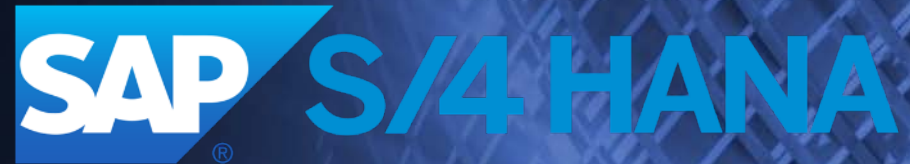
The logo features the word 'SAP' in white on a blue square background with a diagonal split. To its right, 'S/4 HANA' is written in a large, bold, blue sans-serif font. A registered trademark symbol (®) is positioned below the 'SAP' text.

SAP S/4 HANA

Business Scope Release 1610



Business Scope Release 1610


AGENDA

- Intro Digital Core
- S/4HANA Sales
- S/4HANA Supply Chain
- S/4HANA Manufacturing
- S/4HANA Procurement
- S/4HANA Research & Development
- S/4HANA Asset Management
- S/4HANA Marketing & Commerce
- S/4HANA Services
- S/4HANA Finance
- S/4HANA Human Resources



The World is Increasingly Digital and Networked

Last 2 years

90% 

Of the **world's data** has been generated¹

Expectation for next 5 years

85% of **CFO's**

Believe success will depend on **adaption to complexity** and **innovation speed**⁶

Last 2 years

40% 

Growth in adoption of **business networks**²

By 2020

9 billion 

Mobile users in the world⁴

End of 2020

212 billion 

"Things" will be **connected**³

In 2016

38% 

Of workloads are processed in the **cloud**⁵

¹ ScienceDaily, May 22, 2013.

² Technology Adoption Report on Business Networks, Ardent Partners, 2014.

³ Internet of Things (IoT) 2013 to 2020 Market Forecast: Billions of Things, Trillions of Dollars, IDC, 2013.

⁴ Statista, 2014.

⁵ <http://cloudtweaks.com/2013/06/cloud-infographic-the-content-cloud/>

⁶ CFO Research 2015

Business Challenges in the Digital Economy

Take your business to the next level

Resource Scarcity

Are you getting the best from your people?



Industry 4.0

Do you leverage the best of automation and technology?



Sharing Economy

Do you take full advantage of your business network?

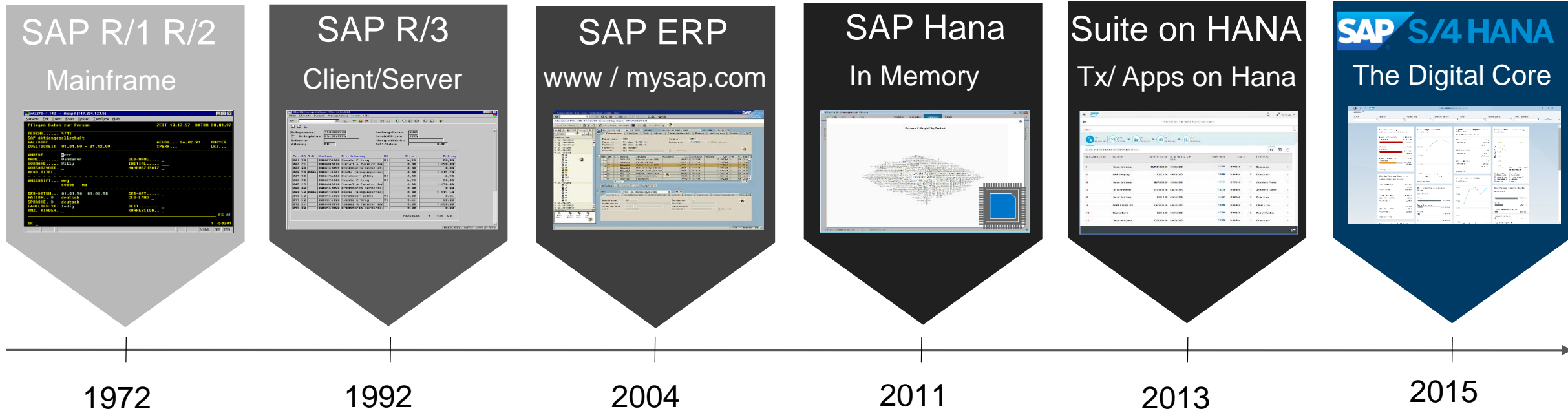


Customer First

Do your customers always come first?

We've Come a Long Way Together

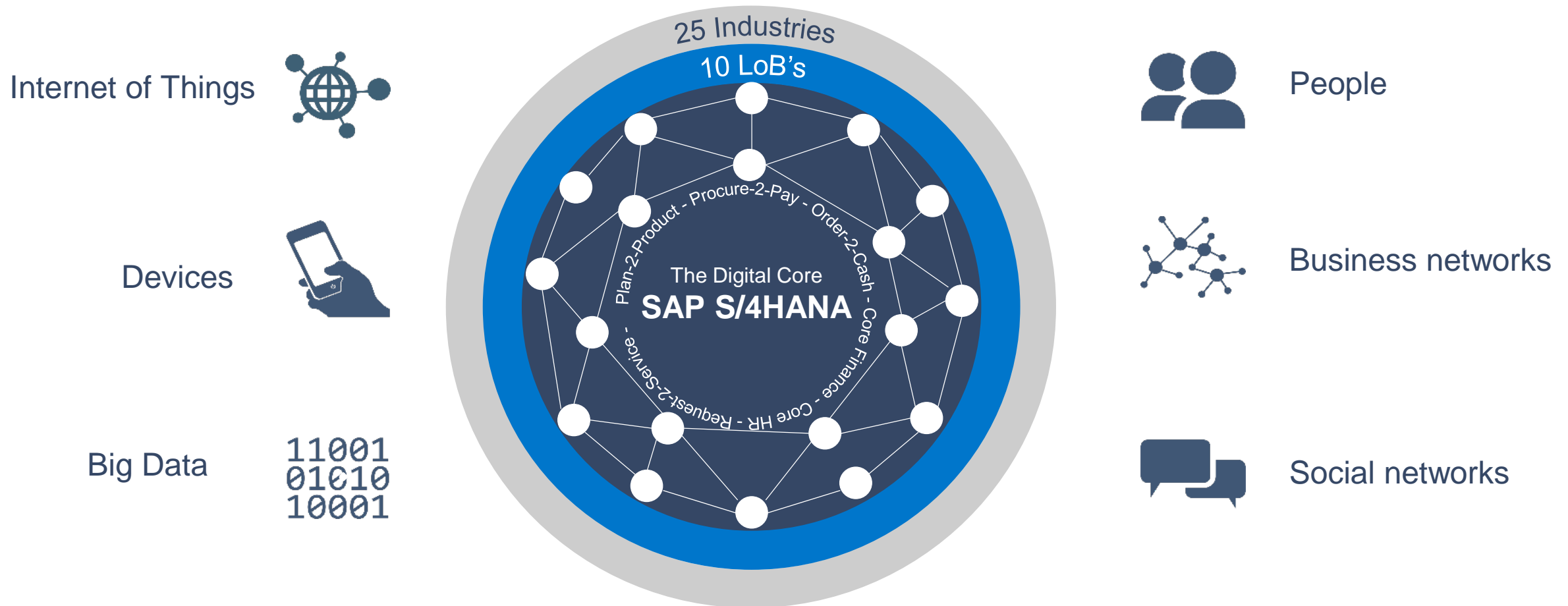
- ✓ Integration
 - ✓ Standardization
 - ✓ Globalization
 - ✓ Trust
- ✓ **44** years of innovation across industries
 - ✓ **300,000+** customers
 - ✓ **74%** of the world's transaction revenue touches an SAP system
 - ✓ **Always** providing multiple ways of innovation adoption



SAP S/4HANA Digital Core

Built for live business

Reliable, scalable, and instant insights into all business data & flow is the foundation for **Live Business** in the **Digital Economy**, while providing the integration base for **Internet of Things, Networks, Big Data & Social**.



SAP S/4HANA – 4,100+ Customers*

Reference examples per industry

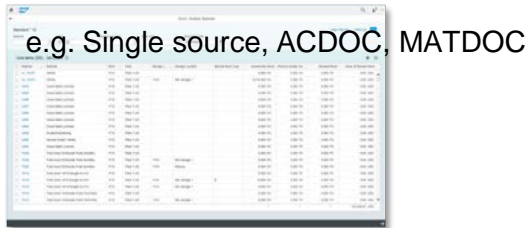
<p>FINANCIAL SERVICES</p>	<p>HIGHER EDUCATION & RESEARCH</p>	<p>HEALTHCARE</p>	<p>TELCO</p>	<p>CONSUMER</p>
<p>SAP S/4HANA FINANCE</p>	<p>SAP S/4HANA HUMAN RESOURCES</p>	<p>SAP S/4HANA SOURCING & PROCUREMENT</p>	<p>SAP S/4HANA MANUFACTURING</p>	<p>SAP S/4HANA SUPPLY CHAIN</p>
<p>SAP S/4 HANA</p>				
<p>SAP S/4HANA SALES</p>	<p>SAP S/4HANA SERVICE</p>	<p>SAP S/4HANA MARKETING AND COMMERCE</p>	<p>SAP S/4HANA ASSET MANAGEMENT</p>	<p>SAP S/4HANA RESEARCH & DEVELOPMENT</p>
<p>DISCRETE MANUFACTURING</p>	<p>SERVICES</p>	<p>SPORTS, MEDIA & ENTERTAINMENT</p>	<p>MILL & MINING</p>	

SAP S/4HANA: Why?

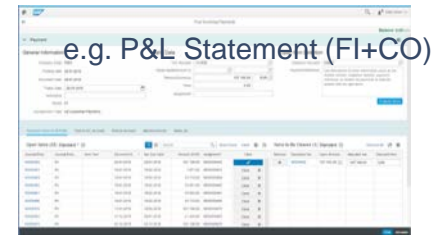
Built for Digital

Live Business, Scalability, Automation, Internet of Things

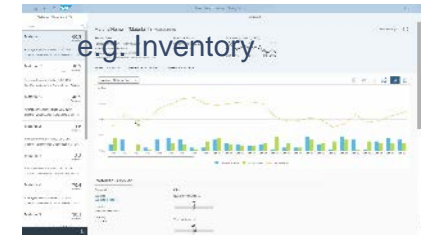
Lean structures for Live Business



Simplification (Unified GL, EWM, BP)



Parallel Processing of large volumes



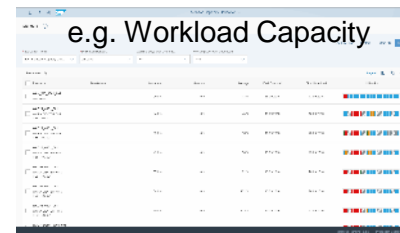
Built for People

People centric roles & cockpits
Free text search for all objects
Embedded workflows for any device

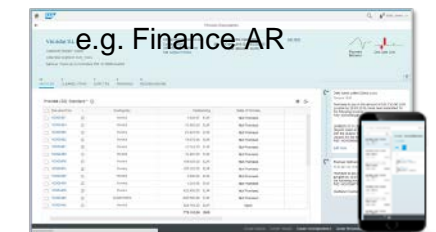
KPI driven Business



Exception based cockpits for Insight-2-Action



Collaborate on the fly - inside



Next Level Business

With simplified IT Landscapes
And easy integration of Cloud

Suite Extensions & Industries back to Core



Analyze & Simulate in the Core

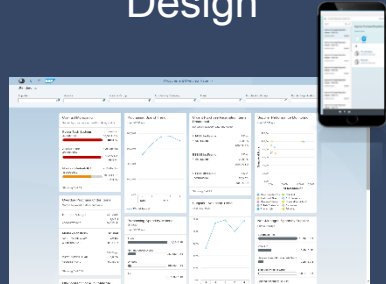


Flexible Cloud Solutions via Standard Integration



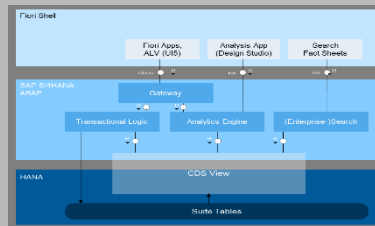
SAP S/4HANA: the Big Picture

New Design



- People Centric
- Any Device
- Browser based
- Embedding Workflows
- Decision Support

Modern Architecture



Smart Business



SAP S/4HANA: What Does it Look Like?

SAP Fiori

Single entry point

The **SAP Fiori launchpad** will be the single entry point to access all apps

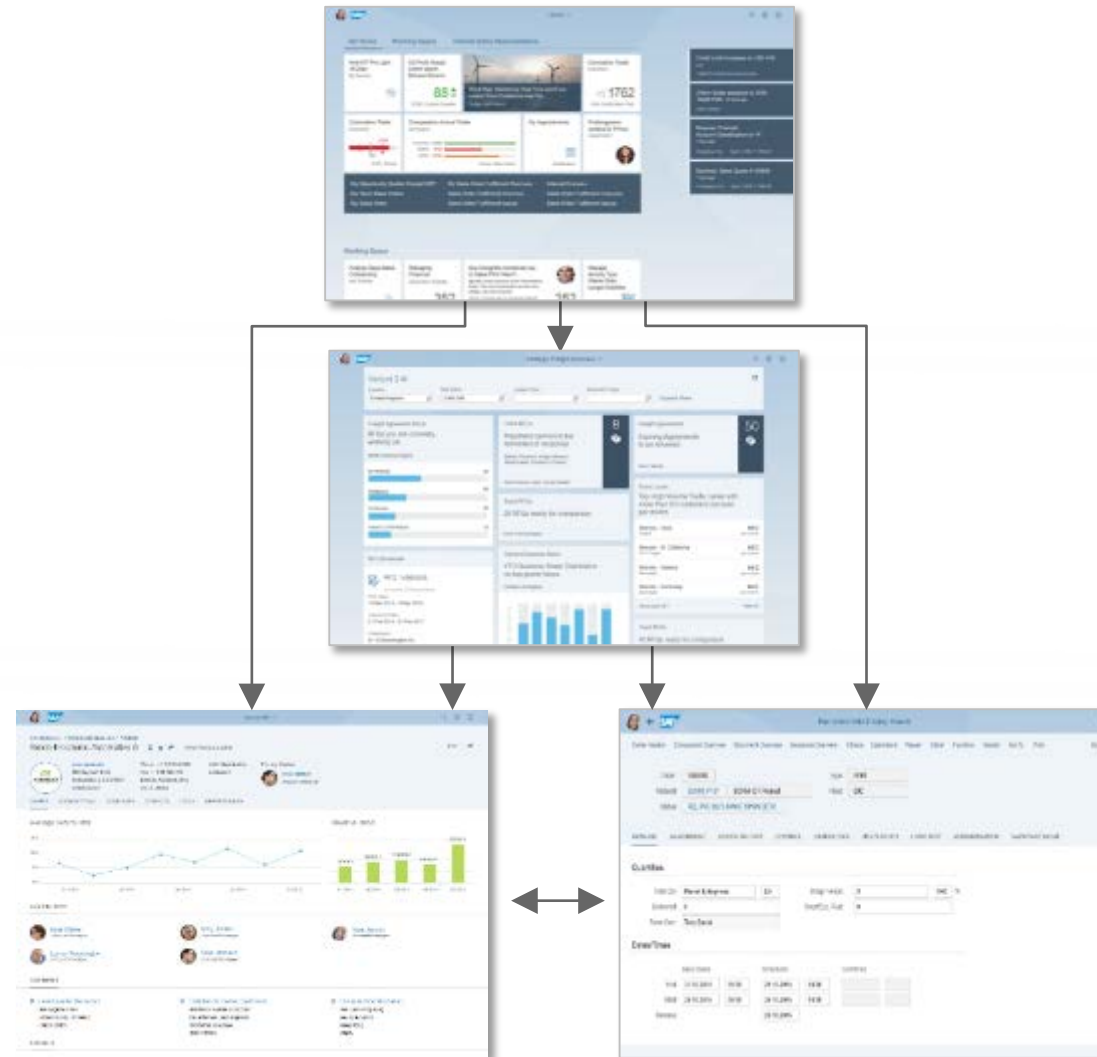
Domain specific infos and actions

Users quickly get an overview of what needs their attention with **Overview Pages**, **List Reports**, and **Work Lists**, can trigger *quick actions* or **drill down** to the next level of detail

Enter details and explore in depth

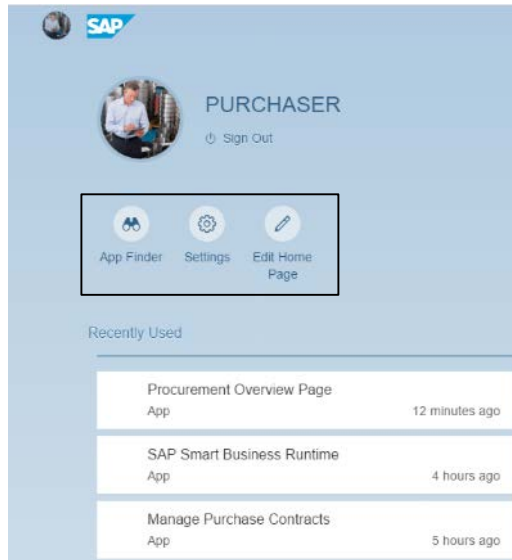
Key and differentiating use cases will be re-imagined with the SAP Fiori user experience

All “**classic**” transactions will have the SAP Fiori visual theme



Homepage with App Finder

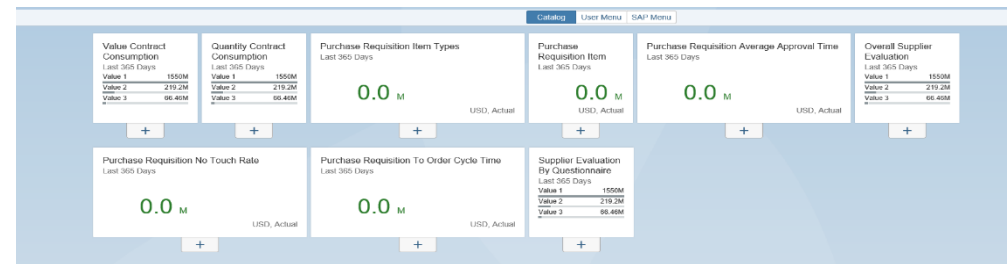
Integrate User Menu and SAP Easy Access Menu in browser and SAP Business Client



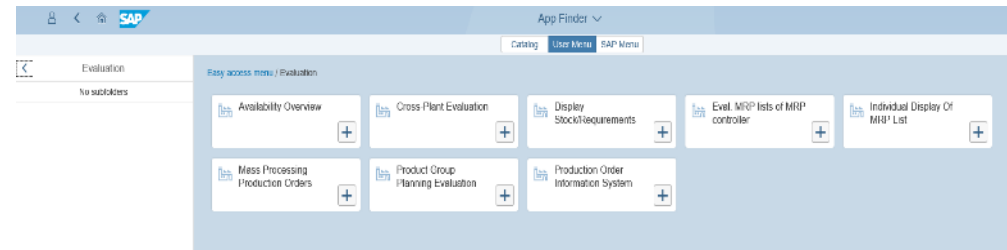
Edit Homepage



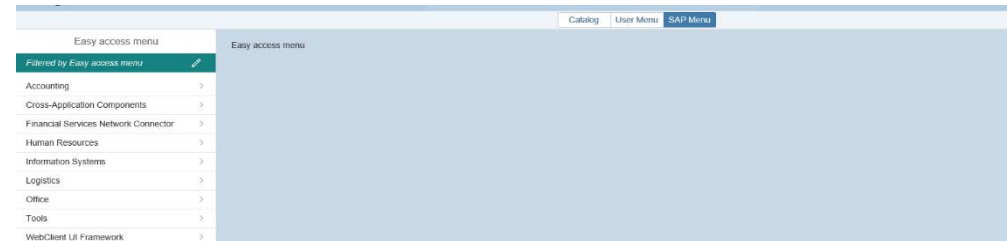
Fiori Catalog



User Menu



SAP Menu



One Look for Classic Transactions

One visual design for all applications: same colors, control design and form factor

Text toolbar
instead
of icons

Right-aligned
labels

New icons

Condensed
table rows

The screenshot shows the SAP Fiori interface for 'Change Standard Order 29851: O...'. The header area is a merged Fiori header with a text toolbar containing actions like 'Display', 'Display Document Flow', 'Status Overview', 'Propose Items', 'Header Output Preview', 'Reject Document', and 'More'. The main content area features right-aligned labels for 'Standard Order: 29851', 'Net Value: 3.067,50 USD', 'Sold-To Party: C0016', and 'Ship-To Party: C0016'. Below this is a tab strip with 'Item overview' selected. A text toolbar with new icons is positioned above the table. The table has condensed rows with columns for Item, Material, Sea..., Collec..., Theme, Order Quantity, Un, S, Description, and Customer Mater. The footer contains 'Save' and 'Cancel' buttons.

Merged Fiori header

Tab strips with SAP
Fiori visualization

New footer with
processing and
closing actions, e.g.
„Save“

SAP S/4HANA Search

SAP HANA enterprise search in SAP Fiori Launchpad

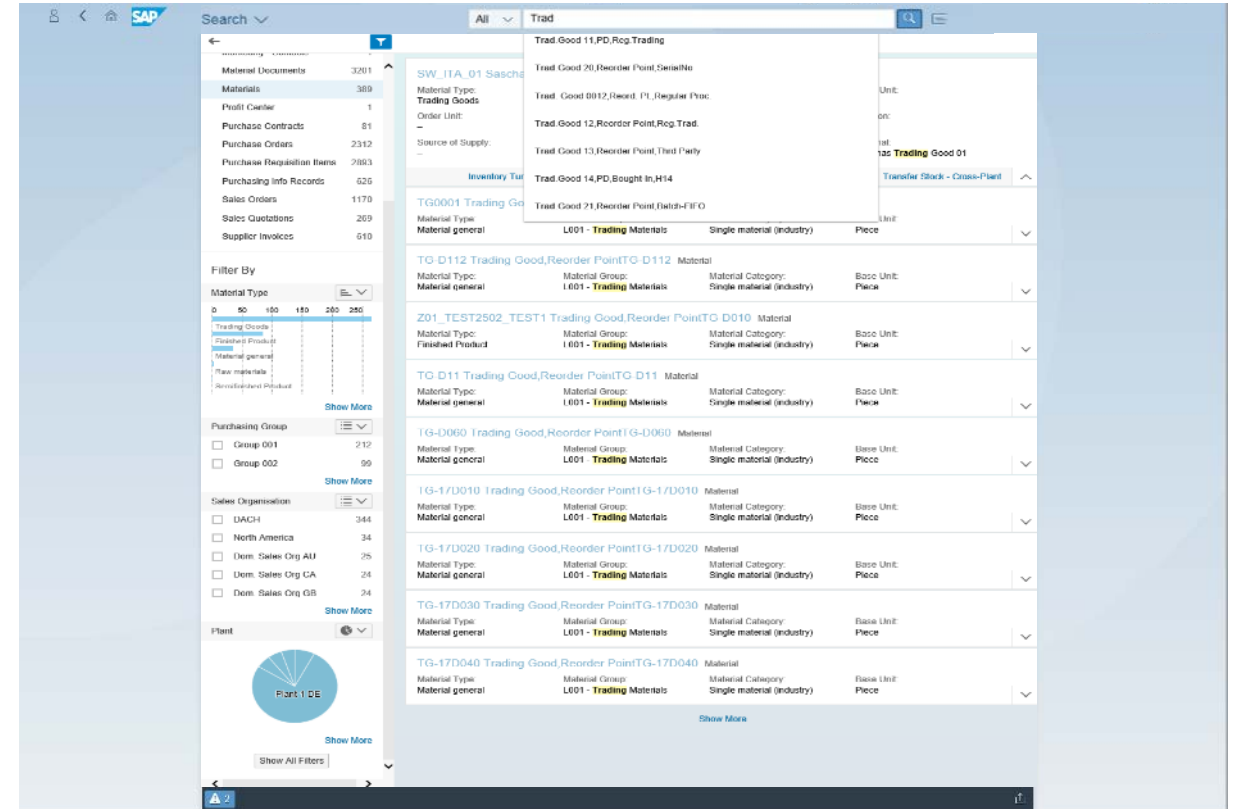
SAP HANA enterprise search is a powerful search solution that provides **full-text search, navigation,** and access to **structured** and **unstructured** information across multiple systems.

Key capabilities

- **Full-text search** for business **objects and documents**
- **Results ranking** along business criteria, e.g. user's organizational context
- Access to information **across multiple systems**
- Direct **navigation into source** systems/transactions
- Integrated support for SAP **authorization concepts**

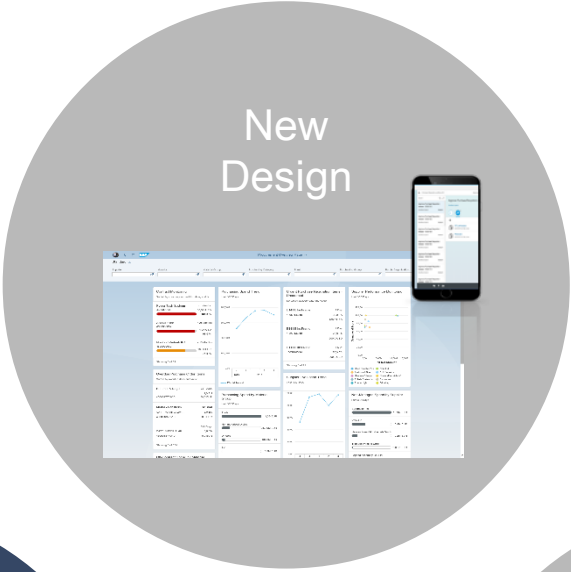
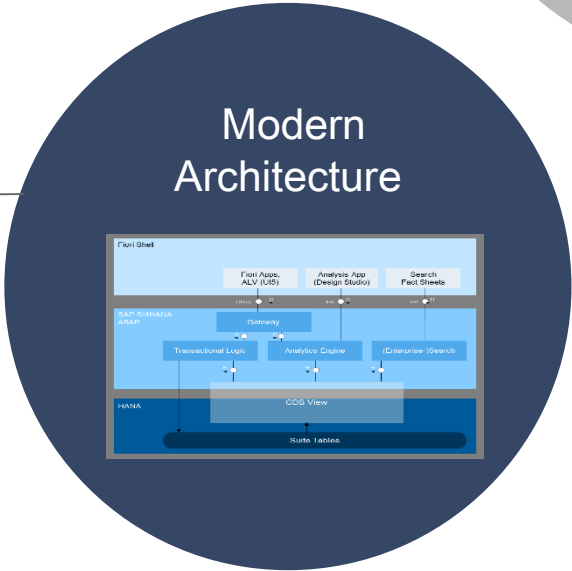
Benefits

- Efficient **information access** and **user-centric** discovery through a simple user interface
- Take advantage of **real-time data** for decision making
- **No additional costs** or 3rd party systems



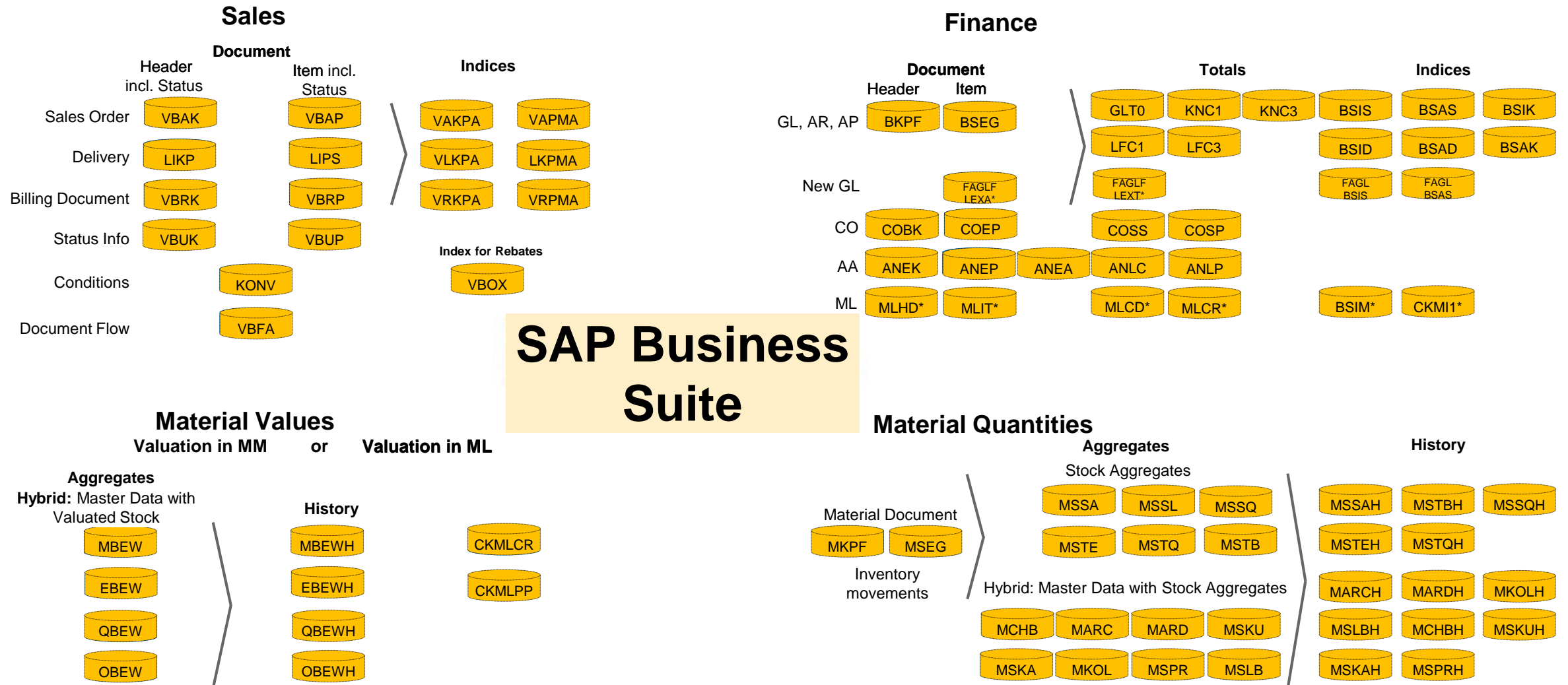
SAP S/4HANA: the Big Picture

Robust and Scalable
Simple Data Structures
Speed on Primary Data
Single source of truth
Flexible consumption
Non Disruptive Journey



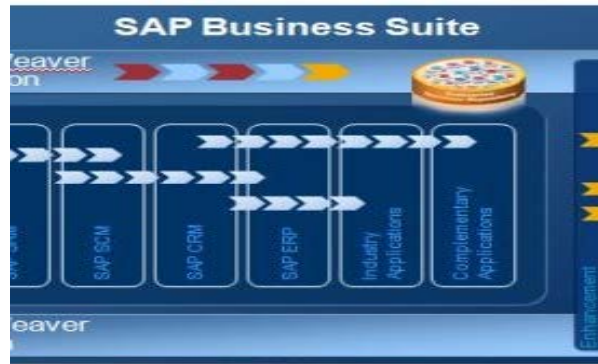
SAP S/4HANA Database & Table Structures

Prepare your data structures for new real-time requirements, big data and high throughput



SAP S/4HANA: How to Get There?

Modernize to accelerate business innovation scenarios



Sub	SAP S/4HANA - SAP ARXIS	SAP S/4HANA - SAP SuccessFactors	SAP S/4HANA - SAP SuccessFactors PROVISIONING	SAP S/4HANA - SAP SuccessFactors LEARNING	SAP S/4HANA - SAP SuccessFactors EMPLOYMENT
Products	Accounting, HR, Finance, CRM, SAP SuccessFactors, SAP SuccessFactors PROVISIONING, SAP SuccessFactors LEARNING, SAP SuccessFactors EMPLOYMENT	HR, SAP SuccessFactors, SAP SuccessFactors PROVISIONING, SAP SuccessFactors LEARNING, SAP SuccessFactors EMPLOYMENT	HR, SAP SuccessFactors, SAP SuccessFactors PROVISIONING, SAP SuccessFactors LEARNING, SAP SuccessFactors EMPLOYMENT	HR, SAP SuccessFactors, SAP SuccessFactors PROVISIONING, SAP SuccessFactors LEARNING, SAP SuccessFactors EMPLOYMENT	HR, SAP SuccessFactors, SAP SuccessFactors PROVISIONING, SAP SuccessFactors LEARNING, SAP SuccessFactors EMPLOYMENT
Users	SAP S/4HANA Enterprise Management	SAP S/4HANA Enterprise Management	SAP S/4HANA Enterprise Management	SAP S/4HANA Enterprise Management	SAP S/4HANA Enterprise Management
Finance	SAP S/4HANA SALES	SAP S/4HANA SERVICE	SAP S/4HANA EXPENSES AND COSTS	SAP S/4HANA ASSET MANAGEMENT	SAP S/4HANA RESEARCH & DEVELOPMENT



- Examples:
- Business Partner replaces multiple Customer & Vendor transactions...
 - S/4HANA Finance Credit Management replaces ERP SD Credit Management
 - MIGO replaces 17 MB* transactions
 - ...



