

# PRESENTATION



## SAP S/4HANA Cloud, Public Edition

### Myths & Perceptions

- Key Characteristics of S/4HANA Cloud, Public Edition
- Myths & Perceptions of S/4HANA Cloud, Public Edition
- How to implement SAP S/4HANA Cloud, public edition
- Q&A

WEBINAR SPECIALS

# Webinar begint om 14:02

U luistert via de luidsprekers van uw pc of laptop naar de presentatie.

Vragen kunnen via de Chat functie worden gesteld.

Indien gewenst kunt u "*on stage*" uw vraag/opmerking maken.



## Schedule Webinar Specials

2024	Special
19 sept	Finance & Control
10 okt	Supply Chain Management
<b>21 nov</b>	<b>Myths &amp; Perceptions</b>
2025	Special
13 feb	Overstappen van SAP ECC naar de Public Edition
10 april	Manufacturing Special
19 juni	Maatwerk in de Cloud, kan dat? Ja, zeker!





**Most experienced partner**

**SAP S/4HANA CLOUD, PUBLIC EDITION**

Scheer. The Process Experts.

## Presenters



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## Host

## Moderator

# Agenda

Introduction Scheer	Key Characteristics of S/4HANA Cloud, Public Edition	Myths & Perceptions of S/4HANA Cloud, Public Edition	How to implement SAP S/4HANA Cloud, public edition?
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# Scheer worldwide

**30**  
offices

**> 1.500**  
customers

**Main markets:** America, Asia, Europe

**Main sectors:** chemicals, consumer products and retail, financial services and insurance, government, higher education and research, manufacturing and automotive, pharmaceuticals and life science, service sector, utilities

**> 1.000**  
employees



## Our focus on S/4HANA Cloud **Public Edition**

Our core competency is

- Harmonizing **SAP Best Practices** with your required end-to-end business processes
- Our preferred method is to create a **Cloud Mindset** with a process oriented "**fit-to-standard**" approach. Talk the language of the business.
- Our goal is to establish an **intelligent ERP foundation**, facilitating the seamless adoption of future innovations of SAP's Public Cloud solutions.

**GROW  
WITH  
SAP**

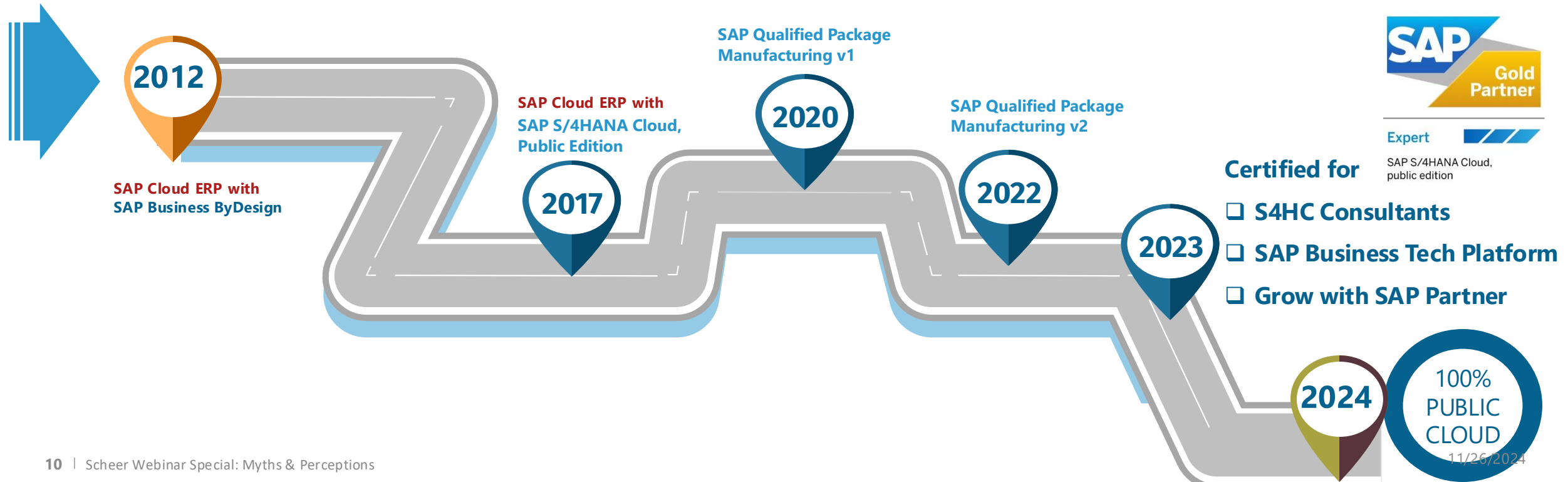
Partner

Competency Area	Achievement Status
> <b>Business Transformation Management</b>	
> <b>GROW with SAP</b>	
> <b>SAP Business Technology Platform</b>	



