



SAP S/4HANA Cloud

SAP S/4HANA® Cloud 1805 **Release Highlights**

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Executive Summary

Organizations trust SAP to deliver state-of-the-art ERP that nurtures innovation. Run ahead with the world's most intelligent cloud ERP: SAP S/4HANA® Cloud is the next-generation business suite that powers the customer journey to the intelligent enterprise, giving you the ultimate business advantage and helping you gain a competitive edge more quickly and effectively.

With SAP S/4HANA Cloud, SAP has once again redefined the field, setting a new standard with **intelligent ERP capabilities** that use advanced technologies to support operational excellence. Three themes define the enhancements delivered by SAP S/4HANA Cloud: intelligent ERP, industry excellence, and operational excellence.

INTELLIGENT ERP

Digital technologies are impacting all aspects of business and society, and new digitally based business models enable enhanced experiences and innovation, unlocking the value of information. But legacy applications are not well suited to helping you compete in a highly competitive, digital business environment. What is needed is a new breed of ERP that combines traditional business functionality with leading-edge, innovative technologies. This combination can help your business move more quickly, increase employee productivity, and speed organizational agility.

SAP is pioneering this next generation of intelligent ERP.

SAP S/4HANA Cloud, our intelligent ERP, leverages machine learning (ML), the Internet of Things, and predictive analytics to deliver a

solution that is capable of learning from exceptions and adapting to business rules. This allows you to discover insights, better predict and plan for outcomes, recommend the best next steps, and automate processes to enable higher effectiveness across the entire organization.

The user experience incorporates personalization and the SAP® CoPilot digital assistant to deliver assistive, collaborative, and conversational styles driven by advances in natural language processing (NLP) and machine learning. Our cloud infrastructure, the foundation for SAP S/4HANA Cloud, helps customers move to the digital economy quickly, accelerate go-live and user adoption on a global scale, gain instant access to the latest innovations, and simplify costs by moving IT spending from a capital expense to an operating expense.

INDUSTRY EXCELLENCE

A key factor to success in the intelligent enterprise is industry excellence. SAP S/4HANA Cloud delivers the capabilities your company needs to strengthen customer experiences, build sustainable competitive advantage in your industry, react more quickly to changing business needs, and accelerate growth globally.

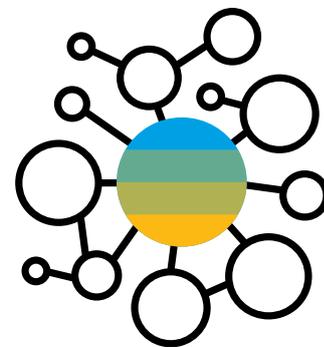
By providing an optimal balance between high functionality and lower cost of ownership, SAP S/4HANA Cloud delivers superior value. Relying on the power of the SAP HANA® business data platform, the functional capabilities you need to run your business are enhanced by real-time visibility and analytics that help you achieve competitive advantage more quickly and effectively. Global growth strategies are supported by rapid delivery of country versions that incorporate local tax and regulatory requirements.

In this release, highlights include key capabilities of SAP S/4HANA for organizations in the discrete (component) manufacturing and professional services industries.

OPERATIONAL EXCELLENCE

Operational excellence is needed more than ever in today's technology-driven, rapidly changing business models.

SAP S/4HANA Cloud is built to support the needs of service-based, product-based, and asset-based businesses. It helps service organizations run a more profitable business with real-time profitability analysis. It helps product organizations build supply chain excellence through smart procurement with guided buying and demand-driven material requirements planning to deliver goods and services to their customers more reliably. And it helps asset organizations support their customers more effectively – all while powering the customer journey to the **intelligent enterprise.**



Intelligent ERP

SAP S/4HANA CLOUD FOR FINANCE

Intelligent GR/IR Account Reconciliation

The GR/IR account reconciliation process is an exception-handling process for all purchase order items where there are differences between goods receipts and invoice receipts. The root cause for the difference needs to be resolved, usually through collaboration among accounting, buying center, logistics, and supplier, or the difference is written off. It is a highly manual effort involving communication across departments to create reports, gather all relevant information, investigate the root cause, and resolve the issue.

Intelligent GR/IR account reconciliation provides an ML service to learn from decisions made in the past and to apply this knowledge to the new business situation to make recommendations for the next meaningful steps for each purchase order item. (See [Figure 1.](#))

Value proposition:

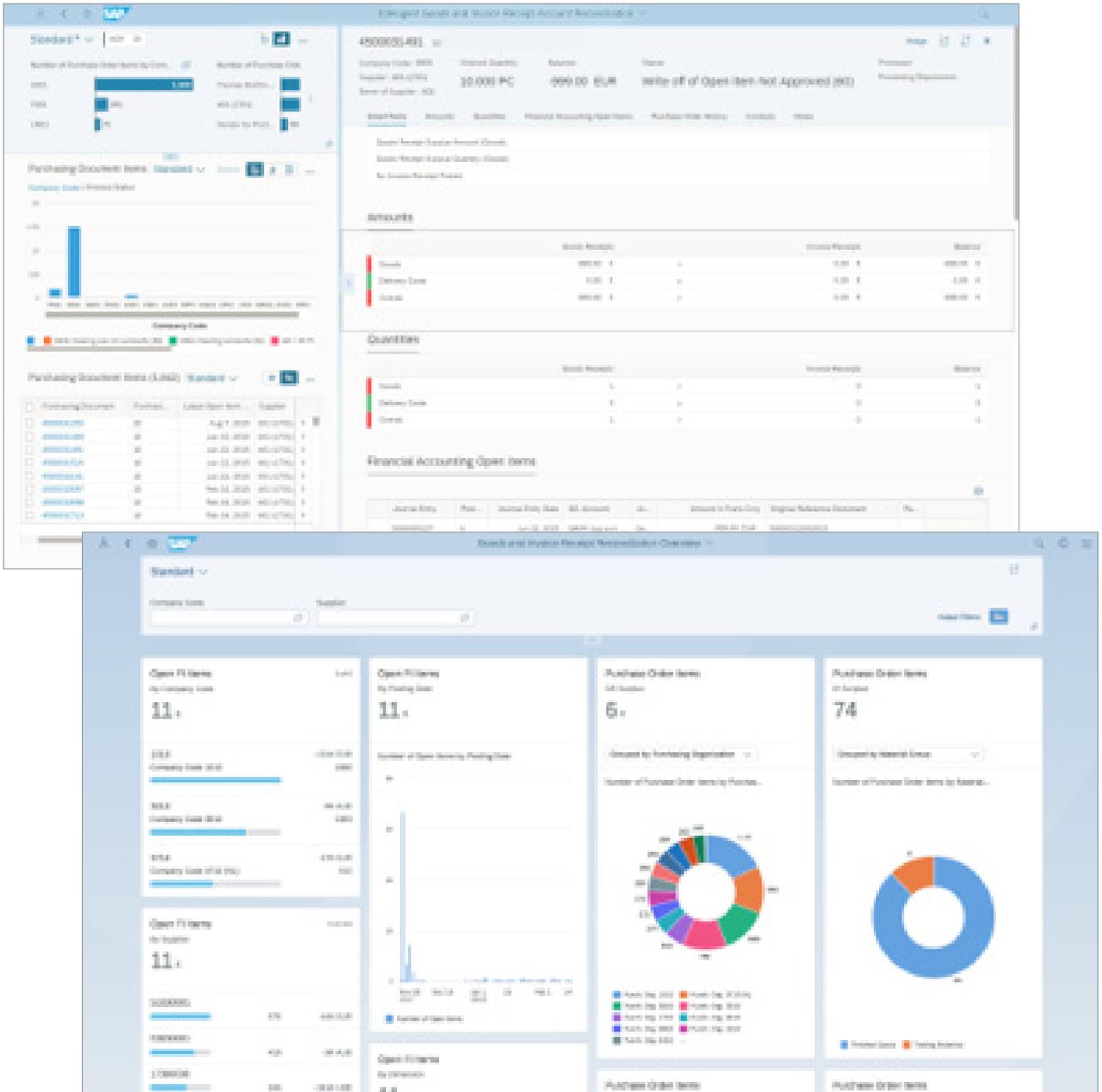
- Increase efficiency through intelligent recommendations by an ML service
- Speed up period-end closing through less manual effort and real-time data analysis
- Improve accuracy of the financial statement

Capabilities:

- Real-time insights into all relevant information based on a simple and flexible SAP Fiori® user experience (UX) with integrated collaboration features
- Ability to keep track of process information, enabling process analysis and optimization



Figure 1: GR/IR Account Reconciliation



SAP S/4HANA CLOUD FOR SOURCING AND PROCUREMENT

Smart Buying

End users can now leverage the natural language interaction (NLI) functionality in SAP CoPilot to create purchase requisitions for goods they would like to procure. This removes the need to launch any catalogs or apps to create a requisition. (See Figure 2.)

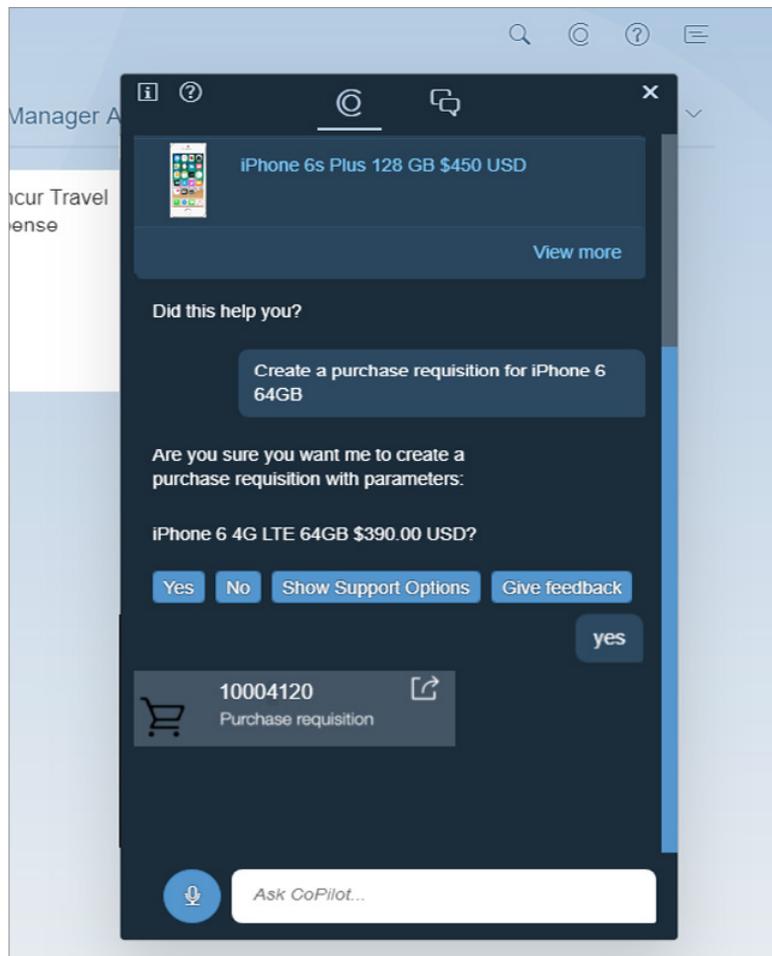
Value proposition:

- Accelerate requisitioning using an intuitive and natural UX
- Avoid the need to launch a catalog or perform a cross-catalog search

Capabilities:

- SAP CoPilot automatically searching across purchasing catalogs in the system when asked to look for a specific material
- SAP CoPilot automatically creating a purchase requisition when instructed "Create a purchase requisition for material X" after all parameters have been confirmed by the user

Figure 2: Smart Ordering



SAP S/4HANA CLOUD FOR SOURCING AND PROCUREMENT

Reduce Free-Text Items Using Machine Learning

In case there are many similar free-text items in purchase requisitions generated by users, machine learning will automatically propose to create a new catalog item for this material. The recommendations are enriched with insights gathered by the ML algorithm. If there is already an appropriate catalog item for the free-text item maintained in the system, the ML algorithm will suggest the similar catalog item. Based on situation handling, purchasers will receive a notification if there are many free-text items for a specific material. This significantly helps purchasing managers achieve their goal of reducing free-text items as much as possible. (See [Figure 3.](#))

Value proposition:

- Enhance reporting of spend due to fewer free-text items
- Improve cost control due to new catalog items that can be leveraged in subsequent purchase requisitions
- Create purchase requisitions more efficiently with suggestions of catalog items

Capabilities:

- Automatic interpretation of free-text items
- Identification of similar catalog items
- Training and fine-tuning of ML models based on the different catalog items, and providing recommendations
- Access to a built-in set of catalog items based on earlier catalog items and configuration of the ML settings in self-service procurement

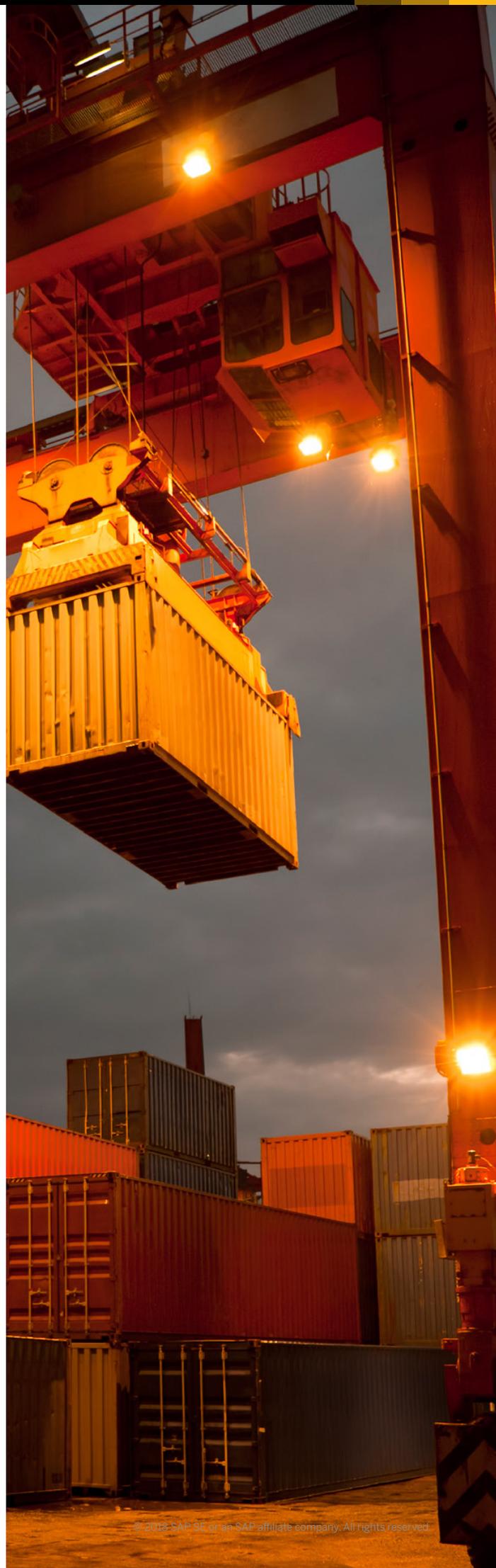


Figure 3: New Catalog Item and Notifications

SAP S/4HANA CLOUD FOR SALES

Create a Subsequent Sales Order from a Sales Quotation Using Natural Language (SAP CoPilot)

Use natural language to select an open quotation from a list and create a subsequent sales order. (See Figure 4.)

