SAP RISE Overview – All That a Customer Needs to Know

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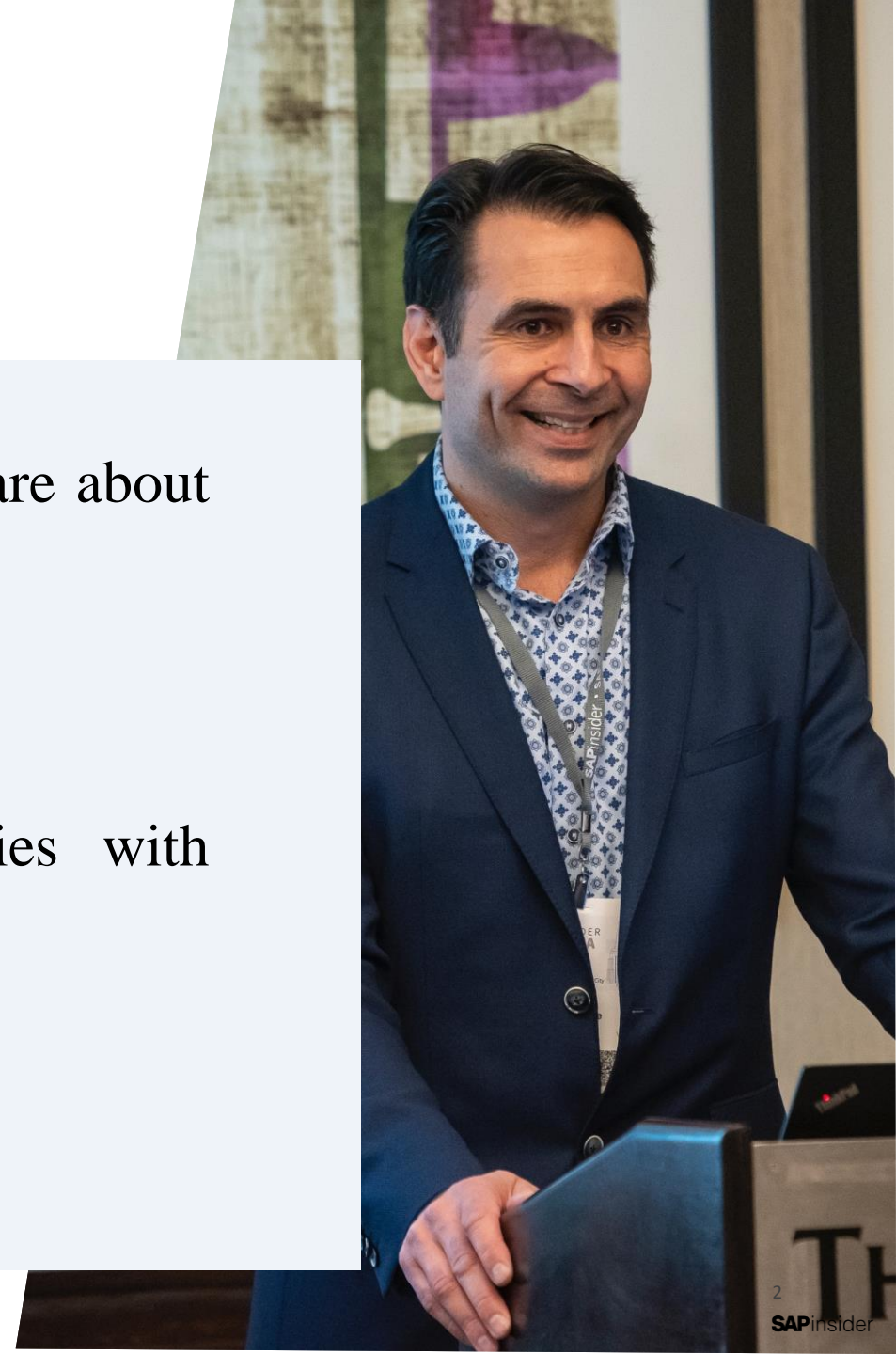**SAP America**

SAPinsider
Las Vegas

2023

SAPinsider

What We'll Cover

- o Why should you (the customer) care about RISE?

- o Core components of SAP RISE

- o Deployment options

- o Selected Customer success stories with SAP RISE

Topic 1

Why should you (the customer) care about RISE?

SAPinsider

Global business priorities & drivers

Grow revenue by creating differentiating business models in your industry

Increase margin with built-in industry-specific processes and best-practices

Unlock new efficiency with intelligent automation across all mission-critical processes

Manage sustainability with company-wide transparency and controls

Global technology challenges

1. Limited ability to leverage the broader technology ecosystem capabilities & integrate them effectively

2. Limited visibility on real-time business process performance and improvement opportunities

3. Resource constraints to keep the lights on and pursue new innovations at the same time

4. High cost of maintaining current technology landscape

5. Significantly increasing business risk from cyber threats

SAP introduced RISE with SAP to address such challenges and turn every business into an intelligent, sustainable enterprise in the cloud

Cloud ERP

Outcome-driven Services and Tools

RISE WITH SAP

Business Process Intelligence

Business Networks

Business Platform and Analytics

Intelligent, Sustainable Enterprises

RISE WITH SAP Driving business innovation together

5

RISE with SAP

Is 2(+) Years Old

SAPinsider

Let's hear about RISE @ 2

[RISE with SAP at 2](#)

RISE with SAP – A new Way of Working

Unique start

SAP ECC customers

SAP S/4HANA On-premise customers

New customers

Customer Journey

RISE WITH SAP | Business Transformation as a Service
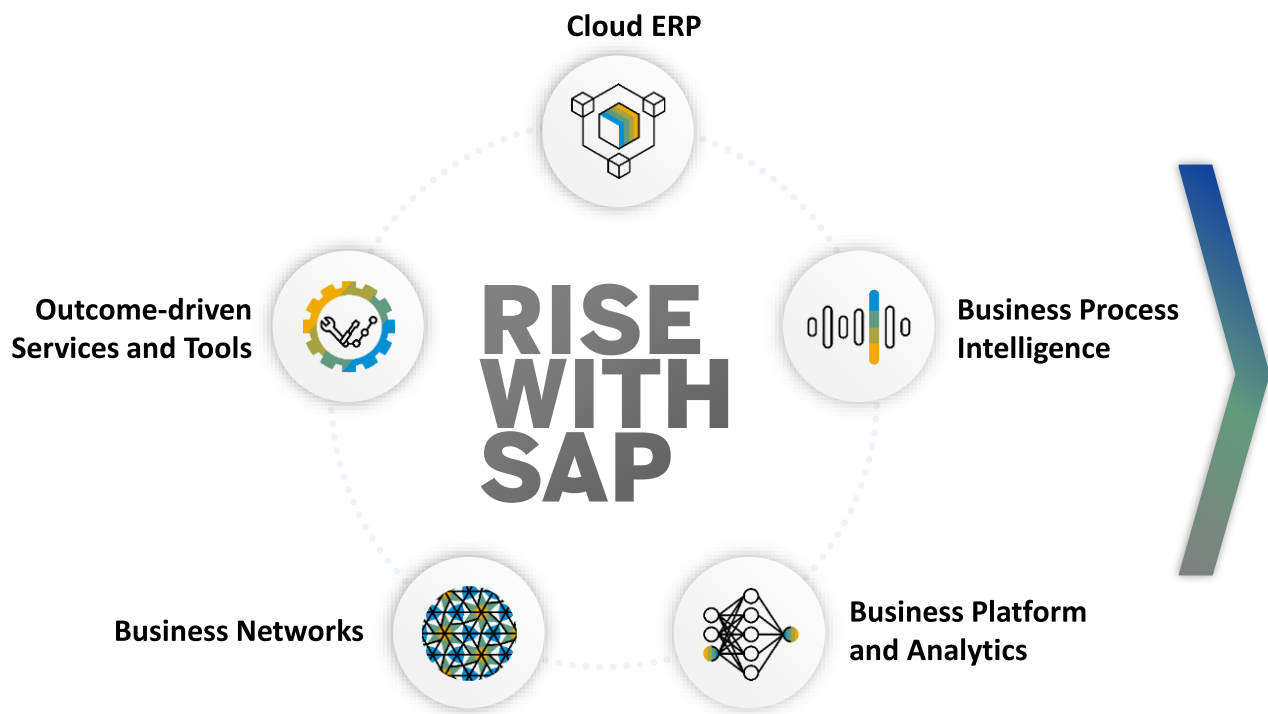
Ultimate goal

Accelerated ROI and Business Outcomes

Agile, Modern and Modular ERP Landscape

Continuous Innovation

RISE with SAP brings together what you need to transform your business in the way that works best for you – regardless of your point of departure or how fast you want to move.
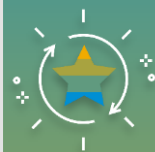
Customer Benefits - Strategic

Cloud ERP

Outcome-driven Services and Tools

Business Process Intelligence

Business Networks

Business Platform and Analytics

RISE WITH SAP

Take the lead
with industry innovation for top-line, bottom-line, and green-line growth

Leverage differentiating business capabilities and industry next practices that create new revenue streams, improve efficiency, enhance employee engagement and allow for running sustainably

Never stop improving
with continuous insight to optimize business processes

Identify and prioritize optimization opportunities with instant process analysis, benchmarking against industry peers, and tailored insights to automate with AI

Secure your success
with a trusted partner for your business needs, at every step of the way

Benefit from cloud delivery capabilities that accelerate time-to-value, reduce overall TCO, and mitigate risk while simplifying technology consumption through 'as a service' experience

Customer Benefits (1)

Leverage the broader technology ecosystem effectively to maximize capabilities

Drive Business Outcomes

Summary Build, extend, and run end-to-end business processes by leveraging Industry Cloud solutions, Business Technology Platform and Business Networks, both within and beyond enterprise boundaries

SAP Differentiators

Industry Cloud
- 153 partner apps available
- 23 new Industry Cloud solutions co-innovated addressing next-practices
- 14 services available in Service Catalog

Business Technology Platform
- 2,400+ pre-built integrations
- 2,100+ API's for open integration
- 300+ AI innovations
- 1,600+ apps on SAP App center
- 150+ prebuilt bots

Innovate with industry best & next practices

by leveraging in-depth industry-specific cloud solutions from SAP and partners, driving the adoption of best industry practices and next industry differentiators

Accelerate time-to-value

by using SAP Business Technology Platform - a portfolio of technologies - to accelerate the move to the cloud, keep the core clean, optimize and automate business processes, and drive decisions based on data

FARYS

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Closing transactions that went from days to hours
Greater efficiency that lowers total cost of ownership

Endress+Hauser

read more

>5x increased project speed and less costs compared to former projects
50 million € digital net sales through B2B cloud integrations

Customer Benefits (2)

Leverage the broader trading partner ecosystem effectively to maximize capabilities

Summary Drive business continuity and growth by collaborating with all your trading partners in real time to infuse speed, agility, and resiliency into your supply chain

SAP Differentiators

- Trusted by millions of companies participating across **190** countries
- **$3.7T+** annual commerce
- **639M+** B2B transactions
- **+14%** transacting relationship growth[1]
- **+21%B2B** transaction growth[1]

Drive Business Outcomes

Level up supplier collaboration   by connecting with all trading partners and suppliers, regardless of type or size, with a flexible and scalable network

Execute with confidence   by sharing critical information between your company and your suppliers to improve forecasting and avoid supply chain disruption

Drive supply chain resiliency   by identifying and addressing risks in the supply chain in tight coordination with suppliers

Utilize resources strategically   by digitalizing manual supply chain, asset maintenance, and procurement processes to increase productivity, decrease operating costs, and free up FTE capacity

BHP   read more

Better vendor experience with an improved Web site and speedy onboarding

Vestas   read more

- **75%** Reduction in parked and blocked (P&B) invoice handling time
- **7x** Decrease in P&B invoices

ERG   read more

- **7%** Reduction in unplanned equipment downtime
- **10%** Reduction in planned equipment downtime

DÖHLER   read more

Lower costs by streamlining transport options and easing collaboration with carriers

Source: [1] on a trailing 12 month basis

Customer Benefits (3)

Measure, monitor and optimize business processes to ensure continuous business performance improvement

Drive Business Outcomes

Summary Identify process gaps and bottlenecks based on real-time insights and benchmark against industry peers

SAP BPI Differentiators

SAP Process Insights provides insights, innovation recommendations and corrective actions out of the box.
- 6 end-to-end processes and 40+ sub-processes
- 500+ key process performance metrics
- 2,500+ customers in the benchmark database
- 7 lines of business and 15 transformation value drivers
- 100+ corrective actions, 150+ prebuilt robotic process automation (RPA) bots, and 20+ process packages for workflows
- 300+ tailored recommendations for SAP S/4HANA, RPA, machine learning (ML) and others

Identify process performance baseline

by leveraging Pathfinder report to focus your attention on the most important process performance issues

- **Gain insights into your processes using a one-time report including 80 process performance indicators**

Improve processes continuously

by leveraging SAP Process Insights to monitor and improve business processes

- Gain comprehensive and continuous insights into your processes using 500+ process performance indicators

Ensure full business transformation

by leveraging Business Process Intelligence to prepare process design and documentation, and ensuring best-in-class governance. Identify process bottlenecks with detailed process mining (across SAP & non-SAP systems), perform journey modelling, and collaboratively work on business transformation

10%-15% Improvement in process efficiency[1]

40%-60% Reduction in business process mapping and analysis cost[2]

65%-75% Reduction in Business Process Management (BPM) subscription/ maintenance cost[2]

75%-85% Reduction in BPM training cost[2]

[1] IDC survey showed 10-15% drop in operating costs through the adoption of process mining for the process that was improved. More details available here
[2] Based on SAP customer case studies and experience

Customer Benefits (4)

Run your technology operations "as a service" with a trusted partner

Drive Business Outcomes

Summary Benefit from a single contractual and accountable party to ensure customer success. Ensure up to 99.7% uptime with resilient cloud infrastructure

RISE with SAP Differentiators

- SLA: 99,7% for productive system, 95% for non-productive systems
- Periodic technical patching and innovation updates
- 24*7 service delivery for PRD, 24*5 for non-PRD
- SAP Cloud Application Lifecycle Management assists in the implementation and operations of SAP S/4HANA Cloud throughout the solution usage lifecycle

Holistic cloud "As a Service" experience — by leveraging ONE trusted partner to take care of holistic cloud technology operations (SaaS, IaaS, and PaaS). ONE contract to manage. ONE SLA to hold the partner accountable for customer success

Drive innovation & ensure compliance — by benefiting from periodic technical patching and new solution upgrades that reduce compliance risk, and ensure on-time access and adoption of new innovations

Adhere to SAP technical reference architecture — that is comprised of best practices based on the learning from running thousands of instances globally. Ensures easier adoption and optimized running of cloud capabilities across SAP solution portfolio

Embark on transformation with confidence — by leveraging RISE with SAP Adoption Framework, whereby SAP and partners will work with you every step of the way and provide necessary transparency and visibility to collaboratively drive the transformation journey

