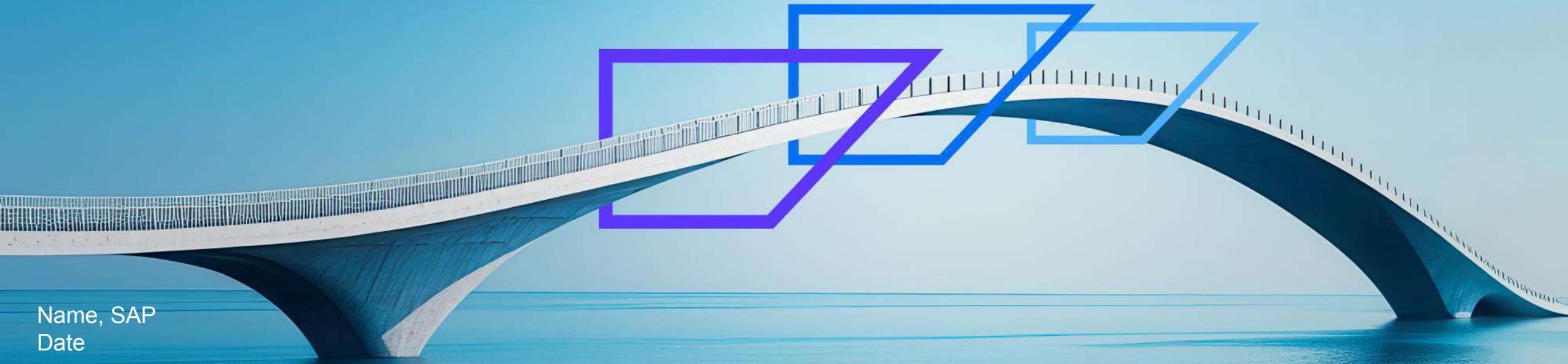


# A Cloud ERP for your business needs

Start fresh with SAP Cloud ERP



Name, SAP  
Date

INTERNAL – SAP and Customers Only

# L100 – SAP Cloud ERP for existing customers

**Delete before sharing externally**

This slide and all notes should be removed prior to sharing the deck with customer.

## Name

- A Cloud ERP for your business needs:  
Start fresh with SAP Cloud ERP

## Objective

- Position SAP Cloud ERP for existing SAP ERP customer, especially in the *Move-to-Corporate* segment

## Duration

- 45-60 min content

## Format

- Virtual or In-person
- Presentation / self-learning

## Stage

- Explore SAP S/4HANA Cloud Public Edition
- Phase E-C

## Target Presenter

- Pre-sales
- Regional COE

## Target Customer

- Installed base customers of SAP ERP, planning for fresh start and/or intending to onboard subsidiaries/acquisitions with an existing SAP landscape

## Target Audience

- LoB & IT, CxO suite

## Target Product

- SAP S/4HANA Cloud Public Edition

## Classification

- Public if no customer content added

## Key messages

- SAP Cloud ERP is highly suitable for Move to Corporate customers, following the approach of
  - Run in the cloud
  - Get innovation moving
  - Move with confidence
- Typical pain points of existing SAP ERP customers are addressed with cloud capabilities, comprehensive scope, as well as extensibility and methodology

## Master Deck

<https://d.dam.sap.com/s/p/a/ERii2i1?rc=10&doi=SAP1033212>

## Content Owner

- SAP Business Suite Product Marketing
- Markus Rosemann, [markus.rosemann@sap.com](mailto:markus.rosemann@sap.com)

## Last Update

- September 2025

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# Challenges for SAP ERP customers

## Stagnation risks

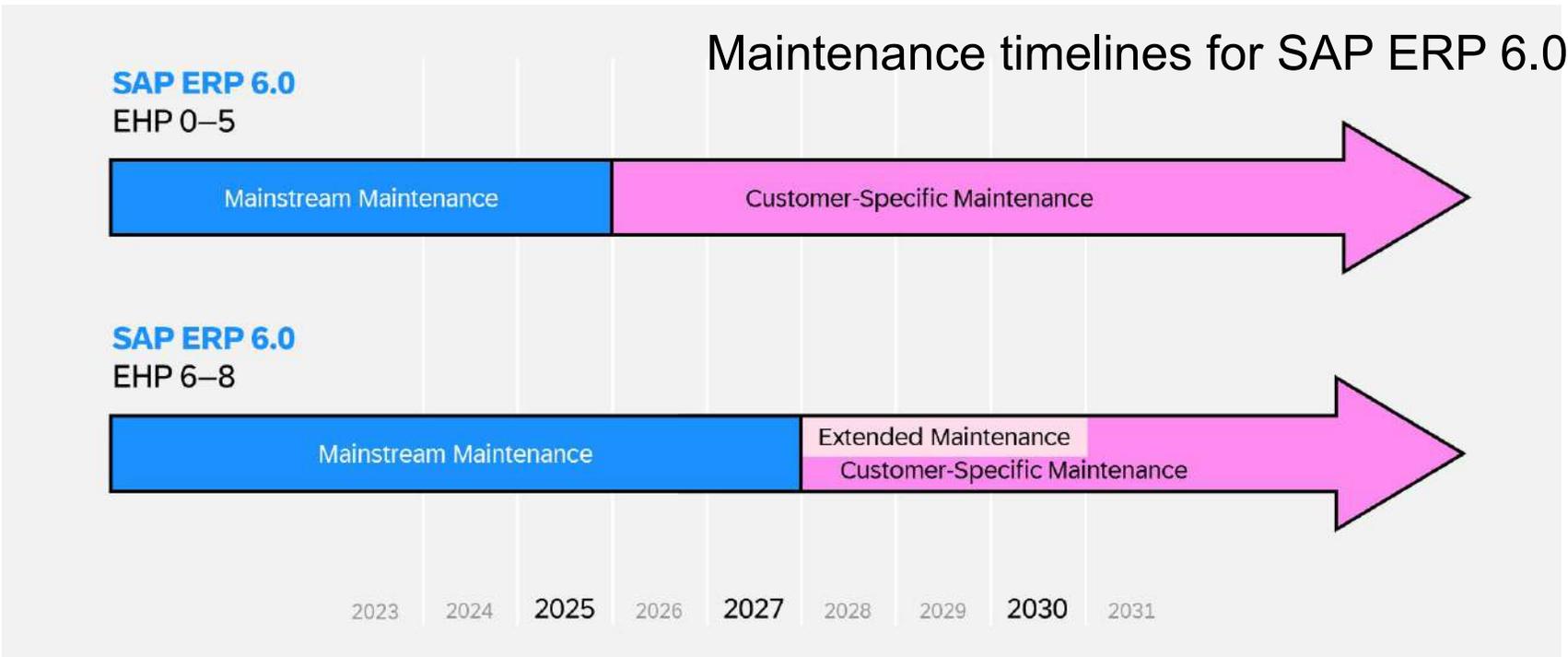
- Capacity is blocked because of manual processes; like reconciliation of tables at quarterly closing
- Complex and costly ERP re-implementation on old processes
- System lock-in, not allowing to benefit from innovations like AI and automation

## Missing out on modernization

- Costly modifications and developments to meet regulations and blocking innovation
- Outdated user interfaces not attractive for a new workforce expecting a modern, intuitive, and AI-based experience
- Inconsistent and isolated data for reporting, separated from business processes, hence slowing down decision making



# SAP ERP releases are running out of mainstream maintenance soon



- SAP provides mainstream maintenance for the latest three enhancement packages (EHP) of SAP Business Suite 7 core applications (incl. EHP 6, 7 and 8 for SAP ERP 6.0) software until the end of 2027 followed by the option to extend maintenance.
- Lower versions are running out of mainstream maintenance by the end of 2025.
- More detail about maintenance, see [SAP Support Portal Home](#).
- Read the blog post [here](#).

# Opportunities of an ERP in the cloud

## **Agility and scalability**

Cloud ERP allows rapid adaptation to market changes and flexible scaling, avoiding large capital outlays.

*"Cloud is a foundational enabler. It's about agility, speed, and the ability to drive innovation."* – McKinsey

## **Cost efficiency**

Cloud ERP reduces the need for on-site hardware and IT infrastructure, leading to predictable operational costs.

*"Cloud migration can reduce IT infrastructure costs by 15-25%."* – BCG

## **Innovation and competitive edge**

Cloud platforms offer access to advanced technologies like AI and machine learning, fostering innovation and competitive advantages.

*"Cloud is the new engine of innovation, allowing companies to rapidly experiment with new technologies and business models."* – Forrester

## **Enhanced security and data protection**

Cloud provides comprehensive security measures, exceeding what individual businesses can afford, resulting in better data protection and compliance.

*"Cloud providers have matured their security capabilities to a point where, for many organizations, cloud environments are now more secure than on-premises ones."* – Gartner



# Embracing the Future with SAP Cloud ERP

## **A Cloud ERP for your business needs**

Either start fresh with SAP Cloud ERP or modernize your existing ERP with a clean core approach.