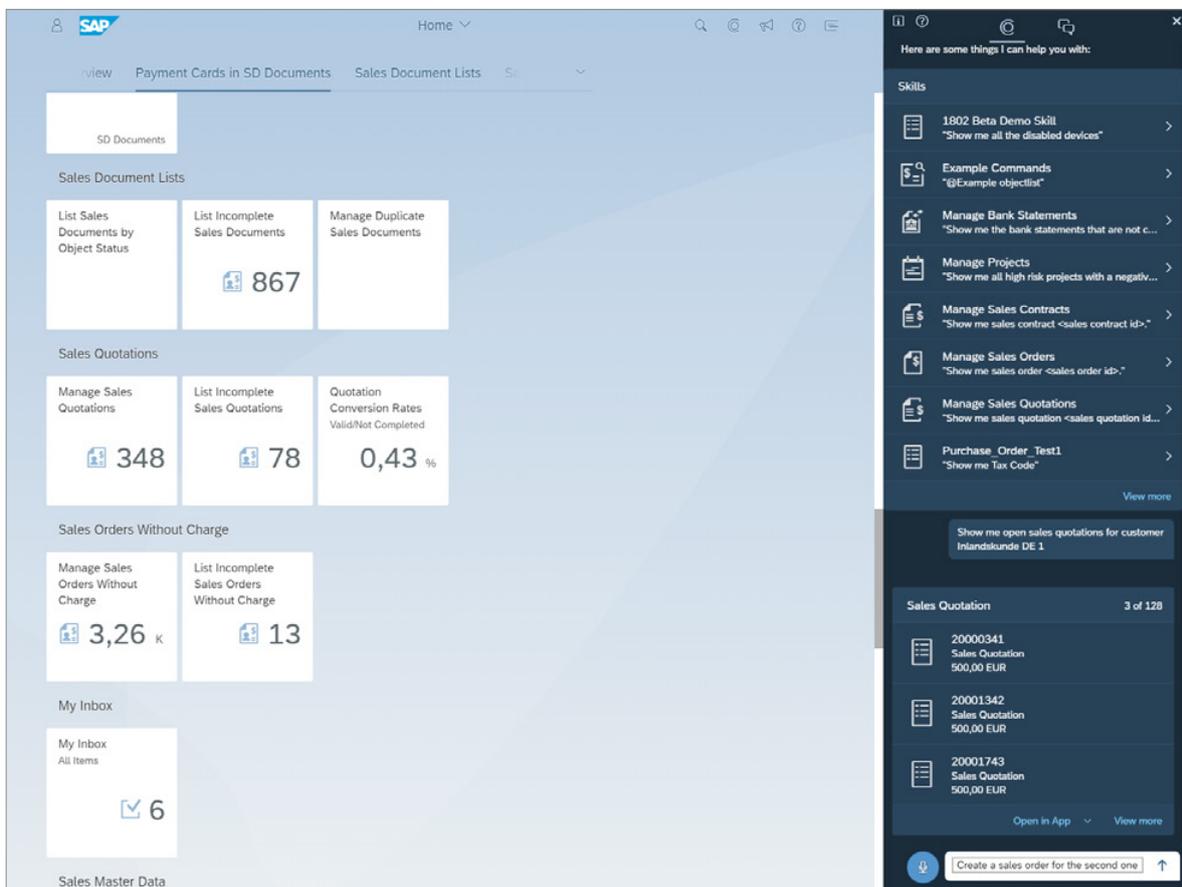
Value proposition:

- Gain insights and suggestions from SAP CoPilot to decide on the proper course of action when you need it, and quickly create a business object with minimal input
- Communicate with natural language using voice or text

Capabilities:

- Create a subsequent sales order from a sales quotation using intents in SAP CoPilot. You can, for example, use a command to show one or more open sales quotations and another command to create a subsequent sales order for a sales quotation from the list.
- Type commands into the SAP CoPilot window or use voice recognition.
- Use commands such as:
 - “Show me open sales quotations for customer SAP” followed by “Create a sales order for the second one” or “Create a sales order for this”
 - “Show me sales quotation 20002018” followed by “One” to open the first item displayed

Figure 4: Natural Language Processing for a Subsequent Sales Order



SAP S/4HANA CLOUD FOR ENTERPRISE PORTFOLIO AND PROJECT MANAGEMENT

SAP CoPilot as an Intelligent Project Assistant

Project monitoring is an important, integrated, and continuous part of the project management cycle. Among the primary challenges of project managers are getting updates on all project-related statuses and quickly responding to any critical issues. As an intelligent project assistant, SAP CoPilot enables project managers to monitor projects anywhere and anytime. (See [Figure 5.](#))

Value proposition:

- Provide efficient project issue resolution and follow-ups through quick queries on project data and collaboration with project stakeholders
- Interact with SAP CoPilot using NLI

Capabilities:

- Use typical natural language patterns with SAP CoPilot for project-related queries such as:
 - Retrieve a specific project by name or ID
 - Retrieve projects by their current processing status
 - Retrieve a list of projects at risk
 - Read detailed information on one specific project, such as milestones or status area
- Enable all project stakeholders to chat and collaborate within the business context



Figure 5: SAP® CoPilot

The screenshot shows the SAP Project Manager dashboard with a CoPilot overlay. The dashboard includes sections for Upcoming Milestones, Planned Projects, Overall Status, and Detailed Status. A 'Cost to Date - Timeline' section shows a line graph of actual vs. planned costs from October 2017 to March 2018, with a total of 251.9k USD. The CoPilot overlay displays a query: 'show me high risk projects with negative status trend'. It provides a summary: 'Here's what I have for project with overall status High Risk and status trend Negative:'. Below this is a 'Project List' with one entry: 'Engineering 265-BF8L Project E-2017.265-BF8L'. A second query is shown: 'show me detailed status of the first one'. The response is: 'Here's what I have for detailed status with projectid Engineering 265-BF8L:'. This is followed by a 'Detailed Status List' with 3 of 7 items: Overall (High Risk), Detailed Status (High Risk), and Schedule (High Risk).

The screenshot shows the SAP Project Management overview page. It features two main cards: 'My Projects Project Manager' with 10 Active Projects and 'All my Project Briefs' with 12 briefs. A CoPilot overlay is open, displaying 'Object Details' for 'Engineering 265-BF8L Project E-2017.265-BF8L'. The details include: My Project (Project Manager): Yes; My Project (Steering Committee Member): No; Overall Status: High Risk; Overall Status Trend: Negative; Project ID: Engineering 265-BF8L (E-2017.265-BF8L); Project Name: Engineering 265-BF8L; Project Start: 11/02/2017; Project Finish: 03/29/2018; Processing Status: Released; Actual Cost to Date: 44,921.00; Planned Cost to Date: [blank]. A 'Copy to' button is visible at the bottom right of the overlay.

SAP S/4HANA CLOUD FOR ENTERPRISE PORTFOLIO AND PROJECT MANAGEMENT

Project Forecasting Based on Historical Project Data

Project cost planning and forecasting is a difficult task that requires expert knowledge and experience. In contrast, many project managers are not certified professionals but rather are expected to perform this task in addition to their regular jobs. Thus, companies often start with inaccurate cost estimations or fail to do project cost planning and forecasting at all. Machine learning can help companies improve their project cost planning and forecasting and make the life of casual project managers easier. (See [Figure 6.](#))

Value proposition:

- Reduce budget overruns and make better project investment decisions based on more realistic estimations
- Lower effort for project cost planning and forecasting while improving accuracy

Capabilities:

- Ability to train a machine learning model based on historical project data
- Prediction of total costs for planned and active projects
- SAP Fiori–based object page, leveraging analytical capabilities, to compare actuals versus planned versus predicted costs
- Ability to analyze the most important features used by the model



Figure 6: Machine Learning List Report and Object Page

The screenshot shows the SAP Monitor Projects interface. At the top, there are navigation icons and the text 'Monitor Projects'. Below this, there are filter fields for Project (MLDEMO), Company Code, Cost Component, Posting Date, and Planning Category (Plan). A 'Go' button is visible. The main area displays a table of projects:

Project	Project Manager	Planning Category Costs in Global Currency	Actual Costs In Global Currency	Costs by Category
<input type="checkbox"/> Fiori Apps@Finance MLDEMOPROJ001	Project_manager John	16.000,00 USD	6.250,00 USD	
<input type="checkbox"/> Bring your Own Device MLDEMOPROJ002	Project_manager John	16.000,00 USD	6.250,00 USD	

A 'Prediction Details' popup is open for the 'Bring your Own Device' project (MLDEMOPROJ002). It displays:

- Predicted Cost:** 20.661,70 USD
- Predicted Cost Range:** 20.000,00 to 21.323,40 USD
- Last Predicted:** 25 days ago 02/23/2018
- Costs by Category:**
 - Predicted: 20661.70USD
 - Plan: 16000USD
 - Actual Costs & Co...: 6250USD

The screenshot shows the SAP Project Object Page for 'MLDEMOPROJ002 Bring your Own Device'. It features several sections:

- Prediction Details:**
 - Predicted Cost: 20.661,70 USD
 - Predicted Cost Range: 20.000,00 to 21.323,40 USD
 - Last Predicted: 25 days ago 02/23/2018
- Costs by Cost Category:**
 - Predicted: 20661.70USD
 - Plan Cost: 16000USD
 - Actual Cost and Co...: 6250USD
- General Information:**
 - Project Manager: Project_manager John
 - Planned Start: 01/01/2018
 - Planned Finish: 07/31/2018

Below these sections is a 'Cumulative Costs' chart. The Y-axis is labeled 'Cost (USD)' and ranges from 10000 to 22250. The chart shows two data series: 'Plan Cost' (dotted line) and 'Actual Cost and Commitment' (solid line with blue markers). The 'Actual Cost and Commitment' line starts at approximately 6250 USD and rises to about 16000 USD. The 'Plan Cost' line is a horizontal dotted line at 16000 USD. There are also horizontal dotted lines for 'Upper Prediction' at approximately 21323 USD and 'Lower Prediction' at 20000 USD. A 'Predicted Cost' label is placed near the end of the 'Actual Cost and Commitment' line.

FIRST SAP COPILOT NLI USE CASES FOR SAP S/4HANA CLOUD

SAP CoPilot is the first step toward a digital assistant and bot integration hub for the enterprise. In this version, the humanized next-generation UX with a conversational user interface (UI) will be supported for the first time, with an initial set of NLIs, including first use cases. (See Figure 7.)

Value proposition:

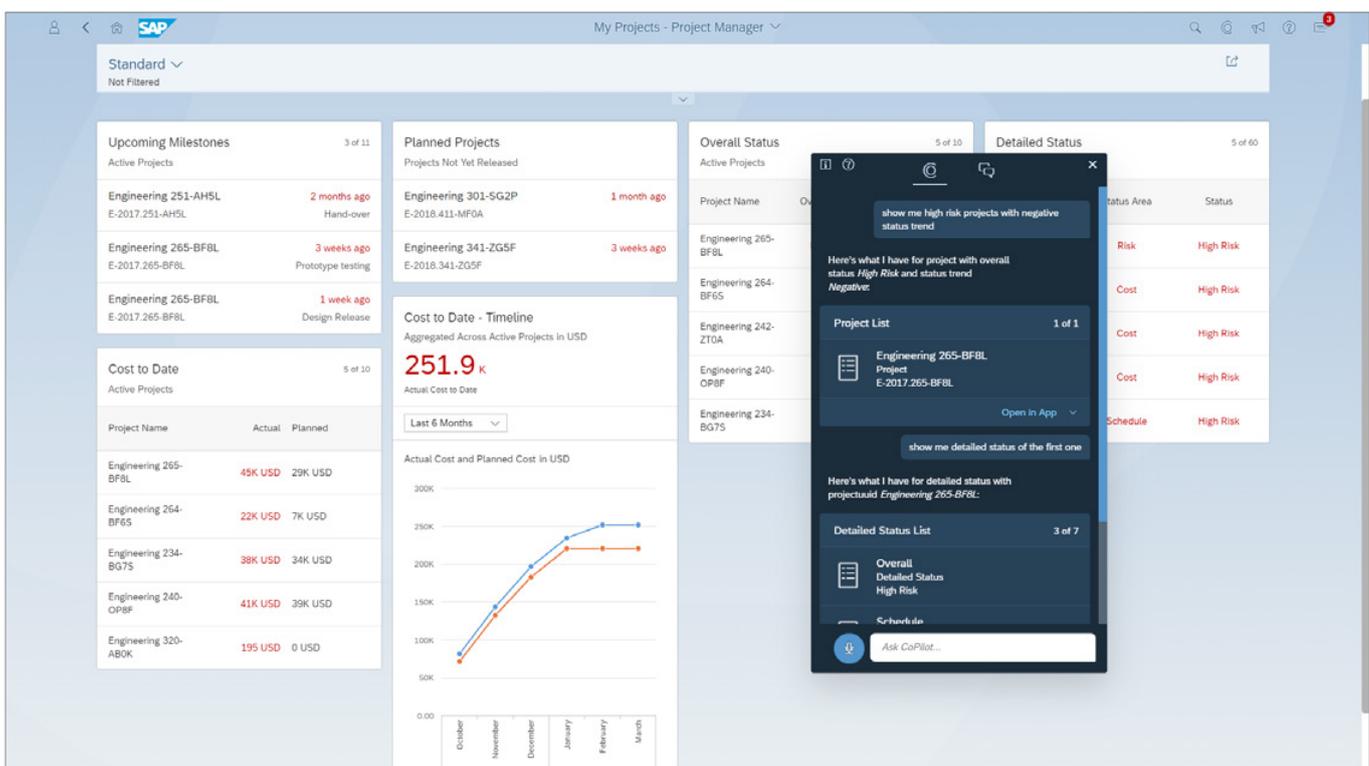
- Enjoy a humanized interaction with your SAP system
 - Conversational: SAP CoPilot communicates with you in natural language and enables you to converse with others within your business context.
- Help users get their work done more efficiently
 - Business context awareness: SAP CoPilot offers relevant insights when you need them,

based on your role, context, and current business situation. It can recognize business objects on your screen or within the on-screen conversation.

Capabilities:

- **Conversational UI:** Initial set of NLIs supported
- **NLI use cases** for SAP S/4HANA Cloud
 - **Sales:** Manage sales quotations, sales contracts, and sales orders; track sales orders
 - **Finance:** Enhance bank statement management
 - **Sourcing and procurement:** Perform smart self-service requisitioning
 - **Project management:** Manage projects more efficiently
- [Video demo link – finance](#)

Figure 7: Project Overview in SAP® CoPilot



Industry Excellence

SAP S/4HANA CLOUD FOR MANUFACTURING

Quality Management Inspection Lot Analytics

For quality management scenarios, apps for the detailed analysis of the past and current quality situation are provided. The quality engineer can analyze accepted and rejected inspection lots with respect to different KPIs such as quality score and drill down by accounting for additional parameters (for example, plant, material, or supplier). (See [Figure 8.](#))

Value proposition:

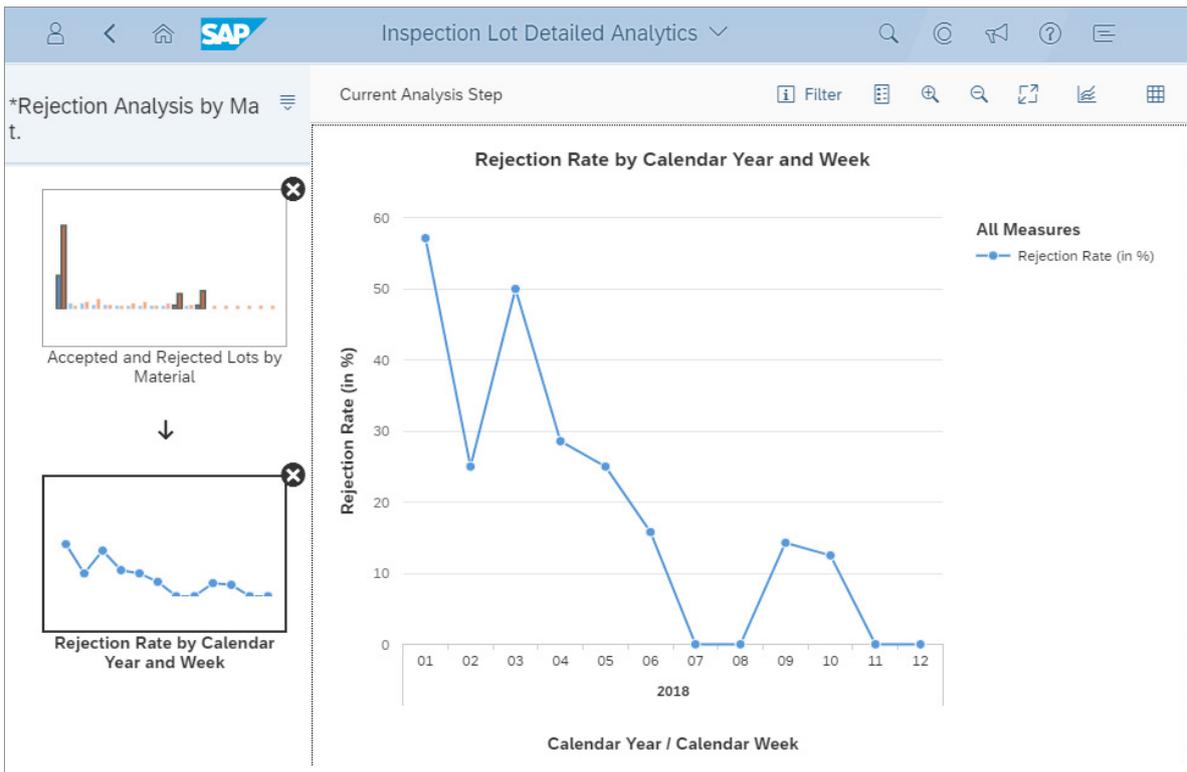
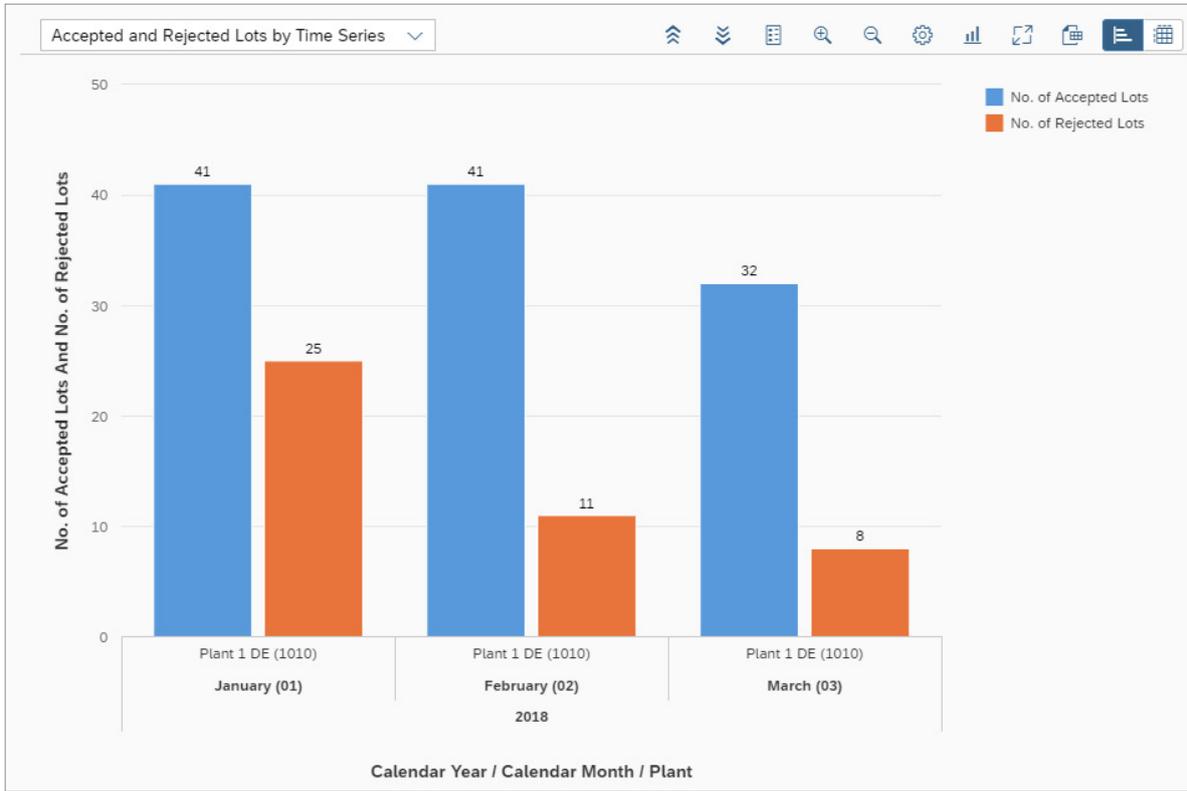
- Provide high-level insights for the quality engineer to understand key figures
- Drill down to act on a variety of inspection-related information

