

PRESENTATIE

SAP S/4HANA CLOUD, Public Edition:

Wat zijn de kosten en TCO?



SAP S/4HANA CLOUD, Public Edition





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

Moderator



Stefan Bauer

Marketing Manager

Stefan.bauer@scheer-group.com



Josien van der Burg

Sales Manager

Josien.vanderburg@scheer-group.com

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 7th – 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

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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

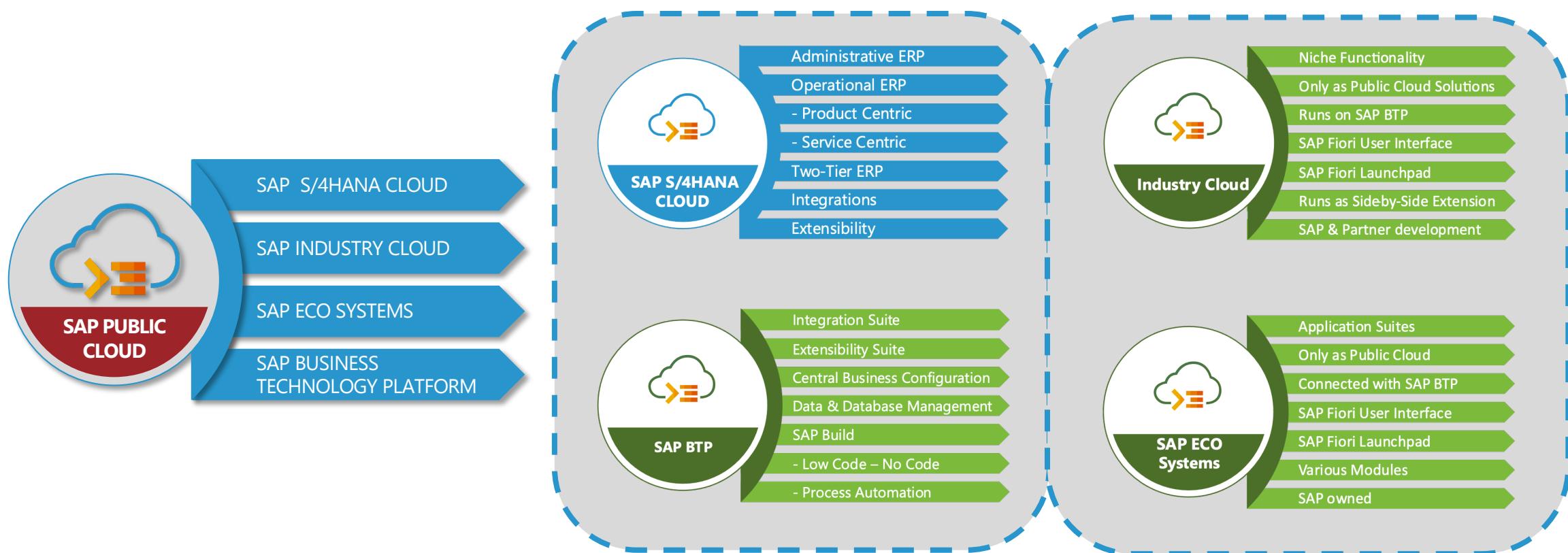
Our preferred method is to define a Cloud
Mindset and apply the "fit-to-standard" approach

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



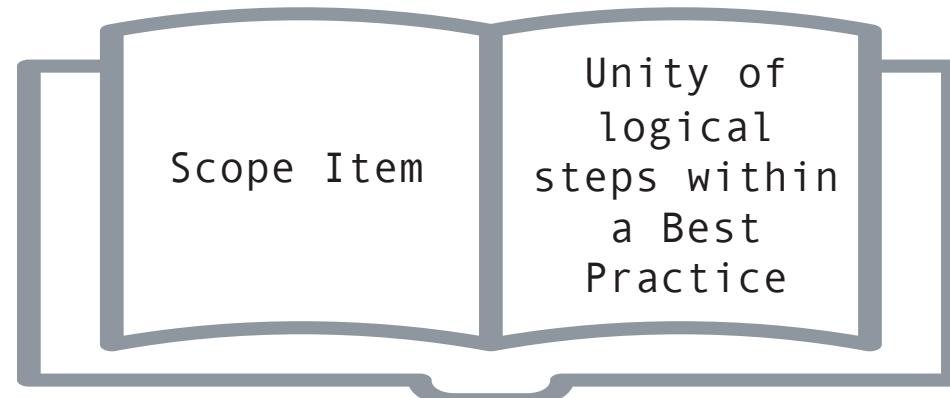
Your journey to SAP Public Cloud

Move to SAP's Strategic Platform

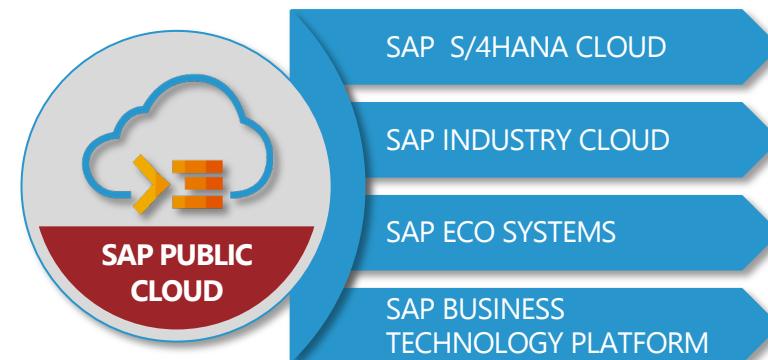




SCOPE ITEMS: 800+

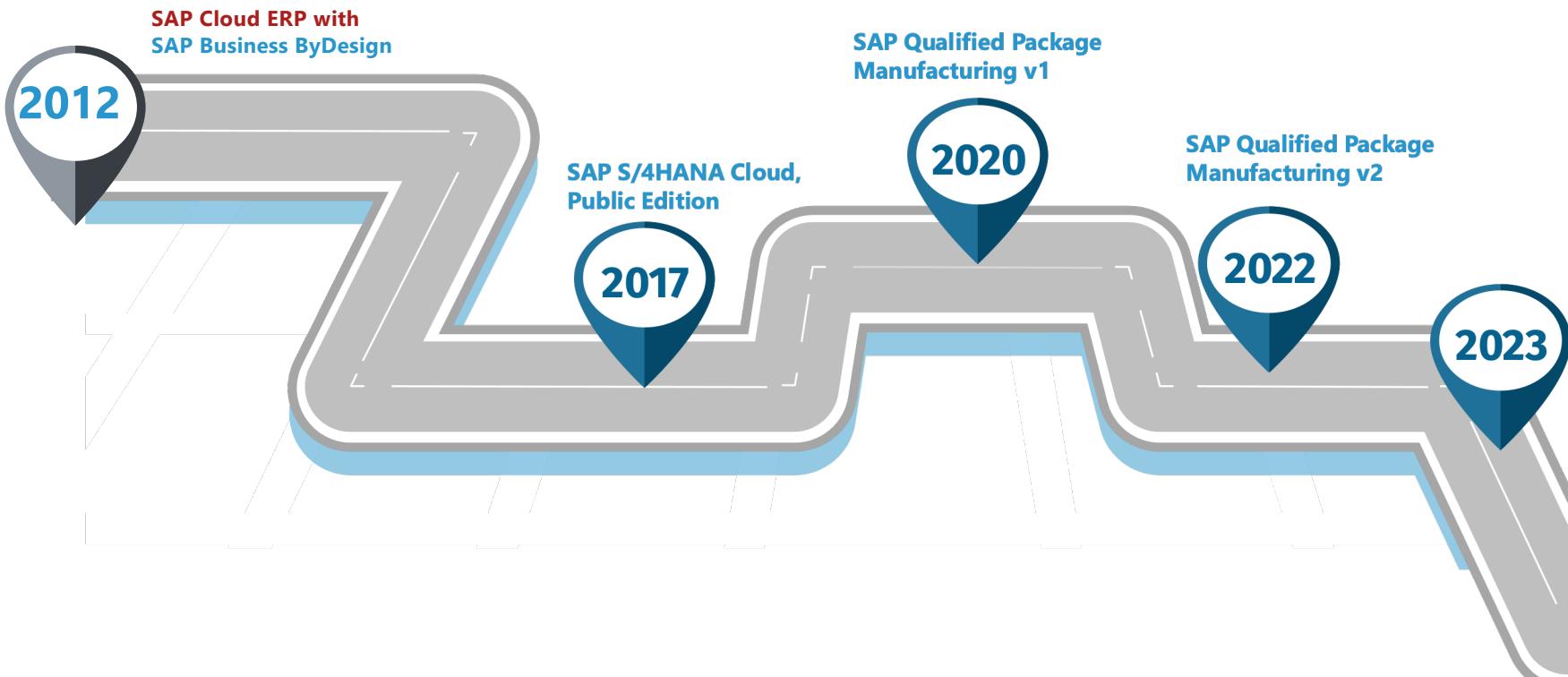


A combination of scope items is used to define your end-to-end process.



SCHEER NEDERLAND

Our SaaS-ERP Footprint with SAP CLOUD ERP SOLUTIONS



Certified for

- S4HC Consultants
- SAP Business Tech Platform
- RISE with SAP Partner
- Grow with SAP Partner



SAP S/4HANA Cloud, Public Edition

What's inside the packages



S/4HANA Cloud

- SAP S/4HANA Cloud
- System Landscape: Starter, Dev, Test & Production
- SAP BTP
- 800+ Scope Items
- 50+ Localizations/
- Automated Testing
- 24x7 Product Support

SAP BTP

- SAP Build
 - Process Automation
 - Build Workzone
- SAP Cloud ALM
 - Implementations
 - Operations
- SAP Central Business Configuration
- Integration Suite
- Extensibility Suite

Self Services

- SAP for ME
- SAP Help
- SAP Community
- SAP Learning Hub

Connect

- SAP Activate
- SAP Baseline Package Activation Services
- SAP Partner Qualified Package



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!!



