SAP Modules	SAP Capability	Value Drivers	What's new in SAP S/4HANA
Accounts Paybale	Simplify the way you record and manage accounts payable data from vendors. Streamline accounts payable processes through real-time integration with purchasing.	Improve days payable outstanding ▪ by enabling effective liquidity planning by updating cash management records with invoice data ▪ Improve days payable outstanding ▪ by enabling effective liquidity planning by updating cash management records with invoice data ▪ Improve accounts payable FTE productivity ▪ by streamlining accounts payable processes through integration with purchasing software	Built-in operational reporting ▪ A built-in operational reporting has been made available in SAP S/4HANA, eliminating the need for data replication and separate, additional reporting cockpits. ▪ Posting and clearing outgoing payments ▪ More-efficient processes have been created for posting and clearing outgoing payments and scheduling automatic payments. This simplifies and accelerates the whole clearing procedure. ▪ Integration with discounting capability ▪ An integration with discounting capability in the SAP Ariba payables solution has been implemented to capture early-payment discounts
Delivery Management	Deliver enhanced orders with integrated delivery management processes. Increase process transparency through stakeholder communication, for example, by sending and receiving advance shipping notifications.	Improve on-time delivery performance ▪ by integrating pick, pack and ship processes ▪ Reduce total logistics cost ▪ by improving the efficiency of logistics execution function using well-integrated picking, packing, and shipping processes ▪ Reduce order fulfillment lead time ▪ by using real-time information on timely completion of picking, packing, and shipping activities	Enhancements for schedule delivery creation app ▪ Two enhancements are now available: new job template to schedule the creation of deliveries for return purchase orders and stock transport orders. In addition a new feature now lets you schedule recurring jobs with dynamic calculated date values. ▪ Superior data model ▪ The data model has been considerably improved and the superior data model includes improved handling and no more table locks. ▪ Embedded analytics ▪ Embedded analytics are available with SAP S/4HANA
Cash and Liquidity Management	Gain real-time insight into global cash and liquidity with SAP S/4HANA. Position cash accurately and analyze enterprise-wide cash flows within a timeframe of choice. This includes in-house banking capabilities delivering centralized payments, receipts, cash concentration and inter-company netting.	Reduce finance cost ▪ by effective exception handling enabled by a high degree of process automation and monitoring capabilities ▪ Increase cash forecast accuracy ▪ by capturing an up-to-date forecast from across the enterprise and using analytics to make appropriate adjustments ▪ Reduce banking fees ▪ by enabling better management of bank accounts and related fees	Cash position and liquidity forecast ▪ There is a new cash position and liquidity forecasting available based on SAP Fiori apps. The liquidity planner function is replaced by the SAP Fiori app "Cash Flow Analyzer". ▪ Functionality for central bank account management ▪ A new functionality for central bank account management is available, including bank fee analysis. ▪ SAP Business Planning and Consolidation ▪ This functionality is an embedded planning functionality in SAP Business Planning and Consolidation for SAP S/4HANA. The integration to the SAP Bank Communication Management application as well as to the multi-bank connectivity and advanced payment management has been made possible.
