Kick Off Your Move to SAP S/4HANA with
SAP Business Scenario Recommendations on Spotlight

Customer Value Experience
SAP SE
September 2020
Agenda

Introduction and Overview

Example: SAP Business Scenario Recommendations on Spotlight

How to Request Your Own Report

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

Typical questions of business executives:

- What are the benefits for each area of my business in moving SAP S/4HANA?
- What is different, and what is new compared to what we have today?
- Where can SAP help streamline and automate my business?

The answer: SAP Business Scenario Recommendations on Spotlight

- Unique insights into current business process performance, system usage and industry benchmarks
- Tailor-made recommendations for SAP S/4HANA functionalities, SAP Fiori Apps and automation for six lines of business and across end-to-end processes
- Helping you to build your case for SAP S/4HANA and secure business buy-in
- No additional charge for customers on SAP Maintenance
Storyline example for the CFO
“Understand how to achieve your business goals with SAP innovations.”

**Business goal**
“What does my CEO want me to achieve?”

**Value drivers**
“What should we improve?”

**Deep dive into performance**
“Where are issues in today’s processes?”

**Deep dive into usage**
“How are we working today?”

**Optimize finance processes and liquidity**

1. Reduce G/L efforts and financial closing time
2. Reduce days sales outstanding (DSO)

3. **Process view and process performance indicators**
   (from customer’s SAP ERP software data with industry benchmarks)
   - **Impacting G/L efforts and closing time**
     - Overdue & open finance AR / AP items
     - Customer/ vendor payments autom. cleared
     - Open items on finance G/L accounts
   - **Impacting days sales outstanding**
     - # of sales order items overdue for invoicing
     - # of delivery items shipped and not billed
     - # of days for lead time: invoice creation to clearing

4. **Usage view**
   (from customer’s SAP ERP software data with industry benchmarks)
   - **Capabilities**
     - Financial Accounting
     - Collections Management
   - **What peers are using**
     - 3 stars
   - **What you use today**
     - 3 stars
     - No usage detected

5. **How SAP helps**
   and what’s different to SAP ERP?
   **SAP S/4HANA capabilities**
   - **Entity Close**
     Increase accuracy, corporate governance, compliance, and efficiency of the entity close with automation and standardization. Accelerate the entity close process through automation and standardization.
   - **Cash & Liquidity Management**
     Gain real-time insight into global cash and liquidity with SAP S/4HANA. Position cash accurately and analyze enterprise-wide cash flows within a timeframe of choice.
   - **Additional SAP products**
     - SAP Cash Application
     - Financial Statement Insights
     - IRPA - Manage Sales Order
SAP Business Scenario Recommendations on Spotlight
12 business optimization goals for 6 lines of business with ~80 metrics

**Optimize Finance**
- Reduce G/L efforts and financial closing time
- Reduce finance costs
- Reduce days sales outstanding

**Optimize Sales**
- Improve on-time delivery performance
- Increase sales force efficiency
- Reduce complaints and return costs

**Optimize Sourcing and Procurement**
- Reduce procurement function cost

**Optimize Supply Chain**
- Reduce days in inventory

**Optimize Manufacturing**
- Accelerate manufacturing cycle time
- Reduce total manufacturing costs

**Optimize Asset Management**
- Reduce unplanned downtime or outage
- Reduce asset data management cost

~80 process performance metrics\(^1\), supporting the need to MOVE to SAP S/4HANA, collected from the customer’s SAP ERP systems and benchmarked against peers\(^2\)

1) selected out of a set of 1300+ readily available KPIs in SAP Solution Manager, incl. drilldowns and progress measurement.

2) 2500+ data sets per September 2020
Structure of SAP Business Scenario Recommendations

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
  Learn more »

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.

   - 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.

4. "Usage icon" indicates your current usage of business scenarios:
   - Three stars = No usage
   - Two stars = Low usage
   - One star = Medium usage
   - No star = High usage

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**Value Drivers:**
- Improve On-Time Delivery Performance
- Increase Sales Force Efficiency

**How SAP helps:**
- Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.
Introducing SAP Business Scenario Recommendations on Spotlight

NEW: Spotlight

Executive summary report
Starting point to build a case for SAP S/4HANA
Easy to share including direct links to Spotlight

Audience: Process Experts

SAP Business Scenario Recommendations On Spotlight

Interactive PDF Report

Audience: Business executives

Cloud-based solution with data from SAP Business Scenario Recommendations
Deep-dive into process performance and efficiency
Identification of areas for improvement and automation potential
Tool-based support to identify standardization opportunities

