S/4HANA next generation business application

Somsak Dumrongkijkarn
Presales Customer Solutions Manager
SAP Thailand

Our innovations are designed to help the world run better.

Applications

Run your business faster, smarter and simpler with an integrated suite of applications on SAP HANA – one that delivers long-term predictability and non-disruptive innovation

Analytics

Explore and exploit data, find answers in real-time, and make confident decisions. Harness visually compelling, easy-to-use tools on the devices of your choice

Mobile

Unwire your business to deliver secure, real-time, business-critical information – anytime, anywhere, to anyone, on any mobile device

Database & Tech.

Dramatically simplify your IT infrastructure and drive high value innovation by exploiting across structured and unstructured data sources.

Cloud

Capture the power of the cloud – while fully integrating with on-premise investments. Empower your employees, engage your customers, and collaborate with partners across business networks.

Powered by **SAP HANA**
a completely re-imagined, modern platform for real-time business

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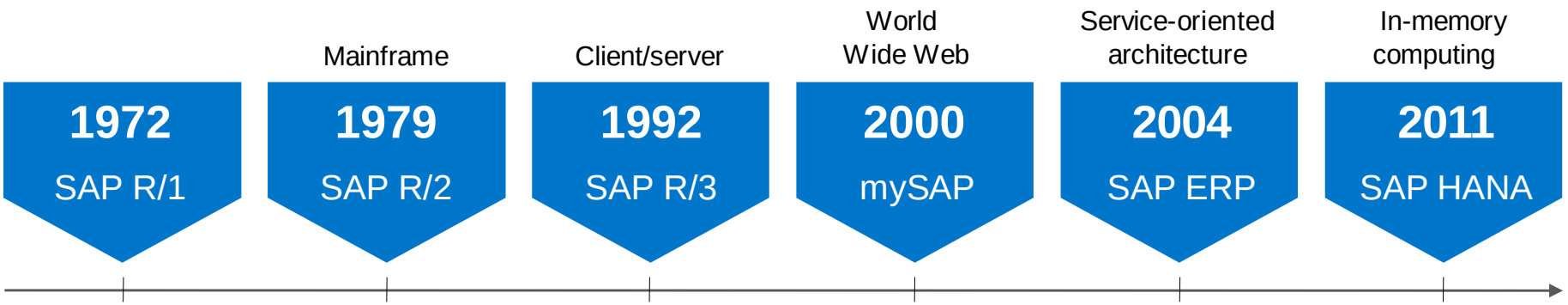
a completely re-imagined, modern platform for real-time business

We've come a long way together

- ✓ Integration
- ✓ Standardization
- ✓ Globalization

- ✓ **40+** years of innovation across industries
- ✓ **291,000** customers
- ✓ **74%** of the world's transaction revenue touches an SAP software system



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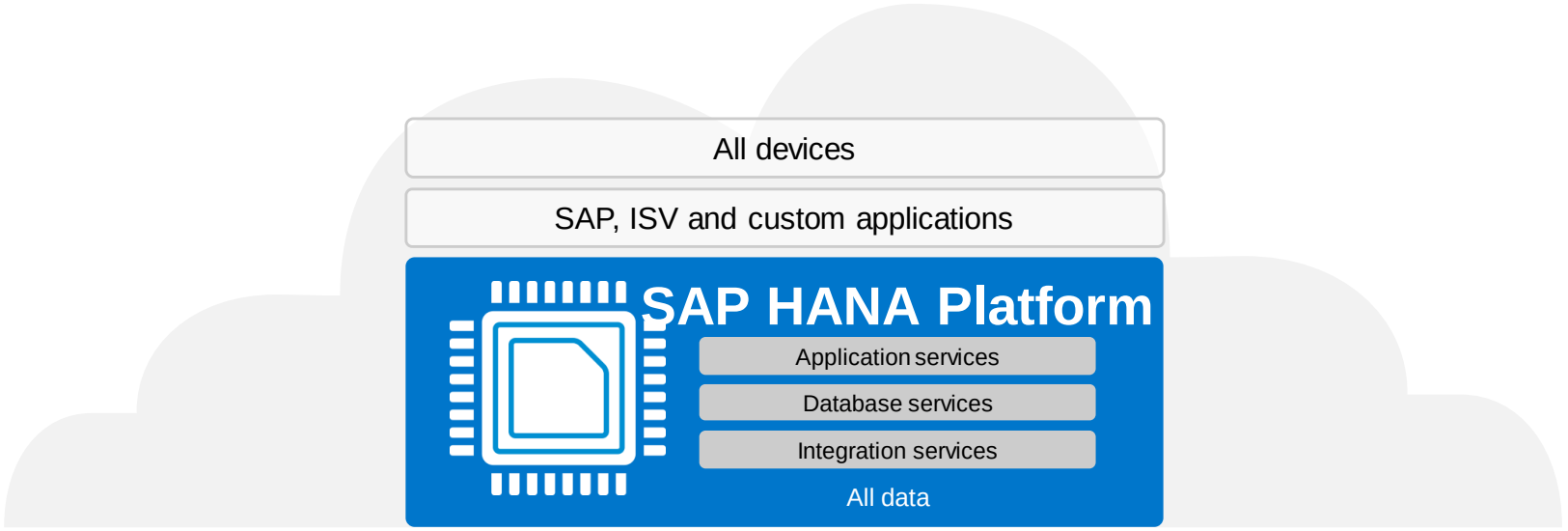
SAP HANA, the most advanced in-memory platform



ONE OPEN PLATFORM	IN MEMORY ACID COLUMNAR STORE	OLTP AND OLAP TOGETHER	ADVANCED COMPRESSION	NO REDUNDANCY

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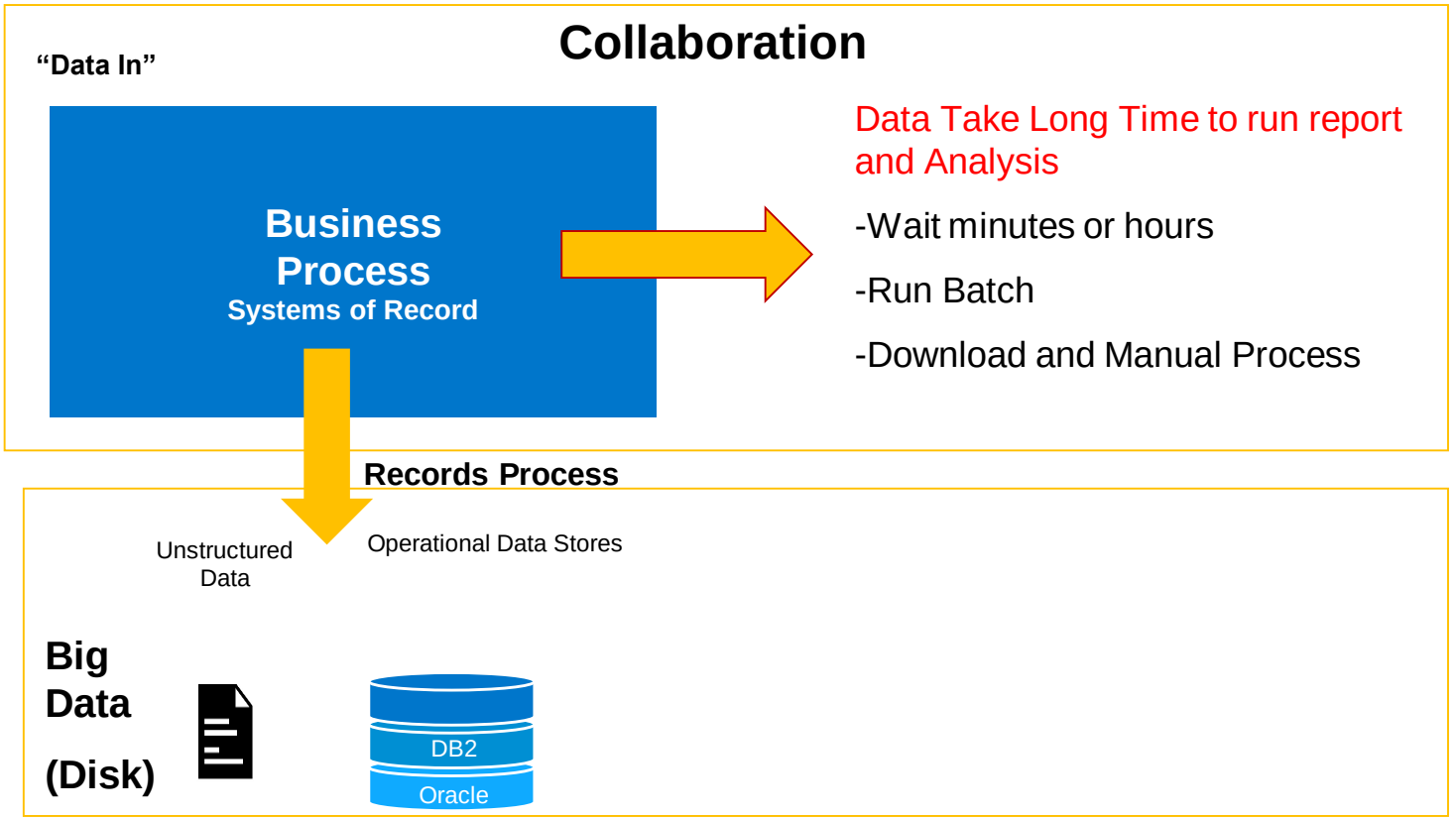
SAP's Vision: Business Applications and Analytics on BIG DATA

Radical simplicity, transformational performance



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SAP's Vision: Business Applications and Analytics on BIG DATA

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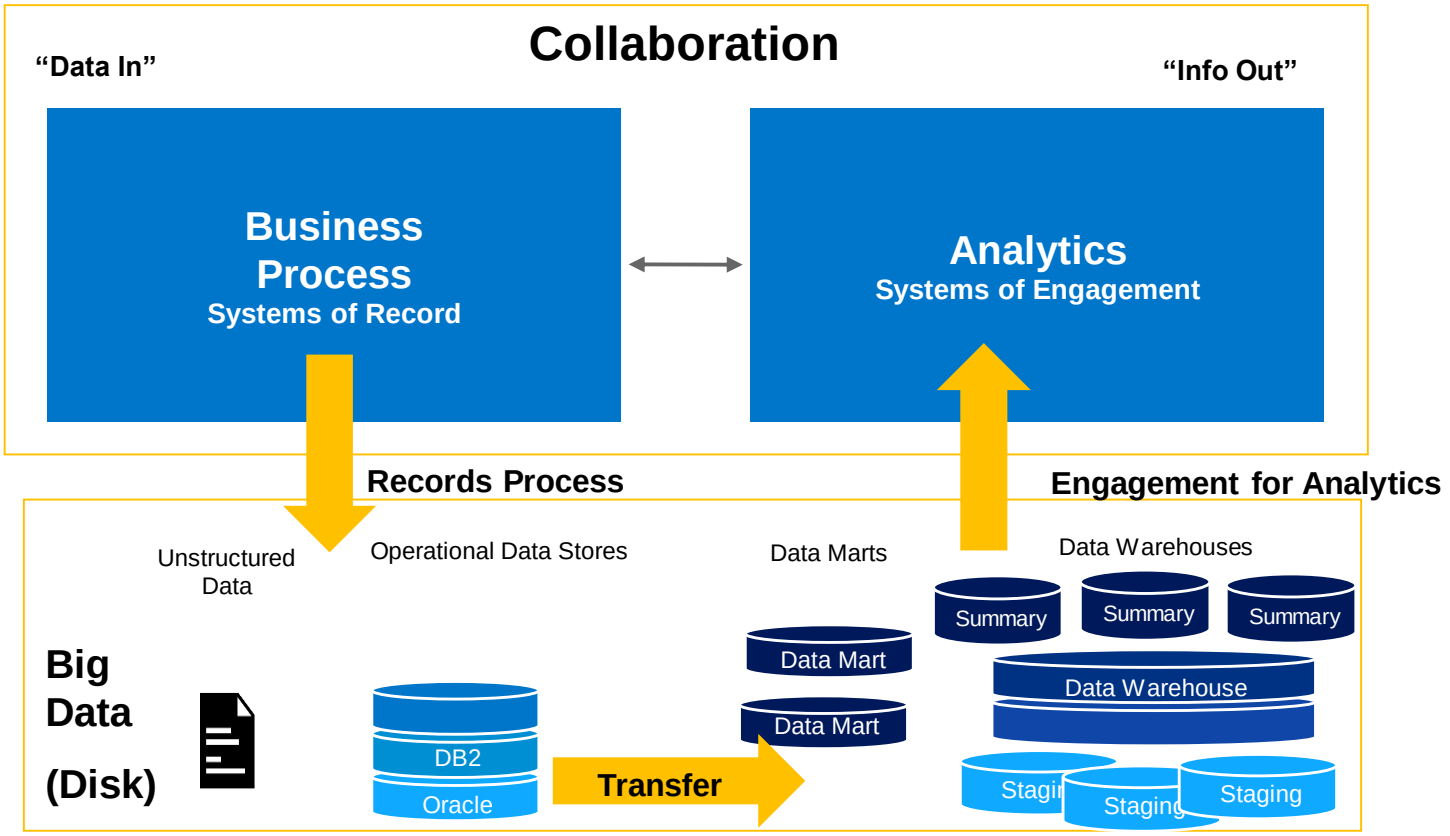

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SAP's Vision: Business Applications and Analytics on BIG DATA

