



Together, we make it happen.

SAP Model Company

Accelerator for S/4HANA engagements

Andreas Elting, Model Company Portfolio Manager

EXTERNAL



THE BEST RUN 

What is **The New Model Company?**

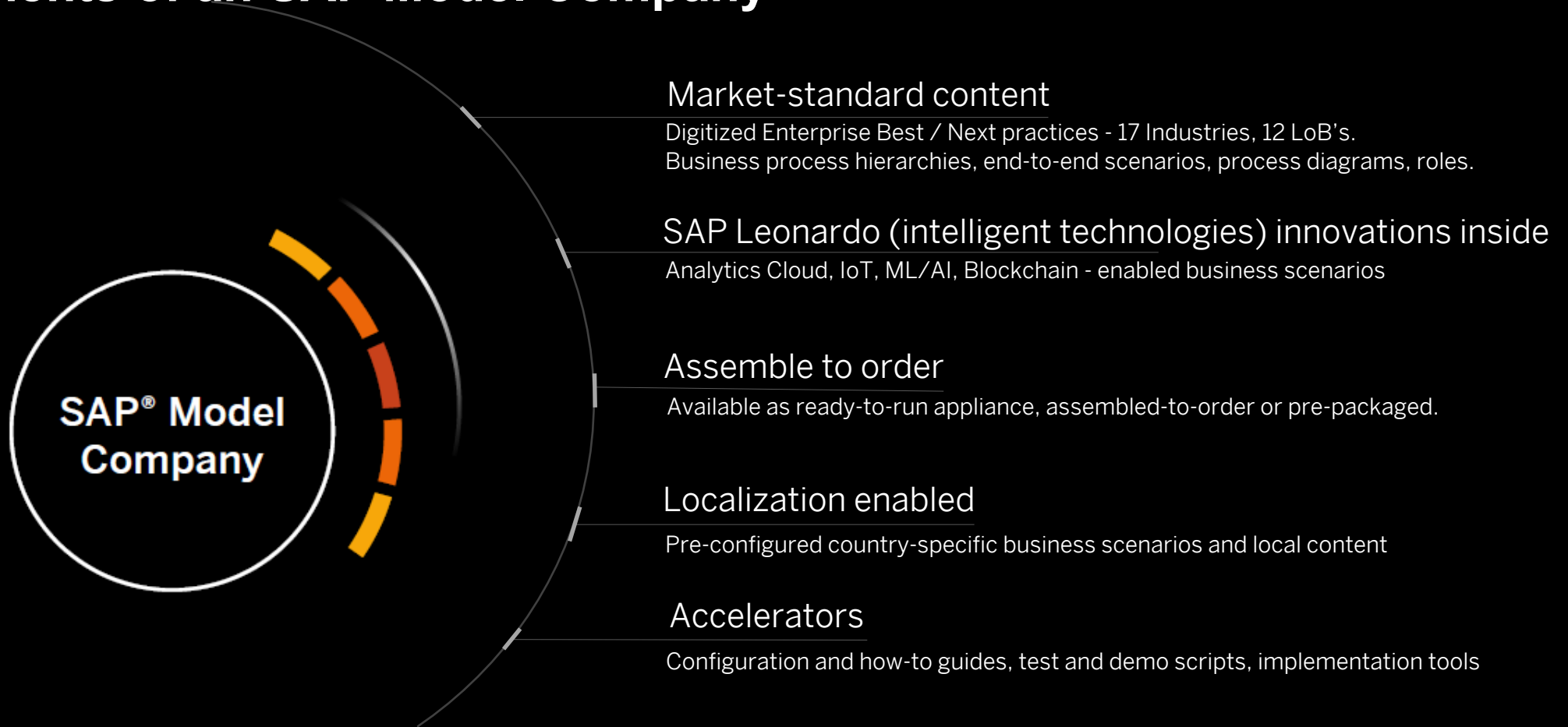


Positioning within SAP's strategy

- Designed for SAP's Intelligent Enterprise approach
- Designed baseline for SAP S/4HANA Cloud, single-tenant edition, and SAP S/4HANA on-premise
- The new built-in stack allows for SAP Model Company interoperability and the assembly of industry and line-of-business content end to end
- Market-standard business content for 17 industries and 12 lines of business
- Localization enabled
- Partner framework for more diverse portfolio and differentiating value
- Enhanced integration into The New SAP MaxAttention and SAP Advanced Deployment



