

# RISE with SAP and the Impact on SAP S/4HANA

Damien Johnson— December 2<sup>nd</sup> , 2021

THE MOST TRUSTED INDEPENDENT  
INFORMATION SOURCE FOR SAP  
ENTERPRISE SOFTWARE CONTENT

SAPINSIDER COMMUNITY  
500,000+ STRONG



# Damien Johnson



**Damien Johnson is currently serving as Chief Architect for the Global Customer Success Organization, where he works within the Global RISE with SAP team, to ensure the entire SAP eco-system leverages the available technology and process to drive business outcomes. He works with all the major partners from global service providers, cloud service providers and independent software vendors to help develop architecture constructs that help SAP customers, to most effectively leverage the assets from all providers in a complementary fashion.**

# What we will cover

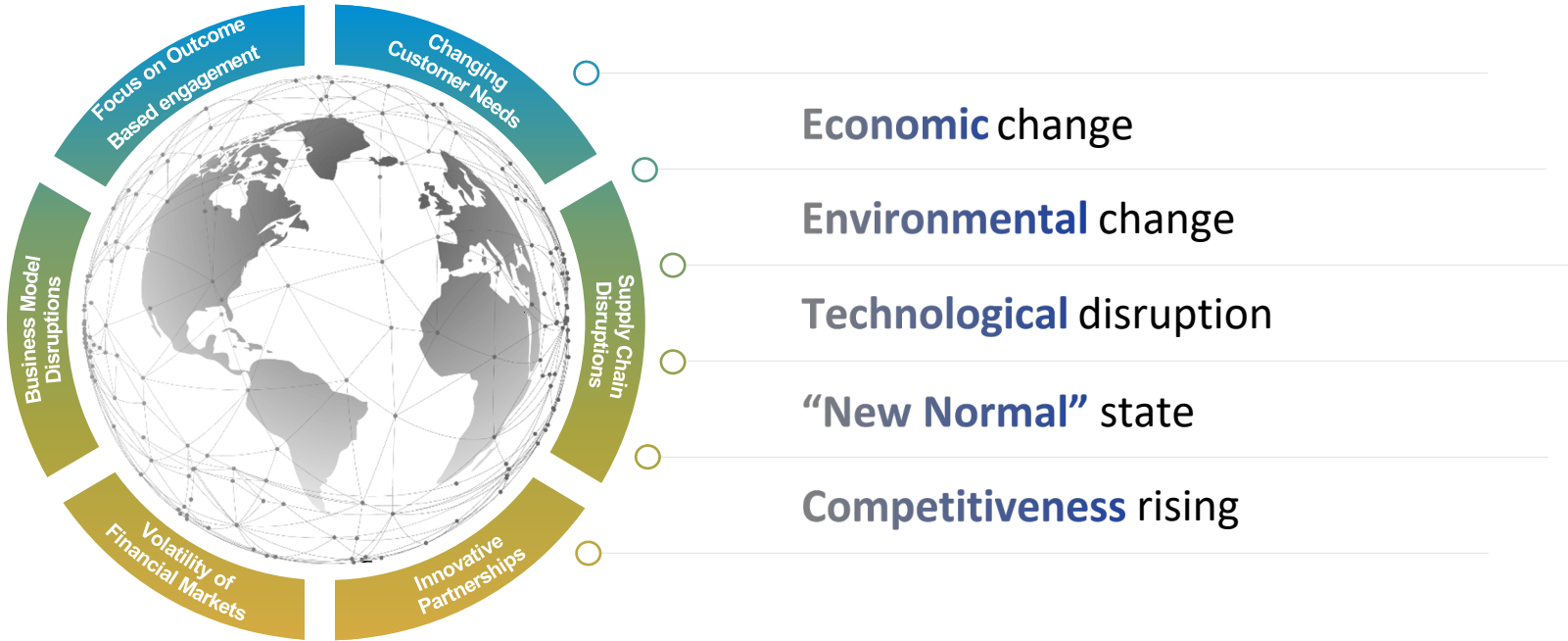
- **Business Transformation**
- **RISE with SAP fundamentals**
- **The Journey**
- **Value framework**

# Business Transformation

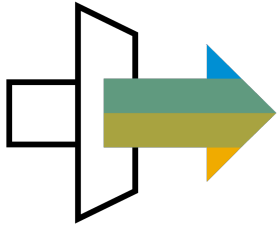
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# We are surrounded by drivers for transformation



# Transformation Principles



Every S/4HANA Transformation is a  
Business Transformation



Every Business Transformation  
needs to consider Processes,  
Systems, Data and People