SAP Business Scenario Recommendations on Spotlight is available free of charge for customers on SAP Maintenance
Agenda

Introduction and Overview

Example: SAP Business Scenario Recommendations on Spotlight

How to Request Your Own Report

Summary
Example

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SAP Business Scenario Recommendations for SAP S/4HANA 1909

Customer Name: Sample Inc.  
Customer Number: 12345  
Date of analysis: 2 Sep, 2020  
Country/Region: Germany  
System ID: PRD  
Current Release: SAP ERP - EHP6  
Database: Oracle

Consumer Products Industry
What’s in it for you:

This report will help you to receive:

- 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.
SAP Business Scenario Recommendations on Spotlight

Your SAP Business Scenario Recommendations report is enriched with an online version:
SAP Business Scenario Recommendations on Spotlight

In addition to this PDF report, Spotlight delivers a lightweight, data-driven report on transaction and process usage in your ERP system:

- Understand which ERP components, transactions and processes are heavily used
- Identify areas with highest potential for process improvement and automation
- Find out which SAP solutions can bring immediate value to your business operations

Click here to access your free SAP Business Scenario Recommendations on Spotlight

The Spotlight logo in this report indicates jump-offs to the BSR on Spotlight online version.
## 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
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

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

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

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

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

Read the industry whitepaper »

SAP industry point of view »

Get the poster »

Get the SAP road map »

SAP Model Company for your industry »
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.

This is the start of the customer-specific part of the SAP Business Scenario Recommendations report. The report contains insights and recommendations for six lines of business and twelve typical business goals.
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

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.

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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
- Vendor payments autom. cleared: 96%
- PO items created after invoice: 13,185

### How SAP helps:

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

### Findings:

**Accounts Receivables**
- Open items on goods receipt/invoice clearing accounts: 28,739
- Open items on finance general ledger accounts: 8,235,129

**Accounts Payables**
- Vendor payments autom. cleared: 96%
- PO items created after invoice: 13,185

**General Ledger Accounting**
- Open items on finance general ledger accounts: 8,235,129
- Entity close: 331

**Product Cost Controlling**
- Failed component consumptions during prod. order confirmation: 331
- Errors during production order settlement: No data
Value Drivers:

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How SAP helps:

Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.

All innovation recommendations »

You can also access this content online by clicking on the “Spotlight” icon.
This is the Spotlight online analysis displaying the same indicators of performance as on the BSR.
### Finance: Your Current Process Performance in SAP ERP System “PRD”

<table>
<thead>
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#### How SAP helps:
- **Cash Management**: Reduce G/L efforts and financial closing time
- **Payments and Bank Communications**: Reduce days sales outstanding
- **Financial Shared Services Management**: Reduce finance costs
- **Financial Accounting**: All innovation recommendations
- **Product Costing**: All innovation recommendations
- **Entity Close**: All innovation recommendations

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:

<table>
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<th>Company Code</th>
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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

Learn more »
Overdue & open finance AP items

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Details
What we measured

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The number is quite high, also compared to industry peers.
This customer is in the lowest performing 25% in the consumer product industry.
Findings and Benchmark

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80,102 items

Overdue & open finance AP items

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

You can see if these positions are actually business relevant today or if this is 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.
Overdue & open finance AP items

Findings and Benchmark
What we measured

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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.

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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.
**Overdue & open finance AP items**

**Findings and Benchmark**
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To understand how SAP S/4HANA can help, let’s go back to the finance overview. The bottom part contains SAP’s top recommendations for SAP S/4HANA business scenarios. This customer is already using is “Entity Close”, as one can see from the two little stars, which indicate usage intensity.

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

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<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>No data</td>
</tr>
<tr>
<td>Customer payments autom. cleared</td>
<td>$1,905</td>
<td>$13,185</td>
<td>**</td>
<td>Errors during production order settlement</td>
</tr>
<tr>
<td>Bank statements not compl. posted</td>
<td>**</td>
<td>**</td>
<td>**</td>
<td>**</td>
</tr>
</tbody>
</table>

### How SAP helps:

- **Cash Management**: 
  - Reduce G/L efforts and financial closing time
- **Payments and Bank Communications**: 
  - Reduce G/L efforts and financial closing time
- **Financial Shared Services Management**: 
  - Reduce G/L efforts and financial closing time
- **Financial Accounting**: 
  - Overdue & open finance AR items
  - Vendor payments autom. cleared
- **Product Cost Controlling**: 
  - Open items on finance general ledger accounts
  - Open items on goods receipt/invoice receipt clearing accounts

---

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FINDINGS

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.

