

# S/4HANA Conversion

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SVP | SAP Customer Evolution

**Protect** your investment in SAP ERP Central Component (SAP ECC) and fast-track your journey to SAP S/4HANA Cloud, private edition.

**Discover** how you can achieve these goals with guided approach, advanced tools, and personalized services provided by the SAP Customer Evolution Program.





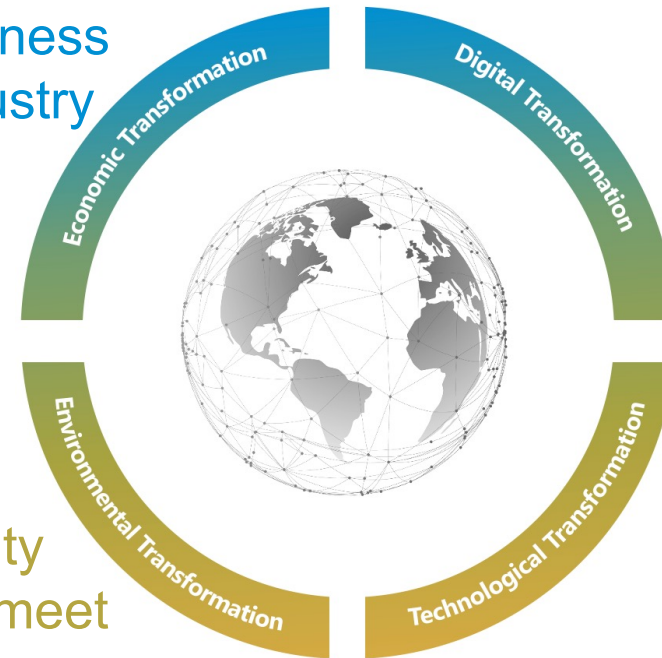


# Our customers challenges and imperatives

Enterprises need the agility to adopt new business models, gain efficiencies and transform mission-critical systems to drive sustainable growth

Adopt agile business models and industry disruption

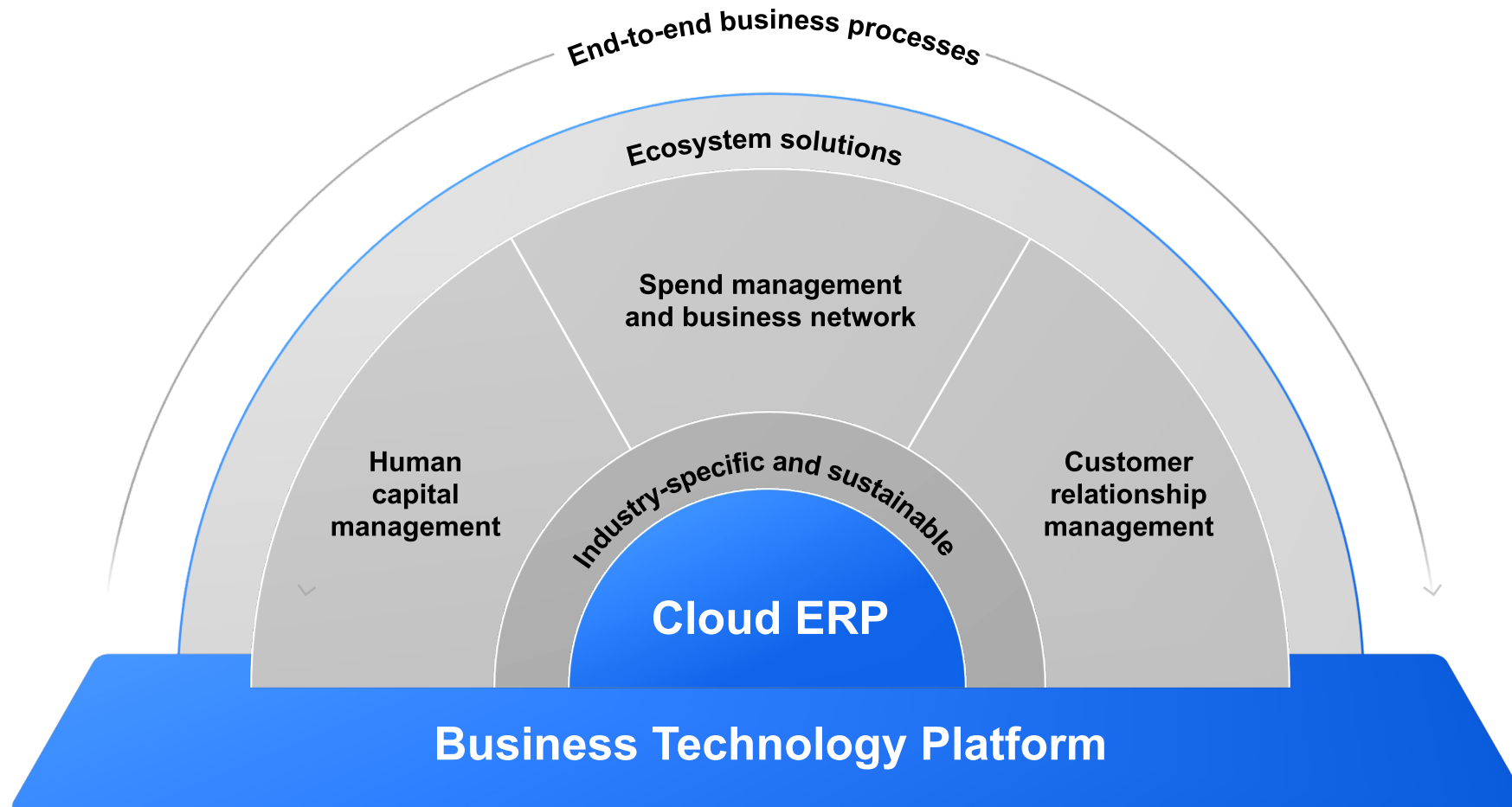
Drive efficiencies and manage complex digital journeys



