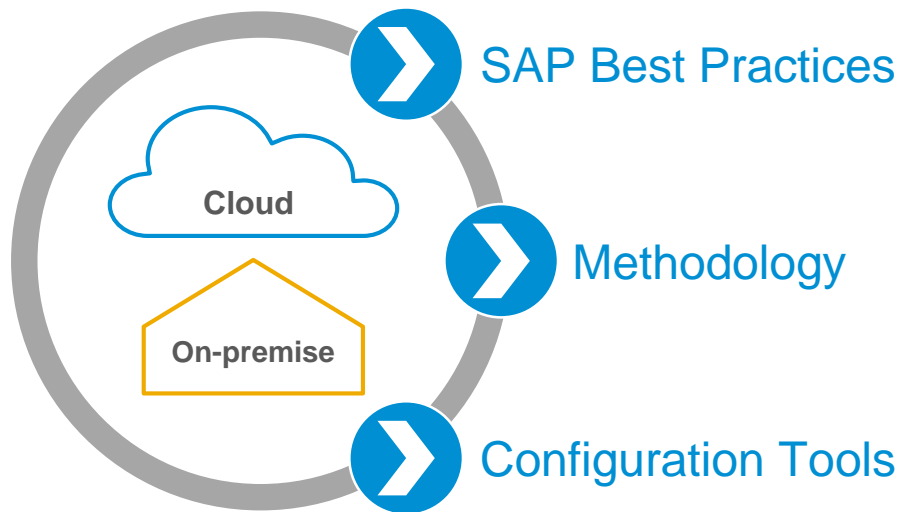


Introducing SAP Activate

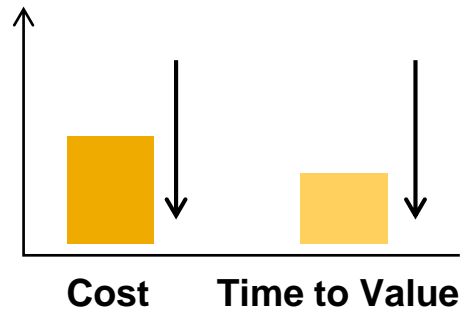
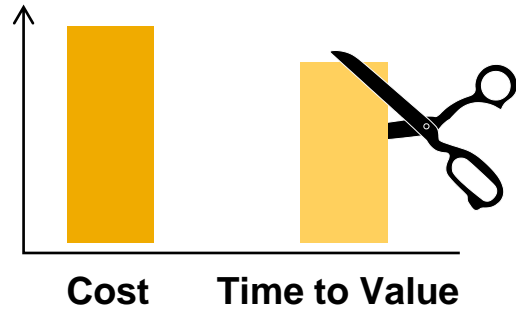


SAP Activate

- is the innovation adoption framework that expedites SAP solution implementations throughout the customer lifecycle
- supports faster, less service intensive deployments and is aiming at continuous adoption of innovations throughout the entire project lifecycle
- supports different starting points for customers to adopt SAP solutions in their business.

Business Expectations

**SHORTEN TIME TO VALUE
AND REDUCE COSTS**



**REDUCE RISKS, WHILE
MOVING FORWARD**



Incremental Approach

FLEXIBILITY AND CHOICE



On premises

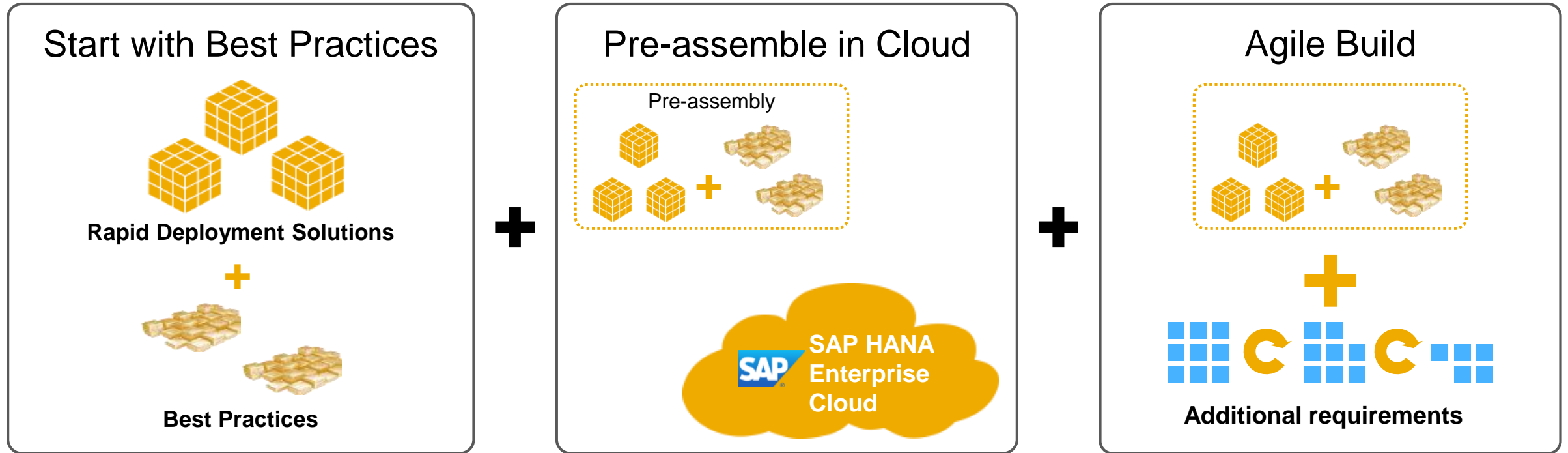


Hybrid



Mobile

Accelerating Delivery of Outcomes



= Customer Value, Efficiency, Speed

SAP Activate Implementation Approach

Traditional “Can I take your order?”