Further Information

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.

Your usage intensity based on 1 used transactions »

Industry popularity  ★ ★ ★
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**Further Information**

- **Business scenario details**
- **Related SAP Fiori apps**
- **Group reporting**
- **SAP Financial Statement Insights**
Entity Close

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

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**Business Scenario Description**

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- **Value Drivers**
  - **Reduce G/L & financial closing costs**
    Support fast, peer-to-peer intercompany reconciliation, single source of truth and automating closing tasks.
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**What’s new in SAP S/4HANA**

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**Further Information**

- Details
- Video
- Additional SAP products
### Business Scenario Description

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  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**
  - Business scenario details »
  - Related SAP Fiori apps »
  - Group reporting »

- **Video**
  - SAP Financial Statement Insights »

- **Additional SAP products**
  - Related SAP Fiori apps »
  - Group reporting »

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.
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>
<td></td>
<td></td>
</tr>
<tr>
<td>Delivery Management</td>
<td>★★★ ★★★</td>
<td>27</td>
<td>★★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Billing</td>
<td>★★★ ★★★</td>
<td>10</td>
<td>★★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>★★★ ★★★</td>
<td>10</td>
<td>★★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Profitability Analysis</td>
<td>★★★ ★★★</td>
<td>9</td>
<td>★★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>★★★ ★★★</td>
<td>8</td>
<td>★★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Overhead Cost Management</td>
<td>★★★ ★★★</td>
<td>4</td>
<td>★★★★★</td>
<td></td>
<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.
## Additional SAP S/4HANA Business Scenarios*

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

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<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.

Equally interesting are the most important SAP S/4HANA business scenarios, 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.
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.

Reimagine Record to Report | Reimagine Order to Cash

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
**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

### Customer-Specific Recommendations

**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

**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

Furthermore, the report contains proof points about the potential improvements and savings:

Here is a reference customer from South Korea, who accelerated account closing time from 20 days to seven days with SAP S/4HANA.
Your Journey to the Transition to the Intelligent Enterprise with SAP S/4HANA has just started!

Get prepared
In preparation for your meeting review the available videos and assets available at:
www.s4hana.com

Where to start?
Review the content included in the report to identify the most prominent line of business where opportunities are shown.
A good way is to look at the process performance indicators that shows highest improvement potential compared to your industry peers.

What shall I do?
Discuss the report with your line of business stakeholders. Typical roles to be involved would be:
- Line of business managers and executives
- Business analysts
- Application experts

The next steps section will guide you through the most relevant offerings from SAP to help you on your journey to the Intelligent Enterprise.
We have grouped the offerings into five different phases:
1. Analyze → Understand where you are and how you are running your core processes
2. Define your strategy → Understand the potential of the intelligent enterprise
3. Make the case → Understand the value and the return of your investment
4. Consider your options → Select your technical options to run your project successfully
5. Build your future → Start your project in the best way

The possible offerings are grouped into three different options that can be considered either individually or matched together:

Join the SAP S/4HANA Movement!
### Find out how SAP can Help

#### Next Steps:

<table>
<thead>
<tr>
<th>Next Steps</th>
<th>ANALYZE</th>
<th>DEFINE STRATEGY</th>
<th>MAKE THE CASE</th>
<th>CONSIDER OPTIONS</th>
<th>BUILD FUTURE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOOLS »</strong></td>
<td>SAP Solution Manager</td>
<td>Business Value Advisor</td>
<td>SAP Value Lifecycle Manager</td>
<td>SAP Transformation Navigator</td>
<td>SAP Solution Manager</td>
</tr>
<tr>
<td><strong>FREE OFFERINGS »</strong></td>
<td>SAP Enterprise Support Value Map for Business process improvement</td>
<td></td>
<td>SAP Enterprise Support Value Map for SAP S/4HANA</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>ADDITIONAL OFFERINGS »</strong></td>
<td>SAP S/4HANA Value Mining service</td>
<td></td>
<td>Discovery workshop for SAP S/4HANA</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

This is a summary of the various offerings available, so you clearly and quickly identify which ones are relevant for you, based on the phase and the type of offering you prefer. There is also afterwards a page dedicated to each of the five phases.
Introducing SAP Business Scenario Recommendations on Spotlight

