

10/10/2019 13:44 | Roeder, Florian | SAP
Intelligent ERP at the heart of the Intelligent Enterprise
Intelligent ERP at the heart of the Intelligent Enterprise

S/4HANA, the Intelligent ERP at the heart of the Intelligent Enterprise for **Retail**

Dani Khalaf

PUBLIC

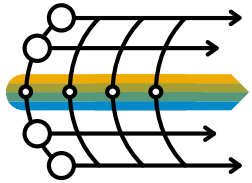
Introduction into the IE for Retail and Fashion

Innovation highlight 1809: The Logistical Product

Migration path ECC to S/4 – tools, reports, methodology

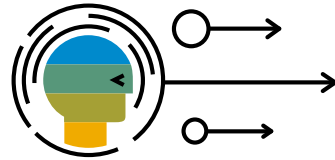
Cloud offerings

The Vision of the Intelligent Enterprise



Intelligent Suite Scenarios

Process-centric and cross-application scenarios that are seamlessly integrated, and extensible through central functions and data sharing services on the SAP Cloud Platform



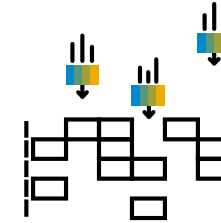
Embedded Intelligence

Embedded AI methods and automation delivering breakthrough business value in all scenarios



Cloud Computing

Innovation across all deployment options – hybrid, pure cloud, on-premise. Single-tenant next to multt-tenant

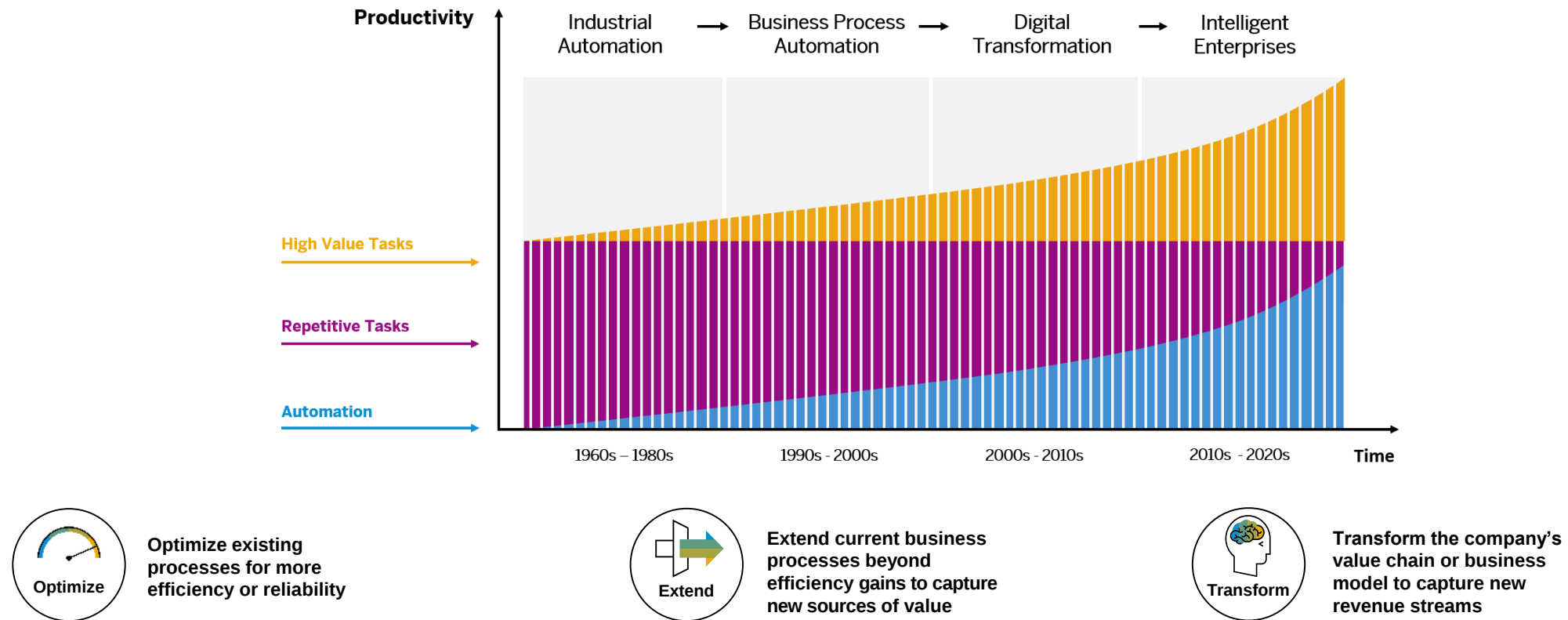


Easy Configuration

Fast onboarding, only requiring minimum set of settings at each step of the customer's journey

The Intelligent Suite will retain the modularity and flexibility of independent solutions while delivering a unified suite experience.

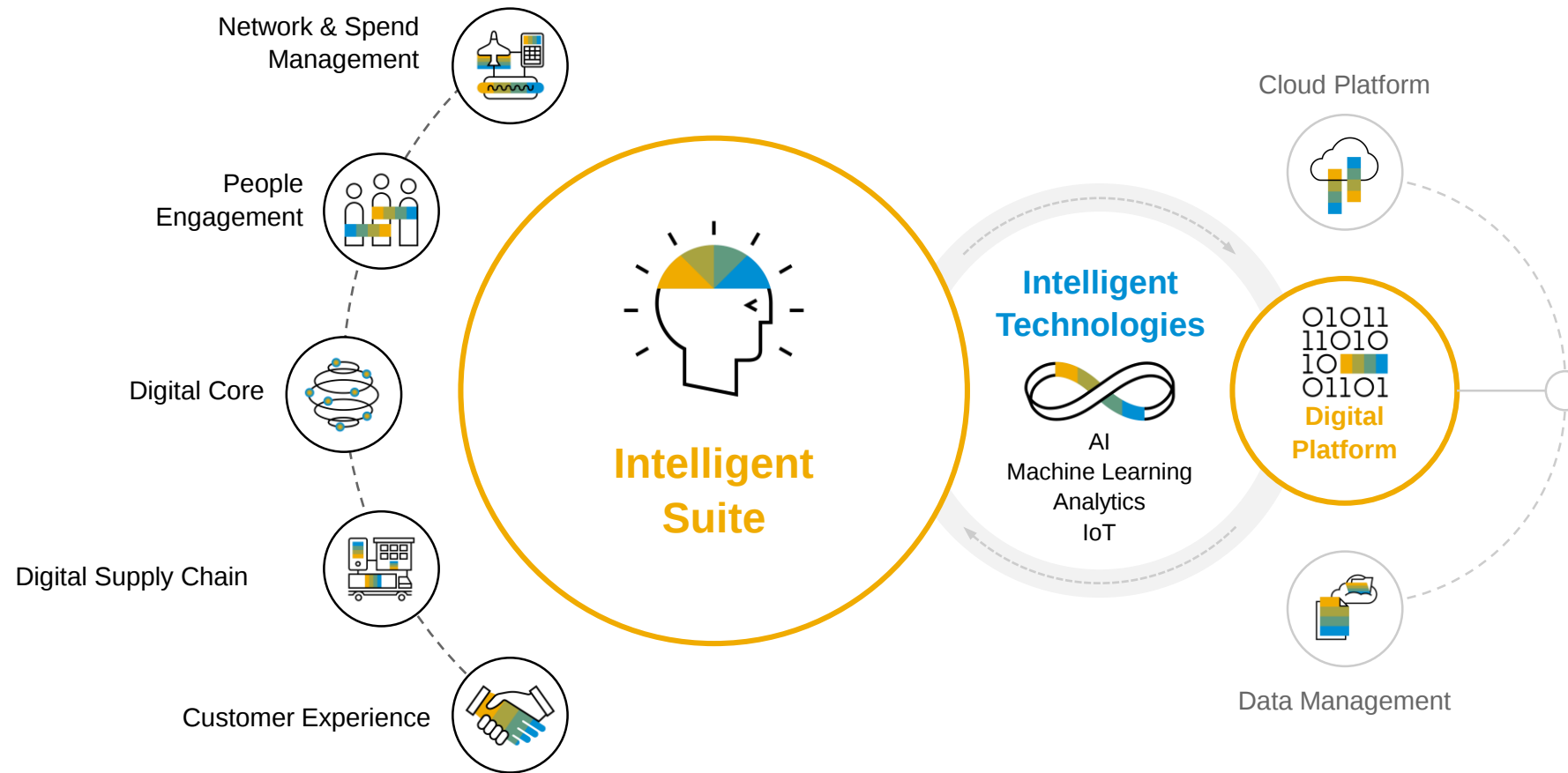
Intelligent Enterprises Elevate employees to focus on higher-value tasks



The Intelligent Enterprise Suite – Products and Solutions



SAP Enables Retail Companies to Become Intelligent Enterprises



Reference Architecture Retail and Vertical Consumer Industries

Analytics		SAP Analytics Cloud		Business Intelligence	Predictive Analytics	Planning	Digital Boardroom	Industry content					
		SAP BW/4HANA		Meta Data Manager	Data Warehousing	Analytical Engine	Workspaces	Industry content, e.g. Inventory Diagnostics					
Customer Experience		SAP Experience Management SAP C/4HANA		Components	Product Experience	Customer Experience	Brand Experience	Employee Experience					
				Components	Marketing Cloud	Commerce Cloud	Sales Cloud	Service Cloud	Customer Data Cloud				
		SAP Cloud Platform		Platform	Business Services	Platform Services	Extension Factory (Kyma)	Product Data Hub*					
				Services	Consumer Sales Intellig.	Promo. Pricing Service*	Cust. Order Sourcing*	Order Mgmt.*	Global Track & Trace				
				Partner Add-ons	Dynamic Pricing by GK	Mobile consumer assistance by GK	GK POS Cloud**						
Digital Core		SAP S/4HANA, on-premise		Core	Finance	Sales	Commerce	Service	Sourcing & Procurement	R&D / Manufacturing	Warehouse	...	
				Add-ons	Master Data Governance	Prod. Lifecycle Costing	Supply Chain (EWM/TM)	Customer Managmt*					
				Industry packages	Retail for merchandise management	Fashion and vertical business							
				Partner add-ons	MDG RFM by Utopia	Agreement Profitability & Negotiation by gicom		Omnichannel POS by GK					
Manufacturing & Supply Chain		SAP Customer Activity Repository application bundle		Consuming apps	POS DT&A	Unified Demand Forecast & Plan		Availability and Order Sourcing		Omnichannel Pricing			
					Merchandise Planning	Assortment Planning		Promotion Mgmt.		Allocation Mgmt.		Store Replenishment**	
Digital Platform		SAP Integrated Business Planning		Solutions	Sales and Operations Planning		Demand Planning		Supply Planning				
		SAP Supply Chain Management		Solutions	Replenishment (F&R)								
		SAP HANA Data Management SAP Cloud Platform		Components	HANA database	Data Hub	Big Data Services	Enterprise Architecture Designer					
People Engagement		SAP SuccessFactors		SAP Fieldglass		Networks & Spend Management			SAP Ariba		SAP Concur		

