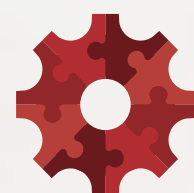


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¿SU EMPRESA ESTA
LISTA PARA LA NUEVA
ECONOMIA DIGITAL?
SAP S/4HANA
Enterprise Management

Cloud & On Premise
Analytics • FIORI • CO-PILOT



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**S/4HANA la siguiente generación del
ERP inteligente**

Procesos totalmente automatizados

Excelencia en negocios digitales

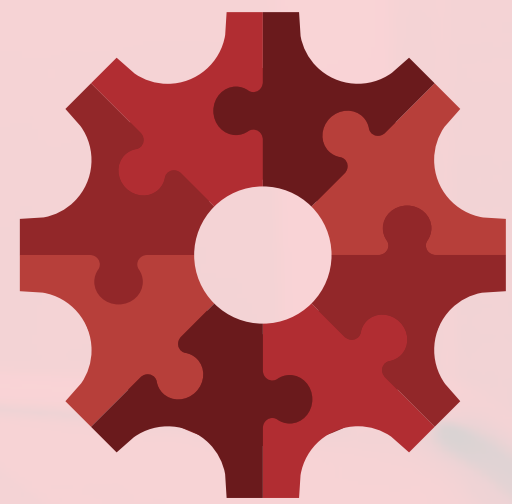
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Soluciones Integrales para su negocio para competir en la Era Digital



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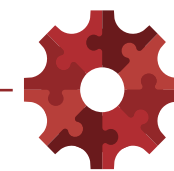
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**C/4HANA
SUITE**

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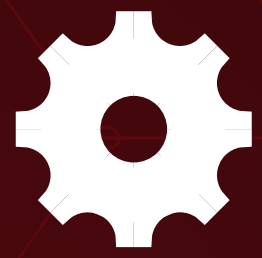
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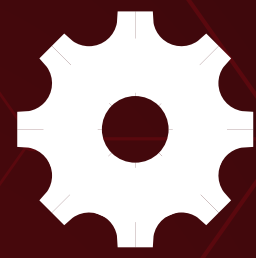
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THE NEXT GENERATION BUSINESS SUITE

SAP S/4HANA



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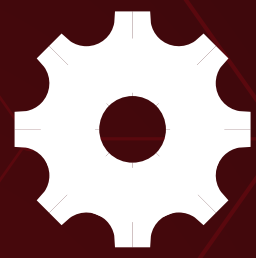


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5

**Razones principales
por qué elegir
SAP S/4HANA**



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5 Razones por qué elegir SAP S/4HANA

#1

Diversificación

Ampliar las oportunidades de ventas un 15-20%

SAP S/4HANA incorpora agilidad a través de una plataforma simplificada que permite el intercambio de datos en tiempo real entre las ventas, el servicio al cliente y los líderes empresariales, una mayor eficiencia debido a la eliminación de datos duplicados y un análisis de datos simplificados conducen a ventas más efectivas y específicas.

#2

Optimización

Optimizar su cadena de suministros hasta un 12%

SAP S/4HANA le permite integrar toda su cadena de suministros y obtener una reducción hasta un 12% en la cantidad de días del inventario. Esto significa una reducción en los desabastecimientos y un panorama simplificado que genera un ahorro de costos de logística en un 10%

#3

Eficiencia

Reducir los costos de adquisiciones hasta un 15%

La productividad de la cadena de suministros se puede aumentar hasta un 15% con SAP S/4HANA aprovechando las opciones de descuento en los pagos anticipados, maximizando el orden de inventario y el seguimiento de materias primas en tiempo real.

#4

Agilidad

Aumentar la capacidad de respuesta de las ventas

Adaptarse rápidamente a los cambios en los resultados de producción en el mundo de las ventas hechas a medida. Dirija los pedidos de los clientes directamente a la fábrica como pedidos de producción. Alinee la cadena de suministro y la planificación de ventas.

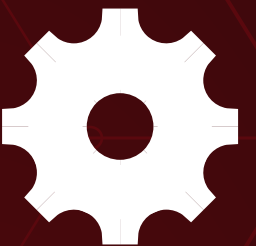
#5

Eficacia

Aumente la eficiencia de la operación hasta un 60%

Con SAP S/4HANA comience a experimentar total facilidad en la gestión de las operaciones de negocio. Ahora, sus clientes podrán experimentar un servicio excelente y entrega puntual, que permanecerá sin modificaciones durante la expansión rápida.



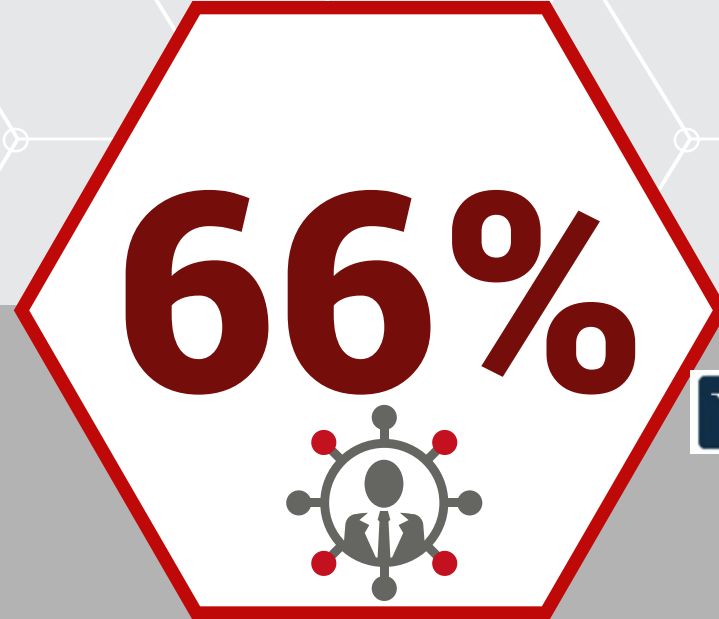


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THE WORLD IS CHANGING



IoT
Last years growth in
Mobile Data Traffic



Machine Learning
of analytics processes will no longer simply discover what happened and why, but **prescribe** what should be done



Predict Maintenance
will be saved in 2022 for consumers & business by IoT, for instance **Predicting Hardware Maintenance**



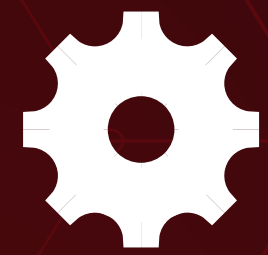
Artificial Intelligence
cognitive and AI solutions spending predicted annual growth rate
(CAGR 2016-2021)



Digital Transformation
initiatives will use AI services by 2019



Digital Supply Chains
Will Have Benefited from Digital Transformation by 2019



LONG WAY TOGETHER

We've come a long way together

Innovate

✓ **46 years** of innovation across all industries

Standardize

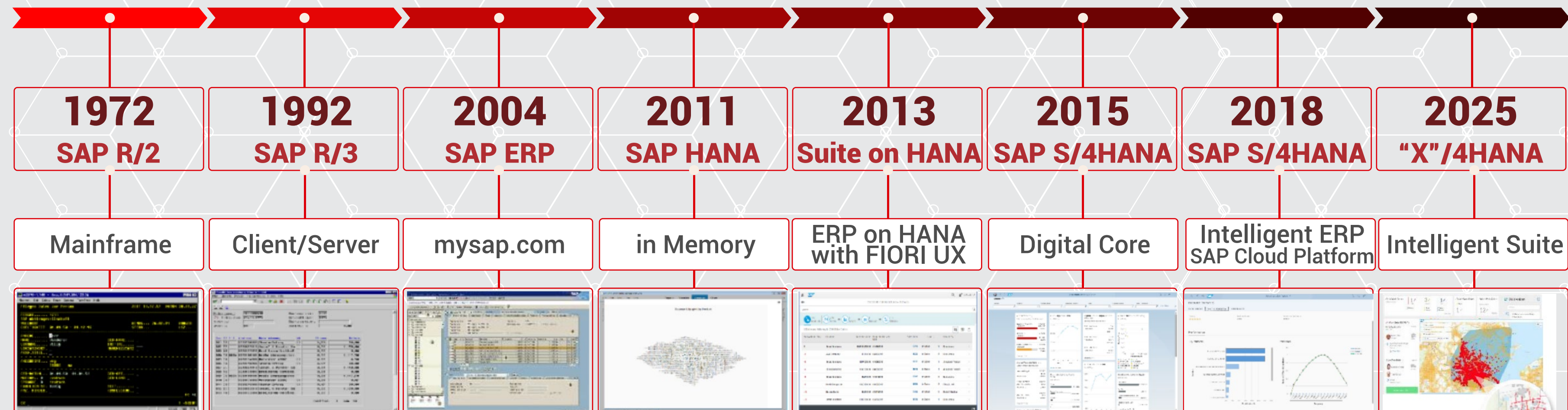
✓ **90,000 customers** in **193** countries

Scale

✓ **74%** of the world's transaction revenue touches an SAP system

Trust

✓ **Always** providing multiple ways of innovation adoption



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SAP STRATEGY

Deliver the Intelligent Enterprise



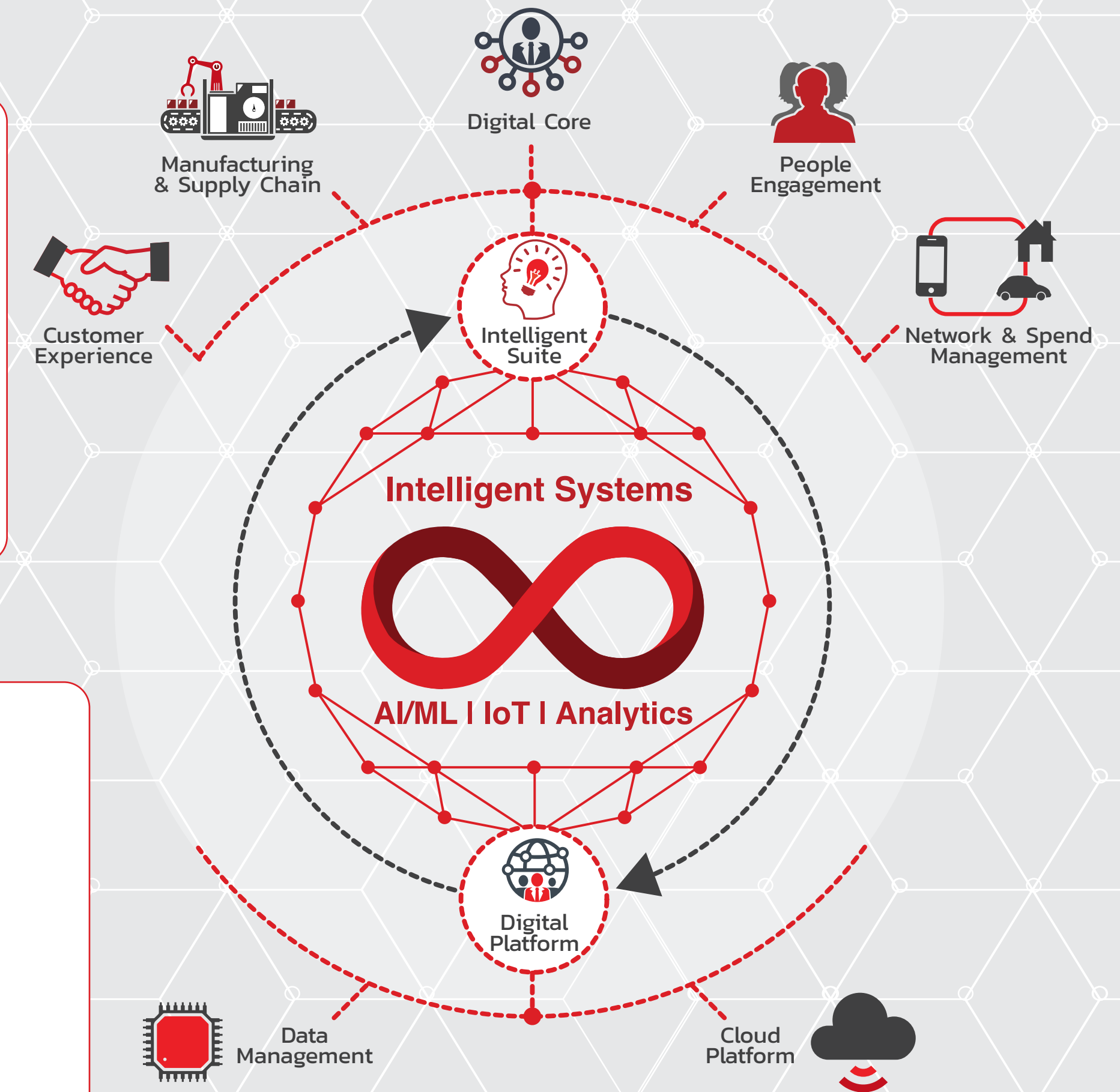
Intelligent Suite

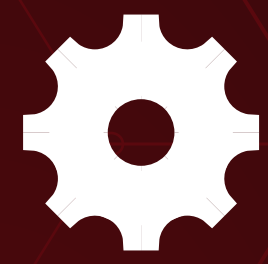
- **Core Applications** running with high in-memory performance
- Superior **UX**
- Empowered by **Intelligent Technologies**
- High **Standardization for scale**
- **Standard API or Best Practice Integration**



SAP Cloud Platform

- **Integrate SAP & other applications** that deliver **Intelligence within core business-process**
- **Universal analytics & digital boardroom** connecting the enterprise for the CXO
- Leverage toolbox of **intelligent Technologies** like **AI, ML, IoT**, together with microservices & data management tools
- **Use innovation services to combine design thinking and industry accelerators**





NEXT GENERATION INTELLIGENT ERP

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TRADITIONAL ERP



Record Data



Process Data



Report Results

INTELLIGENT ERP



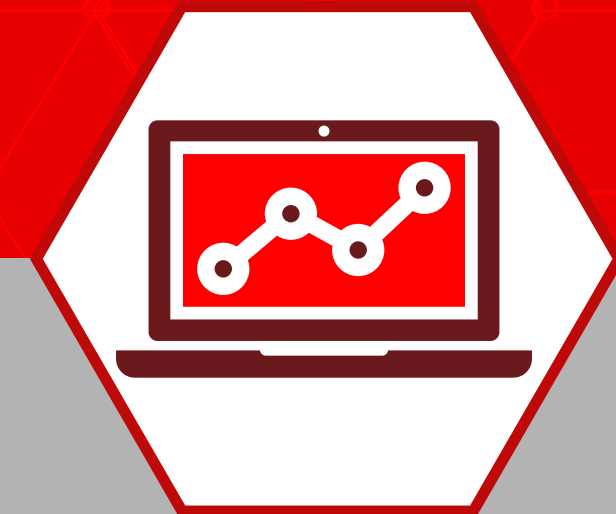
Ease, Automate & Scale

- Customer Experiencie, easy entry
- Integrate Data via IoT
- Leverage Business Networks
- Integrate via SAP Cloud Platform



Automated Processing

- Exception based control
- Automate & streamline business from rules to Machine Learning
- Connect with Digital Assistance



Realtime & Prediction

- Real-time KPI's for all key users
- Digital Boardroom
- Predict, Simulate, What if...
- Insight-2-Action

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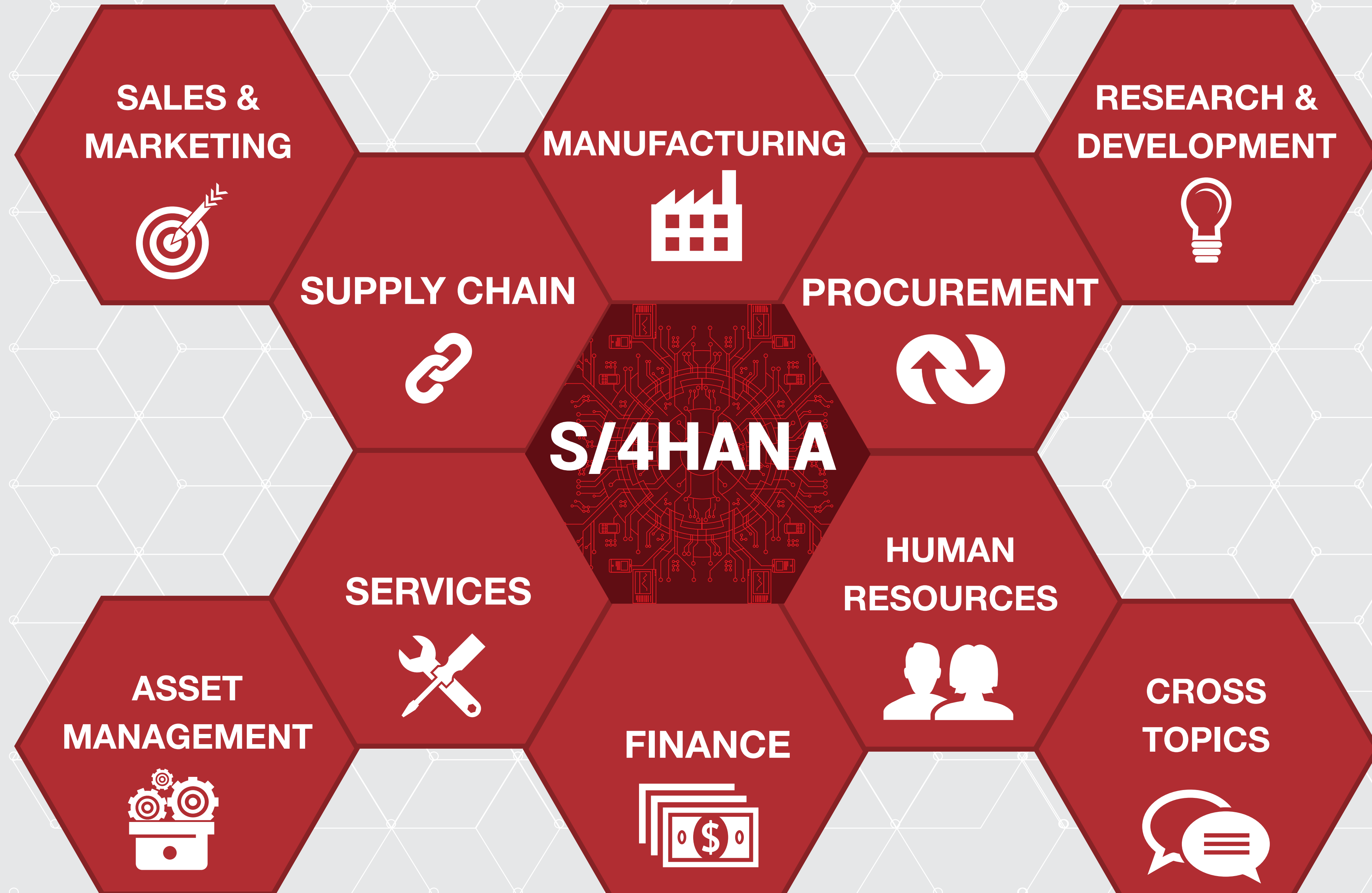
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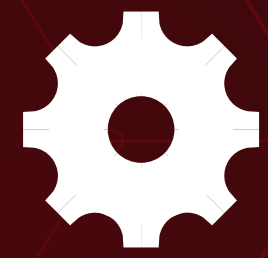
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S/4HANA BUSINESS SCOPE