Capabilities:

- Analysis of KPIs for accepted and rejected lots
- Analysis of KPIs for skipped and nonskipped lots
- Deep dive into inspection lot data leveraging inspection lot detailed analytics
- Visualization of time series for inspection lot data
- Use of aggregated inspection lot data to obtain meaningful KPIs on the plant level, or the ability to drill down to inspection lot data to identify issues on the material level



Figure 8: Inspection Lot Analytics and Inspection Lot Detailed Analytics



SAP S/4HANA CLOUD FOR MANUFACTURING

Inventory Management Transfer Stock, Cross-Plant/Overdue Materials, Stock in Transit

This feature determines a proposal for the delivery date of the stock transport order. The proposal is based on predictive analytical data and other available data such as storage location and quantity. If the predictive analytics model is active, the system uses the predicted delivery date as the forecast delivery date. If the predictive model is not active, the system uses the planned delivery date from the purchase order instead.

(See [Figure 9](#).)

Value proposition:

- Increase inventory turnover and reduce days in inventory by making informed decisions based on accurate demand and supply data
- Adjust time schedule based on empirical data
- Achieve more-reliable overall planning and scheduling of goods-in-transit processes

Capabilities:

- Predictive analytics model that forecasts the delivery date for a stock transport order
- Statistically based forecast if a goods receipt can be successfully completed in time
- Creation of a stock transport order with one click using the button *Create Stock Transport Order*



Figure 9: Transfer Stock Cross-Plant Overdue, Transit Stock Cross-Plant Predictive Model, and Overdue Materials Stock in Transit

Transfer Stock - Cross-Plant

Material:

Trading Good 0011,PD,Regular Proc. TG0011

Material Type: Material general (MAT)
Base Unit of Measure: Piece (PC)

Unrestricted-Use Stock	366,071 PC
Blocked Stock	807 PC
Stock in Quality Inspection	99 PC
Returns	4 PC
Stock Transfer (Plant)	0 PC
Stock Transfer (Storage Location)	503 PC

Plant	Unrestricted-Use Stock	Blocked Stock	Stock in Quality Inspection	Returns	Stock Transfer (Plant)	Stock Transfer (Storage Location)
Plant 1 DE (1010)	354,725.595 PC	795,245 PC	68.100 PC	4.000 PC	0.000 PC	500.000 PC
Plant 1020 (1020)	149.580 PC	0.000 PC	1.000 PC	0.000 PC	0.000 PC	0.000 PC
Plant 1 GB (1110)	102.000 PC	0.000 PC	0.000 PC	0.000 PC	0.000 PC	0.000 PC
Plant 1 FR (1210)	0.000 PC	0.000 PC	0.000 PC	0.000 PC	0.000 PC	0.000 PC
Plant 1 CN (1310)	1.000.000 PC	0.000 PC	0.000 PC	0.000 PC	0.000 PC	0.000 PC
Plant 1 BR (1410)	87.000 PC	1.000 PC	0.000 PC	0.000 PC	0.000 PC	0.000 PC
Plant 1 JP (1510)	1.000 PC	0.000 PC	0.000 PC	0.000 PC	0.000 PC	0.000 PC
Plant 1 RU (1610)	0.000 PC	0.000 PC	0.000 PC	0.000 PC	0.000 PC	0.000 PC
Plant 1 US (1710)	5.000 PC	11.000 PC	30.000 PC	0.000 PC	0.000 PC	0.000 PC

Overdue Materials - SIT

Standard *
Filtered By (1): Material

Shipping Duration	Posting Date (PO)	Forecast Delivery Date	Delivery Complete	Material
70	01/03/2018	01/09/2018	No	Trading Good 0011,PD,Regular Proc. (TG0011)
50	01/23/2018	01/29/2018	No	Trading Good 0011,PD,Regular Proc. (TG0011)
44	01/29/2018	02/03/2018	No	Trading Good 0011,PD,Regular Proc. (TG0011)
34	02/08/2018	03/17/2018	No	Handelsgüter 0011, PD, Reguläre Beschaff. (TG0011)
34	02/08/2018	02/25/2018	No	Handelsgüter 0011, PD, Reguläre Beschaff. (TG0011)
30	02/12/2018	02/13/2018	No	Trading Good 0011,PD,Regular Proc. (TG0011)
30	02/12/2018	02/18/2018	No	Trading Good 0011,PD,Regular Proc. (TG0011)
29	02/13/2018	02/13/2018	No	Trading Good 0011,PD,Regular Proc. (TG0011)
29	02/13/2018	02/13/2018	No	Trading Good 0011,PD,Regular Proc. (TG0011)

Transfer Stock - Cross-Plant

Issuing Plant: Plant 1 DE (1010)
Issuing Storage Location: Std. storage 1 (101A)
Stock Type: Unrestricted-Use Stock
Current Quantity: 342,922.755 PC

Receiving Plant: Plant 1020 (1020)
Receiving Storage Location: StorageLoc. (102A)
Stock Type: Unrestricted-Use Stock
Current Quantity: 151.580 PC

*Document Date: 03/19/2018
*Posting Date: 03/19/2018
Forecast Delivery Date: 03/25/2018
*Quantity: 1.000

Attachments:

Post Create Stock Transport Order Cancel



SAP S/4HANA CLOUD FOR MANUFACTURING

Quality Management Nonconformance Management Leveraging Quality Tasks

The quality technician creates a nonconformance record leveraging a defect and, if required, adds a picture that documents the defect. The quality engineer further processes the record by defining an immediate, corrective, or preventive task that is assigned to a processor. The task processor documents these steps in the processor notes. After successful execution of the task, the quality engineer closes the record. (See Figure 10.)

Value proposition:

- Capture defects and nonconformance for documentation and further processing as well as for analytical purposes
- Execute quality tasks in order to mitigate or resolve the defect
- Document the resolution of the defect for later analysis, such as in lessons learned

Capabilities:

- One quality task assigned to a defect record
- Task processors assigned to the task
- Task outcome documented in processor notes
- Flexible and state-of-the-art worklist app for monitoring quality tasks created for defects

Figure 10: Defect with Task

The screenshot displays the SAP S/4HANA Cloud interface for a defect record. The top navigation bar includes the SAP logo, a search icon, and a dropdown menu labeled 'Defect'. The main content area is divided into three tabs: 'Defect Info', 'Attachments', and 'Task'. The 'Attachments' tab is active, showing a list of attachments. One attachment is visible: 'Image of the scratched surface.png', uploaded by John QUALITY_ENGINEER on 20-03-2018 at 15:03:58, with a file size of 3,89 KiB. The attachment is in 'Draft' status and sourced from 'DMS'. Below the attachments, the 'Task' tab is active, showing a table of tasks. The table has columns for 'Task', 'Description', 'Task Processor', and 'Processor Notes Preview'. One task is listed: Task ID 431, Description 'Polish surface', Task Processor 'John QUALITY_TECHNICIAN (9980000161)', and Processor Notes Preview 'Part transferred to shop. Rework order'. The interface includes a 'Save' button and a 'Cancel' button at the bottom right.

Task	Description	Task Processor	Processor Notes Preview
431	Polish surface	John QUALITY_TECHNICIAN (9980000161)	Part transferred to shop. Rework order

SAP S/4HANA CLOUD FOR MANUFACTURING

Inventory Management Post Goods Receipt Without Reference

With this feature, the warehouse clerk can post the receipt of goods without reference to any previous order or document. (See [Figure 11.](#))

Value proposition:

- Increase process flexibility through optimized logistics processes
- Improve on-time delivery performance by enabling efficient, transparent inbound processes
- Benefit from an SAP Fiori-based UX across all process steps

Capabilities:

- Support for special stock types “E” (order on hand), “K” (consignment stock), and “Q” (project stock) for the goods receipt process
- Support from SAP CoPilot, the digital assistant, with features such as business context awareness to enable quick actions to manage follow-on activities directly from the app
- Goods receipt posted for items with shelf-life expiration date and production date
- Direct access to material documents after posting through links, improving the overall process flow



Figure 11: Post Goods Receipt

SAP Post Goods Receipt without Reference

Goods Receipt without Reference

General Information Items Attachments

Printing: No print

Note:

Delivery Note:

*Document Date: 03/21/2018

*Posting Date: 03/21/2018

New Group

Items

Item	Material	Quantity / Unit	Plant	Storage Location	Stock Type	Special Stocks
01	Trading Good 0011.PD,f	5,000 PC	Plant 1 DE	Std. storage 1	Unrestricted-Use	None
02	Trad. Good 0012.Reord.	11,000 PC	Plant 1 DE	Std. storage 1	Unrestricted-Use	None
03	Trading Good 0011.PD,f	35,000 KG	Plant 1 DE	Std. storage 1	Unrestricted-Use	None

Missing information. Please complete in detailed view.
Item 03

SAP Goods Receipt Item

Item 03

Material Storage Location / Stock Type Production and Shelf Life Expiration Date Additional Information

*Material: Trading Good 0011.PD,Regular Proc.

*Quantity / Unit: 35,000 KG

Storage Location / Stock Type

*Plant: Plant 1 DE

*Storage Location: Std. storage 1

Stock Type: Unrestricted-Use

Special Stocks: None

Supplier:

Production and Shelf Life Expiration Date

*Production Date: 03/20/2018

Shelf Life Expiration Date: 03/29/2018

Additional Information

Unloading Point:

Short Text:

Goods Recipient:

Apply and New Apply Cancel

SAP S/4HANA CLOUD FOR MANUFACTURING

Basic Integration with SAP Extended Warehouse Management

SAP S/4HANA Cloud supports an integration scenario for logistics execution processes with the SAP Extended Warehouse Management application, enabled by the exchange of queued remote function call (qRFC) messages. (See Figure 12.)

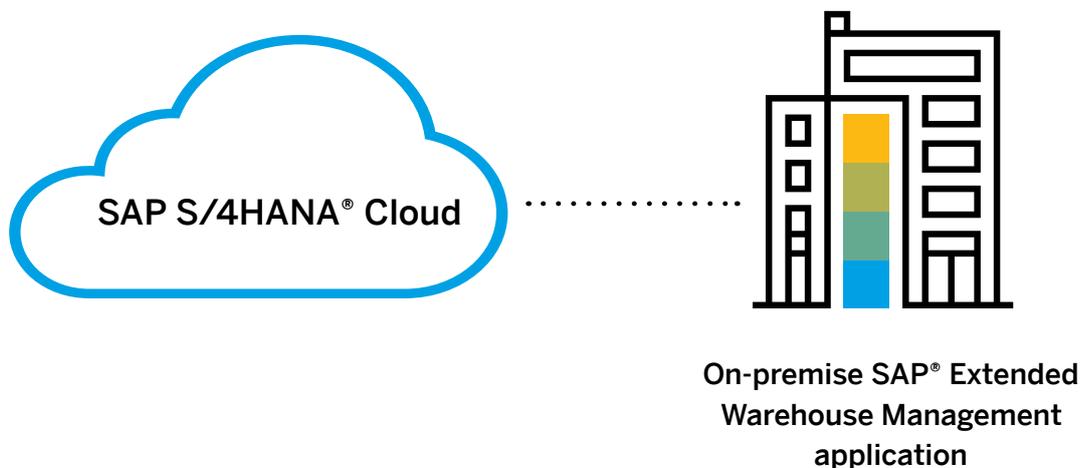
Value proposition:

- Streamline your high-volume warehouse operations with business process integration between SAP S/4HANA Cloud and SAP Extended Warehouse Management
- Extend the scope of the core processes of SAP S/4HANA with best-of-breed warehouse management functionality
- Manage your stock on bin level and increase visibility into inventory

Capabilities:

- Best-practice process configurations to support the integration of inbound and outbound processes, stock transfer, production, customer returns, and selected warehouse internal processes
- Integration of master data between the two systems using the data replication framework
- Application interface framework used for queue monitoring and error handling

Figure 12: Integration between SAP S/4HANA and SAP Extended Warehouse Management



SAP S/4HANA CLOUD FOR MANUFACTURING

Advanced Variant Configuration Interactive Material Variant Selection

Enhancements for variant configuration include interactive user selection of material variants during the sales order process. (See [Figure 13.](#))

Value proposition:

- Achieve greater transparency in choosing material variants through detailed insights on matching product variants during the ordering process – resulting in improved customer satisfaction

Capabilities:

- Ability to replace configurable materials maintained in sales orders interactively with material variants



Figure 13: Variant Configuration

The image displays three overlapping SAP screenshots. The top screenshot shows the 'Create Standard Order: Overview' screen with fields for 'Standard Order', 'Sold-To Party' (PENCHEVA), 'Ship-To Party' (PENCHEVA), and 'Cust. Reference' (987). The middle screenshot shows the 'Variant Configuration' for 'CM-FL-V00 Forklift', with configuration status 'Released' and a net value of 24450.00 EUR. The bottom screenshot shows the same variant configuration with a 'Display Matching Product Variants' dialog box open, comparing 'CM-FL-V00' with 'CM-FL-VC03' and 'CM-FL-VC04'. The dialog lists characteristics like 'Wheel Type' and 'Lifter Model' with their present and variant values.

