How to Actually Benefit from your S/4HANA System: 6 Proven Ideas

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Nov 9, 2026

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60+
Family of SAP **experts**



Pure SAP player

We are a trusted SAP advisor with more than 25+ years experience in the Swedish market

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SOA People - global

1 000+
loyal customers

1600+
Big family of SAP
experts

25+ years
of success

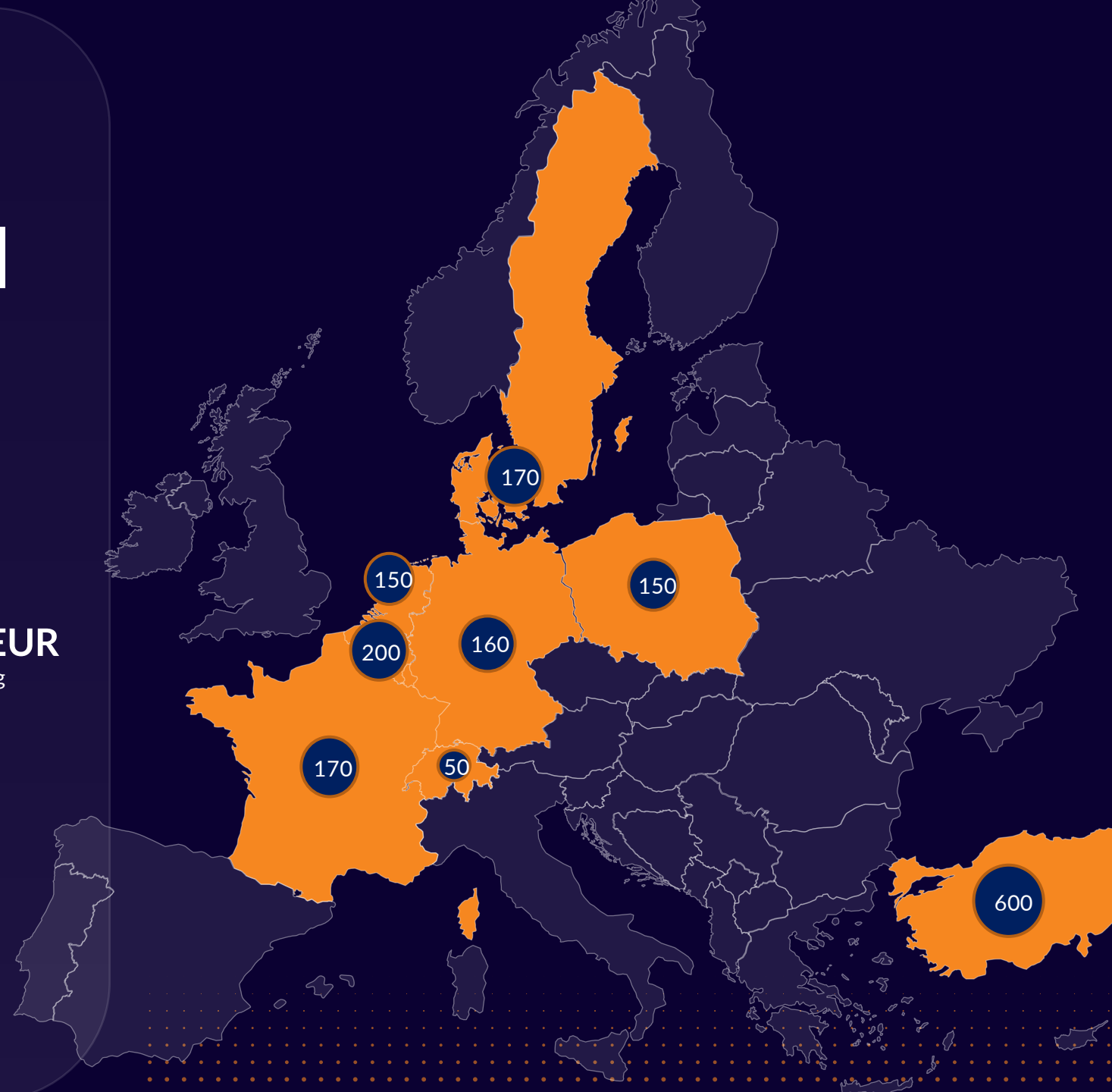
235,000,000 EUR
Group revenue exceeding

25+
regional offices

22+ **different**
nationalities

UNITED VARS
MEMBER

SAP Platinum Partner



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The 6 ideas

01

Position the company for agility

