



Deploy SAP S/4HANA Cloud, private edition with **SAP Activate**

SAP Activate
April 17th, 2023

PUBLIC

Agenda

- ❑ **SAP Activate Methodology Introduction**
- ❑ Day in life during new implementation
 - ❑ Cloud mindset
 - ❑ Governance
 - ❑ Fit-to-standard
 - ❑ Playbook for remote fit-to-standard and cutover
 - ❑ From delta requirements to realization and testing
 - ❑ What does it mean to run Agile
 - ❑ Playbook for remove cutover
- ❑ Lessons Learned



Jan Musil
Chief Product Owner, SAP Activate

SAP Activate Implementation Approach

Mindset Shift

Traditional ERP

“Design to blueprint”

- Consultative approach
- Waterfall project methodology
- Customized solution
- Development, not configuration
- Historically been time consuming and costly



Transformative

“Fit-to-standard”

- Business **owns** the solution
- Lead with ‘**standard**’, best practices
- **Agile, Modular, Scalable**
- Rapid, **repeatable** delivery steps
- **Accelerators**: tools, templates, and content
- **Quicker ROI**

SAP Activate

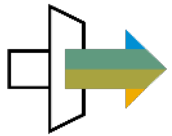
Introduction

Launch quickly and efficiently,
standardized for integration

Self-service to expand capabilities when,
where, and how you choose

Business-Driven Innovation with SAP Activate

Self-service configuration through a clear deployment methodology of solution-specific practices, in a standardized environment