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



Impact your TCO

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



Efforts



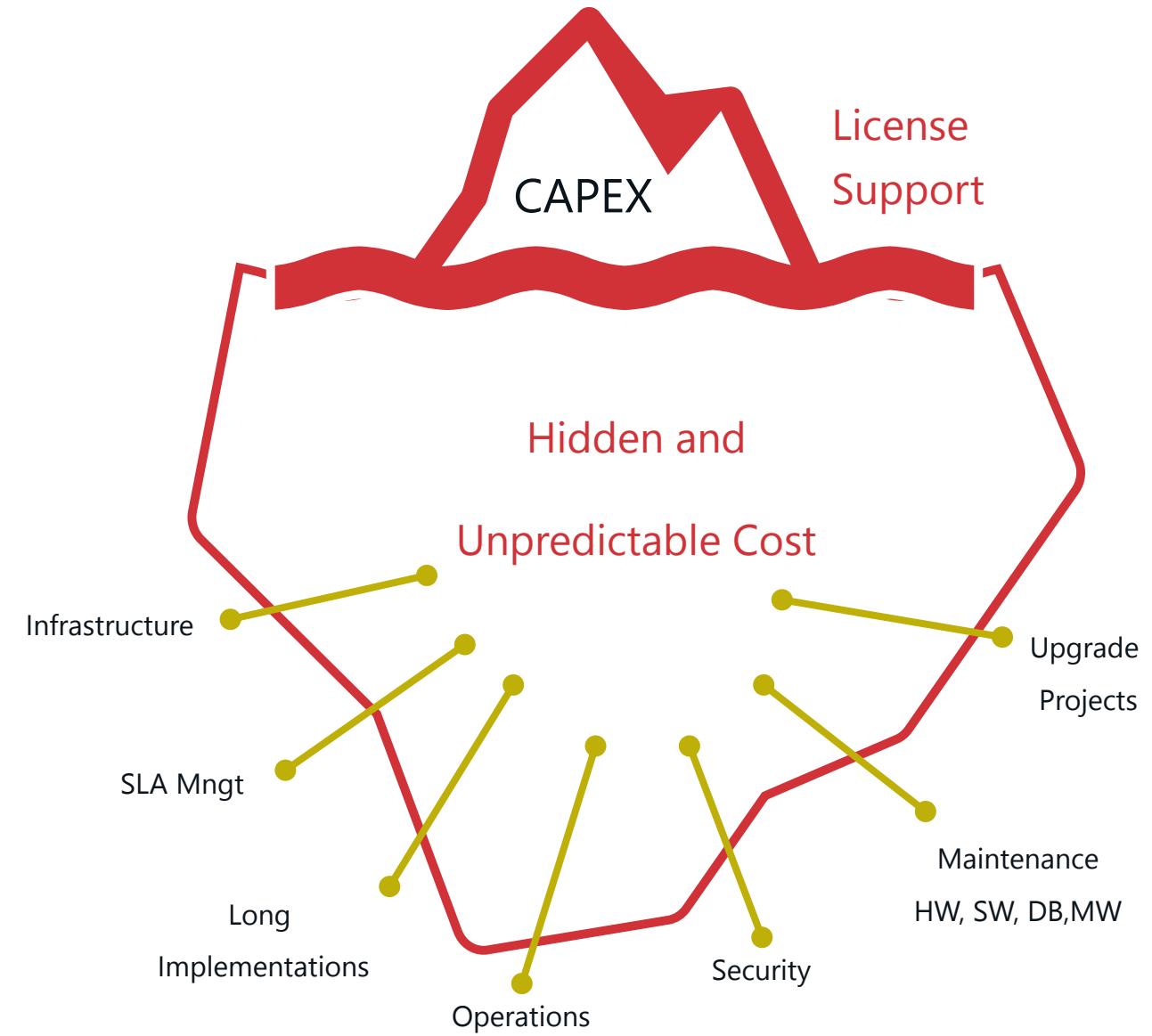
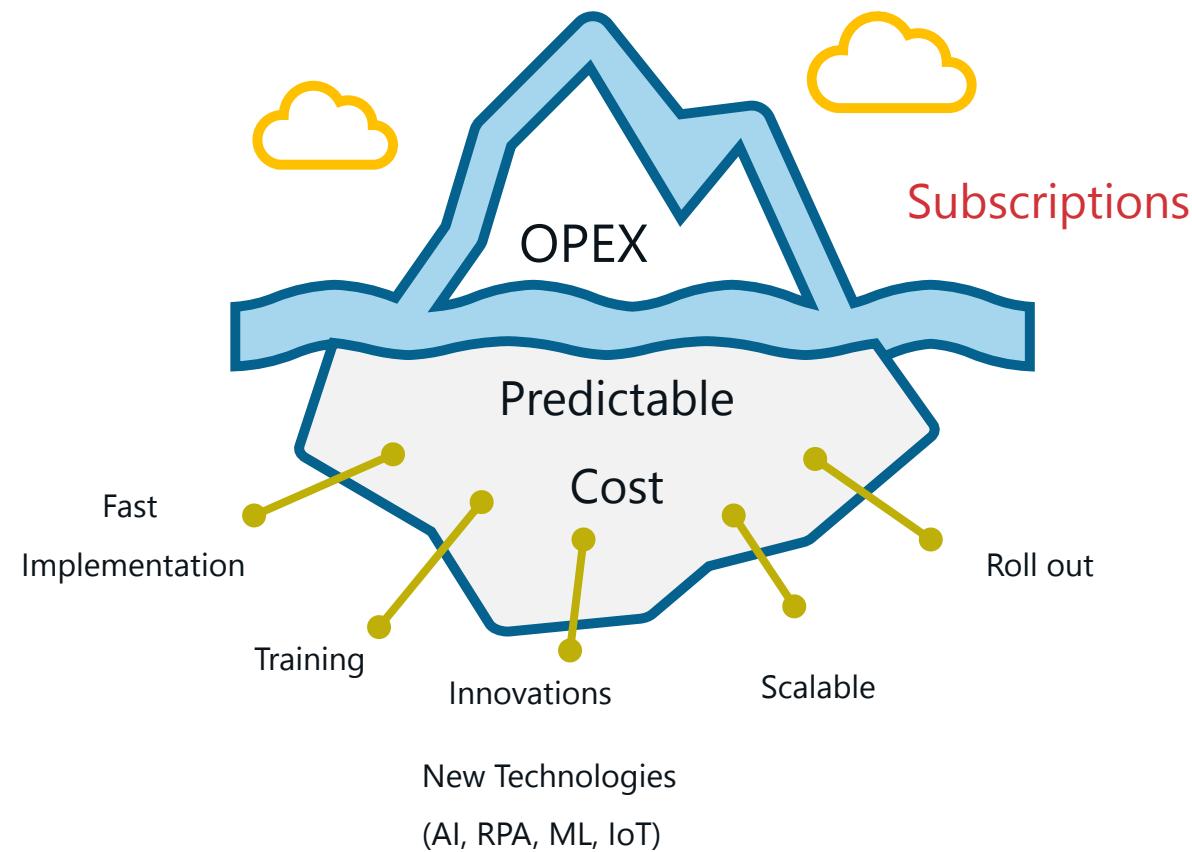
What's the cost of deploying SAP S/4HANA Cloud

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Moving to SAP Public Cloud

Total Cost of Ownership



GROW with SAP

Greenfield implementation + accelerators

**GROW
WITH
SAP** | Partner

ISBN = Intelligent Spend and Business Network

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.)



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](#).

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 > 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.

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-premises.

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.



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)