PROCESOS INTEGRALES DE NEGOCIOS END TO END

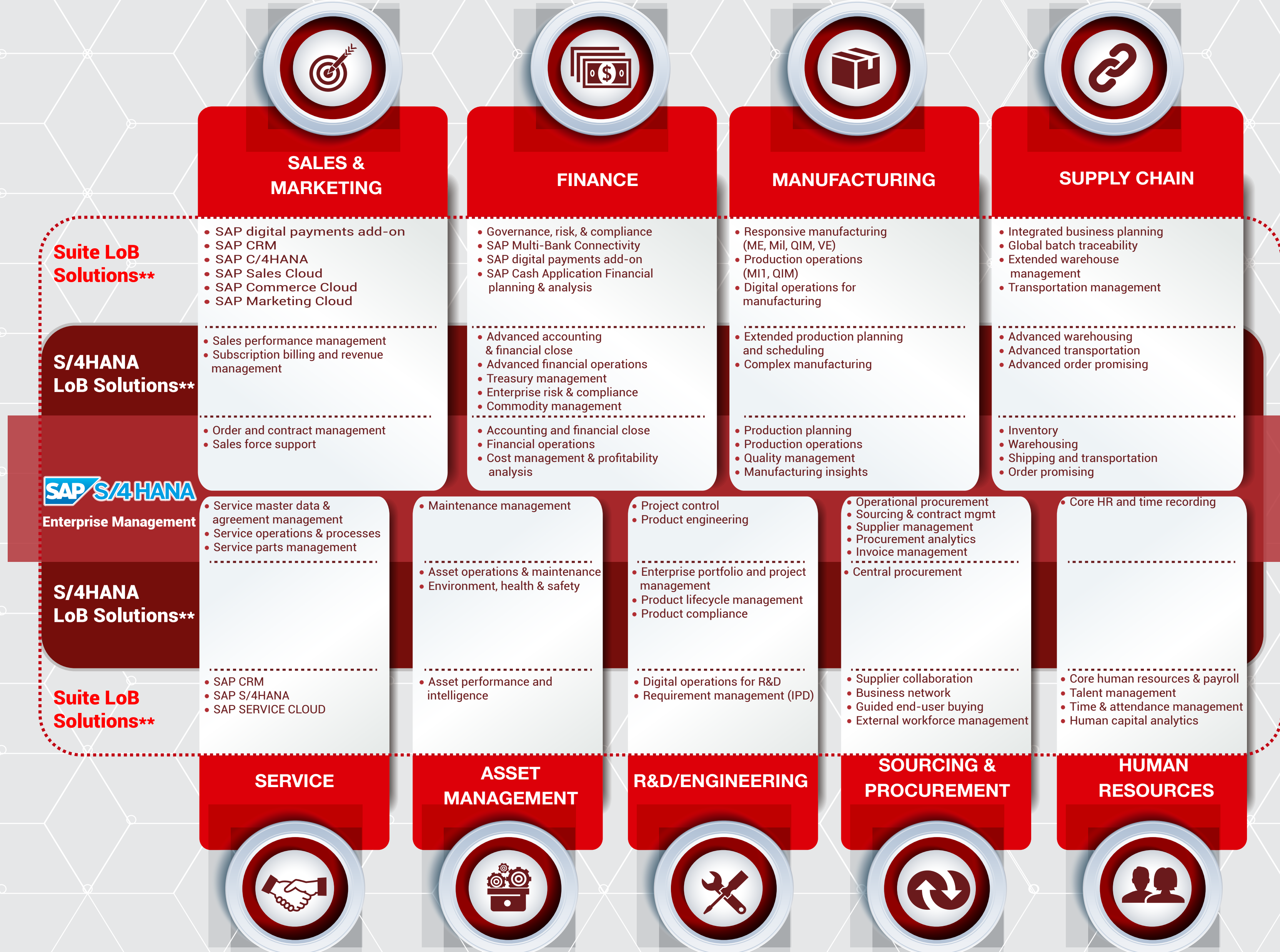




SAP S4HANA SUITE 1909

PROCESOS INTEGRALES

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SAP S4HANA 1909 Key Innovations

OVERVIEW

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ADVANCED AVAILABLE TO PROMISE

- Product allocation-calculate a feasible confirmation by considering multiple product-allocation objects as alternative sources of supply



ASSET MANAGEMENT

- Confirmation for multiple maintenance orders



INDUSTRY TO CORE- UTILITIES

- Product Simplification
- Third release of customer-management capabilities



INDUSTRY TO CORE- PUBLIC SECTOR

- Leverage end-to-end processes in investigative case management
- Simplified multilevel budget structure in funds management budgeting



HUMAN RESOURCES

- Replication of skills and licenses from SAP SuccessFactors Employee Central to SAP S/4HANA



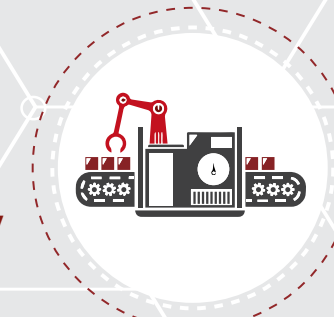
QUALITY MANAGEMENT

- Manage and monitor defects including worklist and graphics
- New evaluations and additional key figures for quality management data



BILLING

- Intercompany settlement with convergent invoicing



DIGITAL MANUFACTURING

- Version Cotrolled Phantom BOMs
- Asynchronous execution and after-the-fact posting
- Unplanned rework during production execution



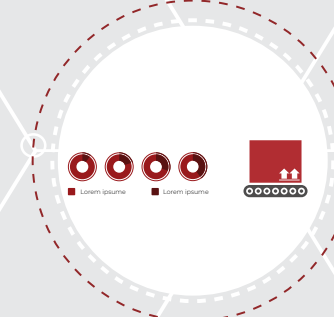
FINANCE

- Profitability-first scenarios for top-down distribution based on the universal journal
- Consolidated finance reporting via new matrix consolidation



SOURCING & PROCUREMENT

- Auditing of procurement collaboration with blockchain
- Consolidated finance reporting via new matrix consolidation



COMPLIANCE

- Emission forecast
- Compliance calendar for environment, health and safety task management



SALES & DISTRIBUTION

- Approval status for sales documents
- Automatically set delivery blocks for down payments with billing plans



EXTENDED WAREHOUSE MANAGEMENT

- Improve the supply to manufacturing from warehouse processes
- Enhanced user experience with new and enhanced SAP FIORI app in SAP EWM

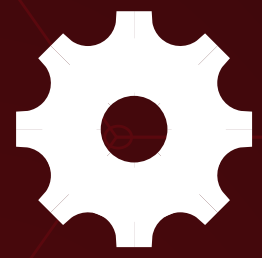


R&D / ENGINEERING

- Context-based access control management for product lifecycle management (PLM) objects
- Derive and update products structure from a block definition diagram

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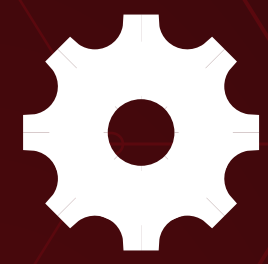
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S4HANA - SALES AND MARKETING

- **Sales Force Support**
- **Order & Contract Management**
- **Sales Performance Management**
- **Subscription billing & revenue management**
- **Additional LoB Solutions**





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BUSINESS PRIORITIES IN SALES

Market to an audience of one

The end to end customer journey spans across channels and touchpoints.

Companies want to activate highquality, relevant, timely interactions with customers and prospects across all touchpoints by triggering actions in the system of engagement.

Delivery products as services

Companies are looking to quickly identify new revenue opportunities and bring new monetization models to market that capture narrow market segments and drive positive outcomes.

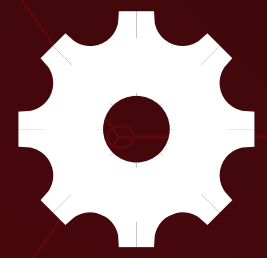
Digital assistance for simpler, smarter and faster sales

Intelligent bots can facilitate a whole new paradigm of interactions that allow people to be more efficient and smarter in what they do.

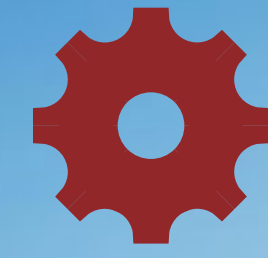
Predictive sales performance forecasting

Sales teams need to empower sales representatives to sell smarter and forecast sales better by providing them with recommendations for strategically best course of actions.





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SAP S4HANA SERVICE



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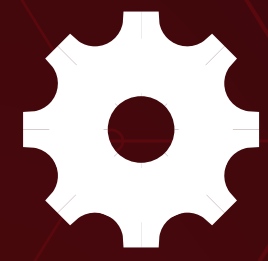


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S4HANA - SERVICE

- **Service Operations and Processes**
- **Service Master Data & Agreement Management**
- **Service Part Management**
- **Additional LoB Solutions**





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S/4HANA SERVICE

Service Order Management

Plan, execute and control the delivery of services based on service orders

Service Fulfillment

Align service fulfillment capabilities flexibly to service requirements

Service Request Management

Create, track and manage service requests with full visibility of current and historical service agreements and activities

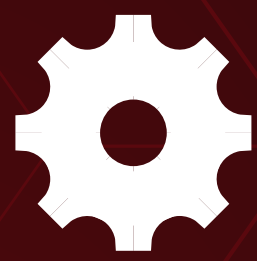
Service Billing & Settlement

Enable accurate and fast service billing and settlement and revenue reporting

Multi-Channel Customer Engagement

Provide real-time, unified customer engagement through customer-preferred channels, and enables them to build attractive new Web/mobile self-service applications for end-consumers.





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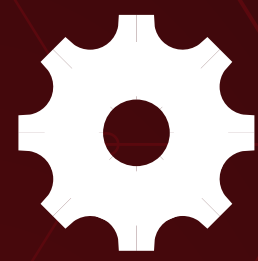
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SAP S4HANA SUPPLY CHAIN



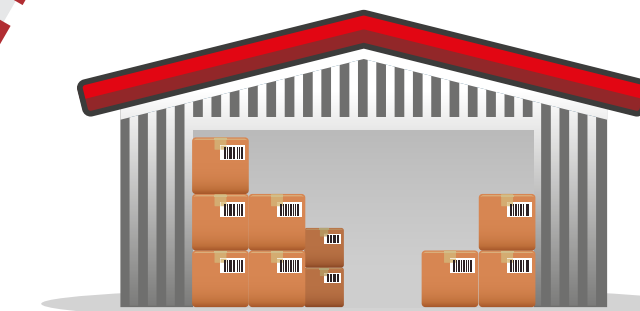
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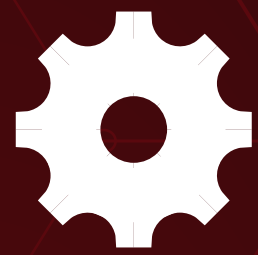
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SUPPLY CHAIN

- **Inventory**
- **Warehousing**
- **Order Promising**
- **Transportation**
- **Additional LoB Solutions**





LOGISTICS IN THE INTELLIGENT ENTERPRISE

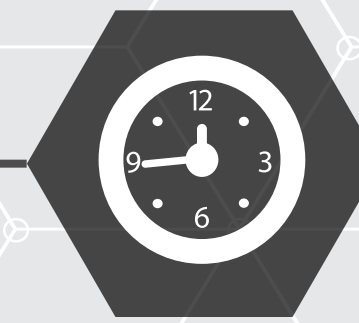
Traditional Process



Sales order Capture



Online Order Confirmation
Delivery commitments based on outdated data



Live MRP
Off-peak MRP runs, no real time visibility
In shortages



Production / Purchase Requ.
Lack of visibility into production issues, no supplier network fallback



Inventory Management
High safety buffers due to lack of inventory
Invisibility, disparate WM system



Delivery, Transp. Plan. & Dispatch
High safety buffers due to lack of inventory
Invisibility, disparate WM system



In-Transit tracking
Analytics and reporting in separate BW system with no real-time data update

The New World With SAP S/4HANA



Sales order Capture



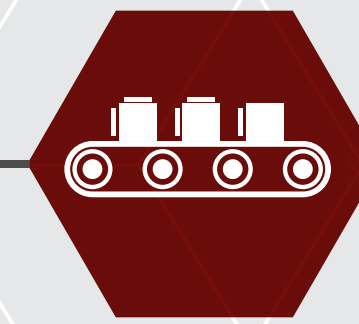
Online Order Confirmation
Up-to-date delivery commitments, rule-based product allocations



Live MRP
Material shortages identified instantly, multiple planning methods supported



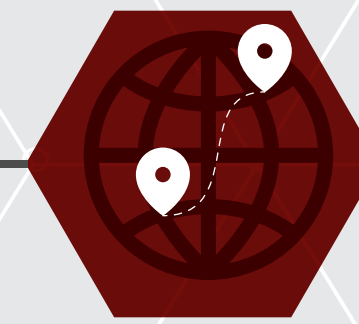
Production / Purchase Requ.
Smart decision recommendations & supplier network integration



Inventory Management
Minimized safety stock with just-in-time material availability



Delivery, Transp. Plan. & Dispatch
Single embedded platform for transportation management



In-Transit tracking
Tracking goods and assets in transit
(SAP Global track & trace)
Analyzing vehicle and sensor data in real time
(SAP Vehicle insights)

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Logistics executives need to prioritize new business models and processes

Priority 1: End-to-end logistics

Fulfill the promise of omni-channel business with seamless integration of multi-modal logistics

Priority 2: Cost Efficiency

Optimize freight spend, increase asset utilization and supply chain efficiency even with smaller shipment sizes

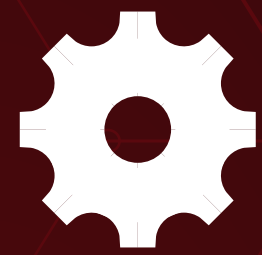
Priority 3: Connected Networks

Integrate with both customer and supplier supply chains to unlock superior value

Priority 4: Increased transparency in the digital mirror

Create a digital twin of fulfillment as well as procurement processes, building on asset insights and uniquely identified products





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Extended Warehouse Management with SAP S/4HANA

Supporting all levels of warehouse complexity

SAP S/4HANA SUPPLY CHAIN Suite**

Leverage Decentral SAP EWM for

- High volume warehouses
- Independent operations, versioning, upgrades
- Material Flow System (MFS)

ADVANCED WAREHOUSING

- Inventory Management Optimization
- Inbound Process Optimization
- Outbound Process Optimization
- Material Flow Control
- Yard Management
- Labor Management(Includes Processor, Shifts, Time & Attendance Travel Distance,Standards, Tracking & Monitoring)
- Value Added Services
- Kitting
- Cross Docking
- Warehouse Billing
- Integrated Load Planning
- Improved Package Builder & Stock Consolidation

Products**

WAREHOUSING

- Inventory Management
- Inbound Processing
- Outbound Processing (Incl. Loading of deliveries)
- Internal Warehouse movements
- Physical Inventory
- Reporting
- Enhanced QM Integration in S/4HANA with EWM
- New Pick-by-Cart FIORI App

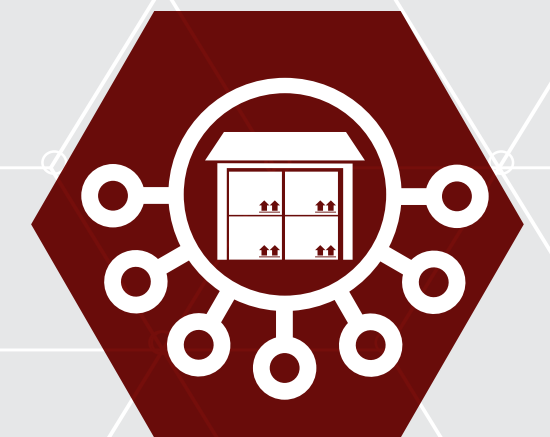
Digital Core

ENTERPRISE MANAGEMENT

Optimize & Synchronize through Warehouse Hub



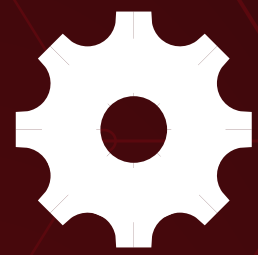
Optimize Warehouse Operations



Stock Transparency & Control



SAP S/4HANA



Transportation Management with SAP S/4HANA

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SAP S/4HANA

SAP S/4HANA SUPPLY CHAIN

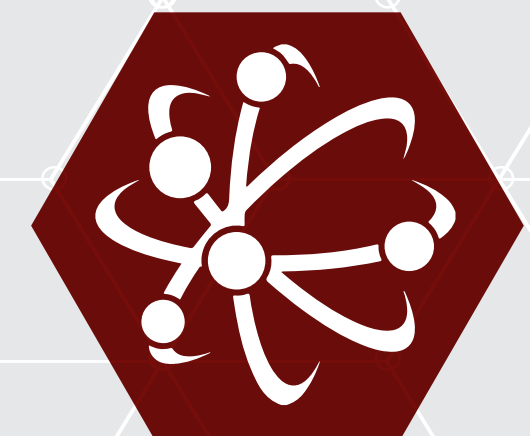
Suite**



Leverage Decentral SAP TM for

- Transportation hub approach
- Independent operations, versioning, upgrades

Enhanced Transportation Model through Hub approach



- Strategic Freight Management
- Service Order Management
- Combined Inbound / Stock Transfer/ Outbound Transportation Process
- Driver Management
- Advanced Charge Calculation
- Carrier/Service Billing
- Planning
- Order and Delivery based Planning Process
- Transportation Cockpit
- Vehicle Scheduling Routing Optimization
- Gant Chart
- Planning on 2 monitors
- Transportation Proposal
- Automated Carrier Selection/ Carrier Ranking Lis
- Load Consolidation/ Load Planning (3D Visualitation)
- Package Building
- Professional Tendering Management
- EWM Integration (via services)
- Integration with
 - Event Management
 - Global Trade Services
 - Descartes

