

# PRESENTATIE

## SAP S/4HANA CLOUD, Public Edition:

Wat zijn de kosten en TCO?





# Processes are in our DNA

Scheer. The Process Experts.

# What's the cost of deploying SAP S/4HANA Cloud

Introduction	SAP PUBLIC CLOUD	LICENSE MODEL	CLOUD MINDSET
LESSONS LEARNED	QUESTIONS	SPECIALS 2024	



# **YScheer**

**THE PROCESS EXPERTS**



Expert



SAP S/4HANA Cloud,  
public edition

**SAP®** Qualified  
Partner-Packaged Solution

**SAP** awarded Scheer as  
**SAP Expert Partner**  
for **SAP S/4HANA Cloud**  
because of **the high number**  
**of certified consultants**  
and **many successful go-lives**





## Presenters



Stefan Bauer

Marketing Manager

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Josien van der Burg

Sales Manager

Josien.vanderburg@scheer-group.com

## Moderator

# SAP Inspiration Day

EVENT

## SAP S/4HANA Public Cloud Inspiration Day

Inspire by Experience

November 15, 2023  
12 p.m. - 5 p.m. CET

Register now



**Christian Veldkamp**  
Manager Control Animal  
Nutrition & Health

## INVITATION Take off Party

Get Prepared for your  
SAP S/4HANA Cloud Journey

Determine the fit  
Discovery Assessment

Watch & see  
Explore the DEMO

Concepts | Features | SAP BTP  
Ask the Expert

Closing  
Cocktails & Snacks



Thu 7 Dec  
Scheer Nederland  
Vianen

14:00 - 17:30





## Take off Party

Thursday, December 7<sup>th</sup> – 14:00 – 18:00

### ***SAP Public Cloud ERP Preparation Special***

SCHEER NEDERLAND  
LAGE BIEZENWEG 5C  
VIANEN (UTR)



- Digital Discovery Assessment
- DEMO SAP S/4HANA Cloud & SAP BTP
- Ask the Expert



# What's the cost of deploying SAP S/4HANA Cloud

Introduction	SAP PUBLIC CLOUD	LICENSE MODEL	CLOUD MINDSET
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**Expert**



SAP S/4HANA Cloud,  
public edition



## Scheer & SAP S/4HANA Cloud the Public Edition

Our core competency is harmonizing  
SAP Best Practices with your required end-to-end  
business processes

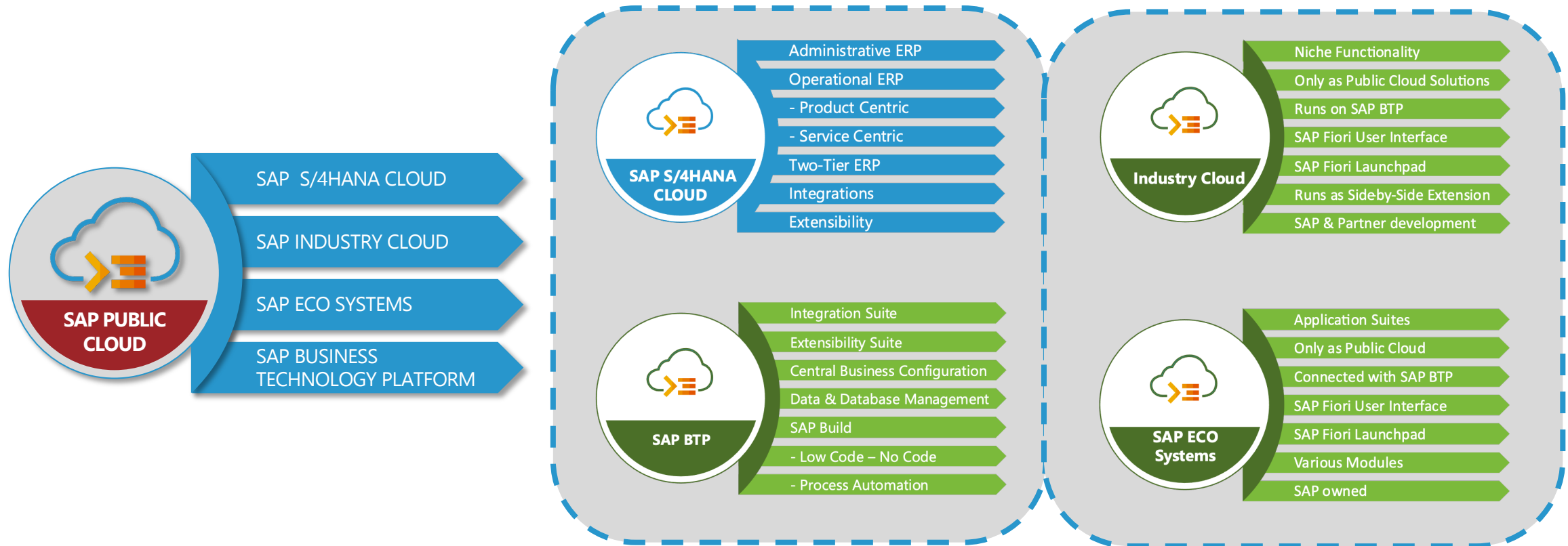
Our preferred method is to define a Cloud  
Mindset and apply the "fit-to-standard" approach

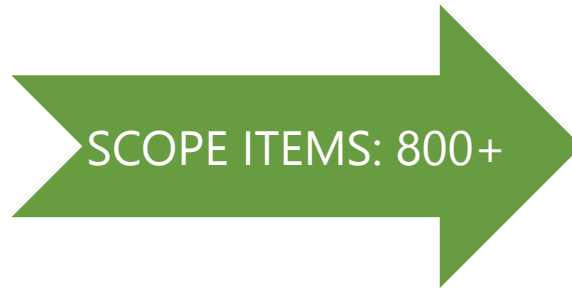
Our goal is to establish a transparent  
operational landscape, facilitating the seamless  
adoption of future innovations of SAP's Public  
Cloud solutions.



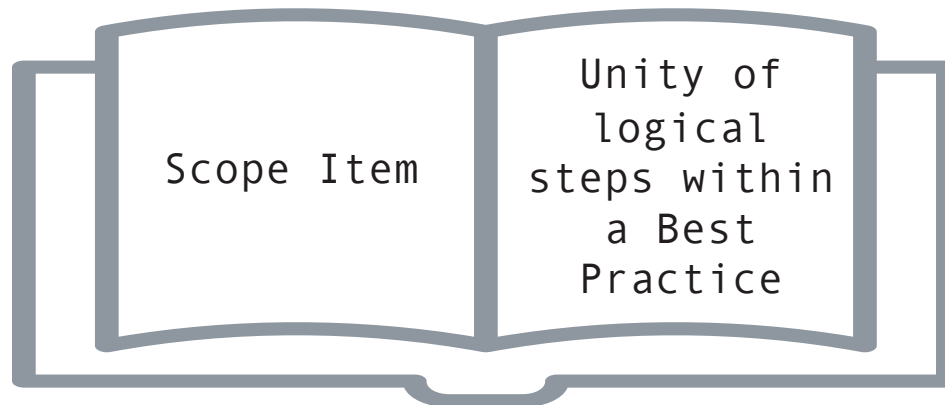
## Your journey to SAP Public Cloud

# Move to SAP's Strategic Platform





A combination of scope items is used to define your end-to-end process.



- SAP S/4HANA CLOUD
- SAP INDUSTRY CLOUD
- SAP ECO SYSTEMS
- SAP BUSINESS TECHNOLOGY PLATFORM



**SCHEER NEDERLAND**

# Our SaaS-ERP Footprint with SAP CLOUD ERP SOLUTIONS

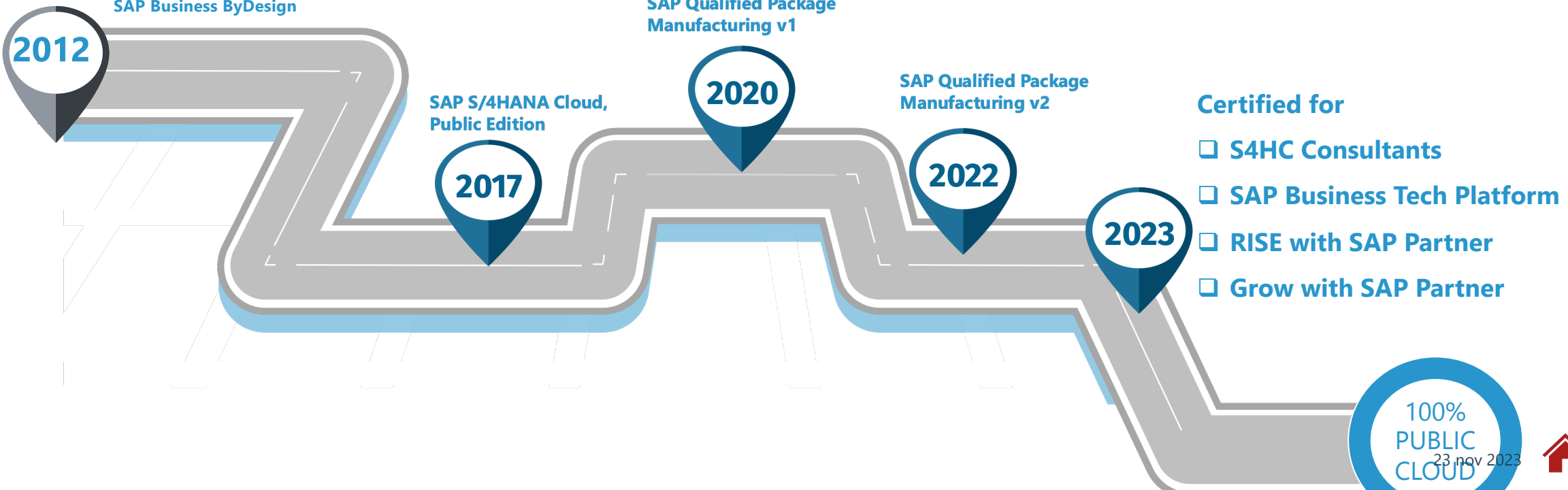


Expert

SAP S/4HANA Cloud,  
public edition



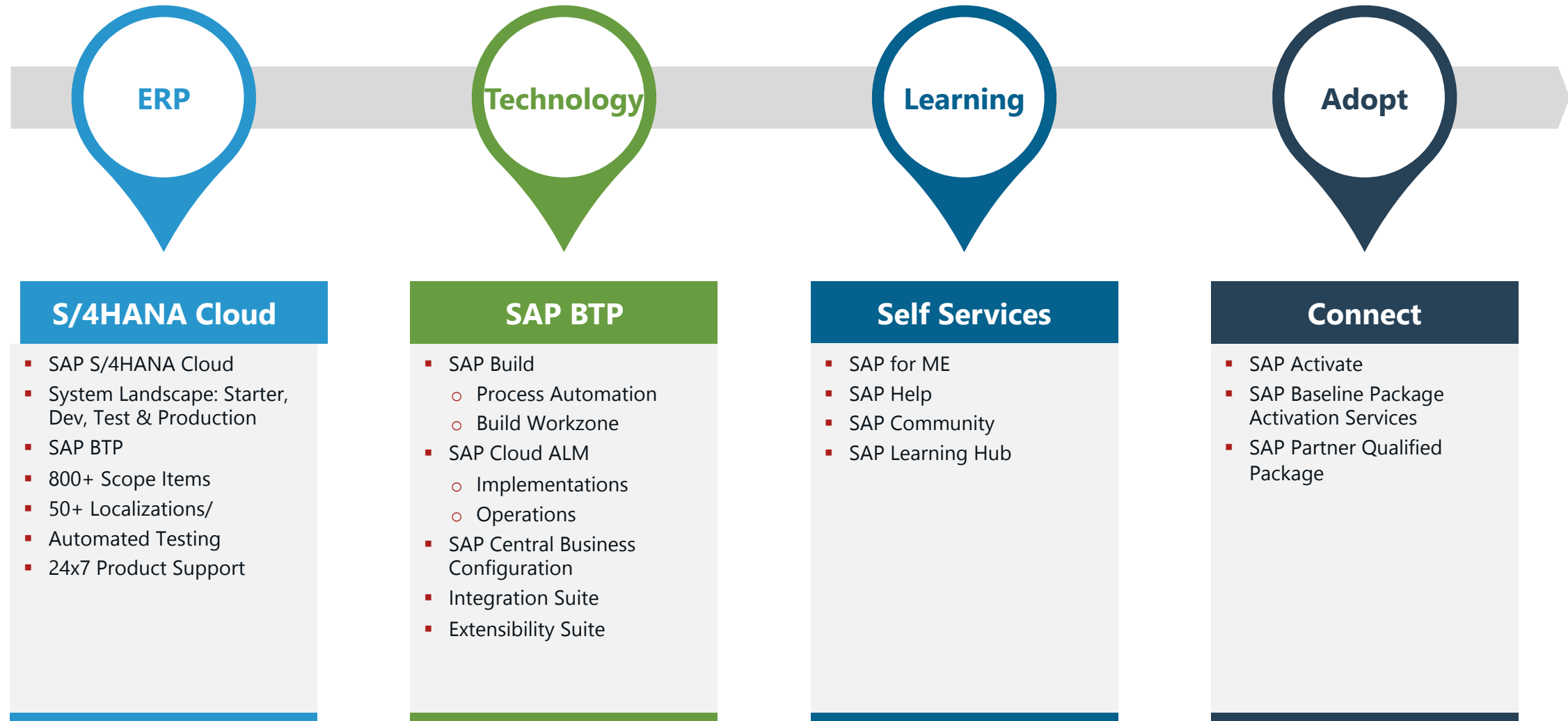
**SAP Cloud ERP with  
SAP Business ByDesign**