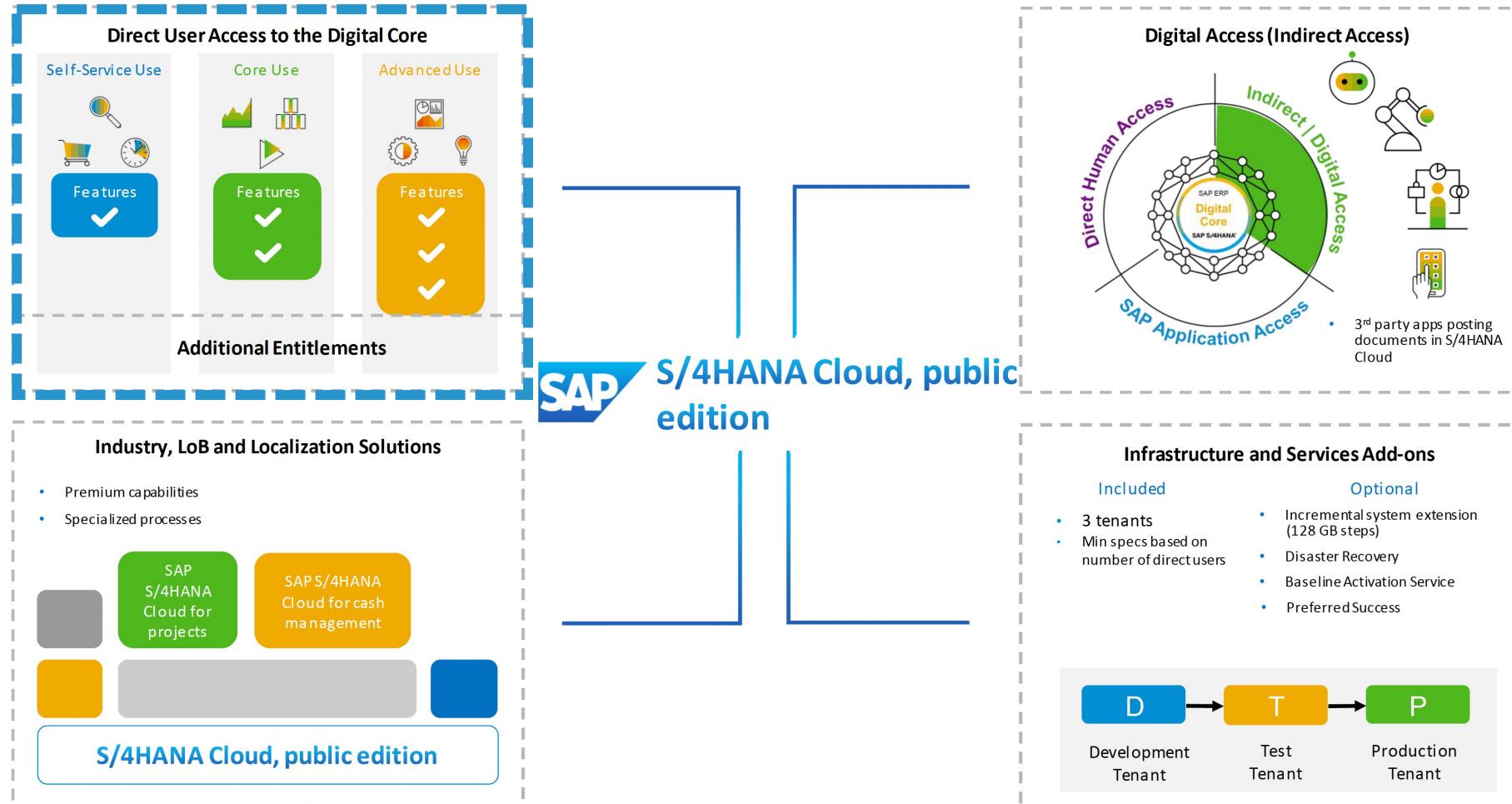
FINANCE > Receivables Mngt

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

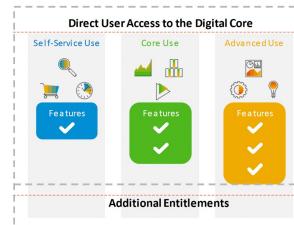
Minimum Purchase:

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



Cost – Software as a Service

User Capabilities

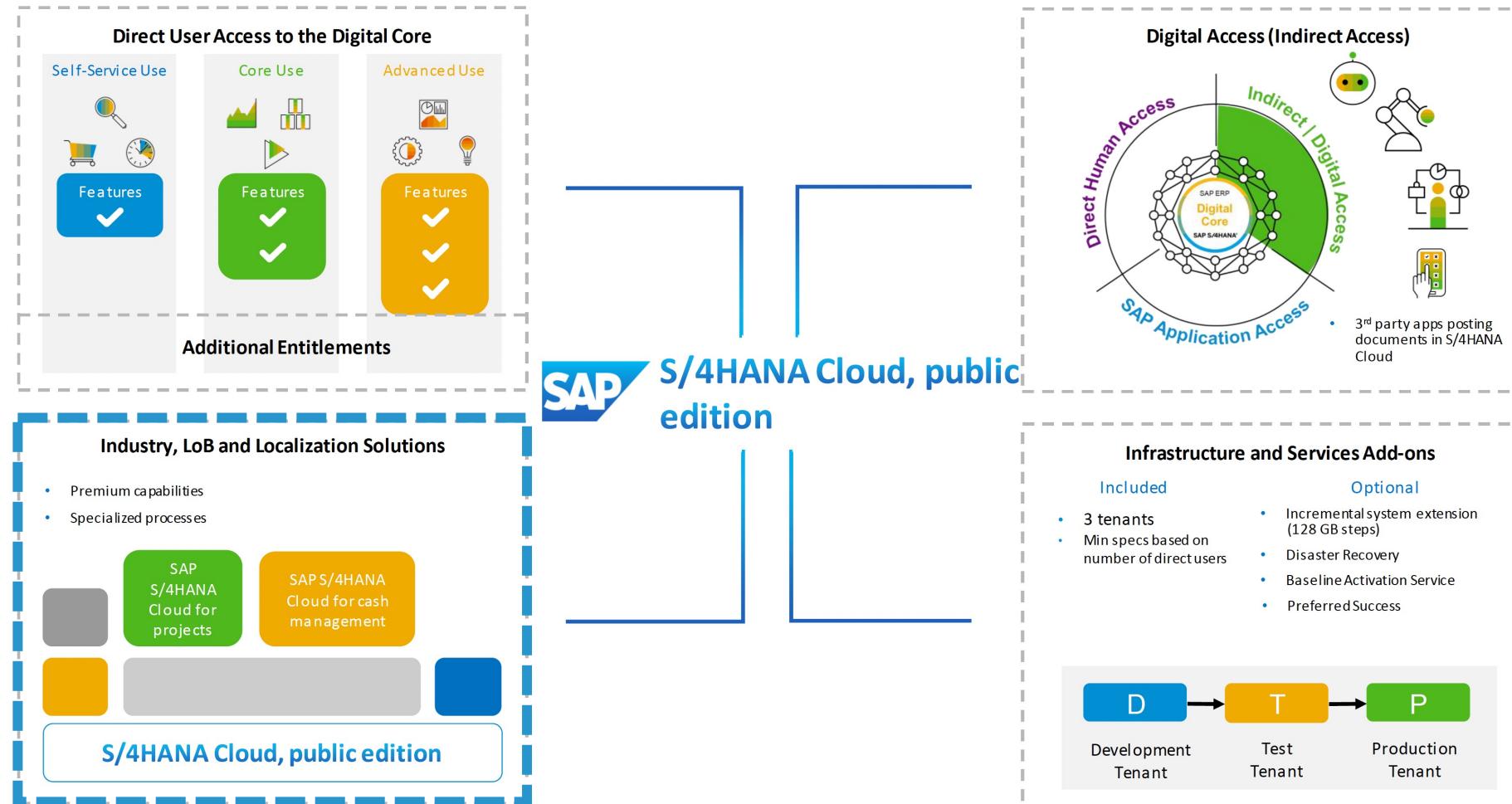


SAP S/4HANA CLOUD MODULES	Self-service User	Core User	Advanced User
Asset Management	<ul style="list-style-type: none"> Maintenance Execution 	All	All
Finance	None	None	All
HR	<ul style="list-style-type: none"> Organizational Management Time Sheet 	<ul style="list-style-type: none"> Organizational Management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



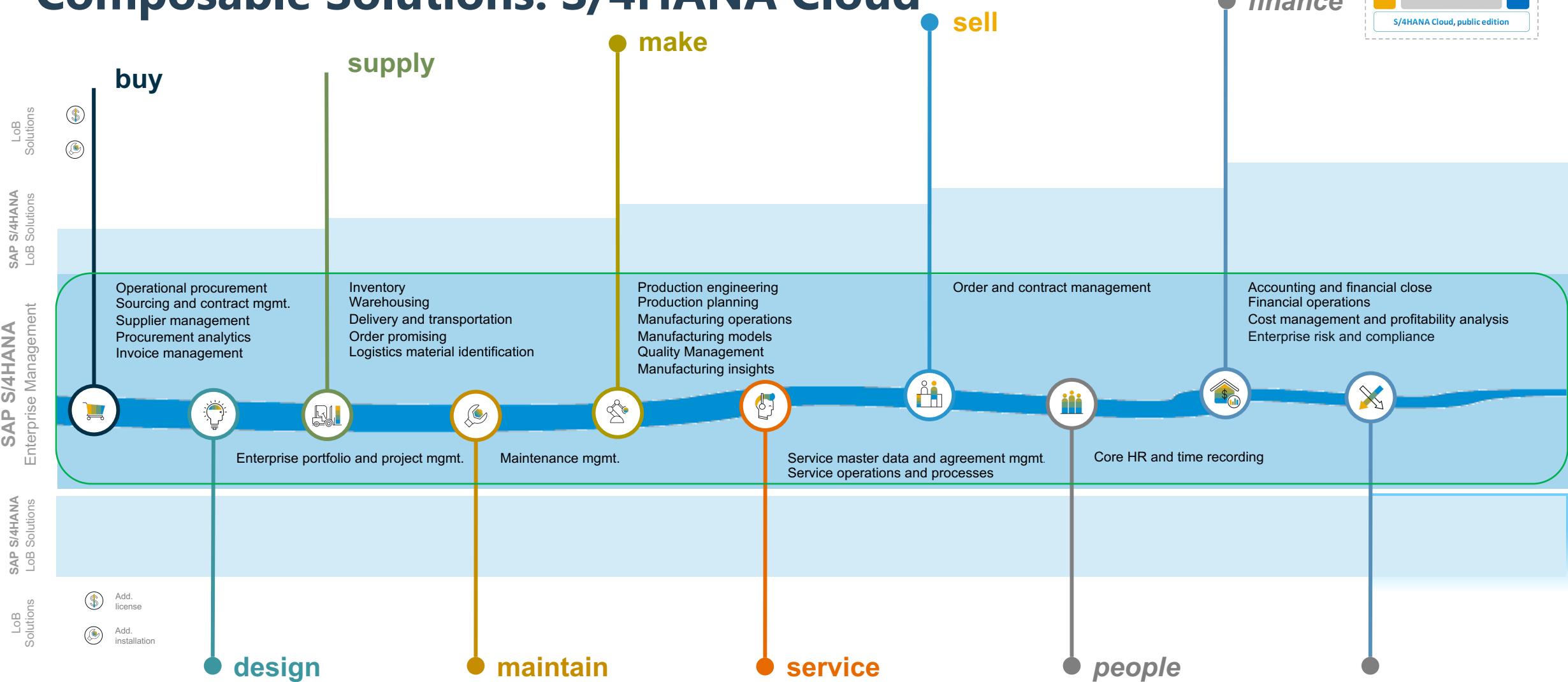
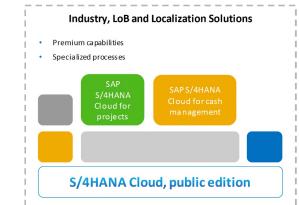
Cost – Software as a Service

