SAP S/4HANA 2020
Release Highlights

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THE BEST RUN **SAP**

Agenda

SAP S/4HANA Release Strategy and Change in Naming Convention

SAP S/4HANA in the Intelligent Enterprise

SAP S/4HANA 2020 Delta Scope Highlights -- LoB

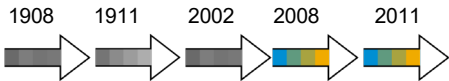SAP S/4HANA 2020 Delta Scope Highlights -- Industry
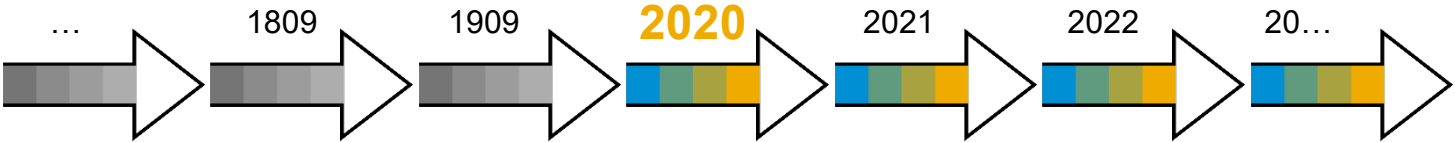
SAP S/4HANA Release Strategy

Release Strategy SAP S/4HANA

1) New release naming convention:

Cloud: [**YY**MM]   2 Digit Year | 2 Digit Month

1908   1911   2002   2008   2011

On premise: [**YYYY**]   4 Digit Year

…   1809   1909   **2020**   2021   2022   20…

2) SAP S/4HANA Maintenance Commitment 2040

☞ [Announcement on news.sap.com](#)

2040

3) Feature Package Schedule SAP S/4HANA 2020

☞ [Release and maintenance strategy for SAP S/4HANA](#)

2020   **2021**   **2022**

Q4   Q1   Q2   Q3   Q4

Maintenance Line

SAP S/4HANA 2020

FPS01*
Feature Package Stack (technically SPS01)

FPS02*
Feature Package Stack (technically SPS02)

SPS03*
Support Package Stack (technically SPS03)

SAP S/4HANA 2021*

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SAP S/4HANA in the Intelligent Enterprise

SAP S/4HANA in the Intelligent Enterprise

Business COLLABORATION

BUSINESS NETWORK

Business PROCESSES

EXPERIENCE MANAGEMENT

design   buy   supply   make   sell

SAP S/4HANA

people   finance   maintain   service   cross

INTELLIGENT SUITE

Partner Solutions

SAP Solutions

INDUSTRY CLOUD

SUSTAINABILITY MANAGEMENT

Business APPLICATIONS

Business TECHNOLOGY

BUSINESS TECHNOLOGY PLATFORM

SAP S/4HANA Evolution of Architecture

SAP Concur
SAP BW/4HANA
SAP Analytics Cloud
SAP Ariba
SAP HANA Cloud Platform
SAP Hybris
SAP Customer Experience
SAP C/4HANA
SAP Fieldglass
SAP Cloud Platform
Business Technology Platform
Intelligent Technologies
SAP Leonardo
SAP SuccessFactors
SAP Integrated Business Planning
SAP Data Intelligence
SAP Data Hub
Experience Management

	CRM			SCM					SRM

Release	1511	1610	1709		1809	1909	2020
SAP S/4HANA	Material Ledger	Extended Warehouse Management	Commercial Project Management	Advanced Variant Configuration	Group Reporting	Predictive MRP	**Extended Service Parts Management**
	Unified General Ledger	Constraint-Based Planning (PPDS)	Portfolio + Project Management	Transportation Management	Central Procurement	Product Compliance	**Production Planning Optimizer**
	Business Partner	Advanced ATP	Production Engineering & Operations	Service	Sales Force Support	Stockroom Management	**Direct Delivery**

SAP HANA	ABAP CDS views	HANA live*		Microsoft Azure Google Cloud aws Alibaba Cloud	**Hyperscalers**

SAP S/4HANA 2020 Delta Scope Highlights

SAP S/4HANA 2020 - Business Area Overview

SAP S/4HANA — Enterprise Management

	Sales & Marketing	Finance	Manufacturing	Supply Chain
Suite LoB Solutions**	• SAP Sales Cloud • SAP CPQ **Order-to-Cash Performance Dashboard w/ SAP Analytics Cloud** • SAP Qualtrics • SAP Customer Data Cloud **SAP Customer Experience**	• Governance, risk, and compliance **Integrated Financial Planning (SAP Analytics Cloud)** SAP Ariba / SAP Concur	• SAP Digital Manufacturing Cloud **Synchronized Planning (IBP – ePPDS- PP)** **Integration PEO with SAP ME**	• SAP Integrated Business Planning **SAP Warehouse Insights** **SAP Logistics Business Network**
SAP S/4HANA LoB Solutions*	• Sales performance management	Intercompany Management & Reconciliation + Group Reporting Bank Account Processing with Bank Reconciliation Accounts Advanced Payment Management	Predictive MRP: new views & write to active plan Extended Production Engineering and Production Planning Optimizer	aATP (confirmation from multiple plants, supply protection) Advanced order premising Extended Service Parts Planning
	Preliminary Billing & Enhanced one invoice Customer Return: Approval & BOM Handling	Universal allocation and top-down distribution Asset accounting	A&D: Project Manufacturing Management and Optimization • Production engineering • Quality management • Manufacturing insights	Situation Handling for Physical Inventory • Delivery and transportation Automotive: Integration of Sales Scheduling Agreements with TM

	Service	Asset Management	R&D / Engineering	Sourcing & Procurement	Human Resources
	Plan & schedule recurring services Service operations and processes In-house repair processes	Organize maintenance operations • Maintenance management	Customer-specific project information in Fiori overview apps + object pages	Increase process transparency during supplier selection and relationship • Invoice management	• Core HR and time recording
SAP S/4HANA LoB Solutions*		Verify usage management	VariantConfig data in sales order SOAP services Improved Dangerous Goods Management • Product lifecycle management	Enhanced Central Procurement Fashion: Purchase Order Alignment	
Suite LoB Solutions**	• SAP Field Service Management **ML Service Ticket Intelligence**	• SAP Intelligent Asset Management • SAP Geo Enablement Framework	• SAP Enterprise Product **New PLM platform: EPD**	• Services Procurement • Supplier management • Collaborative Network • Guided Buying • Augmented Decision Making SAP Ariba / SAP Concur / SAP Fieldglass	• Core human resources and payroll **Improved data sync with SF** • Human capital analytics SAP SuccessFactors / SAP Fieldglass

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SAP S/4HANA 2020 Delta Scope Highlights by LoB

SAP S/4HANA Sales: Delta Scope Summary

Order and Contract Management

Price Management
- New SAP Fiori Manage Price for pricing specialists simplifies price maintenance ([video](#))

Sales Contract Management
- Include legal transactions and product compliance information in sales contract

Sales Order Management and Processing
- Provide **delivery insight** connected with IoT**
- Integrate Ariba Seller Network**
- **Intelligent product proposal** allows users to receive product and quantity proposals as an input proposal to enable faster selection of products during sales order entry in the Create Sales Order – VA01 app
- Set the **delivery date rule** to indicate when the ordered goods should be delivered (on the requested delivery date or later, exactly on the confirmed delivery date, or by the confirmed delivery date).