## SAP S/4HANA Cloud, Public Edition

# What's inside the packages



## Customizations within SAP'S PUBLIC CLOUD

**YES – You Can – Mind your steps!!**

Extensibility



## Customizations within SAP'S PUBLIC CLOUD

# YES – You Can – Mind your steps!!

### Additional FIELDS

- Use Field In-App Extensibility
- Use Business Custom Objects

### Customized REPORT

- Use standard oData API
- Create Custom CDS Views

### Additional Integrations

- Integration Suite

### Additional Logic

- Side-by-Side Extensions
- Navigations
- Reports
- KPI's
- Forms



## Customizations within SAP'S PUBLIC CLOUD

# YES – You Can – Mind your steps!!

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## Impact your TCO

- Solution Docs
- Realization
- Updates
- Testing
- Innovations
- Training
- On-Boarding
- Dependencies



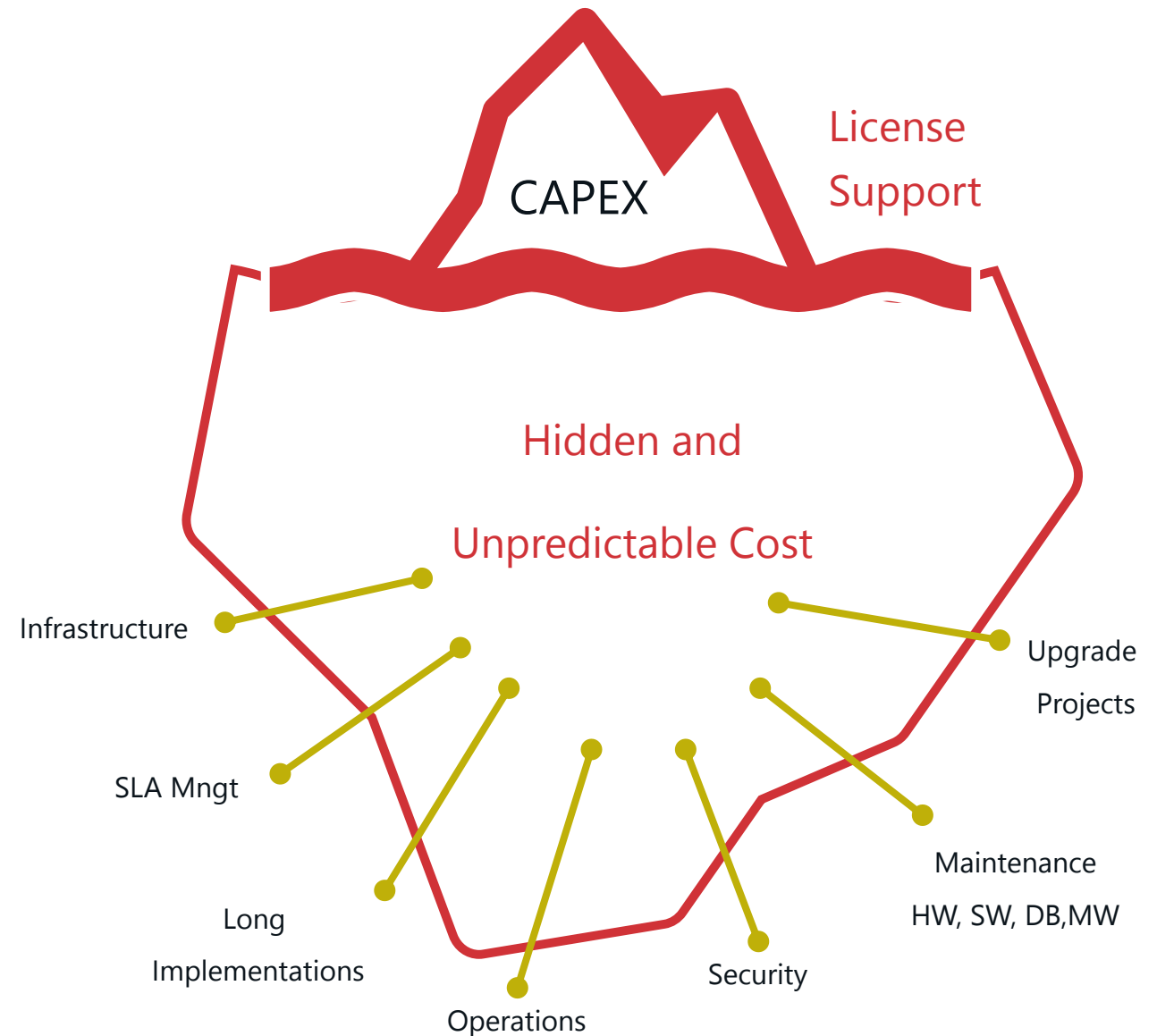
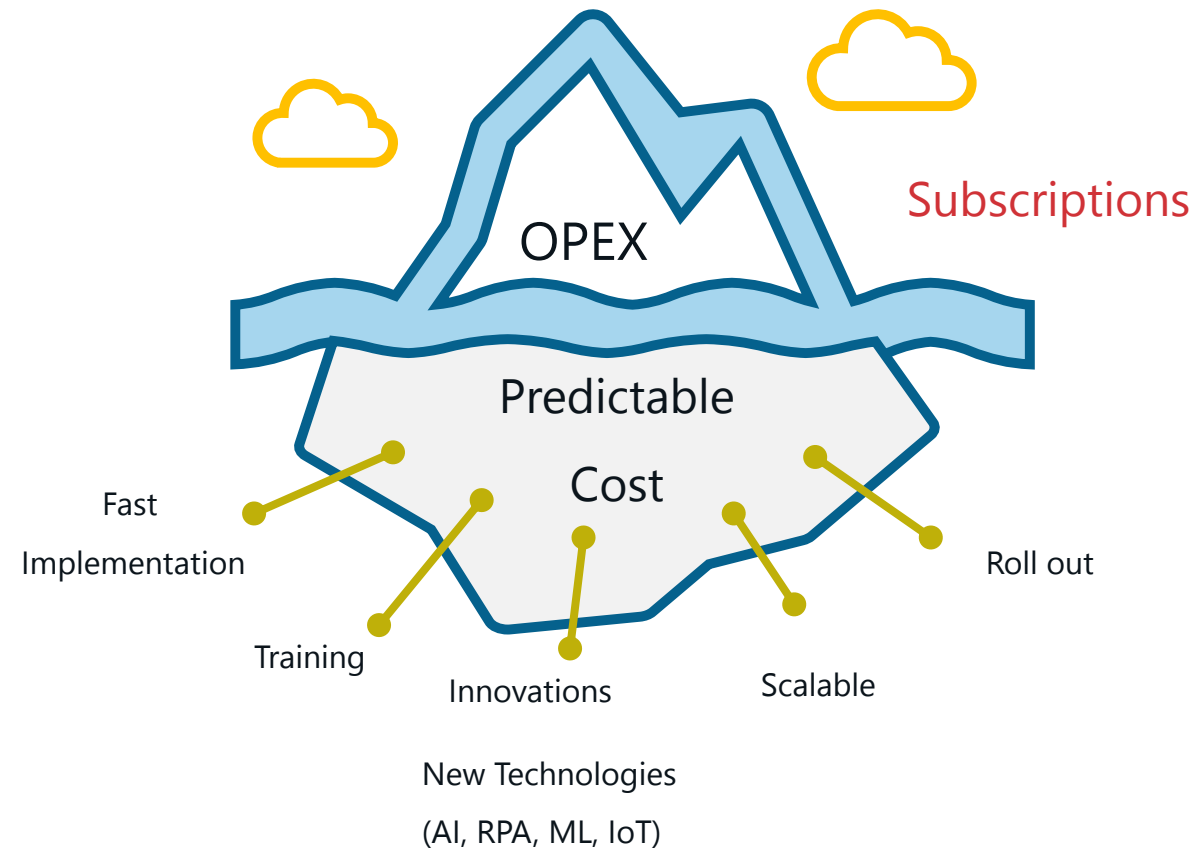
# What's the cost of deploying SAP S/4HANA Cloud

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## Moving to SAP Public Cloud

# Total Cost of Ownership



**GROW with SAP**

# Greenfield implementation + accelerators

**GROW  
WITH  
SAP**

Partner

BASE version

## SAP BTP / Build

**CPEA Credits**  
(1% net acv / 2K Eur min, 16k max)

**Process Automation**  
(20 std, 2 adv, 1 unattended)

**Build Work Zone**  
(1 std.edition user per S4HC FUE)

## Finance / ISBN

**Group Reporting**  
(25 objects)

**Digital Access**  
(Flat Entitlement 100K docs p.a.)

**Ariba Buying, base edition \***

PREMIUM version

## SAP BTP / Build

**CPEA Credits**  
(1% net acv/ 2K Eur min, 16k max)

**Process Automation**  
(20 std, 2 adv, 1 unattended)

**Build Apps**  
(25 users)

**Build Work Zone**  
(1 std.edition user per S4HC FUE)

**SAC Planning**  
1 Professional User  
10 Standard Users

## Finance / ISBN

**Group Reporting**  
(50 objects)

**Digital Access**  
(Flat Entitlement 500K docs p.a.)

**Advanced Fin Close**  
(50 objects)

**Cash Management**  
(5 Users)

**Receivables Management**  
(5 users)

**Ariba Buying, base edition \***

**Central Invoice Management**  
(20K docs p.a.)

ISBN = Intelligent Spend and Business Network



## SAP S/4HANA CLOUD , PUBLIC

# BASE elements

### BTP > CPEA Credits

Cloud Platform Enterprise Agreement provides a cloud credit that can be used for the consumption of various services for developers on the Business Technology Platform. Services available under CPEA are listed in [the Service Catalog](#).

### SAP BTP Build > Build Process Automation

SAP Process Automation combines RPA, workflow and AI capabilities with an intuitive no-code experience to help our customers automate business processes and improve efficiency.

### FINANCE > GROUP REPORTING

Group Reporting supports the end-to-end consolidation and corporate reporting cycle while meeting regulatory requirements. It accelerates the group's financial close through seamless integration with entity-level financial data, eliminating reconciliation efforts and driving user efficiency through greater automation, central monitoring, and control.

### DIGITAL ACCESS

Digital Access offers a simplified model to license the indirect use of S/Cloud by non-SAP software applications based on the number of documents created by those applications.

### ISBN > SAP Ariba Buying – base Edition

SAP Ariba Buying offers buyer users a personalized, guided process for finding and ordering the items they need for work.

### SAP BTP > Build Work Zone

SAP Build Work Zone, standard edition enables organizations to establish a unified point of access to SAP S/4HANA Cloud, custom-built, and third-party applications and extensions, both on the cloud and on.





