

The logo for SAP S/4 HANA. The word "SAP" is in white on a blue rectangular background. To its right, "S/4 HANA" is written in white. The background of the slide is a dark blue with a glowing, grid-like pattern of lines that create a sense of depth and technology.

SAP S/4 HANA

**The Next Generation
Business Suite**

What if your Organization had a Digital Core?

What if you could price a custom item,
the moment the request is made?

What if tomorrow's weather
shifted your inventory today?

What if your suppliers told you what you
needed, **not the other way around?**

These are not concepts from some distant future, these are actions happening **today**, thanks to the transformation organizations are realizing through the use of a digital core.

The modern digital core serves as the nerve center of the enterprise. It is interconnected, agile and fast. While still retaining elements that made enterprise resource planning (ERP) critical to success, the digital core is a revitalization of that stack, allowing more external inputs and providing the information that helps yield a truly live business.

SAP S/4HANA is a Game Changer

SAP S/4HANA, the modern digital core, is designed to integrate with and utilize IoT, Big Data, Mobile, Business Networks, and more. SAP S/4HANA helps our customers create a truly Live Business:



IMMEDIATE

Empowering business users with insights to act in the moment



INTELLIGENT

Beyond automation, to predictive suggestion



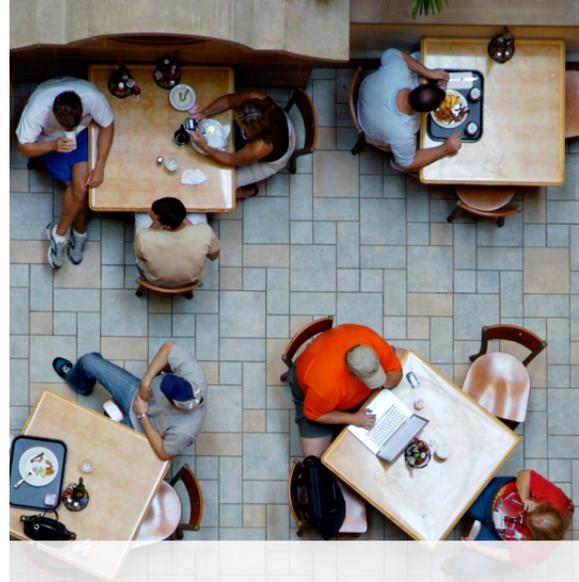
INTEGRATED

Not only between your departments, but connected to the world

This document highlights just a few of the examples of:

- Remarkable results organization can achieve by making a shift to a digital core
- How SAP S/4HANA, the next generation business suite for a digital world, can benefit your company
- Examples of companies who are already realizing the benefits of running a digital enterprise

We hope the stories provide you both inspiration, as well as guidance, for your own digital transformation journey.



SAP S/4HANA: Delivering Simplicity You Need To Succeed in the Digital Economy

Why SAP?

We help the world run better

As the market leader in enterprise application software, we help organizations of all sizes and industries combat the damaging effects of complexity, generate new opportunities for innovation and growth, and stay ahead of the competition.

43-year history of innovation

In 1972, five entrepreneurs had a vision for the business potential of technology. With one customer and a handful of employees, SAP set out on a path that would not only transform the world of information technology, but also forever change the way companies do business. Now 43 years and 291,000 customers stronger, we're just getting started. Building on a track record of innovation and a vision proven true throughout every economic and IT shift, now more than ever, SAP is fueled by the pioneering spirit that inspired its founders to continually transform the IT industry.



Facts about SAP:

TODAY:

- More than **310,000** customers run SAP
 - **87%** of the Forbes Global 2000 companies
 - **80%** of SAP customers are SMEs
 - **76%** of the world's transaction revenue touches an SAP system
-

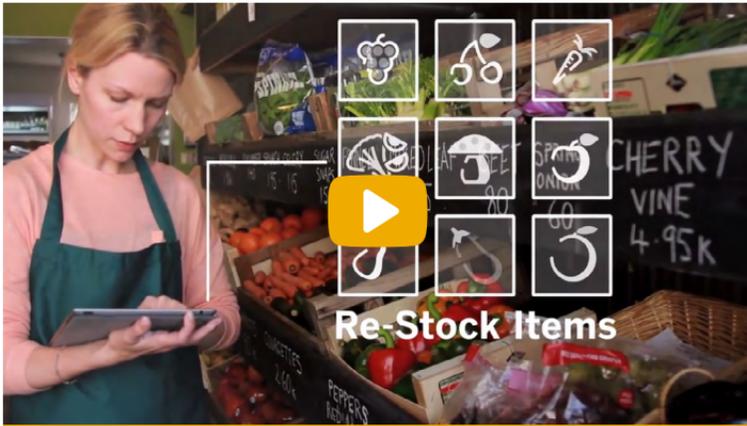
SAP CUSTOMERS INCLUDE:

- **98%** of the **100** most valued brands
 - **100%** of the Dow Jones top scoring sustainability companies
-

OUR CUSTOMERS PRODUCE...

- **78%** of the world's food
- **82%** of the world's medical devices

[→ More Facts...](#)



[▶ Watch Video: The SAP Story](#)

[▶ Watch Video: 40 Years of Innovation, Complete Version](#)

[→ Visit SAP.com](#)

SAP S/4HANA, The Digital Core

The Next Generation Business Suite for a Digital World

THE NEXT GENERATION BUSINESS SUITE FOR A DIGITAL WORLD

Reimagine business and run simple in the digital economy with SAP S/4HANA. This new suite is built on our advanced in-memory platform, SAP HANA, and offers a personalized user experience with SAP Fiori. Deployable in the cloud or on-premise, SAP S/4HANA is designed to drive instant value across all lines of business and industries.

