Time for change – How to innovate with SAP

How SAP supports the landscape transformation

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VNSG

SAP

SAP's 2023 Strategy

End-to-end business processes

Ecosystem solutions

Spend management and business network

Human capital management

Industry-specific and sustainable

Customer relationship management

Cloud ERP

Business Technology Platform
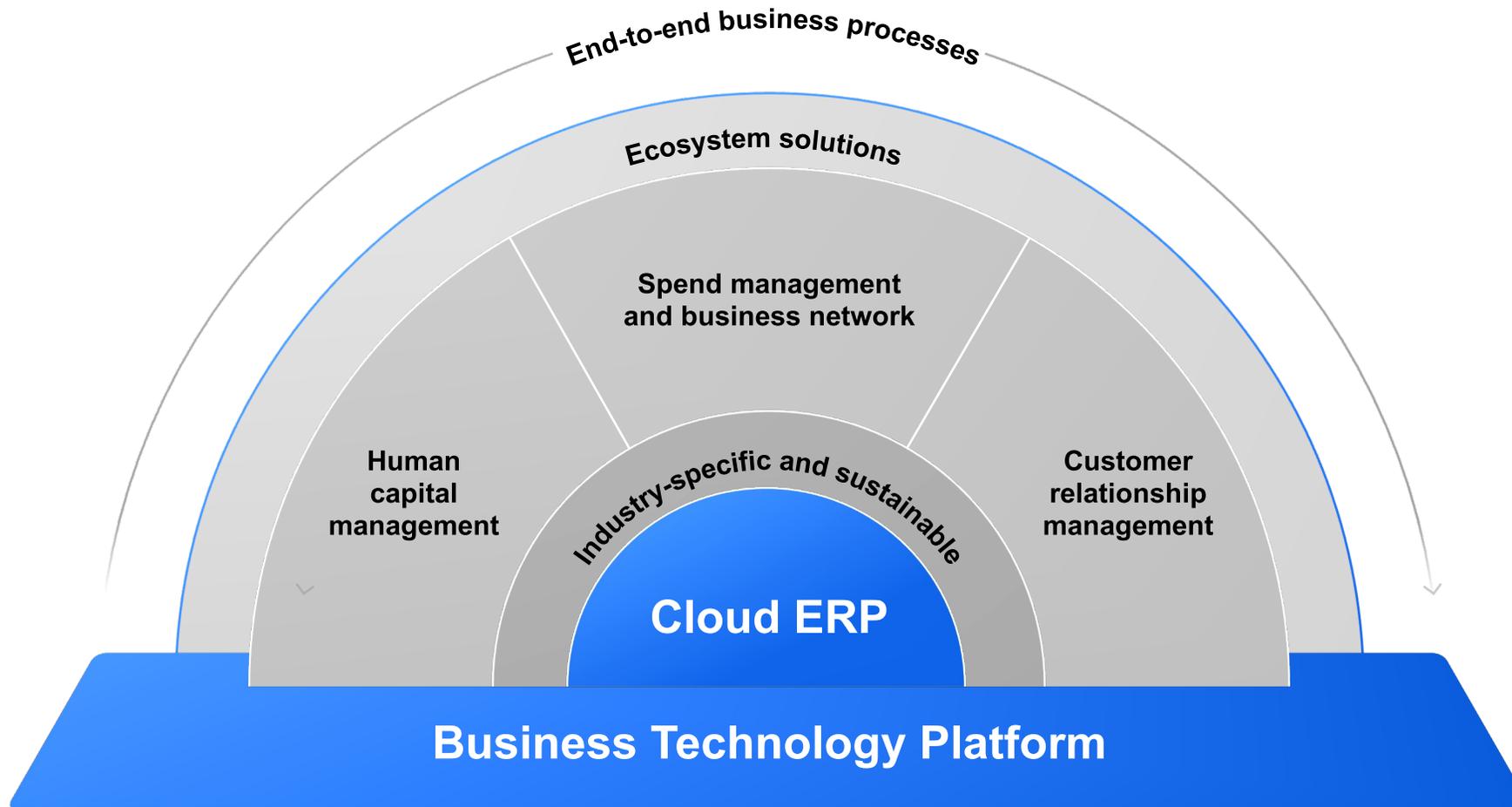
Intelligent Sustainable Enterprise Transformation Journey

FROM A LEGACY ON-PREMISE LANDSCAPE…

…TO THE INTELLIGENT SUSTAINABLE ENTERPRISE
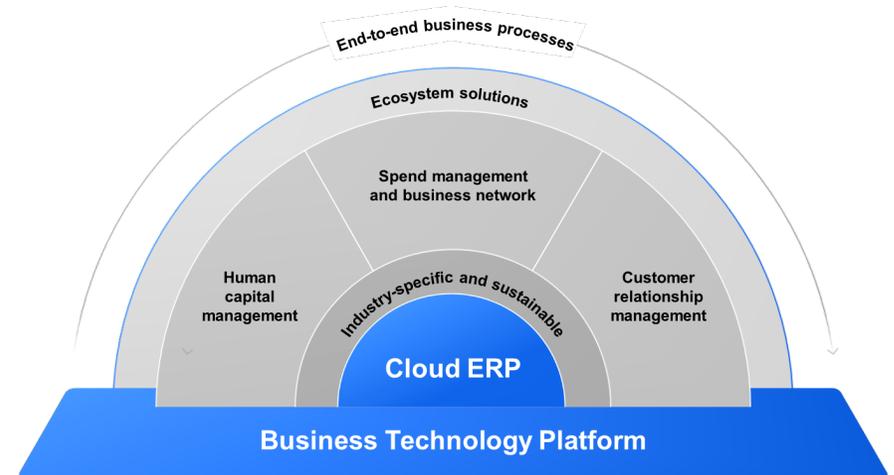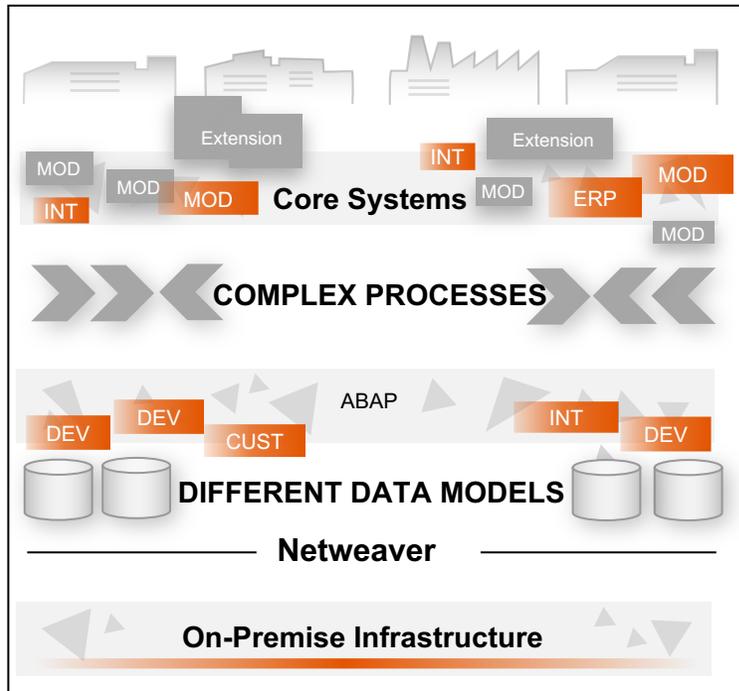
What are the timelines?