Business Processes
Delivered
Ready to Run



Clear Methodology for
Adoption and
Extensibility



Apps for Adoption
and Extensibility



Speed of Innovation



Greater Productivity



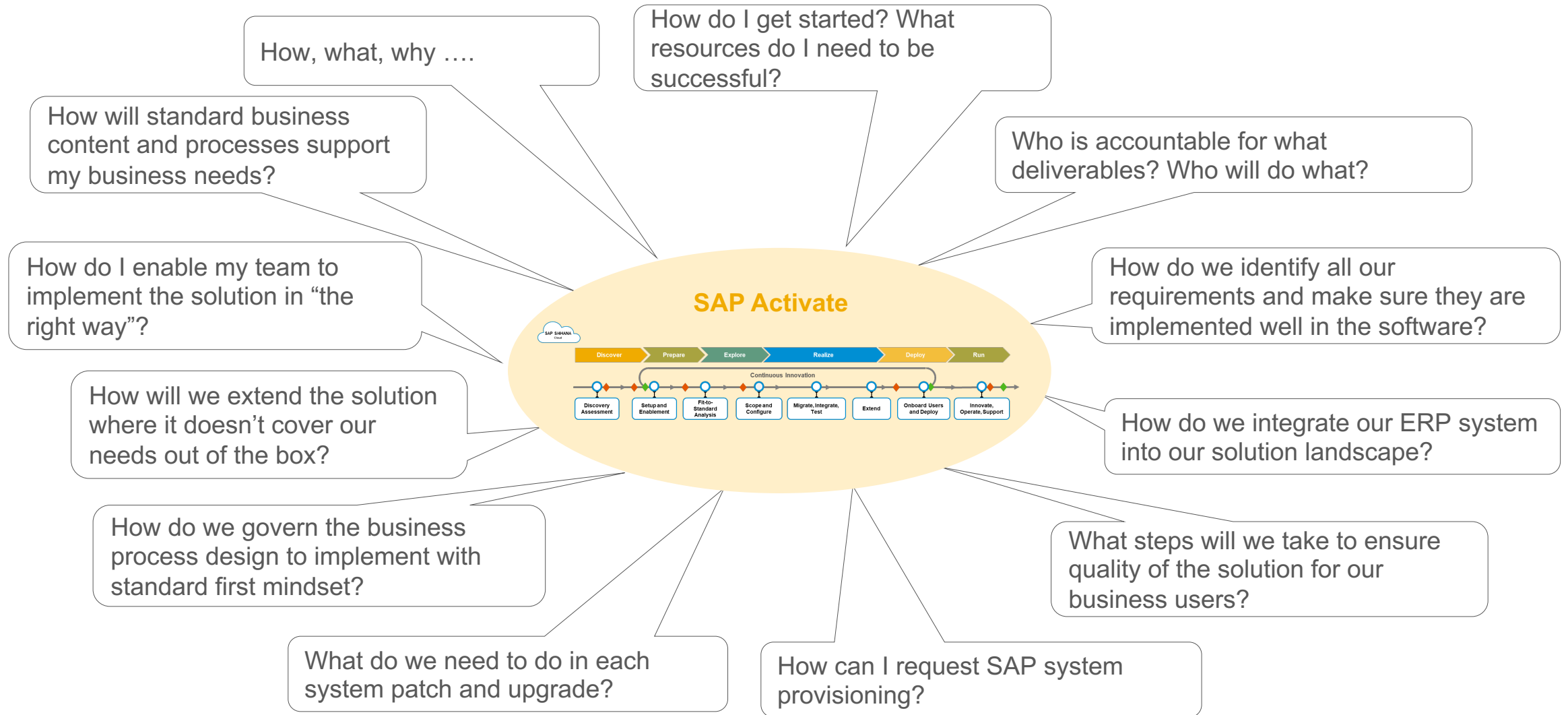
Growth & Scalability



Business Impact

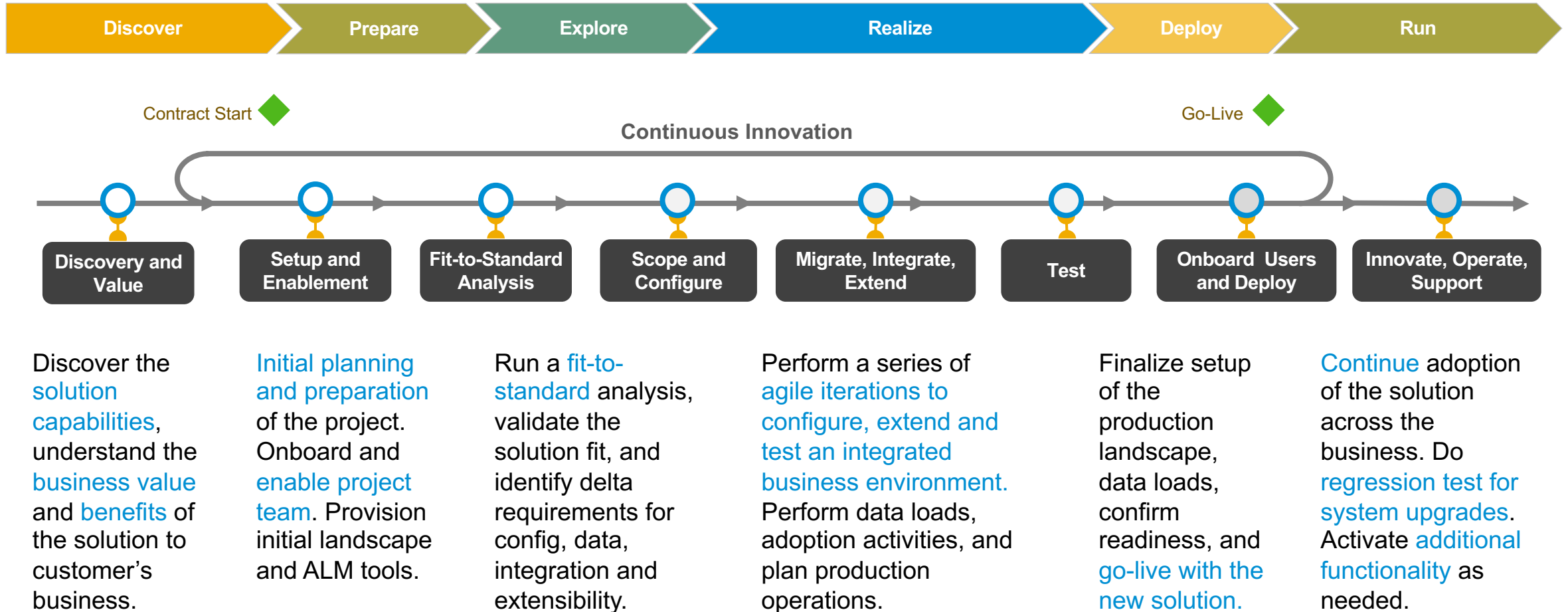
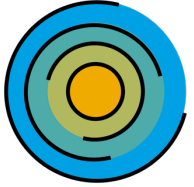
Program team members have questions about deployment of SAP S/4HANA

SAP Activate guides program team along the journey



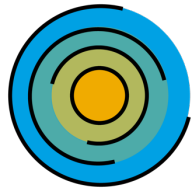
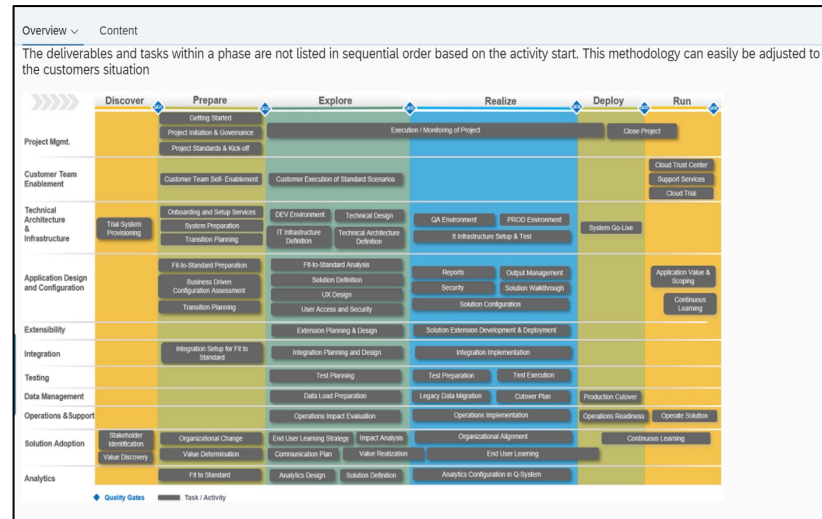
Example: Deploy SAP S/4HANA Cloud with SAP Activate

Journey overview and key milestones



Enablers for Your Digital Transformation

SAP Activate Tools and Community

SAP Activate Community

- Engage SAP Activate experts
- Ask questions and collaborate
- Stay up to date
- Follow the community at <https://community.sap.com/topics/activate>

SAP Roadmap Viewer

- Access implementation guidance for your digital transformation
- View and download SAP Activate methodology assets and accelerators
- Provide feedback to the Activate team
- <https://go.support.sap.com/roadmapviewer/#>

SAP Best Practices Explorer

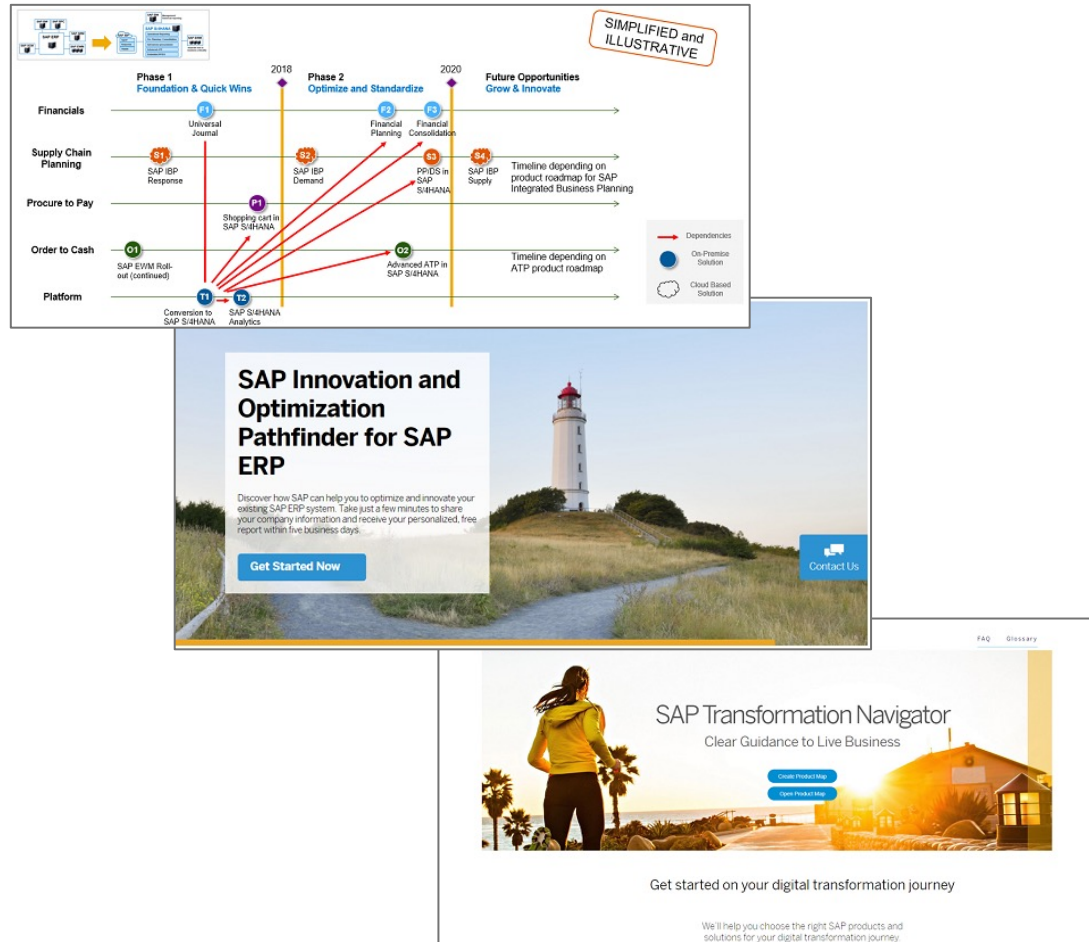
- Access and download SAP Best Practices content
- Power your project with ready-to-run processes
- <https://rapid.sap.com/bp/>

