

SAP S/4HANA

Frequently Asked Questions

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EXTERNAL



The purpose of this document is to provide an external audience with a selection of frequently asked questions and answers about SAP S/4HANA, the next-generation business suite from SAP.

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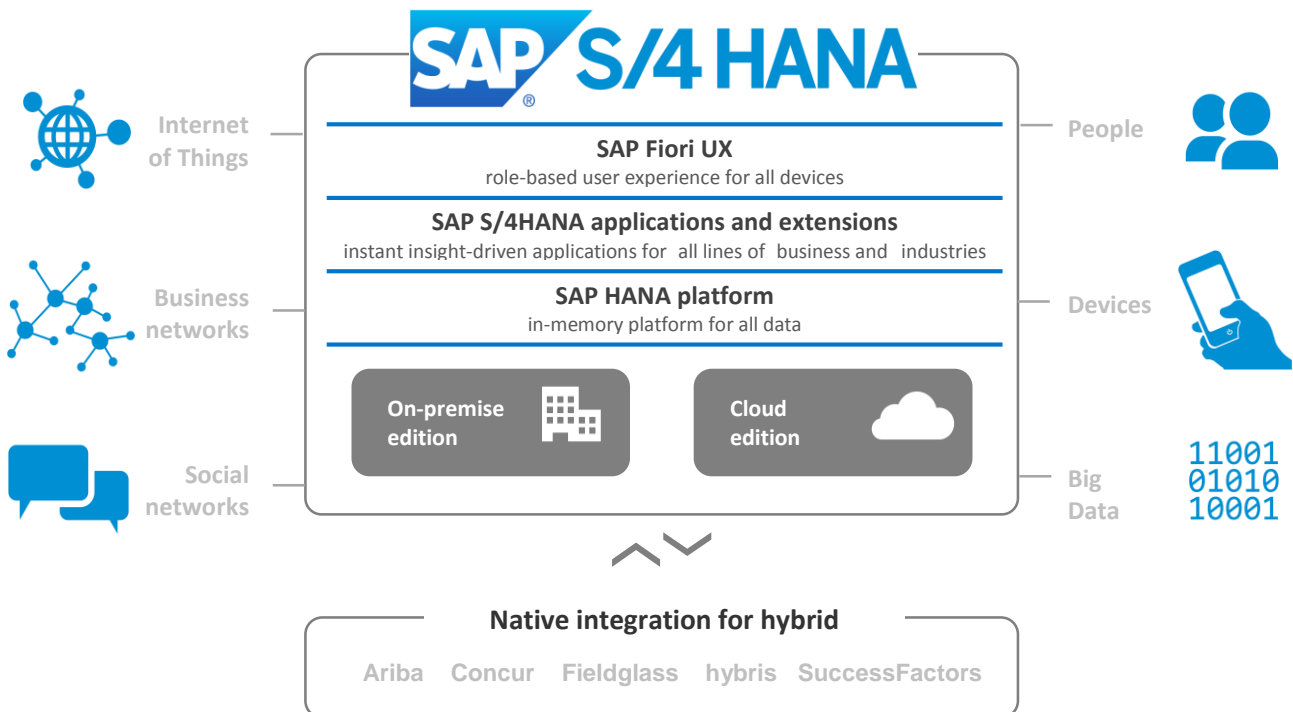
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To help customers run simple, we are breaking the limitations of the past. On February 3, 2015, SAP announced a new business suite, fully built for SAP HANA, with all that only SAP HANA can do today. SAP S/4HANA is a new product and our biggest innovation since SAP R/3.

1. What is SAP S/4HANA?

SAP S/4HANA is the next-generation business suite. It is a new product fully built on the most advanced in-memory platform today – SAP HANA – and modern design principles with the SAP Fiori user experience (UX). SAP S/4HANA delivers massive simplifications (customer adoption, data model, user experience, decision making, business processes, and models) and innovations (Internet of Things, Big Data, business networks, and mobile-first) to help businesses run simple in the digital economy.



2. What does the name of SAP S/4HANA stand for?

SAP S/4HANA is the short form for **SAP Business Suite 4 SAP HANA**. It brings the next big wave of SAP innovation to our customers, similar to the transition from SAP R/2 to SAP R/3.

SAP S/4HANA is a new product with a new code line.

