

# RISE with SAP & GROW with SAP: A comprehensive overview

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Las Vegas

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2024

**SAP**insider



## In This Session

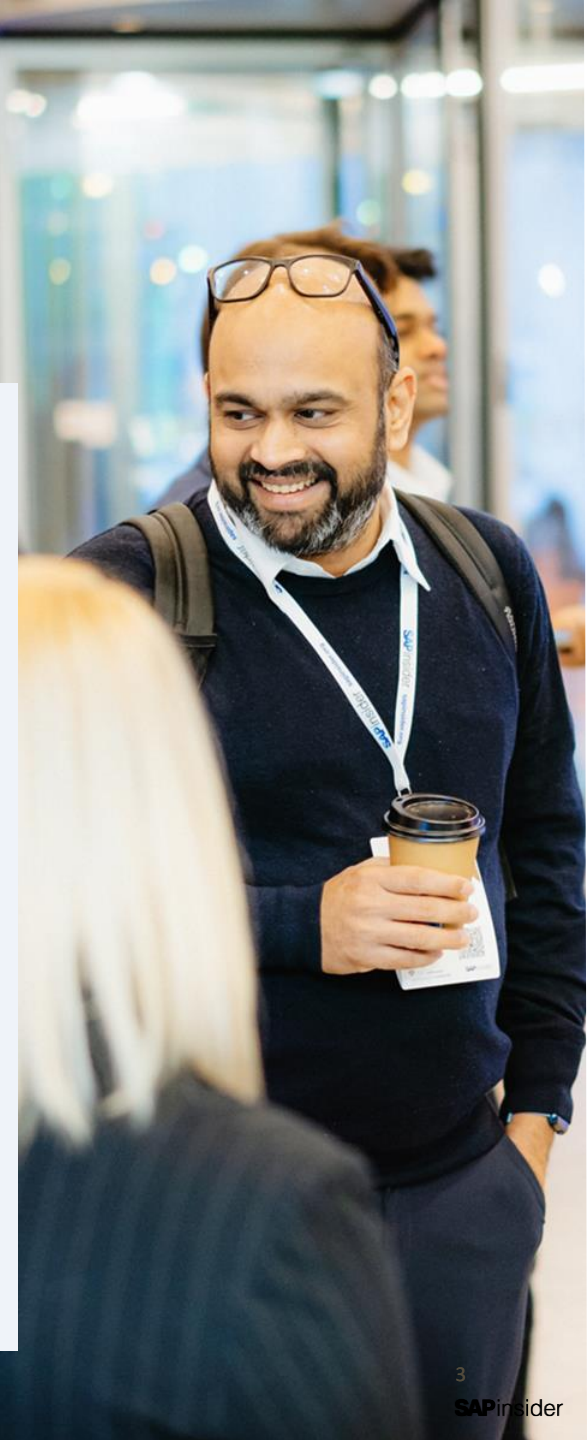
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- You will learn about the need for GROW & RISE
- You shall get a thorough understanding of the key components of RISE & GROW & the benefits they generate for their customers
- You will hear success stories of RISE & GROW customers

# What We'll Cover

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- Drivers for RISE & GROW
- RISE with SAP: A deep dive
- GROW with SAP: A deep dive
- Selected RISE success stories
- Selected GROW success stories
- Wrap-Up



# Topic 1

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## Drivers for RISE & GROW



# Are you ready?

You are faced with ...



A pace of change  
never seen  
before



Increasing cost  
of money



Supply chain  
Disruption



Tight talent  
pools –  
especially  
in IT



Rising  
pressure  
to meet  
sustainability  
goals

## How do you overcome and thrive?

Become an intelligent and sustainable enterprise in the cloud.

## Your way?

Follow a personalized transition journey to realize quick wins and benefits continuously.

# Global technology challenges



1

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

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2

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

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3

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

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4

**High cost of maintaining current technology landscape**

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5

**Significantly increasing business risk from cyber threats**

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# 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**

## Topic 2

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# RISE with SAP: A deep dive



But first, let us celebrate



Is 3(+) Years Old

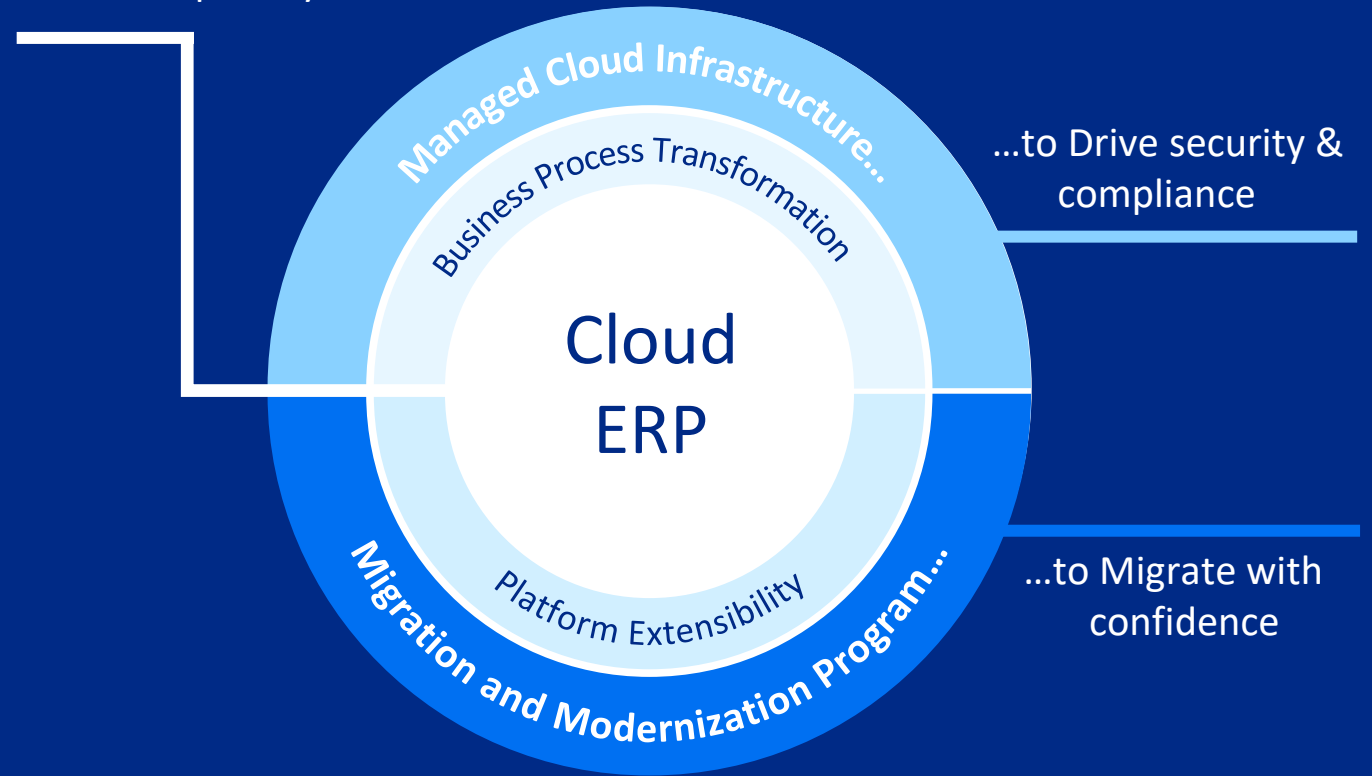


# What is RISE with SAP?

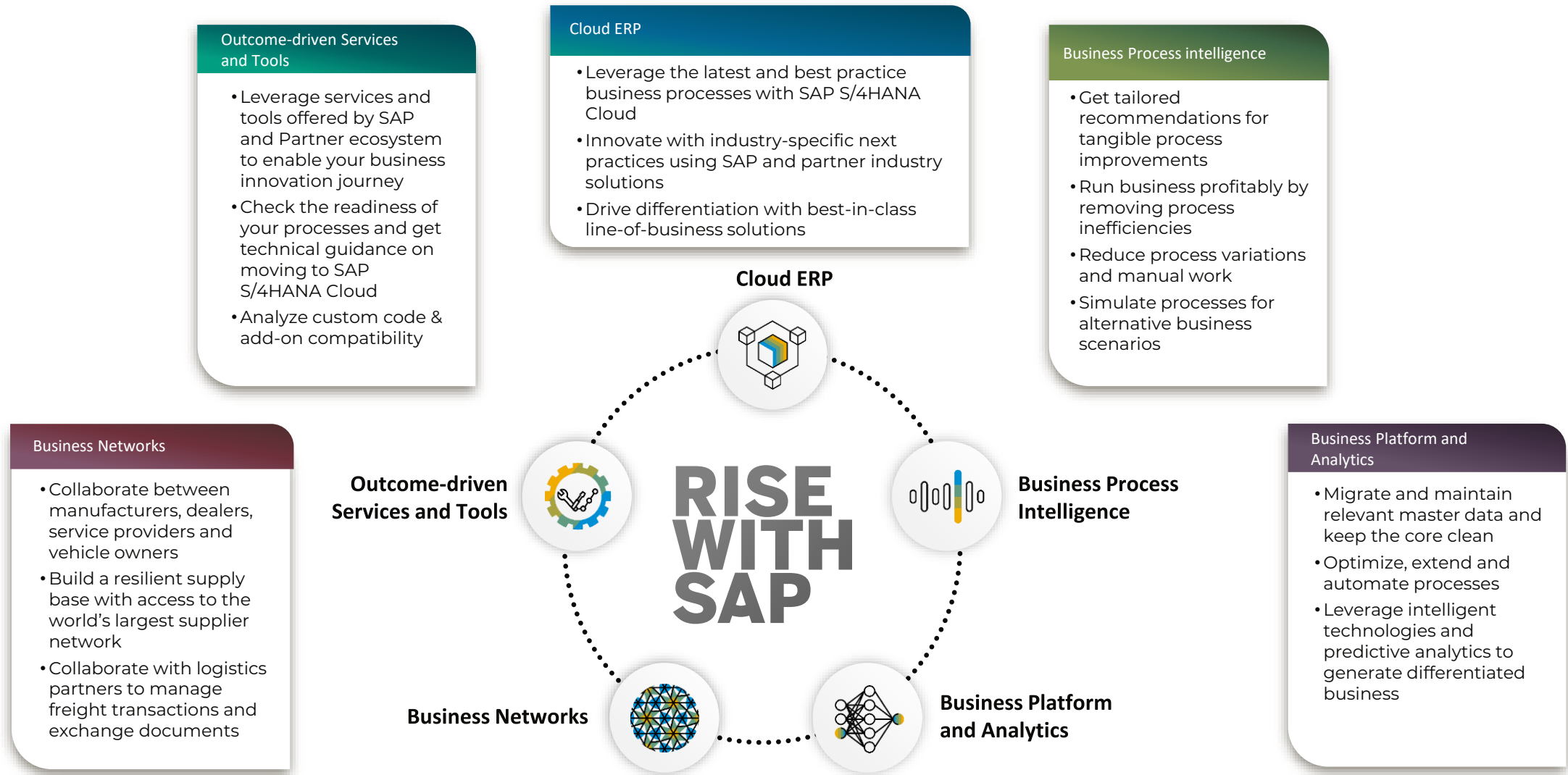
Your ticket into the future of ERP

*RISE with SAP is a comprehensive offering designed to transition your current SAP ECC and SAP S/4HANA on-premise installation to the cloud*

**Cloud Solutions**  
to Future-proof your business



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



# Intelligent Cloud ERP

Drive business growth and foster innovation with a cloud ERP powered by AI

A hand holds a tablet displaying business analytics. The screen shows a bar chart with an upward-trending line graph, a donut chart with segments labeled 14%, 17%, 36%, and 18%, and a line graph at the bottom. The background is dark blue with a subtle mountain silhouette.

## Business

### Accelerate processes and optimize decisions

AI-powered processes and data-driven insights and recommendations to make faster, safer decisions

Three business professionals are in an office setting. A woman with glasses and a denim shirt is leaning forward, looking at a tablet. Two men, one with glasses and one without, are looking at the tablet. The background is a bright office with large windows.

## People

### Multiply productivity and increase efficiency

Transform work through automation and simplified user experiences to drive business outcomes

# Future-Proof Your Business with a Next Generation ERP System

Drive productivity across all lines of business

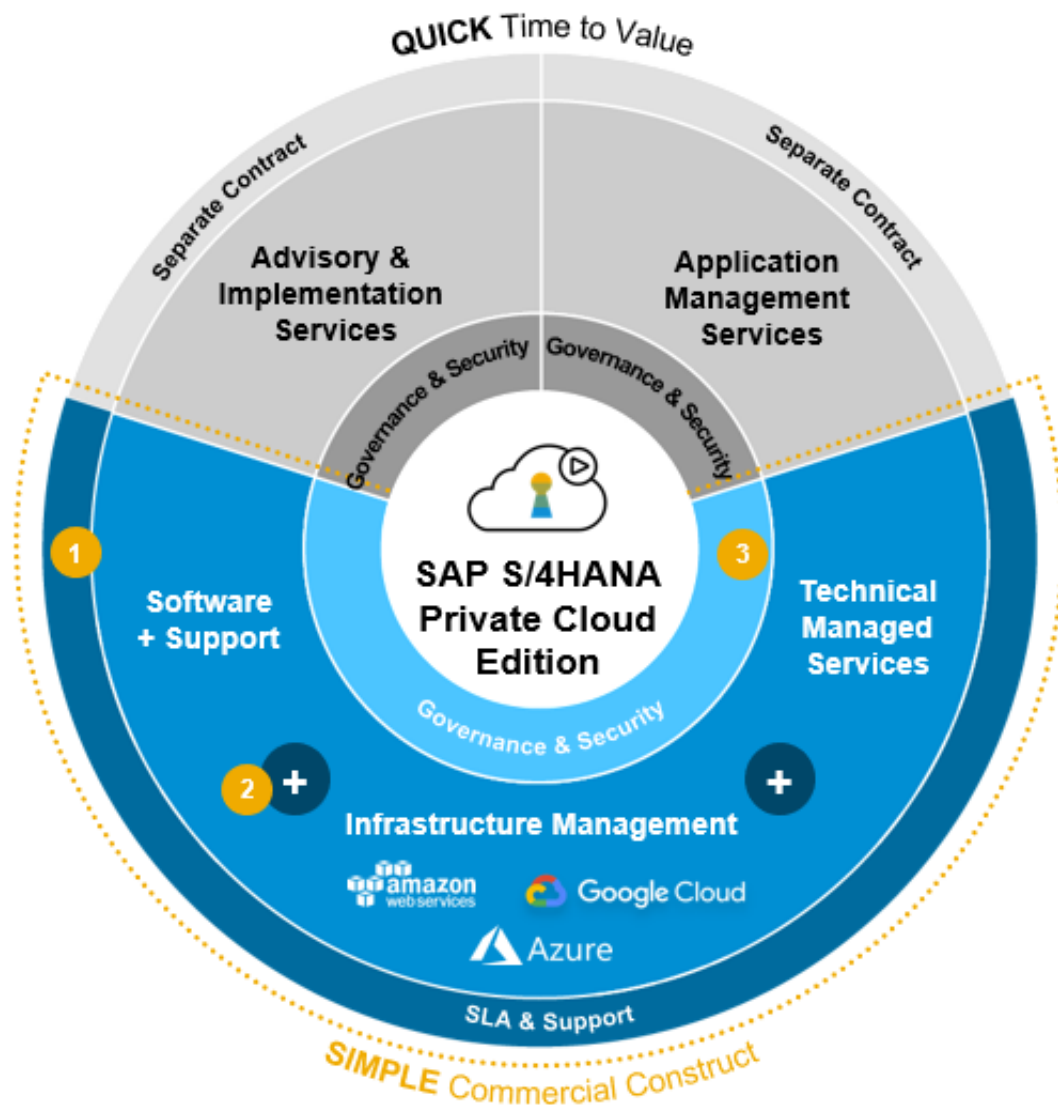


- SAP S/4HANA Cloud Private Edition, is a **cutting-edge cloud-based ERP system** that leverages advanced technologies and covers **all lines of business** with **role-based overview pages** and deep integration for full transparency.