## Our SaaS-ERP Footprint

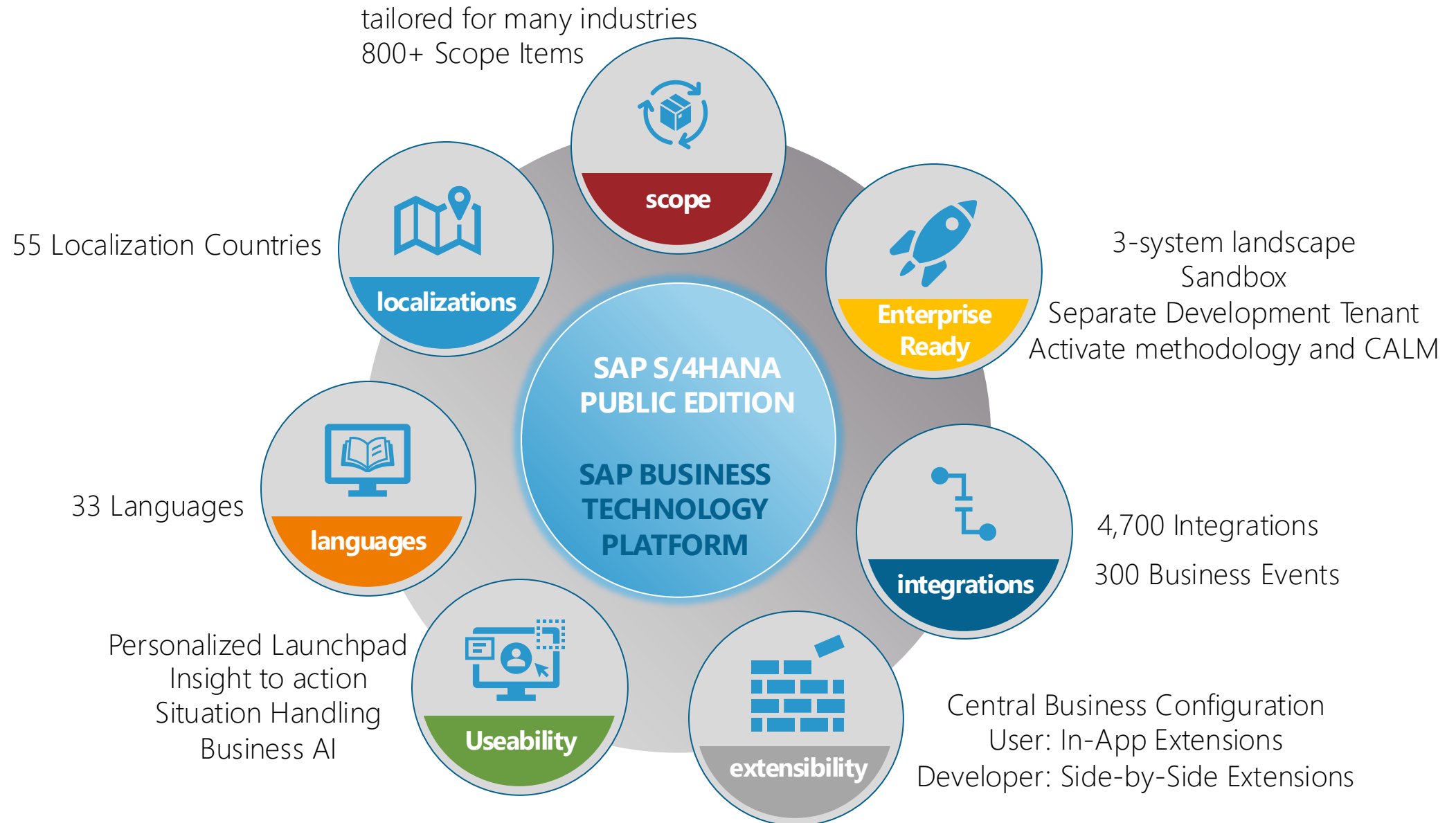
# with SAP Public Cloud ERP: **SAP S/4HANA Cloud Public Edition**



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Q&A			

# S/4HANA Cloud, Public Edition – The key characteristics





# S/4HANA Cloud, Public Edition – Intelligence

with predictive analytics, machine learning technologies, and automation

## SAP S/4HANA Cloud Public Edition

### Insight-to-action

Enable data-driven decisions with embedded analytics + predictive analysis

### Situation handling

Identify business issues, notify end users, and provide follow-up actions.

### Process automation

Automate time-consuming tasks and improve workflows by minimizing manual tasks

### Machine learning

to enable automation, predictive analytics and improved decision making

### Collaborative ERP

Collaborate with peers in directly from the ERP processes



Finance



Sales



Procurement



Services



Manufacturing



Supply chain



Cross  
Functions

### Cash application

Automate accounts receivable with machine learning

### Sales order automation

Create sales orders by extracting document information automatically

### Supplier invoice automation

Automate supplier invoice processing with document information extraction

### Intelligent Resource Management

Find resources based on skill and availability matching

### Demand-driven MRP

with ML-based buffer level optimization

### Inventory optimization

with ML-based prediction of Slow-/Non-Moving Stock

### MS Teams Integration

Collaborate in the context of ERP with the leading tool

*Selected use case examples*



# S/4HANA Cloud, Public Edition – Intelligence

## 2408 SP2 introduces powerful new AI based on Generative AI



**Joule** A copilot that truly understands your business

Microsoft Co-pilot Integration

### SAP S/4HANA Cloud Public Edition

**Insight-to-action**

**Situation handling**

**Process automation**

**Machine learning**

**Collaborative ERP**

**Generative AI**

embedded in the ERP to automate, simplify + improve decisions



Finance



Sales



Procurement



Services



Manufacturing



Supply chain



Cross Functions

Financial Business Insights

AI-Driven Back Order Processing

Intelligent Matching of Employees to Projects

Hands Free Production Order Management

Smart Summarization  
Easy Filter

Cash application

Sales order automation

Supplier invoice automation

Intelligent Resource Management

Demand-driven MRP

Inventory optimization

MS Teams Integration

*Selected use case examples*

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# SAP S/4HANA Cloud, Public Edition - Myths and Perceptions

1. S/4HANA Cloud, Public Edition is not customizable
2. Public Edition is only suitable for small or medium sized business (SMBs)
3. Public Edition is less secure than On-premise solutions
4. Public Edition lacks Industry specific capabilities
5. It cannot integrate with non-SAP systems
6. Updates are disruptive and hard to manage
7. Migrating to Public Edition is overly complex and costly
8. Public Edition is "one-size-fits-all"
9. Public Edition is only for greenfield projects
10. There is limited control over the system compared to on-premise

# 1. Not Customizable? → Ready-to-Run industry best practices



## Finance

- Accounting and Financial Close
- Receivables and Payables Mgmt.
- Cost Mgmt. & Profitability Analysis
- Treasury & Working Capital Mgmt.
- Governance, Risk and Compliance



## Procurement

- Sourcing and Contract Management
- Operational Procurement incl. buying experience
- Supplier Management & supplier invoice management
- Procurement Analytics



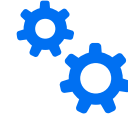
## Sales

- Customer Order Management
- Customer Returns
- Billing and Invoicing
- Price Management
- Sales Rebate Management
- Sales Analytics



## Service

- Service Order Management
- Service Contract Management
- In-House Repair
- Service Execution
- Service Billing and Invoicing
- Service Monitoring and Analytics



## Cross Functions

- Extensibility and Integration
- Embedded Analytics
- Situation Handling
- Responsibility Management
- Data Protection and Privacy

## SAP S/4HANA Cloud Public Edition



## Manufacturing

- Material Requirements Planning incl. Demand Driven and/or Predictive MRP
- Make to Stock, Make to Order & Engineer to Order
- Quality Management
- Environment, Health and Safety



## R&D

- Project Control
- Product Compliance
- Advanced Variant Configuration
- Product Change Management
- Bill of Materials Management



## Asset Management

- Asset Health Monitoring
- Asset Fault and Incident Response Management
- Tactical Asset Management Planning
- Asset Management Resource Planning



## Supply Chain

- Core Inventory Management
- (Advanced) ATP Processing
- Warehouse Management
- Transportation Management
- Logistics Cross Topics (Batch Serial Number, Handling Unit, Business Process Scheduling)



## Industry Capabilities

- Service Industries
- Discrete Industries
- Consumer Industries
- Energy & Natural Resources
- Public Services