- ✓ Instant, real-time insight for better decisions
- ✓ Reinvented processes for higher performance
- ✓ FIORI user experience for higher productivity
- ✓ Simplified Architecture for lower TCO





Digital Core
S/4HANA



Ecosystem
Collaboration
Business
Networks



Customer
Experience
Omnichannel

What SAP leaders are saying about SAP S/4HANA



PROF. DR. H.C. HASSO PLATTNER

SAP Co-Founder and Chairman of the SAP Supervisory Board

"We have a completely new system built on HANA, a completely new database, a completely new user experience, and a completely new customization. It's a new system"



BILL McDERMOTT

SAP CEO

"SAP S/4HANA is the biggest product launch in the last 23 years and perhaps in the company's history"



BERND LEUKERT

Products & Innovation, Member of the Executive Board

"Companies have to move from selling products to selling outcomes, and SAP S/4HANA is the only path to make this transformation"



WIELAND SCHREINER

Executive Vice President and Chief Product Owner for SAP S/4HANA

"With SAP S/4HANA, simplification and innovation are built in, providing the foundation for a business future that is defined by the massive amounts of information produced"



MARKUS SCHWARZ

SVP and General Manager, S/4HANA Go-to-Market

"SAP S/4HANA provides a foundation that our customers can use to ready themselves for the digital and networked economy, both on the IT side and the business side"

SAP S/4HANA

On-premise and Cloud



SAP S/4HANA

designed for enterprises across industries that need a deep and broad level of functionality combined with a high degree of flexibility in customization

[→ SAP S/4HANA FAQ](#)



SAP S/4HANA CLOUD

The SAP S/4HANA Cloud is designed to help customers drive their digital business transformation with added simplicity, in both deployment and ongoing maintenance. SAP S/4HANA Cloud brings the next wave of simplification and innovations across core business functions.

Three offerings are currently available as part of the SAP S/4HANA, cloud:

- **SAP S/4HANA Marketing Cloud** – for the marketing line of business
- **SAP S/4HANA Professional Services Cloud** – for the professional services industry
- **SAP S/4HANA Enterprise Management Cloud** – for a full ERP scope

[→ SAP S/4HANA Cloud FAQ](#)

The SAP S/4HANA offer the opportunity for customers to deploy real **hybrid scenarios** – combining on-premise and cloud solutions – for unprecedented IT flexibility and accelerated business innovation.



Why SAP S/4HANA?

- With in-memory technology and embedded analytics, SAP S/4HANA provides instant, real time insight for better decisions
- Because of its maximized throughput and speed, as well as its native integration into SAP solutions, SAP S/4HANA gives you greater performance
- SAP S/4HANA leverages the FIORI user experience so that your entire workforce can benefit from not only intuitive, mobile first design, but also proactive decision-making support
- And finally, SAP S/4HANA uses a simplified architecture with a lean data footprint, and cloud deployment, to lower your total cost of ownership





Instant, real-time insight for better decisions

- in-memory technology
- embedded analytics



Reinvented processes for higher performance

- maximized throughput and speed
- native integration to SAP solutions

THE NEXT GENERATION BUSINESS SUITE FOR A **DIGITAL WORLD.**



SAP Fiori user experience = higher productivity

- intuitive on all devices, mobile first
- proactive decision-making support



Simplified Architecture for lower TCO

- lean data footprint
- cloud deployment for higher flexibility

Instant, Real-Time Insight for Better Decisions

One of the most critical elements of a digital core is unified data. SAP S/4HANA is designed for the most advanced in-memory platform, SAP HANA, which removes the technical constraints of the past. With SAP S/4HANA, you can now act on data at a speed that is necessary to win in the digital economy and take full advantage of unified data across 25 industries, 10 Lines of Business and 120 countries.

Traditional ERP	Digital Core Live Business
 <p data-bbox="368 609 486 629">Siloed Data</p>	 <p data-bbox="979 609 1225 629">Unified data in real time</p>
 <p data-bbox="368 743 568 764">Partially connected</p>	 <p data-bbox="979 728 1290 785">Fully connected to customers, suppliers and workforce</p>
 <p data-bbox="368 883 515 904">Reporting tool</p>	 <p data-bbox="979 862 1282 919">Intelligent, predictive tools based on patterns and trends</p>

What is SAP HANA?

SAP HANA is an innovation platform that has been designed to serve as a foundation for a new breed of applications. SAP HANA has completely transformed the database industry by combining database, data processing, and application platform capabilities in a single in-memory platform.

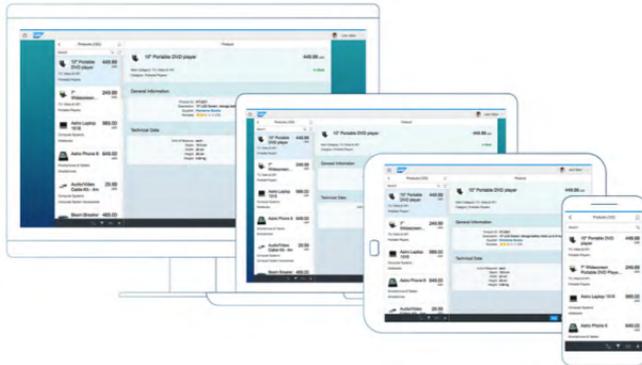
SAP HANA makes it possible for applications and analytics to be rethought without information processing latency, and sense-and-response solutions can work on massive quantities of real-time data for immediate answers without building pre-aggregates. Simply put — this makes SAP HANA the platform for building and deploying next-generation, real-time applications and analytics.



- [▶ Video: SAP HANA – Transforming Business Systems](#)
- [▶ Report: Real-Time Enterprise Stories](#)
- [▶ Website: Learn More about SAP HANA](#)

Reimagine your **user experience** with SAP S/4HANA

Value for your Business Users



SAP S/4HANA is natively designed with the most modern, role-based user experience (UX): [SAP Fiori](#).

With SAP Fiori, you can provide instant value to any user, in any role, in any line of business.

All business users can enjoy the simplicity to get the job done across lines of business with a personalized, responsive, and simple user experience available on any device – no more complex and different user interfaces.

Simplifying the user experience (UX) for business software provides value that impacts your bottom line. Key benefits include sky-high employee productivity, increased adoption, fewer change requests, so that employees can focus on high-value tasks.



