

Deloitte.



The Successor to Today's ERP

A digital core for tomorrow's
business needs

“SAP S/4HANA® 1610 can help organizations develop the edge they will need as the digital business realm evolves.”

Timing is everything, especially when it comes to new technology. As the pace of business accelerates, timing a transformation becomes even trickier and brings big questions.

Can a new technology grow with your organization? Can it support your existing business processes while you develop new ones for the digital economy? Will it meet the modern expectations of employees, customers, and third parties? Will the broader IT ecosystem support it? Will it really help you uncover new insights and unlock new value?

Maturity matters

The questions become easier to answer with the latest version of SAP's® business suite, SAP S/4HANA—powered by the SAP HANA® in-memory database to provide real-time insights and functionality that can support the digital core of your business and beyond. The newest version, the 1610 release, is more than a new technology—more than a new software offering. It's a mature solution that builds on an already solid predecessor release of SAP S/4HANA.

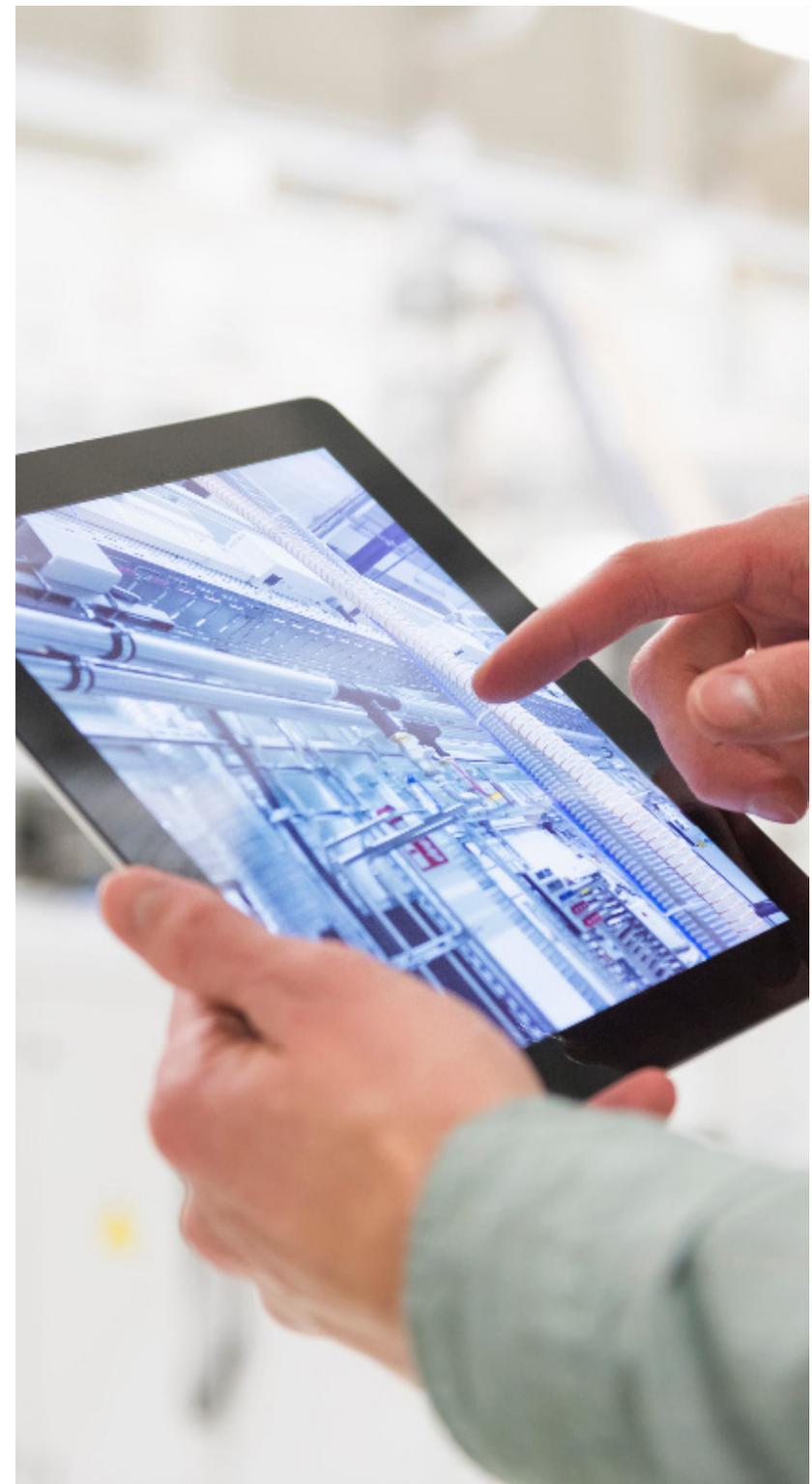
With the latest release of SAP S/4HANA, organizations can bring even more clarity to finance, realize even more value throughout the supply chain, engage customers more meaningfully, empower the workforce in new ways, and leverage analytics to get new insights for decision-making across the enterprise. Deployed effectively, SAP S/4HANA 1610—the successor to the conventional ERP system—can help organizations develop the edge they will need as the digital business realm evolves.

