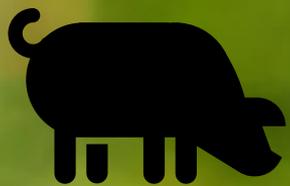


Highspeed in der Cloud: Erfolgsfaktoren eines Public-Cloud-Projekts bei Sagino





NOVO



Der Kunde: Sagino Wein & Delikatessen



Gegründet am 6.6.2024



Wein & Delikatessen Webshop



ERP: Excel



3 System User



3'000 Artikel



Einführung
SAP Public Cloud

Die Anforderungen



Finanzbuchhaltung:

- ▶ Hauptbuch
- ▶ Debitoren
- ▶ Kreditoren
- ▶ Anlagen

SAP S/4HANA Cloud Editions



- ▶ langjährige SAP-ERP-Kunden
- ▶ im eigenen Tempo auf ein Cloud-Betriebsmodell umsteigen
- ▶ bestehende Investitionen nutzen
- ▶ Kontrolle über ERP-System

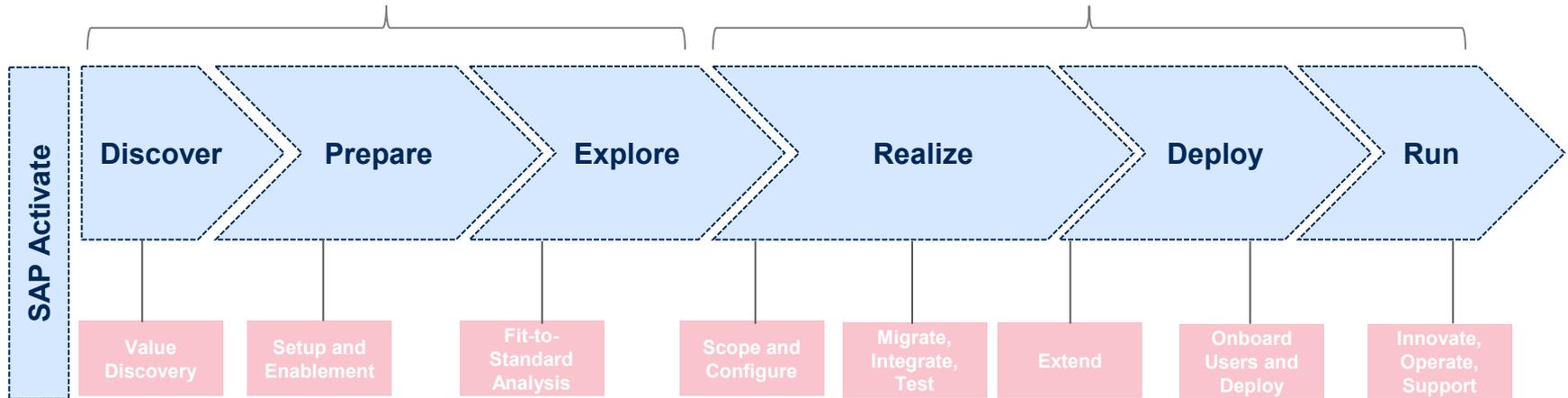


- ✔ Organisationen, die bisher kein SAP ERP im Einsatz hatten
- ✔ hochstandardisierte Lösung
- ✔ kontinuierliche Innovationen
- ✔ Branchen-Best-Practices

