



# SAP S/4HANA Cloud Road Map

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PUBLIC

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For all recent and planned innovations, potential data protection and privacy features include simplified deletion of personal data, reporting of personal data to an identified data subject, restricted access to personal data, masking of personal data, read access logging to special categories of personal data, change logging of personal data, and consent management mechanisms.

# About SAP road maps

Companies today are planning their digital journeys – transforming business models, reengineering business processes, and reimagining work.

**SAP road maps** highlight innovations that may help you plan and implement your digital journey. They span products relevant to lines of business in your industry and explain how our innovations may add value to your business.

In our road maps, you can learn about our innovations along four different timelines:

1. **Recent innovations** for our products that have been launched in the past weeks or months and can already be purchased
2. **Planned innovations** for our products that are intended to be launched in the short term or midterm
3. **Product direction**, providing a long-term perspective on high-level development plans for innovations for our solutions – inspired by your requirements
4. **Product vision**, providing a high-level and long-term business perspective on innovations for our products

# About this SAP S/4HANA Cloud road map

**SAP S/4HANA road maps** provide insights into the near-term investments across intelligent ERP that may help you plan and implement your digital journey.

This road map covers three main perspectives:

1. **Line of business (LoB)**, providing insights into cross-industry investments supporting specific LoBs in your organization
2. **Industry-enabling investments**, providing insights into future investments for a specific industry. These investments should always be used in combination with the LoB investments to assemble a full overview of the investments for your organization. For a full overview of SAP's portfolio in a specific industry, please consult the industry product road maps on [www.sap.com/roadmaps](http://www.sap.com/roadmaps).
3. **Time horizon**, providing detailed investments for the current and next three releases

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# The Intelligent Enterprise starts at the digital core

## Reasons to chose SAP S/4HANA as the digital core for the Intelligent Enterprise:

- 1** We are the most trusted partner to help you navigate any change – uniquely positioning you for success.
- 2** We transform every customer – from every line of business and every industry – into the Intelligent Enterprise.
- 3** With the digital core as the backbone of your business, we unlock new opportunities for innovation and growth.
- 4** We prepare your move to the cloud by giving you complete, consistent choice.
- 5** We empower you to keep your promise to your customers through access to our ecosystem and extensibility options.

### **1 simple platform**

for company-wide insights for SAP S/4HANA Cloud customer pladis global

### **42% faster**

service delivery while lowering DSO by 5%–10% at SAP S/4HANA customer Hoerbiger

### **10X**

Increase in number of constructs built each month by SAP S/4HANA customer Moderna Therapeutics

### **45%**

Faster closing process for SAP S/4HANA customer Enel SpA

### **24x7**

Access to timesheets for SAP S/4HANA customer VINCI Energies with an app built with SAP Cloud Platform



**SAP S/4HANA is a digital core that enables end-to-end intelligent processes across all lines of business, specifically for your industry.**

# SAP S/4HANA supports the Intelligent Enterprise through four key pillars

## SAP S/4HANA

Your trusted path to an intelligent enterprise



### Digital-age user experience

Digital assistance and natural language conversations increase productivity and user satisfaction



### Intelligent automation

Artificial intelligence and robotic process automation eliminate more than half of manual tasks



### New business models

You can rapidly design and execute new business models and digital services, based on advanced end-to-end processes



### End-to-end analytics and real-time steering

Context-aware, real-time, predictive insights help you make better decisions, adjustments, faster

# The power of machine learning-enabled processes is twofold

**More than 40 years' experience in 25+ industries allows SAP to create business impact with machine learning enhancements like no one else**



## **New business value to accelerate growth**

Anticipate customer needs based on experience and historic data, making sales, design, and new product/service introduction processes more accurate and faster



## **The next leap in productivity to lower costs**

Remove ad hoc, manual processes by drastically automating time-intensive financial processing and procurement activities

### **Rapid new business model design:**

- Experience and insight-driven monetization
- Revenue sharing (multisided business model integration)
- Simple configuration of subscription pricing, usage pricing, and bundling
- 40% faster rollout of new commercial offers, accelerating business model innovation and flexibility

### **Intelligent product design:**

- 50% less time needed to prep estimates
- 20% increased sales conversions, as a result...
- Better customer experiences, learning from their unique needs and preferences

### **Personalized products and services:**

- Customer demand fulfilled accurately
- Unique product traced to its end use
- Manufacturer able to monitor, manage, and maintain unique products
- Competitive differentiation and customer loyalty

### **Automated order-to-cash process:**

- >15% decrease in processing time for invoices, frictionless
- 10% reduction in days sales outstanding, automated credit checks
- 25% reduction in A/R costs, optimized process

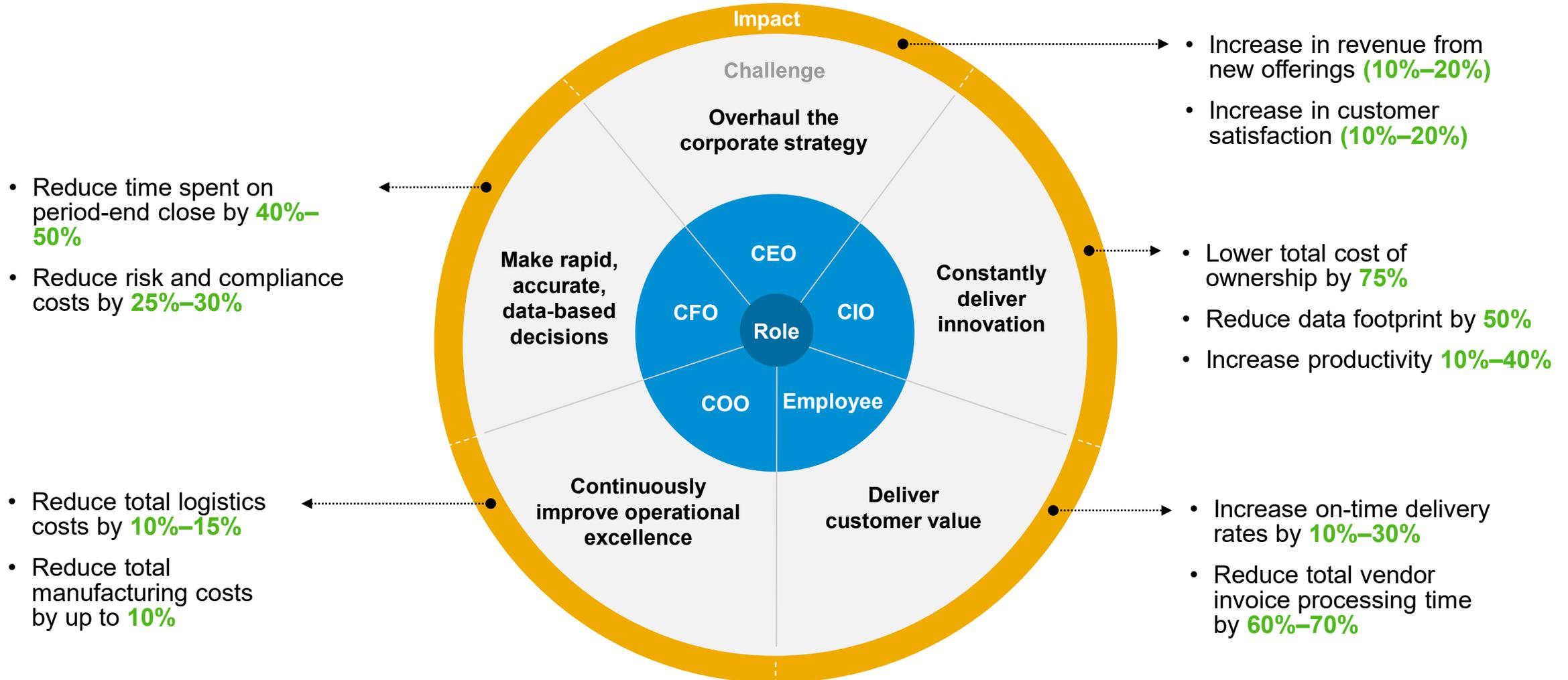
### **Central procurement:**

- Better prices, lower internal costs, economies of scale
- Consistent purchasing quality

### **Intelligent tax compliance:**

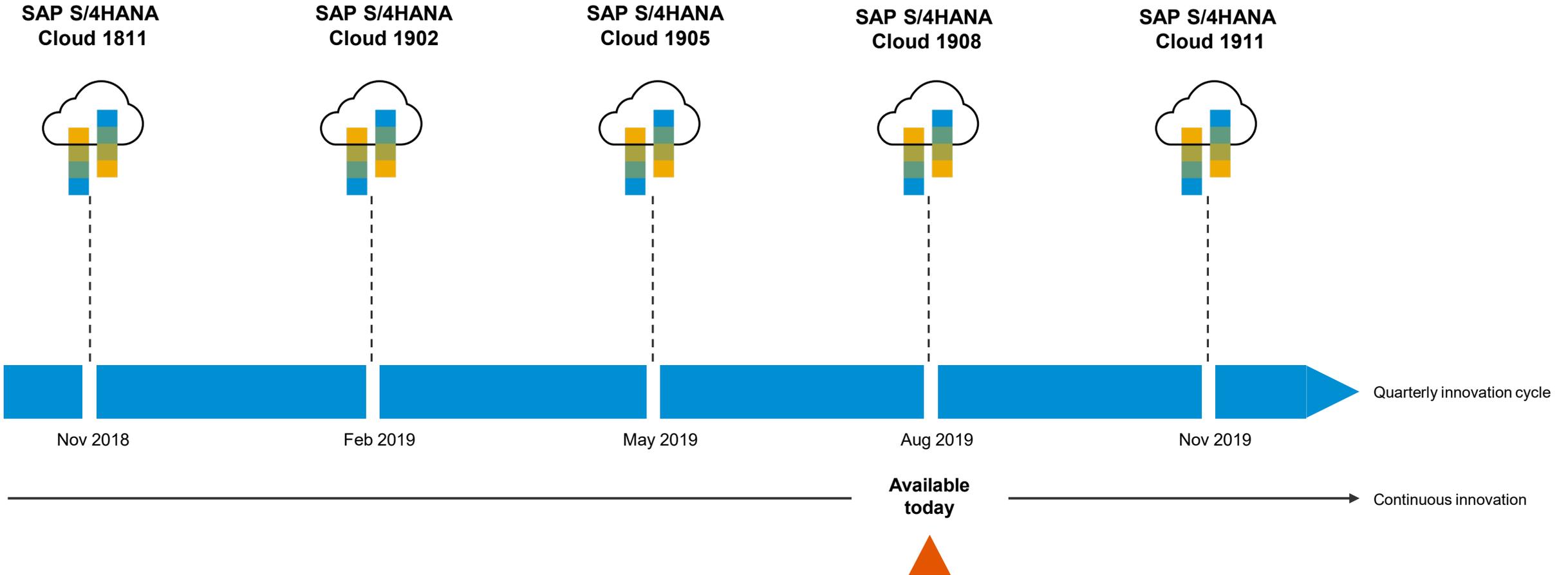
- Accelerated tax compliance and reporting
- Automated tax errors corrections, scanning for tax compliance hits
- Up to 85% reduction in manual decisions

# Agility is the key to success across your organization



# SAP S/4HANA Cloud

## Schedule\*



\*This is the current state of planning and may be changed by SAP at any time without notice.

