

Presentatie

SAP S/4HANA Cloud, Public Edition:

- 1. Waarom kiezen bedrijven voor de Public Edition?**
- 2. Welke onderdelen zitten er in de Public Edition?**
- 3. Hoe start je met de Public Edition?**

16 feb 2023



Most experienced partner

SAP S/4HANA CLOUD, PUBLIC EDITION

Scheer. The Process Experts.

Presenters



Harold van Pelt

Senior Manager

Harold.vanpelt@scheer-group.com



Stefan Bauer

Marketing Manager

Stefan.bauer@scheer-group.com



Joost van Lankveld

Principal S/4HANA Cloud Consultant

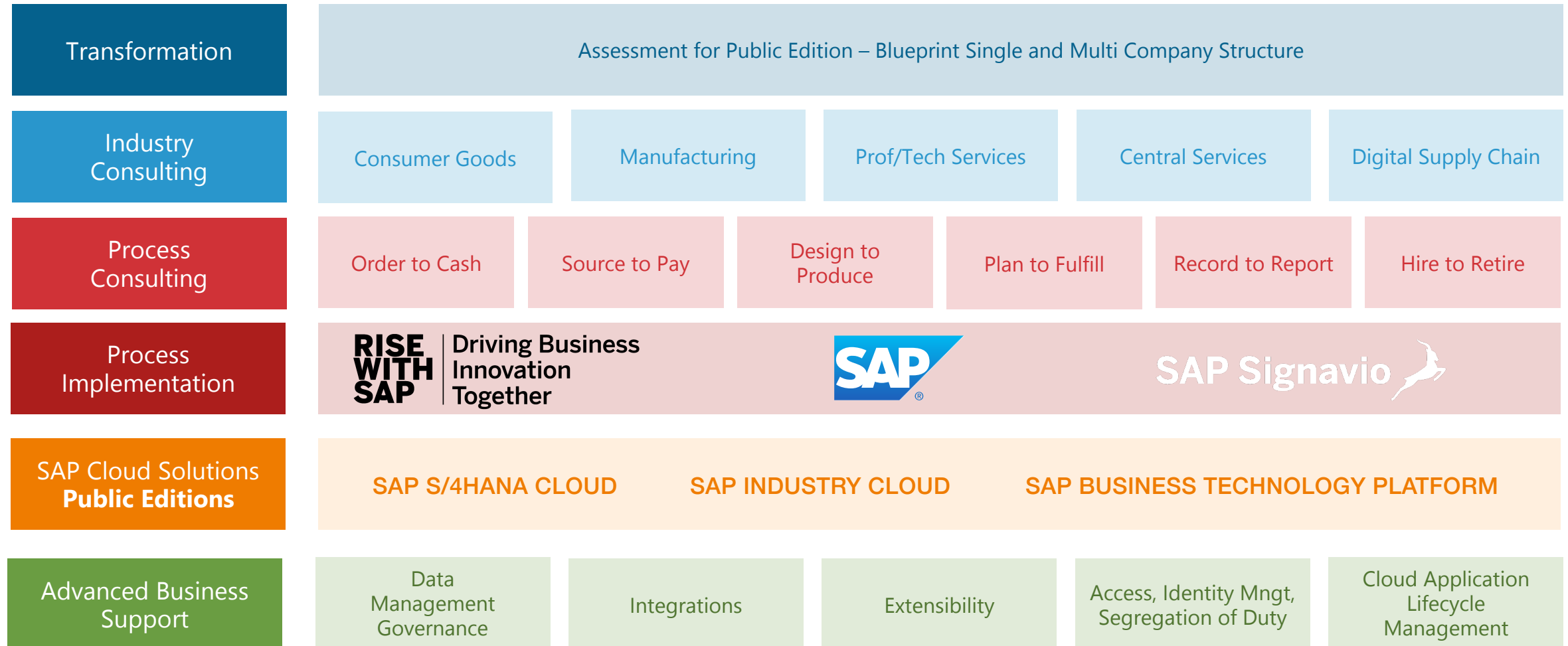
Joost.vanlankveld@scheer-group.com

Moderator

Agenda

Introduction 1	Why did companies make the move to SaaS-ERP with the Public Edition? 2	<u>What do you get</u> with SAP S/4HANA Cloud, public edition? 3	<u>How to implement</u> SAP S/4HANA Cloud, public edition? 4
...	
5	6	7	

Scheer Netherlands – Service Portfolio



Early Bird SaaS-ERP adopter

SAP Business ByDesign

10 companies

2012

SAP S/4HANA Cloud,
Public Edition

2017

SAP Qualified Package
Manufacturing v1

2020

SAP Qualified Package
Manufacturing v2

2022

2023



Certified for

- S4HC Consultants
- SAP Business Tech Platform
- 5+ Live Projects

Agenda

Introduction

1

Why
SAP S/4HANA Cloud,
public edition?

2

What do you get with
SAP S/4HANA Cloud,
public edition?

3

How to implement
SAP S/4HANA Cloud,
public edition?

4

...

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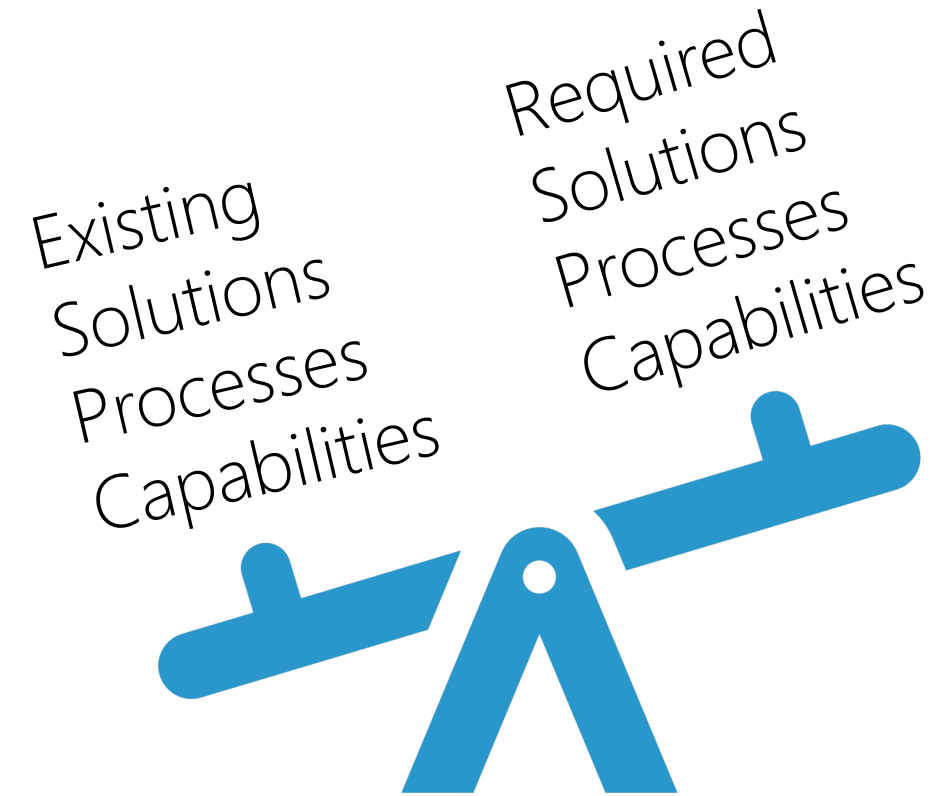
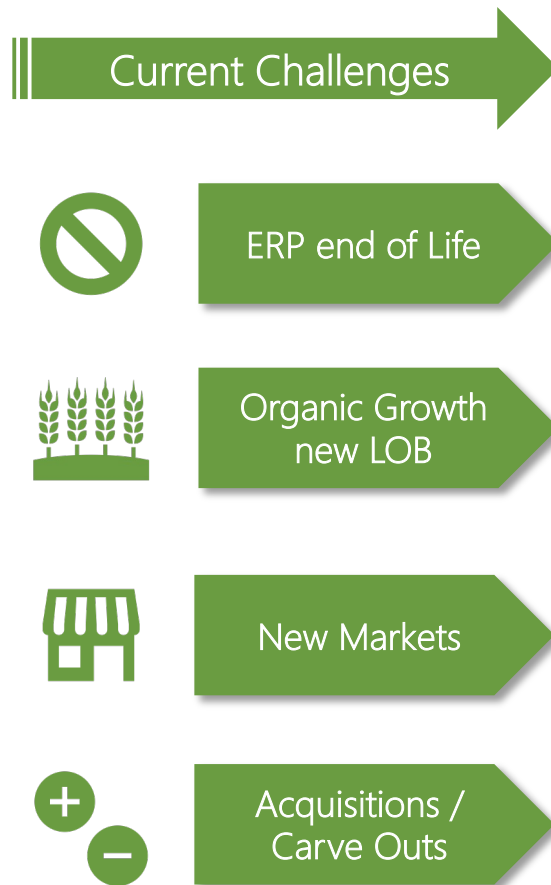
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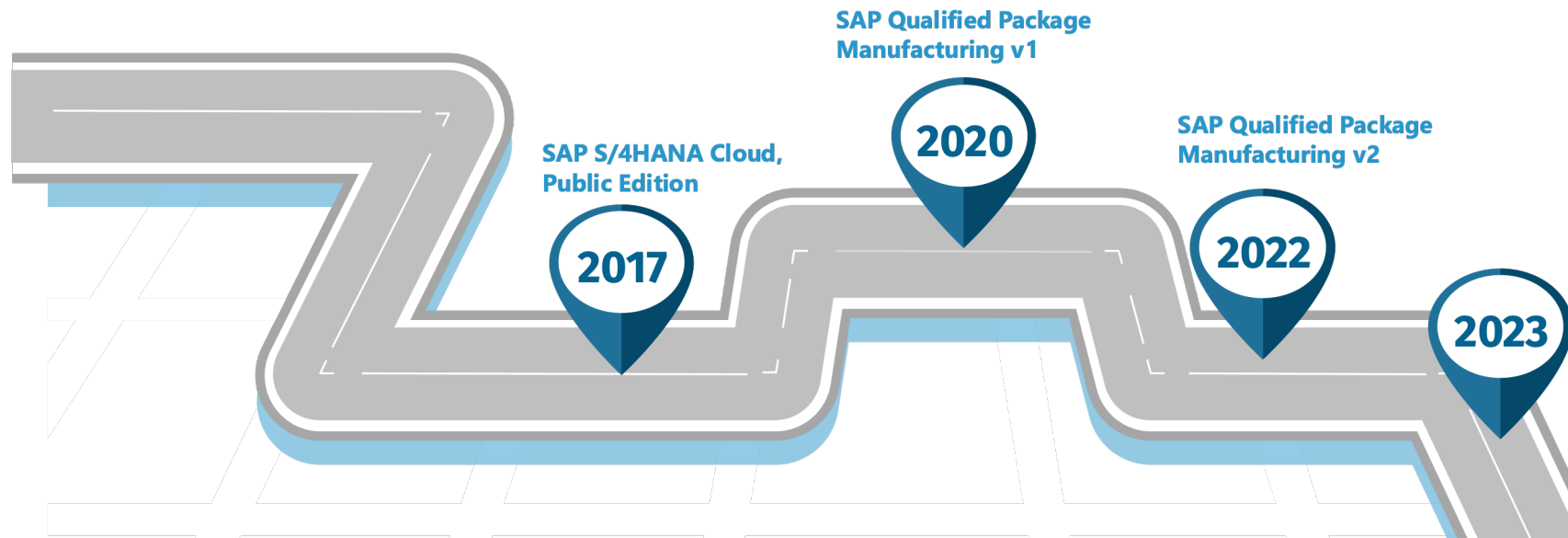
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Why is the Public Edition selected as solution?