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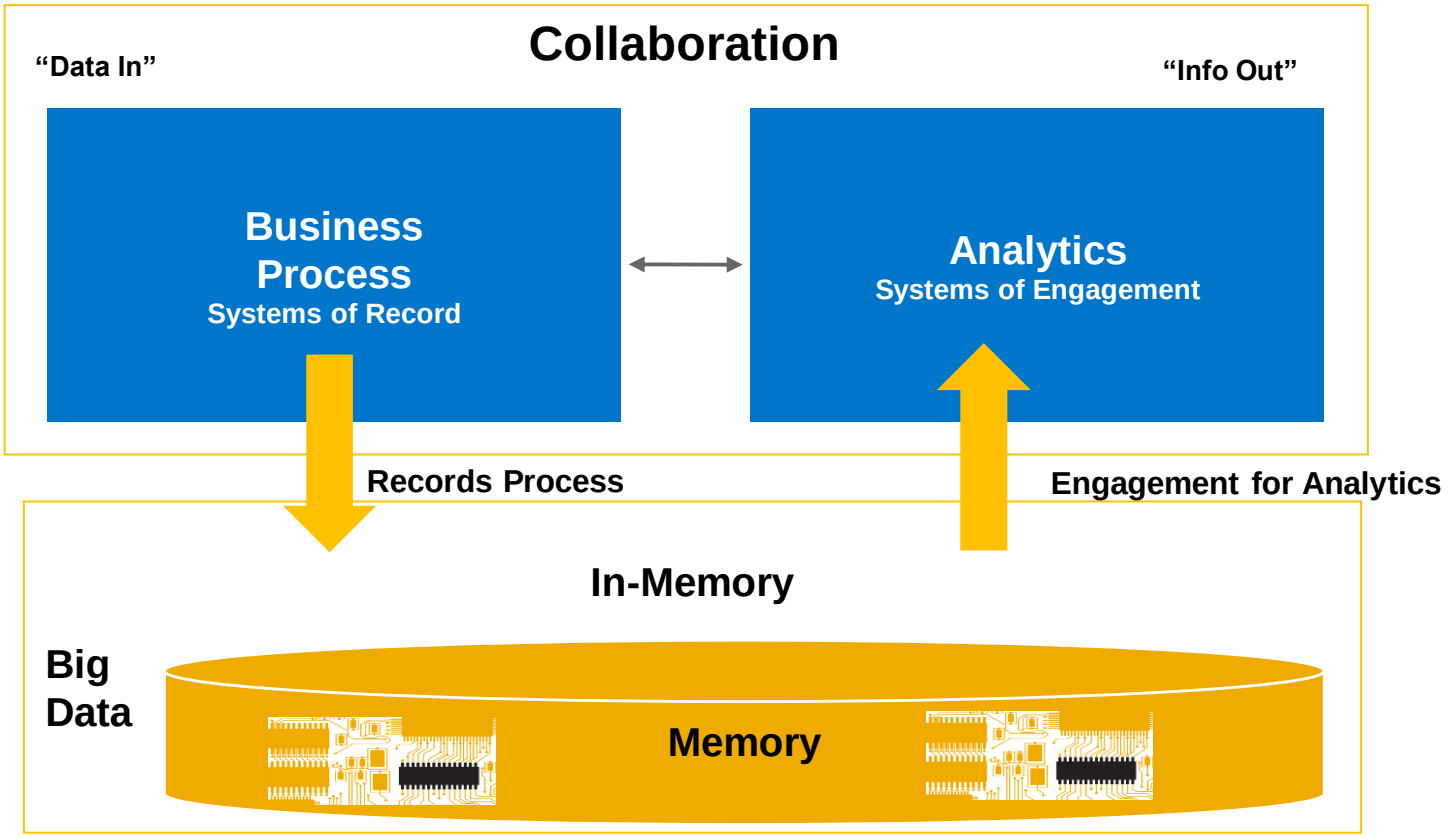

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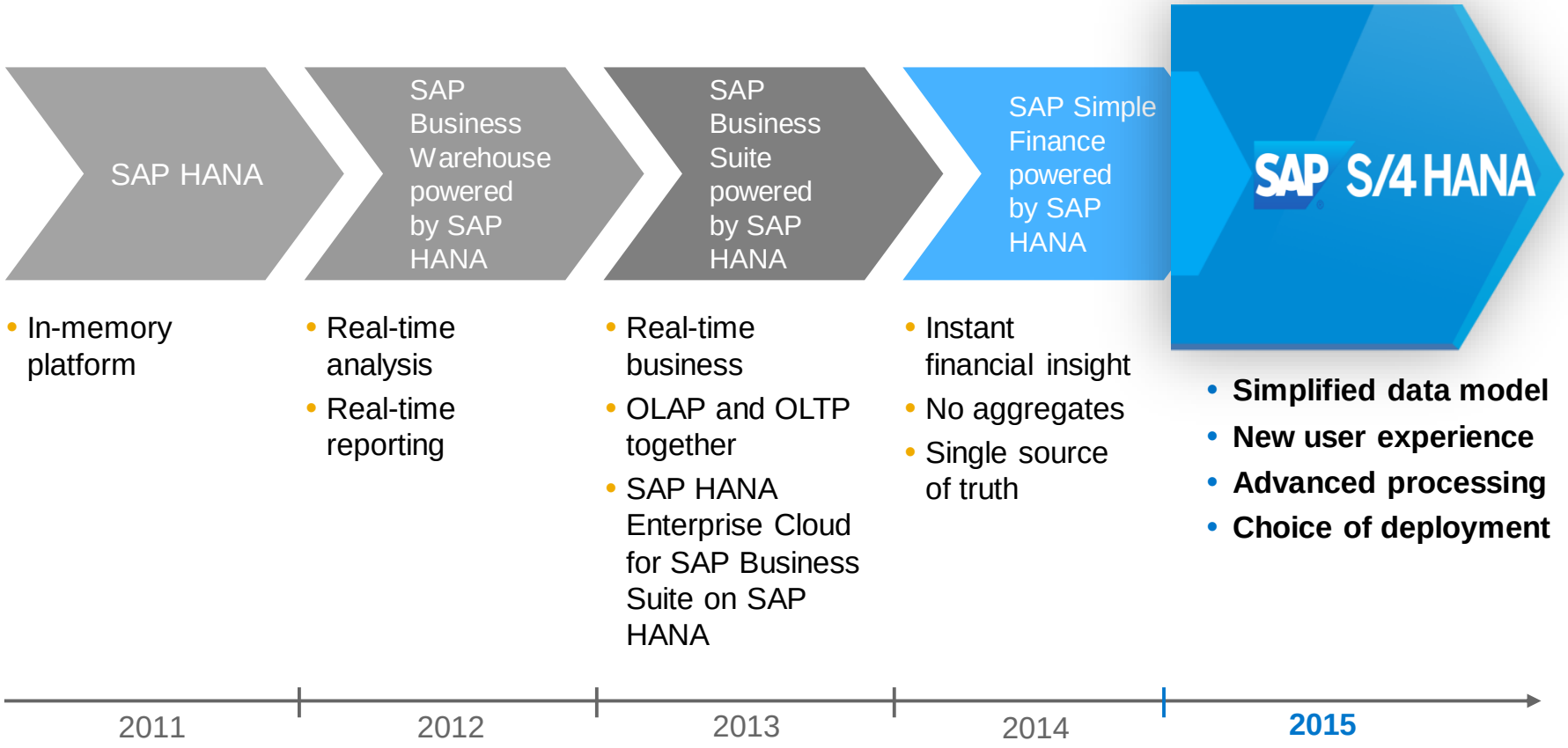
The Evolution of the HANA Platform



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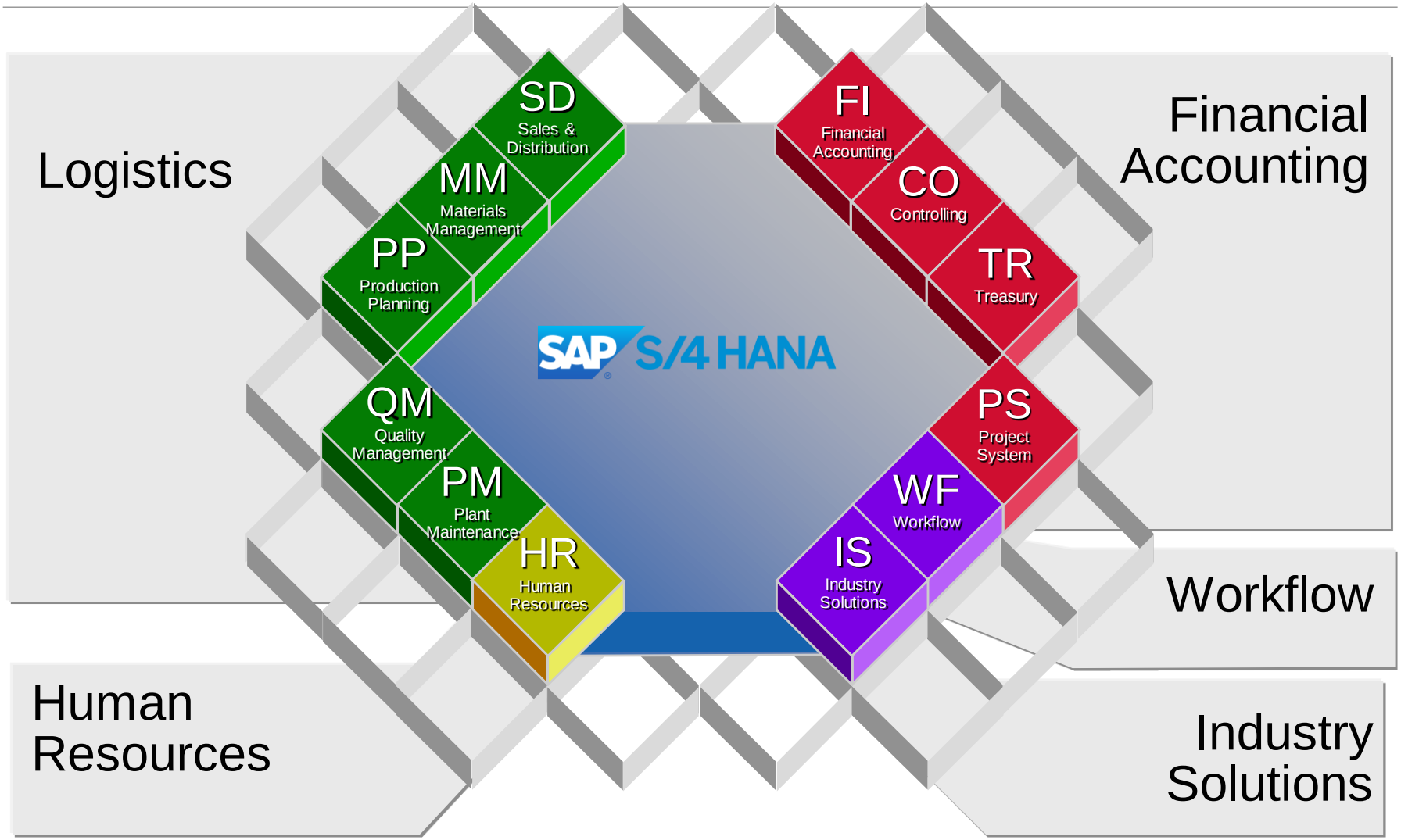
SAP ERP Systems / Components



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SAP Industry Solutions

Driving customer success for over 40 years

Public Services

- Public Sector
- Healthcare
- Defense & Security
- Higher Education & Research

Process Industries

- Mill Products
- Oil & Gas
- Mining
- Chemicals

Discrete Industries

- Aerospace & Defense
- Engineering, Construction & Operations
- Industrial Machinery & Components
- Automotive
- High Tech

24 Industry Solutions

Service Industries

- Telecommunications
- Media
- Utilities
- Logistics Service Provider
- Postal Services
- Railways
- Professional Services

Financial Services

- Banking
- Insurance

Consumer Industries

- Consumer Products
- Life Sciences

Trading Industries

- Retail
- Wholesale Distribution

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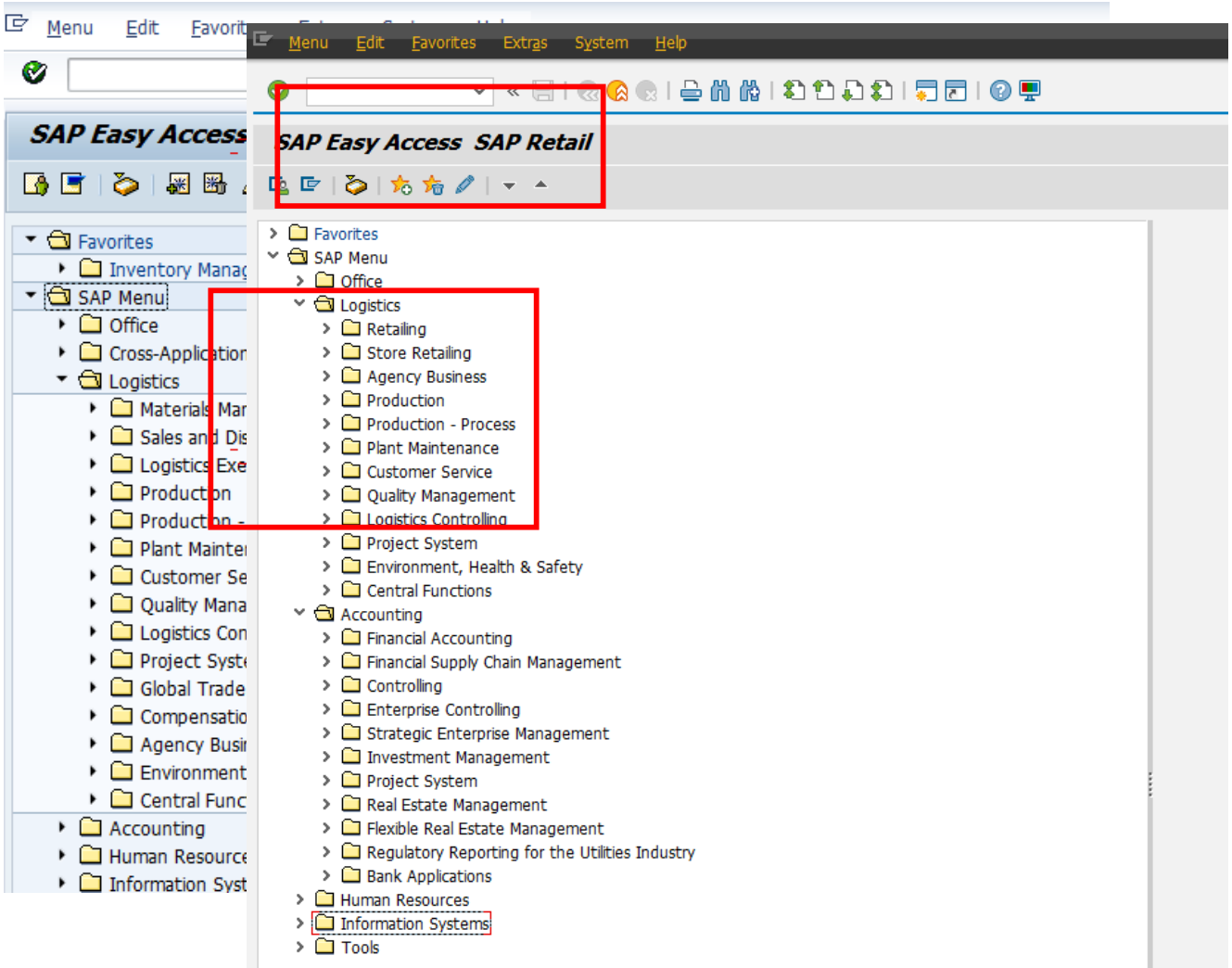
Example of Standard ERP vs Retail



