

Building a Business Case for S/4HANA? Start with the Business Scenario Recommendations Report

Dilshad Mehta

Maintenance Customer Manager – US West

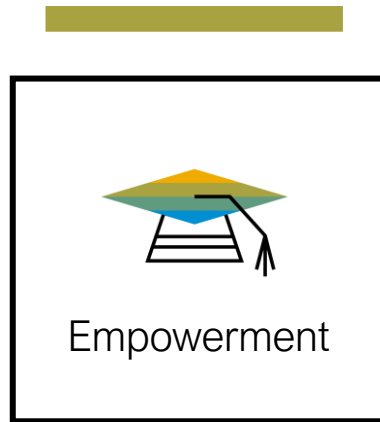
SAP America



A 5 MINUTE RECAP OF WHERE WE'VE BEEN

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Proactive

SAP Enterprise Support

Reactive



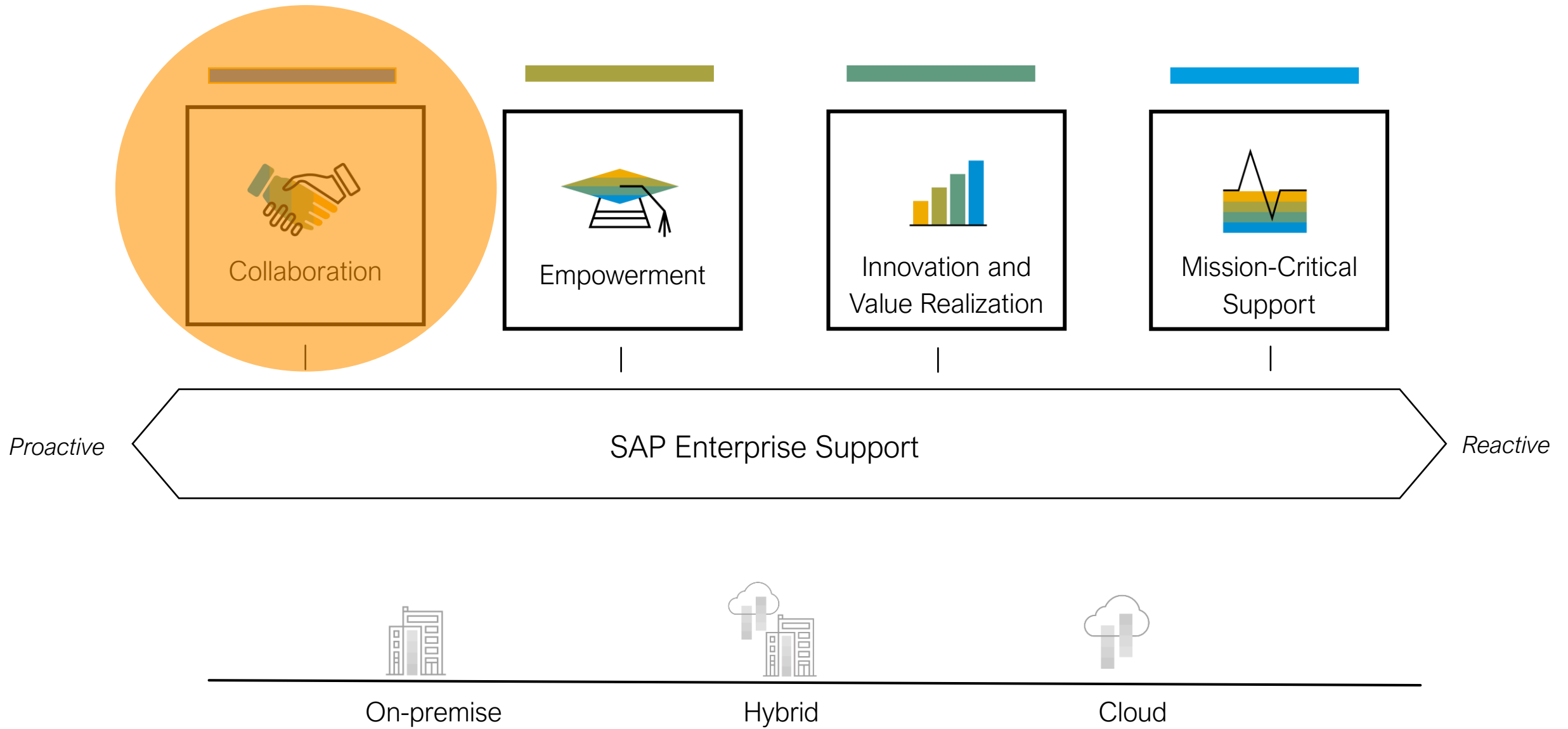
On-premise



Hybrid



Cloud



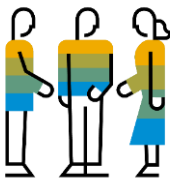
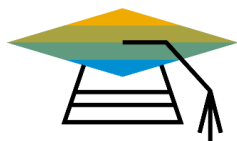
SAP Enterprise Support – Next-Generation Value Maps

