



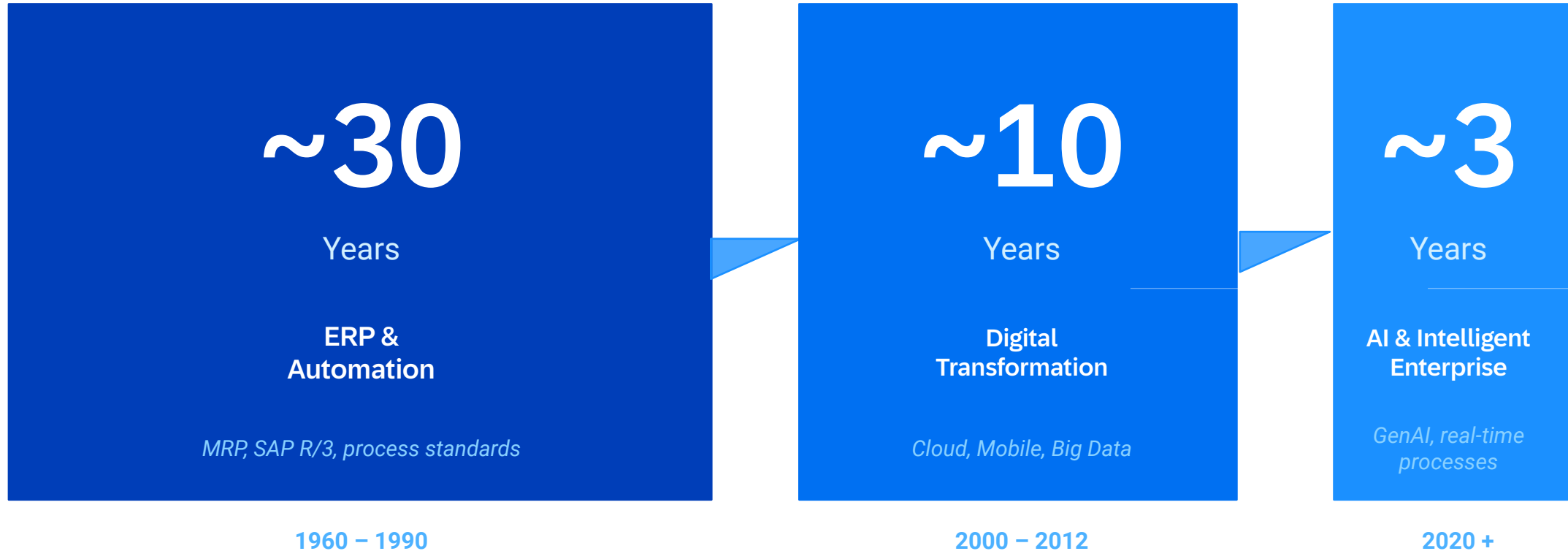
Advanced Success Plan

Innovation & Value for SAP Accounting

Beate Seitz
17. September 2026

Business Process Transformation Is Accelerating

From decades to years – change is happening faster than ever



Increasing Acceleration →

Scope Evolution SAP S/4HANA Cloud ERP

Autonomous ERP



Joule from copilot to AI orchestrator

Autonomous AI agents executing end-to-end processes supporting the end-users in tedious tasks - not just assistance, but action.

[SAP Discovery Center](#)

[SAP Community Blog Post](#)

Upgrade experience



With **35+ major releases** and **continuous monthly feature shipments**, SAP S/4HANA Cloud Public Edition customers now run on a foundation equivalent to **120+ years of on-premise upgrade experience** - in a fraction of the time.

Clean core is no just a goal, it is the default in SaaS.

