



SAP Leonardo Accelerators

Agile and Rapid Innovation with SAP Leonardo Accelerators

Rakesh Gandhi, SAP Leonardo IoT Solutions GTM

Month 04, 2018

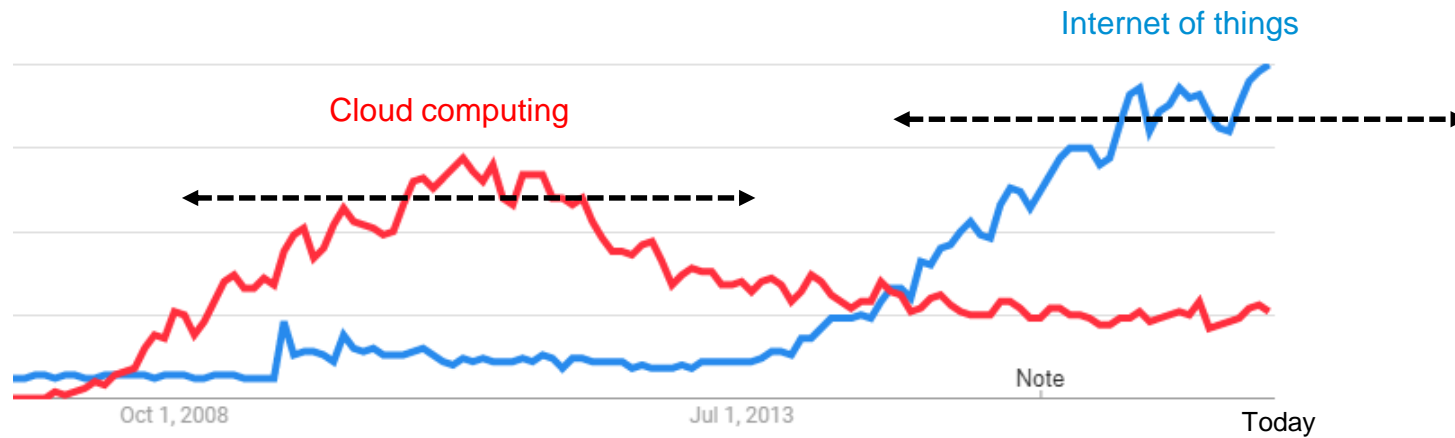
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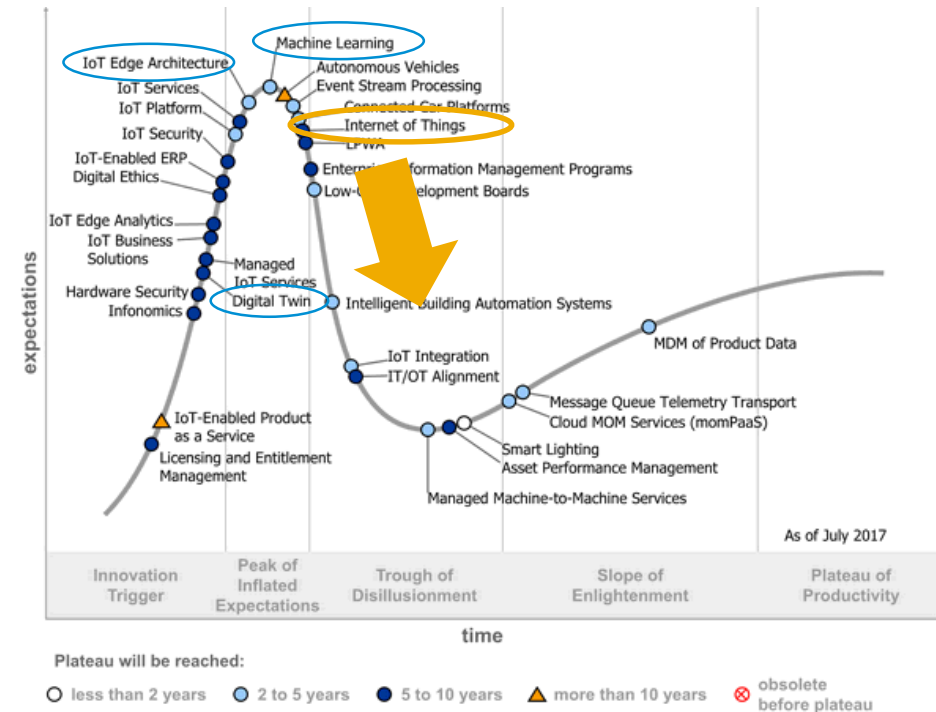
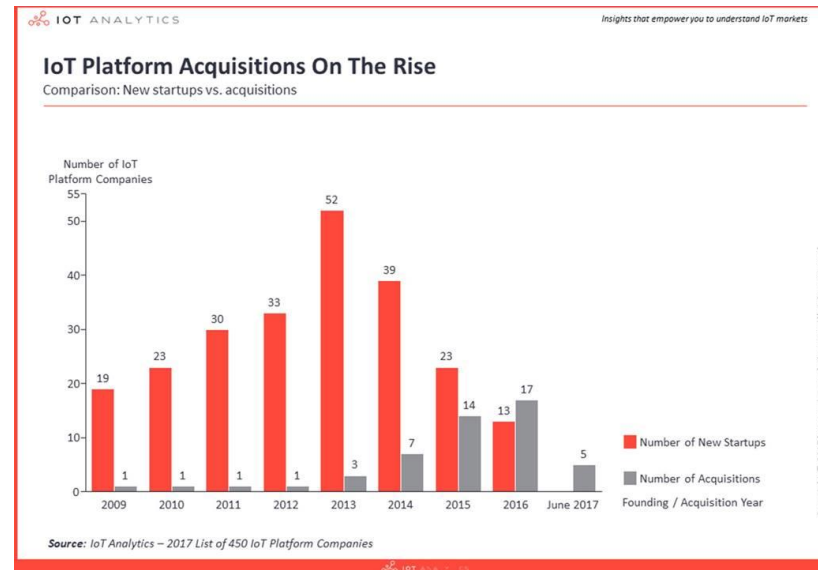
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The IoT hype is over

But the trough of disillusionment precedes **mainstream adoption** (in 5-10 years)



Source: Google Trends, <https://trends.google.com/trends/explore?date=all&q=%2Fm%2F02vnd10,cloud%20computing&hl=en-US>

