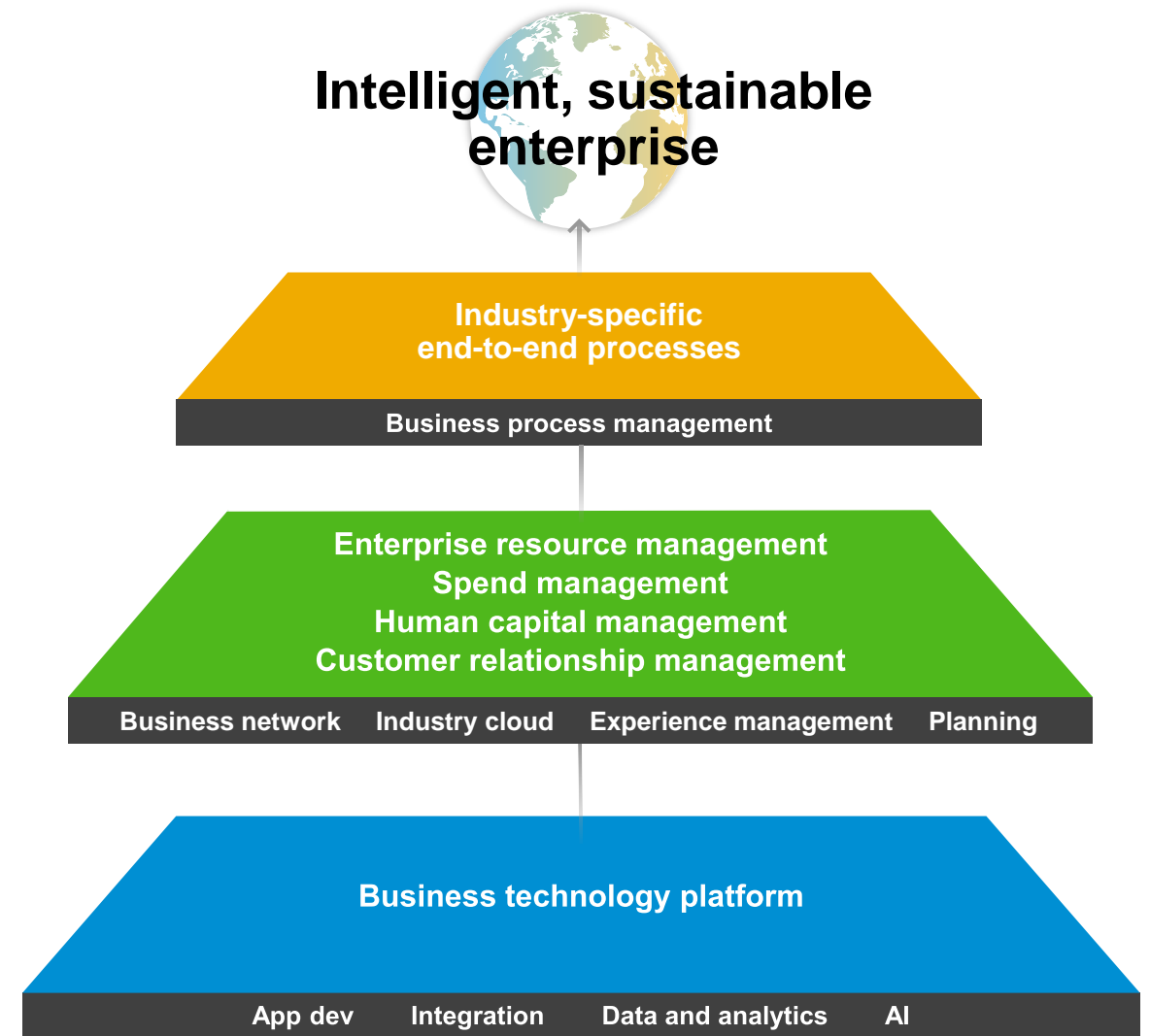




# Driving business innovation with Finance in SAP S/4HANA Cloud - Solution Overview

Enable every enterprise  
to become an **intelligent,  
sustainable enterprise**





# RISE WITH SAP

Driving business  
innovation together

## What is RISE with SAP?

The solution to become an intelligent,  
sustainable enterprise in the cloud

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It is a comprehensive solution with:



Cloud ERP for every business need



Industry next practices and extensibility



Analytics and business process intelligence

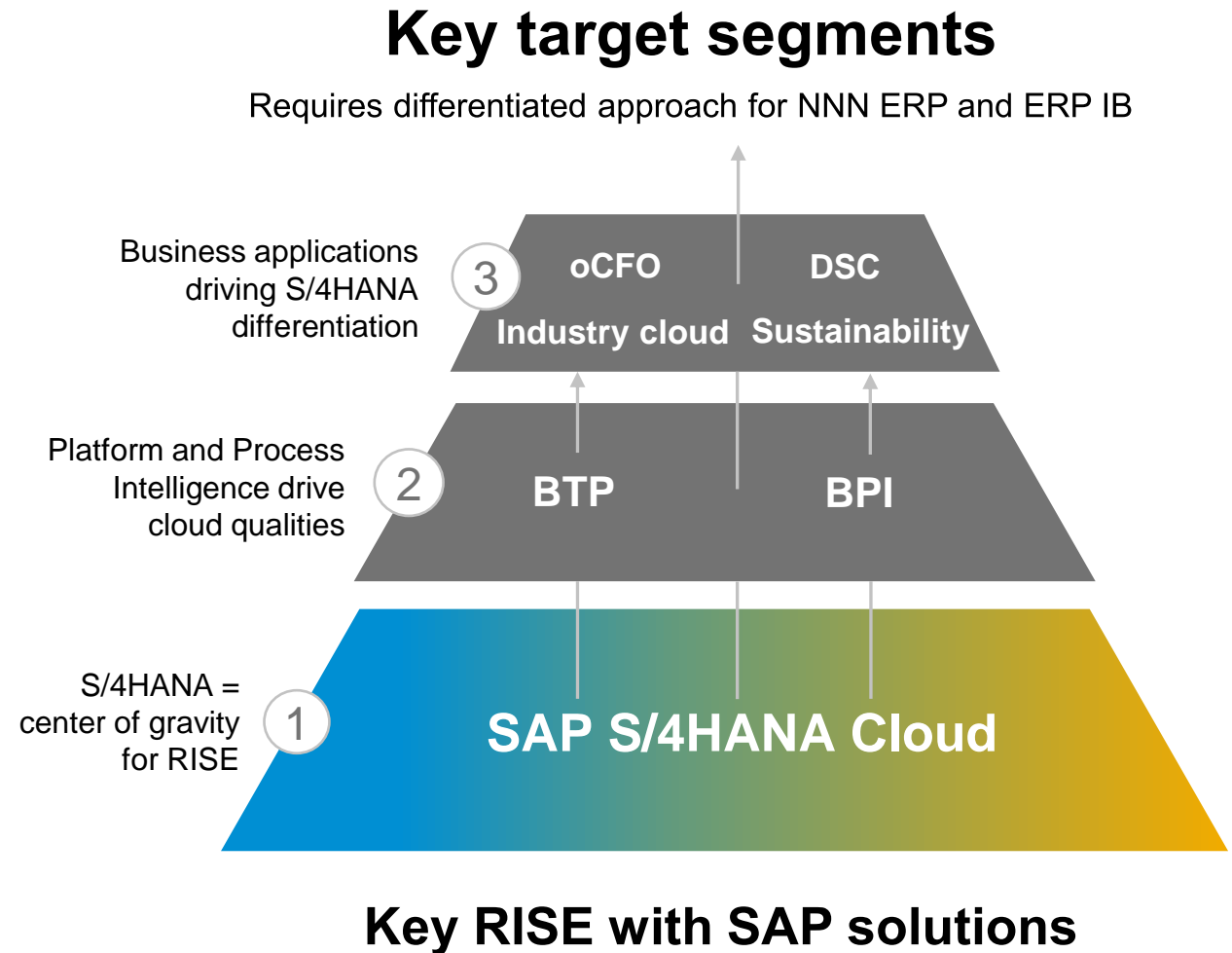


Outcome-driven services from SAP and partners

# SAP S/4HANA is the foundation of RISE

However, the true value of RISE with SAP only comes to life through the portfolio of complimentary of SAP S/4 HANA solutions driving value differentiation and cloud qualities

To achieve this, we need a single marketing strategy across RISE solutions



# RISE with SAP

## Driving business innovation together

### Take the lead

with industry innovation for top-line, bottom-line, and green-line growth

- **Grow revenue** by creating differentiating business models in your industry  
**Fact:** Capabilities to build new business models such as subscription and usage-based models
- **Increase margin** with built-in industry-specific processes and best-practices  
**Fact:** Industry cloud solutions with next digital industry practices for 25 industries
- **Unlock new efficiency** with intelligent automation across all mission-critical processes  
**Fact:** Embedded AI into business processes
- **Manage sustainability** with company-wide transparency and controls  
**Fact:** New Sustainability Control Tower solution

### Never stop improving

with continuous insight to optimize business processes

- **Prioritize optimization opportunities** with instant analysis of processes, activities, and tasks  
**Fact:** In-depth process analysis including root-cause and KPI comparisons
- **Sharpen process performance** based on actual system usage, best-practices, and industry benchmarking  
**Fact:** Instant results across multiple data sources
- **Accelerate your progress** with tailored insight on where to automate business processes with AI  
**Fact:** Automate targeted processes with RPA

### Secure your success

with a trusted partner for your business needs, at every step of the way

- **Run your mission-critical operations** at global scale  
**Fact:** Country and region-specific business requirements are embedded in solutions to enable compliance with ever-changing regulations and taxation rules
- **Reach the cloud without compromise** with solutions for every business need and every regulatory requirement  
**Fact:** Full range of cloud options provided
- **Take charge of change** using a versatile platform to speed innovation  
**Fact:** Comprehensive cloud platform for innovation and integration (1,800+ prebuilt integrations, 2,100+ APIs), unified low-code/no-code development experience
- **Own your tomorrow** with a guided journey and outcome-driven practices from SAP and our partners  
**Fact:** Next cloud practices and automated tools, >18,500 services professionals from SAP and >22,500 partners in +140 countries





# Driving business innovation together

## Take the lead

with industry innovation  
for top-line, bottom-line,  
and green-line growth

## Never stop improving

with continuous insight  
to optimize business  
processes

## Secure your success

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# Agenda

- **Why Finance in SAP S/4HANA Cloud now?**
- Functional Scope
- Summary

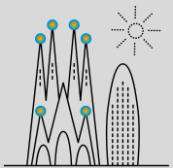


# Business Models are Changing...



- ✓ Products are moving to **services**
- ✓ Outreach to customers is going **direct**
- ✓ Everything is getting **connected**
- ✓ Ecosystems of partners are **collaborating** to deliver more value
- ✓ **Customer behaviors** and expectations are changing