Optimize Transportation Processes

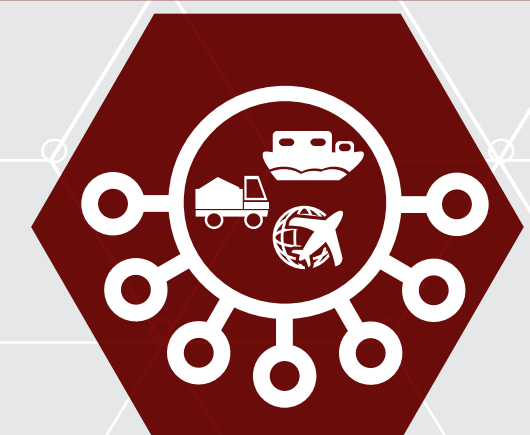


Products**



- Main Parts on the Transportation Network
- Freight Agreements
- Charge Management
- Separated Inbound/ Outbound Freight Order / Booking Mngmt (Delivery Based)
- Basic Transportation Planning (POWLs / manual freight Unit Selection)
- Transportation Execution without Event Management
- Freight Settlement Mngmt
- Basic Agency Billing
- Direct Tendering for Service Agents (Subcontracting)
- Dangerous Goods Mngmt
- TM Output Management
- TM Analysis

Shipping Transparency and control

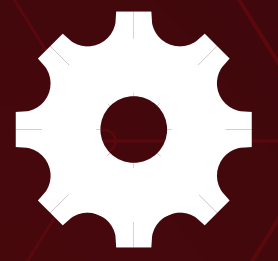


Digital Core

ENTERPRISE MANAGEMENT

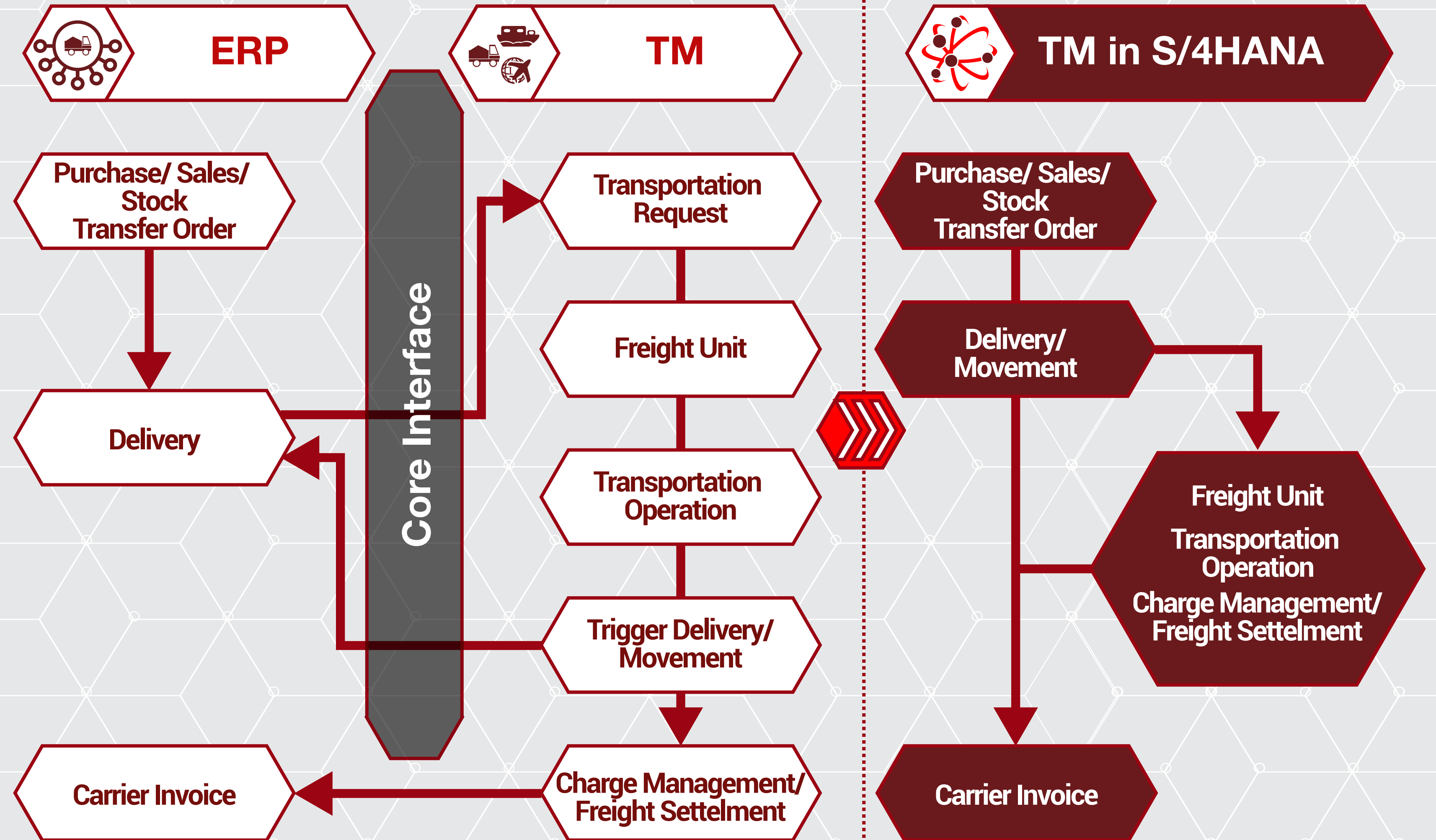
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Transportation Management with SAP S/4HANA

ONE System, ONE Transport Flow



Less Documents, Less process steps. Lower TCO

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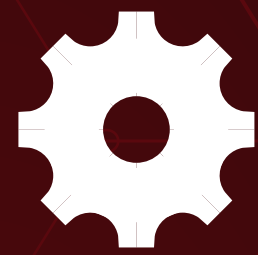
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Available to Promise in SAP S/4HANA

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SAP S/4HANA

SAP S/4HANA SUPPLY CHAIN

Suite**

ENHANCED FUNCTIONALITY IN S/4HANA

Products**

CORE SCOPE

Digital Core

ENTERPRISE MANAGEMENT

Integrate with Global ATP (SAP SCM)

- Capable to Promise and complex algorithms like location & product subconditions, multilevel ATP

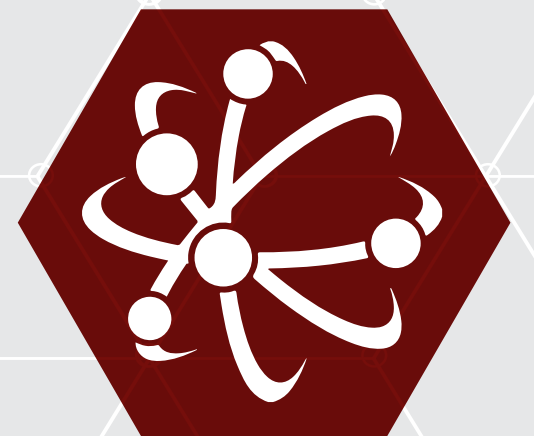
Advanced Available to Promise (aATP)

- Backorder processing with intuitive requirement classification
- FIORI App for Release for Delivery
- Mass enabled fast availability check
- Use-case-driven product allocation check
- Intelligent & Automated selection of best confirmation considering alternative plants and substitutable materials
- Easy-to-use and device-independent ATP explanation and simulation app
- Advanced transcoralion scheduling (integration SAP TM)

Basic Available to Promise (ATP)

- Simple product availability check
- Basic allocation check
- Manual material determination
- Semi-manual plant substitution
- Materiel-plant-based backorder processing for sales orders
- Simple transportation and shipment sheduling based on days (and hours)

Completes ATP Requirements



Order to Promise Optimization

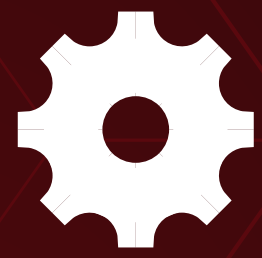


Basic ATP / Order to Promise



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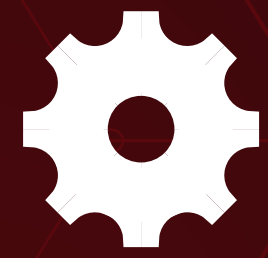
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SAP S4HANA MANUFACTURING



S/4HANA MANUFACTURING



- **Production Planning**
- **Production Operations**
- **Manufacturing Insights**
- **Quality Management**
- **Additional LoB Solutions**



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SAP S/4HANA Manufacturing

- **Constraint Based Production Planning (PP/DS)** gets co-deployed with SAP S/4HANA on the same system utilizing one HANA database production or external procurement to cover product requirements.
- You can execute a visualized **Production Scheduling** to plan critical products, such as products with long replenishment lead times or products that are produced with bottleneck resources.
- In addition you can use the app “**Create Optimal Orders for Shipment**” app to order several materials in one purchase order and optimize the order quantities to best utilize the capacity of the means of transport.
- **Demand Driven MRP** is targeting a **dynamic demand driven Replenishment and Inventory Optimization**.
- Goal is to manage buffers of components and semi-finished products across the complete BoM dynamically – to lower overall stock levels and still ensure high customer service levels at lowest possible inventory levels across the complete BoM / Value Chain.



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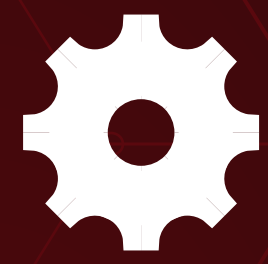
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New Market Trends Require New Manufacturing Business Models

**Mass
Production**

**Manual
Labor**

**Disconnected
Processes**

**Goods on
Stock**



**Individualized
Products**

Automation

**Integrated
Shop Floor**

**Predicted
Demand**



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Manufacturing Planning and Operations with SAP S/4HANA

Manage Material Shortages

Monitor Capacity

Monitor Production Orders / Operations and Confirm Progress

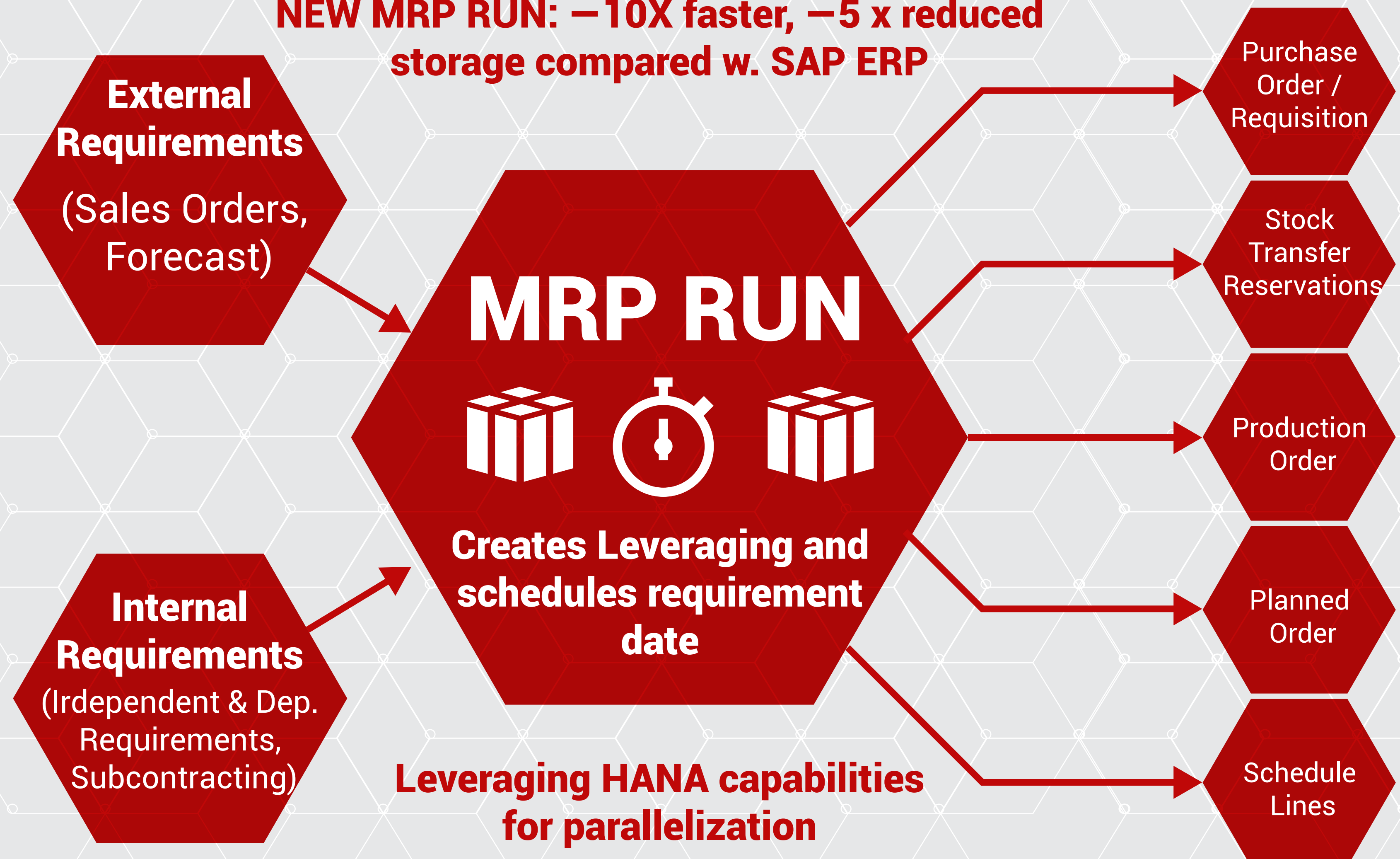




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Streamlined Material Requirements Planning with SAP S/4HANA

NEW MRP RUN: – 10X faster, – 5 x reduced storage compared w. SAP ERP



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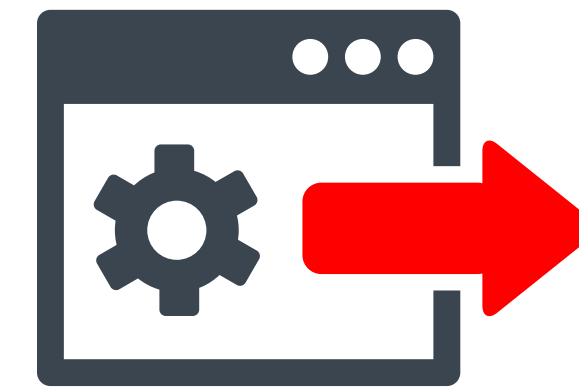


SAP S4HANA SOURCING & PROCUREMENT



SOURCING AND PROCUREMENT

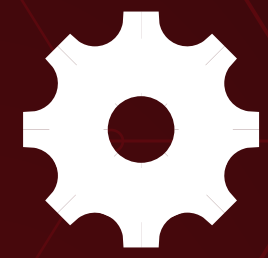
- **Additional LoB Solutions**
- **Invoice Management**
- **Procurement Analytics**
- **Supplier Management**
- **Operational Procurement**
- **Sourcing and Contract Management**



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SAP S/4HANA Sourcing & Procurement Solution Simplification

- **Self Service Procurement** replaces ERP shopping Cart and MDM Catalog (via search function) **Business Partner** approach replaces vendor master
- **Replacement of classical GUI transactions** (SAP Note 2267449)
- **Live Supplier Evaluation** now real-time on source data w/o data replication **Pricing Data Model Simplification** (SAP Note 2267442)
- **New Optional Output Management** in Purchase Order including cloud qualities such as extensibility enablement, multi-tenancy enablement and **modification free configuration**
- **Native Integration with Ariba** (SAP Note 2341836)

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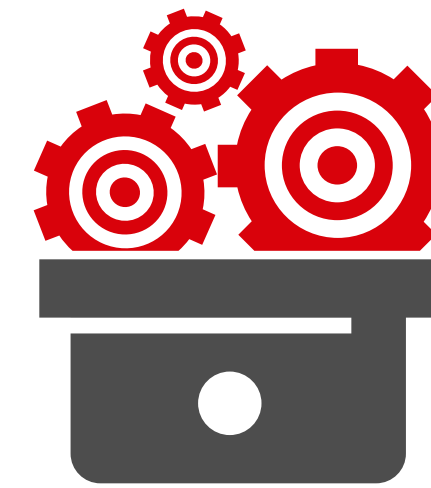


SAP S4HANA RESEARCH & DEVELOPMENT ENGINEERING



Research & Development / Engineering

- **Product Engineering Additional LoB Solutions**
- **Project Control**



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SAP S4HANA ASSET MANAGEMENT





Asset Management

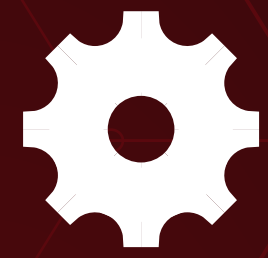
- **Asset Management**
- **Additional LoB Solutions**
- **Maintenance Management**



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SAP Asset Central



Collaboration

**SAP Asset
Intelligent
Network**



Strategy

**SAP Asset
Strategy &
Performance
Network**



Intelligence

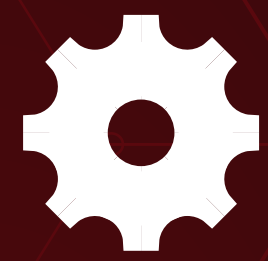
**SAP
Predictive
Engineering
Insights**

**SAP
Predictive
Maintenance
& Service**

Master Data

Basic Functionalities

SAP ASSET CENTRAL



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SAP S/4HANA Maintenance Suite

MAINTENANCE EXECUTION WITH GEOGRAPHICAL INFORMATION

- Leverages **SAP Geographical Enablement Framework for SAP S/4HANA** Bidirectional navigation between Geo Framework and S/4HANA Asset Management solution
- Manually create and change geometries of selected business data
- **GeoEnabled technical objects:**
Equipment, functional location
- **GeoEnabled business transactions:**
PM notification, PM order Automatically copies geometry from superior technical objects Automatically copies geometries from technical objects and/or PM notifications to PM order. Automatically copies geometries from technical object to PM notification.
- **Single action:**
Initiate creation of PM notification and PM order from a technical object via geo
- **Mass action:**
Selection of geoEnabled master data and transaction via the geo explorer with further processing within the backend Order and Notification List



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SAP S4HANA FINANCE



FINANCE

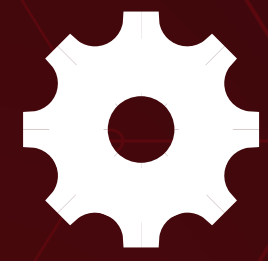
- **Accounting and Financial Close**
- **Cost Management & Profitability Analysis**
- **Further LoB Solutions**
- **Financial Operations**



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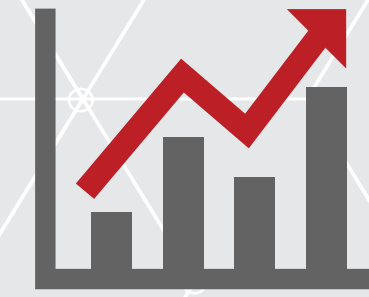


