



Getting Future-Ready with the Transformation to SAP S/4HANA

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SAPinsider
2023

TODAY'S BUSINESS OPPORTUNITIES

Business transformation

Enable every enterprise to become an intelligent, sustainable enterprise

Sustainability outcomes

Create a sustainable world

Supply chain resilience

Bring enterprises together into a global business network

How do we respond?

Our vision

1

Business transformation

Enable every enterprise to become an intelligent, sustainable enterprise

Only 35% of companies achieve their digital transformation objectives.

2

Supply chain resilience

Bring enterprises together into a global business network

Over 75% of companies worldwide reported supply chain disruptions in 2021.

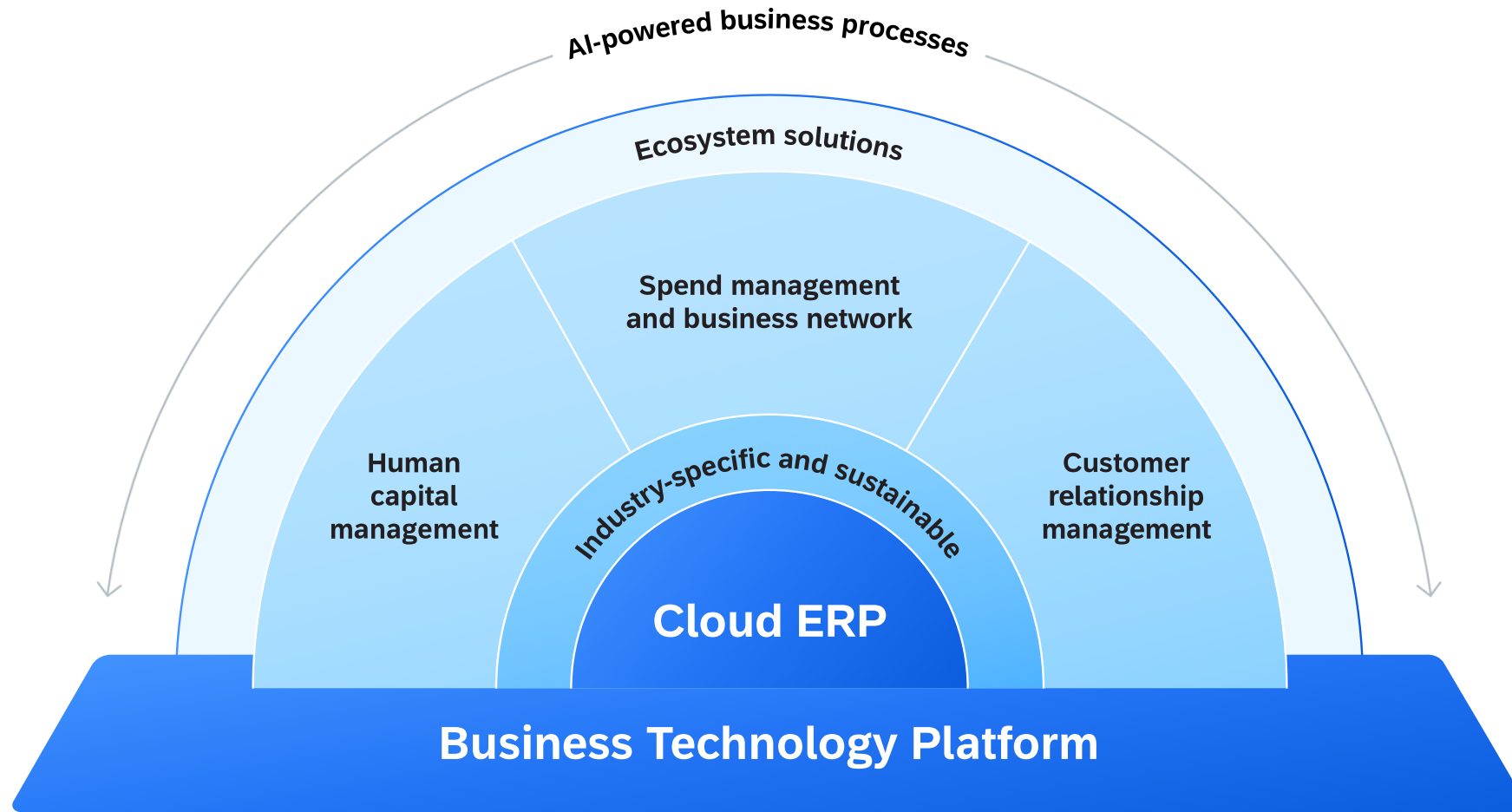
3

Sustainability outcomes

Create a sustainable world together

Up to 70% of EBITDA could be at stake from sustainability challenges.

SAP Portfolio



Successful transformations need “clean core” thinking

A **clean core** allows to **adapt the system** to changing business requirements and to **adopt new capabilities** while helping ensure **permanent traceability**. It provides:

Agility

Lean environments decrease time to value. Additional process requirements can be implemented faster, and business models can adapt to short term challenges more easily.

Efficient and secure operations

Environments that run efficiently have a lower TCO and are less likely to succumb to external threats.

Data to value

Consistent data allows reliable forecasts and precise predictions.

