

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

Moderator



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Agenda

Introduction

1

Why did companies
make the move to
SaaS-ERP with the
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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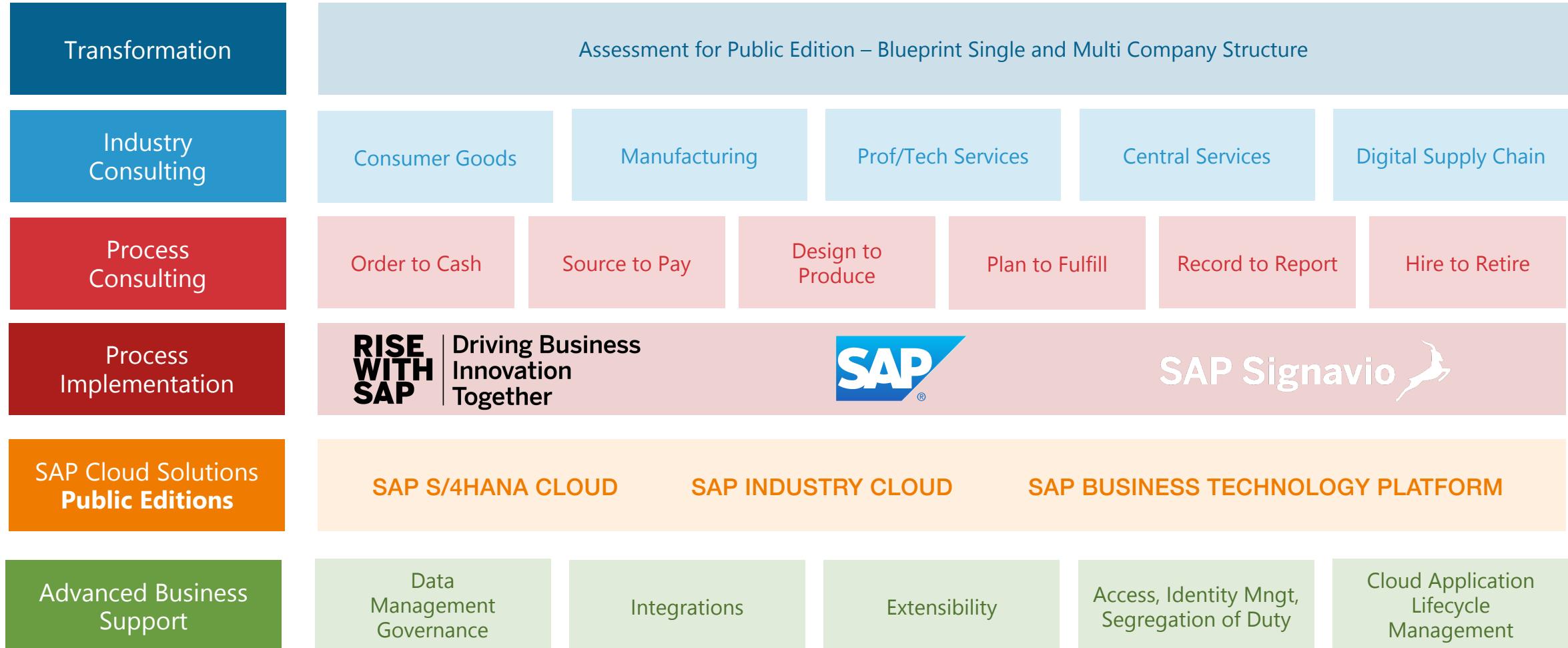
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Scheer Netherlands – Service Portfolio



Early Bird SaaS-ERP adopter

SAP Business ByDesign

10 companies



SAP S/4HANA Cloud,
Public Edition

2017

SAP S/4HANA Cloud, Public Edition

9 companies

SAP Qualified Package
Manufacturing v1

2020



SAP Qualified Package
Manufacturing v2

2022

2023

Certified for
➤ S4HC Consultants
➤ SAP Business Tech Platform
➤ 5+ Live Projects

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Why is the Public Edition selected as solution?



Existing
Solutions
Processes
Capabilities



Required
Solutions
Processes
Capabilities

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



Organic Growth
new LOB



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

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

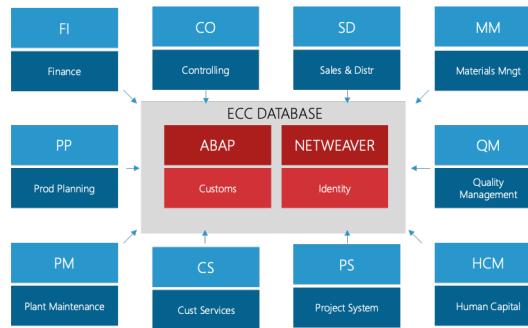
Solution Focus

- 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



Solution Scenarios SaaS-ERP



Why SAP S/4HANA Cloud Public Edition?

Lowest TCO

Ready to growth & to
innovate

Happy Users

Partner Independent

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Why?

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

SAP S/4HANA Cloud,
public edition?

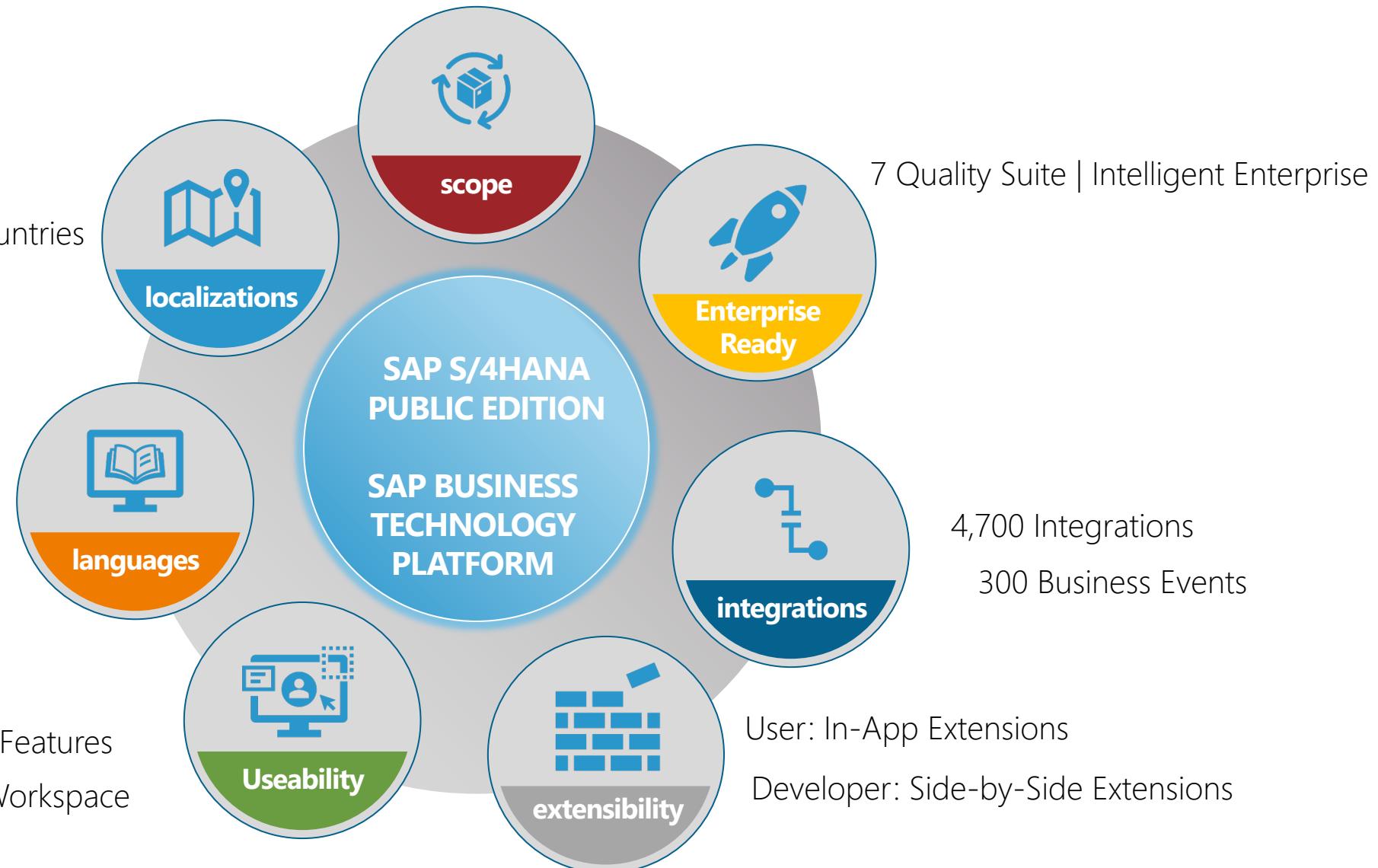
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How to implement
SAP S/4HANA Cloud,
public edition?