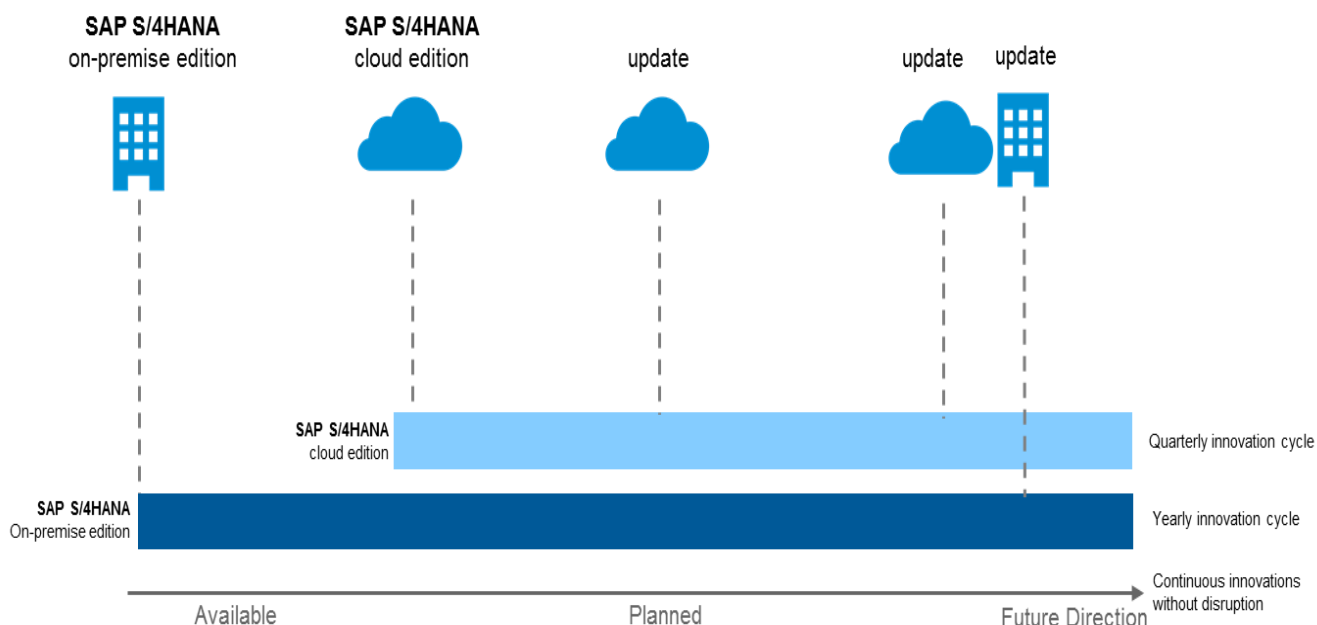
3. What are the deployment options offered?

SAP offers on-premise, cloud, and hybrid deployments to give real choice to customers. SAP S/4HANA also gives customers the option to fully leverage the new HANA multitenancy functionality as provided by the SAP HANA platform (currently support package 9) for the cloud.

4. Is SAP S/4HANA available today?

The SAP S/4HANA, on-premise edition is available for customers in all industries and regions.

The SAP S/4HANA cloud edition is also available as announced at SAPPHIRE NOW event in Orlando on May 6th 2015.