The solution comes with **best practices** for **64 country/region** versions in **39 languages** and incorporates best-in-class processes across **25 industries**.

With SAP S/4HANA Cloud Private Edition, companies can easily **migrate their existing ERP system** to the cloud, protecting their current IT investments.

# 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?

## 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

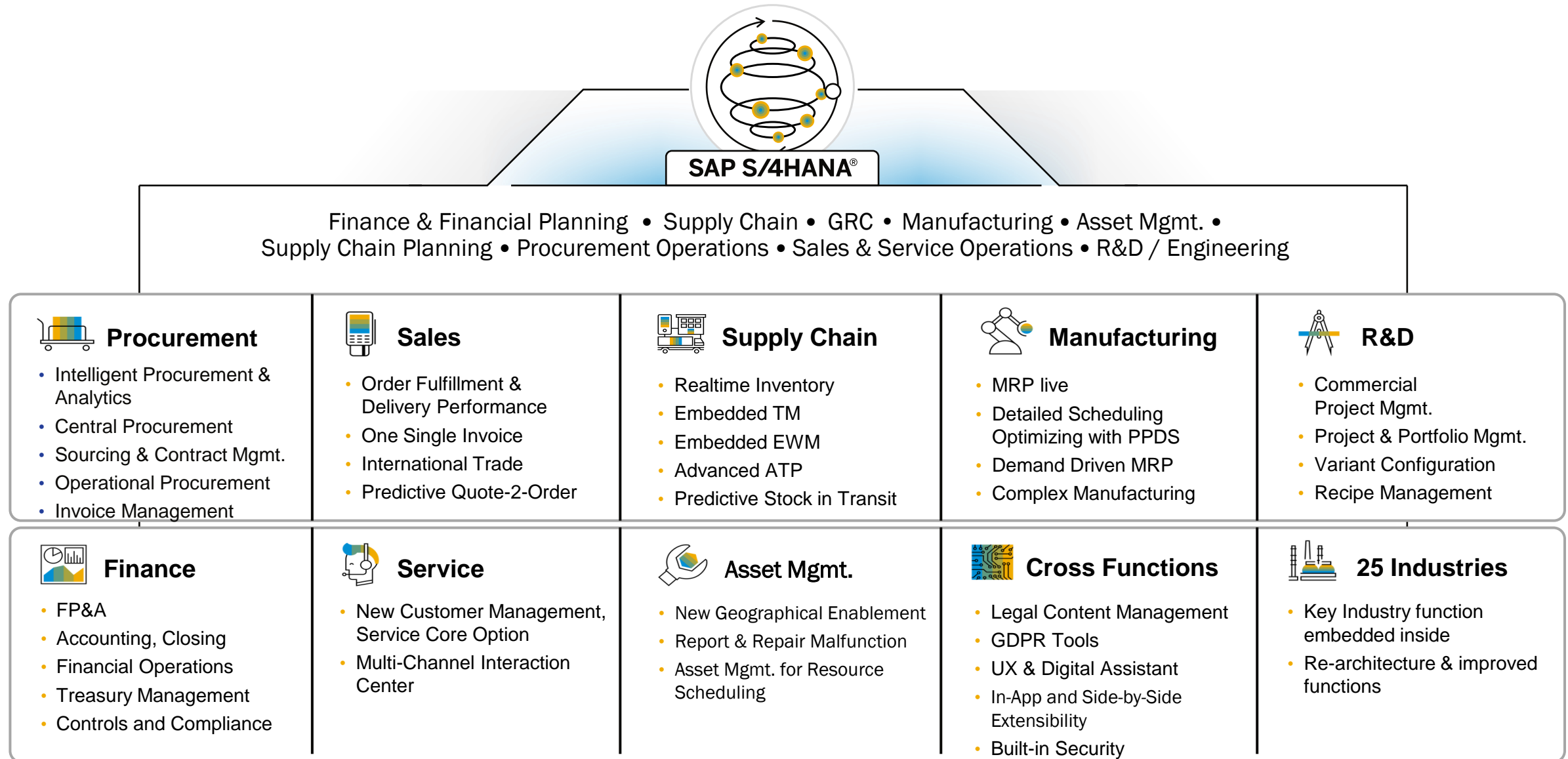
**Application Management Services (AMS)** deliver ongoing application support such as monitoring, performance, quality, and security management:

- 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



# 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
3 <sup>rd</sup> Party Add-ons	Defined list of S/4HANA qualified add-ons allowed*	allowed
Partner Templates	allowed	

- 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

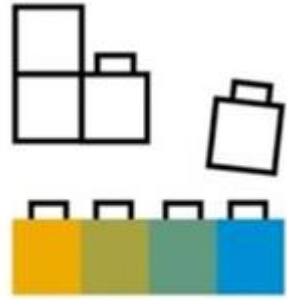
## **Sustainability**

Manage sustainability data across the value chain

## **Agility**

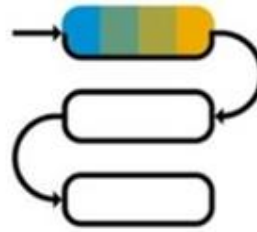
Intuitive, modern development for IT and citizen developers

# BTP Components included in RISE – BTP Build



SAP Build Apps

*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*



SAP Build Process Automation

*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*

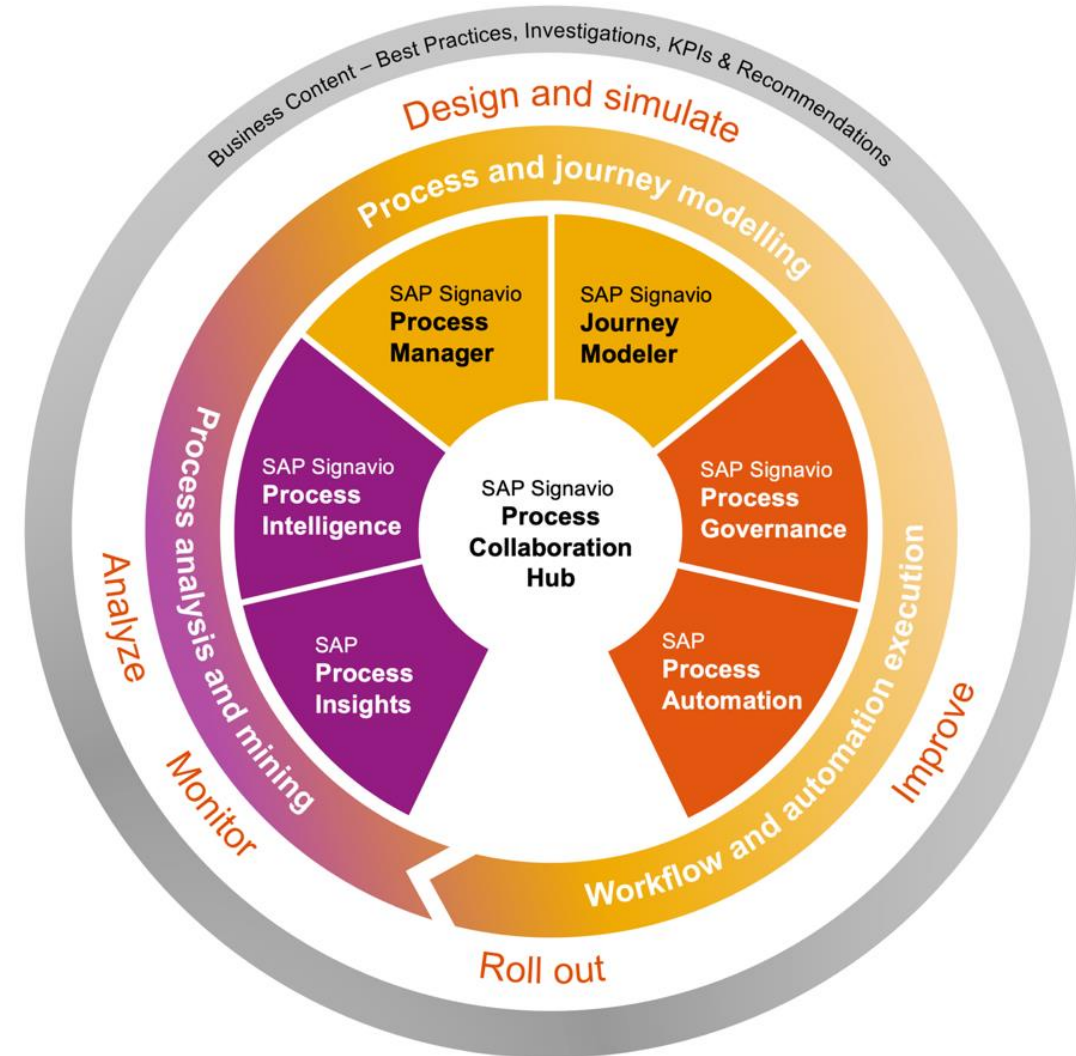


SAP Build Work Zone

*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*

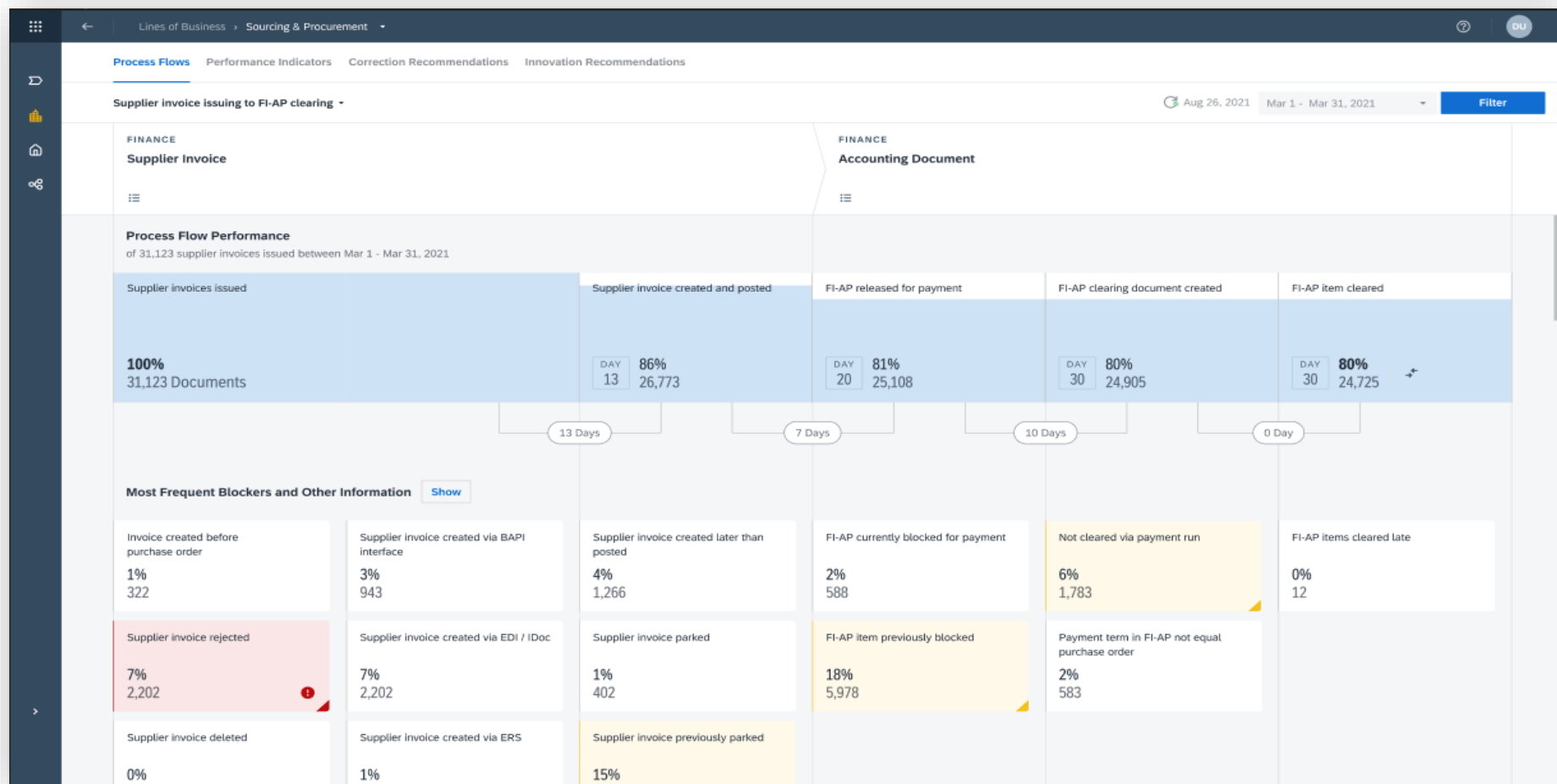
# BPI/Process Transformation Suite Overview

A cloud-based process management platform that gives companies the ability to understand, improve, and transform all their business processes – fast and at scale