7

The Intelligent Suite for Retail Future reference architecture

SAP Ariba 

SAP Concur 

SAP Fieldglass 

SAP SuccessFactors 

SAP Experience Management

Product, Brand, Customer, Employee Experience by Qualtrics

SAP Analytics Cloud

SAP® Cloud Platform

SAP C/4HANA



Customer Data Cloud



Marketing Cloud



Commerce Cloud

GK SOFTWARE



Sales Cloud

C4C

CallidusCloud



Service Cloud

C4C

core



Platform Services
(e.g. CPI)

Business re-use services Master Data:
Product, business partner (assets, employee central, cost centres, sites)* (always there)

Master Data Management*

Business re-use services for transactions:
Order, prices, coupons (always there)



SAP EA Designer

SAP Big Data Services

SAP Customer Activity Repository application bundle



SAP Integrated Business Planning



R&D / Manufacturing

Sourcing & Procurement

Supply Chain

Service

MDG RFM

gicom

Sales

Commerce

Finance

HR

SAP® S/4HANA



Merchandise Mgmt

Fashion & Vertical Bus.

SAP HANA Data Management Suite

SAP Data Hub

The Intelligent Suite for Retail Future reference architecture

SAP Ariba

SAP Concur

SAP Fieldglass

SAP SuccessFactors

SAP Experience Management

Product, Brand, Customer, Employee Experience by Qualtrics

SAP Analytics Cloud

SAP® Cloud Platform

SAP C/4HANA



Customer Data Cloud



Marketing Cloud



Commerce Cloud

GK SOFTWARE



Sales Cloud



Service Cloud



SAP Subscription Billing

SAP Entitlement Management

SAP Customer Engagement Center

SAP Intelligent Product Design



SAP Global Track and Trace



Demand Forecast and Demand Planning

SAP Consumer Sales Intelligence

SAP Customer Order Sourcing

SAP Omnichannel Pricing and Promotions

SAP Mobile Consumer Assistant by GK

SAP Dynamic Pricing by GK

Zero Waste

SAP Customer Activity Repository application bundle



SAP Integrated Business Planning



R&D / Manufacturing

Sourcing & Procurement

Supply Chain

Service

MDG RFM

SAP® S/4HANA



Merchandise Mgmt

Fashion & Vertical Bus.

