

RISE WITH SAP

Business
Transformation
as a Service

FIS-AWV 2021

RISE PROGRAMM DER SAP
WO GEHT DIE REISE HIN?

Grafenrheinfeld | 27.09.2021



RISE WITH SAP – DER CONCIERGE-SERVICE DER SAP

ECC - 2027

S/4 - 2040

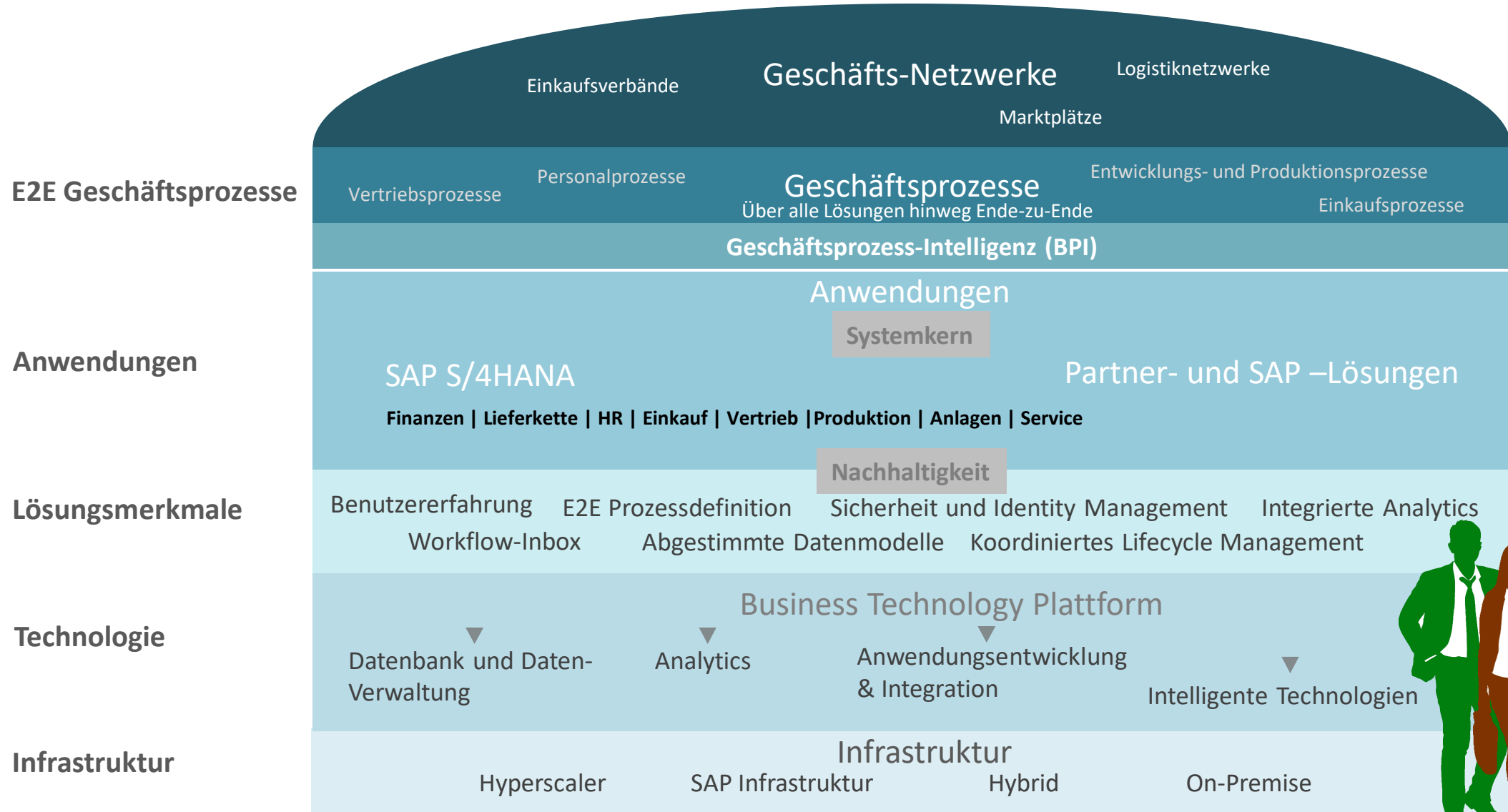
Business
Transformation
as a Service

**RISE
WITH
SAP**

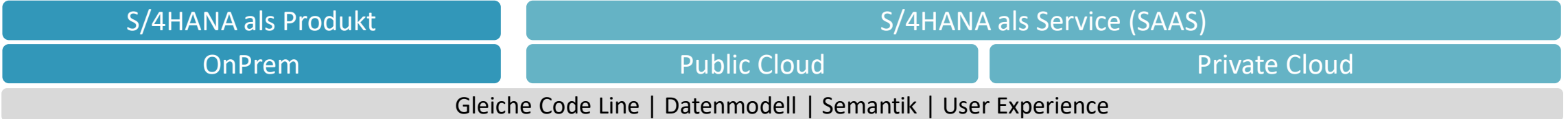
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SAP INTELLIGENT SUITE – DAS INTELLIGENTE UNTERNEHMEN



BETRIEBSMODELLE FÜR SAP S/4HANA



Hosting / Betrieb

- Betrieb des Systems beim Kunden oder bei einem Hostler wie FIS-ASP

Vertragsmodell

- Kaufmodell

Hosting / Betrieb

- Betrieb des Systems in der Cloud mit fest definierten Hyperscalern:
- Amazon Web Services, Microsoft Azure, Google Cloud, Alibaba

Vertragsmodell

- Subscriptionmodell



Systemcharakter

- Volle Kontrolle über Upgrade-Zyklen (Jährliches Major Release)
- Voller Funktionsumfang
- Umfassende Anpassungsmöglichkeiten und Nutzung von Add-Ons



Systemcharakter

- Automatisierte Updates
- Quartals-Releases
- Eingeschränkter Funktionsumfang und Anpassungsmöglichkeiten
- Hoher Standardisierungsgrad

