Kick Off Your Move to SAP S/4HANA with
SAP Business Scenario Recommendations (next generation)

Customer Value Experience
SAP SE
April 2020
Agenda

Introduction and Overview

Example: SAP Business Scenario Recommendations (next generation)

How to Request Your Own Report

Summary
How to build your case for SAP S/4HANA?

Typical questions of business executives:

- Why move from SAP ERP to SAP S/4HANA?
- What are the benefits for each area of my business?
- What is different, and what is new compared to what we have today?

The answer: SAP Business Scenario Recommendations for SAP S/4HANA

- Unique insights into current business process performance, system usage and industry benchmarks
- Tailor-made recommendations for SAP S/4HANA functionalities for six lines of business
- Helping you to build your case for SAP S/4HANA and secure business buy-in
- No additional charge for customers on SAP Maintenance
Structure of the SAP Business Scenario Recommendations (next generation)

Overview
Report introduction

Executive Summary
What we measured

Findings and Recommendations
by Line of Business

Finance  Procurement  Sales  ...

Next Steps
Relevant support offerings and services which help you implement SAP S/4HANA

All lines of business follow the same structure:

Introduction
• Overview about key value drivers

Findings
• Overview of measured business key figures and industry benchmarks
• Highlighting relevant SAP S/4HANA innovations
• Details and explanations about each findings

Innovation recommendations
• SAP best practice innovation recommendations including industry popularity and your current process coverage
• Details about each recommended business scenario including value drivers and process innovations
### How to Read the Findings Summary

1. **For each value driver relevant process performance indicators are listed on the right**

<table>
<thead>
<tr>
<th>Value Drivers:</th>
<th>Process performance indicators measured in your productive SAP ERP system</th>
</tr>
</thead>
<tbody>
<tr>
<td>Improve Order</td>
<td><strong>Sales Order Creation</strong></td>
</tr>
<tr>
<td>Delivery Performance</td>
<td>35 sales orders could not be confirmed for the requested delivery date.</td>
</tr>
<tr>
<td>Increase Sales Force Efficiency</td>
<td>216 Manual price condition changes on sales orders</td>
</tr>
<tr>
<td></td>
<td>3.347 Missing fields in incomplete order terms</td>
</tr>
<tr>
<td></td>
<td>165 Rejected sales order terms</td>
</tr>
</tbody>
</table>

2. **Colors indicate industry benchmarking performance:**
   - green = 'top 25%', yellow = 'average', red = 'bottom 25%', grey = 'no benchmark data available'.

3. **For each process step or area you will get recommendations for relevant SAP S/4HANA business scenarios**

   - **Sales Monitoring and Analytics**
   - **Sales Order Mgmt. & Processing**
   - **Inventory Analytics and Control**
   - **Delivery Management**
   - **Advanced Available to Promise**
   - **Price Management**
   - **Transportation Management**

4. **‘Usage icon’ indicates your current usage of business scenarios:**
   - *** = No usage
   - ** = Low usage
   - * = Medium usage
   - = High usage

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Example

SAP Business Scenario Recommendations (next generation)
Next Generation

SAP Business Scenario Recommendations for SAP S/4HANA 1909

<table>
<thead>
<tr>
<th>Customer Name:</th>
<th>Sample Customer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Number:</td>
<td>12345</td>
</tr>
<tr>
<td>Date of analysis:</td>
<td>10 Feb, 2020</td>
</tr>
<tr>
<td>Country:</td>
<td>Germany</td>
</tr>
<tr>
<td>Industry:</td>
<td>Consumer Products Industry</td>
</tr>
<tr>
<td>System ID:</td>
<td>PRD</td>
</tr>
<tr>
<td>Current Release:</td>
<td>SAP ERP - EHP6</td>
</tr>
<tr>
<td>Database:</td>
<td>Oracle</td>
</tr>
</tbody>
</table>

SAP Digital Business Services
What’s in it for you:

- Insights on your current SAP ERP system and industry trends
- Relevant SAP S/4HANA 1909 business scenarios by line of business
- Tailored guidance and recommendations to realize the value from SAP S/4HANA

What we know about Sample Customer:
- We analyzed business process performance and usage data provided from your SAP ERP system PRD
- 6 lines of business use PRD, including Finance, Sourcing & Procurement, Sales & Service, Supply Chain, Manufacturing & Asset Management
Selected Highlights of SAP S/4HANA 1909:

**Manufacturing:**

New Predictive Material and Resource Planning

- Reduces inventory carrying costs by forecasting component demand with predictive material and resource planning.
- Supports interactive planning with simulations, considers top-level demands (e.g., product forecast), derives component and capacity demands.
- Lower inventory due to appropriately sized buffers.

**Sourcing and Procurement:**

Delivery Time Prediction

- Predicts delivery dates of raw materials and classifies the shipments into different categories.
- Enables you to react to potential material shortages proactively and to avoid production rescheduling.
- With machine learning, driving up planning and delivery reliability, while decreasing manual monitoring effort.

**Finance:**

Intercompany Reconciliation and Matrix Consolidation in Group Reporting

- Consolidated finance reporting using new matrix consolidation enables simplified consolidation capabilities.
- Evaluates consolidation perspectives individually or combined in matrix reports, and provides enhanced analysis of group consolidations.
Trends in Consumer Products Industry:

**Key Challenges within your industry**

Empowered consumers
- Consumers are informed, empowered and always on
- They can shop and buy from anywhere and make choices about where and how they would like to take

Expanding ecosystems
- Deliver the supply chain transparency that today's shoppers demand
- Reach consumers across channels directly in moments of need

Extraordinary innovators
- Building innovative business models
- Redefining customers expectations and gaining market shares

**Key Trends within your industry**

Enabling new business models
- Monetizing content or data
- Pursuing innovative partnerships

Delivering personalized outcomes
- Build enduring customer and consumer relationships
- By delivering on a set of outcomes, often service driven, that go well beyond traditional product focus

Competing as an ecosystem
- Expand the boundaries of consumer products
- By teaming with non-traditional ecosystem partners
- To deliver higher value at no or low incremental cost

**Key Value Drivers within your industry**

Reimagine order to delivery
- Improve customer service
- Reduce inventory carrying costs
- Reduce logistics costs

Reimagine personalized products
- Increase revenue from new products
- Increase revenue growth
- Reduce research and development expense

Reimagine operational procurement
- Reduce procurement function costs
- Improve compliance on supplier and price policies, taxation, and regulations
- Improve cash flow with faster payments

The key challenges, trends and value drivers in the industry are highlighted on the next page. This is a sample report from the consumer products industry.
Accelerators for your Value and Innovation Discussion in the Consumer Products Industry:

1. Understand the Industry Strategy
   - Get a business overview on what moves your industry
   - Understand the SAP approach and products to drive industry innovation
   - SAP industry point of view »
   - SAP industry value paper »

2. Leverage Intelligent Technologies
   - SAP point of view towards technological impacts
   - Understand how these intelligent technologies improve everyday business
   - SAP capabilities overview »

3. See target architecture with SAP Industry Digital Transformation
   - Explore a full proposed architecture in the industry poster
   - Choose from the full set and focus on processes and options relevant for you
   - Get the poster »

4. Plan with SAP Capabilities
   - Understand industry related abilities and offerings with SAP value maps
   - Plan your innovation program mid-term with SAP road maps
   - Get the SAP road map »

5. Implement smoothly with SAP Model Company
   - SAP Model Company services contain ready-to-use, preconfigured processes to accelerate your deployment
   - Choose the SAP Model Company for your industry and lines of business
   - SAP Model Company overview »

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SAP S/4HANA helps you achieve your business goals. For selected lines-of-business and business goals, this report provides you with insights and tailored SAP S/4HANA recommendations. Click one of the lines of business on the right to discover how you can benefit from using SAP S/4HANA today.
The report looks at typical business performance goals for various lines of business such as:

1. Improving liquidity by “reducing days sales outstanding” in finance
2. Reducing manufacturing costs and accelerating manufacturing cycle times

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Finance: Your Current Process Performance in SAP ERP System “PRD”

<table>
<thead>
<tr>
<th>Value Drivers:</th>
<th>Accounts Receivables</th>
<th>Accounts Payables</th>
<th>General Ledger Accounting</th>
<th>Product Cost Controlling</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reduce G/L Efforts And Financial Closing Time</td>
<td>18.201</td>
<td>80.102</td>
<td>8,235,129</td>
<td>331</td>
</tr>
<tr>
<td>Reduce Finance Costs</td>
<td>24%</td>
<td>96%</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>1.905</td>
<td>13.185</td>
<td>28.739</td>
<td></td>
</tr>
</tbody>
</table>

For a high-level finance process, operational performance indicators are displayed, and put into the context of business goals on the left side.

<table>
<thead>
<tr>
<th>How SAP helps:</th>
<th>Cash Management »</th>
<th>Payments and Bank Communications »</th>
<th>Financial Shared Services Management »</th>
<th>Financial Accounting »</th>
<th>Product Costing »</th>
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<tbody>
<tr>
<td>Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.</td>
<td></td>
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### Finance: Your Current Process Performance in SAP ERP System “PRD”

#### Value Drivers:
- **Reduce G/L Efforts And Financial Closing Time**
  - Overdue & open finance AR items: 18,201
  - Customer payments autom. cleared: 24%
  - Bank statements not compl. posted: 1,905
- **Reduce Finance Costs**
  - Overdue & open finance AP items: 80,102
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  - PO items created after invoice: 13,185

#### How SAP helps:
- **Cash Management**
- **Payments and Bank Communications**
- **Financial Shared Services Management**
- **Financial Accounting**
- **Entity Close**
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  - Errors during production order settlement

#### Findings
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#### Example
- 80.102 overdue & open finance account payable items are detected. These are situations where incoming invoices should have been paid already, but payments are delayed or the position is still open for other reasons.

The color coding indicates the benchmark to comparable companies from the same industry.
Overdue & open finance AP items

**Findings and Benchmark**
What we measured

**80,102 items**
Overdue & open finance AP items

Absolute number of open FI-AP items, which are not cleared yet and the net due date is already in the past.

Learn more »

**Consumer Products Industry Benchmark:**

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<th>Items</th>
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<td>53,905</td>
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<td>1,325</td>
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**Implication**
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Missing or inaccurate invoice matching
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:
- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs
- Lost cash discount

Back to Overview »
**Overdue & open finance AP items**

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*Learn more →*

**Details**
What we measured

**Aging Distribution:**

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<tbody>
<tr>
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<td>13,580</td>
<td>17%</td>
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<tr>
<td>3-6 months</td>
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<td>4%</td>
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You can see if these positions are actually business relevant today or if this is only old data.
In this case 59% of the items are older than three years. This is probably old data, that is not business relevant anymore. This can probably be archived.

But by looking at the 0-3 months period, the 3-6 months and the 6-12 months period, we see that this company still produces open and overdue accounts payables.

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Back to Overview »
**Findings and Benchmark**
What we measured

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If you want to know which companies are most impacted, you can look at the middle section: Roughly 2/3 of the cases happen in the headquarter.
Findings and Benchmark
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## Finance: Your Current Process Performance in SAP ERP System “PRD”

### Value Drivers:
- **Reduce G/L Efforts And Financial Closing Time**
- **Reduce Finance Costs**

### How SAP helps:
- Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.
- **All innovation recommendations**

### Findings:

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### Next Steps
- **Cash Management**
- **Payments and Bank Communications**
- **Financial Shared Services Management**
- **Financial Accounting**
- **Entity Close**
- **Product Costing**

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**Business Scenario Description**

Increase accuracy, corporate governance, compliance, and efficiency of the entity close with automation and standardization. Accelerate the entity close process through automation and standardization.