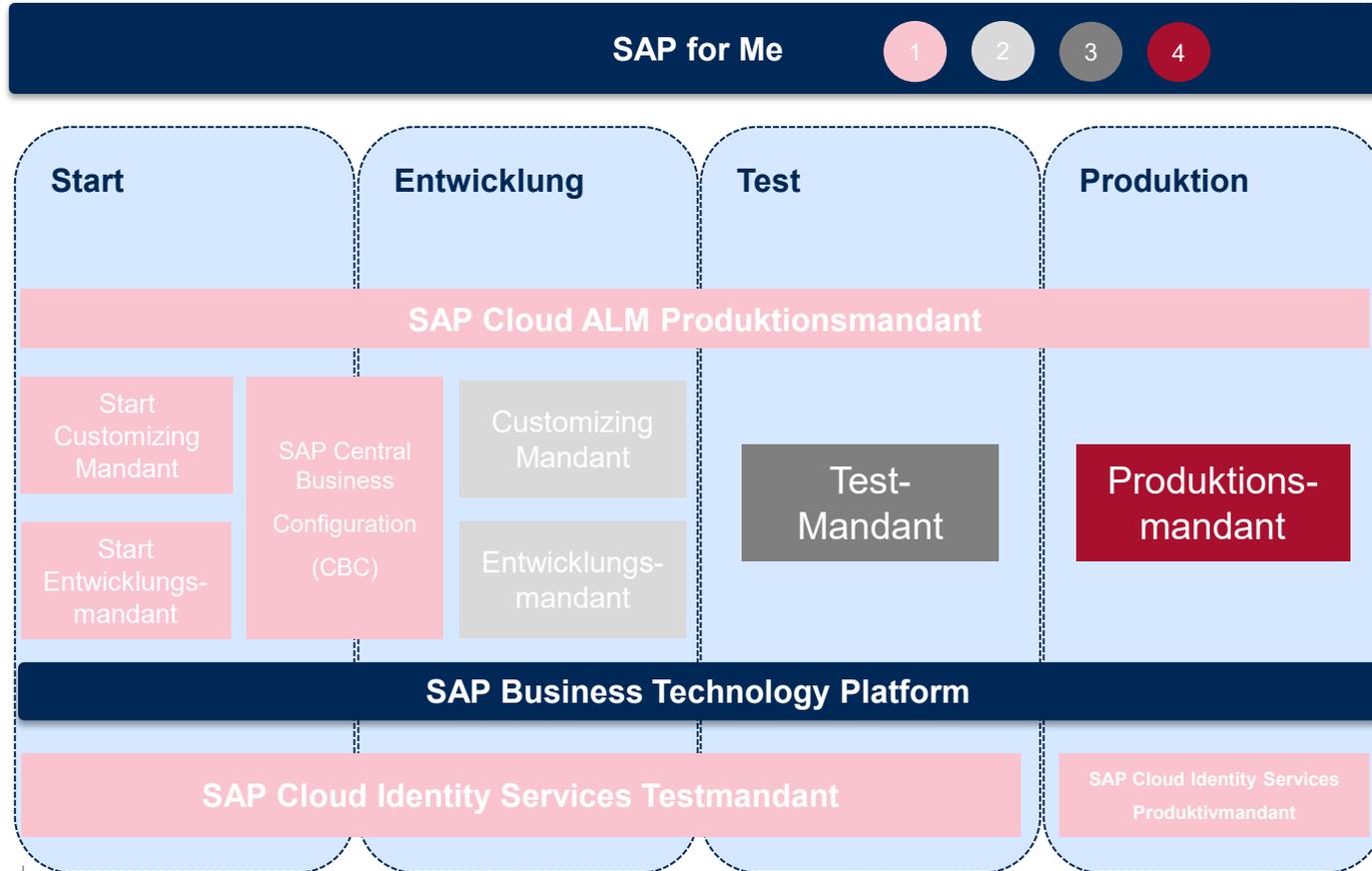
Vorgehensvorschlag der SAP

Starter System
 „Look and feel“ System inkl. Stammdaten für die Discovery Phase, wird von SAP innerhalb von 24h nach Vertragsunterschrift zur Verfügung gestellt

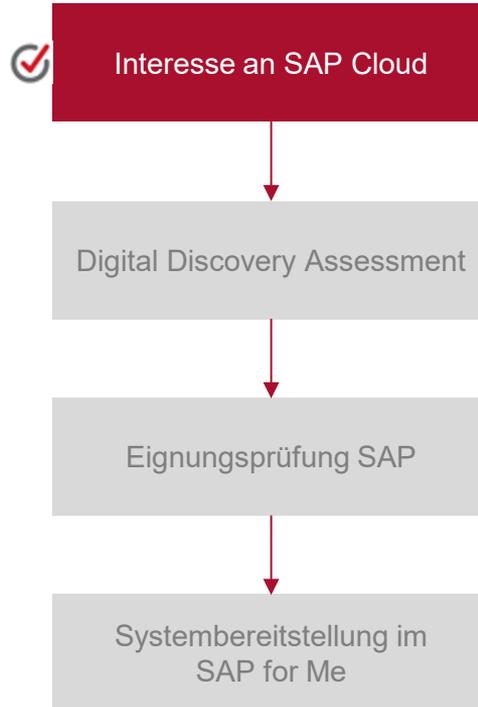
Kundensystem
 System, in welchem realisiert und getestet wird (Realize Phase), wird von SAP spätestens 30 Tage nach Vertragsunterschrift zur Verfügung gestellt



