The background of the page features a complex, abstract graphic of numerous thin, overlapping lines. These lines are primarily light blue and white, with some transitioning into a golden-yellow color towards the right side. The lines flow and curve across the page, creating a sense of motion and depth. In the center of this graphic, there are two small, bright yellow circular highlights.

# Your Path to **SAP S/4HANA**

# Digital Imperative

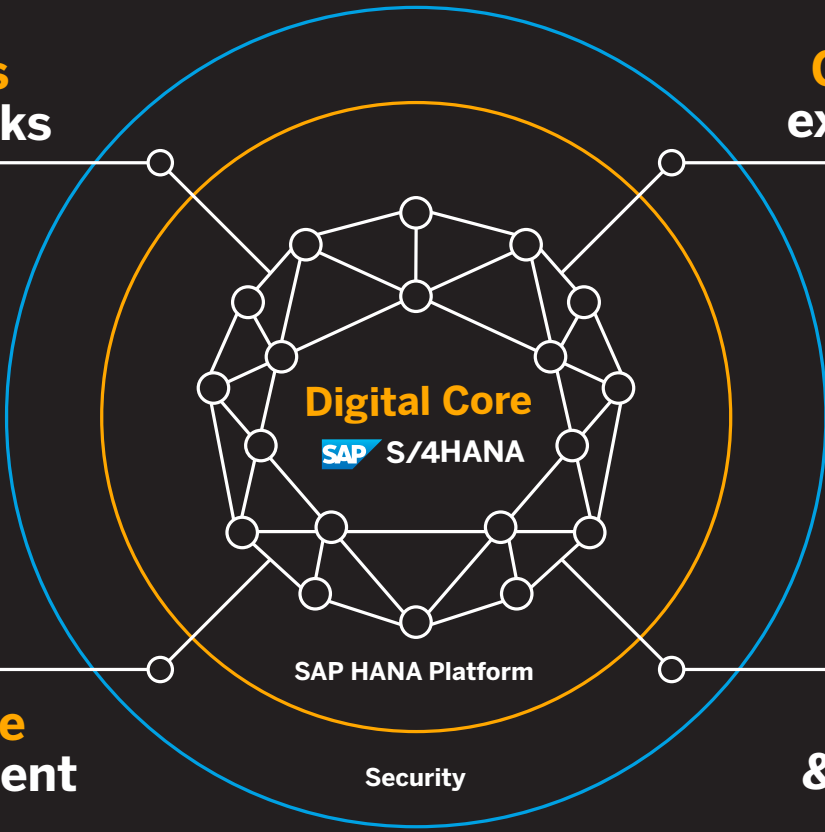
We are at the dawn of the next big technology change where everything is connected and software is embedded in our lives. This technology change is bringing new opportunities and new threats. Cycle time for innovation is 5–10X faster, and enterprises can no longer compete unless complexity is reduced, business is re-invented and data becomes the fuel for value creation for customers and shareholders. With SAP S/4HANA, you can now enable your digital enterprise and drive this value creation.

**The future is here with SAP S/4HANA: A Digital Core designed for 21st century business needs** To thrive and stay relevant, companies need to rethink business models, business processes and how people work. This requires a breakthrough technology that finally bridges the gap between transactional and decision making systems. To achieve this, SAP invented the most disruptive pure in-memory column store business platform, SAP HANA. With SAP HANA we can finally re-imagine business. Built on SAP HANA, SAP S/4HANA is a break-through, next generation business suite, a “Digital Core” that provides immediate insight, intelligence beyond automation, and integration not only between departments but connected to the world. SAP S/4HANA is also complemented with an entire set of solutions to drive business value on the edge of the enterprise.