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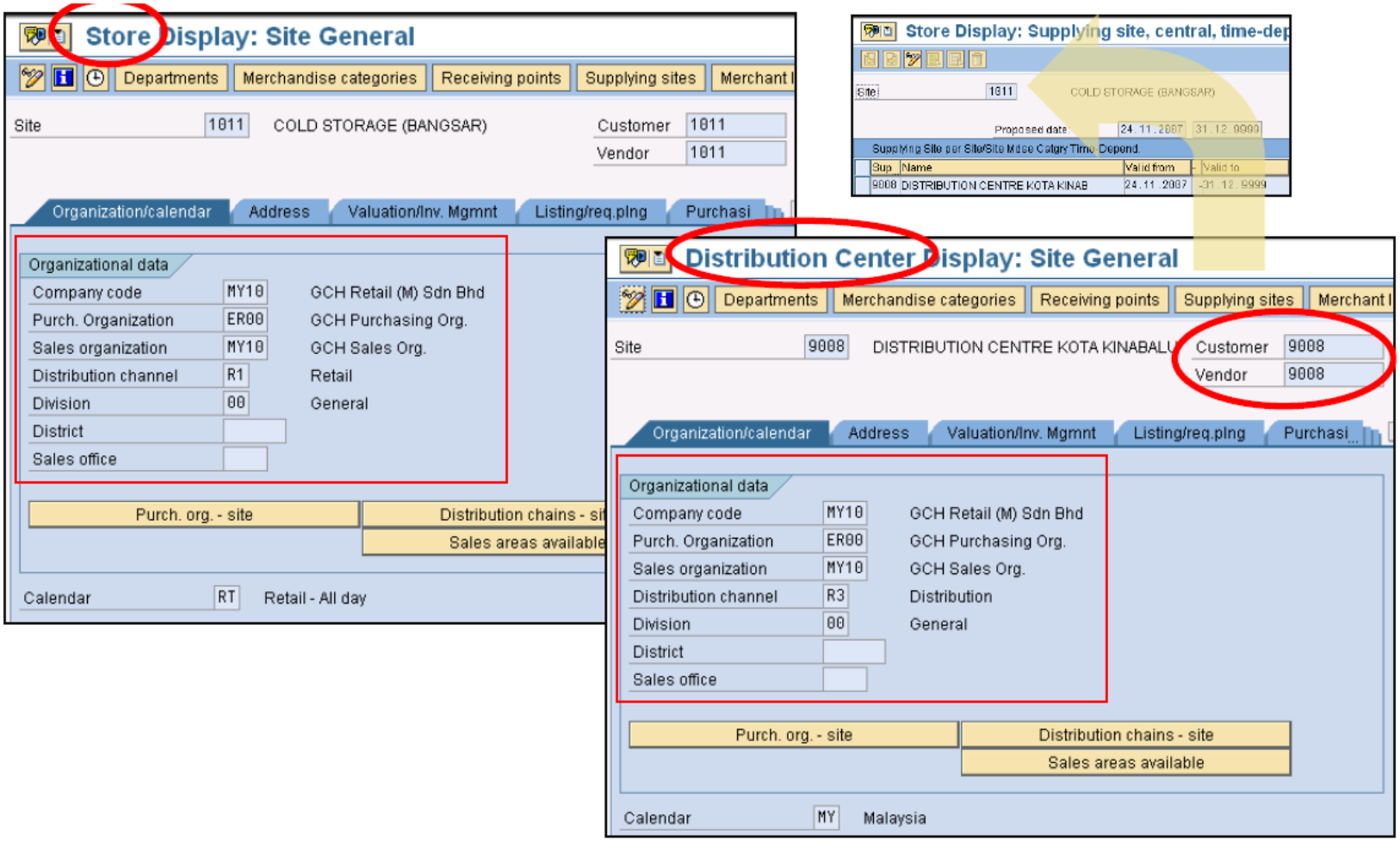
Retail – Site, Distribution Center



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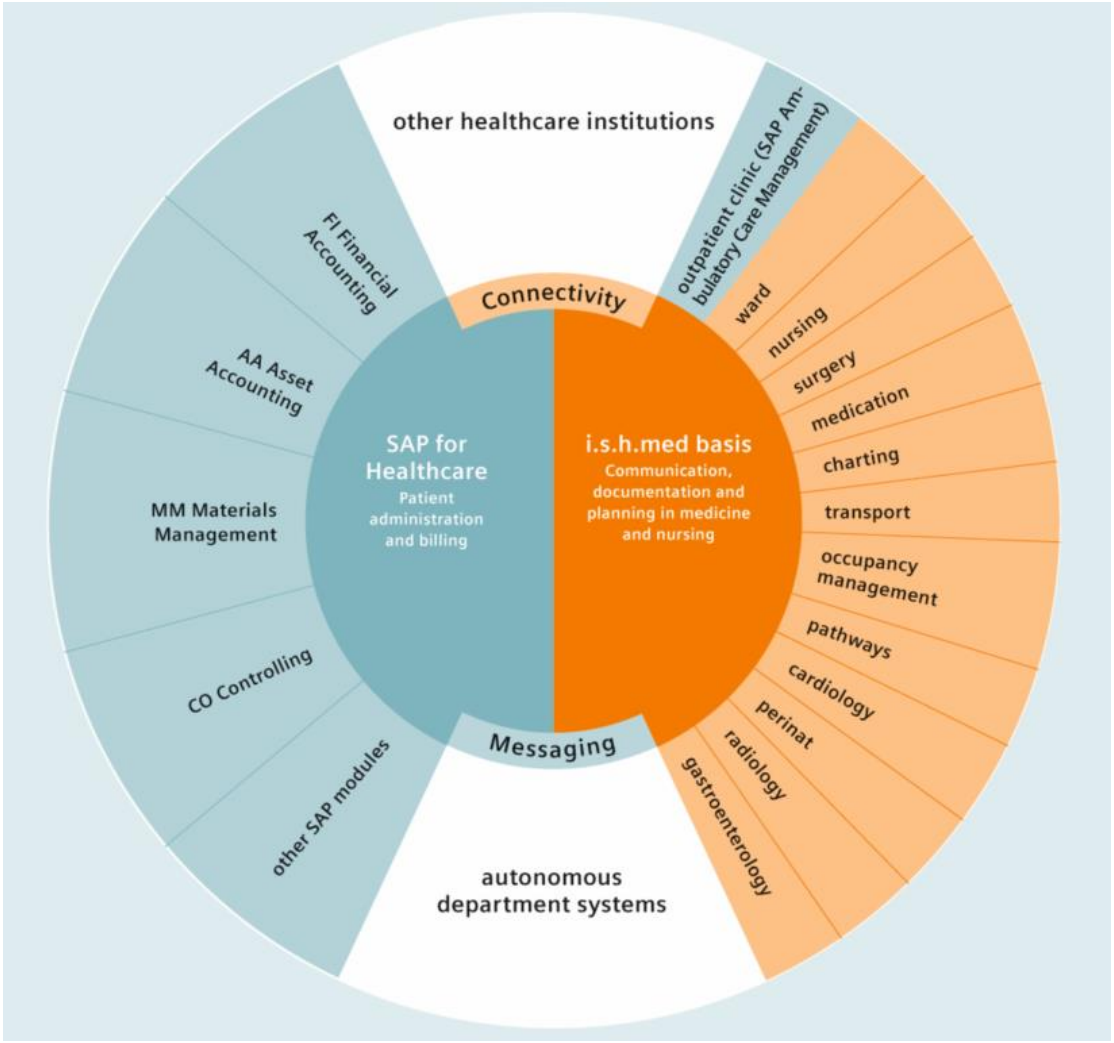
SAP Healthcare + Clinical Management



SAP Clinical Management comprises following modules:

- Basis
- Ward
- Nursing
- Surgery
- Medication
- Charting
- Transport
- Occupancy Management
- Pathways
- Cardiology
- Perinat
- Radiology
- Gastroenterology

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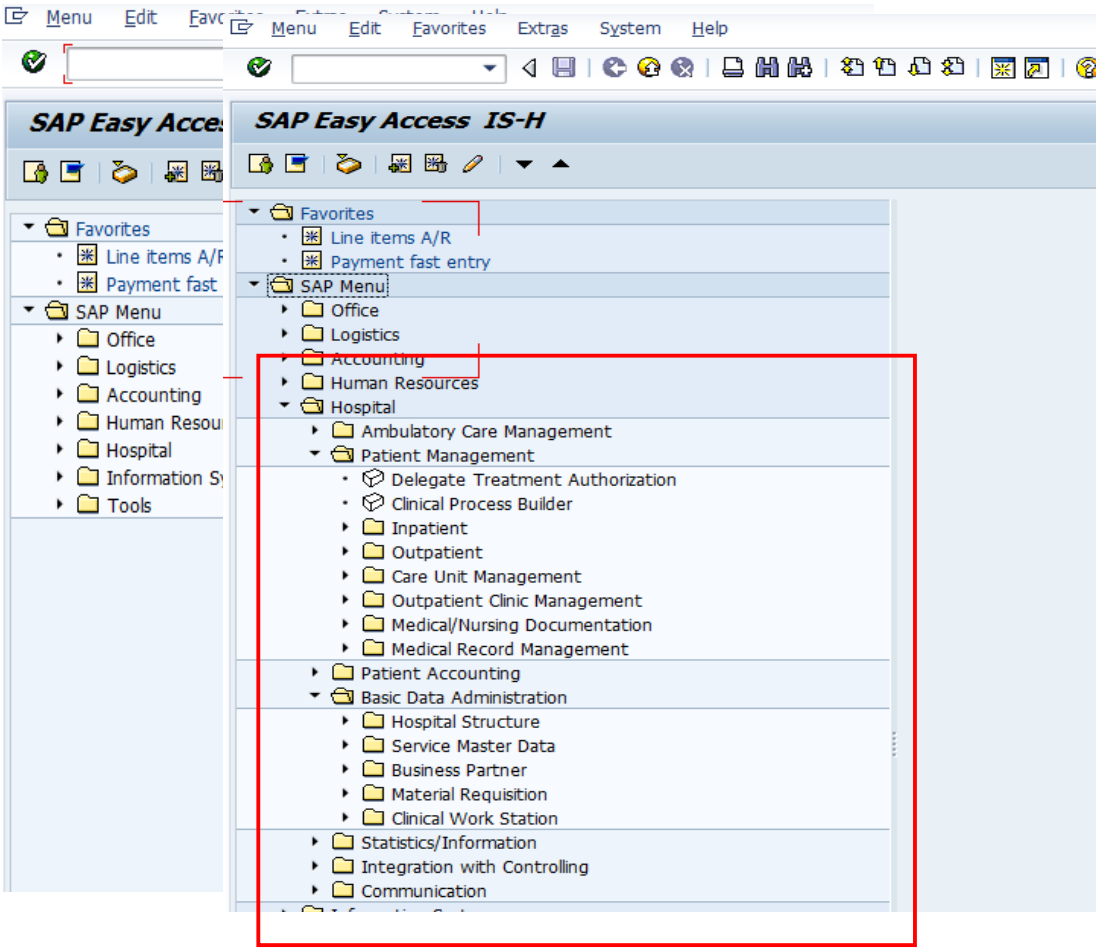
IS-H (Industry solution for Hospital)