Accounting Highlights - SAP Accounting



Single Source of Truth

- One source for financial and management accounting
- Real time reporting without replication to a data warehouse



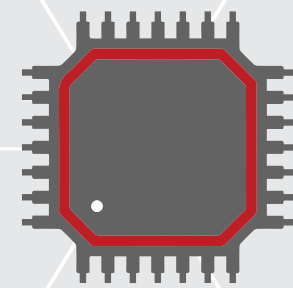
Reporting & Analysis

- Fast and flexible reporting
- Self service analytics



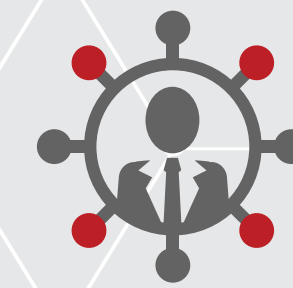
Accelerated Close

- Continuous infra month processes
- Predictive close capabilities – extend the reach of Accounting
- Soft close – better insight at any time
- Hard close – accelerated month end closing tasks



Highest Granularity

- Line item based and extensible
- Not limited by totals or pre-configuration



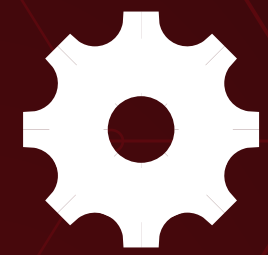
User Experience

- Intuitive user experiewe
- Availability on multiple devices



ML Tax Compliance Smart Automation / GRC

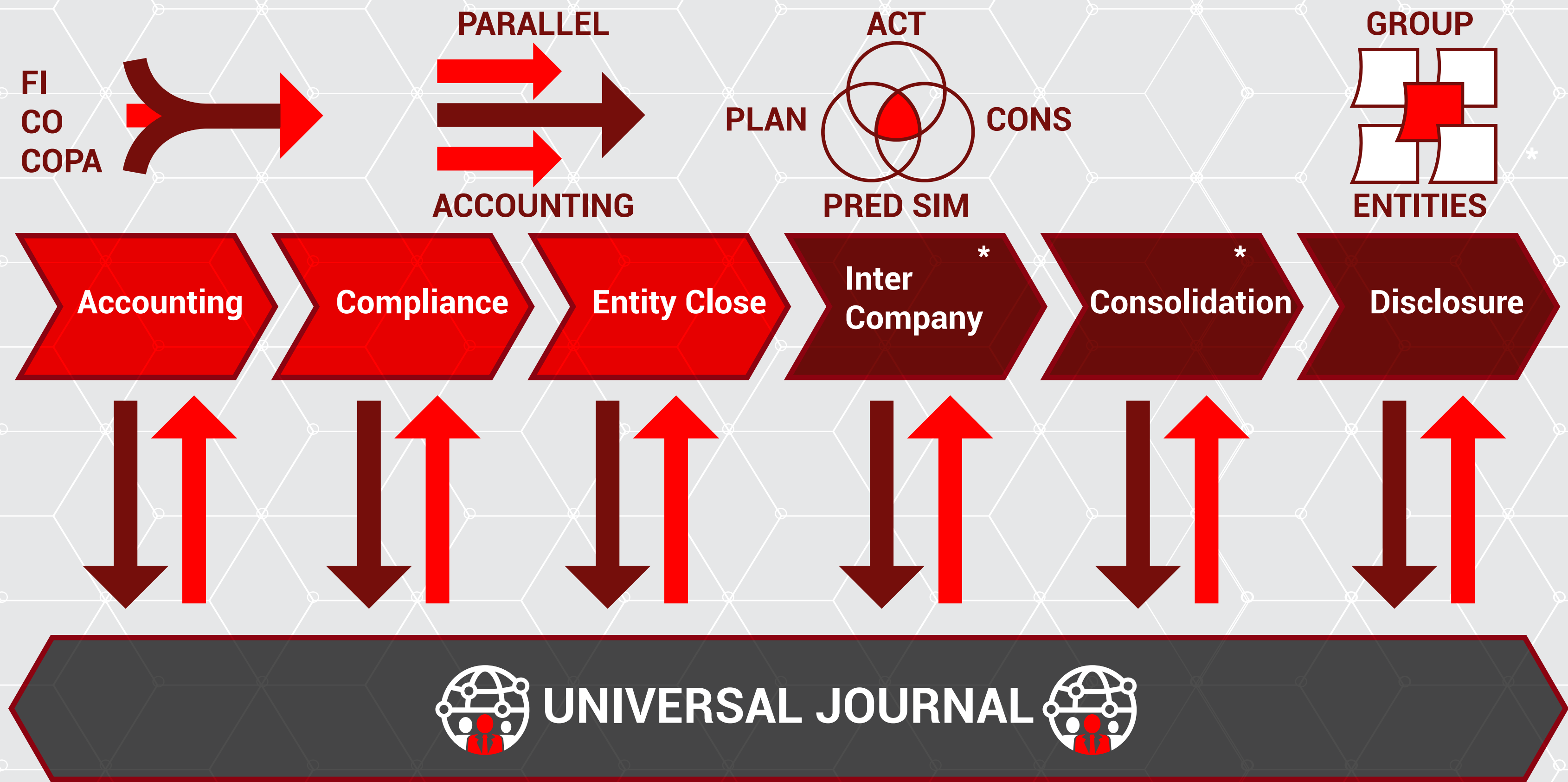
- Automatically learn from new decisions
- Increase efficiency by smart compliance issue processing automation
- Seamless integration of ML algorithms into the SAP Tax Compliance



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Universal Journal Enables Continuous Accounting

Transforms ERP by bringing transactions and analytics together in an unified system and journal



* Financial Close





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Material Valuation Methods

S/4HANA Supports All ERP Valuation Methods and MORE !

Standard Price (S-Price)

- Keeps prices for a certain period stable and collects all variances for analysis
- All variances will lead to Price differences (U-GL)
- in S/4HANA the throughput for standard price materials is improved shared SAP enqueue locks are used instead of exclusive ones (parallel processing)
- Statistical V-price is recommended to be deactivated

Moving Average Price (V-Price)

- With Price Determination 2 – can be used as in ERP, price is recalculated and Updated (and locked) with incoming movements
- Often recurring variances bear the risk of continued differences or (in exceptional cases of many variances into low stock scenarios danger of wrong prices)
- Not recommended for Semi Finished or Finished Products - also difficult to use if strong variances for raw materials are expected.

Year End Legal Valuation

- To enable local legal valuation requirements e.g. for year end
- Recalculate valuation based on all existing info at key date
- Lowest Value principle, LiFo, FiFo

Actual Costing / Transfer Prices

- Optional enablement
- Actual Costing to enable inventory valuation at actual costs and improved throughputs, customers can use Actual Costing (based on Material Ledger) instead of using a moving average price
- Allows for detailed material flow, revaluation and actual cost components (all steps optional at any time)
- Transfer Prices to manage Global Valuation, Intercompany Elimination & Profit Flow



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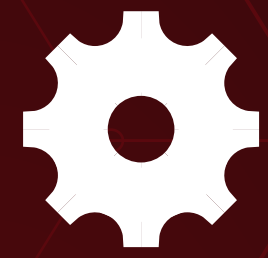


SAP S/4HANA Finance

ADVANCED ACCOUNTING & FINANCIAL CLOSE

- Gain greater financial insight and control through a faster, compliant financial close with less cost & effort:
 - Efficiently close books on time, and create financial statements at the entity and corporate levels for International Financial Reporting Standards, U.S. GAAP, or other local requirements.
 - Gain real-time financial insight based on a single source of truth of detailed information.
 - You can use the Financial Closing Cockpit to streamline & orchestrate the full closing process.
- Group Reporting:
 - New Consolidation application embedded with SAP S/4HANA (on premise and public/private cloud).
 - Plan data consolidation and external system integration
 - Legal consolidation of the actuals data of legal entities
 - Increased level of detail in consolidation data
 - Built-in ability to drill down from embedded analytics reports





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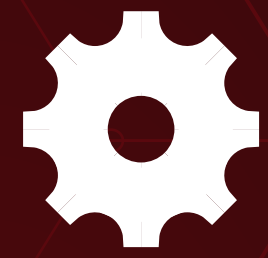


SAP S/4HANA Finance

ADVANCED FINANCIAL OPERATIONS

- **Receivables Management** includes billing to customers and managing disputes, collections, and customer credit risk.
 - SAP provides automated, integrated, and collaborative processes for receivables management.
 - A streamlined **Payables Management** and reduce costs with automated exception handling, validation, and routing of invoices to gain better control of invoicing and **integrate electronic documents** into your accounts payable process to ensure high collaboration easy document exchange and archiving.
- **Real Estate Management facilitates all processes across the real-estate lifecycle:**
 - Investment and Construction, Sales and Marketing, Lease and Space management, and Maintenance and Repair.
 - Perform activities from portfolio analysis and investment tracking to lead qualification, lease posting, rent escalation, & maintenance and repair service orders. to the operational accounting journal.





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SAP S/4HANA Finance

COMMODITY MANAGEMENT

- Identify and qualify Financial risks associated with commodity price volatility in Sales and Procurement and mitigate by hedging them with commodity derivatives.
 - Support of MM Contracts from Commodity Pricing to Risk Analytics and make Mark-to-Market
 - Queries including Stock Logistics Documents, Financial Derivatives

TREASURY & RISK MANAGEMENT

- **Treasury & Risk Management** enables cash, liquidity, and risk management as well as integrated financial reporting.
 - Treasury managers can improve the management of every activity associated with cash, payments, liquidity, risk, and compliance. By simplifying working capital, risk management and compliance.
- Treasury managers can gain complete transparency into and control over interrelated activities and automate critical processes to better understand the risks of those activities and how to mitigate them.
- The solution includes Payments and Bank Communications, Cash and Liquidity Management, Debt and Investment Management, Financial Risk Management to the operational accounting journal.





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SAP S/4HANA Finance

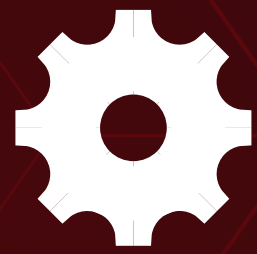
ENTERPRISE, RISK & COMPLIANCE

- The full Portfolio of Governance, Risk and Compliance for Finance aims improve business performance and decrease the cost and effort of managing governance, risk, and compliance and provide transparency through **Compliance Check Results**.
- The following GRC solutions like **Fraud Management, Enterprise Risk Management, Audit Management, Controls & Compliance Management** can be either be installed inside S/4HANA or as side-by-side components.
- The goal is to streamline and automate processes, your organization can anticipate and manage risk events, reduce compliance violations, and extend GRC programs into valueadding business activities.

SUBSCRIPTION BILLING & REVENUE MANAGEMENT

- **Subscription Billing & Revenue Management** is the first choice sub ledger in SAP S/4HANA for those industries with high volume and high performance requirements, as well as for service based scenarios (e.g. Utilities, Telco, Insurance, ...). The technical component FI-CA runs in SAP S/4HANA on premise edition with improved scalability & performance and is natively integrated with S/4HANA Finance, Sales and SAP Revenue Accounting & Reporting for IFRS 15 compliance





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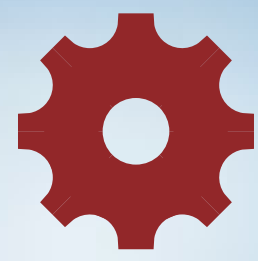
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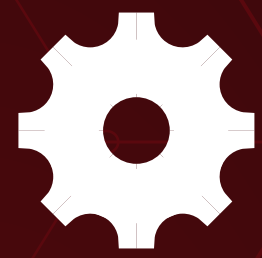
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SAP S4HANA HUMAN RESOURCES



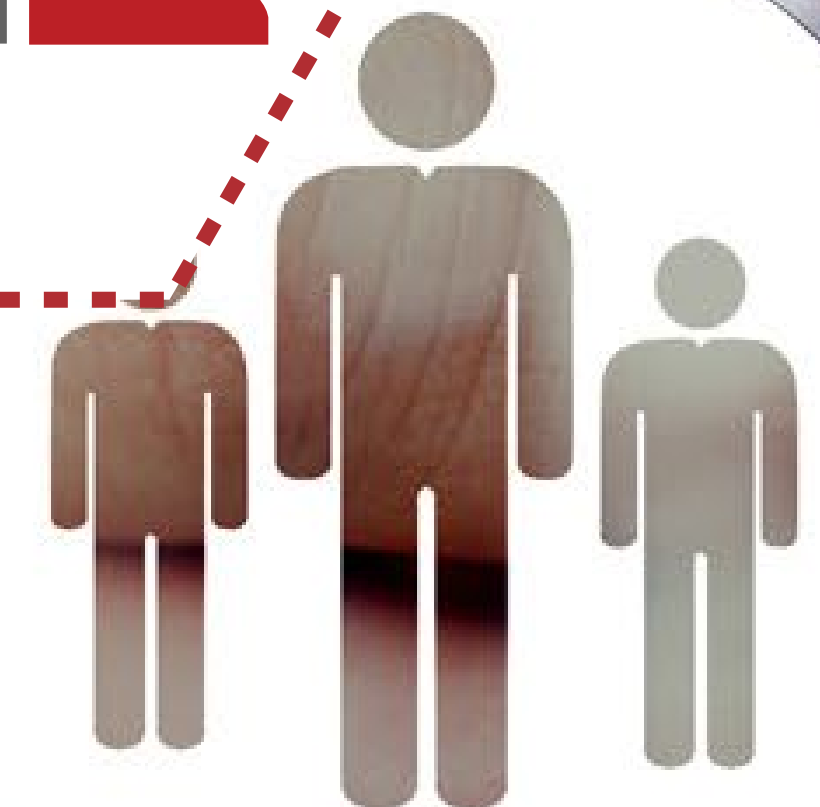
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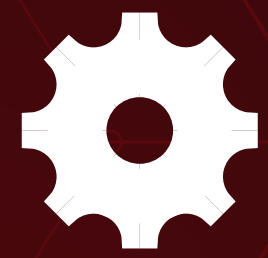
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SAP S/4HANA HUMAN RESOURCES

- **Time Sheet**
- **Organizational Management**
- **Core HR & Time Recording**





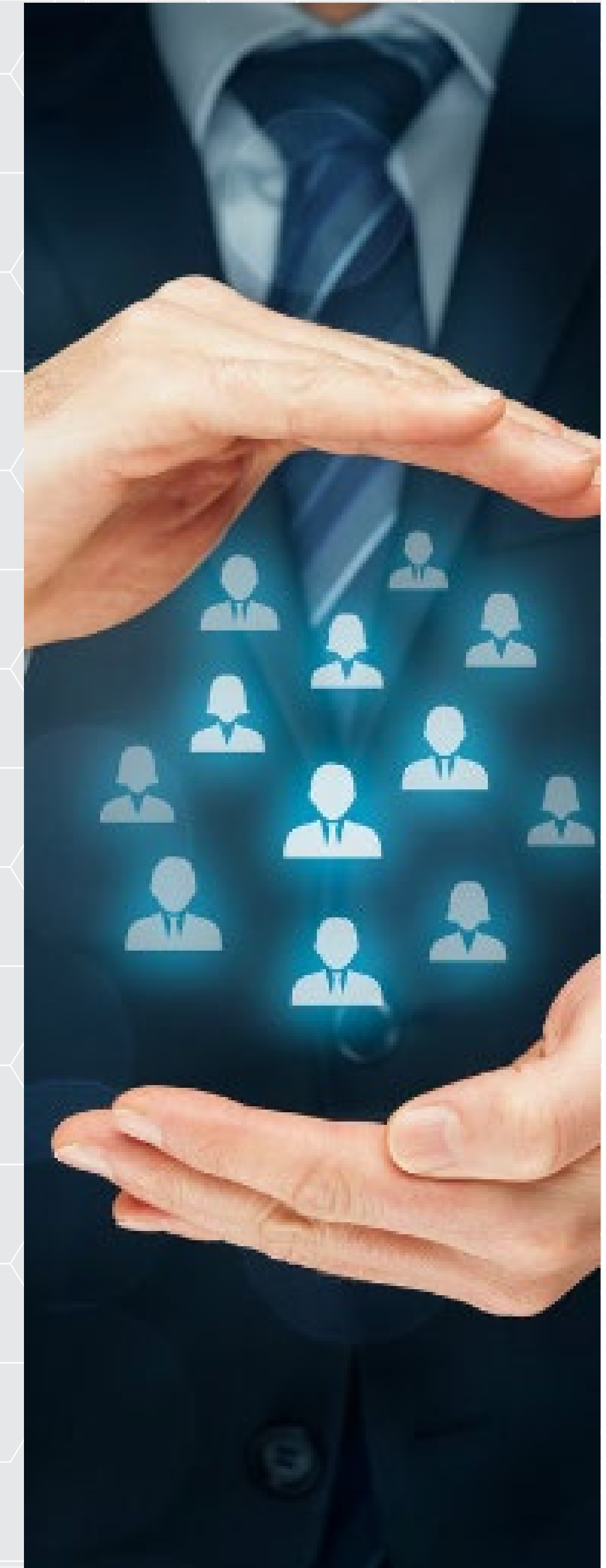
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SAP S/4HANA HUMAN RESOURCES Solution Simplification

- **Integrate HR information** on availability and actual working times into logistical processes to receive a holistic view on your production cost and capacity utilization.
- **Leverage MIS HH data** in your financial reporting and analysis for full transparency.
- **Build, maintain, and reorganize organizational structures.**
- Create and maintain position information to **trigger other HR professionals** and **manage a full view of an Organization.**
- **Best Practices** available for the technical enablement of SAP S/4HANA to **enable Employee matter data Integration.**



