



SAP Leonardo

Tom Raftery
Global VP, Futurist, & IoT Evangelist

PUBLIC

Legal disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. This presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation and SAP's strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this document is not a commitment, promise or legal obligation to deliver any material, code or functionality. This document is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This document is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this document, except if such damages were caused by SAP's willful misconduct or gross negligence.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

Digital Transformation Imperative



72% of global CEOs believe the next 3 years will be **more critical** for their industry than the last 50 years.

Source: Forbes Insights, 2016 Global CEO Outlook

Companies with 50% or more of revenue from digital ecosystems achieve **32% higher revenue growth** and **27% higher profit margins**.

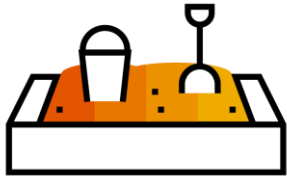
Source: MIT Sloan Management Review, Thriving in an Increasingly Digital Ecosystem

Only 5% of organizations feel they have **mastered digital** to a point of differentiation from competitors.

Source: Accenture, Digital Transformation in the Age of the Customer

Digital Transformation Common Strategies

Innovate to win the market while continuing to run the business



Experiment in a Sandbox

Incubate exploratory skunkworks projects;

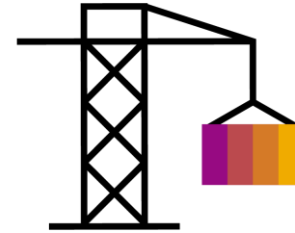
often with hidden opportunity costs and no plan to integrate into operations



Implement Tactically

Proceed with projects using separate point solutions;

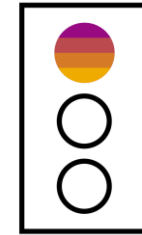
often without advancing a broader organizational strategy



Launch Massive Initiative

Develop bold, multi-year, enterprise-wide initiative;

often having multiple goals with uncertain outcomes



Do Nothing ... Yet

Focus on optimizing current operations while monitoring progress of others;

often surrendering first mover advantage

SAP's Digital Innovation System

SAP Leonardo

the only systematic approach to digital innovation that transforms at scale with minimal risk and disruption

Innovate

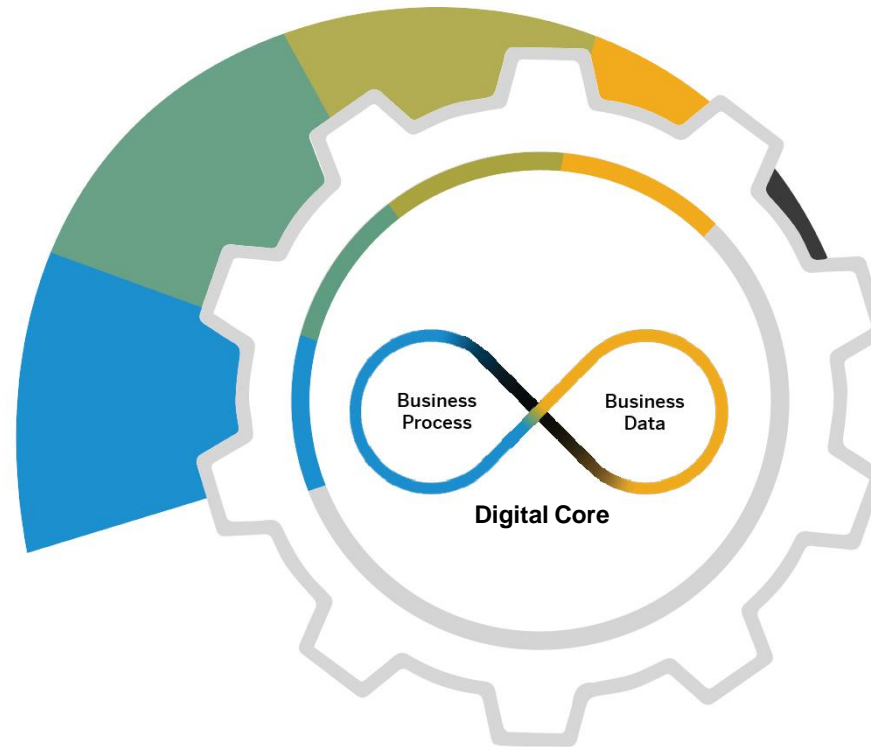
with focus on business priorities, processes, people

Integrate

next-gen technologies into business processes

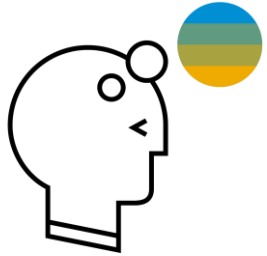
Scale

from departmental projects to enterprise-wide transformation



SAP Leonardo Innovate

Achieve measurable value in weeks, not years



Solution Ideation & Vision

Global SAP Leonardo Centers for design thinking and innovation



Rapid Prototyping

Bring innovative ideas to life; iterate and refine with SAP Build



Integration Blueprint

Create technology roadmap, identify dependencies & remediate risks



Business Case Development

Create, test & refine business case for ROI and strategic value

Quickly move from brainstorming to blueprint

SAP Leonardo Integrate

Design Led Innovation

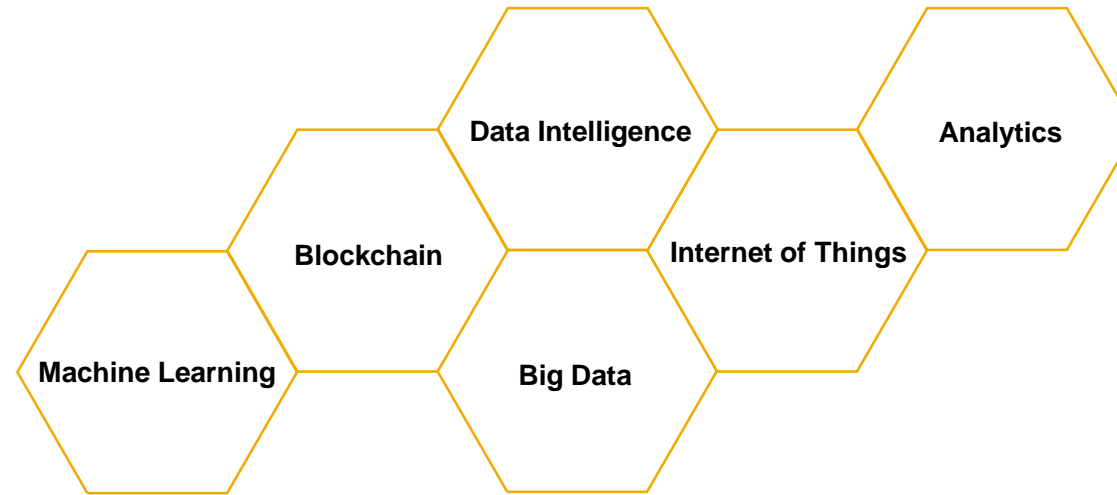
Solution Ideation
& Vision

Rapid
Prototyping

Integration
Blueprint

Business Case
Development

SAP Leonardo Technologies



SAP Cloud Platform

Microservices | Open APIs | Flexible Runtimes | Integration

Data Management

SAP HANA | SAP Data Hub | SAP Vora | Other SAP | Open Source Storages |

- AWS S3
- SWIFT
- Hadoop
- ...