Funancial Accounting	Provide a single source of truth for general ledger and subledger applications and real-time integration to logistics with a full audit trail. Enable self-service analytics directly from highlygranular operational data.	Reduce days to close annual books by enabling automated, highly efficient closing tasks such as intercompany reconciliation supported by single source of truth Reduce finance cost by enabling automated, highly efficient closing tasks such as intercompany reconciliation supported by single source of truth Reduce G/L and financial closing cost by enabling automated, highly efficient closing tasks such as intercompany reconciliation supported by single source of truth	Universal journal SAP S/4HANA provides a single, universal journal that simplifies all accounting processes. Simplified and streamlined processes Massive efficiencies are enabled by removing redundant steps and streamlining integration. Built-in innovations Unassigned alerts, highlighting areas to focus on
Accounts Receivable	Manage customer accounts receivables. Integrate data for dispute, collections, and credit management applications. Increase automation and reduce manual effort and cost for running this financial process.	Reduce finance cost ▪ by providing automation tools to eliminate manual, errorprone processes, including compliance management ▪ Reduce days sales outstanding ▪ by providing insight into outstanding and overdue customer positions, identifying accounts to prioritize for contact ▪ Reduce uncollectible accounts receivable write offs ▪ by enabling data integration with SAP or third-party applications for dispute, collections, and credit management	Built-in operational reporting ▪ There is a built-in operational reporting eliminating the need for data replication. ▪ Posting and clearing outgoing payments ▪ The processes for posting and clearing incoming payments, including handling of discounts, have been improved and are more efficient. ▪ Integration with cloud extensions ▪ The integration with cloud extensions such as the SAP S/4HANA Cloud for credit integration solution, SAP S/4HANA Cloud for customer payments solution, SAP digital payments add-on, and SAP Cash Application software became available with SAP S/4HANA
Financial Reporting	Gain insight into financials to reduce the time, cost, and risk of regulatory filings and disclosures. Accelerate financial reporting and disclosure with fact-based decision making.	Reduce days to close annual books ▪ by using predefined reports and configurable tools to analyze financial data in real time with granular drill down at the lowest level ▪ Reduce finance cost ▪ by using predefined reports and configurable tools to analyze financial data in real time with granular drill down at the lowest level ▪ Reduce G/L and financial closing cost ▪ by using predefined reports and configurable tools to analyze financial data in real time with granular drill down at the lowest level	Financial reporting capabilities ▪ Financial reporting capabilities have been substantially increased and are integrated throughout all areas of SAP S/4HANA Finance. Actual costing has also been improved. ▪ Embedded analytics ▪ Users can access a huge range of embedded analytics. Additionally, reports can be adjusted to suit by the user - there is no more running to IT for new/changed financial reporting requirements. ▪ Information presentation leverages visual formats ▪ Alert workflows to close, enabling the user to open the workflows and close them
Profitability Analysis	Identify your most profitable customers, products and channels to make more informed decisions. Reach or exceed performance goals and deliver superior service at lower cost by integrating profitability	Reduce finance cost ▪ by enabling what-if analysis to determine budget scenarios throughout the year ▪ Reduce business and operations analysis/reporting cost ▪ by providing flexibility for ad hoc reporting and analysis, with drill-down capabilities and the ability to quickly change predefined reports ▪ Increase financial forecast accuracy ▪ by providing real-time access to finanical data and by integrating profitability and cost analysis into operations for full transparency	Predefined reports ▪ This functionality includes a real-time availability of profitability information for reporting during the month, predictive margin information as well as more-efficient month-end closing and faster decision-making. ▪ Availability of transfer pricing ▪ There is a new availability of transfer pricing for clear insight into the internal supply chain. ▪ Integrated financial planning ▪ The integrated financial planning with SAP Analytics Cloud solution for planning is directly connected to the universal journal with SAP S/4HANA. Predictive analytics model training is now available
Sales Billing	Manage the complete sales order lifecycle for faster billing with less administrative effort. Integrate the billing management process and streamline the order-to-cash process, and improve customer satisfaction.	Reduce finance cost ▪ by automating routine tasks and providing intuitive, rolebased applications ▪ Improve customer satisfaction ▪ by reducing billing errors ▪ Reduce accounts receivable management cost ▪ by automating routine tasks and providing intuitive, rolebased applications	New user experience ▪ New SAP Fiori apps have been made available to ensure a better user experience. ▪ Delivery block for prepayment request ▪ There is an automatically set delivery block if a sales line item requires prepayment