Transformation roadmap with Signavio

02

Increase user productivity

Fiori / Joule

03

Integrate with customers, suppliers and partners

Portals

04

Optimize processes

Sales order creation AI

05

Amplify users

AI in procurement

06

Become insight-driven

From operational reporting to Joule Work

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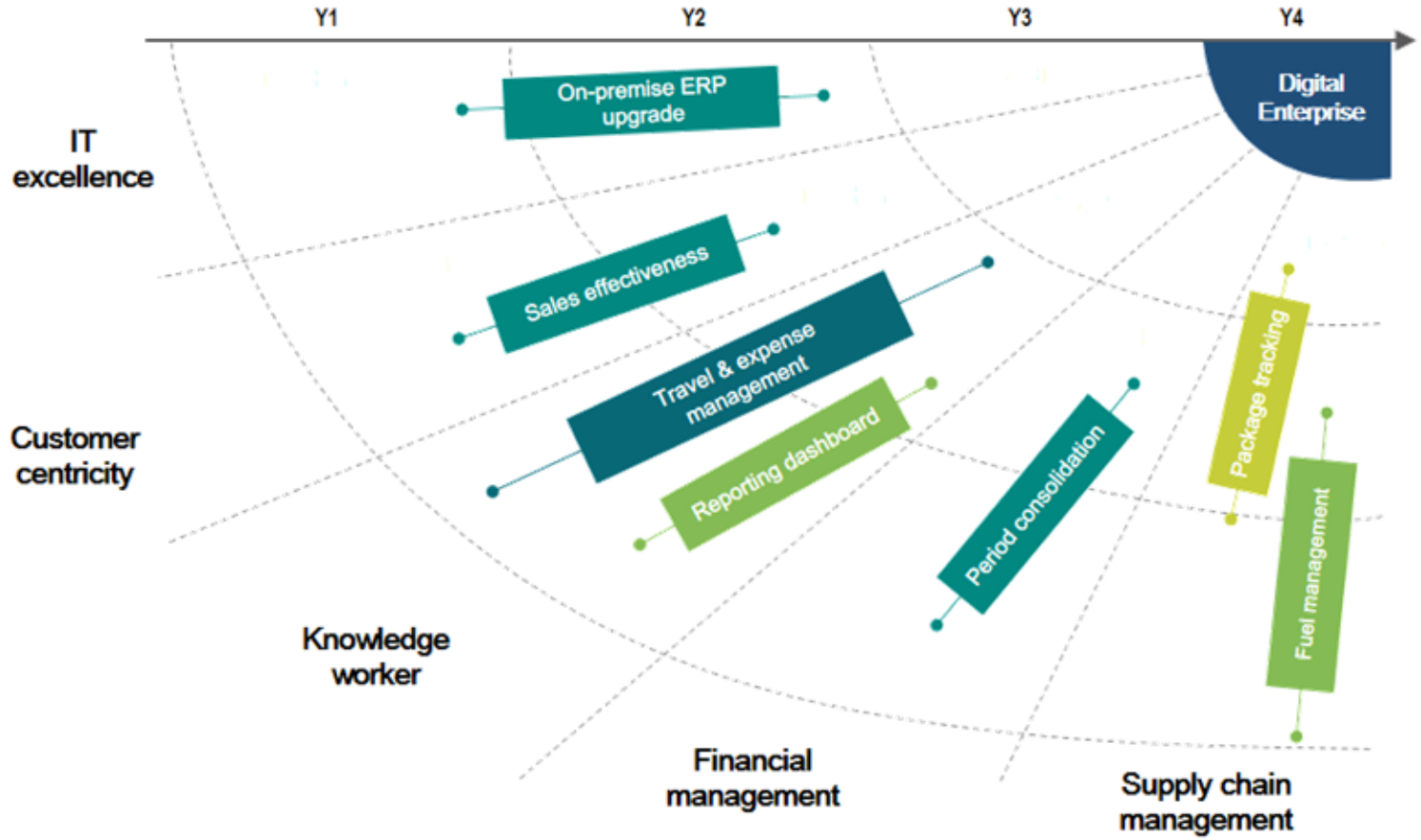
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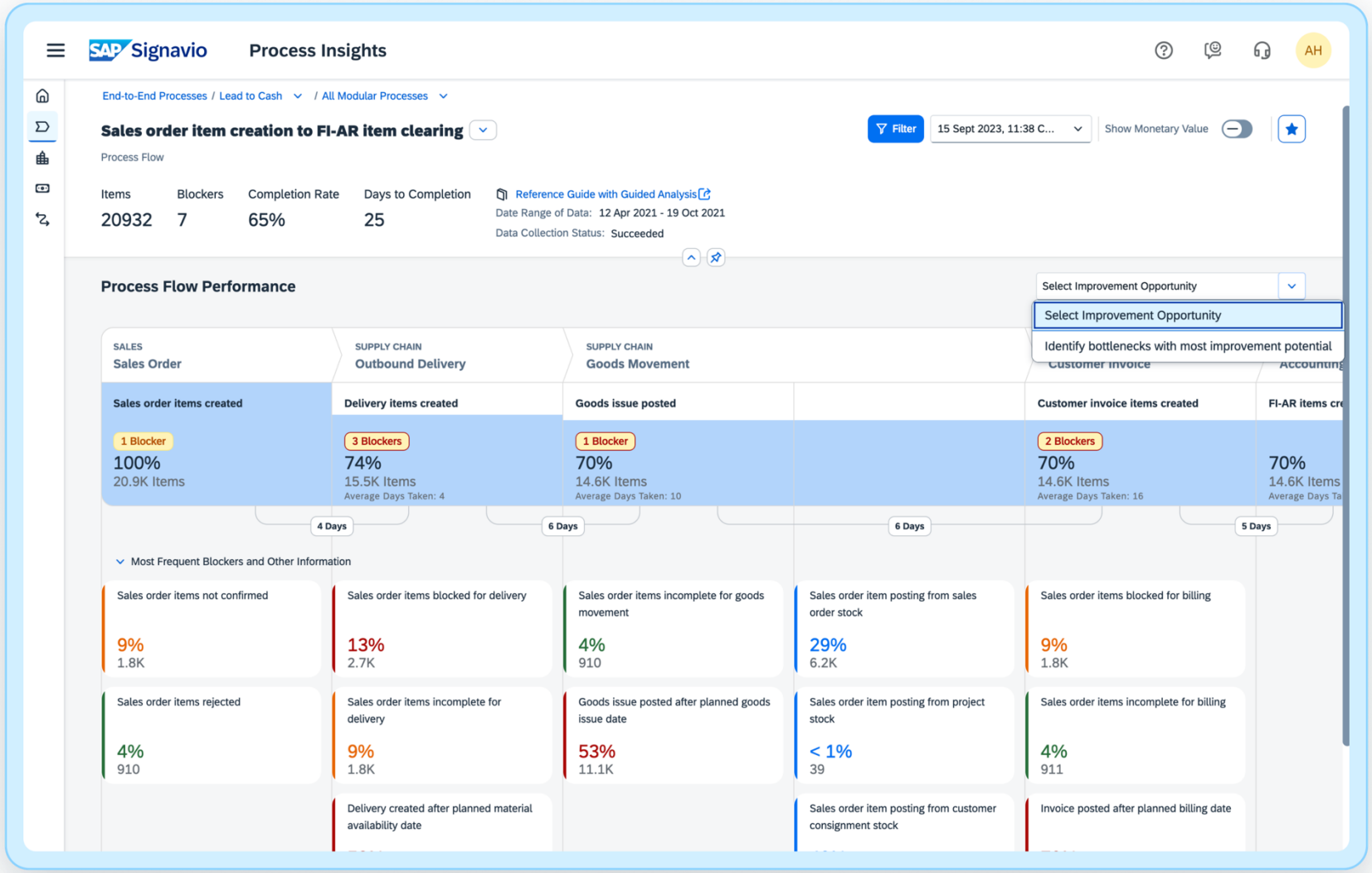
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Build roadmap



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Identify process improvements



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Establishing the value – start from the goals