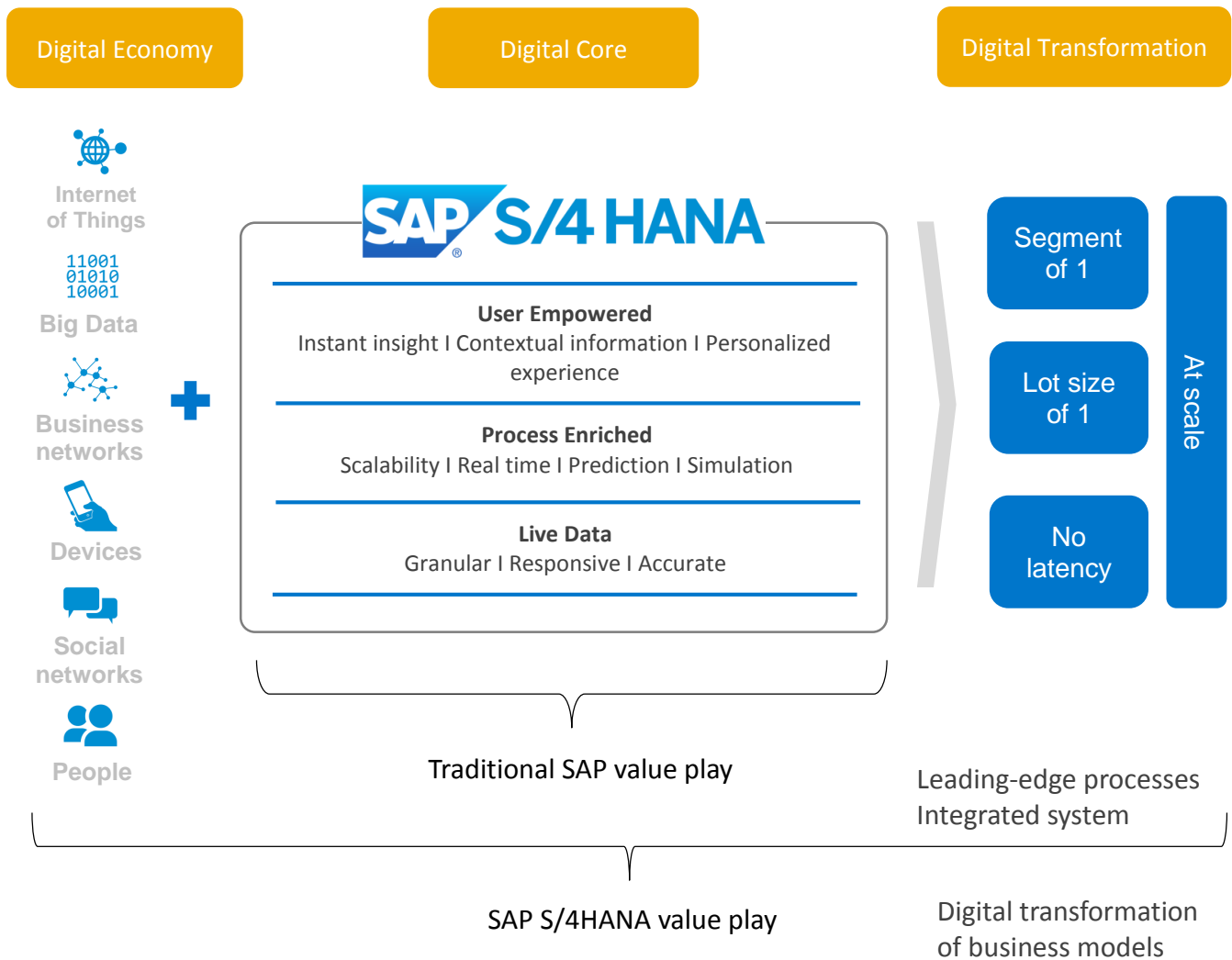


5. What are the key benefits for a customer to move now to SAP S/4HANA?

SAP's vision and strategy is to help customers run simple in the digital economy. To deliver on this mission, we are redefining how enterprise software creates value.

SAP S/4HANA is designed to drive instant value across lines of business and industries with the ultimate sophistication: simplicity.

From a **business value perspective**, this means that SAP S/4HANA creates unique opportunities to reinvent business models and drive new revenues and profits. First, enterprises can now easily connect to people, devices, and business networks to deliver new value to their customers on any channel – the Internet of Things and Big Data become accessible to any business. Second, enterprises can dramatically simplify their processes, drive them in real time and change them as needed to gain new efficiencies – no more batch processing is required. And finally, business users can now get any insight on any data from anywhere in real-time: planning, execution, prediction, and simulation – decisions may be made on the fly with a high level of granularity for faster business impact.



From an **IT value perspective**, this means that SAP S/4HANA creates unique opportunities to simplify the landscape and help reduce total cost of ownership (TCO) with SAP HANA as the great simplifier. First, enterprises can now reduce their data footprint and work with larger data sets in one system (for example, ERP, CRM, SRM, SCM, PLM co-deployed) to save hardware costs, operational costs, and time. Second, innovation is also made simple with an open platform (SAP HANA Cloud Platform) to drive advanced applications – for example, predicting, recommending, and simulating – while protecting existing investments. Third, business users can leverage a simple and role-based user experience based on modern design principles which minimizes training efforts while increases productivity. We also support customers with simple configuration: setting up the system and during its use. And finally, enterprises get choice of deployment: cloud, on premise, and even hybrid to drive quick time-to-value.

Key facts about SAP S/4HANA:

- ✓ Smaller total data footprint
- ✓ Higher throughput
- ✓ Faster analytics and reporting
- ✓ Less process steps
- ✓ ERP, CRM, SRM, SCM, PLM co-deployed
- ✓ No locking, parallelism
- ✓ Actual data (25%) and historical (75%)
- ✓ Unlimited workload capacity
- ✓ Predict, recommend, simulate
- ✓ SAP HANA Cloud Platform extensions
- ✓ SAP HANA multitenancy
- ✓ All data: social, text, geo, graph, processing
- ✓ New SAP Fiori UX for any device (mobile, desktop, tablet)
- ✓ Choice of deployment: on premise, cloud, hybrid

SAP S/4HANA is only built on SAP HANA because, as of today, only the SAP HANA platform can deliver such level of massive simplifications and innovations.