Multi-Cloud Infrastructure

SAP

 Google Cloud Platform

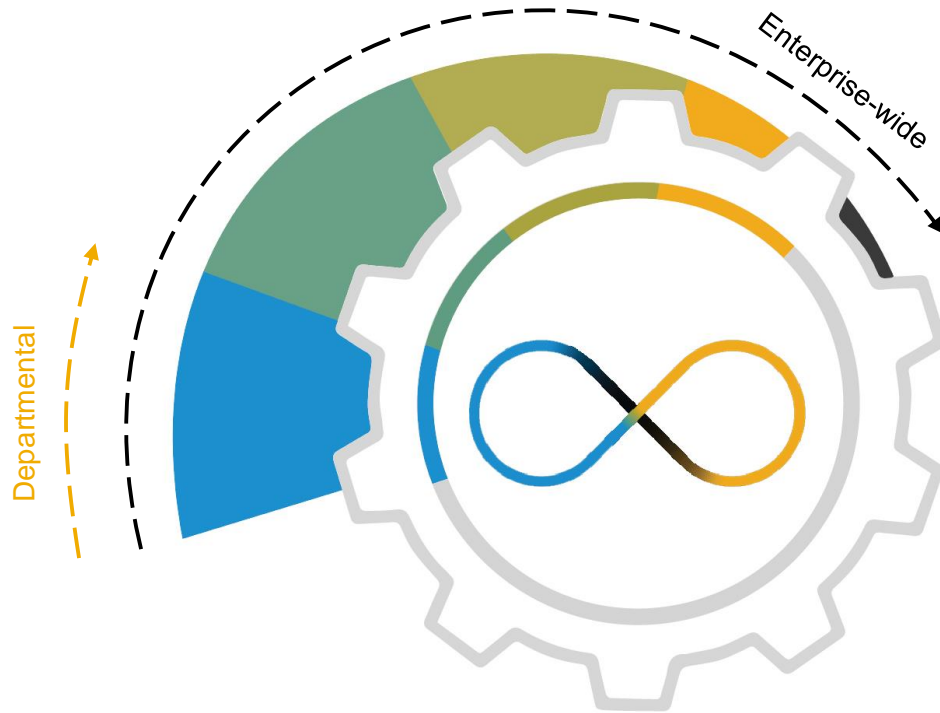
Microsoft Azure

 amazon
web services

SAP Leonardo Scale

From small departmental projects to enterprise-wide digital transformation

Scale to your project



Scale at your pace

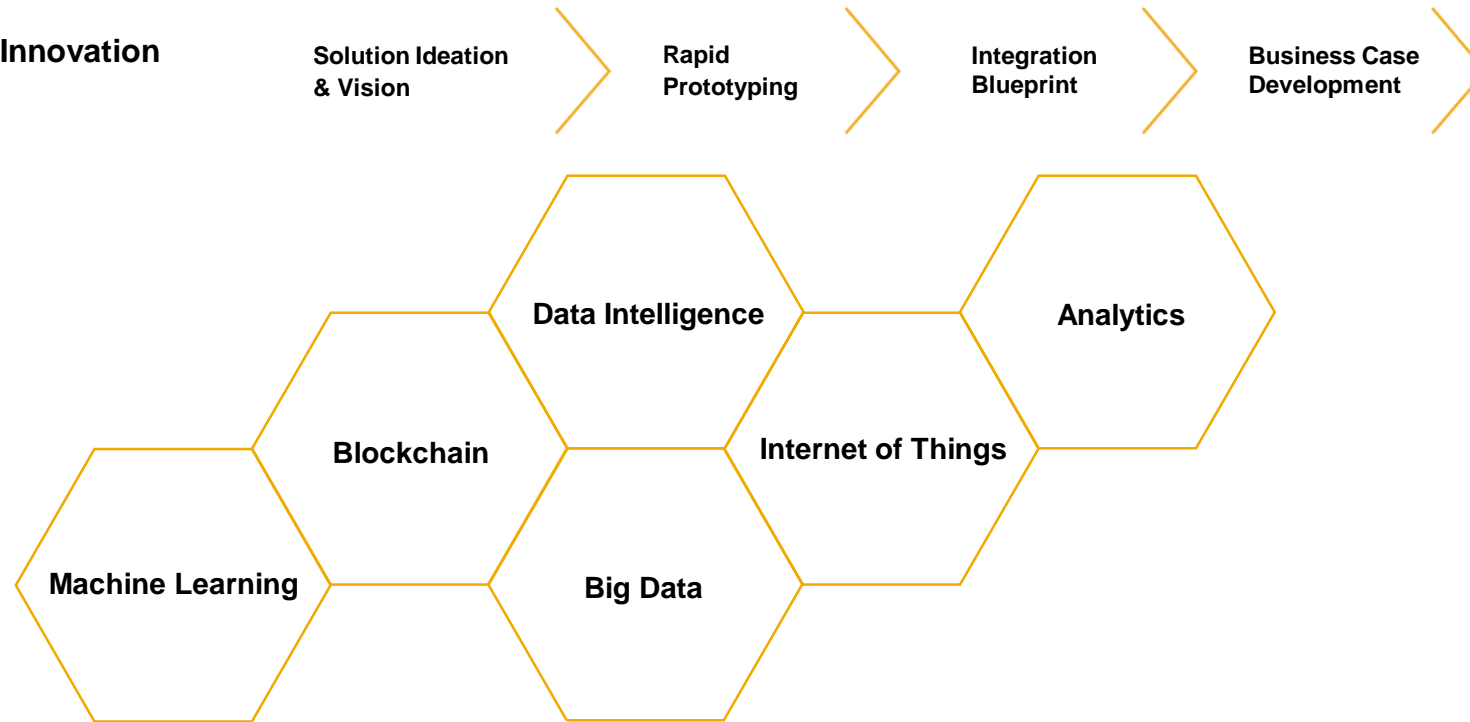
Applications, Powered by SAP Leonardo
integrating next-gen capabilities directly
into existing systems and processes
(S/4HANA, Fieldglass, etc.)

Industry & LoB Innovation Accelerators
delivering fixed-price software & services
bundles addressing specific use cases

Open Innovation services
providing customized solutions to your
specific business problems

SAP Leonardo Digital Innovation System

Design Led Innovation



SAP Cloud Platform

Microservices | Open APIs | Flexible Runtimes | Integration

Data Management

SAP HANA | SAP Data Hub | SAP Vora | Other SAP | Open Source Storages |

- AWS S3
- SWIFT
- Hadoop
- ...

Multi-Cloud Infrastructure

SAP  Google Cloud Platform Microsoft Azure 

Open



Rich

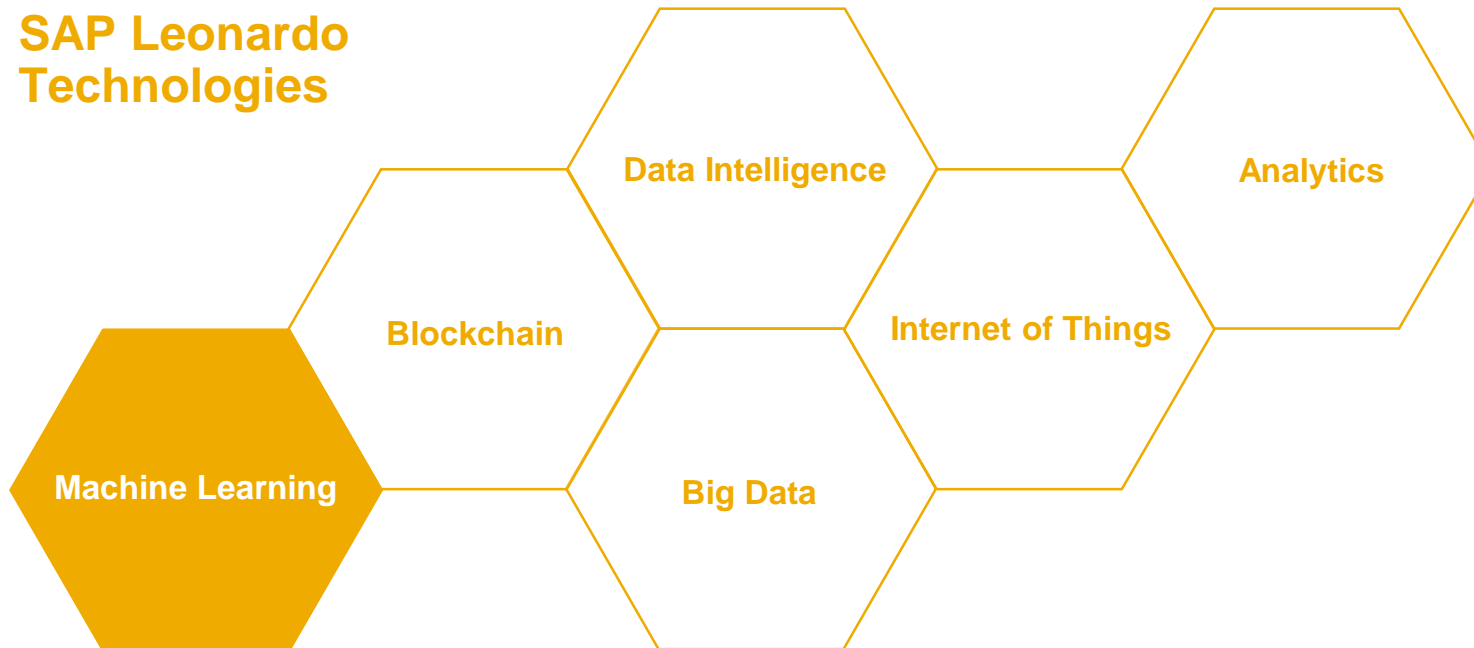
- Security
- Mobile
- Integration
- Analytics
- Business Services
- UX & Collaboration

Ecosystem



SAP Leonardo Digital Innovation System

SAP Leonardo Technologies



Machine Learning

Applications

SAP Cash Application
SAP Brand Impact
SAP Service Ticketing
SAP Fraud Management
SAP Customer Retention