Ensure operational resilience — by leveraging a resilient cloud infrastructure that offers up to 99.7% uptime. Improve workloads reliability through high availability, disaster recovery, backup, and monitoring services

Focus on the core business — by freeing up IT resources and investing more time on the core business and new innovation areas

Vorwerker Diakonie

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4x per year updates are performed automatically, leading to increased employee satisfaction

Aramco

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50% reduction in application management efforts
Fewer routine maintenance chores in IT

Customer Benefits (5)

Reduce total cost of technology ownership

Drive Business Outcomes

Summary Reduce infrastructure, technical managed services, and software cost by leveraging hyperscale economics, task automations, and simple pricing metric

RISE with SAP Differentiators

- Move from a CapEx based to OpEx based investing model
- Choice of hyperscale service providers
- Dedicated Cloud delivery organization with high level of automation (97%)
- 1 single Full Usage Equivalent (FUE) based subscription metric
- Cloud Extension policy

Reduce infrastructure cost by leveraging greater economies of scale with Hyperscaler infrastructure and avoiding sunk costs in on-premise infrastructure investments (typically 4-5 year lifespan)

Reduce shelfware cost by utilizing Cloud Extension Policy to terminate redundant on-premise licenses and reallocating on-premise maintenance payments to the cloud

Reduce 3rd party software cost by leveraging SAP's cloud delivery services for the entire application stack that eliminates the need for additional software related to access control, VPN control, security event monitoring, vulnerability assessment, and intrusion prevention

Reduce technical patching cost by leveraging SAP's cloud delivery services for timely patching of all SAP and other software applications relevant for SAP workloads

Reduce technical managed services cost by benefitting from SAP's experience and best practices on effective delivery of cloud services; including automation of user and integration monitoring, automated alerts, notifications, and escalations for issue management

Make software spend predictable by benefitting from a single Full Usage Equivalent (FUE) based subscription pricing metric that provides flexibility of license re-allocation to meet changing business needs

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Cut on-premise infrastructure by 17%
Time spent on IT maintenance has reduced by 15%

- Upto 20% reduction in TCO over 5 years[1]

Aramco

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50% reduction in application management efforts
Fewer routine maintenance chores in IT

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[1] Study by IDC on SAP S/4HANA Cloud, private edition

Protect against cyber security threats

Summary Ensure cyber security and data protection with reduced overhead costs for a hybrid, full stack, and global technological solution by leveraging expertise and investments of SAP and Hyperscalers

RISE with SAP Differentiators

Sharing of security responsibilities between Hyperscalers, SAP, and the Customer

- Hyperscalers: Data center security, secure and scalable infrastructure

- SAP: Backup and restoration; virtual machine configuration, infrastructure, disaster recovery, OS/Container images, networking security; operational and security monitoring; audit and compliance; vulnerability & patch management, clouds security posture management

- Customer: Configuration of business processes; customer data, identity and authentications; user and role administration

Drive Business Outcomes

Secure your business

by ensuring business continuity, disaster recovery, and uptime capabilities with ONE SLA. SAP's Global Security Operations Center provides 24 x 7 support including incident response and threat hunting for proactive security management

Reduce overheads

by benefitting from requisite scale and resources to stay abreast with latest cyber threats; leverage multi-dimensional cyber security approach from SAP and Hyperscale partners

Ensure peace of mind

by leveraging hyperscaler and third party audits (validated through various certifications & attestations) to increase compliance that assists with Cybersecurity Maturity Model Certification (CMMC) and building Zero Trust efforts. Reduce risk related to the cybersecurity talent shortage by leveraging skilled SAP cybersecurity resources and best practices

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Improved security and compliance
Reduced total cost of ownership
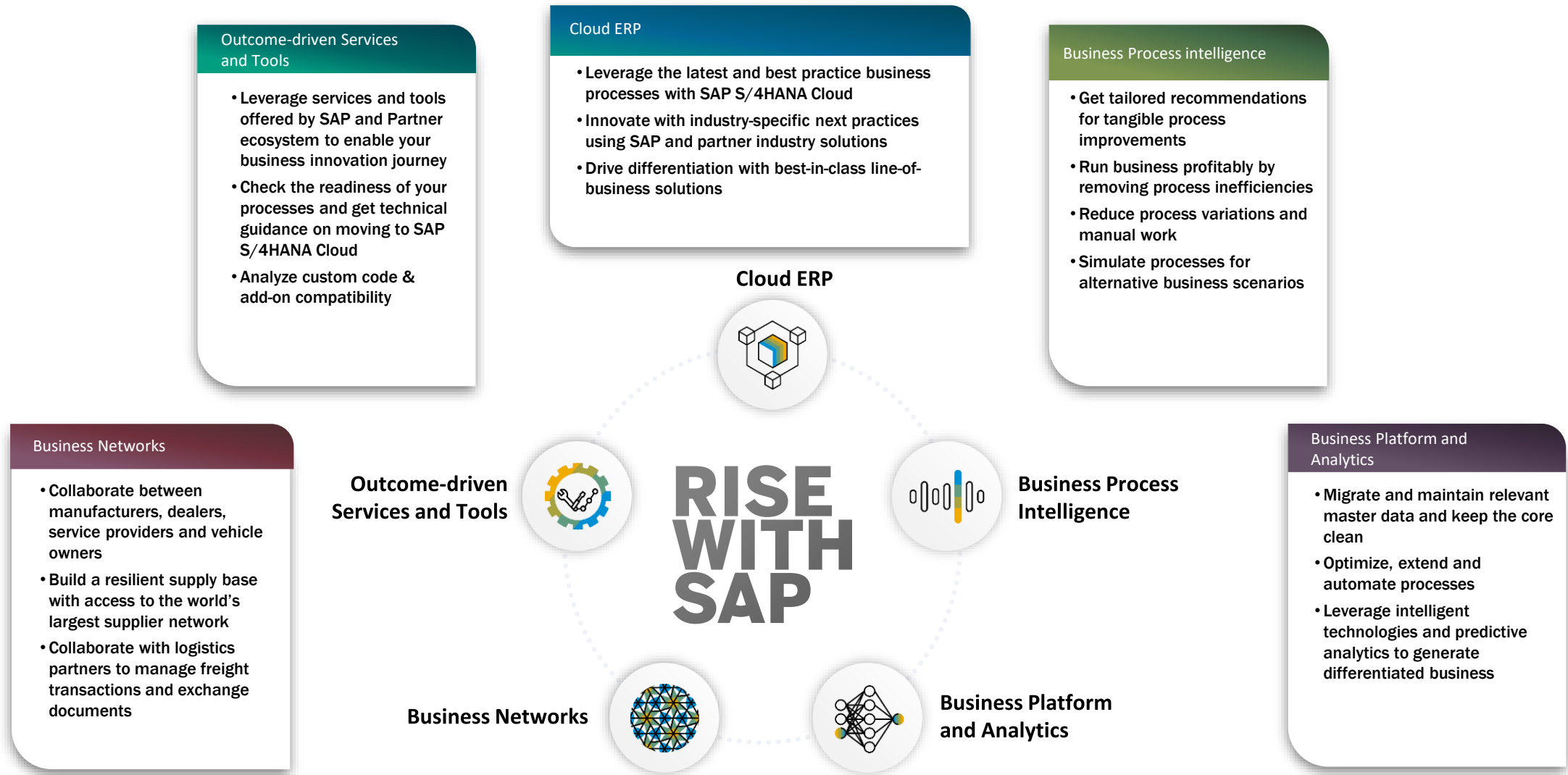
Grupo Ultra

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Increased system stability and security
Simplified management of regulatory and compliance requirements

Topic 2

Core components of SAP RISE

RISE Foundation

RISE with SAP brings together the necessary components to help customers deliver on their digital transformations ...

Outcome-driven Services and Tools
- Leverage services and tools offered by SAP and Partner ecosystem to enable your business innovation journey
- Check the readiness of your processes and get technical guidance on moving to SAP S/4HANA Cloud
- Analyze custom code & add-on compatibility

Cloud ERP
- Leverage the latest and best practice business processes with SAP S/4HANA Cloud
- Innovate with industry-specific next practices using SAP and partner industry solutions
- Drive differentiation with best-in-class line-of-business solutions

Business Process intelligence
- Get tailored recommendations for tangible process improvements
- Run business profitably by removing process inefficiencies
- Reduce process variations and manual work
- Simulate processes for alternative business scenarios

Business Networks
- Collaborate between manufacturers, dealers, service providers and vehicle owners
- Build a resilient supply base with access to the world's largest supplier network
- Collaborate with logistics partners to manage freight transactions and exchange documents

Business Platform and Analytics
- Migrate and maintain relevant master data and keep the core clean
- Optimize, extend and automate processes
- Leverage intelligent technologies and predictive analytics to generate differentiated business

Cloud ERP

Outcome-driven Services and Tools

Business Process Intelligence

RISE WITH SAP

Business Networks

Business Platform and Analytics

RISE Foundation – 5 pillars
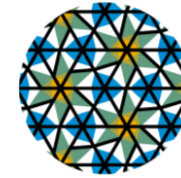
Cloud ERP

Business process intelligence

Business platform and analytics

Business networks

Outcome-driven services and tools

(CLOUD) INFRASTRUCTURE OPTIONS (IaaS) – SAP Data Center or Hyper-scaler or Tailored Data Center options

Choice of infrastructure
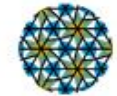
CLOUD ERP INFRASTRUCTURE

BUSINESS PROCESS INTELLIGENCE

BUSINESS PLATFORM AND ANALYTICS

BUSINESS NETWORKS

OUTCOME-DRIVEN SERVICES AND TOOLS
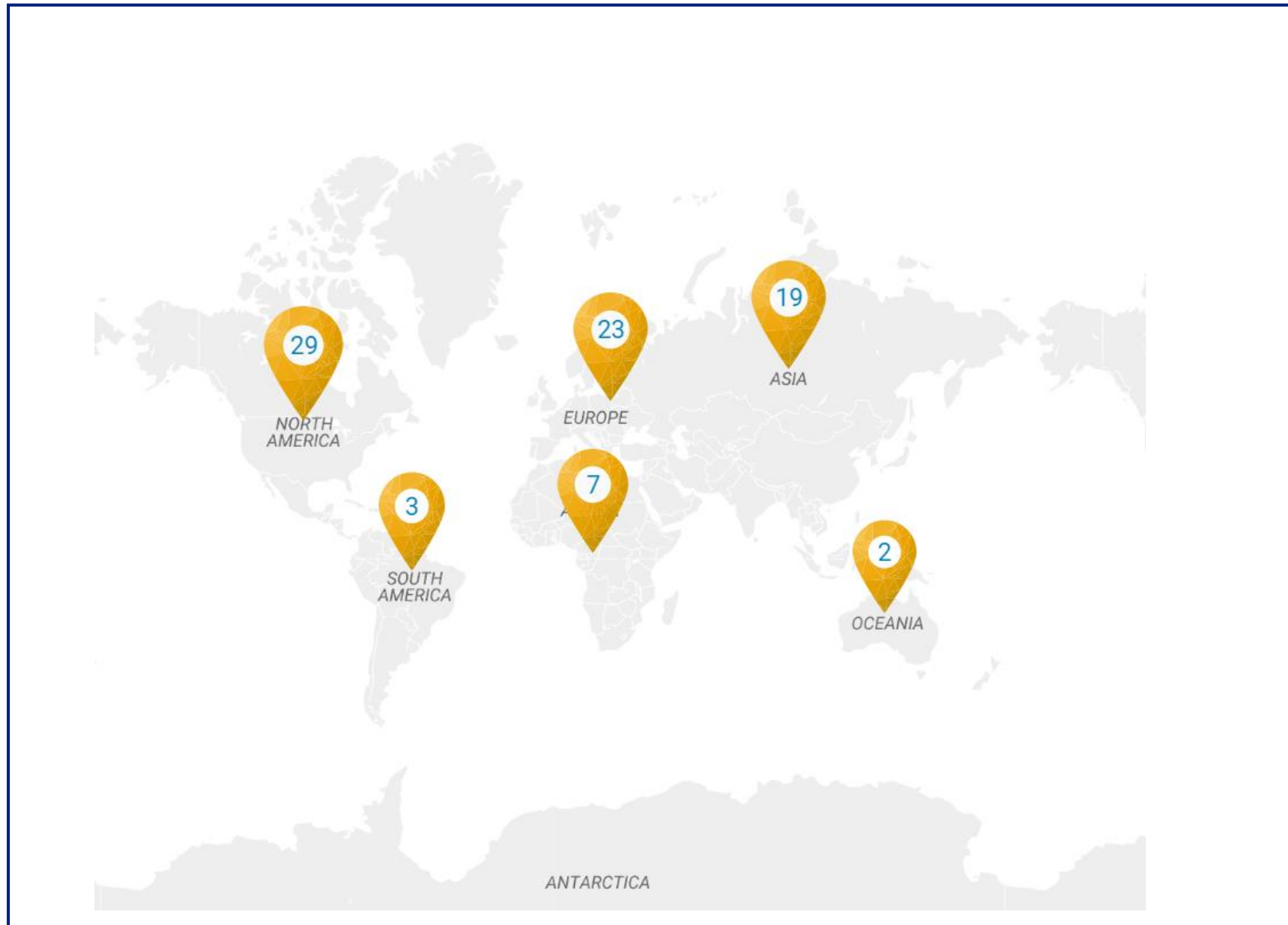
Choice of Infrastructure

- Hyperscaler or SAP data center
- Scalability option based on the growth of your business
- Technical operations excellence by ensuring:
  - Single point of contact
  - One set of SLAs