How to manage the required business changes with SaaS-ERP?

Our SaaS-ERP Footprint with SAP S/4HANA Cloud



Reasons to select SaaS-ERP – Part 1/3



Why Public Edition SAP S/4HANA?

- Support for Headquarters and Subsidiaries
- Harmonization of best practices across the country organizations
- Rapid international organic growth
- Easy to maintain



Organic Growth
new LOB

Solution Focus

- ☐ Headquarters and country offices
- ☐ Professional Services
- ☐ Subscription Billing
- ☐ HR & Resource Management
- ☐ Revenue Recognition

Reasons to select SaaS-ERP – Part 2/3



ERP end of Life



New Markets



Why Public Edition SAP S/4HANA?

- End-of-Life existing ERP
- Acquired by Multinational
- Outside scope HQ-SAP ECC
- Easy to deploy, onboard, and maintain
- Own authority to run the business
- Less impact corporate IT Services
- Alignment of corporate SAP Practices

Solution Focus

- ☐ Manufacturing, Sales, Procurement, Warehouse Management, Finance
- ☐ SAP BTP to integrate with existing services/applications – extend the life of these solutions
- ☐ Two-Tier ERP with HQ SAP ECC



Reasons to select SaaS-ERP – Part 3/3



New Markets



Acquisitions /
Carve Outs



Why Public Edition SAP S/4HANA?

- New Business Opportunities
- Outside scope functionality SAP ECC
- Easy to deploy, onboard, and maintain
- Own authority to run the business
- Less impact corporate IT Services
- Alignment of corporate SAP Practices

Solution Focus

- ☐ Manufacturing, Sales, Procurement, Warehouse Management, Finance
- ☐ SAP BTP to integrate with existing services
- ☐ Two-Tier ERP with HQ SAP ECC



Reasons to select SaaS-ERP – Part 3/3



Organic Growth
new LOB



Why Public Edition SAP S/4HANA?

- New Business Opportunities
- Need for Best Practices
- Need for Compliance & Governance
- Easy to deploy, onboard, and maintain
- Need for growth and innovations
- No IT forces

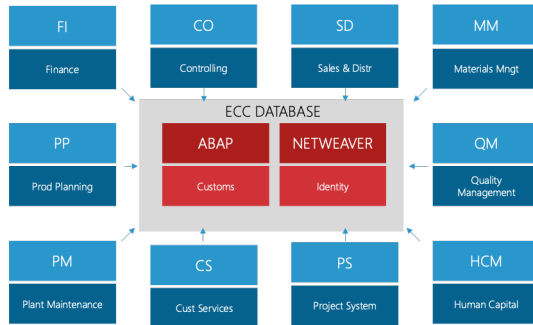


Solution Focus

- ❑ Manufacturing, Sales, Procurement, Digital Supply Chain, Finance
- ❑ SAP BTP to integrate with MES

Reasons to start with Public Edition of SAP S/4HANA Cloud

Current ERP



- Single System
- Customized
- Complex
- Risk to adopt New Business
- Lack of Resources

Current Challenges



ERP end of Life



Organic Growth
new LOB



New Markets



Acquisitions /
Carve Outs

Solution Scenarios SaaS-ERP

SAP S4HC
Public edition

SAP S4HC
Public edition

Two Tier ERP
Central Services

SAP S4HC
Public edition

Two Tier ERP
Subsidiaries

SAP S4HC
Public edition

Why SAP S/4HANA Cloud Public Edition?

Lowest TCO

Ready to growth & to
innovate

Happy Users

Partner Independent

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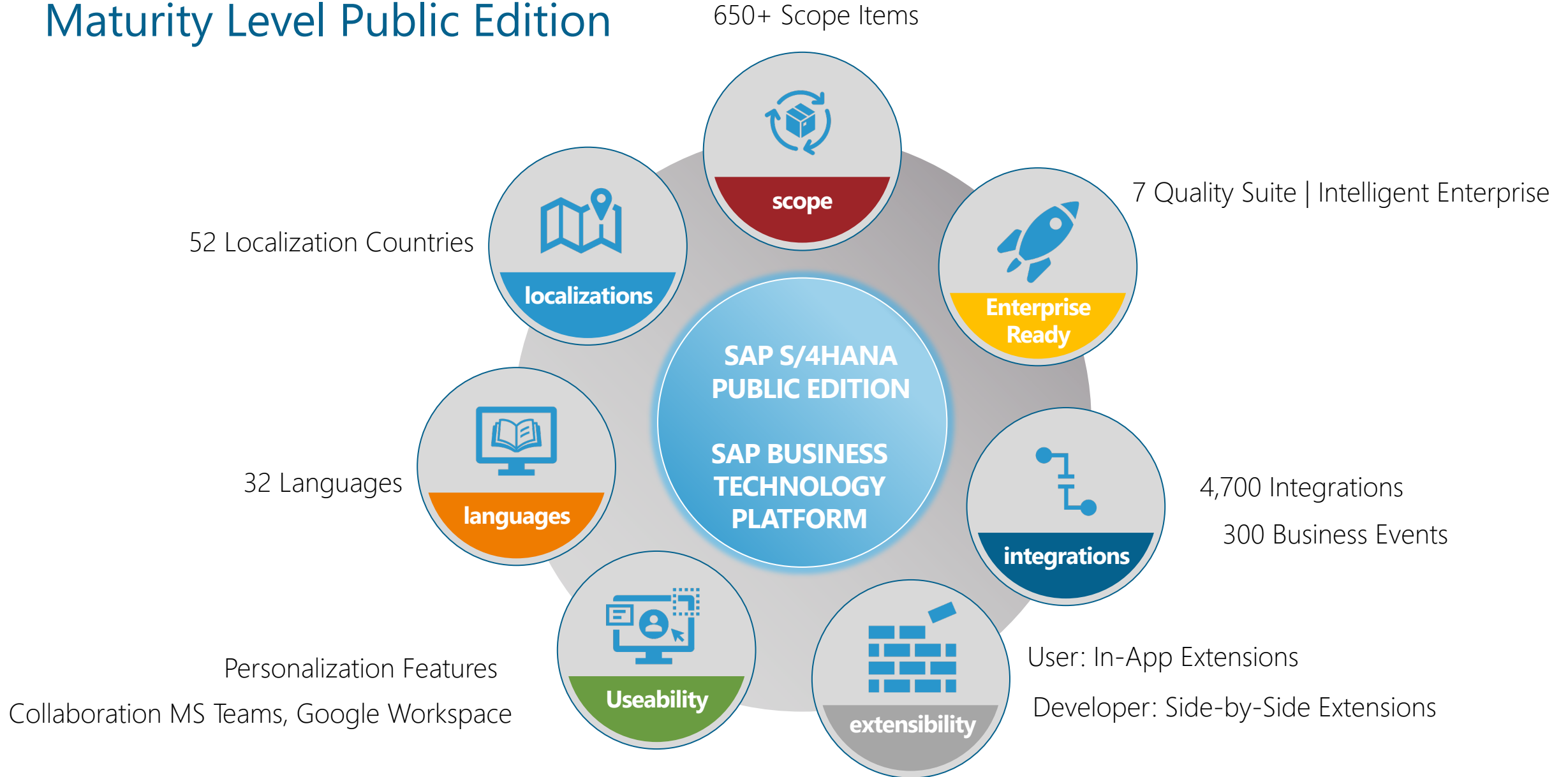
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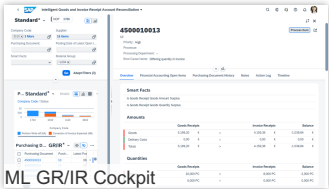
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Maturity Level Public Edition





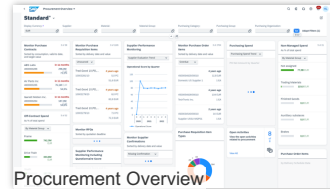
Industry Best Practices – End-to-End Process support



ML GR/IR Cockpit

Finance

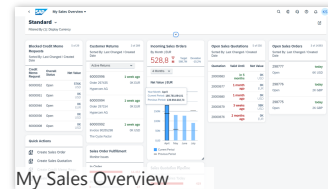
- Accounting and financial close
- Receivables and Payables mgmt.
- Cost mgmt. & profitability analysis
- Treasury & working capital mgmt.
- Governance Risk and Compliance



Procurement Overview

Procurement

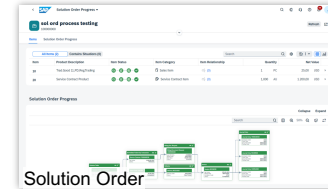
- Procurement of direct materials and services
- Supplier management
- Central procurement



My Sales Overview

Sales

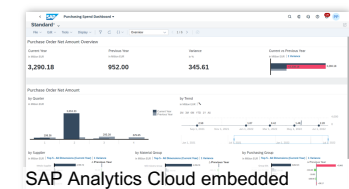
- Sell, deliver, bill, and monitor a combination of physical goods and services as one solution offering
- Sell from Stock & Sell Services
- Convergent & External Billing



Solution Order

Service

- After-sales services with service contracts, service deliveries, and billing with cost controlling and revenue recognitions
- Combine sales & services as packaged solution offerings

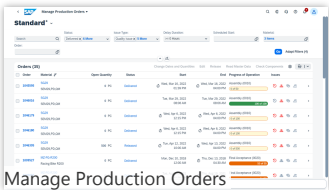


SAP Analytics Cloud embedded

Industry capabilities

- Professional services
- Public sector
- Higher education
- Media
- Financial services