Sales

Commerce

Finance

HR

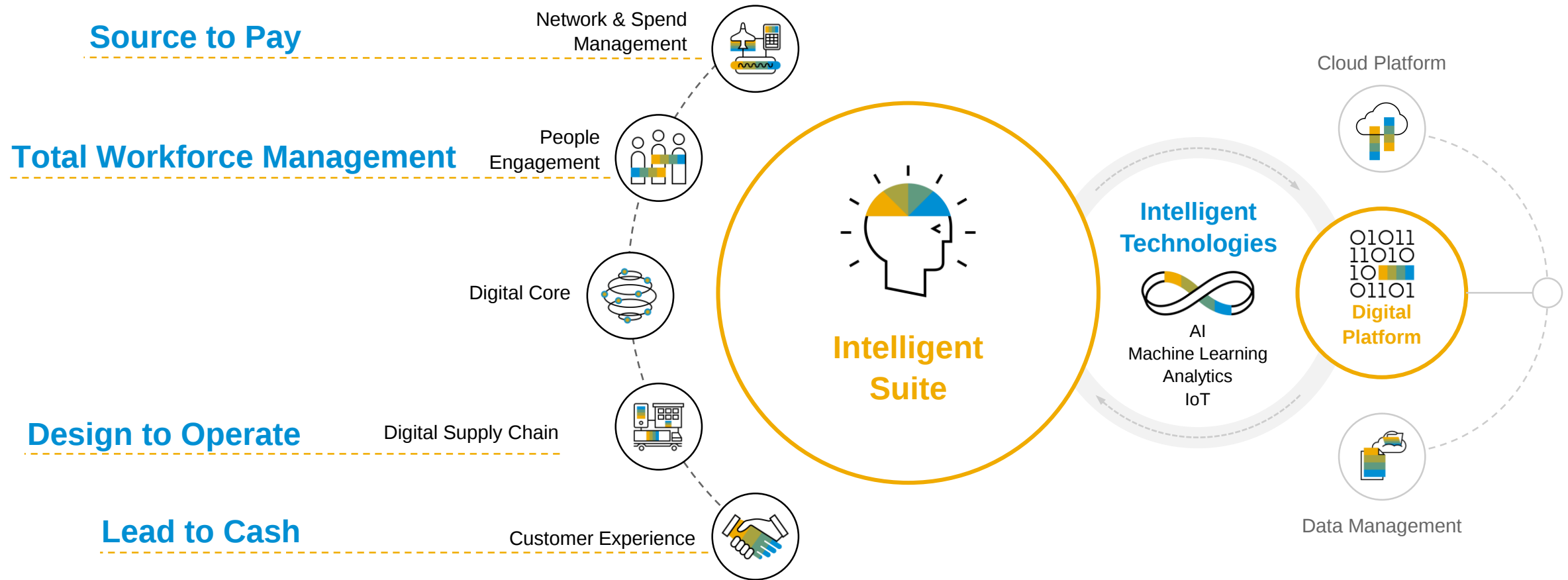
SAP EA Designer

SAP Big Data Services

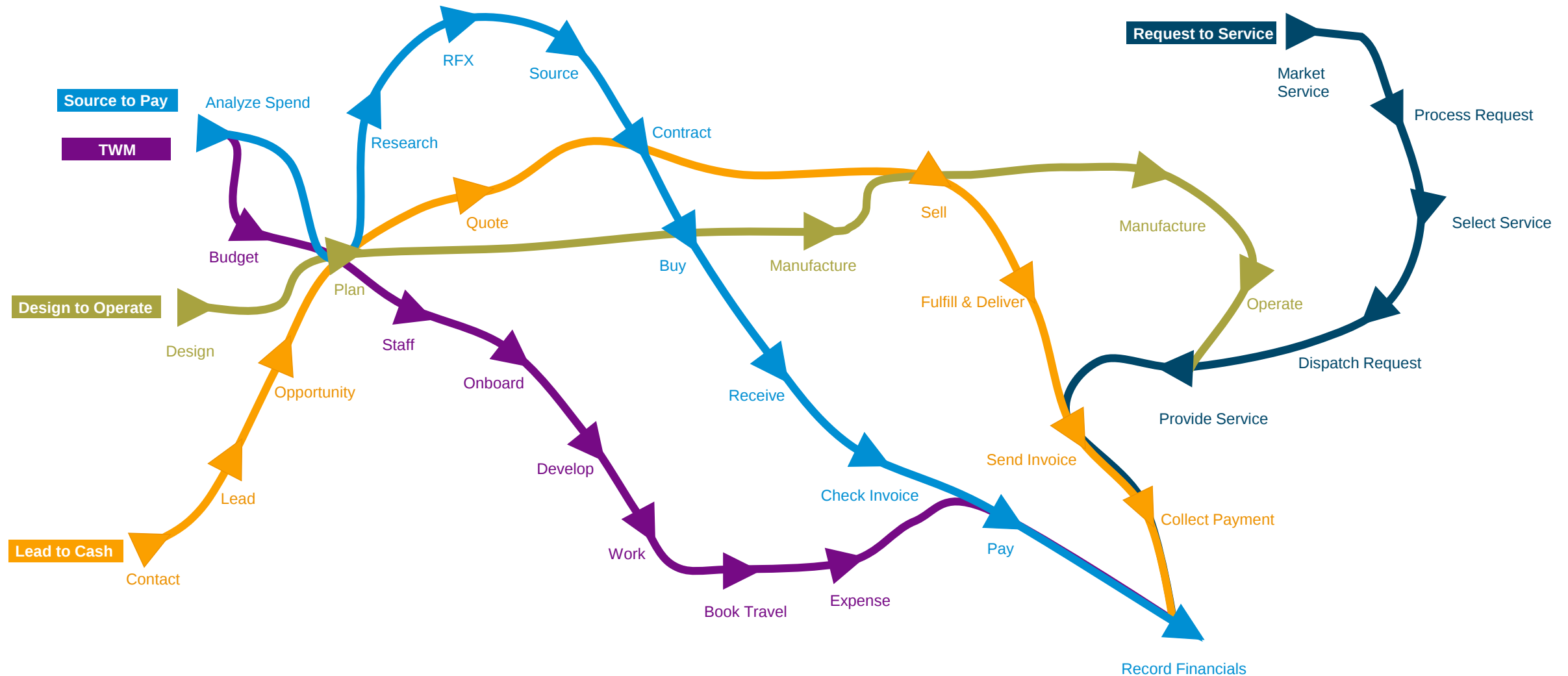
SAP HANA Data Management Suite

SAP Data Hub

The Intelligent Suite Integrated E2E Scenarios



The Intelligent Suite Integrated E2E Scenarios



The Intelligent Enterprise Suite – Embedded Intelligence



The Intelligent Enterprise in Retail and Fashion

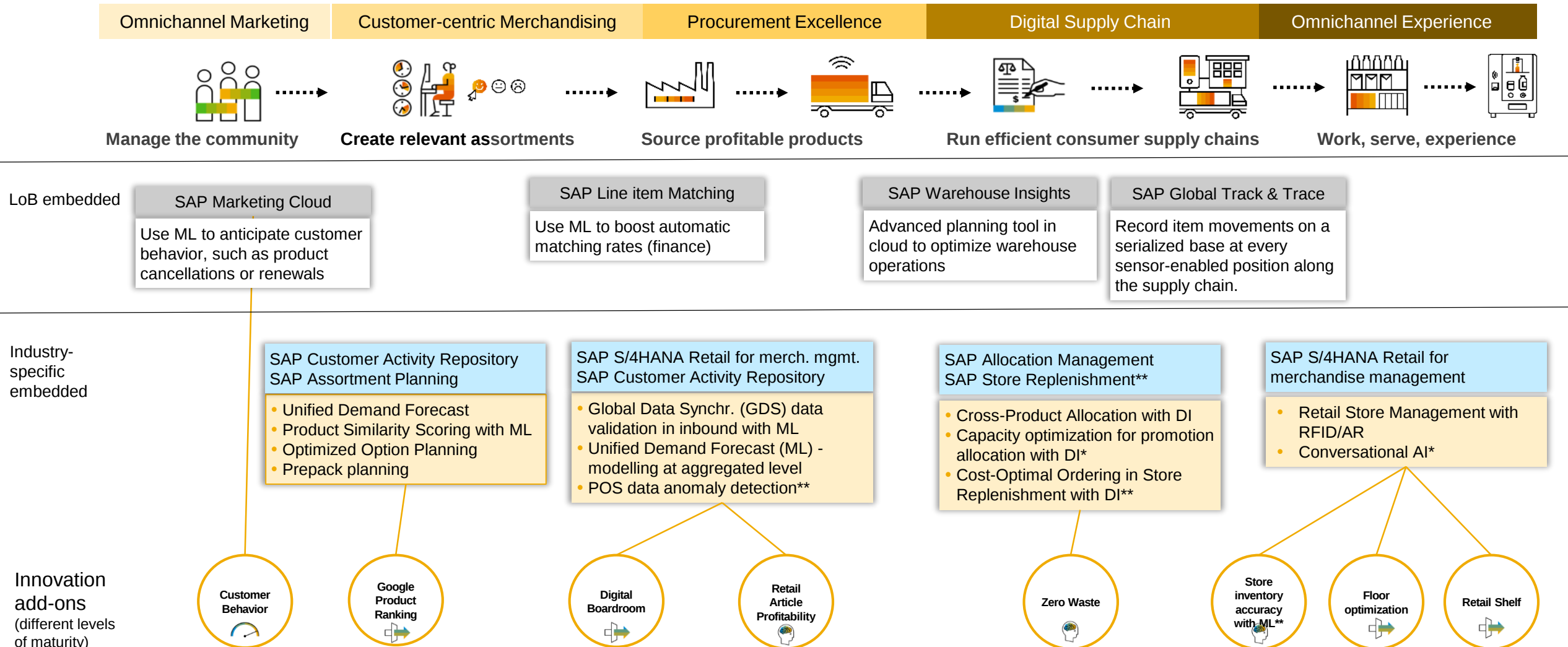
End-to-End Industry Value Chain with Intelligent Industry Scenarios Embedded and add-on

*RTC 2019

** Roadmap

DI Data Intelligence

ML Machine Learning



The Intelligent ERP

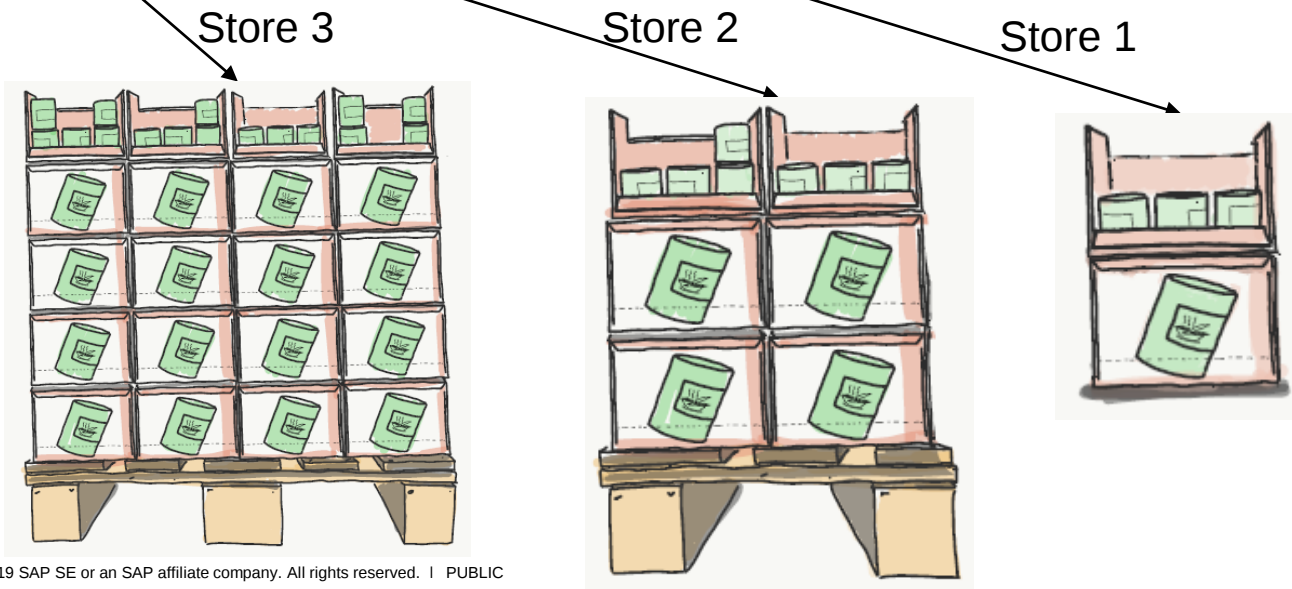
Manage Your Logistical Products



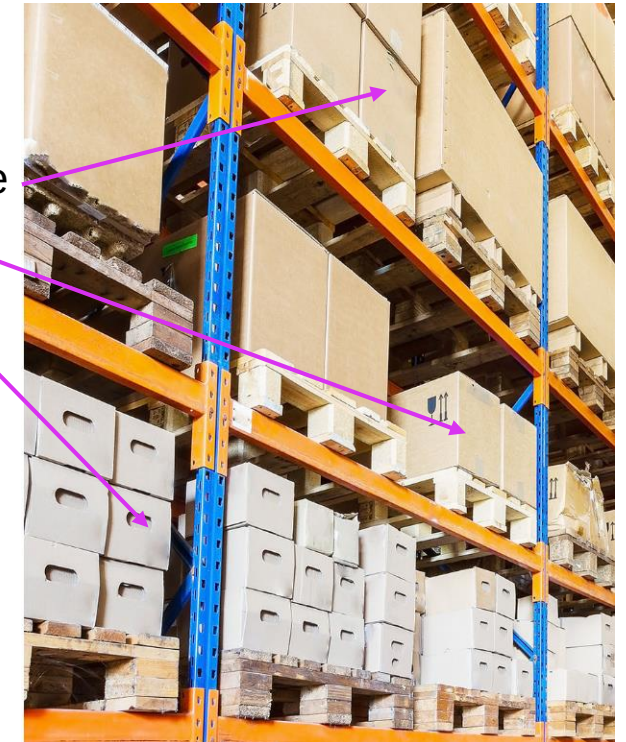
Business Scenarios Requiring Logistical Products

- Certain stores should only be able to order/receive certain UoMs (Units of Measure), e.g. because of different store sizes or different sales volumes
- Inventory in a DC should be kept separated for different UoMs in order to deliver the correct UoMs to the different stores, and to have stock transparency on UoM level
- Different suppliers of fresh products deliver in different UoMs

- Canned Peas, 340 g
- Carton of 12
- Carton of 24
- Half-palette
- Palette



- Half-palette
- Palette
- Carton



Logistical Product

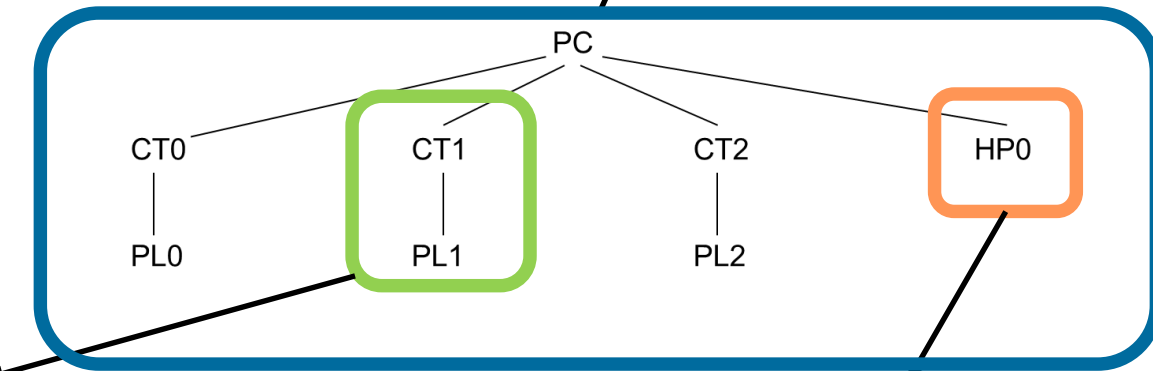
Example Data Model

- Sales Product with PC as Base Unit
- Procurement Product: PL with 4 CT of 7 PC
- Procurement Product: HP with 20 PC

Short Text	Units of measure	Additional EANs	Layout Modules	Document data	Additional
Material:	DEMO_PEA	Peas 340 g			Single n

Units of measure/EANs/dimensions

X	AUn		<=>	Y	BUn		Number	LUn	EAN/UPC	Ct	Au
1	PC	Piece	<=>	1	PC	Piece	1,000	PC	2050000088407	IE	[
1	CT0	Small Car.	<=>	6	PC	Piece	6,000	PC	2050000088414	IE	[
1	PL0	Pallet 0	<=>	30	PC	Piece	5,000	CT0	2050000088421	IE	[
1	CT1	Med. Car.	<=>	7	PC	Piece	7,000	PC			[
1	PL1	Pallet 1	<=>	28	PC	Piece	4,000	CT1			[
1	CT2	Big Car.	<=>	8	PC	Piece	8,000	PC	2050000088452	IE	[
1	PL2	Pallet 2	<=>	32	PC	Piece	4,000	CT2	2050000088469	IE	[
1	HP0	Half Pal.	<=>	20	PC	Piece	20,000	PC			[