Sales Order Management and Processing	Support frictionless order processing from quote to cash. Integrate order management and processing, from quote to shipment and billing to booking revenue, with a high-performance, real-time solution	Reduce sales cost ▪ by providing a streamlined and predefined order management process ▪ Reduce customer churn ▪ by improving transparency into the status of orders and accelerating order execution ▪ Increase sales force efficiency ▪ by providing a streamlined and predefined order management process	Trade compliance issues in the sales order fulfillment cockpit app ▪ The sales order fulfillment cockpit app has been enhanced. Beyond already available topics like completeness checks and various blocks (e.g. credit / delivery), trade compliance issues are now included in the app. ▪ Low touch order management and Intelligent proposals ▪ The access to increased automation has been enhanced with low touch order management. ▪ The intelligent product proposal provides product and quantity proposals to enable faster order entry. ▪ Prediction of delivery delay ▪ A predictive functionality has been made available to get visibility on delivery delays and improve communication. Safety data sheets in sales and dangerous goods in sales are now available

Capability	Description	Value Drivers	SAP S/4HANA Enhancements
Overhead Cost Management	Collect, analyze, evaluate, and report profit and loss information to increase overall profitability. Gain an understanding of the drivers of cost and the causes of underperformance by achieving a holistic view.	⬛ Reduce finance cost ⬛ by providing a holistic view of the drivers of cost and the causes of underperformance ⬛ Reduce cost accounting and analysis cost ⬛ by providing a holistic view of the drivers of cost and the causes of underperformance ⬛ Reduce business and operations analysis/reporting cost ⬛ by using flexible tagging to report new dimensions and characteristics on the fly	⬛ Universal allocations enhanced ⬛ Cost centers, profit centers (both actuals & plan). Margin analysis and new allocation types: e.g. overhead allocation and distribution. ⬛ Direct reporting abilities ⬛ This gets enhanced in SAP S/4HANA with direct reporting of account assignment as well as a direct reporting of a controlling-profitability assignment. ⬛ Optimization of plan data and harmonization of allocations ⬛ Optimization of plan data is available through the use of embedded preconfigured planning scenarios for cost center planning and profit center planning. Allocations can be managed better and easier with updates to partner profit centers and functional areas as well as the harmonization of allocations across actual and plan.
Product Costing	Understand detailed costs and margins incurred by your products to manage your product portfolio. Calculate cost of goods manufactured (COGM) or cost of goods sold (COGS) as broken down by each step of the production process	Reduce finance cost ⬛ by enabling effective calculation of cost of goods manufactured and sold at each step of the production process ⬛ Reduce cost accounting and analysis cost ⬛ by enabling effective calculation of cost of goods manufactured and sold at each step of the production process	⬛ Transparency ⬛ Greater transparency into the value chain is now possible by taking advantage of data captured in logistics processes. ⬛ Integration to material ledger ⬛ The storing of material movements is now available in the material ledger as integrated part of the universal journal, resulting in a single source for product cost and material valuation information.
Access Governance and Identity Management	Manage identities, authorized information access, data use, and sharing conditions to mitigate access risk violations and monitor financial impact.	⬛ Reduce finance cost ⬛ by applying and enforcing consistent policies for access governance ⬛ Reduce compliance and risk management cost ⬛ by empowering the business with automated user access management and efficient, cost-effective access audits ⬛ Reduce losses from unforeseen risk (fraud, access risk) ⬛ by applying and enforcing consistent policies for access governance	⬛ New / enhanced SAP Fiori-Apps ⬛ The SAP Fiori based user experience has been enhanced across all process steps. ⬛ Greater efficiency and automation ⬛ Through continuous access analysis access violations can be detected immediately
Enterprise Risk Management	Manage risks and seize opportunities that will help achieve organizations objectives	⬛ Reduce finance cost ⬛ by integrating various SAP software and using shared risk, control organization, and activity frameworks ⬛ Reduce compliance and risk management cost ⬛ by integrating various SAP software and using shared risk, control organization, and activity frameworks ⬛ Reduce losses from unforeseen risk (fraud, access risk) ⬛ by gaining insight into critical risks with risk assessments and continuous monitoring	⬛ Operational dashboard for users ⬛ Graphical dashboards provide an easy-to-consume overview of open issues, giving fast insight. ⬛ New / enhanced SAP Fiori-Apps ⬛ The SAP Fiori based user experience has been enhanced across all process steps. ⬛ More-efficient processes resulting from clearly structured information on necessary actions ⬛ The Investigation overview page with four cards linked to the overall filter bar enable the investigator to focus on areas of interest such as overdue tasks for incomplete alerts and unassigned alerts
International Trade Management	Manage your foreign trade business with capabilities available in SAP S/4HANA for international trade. Help ensure legal compliance and clear customs quickly. Increase profitability with automation	⬛ Reduce finance cost ⬛ by eliminating time-consuming, manual compliance tasks and boosting productivity with automation ⬛ Reduce finance cost ⬛ by eliminating time-consuming, manual compliance tasks and boosting productivity with automation ⬛ Improve on-time delivery performance ⬛ by improving global supply chain performance and streamlining Intrastat processes	⬛ Manage external content ⬛ With SAP S/4HANA you can manage and activate external content for commodity material / data codes used in classification. ⬛ Schedule content requests ⬛ Now it is possible to schedule content requests with external data providers for commodity code information. ⬛ Manage customs data, embargo and legal control, preference management ⬛ This includes the customization of tariff number updates, the integration of purchase orders in watch list screening, embargo, and legal control processes. Also legal control rules to determine blacklisting, whitelisting, or license determination. Preference Management with SAP Global Trade Services is now available.
