

HANEYA®

Cuts Process Configuration Effort, Time
and Cost by 60%



Process Guided Configuration & Automation

HANEYA provides Buildable Blueprint by identifying Mandatory, Port Vs.

Adopt Business Processes for S/4 Migration, and Automates process

configuration by identifying and executing the Configuration Elements that

have changed in S/4 HANA for Bluefield & Brownfield Migrations using

Guided Process Automation (GPA).

Process Guided Configuration - S/4 HANA® Migration

HANEYA identifies the Process Configurations based on the new S/4 HANA Business Process Model, Changes from ECC framework to enable Digitization, and Mandatory Business Processes that need to be implemented from SAP, Industry Regulations and Legal authorities. It also identifies Port vs. Adopt Business processes that are critical to client's competitive advantage and business strategy, so those are adopted and preserved in the new process model. In all the cases, HANEYA reviews the Process Categories by each process area. There are three types of Process Categories, we derive using HANEYA tool – Port, Mandatory and Adopt. Port / Carryover the business processes that are critical to client's competitive advantage and its strategy and hence, discount the new process in S/4 HANA and continue to use the existing process from ECC. There are business processes that are MANDATORY due to legal / regulatory reasons and for S/4 HANA system function effectively with the data model changes and underlying process changes. Remaining are optional and provides scalable digital functionality as Business needs grow and that are advised to be ADOPTed as needed. It further helps with Automating the Configuration for Business Processes that are implemented and making the configuration process automated via guided process. The Configuration is automatically distributed and complete along with Transport Request Number to migrate the Process configuration for Testing and Deployment. In total, ~65+ business processes have been either newly introduced or changed in S/4 HANA that will be classified using the above framework and executed automatically. As you see in Figure(1), these are sample set of business processes in the Finance area.

