



VNSG: RISE with SAP

Marjet Wijn

Head of RISE – SAP Nederland

Agenda

Our vision on the Intelligent Enterprise

What is the value of RISE with SAP for your organization

S/4HANA Deployment options

How does it look like to move to RISE with SAP

Questions & Answers



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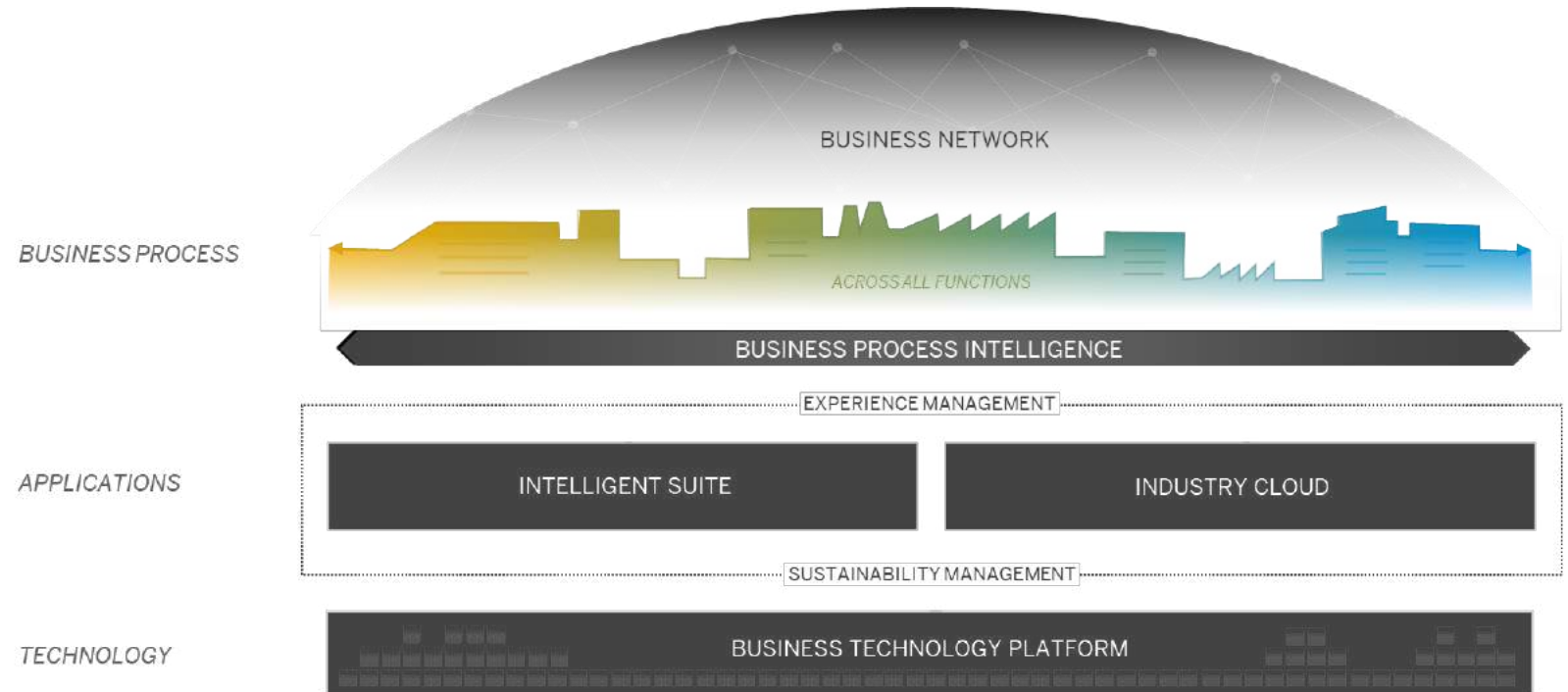
SAP's Concierge Service to an Intelligent Enterprise

SAP ECC
Customers

SAP S/4HANA
On-Premise
Customers

(incl. shelfware and live)