Agenda

- ❑ SAP Activate Methodology Introduction
- ❑ **Day in life during new implementation**
 - ❑ Cloud mindset
 - ❑ Governance
 - ❑ Fit-to-standard
 - ❑ Playbook for remote fit-to-standard and cutover
 - ❑ From delta requirements to realization and testing
 - ❑ What does it mean to run Agile
 - ❑ Playbook for remove cutover
- ❑ Lessons Learned and Resources

Discover

Innovation Strategy and Transition Roadmap



Align your transition plan with your organization's strategic goals

Consider various aspects of your transition:

- Value
- Business Architecture
- Application and Platform Architecture
- Innovation Plans
- Technology Roadmap
- Transition Plan

Prepare

Key activities

System Access

Receive and the access the cloud systems after proper communication completed to achieve the provisioning of the SAP solution

1. Receive system and set up users

Project Team Enablement and Project Planning

Enable the project team of the different elements of the SAP solution including SAP Activate methodology. Create project plan

1. Attend the RISE with SAP onboarding sessions
2. Create project schedule and budget
3. Enable the project team
4. Define the UI / UX strategy



Fit-to-Standard Workshops Preparation

Get prepared to deliver fit-to-standard workshops as part of the Explore phase

1. Prepare and schedule workshops
2. Prepare fit-to-standard system including the activation of SAP Fiori

Quality Gate

Ensure compliance, project management and deliverables followed methodology and best practices to ensure quality

1. Check all completed deliverables ensuring success criteria fulfillment
2. Validate open risks and issues, agree on action items

Prepare

Example of Governance Structure

Level 1 Executive Sponsorship

- Business expectation alignment
- Alignment on strategic objectives
- Account partnering and sponsorship

Executive Alignment

Customer Executive
Sponsor

SAP Executive
Sponsor

Level 2. Enterprise Governance

- Business priorities, goals and objectives
- Decision rights and decisions criteria
- Ownership: change, process & data
- Economic justification and funding prioritization

Global Steering Committee

Customer Program
Sponsor

SAP Services
Leadership

Global Process
Owners

SAP
Regional Leadership

Level 3. Program Governance

- Process strategy development
- Business standardization & best practice adoption
- Prioritization criteria and deployment options
- IT requirements and dependencies
- Communication

Program Management Office

Customer Program
Manager

SAP Delivery Executive

SAP Development
Project Managers

Customer Project
Manager

SAP Project Manager

Level 4. Operational Governance

- Business process design
- On-going governance of data and process
- Operational staffing, planning and execution
- "On time, On Budget, On Value" monitoring
- Users training and program support, OCM, Value realization

Project Workstreams

Core Finance

Customer

SAP

Plan to Product

Customer

SAP

Human Resources

Customer

SAP

Order to Cash

Customer

SAP

Request to Service

Customer

SAP

Technical / Integration/ Security

Customer

SAP

Data Migration

Customer

SAP

Procure to Pay

Customer

SAP

SAP ECOSYSTEM

Stakeholder Management, Organizational Change Management, Training

Industry Competency Hub

Business Transformation Consulting

SAP Support

Responsibility

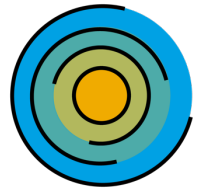
Customer

SAP

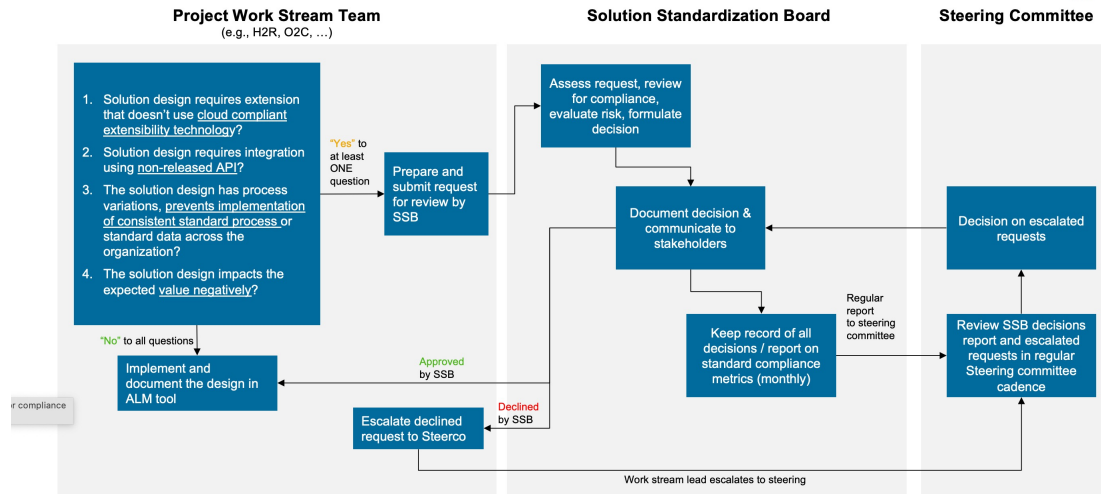
Shared

Prepare: SAP Activate Resources

Golden Rules and Solution Standardization Board



SSB Design Review Process for compliance with Golden Rules



- Provide guidance for the setup and execution of Solution Standardization Board (SSB)
- Act as a body overseeing the compliance with Five Golden Rules
- Approval of developments and modifications deviating from these rules
- [Link to the Solution Standardization Board](#)