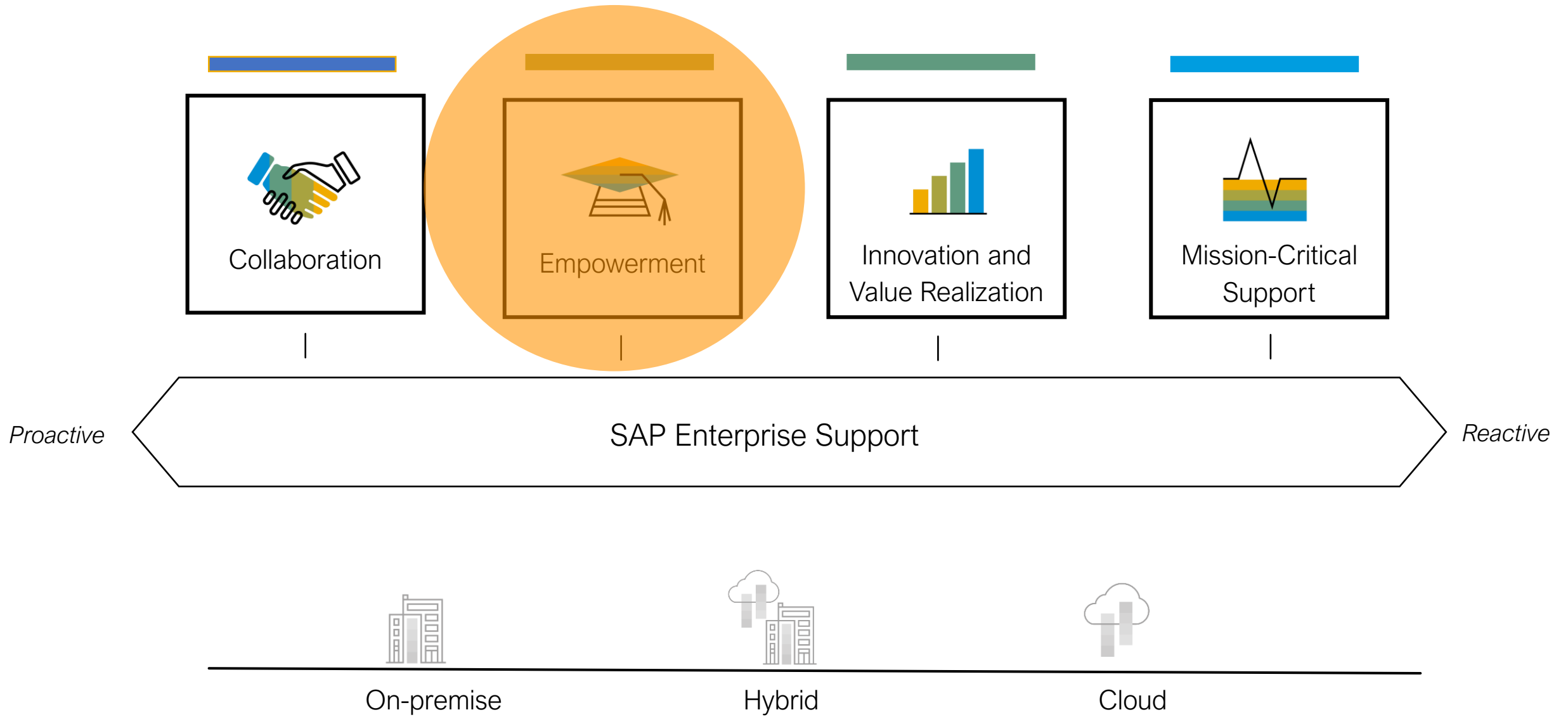


Available SAP Enterprise Support Value Maps



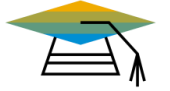
<u>SAP S/4HANA On Premise</u>		<u>Digital Innovation</u>		<u>SAP Analytics Solutions</u>		<u>SAP Cloud for Customer</u>	
<u>SAP S/4HANA Cloud</u>		<u>Application Lifecycle Management</u>		<u>Security</u>		<u>Business Process Improvement</u>	
<u>SAP SuccessFactors</u>		<u>Data Volume Management</u>					