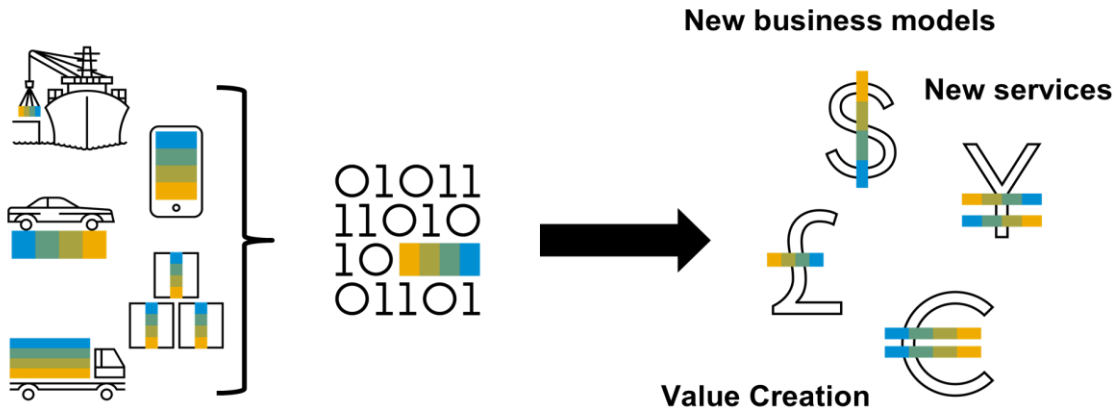


Source: Gartner, Hype Cycle for the Internet of Things, 2017

Source: IoT Analytics, 2017 <https://iot-analytics.com/iot-platform-comparison-how-providers-stack-up/>

IoT: Where lies the Real Value?

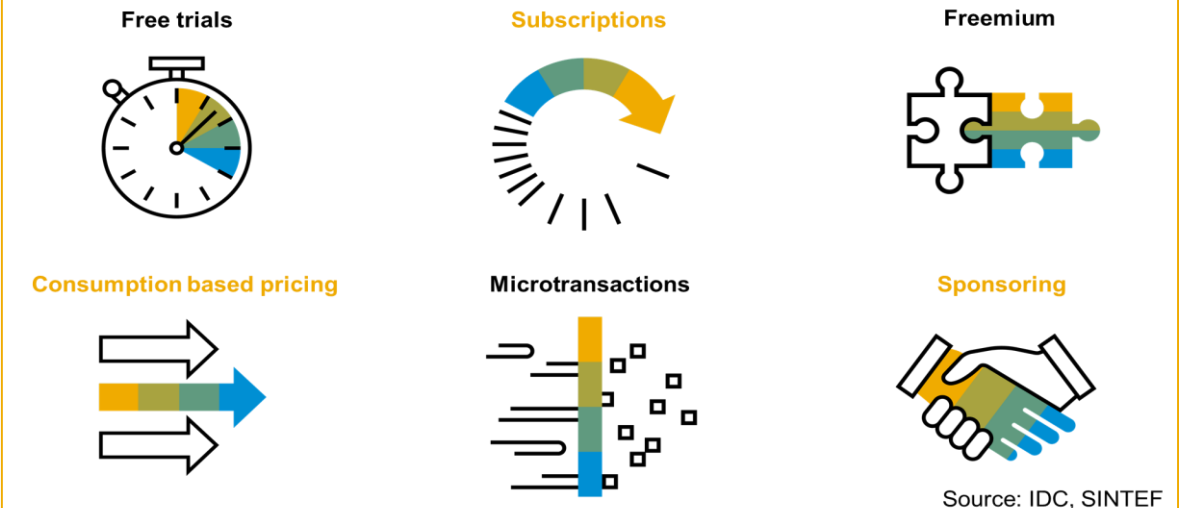
Turning Data into revenue



Need for Monetizing new business models

- Misconception of Internet of Thing(s)
- Focus on optimizing process
- Infusing Technology into business process to create the value

Emergence of New Business Models

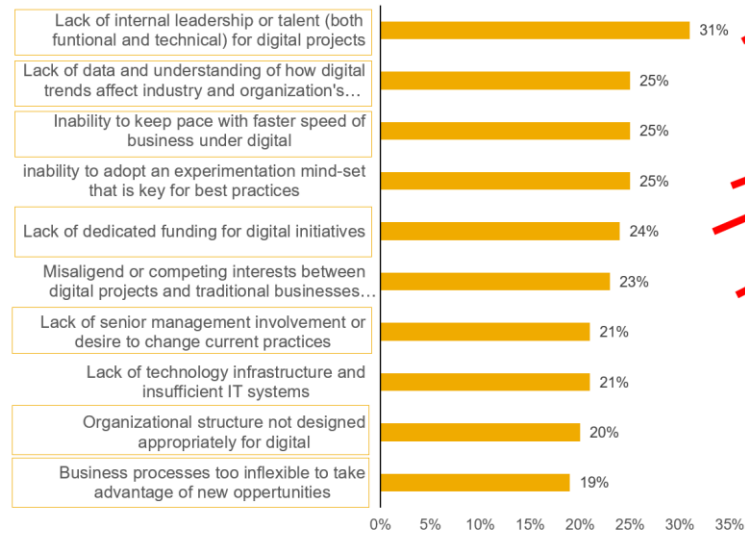


Source: IDC, SINTEF

Obstacles to adoption of IoT you might have found

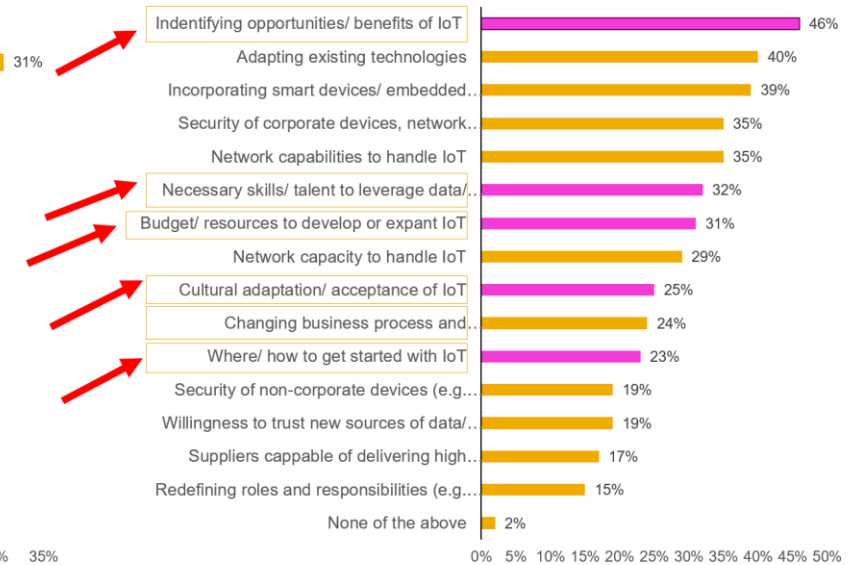
- Platform Return on Investment
- Transition to Cloud
- Go beyond Conceptual stage
- Security and Privacy
- Lack of common industry standards