6. What is the current business scope of the two editions?

The business scope for each edition was designed to offer maximum choice to customers in alignment with their business requirements:

- **SAP S/4HANA, on-premise edition**, already offers a business scope that is similar in terms of coverage, functionality, industries, and languages as the current SAP Business Suite. Within this scope, SAP S/4HANA also includes the transformational simplifications delivered with SAP Simple Finance (SAP Accounting powered by SAP HANA) as well as a planned integration with SuccessFactors Employee Central and Ariba Network.

The on-premise edition is intended to offer a yearly update (please see question 4 above). The next delivery is planned for the end of 2015.

- **SAP S/4HANA, cloud edition** already covers specific business scenarios for the marketing line of business and for the professional services industry as well as the most essential scenarios to run an entire enterprise in the cloud with a digital core including: finance, accounting, controlling, procurement, sales, manufacturing, plant maintenance, project system, and product lifecycle management, plus integration with SuccessFactors Employee Central, Ariba Network, SAP hybris Marketing, Field Glass (planned) and SAP Jam. Three offerings are currently available as part of the SAP S/4HANA , cloud edition:
 - SAP S/4HANA, cloud marketing edition – for the marketing line of business
 - SAP S/4HANA, cloud project services edition – for the professional services industry
 - SAP S/4HANA, cloud enterprise edition – for a full ERP scope

The cloud edition is intended to offer a quarterly update (please see question 4 above).

7. Which industry solutions will be available in SAP S/4HANA and by when?

SAP S/4HANA, on-premise edition, supports current lines of business and industries.

SAP S/4HANA, cloud edition, is planned to ultimately have a similar industry coverage as the on-premise edition. SAP S/4HANA, cloud edition is open for all industries. Support for industry-specific solutions are planned according to market prioritization.

8. What is the product roadmap for SAP S/4HANA?

SAP customers and partners can access the detailed roadmap on the SAP Service Marketplace: [here](#)

9. Which SAP S/4HANA edition do you recommend for my enterprise?

The SAP S/4HANA, on-premise edition is designed for enterprises across industries that need a deep and broad level of functionality combined with a high degree of flexibility in customization.

The SAP S/4HANA, cloud edition is designed for enterprises that need a standardized cloud offering primarily covering the core business scenarios of an enterprise or specific business scenarios of lines of business in industries - combined with a fast innovation cycle (quarterly).

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

10. How can I try SAP S/4HANA?

SAP S/4HANA, cloud edition trial: A free 14-day cloud edition trial system is available to help you experience the value of simplicity across key business scenarios: project manager scenario, cash manager scenario, general ledger accountant scenario, accounts receivable accountant scenario, accounts payable accountant scenario.

You can access the cloud trial on: www.sap.com/s4hana-trial

SAP S/4HANA, on-premise edition trial: Explore SAP S/4HANA, on-premise edition with a 30-day trial and evaluate digitized business processes—such as order-to-cash or procure-to-pay—across your key enterprise functions.

You can access the on-premise trial on: www.sap.com/s4hana-trial

11. How does SAP S/4HANA relate to SAP Simple Finance powered by SAP HANA?

The SAP Simple Finance solution marked the first step in our SAP S/4HANA road map for customers. The solution has demonstrated the value of simplification (for example, no indexes, no aggregates, and no redundancies) and instant insight in Finance. SAP S/4HANA, on-premise edition leverages the full scope of SAP Accounting powered by SAP HANA included in SAP Simple Finance. The SAP S/4HANA, cloud edition is intended to deliver a similar scope.

12. How does SAP S/4HANA relate to SAP's existing portfolio of cloud solutions?

SAP S/4HANA is also available with a cloud edition. However, SAP S/4HANA will not replace our existing portfolio of line-of-business cloud solutions; it will integrate with and expand it. Our comprehensive offering is planned to allow SAP S/4HANA customers to build hybrid scenarios between SAP S/4HANA and cloud solutions from SAP, including those from SuccessFactors and Ariba as well as integration with SAP hybris Marketing, Fieldglass and SAP JAM. This way customers can leverage the cloud at their own pace, based on their needs, while keeping all the integration and business benefits of their existing SAP solutions. In addition, SAP S/4HANA is designed to easily connect with global business networks such as, for example, the Ariba Network and Concur (planned).

