Seven Reasons Way You Need SAP BTP for SAP S/4HANA Cloud

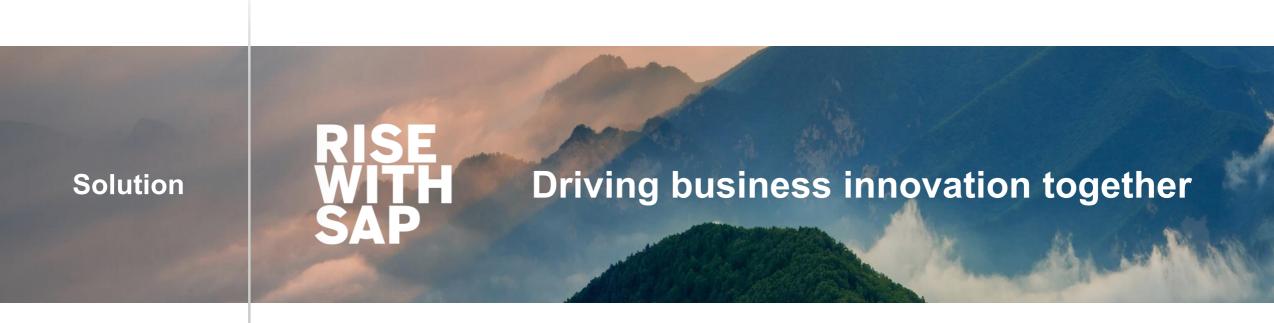
Saiprashanth Reddy Venumbaka, SAP

SAPinsider Las Vegas

2023

SAPinsider

1 **SAP**insider



Products and services



Cloud ERP

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Business process intelligence



Business platform and analytics



Business networks



Outcome-driven services and tools



SAP S/4HANA Cloud, public edition

Ready-to-run cloud ERP that delivers the latest industry best practices and continuous innovation

Run on the industry standard

- **Deliver results right away** with ready-to-work processes built on proven industry best practices
- Quickly tackle your top business priority and expand as your needs change

Keep innovation moving

- **Stay ahead** by always getting the latest process and technology innovations
- Build your own breakthroughs with a fully extensible platform

SAP S/4HANA Cloud, private edition

Tailored-to-fit cloud ERP that adapts to your organization's unique transformation

Run on your own standard

- **Maximize your differentiation** by tailoring business processes to your unique requirements
- Protect your investment and move to the cloud at your speed

Keep the control

- Manage the pace of change by rolling out innovations on your timeline
- Choose the cloud infrastructure based on your landscape and preferences

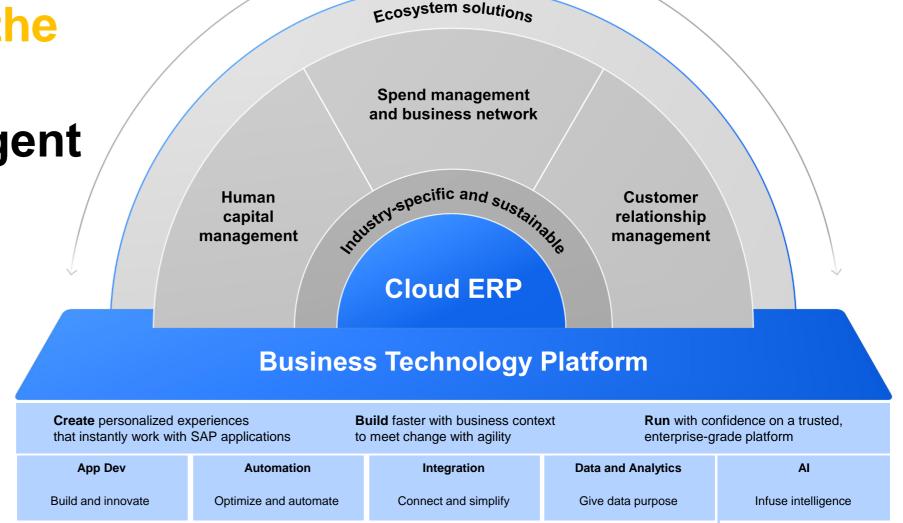
GROW and RISE with SAP | Differentiated Cloud journeys

	GROW with SAP	RISE with SAP
Primary target market (offering optimized for)	Net-new, mid-market customers starting a green-field ERP deployment	SAP ERP installed base customers migrating to the cloud by leveraging their existing solution
Solution	RISE with SAP S/4HANA Cloud, public edition + Acceleration services, tools and methodologies	RISE with SAP S/4HANA cloud, private edition RISE with SAP S/4HANA Cloud, public edition + Acceleration services, tools and methodologies
Customer journey	Implement a ready-to-run cloud ERP that delivers the latest industry best practices and continuous innovation	Migrate installed base customers to cloud with a tailored-to-fit cloud ERP that adapts to their unique transformation. Drive a clean core journey to realize cloud qualities and facilitate an eventual migration to public edition and/or drive adoption of public edition through a hybrid 2 tier landscape.
		Learn merei can com/rice

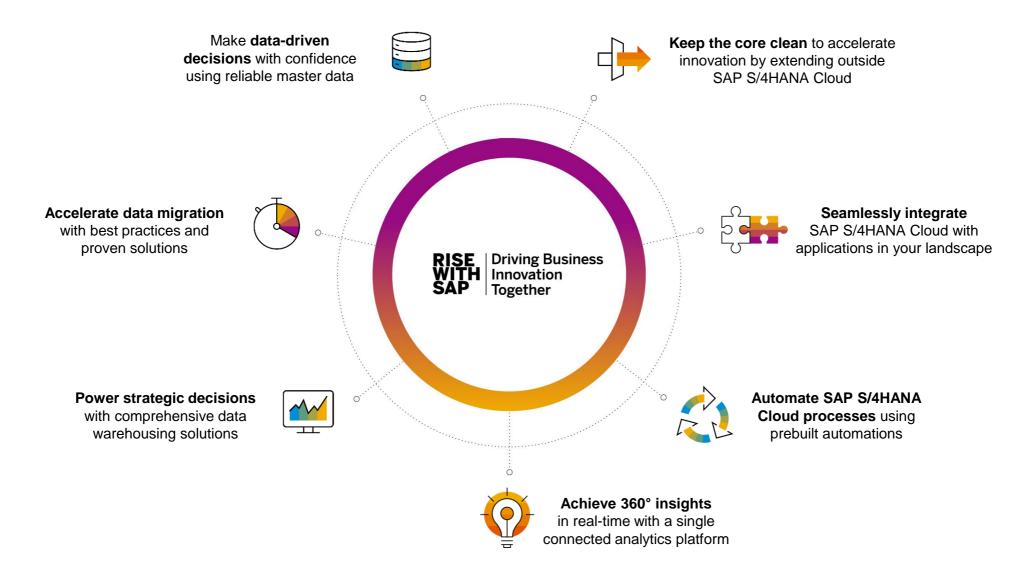
Learn more: <u>sap.com/rise</u>

End-to-end business processes

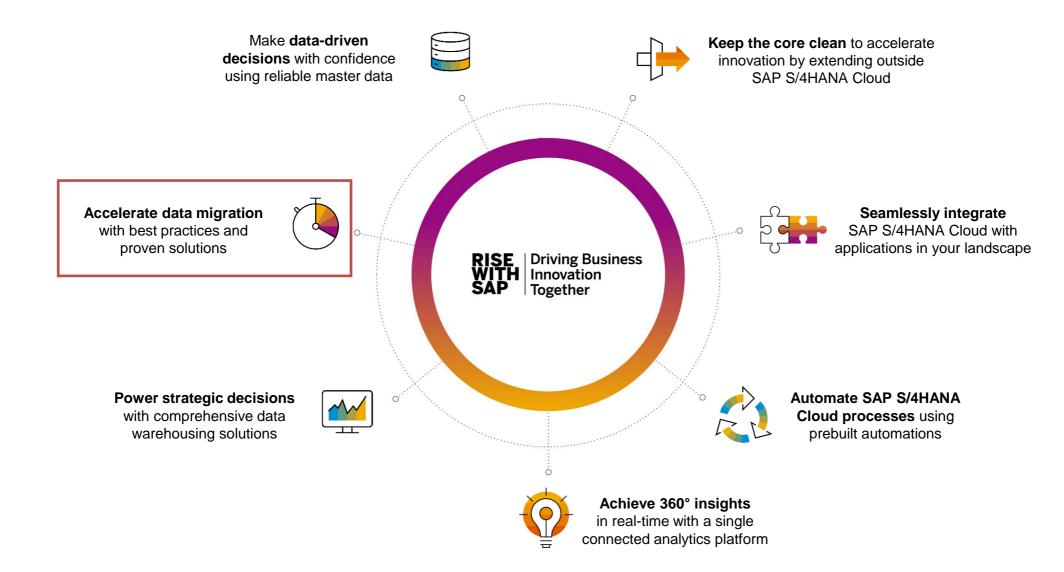
SAP BTP is the foundation of the Intelligent Sustainable Enterprise