Commodity Procurement	Manage procurement processes for buying commodities and commodity-dependent goods. Automate commodity-based contractual pricing and enable provisional, differential, and final procurement invoicing.	⬛ Improve procurement FTE productivity ⬛ by enabling procurement of commodities and helping create commodity contracts based on market quote ⬛ Improve supplier/external partner compliance ⬛ by automating price calculations and streamlining the invoicing process ⬛ Improve accounts payable FTE productivity ⬛ by extending ERP functionalities that automate commodity-based contractual pricing	⬛ Enhanced Commodity Pricing Engine ⬛ The commodity pricing engine (CPE) formula assembly is simplified by using Business Rules Framework plus (BRF+) instead of condition technique. ⬛ Simplification of usage ⬛ Commodity pricing engine formulas, terms, and rules have been simplified. ⬛ Improved and enhanced risk data management ⬛ A new approach for the integration of commodity procurement documents into versioned commodity risk data is now available.
Credit and Collection Management	Tailor credit decisions and collection management processes to customer profiles with SAP S/4HANA. Automate credit and collection management to cut costs, use integrated customer care and dispute management.	⬛ Reduce days sales outstanding ⬛ by automating, continuously analyzing, and optimizing credit scoring and collections strategies ⬛ Reduce uncollectible accounts receivable write offs ⬛ by extending credit and delivering services based on proper credit scoring ⬛ Reduce customer churn ⬛ by properly evaluating a customer's ability to pay in advance	⬛ Credit management ⬛ This capability allows you to automate credit management to manage customer credit scores and limits, to monitor customer credit exposure and to provide a fully integrated customer care and dispute management. ⬛ Collection management ⬛ The integrated customer care and dispute management allows you to automate collection management to cut costs, deliver expert service, and avoid uncollected revenue.
Workspace Management	Protect your assets and cash flow with real-time financial risk management using SAP S/4HANA Cloud Improve space and facilities management with better monitoring of costs, revenues, and space utilization	⬛ Reduce finance cost ⬛ by automating payment handling with accelerated throughput and reduction of manual errors ⬛ Increase real estate occupancy rate ⬛ by having a centralized repository assign teams and individuals to space for internal space optimization ⬛ Reduce real estate management cost ⬛ by automating payment handling with accelerated throughput and reduction of manual errors	⬛ Optimization of real estate processes and improvements in the user experience ⬛ Real estate processes and improvements in the user experience have been optimized through simplification provided by the SAP Real Estate Management application.
Cash Management	Monitor basic cash flows in real-time to manage and maintain sufficient liquidity. Cash management also involves managing cash and liquidity centrally	⬛ Reduce finance cost ⬛ by effective exception handling enabled by a high degree of process automation and monitoring capabilities ⬛ Reduce treasury and cash management cost ⬛ By effective exception handling enabled by a high degree of process automation and monitoring capabilities	⬛ Advanced payment management ⬛ This supports the monitoring and approval of payments for both, SAP systems and non-SAP systems. The overall process is seamlessly integrated with cash management. The conversion of various payment formats is supported (for example, converting CSV or TXT files to XML) as well. This is a scope item (Advanced payment management, code 4MT). ⬛ Integration with a simplified data model and SAP HANA database ⬛ The integration has been made possible with a simplified data model of SAP S/4HANA. The capabilities of the SAP HANA business data platform and database deliver new business insights, such as monitoring liquidity.

