

**Deloitte.**



**SAP S/4HANA® + Deloitte**

The clarity you seek,  
the value you need

The world is becoming increasingly connected as points of personalized interaction expand, as mountains of new information rise, and as the need for instant information access grows. In the face of these changes, existing business processes are challenged to adapt and keep pace. Against an evolving backdrop of complexity and ambiguity, many organizations struggle to keep up with the digital revolution.



#### **Envisioning transformation**

The digital core of technology has an impact on each of us. Some believe that a digital core encompasses only infrastructure simplification, processing performance acceleration, and systems interoperability. These elements serve as a foundation for the digital core, but there's more to it than that.

True digital transformation extends the impact on business and IT performance through improvements in customer engagement, supply chain effectiveness, and financial insights—and by enabling an IT strategy that can leverage the cloud. When done right, an effective digital transformation can impact an organization by providing measurable results sooner—outcomes that matter for the business.

The new path to value demands that employees, customers, suppliers, and

other stakeholders travel side by side in their digital journey. This path traverses all business functions—from finance to HR to logistics to e-commerce—with connectivity that spans from cloud infrastructures to handheld mobile technologies. Users have come to expect an intuitive and personalized experience in a world that never shuts down. The speed of change for digital technologies requires flexible designs based on insights into future customer and business needs.

#### **The modern digital platform for doing business**

Sound like an impossible road to traverse? It's not. The path is clear. It's exactly how Deloitte can enable the SAP S/4HANA Enterprise Management suite to extract value for our clients today.

Far more than an ERP system, SAP S/4HANA has emerged as a digital core platform to meet today's business

demands. As deep functionality, rich integration, and instantaneous access to actionable, meaningful information have changed what we expect from digital technologies, SAP® has responded by offering an all-encompassing platform—one that can be made more effective through the SAP Fiori® user interface, which simplifies user interactions and personalizes the user experience.

Simplicity has emerged as the new normal. SAP S/4HANA stands as a powerful and highly configurable suite of software solutions that can help make business simple—to enable the clarity and help deliver the value that organizations crave.

## What it takes to unlock value with SAP S/4HANA

Simplicity is hard work. Getting the most out of SAP S/4HANA requires know-how and experience. We can help. It starts with understanding your business objectives and applying industry-leading practices. Our enduring focus on value, industry-relevant insights, and ability to tailor SAP S/4HANA functionality to your specific needs means we can help deliver business-focused results that matter for your organization—and do so in a quick and efficient manner.

Achieving potential benefits from digital technologies requires technology experience, business insights, and people effectiveness, and we realize you have a lot of choices when it comes to organizations that can help. Why Deloitte for SAP S/4HANA? Here are a few reasons.

**Speed to value.** We can get you moving fast. Our focus and investments in asset-based agile technology implementation methodologies are a starting point. How do we translate vision into value? Through preconfigured solutions that jump-start SAP-enabled transformations, through the SAP Activate innovation adoption framework that integrates with Deloitte proprietary accelerators, and through our long-standing experience with SAP. It's an approach that seeks wins and results.

**Results track record.** We know SAP software. Our clients, independent analysts, and alliance relationships such as SAP

uniformly agree that Deloitte can deliver business value and technology innovation.

We have a trophy case of awards from SAP that helps validate our focus on excellence and quality—including the 2016 SAP® Pinnacle Award as the SAP S/4HANA Adoption Partner of the Year. Our global network of more than 13,000 practitioners dedicated to SAP solutions is widely recognized for results, and we have helped more than 3,000 clients effectively implement SAP solutions and realize business value from those investments. Read a few of our case studies to learn about our role in their successes.

**Co-innovation.** We're focused on the next generation of digital innovation. Our global alliance with SAP to co-innovate continues to result in leading practices that are built into solutions, unique perspectives on SAP capabilities, and extended access to SAP. We routinely provide design, testing, feedback, and business-relevant insights for developing and enhancing SAP solutions. With insights into the SAP application roadmap, we can help you make more informed decisions about your technology investments.

**Personalization.** We work to help ensure that user experiences meet organizational objectives, and we work toward simplifying integrations to meet the needs of strategic job functions. Through the use of "personalized personas," actionable real-time information can be delivered

front and center for the user. Deloitte Digital, which combines the skills of world-class technologists with the creative personalization of an agency, helps us deliver those experiences.

**Supporting solutions.** SAP S/4HANA introduced a new generation of digital capabilities to the marketplace. Choosing experienced alliances to enable the SAP S/4HANA solution set has lasting consequences. Your SAP S/4HANA transformation requires more than software and IT services. It requires vision and guidance. We can provide the strategic help you need to reinvent business processes, simplify user experiences, and accelerate implementation value.

Simplicity is hard work. Getting the most out of SAP S/4HANA requires know-how and experience. We can help.

# Why SAP S/4HANA?

Key strengths of SAP S/4HANA align with the needs of organizations that are seeking clarity amid the evolving digital business landscape.



## **Simplified, real-time functionality**

SAP S/4HANA can help deliver increased capabilities that simplify the complex so you can do more with less. Why wait to review the information of the past when the opportunity to gain insights into the future is available now? SAP S/4HANA is a portal to simplifying the user's experience—so people can have the information they need to make decisions now, not later.

## **Powerful personalization**

Digital capabilities enable personalization, speed, and functionality. The evolving environment of digital engagement demands more than boilerplate dashboards. SAP S/4HANA and the SAP Fiori user interface support deep personalization that helps make the user experience more intuitive as well as more relevant to how your business runs.

## **Ease of integration**

As an “open access” solution, SAP S/4HANA can serve as a bridge to link your new digital core to any number of solutions and applications that your business relies on—from SAP® Ariba® to the Internet of Things.

## **Streamlined IT and cloud adoption**

With inherent technology simplification as well as options for cloud functionality, SAP S/4HANA can help you reduce your IT burdens, potentially lowering maintenance requirements and total cost of ownership.

## **Support for evolving businesses**

The lines between industries, between horizontals and verticals, continue to blur for many organizations. SAP S/4HANA builds in and consolidates cross-channel functionality so that, as your business evolves in new directions, your digital core can grow with it.

## **Business-focused analytics**

SAP S/4HANA leverages the strength of the SAP HANA® in-memory computing platform to help deliver real-time insights that you can use to make more informed decisions and to take action that drives value for the business.

## **Business-specific extensions**

The open framework and the SAP HANA platform help ensure that the SAP S/4HANA digital core can be extended and tailored to drive unique business value via the SAP HANA Cloud Platform (HCP). The hybrid cloud approach with HCP can enable client-specific extensions and unique applications that are flexible and upgradeable.

# Let's talk

SAP S/4HANA stands as a powerful new standard for digital technology—one that, when leveraged effectively, can be measured by the impact made on organizations and people. We understand what it takes to leverage SAP S/4HANA effectively and travel a new path to value. Each day, we use our experience-based approach to help global and regional organizations transform and find that value. If you want to innovate how your business runs, we should talk. Do something new to drive enduring value for the future. Contact us to get the conversation started.

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