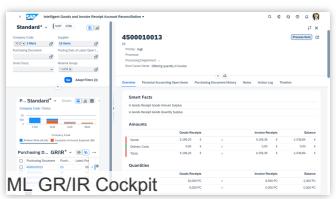
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Maturity Level Public Edition



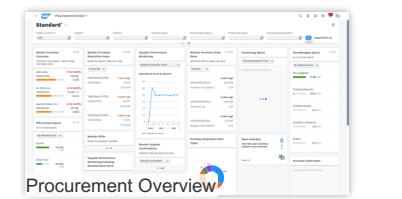


Industry Best Practices – End-to-End Process support



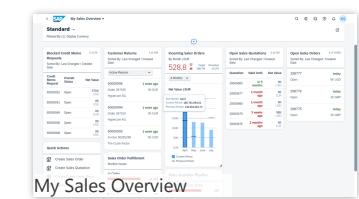
Finance

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



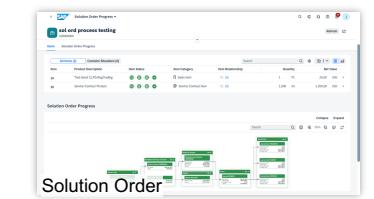
Procurement

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



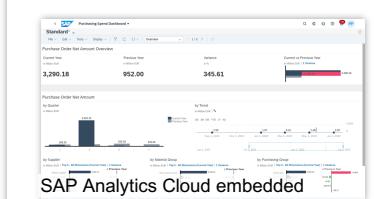
Sales

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



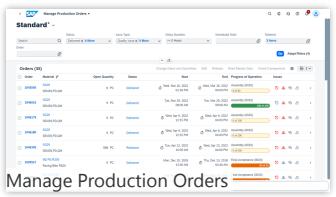
Service

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



Industry capabilities

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



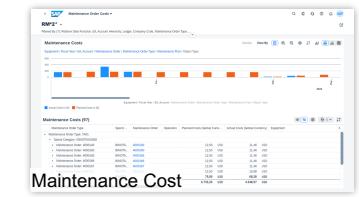
Manufacturing

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



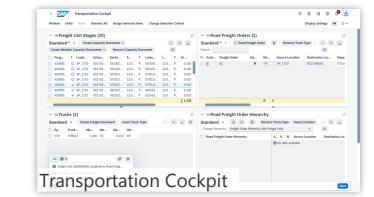
R&D

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



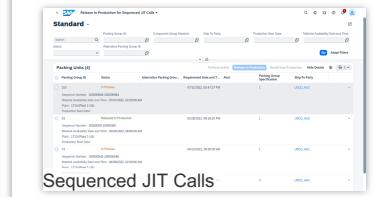
Asset management

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



Supply chain

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

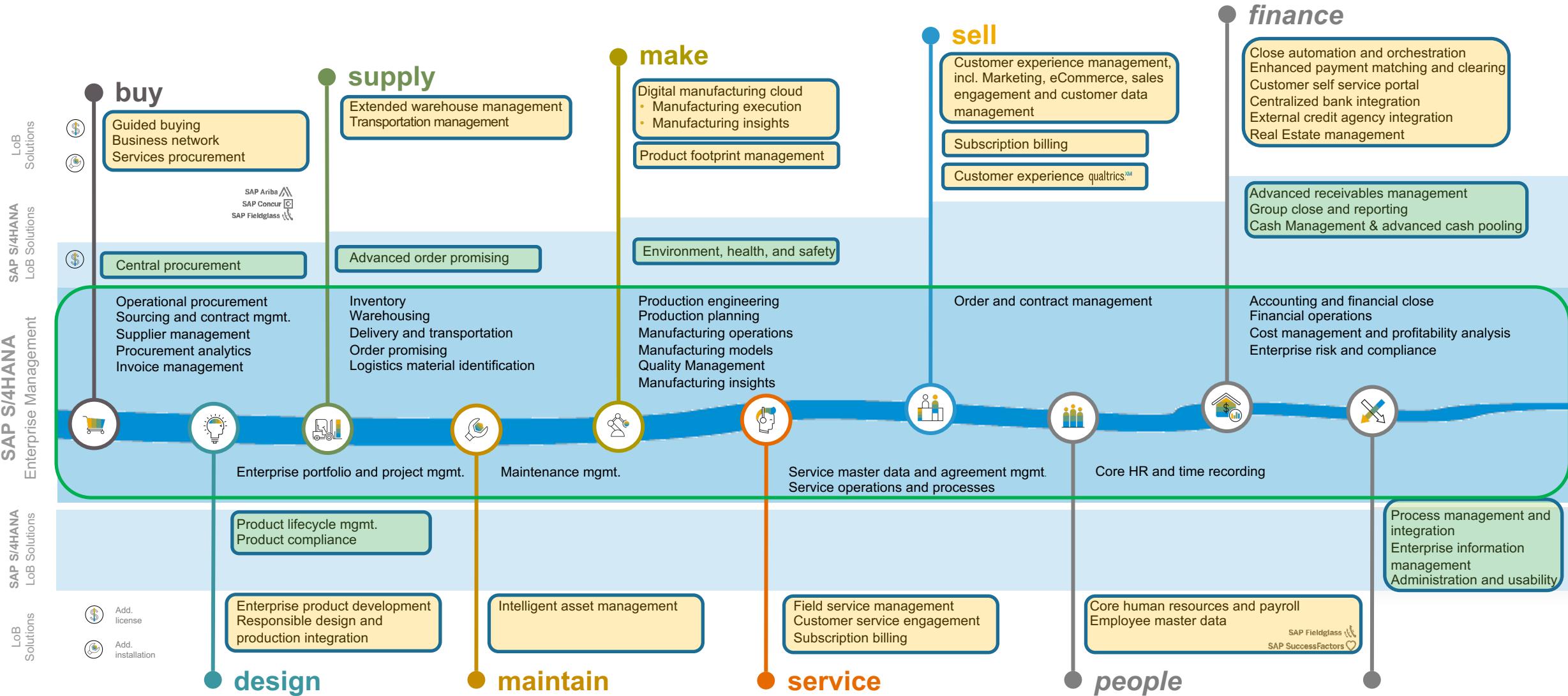


Industry capabilities

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

SAP S/4HANA Cloud – Public Edition

SAP S/4HANA Cloud Modular Application Portfolio



Select the necessary Scope Items out of 650 options

Filter

By color: None

Choose One

x

Make-to-Stock x

(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: None

Choose One

x

Sales Order Processing x

(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

Apply Filter Clear Filter

Varies per location

Varies per selected Scope IDs

Filter

By color: None

Choose One

x

Revenue Recognition x

(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

Apply Filter Clear Filter



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	
Treasury Management	Count of ScopID 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