Your usage intensity based on 1 used transactions »

Industry popularity

**Value Drivers**

- **Reduce G/L & financial closing costs**
  Support fast, peer-to-peer intercompany reconciliation, single source of truth and automating closing tasks.
- **Reduce audit costs**
  Improve corporate governance, driving efficiency by using templates across multiple entities and closing cycles.

**What’s new in SAP S/4HANA**

- **1909 release highlight: Group financial reporting**
  NEW with SAP S/4HANA 1909: There is a huge simplification due to the universal journal; as being the single source for all financial numbers. Furthermore, the group financial reporting is embedded, fully granular and real-time. This removes the need for off-system, manual data manipulation.
- **Predictive accounting**
  With SAP S/4HANA both continuous soft close and predictive accounting are enabled.
- **Cloud-enabled digital platform for extension of innovations and automation**
  The cloud-enabled digital platform for extension of innovations and automation allows the connection and control of period end processes across multiple systems.
**Entity Close**

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Further Information

- **Details**
  - Business scenario details »
  - Related SAP Fiori apps »
- **Video**
  - Group reporting »
- **Demo**
  - Consolidations »
- **Additional SAP products**
  - SAP Financial Statement Insights »

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NEXT
Entity Close

Business Scenario Description

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  NEW with SAP S/4HANA 1909: There is a huge simplification due to the universal journal; as being the single source for all financial numbers. Furthermore, the group financial reporting is embedded, fully granular and real-time. This removes the need for off-system, manual data manipulation.
- **Predictive accounting**
  With SAP S/4HANA both continuous soft close and predictive accounting are enabled.
- **Cloud-enabled digital platform for extension of innovations and automation**
  The cloud-enabled digital platform for extension of innovations and automation allows the connection and control of period end processes across multiple systems.

Further Information

- **Details**
- **Video**
- **Demo**
- **Additional SAP products**
  - SAP Financial Statement Insights
  - Group reporting
  - Consolidations
  - Related SAP Fiori apps
  - Business scenario details
Business Scenario Description

Increase accuracy, corporate governance, compliance, and efficiency of the entity close with automation and standardization. Accelerate the entity close process through automation and standardization.

Value Drivers

- **Reduce G/L & financial closing costs**
  Support fast, peer-to-peer intercompany reconciliation, single source of truth and automating closing tasks.

- **Reduce audit costs**
  Improve corporate governance, driving efficiency by using templates across multiple entities and closing cycles.

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<table>
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<tr>
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<td>Group reporting »</td>
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<tr>
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</tr>
</tbody>
</table>

Your usage intensity based on 1 used transactions » Industry popularity

There are also links to additional SAP products, which are enhancing and extending this capability. These include, software as a service solutions, SAP Cloud offerings, and more.

Back to innovation overview »

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The table below shows SAP S/4HANA 1909 business scenarios that are enhancing process areas which you are already running.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>YOUR CURRENT USAGE INTENSITY</th>
<th>BASED ON USAGE OF TRANSACTIONS*</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP Fiori Apps</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Accounting</td>
<td>★★★</td>
<td>76</td>
<td>★★★</td>
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<tr>
<td>Delivery Management</td>
<td>★★★</td>
<td>27</td>
<td>★★★</td>
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<tr>
<td>Sales Billing</td>
<td>★★★</td>
<td>10</td>
<td>★★★</td>
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<tr>
<td>Accounts Payable</td>
<td>★★★</td>
<td>10</td>
<td>★★★</td>
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<tr>
<td>Profitability Analysis</td>
<td>★★★</td>
<td>9</td>
<td>★★★</td>
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</tr>
<tr>
<td>Accounts Receivable</td>
<td>★★★</td>
<td>8</td>
<td>★★★</td>
<td></td>
<td></td>
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<tr>
<td>Overhead Cost Management</td>
<td>★★★</td>
<td>4</td>
<td>★★★</td>
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<td></td>
</tr>
<tr>
<td>Financial Reporting</td>
<td>★★★</td>
<td>4</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Liquidity Management</td>
<td>★★★</td>
<td>4</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Entity Close</td>
<td>★★★</td>
<td>1</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Order Management and Processing</td>
<td>★★★</td>
<td>20</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Product Costing</td>
<td>★★★</td>
<td>3</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Advanced Compliance Reporting</td>
<td>★★★</td>
<td>Usage of related application area</td>
<td>New</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions.
Equally interesting are the most important SAP S/4HANA business scenarios, for which are currently not in use in the company’s SAP ECC system, at least not in the standard. This helps in starting a more in-depth analysis of the reasons for deviating from the SAP standard, and the value of standard SAP S/4HANA capabilities.