Access to the latest innovations

Adaptation efforts in the context of updates and upgrades are reduced. Cloud services can be integrated faster.

Keep the **coding**
clean

1

Software stack

Keep the **data**
lean

2

Data

Keep the **modifications**
controlled

3

Extensibility

Keep the **landscape**
reliable

4

Integrations

Keep the **processes**
clear

5

Processes

Keep the **operations**
effective and efficient

6

Operations

Shape your industry with next-practices



SAP Business Network for Industries



The largest and most comprehensive business network, trusted by millions of companies around the world

>\$4.9 trillion

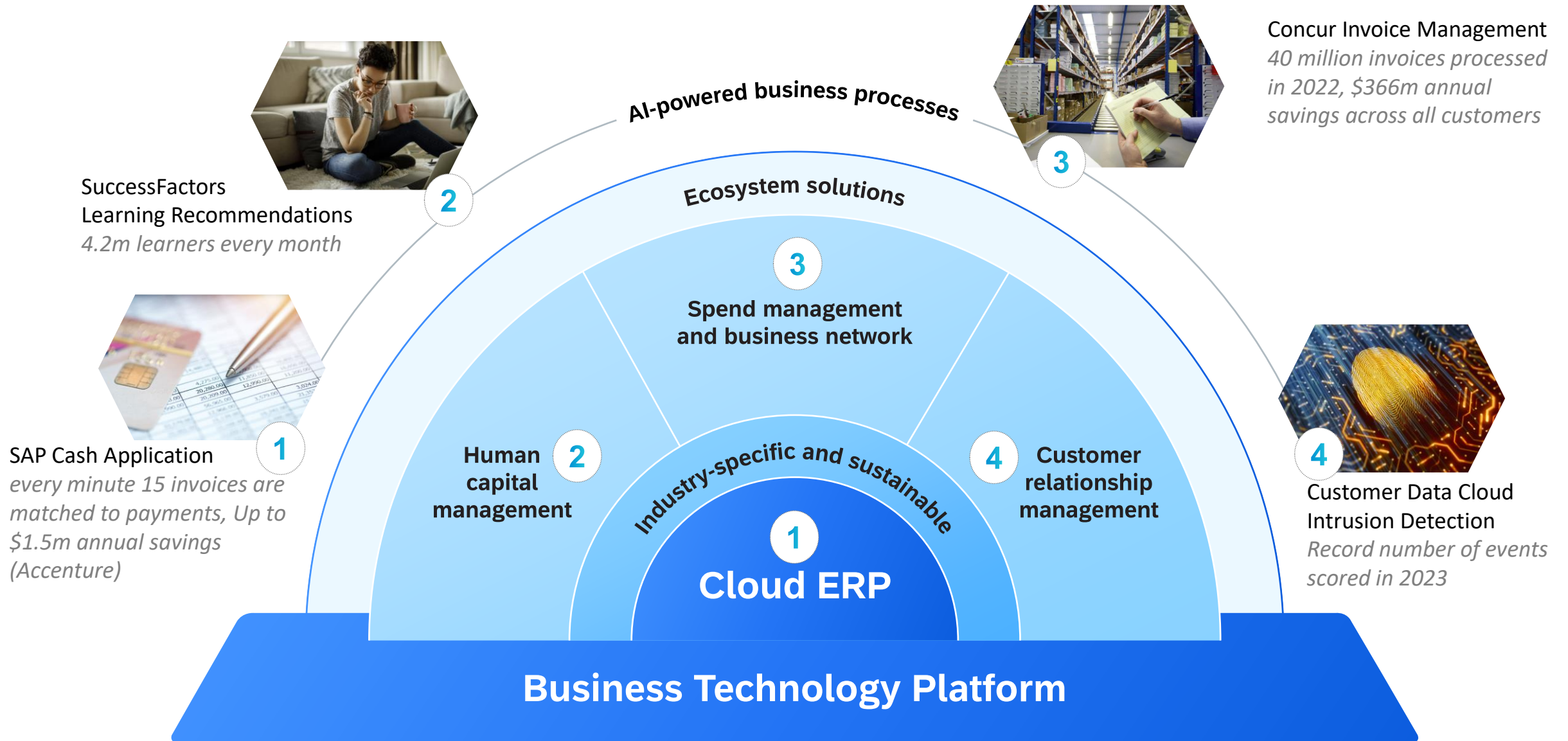
in annual commerce is transacted on SAP Business Network.

190
countries that buyer and supplier companies are transacting on SAP Business Network.