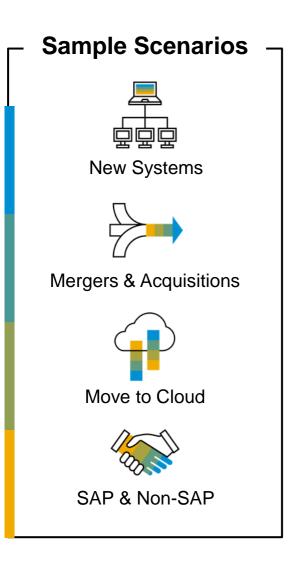
Top 7 ways SAP BTP can simplify your SAP S/4HANA Cloud journey



Top 7 ways SAP BTP can simplify your SAP S/4HANA Cloud journey

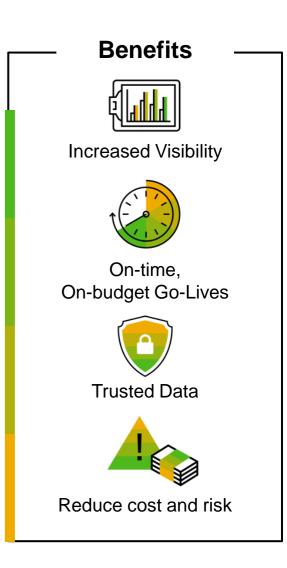


SAP Advanced Data Migration Management for SAP S/4HANA Cloud



SAP Advanced Data Migration Management by Syniti

- Design, orchestrate, and track all project activities from a single location
- Gain complete visibility into all data movements and transformations
- Use AI to mine and preserve the knowledge
- Attain value long after the migration Go-live with preserved data knowledge
- Leverage auto-generation of source and target code for lowest cost
- Increase efficiency through concurrent cleansing, development and testing



View the <u>IDC Infographic</u>

Annualized Cost of Data Migration

EDC





Data Migration by Syniti

38% reduced data migration costs

KEY RESULTS

314%

3-year ROI

46% reduced time to complete data migration projects

Data Migration Efficiencies

31% less IT Staff time

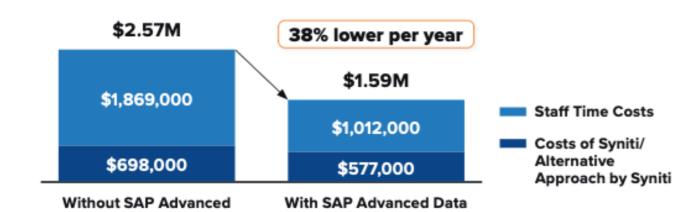
\$914,000

expenses

reduced operating

24% less Internal System Integrator time

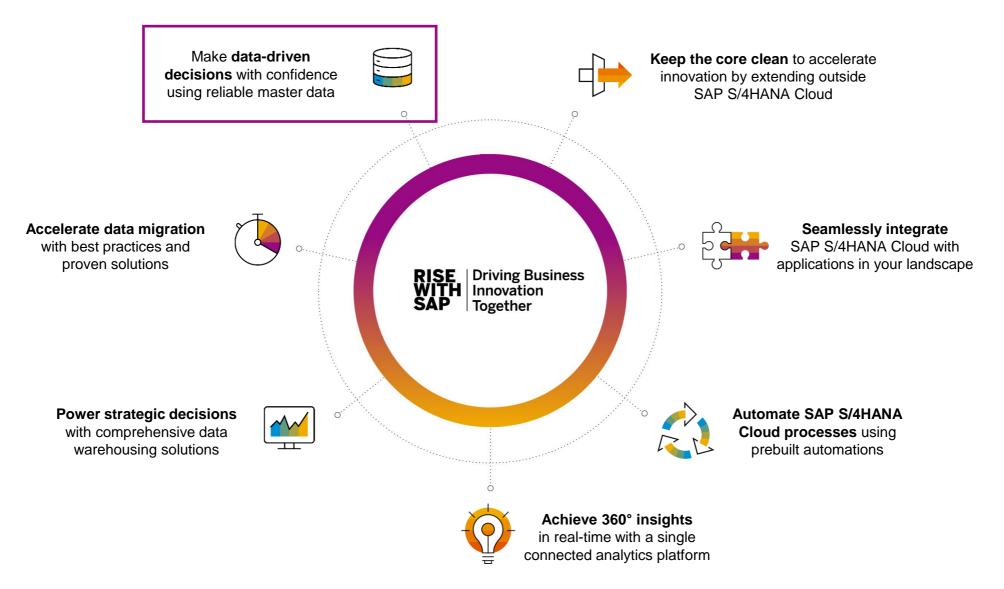
52% more efficient project teams



Migration by Syniti



Top 7 ways SAP BTP can simplify your SAP S/4HANA Cloud journey



SAP Master Data Governance (MDG) for SAP S/4HANA Cloud

Get Data Clean: Ensure data quality and readiness before an operative SAP S/4HANA Cloud implementation

Keep Data Clean: Establish strong governance processes to maintain master data quality after SAP S/4HANA Cloud go live

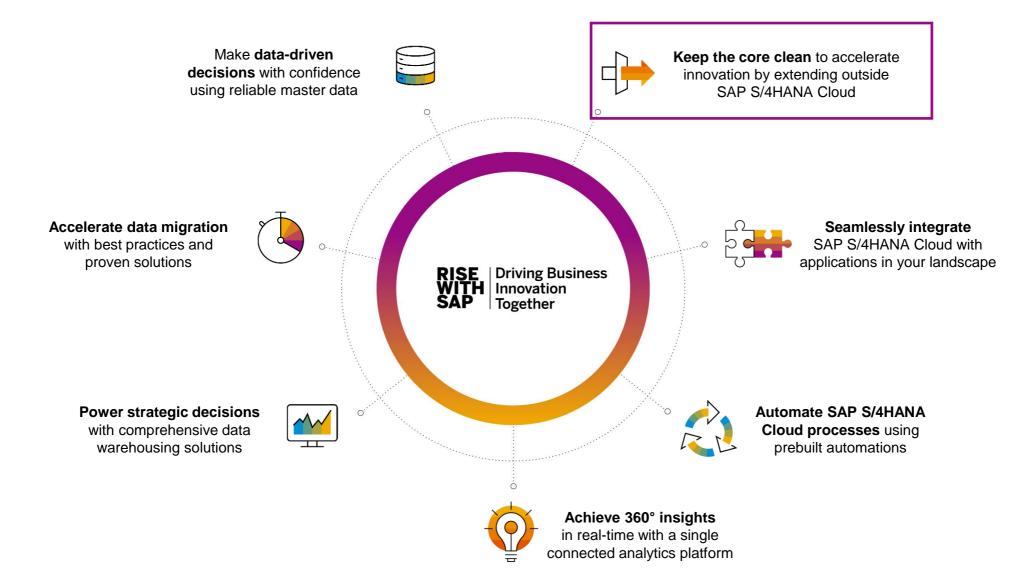
Usage scenarios:

- After Customer Vendor Integration (CVI) conversion, use SAP MDG to setup SAP Business Partners for SAP S/4HANA Cloud
- Use SAP MDG, Consolidation, for preparing a high-quality, deduplicated master data repository in preparation phase for the SAP S/4HANA Cloud implementation
- Switch to SAP MDG, Central Governance, prior to, or in parallel to going live with SAP S/4HANA Cloud to keep high-quality data clean in the long term