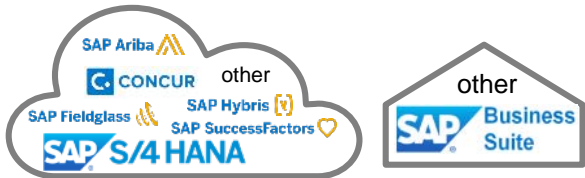
- No system is impacted by all simplifications. Experience shows approx. 30 - 40 items relevant
- Few items incur bigger impact, many can be addressed as a preparation within the start release
- Simplification list should drive behavior in existing systems (e.g. avoid new implementation of things no longer strategic in SAP S/4HANA in existing ERPs)

SAP S/4HANA Architecture

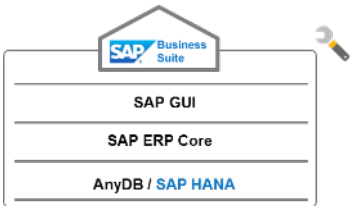
Information Flow and Integration, S/4HANA On Premise



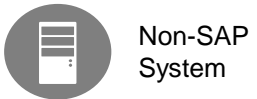
Analytical Apps, BI Clients, Business Warehouse



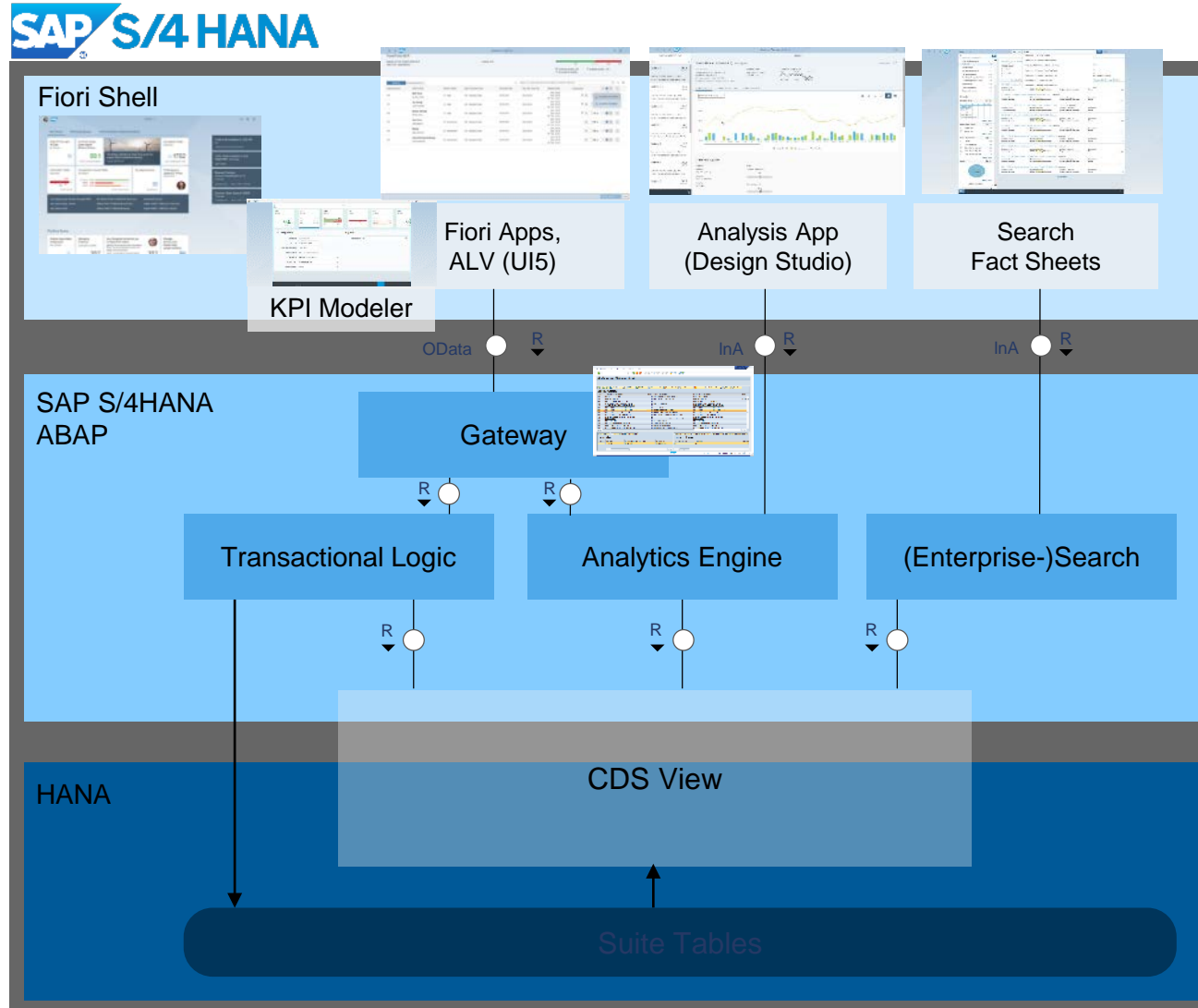
SAP and Non-SAP Applications



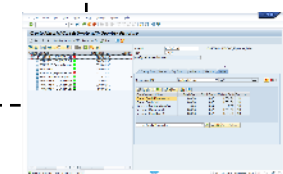
System Conversion (Simplification)



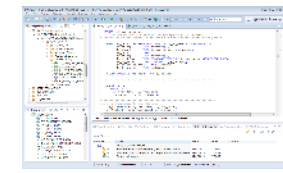
Data Migration (Best Practice)



WebGUI "Fiori-like"



SAPGUI



ABAP Eclipse

SAP S/4HANA Embedded Analytics

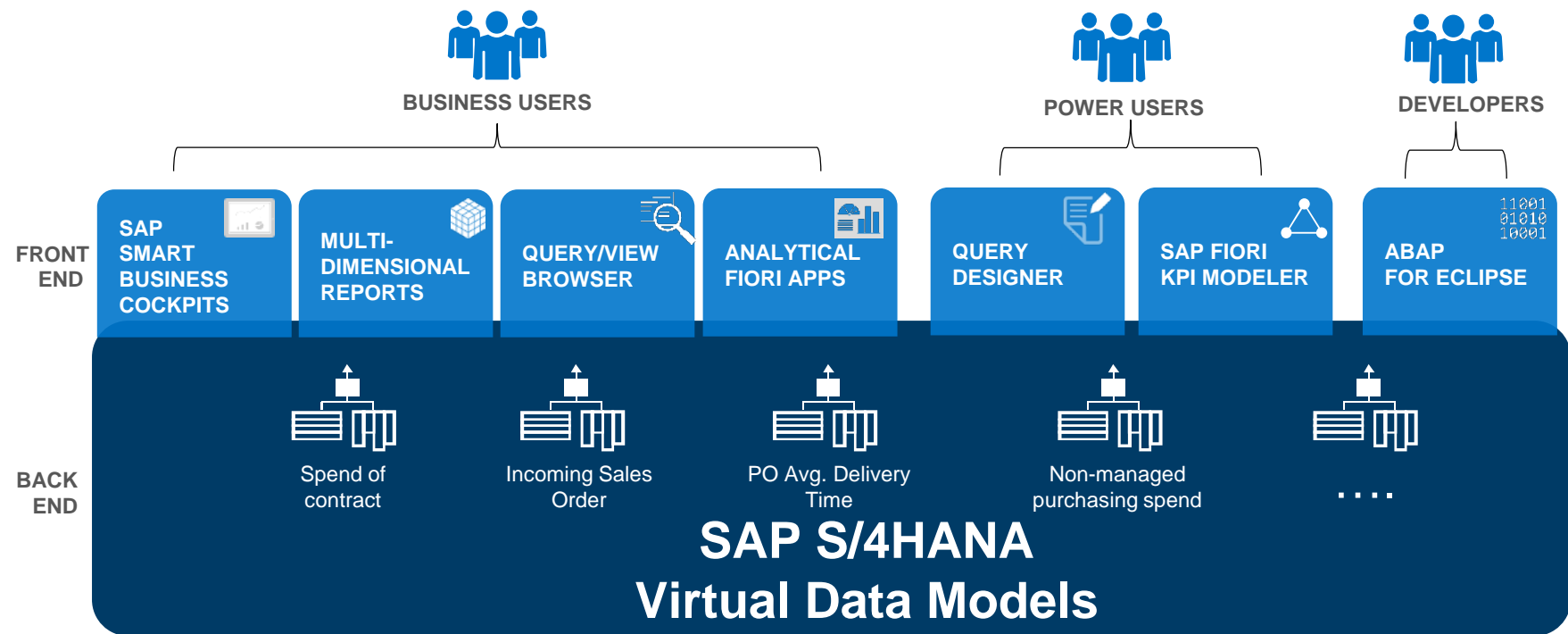
Embedded Analytics

- Deliver contextualized analytics for SAP S/4HANA embedded within the context of work and tailored to **business needs and roles**
- Consist of Virtual Data Models based on **Core Data Service (CDS)** views covering role based operational reports for lines of business
- Come with **tools for Business Users, Power Users and Developers** to analyze data and manage the lifecycle of reports and KPIs

Highlights 1610 On-Premise

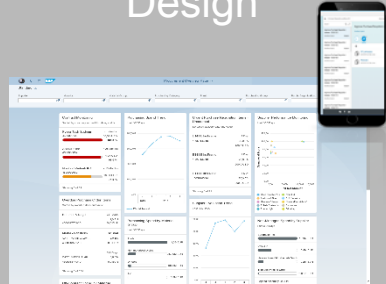
- Continuous extension of the Virtual Data Model, **more than 6000 views and more than 120 new Embedded Applications (KPI's)** planned
- View Browser Fiori Application to show all delivered Views
- **SAP Smart Business and Analysis Path Framework** Integration

SAP S/4 HANA embedded analytics

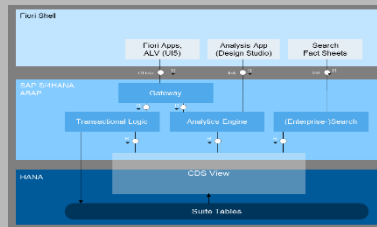


SAP S/4HANA: the Big Picture

New Design



Modern Architecture













Smart Business



Built for Scalability,
Automation & IoT
Cockpits with Exception
based Worklists
Embedded Analytics,
Simulation, Prediction

SAP S/4HANA 1610 – “large version”

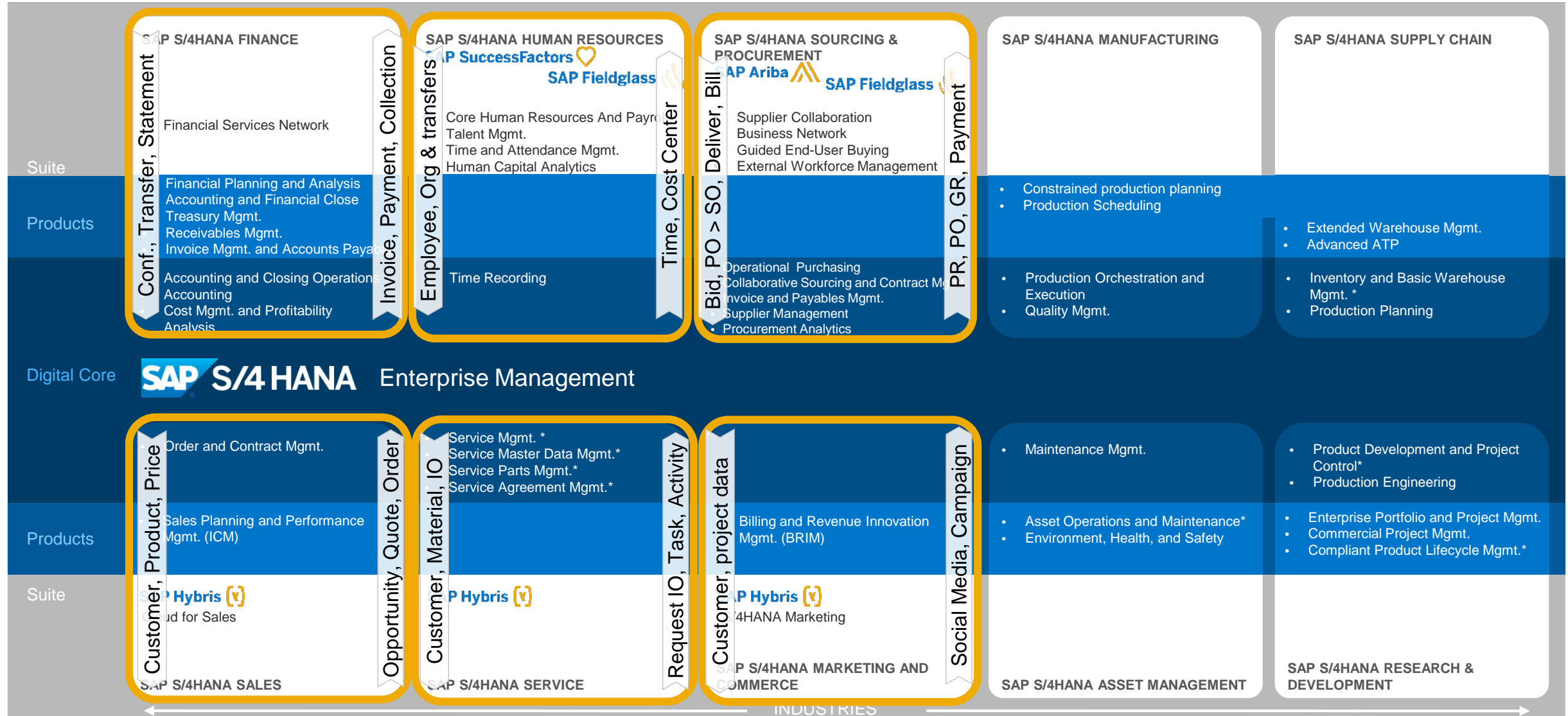
Incl. all LoB recommended solutions**

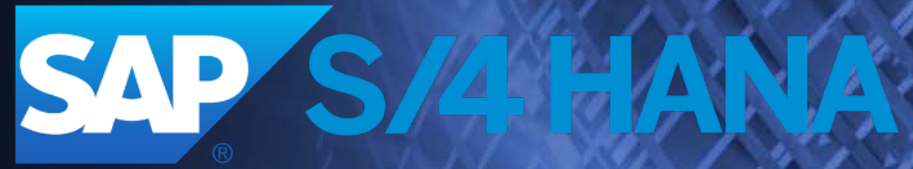
	SAP S/4HANA FINANCE	SAP S/4HANA HUMAN RESOURCES	SAP S/4HANA SOURCING & PROCUREMENT	SAP S/4HANA MANUFACTURING	SAP S/4HANA SUPPLY CHAIN
Suite	<p>SAP Ariba </p> <p>CONCUR </p> <ul style="list-style-type: none"> Governance, Risk, and Compliance for Finance Financial Services Network 	<p>SAP SuccessFactors </p> <p>SAP Fieldglass </p> <ul style="list-style-type: none"> Core Human Resources And Payroll Talent Mgmt. Time and Attendance Mgmt. Human Capital Analytics 	<p>SAP Ariba </p> <p>CONCUR </p> <p>SAP Fieldglass </p> <ul style="list-style-type: none"> Supplier Collaboration Business Network Guided End-User Buying External Workforce Management 	<ul style="list-style-type: none"> Responsive Manufacturing (ME, MII, QIM, VE) Production Operations (MII, QIM) Digital Operations for Manufacturing (MII) 	<ul style="list-style-type: none"> Integrated Business Planning Global Batch Traceability Extended Warehouse Mgmt. Transportation Management
Products	<ul style="list-style-type: none"> Financial Planning and Analysis Accounting and Financial Close Treasury Mgmt. Receivables Mgmt. Invoice Mgmt. and Accounts Payable 			<ul style="list-style-type: none"> Constrained production planning Production Scheduling 	<ul style="list-style-type: none"> Extended Warehouse Mgmt. Advanced ATP
Digital Core	<ul style="list-style-type: none"> Accounting and Closing Operations Accounting Cost Mgmt. and Profitability Analysis 	<ul style="list-style-type: none"> Time Recording 	<ul style="list-style-type: none"> Operational Purchasing Collaborative Sourcing and Contract Mgmt. Invoice and Payables Mgmt. Supplier Management Procurement Analytics 	<ul style="list-style-type: none"> Production Orchestration and Execution Quality Mgmt. 	<ul style="list-style-type: none"> Inventory and Basic Warehouse Mgmt. * Production Planning
	<p>Digital Core SAP S/4HANA Enterprise Management</p>				
Products	<ul style="list-style-type: none"> Order and Contract Mgmt. Sales Planning and Performance Mgmt. (ICM) 	<ul style="list-style-type: none"> Service Mgmt. * Service Master Data Mgmt.* Service Parts Mgmt.* Service Agreement Mgmt.* 	<ul style="list-style-type: none"> Billing and Revenue Innovation Mgmt. (BRIM) 	<ul style="list-style-type: none"> Maintenance Mgmt. Asset Operations and Maintenance* Environment, Health, and Safety 	<ul style="list-style-type: none"> Product Development and Project Control Production Engineering Enterprise Portfolio and Project Mgmt. Commercial Project Mgmt. Compliant Product Lifecycle Mgmt.*
Suite	<p>SAP Hybris </p> <p>Cloud for Sales</p> <p>SAP S/4HANA SALES</p>	<p>SAP Hybris </p> <p>Cloud for Service Service Engagement Center</p> <p>SAP S/4HANA SERVICE</p>	<p>SAP Hybris </p> <p>S/4HANA Marketing Cloud Cloud for Customer Commerce</p> <p>SAP S/4HANA MARKETING AND COMMERCE</p>	<ul style="list-style-type: none"> Digital Asset Network <p>SAP S/4HANA ASSET MANAGEMENT</p>	<ul style="list-style-type: none"> Digital Operations for R&D <p>SAP S/4HANA RESEARCH & DEVELOPMENT</p>

INDUSTRIES

SAP S/4HANA 1610 – Shipment Scope

Examples with “out-of-the-box” integration





Business Scope Release 1610

Sales

Order Management & Processing

Additional LoB Solutions



Business Challenge: Sales Order Management

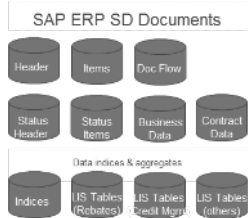
High volume Order-2-Cash needs too much manual attention and effort



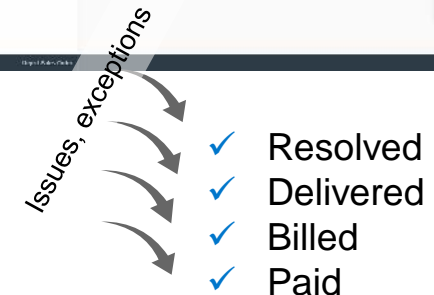
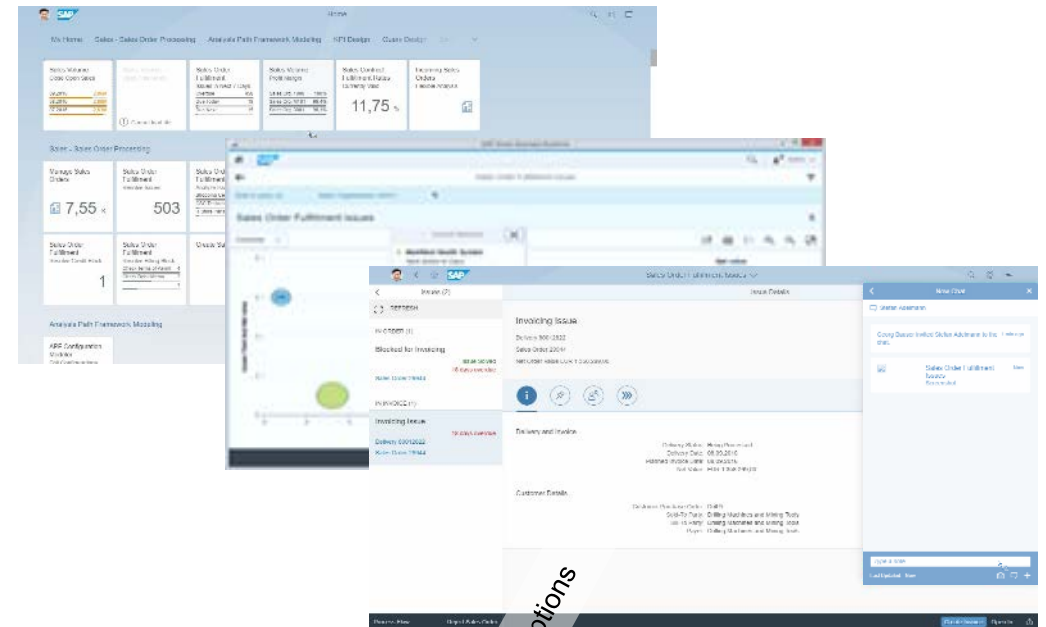
OLTP based systems

- Information System
 - VC/2 - Customer Fact Sheet
 - Inquiries
 - Quotations
 - Orders
 - VA05 - List of Sales Orders
 - VA06 - Sales Order Monitor
 - SD01 - Orders Within Time Period
 - V.02 - Incomplete Orders
 - V.26 - Sales Documents By Object Status
 - SDD1 - Duplicate Documents
 - V.15 - Display Backorders
 - S_ALR_87014362 - Open Purch. Requisitions w/ Ref. to Archived/Completed Sales Documents
 - Scheduling Agreements
 - Contracts
 - Worklists
 - V.00 - Incomplete SD Documents
 - VA14L - Sales Documents Blocked for Delivery
 - V23 - Sales Documents Blocked for Billing
 - V.25 - Release Customer Expected P.
 - V_RA - Backorder Processing: Selection List
 - VA07 - Compare Sales - Purchase (Order)
 - VA08 - Compare Sales - Purchase (Org.Dt.)
 - VCC1 - Payment Cards: Work
- Tools
- Shipping and Transportation
 - Outbound Delivery
 - Create
 - Change
 - VL03N - Display
 - Group of Outbound Deliveries
 - Lists and Logs
 - VL060 - Outbound Delivery Monitor
 - V_UC - Incomplete Outbound Deliveries
 - VL22 - Changes
 - V_SA - Collective Processing Log
 - LX47 - Analysis of Delayed Delivery Update
 - Country-Specific Reports

Issues & exceptions are typically identified by working down lists of **multiple table & aggregate** structures – a **time consuming and error-prone** process



A **people centric** collection of issues & exceptions via **embedded analytics** and **worklists** in real-time on primary data to **solve issues in seconds**



SAP S/4HANA Sales

SAP S/4HANA Enterprise Management Scope for 1610 Shipment



E2E Business Process:



Solution Capabilities:



Leverage **simplified data model** and central **Business Partner** approach.
Create, modify, or display sales documents with work lists, manage sales quotations, orders, credit and debit memo requests. Access documents quickly



Take immediate action using **real-time analytical** results to effectively manage **Sales Contracts** and **Sales Quotations**



Identify bottlenecks & issues with resolution proposals in the **Sales Order Fulfillment Cockpit** for maximizing “no-touch” order rate. Leverage **worklists** with smart links to related documents and transactions to streamline the flow



Settle rebate flexibly using **Condition Contract Settlement** without any index table.
Manage Billing Document efficiently with seamless integration to related operational transactions and use **Intrastat Processing** for Foreign Trade activities



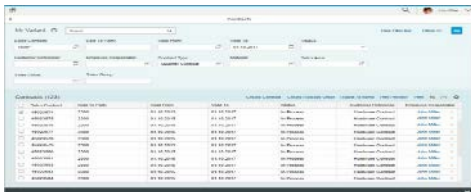
Reduce customer service & support cost by **automating and streamlining return processes**



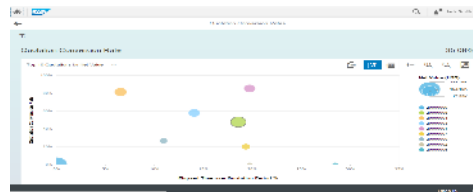
Monitor **Order-to-Cash Process Performance** and execute Sales Analysis on the fly and display contextual information, or analyze your **sales quotation conversion rate**, or open sales orders and deliveries and track **overall O2C performance** in your company

Innovation & Highlights:

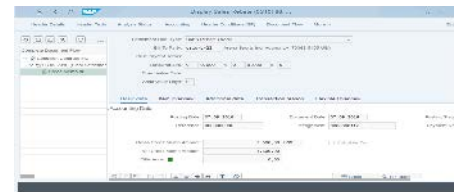
Manage Sales contracts in just seconds



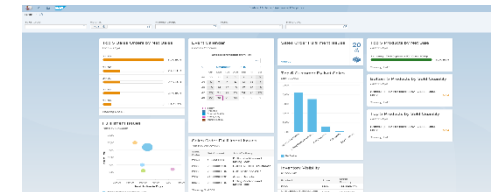
Analyze your Sales Order Conversion Rate



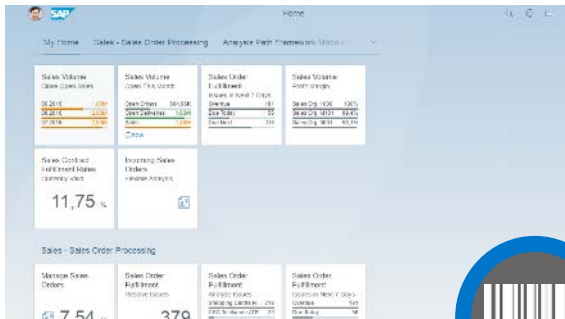
Use new Condition Contract Settlement



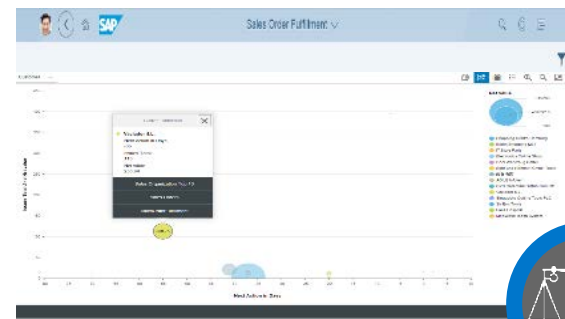
Use new Sales Overview Page



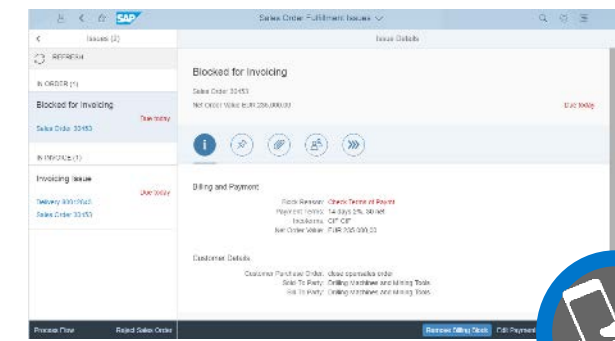
Sales Order Management with SAP S/4HANA: What You Get...



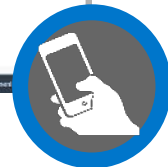
Use real-time alerts instead of checking yesterdays' reports



Ensure resolution of the biggest issues first



Check impacts and act on any issue within seconds



Experience Transformation: Sales Order Fulfillment: DEMO / VIDEO

Measure	SAP ERP with SAP GUI Sales Order Fulfillment	SAP S/4 HANA with SAP Fiori Sales Order Fulfillment	Improvement Factor
Duration	4.15 min	2.20 min	1.9 x
Clicks	70	42	1.7 x
Number of Apps	8	2	4 x
Fields filled	14	3	4.6 x

SAP S/4HANA Sales

New Condition Contract Settlement (CCS) by Settlement Management

ORDER AND CONTRACT
MANAGEMENT

Is **THE solution for subsequent settlement scenarios** in SAP S/4HANA

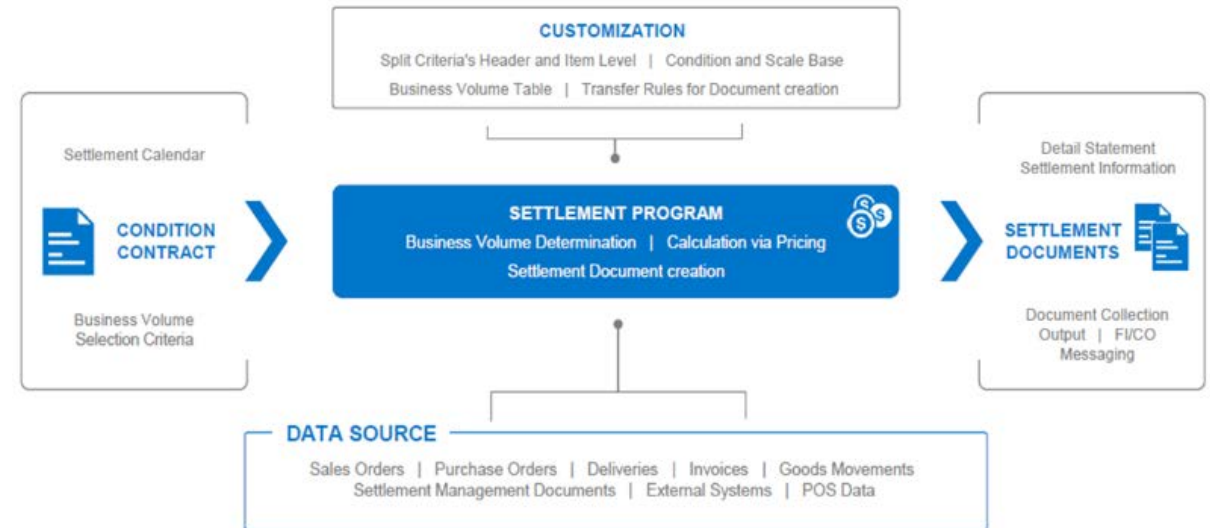
- designed for high performance (delegating functions to Hana)
- base to model new and innovative subsequent settlement scenarios
- is flexible and state of the art due to open Architecture
- is architected to benefit from SAP HANA

Use **Central Contract Administration** as single point of entry for contract data and contract related conditions for

- Full support of business volume related scenarios
- Calendar based settlement
- Accrual conditions can be defined independent from settlement conditions
- Intuitive data entry of settlement information with full transparency of involved documents

Achieve a detailed **Settlement Overview**

- on complex settlement scenarios (ALV & graphical view)
- into settlement documents and it's FI status
- insights if a contract condition was determined and accruals were posted



The screenshot shows the SAP Settlement Overview table. The table has columns for Contract, Condition, Settlement Date, Settlement Amount, and Settlement Status. The data is as follows:

Contract	Condition	Settlement Date	Settlement Amount	Settlement Status
1000	1000	2016.10.10	10.00	Settled
1000	1000	2016.10.10	10.00	Settled
1000	1000	2016.10.10	10.00	Settled
1000	1000	2016.10.10	10.00	Settled

SAP S/4HANA Sales

Extended LoB scope for 1610 Shipment



Extended S/4HANA E2E Solutions & Capabilities*

SALES PERFORMANCE
MANAGEMENT (ICM)

Motivate sales force and drive revenue with **compelling incentive & compensation policies**

- Improve your company's **sales performance** with SAP software for incentive and commission management by implementing compelling variable compensation programs
- Enable your organization to handle **programs for employees and partners**. Build and maintain an accurate, strategically aligned incentive and compensation plan so your company can retain and **motivate top performers** and achieve corporate goals
- Structure your system to **reflect your business strategy**, with flexible and innovative Incentive Business Processes, which efficiently drive your sales activities
- Leverage **Industry Best Practices** also for your requirement – always integrated in the Core

Additional LoB Solutions**

SAP Hybris (Y)

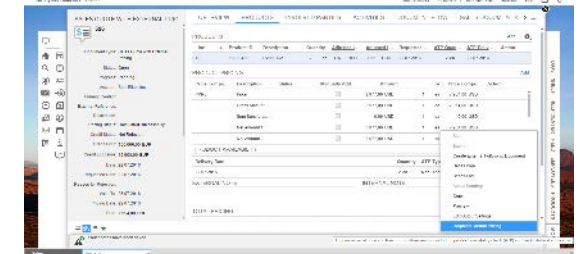
Cloud for Sales

S/4HANA
Marketing Cloud

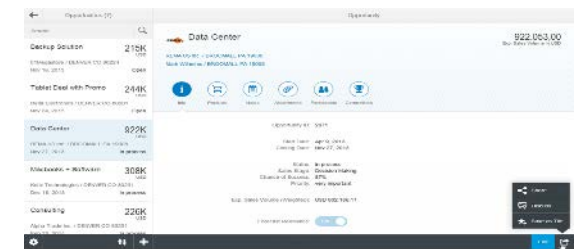
CRM

Empower your Sales Force with streamlined **Integration** into

- **SAP Hybris Cloud for Sales**
- with **synchronized data** for customer, product, and pricing
- Superior **Opportunity Management**
- Sales & **Pipeline Analysis**



- Leverage your **SAP CRM Sales On-Premise** solution and integrate into S/4HANA



SAP S/4HANA Sales

Extended LoB scope for 1610 Shipment



Additional LoB Solutions**

- Leverage **SAP Hybris Cloud for Sales** integrated with S/4HANA
- This will allow customers more choice with **true hybrid scenarios** and incremental deployments
 - Empower sales teams with flexible and extensible cloud solution
 - Leverage native mobile capabilities of SAP Hybris Cloud for Sales to manage sales activities
 - Allow S/4HANA to provide the transparency of pricing, credit and inventory data



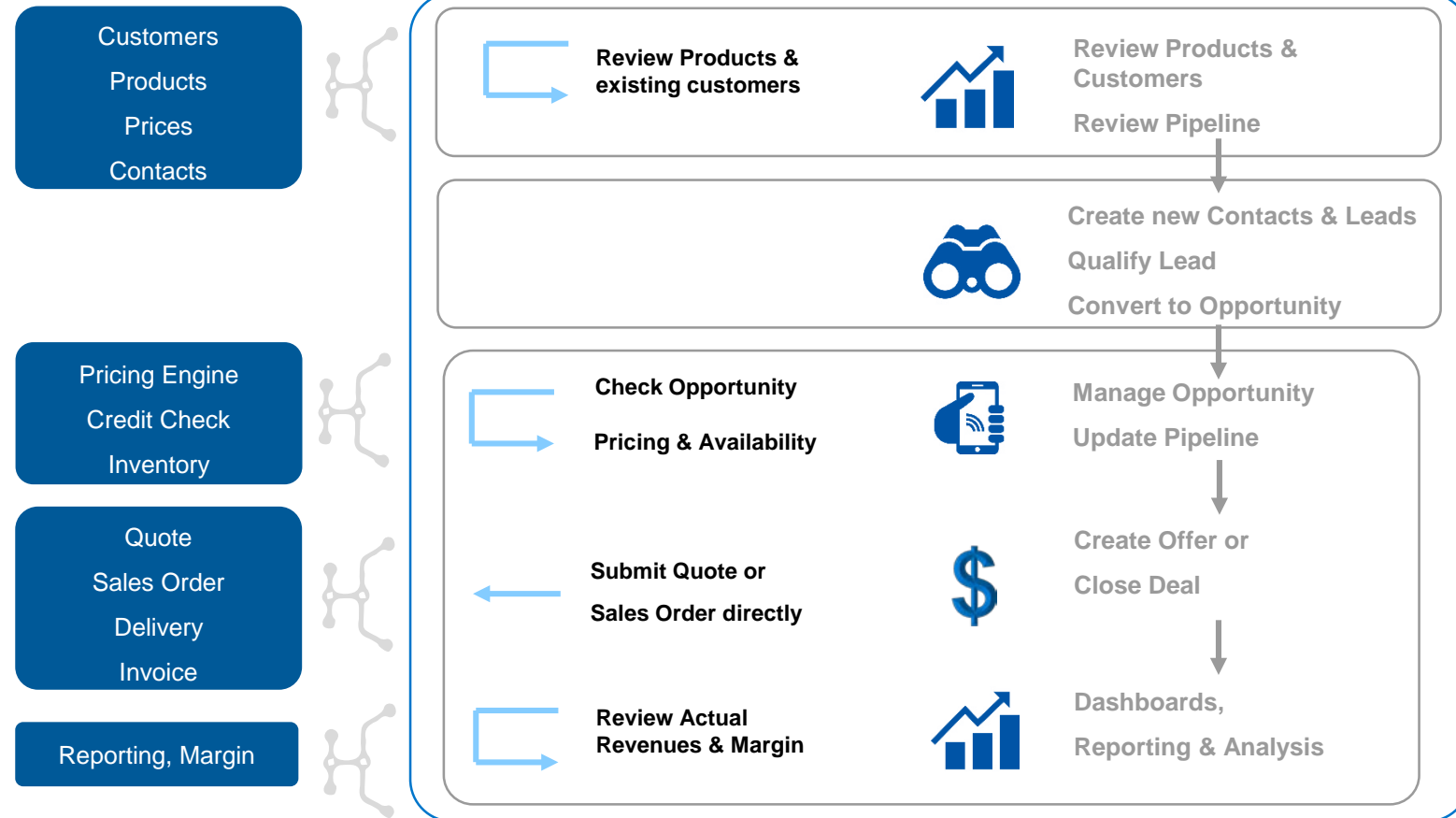
DIGITAL CORE

Digital Handshakes

SALES TEAMS

SAP Hybris (v)

Cloud for Customer



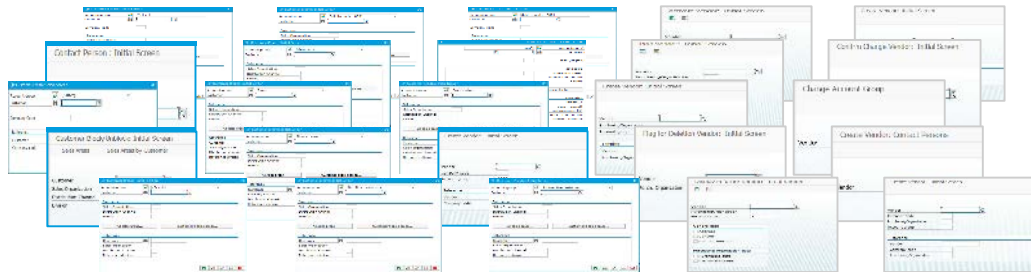
SAP S/4HANA Sales: Solution Simplification

Built to scale



- **Business Partner** approach replaces ERP SD customer master (SAP Note 2265093).
- **New International Trade** functionality replaces ERP SD Foreign Trade (SD-FT) (SAP Note 2223144)
- **S/4HANA Finance Credit Management** replaces ERP SD Credit Management (SAP Note 2270544)
- **SAP Settlement Management** replaces ERP SD Rebates (SD-BIL-RB)
- **SAP Revenue Accounting** replaces ERP SD Revenue Recognition (SD-BIL-RR)
- **SAP S/4HANA (New) Output Management** (SAP Note 2228611)
- **SAP S/4HANA Analytics approach – ODATA and Open CDS** view replaces ERP LIS/ODP (SAP Note 2228056)
- **Cloud for Sales and SAP CRM On-Premise** are Recommended for your Field Sales Team
- **SD simplified tables** (in details) + SD deprecated BAPI and TX. Note 2228098
- **Interaction Center** CIC0 for basic Call Center is outdated and not available, use CRM on Premise, Cloud 4 Service or SAP Hybris instead.