## SAP S/4HANA CLOUD , PUBLIC

# Additional elements Premium

### BTP > Build Apps

SAP Build Apps (former SAP AppGyver) provides an intuitive no-code development environment to empower business users and developers to visually create data models, business logic, and beautiful user interfaces without writing code

### BTP > SAC Planning

Create strategic alignment across all departments, crowdsource plans across the business, and make confident decisions with SAP Analytics Cloud

### ISBN > Central Invoice Management

Process invoices faster and more accurately with Central Invoice Management, a unified invoice solution built on SAP Business Technology Platform that provides a centralized view of all invoices from across your organization

### FINANCE > Group Reporting

Advanced Financial Closing is used for Entity Close Management supporting the planning, execution, monitoring and analysis of period-end closing tasks for all entities (i.e. typically the headquarters & subsidiaries) of a corporation for a faster and more accurate financial close

### FINANCE > Cash Management

SAP Cash Management helps treasurers and cash managers to simplify and automate their daily cash operations.  
(does not include SAP Multi-Bank Connectivity)

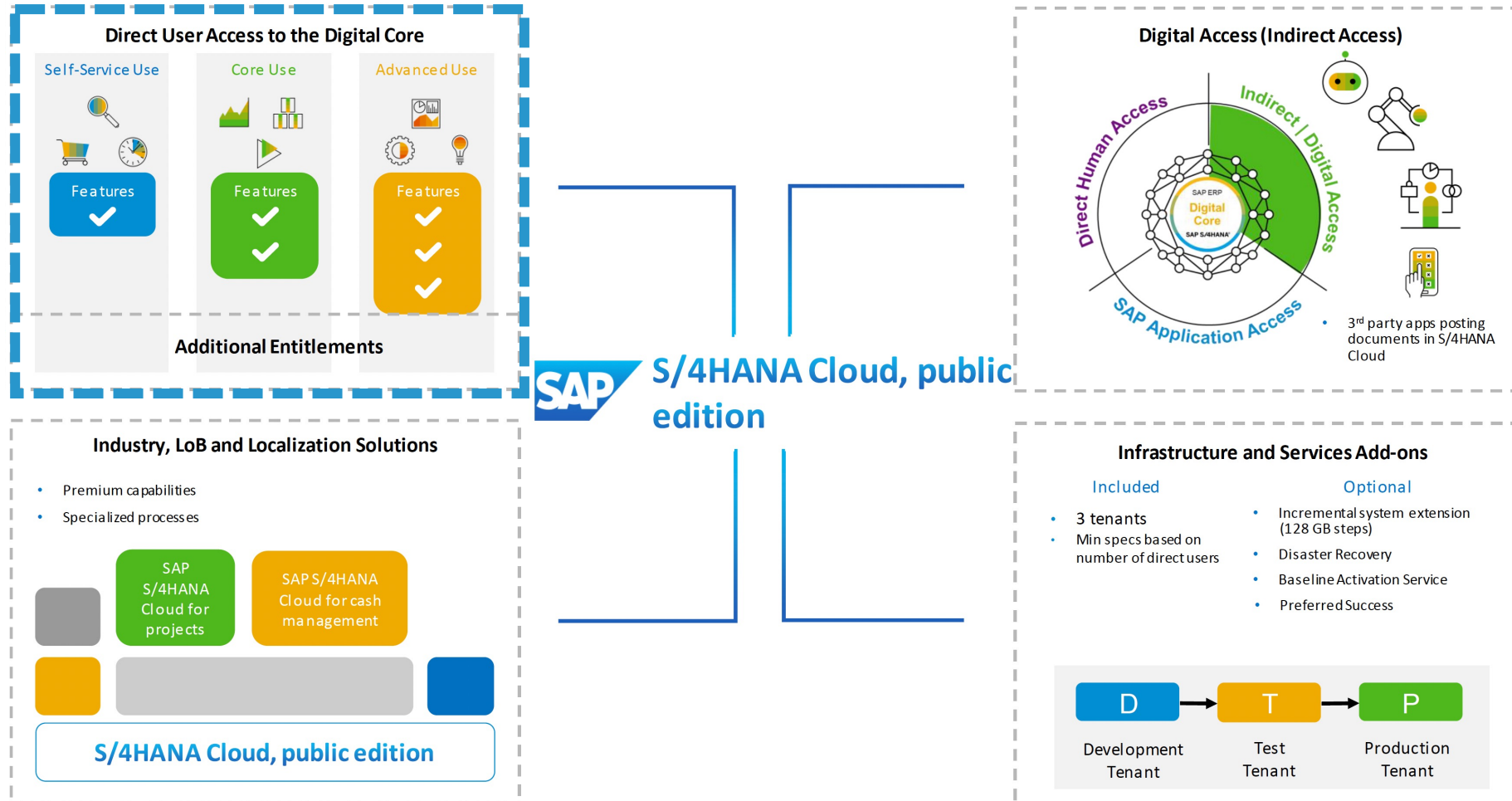
### FINANCE > Receivables Mngt

Advanced receivables management enables the proactive assessment of customer credit risk and streamlines cash collections. With integrated dispute management, companies can proactively follow up on underpayments and disputes



## Cost – Software as a Service

# SAP S/4HANA Cloud License Components



## Cost – Software as a Service

# Full User Equivalent (FUE) explained

Weight Factor	Use Type S/4HANA Cloud
0,5	Developer Access
1	Advanced Use
5	Core Use
30	Self Service Use

# users	Role	# FUE
2	Developers	4 FUE
40	Advanced Users	40 FUE
75	Core Users	15 FUE
270	Self-Service Users	9 FUE
	Total FUE	68 FUE

### Notes:

Customer can re-allocate their users to avoid shelf-ware during their lifecycle

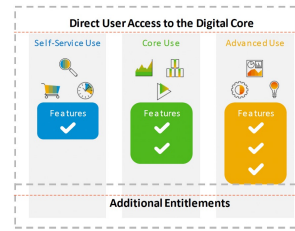
### Minimum Purchase:

SAP /4HANA Cloud, public edition: 25 FUE's



## Cost – Software as a Service

# User Capabilities

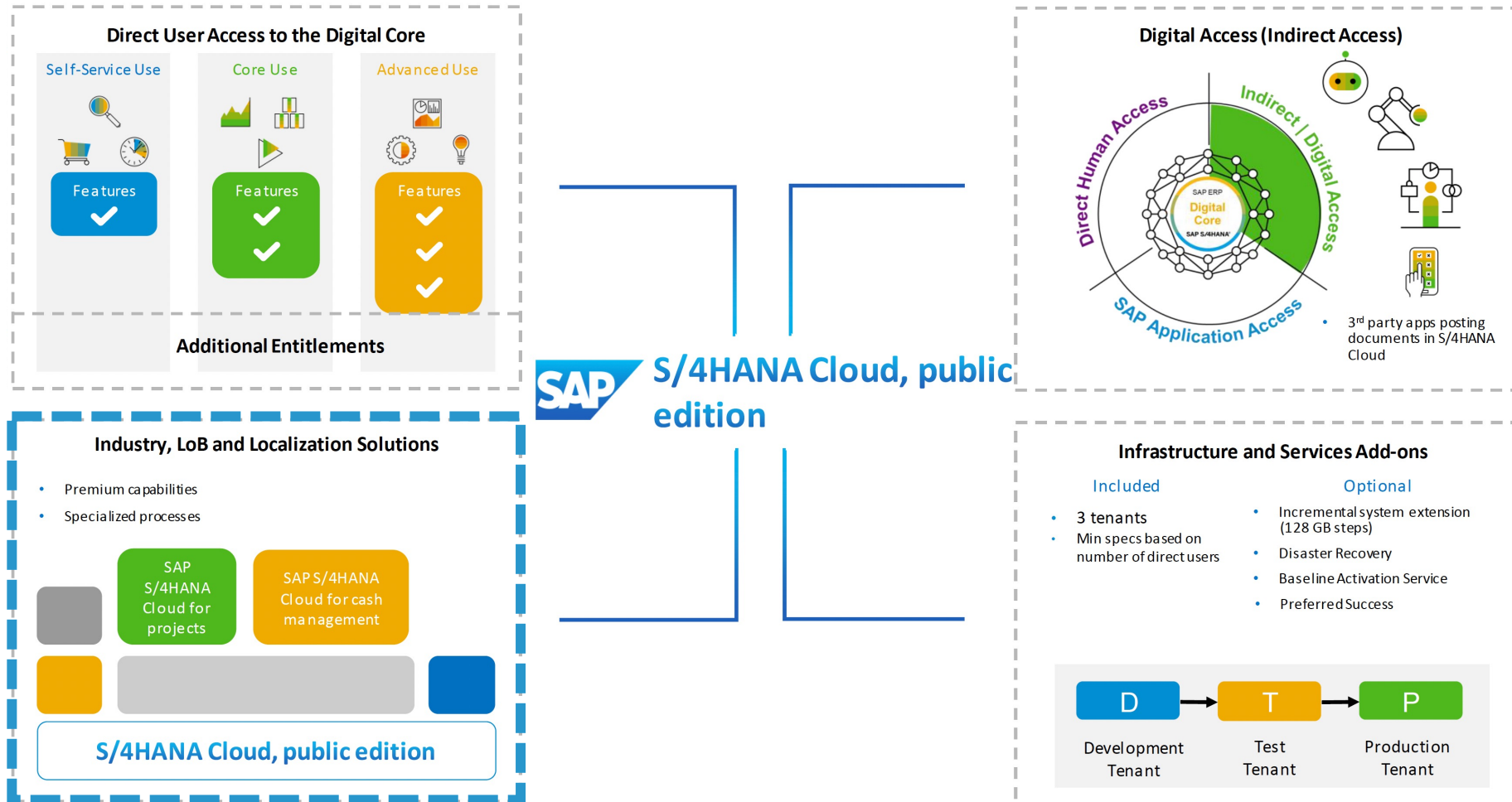


SAP S/4HANA CLOUD MODULES	Self-service User	Core User	Advanced User
Asset Management	<ul style="list-style-type: none"> <li>Maintenance Execution</li> </ul>	All	All
Finance	None	None	All
HR	<ul style="list-style-type: none"> <li>Organizational Management</li> <li>Time Sheet</li> </ul>	<ul style="list-style-type: none"> <li>Organizational Management</li> <li>Time Sheet</li> </ul>	All
Manufacturing	<ul style="list-style-type: none"> <li>Material Requirements Planning</li> <li>Production Control</li> <li>Production Execution</li> </ul>	All	All
R&D / Engineering	None	All	All
Sales	None	All	All
Service	None	All	All
Sourcing & Procurement	Self-Service Requisitioning	Self-Service Requisitioning	All
Supply Chain	<ul style="list-style-type: none"> <li>Available to Promise</li> <li>Batch Management</li> <li>Delivery Management</li> <li>Goods Movements</li> <li>Handling Unit Management</li> <li>Physical Inventory</li> <li>Serial Number Management</li> <li>Transportation Management</li> <li>Warehouse Management</li> <li>Empties Management</li> </ul>	All	All