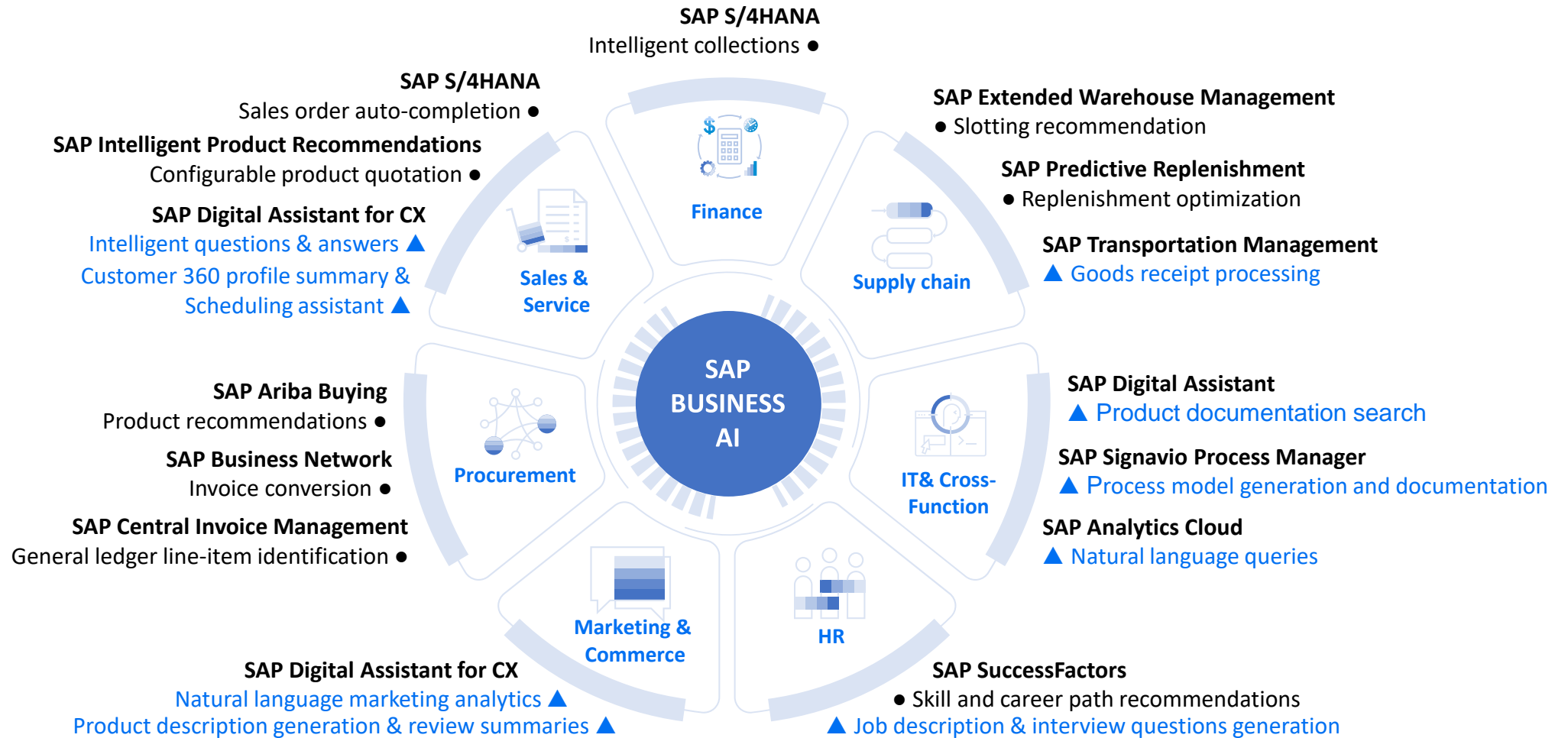
>732 million

B2B transactions handled through SAP Business Network in a 12-month period.

Business Value for AI-powered SAP portfolio



Selected new AI capabilities



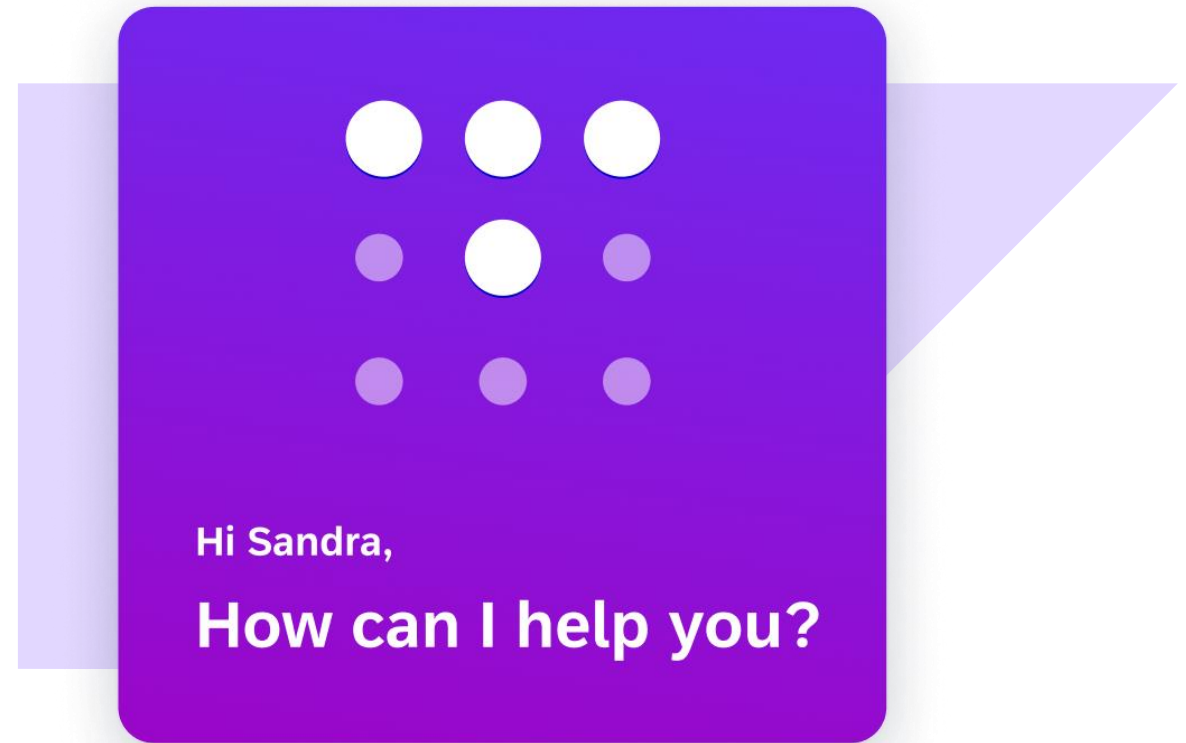
Joule - the AI copilot that truly understands your business.