- Consultative approach
- Highly customized solution
- Development, not configuration
- Time consuming and costly

Transformative “Let us guide you”



- Lead with Best Practices
- Rapid, prescriptive, repeatable delivery steps
- Accelerated by tools, templates and predefined content
- Agile approach
- Enabled for the cloud

SAP*ACTIVATE* Accelerates Your Journey with these principles

Based on over 40 years of implementation experience.



START WITH BEST PRACTICES
Use ready-to run business processes



CLOUD READY
Leverage the flexibility and speed of the cloud



VALIDATE SOLUTION
Validate to best practices with fit-gap workshops, capture delta



PREMIUM ENGAGEMENT READY
Build and Run fully supported via SAP control centers



MODULAR, SCALABLE AND AGILE
Structure project to deliver the solution incrementally

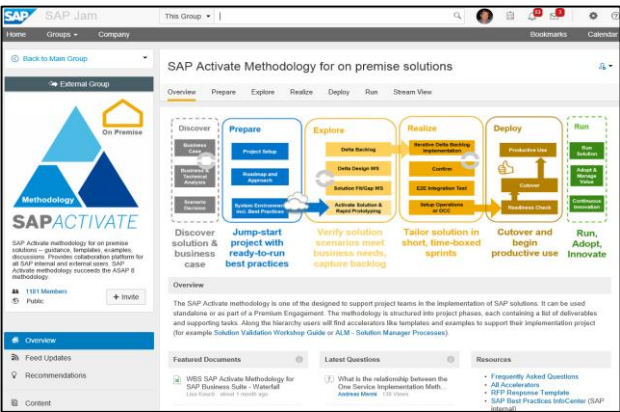


QUALITY BUILT-IN