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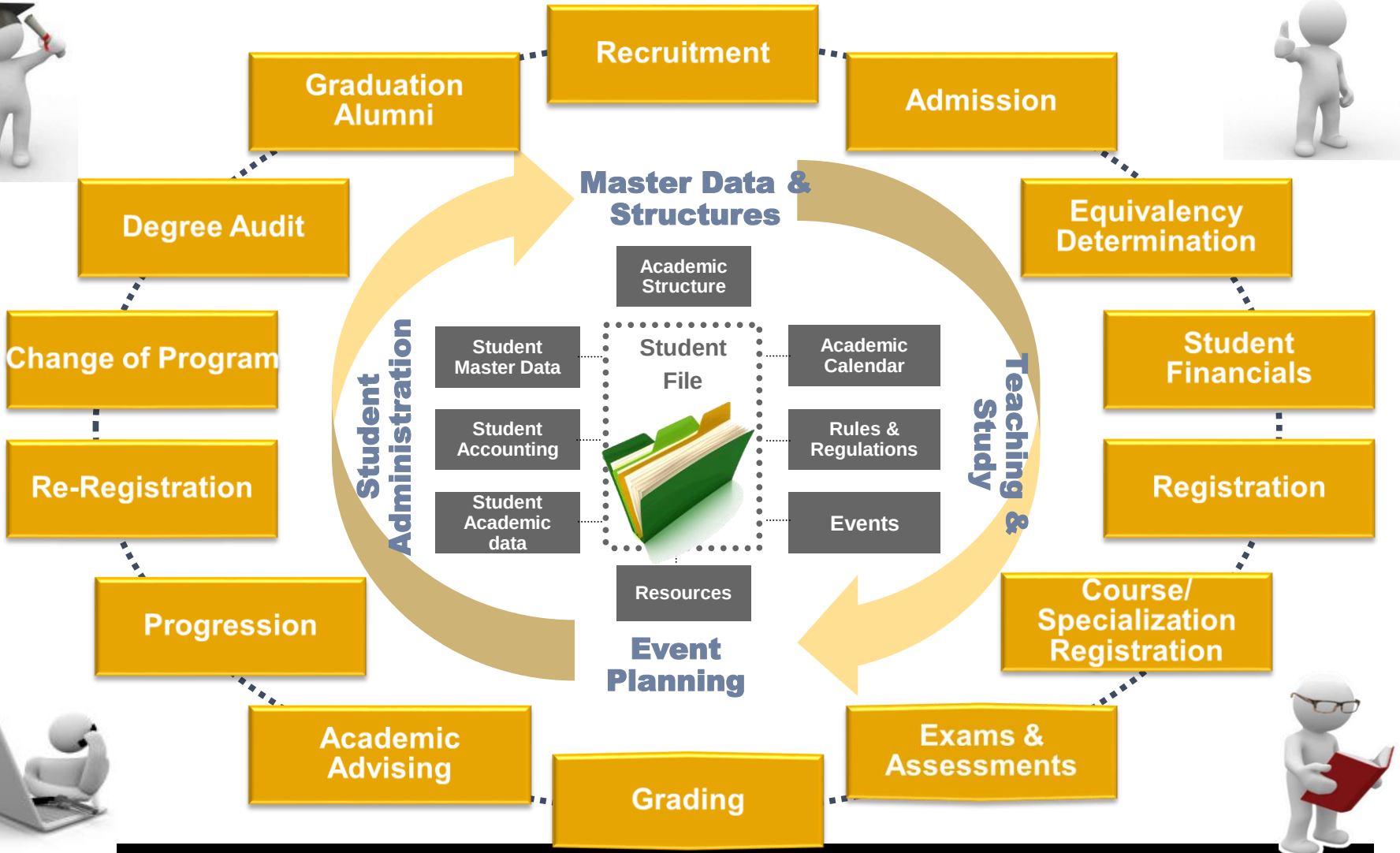
SAP Student Lifecycle Management in a nutshell

Core functionalities to manage student's lifecycle



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SAP Solutions for Analytics

Mobile Devices | Browsers | Embedded Content | MS Office | Enterprise Portals

Analytics Capabilities

Enterprise Performance Management

- Planning, Budgeting, and Forecasting
- Financial Consolidation
- Strategy Management
- Profitability and Cost Management
- Disclosure Management

Governance, Risk, and Compliance

- Enterprise GRC
- Global Trade Services
- Access Risk Management
- Continuous Transaction Monitoring

Business Intelligence

- Analysis
- Reporting
- Dashboard
- Mobility
- Predictive Analysis

Enterprise Information Management

- Data Services
- Master Data Management
- Event Processing
- Content Management
- Information Governance

Data Warehousing

- Big Data
- Enterprise Data Warehousing
- High-performance Analytic Solutions
- Data Mart Solutions

Enterprise Data Sources

SAP | Other Application/ Data Sources | MS Excel | Social Media Content | Unstructured Content | OLAP Servers, Data Warehouses & Marts

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Intuitive Dashboards

Deployed Anywhere

Portals

PDF documents

Powerpoint presentations

Send via emails

Intuitive and engaging

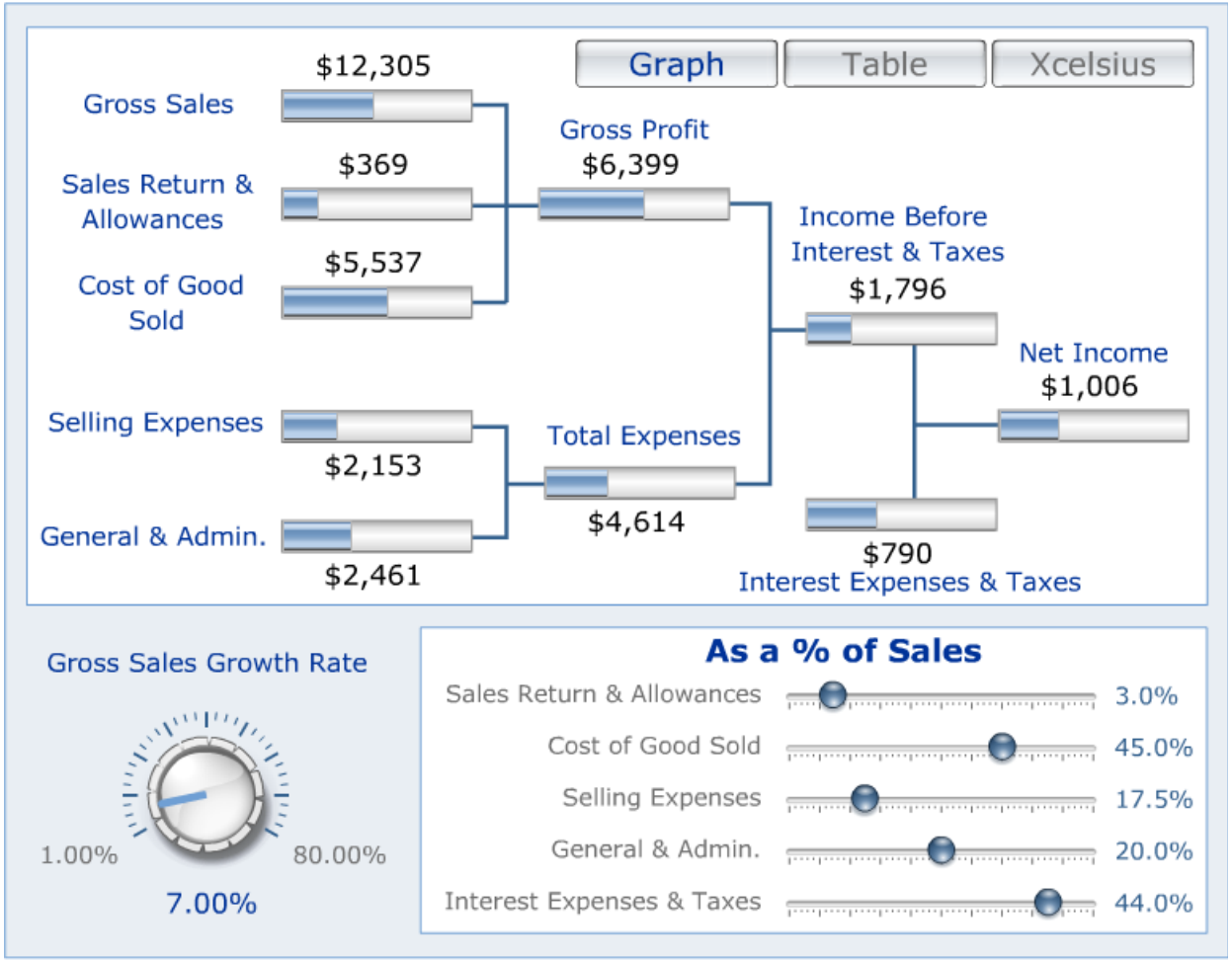
Highlights areas of concern

Drill down to detail reports

Scenario Building

What if analysis

Interactive



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SAP Value to the Marketplace
Provide students with “windows into business”:

The University of the Thai Chamber of Commerce

Sirindhorn International Institute of Technology

Mahanakorn University of Technology

Chulalongkorn University

Chiang Mai University

Thai-Nichi Institute of Technology

Burapha University

Thammasat University

National Institute of Development Administration

Khon Kaen University

King Mongkut's Institute of Technology North Bangkok

Asian Institute of Technology

Siam University

Rangsit university

Global initiative that provides universities with the tools and resources necessary to teach students on how technology can enable integrated business processes and strategic decision making. It gives students the skills to add immediate value to the marketplace.

Run SAP

Chulalongkorn University

DPU มหาวิทยาลัยธุรกิจบัณฑิตย์ แหล่งวิชาการประสานความรู้ธุรกิจ

MAHIDOL UNIVERSITY

The University of the Thai Chamber of Commerce

มหาวิทยาลัยกรุงเทพ BANGKOK UNIVERSITY

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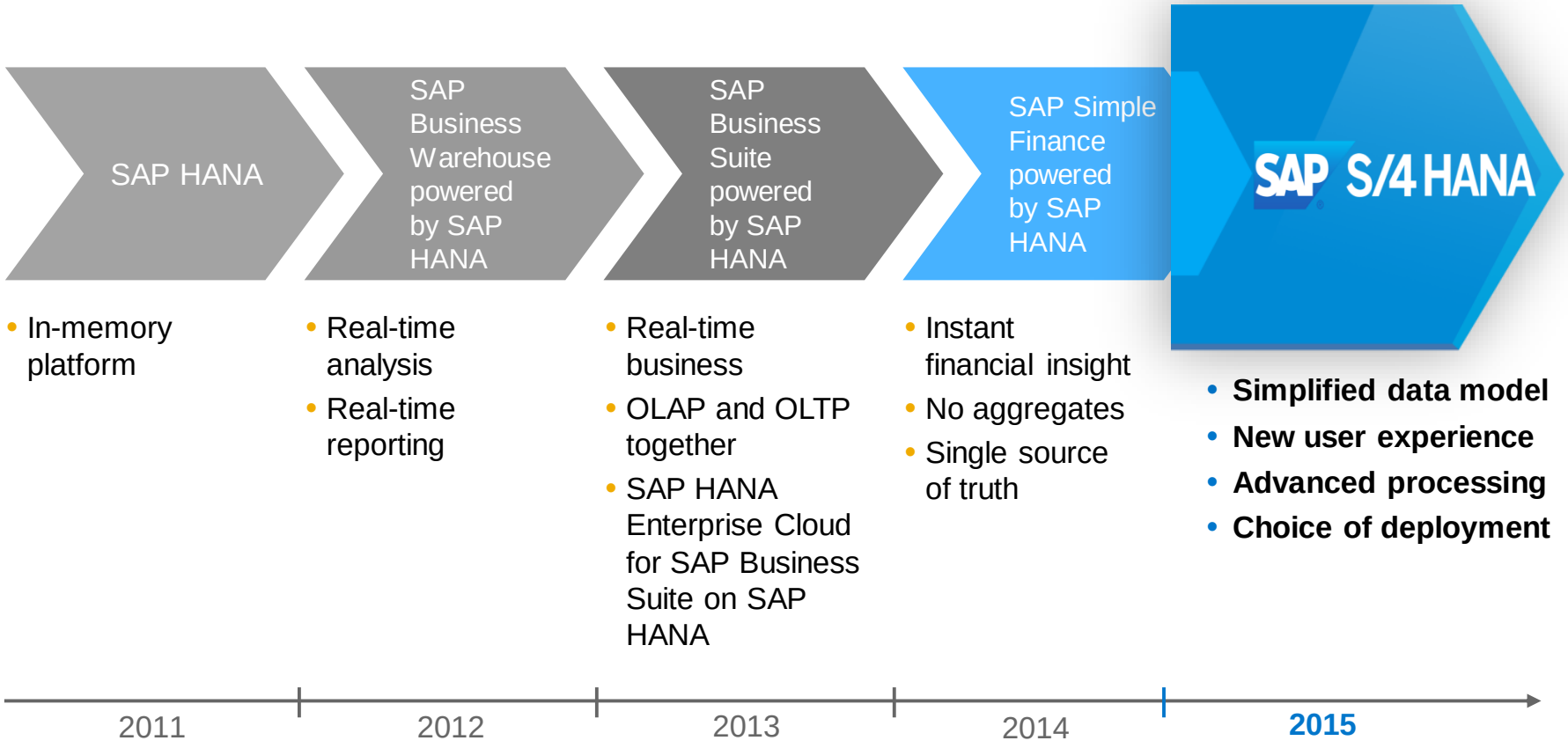
The Evolution of the HANA Platform