Work faster. Streamline tasks with an AI assistant that knows your unique role and acts as your work copilot across SAP applications.

Benefit from smarter insights. Get quick answers and smart insights on-demand, facilitating faster decision-making without bottlenecks.

Achieve better outcomes. Generate great content by simply asking, from job descriptions to coding assistance and beyond.

Maintain full control. Have full control over decision-making and your data privacy, giving your employees generative AI access in a safe environment.



SAP Business AI Approach

Relevant

Reliable

Responsible



Joule

A copilot that truly understands your business

Embedded AI capabilities

Cloud ERP

Human capital
management

Spend management
& business network

Customer relationship
management

Business Technology
Platform

AI Foundation

on Business Technology Platform

AI ecosystem partnerships and investments



ANTHROPIC

cohere

databricks

DataRobot

Google Cloud

Hugging Face

IBM

Microsoft

aws



**How can
SAP Signavio
support and guide
RISE with SAP
customers?**

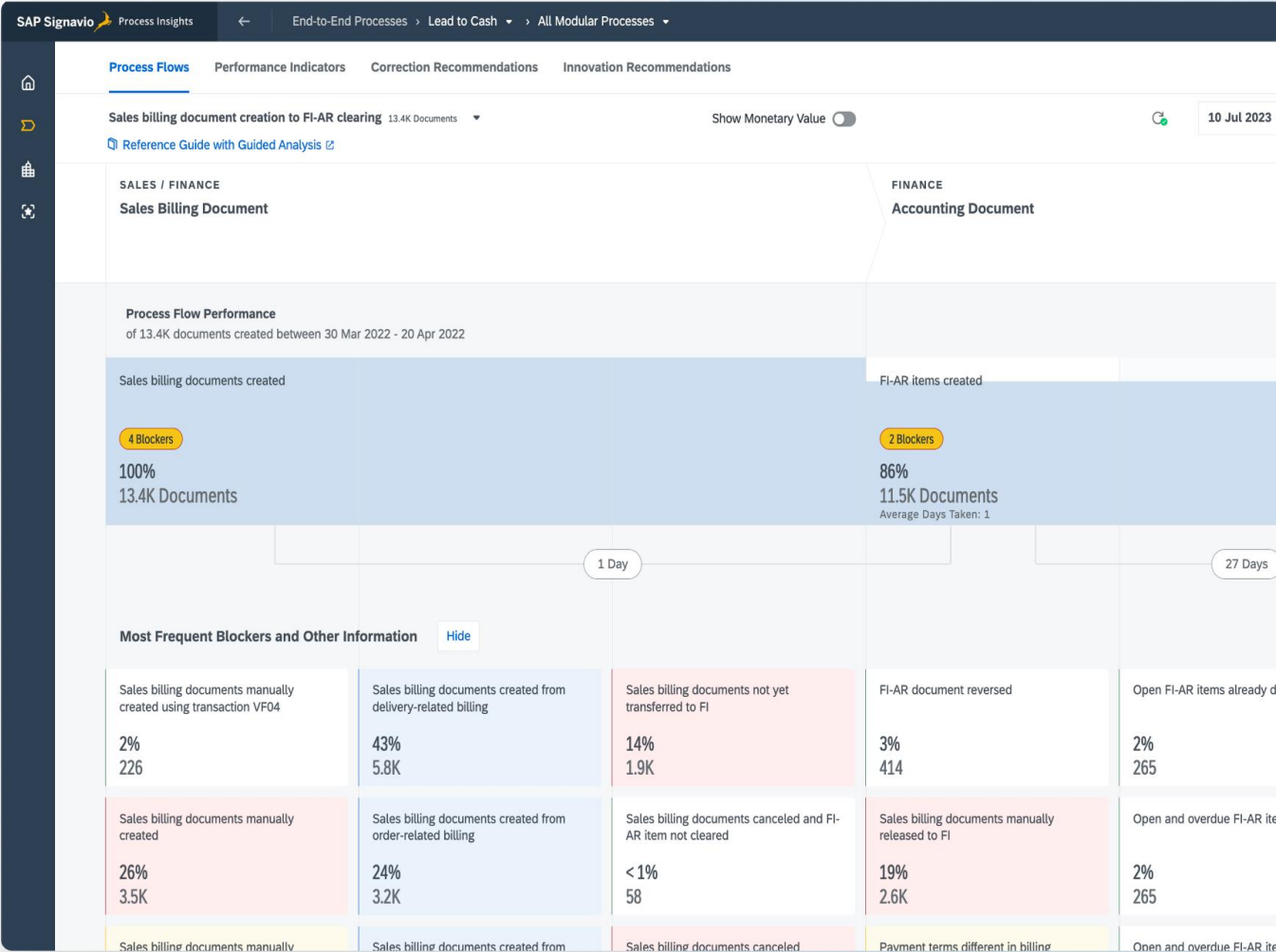
How does SAP Signavio help customers make their transformation successful and as fast as possible?

