



Build your case for SAP S/4HANA with **SAP Business Scenario Recommendations (next generation)**

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PUBLIC

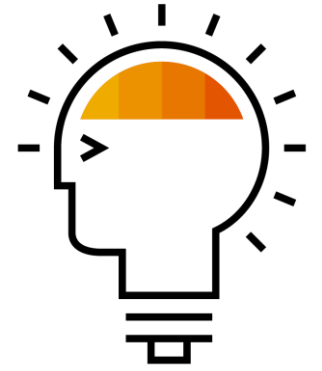
Agenda

Introduction and Overview

Example: SAP Business Scenario Recommendations (next generation)

How to Request Your Own Report

Summary



How to build your case for SAP S/4HANA?



Typical Customer Questions:

- **Why** move from SAP ERP to SAP S/4HANA?
- **What are the benefits** for each area of my business?
- **What is different** compared to ECC, and **what is new?**



NEW: SAP Business Scenario Recommendations for SAP S/4HANA (next generation)

- **Unique insights** into current business process performance, system usage and industry benchmarks
- **Tailor-made recommendations** for SAP S/4HANA functionalities for six lines of business
- Helping you to **build your case for SAP S/4HANA and secure business buy-in**
- **Free of charge** for customers on SAP Maintenance

Storyline example for the **head of manufacturing**

“Understand how to achieve your business goals with SAP innovations.”

Business goal

“What does my CEO want me to achieve?”

Value drivers

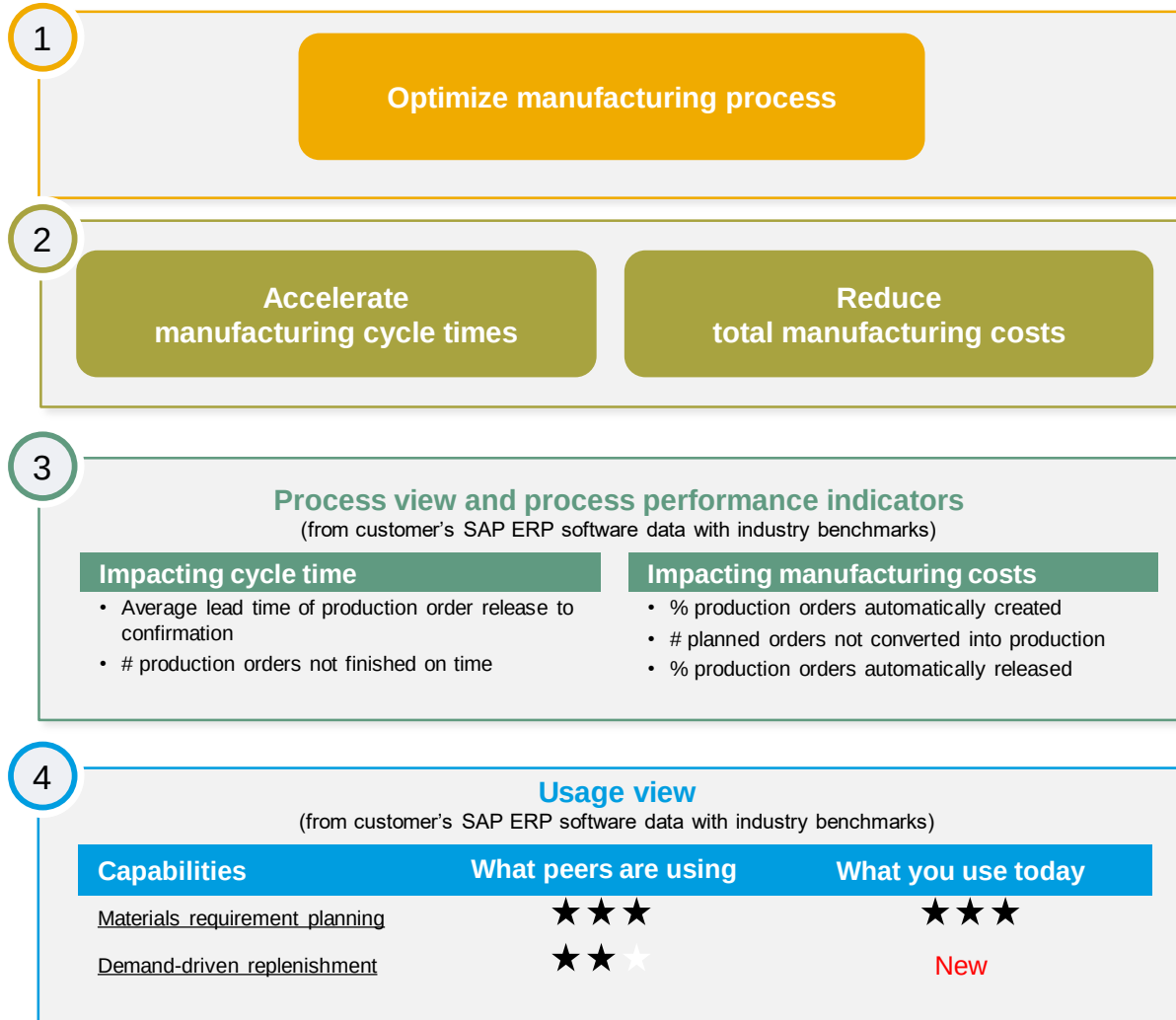
“What should we improve?”