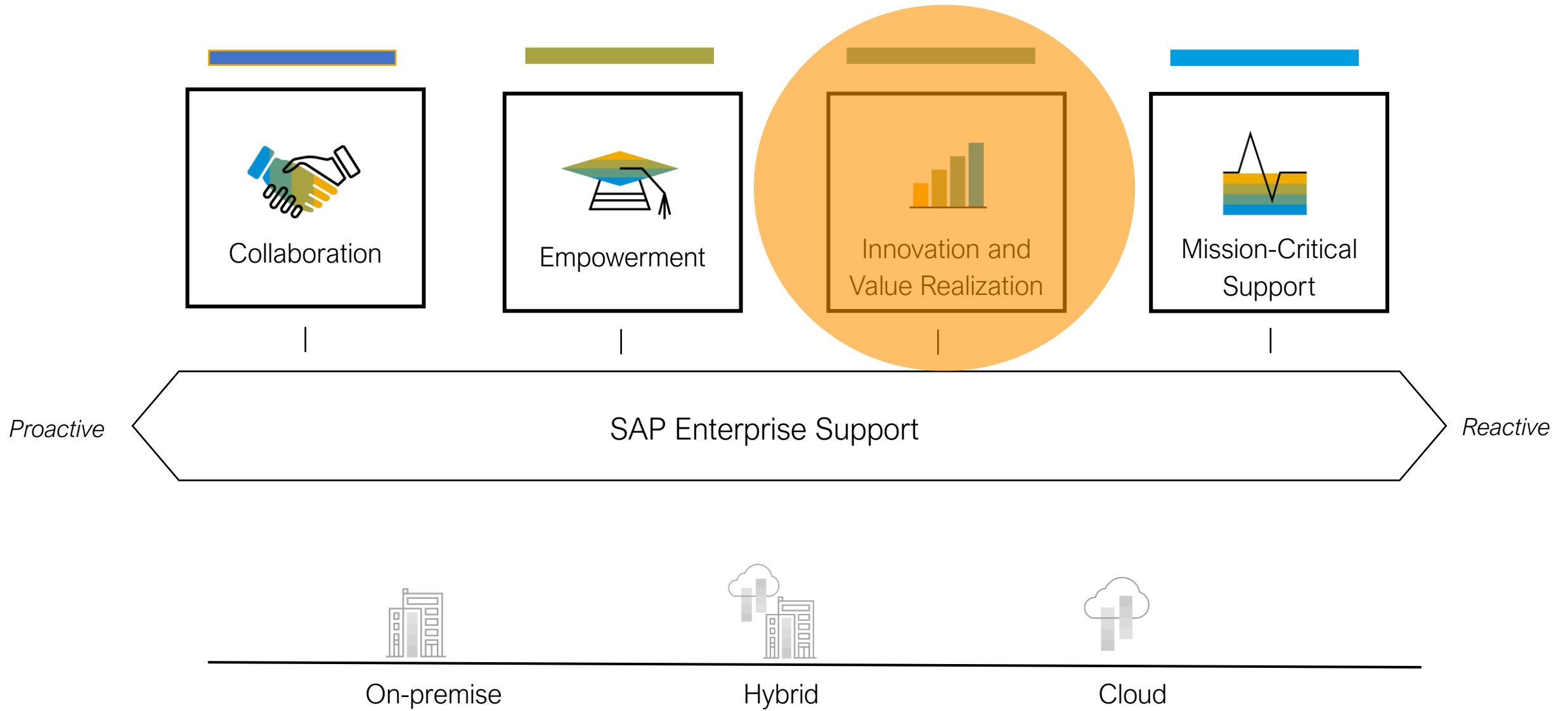




SAP Enterprise Support Academy