## **Benefit from the power of cloud ERP**

Run your core business in the cloud, with SAP delivering continuously innovations for applications, data, and AI.

## **Run on industry best practices**

Leverage built-in industry standards and best practice processes for faster deployment and state-of-the-art operations.

## **Innovate continuously**

Stay ahead with new capabilities and features out of the box for a proactive use of technology.

## **Enhance user experience and automation**

Deliver an intuitive, optimized user experience supported by intelligent automation and AI-powered insights.



# Why customers start fresh with SAP Cloud ERP?



“Why are you moving to the private cloud when you can get all the benefits of a public cloud migration?”

– Director Corporate Controlling

**Western Sugar**

[Customer story](#)



“Our move to SAP Cloud ERP represents a significant leap forward in driving agility and innovation across PwC.”

- Global and US CIO

**PwC**

[Customer story](#)



“SAP Cloud ERP is helping us save time spent on system maintenance, improve user experiences, and enable staff to work more flexibly and efficiently.”

- Business Development Director

**Tetra Pak**

[Customer story](#)



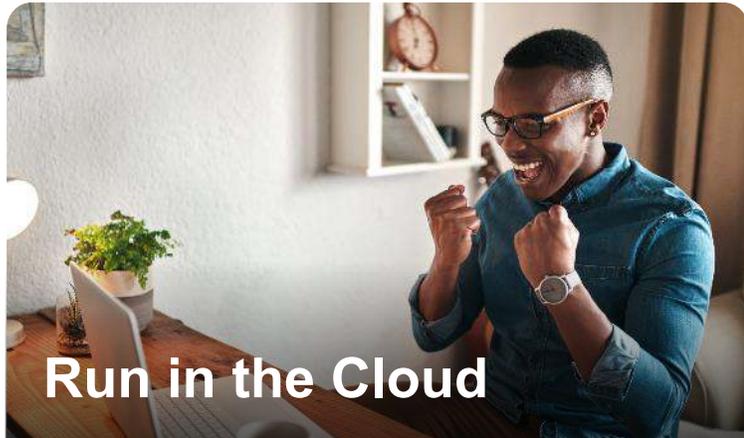
“With SAP Cloud ERP, we no longer need to manage the security and maintenance of our ERP hardware and software. SAP takes care of those things for us—and the peace of mind is priceless..”

- ERP Director

**Stoli Group**

[Customer story](#)

# Embracing the Future with SAP Cloud ERP



- SaaS ERP
- Industry best practices
- Optimized user experience
- Automation with AI



- Cloud innovation cycles
- Global reach
- Extensibility and integration



- Methodology and tools
- Simplified change management
- Packaged activation services
- Peace of mind security

## Run in the Cloud

to improve operational efficiency

- **Return to standard** to improve operational efficiency by running on preconfigured Best Practices on a SaaS Cloud ERP solution
- **Deliver results** with a modern UX, including integrated collaboration, 200+ embedded intelligence scenarios offering a modern user experience for the workforce
- **Optimize** with AI assisted automation
- **Focus on innovation** by consuming SaaS services instead of keeping the lights on



# Run in the Cloud

Peace of mind with continuous updates



## Cloud Product Quality

- True **SaaS Cloud**
- High quality development standards
- **Automated provisioning**
- **Two upgrades** a year
- **Monthly** feature delivery



## Availability SLA 99.9%

- **SAP S/4HANA Cloud available** at any time without disruptions.



## Lifecycle Capabilities

- [3-Tier landscape](#)
- **Parallel Project Line** for complex projects
- **Technical scalability** to serve all customer needs and sizes



## Extensible

- **Key user extensibility** for fields, screens, forms and reports
- **Low-Code/no-code** development tools
- **Developer extensibility** in stack or side-by-side



## Simplified Upgrades

- **Parallelization of upgrade** activities to reduce downtimes ([Blue-Green deployments](#))
- [Test Automation](#) for business processes and [post upgrade test](#).

**Self-healing - Continuous Innovation Delivery - Secure**

# SAP Cloud ERP – Full-featured SaaS ERP



## Comprehensive core ERP for all industries

### Procure-to-pay

#### Buy and receive

- Sourcing and procurement
- Good receipts and inventory management

#### Invoice and pay

- Process incoming invoices and accounts payable
- Manage payments
- Manage working capital

### Order-to-cash

#### Order and fulfill

- Sales order processing
- Deliver goods and post costs
- Deliver services

#### Bill and collect

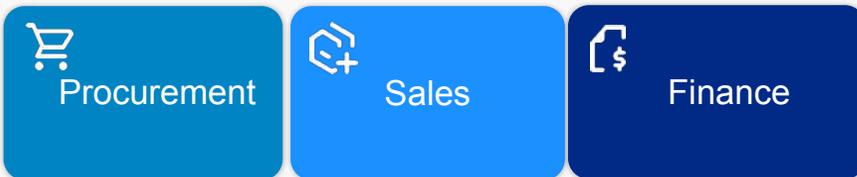
- Collect billing
- Execute invoicing and post revenue
- Collect payments

### Record-to-report

#### Record, report, and FP&A

- Financial accounting and close
- Management reporting
- Financial plans, budgets, and forecasts

### Typical core ERP scope

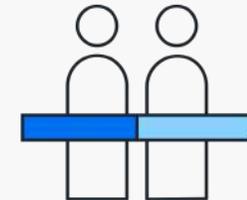


### Advanced add-on applications

#### Advanced finance, procurement, and sales

- Planning and consolidation
- Automated close
- Treasury and banking
- Subscription billing
- Advanced tax compliance
- Employee buying