# Overall product road map: Cloud ERP

## Product strategy

In an intelligent enterprise, data feeds intelligence, which in turn feeds process automation and innovation. Predict demand, procure the best suppliers, design and manufacture customized products – and deliver personalized experiences your customers will love. Harness data-driven business processes to fuel new growth and revenue streams, adapt faster to change – and direct scarce resources where they're needed most.

**A digital enterprise** builds on and enables new capabilities such as **machine learning**, **Internet of Thing (IoT)** initiatives and **intelligent technologies**, resulting in a **shift from insight to action**.

## Priority processes for upcoming innovation – finance and HR

Record to report	Financial planning and analysis	Governance, risk, and compliance	Treasury management	Invoice to pay	Invoice to cash	Hire to pay	Expense to pay	Manage real estate and facilities
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## Priority processes for upcoming innovation – deliver products and services

Engineer to order	Idea to product	Make to order	Make to stock	Procure to invoice	Quote to order	Sell from stock	Return to restock	Service management to margin	Maintain and operate assets	Source to contract
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## Priority processes for upcoming innovation – deliver services

Engagement to cash
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# Overall product road map: Cloud ERP highlights

## Recent highlights 1908 release



## Upcoming highlights 1911–2002 releases



## Future highlights 2005 or later release

### Efficiency *Get more done with fewer resources*

- Benefit from real-time insights with SAP solutions providing a foundation in treasury analytics
- Improve visibility of project margins and commercials with transparent and consistent cost calculations through overtime cost-rate maintenance
- Improve on-time delivery with goods receipt from repetitive manufacturing

- Gain early insight into P&L by providing sales and purchase predictive information
- Reduce manual efforts in carrier settlement processing
- Reduce bank costs through advanced bank fee analysis

- Increase sales force efficiency with approval workflows for sales contracts in SAP S/4HANA Cloud
- Reduce manual work and assure compliance through automatic payment checks and prevention of suspicious payments
- Effectively invoice project services to customers through intelligent project billing

### Effectiveness *Enable more trustworthy outputs and systems*

- Deliver flexible integration by OData API for batch classification (create, read, update)
- Increase process transparency by displaying the status of purchase requisitions in the header
- Increase service revenue through analytics and monitoring for service management – comprehensive overview

- Reduce project management costs by setting project-specific service prices based on pricing configurations (SAP S/4HANA Cloud)
- Reduce project management costs with automated internal project closure
- Increase service revenue by offering service-level agreements in service contracts

- Reduce complaints and returns cost with approval workflows for customer returns in SAP S/4HANA Cloud
- Reduce time and costs associated with simulation of invoice forecasts due to subscription or usage alterations

### Agility *Improve speed and flexibility*

- Improve on-time delivery with goods receipt from repetitive manufacturing
- Reduce manual effort with intelligent clearing recommendation for goods and invoices

- Increase sales force efficiency by using the product hierarchy from sales documents and analytics in SAP S/4HANA Cloud
- Improve decision support by distributing costs to the product and customer level

- Improve utilization through better fulfilment of staffing demands with collaborative project staffing

### Experience *Improve customer experience*

- Improve customer satisfaction by using convergence criteria for customer billing documents in SAP S/4HANA Cloud

- Increase customer offerings by including support for invoicing of physical products with subscription and usage

- Instill buying confidence in end customers through best-price billing calculation

### Confidence *Increase confidence in customer*

- Improve customer satisfaction by using convergence criteria for customer billing documents in SAP S/4HANA Cloud
- Reduce manual effort by initiating sourcing events for purchase requisitions from Manage Purchase Requisitions Centrally app

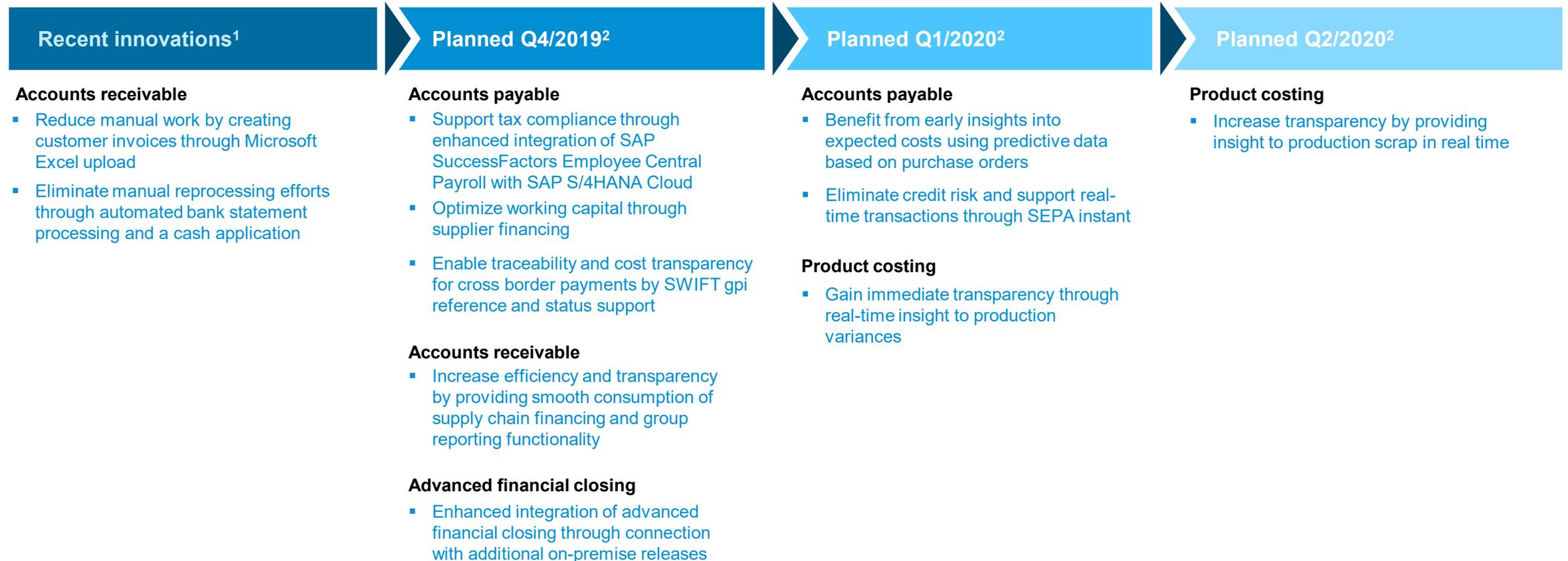
- Improve support and traceability for revenue recognition of product and subscription bundles
- Improve controlling and profitability analysis through incorporation of costs of consumption related to services

# SAP is fully dedicated to delivering the best intelligent cloud ERP

	2019 Q3	2019 Q4	2020 Q1	2020 Q2
<b>SAP S/4HANA Cloud (finance and HR)</b>	<b>Record to report</b> Reduce manual effort with intelligent clearing recommendation for goods and invoices	<b>Record to report</b> Gain early insight into P&L by providing sales and purchase predictive information	<b>Record to report</b> Increase efficiency through advanced intercompany reconciliation – intelligent document matching	<b>Record to report</b> Increase efficiency in collecting data through status and validation management in SAP Group Reporting Data Collection
	<b>Invoice to cash</b> Increase process efficiency by providing streamlined collaboration and requesting FX deals semiautomatically from cash position	<b>Treasury management</b> Increase insight into cash position by requesting FX deals semiautomatically	<b>Treasury management</b> Enable liquidity forecast with predictive FX or market rates	<b>Treasury management</b> Reduce profit-and-loss volatility by hedging FX risks for balance sheet positions semiautomatically
<b>SAP S/4HANA Cloud (deliver products and services )</b>	<b>Idea to product</b> Increase project reporting productivity in central finance by leveraging a new central finance integration scenario for project management	<b>Idea to product</b> Improved project control through enablement of tax jurisdiction codes for enterprise projects	<b>Idea to product</b> Reduce risks of project cost overruns by leveraging options to suspend purchasing for enterprise projects	<b>Idea to product</b> Increase efficiency in project resource planning by leveraging simple resource staffing options
	<b>Make to order</b> Improved customer satisfaction by enhancement to outbound quality certificates	<b>Make to order</b> Reduce manual efforts in carrier settlement processing	<b>Make to order</b> Reduce manual work by using templates and rules for recurring supplier invoices	<b>Invoice to pay</b> Reduce manual work and assure compliance through automatic payment checks and prevention of suspicious payments
	<b>Source to contract</b> Increase real-time visibility into central procurement analytics in SAP Analytics Cloud	<b>Source to contract</b> Increase real-time visibility for automation rates in procurement documents	<b>Service management to margin</b> Bring subscription integration to business solution portfolio	<b>Invoice to pay</b> Reduce manual work by using templates and rules for recurring supplier invoices
	<b>Return to restock</b> Reduce efforts in generating ad hoc reports through using KPIs for analyzing return rates in SAP S/4HANA Cloud	<b>Return to restock</b> Efficient truck consolidation	<b>Sell from stock</b> Increase process flexibility using a SOAP API for sales orders (create, read, update, delete) – support for PayPal (SAP S/4HANA Cloud)	<b>Return to restock</b> Reduce complaints and returns cost with approval workflows for customer returns in SAP S/4HANA Cloud
<b>SAP S/4HANA Cloud (deliver services)</b>	<b>Engagement to cash</b> Improve visibility of project margins and commercials with transparent and consistent cost calculations through overtime cost-rate maintenance	<b>Engagement to cash</b> Improve visibility of project performance by improved integration of project data with finance accounting	<b>Engagement to cash</b> Reduce project management cost by enabling project managers and project controllers to selectively block time and expense postings in work packages	<b>Engagement to cash</b> Improve project performance with preconfigured support for best practices in SAP Analytics Cloud