[Link](#) to SAP Process navigator



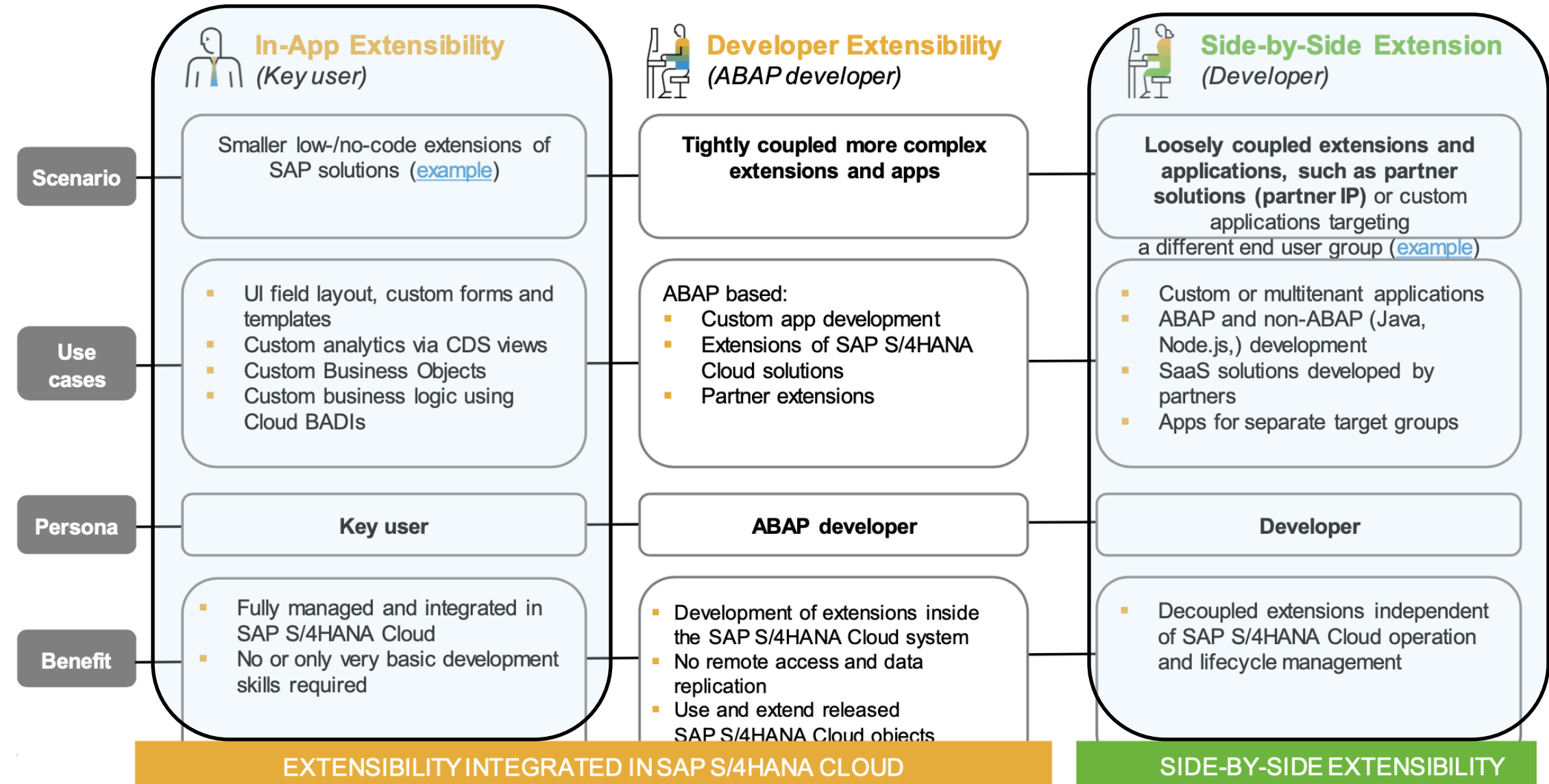
# 1. Not Customizable? → Central Business Configuration

## Define Scope

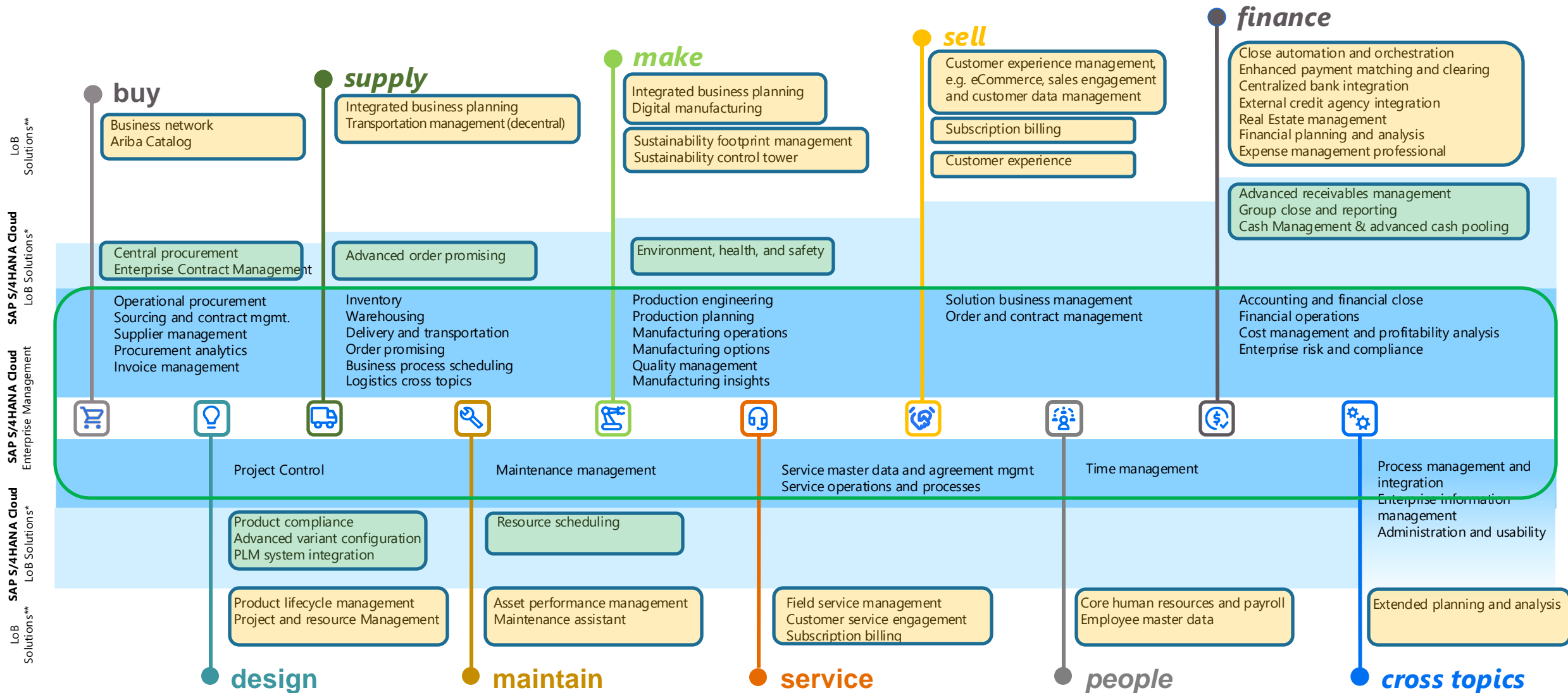
Project Name: TDD New Demo System Customizing Status: **Completed** Countries / Regions:: Germany, Netherlands