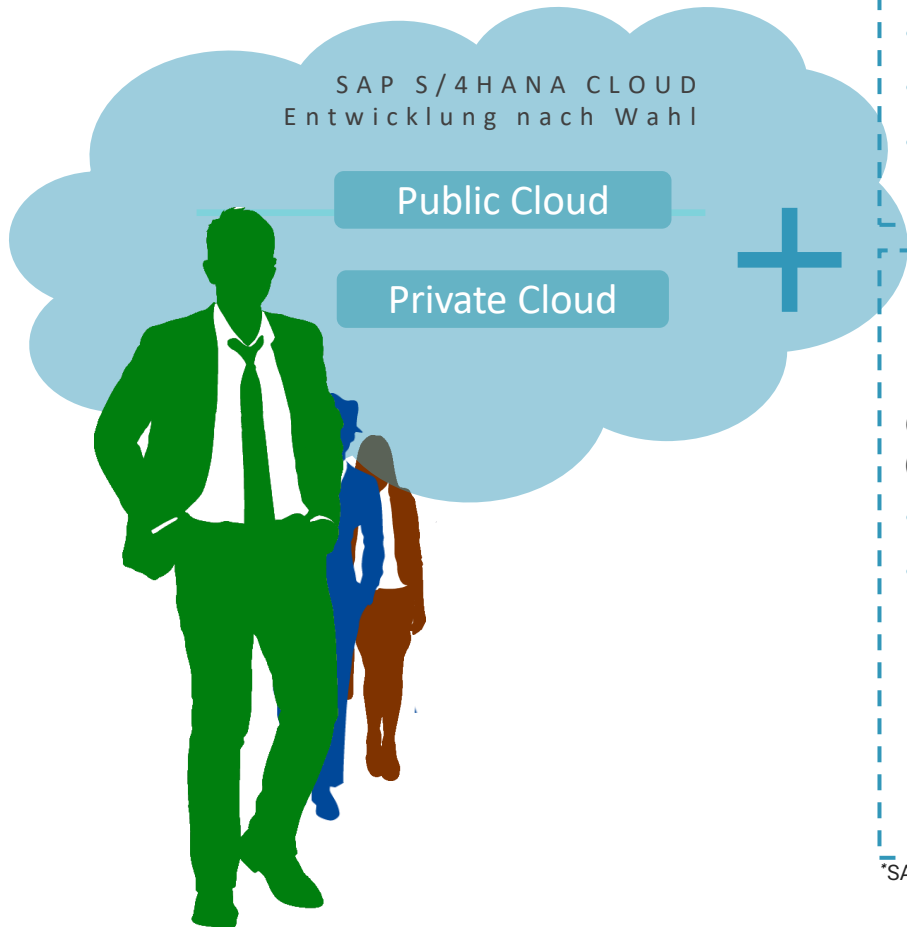


Systemcharakter

- Vorgegebene Update-Zeiträume
- 2 Releases / Jahr
- Voller Funktionsumfang
- Flexibilität einer Cloud Lösung
- Nutzung von Add-Ons möglich



RISE WITH SAP – DAS MODELL



TOOLS & SERVICES

Integrierte Services & Werkzeuge:

- Readiness Check
- Custom Code Analyzer
- Learning Hub



SAP BUSINESS PROCESS INTELLIGENCE Discovery Reports

- Identifizieren und implementieren Sie **Geschäftsprozessverbesserungen** durch Prozessanalyse
- **Prozessanalyse** auf Basis des Free Online One Time Report
- Erhalten Sie **maßgeschneiderte Empfehlungen**



SAP BUSINESS TECHNOLOGY PLATFORM Platform Services

Cloud Platform Enterprise Agreement Credits (CPEA)

- Zugriff auf alle unter CPEA verfügbaren Dienste
- Nutzung von Cloud-Punkten in der Public oder Private Cloud