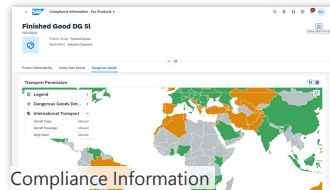
SAP S/4HANA Cloud – Public Edition



Manage Production Orders

Manufacturing

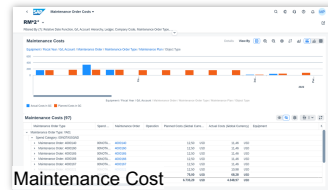
- Material requirements planning with demand driven and/or predictive MRP
- Make to stock and make to order
- Quality management
- Environment, Health and Safety



Compliance Information

R&D

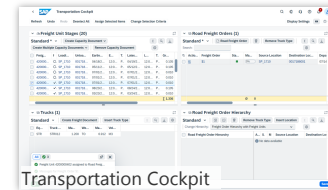
- Product compliance
- Enterprise portfolio and project management
- Advanced Variant configuration



Maintenance Cost

Asset management

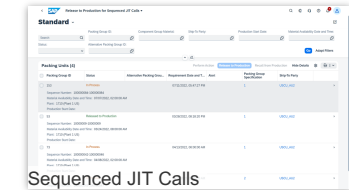
- Reactive and proactive maintenance
- Resource scheduling for maintenance planner
- Enhanced collaboration and review



Transportation Cockpit

Supply chain

- Warehouse Outbound & Inbound Processing
- Core Inventory Management
- (Advanced) ATP Processing
- Basic Transportation Mgmt.



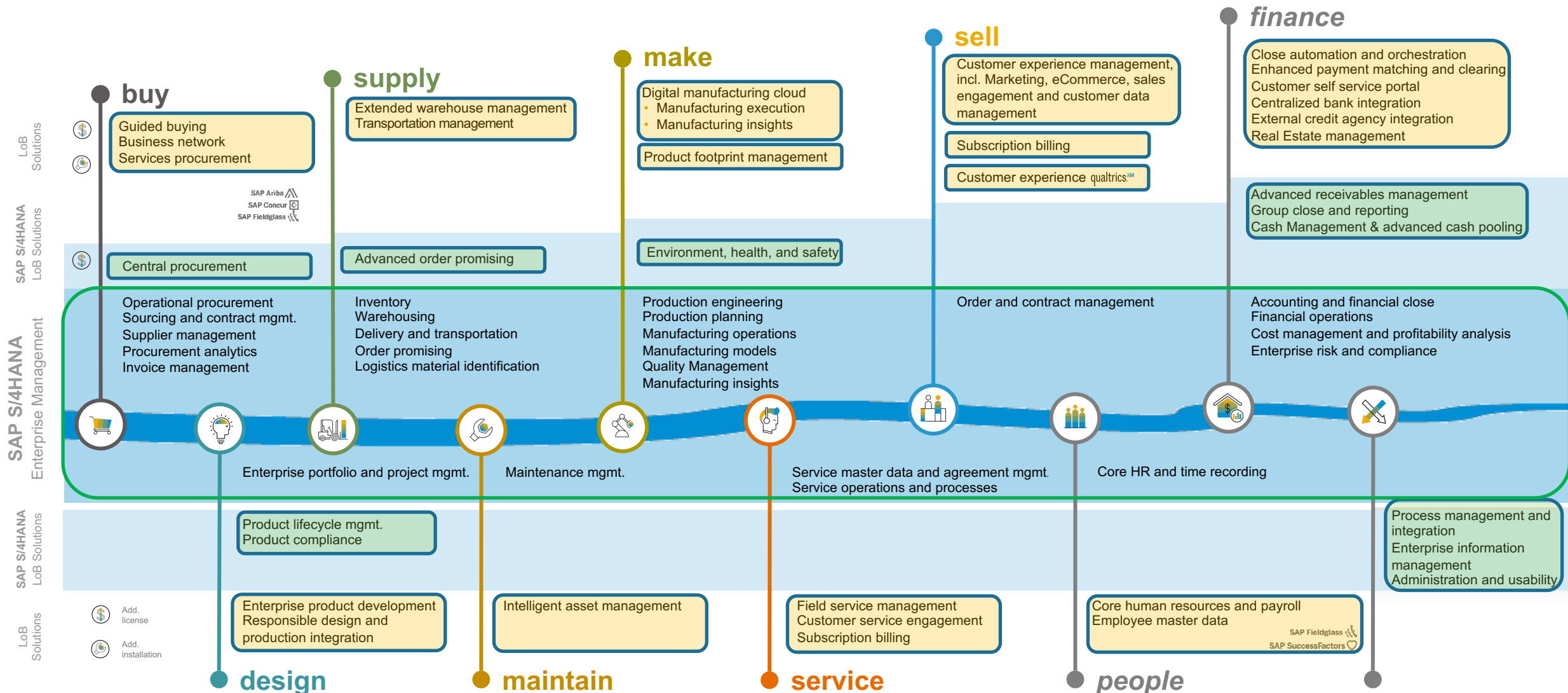
Sequenced JIT Calls

Industry capabilities

- Component manufacturing
- Hi-tech
- Automotive
- Mining services



SAP S/4HANA Cloud Modular Application Portfolio





Select the necessary Scope Items out of 650 options

Filter

By color:

Choose One

- ☒ (Select All Search Results)
- ☒ Make-to-Stock - Process Manufacturing Based on Process Order
- ☒ Make-to-Stock - Process Manufacturing Based on Production Order
- ☒ Make-to-Stock Production - Discrete Manufacturing
- ☒ Make-to-Stock Production - Repetitive Manufacturing
- ☒ Make-to-Stock Production with Variant Configuration
- ☒ Make-to-Stock with Co- and By-Products - Process Manufacturing
- ☒ Make-to-Stock with Silo Material - Process Manufacturing

☒ Auto Apply

Filter

By color:

Choose One

- ☒ (Select All Search Results)
- ☒ Intercompany Sales Order Processing - Domestic
- ☒ Intercompany Sales Order Processing - International
- ☒ Sales Order Processing - Project-Based Services
- ☒ Sales Order Processing - SEPA Direct Debit Handling
- ☒ Sales Order Processing for Non-Stock Material
- ☒ Sales Order Processing for Sales Kits
- ☒ Sales Order Processing with Customer Down Payment
- ☒ Sales Order Processing with Invoice List and Collective Billing

☒ Auto Apply

Varies per location

Varies per selected Scope IDs

Filter

By color:

Choose One

- ☒ (Select All Search Results)
- ☒ Contract Accounting - Contract-Based Revenue Recognition
- ☒ Contract-Based Revenue Recognition - IFRS
- ☒ Contract-Based Revenue Recognition - US GAAP
- ☒ Event-Based Revenue Recognition - Project-Based Sales
- ☒ Event-Based Revenue Recognition - Project-Based Sales - IFRS
- ☒ Event-Based Revenue Recognition - Project-Based Sales - US GAAP
- ☒ Event-Based Revenue Recognition - Project-Based Services
- ☒ Event-Based Revenue Recognition - Project-Based Services - IFRS
- ☒ Event-Based Revenue Recognition - Project-Based Services - US GAAP
- ☒ Event-Based Revenue Recognition - Sell from Stock
- ☒ Event-Based Revenue Recognition - Sell from Stock - IFRS
- ☒ Event-Based Revenue Recognition - Sell from Stock - US GAAP
- ☒ Event-Based Revenue Recognition - Service Documents
- ☒ Event-Based Revenue Recognition - Service Documents - IFRS
- ☒ Event-Based Revenue Recognition - Service Documents - US GAAP
- ☒ Event-Based Revenue Recognition - Subscription Billing
- ☒ Event-Based Revenue Recognition - Subscription Billing - IFRS
- ☒ Event-Based Revenue Recognition - Subscription Billing - US GAAP

☒ Auto Apply



Scope Items Finance Areas

Group

Application Platform and Infrastructure

Asset Management

Database and Data Management

Finance

Human Resources

IT Management

Manufacturing

R&D/Engineering

Sales

Service

Solutions for Specific Industries

Sourcing and Procurement

Supply Chain

(blank)

Group	Finance
SCOPE ITEMS	Count of ScopeID
Treasury Management	62
Accounting and Financial Close	56
Advanced Accounting and Financial Close	38
Real Estate Management	21
Subscription Billing and Revenue Management	21
Financial Operations	21
Cost Management and Profitability Analysis	19
Enterprise Risk and Compliance	19
Advanced Financial Operations	12
Environmental Footprint Management	1
Grand Total	270