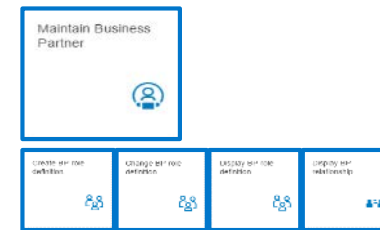
SAP ERP Customer/ Vendor Master Approach



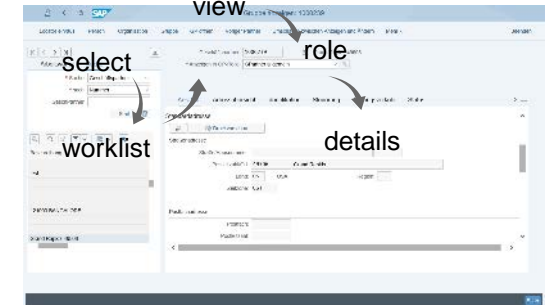
Sales Data: **VD01**;VD02;VD03;**VD05**;VD06
 Sales Company Code Data: **FD01**;FD02;FD03;FD05;FD06;FD08
 Sales Central Maintenance: **XD01**;XD02;XD03;XD05;XD06;XD07
 Sales Contact person: **VAP1**, VAP2, VAP3
 Invoice recipient: **V-04**
 Payer(sales): **V-05**
 Payer(centrally): **V-08**
 Consignee: **V-06**
 Ordering party: **V-09**
 Business partner sales activities: V+23

Purchasing Data: **MK01**, MK02, MK03, MK05, **MK06**, **MK12**, **MK18**, **MK19**
 Purchasing Company Code Data: **FK01**, FK02, FK03, FK05, FK06, **FK08**
 Purchasing Central Maintenance: **XK01**, XK02, XK03, XK05, XK06, **XK07**
 Purchasing Contact person: **MAP1**, MAP2, MAP3
 Ordering party: **V-03**
 One time customer: **V-07**
 Create sales prospect: **V+21**
 Carrier: **V-11**
 Create competitor: **V+22**

SAP S/4 HANA



Business Partner view



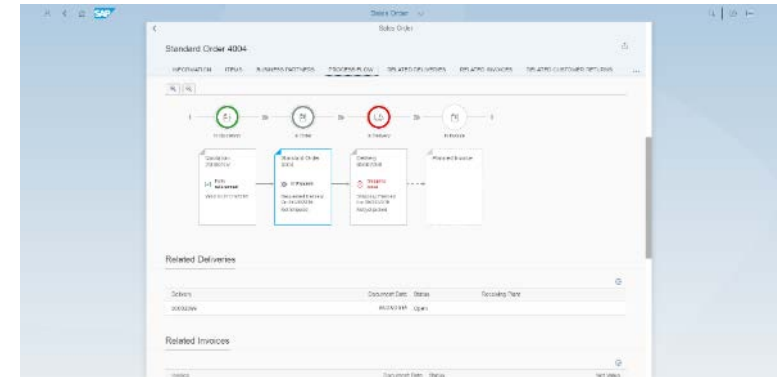
- A **central entry point** provides the single source of truth
- Web-based UI enables **ease of navigation** and intuitive operations
- Consolidation of transactions **eliminates operational redundancy**
- **Maximized data sharing** leads to streamlined data consolidation
- Increased flexibility enables **easy maintenance** and **improved productivity**

SAP S/4HANA Sales: Fiori Apps*

*Exemplary overview. For full and most current list see [Fiori Apps Library](#)

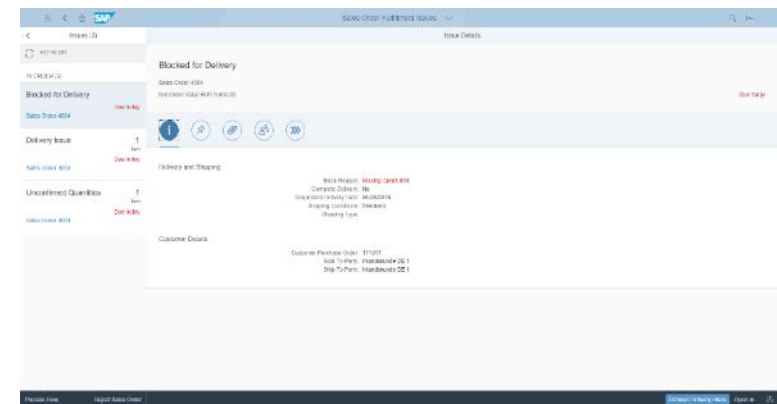
ORDER AND CONTRACT MANAGEMENT

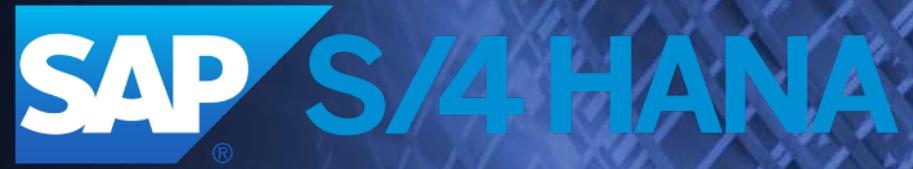
- Analytical
 - Incoming Sales Orders - Flexible Analysis **NEW**
 - Order-to-Cash Performance – Overview **NEW**
 - Order-to-Cash Performance Monitor **NEW**
 - Order-to-Cash Performance Monitor - Time Series **NEW**
 - Quotation Conversion Rates **NEW**
 - Sales Contract Fulfillment Rates **NEW**
 - Sales Volume - Check Open Sales **NEW**
 - Sales Volume - Profit Margin **NEW**
 - Incoming Sales Orders (WD)
 - Sales Volume
 - Sales Volume - Flexible Analysis **NEW**
- Factsheet
 - Credit Memo ReBilling Document **NEW**
 - Credit Memo Request Item **NEW**
 - Customer Return **NEW**
 - Debit Memo Request **NEW**
 - Debit Memo Request Item **NEW**
 - Sales Contract **NEW**
 - **Sales Order** **NEW**
 - Sales Quotation **NEW**
 - Sales Quotation Item **NEW**
- Transactional
 - Create Billing Documents **NEW**
 - Customer - 360° View **NEW**
 - Manage Billing Documents **NEW**
 - Manage Credit Memo Requests **NEW**
 - Manage Debit Memo Requests **NEW**
 - Manage Sales Contracts **NEW**
 - Manage Sales Orders **NEW**
 - **Manage Sales Quotations** **NEW**
 - **Sales Order Fulfillment Issues** **UPDATE**
 - Schedule Billing Creation **UPDATE**
 - Schedule Billing Output **UPDATE**
 - Schedule Billing Release **UPDATE**
 - Manage Customer Master Data **NEW**



The screenshot shows the 'Manage Sales Quotations' Fiori app interface. It displays a table with columns for 'Sales Quotation', 'Customer', 'Quotation Item', 'Quotation Date', 'Status', 'Valid From', 'Valid To', 'Net Value', and 'Document Date'. The table contains several rows of data, including quotation numbers, customer names, and dates.

Sales Quotation	Customer	Quotation Item	Quotation Date	Status	Valid From	Valid To	Net Value	Document Date
20000001	The ABC Company (1000)	ITEM 0001	20.05.2018	OPEN	20.05.2018	31.05.2018	1.750,00 EUR	20.05.2018
20000002	The ABC Company (1000)	ITEM 0001	20.05.2018	OPEN	20.05.2018	31.05.2018	1.500,00 EUR	20.05.2018
20000003	The ABC Company (1000)	ITEM 0001	20.05.2018	OPEN	20.05.2018	31.05.2018	700,00 EUR	20.05.2018
20000004	The ABC Company (1000)	ITEM 0001	20.05.2018	OPEN	20.05.2018	31.05.2018	300,00 EUR	20.05.2018
20000005	The ABC Company (1000)	ITEM 0001	20.05.2018	OPEN	20.05.2018	31.05.2018	950,00 EUR	20.05.2018
20000006	The ABC Company (1000)	ITEM 0001	20.05.2018	OPEN	20.05.2018	31.05.2018	1.750,00 EUR	20.05.2018





Business Scope Release 1610

Supply Chain

Inventory & Basic Warehouse Management

Production Planning

Additional LoB Solutions



SAP S/4HANA Supply Chain

SAP S/4HANA Enterprise Management Scope for 1610 Shipment



E2E Business Process:



Solution Capabilities:



Optimize the inventory and material flows with analytical apps, to include:

- **Inventory turnover analysis**
- **Flow analysis**

Use simplified GI postings

- **Transfer and scrapping**

For complex movements use **MIGO with One Look**

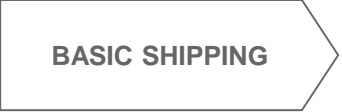


Leverage **simplified data model** incl. 40 digit mat-no. For real-time, high-volume processing you can post with finest granularity to leverage sensor data. Benefit from locking elimination and material ledger valuation. Use simplified new apps for

- **GR from PO**
- **Initial entry**



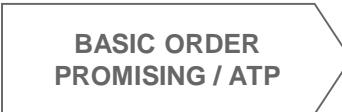
Leverage embedded EWM to perform standardized **inbound & outbound movements** and **physical inventory & reporting**. Leverage **one system** (master data, customizing & UX) for reduced data-redundancy, lean processes with fewer business docs and overall **simplification**



Simplified apps for **shipping specialist**: Ability to search for **outbound deliveries** and **returns deliveries** via object pages, including details about header and item data.



Optimize material flow for **external and internal requirements (MRP)** with system-generated **solution proposals**. **Manage and track change requests** for orders. **One single MRP** if all downstream materials are advanced planning-relevant.



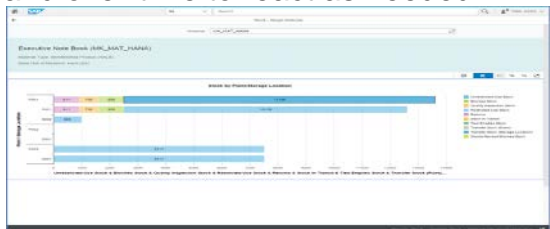
Available to promise: **new ATP algorithm** based on HANA embedded in mass component check in production. Improve percentage **on-time delivery**. Leverage **just-in-time** scenarios for inbound and outbound.

Innovation & Highlights:

Optimize your stock and inventory turnover and material flow



Track inventory situation cross entities and over-time to react as needed



Visualize & simulate MRP options with fast insight to action



Business Challenge: Inventory Management

E.g. International Car Manufacturer



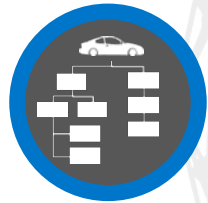
7

Car Models



550

Daily output per model



3,500

BoM materials

per model, on 10 levels, 60% common parts



480

Trucks per day




>20,000,000

Material movements per day

- **Locked tables** prevent movements
- **No parallel** postings
- Multiple tables, **inconsistent** information
- **High volume back flush** = batch jobs and bulk postings
– with delay
- **Auto ID** technology > queue
- **No real-time transparency** on stock and on exact material flow: how to identify defective parts
- No **actual costs and intercompany profit** transparency
- Need to split system load into **multiple distracted systems**

Inventory Management in SAP S/4HANA: What You Get...

Built to scale

	SAP ERP Traditional Inventory Management	 Inventory Management based on Material Ledger
Data Throughput	1	1...30 x*
# of Currencies/ Valuations	1	1 to 3
Parallel Postings	No	YES (insert only principle)
Valuation methods	2 + YE	3 + YE
Aggregate Tables	26	On the Fly
Transfer Prices & Actual Costing	No	YES (optional)
Transparency of movements	No	YES
Reporting	Batch on Multiple aggregates	Real-time on primary data
Predict & Simulate stock	No	YES
Analytics Performance	1	up to 800 x

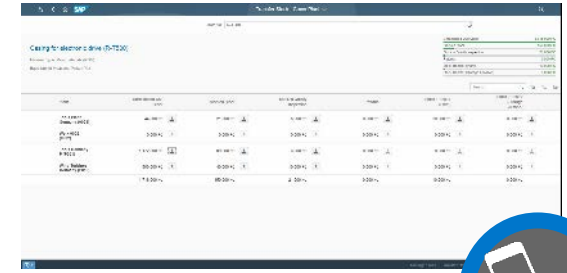
Inventory Management with SAP S/4HANA: What You See...



Analyze inventory turnover



Track the material flow in real-time, with insight-2-action



Transfer stock cross plants in 3 clicks



Experience Transformation in Inventory Management: DEMO / VIDEO

Measure	SAP ERP with SAP GUI	SAP S/4HANA with SAP Fiori	Improvement Factor
Duration	8.10 min	3.58 min	2.1 x
Clicks	135	64	2.1 x
Number of Apps	10	7	1.4 x
Fields Filled	18	8	2.3 x

Documentation: S/4HANA Inventory Management

FIORI App Library

Materials Requirements Planning: Business Challenge

- MRP
 - Planning
 - Total Planning
 - MD01 - Online
 - MDBT - As Background Job
 - MD02 - Multilevel Single-Item Plannin
 - MD03 - Single-Level Single-Item Plar
 - MD43 - Single-Item Planning, Intera
 - MD50 - Single-Item Planning, Sales (
 - MD51 - Single-Item Planning, Projec
 - MD01N - MRP Live
 - Planning Table
 - MF52 - Display Mode
 - MF50 - Change Mode
 - MF57 - By MRP Lists
 - MF51 - Production List
 - Planning File Entry
 - MD20 - Create
 - MD21 - Display
 - PPH_MDAB - Create and Correct Planni
- Planned Order
 - MD11 - Create
 - MD12 - Change
 - Display
 - Convert to Purchase Requisition
 - MD14 - Individual Conversion
 - MD15 - Collective Conversion
 - MDUM - In Background
 - Convert to Production Order
 - CO40 - Individual Conversion
 - CO41 - Collective Conversion
 - CO48 - Partial Conversion
 - Convert to Process Order
 - MDVP - Collective Availability Check
 - MDAC - Execute Action
- Evaluations
- Master Data
- Environment



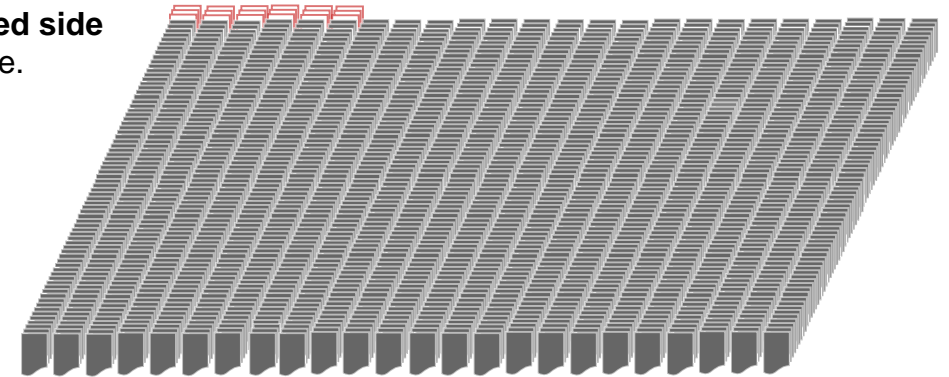
MRP Run runs **multiple hours** overnight, reading input from 50+ tables to create thousands of purchase requisitions, orders planned or production orders

MRP Controller reviews upcoming **bottleneck situations**. With every change planning results become immediately **outdated**. Heavy use of **non integrated side by side tools** to calculate and simulate.

1. CO02/03 Display/ Change Production Order
2. MD12/13 Display/ Change Planned Order
3. ME22/23N Display/ Change Purchase Order
4. ME52/53N Display/ Change Purchase Requisition
5. ...

- C223 Production versions
- CC04 Product structure
- CS02 BOMs
- CA02/03 Routing
- XK02/03 Vendor Master
- ME12/13 Vendor Info Records
- ME01/03 Source lists
- ME32/33K Contracts
- MEQ1/Q3 Quotas
- MM02/03 Material Master
- XD02/03 Customer Master

New order
Quality issue
Production issue
Supplier issue
Transport issue
Quantity change



If **Supply** is **at risk**, special attention is required. No one can afford **unused capacities** or even **factory shutdowns**. Upcoming **shortages** of components, or missing parts need to be resolved **individually**. With given complexity and information distribution across many tables, the **resolution of one problem** can easily take **up to 1 hour**

Streamlined Material Requirements Planning with SAP S/4HANA

More frequent MRP runs & improved, streamlined UI for fast resolution

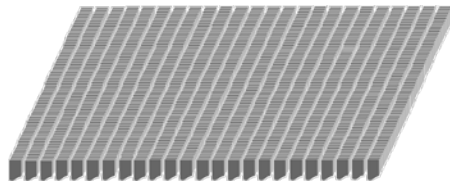
NEW MRP RUN: MD01N

~10X faster

~5 x reduced storage*

MRP RUN 

Creates and schedules orders for requirement date



New mode for procurement and in-house production, delivery schedules and configurable materials

Classic mode for subcontracting, capacity planning and discontinuation

Leveraging **HANA capabilities for parallelization**

Purchase Order / Requisition

Stock Transfer Reservations

Production Order

Planned Order

Schedule Lines

External Requirements
(Sales Orders, Forecast)

Internal Requirements
(Independent & Dep. Requirements, Subcontracting)

MRP Analysis for External & Internal Requirements

Detect **disruptions** in material availability & flow

Exception & KPI

driven process

Shorter **time-to-action**

Customize own **worklists**

Manage Internal or External Requirements

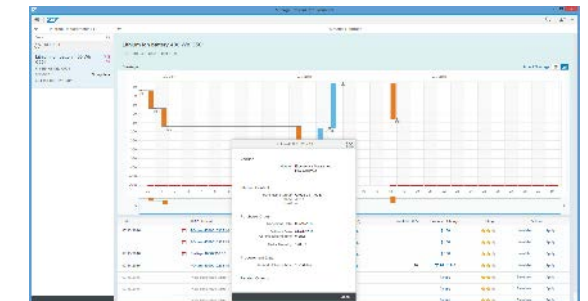
Find **issues**

Simulate their impact

in real-time

Use **Change Requests**

to track resolution flow



SAP S/4HANA Supply Chain

Extended LoB scope for 1610 Shipment

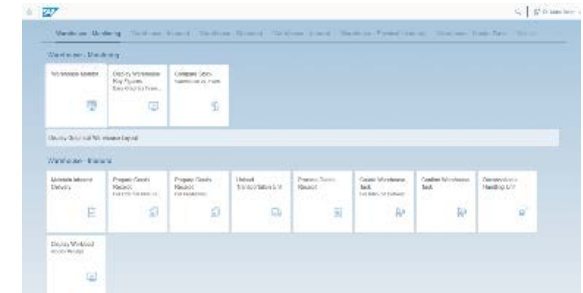


Extended S/4HANA E2E Solutions & Capabilities*

EXTENDED WAREHOUSE MGMT.*

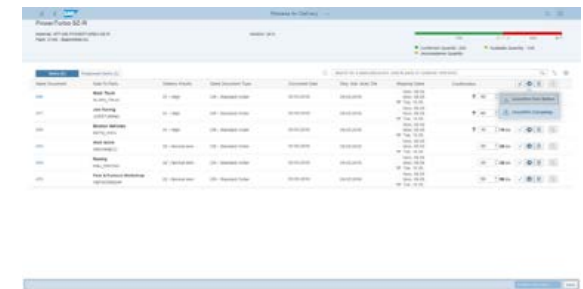
Use the **extended functionality** of **S/4HANA Warehouse Management** with no data reconciliation

- Inventory Management Optimization (e.g. Slotting)
- Inbound Process Optimization (e.g. Deconsolidation)
- Outbound Process Optimization (e.g. Waves)
- Material Flow Control
- Yard Management (e.g. Transport. Unit handling)
- Labor Management
- Value Added Services (VAS)
- Kitting
- Cross Docking
- Warehouse Billing



ADVANCED ATP*

Advanced ATP provides a **sophisticated order promising and confirmation** process that allows users to check availability in real-time, set-up and check against use-case driven allocations. Perform backorder processing with intuitive requirement classification and automated exception handling. Manually change confirmations before releasing for delivery.



CONSTRAINED PRODUCTION PLANNING & PRODUCTION SCHEDULING**

see Manufacturing

Additional LoB Solutions**



For Superior Planning and Extended Supply Chain Functions you can also integrate into:

- Integrated Business Planning
- Global Batch Traceability
- Extended Warehouse Mgmt. (e.g. as side by side for Hub Deployment)
- Transportation Management



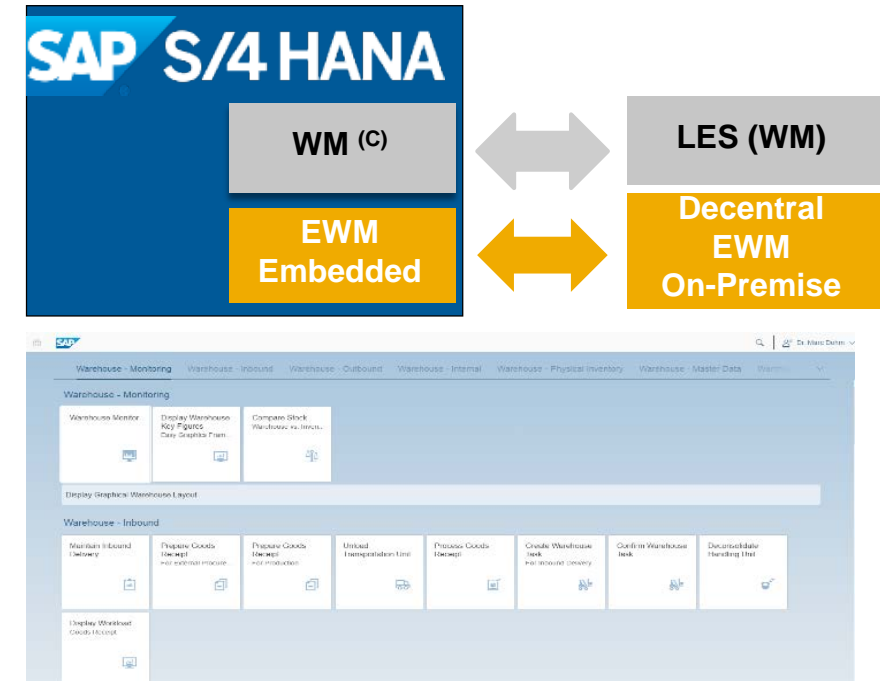
SAP S/4HANA Extended Warehouse Management

Extended LoB scope for 1610 Shipment

EXTENDED
WAREHOUSE MGMT.*

SAP EWM embedded in SAP S/4HANA as **new deployment option** for our customers, small & midsize & production warehouses to provide customers with flexible deployment options to run all kinds of warehouses within a single SAP solution:

- Access material, product, and business partner data within SAP S/4HANA **instead of replicating** business partners to a decentralized EWM system
- Manage batch master data within SAP S/4HANA instead of replicating it to a decentralized EWM system
- **Direct reading** of material values, purchase, process, and production order data instead of replicating those objects to a decentralized EWM system and storing them in an expected goods receipt (EGR) document
- **Skip warehouse request objects** and process only outbound delivery orders without using outbound-delivery requests; process only inbound deliveries without having inbound-delivery notifications; process only posting changes without using posting-change requests
- Maintain only **one quality document** instead of working with a quality inspection document and a QM inspection lot and eliminate the need to replicate accounting objects



- **De-central EWM (integrated to SAP S/4HANA)** is planned to be a long-term valid deployment option for EWM for good reasons (e.g. regional EWM systems, risk mitigation, specific planned down-times, scale-out for large DCs, multi-ERP connected; different release cycles; proximity to warehouse (MFS); ...)
- **De-central EWM and central S/4HANA-EWM** are planned to share a common core of Warehouse Management functions. This common core is planned to evolve over time with new functions in both EWM options.
- **De-central EWM and central SAP S/4HANA-EWM** are planned to cover the same business scenarios & processes with only minor exceptions e.g. central EWM can only integrate with local ERP client, no multi ERP client integration will be possible as required in some LSP scenarios
- **De-central EWM and central SAP S/4HANA-EWM** are planned to have different technical integration features with SAP ERP but identical integration with other SAP systems (e.g. GTS, TM, ...)

SAP S/4HANA Extended Warehouse Management

License and technical components

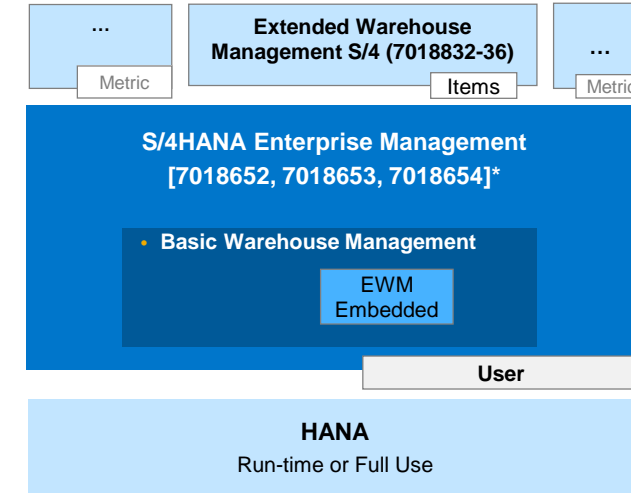
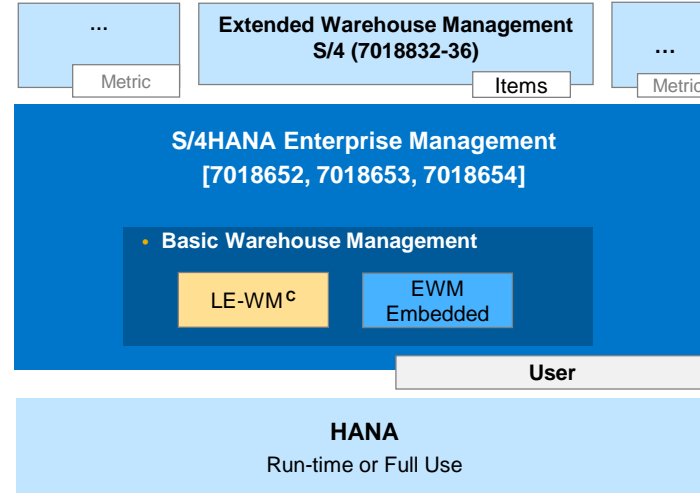
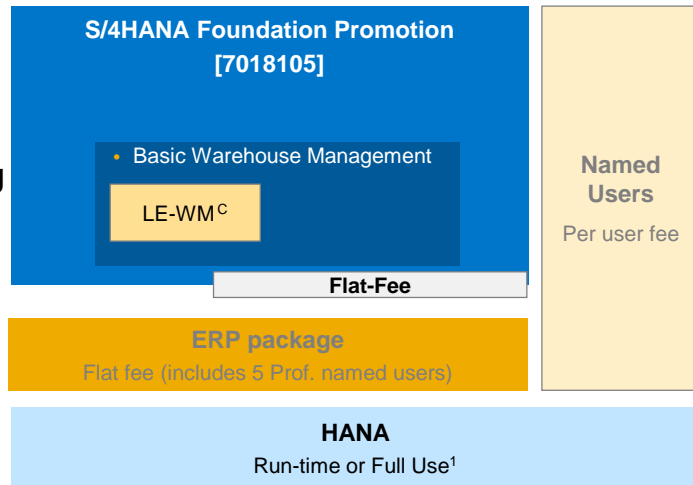


S/4HANA 1511

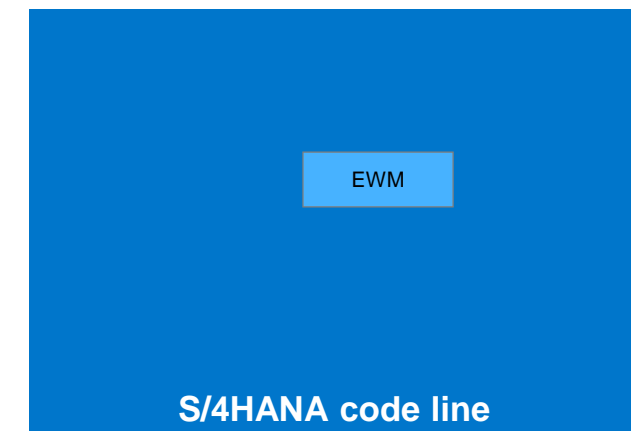
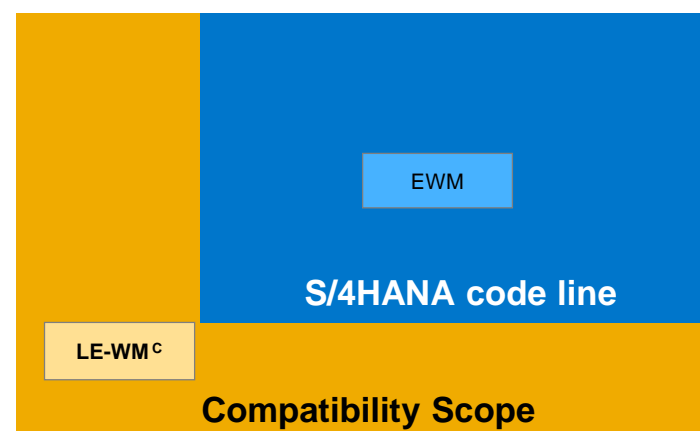
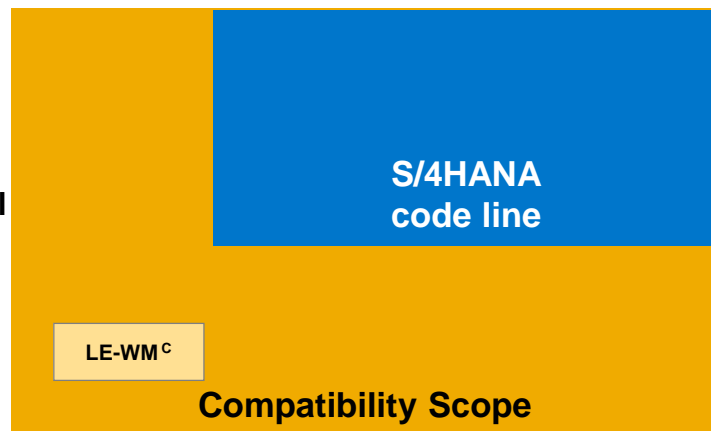
S/4HANA 1610

S/4HANA after 2025

Licensing view



Technical view



today

midterm

long term

SAP S/4HANA Advanced ATP

Extended LoB scope for 1610 Shipment

ADVANCED ATP*

Backorder Processing: One Run fits all. Former solution requested more subsequent runs. Flexible and intuitive selection and ranking of sales order requirements. High performance mass ATP-check

New FIORI-UIs to set-up BOP-runs.

- **New concept for requirement classification:**
 - Winner
 - Gainer
 - Redistributor
 - Filler
 - Looser
- New FIORI-app to **display the BOP-result:** The result is displayed on different aggregation levels and allows an easy identification of (and fast drill down to) confirmation issues

Product Allocation: has a completely new design to provide rules and logic to allocate products, such as bottleneck materials

- **New & simplified customizing** for Product rules with time dependent settings and no need to change master data.
- Simplified setup of **Product Allocation Objects** in just 3 configuration apps.
- Hierarchical selection of potential allocation attributes according to business object hierarchy with value help, as well as Excel down- and uploading functionality

Release for Delivery App: Improved customer service value and increased on-time delivery for important sales orders. **Reliable and transparent** confirmation of all sales orders.

Fiori application to enable **timely actions on short term supply and demand changes**

- **Manual redistribution** of already confirmed quantities according to the company prioritization strategy

BOP Aggregations

NIGHTLY_BOP 85.7%

User: CLAUBU
Started: 2016.02.16 15:55:51
Finished: 2016.02.16 15:55:57

Time Horizon: Press this button

Requirements: 14

Requirement Confirmation: 0% + 85.7%
0% + 78.6%

BY MATERIAL PLANT | BY STRATEGY | BY CUSTOMER | BY MATERIAL GROUP | CUSTOM AGGREGATION

Material	Plant	Requirements	Status	Quantity Confirmation	Requirement Confirmation
CHOCOMIX	ATM	7	0% + 72.7%	0% + 72.7%	0% + 87.5%
PIZZA UNIK	ATM	7	0% + 100%	0% + 100%	0% + 100%

Change Product Allocation Object (Planning Data CHPRAS) MHP 2015_16

Change Allocation Object

Index	Object	Object Name	Object Description	Status	Created By	Created Date	Modified By	Modified Date	Object Category	Object Type
1	10000000000000000000	10000000000000000000	10000000000000000000	Active	10000000000000000000	2015-12-15 10:00:00	10000000000000000000	2015-12-15 10:00:00	10000000000000000000	10000000000000000000

Release for Delivery

PowerToGo 82-R

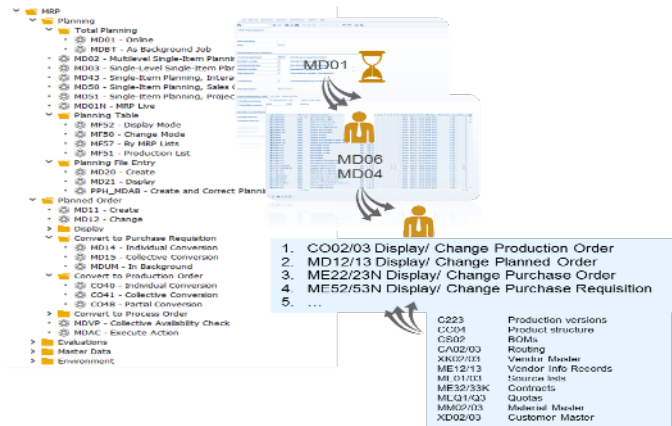
Sales Document	Item	Material	Plant	Quantity	Released Date	Released Time	Released By	Released Date	Released Time	Released By
100	001	10000000000000000000	10000000000000000000	100	2015-12-15 10:00:00	10:00:00	10000000000000000000	2015-12-15 10:00:00	10:00:00	10000000000000000000

SAP S/4HANA Supply Chain: Solution Simplification

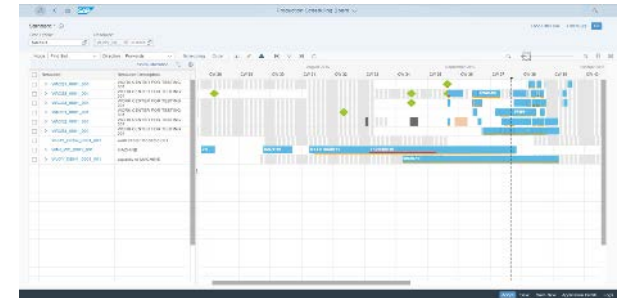
Built to scale



- **New MRP live transaction (MD01N)** for optimized MRP run performance
- **Material Ledger** provides an optimized data model and replaces traditional SAP Inventory Management (SAP Note 2206980)
- Material Master is extended to **40 characters** (SAP Note 1696821)
- **Warehouse Management (SAP note 2270211)**
- **Transportation Management (SAP Note 2270199)**
- **MRP functionality** is optimized in Material Master (SAP Note 2204534)
- **MIGO** is replacing multiple MBxx transactions (SAP Note 2267801) – but individual Fiori exist in addition
- **Simplified logic** for sourcing, subcontracting (SAP Note 2226333 and 2227532)
- **Planning file** is optimized for update performance (SAP Note 2227059)
- MRP Planning is consolidated on **storage location level** (SAP Note 2227579)
- **Material Locking** optimizations (Note 2319579)



- Get **Real-time Inventory** Data in seconds
- Post with **High Throughput**
- **Harmonized Master Data & Simplified Integration** (EWM, ATP, PPDS...)
- New **MRP Run**
~10x faster
~5x reduced storage*
- **MRP Analysis** for External & Internal Requirements



SAP S/4HANA Supply Chain: Fiori Apps*

*Exemplary overview. For full and most current list see [Fiori Apps Library](#)

INVENTORY & BASIC WAREHOUSE MGMT

INVENTORY

- Analytical
 - Inventory Turnover Analysis **NEW**
 - Material Documents Overview **UPDATE**
 - Physical Inventory Document Overview **NEW**
 - Stock - Multiple Materials **NEW**
 - Stock - Single Material **UPDATE**
- Transactional
 - Manage Stock **UPDATE**
 - Material Document **UPDATE**
 - Post Goods Receipt for Purchase Order **UPDATE**
 - Transfer Stock **UPDATE**
 - Transfer Stock - Cross-Plant **NEW**

WAREHOUSE

- Transactional
 - Analyze Outbound Delivery Logs **NEW**
 - Create Outbound Deliveries **NEW**
 - Outbound Deliveries **NEW**
 - Pick Outbound Delivery **NEW**
 - Schedule Delivery Creation **NEW**
 - Schedule Goods Issue For Deliveries **NEW**
 - Change Inbound Delivery **NEW**
 - Create Inbound Deliver **NEW**
 - Run Outbound Process - Deliveries **NEW**
 - Run Outbound Process - Transportation Unit **NEW**

PRODUCTION PLANNING

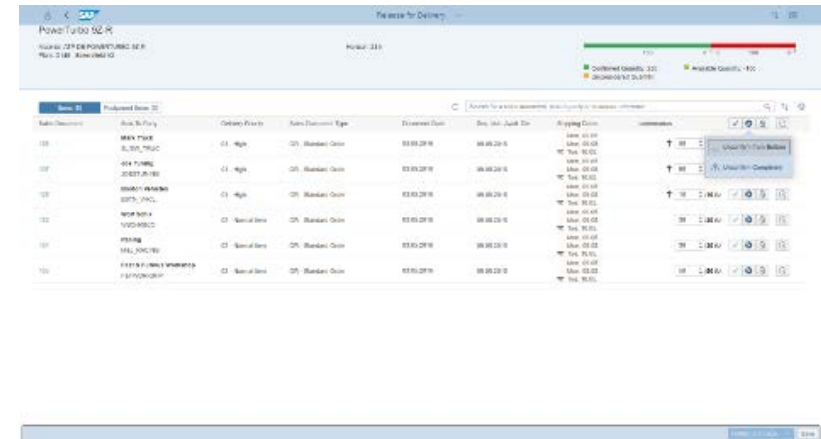
MRP

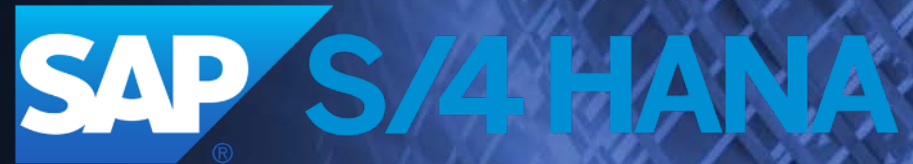
- Analytical
 - Analyze PIR Quality **NEW**
 - Planned Order Object Page **NEW**
 - Process Order Confirmation Object Page **NEW**
 - Process Order Object Page **NEW**
 - Production Order Confirmation Object Page **NEW**
 - Production Order Object Page **NEW**
 - Resource Object Page **NEW**
 - Work Center Object Page **NEW**
- Transactional
 - Display MRP Key Figures **UPDATE**
 - Display MRP Material Issues **UPDATE**
 - Maintain MRP Controllers **UPDATE**
 - Manage Change Requests **UPDATE**
 - Manage External Requirements **UPDATE**
 - Manage Internal Requirements **UPDATE**
 - Manage Material Coverage **UPDATE**
 - Manage PIRs **UPDATE**
 - Monitor External Requirements **UPDATE**
 - Monitor Internal Requirements **UPDATE**
 - Monitor Material Coverage
 - Monitor Material Coverage - Net and Individual Segments **NEW**
 - Monitor Material Coverage - Net Segments **NEW**
 - Schedule MRP Runs **UPDATE**
 - Schedule Order Conversion Runs **UPDATE**
 - Schedule Order Release Run **UPDATE**

ADVANCED ATP*

ATP

- Assign Product to Product Allocation **NEW**
- Configure BOP Segment **NEW**
- Configure BOP Variant **NEW**
- Configure Order Fulfillment Responsibilities **NEW**
- Configure Product Allocation **NEW**
- Manage Product Allocation Planning Data **NEW**
- Monitor BOP Run **NEW**
- Release for Delivery** **NEW**
- Reuse Component ATP interactive chart **NEW**





