



# Fast forward your digital transformation with Cloud ERP

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INTERNAL – SAP and Customers Only





# Agenda

The evolution of SAP's portfolio

RISE with SAP

- Solution components
- Managed infrastructure
- Migration and adoption services

Getting to an innovations mindset

Open questions

# Portfolio Evolution



# The Evolution of Enterprise Software



SAP R/1

SAP R/2

SAP R/3

SAP Business Suite

SAP S/4HANA + Cloud LoB

Intelligent Enterprise

SAP Business AI

## Technology Trends

1970

From Batch to Interaction

1980

Real-time Computing

1990

Client Server Architecture

2000

Internet and Mobile

2010

In-memory Computing

End of 2010

Digital Network and Intelligence

2023+

From Interaction to Outcome

## Business Trends

Business Process Reengineering

Industry 4.0

Everything-as-a-service

Globalization

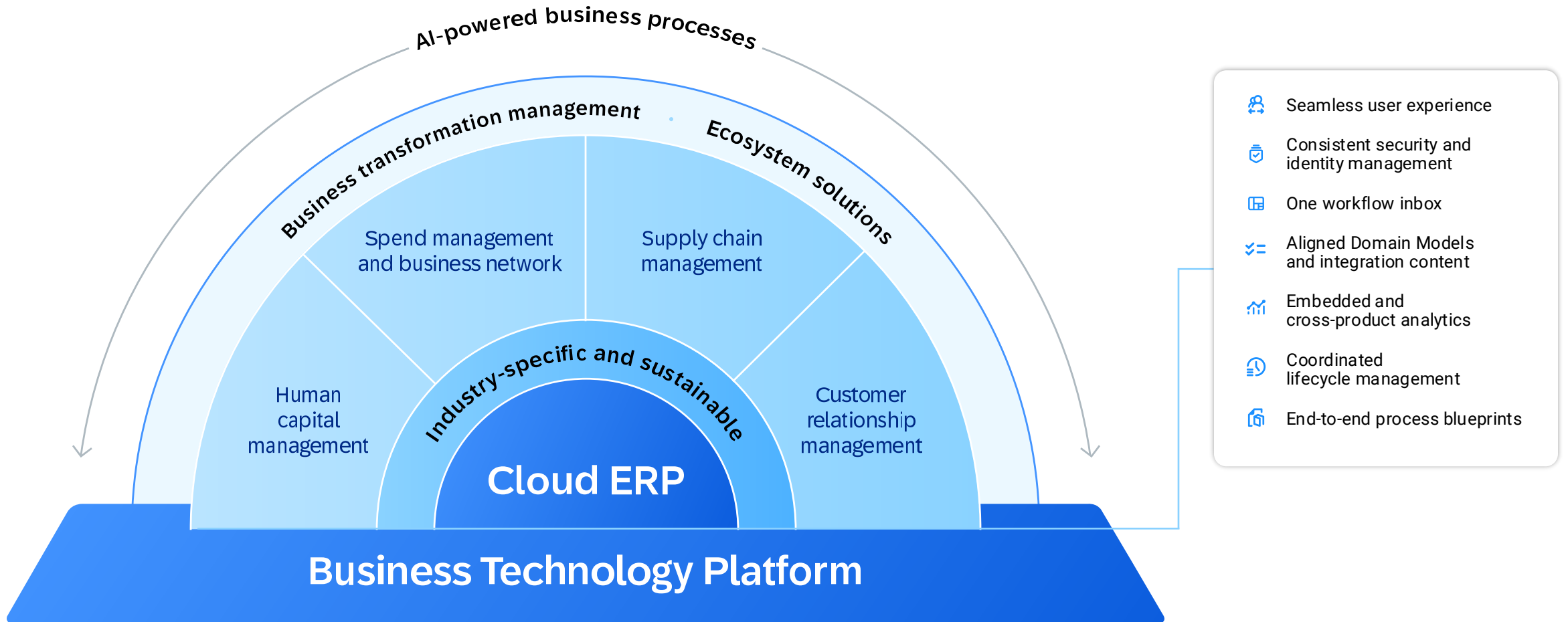
ESG / Sustainability

Internet

Remote Work and Virtual Collaboration

Business Value