Components of an SAP Model Company



SAP Solution
Manager 7.2

Interoperable stack | International foundation | Partner framework

SAP Activate + Industry reference architecture + Intelligent Enterprise framework

SAP Cloud
ALM

Portfolio

Subject to change
without notice



Available SAP Model Company Services



Planned⁴

Industry

Airline Back Offices³

Automotive¹

Chemicals¹

Consumer Products¹

Core Retail²

Fashion and Vertical Business²

Insurance³

Integrated Digital Banking³

Life Sciences¹

Mining Production Execution¹

Oil & Gas¹

Omnichannel Retail²

Trade Management for Consumer Products¹

Utilities¹

Cross Industry

Multinational Corporations^{1,5}

Line of Business

Central Finance²

Connected Manufacturing¹

Finance¹

Human Resources

Logistics Execution¹

R&D/Engineering and Sustainability¹

Extended Warehouse Management for Industries¹

Hybris Marketing Cloud

Subscription Billing¹

Supply Chain Planning¹

Industry

Agribusiness

Defense

Industrial Machinery & Components

Mill Products

Line of Business

C/4HANA

Connected Assets

1. Model Company is compliant with the NEW SAP Model Company standards; S/4HANA 1809 version available for sale; Available for delivery Q1 2019;

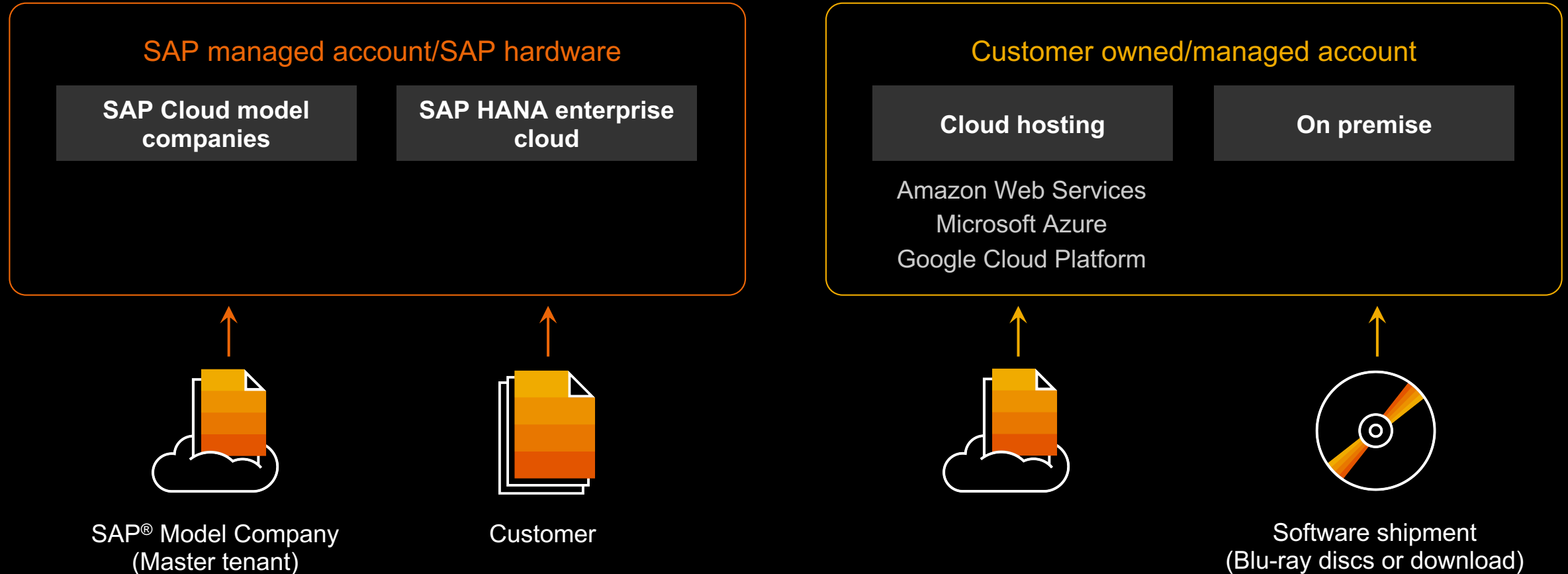
2. SAP S/4HANA 1809 based version available for sale; Available for delivery Q1 2019; Exceptions regarding localization and/or interoperability apply;

