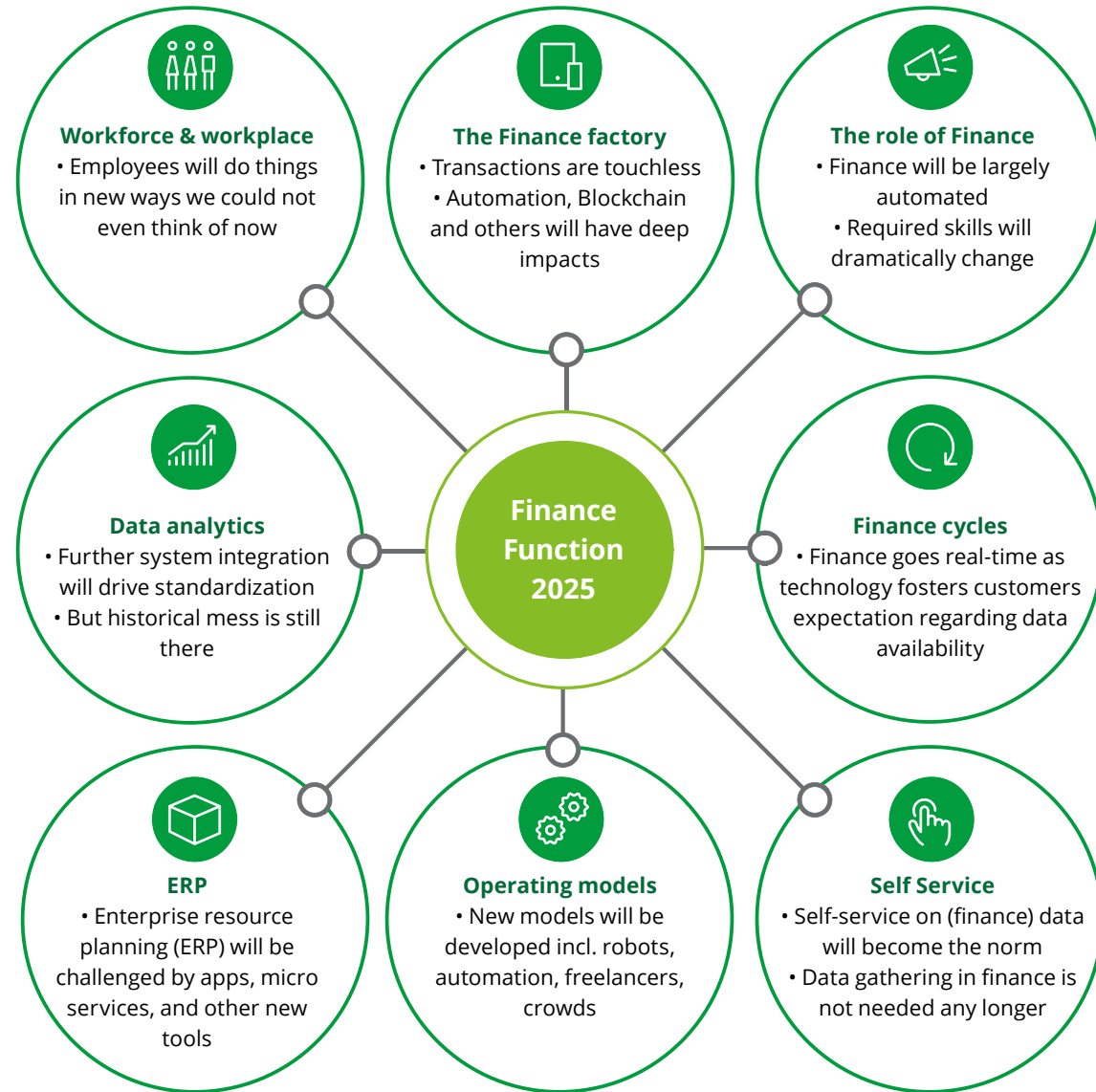


01

The Future

In a volatile, uncertain, complex and ambiguous environment the Finance function of tomorrow will become highly automated, providing real-time analysis enabled by a comprehensive data base



