Join the **SAP S/4HANA Movement**

Secure your seat in the **SAP S/4HANA Adoption Starter Engagement**

Q1 2020
Agenda
SAP S/4HANA Adoption Starter Engagement

1. What is the SAP S/4HANA Adoption Starter Engagement
2. What to expect during the SAP S/4HANA Adoption Starter Engagement
3. What is the result of the SAP S/4HANA Adoption Starter Engagement
4. Preparation and Registration
Agenda
SAP S/4HANA Adoption Starter Engagement

1. What is the SAP S/4HANA Adoption Starter Engagement
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How to efficiently organize and start your Move to SAP S/4HANA

Make your case – choose the starting point that suits best

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**Planning Considerations**

**Business Evaluation – Why?**

**Technical & Cost Evaluation – What?**

**Transformation Evaluation – How?**

---

**Self Planning**

Self-Planning using SAP tools to discover value

**Adoption Starter Engagement**

Expert guidance to help you understand your path for moving to SAP S/4HANA

**Discovery Engagement**

Guided planning with SAP experts at your site applied to SAP S/4HANA or Intelligent Enterprise projects

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Which starting point do I choose to plan my Move?
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SAP S/4HANA Adoption Starter Engagement – Target Audience

Customer Target Group

- ERP installed base customers
- Not live on SAP S/4HANA yet
- All customers with a valid Support Agreement with no additional fees
- Direct and Indirect customers
- Indirect customers are requested to join with their reselling partners
- Customers may bring their SI partners as members of their project team

Timing and Set-up

- Ideal timing is evaluation or early planning phase (pre-license or at least pre-project)
- Time bound, structured process (details see “What to expect during the SAP S/4HANA Adoption Starter Engagement”)
- Combination of customer activity, 1:n SAP interaction and 1:1 sessions (details see “What to expect during the SAP S/4HANA Adoption Starter Engagement”)
- Intended scope will require several customer roles to be involved (details see “Preparation and Registration”)
What is the SAP S/4HANA Adoption Starter Engagement

Guided Approach
- Supported by a structured methodology the approach enables customers to self-manage steps to help plan the move to SAP S/4HANA
- Designed to be completed in 6 weeks (elapsed time)

Virtual Instruction & Enablement
- Virtual classroom setting with live, real-time instruction delivered by an SAP expert
- Easy-to-follow collaboration model that fosters experience exchange within peer groups

Easy-to-Execute, Predictable Outcomes
- Program delivered against a fixed timeline with clear milestones
- Content is packaged with Q&A check points
- Content is delivered in a guided, sequenced flow

Prescriptive and clear guidance and support to design and develop your road map for moving to SAP S/4HANA
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2. **What to expect during the SAP S/4HANA Adoption Starter Engagement**
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What to expect during the SAP S/4HANA Adoption Starter Engagement

**Business Evaluation – Why?**
- Innovation Case & Efficiency Case
  - Relevant innovation scenarios
  - Relevant value drivers
  - Future capabilities
  - Baseline results and tracking approach

**Technical & Cost Evaluation – What?**
- Target Products & Target Instances
  - Midterm target architecture
  - Scope-based product recommendations
  - Definition of digital core
  - Instance consolidation plan
  - Technical preparation needs such as custom code and simplification
- Cost
  - Effort Estimate

**Transformation Evaluation – How?**
- Approach & Sequencing of Project Plans
  - Conversion vs. Greenfield
  - Sequencing of product transitions
  - Sequencing of instance transitions

**Tools**
- Expert Advice and Guidance
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What to expect during the SAP S/4HANA Adoption Starter Engagement

<table>
<thead>
<tr>
<th>Scope</th>
<th>How it works</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Foundation</strong></td>
<td></td>
</tr>
<tr>
<td>1. Scoping the Digital Core</td>
<td>Current landscape and basic target architecture + Instance consolidation candidate check</td>
</tr>
<tr>
<td>2. SAP Business Scenario Recommendations</td>
<td>Current business process performance assessed, currently used capabilities with SAP S/4HANA enhancements + additional SAP S/4HANA capabilities identified</td>
</tr>
<tr>
<td>3. SAP Transformation Navigator</td>
<td>All current products mapped to up-to-date SAP portfolio viewed from BOM, value driver and transition type perspective</td>
</tr>
<tr>
<td><strong>Cost</strong></td>
<td></td>
</tr>
<tr>
<td>4. Effort Estimate</td>
<td>Establish first rough effort estimate based on TCO Framework for the SAP S/4HANA transition</td>
</tr>
<tr>
<td><strong>Transformation</strong></td>
<td></td>
</tr>
<tr>
<td>5. SAP Readiness Check</td>
<td>SAP S/4HANA readiness of your ERP System in 10 technical areas (e.g. modifications, simplification items, HANA sizing)</td>
</tr>
<tr>
<td>7. Start Point / Migration Path</td>
<td>Major product and instance transition sequencing</td>
</tr>
</tbody>
</table>
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What to expect during the SAP S/4HANA Adoption Starter Engagement