Business Scope Release 1610

Manufacturing

Production Orchestration & Execution

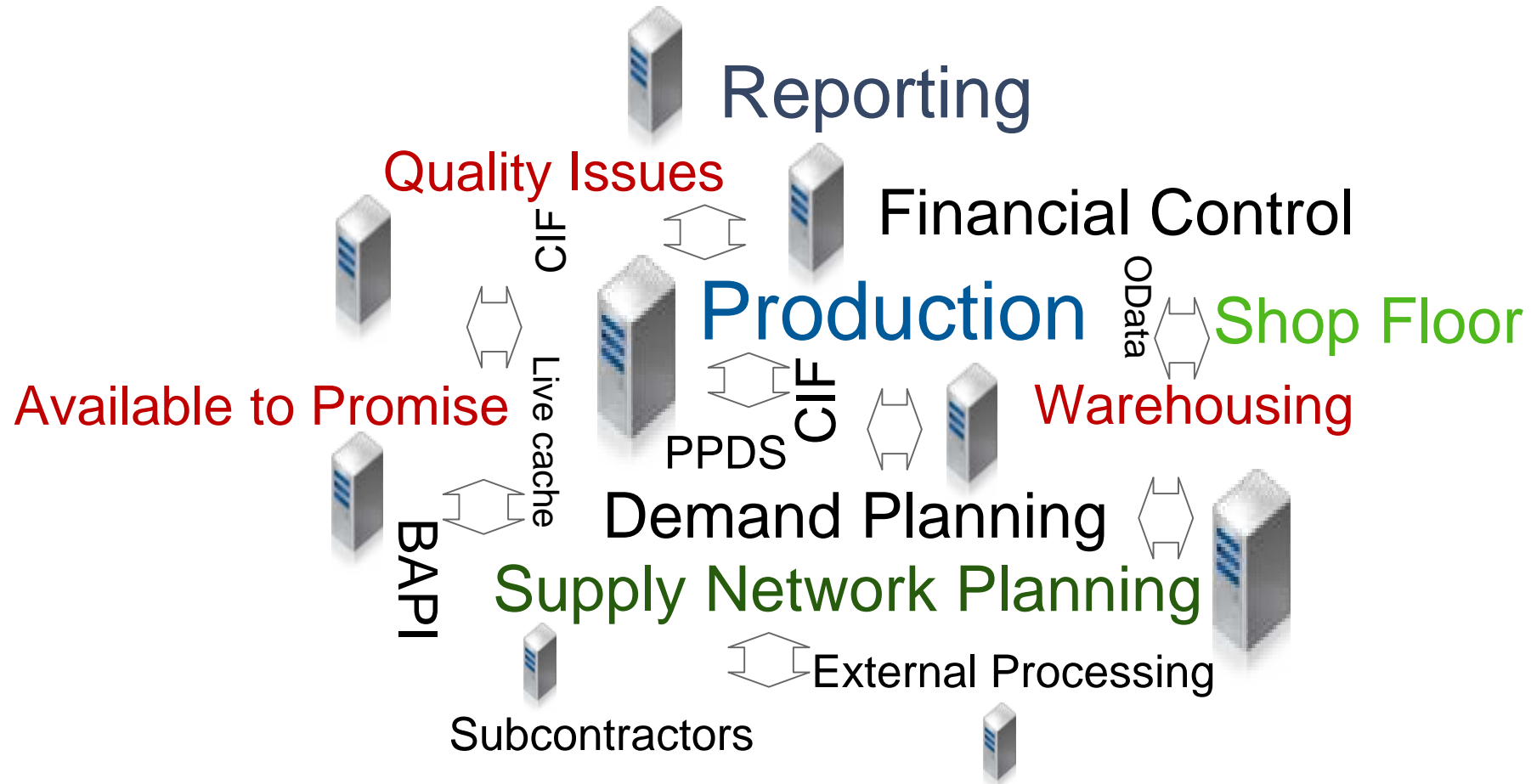
Quality Management

Additional LoB Solutions



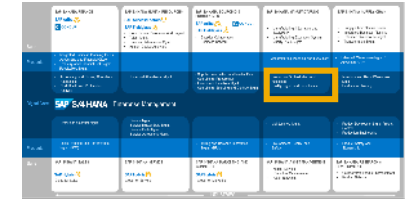
Manufacturing: Business Challenge

Complex requirements lead to complex infrastructures



SAP S/4HANA Manufacturing

SAP S/4HANA Enterprise Management Scope for 1610 Shipment



E2E Business Process:

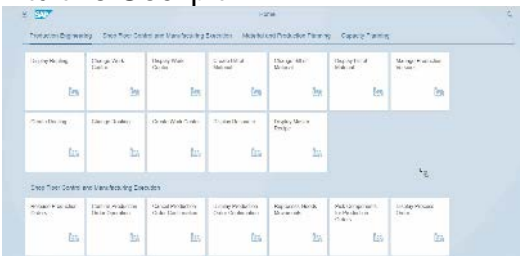


Solution Capabilities:

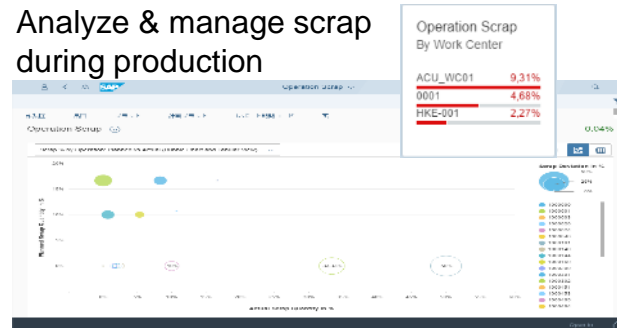
<p>PRODUCTION CONTROL</p>	<p>BASIC PRODUCTION EXECUTION</p>	<p>BASIC SUB-CONTRACTING</p>	<p>BASIC EXTERNAL PROCESSING</p>	<p>REPETITIVE MANUFACTURING</p>	<p>KANBAN & JIT PROCESSING</p>	<p>QUALITY ENGINEERING</p>	<p>QUALITY INSPECTION</p>	<p>QUALITY IMPROVEMENT</p>
<p>Real-time alerts based on production bottlenecks, such as time or component delays and resource bottlenecks</p>	<p>Benefit from single material master maintenance for ERP and SCM relevant materials Synchronous commit, consistent data Immediate error handling</p>	<p>Manage the subcontracting process from planning to execution and monitoring and integrate your Business Network</p>	<p>Integrate external workforce into Production Execution, manage time, material handovers</p>	<p>Benefit from a simplified processing in repetitive scenarios with mass processing and streamlined financial controls in periodic actions</p>	<p>Run your production in many different flavors to support Kanban & Just-in-time sequencing for Inbound and Outbound</p>	<p>Integrated & simplified solution combining QM and QIM capabilities with new UX for q-technicians, q-engineers, q-planners, q-managers, q-auditors, and calibration technicians</p>	<p>Perform quality inspections providing inspection results to enable timely informed release decisions and therefore support ensuring product compliance and quality requirements</p>	<p>Increase your quality results to new levels with better planning, deflection recording and a flexible and harmonized action management, all supporting standardized complaint process</p>

Innovation & Highlights:

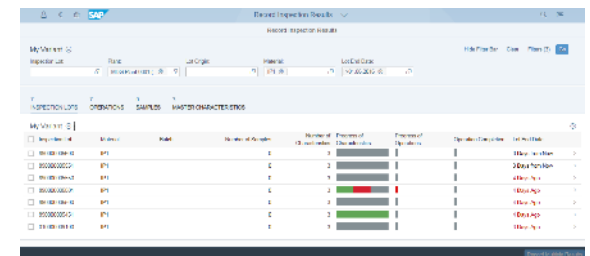
Monitor Production Orders in an intuitive Cockpit



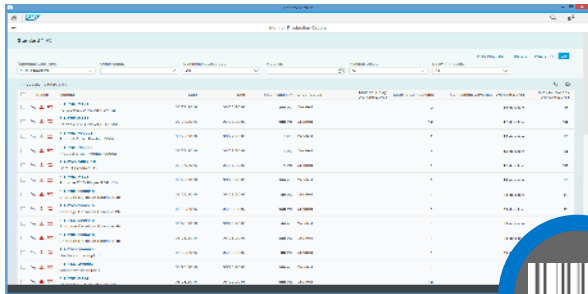
Analyze & manage scrap during production



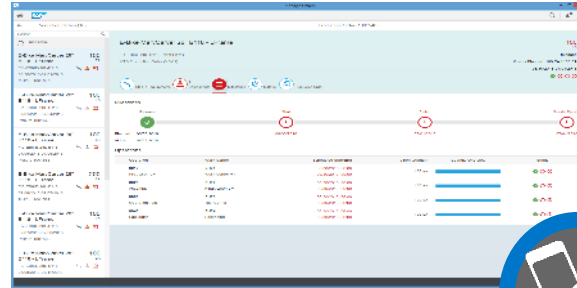
Track Quality inspections intuitively



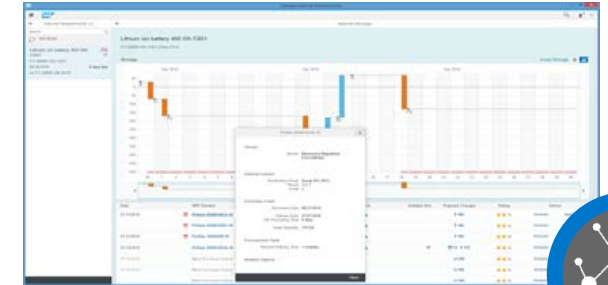
Manufacturing & MRP with SAP S/4HANA: What You Get...



Glance over your
Production Orders
in real-time



Make sure all
milestones & parts
under control



Simulate options
and replace missing
parts in seconds

Experience Transformation in Manufacturing & MRP: DEMO / VIDEO

Measure	SAP ERP with SAP GUI	SAP S/4HANA with SAP Fiori	Improvement Factor
Duration	4.53 min	3.23 min	1.4 x
Clicks	75	50	1.5 x
Number of Apps	7	3	2.3 x
Fields Filled	7	1	7 x

SAP S/4HANA Manufacturing

Extended LoB scope for 1610 Shipment

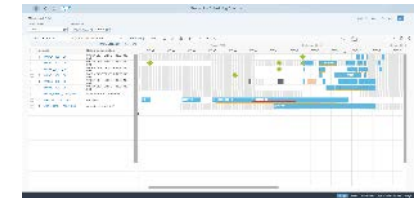
Extended S/4HANA E2E Solutions & Capabilities*



Constraint Based Production Planning (PP/DS) gets co-deployed with SAP S/4HANA on the same system utilizing one HANA database production or external procurement to cover product requirements.

In addition, you can execute a **visualized Production Scheduling** to plan critical products, such as products with long replenishment lead times or products that are produced with bottleneck resources.

Use the “**Create Optimal Orders for Shipment**” app to order several materials in one purchase order and optimize the order quantities to best utilize the capacity of the means of transport.



Additional LoB Solutions**

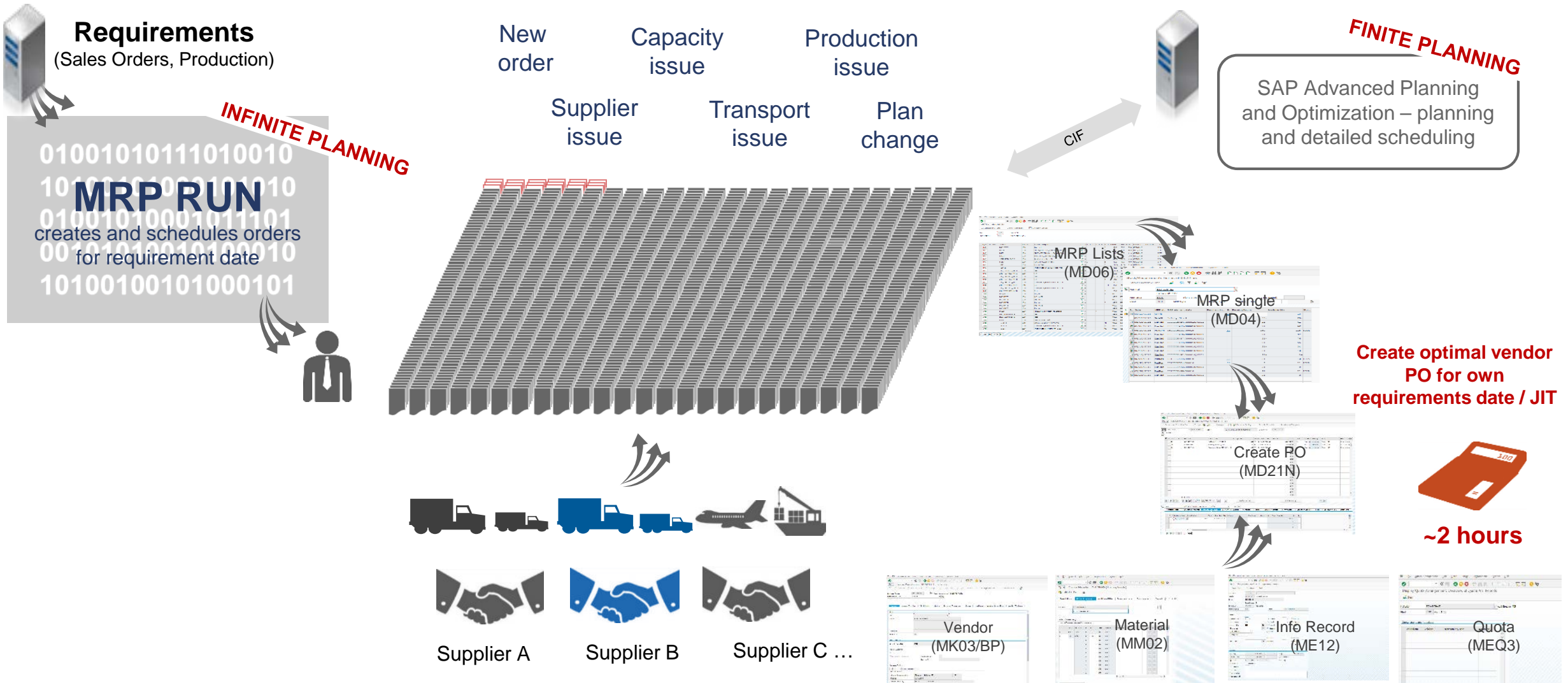


For State of the Art Manufacturing integrate all your Shop Floor Manufacturing Operations & Analytics with S/4HANA with:

- Responsive Manufacturing (e.g. ME, MII, QIM, VE for Discrete Industries)
- Production Operations (e.g. MII, QIM for Process Industries)
- Digital Operations for Manufacturing (e.g. MII)



Use Case: Optimal Panning & Scheduling Takes Time



Optimize Planning & Scheduling

Now integrating infinite planning & supplier schedule optimization

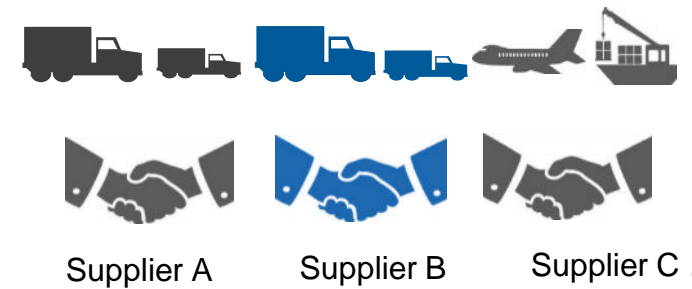
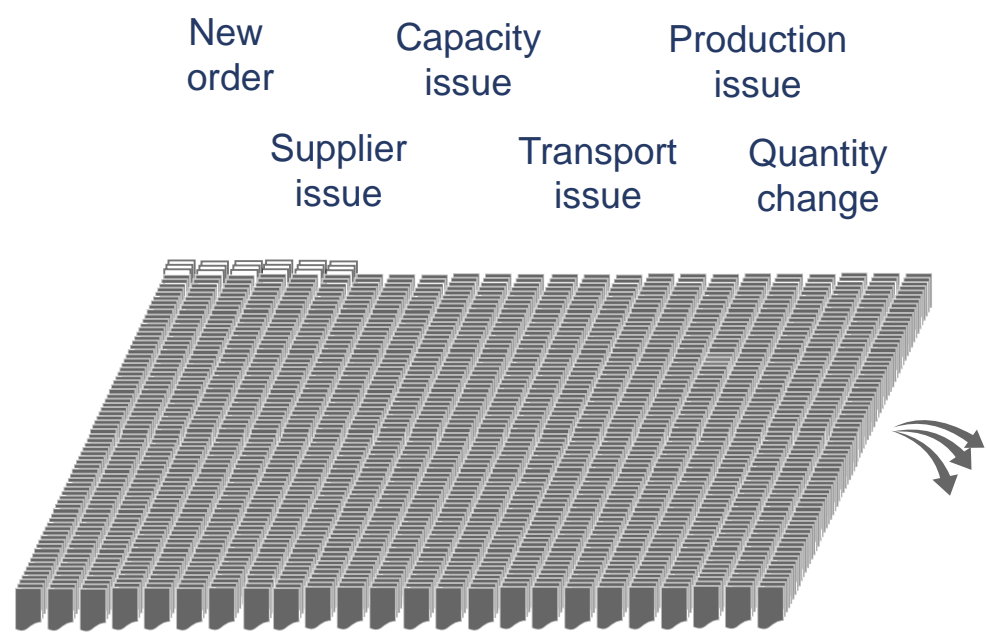
**CONSTRAINED
PRODUCTION PLANNING &
PRODUCTION SCHEDULING***

Requirements
(Sales Orders, Production)



SAP S/4HANA
MRP RUN
creates and schedules
orders for requirements

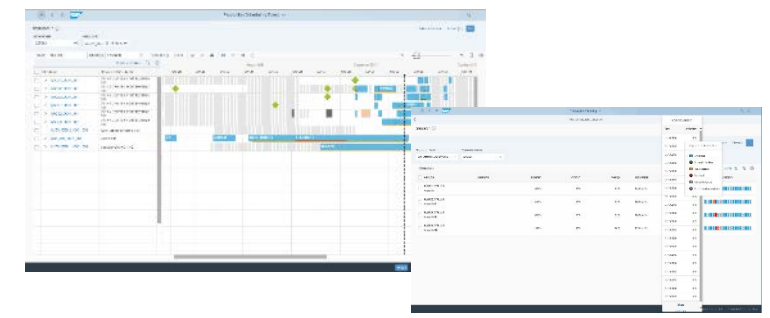
ONE MRP:
FINITE & INFINITE
in 1 Run on 1 Instance



Use S/4HANA to
optimize PO's for
your schedule in
seconds!

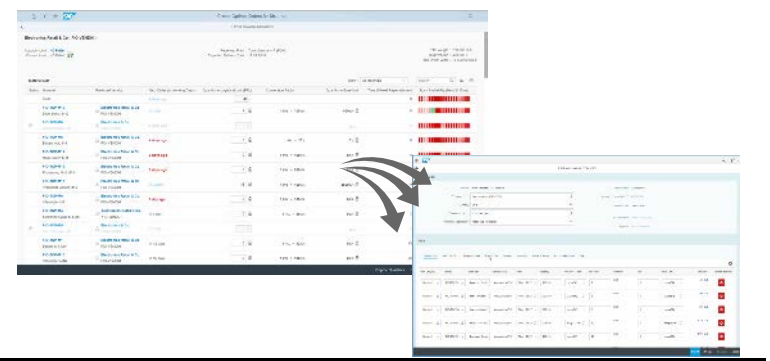
Optimize Internal Workload & Schedules

Simulate the impact of these schedules, and provide solution proposals each bottleneck situation



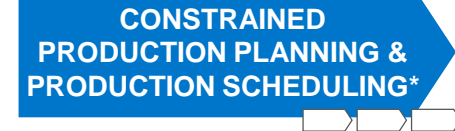
Create Optimal PO's

Considers supplier capacities to harmonize own requirements against supplier constraints



S/4HANA Production Planning & Scheduling

Extended LoB scope for 1610 Shipment



Finite capacity planning - PP/DS in S/4HANA:

Increased production throughput and reduced production costs leveraging finite capacity planning embedded in S/4HANA. **One MRP plans everything:** create finite production plan according to the available **capacity situation** and schedule available resources and generate production plan to the precision of seconds.

- Access SAP Fiori App for **Production Scheduling Board** as web based graphical scheduling tool
- Customize the web-based **graphical scheduling tool** for production planning and detailed scheduling according to **various industry needs**

Monitor Capacity Utilization:

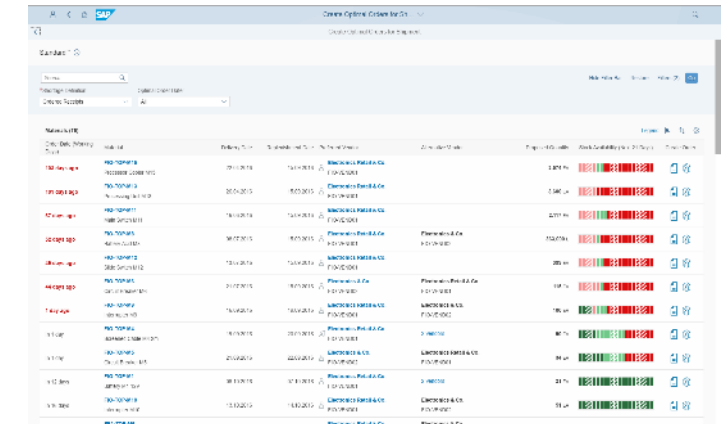
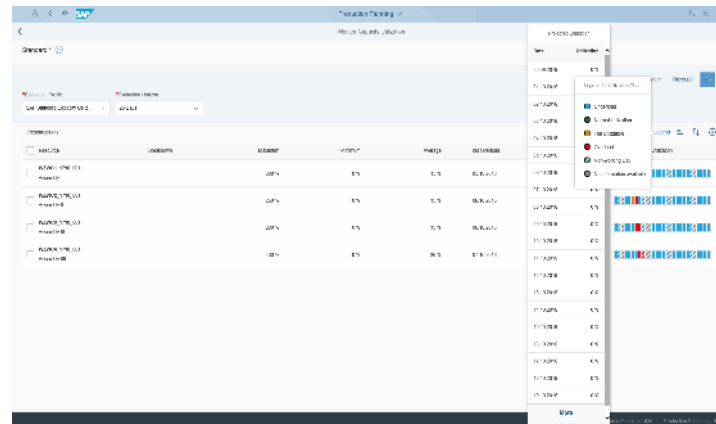
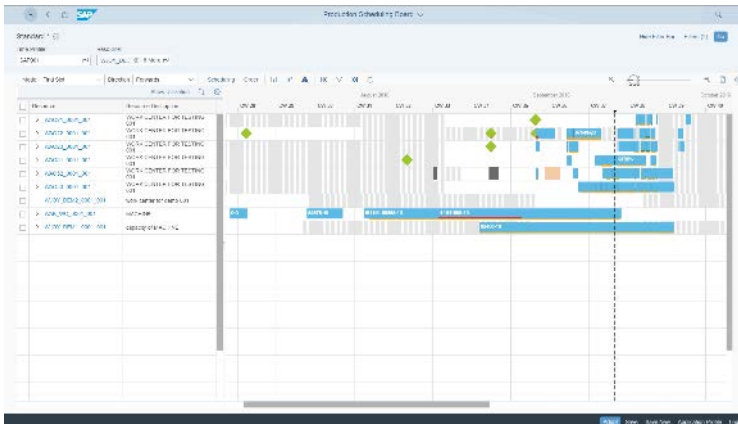
Capacity utilization of resources can be monitored using this app. Production Planners can add the area of responsibility to plants in which they want to monitor the capacity.

- Optimize and plan the **resource schedule** and the order dates and times in detail by taking the **resource and component availability** into account
- Plan **critical products**, such as products with long replenishment lead times or products that are produced with bottleneck resources
- Evaluation profile and horizon based on the customization with Utilization Chart based on daily buckets

Create Optimal Orders for Suppliers:

Optimize the results of your Material Requirements Planning (MRP) by creating collective orders for material shortages.

- Use S/4HANA to optimize PO's for your schedule in seconds!
- Considers **capacities on supplier side** to harmonize own requirements against supplier constraints
- Identify the best vendor and optimize a collective PO against your schedules and supplier capacities



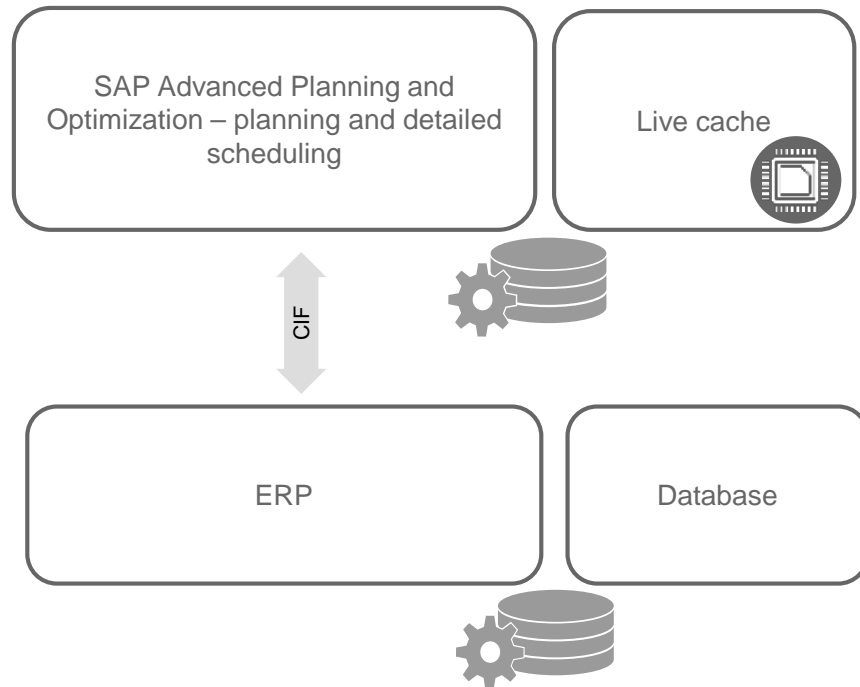
Production planning and Detailed Scheduling (PPDS)

Example for landscape simplification, capability change

CONSTRAINED
PRODUCTION PLANNING &
PRODUCTION SCHEDULING*

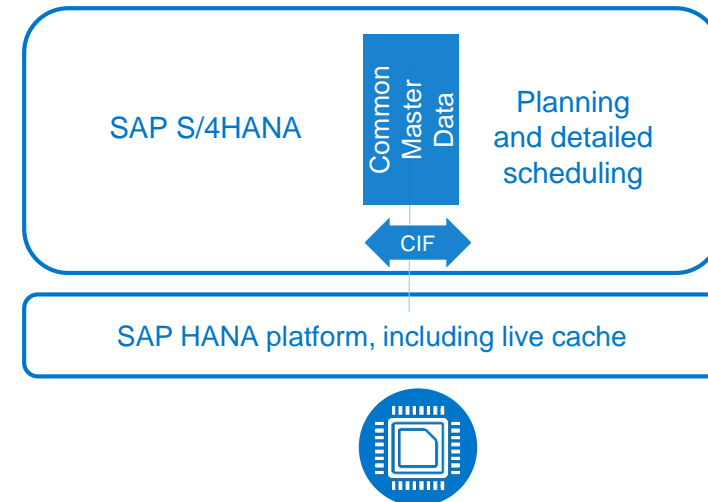
UI Harmonization, CIF Simplification, Master Data Harmonization, Analytics

Traditional system



Load, Replicate, Sync & Update of
Master, Planning & Transactional Data

Simplification with SAP S/4HANA



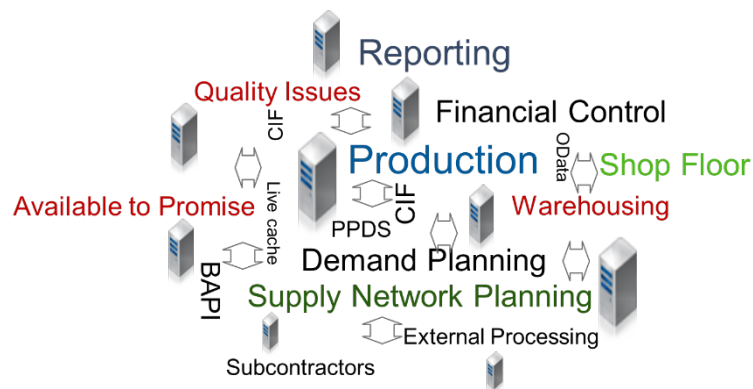
- **PPDS functionality gets co-deployed** on the same system utilizing one HANA database instance
- Integration and **synchronization efforts** for material master and work center resource not needed
- **Constraint based planning**, using various heuristics and optimizers by bringing PP/DS on SAP S/4HANA,
- Reducing integration efforts and allowing **seamless master data & UI harmonization**

SAP S/4HANA Manufacturing: Solution Simplification

Built to scale



- Convert forecast requirements into **planned independent requirements (PIR)** then change MRP type VV to one of the MRP types PD, P1, P2, P3, or P4, Forecast based planning (MRP type VV) is not strategic anymore
- **Standard value calculation with "Computer Aided Process Planning" CAPP** was used very rarely and is no longer supported
- **Use browser-based PI sheets** for the time being. ABAP list-based process instruction sheets have been replaced by browser-based PI sheets (SAP Note 397504)
- **Use MES Integration or the POI Interface** instead outdated interfaces such as PFS, LPO, Icon, CBP, KK2, KK5, and S95 Interface
- **Quality Management Information System (QMIS)** not available within SAP S/4HANA, SAP intends to deliver replacement functionality
- **The usage of downtimes functionality is withdrawn in SAP S/4HANA on-premise**
- Coding to support **MiniApps and workplaces** is outdated and was never released for productive usage. The coding is still available in SAP S/4HANA on-premise 1511 edition but will be deleted in a future releases
- **ECL Viewer** replaced by **Visual Enterprise Viewer**
- **Flow manufacturing** and **Process flow scheduler PFS** outdated – use SAP APO instead (SAP Note 217113)



SAP S/4HANA

Harmonized Master Data & Simplified Integration (EWM, ATP, PPDS, QIM...)

Key Manufacturing scenarios included (Discrete, Process, Repetitive, Kanban, JIT...)

Post with High Throughput on Real-time data

New Production Variance analysis

Production & Finance always in sync

Streamlined integration into IBP & Shop Floor



SAP S/4HANA Manufacturing: Fiori Apps*

*Exemplary overview. For full and most current list see [Fiori Apps Library](#)

PRODUCTION ORCHESTRATION & EXECUTION

Production

- Analytical
 - Analyze PIR Quality **NEW**
 - Excess Component Consumption **NEW**
 - Material Scrap** **NEW**
 - Operation Scrap** **NEW**
 - Scrap Reasons** **NEW**
- Factsheet
 - Planned Order Object Page **NEW**
 - Process Order Confirmation Object Page **NEW**
 - Process Order Object Page **NEW**
 - Production Order Confirmation Object Page **NEW**
 - Production Order Object Page** **NEW**
 - Resource Object Page **NEW**
 - Work Center Object Page **NEW**
- Transactional
 - Manage Production Orders or Process Orders **UPDATE**
 - Monitor Production Orders or Process Orders **UPDATE**
 - Schedule Order Conversion Runs
 - Schedule Order Release Run **UPDATE**

QUALITY MANAGEMENT

QM

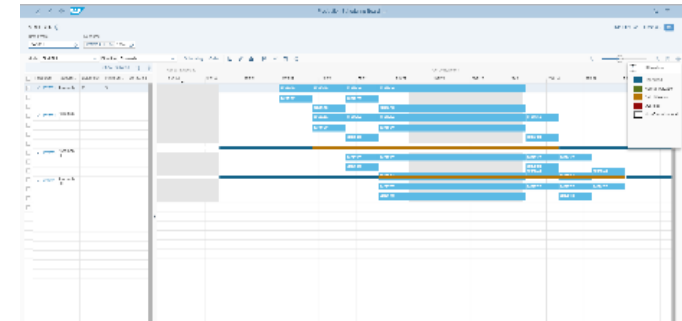
- Factsheet
 - Inspection Lot **NEW**
 - Inspection Method **NEW**
 - Inspection Operation **NEW**
- Transactional / WD
 - Master Inspection Characteristic **NEW**
 - Quality Info Record for Procurement **NEW**
 - Record Inspection Results** **NEW**
 - Sample **NEW**
 - Sampling Procedure **NEW**

Inspection Lot	Material	Inspection Method	Number of Characteristics	Progress of Characteristics	Progress of Operations	Operation Completion	Last Edit Date
0000000001	001	001-Inspected Shipment Check	4	100%	100%	100%	08 Dec 2016
0000000002	001	001-Inspected Shipment Check	3	100%	100%	100%	11 Dec 2016
0000000003	001	001-Inspected Shipment Check	2	100%	100%	100%	11 Dec 2016
0000000004	001	001-Inspected Shipment Check	10	100%	100%	100%	23 Dec 2016
0000000005	001	001-Inspected Shipment Check	4	100%	100%	100%	19 Dec 2016
0000000006	001	001-Inspected Shipment Check	3	100%	100%	100%	08 Dec 2016
0000000007	001	001-Inspected Shipment Check	4	100%	100%	100%	08 Dec 2016
0000000008	001	001-Inspected Shipment Check	3	100%	100%	100%	08 Dec 2016
0000000009	001	001-Inspected Shipment Check	3	100%	100%	100%	08 Dec 2016
0000000010	001	001-Inspected Shipment Check	10	100%	100%	100%	23 Dec 2016

CONSTRAINED PRODUCTION PLANNING & PRODUCTION SCHEDULING*

PPDS

- Transactional
 - Create Optimal Orders for Shipment **NEW**
 - Monitor Capacity Utilization **NEW**
 - Production Scheduling Board** **NEW**



Scrap Reason By Work Center

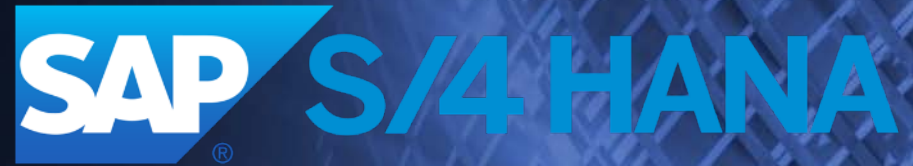
NIL-001	60%
MF02	50%
MF01	40%

Material Scrap Maximum Deviation

SAP SAPYrin Extr...	9,09%
Material for test (...)	1,45%
Pump	0,44%

Operation Scrap By Work Center

ACU_WC01	9,31%
0001	4,68%
HKE-001	2,27%



Business Scope Release 1610

Procurement

Operational Purchasing

Collaborative Sourcing & Contract Mgmt.

Invoice & Payables Mgmt.

Supplier Mgmt. & Procurement Analytics

Additional LoB Solutions



Procurement: Business Challenges

High Volume of Purchasing Items

Not enough automation & integration, too many manual, time-consuming processes, too many places to search

Poor Self Services

Poor usability & UI with missing search causes, many requests to purchasing, maverick spending and low acceptance



Lack of Procurement Insights

Difficulty in gaining transparency and keeping track of supply information such as time, cost & quality

Lack of Purchasing Productivity

Lengthy, manual, paper-based and error-prone processes prevent the execution of real strategic procurement solutions

SAP S/4HANA Procurement

SAP S/4HANA Enterprise Management Scope for 1610 Shipment



E2E Business Process:

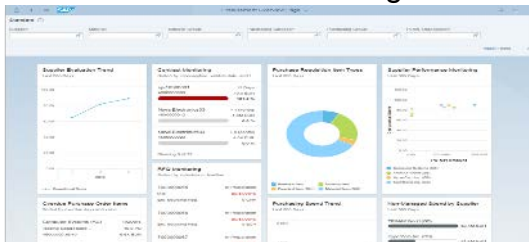


Solution Capabilities:

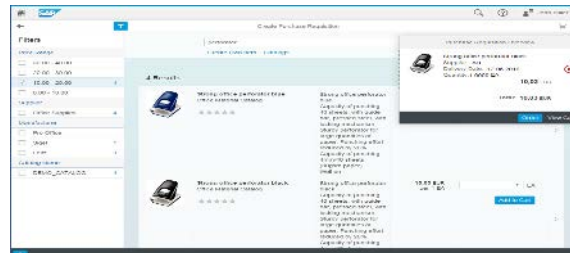
SELF SERVICE REQUISITIONING	PURCHASE ORDER PROCESSING & COLLABORATION	REQUIREMENTS PROCESSING	SERVICES PURCHASING & ENTRY	SOURCE ASSIGNMENT	OPERATIONAL CONTRACT MANAGEMENT	INVOICE PROCESSING & COLLABORATION & ACCOUNTS PAYABLES	CLASSIFICATION, SEGMENTATION & SUPPLIER EVALUATION	SPEND VISIBILITY, REALTIME REPORTING & MONITORING
Allows employees to search and request goods / services in a cross-catalog search with a consumer-grade user experience . Highly integrated requesting process into core S/4HANA processes and existing master data	Supports Indirect & Direct Procurement with high automation, high system support, and harmonized UI. Includes dynamic prefilling and provisioning of fields as well as templates to minimize errors. A standard integration into Ariba Network is provided natively	High percentage of automation tasks, and additional supporting functions for manual processing like proposals displaying available sources of supply to overall increase efficiency and speed of the sourcing process	Give buyers access to one, integrated system for service purchasing to create, display, change, and process purchase orders. Support automated and manual processes	With S/4HANA, automated and manual processes for source assignment to operational demands, by using source lists, purchase information records are supported	Monitor contracts in contract work list and get instant information. Dynamic search helps propose possible values already while typing contract target value or target quantity updates	With Supplier Invoice List and Create Supplier Invoice apps, S/4HANA offers the possibility to create supplier invoices with or w/o reference to a purchase order, view, and correct inaccurate supplier invoices directly. A standard integration into Ariba Network is provided natively	Classification and Segmentation offers logical grouping of similar expenditure items, such as expenses for advertising agency services or IT hardware into Purchasing Categories to organize spend, responsibilities, and organizations	Purchasers gain role based and quick access to the procurement information they need for analyzing purchasing spend, suppliers, and contracts in real-time

Innovation & Highlights:

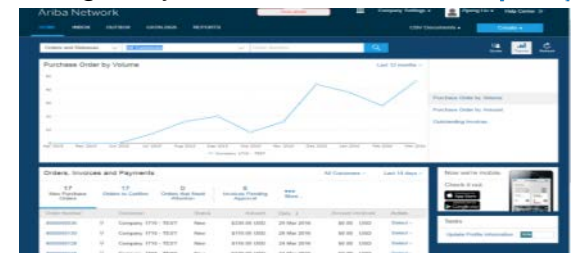
Next level of Procurement via Procurement Overview Page



Use Self Service Requisitioning and shop in 3 steps with 1 UI



Integrate your Business Network



SAP S/4HANA Procurement

Recent Innovations for 1610 Shipment

OPERATIONAL PURCHASING

Monitor critical business events, purchasing spend and supplier performance in **Procurement Overview Page**

COLLABORATIVE SOURCING & CONTRACT MGMT.