Conversational UI

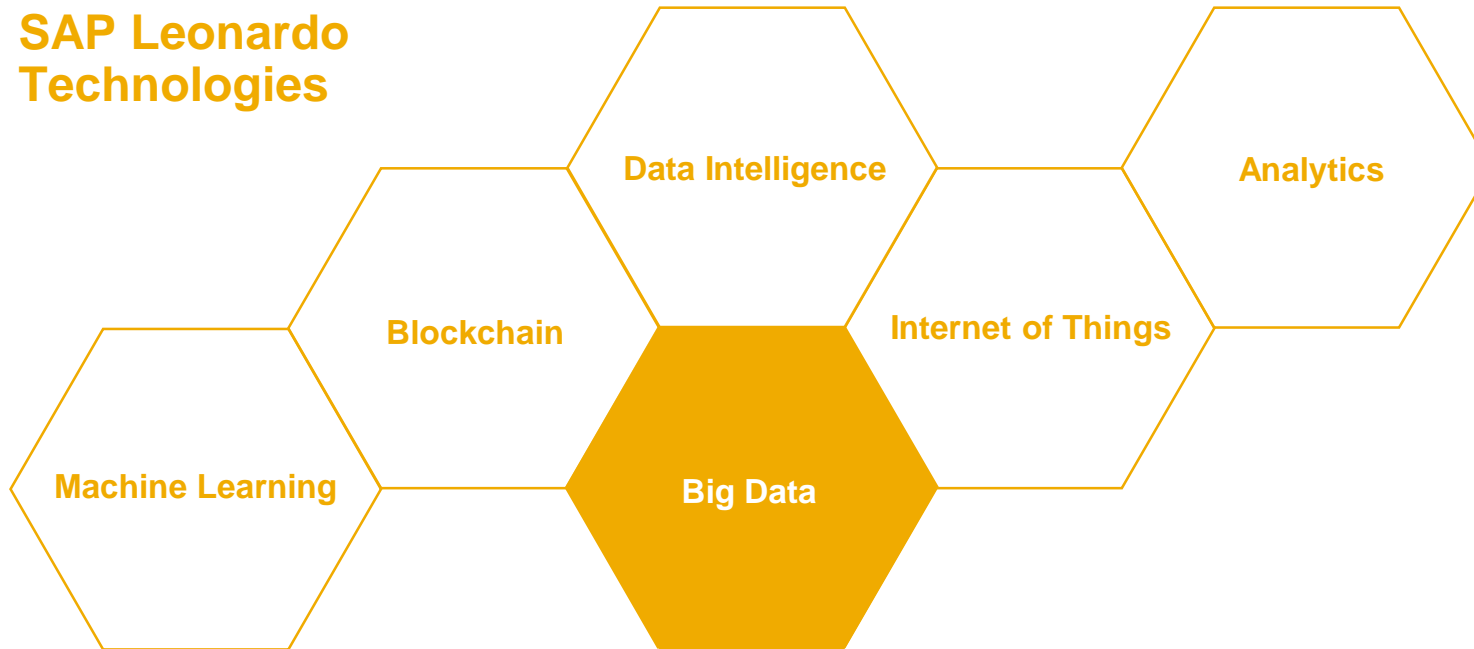
Conversation AI Framework
SAP CoPilot

Services

Document Feature Extraction
Image Feature Extraction
Time Series Change point Detection
Time Series Forecast Translation
Image Classification

SAP Leonardo Digital Innovation System

SAP Leonardo Technologies



Big Data

Data Hub

Manage, scale & govern the entire data landscape

Create pipelines to connect systems & data stores

Hybrid solution for both on-premise & cloud

Open

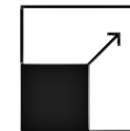


Microsoft Azure



Google Cloud Platform

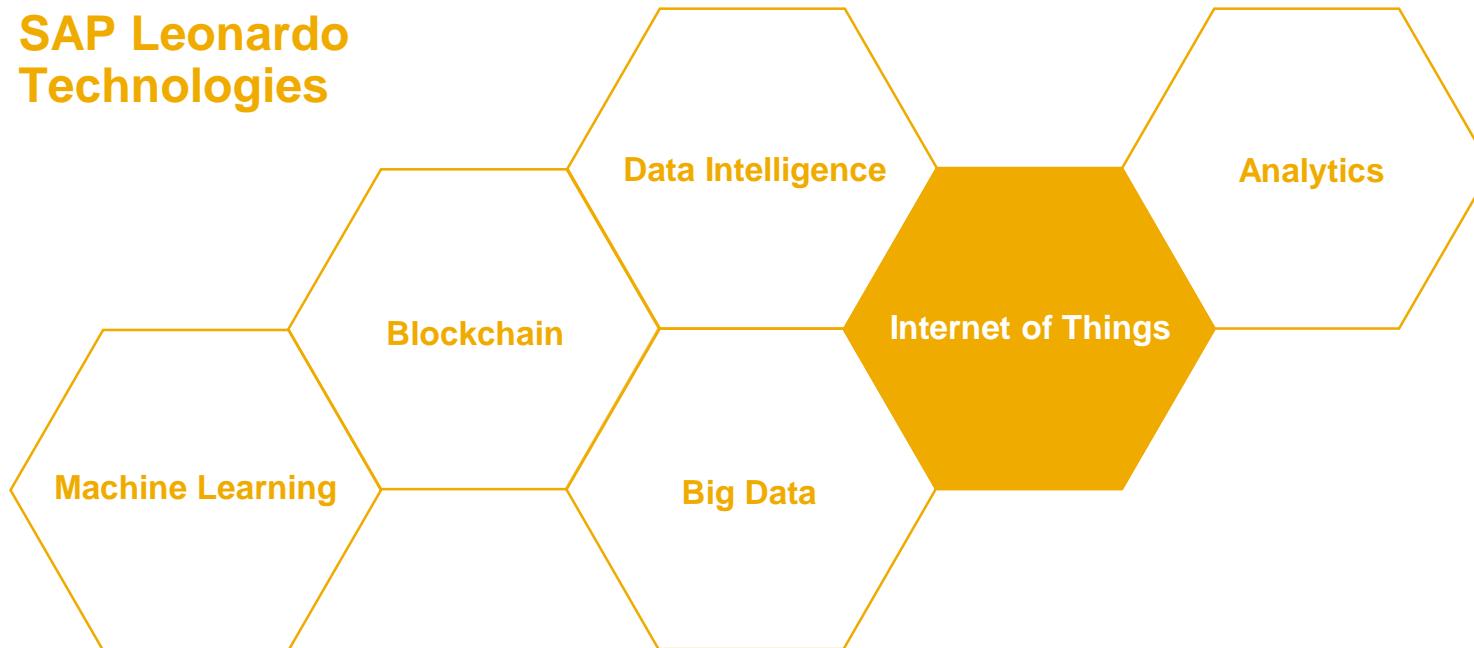
Scalable



kubernetes

SAP Leonardo Digital Innovation System

SAP Leonardo Technologies

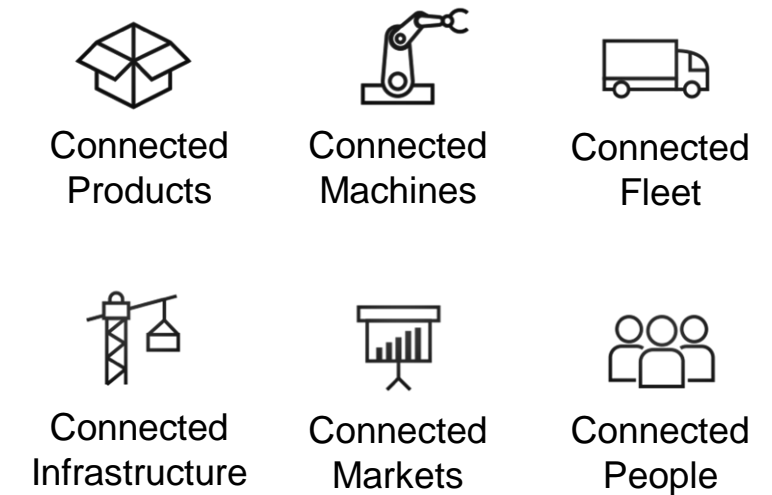


Internet of Things

SAP Leonardo Bridge

- Integrated & extendable suite
- Real-time view of connected things
- Built on business processes

IoT Applications

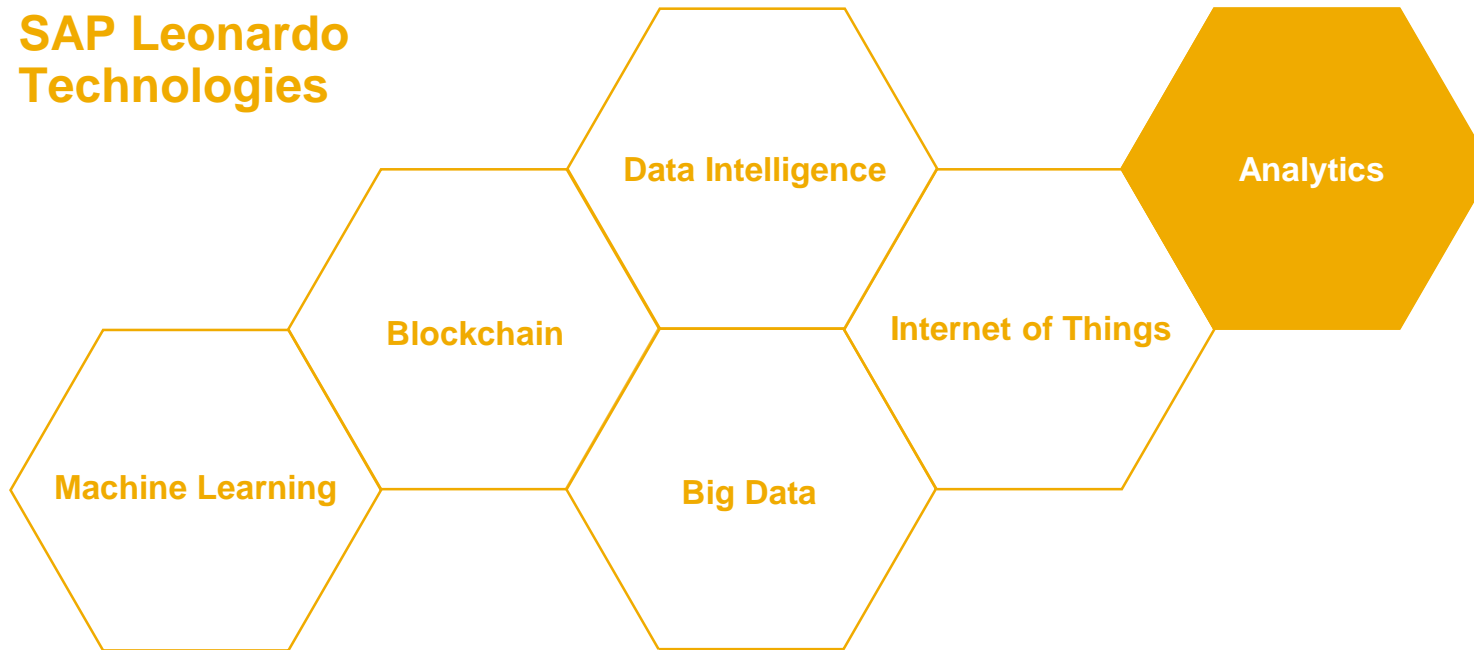


IoT Services

- Edge Services
- App Enablement
- Thing management

SAP Leonardo Digital Innovation System

SAP Leonardo Technologies



Analytics

Comprehensive



Business Intelligence



Planning



Predictive

- Real time view of entire business
- Enable transformation by connecting to various data sources