SAP Signavio accelerates transformations by:

Identifying opportunities for process improvements and sharpening the transformation scope

Designing to-be process fast by combining SAP best practices and reverse engineered company best run process execution

Providing transparency and accessibility of process model to all stakeholders, reducing complexity and minimizing the risk of misalignment and iterations



How does SAP Signavio ensure that our customers' transformation adds value?

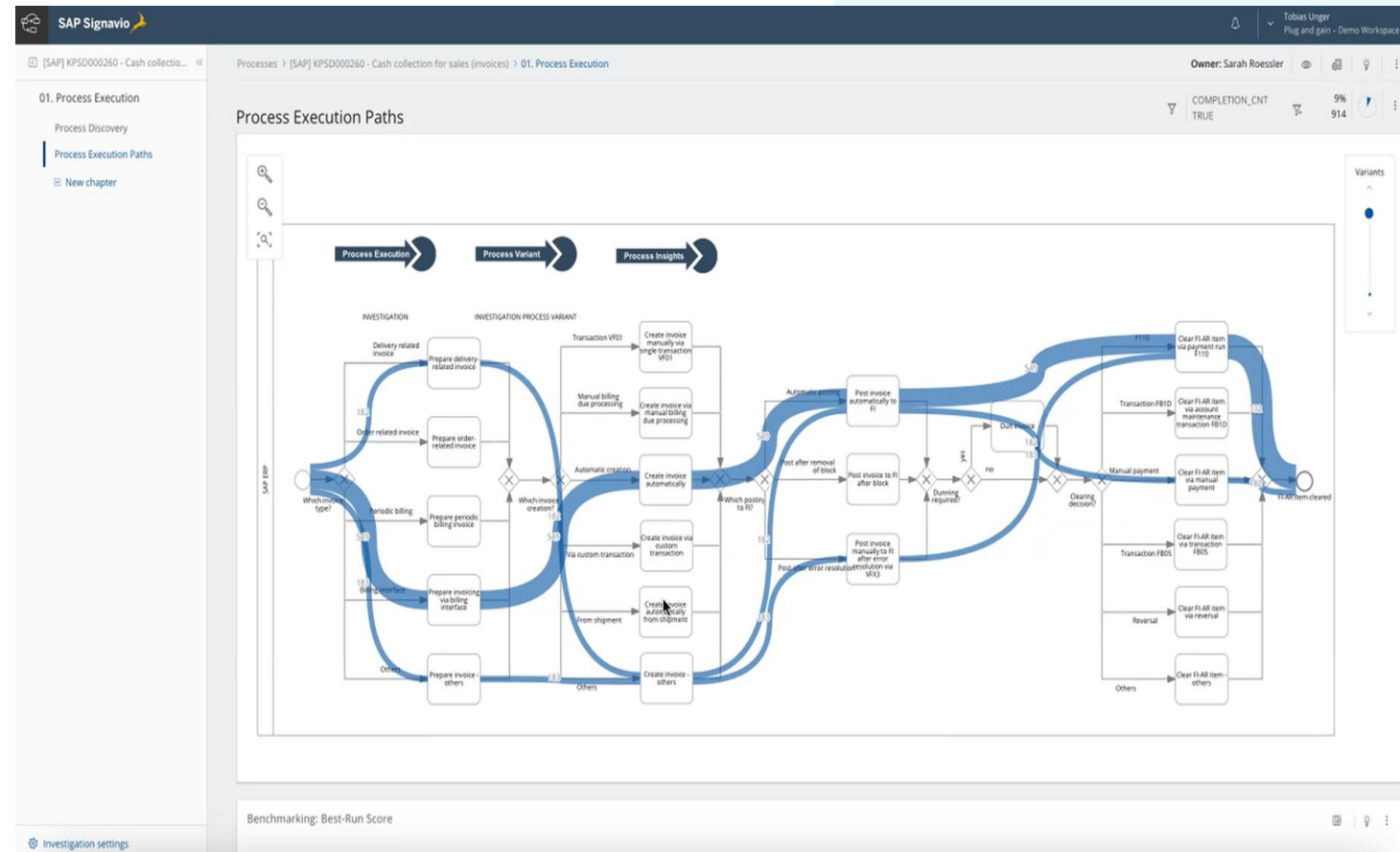
SAP Signavio accelerates transformations by:

Providing a data-driven analysis determining the value potential accurately, based on evidence

