5 Reasons to be thankful for SAP S/4HANA

a. The digital core imperative

Today's digital imperative is driving unprecedented change in enterprise technology. What began as isolated, one-off departmental projects has exploded into an enterprise-wide, mainstream endeavor. Piecemeal edge innovations of past years no longer pass muster. Core business processes that drive operations must be completely re-imagined and re-designed — from the consumer to the core — if your business is to remain relevant and viable in today's digital economy.

First announced in February 2015 (followed in May 2015 with the announcement of **SAP S/4 HANA**, Cloud Edition **SAP S/4HANA** is a complete ERP system, covering the core, mission-critical business processes across lines of business, such as finance, sales, service, marketing, commerce, procurement and sourcing, manufacturing, supply chain, asset management, research and development, and human resources.

SAP customers have spent years assembling complex systems in a compute- constrained world. **SAP S/4HANA** ends this, and the promise of a digital core holds unbridled and unprecedented opportunity.

For net-new SAP customers, **SAP S/4HANA** is a no-brainer.

For existing SAP customers, **SAP S/4HANA** is their future. Even though mainstream maintenance for SAP Business Suite extends to 2027, **SAP S/4HANA**, the first digital core for digital business in the industry, is sure to impact ERP landscapes in a big way in the years ahead, so laggards increase their risks and peril as the years of "wait-and-see" tick off.

b. SAP S/4HANA business benefits

SAP S/4HANA improvements over prior SAP ERP systems or competing, non-SAP systems include:

- lower TCO,
- improved user interface,
- easier maintenance,
- better integration with other applications (especially cloud apps),
- faster reporting,
- real-time analytics,
- new business processes and business models,
- deeper customer interaction and

- improved customer service, and most importantly,
- Simplification, simplification, simplification…

As determined by SAP Value Engineering, benefits of shifting from SAP ECC to **SAP S/4HANA** include:

- A savings of 400 working hours for each quarterly closing
- 86% faster reporting
- 26% faster year-end closings with a 61% cost reduction
- 24% revenue growth through new customer acquisition
- 30% increased market share
- 22% reduction in human effort
- 50% production acceleration
- 90% increase in speed of processes

For established, global businesses, strategic migration to **SAP S/4HANA** will be an extensive journey that necessitates the support of a leading IT service provider, specialist and experienced in business transformation and migrations to **SAP S/4HANA**.

A **trusted partner** such as **Bluebird (www.bluebird.emea),** Prime Partner and Regional Distributor of **SNP (www.snpgroup.com),** the Business Transformation company, Global service partner of SAP, offering to the market **SNP CrystalBridge®** - The Business Transformation Platform and **SNP BLUEFIELD™** for transformation to **SAP S/4 HANA** with accumulated experiences from more than 14.000 SAP transformation projects so far.

A **trusted partner** such as **Bluebird** with an experienced team of business advisors, SAP consultants, technical experts, and engineers with:

- strategic advice,
- comprehensive planning capabilities,
- long year accumulated business-process expertise,
- proven industry experience,
- deep technical,
- trained in **SNP CrystalBridge®** and **SNP BLUEFIELD™** to run together with SNP experts, SAP transformation projects and:
    - mitigate the risk,
    - reduce the project cost and duration,
    - and speed time-to-value throughout all phases of the SAP S/4 HANA migration.
    - At competitive pricing for migration services and support

SAP partners currently manage more than 80% of all projects focused on **SAP S/4HANA**, according to SAP, and play a major role in selling the software and helping customers plan, run and optimize implementation and digital transformation projects.

SAP S/4HANA goes a long way toward ameliorating the confusion and concerns of business and IT leaders grappling with the challenge of eliminating ERP complexity and digitizing core operations.

Nonetheless, the onus and challenge remain on SAP partners to identify for SAP customers where **SAP S/4 HANA** can provide the most value and develop best practices for achieving this value again and again.