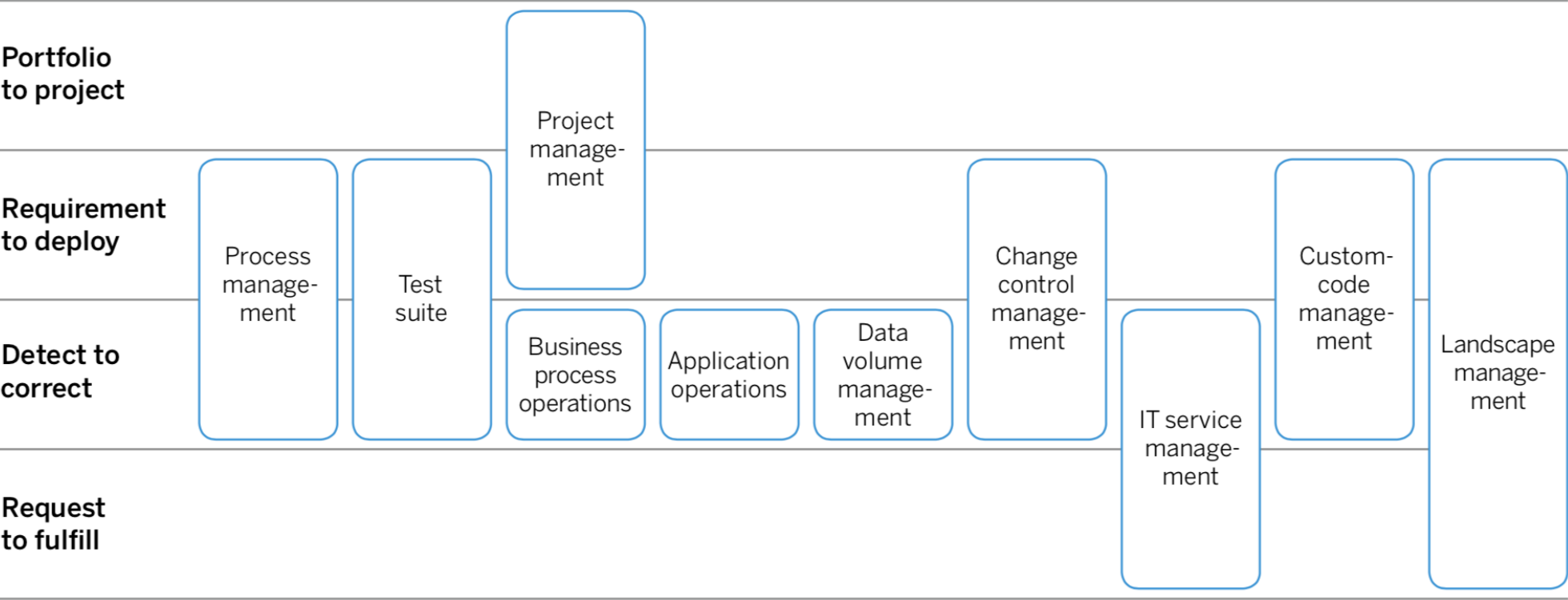
Different methods to learn and execute depending on your needs