		\geq	\rightarrow		\sum	
\rangle	Get data	clean	to SAP	S/4HANA	Cloud	\rangle

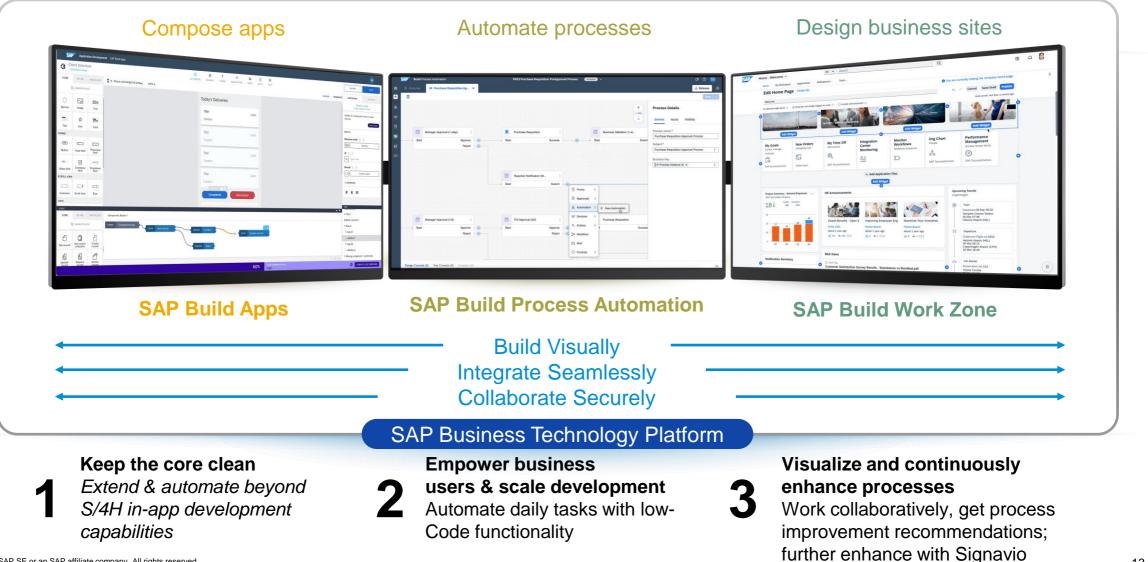
Keep data clean

Top 7 ways SAP BTP can simplify your SAP S/4HANA Cloud journey



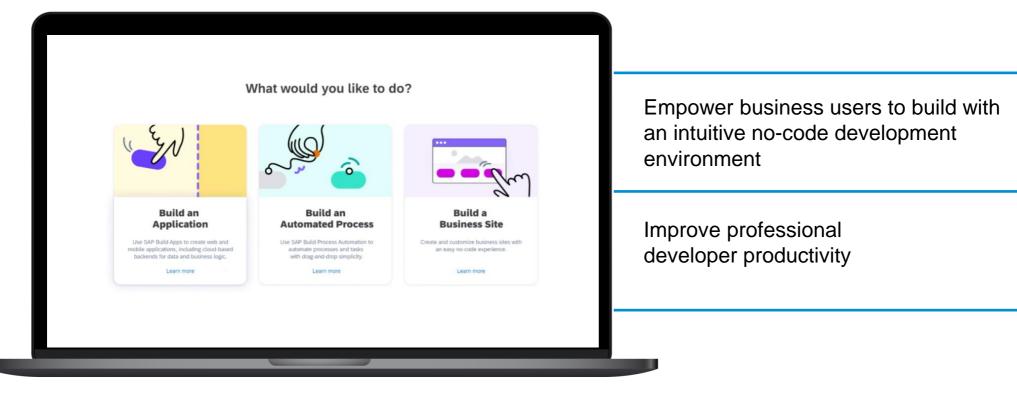
SAP Build

Create and augment enterprise apps, automate processes, and design business sites, all visually



Build simpler and faster

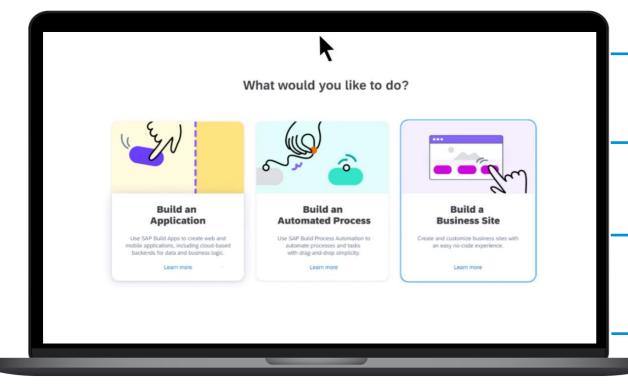
Empower everyone to build and customize enterprise applications visually



SAP Build Apps

Build simpler and faster

Empower everyone to build and personalize business sites visually



Build branded sites, pages and workspaces without writing any code

Personalize sites and target content to users based on profile information (location, department, role)