Sales Billing & Solution Billing
- **Preliminary Billing**
- Manual re-determination of output items using SAP S/4HANA Output Management
- Combine fixed-price items and time-and-material items into one **invoice for service transactions**

Sales Rebate/ Incentive and Commission Management
- Settlement Document SAP Fiori apps
- Provide sales managers with more detailed payment information for the settlement of commissions
- Enable condition contracts and the various settlement management documents to **trigger business events for external consumption**

Claims, Returns, and Refund Management
- Flexible and enhanced returns management in the **Manage Customer Return** app:
  1) different replacement product from different delivery plant
  2) return for sales bills of material (BOM) items
  3) approval of return
- Enhancement in Advanced Customer Return: retroactive creation of returns purchase orders based on order confirmation IDOCs

Sales Monitoring and Analysis
- New SAP Fiori Customers Overview, providing important customer sales data
- New SAP Fiori Sales Scheduling Agreements - Product Demand to monitor product demand from sales scheduling agreements
- New analytics report: Pricing Elements - Flexible Analysis
- Enhancement in Sales Order Fulfillment Monitor, including international trade and product compliance
- Sales dashboards in SAP Analytics Cloud**

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SAP S/4HANA Provides Delivery Insights Enabled by IoT**

2020

Order and Contract Mgmt.

SAP S/4HANA

Outbound delivery

New situation is automatically triggered if an anomaly is detected

User is notified of the anomaly directly in system or via email

User triggers required follow up activities to resolve the situation

Internet of Things (IoT) Cloud and Edge

SAP Cloud Platform – IoT Service**

Delivery is automatically assigned to sensor hardware
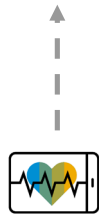
Delivery conditions are automatically monitored (based on rules & actions) during shipping

Notification

Sales Document with Action Proposal

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SAP S/4HANA Service: Delta Scope Summary

Service Operations & Processes

In-house repair processes
Manage repair services in-house for the products and assets returned from customers.

Embedded analytics for Service
Monitor operations and business outcome of services business real-time via analytics, looking directly at the transactional data.
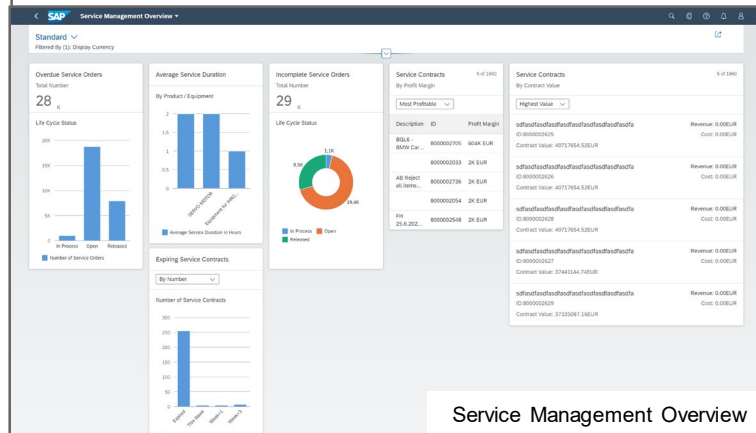
Service Master Data & Agreement Mgmt.

Recurring services
Plan and schedule recurring services with using maintenance plan and service templates, linked with service contracts.

Historic service orders in technical object views
Display service order history in the technical objects views of equipment and functional locations.
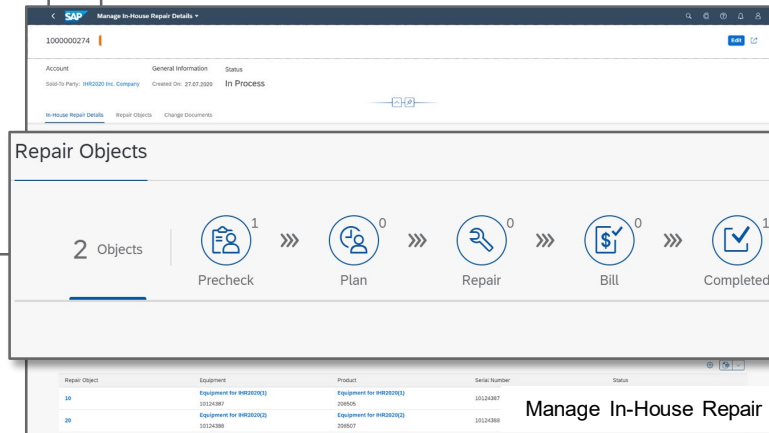
The capabilities for the Service line-of-business were shipped as a technical add-on component named "customer management" in 1709 and 1809.

From 1909 onwards, the Service capabilities are shipped as part of the SAP S/4HANA shipment, no longer requiring to install the customer management add-on component.

The license remains unchanged. The core capabilities of the Service line-of-business continue to be included in the SAP S/4HANA for enterprise management license.

Service Management Overview

Manage In-House Repair

Display Maintenance Plan

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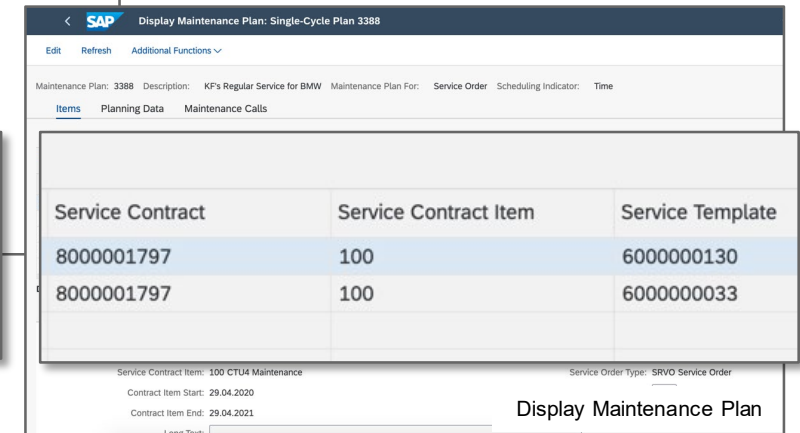
SAP S/4HANA Supply Chain: Delta Scope Summary