## Few trends impacting business model changes...



City infrastructure



AI embedded  
in devices



Smart vehicle



Connected fleet  
management



Autonomous  
vehicles



3D printing



Mobility as  
a Service

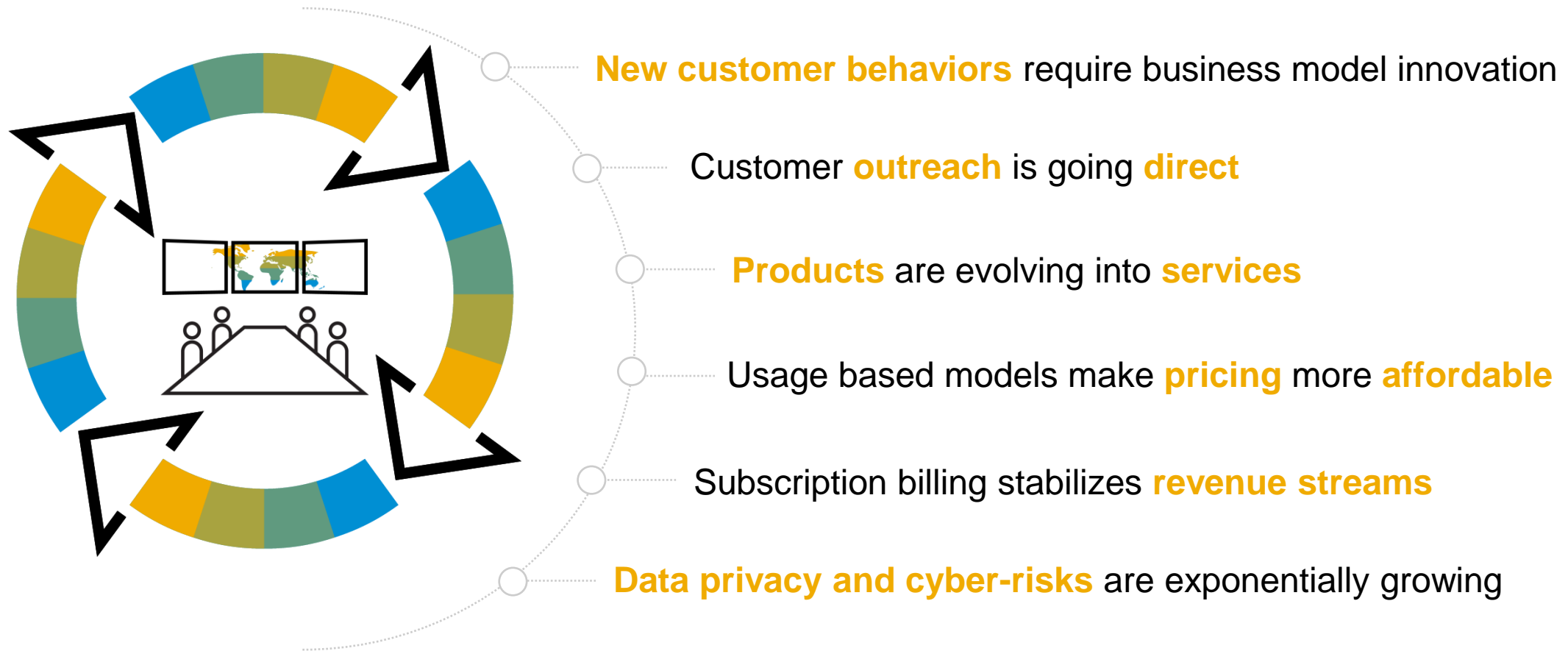


Smart home



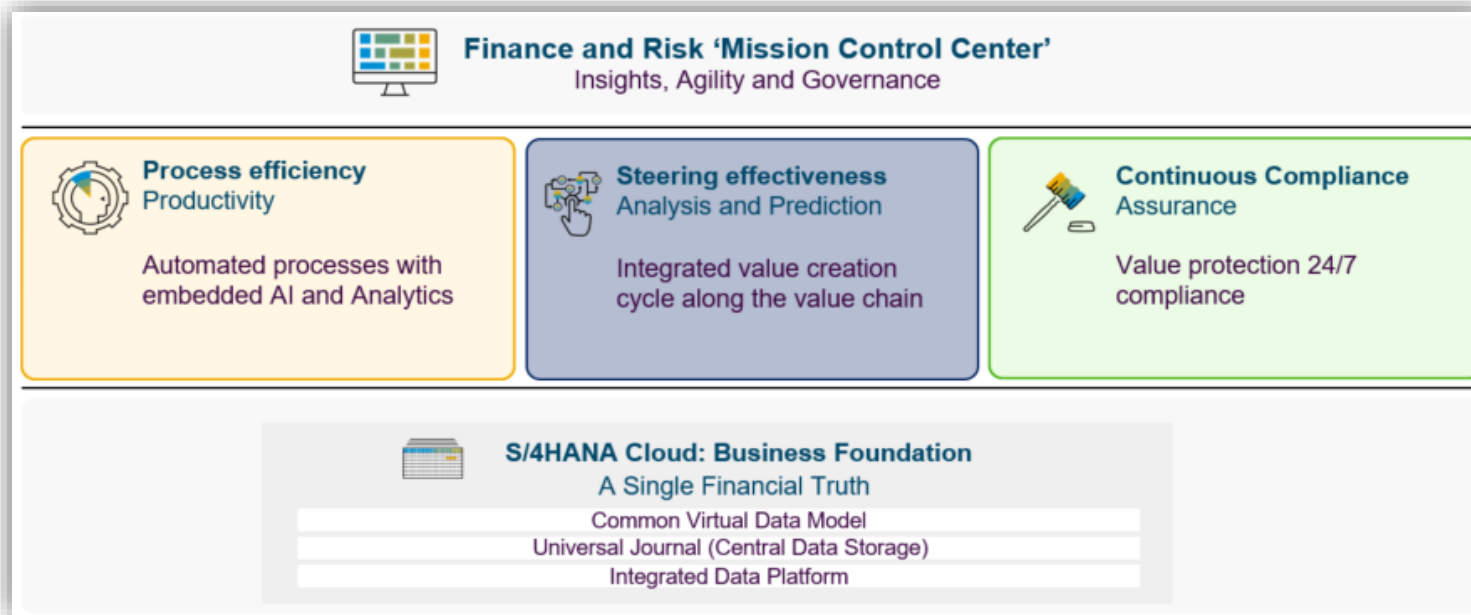
# Business Innovation is Driven by New Customer Experiences

Financial insight and innovation needed for successful business model innovation



# Why SAP S/4HANA Cloud, Finance?

## Finance as the Mission Control Center



- Delivers a **Single Financial Truth** – comprising an integrated data platform
- **Process Efficiency** through simplified architecture and embedded Artificial Intelligence
- **Steering Effectiveness** to make better informed decisions
- **Continuous Compliance** including comprehensive document trails

# Proven Customer Values: SAP S/4HANA Modern Finance Platform

examples of quantitative and strategic improvements our customers have achieved by adopting SAP S/4HANA Finance