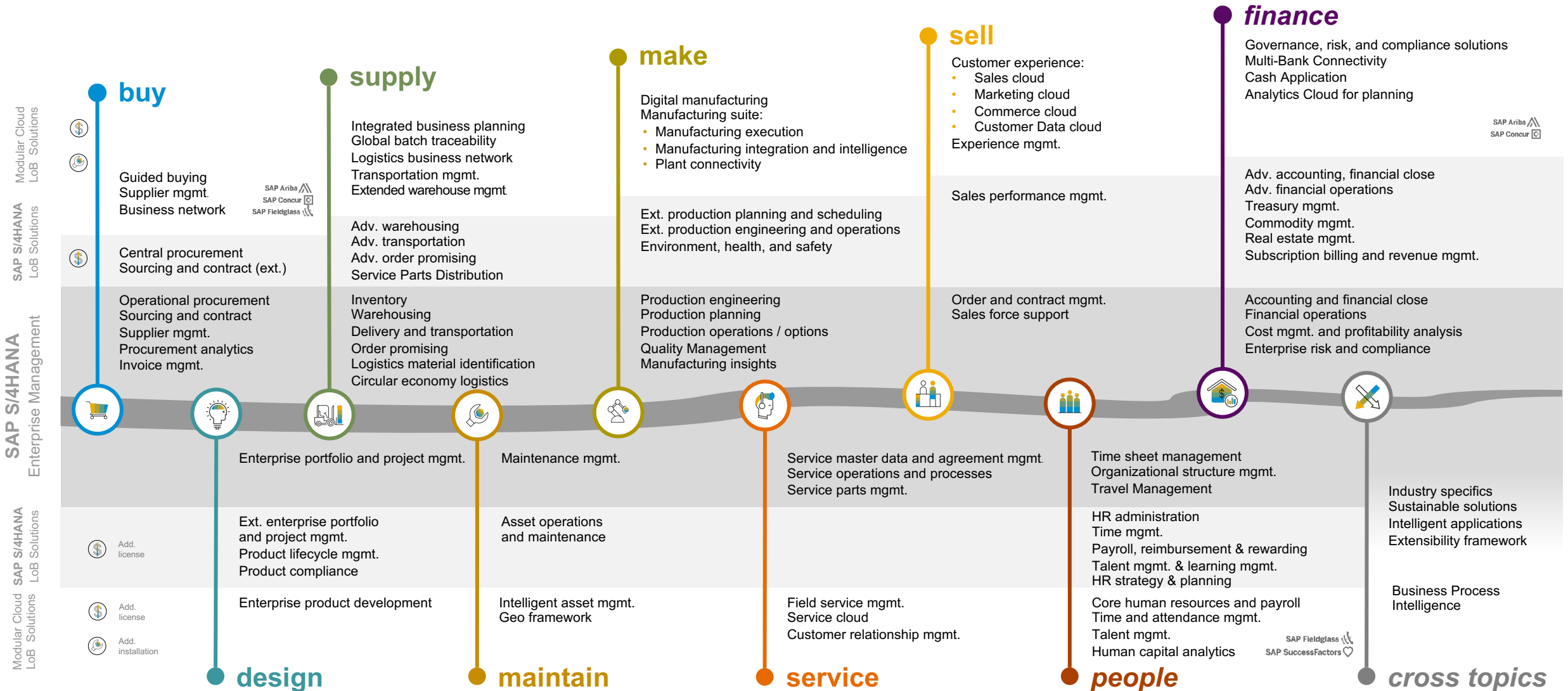
Drive sustainability imperatives and meet new regulations