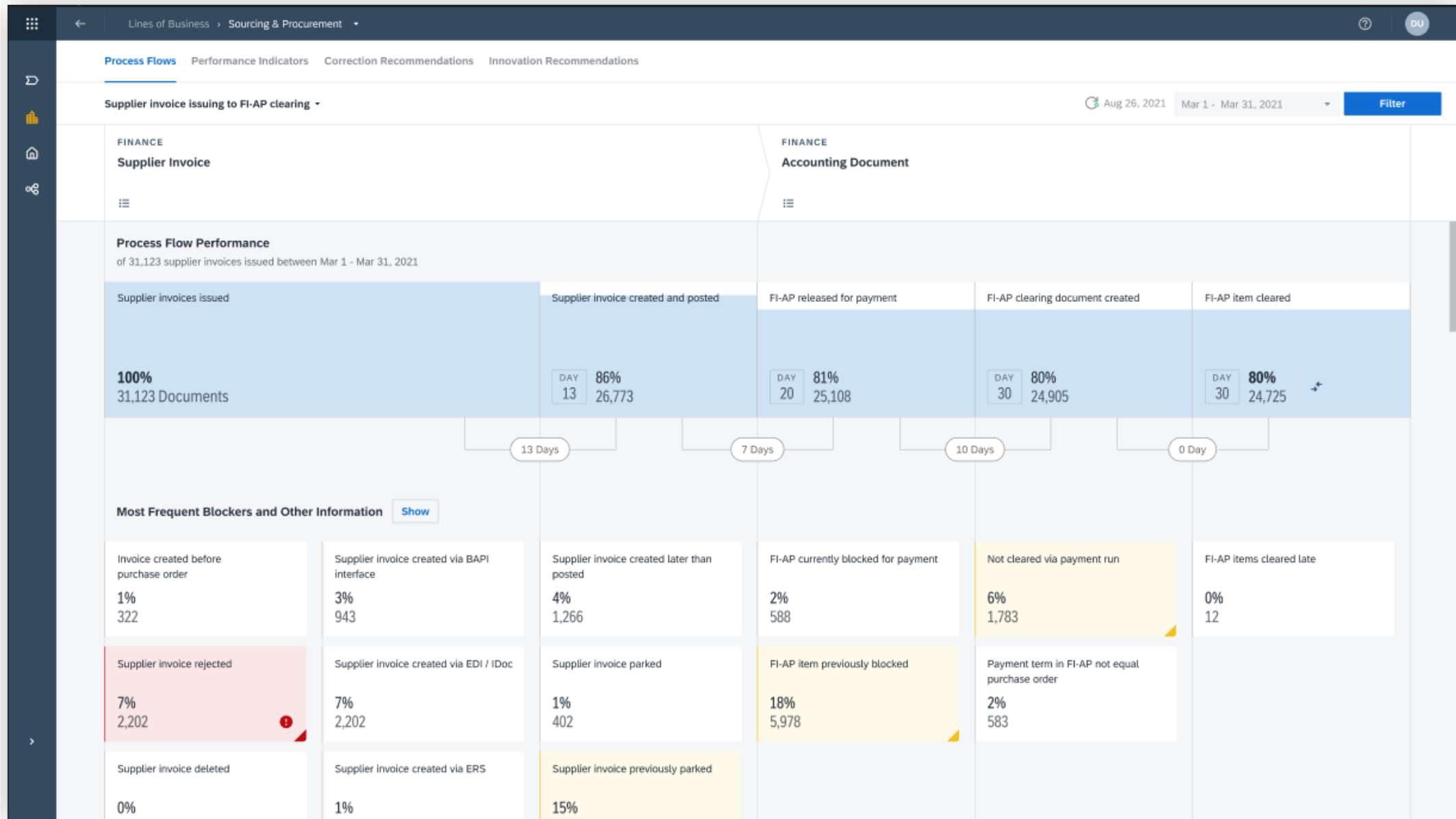


# SAP Process Insights (1)

- 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



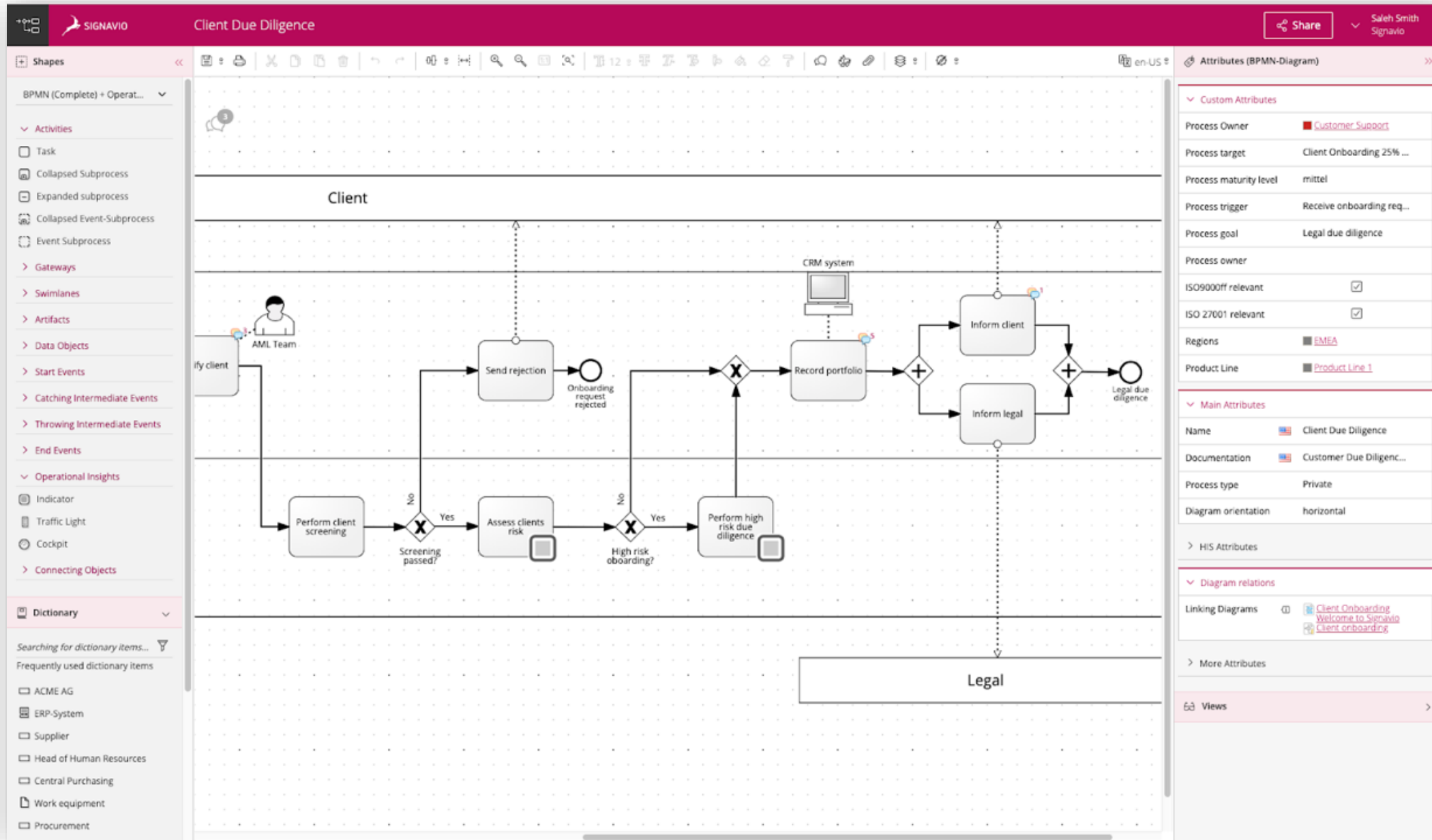
# SAP Process Insights (2)



# SAP 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.



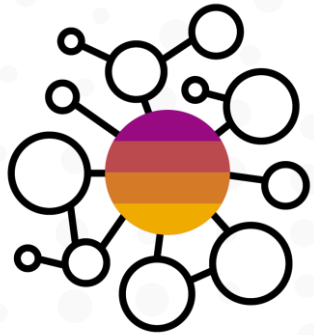
## Transparency

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

# SAP Business Network

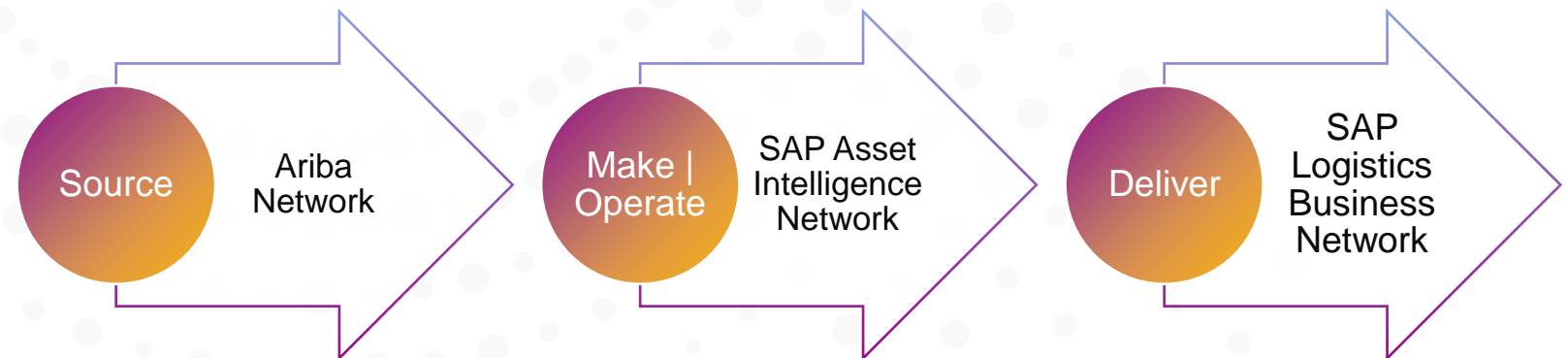


**Connect your enterprise to the world's largest business network:**



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



## 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



Ariba  
Network

Indirect Suppliers

Direct Suppliers

Tier 2  
Suppliers

## 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



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

# 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



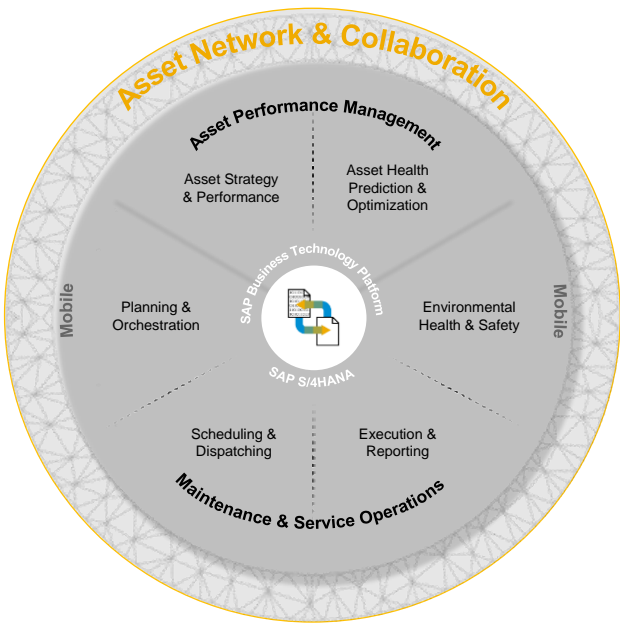
Foundation for **Industry 4.0** for asset connectivity, remote condition monitoring\* and collaborative services between the business partners



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



business network

electronic data handover

asset data integrity

new business model

collaborative asset maintenance

\*in combination with SAP Predictive Asset Insights

# SAP Logistics Network - Capabilities

## Freight collaboration

Manage freight efficiently with standardized collaboration and insights

## Global track and trace

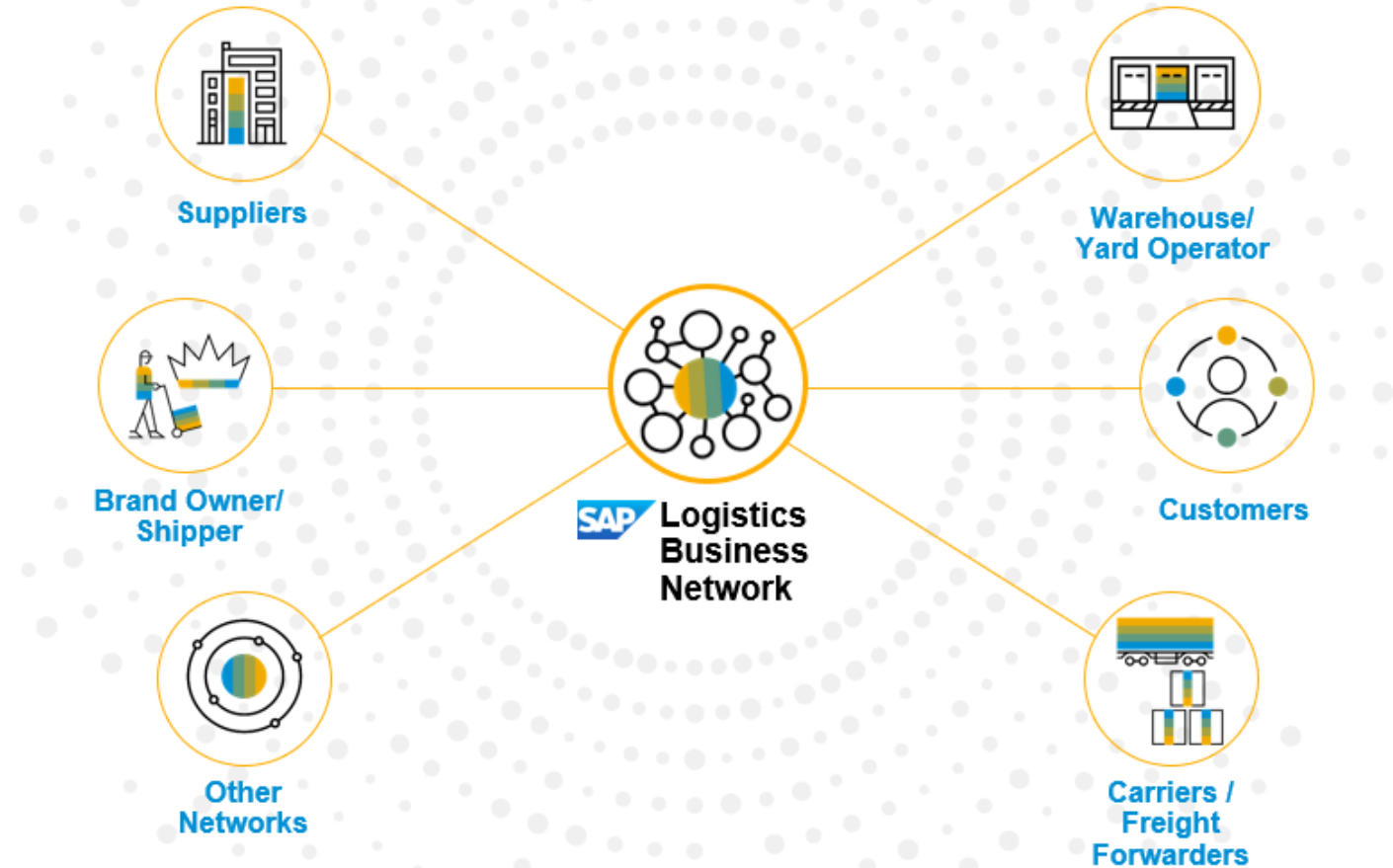
Differentiate through situational awareness and eased decision making