	22	23	24	25	26	27	28	29	30	31	32	…

SAP ERP 6.0 EhP 0-5 — Customer-specific Maintenance

SAP ERP 6.0 EhP 6-8 — Extended Maintenance — Customer-specific Maintenance

☐ Customer-Specific Maintenance
- No legal changes
- No delivery of support packages
- No guarantee for technological updates

■ Extended Maintenance

■ Mainstream Maintenance
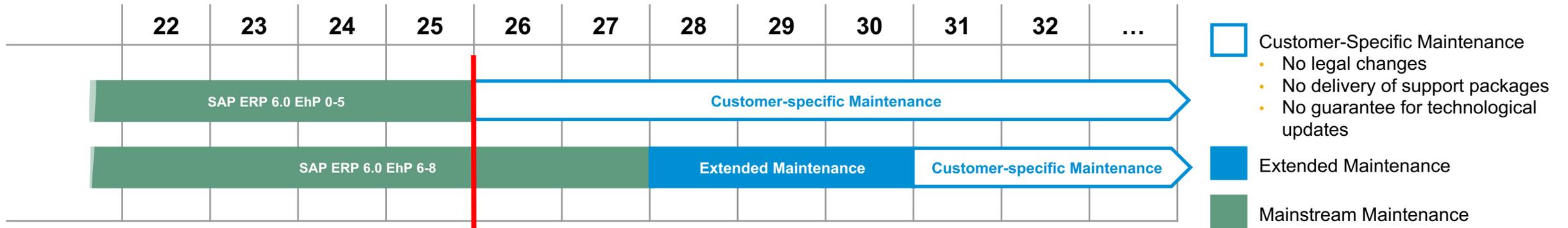
SAP ERP 6.0 EhP 0-5 runs out of mainstream maintenance on December 31, 2025.

What to we see in the market?

| 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | … |

SAP ERP 6.0 EhP 0-5 — Customer-specific Maintenance

SAP ERP 6.0 EhP 6-8 — Extended Maintenance — Customer-specific Maintenance

SAP ERP 6.0 EhP 0-5 runs out of mainstream maintenance on December 31, 2025.

80% of the customer base consider the move / are moved

50% of the active customers purchased some S/4 licenses

~50% of productive ECC systems are on EHP < 6, i.e. do
only have mainstream maintenance until end of 2025 (40% in NL)

But…, ~60% of the customers of these systems are aware of EoMM

Nearly no customer moved back ;-) or out of S/4HANA

S/4HANA implementation always linked to some level of process innovation and renovation (except
with very small companies) – i.e. always a mix of IT and business project