3. SAP S/4HANA 1709 based version available for sale; SAP S/4HANA 1809 version on request;

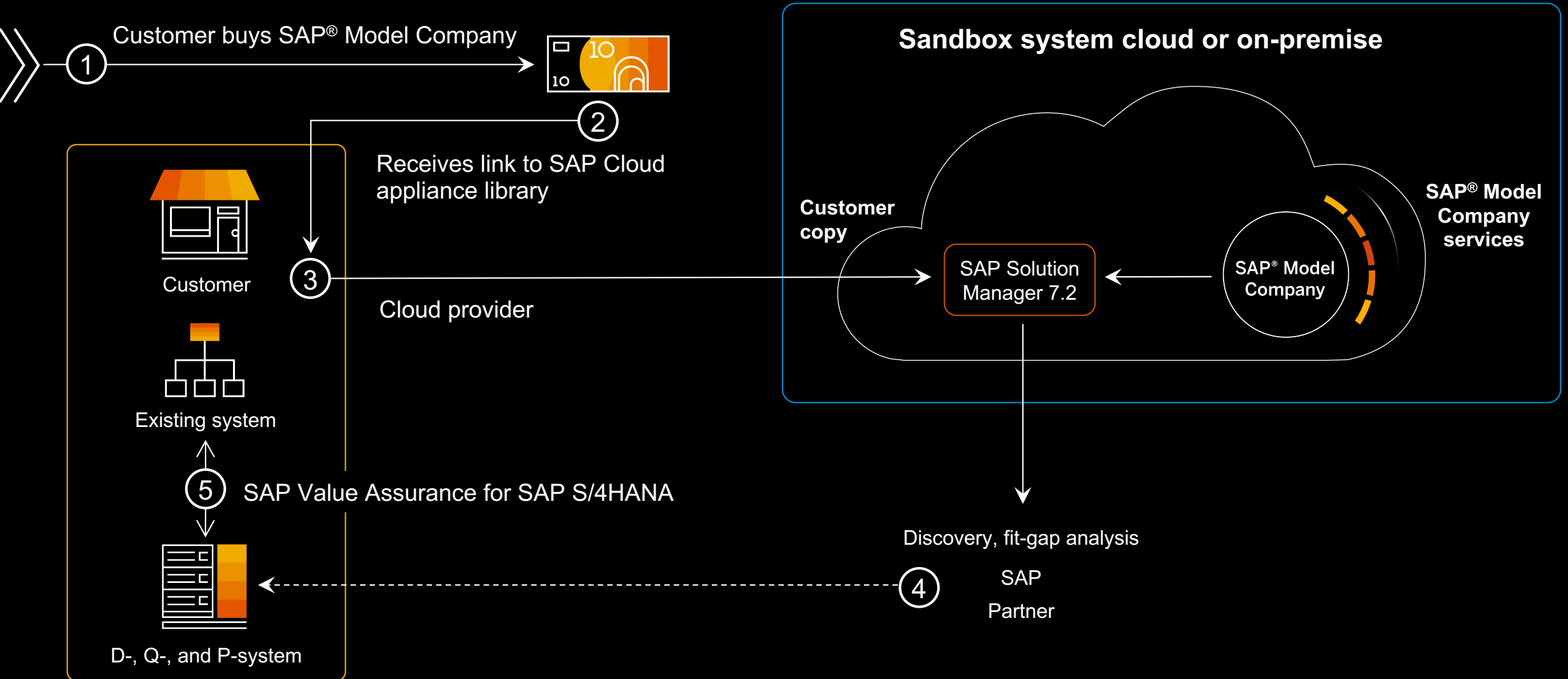
4. This is the current state of planning and may be changed by SAP at any time. Planned Model Companies are also already available on request;