Collections Management	Manage and analyze customer cash collections and customer service proactively with SAP S/4HANA. Deploy a customer-centric process for prioritizing customer accounts in real time.	▪ Reduce days sales outstanding ▪ by taking a strategy-based approach to prioritizing customers for collections activities ▪ Reduce finance cost ▪ by improving productivity of collection agents: prioritizing work to providing access to relevant customer service tools ▪ Reduce uncollectible accounts receivable write offs ▪ by using early-warning indicators like credit score downgrades in strategies to identify troubled customers early	▪ Collections processes ▪ Cross-system automation of collections processes to deliver superior customer service. Analytics and workflow alignment with sales, accounts receivables, and executives to reduce the days sales outstanding performance indicator (DSO). Optimized for global business services deployment. ▪ Collaboration with external expertise and machine learning ▪ Automated collaboration with external expertise. Nextgeneration intelligent invoice matching powered by machine learning. ▪ New collections management and dispute resolution and more ▪ Complete process renovation for collections management and dispute resolution, Fiori apps for accounts receivable managers and accountants deliver real-time operational reporting available on any device.
Entity Close	Increase accuracy, corporate governance, compliance, and efficiency of the entity close with automation and standardization. Accelerate the entity close process through automation and standardization.	▪ Reduce days to close annual books ▪ by enabling automated, highly efficient closing tasks supported by single source of truth ▪ Reduce finance cost ▪ by enabling automated, highly efficient closing tasks supported by single source of truth ▪ Reduce audit cost ▪ by providing single source of truth for general ledger and subledgers and real-time integration to logistics with full audit trail	▪ Enhanced and improved group reporting ▪ Capability to navigate from the dashboard to the issue level ▪ Predictive accounting ▪ With SAP S/4HANA both continuous soft close and predictive accounting are enabled. ▪ Cloud-enabled digital platform for extension of innovations and automation
Financial Shared Services Management	Improve productivity, compliance, and cash flow through financial shared services. Support efficient, scalable operations by simplifying and automating execution of key financial processes across departments.	▪ Reduce finance cost ▪ by facilitating business process automation, process integration across business systems, and shared services delivery processes	▪ Shared services framework ▪ The shared services framework improves operational excellence by standardizing and syndicating best practices along shared services across departments, including procurement, human resources (HR), and travel and expenses.
Payments and Bank Communications	Increase compliance and lower fees with better payments and bank communications. Increase transparency based on end-to-end monitoring for bank statements and outgoing payment messages.	▪ Reduce finance cost ▪ by providing integrated bank account management capabilities that are linked to payment approvals and rule-based workflows ▪ Reduce uncollectible accounts receivable write offs ▪ by providing cash-flow information in real time, integrating with banks, and monitoring end-to-end status ▪ Reduce treasury and cash management cost ▪ by providing integrated bank account management capabilities that are linked to payment approvals and rule-based workflows	What's new in SAP S/4HANA ▪ SAP Bank Communication Management and SAP Cash Management ▪ The combination of capabilities is now possible for the SAP Bank Communication Management and SAP Cash Management applications. ▪ Bank account management capabilities ▪ There are enhanced integrated bank account management capabilities in the area of authorized approvers per bank group or account. ▪ Simplified corporation-to-bank communications ▪ The corporation-to-bank communications have been simplified using the SAP Multi-Bank Connectivity solution to connect to the SWIFT (Society for Worldwide Interbank Financial Telecommunication) network or directly to banks.