>8/10 of active S/4HANA OP customers did not do any upgrade yet

Capacity of SAP implementation partners for S/4HANA is already maxed out today
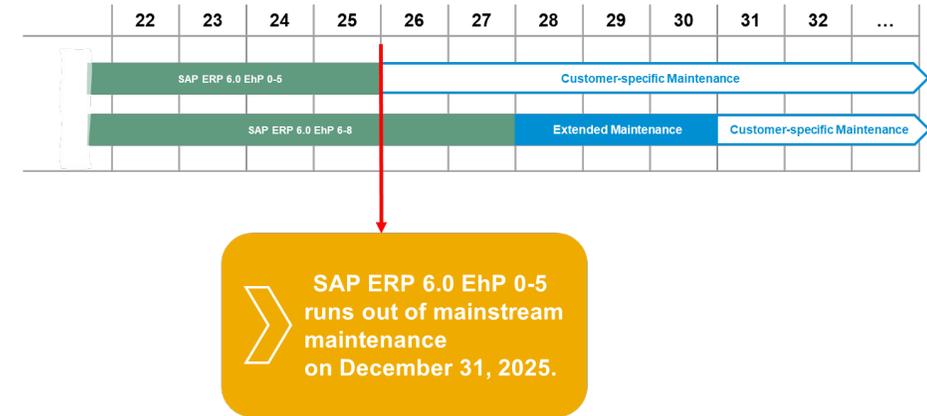
What prevents you today from staying up-to-date with your ERP system?
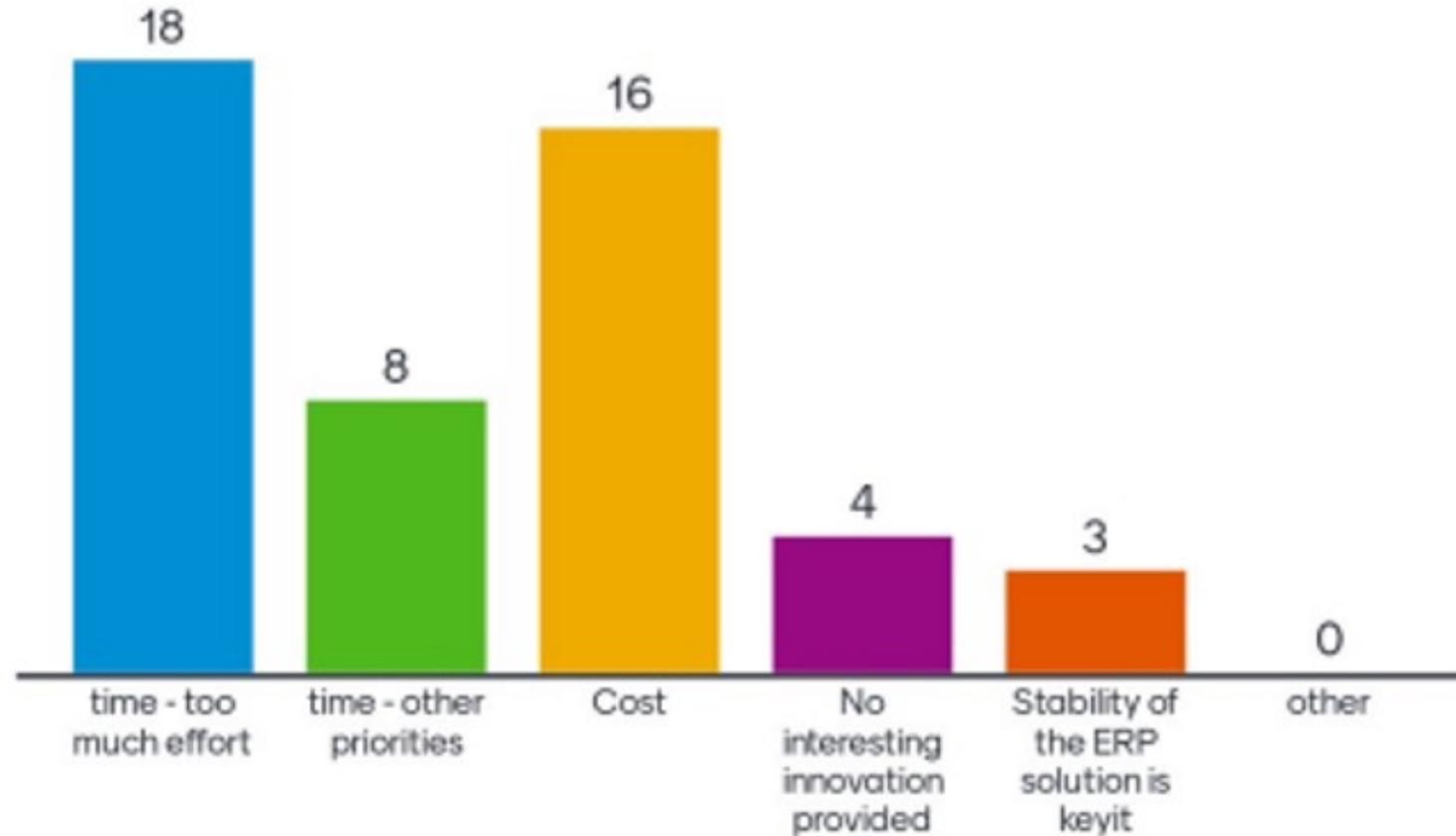
Source: mentimeter with SUGEN (SAP User Group Executive Network) members, Nov 2022

SAP Approaches and Tools
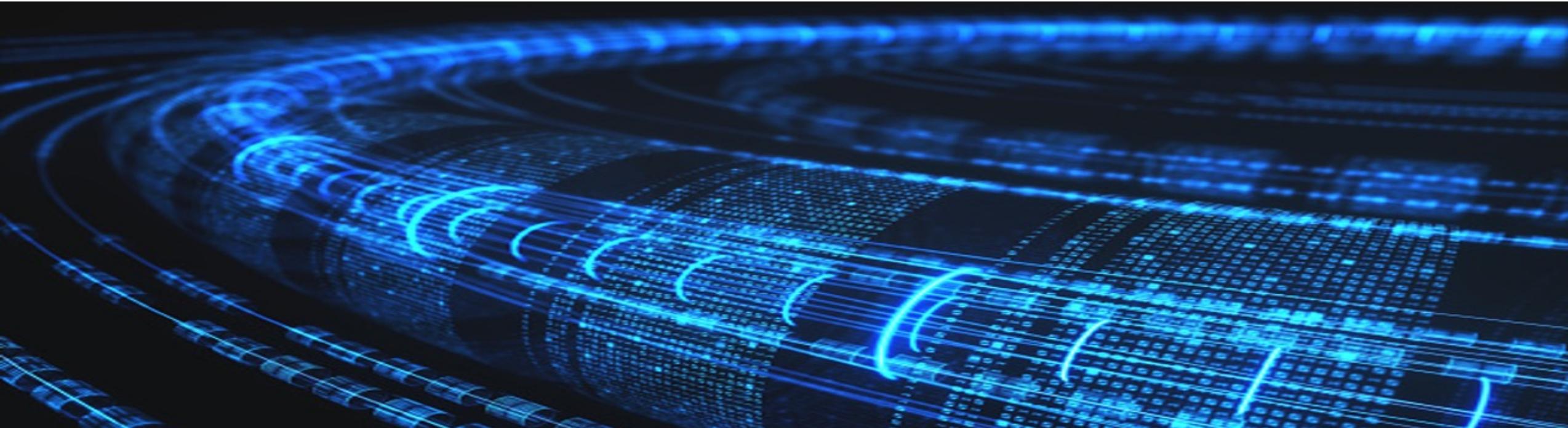
Addressing clean core is an ongoing strategic activity

A **clean core** allows to **adapt the system** to changing business requirements and to **adopt new capabilities** while helping ensure **permanent traceability**. It provides:

Agility
Lean environments decrease time to value. Additional process requirements can be implemented faster, and business models can adapt to short term challenges more easily.

Efficient and secure operations
Environments that run efficiently have a lower TCO and are less likely to succumb to external threats.

Data to value
Consistent data allows reliable forecasts and precise predictions.

Access to the latest innovations
Adaptation efforts in the context of updates and upgrades are reduced. Cloud services can be integrated faster.