Quickly add new users and deploy business site updates

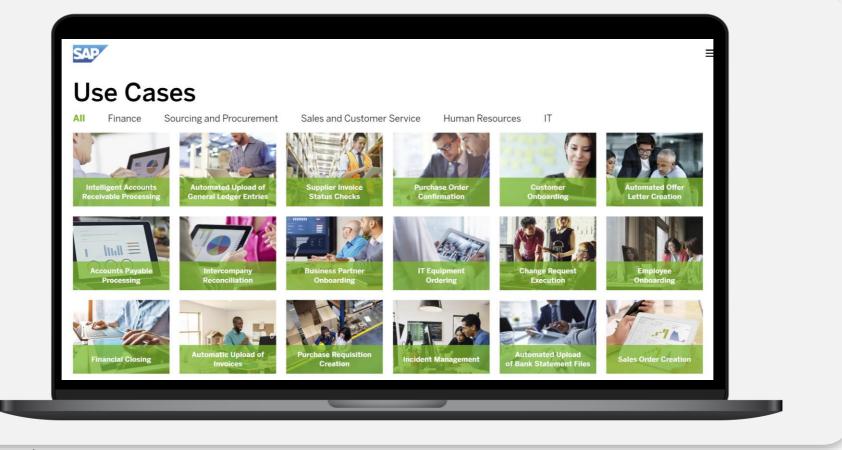
SAP Build Work Zone

Pre-Built content by the S/4HANA Team for S/4HANA

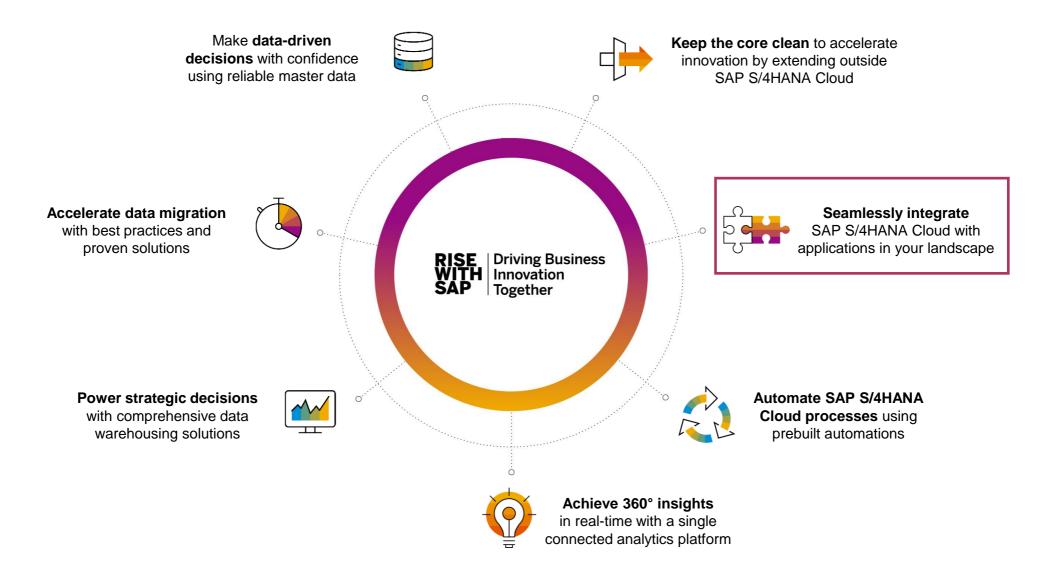
Over 300 Pre-Built packages

Over 80 S/4HANA specific and growing

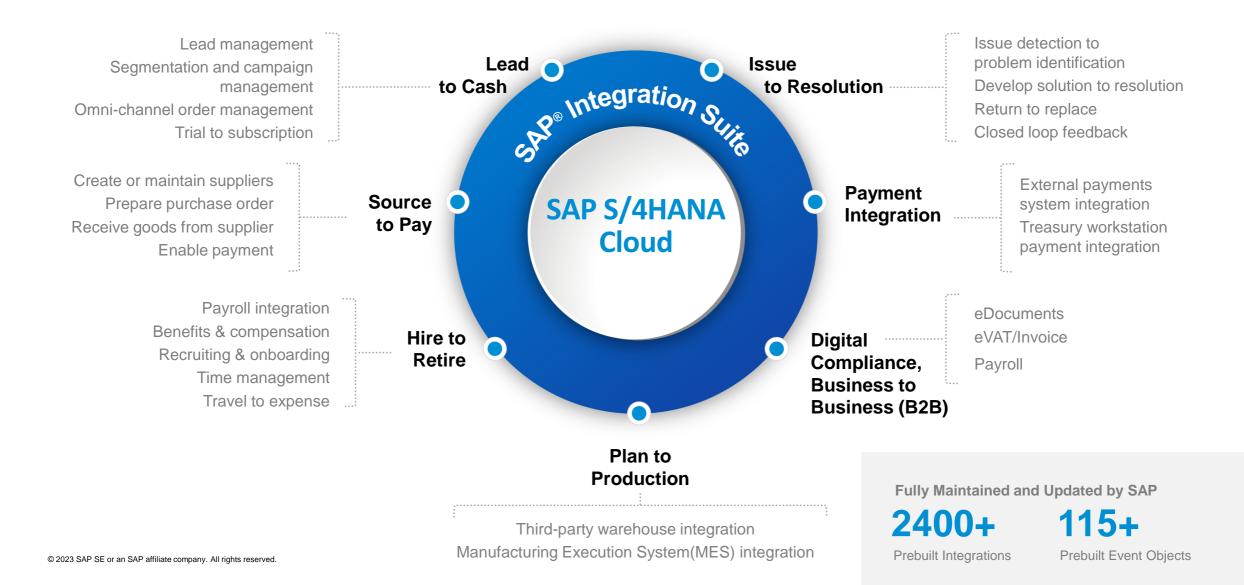
Use Case Specific Scenarios: Finance, Sourcing & Procurement, Sales & Service, HR, IT



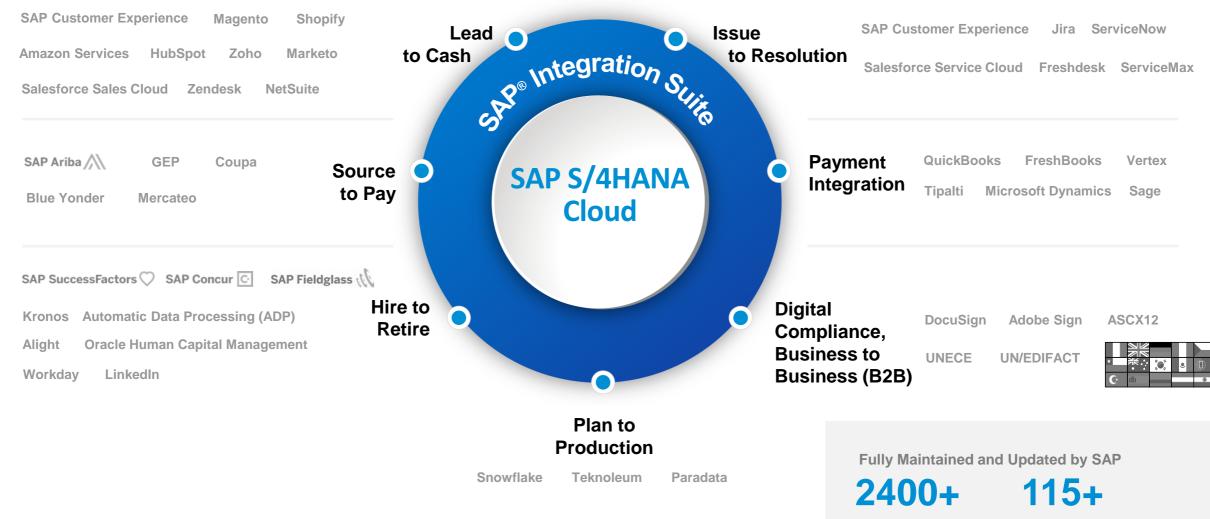
Top 7 ways SAP BTP can simplify your SAP S/4HANA Cloud journey



Seamlessly connect all your core business processes



Achieve end-to-end integration across SAP and 3rd-party system faster



Prebuilt Integrations

Prebuilt Event Objects

Integration Content @ SAP API Hub

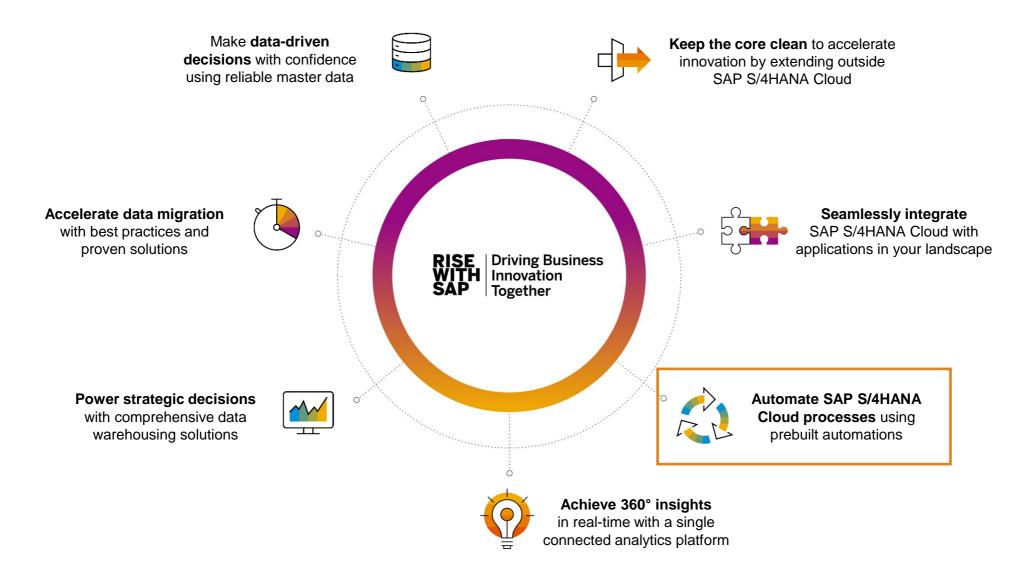
https://api.sap.com

SAP API Business Hub Explore		r with Us egories Industries Partners More		Login		
Choose a Product to Explore See the various resources that each produ	uct has to offer		View All Pro	ducts		
S/4HANA*Cloud	S/4HANA®	Customer Experience	ВТР			
The next generation digital core designed to help you run simple in a digital economy. It provides the industry-specific capabilities and cloud benefits that your business needs. ∞ ² © ↑ ⊗ ⊞ 근 ⓒ +6	A future-ready ERP system with built-in in- telligent technologies, including AI, machine learning, and advanced analytics which transforms business processes with intelli- gent automation.	Bring together customer data, machine learning technology, and microservices to power real-time customer engagements across sales, service, marketing, and com- merce.	Accelerate business outcomes with int tion, data to value, and extensibility. $\sim_0^{\circ} ~ \odot ~ \boxplus ~ \boxed{a} ~ \boxed{a} ~ \odot_a ~ \boxed{a} ~ +4$	DBACK		
SuccessFactors ♡	Ariba	Concur C	Fieldglass 伙			
A global, cloud-based human resource man- agement software system, evolving to help people and businesses thrive in the experi- ence economy.	A cloud-based innovative solution that al- lows suppliers and buyers to connect and do business on a single platform. It provides less costly ways of procurement and makes business simple.	Provides an integrated online and mobile business travel and expense management software solution that automates your travel expenses.	A cloud-based, open Vendor Mana System that helps organizations fin gage, manage, pay, and unlock mo from this growing external workford where in the world.	Discover Business Processes Accelerate integration by leveraging proc		
∝ ৬ ⊑ ≌ ∷ ≫ ฿+2	~~ ~ 몵 >>> 태 8%	~~ K (* H	~~ 6 2 11	Recruit to Retire	Lead to Cash	Source to Pay
				pects of workforce (employees and external workers).	order fulfillment and service delivery.	all spend processes and spend categories to drive business outcomes.

View All Business Processes

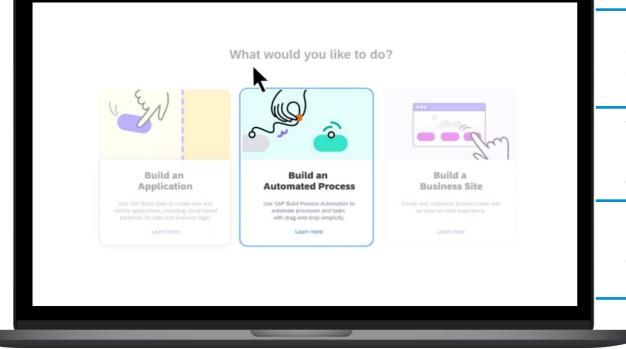
fectively manage spend categories Plan to Fulfill Manage within Design to Operate the journey of a product through planning, manufacturing, and logistics.