Inventory

- Increase operational efficiency and evolve to real-time inventory methods by leveraging **Situation Handling** in physical inventory process (incl. cycle counting)
- Improved stock insights with **ML prediction** for the future behavior of **slow- and non-moving stock**
- Monitoring of kanban control cycles with ability to change **kanban container status** and to react on issues

Warehousing

- Handling missing materials – **advance stock allocation** to cover urgent demands
- Improved user experience with new and enhanced **SAP Fiori** apps
- Improved warehouse visibility through enhanced **analytical capabilities**
- Enhanced **integration** between **QM** and embedded EWM

Delivery and Transportation

- Explosion for bills of materials in outbound deliveries **without order references**
- Enable **dynamic dates** in Schedule Delivery Creation app
- Create outbound deliveries with reference to POs via **job scheduling app**
- Drive the **procurement per company code** from the Freight Document

Logistics Material Identification

- Flexible integration by **OData API for batch master records**
- Allow purchasers and inventory managers to change segmentation values in purchase contracts and batches

Advanced Warehousing

- Integration to new "**JIT Supply to Production**" allowing internal replenishment for JIT from EWM-managed storage location
- Enhancements to **distribution equipment process** to improve picking and to allow changes in towing vehicle assignments

Advanced Transportation

- Improvements in **Strategic Freight Procurement**
- **Package Building** Enhancements
- Integration of **maps from country-specific map providers**
- Enhanced **migration tools** for customers coming from classic SAP TM

Advanced Order Promising

- Automated confirmations by enabling **partial confirmations in multiple plants** through ABC in an ATP check
- Optimized availability of products for spec. requirements by a new ATP check method – **supply protection**
- **Simulation** capabilities for **requirement selection** and for **sorting of individual segments** in BOP

Ext. Service Parts Planning

New

- SAP Fiori home page for planners
- New interchangeability of master data objects
- Streamlined "capture demand" functionality
- Single Planning Service for Realignment
- Advanced Ex-Post forecasting algorithm considering offset
- **Integration with IBP** to enable multi-level optimization
- **SAP Analytics Cloud** integration

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Delta Scope Inventory

Inventory

Goods Movement

- Option to post **goods movements** for materials or batches with **shelf-life expiration date** for improved transparency

- Option to post **goods receipts** with **reference to a scheduling agreement** for improved transparency

- **New graphical kanban board** offering an intuitive monitoring tool in lean manufacturing

Kanban Board
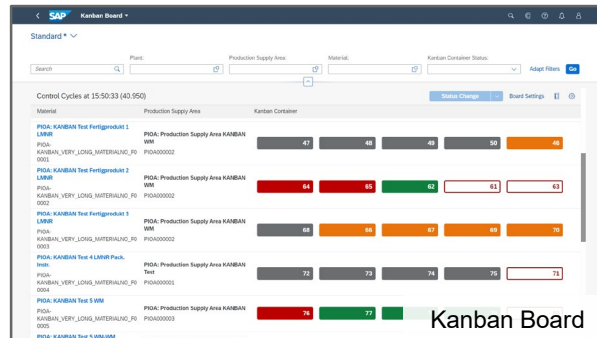
Logistics Material Identification

Handling Unit Management

- Enablement of **unique HU identification** along the supply chain via standardized GTL (Global Transport Label)

Serial Number Management

- Extensibility for creation of serial numbers according to custom patterns

Physical inventory

- Increased **efficiency in physical inventory** processes with the help of **Situation Handling** to **proactively inform** involved parties about their next task

- **Enhanced automation** of physical inventory process (including cycle counting) with new app to **schedule document creation**

- Enhancements to **cycle-counting** including the option to create **counting documents manually** and an app to **manage classifications** for materials

Physical Inventory Document Overview
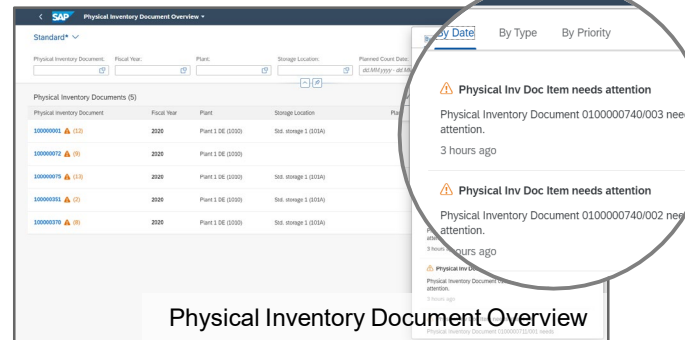
Batch Management

- Enhancements to "Manage Batches" app now offering a **change log** for improved tracking of **batch changes**

- Improved exchange and handling of **batch master records** between systems through **APIs and Business Events**

- Change **segmentation values** in purchase contracts and **batches**

Inventory Analytics and Control

- Optimized stock insights and planning through improved **Slow-/ Non-Moving Stock analysis** including prediction for **future stock behavior** based on **machine learning**

- Option to **hide zero stock** materials in **stock display** to reduce data load and improve focus on relevant items

Slow- or Non-Moving Materials

Manage Batches

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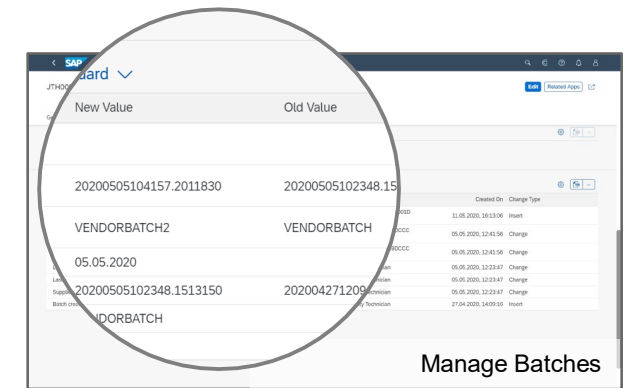
Situation Handling in Physical Inventory

W/O Situation Handling

When to start counting?

⚠ Communication lags between inventory manager and warehouse clerks → **Inefficient timing**

Difference identified?

⚠ Manual identification of differences
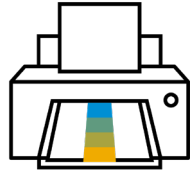→ **High manual effort**
→ **Error prone**

When to post?