Portfolio

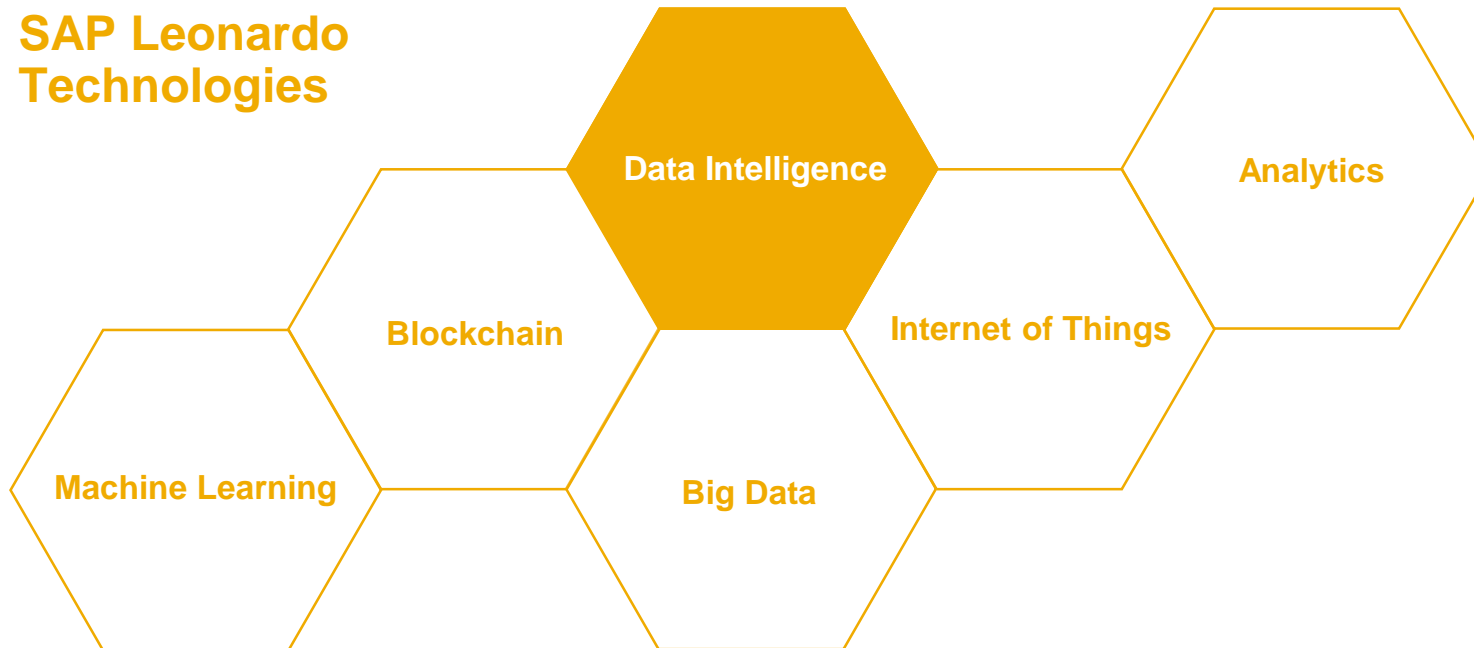
- SAP Analytics Cloud
- SAP Predictive Analytics
- Digital Boardroom

Predictive

- Enable citizen data scientists
- Robust set of tools for a variety of use cases

SAP Leonardo Digital Innovation System

SAP Leonardo Technologies



Data Intelligence

Live Insights

- Powered by machine learning
- Turn transactions from SAP cloud solutions into actionable insights

Live Customer Cloud

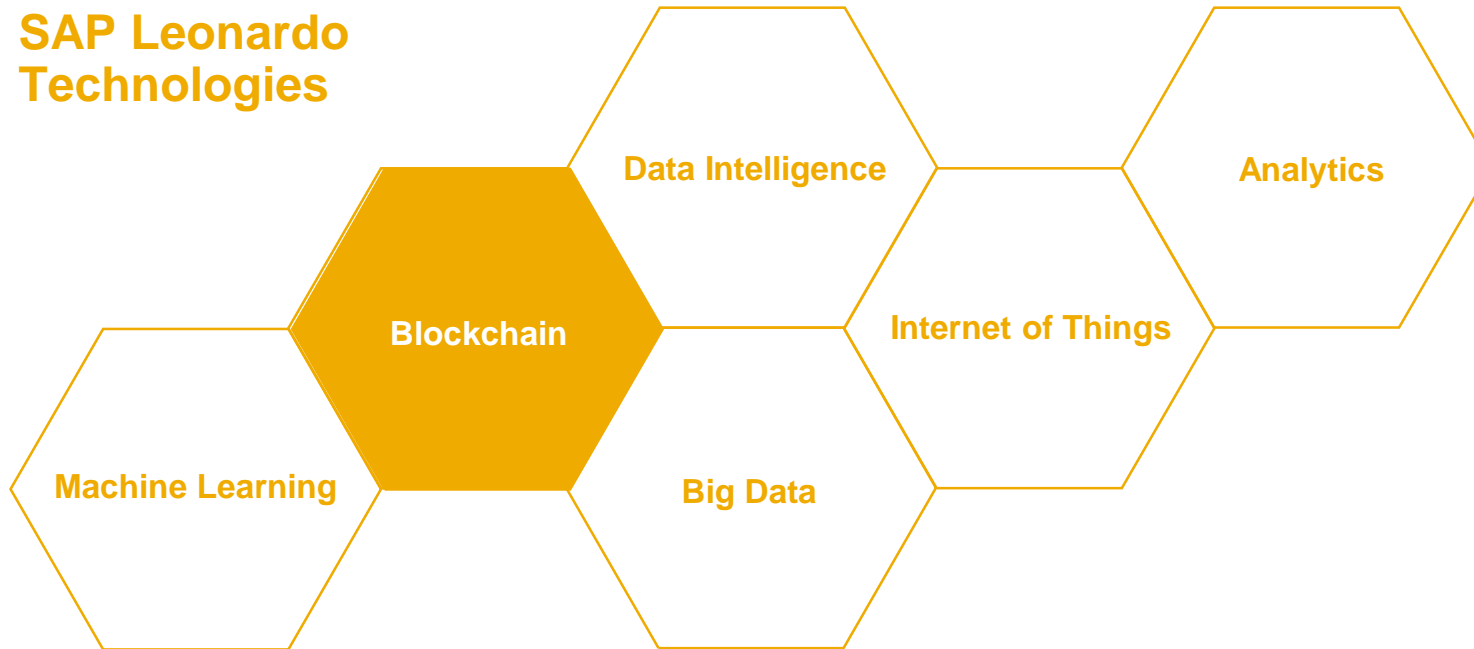
- Cloud data monetization platform
- Create the ecosystem, connect the data & extract the insights
- Anonymization and distribution services

Data Services

- Standardized data sets
- Processing services
- Industry & LoB data services

SAP Leonardo Digital Innovation System

SAP Leonardo Technologies



Blockchain

Ecosystem



HYPERLEDGER

- Integrate into existing blockchain ecosystems
- Out-of-the box platform support and predefined extensions

Build

- SAP Cloud Platform Blockchain Service
- Value-added & application integration services
- Build blockchain and LoB process extensions for SAP and non-SAP
- Combine distributed ledger functionality with other SAP Leonardo capabilities

Why would I want one?

‘Better Outcomes’ – The real reason for IoT and Industrie 4.0 projects

Lower cost

Increased Uptime

**New Products &
Services**

**Optimized
Productivity**

Less Waste

**Improved
Turnarounds**

New Revenue

Faster Deliveries

**Usage – Based
Pricing**

Greater Capacity

Better Efficiency

New Business Models

Efficiency Led Models

Optimizing Machine Efficiency

Reducing
Down-Time



Faster Delivery

Reduce Maintenance
Effort and Costs

New Business Models

Transform Products
to Services



New Digital
Services

New
Customer Experience

Personalized
Products & Services
(Lot-size 1)

Efficiency led models



BEYOND THE NUMBERS: MAPLETON FOUNDRY

Innovation is changing the way we do business -
getting customers what they need, when they need it.