Modernize technology and move to the cloud

# SAP's 2023 Product Strategy



# SAP S/4HANA Modular Application Portfolio (MAP)

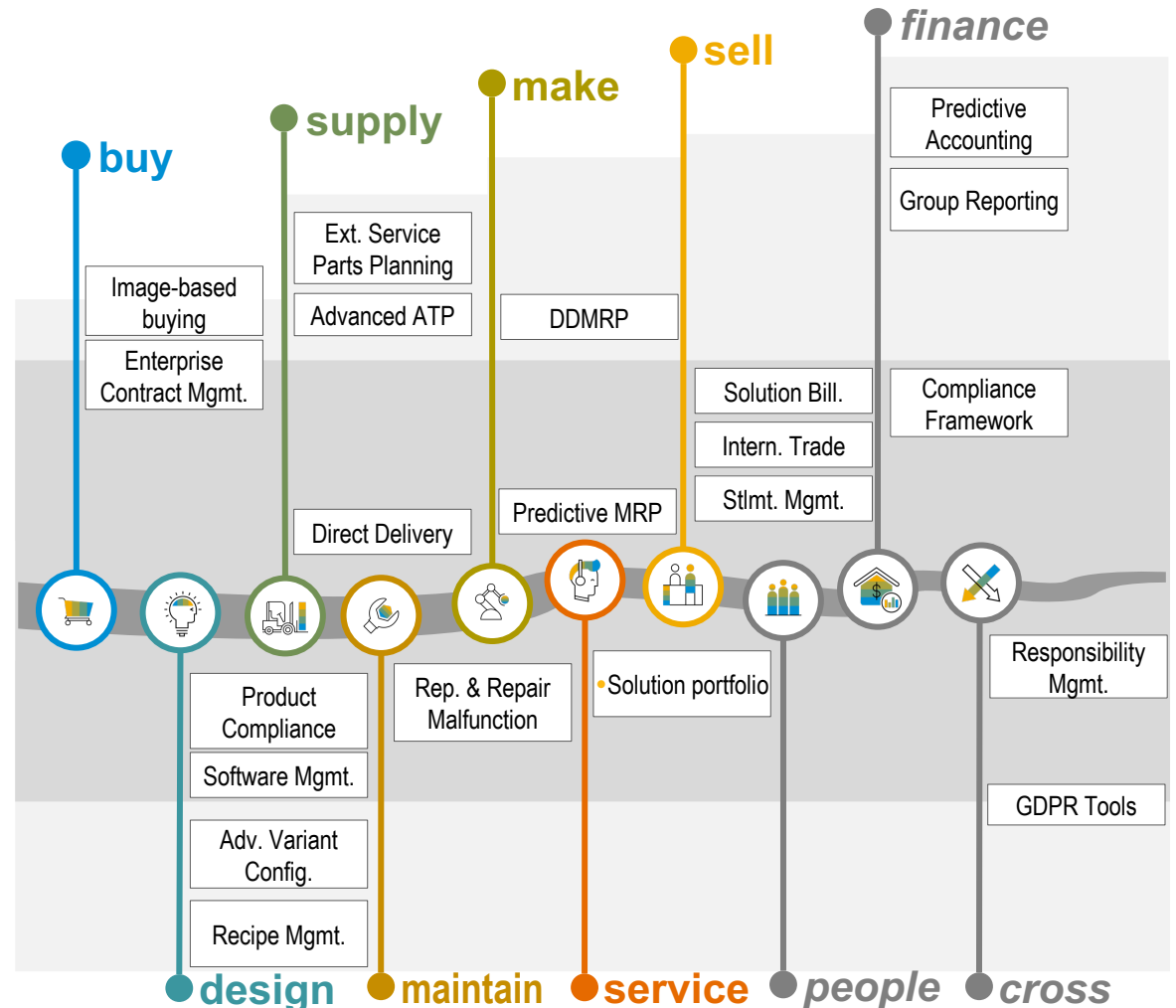




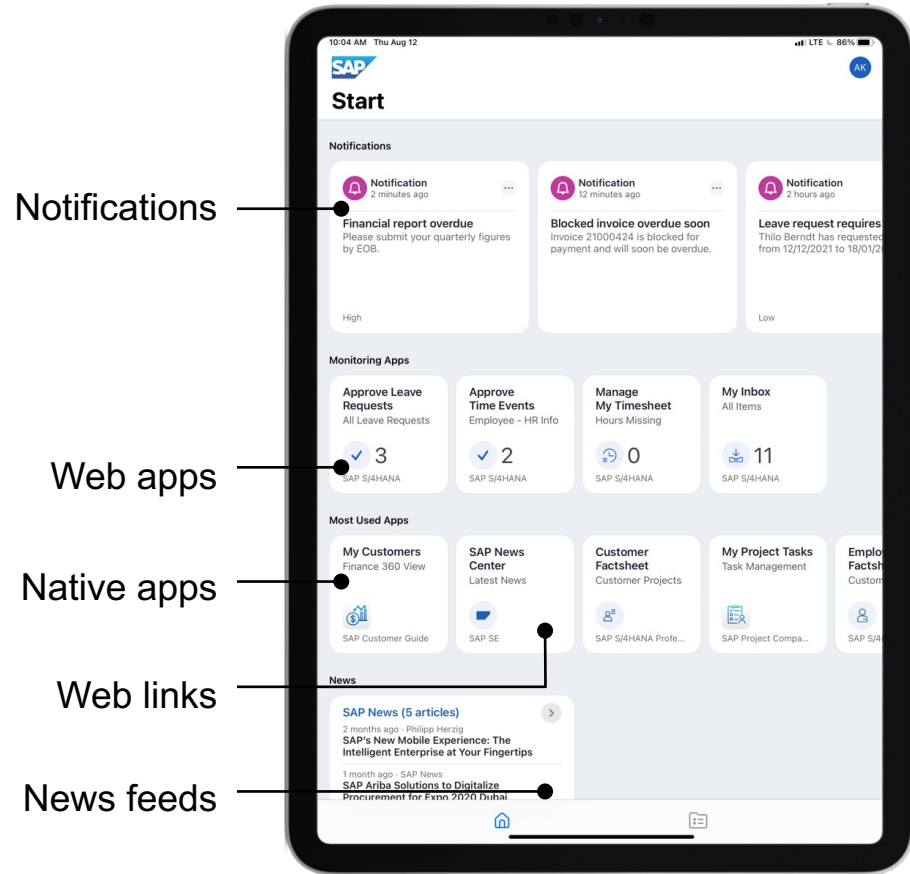
# New Business Processes in SAP S/4HANA driving business transformation

## Supporting the requirements of a digital economy

- capabilities for service-based business and the combination of tangible and non-tangible products
- supporting new industry trends like “contribution-based formulation” or “DDMRP”
- increased organizational flexibility with easy to manage framework
- new algorithms to support complex scenarios around the “unit of one”



# New Ways of Working with SAP S/4HANA



## Native Entry Point

- Instant **mobile access** to the Intelligent Enterprise Suite
- Native launchpad to access **native and web apps** mobile on iOS devices

## Deep UX Integration

- Spotlight search for **app content**
- Widgets to **monitor** important content
- Native notification to **react instantly**

## Tailored Content

- Maximized focus on role-specific topics through **persona-centric** content
- **Personalized** mobile User Experience



