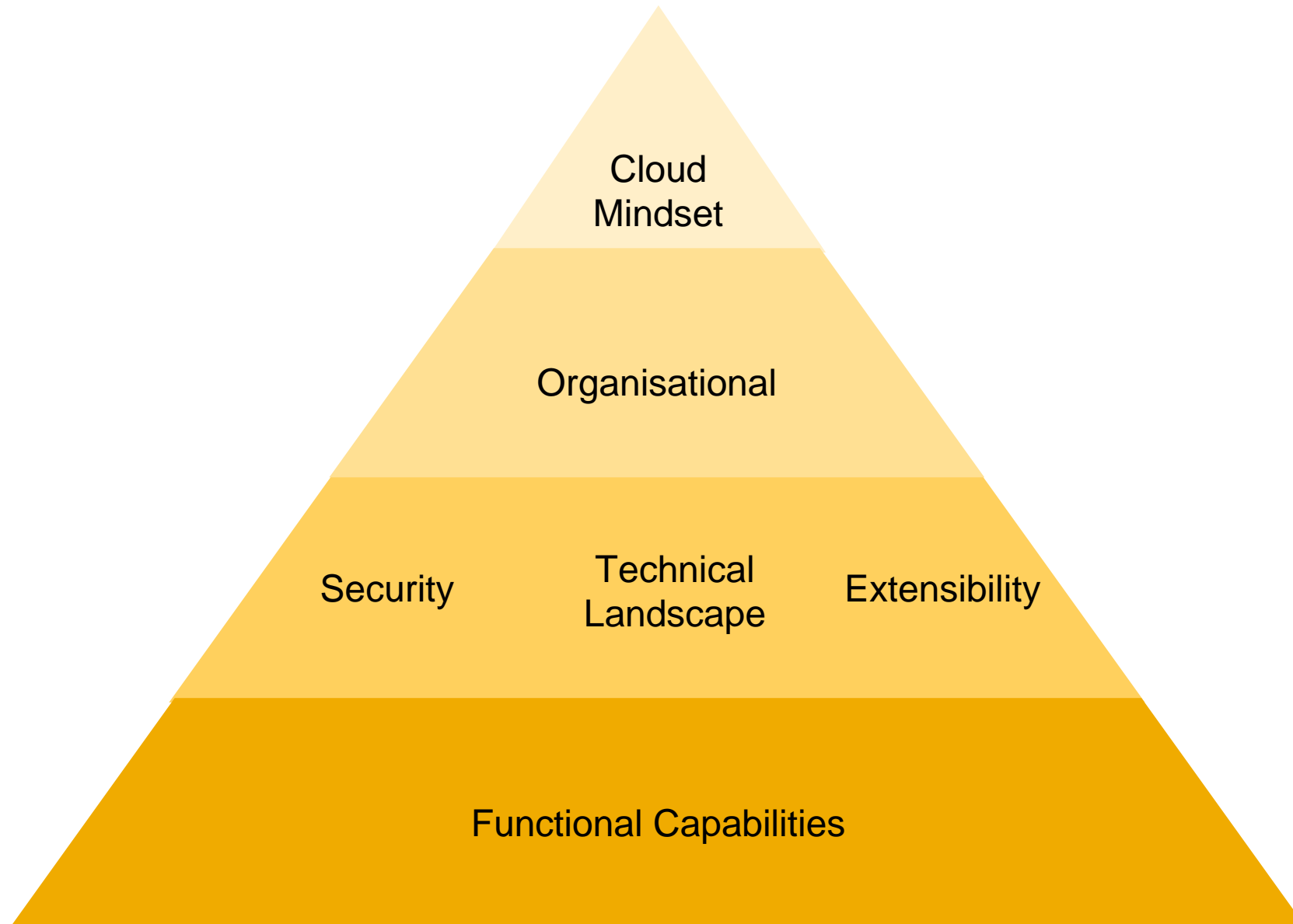


To Public Cloud or Not

Mark Barry

Head of Customer Advisory ANZ,
Finance Operations & CX, SAP

To Public Cloud or Not ? What are the considerations ?





Considerations

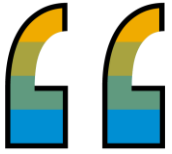
- 1 **Cloud Mindset**
- 2 Organisational
- 3 Security & Cloud Operations
- 4 Landscape
- 5 Extensibility
- 6 Functional Capabilities
- 7 What now ?



Cloud Mindset – Definition

A fundamental new way of thinking in the cloud era. It requires the ability to **rapidly adopt standard best practices** and **leverage cloud technology** to engage in continuous innovation.

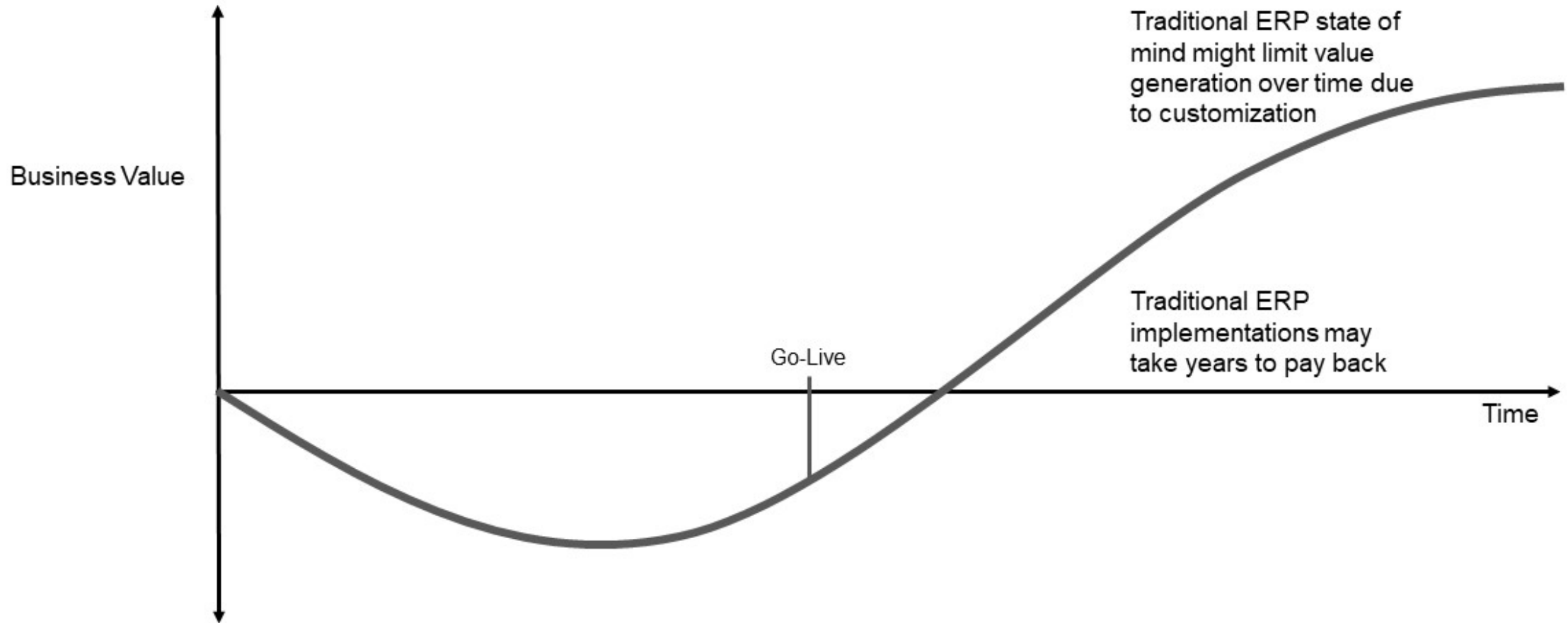
The adoption of a cloud mindset enables an organization to achieve higher **agility, flexibility and collaboration** thereby optimize the use of business and technological innovations that the cloud offers.