Identify process variations

Showing actionable insights, guidance, and recommendations

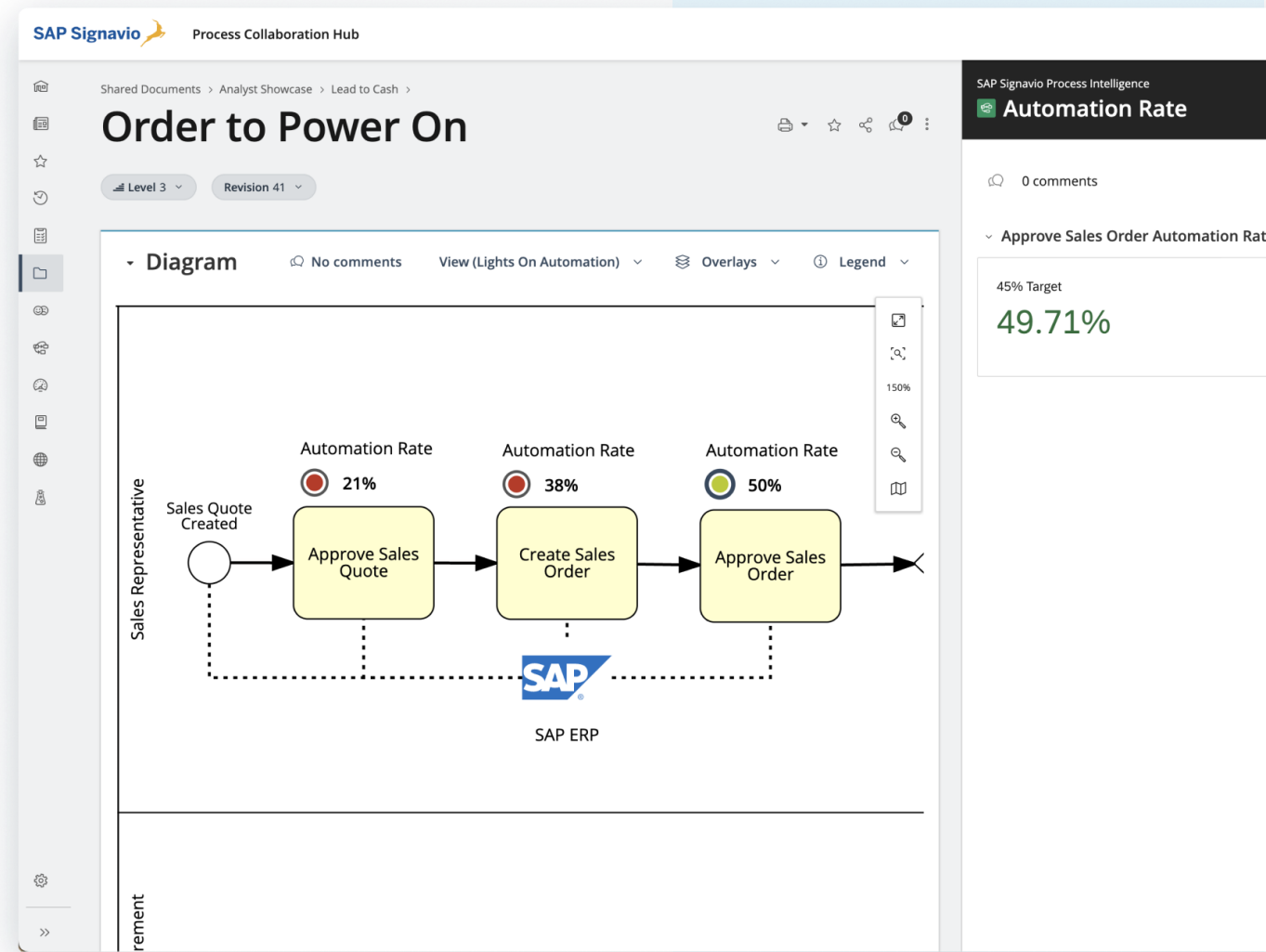
Ensuring that values and metrics are considered during process design and **meticulously monitored for value realization** throughout the run phase



How does SAP Signavio ensure that change is manageable for our customers?

SAP Signavio accelerates transformations by:

- Securing management buy-in based on identified value potential
- Ensuring strong support for the transformation process
- Involving all relevant parties and fostering collaboration
- Mitigating risks of misalignment between business and IT leveraging strong integration of process and solution worlds while driving successful outcomes



Transform your business with best-in-class business processes, enabled by the cloud ERP

SAP S/4HANA Drives Business Outcomes

Improve Top Line

KenGee Food

25% revenue growth due to improved process efficiency, 300% Increase in online revenue

[read more](#)

AGG

20% Increase in service revenue from new business models

[read more](#)

Grand Pharm

30% - 35% Increase in orders processed and shipped per day

[read more](#)

Penti

30% Increase in average basket value through smarter promotions

[read more](#)

Improve Bottom Line

Volka Food

Reduced Production costs from 80% of operating expenses to 65%

[read more](#)

PharmaOverseas

30% cost savings over three years

[read more](#)

DRÄXLMAIER

€ 1.1 million reduction in inventory

[read more](#)

Bank of Montreal

\$ 5 million finance and operations capacity freed eliminating manual processes

[read more](#)

ICDAS

15% labor savings due to digitalized and automated processes

[read more](#)

Improve Green Line

IDEI

60% Reduction in paper use, 72 tons CO2 footprint reduction

[read more](#)

Supreme Petrochem

50% reduction in data center footprint, helping shrink its carbon footprint

[read more](#)