FULL STORY



SAP IoT customers – predictive maintenance



@TomRaftery



SAP IoT customers – connected supply chain



Simpler and Smarter
Connections at
Germany's Largest
Seaport


Contact Us



C
O
-
I
N
N
O
V
A
T
I
O
N

Stara



**First tractor in world
connected with **



CONSTANT WATER SUPPLY AND A CLEAN JOBSITE DURING DRILLING

The new way of diamond drilling with DD-
WMS 100 Water Management System

[Learn more >](#)



In accordance with our privacy policy, while using this site you consent to us placing cookies on your computer to help make this website better. [View our privacy policy.](#)

Buenos Aires





MOTORCYCLES



SHOPPING TOOLS

[ABOUT US](#)

[MUSEUM](#)



[FIND A DEALER](#)



[SIGN IN](#)



[SEARCH](#)

[LEARN TO RIDE](#)

[OWNERS](#)

[EVENTS](#)

[RENT A BIKE](#)

[ONLINE STORE](#)



CHOOSE YOUR RIDE AND START BUILDING

[ALL](#) | [HARLEY-DAVIDSON STREET®](#) [SPORTSTER®](#) [SOFTAIL®](#) [TOURING](#) [TRIKE](#)

[MODEL YEAR](#) [2018](#) | [2017](#)

HARLEY-DAVIDSON STREET®



HARLEY-DAVIDSON STREET® 500

Starting at \$6,899

[BUILD YOUR OWN →](#)



HARLEY-DAVIDSON STREET® 750

Starting at \$7,599

[BUILD YOUR OWN →](#)



STREET ROD™

Starting at \$8,699

[BUILD YOUR OWN →](#)

New Business Models



QUICK START ▲

Tracking

Shipping

Services

Search



Customer Service

Hello. [Get Started with UPS.](#)

Track

Tracking Numbers

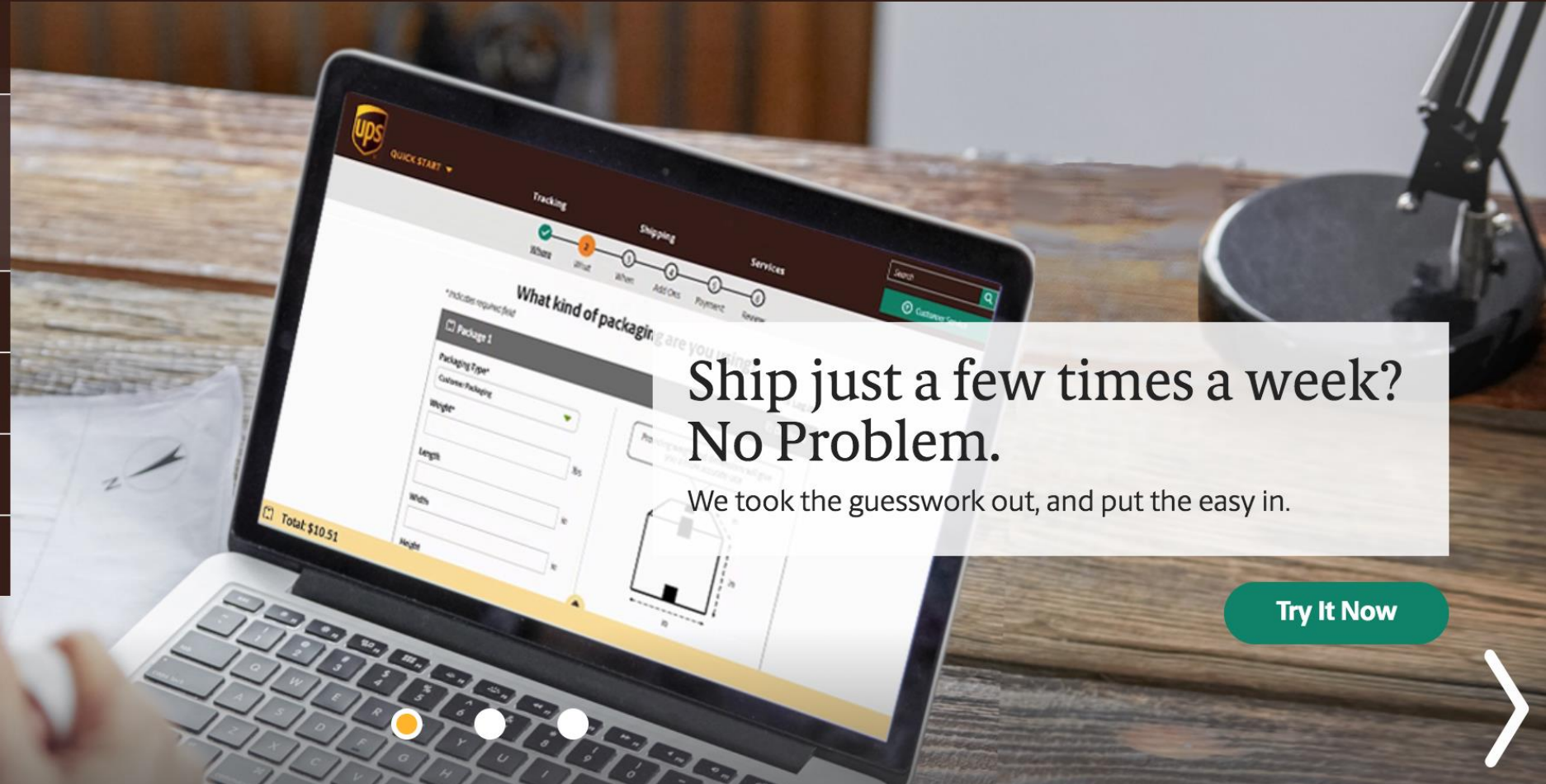


Ship

Quote

Locations

View & Pay Bill



Ship just a few times a week?
No Problem.

We took the guesswork out, and put the easy in.

Try It Now



Working at Continental

We offer an inspiring, open and rewarding corporate culture.

[Read more >](#)

Welcome to Continental Corporation

The corporate website is the hub for all information around press, career, investor relations, sustainability, innovation and general topics about the company.



Products > SIGMA AIR UTILITY operator model

[Rotary screw compressors](#)[Reciprocating compressors](#)[Blowers](#)[Controller](#)[Air treatment and condensate technology](#)[Compressed air storage and pressure maintenance](#)[SIGMA AIR UTILITY operator model](#)[Portable compressors](#)[Used equipment](#)

Operator model: SIGMA AIR UTILITY

[Video](#)[Images](#)

"It's right there" – Compressed air at a fixed price

[Contact](#)

Next Steps

SAP Leonardo Centers



- Experience spaces
- Tangible showcases
- End-to-end offerings

A global network to help our



Customers



Partners



Startups



Universities

In their digital transformation journey



IoT



Analytics



Big Data



Machine learning



Blockchain

SAP Cloud Platform

Supported by our partners.



System integrators



Software solution providers



Technology partners



IoT sensor and machinery partners

Next Steps

 **sap.com/leonardo**

Thanks 😊

Contact information:

Tom Raftery

Global VP & IoT Evangelist

SAP S.A.

- tom.raftery@sap.com
- +34 608 252 871
- @TomRaftery

SAP Leonardo Digital Innovation

SAP Leonardo is a systematic approach to digitally transform businesses, focused on repeatable solutions to well understood business problems across many industries. SAP Leonardo accelerates and de-risks digital transformation using proven methodologies and pre-integrated software components. It brings together award-winning design services, an industry-leading cloud platform and applications, deep expertise in business processes, and the most innovative new technologies such as analytics, blockchain, IoT and machine learning.

Innovate

- **Award Winning UX & Design Services**
Multiple “Red Dot” awards for design excellence, and one of the most established Design Thinking practices for enterprises worldwide
- **Rapid Prototyping**
With SAP Build, quickly design, build, and test beautiful apps that users will love
- **Rapid & Agile**
Seamless transition from Design to Prototype to Production, using SAP’s suite of traditional and cloud-native applications
- **Low Risk Model**
With fixed priced services, SAP shares project risk and eliminates cost overruns

Integrate

- **Flexibility & Choice of IaaS**
SAP, AWS, Azure & Google Cloud Platform
- **SAP Cloud Platform**
At scale integration, big data, IoT, analytics and machine learning as a service + natural language capabilities
- **Edge to Cloud**
Streaming data processing at the edge for massive scale in IoT and database synchronization for offline cases
- **Boardroom to Mobile**
Run Live from the SAP Digital Boardroom to brilliant, simple mobile apps
- **Pre-Built Accelerators**
Industry and solution-based accelerators to reduce the time to solution delivery

Scale

- **Core Business Systems**
Scale innovation with integration to key existing systems (S/4HANA, etc.)
- **No Data Replication**
Eliminate the cost of complexity of replicating data to the cloud
- **Citizen Data Scientists**
Make every business analyst a data scientist with self-service and user friendly predictive analytics
- **Partner Services**
Choose services from SAP, or global partners
- **New Commercial Models**
SAP shared project risk through fixed price services, simple licensing & pricing, and low cost accelerators

Appendix

SAP Leonardo Industry & LoB Innovation Accelerators

DESIGN THINKING

Industry / LoB knowledge

Software

Express Edition Service

- Fixed price **bundles**
- Target **common use cases** for a 70-80% fit
- Timeline to value in **weeks not years**

Retail

- Assets
- Logistics
- Store*
- Inventory*
- Shelf*
- Cold Chain*

Consumer Products

- Assets
- Logistics
- Manufacturing*
- Cold Chain*
- Consumer*

Discrete Manufacturing

- Logistics
- Service & Assets
- Spare Parts

Chemicals

- Spare Parts
- Service & Assets

Travel and Transportation

- Logistics

Utilities

- Service & Assets

Sports & Entertainment

- Venue
- Team
- Fans*

Predictive Maintenance and Service

Asset Intelligence Network

Connected Goods

Global Track and Trace

Distributed Manufacturing

Vehicle Insights

Digital Manufacturing Insights

Success Stories



City of Buenos Aires

Gobierno de la Ciudad Autónoma de Buenos Aires

(City of Buenos Aires –
Ministry of Environment
and Public Space)
Buenos Aires, Argentina
www.buenosaires.gob.ar

Industry

Public Sector

Products and Services

Public services for
approximately 6 million citizens

Employees

Approximately 120,000

SAP Leonardo Capabilities:

Analytics
Big Data
Internet of Things



Gobierno de la Ciudad Autónoma de Buenos Aires: Staying Dry with Help from SAP® Solutions

Founded in 1580 at the mouth of the Rio Plata, Buenos Aires is subject to annual torrential rains. Given its aging infrastructure and dense population, flooding has historically been an issue. Clogged storm drains have slowed down the city, caused property damage, and even resulted in lost lives over the years. But recently, after three days of torrential rainfall, the city did not experience any flooding at all.