Infrastructure Resilience

- Highly resilient global hyperscale cloud and SAP application infrastructure with high availability and enhanced disaster recovery
- Leverage SAP and hyperscale skilled talent, certifications and standards for global cloud security operations and support 24 X7
- Cloud-based automation of routine, error prone tasks such as patching by both SAP and the hyperscaler
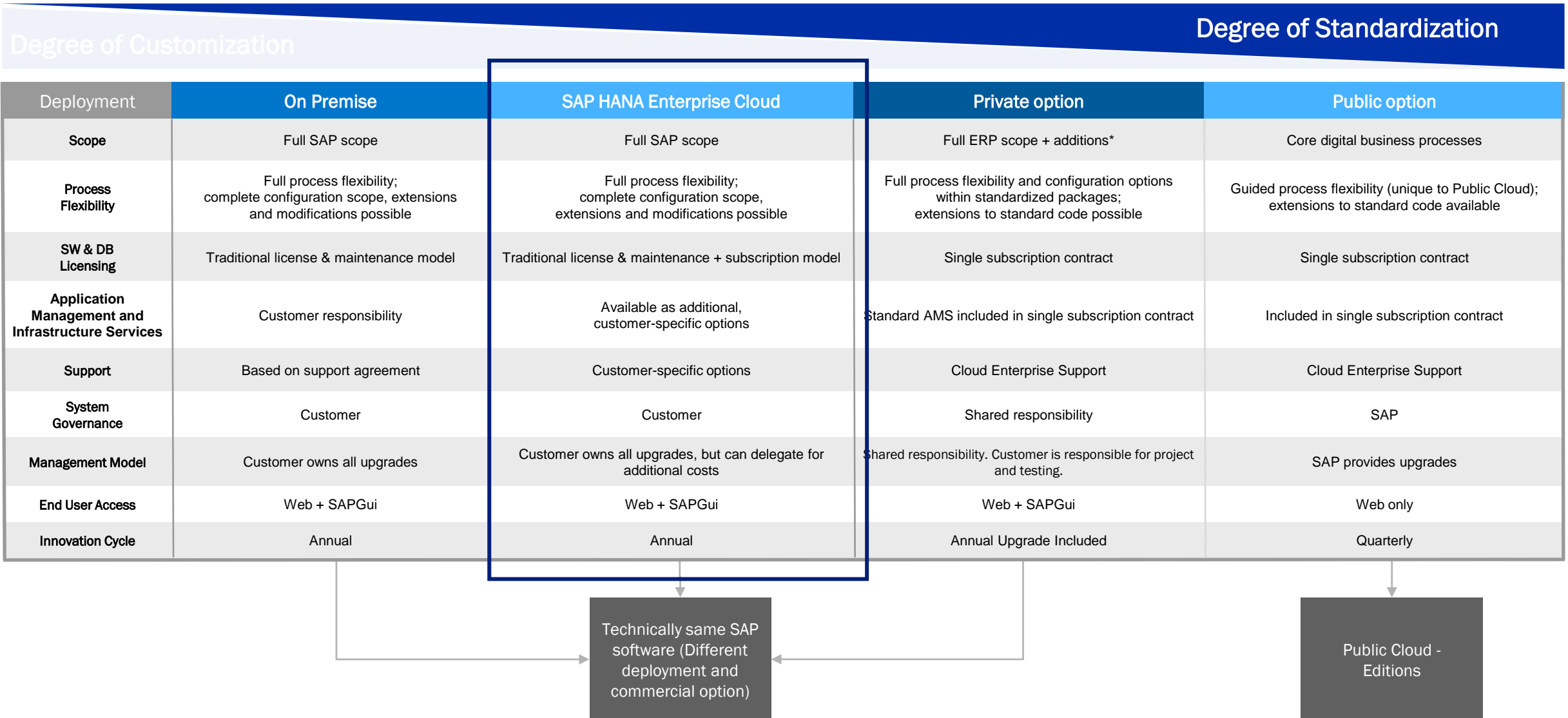
Hyperscaler Economics

- RISE with SAP based on a single FUE metric – offers benefit of lower infrastructure costs without the overhead of managing cloud operations and circumvent the learning curve
- Reduce time-to-market for new SAP applications/ modules in cloud

SAP Data Centers

What about HANA Enterprise Cloud (HEC)?

- HEC is a fully-managed, subscription-based cloud service or what is commonly called a 'private managed cloud'
- Think of it as a combination of infrastructure & managed services
  - RISE is a lot more than that
- HEC is hosted in a single-tenant environment with hardware, storage and networks dedicated to a single customer with enterprise-grade security.

Private Cloud + Managed Services = SAP Hana Enterprise Cloud

Degree of Customization

Degree of Standardization

Deployment	On Premise	SAP HANA Enterprise Cloud	Private option	Public option
Scope	Full SAP scope	Full SAP scope	Full ERP scope + additions*	Core digital business processes
Process Flexibility	Full process flexibility; complete configuration scope, extensions and modifications possible	Full process flexibility; complete configuration scope, extensions and modifications possible	Full process flexibility and configuration options within standardized packages; extensions to standard code possible	Guided process flexibility (unique to Public Cloud); extensions to standard code available
SW & DB Licensing	Traditional license & maintenance model	Traditional license & maintenance + subscription model	Single subscription contract	Single subscription contract
Application Management and Infrastructure Services	Customer responsibility	Available as additional, customer-specific options	Standard AMS included in single subscription contract	Included in single subscription contract
Support	Based on support agreement	Customer-specific options	Cloud Enterprise Support	Cloud Enterprise Support
System Governance	Customer	Customer	Shared responsibility	SAP
Management Model	Customer owns all upgrades	Customer owns all upgrades, but can delegate for additional costs	Shared responsibility. Customer is responsible for project and testing.	SAP provides upgrades
End User Access	Web + SAPGui	Web + SAPGui	Web + SAPGui	Web only
Innovation Cycle	Annual	Annual	Annual Upgrade Included	Quarterly

Technically same SAP software (Different deployment and commercial option)

Public Cloud - Editions

- This topic is often brought up by existing SAP customers

- It is important to remind ourselves of what RISE truly is
  - An all-in-one cloud infrastructure solution in a single contract & a unified service level agreement that provides companies everything they need across software, services (options), and infrastructure to become an intelligent enterprise

- RISE:
  - Is the strategic approach of SAP for enabling customers to transform themselves by moving to the cloud
  - Is the option for customers wanting to run 'standard' business processes that are based on industry Best Practices & to minimize 'customizations'
  - Provides customers a choice of ERP – S/4HANA Cloud, public edition or S/4HANA Cloud, private edition
  - Comes packaged with many applications that will help accelerate your transformation regardless of where you are in your journey & whether you are running any SAP applications or not

S/4HANA Cloud ERP options

SAP S/4HANA Cloud, public edition

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

OR

SAP S/4HANA Cloud, private edition

Tailored-to-fit cloud ERP that adapts to your organization's unique transformation.
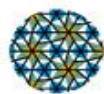
Business Process Intelligence

CLOUD ERP

BUSINESS PROCESS INTELLIGENCE

BUSINESS PLATFORM AND ANALYTICS

BUSINESS NETWORKS

OUTCOME-DRIVEN SERVICES AND TOOLS

Business Process Analysis

- Get tailored recommendations for tangible improvements and act accordingly utilizing process mining
- Run business profitably by removing process inefficiencies and drive growth with new business models
- Ensure consistent, high-quality results by reducing variations in how work is done
- Benchmark against industry peers

Business Process Design

- Create processes and value chains with the help of Signavio's QuickModel and graphical editor functionalities
- Design journey models and connect them to your processes
- Leverage the platform as a single repository for process designs pertaining to multiple use cases
- Collaborate continuously with colleagues to capture their inputs during the design process

BPI Starter Pack

- SAP Signavio Process Insights: 50 GB with one-time load only
- SAP Signavio Process Manager: three users
- SAP Signavio Process Collaboration Hub: 10 users

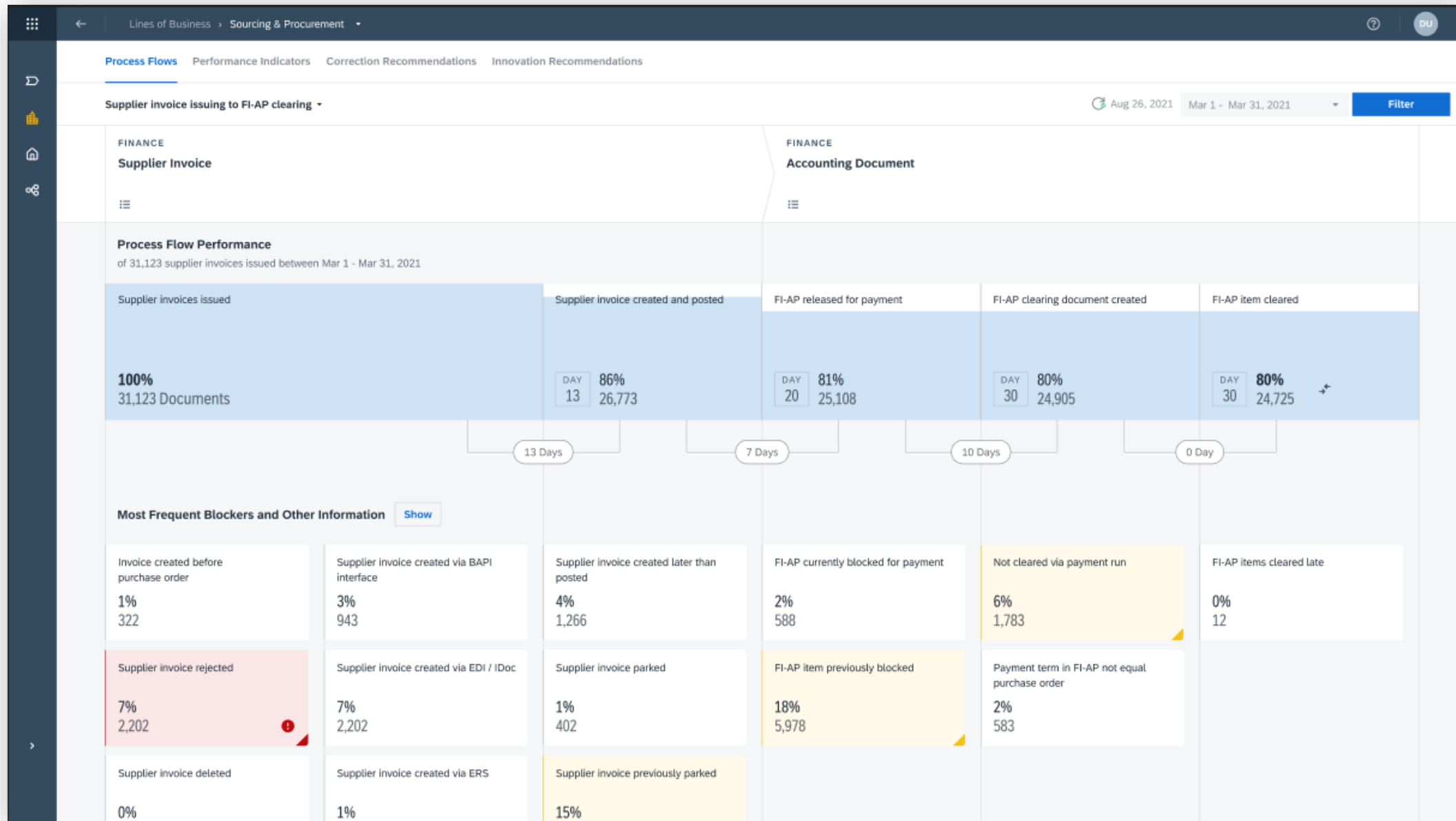**1. Perform fast analysis of end-to-end processes**

**2. Get tailored recommendations on business process improvements**

3. Collaborate to redesign and standardize

SAP Process Insights (1)

- Leverage advanced process data extraction and continuous updates for a clear understanding of end-to-end process performance within 24 hours of implementation

- Follow the full process optimization journey – from uncovering refinement potential to implementing specific improvement recommendations

- Obtain detailed root-cause analysis and filtering linked to performance indicators

SAP Process Insights (2)

SAP insider

Lines of Business › Sourcing & Procurement ▾

Process Flows   Performance Indicators   Correction Recommendations   Innovation Recommendations

Supplier invoice issuing to FI-AP clearing ▾   ⟳ Aug 26, 2021   Mar 1 - Mar 31, 2021 ▾   **Filter**

FINANCE   **FINANCE**
Supplier Invoice   **Accounting Document**

Process Flow Performance
of 31,123 supplier invoices issued between Mar 1 - Mar 31, 2021

Supplier invoices issued	Supplier invoice created and posted	FI-AP released for payment	FI-AP clearing document created	FI-AP item cleared
100% 31,123 Documents	DAY 13 **86%** 26,773	DAY 20 **81%** 25,108	DAY 30 **80%** 24,905	DAY 30 **80%** 24,725

13 Days   7 Days   10 Days   0 Day

Most Frequent Blockers and Other Information   Show

Invoice created before purchase order	Supplier invoice created via BAPI interface	Supplier invoice created later than posted	FI-AP currently blocked for payment	Not cleared via payment run	FI-AP items cleared late
1% 322	3% 943	4% 1,266	2% 588	6% 1,783	0% 12

Supplier invoice rejected	Supplier invoice created via EDI / IDoc	Supplier invoice parked	FI-AP item previously blocked	Payment term in FI-AP not equal purchase order	
7% 2,202	7% 2,202	1% 402	18% 5,978	2% 583	

Supplier invoice deleted	Supplier invoice created via ERS	Supplier invoice previously parked			
0%	1%	15%			

SAP Signavio Process Manager (1)

- As part of the RISE with SAP package, customers have access to SAP Signavio Process Manager to design business processes based on SAP Best Practices

- SAP Signavio Process Manager is a cloud-based software that helps you document, model and simulate business processes. With visibility into process inefficiencies, customers can understand how to increase the performance of the organization at scale

SAP Signavio Process Manager (2)
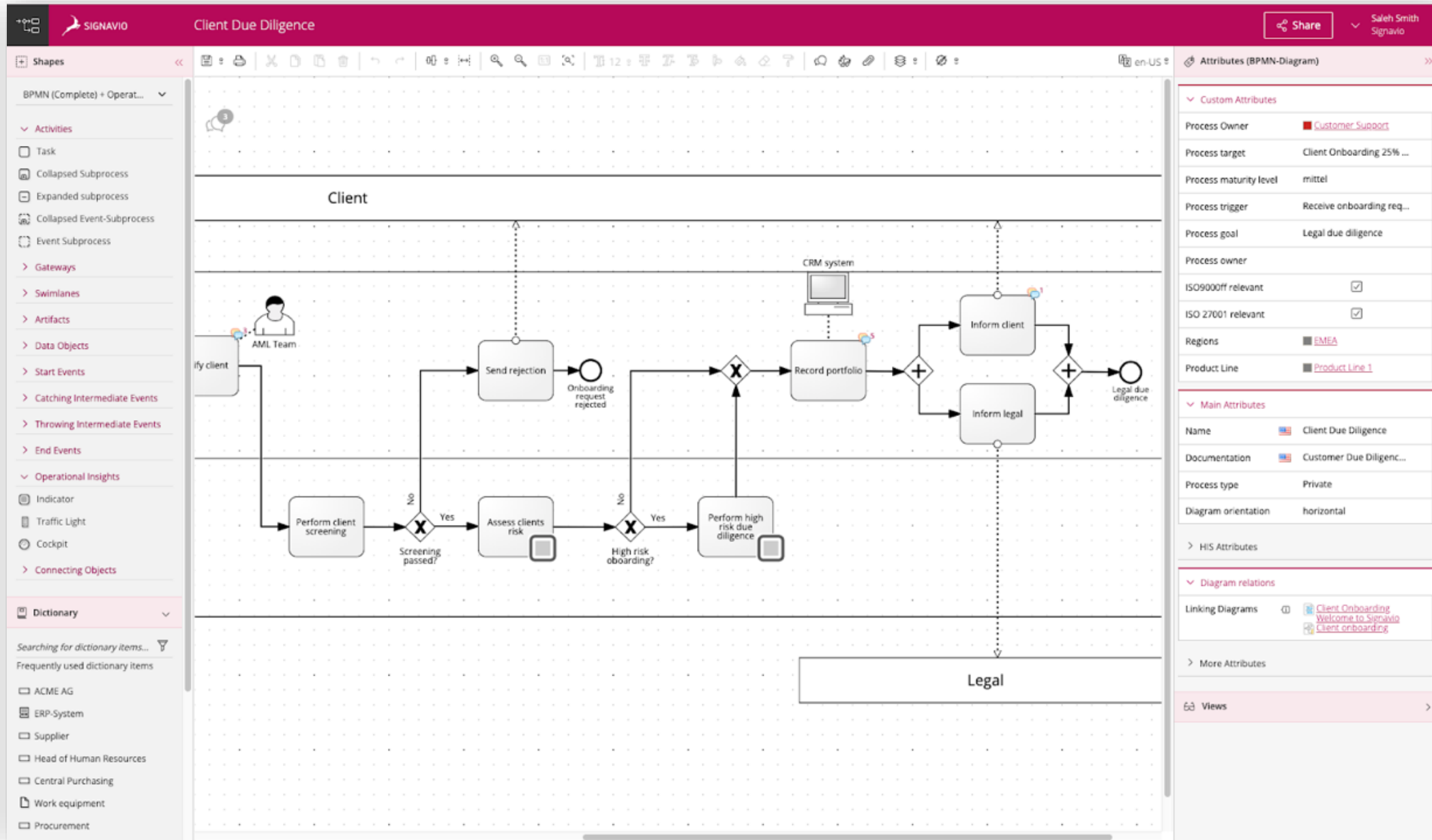
Process modeling
Design and model your business processes collaboratively.