# SAP S/4HANA Cloud – Finance (1/7)

## Product road map overview – Key innovations

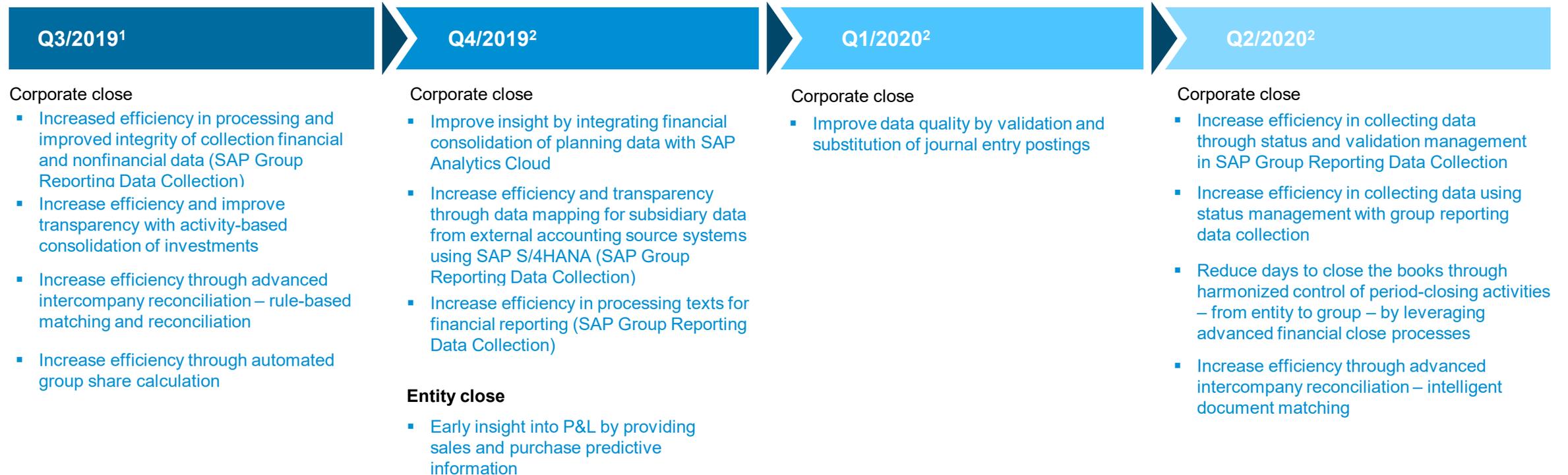


1. For full feature highlights for SAP S/4HANA Cloud, see the [feature scope description](#). 2. This is the current state of planning and may be changed by SAP at any time without notice.

# SAP S/4HANA Cloud – Finance (2/7)

## Product road map overview – Key innovations

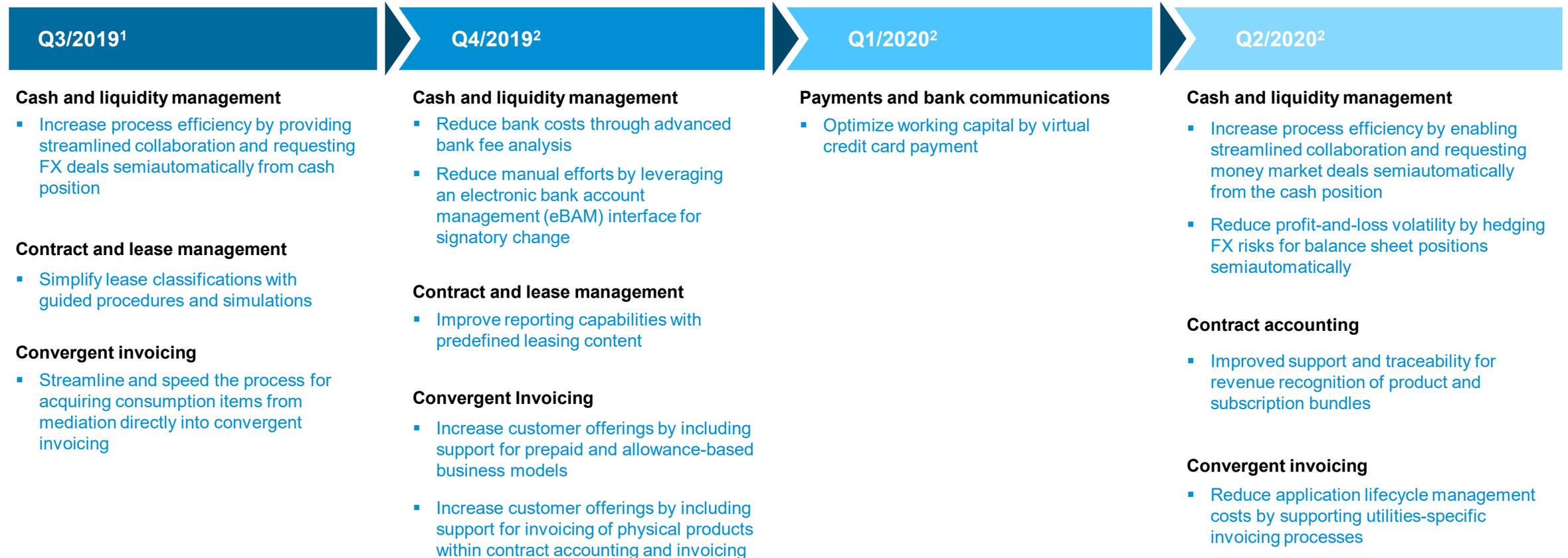
2



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# SAP S/4HANA Cloud – Finance (3/7)

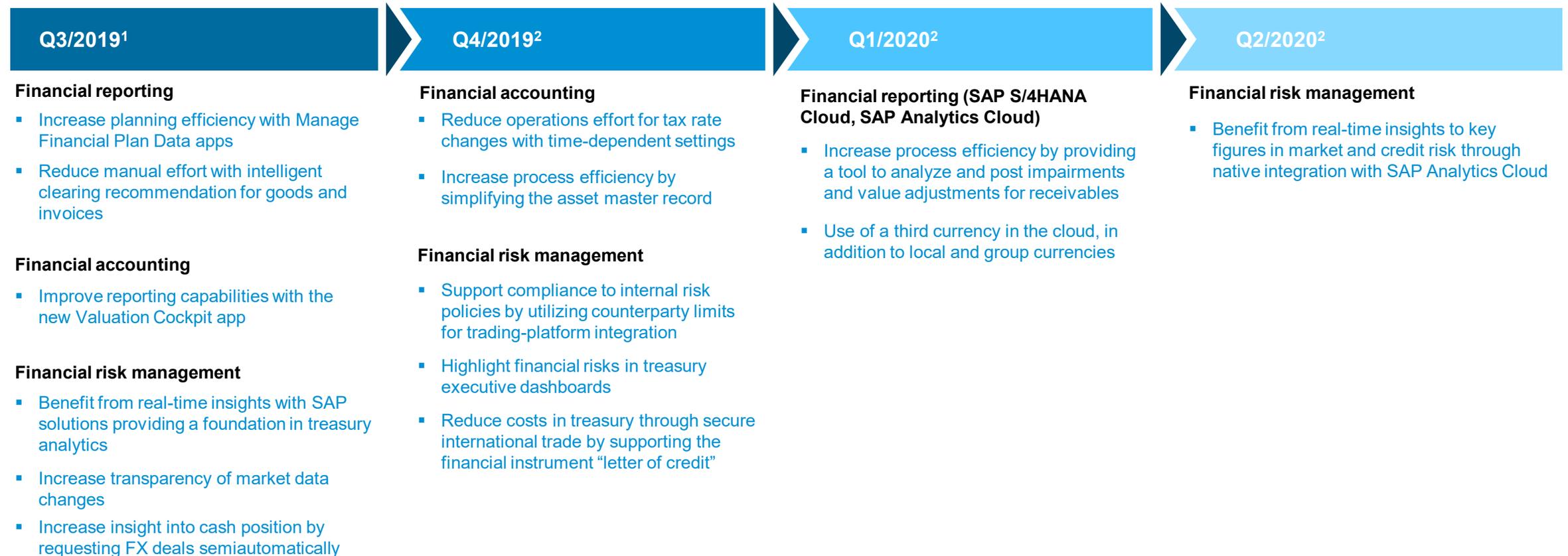
## Product road map overview – Key innovations



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# SAP S/4HANA Cloud – Finance (4/7)

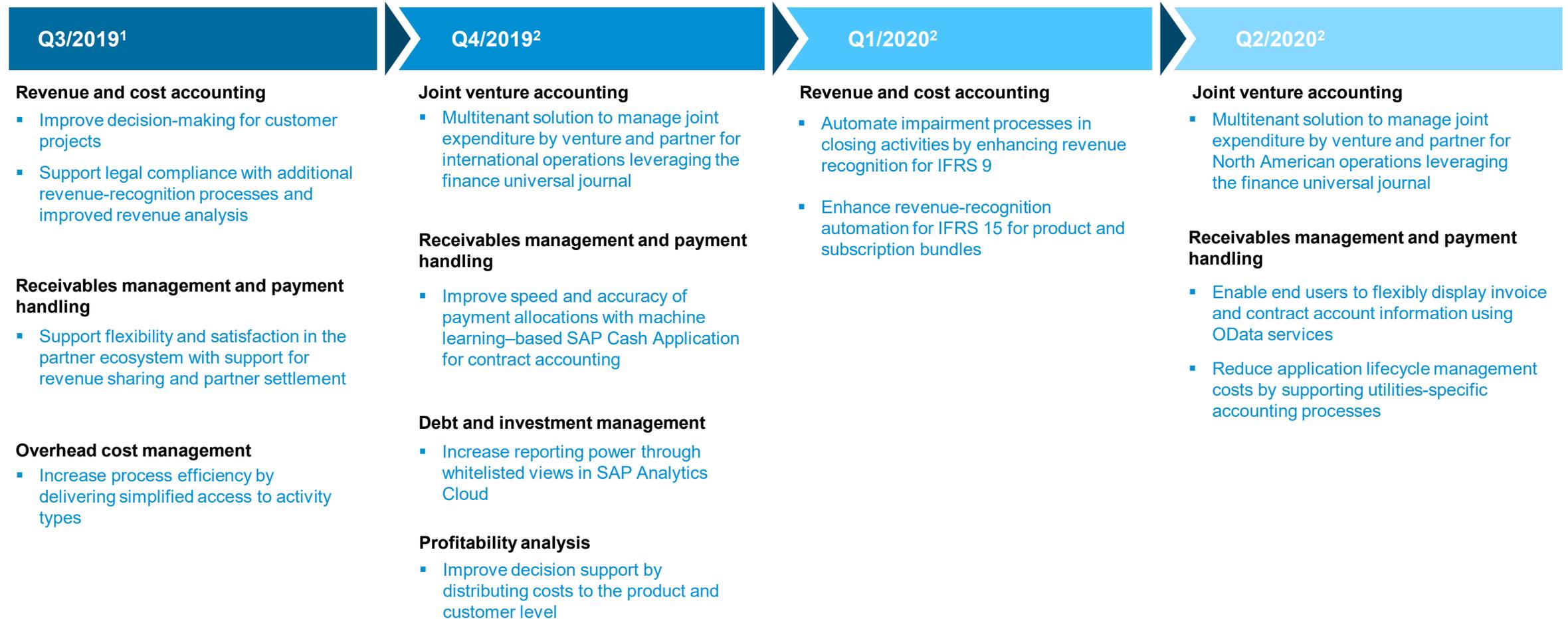
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# SAP S/4HANA Cloud – Finance (5/7)