02 The Challenges

To meet the future's challenges, companies need to revise their steering models and realize potentials from digitization:

Simplification

Reduce functional complexity & challenge steering impact, reduce modifications

Harmonization

One approach for all entities also on transactional level

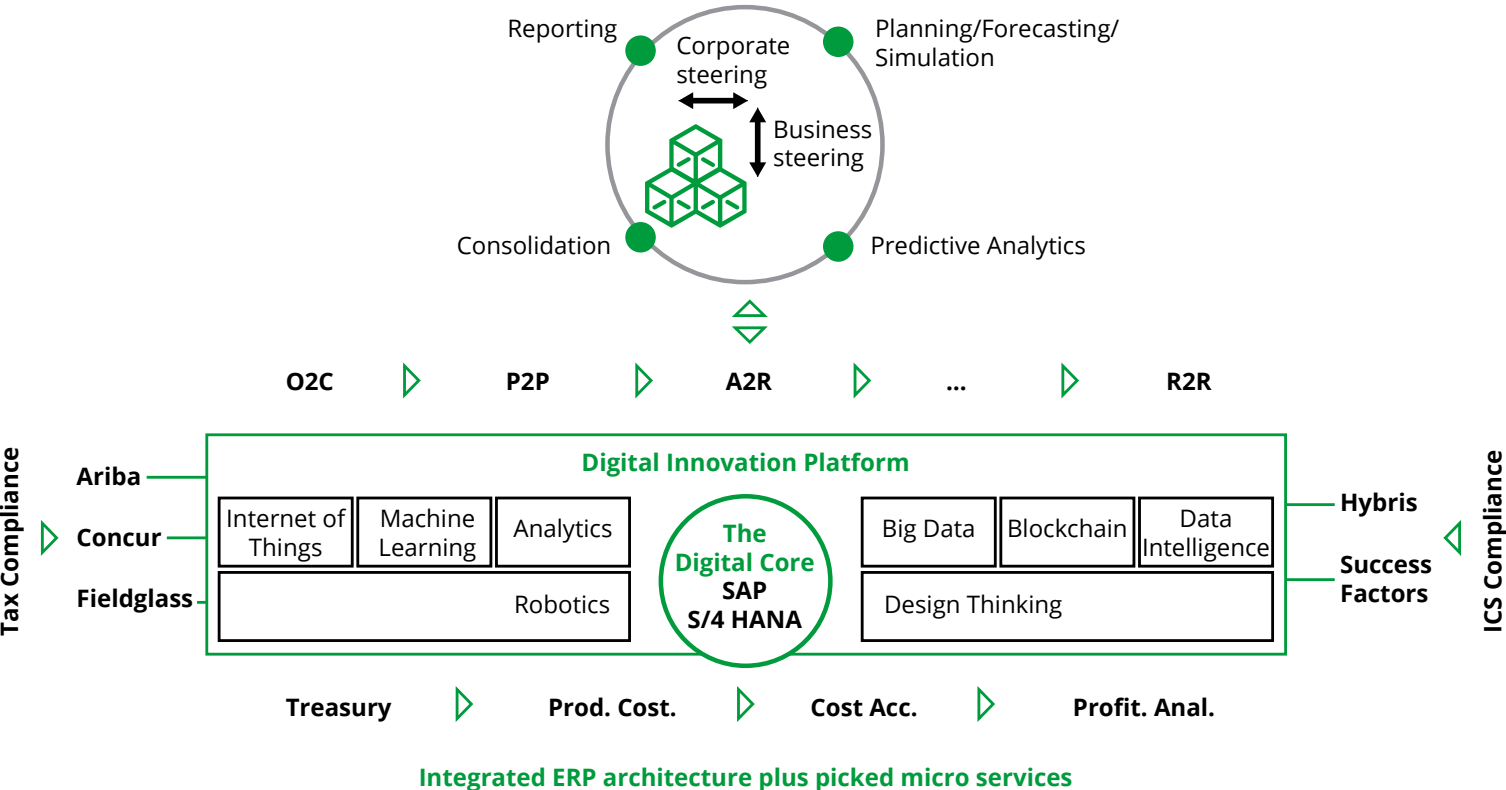
Standardization

Fit to Best Practice standard for foundational (+core) processes

Automation

Close manual gaps with Robotics, Machine Learning & Artificial Intelligence

The latest SAP Intelligent Enterprise solution offers a variety of answers to these challenges



Also, SAP ends its support for R/3 systems until 2027 – so the core question is not about why to move to S/4HANA, but more about when – SAP S/4HANA concerns all of our clients in Germany. 16% of all German companies already started to transform their systems into an S/4HANA landscape.