Standard Order Overview:

- Standard Order: [] Net Value: 0.00 EUR
- Sold-To Party: PENCHEVA G P / street 1 / D-55555 nocty
- Ship-To Party: PENCHEVA G P / street 1 / D-55555 nocty
- Cust. Reference: 987 Cust. Ref. Date: []

Variant Configuration (CM-FL-V00 Forklift):

- Configuration Status: Released Net Value: 24450.00 EUR Fully Matching Product Variant: - Sales Document: - / 000010 Ship-To-Party: G P (PENCHEVA) Order Quantity: 3.000 PC Date: 03/23/2018
- Default Group:
 - Battery Capacity [Ah] (AVC_CR_BCAPACITY_V00): []
 - Wheel Type (AVC_CR_WHEELTYPE_VXX): (None)
 - Variant condition (AVC_CR_SDCOMVKOND_VXX): AVC_LARGEFOK
 - Lifter Model (AVC_CR_LIFTERMODEL_VXX): (None)
 - Counterweight (AVC_CR_COUNTERWEIGHT_VXX): (None) kg
 - Component quantity (AVC_CR_STPOQTY_VXX): []
 - Power Source (AVC_CR_POWERSOURCE_VXX): COMBUSTION (COMB)
 - Fork Size (AVC_CR_FORKSIZE_VXX): Large (L)

Display Matching Product Variants Dialog:

Characteristic	Present Values	Variant Values
Wheel Type (AVC_CR_WHEELTYPE_VXX)	(None)	C
Lifter Model (AVC_CR_LIFTERMODEL_VXX)	(None)	STD

SAP S/4HANA CLOUD FOR PROFESSIONAL SERVICES

New SAP Fiori App “Manage Cost Rates – Professional Services”

Professional services customers in particular have asked for more flexible cost rate maintenance. The definition of cost rates for sending both cost center and activity type is often not detailed enough. Therefore, a very flexible rate maintenance system was provided with SAP S/4HANA Cloud. With release 1805, a new SAP Fiori app simplifies and enhances the cost rate maintenance. (See [Figure 14.](#))

Feature highlights:

- Cost rates can be defined based on “who” provides the service (that is, employee dependent) or “what” is provided (for example, activity type or role dependent).
- The new attribute **service cost level** can be maintained in the employee master and is taken into account for the valuation of time confirmations (plan and actual, if employee is assigned)
 - The service cost level defines the grade of the employee
 - The assignment is time dependent
- The attribute **work item**, new with 1805, allows customers to define different cost rates for travel times, for example
- Intercompany rates can be maintained; an indicator **ICO cost rate** will be available with 1805

The new SAP Fiori app “Manage Cost Rates – Professional Services” will replace the app “Maintain Activity Cost Rates.” Already existing cost rates will be automatically migrated to the new app. A differentiation between plan and actual cost rates will no longer be supported.

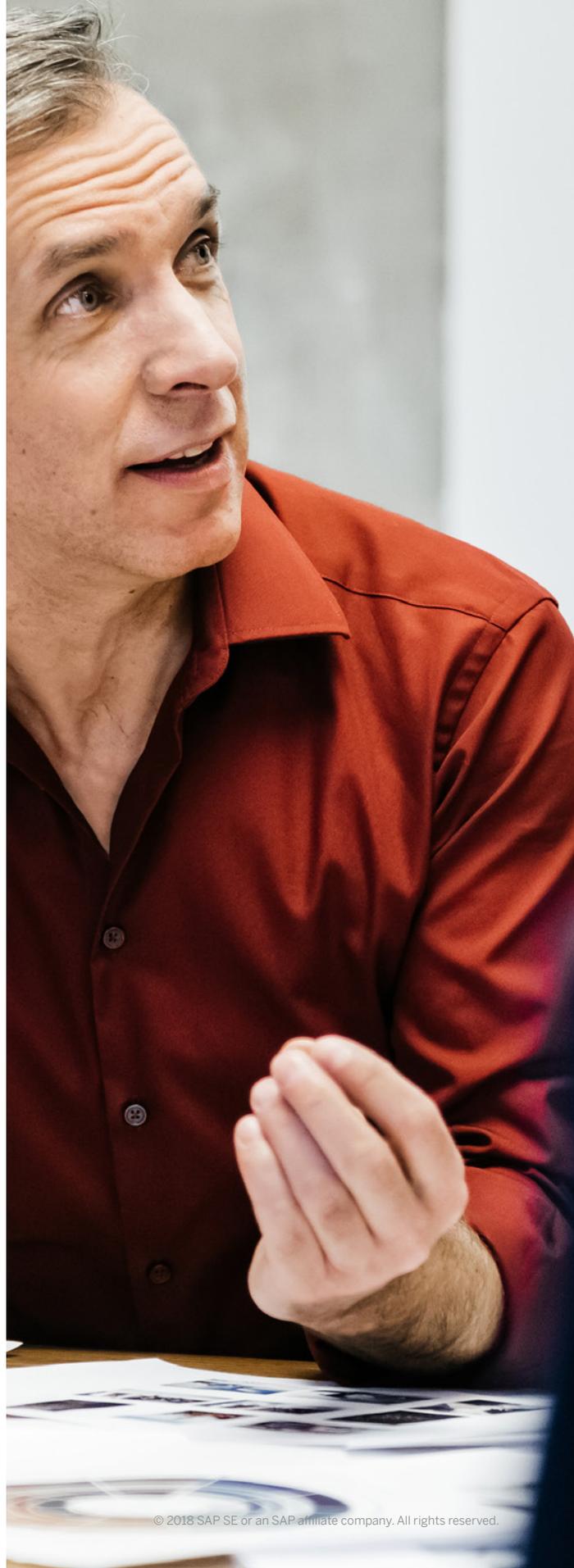


Figure 14: Cost Rates

The screenshot displays the SAP 'Manage Cost Rates - Professional Services' interface. At the top, there are search and filter fields for Company Code (1010), Valid On (03/29/2018), Receiving Company, Cost Center, Activity Type, Service Cost Level, and Work Item ID. Below this is a table of existing cost rates with columns for Receiving Company, ICO Rate, Cost Center, Activity Type, Service Cost Level, Work Item ID, Employee Name, WBS Element, From FY, From Period, and Variable Amount. A 'Create Cost Rates' dialog box is open, showing a form to add a new cost rate with fields for Receiving Company, ICO Rate, Cost Center, Activity Type, Service Cost Level, Work Item ID, Personnel Number, WBS Element, From FY (2018), From Period (3), Variable Amount (0.00), and Currency (EUR). A blue box highlights the title 'Manage Cost Rates Professional Services' and a user icon with a dollar sign.

Receiving Company	ICO Rate	Cost Center	Activity Type	Service Cost Level	Work Item ID	Employee Name	WBS Element	From FY	From Period	Variable Amount
No	No					John Consultant3_DE		2018	003	200.00 EUR
No	No					John Consultant3_DE		2018	003	200.00 EUR
No	No							2018	002	200.00 EUR
No	No					John Consultant4_DE		2018	002	77.00 EUR
No	No					John Consultant4_DE		2018	002	77.00 EUR
No	No			1				2018	003	0.00 EUR
No	No			4				2018	002	300.00 EUR
No	No			5				2018	002	80.00 EUR
No	No	1						2018	003	10.00 EUR
No	No	1		1				2018	002	100.00 EUR
No	No	101						2018	002	100.00 EUR
No	No	102						2018	002	120.00 EUR
No	No	102						2018	002	90.00 EUR
No	No	102				John Consultant3_US		2018	001	150.00 EUR

SAP S/4HANA CLOUD FOR PROFESSIONAL SERVICES

Assignment of Multiple Resources to a Resource Request

As a resource manager, you can now assign multiple resources to a resource request. This may be required, for example, if the skills or number of hours required by a resource request cannot be provided by a single resource.

You can create the assignments for each resource individually or for all resources at once. (See Figure 15.)

Value proposition:

- Compensate for missing resource availability or skills by staffing multiple resources for a project role
- Better manage resources with easy and quick assignment creation

Capabilities:

- Possibility to assign multiple resources to the same resource request
- Option to create multiple assignments at one time
- Marking of assigned resources in the request details

Figure 15: Multiple Resources

The screenshot displays two SAP S/4HANA Cloud interface windows. The top window, titled 'Manage Assignments', shows the 'Create Assignments for wp6' screen. It includes request details such as 'Role: Senior Manager', 'Request Start: 01.03.2017', 'Request End: 20.04.2018', and 'Required Hours: 99'. The 'Distribution' tab is active, showing a table of resource assignments:

Resource Name	Assignment Time Period	Number of Hours	Staffed Hours	Utilization	Overbooked Days
Frank Richard	01.03.2017 - 20.04.2018	55 H	Before: 771 H After: 826 H	Before: 32 % After: 35 %	Before: 31 D After: 31 D
Taylor T	01.03.2017 - 20.04.2018	44 H	Before: 242 H After: 286 H	Before: 10 % After: 12 %	Before: 0 D After: 0 D
		Total: 99 H			

Below the table, 'Key Figures for Resource Request' are shown: 'Remaining Required Hours' (Before: 99 H, After: 0 H) and 'Total Staffed Hours' (Before: 0 H, After: 99 H).

The bottom window, titled 'Resource Request', shows details for 'SAP HCM P2 - WP1 (Testing)'. It includes 'Request Status: Overstaffed', 'Project Type: Customer', 'Role: Senior Consultant', 'Request Start: 01/01/2017', 'Request End: 12/31/2018', 'Required Skills', and 'Customer: Inlandskunde DE 1'. The 'Project Team' tab is active, displaying a list of assigned resources:

Picture	Name	Role	Request Start	Work Package
<input type="radio"/>	Johnson Smith	Junior Consultant	01/01/2017	SAP HCM P2 - WP1
<input type="radio"/>	Anil kumar3	Senior Consultant	01/01/2017	SAP HCM P2 - WP1
<input type="radio"/>	Anderson Thomas	Senior Consultant	01/01/2017	SAP HCM P2 - WP1
<input type="radio"/>	Snow Steve	Senior Consultant	01/01/2017	SAP HCM P2 - WP1



SAP S/4HANA CLOUD FOR PROFESSIONAL SERVICES

Profit Center on Billing Item Level

With this innovation the revenue allocation within one customer project will be much more flexible. The revenue can be assigned to several profit centers, therefore realizing higher transparency of the project profits. (See Figure 16.)

Value proposition:

- Enhance profit center reporting with the flexibility to assign multiple profit centers on the billing item level

Capabilities:

- The profit center on project header is defaulted for new items on the *Billing* tab
- Profit centers on item level can be changed as long as the stage is *Contract Preparation* and no postings on the assigned work packages or the item itself have been executed
- Changing the profit center on project header does not affect a profit center assigned for existing items on the *Billing* tab

Figure 16: Profit Center Billing

The screenshot shows the SAP S/4HANA Cloud interface for project KFSHOWANDTELL1. The top section displays project details: Customer: Handkunda DE 2 (Cham...), Division: 000000018 - 000000018, Responsible: PRD_MANAGE_CONM_AK, Effort (Planned): 0 Hours, Cost (Planned): EUR 0.00, Revenue (Planned): EUR 9.00, Revenue (Sold): EUR 26.368, Margin (Sold): 100 %, and Margin (Planned): 0.00 %.

The navigation bar includes: Information, Work Packages, Tools, Billing, Attachments, and Journals.

The General section shows: Customer Reference: CUST123456, Customer Reference Date: 09/09/2018, Amount to Be Billed (Total): 26.368.00 EUR, and Service Price List: Sales Order 147116.

The Items (2) table is as follows:

No.	Contract Type	Material	Description	Assigned Work Packages	Profit Center	Amount to Be Billed
1	Fixed Price	PC01	Project-Based Service: Fixed Price	WP1 @ WP4 @	Consulting Unit A (181100)	1.345.00 EUR
2	Fixed Price	PC01	Project-Based Service: Fixed Price	WP1 @ WP2 @	Consulting Unit B (183100)	25.000.00 EUR

SAP S/4HANA CLOUD FOR PROFESSIONAL SERVICES

Enhanced Timesheet Approval Using My Inbox

With the “Approve Timesheet – My Inbox” app, a project manager or line manager will be able to check and ensure that the consultants or employees staffed to the manager’s projects or reporting line are recording their time entries correctly. The manager needs an easy-to-use tool to get a list of the time entries that need to be reviewed and then approved or rejected based on their own understanding of the actual time the consultants or employees have worked on the project. (See Figure 17.)

Value proposition:

- Ensure correct timesheet entries by consultants and employees
- Ensure correct project billing based on actual time spent working on the project

Capabilities:

- Ability to view the timesheet entries sent for approval
 - Approve or reject individual time entries
 - Approve or reject all time entries
 - Sort, group, or filter time entries
 - View employee, customer, project, and purchase order details
 - Maintain a substitute who can review and approve or reject timesheet entries in your absence
 - Determine the approver or change the approver for a time record using the extensibility of SAP S/4HANA
 - Export the timesheet approval data to a Microsoft Excel spreadsheet
 - Add additional fields using settings, and also create custom variants

Figure 17: My Inbox

The screenshot displays the 'My Inbox' application interface. On the left, there is a list of items under 'All Items (4)'. The main area shows the 'Approval of Working Times' for a specific time entry. The entry details include:

Name	Work Date	Project	Work Package	Work Item	Billing Control Category	Planned Hours	Recorded Hours	Approved Hours
John INTS...	02/27/2018	FLJ12	FLJ12_WI_BILLABLE	Testing	Billable	2.00	2.50	3.00

SAP S/4HANA CLOUD FOR PROFESSIONAL SERVICES

Enable Timesheet Recording for Concurrent and Global Employment

The “Manage My Timesheet” app has been enabled to support time recording for the global employment and concurrent employment scenarios.

Value proposition:

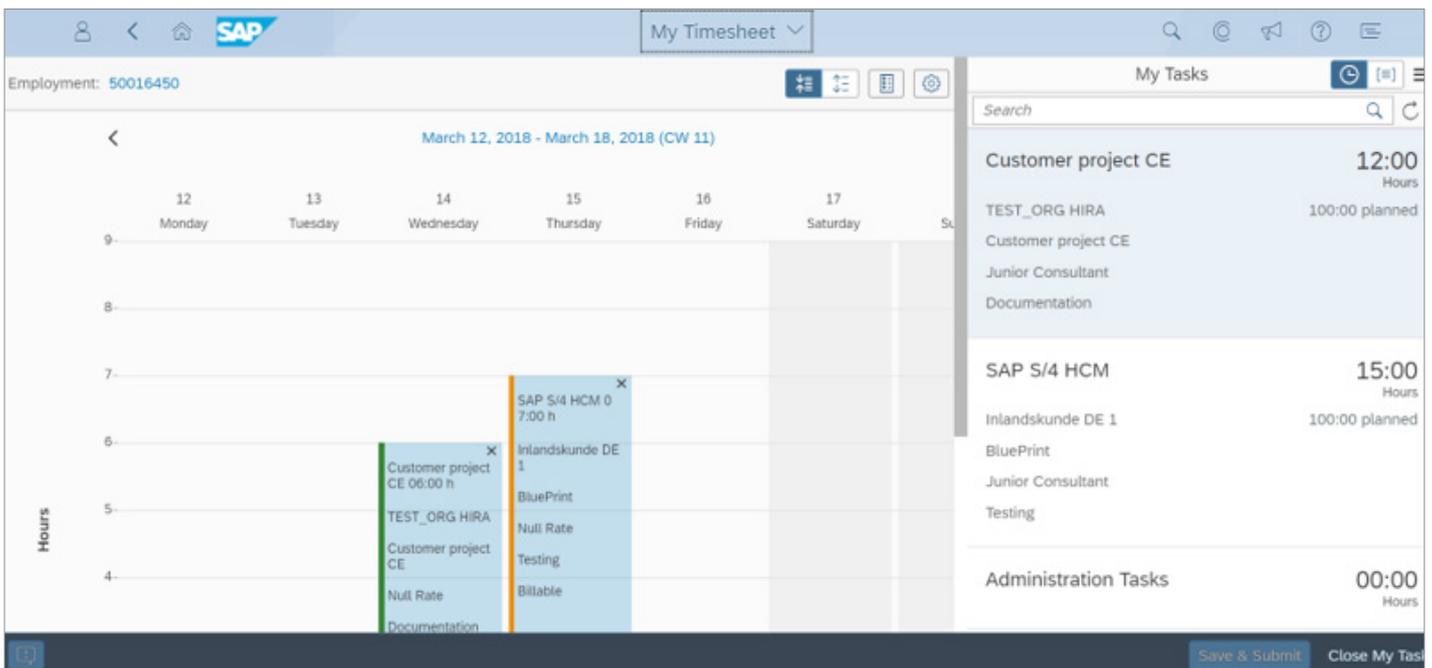
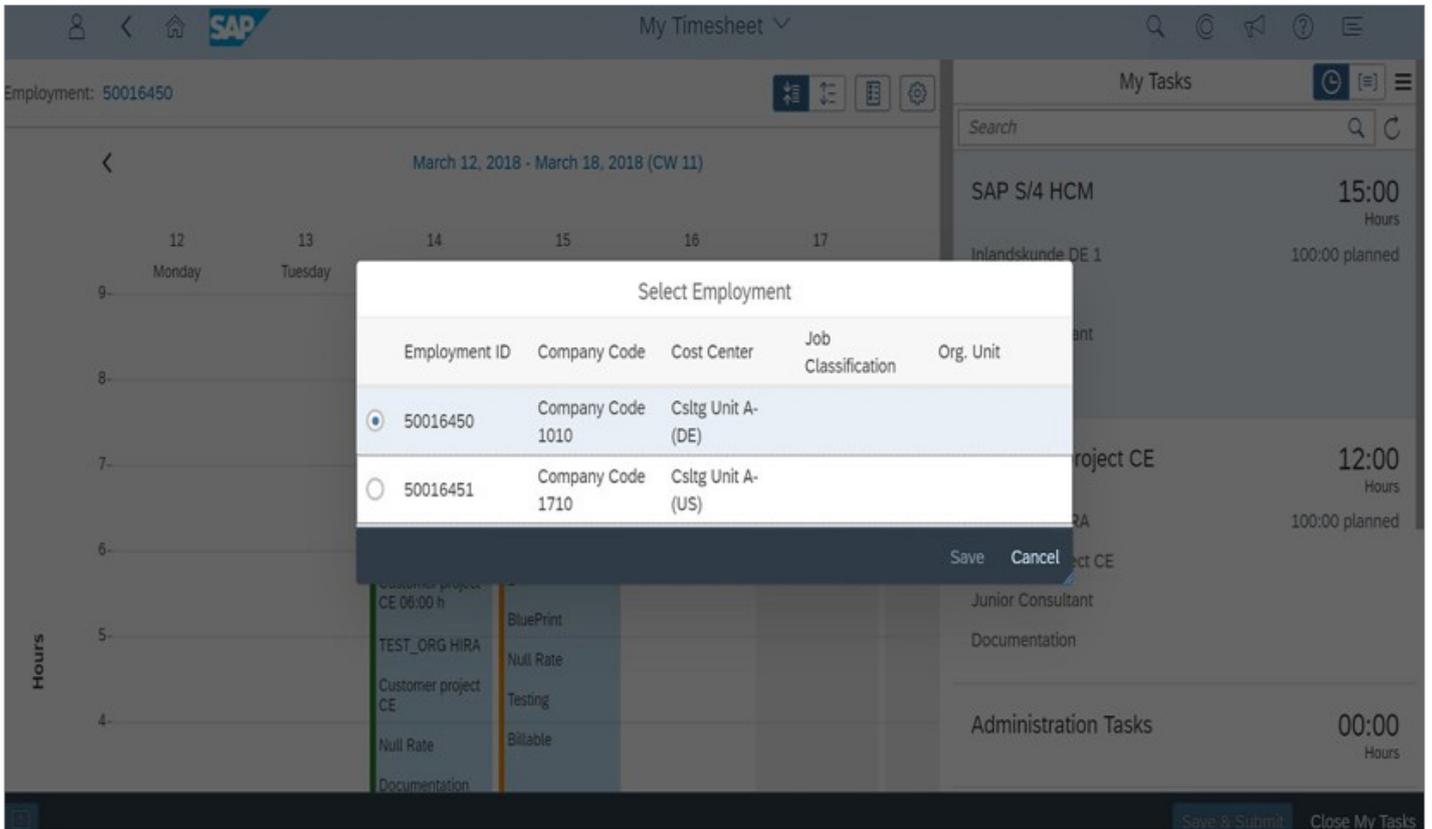
- Enable employees who are on a global assignment or who have been transferred to another country to record time against the new task list assigned to them
- Enable employees having multiple active employment contracts (concurrent employment) to record time correctly against each of their individual employments