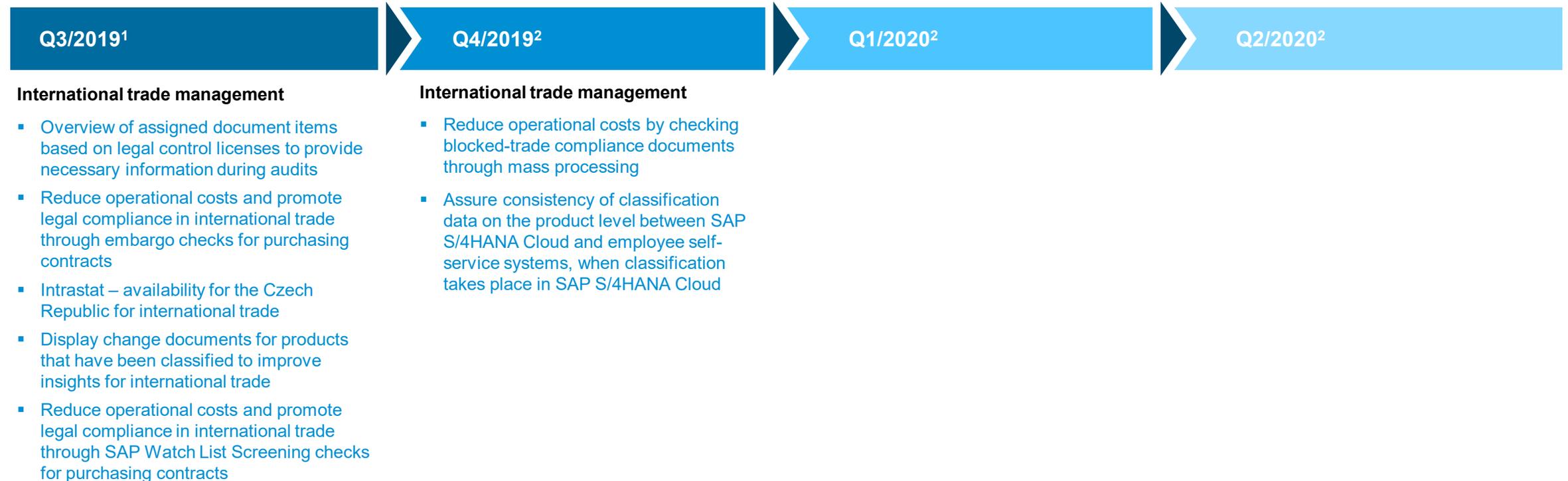
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# SAP S/4HANA Cloud – Finance (6/7)

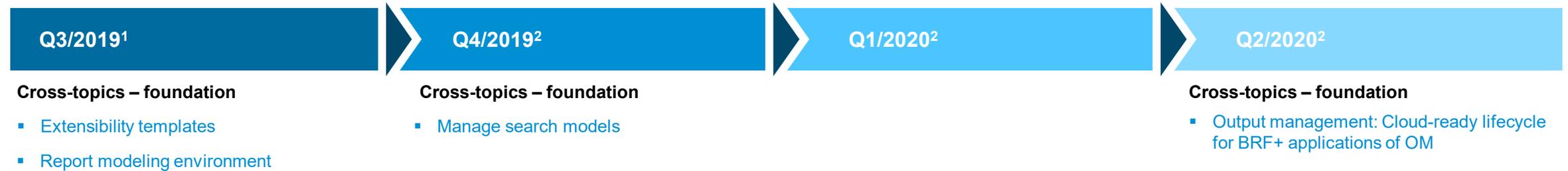
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# SAP S/4HANA Cloud – Finance (7/7)

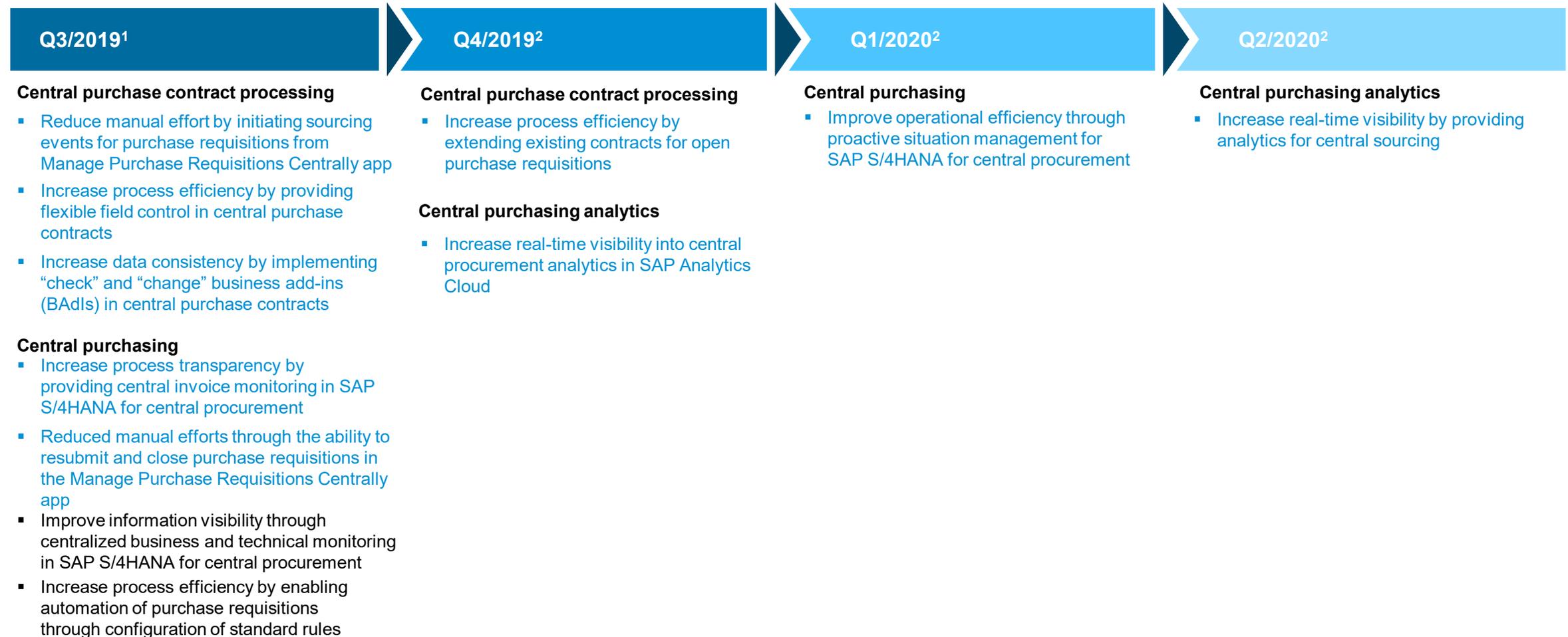
## Product road map overview – Key innovations



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# SAP S/4HANA Cloud – Sourcing and procurement (1/4)

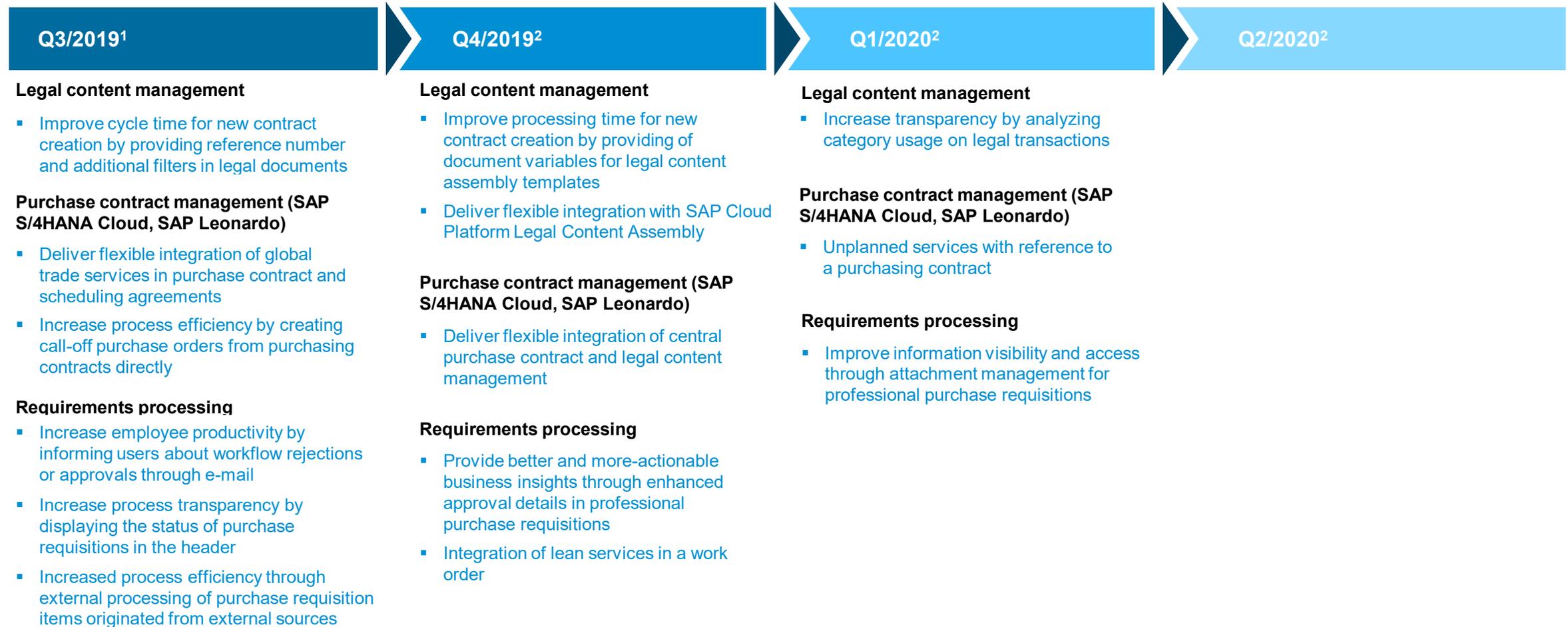
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# SAP S/4HANA Cloud – Sourcing and procurement (2/4)