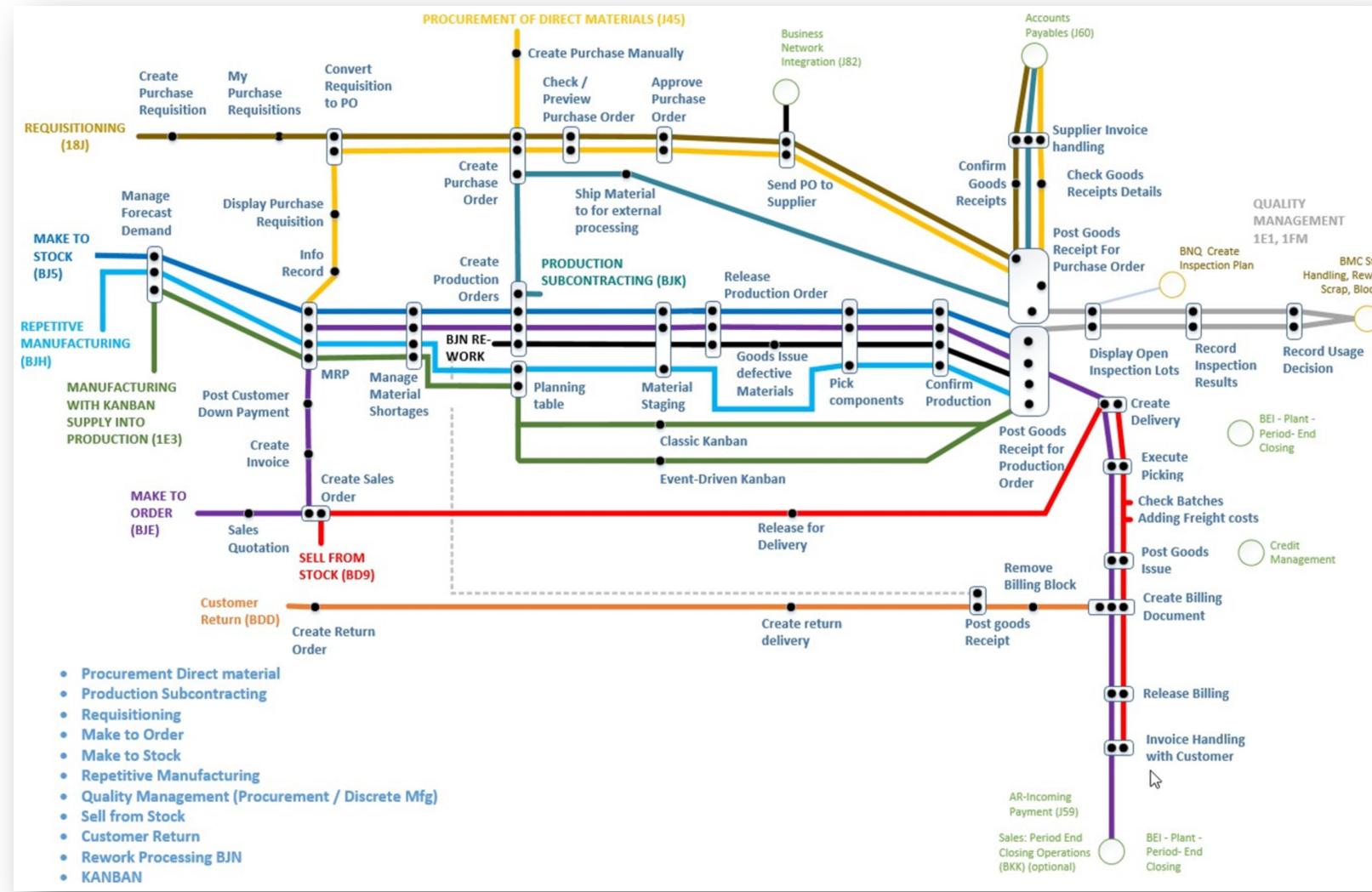
Scope Items Supply Chain

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	
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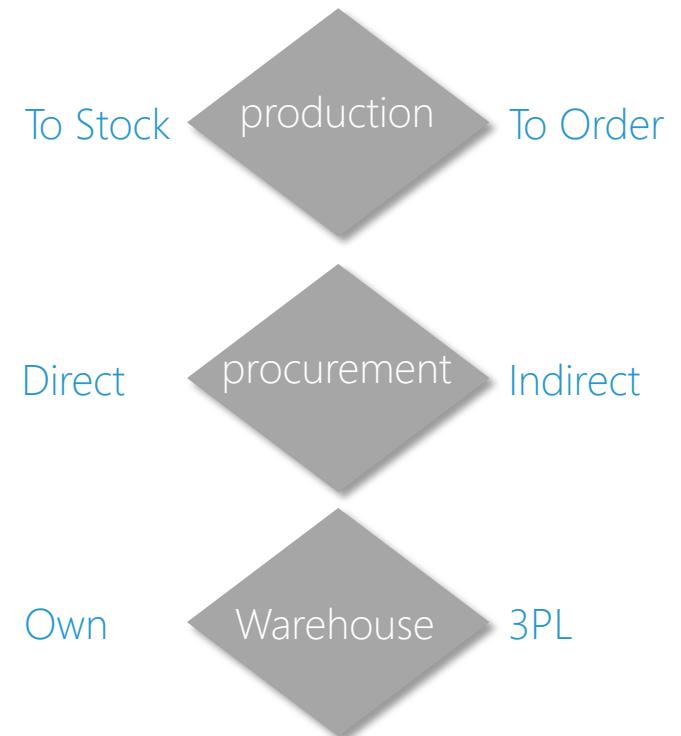
Group	(Multiple Items)	Count of ScopeID
SCOPE ITEMS		
Operational Procurement		40
Manufacturing Operations		35
Inventory		34
Warehousing		28
Invoice Management		27
Product Lifecycle Management		25
Production Planning		24
Central Procurement		17
Delivery and Transportation		16
Quality Management		15
Manufacturing 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



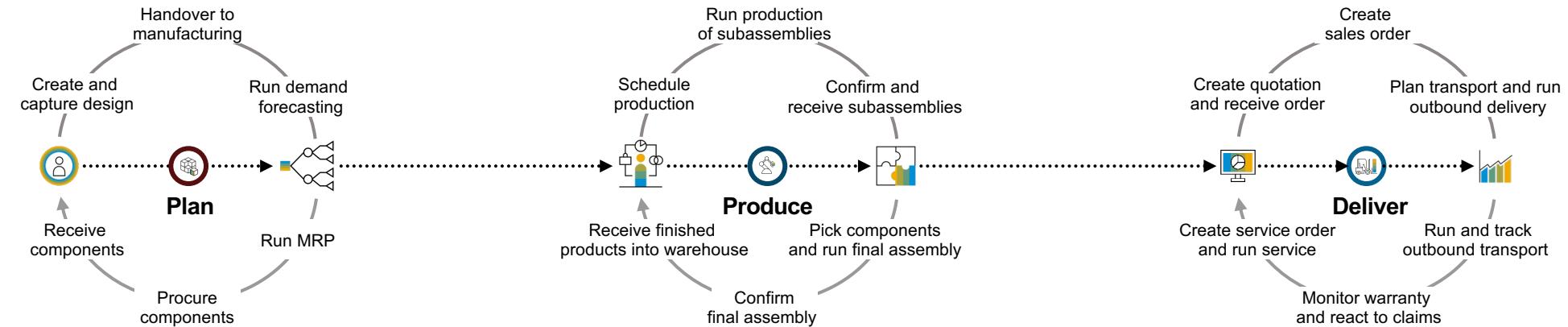


Product Centric Industry Best-Practices

Product-Centric Industries	Industries:	 Automotive  High Tech  IM&C  Mining  Mill Products  Retail	
	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 	



Example - Make-to-Stock Scenario Value Chain:



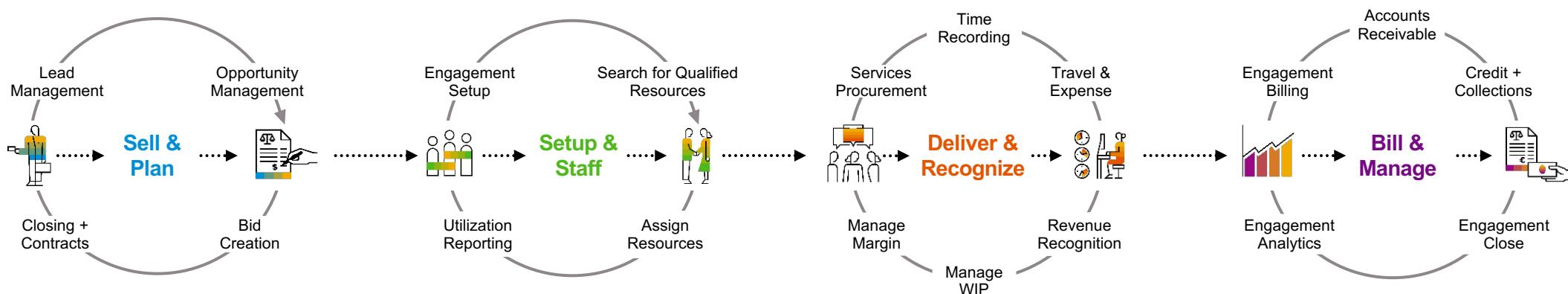


Service Centric Industry Best-Practices

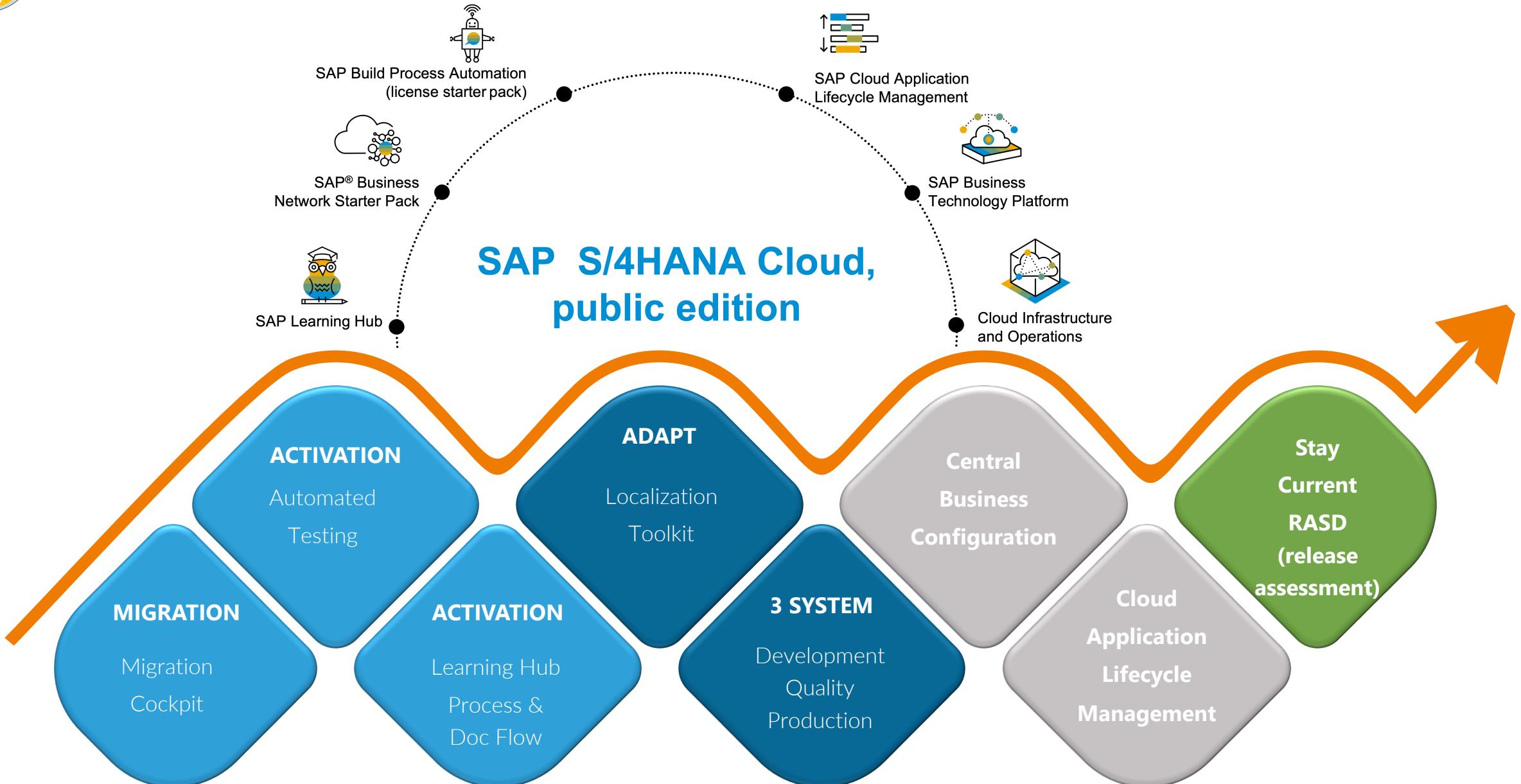
Service-Centric Industries	<u>Industries:</u>	 Professional Services  Media  EC&O + Real Estate  Public Sector  Higher Education  Banking  Insurance  Travel + Transportation
	<u>Scenarios:</u>	Customer Projects Contract-Based Solution Business Commercial Real Estate Govt + University Budget Mgmt Regulated Financials Asset Management
	<u>Differentiation:</u>	<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



Example – Customer Project Value Chain:

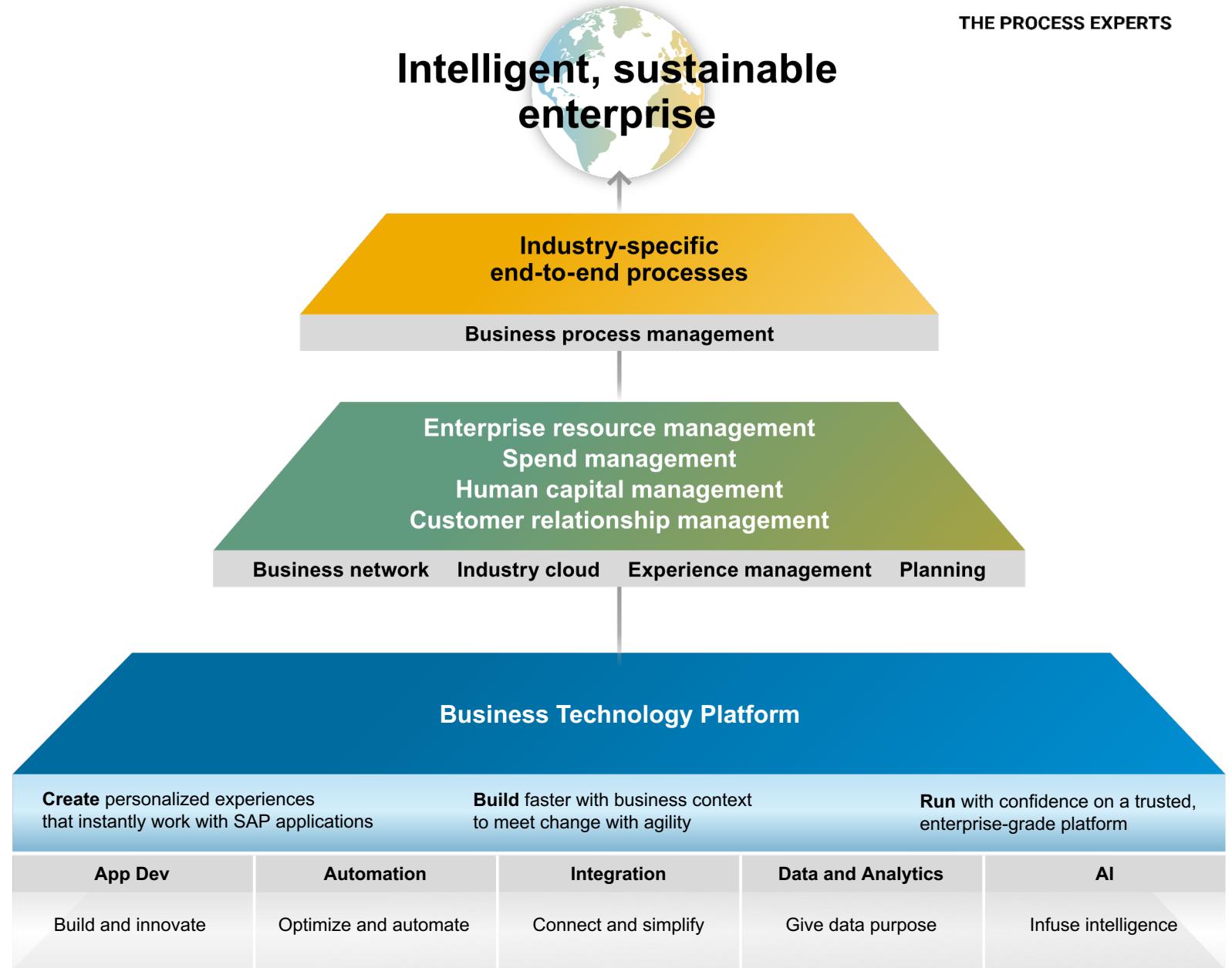


Enterprise Ready



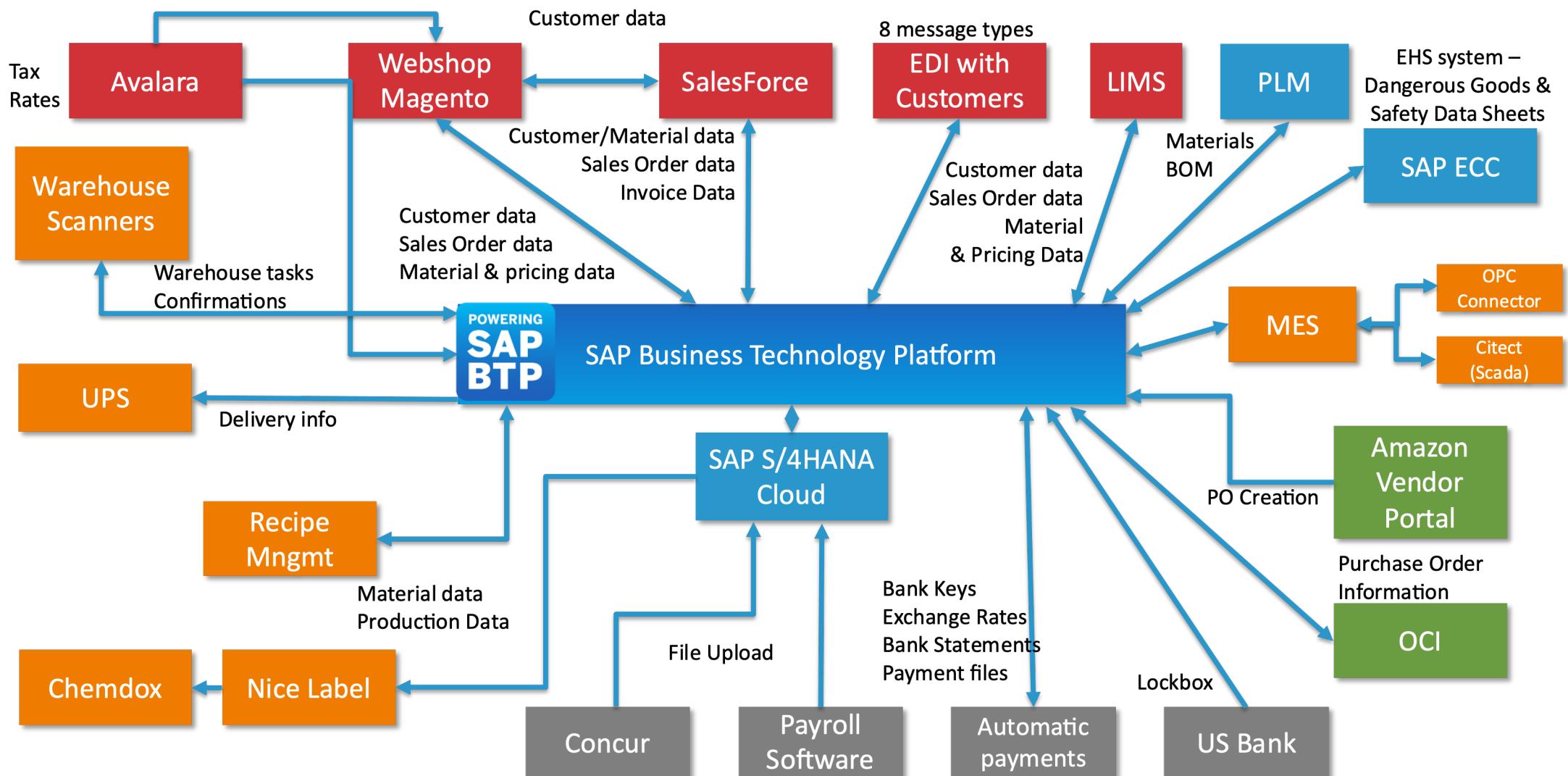


SAP BTP is the foundation of the Intelligent Sustainable Enterprise

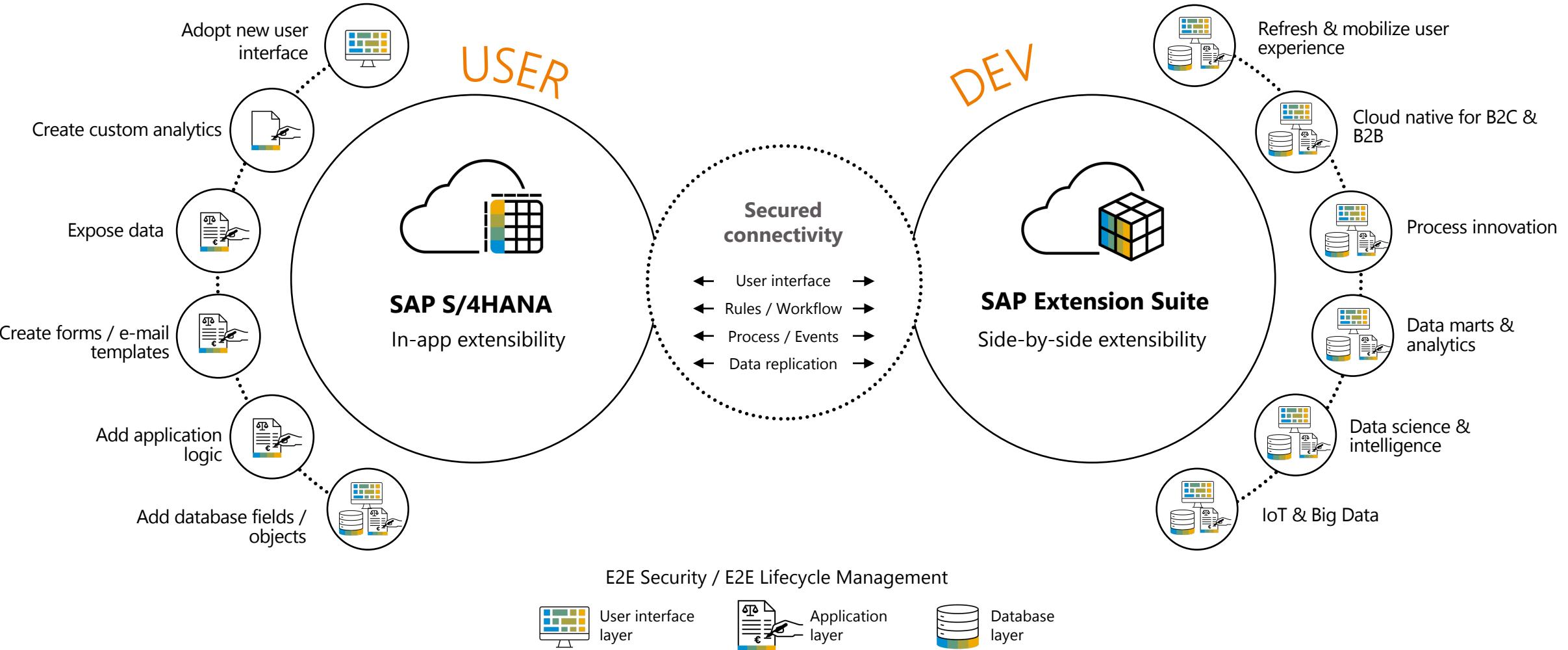




Example existing integrations with Public Edition

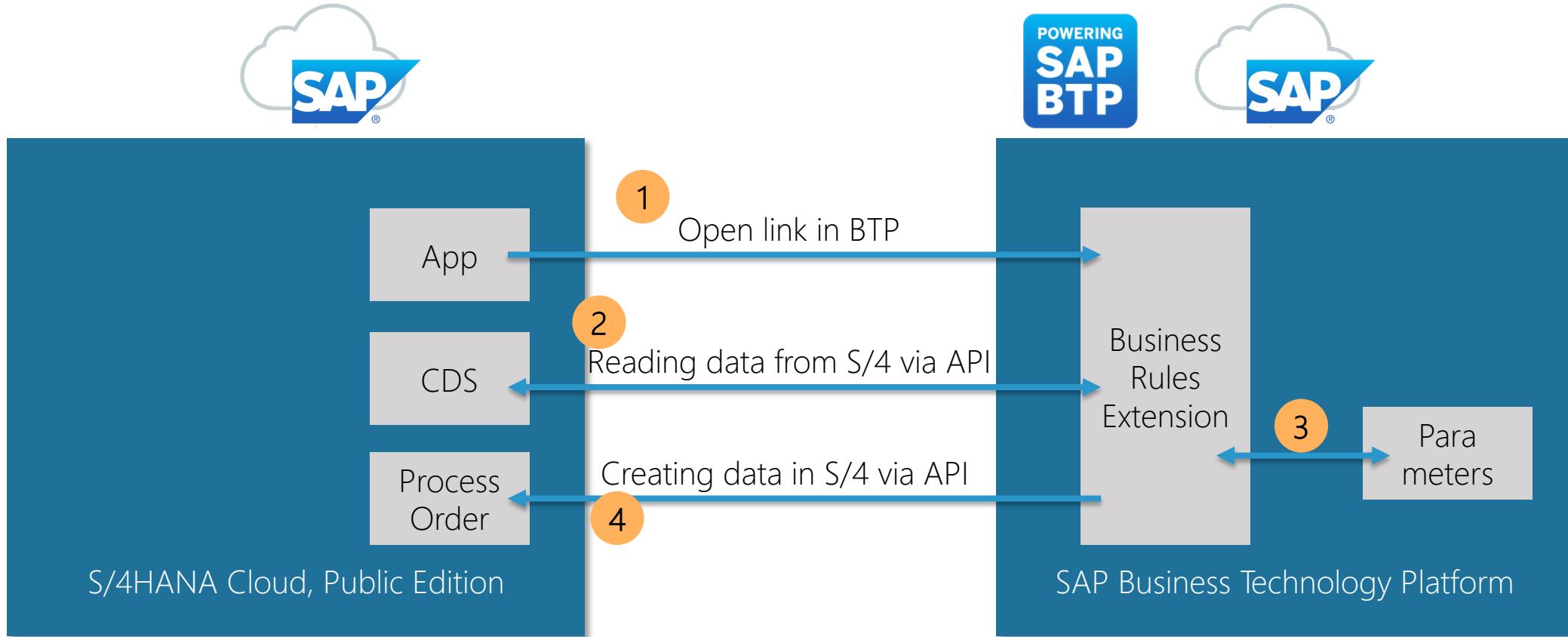


SAP S/4HANA Cloud Extensibility





Example Side-By- Side extension

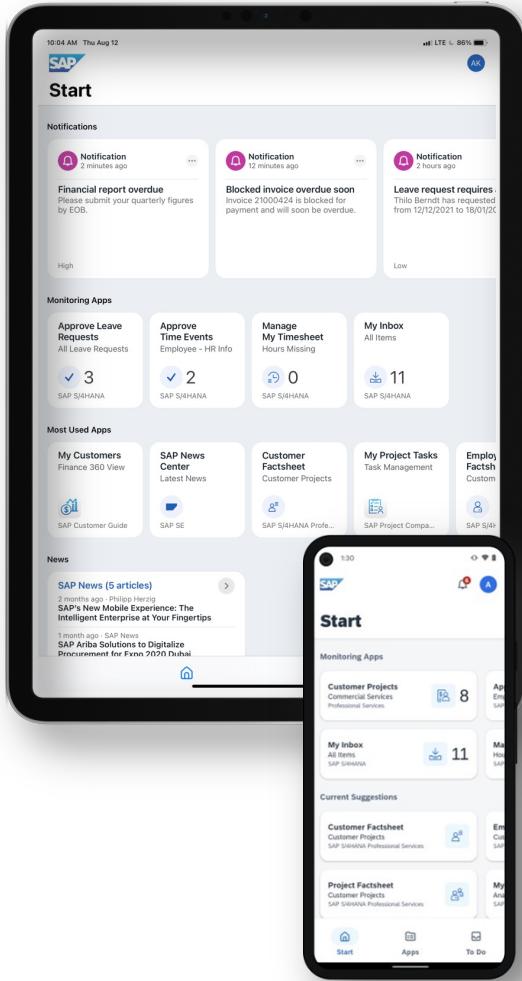


Intuitive User Interface

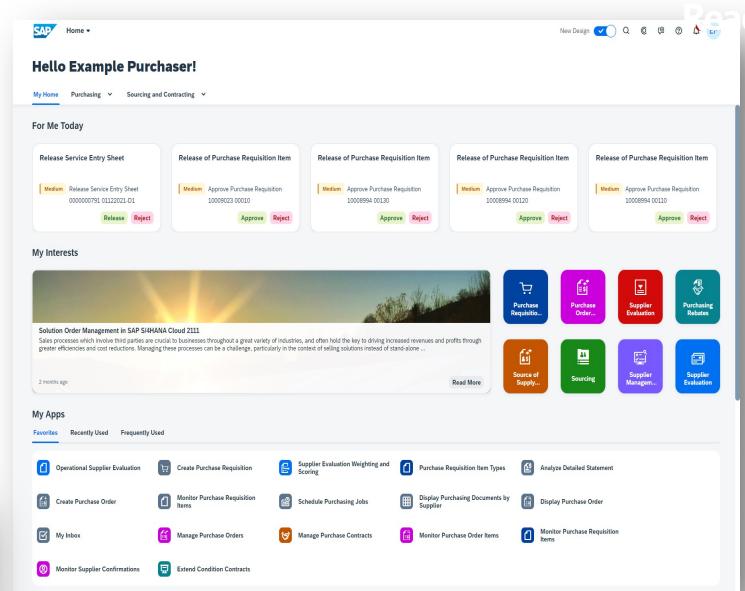


Usability

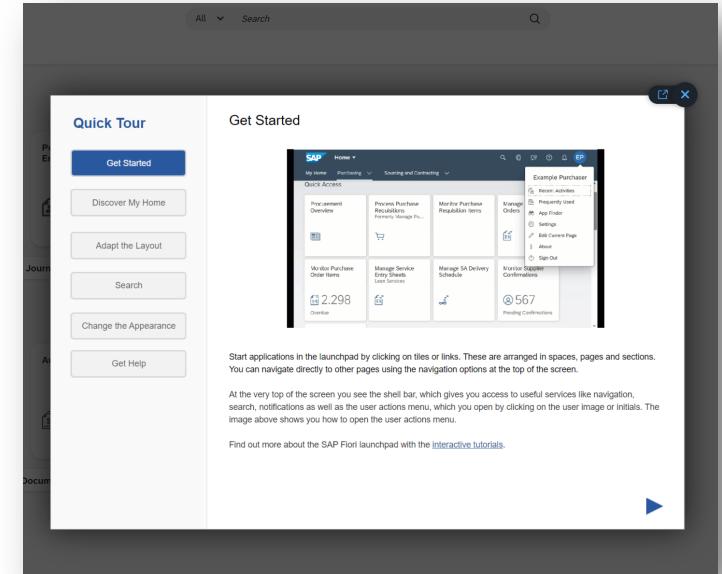
SAP Mobile Start



New UX - Horizon Visual Theme



Embedded guidance/ support





Example User Dialogs

SAP Home ▾ Apps ▾ Search In: "Apps" Q

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 Create Billing Documents Manage Customer Returns Version 2 Manage Sales Docs with Customer-Expected Price Sales Order Fulfillment Analyze and Resolve... Sales Order Items Backorders Sales Volume Open Sales by Org Sales Volume Check Open Sales Manage Credit Memo Requests

902 305 60 1 306 128 93 40 0 5 min. ago 5 min. ago No data No data 64

Billing Due List Items

Cards (4) Edit

Stock Value Increase despite Consumption ...
Value increase | EUR
2,0 M
Last 365 days

More than 100 Days without Consumption ...
Total value | EUR
858,16 k
Today

Incoming Sales Orders By Month | EUR
38,6 k ▲ Target 0,1K Deviation 31.309,3%
By Net Value

Customer Returns By Month | EUR
134,2
Net Value

Top 20 Materials by Value Increase ...
Value Increase
Days without Consumption

Value and Number by Last Consumption ...
Materials Value
Days without Consumption

Incoming Sales Orders By Month | EUR
38,6 k ▲ Target 0,1K Deviation 31.309,3%
By Net Value