New Customers



- 1 Deliver powerful, modular, homogeneous, tightly integrated suite
- 2 Enrich suite with intelligent technologies
- 3 Move to Cloud to increase efficiency, agility, resilience and speed of innovations

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 TEAM

SALES



Marjet Wijn
Head of S/4- Rise



Leon Fakkkel
Deal Strategist



Ingmar Draaisma
Deal Strategist



Victor de Voigt
Business Development

EXTENDED TEAM

INDUSTRY VALUE



Jeroen Smits
Industry Value Advisor

PARTNERS



Marja Thomassen
Partner management

OPERATIONS



Erwin Vrolijk
Operational Advisor



Frank Leuverink
Delivery Advisor



Karen Portabella
Project Management

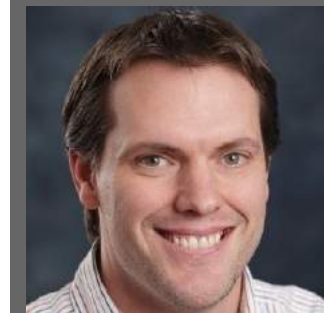
TECHNICAL INSIGHT & SUPPORT ~



Annemarie Nijboer
Cloud Architect



Patrick Weernink
Cloud Architect

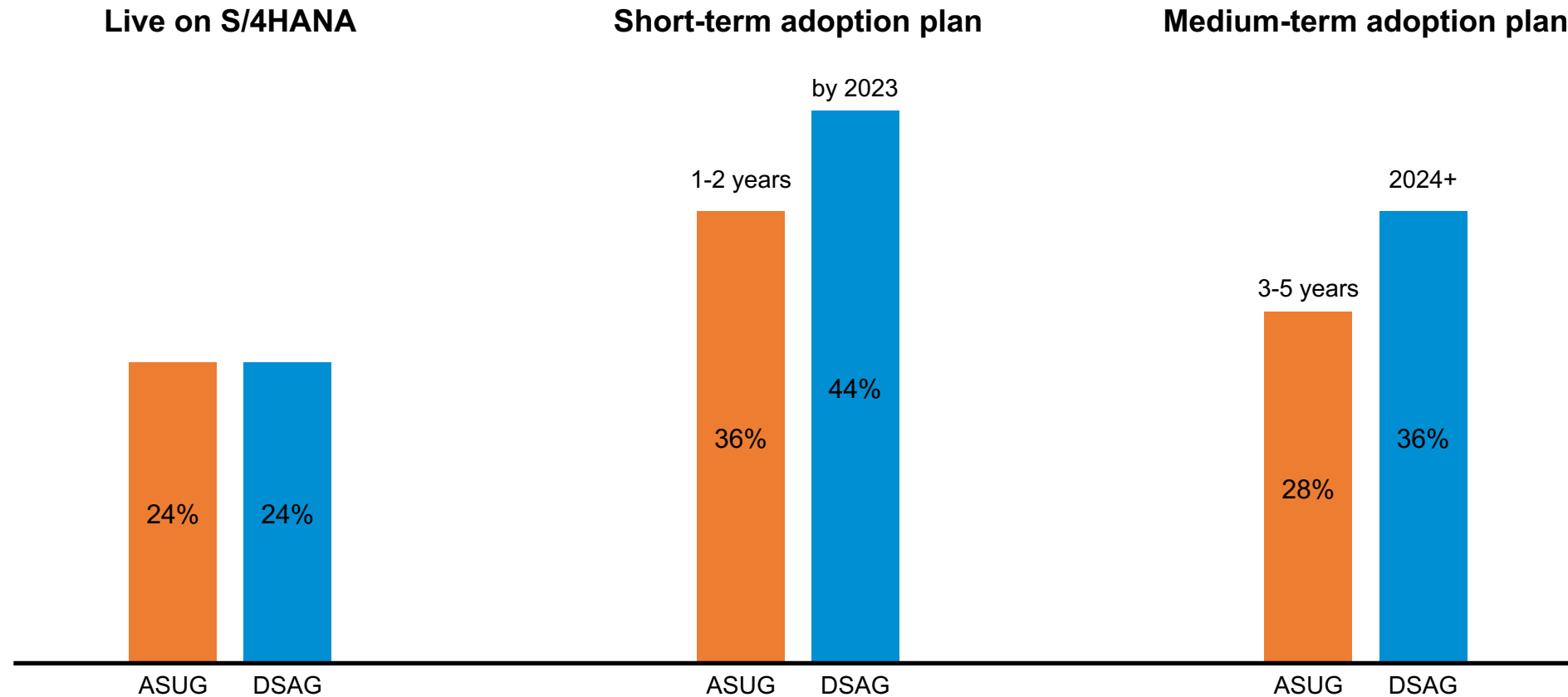


Marcel Rabe
Enterprise Architect



Mike Roza
S/4 HANA Expert

S/4HANA, core of Intelligent Enterprise strategy, has strong momentum



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S/4HANA Deployment options including customer cases

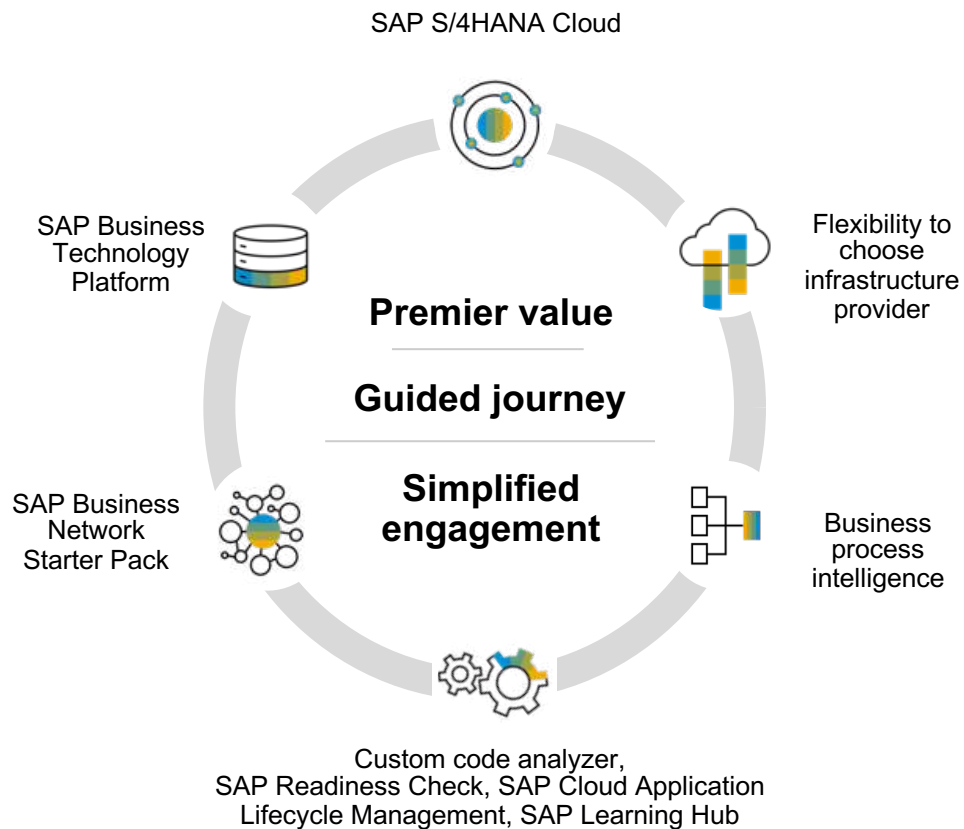
How does it look like to move to RISE with SAP

Questions & Answers



RISE with SAP to transform your business, transition to cloud technology to enable future growth

Comprehensive, intelligent, customer-specific offering



Why should you **RISE with SAP**?