# SAP Portfolio



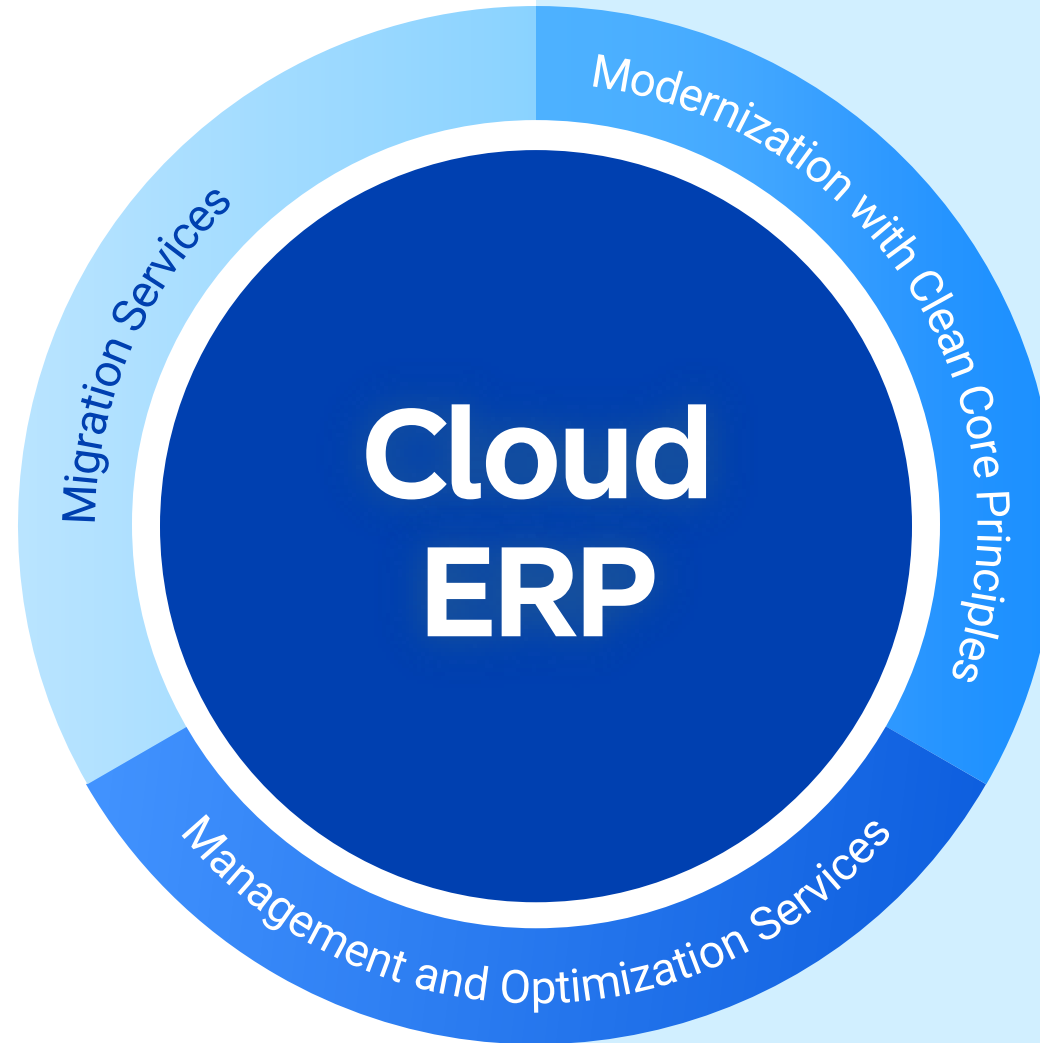
# RISE with SAP



# RISE WITH SAP

Drive impactful transformation.  
Create continuous business value

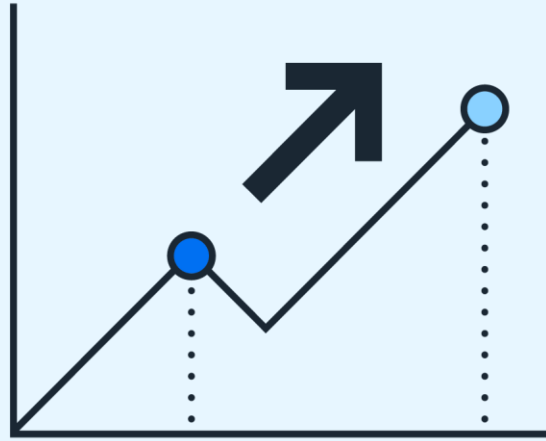
Migrate with  
confidence



Drive  
continuous  
innovation

Operate at cloud speed  
while maintaining security and compliance

## By the numbers\*



**5,500+**

Total Cloud ERP Customers

**2,800+**

Live customers on RISE with SAP

**300+**

Official CloudERP reference customers

**25**

Industries with customers innovating on RISE with SAP

**66,000+**

Total SAP S/4HANA Cloud systems

**99.998%**

Average availability for production systems

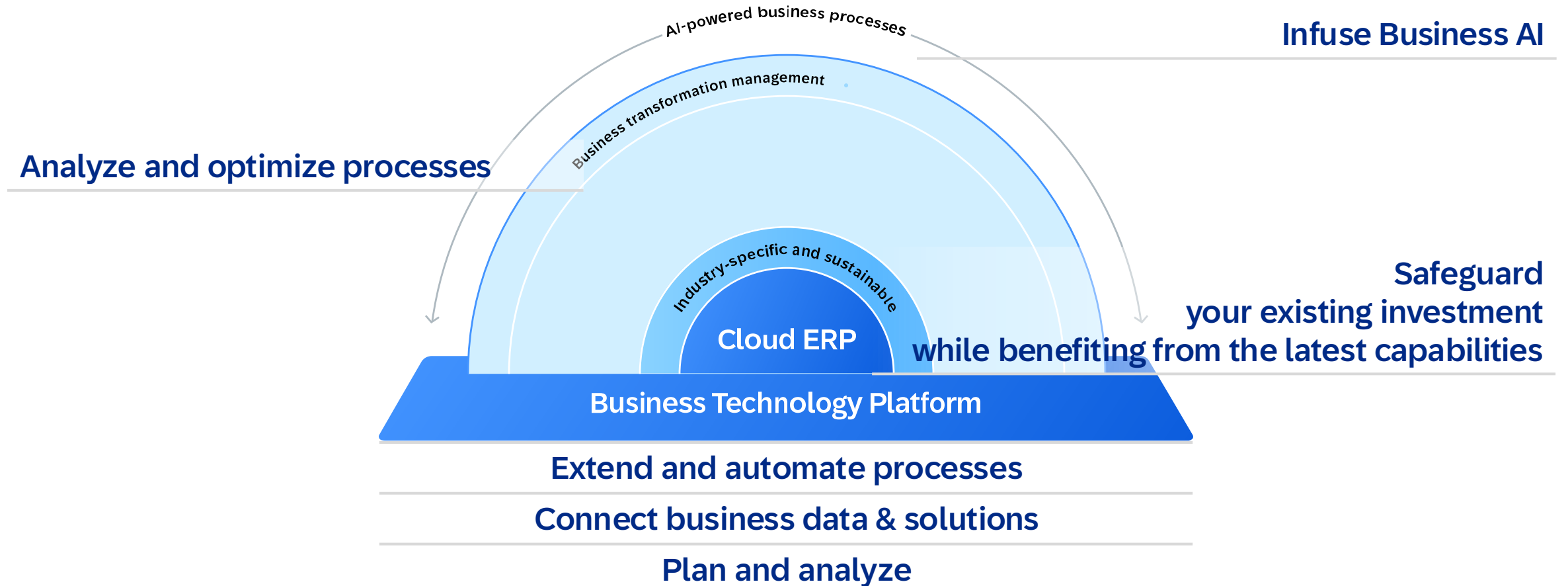
*\*as reported for SAP earnings Q1 2024 on April 22*



# Solution components



# Future-proof your business



# SAP S/4HANA Cloud Private Edition



Adv. accounting, financial close  
 Adv. financial operations  
 Treasury mgmt.  
 Commodity mgmt.  
 Real estate mgmt.  
 Subscription billing and revenue mgmt.

Ext. production planning and scheduling  
 Ext. production engineering and operations  
 Environment, health, and safety

Resource scheduling

Adv. warehousing  
 Adv. transportation  
 Adv. order promising  
 Service Parts Distribution

HR administration  
 Time mgmt.  
 Payroll, reimbursement & rewarding  
 Talent mgmt. & learning mgmt.  
 HR strategy & planning

Accounting and financial close  
 Financial operations  
 Cost mgmt. and profitability analysis  
 Enterprise risk and compliance

Production engineering  
 Production planning  
 Production operations / options  
 Quality Management  
 Manufacturing insights

Maintenance mgmt

Inventory  
 Warehousing  
 Delivery and transportation  
 Order promising  
 Logistics material identification  
 Circular economy Logistics

Time sheet management  
 Organizational structure mgmt.  
 Travel Management

## Finance



## Procurement

Operational procurement  
 Sourcing and contract  
 Supplier mgmt.  
 Procurement analytics  
 Invoice mgmt.