⚠ No fallback in case of delayed or forgotten posting
→ **Process interruptions e.g. blocking of material)**
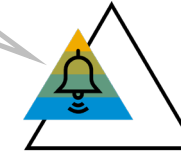
| Create Physical Inventory Document | Print Physical Inventory Sheets | Perform Physical Count of Stock | Enter Physical Counts | Report Differences | Post Inventory Documents |

⚠ **Material ready to be counted**
Physical Inventory Document 0100000085, 0100000086, 0100000088, 0100000089, 0100000090/001 needs...
1 day ago   Show More

⚠ **Stock transport order is overdue**
Overdue Stock Transport Orders: 37
1 day ago

⚠ Material ready to be counted
Physical Inventory Document 0100000085
0100000089, 0100
2 days ago   Show More

⚠ Stock transport order is overdue
Overdue Stock Transport Orders: 37
2 days ago

⚠ Material ready to be counted   ✕

⚠ **Material ready to be counted** ⌄
1 min. ago
Physical Inventory Document 0100000085/001 needs attention.
Close Situation

⚠ **Check posting process** ⌄
1 min. ago
Physical Inventory Document 0100000652/001 ready to be posted. Check posting process: difference value based on count entry -75.696,92.
Close Situation

Recount **Post** ↗

Situation Handling provides **contextual information proactively** and offers **resolution proposals** to optimize the critical steps of the **physical inventory process**
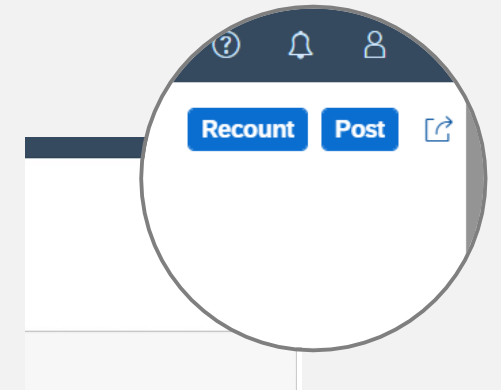
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Extended Service Parts Planning

Capture & manage demand	Forecasting	Inventory planning	Distribution Requirements Planning (DRP)	Deployment	Inventory balancing
Capture & manage demand for **location products** to generate a **demand history**. Load sales order data & stock transfer order data	React flexibly to demand changes Determine the best **forecast model** for a location product Use **stability rules** to prevent too rapid changes to the forecast model.	Plan the **optimal stock** of location products Calculate the **economic order quantity** in combination with the **safety stock** for each location product.	Determine the demands of all locations within the **bill of distribution (BOD),** round & aggregates them along the BOD to the entry location Create **scheduling agreement releases** & **purchase requisitions**.	Determine the **distribution of goods** within a BOD, have decides how to distribute the goods and, if necessary, initiates this within the BOD.	Balance **excess** and **shortage** at individual locations. Can be scheduled as a **periodical service** or automatically triggered by **events**

| Fixed Demand and Receipt | Forecast Approval | Inventory Planning | DRP Matrix | Deployment Logs | Stocking/Destocking Approval |
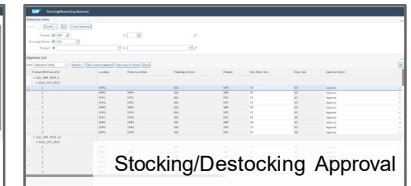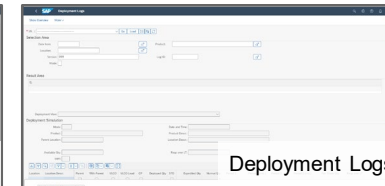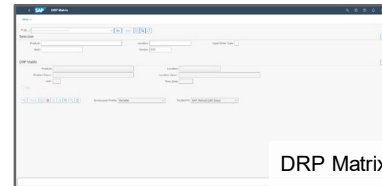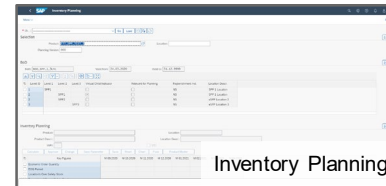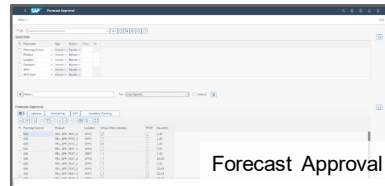
SAP Note 2946659 - Release information & restrictions for Ext. Service Parts Planning in SAP S/4HANA 2020
SAP Note 2912293 – eSPP Product Substitution
SAP Note 2940185- S/4HANA eSPP – IBP Integration

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SAP S/4HANA Sourcing & Procurement: Delta Scope Summary

Operational Procurement

- Enhancements in the purchase requisition workflow: Identifying the manager or skip approval levels
- New Situation handling templates : "**Quantity Deficit in Supplier's Delivery**
- Additional functionality in the SAP Fiori App "Manage Purchase Requisitions Centrally"
- Increased process transparency by showing down payment, reminders, and dunning activity in purchase orders
- **Flexible workflow enhancements** like maintain deadlines in Purchase Orders and **add tax dates**
- **Expert mode** for completing self-service procurement purchase requisitions
- Real-time insight into supply-chain processes while performing procurement transactions, such as purchase order management and supplier confirmation

Integration:
- Lean service integration with guided buying capability** and Ariba Network**
- Delivery of comments from My Inbox to Ariba Network** when a service entry sheet is rejected
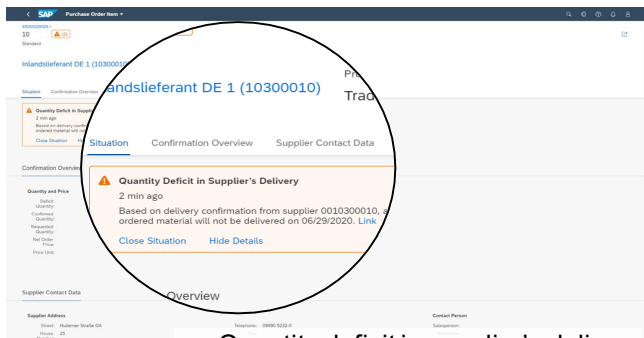
Quantity deficit in supplier's delivery

Sourcing & Contract Mgmt.