Identify risk early with total quality approach

How Customers Access SAP Activate Content

SAP Jam

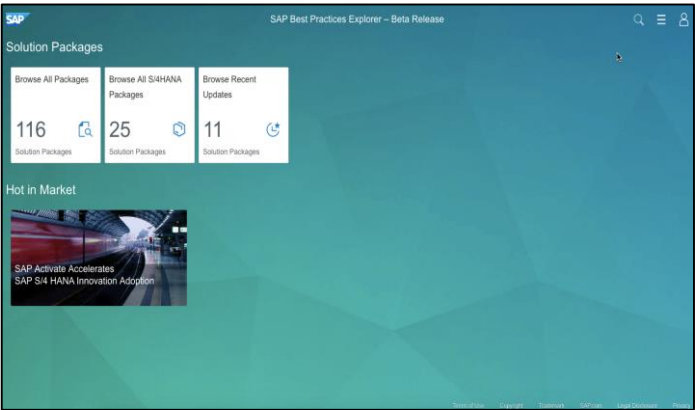
Register @ <http://bit.ly/SAPActivate>



Collaboration

SAP Best Practices Explorer

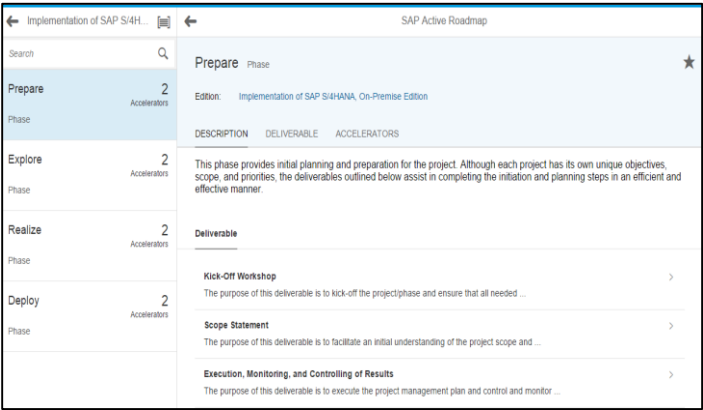
Access @ <http://rapid.sap.com/bp>



SAP Best Practices

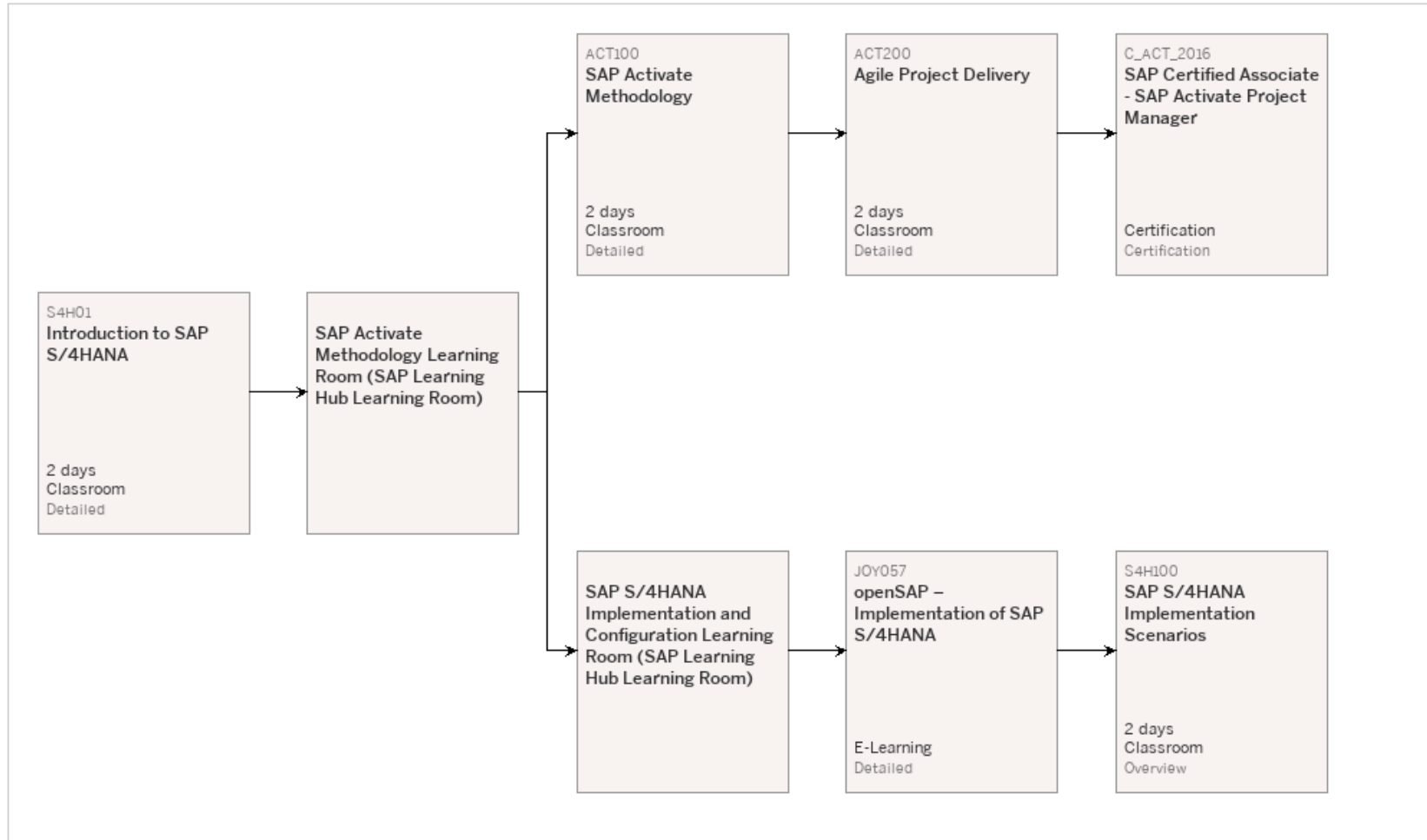
Roadmap Viewer

Access @ <https://go.support.sap.com/roadmapviewer/>



Methodology

SAP Activate Methodology Training for PMs and Project Leads



Highlighted courses

- **ACT100 – SAP Activate (2 days course)**
- **ACT200 – Agile Project Delivery (2 days classroom course)**
- **Certification exam – SAP Activate Associate PM – C_ACT_2016**

Agenda

Incremental Improvement

Change Management

Finding Information

Enterprise Support Event – Customer Info Days

Wellington 25 July

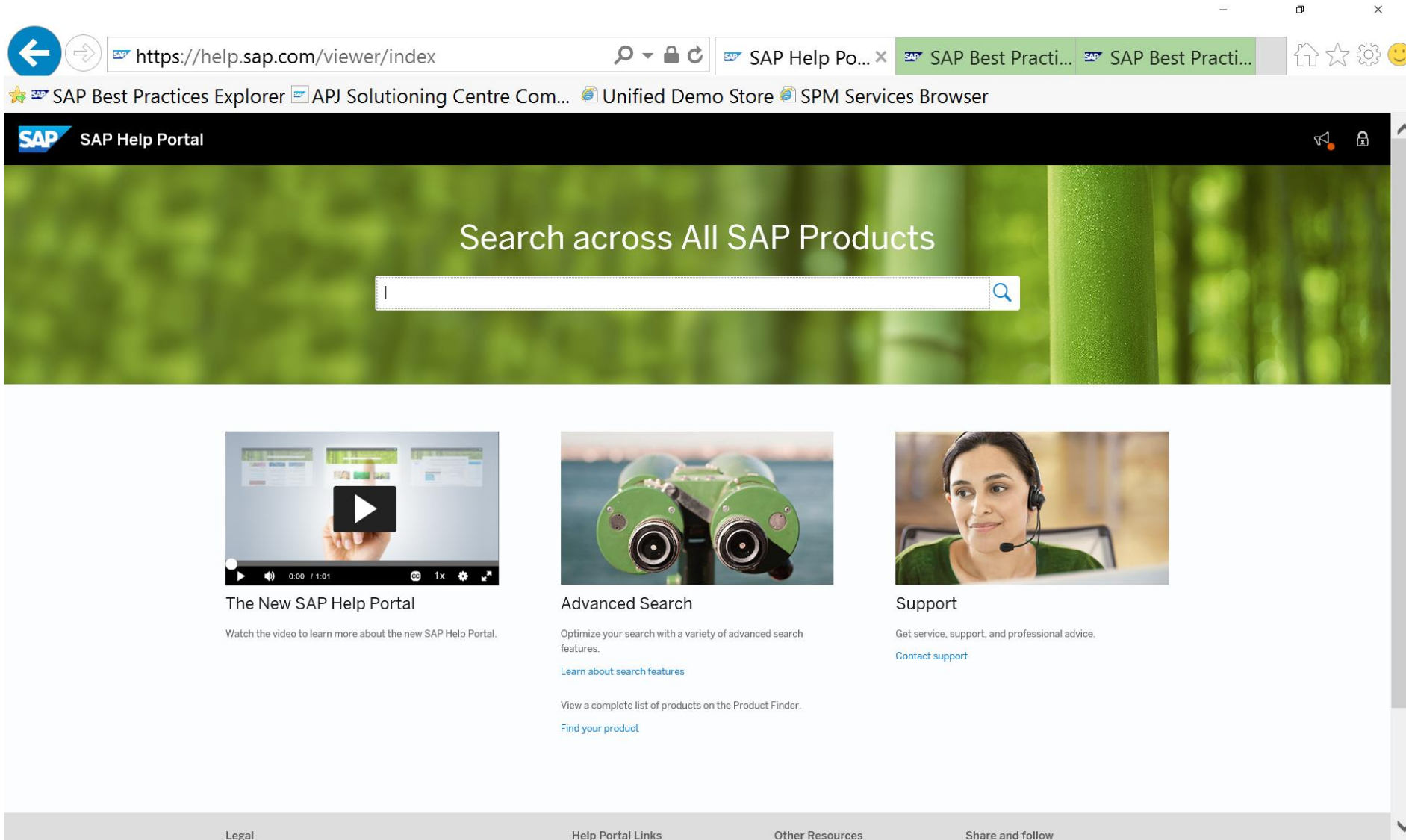
Auckland 27 July

(free to attend)

