



Join the **SAP S/4HANA®** Movement
Unlock the value of the age of intelligence

THE BEST RUN 

Welcome to a New Era of Intelligence

Just when companies felt they mastered data-informed business, a more powerful movement is beginning to shake up the relationship between data, processes, transactions, and revenue generation: the intelligent enterprise. An intelligent enterprise goes beyond using data to inform or measure, adding Artificial Intelligence to automate processes, impress customers, empower employees, and create entirely new revenue streams.

Over the past 10-15 years, "digital giants" disrupted traditional industries through the combination of cloud, ubiquitous connectivity, and faster and cheaper technology and tools. But even for these disruptors, this next wave of AI-driven growth and competition can be a challenging threat. It is one thing to form and scale start-ups in the digital economy, but market dominance is achieved by closely tying customer data to operations in a closed loop that rapidly refines and redefines the processes you use to engage and deliver value to your customers. Incumbents can gain the upper hand if they move quickly, intelligently leveraging their existing data and operational scale. However, this is only possible when running on a foundation that enables real-time business and immediate insight-to-action. This is a tremendous opportunity for businesses to use their data assets to achieve their desired outcomes faster and with less risk. Here are a few industry incumbents (and even some startups) building their intelligent enterprises:

KATERRA

Katerra is a vertically-integrated construction company capturing data from land lots, crew members, materials, and finished projects. Moving from their initial startup deployment of NetSuite, Katerra built an intelligent enterprise based on SAP S/4HANA* to scale its processes for business growth and demand.

This decision allowed Katerra to optimize the design and construction of its multifamily buildings, track employee productivity, and

improve project performance and quality. And more importantly, the company is completing apartment refurbishment projects within two weeks, compared to the industry standard of two months.

HunterDouglas

As the established, century-old leader in the window coverings industry, Hunter Douglas is leveraging its vast history and experience. By consolidating and re-platforming its information with a single, intelligent ERP system based on SAP S/4HANA, the global brand is removing the barriers of highly customized systems and siloed data.

Hunter Douglas improved its customer experience and delivery performance by overcoming the unpredictable nature of offering custom products. By constantly refining its models and processes, the company eliminated the risk of inventory shortages and overages making them more nimble, faster, and proactive.

HOERBIGER

At over 90 years old, Hoerbiger is still finding new ways to optimize the maintenance of its far-flung sites and enhance its billing and customer services. The industrial manufacturer is making its processes more proactive and seamless by capturing and analyzing data generated from its compression technology.

If we are to learn anything from Katerra, Hunter Douglas, and Hoerbiger, it's the reality that companies cannot afford to sit back and watch the era of the intelligent enterprise take hold with their competitors. By establishing the core of the intelligent enterprise with SAP S/4HANA, business – both new and established – will be ready for the challenges ahead.

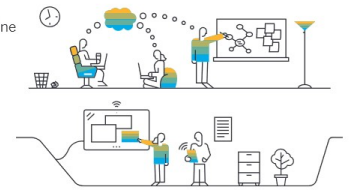
Learn More at: www.sap.com/jointhemovement

The Future is Here For Those Who Take Action

Compared to your competition, your business might be running in slow motion.

But as an intelligent enterprise, your business could stay on pace by:

- Differentiating your business models with machine learning
- Boosting productivity with an award-winning and agile user experience
- Empowering new growth with real-time information and predictive analytics
- Accelerating time-to-value with built-in best practices
- Removing complexity in your IT landscape to eliminate batch processing, latency, unreliable data, and workarounds
- Reducing IT costs and redeploying resources to more strategic pursuits



Join the SAP S/4HANA Movement

The Intelligent Enterprise Starts at the Digital Core

Start with SAP S/4HANA to create end-to-end intelligent processes across all lines of business and industries, take the next leap in automation of key functions, and move first with machine learning investments by SAP



Only SAP S/4HANA was designed for an Intelligent World.