## 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



# Tools & Services: SAP Readiness Check

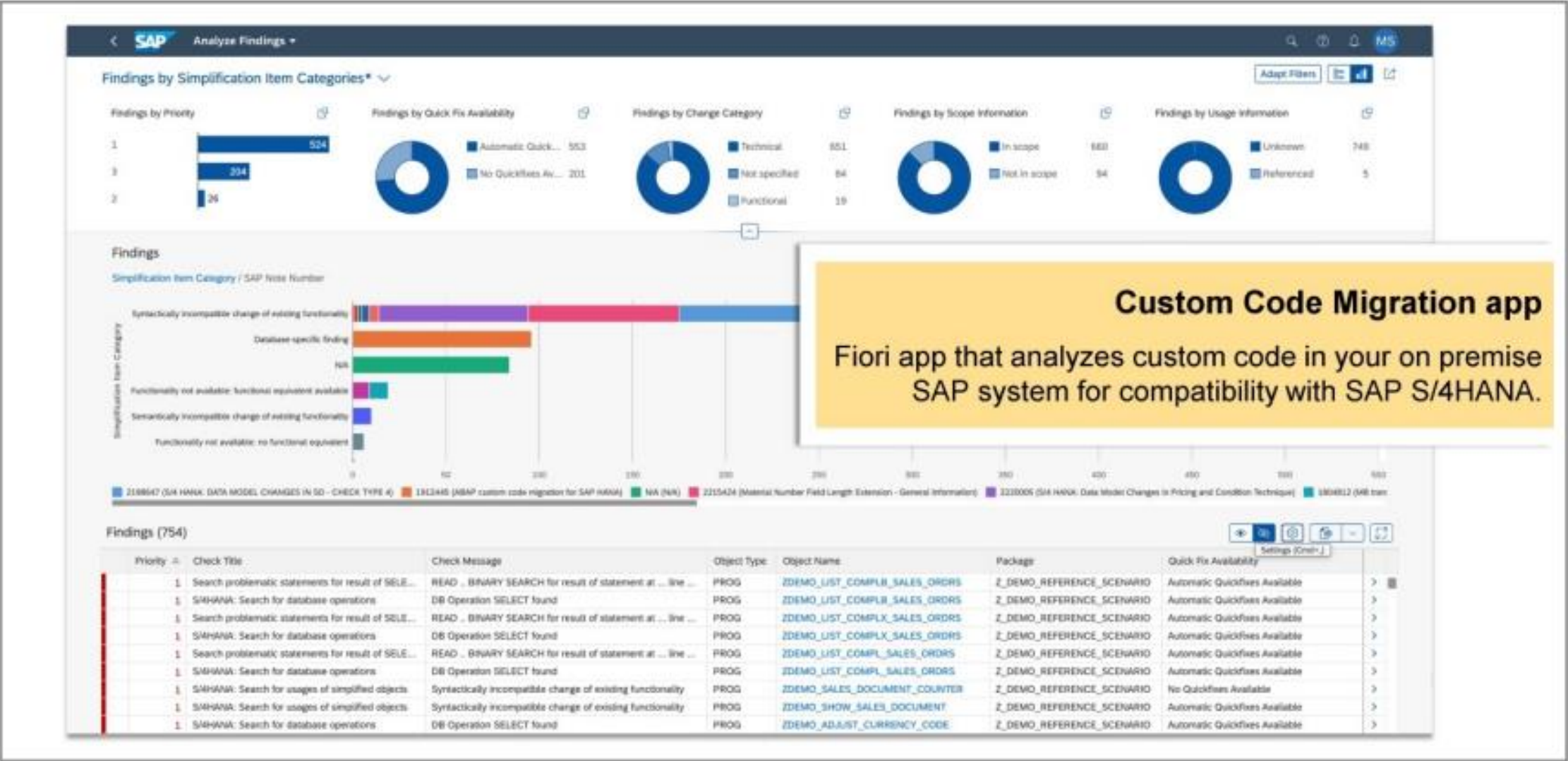
- It is a technical migration tool for customers converting their existing SAP ERP on premise systems to SAP S/4HANA Cloud, private edition
- It uses a customer's actual system data to perform a holistic system analysis and provide technical guidance on how to prepare for the move to SAP S/4HANA Cloud,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

# Tools & Services: Custom Code Migration

- 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



# 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

- 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
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## **Sustainability**

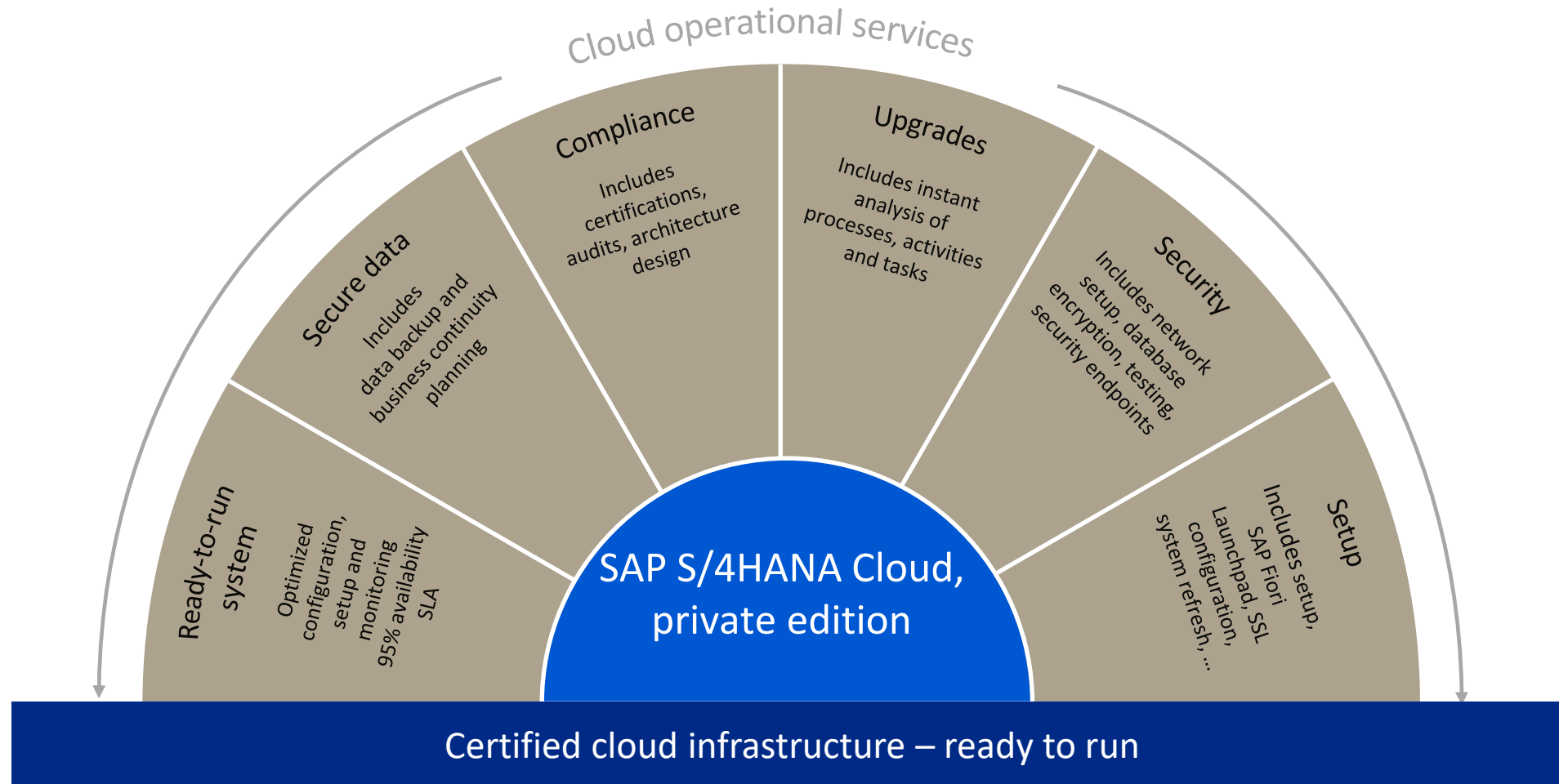
Manage sustainability data across the value chain

## **Agility**

Intuitive, modern development for IT and citizen developers

# Run Your Technology Operations as a Service

Get everything you need from a single trusted partner



In 2022, the global average cost of a data breach reached a **record-breaking \$4.25M<sup>1</sup>** and is expected to increase to **\$5M<sup>2</sup>** in 2023.

**Mitigate the stress of managing your cloud security**, so you can focus on your business.

**1.**  
**Build  
securely**

**2.**  
**Run  
securely**

**3.**  
**Act  
securely**

- **Gain peace of mind** with 24/7 surveillance and security updates<sup>3</sup> to protect your software and data.
- **Improve risk and compliance transparency** and adhere to local and global regulations immediately.
- **Simplify usage** with shared responsibilities and guidance for secure pre-built extensions and add-ons.
- **Optimize spend management** with predictable total cost of ownership.

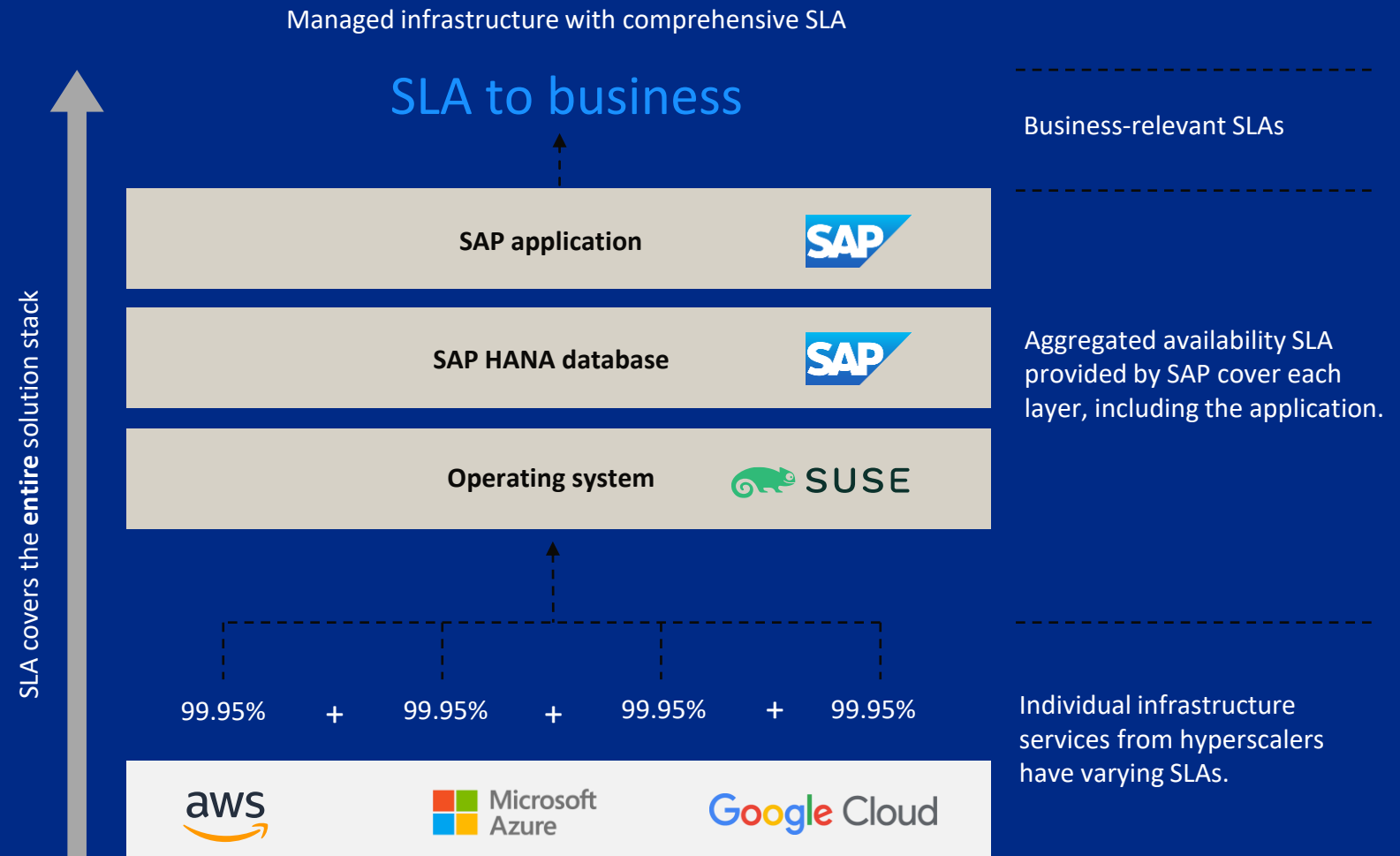
Centralize  
Accountability with  
Aggregated SLAs  
Keep every solution up  
and running – at all times

RISE with SAP S/4HANA  
Cloud Private Edition

production SLA covers the entire  
solution stack.

99.7%

guaranteed uptime



# RISE Migration & Modernization program - overview

Get everything you need from a single trusted partner

## What is included?

### Methodology

Comprehensive set of services and tools to guide customers every step of the way, supported by a skilled partner ecosystem

### Incentives

Migration and adoption acceleration credits to lower the cost and accelerate time to value

### Innovation roadmap

Innovations delivered every six months and the latest enhancements with AI and green ledger

### 1. Discover and prepare

Evaluate your existing infrastructure, applications, and data to assess the feasibility and readiness for cloud migration and create a business case

Learn about your migration

### 2. Explore and plan

Deploy what you need, when you need it. Every company is unique and so are their journey to cloud ERP when using RISE with SAP.

Define your scope and timelines

### 3. Move and deploy

Benefit from the support of a variety of activities, including system conversion and integration, interface configuration, security setup, testing, and training

Implement SAP S/4HANA Cloud Private Edition

### 4. Run and innovate

Unlock the full potential of your ERP by running the latest version, achieving better results with higher-quality data, and operating systems more efficiently.

Update your ERP with a clean core

# RISE Migration & Modernization program - overview

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### Innovation roadmap

Innovations delivered every six months and the latest enhancements with AI and green ledger


Consume innovations at a faster rate, and benefit from

- newest enhancements
- maintaining continuity in your system
- continuously roll-out new AI-use cases
- Implementing green-ledger to become more sustainable
- creating your innovation roll-out plans based on SAP's reliable roadmap

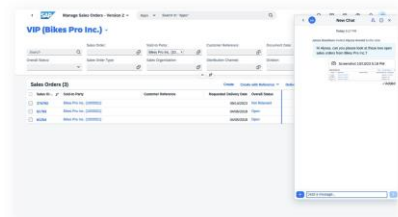
Explore latest and newest innovations [here](#)

### Recent innovations

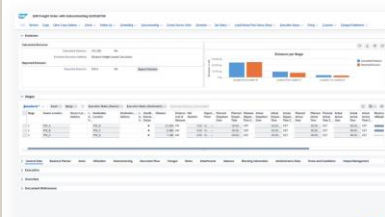
Discover some of the latest innovations for SAP S/4HANA Cloud Private Edition.



