

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

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In This Session

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

Dr. Heiko Hecht



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

SolMan Dev-Team (2001)

**SAP STAR, TRAC, MOVE, RISE, Customer
Evolution**

SAP HANA Business Case (SAP ERP)

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



Warning

Get started with the program

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

1

SAP S/4HANA Value Starter

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

[Register for an info session](#)

2

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

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

[Contact us](#)

3

SAP S/4HANA Partner Conversion Factories

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

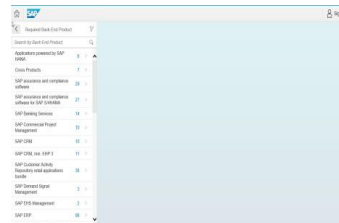
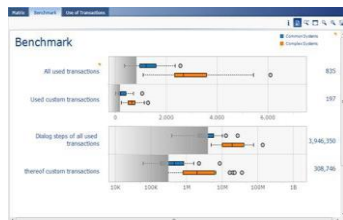
[Explore the partner solution finder](#)

Planning Your SAP S/4HANA Transformation

Business Scenario Recommendation/ Spotlight

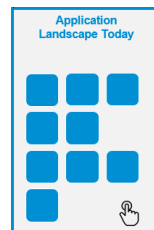
SAP Fiori Apps Library / Recommendation

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



Pathfinder

Transformation Navigator



Simplification List / Item Catalog

Readiness Check



SAP TRAC – Total ROI Analysis Campaign

SAP TRAC provides SAP customers with an exact thumbprint of their current ECC, CRM or BW (process and technical). Outcome is a mapping of Business Process Opportunities to a Value Tree of business value.

SAP TRAC Outcomes

- Quantifiable business value and benefits of S/4HANA for **your organization**
- Process analysis includes ERP & LOB solutions (Ariba, Integrated Business Planning, etc)

Based Upon

- Systematic scan of **YOUR** business process execution
- Mapping of your business processes vs. **SAP S/4HANA best practices**
- Business Outcome KPI's and Value Trees by process area pulled directly from **your system**

Source: SAP

What we'll cover

- Your data already knows: Understanding the As-Is
- Why: Identifying potential opportunities with SAP S/4HANA
- How: Options for SAP HANA utilization
- What: Prerequisites and what you can already do today
- Wrap-Up



Your data already knows:

- Understanding the As-Is



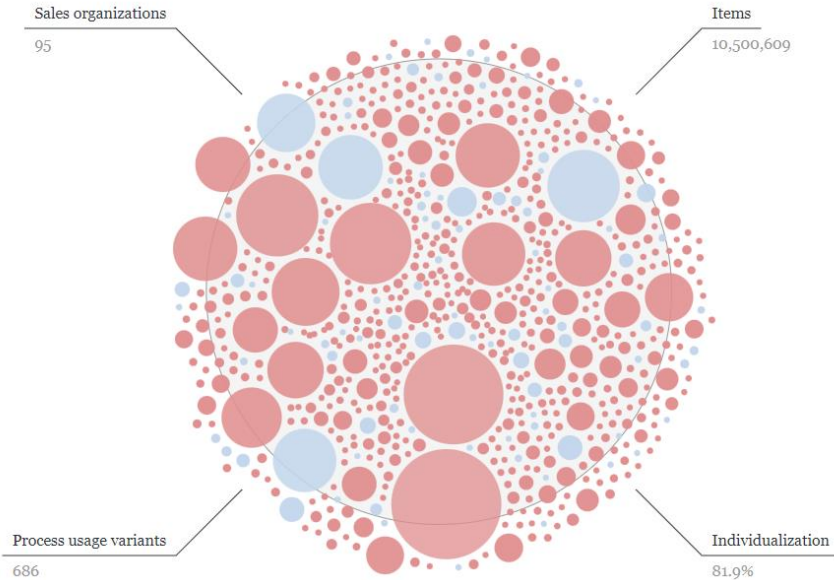
SAP TRAC – Low Touch, High Impact

- Use SAP TRAC to scan your ECC 6.0 system and compute the cost of doing business today and compare it to how SAP S/4HANA will improve your business processes.
- Understanding the As-IS
 - What is there?
 - What is used?
 - What is important?
 - Process in-efficiencies and pain points?



Understanding As-Is

- Inventory and Use of WRICEF objects, Organizational Units, Master Data, Customizing/Configuration, Processes



Why?