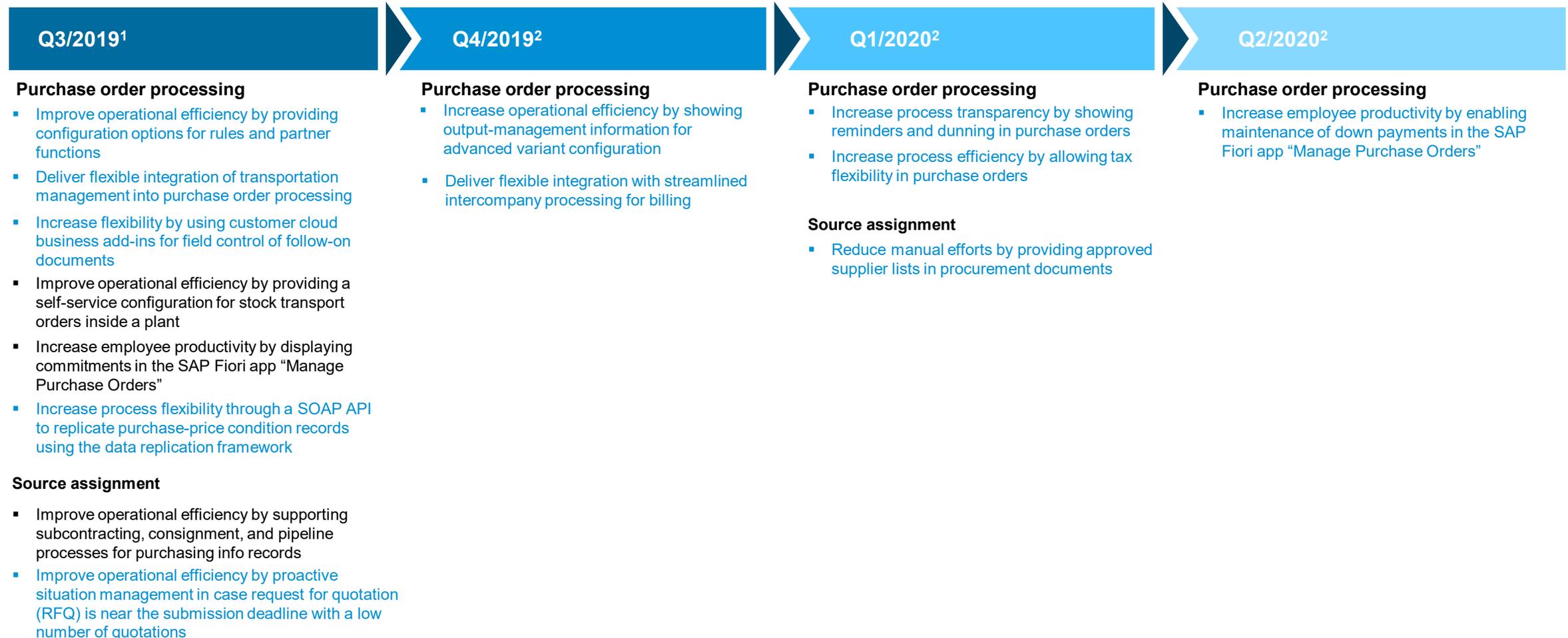
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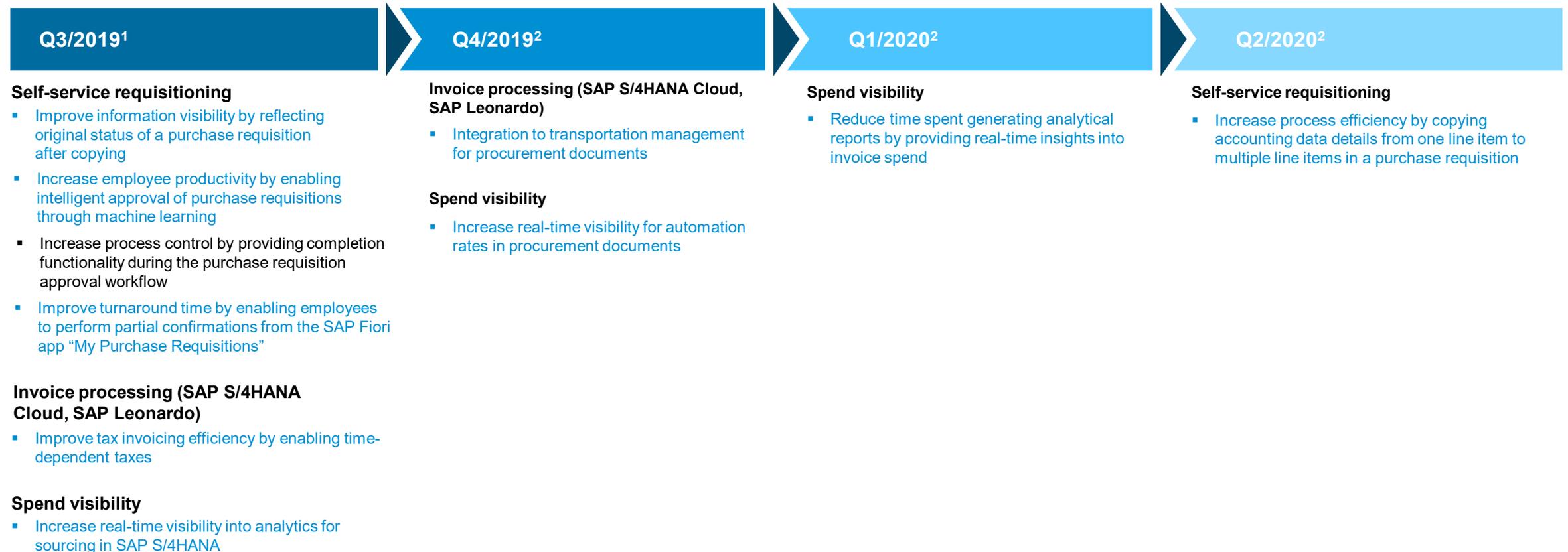
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# SAP S/4HANA Cloud – Sourcing and procurement (4/4)

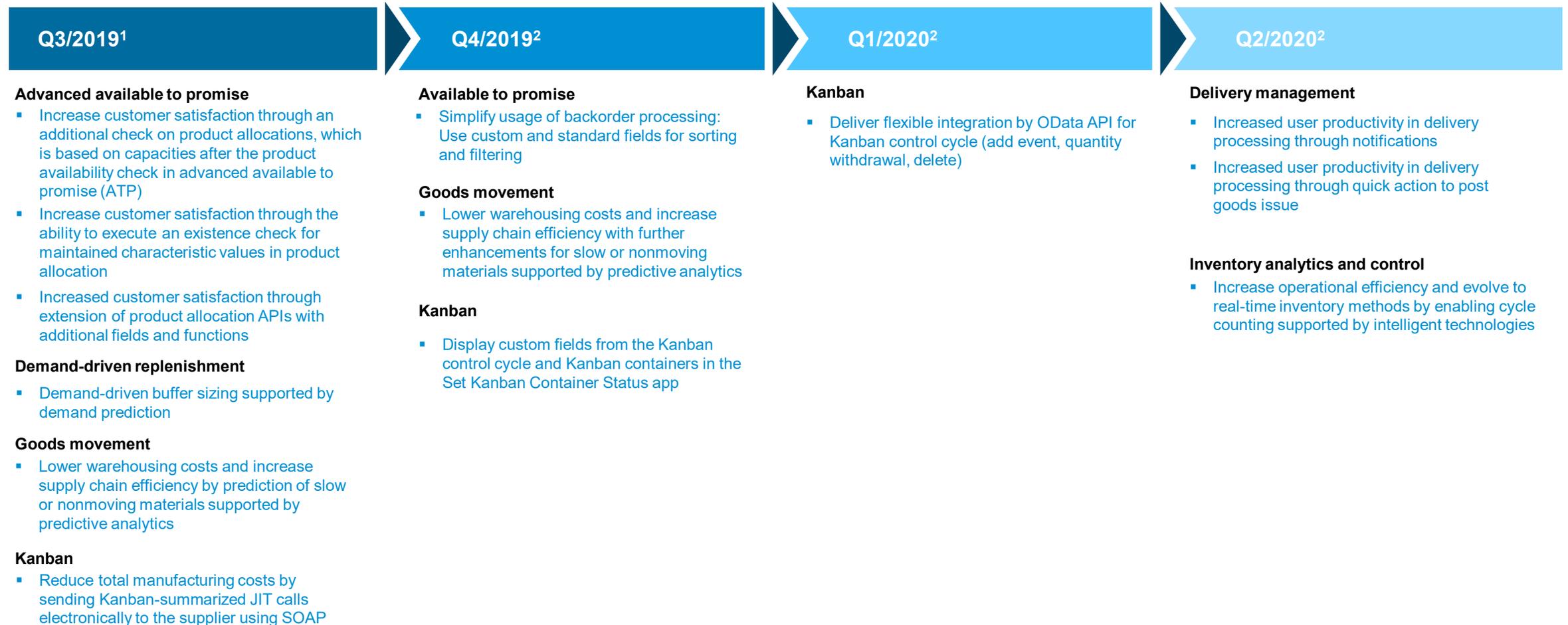
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# SAP S/4HANA Cloud – Manufacturing (1/3)