**Provide a flexible, modernized user experience**  
Take advantage of the latest theme for the SAP Fiori user experience to drive intuitive usability for casual and power users across the SAP solution portfolio.  
[Watch the demo video](#)



**Share access to critical business information with your coworkers**  
Simplify and amplify collaboration with your internal and external peers with the integration to Microsoft Teams and SAP Collaboration Manager.  
[Explore the collaboration capabilities](#)



**Include service providers when reporting on carbon emissions**  
Complete your carbon records by calculating expected road transport emissions and allowing your transportation service providers to report their greenhouse gas emissions.  
[Learn how to calculate greenhouse gas emissions](#)

# Choose from Thousands of Partners and Resources

Find your perfect match for every need

## Customer-centric ecosystem



```
graph TD; A[Customer-centric ecosystem] --> B[Global reach]; A --> C[Service providers]; A --> D[Software partners]; A --> E[Infrastructure providers];
```



### Global reach

- 100+ datacenters around the world
- Partners operating across all SAP regions
- Support across 26 industries



### Service providers

- 21,000 partners and 250,000 consultants help companies to migrate and achieve their desired business outcomes using RISE with SAP
- Strategy consulting and implementation advisory services



### Software partners

- 1,000+ software partners
- 1,700+ software applications providing additional business benefits



### Infrastructure providers

- Provided 100+M in migration funds supporting RISE with SAP customers and their move to the cloud
- Customer Data Center partners work within strict local/regional governance frameworks

# RISE with SAP S/4HANA Cloud private edition packages

## RISE with SAP S/4HANA Cloud, private edition, **base**

BTP Work Zone

SAP Build Work Zone

oCFO

Group Reporting

No further RISE entitlements | Pricing Tier 1 only | SAP DC only

## RISE with SAP S/4HANA Cloud, private edition, **premium**

Signavio

Process Insights

Process Manager

Collaboration Hub

BTP CPEA

CPEA Credits

BTP Work Zone

SAP Build Work Zone

Build

Process Automation

Build Apps

oCFO

Group Reporting

## RISE with SAP S/4HANA Cloud, private edition, **premium plus**

Signavio

Process Insights

Process Manager

Collaboration Hub

BTP CPEA

CPEA Credits

BTP Work Zone

SAP Build  
Work Zone

Build

Process  
Automation

Build Apps

oCFO

Cash Management

Receivables  
Management

Group Reporting  
Data Collection

SAC Planning

Group Reporting

Procurement Network

Supplier Portal

Sustainability

Sustainability  
Footprint  
Management

Sustainability  
Control Tower

Gen AI

SAP  
Datasphere

## Topic 3

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### Selected RISE success stories



## Continuing to Meet the Needs of Millions of Yemenis for Essential Goods with SAP S/4HANA® Cloud, Private Edition

### Before: Challenges and Opportunities

- Digitalize operations to build business resilience, leveraging new technologies to promote economic growth as well as food and job security in Yemen
- Automate business processes to increase efficiencies and lower costs
- Gain data visibility across the organization and improve reporting

### Why SAP and Phoenix Consulting

- Next-generation suite of integrated digital business processes offered by SAP S/4HANA® Cloud, private edition, facilitating real-time information and business insights to optimize innovation potential
- Ease of integrating its midsize companies, creating a single and unified solution landscape in the cloud
- Flexible and future-ready architecture able to scale as the organization grows
- Improved business flexibility and scalability by adopting the RISE with SAP offering, with SAP Enterprise Support services and the SAP Enterprise Cloud Services team critical to the cloud migration
- Phoenix Consulting's proven experience in implementing advanced ERP and other solutions from SAP

### After: Value-Driven Results

- Digitally transformed operations for 1,500 users in three countries across 24 business entities
- Created a 360-degree view of its business operations with accurate and real-time data and reporting
- Enhanced business efficiency, visibility, and productivity while automating reporting and compliance
- Reduced maintenance and total cost of ownership
- Enabled the reinvestment of its server upgrade and maintenance budget to the business
- Readied the business for the future with scalable and flexible technology that allows agile operations based on data-driven decisions



"By adopting RISE with SAP and SAP S/4HANA Cloud, private edition, we are **securing future resilience**. We can now focus on expanding our core businesses and developing new products and services to meet our customers' essential needs.

Mohamed Khalifa, Chief IT Officer, Hayel Saeed Anam & Co. (HSA Group)

**100%**

Reduction in hardware support, maintenance, and upgrade costs

**10%**

Reduction in total cost of IT ownership expected

**~20%**

Improvement in business processes using real-time data and connected systems

Featured Partner



## Redefining Digital Transformation in Poland with One ERP Thanks to **RISE with SAP S/4HANA® Cloud**

### Before: Challenges and Opportunities

- Outdated on-premise ERP system no longer supports processes and inhibits further innovation
- Fragmented satellite systems require significant data reconciliation time and maintenance costs
- Need for agile ERP to securely deliver information to anyone, anywhere for informed, timely decisions
- Desire for a single solution that meets business harmonization and standardization requirements while supporting full range of cloud-enabled digital transformation and collaboration projects

### Why SAP

- RISE with SAP S/4HANA® Cloud provides a consistent, repeatable transition road map to SAP S/4HANA Cloud for all levels of the company
- Transformation-as-a-service approach complements Veolia's vision to connect and manage business entities and their innovation efforts holistically
- Real-time process integration and data sharing accelerates Veolia's "Secure Any Time, Any Where, Any Device" initiative to empower employees worldwide with mobile collaboration tools
- Expertise from SAP Service and Support, based on SAP Activate and SAP Advanced Deployment service to orchestrate involved partners and align different project streams

### After: Value-Driven Results

- IT and finance resources freed up due to a simplified IT landscape that needs less maintenance
- Light, scalable, and secure cloud infrastructure supporting employee hybrid work and mobile devices
- Paperless operations, including digitalization of internal control and compliance processes
- Finance flexibility that enables rapid incorporation of legal and accounting changes



"The Veolia Group in Poland – with support of RISE with SAP S/4HANA Cloud – exemplifies how to **redesign processes holistically and effectively** and is leading the way for the entire industry."

Luiz Hanania, Deputy CEO and Financial Director, Veolia Group Poland

**50%**

Reduction in data footprint

**17**

Business units across industries on SAP S/4HANA Cloud

# Fenhong Machinery Manufacturing Group

## Unifying ERP Operations and Preparing for the Future with RISE with SAP S/4HANA® Cloud, Private Edition



### Before: Challenges and Opportunities

- Local ERP systems with disparate data between factories and joint ventures
- Lack of support for future growth
- Inefficient business processes

### Why SAP

- RISE with SAP S/4HANA® Cloud, private edition, a variant of the RISE with SAP offering that includes bundled capabilities and services anchored by SAP S/4HANA Cloud in a comprehensive package to enable business transformation
- Support for a holistic digital transformation to integrate the company's business processes, provide for scalability of business operations, and ready it for an initial public offering
- Services including SAP® Enterprise Cloud Services and the continuous quality check for private cloud go-live, as well as use of the SAP Best Practices package for Automotive

### After: Value-Driven Results

- Modern IT solution with integrated data across all aspects of the business
- Synchronization of the company's factories and joint ventures onto a unified ERP system
- Standardized, efficient business processes that support the company's growth
- Improved organizational and management capabilities

"The RISE with SAP offering enabled a smooth implementation of SAP S/4HANA Cloud. It was **the right choice for our digital transformation** as it is helping us integrate our business, modernize our operations, and standardize our ERP processes."

Min Xu, Project Manager, Fenhong Machinery Manufacturing Group Co. Ltd.

**6-month**

Implementation of a new information technology platform that integrated the company's ERP systems

**20%**

Reduction in project cost

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

### 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



**Federal Mogul Powertrain  
Otomotiv A.Ş.**  
Izmit, Turkey  
[www.federalmogul.com.tr](https://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



## Welcoming an Enhanced Cloud Infrastructure and Advanced Analytics with the **RISE with SAP Solution**

### Before: Challenges and Opportunities

- Increase technical agility by moving to a hyperscaler infrastructure, and transform the analytics platform
- Improve the contractual flexibility of SAP® solutions by replacing long-term subscriptions with user-number-based (full-use equivalent, or FUE) contracts

### Why SAP

- RISE with SAP solution to enable the company to replace SAP HANA® Enterprise Cloud with SAP ERP, private cloud edition and take advantage of support services for the move to cloud ERP
- SAP BW/4HANA® solution, the business consolidation add-on for SAP BW/4HANA, and the version of the SAP Business Planning and Consolidation (SAP BPC) application for SAP BW/4HANA to manage data from SAP applications, and the SAP Readiness Check tool for SAP BW/4HANA to scope out needed work during the migration from the SAP Business Warehouse (SAP BW) application
- SAP Services and Support, enabling the technical conversion from SAP BW to SAP BW/4HANA; “lift and shift” of the SAP ERP and SAP Customer Relationship Management applications; and integration with SAP SuccessFactors® solutions and other solutions running on SAP Business Technology Platform

### After: Value-Driven Results

- Accessed a simpler support model and periodic updates
- Improved IT architecture resilience and application security and enabled future-proof, flexible pricing, allowing the company to achieve hyperscaler economics and automate technical operations
- Used its analytics platform transformation as a stepping stone to create a hybrid data-warehouse landscape between SAP BW/4HANA and the SAP Data Warehouse Cloud solution
- Provided an intuitive user interface with new capabilities, access to new innovations, increased processing speed, simplified data modeling, and optimized tasks for source-system connectivity in data warehousing



“We have a **strong and long-standing relationship with SAP** that has resulted in successful, even award-winning, solution deployments. It was a no-brainer that we would work with the services team for SAP Services and Support on this innovative project. They made this complicated project look easy.”

Toni Deya, IT Director, Prodigios Interactivos S.A.

**4 months**

To move the entire SAP landscape to cloud ERP, and 10 months for the analytics platform transformation

**Lower**

Total cost of ownership due to solution scalability and growth opportunities

## Topic 4

---

# GROW with SAP: A deep dive



But first.....



has just turned 1



# What, why GROW?



Let us hear about it!



# GROW WITH SAP

Adopt cloud ERP,  
quickly and confidently

## What are you facing?

**A lack of agility  
to adapt**

**Inefficient,  
disconnected processes**

**Lack of transparency  
+ automation**

**Concerns with  
digital security**

**Having outgrown  
your current systems**

## With SAP, you can...

Quickly deploy new business models,  
adjust organizations,  
and expand globally

Align and automate business  
processes based on  
proven industry best practices

Understand the most critical issues,  
understand impact,  
and automate resolution

Get peace of mind with continuous  
security  
and compliance updates

Adopt a ready-to-run ERP that will  
grow with you



# GROW WITH SAP

Adopt cloud ERP,  
quickly and confidently

**GROW with SAP** is the flagship SaaS ERP packaged for you to adopt

With **GROW with SAP** you can...

## **Simplify everyday work**

with a collaborative  
user experience and AI-  
enabled process  
automation

## **Grow your business**

with end-to-end  
processes delivered  
out-of-the-box that  
enable your growth

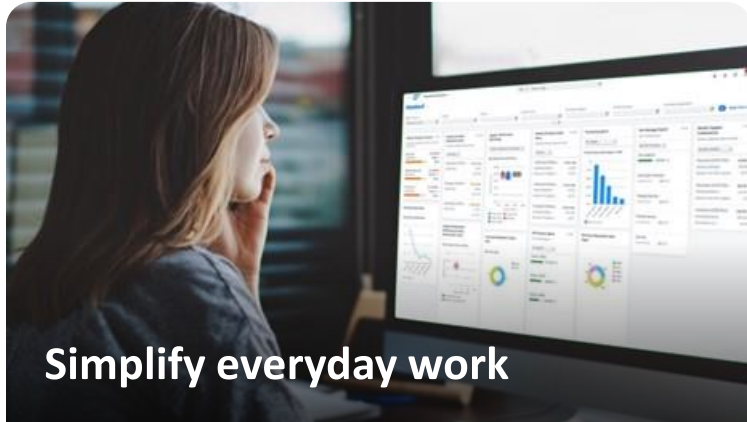
## **Secure your success**

with go-live tools  
and services and  
always-on updates of  
the most up-to-date  
innovations

## **Get started today**

- Take a [product tour](#) on SAP.com
- Give it a try with free access to a [trial system](#)
- Request an [expert-led demonstration](#)
- Ask us for a follow-up discussion focused on your industry requirements and business needs

# Simplify, grow, & secure



Optimized user experience

Embedded collaboration

Automation with AI



Full-featured ERP

New business models

Global expansion

Organizational agility



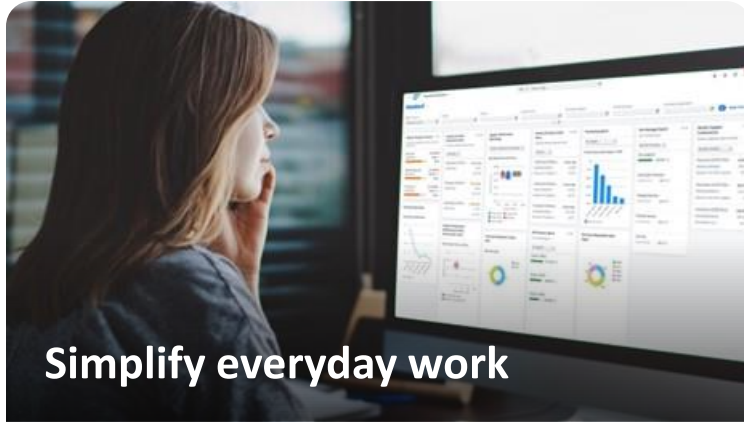
Cloud native best practices

Accelerated go live

Extend and integrate

Run with confidence

# Simplify everyday work



**Optimized user experience**

**Embedded collaboration**

**Automation with AI**



Full-featured ERP

New business models

Global expansion

Organizational agility



Cloud native best practices

Accelerated go live

Extend and integrate

Run with confidence

# Simplify everyday work

with an intuitive, personalized, intelligent,  
and collaborative user experience