Customer Returns By Month | EUR
134,2
Net Value

Net Value of Current Year
Net Value of Previous Year

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

SaaS solution with
continuous innovations

Flexible and modular ERP
solution

Openness and Extensibility

Supporting tools for
implementation and
operational

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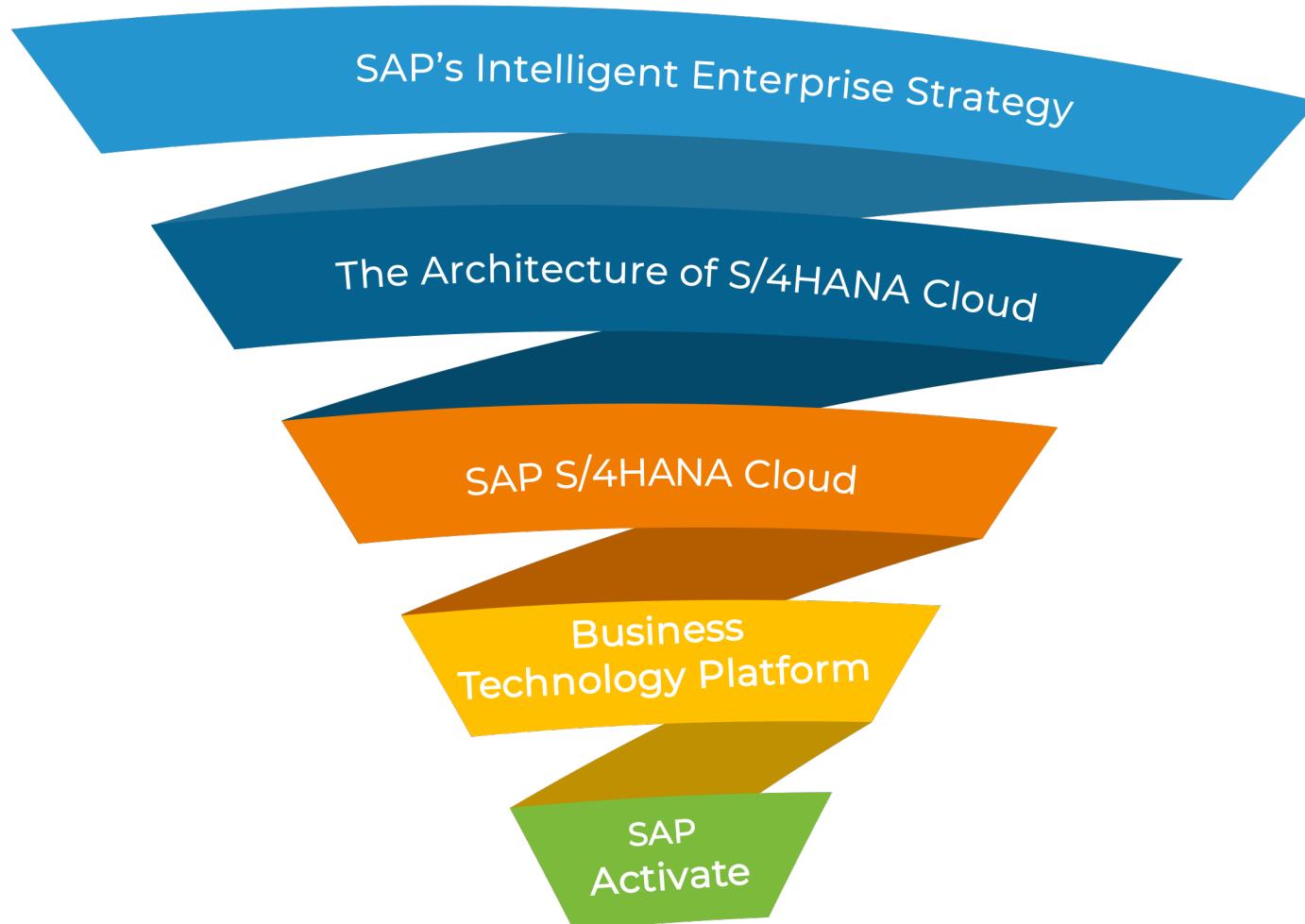
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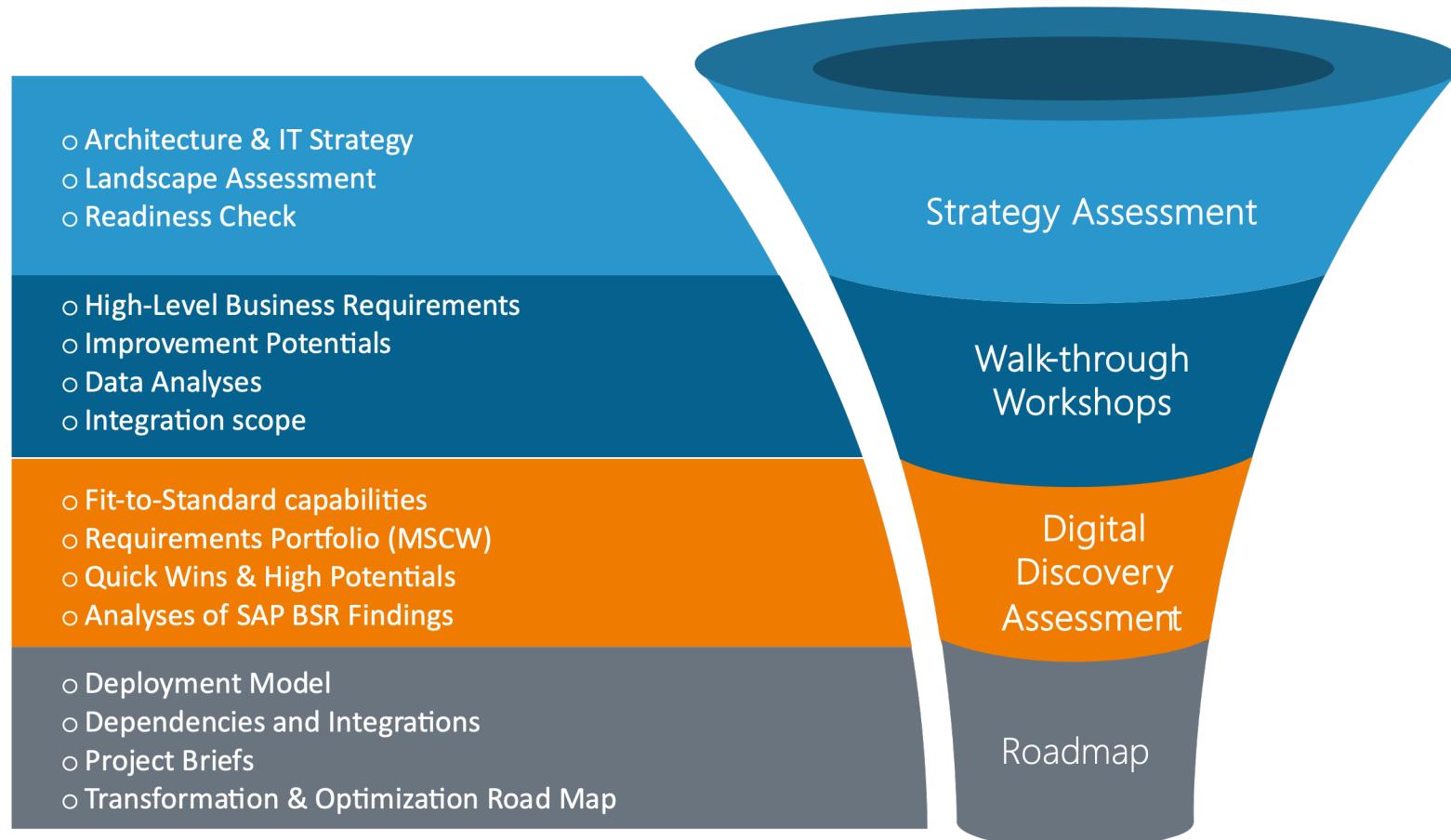
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Journey to start Transformation to the Cloud