03 The Opportunities

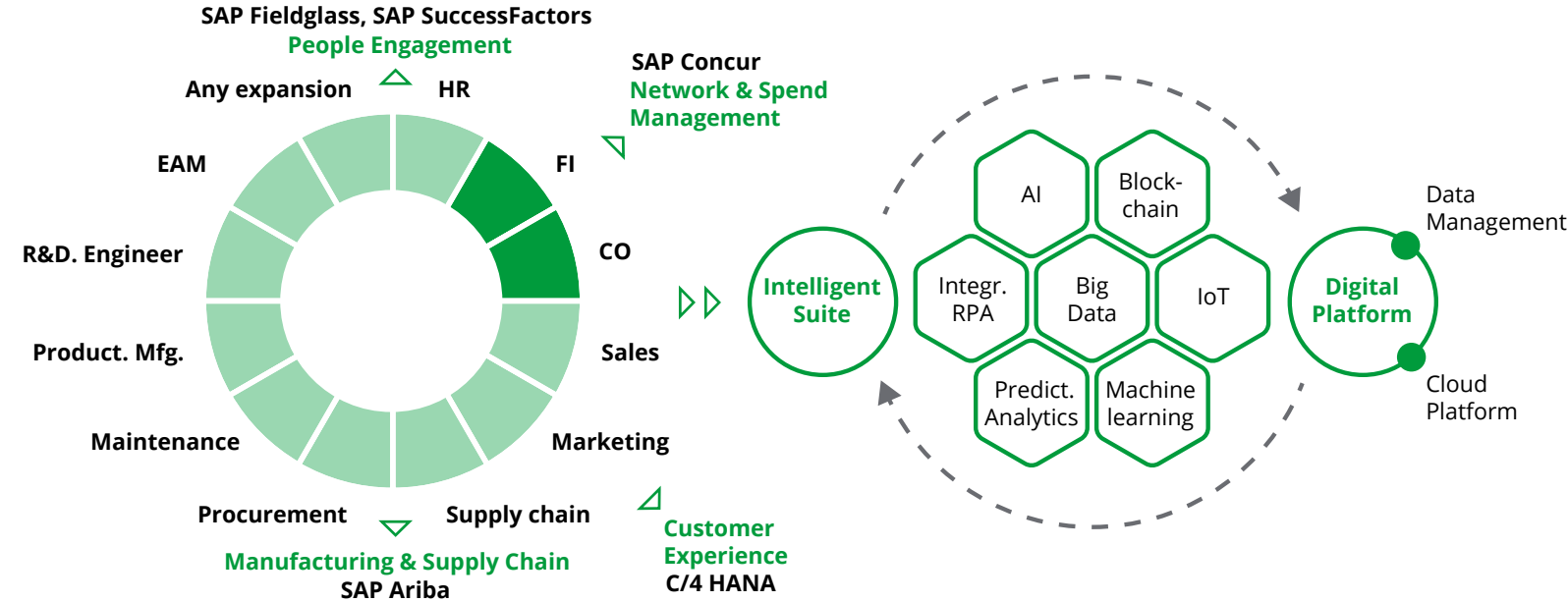
SAP's answer to digital disruption is to embed the Digital Core with intelligent technologies - Finance can achieve significant functional benefits from this combination

Integrated data model & end-to-end process perspective

- Full integrated data model
- Business partner for vendor and customer harmonization
- Efficient Financial Supply Chain Management
- Potential to further accelerate closing
- Full integration of Asset Accounting