Basic Data Basic Data 2 Purchasing Logistics: DC Logistics: Store

Material: DEMO_PEA_PL1

Peas 340 g - PL1

Components

Logistical Material Data

Log. Cat.: P Procurement Material

Sales Mat.: DEMO_PEA Peas 340 g

Units of measure/EANs/dimensions

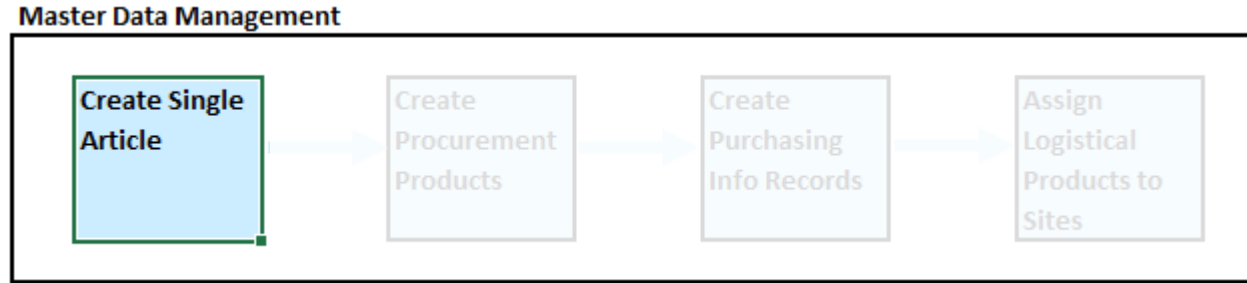
A...	<=>	Number	LUn	BUn	OUUn	D/I	SUn	EAN/UPC	Ct	AP
CT1	<=>	1,000	CT1	☒	☐	☒	☒	2050000088438	IE	☐
PC	<=>	0,143	CT1	☐	☐	☐	☐			☐
PL1	<=>	4,000	CT1	☐	☒	☐	☐	2050000088445	IE	☐

Material: DEMO_PEA_HP0	Peas 340 g - HP0
Components	
Logistical Material Data	
Log. Cat.: P	Procurement Material
Sales Mat.: DEMO_PEA	Peas 340 g

- PC: piece
- CT: carton
- PL: pallet
- HP: half pallet

Master Data Management Logistical Product

Create Sales Product



SAP Create Material DEMO_PEA (Units of Measure)

Material: DEMO_PEA Peas 340 g Single mater...*

Units of measure grp:

Units of measure/EANs/dimensions

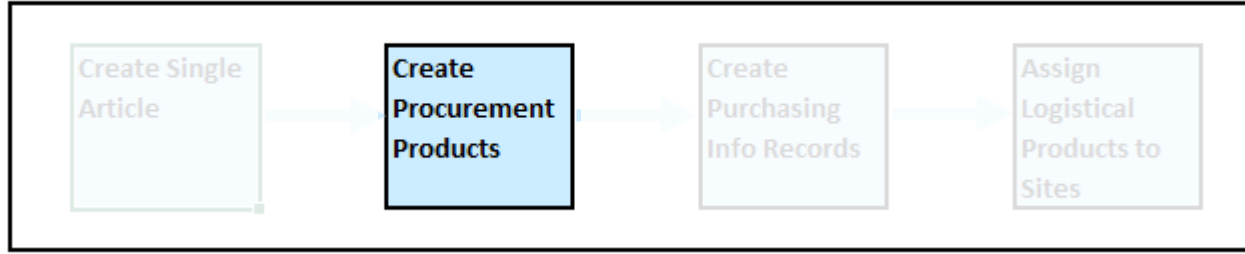
X	AUn		<=>	Y	BUn		Number	LUn	EAN/UPC	Ct	Au	Gross Weight	Net Weight	Unit...
1	PC	Piece	<=>	1	PC	Piece	1,000	PC	2050000088407	IE	☐	0,500	0,340	KG
1	CT0	Small Car.	<=>	6	PC	Piece	6,000	PC	2050000088414	IE	☐	3,100	2,040	KG
1	PL0	Pallet 0	<=>	30	PC	Piece	5,000	CT0	2050000088421	IE	☐	16	10,200	KG
1	CT1	Med. Car.	<=>	7	PC	Piece	7,000	PC	2050000088438	IE	☐	3,600	2,380	KG
1	PL1	Pallet 1	<=>	28	PC	Piece	4,000	CT1	2050000088445	IE	☐	15,800	9,520	KG
1	CT2	Big Car.	<=>	8	PC	Piece	8,000	PC	2050000088452	IE	☐	4,100	2,720	KG
1	PL2	Pallet 2	<=>	32	PC	Piece	4,000	CT2	2050000088469	IE	☐	17,300	10,880	KG
1	HP0	Half Pal.	<=>	20	PC	Piece	20,000	PC	2050000088476	IE	☐	11	6,800	KG
			<=>		PC	Piece					☐		0,000	

- Create Sales Product via Product Fiori app, or classic article maintenance transactions
- ... including all UoMs and GTINs

Master Data Management Logistical Product

Create Procurement Product

Master Data Management



SAP Fiori app interface for "Create Procurement Products".

Product Details:

- Product: *PEA*
- Product Group: TEST (EA0001EOP)
- GTIN: (empty)

Product Description:

Peas 340 g DEMO_PEA

Product Group: TEST (EA0001EOP)

Base Unit of Measure: Piece (PC)

Order Unit: Pallet Type 0 (PL0)

Unit of Issue: Small Carton (CT0)

Possible Procurement Products:

Order Unit	Unit of Issue	Product	Product Description
☐ Half Pal. (1 HP0 = 20 PC)	Half Pal. (HP0)	DEMO_PEA_HP0	Peas 340 g - HP0
☐ Pallet 1 (1 PL1 = 28 PC)	Med. Car. (CT1)	DEMO_PEA_PL1	Peas 340 g - PL1
☐ Pallet 2 (1 PL2 = 32 PC)	Big Car. (CT2)	DEMO_PEA_PL2	Peas 340 g - PL2

Existing Procurement Products:

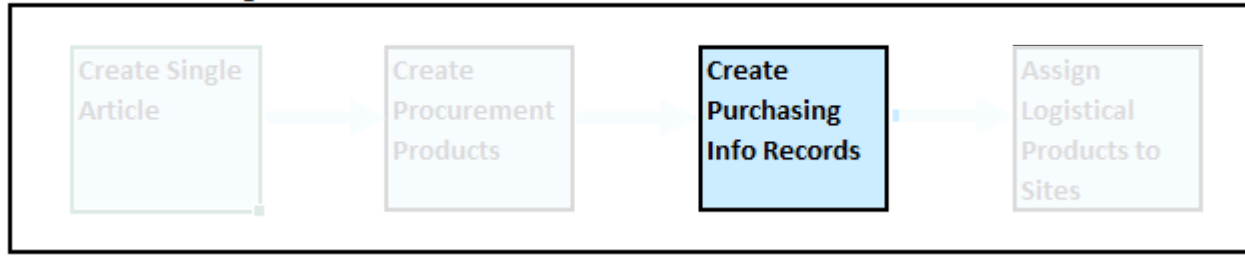
Product	Logistical Product Category	Order Unit	Unit of Issue
Peas 340 g DEMO_PEA	No Logistical Product	Pallet 0 (1 PL0 = 30 PC)	Small Car. (1 CT0 = 6 PC)

- Create Procurement Product via new Fiori app
- By selecting relevant UoMs of the Sales Product
- optionally adjust proposed product ID, and product description

Master Data Management Logistical Product

Create Purchasing Info Records

Master Data Management



Just for Completeness
No Change

SAP Create Info Record: Purch. Organization Data 1

General Data Conditions Texts Services for Object More

Info Record:

Supplier: L0001EOP SAP & CATT OHG

Material: DEMO_PEA_PL1

Peas 340 g - PL1

Material Group: EA0001EOP TEST

Purchasing Org.: EEOP Standard

Control

Pl. Deliv. Time: 2 Days Tol. Underl.: % ☐ No MText

Purch. Group: 001 Tol. Overdl.: % ☐ Ackn. Rqd

Standard Qty: 3 PL1 ☐ Unlimited Conf. Ctrl:

Minimum Qty: PL1 ☐ GR-Bsd IV Tax Code:

Rem. Shelf Life: D ☐ No ERS

Differential Invoicing: 01 Not Rele... ☐ New PO for inc. Del.

Shippg Instr.:

Max. Quantity: PL1 Procedure: UoM Group:

Transport Chain: Rndg Prof.: RMA Req.:

Stg Time: ☐ Auto.Srcg

Conditions

Net Price: 0,38 EUR / 1 PC Valid to: 31.12.9999

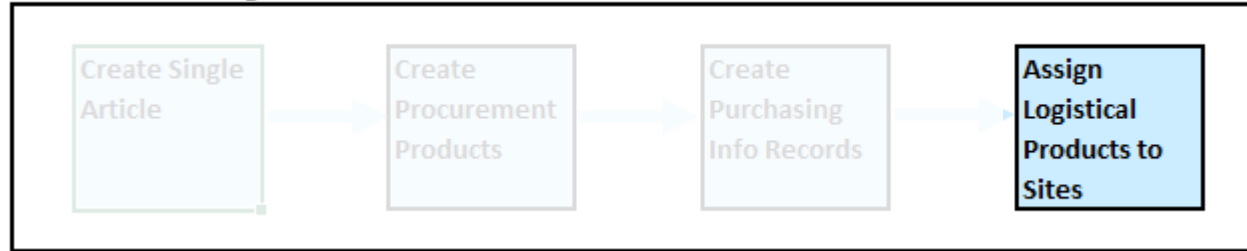
Effective Price: 0,38 EUR / 1 PC ☐ No Cash Disc.

Qty Conv.: 1 PL1 <-> 28 PC Cond. Grp:

Master Data Management Logistical Product

Assign Logistical Products to Sites

Master Data Management



The screenshot shows the SAP S/4HANA 'Assign Logistical Products' interface. The top navigation bar includes the SAP logo and the title 'Assign Logistical Products'. The main header displays 'DEMO_PEA_PL1' and 'Peas 340 g - PL1'. Below the header, there are four tabs: 'Supplier-DC', 'DC-DC', 'DC-Store', and 'Supplier-Store'. The 'DC-Store' tab is currently selected and highlighted with a yellow circle. The left sidebar contains search filters for 'Product' (pea), 'Product Description', 'Product Group' (TEST (EA0001EOP)), and 'GTIN'. The main content area shows a table of 'Existing Assignments (4)' with columns for 'Distribution Center', 'Store', 'Valid From', and 'Valid To'. The table lists four assignments for 'eCATT DC EO12 (EO12)' to various 'eCATT Store' locations (EP11, EP12, EP13, EP14), all with a validity period from 01.04.2019 to 31.10.2019. The bottom left sidebar shows a list of products, including 'Peas 340 g - PL1 DEMO_PEA_PL1' and 'Peas 340 g DEMO_PEA'.