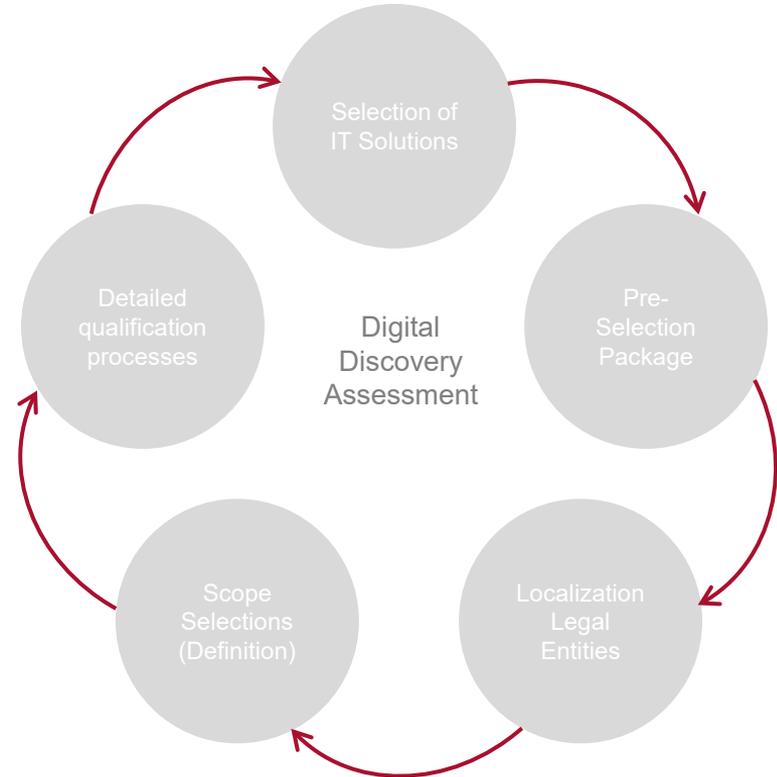
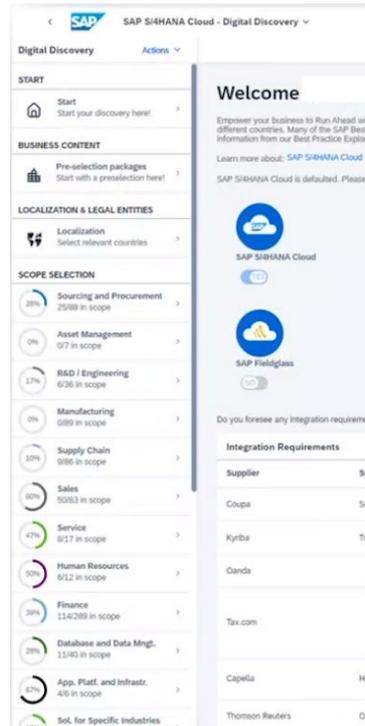
Übersicht Systemlandschaft



Wie kommt man zu einem Cloud System?



Digital Discovery Assessment (DDA)



Digital Discovery Assessment: Selection of IT Solutions



 SAP S/4HANA Cloud <input checked="" type="checkbox"/>	 SAP CX <input type="checkbox"/>	 SAP Ariba <input type="checkbox"/>	 SAP Concur <input type="checkbox"/>
 SAP Fieldglass <input type="checkbox"/>	 SAP SuccessFactors <input type="checkbox"/>	 SAP Business Technology Platform <input type="checkbox"/>	 SAP Analytics Cloud <input checked="" type="checkbox"/>



Digital Discovery Assessment: Pre-Selection Package



 **Baseline**

This bundle covers key end-to-end processes for your company in the areas of Sales, Finance and Procurement. A sample of the Business Processes delivered includes Invoice to Cash, Order to Fulfill, Record to Report and Procure to Receipt.

PRE-SELECTION ERP SCENARIOS

Below packages include scope items that are most relevant to the respective ERP scenario.

 **Finance-Led ERP**

Finance-Led ERP provides key financial management best practices to run administrative ERP which also includes procurement and sales capabilities.

 **Service Centric ERP**

Service-centric Cloud ERP provides key financial management best practices to run administrative ERP as well as project and service-related capabilities with industry-specific capabilities to support service-oriented industries.

 **Product Centric ERP**

Produce and Sell Standard Products (PSSP) is one product-centric scenario that provides all capabilities required to run make-to-stock-based production followed by selling the produced goods from stock.