Be more **MOBILE**



GUIDE me better



RESPOND faster



COLLABORATE better



Be more **INSIGHTFUL**



REACT faster



Be more **AUTOMATED**



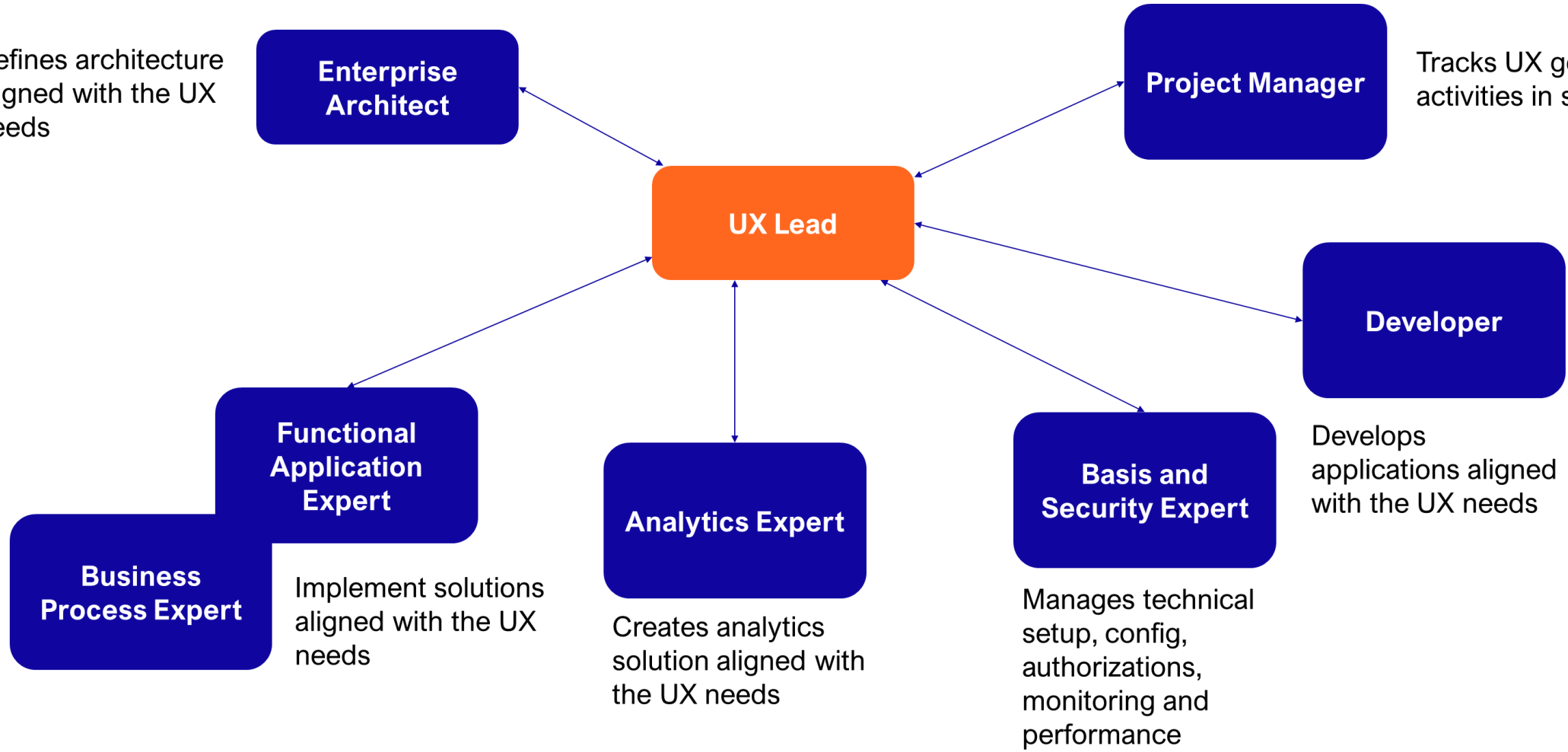
Be more **PROACTIVE**



Be more **ADAPTABLE**

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UX Lead in the project team



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Client choice

Technology	Options	Impact
Fiori	Use only SAP GUI	Completely miss Fiori
	Use only Fiori apps in the browser	Miss functionality Some power users may complain
	Use SAP GUI and browser	Users need to login twice Slower Fiori adoption
	Use Business Client	Users can run Fiori apps and Win GUI transactions
	Use only the browser and add Web GUI transactions	More effort, but it helps the gradual roll-out of Fiori apps
Joule Work	Joule Work	Agentic Thinking based on Knowledge Graph, domain models, etc.
	Joule Work Desktop	Additionally access to local resources (email, files, etc.)
	Joule Work mobile app	Take actions anytime, anywhere. Use voice control