At **Bluebird**, we observe a big and widespread interest in **SAP S/4HANA** migration as customers seek gain speed and agility while reducing complexity and hardware costs, improving their user experience, and increasing growth opportunities through re-imagined business models, business decisions, and business processes.

c. 5 reasons to be thankful for SAP S/4HANA

If the arguments and lore of a digital core, clear-cut business benefits and massive partner power are not enough to convince of **SAP S/4HANA** value, here are five additional reasons to be thankful to **SAP S/4HANA** and what is offering for the future of any organisation and company.

1. **It is proven.**

   SAP S/4HANA continues to be adopted by the most forward-thinking global companies.

   Adding more than 500 customers in third quarter (Q3) of 2019, **SAP S/4HANA** adoption grew to more than 12,000 customers. At the fourth quarter (Q4) of 2020, 1.100 in 2021, the number of **SAP S/4HANA** customers reached a total of 17.500 customers, end Q1 2022, up 25% year-over-year, making **SAP S/4HANA** the fastest-selling product in the history of SAP.

2. **It is flexible.**

   Many core enterprise systems today — think of the ERP boom in the '90s — are flirting with overdue replacement cycles and/or upgrades, extensive and expensive customizations, rising maintenance costs and, most critically, a lack of flexibility needed to meet changing business demands of today.

   It also goes without saying that companies of all sizes and across all industry are rapidly migrating core processes to the cloud.

Available on-premises, in the cloud or as a hybrid deployment, **SAP S/4HANA** enables SAP on-premises customers to begin shifting more IT into the cloud, leverage advances in big-data analytics and ubiquitous mobility and step up the pace of innovation throughout their organization. Also, adopting **SAP S/4HANA** can be done incrementally, providing the freedom to move at the right pace for the business.

3. It is intelligent.

Officially launched in July 2017 at SAPPHIRE, SAP Leonardo combines Internet of Things (IoT), machine learning (ML), blockchain, Big Data in a comprehensive digital innovation system that enables customers to innovate at scale and redefine their business.

In September 2017, SAP announced **SAP S/4HANA 1709**, a new release of the next generation of SAP ERP suite that incorporates SAP Leonardo Machine Learning capabilities and predictive analytics into core business processes to help organisations stay competitive in a rapidly changing business environment.

The new applications powered by SAP Leonardo and included in **SAP S/4HANA 1709** provide real-time insights and business context while simultaneously freeing resources from repetitive tasks.

Examples include SAP Cash Application software that automatically pair invoices with incoming payments, and the SAP Fiori applications for contract consumption that predict contract expiration or goods consumption ahead of time.

With a new release coming every quarter, we can expect intelligence of **SAP S/4 HANA** to grow by orders of magnitude in the years ahead.

4. It is user friendly.

According to SAP, in 2010 the company had a mixture and variety of user interfaces, with over 300,000 different input screens built during the past 15 – 20 years using more than 20 different UI technologies.

Across the entire roadmap, SAP is redefining the user experience, replacing complexity with simplicity, consistency, intuitiveness, and mobility.

First announced in May of 2013 and designed as SAP branded version of HTML5 (SAPUI5), **Fiori** is a collection of role-based applications that support the most frequently used software functions and make them available in a homogeneous experience across a variety of device types – desktop, tablet, and smartphone.

Using modern UX design principles, **SAP Fiori** delivers a consumer-grade user experience across all lines of business, tasks, and devices.

5. It is powered by HANA

With business-process speed improvements up to 100,000x, SAP on HANA is fast, empowering businesses to run live — to transact, analyse and predict instantly on a single platform.

In addition, HANA simplifies IT landscapes by eliminating redundancy-driven server sprawl and, ultimately, the need for multiple, separate business intelligence systems, but that is just the beginning.

HANA also makes it far easier for non-techical business users to perform ad hoc analytics by significantly simplifying the modeling process, which allows organizations to draw down their army of data specialists.