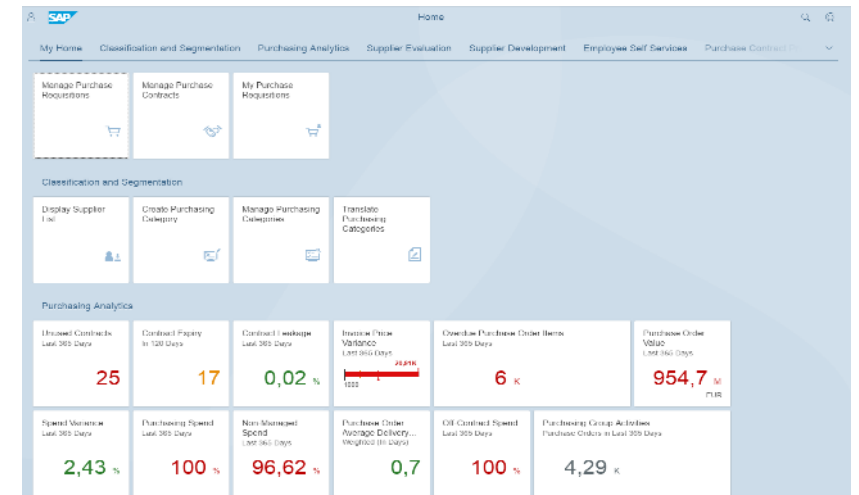
New Fiori Apps for Collaborative Sourcing and Contract Management

- Manage Contracts
- Manage Source List
- Manage Purchasing Info Records
- Manage Source of Supply
- Manage Request for Quotation and Supplier Quotation

SUPPLIER MGMT. & PROCUREMENT ANALYTICS

New Fiori Apps for Supplier Management

- Purchasing Category
- Task and Activity Management
- New Purchasing Analytics for Contract Consumption, Purchase Requisition Analytics and Supplier Evaluation across hard and soft facts



Additional **messages from and to Ariba Network** for the purchase order and invoice collaboration process

- Create Sourcing Request in **Ariba Sourcing out of S/4HANA**



Fieldglass invoice integration with S/4HANA

SAP S/4HANA Procurement

Extended LoB scope for 1610 Shipment



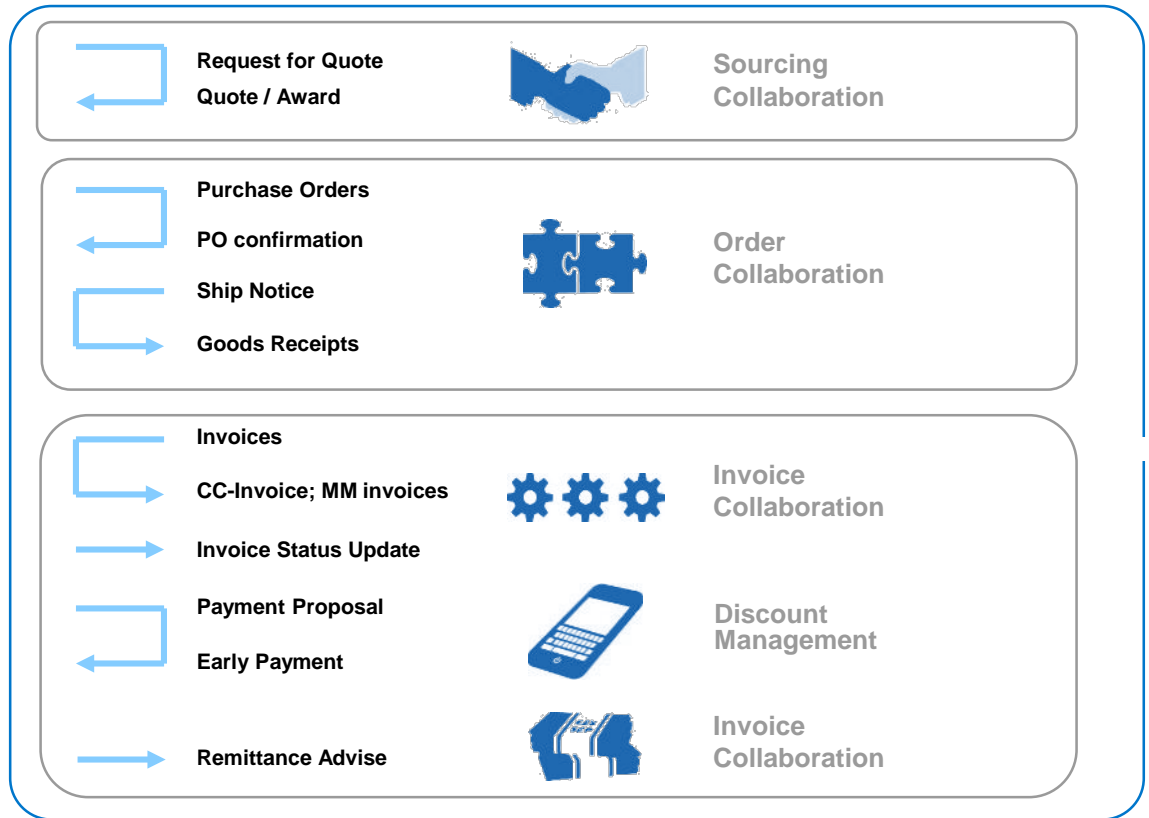
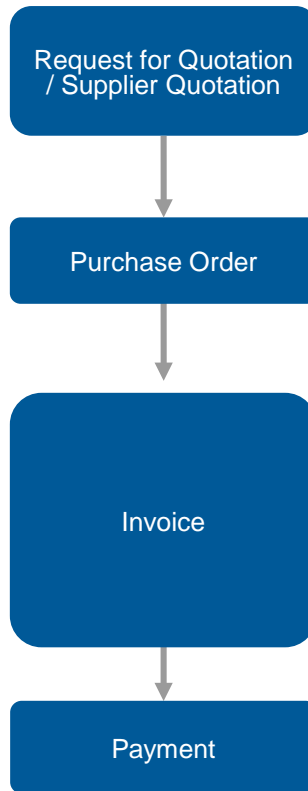
Additional LoB Solutions**



BUYER

Digital Handshakes

SUPPLIER



- Leverage **Supplier Collaboration, Business Network and Guided End-User Buying** and integrate with S/4HANA Procurement processing
- This will allow customers more choice with **true hybrid scenarios** and incremental deployments
- Leverage **Digital Handshakes** between **Buyer and Supplier** to take more control of your Business Network in Procurement
- **New Sourcing Request** out of S/4HANA into Ariba

SAP S/4HANA Procurement

Extended LoB scope for 1610 Shipment

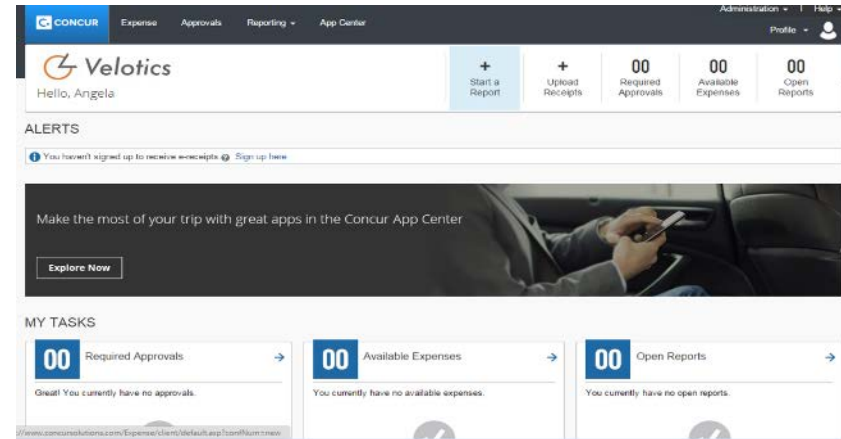


Additional LoB Solutions**



Use **Concur Travel and Expenses** – an online solution that will deliver an efficient, straight-through process for approval and expense management - you can:

- **Process expenses** faster for quicker payments
- Achieve end-to-end, timely visibility into **travel spending** – from pre-trip planning to final settlement of payments
- **Sync financial postings** to achieve full process transparency in both systems
- **Save time, optimize resources**, and achieve a future-proof investment
- Out of box integration to S/4HANA is planned for upcoming releases



SAP Fieldglass Vendor Management System allows organizations to optimize their **External Workforce Management**, including contingent labor, services managed through SOWs and independent contractors. Out of box integration is planned for upcoming releases.



Solution Simplification: SAP S/4HANA Procurement



- **Self Service Procurement** replaces ERP shopping Cart and MDM Catalog (via search function)
- **Business Partner** approach replaces vendor master
- **Replacement of classical GUI transactions** (SAP Note 2267449)
- **Live Supplier Evaluation** now real-time on source data w/o data replication
- Live **pre-build Procurement KPIs** based on live data w/o data replication
- **Pricing Data Model Simplification** (SAP Note 2267442)
- **New Output Management** in Purchase Order including cloud qualities such as extensibility enablement, multi tenancy enablement and modification free configuration
- Native **Integration with Ariba**

High Volume of Purchasing Items

Not enough automation & integration, too many manual, time-consuming processes, too many places to search



Poor Self Services

Poor usability & UI with missing search causes many requests to purchasing, maverick spent and low acceptance



Lack of Procurement Insights

Difficulty to gain transparently and hold track of supply information such as time, cost & quality



Lack of Purchasing Productivity

lengthy, manual, paper-based and error-prone processes prevent from executing a real strategic procurement solution

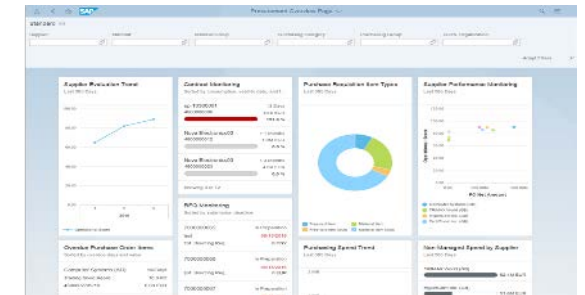


New **Self Service Requisitioning**

Efficient **Procurement Processing**

Embedded **Procurement Analytics**

Leverage Business Network **Integration** and true **hybrid** models via



SAP S/4HANA Procurement: Fiori Apps*

*Exemplary overview. For full and most current list see [Fiori Apps Library](#)

OPERATIONAL PURCHASING

COLLABORATIVE SOURCING & CONTRACT MGMT.

INVOICE & PAYABLES MGMT.

SUPPLIER MGMT. & PROCUREMENT ANALYTICS

Transactional

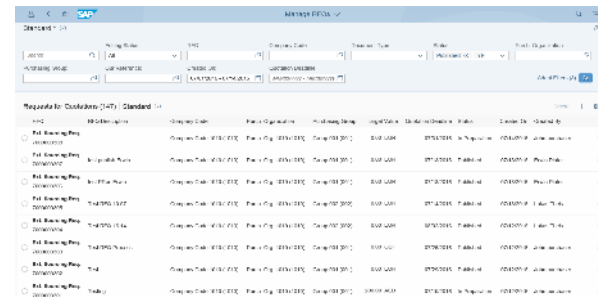
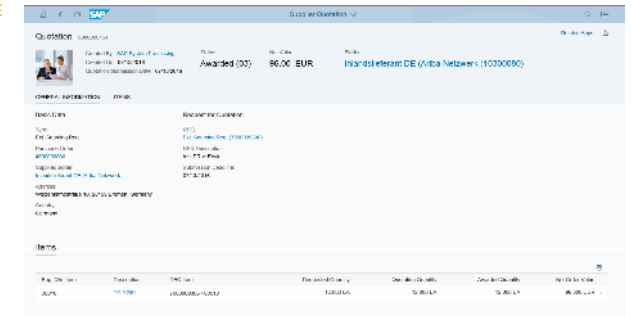
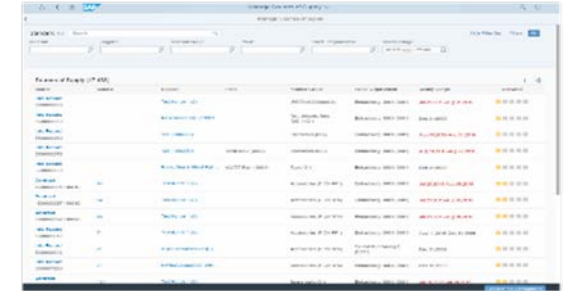
- My Inbox
 - Purchase Requisition **UPDATE**
 - Purchase Order **UPDATE**
 - Contract and Supplier Invoice **UPDATE**
- Create Purchase Requisition **UPDATE**
- My Purchase Requisitions **UPDATE**
- Confirm Goods and Services **UPDATE**
- Manage Purchase Requisitions **UPDATE**
- Manage Purchase Orders (incl. Create) **UPDATE**
- Manage Purchase Contracts* **UPDATE**
- **Manage Sources of Supply*** **UPDATE**
- Manage Supplier Invoices (incl. Create) **UPDATE**
- My Purchasing Document Items **UPDATE**
- Supplier Invoice List **UPDATE**
- Post Goods Receipt for Purchase Order **UPDATE**
- Evaluate Suppliers **UPDATE**
- Monitor Responses **UPDATE**
- Supplier Evaluation Response **UPDATE**
- Procurement Overview Page **NEW**
- Manage Purchase Requisition Professional **NEW**
- Manage Quota Arrangements **NEW**
- Manage Purchasing Info Records **NEW**
- Manage Source Lists **NEW**
- **Manage RFQ** **NEW**
- Manage Quotations **NEW**
- Manage Purchasing Categories **NEW**
- Manage Activities **NEW**
- Monitor Tasks **NEW**
- Process Tasks **NEW**

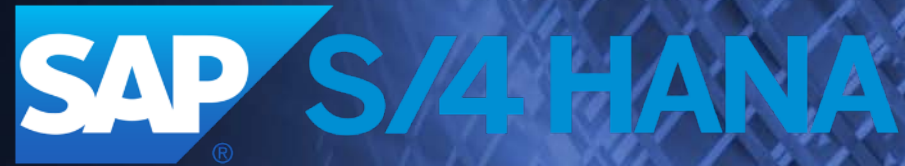
Analytical

- Purchase Order Value **UPDATE**
- Non-Managed Spend **UPDATE**
- Unused Contracts **UPDATE**
- Contract Expiry **UPDATE**
- Off-Contract Spend **UPDATE**
- Contract Leakage **UPDATE**
- Purchasing Spend **UPDATE**
- Invoice Price Change **UPDATE**
- Purchase Order Average Delivery Time **UPDATE**
- Spend Variance **UPDATE**
- Overdue Purchase Order Items **UPDATE**
- Purchasing Group Analysis **UPDATE**
- Operational Supplier Evaluation **UPDATE**
- Supplier Evaluation By Time **UPDATE**
- Supplier Evaluation By Price **UPDATE**
- Supplier Evaluation By Quantity **UPDATE**
- Overall Supplier Evaluation **NEW**
- Supplier Evaluation by Questionnaire **NEW**
- Value Contract Consumption **NEW**
- Quantity Contract Consumption **NEW**
- Purchase Requisition Item Types **NEW**
- Purchase Requisition Average Approval Time **NEW**
- Purchase Requisition To Order Cycle Time **NEW**
- Purchase Requisition No Touch Rate **NEW**
- Purchase Requisition Item Changes **NEW**

Factsheet

- Purchase Requisition **UPDATE**
- Purchase Requisition Item **UPDATE**
- Purchase Order **UPDATE**
- Supplier Invoice **UPDATE**
- Purchasing Info Record **UPDATE**
- Purchase Contract **UPDATE**
- Purchase Contract Item **UPDATE**
- Purchasing Category **UPDATE**
- Supplier **UPDATE**
- Material **UPDATE**
- Purchasing Category **NEW**
- Request for Quotation **NEW**
- **Supplier Quotation** **NEW**
- Quota Arrangement **NEW**





Business Scope Release 1610

Research & Development

Project Control & Product Development

Product Engineering

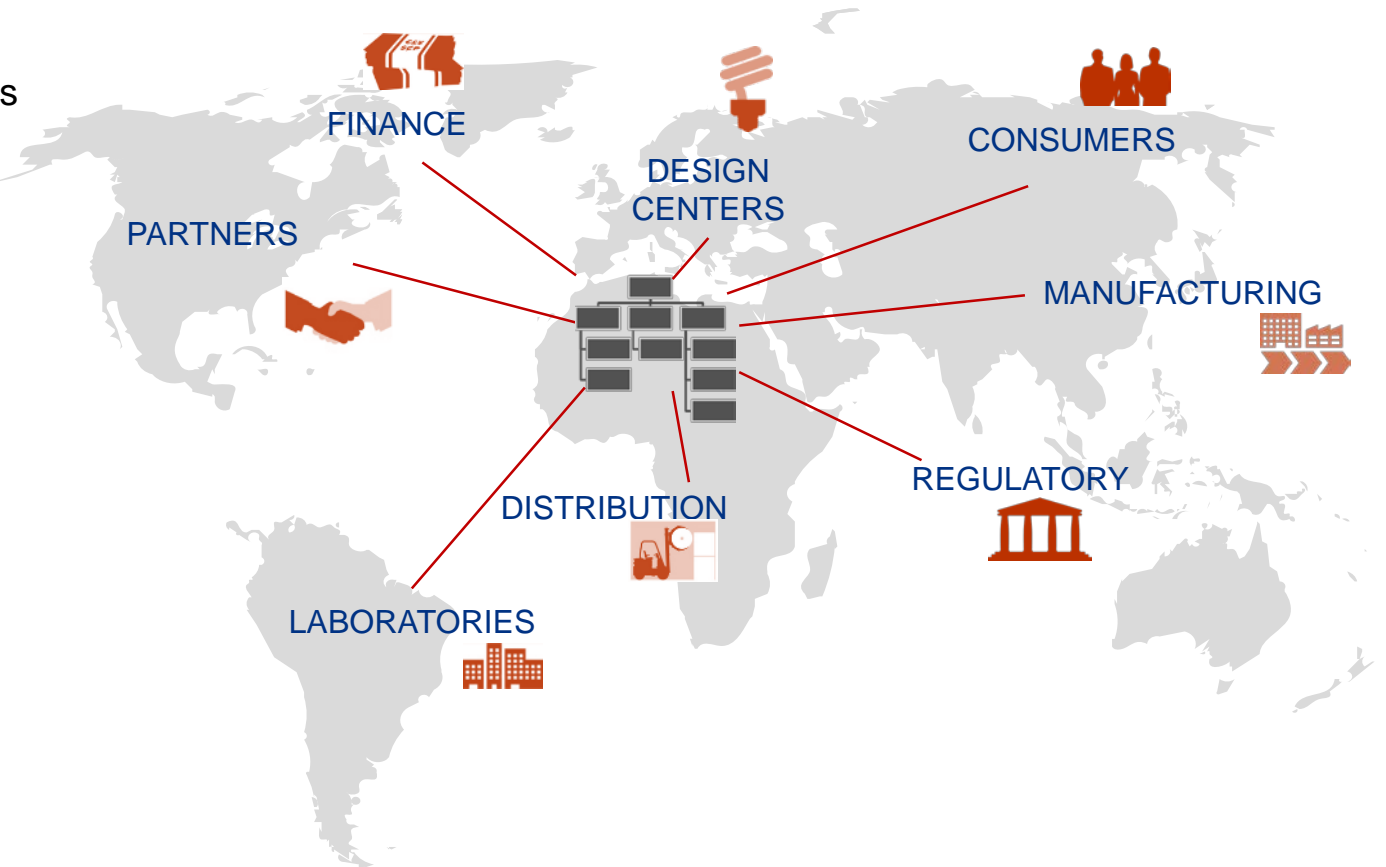
Additional LoB Solutions



Product Research & Development: Business Challenge

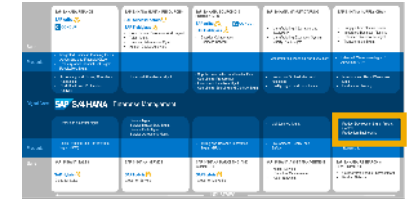
Many stakeholders, complex requirements - and no efficiency and transparency

- **Multiple stakeholders** with **poor insight** due to complexity
- **No effective data management:** multiple centers and sources of information, too much data duplication and missing access to crucial information
- Ineffective and labor intense processes to ensure **product compliance** throughout development & product lifecycle
- **Regulatory submissions** require **complex data prep**
- Insufficient transparency of **strategic impacts of the entire portfolio** and future requirements and planning impacts
- **No effective collaboration** platform
- **Different user types** (casual, expert) need different info & UI



SAP S/4HANA Research & Development

SAP S/4HANA Enterprise Management Scope for 1610 Shipment



E2E Business Process:

PROJECT CONTROL & PRODUCT DEVELOPMENT

PRODUCT ENGINEERING

Solution Capabilities:

PROJECT FINANCIALS CONTROL

Define **work breakdown structures** as basis for **hierarchical project accounting**. Plan costs and budgets and track actual costs **tightly integrated** with core business processes. To monitor project progress and financial performance and enable you to avoid cost overruns in time

PROJECT LOGISTICS CONTROL

Define project structures comprising suitable **work breakdown and network structures** as basis for project **logistics** planning and execution. Use **simplified** code and optimized data model in line with a simplified authorization concept and initial set of CDS views for external consumption

PRODUCT DEVELOPMENT FOUNDATION

Provide a **product innovation platform** as base to manage, translate, and integrate innovations to accelerate **product design**, maintain **discrete and process** manufacturing design standards, and communicate design/recipe updates quickly. Use new **Embedded Software Management**

PRODUCTION BOM MANAGEMENT

Provide a cost-effective production BOM management with comprehensive functionality and **synchronize master data and product structures** continuously. Improve transfer of design to manufacturing sites and accelerate **discrete or process** production ramp up, time to volume, and time to profit

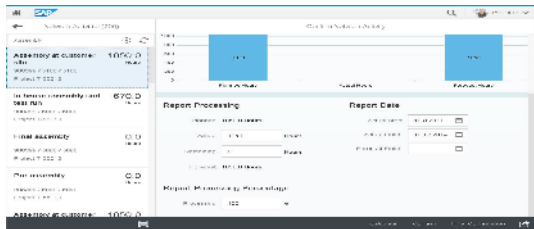
RECIPE / ROUTING MANAGEMENT

Define the **routing, recipe** the **bill of material**, and the **production version** in relation to one another to accelerate discrete or process manufacturing production ramp-up, time to volume and time to profit. Synchronize master data and recipes continuously

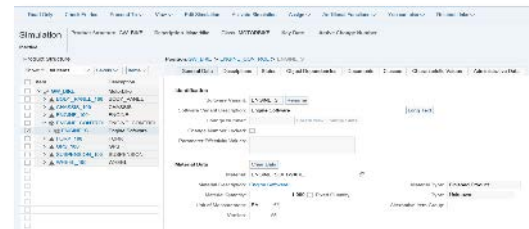
INSPECTION PLANNING

Develop a **closed-loop inspection planning** in compliance with industry standards such as ISO/TS 16949 and ISO 9000. Implement a risk-based yet cost-effective product and process design and use failure mode and effects analysis, as well as control plans to recognize risks and potential defects at an early stage

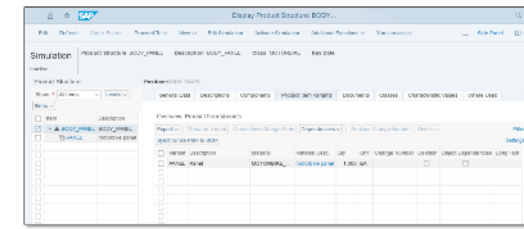
Confirm Network Activity



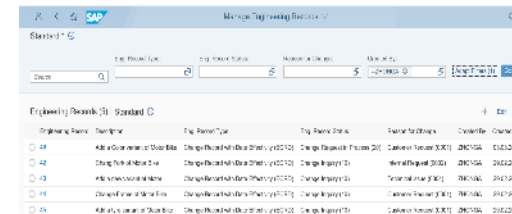
Use new Software Management



Manage Product Structures



Manage Engineering Records



SAP S/4HANA Research & Development

Recent Innovations for 1610 Shipment

Variant Configuration

- **Embedded analytics** for classification and configuration
- **Field-length** extension for **characteristics** values
- Reusable Fiori classification UI
- State-of-the-art class assignment
- Harmonized SAP Fiori UX

Product Lifecycle Management

Discrete & Process

- Upload and download without active component framework in Web Dynpro development environment
- **Simplified DMS** – HTML5-based **document upload and download**
- **Embedded software management**
- **CAD integration** with SAP Engineering Control Center (ECTR)*
- **Simplified document management** (Fiori)
- **BOM simplification** (Fiori)
- BOM FIORI with parameter effectivity
- SAP Fiori apps for BOM engineers and recipe developers

Enterprise Portfolio and Project Management

Project Financial and Logistics Control in SAP S/4HANA Enterprise Management

- New **Fiori list reports and object pages** for easy access to project object master data
- Fiori job scheduling app for project version creation
- **SAP Fieldglass integration** for upload of WBS elements



SAP Enterprise Portfolio and Project Management for SAP S/4HANA

- Simplified portfolio and project management solution for SAP S/4HANA including first part of simplified and HANA-optimized data model and authorization concept
- New Fiori apps to give an overview on what needs project manager and team members attention
- Monitor project progress in Fiori Gantt with system-guided navigation to critical project tasks

SAP S/4HANA Research & Development

Extended LoB scope for 1610 Shipment

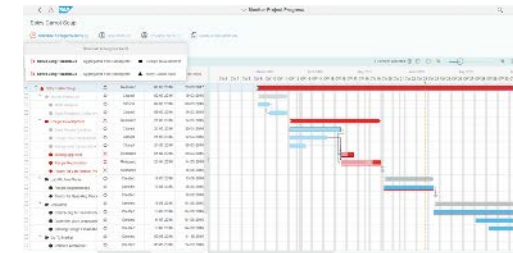


Extended S/4HANA E2E Solutions & Capabilities*

ENTERPRISE PORTFOLIO AND PROJECT MGMT.*

New Enterprise Portfolio & Project Management provides tailored **dashboards** for the **project manager & team members** including simplified views for their roles (e.g. upcoming milestones, alerts, tasks and checklist items – as well as work confirmations

- Overall project can be tracked by an HTML5 based **Gantt chart**, highlighting alerts based on your business rules and automatically navigating you and triggering project task
- This is supported by an initial set of **CDS views** to build the reports required, as well as a simplified feature set, e.g. authorization concept, also to improve performance based on a new data model which reduces the historically grown complexity



COMMERCIAL PROJECT MANAGEMENT*

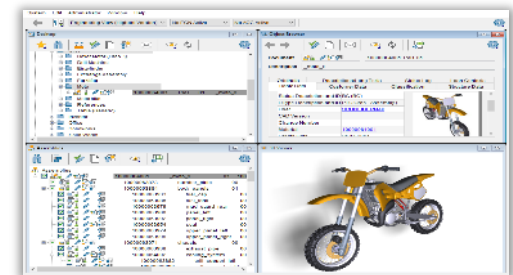
Commercial Project Management (CPM) covers multiple processes in an end-to-end scenario spanning the **selling, planning, executing, monitoring, and controlling of projects**. Companies that sell projects (e.g. in professional services or the engineering & construction industries) can so **professionalize their core business processes** and expand beyond back office capabilities, including:

- **Project cost, revenue, and quantity planning** (from the bid and proposal phase, to the baseline planning, the subsequent planning of change requests, project forecasting and estimation to completion)
- **Project issue and change management**
- **Project management** (incl. project workspace, embedded reporting, project status and risk management, the alert function and the integration with project-related procurement)
- **Contract and engagement management** with enhanced functions to monitor and track billing and account receivables, additional scenarios for periodic billing and management of work in progress (WIP)

Project Name	Status	Start Date	End Date	Cost	Revenue	Quantity
Project A	On Track	2016-01-01	2016-12-31	100,000	120,000	1000
Project B	Delayed	2016-02-01	2016-11-30	80,000	90,000	800
Project C	Completed	2015-01-01	2015-12-31	50,000	60,000	500

COMPLIANT PRODUCT LIFECYCLE MGMT.*

With **Compliant Product Lifecycle Management**, you can develop new products quickly and go to market faster than your competitors with SAP software that integrates product development processes across functional silos and locations. Collaborate effectively across functions, streamline the ramp-up process, and develop products that comply with regulations. With visibility into product costs, you can continuously reduce those costs, protecting revenue margins while you develop innovative products that preserve brand value. The solution includes **Engineering Control Center** to connect diverse Computer Aided Design (CAD) authoring tools into SAP S/4HANA and **Enterprise Product Formulation** (previously delivered via SAP Collaborative Product Development) and Product Structure Synchronization (recipe features) as well as **Enterprise Product Engineering**.



SAP S/4HANA Research & Development

Extended LoB scope for 1610 Shipment

ENTERPRISE PORTFOLIO
AND PROJECT MGMT.*

New Project Dashboards

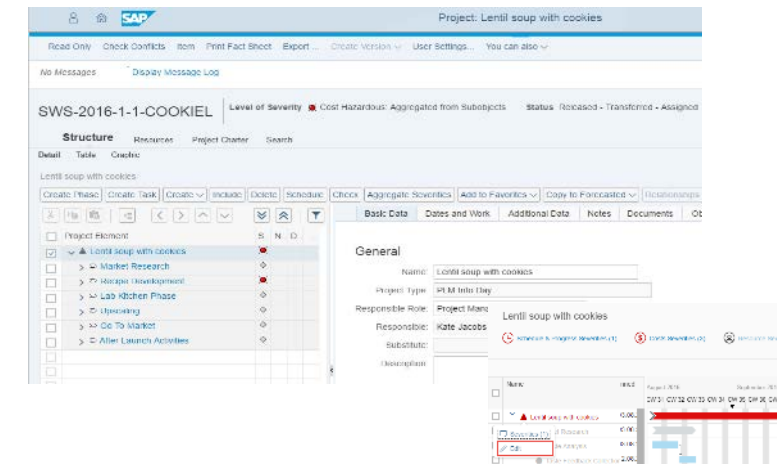
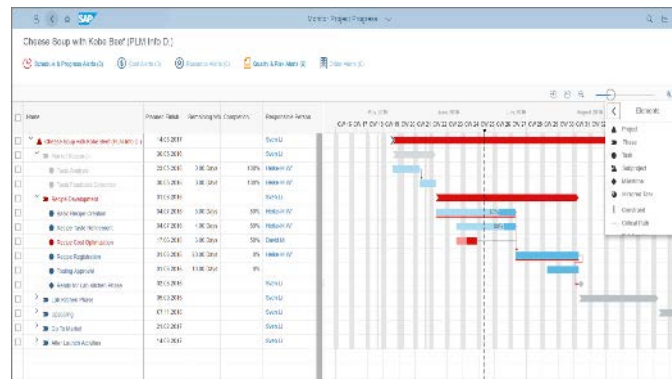
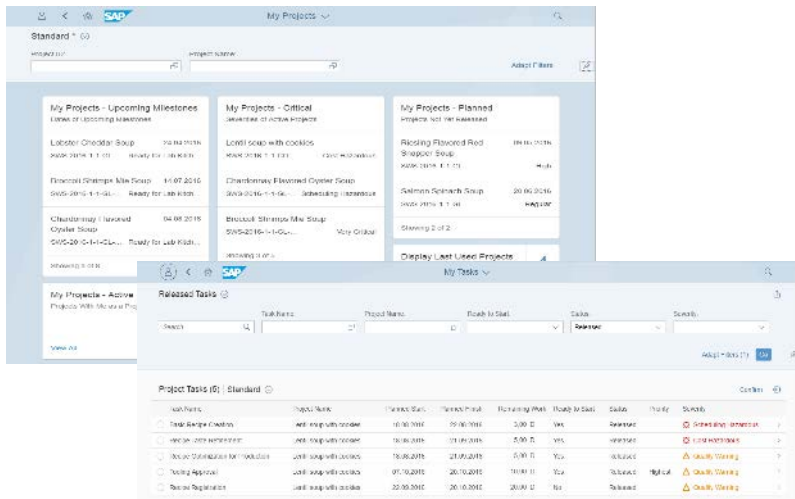
- The new app “My Projects”, for **Project Manager** shows planned, active, critical, last used projects, upcoming milestones, and projects as a substitute, as well as various list reports for my projects providing contextual navigation for editing or viewing project plans
- **Project Team Members** can easily see assigned tasks and checklist items also providing contextual navigation for viewing and confirming project tasks and editing checklist

New SAP Fiori app to monitor project progress incl.

- **Graphical chart (Gantt)** and table to display a project
- App highlights alerts based on your business rules and navigates you automatically to causing project element
- Contextual navigation for editing or viewing projects
- Enable to analyze the critical path
- Provides a legend and seamless zooming
- Based on a SAP UI5 Gantt Chart

In addition, there are several **SAP Web Dynpro based user interfaces** integrated into SAP Fiori Launchpad to enable first end-to-end processes

- SAP Fiori theme and core concepts adapted by SAP Web Dynpro based user interface to enable **one look & feel** independent from the underlying technology
- Adaption of the SAP Web Dynpro Client Table (cTable) by the SAP Web Dynpro ALV based tables, to e.g. enable client-side vertical and horizontal scrolling



SAP S/4HANA Research & Development

Extended LoB scope for 1610 Shipment

COMPLIANT PRODUCT
LIFECYCLE MGMT.*

- **Embedded software** is computer software that is embedded in one or multiple products. It provides functions together with various hardware and systems. For example, embedded software can be used to control or optimize the functions of the mechanical part or electrical part of a product
- The embedded software typically has **specific requirements** on the hardware and other software that allows it to function accurately
- Manage embedded software in the **engineering product structure**
- Embedded software management allows to define such software as component of the product structure and to ensure that the embedded software is **compatible with other components** of the product as defined by **relevant constraints**
- Overview of existing **software-versions**
- Separation of **constraints for hardware and software**
- Several opportunities to select **a range of software modules** for constraint maintenance
- **Conflict check and redundant check** function are provided
- Maintain **compatibility information** between software and other components of a product
- Support processes for **cyber-physical products**

The image displays three overlapping screenshots from the SAP S/4HANA interface, illustrating software management capabilities:

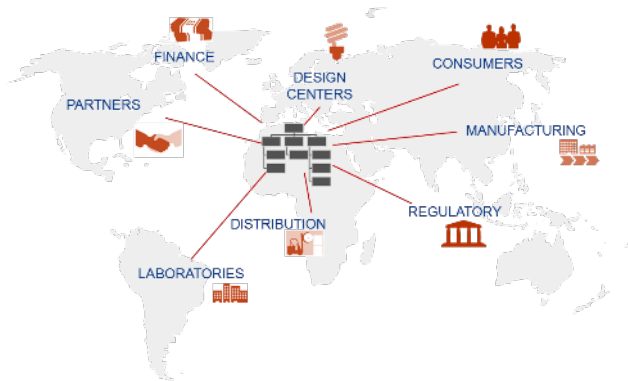
- Top Screenshot:** Shows the 'Simulation' view for a product structure. The 'Product Structure' tree on the left includes components like SW_BIKE, CHASSIS_100, ENGINE_100, and ENGINE_S. The main area shows details for 'ENGINE_S', including identification, software variant, and material data.
- Middle Screenshot:** Shows the 'Manage Software Constraints' view. It displays a list of software components on the left, including ENGINE_SOFTWARE, GPS_SOFTWARE, JG_SOFTWARE_01, JG_SOFTWARE_02, LY_SW_MAT_01, and MA_SCM_DRY_HMI. The main area shows a table of hardware constraints for 'ENGINE_SOFTWARE', with columns for From, To, Rule, Hardware Material, and Description.
- Bottom Screenshot:** Shows another view of 'Manage Software Constraints'. It displays a list of software components on the left and a table of software versions for 'LY_SW_MAT_01' on the right. The table includes columns for Version, External Version, Status, and Description.