SAP S/4HANA Cloud License Components



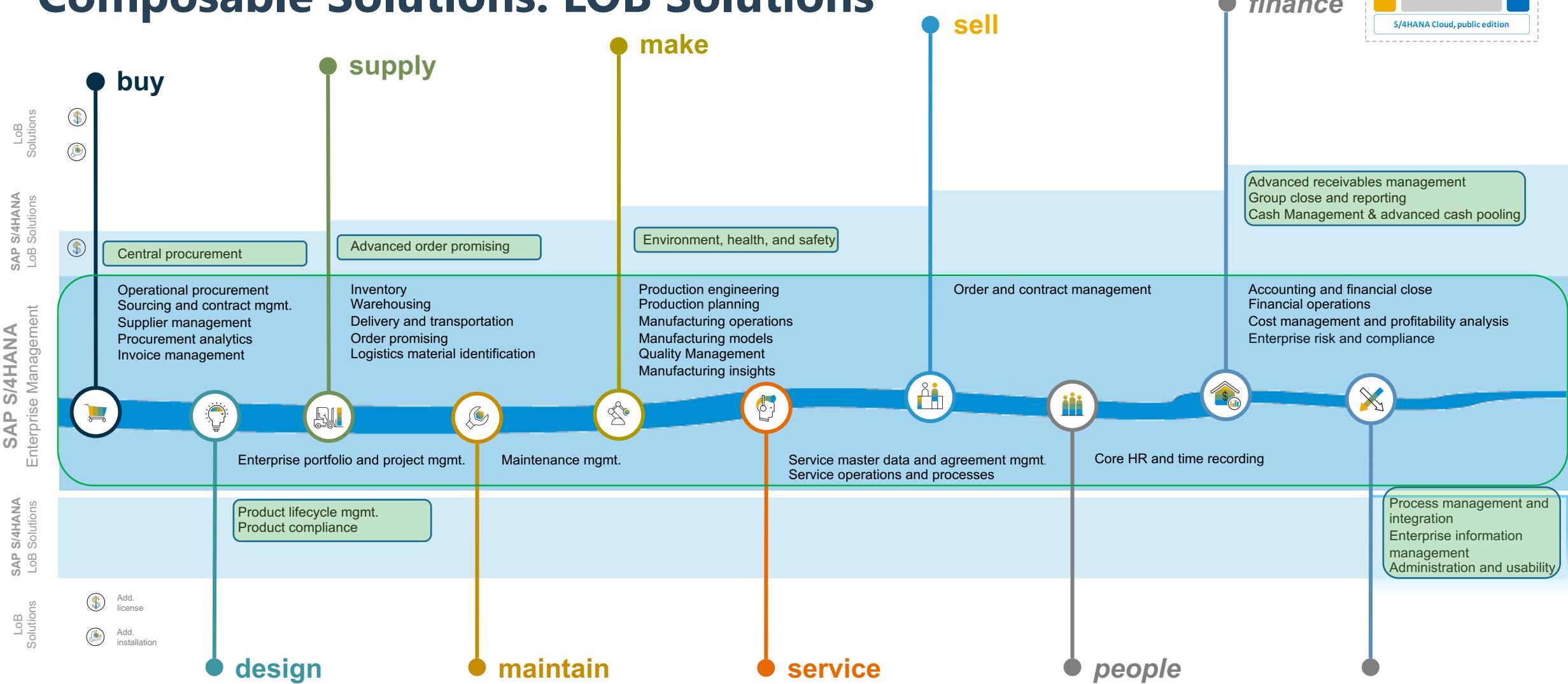
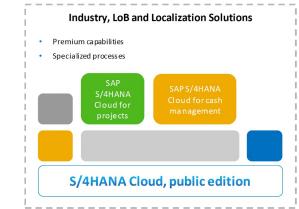
Industry & Line of Business Solutions