* IDC research: custom code can cost x10 of standard code cost

Keep the **coding** clean | 1 | Software stack

Keep the **data** lean | 2 | Data

Keep the **modifications** controlled | 3 | Extensibility

Keep the **landscape** reliable | 4 | Integrations

Keep the **processes** clear | 5 | Processes

Keep the **operations** effective and efficient | 6 | Operations

How can
SAP Signavio
support and guide
RISE with SAP
customers?

CREATING BUSINESS VALUE STARTS WITH
BUSINESS PROCESS OPTIMIZATION AND TRANSFORMATION

Continuous Improvement after Transformation project

Realize during Transformation project

Prepare before Transformation project

Decide on the Route to Take – Business Value or Technical Project?

Technical Migration
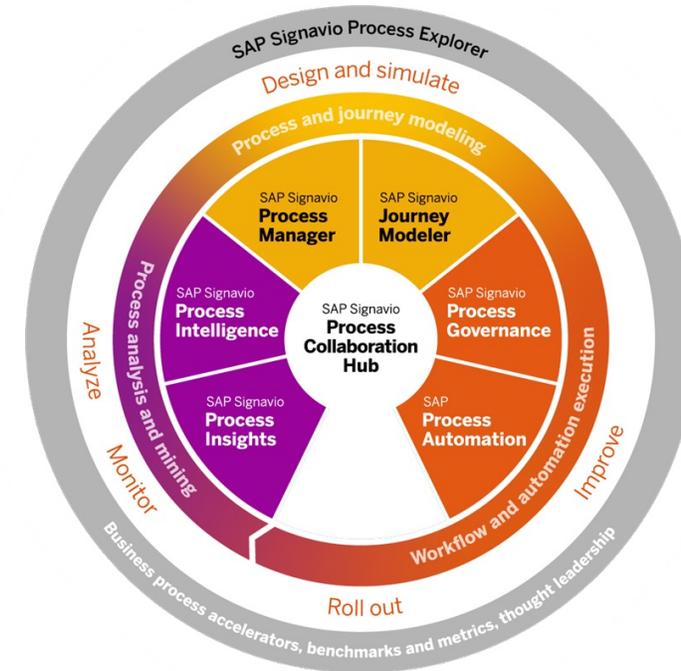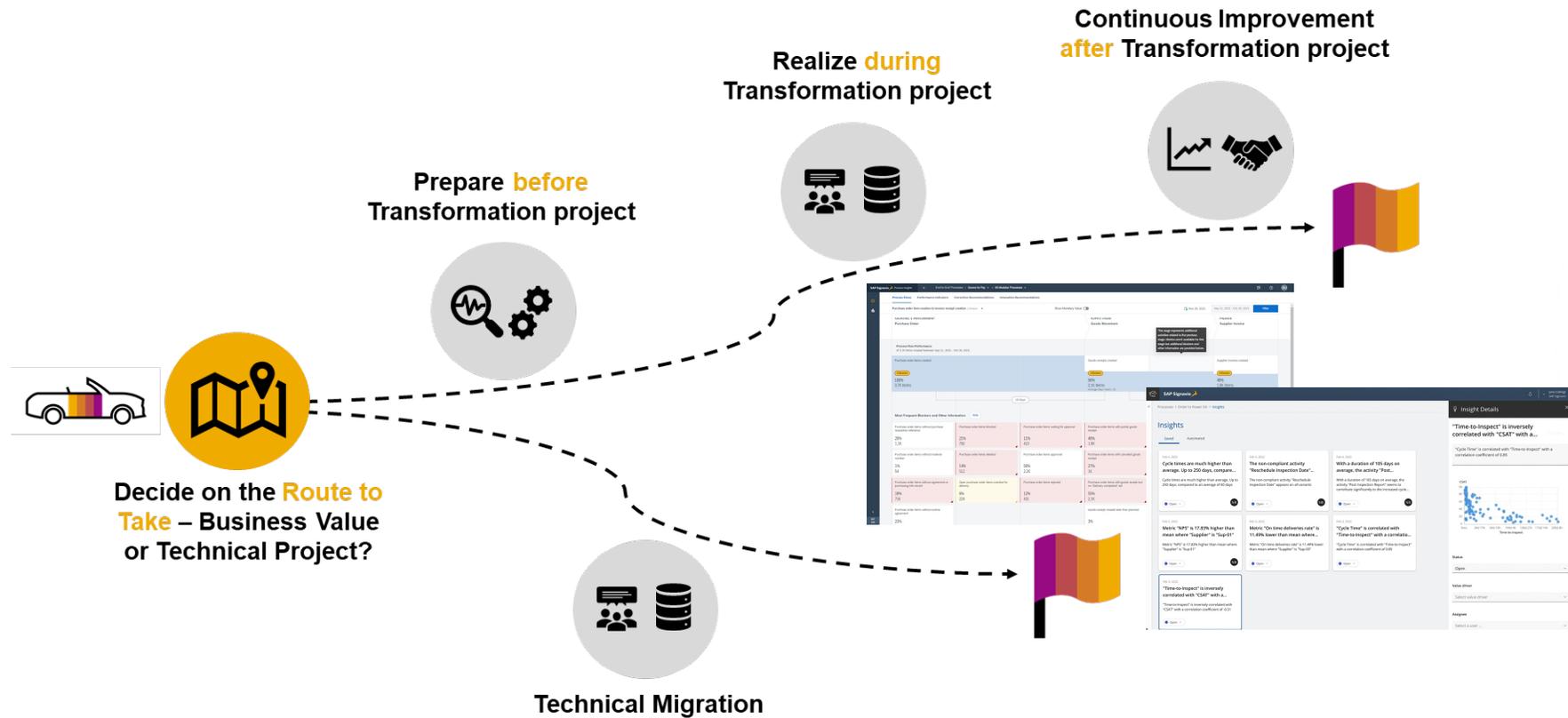
How does SAP Signavio help customers make their transformation successful and as fast as possible?