Analysis and simulation
Analyze your processes and mitigate business risks using reports. Simulate the impact of changes prior to implementation.

Transparency
Provide a transparent overview of the process landscape

SAP Signavio Process Collaboration Hub

- SAP Signavio Process Collaboration Hub acts as a single source of truth, giving employees across your organization a transparent meeting point to combine their work and expertise; capabilities include:
    - Keep up-to-date with changes to your process models in real-time
    - Understand, track, and manage joint projects
    - Manage your process content across the entire Signavio Business Transformation Suite
    - Streamline presentations and provide easy-to-understand updates to your stakeholders
    - View any and all process content in a clear and simple way
    - Drive initiatives across your organization by ensuring everyone is on the same page

Business Platform & Analytics

CLOUD ERP

BUSINESS PROCESS INTELLIGENCE

BUSINESS PLATFORM AND ANALYTICS

BUSINESS NETWORKS
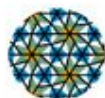
OUTCOME-DRIVEN SERVICES AND TOOLS

Accelerate Your Move to the Cloud

- Migrate from any starting point with any business solution to a fully managed SAP cloud service
  - Clean and consolidate master data – customer, vendor, product, accounts
  - Manage migration of data, process, and users, keep the core clean, archive business content
  - Test for functional completeness – including security and performance

Integrate, Extend, and Automate

- Employ pre-built integrations and comprehensive tools, extend standard application functionality, and automate
  - Integrate SAP S/4HANA processes with third-party applications
  - Automate manual repetitive tasks with prebuilt bots and workflows
  - Extend standard SAP S/4HANA processes to meet custom needs

Innovate and Differentiate

- Leverage predictive analytics and advanced planning capabilities to generate differentiated business outcomes
  - Build a single source of truth from fragmented and heterogenous data sources with structured or un/semi-structured data
  - Combine planning, analysis, and budgeting in one solution to tie operational/ financial planning to profitability management
  - Uncover patterns using predictive analytics and act in real-time with new insights

What Is SAP BTP?

- The platform that brings together application development, automation, data management, analytics and planning, integration, and AI capabilities into one unified environment optimized for SAP applications

- It is a comprehensive solution with:
  - An intuitive, modern development environment for both, professional IT and citizen/business developers
  - Prebuilt data models, integrations, workflows, app templates, and AI business services
  - Self-service data discovery, modeling, planning and analytics, for business users in a governed environment
  - Availability on Microsoft™ Azure™, AWS™, Google Cloud™ and Alibaba Cloud™

Key BTP features & attributes

Innovation
Cutting-edge technologies drive value and differentiation

Automation
Go beyond standardized processes to truly automated processes

Flexibility
Run in the region of your choice with the model that suits you best

Business Centricity
Pre-built content, use cases, and data from SAP applications

Sustainability
Manage sustainability data across the value chain

Agility
Intuitive, modern development for IT and citizen developers

BTP as the foundation of the Intelligent Enterprise

SAP BTP is the foundation of the Intelligent Sustainable Enterprise

Intelligent, sustainable enterprise

Industry-specific end-to-end processes

Business process transformation

Enterprise resource management
Spend management
Human capital management
Customer relationship management

Business network **Industry cloud** **Experience management** **Planning**

Business Technology Platform

Create personalized experiences that instantly work with SAP applications

Build faster with business context to meet change with agility

Run with confidence on a trusted, enterprise-grade platform

App Dev	Automation	Integration	Data and Analytics	AI
Build and innovate	Optimize and automate	Connect and simplify	Give data purpose	Infuse intelligence

BTP Components

Business Technology Platform

Application Dev. | Integration | Data & Analytics | Automation | Artificial Intelligence

BTP customer benefits

Business Benefits

- 1,800+ prebuilt integration packs
- 160+ connectors to SAP and third-party systems
- Over 100 pre-built Analytics content packages
- Industry & LOB content and process workflows

Technology Benefits

- Extend SAP S/4HANA Cloud to new users
- Modify or add new functionality quickly
- Extensions upgrade seamlessly
- Minimizes maintenance costs

Partner Ecosystem

- Access to 15,000 partners across 25 industries
- Partners digital content and business workflows
- Implementation best practices

Cost Optimization

- Cloud credits for free
- Pay for the used services only

BTP Components included in RISE – BTP Build

- SAP Build is a low-code solution that helps organization accelerate development and automation; consists of 3 components

SAP Build

SAP Build Apps
Create apps

SAP Build Process Automation
Automate processes

SAP Build Work Zone
Build business sites

THE BEST RUN SAP
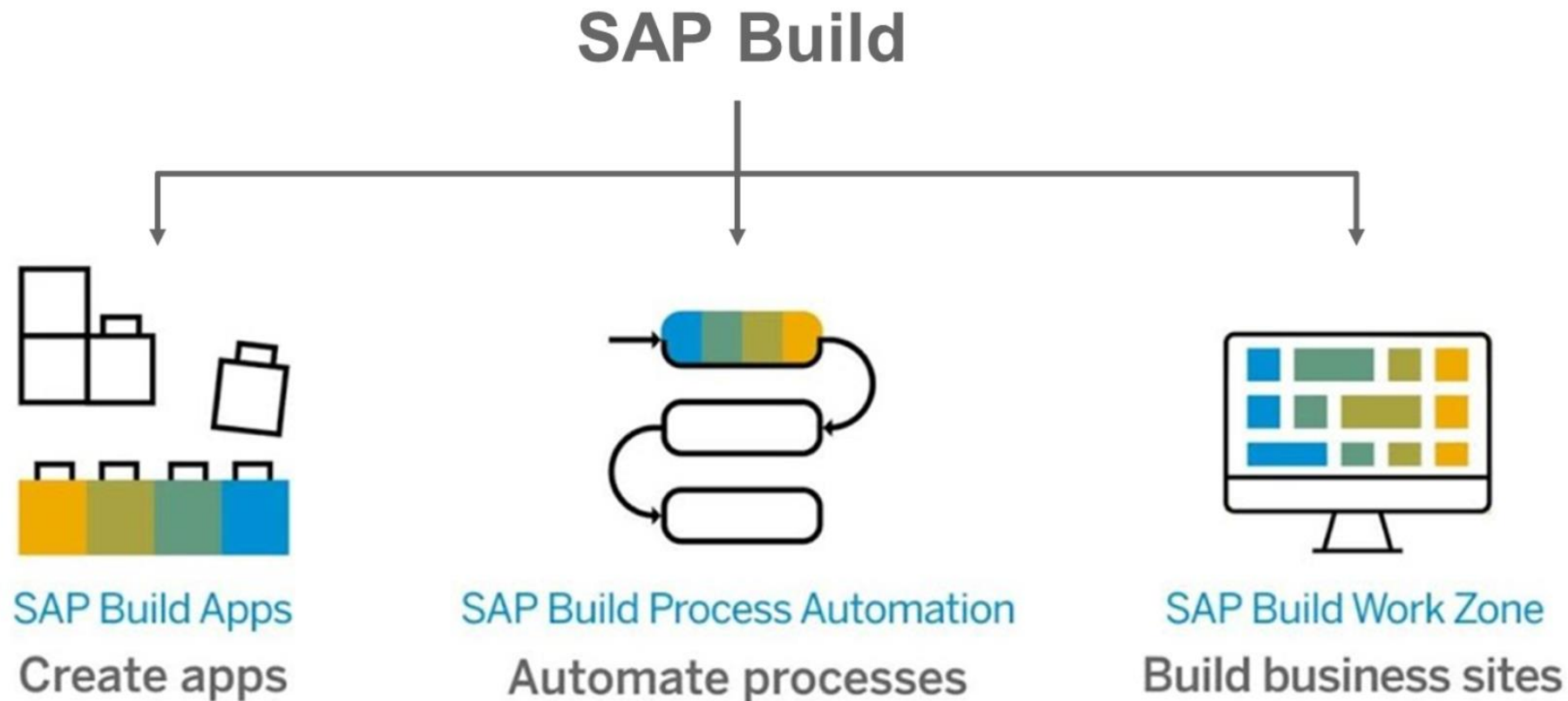
BTP Components included in RISE – BTP Build

SAP Build Apps

SAP Build Process Automation

SAP Build Work Zone
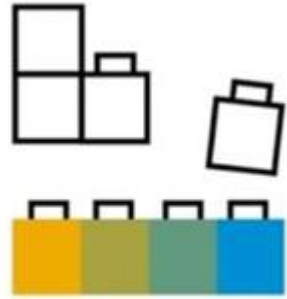
Professional application development solution designed for anyone to create apps without code, regardless of role or skill level. The tool provides a drag-and-drop development environment for building sophisticated enterprise-grade apps that are easily integrated with your other SAP applications. SAP Build Apps evolved from SAP AppGyver and other SAP technologies
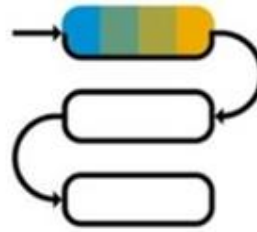
Enables business users to automate workflow processes and tasks without having to write any code. It combines workflow management, robotic process automation (RPA), and embedded AI capabilities with prebuilt process content to help business users adapt, improve, and innovate business processes

Enables IT professionals and line of business experts to easily build and design engaging business sites for their employees, partners, and customers that provide centralized access to relevant applications, processes, and information on both desktop and mobile devices. Formerly known as SAP Launchpad service, SAP Build Work Zone will unify the SAP Launchpad service and SAP Work Zone into a single low-code business site development solution

THE BEST RUN SAP

SAP Mobile Start app

- It is a native mobile app, meaning it was developed specifically for mobile devices. Apps developed for mobile devices are optimized from a performance and visual perspective for displaying on smaller screens
- You can use it for home page personalization, as a central point of access for apps, tasks, & notifications

Note: *The app must be configured via SAP Build Work Zone by a partner consultant or customer administrator for it to display the relevant business data*

SAPinsider

CLOUD ERP

BUSINESS PROCESS INTELLIGENCE

BUSINESS PLATFORM AND ANALYTICS

BUSINESS NETWORKS

OUTCOME-DRIVEN SERVICES AND TOOLS

Pre-built integration between SAP S/4HANA Cloud and SAP's B2B Networks enables efficient end-to-end business processes

Asset Intelligence Network

- Collaboration between manufacturers, dealers, service providers and vehicle owners
- Unify vehicle repository with Digital vehicle hub along the automotive value chain to secure insights, monetize data, create mobility scenarios, and enable an open partner network

Ariba Network

- Build a resilient supply base with access to the world's largest supplier network covering 190 countries, 70 currencies, 24 languages, and 4.2 million vendors

Logistics Business Network

- Collaborate with logistics partners to manage freight transactions, exchange documents, and gain transparency across complete value chain

Smart Devices

Maintenance Providers

Suppliers

Retailers

The global economy has transformed into a Network Economy

Contract Manufacturers

Logistics Providers

Customers

Financial Institutions

SAP Business Network
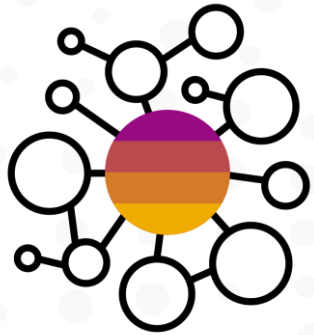
Connect your enterprise to the world's largest business network:

Expand your intelligent E2E business processes beyond your enterprise borders, by integrating into the world's largest business network

- Out-of-the-box integrations to partners forming a global network

- Provide unified, consistent experience and value for trading partners

Source → Ariba Network

Make | Operate → SAP Asset Intelligence Network

Deliver → SAP Logistics Business Network
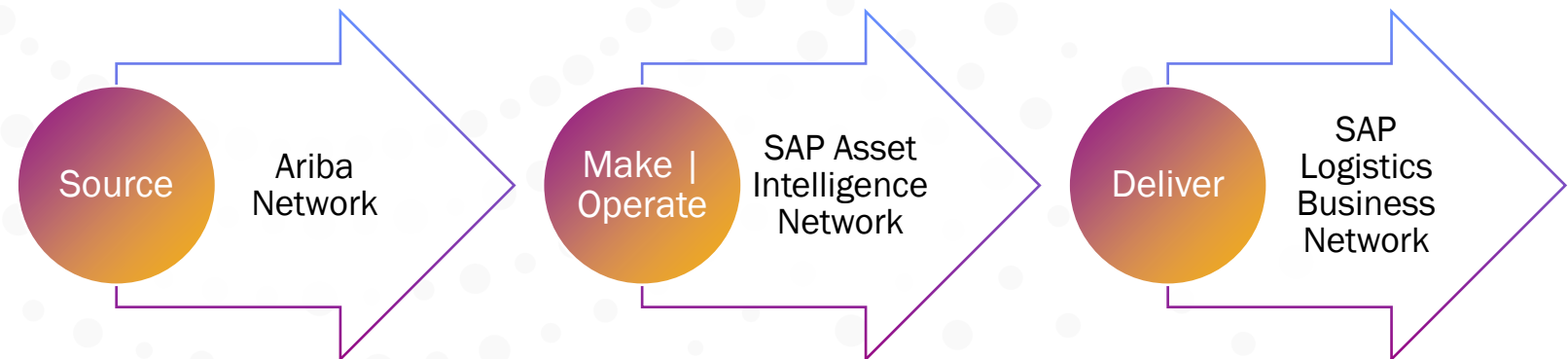
Asset Network and Collaboration

SAP Asset Intelligence Network

Cloud-based **asset business network** for collaboration between manufacturers, operators and service providers

Creates a **centralized digital asset repository** and provides a **collaborative asset definition** throughout the asset lifecycle ensuring asset data integrity

Foundation for **Industry 4.0** for asset connectivity, remote condition monitoring* and collaborative services between the business partners