SAP BUSINESS NETWORK Starter Pack*

Ariba Network – Digitalisierung des Einkaufs

- Startpaket mit 2.000 Dokumenten

Asset Intelligence Network – für Anlagen

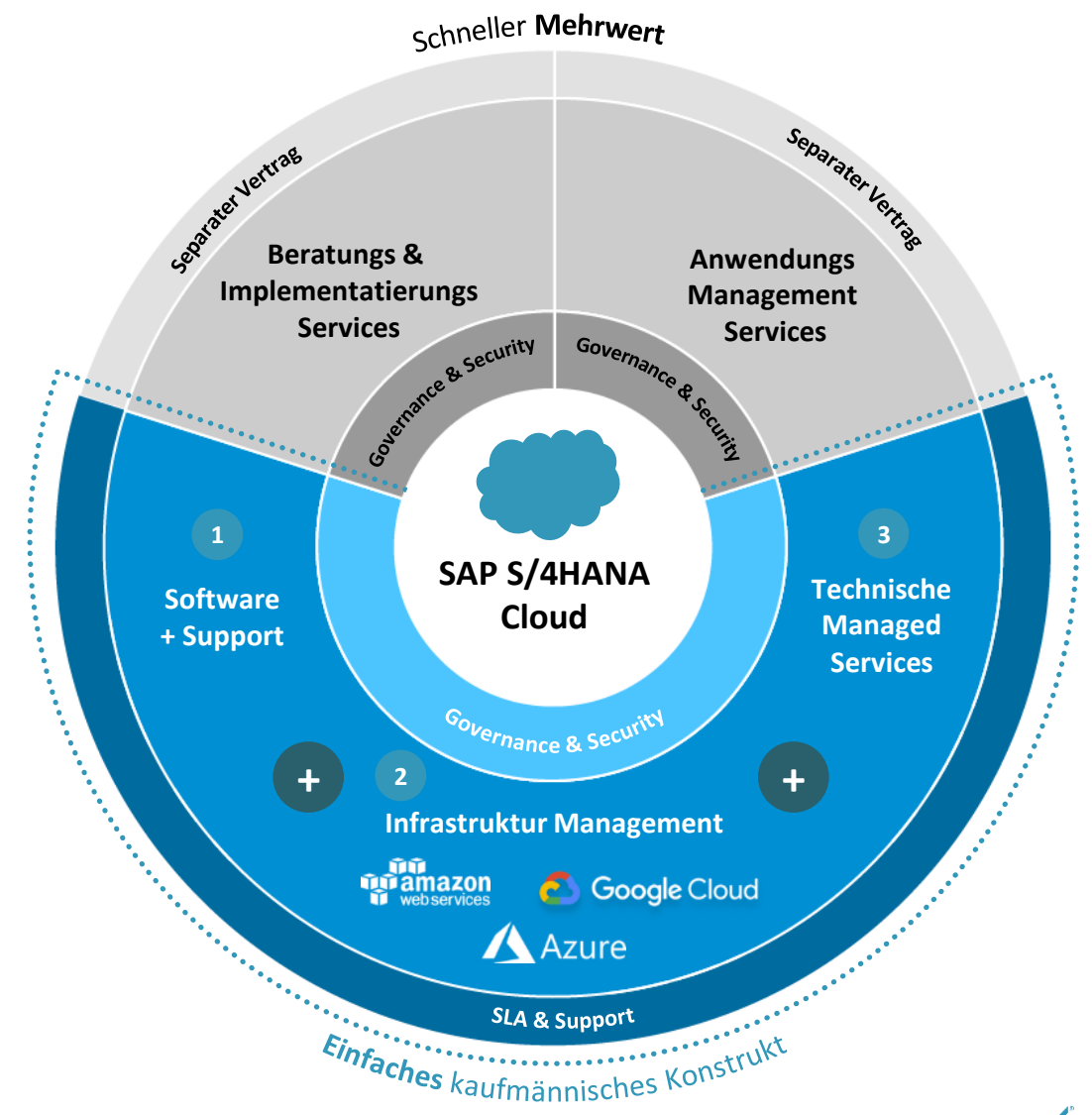
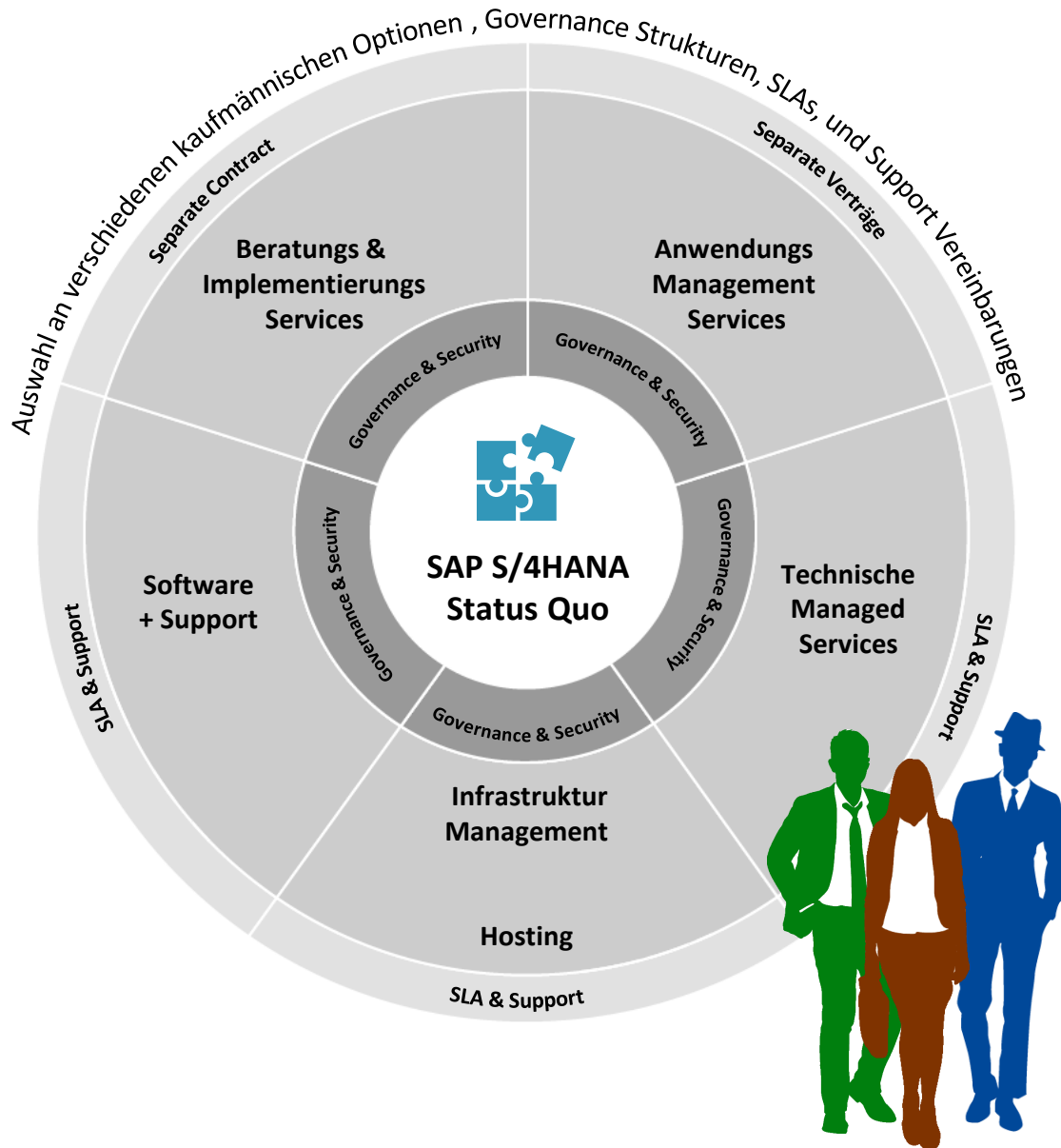
- Startpaket für 200 Equipments (Anlagen)
2 Connections und 10 Partner

Logistics Business Network:

- Zentraler Einstiegspunkt für Logistiktransaktionen
- Inklusive 1000 Dokumente und 2 Geschäftspartner

*SAP BTP- und Network Starter Pack Accelerator-Pakete werden bereitgestellt, sofern Kunden nicht bereits über die gleichen Lizenzen verfügen