Most significant challenges to meeting priorities for digital programs



Source: McKinsey&Company, Cracking the Digital Code, 2015

IoT Capabilities that present the biggest Challenges



Source: MPI Internet of Things Study, 2017

SAP Leonardo

***Faster Innovation
with Less Risk.***



**Proven Methodology.
Innovative Technology.
Accelerators.
You.**

SAP Leonardo Approach

1 Proven Methodology

EXPLORE

DISCOVER

DESIGN &
PROTOTYPE

DELIVER

2 Innovative Technologies


Identify Top
Use Cases

 Onsite User
Research

 Hands-on
Workshop


Interactive
Prototypes

 Implement

 Integration
Blueprint

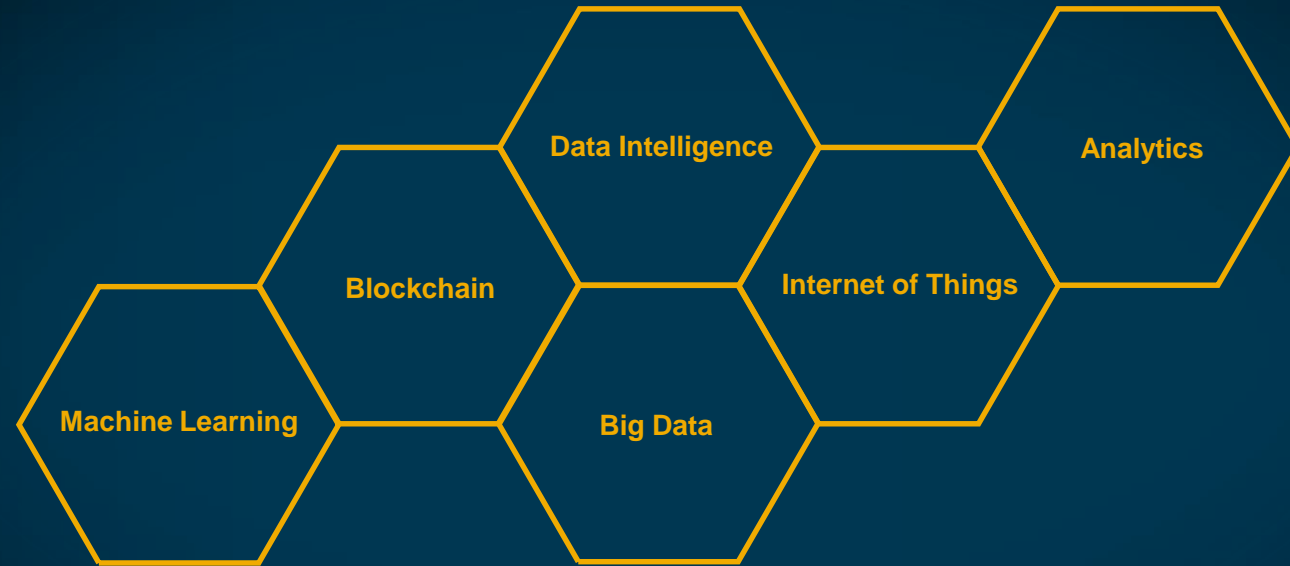
 Business
Case

3 Industry Accelerators



SAP Leonardo Capabilities

1 Proven Methodology

2 Innovative Technologies

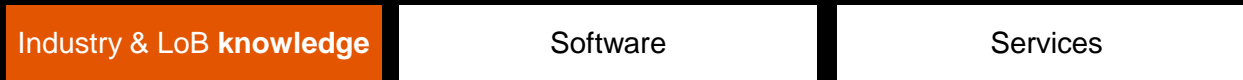


3 Industry Accelerators

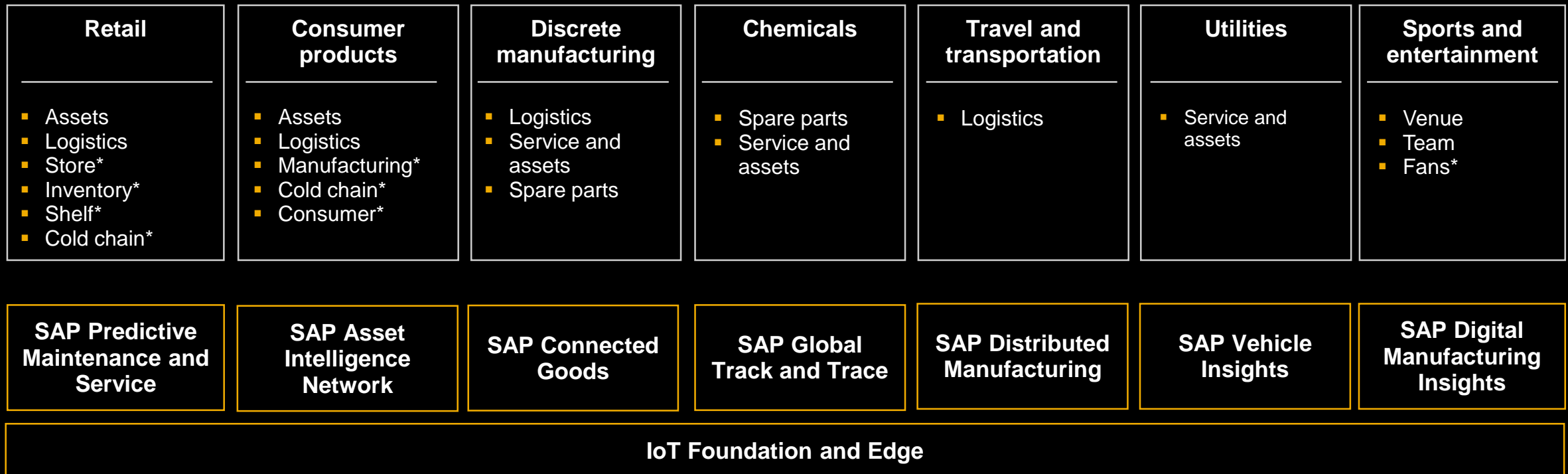
SAP Cloud Platform	Microservices Open APIs Flexible Runtimes Integration
SAP Database & Data Management	SAP HANA SAP Data Hub SAP Vora Open Source Storages <small>— AWS S3 <small>— SWIFT <small>— Hadoop <small>— ...</small></small></small></small>
Multi-Cloud Infrastructure	SAP  Google Cloud Platform Microsoft Azure 

... and SAP Leonardo IoT accelerator packages for specific LoB & Industry scenarios

Design thinking



- Fixed-price bundles
- Targeting common use cases for a 70%–80% fit
- Timeline to value in weeks not years
- 20+ Packages released