Provides collaborative asset maintenance and services between asset owner, OEM and service providers

Extended capabilities with **Digital Vehicle Hub** for automotive fleet management, logistics, and connected vehicles services

*in combination with SAP Predictive Asset Insights
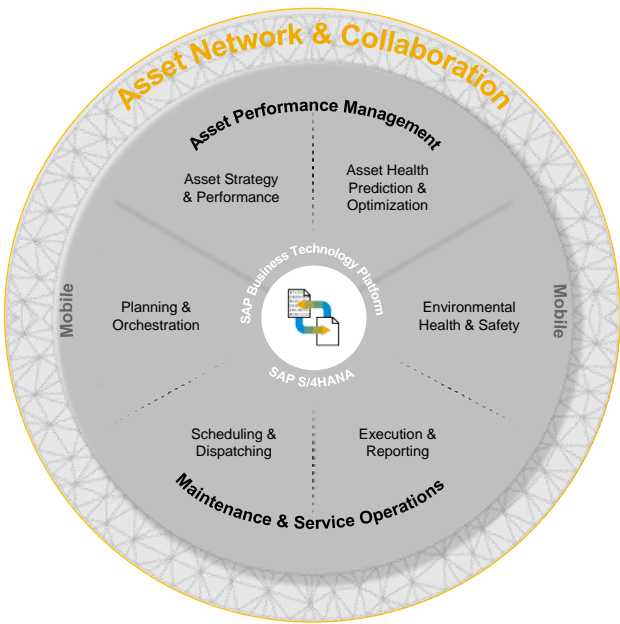
business network

electronic data handover

asset data integrity

new business model

collaborative asset maintenance

SAPinsider

Capabilities

Procurement Collaboration

A/P and Invoice Collaboration

Supply Chain Collaboration

Buyer Community

Global Supplier Community

All Formats

Web UI

cXML

Paper

CSV

Email

EDI

xCBL

Smart PDF

Global Connectivity across 180 Countries

Indirect Suppliers

Direct Suppliers

Tier 2 Suppliers

Ariba Network
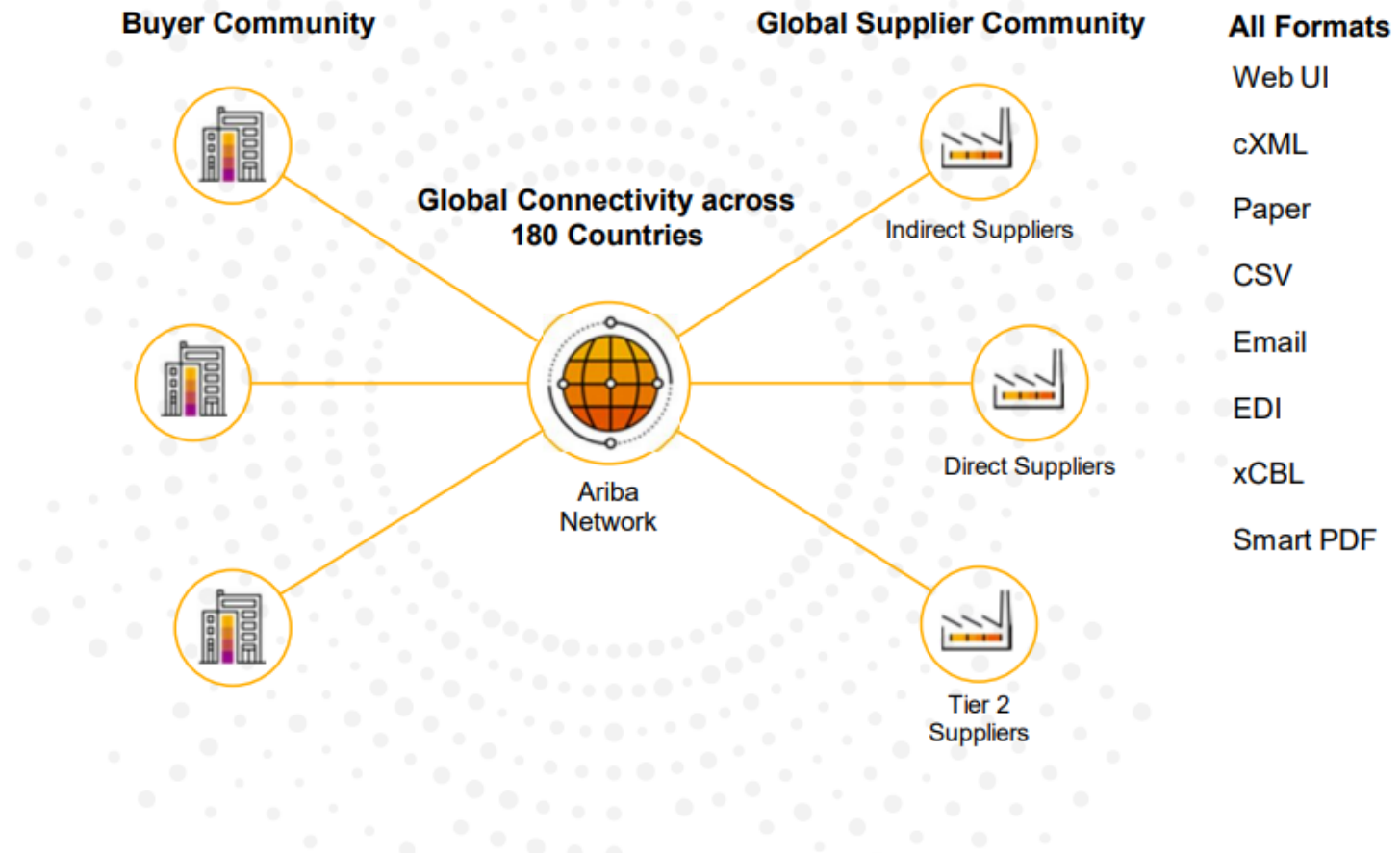
Consumer Goods

1,500 Suppliers: Direct material portal suppliers enabled across 256 supply chains

Consumer/Retail

Reduced overall procurement time from **17 days to 3 days**

Telecommunication

$25B of commerce transacted on the Supplier Network

High Technology

$300M inventory reduction and optimized direct material supply chain

SAP Ariba Network

Enterprise

Suppliers

Reduce contract leakage:
Increase savings.

Reduce inventory and increase visibility:
Free cash flow and improve cash-to-cash cycle.

Improve accuracy and speed:
Replace emails and spreadsheets with electronic collaboration

Reduce risks:
Use proactive insight to avoid shortages and meet forecasts.

Reduce inventory levels:
Increase order fill rates and inventory turns.

Deliver business insights:
Improve visibility into customer demand.

Increase productivity:
Eliminate manual processes and documents.

Improve customer relationships:
Simplify and accelerate onboarding.

Strengthen and simplify supplier collaboration

SAP provides a baseline configuration to get your SAP S/4HANA cloud system connected to the Ariba Network and configured

From 'siloed' asset information ...

Manufacturers (OEM)

Engineering & Construction

Service Provider

Asset Operator (Owner)

Asset Lifecycle

| Design | Manufacture/Build | Commission | Operate & Maintain | Retire & Decommission |

Equipment Model

Specifications & Drawings

System

Equipment

Failure Mode Effect Analysis

Obsolescence Analysis

Manufacturer Spare Parts

Failure Modes

Maintenance History

Recommendations & Updates

Service Bulletins

Location

Sensor Data & Predictive Insights

SAPinsider

Design | Manufacture/Build | Commissioning | Operate & Maintain | Retire & Decommission

Equipment Model
Manufacturer Spare Parts
Obsolescence Analysis
Recommendations & Updates
Failure Mode Effect Analysis
Specifications & Drawings

System / Equipment

Maintenance History
Failure Modes
Sensor Data & Predictive Insights
Service Bulletins
Location
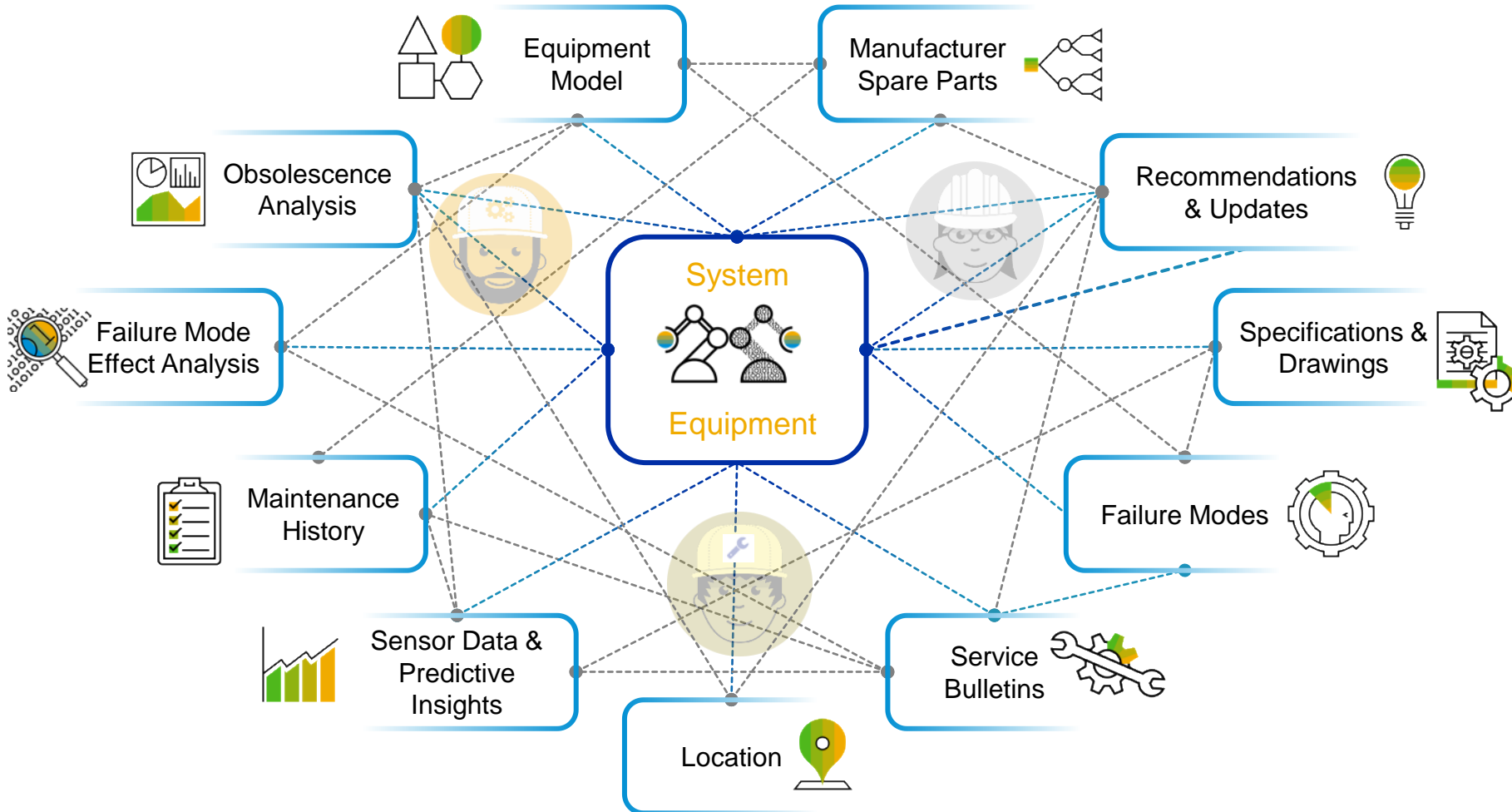
- Simplify collaboration by registering common digital twin in the network

- Find all the asset information in one place

- Share best practices for optimal maintenance processes and equipment performance

- Sustainable operations by collaborating with OEMs to optimize maintenance process and improvement programs

- Provide opportunity to new business model by selling equipment-as-a-service

SAP Logistics Network - Capabilities

Freight collaboration
Manage freight efficiently with standardized collaboration and insights

Global track and trace
Differentiate through situational awareness and eased decision making

Material traceability
Create a trust chain for up- and downstream product genealogy

Intelligent insights
Provide superior visibility and key performance indicators across regions, networks, and applications
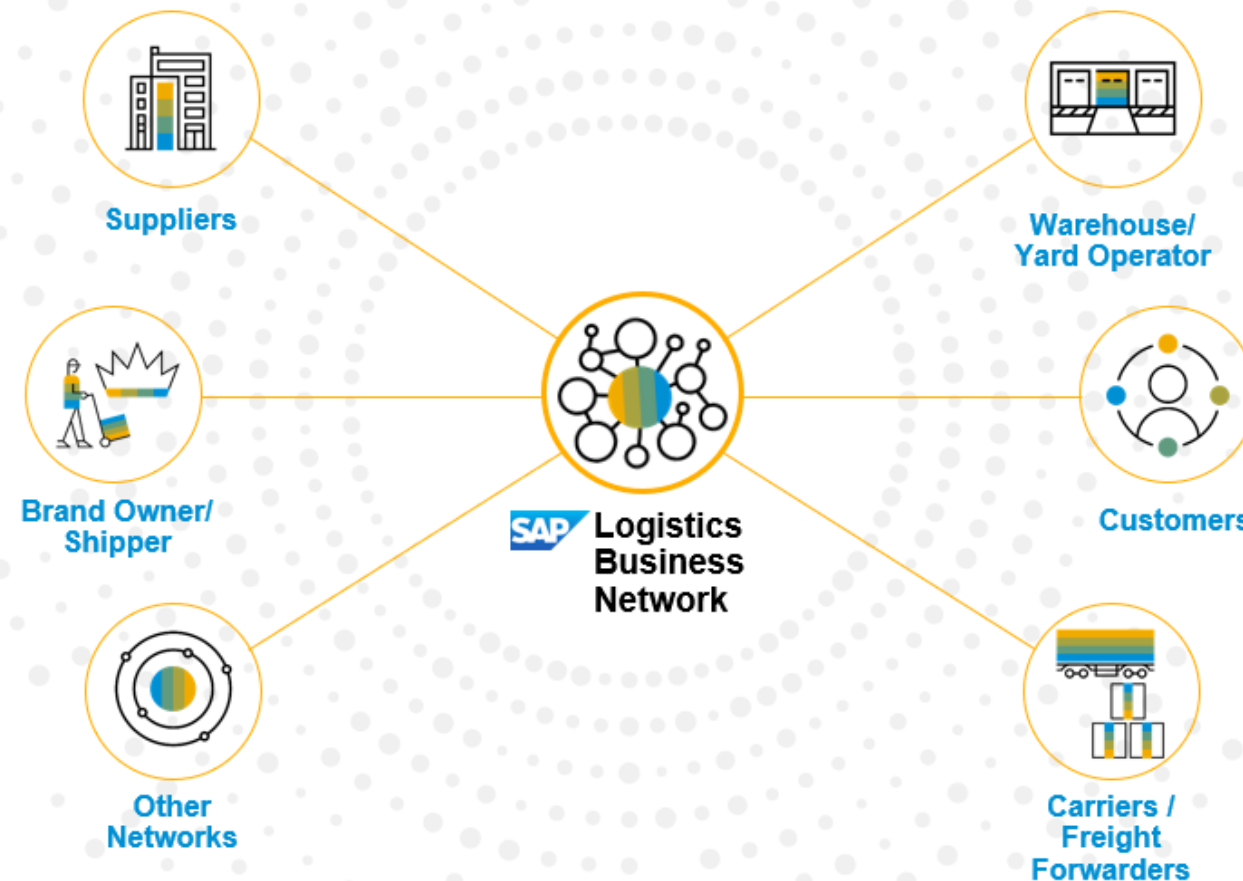
Suppliers

Warehouse/
Yard Operator

Brand Owner/
Shipper

SAP Logistics Business Network

Customers

Other Networks

Carriers /
Freight
Forwarders

CLOUD ERP

BUSINESS PROCESS INTELLIGENCE

BUSINESS PLATFORM AND ANALYTICS

BUSINESS NETWORKS
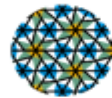
OUTCOME-DRIVEN SERVICES AND TOOLS

SAP's partner ecosystem including Global Strategic Service, Cloud Infrastructure, and Value Added Resell (VAR) partners provide outcome-driven services and tools to help you along your business innovation journey.