Composable Solutions: S/4HANA Cloud



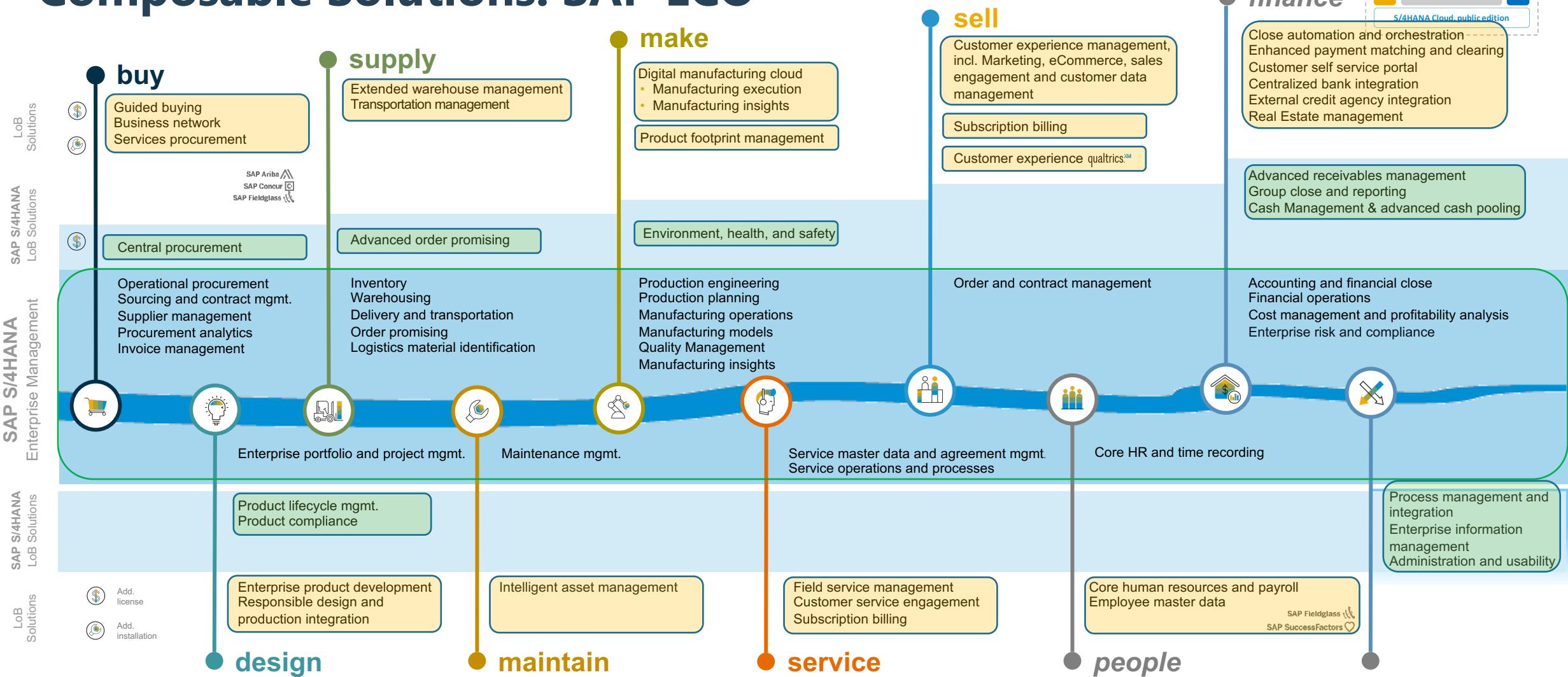
Industry & Line of Business Solutions

Composable Solutions: LOB Solutions



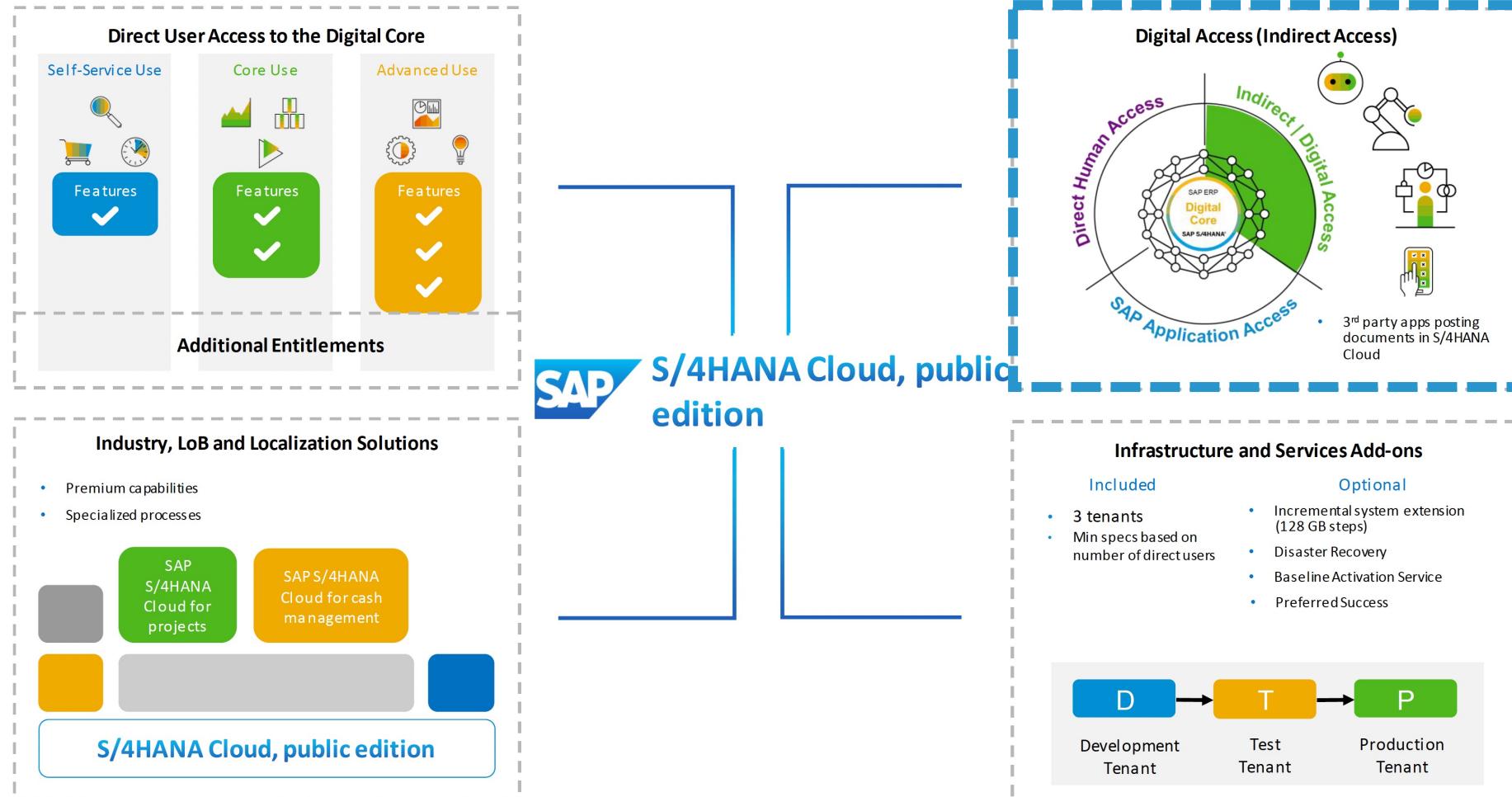
Industry & Line of Business Solutions

Composable Solutions: SAP ECO



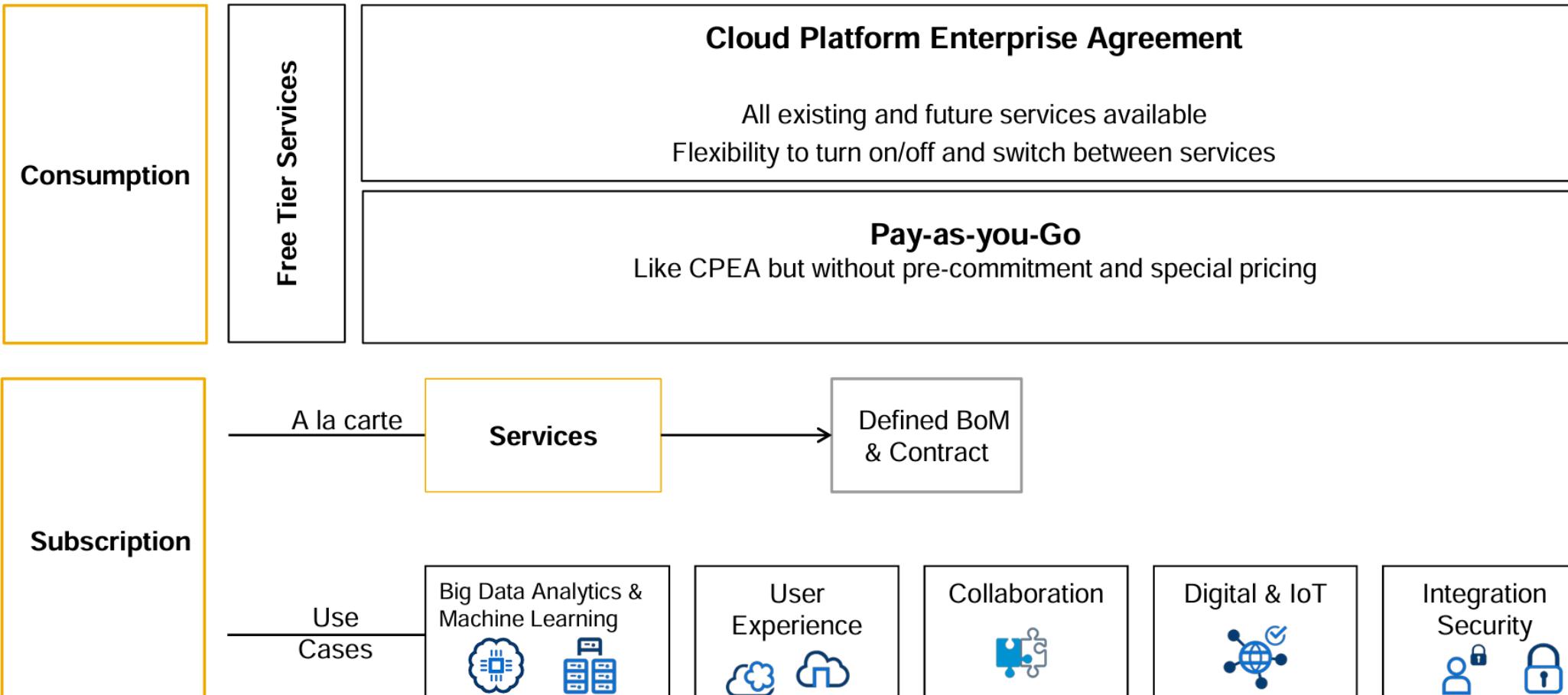
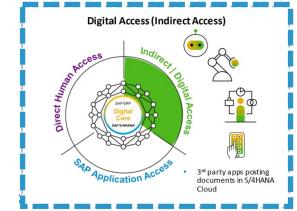
Cost – Software as a Service

SAP S/4HANA Cloud License Components



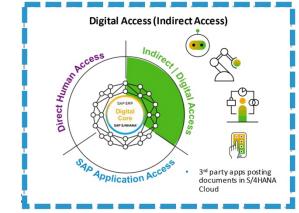
SAP BTP

Deployment Model

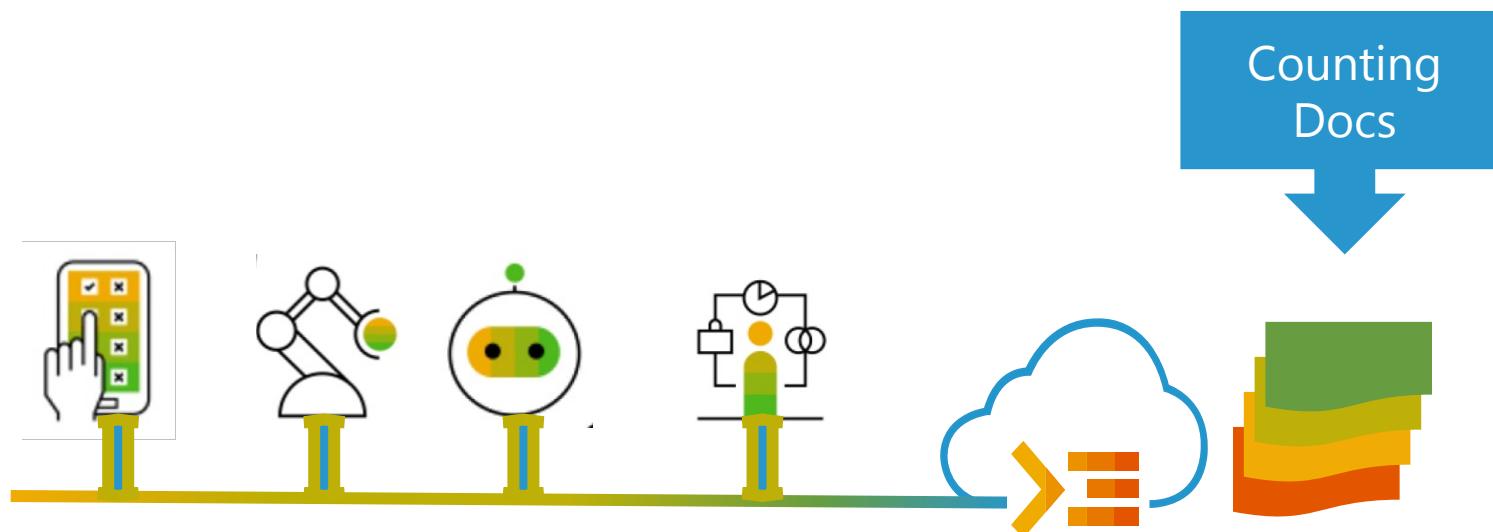


SAP BTP > Indirect - Digital Access

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	Multiplier
▪ Sales Document (counted at line item level)	1.0
▪ 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)	0.2
▪ Material Document (counted at line item level)	

License Calculation

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

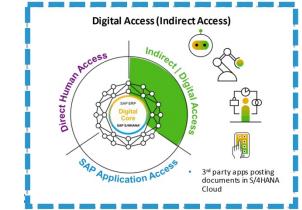
$(\text{Document } (\#) * \text{Multiplier}) + \dots + (\text{Document } (\#) * \text{Multiplier})$