Digital Discovery Assessment: Localization Legal Entities



APJ		EMEA		MEE		North America	
Country	# Entities	Country	# Entities	Country	# Entities	Country	# Entities
<input type="checkbox"/> Australia		<input type="checkbox"/> Belgium		<input type="checkbox"/> Austria		<input type="checkbox"/> Canada	
<input type="checkbox"/> India		<input type="checkbox"/> Denmark		<input type="checkbox"/> Bulgaria		<input checked="" type="checkbox"/> United States	1
<input type="checkbox"/> Indonesia		<input type="checkbox"/> Finland		<input type="checkbox"/> Croatia			
<input type="checkbox"/> Japan		<input type="checkbox"/> France		<input type="checkbox"/> Czechia		Latin America	
<input type="checkbox"/> Malaysia		<input type="checkbox"/> Ireland		<input checked="" type="checkbox"/> Germany	1	Country	# Entities
<input type="checkbox"/> New Zealand		<input type="checkbox"/> Italy		<input type="checkbox"/> Hungary		<input type="checkbox"/> Brazil	
<input type="checkbox"/> Philippines		<input type="checkbox"/> Kingdom of Saudi Arabia		<input type="checkbox"/> Poland		<input type="checkbox"/> Chile	
<input type="checkbox"/> Singapore		<input type="checkbox"/> Luxembourg		<input type="checkbox"/> Romania		<input type="checkbox"/> Colombia	
<input type="checkbox"/> South Korea		<input type="checkbox"/> Netherlands		<input type="checkbox"/> Russia		<input type="checkbox"/> Mexico	
<input type="checkbox"/> Thailand		<input type="checkbox"/> Norway		<input type="checkbox"/> Slovakia		<input type="checkbox"/> Puerto Rico	
GC		<input type="checkbox"/> Portugal		<input type="checkbox"/> Switzerland			
Country	# Entities	<input type="checkbox"/> Qatar					
<input checked="" type="checkbox"/> China	1	<input type="checkbox"/> South Africa					
<input type="checkbox"/> Hong Kong		<input checked="" type="checkbox"/> Spain	2				
<input type="checkbox"/> Taiwan		<input type="checkbox"/> Sweden					
		<input type="checkbox"/> Turkey					
		<input type="checkbox"/> United Arab Emirates					
		<input type="checkbox"/> United Kingdom					



Digital Discovery Assessment: Scope Selections (Definition)



SAP S/4HANA Cloud - Digital Discovery

Digital Discovery **Sagino Weine (Edit access)**

- 0% R&D/Engineering 0/34 in scope
- 0% Manufacturing 0/110 in scope
- 0% Supply Chain 0/81 in scope
- 0% Sales 0/82 in scope
- 0% Service 0/15 in scope
- 0% Human Resources 0/6 in scope
- 0% Finance 0/272 in scope
- 0% Database and Data Mngt. 0/38 in scope**
- 0% App. Platf. and Infrastr. 0/12 in scope
- 0% Sol. for Specific Industries 0/61 in scope
- 0% IT Management 0/1 in scope
- 0% SAP BTP Use Cases 0/41 in scope

Finance

0% In Scope

Achieve excellence in financial management & accounting with regulatory compliance and improved margins. Achieve instantaneous using best practices and machine learning automation, in place of excel.

Highlight Industry Scope:

(0/66) Accounting and Financial Close (0/25) Advanced Accounting and Financial Close (0/13) Advanced Financial Operations (0/1)

Account Reconciliation - SAP Solution Extensions by BlackLine
SIL

This service automates and standardizes the balance sheet account reconciliation process to produce high-quality and

[Questions](#) [Notes](#)

Accounting and Financial Close
J58

The central task of general ledger accounting is to provide a comprehensive overview of external accounting and

[Questions](#) [Notes](#)

Accounting and Financial Close - Group Ledger IFRS
1GA

General Ledger Accounting provides a comprehensive overview of external accounting and accounts and supports

[Questions](#) [Notes](#)