<table>
<thead>
<tr>
<th>Preparation</th>
<th>Analysis / Discovery</th>
<th>Alignment (Customer)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Info Session &amp; Registration</td>
<td>6 Weeks</td>
<td>3-4 Weeks</td>
</tr>
<tr>
<td>Prework (setup BSR, RC &amp; STN, S-User, Roles)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kick-Off Meeting</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Scoping the Digital Core</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Business Scenario Recommendations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. SAP Transformation Navigator</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Effort Estimate</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. SAP Readiness Check</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7. Start Point / Migration Path</td>
<td></td>
<td></td>
</tr>
<tr>
<td>End of analysis</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Synthesis workshop</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Plan 1.0 available / Closing</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1:1 Interaction Between SAP and Customer

1:n Interaction Between SAP and Customer

Customer-Only and On-Demand Support from SAP
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What to expect during the SAP S/4HANA Adoption Starter Engagement

Your Transformation Plan 1.0 – Organized, Sequenced, and Action-Ready
Agenda
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What is the result of the SAP S/4HANA Adoption Starter Engagement

Your Transformation Plan 1.0 – Organized, Sequenced, and Action-Ready

Business Evaluation – **Why?**

**Innovation Case & Efficiency Case**
- Relevant innovation scenarios
- Relevant value drivers
- Future capabilities
- Baseline results and tracking approach

Technical & Cost Evaluation – **What?**

**Target Products & Target Instances**
- Midterm target architecture
- Scope-based product recommendations
- Definition of digital core
- Instance consolidation plan
- Technical preparation needs such as custom code and simplification

**Cost**
- Effort Estimate

Transformation Evaluation – **How?**

**Approach & Sequencing of Project Plans**
- Conversion vs. Greenfield
- Sequencing of product transitions
- Sequencing of instance transitions

Tools

Expert Advice and Guidance

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What is the result of the SAP S/4HANA Adoption Starter Engagement

Industry Trends – SAP Business Scenario Recommendations

Industry innovation trends and relevant innovation scenarios are identified

Business Evaluation – Why?

Key questions to answer:

- What are the big technology trends in digitalization and how are they used?
- What are concrete innovation scenarios SAP provides already today?
- Which innovation scenarios are relevant for my company?

Results:

- List of innovation scenarios to be considered/evaluated during/after SAP S/4HANA migration

<table>
<thead>
<tr>
<th>Trends in High Tech Industry:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Key Challenges</strong> within your industry</td>
</tr>
<tr>
<td>The shift to broad-based applications</td>
</tr>
<tr>
<td>This shift is causing investors to place incredible scrutiny on the research spent in nearly every semiconductor company</td>
</tr>
<tr>
<td>Hardware sales drop</td>
</tr>
<tr>
<td>-50% profits from hardware over the past 5 years</td>
</tr>
<tr>
<td>-Where is the next wave of profit to be found in the industry?</td>
</tr>
<tr>
<td>Several billions of connected devices</td>
</tr>
<tr>
<td>-How can we be sure they are safe and secure?</td>
</tr>
</tbody>
</table>

| **Key Trends** within your industry |
| Subscribing to outcomes |
| -Selling highly configurable software-rich products |
| -Operating highly configurable software-rich products |
| Providing digital smart product |
| -Designing |
| -Operating secure, connected and intelligent products |
| Achieving customer intimacy |
| -360 degree customer understanding |
| -Continuous upselling |

| **Key Value Drivers** within your industry |
| Optimize processes |
| -Increase efficiency |
| -Improve reliability |
| Extend processes |
| -Extend current business processes |
| -Beyond efficiency gains |
| -To capture new sources of value |
| Transform the value |
| -Transform the company’s value chain |
| -Transform the business model |
| -To capture new revenue streams |
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What is the result of the SAP S/4HANA Adoption Starter Engagement Efficiency Case – SAP Business Scenario Recommendations

Relevant S/4HANA Improvement Potential Identified

Business Evaluation – Why?