Since January 2020, the usage rights for SAP Solution Manager include Focused Build and Focused Insights – at no additional costs.

Figure 1: Functional Areas of SAP® Solution Manager 7.2

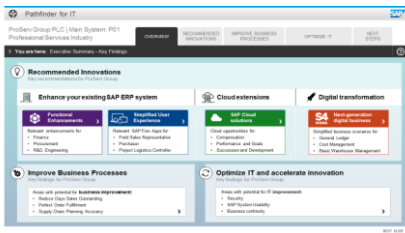


Customer Value Experience

Tools for Support and Innovation Acceleration

Starting Point: Pathfinder

Assess the situation and identify potential value



SAP Innovation and Optimization Pathfinder *for IT*

Innovation recommendations, industry benchmarks and recommendations for business and IT to optimize SAP solutions – available for SAP ERP and SAP S/4HANA
<http://www.sap.com/pathfinder>



SAP Innovation and Optimization Pathfinder *for Line of Business*

Tailored recommendations by industry and line of business: Finance, sales, procurement, manufacturing, supply chain, and asset management
<http://www.sap.com/pathfinder-lob>

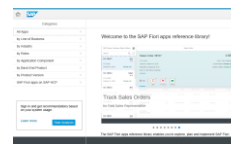
Detailed Innovation and Improvement Recommendations

Identify relevant innovations and optimize TCO



SAP Business scenario recommendations for SAP S/4HANA (next generation)

Why move from SAP ERP to SAP S/4HANA.
<http://www.s4hana.com/>



SAP Fiori apps library & recommendations

Recommendation of relevant SAP Fiori apps to enable new user experience
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<http://www.sap.com/FAR>



Innovation Discovery

Improvements, enhancements and new functionality for SAP products
<http://www.sap.com/innovationdiscovery>



SAP Solution Manager value report

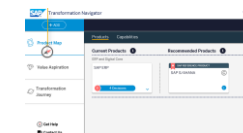
IT TCO optimization with SAP Solution Manager
<http://www.sap.com/solman-value>

Strategy and Roadmap

Product and landscape roadmap

SAP Transformation Navigator

Build a product roadmap for your digital transformation journey
<http://www.sap.com/transformationnavigator>