Executive summary report
Starting point to build a case for SAP S/4HANA
Easy to share including direct links to Spotlight

NEW: Spotlight
Online application
Cloud-based solution with data from SAP Business Scenario Recommendations
Deep-dive into process performance and efficiency
Identification of areas for improvement and automation potential
Tool-based support to identify standardization opportunities

SAP Business Scenario Recommendations
Interactive PDF Report

Audience: Business executives
Audience: Process Experts

SAP Business Scenario Recommendations on Spotlight is available free of charge for customers on SAP Maintenance
Login details to the Spotlight demo system:

You can directly access and test SAP Business Scenario Recommendations on Spotlight.

Here are the details needed to access the sample project:

1. **Click on this link:** [BSR on Spotlight demo project](#)

2. **Enter this user:** demo.user@getspotlight.io

3. **And this password:** Demo1234!

4. **You are connected!**
Home menu

When you arrive on the Spotlight analysis, you will see this Home page. From here you can get an introduction, help and where you can start diving into specific content.
Spotlight Fundamentals video

By clicking on the green video icon on the top right corner of screen, you can watch a short introduction video, which explains what Spotlight is and its value for the customer.

Sample Spotlight project
There is also a very useful “Get Help” button to receive a step-by-step walkthrough.
Help Button 2/2

Each step focuses on a specific element of Spotlight.

Just click on the "next" button to go to the following step.
The Glossary is accessible by clicking on the second icon from the right in the top right corner.
“Check Business Performance” displays the same level of details than the PDF report. You can select a line of business, a focus point, and get instant insight at the bottom of this part. The Top5 KPIs for this area are displayed with a colour coding for the industry benchmarks.

You can also dive into more info by clicking on one of the KPI.
Quick access – End-to-End Processes

Alternatively, you can review the processes by clicking on “Access E2E Process”. 

Access E2E Process

- Asset Management
- Complaints Management
- Financial Accounting
- Order to Cash
- Planning to Delivery
- Procure to Pay
- Supply Chain Management

Top Transaction Usage

- Vendor Line Items
- Call MIRO - Change Status
- G/L Account Line Items
- Display Purchase Order
- Display Balances
Financial Accounting

Here you can review the indicators of performance similarly to the line of business summary in the PDF report.

Review the SAP S/4HANA business Scenario recommended by clicking on “Recommendations”.

Click on each KPI to get more details.
Details on Account Payables

There is the same level of details than the “details” page of the BSR: The value, the description, the benchmarking, the possible causes and impacts, as well as the top 5 organizational units.

Click on “Age Distribution” to review the time distribution graph.
Top Transaction Usage

“View All Transactions” displays content, which is not in the BSR. This part focuses on the effort and usage of SAP ERP.
Transaction View

This is the list of all observed transactions from the ERP system, including standard, partner and custom transactions.

You can see for each transaction the contribution to manual effort and amount of users.