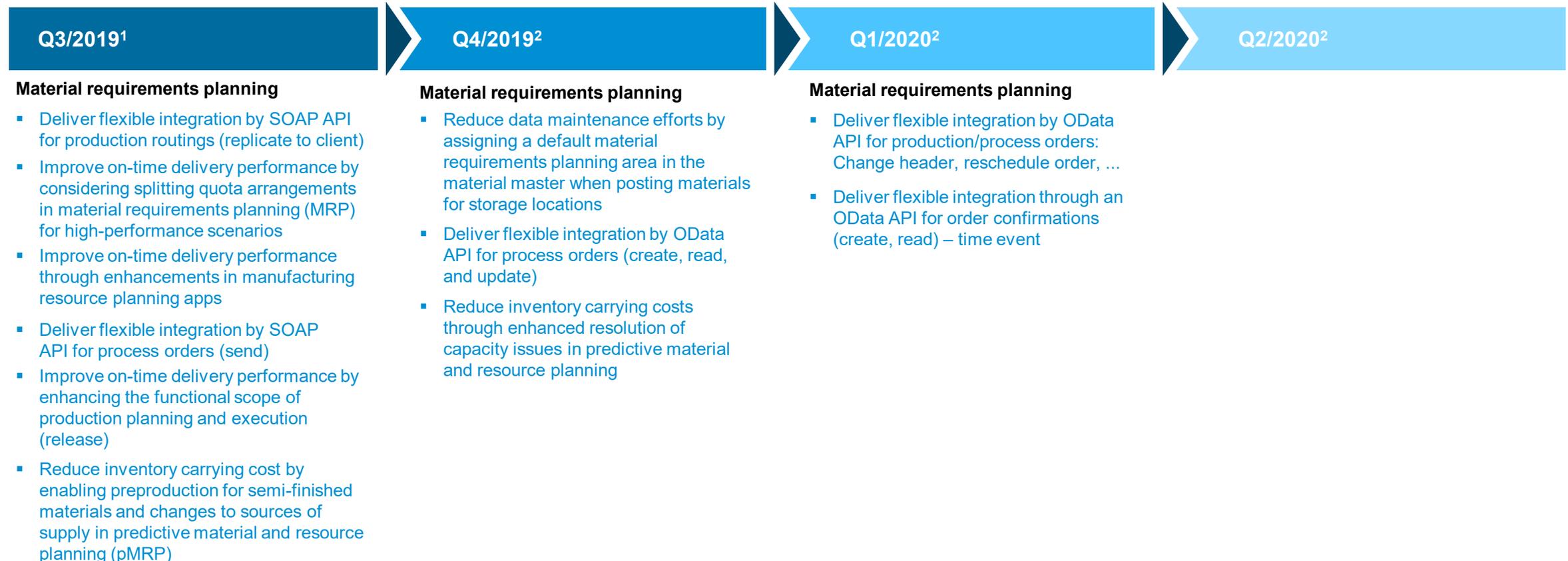
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# SAP S/4HANA Cloud – Manufacturing (2/3)

## Product road map overview – Key innovations



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# SAP S/4HANA Cloud – Manufacturing (3/3)

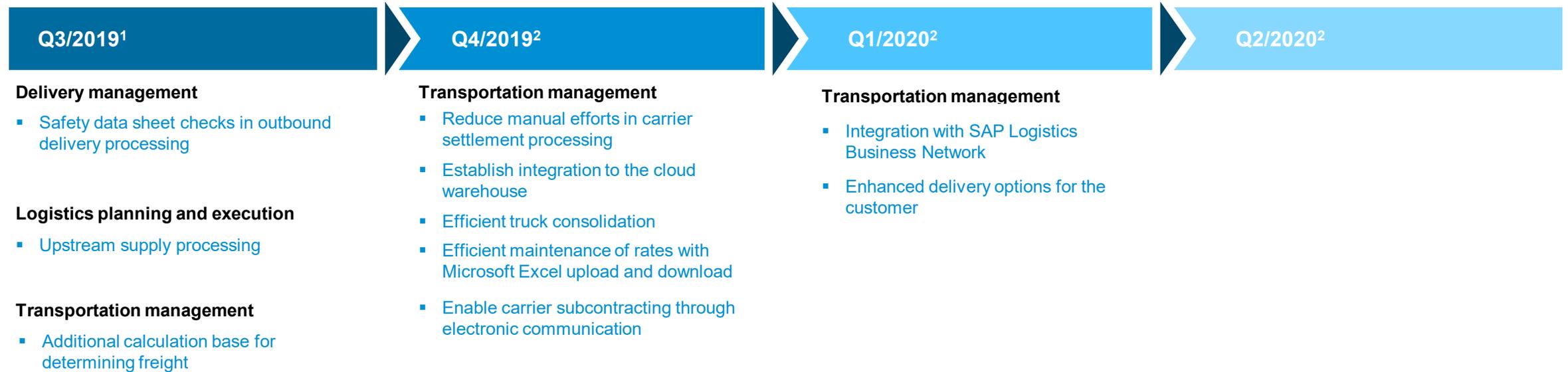
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# SAP S/4HANA Cloud – Supply chain (1/2)

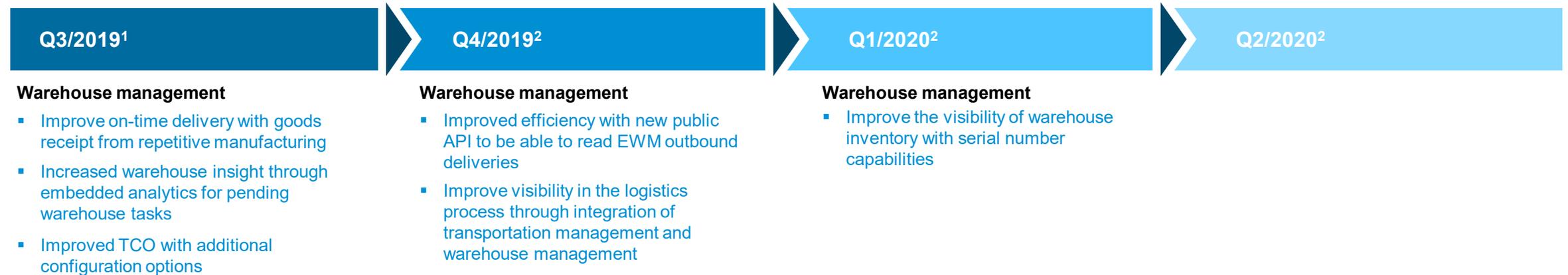
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# SAP S/4HANA Cloud – Supply chain (2/2)

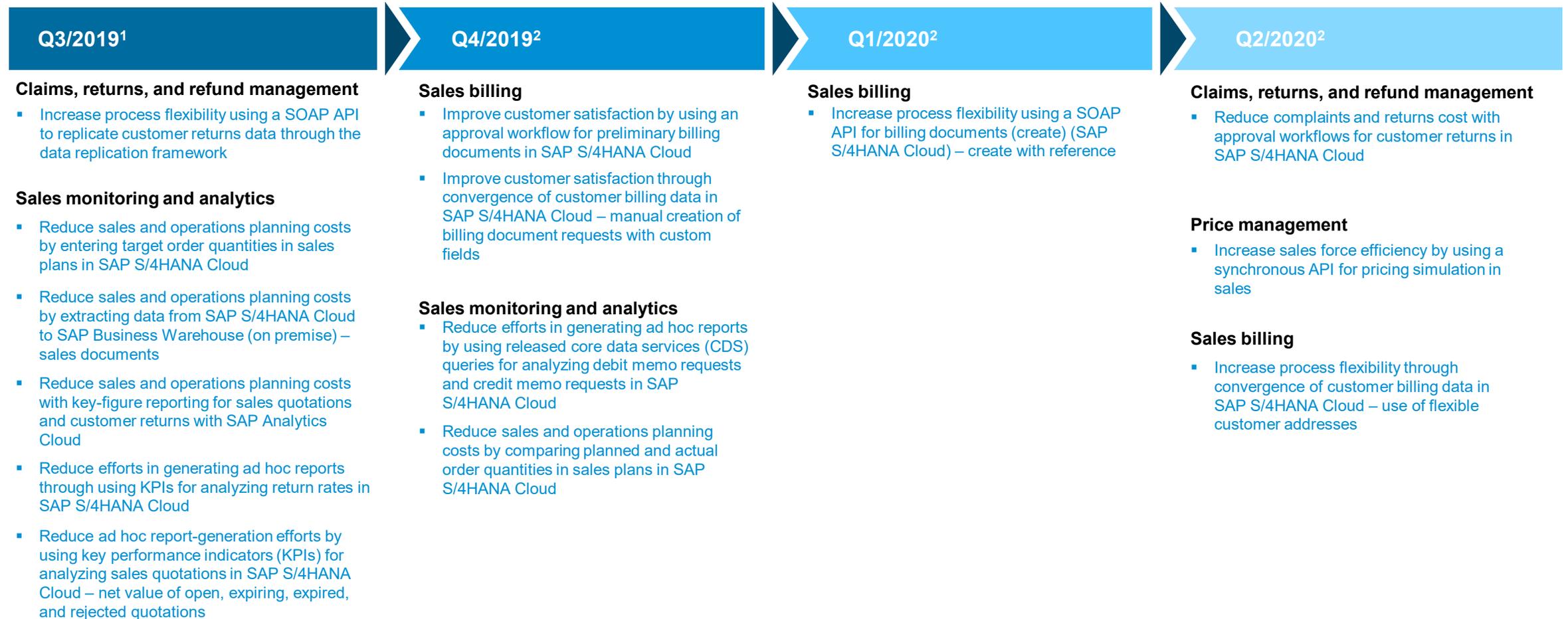
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# SAP S/4HANA Cloud – Sales (1/2)