SAP Signavio accelerates transformations by:

Identifying opportunities for process improvements and **sharpening the transformation scope**

Designing to-be process fast by combining SAP best practices and **reverse engineered company best run process execution**

Providing transparency and accessibility of process model to all stakeholders, reducing complexity and **minimizing the risk of misalignment and iterations**
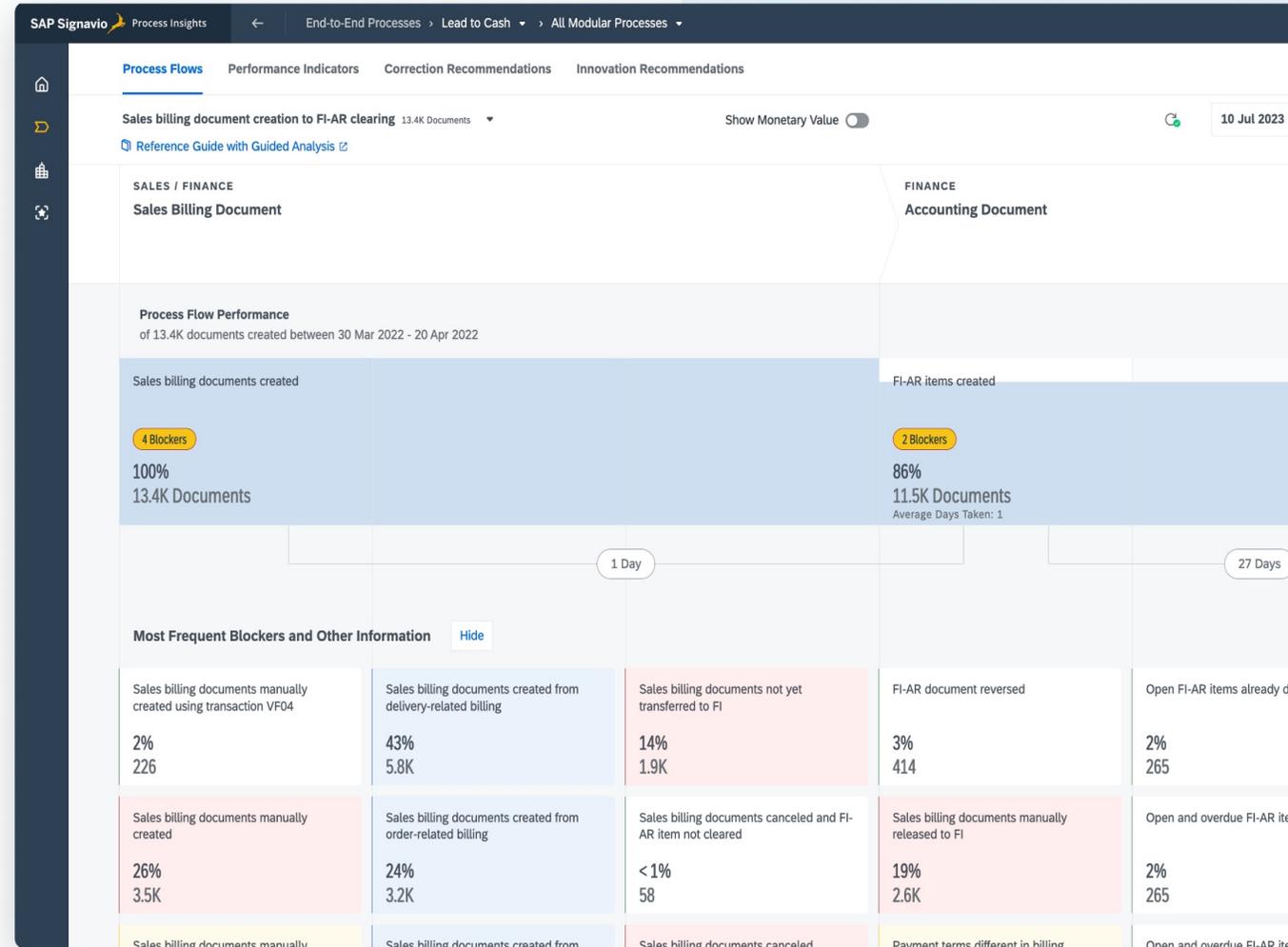
How does SAP Signavio ensure that our customers' transformation adds value?

SAP Signavio accelerates transformations by:

Providing a data-driven analysis determining the value potential accurately, based on evidence