SAP Leonardo

1 Proven Methodology

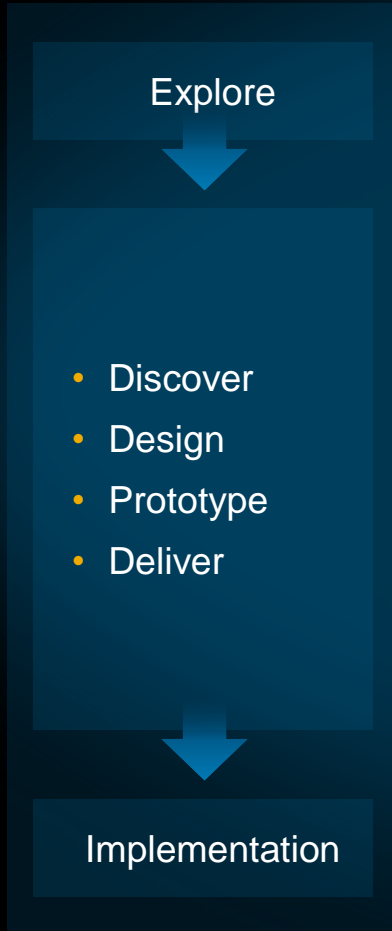
2 Innovative Technologies

3 Accelerators

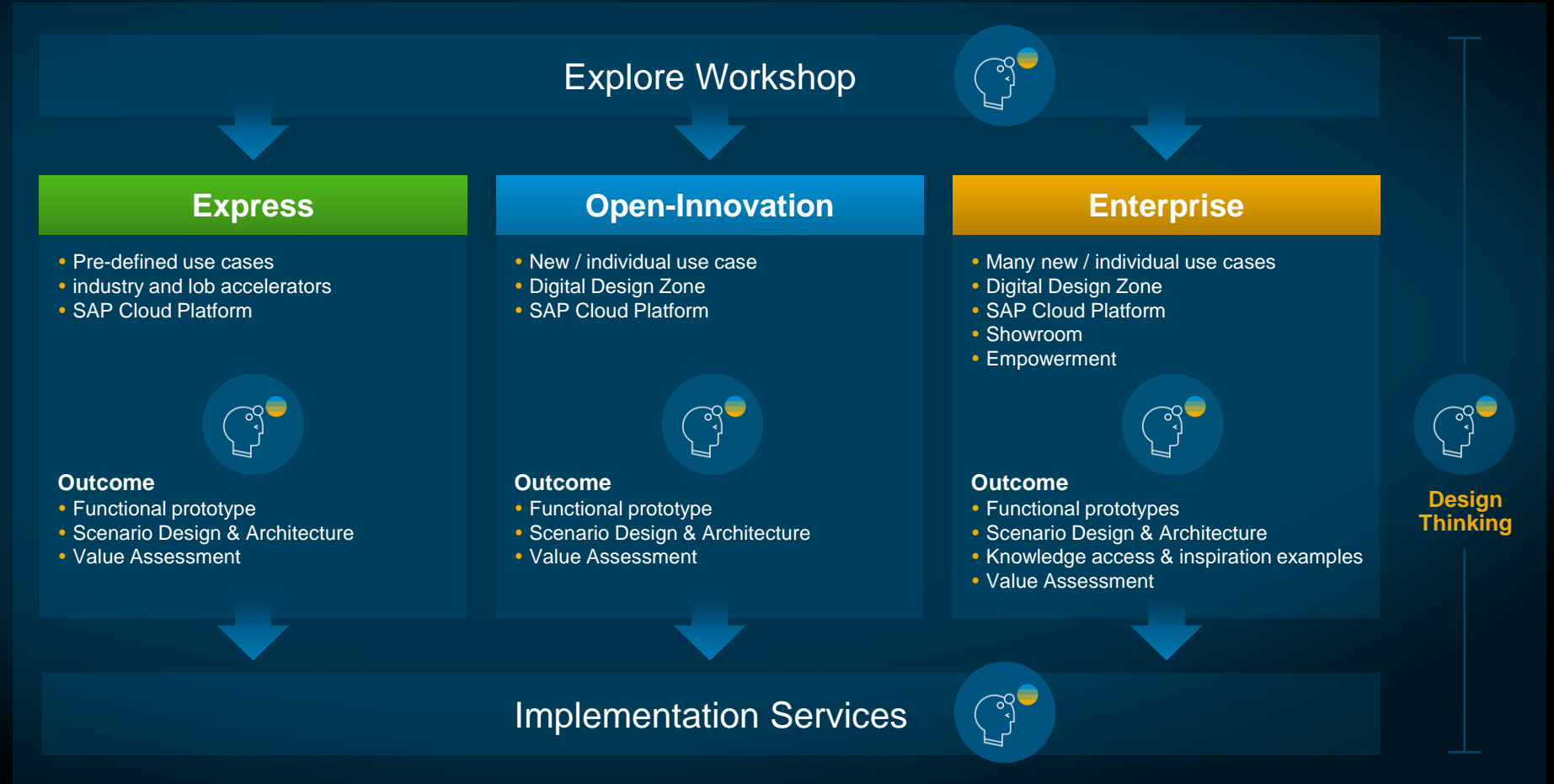
Retail  <ul style="list-style-type: none">• Assets• Logistics	Consumer Products  <ul style="list-style-type: none">• Assets• Logistics	Discrete Manufacturing  <ul style="list-style-type: none">• Service & Assets• Logistics• Spare Parts	Utilities  <ul style="list-style-type: none">• Service & Assets	Travel and Transportation  <ul style="list-style-type: none">• Logistics	Telecom  <ul style="list-style-type: none">• Big Data Margin Assurance NEW!
Chemicals  <ul style="list-style-type: none">• Service & Assets• Spare Parts	Sports & Entertainment  <ul style="list-style-type: none">• Venue• Team silver• Team gold	Life Sciences  <ul style="list-style-type: none">• Assets	Oil & Gas  <ul style="list-style-type: none">• Service & Assets	Mining  <ul style="list-style-type: none">• Fleet Operations	Automotive  <ul style="list-style-type: none">• Fleet Management COMING SOON!

SAP Leonardo Innovation Services

Customer View



SAP Portfolio / Offerings View



SAP Leonardo accelerators – Engagement Process

Express Innovation Services



*Optional – Assessed based on outcome of step 1

SAP Leonardo Innovation Services, express edition for SAP Connected Goods

Tasks and Deliverables



KICKOFF

1 DAY

SAP Services Tasks

One day customer workshop as kick-off meeting with the purpose to verify and document vision and scope.

Contractual Deliverables

- 1 day Kick-Off Workshop performed
- Initial Product Backlog and Vision and Scope Document filled

Delivery Efforts

3 person days, thereof 1 remote:

- 2 person onsite at the 1 day kick-off workshop
- plus 1 person preparing (2h) and summarizing the workshop (6h)

IMPLEMENT

5 WEEKS

Concrete SAP Services Tasks

Create thing model with up to 2 different thing types, 10 measurements and 10 attributes each.