Using the SAP HANA® platform to analyze real-time sensor data from storm drains and SAP® Mobile Platform to ensure streets and drains are clear, the City of Buenos Aires is well prepared to mitigate risks caused by heavy rains. It is using SAP solutions to maintain its infrastructure, manage complex contractor and supplier relationships, elevate its services, and improve lives.

Objectives

- Manage resources that maintain over 700,000 assets, including streets and lights, parks, bus stops, drains, buildings, and bridges
- Quickly respond to service requests and improve trash collection
- Predict and prevent flooding and resulting damage and losses

Resolution

- Enabled the collection, monitoring, and analysis of real-time sensor data from storm drains, weather reports, and back-end SAP® software systems using the SAP HANA® platform
- Streamlined permit, supplier, and contractor management with the SAP Customer Relationship Management and SAP ERP applications
- Enabled monitoring of contractor performance and maintenance-related tasks with SAP Mobile Platform
- Enhanced and optimized IT infrastructure with SAP Mobile Platform and SAP Process Integration technology
- Provided mobile apps to inspectors

Key Benefits

Clean streets, clear drains, and greater safety and transparency for citizens

“SAP software technology **innovation contributes to more efficient management** of the city, simplifies our operations, and greatly improves the quality of life for all the people living here.”

— Rodrigo Silvosa, General Director of Control Management for the Environment and Public Spaces Ministry, Gobierno de la Ciudad Autónoma de Buenos Aires

 [TESTIMONIAL VIDEO](#)

 [ORIGINAL ASSET](#)

0 floods

After three days
of torrential rain

30,000 storm drains

Kept clear

80% response rate

To infrastructure issues
in 2014, compared to 1%
in 2009

>280,000 complaints

Resolved annually

~190,000 claims

For inspections
investigated each year



Fibria Celulose

Fibria Celulose
São Paulo, Brazil
fibria.com.br/en

Industry
Mill products

Products and Services
Production of bleached eucalyptus pulp from renewable tree plantations

Employees
16,738 (2015)

Revenue
R\$10.081 billion
(US\$3.09 billion) (2015)

Partner
Ernst & Young
www.ey.com

SAP Leonardo Capabilities:
Analytics
Big Data



Renewing Forests and Improving Pulp Production Using SAP® Predictive Analytics

Objectives

- Enable projects with vast amounts of data
- Support the company's business strategy and sustainability goals
- Optimize processes to increase the level of plantation productivity and profitability

Resolution

- Identified key areas where insights from Big Data Analytics should result in biggest operational gains
- Deployed SAP® BusinessObjects™ Predictive Analytics software with the SAP HANA® platform

Benefits

- Better handling instructions for tree clones as a result of acquired knowledge
- Enhanced demobilization and acquisition of assets
- Influential variables in wood consumption identified
- Greater understanding and control of industrial processing variables

Company Objectives: Synergy, optimization of infrastructure, and Big Data projects

With a presence in 242 towns in seven Brazilian states, Fibria Celulose is the world's leading producer of bleached eucalyptus pulp with an annual production capacity of 5.3 million tons. Its factories are based in Três Lagoas (state of Mato Grosso do Sul), Aracruz, (state of Espírito Santo), Jacareí (state of São Paulo), and Eunápolis (state of Bahia).

The company was created from the merger of Aracruz and Votorantim Celulose e Papel in 2009, and after the merger its operations underwent a complex process to achieve synergy. This process included rethinking the business strategy, which required focusing on the wood pulp business, optimizing the IT infrastructure, and implementing Big Data and predictive analytics projects.

Together with Ernst & Young consultants, Fibria created strategic IT business forums in which they worked in partnership with several business departments of the company to identify the areas that were prepared to deal with analytics involving Big Data. Twenty-six projects were found to be ready to take advantage of Big Data analysis.

 [ORIGINAL ASSET](#)

ROI

in under 1 year

Faster

Results by identifying best analytics projects to undertake

Improved

Support for decision making related to annual forestry plans

654

Variables organized in SAP HANA

735 million

Records in only 27 GB with SAP HANA

1.6 billion

Records analyzed

Fibria Celulose

Resolution: Improving clone growth analysis and processes with Big Data insight

After identifying the projects that warranted investments in analytics in 2015, Fibria chose the ones that could lead to the best returns for the business. Using SAP® BusinessObjects™ Predictive Analytics software with the SAP HANA® platform, the company worked first on projects from its technology center and its industrial processes.

One of the responsibilities of Fibria's technology center is to develop new eucalyptus clones, as well as better handling practices. It is challenging to foresee the impact of climate change during the growth of these clones. To minimize these impacts and to make sure that the targeted amount of wood is produced, Fibria used SAP BusinessObjects Predictive Analytics to identify in advance the factors and variables that could interfere with the development of the eucalyptus. Wilson Lopes, CIO for Fibria, explains, "We mapped data sources, understood the variables, found correlations with climate data, and thus reduced the impact of climate in our forests."

On the industrial side, another project justified the investment in analytics. By analyzing almost 1.6 billion records and over 654 variables, Fibria could identify how best to configure and adjust its digesters – the equipment used to convert wood into pulp, the raw material used to produce bleached pulp.

"After unifying the **IT infrastructure**, we searched for a solution that would allow us to apply Big Data analytics, helping us to support the investments that had been made up to that point."

Business Transformation: Gaining productivity and profitability with a rapid ROI

Fibria's was the first analytics project in Brazil to use SAP BusinessObjects Predictive Analytics – and the first-ever project involving wood pulp to use the software. The outcomes were so positive that Fibria achieved a remarkable ROI in less than one year of deploying the software in production.

From the predictive analysis of data generated during 14 years in operation, the company has started counting on optimized processes in its core businesses, which means lower costs, higher productivity, better production processes, greater efficiency, and optimization of investments. "The company should now be able to expand the deployment of predictive analytics to optimize processes in other areas," says Lopes.

Future Plans: Enabling end-to-end predictive analysis

The outstanding outcomes experienced in the two initial projects have led Fibria to consider gradually deploying predictive analytics with SAP HANA in other projects that were identified in the strategic IT business forums. "We count on a structured architecture and database and vast processing capacities for our Big Data and analytics projects program," says Lopes.

— Wilson Lopes, CIO, Fibria Celulose



Hamburg Port Authority

Hamburg Port Authority (HPA)
Hamburg, Germany
www.hamburg-port-authority.de

Industry
Travel and Transportation

Products and Services
Port management development,

Employees
1,808 (2013)

Revenue
€280.68 million (2013)

Partner
T-Systems International GmbH
www.t-systems.de
Datenkommunikationssystem AG
(DAKOSY)
www.dakosy.de

SAP Leonardo Capabilities:
Analytics
Internet of Things



Doubling Cargo Handling Capacity with Optimized Logistics Using SAP HANA® Cloud Platform

With limited area for cargo handling, HPA must make sure that every player across the port's supply chain is connected. To this end, it worked with T-Systems and SAP HANA® Cloud Platform to develop the smartPORTlogistics platform to increase efficiency and capacity.

Objectives

- Real-time information exchange
- Greater cargo handling speed and capacity
- Interconnected infrastructure to extend the port's lifetime, offer new services, and transport goods more safely and effectively

Why SAP

SAP HANA® Cloud Platform to enable real-time processing of and role-based access to unstructured data

Resolution

- Built the smartPORT logistics platform using SAP® Networked Logistics Hub to connect supply chains end to end
- Worked with T-Systems to integrate telematics, upgrade mobile terminal devices, and build geofences for communication integration
- Implemented a DAKOSY logistics solution
- Connected the entire port supply chain, providing everyone with complete traffic information
- Enabled graphic representations of truck positions and infrastructure status

Future Plans

- Onboard more partners to the platform
- Extend services and sales promotions for smartPORT logistics to external partners
- Enable container depots and chassis lessors to be emptied

“The smartPORT logistics platform running on **SAP HANA Cloud Platform** will help us to achieve our goal of doubling cargo handling capacity. The more partners that participate, the more effectively the port will run.”