Actual Costing
33Q

Asset Accounting
J62

Asset Accounting - Group Ledger IFRS
1GA

Digital Discovery Assessment: Detailed qualification processes



Scope relevant questions for

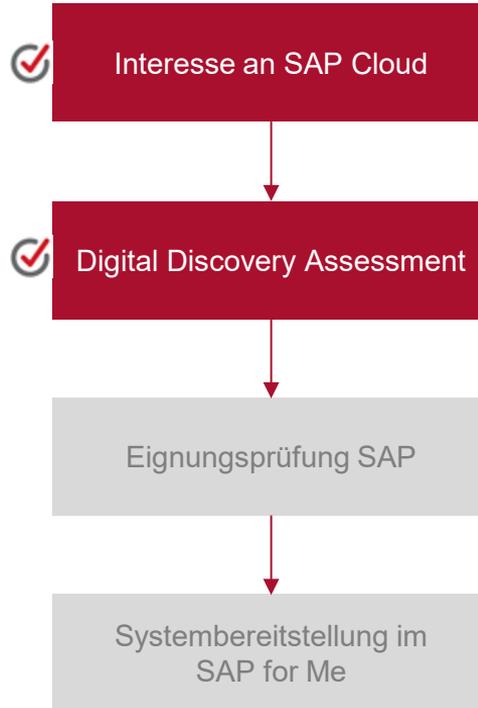
[< Localization](#)
[Sourcing and Procurement](#)
[R&D/Engineering](#)
[Supply Chain](#)
[Finance](#)
[IT Management](#)
[Cross](#)

FINANCE

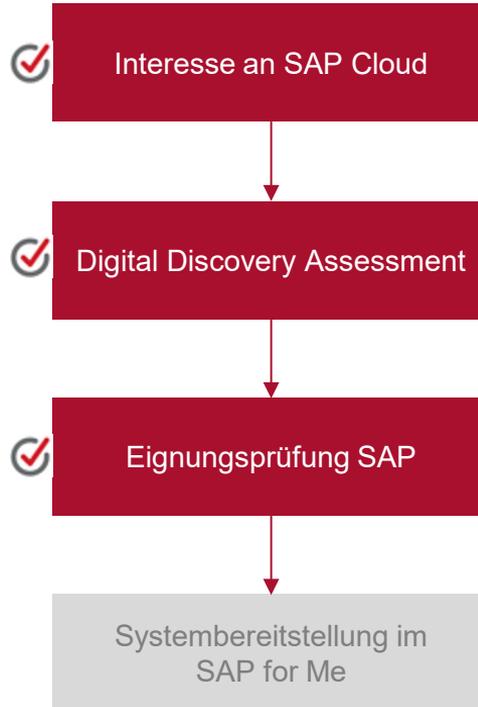
Question	More Info	Answer
Does the customer file export declarations directly with customs authorities when shipping goods to other countries, is obliged with US re-export regulations, manages and calculates trade preference origin when selling goods or declares imports towards customs authorities in his own responsibility when purchasing from other countries?	i Solutioning Guides	<input checked="" type="checkbox"/> YES
Does the customer need online balance management/prepaid scenarios with convergent invoicing for FI-CA?	i	<input type="checkbox"/> NO
Does the customer need financial customer care functionality?	i	<input type="checkbox"/> NO
Is customer needing integration to a 3rd Party tax determination and calculation solution (tax engine) for other countries than US and Brazil?	i Solutioning Guides	<input type="checkbox"/> NO
SAP S/4HANA Public Cloud offers a basic integration with Central Finance. Do you have advanced integration requirements for the system integration of SAP S/4HANA Cloud and Central Finance?	i	<input type="checkbox"/> NO

IT MANAGEMENT

Wie kommt man zu einem Cloud System?



Wie kommt man zu einem Cloud System?





Systemzugänge

Systeme und Bereitstellung

Hilfe anfordern

- Übersicht
- Systeme**
- Bereitstellung
- Verfügbarkeit
- Benachrichtigungen erhalten
- Sicherheitsbenachrichtigungen
- Pakete
- Cloud-Migration
- Konnektivität
- Schlüssel
- Mehr

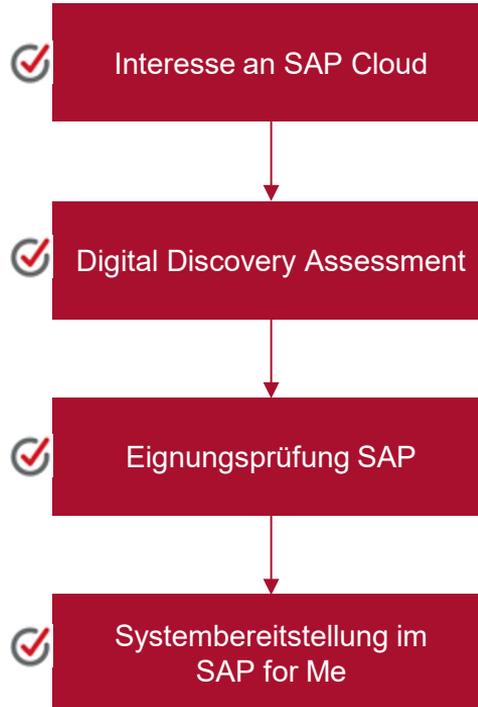
Bereitstellungsstatus (7)