Extensibility and ecosystem

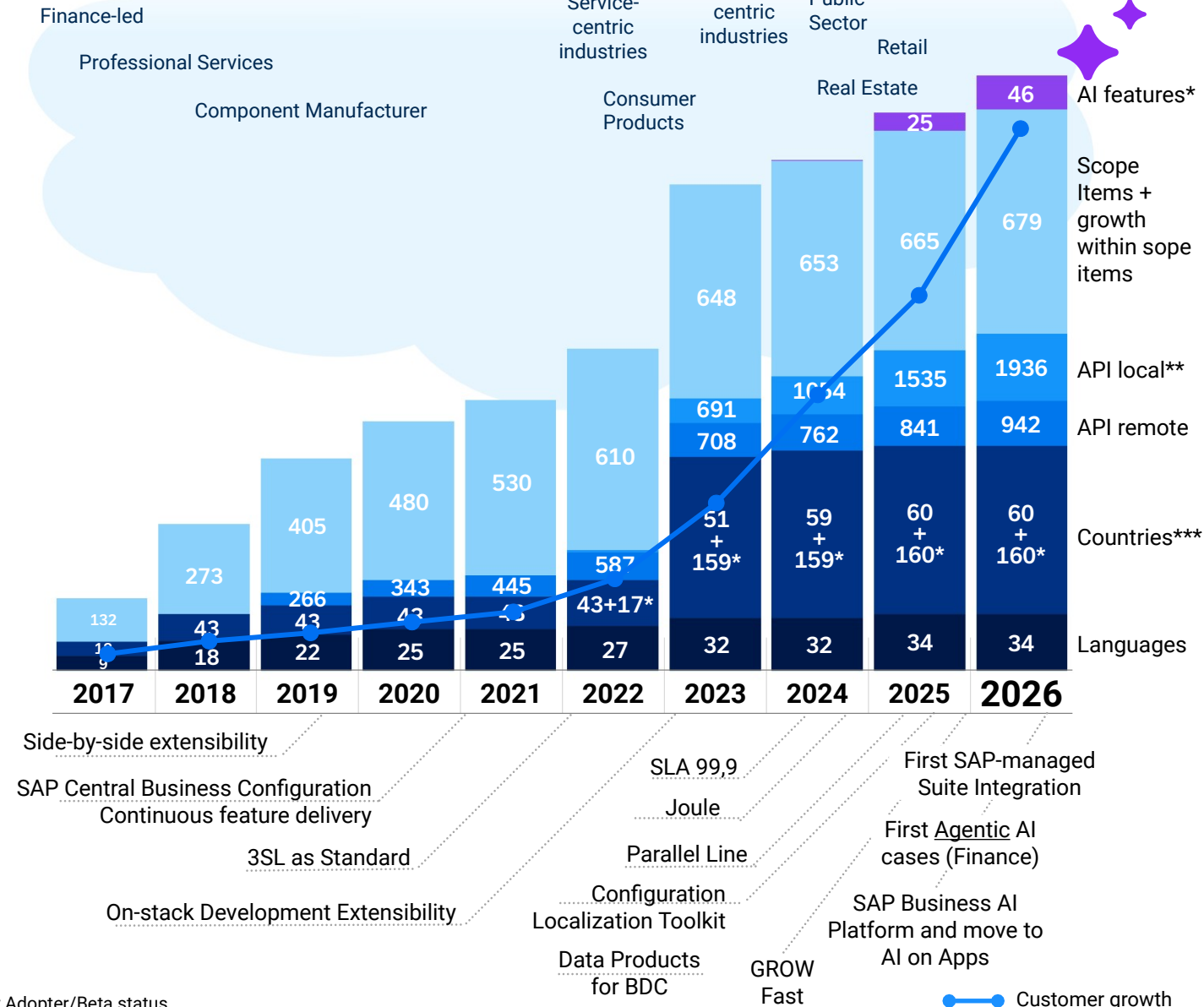


Side-by-side and **on-stack** extensibility options available, augmenting Fit2Standard. Broad local and remote API availability enabling extensibility. Integration of Partner endorsed Apps in SAP store. **SAP GROW Fast packages** from partners guarantee fast value realization.

*** 160 countries via [Localization as a self-service](#)

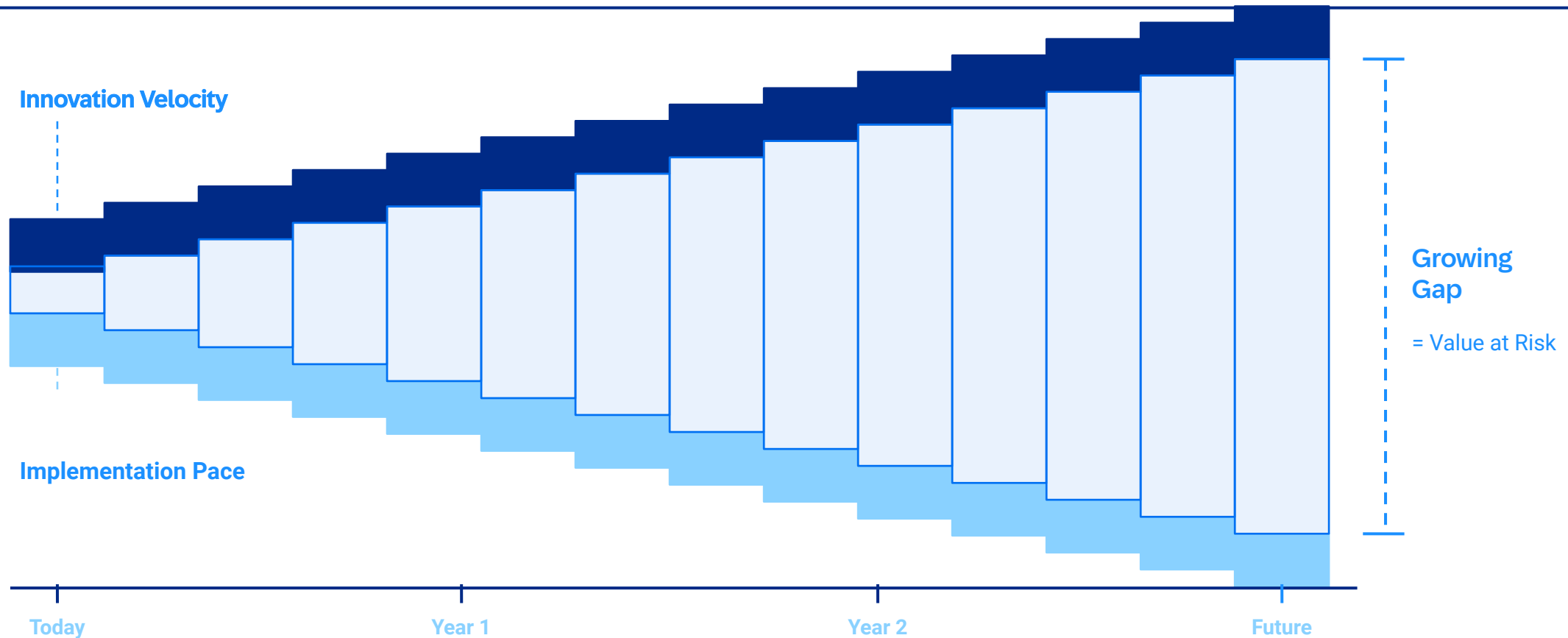
** [released RAP BOs](#) (221) and [released BAdIs](#) (1715) in CE2608