[!\[\]\(3313ab456208781028d87c207f762ca9_img.jpg\) Video: *Delight Business Users with a Personalized User Experience*](#)

[!\[\]\(8c38bcc0fae4558cd7ebc6fc44ec565d_img.jpg\) Video: *What is Good User Experience?*](#)

[!\[\]\(aef305f57b9557b4e73b8de50f6d555d_img.jpg\) *User Experience \(UX\) Value Calculator*](#)

[!\[\]\(e5d4c1253f90f386527cfb2278e2ccef_img.jpg\) *Website: Learn More about SAP Fiori*](#)

Experience transformation with SAP Fiori and SAP S/4HANA

Watch how SAP S/4HANA reimagines user experience and impacts productivity

SAP S/4HANA with the SAP Fiori UX can summarize and highlight sales order fulfillment issues in real time, prompting inside sales

[!\[\]\(9cc80862e225935f5e2ce39495f8c582_img.jpg\) Video: *Sales Order Fulfillment*](#)

SAP S/4HANA with the SAP Fiori UX can make receivables management more efficient

[!\[\]\(2ff238be5d86662d1213fe4dadd67c96_img.jpg\) Video: *Receivables Management*](#)

SAP S/4HANA with the SAP Fiori UX helps finance departments better manage customer payments in real time and combines analysis and action in one application.

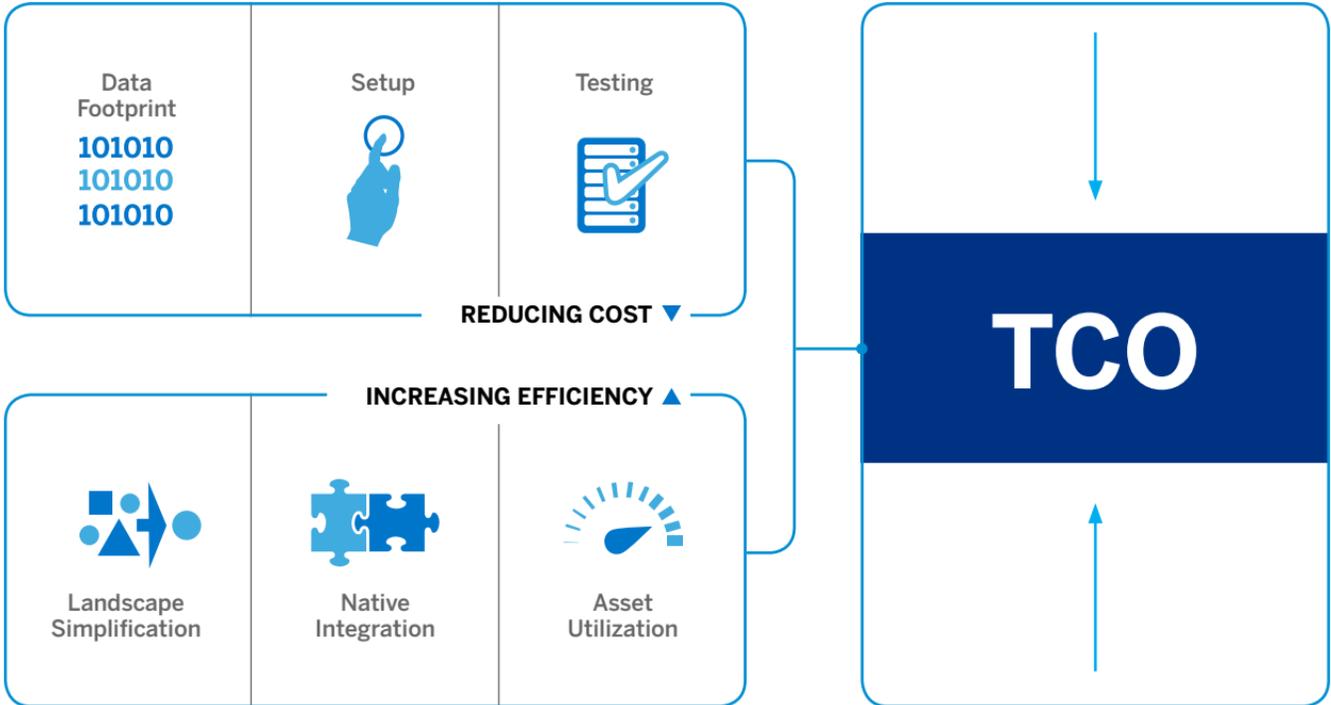
[!\[\]\(b65ff707ec4d1ab514bcb3ba54feee42_img.jpg\) Video: *Post Incoming Payments*](#)

Simplified Architecture for Lower TCO



SAP S/4HANA can dramatically reduce your TCO by impacting all pillars of the TCO equation:

- **Lower data footprint:** By storing a single copy of data in-memory and eliminating the needs for aggregates, materialized views and indexes
- **Reduction in setup costs:** Faster time to value with SAP Activate
- **Lower testing costs:** By eliminating certification requirements for non production HANA hardware
- **Simplified landscapes:** by blending transactional and analytical systems into one platform.
- **Native integration:** offering out of the box integration with SAP Cloud solutions like SuccessFactors and Ariba
- **And Increased asset utilization:** with co-deployment of APO on the same HANA box as SAP S/4HANA



Reinvented Business Processes for Higher Performance

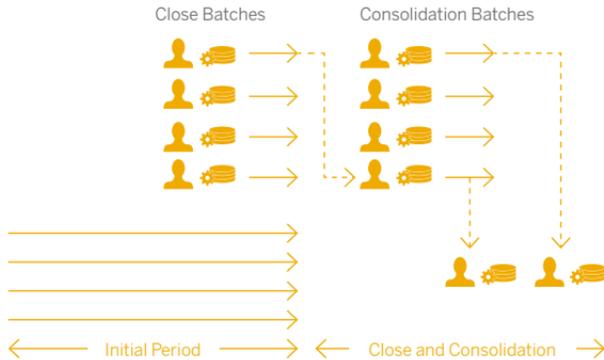
To compete and win in today's marketing reality, businesses must fundamentally transform their business models, business processes and the IT operations that support both. New competitive threats are emerging every day. True transformation will not come from finding ways to do things incrementally better but, rather, by finding innovative ways to do things fundamentally differently.