- 1 **Machine-driven automation**
Automating the mundane, delivering actionable insights, anticipating customers needs for a richer experience
- 2 **Next-generation capabilities**
Simplifying and redefining processes, enabling business capabilities not available before in a modern UX
- 3 **Future-proof platform**
A digital core tying experience data to your operations, seamlessly integrating new SAP Leonardo investments to your business



4 [Learn More at: www.sap.com/jointhemovement](http://www.sap.com/jointhemovement)

IT and the Business Impact

EXAMPLES OF IT IMPACT

75% **JFE Steel Corporation**

Fewer servers, which lowered IT support costs by 17% when moving 80 subsidiary instances of SAP ERP Central Component to one digital core running on SAP S/4HANA

50% **Walmart**

Decrease in hardware costs with a smaller system size

Houghton Mifflin Harcourt

“Removing the constraints of a highly customized system enables us to better respond to fast changing business models”

—Jennifer Buko, Director of Business Transformation, Houghton Mifflin Harcourt

EXAMPLES OF BUSINESS IMPACT

40% **farmatek**

Reduction in waste

30% **ACM** AlliancoCorp Manufacturing Sdn Bhd
ACM Group of Companies

Less inventory levels

Nine month payback – thanks to reduced costs and new revenue opportunities



Join the SAP S/4HANA Movement

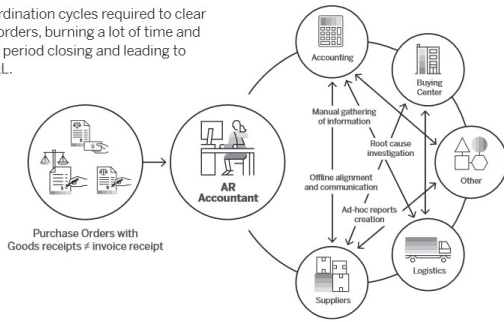


Only with SAP S/4HANA

Streamline financial closing with intelligent GR/IR account reconciliation

Before: ERP Workaround

Many manual, ad-hoc coordination cycles required to clear off problematic purchase orders, burning a lot of time and resources, delaying end of period closing and leading to negative impact on the P&L.



After: SAP S/4HANA

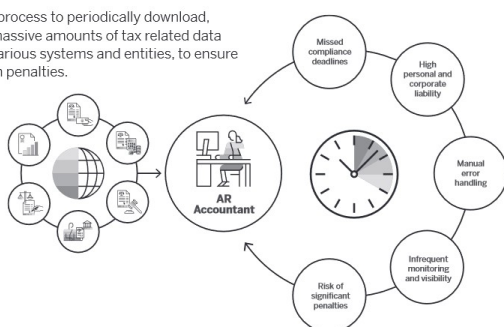
The intelligent GR/IR monitor provides real-time, centralized purchase orders insights, and uses machine learning to intelligently recommends the best next steps for the accountants to clear off POs with discrepancies. It significantly improves efficiency and accelerates the end of period closing.



Reduce risks and liability with intelligent tax compliance automation

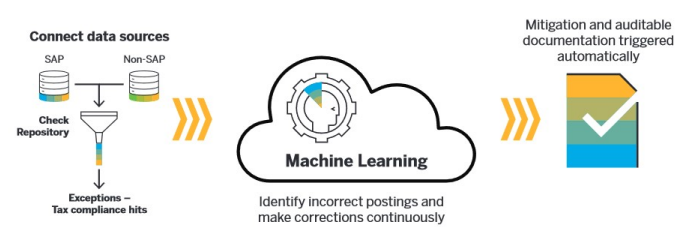
Before: ERP Workaround

Highly resource intensive process to periodically download, consolidate and analyze massive amounts of tax related data and transactions across various systems and entities, to ensure compliance and avoid high penalties.



After: SAP S/4HANA

SAP Tax Compliance reduces risks by enabling intelligent process automation for complete and ongoing monitoring of tax related information from multiple sources. It uses machine learning and predictive analytics for verification, remediation and documentation of any tax compliance issue.

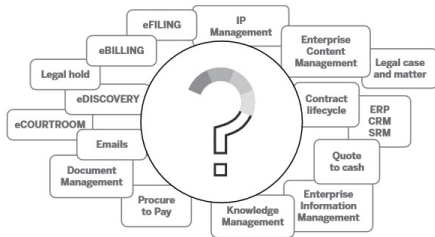


Only with SAP S/4HANA

Simplify legal transactions with intelligent contracting

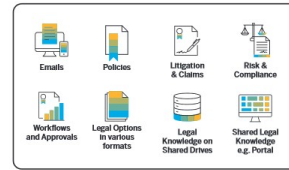
Before: ERP Workaround

Legal content is scattered among many different formats and applications, including emails, physical papers, shared drives, multiple third party systems. The lack of digitalization, centralization and harmonization incurs poor governance, delays and risks for the company.