**Improve End User Productivity**



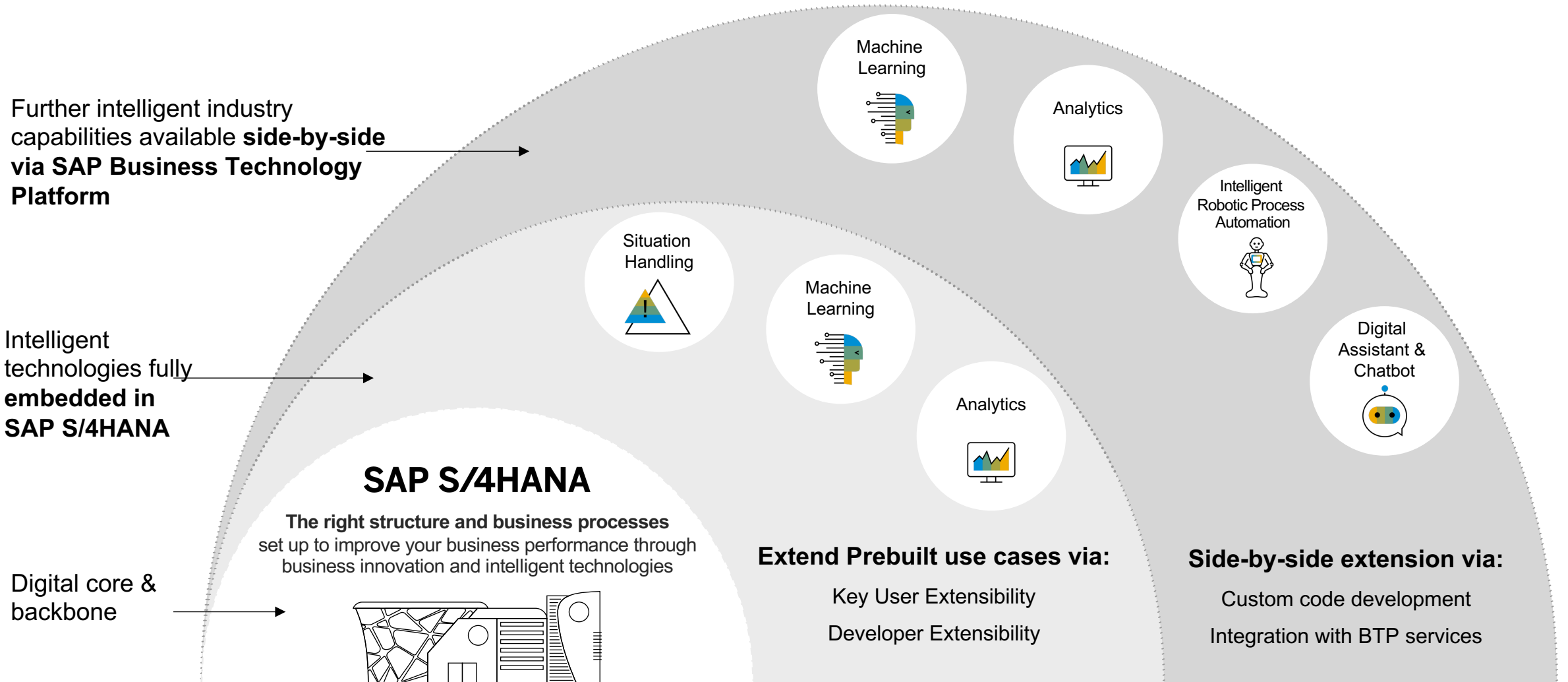
**Connect Anywhere**



**Set Up Easily**



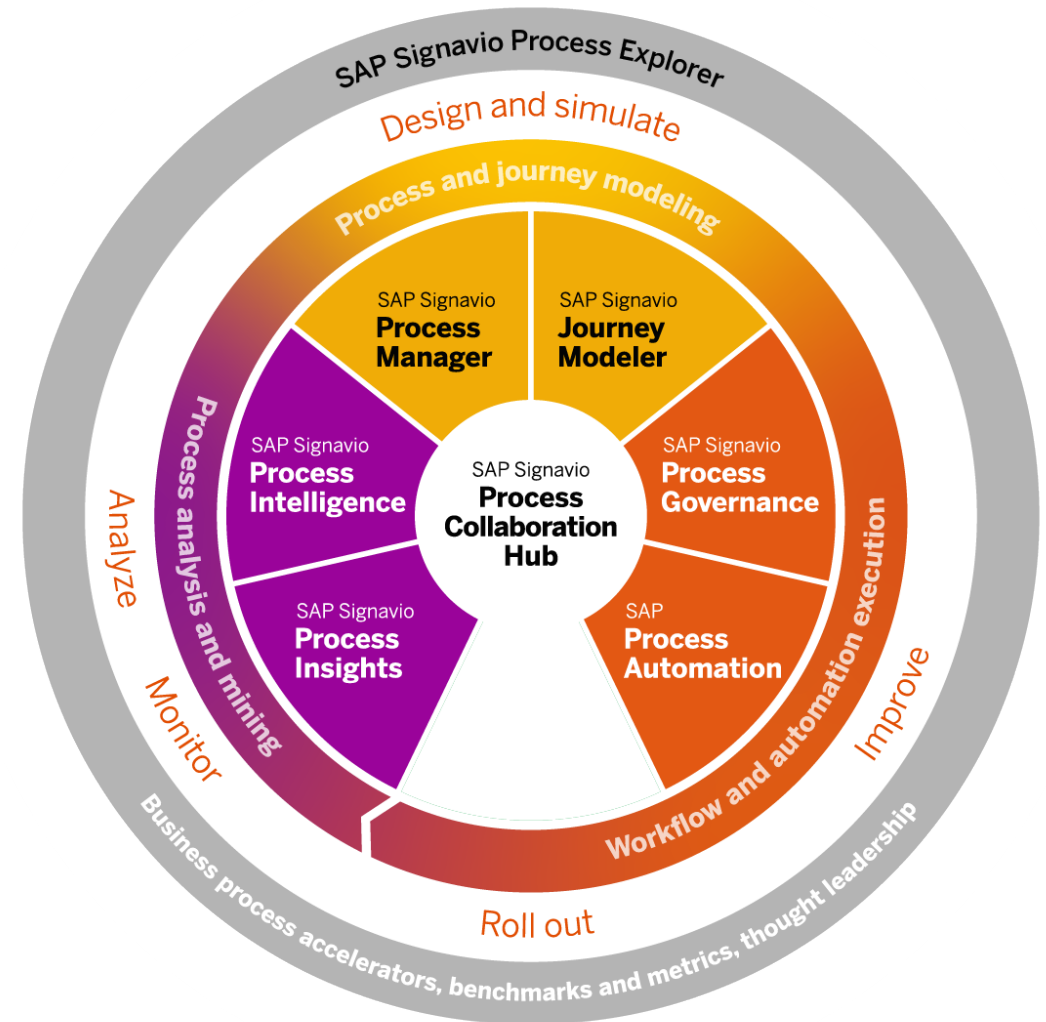
# SAP S/4HANA and SAP Business Technology Platform (SAP BTP)



# SAP Signavio Process Transformation Suite

## Our offering

A cloud-based  
**process management platform**  
that gives companies the ability to  
**understand, improve, and transform**  
**all their business processes**  
– fast and at scale





# Transform your business with best-in-class business processes, enabled by the cloud ERP

## SAP S/4HANA Drives Business Outcomes

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### Improve Top Line

#### KenGee Food

25% revenue growth due to improved process efficiency, 300% Increase in online revenue

[read more](#)

#### AGG

20% Increase in service revenue from new business models

[read more](#)

#### Grand Pharm

30% - 35% Increase in orders processed and shipped per day

[read more](#)

#### Penti

30% Increase in average basket value through smarter promotions

[read more](#)

### Improve Bottom Line

#### Volka Food

Reduced Production costs from 80% of operating expenses to 65%

[read more](#)

#### PharmaOverseas

30% cost savings over three years

[read more](#)

#### DRÄXLMAIER

€ 1.1 million reduction in inventory

[read more](#)

#### Bank of Montreal

\$ 5 million finance and operations capacity freed eliminating manual processes

[read more](#)

#### ICDAS

15% labor savings due to digitalized and automated processes

[read more](#)

### Improve Green Line

#### IDEI

60% Reduction in paper use, 72 tons CO2 footprint reduction

[read more](#)

#### Supreme Petrochem

50% reduction in data center footprint, helping shrink its carbon footprint

[read more](#)

#### Genera

40% reduction in risk due to human capital management process automation

[read more](#)