## QUANTITATIVE BENEFITS\*

**18-24%**

decrease in planning, forecasting & budgeting costs

**30%**

reduction in business & operations analysis/reporting costs

**50%**

reduction in financial close time and improved efficiency

**10%**

reduction in integration points throughout the landscape

**6 weeks**

to complete new acquisition

**25%**

reduction of TCO

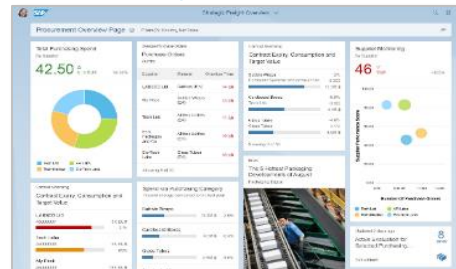
**40%**

system performance improvement

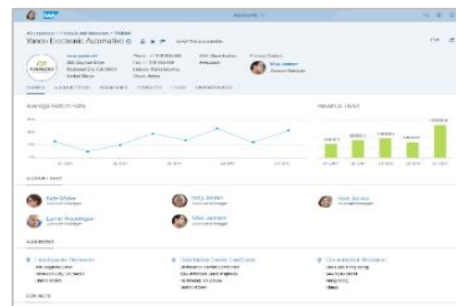
### Alert situation



### Analyze impact



### Act to steer the business



## STRATEGIC BENEFITS

Better and faster insight with **optimized decision support**

**Real-time, atomic-level** detail to enterprise data

**One view of the truth** with eliminated redundancy of data

**Organizational alignment** with embedded, self-service analytics

Opportunity to introduce new, **innovative** processes

Beyond the transaction with embedded **simulation and prediction**

Massive **productivity improvements** with modern and mobile user experience

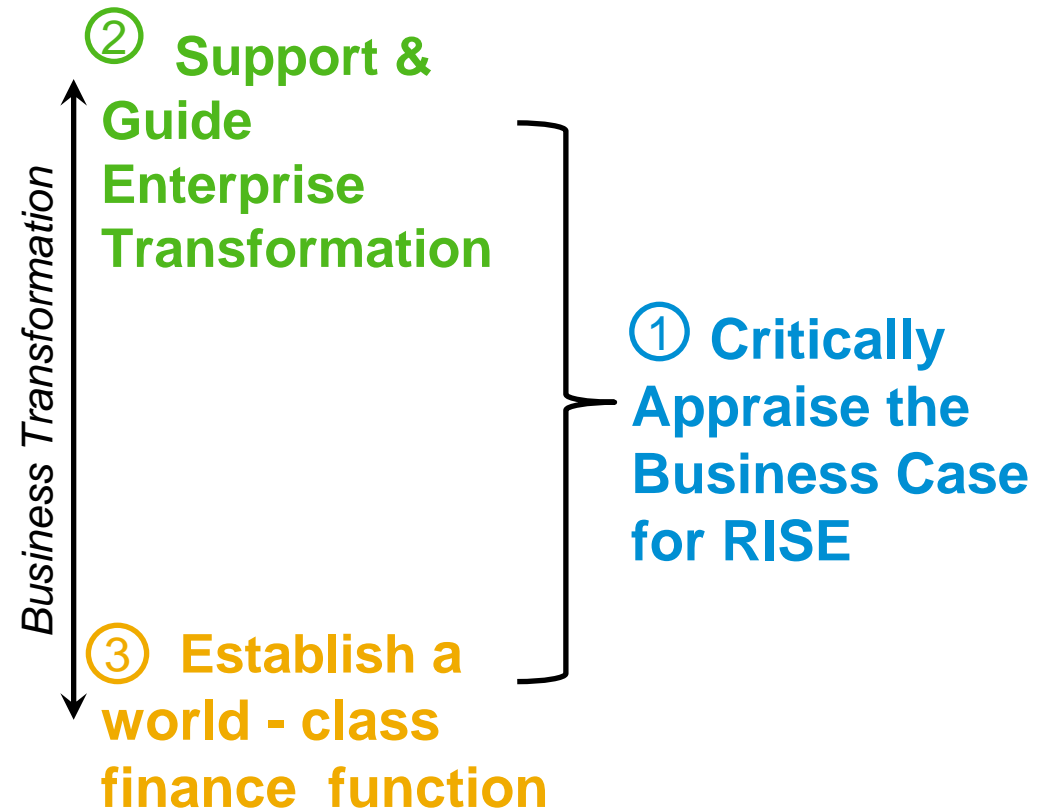
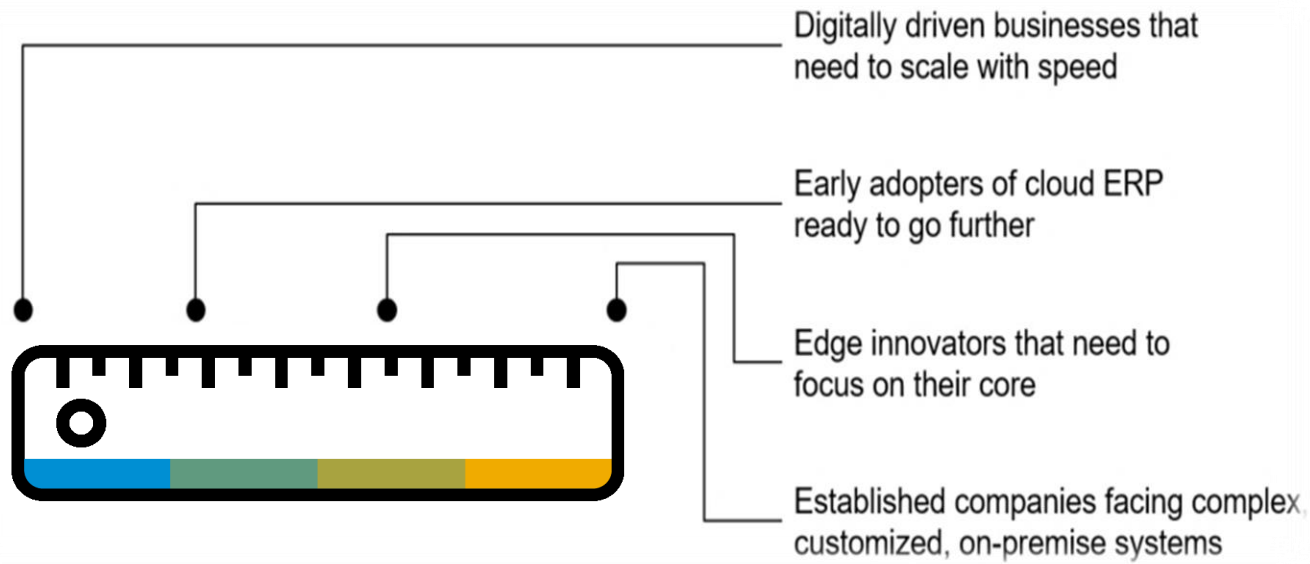
\*Benefits are based on adopters of SAP S/4HANA or outside-in benefits from SAP Performance Benchmarking due to moving from a traditional ERP to enhanced SAP S/4HANA.



# CFO's Opportunity to Transform Finance

Finance is a key stakeholder in every RISE with SAP project

Everyone has **a unique** starting point:



# Finance is one of the Key Stakeholders in every RISE Deal

① Establishing the Business Case for a RISE project

② Support & Guide Enterprise Transformation

③ Establish world-class finance function



# Significant potential for savings in Finance from digital transformation



## Digital transformation:

- RPA
- Cognitive automation
- Technology optimization

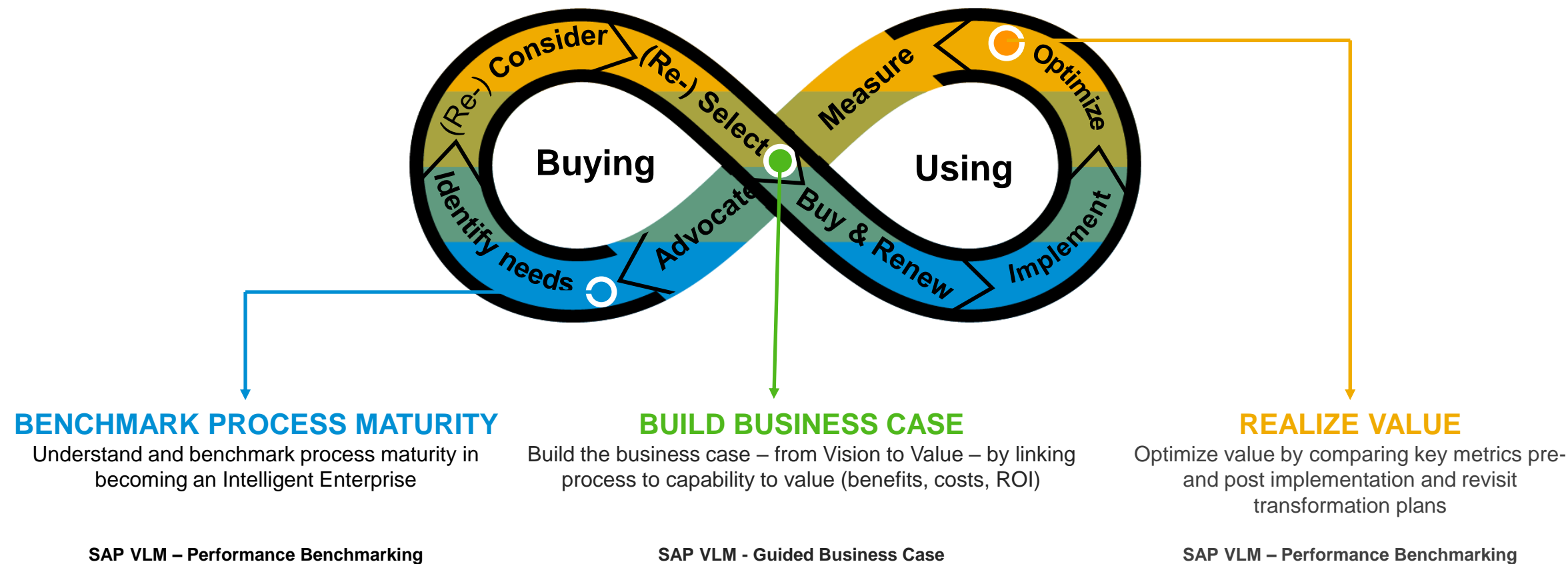
*Finance cost as % of Revenue*

Leaders **-40%**

Peer Group **-60%**



# Making the Business Case with help from SAP Value Lifecycle Manager

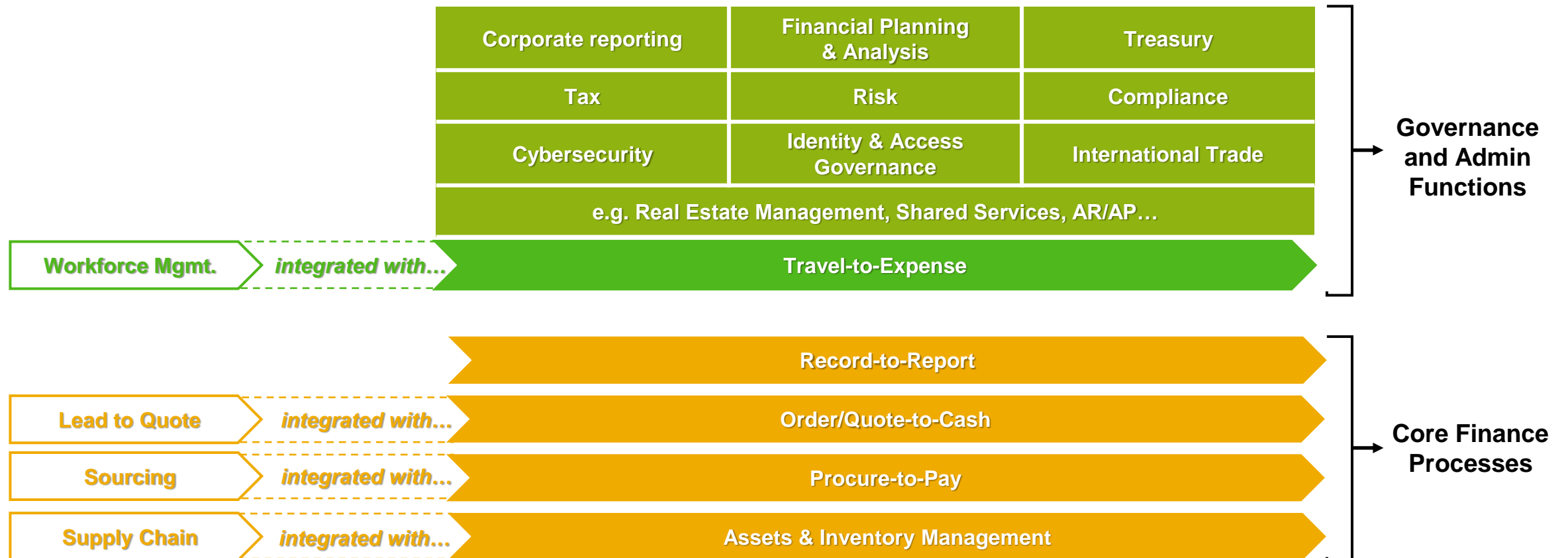


- ① Establishing the Business Case for a RISE project
- ② **Support & Guide Enterprise Transformation**
- ③ **Establish world-class finance function**



# Take a first Step and find out Customer's Finance Priorities

SAP S/4HANA Cloud Provides a Comprehensive Finance Portfolio





# The Path for the CFO to adopt ERP Business Innovations

## ① **Start** with SAP S/4HANA Finance Core Capabilities

- Start using the SAP S/4HANA Cloud Finance Core capabilities

## ② **Enhance** with top Finance Priorities

- Enhance Core Finance capabilities according to current business needs, ensure adequate usage
- Add high priority areas along the Finance Processes:

## ③ **Build up** a Modern Finance Platform

- Steering the business with comprehensive consolidation
- Optimize working capital and get full visibility of company-wide cash position & forecast with Treasury and Cash Management
- Ensure embedded Compliance, Audit and Security
- Enable business model change & new revenue streams with Billing
- Comply with ever-evolving local trade and tax regulations

## ④ **Integrate** and build up the Intelligent ERP

- Include the finance perspective into logistics business processes
- Enhance finance and risk processes with analytics and AI/automation
- Ensure integration between finance and other business units

### Core FINANCE Modules in RISE PCE:

- Accounting and financial close (UGL, Group Reporting)
- Finance operations (A/R, A/P, asset mgmt.)
- Cost management & profitability analysis
- Compliance & International Trade, Identity Access Governance\*

**TAKE THE LEAD**

**Record-to-Report/FP&A:** Accounting / Financial Close / Reporting / CFIN / Tax Management, Planning and Budgeting

**Invoice to Cash / Invoice To Pay:** Billing / Receivables / Invoice Management / Shared Services Framework / Real Estate

**Treasury Management:** Payments / Bank Communication / Cash & Liquidity Mgmt / Financial Risk Mgmt, Debt and Investment Mgmt

**Governance, Compliance, Security & Admin:** Enterprise Risk Mgmt / Cybersecurity / Identity Access Mgmt / International Trade

**NEVER STOP IMPROVING**

### Cross SALES PLAYS/ Offerings:

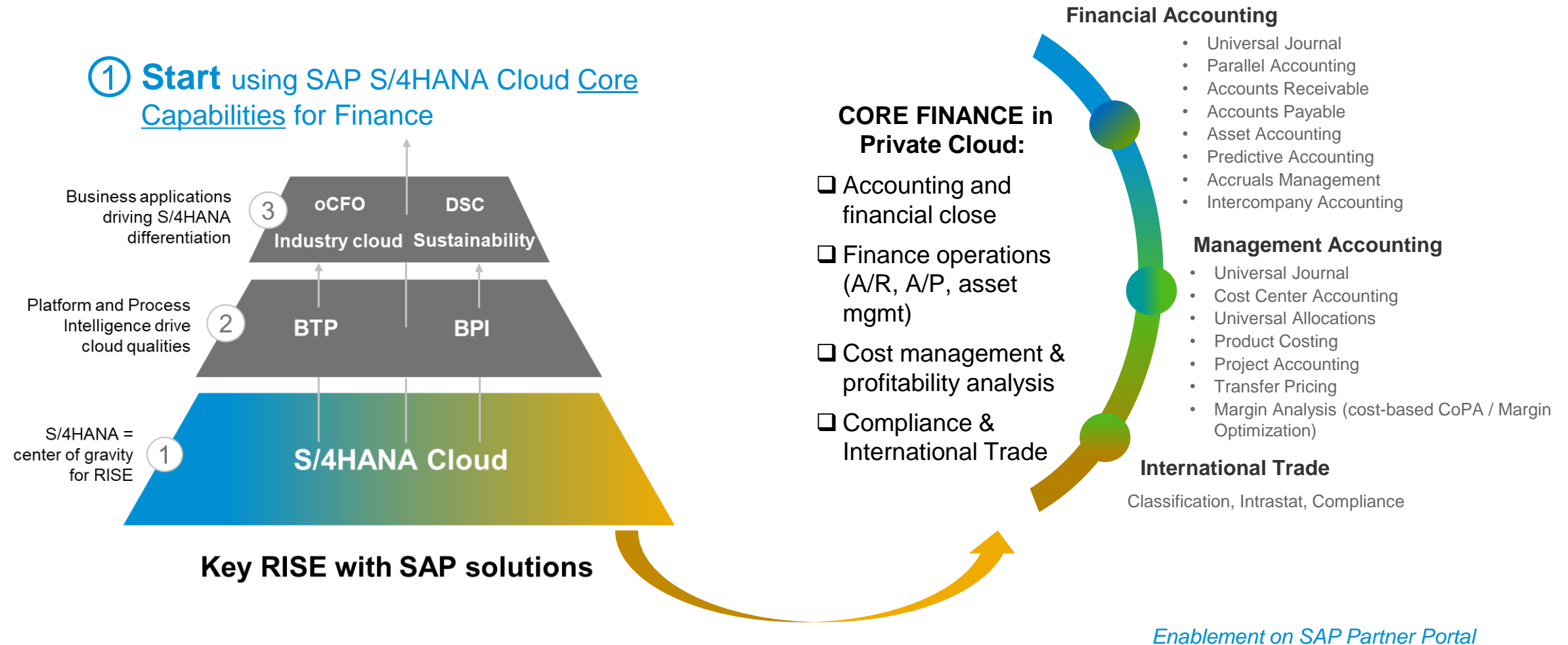
- Industry Sales Plays
- Enhanced LoB Processes: Manufacturing, Supply Chain, Procurement, Sales and Service, HCM, Sustainability
- SAC Planning & Analytics
- AI: ML, RPA