### Customer examples

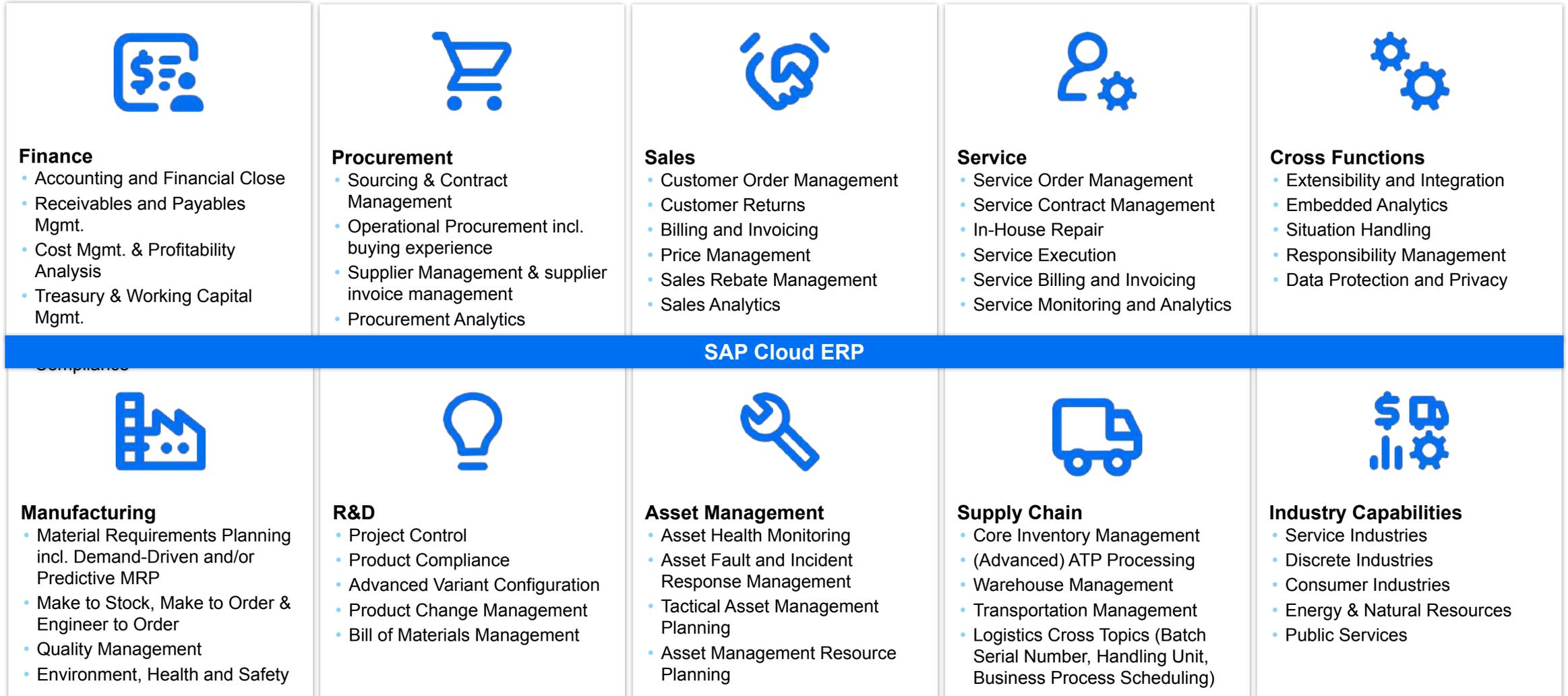


Akkodis

CEWE

Dizal

# Full-featured SAP Cloud ERP with ready-to-run industry best practices



# Simplify everyday work

with an intuitive, personalized, intelligent, and collaborative user experience

## User Experience in SAP Cloud ERP out of the box

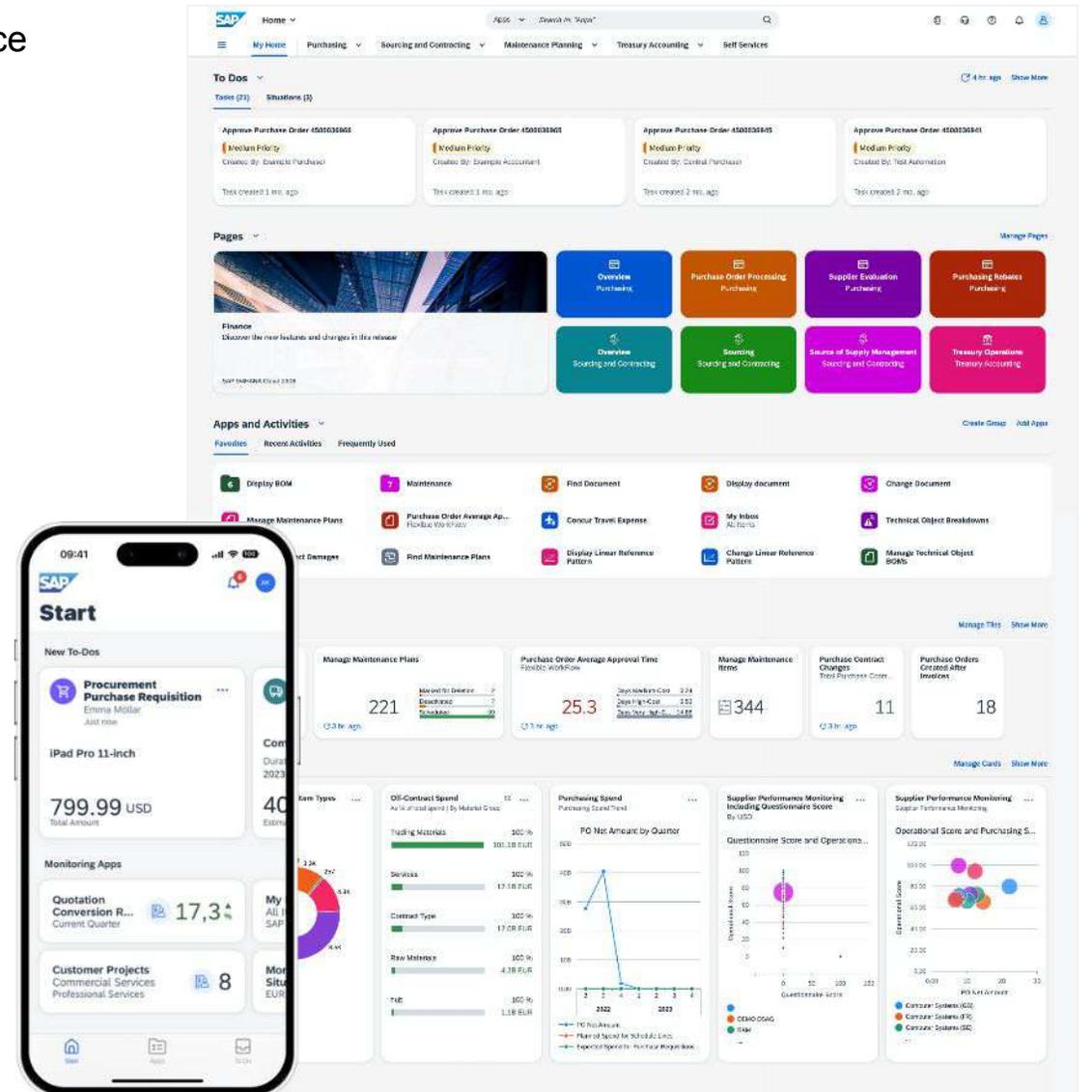
Intuitive

Collaborative

Personalized

Mobile

Intelligent



### To Dos

Tasks (0) **Situations (16)**

**⚠️ This sales quotation is about to expire**

The validity of this sales quotation ends in 999 days, and 0,00% of its net value has been referenced by sales orders. Check if you ne...

Situation created 1 month ago

**⚠️ This sales quotation is about to expire**

The validity of this sales quotation ends in 999 days, and 0,00% of its net value has been referenced by sales orders. Check if you ne...

Situation created 1 month ago

**⚠️ This sales quotation is about to expire**

The validity of this sales quotation ends in 28118 days, and 0,00% of its net value has been referenced by sales orders. Check if y...

Situation created 1 month ago

**⚠️ This sales quotation is about to expire**

The validity of this sales quotation ends in 28118 days, and 0,00% of its net value has been referenced by sales orders. Check if y...

Situation created 1 month ago

**⚠️ This sales quotation is about to expire**

The validity of this sales quotation ends in 28118 days, and 0,00% of its net value has been referenced by sales orders. Check if y...

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**⚠️ This sales quotation is about to expire**

The validity of this sales quotation ends in 28118 days, and 0,00% of its net value has been referenced by sales orders. Check if y...

Situation created 1 month ago

### Pages

**Scaling the Heights of Business-to-Business Commerce with Digital Networks**  
Whether in supply chain management or aeronautic science, visibility and...

1 day ago

**Overview**

**Suppliers**

**Supplier Invoices**

**Payments**

**Periodic Activities**

**Purchasing Rebates**

**Overview**

**Billing Processing**

### Apps

**Favorites** Recently Used Frequently Used

**Sales Management Overview**  
Track Execution

**My Sales Overview**

**Delivery Performance**  
Delivered as Requested

**Sales Orders**  
Demand Fulfillment

**Pick Outbound Delivery**

**Track Sales Orders**

**Manage Billing Document Requests**

**Test Billing Document Request API**

**Create Billing Documents VF04**

**Create Billing Documents VF01**

**Quotation Conversion Rates**  
Valid/Not Completed

# Joule – the *one* Artificial Intelligence copilot

Navigate across applications, steer processes, and manage your business data

## Faster work

Accelerate every process with a single AI copilot to get comprehensive insights and perform tasks across all your SAP solutions.

## Smarter insights

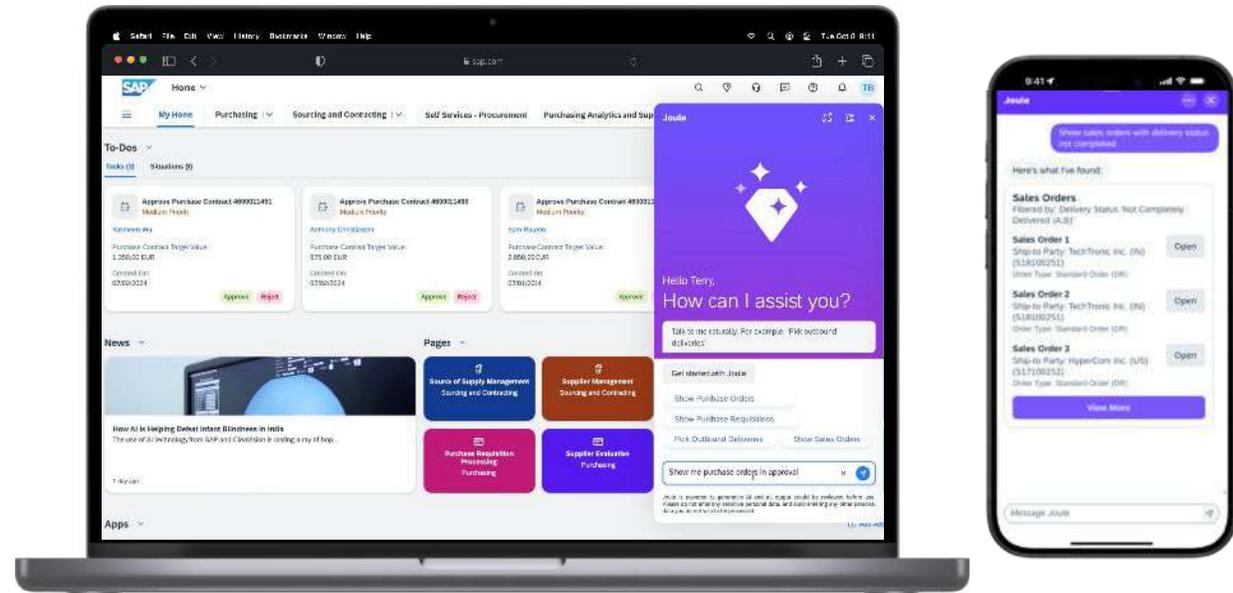
Get instant insights grounded in your business data and enriched by your business context.

