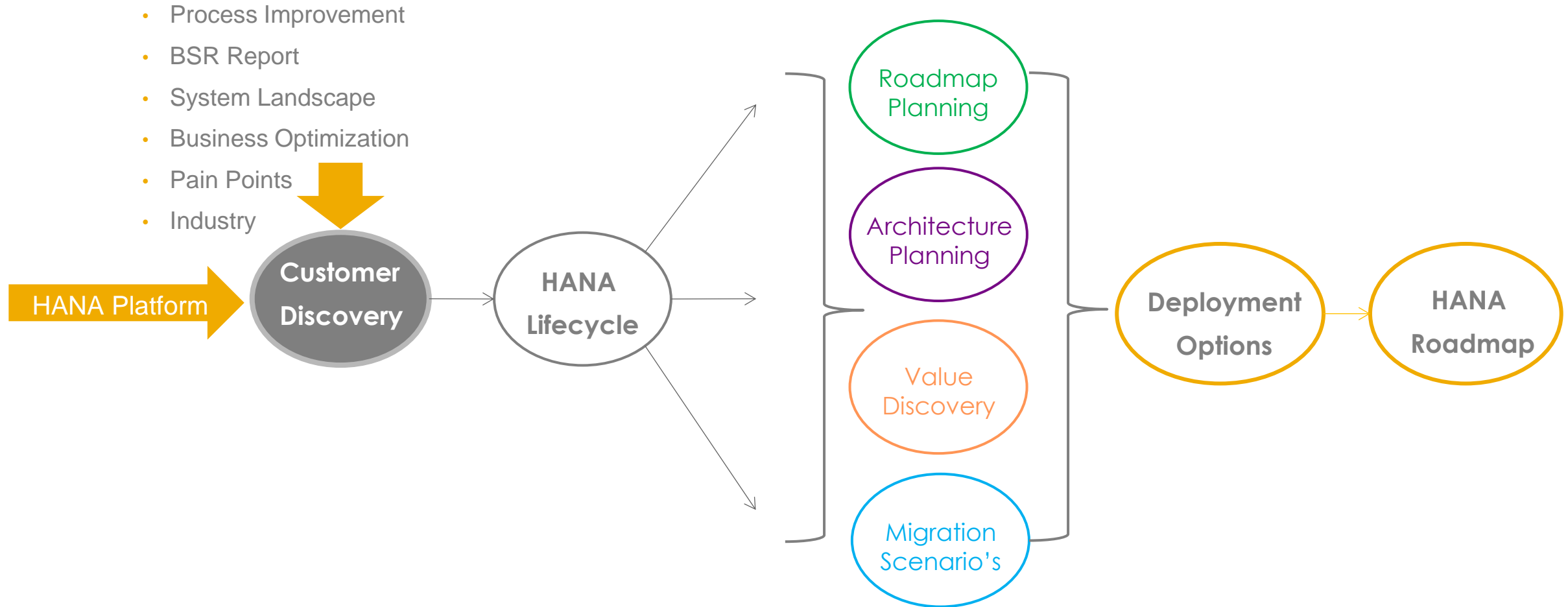
- Free 1 to 1.5 day innovation focused workshop
- Solution Focussed sessions
- Help you determine what you need to successfully deploy

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 innovations as your requirements develop

