

SAP S/4HANA Cloud, een praktisch reisverslag

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An aerial photograph showing a dark asphalt road that curves through a dense, vibrant green forest. To the left of the road is a large, calm body of water, likely a lake or reservoir, which reflects the sky and the surrounding trees. The overall scene is peaceful and scenic, suggesting a remote or natural travel destination.

Het Reisdoel

Beknopt reisverslag

Reiservaring om
te delen

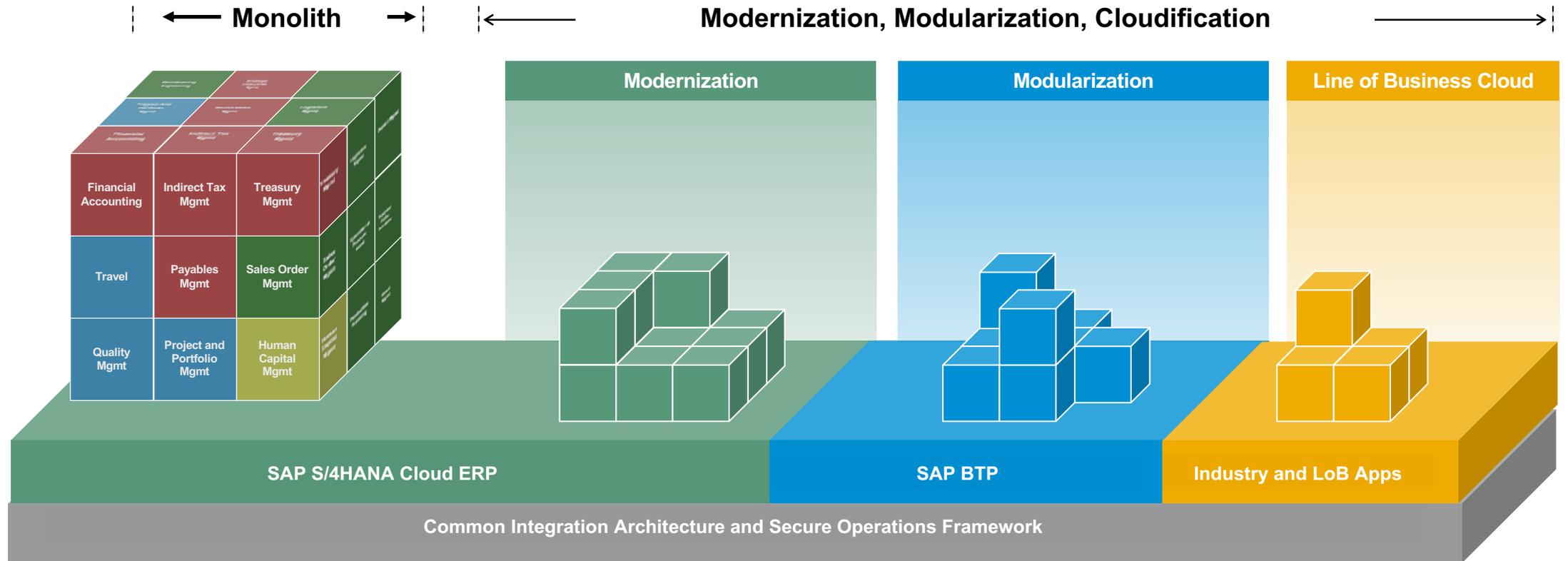
Ons reisadvies

**Business
Agility**

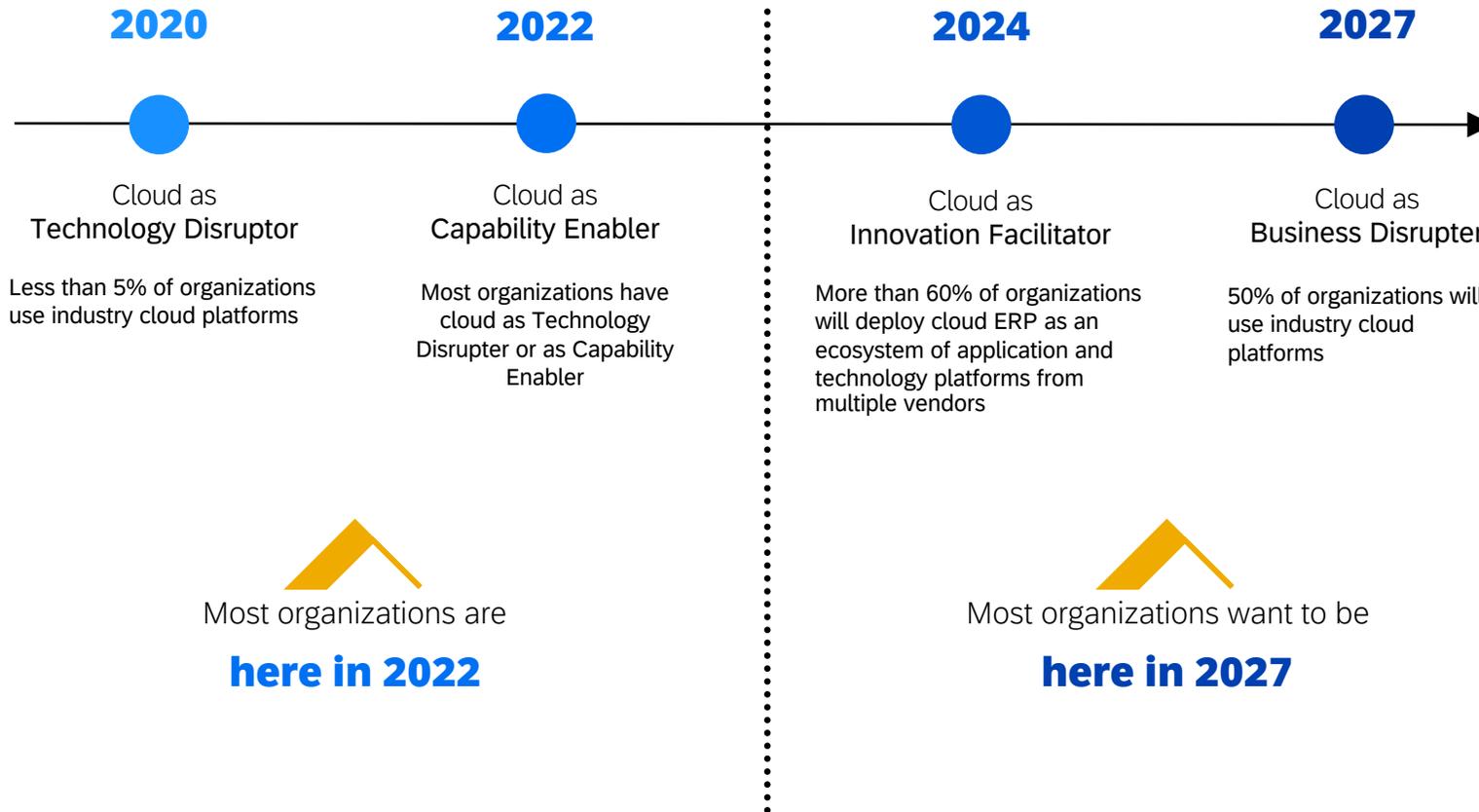
**Enabling Transformation
through technology**

**Sustainable
Enterprise**

Simplify the core to unlock agility



Enabling Business Disruption through cloud technology

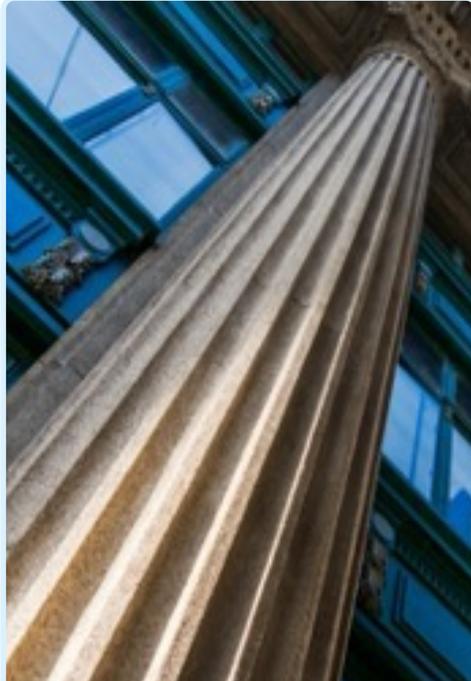


We aim to address your key sustainability challenges



RECORD

Your challenges
ESG transparency along the value chain (scope 1-3)