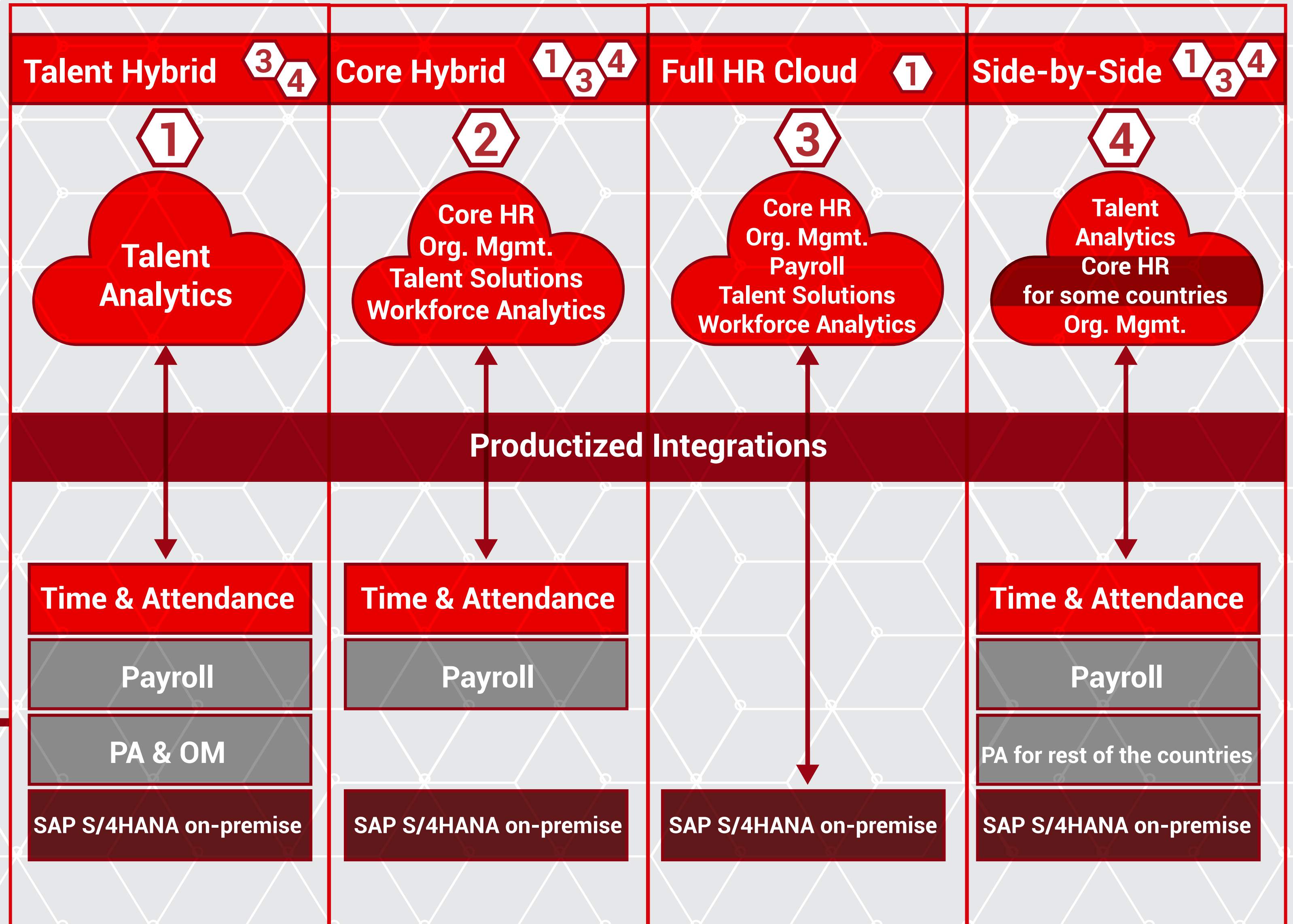


Cloud integration scenarios for SAP customers

Leverage existing investments, connect with delivered integrations

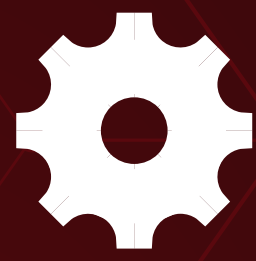
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SFSF Cloud
On-premise



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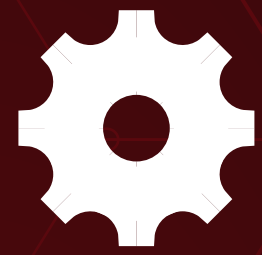
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SAP S/4HANA CROSS TOPICS



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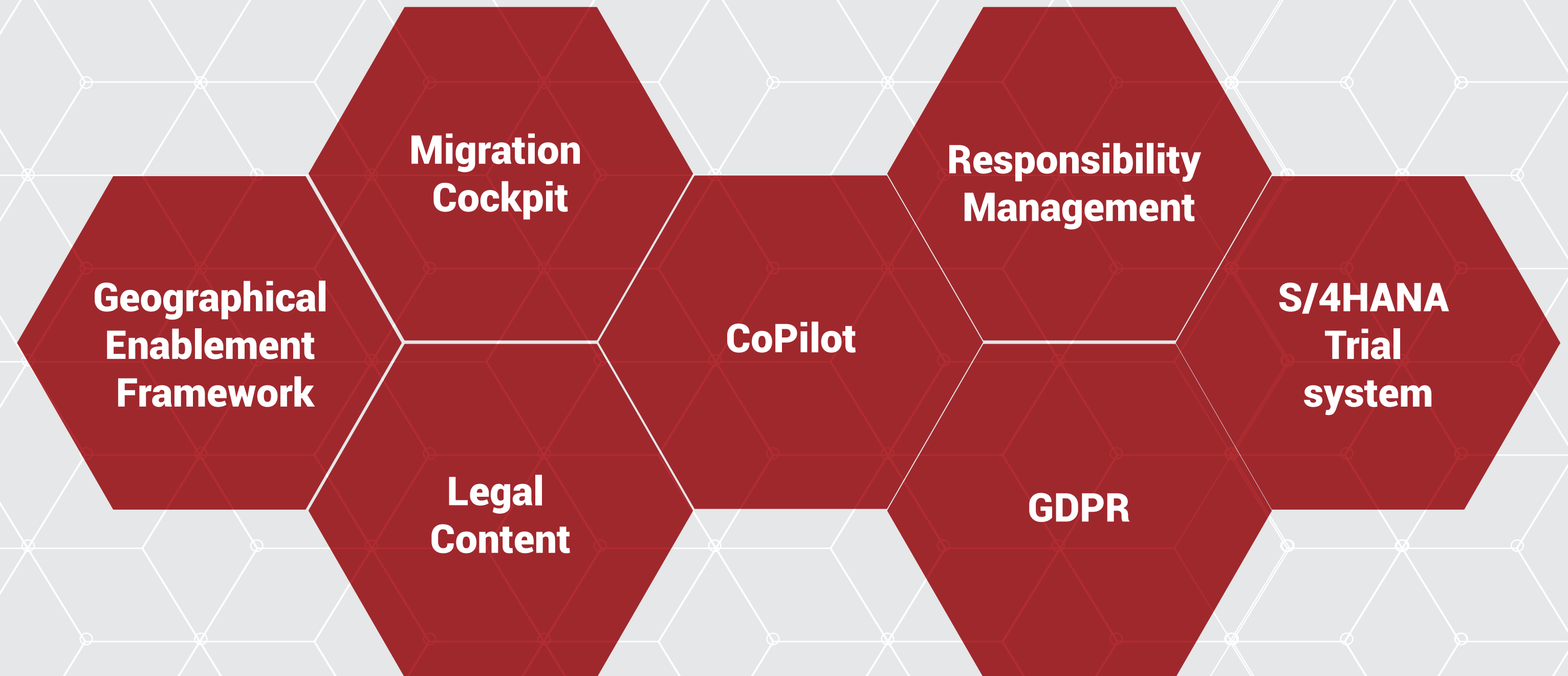
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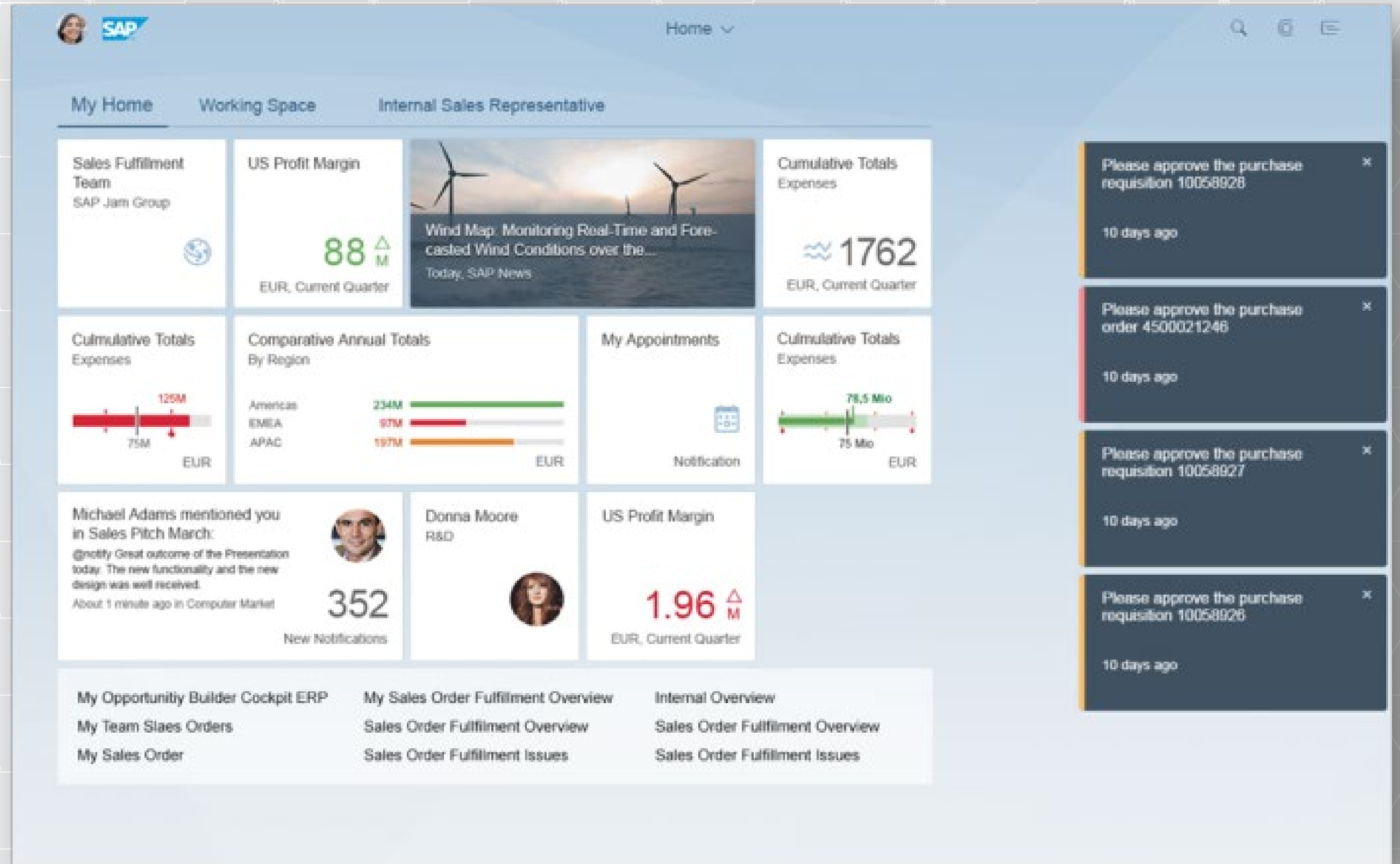
Business Scope Release 1809



SAP S/4HANA



SAP FIORI



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¿Por qué SAP Fiori?

SAP Fiori 2.0 es la última evolución de la experiencia de usuario para **SAP S/4HANA**. El concepto de diseño centrado en el usuario se enfoca en la forma en la que trabajan los empleados y ofrece una variedad de beneficios de negocio:

- Mayor productividad; acceso más rápido y directo a información y aplicaciones relevantes
- Transparencia en ítems que necesitan su atención; notificaciones oportunas
- Ayuda a los usuarios a decidir qué se debe hacer a continuación
- Permite a los usuarios tomar medidas rápidas y fundamentadas
- Mayor satisfacción del usuario

Lo que debe saber sobre SAP Fiori 2.0:

- SAP Fiori 2.0 es el diseño líder para todas las aplicaciones de SAP y brinda una experiencia de usuario armonizada en todas las soluciones On-Premise y en la nube.
- SAP Fiori 2.0 le permite adaptar el tema a la identidad de su empresa con la herramienta UI Theme Designer
- Con SAP Fiori 2.0, SAP Fiori Launchpad es su punto de ingreso central y basado en roles para acceder a todas las apps.
- Con el concepto de viewport, el escritorio del usuario se ha expandido a la izquierda y a la derecha. Ahora los usuarios pueden acceder fácilmente al área de personalización de su experiencia de usuario y mantenerse informado con las notificaciones del sistema al mismo tiempo
- El concepto de SAP Fiori 2.0 también incluye nuevos elementos de SAP Fiori. Dashboards de operación con KPIs, Páginas de generalidades, informes de lista y páginas de objetos que pueden desarrollarse fácilmente usando SAP Web IDE.





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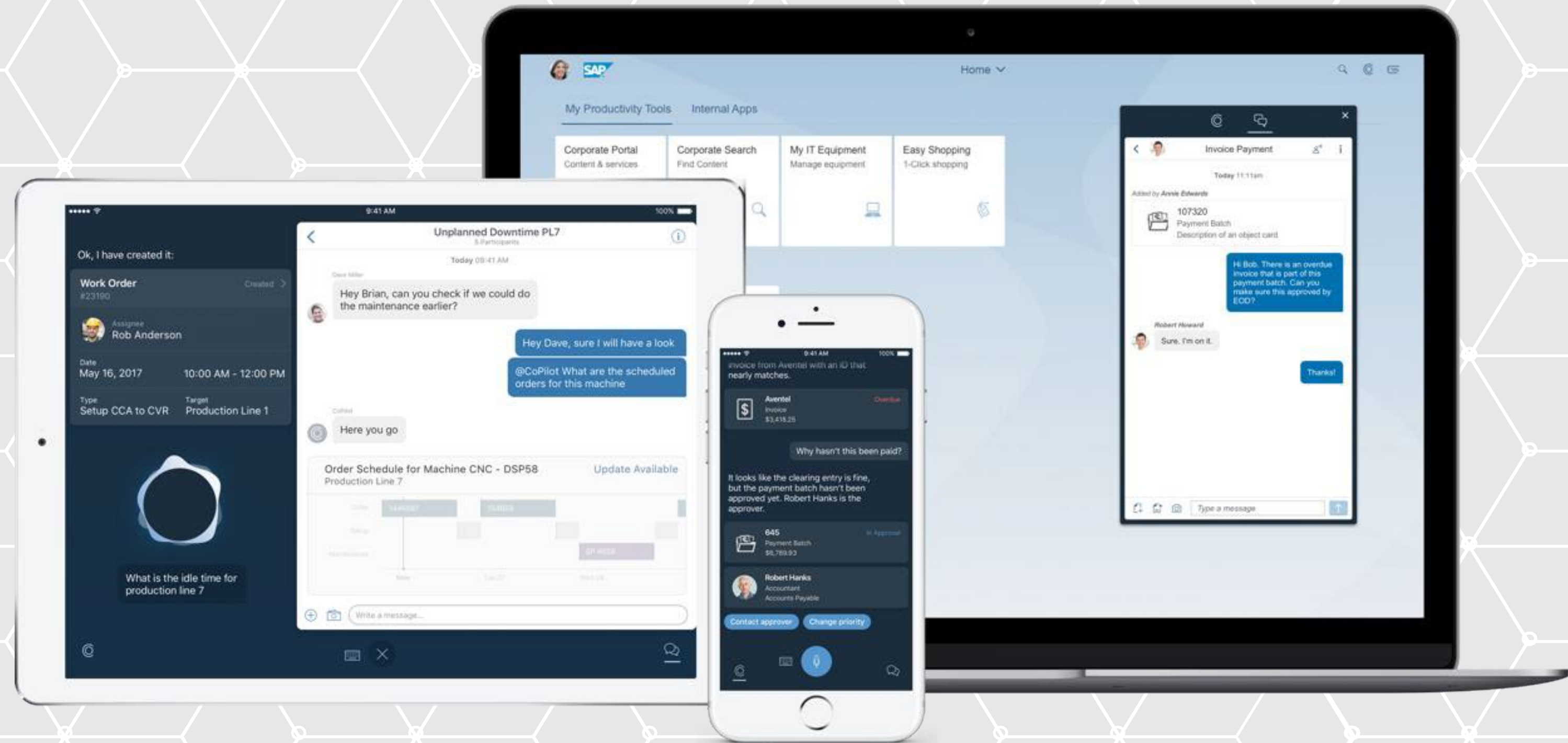
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SAP CoPilot Your digital assistant and bot integration hub for the enterprise



Humanized Next Gen UX with a Conversational UI using Natural Language Processing functionality



Cross Applications with One Personality and One Memory across all SAP



Business Context Awareness understanding the business situation and pro actively suggesting solutions



Open and Extensible for Integration to SAP and Non SAP Solutions Enabling our customers and partners to extend CoPilot Skills through bots, agents and APIs



Self Learning system using machine learning functionality to gain knowledge based on historic data and experience



- 3 SAP S/4HANA
- 9 SAP S/4HANA SUITE 1809
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- 57 CO-PILOT
- 58 S/4HANA ARCHITECTURE**
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- 82 TAG CONSULTING

Architecture: Choose the destination that's right for you



SAP S/4HANA Cloud

SAP S/4HANA Cloud, single-tenant edition

SAP S/4HANA

Business Process

Standardized, core ERP

Flexible, ext. ERP

Customizable, ext. ERP

- Innovation Lifecycle
- TCO
- System Governance
- IT Infrastructure SAP
- Customization
- Extension
- System Delivery

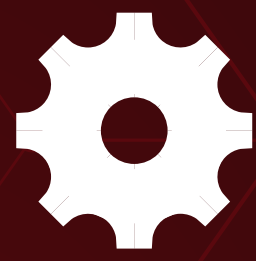
- Quarterly
- Lowest
- SAP-led
- SAP public
- Within standards
- PaaS, SCP
- New implementation

- Semi-annual
- Lower
- SAP dedicated
- Semi-annual
- Within standards
- PaaS, SCP
- New implementation

- Annual, customer-led
- Higher
- Customer-led
- Customer-managed
- Open to modifications
- Open, SCP
- New or ECC conversion

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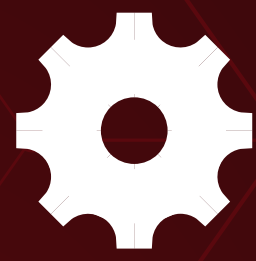
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SUCCESS STORIES



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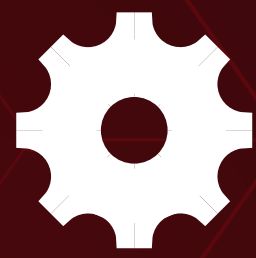
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IMPLEMENTACIÓN S/4HANA
ENTERPRISE MANAGEMENT