5. SAP Model Company for Multinational Corporations is the S/4HANA Best Practice based successor of SAP Model Company for Enterprise Foundation; One voice name approval in process;

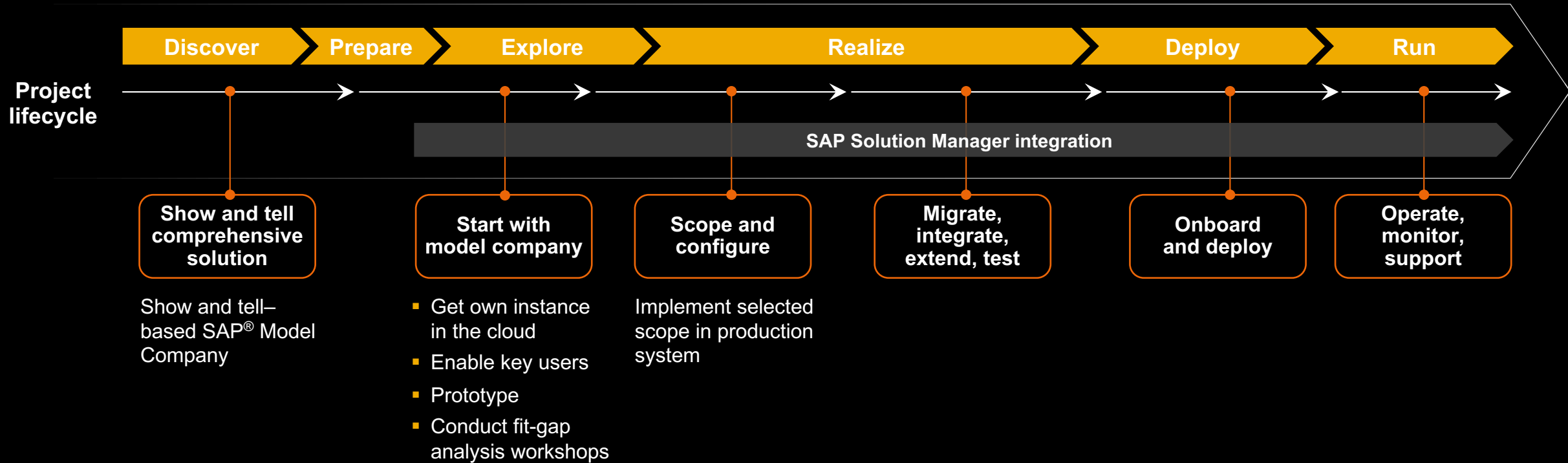