REPORT

New and increasing ESG reporting requirements



ACT

Embedding sustainability in core business process



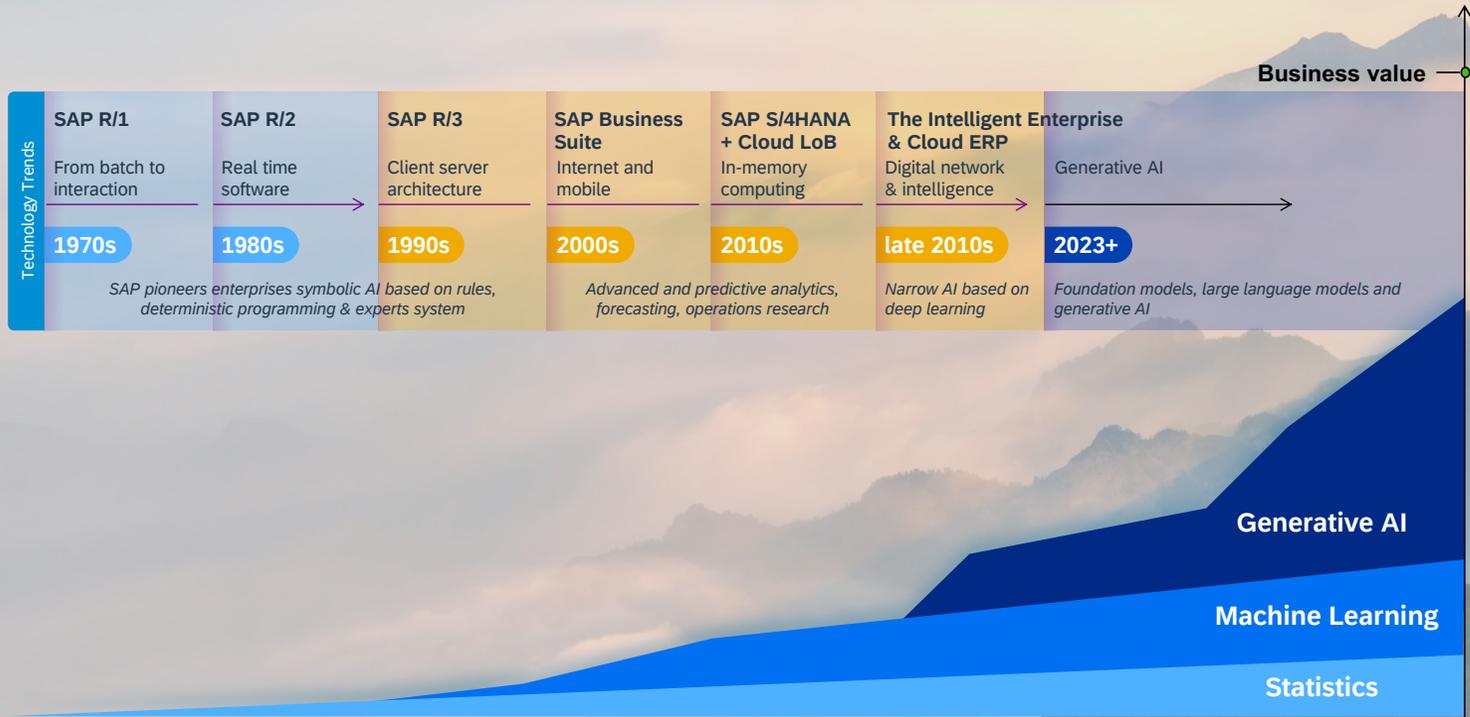
An aerial photograph showing a dark blue lake on the left and a winding asphalt road on the right, surrounded by a dense green forest. The road curves along the edge of the lake. The sky is reflected in the water.