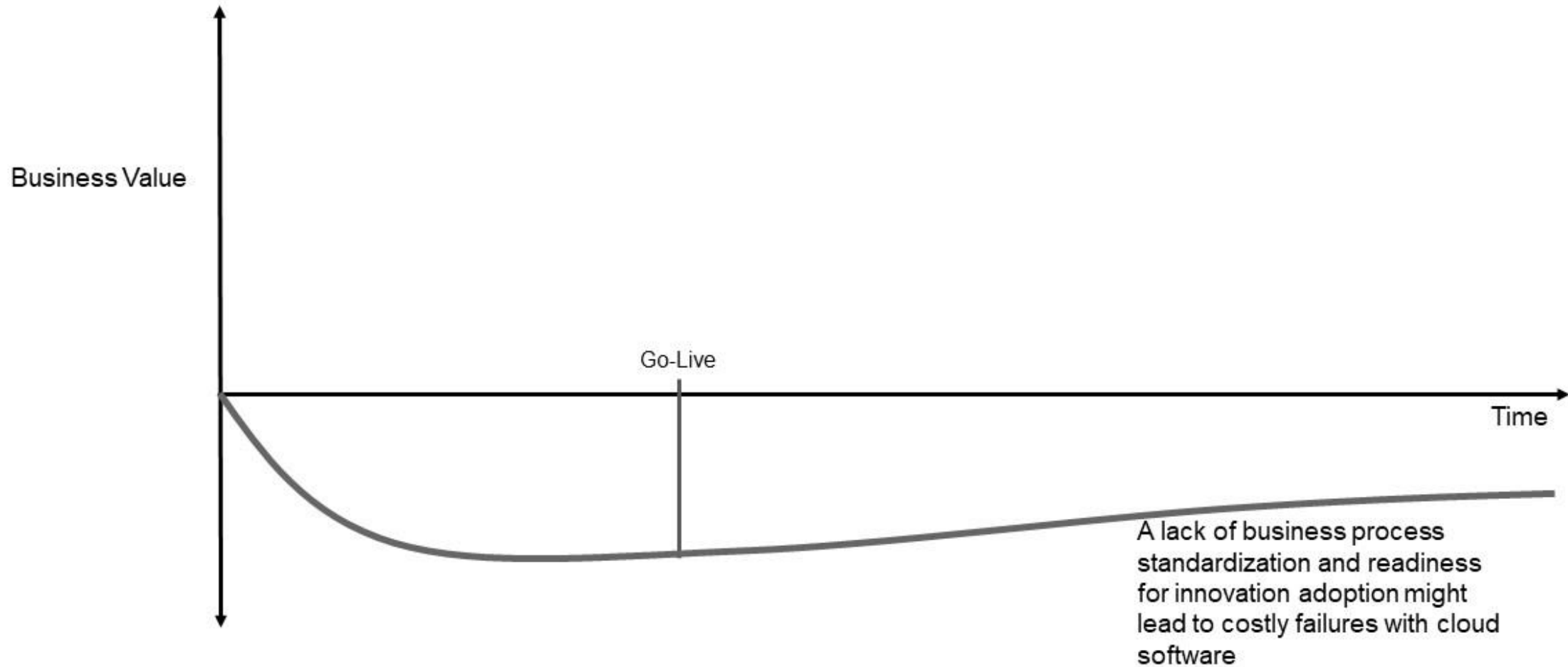
“Adopting a cloud mindset has been called the **single most important predictor of cloud success.”**

*Lewis (2017). Cloud success is about changing your mindset. NZ Business + Management. 31(6), 44-45

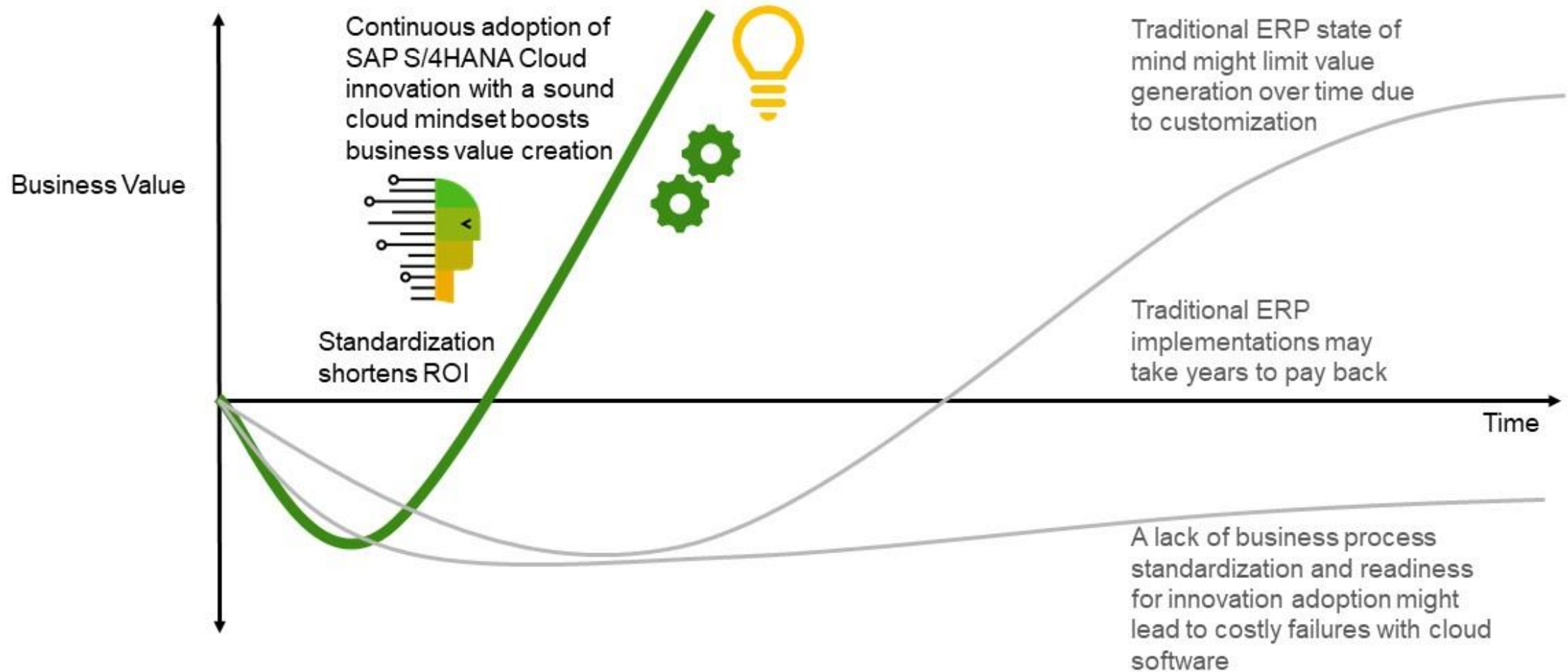
Traditional ERP implementation state of mind and value generation



On-premise implementation state of mind applied to cloud ERP: Failure

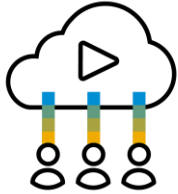


SAP S/4HANA Cloud: SaaS ERP for fast ROI and steep value growth



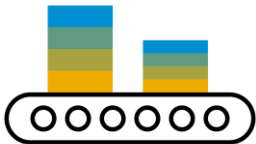
Note: Curves are schematic and may not be representative of any or all actual implementations. Individual project results may vary

SAP S/4HANA Cloud Mindset Building Blocks



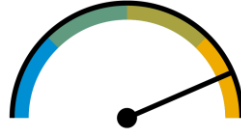
Fit-to-Standard

Awareness and understanding of the key features of S/4HANA cloud, i.e. Fit-to-Standard with minimal customization.



Dynamic Extensibility & Integrations

Extensions via SAP cloud platform; SuccessFactors employee central, Ariba network, SAP Hybris marketing, Fieldglass, concur, SAP Jam



Agile

Follow the Agile Methodology and fully embrace the agile way of working.



Digital Transformation

Users are fully engaged with the digital transformation, are clear about the objectives and business needs.



Continuous Innovation

Readiness to adopt continuous innovation with the release cycles.