Adoption Road Map Service for S/4 HANA

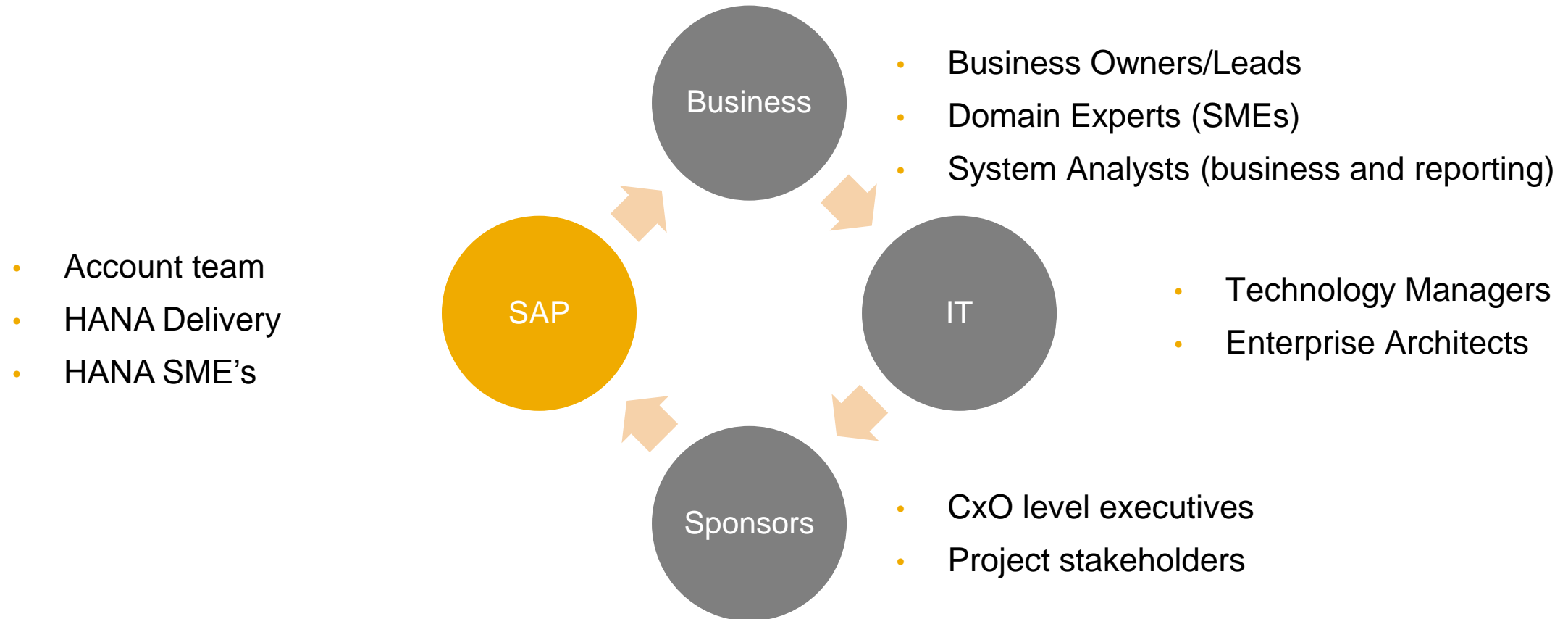
What does the process look like?