Het Reisdoel

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6,000+

RISE and GROW with SAP customers
since its launch on January 21, 2021



Different companies across different industries

With a variety of business strategies | Cost, speed, innovation



Size of organization

Small

Large

Business maturity

New

to

Established

Driver for change

Evolution

Disruption



Different companies across different industries

Unique needs

Run on the industry standard

Standard processes

Always on latest

Full SaaS model

Business processes

Speed of innovation

Desired cloud service

Run on own standard

Tailored processes

At own pace

Shared control



SAP Cloud ERP for Every Business Need

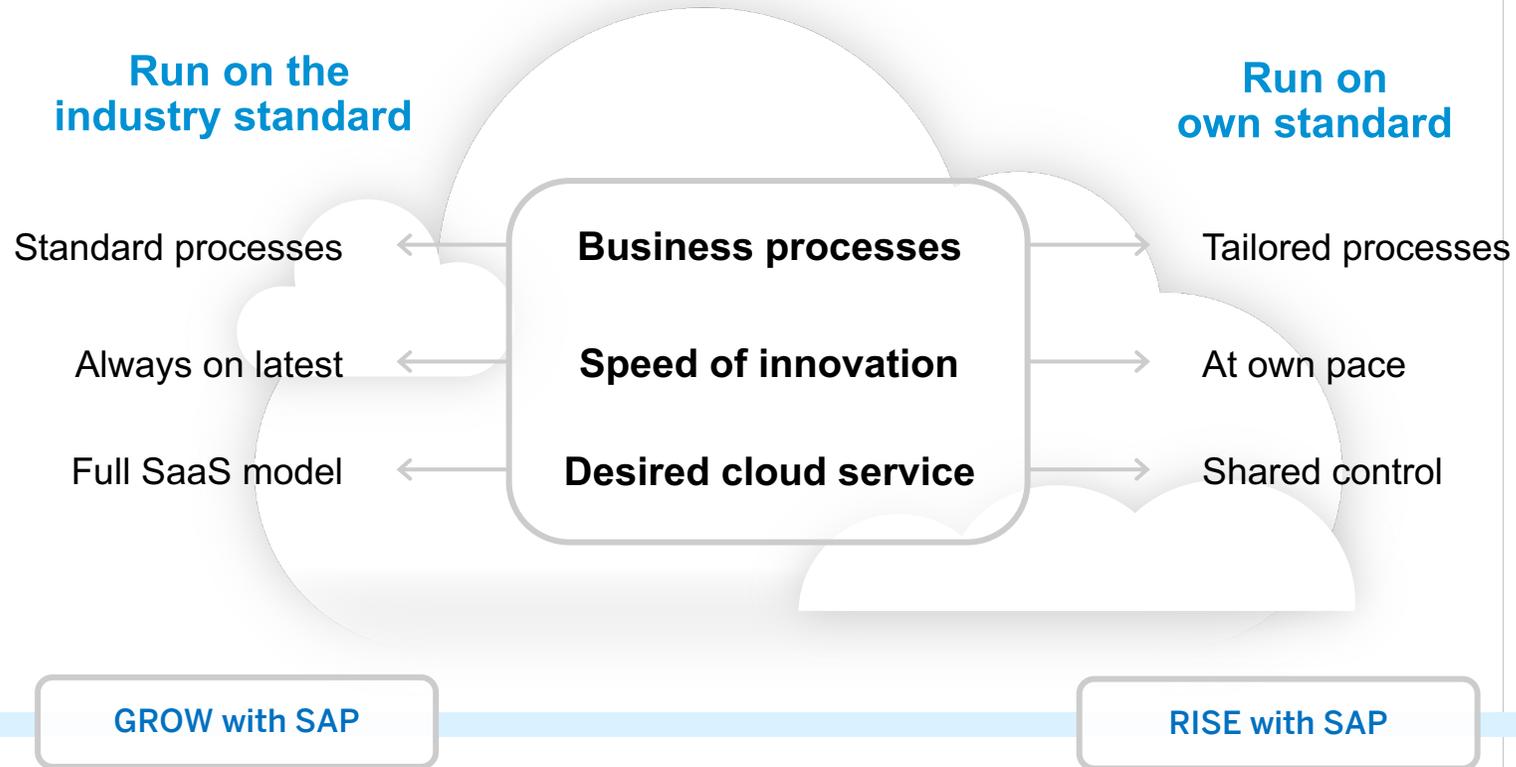
SAP S/4HANA Cloud, *public edition*

Ready-to-run cloud ERP that delivers the latest industry best practices and continuous innovation.