Collaborative

Users embrace collaborative way of working as opposed to working in silos.



Considerations

- 1 Cloud Mindset
- 2 **Organisational**
- 3 Security & Cloud Operations
- 4 Technical Landscape
- 5 Extensibility
- 6 Functional Capabilities
- 7 What now ?

SAP S/4HANA Cloud: The SAP offering

Aligned to your cloud scenario

SAP S/4HANA Cloud

Your offering needs

SAP offering...

A complete, modern, SaaS ERP solution with **full public cloud benefits**

The **fastest path** to implementation and the lowest TCO

A **clean Cloud ERP** solution without converting old/legacy ERP processes and configurations

Reimagine business processes and take advantage of **standardized** best practices

Readily available tools & accelerators, with your business **empowered** every step of the way

SAP offering...

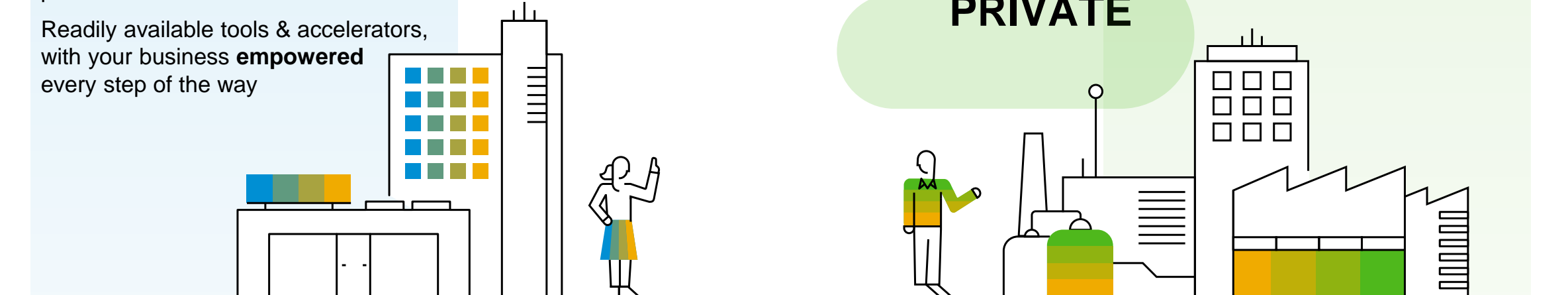
A **rapid conversion** of existing SAP ERP/ECC environments to a modern, Cloud-based architecture

Enterprise Management scope as **subscription** and low TCO from **cloud economics**

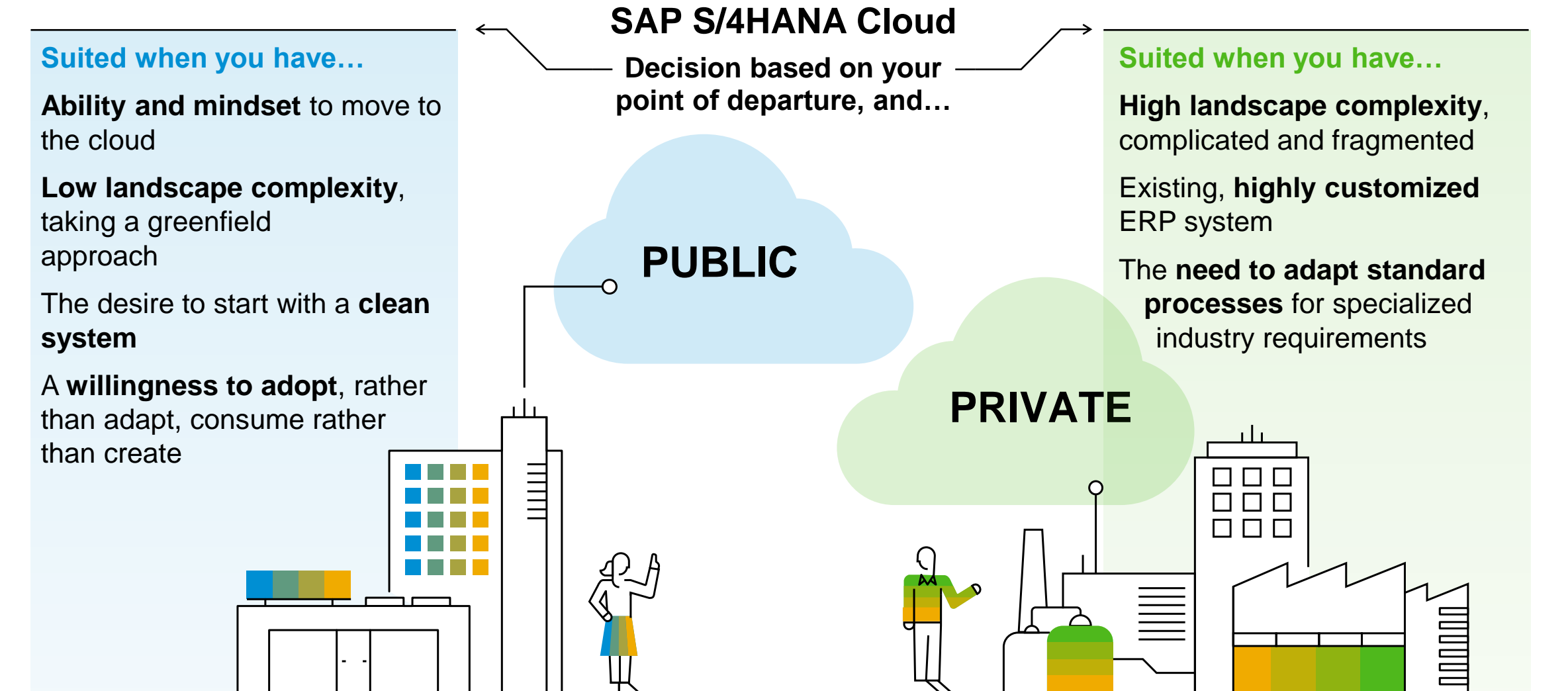
Extensive, ERP functionality including **partner add-ons** with the ability to extend and enhance

PUBLIC

PRIVATE



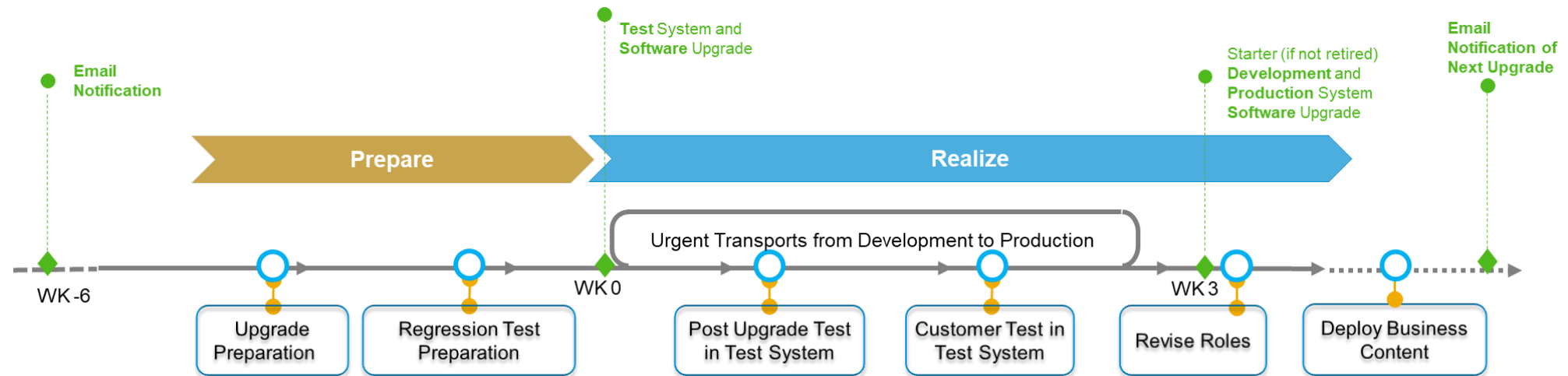
SAP S/4HANA Cloud: Choose your cloud option



Release Cycle

Updates and Upgrades

- Hotfix collections generally scheduled on a two week period and are deployed to all customer systems over the weekend during standard downtimes in all systems.
- Upgrades are scheduled to start with Test System, followed by Development and Production System after 3 weeks.
- Software and Content lifecycle are maintained separately by SAP and customer/partner.
- All customer systems are on the same release and hotfix package.
- Service marketplace notes are not individually applied. They must be part of a hotfix.
- SLA (Service Level Agreement) for cloud services can be found [here](#).
- SAP notifies via email, release upgrade schedule to each customer, approximately 6 weeks in advance.
- Details on the upgrade schedule and patching schedule can be found [here](#).
- See the SAP Trust Center Cloud Service Status [here](#).