Business Transformation is a path to  
continuous Improvement



# RISE with SAP Fundamentals



# RISE with SAP – A new way of working

## Unique start

SAP ERP Central  
Component (SAP ECC)  
customers

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SAP S/4HANA  
on-premise customers

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New customers

## Customer journey

**RISE  
WITH  
SAP** | Business  
Transformation  
as a Service

## Ultimate goal

Accelerated ROI and  
business outcomes

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Agile, modern, and  
modular ERP landscape

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Continuous innovation

The **RISE with SAP offering** 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

## Business Transformation as a Service

## Intelligent Enterprise

Starting point

Lean  
vs.  
complex

Business process redesign

Business  
process  
intelligence



Technical migration

Tools and services



Installed-base customers

Business foundation

SAP S/4HANA and networks



Experience management



Applications and networks



Platform

Infrastructure



Industries\*



Lines of business\*

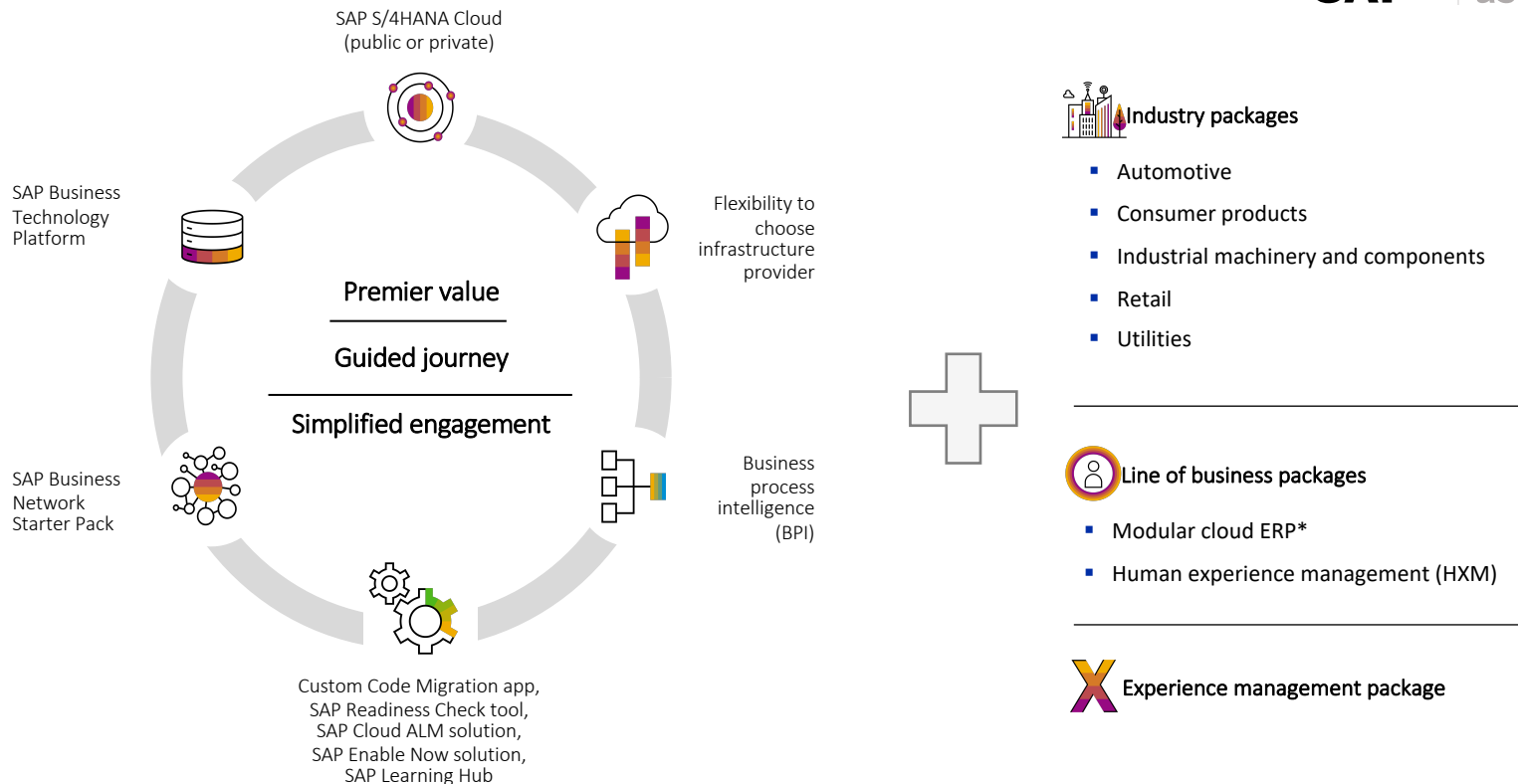


\*Customers can choose from five (5) industries (automotive, consumer products, industrial machinery and components, retail, and utilities) and two line-of-business (LoB) packages for transformation.