- Unplanned services with reference to a purchase contract
- During supplier selection and relationship smart system support for customers deciding on the right supplier, holistic overview of the supplier and maintain scores for user defined criteria of supplier to measure the supplier
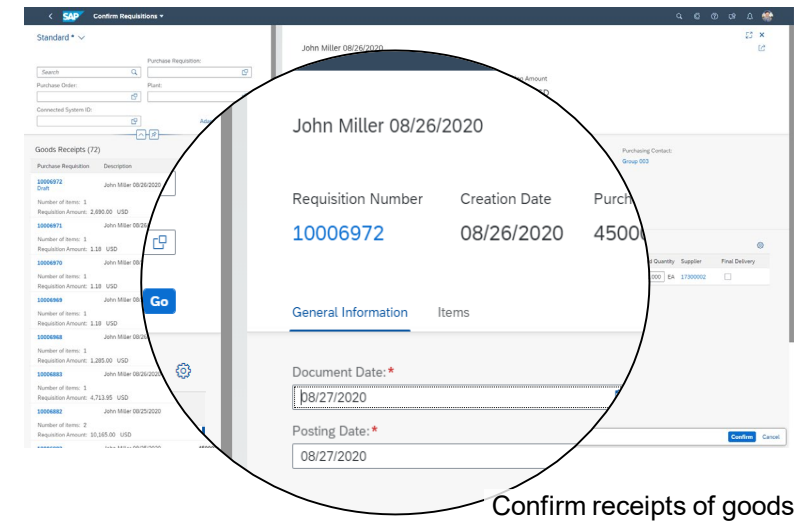
Central Procurement*

- Purchase requisition automation rule framework that provides a standard rule to automatically convert open purchase requisitions to central purchases
- Using Microsoft Excel for downloading and uploading central purchase contracts
- Central procurement analytics providing insights into consumption of central purchase contracts
- Dashboards for central procurement analytics in the SAP Analytics Cloud** solution in addition to analytics functionality directly embedded in SAP S/4HANA
- **Integration** with SAP S/4HANA for enterprise contract management*, which enables users to capture legal obligations from the central contract scope
- **Commodity Pricing:** key users can apply complex pricing formulas, commodity weights and price conditions in an easy way in Central Procurement.

Procurement Analytics

- Increase real-time visibility of automation rates in procurement documents in SAP S/4HANA (high and low touch)
- Defining **individual supplier evaluation criteria** like weighting and scoring
- Analyze in real-time the **parts per million score** to discuss with suppliers potential activities to improve quality

Integration

- Embedded dashboards for off-contract spend in SAP Analytics Cloud**

Confirm receipts of goods

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SAP S/4HANA Manufacturing: Delta Scope Summary

Production Planning

Updated SAP Fiori Apps:

- Convert Planned Orders
- Manage Work Center Capacity
- Manage External Requirements
- Manage Internal Requirements
- Manage Material Coverage
- Manage Planned Orders
- Monitor External Requirements
- Monitor Internal Requirements
- Monitor Work Center Schedules
- MRP Cockpit Reuse Component

Production Operations

New SAP Fiori Apps

- Kanban Board
- Release to Production - Sequenced JIT Calls
- Confirm Production for Just-In-Time Calls

Updated SAP Fiori Apps

- Monitor Material Coverage (Version 2)
- Monitor Material Coverage - Net Segments
- Monitor Production Orders or Process Orders
- Production Order Object Page
- Process Order Object Page

Pegging for Project Manufacturing (=> A&D Industry Slides)
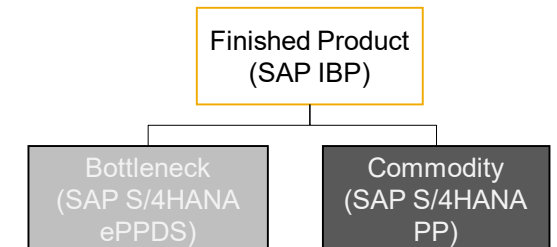
Quality Management

New SAP Fiori Apps

- Manage Workflows for Quality Task Processing
- Resolve Internal Problem

Updated SAP Fiori Apps

- Manage Defects
- Record Defects
- Process Quality Tasks
- Data Quality Rules for Products

Extended Production Planning & Scheduling*

- **Predictive MRP:** Enhance pMRP with automated update of simulation results for demand (PIR) and capacity
  - Component view, supply view and aggregated capacity on work center groups
    Solution proposals for identified issues
  - Manage Supplier Constraints

- **Production Planning Optimizer** (PPO)
  Optimal orders based on lowest calculated costs

Extended Production Engineering & Ops (PEO)*

- **Integration PEO** with **SAP ME** and **SAP DMC**

- **Disassembly** in production (in routing and during execution)

- **External operations** (in routing and during execution)

- **Variant Configuration** enablement

- Identify **installation location** (technical place function)

- Enhanced **production confirmations**

- **Product and Manufacturing Information (PMI)** for non graphical production data in CAD

- Control and track of **production tools**

Synchronized Production Planning**

Synchronized Planning: Support an **order-based integration** pattern for SAP Integrated Business Planning for response and supply, SAP S/4HANA, and production planning and detail scheduling.

Finished Product
(SAP IBP)

Bottleneck
(SAP S/4HANA ePPDS)

Commodity
(SAP S/4HANA PP)

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Predictive MRP Enhancements

Scope

Define business scope and its **top level demand**

Actively create and **Manage Supplier Constraints** NEW 2020

Calculate

Propagate the demand across the multi-level (max) BOM individually, e.g. no lot sizing

Result

Derived demands and (rough) capacity loads on all (sub) component levels, linked to the top demand
Check Multilevel impact

KPI's & Alerts on overall performance NEW 2020

Evaluate

Which top level demands **drive overload?**

What are my **limits and constraints?**

Component view, supply view and **aggregated capacity** on work center groups NEW 2020

Simulate

How to **make it fit**?

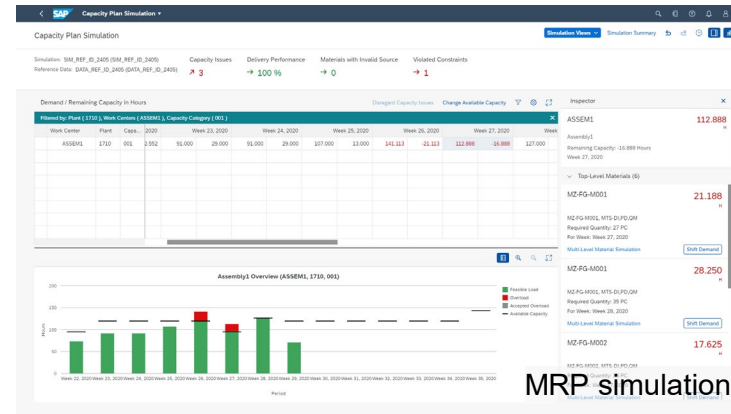Change top level demands, change component or work center availability