Be more **agile and responsive** – not only at the edges of your business but also deep into the core – with the SAP S/4HANA Cloud suite



Benefit from **leading cloud infrastructure** providing a native cloud landscape enabled by SAP and our hyperscaler partners



Analyze processes, get tailored **recommendations**, and **benchmark** them against industry standards using the discovery edition of SAP Process Insights



Use **tools and services** from SAP to support your whole journey that can be augmented by SAP's strong ecosystem



Connect and **collaborate** across your company and beyond with unified access to the world's largest business network – including SAP's supplier, logistics, and asset intelligence networks



Complement, **extend**, and **integrate** with other solutions (SAP, partner, or third party) – and use the data model and business services on SAP Business Technology Platform to connect them

Why can RISE with SAP support your business?

Our understanding of customers goals

IT perspective:

- Increasing IT efficiency through DevOps, Cloud & sourcing
- Moving to target landscape (Cloud, S/4HANA)
- Reducing costs with standard approach
- Supporting business faster

Business Perspective:

- Fast changing business perspective needs scalable & agile system landscape
- Digitalization of the business; automate processes & decision making
- Improving Operational Excellence



**FUTURE-
PROOF IT
SOLUTION**

Benefits for you as a customer of RISE with SAP

- Easier governance, higher quality
- Simplified IT landscape & optimizing TCO
- Creating a future-proof solution
- Time to value of business requirements & innovation



**EXCELLENT
BUSINESS
PERFORMANCE**

- Improved efficiency, focus on high value processes
- Business Process Improvements
- Support business Growth

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SAP S/4HANA: The right fit for every organization

ONE Data Model • ONE Semantic • ONE User Experience

As a Service

As a Product



SAP S/4HANA Public Cloud

Complete, modern, SaaS ERP

Our strategic choice for companies ready to embrace the future of ERP with a **new implementation and pre-defined processes**



SAP S/4HANA Private Cloud

Cloud value, traditional flexibility & full scope

Designed to provide innovation and cloud value while allowing customers to retain their investments by **converting their existing system(s)**



SAP S/4HANA On-Premise

Total control and individualization

Innovative, intelligent ERP for customers that require **maximum control of their ERP system**, usually in their own data centers or with existing IaaS partnerships

SAP S/4HANA Offerings – How do customers choose?



SAP S/4HANA Public Cloud

Customers who desire:

- A complete, modern, native SaaS ERP solution with the **full benefits of public cloud**
- 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 S/4HANA Private Cloud

Customers who desire:

- Gradual transformation to a pure SaaS landscape at their **own pace** with a well defined conversion methodology
- Software, support, technical managed services, and infrastructure, from a **single point of contact**, with one set of SLAs
- Full SAP S/4HANA functionality – 25 industries/64 countries – with benefit of subscription-based, **cloud economics**
- Ability to **safeguard prior investments** including ECC customizations, configurations, and partner add-ons including SOLEXs and certified solutions




SAP S/4HANA On-Premise

Customers who require:


- Complete **control and ownership** of their application and data landscape
- The ability to manage **unique, customer-specific needs** which cannot be addressed by public cloud or private cloud offerings
- The utilization of their **existing** IT departments, infrastructure, budget, and IaaS vendor agreements
- **Specific compliance** with industry- and country-specific regulatory requirements


Our delivery in private cloud today...

 +40,000 SAP systems (SIDs) under management

 +1,900 Customers

 **99.995% Availability**

 +59,000 instances(VM) under management

 18,000 TiB of compute (9,000TiB on hyperscalers)