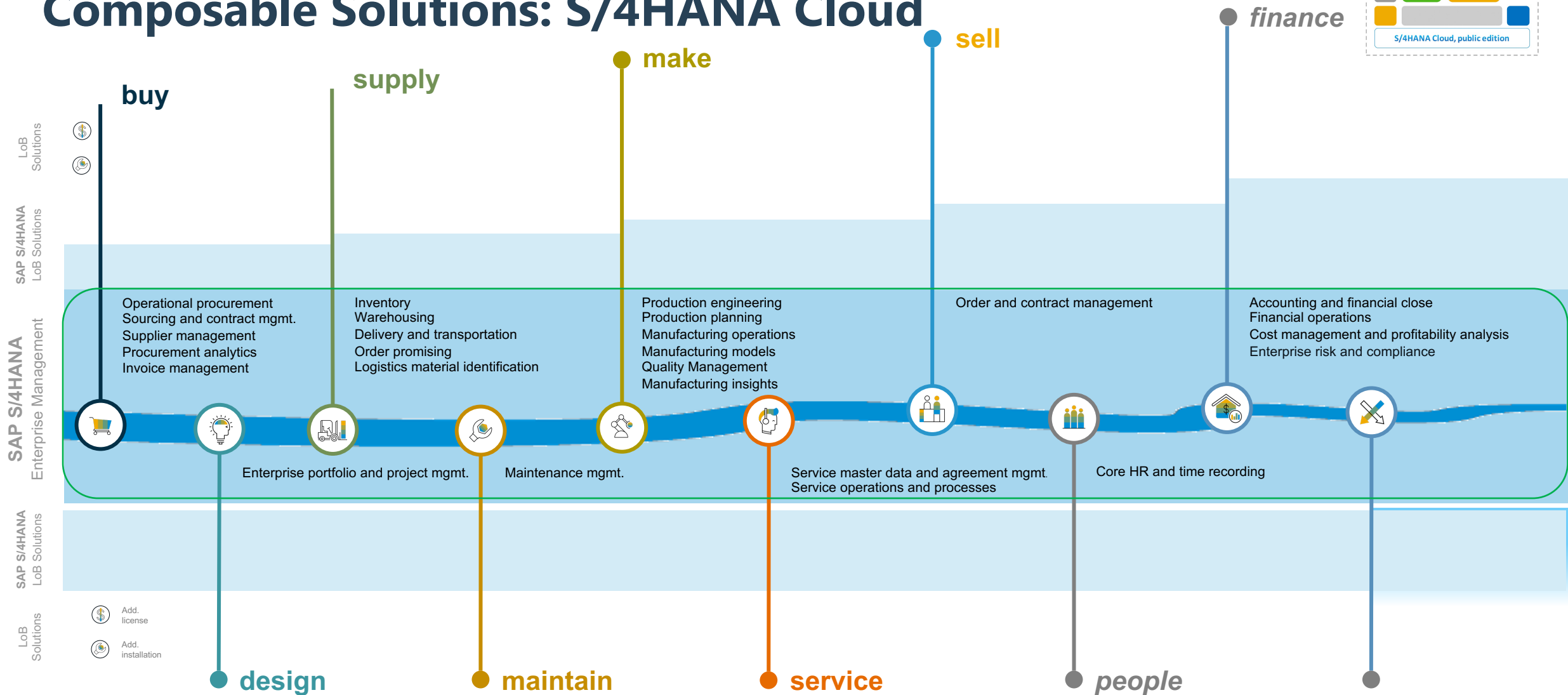
## Cost – Software as a Service

# SAP S/4HANA Cloud License Components



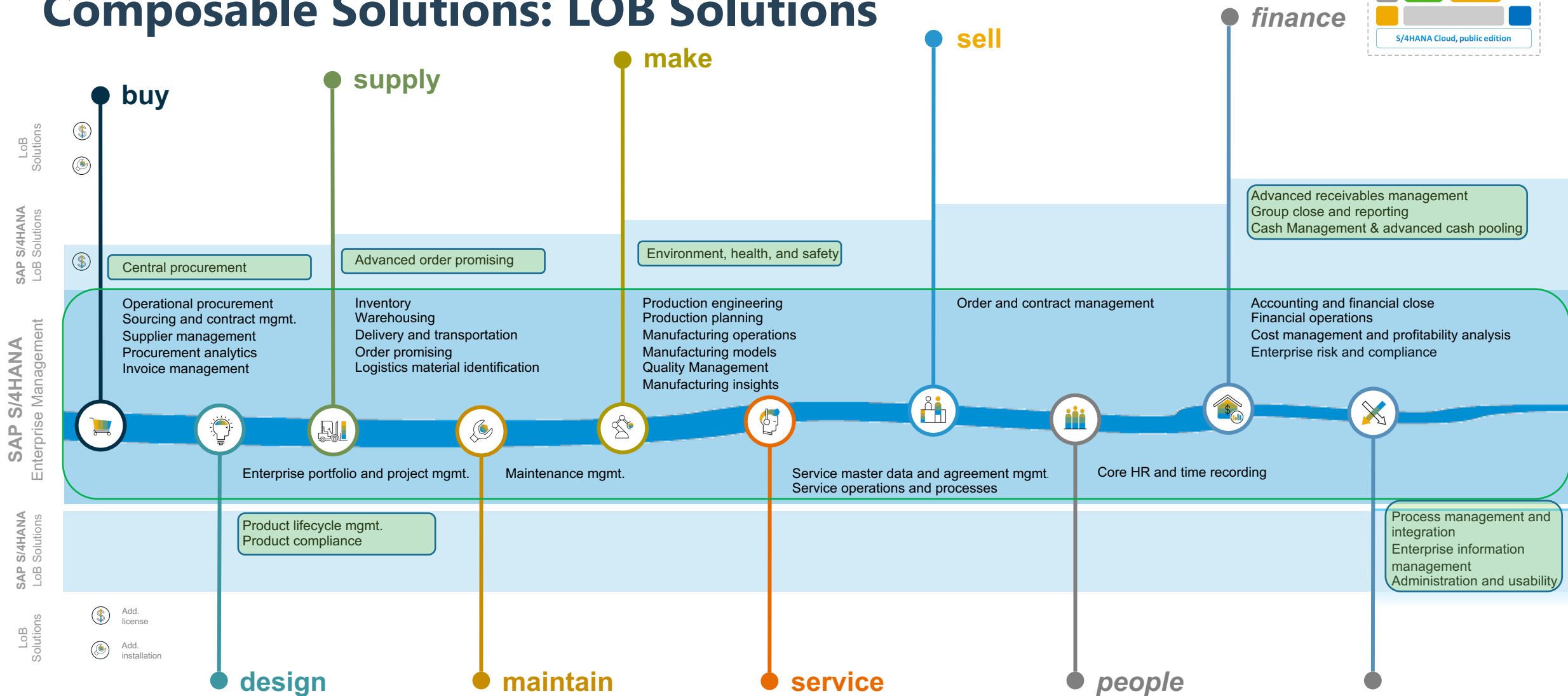
## Industry & Line of Business Solutions

# Composable Solutions: S/4HANA Cloud



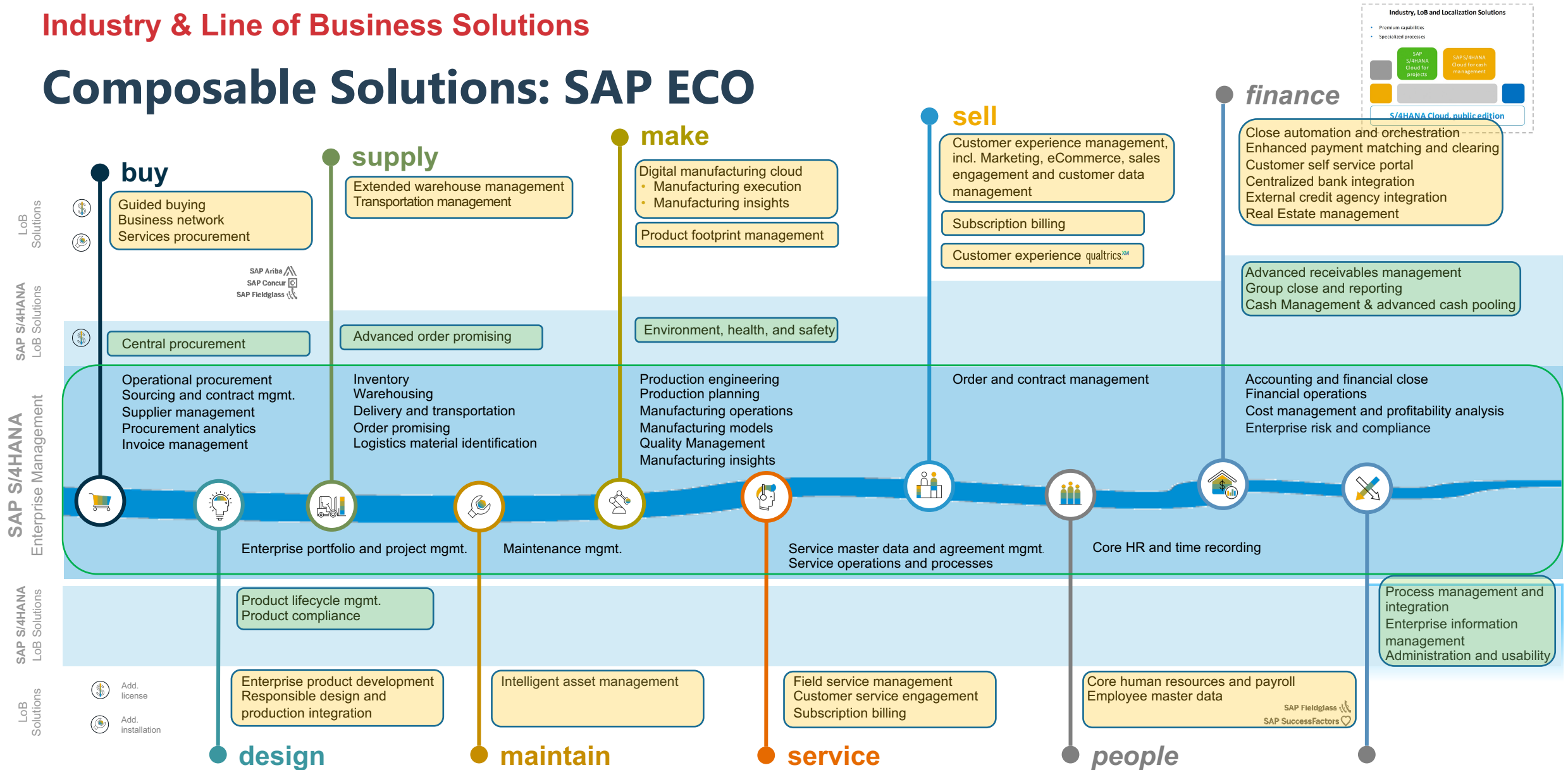
## Industry & Line of Business Solutions