Golden Rules for Implementing SAP S/4HANA with a Cloud Mindset



1. Foster cloud mindset by adhering to **Fit-to-Standard** and **Agile Deployment** detailed in [SAP Activate](#)
 - Leverage SAP standard processes where possible
 - Deploy your solution incrementally with short releases and sprints
2. Use **pre-configured solutions** with predefined processes and utilize **SAP Fiori UX**
 - [SAP Best Practices](#)
 - [SAP Enterprise Management Layer](#) ("K")
 - Partner templates ("K")
3. Use **modern integration technologies**
 - Use [SAP Business Technology Platform \(SAP BTP\)](#) functionality for Integration
 - Use [SAP API Business Hub](#)
4. Use **modern extensions technologies**
 - Follow guidance from [Extend SAP S/4HANA in the cloud and on premise with ABAP based extensions](#) – (A) Extend solution using released remote or local SAP APIs; (B) Extend SAP objects only via predefined extension points; and (C) Leverage cloud-enabled and released technologies.
 - Retire custom ABAP extensions that you no longer need and renovate existing custom ABAP extension using cloud extension techniques
5. Ensure **transparency** on deviations from these Golden Rules
 - Any deviation has to be clearly documented as part of the implementation process; this will help the customer replace these with standard capabilities if they are offered in the future
 - Use standard capabilities of [SAP Application Lifecycle Management](#) tools to document the solution

Customers that adhere to these rules realized following benefits:

- Faster time to value
- Lower cost of initial deployment and on-going cost of running the solution
- Ability to absorb innovation delivered by SAP at a faster rate
- Lower risk during the deployment of the solution
- Higher flexibility and lower reliance on one system integrator
- Deployment of future-proof solution utilizing modern technologies

- Foster cloud mindset by adhering to Fit-to-standard and Agile Deployment detailed in SAP Activate
- Use pre-configured solutions with predefined processes and leverage SAP Fiori UX
- Ensure use of modern Integration and Extensions technologies
- Ensure transparency on deviations
- [Link to the Implementing SAP S/4HANA with a Cloud Mindset](#)

Explore

Key activities

Fit-to-Standard Workshops

Demonstrate and discuss the pre-configured processes leveraged by SAP Best Practices to identify delta requirements.

1. Demonstrate business processes based on SAP Best Practices
2. Confirm to-be business processes
3. Identify master data, organizational, and delta requirements



Release & Sprint Planning

Establish project management, tracking, and reporting for value delivery

1. Requirement backlog
2. Release plan: overall functionality to be deployed to end users
3. Sprint plan: time-boxed period to build and unit test the new capabilities

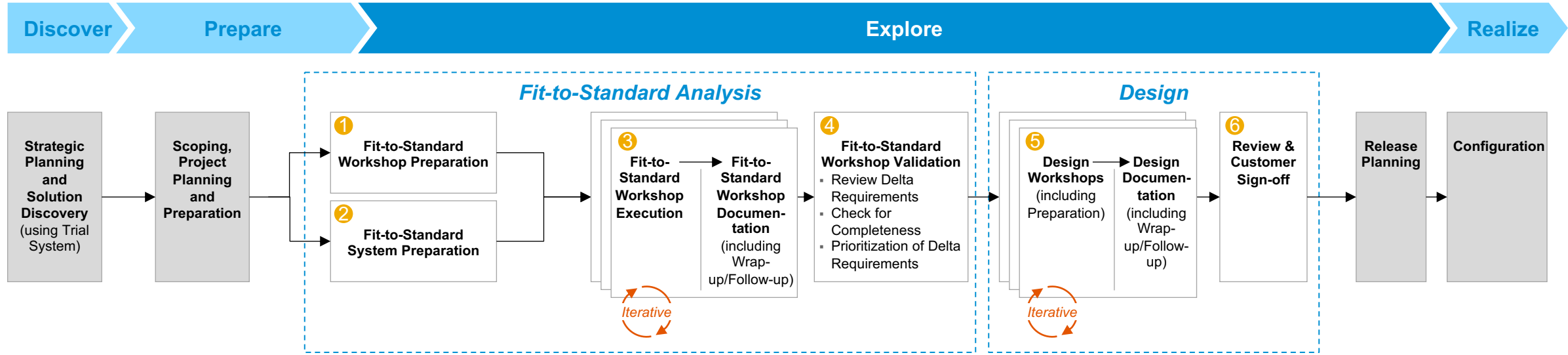
Quality Gate

Ensure compliance, project management and deliverables followed methodology and best practices to ensure quality

1. Check all completed deliverables ensuring success criteria fulfillment
2. Validate open risks and issues, agree on action items

Explore

Conduct fit-to-standard instead of Blueprinting



Remarks:

1

- Planning the fit-to-standard workshops (content, presenter, participants, time, location etc.)
- Testing the relevant processes in the preconfigured system
- Define tools and templates
- Solution training/self enablement for workshop participants, if required

2

- Pre-configured system: system based on pre-delivered business processes or with SAP Best Practices
- Adding additional sample data if needed
- Extending system by selected customer-specific processes

3

- Process review, system demo and discussion of delta requirements
- Workshop documentation and (extensive) follow-up activities done after workshops**

4

- Reviewing all backlog items (delta requirements) and checking for completeness
- Double check backlog for missing delta requirements
- Prioritization according to agreed criteria (e.g. business value, criticality)
- Decide which requirements needs to be discussed in a design workshop

5

- Design workshops/solution design documentation required for configuration and extensions (e.g. WRICEF objects)
- Design documents and functional specification to be written after workshops**

6

- Updating backlog with information from design workshops
- Review of functional design documents/specification
- Acceptance procedure with customer sign-off