Content to be finalised but might include some of the following:

Solution Manager 7.2 + Fiori + S/4 Hana, Best Practice, Activate, Model Company

Help Portal



Help Portal – Best Practices

https://help.sap.com/viewer/p/SAP_Best_Practices

SAP Help Portal

SAP Best Practices

SAP Best Practices

Search through all documents on this page

SAP Best Practices on SAP.com

View the full SAP Best Practices portfolio on SAP.com. Overview of solution packages, search

SAP Best Practices

The SAP Best Practices Explorer: Our new web channel experience to search, browse and consume SAP Best Practices solutions with full

Additional Information

[Getting started with SAP Best Practices Explorer](#)

SAP Best Practices Explorer Documentation

Open SAP

←

→

https://open.sap.com/dashboard

🔍

🔒

🔄

My openSAP | openSAP

×

🏠

☆

⚙️

😊

★ SAP Best Practices Explorer

📄 APJ Solutioning Centre Com...

📱 Unified Demo Store

📁 SPM Services Browser

openSAP

Channels ▾

Courses

News

🌐 EN ▾

👤 ▾


📄 Dashboard

👤 Profile

📄 Certificates

⚙️ Settings

My current courses



HR + Finance with SAP S/4HANA Cloud and SAP SuccessFactors

📅 November 8, 2016 - December 14, 2016


🌐 English

Show course details ▸

Enter course ▶

Reactivate for Record of Achievement 🛡️

Mark as completed ✓



Africa Code Week: Teens Get Coding! (Repeat)

Daniel Munday and Noel Munday


📅 September 15, 2016 - November 9, 2016

🌐 English

Show course details ▸

Enter course ▶

Mark as completed ✓



Africa Code Week: Teaching Programming to Young Learners (Repeat)

Brendan Smith

📅 September 15, 2016 - November 9, 2016


🌐 English

Show course details ▸

Enter course ▶

Mark as completed ✓

Course Recommendations



Started

Developing Software Using Design Thinking (Edition Q1/2017)

Moritz Gekeler, Jochen Guertler and George Kembel


📅 February 28, 2017 - April 26, 2017

🌐 English


Show course details

Enroll me for this course


● ● ● ● ● ● ● ● ● ●



BASICS OF DESIGN RESEARCH



Implementation of SAP





Developing Web Apps with

Helpdesk




© 2017 SAP SE or an SAP affiliate company. All rights reserved.


11





Open SAP – Record of Achievement / Participation



https://open.sap.com/dashboard/documents







Enterprise MOOCs: Learn any... 

 SAP Best Practices Explorer  APJ Solutioning Centre Com...  Unified Demo Store  SPM Services Browser