## SAP User Experience in SAP S/4HANA Cloud Public Edition

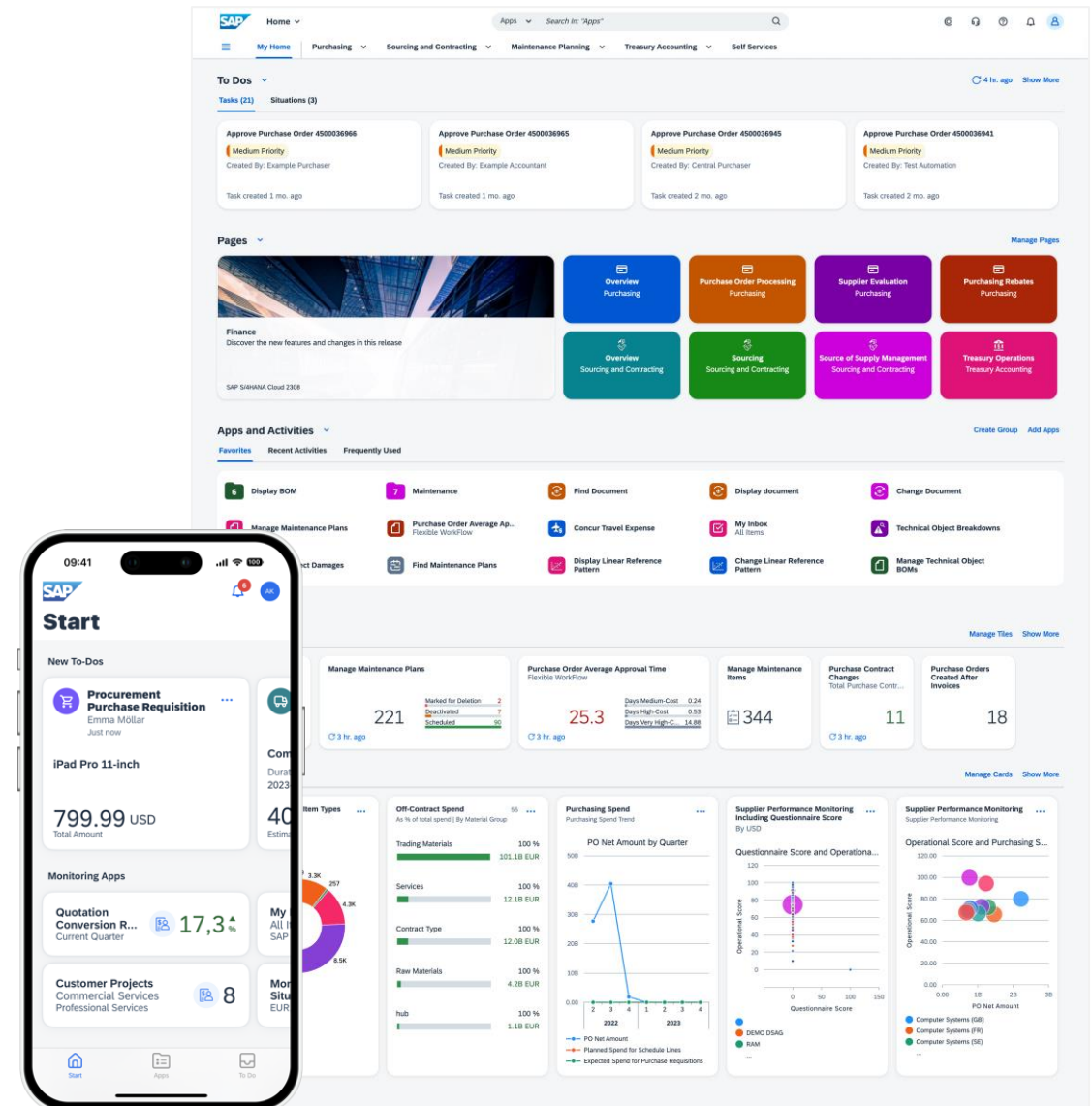
Intuitive

Collaborative

Personalized

Mobile

Intelligent



# Simplify everyday work

with an intelligent, collaborative, and automated user experience

**Collaborative ERP** | Collaborate seamlessly from  
SAP S/4HANA Cloud Public Edition

## “Share as Chat”

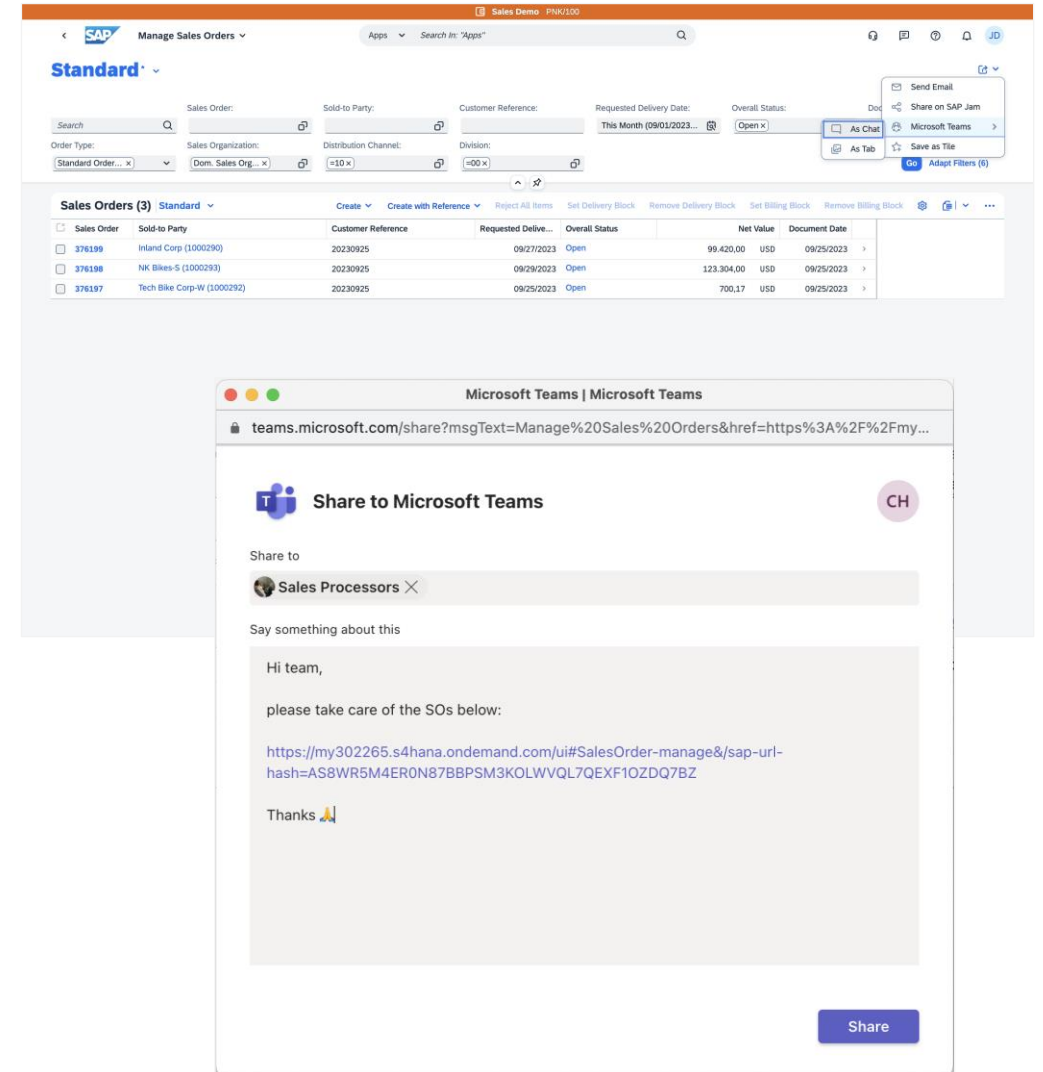
Sharing real-time ERP data into a Teams chat, including all filter values, with all users having authorization

## “Share as Tab”

Sharing real-time ERP data into Tabs of Microsoft Teams channels, groups, and chats

## “Share as Card” (planned February 2024)

Builds on ‘Share as Chat and allows recipient directly edit data in SAP S/4HANA Cloud Public Edition from the Collaborative Stage View within Microsoft Teams



# Our business AI is embedded across the portfolio

Relevant

Reliable

Responsible

**Joule**

A copilot that truly understands your business

## Embedded AI capabilities

Cloud ERP

Supply chain  
managementHuman capital  
managementSpend management  
and business networkCustomer relationship  
managementBusiness Technology  
Platform

## AI Foundation

on Business Technology Platform

## AI ecosystem partnerships and investments



ANTHROPIC



cohere

databricks

DataRobot

Google Cloud



Microsoft

# Joule

Reduce average search time across applications by up to 80% with an AI copilot that helps you work faster

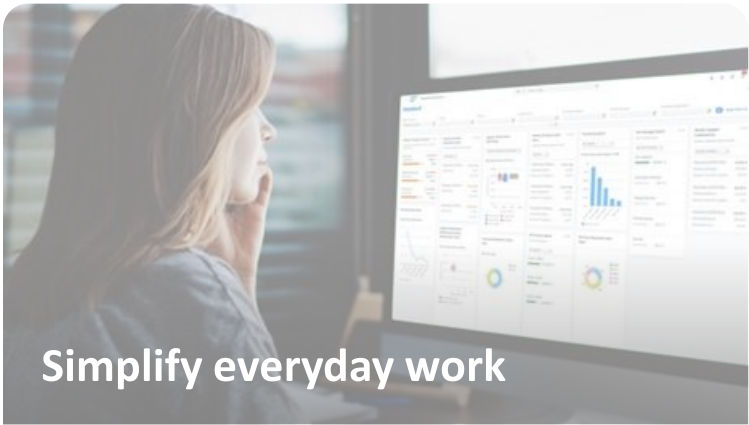
Benefit from smarter insights and quick answers on demand

Achieve better outcomes when creating content, code, and more

Maintain full control over decision-making and your data privacy

The screenshot displays the SAP Joule user interface. At the top, there's a navigation bar with the SAP logo, a 'Home' dropdown, a search bar labeled 'Search or ask the Digital Assistant', and user profile icons. Below the navigation bar is a large banner image of three people in an office setting, with the text 'Fri, Sep 22 Hello, Philipp!'. The main content area is divided into two sections: 'To Dos' and 'Insights'. The 'To Dos' section contains four task cards: 'Procurement Purchase Requisition' (Kevin Hudemann, 1 week ago, 2,450.00 EUR), 'Expense Report Approval' (Stephan Aßmus, 1 week ago, 843.37 EUR), 'Time Off Requests' (Carmen Rannfeld, 1 week ago, 3 days), and another 'Time Off Requests' card (Carmen Rannfeld, 1 week ago, 1 day). Each card has 'Approve' and 'Deny' or 'Decline' buttons. The 'Insights' section shows two data cards: 'Incoming Sales Orders' (By Month | EUR, 289.1 K, Target 266.1K, Deviation 8.6%, 4 Months) and 'Open Purchase Orders' (4 of 35, 2 months ago, 2.5K EUR). A 'View More' link and 'SAP Task Center' icon are also visible.

# Grow your business



Optimized user experience

Embedded collaboration

Automation with AI



**Full-featured ERP**

**New business models**

**Global expansion**

**Organizational agility**



Cloud native best practices

Accelerated go live

Extend and integrate

Run with confidence

# Grow your business

with a complete, modular SaaS ERP solution to see, respond, and automate your business

**50+ years**

of SAP ERP and industry experience packaged in a ready-to-run SaaS ERP



Finance



Sales



Procurement



Services



Manufacturing



Supply  
chain



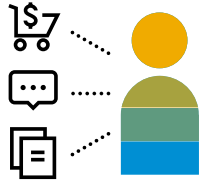
Business  
Platform

**Core ERP  
scope**

**Service-centric  
scope**

**Product-centric  
scope**

Business platform  
for extension +  
integration



## Run on the industry standard

to deliver results right away and quickly tackle your top business priorities.

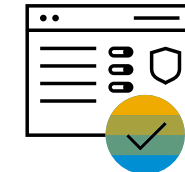
- 
- Simple UX + integrated collaboration
  - Preconfigured best-in-class business processes
  - Rapid rollout with proven methodology and tools
  - Complete cloud ERP that grows with your business



## Accelerate business growth

by driving top line growth and achieving bottom line efficiencies

- 
- Unlock revenue with built-in business model innovation
  - Streamline acquisitions and reorganizations
  - Boost efficiency with end-to-end business processes aligned with industry best practices
  - Realize insights, speed, and efficiencies with intelligent ERP technologies



## Keep innovation moving

by always getting the latest innovations and building your own breakthroughs

- 
- Stay current with a full SaaS ERP that is always up-to-date
  - Continuously upgraded without disruption
  - Differentiate by developing unique capabilities
  - Automate and optimize with AI-driven bots and no-code development tools

# S/4HANA Cloud public edition - key benefits & values



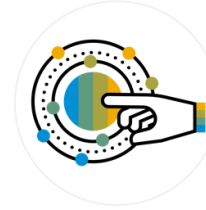
## Business Benefits

- **S/4HANA scope incl. LOB and industry processes**, supporting 20 industries\*
- Cloud enabled **Partner Add-Ons**
- **53 Country/Region versions** in 32 languages
- **Pre-configured integration** to other cloud solutions



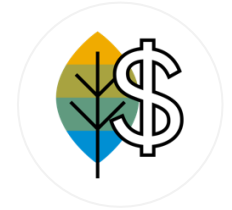
## Strategic Benefits

- **Lowest TCI**
  - Fit to standard
  - Complete delivery of pre-activated business innovation scope
- **Scalable** platform
- **Lowest TCO**
- Fastest onboarding
- **Fastest time to innovation**
  - Monthly feature delivery and bi-yearly major upgrades



## Innovation Benefits

- **Highest degree of automatization** via Machine Learning and Robotic Process Automation
- **Flexibility and Extensibility**
  - Access to On Stack S/4HANA **Extensibility Framework**
  - Side-by-side and **In-App** extensions
  - Code enhancements **via ABAP Environment\***



## Operational Benefits

- **Lowest TCO**
- **Native cloud infrastructure and cloud enablement** (e.g. authorizations & access management, output management)
- **Technical operations, upgrades, system maintenance, ...etc.** done by SAP

# Grow your business

with a complete, modular SaaS ERP solution to see, respond, and automate your business

**Core ERP** | Comprehensive core ERP for all industries

## Procure to pay

### Buy and receive

- Demand planning
- Sourcing and procurement
- Good receipts and inventory management

### Invoice and pay

- Process incoming invoices + accounts payable
- Manage payments
- Manage working capital

## Order to cash

### Order and fulfill

- Sales order processing
- Deliver goods and post costs
- Deliver services

### Bill and collect

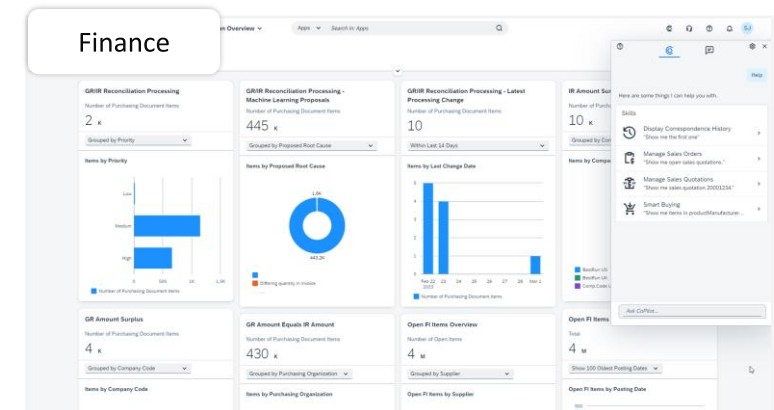
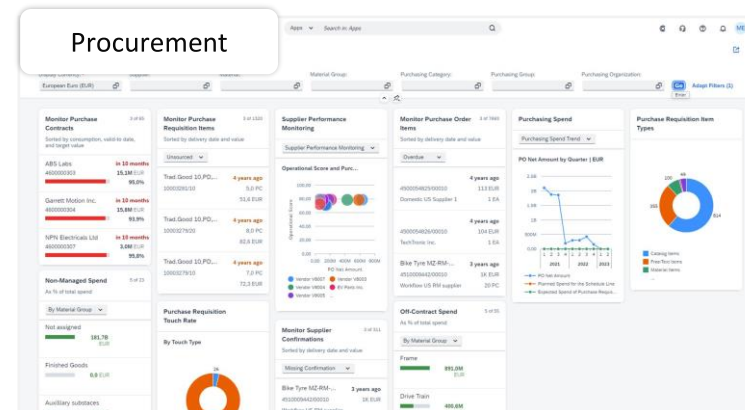
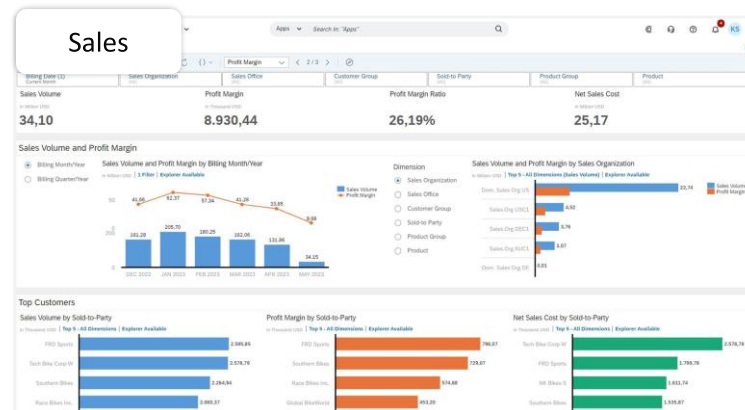
- Collect billing
- Execute invoicing and post revenue
- Collect payments