Process Area	Finance	S/4 HANA Delta	Port vs. Adopt	Description
Finance	Global Settings and Parameters	Newly Introduced in S/4	Mandatory	New Currencies, Fiscal Periods, and Accounting Principles
	Customer & Vendor Integration	Newly Introduced in S/5	Mandatory	Custom and Vendor Mapping to BPs
	Accruals management	Newly introduced in 1809	Mandatory	<ul style="list-style-type: none"> Intelligent recommendations for review & postings functional round offs for IFRS 15 and ASC 606 accounting Automated process with reliable outcome <ul style="list-style-type: none"> a) one source for input b) pre calculated amount input from spread sheets Accrual management creates accrual objects from various inputs and unifies the accrual data are structure
	Revenue Recognition	Newly introduced in 1809	Mandatory	<ul style="list-style-type: none"> Revenue Recognition functional round offs for IFRS 15 and ASC 606 Adoption of legal changes in revenue accounting
	New Group Reporting	Newly introduced in 1809	Adopt	<ul style="list-style-type: none"> Consolidation application embedded with SAP S/4HANA Generation of the organizational units of consolidation, based on the units in the transaction system Hierarchy definition for the consolidation-specific master data Collection of the reported financial data, either via reading directly from the universal journal or via flexible upload Posting manual journal entries, for example, to standardize the reported data to the group's methods of balance sheet valuations Translation of the reported financial data into the currency of the consolidation group Using validations to check the consistency of the reported, standardized, or consolidated financial data Automatic interunit eliminations (payables and receivables, revenue and expense, investment income) and consolidation of investments Standard or rule-based reports for subsidiary and group views
	ML for Goods and Invoice Receipt Reconciliation	Newly introduced in 1809	Adopt	<ul style="list-style-type: none"> Accelerator for end-to-end management of the billing process, from data entry automation for information contained in invoices automated verification and reconciliation, using OCR and Machine Learning algorithms, of the invoices and the relevant delivery notes automated identification of the reasons for any discrepancies (i.e. prices and/or quantities different from those agreed upon, etc.), based on product codes in the materials database and any other relevant data.
	Predictive Accounting	Newly introduced in 1809	Adopt	<ul style="list-style-type: none"> Predictive Accounting on the basis of predicted documents Going through this predictive functionality, the real use cases for extension ledger are now unearthing, enabling more predictive/ simulation capabilities for intelligent enterprise without impacting the normal set of books represented in leading and non-leading ledgers.
	New profitability Margin Analysis	Newly introduced in 1809	Adopt	<ul style="list-style-type: none"> When a production order is settled in costing-based Profitability Analysis (CO-PA) in the source system, information for price difference splitting is transferred to the Central Finance system. Variance categories information is used in the Central Finance system to post journal entries with price difference splitting according to the configuration settings made in General Ledger Accounting. If certain configuration settings are made in General Ledger Accounting in the source system, during settlement of production orders the variance information is split to several G/L accounts and the FI document, which contains all price difference line items, is replicated to the Central Finance system. COGS split information is transferred when a goods receipt is posted with reference to a sales order. Additionally, the following processes are supported: <ul style="list-style-type: none"> Stock transfer Intercompany sales Third-party sales Information for COGS splitting is replicated to Central Finance for up to three valuation views (legal, group and profit center valuation). The system prevents that configuration settings for COGS splitting are maintained in both, the Customizing of Central Finance and the Customizing of General Ledger Accounting. If configuration settings are maintained in Customizing of General Ledger Accounting in the source system, the splitting of COGS takes place in the source system and the split FI document is transferred to the Central Finance system.
	Account Based COPA	Newly introduced in 1809	Adopt	<ol style="list-style-type: none"> Create new G/L accounts to which you want the individual cost components of COGS to be posted. Define a cost splitting profile and assign it to a controlling area. This determines the chart of accounts used for the cost splitting profile Account-Based Split, you need to make sure that account determination is properly configured. In particular, the COGS account must only be used in the processes in which you want COGS to be split. If you don't configure account determination properly, there could be problems with follow-on processes that use the COGS account
	Asset accounting	Changes since 1709	Port & Adopt	<ul style="list-style-type: none"> Manage assets with state-of-the-art asset accounting functionality Maintain and analyze fixed assets according to generally accepted, country-specific rules Perform all asset-relevant processes, such as depreciation in multiple valuations, in one integrated system Use country templates to support quick adoption of the asset accounting software
	Advanced Accounting and Financial closing operation	Changes since 1709	Mandatory	Closing cockpit functionality (limited free version) is no longer maintained within SAP S/4HANA. Customers are encouraged to use SAP Financial closing cockpit (separate license). SAP Invoice and Goods Receipt Reconciliation is currently not supported in SAP S/4HANA.
	Conversion of Accounting to S/4 HANA	change since 1610		Conversion of Simple Finance or ECC to S/4 HANA
	Closing Cockpit	changes since 1610	Mandatory	Closing cockpit functionality (limited free version) is no longer maintained within SAP S/4HANA. Customers are encouraged to use SAP Financial closing cockpit (separate license). SAP Invoice and Goods Receipt Reconciliation is currently not supported in SAP S/4HANA
	Consolidation	changes since 1610	Adopt	<ul style="list-style-type: none"> Consolidation application embedded with SAP S/4HANA Generation of the organizational units of consolidation, based on the units in the transaction system Hierarchy def
	Central Finance	changes since 1610	Adopt	Central Finance Application in 1610 or 1511
		New Fiori apps in 1809	Adopt	<ul style="list-style-type: none"> Role included in the SAP Fiori User experience (UX): general ledger accountant, asset accountant, accounts payable accountant and accounts payable manager, general ledger accountant
	Treasury and Risk Management	Newly introduced in 1809	Mandatory	<ul style="list-style-type: none"> Basic coverage of legislations in foreign currency hedge management and accounting with US GAAP Manage complete spectrum of activities associated with payments, cash, liquidity, financial
	Cash Management	Newly introduced in 1809	Port	Cash Management accounting system where available • Support complete flow of collection, and optimizes future cash disposition by comparing historic and actual cash positions

Figure 1 - Process Configuration in the Finance area

Automation:

- By Business Process, Haneya identifies the Configuration changes and presents a guided configuration screens for the functional analyst to enter the values from the Blueprint session(s). If the Configuration is a carry-over from ECC and no changes needed, no action needed.
- Haneya also helps with mass upload of the changes into Guided Configuration
- By process, it presents a configuration screen to prompt the business owners and functional analysts to enter the values for each business scenario
- As the values are entered, auto validation is conducted for dependencies and integrity of the configuration data and tables
- Then, the values are distributed to multiple tables in the background and saved automatically. It automates integration across process areas.
- Transport request is generated for each Configuration Object, and it is utilized for change control and migration of changes to QA/ PROD

Business Partner Configuration – A Case in Point

The screenshot displays the SAP Business Partner Configuration interface. The main window is titled "Business Partner" and contains several tabs and input fields. A pop-up window titled "Information" is visible in the top right corner, displaying the message: "Configuration Completed Successfully Under the Request Number SNAK900098".