SAP S/4HANA Research & Development: Solution Simplification

Built to scale



- **Product Structure Management** replaces Product Designer Workbench, previously accessible via transaction PDN (SAP Note: 2226431)
- **Production versions** are used for Manufacturing BOM determination
- **Product Catalog** process optimized for target solution SAP hybris webshop & channel integration
- Use **SAP Mobile Documents** instead cFolder interfaces which are no more available (SAP Note: 2224778).
- Use **DMS with Mobile Documents** instead Easy DMS which is not available anymore
- Use Hana enabled enhanced functionality of **Enterprise Search**
- **Classification** is renovated so that transactions may have changed functionality or may be completely removed (SAP Note: 2213569)
- **Use Engineering Record** for tracking, approving and facilitating (change management) purposes, the Engineering Change Record / Engineering Change Order functionality is not available anymore



Simplified DMS – HTML5-based document upload and download

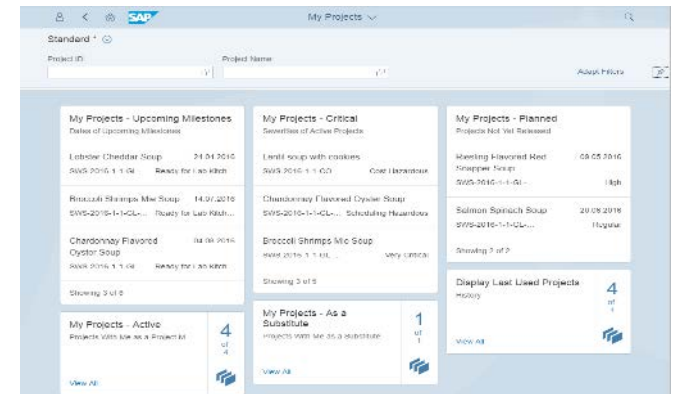
Embedded Analytics for classification and configuration

Simplified & more powerful **Search**

Embedded **Software Management**

BOM simplification

New **Enterprise Portfolio & Project Management**



SAP S/4HANA Research & Development: Fiori Apps*

*Exemplary overview. For full and most current list see [Fiori Apps Library](#)

PROJECT CONTROL & PRODUCT DEVELOPMENT

- Analytical**
- Material Component Overview **NEW**
 - Milestone Overview **NEW**
 - Network Activity Overview **NEW**
 - Network Overview **NEW**
 - Project Definition Overview **NEW**
 - WBS Element Overview **NEW**
- Factsheet**
- Material Component **NEW**
 - Milestone **NEW**
- Transactional**
- Change Network Activity Status **UPDATE**
 - Change WBS Element Status **UPDATE**
 - Confirm Network Activity** **UPDATE**
 - Confirm Project Milestone **UPDATE**
 - Network **NEW**
 - Network Activity **NEW**
 - Project Definition **NEW**
 - Schedule Project Version Creation **NEW**
 - WBS Element **NEW**

PRODUCT ENGINEERING

- Transactional**
- Engineering Inbox **NEW**
 - Maintain Bill Of Material **NEW**
 - Maintain Documents **NEW**
 - Manage Change Master **NEW**
 - Manage Engineering Records** **NEW**
 - Manage Label Sets **NEW**
 - Manage Product Structures **NEW**
 - Manage Recipes **NEW**
 - Manage Specifications **NEW**

ENTERPRISE PORTFOLIO & PROJECT MGMT.*

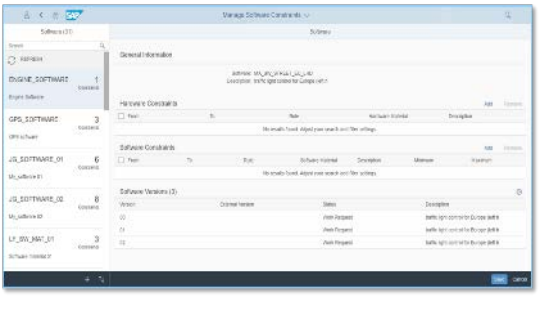
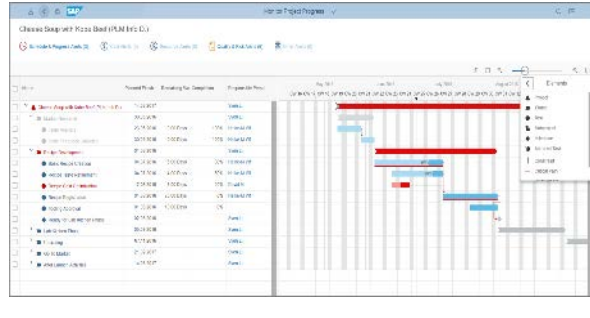
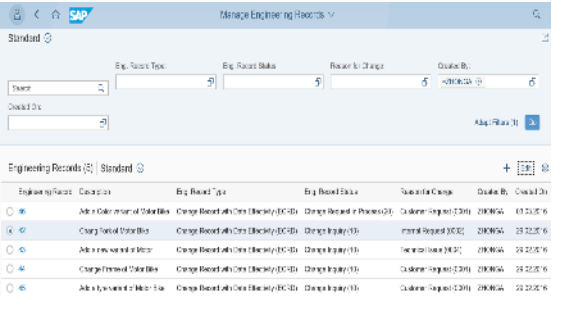
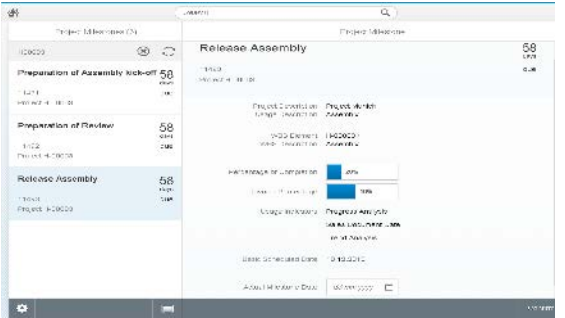
- PPM**
- Transactional**
- My Projects **NEW**
 - My Projects – Critical **NEW**
 - My Projects – Upcoming Milestones **NEW**
 - My Projects – Active **NEW**
 - My Projects – As a Substitute **NEW**
 - My Projects – Planned **NEW**
 - My Tasks **NEW**
 - My Checklist Items **NEW**
 - Monitor Project Progress** **NEW**
 - Display Last Used Projects **NEW**
 - Project Element Object Page **NEW**
 - Checklist Item Object Page **NEW**
 - Confirm Project Tasks **NEW**

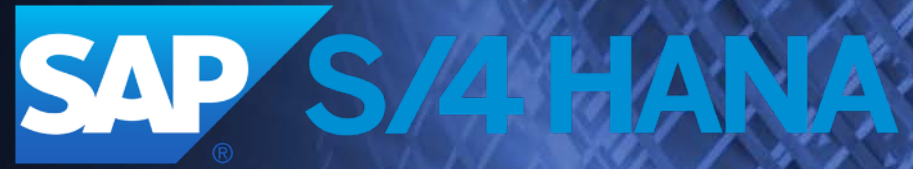
COMPLIANT PRODUCT LIFECYCLE MGMT.*

- Transactional**
- Manage Software Constraints** **NEW**

COMMERCIAL PROJECT MANAGEMENT (PROF.SERV.)*

- CPM**
- Analytical, Factsheet**
- Commercial Projects-Single-Project Overview **NEW**
 - Commercial Projects-Multiproject Overview **NEW**





Business Scope Release 1610

Asset Management

Maintenance Management

Additional LoB Solutions



Trends and Expectations in Asset Management

- Process harmonization across industries based on **ISO 55001**, ISO 14001, and ISO 45001
- Manage **cost risk and performance** holistically
- Balance operating expenditures (**OPEX**) with capital expenditures (**CAPEX**) with focus on asset lifecycle costing
- **Collaboration** of engineering, procurement, and construction (EPC) contractors, OEMs, service providers, and operators
- Empowerment of users with **simplified** applications
- Increasing **stakeholder expectations** that require operating safely and reliably under cost pressure

Business trends



Technology trends

- **Cloud** – to establish an asset network
- **Big Data** – to predict behavior of assets, people, and processes
- **Analytics** – to monitor performance of assets, people, and processes
- Enterprise **mobility** – to be more effective and efficient as well as to empower employees
- Internet of Things (**IoT**) – to connect assets to the business (**IT/OT convergence**)
- Machine-to-machine (**M2M**) communication – to build cyber-physical systems

SAP S/4HANA Asset Management

SAP S/4HANA Enterprise Management Scope for 1610 Shipment



E2E Business Process:



Solution Capabilities:

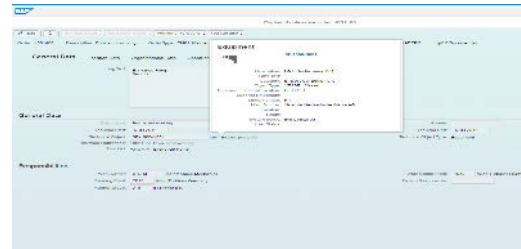


- Plan upcoming maintenance work and find the right person who can use appropriate tools and resources to execute maintenance activities. Handle unplanned work requests and incomplete information, moving it to planned maintenance status. Gain a full view of asset status to mitigate breakdowns. Reduce maintenance costs, while synchronizing labor, material, equipment, and schedules
- Manage proactively asset-related risks to minimize disruption
- Finding the most efficient maintenance strategy so that:
 - Assets are not over-maintained
 - Risks are under control
 - Value (performance vs. cost) can be maximized

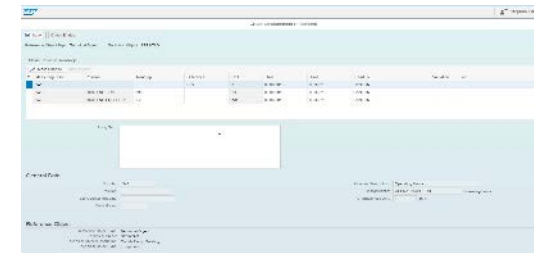
- Optimal asset maintenance involves proactive - preventive or condition-based - maintenance activities, which help minimize equipment breakdowns. This includes clear procedure development, visible resource availability and access to relevant information. On any device, remote workers can access, transfer, complete, and manage assigned work orders. So asset managers and staff increase equipment reliability and improve asset usage as well as safer maintenance processes
- Enable real-time insights of asset performance for timely, relevant decisions
- Review ongoing maintenance activities with the ability to reschedule multiple times a day
- Leverage process integration with Predictive Maintenance and Service and Asset Intelligence Network

Innovation & Highlights:

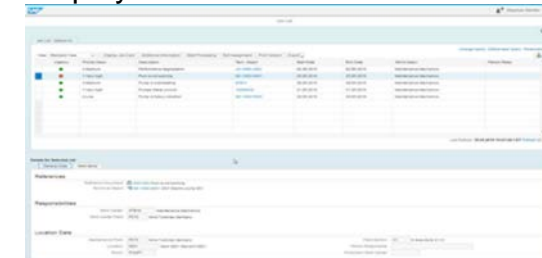
Create Maintenance Orders



Create Measurement Documents



Display Job List



SAP S/4HANA Asset Management

SAP S/4HANA Enterprise Management Scope for 1610 Shipment



Extended S/4HANA E2E Solutions & Capabilities*

ASSET OPERATIONS & MAINTENANCE* (C)



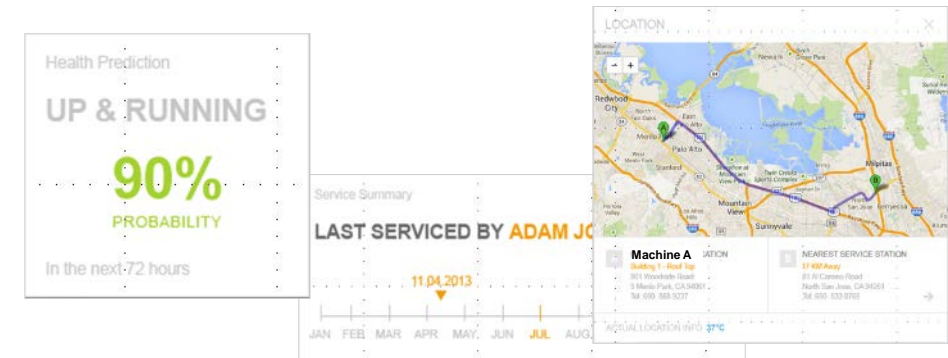
ENVIRONMENT HEALTH & SAFETY*



- Use **Asset Operations & Maintenance** to create a series of steps that help ensure an asset will retain or be restored to a state in which it can perform its designated function. Stay competitive by getting the most out of an asset - assuring uptime, ensuring safety, mitigating risks, and reducing maintenance costs. Reduce excessive downtime, low return on assets and wasted time and resources that drive up costs by having the right systems and processes in place. Use **Multiresource Management**^C to streamline and automate processes for defining and fulfilling project resource demands. Our software provides functionality for tracking, assigning, and scheduling resources; getting assignment approvals; and generating relevant reports, like demand overview and resource utilization reports. The result: faster project staffing, improved resource utilization, more accurate demand forecasts and increased project margins.
- Reduce **Environment, Health, and Safety** to help ensure safety and business continuity. Organizations can mitigate environment, health and safety risks by performing thorough risk assessments, measuring and reporting emissions, designing effective controls and communicating safe work practices. Testing these controls, capturing incidents and learning from events support intelligent change and continuous improvement. One common view on process risks related to workers, assets or the environment. Leverage real-time processes for instant insight to make timely, relevant decisions and use prediction, simulation and analysis to convert incident reporting and risk assessments into actionable knowledge. Report and manage incidents, including investigations, root cause analysis, and preventive actions and manage air emissions through effective data collection.

Additional LoB Solutions**

- Asset Networks
- Further enhance your solution towards **Internet of Things, Network Integration and Predictive Simulations** by using **Asset Networks** to run a full suite Asset Management

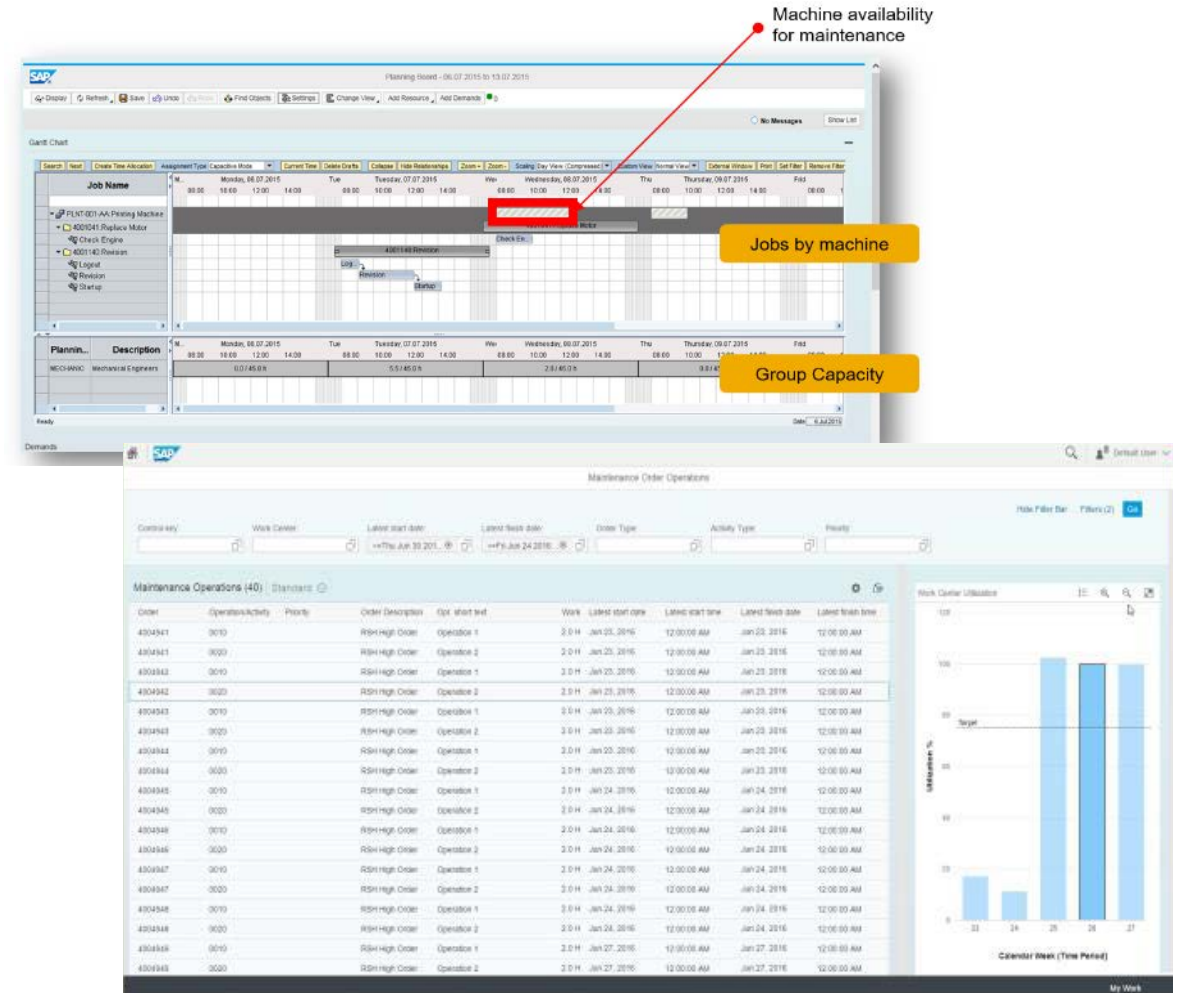


SAP Multi-Resource Scheduling

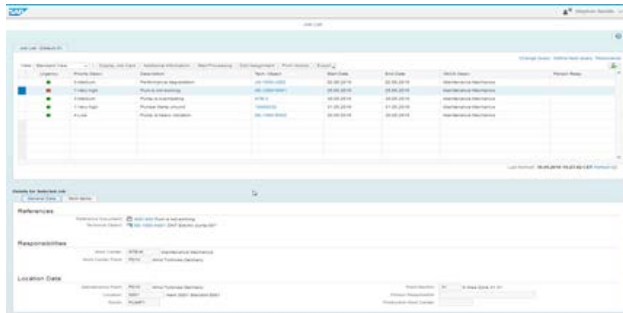
for optimized work order scheduling

ASSET OPERATIONS & MAINTENANCE* (C)

- Availability of **SAP Multi-Resource Scheduling** to get an overview of all the backlog items that need to be planned and scheduled with graphical presentation
- Get **graphical visualization** about when an asset or equipment is available for maintenance for effective scheduling of maintenance activities
- Get an overview about **workload** at individual work center levels to identify bottleneck resources as well as free capacities
- Perform **automatic capacity leveling and shifting** of individual activities while considering capacities at a group level. Available capacities could be built based on defined averages or on employee availabilities



MAINTENANCE MANAGEMENT



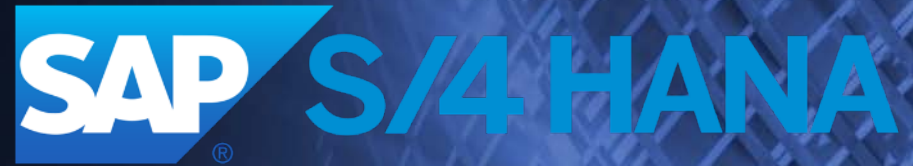
Transactional (incl. Web-Dynpros)

- Confirm Jobs
- **Display Job List**
- Display Maintenance Item (Planner)
- Display Maintenance Item (Technician)
- Display Maintenance Order
- Display Maintenance Plan
- Display Master Data Information Center (Planner)
- Display Master Data Information Center (Technician)
- Display Measuring Point
- Display Task List (Technician)
- Display Technical Object
- Find Maintenance Notification **NEW**
- Find Maintenance Order **NEW**
- Find Maintenance Order and Operation **NEW**
- Find Maintenance Order Confirmation **NEW**
- Find Technical Object **NEW**
- Manage Maintenance Plan and Item List
- Manage Notification List
- Manage Order List
- Manage Orders and Notifications in Information Center
- Process Linear Reference Pattern
- Process Maintenance Notification (Planner)
- Process Maintenance Notification (Technician)
- Process Maintenance Order
- Process Maintenance Plan
- Process Measurement Document (Planner)
- Process Measurement Document (Technician)
- Process Measuring Point
- Process Object Network
- Process Task List (Planner)
- Process Technical Object
- Request Maintenance **NEW**

ENVIRONMENT HEALTH & SAFETY*

EHS

- Analytical
 - Approved Chemicals **NEW**
 - Chemical Risk Report **NEW**
 - Injuries and Illnesses - Detailed Analysis **NEW**
 - Risk Overview **NEW**
- Transactional
 - Monitor Approved Chemicals **NEW**
 - Monitor Risks **NEW**
 - My Chemical Approvals **NEW**
 - My Risk Assessment Projects **NEW**



Business Scope Release 1610

Marketing & Commerce

Billing & Revenue Innovation Management

Additional LoB Solutions



SAP S/4HANA Marketing & Commerce

Extended LoB scope for 1610 Shipment



Extended S/4HANA E2E Solutions & Capabilities*

BILLING & REVENUE INNOVATION MGMT.*

Billing & Revenue Management is the first choice sub ledger in SAP S/4HANA for **those industries with high volume and high performance requirements**, as well as for service based scenarios (e.g. Utilities, Telco, Insurance, ...). The **technical component FI-CA** runs in SAP S/4HANA on premise edition with **improved scalability & performance** and is natively integrated with S/4HANA Finance, Sales and SAP Revenue Accounting and Reporting for IFRS 15 compliance. It offers a lot of flexible and creative models to include

- Business Model Design & Pricing Simulation
- Subscription Order Management
- Usage Metering & Transaction Pricing
- Billing, Receivables, Collections
- Partner Revenue Share

Accounts Payable/Receivable Management (FI-CA)			
Payment Locks Payables -15 Tho European Euro	Payment Locks Receivables 140,4 Bil European Euro	Dunning Locks Receivables 13,09 Tho European Euro	My Open Worklists 11 Open Items: 24
Overdue Items 5,134 Mil European Euro	Write-Offs 10,02 Tho European Euro	Posting Locks 5	Clearing Locks Receivables 15,79 Tho European Euro

Additional LoB Solutions**

SAP S/4HANA Marketing Cloud

SAP S/4HANA Marketing Cloud is a flexible cloud solution that is built natively on HANA, which allows marketers to analyze the most granular data (no aggregates necessary), and to leverage HANA's capabilities, such as predictive modelling, text analysis (to extract sentiment) etc. as part of their marketing processes – no need to extract data to a different solution, run scores and re-import.

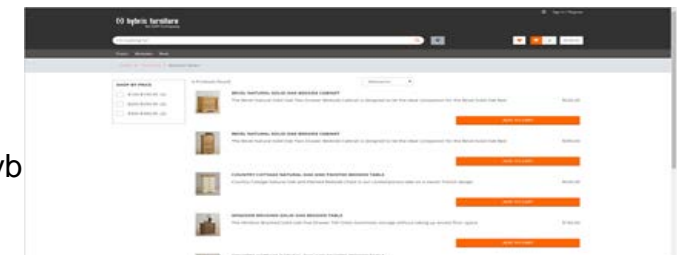
Further extensions via seamless integration into **Hybris Cloud for Customer & Hybris Commerce**.

SAP Hybris (v)
Commerce
Cloud for Customer

SAP Hybris Commerce

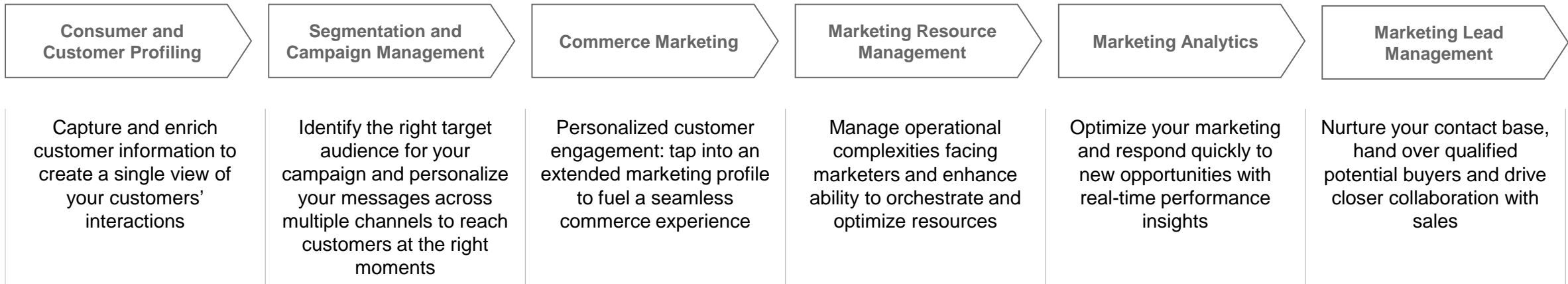
you can use **SAP S/4HANA as a back-end system** for your online stores for

- SAP master data replication
- Asynchronous order management (excluding SAP credit checks and integration with Order Management for SAP Hyb)
- Synchronous order management
- Synchronous pricing

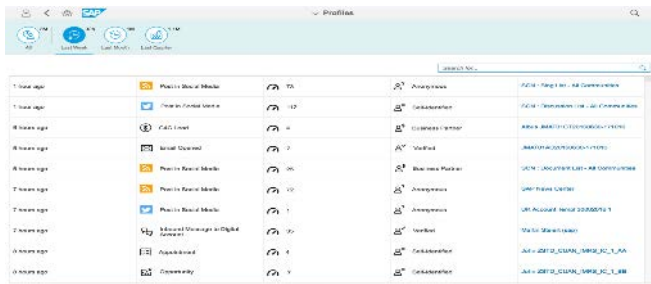


SAP S/4HANA Marketing & Commerce

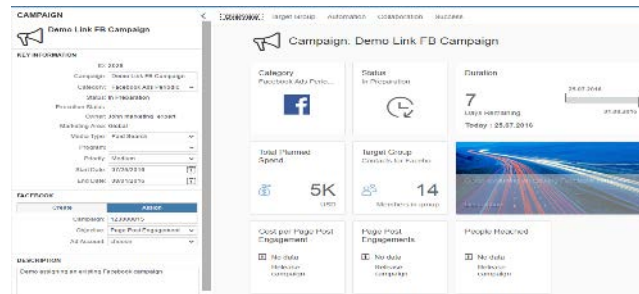
Additional LoB Solutions**



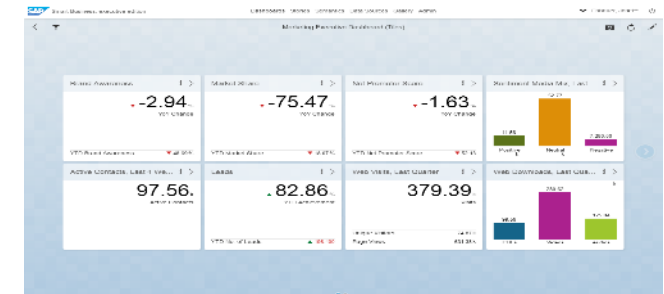
Get an overview of most recent activity across your channels and contacts



Gain immediately insights into your campaign and link to Social Networks



Optimize the usage of your Marketing Dashboard on mobiles and tablets



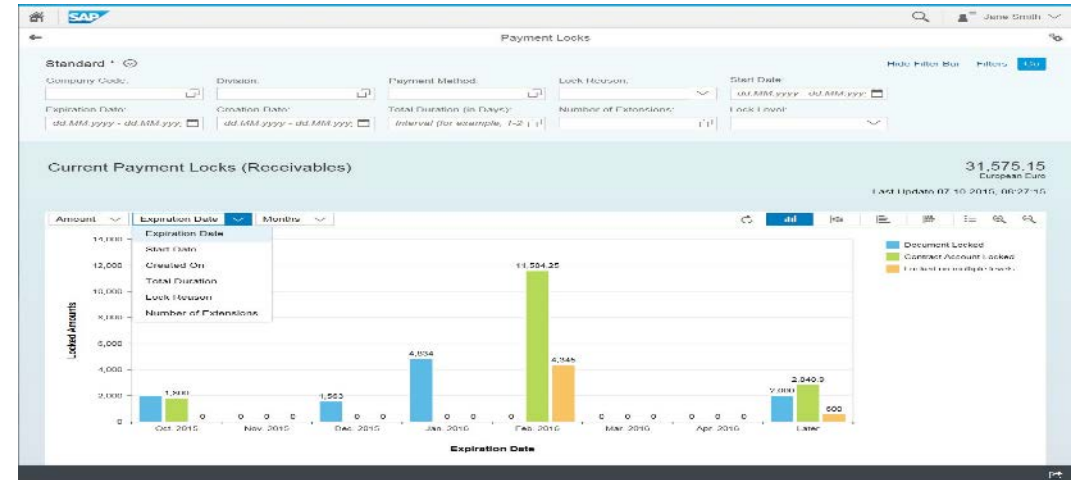
SAP S/4HANA Billing & Revenue Management: Fiori Apps*

*Exemplary overview. For full and most current list see [Fiori Apps Library](#)

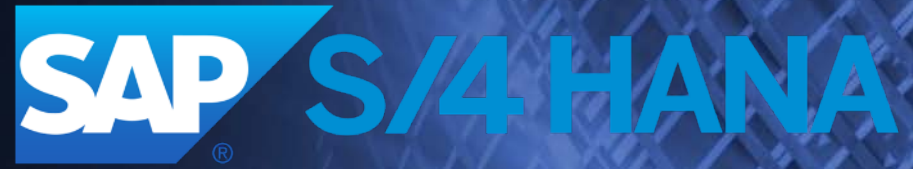
**BILLING & REVENUE
INNOVATION MGMT.***

Transactional

- Analyze Clearing Locks
- Analyze Clearing Reasons
- Analyze Collections Success
- Analyze Dunning Locks
- Analyze Dunning Success
- Analyze Overdue Items
- **Analyze Payment Locks**
- Analyze Posting Locks
- Analyze Unbilled Items
- Analyze Unrated Items
- Analyze Write-Offs
- Display Billing Documents
- Display Invoicing Documents
- **My Open Worklists**



Application T...	Title	Due By	Priority	Completed It...	Open Amount	In Processing	Note from FI...
<input type="checkbox"/>	Payment Loc...	Business Partners with Payment Locks	Aug 23, 2015	High	0%	4,840.00 EUR	0.00 EUR
<input type="checkbox"/>	Overdue Items	Business Partners with Overdue Items	Aug 7, 2015	Medium	0%	4,158.90 EUR	4,964.80 EUR
<input type="checkbox"/>	Payment Loc...	Business Partners with Payment Locks	Sep 2, 2015	Medium	0%	0.00 EUR	4,380.00 EUR
<input type="checkbox"/>	Payment Loc...	Business Partners with Payment Locks	Sep 2, 2015	Medium	0%	1,399.00 EUR	0.00 EUR
<input type="checkbox"/>	Posting Locks	Business Partners with Posting Locks	Sep 4, 2015	High	0%	754.00 EUR	0.00 EUR
<input type="checkbox"/>	Payment Loc...	Business Partners with Payment Locks	Sep 2, 2015	Very High	0%	1,000.00 EUR	0.00 EUR
					12,151.90 EUR	9,344.80 EUR	



Business Scope Release 1610

Finance

Accounting & Closing Operations

Cost Management & Profitability Analysis

Additional LoB Solutions



Finance: Business Challenge

Reports of yesterdays' truth created by batch runs – and reconciliation required since info is spread over multiple tables, with different details, structures & capabilities

Complex processes and UI's for Financial Operations and Closing activities - time consuming, and requires system experts



Planning takes too much time when non-integrated worksheets are used or done by experts on a line item level with no flexible simulation in place

Analytics are only for Senior level - when preordered – then outdated, inflexible and no drilldown available

SAP S/4HANA Core Finance

SAP S/4HANA Enterprise Management Scope for 1610 Shipment



E2E Business Process:



Solution Capabilities:



Use **one single source of truth** for instant insight into **profitability** and all ledgers and sub-ledgers, such as:

- Asset Accounting
- Inventory Accounting
- Accounts Payable
- Accounts Receivable
- Revenue & Cost Accounting

Accelerate **company close** through **automation and standardization**.

Templates can be used across multiple entities to improve governance, share best practices. Support quick and efficient peer-to-peer reconciliation of intercompany balances and invoices between group subsidiaries

Reduce risk and cost of **real-time financial reporting** and **multidimensional data analysis** for accounting standards with SAP solutions. Drill down into financial statements and source applications such as materials management or sales and distribution

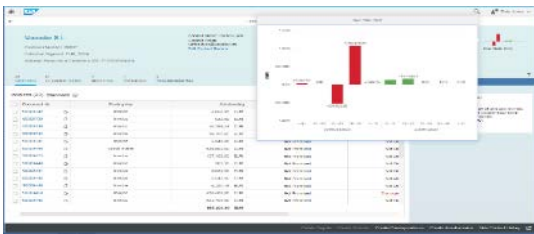
Gain a deep understanding of the drivers of by achieving a **holistic view for cost management**. Get complete, accurate, real-time information to increase operational efficiency and overall profitability. Minimize disruption to core processing with role-based access to massive amounts of financial data and related flexible financial objects

Calculate **Cost of Goods Manufactured (COGM)** or Cost of Goods Sold (COGS) as broken down by each step of the production, project or service process by **integrating to other SAP applications**. So the approach to Product Cost Management can be approached with high flexibility per industry

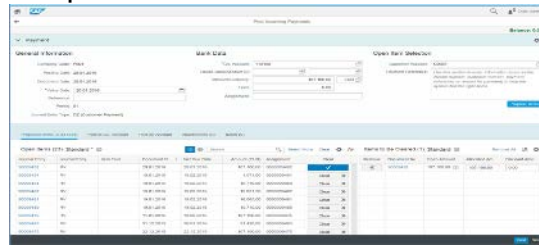
Understand in detail the **costs & margins incurred by your products** in order to successfully manage your product portfolio. With immediate, role-based insight into current margin and flexibility for ad hoc reporting and analysis, your business users have the support they need to **optimize decisions**

Innovation & Highlights:

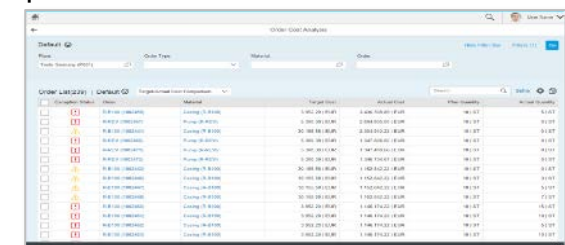
Use new Cockpits for AR & AP with charts, notes and access to all docs



Use people centric posting cockpits for quick overviews and fast item



Monitor your production cost in a powerful & intuitive UI



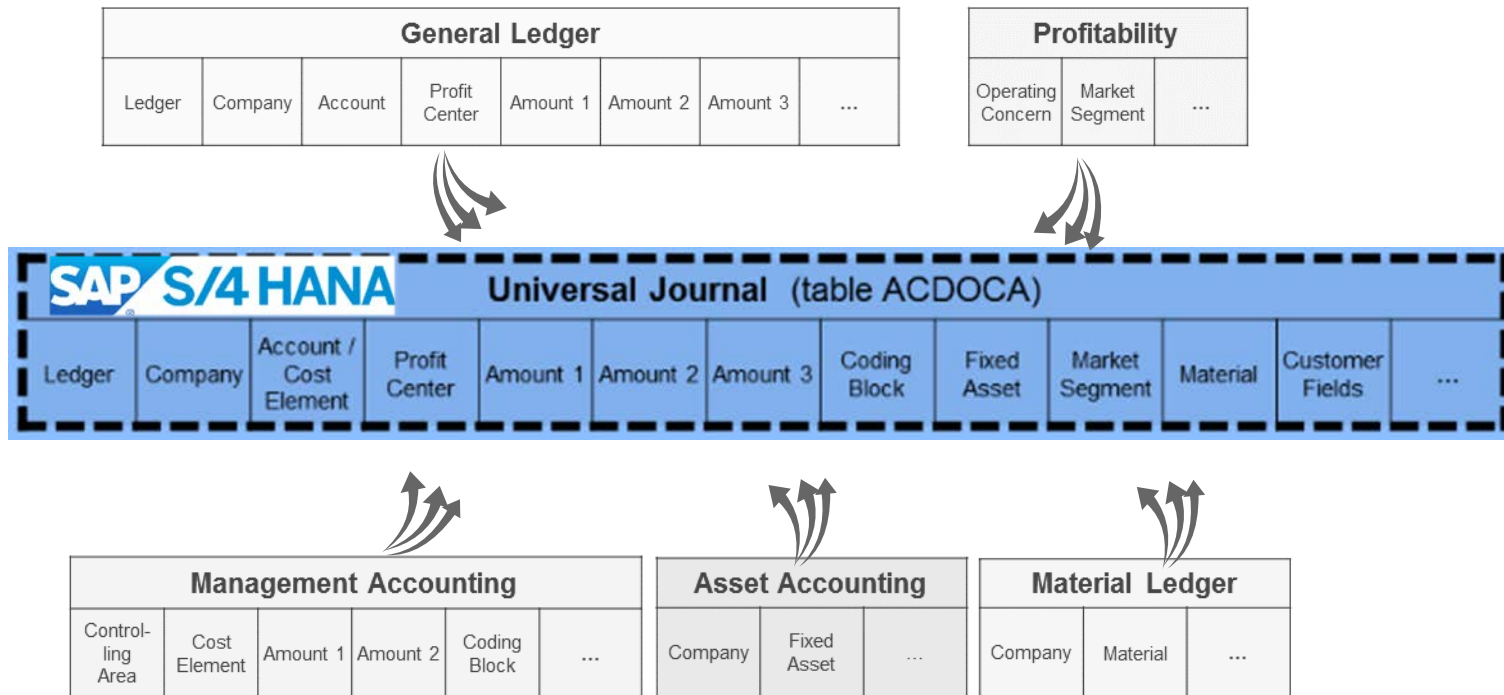
What's new with SAP S/4HANA Finance 1610?