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



SAP BTP > Cloud Platform Enterprise Agreement (CPEA)

To manage your SAP BTP Services



- 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

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

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

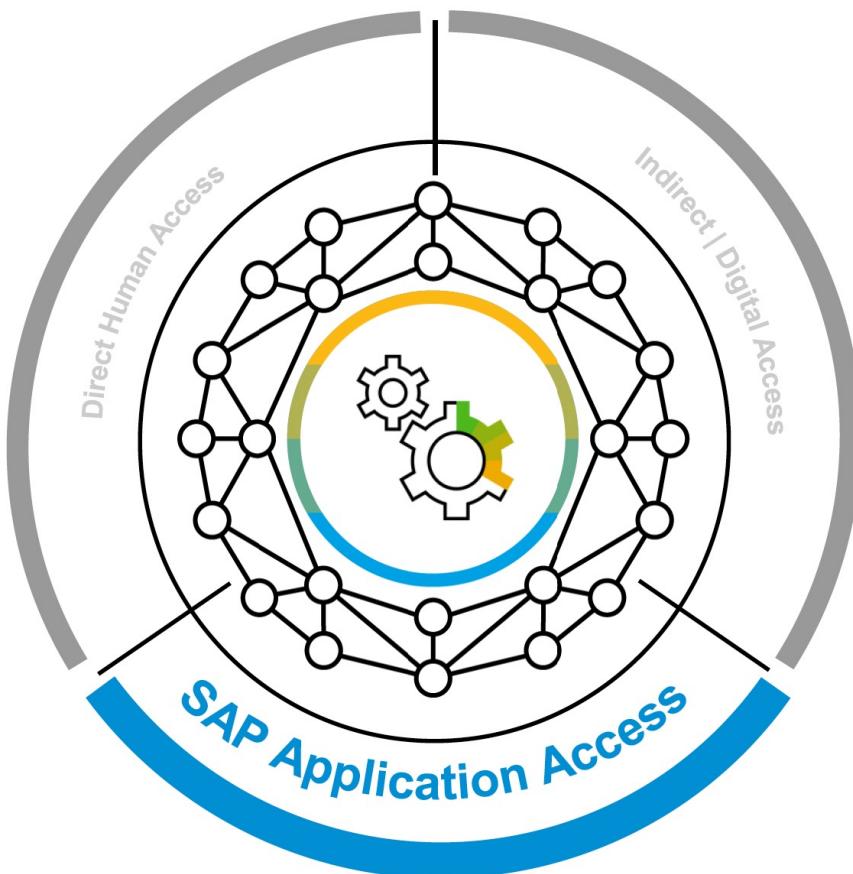
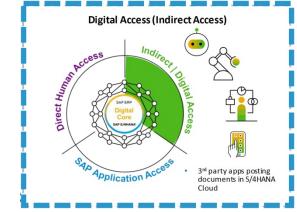
Translate UI texts and documents and get UI text suggestions during development.

Free Tier



SAP Digital Access

SAP Application Access



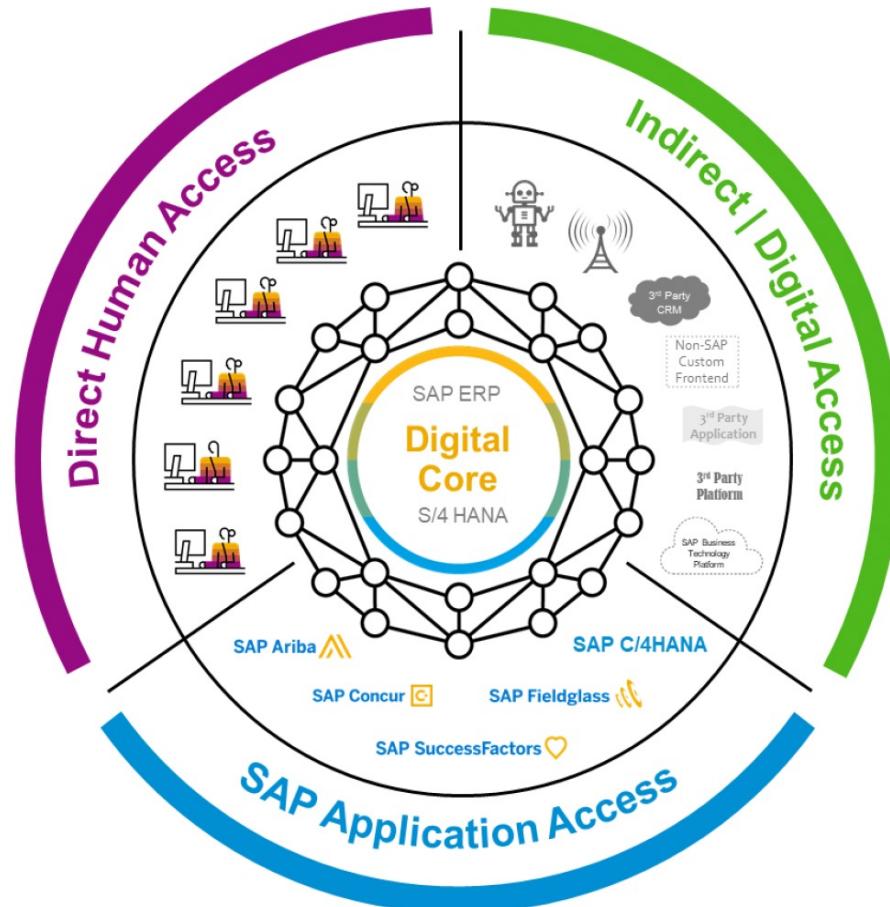
- **SAP Application Access** occurs when humans, devices, or RPA/bots use the Digital Core via another licensed **SAP Application**.
- “**SAP Applications**” refers to a line of business and industry applications (cloud and on-premise), as well as SAP Solution Extensions.

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.

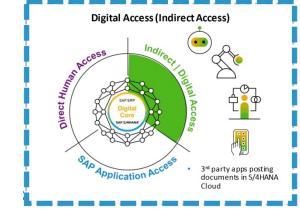


SAP Digital Access

In context of Robotics Process Automation (RPA)

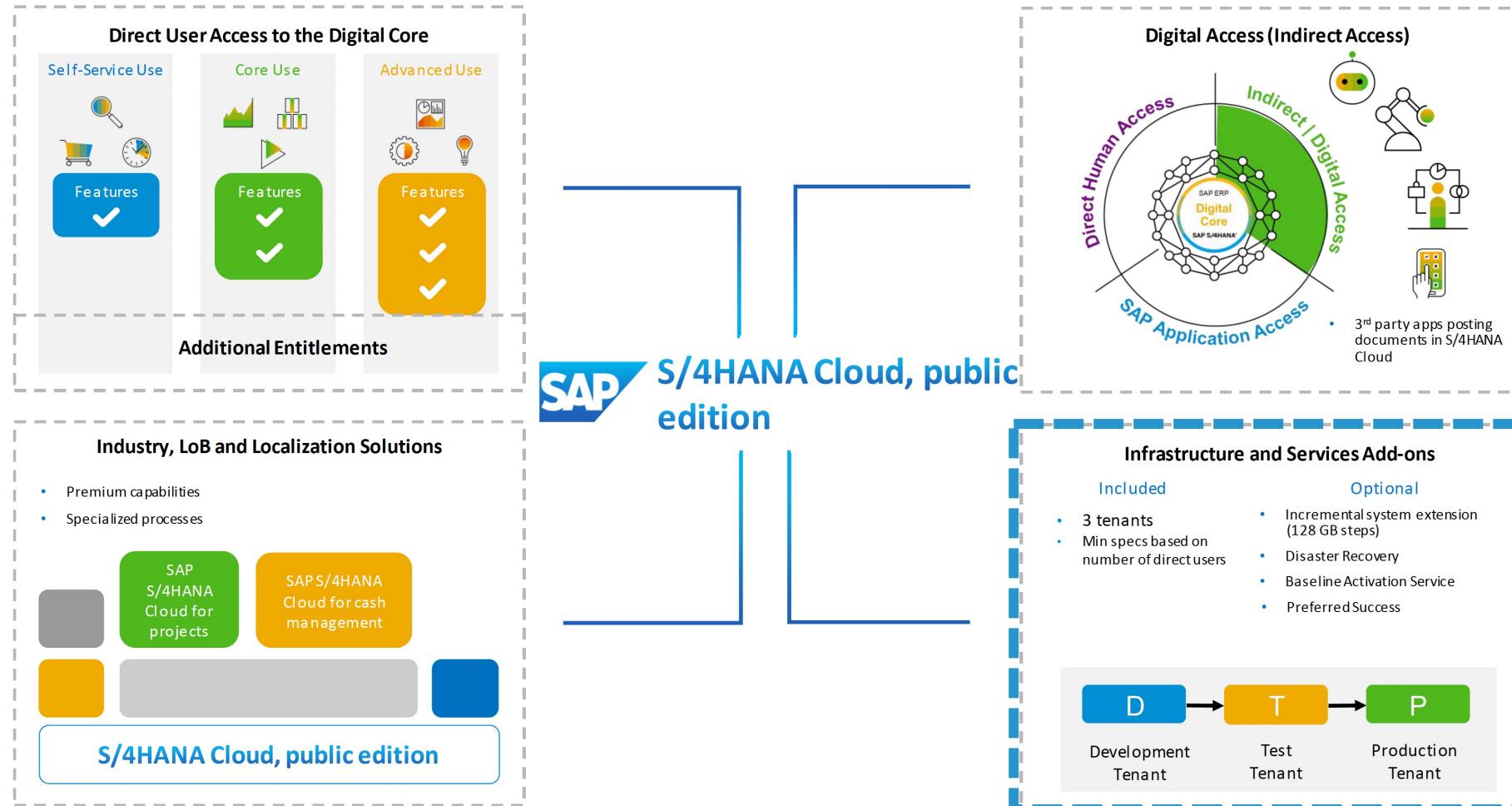


- Use of **SAP iRPA (intelligent Robotic Process Automation) bots** without additional licensing for both API and UI-based access to Digital Core
- Access to Digital Core with **attended third-party RPA bots** is considered as **human access** for scenarios where the bot is acting on behalf of this human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