Capabilities:

- Task list displayed based on the current employment contract. Employees who are on a global assignment or have been transferred to another country can record time for their current assignment.
- Ability to toggle between employment contracts. Employees who have multiple active employment contracts can toggle between employment contracts and record time against the individual contracts. (See [Figure 18.](#))



Figure 18: Timesheet Recording



SAP S/4HANA CLOUD FOR PROFESSIONAL SERVICES

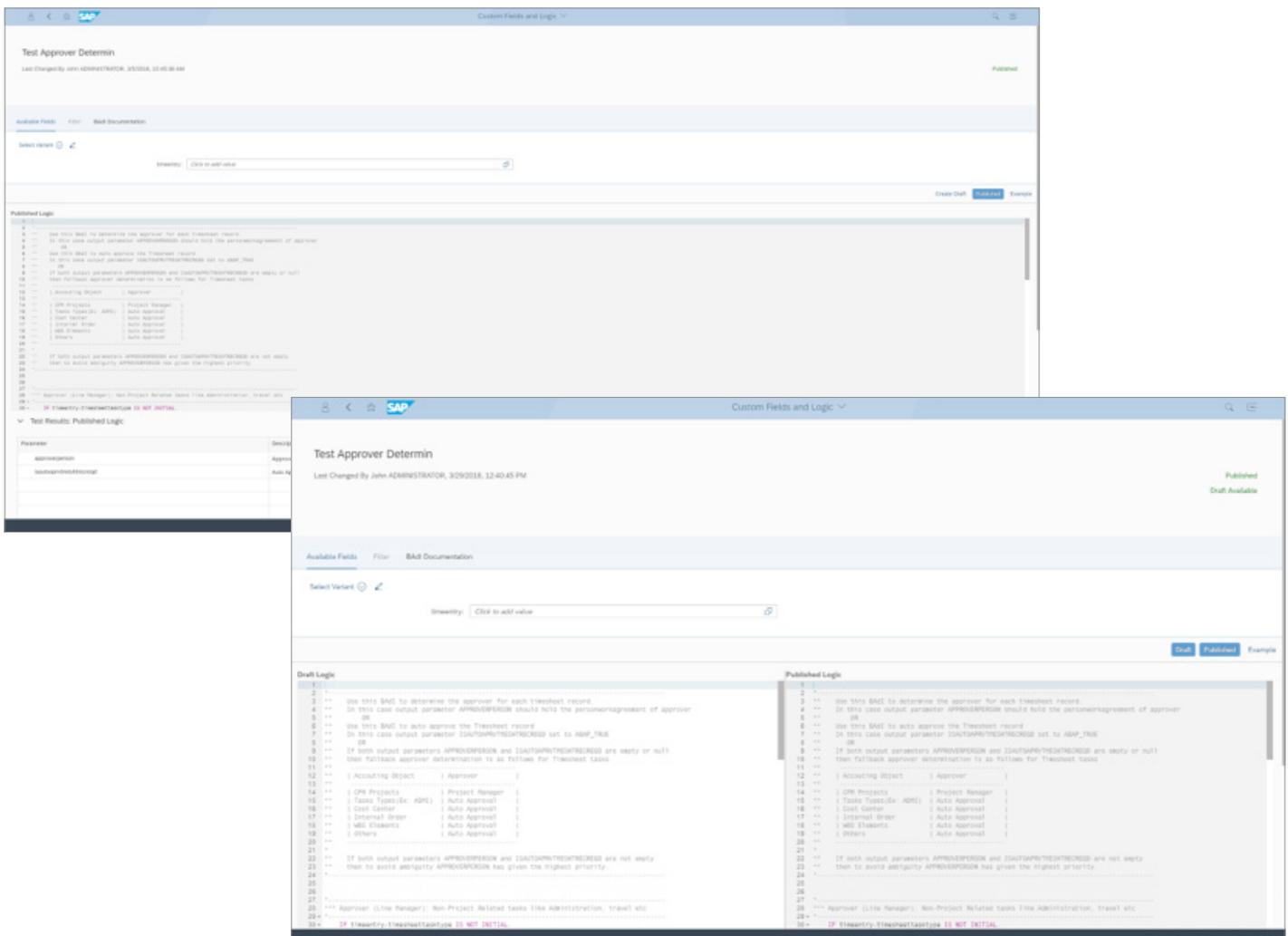
BAdI: Timesheet Approver Determination

This business add-in (BAdI) can be used to determine the approver for each timesheet entry. It also enables auto-approval of the timesheet entries. This BAdI is called only when the approval scenario is enabled in the configuration app "Maintain Data Entry Profiles for Timesheet." (See Figure 19.)

Examples:

- The approver for customer projects is "project manager" by default, but it is possible to overwrite it with "project controller" as approver or to auto-approve the tasks related to customer projects.
- Non-project-related task types (such as administration, training, and the like) are auto-approved by default, but it is possible to determine the approver as "line manager" for these records.
- It is possible to set the approver only for time entries that contain an activity type, such as "junior consultant," and auto-approve the rest of the time entries.

Figure 19: Business Add-In



Operational Excellence

SAP S/4HANA CLOUD FOR SOURCING AND PROCUREMENT

Propose Resolution for Invoice Payment Block

The invoicing process is already a highly digitalized and automated process. Algorithms are checking the invoices against the existing purchase orders and the procurement rules. In spite of a highly automated invoice matching process, there are always exceptions that need manual interaction from purchasers or accounts payable experts – for example, because of unplanned additional costs in the invoice or quantity or price deviations. These exceptions are time-consuming and expensive. Supplier invoices are automatically blocked if a blocking reason occurs, and the responsible purchaser has to solve the underlying issues. (See Figure 20.)

When a supplier has a quantity blocking reason at the item level, the cash discount may be at risk. Using the predictive modeling integration, you can predict the goods receipt delay and therefore realize the cash discount.

Value proposition:

- Realize cash discounts
- Achieve more reliable invoice handling

Capabilities:

- Preconfigured predictive model for resolution of payment block on invoices
- Prediction of the goods receipt based on the payment block at item levels

Figure 20: Invoice Payment Block

The screenshot displays the SAP S/4HANA Cloud interface for a Supplier Invoice. The header shows the invoice number 5100000143/2017 and its status as 'Blocked for Payment'. The gross invoice amount is 900.00 EUR. The 'Payment Block' tab is selected, showing a warning message: 'This invoice is blocked for payment'. Below this, there are actions like 'Contact Supplier' and 'Contact Purchaser'. The 'Blocked Invoice Items' table lists one item with a blocking reason of 'Multiple'. The 'Invoice Timeline' shows the invoice document date (18/06/2017), invoice posting date (18/06/2017), and invoice payment due date (18/06/2017).

Invoice Item	Blocking Reason	Description	Purchase Order Item
1	Multiple	Trading Good 0011.PD.Regular Proc.	450000126/0010

Event	Date
Invoice document date	18/06/2017
Invoice Posting	18/06/2017
Invoice Payment Due Date	18/06/2017

SAP S/4HANA CLOUD FOR EXTENDED PROCUREMENT

Central Purchasing

Central purchasing is an integral building block of the procurement hub solution. With this new functionality, global purchasers gain access to purchase requisitions and purchase orders in the connected back-end ERP systems. Global purchasers can assign an appropriate source of supply to open purchase requisition and trigger the conversion to purchase orders subsequently. In addition, centralized approval by headquarters is enabled for subsidiary purchase orders. (See Figure 21.)

Value proposition:

- Achieve lower costs based on scaled purchasing activities
- Gain full transparency and access to purchase requisitions and purchase orders in connected back-end systems
- Streamline business processes across headquarters and subsidiaries

Capabilities:

- Single point of access and visibility to purchasing documents such as purchase requisition and purchase order across the systems
- Centralized approval in hub system for purchase orders in connected back-end systems

Figure 21: Central Purchase Orders

PurchaseOrder	Supplier	Company Code	Plant	Purchasing Organization	Overdue Items	Output Status	Approval Status	Net Order Value
4501001582	ASTRID	1000	1000	1000	2048 Overdue	Released	Release completed	814.080.000,00 EUR
4501001427	ASTRID	1000	1000	1000	1024 Overdue	Released	Release completed	407.040.000,00 EUR
4501001207	ASTRID	1000	1000	1000	547 Overdue	Approved automatically	Active	2.899.100.000,00 EUR
4501001583	ASTRID	1000	1000	1000	500 Overdue	Released	Release completed	198.750.000,00 EUR
4500017716	1001	1000	1000	1000	14 Overdue	Approved automatically	Active	2.800,00 EUR
4510023275	1000	1000	1000	1000	13 Overdue	Approved automatically	Active	12.935.120,00 EUR
4500017048	1000	1000	1100	1000	11	Approved automatically	Active	0.055.000,00 EUR

SAP S/4HANA CLOUD FOR SOURCING AND PROCUREMENT

Propose Material Group

In many cases free-text items are assigned to the wrong material groups, which leads to the assignment of wrong accounting information in the request. This leads to a wrong assignment of purchase requisitions to operational purchasers.

The purchasers need to manually change the material group and assign correct accounting information so that the responsible colleague can take over and the follow-on invoice can be posted to the right GL account. These manual efforts are expensive from a process and resource perspective.

Powered by a machine learning algorithm, an appropriate material group will be suggested during the creation of a purchase requisition for a free-text item. (See [Figure 22.](#))

Value proposition:

- Get accurate accounting for free-text items
- Create free-text items more efficiently

Capabilities:

- Machine learning algorithm that matches the free-text item to the appropriate material group



Figure 22: Propose Material Group

← 🏠 SAP

Create Purchase Requisition ▼

🔍 🔄 ☰

Create Own Item 🛒 2

General Item Data

Material:

* Description:

Material Group: 🔗

Type: +

Validity Period: 📅

Service Performer: 🔗

Price:

Material Group	Material Group ID	Proposed Material Group
Hardware	0001	95 % Best Match
Hardware IT	0003	70% Match
Material XY	0010	65% Match

Order Quantity:

Source of Supply +

No Supplier assigned.

Attachments (3) +

Lavender_Field.jpg
Katharina Miller · Feb 23 08:50

✎ ✖

Lavender_Field .jpg
Erik B. Daley · Feb 23 08:50

OK Cancel

Lavender_Field.jpg
Katharina Miller · Feb 23 08:50

✎ ✖

Internal Note
Note to Supplier
Goods Recipient
Note

Enter Text

Add to Cart
★

SAP S/4HANA CLOUD FOR SOURCING AND PROCUREMENT

SAP S/4HANA Cloud Integration with Guided Buying

Guided buying capabilities for SAP Ariba® solutions create a simple, smart, and elegant purchasing experience that increases user engagement across all spend areas. Guiding buying serves as a central place where all buyers can shop across all goods and services.

Users find items across catalogs, including partial items, forms, and suppliers, in a single search box. All spend contracted through supplier-provided catalogs and punch-out catalogs is available for the user to search. During online shopping, for example, users can filter items by price or manufacturer.

Over time, the system learns from user behavior, so it can efficiently guide users to the right items. (See [Figure 23](#).)