Identify **process variations**

Showing **actionable insights**, guidance, and recommendations

Ensuring that values and metrics are considered during process design and **meticulously monitored for value realization** throughout the run phase
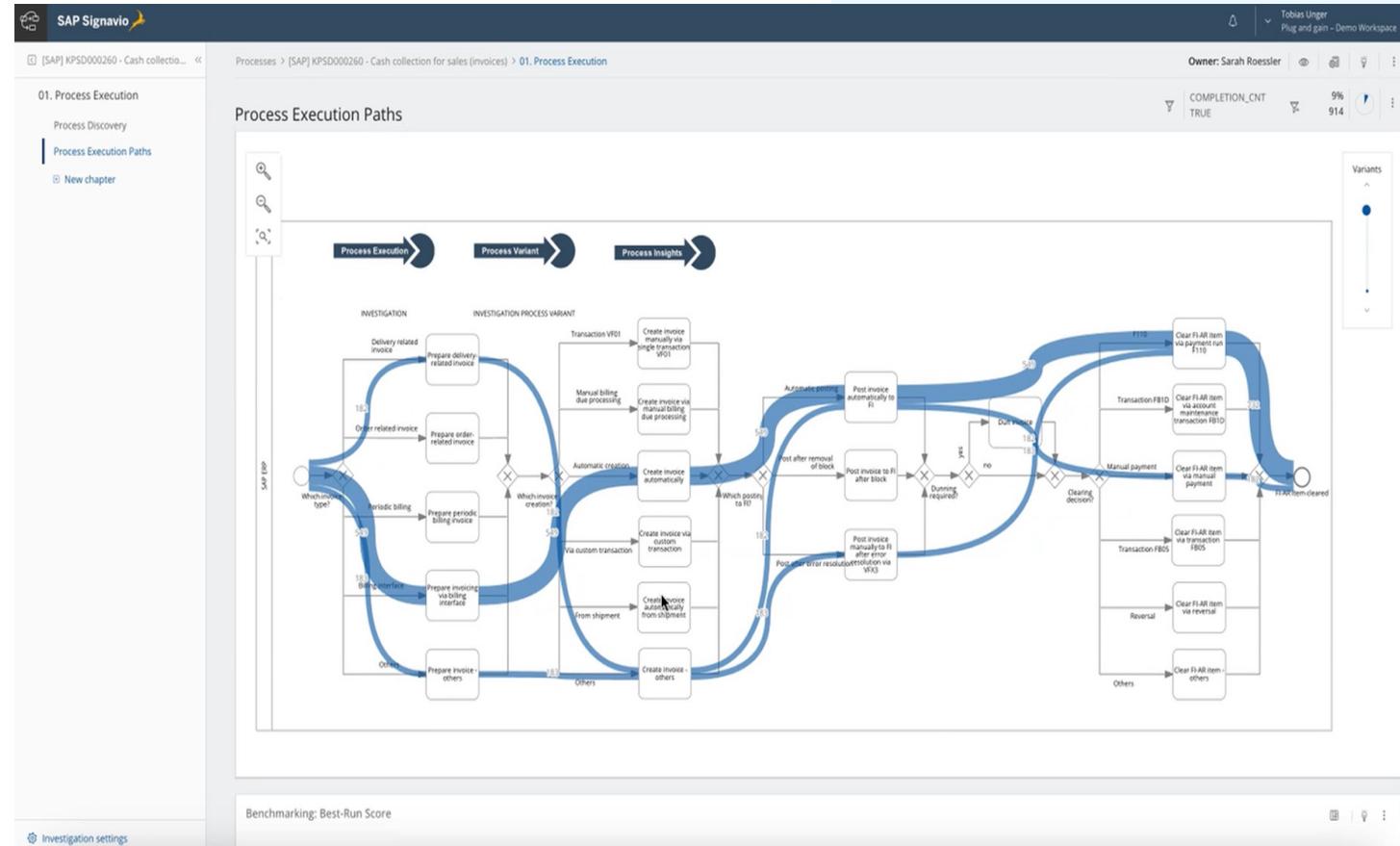
How does SAP Signavio ensure that change is manageable for our customers?

SAP Signavio accelerates transformations by:

- Securing management buy-in based on identified value potential

- Ensuring strong support for the transformation process

- Involving all relevant parties and fostering collaboration

- Mitigating risks of misalignment between business and IT leveraging strong integration of process and solution worlds while driving successful outcomes
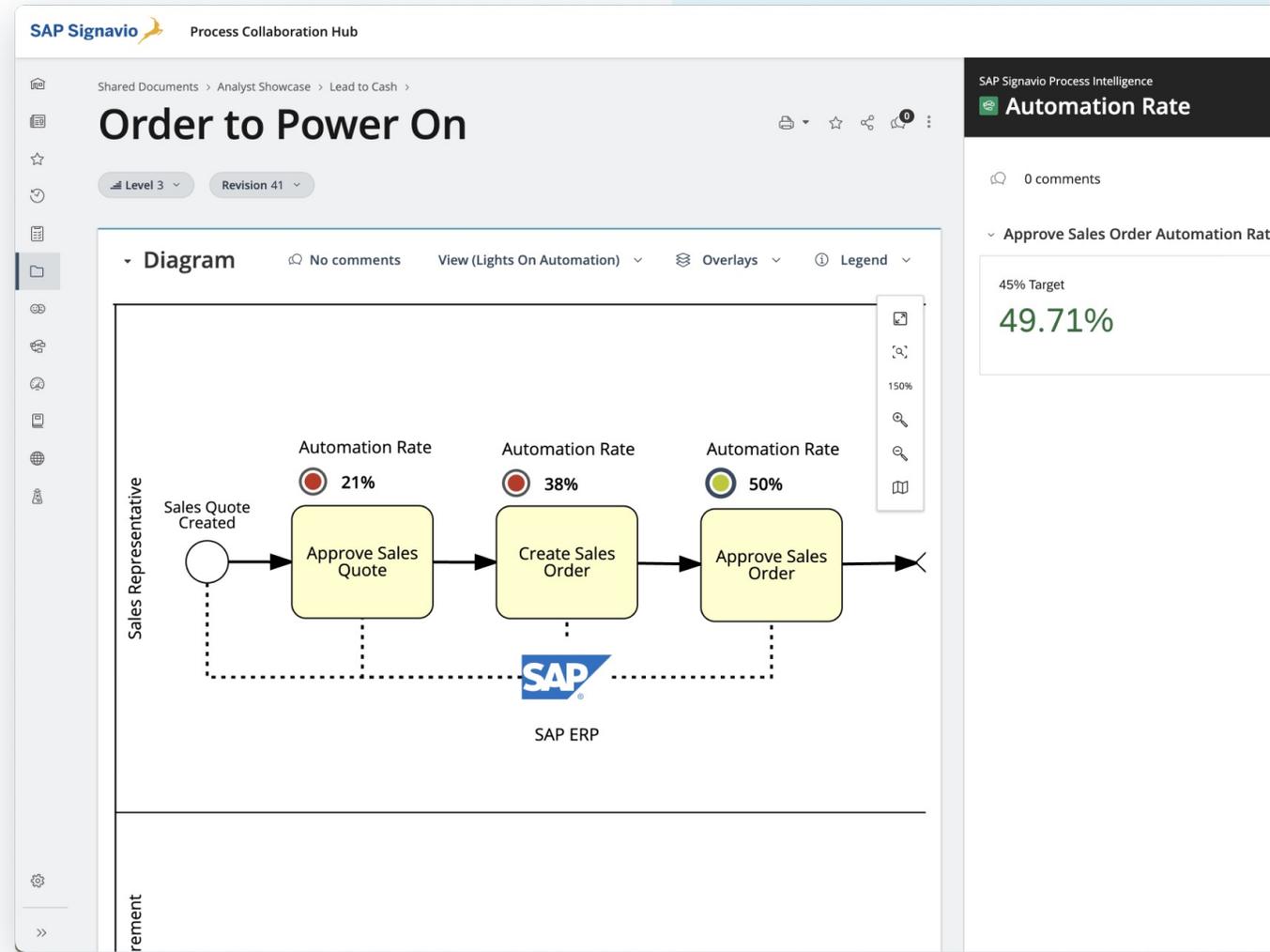
SAP CUSTOMER EVOLUTION PROGRAM