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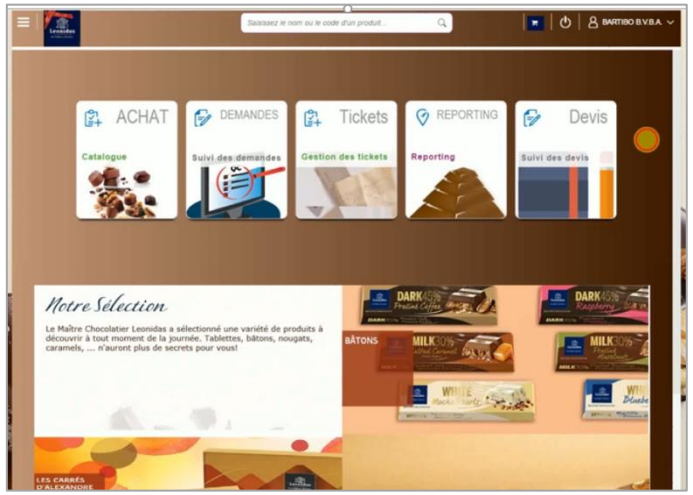
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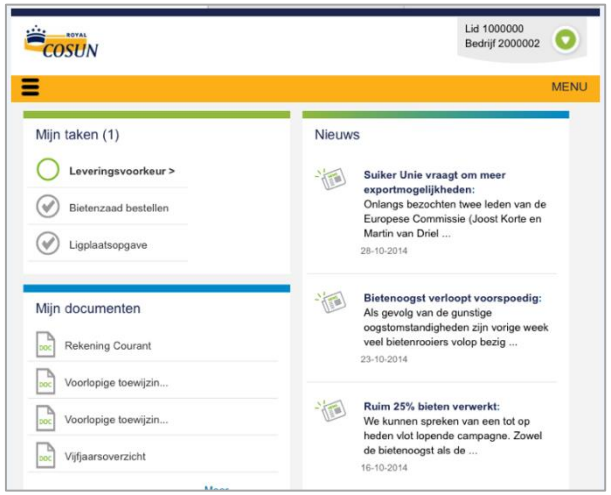
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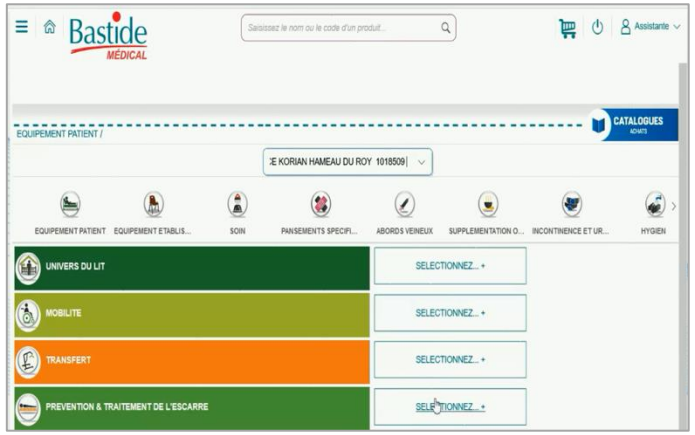
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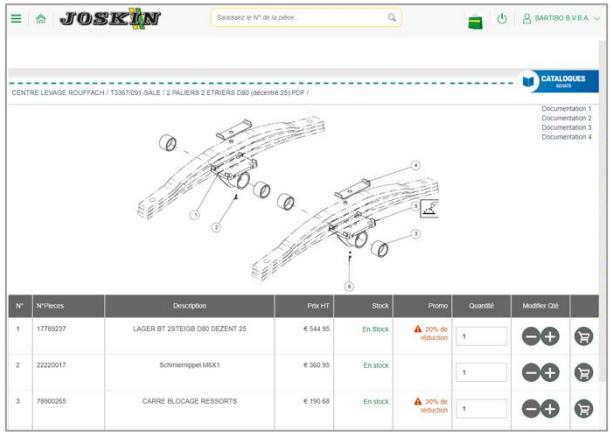
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B2B Portal and Web Shop









- Built on SAP's strategic SAP Business Technology Platform (Business AI Platform)
- 100% SAP technology (from front-end to back-end)
- Fully integrated with on-premise or cloud SAP back-end system (ECC, S/4HANA, S/4HANA Cloud)
- Real-time data in the portal
- Fast and high-quality implementation
- Security by SAP
- Full flexibility in UX

SAP® Qualified
Partner-Packaged Solution

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B2B Portal and Web Shop

- ✓ Secure login/password for customers & admins
- ✓ Account dashboard
- ✓ Portal home page
- ✓ Product catalog
- ✓ Mass upload
- ✓ Inventory availability from ERP
- ✓ Shopping cart & check-out
- ✓ Order purchase/status/history/reorder
- ✓ Quotes (request)
- ✓ Shipments
- ✓ Payment history
- ✓ Pay invoices
- ✓ PIM integrations
- ✓ Reporting