The screenshot displays the SAP Project Experience interface for a project named "TDD New Demo System Customizing". The status is "Completed". The interface shows a sidebar with a search bar and a list of items under "Bundles (3)" and "Scenarios (572)". The main content area is titled "TDD New Demo System Customizing" and includes tabs for "Activities", "Configuration Activities", "Teams", and "Deployment Targets". The "Configuration Activities" tab is active, showing a list of activities under "Sales". A sidebar on the left lists various configuration areas, including "Configure Marketing", "Configure Service", "Configure Manufacturing", and "Configure Real Estate, Facilities and Equipments". The "Configure Service" section shows a progress bar with "Total 51", "In Progress 0", and "Completed 0" activities. The "Configure Manufacturing" section shows a progress bar with "Total 62", "In Progress 0", and "Completed 0" activities. The "Configure Real Estate, Facilities and Equipments" section shows a progress bar with "Total 0", "In Progress 0", and "Completed 0" activities. The "Configuration Activities" list on the right includes items like "Pricing Procedure Counter Grouping", "Specify Storage Locations for Follow-Up Activities", "Define Rules for Picking Location Determination", "Change Field Catalog for Condition Tables", "Assign Sales Document Types Permitted for Sales Areas", "Sell from Stock", "Map Responsibility Management Functions to JIT Actions", "Assign Condition Types to Exclusion Groups", "Set Copying Control: Sales Document to Sales Document", "Define Instructions for Planning Delivery Schedules", "Automation of Order-to-Invoice with Ariba Network", "Define Text Types for Sales Texts in Customer Master", "Specify Authorization Validity Periods", "Sales Scheduling Agreements", "Define Scheduling By Sales Document Type", "Assign Incompleteness Procedures to Delivery Item Categories", "Define Formulas for Validity Dates", and "Define Text Types for SD Document Item".