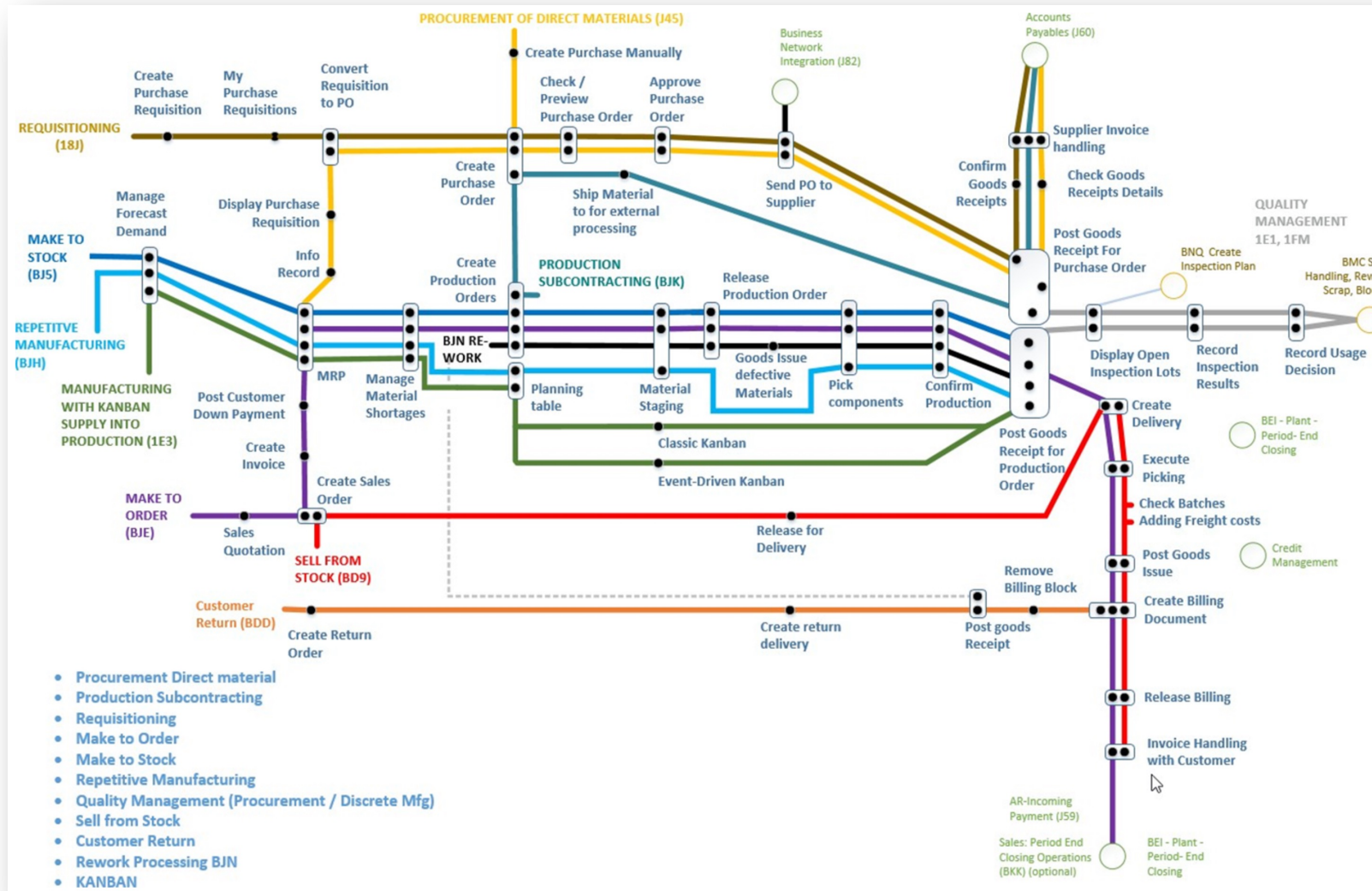
Scope Items Supply Chain

Group
Application Platform and Infrastructure
Asset Management
Database and Data Management
Finance
Human Resources
IT Management
Manufacturing
R&D/Engineering
Sales
Service
Solutions for Specific Industries
Sourcing and Procurement
Supply Chain
(blank)

Group	(Multiple Items)
SCOPE ITEMS	Count of ScopeID
Operational Procurement	40
Manufacturing Operations	35
Inventory	34
Warehousing	28
Invoice Management	27
Product Lifecycle Management	25
Production Planning	24
Central Procurement	17
Delivery and Transportation	16
Quality Management	15
Manufacturing Options	15
Sourcing and Contract Management	10
Product Compliance	10
Enterprise Portfolio and Project Management	9
Order Promising	6
Supplier Management	6
Environment, Health, and Safety	6
Procurement Analytics	5
Production Engineering	5
Logistics Material Identification	3
Advanced Order Promising	2
Manufacturing Insights	1
Grand Total	339



Start & Benefit from Industry Best Practices



Configure your business Flow

To Stock production To Order

Direct procurement Indirect

Own Warehouse 3PL



Product Centric Industry Best-Practices

Product-Centric Industries	Industries:	Automotive	High Tech	IM&C	Mining	Mill Products	Retail
		Wholesale Distribution	Utilities	Oil & Gas	Chemicals	Aerospace & Defense	
	Scenarios:	Produce & Sell Standard Products / MTS Lot Size One / MTO Engineer Products and Systems / ETO					
	Differentiation:	<ul style="list-style-type: none">➢ Early Product Designer➢ Just in Time, Just in Sequence➢ Delivery Scheduling		<ul style="list-style-type: none">➢ Demand Driven Replenishment➢ Advanced Available to Promise➢ Predictive MRP		<ul style="list-style-type: none">➢ Advanced Variant Configuration➢ Project Controlling➢ 8D Quality Management	

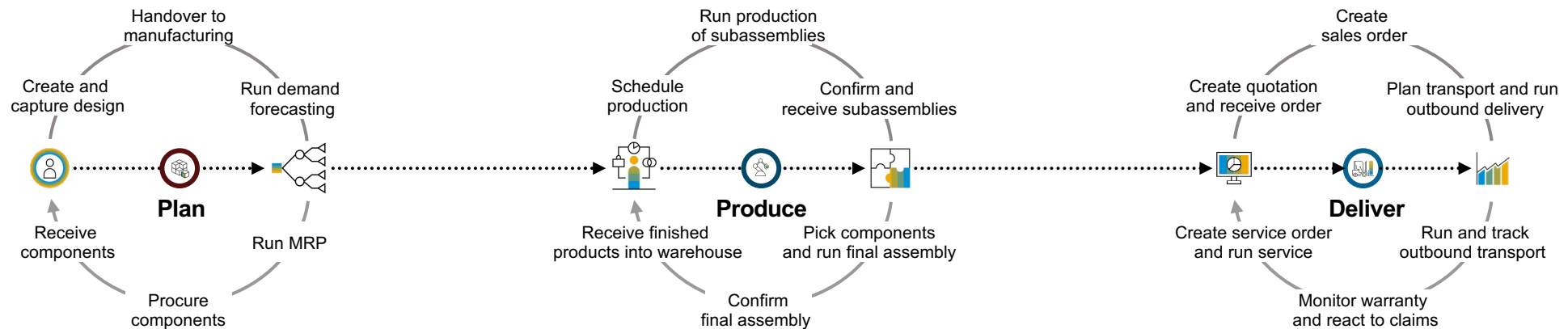
Idea to Market

Source to Pay

Plan to Fulfill

Order to Cash

Example - Make-to-Stock Scenario Value Chain:





Service Centric Industry Best-Practices

Service-Centric Industries	Industries:	Professional Services	Media	EC&O + Real Estate	Public Sector	Higher Education	Banking	Insurance	Travel + Transportation
	Scenarios:	Customer Projects Contract-Based Solution Business Commercial Real Estate Govt + University Budget Mgmt Regulated Financials Asset Management							
	Differentiation:	<ul style="list-style-type: none">➤ Real Time Revenue Recognition➤ Project profitability at any time➤ Project Billing➤ Solution Management / Bundling➤ XaaS / Subscription Management➤ Commercial Real Estate Management							

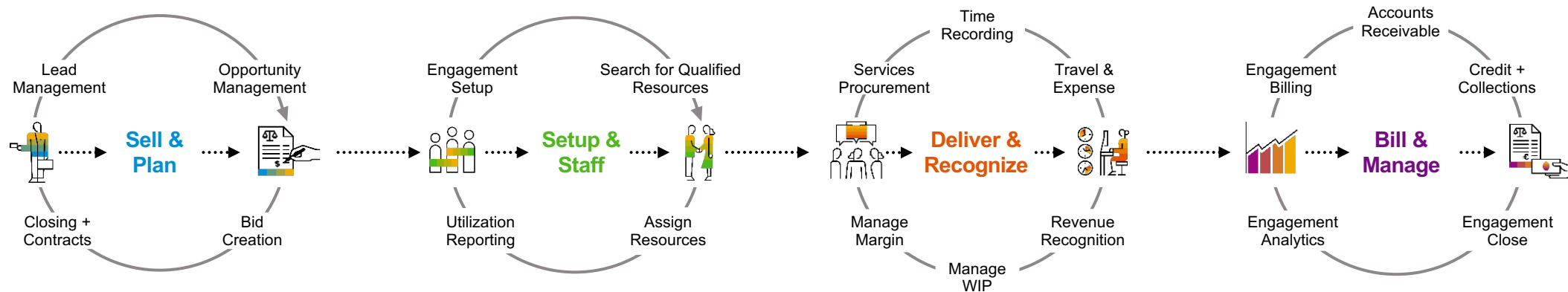
Sell & Plan

Setup & Staff

Delivery & Recognize

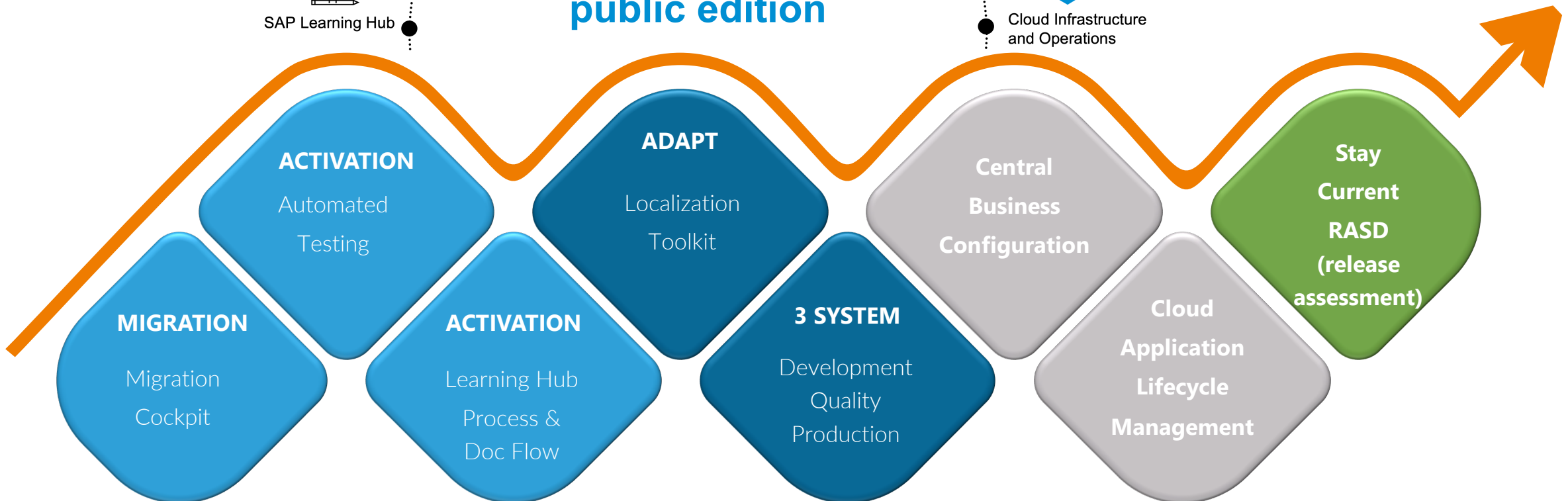
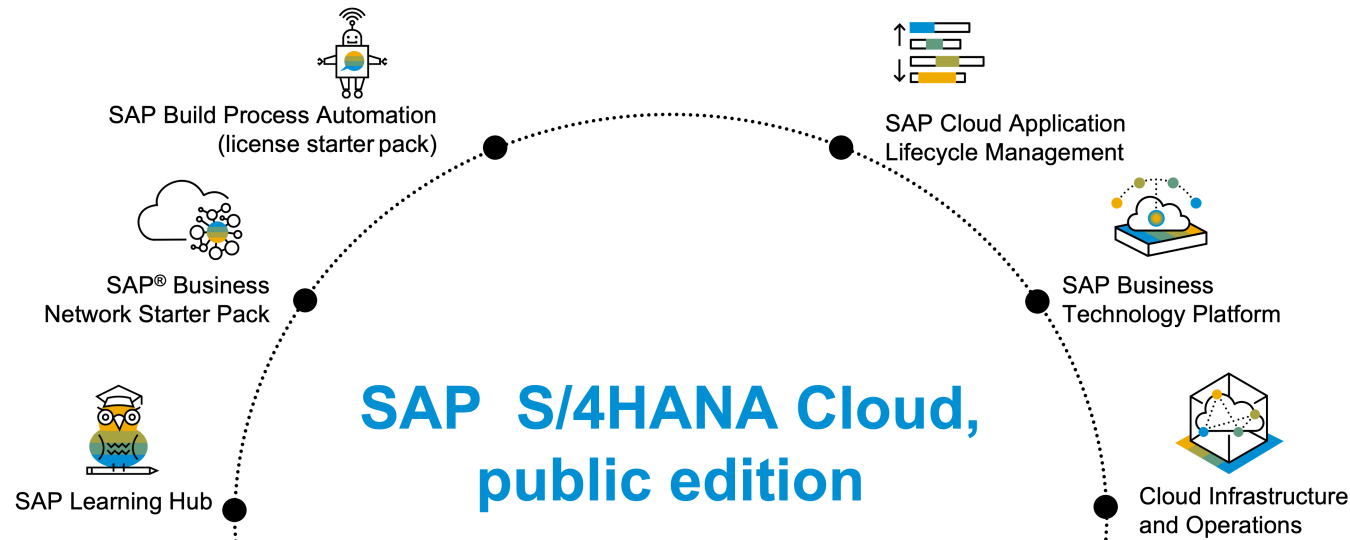
Bill & Manage