* [Embedded AI features or GenAI products](#) (46), of which 32 are generally available (GA) and 14 are in Early Adopter/Beta status



The Innovation Speed Imperative

Continuous SAP innovation demands faster project cycles — capturing new capabilities in time and quality



Continuous Innovation

SAP delivers new capabilities and AI features on a continuous cadence — not once per year

Shrink Project Cycles

Multi-year implementation programs cannot absorb innovations fast enough — iterative delivery is required

Speed Without Compromise

Automated testing, clean-core discipline, and agile methods enable both speed and quality

Challenges Prevent the Speed of Success



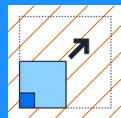
PEOPLE AND EXPERTISE

- Skills gap
- Change management
- Day to day business and project



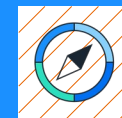
BEST PRACTICES ALIGNMENT

- Legacy overrides best practices
- New capabilities go unnoticed
- Workarounds break with upgrades



NON-OPTIMAL USAGE

- Activated features go untouched
- Automation and AI not used
- Value unrealized



LACK OF ADOPTION STRATEGY

- No roadmap for adoption
- Users revert to old ways
- Business case undelivered

Four Barriers ... One Outcome



ADOPTION & VALUE RISK

Without expert, projects slow down
and realising the full value of your
investment takes longer than it
should

Advanced Success Plan across the Customer Value Journey



ADVANCED SUCCESS PLAN!

Unlimited Success Expert advisory

And SAP delivery expertise

Orchestrated by Customer Success Manager

1

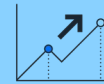


MAKE FASTER DECISIONS

Unlimited Advisory on

- How does this work?
- What options do we have?
- How can we adopt?

2



GET FULL VALUE

Beyond advisory

- Close adoption gaps
- Optimize live processes
- Hands-on config and technical help

3



CONTINUOUS ADOPTION

Simplify innovation adoption

- Tailored release highlights
- See innovations in action
- Activate without heavy lift

Key highlights of the Services Portfolio in SAP Advanced Success Plan



Strategic

Define what success looks like before services begin. Connect every action to a business outcome.

VALUE MANAGEMENT

Establish customer success framework aligned to KPIs

SERVICE PLANNING

Align services to goals and accelerate time to value

ADOPTION CHECKPOINT

Track actions and keep adoption on course

VALUE MANAGEMENT

Identify innovation opportunities to align with business priorities



Advisory

Right guidance at every moment - SAP subject matter experts on product, process, release, and adoption.

PRODUCT GUIDANCE

Packaged services for overview of topics

KEY FEATURE ADVISORY

Analytical insights to understand usage & potential areas of feature adoption

RELEASE GUIDANCE

Track actions and keep adoption on course

VALUE MANAGEMENT

Innovation adoption with usage based targeted recommendations



Execution

100+ execution services. We demonstrate, activate, and optimise directly in your system.

TRANSFORMATION ADVISORY

Drive organizational readiness

ACTIVATION TOPICS

Enable standard SAP capabilities

ASSISTANCE SERVICES

Ensure seamless business operations

SOLUTION REVIEW, OPTIMIZATION

Continuously improve and streamline

Three Adoption Strategies: Start Smart, Operate Better, Keep Accelerating



Start Smart

Quicker time to value & Quality

Focus on guiding you with best practices and access to product expertise required to be successful with your implementation

Operate Better

Proactive guidance to assist with innovation decisions

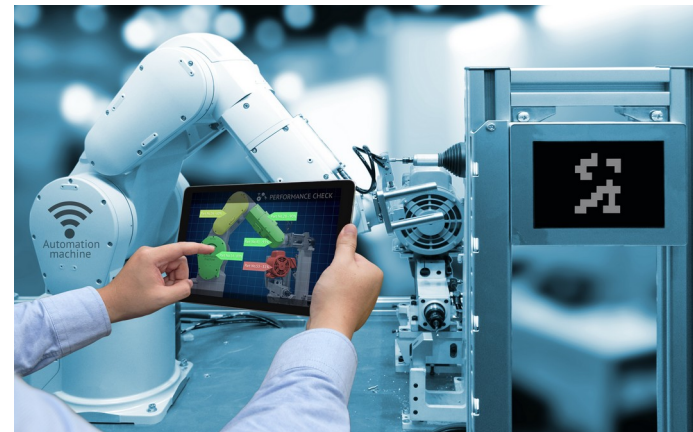
Collaborate to identify areas of opportunity using KPI's to improve your overall usage of the solution.