13. Is SAP S/4HANA, cloud edition a public cloud offering?

Yes. The SAP S/4HANA, cloud edition has all the qualities of a public cloud offering.

Please note that the SAP S/4HANA, cloud enterprise edition provides additional services for customers that require broader extensions and configuration capabilities.

14. How does the SAP HANA Enterprise Cloud service relate to the SAP S/4HANA, cloud edition?

We are leveraging the same infrastructure as a service (IaaS), data centers, and security qualities, though the lifecycle management is different. Updates for the cloud edition are planned on a quarterly basis, to be consumed by the customer, and managed by SAP.

15. Is SAP S/4HANA, cloud edition multitenant?

SAP S/4HANA gives customers the option to leverage the HANA multitenancy functionality as provided by the SAP HANA platform (currently support package 9).

16. How does SAP HANA Cloud Platform relate to SAP S/4HANA?

In the context of SAP S/4HANA, SAP HANA Cloud Platform serves as an extension platform and agility layer. It is possible to build specific capabilities extending the scope of SAP S/4HANA by either integrating non-SAP functions or building your own capabilities. The cloud platform not only serves as the development platform but also as the runtime foundation for the developed solutions. The extensions built on the cloud platform can run with both cloud and on-premise editions of SAP S/4HANA.

17. Does SAP provide prepackaged integration for SAP S/4HANA to the existing cloud solutions from SAP?

Yes, this service is provided as SAP Rapid Deployment solutions with SAP S/4HANA and is delivered with prepackaged integration (for example integration between SuccessFactors and SAP S/4HANA).

18. What is the benefit to the data model for using an in-memory platform?

SAP S/4HANA delivers high-volume transaction processing (OLTP) and high volume real-time analytical processes (OLAP) based on a unified data model without the redundant data layers typically required by traditional RDBMS based systems. This reduces TCO while providing new opportunities to increase business value from existing investments.

Examples for redundant data layers are custom-built layers based on database tuning efforts such as secondary indexes, or application built-in performance accelerators such as aggregate tables or multiple general ledger versions for different managerial reporting needs.

The massive simplifications of the data model and the data processing layers enable business and technological innovations on a broad scale across all lines-of-business and industry solutions.

The new application architecture simplifies system landscape architectures and accelerates cloud deployments on an economical scale.

19. Can customers run different SAP S/4HANA editions in parallel in their enterprise architecture?

Yes, SAP S/4HANA editions are integrated and run mostly on the same data semantic.

20. Do SAP S/4HANA and SAP Business Suite share the same data semantic?

With SAP S/4HANA, SAP has developed a new product that leverages basic data structures and elements of the SAP Business Suite for maximum compatibility, non-disruptive migration and hybrid scenarios. However, SAP S/4HANA provides new business functionality on top of these data structures natively built on the SAP HANA platform and designed with the SAP Fiori UX principles.

SAP Business Suite on-premise customers running ECC 6.x can easily deploy this new product simply by migrating to the SAP HANA database and moving their software stack to SAP S/4HANA, on-premise edition.

21. Will SAP continue to deliver innovations to SAP Business Suite customers on any DB?

Yes. SAP remains committed to protect our customers' investments. We recently announced that we are extending our maintenance commitment until at least 2025. This is an unprecedented commitment to customers in the IT industry. We will also continue to deliver innovations without disruption (through enhancement packages for example) to SAP Business Suite customers on any DB and on SAP HANA.

However, transformational business and IT simplifications require a transformational platform and this is why as of today SAP S/4HANA runs only on SAP HANA. It is the logical next step for our installed base customers and the biggest step forward for 10+ years with full compatibility with SAP ERP 6.0.

22. Does SAP Business Suite powered by SAP HANA still exist?

Yes. For many customers this has been the first step in their roadmap to SAP S/4HANA, on-premise edition. It is a proven product with more than 2000 customers.

You can explore the full journey map for a comprehensive overview: soh.sapjourneymap.com/

23. What is really new in SAP S/4HANA compared to SAP Business Suite powered by SAP HANA?

With SAP Business Suite powered by SAP HANA, SAP was the only software vendor in the market at that time to allow SAP Business Suite customers to bring together transactions and analysis into a single in-memory platform. This innovation has been extremely successful in the market as 2,000+ customers (existing and new) acquired SAP Business Suite powered by SAP HANA – in less than two years – to run their business in real time, making it one of the fastest-growing product in SAP's history.