After: SAP S/4HANA

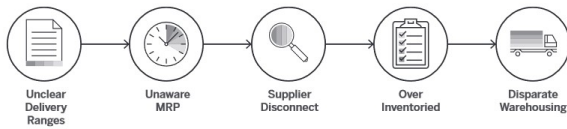
SAP S/4HANA for Legal Content is transforming the way contracts are requested, managed and controlled. It offers full traceability of obligations, approvals, signatures and responsibilities. All content is easily discoverable, reusable and adaptable, making audits easier and allowing for automated reviews and approvals.



Intelligent Supply Chain

Before: ERP Workaround

Lack of seamless connection and real time visibility across internal and external operations in the supply chain causes delays and inaccuracy overcome by inventory excess.

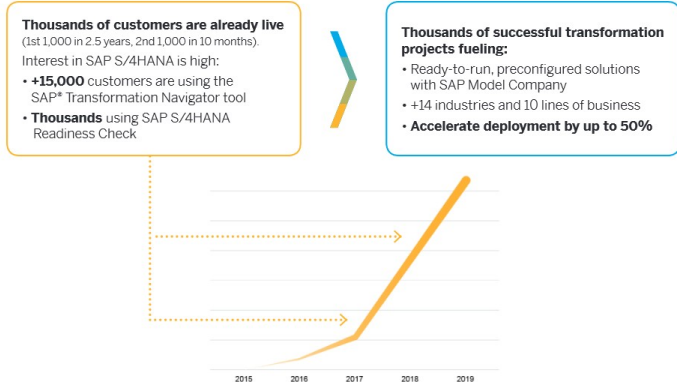


After: SAP S/4HANA

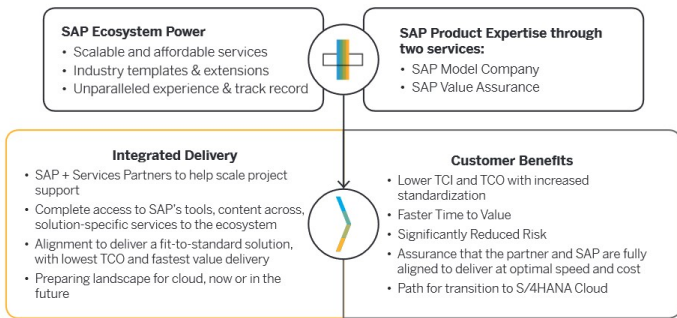
With a single embedded platform providing real time visibility across the enterprise, customer promises are kept, production and purchasing is optimized, changes are managed quickly reducing inventory and accelerating operations.



SAP S/4HANA Is Going Mainstream



Making Your Move Clear, Nondisruptive, and Empowered



Investment in Deployment Tools to Lower Project Risk

Planning
Reduce projects costs and provide deep project analysis

Readiness Check

- Technical assessment
- Simplification items
- System sizing

Custom Code
Simplify obsolete code removal, and plan for efficient custom code remediation

ABAP Test Cockpit

- New UI with analytics
- "Quick Fix" mode saves 25% effort, with goal of 60-80% in future updates
- Suggestions for obsolete code removal
- Integration with Readiness Check

Data Migration
Include data from SAP and non-SAP systems on-premise or in the cloud

Readiness Check

- Ready-to-use migration objects for SAP
- Zero programming and auto-generation of mappings
- Modeling tools
- Included with SAP S/4HANA license

Integration
Simplify business-to-business integration with predefined integration content

Integration Content Advisor

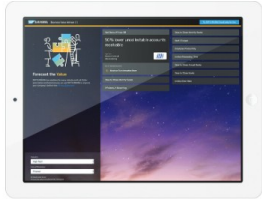
- Uses machine learning and crowdsourcing
- Generates proposals for integrations and mappings
- Tailored for industry, region, and business context
- Early adopters report 60% effort saved in integration work

Next Steps to Make your Move

Your SAP S/4HANA Journey begins with 3 steps.

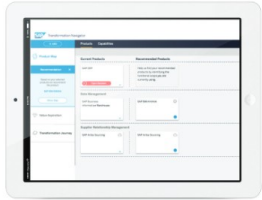
1 Make the Case

Three free tools provide personalized guidance for IT and the line of business.



BUSINESS SCENARIO RECOMMENDATIONS
Identify the business processes that can help you improve and discover new business capabilities.