Genera

40% reduction in risk due to human capital management process automation

[read more](#)

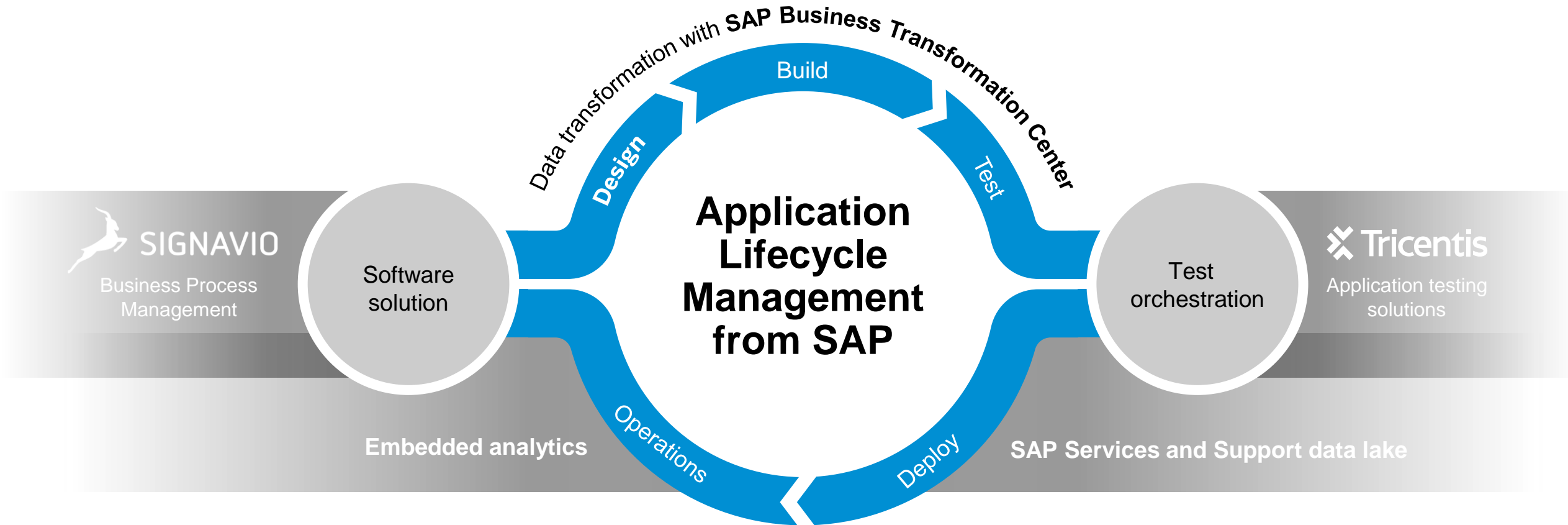
Erste Group

50% reduction in audit preparation effort excepted

[read more](#)

End-to-end transformation support by SAP

with SAP Cloud ALM, SAP Business Transformation Center, and Tricentis



One methodology and tool chain, one process hierarchy, best practices, end-to-end traceability and proactive support.

Cloud ERP

Benefits and Economics

Become an intelligent, sustainable enterprise

∞ Software as Subscription

- Reduce overall SAP TCO - Number of Licenses and Cost directly aligned with business size
- Cloud optimized reference architecture: Reduce Downtime and Enable Faster Scaling
- Switch from a CapEx to OpEx cost model @ lower total costs

∞ One application level Service Level Agreement

- One hand to shake!
- Reduce number of suppliers, simplify IT governance
- Service and support under one roof with vendor

∞ Security and “License” to Innovate & Grow

- Improve Stability, Security & Resilience, and IT Governance
- Allow SAP to tailor innovations to your demand and actively support your transformation
- Accelerate time to market for new capabilities

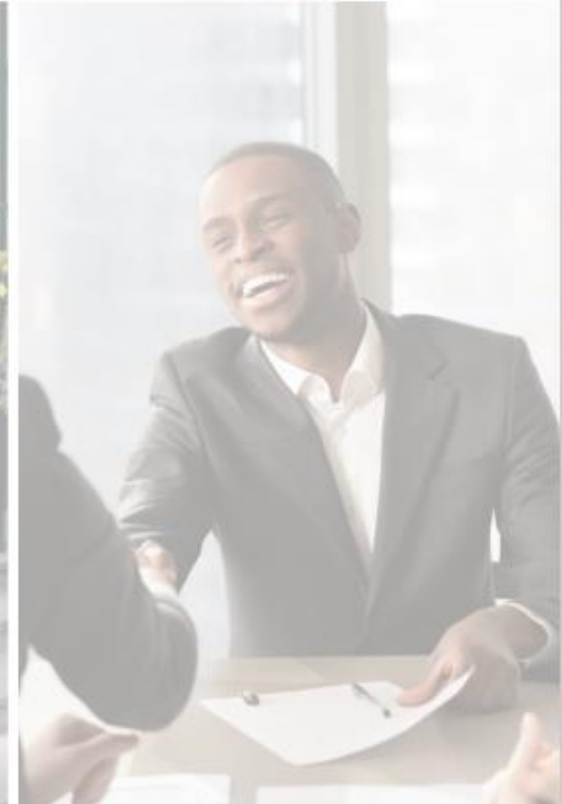


RISE with SAP

**AI driven next practices
and tailored innovation**

Usage analytics and help
on business process
transformation

Outcome-driven
services from SAP
and partners



RISE with SAP

AI driven next practices
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SAP Customer Evolution Kit | The Journey Begins

Register for
SAP Customer
Evolution Kit



First Contact & Point of View

Get in touch with your Account Team and receive an outside in point-of-view document tailored to your current situation.