Deep dive into performance

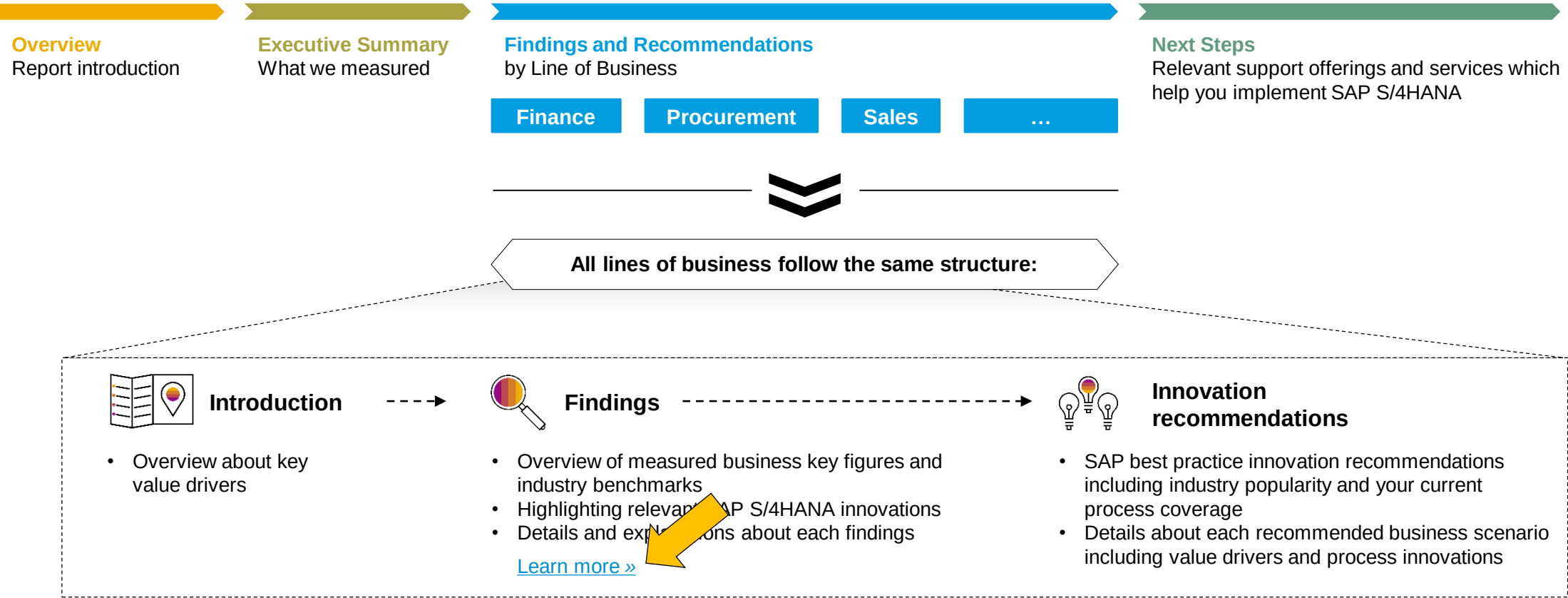
“Where are issues in today’s processes?”

Deep dive into usage

“How are we working today?”



Structure of the SAP Business Scenario Recommendations (next generation)



How to Read the Findings Summary

1 For each **value driver** relevant process performance indicators are listed on the right

2

- Process performance indicators measured in your productive SAP ERP system
- **Colors** indicate **industry benchmarking performance**:
green = 'top 25%', **yellow** = 'average', **red** = 'bottom 25%', **grey** = 'no benchmark data available'