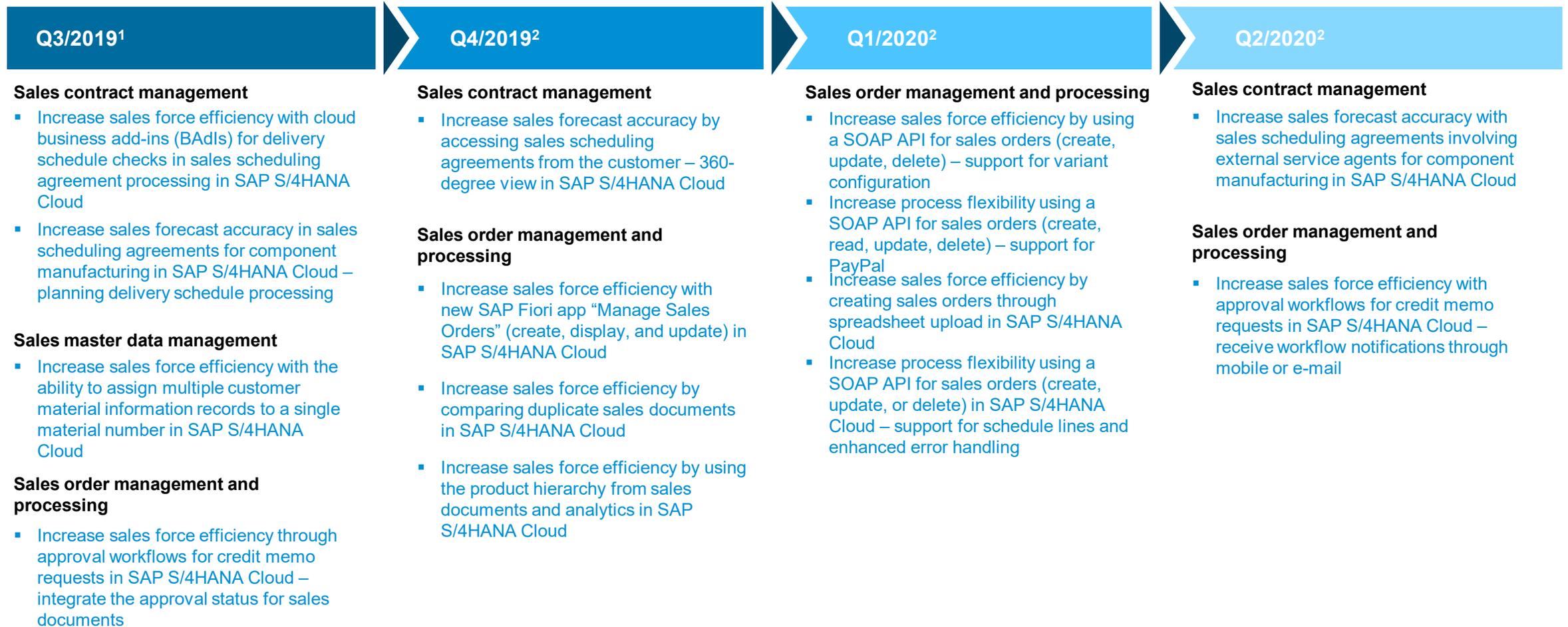
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# SAP S/4HANA Cloud – Sales (2/2)

## Product road map overview – Key innovations



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# SAP S/4HANA Cloud – Asset management

## Product road map overview – Key innovations



### Maintenance execution

- Enable real-time reporting for maintenance orders and maintenance notifications
- Enable real-time reporting for utilization of assets and corresponding actual maintenance cost
- Enable real-time reporting for asset master data, maintenance plans, and maintenance items using SAP Business Warehouse

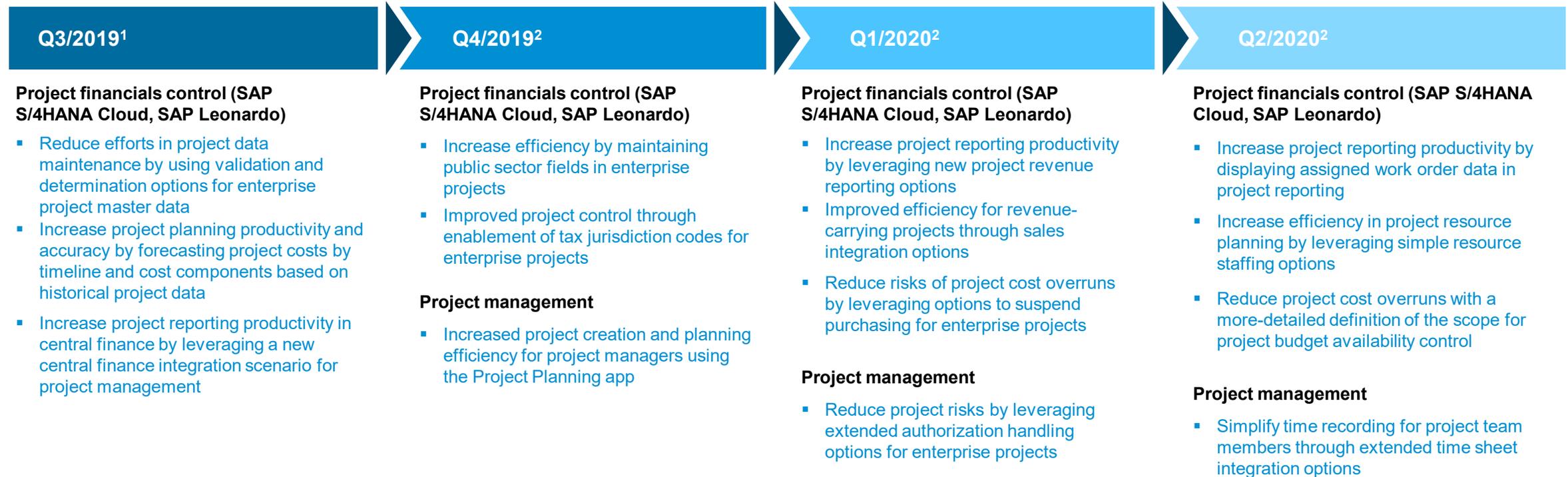
### Maintenance planning and scheduling

- Enable simplified service procurement for maintenance orders through lean service

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# SAP S/4HANA Cloud – R&D/engineering: Enterprise portfolio and project management

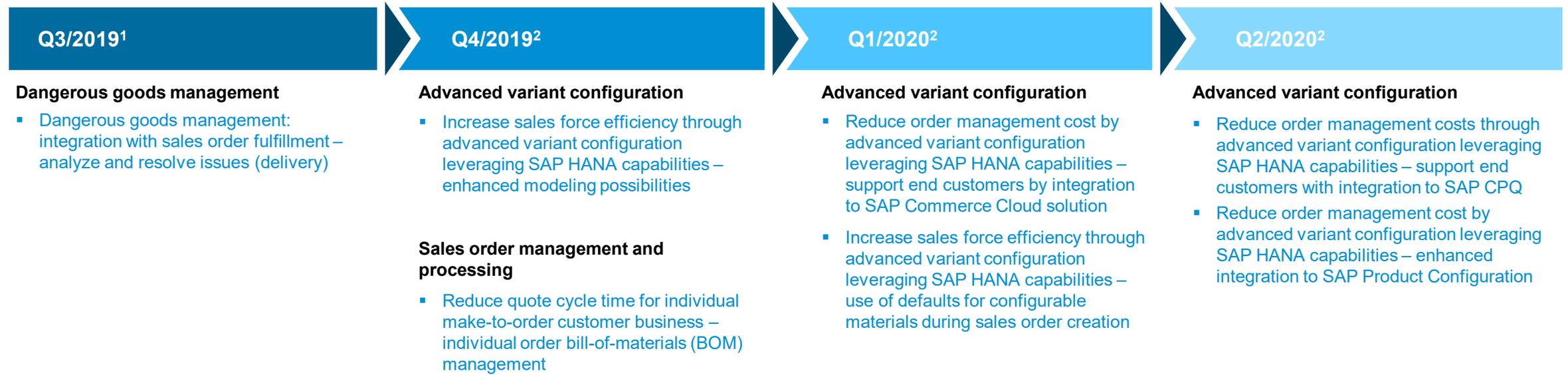
## Product road map overview – Key innovations



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# SAP S/4HANA Cloud – R&D/engineering: Variant configuration

## Product road map overview – Key innovations



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# SAP S/4HANA Cloud – Supply chain

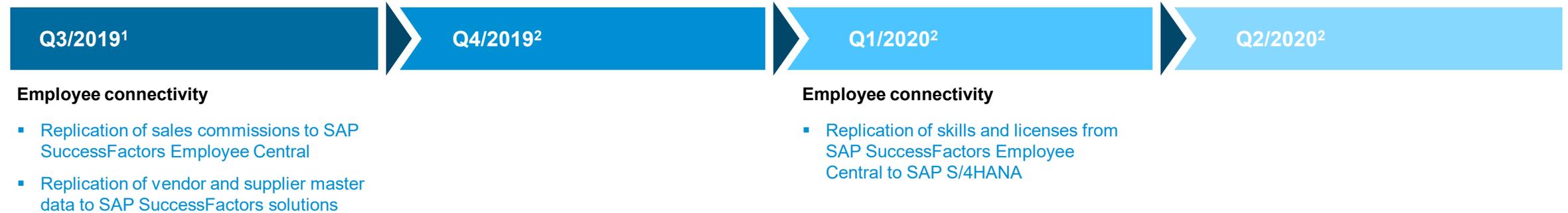
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# SAP S/4HANA Cloud – People