Distribution Center	Store	Valid From	Valid To
☐ eCATT DC EO12 (EO12)	eCATT Store EP11 (EP11)	01.04.2019	31.10.2019
☐ eCATT DC EO12 (EO12)	eCATT Store EP12 (EP12)	01.04.2019	31.10.2019
☐ eCATT DC EO12 (EO12)	eCATT Store EP13 (EP13)	01.04.2019	31.10.2019
☐ eCATT DC EO12 (EO12)	eCATT Store EP14 (EP14)	01.04.2019	31.10.2019

- Assign Procurement Product in four sections
 - Supplier – DC
 - DC – DC
 - DC – Store
 - Supplier - Store

Master Data Management Logistical Product

Technical Information of the Data Model

- The Sales Product is modelled as **Single Product**.
- The Procurement Product is modelled as **Display**. The component of this Display is the Sales Product.
- The units of measures of a Product is stored in table MARM.
- There will be a link between the Procurement Products back to the Sales Products. (Table MARA)
- The information which vendor can provide which Procurement Product is stored via the **Purchasing Info Records**. (Tables EINA and EINE and additionally tables of the condition technique for the prices)
- The information which DC can provide which Procurement Products is stored via the **Source List**. (Table EORD)
- The information which Procurement Product can be ordered by a store is stored via the Source List. (Table EORD)
- The information which supplying site delivers a Product for a store is stored via the Site Maintenance (default value in table WRF3) and via the Source List.

Supplier Purchase Order for Distribution Center

Replacement of Sales Product by Procurement Product

 NB Standard PO ▼
Supplier: L0001EOP SAP & CATT OHG
Doc. Date: 04.03.2019

 Header

 Display Scope: ALL All Items ▼
Char. Display: ▼

☐	S...	Itm	...	A	I		Material	Short Text	PO Quantity	OUn	Deliv. Date	Net Price	Curr...	Per	OPU	High...	...	Plnt
☐							demo_pea		1	p11			EUR					eo11
☐													EUR					
☐													EUR					

After pressing Enter: replacement of the sales product by the procurement product (sales product as sub-item)

 NB Standard PO ▼
Supplier: L0001EOP SAP & CATT OHG
Doc. Date: 04.03.2019

 Header

 Display Scope: ALL All Items ▼
Char. Display: ▼

☐	S...	Itm	...	A	I		Material	Short Text	PO Quantity	OUn	Deliv. Date	Net Price	Curr...	Per	OPU	High...	...	Plnt
☒		10					DEMO_PEA_PL1	Peas 340 g - PL1	1	PL1	06.03.2019	0,38	EUR	1	PC			eCATT DC
☒		11					DEMO_PEA	Peas 340 g	28	PC		0,00	EUR	0	PC	10	6	
☐													EUR					
☐													EUR					

SAP S/4HANA Retail for Merchandise Management 1809 FPS02

Planned Innovations for Logistical Products

Current
Planning

- Availability in the following logistics processes:
 - Rapid replenishment
 - Material requirements planning (MRP)
 - Allocation table
 - Collective purchase order
- Enablement of full products as logistical products
- Enhancement to the SAP Fiori app "Assign Logistical Products" by:
 - Additional consistency checks when changing assignments
 - Deletion of future assignments
 - Use of store groups when changing assignments

The screenshot displays the SAP Fiori app 'Assign Logistical Products'. The main header shows the product 'AEOP_GARBANZO' (Garbanzo Beans 570g) and the selected tab 'DC-Store'. The left sidebar contains search filters for 'Product' (beans), 'Product Description', 'Product Group', and 'GTIN'. The right pane shows 'Existing Assignments (23)' with a table listing various distribution centers and stores. A red circle highlights the 'Select a store group' dropdown menu, which is currently open, showing a list of store groups including 'ALE1 ALE2 (0000003382)', 'asd (0000001263)', 'BS Class for testing (0000001343)', and 'DSC1 (0000009722)'.

SAP S/4HANA Retail for Merchandise Management 1909

Planned Innovations for Logistical Products



- Availability in the following logistics processes:
 - Allocation Table: distribute the sales product to all stores, based on the procurement product associated to the respective stores
 - Promotion: enablement of logistical products
 - Delisting of a logistical product in a store (check if there is a procurement product part of delisting a sales product for a store)
- Enhancement to the SAP Fiori app "Assign Logistical Products" by:
 - Include procurement products when selection sales products (in assignment app when searching for a product)

The Intelligent ERP

Move to S/4HANA



Transition to SAP S/4HANA

Three different approaches to move to SAP S/4HANA

System Conversion



SAP ERP System



SAP S/4HANA

On-Premise

New Implementation



SAP ERP
or
3rd -party
System



On-Premise

S/4HANA Cloud

Landscape Transformation



SAP ERP System
Region A



SAP ERP System
Region B



SAP ERP System
Region C



SAP S/4HANA

On-Premise

Bring your business processes to the new platform

- A complete technical in-place conversion of an existing SAP Business Suite ERP system to SAP S/4HANA
- Adopt new innovations at your speed

New implementation / re-implementation

Reengineering and process simplification based on latest innovations

- Implement innovative business processes with SAP best-practice content on a new platform
- Perform initial data load
- Retire old landscape

Value driven data migration to the new platform

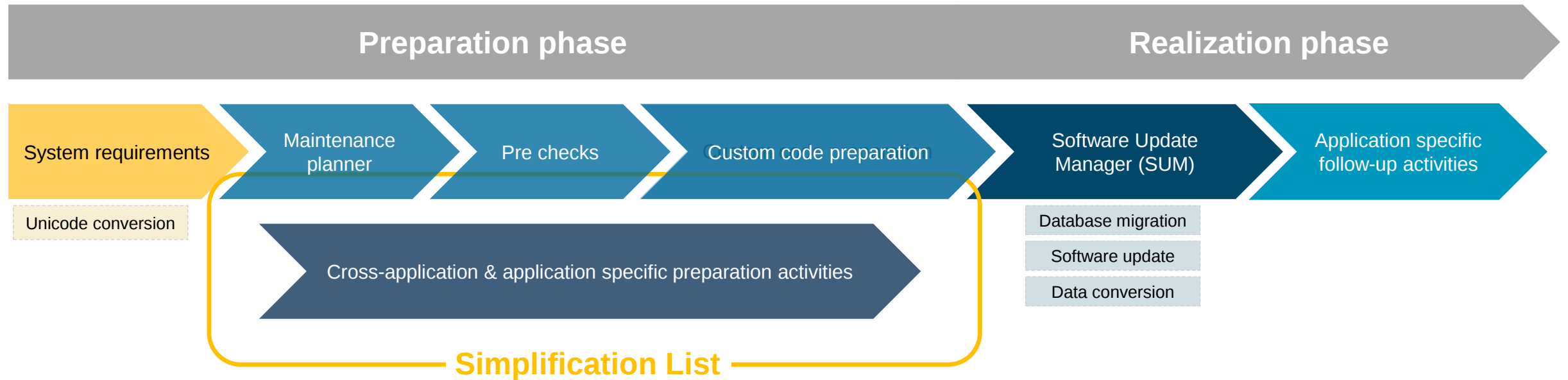
e.g. consolidation of current SAP Business Suite landscape into one global SAP S/4HANA system or selective data migration based on legal entities



[SCN Blog: How to find my path to SAP S/4HANA](#)

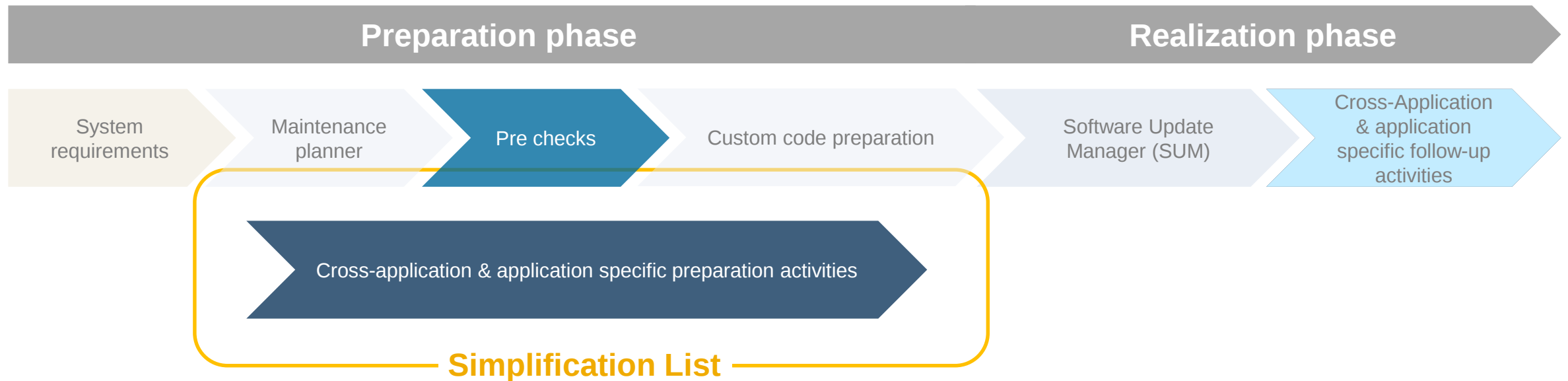
SAP S/4HANA System Conversion

Overview Technical Process Steps



SAP S/4HANA System Conversion

Simplification List



■ The **Simplification List** is a collection of **Simplification Items**. Within a Simplification Item it is described what is the difference of a functionality between SAP Business Suite and SAP S/4HANA.