Choose Along Use Case and Preferences



Fast Customer Delivery Options



Model Company and SAP Activate



Customer **FEEDBACK**

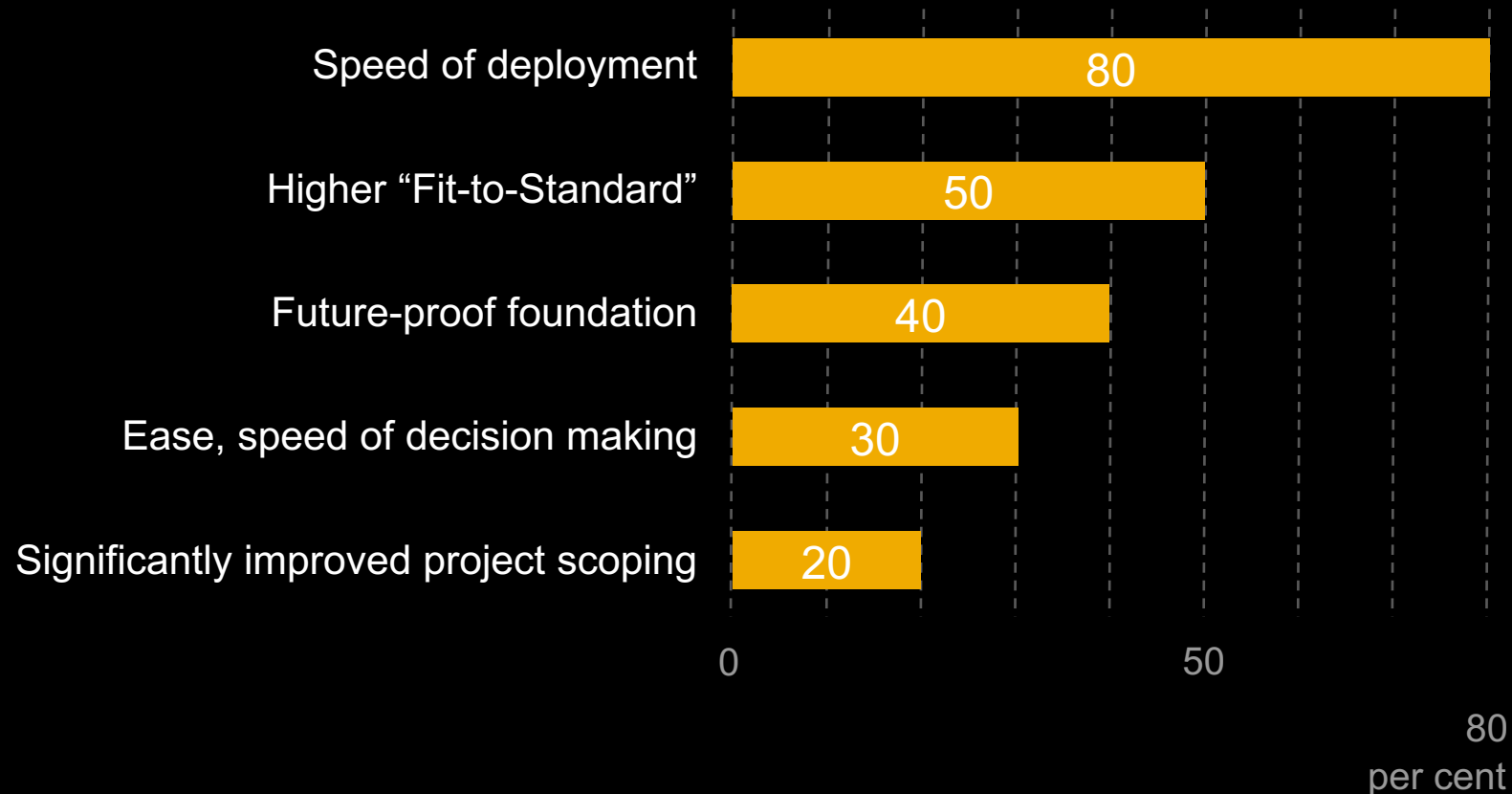


Early Adopters Feedback*



“Which benefits did you observe, using SAP® Model Company?”