It's all connected

Gaining an edge in business today requires new digital capabilities and an ability to generate new value. To develop that edge, it's not enough to adopt new technology. The technology also needs to be mature.

Why SAP S/4HANA 1610?

How is SAP S/4HANA 1610 different from its predecessor, and why should you consider migrating to it? There are plenty



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of differences and plenty of reasons to make SAP S/4HANA 1610 part of your transformation strategy. For starters, the latest release brings enhancements and new functionality across three key areas:

User experience. The release folds in the next generation of the highly intuitive SAP Fiori® user interface. It also integrates with a variety of new SAP Fiori apps designed to help you simplify and streamline processes, actions, and activities across the enterprise.

Enabling architecture. The SAP HANA in-memory database remains the foundation for SAP S/4HANA, serving as a powerful data engine for real-time transactions and insights—with data structures further simplified in the 1610 release. Meanwhile, SAP has expanded the core, more tightly

integrating solutions such as SAP S/4HANA Finance and SAP Extended Warehouse Management. SAP also has brought a number of enhancements and innovations to the core—including enhancements to streamline inventory management and accelerate material requirements planning. Based on an open architecture, SAP S/4HANA allows you to connect with other cloud or on-premise solutions—a critical capability if you plan on having other sales and marketing solutions in the mix.

Smart business and analytics. SAP S/4HANA 1610 comes loaded with new embedded analytics capabilities, process automation features, simulation and prediction tools, and a number of other tools that can help you get actionable insights faster, streamline your business,

and make more effective decisions at all levels. Ultimately, SAP S/4HANA can help you innovate when it comes to your business and your business processes—and help you stand out from the competition.

The big idea

SAP S/4HANA 1610 release, builds on a mature SAP suite of solutions to deliver next-generation capabilities that can help organizations derive a new level of value across the entire enterprise—from the supply chain to customer engagement, to finance and beyond.

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How we can help

If addressing tomorrow's challenges is important to your organization, you're probably not looking to invest in yesterday's technology. No matter where you are in your transformation journey, SAP S/4HANA 1610 can play a key role in how you begin preparing for tomorrow's needs. But there is a catch. You're going to need help.

Deloitte is positioned to guide organizations through the challenges they will face as they seek to realize new value with SAP S/4HANA. Getting maximum value from SAP S/4HANA requires more than plugging in technology. Deloitte can help you bring standard SAP functions to life—applying our deep business and technology know-how to deliver new insight-driven processes and embedded analytics for your organization.

Here's a look at what we can bring to the table.

A “business first” approach. We do more than provide technology as a SAP value-added reseller. We put strategy first. The approach means we focus on understanding how your organization works, how it can work more effectively, and what it takes to align business processes to deliver results with SAP S/4HANA, additional SAP solutions, and other technologies—all to address the unique needs of your business.