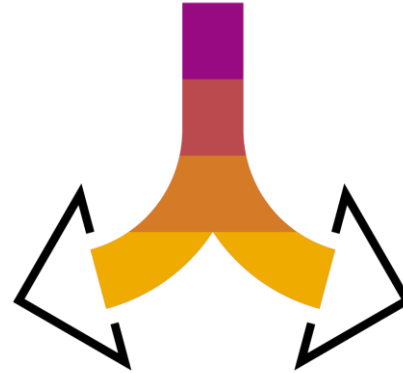


SAP S/4HANA Cloud Upgrade Behavior

With the release of the new 3-system landscape architecture, we are decoupling the software and content lifecycle:

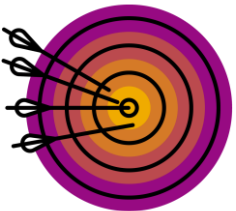
Software Upgrade

- Governed by **SAP**
- 2 times per year
- Possible regression testing by customer in 3 weeks time before D/P system upgrade
- Customizing on old version still possible i.e. no transport lock



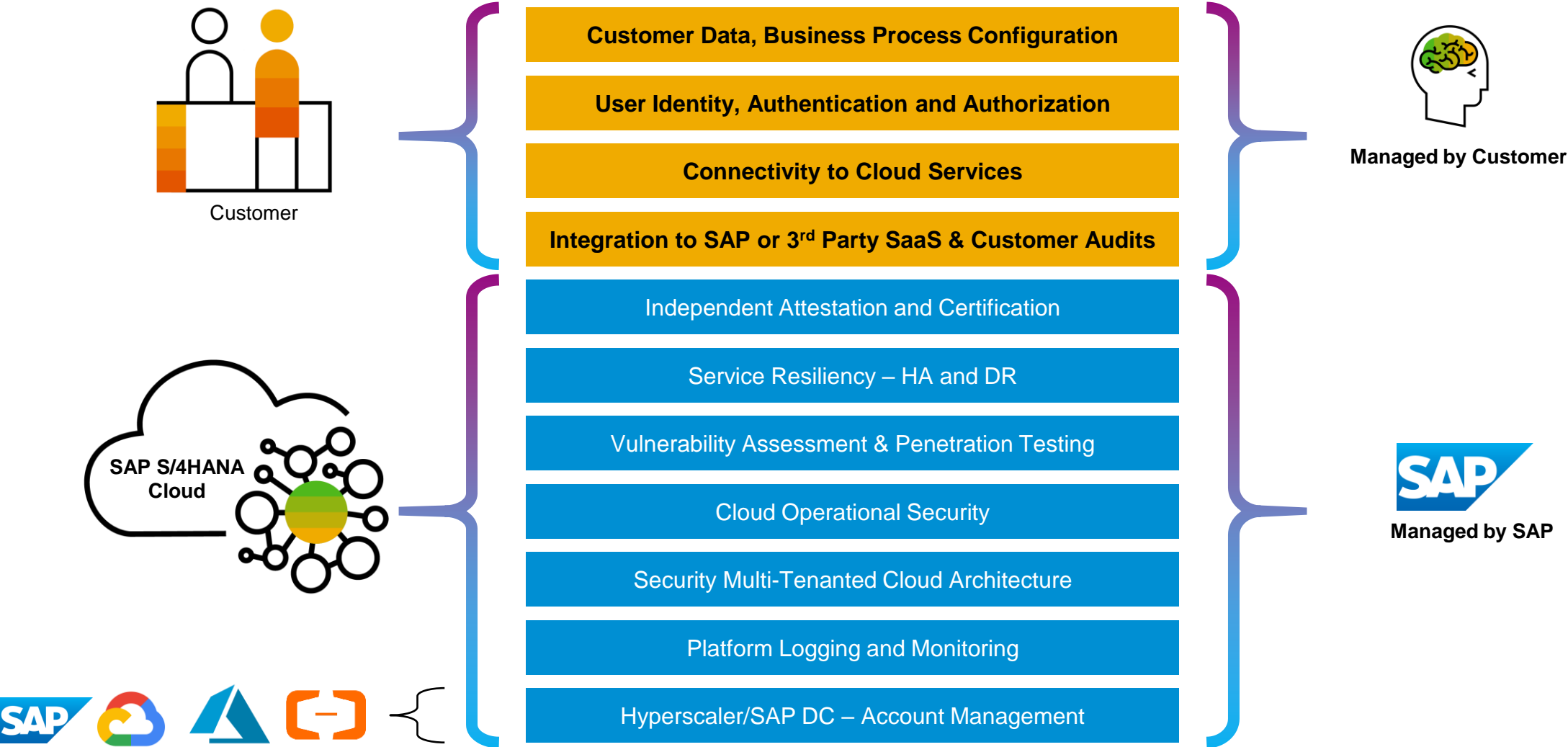
Content Upgrade

- Fully owned and governed by **customer/partner**
- Required after software upgrade at customer's discretion but prior to next major software upgrade
- Adaptation of mandatory settings required by customer
- Possible regression testing to be planned by customer



- Minimized disruption including zero-downtime procedure
- Reduced complexity of the upgrade process
- Provides customers sufficient flexibility and time to adopt and adjust desired business processes

Shared Cloud Governance





Considerations

- 1 Cloud Mindset
- 2 Organisational
- 3 **Security & Cloud Operations**
- 4 Technical Landscape
- 5 Extensibility
- 6 Functional Capabilities
- 7 What now ?

Security & Cloud Operations

Secure Landscape

Multi-tenant SaaS
Virtual Private Cloud (VPC)
Zones & Segments
Secure Architecture & Blueprints

Secure Monitoring & Operations

Preventative controls
Detection Monitoring
Protect → Detect → Respond →
Recover → Identify
Logging & Reports

Secure Access

URL: HTTPS communication between
browser & S/4 with TLS1.2 Encryption

No VPN

Unique, customer specific URL
Authentication & Authorisation

Cloud Operations

99.7% System Availability (Production)

Ticket based support
Automated backup process as
standard

Lifecycle Management

Strict Cloud-Account lifecycle
Processes

Bringing customer context into security
2 major releases + continuous feature
delivery updates