 131 TiB - largest system operated on hyperscaler

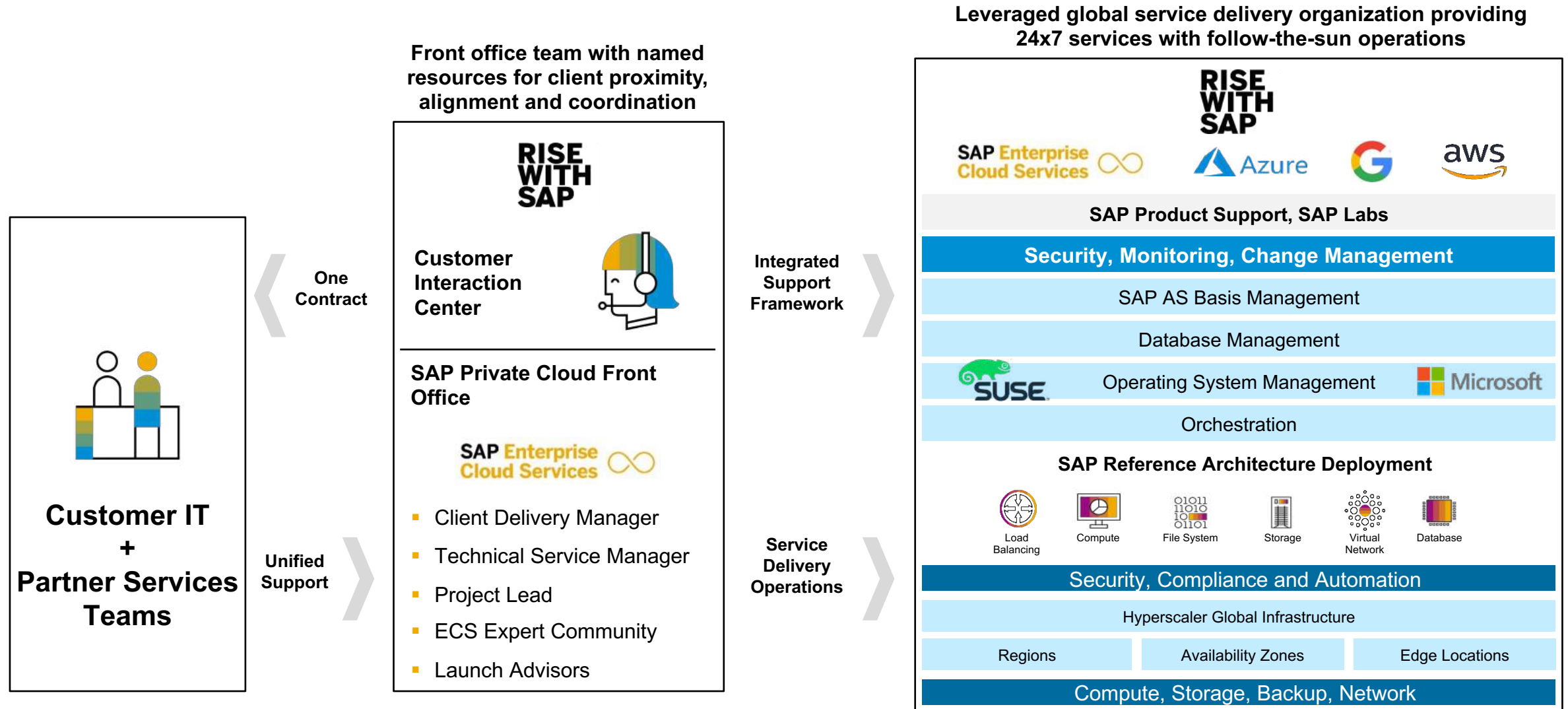
 97% of activities automated

SAP Enterprise Cloud Services 



RISE with SAP is managed and run by SAP Enterprise Cloud Services

Global managed services organization providing 24x7 cloud services to 1,900+ clients, managing 40,000+ SAP systems



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RISE WITH SAP for Industries | Business Transformation Journey