SAP S/4 HANA is not just faster and smarter. It is the key driver in simplifying business processes. Using SAP S/4HANA, you can focus on the most essential tasks in real time and adapt business processes as needed, simplify your business processes to gain new efficiencies across your organization.

Look at the example of how SAP S/4HANA removes the complexity in finance by comparing the traditional ERP system with the business process using SAP S/4HANA and consider how with SAP S/4HANA you can achieve:

- Real-time system with key performance indicators (KPIs) instantly refreshed
- Elimination of end-of-period batch bottlenecks
- Continuous intercompany reconciliation
- Continuous financial reporting visibility
- Profitability analysis and line-item detail reconciliation
- Automation for routine tasks
- Full management visibility of close tasks

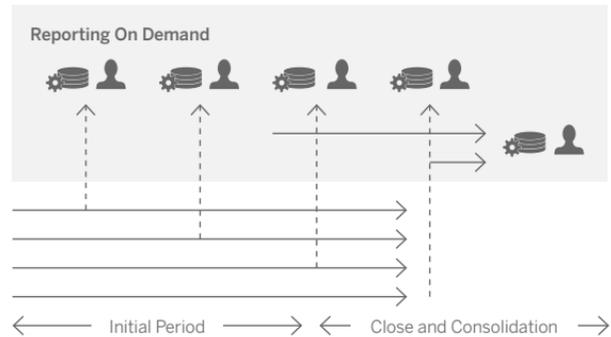
Traditional System



With traditional system:

- Close activities that don't begin until period end
- Multiple batch-run dependencies
- Batch bottlenecks that delay downstream activities
- High error-correction efforts
- Complex issues that are postponed until after close
- Time-pressured resolutions
- Delayed visibility into reporting

With SAP S/4HANA



With SAP S/4HANA

- Real-time system with key performance indicators (KPIs) instantly refreshed
- Elimination of end-of-period batch bottlenecks
- Continuous intercompany reconciliation
- Continuous financial reporting visibility
- Profitability analysis and line-item detail reconciliation
- Automation for routine tasks
- Full management visibility of close tasks



User Interaction



Ad Hoc

Traditional ▼

▼ With SAP S/4HANA

Process Excellence



Discover Business Digital Transformation Scenarios with SAP S/4HANA

What is possible with SAP S/4HANA?

Look at the business scenarios across different industries and lines of business and discover how you can run a live business with SAP S/4HANA.





May the Force be with Your Social Media

CHALLENGE

- Imagine that a clothing manufacturer wants to market a new Star Wars-themed jacket using the buzz of the release of the new episode.
- The company wants to use social media to identify the most popular themes and trends, for example which characters are polling high.

SOLUTION

- The company can leverage pre-packaged integration to pull data from third-party channels such as Twitter, Facebook, and Instagram directly into SAP S/4HANA.
- The company can then be able to replicate these leads and opportunities and store them centrally.

RESULT

- The company can then see if the leads pulled in from social channels are already customers in its system.
- The ability to have real-time visibility into current and prospective customer data, and being able to share those insights in real time seamlessly across the enterprise, can result in a successful launch.



The Power of Pumpkin

CHALLENGE

- Imagine that a national bakery chain unveiled a new fall item, featuring pumpkin ingredients. But a new supplier was unable to meet the overwhelming customer demand.

SOLUTION

- The procurement manager analyzed in real time why the supplier was struggling based on past history across the supplier network. The solution offered several alternatives, including either replacing the supplier, or supplementing the orders with an additional vendor.

RESULT

- Armed with this information, the procurement manager brought in a secondary vendor to compensate for the shortfall, soon replenishing stores with the strongest demand, delighting customers.
- Helping to increase their sourcing savings by up to 12% thanks to enhanced supplier visibility*



* Improvement ranges are SAP estimates for a hypothetical ~\$3B Manufacturing company as sample.

Driving Change

from 0 to >60 in Real-Time

CHALLENGE

- A car manufacturer produces multiple models each requiring an average of 3,500 materials.
- With an average daily production of 500 cars the manufacturer has to process over 10 million material postings per day.
- The technology limitations of the past don't allow for such a large number of transactions to be processed in real time, preventing Just In Time (JIT) deliveries.

SOLUTION

- With SAP S/4HANA postings can now run in real time, providing the car manufacturer the ability to get instant visibility into its material ledger at any time and allowing it to respond more accurately to production issues.

RESULT

- Increase material posting throughput 5-25x*
- Reduce manufacturing costs 2-4%*
- Reduce manufacturing cycle time 6-8%*
- Reduce scrap value 22.5-28%*
- Lower treasury and cash management FTEs by 56%*



* Improvement ranges are SAP estimates for a hypothetical ~\$3B Manufacturing company as sample.

Keeping Information Flowing

Online or Offline

CHALLENGE

- Imagine that an oil and gas company was looking to find an alternative to its current manual processes for capturing job data in the oil field, where Internet connectivity is often unavailable.
- The current manual process used disjunctive, redundant legacy applications, which increased costs and lowered efficiency.

SOLUTION

- The company was able to build a digital field ticketing application on SAP S/4HANA that allows supervisors to accurately capture job information – regardless of connectivity – and synchronize to the back-end SAP S/4HANA Finance system when back in an online mode.

RESULT

- The company gained more accurate insights into each job and increased overall operational efficiencies. For example, it was able to reduce the number of sales outstanding by 30% thanks to readily available pricing information.
- The company was also able to reduce the number of administrators responsible for field ticketing data entry.



* Improvement ranges are SAP estimates for a hypothetical ~\$3B Manufacturing company as sample.

Ensuring the Right Fit for Each Customer

CHALLENGE

- Imagine that a retail clothing manufacturer wanted to create a customer loyalty app that had back-end connectivity to its core enterprise management system.
- There is currently a disconnect between the customer experience, based on the channel used (in-store, online, and call center), depending on whether a customer's loyalty status was recognized.