Below mentioned tools are offered by SAP:

Readiness Check

Check the readiness of your processes and get technical guidance on moving to SAP S/4HANA Cloud, private edition

• Explore the implications of a move to SAP S/4HANA by identifying the upcoming changes and related effort drivers

• Analyze custom code & add-on compatibility

Custom Code Migration App

• Analyze historical custom code (including modifications and enhancements) in current SAP ERP implementation impacted by SAP S/4HANA conversion

• Focus on strategic extensions and identify unused custom code that you can decide to leave behind

• Isolate the changes required to your custom code in the context of the SAP S/4HANA transition

SAP Best Practices Explorer

- SAP Best Practices Explorer provides clearly defined business processes with documentation based on SAP's many years of experience with business software and our customers

For Public Cloud, refer to SAP Best Practices for SAP S/4HANA Cloud. For Private Cloud, refer to the Enterprise Management Layer for SAP S/4HANA Cloud or SAP Best Practices for SAP S/4HANA (on premise).
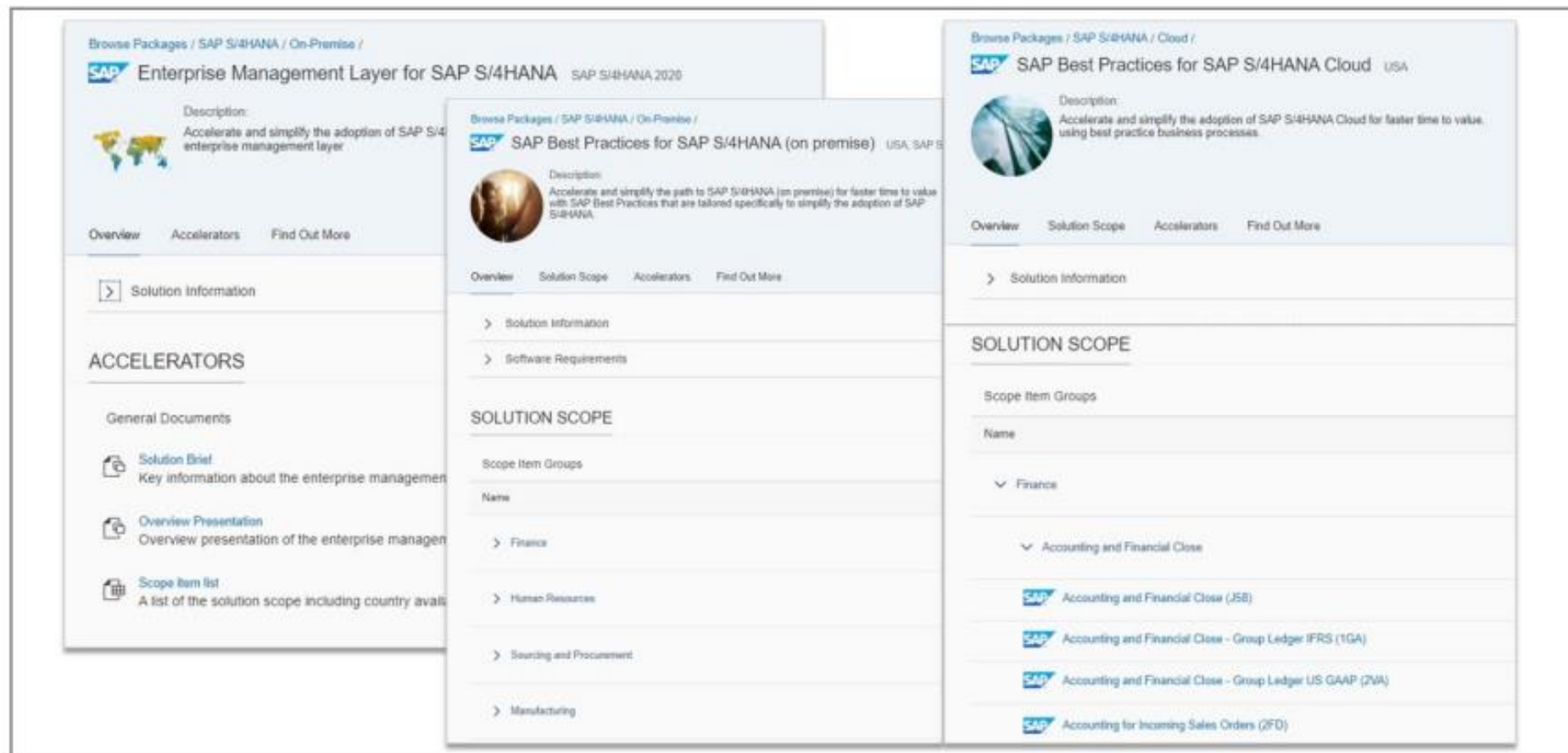
Tools & Services: SAP Readiness Check

- It is a technical migration tool for customers converting their existing SAP ERP on premise systems to SAP S/4HANA Cloud, private edition
- It uses a customer's actual system data to perform a holistic system analysis and provide technical guidance on how to prepare for the move to SAP S/4HANA Cloud, private edition

- It provides the following data:
  - Sizing for the SAP HANA business data platform
  - Infrastructure requirements
  - Functional implications for the new solution
  - Custom code adaptation Software prerequisites
  - Business process analysis
  - Data volume management
  - Add-on compatibility
  - Recommended SAP Fiori apps

- It is a technical migration tool for customers converting their existing SAP ERP on premise systems to SAP S/4HANA Cloud, private edition
- The app analyzes the custom code in a customer's system for compatibility with SAP S/4HANA
- It also evaluates usage data to identify unused custom code, which can then be removed from a customer's system during the conversion process to lower the memory footprint
- The Custom Code Migration app extracts the following metadata:
  - Usage of SAP objects in your custom code
  - Extensions, such as enhancements or database table appends, made to SAP objects
  - Modifications made to SAP objects

Custom Code Migration - Sample

Custom Code Migration app

Fiori app that analyzes custom code in your on premise SAP system for compatibility with SAP S/4HANA.

Tools & Services: Cloud ALM
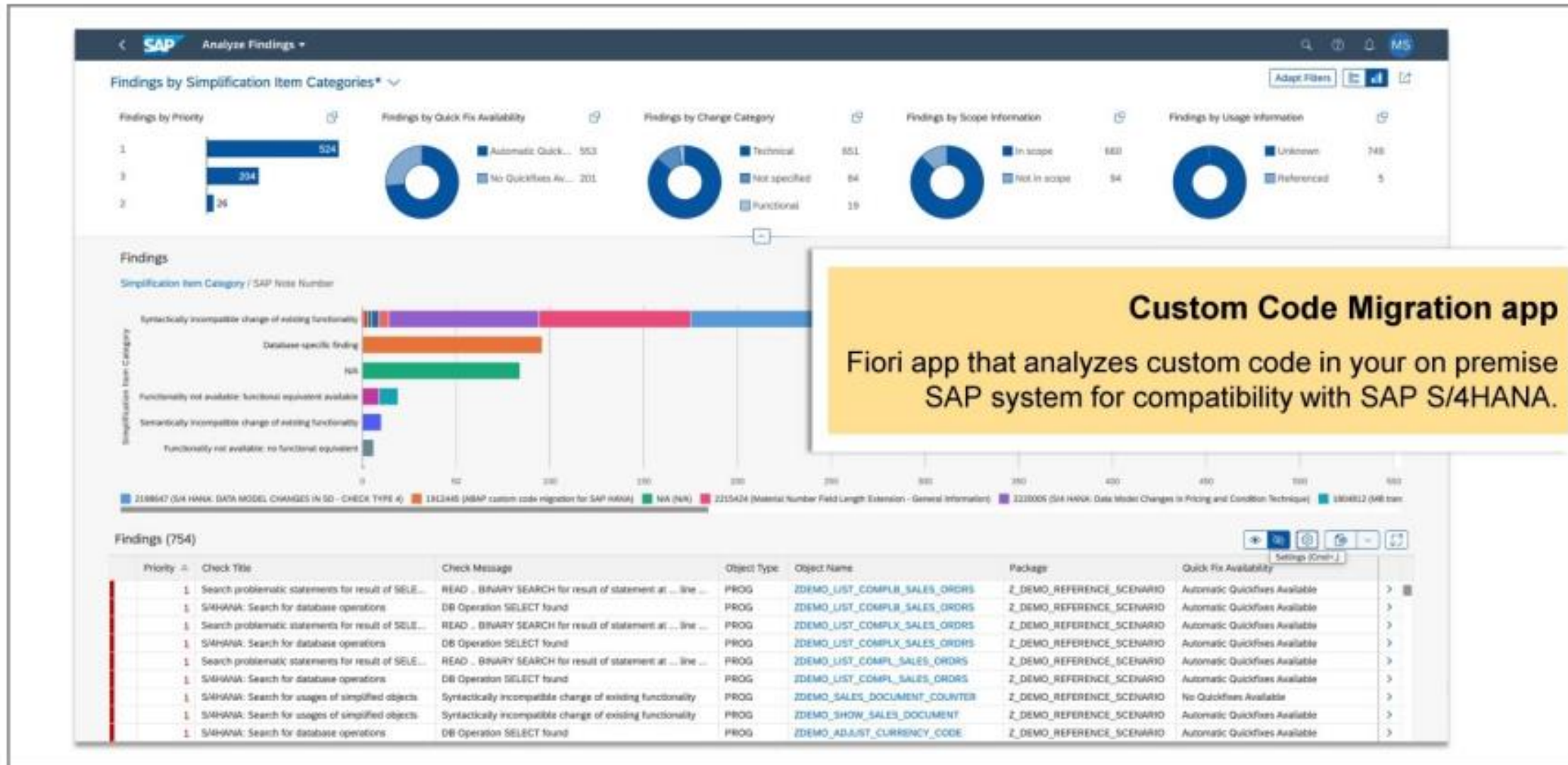
It is a cloud-native application lifecycle management tool for cloud-centric customers. It provides extensive implementation and operations capabilities for cloud solutions

Cloud ALM for Operations
Enables customers to monitor processes and be alerted to potential issues. This ensures smooth business operations without disruptions, and increases the business process execution quality and performance. SAP Cloud ALM allows customers to be proactive in addressing potential issues, and empowers them to more fully understand how their cloud solutions run

Cloud ALM for Implementation
Provides a preconfigured implementation workspace based on the SAP Activate Methodology and SAP Best Practices to guide customers and partners through each step of implementation

Topic 3

Deployment Options

S/4HANA Cloud, public edition – fast facts

- ✓ 100% Software-as-a-Service (SaaS) application
- ✓ (Annual) subscription-based license model
- ✓ Enterprise Resource Planning (ERP) in the cloud
- ✓ Entirely organic & relatively new SAP application that's been in the market for nearly 7 years
- ✓ Runs on the HANA database and leverages HANA capabilities
- ✓ Solution needs to be 'deployed' or 'rolled-out' and not 'implemented'
- ✓ 100% mobility-enabled
- ✓ SAP Fiori is the only UI
- ✓ Also referred to as S/4HNA Public Cloud, Multi-tenant Edition (MTE), & Essentials Edition

Why S/4HANA Cloud, public edition?

Affordable

- **Fast** implementation
- **Automatic** upgrade
- Pay-per-Service consumption model
- **Industry best practices** built in

Flexible

- **Out of the box** integration
- Automated **testing tools** included
- **Simple configuration**
- On **any device**

Adaptable

- Easy **in-app extensibility**
- **Side-by-side extensibility**
- Localized in **47 countries**
- Go global with Configuration **Localization Toolkit**

Innovative

- **Intuitive** & simple UX
- SAP Process Automation (ML, IRPA etc.)
- Consume as need/want
- **Continuous** feature delivery
- **Modular** extensibility

Open

- **Open** architecture
- Pre-built integrations available via API Hub
- **Standardize**
- **Lower** TCO

Manageable

- **Digital Discovery Assessment** tools
- User Management
- **Utilization** transparency
- Automated **testing tools** included

Resilient

- **Best in class** uptimes
- **Rapid Disaster Recovery** capability
- **Mission critical** response times.

Secure

- **Cloud security** and compliance
- Backup and **disaster coverage**
- **Data protection**

Scalable

- 24 hour **rapid provisioning**
- Commercial & technical flex
- **3-System** Landscape
- FUE Model

Sustainable

- DC powered by **renewable energy**
- Integrated with **Sustainability Portfolio**

Scope Highlights
Run on Industry Standards
Accelerate Growth & Unlock efficiencies with built-in best practices across standard business processes

Finance
- Accounting and financial close
- Receivables and Payables mgmt.
- Cost mgmt. & profitability analysis
- Treasury & working capital mgmt.
- Governance Risk and Compliance

Procurement
- Direct material procurement
- Service procurement
- Supplier management
- Central procurement
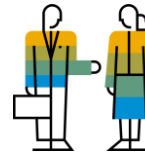
Sales
- Sell Products, Projects and Contract-based Services separately or as a full solution
- Convergent & External Billing

Service
- After-sales service and support with contracts, service deliveries, and billing
- Combine sales & services as packaged solution offerings

Service-Centric Industries
- Professional services
- Public sector
- Higher education
- Media
- Financial services

SAP S/4HANA Cloud, public edition
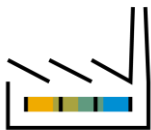
Manufacturing
- Material requirements planning with demand driven and/or predictive MRP
- Make to stock and make to order
- Quality management
- Environment, Health and Safety

R&D
- Product compliance
- Enterprise portfolio and project management
- Advanced Variant configuration

Asset management
- Reactive and proactive maintenance
- Resource scheduling for maintenance planner
- Enhanced collaboration + review

Supply chain
- Warehouse Outbound & Inbound Processing
- Core Inventory Management
- (Advanced) ATP Processing
- Basic Transportation Mgmt.