Value proposition:

- Increase employee performance with a simple guided user experience
- Apply procurement policies automatically through the guided process, enforcing compliance during the purchasing process, not afterward
- Use flexible configuration to allow line-of-business-specific definition of forms, permissions, and system behavior at the field level and for workflows

Capabilities:

- Built-in integration with guided buying

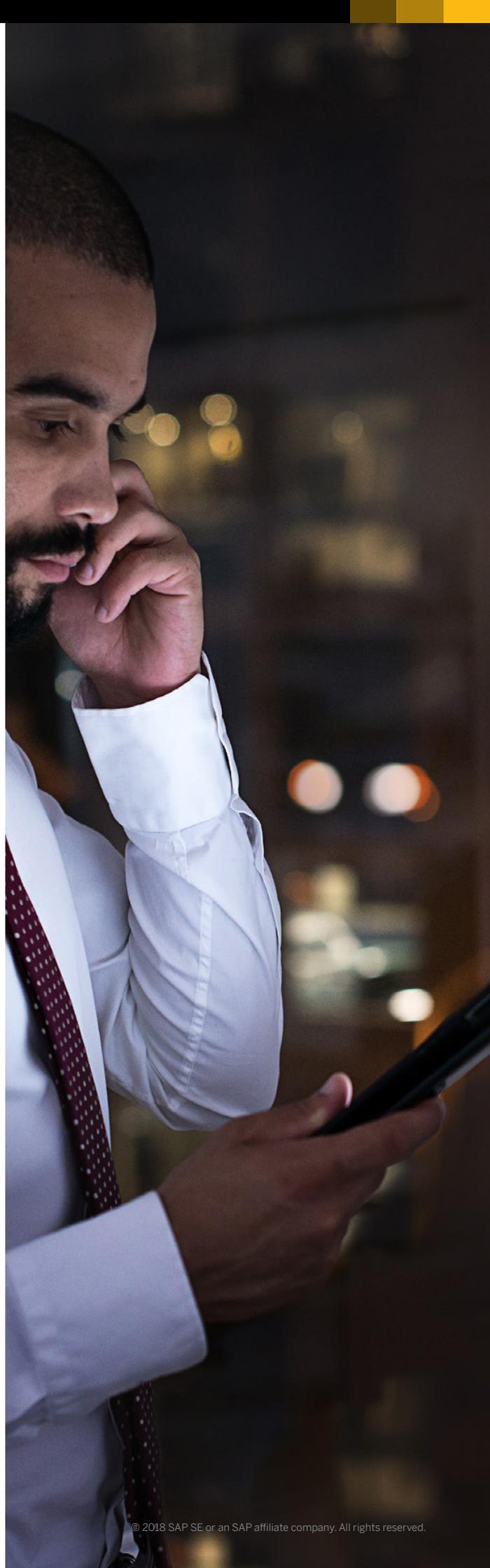
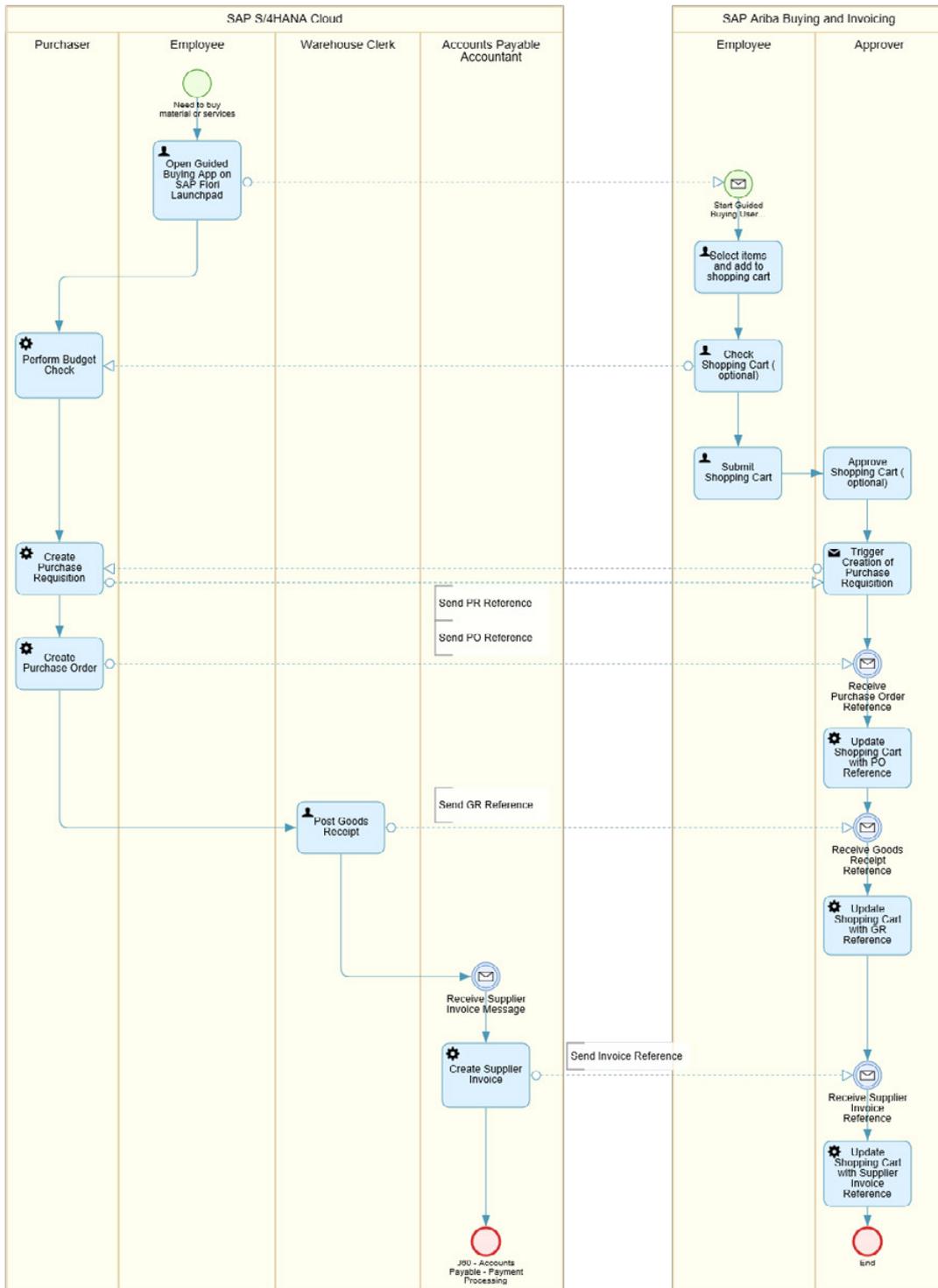


Figure 23: Guided Buying Integration



SAP S/4HANA CLOUD FOR FINANCE

SAP Multi-Bank Connectivity – [SWIFT and SAP Join Forces](#)

SWIFT is joining forces with SAP to offer treasurers comprehensive, ready integration with financial institutions, connecting to the SWIFT network of more than 11,000 financial institutions worldwide.

SAP Multi-Bank Connectivity, a new integrated connectivity solution based on SAP Cloud Platform technology, enables corporate-to-bank connectivity for SAP S/4HANA customers who need to connect with multiple banks, while lowering onboarding costs and increasing transparency and control. Companies can choose between an embedded connection to the SWIFT network and bank connectivity through their usual banking partners. (See Figure 24.)

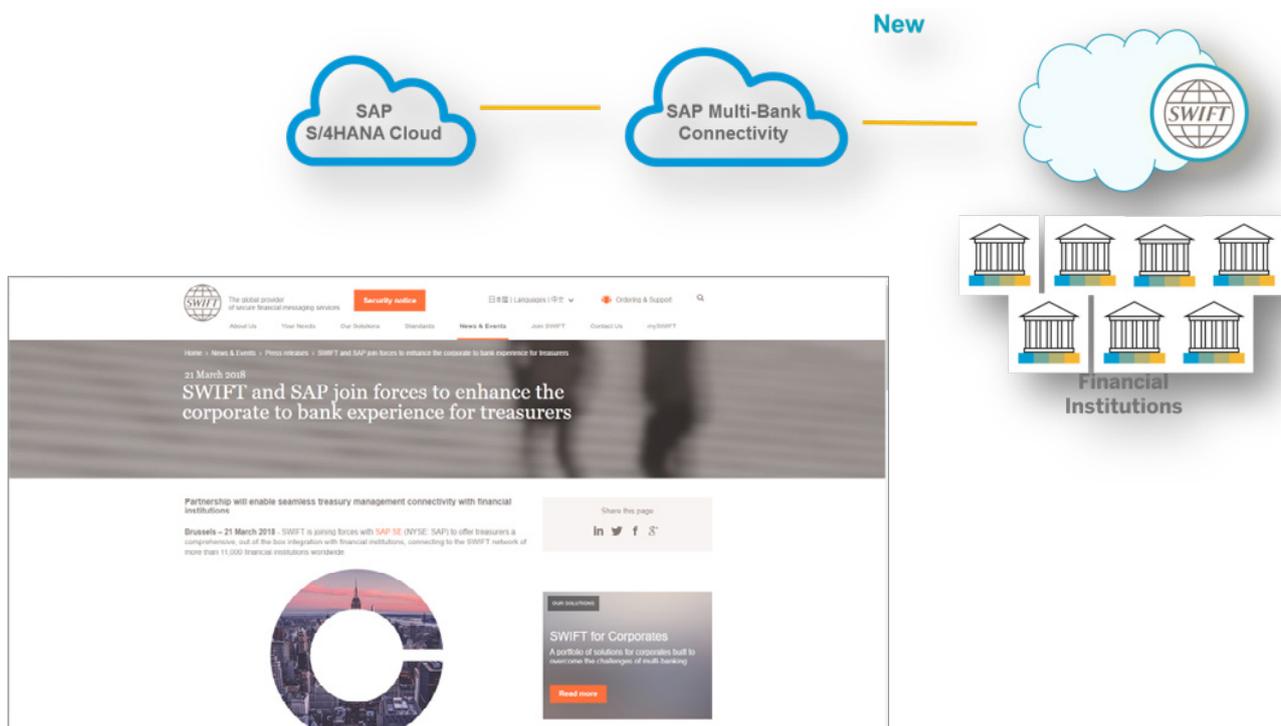
Value proposition:

- Recognize SAP as a SWIFT partner (cash management label)
- Integrate once with all of your financial service providers
- Automate the end-to-end payment process
- Leverage existing AP/AR configuration
- Require no SAP S/4HANA Cloud reconfiguration

Capabilities:

- Secure multibank and multicorporate connectivity
- Outgoing payments
- Payment status delivery
- Statement reconciliation

Figure 24: SWIFT Connectivity



SAP S/4HANA CLOUD FOR FINANCE

Asset Accounting Overview Page

With this app you can easily access key information and KPIs within the asset accounting area and gain insight into current trends. The app provides a central source of information for the asset accountant and offers a range of filters and built-in navigation to related apps. (See [Figure 25.](#))

Value proposition:

- Provides dashboard information for the asset accounting team to perform their daily activities smoothly
- Provides high-level insights on depreciation, interest, and insurance with respect to asset management
- Provides an analytical and transactional display of depreciation forecasting and simulation of the development of asset values

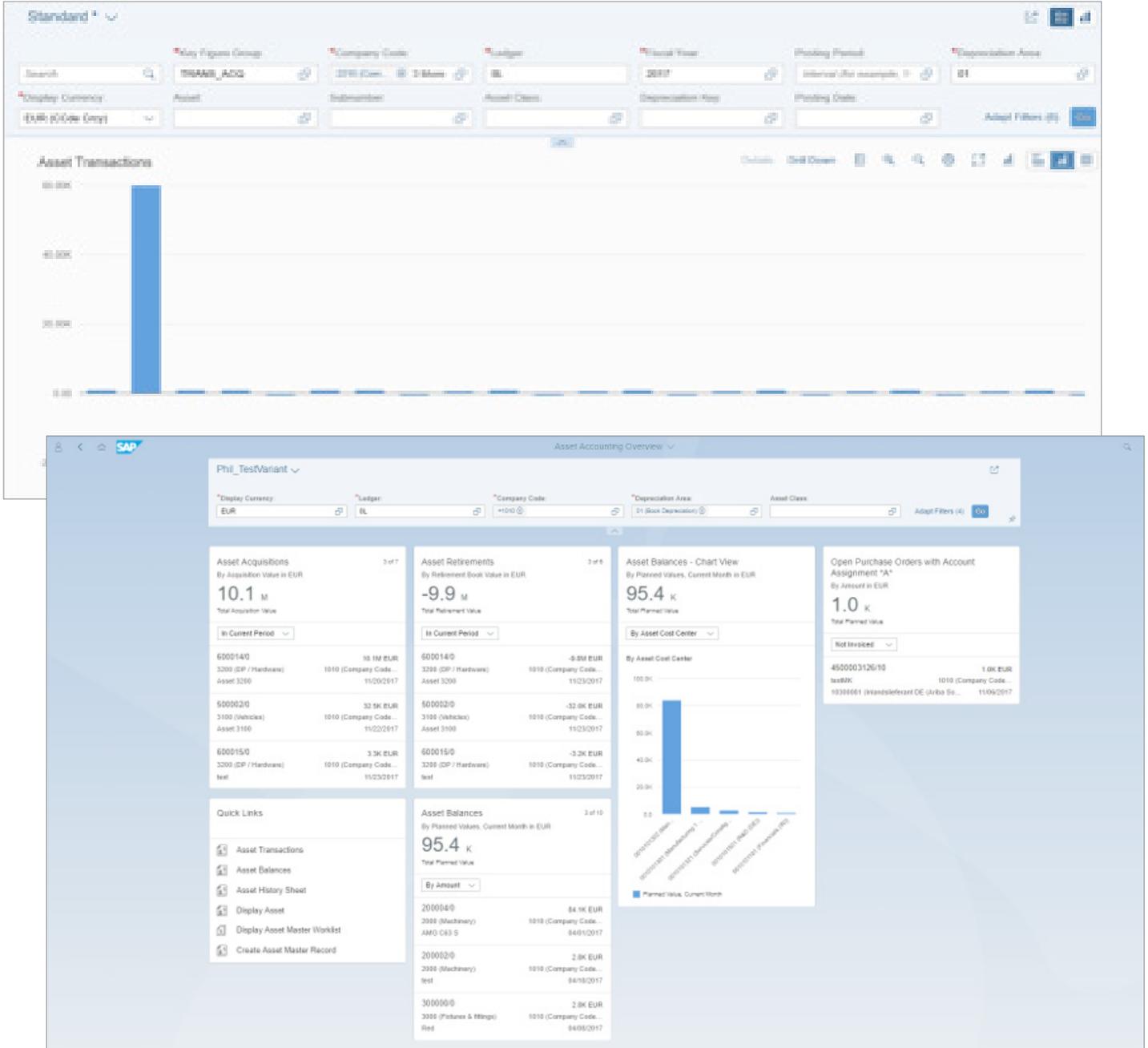
Capabilities:

Multiple analytical tiles covering:

- Asset balances
- Asset acquisitions
- Asset retirements
- Open purchase orders with account assignment *A*
- Asset transaction statistics
- Depreciation to be posted
- Asset master worklist



Figure 25: Asset Accounting Overview



SAP S/4HANA CLOUD FOR ENTERPRISE PORTFOLIO AND PROJECT MANAGEMENT

Project Timeline Reporting

Project managers typically use Gantt charts to track project timelines. In addition, project steering committee members often use Gantt charts and the graphical display of milestone dates to analyze the progress of projects in their area of responsibility. The new “Monitor Project Progress” SAP Fiori app enables project managers, project financial controllers, and steering committee members to easily monitor the dates of projects and milestones using a multiproject Gantt chart. (See Figure 26.)

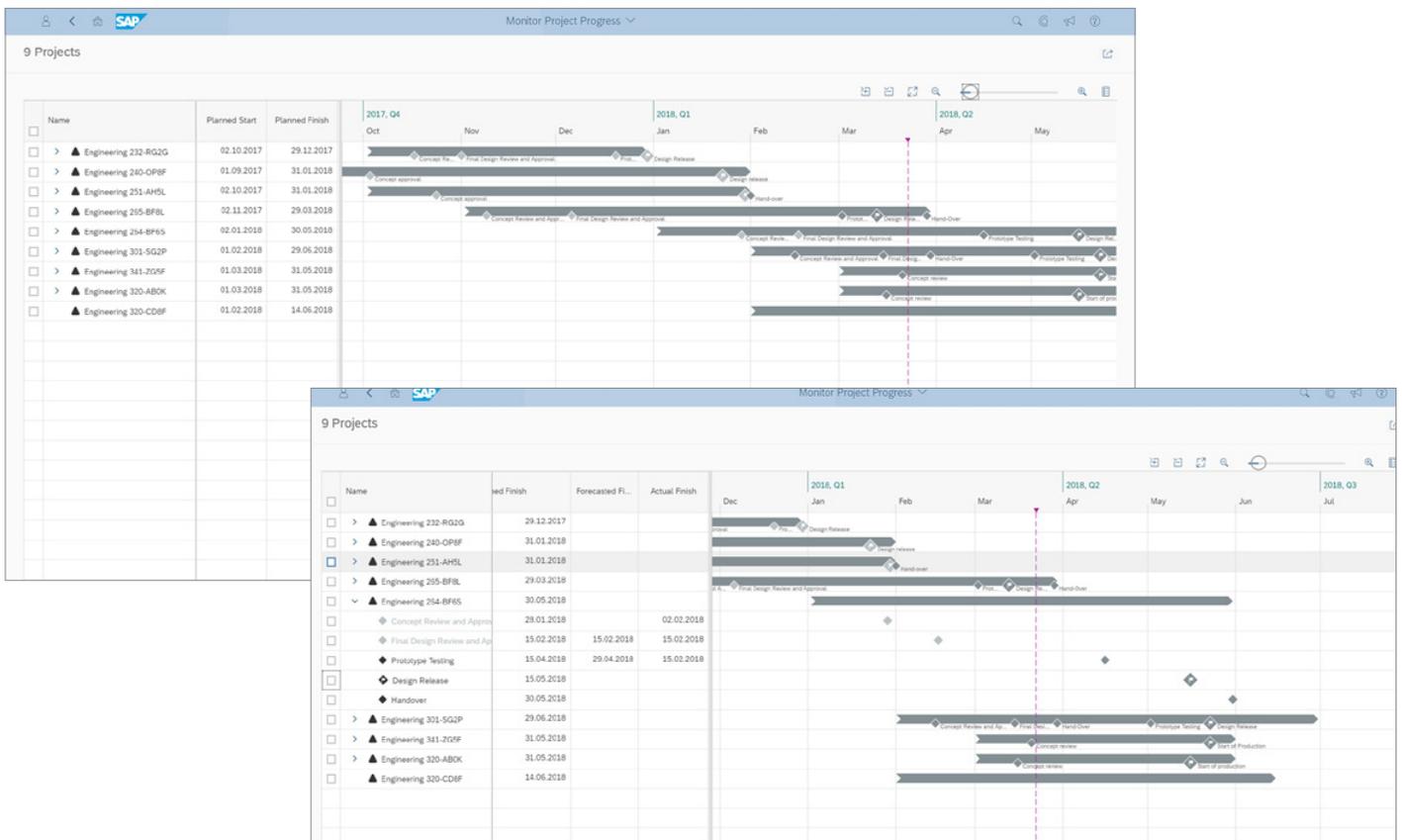
Value proposition:

- Improved transparency of project and project milestone dates
- Display and comparison of multiple project timelines in a multiproject Gantt chart

Capabilities:

- Graphical display of a single or multiple projects in the Monitor Project Progress app
- Tabular and graphical analysis of project and project milestone dates
- Easy separation of completed, upcoming, and main milestones
- Compact display of all milestone dates even for collapsed projects for simple comparison across projects
- Navigation to the “Project Briefs” app

Figure 26: Monitor Project Progress



SAP S/4HANA CLOUD FOR SALES

Approval Workflow for Credit Memo Requests

The approval workflow for credit memo requests allows a sales manager to process all incoming approval requests. (See Figure 27.)