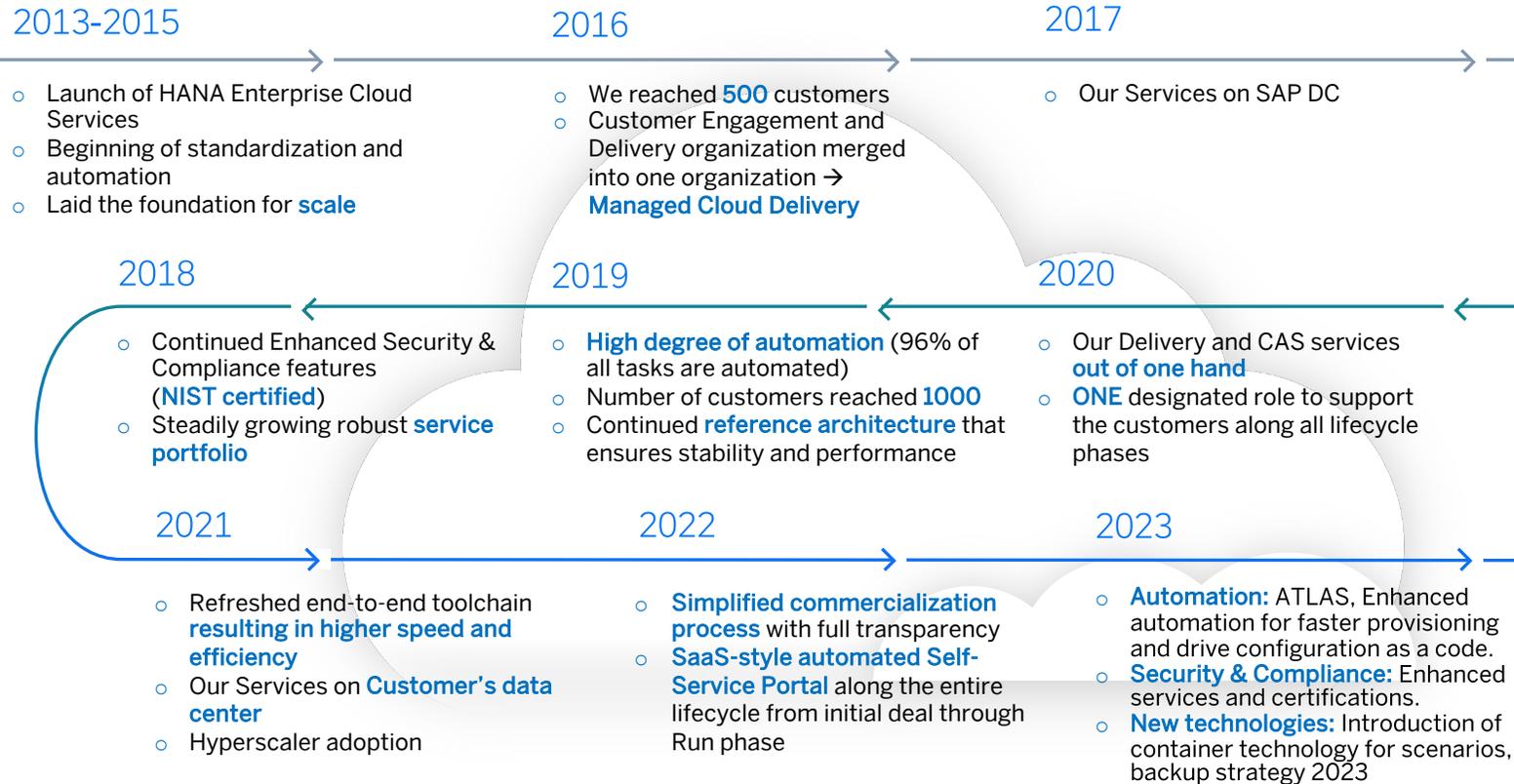
SAP S/4HANA Cloud, *private edition*

Tailored-to-fit cloud ERP that adapts to your organization's unique transformation.

SAP S/4HANA Cloud 2 Tier strategy



The evolution of SAP Enterprise Cloud Service



SAP Enterprise Cloud Services

100+

Data Centers
Worldwide

90,000+

Managed Systems
80% on Hyperscalers

99.99%+

System Availability

125,000+

Servers with a total
Memory of ~ 19,250 TB

~ 2,300

Employees Globally in
> 20 locations

~ 4,000

Customers with
S/4HANA

~ 39,000

Processed Service
Requests per Month

~ 3,250

Customers on
Hyperscalers

4,200+

Private Cloud Customers
(incl. CAS)



RISE into the Future

Intelligent Sustainable Enterprise Remains the SAP “North Star”

- Business Transformation, optimization and innovation are heavily contingent on leveraging new digital capabilities- **delivered fast and at scale** via the cloud.
- Digital core must contain **multi-industry capabilities** to serve the modern businesses.

RISE with SAP

- Is here to stay, and continues to focus on partnership which facilitate ability to exploit SAP **innovations quickly** and shift to **clean core**.
- Engagement for OnPrem customers to evolve their **mission critical ERPs** to the cloud.