Create up to 2 master data tables and upload provided data.*

Support onboarding of up to 5 devices.

Create a semantic model with up to 2 master data / device type mappings and 2 specific calculations.

Customize UI; overview & detail page for 2 thing types.

Configure up to 5 events, 5 simple rules and 2 notification template.

Contractual Deliverables

Workshop for CnG configuration & sensor data ingestion

Perform CnG configuration & sensor data ingestion

Workshop: Demonstrate and hand over configured CnG instance

Delivery Efforts

24 person days, thereof 12 remote

CLOSE

1 DAY

Concrete SAP Services Tasks

One day customer workshop to wrap-up the engagement.

Contractual Deliverables

1 day closing workshop performed

Delivery Efforts

3 PD, thereof 1 remote

- 2 PD onsite for the closing workshop
- 1 PD remote for final documentation

SAP Applications

- ▶ SAP Connected Goods
- ▶ SAP Cloud Platform IoT Services

Organization, Contacts and Material Number

- ▶ Delivery Organization: SAP DBS (Leonardo Services)
- ▶ Service Owner: Florian Strauf
- ▶ Service Delivery Owner: Axel Kuhle
- ▶ PAM/SOM: Axel Kuhle, Jörg Lange
- ▶ Service Material Number: 50139426

Additional Remarks and Constraints

- ▶ Connectivity prerequisites of SAP CP IoT Services have to be met
- ▶ Mobility restrictions (visa etc.) and additional issues (e.g. time zone related issues) have to be taken into account

Total Delivery Efforts and pricing

- 30 person days in total, thereof 14 remote
- Service costs to be calculated by MU based on efforts, MU margins, MU contingency, etc

Fixed scope, fixed effort, fixed price Service Offering drive G2M

But still with all flexibility to react on customers requirements

Services Delivered by SAP Digital Services and/or Partners

Standard offering

Fixed Scope,
Effort and Price

- ✓ Drives and simplifies G2M
- ✓ Gives confidence
- ✓ Shows expertise
- ✓ Strong basis for fine tuning



Adjustments based on
Customer specific
requirements

Customer specific offering

Customer
specific Scope,
Effort and Price

- ✓ The service offering “fits perfectly”
- ✓ Supports customers requirements
- ✓ Minor changes require low effort

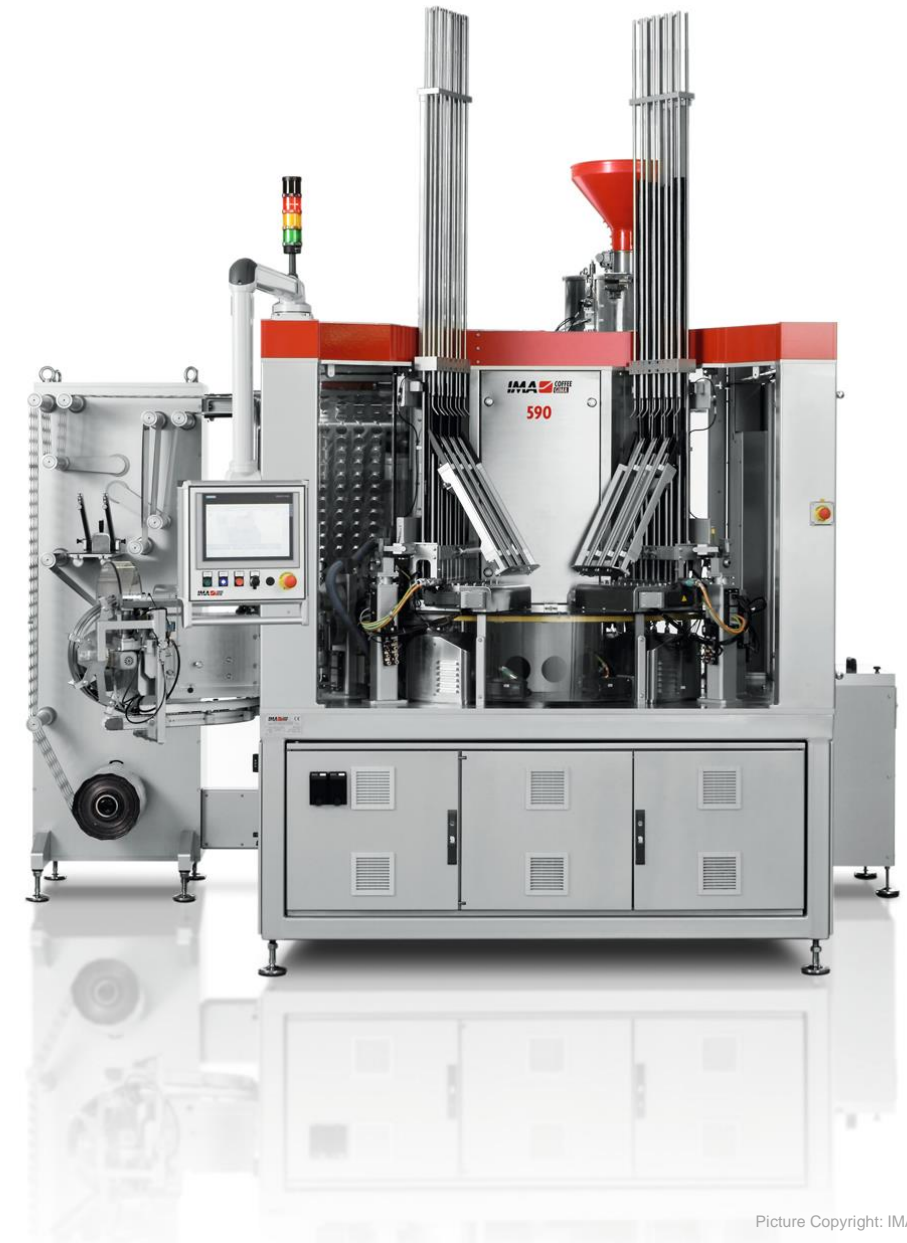
Feedback from actual customers

- ✓ Many customers heard about e.g. AIN, like it, but are **worried on the implementation cost**
- ✓ The accelerator proves what the **cost and timelines are**
- ✓ **When customers buy, it is mostly because it is a compact service where they know exactly what they get.** The cost and timelines are low.
- ✓ It makes our overall offering to the customer much **stronger**
- ✓ In most cases we do make some modifications, but most elements stay the same