Main benefits observed by Early Adopters



*Feedback, our customers shared with a leading Research and Advisory Company

Commercials



New options in a nutshell



*“I want to explore LoB
and industry capabilities”*



- SAP Model Company <for industry/LoB>
- NEW** SAP Model Company <for multiple LoBs>
- NEW** SAP Model Company <for industry & multiple LoBs>²
- NEW** SAP Model Company <for industry/LoB>, custom edition, with custom best-practice country version³

*“I want to jump-start¹ my
implementation...*



- NEW** SAP Model Company <for industry/LoB>, custom edition, with **one** custom best-practice country version²
+ individual localization by market unit or project⁵

... and operate in one country”



- NEW** SAP Model Company for multinational corporations⁴
- NEW** SAP Model Company for multinational corporations with SAP Model Company <for industry/LoB>, custom edition
+ individual localization by market unit or project⁵

... and operate in multiple countries”

1: Jump-start refers to the usage of SAP Model Company for the initial setup of a development system; Restrictions apply

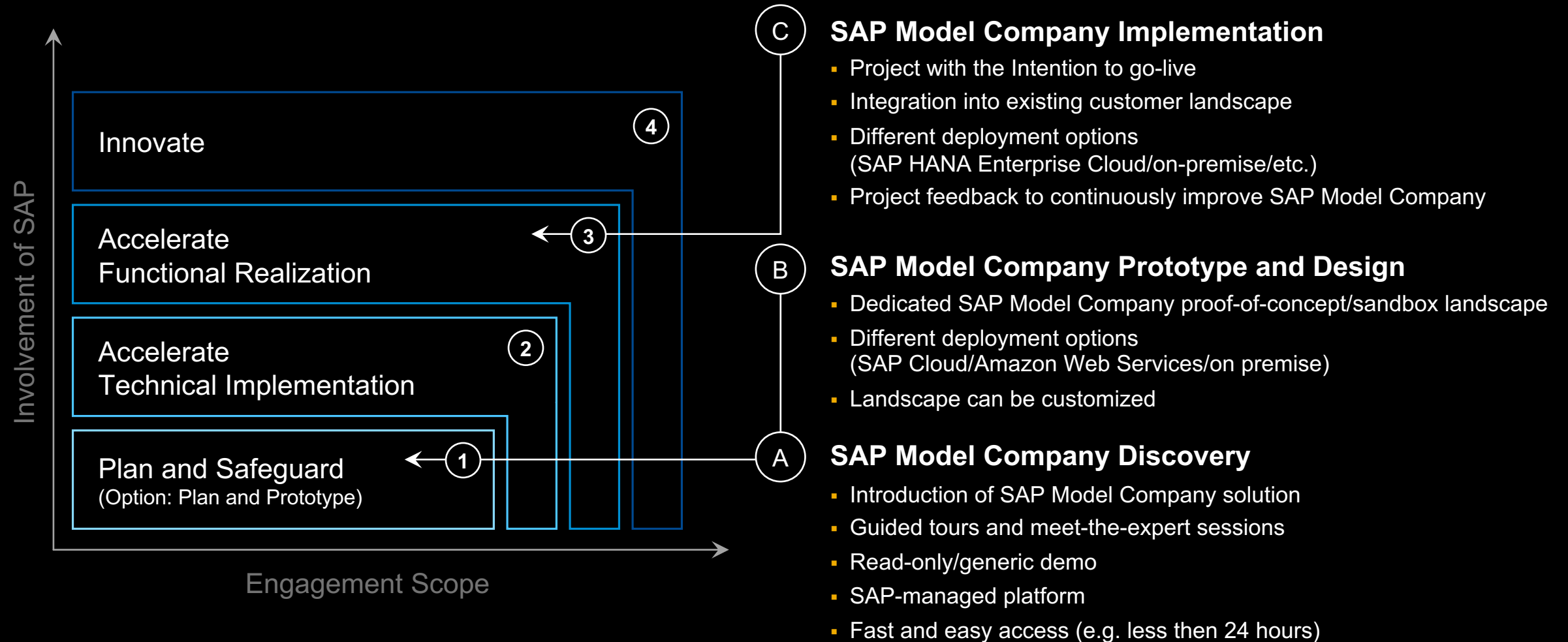
2: Excluding model companies for public cloud (for example, HR, marketing cloud); availability planned for Q2 2019

3: SAP Model Company content on USA best-practice version, side-by-side with selected best-practice country version

4: Successor of SAP Model Company for Enterprise Foundation; naming not yet confirmed and might change.