SAP S/4HANA Cloud private edition 2023

- 2023 Release offers full functional **compatibility** with ECC 6.0 and brings new functions and capabilities to support 21st Century Business Models
- Digital core must contain **multi-industry capabilities** to serve the modern businesses.

New innovations delivered against RISE and GROW

- SAP continues to develop in core S/4HANA (see the Roadmap tool).
- New **innovations really** on massive compute, storage, safe data access, security and integration capabilities – hence only delivered via RISE and GROW.

(RISE into the Future replay [Registration Link](#))



An aerial photograph showing a large, dark blue lake on the left side, with a dense green forest on the right. A paved road with yellow and white markings curves along the edge of the forest, separating it from the lake. The sky is visible in the upper left corner, reflecting on the water's surface.

Het Reisdoel

Beknopt reisverslag

**Reiservaring om
te delen**

Ons reisadvies

Lesson 1 - People and Processes

1. Expectations about roles & responsibilities under RISE with SAP
2. Poor understanding of post-sale processes / customer lifetime journey
3. Confusion around SAP RISE with SAP Ecosystem



The RISE Adoption Framework – ensuring clarity & alignment

Know What Happens Next

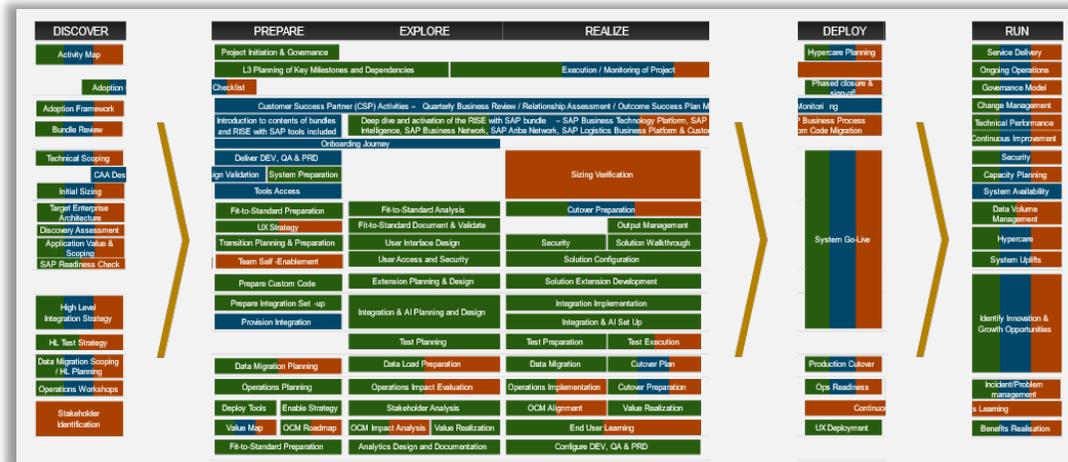
- Engage early
- Start preparation of adoption plan aligned to journey
- Set up adoption and operations workshops with all stakeholders

Know Who Does What

- Understand what is included in subscription, identify additional activities & owners along journey
- Document who will do what
- Discuss business transformation activities, when and who will drive them