Business Partner Configuration Fields:

- Customer Hierarchy Types:** Routine Number (2), Partner Function (1C), new number.
- Assign account groups:** Hierarchy type (A), Account Group (0130), Higher-level (0130).
- Set Up Partner Determination For Hierarchy Categories:** Partner Functions (Partner Function: 1, Type of partner number: 10, new partner fun), Partner determination procedure (Partner Determination: 1, Partner functions in procedure: 1A, Partner Function: 1A, Partner mandatory: checked, No change possible: checked).
- Account groups function assignment:** Partner Function (1C), Customer Account Group (0012).
- Assign Sales Areas:** Hierarchy type (A), Sales Organization (EC01), Distribution Channel (E1), Division (E1), HL sales organization (EC01), HL distribution channel (E1), Higher-level division (E1).
- Assign Hierarchy Type For Pricing By SD Type:** Tst Doc category (AE), Hierarchy type (A).
- Define Incoterms:** Incoterms (BBB), NEW INCOTERM.
- Define Inco term Versions:** Incoterms Version (5.0), NEW VERSION.

Value Proposition

HANEYA cuts your Process Configuration effort. Time and Cost by 60%. HANEYA automates the Process Identification and enabling Configuration, & Automates the Data Validations in the new model. In addition, for the new process model and Business Procedure inconsistencies, it provides a Guides framework for the Process Analysts to update the Configuration in a mass process using Guided Process Configuration (GPA). Further, perpetually, it will be a good tool for ongoing process configurations, Process dialysis to measure accuracy and quality of the Processes proactively, and take approbative actions to harmonize the processes globally, so the processes are standardized and harmonized across the entities and geographies.

What Does HANEYA save?

To quantify the savings, as a case in point with our client, following are the key resource and timeline savings:

- 1. Save 60% of effort, cost and time*
- 2. Reduce Configuration FTE by 60%*
- 3. 100% Error Free and Risk Free*
- 4. Speed to Configuration*
- 5. Automatic Configuration Documentation*
- 6. Eliminates trouble of accessing SPRO – Massive changes were guided and executed by HANEYA*
- 7. Ongoing Configuration Automation Tool*

For More Information or to request a Haneya demo, please contact

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HANEYA® For SAP S/4 HANA Migrations

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HANEYA® for SAP S/4 HANA Migration and Upgrades

☐ Fit to Standard

✓ Process Modernization – Brown to Blue to Green

- Mandatory – CVI, Principal ledgers etc.
- Port - Custom Cash applications
- Adopt – GATP
- 3rd Party Software Recommendation – EVM, iMRO etc.

☐ Custom Code Hanification

- Drop Custom Code not needed
- Port Custom Code with Differentiation
- 80% Automation
- Remediate Custom Code to fit S/4 HANA Stds.

☐ Zero Down Time SAP S/4 HANA Conversion

☐ Impacted Scenarios Test Automation

☐ Rapid Migration Timeline - Months V. Years

☐ Accelerated value to cost - \$25k for 4-6 weeks



✓ SAP Tools & Services

✓ SAP Tools provide Levels 1 and 2 , where as Haneya takes into levels 3, 4, 5 and 6.

- SAP provides overview analysis
- Haneya goes into sub process and activity level for Fit to Standard – action plan w/ rich data
- Haneya taking Custom Code to line level for Hanification – Prudent Dispositioning
- Haneya identifies the impacted security roles, Fiori' and updates them automatically

✓ SAP continues to offer extended services including Max Attention along with Rise and Grow offerings

✓ SAP Signavio will be in place for process monitoring, KPIs and tracking after S/4 upgrade

✓ Output: BOM for review with CXOs

✓ Compelling Business Case: SAP / Visionsoft / Hyperscaler with 30% incentive to SAP A/C Reps