Golden Rules for Implementing SAP S/4HANA with a Cloud Mindset

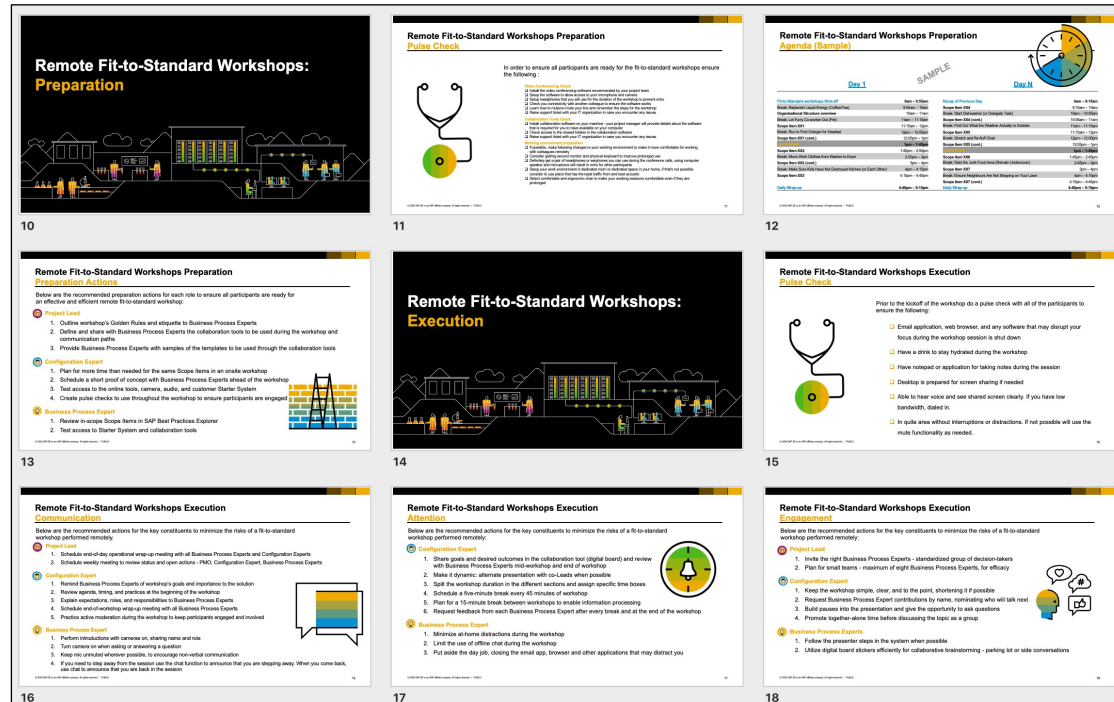
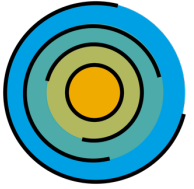
1. Foster cloud mindset by adhering to **Fit-to-Standard** and **Agile Deployment** detailed in [SAP Activate](#)
 - Leverage SAP standard processes where possible
 - Deploy your solution incrementally with short releases and sprints
2. Use **pre-configured solutions** with predefined processes and utilize **SAP Fiori UX**
 - [SAP Best Practices](#)
 - [SAP Enterprise Management Layer](#) ^(*)^(**)
 - Partner templates ^(*)^(**)
3. Use **modern integration technologies**
 - Use [SAP Business Technology Platform \(SAP BTP\)](#) functionality for Integration
 - Use [SAP API Business Hub](#)
4. Use **modern extensions technologies**
 - Follow guidance from [Extend SAP S/4HANA in the cloud and on premise with ABAP based extensions](#) – (A) Extend solution using released remote or local SAP APIs; (B) Extend SAP objects only via predefined extension points; and (C) Leverage cloud-enabled and released technologies.
 - Retire custom ABAP extensions that you no longer need and renovate existing custom ABAP extension using cloud extension techniques
5. Ensure **transparency** on deviations from these Golden Rules
 - Any deviation has to be clearly documented as part of the implementation process; this will help the customer replace these with standard capabilities if they are offered in the future
 - Use standard capabilities of [SAP Application Lifecycle Management](#) tools to document the solution

Customers that adhere to these rules realized following benefits:

- Faster time to value
- Lower cost of initial deployment and on-going cost of running the solution
- Ability to absorb innovation delivered by SAP at a faster rate
- Lower risk during the deployment of the solution
- Higher flexibility and lower reliance on one system integrator
- Deployment of future-proof solution utilizing modern technologies