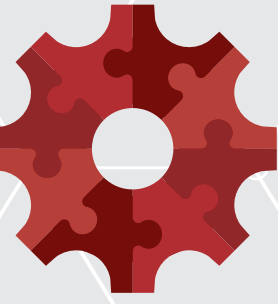


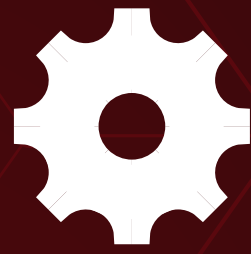
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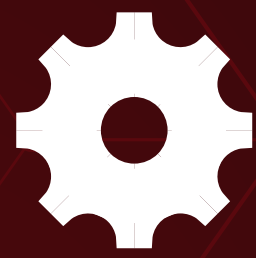
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IMPLEMENTACIÓN S/4HANA
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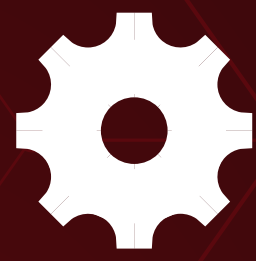
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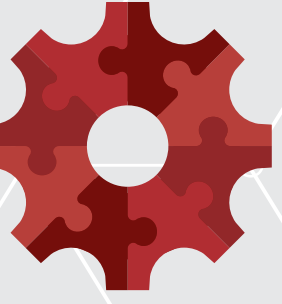
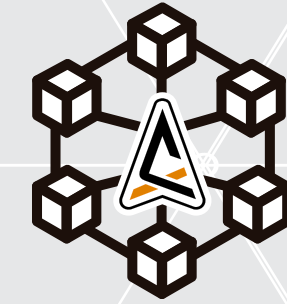
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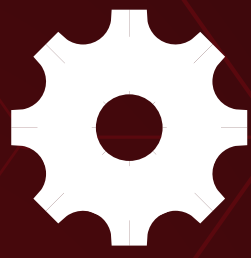




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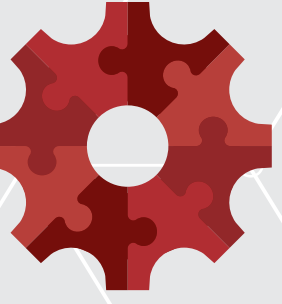
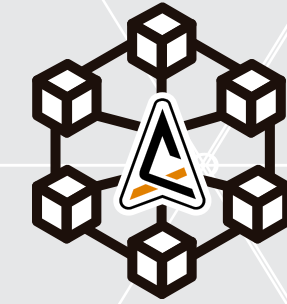
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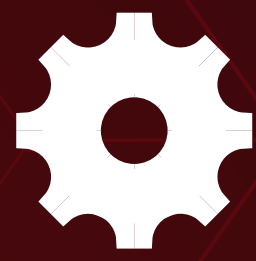




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CASO DE ÉXITO 2017

S/4HANA

SAP ENTERPRISE
MANAGEMENT
FI, CO, MM, WM, PP,
QM, PM, FSCM,
TRM, PS, FIORI,
COPA

HYBRIS C4C

Sistema de Administración de
Oportunidades y
Cotizaciones

TM

Sistema para la Administración
y Optimización de Transportes

PO

Process Orchestration
Sistema que administra las
Interfaces entre los
sistemas

HYBRIS COMMERCE

Sistema de Integración
Comercial base Web B2B

ADVARIS

Sistema Especializado en Diseño
y Administración de
Producción de Cables

SAP MILL CABLE

Uso de Tramos y Longitudes
Cálculo de carretes y
procesamiento de
metales no
ferrosos

BI

Sistema de Inteligencia
de Negocios
(Dashboards y Reportes)

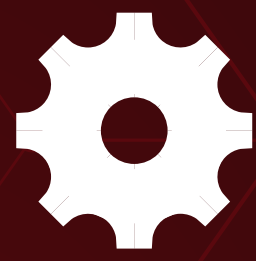
SOLUCIONES PROYECTO CONDUMEX ULTRA

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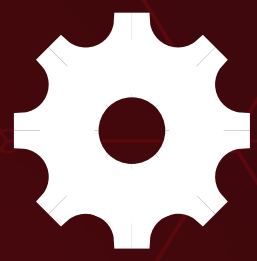


**PROCESOS DEMOS
DISPONIBLES**

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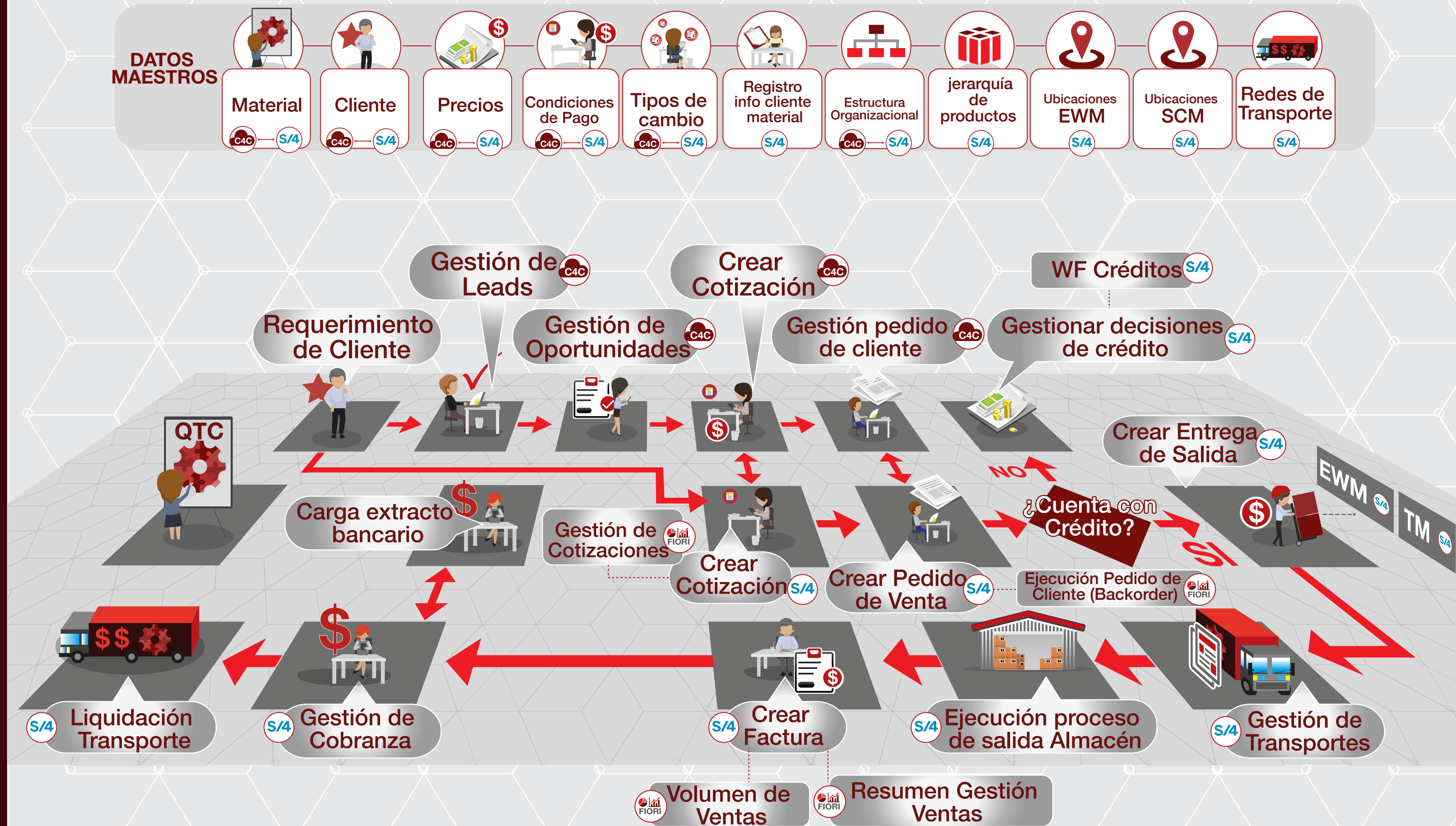


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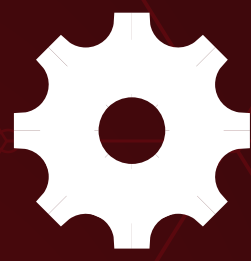
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Proceso General QTC (Quotation to Cash) C4C – S/4HANA 1809



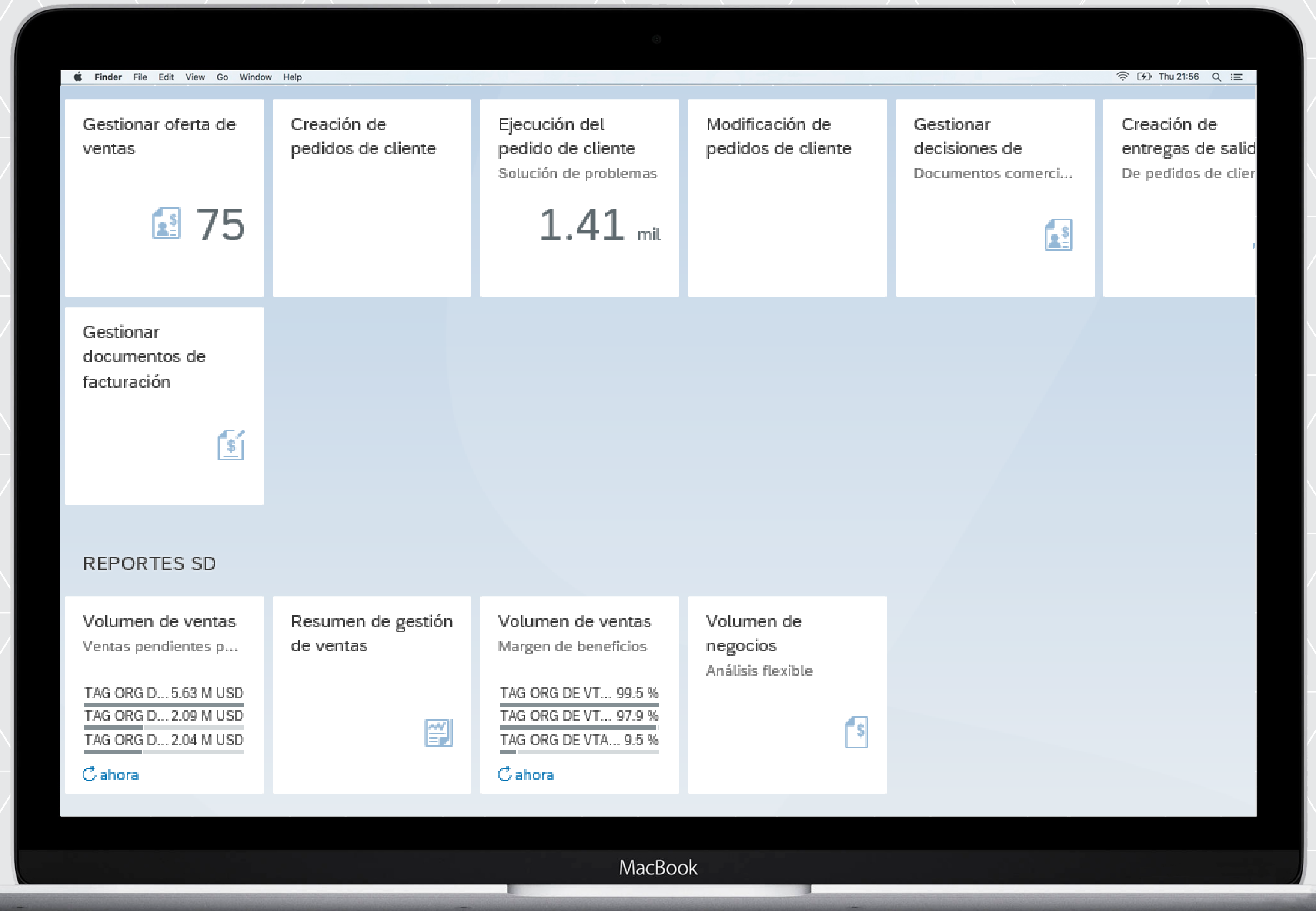
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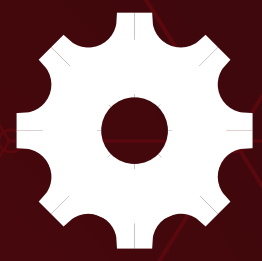
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Proceso S/4HANA QTC



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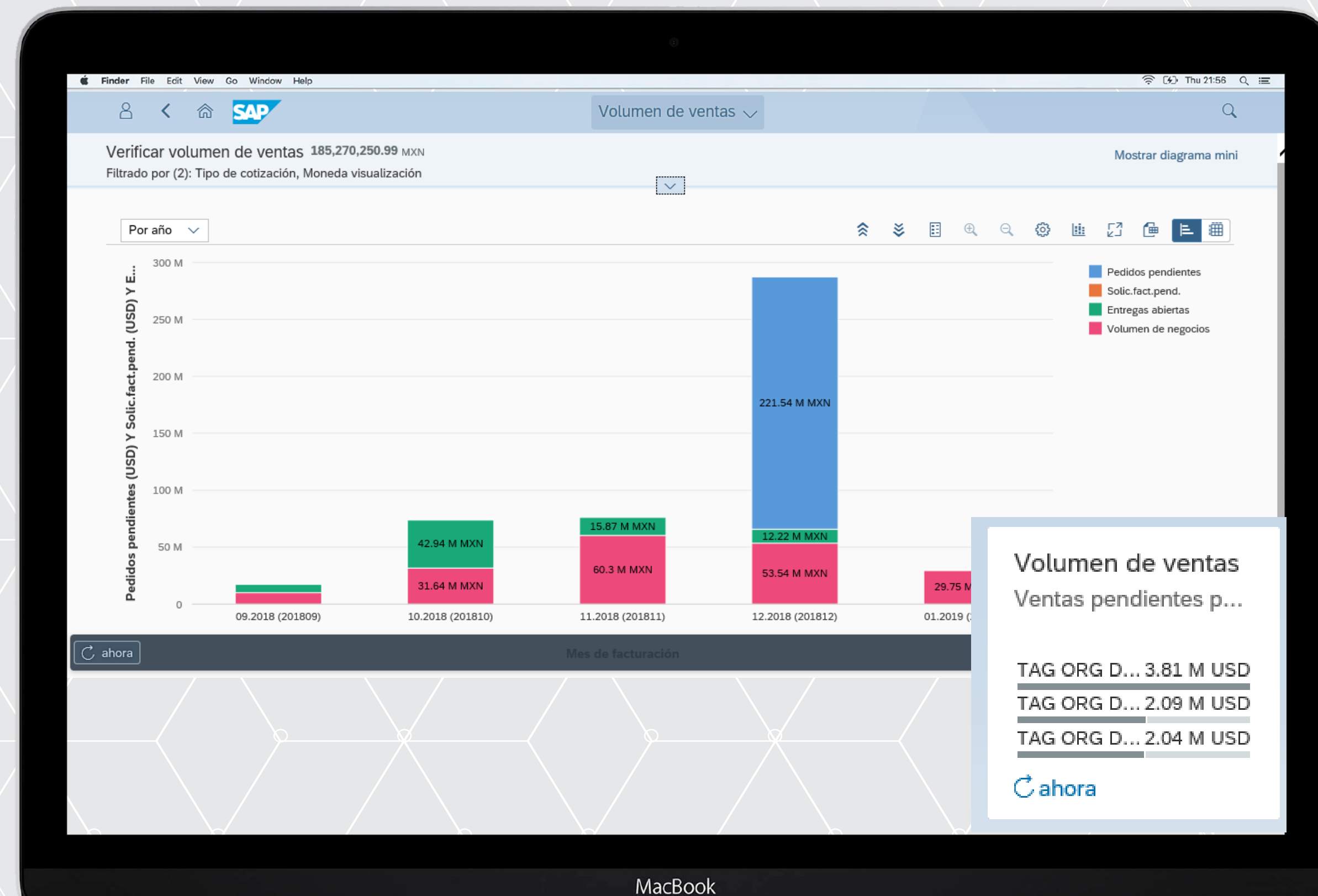
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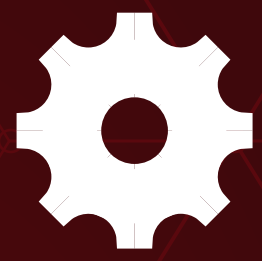
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Volumen de Ventas – FIORI

- **Reporte que nos permite conocer de una manera fácil los siguientes datos:** Pedidos Pendientes, Solicitud de facturas pendientes, Entregas abiertas y Volumen de negocios.
- **El reporte se puede desglosar por:** año, cliente, grupo de cliente, oficina de venta, por material, trimestre, etc.
- **De este reporte se pueden obtener los documentos comerciales que componen el grafico.**





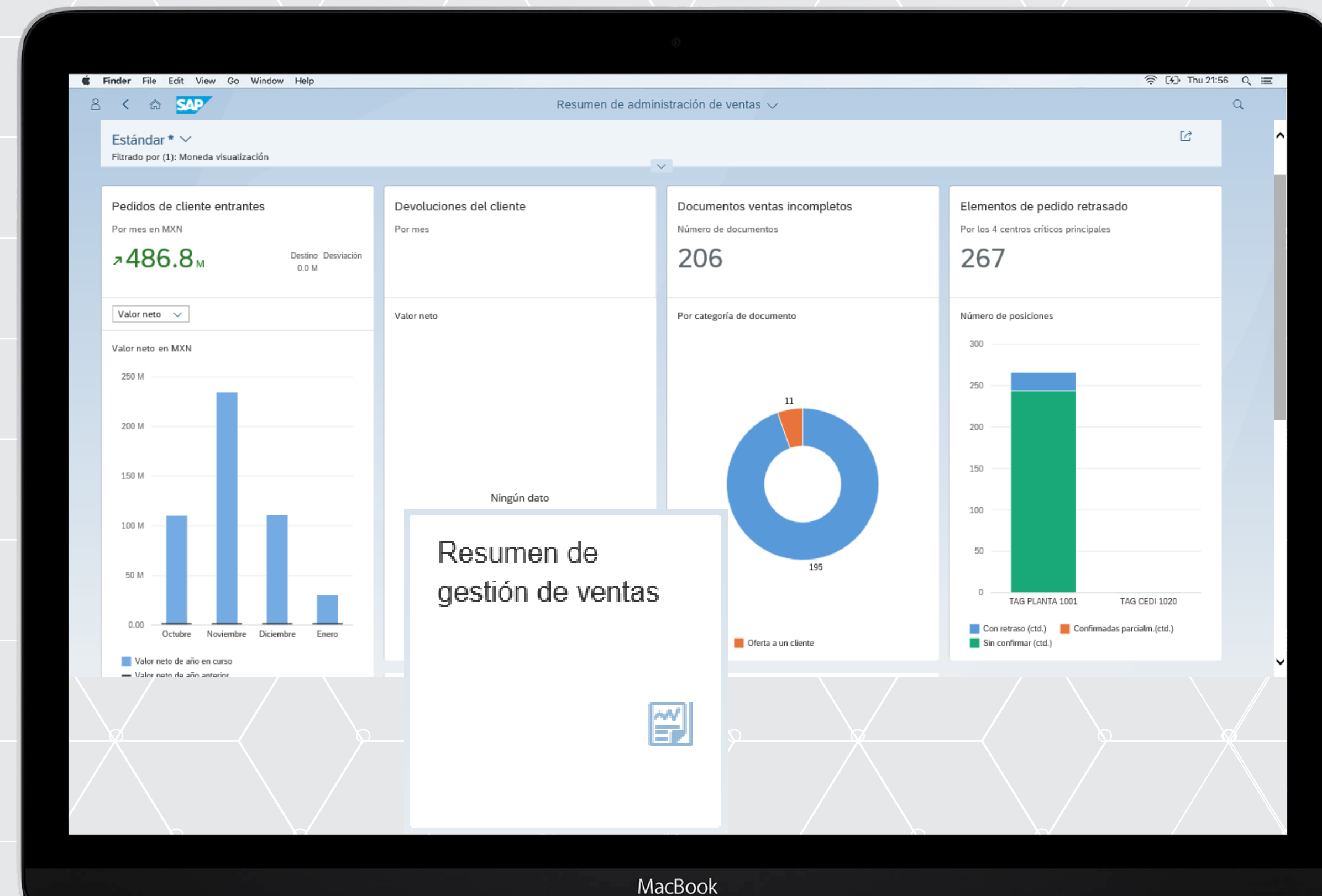
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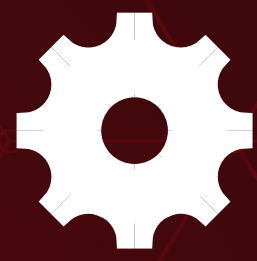
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Resumen de Gestión de Ventas – FIORI