Suchen

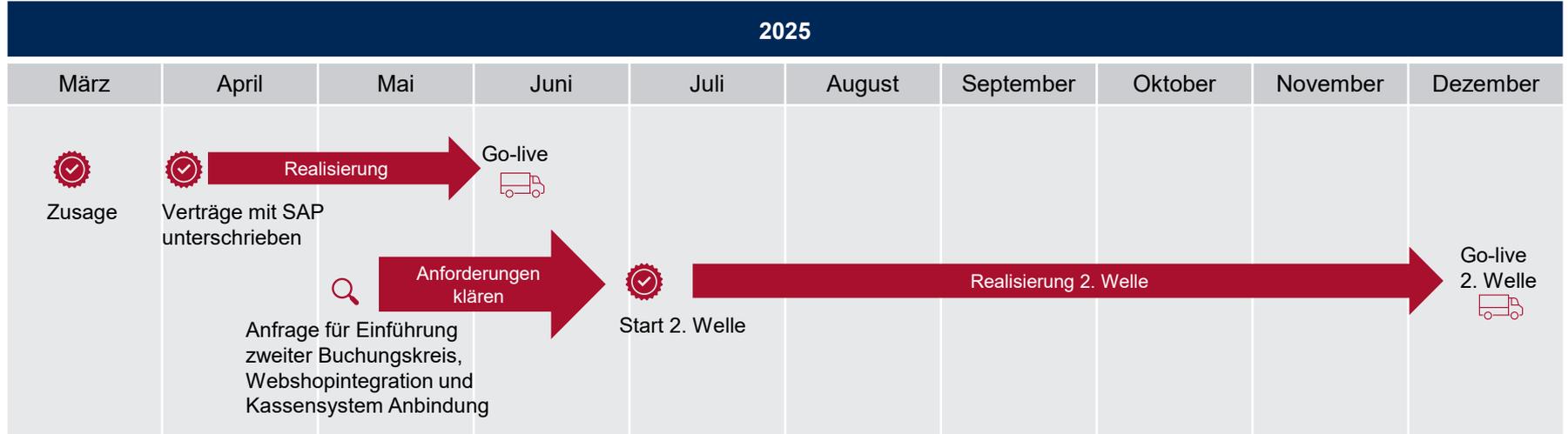
Bereitstellungsprodukt	Systemrolle	Vertragsende	Bereitstellungsstatus	Materialien	Bereitgestelltes System
SAP S/4HANA Cloud	Test	09.04.2030 Start: 10.04.2025	Provided	Materialien ▾	my424574.s4hana.cl... 745391072
SAP S/4HANA Cloud	Development	09.04.2030 Start: 10.04.2025	Provided	Materialien ▾	my424464.s4hana.cl... 745377544
SAP S/4HANA Cloud	Customizing	09.04.2030 Start: 10.04.2025	Provided	Materialien ▾	my424451.s4hana.cl... 745376975
SAP S/4HANA Cloud	Starter Development	09.04.2030 Start: 10.04.2025	Provided	Materialien ▾	my424069.s4hana.cl... 745336206
SAP S/4HANA Cloud	Starter Customizing	09.04.2030 Start: 10.04.2025	Provided	Materialien ▾	my424057.s4hana.cl... 745335982

5 Einträge pro Seite

Wie kommt man zu einem Cloud System?



Aktueller Zeitplan



Erfolgsfaktoren

- ▶ Realisierung in einem Monat ab Systembereitschaft
- ▶ Der Kunde...
 - ▶ ...hatte bisher kein ERP.
 - ▶ ...hatte keine etablierten und komplexen Geschäftsprozesse und war daher interessiert und offen für Branchen-Best-Practices.
- ▶ Endanwender profitieren im SAP Signavio Process Navigator von Best Practices, Testscripts und Task Tutorials

Gemeinsam erfolgreich



Clean Core



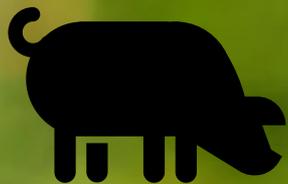
Stammdaten bereinigen



Digital Discovery Assessment durchführen



Cloud Roadmap erarbeiten



NOVO



SAP S/4HANA
Public Cloud Edition

Kristina Ristic
Leiterin Business Unit
Finance
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