## Better outcomes

Elevate outcomes across the business by generating content tailored to your role, from job descriptions to code, and beyond.

## Human control

Choose when and how AI performs complex tasks to focus your efforts and maintain full control of decisions, data privacy, and security.



Joule is available with a rich library of **skills** & **capabilities** across SAP cloud applications.

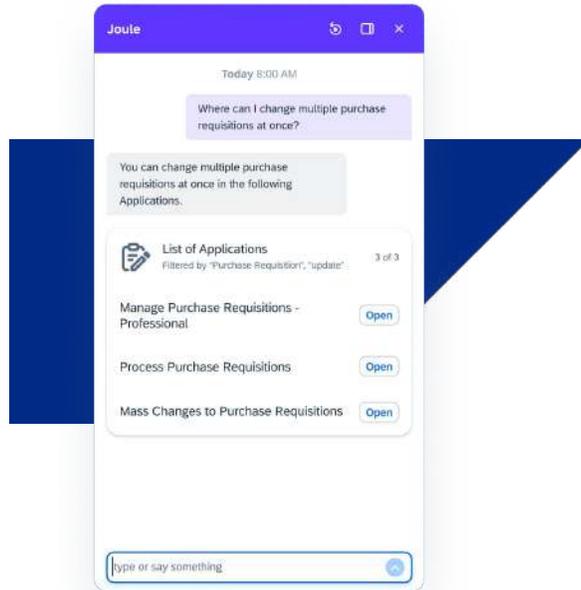
Joule's skills are developed across applications with the goal to support 80% of the most used tasks and business processes.

# How you can interact with Joule Interaction Patterns

## OUTLOOK

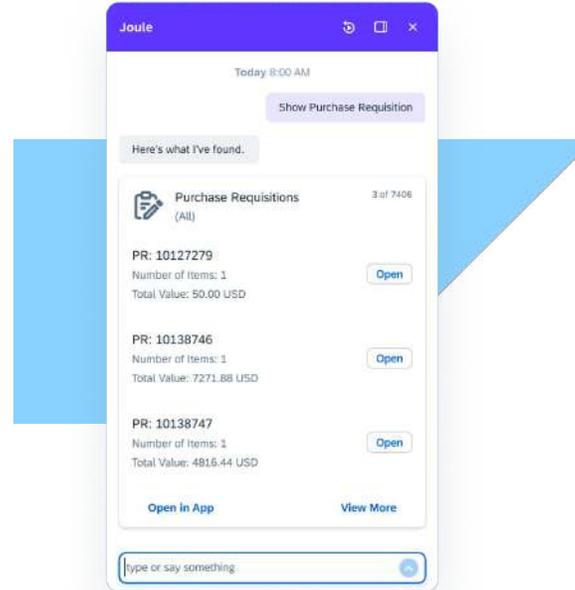
### Analytical Pattern

You will be able to ask analytical question while Joule leverages JustAsk in SAP Analytics Cloud to provide analytical insights.



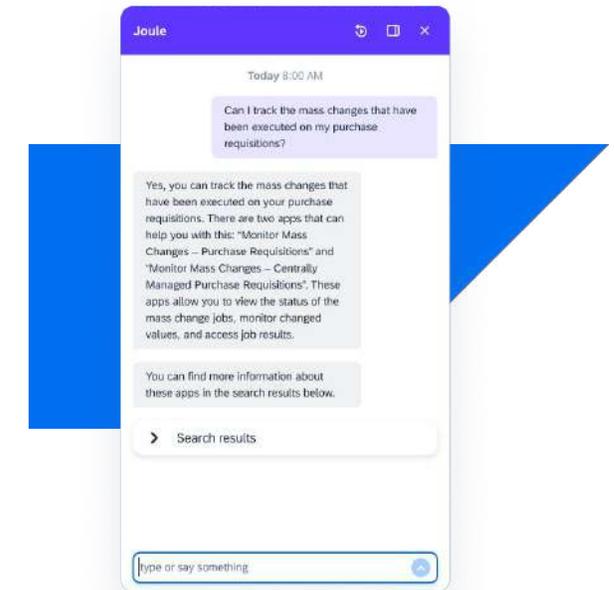
### Navigational Pattern

Joule recommends relevant applications and facilitates seamless navigation to empower users in executing their business processes



### Transactional Pattern

Joule offers insightful information about business objects, eliminating the necessity of opening the corresponding application.



### Informational Pattern

Joule provides concise summaries of help content to effectively address user inquiries expressed in natural language.

# AI Building Blocks in SAP Cloud ERP



## Get innovation moving

With a solution which always be up-to-date and secure

- **Always be up-to-date** with continuous access to innovations and upgrades delivered 2x per year and monthly feature updates
- **Global reach** with delivered localizations and tools
- **Differentiate** with extensibility and integration



# Get innovation moving with SAP Cloud ERP

Stay ahead by always getting the latest process and technology innovation



## Self-healing

Hotfixes delivered every two weeks



## Continuous Feature Delivery

Customers receive new features on a monthly basis via updates which are optional and nondisruptive.



## Always up-to-date

Major updates twice a year provide new features that can be turned on when you want to use them

February  
**Release #1**  
(2502)

August  
**Release #2**  
(2508)

February  
**Release #1**  
(2602)

August  
**Release #2**  
(2608)

February  
**Release #2**  
(2702)

# Get innovation moving

with compliant expansion into new regions with the widest and deepest localization coverage of any SaaS ERP

**Go global with confidence** with globally-ready localizations

- **Deep:** Country-level localizations integrated end-to-end at a deep functional level
- **Compliant:** Up-to-date regulatory compliance for tax, statutory reporting, and business-to-government interactions
- **Everywhere:** Geographic coverage for 60 countries/regions in 34 languages. Expand further with localization-as-a-self-service tools

**60** local versions delivered by SAP

**34** Languages supported

**Any** other country/region rollout with localization as a self-service for SAP Cloud ERP <sup>(1)</sup>

Includes content for: **Accounting Tax** **Payments** **Invoicing** **Reporting**

<sup>1</sup> Belarus, Venezuela, embargo countries and SAP delivered/planned Local Versions are excluded.

# Extend and integrate to meet your differentiating needs

## Extend

### Key value prop:

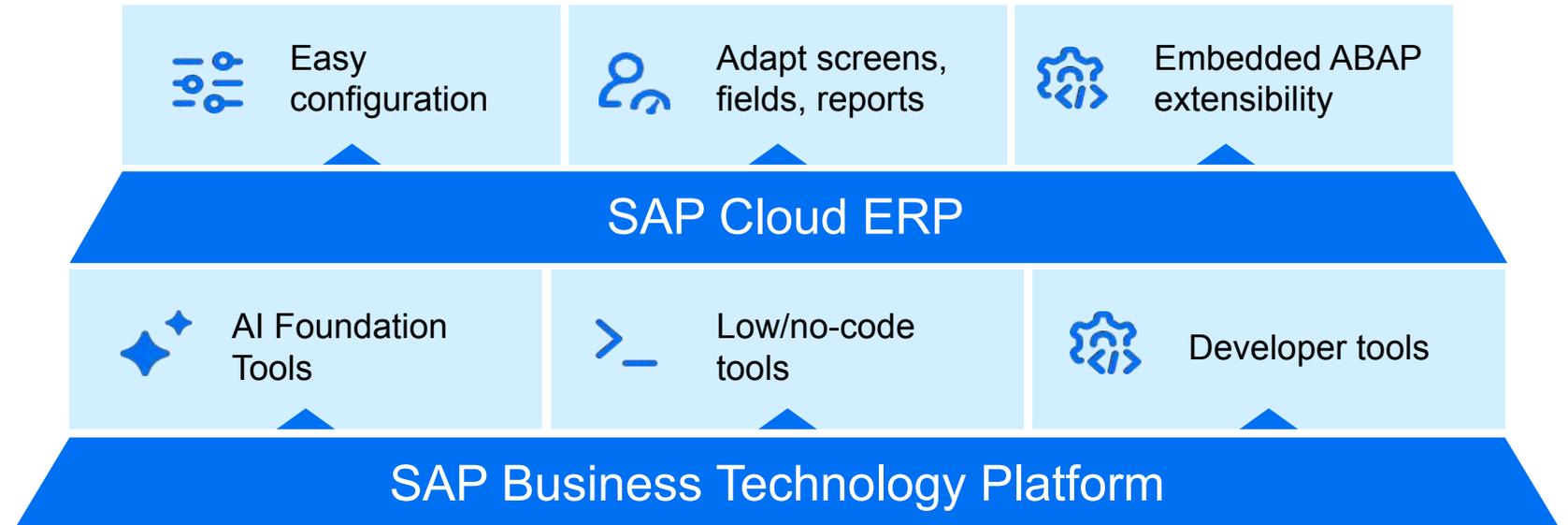
Easily extend business processes and applications to build your business differentiation