#### Erste Group

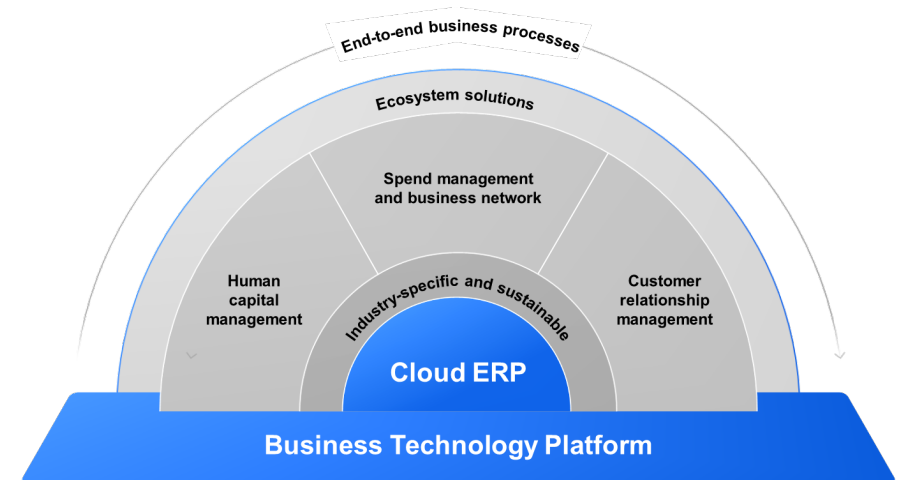
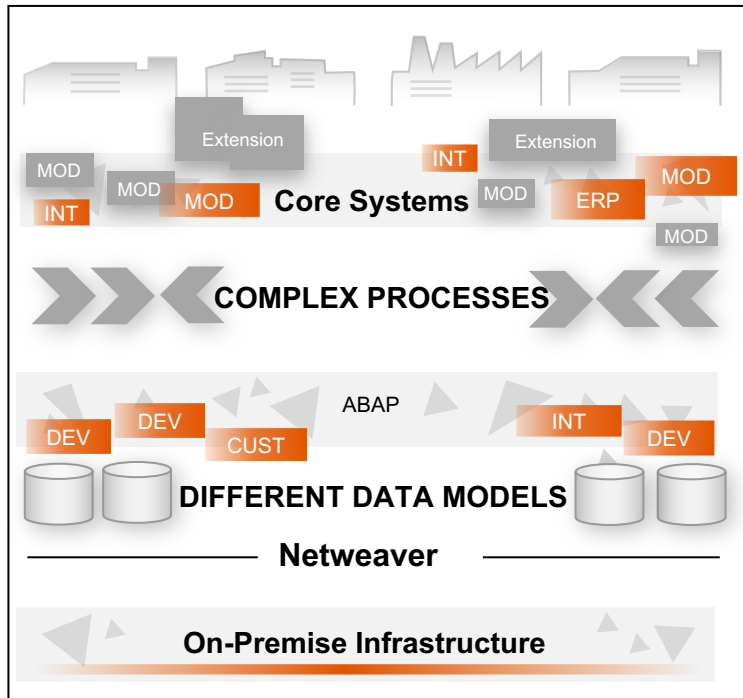
50% reduction in audit preparation effort excepted

[read more](#)

# Intelligent Sustainable Enterprise Transformation Journey

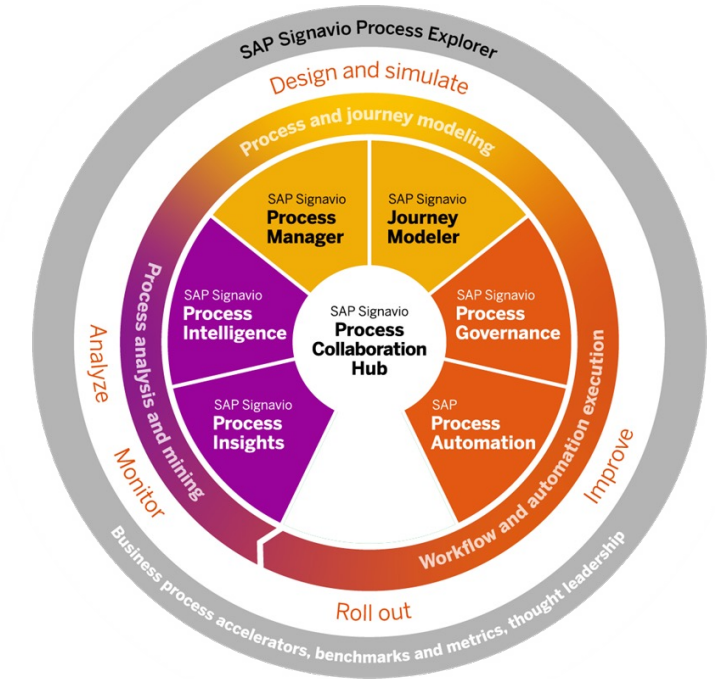
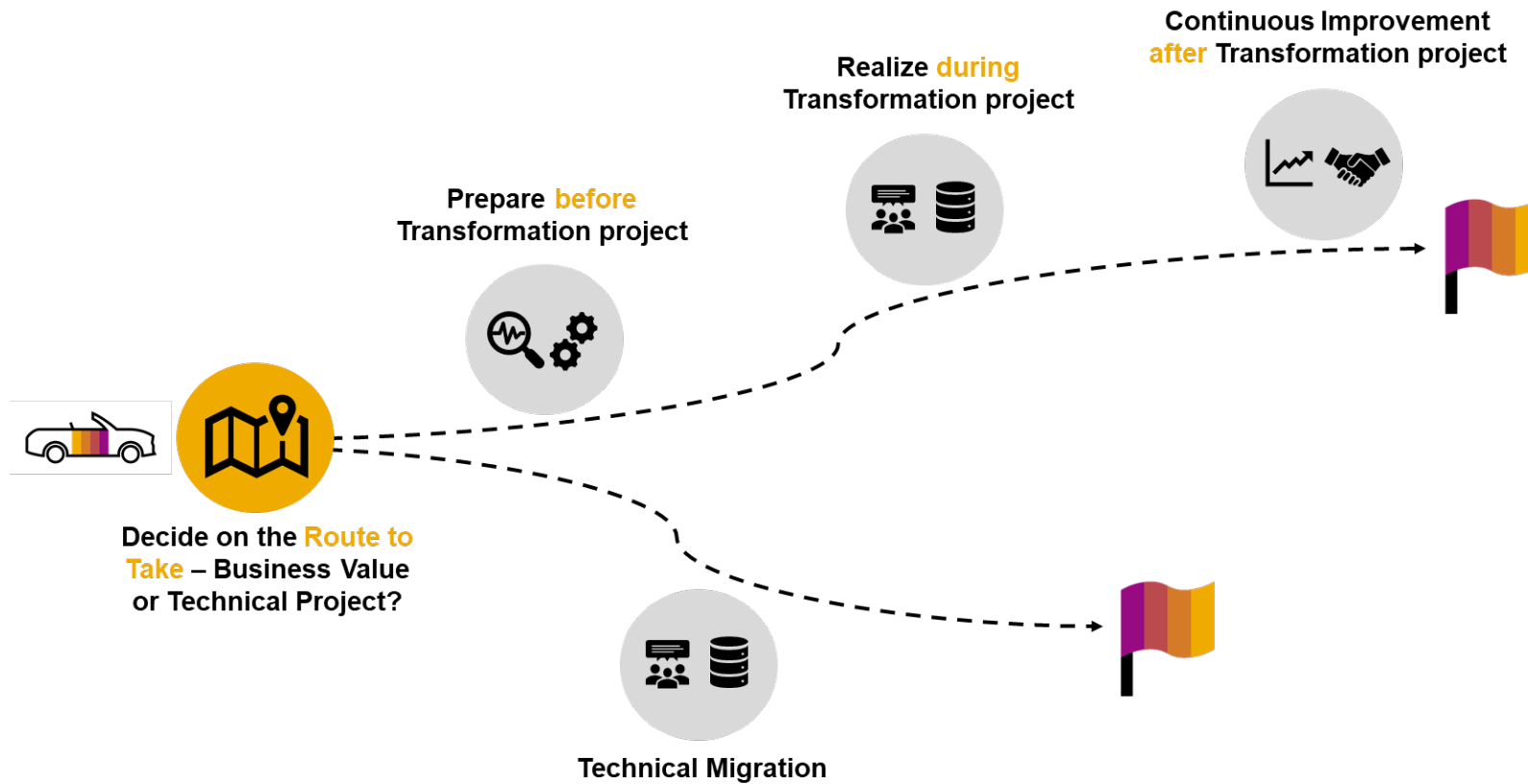
FROM A LEGACY ON-PREMISE LANDSCAPE...