Key questions to answer:
- How is my company performing with respect to business key figures relating to the relevant value drivers?
- What is the potential improvement?
- What is the usage intensity of existing ERP capabilities?

Results:
- Relevant process KPIs mapped to possible helpful S/4HANA scenario recommendations
- Improvement potential identified and applicable solution capability proposed
- Footprint of currently used and not used capabilities identified
Key questions to answer:

- What are the currently used capabilities that are enhanced by SAP S/4HANA?

Results:

- Shortlist of currently used capabilities with SAP S/4HANA process enhancements
- Usage of currently used capabilities identified
- Description on how the currently used capabilities are enhanced by SAP S/4HANA
- Qualitative description on how relevant value drivers can be improved by enhancing currently used capabilities through SAP S/4HANA
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What is the result of the SAP S/4HANA Adoption Starter Engagement

SAP S/4HANA Innovations – SAP Business Scenario Recommendations

Additional SAP S/4HANA Capabilities to be Considered

Business Evaluation – Why?

Key questions to answer:
- What are additional SAP S/4HANA capabilities to be considered

Results:
- Shortlist of additional gained capabilities with SAP S/4HANA based on the current usage of ERP
- Description on how the additional gained capabilities are improving currently implemented business scenarios
- Qualitative description on how relevant value drivers can be improved by enhancing currently used capabilities trough SAP S/4HANA
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What is the result of the SAP S/4HANA Adoption Starter Engagement

Your Transformation Plan 1.0 – Organized, Sequenced, and Action-Ready

Business Evaluation – Why?
- Innovation Case & Efficiency Case
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Technical & Cost Evaluation – What?
- Target Products & Target Instances
  - Midterm target architecture
  - Scope-based product recommendations
  - Definition of digital core
  - Instance consolidation plan
  - Technical preparation needs such as custom code and simplification
- Cost
  - Effort Estimate

Transformation Evaluation – How?
- Approach & Sequencing of Project Plans
  - Conversion vs. Greenfield
  - Single step vs. Multi step
  - Sequencing of product transitions
  - Sequencing of instance transitions

Tools
- Expert Advice and Guidance
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What is the result of the SAP S/4HANA Adoption Starter Engagement

Target Products – Scoping the Digital Core

Affinity to Cloud Products documented!

Technical Evaluation – What?

Key questions to answer:
- How does your future landscape look like based on your business needs and core IT strategy?
- In which areas you may consider the use of Cloud products?

Results:
- Affinity to Cloud Products is documented

Implication:
- Sourcing & Procurement: Mismatch between Need for Differentiation / motivation to invest in Digital Transformation ⇒ Clarification needed
- Only 2 functional areas require OnPremise due to need for differentiation. Discuss possible scenarios, e.g. Functional split
- Supply Chain may be split between S/4HANA for gATP and PP/DS and Integrated Business Planning for DP and SNP
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What is the result of the SAP S/4HANA Adoption Starter Engagement

Target Products – SAP Transformation Navigator

Tailored SAP product guide that includes business, technology and transformation aspects

Technical Evaluation – What?

Key questions to answer:
- What are the recommended products in a SAP S/4HANA centric landscape?
- Which are relevant additional new capabilities?
- What are the transition preferences?

Results:
- Scope-based product recommendations
- Definition of the digital core
- Possible license implication identified
- Tailored guide summarizing the results along Business, Technology and Transformation
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What is the result of the SAP S/4HANA Adoption Starter Engagement

Target Instances – Scoping the Digital Core

Assumptions for a target architecture are documented! Digital Core defined!

Technical Evaluation – What?

Key questions to answer:
- How does your future landscape look like based on your business needs and core IT strategy?
- Which are the consolidation opportunities?

Results:
- Target architecture and landscape
- Consolidation opportunities
- Digital Core defined
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What is the result of the SAP S/4HANA Adoption Starter Engagement

SAP S/4HANA Readiness – SAP Readiness Check

SAP S/4HANA readiness of your ERP System in 10 technical areas is checked!

Technical Evaluation – What?