Central procurement  
 Sourcing and contract (ext.)

## Manufacturing



## Sales

Order and contract mgmt.  
 Sales force support

Sales performance mgmt.

## Asset Mgmt.



## Service

Service master data and agreement mgmt.  
 Service operations and processes  
 Service parts mgmt.

## Supply Chain



## R & D

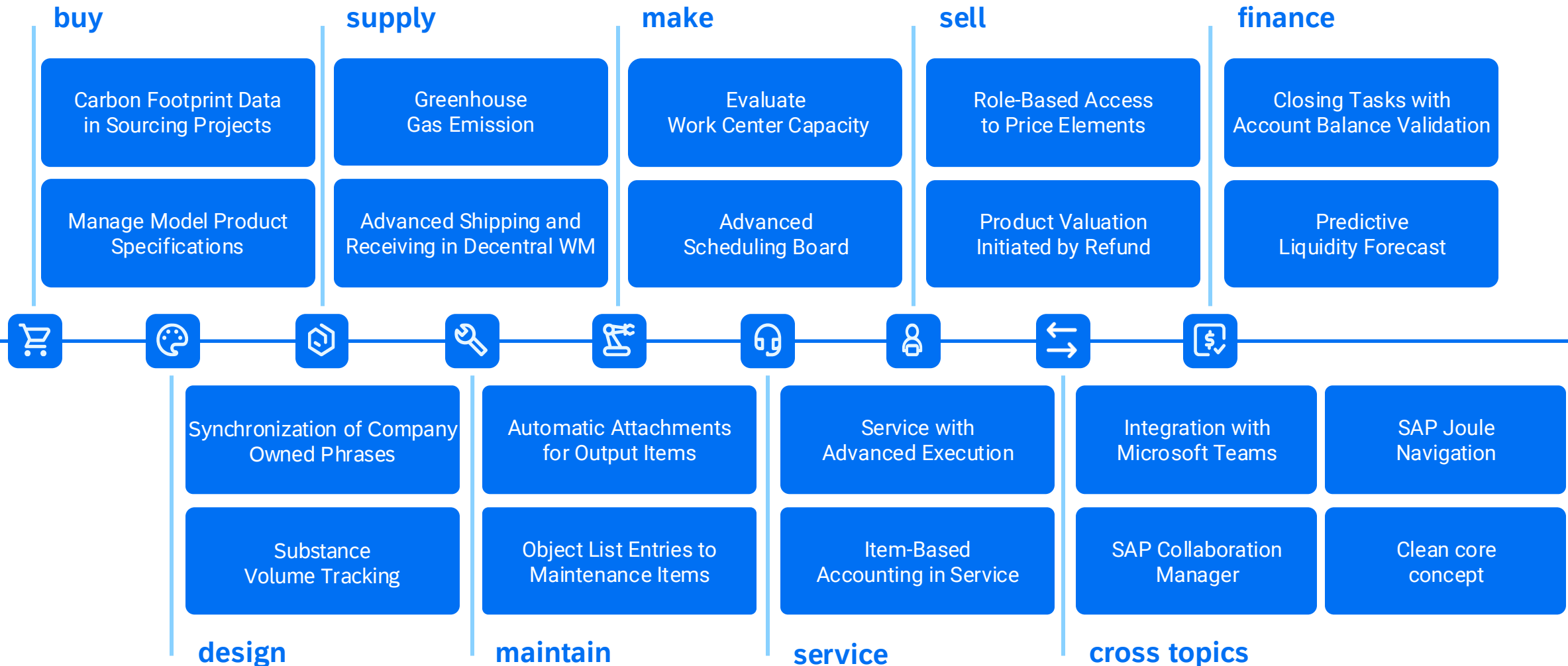
Enterprise portfolio and project mgmt.