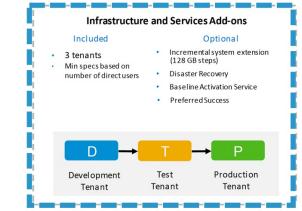
Infrastructure & Services

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

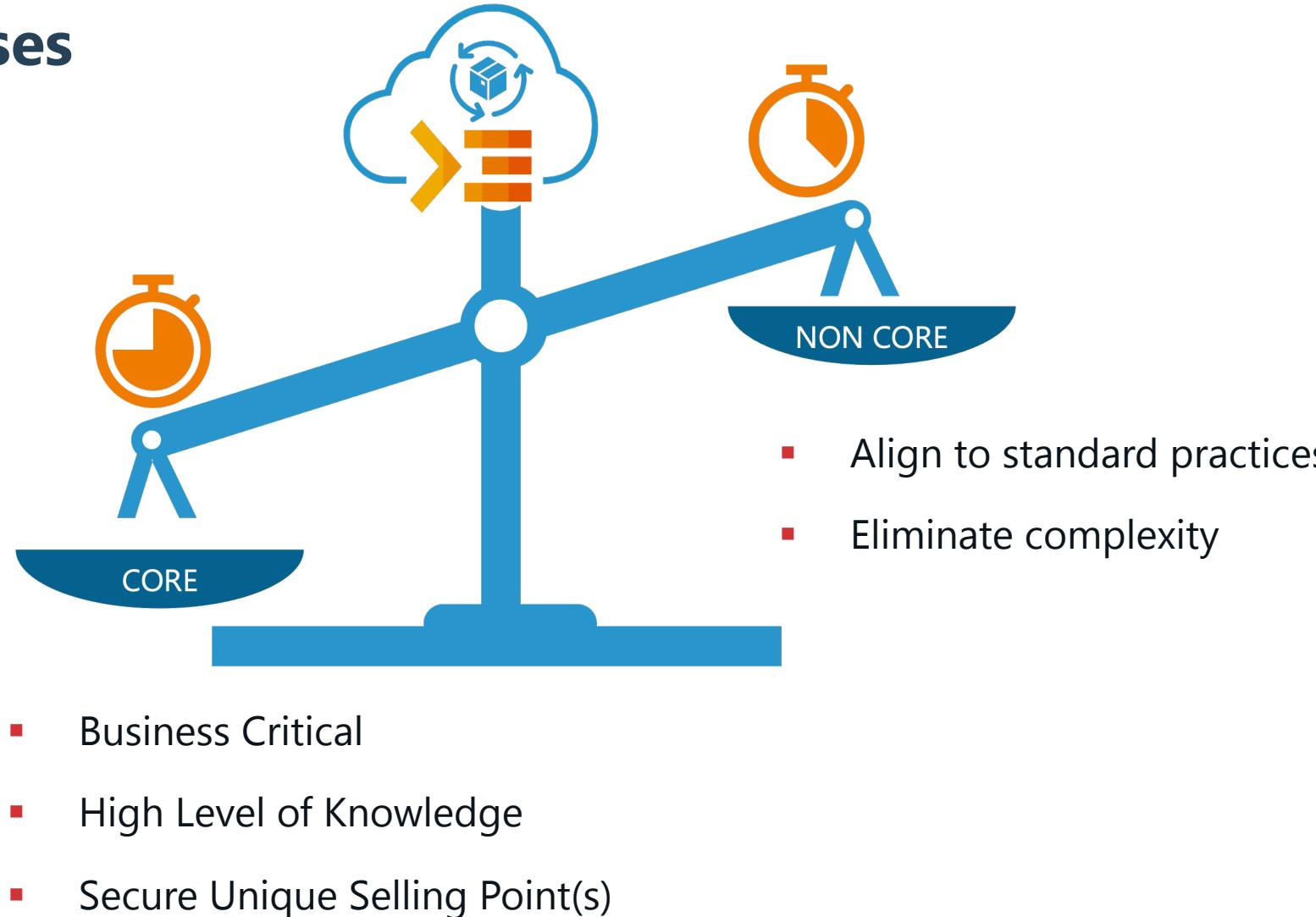
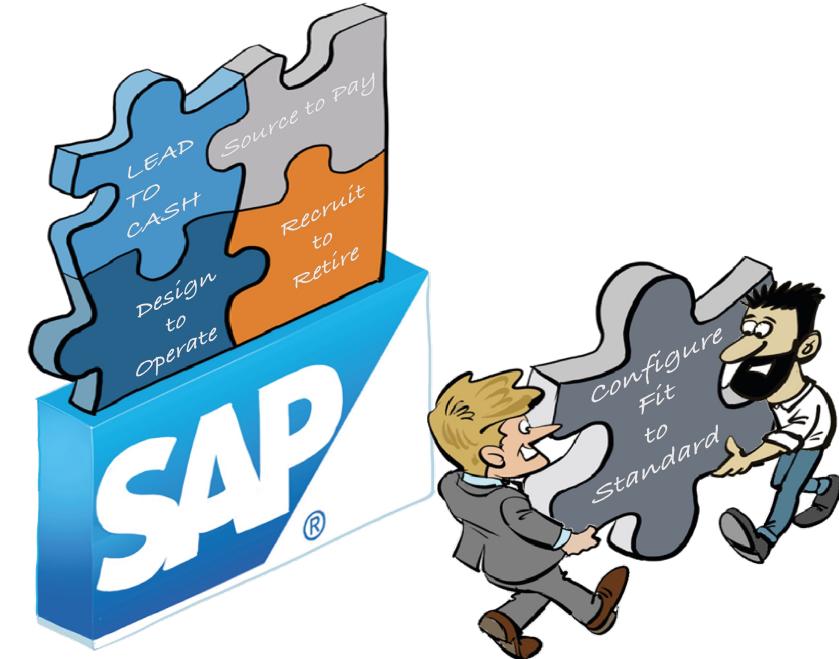
Change Management