SOLUTION

- With SAP S/4HANA, the retailer can build high-touch, customer-facing applications that link back to SAP Hybris for a unique customer experience. The mobile app uses GPS location data from smartphones to detect customers walking into the retailer's store, to push vouchers or promotions specific to that particular store – and meets the customer size and inventory on-hand.

RESULT

- The retailer can create a tailored customer experience – with happier consumers.
- They can also gain greater insights into their customers' buying patterns, which helps manage their inventory and warehouse management activities.
- With these insights, personalized marketing campaigns are created for an “audience of one” based on each customer's past history across all channels.



Expanding the Horizons of your Workforce

CHALLENGE

- Imagine a professional services company that has the opportunity to take on a new software consulting project for an airline manufacturer, who also has a government services division. Without an integrated view of the workforce, and their ability to achieve classified information clearance enough resources may not be available.
- The cost to take on the new project are unclear (re-training or new hires).

SOLUTION

- With SAP S/4HANA Finance and Human Resources including SAP SuccessFactors, and SAP Cloud for Analytics, the company can assess the current roster of project management and data scientist specialist skills of the organization, and run a cost simulation of various scenarios to determine whether the project was feasible.

RESULT

- Using simulations, Finance can analyze all scenarios for expected revenues, plus the project costs, for an optimal mix of resources: a combination of re-allocating existing resources, and hiring long-term and consulting resources.
- The workforce experiences higher job satisfaction by gaining new skills.
- Consolidated time entry for immediate visibility, for optimal resource allocations.



* Improvement ranges are SAP estimates for a hypothetical ~\$3B Manufacturing company as sample.

Hearing your Customers Clearly

CHALLENGE

- Imagine a telecommunications company with highly customized services, struggling with low customer satisfaction. Quoting, closing sales and delivering orders take too long and are prone to errors.
- The reports and analytics on service delivery are delayed and out of date.
- Delays in order deliveries lead to inaccurate accounts receivable.

SOLUTION

- With SAP S/4HANA Sales, the company can streamline its sales and delivery.
- It uses the new sales order fulfillment cockpit to instantly identify bottlenecks and issues related to carrying out the provisioning of telecommunication services.
- Prebuilt content to analyze KPIs across the entire order-to-cash process in real-time.

RESULT

- Increased customer satisfaction through reduced lead times and fewer errors.
- Improved quality and efficiency of sales order entry, delivery and billing, allowing for the ability to mitigate issues as soon as they arise.
- Up to 2.5% reduction in days sales outstanding (DSO).*
- Up to 3% reduction in order management costs.*



*Improvement ranges are SAP estimates for a hypothetical ~\$3B Manufacturing company as sample.

Understanding your Customers Holistically

CHALLENGE

- Imagine a consumer products company that sells multiple brands is using both a direct and indirect sales force.
- The sales reps are struggling with personalizing interactions and making relevant offers, because of missing information - invoices, order status, payments, and previous communications are all stored in different systems.

SOLUTION

- With the S/4HANA and SAP Cloud For Customer, the company was able to provide sales reps a big picture on sales and orders and have relevant insights to make each customer interaction meaningful, impactful and personalized.

RESULT

- Increase in sales opportunities and wins by having access to holistic customer information, for personalized cross- and up-sell offers for increased conversion.
- With increased customer satisfaction, up to 2.3 reduction in customer churn
- Identifying the most profitable by consolidating information on orders, returns, accounts receivable and billing disputes.



* Improvement ranges are SAP estimates for a hypothetical ~\$3B Manufacturing company as sample.

Computing the Benefit of Mergers and Acquisitions

CHALLENGE

- Imagine that a computer manufacturer plans to expand from the US into France. The company is considering acquiring a competitor who is already located there.
- There are multiple companies that could be acquired, but they must be manually consolidated. Finance does not have the bandwidth to evaluate each acquisition scenario, so pre-selects three scenarios, resulting in potential missed opportunities.

SOLUTION

- With SAP S/4HANA Finance using integrated business planning, the computer manufacturer is able to evaluate each and every scenario.
- Finance executives are able to model all of the different acquisition scenarios using the business drivers most important to the company, using what-if simulations and predictive technology.

RESULT

- Finance is now able to evaluate the financial impact of the acquisition of each potential target company, using internal data (working capital) and external data.
- Finance can now identify the scenario with the most profit potential, and continue to monitor the ROI as the acquisition moves forward.
- The company can now reduce the risk associated with M&A.



Staying with One Version of the Truth

CHALLENGE

- Imagine that a large hotel chain has gone through multiple M&As and now owns and manages multiple competing hotel brands, each with a different ERP system.
- These systems were not connected, so the hotel was unable to provide a seamless experience for its customers, including separate quotes and invoices.
- The hotel company was not able to achieve a unified view of its customers.

SOLUTION

- Using SAP S/4HANA Finance and the central journal scenario, the hotel chain can quickly pull information from all disparate systems for managing financials, both financial statements and management accounting information.
- With the analytics capabilities within SAP S/4HANA and SAP Fiori, information is obtained in real time incorporating both financial and operational data.

RESULT

- Increased customer satisfaction, including B2B and B2C customers making reservations at different hotel brands and sub-brands, with one proposal and invoice.
- Single version of the truth with a unified interface, giving the hotel chain a more complete view of customers' reservations and purchasing behavior.
- Increased sales opportunities with loyalty programs across the different brands.