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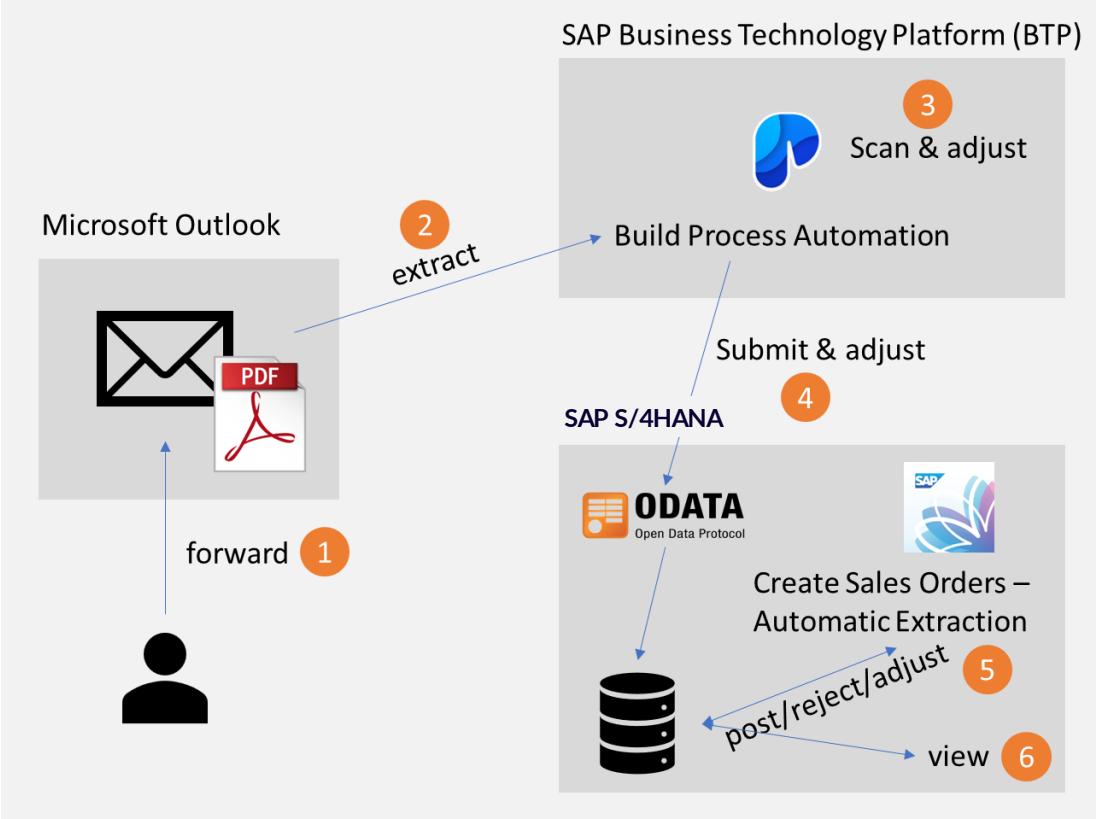
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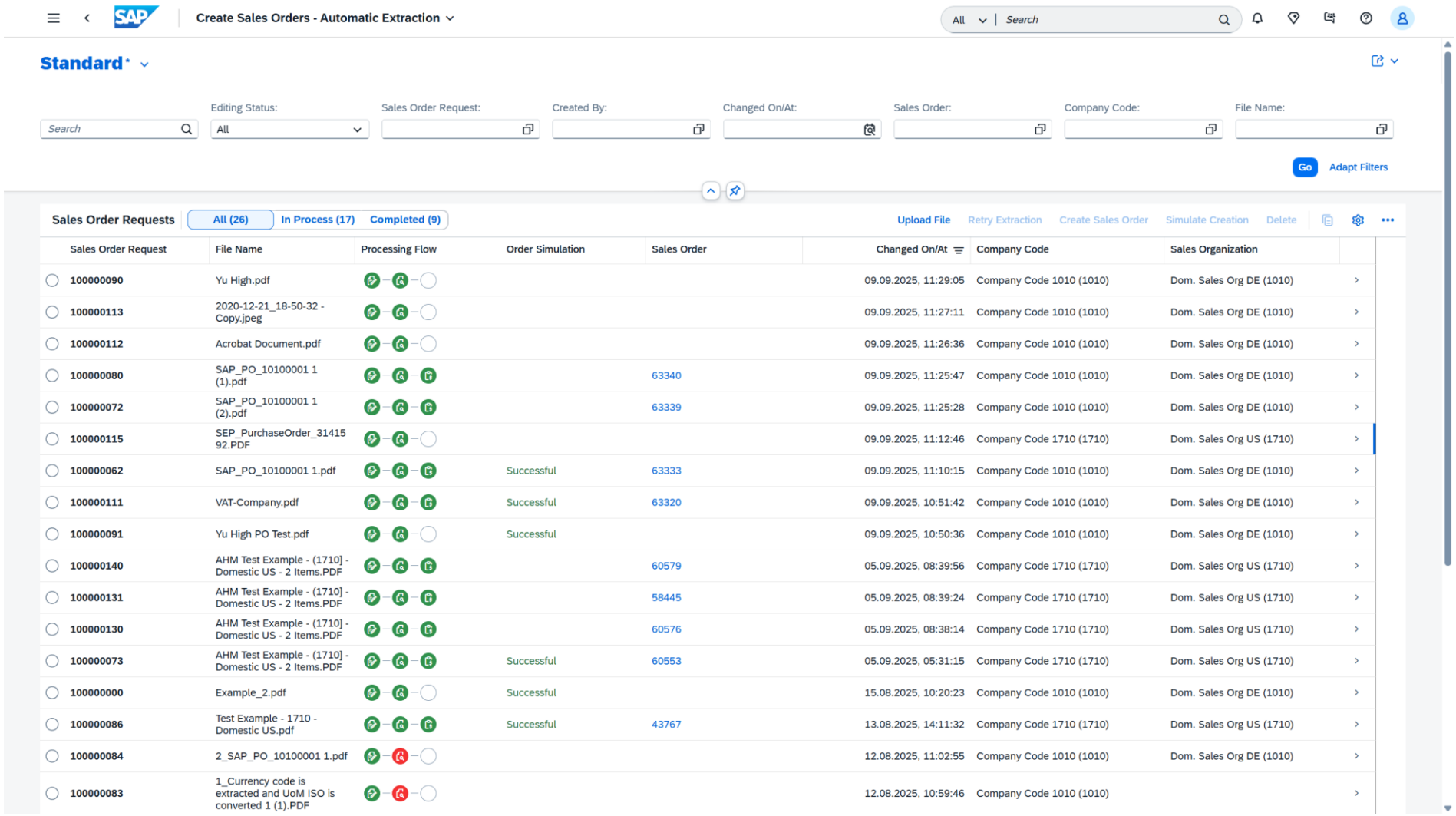
Create sales orders automatically

1. Sales people forward emails of customer to a central email address (manually or automatically)
2. System extracts PDF files from email
3. System scans contents of PDF
4. System converts contents of PDF files into SAP format and submits to the SAP back-end
5. User can approve and post/reject/adjust of the system proposal
6. User can open the PDF attachment in the sales order



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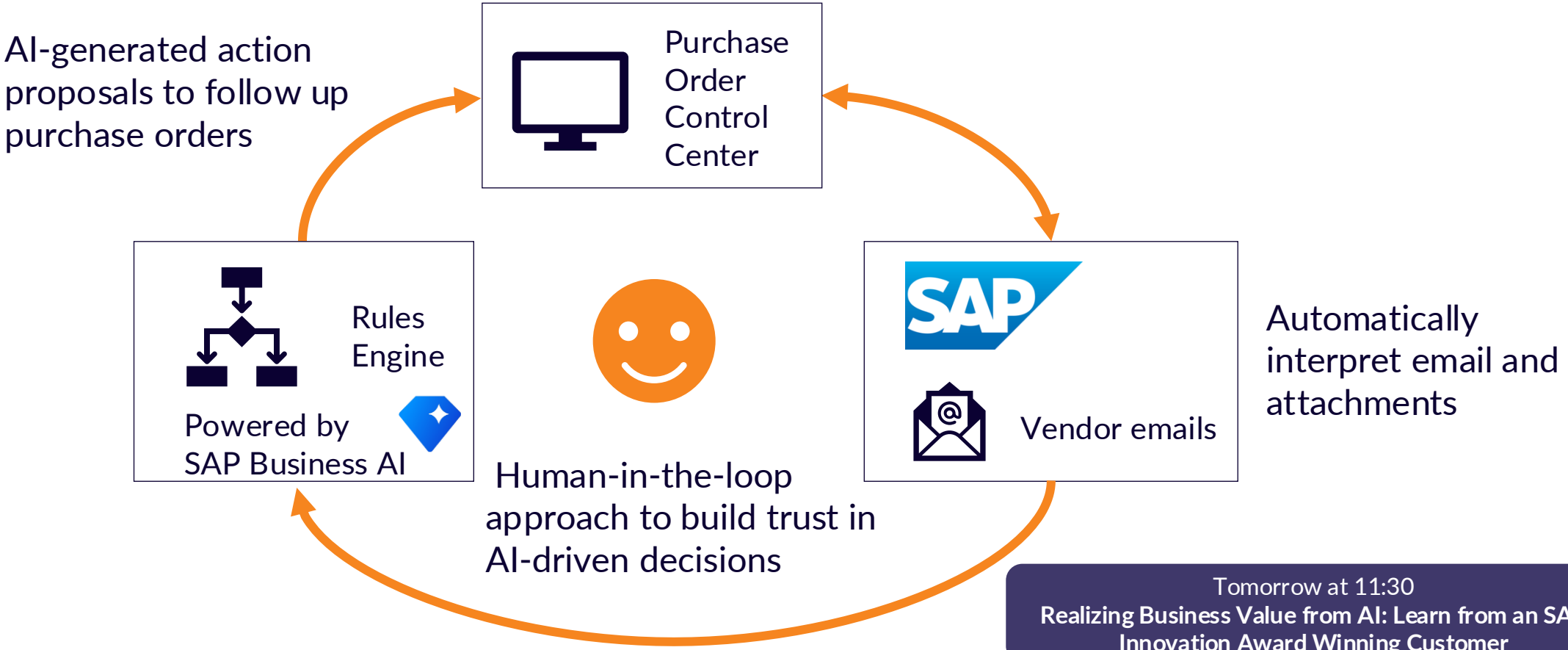
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SAP Innovation Awards 2026