The table below shows additional SAP S/4HANA 1909 business scenarios you could benefit from.

<table>
<thead>
<tr>
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<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP Fiori Apps</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Collections Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commodity Sales</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Convergent Invoicing</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Corporate Close</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Credit and Collection Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Credit Evaluation and Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Debt and Investment Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dispute Resolution</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial Risk Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial Shared Services Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Joint Venture Accounting</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Payments and Bank Communications</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue and Cost Accounting</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.
For each line of business the report shows typical customer pain points in the traditional end to end scenario and how the future with SAP S/4HANA could look like for each lines of business. For example, here you see the how SAP S/4HANA can enable real-time consolidation or continuous and self-auditing tax monitoring.

**Traditional Scenario:**
- Delayed close activities that do not begin until period end
- Multiple ledgers require time-consuming and error-prone reconciliations
- Risk of regulatory noncompliance due to lack of transparency and manual monitoring of processes
- Risk of penalties and fines with insufficient, manual and error-prone tax audit processes
- Manual, time-consuming and effort-intensive processes
- Financial data needs to be replicated from the financial system into the consolidation system, requiring data aggregation and transformation
- Executive conversation is limited to static presentations, and ad hoc questions and analysis need to be taken offline for a later discussion

**The New World With SAP:**
- Event-triggered execution enabled through real-time derivation of profitability characteristics
- No reconciliation needed because of one universal journal entry that provides a single source of the truth
- End-to-end visibility and steering capabilities for local periodic legal reporting
- Continuous, self-auditing tax monitoring processes
- Faster, efficient, and compliant close process
- Real-time consolidation enabled by instant data access from integrating transaction and master data
- Transformed board room experience with real-time business intelligence, ad hoc reporting at a granular level, and what-if analysis to make decisions

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**Company**
Woowa Brothers Corp

**Headquarters**
Seoul, South Korea

**Industry**
Professional services – food tech

**Products and Services**
Mobile apps

**Employees**
343

**Revenue**
US$43.8 million (2015)

**Web Site**
www.woowahan.com

**Partner**
LG CNS
www.lgcns.com

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**Objectives**
- Reliable financial data to drive business decisions
- Ease and consistency of business tasks with systems that are user friendly
- More-efficient management through standardized information
- System configuration and standard processes that can scale with a growing business

**Why SAP**
- Proven success of SAP® solutions globally, locally, and among industry peers
- SAP S/4HANA® to simplify the IT landscape, increase efficiency, and enable active planning, simulations, and decisions based on real-time data

**Resolution**
Worked with SAP partner LG CNS to deploy SAP S/4HANA

**Benefits**
- Strengthened claim and obligation management and automated settlement processing
- Accelerated the processing of expense accounting and improved efficiencies in electronic payments
- Provided a user-friendly personnel, time card, and compensation management system, increasing the efficiency of employees and managers
- Increased standardization across IT systems and secured operational stability through better monitoring

---

"In our business there is no room for error. When using our apps, vendors and customers need to be sure that their orders are processed correctly and payments are fast and accurate. With SAP S/4HANA, we can handle transactions automatically and securely – and we can continue to do so as the business grows."
Hyunjun Yoon, COO, Woowa Brothers Corp