Spotlight on Customers

See how our customers are driving their digital transformation journey



ORGANIZATION

Schola Europaea, Office of the Secretary-General of the European Schools

HEADQUARTERS

Brussels, Belgium

INDUSTRY

Higher Education and Research

PRODUCTS & SERVICES

Nursery, primary, and secondary education

EMPLOYEES

4,000

STUDENTS

25,000

WEBSITE

www.eursec.eu

European Schools

Simplifying and Innovating with SAP® S/4HANA Finance and SAP HANA Enterprise Cloud

OBJECTIVES

- Replace an old, home-grown IT solution with modern software that is widely compatible
- Reduce logistics and administrative efforts by moving to the cloud
- Improve consolidation, reports, and transparency
- Streamline accounting, controlling, and procurement business processes
- Avoid potential risk by complying with new financial regulations
- Ensure all European Schools are aligned and have standardized and secure financial processes

WHY SAP

- Well-known software that aligns with systems of key stakeholders like the European Commission
- Support for a multilingual organization
- Definition of business requirements using a SAP® Best Practices package and the SAP S/4HANA Finance solution
- Failure of two other system integrators to replace the current solution



European Schools Select SAP S/4HANA Finance to Empower Users and Better Serve Students

WHY SAP SOLUTIONS POWERED BY SAP HANA®

- Positive references from the Council of the European Union and the European Commission
- Requirements fulfilled in all relevant countries
- Stable IT platform for future growth
- Flexible and fast deployment by combining the SAP ERP Foundation rapid-deployment solution and the SAP HANA® Enterprise Cloud service
- Integration of transactions and analytics on the same platform, enabling real-time processes
- Regular cloud-based software updates at set costs

BENEFITS

- No resource costs with application management services for SAP HANA Enterprise Cloud
- Significant improvement in accountability
- Better cost control and compliance using self service procurement
- Real-time accounting processes and instant insight into core financials
- Reduction in data footprint



“ The SAP S/4HANA Finance solution empowers our users with more control and drives greater accountability. We have a complete solution that meets all our needs. And SAP HANA Enterprise Cloud means that we didn't need to invest in IT staff to maintain the system.”

—Kari Kivinen, CEO, Schola Europaea, Office of the Secretary-General of the European Schools

Spotlight on Customers

See how our customers are driving their digital transformation journey



La Trobe University

A Model for Success Amid Rapidly Shifting Dynamics of Higher Education

ORGANIZATION

La Trobe University

HEADQUARTERS

Melbourne, Australia

INDUSTRY

Higher Education and Research

PRODUCTS & SERVICES

Undergraduate and postgraduate education research

EMPLOYEES

3,000

WEBSITE

www.latrobe.edu.au

OBJECTIVES

- Compete effectively for students and funding in a challenging, increasingly complex higher education environment
- Push the boundaries of the educational experience for students
- Lift the administrative overhead burden from the teaching staff and researchers so they can concentrate on their core activities and most essential tasks

RESOLUTION

- Became the first organization in the world to go live with SAP® S/4HANA Finance solution deployed using the SAP HANA® Enterprise Cloud service
- Adopted solutions from SAP SuccessFactors for human capital management (HCM)
- Took advantage of SAP Service and Support offerings to help with implementations

BENEFITS

- Enhanced the user experience
- Simplified processes with no latency
- Increased data reliability

- ➔ A Preview into Digital Transformations
- ▶ Journey to the Cloud and Transform Your Business with Expert Support
- ▶ Customers Run Simple with SAP S/4HANA - The Next Generation Business Suite
- ▶ Run Simple with Our Next-Generation Business Suite, SAP S/4HANA

“ As the first to adopt SAP S/4HANA Finance, we will benefit from instant insight to drive value through planning, analysis, prediction, and simulation. We have a term for it: Brilliant Basics.”

—Peter Nikolettatos, Executive Director and CIO, La Trobe University



Greg Hill
Director of Enterprise Applications, La Trobe University

- ▶ **TESTIMONIAL VIDEO**
La Trobe University was the first organization to go live with SAP S/4HANA in the cloud



TOP BENEFITS ACHIEVED

20% Efficiency increase

up to 7x Faster business processes

4 Faster batch job runs

Spotlight on Customers

See how our customers are driving their digital transformation journey



Convergent IS

Supporting 200% Growth with SAP® S/4HANA Starting with SAP S/4HANA Finance

COMPANY

Convergent IS

HEADQUARTERS

Calgary, Canada

INDUSTRY

Professional Services

PRODUCTS & SERVICES

User experience and mobile solutions for enterprises

EMPLOYEES

30

WEBSITE

www.convergentis.com

OBJECTIVES

- Support 200% annual growth as international business expands with multiple currencies and foreign exchange risk
- Create the framework to support a new professional services business line
- Manage business processes such as financial close, invoicing, and supply chain

WHY SAP

- Move to a digital business foundation, with SAP® S/4HANA providing the business with a single source of the truth
- Roll out the SAP Fiori® user experience (UX) to support nearly 100 critical business processes such as accounts receivable and payable, cash-flow and liquidity management, procurement, and employee/manager self-service

RESOLUTION

- Gave the sales team insight into account-specific net margins
- Tracked hours in real time for accurate invoices and project margin analysis
- Improved business asset visibility for informed investment decisions
- Trained new employees with a simple and personalized user experience

FUTURE PLANS

- Introduce additional SAP® S/4HANA functionality to manage the supply chain
- Invest in SAP solutions to provide an optimal onboarding experience for the expanding team

“ Using SAP S/4HANA with the SAP S/4HANA Finance solution is like going from a tricycle for small-business accounting software to a race car. It will help Convergent continue our fast-paced growth and simplify our business processes.”

—Shaun Syvertsen, Managing Partner, Convergent IS

- ➔ *Convergent IS runs SAP® S/4HANA to support 200% growth*
- ➔ *SAP S/4HANA Finance: Gateway For The Little Guy*
- ➔ *Supporting Growth with SAP S/4HANA and a Simple User Experience across the Enterprise*
- ➔ *How to decide when to move to SAP S/4HANA*
- ➔ *SAP Fiori UX is the face of SAP's future*
- ▶ *Convergent IS swaps QuickBooks for SAP S/4HANA Finance*
- ▶ *The Reason Convergent IS Adopted S/4HANA*



Shaun Syvertsen
Managing Partner, Convergent IS



TESTIMONIAL VIDEO

Convergent Supports its 200% Growth with SAP S/4HANA

Decreased

Days sales outstanding
and time to invoice

Improved

Management of accounts
payable and receivable

Eliminated

Manual reconciliation of
financial and management
accounting

Spotlight on Customers

See how our customers are driving their digital transformation journey

GEBERIT

Recognized by the plumbing and HVAC industry as a market leader, GEBERIT is transforming business processes to stay ahead in the market for its globally renowned products.

