

Building a Business Case and a Project Plan for your SAP HANA project

Dr. Heiko Hecht— December 1, 2021

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In This Session

- You will understand how to establish your SAP HANA road map and how to validate the best approach for your organization.
- You will gather Best Practices how to calculate and simulate potential performance improvements and database space savings.
- You will discover where SAP HANA will have a real impact on your current real life SAP usage.
- You will learn how to build a business case for SAP HANA in your organization.
- You will take home a methodological approach to collect strategic goals, requirements and technical input to calculate an ROI for your SAP HANA investment.

Dr. Heiko Hecht



**SAP Functional Consultant since 1994 (FI-AA,
FI, BW, SolMan, S/4)**

SolMan Dev-Team (2001)

SAP STAR, TRAC, MOVE, RISE

SAP HANA Business Case (SAP ERP)

“Our last presentation with our CEO didn’t go so well...This time we'll work up a business case.” – N.N., Director IT

Employees:
20.000+ worldwide

Plants:
150 worldwide

Revenue:
5+ Billion EURO

Database size:
5 TB

Quality of ERP system:
good performance

71 Min. response time per
user and month



48

(Transactions
for 178 User)

Avoided Critical
Bottlenecks

148

(Transactions
for 363 User)

Significant
improvements

1,326

(User)

Quick Wins
in Usability

Performance Bottlenecks

500,000 €
estimated value per year

14
(of 37)

Recommended SAP
HANA scenarios

36
(of 227)

Recommended Fiori
Apps

1

(Pricing
procedure)

Add. customer
scenario identified

New Business Benefits

1,100,000 €
estimated value per year



Warning

SAP TRAC

Get started with the program

SAP consultants and partners know exactly how you use SAP ECC 6.0 today and what is required to transition to SAP S/4HANA. The SAP S/4HANA **Movement** program includes a mix of free, low-cost and fixed price offerings. Here are the first three engagements we recommend.

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SAP S/4HANA Value Starter

The most critical step is understanding what SAP S/4HANA means for your business. See how SAP S/4HANA improves existing processes and delivers valuable new capabilities.

[Register for an info session](#)

SAP S/4HANA **Total ROI Analysis**

Use SAP TRAC to scan your ECC 6.0 system and compute the cost of doing business today and compare it to how S/4HANA will improve your business processes.

[Contact us](#)

SAP S/4HANA Partner Conversion Factories

With this "Conversion Factory" tool, an SAP partner will convert a single ERP system to SAP S/4HANA for a fixed price and predefined outcome.

[Explore the partner solution finder](#)

What We'll Cover

Options for SAP HANA utilization

- Database only (Suite on HANA)
- On-premise
- Cloud
- Intelligent Enterprise

Identifying potential opportunities with SAP S/4HANA

- As-Is Assessment
- Back/FIT to Standard
- Quantitative Improvements
- Qualitative Improvements

Wrap-up

- Lessons learned
- Helpful Information
- Contact Information

Options for SAP HANA Utilization

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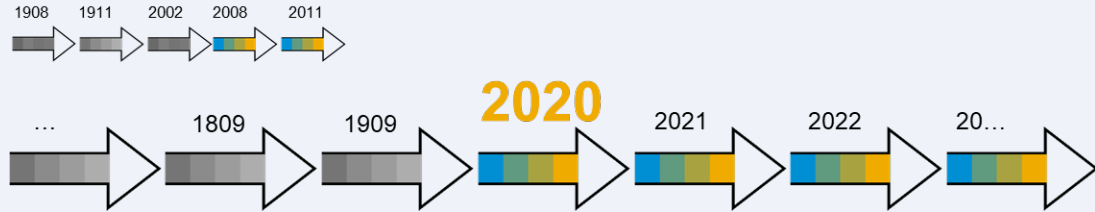


Release Strategy SAP S/4HANA

1) New release naming convention:

Cloud: [YYMM] 2 Digit Year | 2 Digit Month

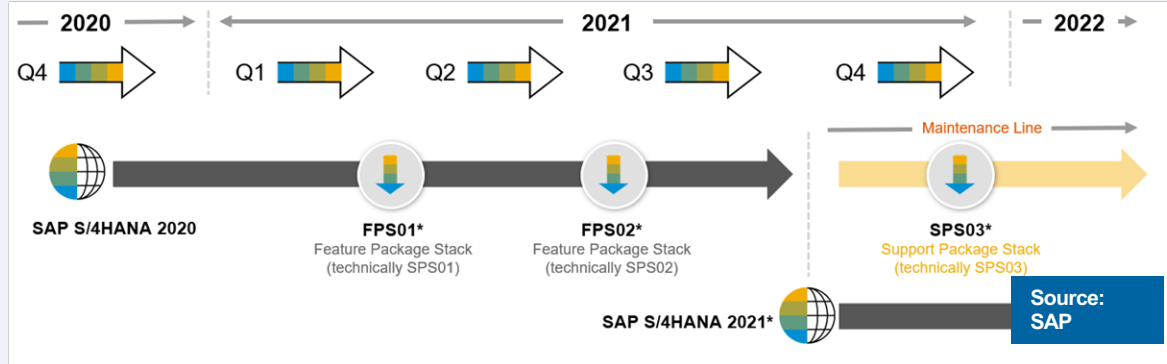
On premise: [YYYY] 4 Digit Year




2) SAP S/4HANA Maintenance Commitment 2040



3) Feature Package Schedule SAP S/4HANA 2020



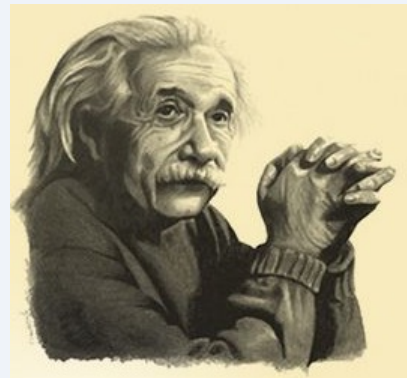
 [Release and maintenance strategy for SAP S/4HANA](#)

Transition to SAP S/4HANA

- Business Suite on HANA first
- Pure Technical “Upgrade”
- Greenfield – Brownfield – Hybrid
- On-Premise/Cloud

“Insanity: doing the same thing over and over again and expecting different results.”

-- Albert Einstein



Three different approaches to move to SAP S/4HANA

System Conversion



SAP ERP System



On-Premise / Private Cloud

Bring your business processes to the new platform

- Current ERP infrastructure supports business needs
- Plan to roll out innovations over time to supercharge existing processes
- Minimize change management & focus on new innovations

New Implementation



SAP ERP or
3rd-party System



On-Premise / Private Cloud

SAP S/4HANA Public Cloud

New implementation / reimplementation

Reengineering and process simplification

- Existing ERP platform struggles to support the business
- Users "working around" the ERP solution rather than with it
- Looking to execute significant business process / org structure redesign
- Want to simplify business process & customization

Landscape Transformation



SAP ERP System
Region A



SAP ERP System
Region B



SAP ERP System
Region C



On-Premise

Landscape simplification as you move to SAP S/4HANA

For example, consolidation of current SAP Business Suite landscape into one global SAP S/4HANA system or selective data migration based on legal entities

SAP S/4HANA and the Intelligent Enterprise

Suite LoB Solutions

- additional license
- additional installation

SAP S/4HANA LoB Solutions

- additional license

SAP S/4HANA Enterprise Management

SAP S/4HANA LoB Solutions

- additional license

Suite LoB Solutions

- additional license
- additional installation

Sales & Marketing

- SAP Sales Cloud; SAP CPQ
- SAP Commerce Cloud
- SAP Marketing Cloud
- SAP Qualtrics
- SAP Customer Data Cloud
- SAP Customer Experience**

- Sales performance management

- Order and contract management
- Sales force support

Finance

- Governance, risk, and compliance
- Financial services network
- SAP Cash Application
- Financial planning & analysis

SAP Ariba SAP Concur

- Advanced accounting & financial close
- Advanced financial operations
- Treasury management
- Commodity management
- Real estate management
- Subscription billing & revenue management

- Accounting and financial close
- Financial operations
- Cost management & profitability analysis
- Enterprise risk and compliance

Manufacturing

- SAP Digital Manufacturing Cloud
- SAP Manufacturing Suite (SAP ME, SAP MII, Plant Connectivity)

- Extended production planning and scheduling
- Extended Production Engineering and Operations

- Production engineering
- Production planning
- Production operations
- Quality management
- Manufacturing insights

Supply Chain

- SAP Integrated Business Planning
- SAP Global Batch Traceability
- SAP Logistics Business Network
- SAP Transportation Management
- SAP Extended Warehouse Management
- SAP Warehouse Insights

- Advanced warehousing
- Advanced transportation
- Advanced order promising
- Extended service parts management

- Inventory
- Warehousing
- Delivery and transportation
- Order promising

- Service master data and agreement management
- Service operations and processes
- Service parts management

- Maintenance management

- Asset operations and maintenance
- Environment, health, and safety

- SAP Intelligent Asset Management
- SAP Geo Enablement Framework

- Enterprise portfolio and project management
- Product engineering

- Extended enterprise portfolio and project management
- Product lifecycle management
- Product compliance

- SAP Enterprise Product Development (EPD)

- Operational procurement
- Sourcing and contract management
- Supplier management
- Procurement analytics
- Invoice management

- Central procurement

- Services Procurement
- Supplier management
- Collaborative Network
- Guided Buying
- Augmented Decision Making

SAP Ariba SAP Fieldglass SAP Concur

- Core HR and time recording

- Core human resources and payroll
- Talent management
- Time and attendance management
- Human capital analytics