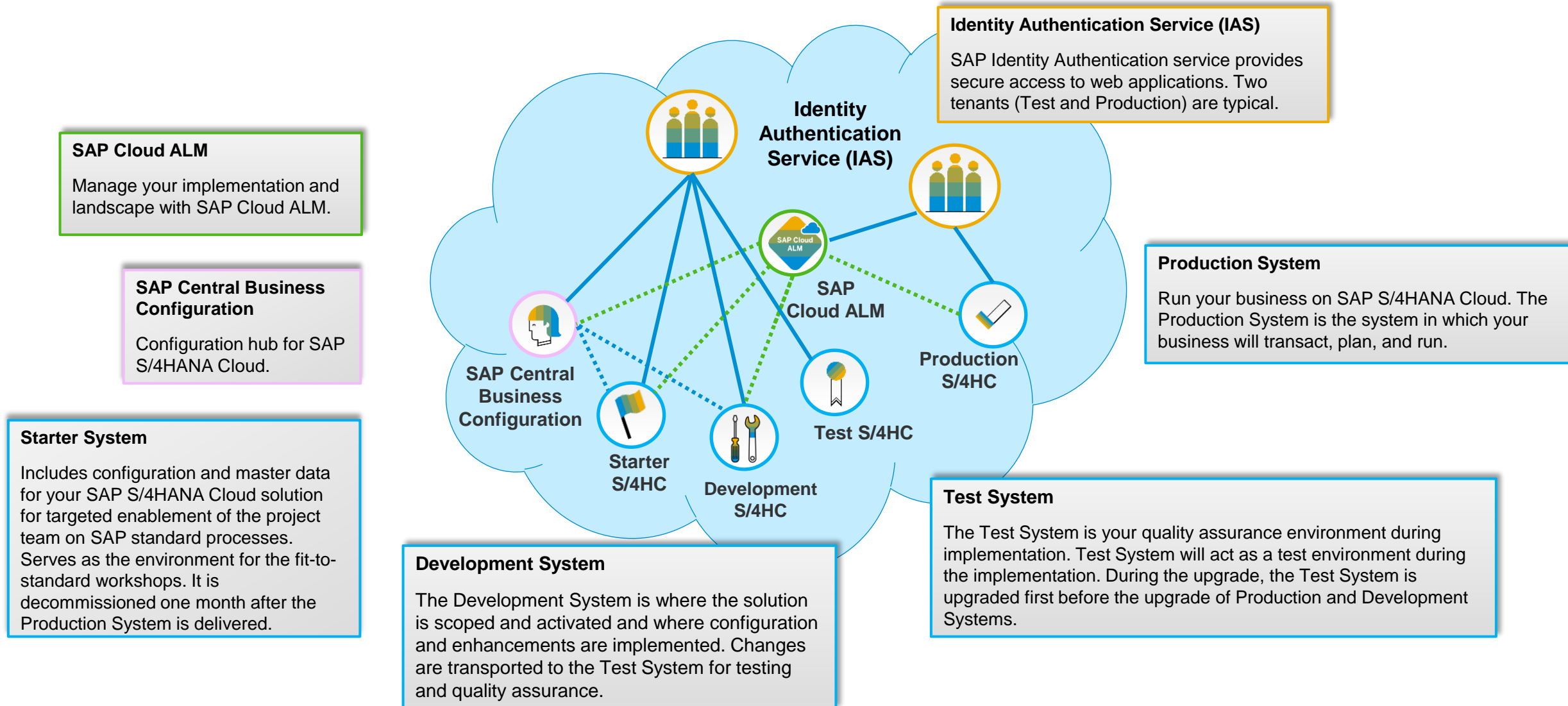
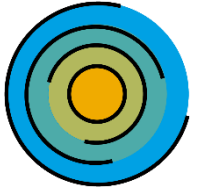
[SAP S/4HANA Cloud, Public Edition: Cybersecurity FAQs Unravalled](#)



Considerations

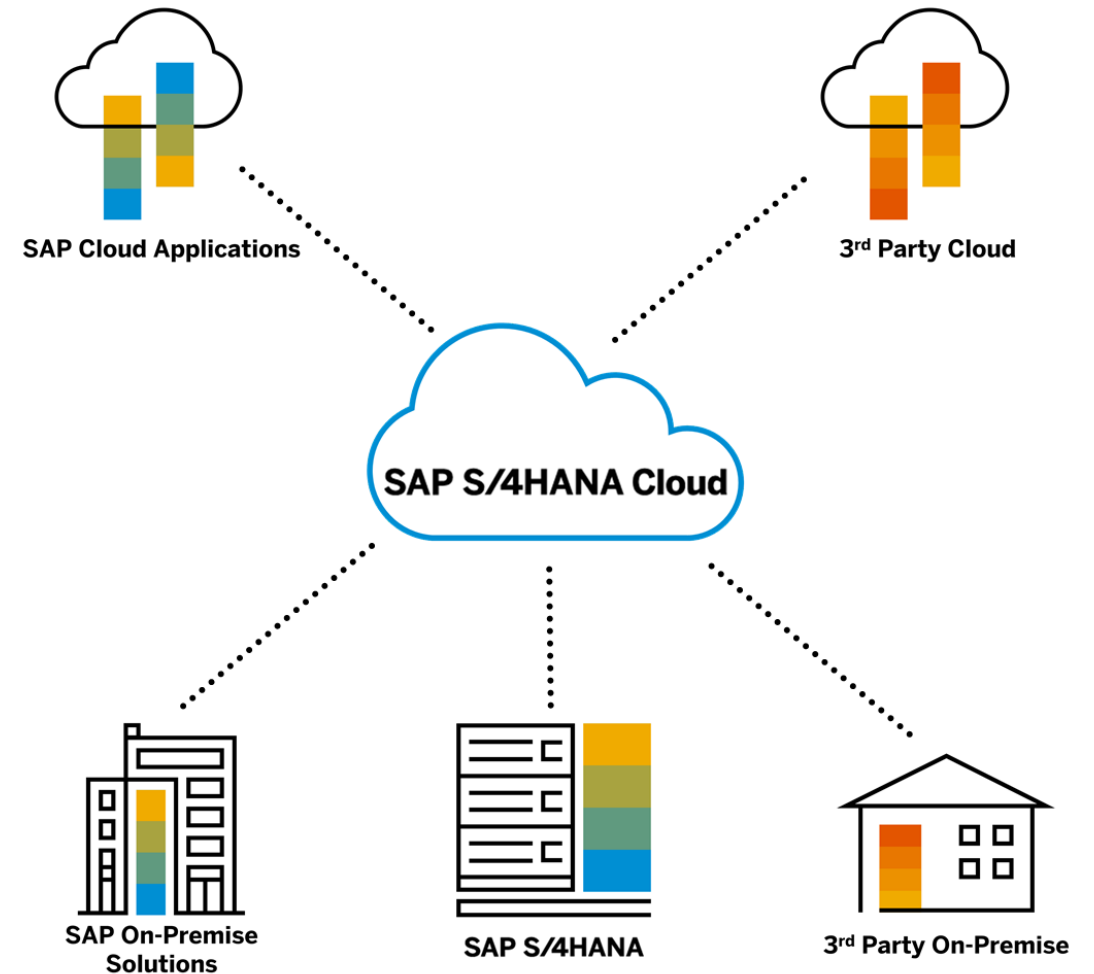
- 1 Cloud Mindset
- 2 Organisational
- 3 Security & Cloud Operations
- 4 **Technical Landscape**
- 5 Extensibility
- 6 Functional Capabilities
- 7 What now ?

Landscape Overview



S/4HANA Cloud, public edition is...Open

- 1. APIs:** SAP releases APIs for SAP S/4HANA Cloud and other SAP Cloud Products to enable customers digitizing their business to securely connect apps to other systems.
Published on SAP API Business Hub
 - OData/REST
 - SOAP
- 2. CDS Views:** SAP releases Core Data Services (CDS) Views used for SAP S/4HANA Cloud embedded analytics to read data from SAP S/4HANA Cloud systems. These can be consumed as OData services using custom communication arrangements.