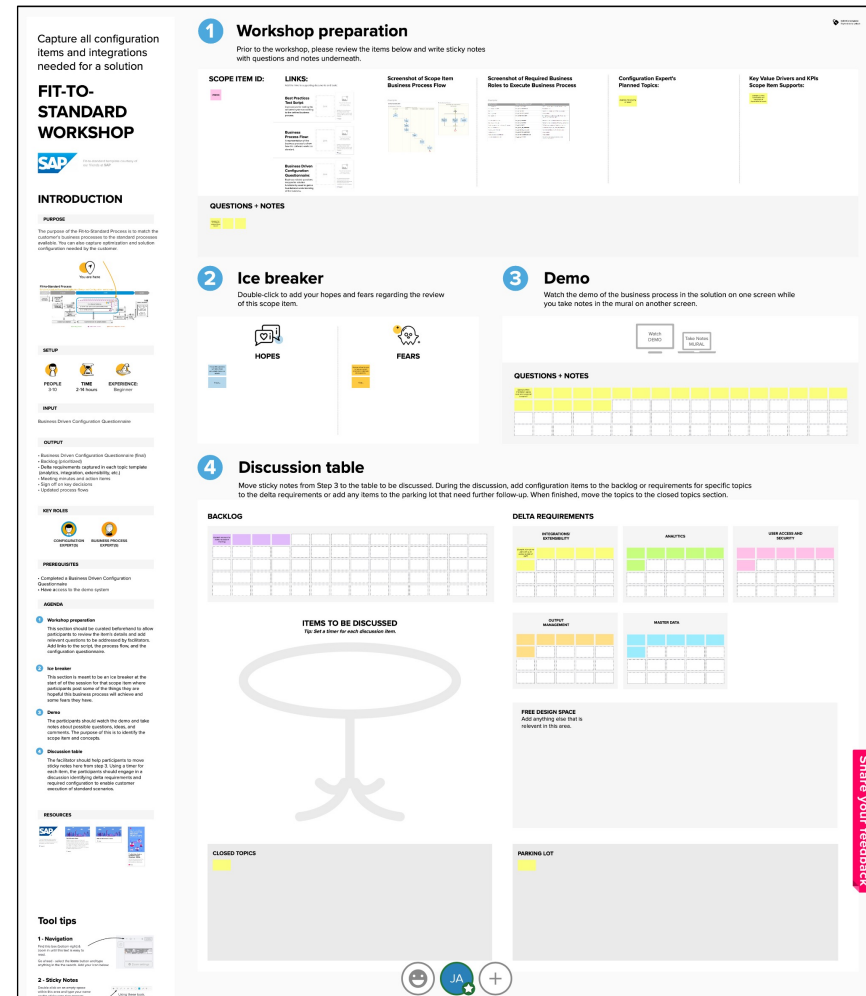
Explore: SAP Activate Resources

Playbook for remote and hybrid fit-to-standard workshops



Plan, prepare, run the fit-to-standard workshops in remote or hybrid setup using virtual collaboration tools to facilitate the workshops and capture the workshop outcomes.

Access **Remote Fit-to-standard** [playbook here](#) and **Mural** [template](#) for hybrid or remote execution of fit-to-standard workshops [here](#).



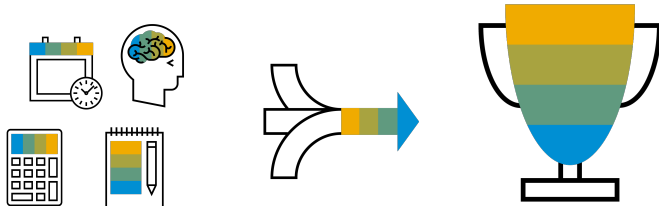
Realize

Key activities

Build & Test - Sprints

Incrementally build and test based on the requirements identified in the Explore phase and captured in the backlog

1. Show & Tell: demonstrate business processes based requirement backlog
2. Unit testing from customer at the end of sprint to confirm MVP
3. Adjust and fix if required, based on unit testing outcomes



Testing Cycles

Perform the System Integration Testing and User Acceptance Testing

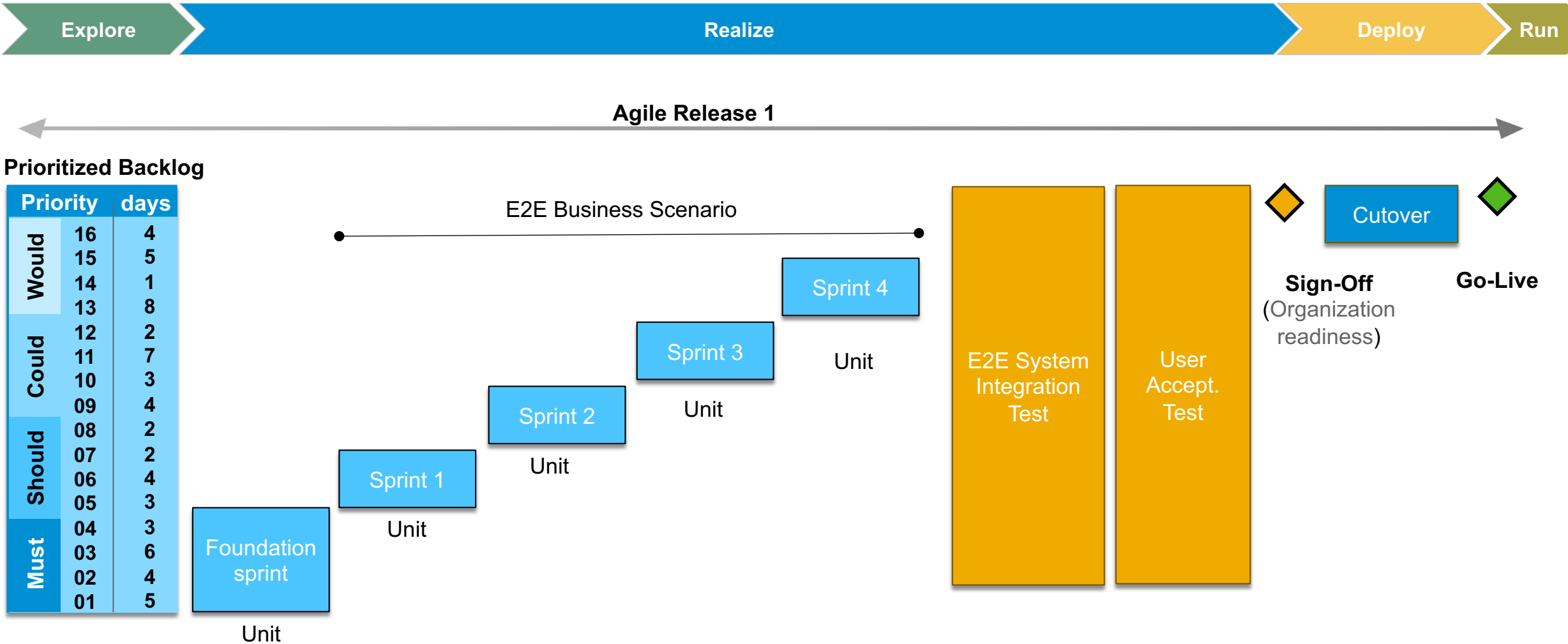
1. E2E SIT: Testing cycle performed by project members in which you test business processes and integrations
2. UAT: Testing cycle performed by business to confirm solution is working as expected

Cutover planning

Ensure successful build and transition to production system

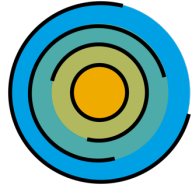
1. Start working on the step by step plan to transition to production system
2. Involvement of project team and business to ensure all activities are contemplated