GEBERIT decided to migrate all of their finance and controlling applications to SAP S/4HANA. The company soon started realizing the benefits of easy access to real-time information supporting faster, better decision-making, and simplifying database maintenance.

 *GEBERIT's Presentation at SAPHIRE 2015*

UNIORG

UNIORG Consulting GmbH headquartered in Dortmund, Germany is a full-service provider for the implementation and management of SAP software. UNIORG, a German-based international SAP partner and consulting firm, successfully went live with SAP S/4HANA Finance in only 8 weeks.

Real-time access to each transaction delivers immediate insights into both transactional processes and reporting, enabling UNIORG to better align finance and controlling and achieve lower TCO. UNIORG will also increase productivity through role specific business cockpits and an enhanced user experience with SAP Fiori.

“By laying the foundation to fully reap the benefits from SAP HANA, we expect major efficiency gains in finance and controlling because we can now immediately see the impact of each transaction in reporting and analysis.”

Thomas Weber, Managing Director, UNIORG Consulting GmbH

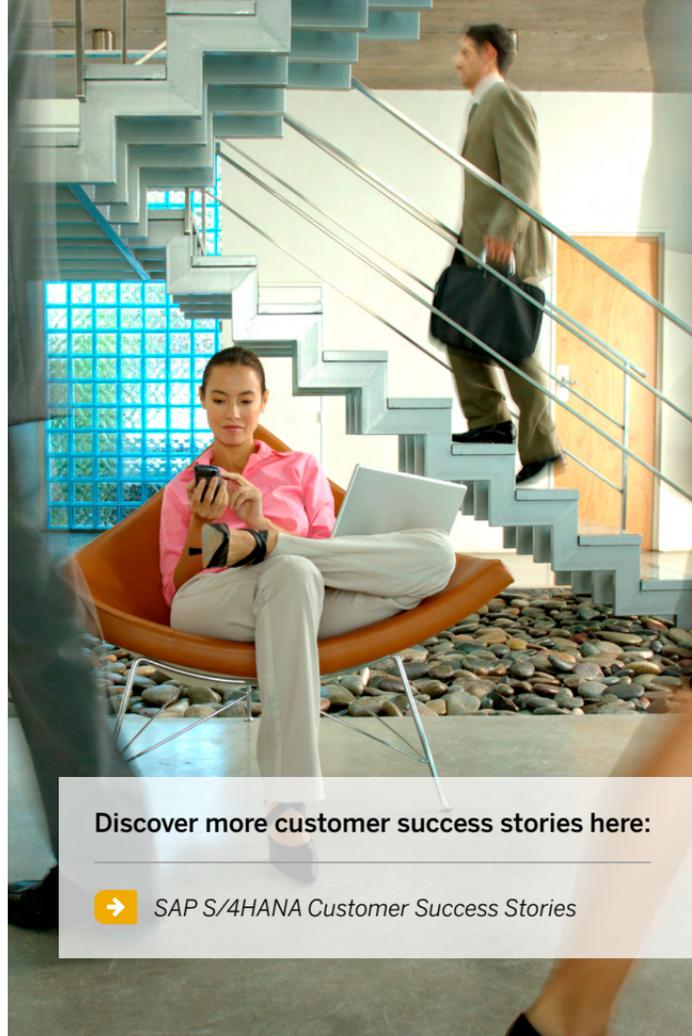


The Swiss Re Group is a leading wholesale provider of reinsurance, insurance and other insurance-based forms of risk transfer. Dealing direct and working through brokers, its global client base consists of insurance companies, mid-to-large-sized corporations and public sector clients. From standard products to tailor-made coverage across all lines of business, Swiss Re deploys its capital strength, expertise and innovation power to enable the risk taking upon which enterprise and progress in society depend.

Swiss Re started reducing risk and simplifying operations by bringing together transactional processes with real-time analytical capabilities on one common finance platform: the SAP S/4HANA Finance solution.



Swiss Re's Presentation at SAPPHIRE 2015



Discover more customer success stories here:



SAP S/4HANA Customer Success Stories



Try SAP S/4HANA

Start your trial now

Start your SAP S/4HANA experience now with a 14-day trial (cloud) or 30-day trial (on-premise). See first-hand how the personalized user experience allows instant insight-to-action from any device to drive on the fly business decisions and immediate execution. Discover the value of simplicity across concrete roles and predefined scenarios:

PROJECT MANAGER

Easily create, plan, staff, and bill customer projects

CASH MANAGER

Instantly monitor cash movements, balances and liquidity

GENERAL LEDGER ACCOUNTANT

Effortlessly review financial statements, account balances, and individual line items