With SAP Business Suite powered by SAP HANA, our product approach has been to port the applications on the SAP HANA platform and optimize the code to allow customers the ability to gain significant performance in their mission-critical business processes and reporting activities, and by that, in turn, also improve performance on relational databases. SAP HANA represented a new database alternative for existing customers, with a simple database migration required to drive the entire business in real time.

SAP S/4HANA is a new product. With SAP S/4HANA, we are building on the success of the SAP Business Suite powered by SAP HANA with a completely new and reimaged suite:

- ✓ SAP S/4HANA is running on SAP HANA for massive simplifications (simplified data model: no indexes, no aggregates, no redundancies) and innovations (for example, open in-memory platform for advanced applications predicting, recommending, and simulating)
- ✓ SAP S/4HANA is natively designed with SAP Fiori UX, offering an integrated user experience with modern usability and instant insight on any device (role-based, three steps max to get the job done, mobile-first, consistent experience across lines of business)
- ✓ SAP S/4HANA is natively connected to the Internet of Things and business networks for real-time collaboration (planned: machine-to-machine, Ariba Network, Concur) in the networked economy
- ✓ SAP S/4HANA is natively engineered for providing choice of deployment (on premise, cloud and hybrid)
- ✓ SAP S/4HANA is natively born for easy adoption (guided, configuration, and easy onboarding, from the discovery of the solution through cloud trials to deployment with preconfigured best practices)

In addition, SAP HANA Cloud Platform serves as open extension, agility layer for SAP S/4HANA. The extensions built on the cloud platform can run against either deployment of SAP S/4HANA: in the cloud and on premise.

24. What is the fundamental difference between the SAP Business Suite code line and the new SAP S/4HANA product code line?

The development approach of SAP S/4HANA is to eliminate all artefacts that have been introduced as performance workarounds for classical row-based RDBMS. These are aggregates and programmed indexes that contained no semantic value and only provided fast access to sums and data. On the downside, these created interconnections in the application and complexity in how to lock the system to avoid conflicting updates in aggregates. Moreover, significant code had to be developed for lengthy ETL (extract-transform-load) scenarios incurring data preparation and exception management routines caused by latency.

This portion of the code did not carry business semantic in itself, but served as “performance proliferation” in business processes.

With SAP S/4 HANA, these different types of workaround on restrictions based on technical limitations are no longer necessary, as the latest information and the time travel from the columnar store can be accessed instantaneously across all inserts and updates and therefore eliminates the need for any overhead of the index and aggregates.

25. What is the typical journey for an existing SAP Business Suite customer?

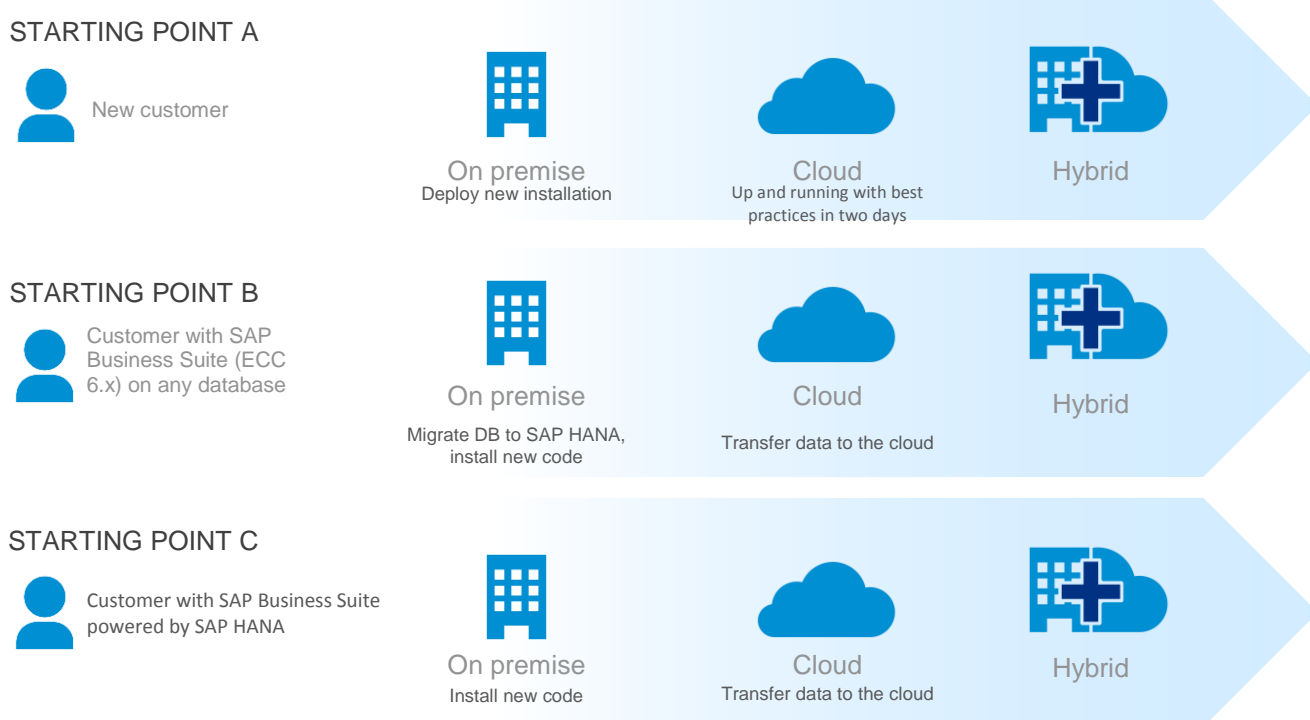
Moving to SAP S/4HANA, on-premise edition for a typical ERP 6.x customer will require a database migration to SAP HANA followed by the installation of the new code. Both database migration and new code installation can be completed in one step.