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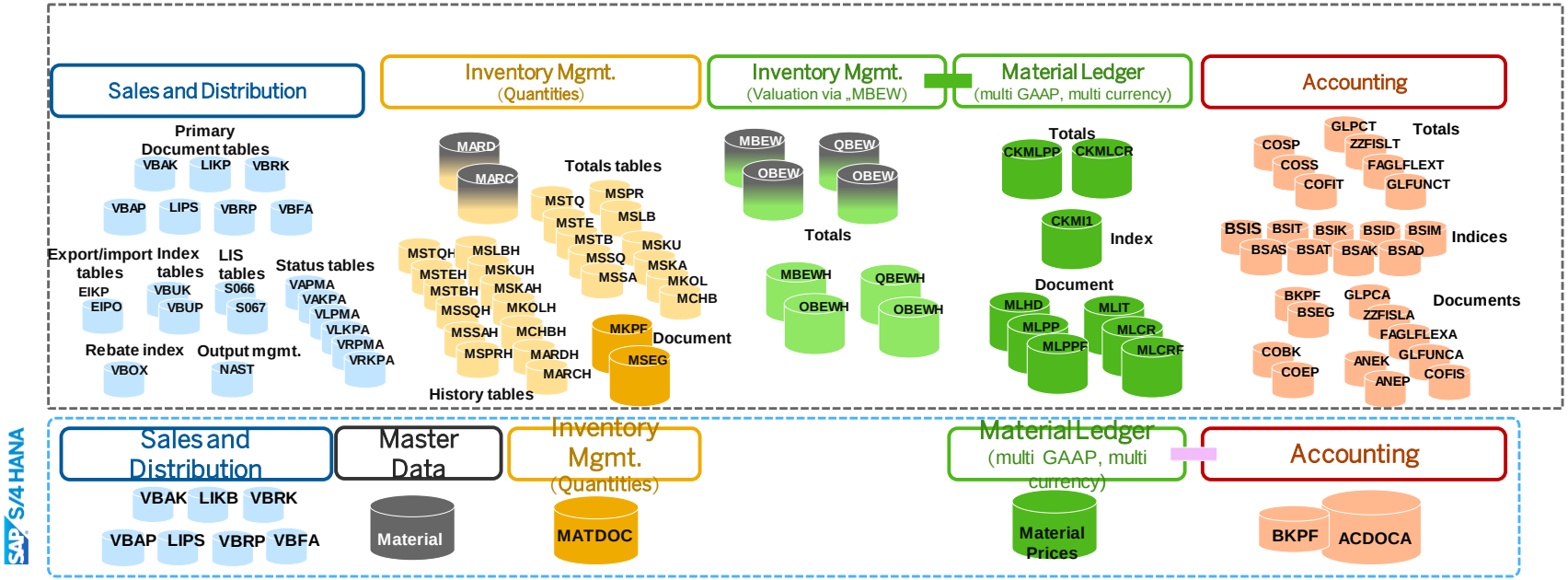
A completely new Data Model



SIMPLE DATA MODEL

- Only main tables remaining, no redundancies
- Clear separation of master data from transactional data
- Reduction of memory footprint

PRINCIPLE OF ONE

- Only one valuation method (Material Ledger) instead of 2 (IM + ML)
- Flexible rebate management instead of cumbersome and expensive redundancies

THROUGHPUT INCREASE

- INSERT only on database level (MM-IM), no locks for standard price valuation

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What does it mean for IT?

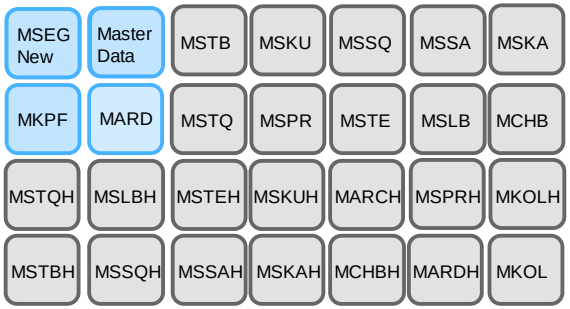
Data Footprint Reduction : Simplified Data Model in S/4 HANA

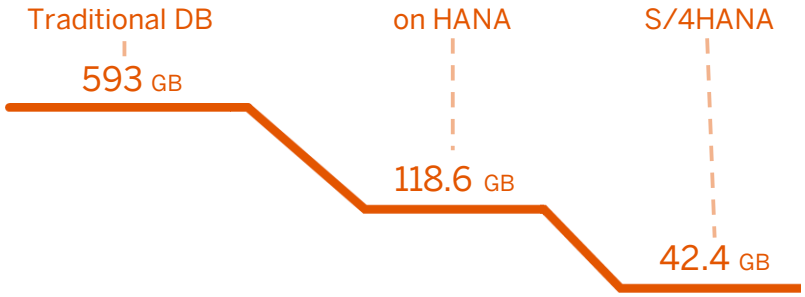
SAP S/4HANA Finance

Finance with aggregates and indices

SAP S/4HANA Logistics

Logistics with aggregates and indices





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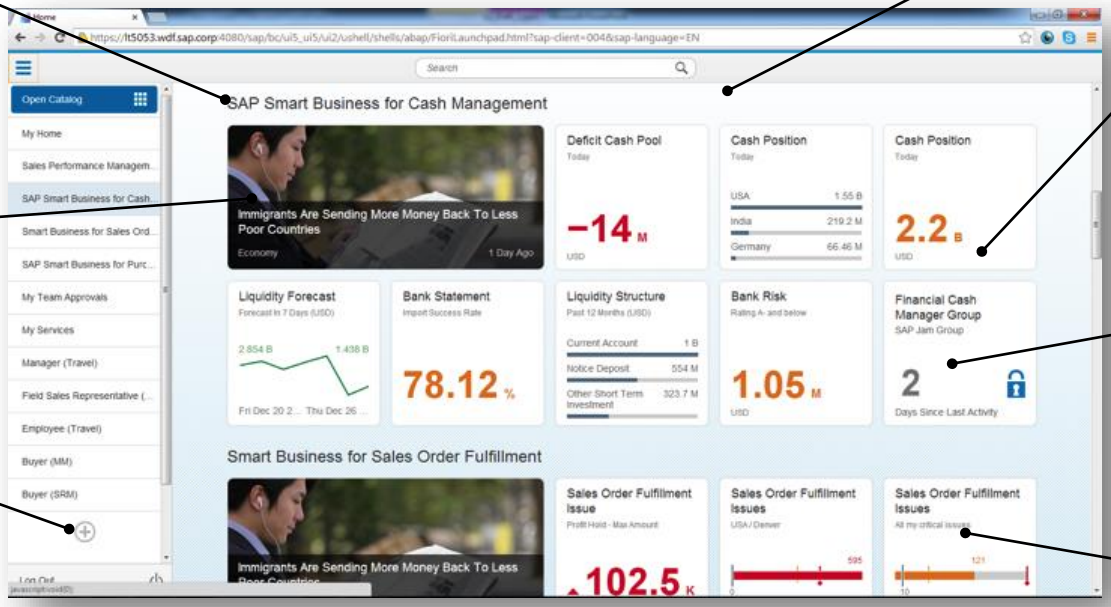
Modern design principles with SAP Fiori UX

Role based with one common role definition

News and feeds to enhance collaboration

Group tiles for personalized content organization



Search across and within apps to get immediate answers

Color coding alerts user for any overdue, new or immediate actions

SAP Jam integrated to provide instant feedback on notifications and group activity

Dynamic charts to provide high level, real-time overview

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Example: SAP Simple Finance – finance transformation with instant insight

Near real-time period closing

- Better process oversight through new management dashboard
- Flexible on-the-fly aggregation, no time delays of data loss due to replication

Forecasting and simulations

- Prediction and simulation to evaluate financial impacts of strategic business options
- Integrated liquidity forecasting using multidimensional real-time analytics

Real-time revenue and cost analysis

- Interactive drill down to explore root causes for deviations
- Optimization strategies to improve company's overall financial health

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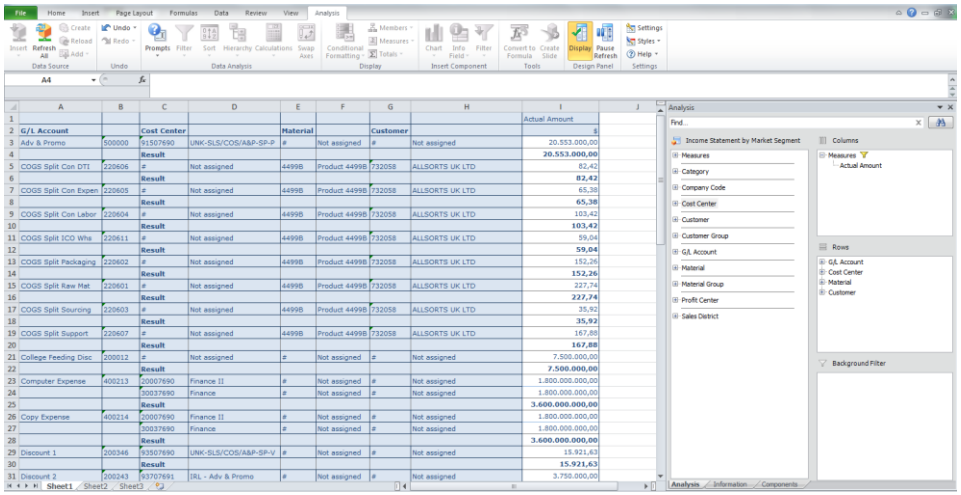
Reporting and Analysis Flexibility



User-defined reporting

- Users can explore data on the fly by restricting financial statements to self-defined data sub-segments
- SAP will continue to provide standard reports but with focus on frequently used reports

Available information

- All record dimensions can be used for segmentation
- Unrestricted selection of multiple dimensions for segmentation
- Customer-specific dimensions can be easily added and are available for segmentation *

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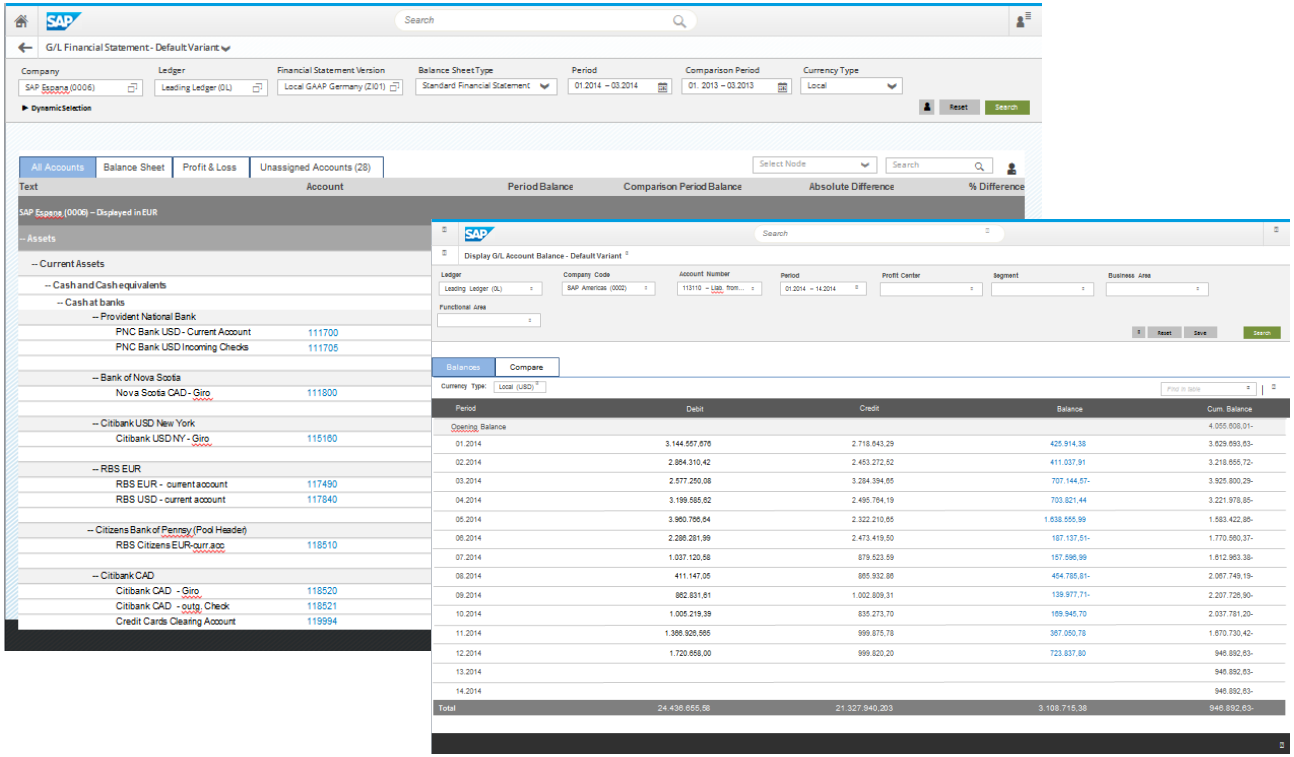
Reporting with Fiori Applications



Customer Benefits

- Reporting of the Financial Statement, Balances, Line Items
- Simple and easy to use experience
- Work seamlessly across devices – desktop or tablet
- Collaboration functionality

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S/4HANA – The next generation Business Suite