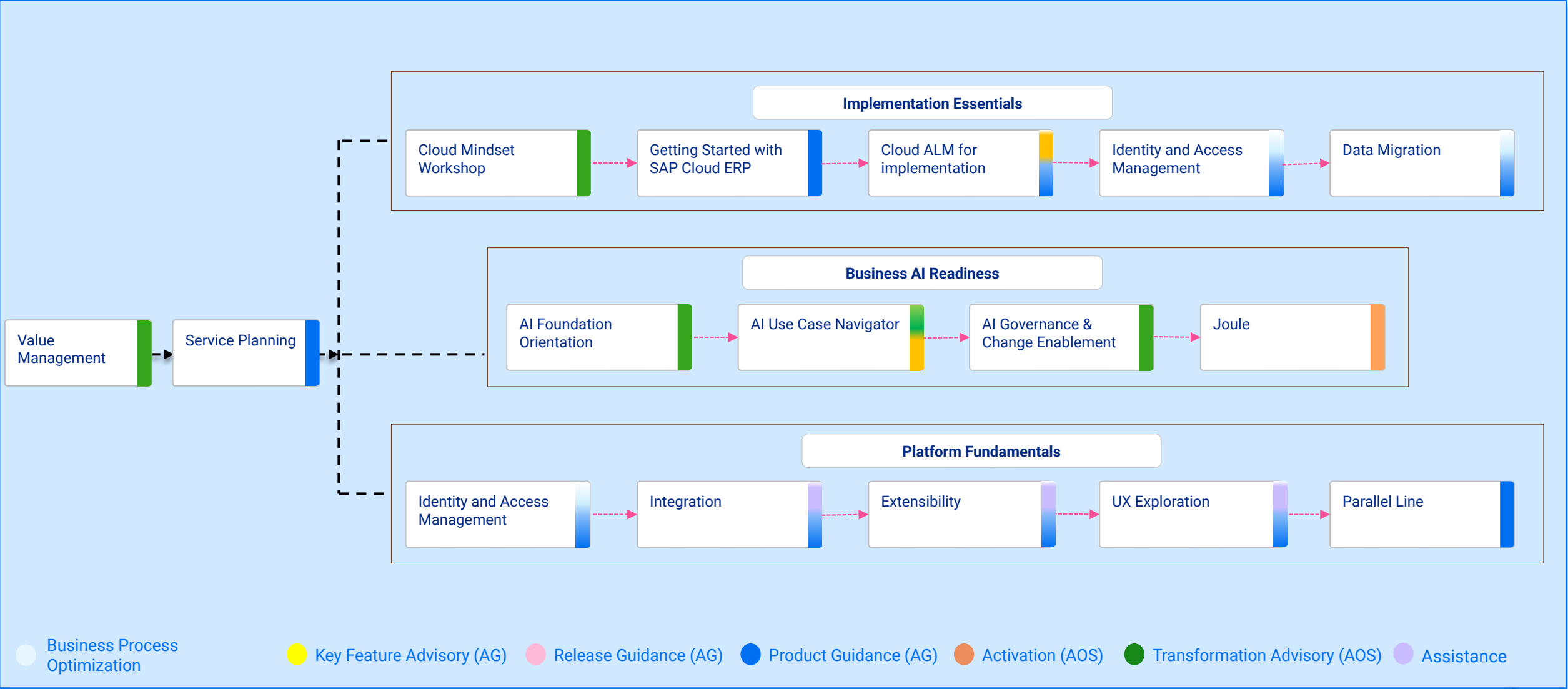
Keep Accelerating

Monthly updates / Half-yearly upgrades

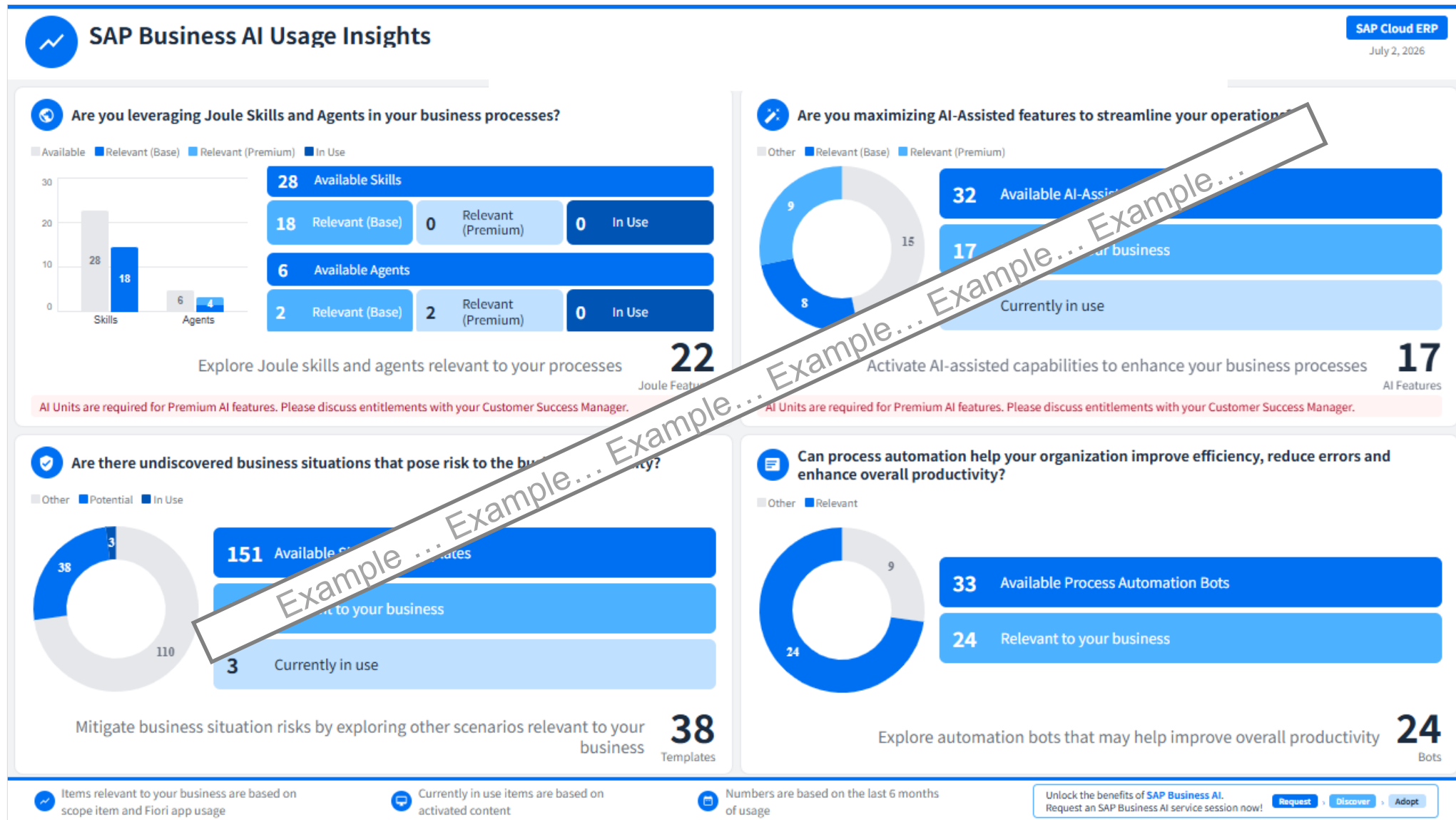
Achieve higher business process maturity → adopt innovations