ACCOUNTS RECEIVABLE ACCOUNTANT

Quickly process incoming payments, collect cash, and clear customer accounts

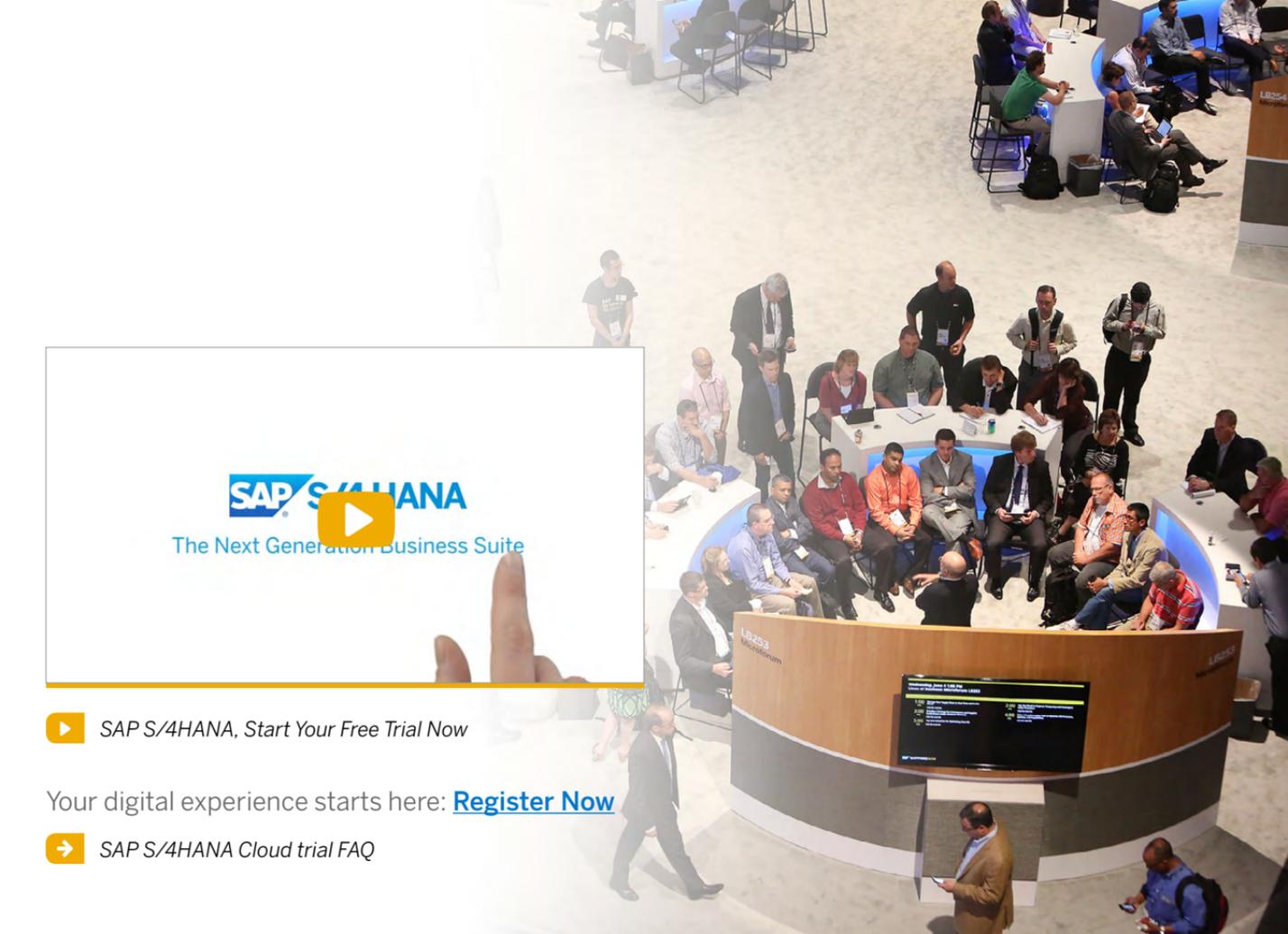
ACCOUNTS PAYABLE ACCOUNTANT

Efficiently review and manage vendor accounts and invoices

MARKETING EXPERT

Effortlessly analyze contact data, create target groups, and trigger campaigns

A fully configured trial system with real-life sample data allows you to explore predefined scenarios within the SAP S/4HANA. Role-based guided tours help you to navigate through the system, get to know the modern Fiori-based user experience and discover the innovative business solutions offered by SAP S/4HANA.



SAP S/4HANA
The Next Generation Business Suite

▶ *SAP S/4HANA, Start Your Free Trial Now*

Your digital experience starts here: [Register Now](#)

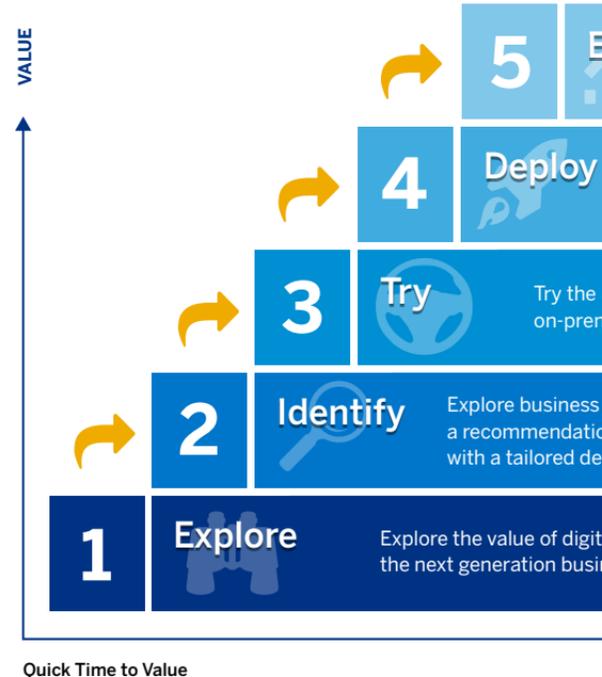
➔ *SAP S/4HANA Cloud trial FAQ*

Customer Adoption Journey Map

Discover the 5 simple steps to drive quick time-to-value with this adoption journey map

SAP S/4HANA deployment is designed to be non-disruptive for customers. SAP has an established partner ecosystem that is ready to help you on your transformation journey with the new suite.

Partners and SAP will support you with predefined migration, system conversion in the cloud, and deployment packages for quicker time to value. Companies of all sizes will benefit from the high quality service and reseller capabilities our partners provide



 Experience Experience SAP S/4HANA and drive value	Explore Use Cases >
Deploy SAP S/4HANA and get choice: on-premise, in the cloud, or hybrid	View Cookbook > Accelerate with SAP Activate >
SAP S/4HANA cloud edition or on-premise edition and make your own decision	Sign Up For Trials >
Use cases in your industry to get a custom report and identify the value of a design-thinking workshop	Request Report > Learn More >
Run your global business with SAP S/4HANA, SAP Business Suite	Read Flipbook > Read Report >



→ **TIME**

Next Steps

1

GET THE NEW BOOK

The In-Memory Revolution: How SAP HANA Enables Business of the Future

→ *The In-Memory Revolution*



**HASSO
PLATTNER**



**BERND
LEUKERT**

2

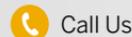
Learn More about SAP S/4HANA:

→ *Visit SAP S/4HANA Homepage*

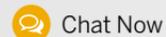


CONTACT SAP

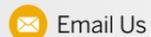
to learn more about SAP S/4HANA



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