# Digital Core

**Suppliers & networks**


**Customer experience**



**Workforce engagement**

**IoT & big data**

# 21st Century Architecture: Capabilities you need

 Start at the edge and move to the Digital Core or start at the Digital Core and move to the edge. **The choice is yours.**

## SAP HANA Platform

—  
No pre-aggregation of transactional data

—  
Near zero downtime

—  
Faster transactional and analytics performance on one platform

—  
Advanced geospatial and predictive analytics

—  
Lower Total Cost of Ownership

—  
Faster reporting directly on transactional system

—  
Viable, feasible and affordable advanced technology

## SAP S/4HANA

—  
Enhanced core processes including procurement, manufacturing, supply chain, asset management, sales and distribution, services, and digital boardroom

—  
Personalized and consistent end-to-end customer experience

—  
Immediate insight in the moment at all levels of granularity

—  
Predictive, IoT-driven capabilities to optimize asset utilization

—  
Engaging user experience with near zero response times

—  
Step change in productivity

—  
Agility to adjust business models on the fly

—  
Landscape simplification

## Capabilities on the edge

—  
Open APIs and micro-services to accelerate customer and partner innovation, with SAP HANA Cloud Platform

—  
Ability to go beyond the boundaries of your enterprise and connect to suppliers, extended workforce, customers and the IoT

—  
Tight data and applications security

—  
Cloud option to accelerate adoption

—  
Advanced analytics platform

# From Your Current State to Digital

**Every enterprise is unique—with different starting points and end points.** Whether you are starting as a net new implementation or digitizing an existing SAP landscape, we have been working with enterprises of all sizes and in all industries. Based on the depth of this experience, SAP has a robust portfolio of services to help you define your roadmap to SAP S/4HANA no matter which of these common paths you are on.

## Typical Migration Paths



**New customer to SAP or ready for a fresh start,** migrate data from your legacy system to a new installation of SAP S/4HANA with our integrated data management and quality tools.



**Convert your existing SAP system to SAP S/4HANA,** and adjust customization and business flows to take advantage of innovation without re-implementation.



**Simplify your system landscape** to carve out selected processes/functions, moving gradually to SAP S/4HANA innovations. Improve M&A activities by consolidating rapidly, delivering predictive capabilities.

► **For further detail on the path to SAP S/4HANA for your enterprise,** please visit: [sap.com/S4-paths](https://sap.com/S4-paths)

► **For more information on the customer engagement methodology and how you can quick start your digital transformation with SAP Digital Business Services:** [sap.com/S4HANA-transition](https://sap.com/S4HANA-transition)

**New complementary SAP S/4HANA service packages from Digital Business Services drive value delivery**



**Plan and safeguard your implementation of SAP S/4HANA.** Our foundational first level defines your implementation strategy, identifying dependencies and prerequisites, as well as your target architecture, all with a technical quality manager from SAP.



**Help strategize and design the technical implementation.** Our next level adds services that focus on the technical implementation, including data and system migration, high availability, and disaster recovery.



**Migrate and implement your plan.** Our next level focuses on functional implementation with preconfigured setup and ready-to-use business process templates, as well as a comprehensive operations impact analysis to help define your support framework.



**Innovate and optimize your implementation.** Our most comprehensive and personalized level helps you expand the context of innovation beyond the digital core to reimagine business models across your extended enterprise.

## Customer Engagement Methodology

**No matter which path applies to your enterprise, SAP has a structured four-phased approach to ensure success.**



1

### Executive Alignment

**Set the direction and expected engagement outcome. Articulate strategy and align on scope, timeline, resources and governance model.**

2

### Value Discovery

**Identify business process optimization and business model innovation opportunities through design thinking, workshops, and assessment tools. Develop business case, solution roadmap, individual migration and integration plan and execution framework.**

3

### Validation and Executive Readiness








**Socialize and validate final recommendation, ensure customer buy-in, and deliver board-ready presentation. Support customer internal decision and funding process to finalize commercial discussion.**

4

### Value Delivery

**Ensure program delivery is on time, on budget, on value using Model Company and rapid prototyping with premium support engagements.**