## Integrate

 **Integration principles:**  
predefined, open, holistic, and AI-driven<sup>1</sup>

 **Consistent security**  
and identity management

Differentiation is key:



750+

pre-built integrations to SAP S/4HANA Cloud Public Edition

700+

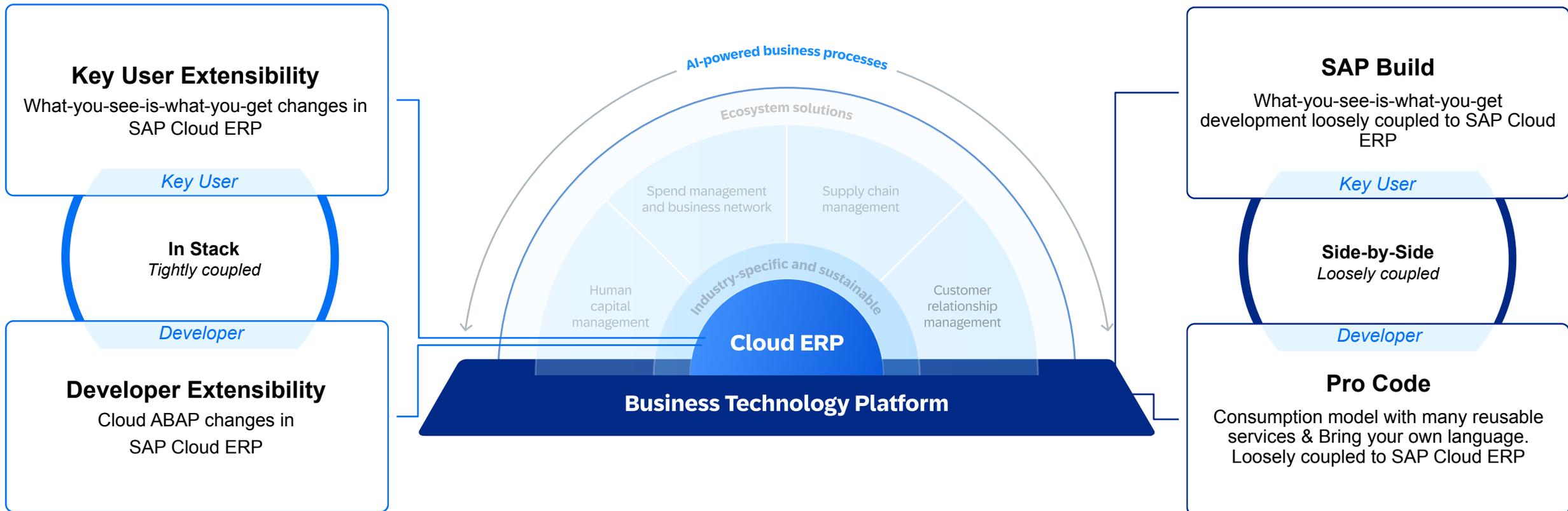
pre-built, open APIs ([API library](#))

6,000+

reusable (CDS) views exposed as the virtual data model that are the basis for data access in analytics, applications and integrations

# Build your differentiating processes

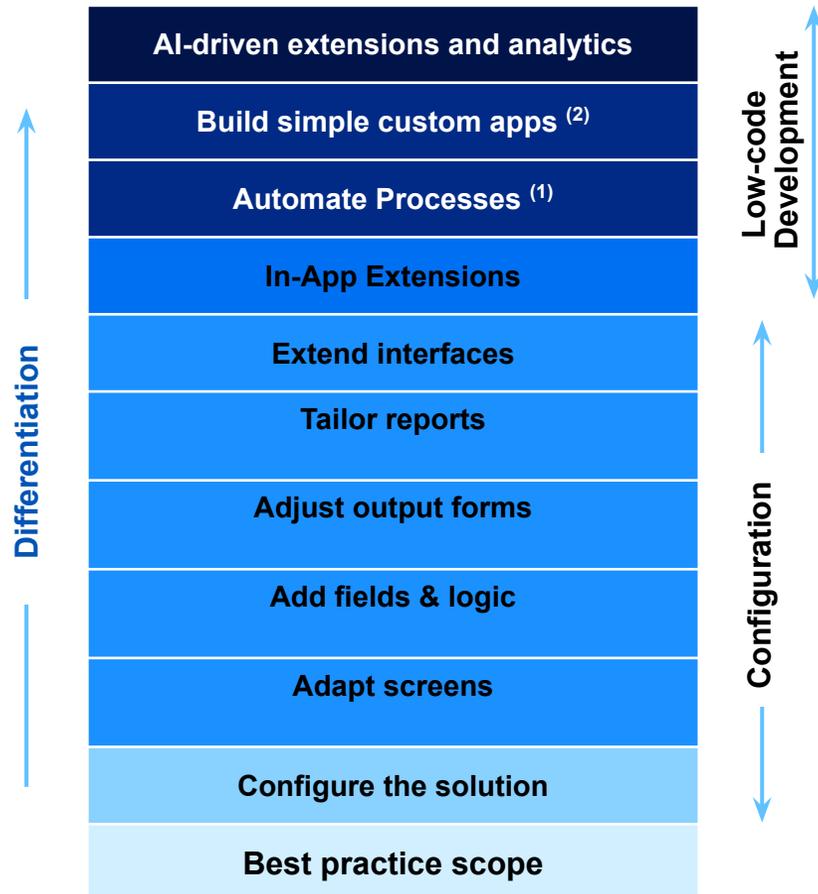
With extensions, automations, integrations and intelligence



# Differentiate with extensibility

Keep your competitive edge without building technical debt

## Your business platform for extensibility



## Using cloud compliant tools

**Business Technology Platform** to build side-by-side extensions

**SAP Build Apps** to build simple no-code low-code extensions

**SAP Process Automation** to automate process steps

**Embedded ABAP environment** to extend the solution with in-stack development tools which don't impede upgrades

**Embedded Analytics** - 6000+ reusable (CDS) Views exposed as the Virtual Data Model. Tailor the delivered reports and KPIs to your needs

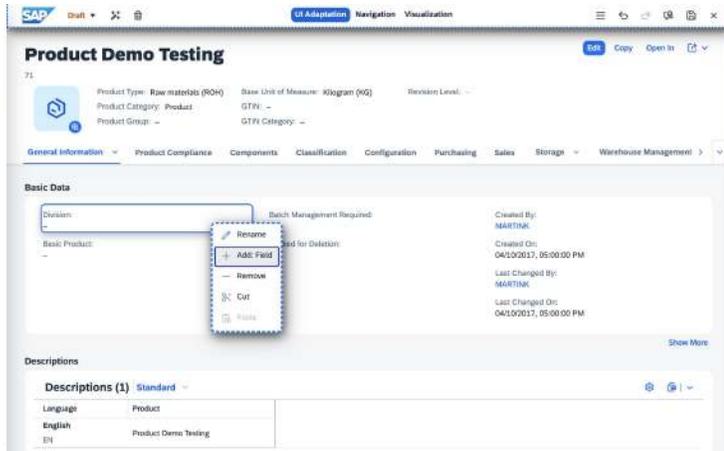
**Extensibility tool** add fields, adapt the UX, adapt output forms, extend interfaces

**Central Business Configuration (CBC)** to define your organization structure and fine-tune solution configuration

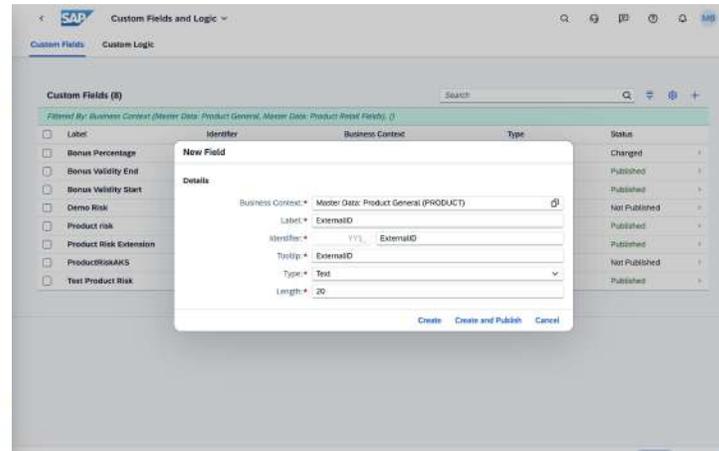
(1) [SAP Process Automation Content](#)

(2) [SAP Build Content](#)

