



## Optimise your business processes with S/4 HANA Retail for Merchandise Management

**Our solution package is designed to help you evaluate the added value resulting from S/4 HANA Retail Merchandise Management and identify the optimisation potential for your business cases.**

Efficient, user-friendly, and in real-time – S/4 HANA is SAP'S answer to the challenges of digitisation. But when is the best time to switch to S/4 HANA Retail for Merchandise Management? What are the advantages for our traditional and digital commerce? What new business models and business cases does this open up and which new competitive advantages can we gain? These are all questions that most retailers are currently confronted with.

To make sure your company is well equipped for and attuned to the transition to the S/4 HANA world, we offer joint workshops where we create your own individual S/4 HANA transformation roadmap. Here, you get to benefit from our experienced consultants' many years of SAP Retail expertise.

### 4 stages of the transformation methodology:



#### DISCOVER

In a half-day Discover workshop for your IT staff and functional departments we present S/4 HANA Retail for Merchandise Management with all the relevant changes.

#### ANALYSE-WORKSHOPS

Together, we analyse the significant changes associated with you switching to S/4 HANA. We consider one exemplary core process per department in a half-day workshop. We compare this with the S/4 HANA standard process and review the data models based on the S/4 HANA simplification list. The results are presented to you on our S/4 HANA system and with the new user interfaces if possible. This enables you to evaluate how you would like to shape this process in the future as well as the added value you get from the transformation.

#### VALIDATE

We use the SAP Customer Code Analysis\* you provide and the results from the workshops as a basis to jointly work out an S/4 HANA transformation roadmap that is tailored to your company's requirements. During the half-day workshop, we give you recommendations on the appropriate migration path (green/brown field or other alternatives) and present the necessary preparations with the corresponding time frames.

#### REALISE

When the given time comes, we bring in our SAP Retail expertise and assist you with the transition to S/4 HANA and adapt any changes or new business scenarios to suit your requirements.

## Your S/4 HANA Roadmap to guide you safely into the future

Customer experience has become an increasingly vital competitive factor, both in store and online. Many customers only go into shops after they have compared prices and offers on their mobile devices because this allows them to check out the product descriptions, many of which provide more information than most local salespeople. If they do not find the desired product, many customers expect reliable information about alternative delivery options. Any retailer who fails to offer these services quickly loses touch with customers.

With S/4 HANA, SAP offers a state-of-the-art ERP system that allows you to address your customers convincingly at the right time and with cross-channel interactions. This is made possible by SAP CAR, the real-time platform that provides you with real-time analyses of customer behaviour, up-to-date inventory and availability information, as well as personalised omnichannel offers – all from a single data source and hence a coherent view of your customer data. We offer you step-by-step guidance with your individual S/4 HANA roadmap. You can count on our many years of SAP Retail expertise and valuable industry experience from numerous SAP Retail implementations.

### About retailsolutions

retailsolutions is one of the leading retail consulting companies in Europe. From our office locations in the UK, Switzerland, Germany as well as Austria, we are supporting clients in the UK, the Nordics as well as all German-speaking countries. Our pedigree is in retail and with over 150 consultants we help implement SAP solutions and conduct IT engagements covering the entire retail supply chain.

An overall of 450 years of SAP retail expertise speaks for our technological and business competence. Our close relationship with SAP is based on the fact that the company was founded as a spin-off of the SAP organisation.

Further information and contact details at:  
**[www.retailsolutions.uk](http://www.retailsolutions.uk)**



## S/4 HANA ROADMAP SOLUTION PACKAGE

### PREPARATION

We decide on a core process for each department in advance, review it in the workshops for S/4 HANA compatibility, and present it on the S/4 HANA system if possible.

### IMPLEMENTATION

- » Discovery workshop (½ day):  
Introduction to S/4 HANA Retail Merchandise Management
- » Analysis workshops (9 WS per 1/2 day), e.g. with the following departments: • financial accounting • procurement • store merchandise management • warehousing • customer service/sales • technology/ interfaces • BI/DWH/CAR • e-commerce • marketing
- » Max. 6 participants per workshop, total of 5 days on site
- » Review of one core process per department compared with the S/4 HANA simplification list
- » Demo in the S/4 HANA retailsolutions system if possible and comparison with S/4 HANA standard processes
- » Identification of potential for optimisation in S/4 HANA

### RESULTS

- » Presentation of results (½ day) with recommendation of an S/4 HANA migration strategy, taking into account the Customer Code Analysis\*
- » Recommendations for implementation of identified new business cases from the departments, including implementation project plan
- » Documentation on deltas from the core processes and the S/4 simplification list

\*This can be offered as an option if no CCA is available.