Finance

80% Faster financial closing

12% Reduction in DSO

Logistics

99% On time delivery

15% Fewer days in inventory

30% Decrease of inventory levels

100% Improvement in inventory accuracy

30% Shorter delivery lead time to customers

Business Processes Improvements

50% Faster MRP runs

80% Efficiency improvement in key processes

33% Reduction in aging backlog orders

45% Faster execution of business operations

Hours to Minutes Time required for quotes

50% Increase in sales productivity

97% Customer satisfaction

Performance Improvements

25x Faster Planning and Consolidation

21x Faster execution of complex transactions

31x Faster analytics

Technical Simplification

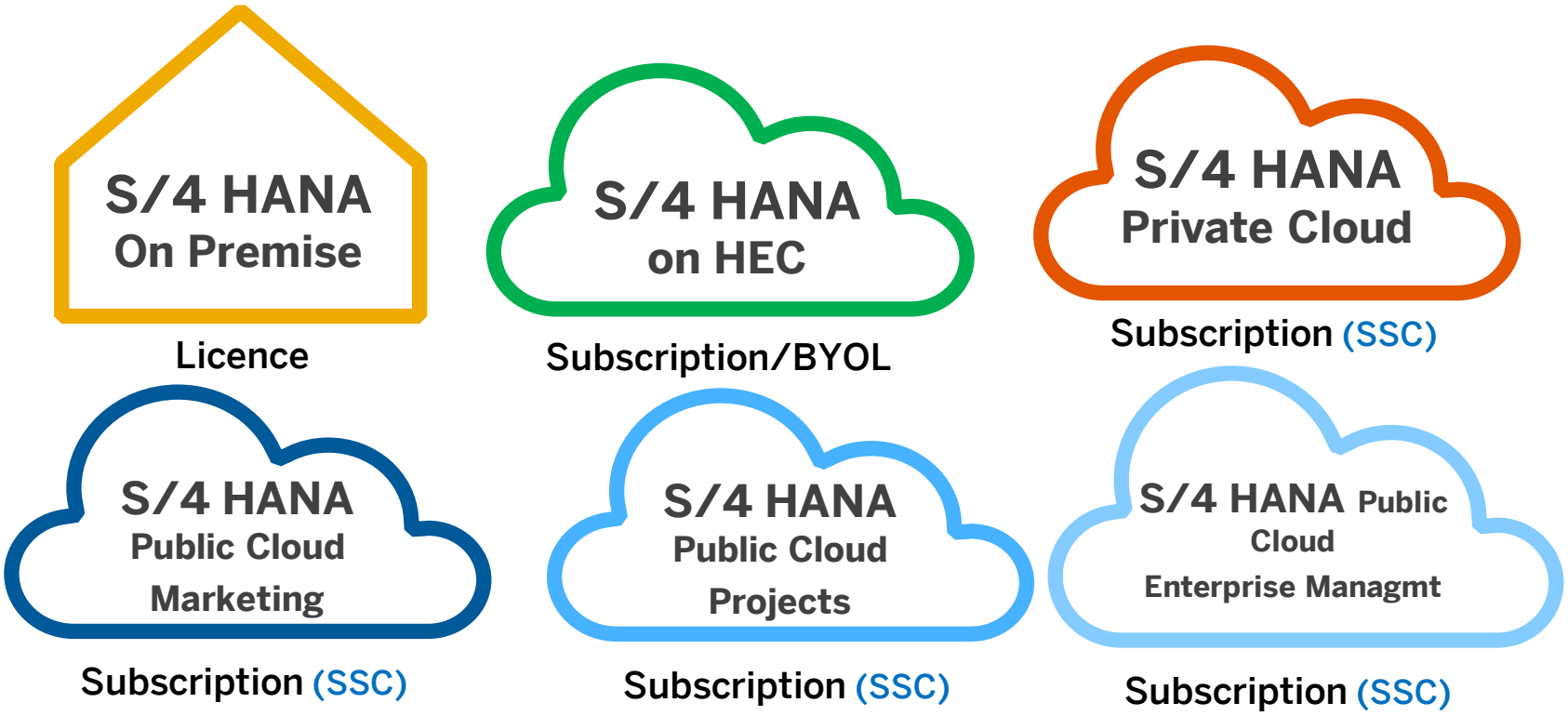
27% Reduction in custom ERP objects

24 Distinct systems consolidated into three

13 Companies with a consolidated accounting system

Up to 10x Data compression

Deployment Options*



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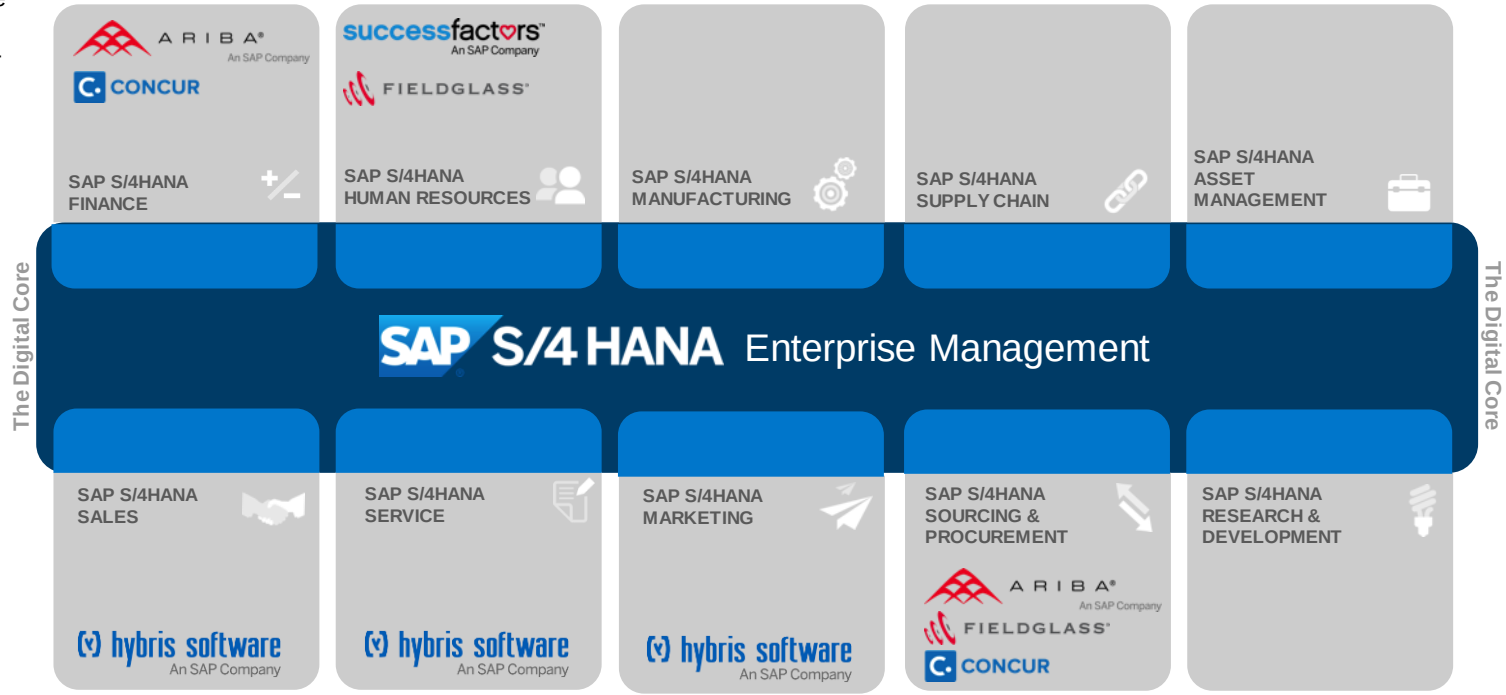
SAP S/4HANA Suite

Introducing the Next Generation Core and Lines of Business Solutions for the Digital Economy

- The **SAP S/4HANA Lines of Business solutions** combine a modern and simplified core built on SAP HANA with best-in-class lines of business solutions and connection to business networks.
- These solutions are designed to **help meet the new requirements of lines of business in the digital economy**: real-time information on big data, personalized customer experiences, omnichannel, connected devices, people and businesses.
- The lines of business solutions can continue to be consumed as standalone solutions or as part of the SAP S/4HANA Lines of Business solutions **giving more choice to customers, allowing true hybrid scenarios and incremental deployments**.



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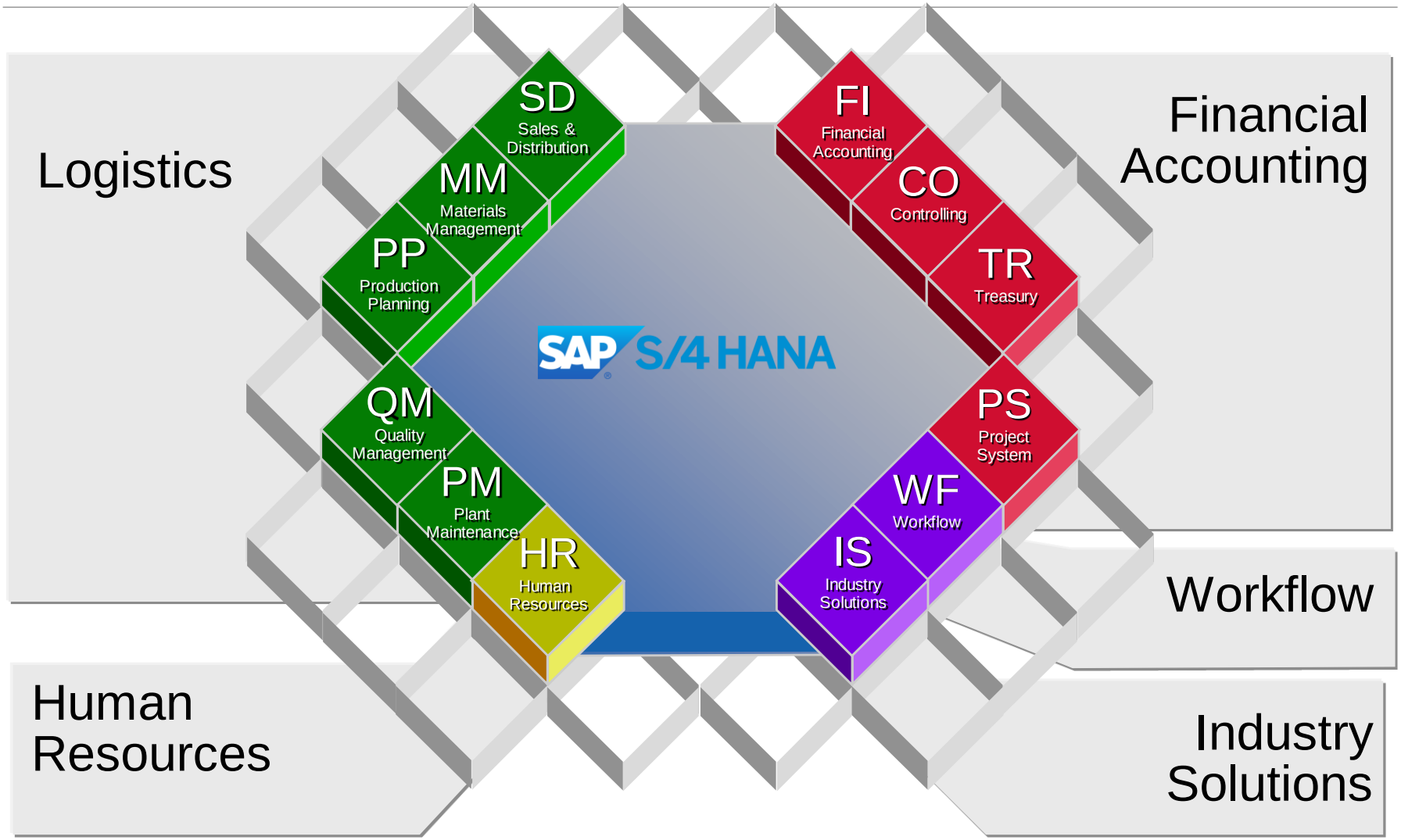
SAP ERP Systems / Components



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SAP ERP Process Example

Material Management & Account Payable

Purchase Requisition -> Purchase Order -> Goods Receiving -> Invoice Receiving -> Payment

Material Management & Quality Management & Account Payable

Purchase Requisition -> Purchase Order -> Goods Receiving -> Inspection Process -> Usage Decision -> Stock Placement -> Invoice Receiving -> Payment

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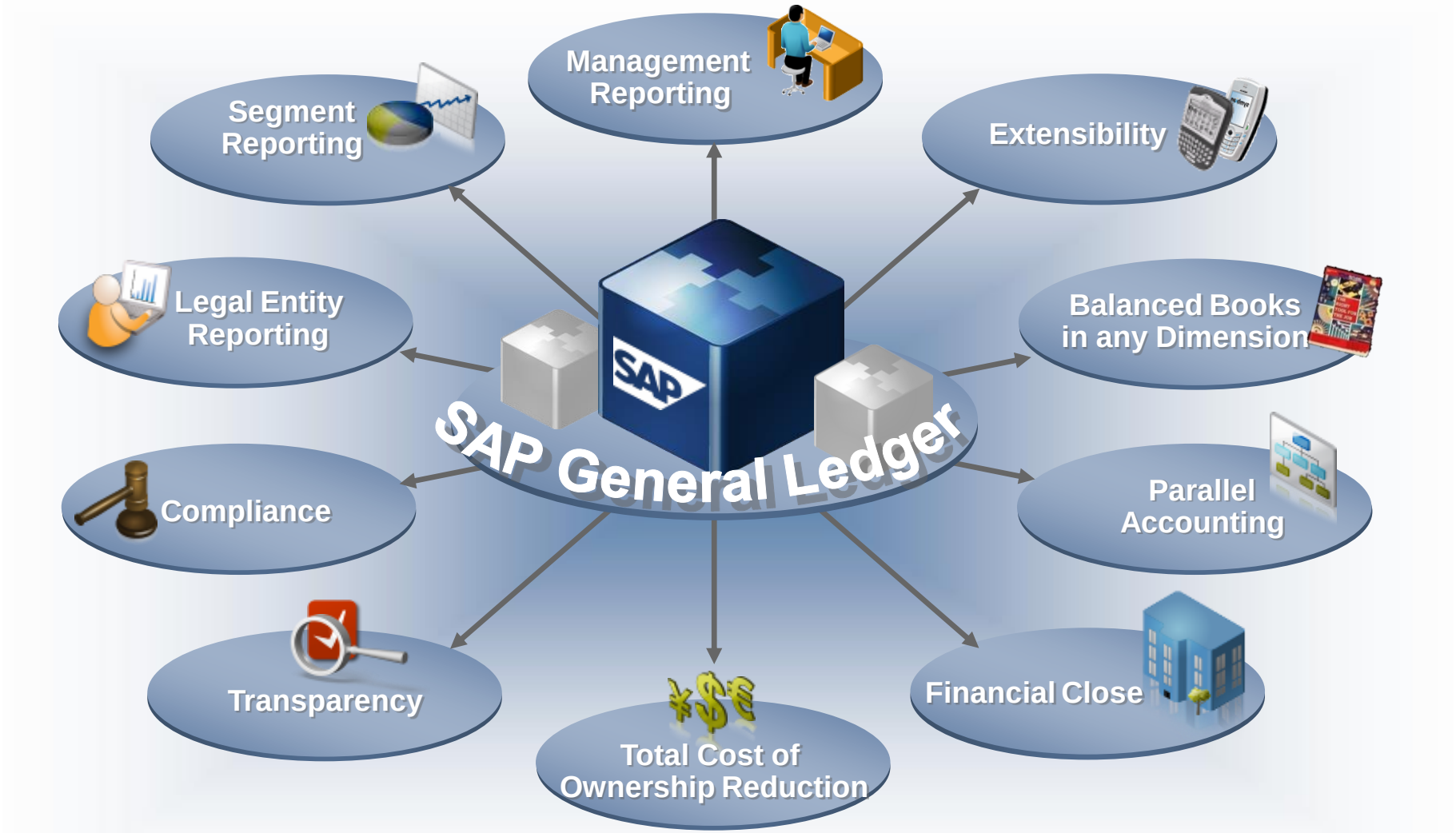
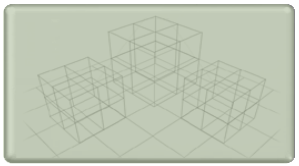
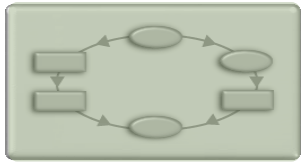
ระบบบัญชีการเงิน - บัญชีแยกประเภท
Financial accounting – General Ledger