"YOUR JOURNEY TO WHAT´S NEXT WITH SAP"

OUR VISION & MANDATE

- We **help existing SAP customers** define and realize the **next steps in their business and IT evolution**

- Jointly with our Ecosystem, we drive a **tailored & accelerated journey to the Intelligent Sustainable Enterprise** through supporting existing customer engagement models and orchestrating **E2E customer evolution framework**

- We commit to **leave no installed base customer behind** on their innovation path

SAP Customer Evolution Kit | The Journey Begins

First Contact & Point of View

Get in touch with your Account Team and receive an outside in point-of-view document tailored to your current situation.
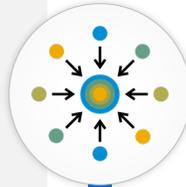
Preparation & Information Call

Engage with SAP to investigate more details about the SAP Customer Evolution kit and set the focus for your engagement.

Welcome Package

Market Research & Bot Mining

Solution Value Data

Know-How Customer Consulting

Delivery Framework

SAP S/4HANA Simulation

Customer-specific **PoV-Document**

Process Discovery for SAP S/4HANA

Tailored **Value Case**

Customer-specific **Product Map**

SAP Readiness Check tool Review

Transition Strategy

Handover Session

Remark: case by case dependent
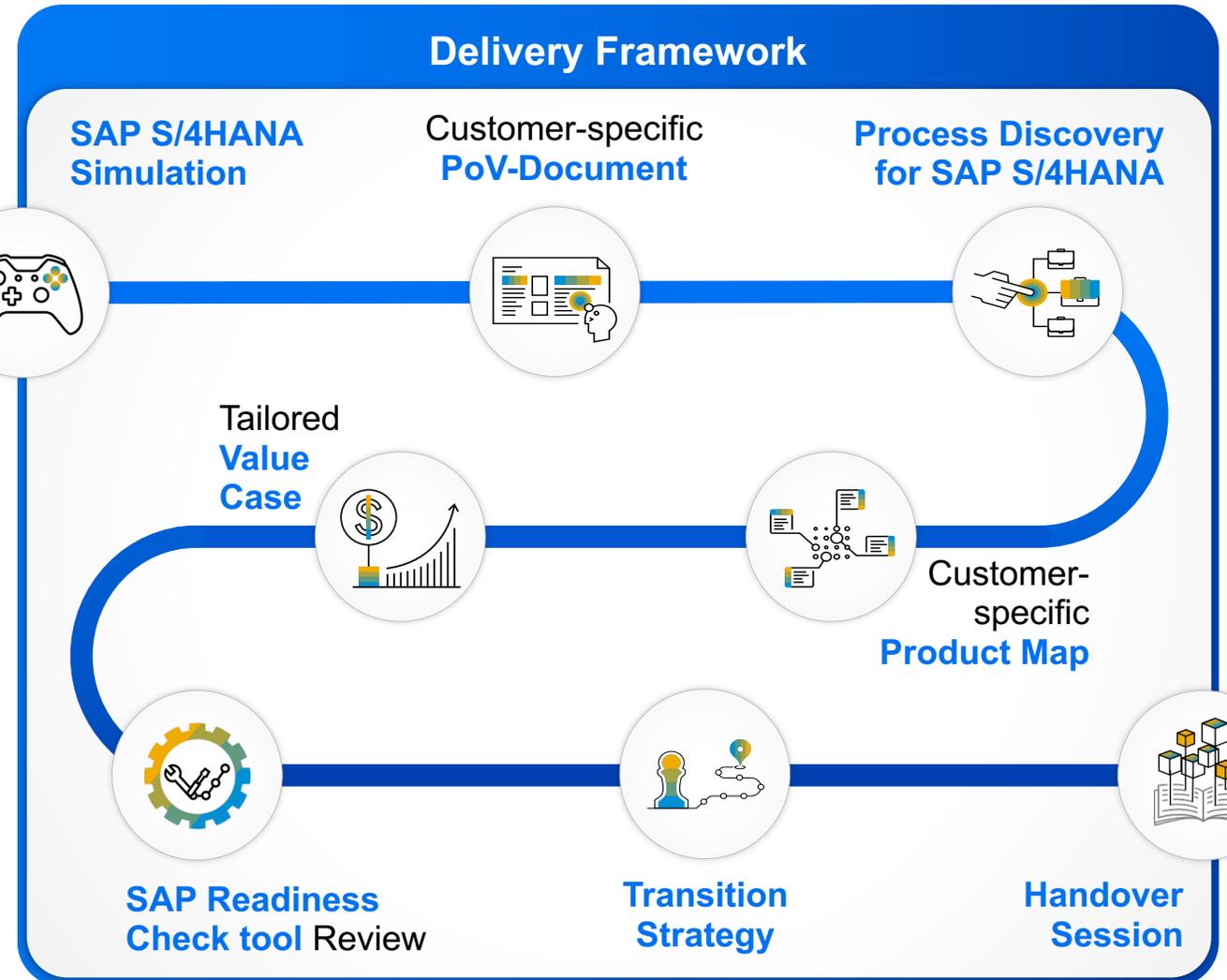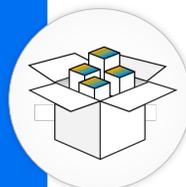
gAIn Program | Introduction and Current Status

PROGRAM OBJECTIVE:
Determine prerequisites and foundational aspects for the subsequent definition and realization of AI use cases that simplify and/or support the ECC to S/4H PCE transition for our customers and partners.