**SECURE YOUR SUCCESS**

[\*Enablement on SAP Partner Portal\*](#)

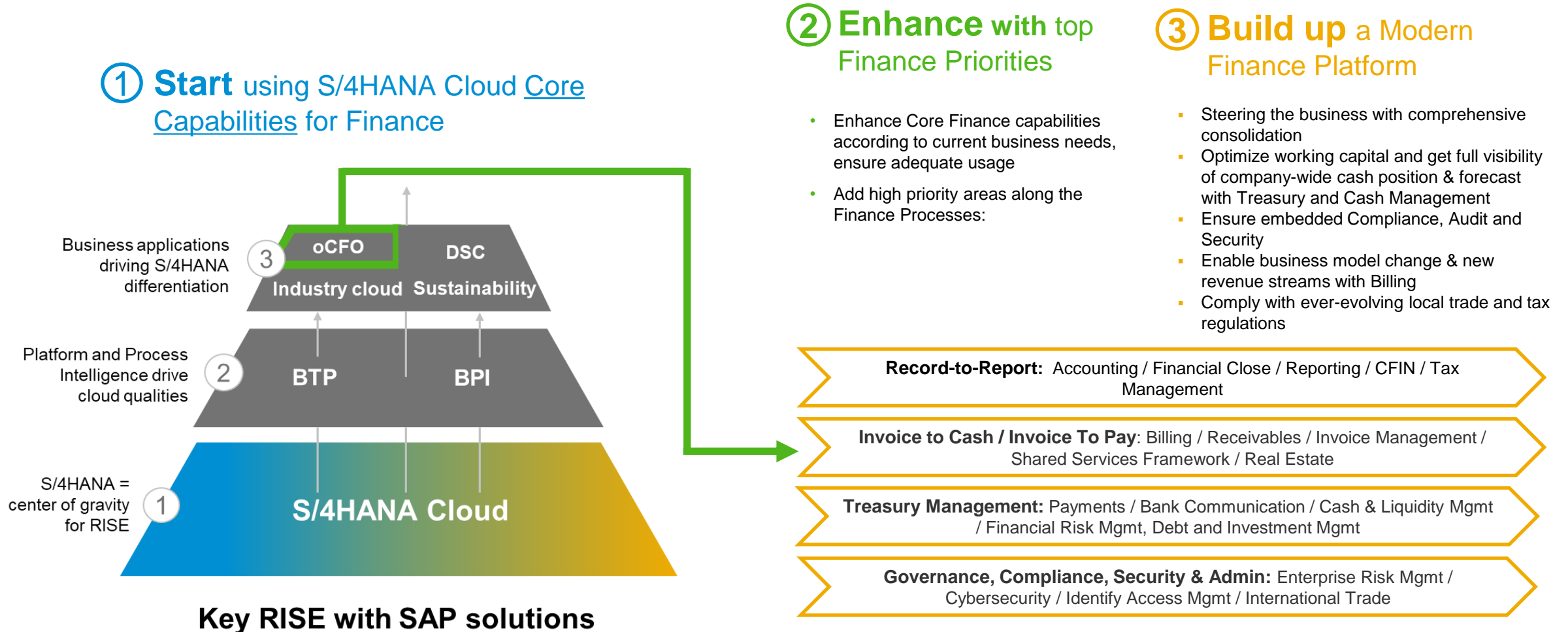
# The Path for the CFO to adopt ERP Business Innovations:

## Start with SAP S/4HANA Cloud – THE CORE



# The Path for the CFO to adopt ERP Business Innovations:

## Enhance Core Finance Capabilities according to the Customer's Needs





# Agenda

- Why Finance in SAP S/4HANA Cloud now?
- **Functional Scope**
- Summary

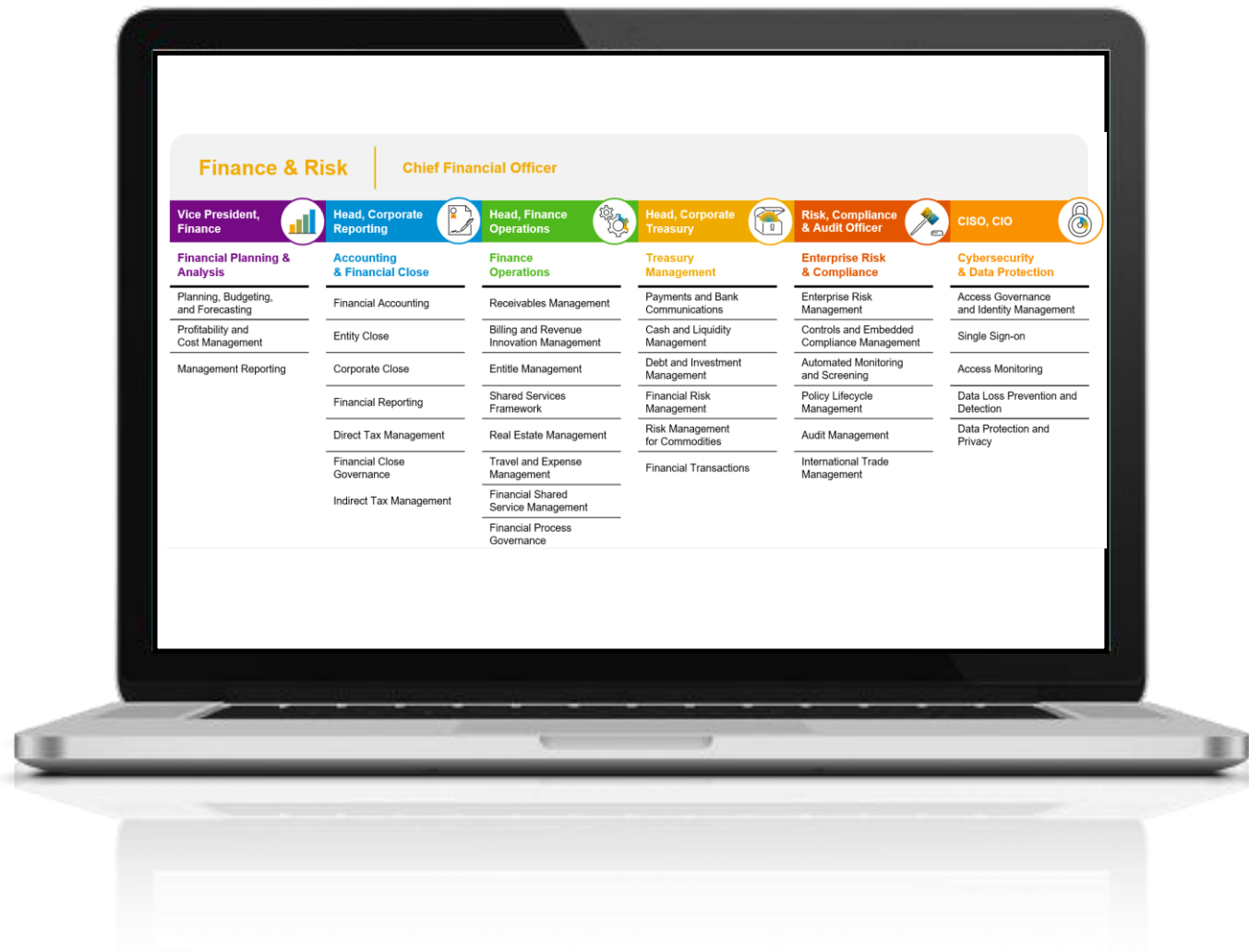


# SAP S/4HANA Finance – The Most Comprehensive Portfolio for the CFO

Delivering tangible value across the CFO to enable the intelligent finance transformation



# Discover the complete Overview to the Finance Portfolio: click below



# Sustainability - Three Areas of Attention of the CFO





# Agenda

- Why Finance in SAP S/4HANA Cloud now?
- Functional Scope
- **Summary**



# Why SAP S/4HANA Finance



Most powerful finance suite from the market leader



Most comprehensive enterprise-wide cloud portfolio



Award winning user experience and cloud innovation platform



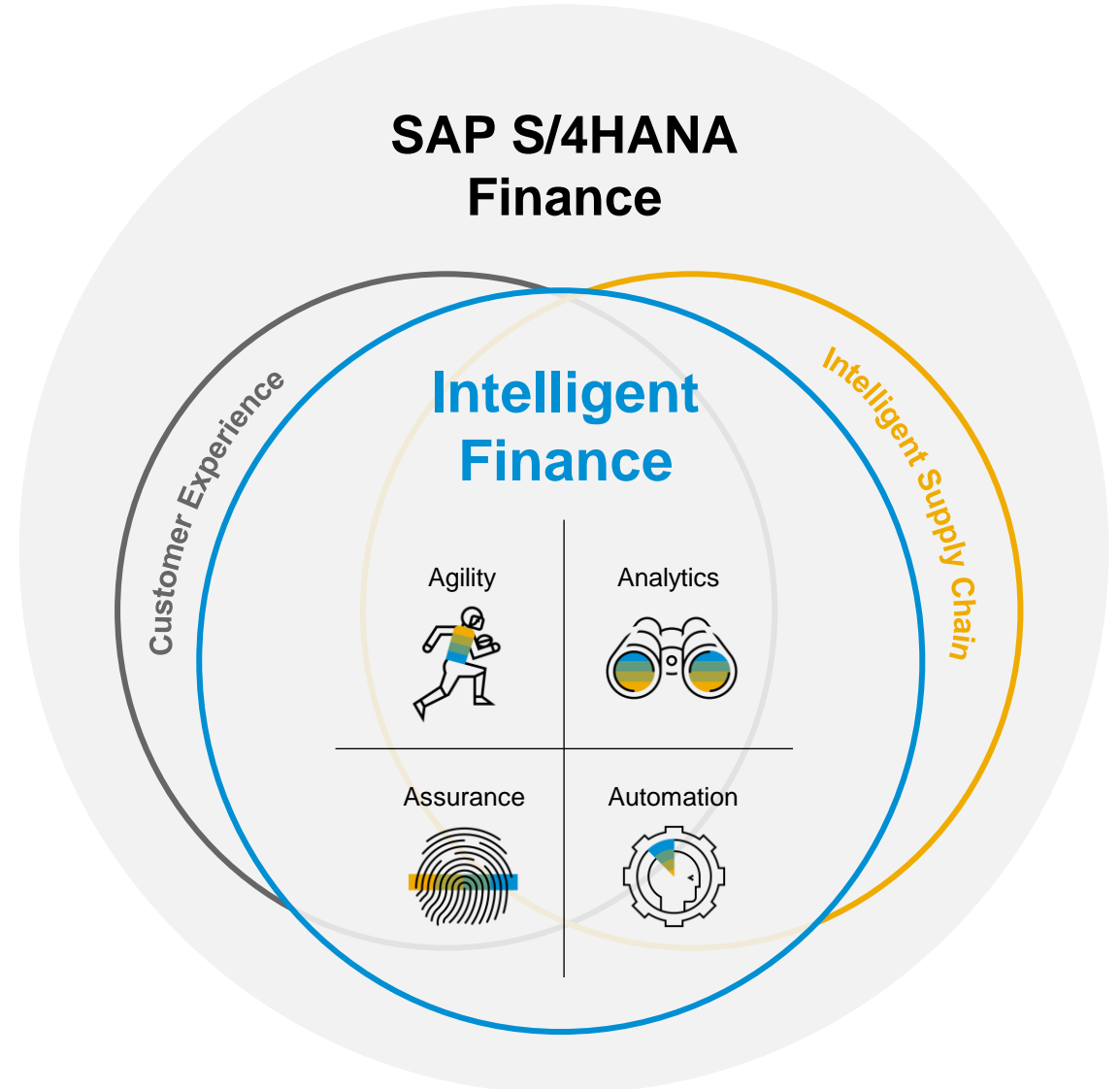
Highest coverage for language and country specific regulatory requirements



Global service coverage from SAP, global partners, and expert ecosystem



Broadest industry coverage and best practices



# Key Benefits for Finance Moving to SAP S/4HANA Cloud

Significant business value for Finance Professionals

## Continuous Close

Closing tasks taken off the critical path, delivering high-quality multidimensional insight, earlier and with less effort

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## Margin Analysis

Continuous, high granular analytics of margin, reconciled by design

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## Inventory Accounting

Simplifying material valuation, product cost analysis and actual costing

---

## Universal Allocations

Increased transparency in cost allocation modeling and execution through a single, harmonized allocation engine