Ext. enterprise portfolio and project mgmt.  
 Product lifecycle mgmt.  
 Product compliance

## HR



# SAP S/4HANA Cloud Private Edition recent innovation highlights

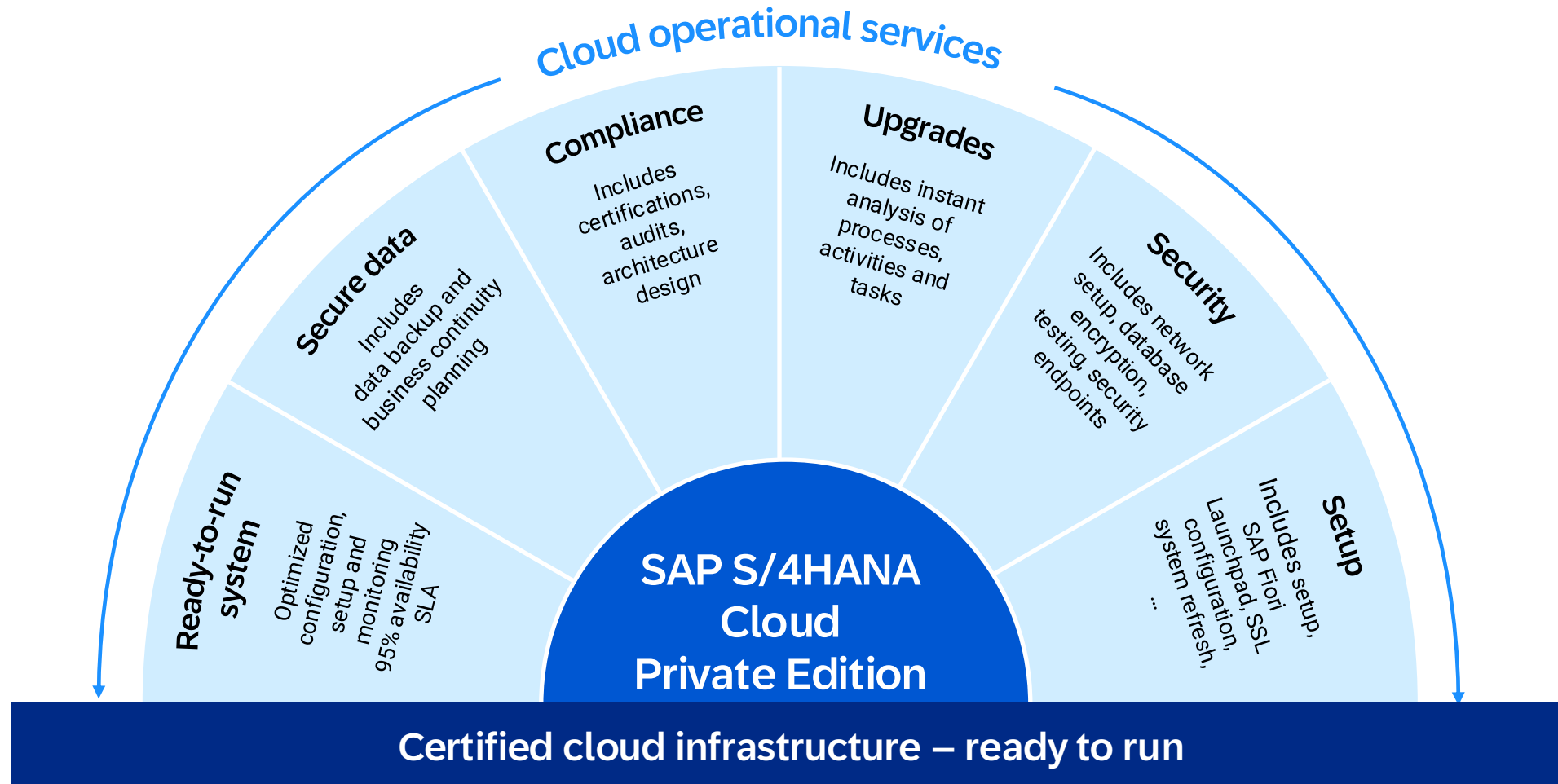


# Managed infrastructure



# Run Your Technology Operations as a Service

Get everything you need from a single trusted partner

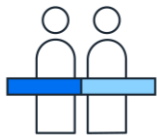


# Unlock tangible cost savings in security



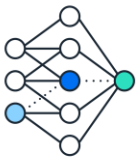
## Reduce security maintenance cost

Improve efficiency and effectiveness in the areas of patch management, security configuration, vulnerability scanning, threat management, and compliance costs



## Minimize talent acquisition and retention costs

Reduce dependence on in-house security teams by accessing best-in-class security talent through SAP