EIN KOMPLETTANGEBOT: ERP, INFRASTRUKTUR UND TECHNISCHE SERVICES



IHRE VORTEILE

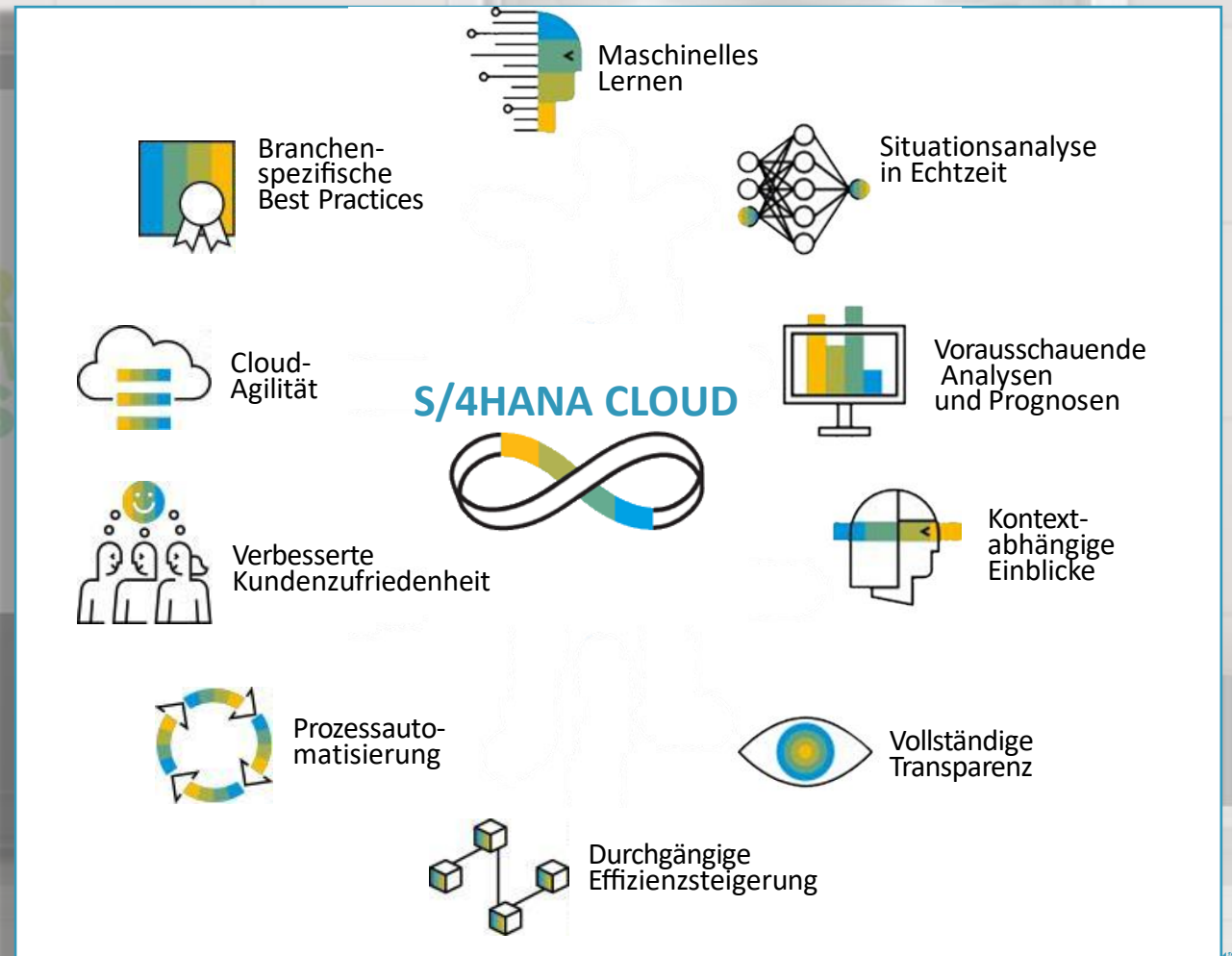
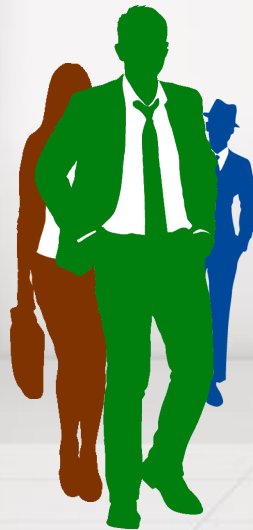
ECC - 2027

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CHANCEN UND VORTEILE DER SAP S/4HANA CLOUD AUF EINEN BLICK

Business
Transformation
as a Service

RISE WITH SAP



IHRE VORTEILE

VORTEILE VON RISE WITH SAP AUF EINEN BLICK

Business
Transformation
as a Service

RISE WITH SAP



- **Simple Modell:** Ein umfassendes Paket mit einem Service-Level-Agreement (SLA) – SAP ist der zentrale Ansprechpartner
- Mögliche **Anpassung der Gesamtbetriebskosten** durch Verwendung der Cloud-Technologien und der neuen Lizenzierungsmetriken
- Verbesserte Kostenkontrolle und –reduktion durch **angepasste Eigenkosten**
- Die Cloud-Technologie ermöglicht ein anpassbares und **skalierbares Betriebsmodell**
- Verlässliche IT-Sicherheit durch umfassende **Compliance-Maßnahmen**