Case Study – Manufacturing Customer

SAP Leonardo IoT Accelerator – Foundation & Edge

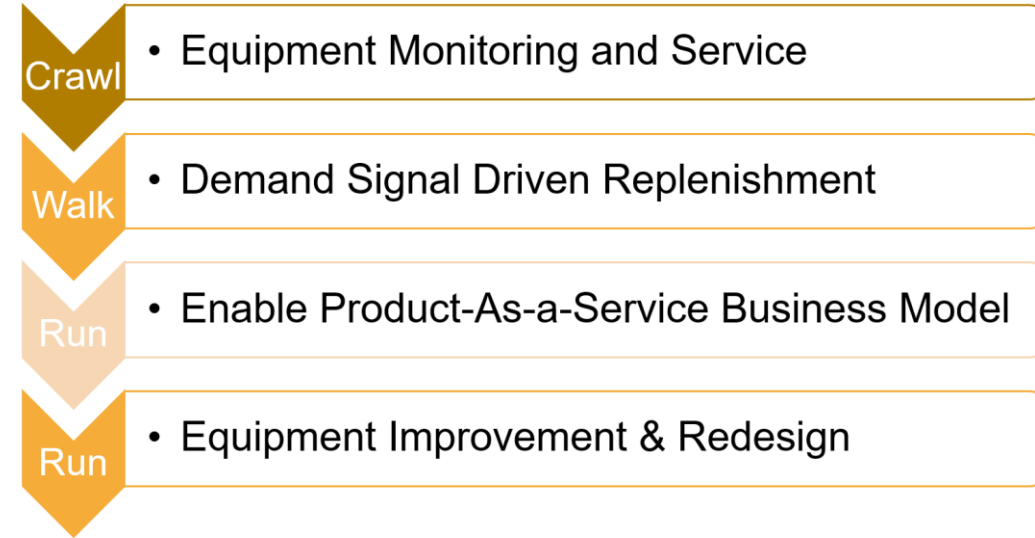
- Customer – Manufacturer of Industrial machines
- Business Problem
 - Deliver value to customer with real time monitoring of machine for higher uptime.
 - Vision to evolve new business model for growth
- Business Case:
 - Total Anticipated Annual Benefit – **Upwards of 3M Euros annually**
 - ROI on Project – **< 4 Months**
- SAP Elements used – **SAP Leonardo IOT Accelerator**
 - SAP Cloud Platform
 - SAP Cloud Platform Internet of Things Services
 - SAP Application Enablement
 - SAP Edge Services



Case Study - Customer Service & New Biz Model

- Sector – Manufacturer of packaging machines
- Region: NA
- Business Problem
 - Increase sales of consumables
 - Reduce Cost: Maintenance, inventory and supply logistics
 - Increase Efficiency: Product Utilization and Uptime
 - Customer Satisfaction: Real time visibility to consumption & machine uptime
- Business Case:
 - ROI on Project – < 6 Months
- SAP Elements used – **SAP Leonardo IOT Accelerator**
 - SAP Connected Goods
 - SAP Cloud Platform Internet of Things Services
 - SAP Edge Services
 - Cloud Integration – Hybris Sales and Service
- Deployment model – Cloud & Express Innovation service by Partner
- Partner 

Business Case



Drive Top & Bottom Line Benefits

Customer Quotes

“A Machine can be down for **10% or more in a year**” – Manny

“**3 to 6 hours per visit could be saved** if we have prior insight into the issue” – Jon, EAM Supervisor

“Our Growth Target is **15% YoY**, FIP has **tripled in 3 years**” – Sean, NA Sales

Customer Choice

Partners Eco-system will also play an important role

Solution Area	NA	EMEA	MEE	LATAM	APJ	Greater China
Connected Goods	<ul style="list-style-type: none"> KPIT* Deloitte* 	<ul style="list-style-type: none"> Accenture Westernacher HCL itelligence 	<ul style="list-style-type: none"> Deloitte MHP Westernacher Neocception 	<ul style="list-style-type: none"> GO-SCM* Pelissari Protech* SPRO 	<ul style="list-style-type: none"> Bristlecone* KPIT* Robert Bosch Accenture Hitachi Consulting 	
Vehicle Insights	<ul style="list-style-type: none"> HCL* 	<ul style="list-style-type: none"> Rocket Accenture Deloitte EOH 	<ul style="list-style-type: none"> Deloitte MHP Westernacher Itelligence EY 	<ul style="list-style-type: none"> CSTI* GO-SCM* Protech* 	<ul style="list-style-type: none"> KPIT* Robert Bosch Tech Mahindra* 	
PDMS	<ul style="list-style-type: none"> Fujitsu* Vesta Deloitte* Capgemini 	<ul style="list-style-type: none"> Accenture* Capgemini Deloitte Vestas Delaware itelligence 	<ul style="list-style-type: none"> MHP Westernacher Itelligence 	<ul style="list-style-type: none"> Infosys Intechpro* Sintec Neoris 	<ul style="list-style-type: none"> Vesta* KPIT 	
Asset Intelligence Network	<ul style="list-style-type: none"> Vesta* Utopia 	<ul style="list-style-type: none"> Accenture* Capgemini Deloitte Delaware Vestas itelligence 	<ul style="list-style-type: none"> MHP Trebing & Himstedt Itelligence EY Deloitte 		<ul style="list-style-type: none"> Vesta* KPIT Tech Mahindra 	
Digital Manufacturing Insights	<ul style="list-style-type: none"> Fujitsu* Deloitte Capgemini 	<ul style="list-style-type: none"> Capgemini HCL 	<ul style="list-style-type: none"> Salt Trebing & Himstedt MHP IGZ 	<ul style="list-style-type: none"> SPI 	<ul style="list-style-type: none"> Fujitsu 	

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LoB Asset Management	<ul style="list-style-type: none"> Vesta Havensight Utopia 	<ul style="list-style-type: none"> Accenture* Capgemini Deloitte Delaware Vestas 		<ul style="list-style-type: none"> Seidor 	<ul style="list-style-type: none"> Vesta* 	
Distributed Manufacturing	<ul style="list-style-type: none"> Deloitte 	<ul style="list-style-type: none"> HCL Capgemini 		<ul style="list-style-type: none"> Neoris 	<ul style="list-style-type: none"> Axis Consulting 	
Global Track & Trace	<ul style="list-style-type: none"> Movilitas* 	<ul style="list-style-type: none"> Westernacher Camelot Movilitas 	<ul style="list-style-type: none"> Movilitas 	<ul style="list-style-type: none"> Exed* 	<ul style="list-style-type: none"> KPIT* Tech Mahindra Bristlecone 	<ul style="list-style-type: none"> NTT Data

Jam link for partner service offering : [for IOT Accelerators by Regions](#)

*** Delivers express innovation services SAP IoT Accelerator**

SAP Leonardo IoT Accelerator Partner Examples

- Partners available in each region
- Active joint business development
- Joint GTM