3 For each process step or area you will get recommendations for relevant **SAP S/4HANA business scenarios**

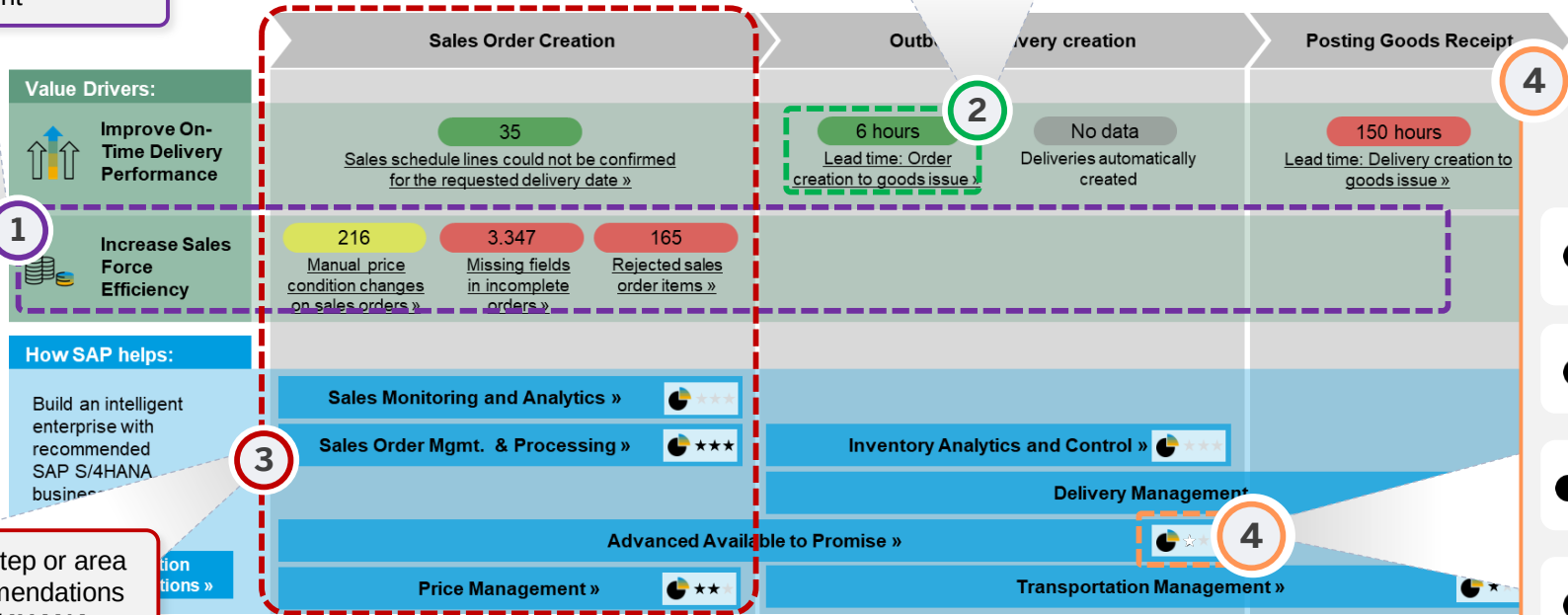
4 'Usage icon' indicates your current usage of business scenarios:

🟦☆☆ = No usage

🟦☆☆☆ = Low usage

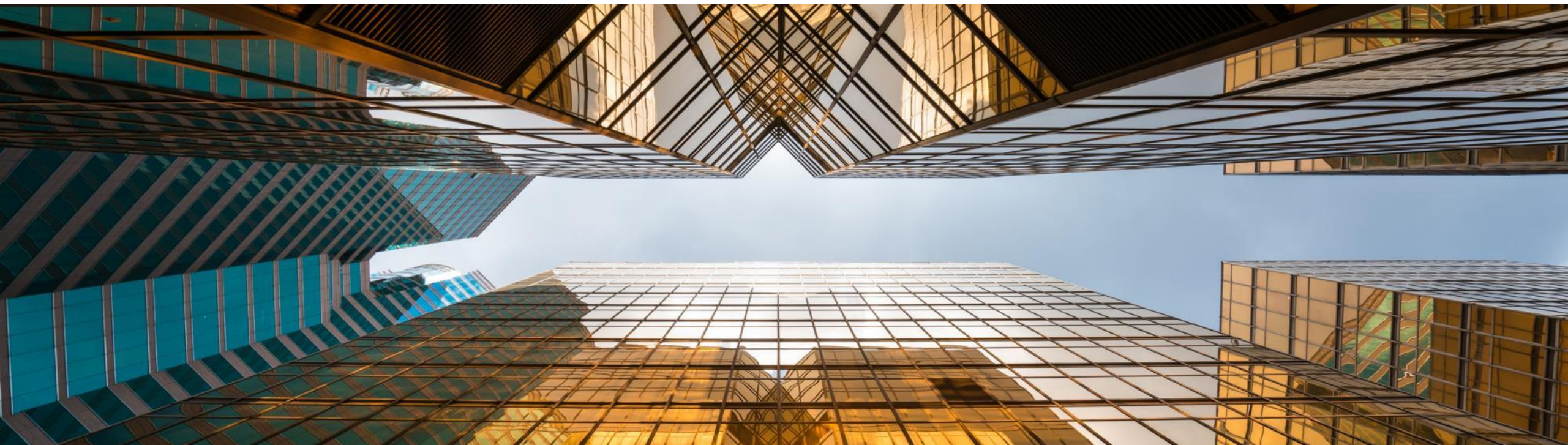
🟦☆☆☆☆ = Medium usage

🟦☆☆☆☆☆ = High usage



Example

SAP Business Scenario Recommendations (next generation)





Next Generation

SAP Business Scenario Recommendations for SAP S/4HANA 1909

Customer Name: Sample Inc.