Key questions to answer:
What is the status of my ERP system with regards to the aspects relevant for a SAP S/4HANA conversion?
- Compatibility of Add-on/Active Business Functions
- Simplification Items
- Sizing
- Custom Code / Custom Development projects
- Business Process Improvements to be done before conversion
- Recommended Fiori Apps

Results:
- SAP Readiness Check Dashboard and Report
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What is the result of the SAP S/4HANA Adoption Starter Engagement Efficiency Case – Effort Estimate

Initial TCO and Effort Estimate is created!

TCO Evaluation – What?

Key questions to answer:
- What are the accelerators helping me to reduce implementation effort in comparison to former “traditional” implementations?
- What are the implications from a hardware/software cost perspective?
- What are the implication for ongoing operations?

Results:
- Indication of change in cost distribution / first rough estimate
What is the result of the SAP S/4HANA Adoption Starter Engagement

Your Transformation Plan 1.0 – Organized, Sequenced, and Action-Ready

### Business Evaluation – Why?
- Innovation Case & Efficiency Case
  - Relevant innovation scenarios
  - Relevant value drivers
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### Technical & Cost Evaluation – What?
- Target Products & Target Instances
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  - Technical preparation needs such as custom code and simplification
- Cost
  - Effort Estimate

### Transformation Evaluation – How?
- Approach & Sequencing of Project Plans
  - Conversion vs. Greenfield
  - Sequencing of product transitions
  - Sequencing of instance transitions

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Tools
- Expert Advice and Guidance

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What is the result of the SAP S/4HANA Adoption Starter Engagement
Transformation Approach & Sequencing – Conversion vs. Greenfield

Preferred Transformation Approach identified!

Transformation Evaluation – How?

Key questions to answer:
- What is the right approach for the transition to SAP S/4HANA (Conversion or Greenfield)

Results:
- 8-question framework from which guidance for the right approach can be derived

| As answer to questions, position green marker in the fitting column (1-5) |
|---|---|---|---|---|
| 1 | Can you move to SAP S/4HANA in a one-step procedure? |  |  |  |
|   | Yes | No | Yes | No |
| 2 | Do your current business processes support long-term strategy of the company? |  |  |  |
|   | Current Processes are a good long-term fit | Redesign of core business processes | Non-Uniform | Non-Uniform |
| 3 | Can you adopt the Best Practices to modernize Core Business Process? Or are you planning to take over existing custom applications? |  |  |  |
|   | Take over custom | Redvelop Custom Applications | Mode  Company / Back to Standard | Mode  Company / Back to Standard |
| 4 | Is Landscape consolidation a key value driver for SAP S/4HANA adoption? |  |  |  |
|   | No |  |  |  |
| 5 | Do you require previous transactional data to be available in SAP S/4HANA? |  |  |  |
|   | Yes | Yes | Yes | Yes |
| 6 | Technical / IT funded project or Business funded project |  |  |  |
|   | Business | IT | Business | IT |
| 7 | Number of interfaces to other systems (Non-SAP and SAP) |  |  |  |
|   | Many high complexity | Many high complexity | Many high complexity | Many high complexity |
| 8 | Can your company sustain a multiyear innovation plan with incremental innovations |  |  |  |
|   | Yes | Yes | Yes | Yes |
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What is the result of the SAP S/4HANA Adoption Starter Engagement Transformation Approach & Sequencing – Start Point / Migration Path

Preferred Transition Pattern identified!

Transformation Evaluation – How?

Key questions to answer:
What is the right sequence of transitions to get from the current landscape to the target landscape?
- Sequencing of product transitions
- Sequencing of instance transitions

Results:
- Preferred Transition Pattern identified
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What is the result of the SAP S/4HANA Adoption Starter Engagement Transformation Approach & Sequencing – Start Point / Migration Path

Determination of a high-level project plan for transition to your SAP S/4HANA centric landscape

Transformation Evaluation – How?

Key questions to answer:
What is the right sequence of transitions to get from the current landscape to the target landscape?
- Sequencing of product transitions
- Sequencing of instance transitions