openSAP

Channels Courses News

 Dashboard  Profile  Certificates  Settings

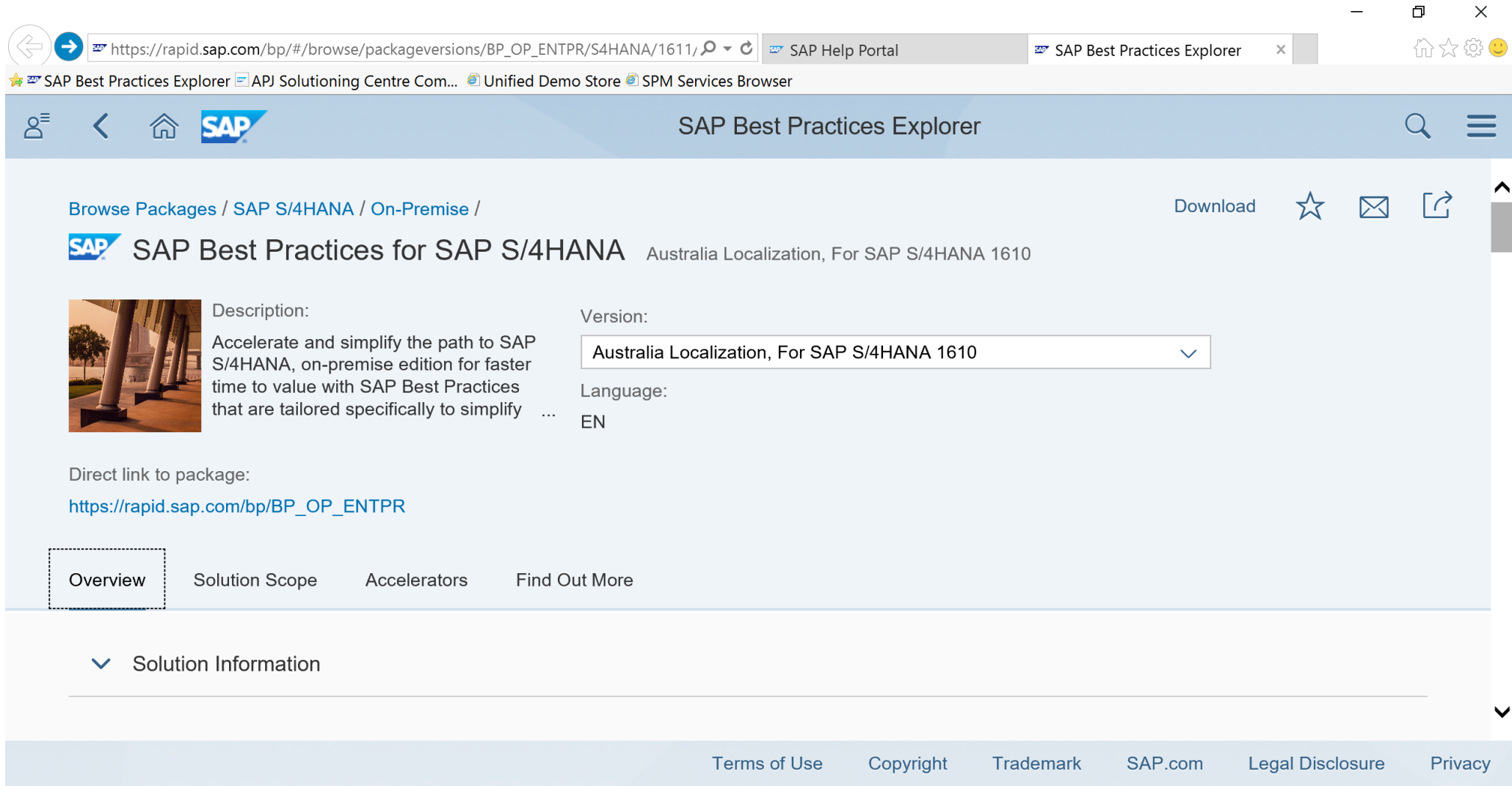
My certificates

Here you can find all your certificates (records of achievement and confirmations of participation) in one place. You are qualified for a graded *Record of Achievement* if you score at least 50% of the overall maximum score from homework assignments and final examination of a course. You can download your *Confirmation of Participation*, if you work through more than 50% of the learning material of a course and during the regular course schedule. See the [Certificate Guidelines](#) for more information.

Hint: if you want your date of birth printed on your certificates, you can choose this option in your [settings](#).

SAP S/4HANA in a Nutshell (Repeat) (s4h1-1)	Record of Achievement not available	Download Confirmation of Participation
SAP Digital Boardroom in a Nutshell (db1)	Download Record of Achievement	Download Confirmation of Participation
SAP Business Warehouse powered by SAP HANA (Update Q2/2016) (bwhana1-1)	Download Record of Achievement	Download Confirmation of Participation
Build Your Own SAP Fiori App in the Cloud – 2016 Edition (fiux2)	Download Record of Achievement	Download Confirmation of Participation
SAP Screen Personas (sps1)	Download Record of Achievement	Download Confirmation of Participation

Best Practice Launch Page



Best Practice Scope of Components

SAP S/4HANA Enterprise Management (on-premise)

Scope Coverage 1610

On-premise

Streamlined Procure to Pay	Supplier Information and Master Data	Sourcing and Contract Management	Operational Procurement	Inventory and Basic Warehouse Management	Invoice and Payables Management
Accelerated Plan to Product	Production Planning	Production Orchestration and Execution	Inventory and Basic Warehouse Management	Project Control and Product Development *)	Maintenance Management
				Product Engineering *)	Quality Management
Optimized Order to Cash	Order and Contract Management	Inventory and Basic Warehouse Management	Receivables Processing		
HR Connectivity	Employee Central Connectivity				
Core Finance	Accounting and Closing Operations	Cost Management and Profitability Analysis	**) Financial Planning and Analysis	**) Treasury and Financial Risk Management	
Analytics	Analytical Content				
Data Management	Data Migration				

CORE INDUSTRY
PRIORITIES

CROSS ENTERPRISE
PRIORITIES

ANALYTICAL CONTENT

MIGRATION CONTENT

*) SAP Best Practices not in 1610

**) separate license required

Legend: Business Priority E2E Solution Integration Solution Capability • SAP Best Practices

Best Practice Scope of a Building Block

The screenshot displays the SAP Best Practices Explorer interface. The browser address bar shows the URL: https://rapid.sap.com/bp/#/browse/categories/sap_s%4hana/areas/on-premise/. The page title is "SAP Best Practices Explorer". The breadcrumb trail is "SAP Best Practices for SAP S/4HANA / Accounting and Financial Close (J58)". Below the breadcrumb, there are four tabs: "Overview" (selected), "Details", "Configuration", and "Used In". The main content area contains the following text:

The central task of General Ledger accounting is to provide a comprehensive picture of external accounting and accounts. By recording all business transactions - primary postings and settlements from internal accounting - in a software system that is fully integrated with all the other operational areas of a company, you ensure that the accounting data is always complete and accurate.

General Ledger Accounting serves as a complete record of all business transactions providing a centralized, up-to-date reference for the rendering of accounts. Actual individual transactions can be checked at any time in real-time processing by displaying the original documents, line items, and transaction figures at various levels (such as account information, journals, totals, transaction figures, and balance sheet).

This process covers all required period end-closing steps, related to do local period-end closing and steps that are identical for local and parallel ledger.

Below the text, there are two expandable sections:

- > Business Benefits
- > Key Process Flows

The footer contains links: Terms of Use, Copyright, Trademark, SAP.com, Legal Disclosure, and Privacy.

Login to see all the detailed attachments !