Product-Centric Industries
- Component manufacturing
- Hi-tech
- Automotive
- Mining services

Global Capabilities for Growth

51 Local Versions plus more on the roadmap

32 Languages

Localization-as-a-Service provides coverage

For 150+ Countries

What is SAP S/4HANA Cloud, private edition?

SAPinsider

> **The core for your intelligent, sustainable enterprise, that provides modular connectivity across all lines of business to enterprises globally**

It is a fully integrated comprehensive ERP system with:

✓ "Out-of-the box" core functionality for every line of business

✓ Additional configuration and integration options

✓ A migration path for existing SAP customers

✓ A vibrant global partner ecosystem

S/4HANA PCE Components
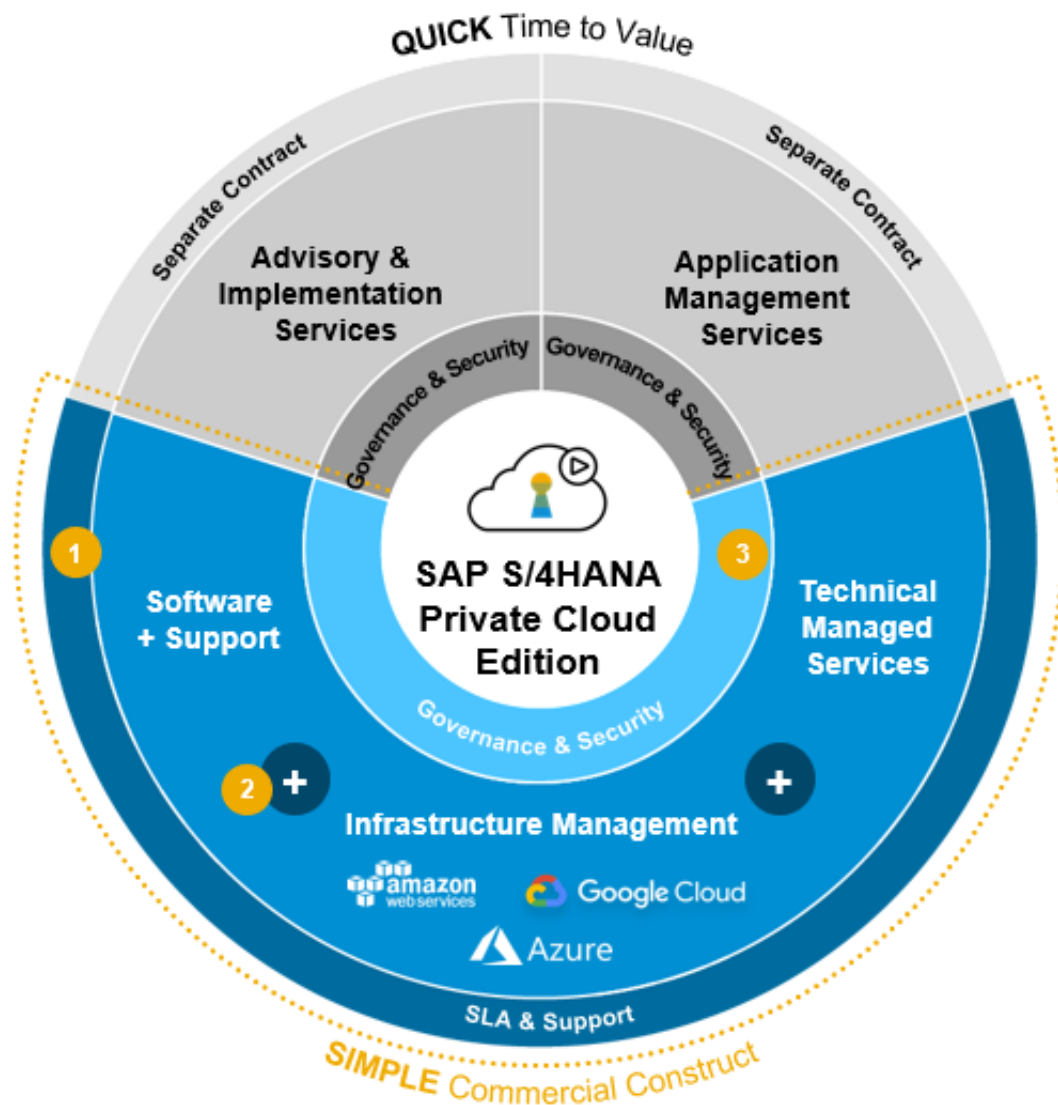
1. Functional Scope:

- SAP Software + Enterprise Support
- Cloud Connectors: SAP Ariba, SAP SuccessFactors, SAP Concur, SAP IBP
- SAP Adobe Document Services for printing

2. Infrastructure Management:

- Choice of Hyperscaler
- Scalability
- Business Continuity

3. Technical Managed Services:

- High Availability
- SLA: 99,7% for productive system 95% for non-productive systems
- Services described by Roles & Responsibilities matrix
- Technical System Operations
- Technical Upgrade installation
- Continuous Service planning & review
- 24*7 service delivery for PRD, 24*5 for non-PRD

Why S/4HANA Cloud, private edition?

SAPinsider
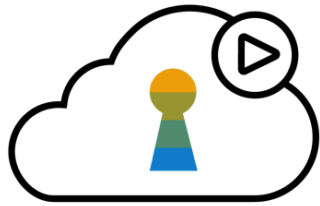
Cloud Value

SAP S/4HANA Cloud, private edition

Designed to provide innovation and cloud value while allowing customers to retain their investments by converting their existing systems

Innovation

- **Full S/4HANA scope** including LOB and industry processes, supporting 25 industries

- Code enhancements & **code modifications** supported

- **Expert configuration** via full easy to use menus

- **Operating Expense** via subscription-based commercial model

- **IaaS Provider** infrastructure to scale up or down quickly

Simplicity

- **One SLA, One hand to shake**

- **Rapid conversion of** your existing ERP/ECC environments to a modern, cloud-based architecture

- **Prior ECC and partner solution investments safeguarded**

- **CapEX to OpEx** with a subscription-based commercial model

- **Transformation** to a pure SaaS-based landscape *at your pace*

- **Partner add-ons allowed** to enhance competitive differentiation

Expand into new markets

with a guided journey and outcome-driven best practices

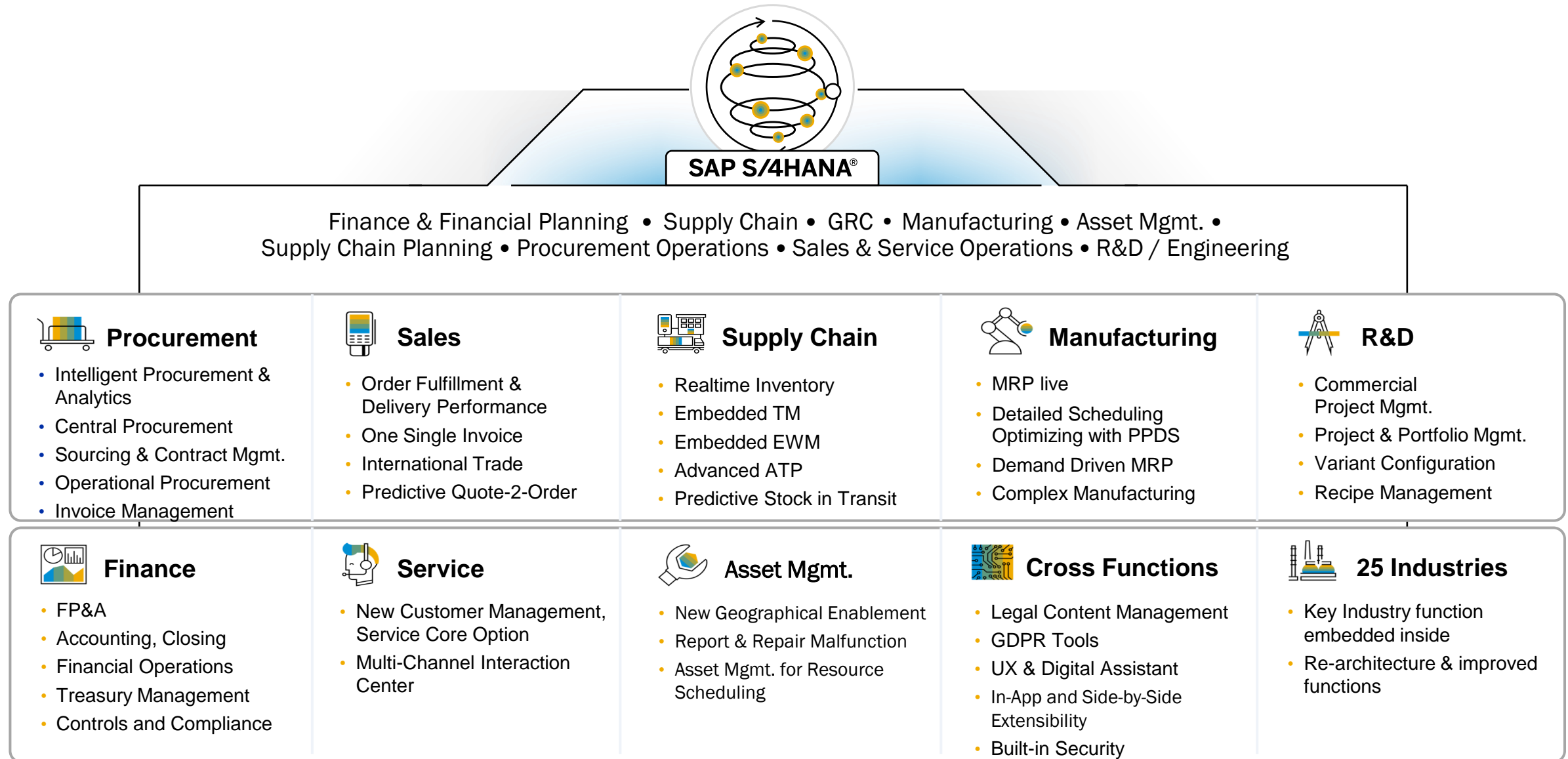## Leverage services from SAP and Partners

Advisory & Implementation Services help customers assess business needs, and plan, manage, and execute a successful implementation of their business transformation:

- Value Discovery & Business Case
- Application Implementation
- Industry/LoB Practices & Business Process
- Application Extension & Application Integration
- System Conversion and Selective Data Transition
- Custom Development
- Data Harmonization and Analytics

Application Management Services (AMS) deliver ongoing application support such as monitoring, performance, quality, and security management**:**

- Functional Application Management
- Technical AMS
- Test Management and Execution

Take advantage of one of

the industries largest ecosystems

with

22,500+

partners across

140 countries

Broadest capability coverage

SAPinsider

SAP S/4HANA®

Finance & Financial Planning • Supply Chain • GRC • Manufacturing • Asset Mgmt. •
Supply Chain Planning • Procurement Operations • Sales & Service Operations • R&D / Engineering

Procurement
- Intelligent Procurement & Analytics
- Central Procurement
- Sourcing & Contract Mgmt.
- Operational Procurement
- Invoice Management

Sales
- Order Fulfillment & Delivery Performance
- One Single Invoice
- International Trade
- Predictive Quote-2-Order

Supply Chain
- Realtime Inventory
- Embedded TM
- Embedded EWM
- Advanced ATP
- Predictive Stock in Transit

Manufacturing
- MRP live
- Detailed Scheduling Optimizing with PPDS
- Demand Driven MRP
- Complex Manufacturing

R&D
- Commercial Project Mgmt.
- Project & Portfolio Mgmt.
- Variant Configuration
- Recipe Management

Finance
- FP&A
- Accounting, Closing
- Financial Operations
- Treasury Management
- Controls and Compliance

Service
- New Customer Management, Service Core Option
- Multi-Channel Interaction Center

Asset Mgmt.
- New Geographical Enablement
- Report & Repair Malfunction
- Asset Mgmt. for Resource Scheduling

Cross Functions
- Legal Content Management
- GDPR Tools
- UX & Digital Assistant
- In-App and Side-by-Side Extensibility
- Built-in Security

25 Industries
- Key Industry function embedded inside
- Re-architecture & improved functions

Key Operational Characteristics

	SAP S/4HANA Private Cloud	SAP S/4HANA On-Premise
Deployment Type	Conversion, Selective Data Transition, (New Implementation)	
Extensibility	Customize & Extend	
Modifications	not recommended, but allowed	
Release Upgrades	Customer owned, installation on request included	not included
Upgrade entitlement	yearly	yearly
Minimum Upgrade frequency	5 years (stay in mainstream maintenance)	not limited (maintenance to be considered)
Model Company	Best Practice activation included and optional	not included
3rd Party Add-ons	Defined list of S/4HANA qualified add-ons allowed*	allowed
Partner Templates	allowed	

Topic 4

**Selected customer success stories
with SAP RISE**

SAPinsider

Realizing All-Cloud Ambitions in Six Months Using RISE with SAP S/4HANA® Cloud, Private Edition

Before: Challenges and Opportunities
- Divestment from parent company, calling for the creation of an autonomous and independent IT landscape within a strict timeline
- Streamlined and connected processes needed to support accurate and timely group financial reporting and track KPIs
- Lean IT team in need of a strong partner to build and manage its next-gen technology environment

Why SAP and Accenture
- Proven and managed path to cloud ERP leveraging RISE with SAP S/4HANA® Cloud, private edition in tandem with secure, reliable, and scalable global infrastructure from Amazon Web Services
- Ease of integrating the private edition of SAP S/4HANA Cloud, SAP® Ariba® solutions, and SAP SuccessFactors® Human Experience Management Suite
- Subscription model mitigating the need for large capital expenditure or additional resources
- Accenture's trusted advisor status combined with proven experience and specialized skills to lead the systems integration phase of the project

After: Value-Driven Results
- Successfully integrated cloud ERP with cloud solutions from SAP for finance, procurement, and human capital management, going live in just six months
- Simplified management and maintenance of its IT environment
- Improved data quality and financial reporting
- Built a future-ready technology foundation able to adopt new technologies and provide maximum flexibility and scalability over time

Atlantia

"RISE with SAP S/4HANA Cloud, private edition perfectly meets Atlantia's needs. The SAP-managed implementation in combination with AWS infrastructure allows us to adopt a cloud environment and outsource all aspects of management and maintenance."

Angelo Spalluto, CIO, Atlantia S.p.A.