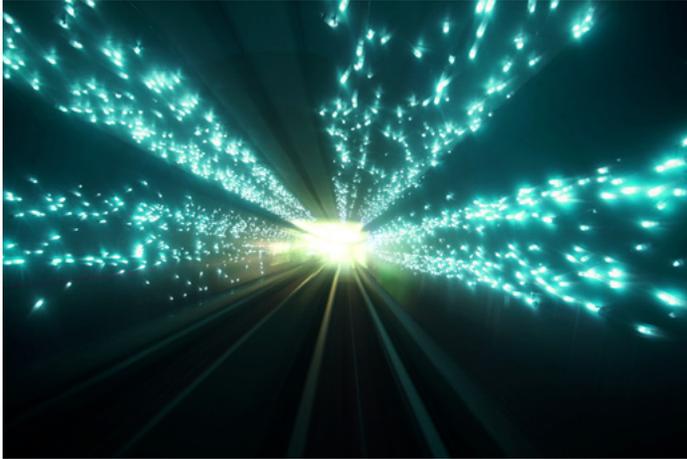
Deep SAP know-how. We have extensive experience in systems integration, with a long track record of delivering projects within a reasonable timeframe. In fact, we're recognized for our SAP leadership,

winning the 2016 SAP® Pinnacle Award as the **SAP S/4HANA Adoption Partner of the Year**. Our global network of more than 16,000 business and technology professionals focused specifically on SAP means we can address needs across the enterprise, across industries, and across geographies. And our alliance with SAP extends back nearly three decades.

Resources at the ready. No matter what industry you're in, we understand the challenges. And when you work with Deloitte, you get speed as well as strategy. Our industry-specific templates, preconfigured solutions, and proprietary accelerators can help you get up and running fast—so you can start seeing value sooner. We can also help you make the business case for investing in SAP

S/4HANA, using our Enterprise Value Map, a tool for linking activities with business results—not simply technical requirements. It's an approach that involves deeply analyzing layers of your activities, your opportunities, and the possible impact across the entire spectrum of value—from revenue growth to operating margin to asset efficiency to fundamental expectations for how your business should run.

Solutions in action. Want to know what SAP S/4HANA 1610 looks like in action? We can give you a preview of how our clients are already using it. We can also show you the art of the possible and explore your specific business issues through our Deloitte Greenhouse workshops and collaborative solutions labs.



“The list is long, but it boils down to two simple words: new value. With SAP S/4HANA 1610 and help from Deloitte, you can go beyond today’s value.”

Potential bottom-line benefits

What kind of benefits can you see from teaming with Deloitte to deliver new functionality with SAP S/4HANA 1610? The list is long, but it boils down to two simple words: new value.

With SAP S/4HANA 1610 and help from Deloitte, you can go beyond today’s value. SAP S/4HANA 1610 can enable you to do new things and ultimately get new value. Where can you go from here? Here are some possibilities.

- Operate more efficiently by developing a tightly integrated, end-to-end view of your supply chain
- Deeply explore and disseminate data-driven insights that can support new digital processes and enable more effective decision-making
- Enhance customer engagement, service, sales, commerce, and marketing functions to grow revenue
- Gain greater visibility into your finance picture, accelerate close, and gain a “single source of the truth” to support strategic decision-making as well as daily needs
- Deliver new tools that can enhance the productivity of your workforce and meet employees’ modern expectations
- Identify opportunities for savings and efficiencies across all of your sourcing and procurement activities
- Bring new digital capabilities to your manufacturing operations and make them more responsive to shifting demands
- Manage assets more proactively and predictively, to realize new efficiencies and identify issues before they become problems

Let's talk

With the latest release of SAP S/4HANA, the 1610 release, SAP continues to raise the bar on digital business transformation. And Deloitte stands ready to help you understand the new release and tap the power of SAP S/4HANA to the fullest. Ready to do something new? We're ready, too. Contact us to get the conversation started, to schedule a demo, or to learn more about what's new with SAP S/4HANA.