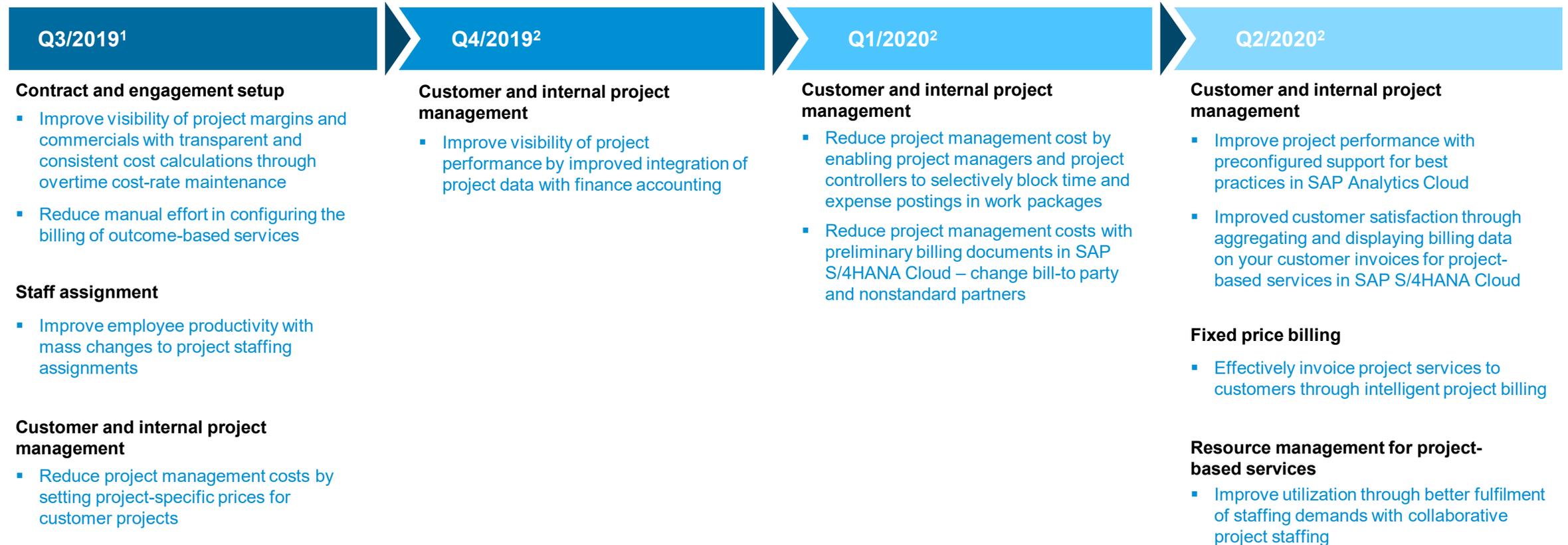
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# SAP S/4HANA Cloud – Services industries, professional services (1/2)

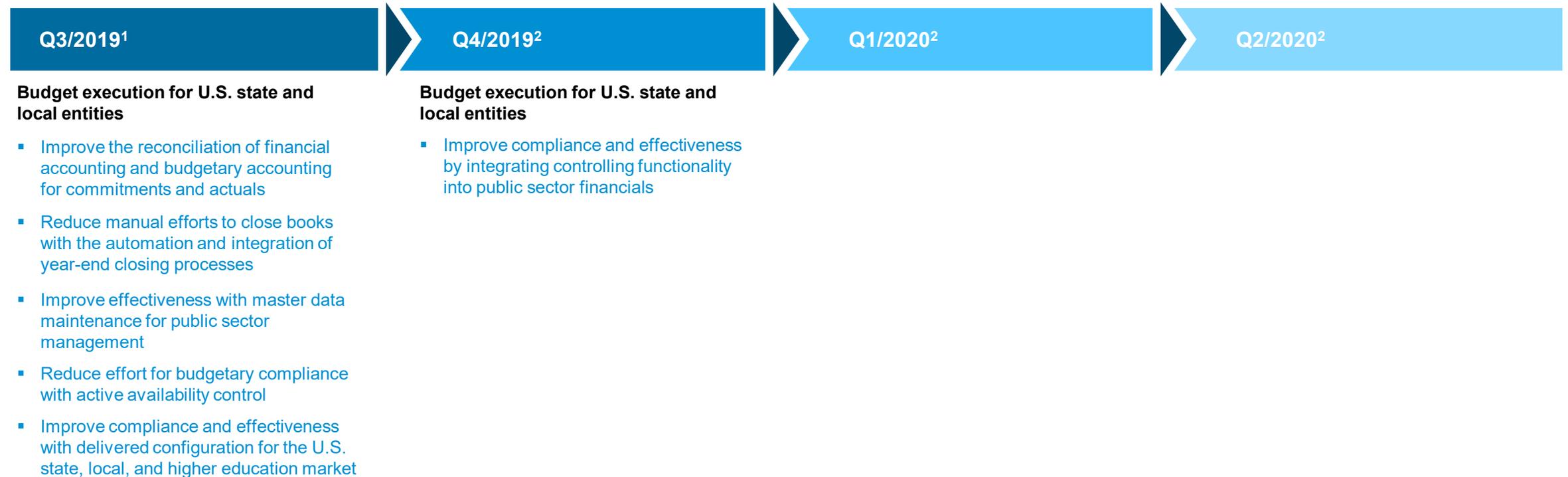
## Product road map overview – Key innovations



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# SAP S/4HANA Cloud – Service industries, professional services (2/2)

## Product road map overview – Key innovations



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# SAP S/4HANA Cloud – Public sector

## Product road map overview – Key innovations



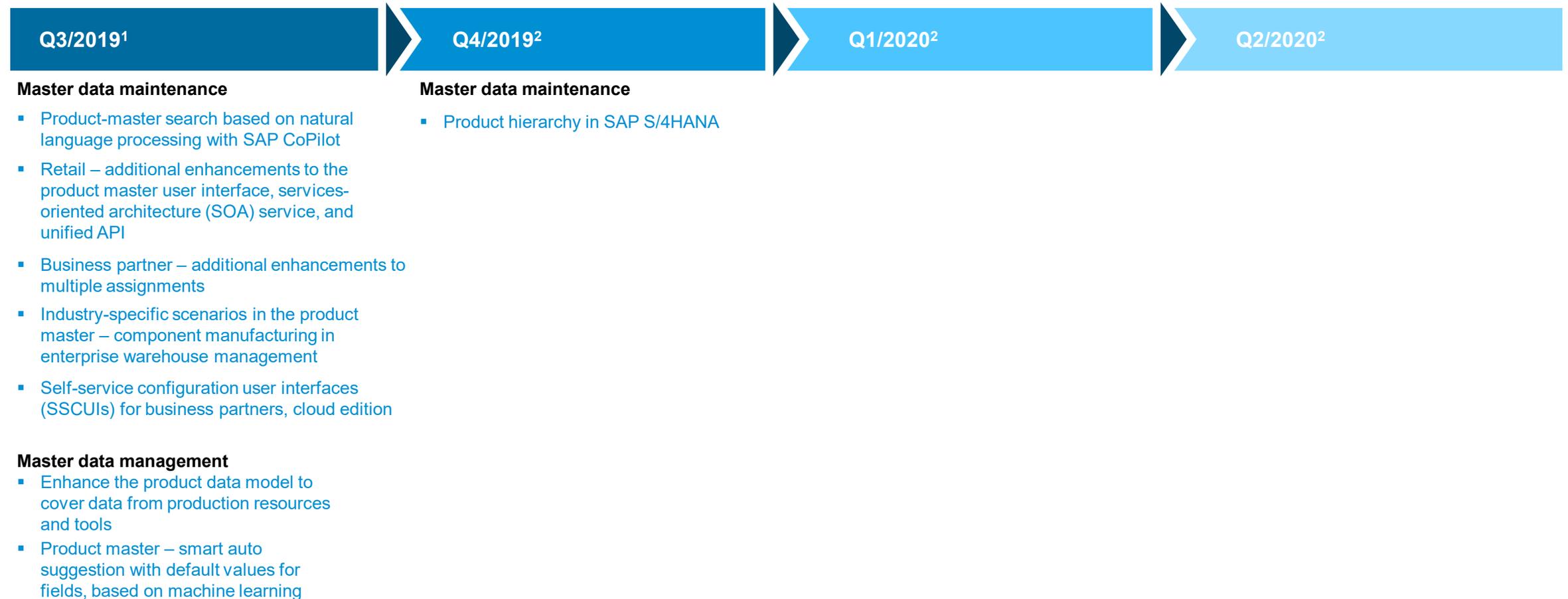
### Budget maintenance for U.S. state and local entities

- Improve efficiency with public sector budget adjustments using budget transfer documents
- Improve efficiency by providing an upload process for initial public sector budget
- Reduce effort to report on finance and accounting data such as budget, actual data, and commitments

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# SAP S/4HANA Cloud – Master data management

## Product road map overview – Key innovations



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# SAP S/4HANA Cloud – Localization

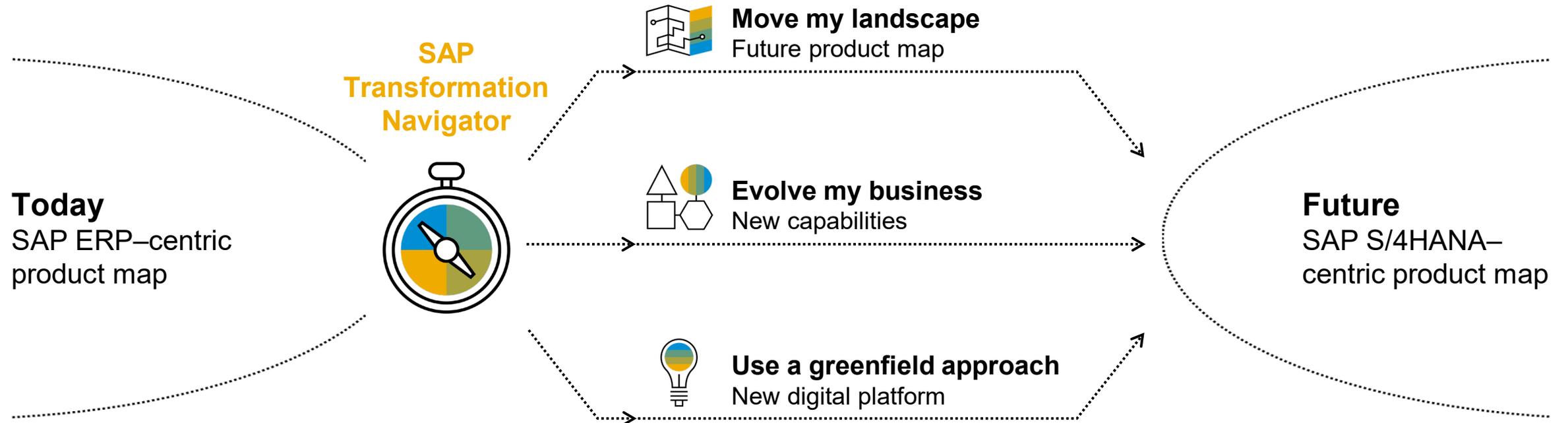
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# SAP Transformation Navigator

Supporting your digital transformation



## SAP Transformation Navigator provides you with clear guidance to chart the Intelligent Enterprise:

- Based on your currently used products, this free self-service produces an individualized report highlighting business value, detailing integration to SAP S/4HANA and other cloud products, and explaining transformation services and license information.
- With the new time-slider feature, you can even identify the best point in time to engage in your journey to becoming an intelligent enterprise.
- Discover the tool and your transformation path at <https://support.sap.com/stn>.

# Learn more

## SAP customers and partners

- ▶ [SAP Road Maps](#)
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