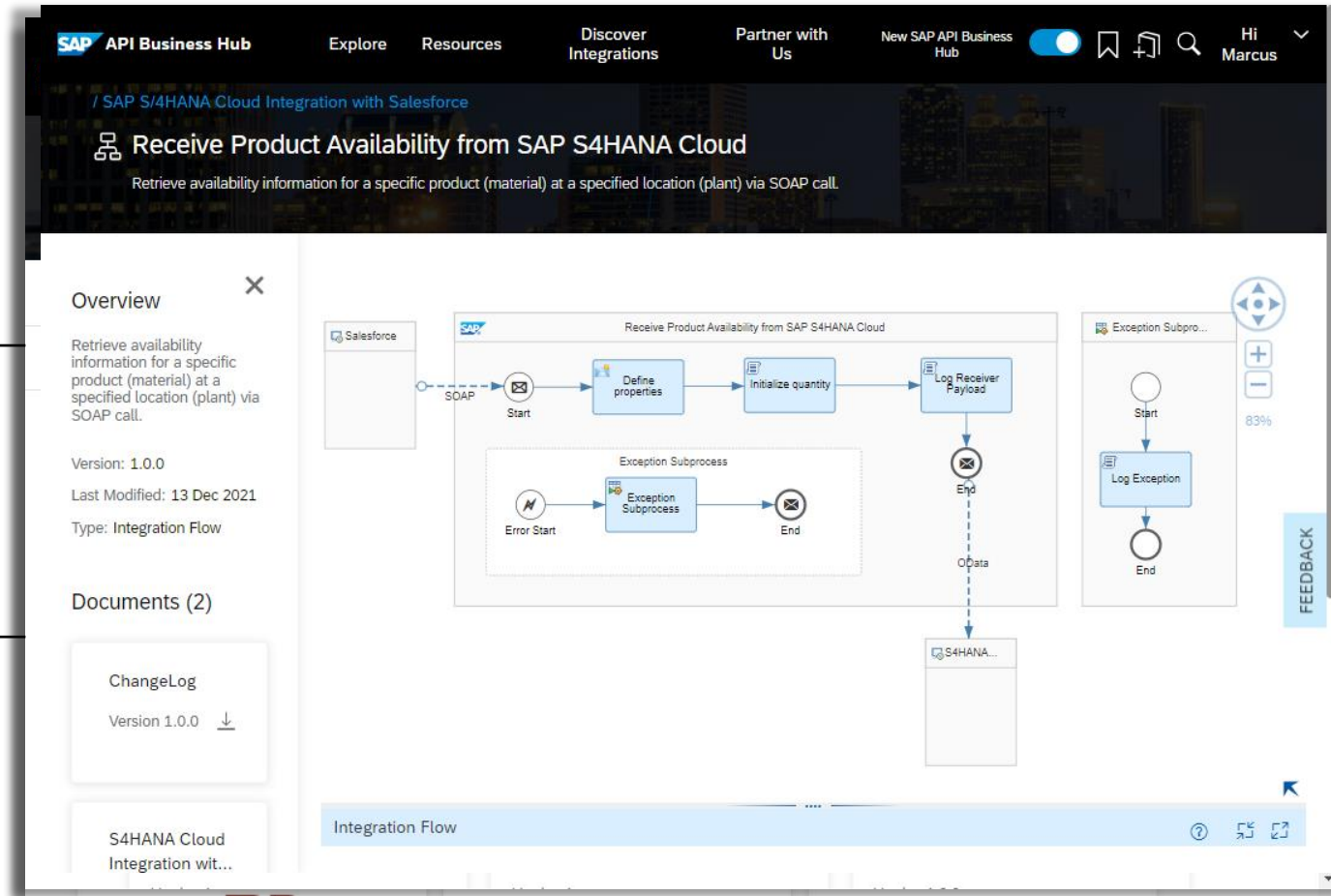
SAP API Business Hub

Explore APIs for your integration

Discover Products, Processes, and Partners.

Explore APIs, Integration Content and Accelerators.

Consume Visualize and consume integrations and workflows.