## Record to report

### Record to report + FP&A

- Financial accounting + close
- Management reporting
- Plans, budgets + forecasts
- Sustainability reporting

## Core ERP scope



# Grow your business

with a complete, modular SaaS ERP solution to see, respond, and automate your business

**Product-centric** | Streamlining manufacturing

Idea to market

Procure to pay

Plan to fulfill

Order to cash

Record to report

## Plan

- Handover to manufacturing
- Run demand forecasting and MRP
- Procure components
- Create and capture design

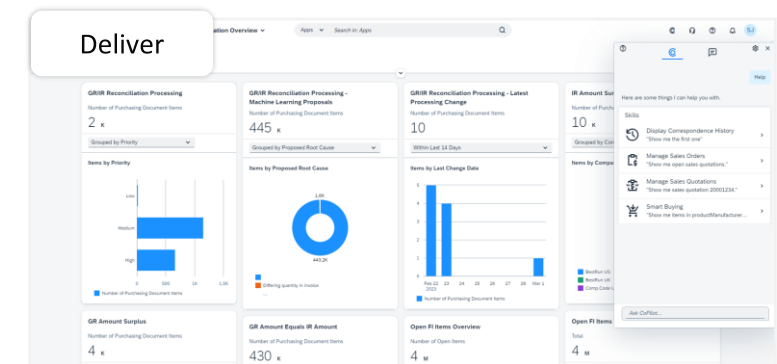
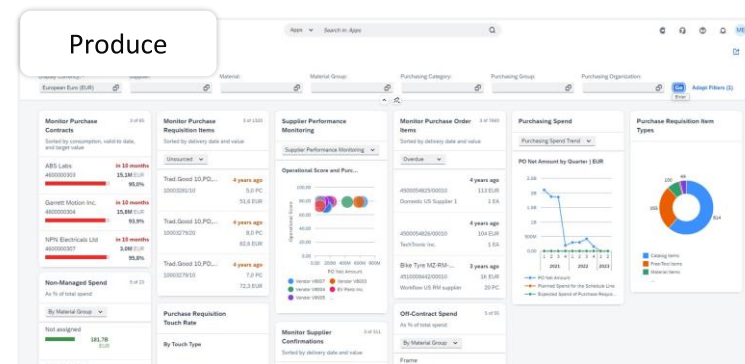
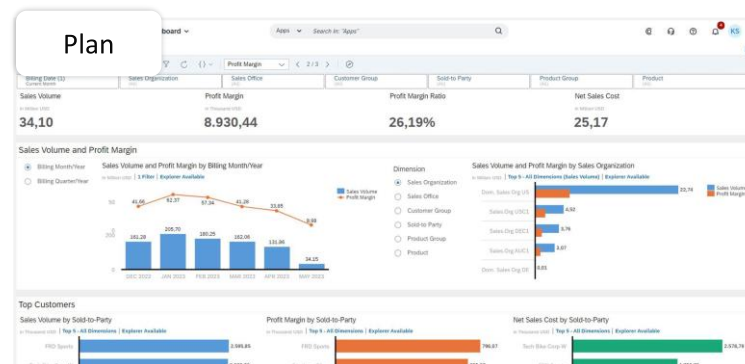
## Produce

- Schedule production
- Run production of subassemblies
- Pick components and run final assembly
- Receive finished products into warehouse

## Deliver

- Create quotation and receive order
- Engineered products + systems/ETO
- Plan transport, run and track outbound delivery
- Monitor warranty and react to claims

**Product-centric scope** | Sales, procurement, finance, manufacturing, and supply chain



# Grow your business

with a complete, modular SaaS ERP solution to see, respond, and automate your business

**Service-centric** | Driving service innovation

## Procure to pay

## Order to cash

## Record to report

### Sell and plan

- Bid estimates and pricing
- Quotes and subscriptions
- Solution and contracts

### Setup and Staff

- Project setup
- Search for qualified resources
- Assign resources
- Report utilization

### Deliver

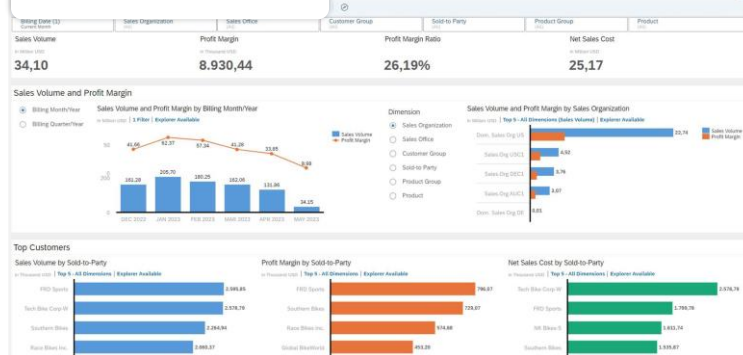
- Time, travel, and expense recording
- Services procurement
- Revenue recognition
- Manage WIP and margins

### Bill and manage

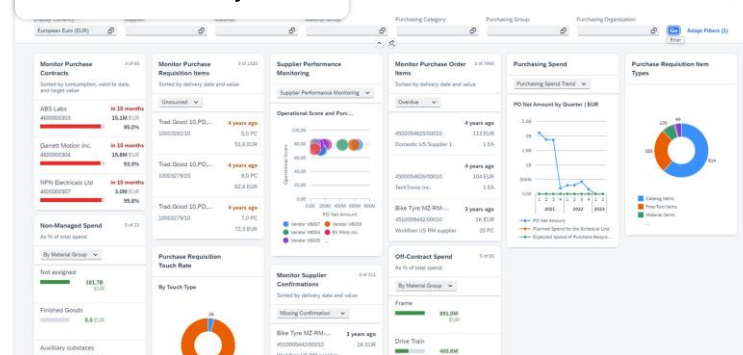
- Project billing
- Accounts receivable
- Credit and collections
- Project analytics

**Service-centric scope** | Sales, procurement, finance, and services

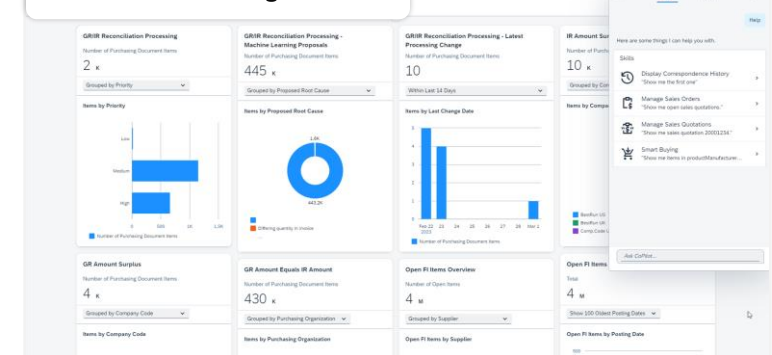
### Solution Business



### Customer Projects



### Resource Management

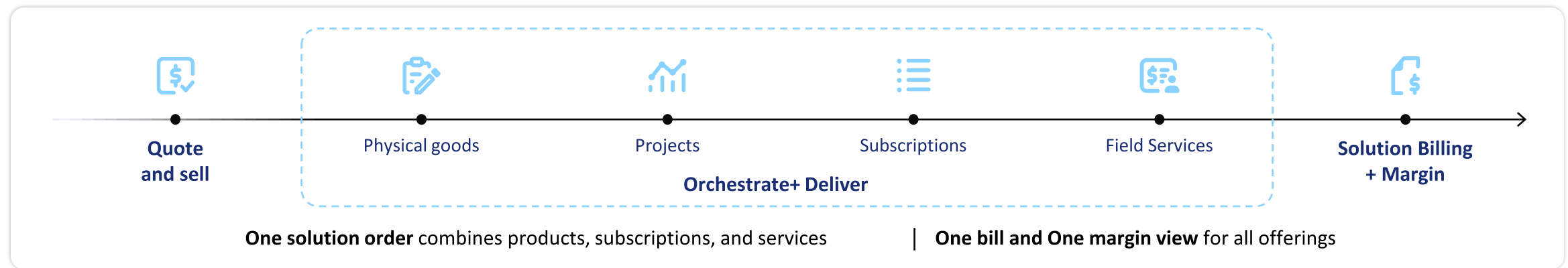


# Grow your business

## by enabling new revenue streams and bundled solution offerings

Increase reach and revenue by bringing new product, service, or subscription models to market

### Grow with new product and service business models | Sell anything-as-a-service (XaaS)



- Add products, services, and subscriptions around your existing core offerings to generate new revenue streams
- Combine separate product and services fulfillment into bundled solution offerings for consistency and to optimize mix and margin
- Shift from product-centric or service-centric to outcome-based business models

# Grow your business

with compliant expansion into new regions with the widest and deepest localization coverage of any SaaS ERP

**Go global with confidence** with globally-ready localizations

- **Deep:** Country-level localizations integrated end-to-end at a deep functional level
- **Compliant:** Up-to-date regulatory compliance for tax, statutory reporting, and business-to-government interactions
- **Everywhere:** Geographic coverage for 59 countries/regions in 33 languages. Expand further with localization-as-a-self-service tools

**59**

local versions delivered by SAP

**33**

Languages supported

**Any**

other country/region rollout with localization as a self-service for SAP S/4HANA Cloud Public Edition <sup>(1)</sup>

Includes content for:

Accounting

Tax

Payments

Invoicing

Reporting

<sup>1</sup> Current S/4HANA Cloud customers using SAP Central Business Configuration (CBC) with 3-system landscape environment can participate in [Customer Local Version early adoption program](#).. Belarus, Venezuela, [embargo countries](#) and SAP delivered/planned Local Versions are excluded.

# Grow your business

by streamlining Acquisitions, Divestitures and Reorganizations



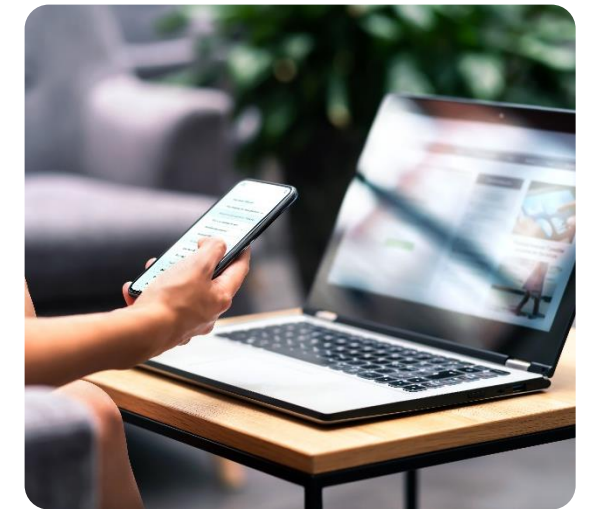
Quickly integrate  
new acquisitions



Spin off divestitures with  
operational excellence

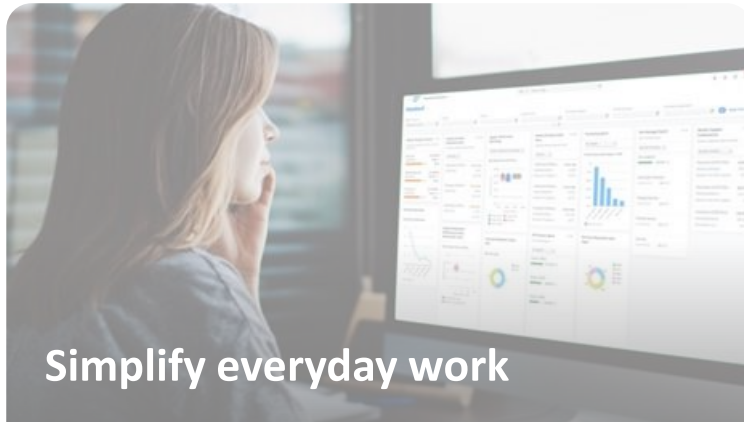


Reorganize without  
missing a beat



Flexible hybrid/  
two-tier scenarios

# Secure your success



**Simplify everyday work**

Optimized user experience

Embedded collaboration

Automation with AI



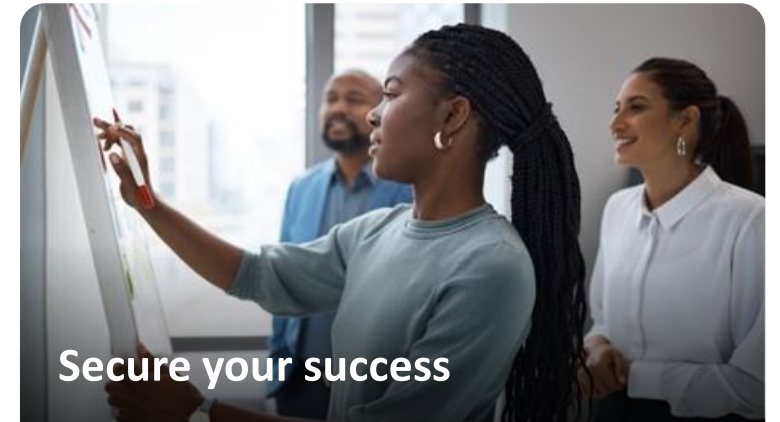
**Grow your business**

Full-featured ERP

New business models

Global expansion

Organizational agility



**Secure your success**

**Cloud native best practices**

**Accelerated go live**

**Extend and integrate**

**Run with confidence**

# Secure your success

with SaaS-based tools and methodologies from first exploration through adoption and use

## Best practice scope items

Represents delivered functionality and processes comprising the full scope of SAP's SaaS Cloud ERP gained from SAP's 50+ years of ERP experience