Flexible and real-time reporting

- Harmonized reporting structures
- Redesigned group reporting
- Real-time data availability
- Self-service & automated reporting
- Full integration between consolidated and transactional data



Sustainable system landscape

- Diverse S/4HANA Transformation approaches
- Central Finance as an option for Finance Organizations
- Flexible platform: S/4HANA on premise vs. Cloud
- New user experience
- Empowered process automation (RPA/CPA)
- Improved system performance and optimized applications

Integrated Planning

- Innovative planning IT architecture
- SAP BPC vs. SAP Analytics Cloud
- Use of same data model for plan and actual

03 The Opportunities

All these benefits pay off on your cost and profitability situation. Identifying which area is for you the most relevant is key success factor in the early stage of such a transformation. Our experience shows that significant financial benefits can be achieved in the areas of:

Improved Asset Efficiency

Reduced Shared Service Cost

Efficient Managerial Governance

Drivers of shareholder value

Benefit Driver	Savings ¹⁾
Profitability Analysis	10% - 20%
Improve Cash Management	10% - 20%
Improve Profit Margins	5% - 20%
Improving & Optimizing Working Cap.	Variable %
Integrated Capital Market Data	10% - 20%
Parallel Valuation of Materials	5% - 10%
Reduce Accounts Payable & Expense Cost	Variable %
Reduce DSO	10% - 20%
Simplified Asset Accounting	10% - 20%
Simplified Depreciation Process	10% - 20%

Benefit Driver	Savings ¹⁾
Continuous (Soft) Close	10% - 20%
Integration Asset Acc. & Parallel Val.	10% - 20%
One Accounting Document	5% - 20%
Rapid Financial System Integration	Variable %
Benefit Driver	Savings ¹⁾
Planning & Consolidation	10% - 20%
Improve Daily Financial Rep. & Analysis	15% - 20%
Increase Customer Credit Mgmt. Efficiency	5% - 8%
Reduce Business & Operations Analysis Reporting	10% - 20%

Source: Enterprise Value Map (EVM), 2018

(1): Savings represent savings percentage on current state process cost or current profit margins

04

The First Step

Like any other project a Finance Business transformation enabled by S/4HANA Finance requires a solid project approach. As first step, we recommend to start with our S/4HANA Lab – it will help you to define the target state from a Finance AND IT perspective together, align on guiding principles and get a first idea of S/4HANA new features.

The Lab

What will the day look like?

Disrupt ordinary thinking

We step back and first build a rich understanding of challenges and their context

Reveal new possibilities

We expand beyond the obvious and dive into unexpected, innovative, and creative solutions

Incite productive action

We bravely call out the real barriers to progress, create ownership, and get your team aligned on the precise actions required to get results



Act 1: Explore

Discover the Art of the Possible – what is S/4HANA Finance, which new features and what potentials are provided?

- Universal journal concept, new asset accounting, New General Ledger, Business Partner, profitability analysis, new planning and consolidation solutions
- First hand experience with live demonstrations of the system and Case study carousel



Act 2: Prioritize

Decide which features should be prioritized in your S/4HANA Finance transformation

- Take a deep dive into what SAP S/4HANA can catalyze and determine it's impact on your organization
- Define priorities based on level of urgency and scope of benefits and align with other initiatives



Act 3: Mobilize

Make the Success Real

Identify pilot opportunities and key next steps through the development of a roadmap.

05

We can help you!

Deloitte offers you broad expertise and capabilities in business- as well as technology-enabled transformation. Gartner rates Deloitte as Leader to deliver SAP S/4HANA application assessment, implementation and management services on a worldwide basis.

Assets & ThoughtLeadership

Trained Practitioners

Project Experience

Collaboration with SAP on the solution

Accelerators & preconfigured solutions

93

Live projects

90+

speaking sessions

170 Implementations

93 Phase 0 projects

100%

Deloitte employees trained on S/4HANA

28,000+ hours

invested in development assistance to SAP

~50

Externally published thought-ware on SAP S/4HANA and edge products

13

End to end business solutions on 1610 Preconfigured solutions covering both capabilities and industries (high tech, wholesale distribution, manufacturing, life sciences, oil & gas, etc.)

06

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