- Currently the Simplification List provides this information per each dedicated SAP S/4HANA On-Premise release, and
- Will be provided as part of the SAP S/4HANA documentation.
- A Simplification Item does have a simplification category and provides information about the potential impact for the customer.
- Based on the simplification item custom code check analysis can be executed.
- Will be used by the SAP Readiness Check

SAP S/4HANA

Guiding Principles for Development

TIDY UP – DEPRECATION

- Apply the “principle of one” and keep the better variant of a transaction
- Remove code that is based on outdated technology
- Remove code unutilized for long time
- Remove code that was replaced by a better option
- Remove code that will undergo renovation in S/4HANA

SMOOTH TRANSITION FROM OLD TO S/4HANA – COMPATIBILITY PACKS

- Carry over transactions and functionality with high usage in installed base
- Co-existence of classical transactions next to new transactions
- Grant lead time until 2025 to move to new transactions
- De-risk development by allowing phased approach

RENOVATE

- Simplify data models
- Remove aggregates and indices
- Provide FIORI 2.0 based UIs
- Re-design transactions and processes (roadmap)

SAP S/4HANA Retail for Merchandise Management

Deprecation

Topic	Replaced by	Remark
Article discontinuation (old via transactions WSE*)	Article discontinuation (transactions WRF_DIS_*) (existing)	Redundant functionality
Article hierarchy (old via transactions MATGRP*)	Article hierarchy (transactions WMATGRP*) (existing)	Redundant functionality
ERP based MAP	SAP Merchandise/Assortment Planning for Retail (existing)	Redundant functionality
Online Store with Product Catalog	SAP Hybris Commerce (existing)	Redundant functionality
Labeling	Fiori app for store associate (existing)	Redundant functionality
Assortment List (old)	High Performance Assortment List (existing)	Redundant functionality
In-store food production integration	Other interfaces (existing)	Redundant functionality
PRICAT Outbound	Potential future renovation (CP)/other integr. scenarios (exist.)	Redundant functionality
Replenishment	Rapid Replenishment (existing)	Redundant functionality
Value and Quota Scales	Distribution Curve (existing)	Redundant functionality
Obsolete Transactions	Alternative transactions (existing)	Redundant functionality
RMA (Retail Method of Accounting)	Material Ledger / ERMA (existing)	Low usage (< 5 customers)
GR capacity check	EWM (existing)	Low usage (< 5 customers)
AIN (India Margin Protection)	n/a	Low usage (< 5 customers)
Perishables procurement/Fresh Item Procurement	Potential future solution	Low usage (< 5 customers)
Prepack Allocation Planning	Potential future renovation topic	Low usage (< 5 customers)
SAP Retail Store, iViews	Fiori/in-store MIM apps (existing)	Technology not supported anymore
Logistical variants	Logistical Products (existing)	Technology of generic article changed
RIS (incl. Category Man.)	New analytics (planned)	Technology not supported anymore
Retail Ledger / Profit Center Analytics	Material Ledger / new analytics (existing/planned)	Technology not supported anymore
Market basket calculation	Potential future solution/renovation topic	Technology not supported anymore
Short Text Replacement	Alternative solution for some languages (existing)	Technology not supported anymore
Seasonal procurement	MRP and PIR / fashion processes (existing)	OTB potential candidate for renovation

Note [2371618](#) -
S4WTL - Retail
Functionality not
available anymore

SAP S/4HANA Retail for Merchandise Management

Compatibility Packs

Topic	Replaced by	Remark
POS Outbound (IDoc WP_PLU)	Assortment list (HPR) / enterprise service (existing)	Redundant functionality
Retail Demand Man. Integration	Other interfaces (existing)	Redundant functionality
Sales forecasting for stores	SAP CAR (UDF) (existing)	Redundant functionality
Import of external forecast data	SAP CAR (UDF) (existing)	Redundant functionality
Extended Forecast (AHD)	SAP CAR (UDF) (existing)	Redundant functionality
Subsequent settlement	Condition contract (existing)	Redundant functionality
Markdown plan	Markdown profile, Price Planning Workb. (existing)	Relates to pricing renovation
Bonus buy (old via transactions VBK*)	Bonus buy (transactions RDMBB*) (existing)	Redundant functionality
Additional	Value Added Services (existing)	Redundant functionality
Rapid Replenishment	SAP F&R (existing)	Redundant functionality
Load build / investment buy	SAP F&R (existing)	Redundant functionality
AFS Integration	Integrated fashion processes (existing)	SAP AFS not strategic anymore
Closed loop BW access	New analytics (planned)	Technology not strategic anymore

Note [2371605](#) - S4TWL - Retail Functionality not strategic anymore

SAP S/4HANA Simplification List

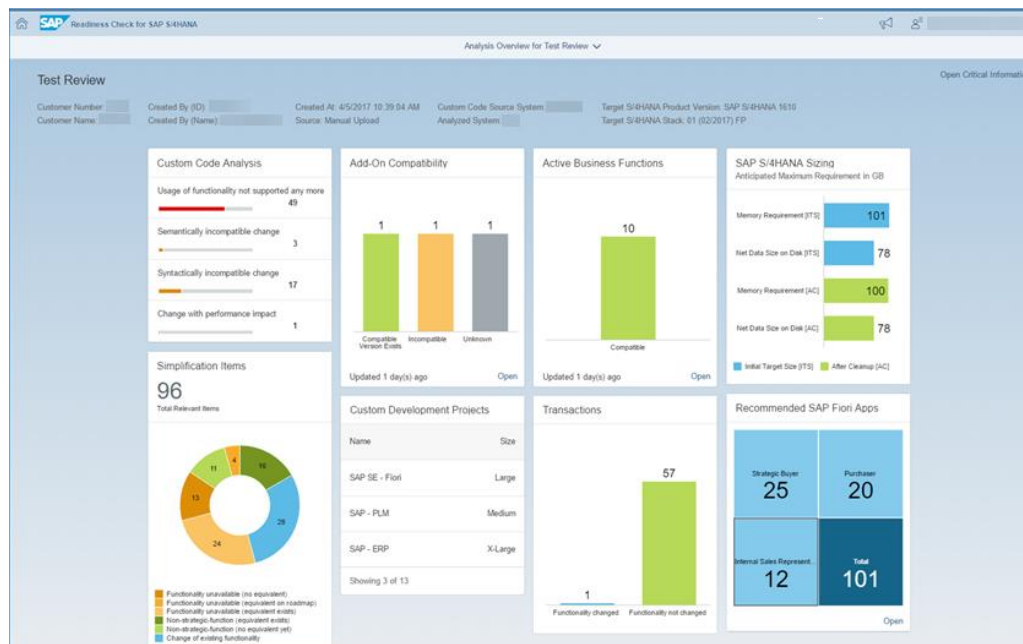
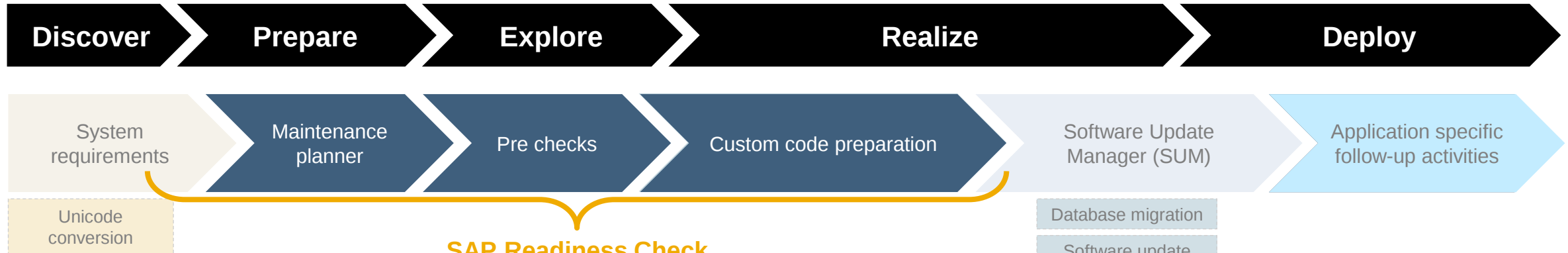
How to Access

■ The **Simplification List** is a collection of **Simplification Item**. Within a Simplification Item it is described what is the difference of a functionality between SAP Business Suite and SAP S/4HANA. A Simplification Items does have a simplification categories and provides information about potential impact for the customer. Based on the simplification item custom code check analysis can be executed. Related services offerings are available (or will be available over time).

- Note [2385984](#) - S4TWL - Simplification Items: SAP S/4HANA Retail for Merchandise Management, and SAP S/4HANA for Fashion and Vertical Business
- [SAP S/4HANA 1809 FPS01 Help](#)
 - select [Simplification List pdf](#)
- Note [2385984](#) - Simplification List for SAP S/4HANA as xls
- Simplification List via Transition DB
 - [external](#)
- Related information
 - [Transformation Navigator](#)

SAP S/4HANA Implementation

New SAP Readiness Check



- A holistic system analysis is the foundation for further planning steps toward a successful and smooth SAP S/4HANA system transition.
- The SAP Readiness Check for SAP S/4HANA summarizes the most important aspects of the conversion in an easily consumable way.

https://help.sap.com/viewer/p/SAP_READINESS_CHECK

SAP Readiness Check for SAP S/4HANA

Custom Code & Custom Dev

- Custom Code must be analyzed with respect to SAP S/4HANA compliance, based on the SAP simplification database
- SAP Readiness Check provides BOM of affected objects as well as SAP Custom Development Projects (CDP's)
- An in-depth custom code management activities to follow during project execution

Simplification items

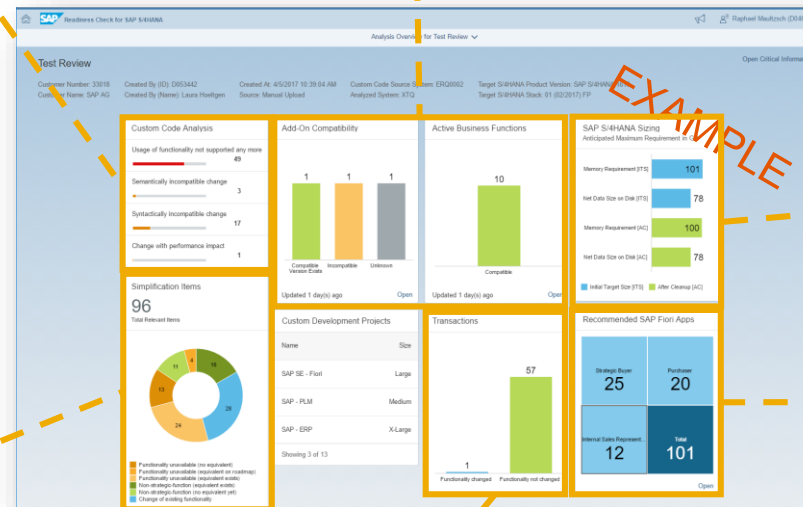
- Simplification Items represent application or architecture changes in comparison to ERP
- About 470 Simplification Items exist for SAP S/4HANA 1610
- They are grouped by business priority (e.g. Core Finance) and industry, respectively

AddOn's & Business Functions

- SAP AddOn's and Business Functions as well as 3rd party AddOn's have to be checked for their compatibility with SAP S/4HANA
- SAP software is listed and rated
- 3rd party software is listed only