Example – Customer Project Value Chain:



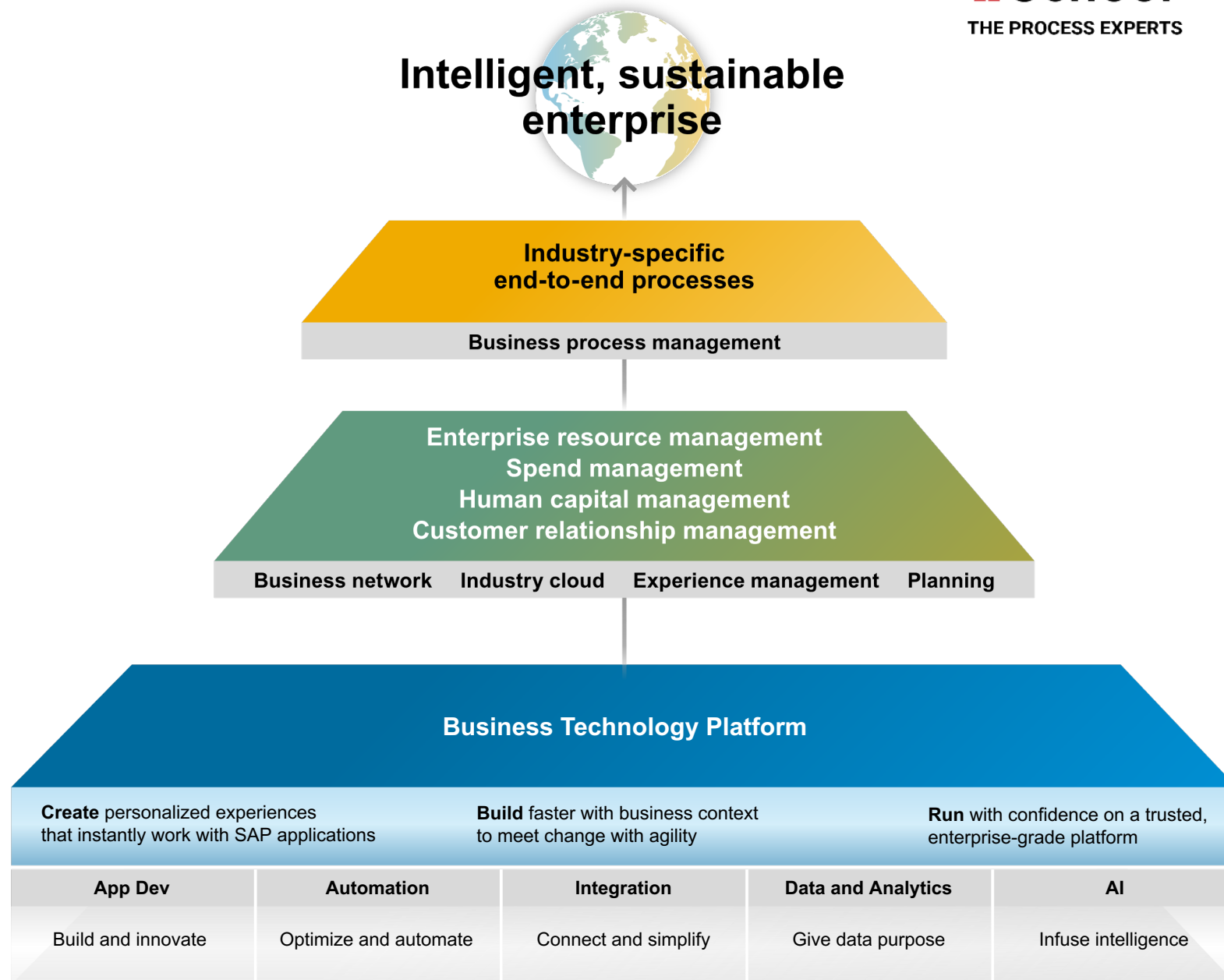


Enterprise Ready



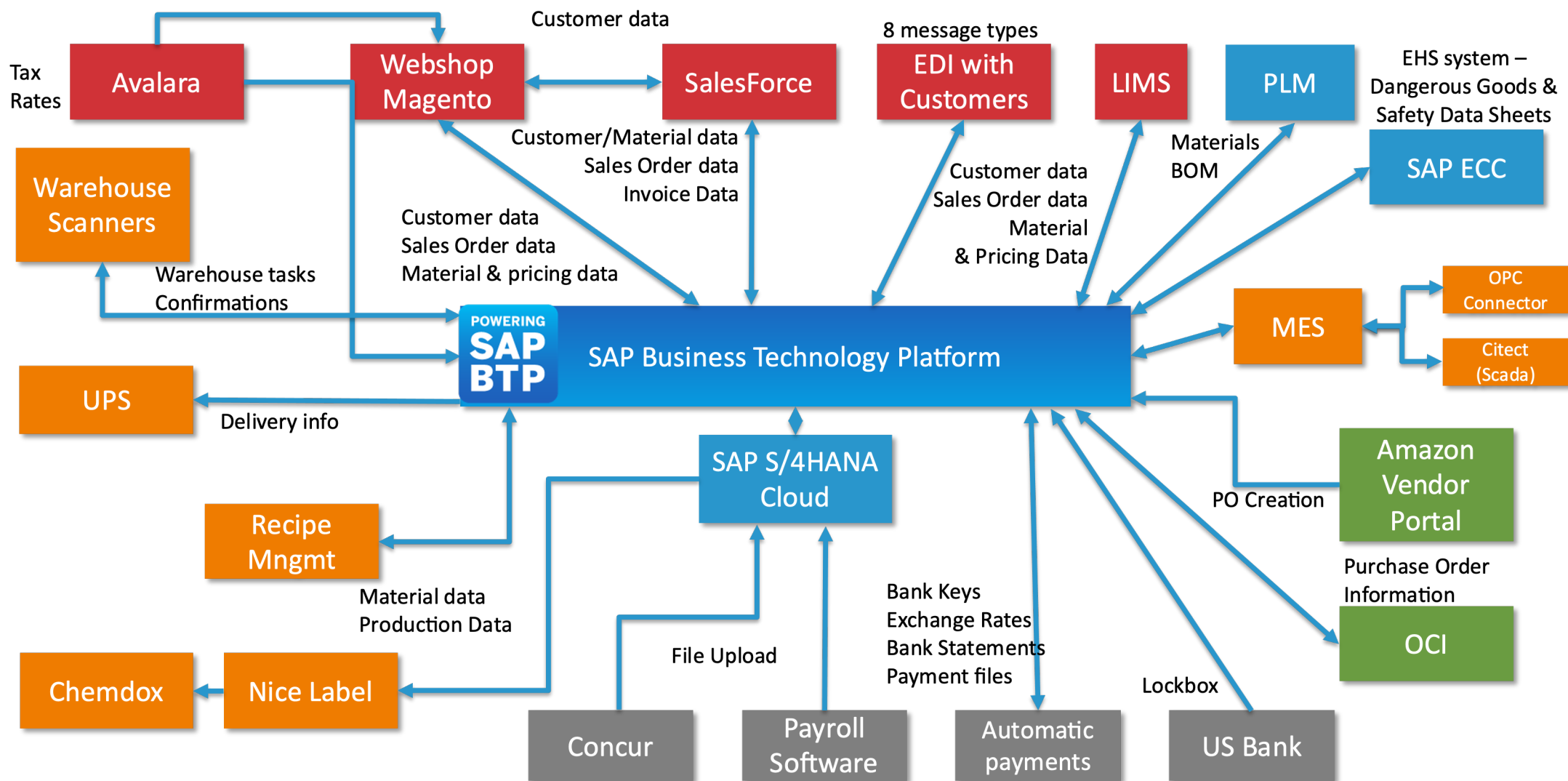


SAP BTP is the foundation of the Intelligent Sustainable Enterprise



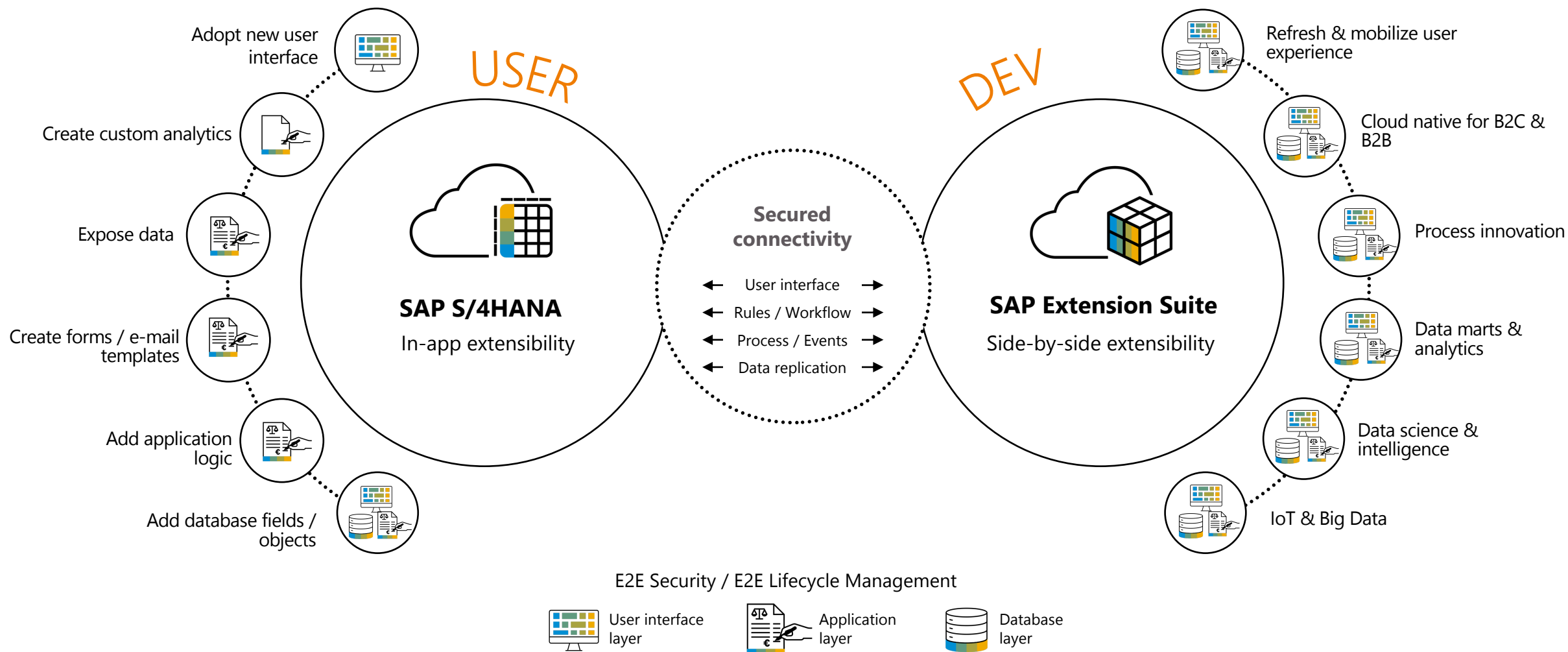


Example existing integrations with Public Edition



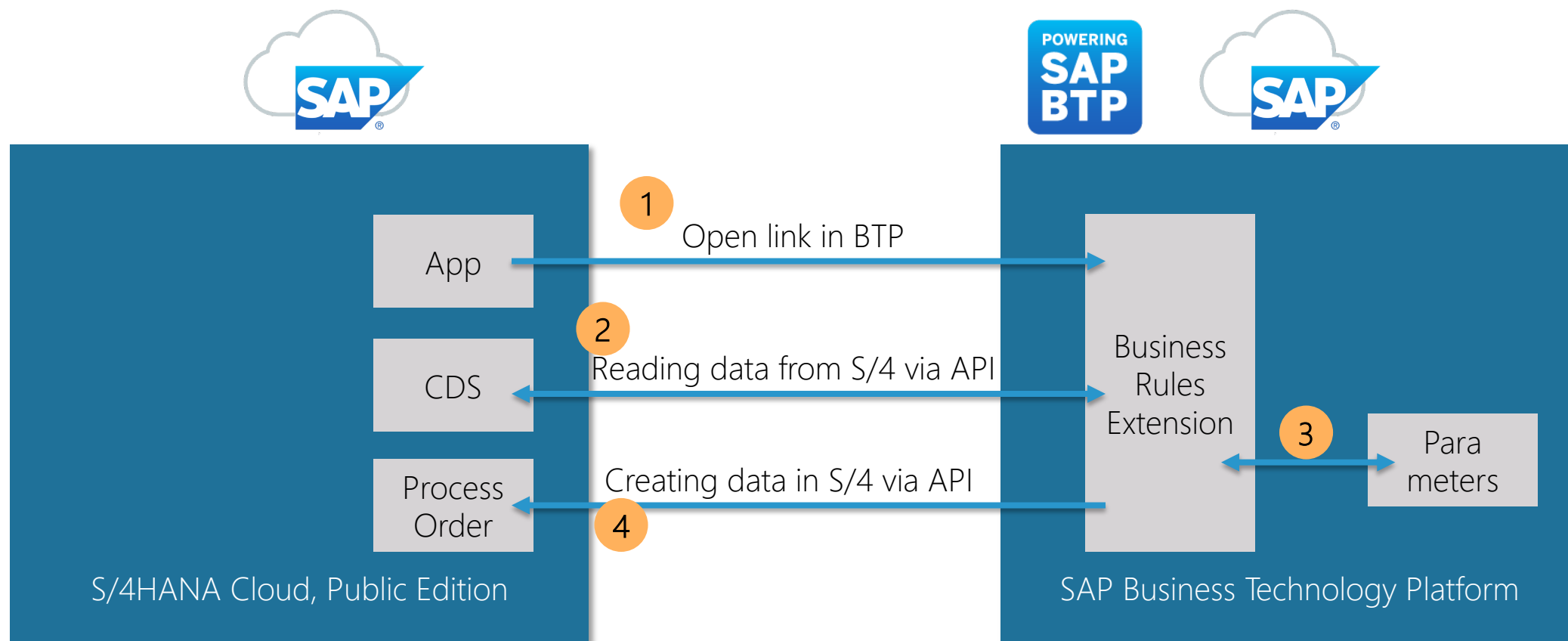


SAP S/4HANA Cloud Extensibility





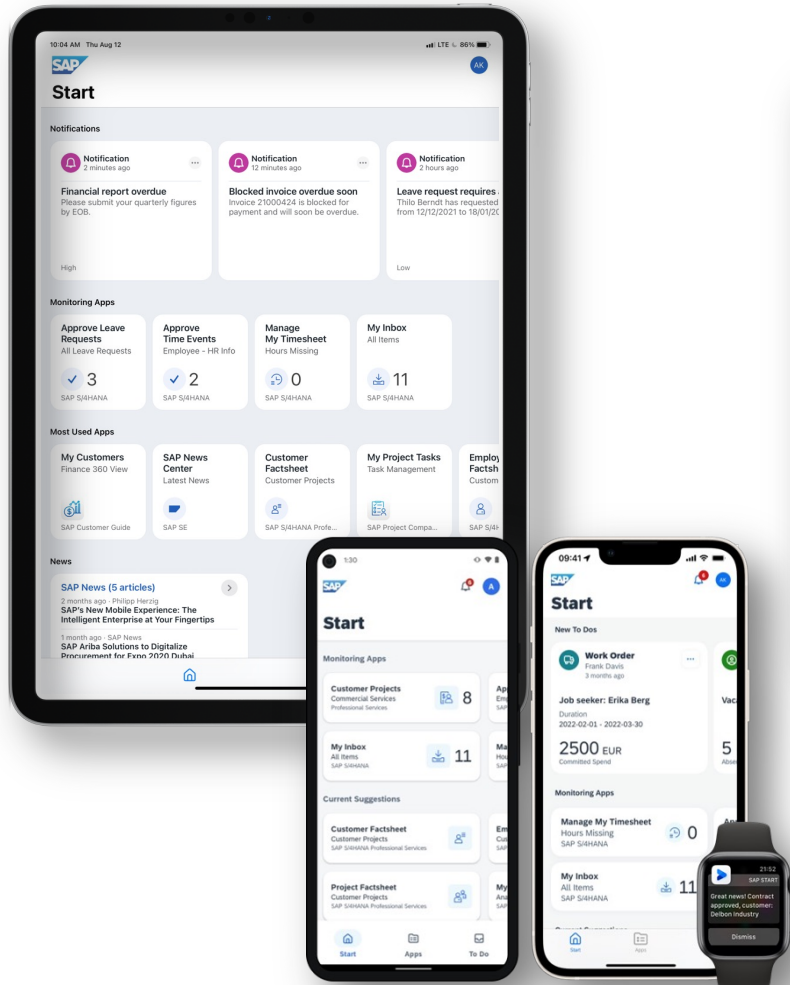
Example Side-By-Side extension



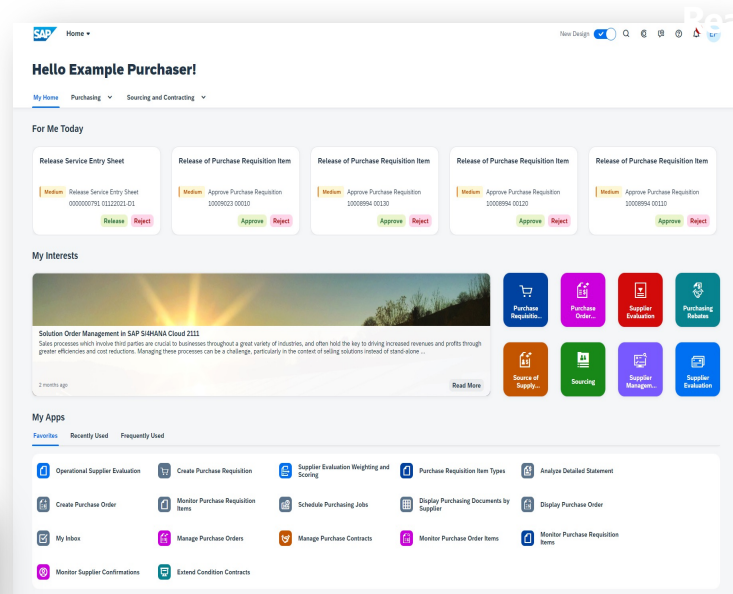


Intuitive User Interface

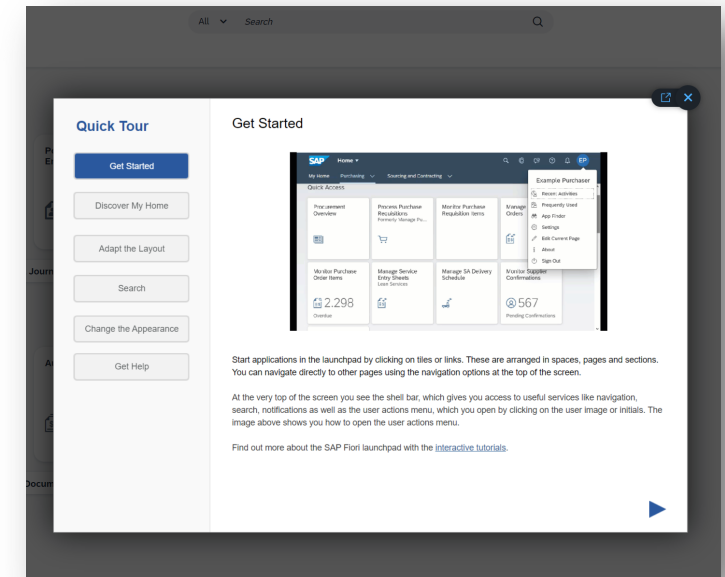
SAP Mobile Start



New UX - Horizon Visual Theme



Embedded guidance/ support





Example User Dialogs

Home ▾

Apps ▾ Search In: "Apps" 🔍

🔊 ⓘ 🔔 HVP

My Home Accounts Payable ▾ Administration - Convergent Invoicing Administration - Enterprise Contract Analysis – Field Logistics Auditing - Accounts Payable and Receivable Bank Integration Batch Management Budgeting More ▾

Manage Sales Orders

📦 902

Create Billing Documents

📄 305

Billing Due List Items

Manage Customer Returns
Version 2

👤 60

Manage Sales Docs with Customer-Expected Price

1

Sales Order Fulfillment
Analyze and Resolve...