Top 7 ways SAP BTP can simplify your SAP S/4HANA Cloud journey



Automate visually

Simplify process and task automation



Automate processes and tasks with drag-and-drop simplicity

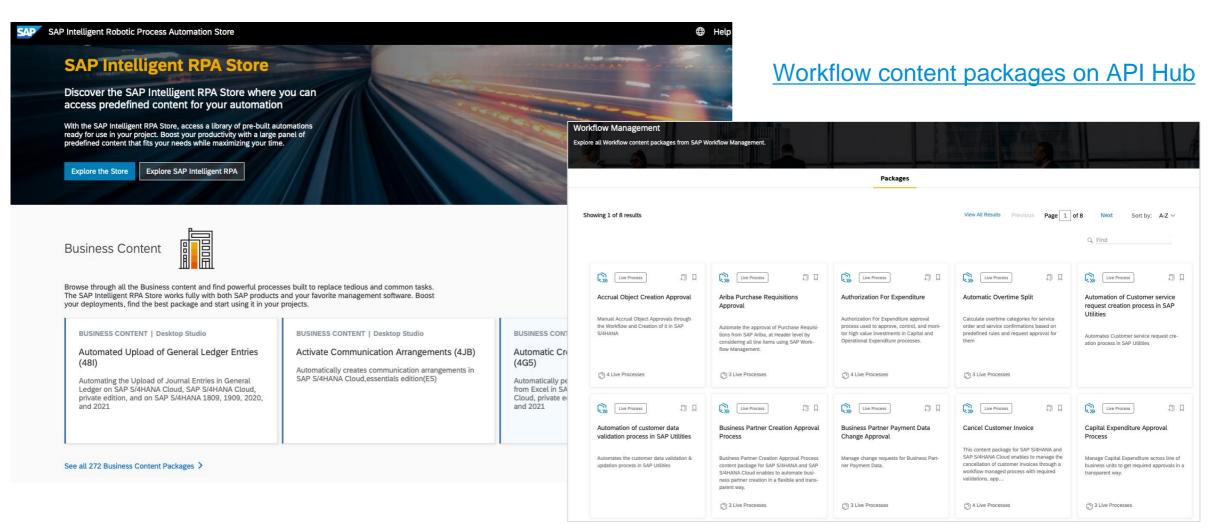
Workflow management, robotic process automation (RPA), and embedded AI in a single solution

Leverage process expertise without coding

SAP Build Process Automation

Prebuilt content

SAP Process Automation content store



Common use cases



Automate manual. repetitive tasks

Challenge

Time-consuming, error-prone manual tasks such as copy-and-paste operations, data extraction, data entry, and data creation

Solution

Automate repetitive tasks within process flows using robotic process automation (RPA)



Example

Villeroy & Boch automated recurring tasks like general ledger postings, updating purchasing information records and more Read the customer story



Enable "lights-out" automation of highvolume process steps

Challenge

High-volume process steps that must be completed time after time but don't require human intervention

Solution

Automate using unattended bots that can be scheduled or triggered when needed



Example

Chunghwa Telecom automated the transfer of 300 pieces of information required to generate a monthly bill Read the customer story



Automatically aggregate data from multiple systems

Challenge

Tasks that involve accessing multiple applications that offer no suitable APIs

Solution

Automate data-transfers by mimicking user interactions on UI-level



Example

Singha Estate automated data mapping and reconciliation between disparate business applications

Read the customer story

Common use cases



Digitalize manual and semi-automated processes

Challenge

Paper- or e-mail-based loosely organized process

Solution

Structured digital process following to a defined flow, including variants and business rules



Example

Danone replaced an e-mail-based approval process with a mobile-enabled digital workflow

Read the customer story



Extend and adapt standard application flows

Challenge

Existing (or out-of-the-box) process no longer supports changing business requirements or requires customization

Solution

Process adjustment, variant or all new process extending existing application



Example

TasNetworks extended its SAP ERP with a mobile app to improve asset inspection process

Read the customer story



Automate comprehensive cross-application workflows

Challenge

Disconnected process stages running in different applications and locations

Solution

Orchestrated end-to-end process spanning cross different applications, systems, and services

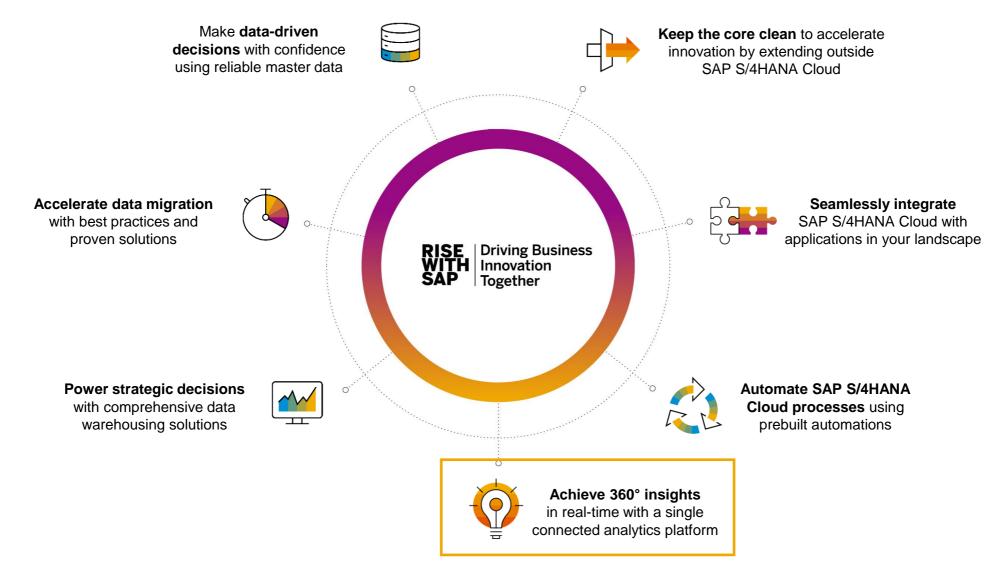
Φ ΤΟΥΟΤΑ

Example

Toyota created end-to-end lead-to-cash and source-to-pay processes across SAP and 3rdparty systems

Read the customer story

Top 7 ways SAP BTP can simplify your SAP S/4HANA Cloud journey



SAP Analytics Cloud for SAP S/4HANA Cloud

One single analytics platform, connected to SAP and non-SAP applications, for 360° analytics across your entire enterprise

SAP S/4HANA Cloud embedded analytics enables realtime operational reporting on a single source of truth for instant insight to action and consistent UX and KPIs.

SAP Analytics Cloud provides:

- Live integration with SAP S/4HANA Cloud with realtime, live access to transactional data with no data replication
- Full visibility across multiple data sources
- All analytics: BI, planning, predictive, and augmented analytics
- Embedded where you work: Financial planning and analysis, supply chain management
- Prebuilt content optimized for SAP S/4HANA Cloud



SAP Analytics Cloud – Business Content

https://community.sap.com/topics/cloud-analytics/business-content

SAP Business Content

Please navigate to the Content Network Release Information Guide on the SAP Help Portal for details of what is included in each package.

Find here an overview of the currently available content packages. Packages that include planning are marked with (P) = Planning. Packages that are based on SAP Data Warehouse Cloud are marked with (D).

Line of Business:

- Advanced Compliance Reporting
- Business ByDesign
- SAP Business Network Value Analytics (D) NEW
- Cloud Platform Integration Reporting Dashboard
- CRM Sales Performance C4C (P)
- CRM Service Cloud
- DCS GST Goods and Services Tax Analytics
- Enterprise Analytics for Procurement (Ariba) (D)
- Entitlement Management
- Environment Health & Safety
- Extended Service Parts Planning (eSPP) for SAP S/4HANA On Premise (2020)
- FI Operational Expenses Planning & Analysis (P)
- Field Service Management
- Finance (P)
- Finance Contract Accounts (FI-CA)
- Finance Contract Based Revenue Recognition
- Finance Live based on Semantic Tags
- Finance Accounts Receivable Invoice Payment Forecasting
- Finance for SAP S/4HANA Cloud (D)
- Financial Analytics Dashboard for SAP Analytics Cloud (D)
- Financial Compliance Management
- Financial Consolidation for SAP S/4HANA Cloud (SAP Best Practices)
- Financial Planning & Analysis for SAP S/4HANA Cloud (SAP Best Practices) (P)

• Financial Products Subledger for SAP S/4HANA

Industries:

- Aerospace & Defense TERMS Dashboard
- Agricultural Origination, Trading & Risk Management Analysis
- Automotive: Responsive Supply Network, Sales and Inventory (D)
- Banking (P)
- Chemicals (P)
- Cloud platform Returnable Packaging Management dashboard
- Consumer Products
- Consumer Products Sales Target Planning (P) NEW
- Consumer Products: Revenue Growth Management Foundation (D)
- Customer Profitability Analytics
- ECO Engineering Construction & Operations
- Health Care
- High Tech (P)
- Insurance (P)
- Intelligent Real Estate (D) NEW
- Leonardo Industry Innovation Kit Zero Waste
- Mill Products
- Mining
- Oil & Gas (P)
- Overall Demand and Supply Situation for Order Fulfillment Manager
- POS Analysis for Retail (D)
- Product Footprint Management
- Professional Services for SAP S/4HANA Cloud (SAP Best Practices)
- Public Sector
- Public Sector Management Planning (P) NEW
- Public Sector Management KPI Reporting NEW
- Public Services Higher Education & Research
- Public Services: Volunteer Workforce Management
- Real Estate
- Retail (Model Company Core Retail)



Partner Business Content

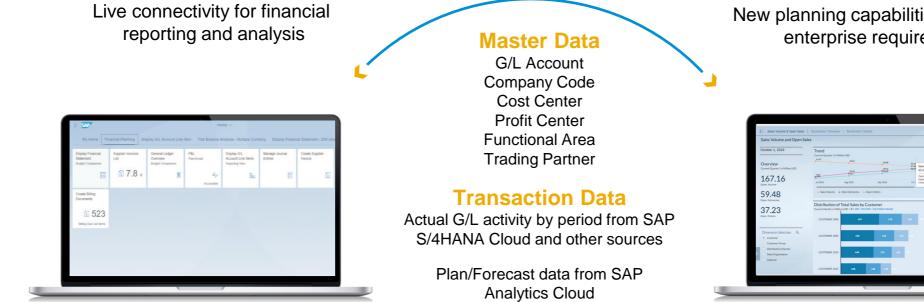
Not only SAP offers content, but we are also very happy to provide you with more SAP Analytics Cloud content from our partners.

- A41S Avantum: Finance and Controlling
- ABACO: Industry Supply Chain
- Akili: Retail Store Use Case
- AQOIA: Alcohol and Beverages Transformation
- AQOIA: Digital Edge Solution (Automotive)
- Blue Reply: Sales Funnel Dashboard
- Blueprint: People Science
- Bramasol: Analytics for Revenue Recognition Disclosure Reporting
- Cognizant: Leads Opportunity
- Cognizant: Overall Equipment Effectiveness
- Cognizant: Spend Analytics Solution
- COMERIT: Analytics for SLAN
- CTAC: Like for Like Method Retail
- CTAC: RFM Method Retail
- CTAC: Shelf Optimizer
- Dahlbeer: Accounts Receivable/Accounts Payable Planning
- Dahlbeer: Application Catalogue
- Dahlbeer: Product Portfolio Planning
- Dahlbeer: Raw Material Sourcing
- DELAWARE: Cost to Serve Quick Scan
- Ernst & Young: Financial Statement
- IBsolution: AGIMENDO.personnel workforce and cost planning
- Incture: Sales Analysis
- INFOMOTION: Corporate Finance
- INFOSYS: AR Overview and Trend Analysis
- INFOSYS: Business Trip Planning
- INFOSYS: Organizational Review

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Financial Planning & Analysis for SAP S/4HANA Cloud

One source of truth for plan and actuals across the enterprise



SAP S/4HANA Cloud

Pre-built Business Content

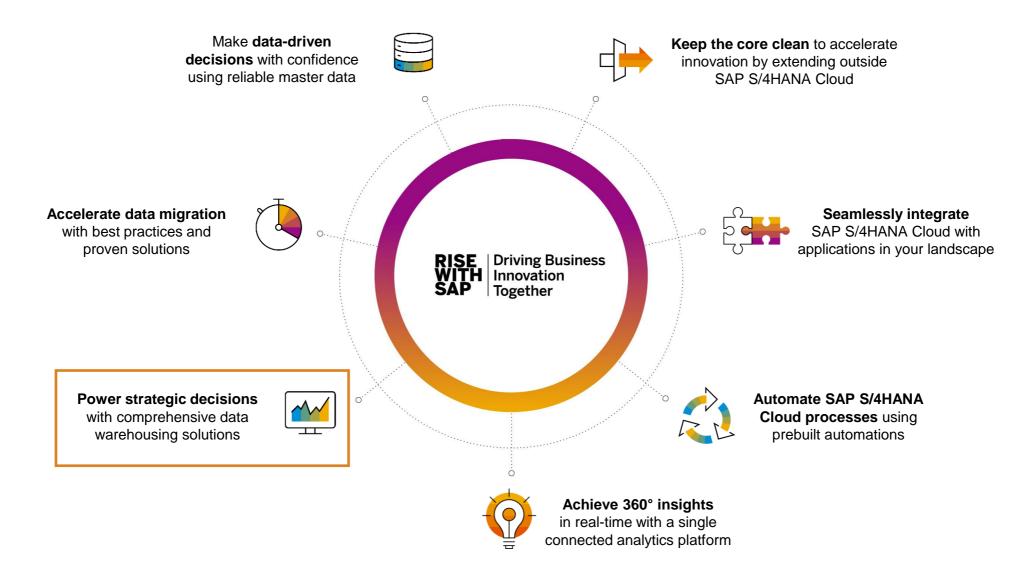
Dashboards, models, reports, templates and connectivity to allow live planning and analysis

New planning capabilities to support enterprise requirements

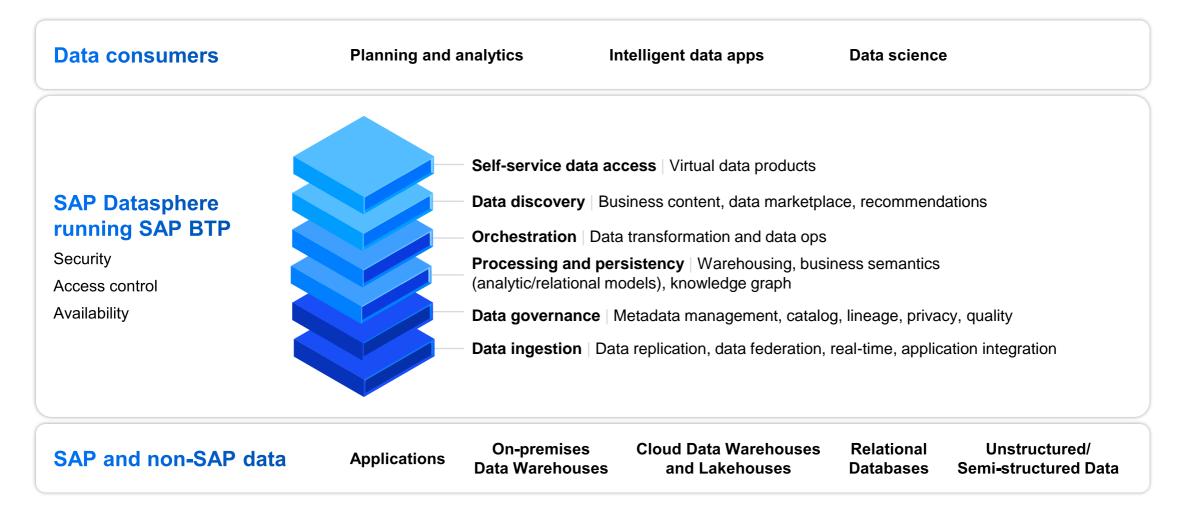
October 1, 2018	Trend Current Quarter Lis Million USD			Sales Volume by Customer Current Menth in Million USD 196 (1962) The Part Tes 18						
Overview Current Quarter in Million USD	41.47	55.04 21.80	51.48 23.13 25.47	45 27 	Sales Volume	CUERCHARE SING	CUSTOMER 1950 4.00	Concordina (1912) 144		
167.16	513 Jul 2008	Avg 2018	5ep 2218	0	Calendar Mort Upper Confider Lower Confider	Oct 2058 for Bound 45.94 Million S for Bound 45.94 Million S	CUSTOMIA SHIZ 2M	CONTICHER SIGN ZIM		
59.48	- Sales Volume + Op	Sales Volume + Open Differies + Open Orders								
37.23	Distribution of Total Sales by Customer Current Month (in Million USD) # (196) Time Time (196) State Marcel Current Month (in Million USD) # (196) Time Time (196) State Marcel Current Month (in Million USD) # (196) Time Time (196) State									
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Dimension Selection Q.	CUSTOMER 3005	438	- 14	434		CU870MER 1005	CUSTOMER SHEE	CARD-RE LIN-		
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SAP Analytics Cloud