Maintenance and Repair	Streamline and automate processes to reduce operational and energy costs and improve facility management. Plan and monitor budgets, collaborate electronically with suppliers, and automate invoice processing.	▪ Reduce service and support cost ▪ by automating maintenance, repair, and service order handling between tenant, planner, and technician ▪ Improve customer satisfaction ▪ by providing faster replies and better status updates to tenants' requests	▪ Leaner management of parts ▪ Enable parts interchangeability across industries independent of business functions ▪ Simpler maintenance and service processing ▪ Enable maintenance and service processing with ratable control across industries independent of business function
Receivables Management and Payment Handling	Manage receivables, payments, and reporting of high volumes of financial transactions with SAP S/4HANA. Streamline revenue collection and payment reconciliation to reduce days sales outstanding with SAP Fiori apps.	▪ Reduce days sales outstanding ▪ by automating the payment reconciliation process and removing manual processing ▪ Reduce uncollectible accounts receivable write offs ▪ by making better decisions with a consolidated view of outstanding debts across multiple billing systems ▪ Reduce customer churn ▪ by properly processing payments and targeting collections to customers who require it	▪ Single combined AR and AP subledger ▪ Manage customer account receivable and account payable, netting Incoming and outgoing payments. ▪ High volume payment automation with high performance ▪ Built-in rules for payment clearing, payment reconciliation are available. Payment deferrals and installment plans, dunning, mass write off, mass return, fees, interest, security deposit, doubtful account and cash desk can be used. ▪ Digital Payments integration ▪ Digital payments integration is available with SAP S/4HANA.
Revenue and Cost Accounting	Automate and simplify the revenue-recognition and accounting process. Enable businesses to comply with the implementation of revenue-recognition regulations	▪ Reduce days to close annual books ▪ By automating the revenue recognition and accounting process to simplify the tasks ▪ Reduce finance cost ▪ by automating the revenue recognition and accounting process to simplify the tasks ▪ Reduce audit cost ▪ by automating revenue recognition and cost accounting processes	▪ Revenue recognition processes ▪ The revenue recognition process has been streamlined. ▪ Reduced reconciliation efforts ▪ The integration into the universal journal further reduces reconciliation efforts.
Subscription Order Management	Create new revenue streams with customer-centric subscription packages. Win new customers by offering targeted subscriptions containing the right mix of products, projects, entitlements, and third-party content	▪ Reduce sales cost ▪ by integrating and delivering all customer information in a single view ▪ Reduce customer churn ▪ by making the right offer at the right time ▪ Increase sales force efficiency ▪ by integrating and delivering all customer information in a single view	▪ Product and product bundle definition ▪ It is now possible with SAP S/4HANA to define product categories, bundle digital and physical subscriptions. This includes also other consumption based products. ▪ Subscription Order management ▪ It is now possible to capture and manage subscription orders with and option of auto renewal. ▪ SAP Fiori–based user experience across all process steps ▪ Roles with new, dedicated SAP Fiori apps such as Product Configuration Modeler and Internal Sales Representative are available.
Document and Reporting Compliance	Manage statutory reporting worldwide and enable simple adoption of constant legal reforms. This includes the generation and submission of compliance reports	▪ Reduce days to close annual books ▪ by providing predelivered global reporting content that supports continuous legal changes to meet statutory reporting needs ▪ Reduce days to close annual books ▪ by providing predelivered global reporting content that supports continuous legal changes to meet statutory reporting needs ▪ Reduce finance cost ▪ by providing predelivered global reporting content that supports continuous legal changes to meet statutory reporting needs	▪ Advanced compliance reporting ▪ The advanced compliance reporting functionality is available in addition to the basic compliance reporting. This includes: data preview, audit trail, ad hoc reporting and reporting activities. ▪ Global compliance monitoring with cloud extension ▪ Global compliance monitoring is applicable through the SAP Cloud Analytics solution. Manual adjustments can be made to manage tax items.
Financial Customer Care	Get a full and transparent view of customer financial information to answer inquiries and interact with customers. Automate revenue management processes to reduce costs and free your agents to deliver expert service.	▪ Reduce days sales outstanding ▪ by quickly answering customer inquiries and contact customers to speed collections and allow individual payment arrangements ▪ Improve customer satisfaction ▪ by quickly and completely resolving customer financial call center inquiries ▪ Reduce sales force turnover ▪ by empowering agents with a complete picture of the customer to quickly resolve issues	▪ Financial customer care ▪ There is a 360° financial view for customer financial activities. This increases customer satisfaction in interactions and reduces revenue leakage caused by lack of transparency. ▪ Collections and dispute management ▪ This helps to streamline debt collection processes, resolve customer invoice disputes, and manage overdue receivables. You can also reduce your exposure to the risks and costs of bad debt. ▪ Overdue alerts for incomplete tasks ▪ This enables the user to access the tasks and close them.