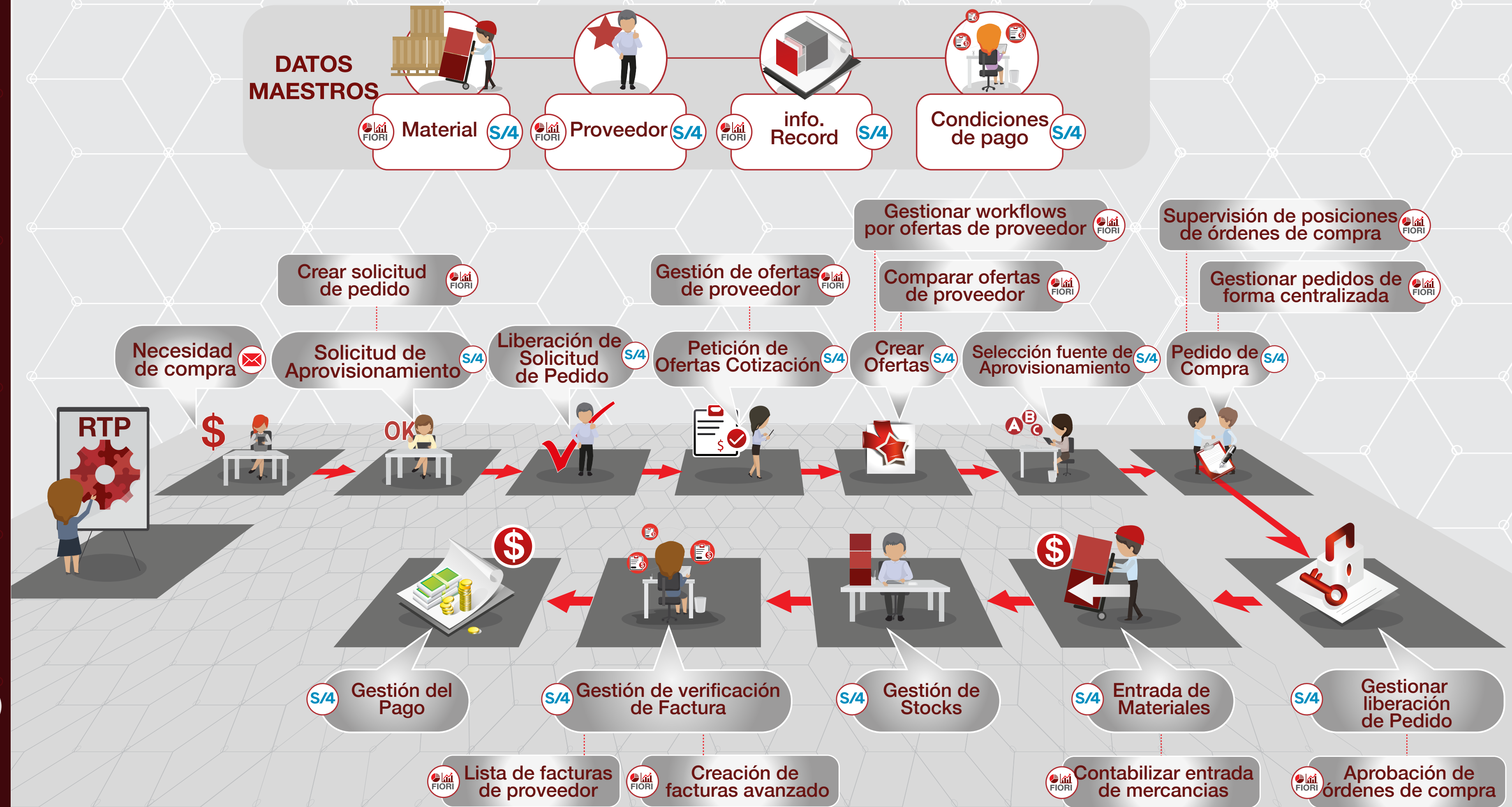
- App que invoca un reporte el cual podemos ejecutar por Moneda, Solicitante, Organización de ventas, Canal de distribución y Oficina de ventas.
- Ofrece los gráficos por: Pedidos de cliente entrantes, Devoluciones de cliente, Documentos de Venta Incompletos, Elementos de pedidos retrasados, Margen de beneficios y pedidos de cliente bloqueados.





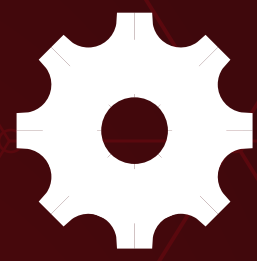
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Proceso General RTP (Requisition to Payment) S4HANA 1809



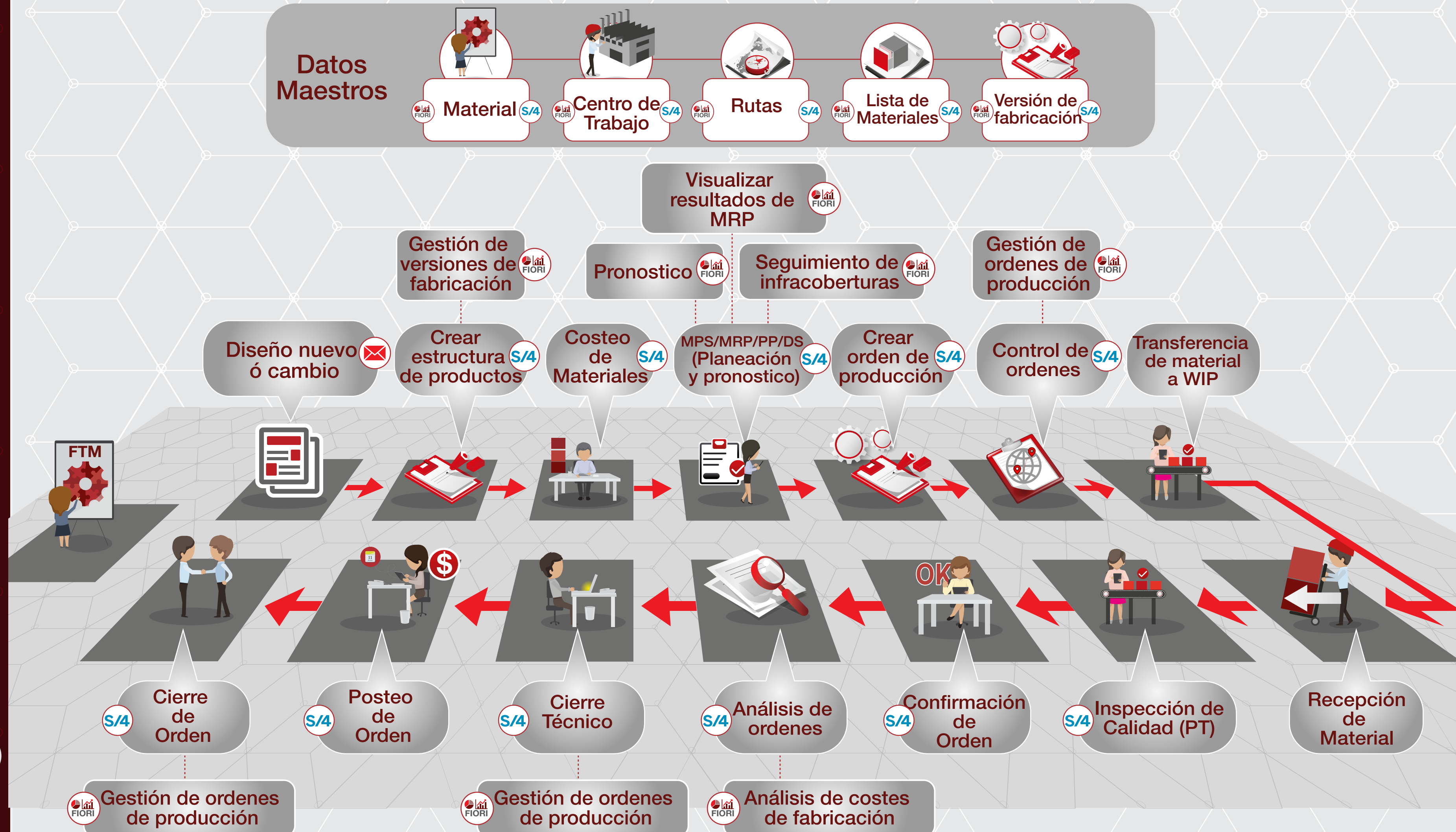
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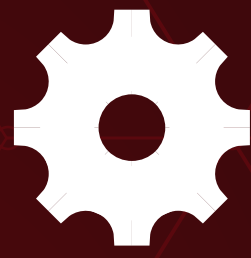
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Proceso General FTM (Forecast to Manufacturing)



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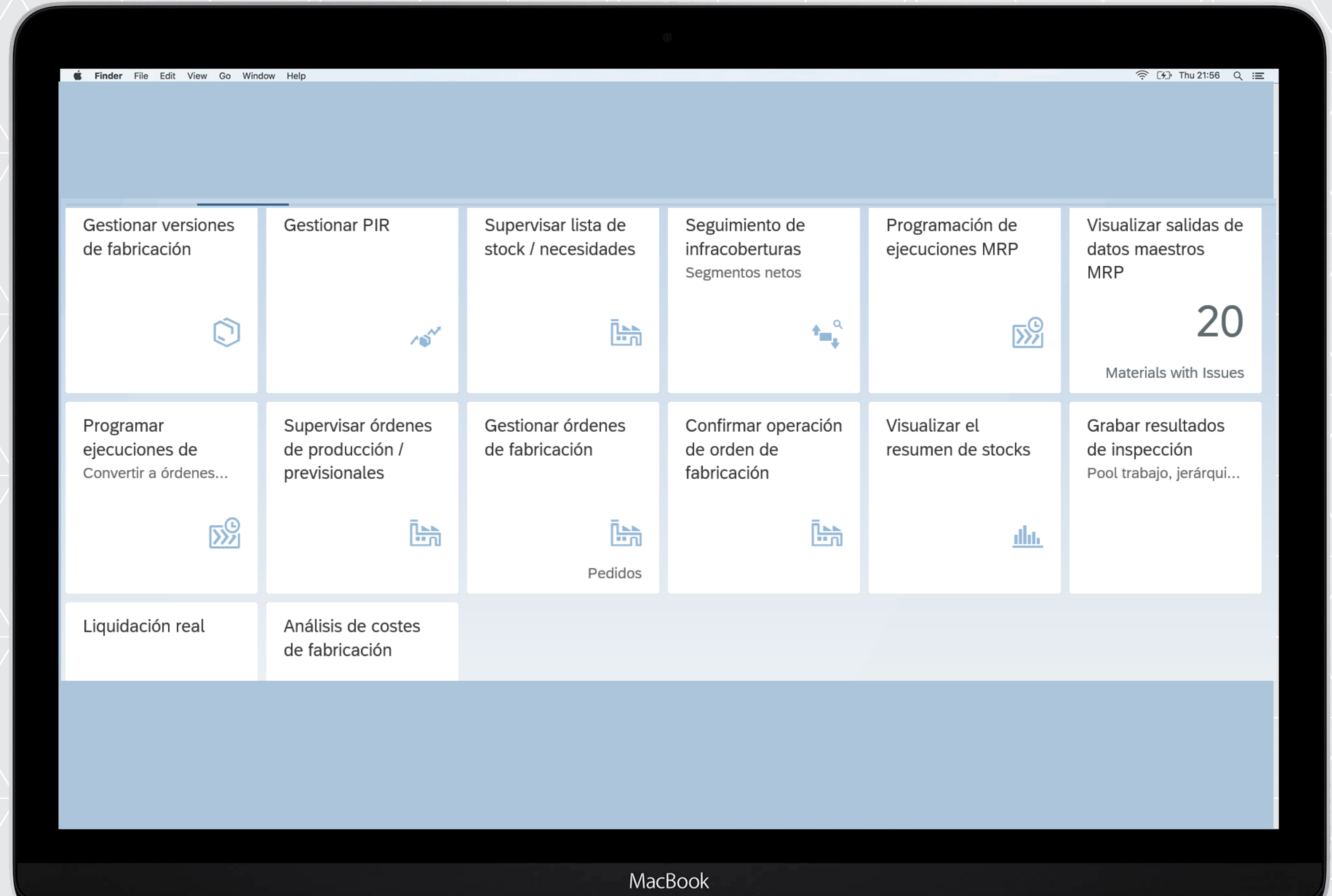




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Proceso FTM – S4HANA - FIORI



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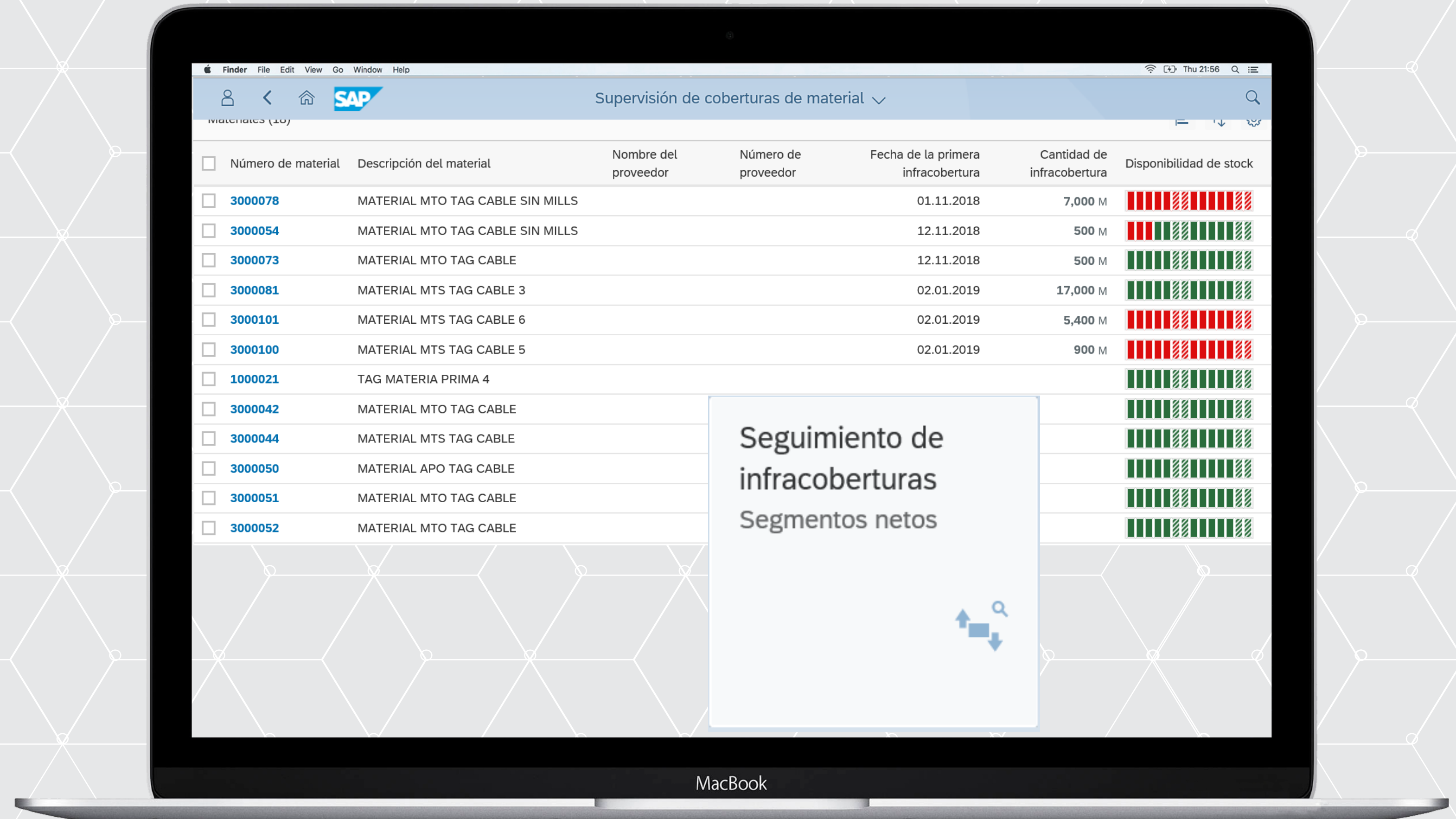


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Seguimiento de infracoberturas

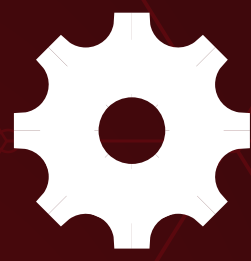
S4HANA - FIORI

- Información que necesita para poder reaccionar a tiempo a la situación de escasez
- Puede evitar interrupciones en la producción o en el cumplimiento de las demandas de los clientes.
- Detalles de los materiales seleccionados y comprobar diferentes soluciones.