Value proposition:

- Get immediate domain-specific insights on what needs your attention
- Take quick actions to solve issues
- Navigate forward easily to related applications

Capabilities:

- Displaying and managing your approval workflow for credit memo requests with the “Approvals Inbox” app
- Provisioning of basic data of the credit memo request in the approval workflow to allow for quick decisions
- Easy navigation to the credit memo request document from the approval workflow for detailed analysis
- Ability to approve, request rework, or reject the request for approval
- Ability to claim the request, forward to another processor, or suspend processing until a future date

Figure 27: Approval Workflow for Credit Memo Requests

The screenshot shows the SAP S/4HANA Cloud interface for the 'Handle Credit Memo Request' app. The left sidebar displays a list of 14 items, with the selected item being 'Handling of the credit memo request 0060027974'. The main area shows the details for this request, including the title 'Cred. Memo Rqt Ret. - 0060027974' and a net value of 17,164.27 EUR. Below this, there are sections for 'Basic Data' and 'Sales'. The 'Basic Data' section includes fields for Credit Memo Request (60027974), Sold-To Party (Inlandskunde DE 1 (10100001)), and Net Value (17,164.27 EUR). The 'Sales' section includes fields for Billing Block (Pricing Incomplete (03)), Sales Organization (Dom. Sales Org DE (1010)), Distribution Channel (Direct Sales (10)), Division (Product Division 00 (00)), and Created By (John returns_refund_clerk (CB9980000172)). At the bottom, there is a table titled 'Items (1)' with columns for Item, Material, Target Quantity, and Net Value. The table contains one row: Item 10, Material Trad.Good 12.Reorder Point,Reg.Trad.TG12, Target Quantity 999,000 PC, and Net Value 17,164.27 EUR. At the bottom of the interface, there are buttons for 'Release', 'Rework', 'Reject', 'Show Log', 'Claim', 'Forward', and 'Suspend'.

TWO-TIER ERP

Drop Shipment from Subsidiary

This innovation is relevant for the process in which a subsidiary manages the stock and headquarters gets the orders from the customers. HQ processes the sales order and sends the purchase order to the subsidiary. HQ requests that the subsidiary deliver directly to customer premises. The subsidiary sends the supplier invoice to HQ, and HQ subsequently sends the invoice to the customer. (See Figure 28.)

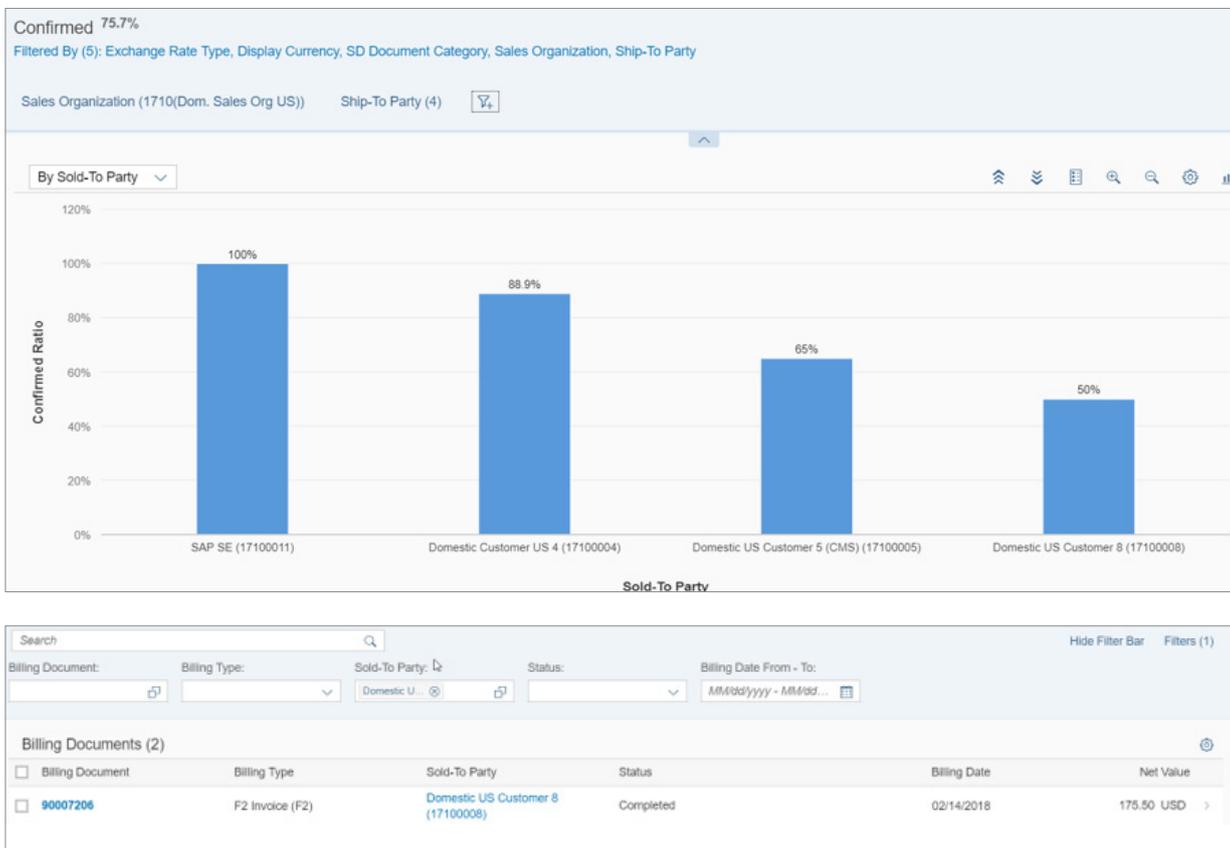
Value proposition:

- In a two-tier scenario where HQ is running on premise and the subsidiary is running on SAP S/4HANA Cloud, the sales process at HQ can be integrated to procure the goods directly from the subsidiary.

Capabilities:

- Integration of transactional steps such as creation of sales order at subsidiary and creation of inbound delivery and vendor invoice at HQ
- Reduction in data entry points from business users
- Visibility of the stock position at HQ, which will help HQ make better decisions

Figure 28: Drop Shipments



SAP MOBILE CARDS FOR SAP S/4HANA CLOUD

Employees can choose to make content mobile directly from their own SAP Fiori launchpad. Many SAP Fiori apps allow you to store information on your mobile device by simply selecting *Add to Mobile*. This can be an analytical card from a sales overview page or simply an individual sales order or customer.

Value proposition:

- Enable quick, easy access to important business content, always available on mobile device
- Allow companies to easily unlock content typically stored in SAP software

Capabilities:

- Offline access
- Setting up of specific cards
- Editing and deletion of cards
- Grouping of cards
- Defining of parameters and actions
- Notification features including push notifications, reminders, and geofenced alerts



SAP S/4HANA CLOUD FOR MASTER DATA GOVERNANCE

SAP S/4HANA Cloud provides tailored master data management processes for the public cloud. Users can leverage master data governance for effective consolidation, mass processing, and remediation of master data, or integrate master data with on-premise systems, such as the SAP Master Data Governance application, using standardized APIs. (See Figure 29.)

Mass load for product and business partner:

- Import source data into SAP S/4HANA Cloud using files from your desktop
- Review initial data quality of the uploaded data

- Check if data can be activated
- Activate data in the system

Master data consolidation for product and business partner:

- Consolidate active records within SAP S/4HANA Cloud
- Extend the data model to consider additional fields during the product consolidation process
- Consolidate business partner relationships

Mass maintenance and processing for product and business partner:

- Use technical mechanisms to avoid concurrent changes within SAP S/4HANA Cloud
- Enable mass processing for business partner relationships

Figure 29: SAP S/4HANA® Cloud for Master Data Governance

The screenshot displays the SAP S/4HANA Cloud interface for Master Data Governance. At the top, there are two main options: 'Import Data for Consolidation Material' (with an upload icon) and 'Manage Imports for Consolidation Material' (with a document icon). Below these is a detailed 'Create Data Import' form. The form includes a 'Data Source' section with fields for 'Source File' (MATERIAL-INT.xlsx), 'Source System' (CRM_US), and 'Data Package' (MATERIAL-INT). A green status bar indicates 'Uploaded and ready for import'. There is also a 'Download File Template' link. The 'Import Settings' section includes a radio button selection for 'If records are not importable', with 'Skip and Continue' selected.

SAP S/4HANA CLOUD FOR GOVERNANCE, RISK, AND COMPLIANCE

Customers can integrate the SAP Risk Management application on premise with SAP S/4HANA Cloud to support a unified view of risk across the enterprise. This scope item enables communication between the software so that SAP Risk Management can monitor risk indicators in SAP S/4HANA Cloud. (See [Figure 30](#).)

Value proposition:

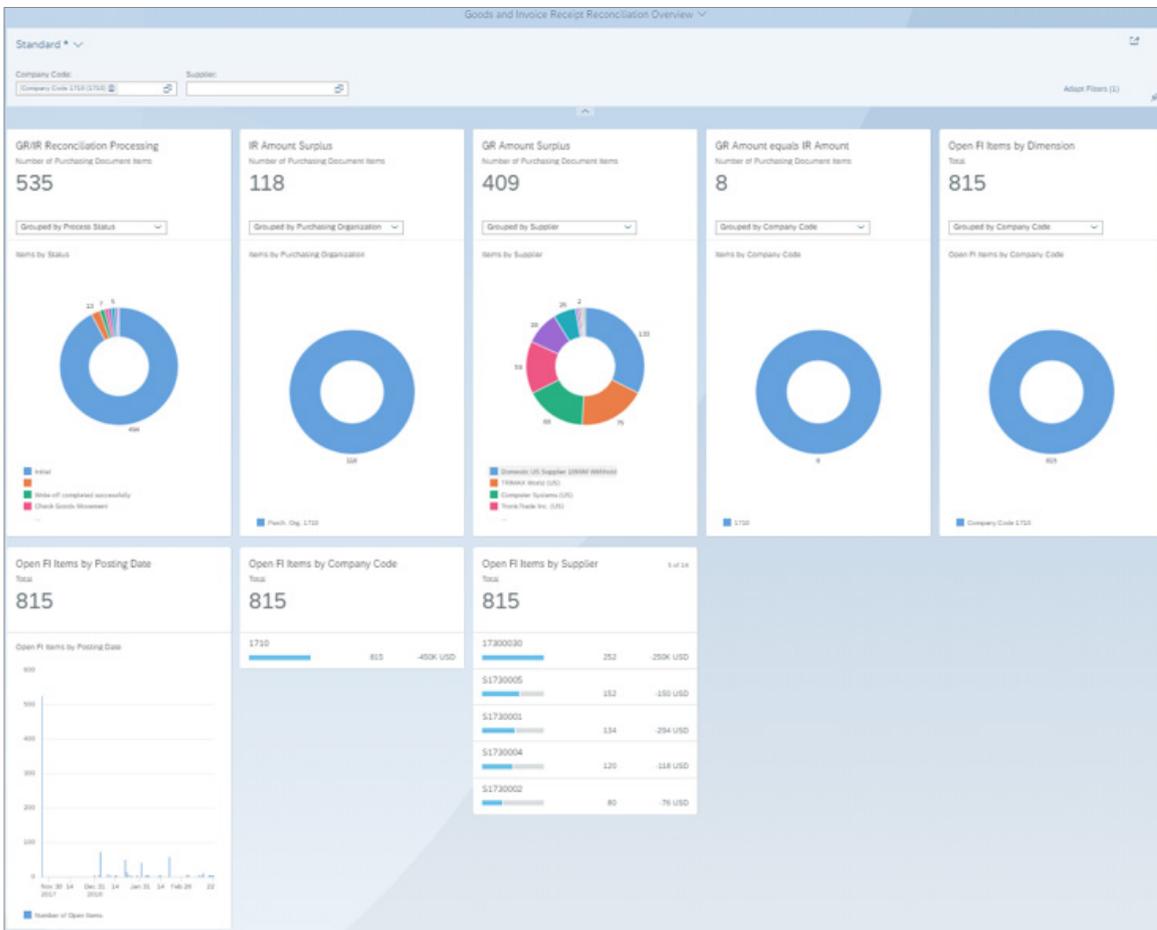
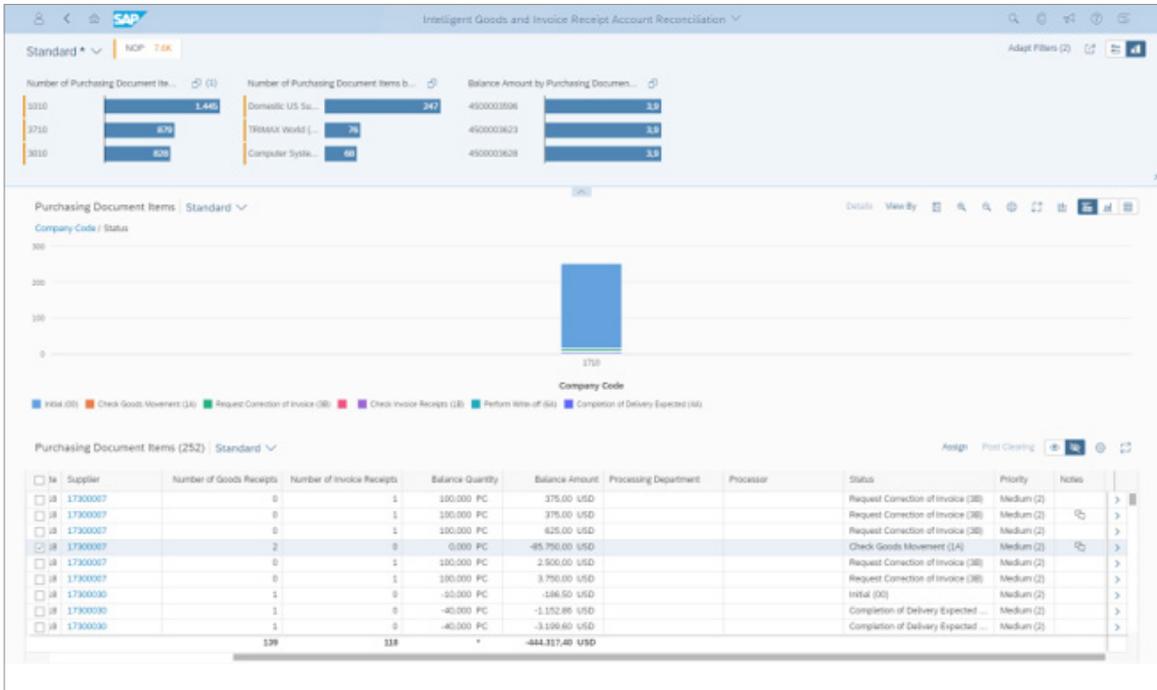
- Gain real-time insight into the status of internal controls and risks in SAP S/4HANA Cloud and reduced total cost of ownership
- Allow business users to readily create and make visible key indicators and metrics
- Easily deploy and maximize automation to minimize routine tasks
- Audit without effort

Capabilities:

- Continuous monitoring from SAP S/4HANA Cloud with built-in indicators
- End-user creation of control, performance, and risk indicators without programming
- Expanded monitoring content to support best practices
- Documentation of monitoring rules designed for nontechnical users



Figure 30: SAP S/4HANA® Cloud for Governance, Risk, and Compliance



SAP S/4HANA CLOUD INTEGRATION WITH SAP ANALYTICS CLOUD

Create Tile for Analytics Cloud Story

For analytics specialists with access to SAP S/4HANA Cloud and the SAP Analytics Cloud solution, it has been difficult to switch between the two solutions and especially between stories at the same time.

The “Create Tile for Analytics Cloud Story” app enables these users to create their own tiles on the launchpad with direct connection to the configured story in SAP Analytics Cloud. The newly customized tile can be used as a shortcut and launch the desired story immediately in a new browser tab. (See Figure 31.)