HANEYA® - Fit to Standard Business Process Dispositioning

Sample

Process Area	Finance	S/4 HANA Delta	Port vs. Adopt	Process Area	Business Process	S/4 HANA Delta	Port vs. Adopt
Finance	Global Settings and Parameters	Newly Introduced in S/4	Mandatory	Supply Chain	Inventory management	New Fiori App in 1809	Port & Adopt
	Customer & Vendor Integration	Newly Introduced in S/4	Mandatory		Warehouse management	New Fiori App in 1809	Port & Adopt
	Accruals management	Newly introduced in 1809	Mandatory		Advanced promising order (advanced ATP)	Newly introduced in 1809	Adopt
	Revenue Recognition	Newly introduced in 1809	Mandatory		Advanced Shipping & transportation	Newly introduced in 1809	Port & Adopt
	New Group Reporting	Newly introduced in 1809	Adopt		Advanced Shipping	Newly introduced in 1810	Port & Adopt
	ML for Goods and Invoice Receipt Reconciliation	Newly introduced in 1809	Adopt		EWM	Newly introduced in 1809	Adopt
	Predictive Accounting	Newly introduced in 1809	Adopt	Digital Manufacturing	Supply Network Planning	Changes since 1709	Adopt
	New profitability Margin Analysis	Newly introduced in 1809	Adopt		Capacity Planning	Newly introduced in 1809	Port & Adopt
	Account Based COPA	Newly introduced in 1809	Adopt		MRP	New Fiori App in 1809	Port & Adopt
	Asset accounting	Changes since 1709	Port & Adopt		Production Operations	New Fiori App in 1809	Port & Adopt
	Advanced Accounting and Financial closing operation	Changes since 1709	Mandatory		Plant Maintenance	Newly introduced in 1809	Port & Adopt
	Conversion of Accounting to S/4 HANA	change since 1610			Production planning	Newly introduced in 1809	Port & Adopt
	Closing Cockpit	changes since 1610	Mandatory		Inventory and Basic Warehouse Management	Newly introduced in 1809	Port & Adopt
	Consolidation	changes since 1610	Adopt		Quality Management	Newly introduced in 1809	Port & Adopt
	Central Finance	changes since 1610	Adopt		Integrated Business Planning	Newly introduced in 1809	Adopt
		New Fiori apps in 1809	Adopt	Procurement	Operational Purchasing	Newly introduced in 1809	Port & Adopt
	Treasury and Risk Management	Newly introduced in 1809	Mandatory		Operational procurement	New Fiori App in 1809	Port & Adopt
	Cash Management	Newly introduced in 1809	Port		Sourcing and Contract Management	Newly introduced in 1809	Adopt
Order to Cash and Service Sales	Business Partner and customer	changes since 1610	Port & Adopt		Sourcing and Contract Management	New Fiori App in 1809	Adopt
	Sales Force Support	changes since 1610	Port & Adopt		Supplier MGMT. & Procurement Analytics	Newly introduced in 1809	Adopt
	Pricing	changes since 1610	Port & Adopt		Supplier information and master data	New Fiori App in 1809	Adopt
	Date Mgt/ Batch Check	changes since 1610	Port & Adopt		Invoice and payable Management	New Fiori App in 1809	Port & Adopt
	Route Mgt	changes since 1610	Port & Adopt		Inventory and Basic Warehouse mgt.		Port & Adopt
	Bill of services	changes since 1610	Port & Adopt		Business Partner and Supplier Master Data		Port & Adopt
	Bonus BUy	changes since 1610	Port & Adopt		Purchase order	Newly introduced in 1809	Adopt
	Advanced Available to Promise	Newly introduced in 1809	Port & Adopt		EWM	Newly introduced in 1809	Adopt
	SHIPPING AND TRANSPORTATION	Newly introduced in 1809	Port & Adopt	Plant maintenance	Asset management	New Fiori App in 1808	Port & Adopt
	Backorder Processing (BOP) and Release for Delivery	Newly introduced in 1809	Port & Adopt		Maintenance management	Newly introduced in 1809	Port & Adopt
	SERVICE OPERATIONS & PROCESSES	Newly introduced in 1809	Adopt	HR	Core HR and Time Recording	Newly introduced in 1809	Adopt
	Rebate Processing	Newly introduced in 1809	Adopt		Time Sheet	New Fiori App in 1809	adopt
	Order and contract management	Newly introduced in 1809	Adopt	Research and Development	Project Control	Newly introduced in 1809	Adopt
	Receivable processing	New Fiori apps in 1809	Adopt		Product Engineering	Newly introduced in 1809	Adopt
	Sales Force Support	Newly introduced in 1809	Adopt		Product Marketability	Newly introduced in 1809	Adopt
	Subscription Billing and Revenue Management	Newly introduced in 1809	Adopt		Commercial Project Management	Newly introduced in 1809	Adopt
					Integrated Recipe Development	Newly introduced in 1809	Adopt
					Integrated Product Development	Newly introduced in 1809	Adopt
					Advanced Variant Configuration	Newly introduced in 1809	Adopt