RISE WITH SAP - FAZIT



RISE WITH SAP - FRAGEN



ECC - 2027

5/4 - 2040

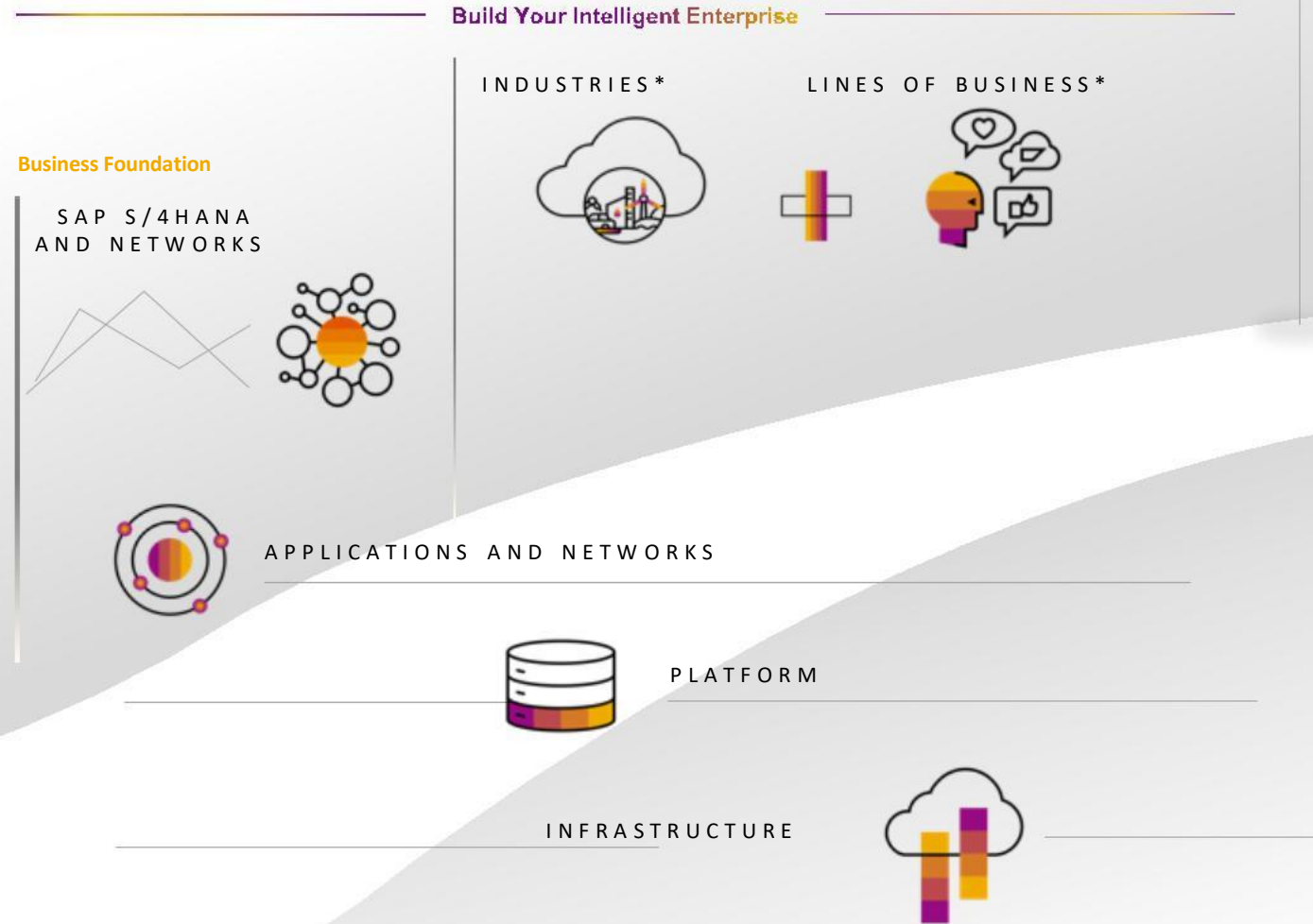
RISE
WITH
SAP

Business
Transformation
as a Service

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THEMENSPEICHER



*Customers can choose from five (5) industries (automotive, consumer products, industrial machinery and components, retail, and utilities) and two line-of-business (LoB) packages for transformation.

ECC Kunden

(with or without an active maintenance agreement)

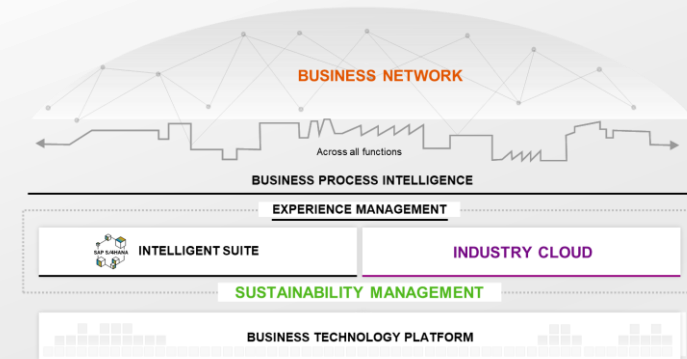
SAP S/4HANA

On-Premise Kunden (incl. shelfware and live)

Neukunden

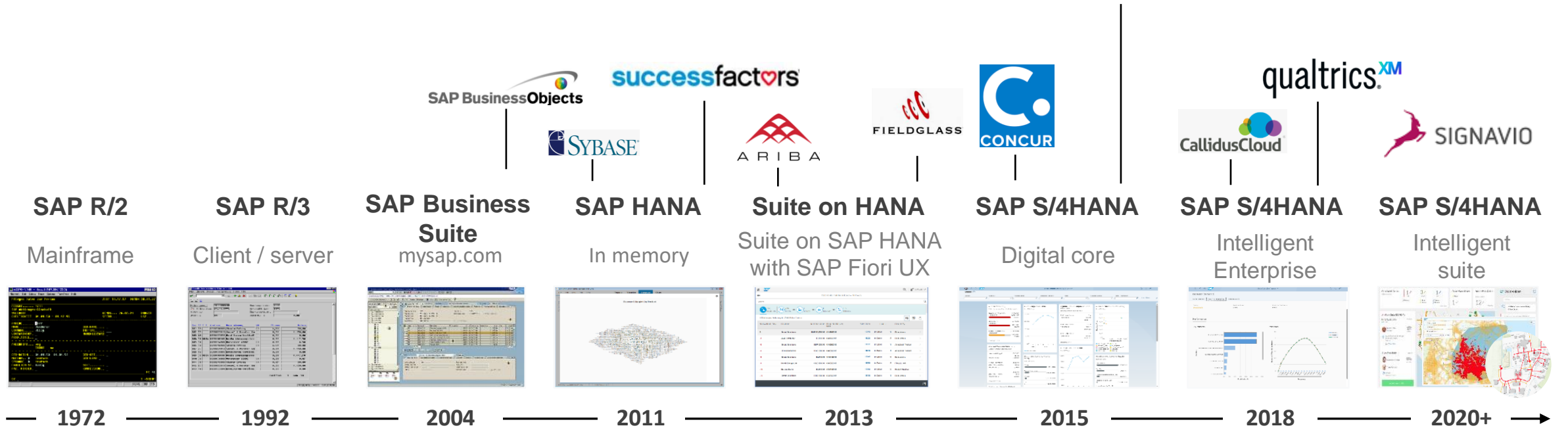
**RISE
WITH
SAP**

Business
Transformation
as a Service



RISE with SAP brings together everything you need to transform your business in the way that works best for you – regardless of your point of departure or how fast you want to move.

