Run simple with the next-generation business suite
SAP and IT, we’ve come a long way together

- **1972**: R/1 Mainframe
- **1979**: R/2 Mainframe
- **1992**: R/3 Client/server
- **2000**: mySAP World Wide Web
- **2004**: ERP Service-oriented architecture
- **2011**: HANA In-memory Computing

- ✓ Integration
- ✓ Standardization
- ✓ Globalization
- ✓ +40 years of innovation across industries
- ✓ 282 thousand customers
- ✓ 74% of the world’s transaction revenue touches an SAP system
The world has now become more digital and networked

Last 2 Years

90% of the world data has been generated ¹

Next 2 Years

40% Growth in adoption of business networks ²

End of 2020

212B “Things” will be connected ³

By 2020

9B mobile users in the world ⁴

In 2014

51% of workloads processed in the cloud

¹ ScienceDaily. ScienceDaily, 22 May 2013
⁴ Statista. 2014
It is time to revive innovation

DELIVER ON THE NEEDS OF THE BUSINESS
31% of executives say IT offers business-centered services (Forrester, 2013)

PROVE IT CAN BE THE SOURCE OF BUSINESS INNOVATION
35% of executives say IT facilitates entry into new markets (McKinsey, 2015)

WIN THE BATTLE OF COMPLEXITY TO FREE UP INNOVATION
73% of executives identify complexity as biggest IT challenge (Forrester, 2013)

IT must spend less time managing complexity and more time leading digital innovation.
Technology limitations of the past is the cause of IT complexity

**DATA MODELING**
- Constant tuning and updating of aggregates, indices and other forms of redundant data structures
- Complex decision making

**BATCH PROCESSING**
- Managing transaction volumes, data integrity and system responsiveness to users
- Complex processes

**SYSTEM INTEGRATION**
- Building and maintaining reporting and interface layers to connect multiple systems and solutions
- Complex architectures

Complexity leaves no time for IT to focus on innovation
SAP HANA, the most advanced in-memory platform

**SAP HANA Platform**
- Application services
- Database services
- Integration services
- All data

**Features**
- ONE OPEN PLATFORM
- IN MEMORY ACID COLUMNAR STORE
- OLTP AND OLAP TOGETHER
- ADVANCED COMPRESSION
- NO REDUNDANCY

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SAP HANA, the most advanced in-memory platform

**SAP HANA PLATFORM**

### APPLICATION SERVICES
- Web Server
- JavaScript
- Fiori UX
- Application Lifecycle Management

### DATABASE SERVICES
- OLTP + OLAP
- Data Modeling
- Stored Procedures
- Multitenant Database Containers
- Libraries
- Search
- Text Analytics
- Graph
- Planning*
- Spatial
- Predictive
- Dynamic Tiering
- Streaming
- Smart Data Quality

### INTEGRATION SERVICES
- Smart Data Access
- Smart Data Integration
- R Integration

**IN-MEMORY ACID COLUMNAR**

**MULTI-CORE / PARALLELIZATION**

**ADVANCED COMPRESSION**

Available only with SAP products – SAP Business Warehouse powered by HANA, Business Planning & Consolidation (BPC), Sales & Operations Planning (S&OP)

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SAP HANA, our great simplifier for enterprise applications

- In-memory platform
- Real-time analysis
- Real-time reporting
- Real-time business
- OLAP and OLTP together
- SAP HANA Enterprise Cloud for SAP Business Suite on SAP HANA
- Instant financial insight
- No aggregates
- Single source of truth
- Simplified data model
- New user experience
- Advanced processing
- Choice of deployment
SAP S/4HANA, the next generation business suite

- SAP Fiori UX
  role-based user experience for all devices

- SAP S/4HANA applications and extensions
  instant insight-driven applications for all lines of business and industries

- SAP HANA platform
  in-memory platform for all data

Native integration for hybrid scenarios

- Ariba
- Concur
- Fieldglass
- hybris Software
- SuccessFactors
SAP HANA Cloud Platform: Simple extension and agility layer for customers and partners

**SCOPE EXTENSIONS**
- Integrate non-SAP Functions
- Build your own capabilities
- Run extensions in cloud or on-premise

**WEB INTEGRATED DEVELOPMENT ENVIRONMENT**
- Application services
- SAP HANA Cloud Portal
- SAP HANA Cloud Integration

**SAP HANA Cloud Platform**

**RUNTIME FOUNDATION**

**DEVELOPMENT PLATFORM**

**CLOUD INTEGRATIONS**
- Concur
- SuccessFactors
- Ariba
- hybris
- Fieldglass

**On-premise**

**Cloud**

**Hybrid**

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SAP S/4HANA: reimagined IT

- Simple data model
- Modern user experience
- Innovative business solutions
- Choice of deployment
- Non-disruptive journey
SAP S/4HANA: reimagined IT

Simple data model

Modern user experience

Innovative business solutions

Choice of deployment

Non-disruptive journey
Some facts about **SAP S/4HANA**

1. **Guided Configuration**
2. **Predict, recommend, simulate**
3. **SAP HANA Cloud Platform extensions**
4. **SAP HANA multi-tenancy**
5. **All data: social, text, geo, graph processing**
6. **New SAP Fiori UX for any device (mobile, desktop, tablet)**