Customer-centric workshop

Adoption Road Map Service for SAP S/4 HANA

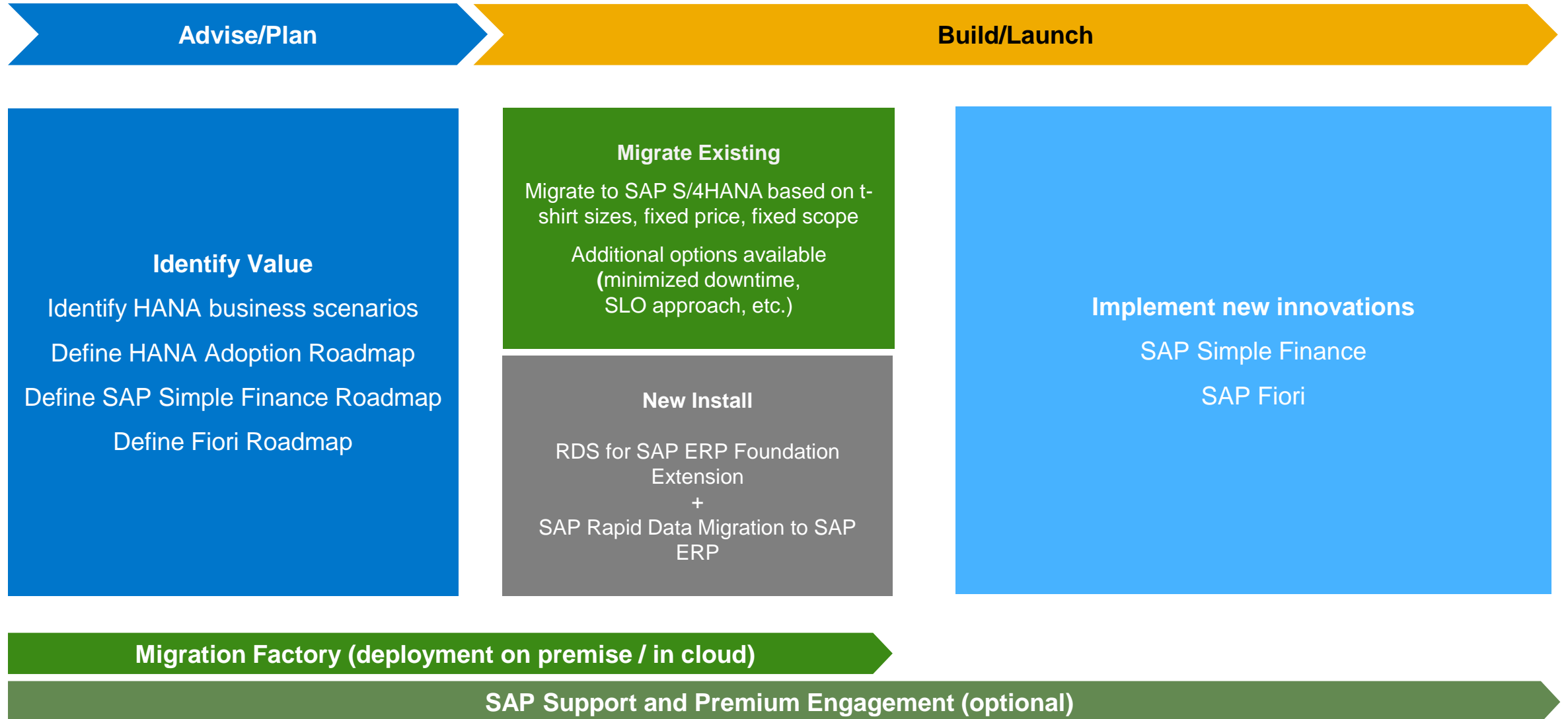
Who must participate in the workshop?