# 1. Not Customizable? -> Extensibility options

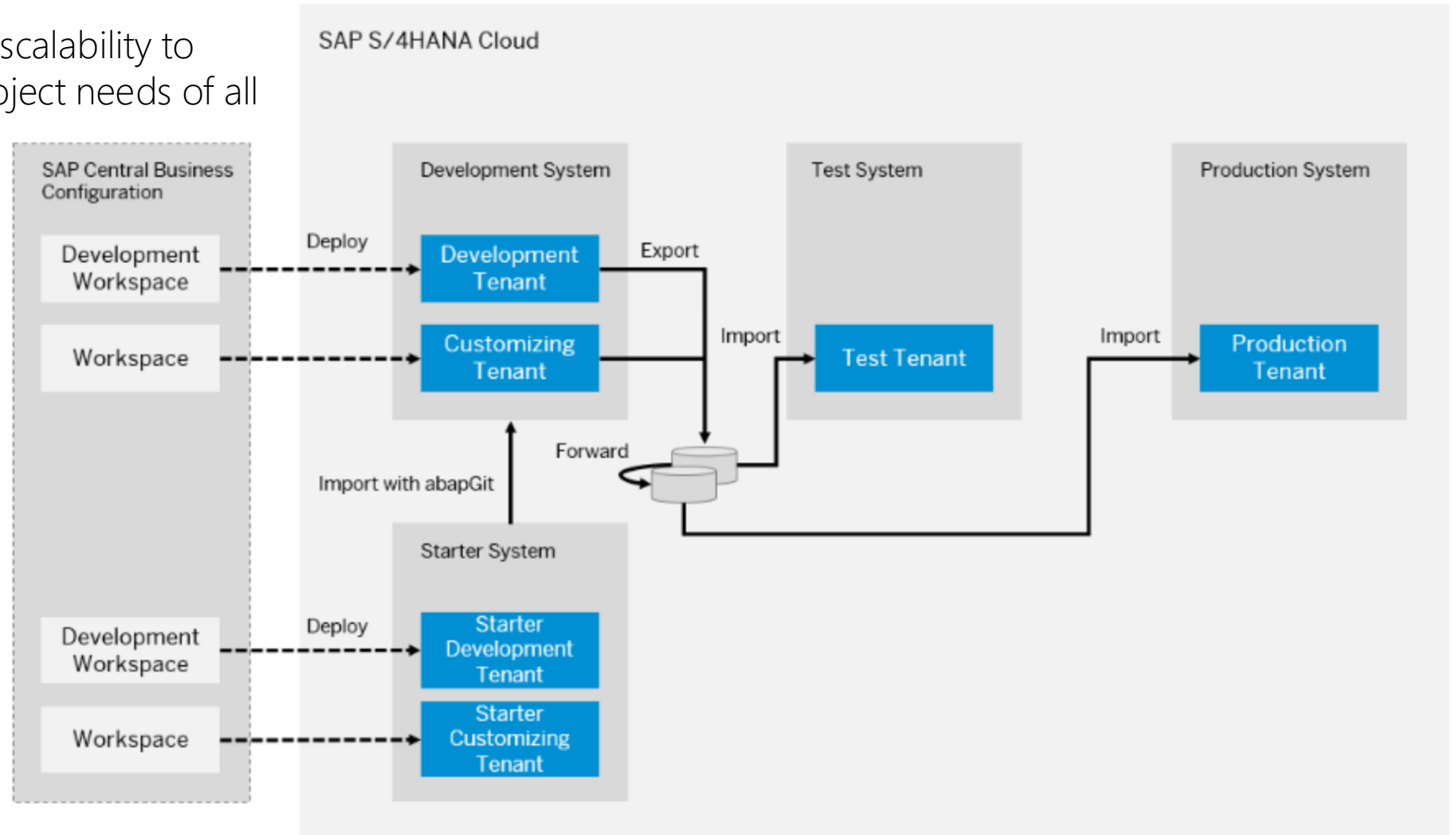


## 2. Only suitable for SMB's -> Modular Application Portfolio



## 2. Only suitable for SMB's -> 3 SL for Enterprise Readiness

3 SL delivers control and scalability to serve implementation project needs of all project sizes



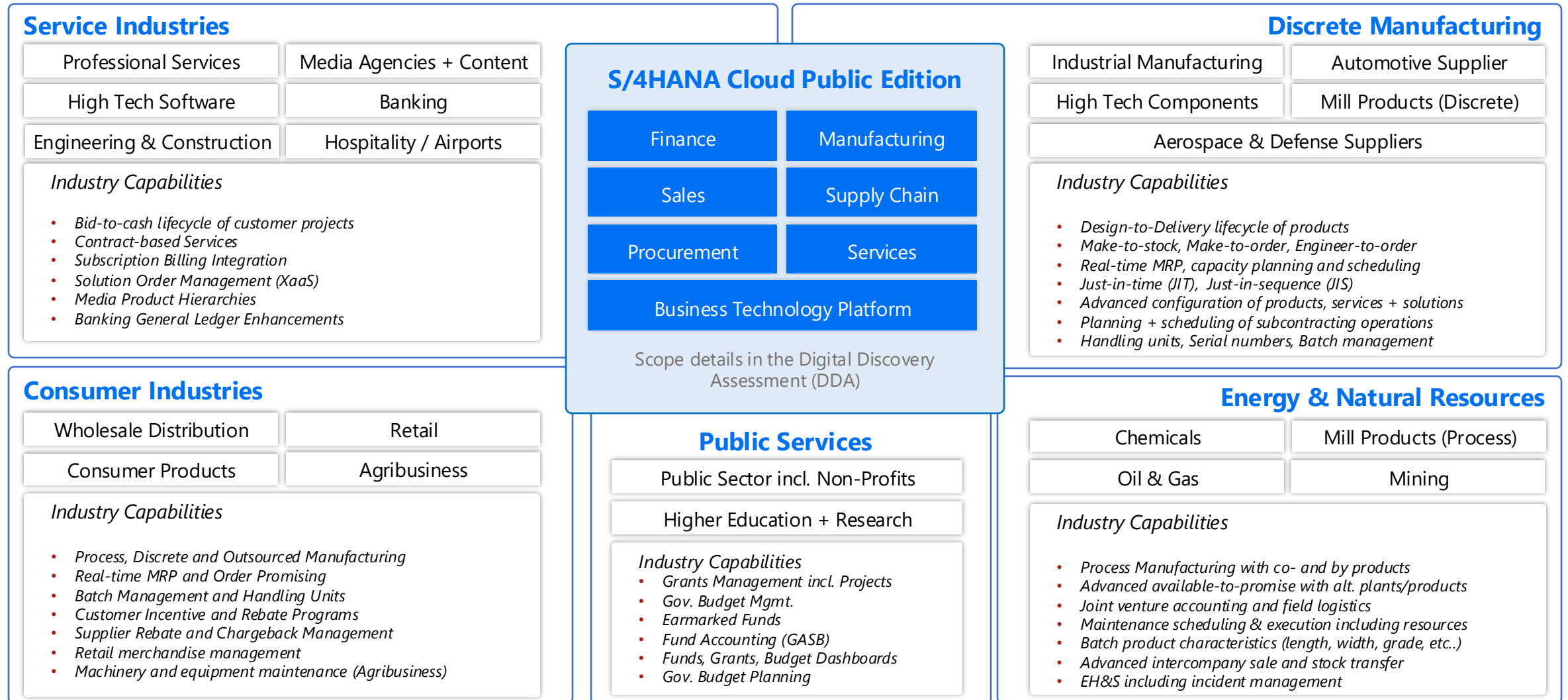
## 3. Less secure as On-premise -> SAP Trust Center

The SAP cloud portfolio is built on a strong, reliable, and secure foundation.

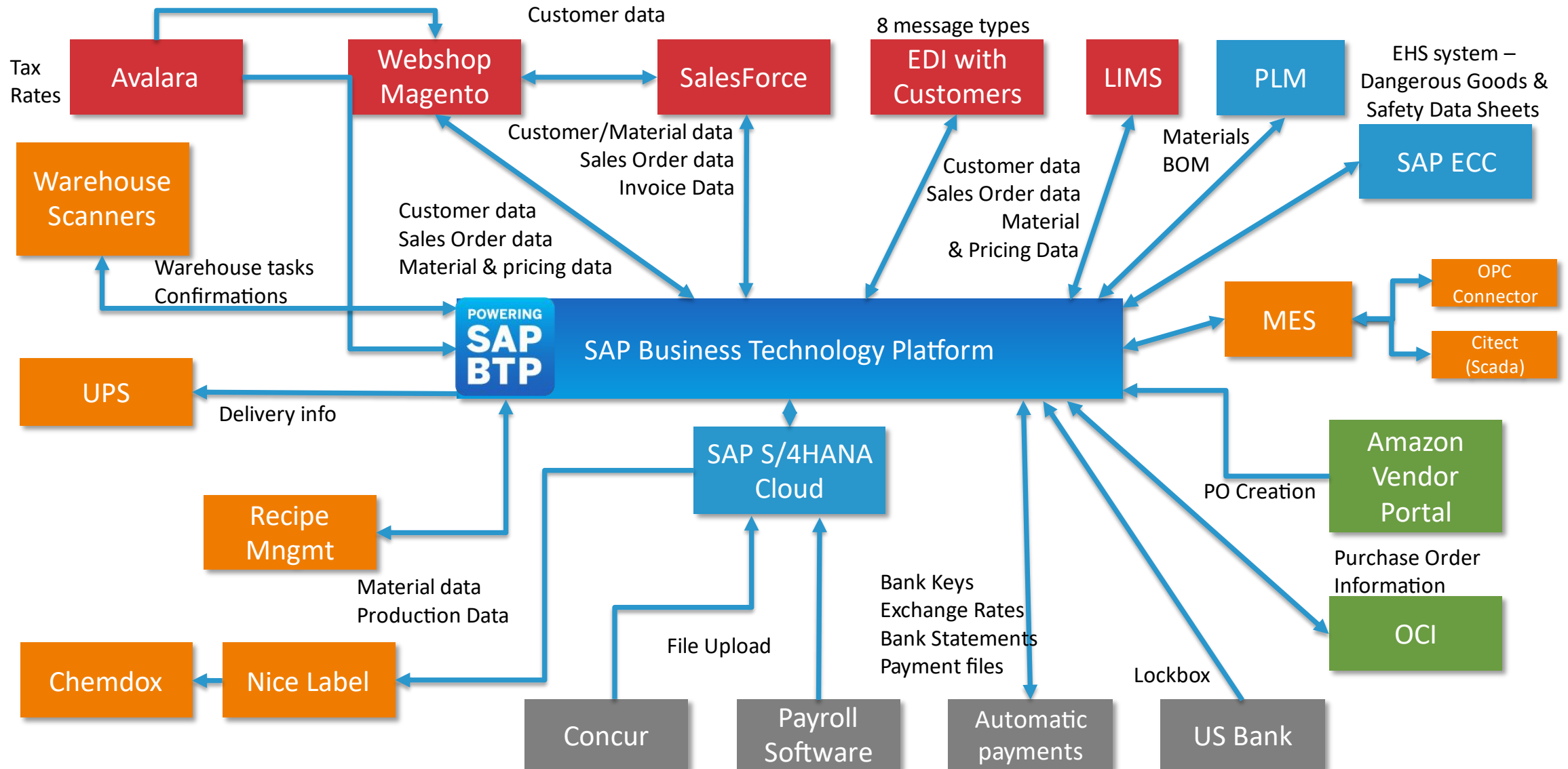
Global cloud delivery services through SAP **protect you from external threats, help you collect and process personal data lawfully, and enable you to meet regulatory and compliance requirements.**