Best Practice – Overview of a component and related objects

The screenshot displays the SAP Best Practices Explorer interface in a web browser. The browser's address bar shows the URL: https://rapid.sap.com/bp/#/browse/categories/sap_s%4hana/areas/on-premise/. The browser tabs include 'SAP Help Portal' and 'SAP Best Practices Explorer'. The application header features the SAP logo and the title 'SAP Best Practices Explorer'. The main content area is titled 'SAP Best Practices for SAP S/4HANA / Accounting and Financial Close (J58)'. Below the title, there are four tabs: 'Overview', 'Details', 'Configuration', and 'Used In'. The 'Details' tab is currently selected. Under the 'Details' tab, there are three items listed: 'Process model' (with a code icon), 'Test script' (with a document icon), and 'Process model (BPMN2)' (with a document icon). Each item has a brief description. The 'Configuration' tab is also visible at the bottom of the main content area. The footer of the application contains links for 'Terms of Use', 'Copyright', 'Trademark', 'SAP.com', 'Legal Disclosure', and 'Privacy'.

https://rapid.sap.com/bp/#/browse/categories/sap_s%4hana/areas/on-premise/

SAP Best Practices Explorer

SAP Best Practices for SAP S/4HANA / Accounting and Financial Close (J58)

Overview Details Configuration Used In

Details

Process model
A representation of the business process to show how the software works as standard.

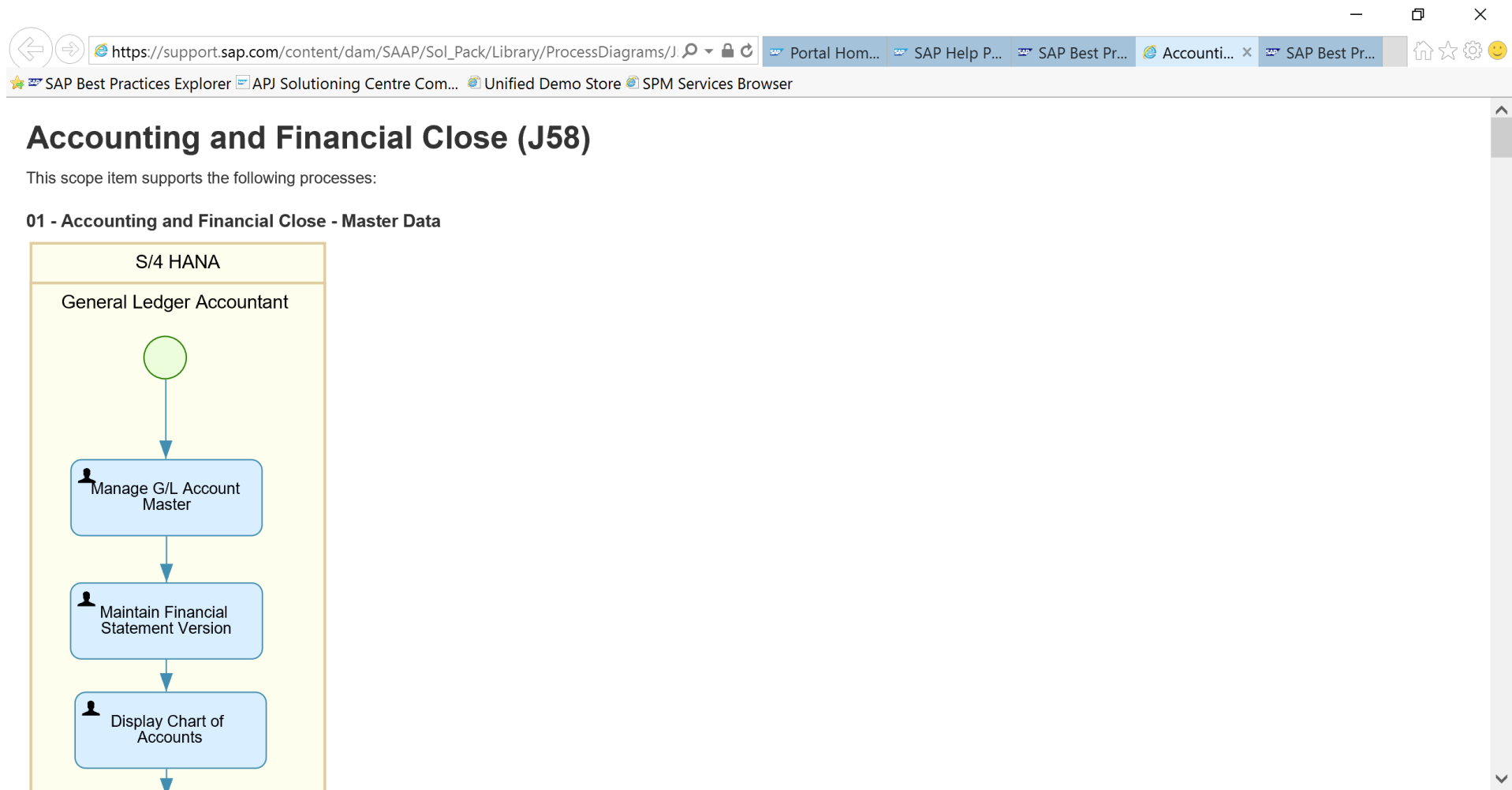
Test script
A procedure for testing the activated system according to the defined business process.

Process model (BPMN2)
A representation of the business process to show how the software works as standard, for displaying and editing in process modeling applications.

Configuration

Terms of Use Copyright Trademark SAP.com Legal Disclosure Privacy

Best Practice Workflows



Using SAP Best Practices in SAP Solution Manager 7.2

- **Process models**

Get a head start in defining your solution by selecting from a SAP Best Practices process library complete with process models, process diagrams, test scripts, and links to executables, such as Fiori apps, in your solution.