Major innovations, compared to SAP S/4HANA 1511

Area	New capability	Value
User Experience	Fiori 2.0	Increased productivity
Universal Journal	Multiple functional enhancements Unified Currencies and Transfer Pricing Subsequent introduction of parallel ledgers	Rich multidimensional, high-performance GL for comprehensive reporting Facilitated setup and maintenance and increased transparency Enhanced flexibility in adoption
Profitability Analysis	Visibility of Details and Variances in Universal Journal Revenue Recognition reflected in Universal Journal for project-based services and real-time derivation of characteristics	Soft Close / Continuous Accounting on Entity Level: FI and CO Close match by design Costs and revenues always match, Profitability reporting always up to date
Receivables Management	KPI Cockpit for Managers (FI-CA) Silent Factoring (FI-CA)	Increased working efficiency Improved performance, transparency, auditability
Payables Management	Integration to Business Networks	Increased automation, reduced error-handling efforts
Cash Management	One Exposure Details for Cash Position and Liquidity Forecast Centralized Bank Account Management	Consistent cash reporting Consistent banks and bank account data are between central and target system
Planning	Cost Simulation Enhanced Content for Sales and Profitability Planning	Optimized performance Management
Consolidation	Embedded Real-time Consolidation with BPC optimized for S/4HANA	Support for Continuous Accounting on Group Level
Reporting	Production Cost Analysis Embedded Tax Compliance Apps Statutory Reporting Framework	Improved variance tracking and transparency to identify potential issues Ensure compliance Streamline and bundle reporting obligations
Central Finance	Replication of Changes , Mass Enablement, Reconciliation Reporting	Strengthen central steering capabilities on a secured basis

SAP S/4HANA Core Finance

Universal Journal

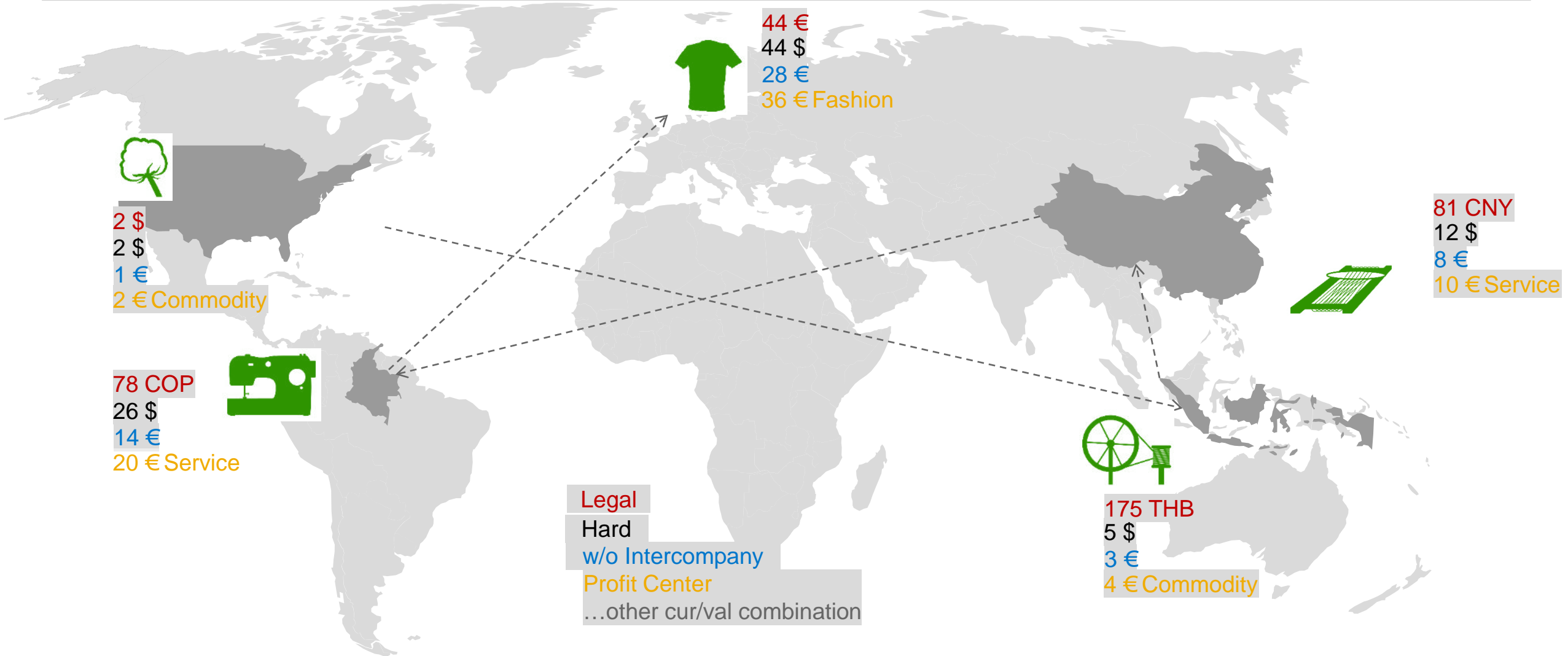


New Architecture

- Concept: “Take the best of all worlds” (e.g. ledger, market segment, coding block, etc.)
- One line item table with full detail for all applications - for instant insight & easy extensibility
- Data stored only once: no more reconciliation needed - by design
- Reduction of memory footprint through elimination of redundancy.
- Fast multi-dimensional reporting possible without replicating data to business warehouse (BW).
- If BW is in place anyway, only one single extractor needed.
- Secondary cost elements are now G/L accounts.
- Multi-dimensional GL
- Parallel Ledger
- Custom defined fields
- Extension Ledger
- 999.999 line items
- Unified, extensible currencies ^{NEW}
- Consistent parallel valuation (Transfer Prices)^{NEW}
- Soft Close and Prediction) ^{NEW}

Business Challenge Finance: Global Value Chains

E.g. worldwide supply chains need transparency into value generation



Multi-Currency in the Universal Journal

Up to 10 parallel currencies per ledger

SAP ERP

- 3 local currencies in FI (including NewGL)
- 2 currencies in CO
- 3 currencies in Material Ledger



SAP S/4HANA Finance



- Local currency: ACDOCA field name = HSL, currency type 10
- Global currency: ACDOCA field name = KSL, currency type of controlling area
- Freely Defined Currencies 1 – 8
- You can configure any currency type.
- There is no dependency on the currency types of the leading ledger.
- ACDOCA fieldnames OSL, VSL, BSL, CSL, DSL, ESL, FSL, GSL
- If you activate parallel valuations with transfer prices, then additional rules / constraints apply.
- Subsequent Implementation of Non-leading Ledger for add. accounting principles – with guided Implementation of new accounting principles via further ledgers and depreciation areas

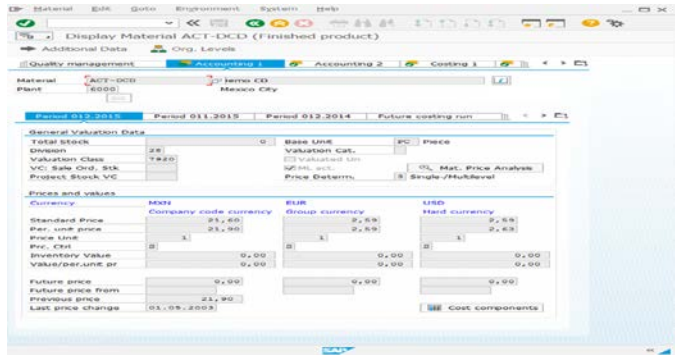
SAP S/4HANA	1511	1610
SAP S/4HANA Finance	1503	1605

Material Valuation in S/4HANA



Up to 3 currencies in Material Master (10 per Fin. Ledger)

- Tracking historic rates in material master
- Local legal valuation & e.g. hard or trading currency



Real-time Insights

- Analyze & Optimize the Flow
- Use real-time KPI's (Inv. turnover)
- Predict/ Simulate



Actual Costing

- Optional revaluation of stock and COGS
- Leverage Actual cost component split

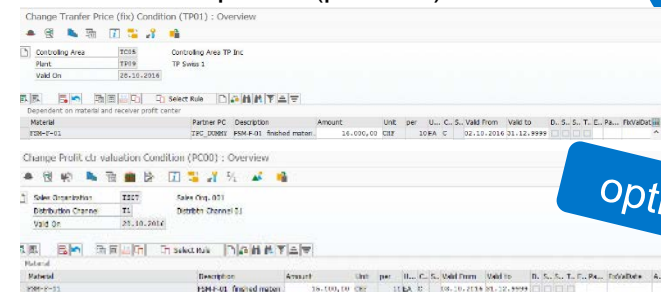
• 1000000013 GR for	100,000 SCK	319,000.00	0.00	0.00	3.19 EUR
• Cumulative Inventory	100,000 SCK	319,000.00	84,801.32-	0.00	2.34 EUR
▼ Consumption	210 SCK	669.90	178.08-	0.00	2.34 EUR
• Not Allocated	0 SCK	0.00	178.08-	0.00	0.00 EUR
▼ Consumption	210 SCK	669.90	0.00	0.00	3.19 EUR
• 1000000015 GD go	210 SCK	669.90	0.00	0.00	3.19 EUR
▼ Ending Inventory	99,790 SCK	318,330.10	84,623.24-	0.00	2.34 EUR
• 5000000007 Multilevel	0 SCK	0.00	83,396.67-	0.00	0.00 EUR
• 4000000001 Single-Lv	0 SCK	0.00	1,226.57-	0.00	0.00 EUR

optional



Transfer prices

- Legal Costing
- Corporate Costing (w/o intercompany)
- Transfer prices (political)



optional

SAP S/4HANA Finance

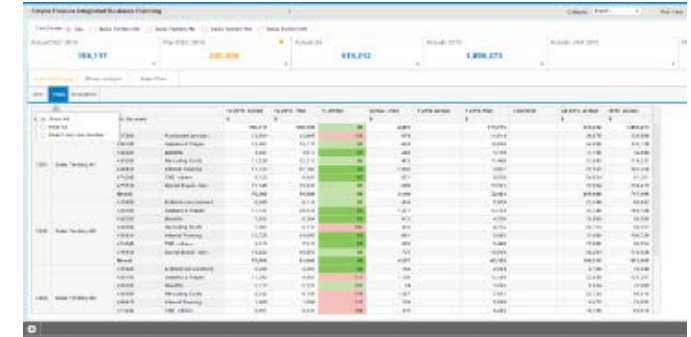
Extended LoB scope for 1610 Shipment



Extended S/4HANA E2E Solutions & Capabilities*

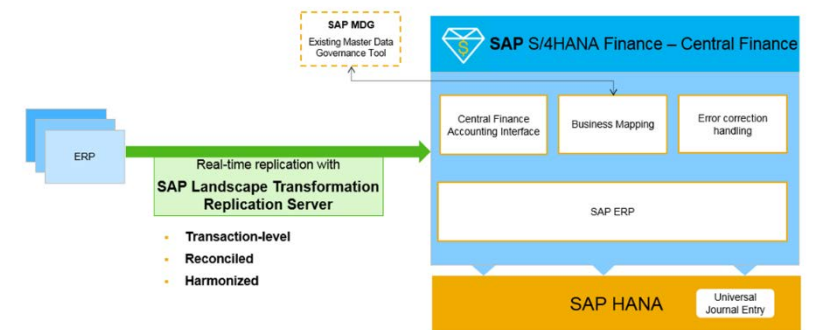
FINANCIAL PLANNING AND ANALYSIS*

Financial planning and analysis helps executives adjust plans and allocate resources to accommodate rapid market change and align performance with strategy. The integrated planning provides the necessary means to define and cascade strategy, model cost drivers, improve financial forecasting, and report on and analyze massive amounts of data. **Planning, budgeting, consolidation and forecasting are entirely integrated**, while remaining flexible with **direct access to all data (actuals, master data)** and **flexible planning** on level, periods, preliminary master data, workflow, comments, Excel-Frontend **including simulation scenarios**.



FINANCIAL ACCOUNTING & CLOSING OPERATIONS*

Gain greater financial insight and control through a faster, compliant financial close with less cost and effort
Streamline the recording of accounting data for multiple companies, currencies, charts of accounts, reporting standards, and industry requirements with SAP software for accounting and financial close. Efficiently close books on time, and create financial statements at the entity and corporate levels for International Financial Reporting Standards, U.S. GAAP, or other local requirements. Gain real-time financial insight based on a single source of truth of detailed information. This includes capabilities like **Central Finance**, including advanced functions for **Reporting, Disclosure and Corporate Closing activities**



SAP S/4HANA Finance

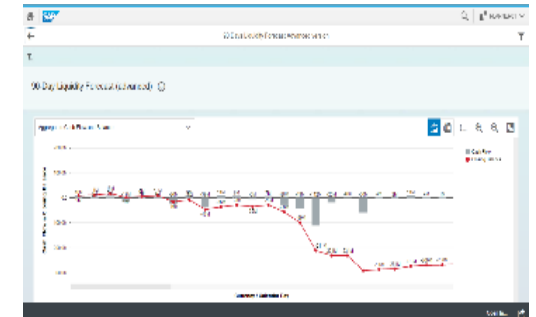
Extended LoB scope for 1610 Shipment



Extended S/4HANA E2E Solutions & Capabilities*

TREASURY & FINANCIAL RISK MGMT.*

Treasury & Financial Risk Management enables cash, liquidity, and risk management as well as integrated financial reporting. Treasury managers can improve the management of every activity associated with **cash, payments, liquidity, risk, and compliance**. By simplifying working capital, risk management and compliance. Treasury managers can gain complete transparency into and control over interrelated activities and automate critical processes to better understand the risks of those activities and how to mitigate them. Control over these complex demands ensure adequate liquidity to drive growth and innovation, while preventing exposure to the growing financial risks.



RECEIVABLES MGMT./ FINANCIAL OPERATIONS*

Receivables management includes billing to customers and **managing disputes, collections, and customer credit risk**. Today, receivables managers must constantly balance the need to decrease days sales outstanding (DSO) and bad debt write-offs, while maintaining superior customer service. SAP provides automated, integrated, and collaborative processes for receivables management. Accounting departments can then improve management of disputes and collections, streamline billing and lower customer credit risk.

INVOICE MGMT. & ACCOUNTS PAYABLES*

Streamline accounts payables and reduce costs with **automated exception handling, validation, and routing of invoices**. Gain better control of invoicing processes to increase cash flow, enhance cash requirements and payment visibility, reduce costs, minimize fraud, and improve vendor relations. Integrate **electronic documents** into your accounts payable process to ensure high **collaboration easy document exchange and archiving**.

SAP S/4HANA Finance

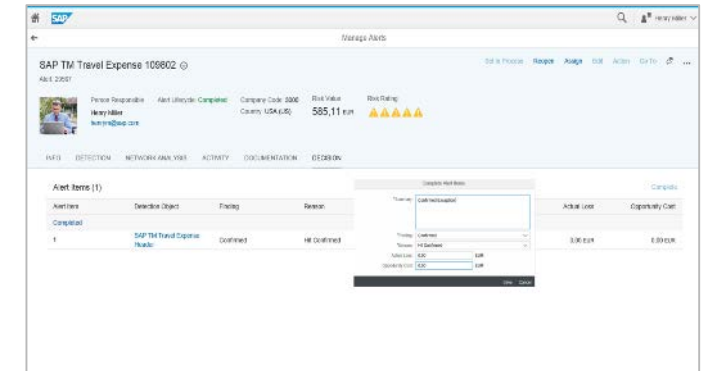
Extended LoB scope for 1610 Shipment



Additional LoB Solutions**

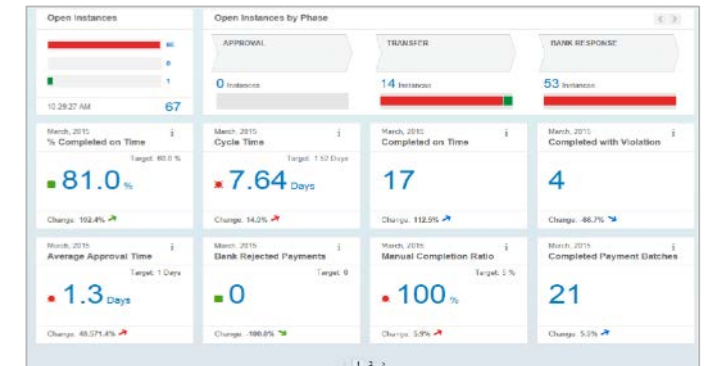
Governance, Risk, and Compliance for Finance

- Improve business performance and decrease the cost and effort of **managing governance, risk, and compliance (GRC)** processes with GRC solutions from SAP. Automate GRC processes using best practices and a scalable enterprise platform. By streamlining and automating processes, your organization can anticipate and manage risk events, reduce compliance violations, and extend GRC programs into value-adding business activities.
- Governance, Risk and Compliance for Finance consists of **Fraud Management, Enterprise Risk Management, Audit Management, Controls & Compliance Management** as well as **International Trade Management**.



Financial Services Network

- Extend and innovate your payment processes by rapidly integrating S/4HANA with **SAP Financial Services Network**. Simplify and secure connectivity to **enable transactions with multiple financial institutions**.
- Provide a **single integration point** - instead of multiple point-to-point technologies - for each bank automate payment transactions.
- Integrate **Bank & Payments communications** to always ensure Cash & Liquidity.



SAP S/4HANA Finance

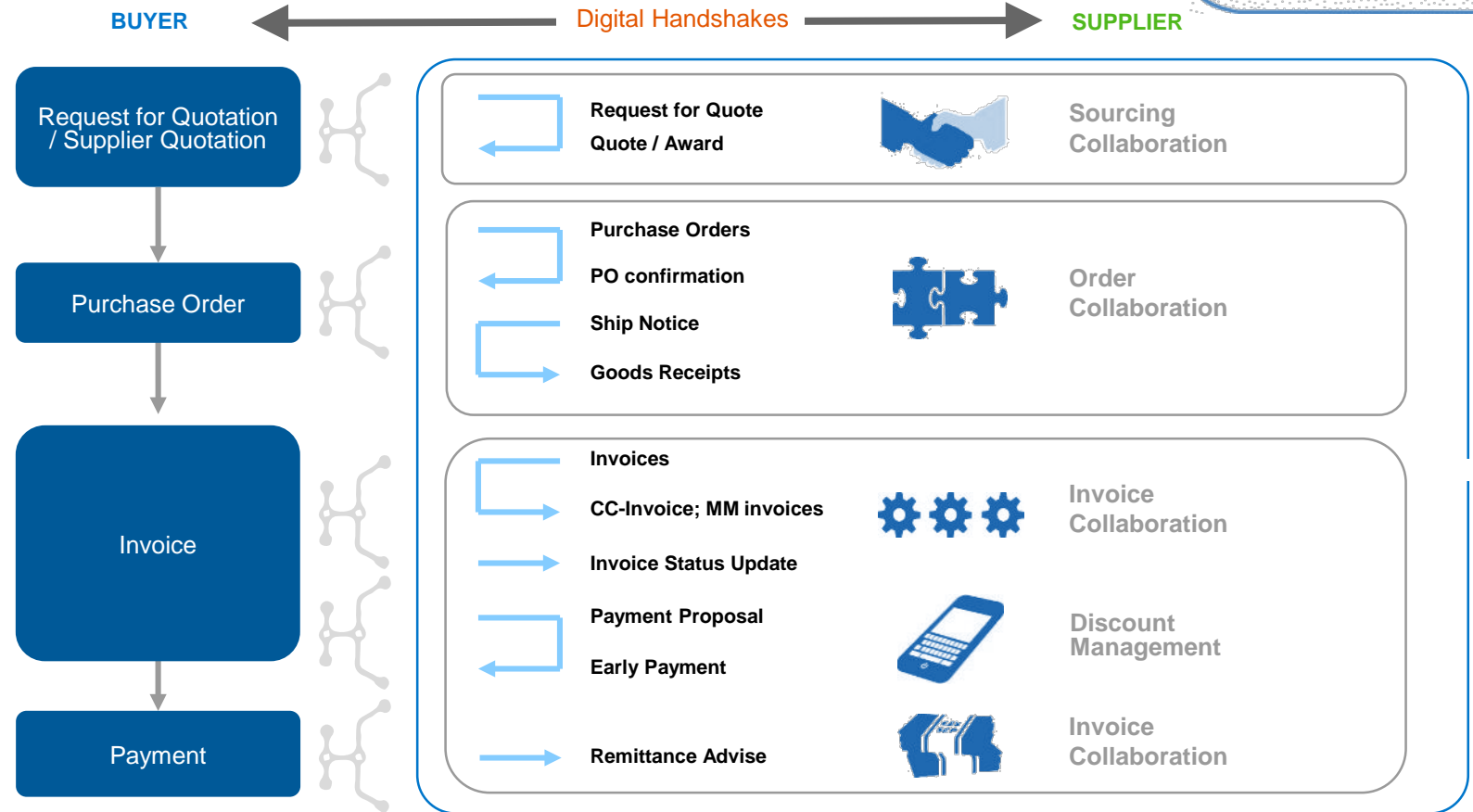
Extended LoB scope for 1610 Shipment



Additional LoB Solutions**



- Leverage **Supplier Collaboration, Business Network and Guided End-User Buying** and integrate with S/4HANA **Procurement** processing
- This will allow customers more choice with **true hybrid scenarios** and incremental deployments
- Leverage **Digital Handshakes** between **Buyer and Supplier** to take more control of your Business Network in Procurement
- **New Sourcing Request** out of S/4HANA into Ariba



SAP S/4HANA Finance

Extended LoB scope for 1610 Shipment



Additional LoB Solutions**

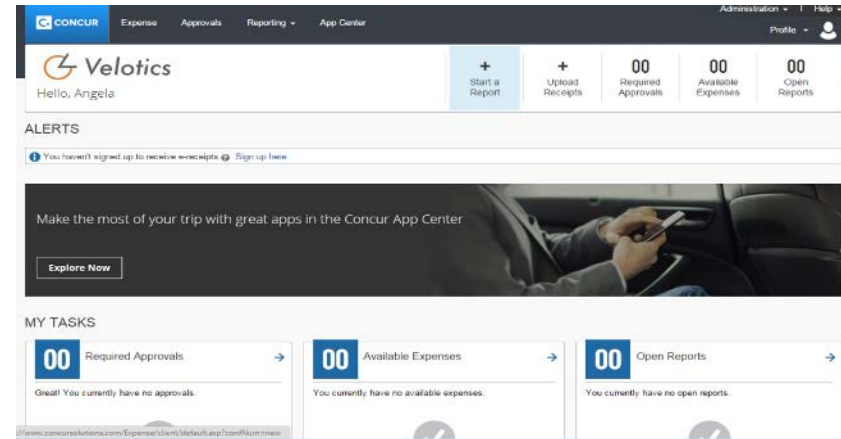


Use **Concur Travel and Expenses** – an online solution that will deliver an efficient, straight-through process for approval and expense management - you can:

- Faster **process expenses** for quicker payments
- Achieve end-to-end, timely visibility into **travel spending** – from pre-trip planning to final settlement of payments
- **Sync financial postings** to achieve full process transparency in both systems
- **Save time, optimize resources**, and achieve future-proof investment.
- Out of box integration is planned for upcoming releases



SAP Fieldglass Vendor Management System allows organizations to better procure, manage and optimize their **global external workforces**, including contingent labor, services managed through SOWs and independent contractors. Out of box integration is planned for upcoming releases.



SAP S/4HANA Finance: Solution Simplification

Built to scale



- **Data Model Changes in Finance** incl. Compatibility views (SAP Notes 1976487, 2270333, 2270339)
- **Technical Changes in Controlling** (SAP Note 2185026)
- **Replaced Programs & Transactions** (SAP Note: 2270335)
- **Data Model Changes in Asset Accounting** (SAP Note: 2270388)
- **S/4HANA Finance Credit Management** replaces ERP SD Credit Management (SAP Note 2270544)
- **New Cash Management** replaces Cash and Liquidity Management, which is officially no longer supported (SAP Note 2270400)
- **Functions no longer available:** General Cost Objects, GR/IR Cockpit, Reference & Sim. Costing
- Limited Functionality in **Joint Venture Accounting** (No asset mgmt. transfers, SAP note 2137314) and **Activity Based Costing** (no more delta versions)
- **Material Ledger, Actual Costing & Transfer Price** changes (SAP Notes 2354768, 2270414)
- **Planning:** Target architecture for OM, PCA and Planning is **SAP BPC for Finance** (SAP Note 2081400). To continue using classic planning functions see SAP Notes: FI-GL Planning 2253067, Cost Center Planning by Cost Element 2142447, Order Planning by Cost Element 2148356, Project Planning by Cost Element 2135362, Project Planning Overall 2142732.

Actuals
Universal Journal



- **One line item** table with full detail for all applications – for instant insight and easy extensibility (GL, AA, PA, CO, ML)
- Secondary cost elements are **now G/L accounts**
- Data **stored only once:** no more reconciliation needed – by design
- **Reduction of footprint**
- Fast **multi-dimensional reporting** without replicating data to business warehouse (BW)
- If a BW is used, only **one single extractor** needed
- **Account based COPA** synced with GL, costing based COPA in maintenance mode, can still be used in parallel

Predefined Data sets & Out-of-the box Analytics | Real-time insights into Subledgers | Legal Reporting / Hard & Soft Close | Profitability Analysis by Market Segment

SAP P&L - Actuals

Selection: Saved Selections: [dropdown]

Fiscal Year (2019), Posting Period (001..012), GI Account Hierarchy (INT)

Data Analysis | Graphical Display | Query Information

Filter | Sort | Hierarchy | Drilldown | Display | Measures | Totals

GL Account	Material Group	Net assigned	Amount in CO Area Curr.	Quantity
ASSETS	INT100000	Result	76,537,801.29 EUR	
LIABILITIES	INT200000	Result	-25,919,919.80 EUR	0
		Result	-25,919,919.80 EUR	0
	001	Metal Processing	1,487.48 EUR	
	00103	Electronics	-11,800.80 EUR	
	00107	Chemicals	0 CM	
	002	Electronics	219.80 EUR	0 PC
	003	Chemicals	-2,399.80 EUR	-50 EA
	004	Chemicals	3,803,869.80 EUR	0 KG
	011	Hardware	-6,588.31 EUR	-15 PC
	015	Food	8,732,500.80 EUR	0 KG
	FIOMRP3	Multimedia	-4,838.38 EUR	0 PC
	Plant	Accessories	-365.80 EUR	0 PC

COPA view with multi drilldown options

- Planning, Budgeting, Forecasting **entirely integrated with BPC**, with flexible and direct access to all data (actuals, master data) to perform flexible planning and simulations
- Legal and statutory consolidation with direct access to all data to perform **real-time consolidation** with facilitated process steps (data acquisition, validation, intercompany)

Planning



Consolidation



SAP S/4HANA Finance: Fiori Apps* (1 of 2)

*Exemplary overview. For full and most current list see [Fiori Apps Library](#)

ACCOUNTING & CLOSING OPERATIONS

Accounts Payables Accountant

- Analytical
 - Display Supplier Summary - China **NEW**
- Factsheet
 - Vendor Accounting Document **UPDATE**
- Transactional
 - Clear Outgoing Payments **UPDATE**
 - Create Single Payment **UPDATE**
 - Display Supplier Balances **UPDATE**
 - Manage Automatic Payments **UPDATE**
 - Manage Checkbooks **UPDATE**
 - Manage Outgoing Checks **UPDATE**
 - Manage Payment Blocks **UPDATE**
 - Manage Payment Media **NEW**
 - Manage Supplier Down Payment Requests **NEW**
 - Manage Supplier Line Items **UPDATE**
 - Post Outgoing Payments **UPDATE**
 - Revise Payment Proposals **UPDATE**
 - Schedule Accounts Payables Accounting Jobs **NEW**
 - Schedule Payment Proposals

Accounts Payable Manager

- Analytical
 - Aging Analysis **UPDATE**
 - Cash Discount Forecast **UPDATE**
 - Cash Discount Utilization **UPDATE**
 - Days Payable Outstanding **UPDATE**
 - Future Payables **UPDATE**
 - Invoice Processing Times Analysis **UPDATE**
 - Overdue Payables **UPDATE**
 - Supplier Payment Analysis(Manual and Automatic Payments) **UPDATE**
 - Supplier Payment Analysis(Open Payments) **UPDATE**

Accounts Receivable Accountant

- Analytical
 - Display Customer Summary - China **NEW**
- Factsheet
 - Customer Accounting Document **UPDATE**
- Transactional
 - Clear Incoming Payments **UPDATE**
 - Create Correspondence **UPDATE**
 - Display Customer Balances **UPDATE**
 - Intercompany Balance Reconciliation **NEW**
 - Maintain Virtual Accounts - Japan **NEW**
 - Manage Bank Statements **NEW**
 - Manage Customer Down Payment Requests **NEW**
 - Manage Customer Line Items **UPDATE**
 - Manage Invoice Summary - Japan **NEW**
 - Manage Lockbox Batches **NEW**
 - Post Incoming Payments **UPDATE**
 - Reprocess Bank Statement Items **UPDATE**
 - Display Credit Log (role: Credit Controller) **NEW**

Accounts Receivable Manager

- Analytical
 - Overdue Receivables **UPDATE**
 - Reprocessing Rate of Incoming Payments **NEW**

Asset Accountant

- Factsheet
 - Fixed Asset **UPDATE**
- Analysis/ FPM/ WebDynpro, Design Studio
 - Asset Balances **NEW**
 - Asset History Sheet **NEW**
- Transactional
 - Asset Master Worklist **UPDATE**
 - Fiscal Year Change **UPDATE**
 - Manage Depreciation Run **UPDATE**
 - Recalculating Values **UPDATE**
 - Schedule Asset Accounting Jobs **NEW**

General Ledger Accountant

- Analytical
 - Audit Journal **UPDATE**
 - Display G/L Account Balances - China **NEW**
 - Tax Reconciliation Account Balance **NEW**
- Factsheet
 - G/L Account **UPDATE**
 - Journal Entry **UPDATE**
- FPM/WebDynpro, Design Studio
 - Journal Entry Analyzer **NEW**
 - Manage G/L Account Master Data **UPDATE**
 - Journal Entry Analyzer
 - Trial Balance **UPDATE**
- Transactional
 - Account Determination **NEW**
 - Carry Forward Balances **UPDATE**
 - Clear G/L Accounts **NEW**
 - Display Chart of Accounts **UPDATE**
 - Display Financial Statement **UPDATE**
 - Display Financial Statement - China **NEW**
 - Display G/L Account Balances **UPDATE**
 - Display G/L Account Line Items **UPDATE**
 - Edit Options for Journal Entries - My Settings **NEW**
 - Manage Financial Statement Structures - China **NEW**
 - Manage G/L Account Master Data **NEW**
 - Manage Journal Entries **UPDATE**
 - Manage Recurring Journal Entries **NEW**
 - Open Posting Periods **UPDATE**
 - Post Currency Adjustments **UPDATE**
 - Post General Journal Entries **UPDATE**
 - Post Tax Payables **UPDATE**
 - Run Statutory Report **NEW**
 - Schedule General Ledger Accounting Jobs **NEW**
 - Tax Declaration Reconciliation **NEW**
- **External Auditor**
- Analytical
 - Account Balance Audit Trail **NEW**

SAP S/4HANA Finance: Fiori Apps* (2 of 2)

*Exemplary overview. For full and most current list see [Fiori Apps Library](#)

COST MANAGEMENT & PROFITABILITY ANALYSIS

Controller

- Analytical
 - Display Supplier Summary - China NEW
- Factsheet
 - Activity Type UPDATE
 - Controlling Document UPDATE
 - Cost Center UPDATE
 - Cost Center Group UPDATE
 - Internal Order UPDATE
 - Profit Center UPDATE
 - Statistical Key Figure UPDATE
 - Vendor Accounting Document UPDATE
- FPM/WebDynpro, Design Studio
 - Manage Activity Type Groups UPDATE
 - Manage Activity Type Master Data UPDATE
 - Manage Cost Center Groups UPDATE
 - Manage Cost Centers UPDATE
 - Manage Internal Order Groups UPDATE
 - Manage Internal Order Master Data UPDATE
 - Manage Profit Center Groups UPDATE
 - Manage Profit Center Master Data UPDATE
 - Set Controlling Area UPDATE
 - Cost Centers - Actuals UPDATE
 - Cost Centers - Plan/Actual UPDATE
 - Cost Centers - Plan/Actual with Currency Translation UPDATE
 - Cost Centers - Plan/Actual YTD UPDATE
 - Functional Areas - Actuals UPDATE
 - Functional Areas - Plan/Actual UPDATE
 - Functional Areas - Plan/Actual with Currency Translation UPDATE
 - Functional Areas - Plan/Actual YTD UPDATE
 - Internal Orders - Actuals UPDATE
 - Internal Orders - Plan/Actual UPDATE
 - Internal Orders - Plan/Actual with Currency Translation UPDATE
 - Internal Orders - Plan/Actual YTD UPDATE

- FPM/WebDynpro, Design Studio
 - Market Segments - Actuals UPDATE
 - Market Segments - Plan/Actual UPDATE
 - Market Segments - Plan/Actual with Currency Translation UPDATE
 - Market Segments - Plan/Actual YTD UPDATE
 - Material Inventory Values - Balance Summary UPDATE
 - Material Inventory Values - Line Items UPDATE
 - Material Inventory Values - Rounding Differences UPDATE
 - P&L - Actuals UPDATE
 - P&L - Plan/Actual UPDATE
 - P&L - Plan/Actual with Currency Translation UPDATE
 - P&L - Plan/Actual YTD UPDATE
 - Plan Cost Centers on Periods UPDATE
 - Profit Centers - Actuals UPDATE
 - Profit Centers - Plan/Actual UPDATE
 - Profit Centers - Plan/Actual with Currency Translation UPDATE
 - Profit Centers - Plan/Actual YTD UPDATE
 - Projects - Actuals UPDATE
 - Projects - Plan/Actual UPDATE
 - Projects - Plan/Actual with Currency Translation UPDATE
 - Projects - Plan/Actual YTD UPDATE
 - Sales Orders - Actuals UPDATE
- Transactional
 - Event-Based Revenue Recognition NEW
 - Import Financial Plan Data NEW
 - Manage Activity Types UPDATE
 - Manage Cost Centers UPDATE
 - Manage Internal Orders UPDATE
 - Manage Profit Centers UPDATE
 - Manage Statistical Key Figures UPDATE
 - Project WIP Details (SAP S4HANA OnPremise) NEW
 - Replicate Runtime Hierarchy UPDATE
 - Schedule Actual Overhead Allocation (Cost Centers) NEW
 - Schedule Actual Overhead Allocation (Profitability Analysis) NEW
 - Schedule Actual Settlement For Projects NEW
 - Schedule Results Analysis For Projects NEW
 - Production Cost Analysis NEW

TREASURY & RISK MGMT.