— Sascha Westermann, Head of Intermodales, IT Traffic Management,
Hamburg Port Authority (HPA), Anstalt öffentlichen Rechts

 [TESTIMONIAL VIDEO](#)

 [ORIGINAL ASSET](#)

5 minutes

Driving saved
per truck and tour,
equaling 5,000
hours per day
over 40,000 trips

2x

Increase in cargo
handling in the
Port of Hamburg

Increased

Throughput for
freight forwarders

Reduced

Wait time for
truck drivers



Mercedes-AMG

Mercedes-AMG: Driving High Performance with SAP® Business Suite powered by SAP HANA® and the Internet of Things

In line with its motto “Driving performance,” Mercedes-AMG develops high-performance, gold-standard cars. Engine testing is a costly and data-intensive process. And, while most engine failures occur within minutes, failed tests could not be identified until after completion, resulting in hours of lost time and resources.

To quickly monitor sensor data on the interactions of up to 100 engine components, Mercedes-AMG worked with the SAP® Active Global Support organization to deploy a solution that combines SAP® Business Suite powered by SAP HANA® and sensor technology from Modern Horsepower. Now it can detect engine failures as soon as they happen, allowing engineers to terminate tests immediately and more quickly analyze what went wrong. The result is the equivalent of an extra day of testing capacity each week, helping Mercedes-AMG improve performance and lower costs.



Mercedes-AMG

Mercedes-AMG GmbH,
a subsidiary of Daimler AG
Affalterbach, Germany
www.mercedes-amg.com

Products and Services
Compressed air systems
and compressed air consulting
services

Industry
Automotive

Employees
900

Partners
Modern Horsepower LLC
www.modernhorsepower.com
SAP® Active Global
Support organization

SAP Leonardo Capabilities:
Analytics
Internet of Things



Driving High Performance with SAP® Business Suite powered by SAP HANA® and the Internet of Things

Top Objectives

- Drive mission-critical core business processes across the company
- Enable real-time engine testing that leverages the Internet of Things
- Identify engine quality improvement options using predictive analytics

Resolution

- Deployed SAP® Business Suite powered by SAP HANA® with a virtualized environment from VMware and tailored data center integration
- Predicted issues using SAP Predictive Analysis software and delivered test results to workers on tablets using the SAP BusinessObjects™ Business Intelligence platform for faster resolution
- Developed the Real-Time Quality Assurance solution using SAP Business Suite powered by SAP HANA and sensors from Modern Horsepower

Key Benefits

- One platform for engine testing, development, and quality assurance
- Dashboard to show engine failures and test results in real time
- Higher testing capacity, helping reduce overall capital expenditures
- Predictive analytics based on detailed sensor data, enabling innovative scenario testing, optimized development, and lower production costs

“By combining sensor technology from Modern Horsepower and **SAP Business Suite** powered by SAP HANA, we get engine testing results in real time. This breakthrough innovation is just the start. Ultimately, we want to monitor engine performance in customer vehicles.”

— Reinhard Breyer, Chief Information Officer, Mercedes-AMG GmbH

 [TESTIMONIAL VIDEO](#)

 [ORIGINAL ASSET](#)

>76%

Of processes tested
showed process
improvements

Up to 30,000

Data sets processed
per second

94%

Faster runtimes
on unsuccessful
test-drives,
thanks to real-time
interruptions
(from 50 to just
a few minutes)

1 day

Equivalent increase
in weekly testing
capacity

6 months

To deploy
using SAP
MaxAttention™
offerings

Stara: Increasing Agricultural Yield in Brazil with the SAP Enterprise Support® Advisory Council

Farmers today know: take care of the soil and it will grow crops in abundance season after season. The Aquarius Project wants the farmers of Não-Me-Toque, a tiny city in the countryside of Brazil, to plow that understanding into higher farming yields. Stara S/A Indústria de Implementos Agrícolas, a supplier of agricultural machinery to over 35 countries worldwide, has positioned itself as an important partner for its customers' projects. Yet, to maintain a pivotal role in this scenario and take a lead in Brazil's agro-industry, it had to gear up for a digital transformation.

A big step toward Stara's digital transformation was implementing SAP® SuccessFactors® solutions running on the SAP HANA® Cloud Platform. This considerably improved data consistency, transparency, and collaboration among its 2,000 employees. To ensure maximum value realization of its SAP SuccessFactors solutions, Stara engaged the SAP Enterprise Support Advisory Council. By piloting performance-check and proactive application-check services as part of the program, Stara accelerated performance evaluation by 50%. The agricultural community in Brazil now gets world-class support from Stara faster with greater efficiency.



Stara

Stara S/A Indústria de Implementos Agrícolas
Não-Me-Toque, Brazil
www.stara.com.br

Industry
Industrial machinery
and components

Products and Services
Agricultural machinery

Employees
2,000

Revenue
US \$205.56 million (2016)

SAP Leonardo Capabilities:
Analytics
Internet of Things



Increasing Agricultural Yield in Brazil with the SAP® Enterprise Support Advisory Council

Objectives

- Establish technically robust operations for SAP® SuccessFactors® solutions
- Increase technical stability
- Improve performance and business throughput
- Introduce efficient maintenance of software after the going-live event

Why SAP Enterprise Support

- SAP Enterprise Support Advisory Council to ensure innovation readiness and value realization
- Access to SAP experts, ensuring technical stability, maintainability, and performance optimization of the SAP SuccessFactors solutions, with the aim of improving employee collaboration
- Trusted partner for Stara's digital transformation

Resolution

- Established a basis for consistent information to support managerial decision making
- Developed a tailor-made engagement plan, including project content, that met Stara's needs
- Piloted performance-check and proactive application-check services in collaboration with the SAP Enterprise Support Advisory Council

Benefits

- Enabled collaboration to realize the full value of SAP SuccessFactors solutions, with guidance from the SAP Enterprise Support Advisory Council
- Reduced the total response time of the evaluation process as a result of pilot services conducted by the SAP Enterprise Support Advisory Council
- Gained in-house experience and IT know-how

“Thanks to **SAP Enterprise Support** we were able to improve out IT governance significantly. We are now using the functionalities of out cloud solutions much more effectively. SAP Enterprise Support is an essential element of our digital transformation strategy.”

— Rafael Eduardo Costa, IT Manager, Stara S/A Indústria de Implementos Agrícolas

 [TESTIMONIAL VIDEO](#)

 [ORIGINAL ASSET](#)

55%

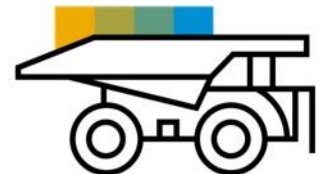
Lower training
costs budgeted
for 2017

75%

Reduction in
estimated time
to conduct training
in 2017

50%

Faster
performance



Tennant Company
Minneapolis
www.tennantco.com

Industry
Industrial machinery
and components

Employees
2,865

Revenue
US \$754 million

Partners
SAP Services organizations
and LeverX Inc.

SAP Leonardo Capabilities:
Big Data
Internet of Things



Tennant Company Cleans Up Change Management with SAP® PLM

Objectives

- Merge multiple systems used for change process
- Ensure global accuracy and completeness of change orders while reducing time spent validating change order status
- Standardize core processes and ensure data quality as foundation for a more complete product life cycle management project
- Reduce selling, general, and administrative expenses

Why Sap

- Implementation of the SAP® Product Lifecycle Management (SAP PLM) application, which includes functionality for workflow and bill of materials, change, and document management
- A single source of truth for all product data via one global instance
- Globally aligned processing workflow and material master setup utility that ensures data quality

Resolution

- Established a basis for consistent information to support managerial decision making
- Developed a tailor-made engagement plan, including project content, that met Stara's needs
- Piloted performance-check and proactive application-check services in collaboration with the SAP Enterprise Support Advisory Council

Benefits

- Enhanced change accuracy
- Provided business warehouse analytics for continuous process improvement
- Improved global visibility of changes in process

"We dramatically **improved the efficiency**, quality, global consistency, and traceability of the change processes within Tennant Company. Further, we were able to shift high-value resources from change management to more strategic activities."