## Limit productivity losses from downtime

Leverage faster recovery uptime and up-to-date backups to return to normal for business users and minimize time and productivity losses

**30-50%**

FTE effort saved on security maintenance tasks

**30-50%**

reduction in turnover costs in cybersecurity teams

**~\$300k-\$1M**

Saved for every additional hour of uptime

# Centralize Accountability with Aggregated SLAs

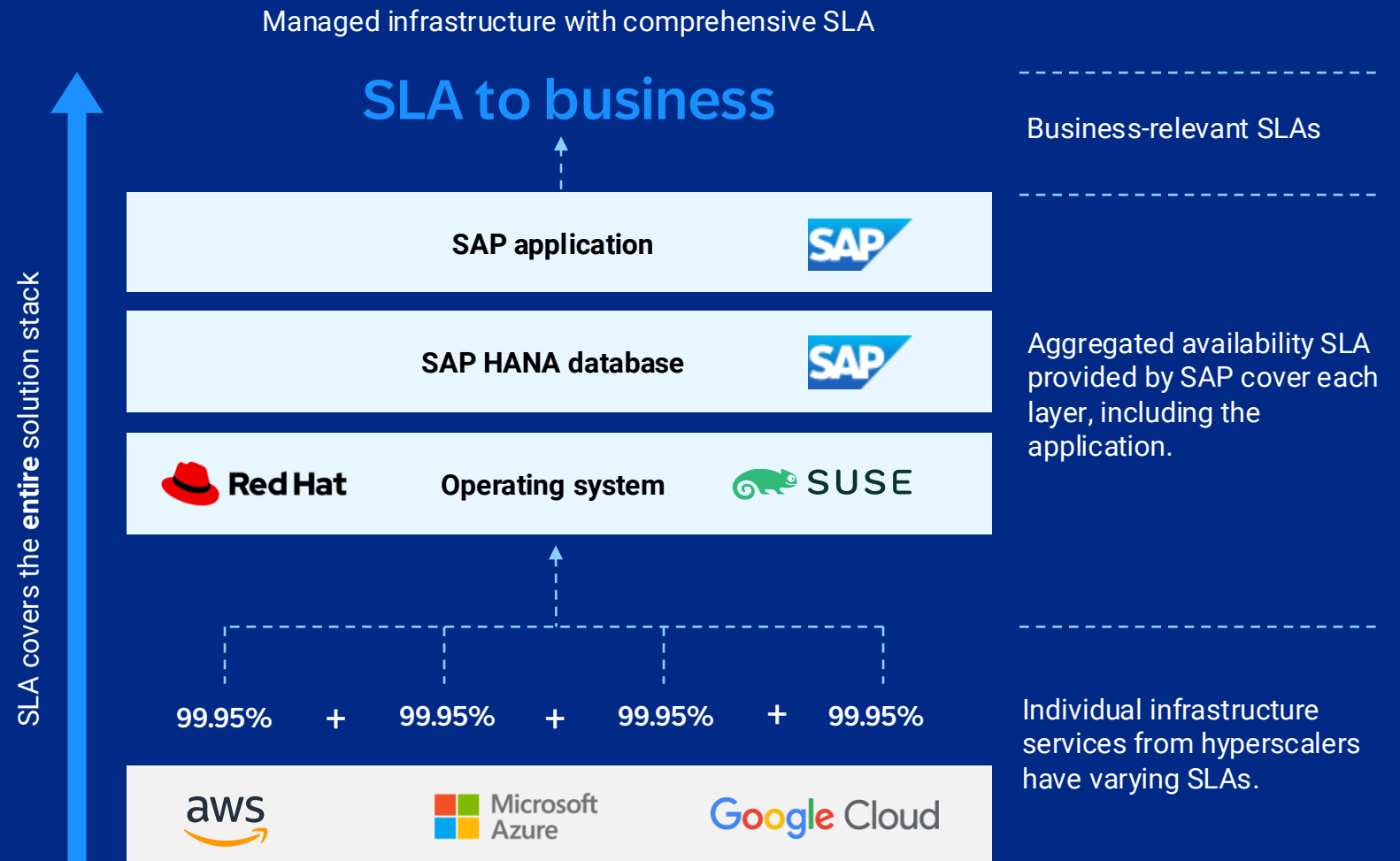
Keep every solution up and running – at all times

## RISE with SAP S/4HANA Cloud Private Edition

production SLA covers the entire solution stack.