# Building your intelligent enterprise

**RISE  
WITH  
SAP**

Business  
Transformation  
as a Service



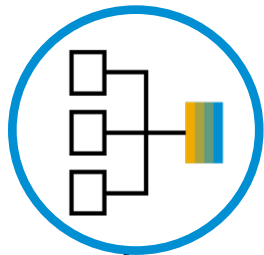
\*Modular cloud ERP brings together core modules from all lines of business into one package of customer choice.

# RISE with SAP Journey Details

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## Business Process Analysis & Redesign



Continues Process Improvement \*)

## Learning & Adoption



SAP Cloud ALM



SAP Business Network



SAP S/4HANA Cloud, private edition

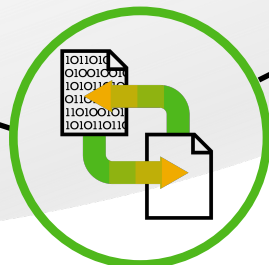


SAP Business Technology Platform



Launchpad Service (Mobile start App)

## SAP Readiness Check

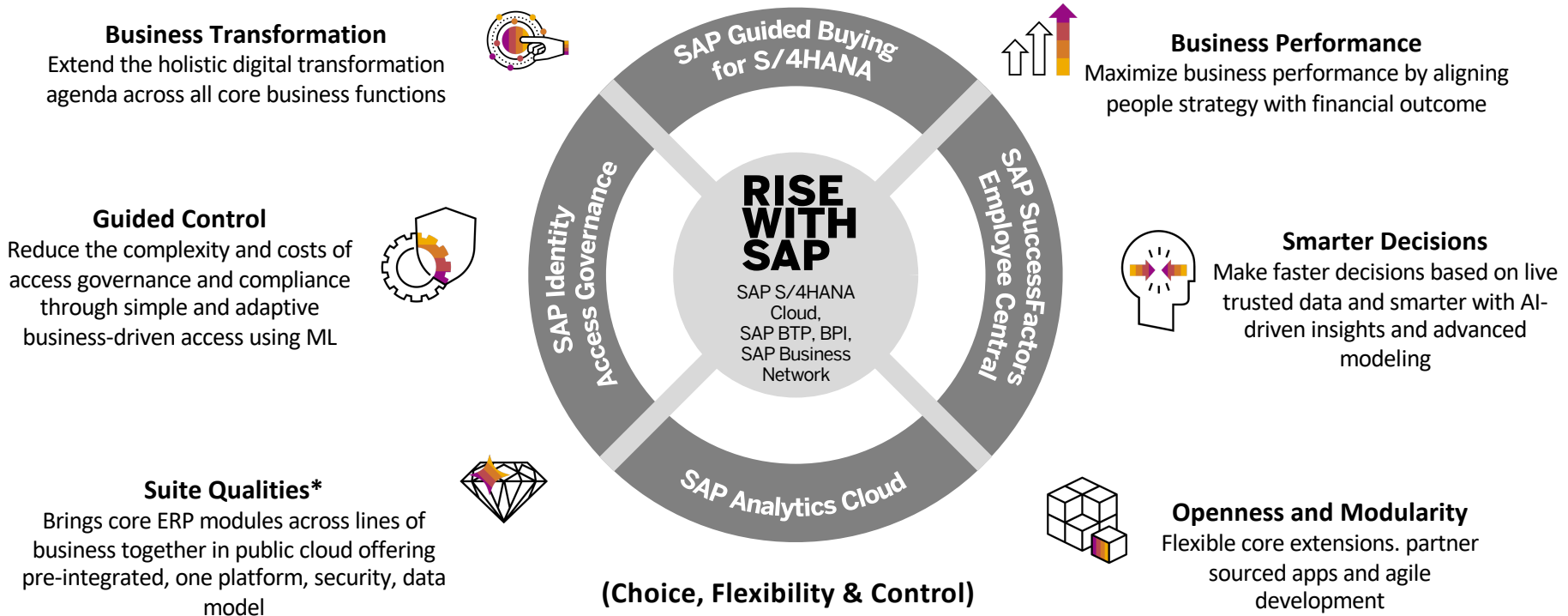


Custom Code Migration App



Infrastructure & Operations

# SAP Modular Cloud ERP: A New Way of Working



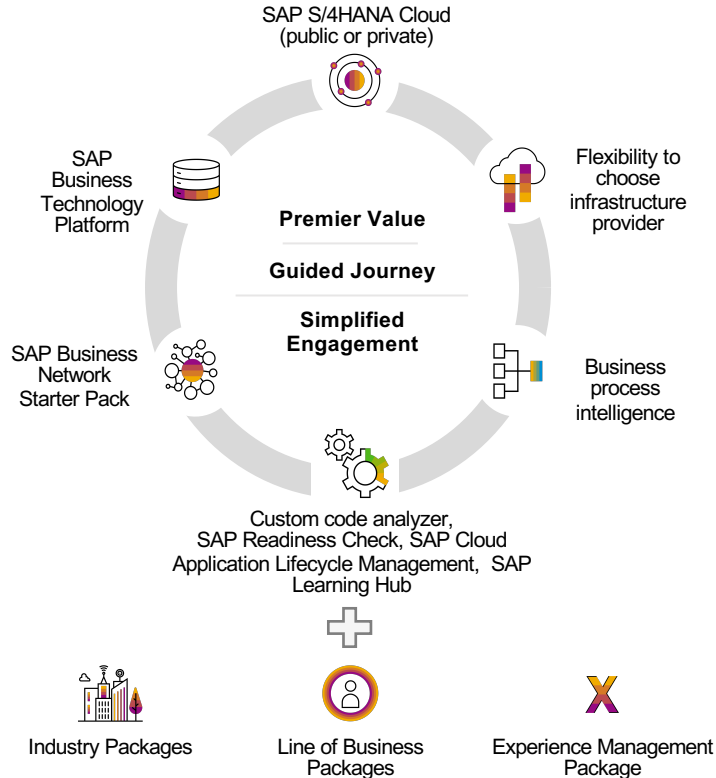
\*Supported suite qualities focuses over public cloud offering and are yet to be planned

# RISE with SAP Value

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## Lifts, Transforms and Shifts, unlocking two sources of differentiating value



A

### Enabling Business Value Creation with *Differentiating Business Capabilities*

*Industry best and next practices that create new revenue streams and maximize existing ones, improve assets efficiency, enhance productivity and allow for running sustainably*



B

### Mitigating Risk, Reducing IT Cost and Accelerating Time to Value *with Cloud Delivery Capabilities*

*Capabilities that maximize transformation readiness, simplify consumption through "as a service experience", ensure operational resilience and reduce overall TCO*