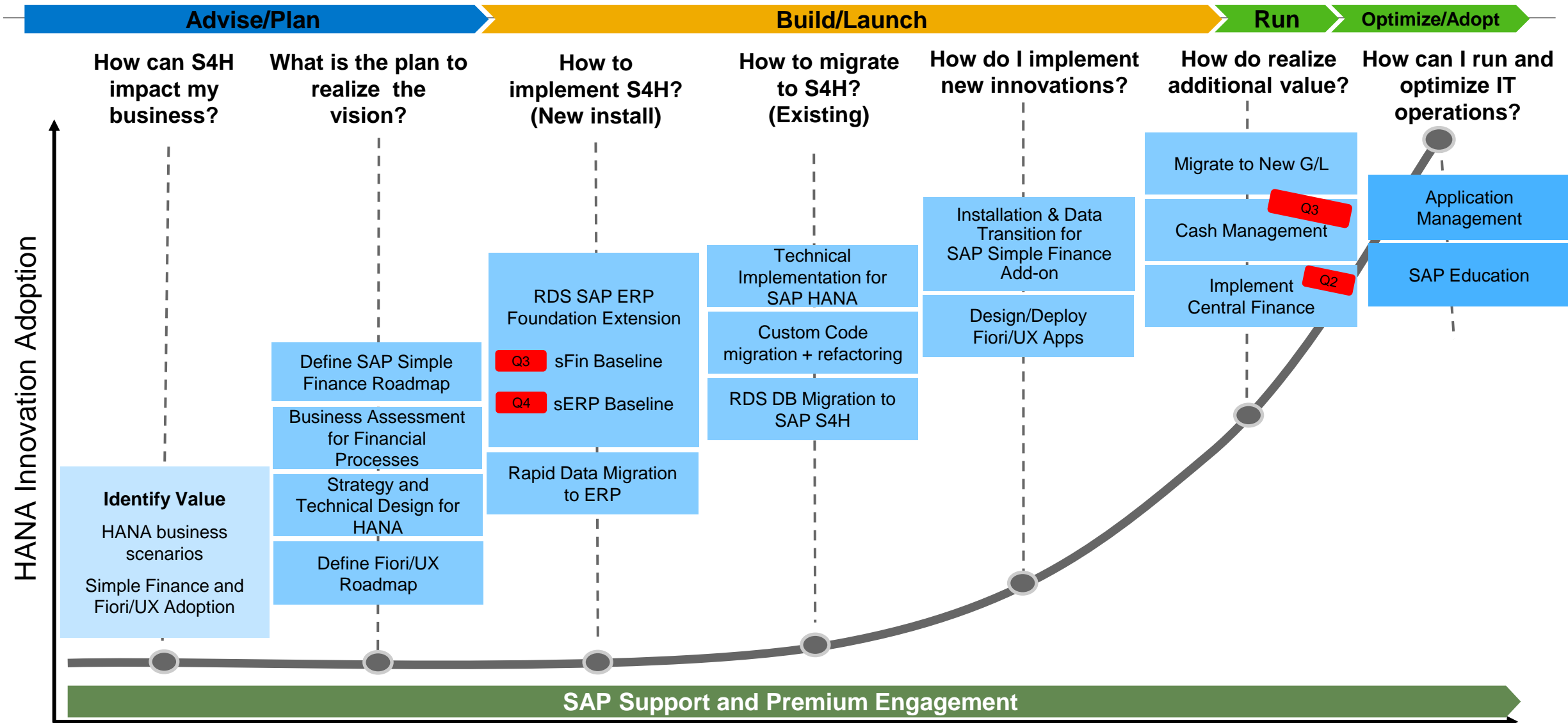
Customer-centric workshop

SAP S/4 HANA – Adoption Roadmap

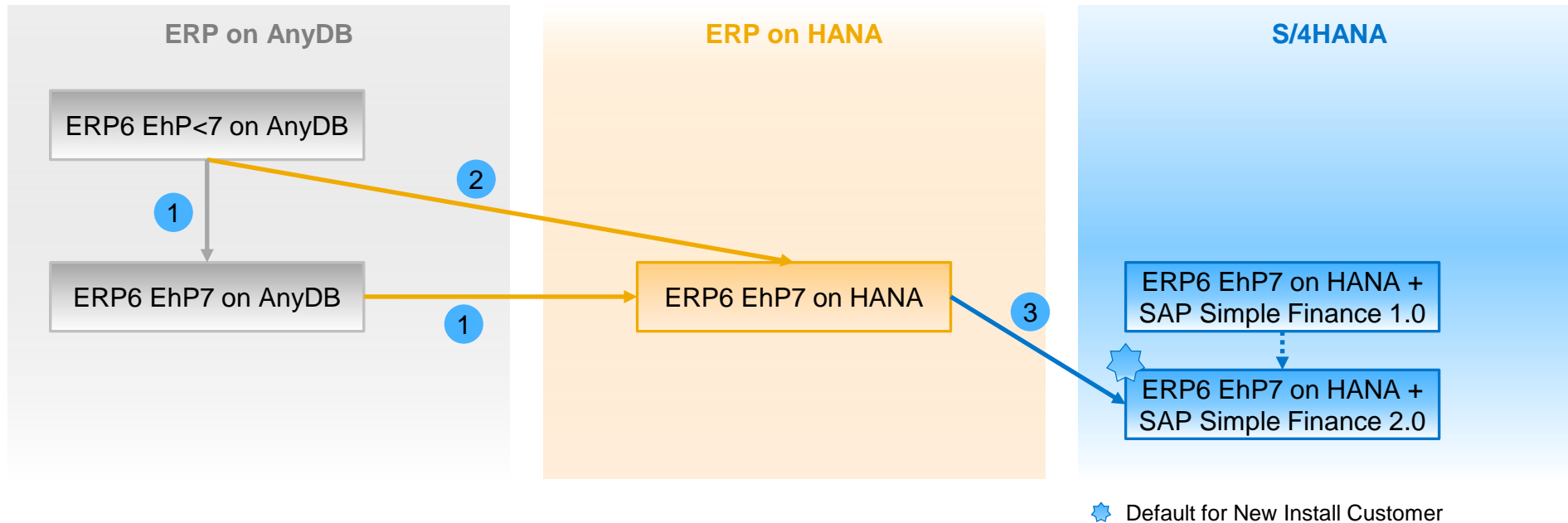
What are the components of the Roadmap?