Procurement agent

Promocean implemented an AI-driven procurement solution which guides operational buyers in making a timely and consistent follow-up of purchase orders and increasing purchasing performance.



Tomorrow at 11:30
Realizing Business Value from AI: Learn from an SAP Innovation Award Winning Customer

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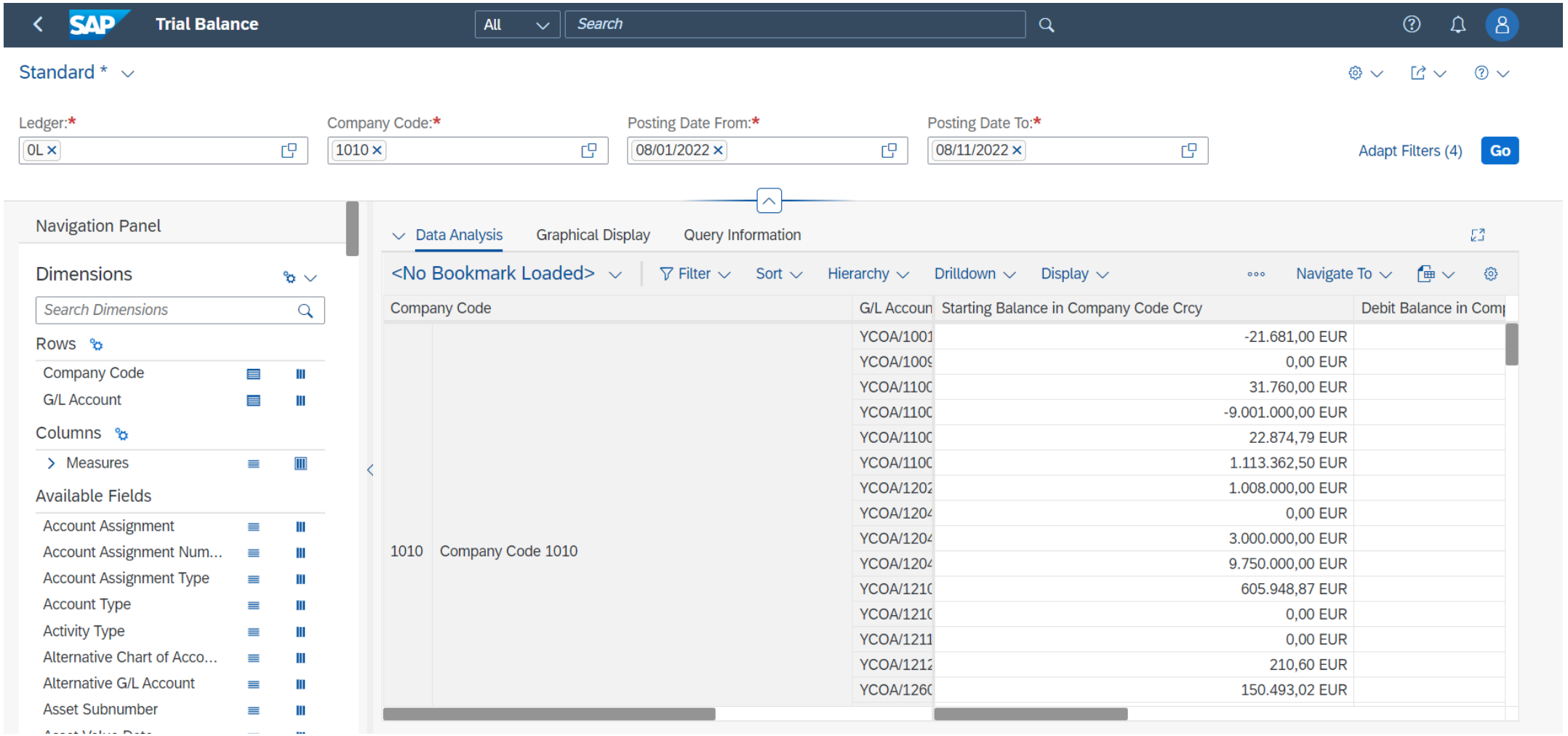
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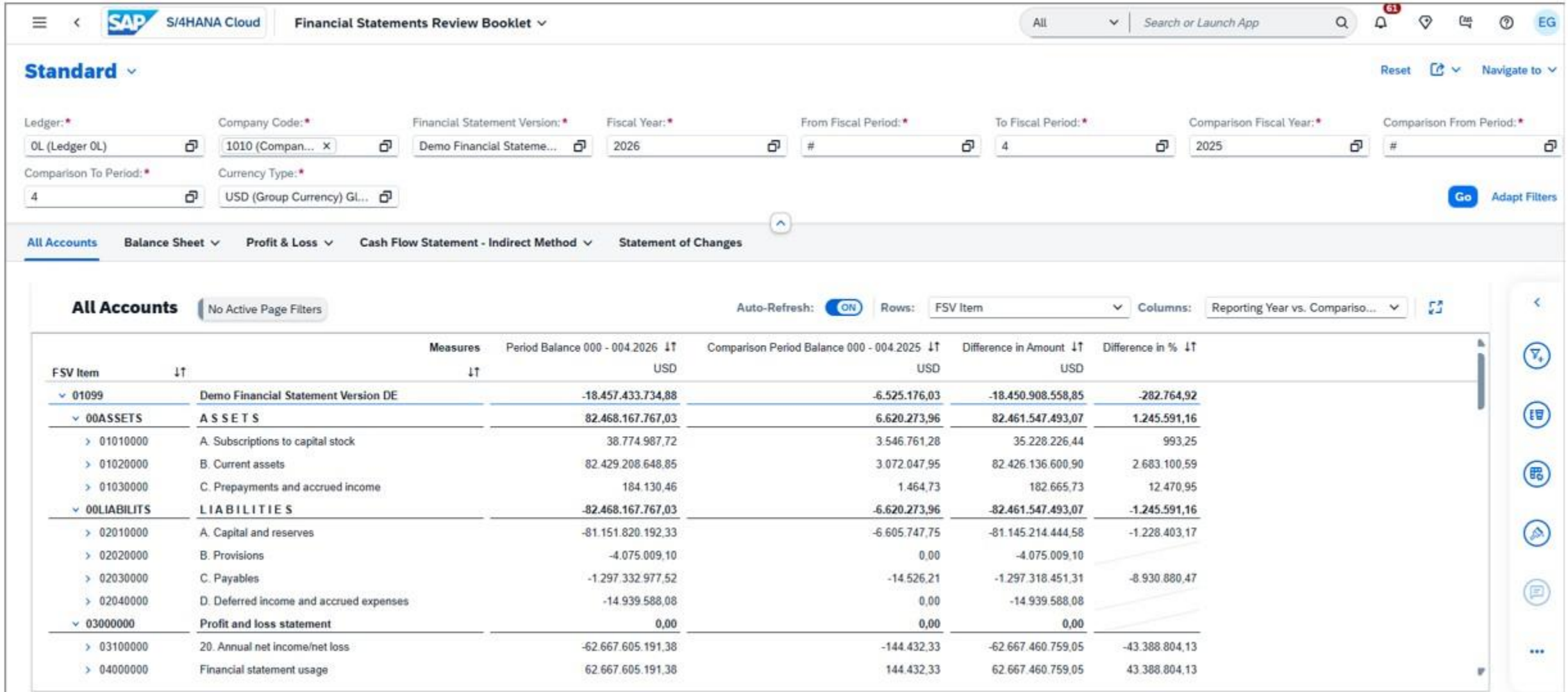
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Multidimensional Data Grid Apps