PREPARE — **REALIZE** — **LAUNCH**

Q3 '23   SEP '23   Q4 '23+

Use Case Collection
- From All SAP Board Areas

Clustering

First Validation
- By experts on AI

Maturity Assignment

Common Understanding
- Alignment Workshops

Execute in two tiers

Speedboat: existing use cases with high attention and very focused

Execution Prerequisites: Work on foundational elements for complex AI use cases

Execution Project: more time consuming use cases, complex and mid- to long-term in realization

Launch developments and put into practice

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65 AI Use cases submitted, 18 still to be evaluated through internal alignment workshops

Custom Code Management	Data Management	Digital Assistance	Documentation / Output Generation	System Configuration / Activation
6 AI Use Cases	20 AI Use Cases	5 AI Use Cases	6 AI Use Cases	7 AI Use Cases

Technical Architecture and Infrastructure	Testing	Training	Transition Guidance
3 AI Use Cases	5 AI Use Cases	2 AI Use Cases	9 AI Use Cases

17

gAIn | AI Uses Cases Submitted

#item	Idea / proposal (short title)
3	Test scope definition
4	Data cleanup (technical)
5	Data consolidation (semantic)
6	Conversion/upgrade log analysis
7	Documentation consolidation/summary
8	Custom code adaptation
9	Performance finetuning
10	End user training
11	Memory management optimization
12	Assessment of deployment options for large systems
13	Custom code adaptation - focus compat views
14	Archive-access-gap-finder
15	Automatically Improve Data Quality
16	Automatically enhance migration scope for customer specific content
17	Automatically generate blueprint document for data migration
18	Self adjusting / auto-improving data migration performance

#item	Idea / proposal (short title)
19	Actively guide and proactively support customers during the transition
20	Intelligent test data selection
21	Guide customer transition scope
22	Understand customer transition execution
23	Automatic customizing harmonization
24	identify important customer-specific recommendations and notes
25	recommend archiving strategy
26	recommend fixes during test phase
27	enhanced transformation navigator
28	refactor ABAP custom code
29	improve ABAP code
30	Migrate SAP GUI menu to Fiori Launchpad
31	Bot to support Fiori Set-up and configuration
32	Automated service recommendations
33	self-healing of transition errors
34	automated migration of sapscript and sap form to Adobe form
35	automated identification and execution of accounting conversion tasks

#item	Idea / proposal (short title)
36	Create Fiori business case
37	recomendations for data cleansing -
38	Achieve clean core during upgrade
39	correct Finance reconciliation issues
40	enhanced help functions for technical tool execution
41	support Fiori Set-up and configuration
43	automated CVI - BP migration
44	enhanced project planning and control
45	recommendation for cloud-compliant Fiori enhancements
46	recommendation for data transition strategy
47	recommendation for universal parallel accounting strategy
48	automated analysis and correction of finance data inconsistencies
49	improve user training
51	Improve S/4HANA Fiori Rapid Activation
52	Enhance SAP Central Procurement
53	Automated master data clean up and consolidation
54	Embedded Guidance / Knowledge

#item	Idea / proposal (short title)
56	AI Supported Data Migration
57	Rebuild SAP Project Coach / merged with idea Robo-Advisor
58	Automate Testing; automate test repository; automate creation of test scripts
59	SAP Standard Content / Activate capabilities shall be enhanced with customer-specific contextual data – process- and data insights.
60	Predictive Mapping via Integration Advisor powered by AI
61	Health Check Score / S4 Transition Readiness Score
62	TrackBot
63	AI Chatbot which will provide customers more precise info about certain topics wrt to S/4 transition. Generative AI can be used as well.
64	Automation of Pre and Post S/4HANA conversion checks/steps
65	Automate Readiness Check
66	SAP Signavio
67	Simplification Items
68	Testing Automation

*Red marked items analyze data or configurations of source systems to determine patterns for the S/4 transformation

SAP S/4HANA Advisory Program offered by SAP Customer Evolution

The SAP S/4HANA Advisory Program will advise you how to successfully transform from SAP ERP to SAP S/4HANA.

- A named **S/4HANA Expert from the Global Center of Excellence** in the SAP Customer Evolution Program shares best practices and facilitates access to SAP Product Management.

- The interaction will be remote and typically happen every two weeks. Available capacity in average is 4-8 hours per month, hence it is critical for you to prioritize topics.

- **The offer is free of charge.** Please contact your account executive to check availability.

- Focus is on customers who transition to RISE with SAP S/4HANA Cloud, private edition and are willing to act as a reference.

- The program will provide support during your pre-project phase and is limited to a maximum duration of 12 months.

SAP Support

My Support   Products   Tools   Maintenance   Offerings & Programs   ALM | Explore SAP

... ∨ / Offerings & Programs / Support Programs

SAP Customer Evolution Program   Overview   Planning   Steps

SAP Customer Evolution Program

Accelerate Your Journey to the Cloud

The SAP Customer Evolution Program accelerates our installed base customers' journey toward an intelligent, sustainable enterprise across solution areas by bringing together best practices from SAP, latest innovations, services and tools, and the powerful SAP ecosystem. By **guiding existing customers** on their move from on-premise solutions to the cloud, the program helps you achieve a successful **business process transformation**, tailored to your unique business needs and requirements – no matter if in the cloud or hybrid.

Technology core of your business strategy

A modular, agile, integrated, and highly secure ERP landscape provides you with a holistic view of and real-time insights into the entire business.

✓ Read the article
✓ Read the IDC Report
✓ Read the Gartner Report

Higher flexibility across your entire organization

✓ Work in real time with a homogeneous user interface
✓ Stay up-to-date in every place you do business

Adopt innovation faster

✓ Leverage new capabilities as soon as they become available
✓ Build new business models
✓ Deliver more value to your customers through new and enhanced business processes quickly

Reduce complexity

Operate your intelligent, sustainable enterprise in the cloud to:

✓ Free up resources
✓ Reduce technical and vendor complexity
✓ Invest time in growing your business

Contact Us

Start Planning Your Move

Leverage dedicated tools and services that support your transformation across SAP solutions.

❯ SAP S/4HANA

❯ SAP Business Technology Platform

❯ Human Experience Management Solutions from SAP

❯ Spend Management

https://support.sap.com/en/offerings-programs/programs/customer-evolution.html?anchorId=section

Key take aways

- From legacy on-prem to a sustainable intelligent enterprise in the cloud

- Focus on clean core

- Use Signavio for your business process transformation and optimization

- SAP's Customer Evolution Program
  - SAP Customer Evolution Kit
  - gAIn program
  - S/4HANA advisory program

Registration for SAP Customer Evolution Kit

https://webinars.sap.com/customer-evolution-kit/en/home

Thank you.

Contact information:

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