Customer Number: 12345

Date of analysis: 21 Oct, 2019

Country: Germany

Industry: Consumer Products Industry

System ID: PRD

Current Release: SAP ERP - EHP4

Database: Oracle

SAP Digital Business Services

Sample Report

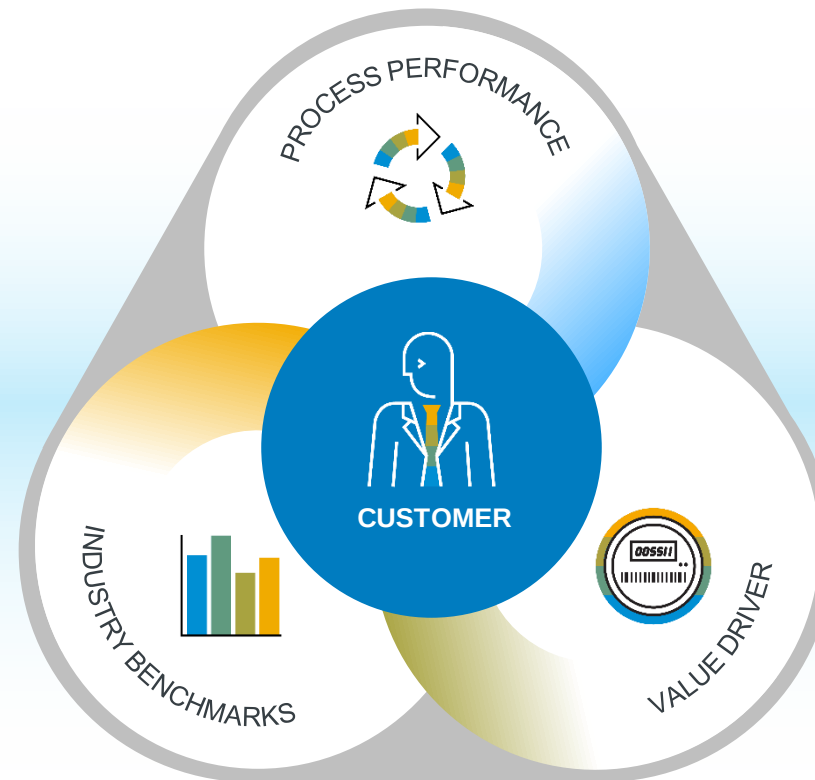


GET STARTED >

What's in it for you:

This report will help you to receive:

- Insights on your current SAP ERP system and industry trends
- Relevant SAP S/4HANA business scenarios by line of business
- Tailored guidance and recommendations to realize the value from SAP S/4HANA



What we know about Sample Inc.:

- We analyzed business process performance and usage data provided from your SAP ERP system PRD
- 6 lines of business use PRD, including Finance, Sourcing & Procurement, Sales & Service, Supply Chain, Manufacturing and Asset Management

Business Opportunities with SAP S/4HANA

The report starts with the overview section, which introduces the report, outlines key challenges, trends and value drivers in the customers' industry. This is a sample report from the consumer products industry.

Sample Inc. | System: PRD
Consumer Products Industry

Sample
Report

Trends in Consumer Products Industry:



Key Challenges within your industry

Empowered consumers

- Consumers are informed, empowered and always on
- They can shop and buy from anywhere and make choices about where and how they would like to take

Expanding ecosystems

- Deliver the supply chain transparency that today's shoppers demand
- Reach consumers across channels directly in moments of need

Extraordinary innovators

- Building innovative business models
- Redefining customers expectations and gaining market shares



Key Trends within your industry

Enabling new business models

- Monetizing content or data
- Pursuing innovative partnerships

Delivering personalized outcomes

- Build enduring customer and consumer relationships
- By delivering on a set of outcomes, often service driven, that go well beyond traditional product focus

Competing as an ecosystem

- Expand the boundaries of consumer products
- By teaming with non-traditional ecosystem partners
- To deliver higher value at no or low incremental cost



Key Value Drivers within your industry

Reimagine order to delivery

- Improve customer service
- Reduce inventory carrying costs
- Reduce logistics costs

Reimagine personalized products

- Increase revenue from new products
- Increase revenue growth
- Reduce research and development expense

Reimagine operational procurement

- Reduce procurement function costs
- Improve compliance on supplier and price policies, taxation, and regulations
- Improve cash flow with faster payments

Here you can find key assets and industry accelerators for the consumer products industry, which include industry road maps, whitepapers and more.