Moving to SAP S/4HANA, on-premise edition for a SAP Business Suite powered by SAP HANA customer is even faster as only the installation of the new code is required since the SAP HANA database migration has already been performed.

Both journeys are well proven in the market with several hundred live SAP Business Suite powered by SAP HANA customers as well as SAP Simple Finance live customers.

26. What is the typical journey for a net-new customer?

The journey is defined by a net-new implementation of an SAP S/4HANA system with simpler adoption – example: guided configuration, easy onboarding from the discovery of the solution through cloud trials to the deployment with preconfigured best practices. We defined three major scenarios supported by tools and pre-configuration delivered through our SAP Rapid Deployment solutions:



You can explore the full journey map for a comprehensive overview:

<http://s4hana.sapjourneymap.com/>

27. How can SAP partners support the move of a customer to SAP S/4HANA?

SAP has an established partner ecosystem (value-added retailers and systems integrators) that is ready to resell and service SAP S/4HANA for our joint existing and new customers to implement future innovations. More than 50% of the SAP Business Suite powered by SAP HANA projects were managed by partners.

Partners and SAP will support customers in their journey 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.

28. What happens to existing modifications when a customer moves to SAP S/4HANA?

In any scenario, the move to SAP S/4HANA is a great opportunity to validate the existing modifications and simplify your solution. It is not unusual for customers to realize that 50% of the modifications that hamper fast release cycles and require long test cycles were no longer necessary to run the business.

When moving to SAP S/4HANA, customers can leverage the SAP HANA Cloud Platform to manage their extensions. In fact, standard field extensions can directly be done within the SAP Fiori UX while SAP HANA Cloud Platform can be leveraged for more significant developments.

In general, the SAP S/4HANA extension framework uses SAP HANA as the common platform and offers additional choices, such as the integration of open source solutions. The extension framework has the advantage to isolate modifications from the core and drive agility for on-premise deployments and safeguard agility for cloud deployments. This means that rather than modifying the core code, enhancements are put in a “safe” environment so that innovation packages can be easily applied. The core SAP S/4HANA system remains “clean” and can be quickly and easily updated when new innovations are added, in just the same way that consumer mobile apps are updated on a regular basis.

29. What happens to existing legacy interfaces if a customer moves to SAP S/4HANA?

SAP S/4HANA, on-premise edition, currently supports the existing published legacy interfaces.

30. How does SAP S/4HANA relate to and coexist with the existing SAP landscapes?

A single installation can run either SAP S/4HANA or the traditional SAP Business Suite (on SAP HANA or any DB) but not both at the same time. However, customers can decide to move separate installations within their landscape individually to SAP S/4HANA and do not need a “big bang” migration for their whole system landscape. Thus, customers can run in a mixed environment with some installations running SAP S/4HANA and others the traditional SAP Business Suite (on SAP HANA or any DB). As SAP S/4HANA and SAP Business Suite are using semantically consistent data structures, a move to SAP S/4HANA is non-disruptive.

31. Can a customer choose to run the traditional SAP user interface and custom screens or is SAP Fiori mandatory?

All SAP S/4HANA innovations are intended to be delivered with SAP Fiori UX providing the same experience on all devices. However, a customer using SAP S/4HANA, on-premise edition can still use the traditional user interfaces.