---

**6.3 million**
Transactions processed automatically in the first seven months

**7 days**
For account closing – down from 20 days

**0 errors**
In vendor receipts, thanks to automated reimbursements

**Real-time**
Fund balance through the daily-balance closure system
Take the Next Steps and Start your Transformation to SAP S/4HANA

1. Build your top-down business case

- Understand and monitor your processes
  - KPI-trees with real-time data and drill down for root-cause analysis
  - Business process improvement suite on SAP Solution Manager
    Learn more »

- Benchmark against peers and assess your maturity
  - Benchmark business KPIs against peers and assess your opportunity to rethink your business processes
  - Next-generation benchmarking tool
    Learn more »

2. Plan your project

- Evaluate your project complexity
  - Assess the SAP S/4HANA project complexity according to your current ERP implementation
  - SAP Readiness Check for SAP S/4HANA
    Learn more »

- Build your transformation road map
  - Shape your future landscape and build your transformation road map
  - SAP Transformation Navigator
    Learn more »

- Plan and start your project
  - Understand most relevant services available to support your project
    - SAP Enterprise Support
    - SAP Model Company
    - SAP Value Assurance service packages
    Learn more »

And finally, recommended next steps are outlined:
1. Do a root cause analysis using SAP Solution Manager and build your business case.
2. Plan the SAP S/4HANA project using tools and services from SAP.
Agenda

Introduction and Overview

Example: SAP Business Scenario Recommendations (next generation)

How to Request Your Own Report

Summary
SAP Business Scenario Recommendations (next generation)

Request Process Overview

1. Extract data
   - Implement SAP Notes 2745851 and 2758146 in productive SAP ERP system
   - Run data extraction report and download ZIP file

2. Initiate your request
   - Initiate your request – go to: www.s4hana.com
   - Fill in the form, upload the extracted ZIP file and submit your request

3. Confirm your request
   - After submitting your request you will receive an e-mail to confirm your e-mail address
   - SAP will start to generate the report after your confirmation

4. SAP will share results report
   - SAP will send you the results report via e-mail
Next-Generation SAP Business Scenario Recommendations for SAP S/4HANA

The SAP Business Scenario Recommendations report provides you with tailor-made insights to build your case for SAP S/4HANA.

Why SAP S/4HANA?
- Why move from SAP ERP to SAP S/4HANA?
- What is the value for your lines of business?

How to Secure Business Buy-in?
- Receive tailored business performance insights.
- Identify the most valuable SAP S/4HANA business scenarios.

Benefits
- Benchmark your company against industry peers.
- Identify the potential value from SAP S/4HANA.
- Get tailored recommendations by line of business.
- Free-of-charge for customers on SAP maintenance.

Request your own report

With little effort you can request your own SAP Business Scenario recommendations for SAP S/4HANA. Please follow the instructions and apply on your productive system the SAP standard notes number: 2758346 and 2745851.

This will generate a ZIP file containing the files we will need to generate the report. Please review the content on the file and register below uploading this file.

How to request your own report:
- Follow the how-to-guide

You will get your report by email in approximately 10 business days (during the pilot phase).

Questions?
- Presentation
- Sample report
- Contact our team

Get started now
Agenda

Introduction and Overview

Example: SAP Business Scenario Recommendations (next generation)

How to Request Your Own Report

Summary
Key Benefits of SAP Business Scenario Recommendations

- **Identify the most valuable SAP S/4HANA business scenarios for your company**

- **Receive tailor-made insights to build your case for SAP S/4HANA**

- **Get unique business performance insights and tailored recommendations by line of business based on the actual usage of your SAP ERP system**

- **Personalized report at no additional charge for all customers under SAP maintenance, independent of their support model**

Order your free report: [www.s4hana.com](http://www.s4hana.com)
Find more information and sample reports, and to order your own SAP Business Scenario Recommendations for SAP S/4HANA:
www.s4hana.com

Thank you.

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Customer Value Experience
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