Sample Inc. | System: PRD
Consumer Products Industry

**Sample
Report**

Accelerators for your value and innovation discussion in the **Consumer Products Industry**:

1



Understand the **Industry Strategy**

- Get a business overview on what moves your industry
- Understand SAP's approach and products to drive industry innovation

[Read the industry whitepaper »](#)

2



Leverage **Intelligent Technologies**

- Point of view of SAP towards technological impacts
- Understand how these intelligent technologies improve everyday business

[See SAP's point of view »](#)

3



See target architecture with **SAP Industry Digital Transformation**

- Explore a full proposed architecture in the industry poster
- Choose from this full set and focus on processes and options relevant for you

[Get the poster »](#)

4



Plan with **SAP capabilities**

- Understand industry related abilities and offerings with SAP value maps
- Plan your innovation program mid-term with SAP road maps

[SAP capabilities overview »](#)

[Get the SAP road map »](#)

5



Implement smoothly with **SAP Model Companies**

- SAP Model Company contain ready-to-use, preconfigured processes to accelerate your deployment
- Choose the SAP Model Company for your industry and lines of business

[SAP Model Company
for your industry »](#)

[SAP Model Company Overview »](#)

The report looks at typical business performance goals for various lines of business such as:

- 1 Improving liquidity by “reducing days sales outstanding” in finance
- 2 Reducing manufacturing costs and accelerating manufacturing cycle times

Lines of Business

SAP S/4HANA helps you achieve your business goals.

For selected lines of business and business goals, this report provides you with insights and tailored SAP S/4HANA recommendations.

Click one of the line of business on the right to discover how you can benefit from using SAP S/4HANA today.

Sample
Report

Finance



- Reduce G/L efforts and financial closing time
- Reduce finance costs
- Reduce days sales outstanding

12

Customer-specific
Recommendations



High
usage

Sourcing & Procurement



- Reduce procurement function costs

10

Customer-specific
Recommendations



Medium
usage

Sales



- Improve on-time delivery performance
- Increase sales force efficiency

14

Customer-specific
Recommendations



High
usage

Supply Chain



- Reduce days in inventory

7

Customer-specific
Recommendations



Medium
usage

Manufacturing



- Reduce total manufacturing costs
- Accelerate manufacturing cycle time

12

Customer-specific
Recommendations



High
usage

Asset Management



- Reduce unplanned downtime or outage
- Reduce asset data management cost

4

Customer-specific
Recommendations



Low
usage

For a high-level manufacturing process, operational performance indicators are displayed.

These are real customer data, coming out of this customers' SAP ERP system.

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OVERVIEW

DETAILS

Sample
Report

Manufacturing: Your Current Process Performance in SAP ERP System "PRD"

	Production planning	Production order creation	Production order release	Production order confirmation	Production order delivery
Value Drivers:					
 Accelerate Manufacturing Cycle Times			79% <u>Production orders automatically released »</u>	3 days <u>Lead time: Prod. order release to confirmation »</u>	5 days <u>Lead time: Prod. order release to delivery »</u>
 Reduce Total Manufacturing Costs	61.615 <u>Planned but not converted in time »</u>	71% <u>Production orders automatically created »</u>	4 days <u>Lead time: Prod. order creation to release »</u>	3.714 <u>Failed component consumptions during prod. order confirmation »</u>	39 <u>Overdue prod. orders assigned to sales »</u>
How SAP helps:					
Build an intelligent enterprise with recommended SAP S/4HANA business scenarios. All innovation recommendations »	Material Requirements Planning » 				
	Demand Driven Replenishment » 				
	Constraint Based Production Planning » 				
	Production Control » 				
	Production Execution » 				

- ❶ More than 61.000 production orders have been planned for, but are overdue for production. The planned delivery date of these orders is already in the past, but the orders have still not been handed over to the factories.
- ❷ In the factories, only 71% of all production orders are automatically created out of the production planning process. Almost a third of all orders is created manually, without a previous system-based planning.

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All innovation recommendations »					

Planned but not converted in time

Findings and Benchmark

What we measured

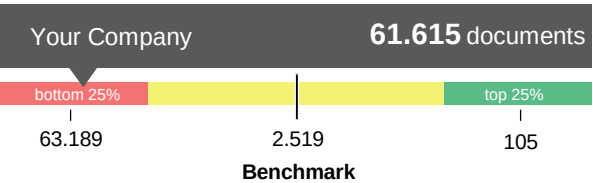
61.615 documents

Planned but not converted in time

Absolute number of planned orders not converted into production orders, although the planned delivery date is already in the past.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
17.252	15.404	9.858	7.394	11.707
28%	25%	16%	12%	19%

Top 5 Plants:

Plant	Documents	Percentage
Plant Germany IV	34.504	56%
Plant Italy	6.778	11%
Plant USA	6.162	10%
Plant France	4.929	8%
Plant Germany I	3.081	5%

Implication

Understand the problem

Possible Root Causes:

- Low trust on system-based planning data
- Production without production planning or outside of SAP-system
- Poor housekeeping: Non-deleted documents from inactive plants and/materials

Possible Business Impact:

- Inaccurate supply chain and replenishment
- Low production control (e.g. risk of double production)
- Higher workload for manual planning and production order entry

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The number is quite high, also compared to industry peers.

This customer is in the lowest performing 25% in the consumer product industry.

INTRODUCTION

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DETAILS 8/8

Sample Report

Planned but not converted in time

Findings and Benchmark

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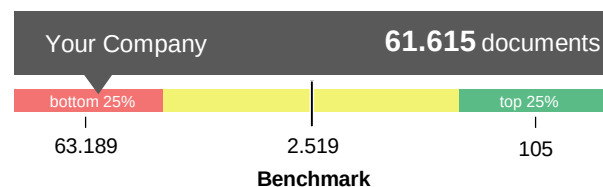
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If you want to know which plants are most impacted, please look at the middle section:

More than half of the cases happens in just one plant in Germany.