...TO THE INTELLIGENT SUSTAINABLE ENTERPRISE



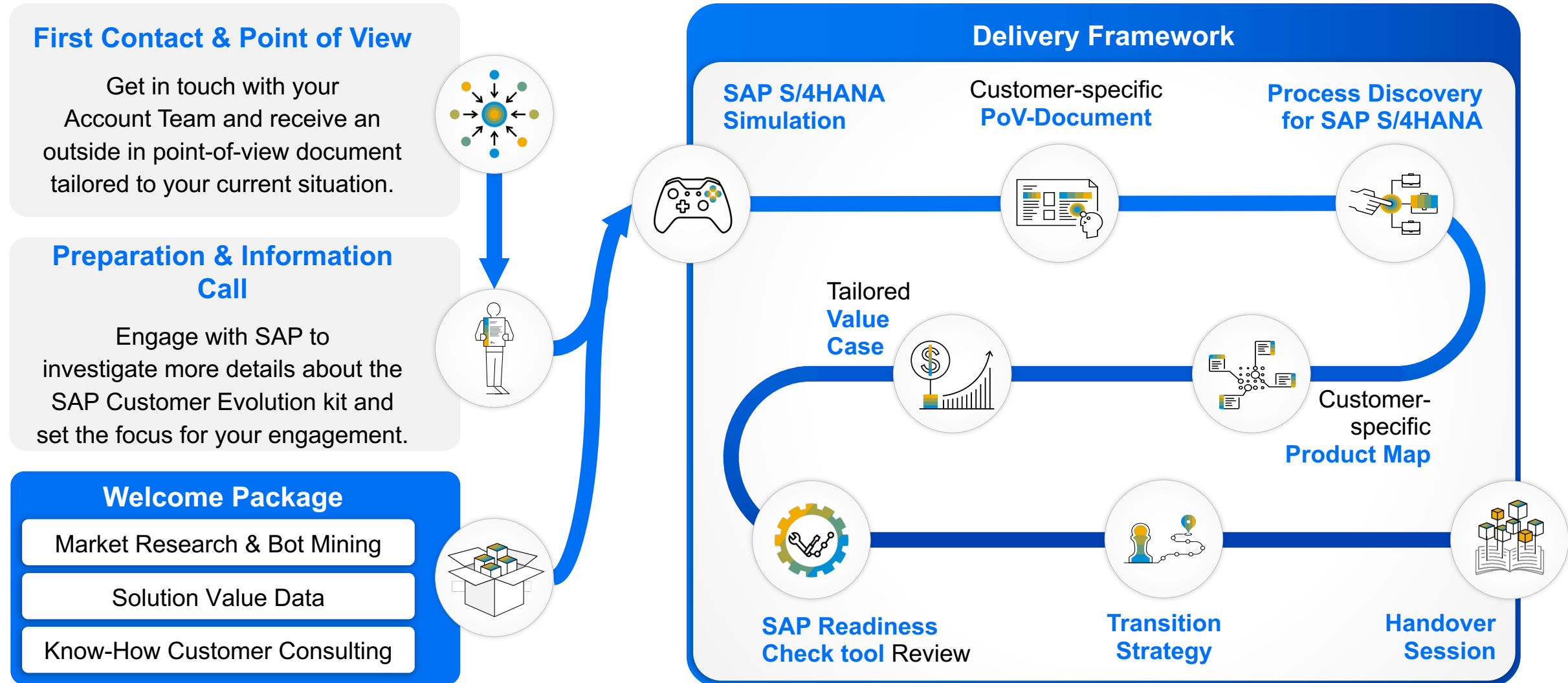


# Creating Business Value Starts **Business Process Optimization and Transformation**



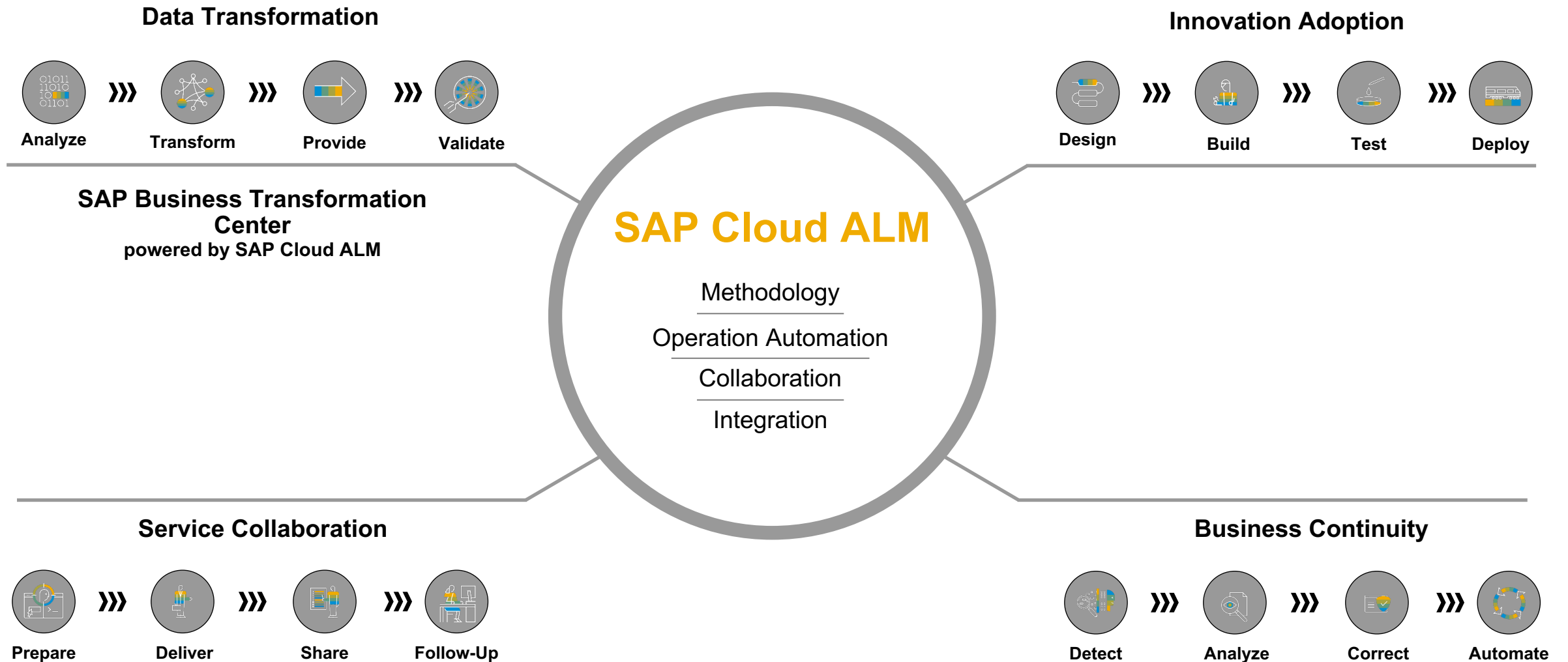
# SAP Customer Evolution Kit | The Journey Begins