### Explore

**Explore and define your optimal scope** with the Digital Discovery Assessment tool



### Assess

**Assess fit-to-standard scope** with the Process Navigator including process flows, test scripts, and tutorial videos



### Execute

**Expedite deployment and ensure predictability** with Cloud ALM tools, Activate methodology, and Baseline Activation Services



### Extend

**Extend and Integrate to meet YOUR differentiated requirements** with no-code/pro-code Build tools and the Business Technology Platform



### Run

**Adopt the latest functionality** including peace-of-mind security updates delivered with continuous innovation

**SaaS cloud adoption from start to finish** | 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

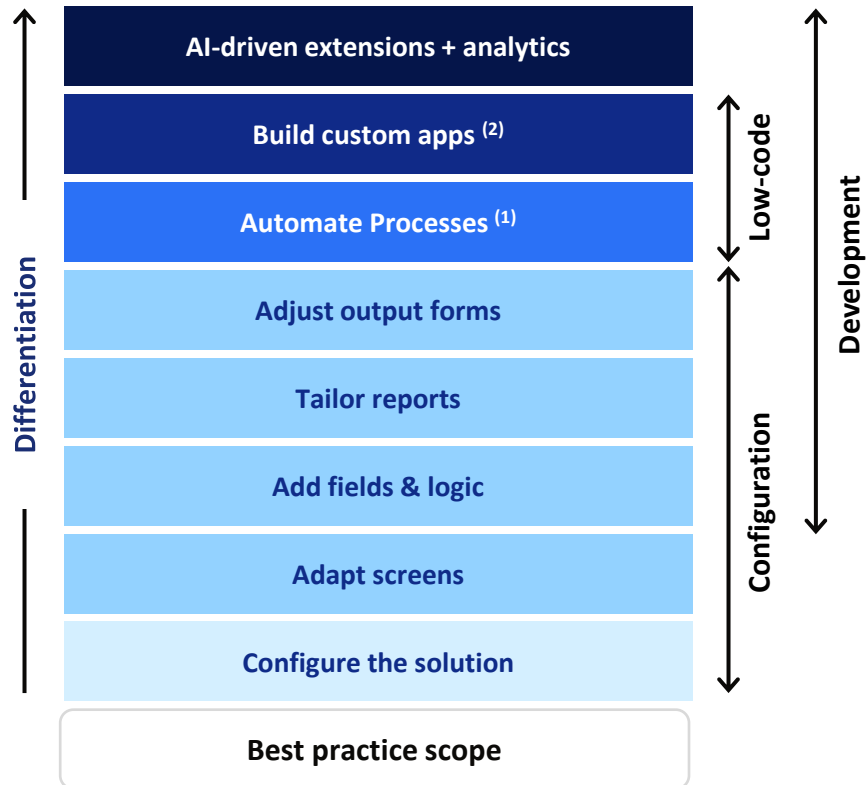
**40%**

reduction in TCO

# Differentiate with extensibility and integration

on a Business Technology Platform that lets you meet your differentiating requirements

## Your business platform for extensibility



(1) [SAP Process Automation Content](#)

(2) [SAP Build Content](#)

## Your business platform for integration

**Integration Principles:** predefined, open, holistic, AI-driven <sup>(3)</sup>

**750+** pre-built integrations to S/4HANA Cloud Public Edition

**700+** pre-built, Open APIs ([API library](#))

**6000+** reusable (CDS) Views exposed as the Virtual Data Model that are the basis for data access in analytics, applications and integrations.

**Accelerators:** connectors, methodologies, standards, process maps & AI assist

**Consistent security** and identity management

(3) [SAP integration whitepaper](#)

## Topic 5

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### Selected GROW with SAP success stories



# Simplify – success stories



**Manthey Racing**

[Customer story](#)



**MOD Pizza**

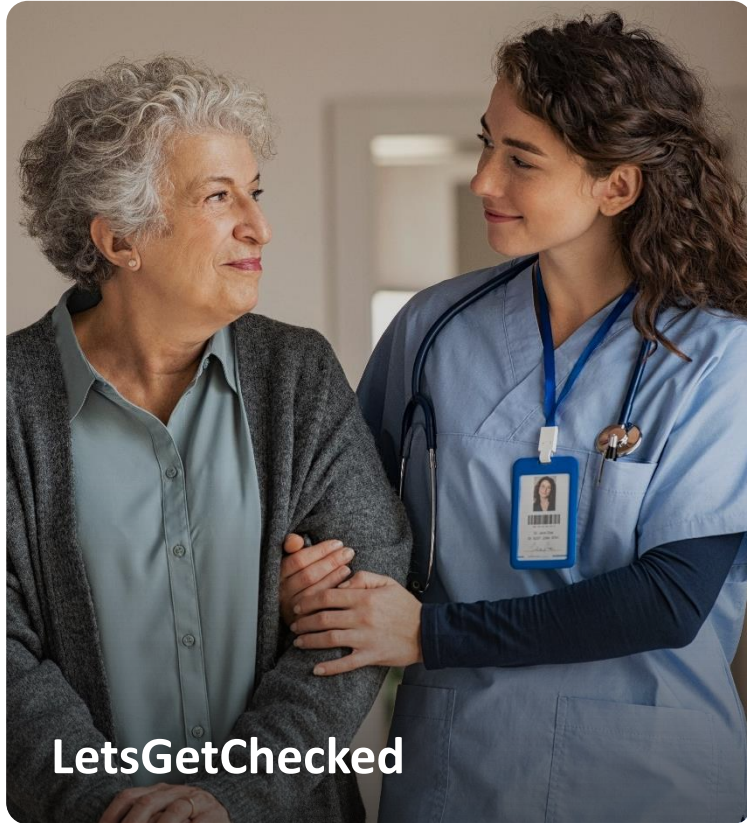
[Customer story](#)



**Sycor**

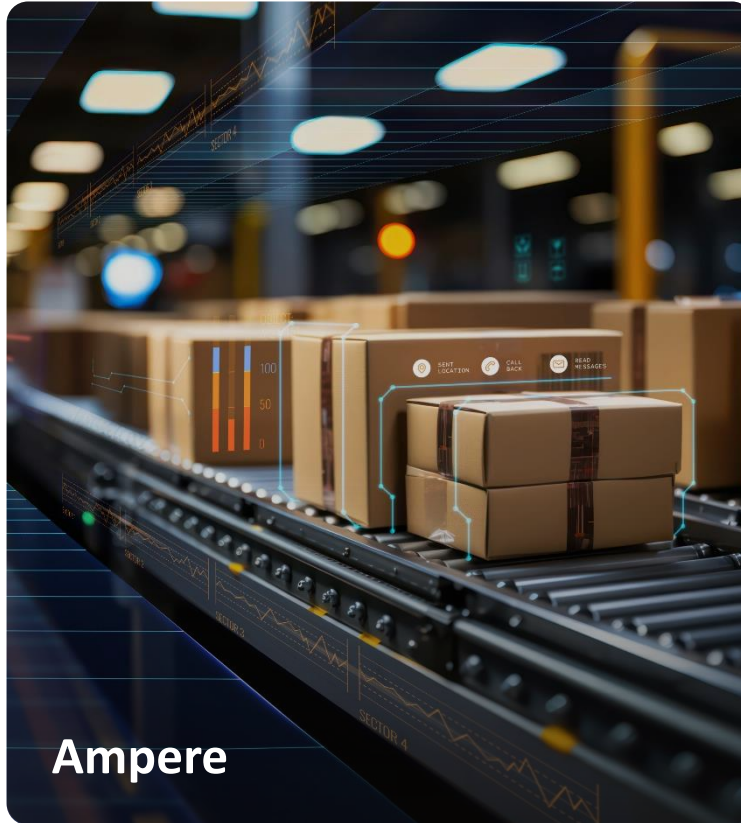
[Customer story](#)

# Grow – success stories



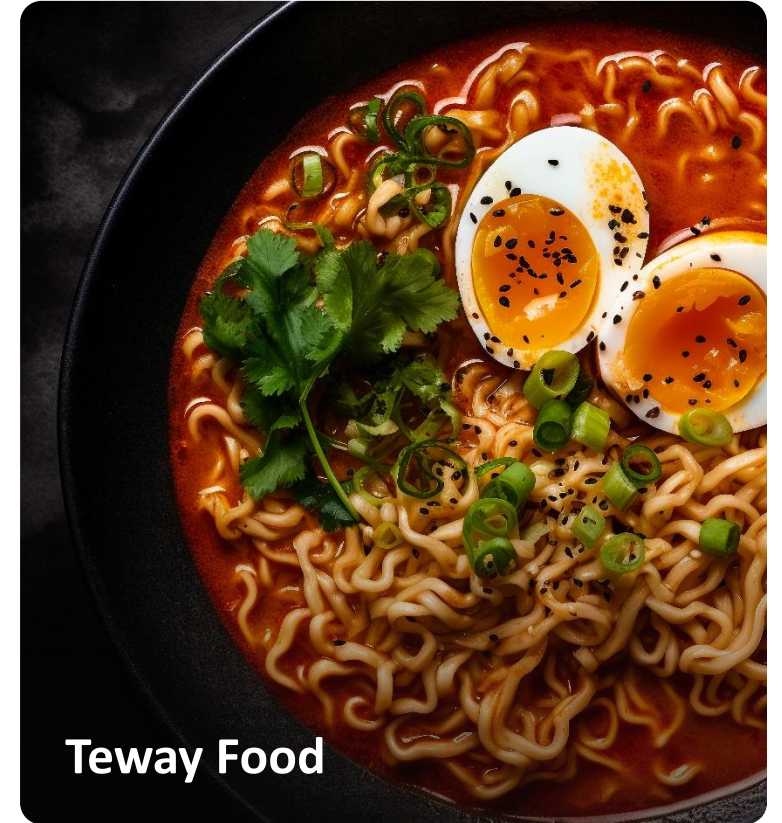
**LetsGetChecked**

[Customer story](#)



**Ampere**

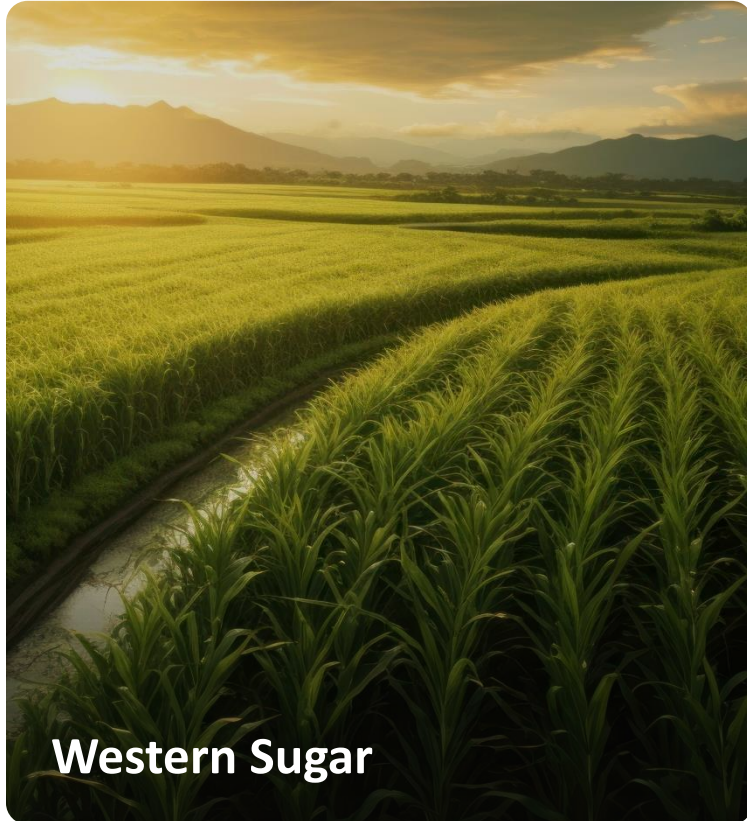
[Customer story](#)



**Teway Food**

[Customer story](#)

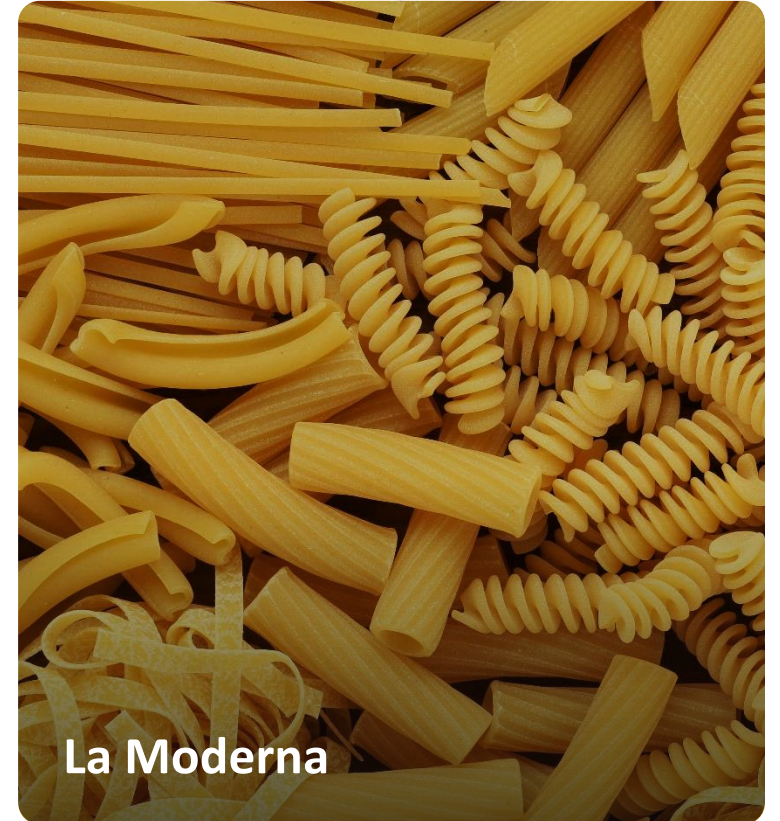
# Secure - success stories



[Customer story](#)



[Customer story](#)



[Customer story](#)

# Topic 6

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## Wrap-up



# 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.linkedin.com/pulse/how-customer-benefits-from-sap-rise-anurag-barua/?trackingId=akfG4unvQoWUFwTLVpolRg%3D%3D>
  - LinkedIn article 'How the customer benefits from SAP RISE' by Anurag Barua

# Key Points to Take Home

- Current business & technology trends makes it an imperative for enterprises of all sizes to become intelligent enterprises
- RISE with SAP & GROW with SAP helps enterprises accelerate their digital & cloud transformations & puts them on the path to becoming intelligent enterprises
- Both have seen a constant increase in their adoption rates during their timeframes of existence
- RISE & GROW are comprehensive offerings that come with multiple components atop their core ERP offerings, namely S/4HANA Cloud private edition & S/4HANA Cloud public edition respectively
- Both are designed in a modular, composable manner that allows for extensions & add-ons to be integrated primarily by utilizing the Business Technology Platform (BTP)

# Thank you! Any Questions?

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Anurag Barua

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Please remember to  
complete your session  
evaluation.

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