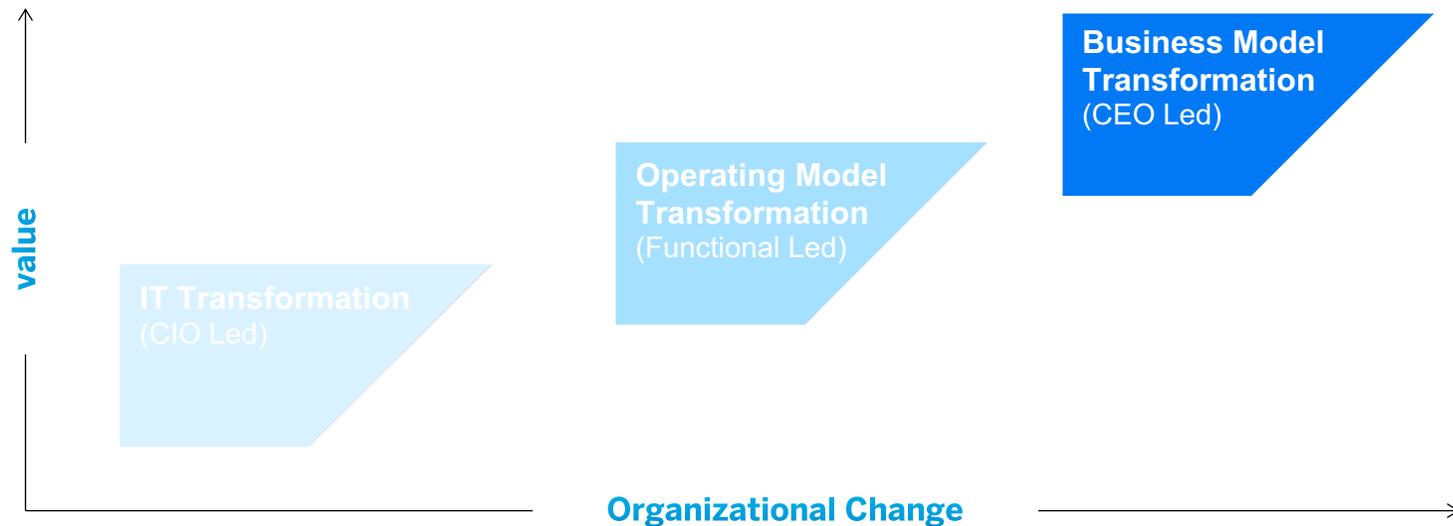
Assure Things Happen

- Document the key tasks and touchpoints
- Embed these activities into overall Project Plan
- Proactively follow up at milestones



Lesson 2 - Value

1. Value-drivers are different for each customer
2. TCO reductions important but not impactful on business
3. Full-blown business model transformations look for growth and competitive differentiators
4. LoB Optimisations (especially CCFO) driven by economic conditions – look for standardisation, consolidation, automation



SAPs revamped Engagement approach based on your key milestones

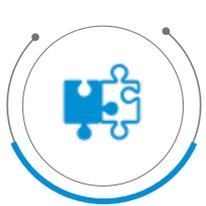


Lesson 3 - Partners



"We are serving 400,000 customers across the globe. There is no way SAP can develop, sell or service everything on our own. We need a strong ecosystem. This is the most partner-friendly offering we have ever launched from SAP. Our ecosystem is fully embracing this new offering. That was key for us."