Preparation & Information Call

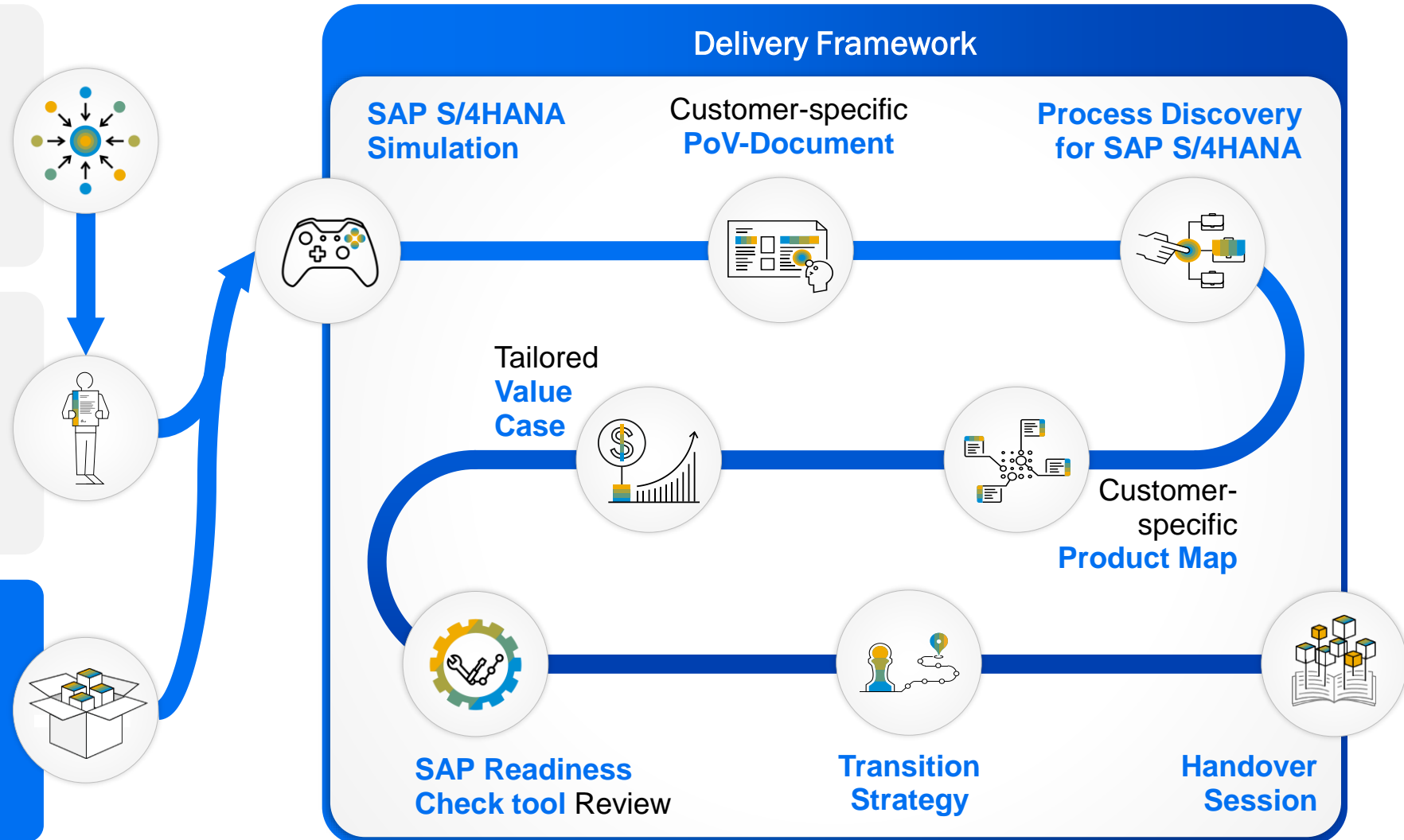
Engage with SAP to investigate more details about the SAP Customer Evolution kit and set the focus for your engagement.

Welcome Package

Market Research & Bot Mining

Solution Value Data

Know-How Customer Consulting



Key Points to Take Home

- **Time** is running out for the move to SAP S/4HANA or update your early S/4 implementation to cloud ERP
- Moving to a **clean core** prior to and after the move to SAP S/4HANA will ease the migration and enable you to faster consume future SAP innovations
- **(Generative) AI** will change the way how Cloud ERP systems will proactively support your business and decisions
- With **SAP Signavio**, you can create, control and optimize your case to move to the next generation cloud ERP
- **SAP Cloud ALM** and the related tools will support you in your **system, process and data transformation**
- When moving to **RISE with SAP**, SAP will be able to support you in your **transformation journey, value creation and AI use**
- **Reach out** to SAP or your partner to take the next steps

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your session evaluation.

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