Cash Manager

- Analytical
 - Actual Cash Flow NEW
 - Bank Risk NEW
 - Bank Statement Monitor UPDATE
 - Cash Position UPDATE
 - Deficit Cash Pool NEW
 - Liquidity Forecast NEW
 - Payment Statistics NEW
 - Liquidity Plans UPDATE
- Factsheet
 - Bank NEW
 - House Bank NEW
 - House Bank Account NEW
- FPM/WebDynpro
 - Initiate Review Process UPDATE
 - Maintain Signatory UPDATE
 - Manage Bank Accounts UPDATE
 - Monitor Review Status UPDATE
 - My Bank Account Worklist UPDATE
 - My Sent Requests UPDATE
- Transactional
 - FPM/WebDynpro, Design Studio
 - Cash Flow - Detailed Analysis NEW
 - Liquidity Forecast Details NEW
 - Transactional
 - Approve Bank Payments UPDATE
 - Cash Position Details UPDATE
 - Check Cash Flow Items UPDATE
 - Foreign Bank Account Report UPDATE
 - Make Bank Transfers UPDATE
 - Manage Banks UPDATE
 - Track Bank Transfers UPDATE
 - Transactional, Design Studio UPDATE
 - Develop Liquidity Plans UPDATE

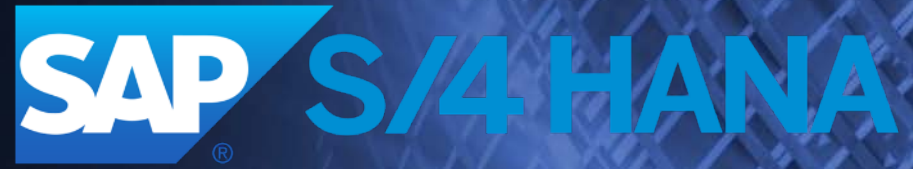
Treasury Risk Manager

- FPM/WebDynpro
 - Financial Status NEW
 - Treasury Position Analysis NEW
- Transactional
 - Display Treasury Alerts NEW
 - Display Treasury Position Flows NEW
 - Display Treasury Position Values NEW
 - Display Treasury Posting Journal NEW
 - Import Foreign Exchange Rates NEW
 - Review Balance Sheet FX Risk UPDATE

RECEIVABLES MGMT. / FINANCIAL OPERATIONS

Accounts Receivable Accountant

- Transactional
 - Manage Dispute Cases UPDATE
 - Process Collections Worklist UPDATE
 - Process Receivables UPDATE



Business Scope Release 1610

Services

Customer Service

Additional LoB Solutions

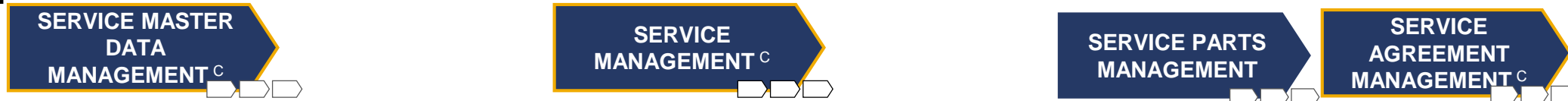


SAP S/4HANA Services

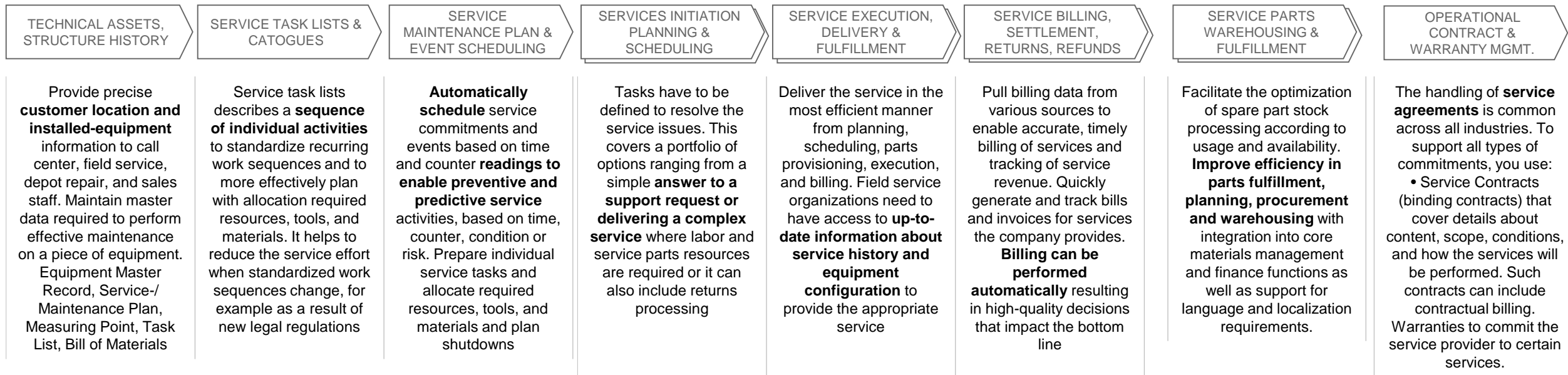
SAP S/4HANA Enterprise Management Scope for 1610 Shipment



E2E Business Process:

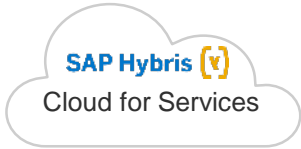


Solution Capabilities:



SAP S/4HANA Services

Additional LoB Solutions**



Use SAP Hybris (C4C) Cloud for Services

- to run a cloud based and modern **Customer Service** solution with **ticketing and task management, notifications, workflows, contracts,** and service levels.
- to run an **Integrated Field Service Management** with work tickets, **scheduling of services, parts and resources** based on **contracts, maintenance plans and service level agreements.**

Omni-Channel Service

- Email
- Phone (CTI)
- Chat
- SMS
- Web self-service portal
- Branded communities
- Social Media
- Internet of Things

Collaboration

- Contextual social collaboration with integrated feed

Solution Finder

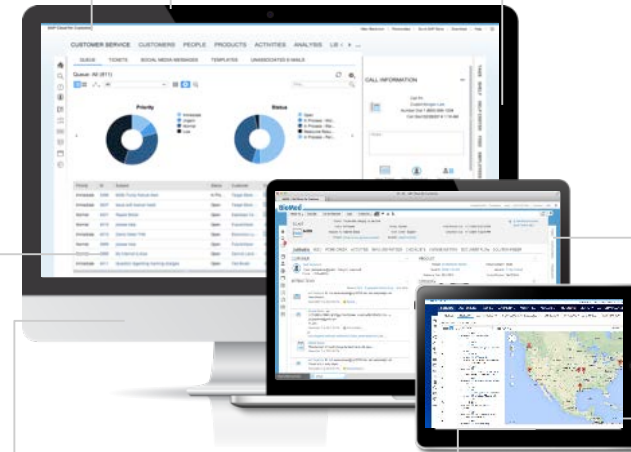
- SAP Knowledge Central by MindTouch
- Integrate with existing knowledge base
- Context-sensitive recommendations
- Easily share content with customers

Analytics

- Real-time service performance with pre-built dashboards
- Embedded reports response times, handle times, priority and escalation trends

Personalization

- Flags
- Tags
- Shelf
- Quick Creates
- Extensibility
- Favorites



Productivity

- E-mail Response Management
- Routing and escalation rules
- Workflow
- Guided Activity Flows
- Solution Recommendations

Integration

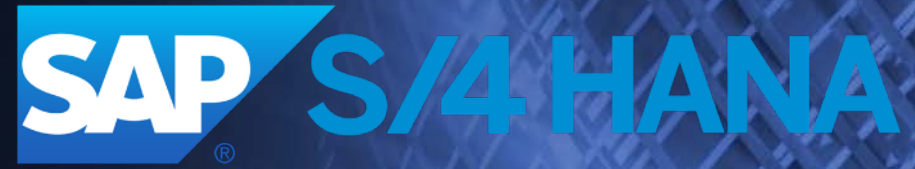
- Native integration with SAP solutions
- Open API

Mobility

- Manage service & work requests on Mobile devices – anytime, anywhere, online and offline



Leverage **SAP CRM Service On-Premise** solution with broad functional coverage and integrate into S/4HANA



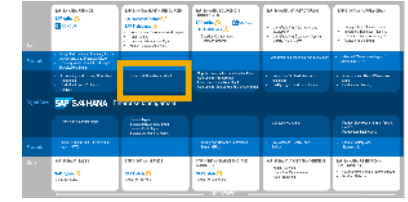
Business Scope Release 1610

Human Resources



SAP S/4HANA Human Resources

SAP S/4HANA Enterprise Management Scope for 1610 Shipment



E2E Business Process:



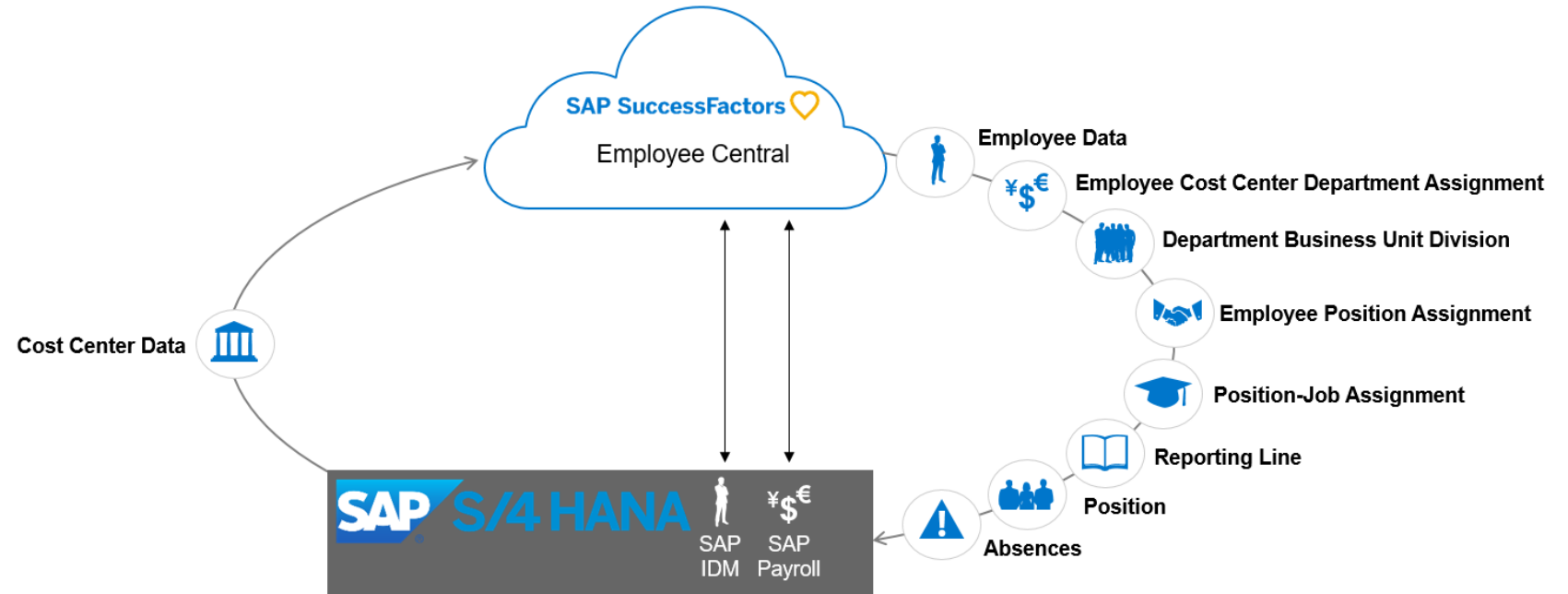
Solution Capabilities:



- Integrate HR information on **availability and actual working times** into **logistical processes** to receive a holistic view on your production cost and capacity utilization. Leverage this HR data in your financial reporting and analysis for full transparency
- Best Practices available** for the technical enablement of SAP S/4HANA to enable **Employee master data integration**. It covers the configuration required to store employee and employee-related data in SAP S/4HANA

S/4HANA Connectivity with SAP SuccessFactors**

SAP seamlessly integrates the core SAP S/4HANA capabilities with **SuccessFactors** as the recommended next generation Human Resources foundation for SAP S/4HANA.



- General HCM approach in S/4HANA** (SAP Note 2273108)
- Employee Conversion to Business Partners** (SAP Note 2340095)

SAP S/4HANA Human Resources

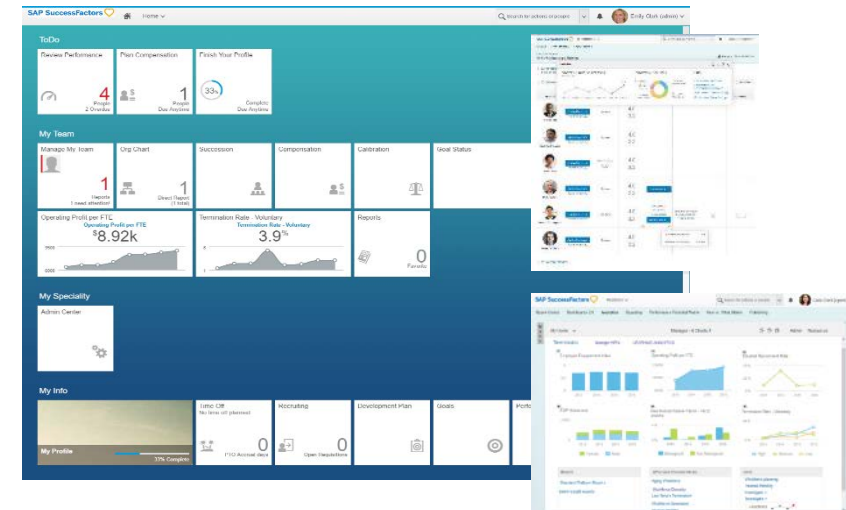
Extended LoB scope for 1610 Shipment



Additional LoB Solutions**

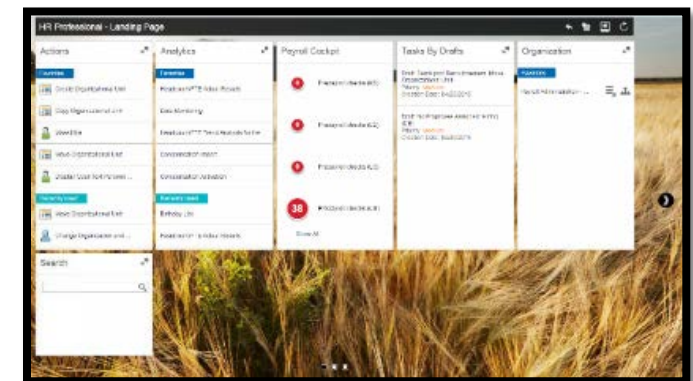


- For new and existing customers considering S/4 HANA, **SuccessFactors is the recommended HCM solution:**
- Link HR strategies with business strategies** and use **Workforce analytics** to gain actionable insights for strategic workforce decisions
- Reduce HR cost per FTE** by deploying integrated, automated HR and talent software from SAP with dynamic HR analytics and reporting
- Engage talent** across the organization with higher employee engagement, by ensuring everyone in the organization has what they need, when they need it, to managing their careers and teams
- Leverage a **full suite of solutions across all talent processes:** recruiting, onboarding, learning, performance and goals, compensation, succession, and development



SAP ERP HCM customers may also continue to leverage their existing implementation with option to benefit from **HR Renewal**

- Customers on SAP Business Suite can either run side by side or can convert to S/4HANA On-Premise leveraging compatibility scope to achieve HCM in 1 box.
- Existing ALE scenarios will work to integrate the data from separate instance
- No plans to further “simplify” SAP ERP HCM: future innovations will be limited to and focused primarily on localization support and user experience renewal. No changes are planned to this investment strategy.



Thank you

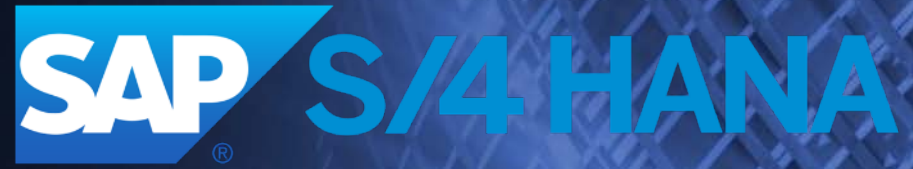
Contact information:

F name L name

Title

Address

Phone number



Business Scope Release 1610

Appendix

Transition to SAP S/4HANA

Additional Info & Links



Where to go for more information

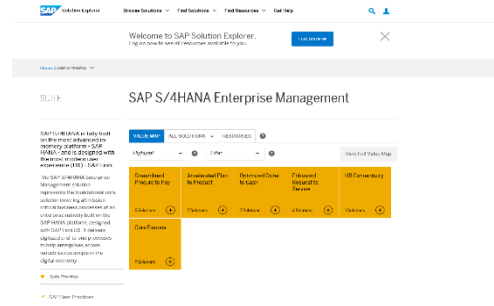
Discover SAP S/4HANA



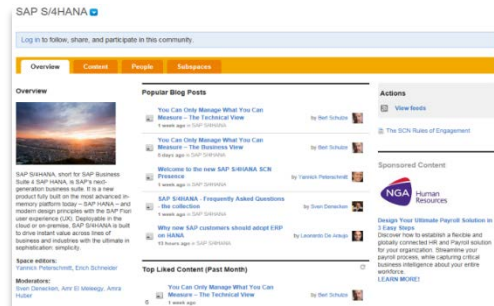
SAP S/4HANA Roadmap



Explore the scope



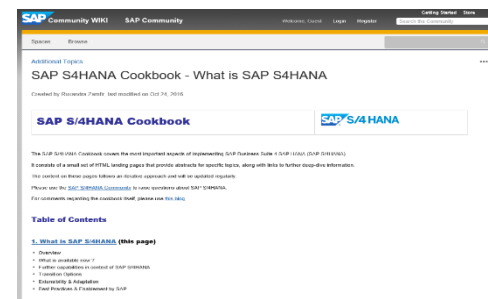
Community on SCN



SAP S/4HANA, cloud edition trial

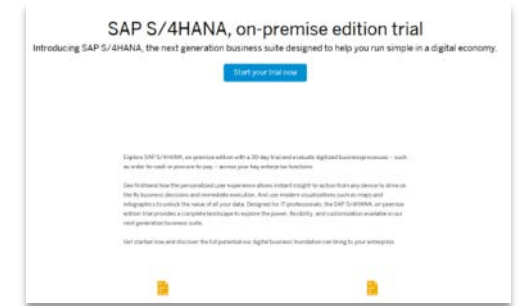


Cookbook on SCN

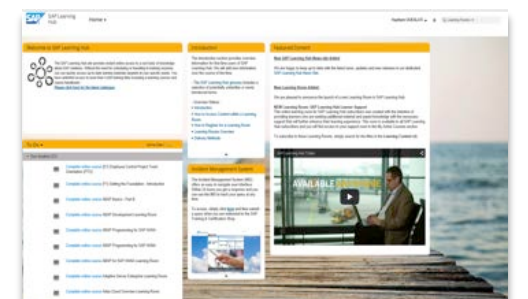


Try it yourself

SAP S/4HANA, on-premise edition trial



Learn more: SAP Learning Hub

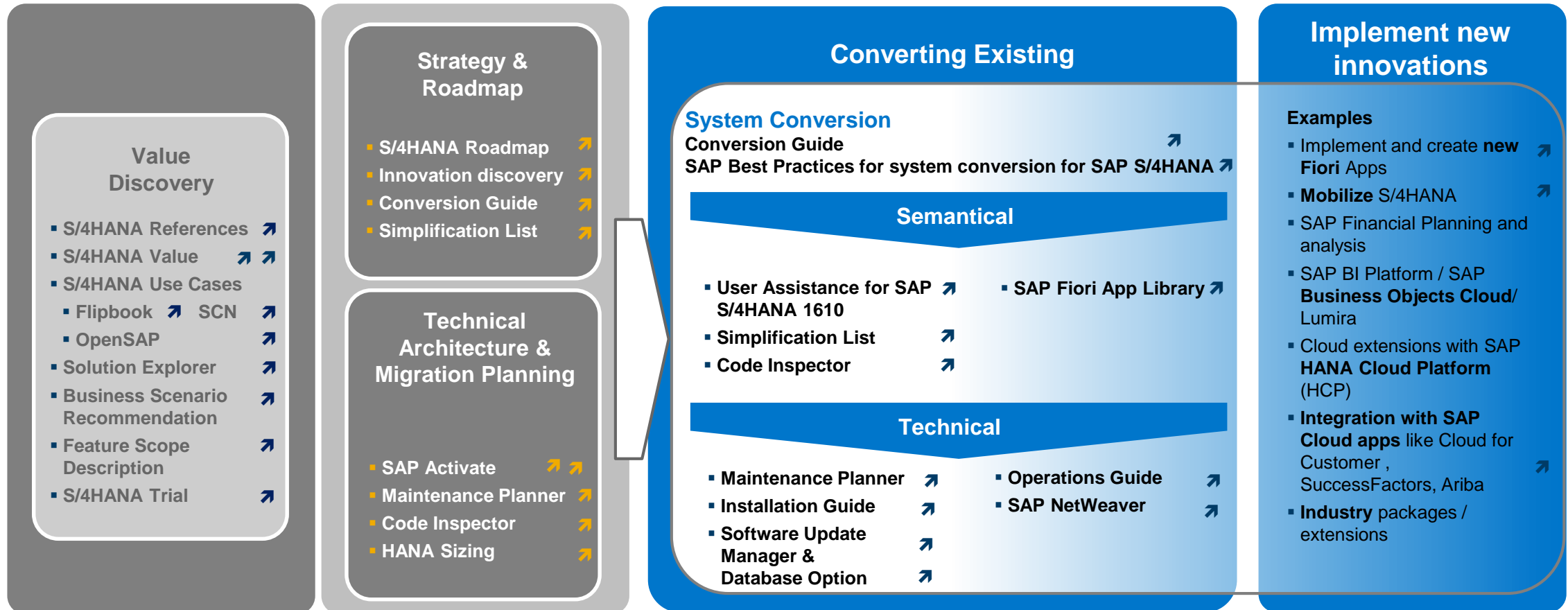


Transition to SAP S/4HANA

Your SAP Business Suite Customer's journey to SAP S/4HANA

Choosing your Path to SAP S/4 HANA ➔

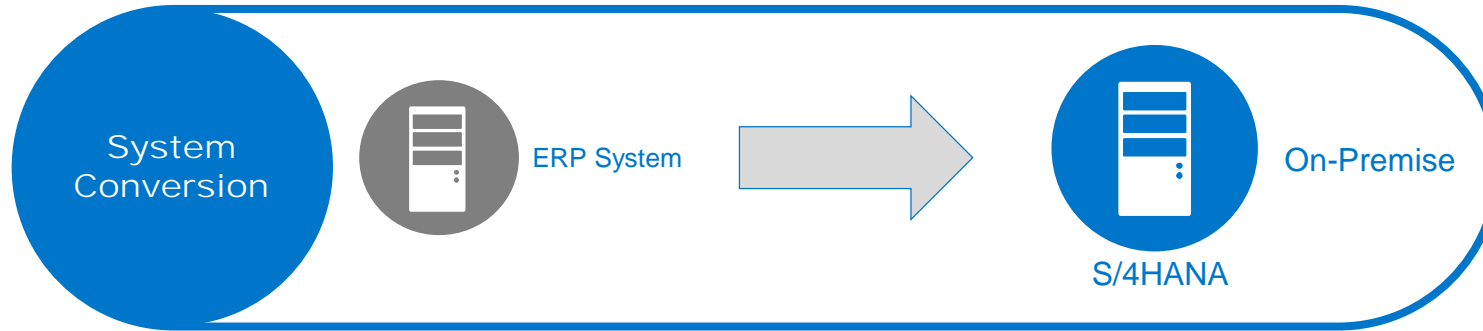
..... Prepare Explore Realize / Deploy ➔



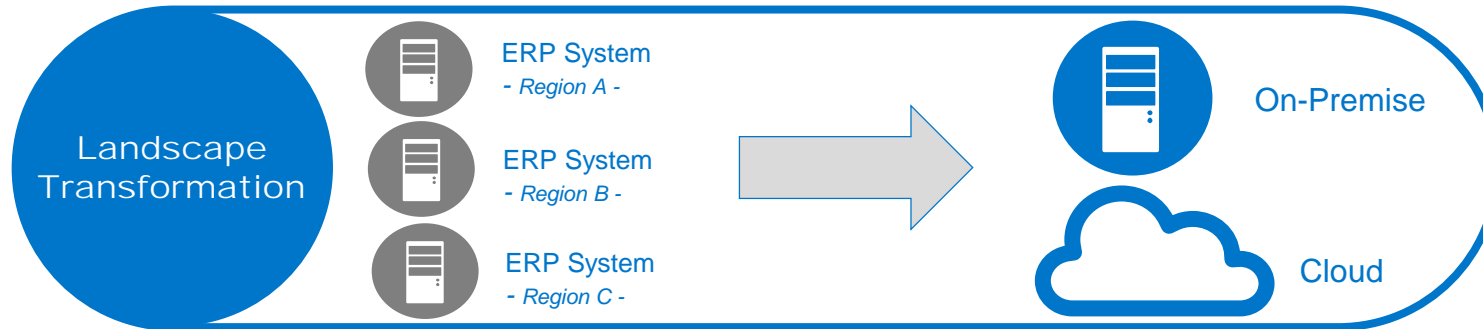
SAP S/4HANA Value Assurance Service Packages ➔

The Move to SAP S/4HANA

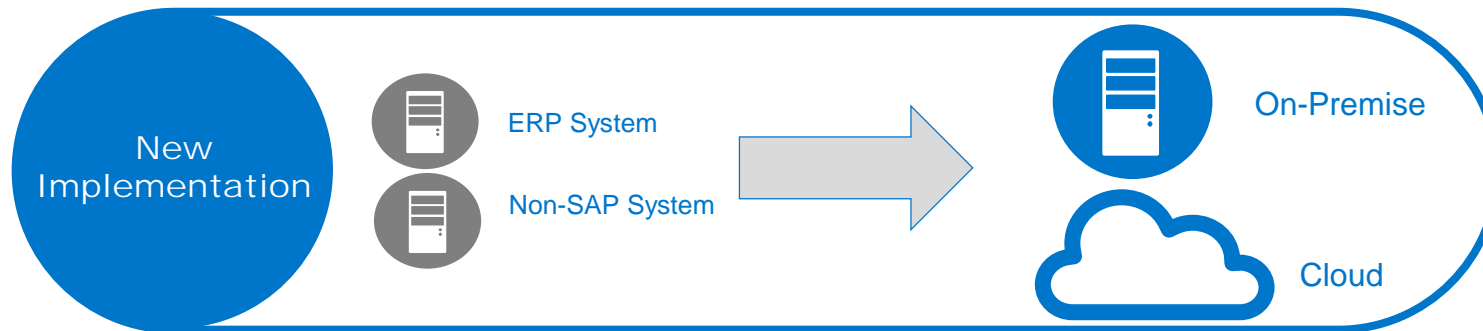
The Transition Scenarios



- *Example:* Complete conversion of an existing SAP Business Suite system to SAP S/4HANA

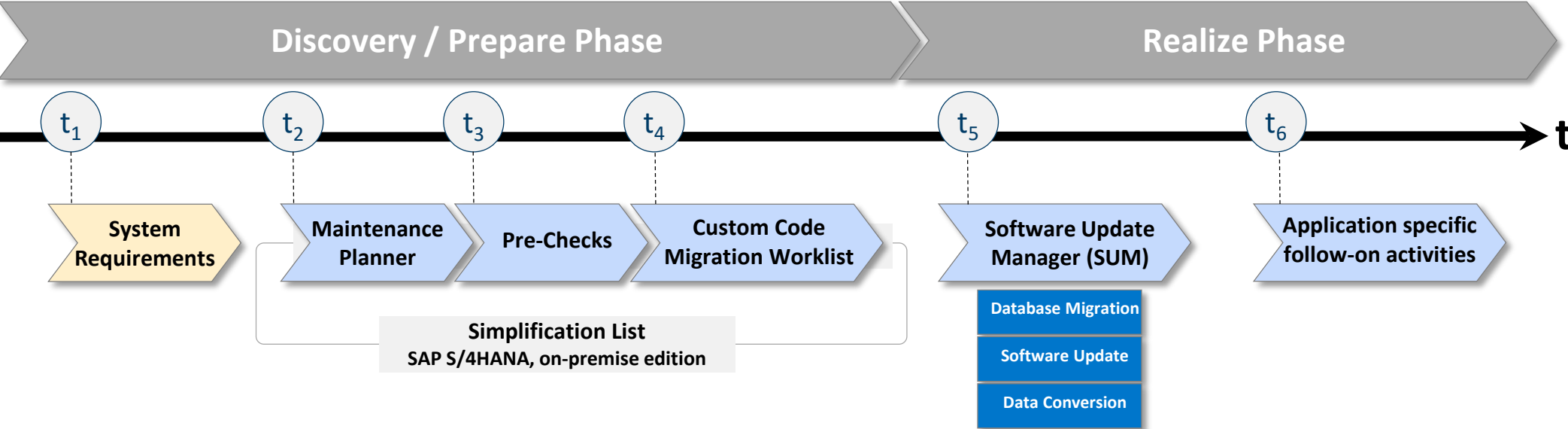


- *Example:* Consolidation of current regional SAP Business Suite landscape into one global SAP S/4HANA system



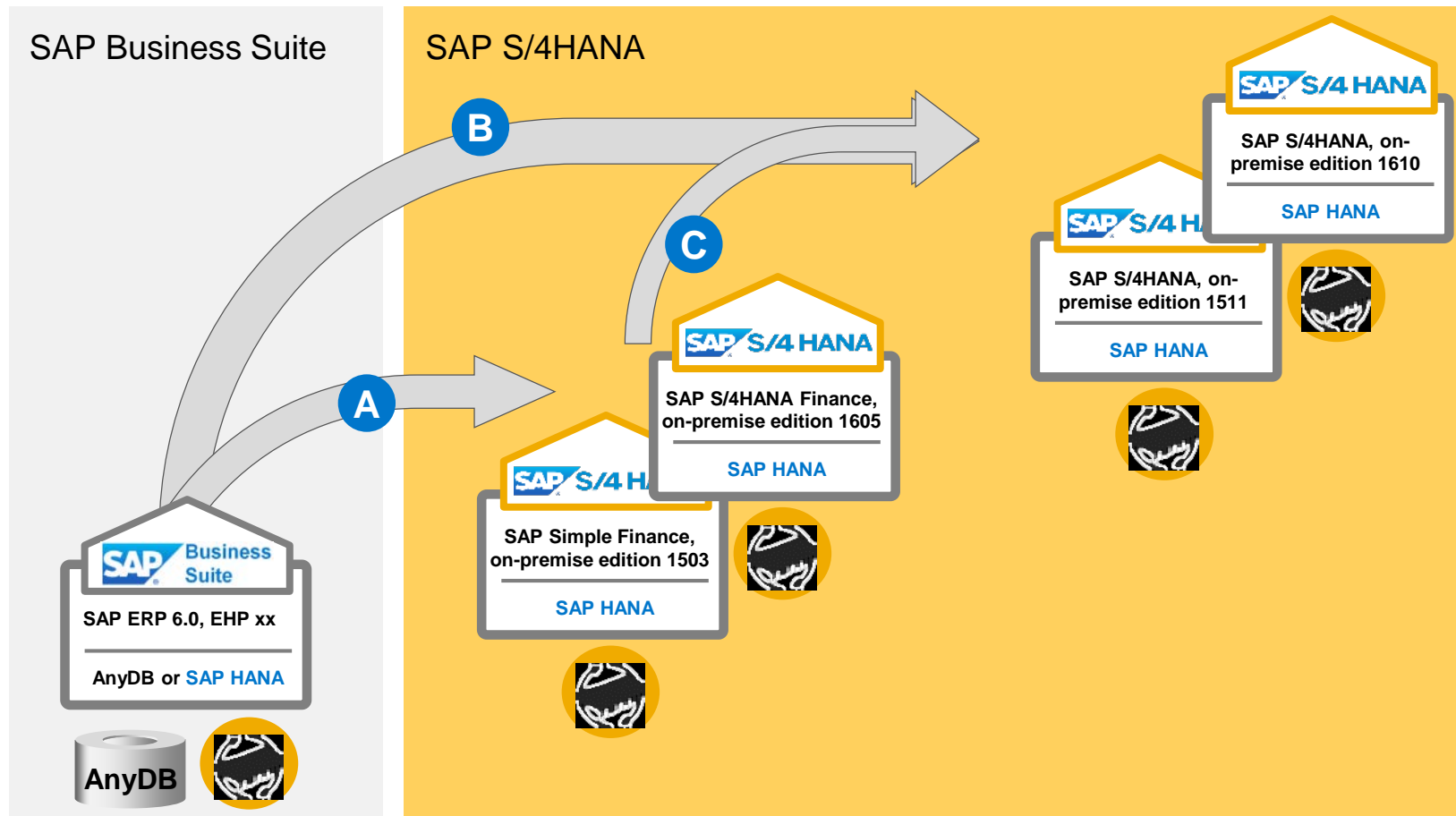
- *Example:* New or existing SAP customer implementing a new SAP S/4HANA system

SAP S/4HANA System Conversion – Process



SAP S/4HANA

System Conversion – Transition Paths Overview



- The transition to SAP S/4HANA does **not** require the source system to be already on SAP HANA DB
- SAP S/4HANA Finance is the first offering under the SAP S/4HANA product family
- The decision to go for SAP S/4HANA Finance should be based on the **business benefits**, but is **not a mandatory prerequisite** for any system conversion

System Conversion Scenarios (basically)

- A** **From** SAP Business Suite (ERP6.0, EHP xx, AnyDB or SAP HANA DB) **to** SAP S/4HANA Finance
- B** **From** SAP Business Suite (ERP6.0, EHP xx, AnyDB or SAP HANA DB) **to** SAP S/4HANA
- C** **From** SAP S/4HANA Finance **to** SAP S/4HANA

Note 1: For older SAP Business Suite releases or systems on Non-Unicode an additional step to SAP ERP 6.0 EHPxx is required.

Note 2: System has to be an AS ABAP-only system. Dual-stack systems (AS ABAP and AS Java combined in one system) are not supported for the conversion. If your system is as dual-stack system, you have to split it before doing the conversion.

SAP S/4HANA - Business Scenario Recommendations

Step 1

Visit the BSR Web site
www.s4hana.com



Step 2

Register for the report and upload your ERP system data



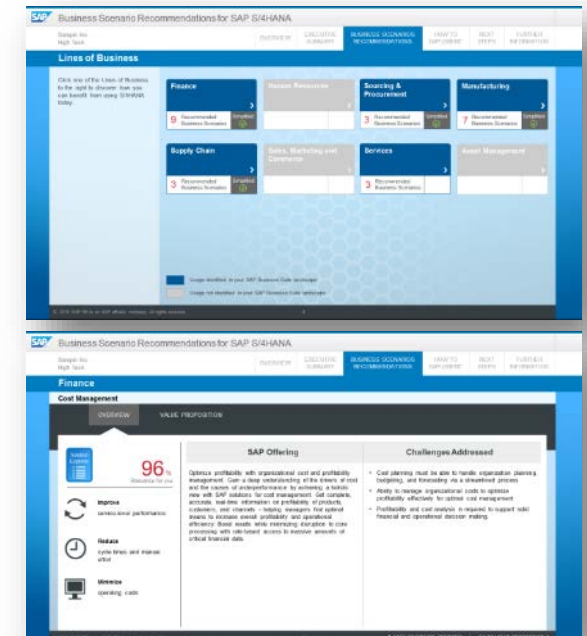
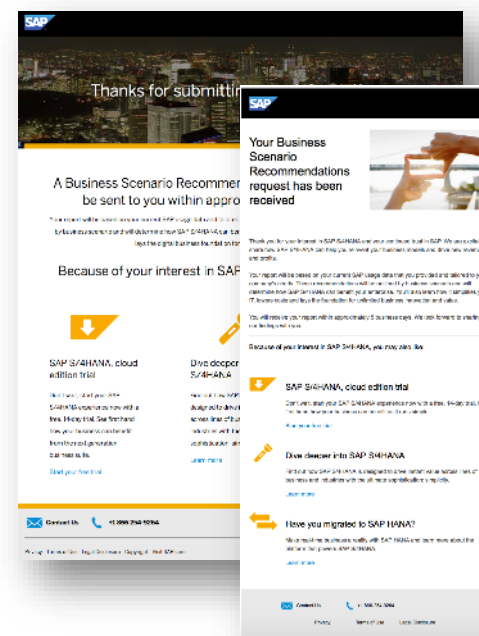
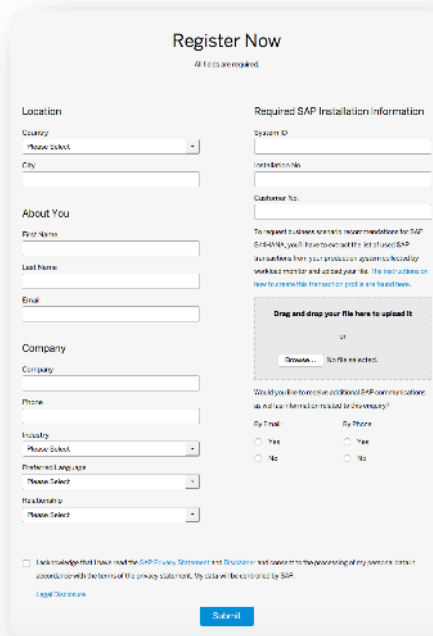
Step 3

Receive a **confirmation e-mail**



Step 4

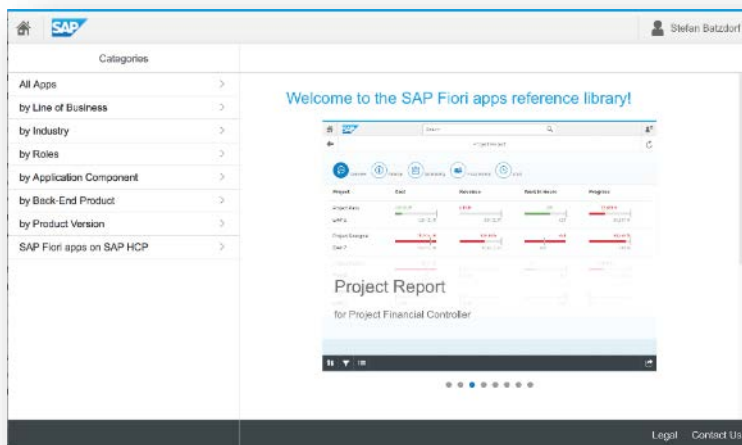
Have the report generated and delivered to the requestor and the customer's account executive within approx. five business days



SAP S/4HANA - Fiori Reference Library & Usage Analysis

Step 1

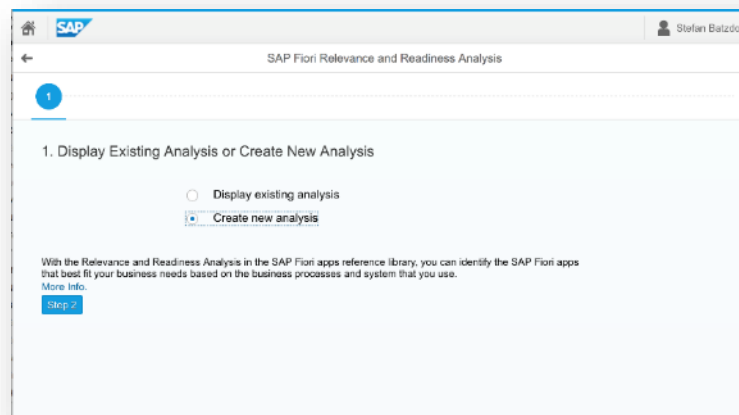
Visit the **Fiori Apps Library**
<https://fioriappslibrary.hana.ondemand.com/sap/fix/externalViewer>
and “*Click here to get a list...*”



Click here to get a list of SAP Fiori apps recommended for you based on your system usage. [Learn more.](#)

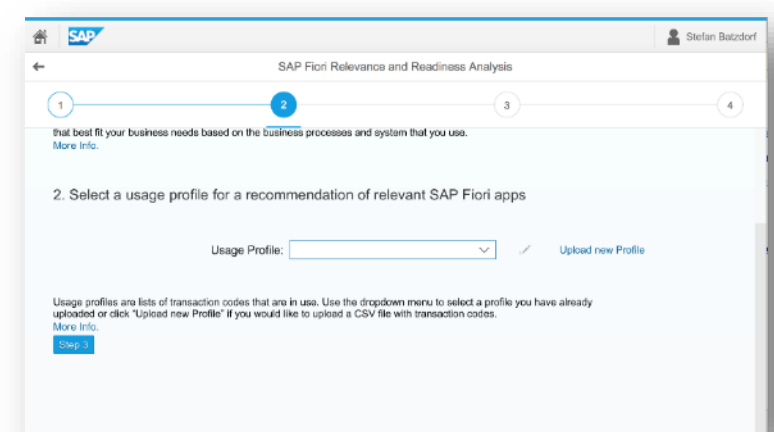
Step 2

Create New Analysis



Step 3

Upload your **System Usage Profiles** based on ST03N results and follow the steps...



- **Fiori App Library: analysis of used transactions (ST03N) and mapping to available Fiori UIs**
- **Answer questions: what are my most used transactions and how do I benefit from the available Fiori UIs?**

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