Realize: Example of Agile Solution Build, Test and Release in SAP Activate



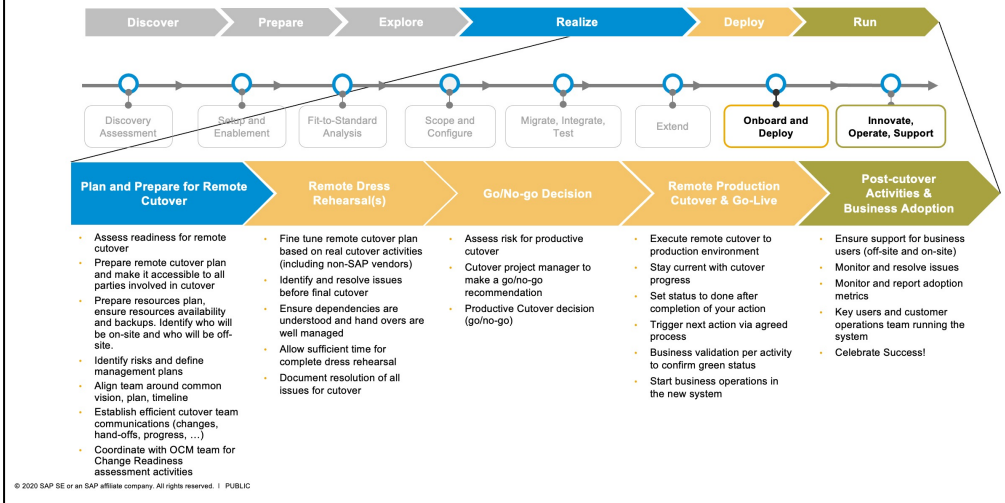
Deploy: SAP Activate Resources

Playbook for Remote or Hybrid Cutover



Remote Cutover Overview

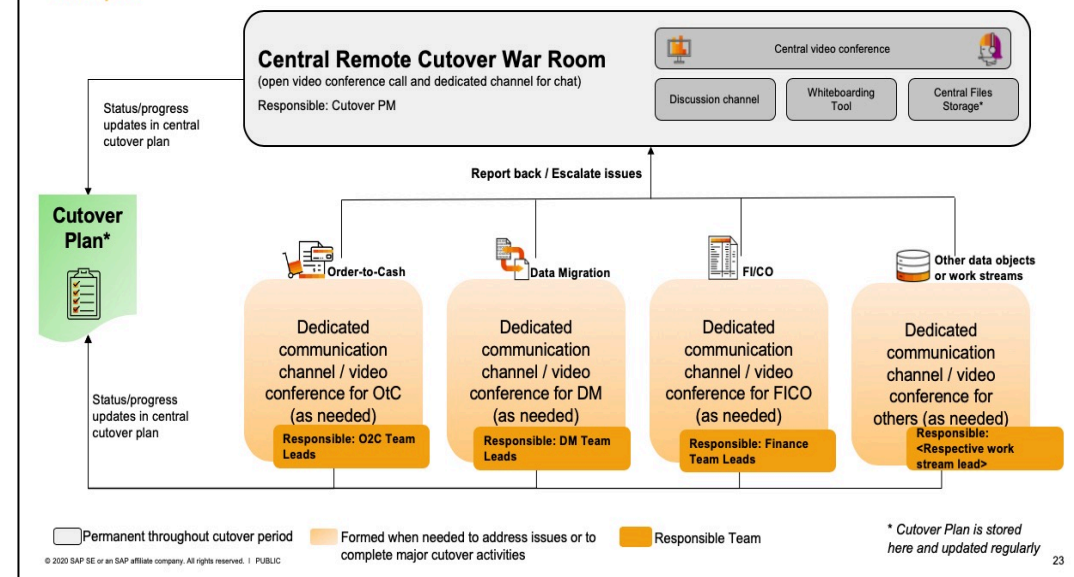
Alignment to SAP Activate Phases



Plan, prepare, execute cutover simulation and final cutover on fully remote or hybrid setup as needed by the program.

Coordination between cutover teams through central virtual war room

Example



Access [Remote Cutover Playbook](#) blog post [here](#)

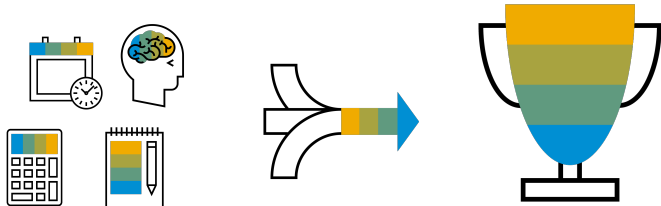
Run

Key activities

Value generation and continuous learning

Ensure operations and system is stable to start creating value and empowering users.

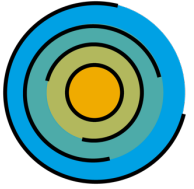
1. Run the solution
2. Business operation monitoring
3. Continuous learning
4. Upgrade at your pace



Agenda

- ❑ SAP Activate Methodology Introduction
- ❑ Day in life during new implementation
 - ❑ Cloud mindset
 - ❑ Governance
 - ❑ Fit-to-standard
 - ❑ Playbook for remote fit-to-standard and cutover
 - ❑ From delta requirements to realization and testing
 - ❑ What does it mean to run Agile
 - ❑ Playbook for remove cutover
- ❑ **Lessons Learned and Resources**

Success factors for your implementation project enabled through **SAP Activate**



Embrace the SAP Activate with agile principles

Live the fit-to-standard mindset

Start with data cleansing and migration early

Focus on organizational change management

Leverage Cloud ALM powered by SAP Activate and Best Practices

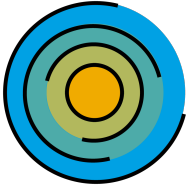
Use the right and knowledgeable resources

Integrated holistic planning, including test automation

Strategic alignment

Customer Success Stories Excerpts

Click on customer logo to see the story on SAP.com



“The SAP Activate innovation adoption process provided a clear set of solution- specific practices that helped Komax successfully adopt SAP S/4HANA Cloud and additional offerings including the SAP Analytics Cloud solution.”



“SAP brings a proven approach to efficiently execute and manage the SAP S/4HANA transformation with the agile SAP Activate methodology.”