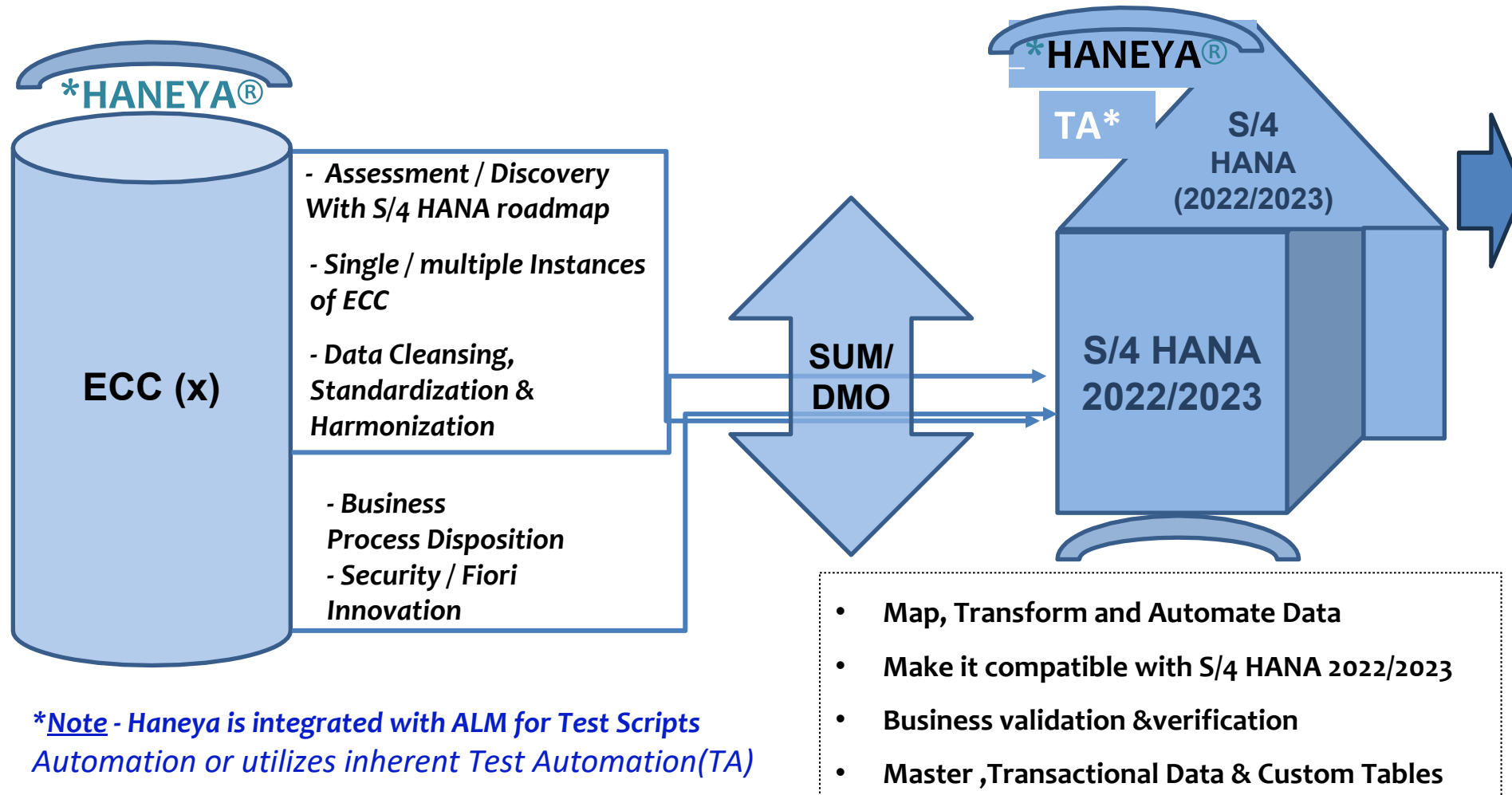


S/4 HANA Migration

- Custom Code Remediation
- Security Roles and authorization Automation incl. Fiori Services
- Obsolete Data Models / CDS Views Automation

- Process Configuration cockpit
- Data Dropouts Mapping / Automation incl. CVI, Matl. Ledger etc.
- Selected Test Scripts Automation
- Zero Down Time during Conversion

- HANEYA saves 40 Cents to a Dollar
- HANEYA Custom Code Remediation speeds up the migration by 40-50%.
- Reduces 40-50% of Effort, Time and Cost for S/4 Migrations
- Reduces the down time - Achieves ZDT
- Rapid Data Conversions – address longest pole for S/4 conversions
- Inherent Test Automation
- Extension to SLT 2.0 – Optimization of OS/DB conflicts



**Note - Haneya is integrated with ALM for Test Scripts Automation or utilizes inherent Test Automation(TA)*