S/4HANA Sizing

- To prepare for SAP S/4HANA, a system sizing is the baseline for further discussions regarding the future target size
- SAP Readiness Check summarizes the technical sizing result so that customers can further engage internally, with SAP or with partners to discuss the future target system size



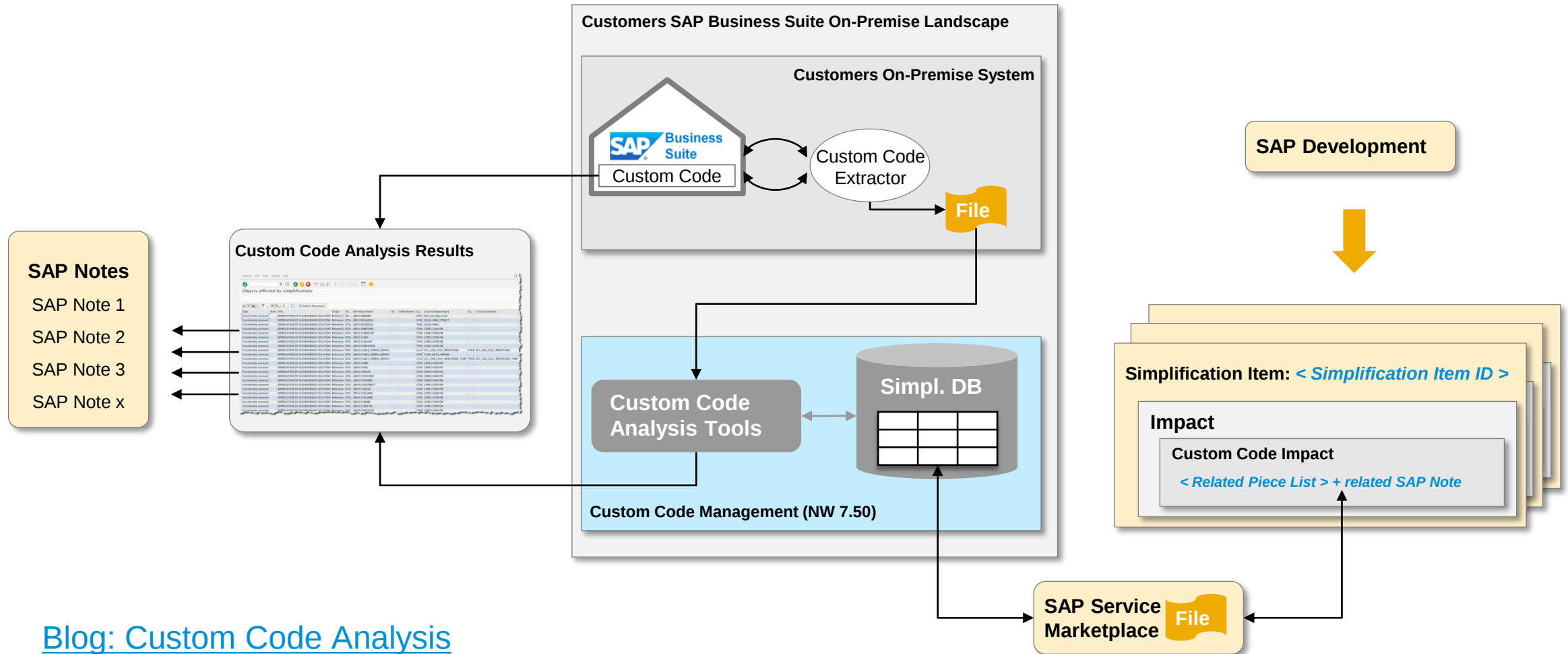
Recommended Fiori Apps

- Fiori apps recommended based on the transaction usage history in the evaluated system

Transactions

- SAP GUI transactions replaced or deprecated in SAP S/4HANA, such as Classic MM-PUR GUI transactions

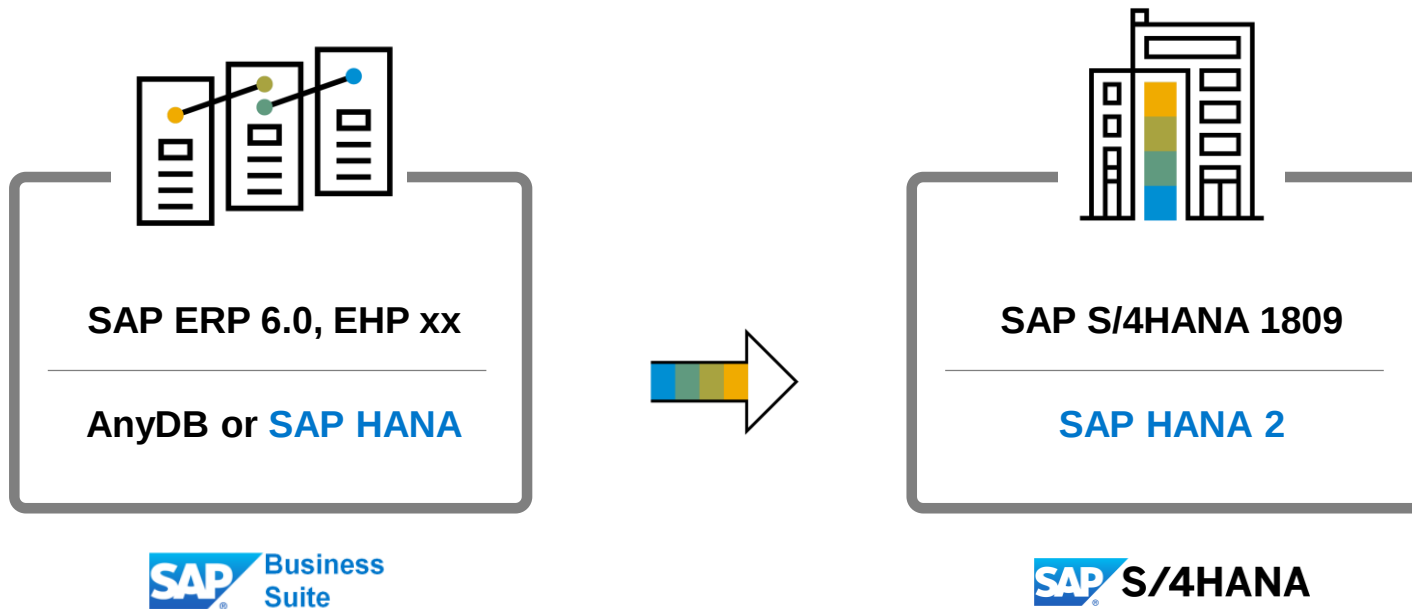
SAP S/4HANA - Custom Code Analysis



[Blog: Custom Code Analysis](#)

SAP S/4HANA

System Conversion – Transition Paths Overview



It is recommended to go to SAP S/4HANA **without previously exchanging** the Database to SAP HANA on SAP ERP

System Conversion Paths (basically)
From SAP Business Suite
(ERP6.0, EHP xx, Any DB or SAP HANA DB)
to SAP S/4HANA 1809 SPS00

Note 1: For older SAP Business Suite releases or systems on Non-Unicode an additional step to SAP ERP 6.0 EHPxx is required.

Note 2: System has to be an AS ABAP-only system. Dual-stack systems (AS ABAP and AS Java combined in one system) are not supported for the conversion. If your system is as dual-stack system, you have to split it before doing the conversion.

Note 3: SAP Suite on HANA customers who are planning a system conversion to SAP S/4HANA 1809 should first update the database from SAP HANA 1 to SAP HANA 2 and then do the system conversion (either in the same or a separate downtime).

Start Release	Target Release	Availability	Remarks
SAP ECC 6.0 EHP 0-8	SAP S/4HANA 1809	Available since Q4/2018	Migration to SAP HANA 2 DB [if required], Installation of S4CORE Software

System Conversion requirements incl. min./max. SP-level on source system:



[2625407-SAP S/4HANA 1809: Release Information Note](#)

The Intelligent Enterprise Suite – Cloud Journey



Private vs Public



On S/4HANA Retail, public cloud

- S/4HANA Retail for merchandise management, public cloud planning feels like a roller coaster ride
- S/4HANA Retail public cloud back on the horizon with a first wave planned for Q1 2021



SAP S/4HANA Cloud, single-tenant vs. Gartner Magic Quadrant cloud criteria



Cloud offering with one subscription pricing



Standardized modules with fixed system landscape and commercial terms



Proactive Application management services & infrastructure included



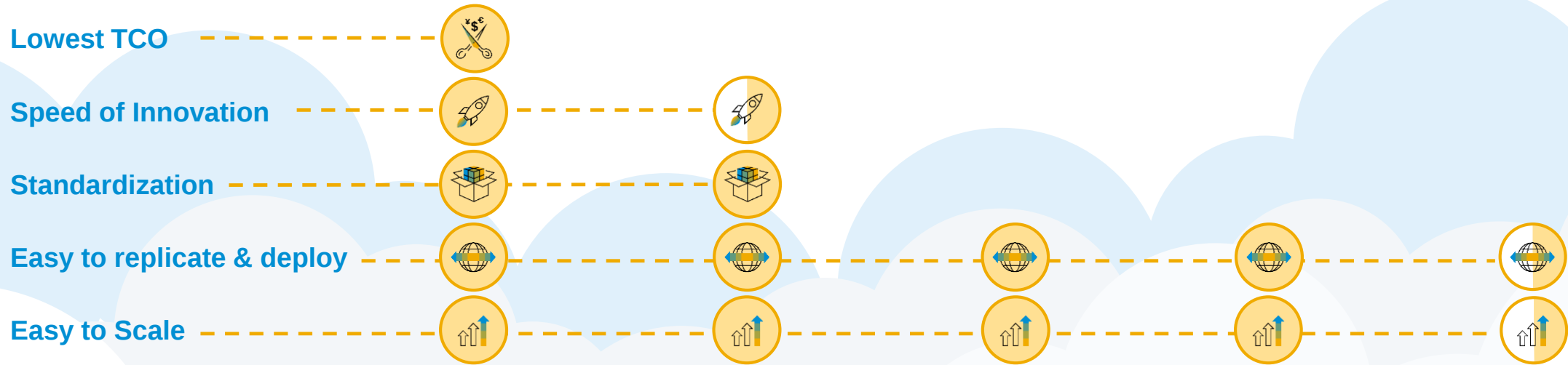
System is ready to run once customer has access