Results:
- Main activities identified

**Key drivers of Duration**

<table>
<thead>
<tr>
<th>Cycle 1</th>
<th>Cycle 2</th>
<th>Cycle 3</th>
<th>Cycle 4</th>
<th>Cycle 5</th>
<th>Cycle 6</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRD to SAP S/4HANA &quot;Sandbox&quot;</td>
<td>DEV to SAP S/4HANA DEV</td>
<td>QA to SAP S/4HANA QA</td>
<td>PRD to SAP S/4HANA &quot;Sandbox&quot;</td>
<td>PRD to SAP S/4HANA &quot;Sandbox&quot;</td>
<td>PRD Conversion</td>
</tr>
<tr>
<td>Source</td>
<td>Target</td>
<td>T4 Copy</td>
<td>BSD NW</td>
<td>Source</td>
<td>Target</td>
</tr>
<tr>
<td>Steps</td>
<td>Steps</td>
<td>Steps</td>
<td>Steps</td>
<td>Steps</td>
<td>Steps</td>
</tr>
<tr>
<td>1. Homogeneous system copy of T4 to BSD</td>
<td>1. Homogeneous system copy of T4 to BSD</td>
<td>1. Homogeneous system copy of T4 to BSD</td>
<td>1. Homogeneous system copy of T4 to BSD</td>
<td>1. Homogeneous system copy of T4 to BSD</td>
<td>1. Homogeneous system copy of T4 to BSD</td>
</tr>
<tr>
<td>2. Conversion of T4 to T01</td>
<td>2. Conversion of T01 to targeted environment</td>
<td>2. Conversion of T01 to targeted environment</td>
<td>2. Conversion of T01 to targeted environment</td>
<td>2. Conversion of T01 to targeted environment</td>
<td>2. Conversion of T01 to targeted environment</td>
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<tr>
<td>Build temporary production support environment (ETTI)</td>
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<td>Build temporary production support environment (ETTI)</td>
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<td>Build temporary production support environment (ETTI)</td>
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<td>Note</td>
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<tr>
<td>Conversion steps will differ from production</td>
<td>Conversion steps will differ from production</td>
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<td>Conversion steps will differ from production</td>
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</tr>
</tbody>
</table>

**Main Activities**

- Customer Vendor Integration
- General Ledger migration
- Foreign trade/GTS
- Archiving
- IT-to-standard Business Configuration
- Reporting/Fomas/Workflows Interfaces
- User management
- Data
- Easiest System
- Highest-value System
- Humanizing systems starting with highest-value
- Highest-value consolidations
- Startpoint: Value drivers, BPA/ARPs and baseline from Adoption Starter
- Setup of regular monitoring
- Improvement projects (ongoing)

**Transformation Approach & Sequencing – Start Point / Migration Path**

- § Sequencing of product transitions
- § Sequencing of instance transitions

**Results:**
- Main activities identified
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What is the result of the SAP S/4HANA Adoption Starter Engagement
Transformation Approach & Sequencing – Start Point / Migration Path

Determination of a high-level project plan for transition to your SAP S/4HANA centric landscape

Transformation Evaluation – How?

Key questions to answer:
What is the right sequence of transitions to get from the current landscape to the target landscape?
- Sequencing of product transitions
- Sequencing of instance transitions

Results:
- High-level project plan
- Detailed timeline for SAP S/4HANA
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What is the result of the SAP S/4HANA Adoption Starter Engagement
Your Transformation Plan 1.0 – Organized, Sequenced, and Action-Ready

**Business Evaluation – Why?**

**Innovation Case & Efficiency Case**
- >15 Value Drivers are mapped to business key figures!
- SAP S/4HANA improvement potential identified!
- Footprint of currently used ERP capabilities analyzed!
- Currently used capabilities with SAP S/4HANA process enhancements identified!
- Relevant SAP S/4HANA innovation scenarios and capabilities identified!

**Technical & Cost Evaluation – What?**

**Target Products & Target Instances**
- Cloud affinity documented!
- Instance consolidation plan and potential target architecture sketched!
- Product Map incl. potential license-implication reflecting business, technology and transformation aspects created!
- Technical preparation activities identified!

**Cost**
- Initial TCO and Effort Estimate created!

**Transformation Evaluation – How?**

**Approach & Sequencing of Project Plans**
- Preferred Transformation Approach identified! (Conversion vs. Greenfield)
- Preferred Transition Pattern identified!
  - Sequencing of product transitions
  - Sequencing of instance transitions
- High-level project plan for transition of the SAP S/4HANA centric landscape sketched!