ระบบบัญชีการเงิน - Subledger
Financial accounting – Subledger

บัญชีลูกหนี้	บัญชีเจ้าหนี้	บัญชีธนาคาร	บัญชีเงินสด
Accounts Receivable	**Accounts Payable**	**Bank Accounting**	**Cash Journal Accounting**
Speed up and improve the customer accounting process	Effectively record and manage accounting data for all vendors	Better manage bank master data and cash balances	Improve cash journal accounting
			
Proactively manage asset lifecycle from acquisition to retirement	Manage the value and quantity of material stock	Accurately account for taxes according to the legal requirements of a country/region	Streamline accounting accruals
Fixed Asset Accounting	**Inventory Accounting**	**Tax Accounting**	**Accrual Accounting**
บัญชีสินทรัพย์/ครุภัณฑ์	บัญชีวัสดุ	บัญชีภาษี	บัญชีคงค้าง

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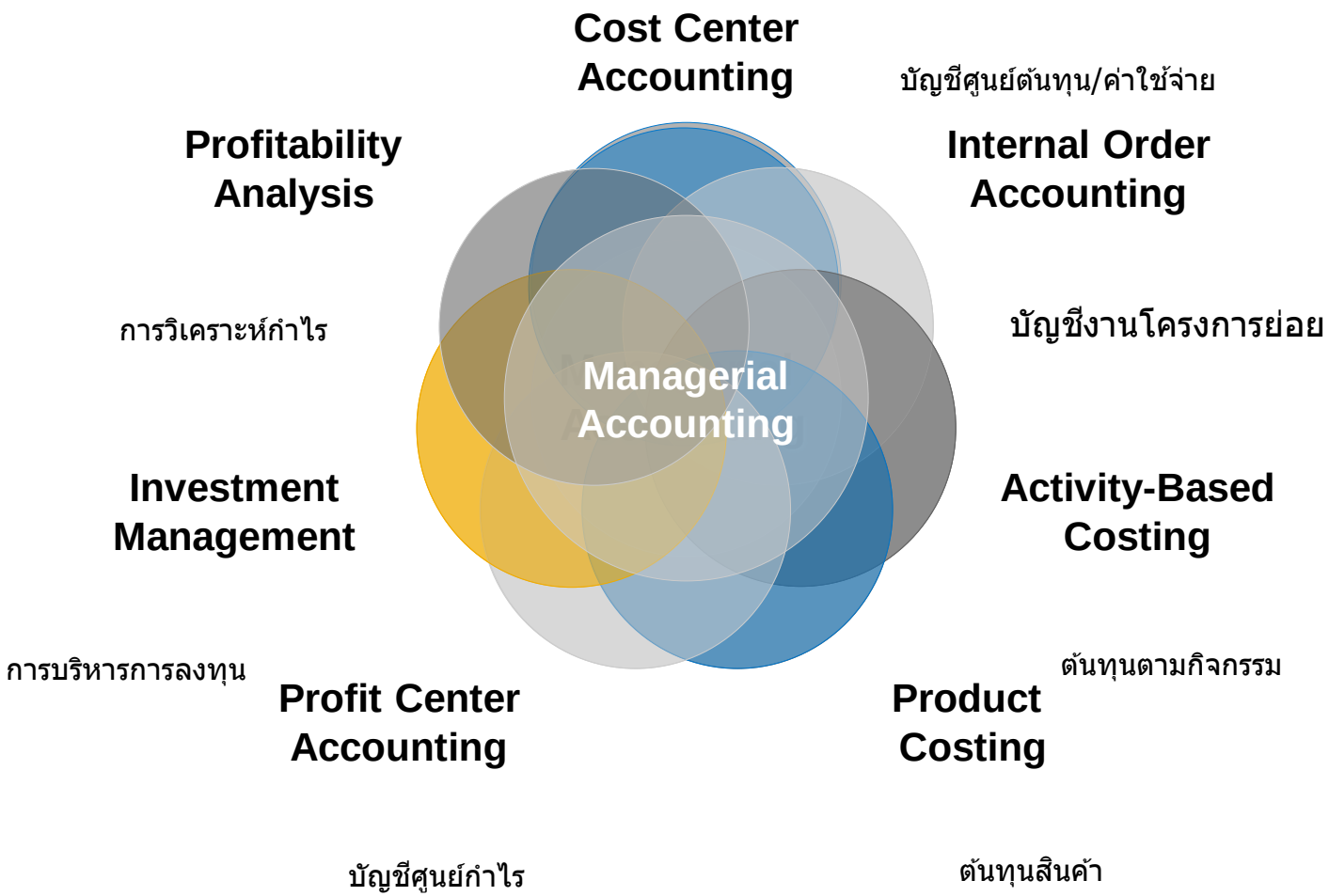
ระบบบัญชีบริหารและต้นทุน
Management accounting



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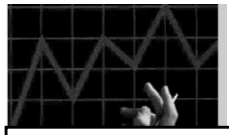
Inventory Management – Overview

Goods receipt

Quantities and values

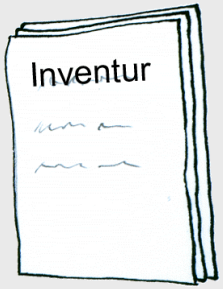
Stock

Consumption statistics



Movements, receipts, issues, stock transfers, transfer postings ...

Storage loc. stock



Warehouse Management Storage bins

Special stocks

Reporting/Inventory controlling

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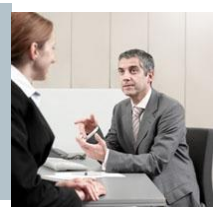
Sales: business process

8 Analytics & Planning

1 Presales Activities



7 Bill Presentment and Payment

2 Inquiry and Quotation Processing

Integrated Master Data

6 Billing

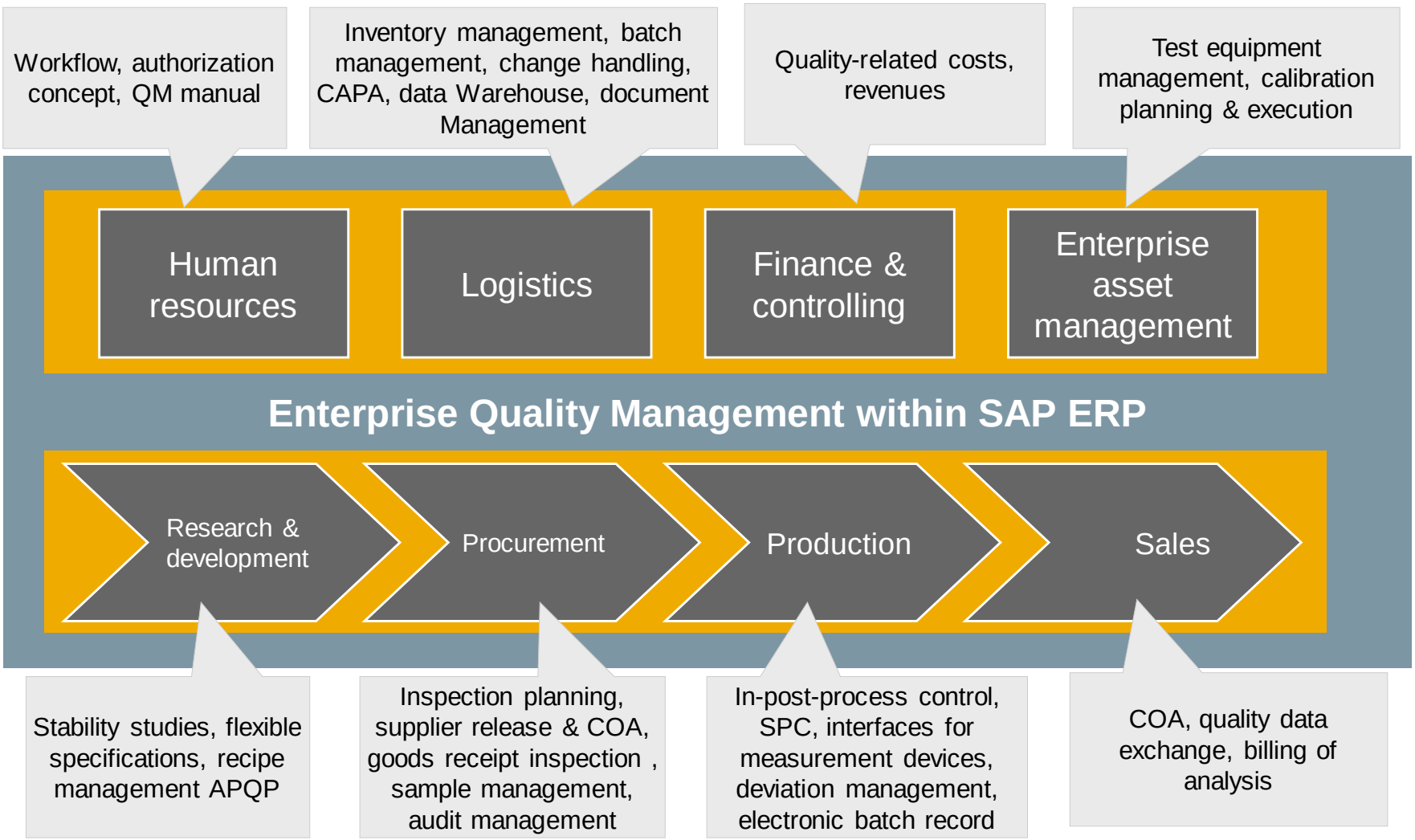
3 Contracts and Agreements

5 Order Fulfillment

4 Sales Order Management

SAP ERP offers a Complete Sales Cycle from Planning and Execution to Analysis

Quality Management within SAP ERP



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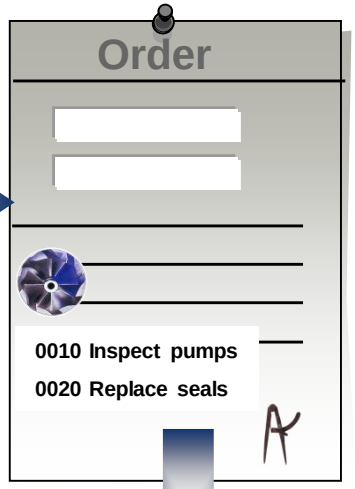
Business Process: Breakdown Maintenance