Sample Report

Planned but not converted in time

Findings and Benchmark

What we measured

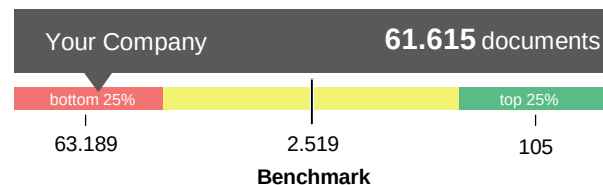
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And why does this happen?

SAP offers additional drill-down possibilities as a follow-up service to identify exactly the root causes.

But the most common reasons are a low trust in the planning data (for example for lack of flexibility to adjust to changing requirements) or non-integrated planning processes happening outside of the SAP-system.

So how can SAP S/4HANA help here?

Planned but not converted in time

Findings and Benchmark

What we measured

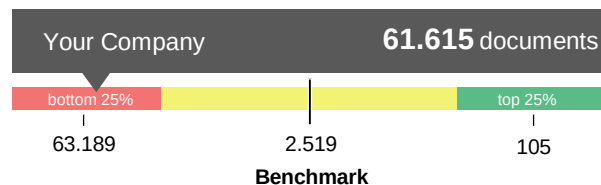
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To answer this question, let's go back to the manufacturing-overview. The bottom part contains SAP's recommendations, and the first one actually is the new Material Requirements Planning, or MRP.

This customer is already using MRP, as one can see from the two little stars, which indicate usage intensity (although not as extensively as other peers from the consumer products industry).

So, what's new in Material Requirements Planning in SAP S/4HANA?

A click will reveal it.

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All innovation recommendations »					

Material Requirements Planning

Business Scenario Description

Use sophisticated material requirements planning balances to optimize services and cost reduction. Gain visibility across the supply chain to monitor stock-outs and automatically create procurement proposals.



Your Usage Intensity



Industry Popularity

Value Drivers

- **Reduce days in inventory**
Consider all inventory data, lead times, and procurement timing in calculations
- **Reduce revenue loss due to stock-outs**
Monitor inventory and automating the creation of procurement proposals
- **Improve on-time delivery performance**
Leverage MRP logic to ensure that materials are in stock and manufacturing is scheduled on time to meet delivery goals and order commitments.

What's new in SAP S/4HANA

- **New Material Requirements Planning (MRP) Cockpit**
The whole MRP Cockpit has been renewed and redesigned.
- **Embedded PPDS**
With SAP S/4HANA the PPDS functionality, which was outside the ERP system in APO-PPDS is now an embedded full PPDS in the core ERP.
- **New Demand Driven MRP**
The Material Requirements Planning Run (MRP) has now been enhanced with Demand Driven MRP.

Further Information

Your Current SAP ERP usage:

15 Used transactions »

SAP S/4HANA Recommendation Details:



Business Scenario
Details »



See Related
SAP Fiori Apps »

[Back to Innovation Overview »](#)

❶ Here you can find a short description of the value drivers: What are expected benefits of Material Requirements Planning in SAP S/4HANA?

❷ But the customer is already using MRP. So, they might wonder what's new. Here is the answer:
A much improved integration of the production planning and scheduling, as well as the new Demand Driven MRP.

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See Related
SAP Fiori Apps »

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This is just the level of detail that the report provides for business executives.

Experts can further drill down into much more granular information by clicking on the details:

Including the related SAP Fiori Apps and even process model descriptions, configuration guides and test scripts.

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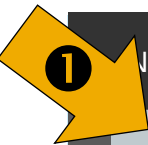
Business Scenario
Details »



See Related
SAP Fiori Apps »

[Back to Innovation Overview »](#)

- 1 Finally you can also see a summary of all customer-specific recommendations, incl. the customer's current usage intensity...
- 2 ... as well as information on how popular the business scenarios are in the industry.



Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage

The table below shows SAP S/4HANA business scenarios that are enhancing process areas which you are already running in SAP.



SAP S/4HANA BUSINESS SCENARIO	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
External Processing	★★★	3	★★★		
Subcontracting	★★★	1	★★★		
Material Requirements Planning	★★★	15	★★★		
Production Execution	★★★	6	★★★		
Recipe/Routing Management	★★★	4	★★★		
Production Control	★★★	2	★★★		
Quality Improvement	★★★	1	★★★		
Production BOM Management	★★★	1	★★★		
Demand-Driven Replenishment	★	Usage of related application area	New		