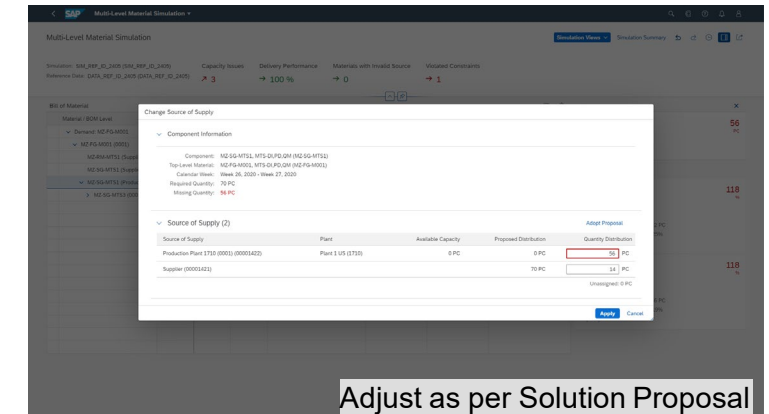**Solution proposals** for identified issues NEW 2020

Apply

Enhance pMRP with **automated update of simulation results** for demand (PIR) of top level materials & components in **active version** NEW 2020

Create pMRP Simulation

MRP simulation

Adjust as per Solution Proposal

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Enterprise Project and Portfolio Management

Project Financials Control:
Additional customer-specific information for projects / project elements in SAP Fiori overview apps and object pages

Integrated Recipe Development*

Contribution-based formulation
- Optimized formulator:
  - check against limits and targets for compliance during formulation
  - configurable contribution view layout
  - more efficient calculations

Specification data integration
- OData service to read and write specification data (description and compositions) supporting solution extensions such as supplier collaboration

Product Lifecycle Mgmt.*

Improved handover of Engineering BOM to Manufacturing:
- Use reference designators to better identify a material / component
  - in visualization
  - handing over the information from EBOM to MBOM
  - display in shop floor routings and work instructions

Advanced Variant Configuration*

- Support for **multilevel sales kit-** / SET scenarios for configured products
- VC data in **sales order SOAP services**
- Improved **data transformation** tools from LO-VC to AVC
- **Enhancements** in modelling, simulation and search

Extended Enterprise Project and Portfolio Management*

Project Management:
- **UI5-based Gantt chart**, replaces Java-based Gantt chart, for multi-project monitoring
- **Usability improvements** for project and portfolio management (customer connection)

Commercial Project Management:
- Versioning of risk scenarios
- Import plan data from WBS elements
- Integrated forecasting on PPM structures

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SAP S/4HANA R&D: Delta Scope Summary (2/2)

Product Compliance*

Comprehensive product compliance checks
- In sales quotations, sales contracts, in addition to sales orders and outbound deliveries
- Covering product marketability, dangerous goods, and safety data sheet checks
- New status fields for these areas on header and item levels
- Automated block if compliance checks for dangerous goods or marketability fail

Monitoring of substance volumes
- Monitor imported and produced substance volumes on monthly and yearly basis

Regulatory content
- Update of compliance requirements:
  - Dangerous Goods: 9 new
  - Product Marketability: 22 new; 113 updated
  - Safety Data Sheets: 51 new; 7 updated
- Analyze delta between compliance requirement versions (substance lists)

Data maintenance
- Compositions: Flexibly maintain legal composition data depending on legal area
- Maintain physical-chemical data for safety data sheets, labels, and reports
- New SAP Fiori app to view the marketability assessments for unpackaged or packaged products

Safety data sheet management
- Automated triggering of SDS shipment in delivery processing
- Automated subsequent SDS shipment according to U.S. and EU regulations
- SAP Fiori app for maintaining data in sections 4 (first aid measures), 5 (firefighting measures) and 8 (personal protection measures)

Dangerous goods management
- Enhanced My Packaged Dangerous Goods Fiori app to manage packaged dangerous goods data via description templates
- Interface for receiving DG data from external system
- EDI output of DG data in outbound delivery (ASN)

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# SAP S/4HANA Asset Management: Delta Scope Summary

Maintenance Management

- **Categorize operations** into pre-, main-, and post-work
- **Real-time visibility** of estimated, planned, and actual maintenance **costs**

Create Maintenance Order

Asset Operations and Maintenance*

- Change operations with cross-order relationships and choose any future start date for multiple operations
- Navigate to the maintenance schedule of a functional location or an equipment
- The new **View Maintenance Schedule for Assets** app shows you when an asset is under maintenance in the next 4 weeks
- You can view the asset in its **hierarchical structure**, including all sub assets
- New SAP Fiori: Verify Usage Management
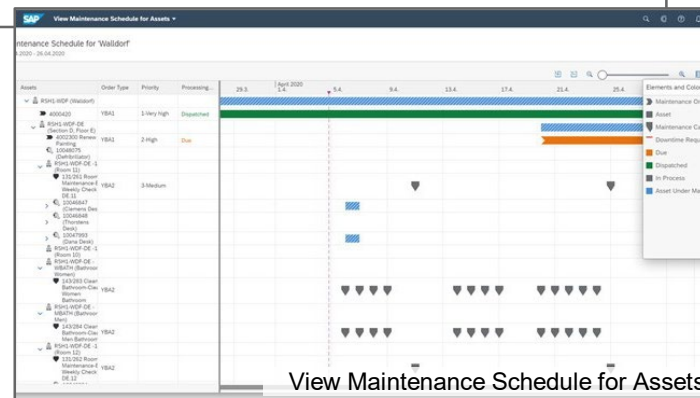
View Maintenance Schedule for Assets

Environment Health & Safety*

- Redesigned home page
- **Emissions forecasting** based on historical data
- Management of equipment related safety data
- Management of generic safety information

Emissions Forecast

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SAP S/4HANA 2020 Delta Scope Highlights by Industry
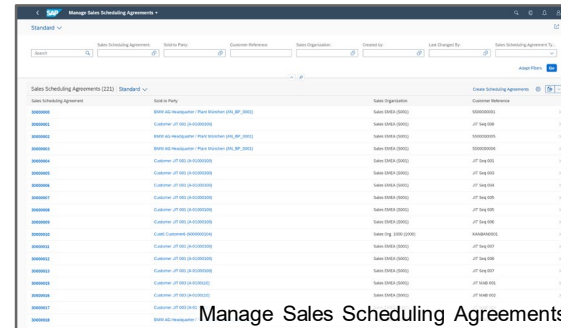
SAP S/4HANA Industries: Delta Scope

Automotive

Scheduling agreement handling

- New scheduling agreement type to enable consignment process with external service provider

Production backflush

- Reporting point backflush records for asynchronous goods issue posting can be processed immediately

Manage Sales Scheduling Agreements

Next-generation Just-in-Time (JIT)/Just-in-Sequence (JIS) – enhanced JIT/JIS supply to production

- Internal replenishment including replenishment from EWM

- External replenishment from external suppliers with direct goods receipt posting (inbound deliveries not supported yet)

- Replenishment planning for automated JIT call creation (based on control cycles) including new SAP Fiori app

- Sequenced JIT call creation based on planned orders (repetitive manufacturing)