ISO/BS Certificates	System and Organization Controls (SOC)	Industry-specific offerings	Regional offerings	Other offerings
<p><b>ISO 9001 Quality Management System</b></p> <p>Based on quality management principles including strong customer focus and involving top SAP management with the ultimate goal of continuous improvement.</p> <p><a href="#">Find an ISO 9001 certificate &gt;</a></p>		<p><b>ISO/IEC 27001 Security Management System</b></p> <p>Provides a holistic, risk-based approach to security and a comprehensive and measurable set of information security management practices.</p> <p><a href="#">Find an ISO/IEC 27001 certificate &gt;</a></p>		<p><b>ISO 22301 Business Continuity Management System</b></p> <p>Protects business operations from severe disruption, such as extreme weather, fire, natural disaster, theft, IT outage, and more.</p> <p><a href="#">Find an ISO 22301 certificate &gt;</a></p>
<p><b>BS 10012 Personal Information Management System</b></p> <p>Includes employee security awareness training, risk assessments, data retention, and disposal.</p> <p><a href="#">Find a BS 10012 certificate &gt;</a></p>		<p><b>ISO/IEC 27018 Code of Practice for Personally Identifiable information</b></p> <p>Guidance for cloud service providers to protect personally identifiable information (PII). Supports ISO/IEC 27001 by recommending information security controls for protecting personal data in the public cloud.</p> <p><a href="#">Find an ISO 27018 certificate &gt;</a></p>		<p><b>ISO/IEC 27017 Code of Practice for Cloud Service Information Security</b></p> <p>Codes of practice for information security controls for cloud services. Supports ISO/IEC 27001 by providing guidance on cloud-specific information security controls.</p> <p><a href="#">Find an ISO/IEC 27017 certificate &gt;</a></p>

## 4. Lacks Industry specifics -> Ready to Run industry best practices



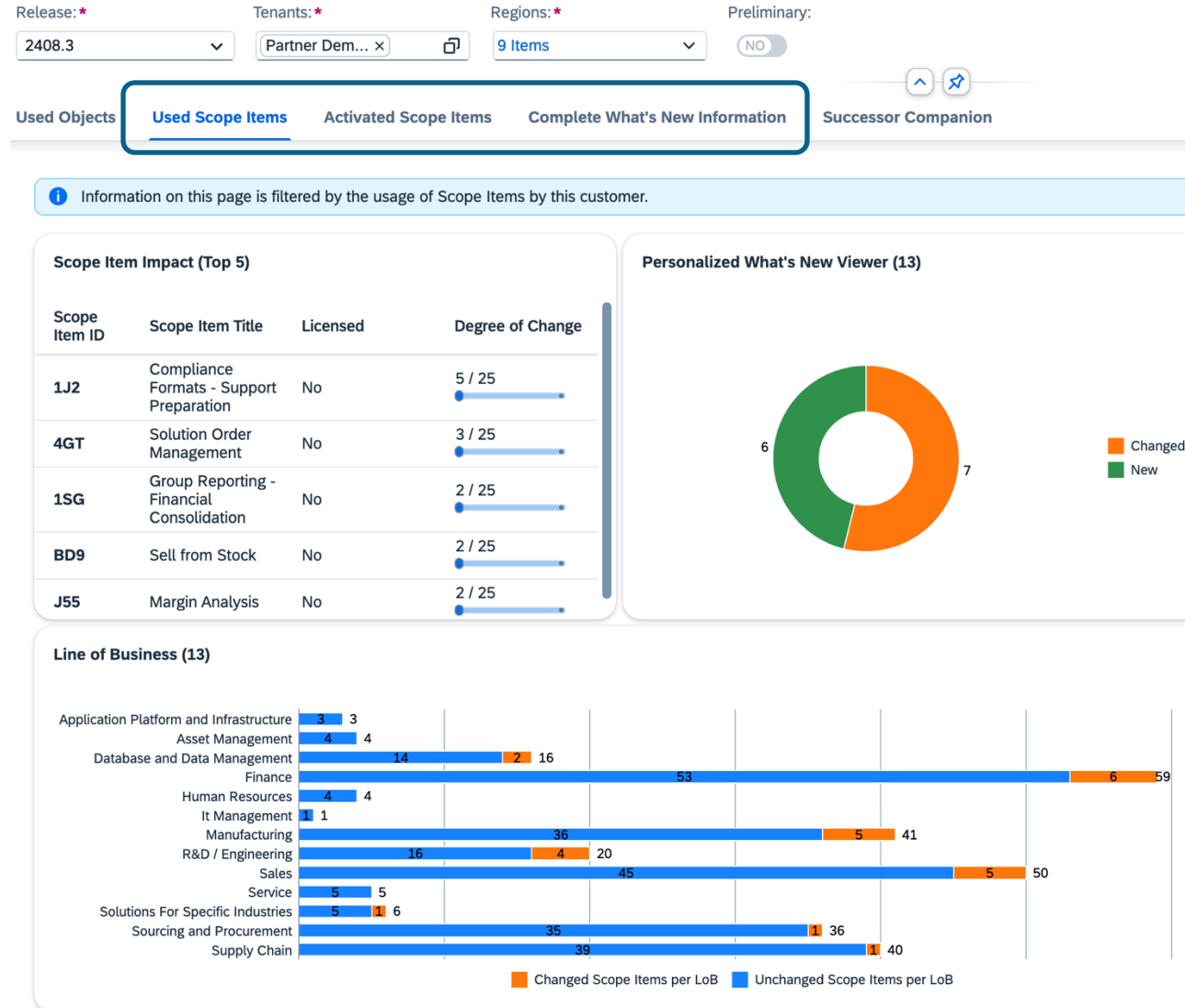
## 5. Cannot integrate with non-SAP → integrations Scheer delivered