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**Tools**

**Expert Advice and Guidance**
Agenda
SAP S/4HANA Adoption Starter Engagement

1. What is the SAP S/4HANA Adoption Starter Engagement
2. What to expect during the SAP S/4HANA Adoption Starter Engagement
3. What is the result of the SAP S/4HANA Adoption Starter Engagement
4. Preparation and Registration
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SAP S/4HANA Adoption Starter Engagement – Preparation Checklist

Customer roles (1/2)

<table>
<thead>
<tr>
<th>Customer role clarification and availability</th>
<th>Effort</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adoption Starter Coordinator</td>
<td>high</td>
<td>Main counterpart for SAP, needs to coordinate all activities and pull in other roles where required</td>
</tr>
<tr>
<td>Executive sponsor</td>
<td>low</td>
<td>Signoff-Instance of Transformation Plan 1.0</td>
</tr>
<tr>
<td>Business Owner(s)</td>
<td>low</td>
<td>Business Owners of LoB/Units in scope</td>
</tr>
<tr>
<td>Process Manager(s)</td>
<td>medium</td>
<td>Process Managers of Processes in scope</td>
</tr>
<tr>
<td>Controller</td>
<td>medium</td>
<td>For details required for Ongoing Effort Estimate Workshop</td>
</tr>
<tr>
<td>Enterprise Architect</td>
<td>medium</td>
<td>For overall view of current and recommended landscape</td>
</tr>
<tr>
<td>Landscape Operations (Run)</td>
<td>medium</td>
<td>Current usage of systems, instances etc.</td>
</tr>
<tr>
<td>Project/Program Manager (Build)</td>
<td>low</td>
<td>Planning of Transformation, sequence etc.</td>
</tr>
<tr>
<td>Corporate Strategy / Innovation Manager</td>
<td>low</td>
<td>For Innovation Topics in company scope/group scope</td>
</tr>
</tbody>
</table>

One person can hold several roles.
Several persons might hold the same role
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SAP S/4HANA Adoption Starter Engagement – Preparation Checklist

Customer roles (2/2)

<table>
<thead>
<tr>
<th>Module</th>
<th>Session</th>
<th>Analyst/ Data Consulting</th>
<th>Executive Sponsor</th>
<th>Solution/ Architect</th>
<th>Process Manager</th>
<th>SME</th>
<th>Customer</th>
<th>KPI</th>
<th>Review</th>
<th>Other</th>
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**Comments**

- “x” indicates who should participate on the topic
- Grey are team members that lead the topic, the others contribute
- For the call, the leading team members should participate, the others are optional
- All content sessions will be recorded for later consumption
- Presentation material will be made available for reuse to brief the team internally after the call
### SAP S/4HANA Adoption Starter – Preparation Checklist

#### System Preparation

<table>
<thead>
<tr>
<th>Topics</th>
<th>Prerequisites</th>
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<tbody>
<tr>
<td>SAP Readiness Check &amp; SAP Business Scenario Recommendations</td>
<td>- Minimum release: SAP ERP 6 on any EhP, on any database, SAP S/4HANA Finance (aka 1503/1605)&lt;br&gt;- Central SAP Note <a href="https://support.sap.com/">2758146</a> and follow-up SAP Notes need to be implemented&lt;br&gt;- ECC system with ST-A/PI 01S and ST-PI 700/740, latest version and Support package stack of ST-A/PI and SP-PI recommended&lt;br&gt;- The latest system information for the ECC-System in focus needs to be supplied in the Maintenance Planner, according to SAP Note <a href="https://support.sap.com/">2408911</a>&lt;br&gt;- System access to productive client of ECC-System</td>
</tr>
</tbody>
</table>

| SAP Transformation Navigator | EWA data is required to populate the SAP Transformation Navigator<br>- Ensure that the steps of SAP Note [207223](https://support.sap.com/) has been followed (i.e. EWA setup for relevant systems, option “Sent to SAP” activated in your SAP Solution Manager) |

| S-User | Ensure that the S-User has sufficient authorizations to access all relevant system usage data<br>- In case of assistance is required create an incident on component XX-SER-SAPSMP-USR |
Join the SAP S/4HANA Movement

Begin an Adoption Starter Engagement for Your Business

Join the SAP S/4HANA Movement Today
With clear steps, prescriptive guidance, and expert enablement, you can feel confident that you have the right planning foundation from an adoption starter engagement to move to SAP S/4HANA.

Get started and register today
www.sap.com/S4HANA-starter

The following e-mail may be used for any enquiries
S4hana.adoptionsstarter@sap.com
Questions!
SAP S/4HANA Adoption Starter Engagement – What is new in 2020 delivery?

