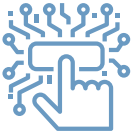# Top 5 Value Areas for
SAP® S/4HANA Cloud

and How to Start the Cloud Journey

Digital Transformation with a Cloud-First Strategy

Digital Transformation and Innovation

Businesses are constantly challenged to improve their operations and transform their business to keep pace with the digital economy, whether by executing excessive growth strategies, usually through mergers and acquisitions (M&A), or continuous introduction of new products, services, and business models. CIOs must also contribute to the organization's overall strategy; they need to deliver new levels of organizational agility, usually at lower and lower costs. This typically translates in to devising strategies and adopting new digital technologies to respond to the digital transformation challenges.

Cloud-First Strategy

In order to attain new levels of agility, more and more organizations consider cloud computing as a strategic enabler of digital transformation. For CIOs, it is one of the top three technology priorities for 2018 and beyond. Organizations are moving to a cloud-first strategy, where investments are being made across the three available cloud service models – software-as-a-service (SaaS), infrastructure-as-a-service (IaaS), and platform-as-a-service (PaaS). With this movement to a cloud-first strategy, cloud will become the main technology delivery mechanism.

Cloud Adoption

Many organizations are moving their core business processes to the cloud and embracing enterprise-wide SaaS initiatives. It is estimated that, by 2018, 50% of applications hosted in the public cloud will be considered mission-critical by the organizations that use them. All sectors are being disrupted by this fast-paced cloud adoption, and it is clear that value creation through these digital technologies must be the number one focus for all organizations that seek a sustained, competitive advantage. It is becoming evident that cloud strategy will enable new revenue streams, improved customer service, and cost reductions that were not previously possible.

By **2025**
At least **50%** of large enterprises will successfully implement an "all-in" cloud SaaS strategy

2020
24% of the total addressable IT market will be cloud

2020
The worldwide public cloud services market is projected to total **$383.3 billion**

Cloud First is the Path Forward

SAP S/4HANA Cloud is taking ERP into the digital age. It is the intelligent cloud ERP from the trusted market leader that delivers the latest innovations and unparalleled industry expertise. With SAP S/4HANA Cloud you have the confidence to grow and change at any speed, with a real-time view of your business and the ability to act instantly – and wisely – on that insight. Outlined below are the top five value areas for SAP S/4HANA Cloud.

01 **Faster Return on Investment (ROI)**
A cloud solution that provides faster value realization for IT and the business.

02 **Increased Business Agility**
An agile cloud solution that helps consume innovation(s) with minimal effort and adapts to dynamic business needs.

03 **Lower Total Cost of Ownership (TCO)**
A fully managed ERP cloud solution that makes deployment, configuration, and maintenance simpler, faster, and less expensive.

04 **Improved Governance and Compliance**
A foolproof cloud solution where the value is achieved not only through technology, but also through governance, security, and transformation.

05 **More Intelligent Cloud ERP**
Intelligent ERP that acts as your copilot, eliminating repetitive tasks and making suggestions based on business patterns and employee behavior.
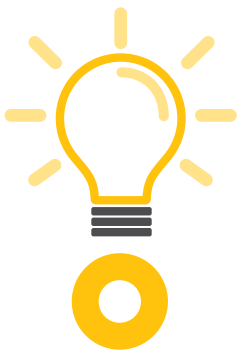
Birlasoft is an SAP S/4HANA Leader
Migrations + Cloud + Adoption

▶ Proven Innovations with Digital Solutions and Extensions
▶ Unique IP Provides Trusted Tools and Accelerators
▶ Transformation with the Right Roadmap and Best Practices

Step to the Future with SAP S/4HANA Cloud

It's clear now that companies are realizing the benefits of cloud solutions, which include greater agility, scalability, lower costs, faster ROI, and more opportunities for innovation – all of which are factors that fuel business growth and enable companies to keep pace with the digital economy. So, the question for them is not whether to deploy a cloud solution, but when and how will it be carried out.

The worldwide market for cloud-based SaaS offerings is expected to expand by about 20% per year through 2018, when it could exceed the 100 billion mark.

Just 12% of all respondents say their IT organizations are very effective at leading digital transformations across their business.

Birlasoft is Industry Recognized

▶ ISG Provider Lens Leader for SAP Services- 2017
▶ Gartner Magic Quadrant Positioned as "Challenger" Application Services- North America- 2017
▶ Recognized by IDC as HANA Leader in Utilities & Manufacturing 2015 - 2016

Start your Journey with a Free Trial of SAP S/4HANA Cloud

SAP S/4HANA Cloud is built to drive instant value across lines of business with sophistication and simplicity. Organizations can start their experience with a free 14-day trial. This trial provides access to concrete roles and predefined scenarios across sales, finance, procurement, Production and project management functions.

01 Finance

Roles are available for cash manager, asset accountant, accounts receivable manager, and accountants (general ledger, accounts receivable and payable). All important business transactions can be executed with predefined scenarios in SAP S/4HANA Cloud. Examples include monitoring and analyzing cash position, managing fixed assets and receivables, and reviewing financial statements.

03 Purchasing

A purchaser would be able to easily create a purchase order, post a goods receipt notice, and create an invoice. In addition to this, early payment requests can be created (using SAP Ariba solutions).

02 Sales

A sales representative would be able to reviews sales orders, identify problems, and analyze options for resolution.

04 Production and Quality Management

A production planner can manage forecasted demand, monitor and manage material shortages, and schedule MRP runs. A quality inspector can verify the quality of the inspection lots and take usage decisions.

05 Project Management

A project manager would be able to easily create, plan, staff, and bill customer projects, and perform event-based revenue recognition.

Infinite Possibilities

▶ Seamless Integrations with On-Premise or Hybrid, Cloud, and Co-Existing Business Environments.

▶ Provides the Ability to Scale Up the Cloud Footprint as Needed.

▶ Minimal Time and Effort to keep the Application Up-to-Date with New Features, Services and Innovations.

Next Steps

01 Build a Business Case that Supports a Cloud
First Strategy and Talk with Birlasoft HANA Experts

02 Discover SAP S/4HANA Cloud with a Free Trial

03 Begin with a Workshop and Assessment
to Define a Roadmap to Deploy SAP S/4HANA Cloud

Get Started Today

Connect with us

Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion diversified CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 150 year heritage of building sustainable communities.