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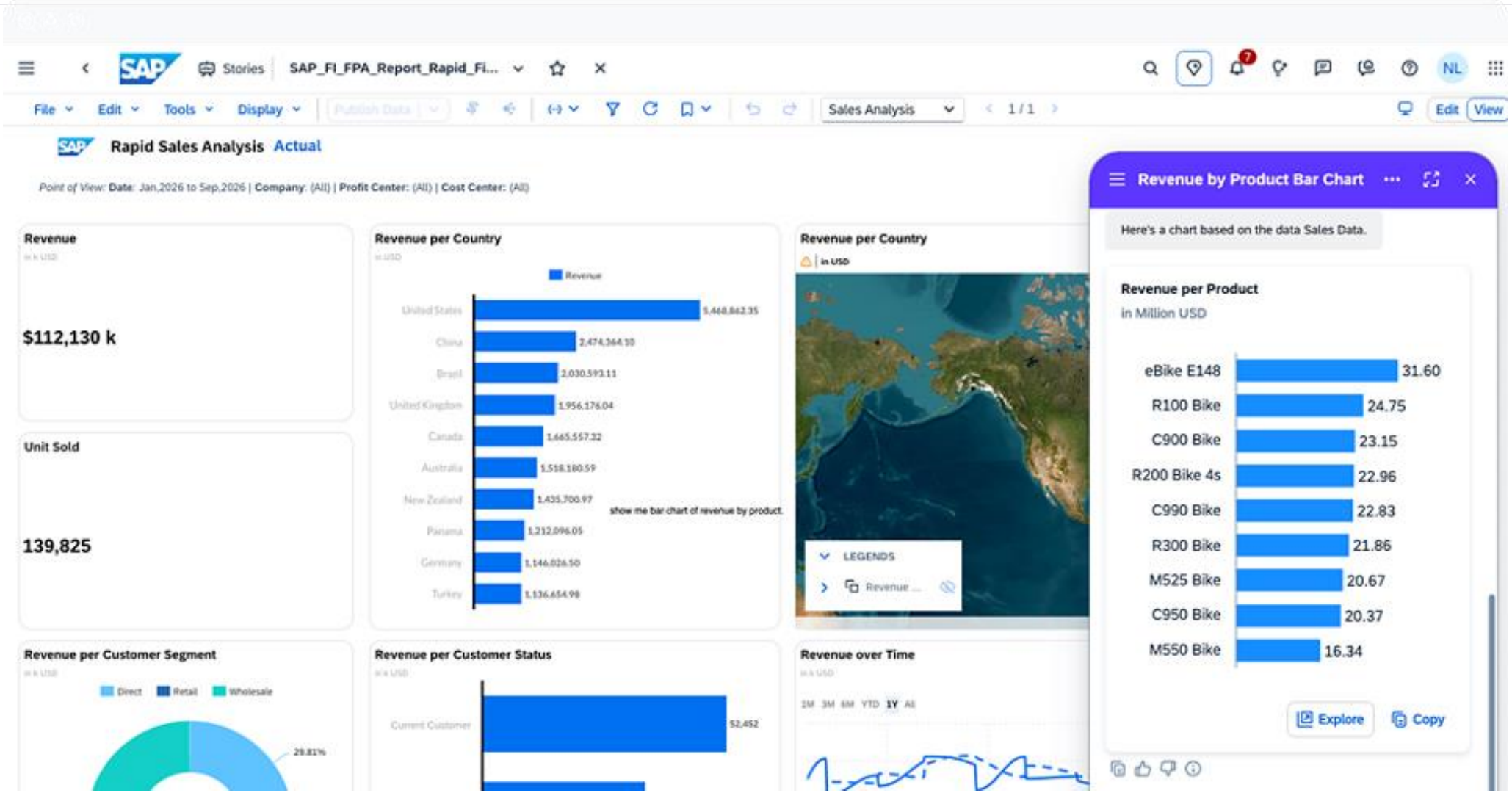
Review Booklets