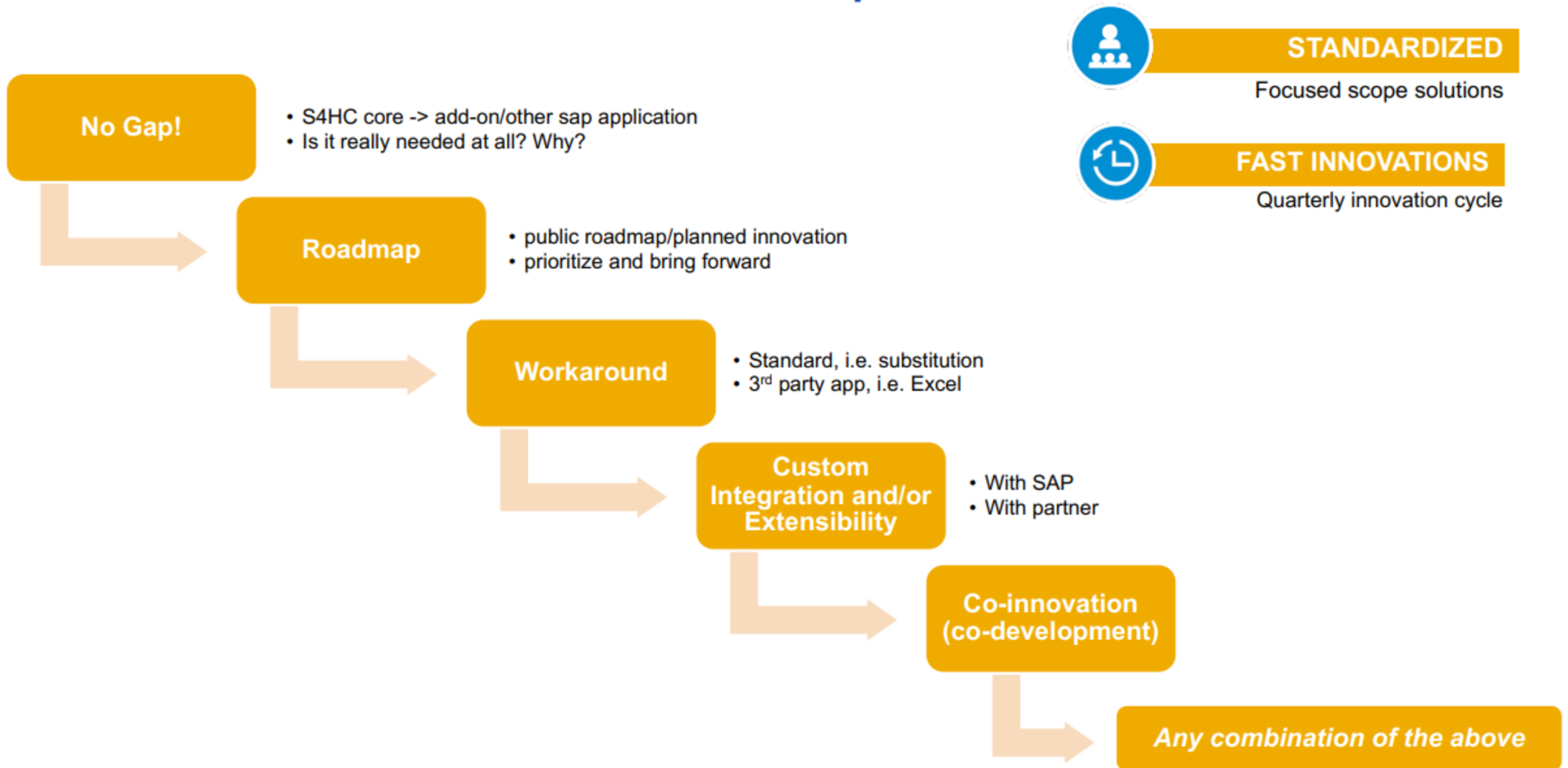




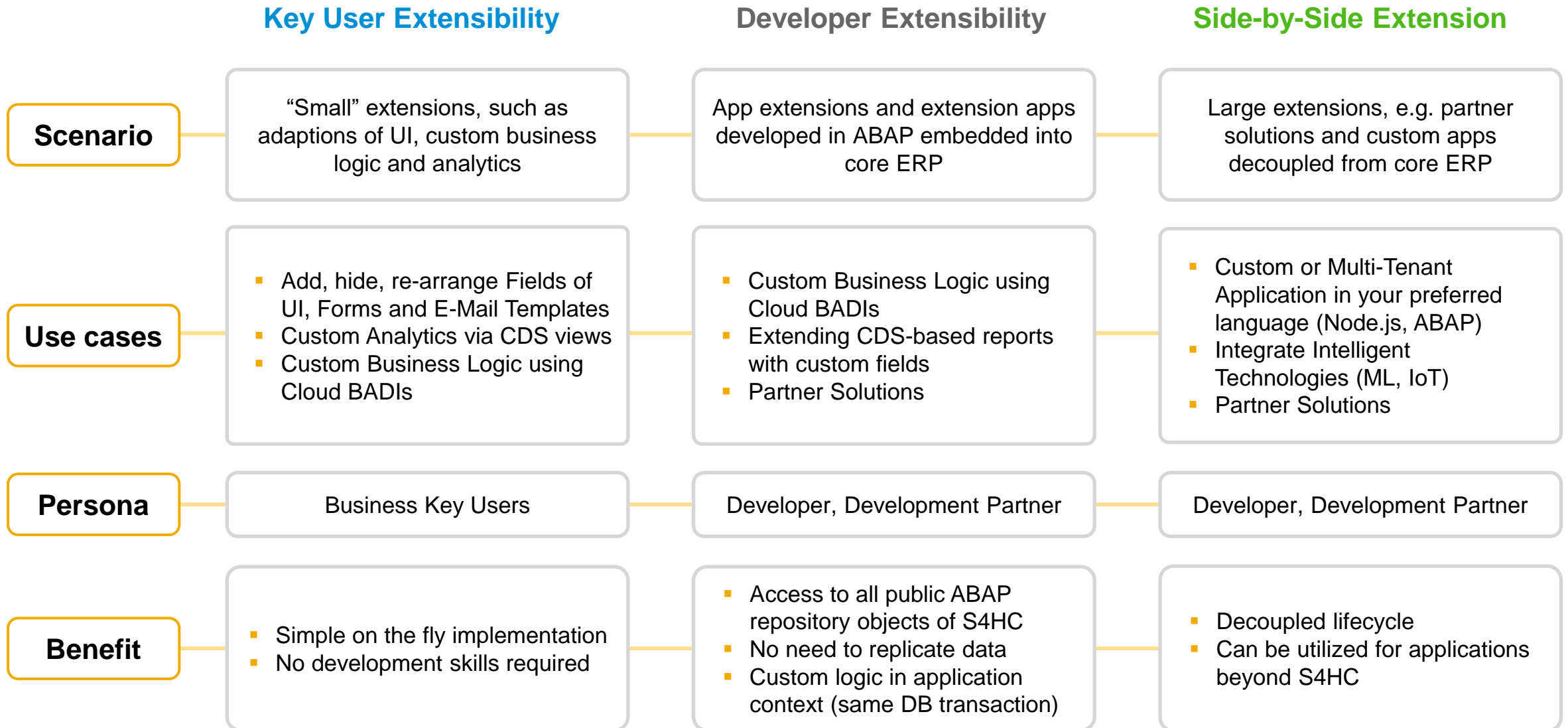
Considerations

- 1 Cloud Mindset
- 2 Organisational
- 3 Security
- 4 Technical Landscape
- 5 **Extensibility**
- 6 Functional Capabilities
- 7 What now ?

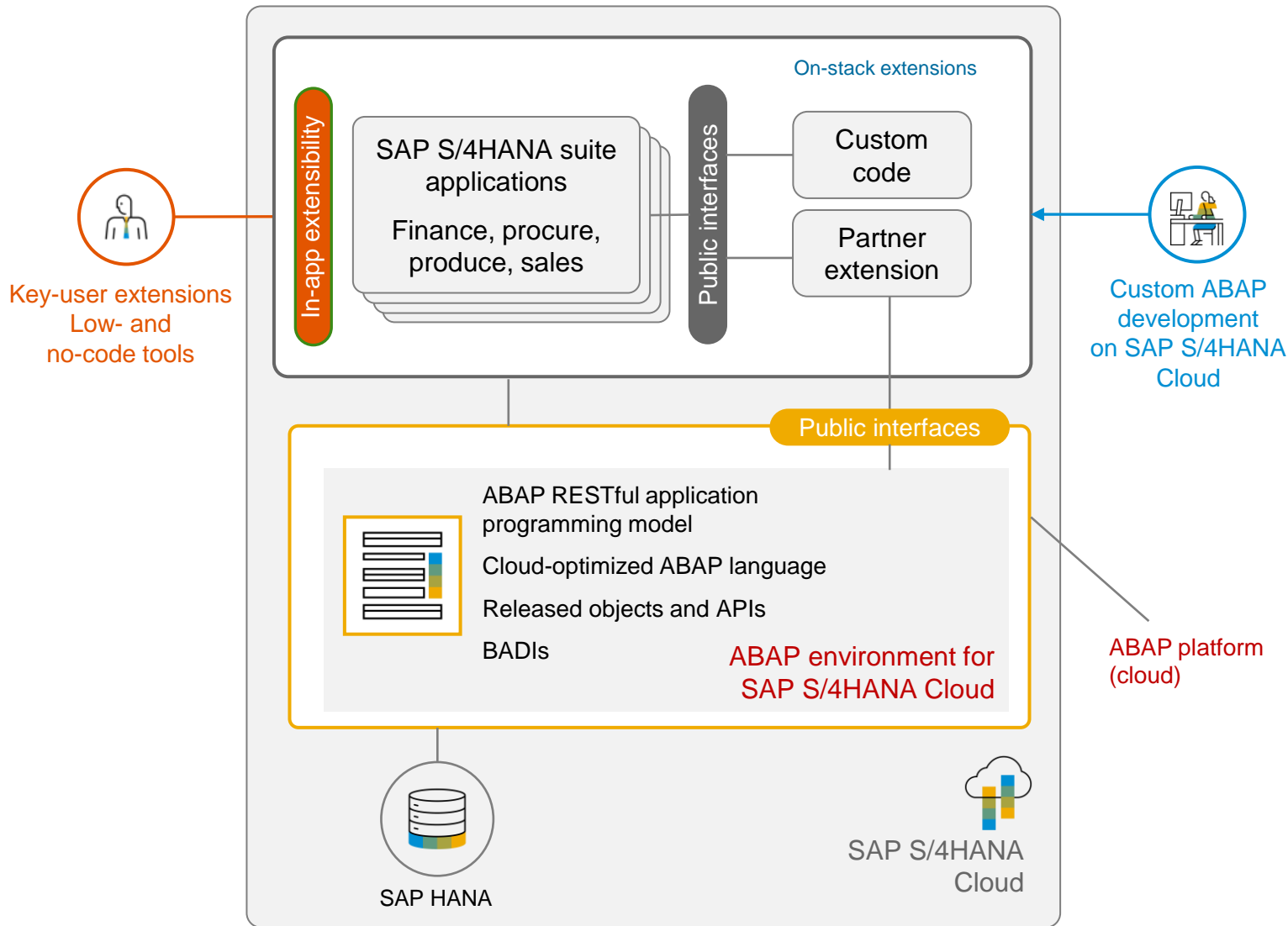
Fit-to-Standard: How to deal Deal With Gaps



Extensibility Options for SAP S/4HANA Public Cloud



ABAP Environment for SAP S/4HANA Cloud



Enable custom ABAP development directly on SAP S/4HANA Cloud suite stack

Modern ABAP development

SAP, customers, and partners use the same development model.

High developer productivity

ABAP RESTful application programming model

- Development of apps and services optimized for SAP HANA
- Eclipse-based ABAP development tools

SAP Fiori tools for use in UI development

Proven lifecycle management

Rules of the game

- There is clear separation between SAP solutions and extensions.
- Only stable and reliable public interfaces and released objects from both ABAP platform and SAP S/4HANA Cloud suite applications can be used.
- No modifications – only released extension points can be used to extend SAP objects.



Considerations

- 1 Cloud Mindset
- 2 Organisational
- 3 Security
- 4 Technical Landscape
- 5 Extensibility
- 6 **Functional Capabilities**
- 7 What Now ?