- Identifying Potential Opportunities With SAP S/4HANA



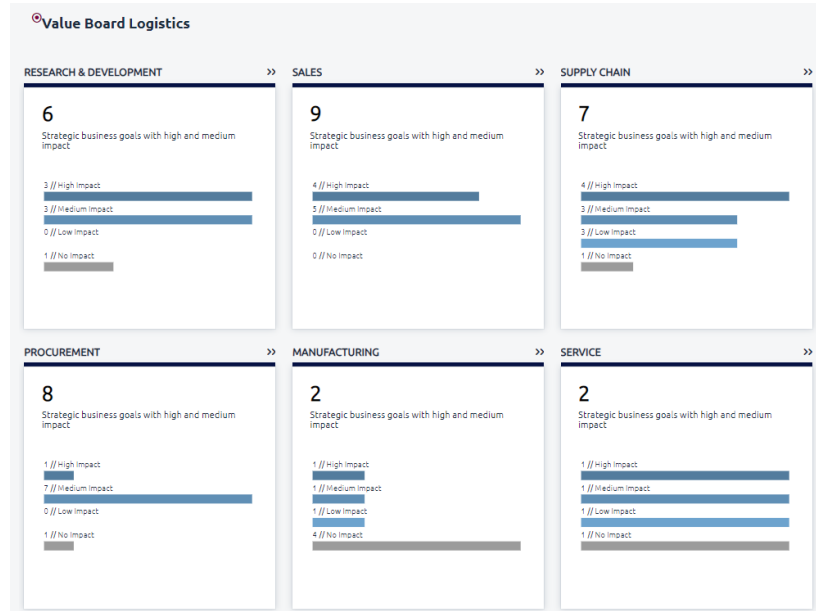
SAP TRAC – Low Touch, High Impact

- Use SAP TRAC to scan your ECC 6.0 system and compute the cost of doing business today and compare it to how SAP S/4HANA will improve your business processes.
- Identifying Potential Opportunities With SAP S/4HANA
 - Reach your strategic goals!
 - Improvement Indicators
 - S/4HANA Fit-Gap-Analysis
 - Best Practice Mapping



Identifying Potential Opportunities With SAP S/4HANA

- What is in for your? From your current As-Is to a better To-Be



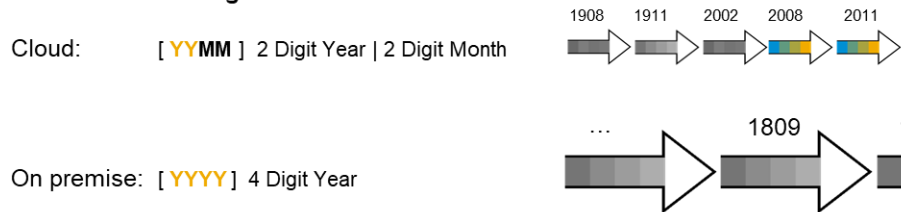
How?

- Options for SAP HANA Utilization



Release Strategy SAP S/4HANA

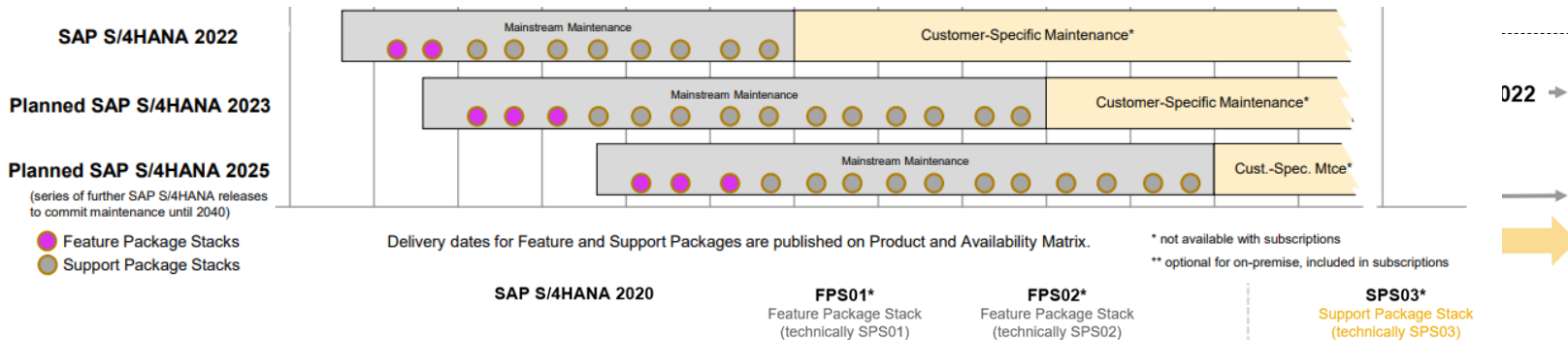
1) New release naming convention:



2) SAP S/4HANA Maintenance Commitment 2040



3) Feature Pa

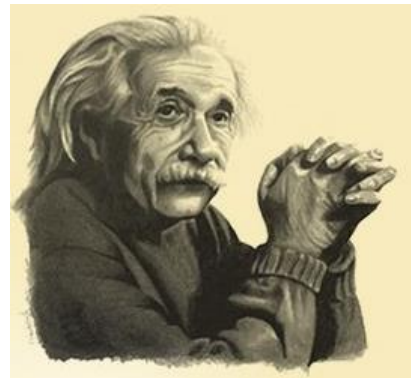


Transition to SAP S/4HANA

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

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

-- Albert Einstein



Three different approaches to move to SAP S/4HANA

System Conversion



SAP ERP
System



On-Premise /
Private Cloud

Bring your business processes to the new platform

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

New Implementation



SAP ERP
or
3rd -party
System



On-Premise /
Private Cloud

SAP S/4HANA
Public Cloud

New implementation / reimplementation

Reengineering and process simplification

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

Landscape Transformation



SAP ERP System
Region A



SAP ERP System
Region B



SAP ERP System
Region C

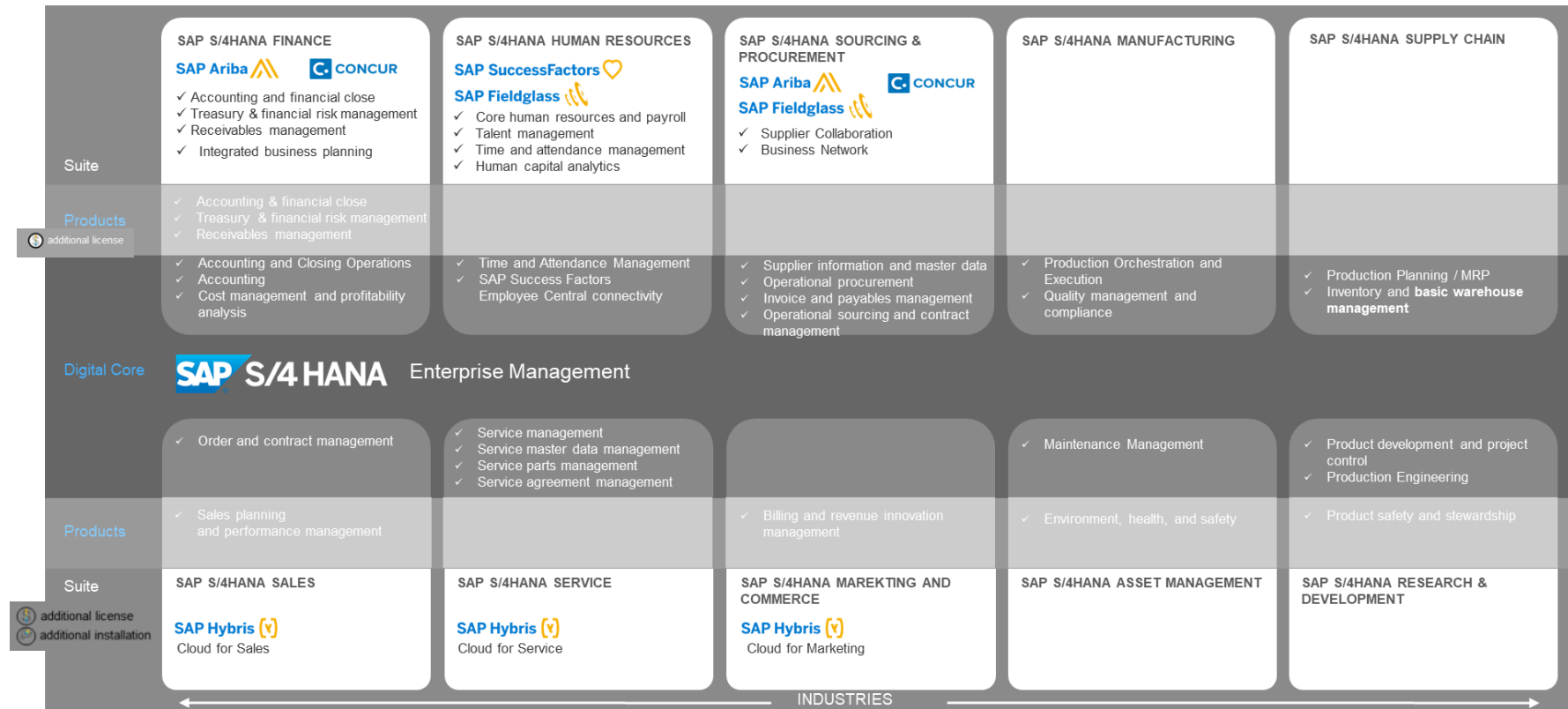


On-Premise

Landscape simplification as you move to SAP S/4HANA

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

SAP S/4HANA and the Intelligent Enterprise



What?