## 6. Updates hard to manage → Upgrade schedule with minimal disruption.

SAP provides  
**communication,**  
and  
**tools for testing**  
and to preview  
changes

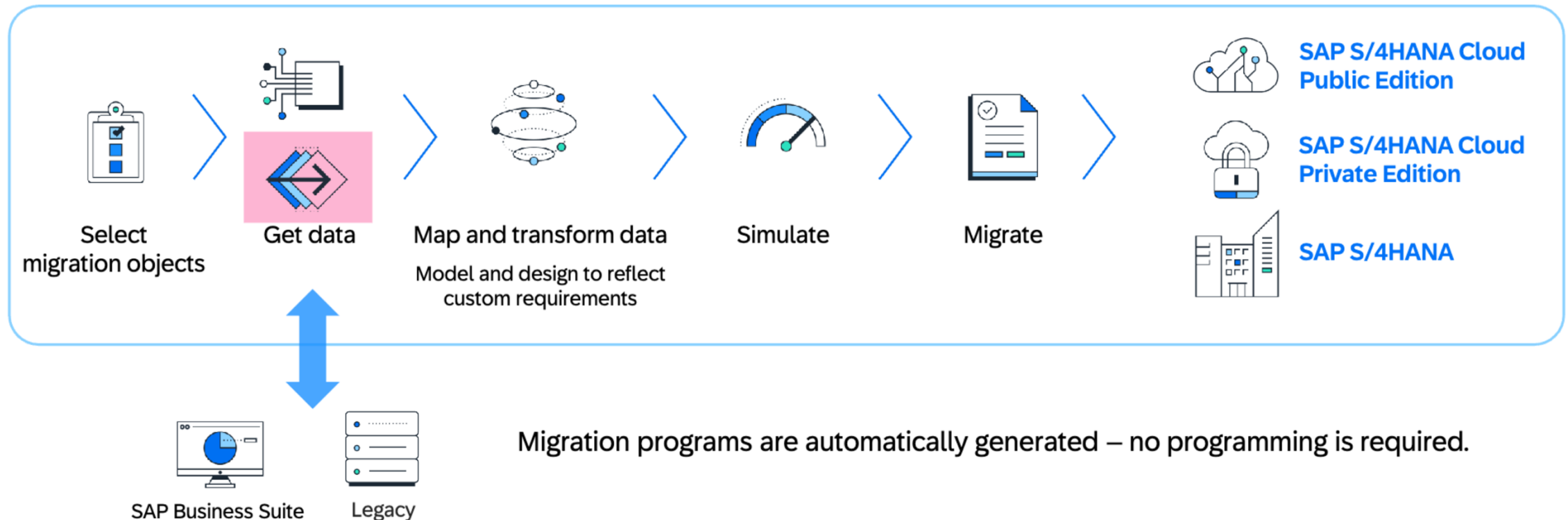




## 7. Migrating is complex and costly → Easy to use SAP Migration Cockpit

The data migration approach and tools are simple to use and increase the speed of implementation.

### New since 2402: migration approach Direct Transfer



## Other Myths mentioned

### 8. Public Edition is "one-size-fits-all"

Flexibility through extensibility tools and for highly specialized requirements, businesses can use Side-by-Side Extensibility on SAP BTP, ensuring their unique needs are addressed without disrupting core functionalities

### 9. Public Edition is only for greenfield projects

Yes, correct

### 10. There is limited control over the system compared to on-premise











SAP-managed infrastructure and applications, while the customer controls configurations, user roles, and data.

## Conclusion:

S/4HANA Cloud, Public Edition, is designed for standardization, scalability, and rapid innovation. While it emphasizes simplicity and efficiency, the tools for extensibility, integrations, and industry-specific capabilities ensure it meets diverse business needs.

Let's look in the S/4HC system

# SAP S/4HANA Cloud, Public Edition - Myths and Perceptions

- |   |   |
|---|---|
| 1. <u>is not customizable</u>                             |  Configuration, In-App & BTP extensions                |
| 2. <u>only suitable for small/medium sized businesses</u> |  55 localizations & 33 languages                       |
| 3. <u>less secure than On-premise solutions</u>           |  SAP ensures highest Security & Compliance             |
| 4. <u>lacks Industry specific capabilities</u>            |  Full ERP functionality for many industries            |
| 5. <u>cannot integrate with non-SAP systems</u>           |  S/4HC on BTP for integrations & extensions            |
| 6. <u>Updates are disruptive</u> and hard to manage       |  Upgrades & Updates are non-event                      |
| 7. Migrating is <u>overly complex and costly</u>          |  With a Cloud Mindset implementations are fast         |
| 8. <u>"one-size-fits-all"</u>                             |  (Key-user) In-app and side-by-side extensibility    |
| 9. <u>only for greenfield projects</u>                    |  Full ERP functionality for many industries          |
| 10. <u>limited control</u> over the system                |  Customer controls config., user roles & data access |

# What tell our customers us

Flexibility of the modular ERP and  
continuous innovations

Activate and go!

Happy Users

Happy with the upgrade  
information and tooling

Speed of implementation

Low TCO

Openness and Extensibility

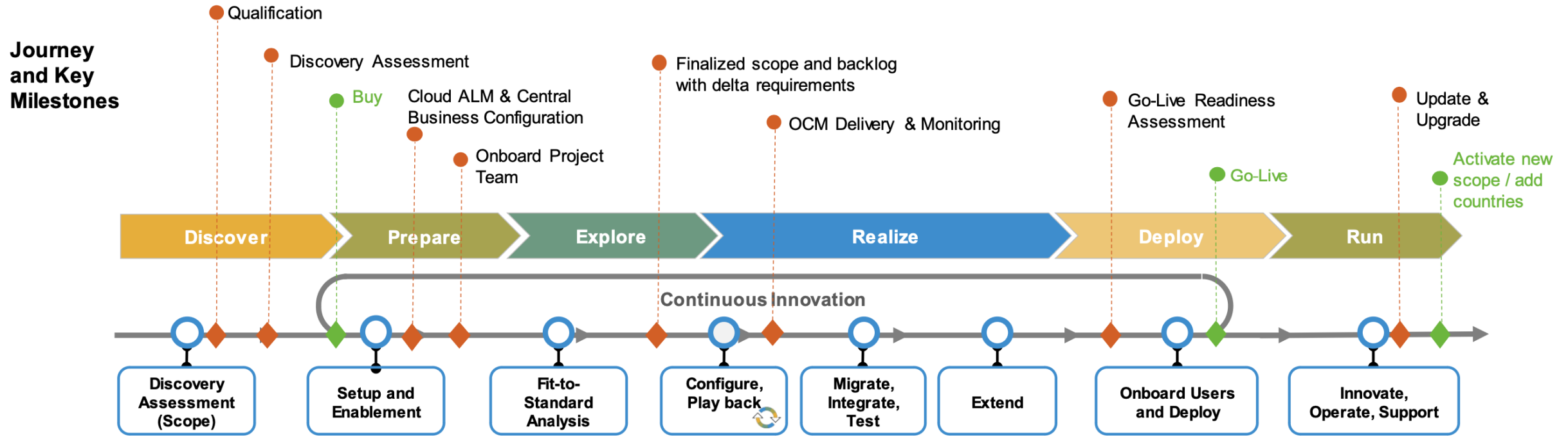
Supporting tools (Activate,  
CALM, CBC, EnableNow)  
for implementation and  
operational