— Jason LaPlante, Business Process Governance, Tennant Company

 [TESTIMONIAL VIDEO](#)

 [ORIGINAL ASSET](#)

Eliminated spreadsheets

Used to track
change orders

Refocused high-value resources

From change tracking
to development

Gained scalability

To support current
and future business
needs and
acquisitions



Explore More **SAP Leonardo**



 [*Live Business powered by SAP Leonardo. Go from Knowing to Doing.*](#)

Explore More **SAP Leonardo**

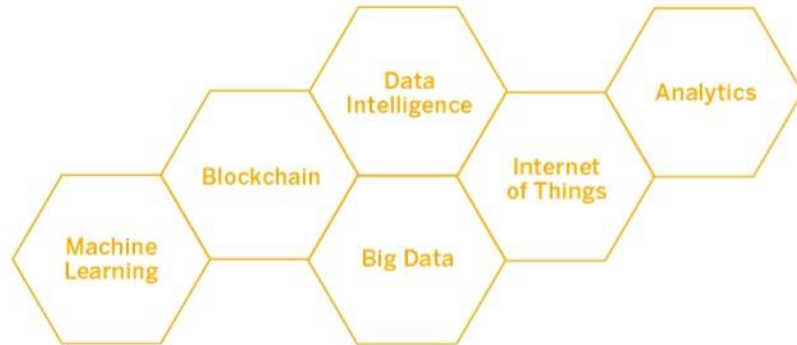


[*Leonardo Live: Top Experts discuss IoT, Machine Learning and Digital Innovation with SAP Leonardo*](#)



[*SAP Leonardo – SAP's Digital Innovation System*](#)

Explore More SAP Leonardo Success Stories



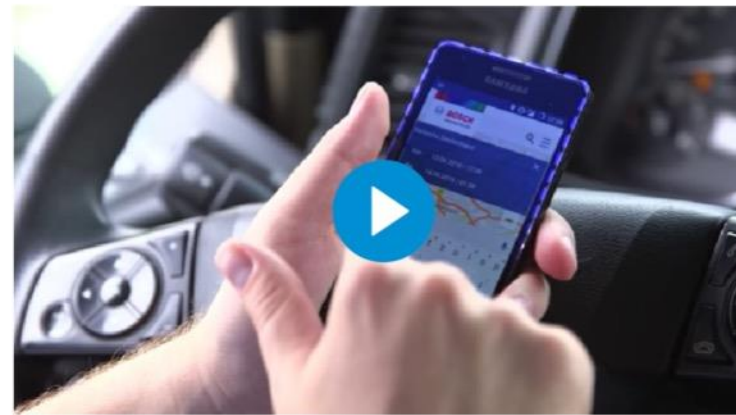
[!\[\]\(528510d7a4b5a92b21675489a72c4b79_img.jpg\) AEGEA – Improving Water Supply with IoT and Machine Learning](#)



[!\[\]\(b75b336f46a04702a9641299e986c074_img.jpg\) SAP CC Sapphire Alliander V03](#)



[!\[\]\(391e18ccae94aa6e7b63e94fddc8a2dc_img.jpg\) Arctic Wind – Solving Arctic Challenges at the World's Northernmost Wind Farm](#)



[!\[\]\(e177e7c31c90ed5feb8cc06bada3e6df_img.jpg\) BOSCH – Keeping Truckers and their Cargo Safe with BOSCH Secure Truck Parking & SAP Vehicles Network](#)



[!\[\]\(858877c83f69b6bbd9e525d29b670687_img.jpg\) Jabil – US Manufacturer Goes Digital with SAP](#)



Explore More SAP Leonardo Success Stories




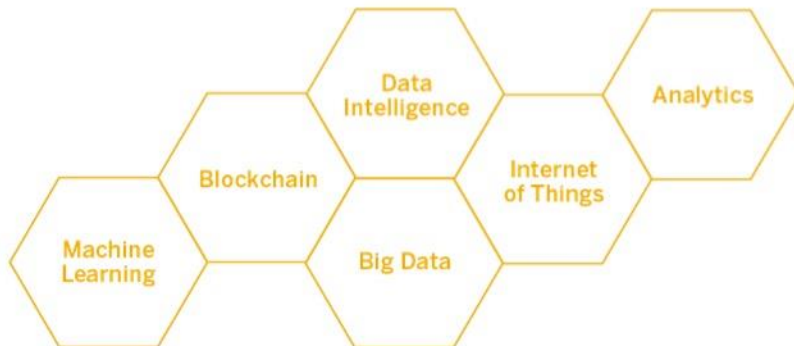
 [SAP HANA at Kaeser Kompressoren](#)



 [NTT – How a Vest Can Save Your Life](#)



 [Trenitalia – Creating a System of Maintenance Management Powered by SAP HANA](#)



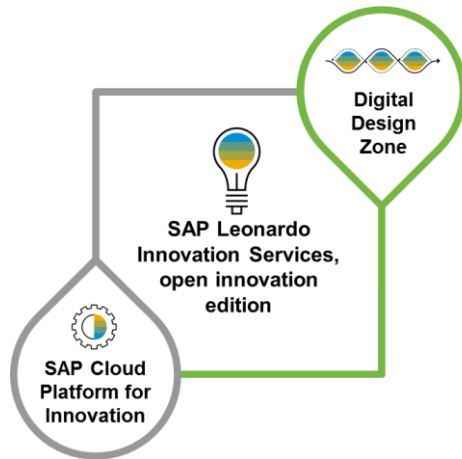
SAP Leonardo Capabilities & Success Stories at a Glance

Customer	Machine Learning	Internet of Things	Blockchain	Analytics	Big Data	Data Intelligence
Aegea	X	X				
Alliander		X		X		
Arctic Wind	X	X				
Bosch		X		X		
Buenos Aires		X		X	X	
Fibria Celulose				X	X	
Hamburg Port Authority (HPA)		X		X		
Jabil	X	X		X	X	
Kaeser Kompressoren		X		X		
Mercedes-AMG		X		X		
Meteo Protect		X		X		
NTT Communcations		X		X		
Stara		X		X		
Tennant		X			X	
Trenitalia		X		X		

SAP Leonardo Innovation Services, Open Innovation and Enterprise Edition

Get started

with your first individual prototype

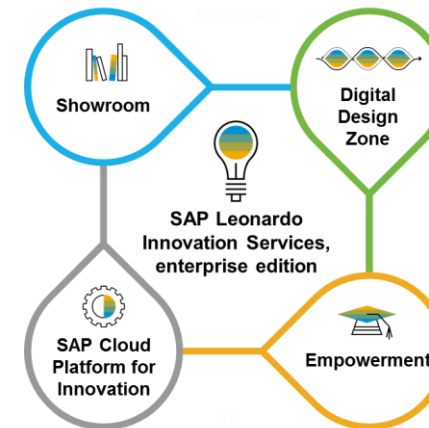


SAP Leonardo Innovation Services, open innovation edition

- 9+ weeks innovation
- 1 year engagement
- 1 individual use case

Digitize your company

with fast innovation lifecycles



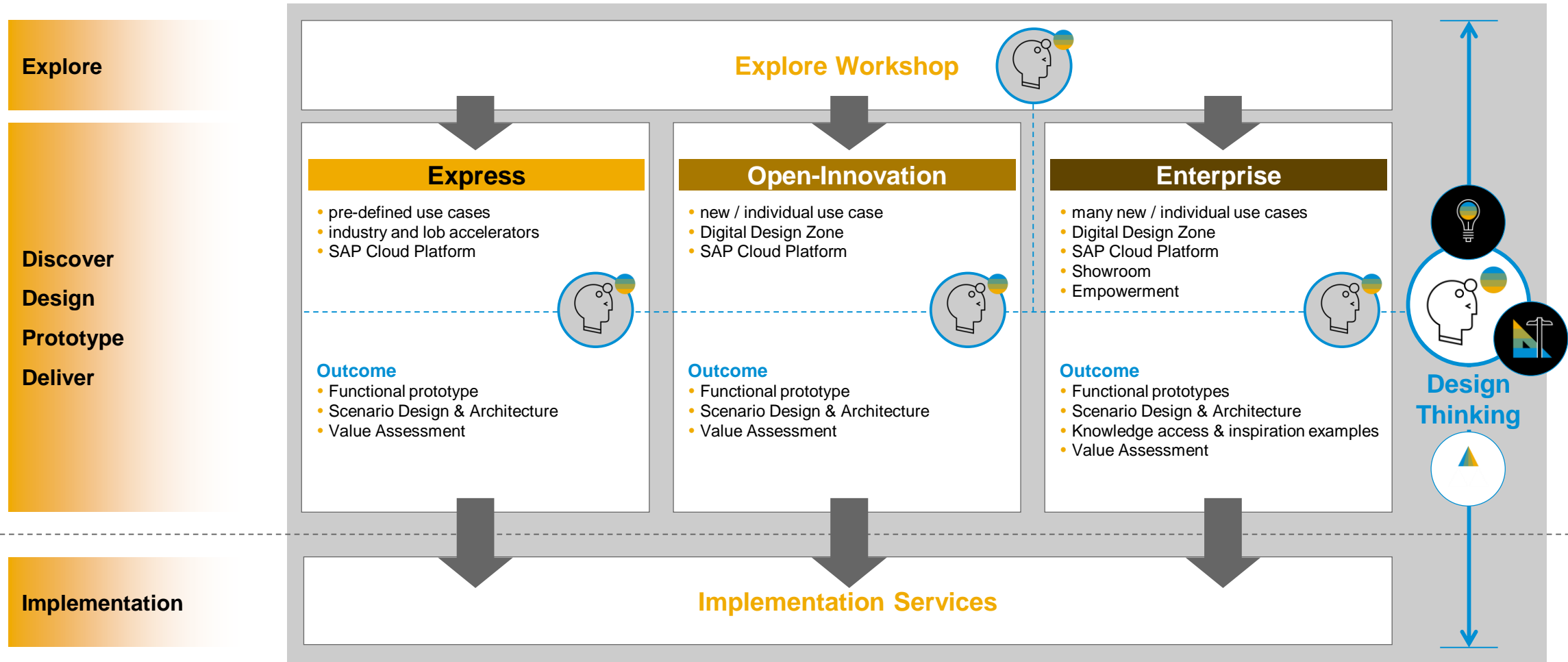
SAP Leonardo Innovation Services, enterprise edition

- 9+ weeks innovations
- 1 year engagement
- n individual use cases
- for SAP MaxAttention customer

SAP Leonardo Innovation Services

Customer View

SAP Portfolio / Offerings View



© 2018 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See <http://global.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.