Adopt

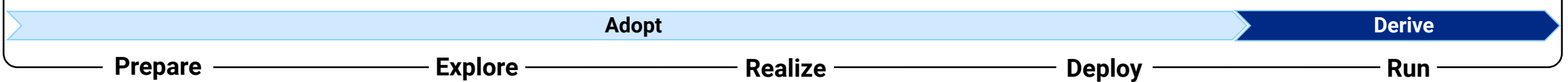


Leverage Business AI Insights to Boost Efficiency



Advanced Success Plan for SAP S/4HANA Cloud Public Edition

Solution Lifecycle



Success Expert Services (Continuous Engagement): [Value Management](#) ⇨ [Service Planning](#) ⇨ [Adoption Checkpoint](#) ⇨ [Innovation Checkpoint](#)

AI Services Catalog

Product Guidance: Cross Topics

- [Cloud Mindset Workshop](#)
- [Getting Started with SAP Cloud ERP](#)
- [SAP Cloud ALM For Implementation](#)
- [Data Migration](#)
- [Cloud ERP Advisory](#)

Product Guidance: Cross Topics

- [Data Migration](#)
- [Integration](#)
- [Extensibility](#)
- [Embedded Analytics](#)
- [Embedded Analytics for Business Users](#)
- [Information Lifecycle Management](#)
- [Test Automation Tool](#)
- [UX Exploration](#)
- [Identity & Access Management](#)
- [Parallel Line](#)
- [Multi-Country Rollout](#)

Other

- [Cloud ERP Advisory](#)
- [Technical Monitoring](#)
- [SAP Cloud Identity Services](#)

Product Guidance: Finance

- [Advanced Financial Closing](#)
- [Advanced Cash Operations](#)
- [Advanced Bank Account & Bank Fee Management](#)
- [Advanced Bank Statement Automation](#)
- [Credit Evaluation & Management](#)
- [Collections & Dispute Management](#)
- [Group Reporting](#)
- [SAP Document & Reporting Compliance](#)
- [Event-Based Revenue Recognition](#)
- [Universal Allocation](#)
- [Multi-Bank Connectivity](#)
- [Financial Close Optimization](#)

Product Guidance: Manufacturing, Supply Chain, & Asset Management

- [Improve Product Traceability with Batch Management](#)
- [Improve Production Planning Accuracy](#)
- [Reduce Total Logistics Cost with Physical Inventory](#)
- [Advanced Variant Configuration Overview](#)
- [Advanced ATP Overview](#)
- [Event-Based Production Accounting](#)

Industry-Specific

- [Retail Overview](#)

Product Guidance: Sourcing & Procurement

- [Manage Supplier Performance](#)
- [Reduce Sourcing Spend](#)
- [Flexible Workflow in Sourcing & Procurement](#)

Key Feature Advisory

- [Customer Usage Review](#)
- [User & License Consumption Insights](#)
- [Data Quality Insights](#)
- [Security Verification Insights](#)
- [User Engagement Insights](#)
- [Usage Insights Advisory](#)

Release Guidance

- [Usage-Based Release Highlights](#)
- [Readiness Check](#)
- [Release Advisory](#)

Other

- [SAP Cloud ALM for Operations](#)
- [Prepare for Your IT Audit](#)
- [Test Data Refresh](#)
- [Cloud ERP Advisory](#)