SAP'S REISE ZUR CLOUD



RISE WITH SAP: IHRE REISE ZUM INTELLIGENTEN UNTERNEHMEN

Unique start



ONE path



ONE goal

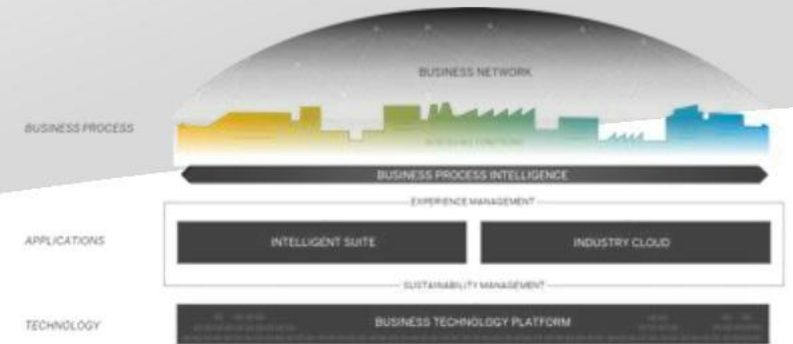
SAP ECC
Kunden

SAP S/4HANA
On-premise
Kunden

Neukunden

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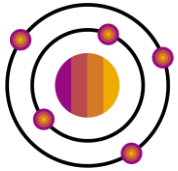
Business
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RISE with SAP brings together what you need to transform your business in the way that works best for you – regardless of your point of departure or how fast you want to move.

RISE WITH SAP: LEISTUNGSUMFANG

DIESE KOMPONENTEN BEINHALTET DAS RISE WITH SAP ANGEBOT



SAP S/4HANA CLOUD
Entwicklung nach Wahl

S/4HANA Public Cloud

oder

S/4HANA Private Cloud



TOOLS & SERVICES

Integrierte Services & Werkzeuge:

- Readiness Check
- Custom Code Analyzer
- *Learning Hub*



SAP BUSINESS
PROCESS INTELLIGENCE
Discovery Reports

- Identify and implement business process improvements through process analysis
- **Process Discovery** opportunities through [Free Online One Time Report](#)
- Receive tailored Recommendation



SAP BUSINESS TECHNOLOGY
PLATFORM
Platform Services

Cloud Platform Enterprise Agreement Credits (CPEA)

- **In der Public Cloud:**
Min 2k annual credit value, max cap 16K,
computed as 1% of annual net public cloud value
- **For Private Cloud:**
min 4k annual credit value, max cap 16K,
computed as 1% of annual net private cloud value



SAP BUSINESS NETWORK
Starter Pack*

Ariba Network

- Included: 2,000 documents

Asset Intelligence Network:

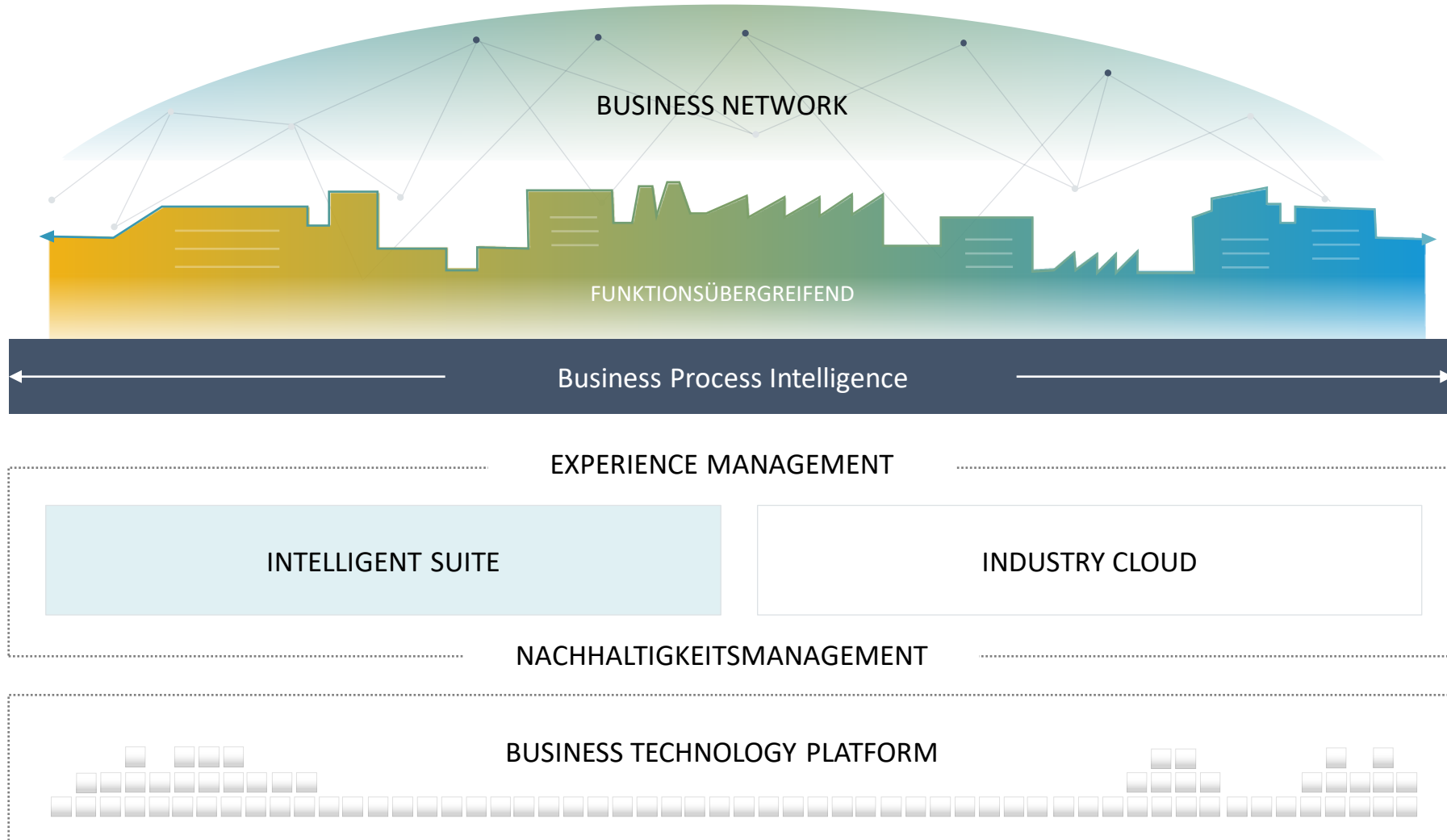
- Included: 200 equipment,
2 connections, and 10 partner portal invitees