2 upgrades a year included

Gartner Magic Quadrant	Description	S/4HANA Cloud, private edition	
Licensing and Technology	The cloud service is licensed on a subscription basis or metered pay for use.	✓	
	Users cannot have a contract that is only for them (except for minor adjustments), nor can they be provided with a version different to that offered to other cloud customers.	✓	
	The cloud service uses internet technologies: use of internet files, formats, and identifiers are necessary for delivery of cloud service interfaces.		
	Computing resources used to support the cloud service should be scalable and elastic in near real time rather than based on dedicated hardware/infrastructure.	✓	
Customization	Modification of source code not possible. Configuration via citizen developer tools and extension via PaaS (partner, vendor or user) is allowed.	✓	
Pace of Change	A single code line is used for all customers of the cloud service to allow rapid deployment of new functionality by the vendor.	✓	
	Vendor delivers at least 2 upgrades containing new functionality per annum to all users of the cloud service	✓	
	Vendor must offer self-provisioning capabilities for the service (at least for development and test instances) without involvement of vendor's staff.		
	The technology used to deliver the service must be shared by multiple customers in order to create a pool of resources from which elasticity can be delivered.	✓	

SAP offers choice for the S/4HANA cloud journey



	Cloud		Customer Cloud		
Licensed via	SaaS Model		License + Subscription	License + IaaS cost	License
Governed by	SAP	Shared	Customer		
Adapted through	Configuration		Code Modification		
Runs on	Cloud	Dedicated Cloud	Private Cloud	Hyperscaler	Customer owned
Solutions	S/4HANA Cloud	S/4HANA Cloud , Single tenant edition	HANA Enterprise Cloud	Hyperscalers and S/4	S4HANA OnPrem

STE, private cloud, public cloud, multi-tenant ...

- STE stands for **single-tenant edition** and is the extension to a series of cloud SAP material codes on the SAP price list
- Single-tenant editions are deployed as a private cloud so each customer gets their **own system**
- There are other applications on the price list that are declared public cloud but are also a private cloud from a deployment perspective
 - Example is Commerce Cloud which is marketed as a public cloud
 - So not every public cloud on our cloud price list is necessarily a **multi-tenant** cloud application
- STE is not HEC even though the deployment can be done on the SAP HANA Enterprise Cloud infrastructure and managed services are also performed by employees of the SAP HANA Enterprise Cloud
- Applications that are **hosted** on
 - HEC have different material codes than STE
 - Cloud S/4HANA Retail for merchandise management (material code 8004987) versus SAP S/4HANA Retail for Merchandise Management, single tenant edition (material code 8005595)
 - Hyperscalers' infrastructures such as Microsoft Azure or Google Cloud Platform are
 - Same as above only MS or Google provides infrastructure in an IaaS model
- Single-tenant editions can also be deployed on hyperscalers – in this construct, the infrastructure costs for the hyperscalers are included in the pricing but contract is with SAP AND services are provided by SAP HEC team
- Revenue from STE is considered pure cloud revenue and incentivized as such

Key Characteristics for SAP S/4HANA Cloud, Single Tenant Edition

Full Scope



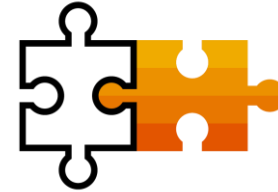
- Full ERP functional scope for 63* country versions in 39* languages, supporting 25* industries
- SAP Best Practices for 29 countries

Standardization



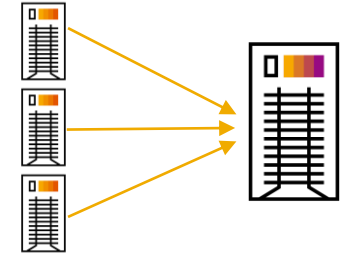
- Preconfigured packages comprising standardized infrastructure, licenses & proactive services

Extensibility



- Access to Extensibility Framework
- Full expert configuration possibilities (IMG)
- All extension possibilities are available e.g. APIs, BADIs, User Exits
- SAP code must remain unchanged

Integration



- All integration possibilities are available (not only whitelisted APIs):
- Full integration into public cloud systems
 - Full integration into OnPrem systems

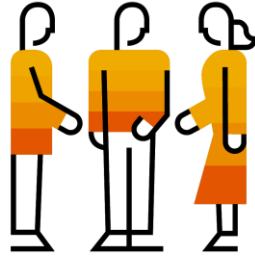
Commercial terms for SAP S/4HANA Cloud, Single Tenant Edition

New Installation



- New installation in HEC
- Data migration & transports are possible
- System copy for new installations isn't supported

Governance



- Shared system governance – customer & SAP
- Lifecycle management for release upgrades (up to 2 releases per year), support & feature packs included – testing is not
- Customer can influence update timeslot

Commercial Terms



- Initial contract term: 3 years for productive scenarios only

Business Continuity & Security



- Business Continuity & Security ensured by High Availability + Backup & Restore (included) and Disaster Recovery (separate option)

S/4 HANA Cloud, Single Tenant Edition

SAP Cloud Contract – Mandatory and Optional Elements

Application Management Services - Optional

Functional Cloud services: AMS Core Services, Proactive Services and Continuous Improvement , as per “AMS Roles & Responsibilities”



- Monthly subscription fee for support volume (hours) for contracted AMS scope

Enhanced Managed Services (EMS) – Mandatory

Technical Cloud Service Requests, as per “HEC Roles & Responsibilities”

- Monthly subscription fee for support volume (hours), 0-hour option

Pro-active Managed Services for S/4 HANA Cloud, Single Tenant Edition

Complementary setup, system health and innovation services as per “S/4HANA Cloud, Private Option Roles and Responsibilities Supplement”

S/4 HANA Cloud, Single Tenant Edition

HANA Enterprise Cloud

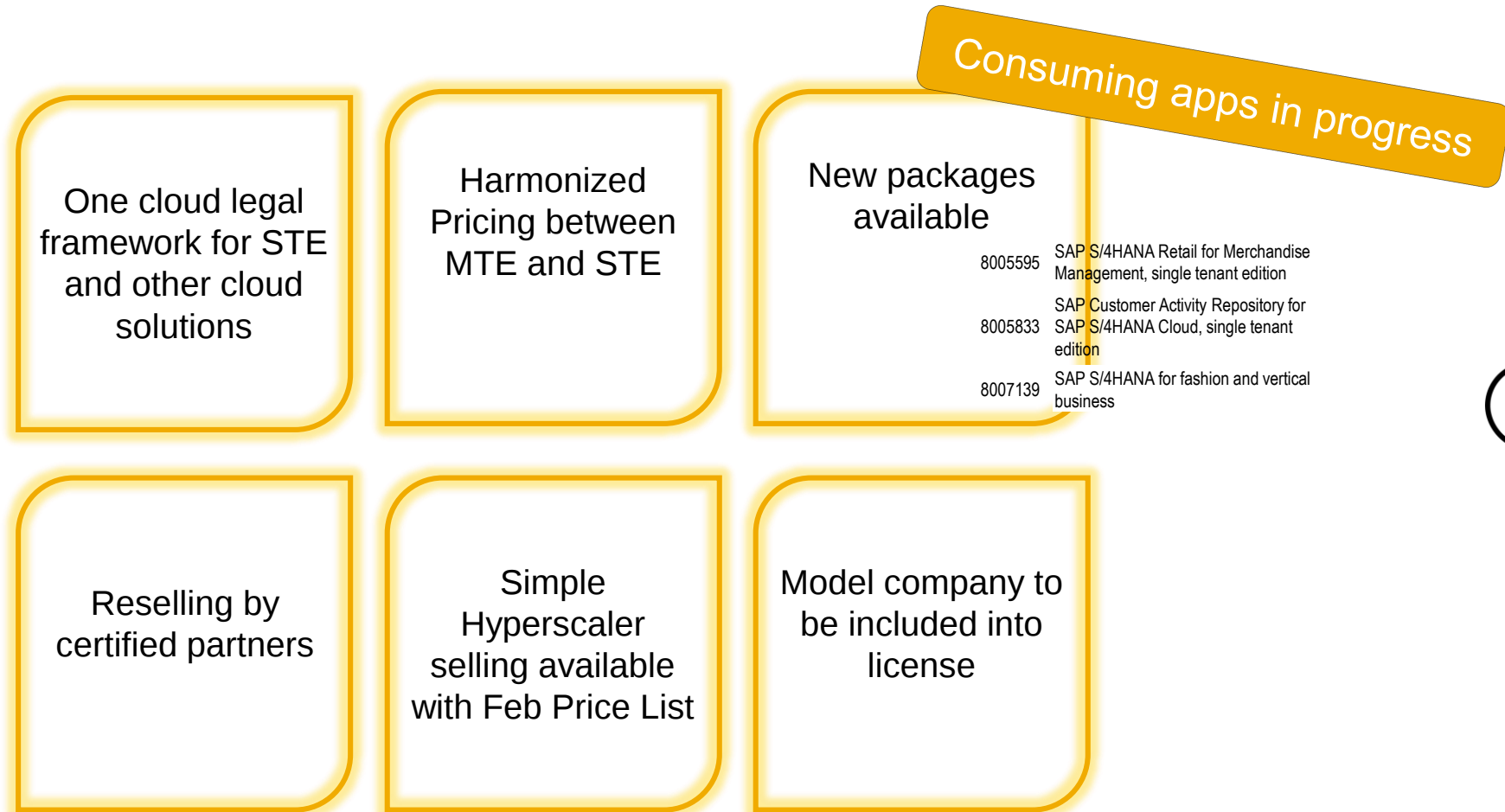
Technical Operations and Infrastructure as per “HEC Roles & Responsibilities”

- Monthly subscription fee for software, cloud operations and proactive application management

License Subscription

Including Enterprise Support

S/4HANA Cloud Single Tenant Edition Updates



Key Messages for Retail

S/4HANA ,functional‘

S/4HANA OP1809 and FPS1 released with significant additions/improvements for retail processes

Roadmap in place including public cloud and retail store management with RFID

Innovation across all deployment options

S/4HANA ,technical‘

S/4HANA Retail available as single-tenant edition; roadmap for public cloud in place

Model company for retail, fashion, CAR add-ons to accelerate projects

Embedded intelligence for master data plus generic ML cases

User Experience

New Retail specific functionality will be delivered via native FIORI Apps only.

Existing Retail functionality/transactions was harmonized using FIORI theme for classical GUI

Future – in particular for store operations is hands-free UI using conversational AI to support customers as well as employees

Thank you.

Contact information:

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