<table>
<thead>
<tr>
<th>TYPE</th>
<th>TRANSACTION ID</th>
<th>TRANSACTION NAME</th>
<th># OF MAPPED PROCESSES</th>
<th>CONTRIBUTION TO TOTAL EFFORT</th>
<th>USERS</th>
<th>TECHNICAL COMPONENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Standard</td>
<td>FBIL1N</td>
<td>Vendor Line Items</td>
<td>1</td>
<td>6.6%</td>
<td>36</td>
<td>FI: Financial Accounting</td>
</tr>
<tr>
<td>Standard</td>
<td>MIR4</td>
<td>Call MIRO - Change Status</td>
<td>0</td>
<td>6.3%</td>
<td>42</td>
<td>MM: Materials Management</td>
</tr>
<tr>
<td>Standard</td>
<td>FAGIL03</td>
<td>G/L Account Line Items</td>
<td>6</td>
<td>0.2%</td>
<td>20</td>
<td>FI: Financial Accounting</td>
</tr>
<tr>
<td>Standard</td>
<td>ME23N</td>
<td>Display Purchase Order</td>
<td>1</td>
<td>4.7%</td>
<td>71</td>
<td>MM: Materials Management</td>
</tr>
<tr>
<td>Standard</td>
<td>FAGILB03</td>
<td>Display Balances</td>
<td>3</td>
<td>4.2%</td>
<td>19</td>
<td>FI: Financial Accounting</td>
</tr>
<tr>
<td>Standard</td>
<td>ME21N</td>
<td>Create Purchase Order</td>
<td>30</td>
<td>3.5%</td>
<td>37</td>
<td>MM: Materials Management</td>
</tr>
<tr>
<td>Standard</td>
<td>FBIL3N</td>
<td>G/L Account Line Items</td>
<td>2</td>
<td>3.3%</td>
<td>20</td>
<td>FI: Financial Accounting</td>
</tr>
<tr>
<td>Standard</td>
<td>ME3N</td>
<td>Outline Agreements by Agreement No.</td>
<td>0</td>
<td>2.9%</td>
<td>19</td>
<td>MM: Materials Management</td>
</tr>
<tr>
<td>Standard</td>
<td>ME22N</td>
<td>Change Purchase Order</td>
<td>5</td>
<td>2.8%</td>
<td>33</td>
<td>MM: Materials Management</td>
</tr>
<tr>
<td>Standard</td>
<td>ME2L</td>
<td>Purchase Orders by Vendor</td>
<td>0</td>
<td>2.7%</td>
<td>29</td>
<td>MM: Materials Management</td>
</tr>
<tr>
<td>Standard</td>
<td>VF03</td>
<td>Display Billing Document</td>
<td>4</td>
<td>2.7%</td>
<td>40</td>
<td>SD: Sales and Distribution</td>
</tr>
<tr>
<td>Standard</td>
<td>FB11</td>
<td>Post Paid Document</td>
<td>0</td>
<td>2.5%</td>
<td>18</td>
<td>FI: Financial Accounting</td>
</tr>
<tr>
<td>Standard</td>
<td>VF01</td>
<td>Create Billing Document</td>
<td>44</td>
<td>2.5%</td>
<td>17</td>
<td>SD: Sales and Distribution</td>
</tr>
</tbody>
</table>

Data Coverage: Jan 2020
Mapping between Transactions and Processes

By clicking on each transaction or alternatively on “Mapping” tab, you can review the initial mapping that is retrieved from S/4HANA Best Practice process definition.

“# of mapped processes” shows to how many processes the transaction is mapped initially. You have the ability to adapt the mapping accordingly.
In the process view, are displayed the business processes.

1. In the column on the left are the list of every processes based on our best practices.

<table>
<thead>
<tr>
<th>PROCESS</th>
<th>SCORE</th>
<th>MANUAL EFFORT</th>
<th>USERS</th>
<th>SUPPORT INTENSITY</th>
<th>PROCESS COMPLEXITY</th>
<th>LOB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable (A60) Solutions</td>
<td>9.1</td>
<td>10</td>
<td>8.1</td>
<td>9.8</td>
<td>8.5</td>
<td>Finance</td>
</tr>
<tr>
<td>Accounting and Financial Close (AFC)</td>
<td>9.7</td>
<td>10</td>
<td>9.4</td>
<td>6.9</td>
<td>6.5</td>
<td>Finance</td>
</tr>
<tr>
<td>Central Purchasing (ZXT)</td>
<td>7.6</td>
<td>9.2</td>
<td>10</td>
<td>5.7</td>
<td>5.5</td>
<td>Sourcing and Contract Management</td>
</tr>
<tr>
<td>Emergency Maintenance (BH2) Solutions</td>
<td>6.5</td>
<td>8.5</td>
<td>7.7</td>
<td>7.9</td>
<td>2.1</td>
<td>Asset Management</td>
</tr>
<tr>
<td>Maintenance (MNT)</td>
<td>8.9</td>
<td>7.8</td>
<td>10</td>
<td>7.6</td>
<td>7</td>
<td>Asset Management</td>
</tr>
<tr>
<td>Accounts Receivable (AS9) Solutions</td>
<td>8.1</td>
<td>7.4</td>
<td>7.7</td>
<td>8.9</td>
<td>8.3</td>
<td>Finance</td>
</tr>
<tr>
<td>Overhead Cost Accounting (J50)</td>
<td>7.7</td>
<td>7.3</td>
<td>7.4</td>
<td>8.5</td>
<td>7.7</td>
<td>Finance</td>
</tr>
<tr>
<td>Advanced Cash Operations (J78) Solutions</td>
<td>8.3</td>
<td>7.1</td>
<td>8.2</td>
<td>9.6</td>
<td>8.5</td>
<td>Finance</td>
</tr>
<tr>
<td>Event-Based Revenue Recognition (ERR)</td>
<td>7.8</td>
<td>6.8</td>
<td>8.8</td>
<td>0.4</td>
<td>2.5</td>
<td>Finance</td>
</tr>
</tbody>
</table>
Every process receives a score from 1 to 10. This score is the average of every other rating you find on the right (manual effort, users, support intensity, and process complexity).
Every processes receives more ratings from 1 to 10, 10 being the most. For example, a 10 in “Manual Effort” means this is the process with the most manual effort and all others are relative to that one.