Adoption Guidance

Activation Services

Available across Explore to Run Phases

Technical Assistance

Business Process Optimization

Solution Review

Transformation Advisory

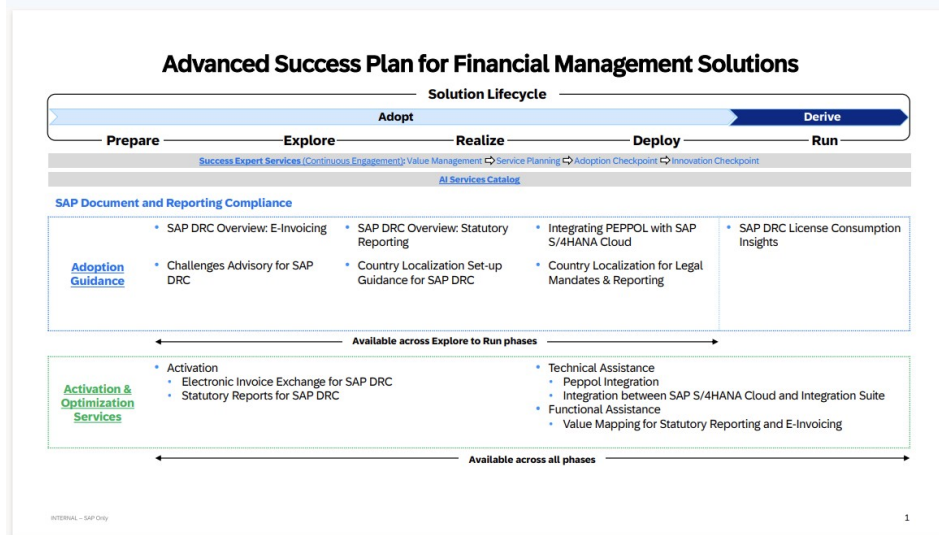
- [Customer Center of Expertise](#)

Available across Explore to Run Phases

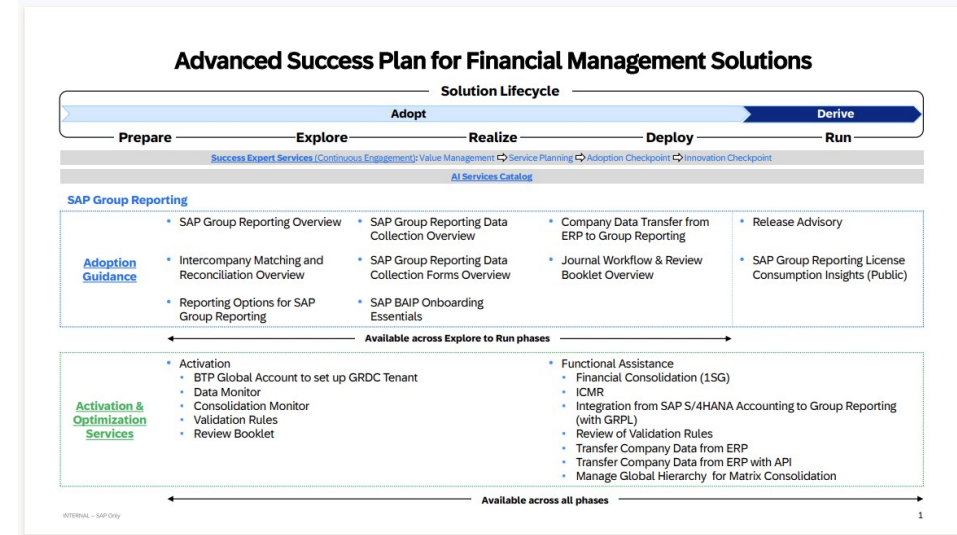
Cross Topics || Finance || Sourcing & Procurement || Manufacturing, Supply Chain, & Asset Management || Professional Services & Project Management || Sales & Service

Activation & Optimization Services

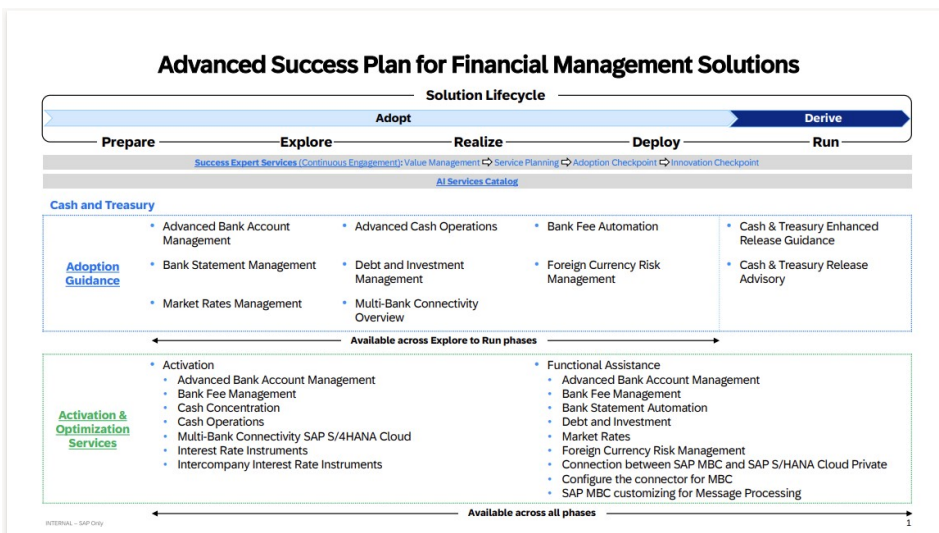
Advanced Success Plan for Financial Management Solutions