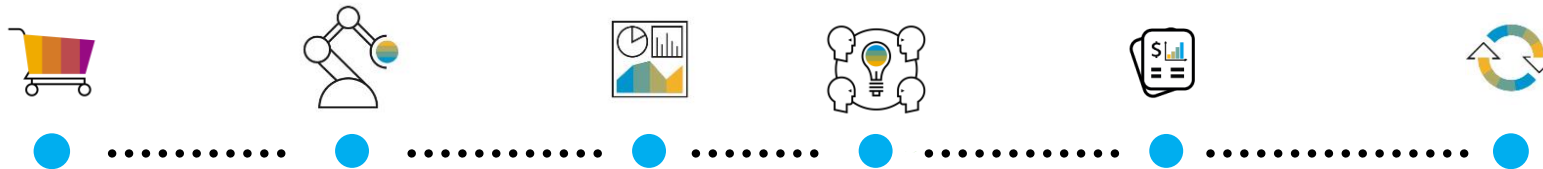
For each line of business the report shows typical customer pain points in the traditional end to end scenario and how the future with SAP S/4HANA could look like for each lines of business.

For example, here you see the how SAP S/4HANA can enable personalized order to production.

Reimagine Personalized Order to Production

Traditional Scenario:

- Customer can select only from defined product variants
- Additional personalization requires engineering effort. It is delivered with high cost, long lead time, and varying quality
- Significant investment of labor and resources to fulfill the order
- Low customer satisfaction and inability to scale personalized offerings



The New World With SAP:

- Personalized order from customer through e-commerce; **real-time feedback on feasibility**
- Confirmation of commitment and **lead time based on manufacturing/supplier network guidance**
- **Advanced variant configuration** enables real-time product and production engineering
- Scheduling production in a single system
- Traceability and serialization enabled by **integration of SAP Manufacturing Execution with digital core**
- Fulfilment of **personalized order** with short lead time, low cost and high customer satisfaction

[Read the whitepaper »](#)

And also the report contains proof points about the potential improvements and savings:

Here is a manufacturing reference customer from India, which reduced manufacturing cycle time and accelerated material requirements planning with SAP S/4HANA.

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	S
INTRODUCTION	FINDINGS	RECOMMENDATIONS		
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS	EXAMPLE	CUSTOMER REFERENCE

Sample Report

Company
Isgec Hitachi Zosen Ltd. (IHZL)

Headquarter
Gujarat, India

Website
www.isgec.com
/processequipment
/ba-pe-hitachi.php

Industry
Mill products

Products and Services
Manufacture of critical equipment for refinery, fertilizer, and petrochemical industries

Employees
4,000

Revenue
US\$450 million

SAP® Solutions
SAP S/4HANA®, SAP Fiori® apps

- Before: Challenges and Opportunities**
- Accurately track the availability of material for made-to-order products
 - Migrate from an Oracle-based PowerTerm solution for better insight into financial and procurement operations
 - Gain better control over inventory using live tracking and valuation
 - Reduce supply chain risk and the risk of procurement errors
- Why SAP and KPIT Technologies**
- SAP S/4HANA for a single source of data on inventory turnover, material flow, and stock transfers
 - SAP Fiori apps for an any-device, mobile-first, role-based user experience that simplifies employee engagement and boosts productivity
 - Faster project completion with expertise and best practices from KPIT Technologies
- After: Value-Driven Results**
- Optimized supply chain with real-time inventory visibility, from purchase requisition to goods receipt
 - Faster production using touch-screen technology that allows workers to order consumables instantly
 - Improved visibility of raw-material consumption and goods-in-transit stock
 - Better non-destructive testing quality controls using automated monitoring and reporting

50%
Reduction in manufacturing cycle time

30%
Reduction in order lead time

50%
Faster material requirements planning

“Real-time intelligence helps us eliminate errors and reduce risk.”
Harbir Singh, Head of Operations, Isgec Hitachi Zosen Ltd.

Studio SAP | 52037enUS (17/10) | This content is approved by the customer and may not be altered under any circumstances.

And finally the report outlines the next steps:

How to further understand your business processes using SAP Solution Manager or later planning the SAP S/4HANA project using SAP Readiness check and available services from SAP.

Take the Next Steps and Start Your Transformation to SAP S/4HANA

1. Build your top-down business case

Understand and Monitor your Processes



KPI-trees with real-time data and drill-down for root-cause analysis

Business Process Improvement Suite on SAP Solution Manager

[Learn more »](#)

Benchmark against Peers and Assess your Maturity



Benchmark business KPIs against peers and assess your opportunity to re-think your business processes

Next Generation Benchmarking tool

[Learn more »](#)

2. Plan your Project

Evaluate your Project Complexity

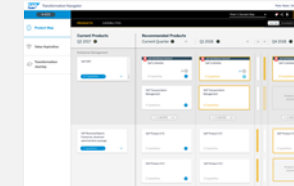


Assess the SAP S/4HANA project complexity according to your current ERP implementation

SAP Readiness Check

[Learn more »](#)

Build your Transformation Roadmap



Shape your future landscape and build your transformation roadmap

SAP Transformation Navigator

[Learn more »](#)