## Enables differentiated business outcomes to maximize shareholder value through SAP's best and next industry practices

To Drive Shareholder Value

Focus on Key Outcomes

SAP S/4HANA and SAP cloud solutions for IM&C industry

### The Top Line

Increased upsell and cross-sell opportunities, Increased portfolio of Products/Services, New Revenue Streams, Increase in Service revenue

- 2-15% Reduction of manufacturing cycle time
- 10-20% Increase in service revenue from new business models
- 1-30% Reduction in revenue loss due to stock-outs
- 2-10% Increase in revenue from cross-sell/up-sell
- 2-15 Reduction of time to market for new products
- 5-50% Reduction in Order fulfillment lead time

### The Bottom Line

Reduced Costs, Optimized R&D Spend, High cash conversion cycle efficiency

- 1-10% Reduction of inventory carrying cost
- 1-5% Reduction of total logistics cost
- 0.1-0.5% Reduction in Manufacturing Costs
- 2-15% Reduction of days in inventory
- 0.5-5% Optimization R&D expense
- 1-10% Reduction in service and support cost
- 2-10% Reduction of days sales outstanding

### The Green Line

Optimized Environment Impact, More Resilient & circular value chain, Increased uptime and asset utilization, Reduced Waste, Increased Compliance

- 3-10% Reduction in energy cost
- 3-10% Reduction in emissions cost
- 5-30% Reduction in EH&S penalties & fines
- 1-5% Reduction in un-planned downtime/outages
- Reduce risk of quality non-compliance

### Strategic

Improved customer satisfaction, Improved Agility, Reduced Business & Technology Risk, Improved Decision Making

- 3-35% Increase in sales forecast accuracy
- 15-40% Improvement in customer satisfaction
- 5-30% Improvement of on-time delivery performance



Customer centricity



Serving the "Segment of One"