32. What is the pricing model for SAP S/4HANA?

For the on-premise version, SAP Business Suite customers need to purchase the SAP S/4HANA foundation-promotion license to run the new SAP S/4HANA code line.

SAP is offering the following promotion until September 30th 2015:

- Existing SAP Business Suite customers have to procure the SAP HANA runtime license for SAP Business Suite (@15% HSAV = SAP HANA Software Application Value) and will get the SAP S/4HANA foundation-promotion license at no additional cost.
- Existing SAP Business Suite powered by SAP HANA customers with a valid SAP HANA limited runtime license for SAP Business Suite (LREA) are eligible for the SAP S/4HANA foundation-promotion license without additional cost.

For the cloud, the pricing model is subscription-based. Please contact your local sales representative for more information.

33. Are SuccessFactors, Ariba, Concur, SAP hybris Marketing, and other cloud solutions from SAP included in the SAP S/4HANA product license?

SAP S/4HANA is planned to integrate with our existing cloud portfolio offerings. These offerings remain offered under separate license/subscription.

34. Will customers that have licensed SAP Accounting powered by SAP HANA get a credit?

Yes, all customers that already purchased a SAP Accounting powered by SAP HANA license will get a corresponding credit for upcoming purchases. For details and conditions, please contact your local sales representative.

35. How does SAP S/4HANA relate to s-innovations?

s-innovations was the internal project name for our development program and will not be used anymore.

36. How does SAP S/4HANA relate to SAP Business ByDesign and SAP Business One?

SAP Business ByDesign remains a dedicated end-to-end cloud ERP application for midsize companies that want to run their entire business on single cloud application.

SAP Business One remains a dedicated ERP option for small businesses in all industries.

37. How does SAP S/4HANA relate to SAP BW?

SAP BW will continue to represent the preferred solution for strategic enterprise data warehousing to help customers consolidate data from different sources (including SAP and non-SAP data sources) and get a consistent view across the enterprise. SAP BW has also been optimized to run on the SAP HANA platform: SAP BW powered by SAP HANA.

SAP S/4HANA delivers built-in real-time operational reporting capabilities covering all typical analytics use-cases in the context of the suite.

Therefore, SAP BW will continue to act as our central enterprise data warehouse solution.

38. What is SAP Activate?

SAP Activate offers ready-to-run digitized business processes optimized for SAP S/4HANA. This new experience allows customers to flexibly choose the right approach for their business needs, be it a new implementation, integration or migration scenario. SAP Activate starts with SAP Best Practices packages for any implementation and uses one methodology for any deployment mode — cloud, on premise or hybrid.

This implementation methodology is a unique combination of SAP best practices, methodology, and guided configuration to help customers and partners to deploy SAP S/4HANA with a quick time to value.

SAP Best Practices

SAP Best Practices for SAP S/4HANA provide ready-to-run digitized financial and operational business processes integrated with other cloud solutions, such as SuccessFactors® Employee Central or Ariba Network. These SAP Best Practices guide customers through the migration process to SAP S/4HANA, whether customers migrate from a non-SAP database to SAP S/4HANA or from legacy systems to SAP S/4HANA.

Guided Configuration

Guided configuration provides assisted implementation of SAP S/4HANA. It supports customers and partners from initial setup all through continuous innovation after go-live. The guided approach allows business and IT to collaborate for a successful outcome. The entire process of collaboration will be recorded, thus supplying a configuration history that can be tapped into for future use.

One Methodology

SAP Activate methodology is the overall starting point for initiating any implementation of SAP S/4HANA. It is the successor of the ASAP® methodology and SAP Launch methodologies, and caters to the usage of SAP's premium engagements, SAP MaxAttention and SAP Active Embedded.

SAP Activate also enables partners to extend the ready-to-run business processes shipped by SAP.

SAP Activate is embedded in SAP S/4HANA. No additional licenses are required.

39. What is the Business Scenario Recommendation tool?

The Business Scenario Recommendation tool for SAP S/4HANA is a self-service tool designed to help you identify the most valuable digitized business scenarios for your enterprise. The Business Scenario Recommendations report will use your current SAP software usage information and generate from a personalized report that will be e-mailed to you within five days to learn how SAP S/4HANA can help enhance your company's current performance and competitiveness.

You can access the Business Scenario Recommendation tool on: www.s4hana.com

40. Where can I learn more?

Visit us on sap.com/s4hana and scn.sap.com/community/s4hana for more information and details on the next generation business suite.

We also invite you to contact your local sales representative.

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