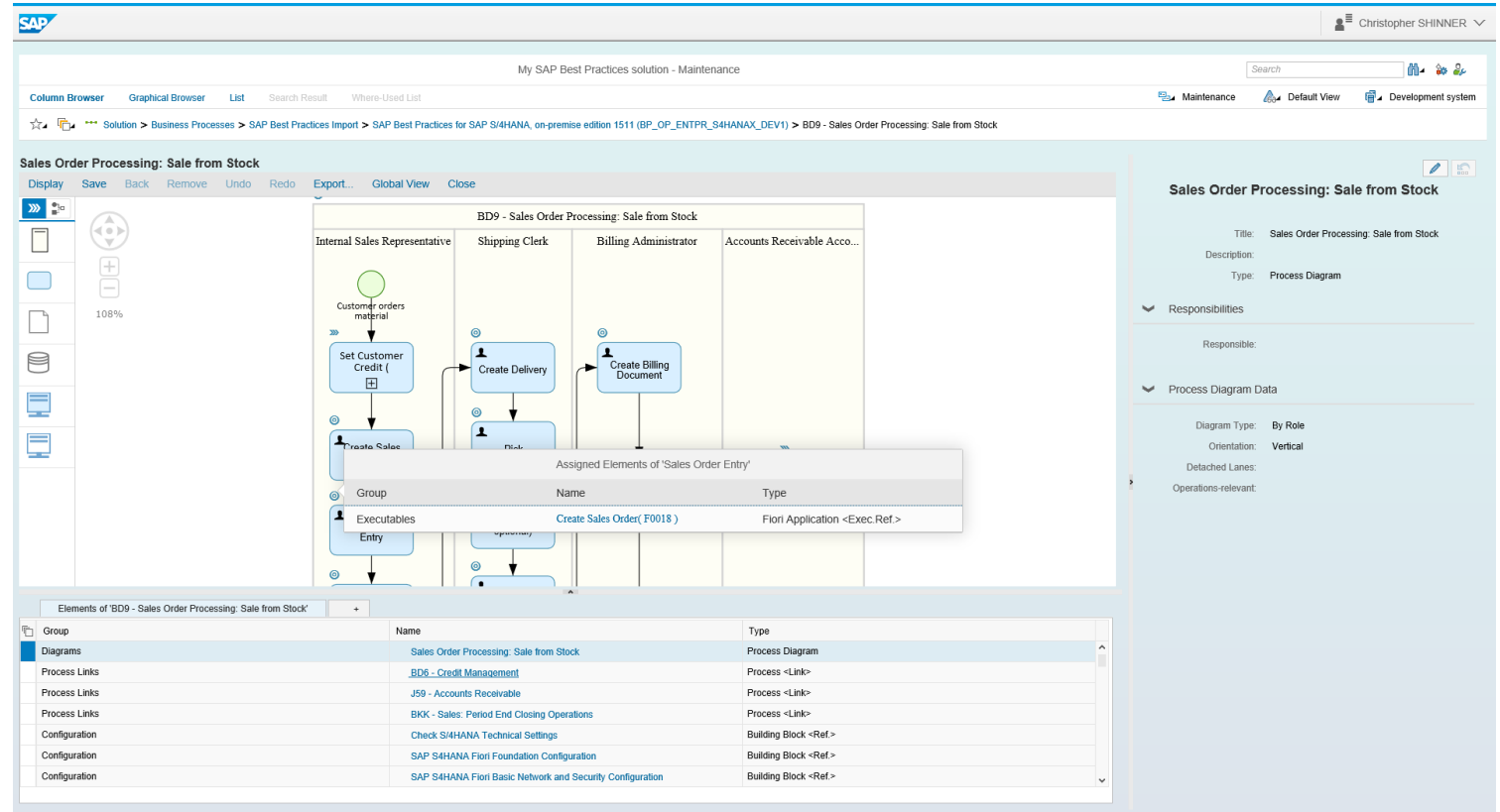
- **Configuration**

Understand and document how SAP Best Practices are configured in the configuration guides and activate or adjust the configuration in your solution.

- **Project guidance**

Import (WBS) templates based on SAP Activate* to understand the typical project tasks and prepare your own projects.

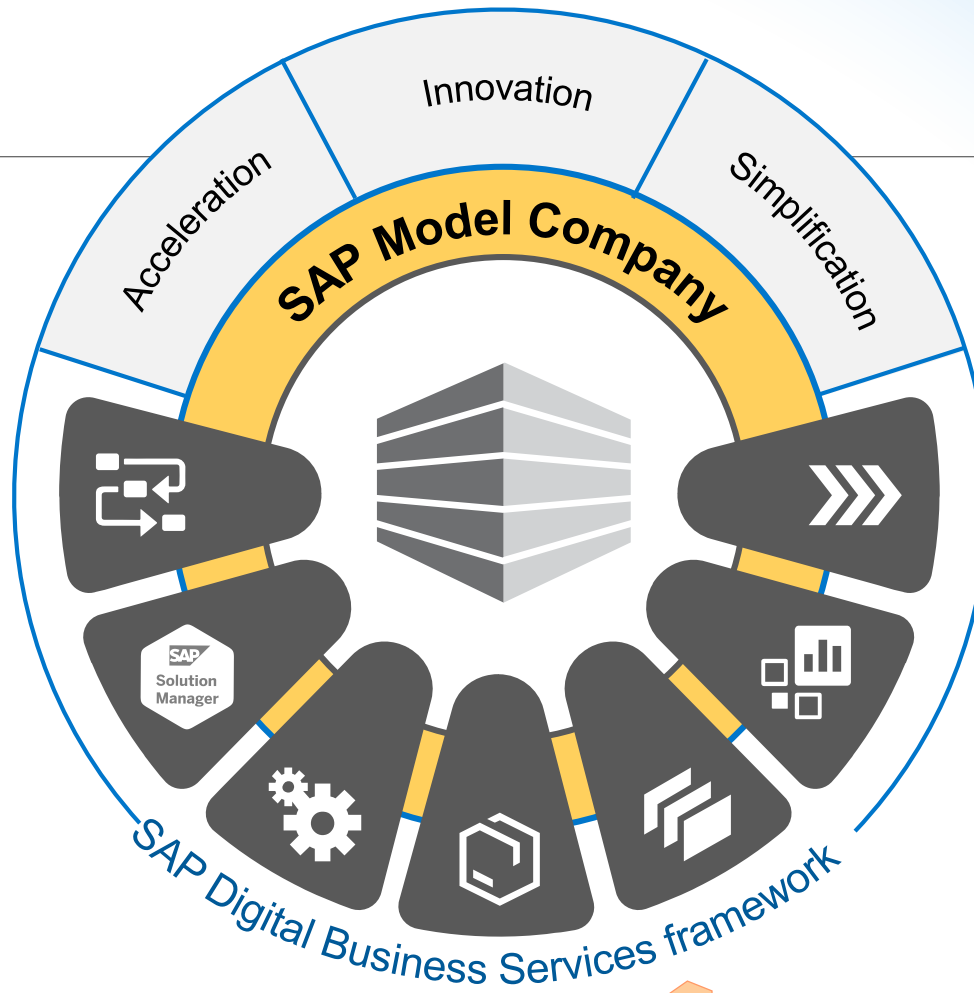
Import SAP Best Practices easily and at no extra cost in the *Solution Administration* app in your SAP Solution Manager 7.2 system.