Delivery Issue in ... 306

Invoicing Issue in ... 128

Unconfirmed Qua... 93

🕒 5 min. ago

Sales Order Items Backorders

Delayed (No. Of) 40

Partially Confirme... 0

🕒 5 min. ago

Sales Volume
Open Sales by Org

No data

Sales Volume
Check Open Sales

No data

Manage Credit Memo Requests

📦 64

Cards (4) [Edit](#)

Stock Value Increase despite Consumption

Value increase | EUR

2,0_M

Last 365 days

Top 20 Materials by Value Increase ...

More than 100 Days without Consumption

Total value | EUR

858,16_K

Today

Value and Number by Last Consum...

Incoming Sales Orders

By Month | EUR

38,6_K ^Δ

Target 0,1K Deviation 31.309,3%

By Net Value

Net Value

Customer Returns

By Month | EUR

134,2

Net Value

What do you get with SAP S/4HANA Cloud Public Edition

SaaS solution with
continuous innovations

Openness and Extensibility

Flexible and modular ERP
solution

Supporting tools for
implementation and
operational

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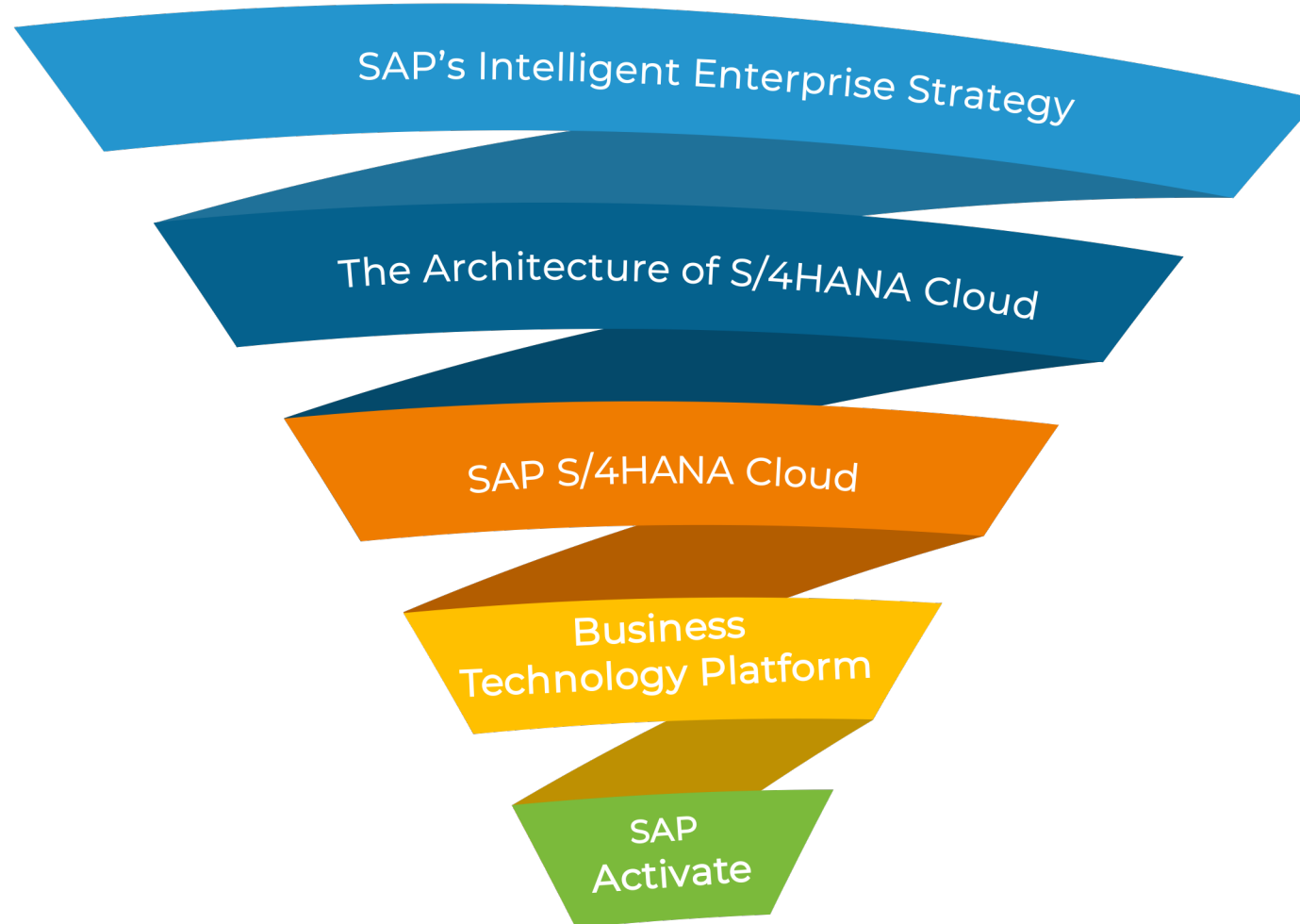
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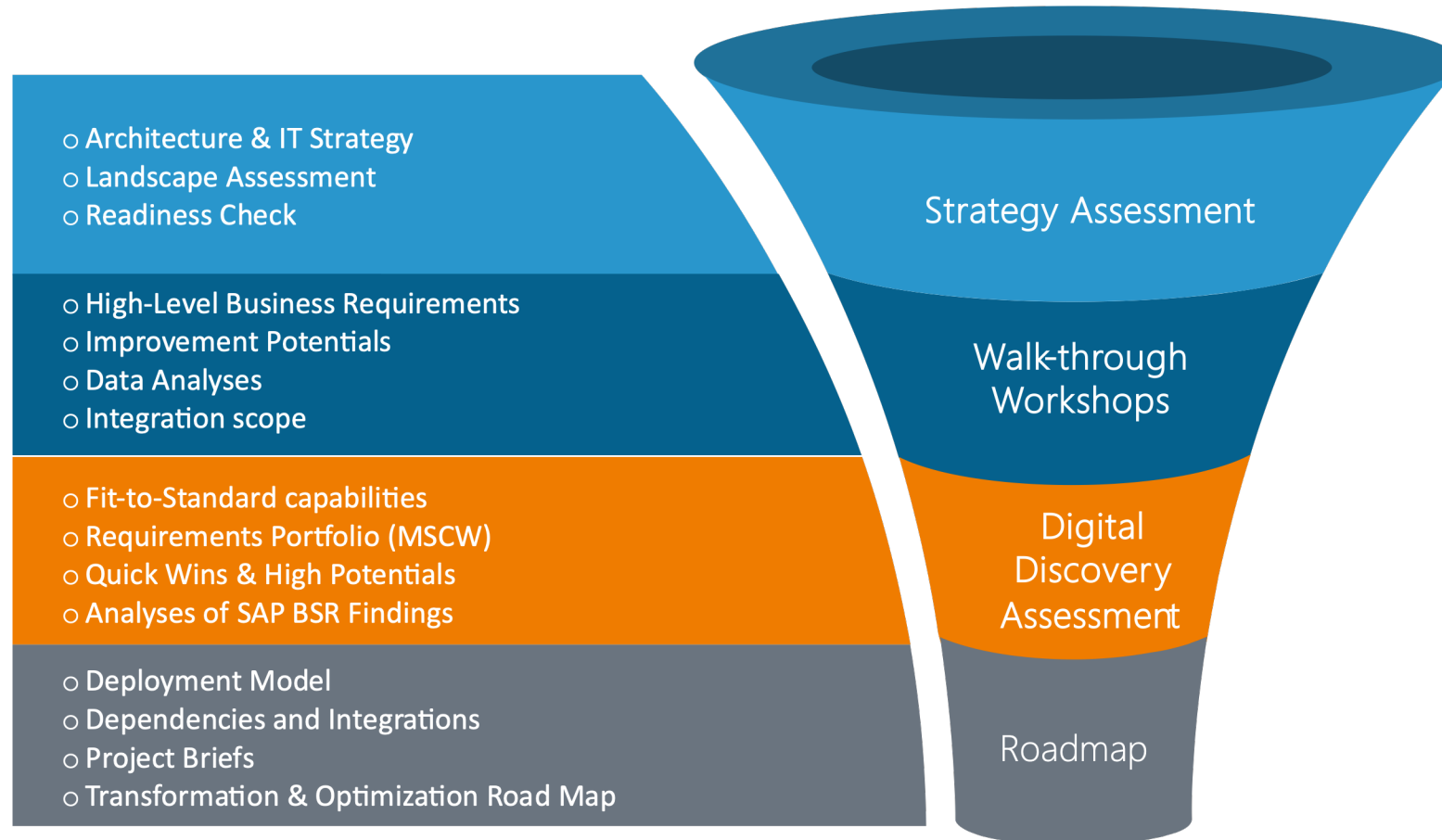
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Journey to start Transformation to the Cloud