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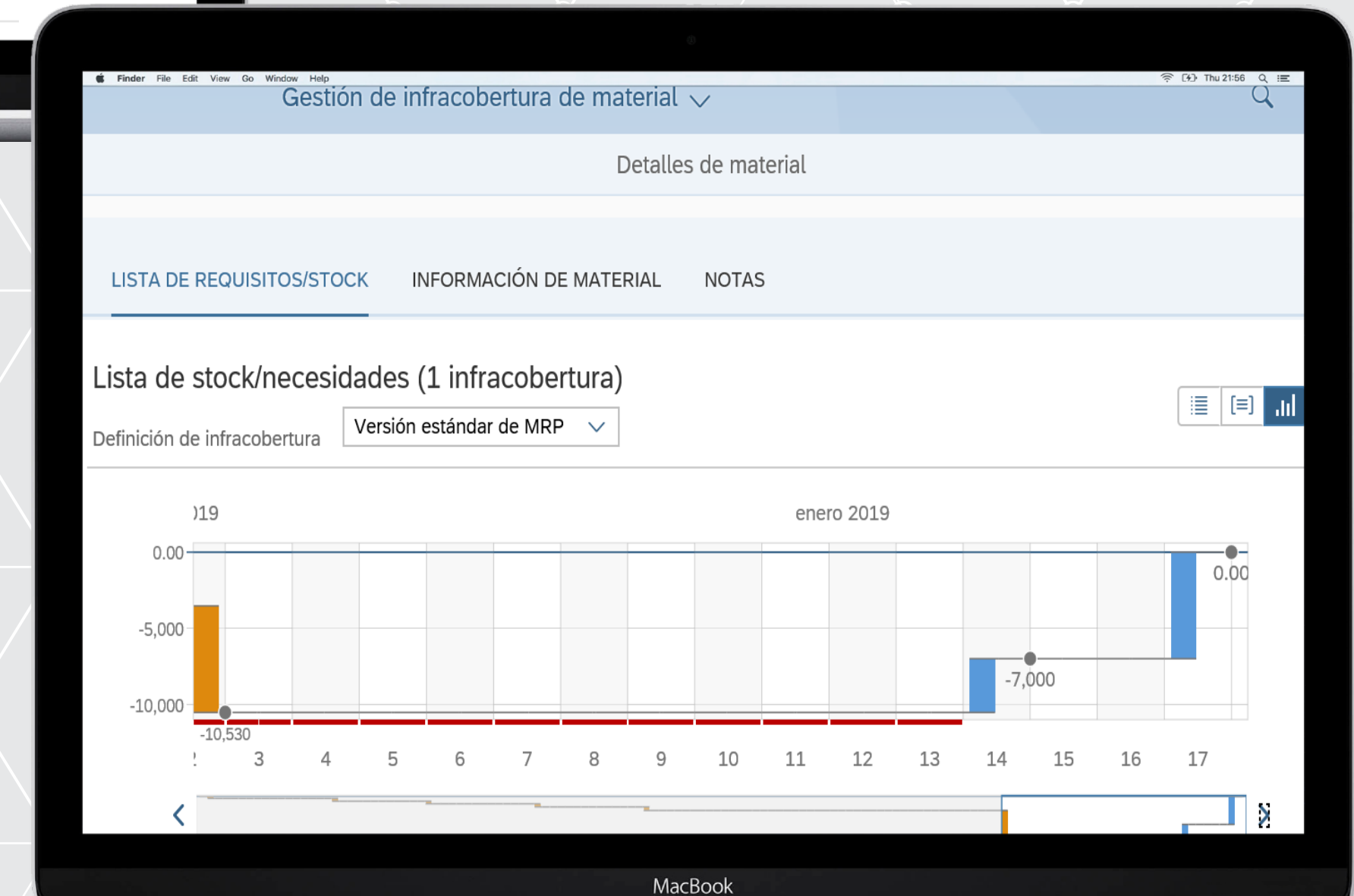
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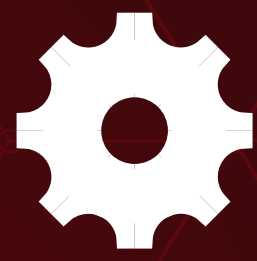
S4HANA - FIORI

Fecha	Elemento de planificación	Información adicional	Cantidad (M)	Disponibile (M)
	Stock	No hay stock de seguridad	0	0
12.11.2018	NecPPI VSF	Preplanific.con montaje final	500	-500
20.11.2018	NecPPI VSF	Preplanific.con montaje final	700	-1,200
26.11.2018	NecPPI VSF	Preplanific.con montaje final	650	-1,850
03.12.2018	NecPPI VSF	Preplanific.con montaje final	780	-2,630
10.12.2018	NecPPI VSF	Preplanific.con montaje final	900	-3,530
02.01.2019	NecPPI VSF	Preplanific.con montaje final	7,000	-10,530
14.01.2019	OrdFab 1000428-1	Orden de fabricación TAG	500	-7,000
	OrdFab 1000430-1	Orden de fabricación TAG	700	
	OrdFab 1000431-1	Orden de fabricación TAG	650	
	OrdFab 1000432-1	Orden de fabricación TAG	780	



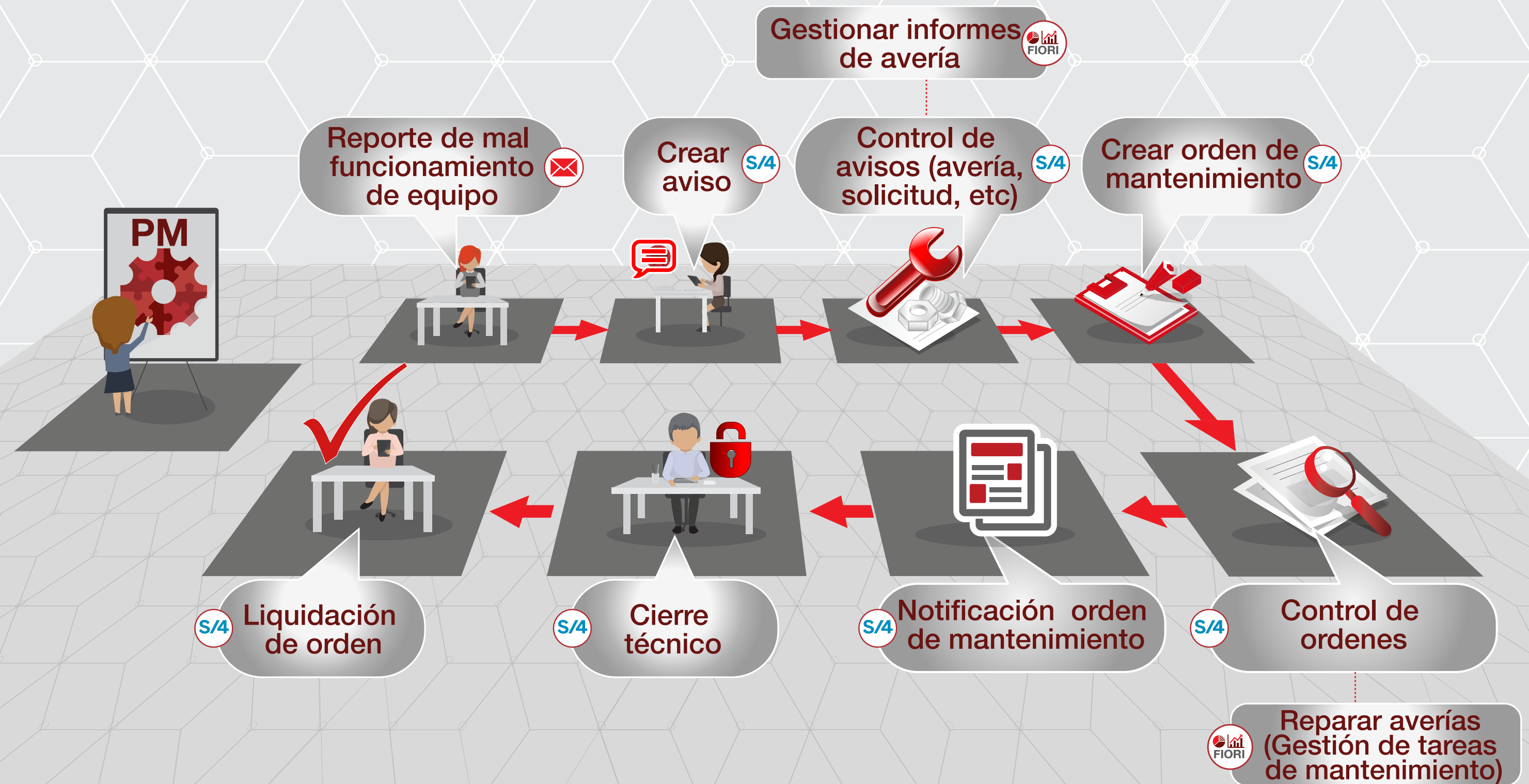
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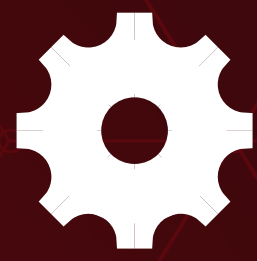
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- 36 LOB ASSET MANAGEMENT
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- 49 LOB HUMAN RESOURCES
- 53 CROSS TOPICS
- 55 FIORI
- 57 CO-PILOT
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Proceso General PM (Plant Maintenance)



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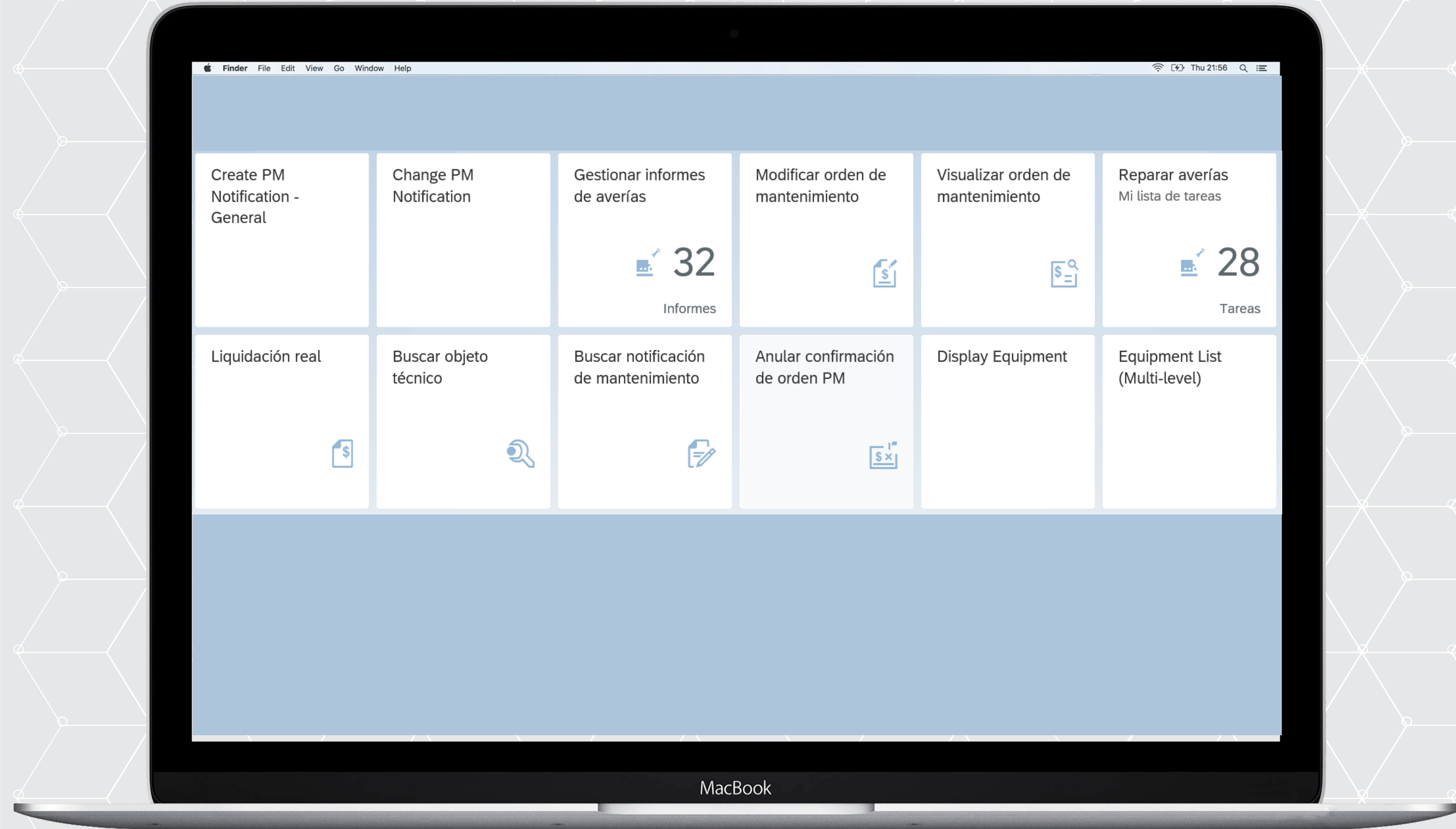




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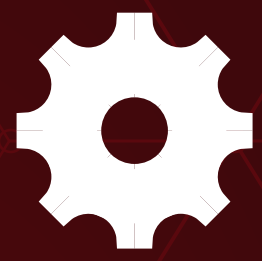
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Proceso PM – S4HANA - FIORI



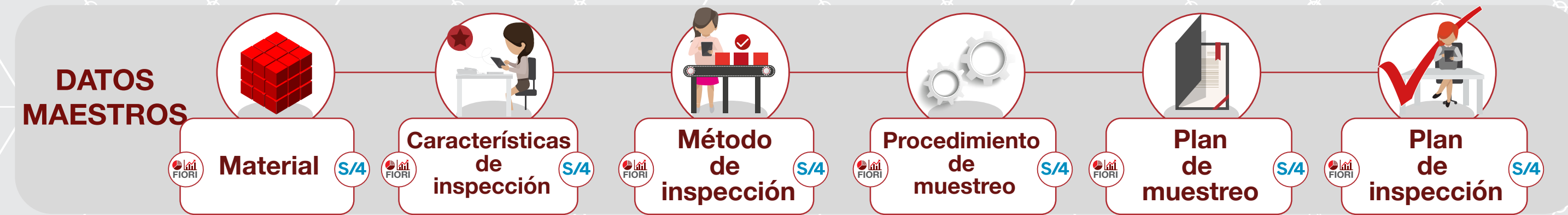
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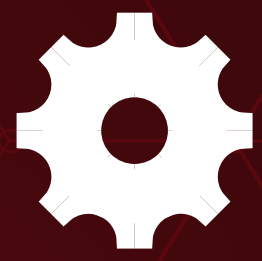
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Proceso General QM 1809 (Quality Management)



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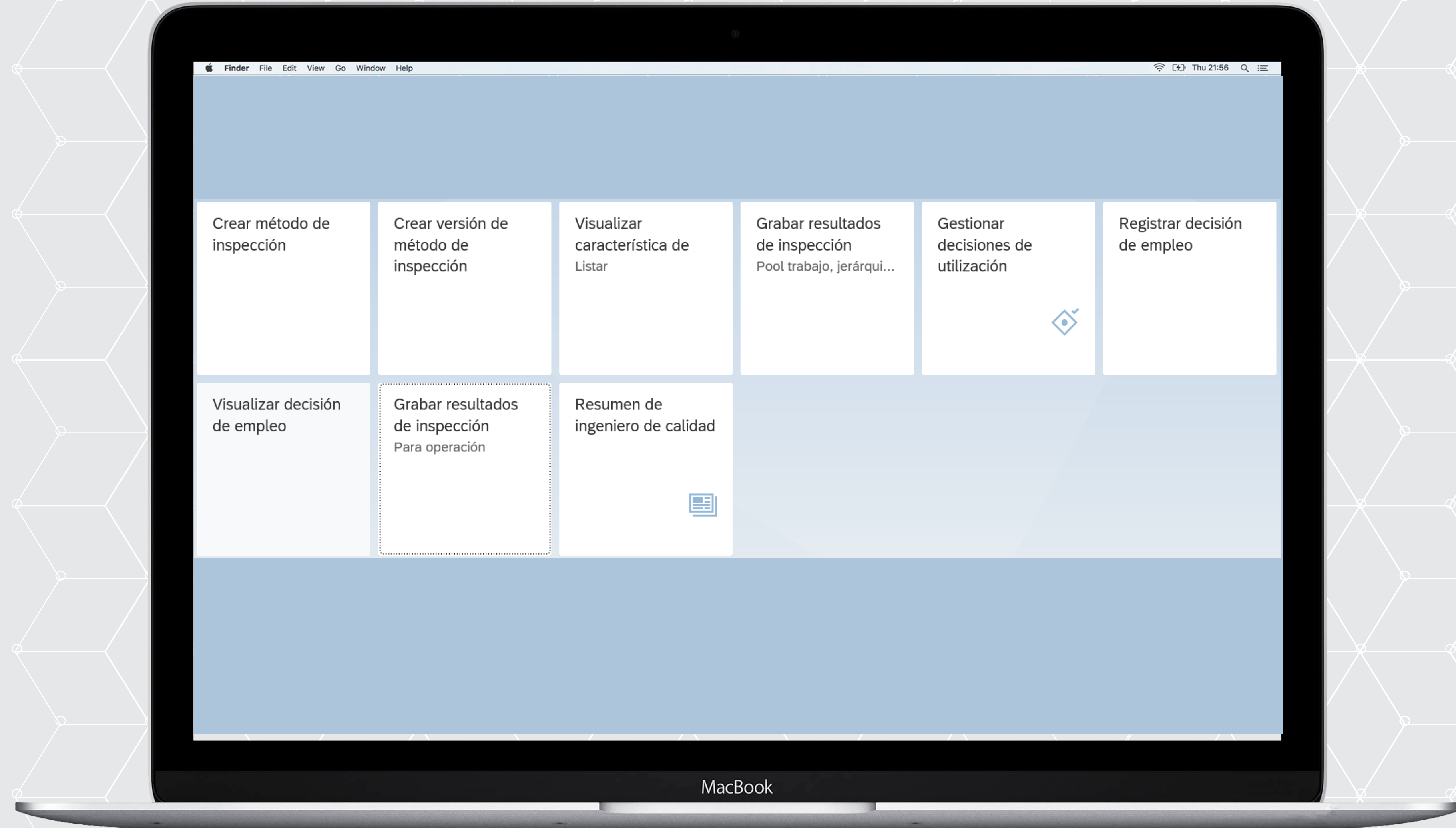




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Proceso QM – S4HANA - FIORI



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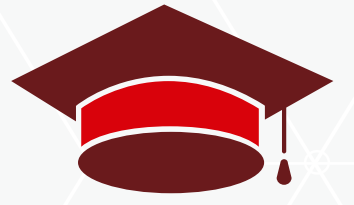
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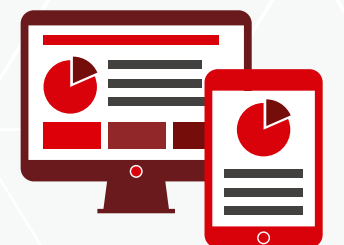


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