SAP SuccessFactors SAP Fieldglass

Service

Asset Management

R&D / Engineering

Sourcing & Procurement

Human Resources

Identifying Potential Opportunities with SAP S/4HANA

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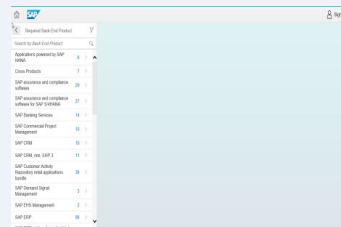


Planning Your SAP S/4HANA Transformation

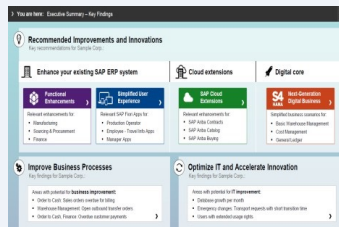
Business Scenario Recommendation/Spotlight



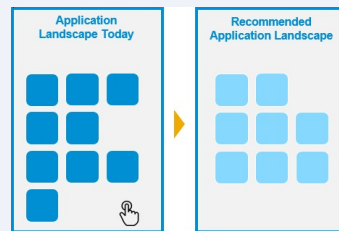
SAP Fiori Apps Library / Recommendation



Pathfinder



Transformation Navigator



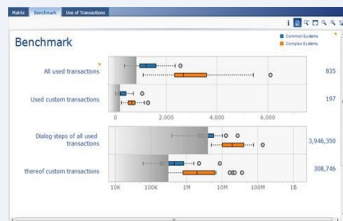
Simplification List / Item Catalog



Readiness Check



Accelerated System & Process Analysis Tool + Workshop (TRAC/STAR)



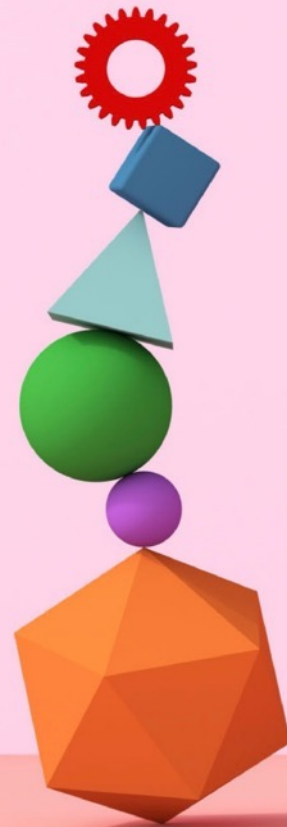
Demonstration



SAP TRAC – Low Touch, High Impact

- Use SAP TRAC to scan your ECC 6.0 system and compute the cost of doing business today and compare it to how SAP S/4HANA will improve your business processes.

Wrap Up



Key Points to Take Home

- There are many lessons learned and SAP also has changed their recommendation, e.g. go directly to S/4, not Business Suite on HANA first.
- SAP S/4HANA's value goes beyond performance improvements, “pure” technical upgrade is a huge opportunity missed.
- Don't underestimate the effort of Self-Service Assessments and Tools and high quality of input for reliable results.
- Get your SAP system in shape now! Data archiving and custom code reduction should be prioritized before SAP S/4HANA implementation.
- Utilizing your data will get management buy-in. Benchmark information is helpful but not sufficient.
- Try to add as many quantifiable and measurable components in your business case as possible (hard facts).
- Position not measurable components and cost reduction wisely (soft facts).

Lessons learned

- Don't ignore/forget Lessons Learned from your ECC implementation and operation, e.g. As-Is Assessment/Documentation is not a fools errand
- No business case without the business
- Avoid project burn-out, generate tangible benefits (Suite on HANA vs. technical “upgrade” vs. business transformation)
- Too many non integrated tools will confuse
- S/4HANA upgrade should start way before your are ready to upgrade (Clean-Up, Archiving, Back to Standard)
- Significant effort to use/get “for free” tools running (pre-requisites and OSS notes)
- Look for Quick Wins outside of S/4HANA to find sponsors and to realize tangible benefits before S/4HANA implementation
- There is no pure technical upgrade and think of Albert!

Where to Find More Information

- www.amazon.com/dp/B0130FJADO
 - John Appleby, Building the Business Case for SAP HANA: Engineering Simplicity (London: Bluefin Solutions, 2015).
- <https://scn.sap.com/community/s4hana>
 - SAP S/4HANA on the SAP Community Network
- [SAP Star External Jam Site*](#)
- [Path to S/4HANA - 278 Pages for success](#)
 - recorded webinar
- http://wpc.0b0c.edgecastcdn.net/000B0C/sap_insider/How%20to%20Get%20the%20Most%20Out%20of%20SAP%20HANA%20-%20IBIS.pdf
 - Dr. Andreas Hufgard, “How to Get the Most Out of SAP HANA — Before You Implement It” (SAPinsider).

THANK YOU

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