5: Q1 2019 SAP Model Company content will be delivered based on best-practice U.S. country version; transfer to target country version is supported with a “cookbook” but has to be executed by market unit or project.

SAP Model Company and SAP Value Assurance a foundation for innovation



Available offerings for pre-packaged MCs- Overview

SAP Model Company - Demo	Fully-Activated Appliance - Trial	SAP Model Company – Discovery Service 2.0	SAP Model Company Service
Free	Cloud account only	subscription	Fixed price
Demo of SAP Model Company content (based on SAP S/4HANA – incl. SAP satellite systems where necessary)	Trial system based on pre-configured SAP S/4HANA incl. 9 Demo stories	Trial system based on SAP Model Company Content (available for limited number of SAP MCs)	SAP Model Company Content to accelerate S/4HANA implementation project
No system is being handed over to customer	Full system handover to customer, deployed in customer cloud environment (e.g. AWS)	System accessible for customer, but deployed in SAP environment	Full system handover to customer Deployed in customer environment
Get an idea of SAP Model Company content - LoBs / Industry flavour - Additional SAP MC processes on demand	Customer owns system, e.g. no restrictions in: - Development - Data migration - Customizing - Etc.	Play around with SAP Model Company content - LoBs / Industry flavour - Additional SAP MC processes Limitations: - No customizing - No data migration	Customer owns SAP Model Company No restrictions, customer gets fully configured system as basis for new implementation
~ 2 hours demo with limited documentation handed over	Available for 30 days (options for extension to be clarified)	Available for 30 days (extension to 90 days possible)	No restriction in duration
Limited documentation handed over	Demo Guide available	Selected SAP Model Company documentation handed over	Full SAP Model Company documentation handed over

Next Step: MCs embedded into MOVE's Adoption Starter

Adoption Starter

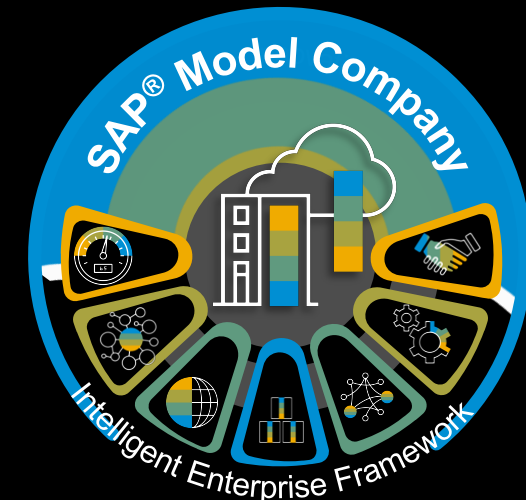
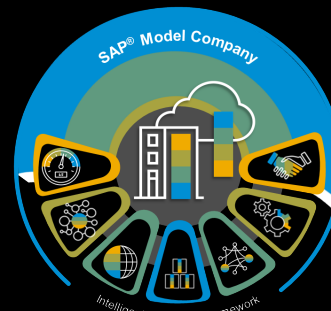
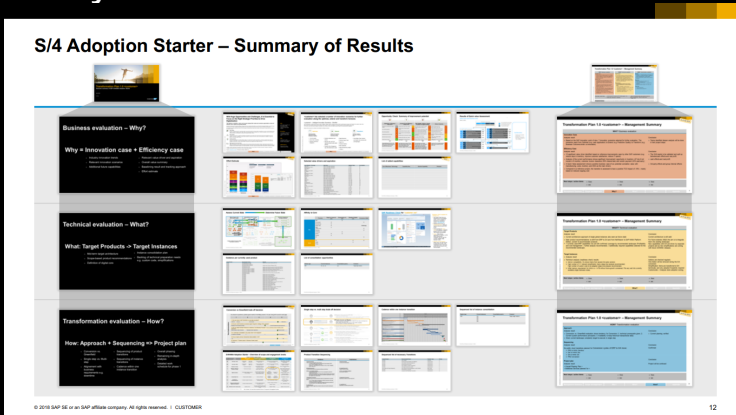
- Providing clear guidance and support for the customer SAP S/4HANA design journey
- MC demo session
- Helps customers to structure and assess their transformation in a 90 day format