KPIT ACCELERATOR SOLUTION FOR ASSET INTELLIGENCE NETWORK

Business Value	Example Use Cases	What's Included?	KPIT Resources
<p>Maximize the business value of IoT data for your assets. Centralize real-time insights for asset performance, downtime, maintenance requirements, etc.</p> <p>Make insights actionable with seamless integration of live vehicle data to back-end systems or core SAP processes to trigger service order tickets, purchase reqs, supply chain alerts and more.</p> <p>KPIT's Accelerator offers a Design Thinking derived pilot with your data in 6-weeks via our pre-packaged pilot & IoT cloud sandbox with ready-made user analytics stories and use cases.</p>	<ul style="list-style-type: none"> Asset Health Monitoring & Diagnostics Live Asset Views Service Order Optimization & Automation Workforce Optimization 	<ul style="list-style-type: none"> 1 Week Design Thinking workshop (with SAP) 1 use case & core business process** Up to 3 IoT or telemetry enabled devices Geo-fencing configuration to single template 2 sensor KPI measurements per device 2 Analytics Dashboards (device + location views) 2 user role stories (e.g. service tech, sales, ops, etc) 2 threshold triggers for rule based notifications Live demo with value assessment & ramp-up roadmap 	<ul style="list-style-type: none"> Engagement Manager Cloud IoT Developer Edge Services Developer Analytics Developer
<p>KPIT Contacts: Albert Lilly (N.A.) 512-289-3246 albert.lilly@kpit.com</p> <p>Ram Yadav (APAC) +91 9860 6673 00 Ram.Yadav@kpit.com</p>	<p>Industries</p> <ul style="list-style-type: none"> Chemicals Energy & Natural Resources Power & Utilities Telecom Manufacturing 	<p>Client Commitments</p> <ul style="list-style-type: none"> Executive Sponsor (VP/CXO): 1-Day Extended Biz/IT Stakeholders: 2-Days Core Biz/IT Team: 4-Days Systems/Software Developer: 6-Days 	<p>*FIXED INVESTMENT: 40K USD/1.1M INR DURATION: 6-WEEKS</p> <p><small>* Pricing may be subject to final SOW. Non-inclusive of T&E costs ** Backend/ERP process integration not in scope of pilot.</small></p>

ENGAGEMENT MODEL

KPIT & SAP INTERNAL ONLY - NOT FOR EXTERNAL DISTRIBUTION

SAP Track & Trace & In Transit Condition Monitoring



Accelerator Scope	Inclusions
Industries	Discrete Manufacturing, Automotive, CPG, Life Sciences
Supply Chain Function	Logistics, Traceability & WIP Inventory
Type of Assets	Any asset/product/part in transport and/or assembly area
No. of Assets	20
Type of Sensor	BLE/WIFI/GSM/COST & Partner Stack Temp :-20 to +60 C, Rh-0-100% Shock-1G-8G, 3 axis motion Location GPS Based-real time (as per use case)
Back End Systems	Excel or CSV
UI/UX Configuration	Primary - Location, Secondary - Temp, Humidity, Physical Shock Map Overlay, Trending Charts for all 4 Measures
Rule Configuration	Alert on Proximity to destination Alert on Temp, Humidity, Shock - going beyond threshold
Key Exclusions	Integration with backend ERP systems Integration with any 3rd party or legacy systems 3rd party or legacy sensor hardware can be supported only if OEM provides support

Engagement Duration
6 Weeks

Cost
USD 31,000

Contact Person
Mr. Shubham Singh shubham.singh@bcone.com

SAP LEONARDO – SCOPE OF LIVE PILOT FOR PLANT BASED CONDITION BASED MAINTENANCE

- Cost: Max. \$30,000
- Duration Max. 6 weeks.
- Scope
 - Assessment of top 5 critical equipment
 - Evaluation of CBM requirements
 - Integration up to 5 sensors to Leonardo
 - Integration of Leonardo to ERP
 - Configuration of data monitoring dashboards and action reports
 - Optional
 - SAP PM configuration



SAP Vehicle Insights



- Cost : USD 200 per Vehicle/month (min 500 vehicles) + USD 30K setup fee
- Duration : Max. ~ 7 weeks
- Suggested Scope :
 - Vehicle Insights, Sap Cloud platform & Cloud Analytics subscriptions included
 - Up to 3 GPS dongles
 - Up to 4 sensor measurements (e.g. speed, location, direction, time & date, ...)
 - Master data and defining metadata is going to be set up manually
 - UI configuration showing device details - monitoring of 1 primary KPI, and trend charts for 2 or more sensor measurements
 - Configuration of threshold for up to 3 events and business rule for generating alerts & notifications
 - Geo fencing
 - UX configuration – Visual filters, chart types, map overlays, geo mapping
 - 1 generic business role

Additional scope not include, but available to quote on a case by case:

- Reports & dashboards extensions via Cloud Analytics (may require additional subscriptions)
- Extension for closing the loop with Insight to Action using SAP Cloud Platform Integration iFlows to integrate to Digital Core (may require additional subscriptions)



Partner Examples – Global SI Partners

Beyond Accelerators



This application enables fleet analysts to track, in real-time, the health of the customer's fleet.


- Solution:**
- SAP Leonardo and SAP Cloud Platform
 - Integration with IoT live feed to process real time sensor data
 - Integration with SAP PM for work order management
 - Integration with 3rd party APIs to enrich navigation experience
- Results:**
- The proof of concept enabled the client to:
- Test the feasibility of "real-time" analytics
 - Demonstrate the benefits of SAP Cloud Platform
 - Bring innovation to the business
- In addition to meeting the brief, the application now helps analysts to identify up-sell opportunities, and improve overall customer service.

accenture www.accenture.com/leonardo/industry/transportation



Deloitte

Live Enterprise – Predictive Maintenance



Function: Manufacturing
Processes: Production, Maintenance
Industry: Manufacturing companies; Asset Heavy Industries

For more information contact aaa@deloitte.com

Business Driver

While a lot of shop floors have all the data available for efficient decision making, the key to predict the machine failures lies hidden in the noise. Predicting these failures ahead of time will help prevent downtime, additional costs and long term damage. Extracting information from the huge data is like finding a needle in a burning haystack, especially when time is of the essence.

Solution Overview

Deloitte's use case of "Live Enterprise – Predictive Maintenance" built on top of SAP Predictive Maintenance and Service provides a holistic management of asset health and decision support for maintenance schedules, and the optimization of resources based on health scores, anomaly detection, and spectral analysis.