Register for  
SAP Customer  
Evolution Kit

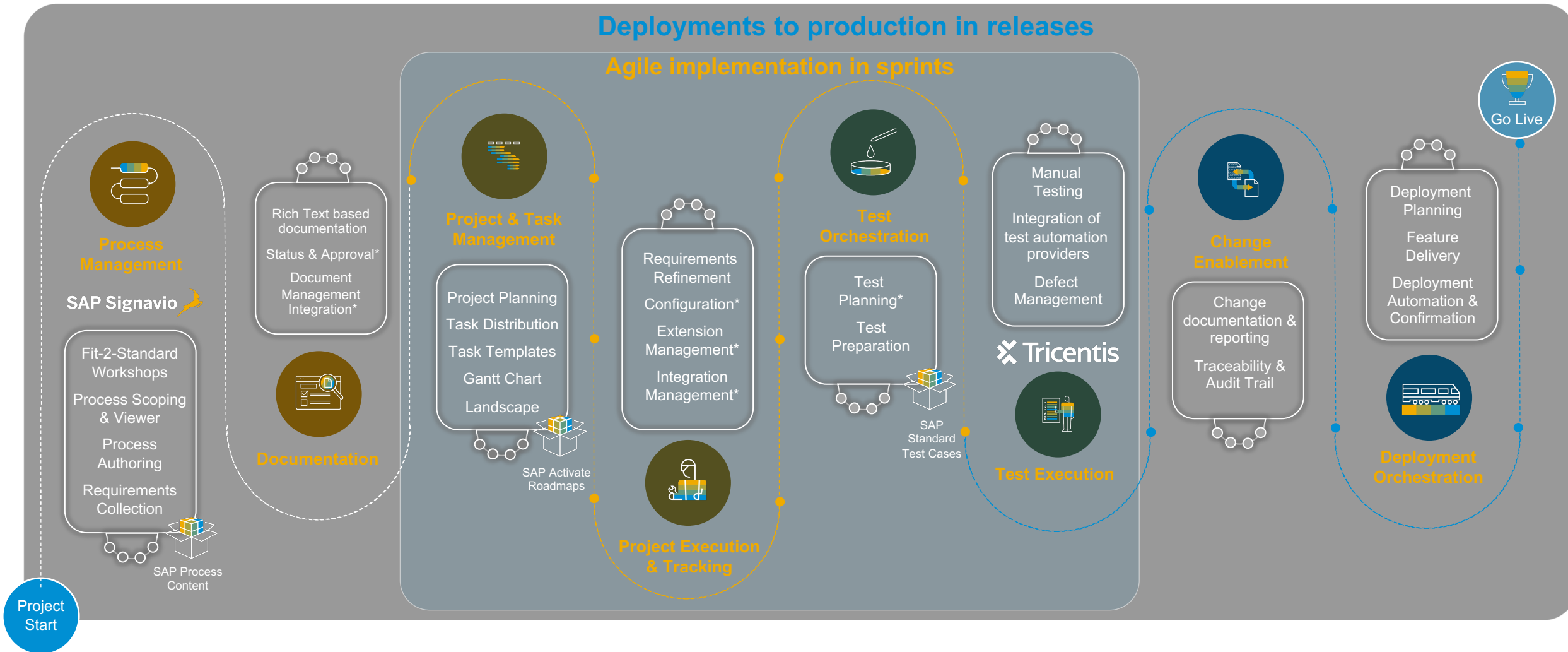




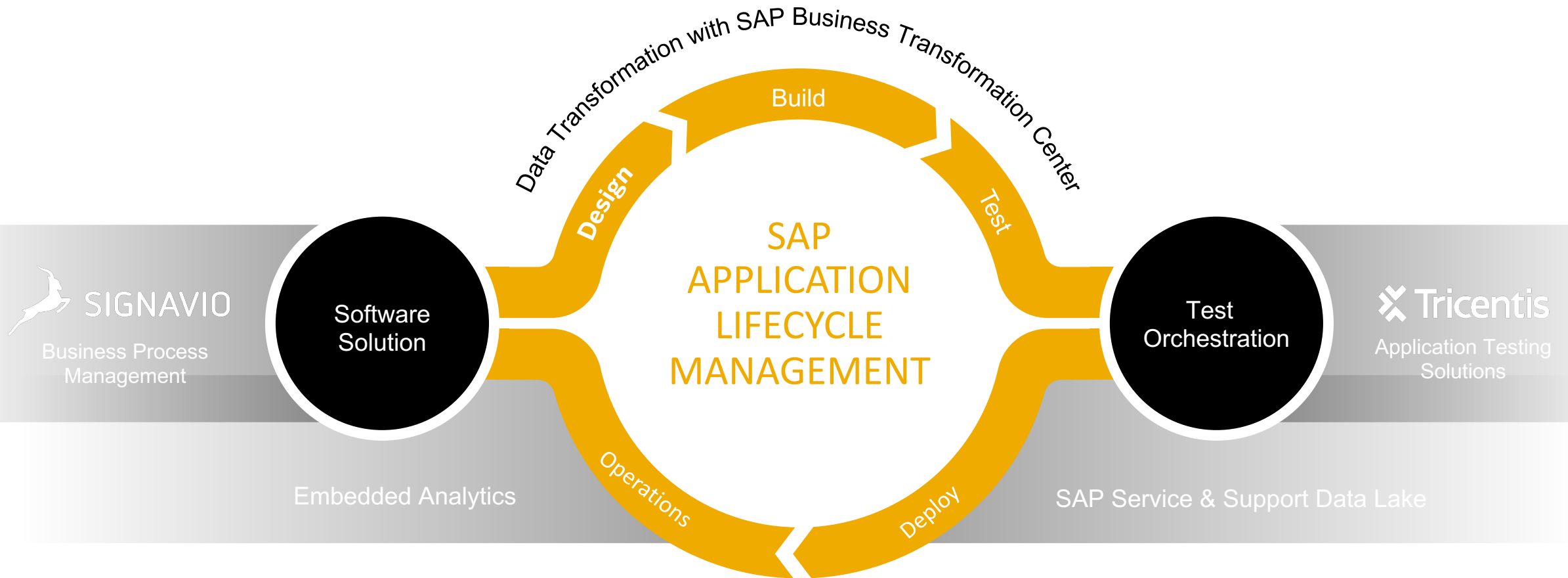
# SAP Cloud ALM - Summary



# Capabilities in detail



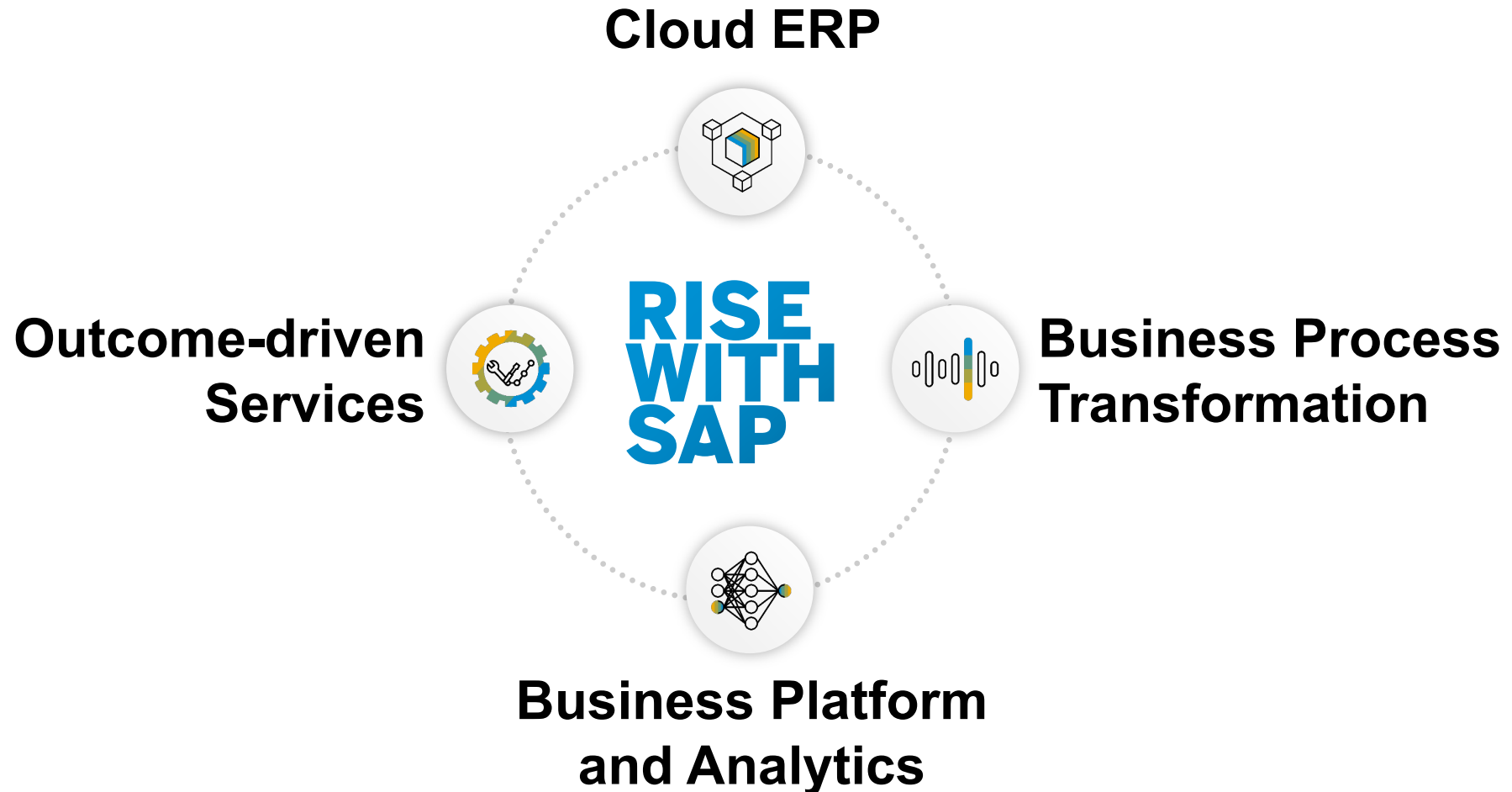
# Business Transformation Suite



One methodology and tool chain, one process hierarchy, best practices, E2E traceability and proactive support.



**RISE with SAP brings together the necessary components to help customers deliver on their digital transformations ...**



# Your Journey to the Intelligent, Sustainable Enterprise

## Identify your business goals, challenges, & opportunities

Growing business needs  
Complex system landscape  
Heavy custom modifications  
Non-centralized data management  
Process performance behind SAP industry benchmarks  
...

## Leverage & adopt SAP solutions for your strategy execution

Select the right SAP solutions based on your business needs & performance  
Partner with SAP and adopt the selected solutions through at your own pace

## Measure success & optimize and innovate with SAP solutions

Maximize your ROI and innovate with your SAP solutions to further achieve:

- ✓ **Accelerated value creation**
- ✓ **Reduced risks**
- ✓ **Optimized costs**
- ✓ **Growth & innovation**

## SAP Customer Evolution Program



**RISE  
WITH  
SAP**

Driving business innovation together



from **Integration of applications**

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to **Integrated processes**



from **General Intelligence**

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to **Intelligent processes**



from **Industry customization**

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to **Industry adaptation** based on next practices



# THANK YOU.

*We leave no installed base customers behind.*

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***SAP Customer Evolution***

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