# Agenda

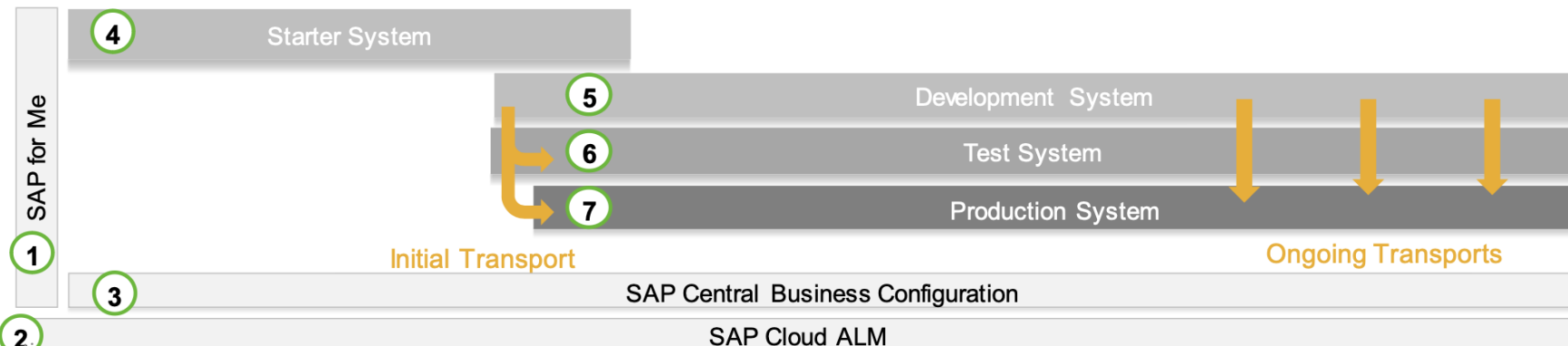
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# How to implement S/4 Public Cloud?

## SAP Activate Journey Overview and Key Milestones



### System Landscape



# Feedback from customers ... Lessons Learned

Start with S/4HANA Cloud training before the start of the project

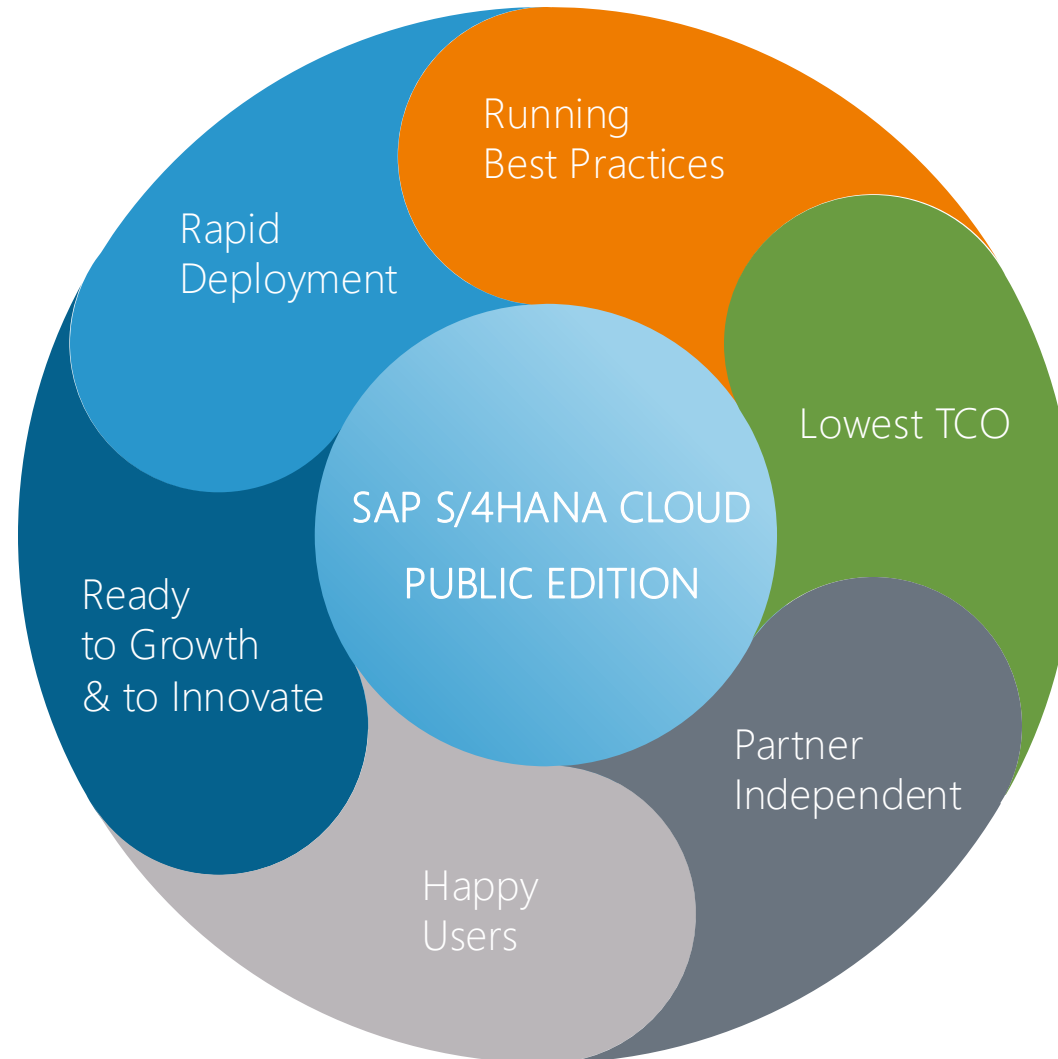
Invest in creating a Cloud Mindset

Time spend during Fit-to-standard will save time in realization

Realization in Sprints of 2 – 4 weeks with demo by key-users



## So, don't wait and start with SaaS-ERP for your Business



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# Q & A

SAP S/4HANA Cloud, Public Edition

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Expert



SAP S/4HANA Cloud,  
public edition

**YScheer**  
THE PROCESS EXPERTS

# Thank you for your Attention!

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