FSV Item	Measures	Period Balance 000 - 004.2026 USD	Comparison Period Balance 000 - 004.2025 USD	Difference in Amount USD	Difference in %
01099	Demo Financial Statement Version DE	-18.457.433.734,88	-6.525.176,03	-18.450.908.558,85	-282.764,92
00ASSETS	ASSETS	82.468.167.767,03	6.620.273,96	82.461.547.493,07	1.245.591,16
01010000	A. Subscriptions to capital stock	38.774.987,72	3.546.761,28	35.228.226,44	993,25
01020000	B. Current assets	82.429.208.648,85	3.072.047,95	82.426.136.600,90	2.683.100,59
01030000	C. Prepayments and accrued income	184.130,46	1.464,73	182.665,73	12.470,95
00LIABILITS	LIABILITIES	-82.468.167.767,03	-6.620.273,96	-82.461.547.493,07	-1.245.591,16
02010000	A. Capital and reserves	-81.151.820.192,33	-6.605.747,75	-81.145.214.444,58	-1.228.403,17
02020000	B. Provisions	-4.075.009,10	0,00	-4.075.009,10	
02030000	C. Payables	-1.297.332.977,52	-14.526,21	-1.297.318.451,31	-8.930.880,47
02040000	D. Deferred income and accrued expenses	-14.939.588,08	0,00	-14.939.588,08	
03000000	Profit and loss statement	0,00	0,00	0,00	
03100000	20. Annual net income/net loss	-62.667.605.191,38	-144.432,33	-62.667.460.759,05	-43.388.804,13
04000000	Financial statement usage	62.667.605.191,38	144.432,33	62.667.460.759,05	43.388.804,13

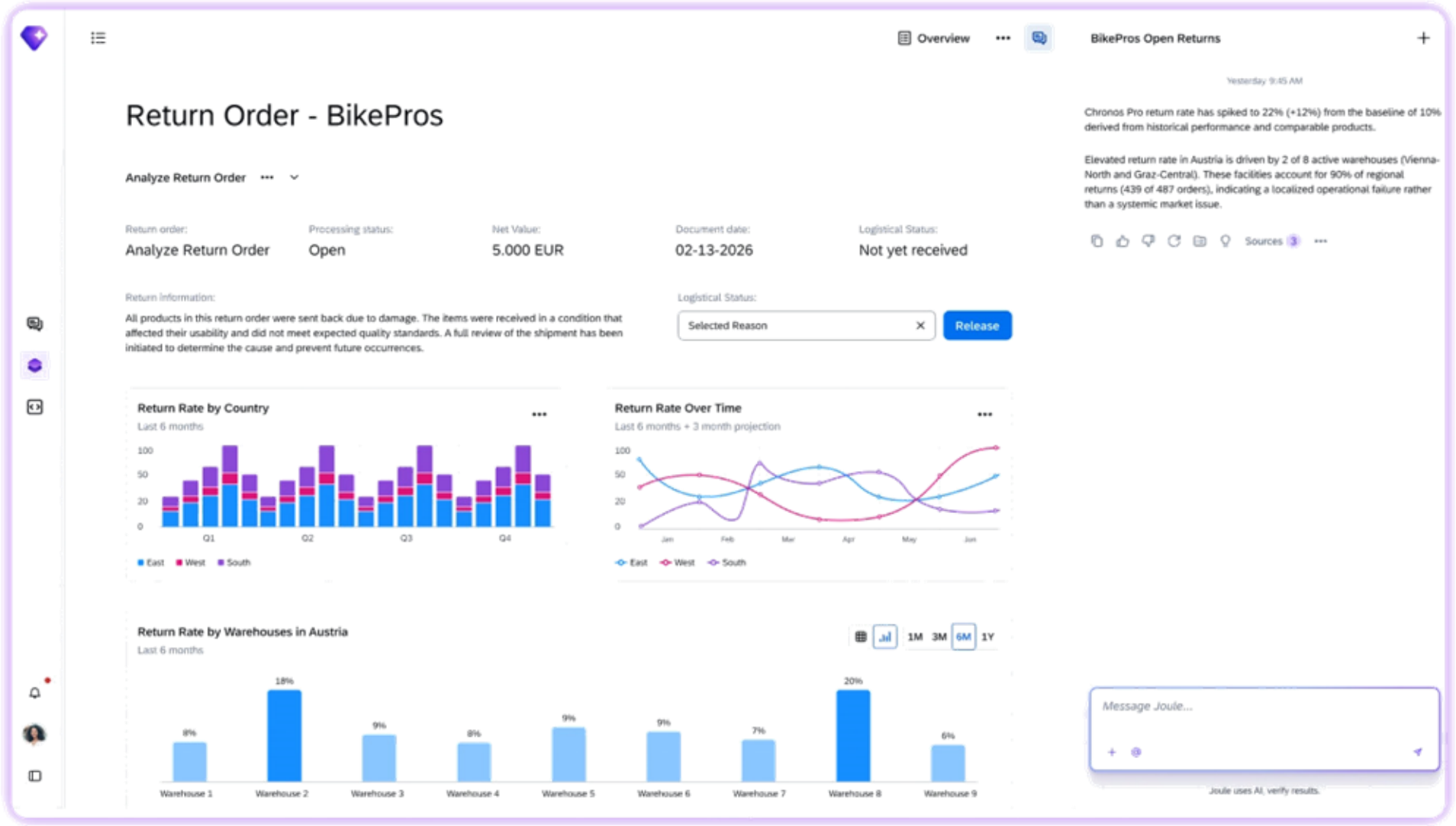
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SAP Analytics Cloud in Business Data Cloud



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Joule Work



Key Take Aways

1

Use what is in the box

Fiori, Joule and embedded analytics come with S/4HANA

2

Use what is in the BOM

Signavio is already licensed: build the transformation roadmap with it

3

BTP / BAIP is very powerful

Portals for customers, suppliers and partners; AI in sales and procurement