# Composable Solutions: LOB Solutions



## Industry & Line of Business Solutions

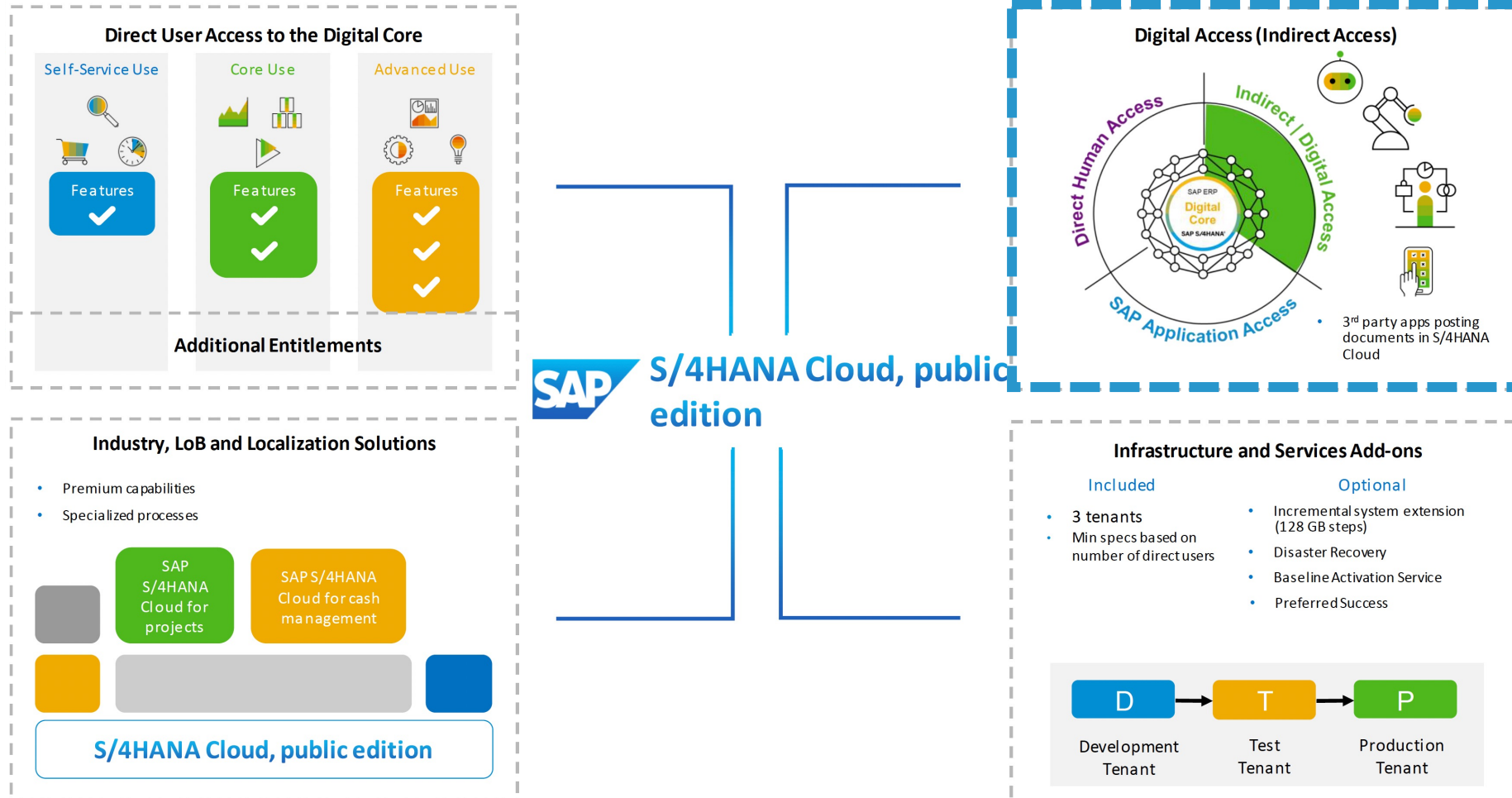
# Composable Solutions: SAP ECO





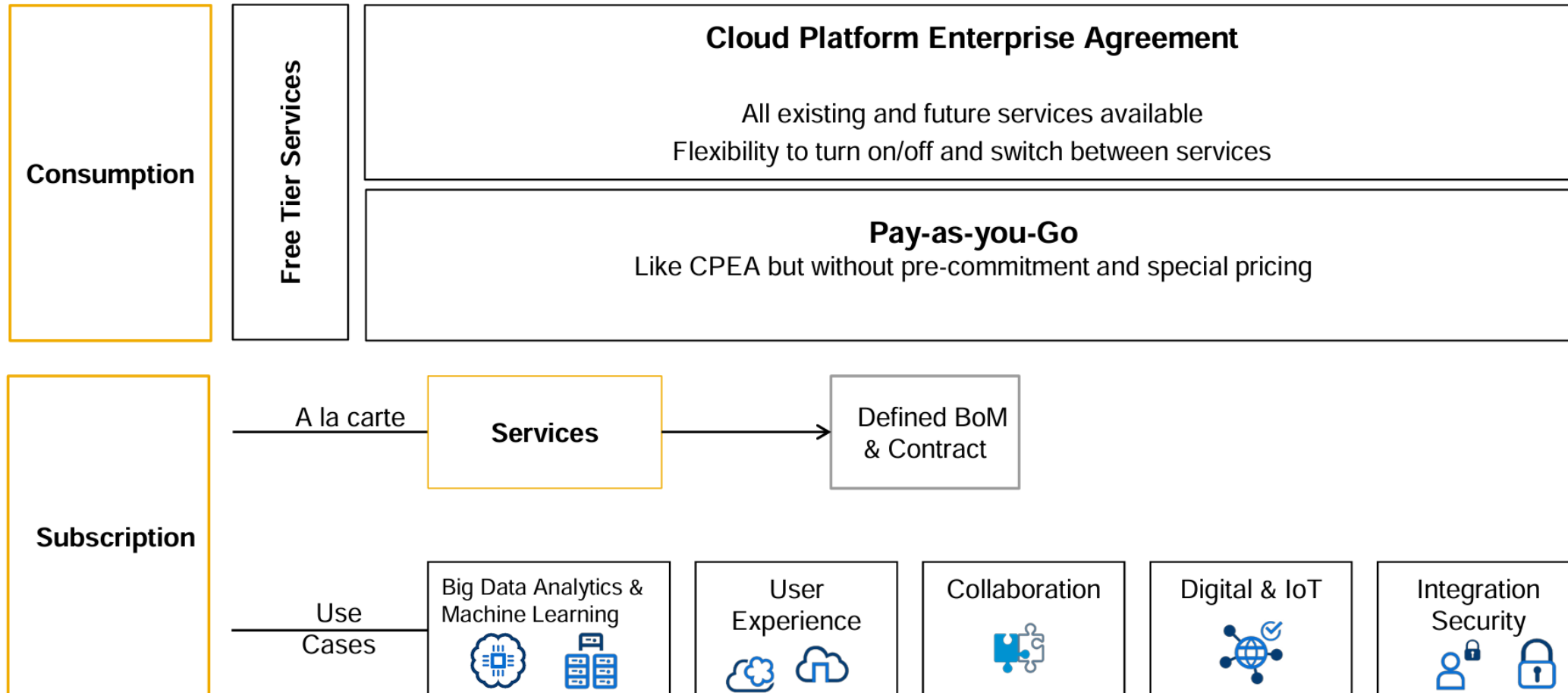
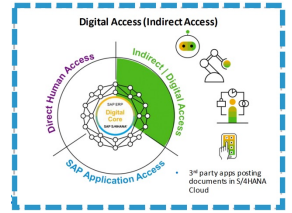
## Cost – Software as a Service

# SAP S/4HANA Cloud License Components



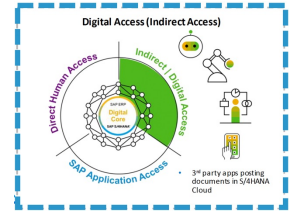
SAP BTP

# Deployment Model

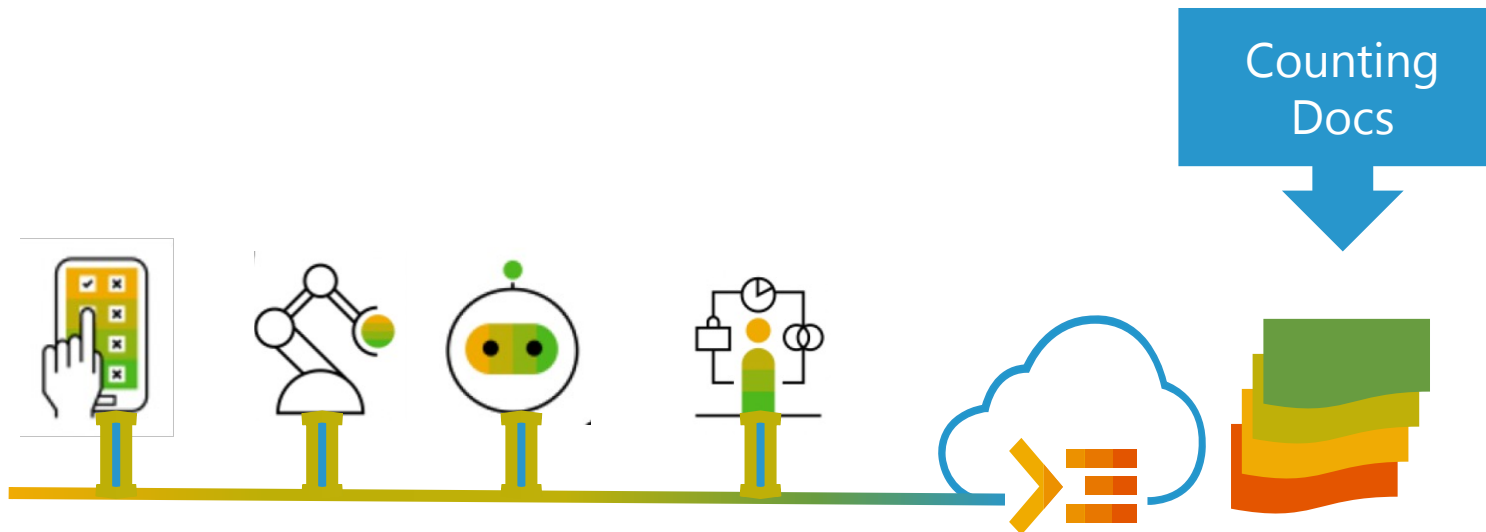


## SAP BTP > Indirect - Digital Access

# To manage Indirect access to your ERP features



- Indirect, digital access occurs when **devices**, **bots**, **automated systems**, and the like directly access SAP S/4HANA Cloud
- SAP Application to SAP Application** not included



### Document Types

- Sales Document (counted at line item level)
- Invoice Document (counted at line item level)
- Purchase Document (counted at line item level)
- Service & Maintenance Document
- Manufacturing Document
- Quality Management Document
- Time Management Document
- Financial Document (counted at line item level)
- Material Document (counted at line item level)

### Multiplier

1.0

0.2

### License Calculation

License calculation based on weighted numbers of **initial Documents created**.  
Read, Update, or Delete Documents are not counted.

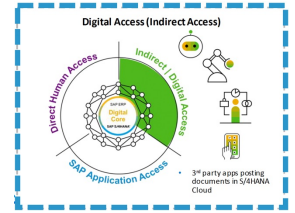
$$(\text{Document (\#)} * \text{Multiplier}) + \dots + (\text{Document (\#)} * \text{Multiplier})$$

Where (#) is the Document Type from 1-9



## SAP BTP > Cloud Platform Enterprise Agreement (CPEA)

# To manage your SAP BTP Services



<https://discovery-center.cloud.sap/index.html#/serviceCatalog?regions=all&commercialModel=cpea>

- Including **Cloud Credits** for the consumption of a large set of services offered for developers on SAP BTP
  - 1% of your Net Annual Contact Value
  - Min of 2K and Max 16K Euro's
- 95+ Cloud Services charged against consumption

**Categories**

- All (86)
- New & Featured (10)
- Always Free & Free Tier Services (55)

**Solutions**

- AI (8)**
- Application Development and Automation (19)
- Data and Analytics (12)
- Extended Planning and Analysis (1)
- Foundation / Cross Services (39)
- Integration (9)

**Capabilities**

- Database and Data Management (12)
- Developer Productivity (20)
- DevOps (14)
- Mobile (2)
- Process Automation (7)
- Runtimes & Containers (7)
- Security (12)
- User Experience (7)

**Showing 8 services**

**Business Entity Recognition**  
Detect and highlight entities in unstructured text using machine learning.

Free Tier

**Data Attribute Recommendation**  
Apply machine learning to predict and classify data records.

Free Tier

**Document Information Extraction**  
Use machine learning to automate your document information extraction processes.

Free Tier

**Intelligent intercompany reconciliation**  
Match intercompany documents with machine learning capabilities.

Free Tier

**Personalized Recommendation**  
Get recommendations based on users' browsing history and/or item description.

Free Tier

**SAP AI Core**  
Build a platform for your artificial intelligence solutions.

Free Tier

**SAP AI Launchpad**  
Manage AI transparently across your enterprise.

Free Tier

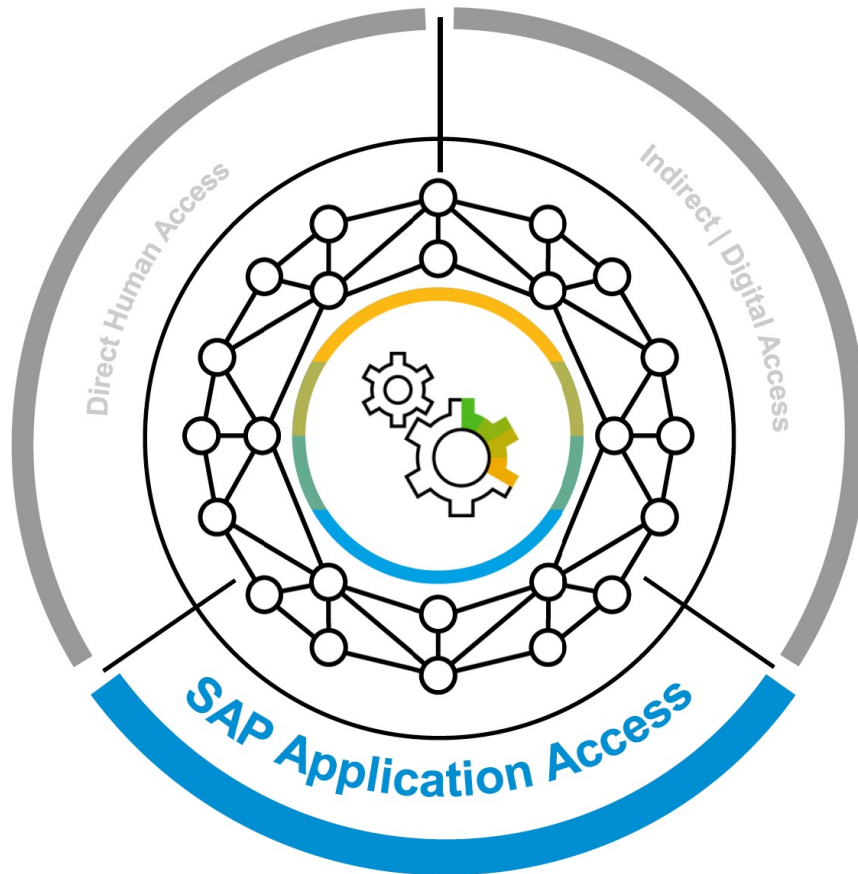
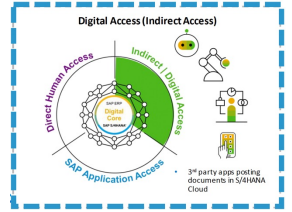
**SAP Translation Hub**  
Translate UI texts and documents and get UI text suggestions during development.