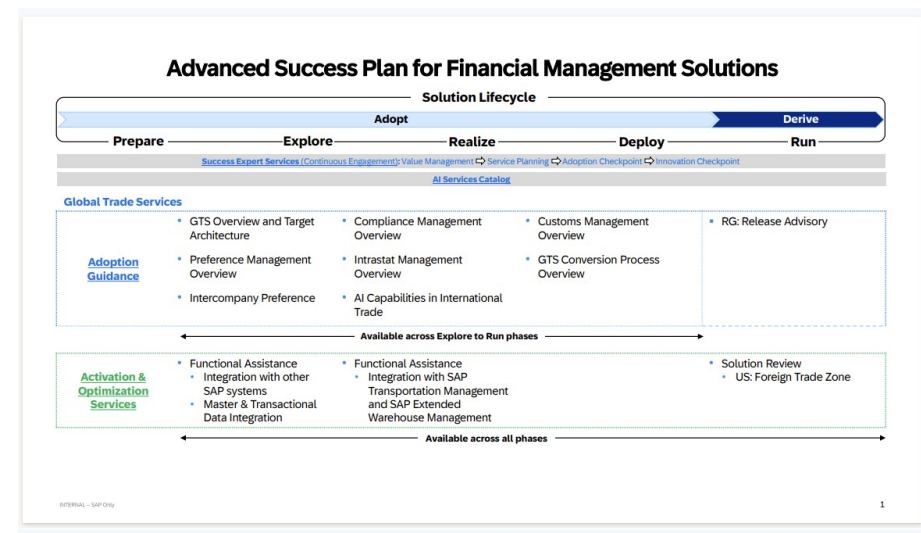
SAP Document & Reporting Compliance



SAP Group Reporting



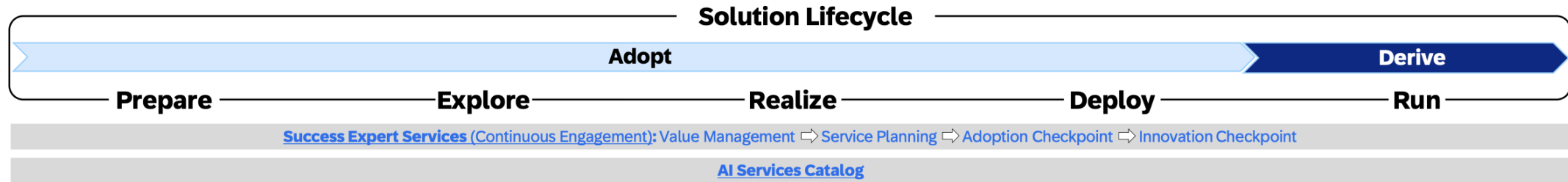
Cash and Treasury



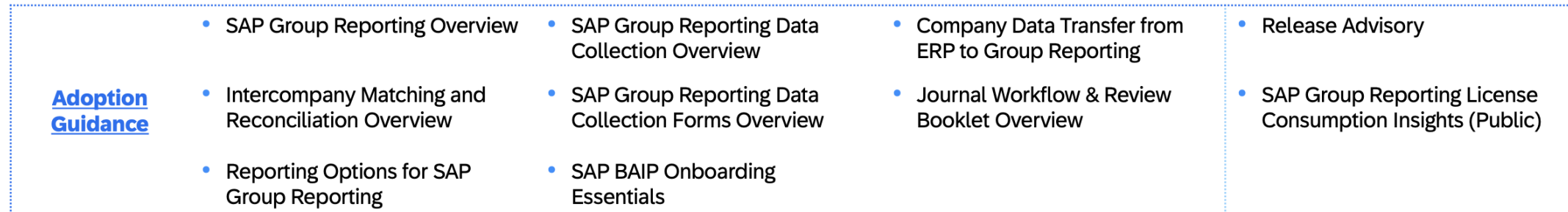
Global Trade Services

Advanced Success Plan Financial Management Solutions: Group Reporting

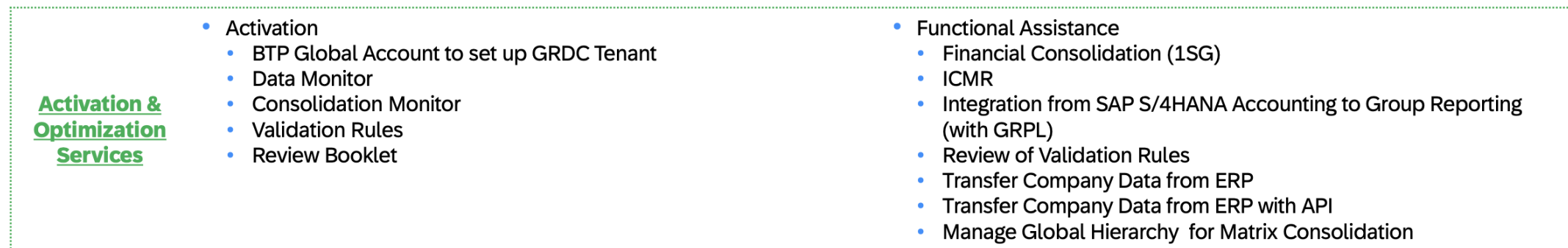
Advanced Success Plan for Financial Management Solutions



SAP Group Reporting



← Available across Explore to Run phases →



← Available across all phases →

Advanced Success Plan Financial Management Solutions: Group Reporting

Product Guidance for SAP Group Reporting (9509326) - [Infosheet](#)

Product Guidance delivers expert advice, focused on a specific feature or functionality within the customer's solution. These sessions provide enablement, practical guidance, and best practices to accelerate user adoption.

Service	Service Description
Group Reporting Overview	The purpose of this service is to provide an overview of the business processes and set-up related to creating group-consolidated reports in SAP Cloud ERP. The processes of financial consolidation with SAP Group Reporting are explained.
Group Reporting Data Collection Overview	The purpose of this service is to equip customers with SAP S/4HANA Cloud for Group Reporting, by using SAP S/4HANA Cloud for Group Reporting and how it integrates seamlessly with the customer's existing SAP S/4HANA Cloud system. The service identifies the optimal use cases for GRDC, reduces the overall closing cycle. Share session details with customer using this document.
Guidance on Company Data transfer from ERP to Group Reporting	This service intends to enable customers on the data transfer from source systems / Flat file to Group Reporting with SAP S/4HANA Cloud. Share session details with customer using this document.
Intercompany Reconciliation (40Y)	The purpose of this service is to provide a structured approach to the native intercompany solution embedded within SAP S/4HANA Cloud and SAP Cloud ERP Private. Upon completion, participants will understand the intercompany reconciliation process, and how to leverage the intercompany reconciliation tool. Share session details with customer using this document.
Group Reporting Data Collection - Manual	This purpose of this service is to guide customer on the manual data collection of subsidiaries and reporting units to manually submit data without requiring direct SAP S/4HANA Cloud access.