**Choice of deployment:**
on-premise, cloud, hybrid
Combining transactions and analytics on a single in-memory platform

- Decisions and actions on old Data
- Multiple copies of the data
- ETL and batch processing efforts and costs

- Instant insight to action on live data
- One copy of the data
- No ETL and batch processing
SAP S/4HANA, example with finance

CORE DATA STRUCTURE REMAINS UNCHANGED

<table>
<thead>
<tr>
<th></th>
<th>inserts</th>
<th>updates</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAP Finance with aggregates and indices</td>
<td>10</td>
<td>5</td>
</tr>
<tr>
<td>SAP Simple Finance</td>
<td>4</td>
<td>0</td>
</tr>
</tbody>
</table>

no indices         no aggregates           no redundancies
SAP S/4HANA analytics architecture

SAP HANA PLATFORM

ABAP Layer

HANA Database Layer

SAP HANA Views
Core Data Services (CDS)

Physical Tables

Atomic

Instantaneous

Pre-defined

Hybrid Transactional and Analytical Applications
e.g. SAP Smart Business cockpits

Analytical Apps and BI Clients
e.g. SAP Lumira,
SAP S/4HANA, reducing total cost of ownership

REDUCING COST
- Data footprint
- Setup
- Testing

INCREASING EFFICIENCY
- Landscape simplification
- Data center integration
- Asset utilization

TCO
SAP S/4HANA: reimagined IT

- Simple data model
- Modern user experience
- Innovative business solutions
- Choice of deployment
- Non-disruptive journey
Simple user experience

**Role-based**
engagement across the business

**Instant access**
to any business insight

**Simple design**
across business processes
SAP Fiori UX, modern user experience and responsive design

**TODAY**

Functional-based applications

FROM: One transaction for multiple roles with too much and complex functionality

FROM: Multiple entry points for the user and inconsistent user experience

**TARGET**

Role-based applications

TO: Decomposed apps for each role with simple functions

TO: One entry point for the User and UX following common design directions

This is the current state of planning and may be changed by SAP at any time.
Modern design principles with SAP Fiori UX

- Role based with one common role definition
- Search across and within apps to get immediate answers
- Color coding alerts user for any overdue, new or immediate actions
- News and feeds to enhance collaboration
- SAP Jam integrated to provide instant feedback on notifications and group activity
- Group tiles for personalized content organization
- Dynamic charts to provide high level, real-time overview
- News and feeds to enhance collaboration
- SAP Jam integrated to provide instant feedback on notifications and group activity
- Group tiles for personalized content organization
- Dynamic charts to provide high level, real-time overview
## The key benefits of a simple user experience

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Example</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gain productivity</strong></td>
<td><strong>Vilore Foods</strong>&lt;br&gt;Improved deliveries with SAP Fiori by <strong>60%</strong>&lt;br&gt;Increasing revenue and productivity</td>
</tr>
<tr>
<td><strong>Increase user adoption</strong></td>
<td><strong>PPC Cement</strong>&lt;br&gt;Implemented SAP Fiori in <strong>2 weeks</strong>&lt;br&gt;Increasing productivity and usability</td>
</tr>
<tr>
<td><strong>Decrease user errors</strong></td>
<td><strong>Pacific Drilling</strong>&lt;br&gt;Reduced recurring training time with SAP Fiori to <strong>0 days</strong>&lt;br-Speeding tasks and driving innovation</td>
</tr>
<tr>
<td><strong>Save training costs</strong></td>
<td><strong>Greatship</strong>&lt;br&gt;Enhanced responsiveness with SAP Fiori by <strong>30%</strong>&lt;br&gt;Enabling faster, more informed decisions</td>
</tr>
</tbody>
</table>

Source: SAP Benchmarking Services
SAP S/4HANA: reimagined IT

Simple data model

Modern user experience

Innovative business solutions

Choice of deployment

Non-disruptive journey
Innovative business solutions

REAL TIME
Eliminate batch processing, data reconciliation

PREDICTIONS
Discover and respond to future opportunities and challenges

SIMULATIONS
Explore the impact of business decisions on outcomes

RESPONSIVE
Improve user satisfaction by reducing wait time

DRILL DOWNS
Analyze at any level without exporting data

RECOMMENDATIONS
Built in data driven decision support systems
Example: SAP Simple Finance – finance transformation with instant insight

Near real-time period closing
- Better process oversight through new management dashboard
- Flexible on-the-fly aggregation, no time delays of data loss due to replication

Forecast of project profitability
- Prediction and simulation to evaluate financial impacts of strategic business options
- Integrated liquidity forecasting using multidimensional real-time analytics

Real-time revenue and cost analysis
- Interactive drill down to explore root causes for deviations
- Optimization strategies to improve company’s overall financial health
Example: Logistics and Manufacturing

**Smarter Decision Support**
- Proactive notifications of issues
- Pre-evaluation of solution proposals
- Simulation of all proposals before application