Logistics Business Network:

- Included: 1000 documents and either (a) 1 Logistics Service Provider and one digital forwarder or (b) 2 Logistics Service Providers

*SAP BTP and Network Starter Pack Accelerator packages are delivered provided customers do not already have the same already licensed

DAS INTELLIGENTE UNTERNEHMEN: EIN KLARER WEG NACH VORN.



S/4HANA CLOUD UNTERSTÜTZT MULTI-CLOUD-SZENARIEN UND BIETET FÜR JEDE AUSGANGSSITUATION UNSERER KUNDEN DAS RICHTIGE ANGEBOT

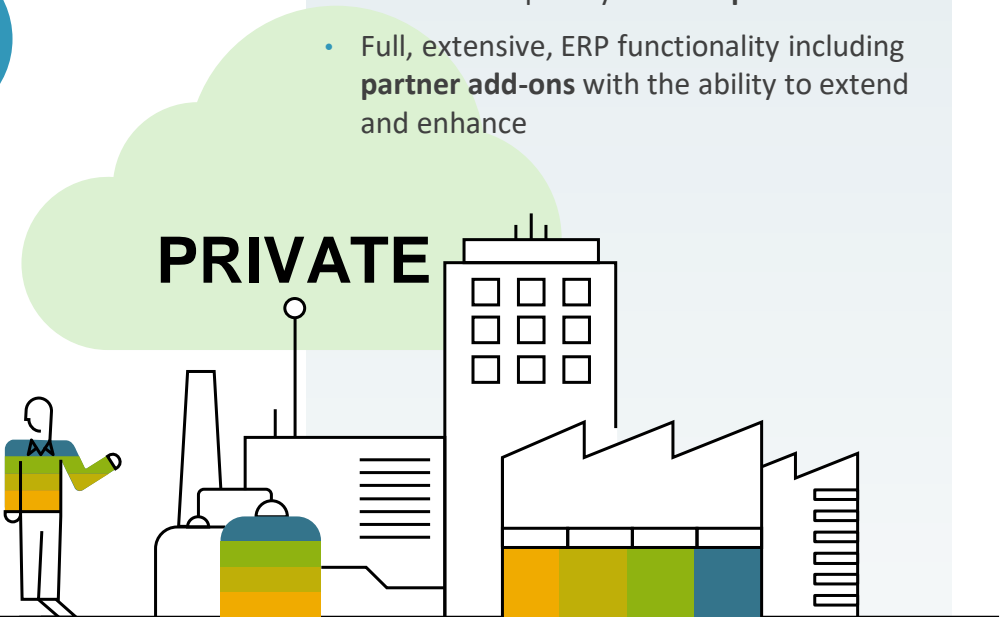
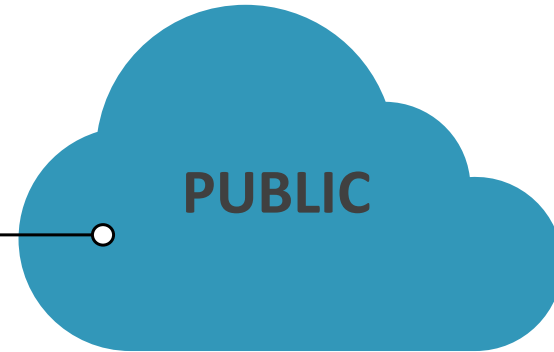
SAP S/4HANA Cloud

SAP offering...

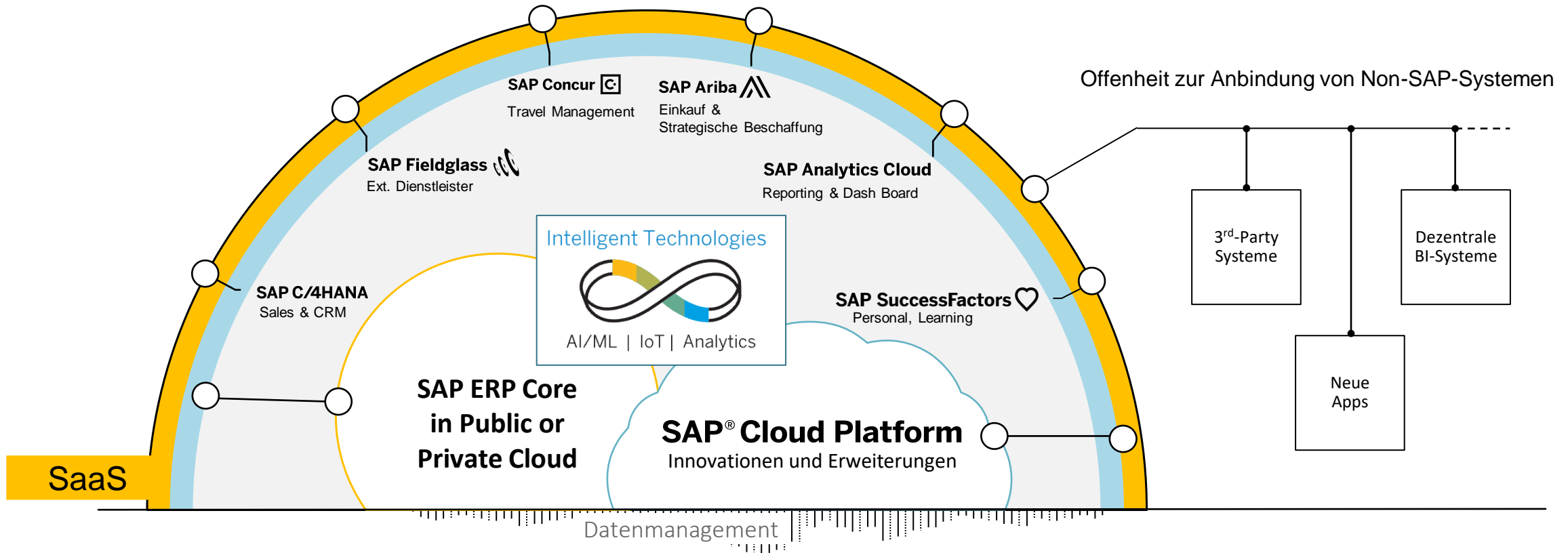
- A complete, modern, SaaS ERP solution with **full public cloud benefits**
- The **fastest path** to innovation and the lowest TCO
- A **clean Cloud ERP** solution without converting old/legacy ERP processes and configurations
- To reimagine business processes and take advantage of **standardized** best practices