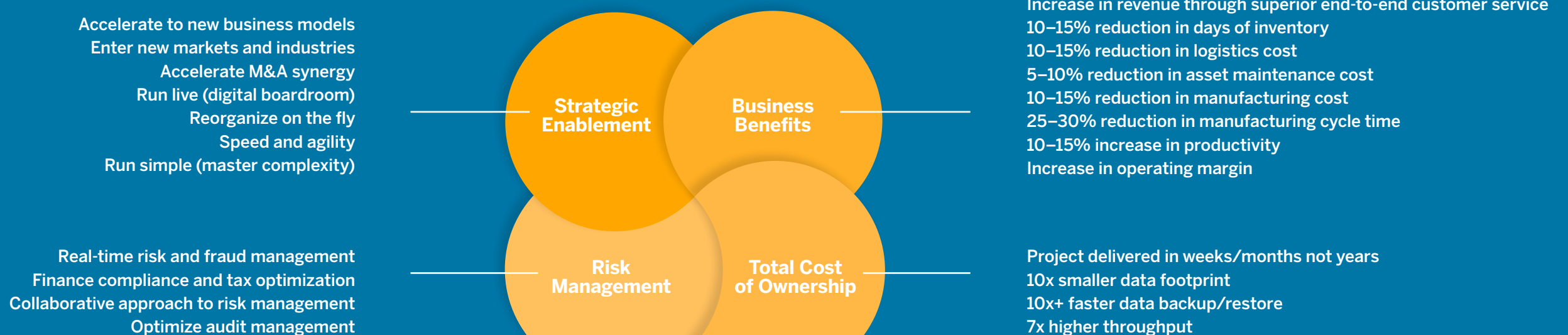
# SAP® S/4HANA Roadmap and Innovation Highlights

	 Procure to Pay	 Plan to Product	 Order to Cash	 Request to Service	 Human Resources Foundation	 Core Finance
<b>Primary Business Leaders</b>	Chief Procurement Officer Chief Financial Officer Chief Operations Officer	Chief Supply Chain Officer Head of Manufacturing Head of R&D	Chief Financial Officer Chief Operations Officer Head of Manufacturing	Chief Operations Officer Head of Service Head of Manufacturing	Chief Human Resources Officer	Chief Financial Officer Head of Controlling
<b>Current Core Functionality</b>	Supplier Information and Master Data Sourcing and Contract Management Operational Procurement Inventory and Basic Warehouse Management Invoice and Payables Management	Project Control and Product Development Production Engineering Production Planning Production Orchestration and Execution Quality Management Inventory and Basic Warehouse Management Maintenance Management	Order and Contract Management Inventory and Basic Warehouse Management Receivables Processing	Service Master Data Management Service Management Service Parts Management Service Agreement Management	Time and Attendance Management	Accounting and Closing Operations Cost Management and Profitability Analysis Financial Planning & Analysis* Treasury & Financial Risk Management* Finance Operations* Enterprise Risk & Compliance Management*
<b>2016 Planned Innovations</b> <i>examples, partial list</i>	Extended Warehouse Management native on SAP S/4HANA ☐		Finite capacity, detailed scheduling & planning ☐		Contingent workforce ☐ ☐	Transfer pricing with group valuation, parallel ledger and document split ☐
<b>Reinvented process for higher performance</b> New simplified business processes made possible with in-memory technology	Advanced Available to Promise ☐		Scheduling for Project Services ☐ ☐			
<b>SAP supports end-to-end process integration between SAP S/4HANA and SAP Cloud solutions (SAP Ariba, SAP SuccessFactors, SAP Fieldglass, SAP Concur, SAP Hybris, SAP Cloud for Customer, SAP Financial Services Network), and third-party solutions like Vertex for tax calculation, supported by integration tools, including SAP HANA Cloud Integration, SAP Process Orchestration and Cloud app APIs through SAP HANA Cloud Platform.</b>	SAP S/4HANA Marketing to Twitter, SAP S/4HANA with SAP Cloud for Customer ☐ ☐		In-app extensibility & leveraging SAP HANA Cloud Platform for side-by-side ☐			
<b>User experience (UX) supporting insights to action</b>	SAP Fiori: intuitive on all devices, mobile first, optional cloud-based edition ☐ ☐					
<b>For more detailed information including integration, cloud, on-premise, industry-specific please visit: <a href="http://sap.com/S4-roadmaps">sap.com/S4-roadmaps</a></b>	Procurement Overview SAP Fiori app, including contract and supplier performance monitoring, and other SAP Smart Business KPIs ☐ ☐				Advanced SAP Fiori Cockpits for treasury and cash management ☐ ☐	
	Advanced SAP Fiori Cockpits for operational procurement and payables management providing proactive decision-making support ☐ ☐					
<b>Instant, real-time insight for industry-specific solutions</b>	Oil & Gas enhancements, including traders/schedulers' workbench, performance of hydrocarbon and production forecasting and analytics optimized with SAP HANA ☐ Mill specific sales & distribution enhancements ☐ Retail for merchandise management ☐ Healthcare for patient accounting ☐ Public Sector specific SAP Fiori apps for budget-related roles ☐ Professional Services Cloud enhancements ☐					