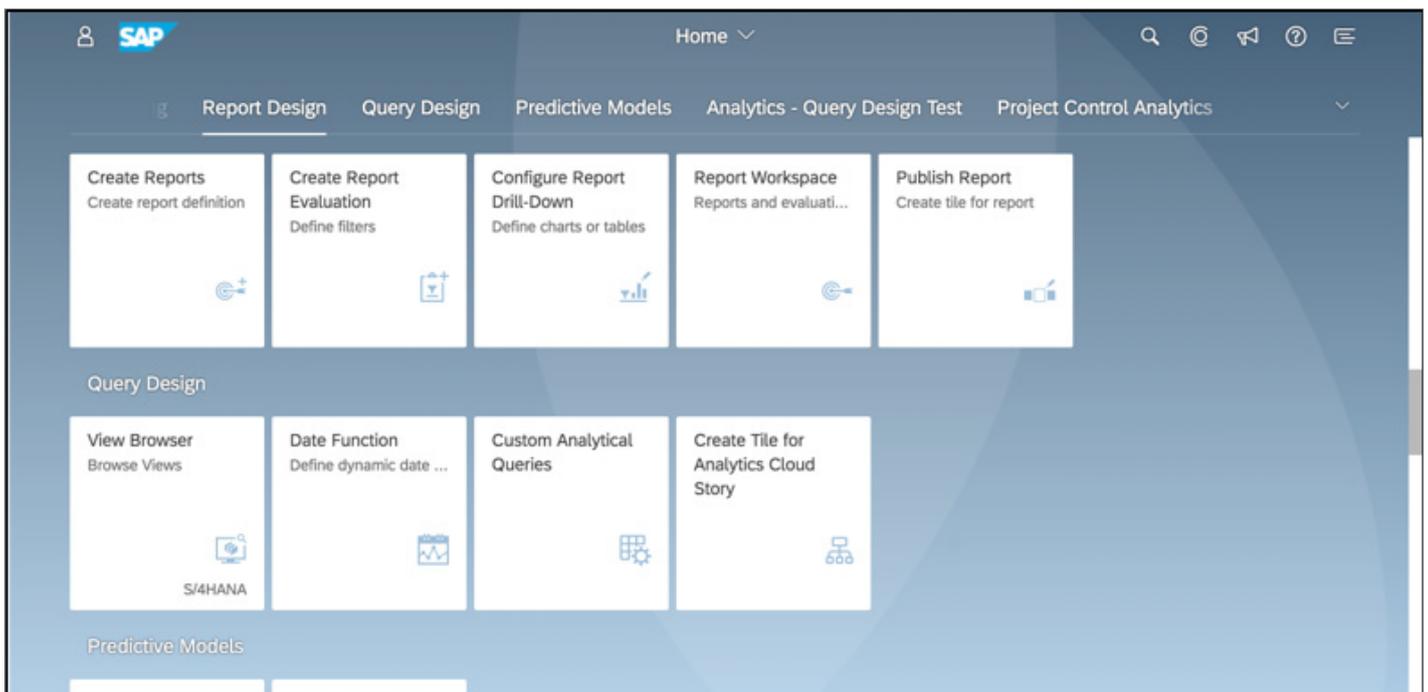
Value proposition:

- Create customized tiles with direct access to frequently used stories in SAP Analytics Cloud
- Have direct access to stories and content in SAP Analytics Cloud without navigation
- Allow key users to create tiles to launch stories in SAP Analytics Cloud directly from the SAP Fiori launchpad in SAP S/4HANA Cloud

Capabilities:

- Integration between SAP S/4HANA Cloud and SAP Analytics Cloud
- End users enabled to use tiles to launch stories in SAP Analytics Cloud
- Selection of available stories that can be used and launched using the SAP Fiori launchpad in SAP S/4HANA Cloud

Figure 31: Create Tile for Analytics Cloud Story



FINANCIAL ANALYTICS CONTENT (SAP DIGITAL BOARDROOM) FOR SAP S/4HANA CLOUD

This scope item provides built-in analytical dashboards and digital boardroom content that help executive management and senior management in understanding the key drivers underlying business processes in the areas of financial analytics and consolidation. (See [Figure 32.](#))

Value proposition:

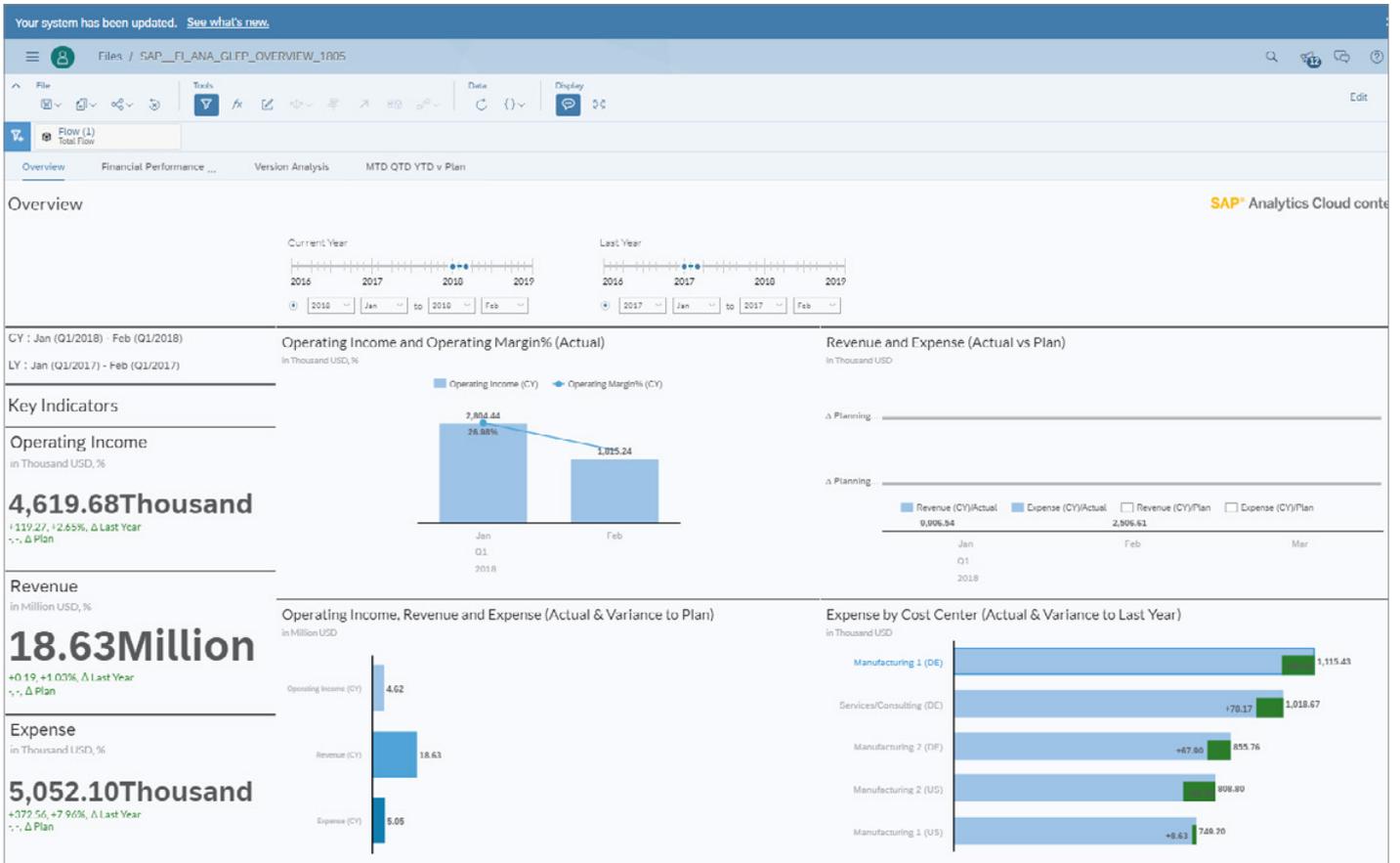
- Increase efficiency with a highly integrated solution to eliminate data silos and make digital access simple, secure, and scalable and reduce errors in reconciliations in the finance department
- Enhance the executive digital boardroom
- experience options for your customers
- Empower finance executives to close the books faster and make optimal decisions
- Produce financial results and financial consolidation analytics that instill stakeholder confidence

Capabilities:

- Built-in analytics content for financial consolidation with dashboards and reports, and financial consolidation models in SAP Analytics Cloud
- Real-time financial analytics and consolidation analysis for SAP S/4HANA Cloud encompassing P&L by nature of expense, P&L by cost of sales, BL/S and cash flow, and analysis for plan consolidation in SAP Analytics Cloud
- Closed-loop analytics integration with SAP S/4HANA Cloud providing a special integration UI in SAP Analytics Cloud for SAP S/4HANA Cloud and vice versa
- Support for the intercompany planning process



Figure 32: Financial Analytics Overview



MANUFACTURING (PLAN-TO-PRODUCE) ANALYTICS CONTENT (SAP DIGITAL BOARDROOM) FOR SAP S/4HANA CLOUD

This scope item provides preconfigured analytical dashboards and digital boardroom content that help the executive management and senior management in understanding the key drivers underlying the business processes in manufacturing (plan to produce) analytics. (See [Figure 33](#).)

Value proposition:

- Increase efficiency with a highly integrated solution to eliminate data silos and make digital access simple, secure, and scalable and reduce errors in production in the manufacturing department
- Enhance the executive digital boardroom experience options for your customers
- Gain real-time integration between SAP S/4HANA Cloud and SAP Analytics Cloud
- Make use of predictive analytics with time-series forecasting and smart grouping

Capabilities:

- Real-time manufacturing (plan-to-produce) content for SAP S/4HANA Cloud that enables an analyst to dive in to SAP S/4HANA Cloud using a real-time connector; accelerators include a built-in set of live analytical reports with KPIs
- Work center cost analysis and variance report
- Predictive content for manufacturing using SAP S/4HANA Cloud, enabling analysts to predict the cost variance (fixed versus actual) completion with the finish date; smart grouping prediction will provide insight to optimize cost at work centers
- Closed-loop analytics integration with SAP S/4HANA Cloud providing a special integration UI in SAP Analytics Cloud for SAP S/4HANA Cloud and vice versa

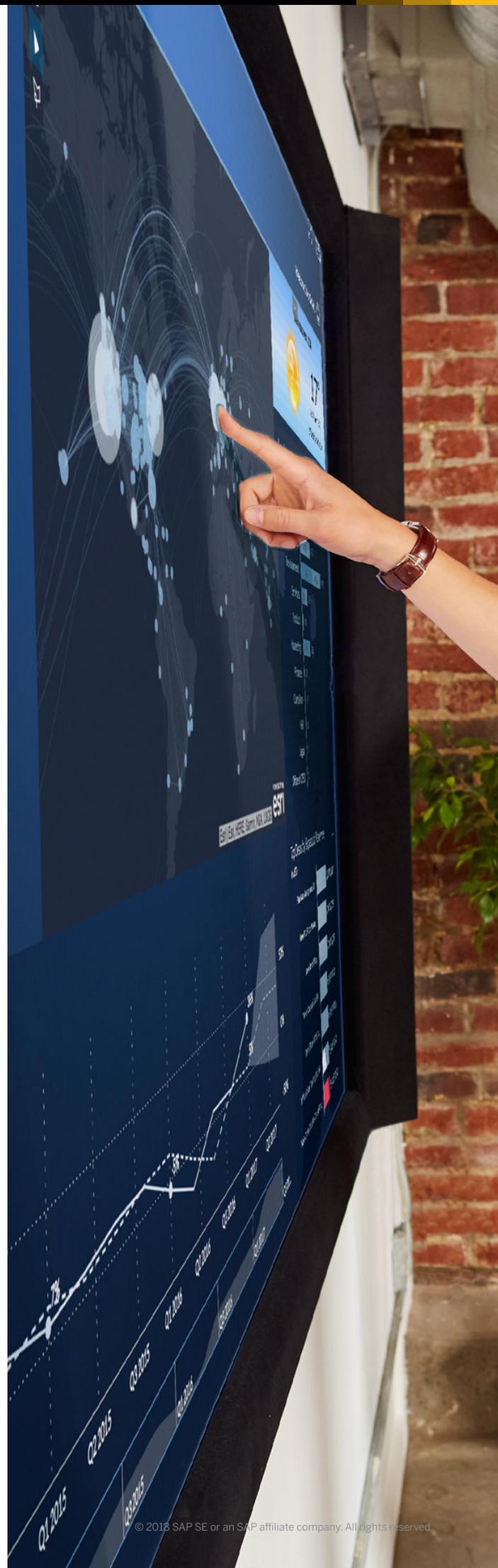
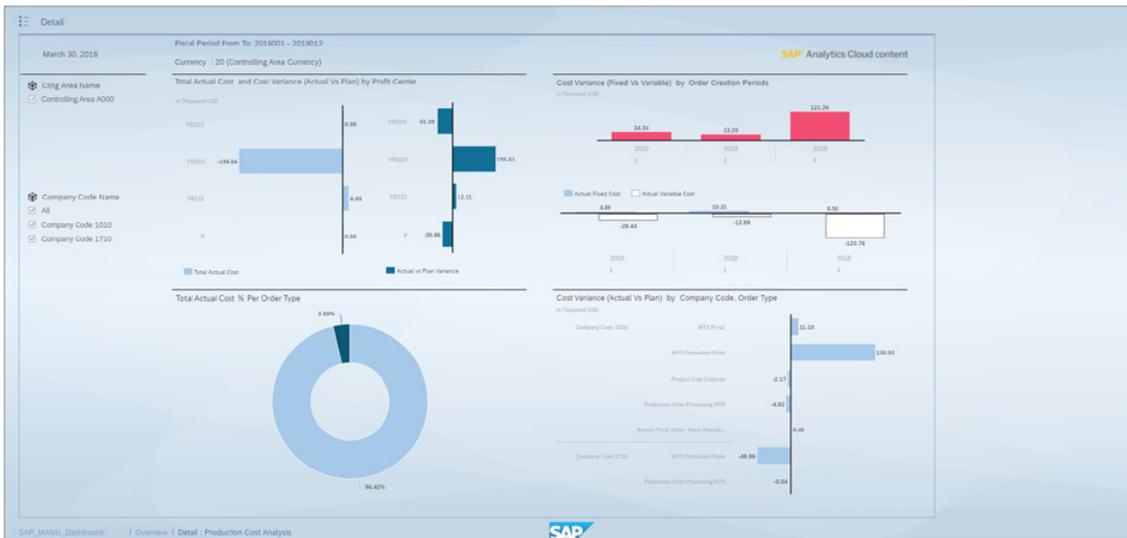


Figure 33: Overview, Detail View, and Variance Analysis



Variance Analysis

Production Cost Variance Report

Fiscal Period From To: 2018001 - 2018003
Currency: : 20 (Controlling Area Currency)
In USD

COMPANY CODE NAME	PLANT NAME	ORDER TYPE	ORDER DESC.	STORAGE LOCATION	ACTUAL RELEASE DATE	SCHED RELEASE DATE	MEASURES	Total Actual Cost	Actual vs Plan Variance
Company Code 1010	Plant 1 DE	PP	#	202A	03/05/2018	03/14/2018	0.00	0.00	0.00
					03/14/2018	03/14/2018	0.00	0.00	0.00
					03/20/2018	03/20/2018	0.00	0.00	0.00
					03/22/2018	04/03/2018	-23.84	-23.84	-23.84
					03/08/2018	03/16/2018	-17,756.01	-17,756.01	-17,756.01
					03/11/2018	03/11/2018	273.49	273.49	273.49
					03/12/2018	03/12/2018	225.49	225.49	225.49
					03/14/2018	03/14/2018	20.61	20.61	20.61
					03/14/2018	03/14/2018	0.00	0.00	0.00
					03/17/2018	03/17/2018	0.00	0.00	0.00
					03/18/2018	03/20/2018	42.83	42.83	42.83
					03/19/2018	03/19/2018	-1,010.00	-1,010.00	-1,010.00
					03/20/2018	03/20/2018	0.00	0.00	0.00
					03/23/2018	04/23/2018	0.00	0.00	0.00
					03/23/2018	03/23/2018	-1,612.41	-1,612.41	-1,612.41
					03/24/2018	04/24/2018	-2,903.14	-2,903.14	-2,903.14
					03/25/2018	03/25/2018	43.40	43.40	43.40
					03/26/2018	03/26/2018	0.00	0.00	0.00
					03/26/2018	04/26/2018	170.35	170.35	170.35
					03/26/2018	03/26/2018	0.00	0.00	0.00
					03/26/2018	03/26/2018	0.00	0.00	0.00



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