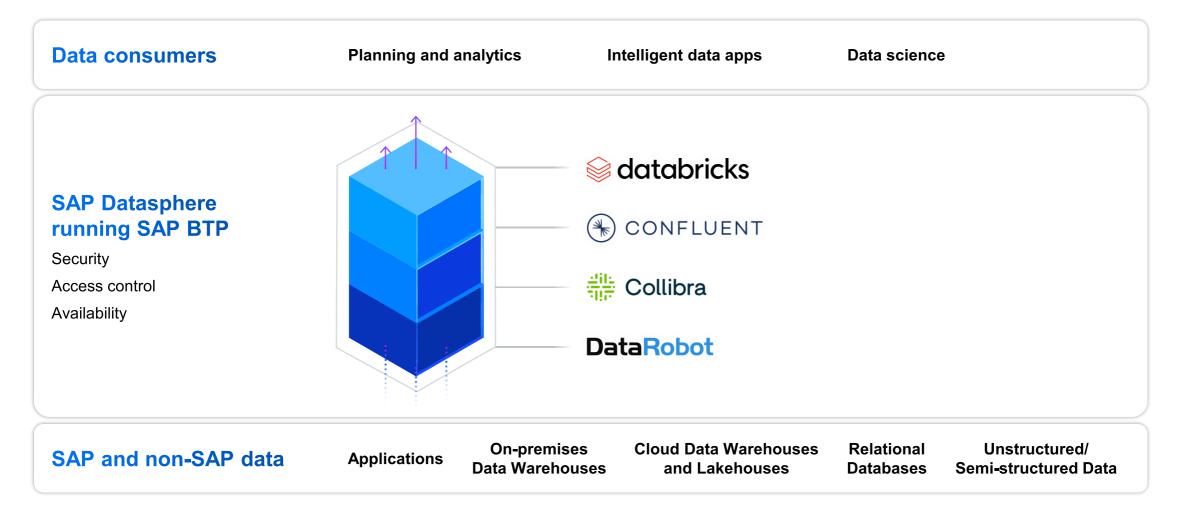
Top 7 ways SAP BTP can simplify your SAP S/4HANA Cloud journey



SAP Datasphere is the foundation for a business data fabric architecture



Together with our open data partners



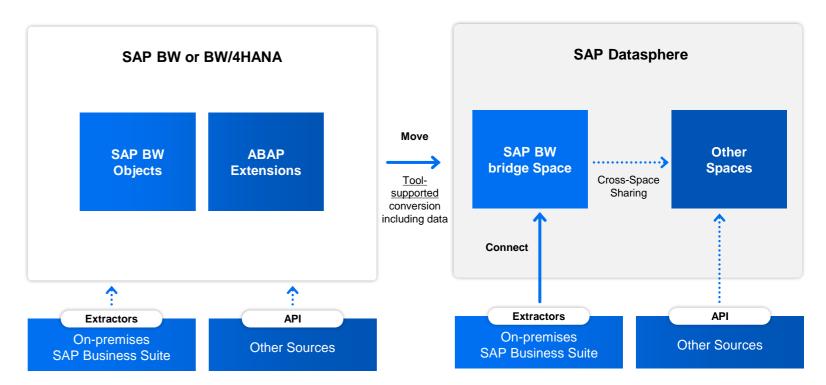
Simplify the data landscape

Leverage existing SAP BW models and transformations to innovate in the cloud

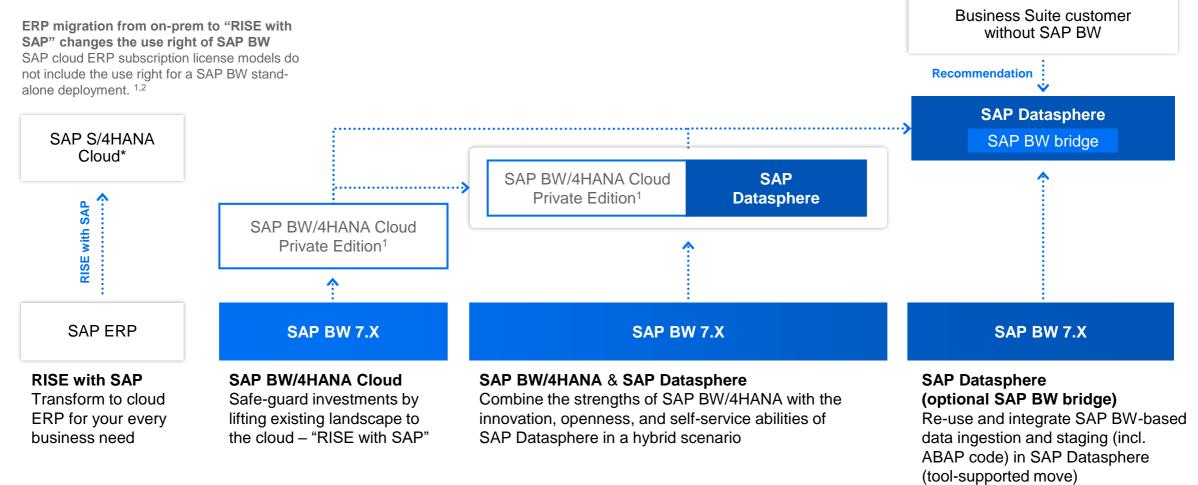
Reuse SAP BW content with SAP Datasphere, BW bridge

Move existing SAP BW artifacts with transfer tools.

Transition to the cloud at your own pace



Safeguard investments & transition to the cloud leverage private cloud for complex systems



¹ SAP BW/4HANA is fully supported until 2040 and can also be deployed on-premises; SAP BW NetWeaver 7.5 available in private cloud

² SAP cloud ERP includes the embedded BW

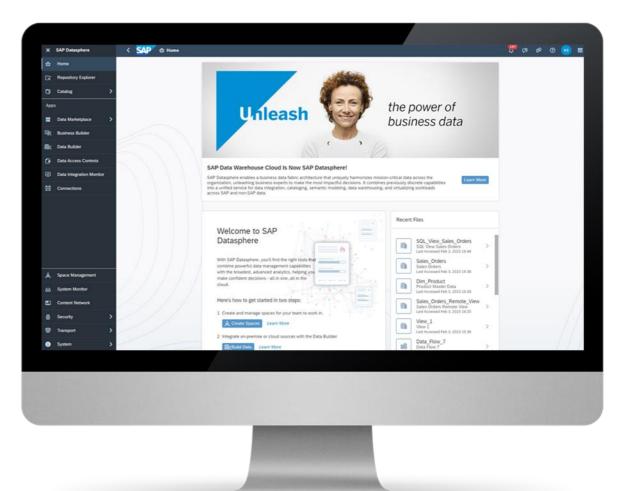
More information on the <u>SAP Datasphere Roadmap</u>

Start your data and analytics journey with SAP Datasphere

Take a tour with the Guided Experience

Learn more on SAP.com

Join the conversation in the SAP Community



SAP Datasphere - Business Content

https://community.sap.com/topics/data-warehouse-cloud/business-content

SAP

Please navigate to the SAP Datasphere content documentation for details of what is included in each package. Find here an overview of the currently available content packages.

New or updated packages in the most recent release are marked as **NEW**.

- SAP Ariba: Enterprise Analytics for Procurement
- SAP Ariba: Spend Analysis New