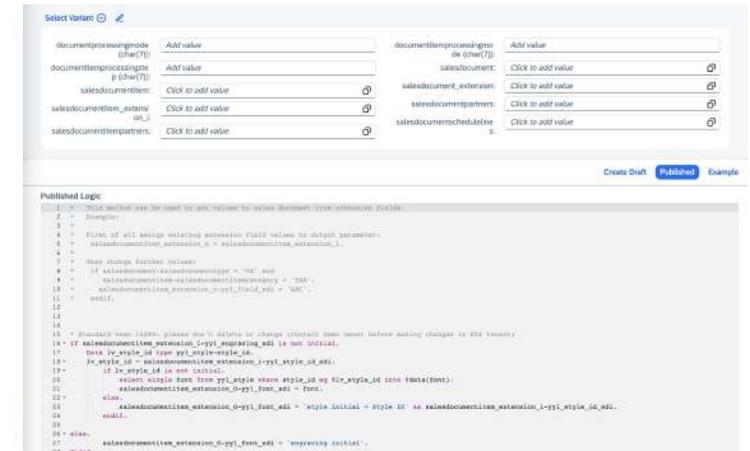
# Examples for In-App Extensibility



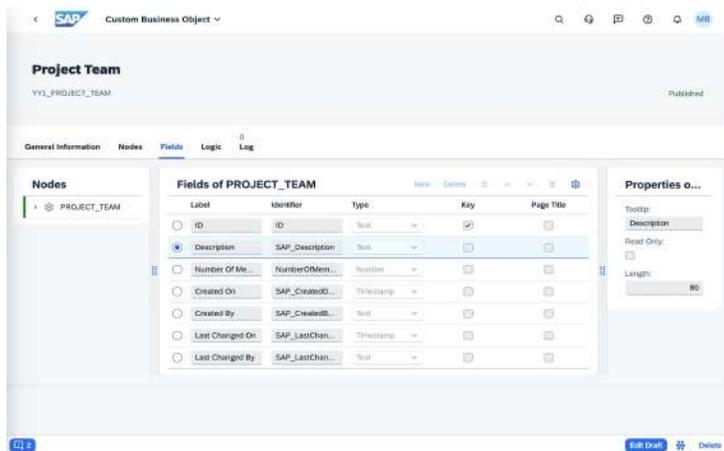
UI Adaptation Mode – Adaptation mode with drag & drop configuration



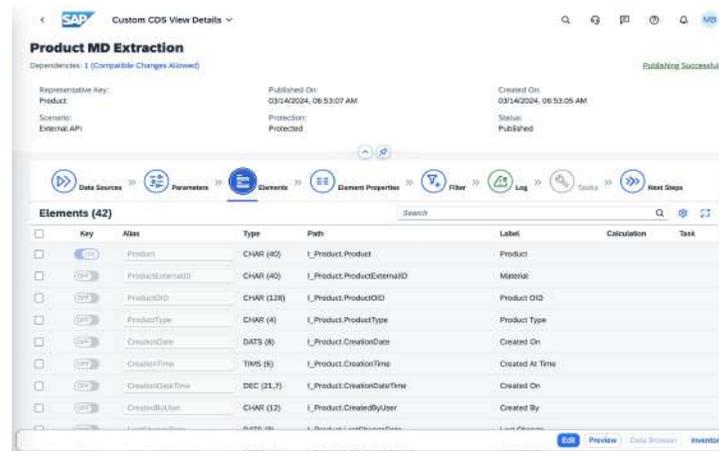
Custom Fields SAP Fiori App



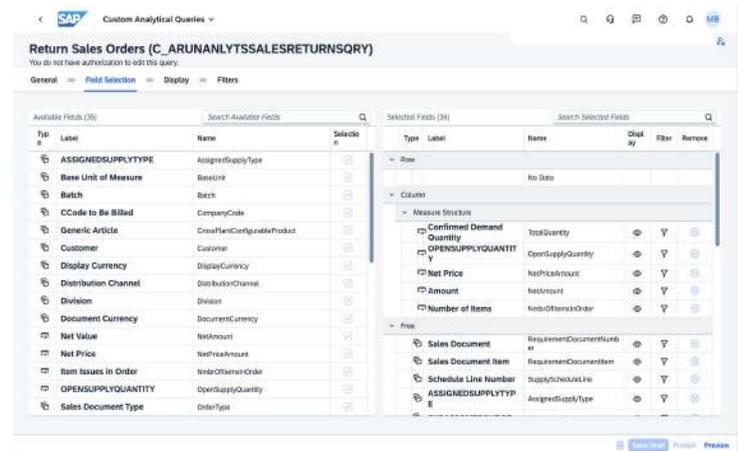
Custom Business Logic SAP Fiori App



Custom Business Objects SAP Fiori App



Custom CDS Views SAP Fiori App



Custom Analytical Queries SAP Fiori App

# Run confidently, secure, compliant, always on the latest version

A full Cloud ERP that is always on the latest release with performance, release updates, hotfixes, and compliance and security updates continuously managed by SAP

## Compliance and security updates include:

-  Compliance + certificates
-  Security-as-a-culture within SAP development supported by training and policy requirements
-  Authentication + access control
-  Auditable security

## Secure mission-critical operations:

-  99.9% SLA
-  24/7/365 AI-augmented threat and vulnerability management
-  Tenant isolation + encryption
-  [SAP compliance offerings](#) on the [SAP Trust Center](#)
-  Issue resolution + help desk support
-  Active community – [SAP expert community page](#)

## Move to the cloud with confidence

by using proven guidance to deliver speed and predictability

- **Make the move** with predefined methodology tools and accelerators
- **Migrate the most essential data** with the Data Migration Cockpit
- Fast user adoption with **intuitive navigation and embedded intelligence** grounded in familiar terminology and screens
- **Realize the value** in your solution in the shortest possible time with the Packaged Activation Service
- **Stay secure and compliant** with ever-updating regulatory compliance, security patching, and hot fixes



# Flexible pathways to modernize your ERP

Multiple paths to SAP Business Suite based on your ERP landscape and business requirements

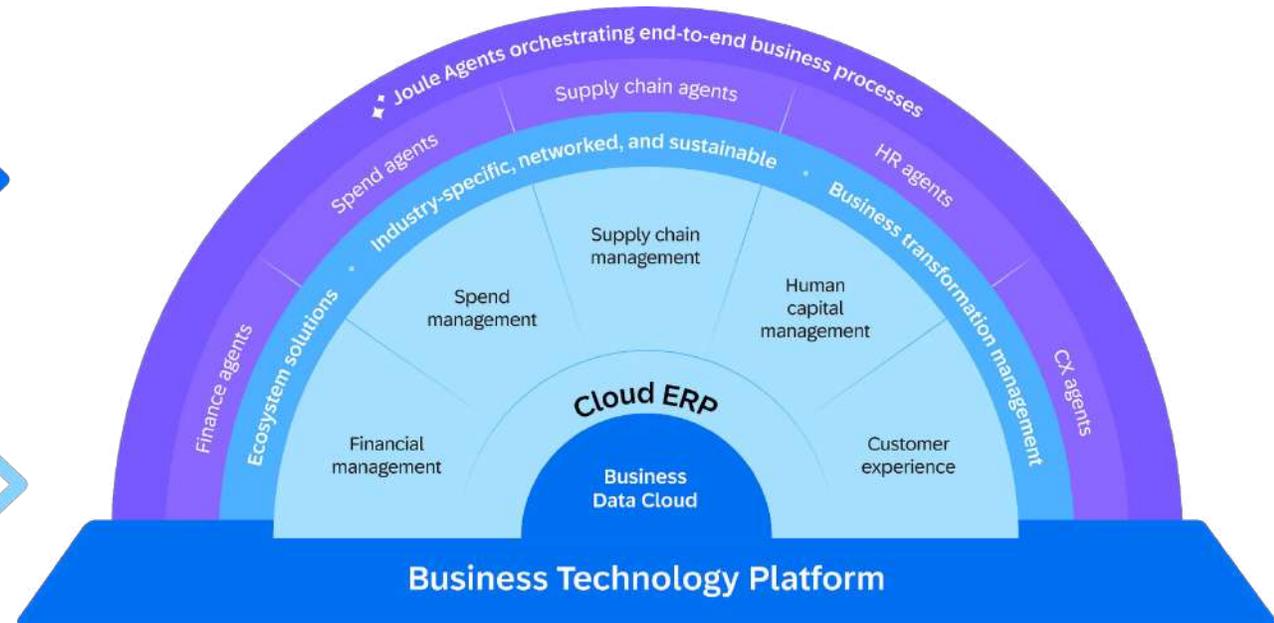
1

Start fresh with a new cloud ERP including **SAP Cloud ERP**



2

Modernize your existing ERP with a clean core approach and adopt **SAP Cloud ERP Private**



Move to the cloud with confidence  
Leave technical debt behind

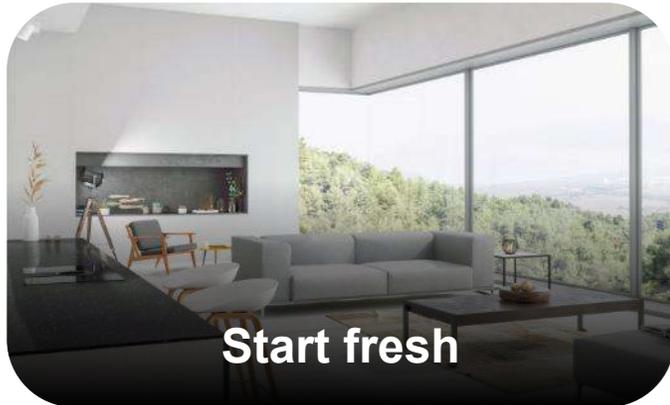
How much do you use your customizations?