Christian Klein. SAP CEO



Software Partners
Extend Capabilities



Service Partners
Implement and Manage



Reselling Partners
Reach, Scale and Value

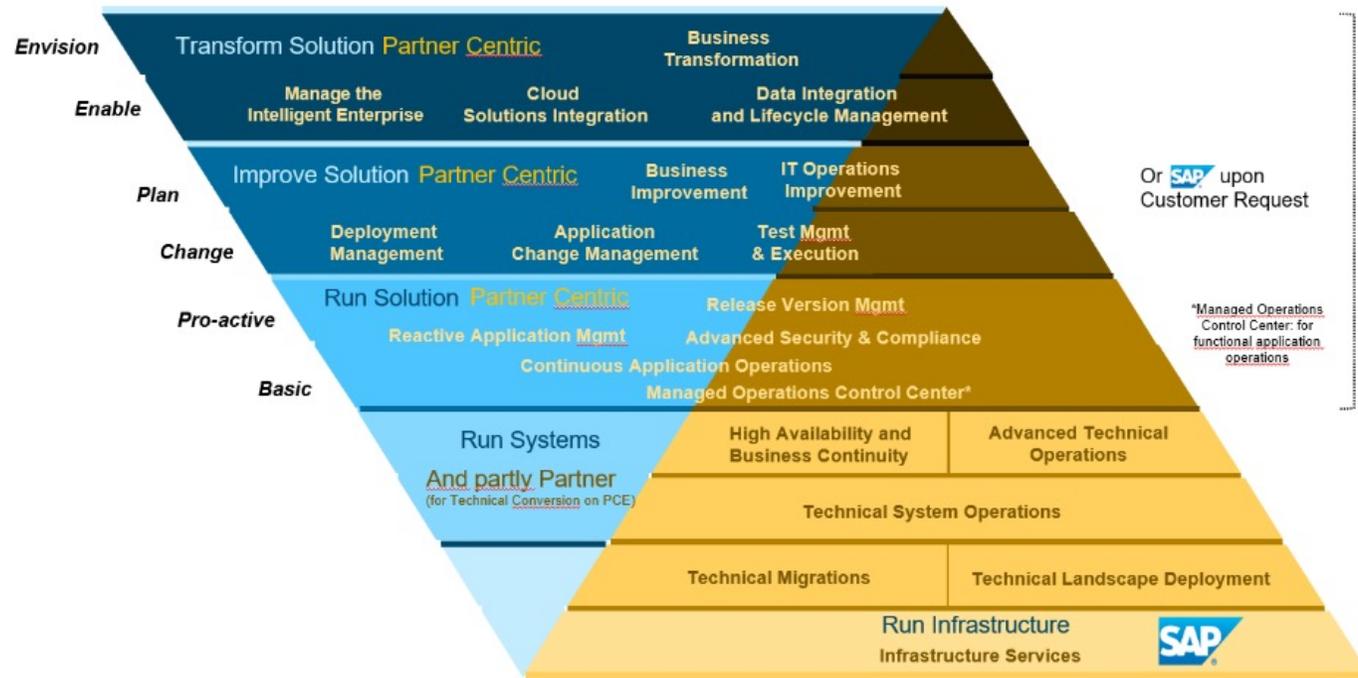


Technology Partners
Run as Cloud



Hyperscalers
Cloud Infrastructure

Significant and continuous investment in Partners



An aerial photograph showing a large, calm lake on the left side, reflecting the sky. A paved road with yellow lane markings curves along the right side of the lake, surrounded by a dense, lush green forest. The text is overlaid on the left side of the image.

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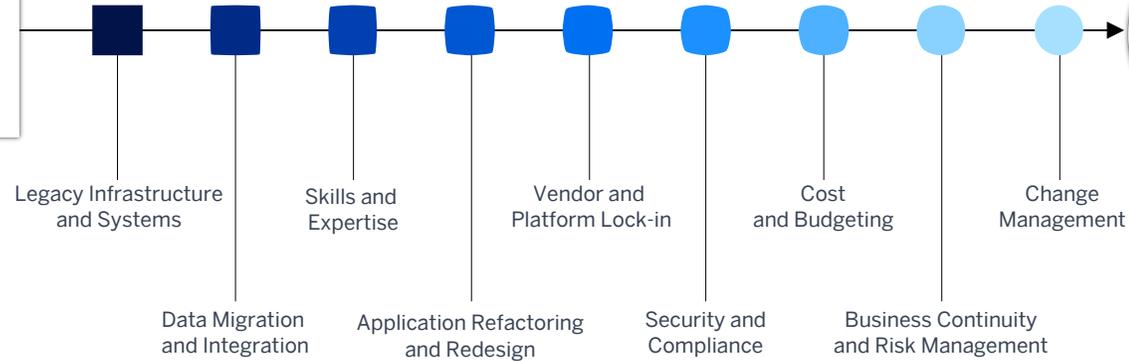
Ons reisadvies

**What is your cloud
ERP Strategy?**

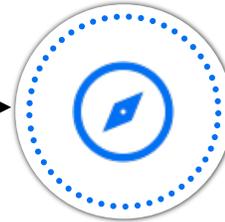
Let's start to engage!

Evolving Constraints for Cloud Journeys

Current State



Future State



NOW

ECC or S/4HANA
Planning the S/4HANA
Cloud journey

Lay foundation for Cloud
ERP strategy



Future State Vision



Case for Change

Create transparency on
your path



Transformation Plan



Target End-state

Decide and execute



**Business Case and
Executive Value Proposal**



Deliver the promise

202X



NOW

ECC or S/4HANA
Planning the S/4HANA
Cloud journey

Lay foundation for Cloud
ERP strategy

 **Future State Vision**

 **Case for Change**

Create transparency on
your path

 **Transformation Plan**

 **Target End-state**

Decide and execute

 **Business Case and
Executive Value Proposal**

 **Deliver the promise**

2027



Migrate with confidence

Build your own path



Analyze your current system and build your business case

Unlock the potential of your current SAP ERP system with the benefits and attributes of Process Discovery analysis.

[Start building your business case](#)



Pick a transition path for your business

Determine the right approach by choosing a system conversion or new implementation plan.

[Find your transition path](#)



Follow a proven implementation methodology

Benefit from a clear and guided implementation approach.

[Explore the implementation phases](#)



Adopt an ERP clean core strategy throughout your journey

Get the most value from your investment in SAP S/4HANA Cloud, private edition, with a clean core.

[Discover the clean core strategy](#)

Thank you.

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SAP S/4HANA Public
Cloud Inspiration Day



RISE into the future -
Webinar