Plan and Start your Project



Understand most relevant services available to support your project

- **SAP Enterprise Support**
- **SAP Model Company**
- **SAP Value Assurance packages**

[Learn more »](#)

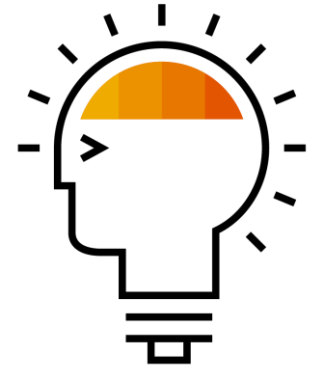
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Introduction and Overview

Example: SAP Business Scenario Recommendations (next generation)

How to Request Your Own Report

Summary

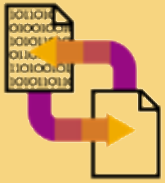


SAP Business Scenario Recommendations (next generation)

Request Process Overview

1

Extract data



- Implement SAP Notes [2745851](#) and [2758146](#) in productive SAP ERP system
- Run data extraction report and download ZIP file

How-To Guide »

2

Initiate your request



- Initiate your request – go to: www.s4hana.com
- Fill in the form, upload the extracted ZIP file and submit your request

3

Confirm your request



- After submitting your request you will receive an e-mail to confirm your e-mail address
- SAP will start to generate the report after your confirmation

4

SAP will share results report



- SAP will send you the results report via e-mail

do for your enterprise?

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Next-Generation SAP Business Scenario Recommendations for SAP S/4HANA

The SAP Business Scenario Recommendations report provides you with tailor-made insights to build your case for SAP S/4HANA

Why SAP S/4HANA?

- Why move from SAP ERP to SAP S/4HANA?
- What is the value for your lines of business?

How to Secure Business Buy-in?

- Receive tailored business performance insights.
- Identify the most valuable SAP S/4HANA business scenarios.

Benefits

- Benchmark your company against industry peers.
- Identify the potential value from SAP S/4HANA.
- Get tailored recommendations by line of business.
- Free-of-charge for customers on SAP maintenance



Request your own report

With little effort you can request your own SAP Business Scenario recommendations for SAP S/4HANA. Please follow the instructions and apply on your productive system the SAP standard notes number: [2758146](#) and [2745851](#).

This will generate a ZIP file containing the files we will need to generate the report. Please review the content on the file and register below uploading this file.

How to request your own report:

- [Follow the how-to-guide](#)

You will get your report by email in approximately 10 business days (during the pilot phase).

Questions?

- [Presentation](#)
- [Sample report](#)
- [Contact our team](#)

Get started now



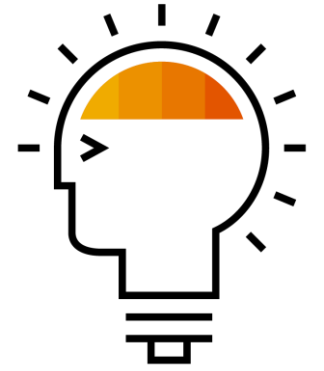
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Key Benefits of SAP Business Scenario Recommendations



- Identify the **most valuable SAP S/4HANA business scenarios** for your company



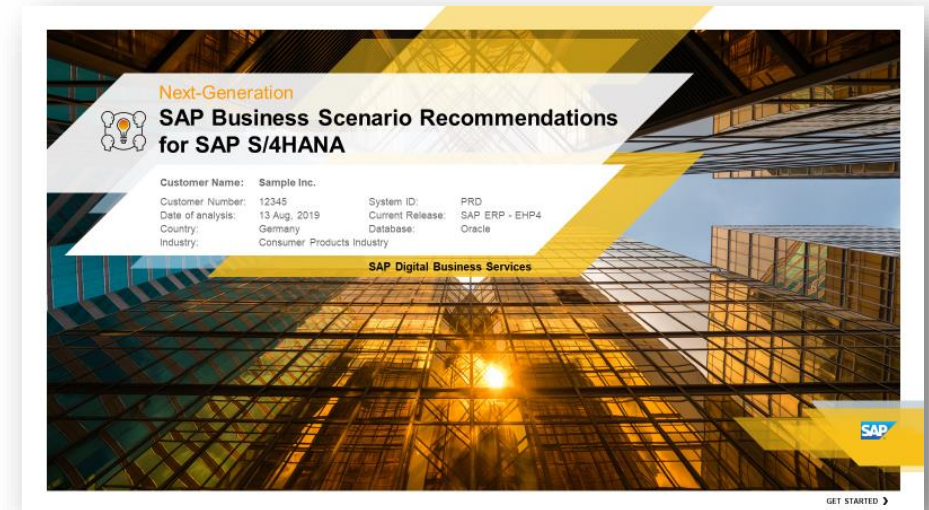
- Receive **tailor-made insights to build your case for SAP S/4HANA**



- Get unique **business performance insights** and tailored **recommendations by line of business** based on the actual usage of your SAP ERP system



- **Free-of-charge, personalized report** to all customers under SAP maintenance, independent of their support model



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