The most relevant categories are “Manual Effort” and “Users” since this data is based on the customer ERP system.

<table>
<thead>
<tr>
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<th>SUPPORT INTENSITY</th>
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<th>LOB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable (J86) Solutions</td>
<td>9.1</td>
<td>10</td>
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<td>9.8</td>
<td>9.5</td>
<td>Finance</td>
</tr>
<tr>
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<td>6.5</td>
<td>8.5</td>
<td>7.7</td>
<td>7.9</td>
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<td>10</td>
<td>7.6</td>
<td>7</td>
<td>Asset Management</td>
</tr>
<tr>
<td>Accounts Receivable (J89) Solutions</td>
<td>8.1</td>
<td>7.4</td>
<td>7.7</td>
<td>8.9</td>
<td>8.3</td>
<td>Finance</td>
</tr>
<tr>
<td>Overhead Cost Accounting (J54)</td>
<td>7.7</td>
<td>7.3</td>
<td>7.7</td>
<td>8.5</td>
<td>7.7</td>
<td>Finance</td>
</tr>
<tr>
<td>Advanced Cash Operations (J78) Solutions</td>
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</tbody>
</table>
By clicking on the blue link “solutions” at the right of each process, you can access the recommendations of automation for this specific process. You can drill down into more details.
Focus on Account Payable

Here you see the different process steps involved in the account payable process, as defined in the SAP S/4HANA process best practices. You can get insights on the manual efforts involved in each process steps.

Understand how the current processes deviates from the best practices by clicking on “Standard Process Diagram”.

Accounts Payable (J60)
Custom Code Insights:
Identify custom transactions with highest usage and amount of user for possible replacement.

To increase performance and avoid possible issues during and after the migration, we recommend to check and adapt the custom code or evaluate whether SAP standard functionality can replace the existing custom code.

We are displaying those custom transaction which have:
- a higher number of user
- a high manual effort:
Partner Code Insights

This view is similar to the custom code view.

Each partner has one specific colour to help to identify who developed what on the system.
In the “Data Details”, you can review a breakdown of the effort by technical components. Below the graph is a legend to understand the various elements of the breakdown. The donut graph on the right offers additional insights in term of manual effort.
Agenda

Introduction and Overview

Example: SAP Business Scenario Recommendations on Spotlight

How to Request Your Own Report

Summary
SAP Business Scenario Recommendations on Spotlight

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 receive an e-mail to confirm your e-mail address
   - SAP starts to create the report and the Spotlight analysis after your confirmation

4. SAP will share results report
   - SAP sends you via email the report and the instruction to activate your Spotlight account

How-To Guide »
SAP Business Scenario
Recommendations on Spotlight for SAP S/4HANA 1909

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

Typical questions you may ask
- Why move from SAP ERP to SAP S/4HANA?
- Which new functionalities are most relevant for each line of business?
- How does SAP S/4HANA support your business goals?
- How can I automate my processes?

What you can expect
- Unique insights into your current operational business process performance, functional usage, and industry benchmarks
- Specific recommendations for six lines of business: SAP S/4HANA functionalities, automation, and SAP Fiori apps
- Build your case for SAP S/4HANA and secure business buy-in
- Two complementary deliverables: the established PDF report for the business executive presentations and access to your report information in the new cloud solution

Request your own report

With little effort, you can request your own SAP Business Scenario recommendations on Spotlight. Please follow the instructions and apply the SAP standard notes number: 2738946 and 2743861 on your productive SAP ERP system.

This will generate a ZIP file with all necessary information. Please review the content in the file and submit your request below.

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

Want to know more?
- Demo video
- Sample report
- Presentation
- Frequently asked questions
- Video testimonial

Questions?
- Contact our team

Get started now
Agenda

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How to Request Your Own Report

Summary
Key Benefits of SAP Business Scenario Recommendations on Spotlight

- 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 and usage insights as well as 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
Find more information and sample reports, and to order your own SAP Business Scenario Recommendations on Spotlight: www.s4hana.com

Thank you.

Customer Value Experience
SAP SE
s4hana@sap.com