☐ Cloud | ☐ On-Premise | \*Separate License Required.

## SAP S/4HANA Value Highlights

Enterprises that adopt SAP S/4HANA can achieve value across four dimensions



Benefits are based on early adopters of SAP S/4HANA or conservative outside-in benefit estimates due to enhanced capabilities. As each enterprise is at a different level of maturity, our recommendation is to work with you to determine the value proposition for your enterprise.

## O.C. Tanner

**15**  
years average  
customer loyalty

**99%**  
on time delivery

**97%**  
customer satisfaction

O.C. Tanner is a global leader in the employee recognition and rewards industry. In order to maintain industry leading status, O.C. Tanner is looking to accelerate its global expansion and continues to introduce new business models.

They are leveraging SAP S/4HANA to help streamline the complex logistics involving suppliers and their own manufacturing, as well as incorporating e-commerce to integrate suppliers into rewards fulfillment, and refining their digital customer experience.

**We required a new level of agility in our systems in order to successfully introduce new products.**

Niel Nickolaisen  
Chief Technology Officer  
O.C.Tanner

## Airbus DS Optronics

**4**  
days for end-of-year closing,  
cut from 3 weeks

Critical key figures such as sales forecasts and project cash flows for reports and presentations are available instantly, helping to significantly accelerate planning processes. Reporting can now be done in near-real time—wherever and whenever required.

**Digitization helps us boost the efficiency of the company's financial and controlling processes.**

Jochen Scheuerer  
Director of Information  
Technology  
Airbus DS Optronics

## Sabre

**24** distinct systems  
consolidated into three

**300**  
integrations

Sabre is the former airline reservations system that has grown into a software company that caters to all aspects of the transportation industry.

And beyond a massive simplification of their internal systems, with the power of SAP S/4HANA, it was able to drive new insights, new ideas and new ways of doing business from their existing workforce, effectively multiplying their resources many times over.

**S/4HANA is empowering employees with tools AND insights that drive new ways of thinking...**

Steve Strout  
Vice President  
Corporate Systems  
Sabre

## MEMEBOX

**50%**  
increase in sales productivity  
with on the go data access

**50%**  
reduction in the closing period

**100%**  
increase in revenues  
since the launch of  
SAP S/4HANA Finance

MEMEBOX is a South Korean cosmetics firm that plans to expand its business to China, the Americas, and Southeast Asia, as well as move beyond online sales to brick-and-mortar storefronts.

MEMEBOX turned to the SAP S/4HANA Finance solution to provide clear business transparency into logistics operations, allowing the company to expand with flexibility on a single platform as it globalizes. Going live in just five months using the best Model Company approach, MEMEBOX lowered total cost of ownership while accelerating its growth.

**We look to SAP as a strategic partner that can guide us toward digital transformation.**

Rio Kim  
CFO, MEMEBOX Inc.

► [sap.com/S4HANA-transition](https://sap.com/S4HANA-transition)



SAP S/4HANA  
VALUE  
ASSURANCE

**“We are fully committed  
to helping our  
customers thrive in  
the Digital Age  
with SAP S/4HANA.”**



Bill McDermott, CEO