---

## Predictive Accounting

Future-fact-based decision making based on operational information

## Integrated Intercompany

Reconcile intercompany transactions at source before consolidation eliminations

---

## Embedded Secure Data Access

Business role concept enabling effective management & control

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## Managing Receivables

Unified view, real-time analytics, and streamlined design

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## Cash Management

Better data architecture and UI for reporting & monitoring Cash

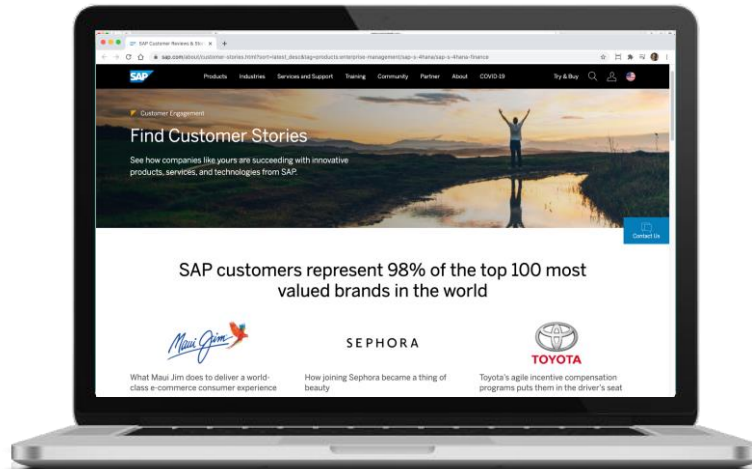
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## Advanced Compliance Reporting

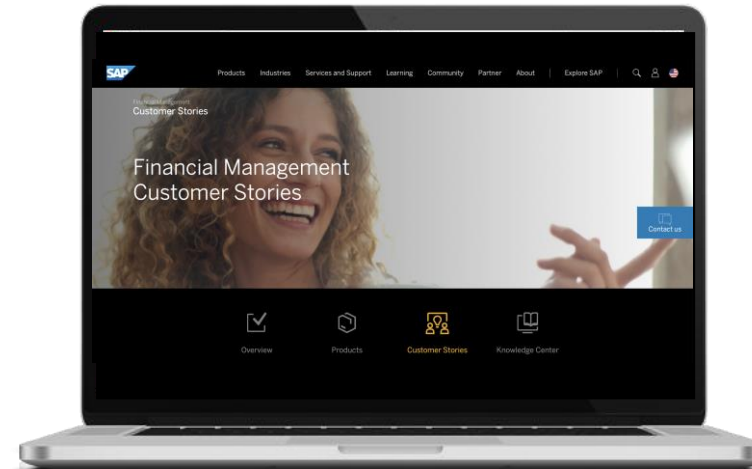
Centralised Legal and Tax Reporting increases compliance

# Where to find SAP S/4HANA Finance Customer Stories?

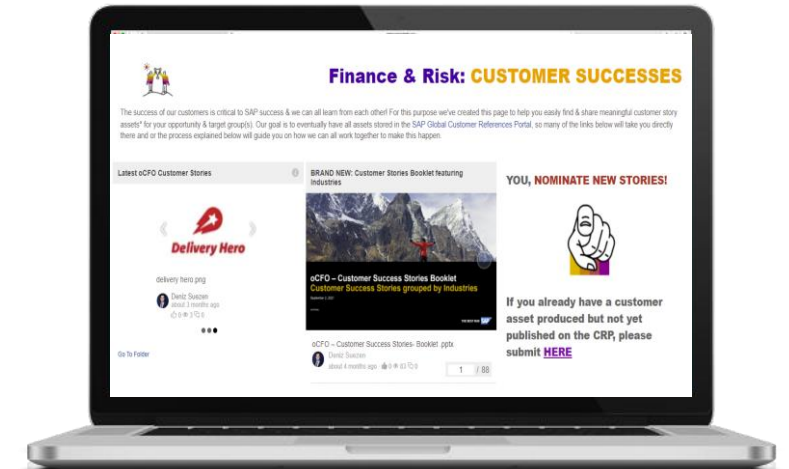
Explore 3 top resources to find compelling customer success stories



[SAP S/4HANA Finance Customer Stories](#)



[SAP S/4HANA Finance Customer Highlights](#)








[SAP Customer Reference Platform for Partners](#)



# The Value of the SAP S/4HANA Finance Solution

Transforming finance in the digital economy

Vice President, Finance 	Head, Corporate Reporting 	Head, Finance Operations 	Head, Corporate Treasury 	Risk, Compliance & Audit Officer 
Financial Planning & Analysis	Accounting & Financial Close	Finance Operations	Treasury Management	Enterprise Risk & Compliance
Collaborative Enterprise Planning	Soft or virtual close	“Lights-out” finance	Real-time <b>actual-to-plan</b> cash management	Always-on compliance
Faster M&A integration	Foundation for “soft close”	Simplify, harmonize, and improve collaboration in operations	Real-time <b>integrated liquidity planning</b>	Instant identification and <b>prediction of potential fraud**</b>
Rapid design of new <b>business models</b>	Instant profit-and-loss insights and real-time cost control	Buyer-supplier integration with <b>business networks**</b>	Improved <b>liquidity forecasting accuracy</b>	Smart strategies for <b>fraud prevention**</b>
Closed-loop, real-time planning at any level	One <b>universal journal</b> for a single source of the truth	Improved <b>budget and spend tracking**</b>	Instant <b>visibility</b> into working capital	Streamlined, automated controls, <b>aligning risk to business</b> value drivers and regulations**
End-to-end, <b>drilled-down</b> customer and product profitability analysis	Embedded <b>real-time</b> consolidation	Employee <b>perfect trip</b> experience**	Predictive and automated forecasting process	Integrated controls in processes**
Predictive forecasts and dynamic simulation with real-time	Multidimensional reporting on the fly	Improved real estate management**	Simplified and <b>automated bank processes</b>	<b>25–30% reduction in risk management and compliance costs*</b>
Visual analysis of financial statements**	Integrated <b>regulatory/ statutory</b> and managerial reporting	<b>10–25% reduction in accounts receivable management costs*</b>	Higher <b>transparency</b> on financial <b>exposure risk</b>	
<b>50–100% reduction in financial forecasting error rate*</b>	Reduced <b>reconciliations</b>		<b>Single source of the truth</b> for all financial risks	
	<b>40–50% reduction in days to close annual books*</b>		<b>25–35% reduction in unnecessary capital requirements*</b>	

\*Benefits are based on early adopters of SAP S/4HANA® or conservative outside-in benefits due to moving from a traditional ERP to enhanced SAP S/4HANA + line-of-business (LoB) and cloud capabilities. As each enterprise is at a different level of maturity, our recommendation is to work with you to determine the value proposition for the enterprise.  
\*\*Capabilities that extend beyond SAP S/4HANA shipment to SAP's broader cloud and LoB portfolio.

# Thank you.

Contact information:

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name@sap.com