SAP offering...

- A **rapid conversion** of their existing SAP ERP/ECC environments to a modern, Cloud-based architecture
- Full Enterprise Management scope as **subscription** and low TCO from **cloud economics**
- SaaS landscape at your **own pace**
- Full, extensive, ERP functionality including **partner add-ons** with the ability to extend and enhance



SAP INTELLIGENT ENTERPRISE – DIE PERFEKTE INTERAKTION



Building YOUR Intelligent Enterprise

RISE with SAP Modular Cloud ERP

**RISE
WITH
SAP**

Business
Transformation
as a Service

SAP S/4HANA Cloud
(public or private)



SAP
Business
Technology
Platform



Premier Value

Guided Journey

Simplified
Engagement

SAP Business
Network
Starter Pack



Flexibility to
choose
infrastructure
provider



Business
process
intelligence
(BPI)



Custom Code Migration,
SAP Readiness Check,
SAP Cloud ALM,
SAP Enable Now,
SAP Learning Hub



SAP Identity
Access
Governance



SAP Ariba
Guided Buying
For S/4HANA



SAP
SuccessFactors
Employee
Central

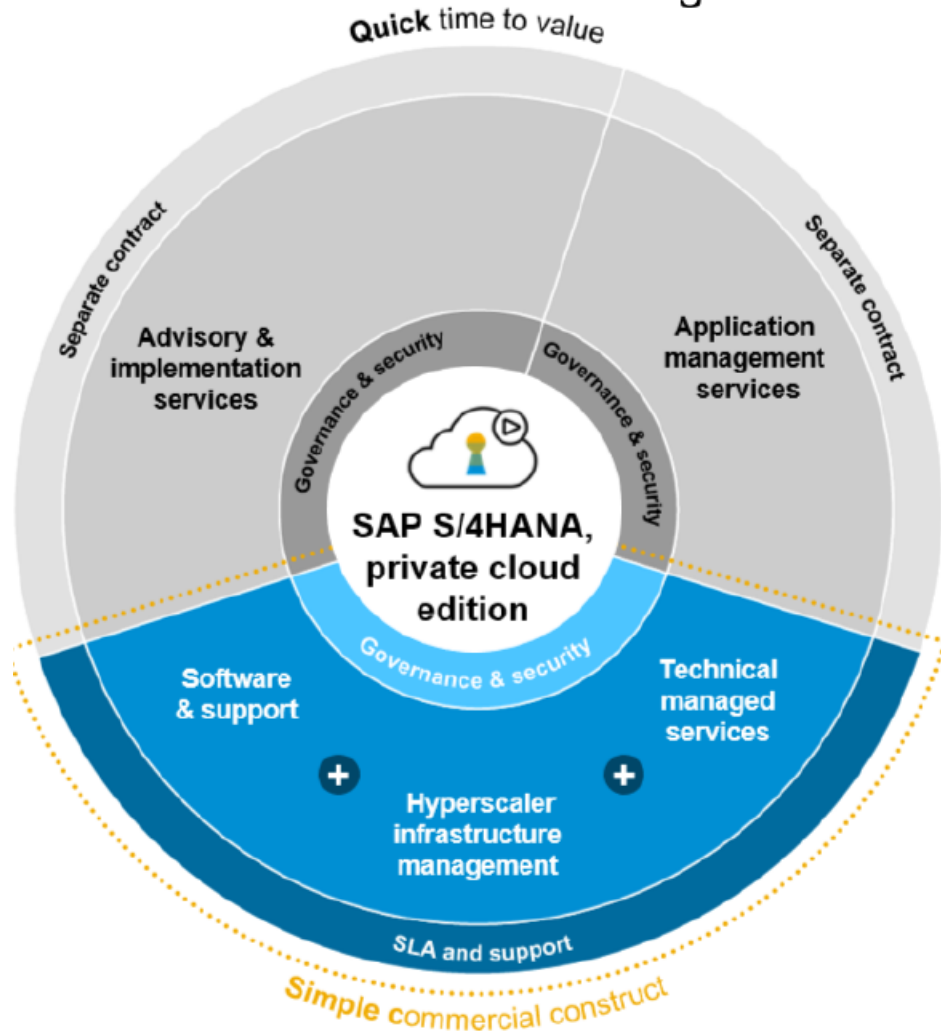


SAP Analytics Cloud



SAP S/4HANA, private cloud edition

Vorteile / Zuschnitt der Lösung



Business benefits



- **Full scope** of SAP S/4HANA scope incl. LOB and industry processes, supporting 25 industries
- Wide range of defined **partner add-ons**
- **64 Country/Region versions** in 39 languages

Strategic benefits



- **System conversions** and brownfield migrations into the cloud
- Application and technical operations out of **ONE hand**
- **Safeguarding** prior investments into SAP systems

Technical benefits



- Access to SAP S/4HANA **Extensibility Framework**
- Code enhancement and **code modifications**
- **Expert configuration** (full IMG access)

Operational benefits



- **Resilience and TCO** of hyperscaler infrastructure
- **Technical managed services** done by SAP

FAZIT



**VIELEN DANK
FÜR IHRE AUFMERKSAMKEIT!**