Intelligent
ENTERPRISE

Customer Use Case

QUALIFIED OPPORTUNITY



Starting Point

Lean vs. Complex



Business Process Redesign

BUSINESS PROCESS INTELLIGENCE



Technical Migration

TOOLS & SERVICES



Build Your Intelligent Enterprise

REFERENCE ARCHITECTURE



SAP S/4HANA



SAP Business Network



SAP Business Technology Platform



Cloud Infrastructure

Adopt Industry Next Practices

INDUSTRY CLOUD

Upskill with SAP Learning Hub

LEARNING CONTENT

Initial qualification



DDA

RISE WITH SAP for Industries | Business Transformation Journey

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ENTERPRISE

Customer Use Case

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Starting Point

Lean vs. Complex



Business Process Redesign

BUSINESS PROCESS INTELLIGENCE



Discovery Reports



Technical Migration

TOOLS & SERVICES



Build Your Intelligent Enterprise

REFERENCE ARCHITECTURE



SAP S/4HANA



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Cloud Infrastructure

Adopt Industry Next Practices

INDUSTRY CLOUD

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LEARNING CONTENT

Process discovery



DDA



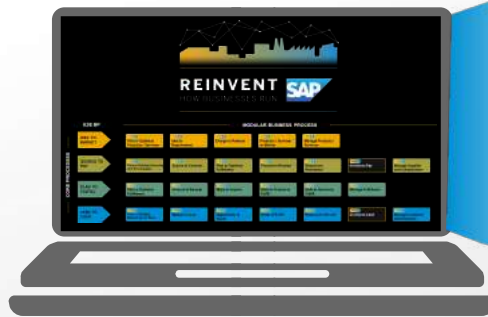
RISE WITH SAP for Industries | Reimagine Business Processes and Models

Business Process Redesign



Optimized

Know your Business and where to start



Transparency and Process Discovery

Analyze how processes perform, get tailored recommendations, and benchmark against industry standards.

SAP Spotlight

Record to Report
Process of recording, processing, and reporting financial information

Aug 2019 → Jan 2020

Automation Potential
Aug 5, 2019 – Jan 31, 2020

Manual Effort: 3/5 (60%)
Users: 2/5 (40%)

End-to-End Process Start: All Value Drivers | Find KPI

View Recommendations (53)

1 FINANCE Accounts Receivables (Manual Effort: 3/5, Users: 2/5) | Related Processes (1) | Recommendations (26)

Customer payments automatically cleared	24.4%	<div style="width: 24.4%;"></div>
Electr. bank statements not completely posted	1.9K	<div style="width: 1.9K;"></div>
Lead time: Invoice creation to clearing	23 days	<div style="width: 23 days;"></div>
Overdue & open finance AR items	18.2K	<div style="width: 18.2K;"></div>

2 FINANCE Accounts Payables (Manual Effort: 3/5, Users: 2/5) | Related Processes (1) | Recommendations (33)

Overdue & open finance AP items	80.1K	<div style="width: 80.1K;"></div>
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System: PRD
Sample Inc.
Request ID: 111 (Pathfinder)

Recommendations

- Machine Learning: **Payment Advice Extraction** (Usage-Based Relevance)
- Machine Learning: **Payment Block - Cash Discount at Risk** (Usage-Based Relevance)
- Machine Learning: **Receivables Line-Item Matching (CashApp)** (Usage-Based Relevance) [Learn More](#)
- Machine Learning: **SAP Cash Application - Payables Line-Item Matching** (Usage-Based Relevance)

RISE WITH SAP for Industries | Business Transformation Journey

Intelligent
ENTERPRISE

Customer Use Case

QUALIFIED OPPORTUNITY

Starting Point

Lean vs. Complex



Business Process Redesign

BUSINESS PROCESS INTELLIGENCE

Discovery Reports



Technical Migration

TOOLS & SERVICES

Readiness Check



Custom Code Migration



Build Your Intelligent Enterprise

REFERENCE ARCHITECTURE

Applications

Network

Integration & Extensibility

Cloud Infrastructure



SAP S/4HANA



SAP Business Network



SAP Business Technology Platform

Adopt Industry Next Practices

INDUSTRY CLOUD



LoB & Industry Solutions



Upskill with SAP Learning Hub

LEARNING CONTENT

Process discovery

Technical guidance

Detailed discovery

Predictable lower TCO

Partner add ons



DDA



Check



Migrate



DDA



DEMO2
VALUE



Calculate



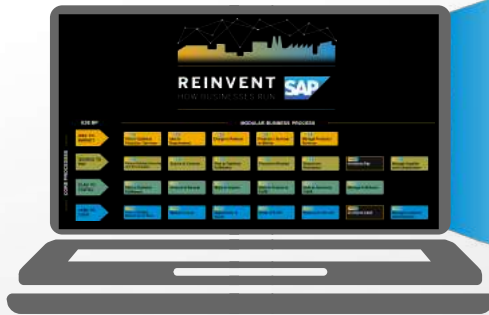
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Optimized

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Transparency and Process Discovery

Analyze how processes perform, get tailored recommendations, and benchmark against industry standards.