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

S/4 HANA Migration - Scope & Approach (1/2)

Advise/Plan

Build/Launch

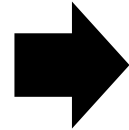
Value Identification

Scope

- ✓ Understand customer's business strategy, opportunities & requirements
- ✓ Identify business scenarios based on SAP S/4HANA, which address business strategy, opportunities & requirements
- ✓ Understand custom developed functions
- ✓ Create a high-level adoption roadmap which sequences the main activities (technical migration + implementation of business scenarios, e.g. for SAP Accounting powered by SAP HANA)

Assumptions

- ✓ Service will be provided onsite (1 – 3 days) by SAP with active participation from customer's business & IT



Migration Planning

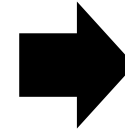


Scope

- ✓ Collect & evaluate technical KPIs of customers SAP ERP
- ✓ Run Custom Code Check
- ✓ For systems > SAP ECC 6.0x, Unicode
 - ✓ determine T-Shirt sizes S, M, L
- ✓ For systems < ECC 6.0 and T-Shirt "Custom"
 - ✓ Execute Planning assessment
 - ✓ Run effort estimation for a technical migration

Assumptions

- ✓ Service will be provided remotely by SAP (minor customer engagement required)
- ✓ Custom estimation and planning assessment required for more complex systems



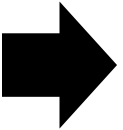
Technical Migration

Scope

- ✓ Project Planning
- ✓ Installation of HANA
- ✓ DB Migration and EhP Upgrade to S/4HANA
- ✓ Additional Scope options available for Custom Code Migration, Optimization and Refactoring, Downtime Minimized migration etc.

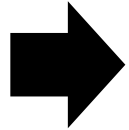
Assumptions

- ✓ For migration based on T-Shirt Sizes
 - ✓ 3 system landscape (DEV, QAS, PROD)
 - ✓ Only ABAP stack (no Java stack)
 - ✓ Systems starting at > ECC 6.0x
 - ✓ System is already on Unicode
 - ✓ Sizes: S < 1TB, M 1-3 TB, L 3-5 TB
 - ✓ No guaranteed Downtime window
- ✓ For other landscapes and systems < ECC 6.xx
 - ✓ Planning assessment has been executed
- ✓ Services will be provided remotely
- ✓ For code refactoring: Customer grants SAP usage rights for customer built code
- ✓ Typical project duration 12 - 40 weeks



S/4 HANA Migration - Scope & Approach (2/2)

Build/Launch



Business Scenario(s) Implementation



Scope

Migration to Simple Finance

- ✓ Customers moving to SAP Accounting powered by SAP HANA get a fully functional system including installation and data migration along with appropriate system checks to ensure readiness.

Additional Packages

- ✓ Deploy SAP Fiori
- ✓ Cash Management
- ✓ Migration to New G/L
- ✓ Custom specific Enhancements

Approach

- ✓ Project effort and cost estimation for implementing a specific business scenario will be done on case-by-case, and based on the results of the Value Identification workshop.
- ✓ The implementation can start as soon as the technical migration to SAP S/4HANA has finished.

SAP S/4 HANA – Migration Service Packages

To get you going fast and cost effectively!

For the required EhP Upgrade and migration of the database, the following packages are available with T-Shirt sized fix prices available.

This applies for customers with ECC < 6.xx.

For customers with ECC < 6, Migration factory will provide pricing for upgrade and migration after an initial assessment.

Assumptions

- ✓ 3 system landscape (DEV,QAS,PROD)
- ✓ starting at > ECC 6.xxx
- ✓ System is already on Unicode
- ✓ Only ABAP stack (no Java stack)
- ✓ Available T-Shirt Sizes
S < 1TB, M 1-3 TB, L 3-5 TB
- ✓ No guaranteed Downtime window

Excluded from SAP's scope

- Integration & User Acceptance Testing
- System copies, OS installation/patches

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
- ✓ Point of contact for the migration
- ✓ Custom Code Assessment
- ✓ 5 migrations (DEV, QAS, PROD + 2 test migrations)
- ✓ Correction of up to 100 custom code errors

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.

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

Only we know the products best – access to SAP development

Senior Experience – 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!!!**