Solution documentation with SAP Best Practices in SAP Solution Manager 7.2

SAP Model Company

- **SAP Model Company is a prepackaged, ready-to-use, end-to-end service that delivers relevant, predictable outcomes.**
- **It combines best practices and integrated end-to-end processes (LoB or industry), leveraging customer implementation experiences (“harvesting”).**
- **Following an outside-in approach, it focuses on accelerating implementation time and helps you to get ready for the digitization journey.**



SAP Model Company service building blocks

Best practices

Methodologies and step-by-step approaches combining knowledge of customer projects

SAP Solution Manager documentation

Business process documentation ready to use for discovery and fit-gap analysis

Engineered services

Accelerators for fast onboarding and adoption

Preconfigured end-to-end processes

End-to-end processes tailored to your industry and line of business
Preconfigured steps for operating the business with SAP software

Industry reference architecture

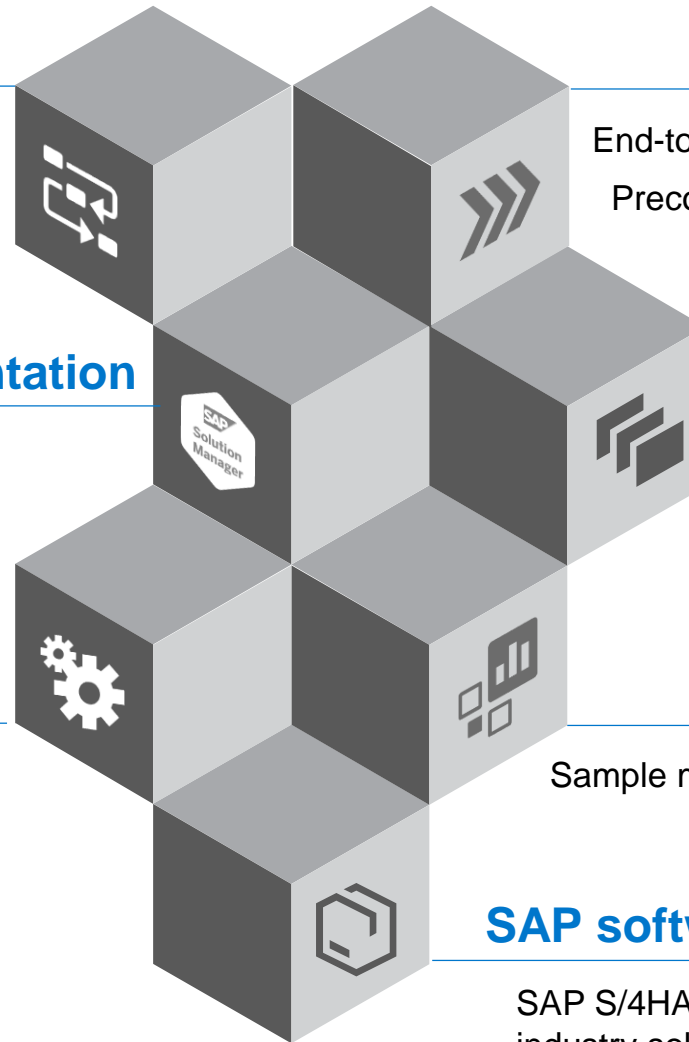
Aligned with reference architecture for a particular domain

Sample data

Sample master data and transactional data to showcase the business

SAP software

SAP S/4HANA, SAP Hybris solutions, SAP SuccessFactors solutions, industry solutions



Where to Find More Information



SAP Activate on sap.com

<http://sap.com/activate>



SAP Activate Methodology

[Register - http://bit.ly/SAPActivate](http://bit.ly/SAPActivate)

[Access - http://bit.ly/SAPActivate_Methodology](http://bit.ly/SAPActivate_Methodology)

[Roadmap Viewer -](https://go.support.sap.com/roadmapviewer/)

<https://go.support.sap.com/roadmapviewer/>



SAP Best Practices Explorer

<https://rapid.sap.com/bp/>



SAP Activate Training Curriculum

<https://training.sap.com/us/en/curriculum/activate-sap-s4hana-implementation-with-sap-activate-g-en>

Open SAP – Online Training

<https://open.sap.com>

Thank you



Terry Baker
Services Solution Architect,
Digital Business Services
SAP New Zealand and
Australia
Level 18, 1 Willis Street | 6011
Wellington | New Zealand
M +64 (0) 27 550 5086
mailto: terry.baker@sap.com
www.sap.com