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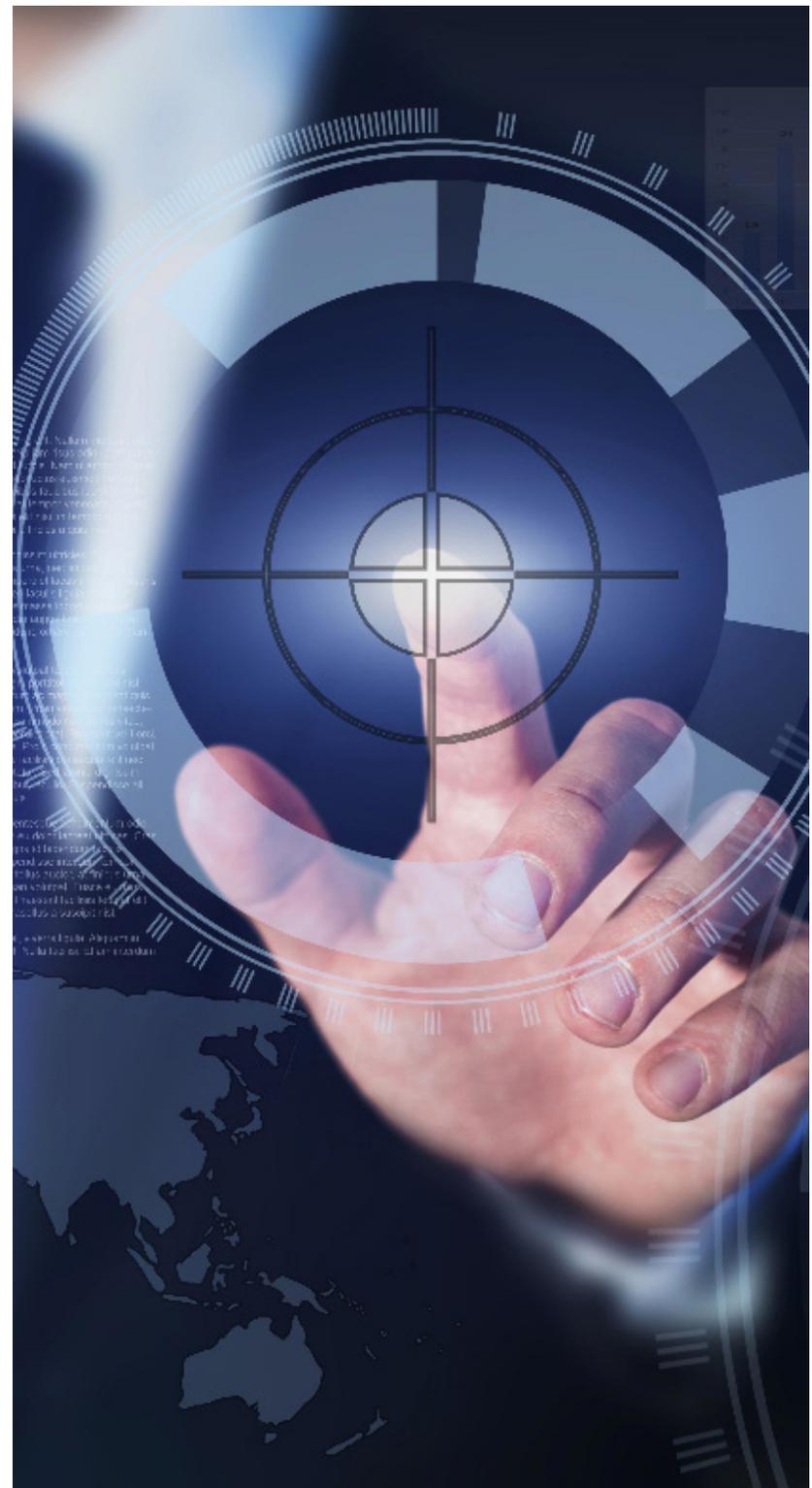
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