Free Tier



## SAP Digital Access

# SAP Application Access



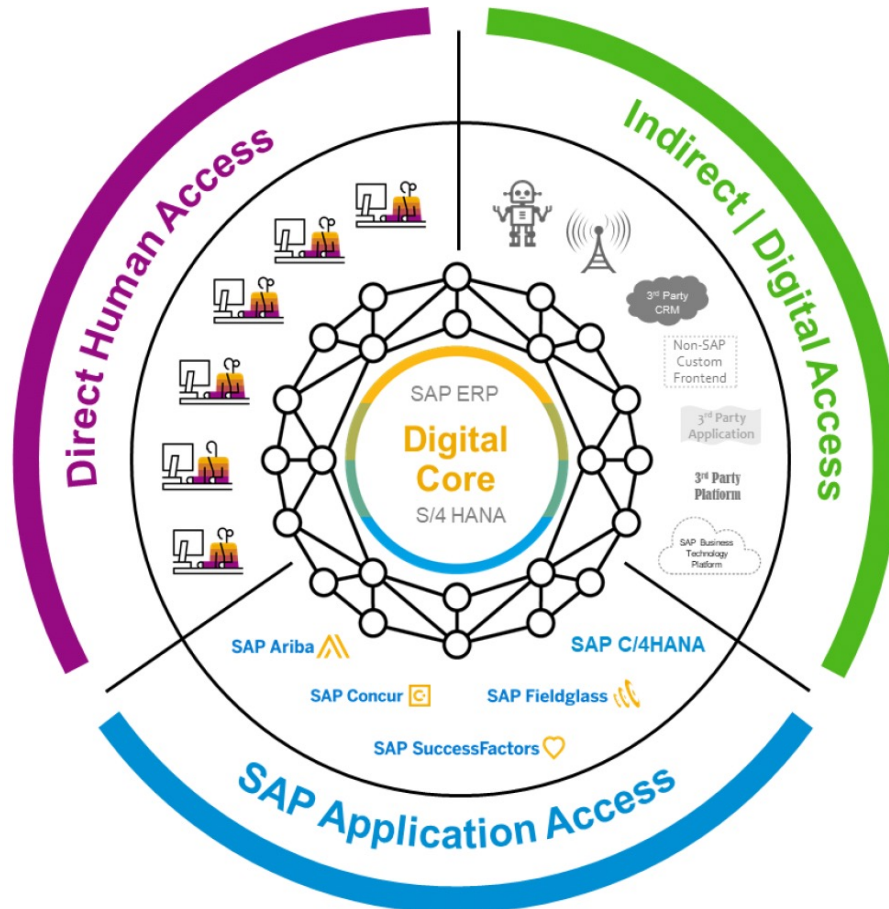
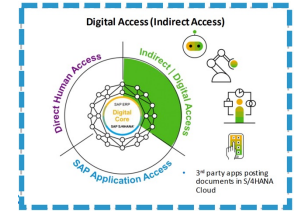
- **SAP Application Access** occurs when humans, devices, or RPA/bots use the Digital Core via another licensed **SAP Application**.
- “**SAP Applications**” refers to a line of business and industry applications (cloud and on-premise), as well as SAP Solution Extensions.

This **does not** apply to technology solutions such as platforms (e.g., **SAP Business Technology Platform**), databases, middleware integration (e.g., **XI, PI, PO**), and Enterprise Information Management.



## SAP Digital Access

# In context of Robotics Process Automation (RPA)



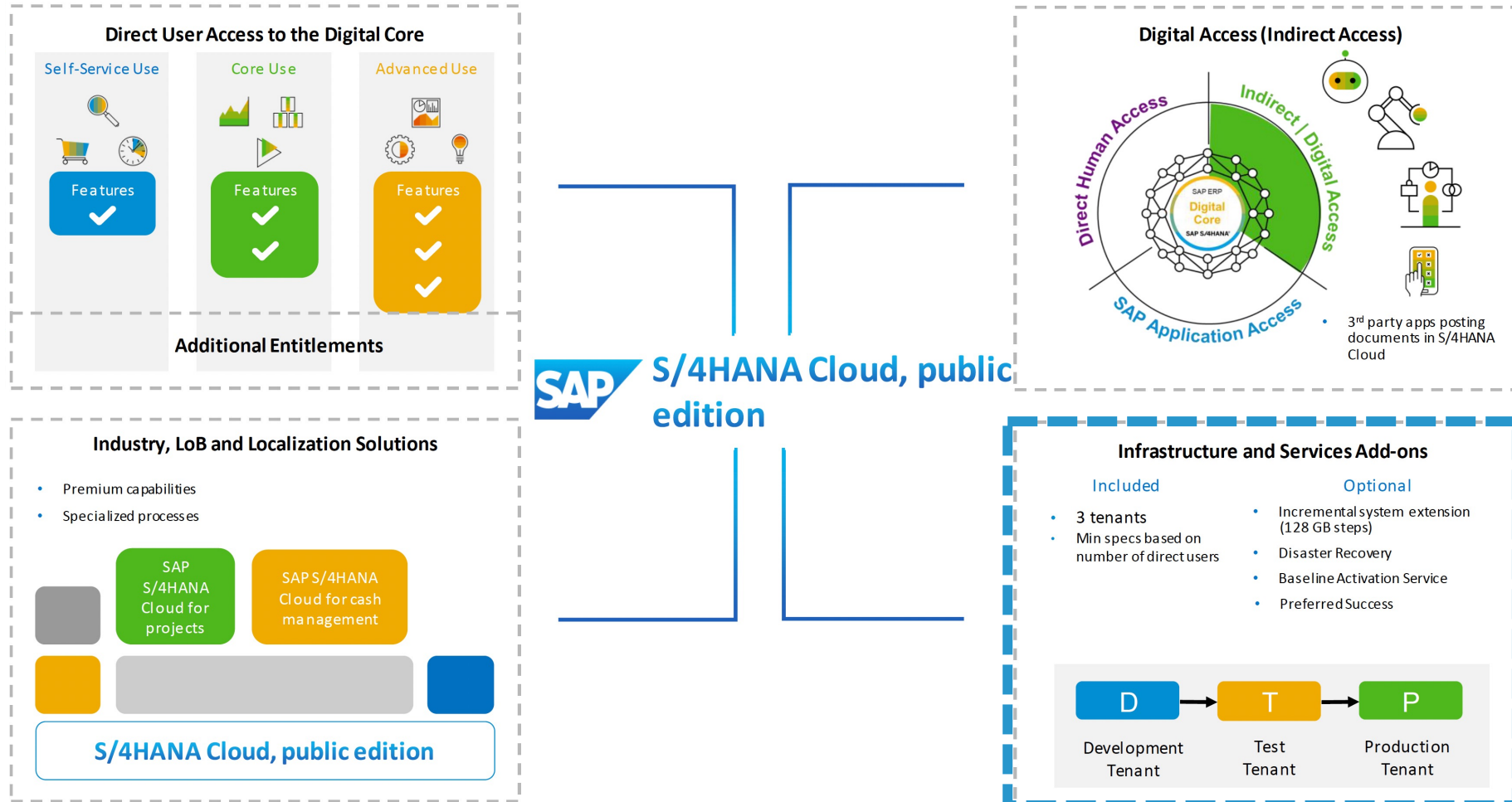
- Use of **SAP iRPA (intelligent Robotic Process Automation) bots without additional licensing** for both API and UI-based access to Digital Core
- Access to Digital Core with **attended third-party RPA bots** is considered as **human access** for scenarios where the bot is acting on behalf of this human
- Access to Digital Core with **unattended third-party RPA bots** requires additional licensing (**Digital Access**)





## Cost – Software as a Service

# SAP S/4HANA Cloud License Components

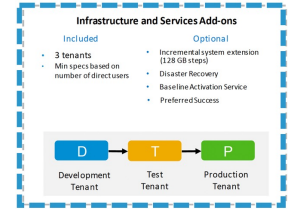


## SAP S/4HANA Cloud

# Infrastructure & Services

### Included Services:

- 3 system landscape
  - Development
  - Test
  - Production
- 800+ Scope Items to configure your end-to-end processes
- Localizations to deploy functionality in various countries
- Cloud Application Lifetime Management
  - Implementation projects
  - Maintenance
- 24x7 product support



### Additional Services with Extra Cost:

- **Sandbox:** non-productive, standalone and single system environment for SAP S/4HANA Cloud, including ABAP® environment
- **System extensions:** (D,T,P) with 128Gb
- **Disaster Recovery:** to second region for business-critical ERP
- **Test-Data Refresh:** request a transfer of master and transactional data from a source system to a target system with the option of de-personalization (GDPR) of personal data





# What's the cost of deploying SAP S/4HANA Cloud

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## Selecting SAP Public Cloud Solutions

# Building a Cloud Mindset to maximize the benefits

### Focus on Public Cloud Services

Translate requirements to existing Cloud Solutions instead of own developments

### Deploy Industry Best Practices

Following the best practices is not a rigid set of rules but rather a guide to effortlessly do things right!

### Data-driven Decisions

Collecting, analyzing, and utilizing integrated data to make informed decisions

### Agile Work

Employees need to drive their personal growth more independently and demand-driven. Learning becomes an explorative, collaborative, and iterative process

### Continuous Improvement

Constantly seeking new ways to optimize processes and take advantage of the latest developments in cloud technology