SAP Business Content

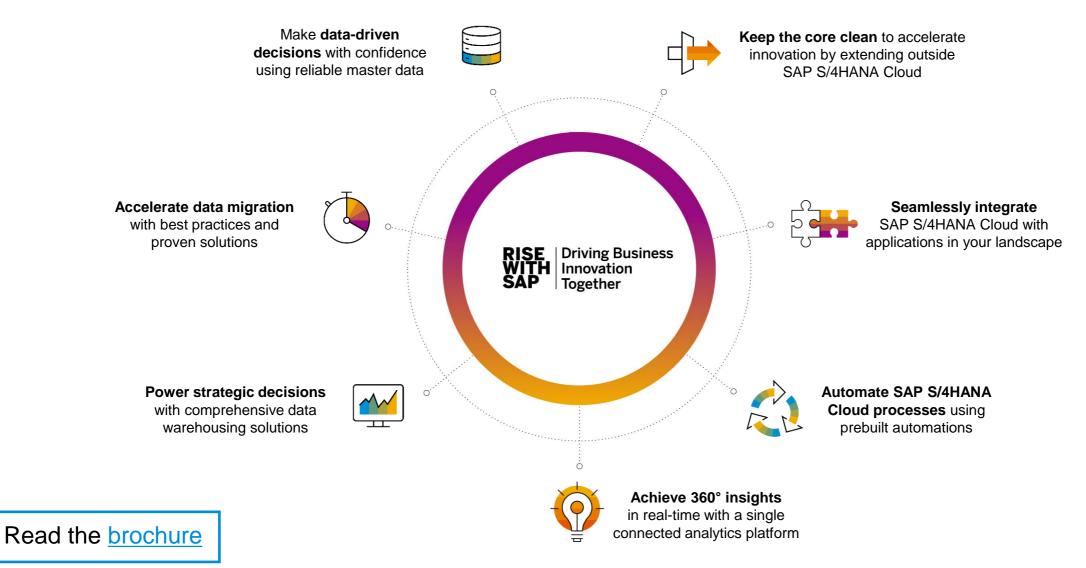
- SAP Business Network Value Analytics
- Automotive Responsive Supply Network, Sales and Inventory
- Consumer Products / CPG Revenue Growth Management Foundation
- Finance for S/4HANA Cloud
- Financial analytics dashboard for SAP Analytics Cloud : financial information, personnel costs and related Human Resourc information will be integrated to provide a comprehensive view on the cost structure
- Intelligent Real Estate
- POS Analysis for Retail
- Sales Analysis for SAP S/4HANA on-premise
- Service Analysis for SAP S/4HANA
- Service Analysis for SAP S/4HANA Cloud
- Solution Order Analysis
- Statistical Process Control Toolkit (SPC)
- Supply Chain Management: Life Sciences Dashboard
- Sustainability Control Tower
- Telecommunication: Customer Value Management (CVM)
- Utilities Meter to Cash

Partner Business Content

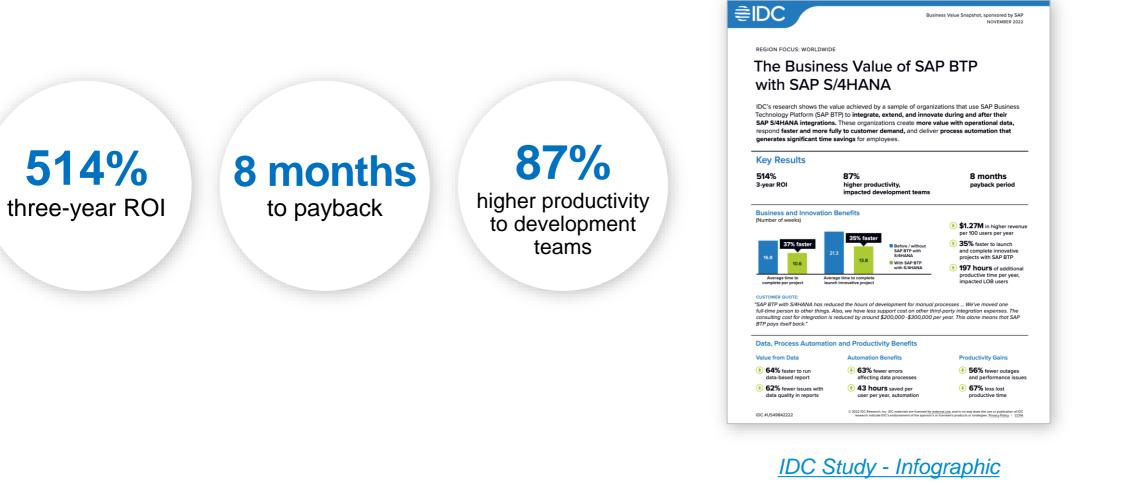
- Adverity GmbH: Marketing Data Integration for SAP Datasphere
- Bitech.AG: Customer Service Insights on SAP Datasphere
- CubeServ: Procurement Cockpit for SAP Datasphere
- datazeit: E-Commerce Insights in SAP Datasphere
- IBsolution: Sales Dashboard for SAP Datasphere
- Inspired Intellect: Optimizing Order Fulfillment with Machine Learning
- ISR: Analytics for Effective Inventory Optimization
- KPC: HR Cockpit Automatic Attendance Tracker
- MibconNDC: Product Cost Simulation
- PwC Sales Insight One place, all your sales data
- Rapid Views: Financial and Controlling real-time Reporting for SAP S/4HANA and SAP Datasphere New
- Rapid Views: Material Management real-time Reporting for SAP S/4HANA and Datasphere New
- Rapid Views: Sales real-time Reporting for SAP S/4HANA and SAP Datasphere New
- Rapid Views: Production real time Reporting for SAP S/4HANA and SAP Datasphere New
- Rapid Views: Quality Management real-time Reporting for SAP S/4HANA and SAP Datasphere New
- Reply: MOSAIC Margin-Optimized Sales Intelligence
- Reply: OPERA Margin-Optimized Sales Intelligence
- Rizing: Lyra Integrated Capacity Planning
- s-peers AG: Financial Reporting for SAP Business One
- Westernacher: EWM Insights on SAP Datasphere

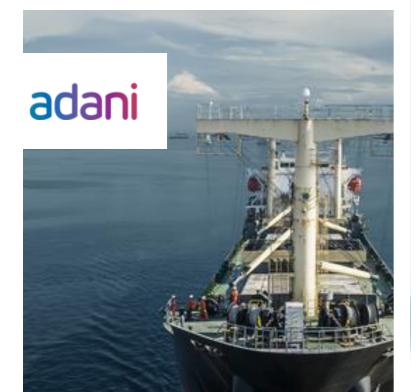


Top 7 ways SAP BTP can simplify your SAP S/4HANA Cloud journey



IDC Business Value Study: SAP BTP for SAP S/4HANA Cloud





- One master data framework for 11 businesses and nine ERPs
- 1.6M records cleaned and enriched
- Up to 20% increase in productivity

Read the story



- Side-by-side extension standardizes processes quickly, without touching core ERP
- Optical character recognition and ML to automate information capture
- Leverage existing ABAP skills to create innovative applications

Read the story



- Increased efficiency and visibility in expense management processes
- 30% reduction in time from invoice entry to approval
- 25% reduction in customer onboarding and project initiation time

Read the story

- Bots execute multiple processes, with greater accuracy, in minutes vs. days
- 1,000 docs uploaded in 10 minutes vs. four days
- Automated batch processing turns a day's work into two minutes

Read the story

REHAU

70% of forecast data entry points automated in SAP Analytics Cloud

- 7% improvement in forecast accuracy
- 2 hours to generate \$4.2 billion financial forecast

Read the story

Centralized data sources in one secure and governed solution

- Empowered all employees with self-service modeling and data retrieval
- Enabled quick reporting and better forecasting of future business outcomes

Read the story



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Get Started Today with Use Cases









Fast-track digital transformation with a unified, trusted view of master data

(Master Data Governance)

Read the use case

Enhance core ERP business processes with resilient applications on SAP BTP

(Application Development)

Read the use case

Process and approve your invoices with SAP Build Process Automation

(Process Automation)

Read the use case

Create a unified vision with operational and strategic planning

(Financial Planning & Analytics)

Read the use case

Visit sap.com/btp-for-s4hana

Where to find more information

- 1. Content, use cases and customer stories related to SAP BTP for SAP S/4HANA Cloud
- <u>http://sap.com/btp-for-s4hana</u>
- 2. Solution brief: SAP BTP for SAP S/4HANA Cloud
- https://www.sap.com/documents/2020/10/6015d20a-b77d-0010-87a3-c30de2ffd8ff.html
- 3. Brochure: Top 7 Reasons to Use SAP BTP with SAP S/4HANA Cloud
 - https://www.sap.com/documents/2021/10/deb3e7c7-fe7d-0010-bca6-c68f7e60039b.html
- 4. SAP BTP home page
 - http://sap.com/btp
- 5. SAP BTP free trial
 - https://www.sap.com/products/technology-platform/trial.html
- 6. RISE with SAP home page
 - https://sap.com/rise
- 7. SAP S/4HANA Cloud, public edition home page
 - https://www.sap.com/products/erp/s4hana.html
- 8. SAP S/4HANA Cloud, private edition home page
 - https://www.sap.com/products/erp/s4hana-private-edition.html

Key Points to Take Home

- 1. SAP BTP services are purpose-built & natively integrated with SAP solutions
- 2. SAP BTP credits come with the GROW with SAP and RISE with SAP
- 3. Citizen developers can build apps with SAP Build Low Code/No Code tools
- 4. Fiori UI based apps created using SAP Build reduces the training effort
- 5. Prebuilt content (integration, automation, analytics) accelerates SAP S/4HANA Cloud journey
- 6. SAP delivers and maintains prebuilt content
- 7. Prepare for SAP S/4HANA Cloud: Use SAP BTP with SAP ERP

Visit: <u>sap.com/btp-for-s4hana</u> >

Q&A



Thank you.

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