- Manual JIT call creation via scanning-enabled SAP Fiori app

- JIT call monitoring SAP Fiori app

Next-generation Just-in-Time (JIT)/Just-in-Sequence (JIS) - enhanced JIT/JIS supply to customer

- Integration to repetitive manufacturing

- Enhanced control for outbound delivery creation for summarized JIT calls (tolerance and delivery split criteria)

- Demand analysis for JIT calls (compare forecast delivery schedules with JIT calls)

- Create JIT delivery schedule from JIT calls via job scheduling for more accurate planning

- Conditional activation of new solution based on e.g. JIT/JIS customer/plant/sales organization

- Re-order process for JIS calls enables prioritized processing of re-ordered components/modules

- Business-rules based determination of component groups and packaging specs for JIS calls (based on SAP CPBR**)

- New JIT call monitoring app for customer JIT/JIS calls

- Enhanced configurability via custom actions

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SAP S/4HANA Industries: Delta Scope

Aerospace & Defense

Project Manufacturing Management and Optimization (PMMO)

- SAP PMMO integration with materials and logistics management to enable project-driven manufacturing

- Pegging for Project Manufacturing Management and Optimization

- Flexible cost distribution for management and optimization of project manufacturing

- Performance optimization for SAP PMMO

Non-conformance management – defect handling with standardized problem-solving process

Integration:
- Streamline manufacturing by integrating **SAP S/4HANA Manufacturing for Production Engineering & Operations (PEO)* with SAP Manufacturing Execution****

Oil & Gas*
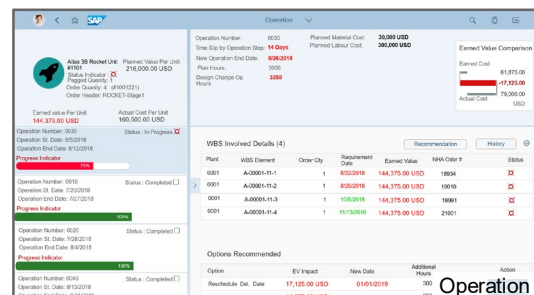
Joint Venture Accounting

- Full support of Joint Venture Accounting in Central Finance: central repository for joint venture accounting information across multiple source systems leveraging the finance universal journal in the central finance receiver system

Oil & Gas integration with Commodity Management

- Trader's Scheduler's Workbench (TSW) event integration with Commodity Pricing Engine (CPE): CPE reference date determination using TSW event dates

- Quantity conversion interface (QCI)-corrected Commodity Pricing Engine formulas in contracts & orders: Using QCI default values at contract and order level

Scheduling Assistant App

- Decision support for transportation schedulers: the Scheduling Assistant App considers transshipments for alternative scheduling options

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SAP S/4HANA Industries: Delta Scope

Retail & Fashion*

Fashion

Planned and Production Order Management

- Process integration of SAP Mill Products for textile companies: increasing the profitability by leveraging end-to-end integration of Textile and Fashion processes

Purchase Order Processing

- Allow purchasers to group schedule lines and prioritize demands during alignment of account-assigned purchase requisition items
- Allow purchasers to optimize their strategies based on simulation results and KPIs for matching sales and purchasing documents during alignment
- Enable purchasers and inventory managers to change segmentation values in purchase contracts and batches respectively

Product Data Management

- Manage variant configuration for retail single articles in the make-to-order scenario in supply chain management processes

Sales Order Management and Processing

- Ability to view sales orders at different levels and update them in bulk
- Enable the order-fulfillment specialists to schedule background jobs for the manage excess requirements application

Supply Assignment

- Allow inventory managers to update inventory for articles that are relevant to supply assignment and are used in open delivery documents
- Enable order fulfillment managers
  - to define sorting rules for demand documents during temporary assignments
  - to manage supply assignment rules during the configuration of backorder processing variant
  - to define rules for grouping different sets of demand documents during the supply assignment and release check process
  - to enable IFO (inbound delivery for outbound delivery) for fixed batch–relevant articles in supply assignment
- Enhance transparency of the production and sales processes across the entire supply chain managers to optimize existing assignments by taking various actions in the Monitor Supply Assignment Demand app
- Increase stock visibility by considering Supply Protection in Supply Assignment: Consideration of "protected stock" in supply assignment and in the related SAP Fiori apps for supply demand overview
- Supply and Demand Cockpit
- Management of excess requirements

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SAP S/4HANA Industries: Delta Scope

Retail & Fashion*

Consumer*

Retail

- Enable retail business process capabilities due to **conversion of materials to retail articles**
- Increase sales volume through support for **click-and-collect scenarios**. Support in-store processes to enable:
  - Efficient picking of products for online customer orders through an SAP Fiori app
  - Handover of online-ordered products to customers through an SAP Fiori app
- Improve operational efficiency by providing insight-to-action capabilities through a **store merchandising cockpit** enabling store associates and store managers to view operational indicators and respond appropriately
- Deliver flexible integration through an enterprise service for sending product information and through **point-of-sale (POS) inbound communication** with enterprise services
- Process automation through RFID enhancements
- SAP Fiori app to assign associates to a store

SAP Direct Delivery - Last Mile Distribution

- First release of core component of SAP Direct Distribution in SAP S/4HANA called Last Mile Distribution (LMD)
- Last Mile Distribution provides aggregation of all data provided by other SDD components and interfacing business applications to provide planning and optimization capabilities for trucks, routes and the building of packages
- The first LMD release supports:
  - ‚Delivery driver' scenario in which a personal truck fleet is used to deliver pre-ordered goods to stores, vending machines, and other points of sale

Commodity Management

- Central purchase contracts with the commodity pricing engine

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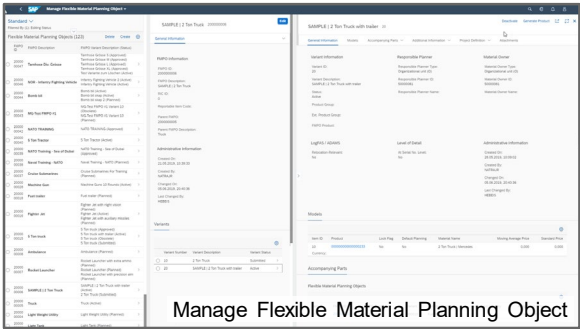# SAP S/4HANA Industries: Delta Scope

Utilities*

- Invoice utilities billing documents in **SAP Convergent Invoicing*** together with non-utilities billing documents

- Leverage **Business Process Exception Management (BPEM)**
  - Utilities billing and invoicing – SAP Fiori for billing specialists
  - Utilities meter reading – SAP Fiori for meter data specialists

- Streamlined "change" and "cancel" processes for utilities contracts within SAP S/4HANA Utilities for Customer Engagement