Features

- Connect Sensors from shop floor to the digital core
- Apply deep analytics capabilities on sensors available on the shop floor
- Generate actionable insights from the shop floor signals into the S4 Digital Core and through to ISF Response Management for immediate action and replanning
- Predictive Analytics
 - Survival techniques
 - Anomaly detection
 - Distance based analysis
 - Scalable, High Performance and Open Platform
- Connected to MI / PCO over leveraging Smart Data Streaming
- In memory computing HANA database with connected R server
- Integration with SAP IQ for low cost data storage*

Potential Benefits

- Improve asset utilization via reduction of unscheduled asset downtime and extending the useful life of assets
- By increasing machine uptime, increase productivity and thereby increase revenue via predictive maintenance as opposed to reactive servicing
- As an OEM, you can serve your customers better by monitoring customer assets and providing them with a timely maintenance
- Move towards a service-driven business model over a product-driven business model with a higher guarantee on the asset longevity and utilization

ISF

- Connected Sensors/Telemetry
- Historian Integration
- Real time streaming & Big Data Ingest

Machine Learning

- Real time data scoring
- Predictive Modeling of Maintenance needs

Analytics

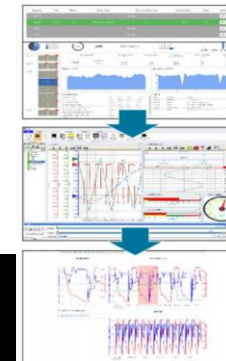
- Geographical Dash boarding
- Asset Health Scoring
- Simple extension to provide new customer specific analyses
- History and Trend Analysis

S4 Integration

- Plant Maintenance Integration
- Quality Management Integration

Capgemini's Predictive Maintenance in a Box

Reduce unplanned downtime through predictive algorithms and SAP's PdMS Platform



- Business Value**
- ✓ **Rapid Project Deployment Solution** – ready-to-use solution deployable to one industrial process (injection, stamping, etc.) in a few weeks.
 - ✓ **Bring your own Equipment** – solution agnostic to machine and equipment (as long as PLC data is available).
 - ✓ **Pre-Configured learning Algorithms** – to capture data and increase predictive capacity from the first day.
 - ✓ **Design thinking Approach** – to deliver consulting services to help to define the client's strategic KPIs.
 - ✓ **Integration** – with data quality and ERP systems to handle full cycle of data, leveraging PdMS pre-integration with SAP solutions.
- Target Customer Profile**
- Upper GB to LE Manufacturers
 - Asset intensive shop floor
 - **Industries:** Automotive, Aerospace & Defense, IM&C, Life Sciences, Consumer Products, High Tech
- Solution Bill of Materials**
- **Built on SAP Leonardo**, with PdMS solution
 - **SAP HANA** storage for real time capabilities
 - **Algorithms and Interfaces** by Capgemini
 - **Implementation Services** by Capgemini
- Results**
- ✓ **Higher asset productivity** with automated monitoring and notification processes.
 - ✓ **Improve Reliability & Visibility:** Increase asset availability with condition-based maintenance procedures and tools.
 - ✓ **Improve Cash Flow:** Decrease spare parts inventory rate.
 - ✓ **Maximize Asset Uptime:** Decrease unplanned outages with preventive and predictive vs. reactive maintenance.
 - ✓ **Maximize the utilization of technician workforce:** Increase the first time fix rate through availability of better information about root causes of problems with equipment.
- Target Audience**
- VP/Directors of Operations or Engineering
 - Plant/maintenance managers
 - Mid level managers of operation
- Capgemini + SAP = Strategic Partner Innovation Platform
- Fast Digital 4 Manufacturing (FD4)



Fujitsu Predictive Maintenance Partner Accelerator Powered by SAP Leonardo

HCL Leonardo Vehicle Insights Accelerators

	Scope:	Time:	Investment:
Bronze Accelerator Pack	Up to 2 Sensors types 5 sensor measurements 3 scenarios SAP Leonardo	6 weeks	€40,000
Silver Accelerator Pack	Up to 5 Sensors types 10 sensor measurements 6 scenarios SAP Leonardo	10 weeks	€75,000
Gold Accelerator Pack	Up to 7 Sensors types 25 sensor measurements 6 scenarios 2 Custom SAP Leonardo	14 weeks	€130,000
Cold Chain Add-on Accelerator Pack	Up to 15 Sensors 1 Scenarios SAP Leonardo	2-4 weeks	€10,000-€20,000

Accelerated value assessment – Reimagine your business

IoT preconfigured business case

Operational Efficiency and New Business Outcomes with SAP Leonardo IoT

Reimagine: Business models
Digital Business Pillars: IoT & big data, Platform

Be Well With the Cloud Under Your Mattress!

_____ is a high-tech startup company with expertise in hospital bed monitoring devices. Their newest device is a wellness sensor, which can be slipped under the mattress to detect and monitor vital signs.

Supported on the HANA cloud platform, the system uses Bluetooth and Wi-Fi capabilities. Designed to use for anyone at home, the wellness sensor measures heart rate, respiration rate, and sleep and movement patterns, then sends the data via the cloud to the user's mobile app. The data can be shared for healthcare, research, personal purposes. It's a big leap towards 'preventive healthcare' and 'personal wellness'.

Access the external reference asset: [Read the customer journey >](#)

HANA helps Siemens' Customers Innovate

_____ Cloud for Industry, the market leading IoT Platform based on the SAP HANA Cloud Platform, is delivered as a Service offering for Siemens' industrial customers.

By connecting their industrial assets to the Siemens Cloud for Industry, customers will be able to proactively monitor and optimize their service processes and generate new revenue streams by selling services in addition to products.

Access the external reference asset: [Watch the customer success video >](#)

#	List of Cross Industry IoT Business Cases	Associated Leonardo Category (Connected Apps.)
1	<i>Connected Goods</i>	Connected Products
2/3	<i>Fixed Assets Insights for Asset Owners/ Service Providers</i> <i>Fixed Assets Insights for OEM</i>	Connected Assets / Connected Fleet
4	<i>Digital Manufacturing (Manufacturing Execution + Manufacturing Networks)</i>	Connected Assets
5	<i>Mobile Asset/Vehicle Insights</i>	Connected Fleet
6	<i>Logistics Network</i>	Connected Fleet

SAP Leonardo Accelerators – jump-start your journey

Think big, start small

1. Mitigates **start-up risk** and delivers **faster ROI**
2. Provides an **agile and standard-yet-flexible approach**. The **scope is, however, adjustable to customer requirements** to enable a fit in all customer-use cases. Empowers service owners to help out with scope refinement.
 - **Deliver pilot based** on known use case with an IoT standard solution
 - We are **integrating to real customer data** and not just PoC
 - SIs have a **predefined fixed scope, fixed efforts, and fixed price** offering to drive predictable TCO
3. Design thinking or design doing is not included in the standard package. However, both can be added if applicable.

Thank you.

Contact information:

F name L name

Title

Address

Phone number

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