Customers new to SAP can use Business Value Advisor:
<http://impact.s4value.com>



SAP TRANSFORMATION NAVIGATOR
See the road map for SAP S/4HANA, covering each component of your current IT landscape.

Based on current SAP product usage or existing capabilities that are still wanted



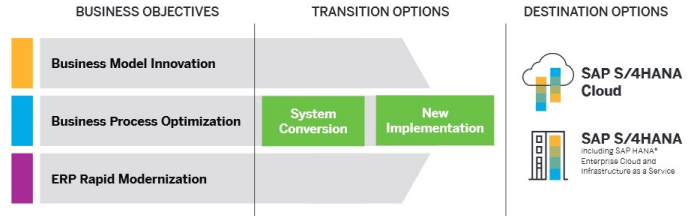
SAP READINESS CHECK
Learn the technical requirements and actions for a system conversion to SAP S/4HANA.

Based on configuration and usage data for customers already on SAP ERP Central Component 6.x



2 Consider Your Options

Match your business objectives to possible transition options and destinations.



3 **Deliver Your Future**
Access these offering from SAP and our Partners



1

Executive Alignment

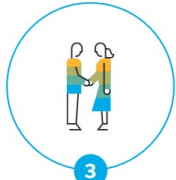
What business objectives should we enable?



2

Value Discovery

Where and how will we realize our ROI?



3

Execution Readiness

What is our plan for deployment?



4

Value Delivery

Which best practices ensure success?

Intelligent Enterprise

Value Discovery Engagement

SAP and partner-led offerings showcasing the role of SAP S/4HANA in all aspects of the Intelligent Enterprise, including innovations in user experience, machine learning, and the key business benefits in the era of industry transformation

SAP S/4HANA

Value Discovery Engagement

SAP offerings for more in-depth SAP S/4HANA migration plans based on requirements detailing value, potential costs, timeframe, and ROI

SAP S/4HANA

Adoption Starter Engagement

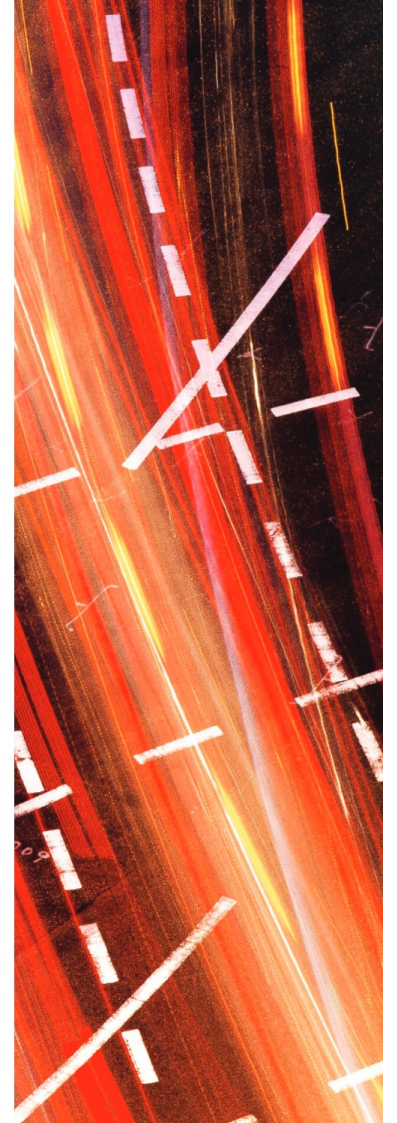
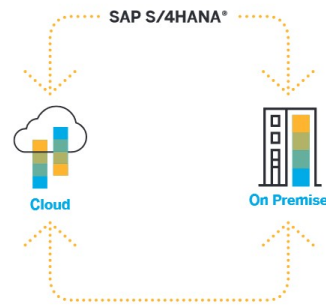
Adoption starter, guided enablement and self-service tools to create your first implementation plan for SAP S/4HANA including benchmarking, value assessment and migration strategy

SAP S/4HANA
A Complete and Consistent Choice

The simplified data model and modern user experience of SAP S/4HANA are consistent for both cloud and on-premise environments. Designed for in-memory computing, SAP S/4HANA brings new business capabilities while simplifying the IT landscape.

Considerations for selecting the right SAP S/4HANA solution include:

- IT strategy
- Innovation cycles
- Adoption and upgrade efforts
- Total cost ownership
- Commercial models
- Business functionality
- Regulatory, industry, and regional requirements
- Individualization options



Time to make your move

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