30%
Faster project deployment

20%
Higher efficiency in finance operations

Featured Partner

accenture

Atlantia S.p.A.	Industry	Products and Services	Employees	Revenue	Featured Solution
Rome, Italy www.atlantia.com	Engineering, construction, and operations	Motorway and airport infrastructures	~21,000	€6.3 billion	RISE with SAP S/4HANA Cloud, private edition; SAP Ariba solutions; and SAP SuccessFactors Human Experience Management Suite

THE BEST RUN SAP

Gaining Agility to React to Fast-Changing Market Demands Using the RISE with SAP® Offering and SAP S/4HANA® Cloud

Hillrom™

Before: Challenges and Opportunities
- Acquisition-based growth strategy resulting in a network of disparate and disconnected ERP applications and nonstandard operational processes across the business
- Lack of real-time data visibility and insights, which slowed decision-making and the ability to react to changing market conditions
- Pressing need to become and remain agile, flexible, and resilient, aligning IT strategy accordingly

Why SAP and Deloitte
- Accelerated and guided path to Intelligent ERP through the RISE with SAP® offering
- Shorter time to value with services and conversion tools delivered by SAP
- Business processes embedded with robotic process automation and machine learning technologies
- Scalability and ability to roll out the solution to more than 100 countries and 14 sites
- Deloitte's MedTech industry expertise as well as deep expertise in cloud architecture and migration execution gained from similar programs in industry

After: Value-Driven Results
- Accelerated digital transformation with SAP S/4HANA® Cloud, private edition
- Harmonized and integrated business processes across core operations
- Optimized patient and employee experience across the value chain
- Enabled greater agility to react to market changes, introducing new subscription models, including monetization of new device-as-a-service offerings to meet customer demand
- Facilitated data-driven decision-making and insights using enterprise-wide analytics
- Established a collaborative guided network with suppliers, service providers, and employees

"The RISE with SAP offering supports us in **realizing our business strategy** and being able to adapt in response to the fast-changing needs of hospitals."

Sven Krause, Chief Information Officer, Hillrom Holdings Inc.

Robust

And scalable platform allowing for future growth

One

Source of data truth enabling more informed decision-making

Featured Partner

Deloitte.

Hillrom Holdings Inc. Chicago, Illinois www.hillrom.com	Industry Life sciences	Products and Services Manufacture and distribution of patient care equipment	Employees ~1,000	Revenue US$2.9 billion	Featured Solutions RISE with SAP S/4HANA Cloud, private edition

THE BEST RUN **SAP**

Customer Reference - Ecobat

Powering Battery-Operated Mobility and a Cleaner, Greener Planet with Help from the RISE with SAP Offering

ecobat

Before: Challenges and Opportunities
- Inability to achieve sustainability and growth goals as a leader in battery recycling due to a disconnected legacy IT environment and complex business processes
- Realization of closed-loop manufacturing that helps ensure toxic materials, such as lead and lithium, are continually reused and don't end up in landfills
- Replacement of an outdated legacy IT environment in order to fully connect supply chains and customers so that processes and data can be used enterprise-wide

Why SAP
- RISE with SAP offering – providing business transformation as a service that helps manufacturers invest and grow into intelligent enterprises
- SAP S/4HANA® Cloud, private edition – a total business solution on which to run global operations spanning 60 locations on three continents
- SAP® Analytics Cloud solution – enabling high-speed, advanced analytics from a single data set on the SAP HANA® database

After: Value-Driven Results
- Ability to unify and standardize operations in a way that allows people to learn and grow
- Machine learning capabilities that make it possible to predict trends and stay ahead of the competition
- Support team from SAP that is always available and ready to help ensure ongoing success
- Simple, user-based licensing that provides the flexibility to adjust usage in line with business needs

- "As the world's largest battery recycler, we are all about sustainability. That goes for the planet and for our operations. RISE with SAP makes it possible for us to grow the business and support our people in line with the market. It gives us the full power of SAP technology with the flexibility and simplicity we need to stay lean and ahead of the competition."

Jamie Lee, CIO, Ecobat

- ## 99%
- Of lead recycled from every battery

- ## 120 million
- Used batteries collected every year

• Ecobat	• Industry	• Products and Services	• Employees	• Revenue	• Featured Solutions
Dallas, Texas	Industrial machinery and components	Battery recycling and related services		US$2.3 billion	RISE with SAP, SAP S/4HANA Cloud, private edition, SAP Analytics Cloud, and SAP HANA
• www.ecobat.com			3,500		

THE BEST RUN **SAP**

SAPinsider

Offering Clients Simplified Migration Strategies Using the
RISE with SAP Offering and SAP S/4HANA® Cloud

Before: Challenges and Opportunities
- Modernize its enterprise digital landscape to position itself for expected growth and expansion
- Keep pace with technology innovations and offer a smoother, quicker digital transformation experience for its clients

Why SAP
- Longtime SAP partner and customer
- RISE with SAP S/4HANA® Cloud, private edition connected with SAP® Customer Experience solutions, SAP Business Technology Platform (SAP BTP), SAP Ariba® solutions, SAP SuccessFactors® solutions, and SAP Fiori® apps to enable an accelerated and guided path to modern cloud architecture
- Strategic advantage gained from being the first global strategic SAP partner to adopt the RISE with SAP offering for its business in the Asia-Pacific region

After: Value-Driven Results
- Readied the business to gain critical knowledge and experience by modernizing its technology environment globally and then use that knowledge to simplify and accelerate its clients' transformation projects into the cloud
- Laid the groundwork to expand its digital footprint to strengthen competitive advantage
- Prepared for heightened collaboration with SAP on a broad range of specialized IP and solutions to address evolving industry needs and simplify the provisioning of high-value vertical solutions
- Put plans in place to benefit from business process intelligence solutions from SAP and integration with SAP BTP for HCLTech's Cloud Smart suite of industry-aligned offerings, capabilities, products, and platforms, which can be consumed in an everything-as-a-service (XaaS) model

HCLTech

"We look forward to using the experience we gain from adopting the RISE with SAP offering to guide our clients' journeys to Intelligent ERP and help them **extract greater value** from their cloud investments."

Ajit Kumar, Chief Information Officer, HCLTech

First

Global strategic partner adopting the RISE with SAP offering in the Asia-Pacific region

Scalable

Platform allowing for future growth

HCLTech	Industry	Products and Services	Employees	Revenue	Featured Solution
Noida, India	Professional services	Software development services and consulting	176,499	US$10.5 billion	RISE with SAP S/4HANA Cloud, private edition and SAP Business Technology Platform
www.hcltech.com					

THE BEST RUN **SAP**

Cleaning up across the board with SAP S/4HANA Cloud

BRIGGS

Before: Challenges and Opportunities
- Briggs of Burton's previous system was outdated and lacked future-proof ERP capabilities.
- A new system was needed that would allow growth and expansion without disruption.
- A quick implementation was required to improve efficiency rather than hinder it.

Why SAP S/4HANA Cloud and Sapphire
- SAP S/4HANA Cloud can grow with businesses and can be accessed from anywhere in the world.
- Sapphire is a trusted advisor who can advise on all SAP platforms in detail, drawing on the team's extensive experience of SAP deployments.
- SAP Ariba enables Briggs of Burton to access the world's largest B2B marketplace.

After: Value-Driven Results
- Since implementation, the team at Briggs of Burton can make quick adjustments and changes, resulting in an improved customer service experience.
- The transformational SAP S/4HANA Cloud ERP system with embedded AI and machine learning has boosted visibility, supporting decision-making and planning for process engineering specialists.
- Management now has instant access to all information from any device, from anywhere in the world.
- All processes have been automated, improving overall efficiency.

> "SAP S/4HANA Cloud is the system that enables us to **deliver what we promise**."

Nathan Beddoe – Financial Director, Briggs of Burton PLC

Implemented in less than eight months

From start to go live

Featured Partner

sapphire   **SAP S/4HANA Cloud**

Briggs of Burton PLC	Industry	Products and Services	Employees	Revenue	Featured Solutions	To watch the video
Burton Upon Trent, UK www.briggsplc.com	Engineering	Providers of process engineering, manufacturing, and automation to the brewing, distilling, food, pharma, and biotech industries	300+	£58 million	RISE with SAP SAP S/4HANA Cloud SAP Ariba	Briggs of Burton cleans up across the board with SAP S/4HANA Cloud

THE BEST RUN **SAP**

Increasing Productivity and Competitiveness Using the
RISE with SAP Offering and SAP S/4HANA® Cloud

FEDERAL-MOGUL POWERTRAIN

Before: Challenges and Opportunities
- Standardize production, purchasing, logistics, and finance processes across the enterprise
- Digitalize operations, allowing production processes to be traced and enabling access to data and insights for more-informed decision-making
- Lay the foundation for the adoption of intelligent technologies, including machine learning and AI

Why SAP and Movilitas Consulting
- Alignment with cloud-first vision and 20-year investment in SAP® software, preparing the way for a migration from the SAP ERP application to SAP S/4HANA® Cloud
- Modern and flexible cloud-based architecture offered by SAP S/4HANA Cloud, private edition
- Simplified and cost-efficient path to digital transformation in the cloud using the RISE with SAP offering
- Automotive-specific and connected business processes across manufacturing operations, with Movilitas orchestrating the implementation of the industry cloud solution SAP Digital Manufacturing Cloud
- High-speed, advanced analytics enabled using the SAP Data Intelligence Cloud solution

After: Value-Driven Results
- Successfully moved its on-premise landscape to advanced ERP in the cloud, harmonizing and optimizing business processes, helping to enhance performance and boost operational efficiencies
- Gained visibility across all plants by connecting business systems to shop-floor equipment
- Reduced complexity in its technology landscape and realized cost savings
- Established one source of data truth and enabled rapid decision-making with access to real-time data

"Thanks to the RISE with SAP offering, our business has moved into the fast lane. By **harmonizing our operational and manufacturing processes** on SAP S/4HANA Cloud, we've lifted efficiency and are now more agile, with the flexibility to meet fast-changing market needs."

Teoman Paylar, CIO, Federal Mogul Powertrain Otomotiv A.Ş.

100%
Of mission-critical back-office processes automated

100%
Traceability in manufacturing processes achieved

Featured Partners

movilitas

Federal Mogul Powertrain Otomotiv A.Ş. Izmit, Turkey www.federalmogul.com.tr (Turkish)	Industry Automotive	Products and Services Automotive components including pistons, gaskets, and camshafts	Employees >2,000	Featured Solutions and Services RISE with SAP S/4HANA Cloud, private edition; SAP Digital Manufacturing Cloud; and SAP Data Intelligence Cloud

THE BEST RUN **SAP**

Customer Reference - Birlasoft

Leading the Way for Digital Transformation in the Cloud with RISE with SAP S/4HANA® Cloud

birlasoft

Before: Challenges and Opportunities
- Customized on-premise solution with limited scalability for technical and functional upgrades
- High maintenance of legacy infrastructure and applications, which increased capital expenditures and operating expenses
- Desire to become a pioneer and leader in cloud adoption, business transformation, and the implementation of new technologies in the industry

Why SAP
- RISE with SAP, enabling more sustainability by migrating from on-premise software to SAP S/4HANA® Cloud under one contract to manage infrastructure, services, licenses, and bundled solutions
- Premium engagements portfolio and SAP® Enterprise Cloud Services portfolio, providing in-house implementation expertise and collaboration for a smooth transition and upgrade to SAP S/4HANA
- Outcome-based support and services with a scalable application and infrastructure management
- Ability to leverage innovative technologies such as SAP Business Technology Platform, the SAP Process Automation solution, and business process transformation solutions

After: Value-Driven Results
- Laid the foundation for a future-ready business using RISE with SAP S/4HANA Cloud, with the ability to easily adopt and integrate other cloud solutions from SAP
- Reduced TCO and increased agility and innovation with software-as-a-service-based cloud capabilities
- Enabled a smooth go-live with no critical incidents during the hypercare period, thanks to project execution support from SAP
- Streamlined and modernized operations by increasing agility, flexibility, and productivity
- Gained the hands-on experience to help motivate its clients to adopt digital technologies in the cloud

- "The changing IT landscape over the past two years has provided ample motivation for enterprises to move to the cloud faster. **RISE with SAP** has been the best way forward in that regard. Our extended partnership with SAP using its premium engagements portfolio will lead our business transformation journey and enable us to better serve our stakeholders."

Shreeranganath Kulkarni, Chief Delivery Officer, Birlasoft Limited

- # 6 months
  - To migrate to SAP S/4HANA Cloud

- # 20
  - Countries undergoing the migration of business operations

• Birlasoft Limited	• Industry	• Products and Services	• Employees	• Revenue	• Featured Solutions and Services
Pune, India www.birlasoft.com	Professional services	IT services and consulting	>12,000	US$552.2 million	SAP S/4HANA Cloud, premium engagements, and SAP Enterprise Cloud Services

THE BEST RUN SAP

Cirque du Soleil

COMPANY OVERVIEW

- One of the largest entertainment companies in the world; it creates some of the world's most-striking live entertainment with unforgettable shows, multimedia experiences, theme parks, and special events. It aims to make a positive impact on people, communities, and the planet with its most important tools: creativity and art
- They have a workforce of 3,600 people, including 1,100 artists from 50 different countries who speak more than 25 different languages

PROBLEM/SITUATION

- Pivot, scale, & create new & engaging fan experiences
- Operational efficiencies
- Innovation

SAP RISE BENEFITS

- Established a cloud-based platform with the security, flexibility, and scalability needed to support future growth
- Improved control over core business functions, such finance and merchandising
- Increased quality and speed of purchasing decisions with near-real-time visibility into the complete purchase process
- Standardized the process for worldwide travel and expense
- Greater ability to create new fan experiences with insights gained from customer feedback

Where to find more information (1)

- https://www.sap.com/products/rise.html
  - Official SAP RISE product information

- https://support.sap.com/en/product/onboarding-resource-center/rise.html
  - RISE with SAP onboarding resource center

- https://support.sap.com/en/product/onboarding-resource-center/rise/rise-public.html
  - RISE with SAP S/4HANA Cloud

- https://www.youtube.com/watch?v=yUypiw2vff0
  - RISE with SAP: Business Transformation Made Easy

- https://www.youtube.com/watch?v=1-nkLvzQp1k
  - A New Era for the Intelligent Enterprise, with RISE with SAP

Where to find more information (2)

- https://blogs.sap.com/2021/08/13/digital-transformation-with-rise-with-sap/
  - Blog titled 'Digital Transformation with RISE with SAP' by Divya Usha Vidyadharan
- https://www.linkedin.com/pulse/how-customer-benefits-from-sap-rise-anurag-barua/?trackingId=akfG4unvQoWUFwTLVpoIRg%3D%3D
  - LinkedIn article 'How the customer benefits from SAP RISE' by Anurag Barua
- https://blogs.sap.com/2021/09/22/simple-steps-to-start-rise-with-sap-s-4hana-cloud/
  - Blog titled 'Simple steps to start RISE with SAP HANA Cloud' by Kousik Mukherjee

Key Points to Take Home

- Current business & technology trends makes it an imperative for enterprises of all sizes to become intelligent enterprises

- SAP RISE helps enterprises accelerate their digital & cloud transformations & puts them on the path to becoming intelligent enterprises

- SAP RISE is a comprehensive offering

- RISE comes with multiple components including infrastructure/hyperscaler choice, cloud ERP suite, Business Technology Platform (BTP), outcome-driven tools & services, Business Process Intelligence (BPI) Starter Pack & the Business Network

- SAP provides customers with full support during their entire RISE journey

Thank you! Any Questions?

Anurag Barua

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Please remember to complete
your session evaluation.

SAPinsider

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SAPinsider comprises the largest and fastest growing SAP membership group worldwide, with more than 600,000 members across 205 countries.