“Discovery” Landscape

- SAP S/4HANA Sandbox System
- Deployed on SAP HEC
- Usage of customer data
- Pre-configuration based on SAP Model Company

Implementation

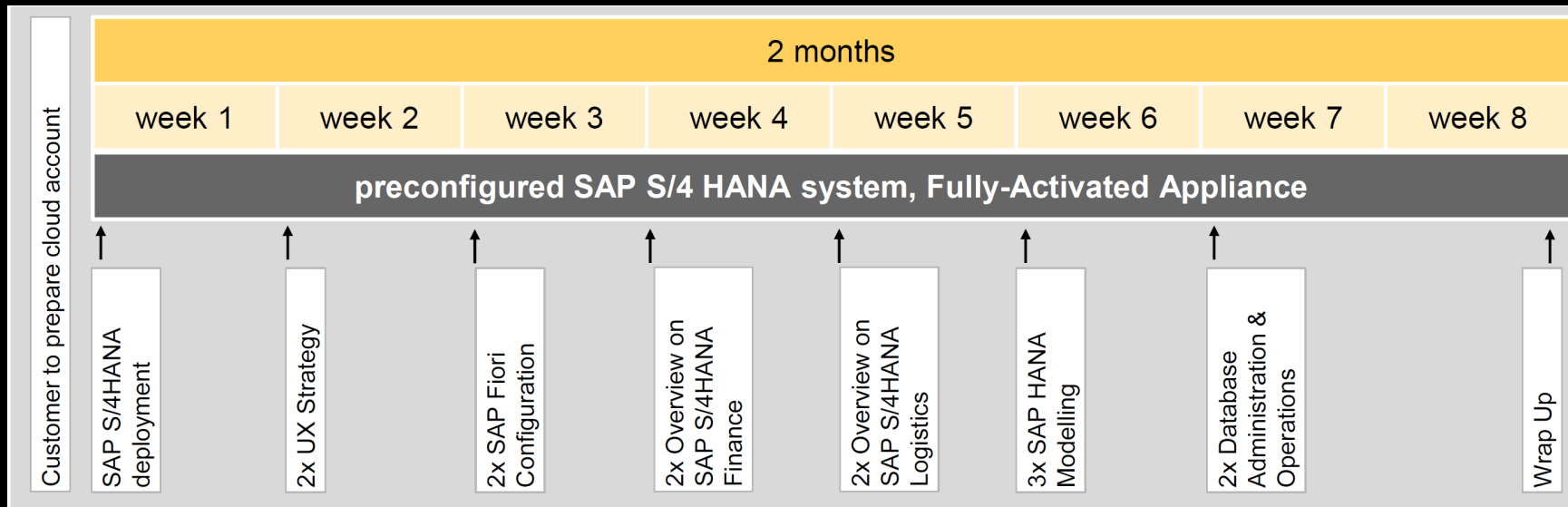
- SAP Value Assurance
- SAP Advanced Deployment
- SAP MaxAttention
- SAP Model Company Service



Next Step: MCs embedded into Fast Track

Customer receives S/4HANA system for 2 months and regular enablement sessions

- 1:n service delivery approach - up to 10 customers build 1 class
- SAP S/4HANA system gets deployed in customer cloud account. Customer is responsible for the hosting environment
- Enablement sessions: lessons in the morning, Q&A in the afternoon



Enrichment by
SAP Model Company,
e.g. Finance, Logistics

Thank you.

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Model Company Program

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