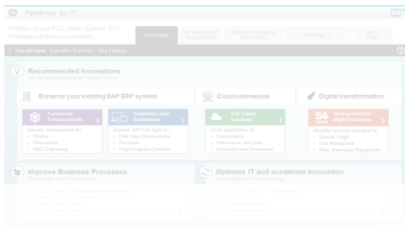
LET'S GET INTO TODAY'S TOPIC

Customer Value Experience

Tools for Support and Innovation Acceleration

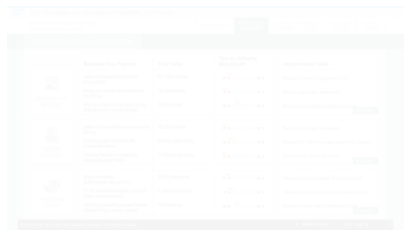
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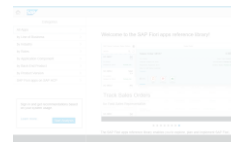
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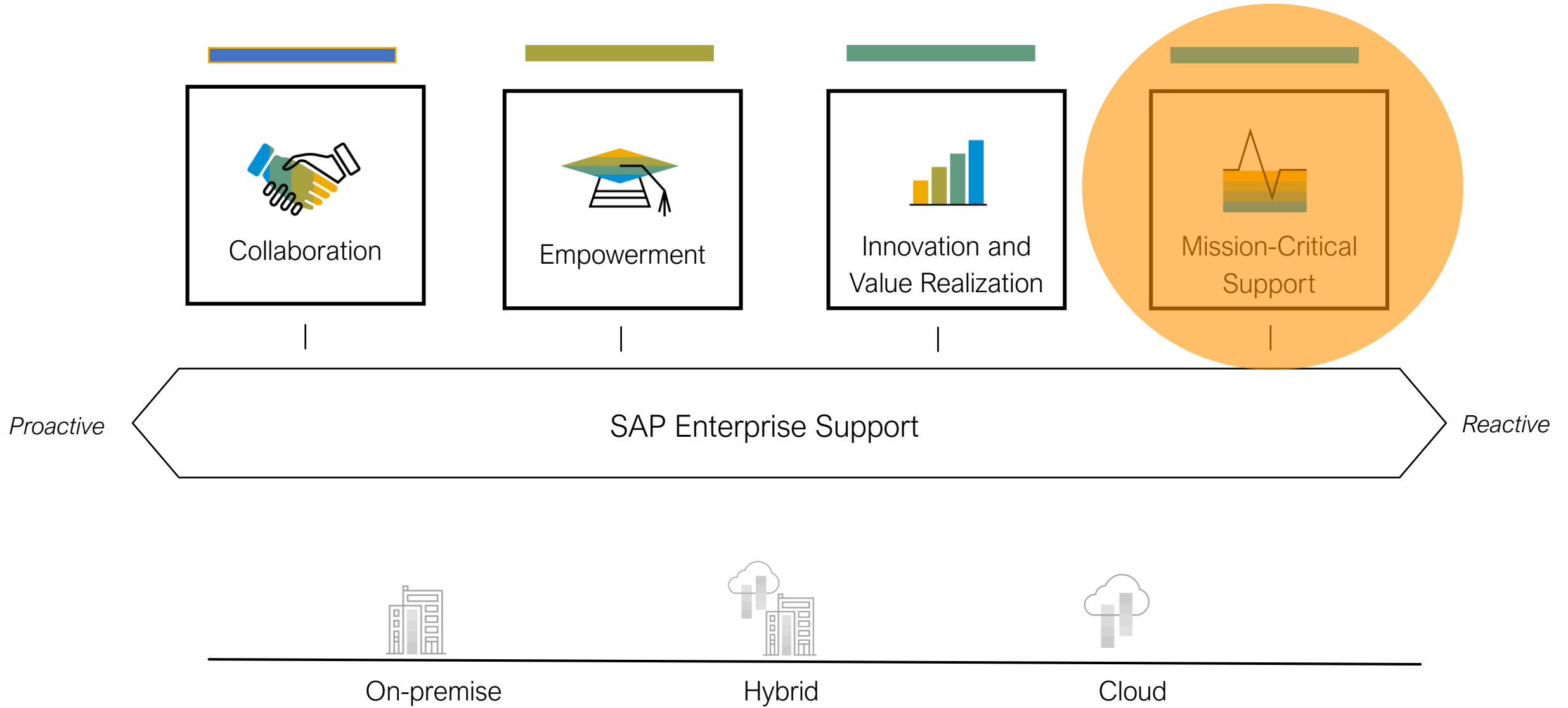


- ✓ Why move from SAP ERP to SAP S/4HANA?
- ✓ What are the benefits for each area of my business?
- ✓ What is different, and what is new compared to what we have today?

From this point on, we're going over the sample BSR report

Found here: <https://msmproda7afccce3.hana.ondemand.com/Request/BSN/>

COMING UP IN THE NEXT SESSION....



Questions?

For questions after this session, contact Dilshad Mehta at d.mehta@sap.com