**Only 40%**

of custom development still being used

- On average 60% of customized ABAP is not being used.
- Of the remaining 40% a part will become obsolete when adopting the new best practices, embedded analytics with the new functionalities and AI/ML.
- And yet, we can still cater for your unique business processes (e.g., key user, developer, and side-by-side extensibility)

# Start fresh with SAP is like moving in a familiar new home



- Simplify by moving into a more standardized environment maintained by SAP
- Leave behind complex legacy configuration and enhancements not serving business needs anymore



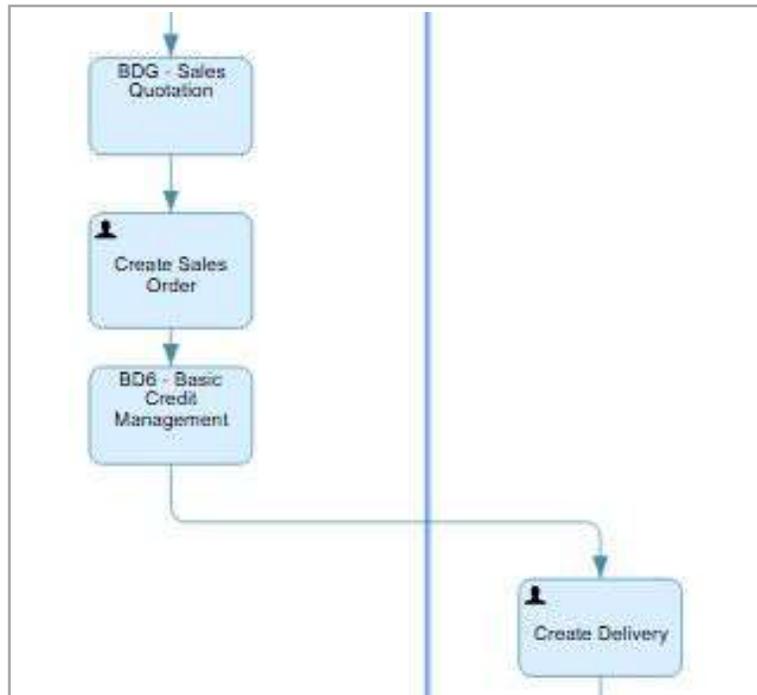
- Migrate essential master and transaction data
- Recreate familiar elements like organizational structures and cost centers
- Build competitive differentiating enhancements without creating technical debt



- Users can quickly adopt the new UX since they are familiar with the terminology, processes, and key transactions
- Users take advantage of new features powered by embedded analytics and AI

# Seamless Transition: From SAP ECC to SAP Cloud ERP

## Similar Processes



## Shared Terminology



## Familiar Screens

**Standard Order 57**

Sales Order: 57    Overall Status: Open    Overl. Delivery Status: Not Relev. for Deliv.    Approval Status: Not Relevant    Net Value: 80.00 USD  
 Sold to Party: Power Bikes Inc. (USCU-CU524)    Rejection Status: Nothing Rejected    Credit Status: Not Performed  
 Ship to Party: Power Bikes Inc. (USCU-CU524)

General Information    Items    Business Partners    Process Flow

**General Information**

Sales Area: Dom. Sales Org US, Direct Sales, Product Division 00    Customer Reference: MRINAL99    Document Date: 09/16/2016    Created By: \_SAP1312410  
 Employee Responsible: -    Customer Reference Date: -    Billing Block: Check Payment Terms    Created On: 09/16/2016  
 Delivery Block: -

**Items (1) Standard**

Item	Product	Requested Quantity	Item Category	Requested Delive...	Overall Status	Rejection Status
10	Trunk MTX EX Bag (M2-TG-A18)	1	PC 3rd Party s/w SN (C62)	09/16/2016	Open	Nothing Rejected

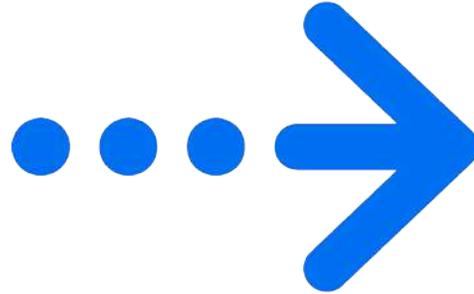
# Move to the cloud with confidence

## SAP Activate: An Implementation Shift

### Traditional ERP

#### *Design to blueprint*

- Consultative approach
- Waterfall project methodology
- Customized solution
- Development, not configuration
- Historically time consuming and costly



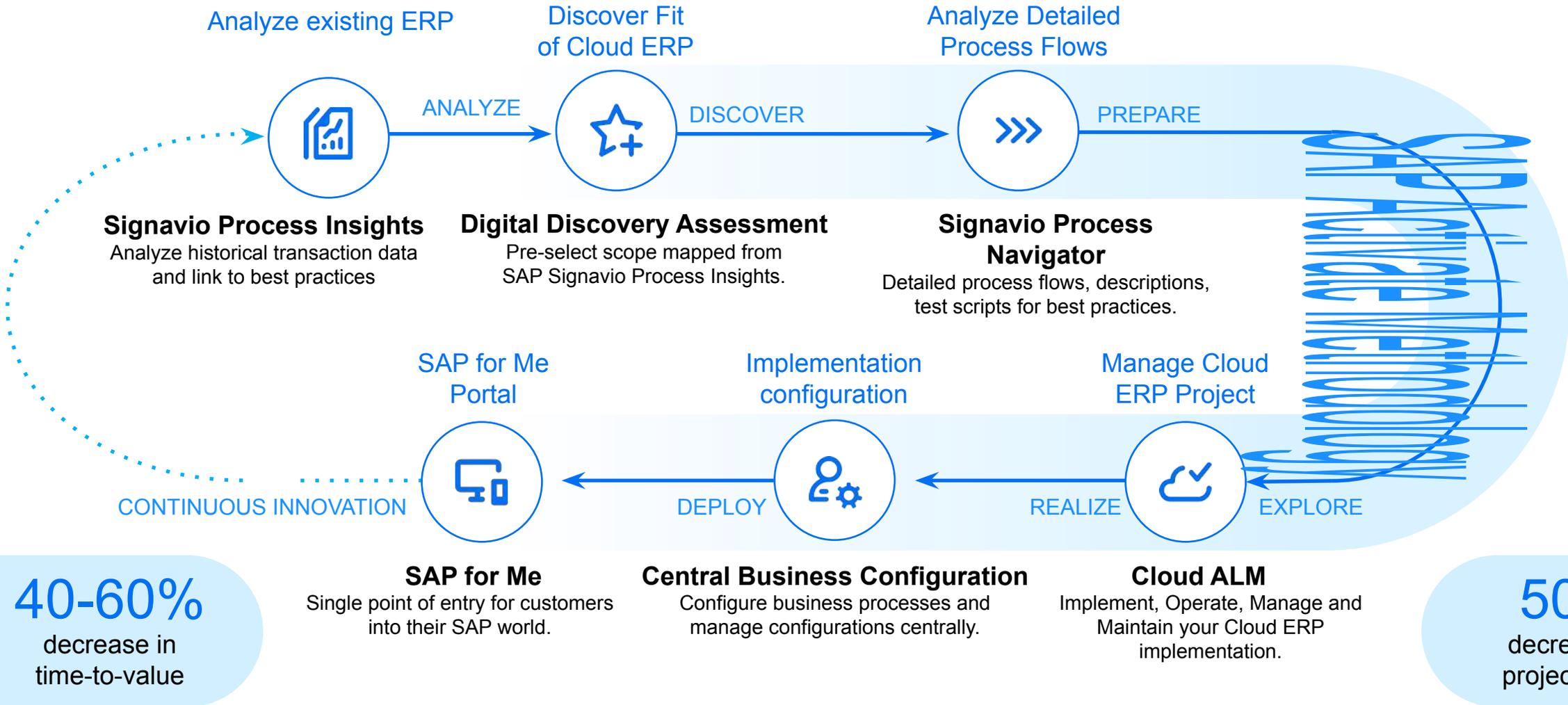
### Transformative

#### *Fit-to-standard*

- Business **owns** the solution
- Lead with '**standard**', best practices
- **Agile, modular, scalable**
- **Accelerators:** tools, templates, and content
- **Premium engagement** ready
- **Quicker and higher ROI**