Activation for SAP Group Reporting (9509360) - [Infosheet](#)

Activation is designed to enable default, standard functionality, activate basic, standard settings, or to enable core, standard solution capabilities.

Service	Service Description
BTP Global Account to set up GRDC Tenant	execute / assist customers on configuration of their SAP Business Technology Platform (BTP) Global Account to set up the one Group Reporting Data Collection (GRDC) tenant, including: Assessing account permissions and entitlements, creating and configuring the required subaccounts and spaces, and provisioning the GRDC service instance. One SAP S/4HANA Cloud system connection will also be configured. Share session details with customer using this document.
Group Reporting Best Practices – Data Monitor	This service is designed to assist customers setting up Data Monitor in SAP S/4HANA Cloud, in order to use standard tasks for data preparation, based on scope item Group Reporting – Financial Consolidation 1SG. Therefore, data are integrated from SAP S/4HANA Cloud, translated to group currency, reviewed, and prepared for consolidation. Share session details with customer using this document.
Group Reporting Best Practices – Consolidation Monitor	This service is designed to assist customers setting up Consolidation Monitor in SAP S/4HANA Cloud Group Reporting, in order to use standard consolidation tasks. Therefore, the IC elimination and consolidation of investments is configured in the system, based on Best Practice content. Share session details with customer using this document.
Configuration of Validation rules in Group Reporting	This service establishes effectively the configuration of customer-relevant validation rules (up to 20-30). We recommend to perform this service after completion of the "Review of Validation Rules" Service, for identification of relevant validation rules to be configured. Share session details with customer using this document.
Review Booklet (2608)	This service provides assistance to customers in the activation of the "Review Booklet" Fiori application, helping accelerate the month-end close by providing finance teams with predefined, interactive report that combine real-time consolidated data with historical data.

Key Feature Advisory

Key Feature Advisory for SAP Group Reporting (950925)

Key Feature Advisory provides analytical insights to understand usage and performance.

Service	Service Description
SAP Group Reporting License Consumption Insights	This service provides transparency into customers' SAP Group Reporting (Public Cloud) License Consumption. Share session details with customer using this document.

Turn Challenges into Opportunities: Maximize the Value

MAKE BETTER DECISIONS

The right expertise at every phase means decisions are made with confidence

REDUCE RISKS

Guidance that embeds best practices from the start, protecting every release recommending what's relevant

LEVERAGE USAGE INSIGHTS

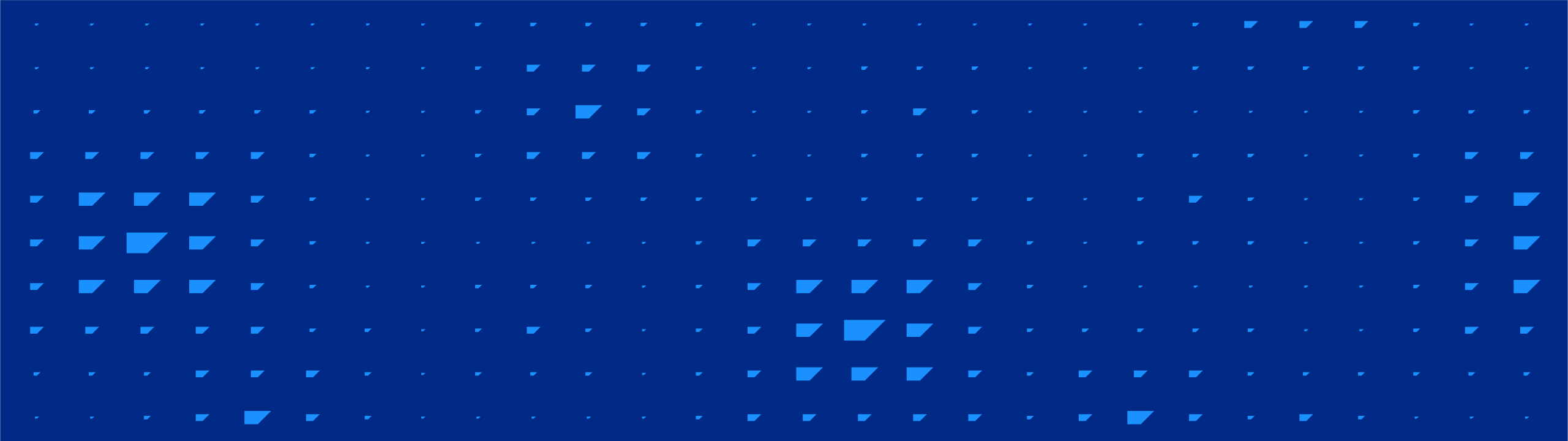
Turn blind spots into action, making the value of your investment visible and measurable

ONGOING ADOPTION PLAN

A structured adoption roadmap keeps users moving forward and the business case delivering returns continuously

Questions?





Thank you.

Contact:

Dr. Beate Seitz

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 **Bring out your best.**