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



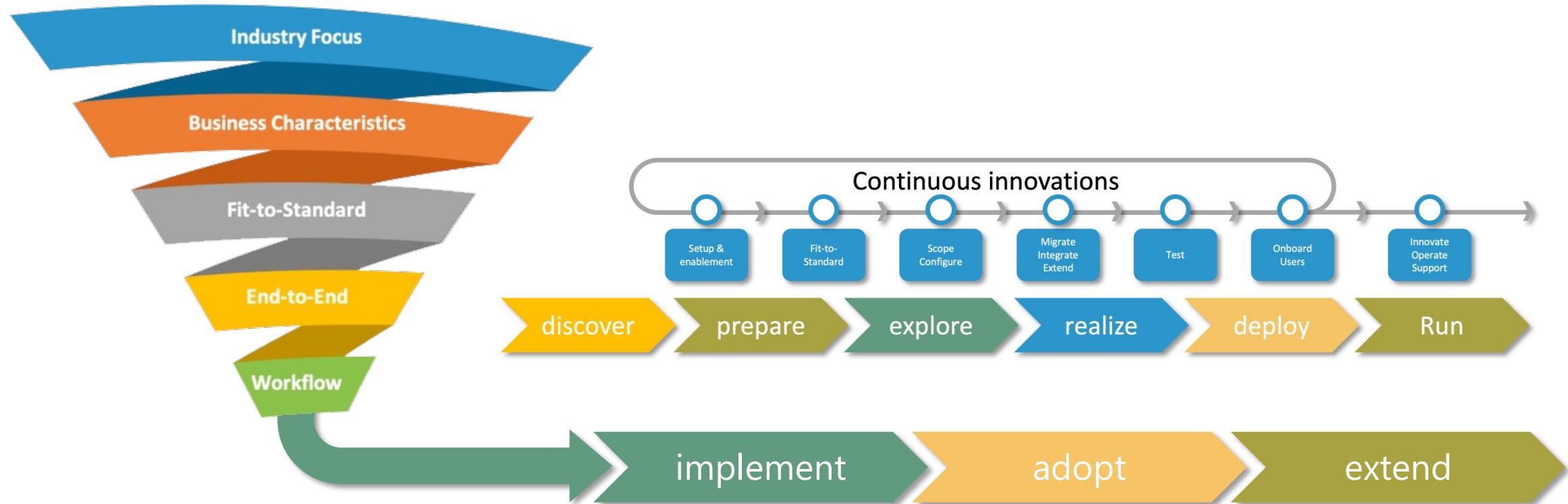
Consider to use Industry Best Practices

Differentiate your processes



SAP ACTIVATE & SCHEER ACCELERATORS

STEPWISE IMPLEMENTATIONS



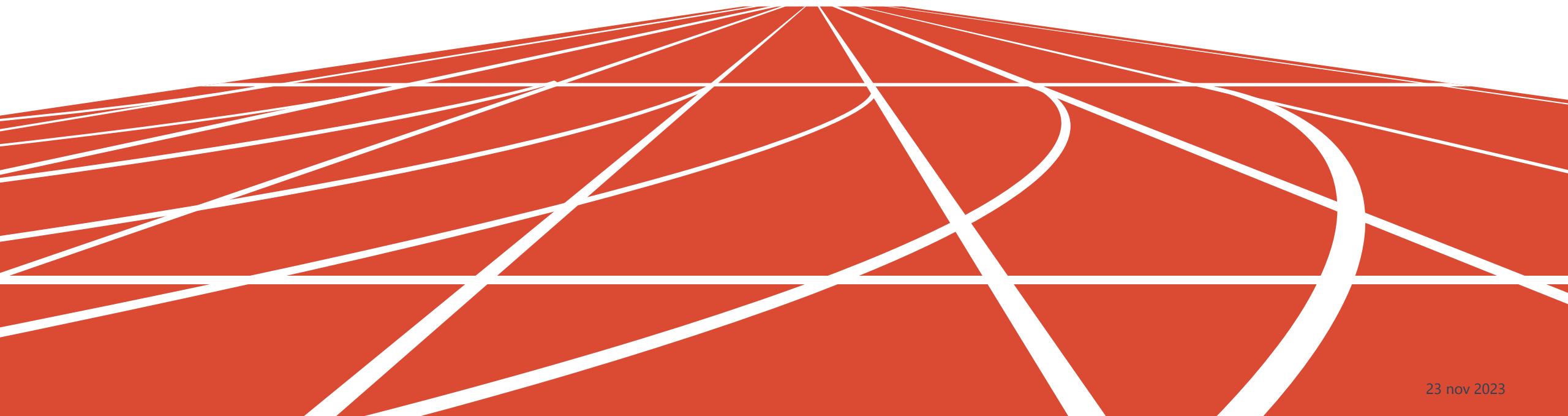
Running with Clean Core ERP

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

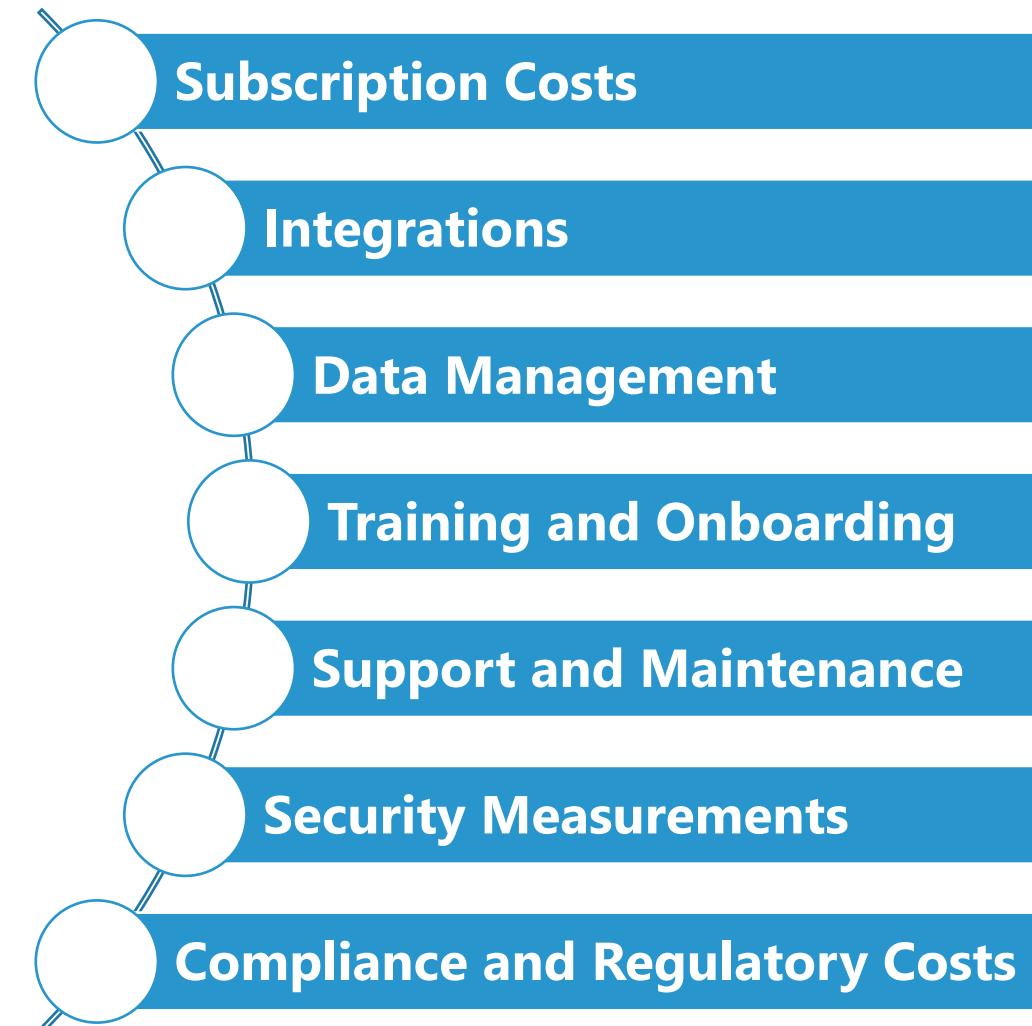
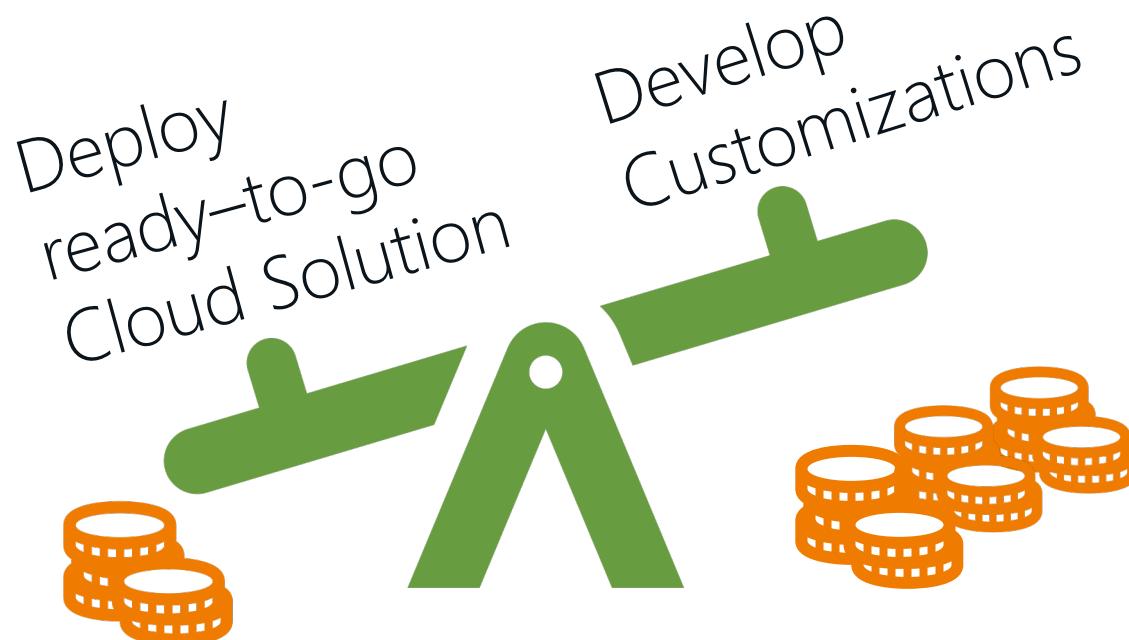
Non-Standards means **impact to :**

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



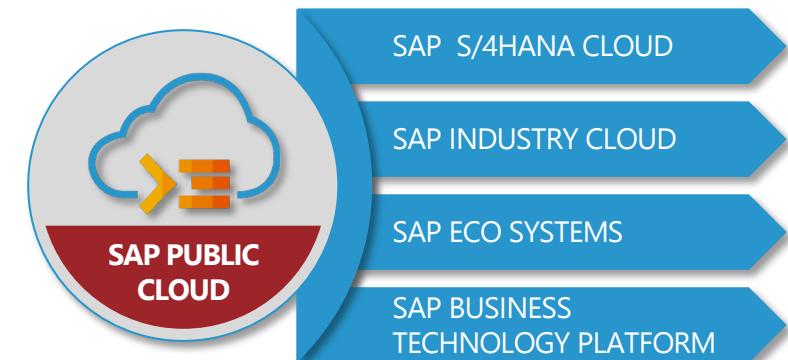
Deploy SAPS/4HANA CLOUD & SAP BTP

What's impacting your cost?



Impacts to Cost of Ownership

Deploy Customized Solutions



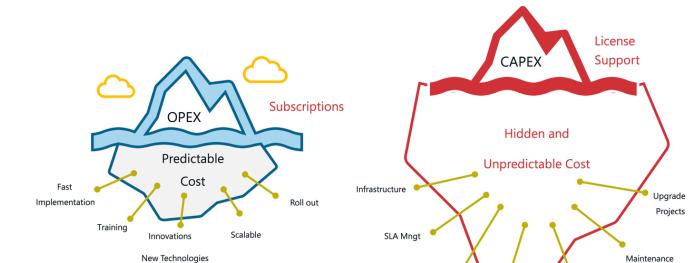
COMPOSABLE
CLOUD ARCHITECTURE



Moving to SAP Public Cloud

Full SaaS Solution, including innovations

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



€€€ = CAPEX

💡 = Specialized Skills



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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



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Q & A



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SAP S/4HANA Cloud, Public Edition

Schedule Webinar Specials 2024

Thursday Feb 8th : **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 18th : **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 13th : **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





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Thank you for your Attention!