Support by Industry Segment

SAP S/4HANA Cloud 2208 – supported Industry Segments

Professional Services	Consulting, Audit, Tax	Business Services	IT Services / BPO	Staffing
Media	Agencies	Broadcasters	Entertainment	Premium Content Publishers
Engineering Construction & Operation	Construction Management	Commercial Real Estate		
Public Sector	In US State & Local institutions	Outside US excl. PSM functionality		
Higher Education & Research	In US incl. PSM	Outside US excl. PSM functionality		
Banking	Wealth & Asset Management	FinTechs and Payment Providers		
Insurance	Insurance Service Providers			
Travel & Transportation	Airports	Hospitality & TSP	Ports & Terminals	Passenger Transit

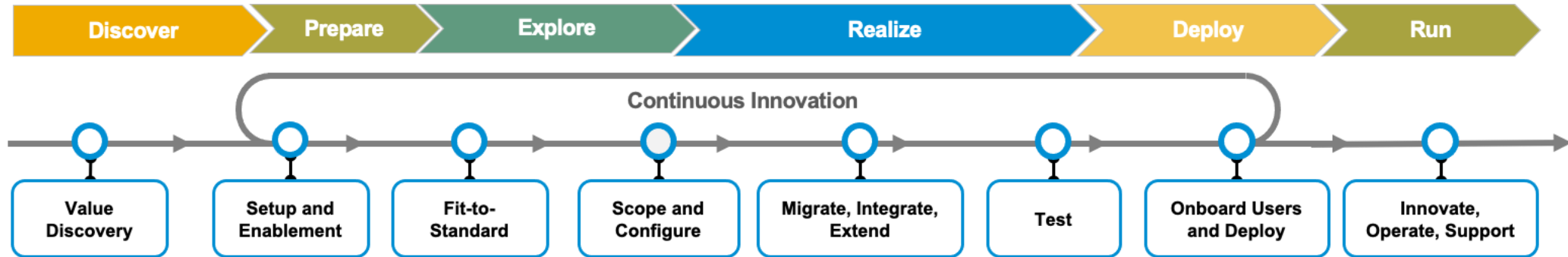
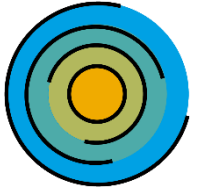
Industrial Machinery & Components	Component Manufacturing	Automation and Control Solutions	
Automotive	Simple/mid-complex Suppliers	National Sales Companies	Mobility
High Tech	Non-semiconductor Components	Software Providers	
Mill Products	Mill Discrete	Asset-intensive Mill Process Manufacturing	
Aerospace and Defense	Tier 3+ Supplier w/o MRO	OEM subsidiaries + component service providers w/o MRP	
Retail	Grocery & Drug Stores	Hard Goods, DIY & Consumer Electronics	Specialty
Wholesale Distribution	Industrial and Construction	High Tech	
Chemicals	Specialty Chemicals	Agrochemicals	Basic Chemicals
Mining	Mining Services	Mining Exploitation	
Oil and Gas	Field Services	Upstream	Lubricants

Process Navigator`

28

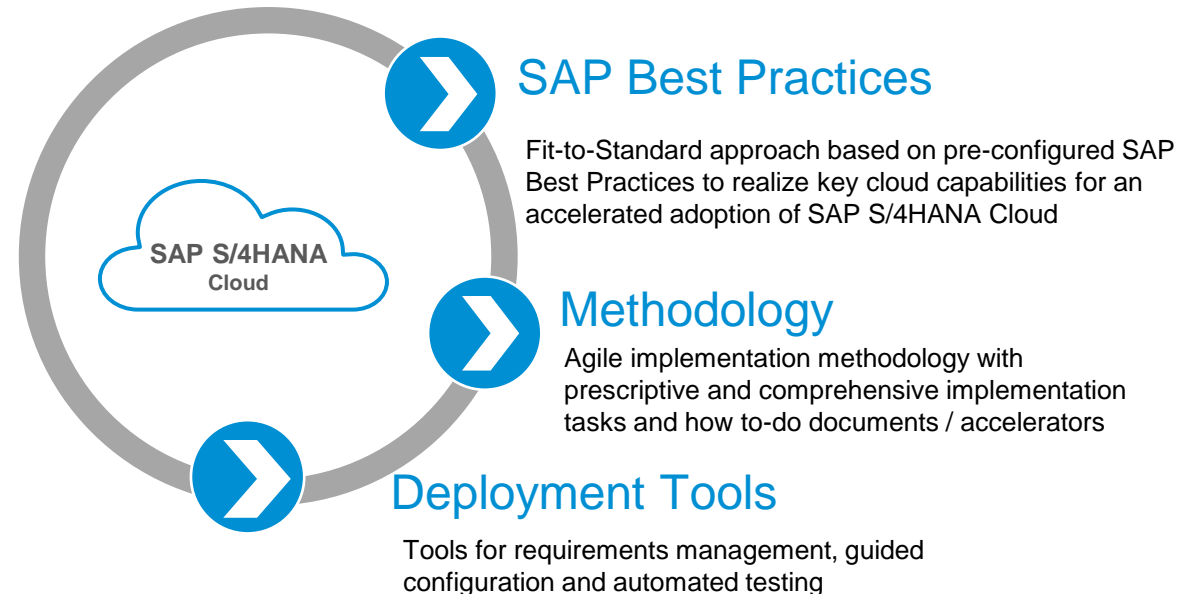
SAP Activate Implementation Methodology

The Road to SAP S/4HANA with SAP Activate



SAP Activate

- Is the innovation adoption framework that expedites SAP S/4HANA implementations throughout the customer lifecycle
- Supports faster, less service intensive deployments and is aiming at continuous adoption of innovations throughout the entire project lifecycle
- Supports different starting points for customers to adopt SAP S/4HANA with a new implementation





Simple to Deploy

Rapid implementation and continuous innovation, accelerating time to value

Discover

Explore

Realize

Deploy

Monitor

Optimize

Continuous innovation

Discovery assessment

Accelerated core implementation

Fit-to-standard analysis

Fine tune and extend

Migrate, integrate, test

Monitor performance

Optimize and innovate

Digital discovery assessment

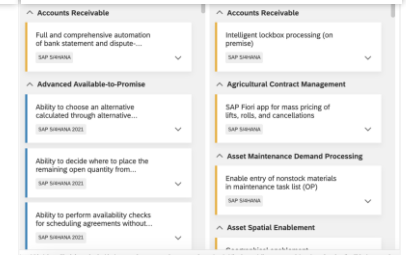
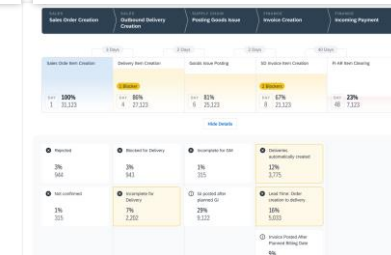
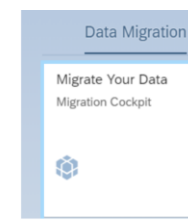
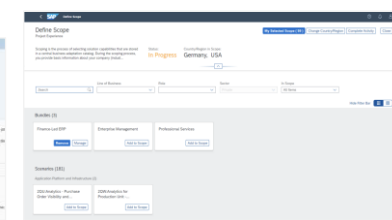
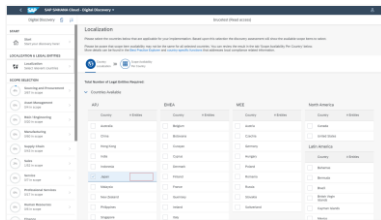
Rapid best-practice adoption

Central business configuration

Data migration cockpit

Test Automation / Process intelligence

Road map explorer



Implement cloud style | Lower TCI and TCO; dramatic value delivered quickly

40%–60%
Decrease in
time-to-business value

50%
Reduction in consulting fees

50%
Decrease in project costs

40%
Reduction in TCO

Note: The results referenced in this slide are speculative and do not guarantee performance.



Considerations

- 1 Cloud Mindset
- 2 Organisational
- 3 Security
- 4 Technical Landscape
- 5 Extensibility
- 6 Functional Capabilities
- 7 **What now ?**

How to Connect with Me

E: mark.barry@sap.com

M: +61 417 596 902

Li: www.linkedin.com/in/mark-barry-7790b311

The logo features the word "SAP" in white, bold, sans-serif font, followed by a blue diagonal bar. To the right of the bar is the word "NOW" in a larger, white, bold, sans-serif font.

SAP NOW

Future Proof Your Business

Save The Date

Date: August 8, 2023

Venue: The Hyatt Regency, Sydney

More details coming soon