# 99.7%

guaranteed uptime





# Migration & adoption services



# RISE with SAP Methodology

## 1. Discover and prepare

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

Learn about your migration

## 2. Explore and plan

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

Define your scope and timelines

## 3. Move and deploy

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

Implement SAP S/4HANA Cloud Private Edition

## 4. Run and innovate

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

Update your ERP with a clean core

# New RISE with SAP Methodology onboarding experience

## What?

The customer experience using the RISE with SAP Methodology from signing the contract through deployment in production. It includes a comprehensive set of new and enhanced services and tools to guide customers through the implementation successfully using a clean core strategy and supported by SAP's skilled partner ecosystem at no additional cost to the customer<sup>1</sup>.

## How?

The new onboarding process strives for continuity of an outcome-based relationship, focusing on **higher quality** in every migration step and **faster adoption of leading practices and value realization** for our customers. It delivers additional tools, templates, tasks, training and oversight to make it easier for customers to execute an optimal migration or transition to the cloud. The new experience makes **clean core** a more central, actionable and measurable standard of all new implementations, ensuring customers can **benefit from business agility** and **fast innovation cycles at lowest cost of ownership** through running their SAP cloud landscape with a clean core.

### Embedded Launch Activities

All RISE with SAP customers will have an assigned SAP "Launch Advisor" that will engage in various onboarding touchpoints.

Guided enablement, a framework of role-based, recorded enablement sessions covering business process leading practices, solution architecture, and other strategic topics.

### Roadmap to RISE with SAP enhanced with Clean Core

The proven RISE with SAP S/4HANA Cloud Private Edition roadmap within the SAP Activate Methodology has been enhanced with the new clean core content. SAP Cloud ALM ensures high-quality roadmap execution and ongoing operations support.

### RISE with SAP system transition workbench

Ensures a smooth, secure and standardized technical migration from the existing SAP solution to RISE with SAP S/4HANA Cloud, private edition.

# Getting to an innovation mindset



# A dedicated focus on business transformation is key

Clean core is an outcome of a transformation, not the starting point

## Option 1

- RISE transformation
- Combined focus

(Assumption: By exception)

Lift and shift\* with business transformation



Option for customers seeking to **combine both topics with a project-based approach.**

## Option 2

- RISE transformation
- Dedicated focus on each phase

(Assumption: Default approach)

Lift & Shift (Project)




**Business transformation journey**

### Accelerated lift and shift project

- Focus on key activities only
- Leverage SAP BTP (cleansing, testing, and archiving) to support acceleration
- Clearly defined end date for project-based activities

### Continuous innovation via a clean-core focused approach.

- Tools and services supporting the digital journey (CSD, transparency, ICCM, etc.)
- Start journey towards digital transformation
- Focus is not on the clean core, but on the transformation journey

**SAP has two viable and valid routes for customers embarking on their RISE transformation journey, depending on their organization's strategy.**

# Example: Fortune 100 customer – clean core (1/2)



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## What helped in the journey to a clean core:

- Start with organizational alignment
- Focus on change management
- Keep business engaged and involved
- Establish a fit-to-standard mindset
- Take ERP as a living system and not as a one-off installation
- Consider the total cost of a wrong extension, not just the cost of the initial deployment



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## Implemented procedures:

- Established executive sponsor, weekly meeting
- Established governance processes for necessary extensions: “Build only what is needed and not what is desired”
- Regular check-in on product gaps and road maps with SAP
- Try to move “red” (exchange on data source level) extensions toward full scrutiny assessment
- Significantly reduce extensions over time

# Example: Fortune 100 customer – clean core (2/2)



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## New approach:

- Improved the extension status of SAP S/4HANA compared to previous SAP ECC (only 10% extensions remain)
- Custom code integration into core only through API
- APIs included wrapped IDocs used as integration points to other systems or interfaces, no exchange on data source level
- Avoid data replications: Consume data as and where it is
- CDS views for publishing data to data lakes
- Yearly upgrades as default: SAP S/4HANA 1909 -> 2021 -> 2021 FPS2 -> 2022 FPS1 -> 2023 FPS1 underway



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## Room for further improvement:

- Managing dependencies in a complex landscape is a focus topic.
- The lead time until add-ons are available for a new release of SAP S/4HANA is too long.
- Better and more concrete guidance and guidelines are more important than better tooling.

# Select RISE customers in Mill Products and Mining







**Q & A**

# Thank you.

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