**KPI-Driven Process Control**
- Intuitive graphics for faster insights, interventions
- KPIs constantly recalculated and refreshed
- Always up-to-date view on demand/supply situation across all BoM levels

**Real-Time Execution**
- One-click execution of a solution
- Process and data redundancies eliminated, all aggregates and history tables dropped
- Complex processes (ATP, backorder processing) executed directly on SAP HANA

*final product name TBC*
SAP S/4HANA: reimagined IT

Simple Data Model
Modern User Experience
Innovative Solutions
Choice of Deployment
Non-disruptive Journey
Roadmap 2015

SAP S/4HANA
on-premise edition

SAP S/4HANA
cloud edition

next shipment

Quarterly innovation cycle

Yearly innovation cycle

Continuous innovations without disruption in 2016 and beyond

For detailed roadmap please visit SAP Service Marketplace

Disclaimer: This map represents SAP’s current plan but is subject to change without any prior notification. Certain planning constraints such as regulatory and licensing issues are outside our control and may impact the timelines.
SAP S/4HANA: reimagined IT

Simple Data Model

Modern User Experience

Innovative Solutions

Choice of Deployment

Non-disruptive Journey
Customer journey to **SAP S/4HANA**
3 situations, 3 deployment options

**CHOICE OF DEPLOYMENT**

**STARTING POINT A**
- New customer
- On-premise: Deploy new installation
- Cloud: Up and running with best practices in two days
- Hybrid: 

**STARTING POINT B**
- SAP Business Suite on anyDB customer
- On-premise: Upgrade to latest EHP, migrate db to HANA, deploy simplification package
- Cloud: Transfer data to the cloud
- Hybrid: 

**STARTING POINT C**
- SAP Business Suite powered by SAP HANA customer
- On-premise: Deploy simplification package
- Cloud: Transfer data to the cloud
- Hybrid: 

**Innovation without disruption**

Supported by predefined migration, system conversion in the cloud and deployment packages from partners and SAP
Starting point A: new customers
New implementation of SAP S/4HANA on-premise edition

1. PLAN
   Scope migration effort and identify key business scenarios

2. INSTALL
   Install HANA and S/4HANA
   Engineered services for technical deployment
   S/4HANA Foundation RDS

3. IMPORT
   Import data from legacy application (if necessary)
   Comprehensive migration services scoped in “t-shirt” sizes.

Service and support best practices
Migration scoping and value identification workshop
Starting Point B: customers with SAP ERP on any database
Migration from on-premise ERP to SAP S/4HANA, on-premise edition

ONE STEP MIGRATION OPTION

1. PLAN
   Scope migration effort and identify key business scenarios

2. UPDATE
   Update ECC 6 to Enhancement Pack 7 and Unicode data types

3. MIGRATE
   Install and migrate database to SAP HANA

4. INSTALL
   Install exchange innovation (new code)

Service and Support best practices
Migration scoping and value identification workshop

Rapid database migration RDS
Comprehensive migration services scoped in “t-shirt” sizes.

Engineered services for technical deployment
Starting Point C: Customers with SAP Business Suite powered by SAP HANA
Migration from on-premise ECC 6 to SAP S/4HANA, on-premise edition

1. PLAN
   Identify key business scenarios

2. INSTALL
   Install exchange innovation (new code)

Service and Support best practices

Value identification workshop

Engineered services for technical deployment
Journey to S/4HANA, cloud edition

1. **TRY**
   - Cloud trial

2. **BUY**
   - Integrate, migrate and test

3. **USE**
   - Operate, monitor, and support

**Guided Configuration**
- Fully configured trial system with sample data
- Data migration, integration and automated regression test tools
- Automatic maintenance
  - Ongoing scope and configuration management
Value identification workshop
Plan for S/4HANA success

- 1 to 1.5 day innovation focused workshop. Learn the value of real-time business.
- Best practices from SAP experts based on customer insight. Accelerate adoption of your S/4HANA investment.
- Introduce innovation areas for your organization. Match challenges to benefits of S/4HANA.
- Use a defined framework to discover business scenarios. Move quickly from vision to realization.

Contact your SAP account representative to get started
How SAP keeps the migration non disruptive

- BKPF, BSEG/BSEG_ADD and FAGLFLEXA unchanged
- Index and totals tables replaced by compatibility views (aka equally named views)
- Enable a smooth transition to the new data model in the standard as well as in the partner and customer coding.
Bring it all together with **SAP S/4HANA** packages

Accelerate your innovation journey with pre-configured offerings
5 + 1 takeaways

1. is a new product and the next generation business suite designed for the digital economy
2. is architected solely for SAP HANA for massive innovations and simplifications
3. is designed with SAP Fiori UX for any role and for instant insight-to-action on any device
4. is offered in two editions: on-premise and cloud - for real choice
5. is non-disruptive to deploy and source of unique business and IT value for customers
6. is available as part of a promotion running through September 2015*

* for customers having a valid SAP HANA runtime license or acquiring the SAP HANA runtime license
Where to go for more information

- sap.com/s4hana
- sap.com/s4hana-trial
- scn.sap.com/community/s4hana/
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