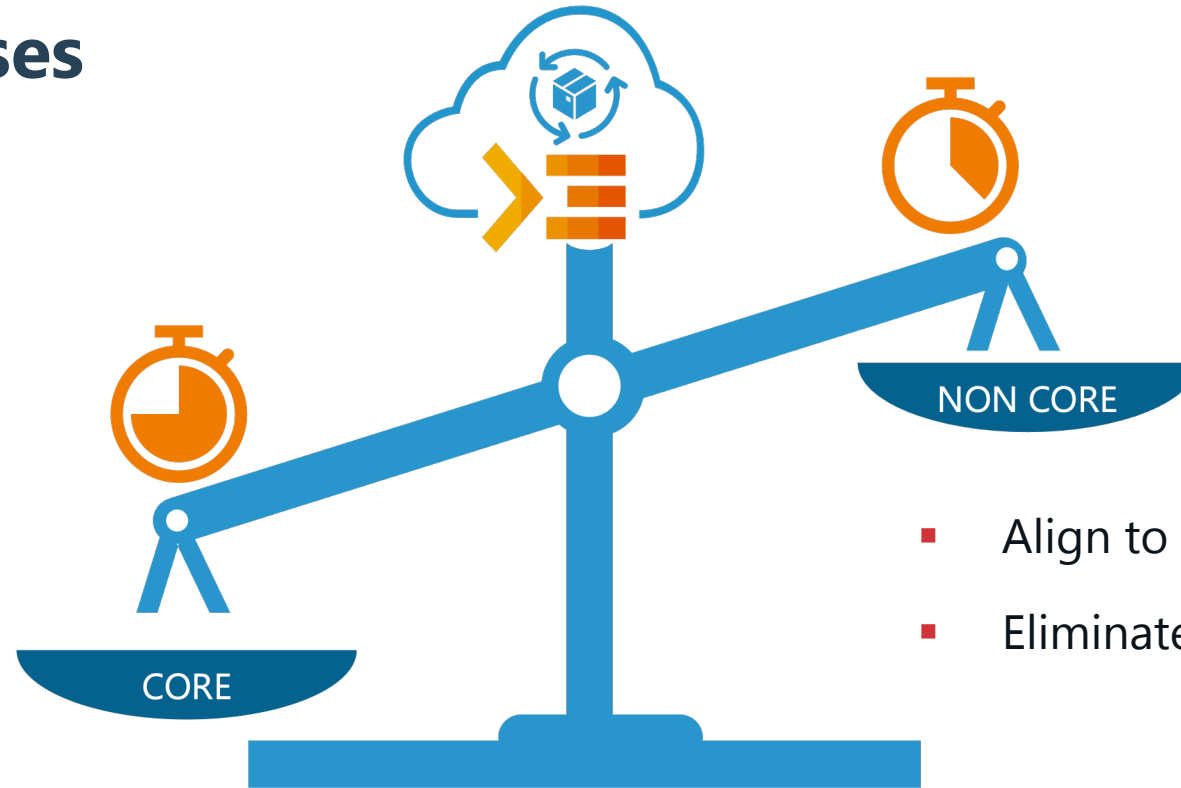
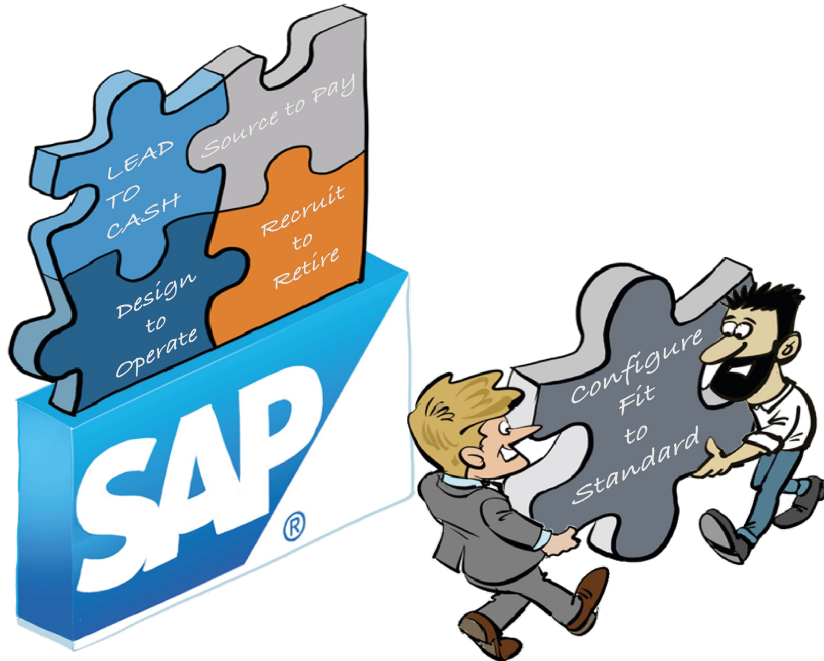
### Change Management

Applying new mental models is just as important as unlearning old ones that no longer serve us



Consider to use Industry Best Practices

# Differentiate your processes

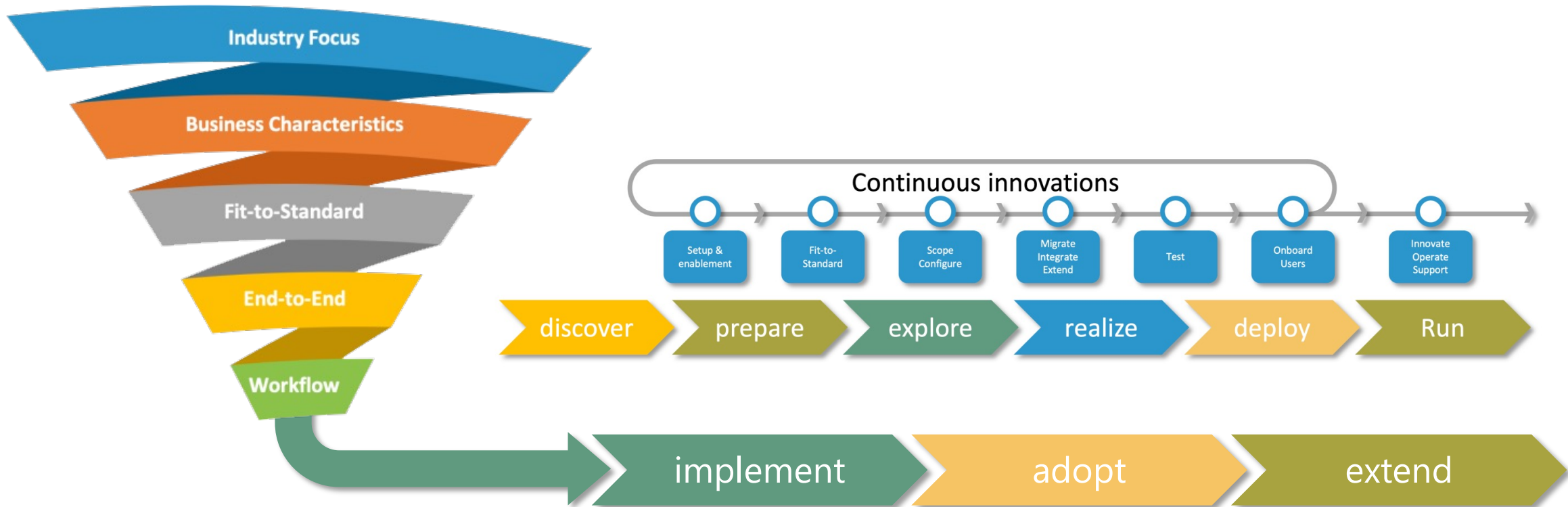


- Align to standard practices
- Eliminate complexity
- Business Critical
- High Level of Knowledge
- Secure Unique Selling Point(s)



## SAP ACTIVATE & SCHEER ACCELERATORS

# STEPWISE IMPLEMENTATIONS



## Running with Clean Core ERP

# Non-Core Processes using Industry Standard Practices

- Easy to Configure
- Easy to Explain
- Easy to Upgrade
- Easy to Innovate



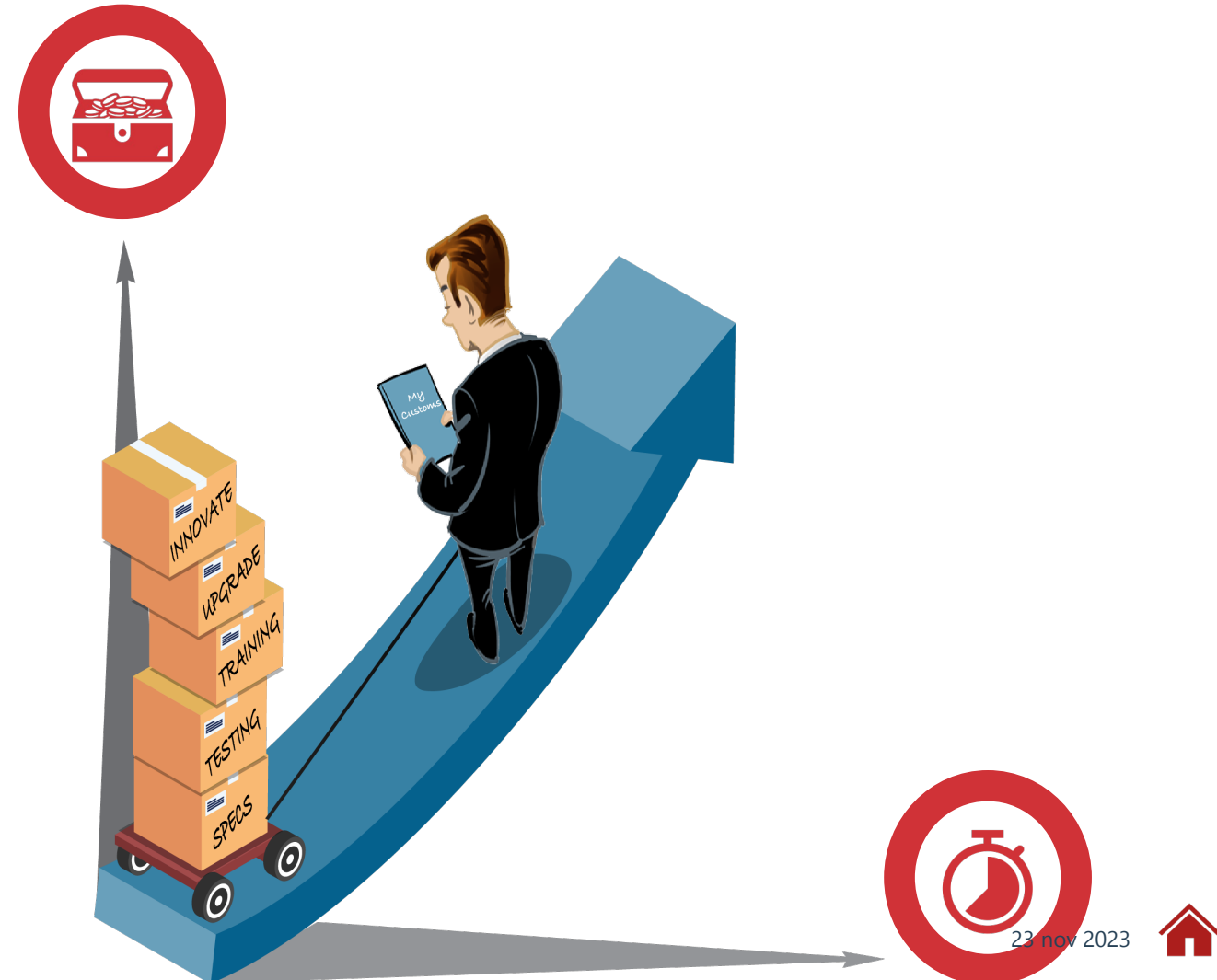
- Automated Testing
- Full Product Support
- Standard Training
- No Documentation