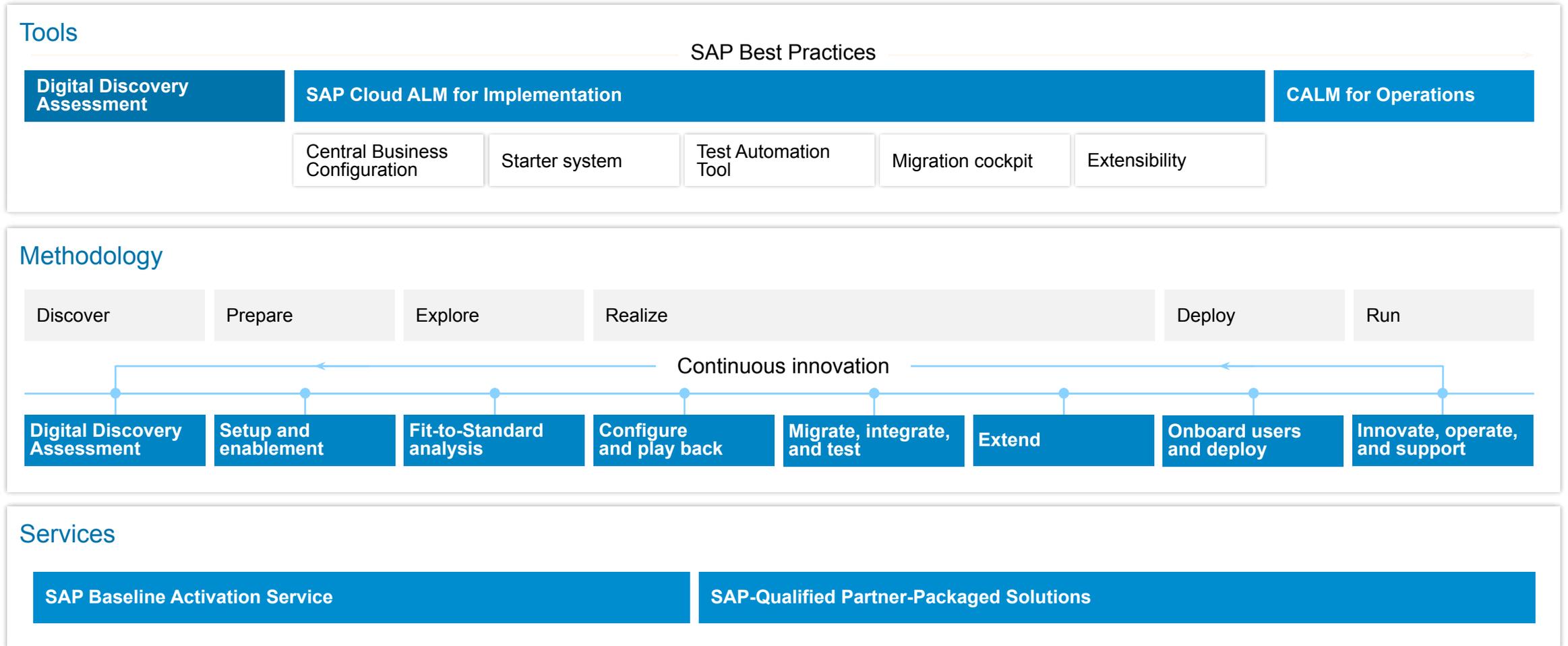
# Rapid and predictable adoption

Proven services, tools, and methodologies to help you successfully adopt SAP Cloud ERP quickly and reliably



# Accelerate for SAP Cloud ERP

bringing together adoption and acceleration throughout deployment



# Move to the cloud with confidence

Enabling adoption with help from an active expert community and accessible learning

Benefit from a collaborative, open community for customers, SAP, and partners to engage and flexible, learning resources specific to role to provide free, easy-to-navigate learning content

## Community

Learn what works and what doesn't through a collaborative, open community of your peers, SAP experts, and partners

**SAP S/4HANA Cloud, Public Edition**

SAP S/4HANA Cloud is a standardized, in-memory ERP running in the cloud that connects your entire workforce, suppliers, customers and assets to the digital core, offering scalability, ease of management and security that companies need to excel in today's digital economy.

2208 Early Release Video Replays

Missed the live sessions? Watch replays on demand!

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### Featured Content

**SAP S/4HANA Cloud, Public Edition Z302 Early Release Series!**

For all our SAP S/4HANA Cloud, public edition customers and partners, and SAP Learning Hub users: We've hosted a series of compelling live sessions from the heart of the SAP S/4HANA Engineering organization.

**RASD 2.0 Released to Customers**

The Release Assessment and Scope Dependency (RASD) tool has been giving an upgrade. Check out what's new!

**Top 10 SAP S/4HANA Cloud Microlearnings**

Learn about SAP S/4HANA Cloud Finance and Risk / Advanced Valuation Processes.

SAP S/4HANA Cloud Microlearnings

Search community content

Browse this topic:

- SAP S/4HANA Cloud, Public Edition
  - Automation Testing
  - continuous delivery for SAP S/4HANA Cloud\*
  - Enterprise Management Layer for SAP S/4HANA
  - Intelligent Adoption and Consumption
  - New Product Releases

View all

Resources

## Learning

Build skills and improve adoption across your team with flexible learning and training tailored to your roles and goals

SAP Learning | Learn | Get certified | Explore SAP

### What is SAP S/4HANA Cloud?

SAP S/4HANA Cloud comes with built-in intelligent technologies, including AI, machine learning, and advanced analytics that allows companies to run integrated and intelligent, digital businesses in real time.

SAP S/4HANA Cloud helps you establish consistent leadership for the top line, bottom line, and green line, with a complete cloud ERP system.

Learn more

### Browse SAP S/4HANA Cloud capabilities and start learning

- Asset Management**  
Planning, scheduling, and executing maintenance
- Finance**  
Accounting, treasury, and financial risk management
- Supply Chain**  
Transportation and warehouse management
- Sourcing & Procurement**  
Streamline purchasing, sourcing, and contract management

# SAP Cloud ERP: Benefits of moving



- Get back onto a **path of innovation**, with regular updates delivered by SAP
- Move back to standard with **pre-configured Best Practices**

**Increase automation**



- **Reduce investments** in hardware, technical support, and upgrades
- **Reduce technical debt** by removing unnecessary customizations

**Reduce operating costs**



- **Retain transferable functional and technical skill-sets** across solutions
- **Draw users in with an intuitive UX** when moving across solutions (rooted in familiar terminology and processes)

**Avoid destabilizing operations**



- **Migrate data** across solutions with comparable data structures.
- **Retain your investment** in other SAP Line of Business solutions and leverage **delivered integration content**.

**Decrease implementation effort**

# Customers starting fresh with SAP Cloud ERP

## Benefits and Quotes

### [Royal Eswatini Sugar](#)

15%–18% cost reduction by moving to SAP Cloud ERP.

### [Clyde Bergeman](#)

85% reduction in financial closing time (from seven days to one day).

### [Detecon](#)

Up to 5 minutes time saved per financial document.

### [Hitachi High Tech](#)

94% reduction in customization footprint.

### [Viridian Glass](#)

20% reduction in days sales outstanding.

### [Mayfairs Corporate Group](#)

35% reduction in time associated with supplier invoice processing across the Order to Pay business process.

[Reliable AutoTech](#): *“The user experience is tremendous. Users are very happy with access to anywhere from anywhere.”* – Head Corporate IT

[Alfreccell](#): *“With SAP Cloud ERP, we have an ERP solution that fits to the needs of our business, rather than us having to fit our processes around the technology.”* – CEO

[KWC](#): *“Solutions using best practices supported by SAP, coupled with a no-customization policy, provided a rapid, scalable solution landscape to support future expansion and organizational change in a cost-efficient way.”* – CIO

[Testo](#): *“SAP Cloud ERP allows us to be more value providing IT than in the past when we were quite busy maintaining our system”* – CIO

[Pitney Bowes](#): *“Solution order management functionality in SAP Cloud ERP has played a crucial role in our successful transformation [...] to a business that offers customers innovative holistic solutions.”* – Country Leader UK/Ireland

# How to start your SAP Cloud ERP journey?

Adopt modular Cloud ERP with speed, predictability, and confidence



**Run in the cloud**



**Get innovation moving**



**Move with confidence**



## Experience the solution today!



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# SAP Business Suite

## Full-featured SaaS ERP with ready-to-run industry best practices