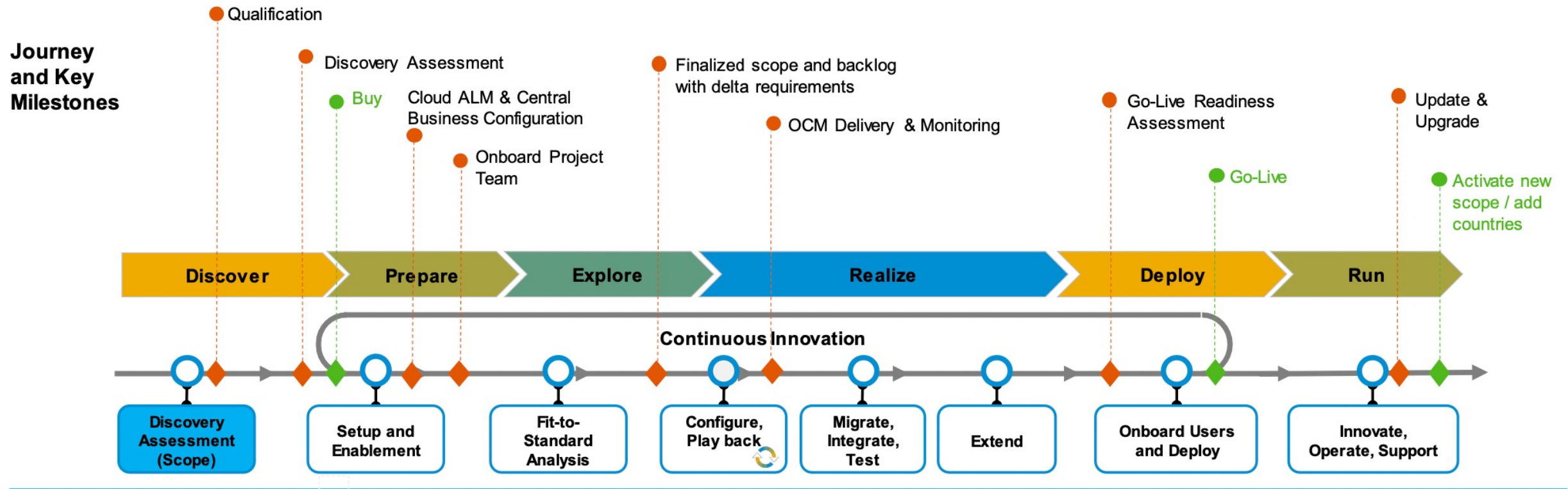


Advise is to start the journey with S/4HANA Cloud assessment



Use SAP Activate as tour guide during the Journey

Journey Overview and Key Milestones



To get a smooth Journey, project members must embrace Cloud Mindset

Embracing Optimizations & Innovations



Create Joint forces between Business & IT

Deploy Industry Best Practices



Align processes to standards, configure and run

Promote Self-Control



Stay Current: Enjoy the movement

Use Self Services to stay in control

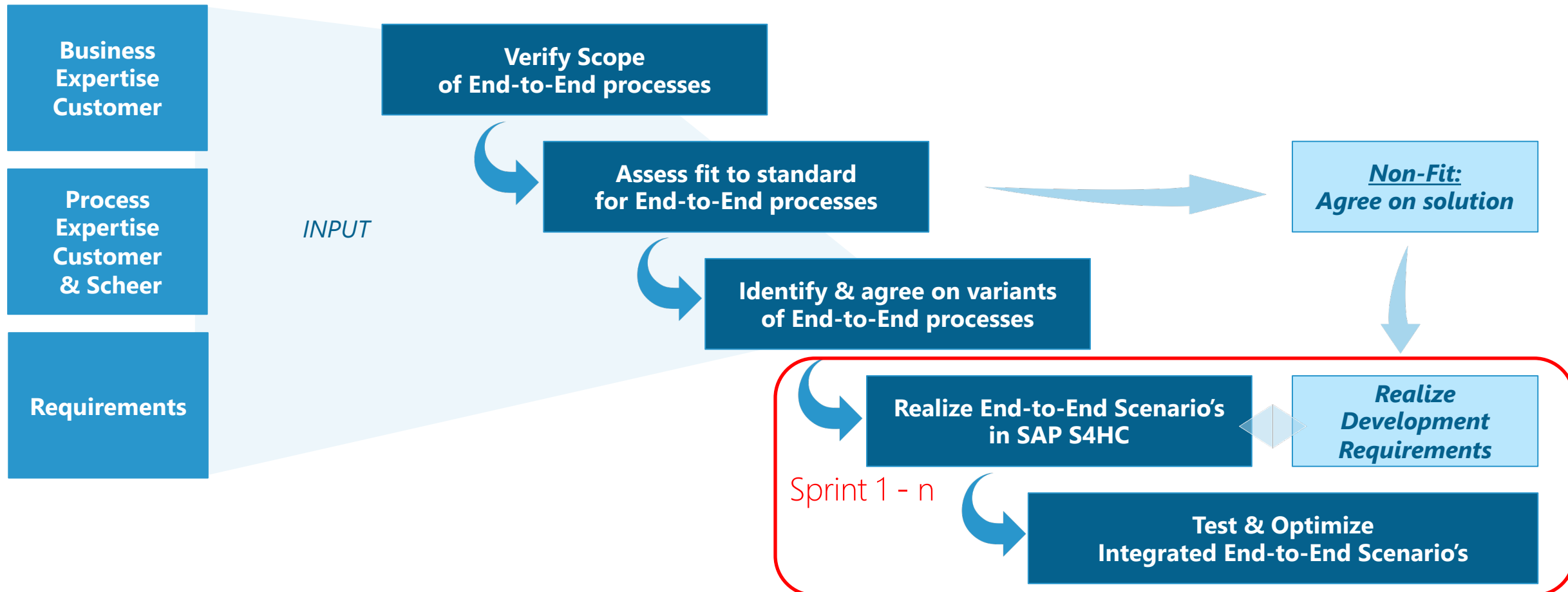
Customers that adhere to these rules realized following benefits:

- Faster time to value
- Lower cost of initial deployment and on-going cost of running the solution
- Ability to absorb innovation delivered by SAP at a faster rate
- Lower risk during the deployment of the solution
- Higher flexibility and lower reliance on one system integrator
- Deployment of future-proof solution utilizing modern technologies

During the journey, all streams should have the same pace

End to end process focus building solution

SAP S4HANA Cloud is fine-tuned and tested in sprints; for example, per business process variant, etc.



How to implement SAP S/4HANA Cloud Public Edition

Create Cloud Mindset

Time spend during fit-to-standard will be saved during realization

Start with S/4HANA Cloud assessment

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

Q & A

Webinar Specials



SAP S/4HANA CLOUD, Public Edition

Specials SAP S/4HANA Cloud, Public Edition

16 Feb: Mogelijkheden van de Public Edition

20 Apr: Inzet van Two-Tier ERP

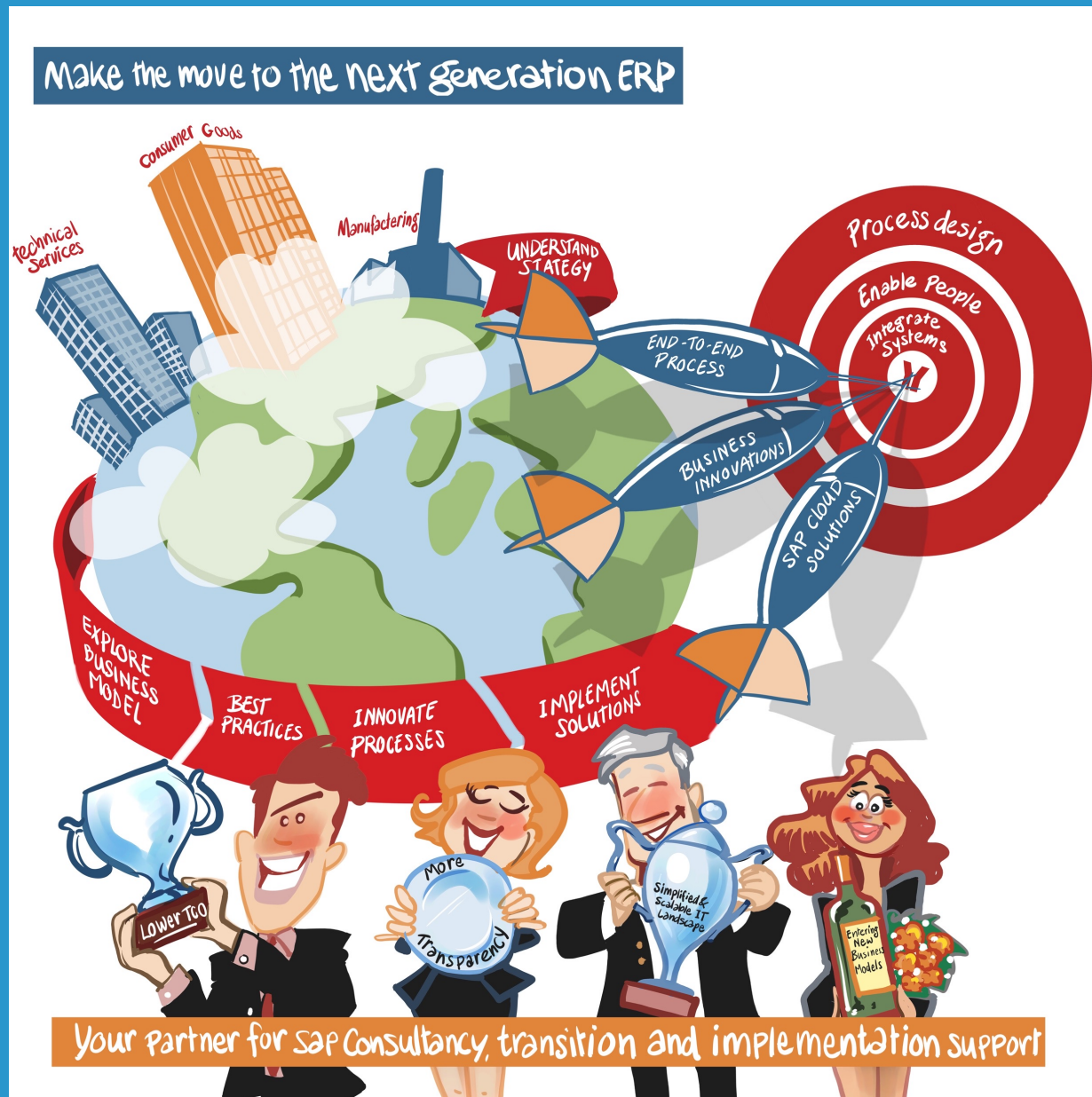
15 Jun: De Mythes rond de Public Edition

17 Apr: VNSG Focus On

<https://www.vnsgfocuson.nl/event>

Thank you

Y Scheer



www.scheer-nederland.nl