Call / Notification

Create order and release



Production

Supervisor/ Maintenance Planner

Maintenance work center

Fix malfunction

Confirm and complete order

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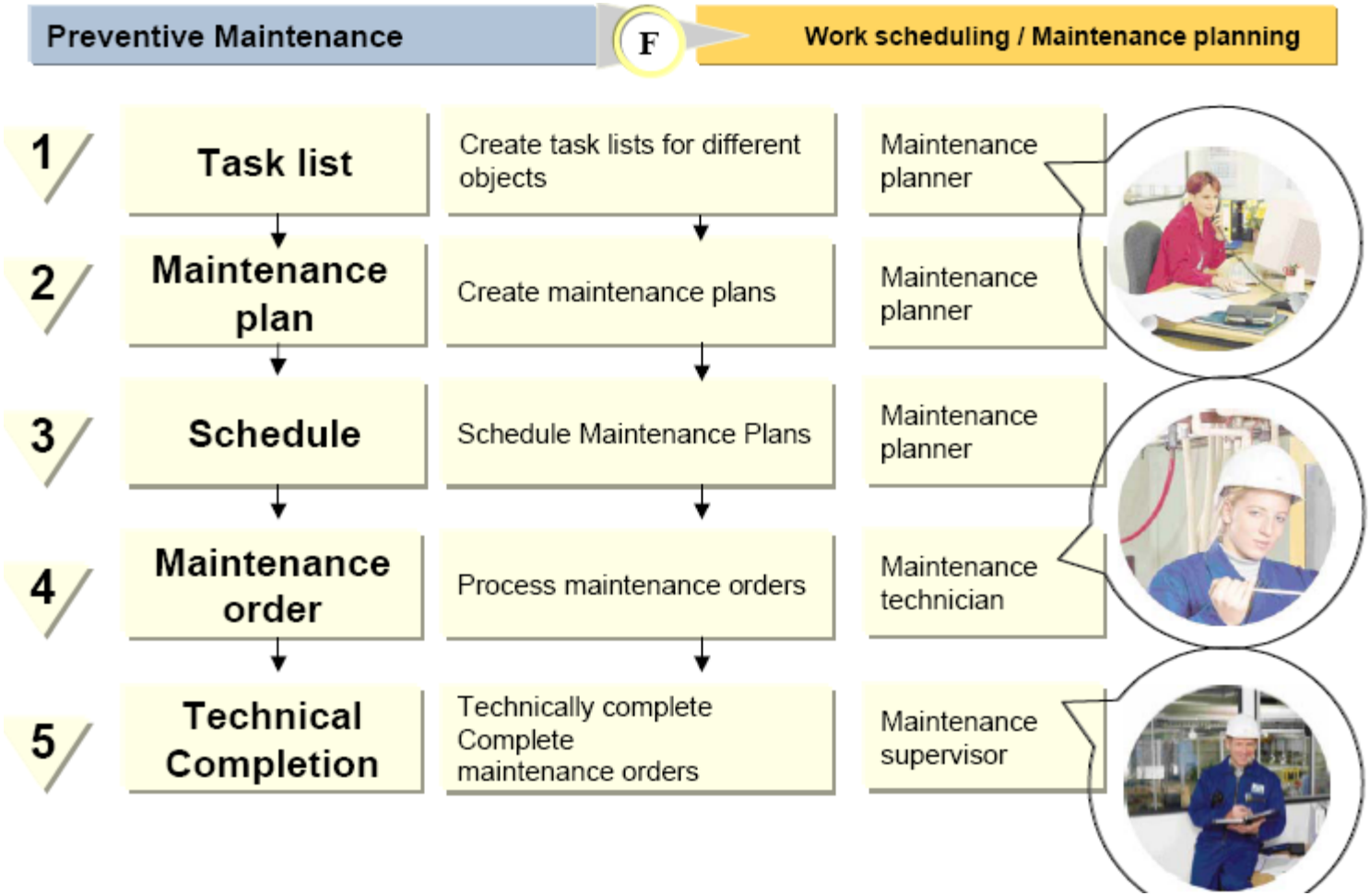
Preventive Maintenance: Process



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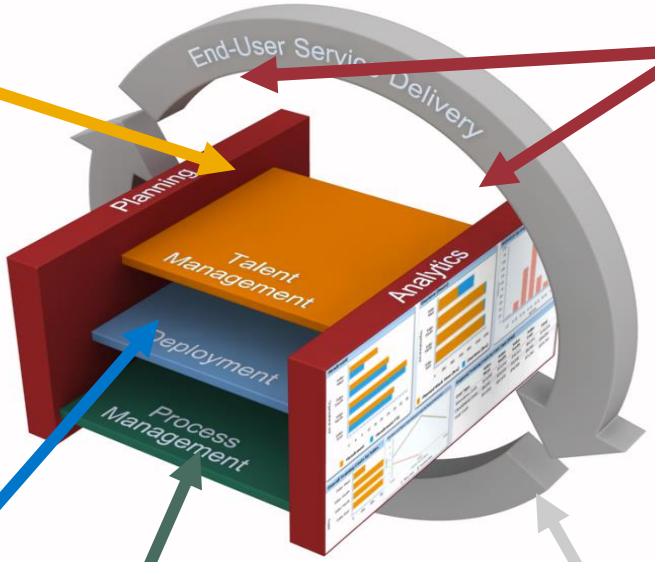
SAP ERP Human Capital Management

Talent Management

- Recruiting
- Career Management
- Succession Management
- Enterprise Learning
- Performance Management
- Compensation Management

Workforce Deployment

- Project Resource Planning
- Resource and Program Management
- Call Center Staffing
- Retail Scheduling



Workforce Planning & Analytics

- Strategic Alignment
- Workforce Planning
- Workforce Cost Planning & Simulation
- Workforce Benchmarking
- Workforce Process Analytics & Measurement
- Talent Management Analytics & Measurement

Workforce Process Management

- Employee Administration
- Organizational Management
- Global Employee Management
- Benefits Management
- Time and Attendance
- Payroll & Legal Reporting
- Travel Management

End-User Service Delivery

- Fin, Operations and HCM Analytics
- Balanced Scorecard
- Value Driver Tree
- Business Planning
- Business Consolidation
- xAPP Analytics

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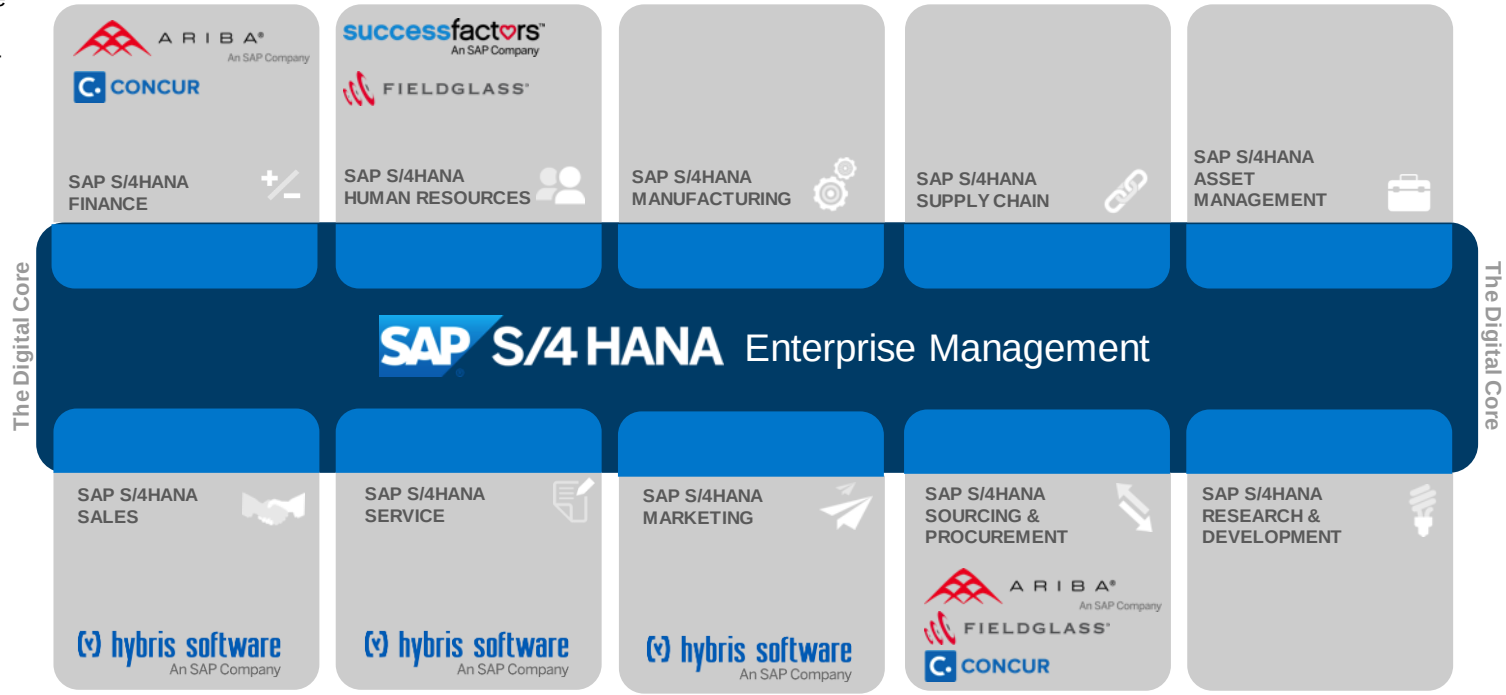
SAP S/4HANA Suite

Introducing the Next Generation Core and Lines of Business Solutions for the Digital Economy

- The **SAP S/4HANA Lines of Business solutions** combine a modern and simplified core built on SAP HANA with best-in-class lines of business solutions and connection to business networks.
- These solutions are designed to **help meet the new requirements of lines of business in the digital economy**: real-time information on big data, personalized customer experiences, omnichannel, connected devices, people and businesses.
- The lines of business solutions can continue to be consumed as standalone solutions or as part of the SAP S/4HANA Lines of Business solutions **giving more choice to customers, allowing true hybrid scenarios and incremental deployments**.



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Pokemon GO

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SAP ERP + Augmented Reality

https://www.youtube.com/watch?v=SWtDeeXtMZM

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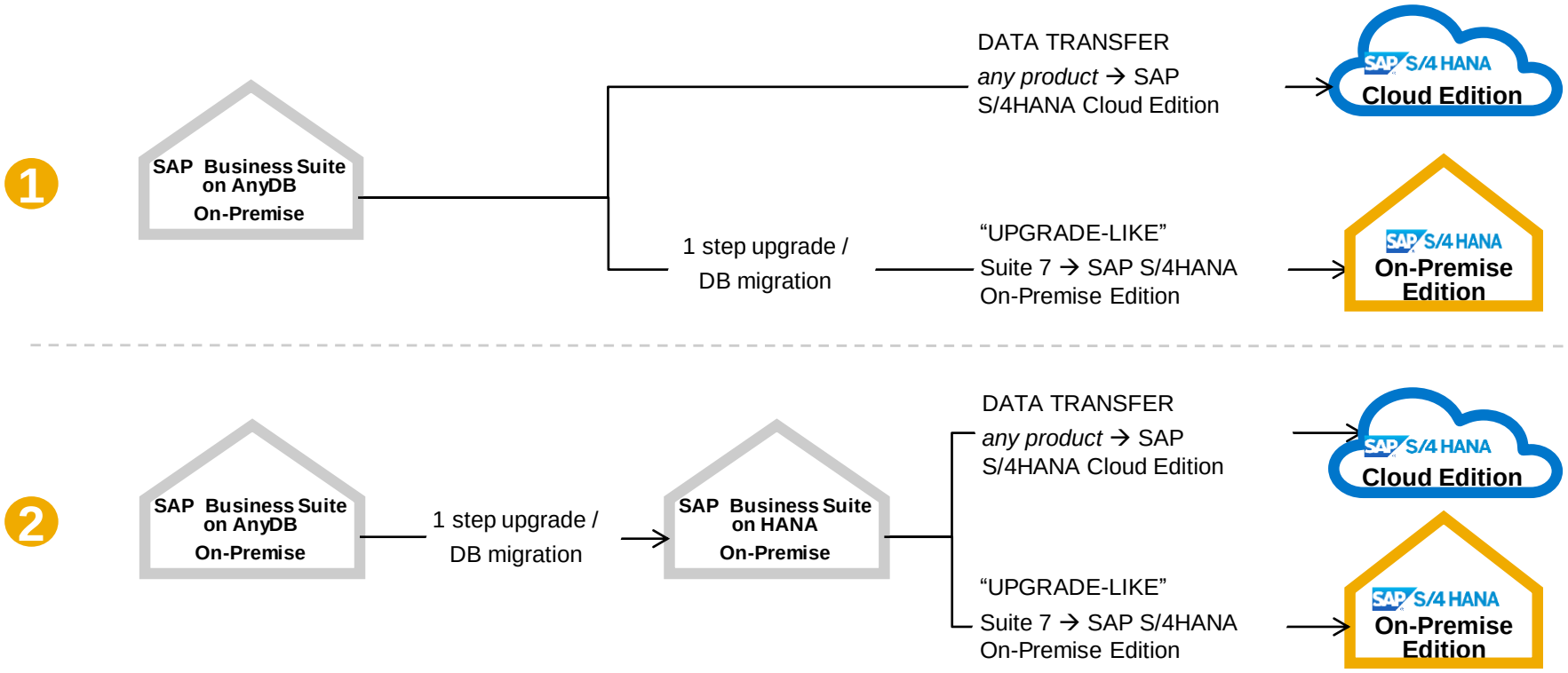
The Road to SAP S/4HANA



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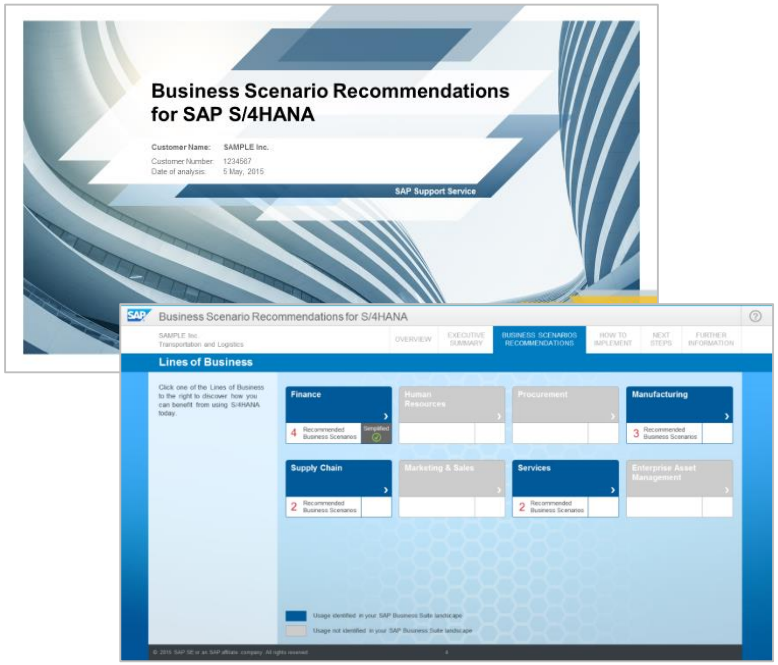
Business Scenario Recommendations Show the Value of SAP S/4HANA

Business Scenario Recommendations show how SAP S/4HANA adds value to SAP Business Suite solutions based upon real system usage:

- Interactive report tailored to your existing system
- Industry-specific, Line of business focused
- Free of charge
- Business context, value drivers and innovations
- Demos and videos



Request a free report at www.s4hana.com

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Thank You