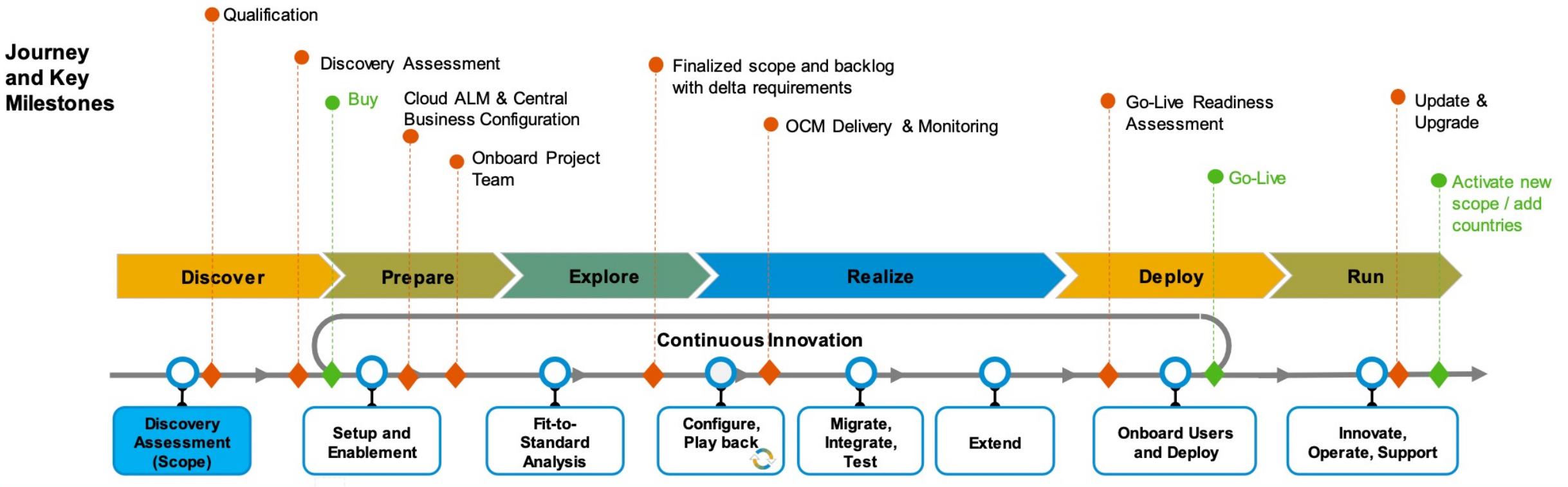


Advise is to start the journey with S/4HANA Cloud assessment



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

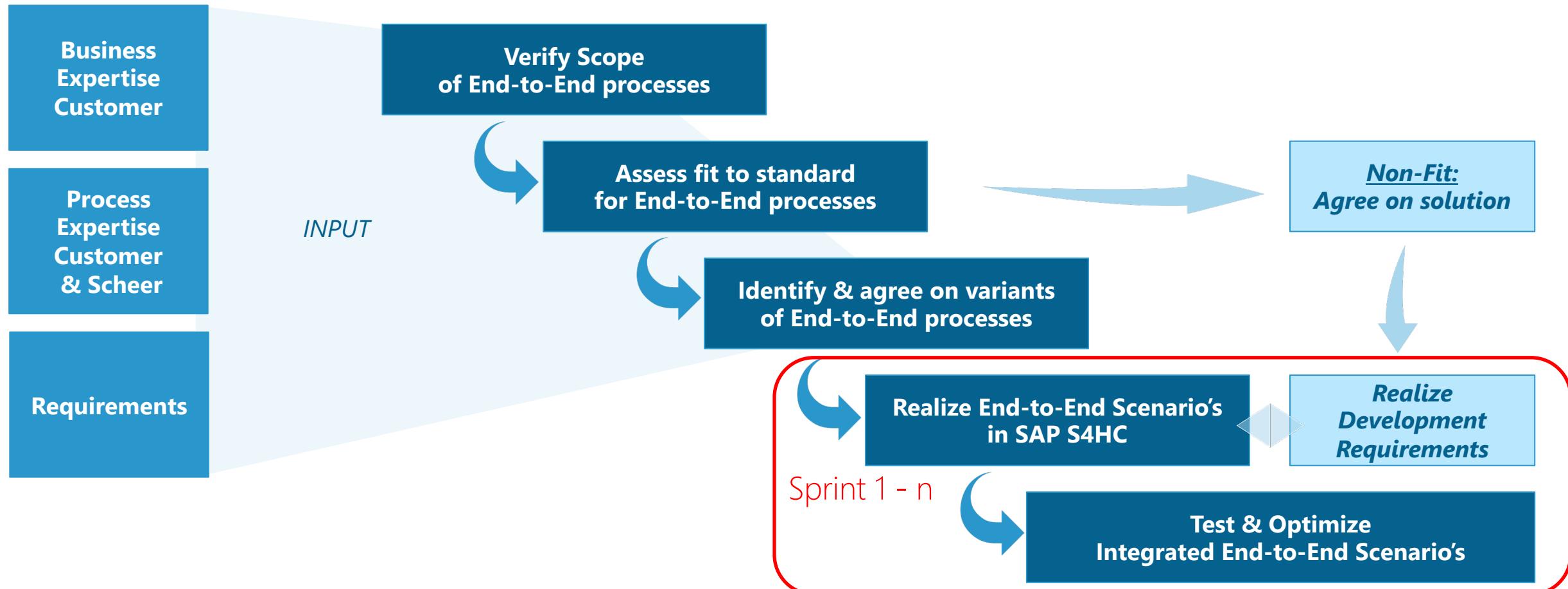
Customers that adhere to these rules realized following benefits:

- 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

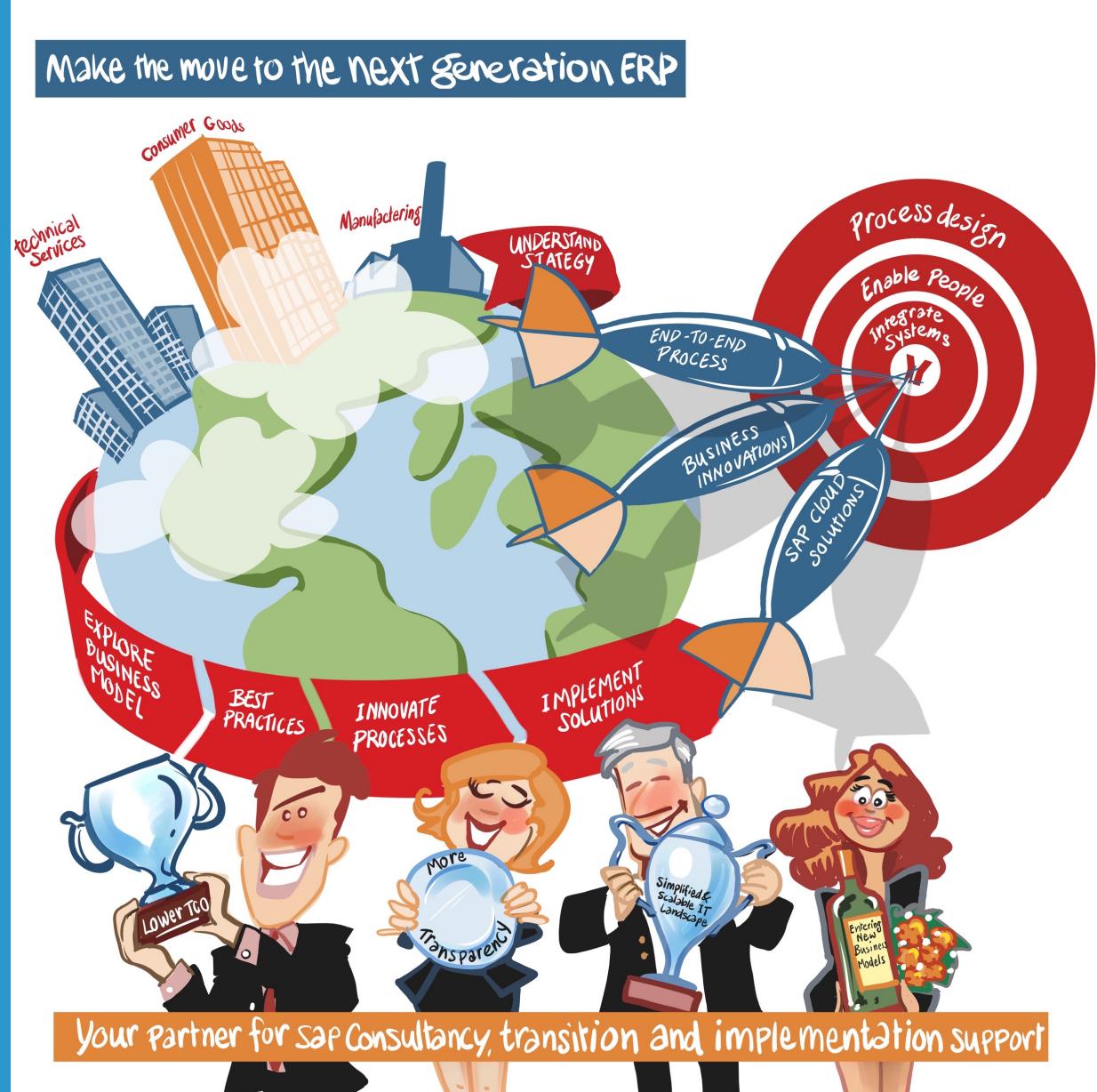
15 Jun: De Mythes rond de Public Edition

17 Apr: VNSG Focus On

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

Y Scheer

Thank you



www.scheer-nederland.nl