## Running with Clean Core ERP

# Manage your Core Processes close to standard practices

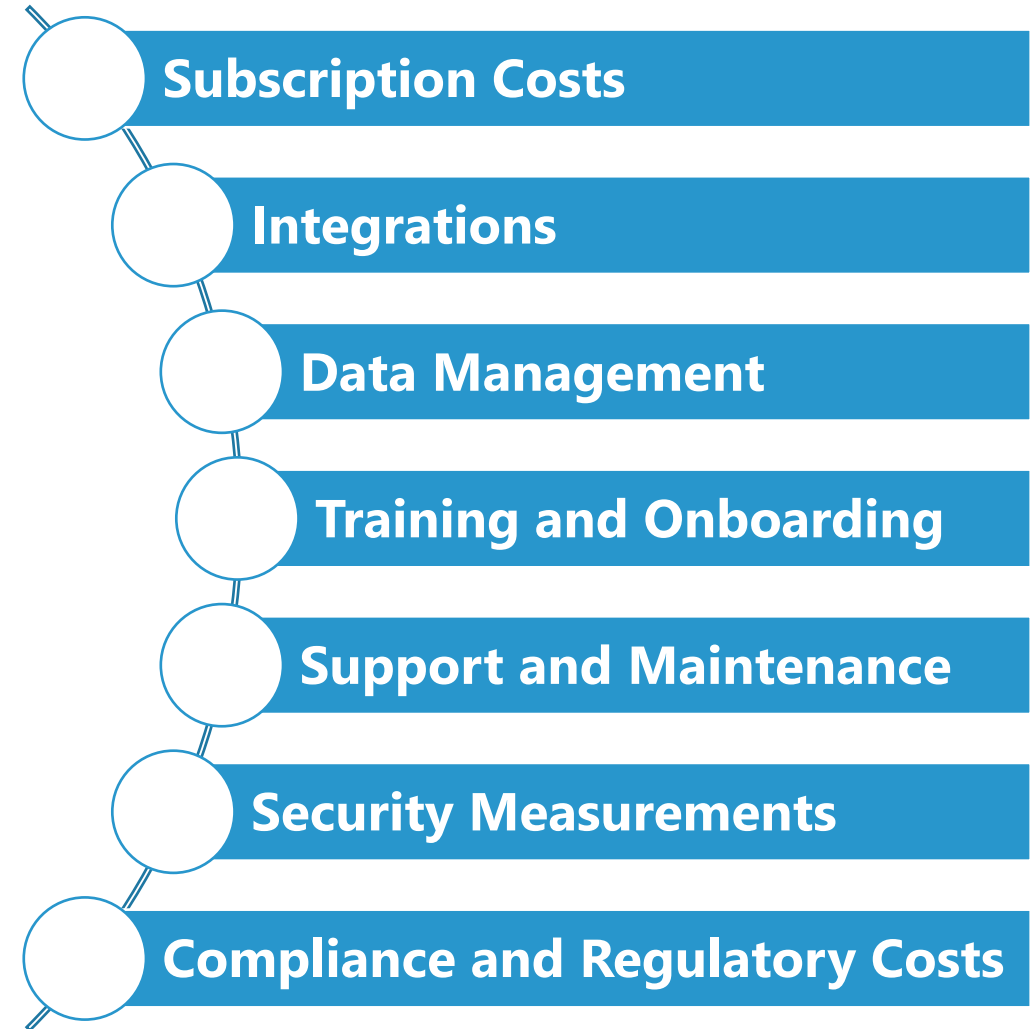
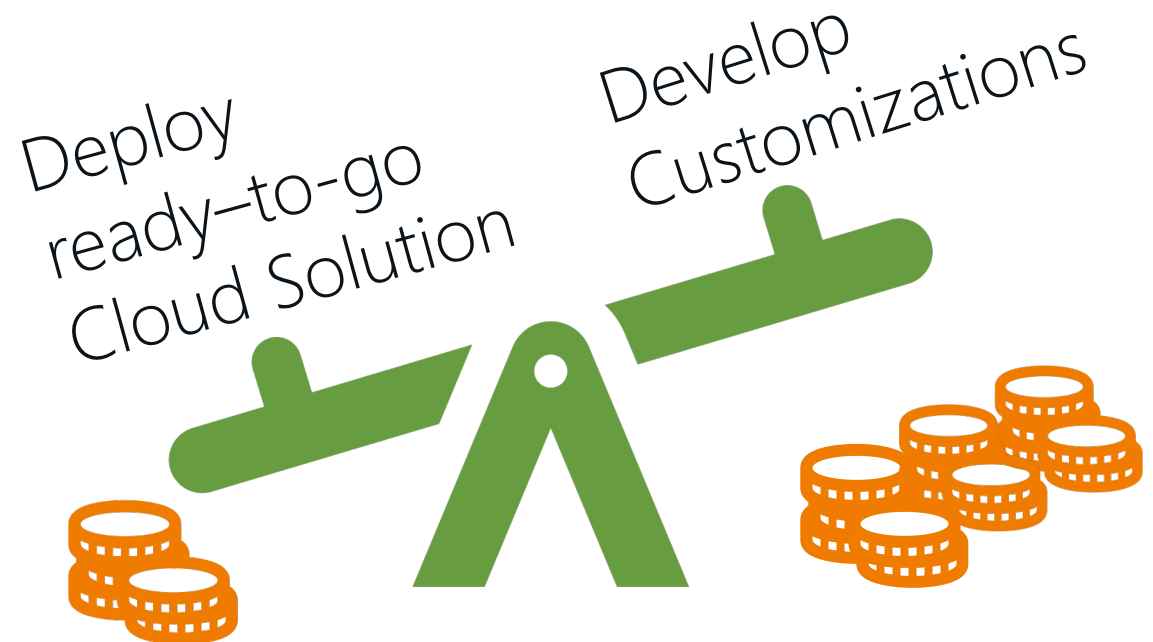
Non-Standards means **impact to** :

- Complexity
- (Future) Dependencies
- Onboarding – Training - Support
- Maintenance
- Scalability
- Compliance
- Integrations



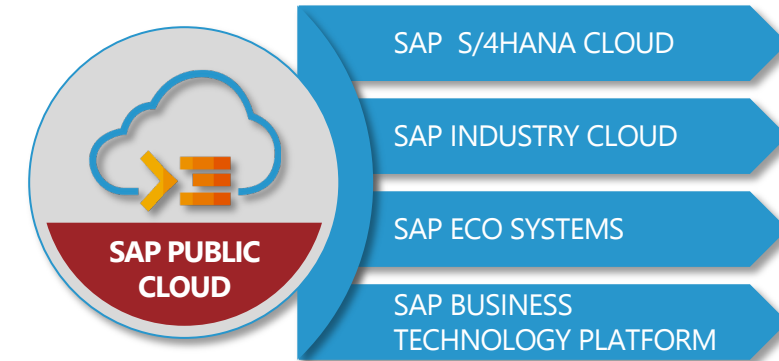
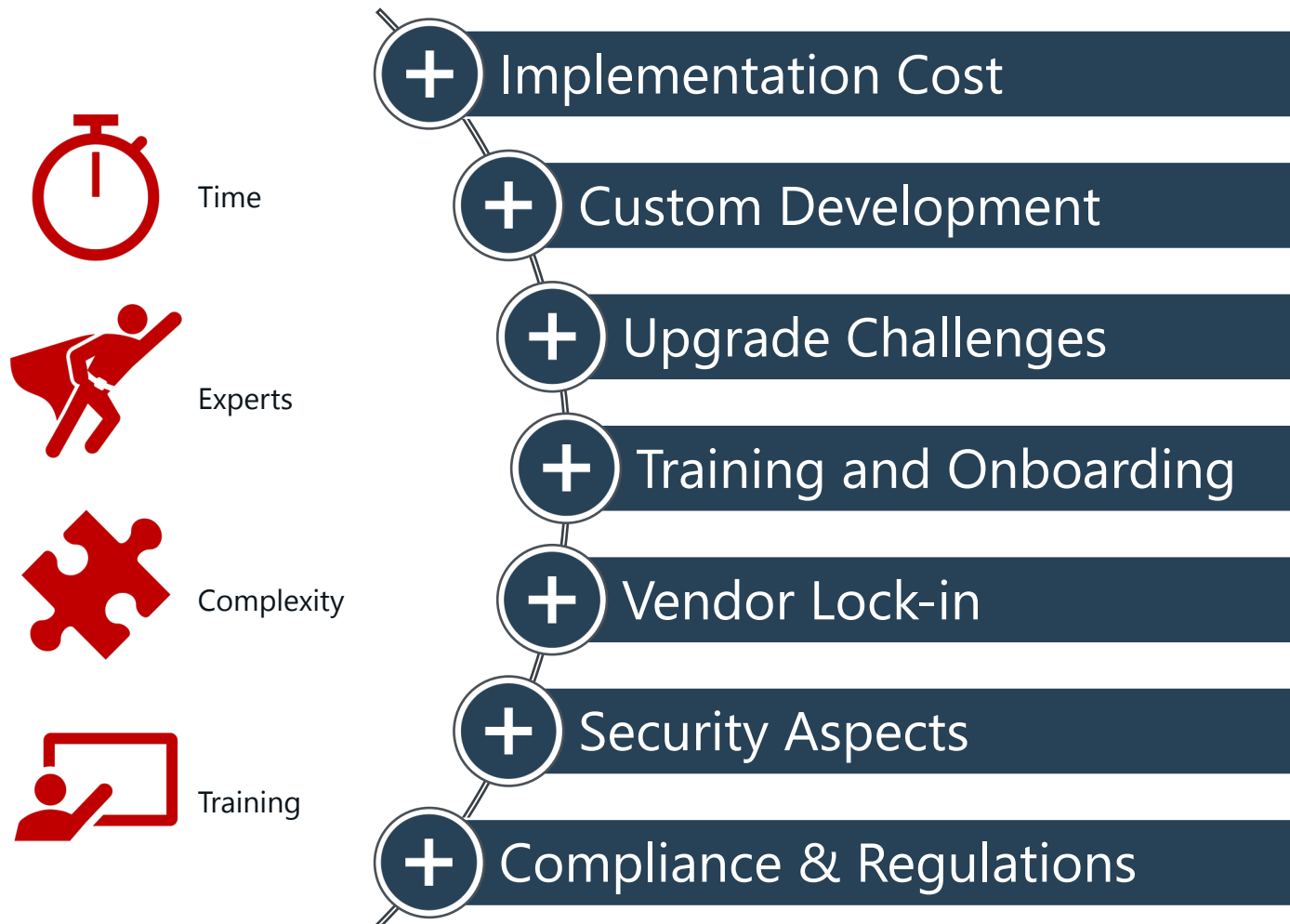
## Deploy SAPS/4HANA CLOUD & SAP BTP

# What's impacting your cost?



## Impacts to Cost of Ownership

# Deploy Customized Solutions



COMPOSABLE  
CLOUD ARCHITECTURE

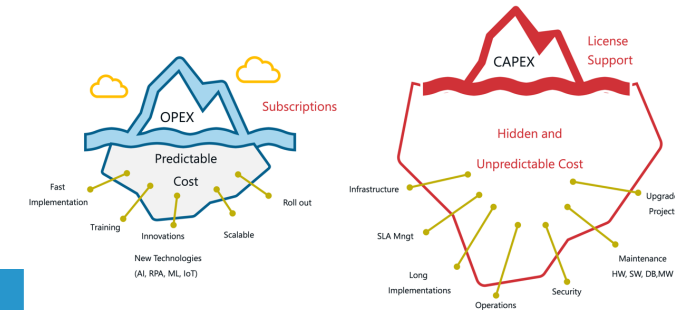




## Moving to SAP Public Cloud

# Full SaaS Solution, including innovations

	Included	On premise
Infrastructure	✓	€€€
Product Support 365x24x7	✓	💡
Backup – <b>Disaster Recovery</b>	✓	💡
Security	✓	💡
Network Management	✓	💡
Upgrades – Technical & Functional	✓	💡
Enterprise SLA	✓	💡
<b>Customer Success Manager</b>	✓	💡
Localizations	✓	€€€
Continuous Innovations	✓	€€€
Embedded AI/ML/RPA	✓	€€€
<b>Extensibility &amp; Integrations</b>	✓	€€€



€€€ = CAPEX

💡 = Specialized Skills



# What's the cost of deploying SAP S/4HANA Cloud

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## SAP Public Cloud

# Lessons about Licenses & Cost

- Stepwise Implementation to fully adopt the capabilities on all levels within your organization
- Investigate your expected usage precisely
  - Consider the need for 3 or 5 years
  - Close your deal at the end of the Quarter – Q4 😊
  - Re-allocate users to avoid shelf licenses
- Investigate your integration needs to have a good understanding of the necessary needs for Credits and Subscriptions
- Stay close to Best Practices to reduce Operation Costs
- Work Closely together with an **SAP Expert Partner** – Like Scheer Netherlands



# What's the cost of deploying SAP S/4HANA Cloud

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# Q & A



# What's the cost of deploying SAP S/4HANA Cloud

Introduction	SAP PUBLIC CLOUD	LICENSE MODEL	CLOUD MINDSET
LESSONS LEARNED	QUESTIONS	SPECIALS 2024	



## SAP S/4HANA Cloud, Public Edition

# Schedule Webinar Specials 2024

### Thursday Feb 8<sup>th</sup> : **The ERP Platform explained**

- 3 System Landscape
- Composable Cloud Solutions with SAP BTP, SAP Industry Cloud, Two-Tier ERP
- Central Business Configuration
- Cloud Application Lifecycle Management for Projects and Operations
- Periodic Updates - How to Prepare
- Reasons to divide implementations into small step

### Thursday April 18<sup>th</sup> : **The Manufacturing Package explained**

- What is the advantage of the SAP Qualified Package for Manufacturing?
- What is inside the package of manufacturing?
- What are the integration options with MES, LIMS or other systems and services
- What are the options with Digital Manufacturing Cloud?

### Thursday June 13<sup>th</sup> : **The effectiveness of process automation explained**

- Using new technologies, like Artificial Intelligence and Robotic Process Automations
- Front Office (Sales, Procurement, Project Office) - Entering Orders, Planning, Forecasting, Automation
- Back Office (Finance, Logistics) - Following the Flow, anticipating
- Business Owners - manage the exceptions
- Management Team - steering the business





Expert



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THE PROCESS EXPERTS

# Thank you for your Attention!

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