More Focus

- The Business Scenario Recommendations is now integral part of the SAP S/4HANA Adoption Starter Engagement delivery!
- The direction towards an intelligent enterprise is now with focus on SAP S/4HANA innovation first – with an detailed evaluation of innovation beyond SAP S/4HANA at a later point in time outside the Adoption Starter Engagement.
- Value Drivers from the Business Scenario Recommendation are giving a first qualitative value indication – with a more detailed Value Assessment at a later point in time outside the Adoption Starter Engagement.

Lower Customer Effort

- Focused version of the program - with approx. 20 - 25 person days effort on customer side.
- Duration from Kick Off to End of Analysis will be 6 weeks with a draft transformation plan on hand.
- Customers that have received already a SAP Business Scenario Recommendation report can enhance this valuable outcome to a SAP S/4HANA transformation roadmap as a follow up step – and may register in any upcoming SAP S/4HANA Adoption Starter Engagement cohort at any point in time at no additional charge.
What is the result of the SAP S/4HANA Adoption Starter Engagement
The SAP S/4HANA Adoption Starter Engagement is Helping Your Peers

“An adoption starter engagement is a good way to do a structured and guided pre-study for analyzing where your company stands and how a possible transformation path to SAP S/4HANA could look like. With the right staffing in the engagement, it is possible to create an awareness of SAP S/4HANA among business departments as well as our top management level. The adoption starter engagement can serve as a trigger for further in-house activities towards S/4HANA.”

Christian Füssel, Business Information Services, TRUMPF GmbH + Co. KG

“Using SAP Adoption Starter Engagement, we got access to all the relevant tools and information from SAP needed to provide successful outcomes and prepare a tailored road map for our SAP S/4HANA transition in just three months.”

Alexander Peters, Vice President, Otto Group IT
### Why? Business Evaluation

3 business scenarios have been selected for further evaluation measured with defined key / process performance indicators related to the most important value drivers:
- finance
- procurement
- supply chain

### Efficiency Case
- More than 3 key performance / process performance indicators with improvement potential have been identified, e.g.:
  - Reduction of overdue & open finance AR or AP items to improve GL Effort and Financial Closing Time
  - PO items created after invoice
  - Lead time invoice creation after clearing in days,
  - Manual changes on purchase orders

### Innovation Case
- Several helpful new S/4 HANA capabilities have been identified for further evaluation to improve the most relevant value drivers, e.g.:
  - Cash management
  - Central purchase contract processing,
  - Activity management,

### What? Technical & Effort Evaluation

#### Target Products
- Functional areas Finance, Supply Chain & Manufacturing will form the digital core
- Current architecture approach of regional instances to be changed to Single Global instance architecture
- 3 consolidation opportunities identified, 1 regional consolidation, 2 feature consolidations and the new addition of Concur
- Main product recommendations to shift from ERP to SAP S/4HANA, overall 9 recommended products.
- 1 currently used ERP capabilities not yet with confirmed coverage by recommended landscape.

#### System Readiness
- Add-on compatibility: 5 unknown items from 3rd party vendors.
- High number of 98 relevant simplification items
- High number of custom code to be adapted
- Readiness check for system TT4 indicates ~6.5TB initial memory requirement, not including additional requirements for consolidation of regions or features..

#### Efficiency Case
- Compared to a reference project, the transition is assessed to have a positive TCO impact of -18.5% – mainly based on lower implementation cost.

### How? Transformation Evaluation

#### Approach
- Conversion vs. Greenfield evaluation shows tendency for conversion approach
- The current system version supports a 1-step conversion of the leading system from a technical perspective, however the requirement of historic data from consolidated systems needs to be explored to define transition approach and data migration strategy

#### Sequencing
- Conversion cycles ERP to S/4HANA for leading system:
  - PRD to HANA Sandbox
  - Dev to HANA Dev
  - QA to HANA QA
  - PRD to HANA Sandbox *2 (mock cutover & dress rehearsal)
  - PRD Conversion
  - Cycles for system consolidation steps to be defined once transition approach & data migration strategy finalized

#### Project Plan
- Overall project plan foresees S/4HANA transition incl. system consolidation and cloud transitions. IBP planned before the move to S/4HANA while Concur will be added after the S/4HANA transition. CRM system to remain unchanged as part of this project, C/4HANA to be explored later.
- Overall time schedule early 2023 for S/4HANA, IBP, Concur.

### Next steps / action items

- Setup Business Case WS in CW20
- Follow up on key performance action items
- Set up project for deep dive on simplification items and new capabilities by CW 23
- Include above scheduling into overall follow-up program