- Prerequisites and what you can already do today



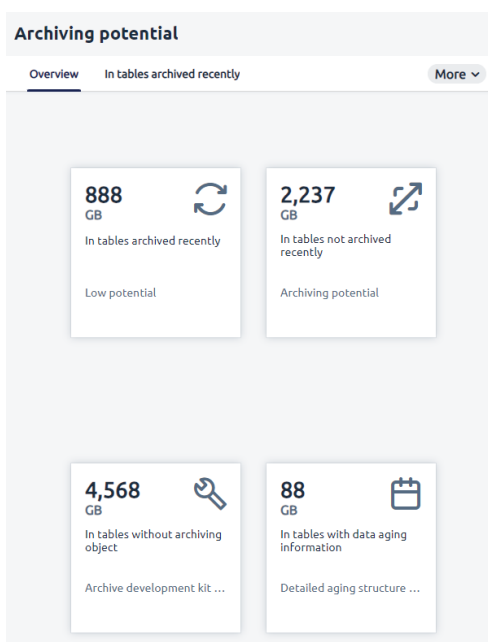
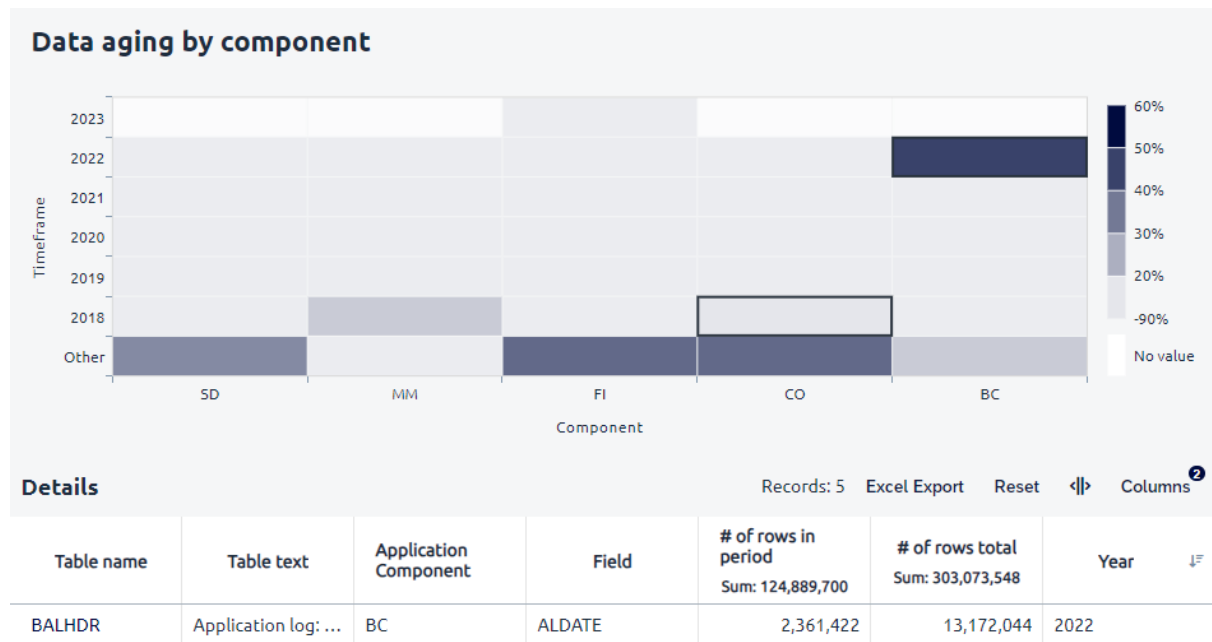
SAP TRAC – Low Touch, High Impact

- Use SAP TRAC to scan your ECC 6.0 system and compute the cost of doing business today and compare it to how SAP S/4HANA will improve your business processes.
- Prerequisites and what you can already do today
 - Back to Standard!
 - Data Aging/Archiving
 - Fiori App Recommendation
 - Custom Code Analysis
 - Simplification Items



Prerequisites and what you can already do today

- What is really needed?



Wrap Up



Key Points to Take Home



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

Wrap up

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

Where to find more information



- www.amazon.com/dp/B0130FJADO
 - John Appleby, Building the Business Case for SAP HANA: Engineering Simplicity (London: Bluefin Solutions, 2015).
- <https://scn.sap.com/community/s4hana>
 - SAP S/4HANA on the SAP Community Network
- <https://sapinsider.org/how-to-create-a-business-case-for-sap-rise-sap-s4hana/>
 - Akash Kumar, How to Create a Business Case for SAP S/4HANA & RISE with SAP (SAPinsider article)
- [Path to S/4HANA - 278 Pages for success](#)
 - recorded webinar
- http://wpc.0b0c.edgecastcdn.net/000B0C/sap_insider/How%20to%20Get%20the%20Most%20Out%20of%20SAP%20HANA%20-%20IBIS.pdf
 - Dr. Andreas Hufgard, “How to Get the Most Out of SAP HANA — Before You Implement It” (SAPinsider).

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