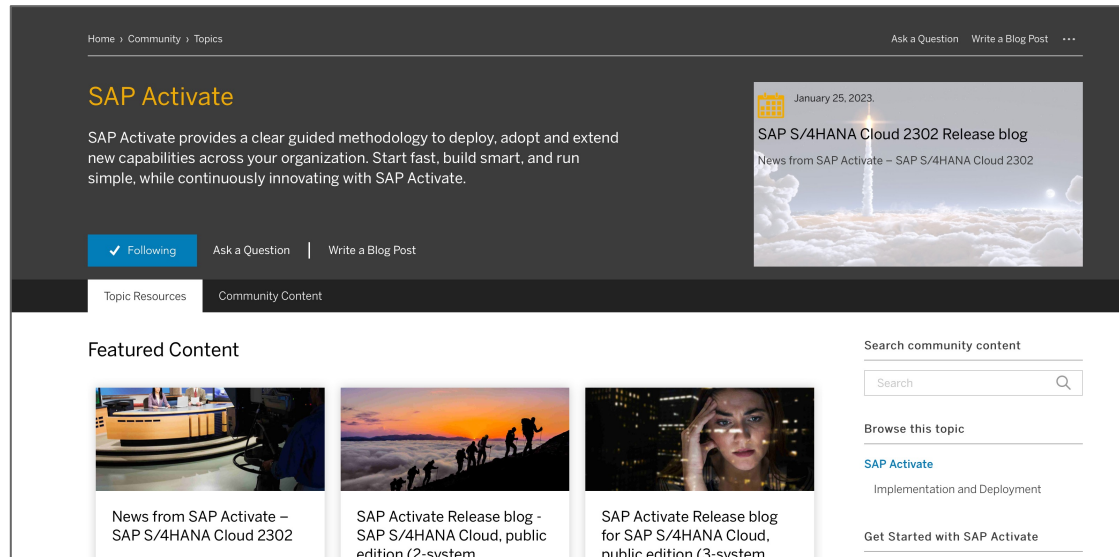
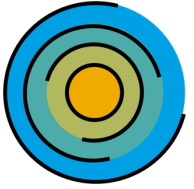


“SAP provided us with Customer Success Manager...after each phase of SAP Activate we performed quality check... All of these things together were ultimately considerable success factor.”



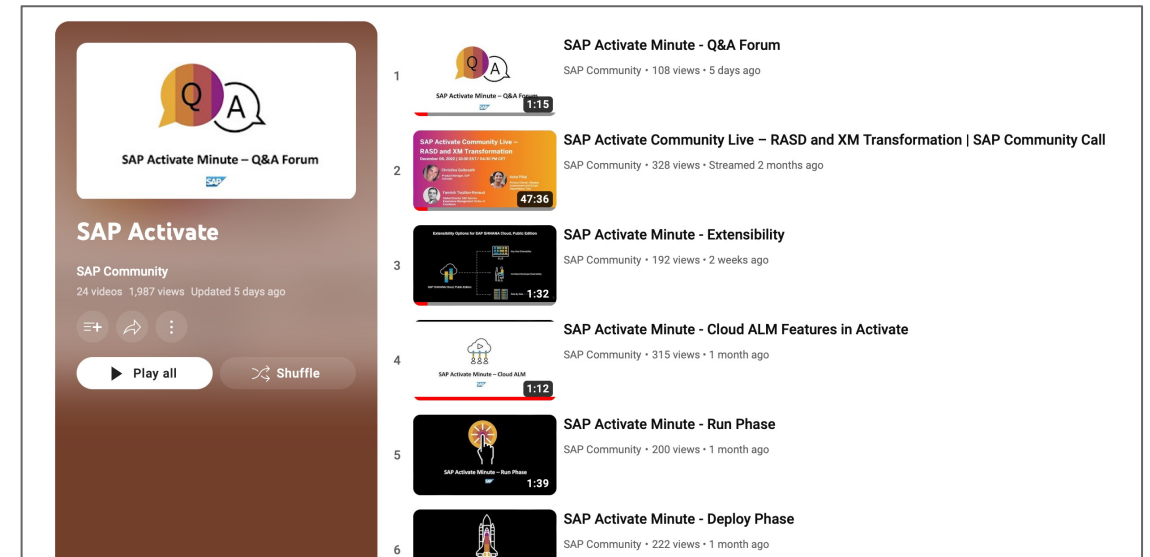
“Ease of deployment using the structured practices of the SAP Activate methodology, helping mitigate risks and prevent project delays.”

How to stay up to date on SAP Activate?



SAP Activate community

- Follow for regular updates, blog posts, and Q&A
- Quarterly community calls

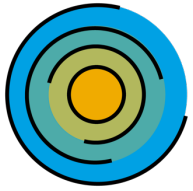
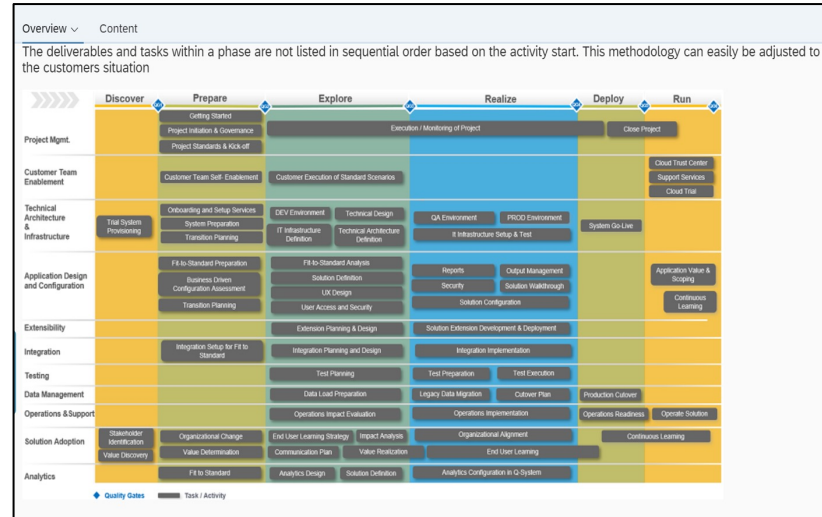


SAP Activate Minute

- Bite-size learning about Activate topics
- Great to share with customers and project teams

Enablers for Your Digital Transformation

SAP Activate Tools and Community

SAP Activate Community

- Engage SAP Activate experts
- Ask questions and collaborate
- Stay up to date
- Follow the community at <https://community.sap.com/topics/activate>

SAP Roadmap Viewer

- Access implementation guidance for your digital transformation
- View and download SAP Activate methodology assets and accelerators
- Provide feedback to the Activate team
- <https://go.support.sap.com/roadmapviewer/#>

SAP Best Practices Explorer

- Access and download SAP Best Practices content
- Power your project with ready-to-run processes
- <https://rapid.sap.com/bp/>

Thank You

Follow the SAP Activate community at
<https://community.sap.com/topics/activate>

Follow us



www.sap.com/contactsap

© 2021 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See www.sap.com/trademark for additional trademark information and notices.