Build Your Intelligent Enterprise



Enriched



Discovery Report

Business Process Intelligence



SAP S/4HANA Cloud

Applications



Cloud Infrastructure



Seamless integration

Adopt Industry Next Practices



Automated



SAP Business Network

Network

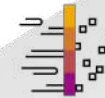


SAP Business Technology Platform

Integration & Extensibility



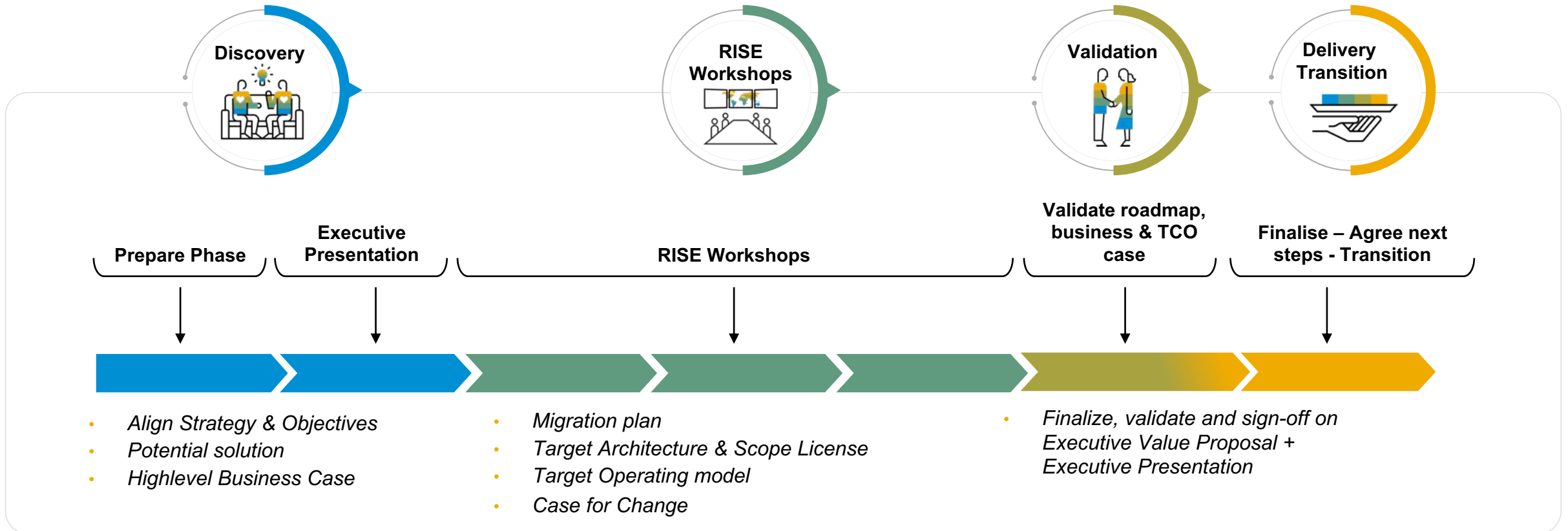
LoB & Industry Solutions



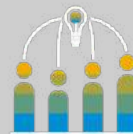
A Digital Core and a Digital Innovation Platform

Complement, extend and integrate with SAP, partner, or third-party solutions using the same data model and business services as SAP applications.

What does the engagement model look like?



Weekly Executive Updates



Key drivers of timeline are customers team availability and speed of decision making

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