Digital smart products & solutions



Digital supply networks & smart factory



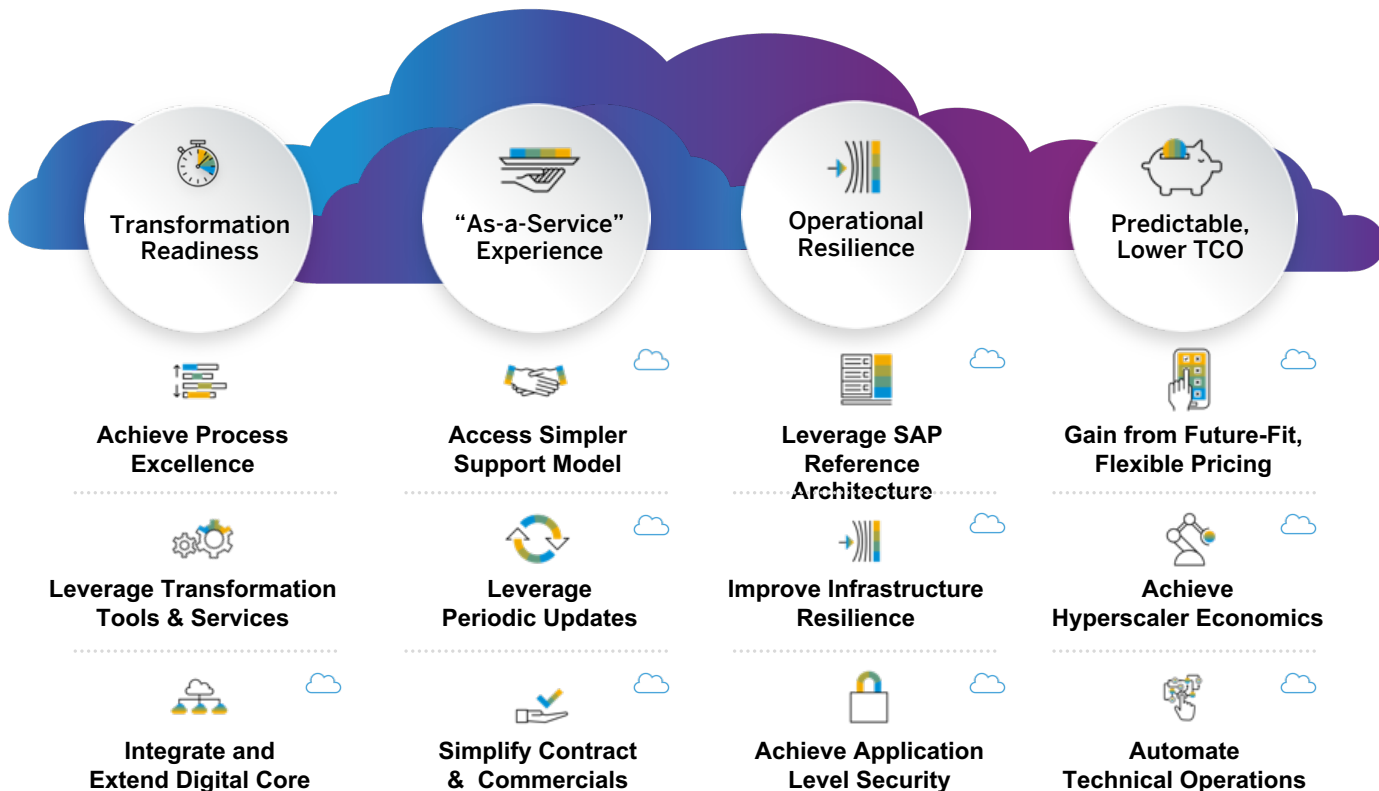
Servitization & outcome-based business models



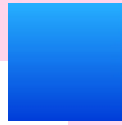
Note: Benefits are conservative outside-in estimates of the benefits of moving from a traditional ERP system to enhanced SAP S/4HANA with line-of-business and cloud capabilities. As each enterprise is at a different level of maturity, our recommendation is that you work with SAP to determine the value case for your enterprise



Offers cloud delivery capabilities that enable the journey to the Intelligent Enterprise  
- mitigating risk, reducing cost and accelerating time to value



**Wrap Up**



# Take aways

1

## Value

Maximizing value,  
Minimizing risk,  
Improving TCI

2

## Journey

Proscriptive journey  
Accelerators and Tools  
Partner aligned delivery

3

## Simplified

Aligned delivery models  
Clean Core adoption  
Leverage partner ecosystem

It's time to **accelerate** transformation.

**RISE  
WITH  
SAP**

Business  
Transformation  
as a Service