- **Enhanced integration** between Product Manager app in SAP Commerce Cloud** and SAP S/4HANA:
  - Enhanced Utilities Sales Contract API to capture additional billing-relevant information during commodity order capture

- API to read and create prices in SAP S/4HANA Utilities

- Enhanced SAP S/4HANA Utilities integration with SAP Marketing Cloud**
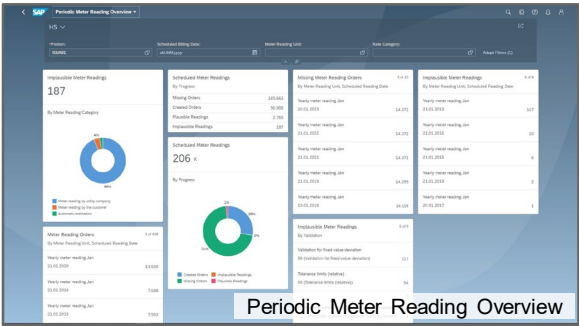
Defense and Security*

- **Platform code and platform code group** for better analysis and handling of systems

- Better maintenance status reporting with new **critical/site equipment**

- Improved material availability analysis with the new "**Authorized-Actual Comparison**" SAP Fiori app

- **New** and **enhanced SAP Fiori apps** for increased user experience and end user satisfaction

- Improved **logistics processes** for defense and security organizations

- New **allowance** handling process

- Improved **force element**

Periodic Meter Reading Overview

Manage Flexible Material Planning Object

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SAP S/4HANA Industries: Delta Scope

Banking*

Loans Servicing

- New functionalities in the SAP Loans Management for Banking, SAP S/4HANA edition*:

    - New enterprise services in the areas of reduction, withdrawal, and reactivation

    - Support the EU Benchmarks Regulation, especially the handling of overnight risk-free rates (RFRs)

    - APIs to use clustering capabilities

Financial Accounting

- Report and close financial statements with integrated average daily balance (ADB) types, including month-to-date average, quarter-to-date average, and year-to-date average balances

- Accelerate financial close processes by getting insights into ADB impacts of top-down adjustments

- Eliminate reconciliations and data breaks by calculating ADB key figures based on the operational ledgers

Collateral Management

- Integration with "total commitment" functionality in the business partner functionality for financial services

- Provision of additional calculation capabilities (such as the collateralization-ratio percentage)

- User ability to change the administration organizational unit

- Usability improvements for the collateral management system workbench (for instance, sorting of collateral entities on the "find" and "new" pages)

- Option to control the display of free collaterals

- Enhanced use of securities accounts (ability to charge a complete securities account or only single positions of a securities account)

- Delivery of improvements for change requests (such as management of additional data by change requests and improved change documents)

Average Daily Balance Key Figure Calculation

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SAP S/4HANA Industries: Delta Scope

Insurance*

Policy Processing

- Change-quote-to-cash self-service capabilities in support of underwriting and connecting SAP Commerce, financial services accelerator**, with SAP for Insurance solutions

- Customization consistency checker for policy management in SAP S/4HANA

- Faster time to market for new insurance products based on improved product agility in policy management in SAP S/4HANA

- Lower implementation costs using additional remote-enabled functionality for new business and for changes to policy management in SAP S/4HANA, for the auto line of business

- Released or refused applications: reducing the volume of data through early deletion of additional technical information (POLICY2)

- Retrieve policy and contract information with the SAP Fiori app "Policy Inquiry"

- Storage of policy-issued correspondence from policy management in SAP S/4HANA into SAP Cloud Platform Document Management**

- Support for version 6.1 of registration data exchange by the Austrian Insurance Association for the automotive line of business

- Synchronization of bonus-malus data in policy management for the automotive line of business

Claims Notification

- New international auto insurance available as a standard product for claims management in SAP S/4HANA

- Retrieve 360-degree information on insurance customers with the SAP Fiori app "Customer 360"

- Retrieve claims information using the SAP Fiori app "Claims Inquiry" for inquiry processes for claims management

Reinsurance

- Flexible premium handling in connection with prior cessions

- Support of additional document repository interface (DRI) variant in the exchange data interface (XDI)

- Ceded integration of the Reinsurance Technical Accounting Blockchain** (Ritablock)

- Accumulation change for pending insured risks

Profitability and Performance Management

- Integrated scenarios with SAP Ariba**, SAP Concur**, and SAP SuccessFactors** solutions

- Integrated scenarios with SAP Analytics Cloud for planning**

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SAP S/4HANA Industries: Delta Scope

Public Sector*

- Ability for users and budget-responsible roles to either enter or adjust budgets based on an external spreadsheet

- Integration of hire-to-pay functionality in SAP SuccessFactors** solutions with financing objects in SAP S/4HANA Public Sector

- Capability to finance positions with additional public sector management cost objects in SAP SuccessFactors Employee Central**

- Provide intermediate data storage for previously transferred plan data values in controlling (CO) to gain more control in the process of budget input from controlling

- Enable public sector organizations to model business processes involving budget requests through a series of APIs

- Straightforward implementation through debt management as part of SAP S/4HANA: rule-based grouping of debt, rule-based derivation of collection strategy, modeling of enforcement actions

- Adding value to processes in investigative case management by enabling SAP Fiori user experience (UX) for new entities and facilitating simple analytics with core data services (CDS) views

My Budget Overview
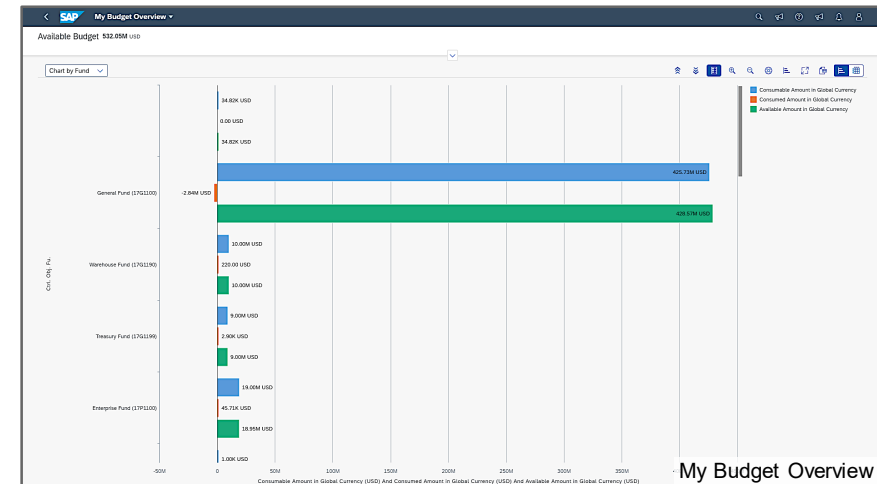
Thank you.

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