Best Practices:
How customers and partners use SAP Cloud Platform today

Carsten Boennen, Dr. Wolfgang Weiss, SAP SE
Product Management SAP Cloud Platform
23. – 24.07.2018

SAP Run Simple

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Agenda

Digital Platform for Intelligent Enterprises

Extend Cloud and On-Prem Apps

Integrate Apps, Data and Processes

Build Differentiating Digital Apps

Connect People and Data

Summary

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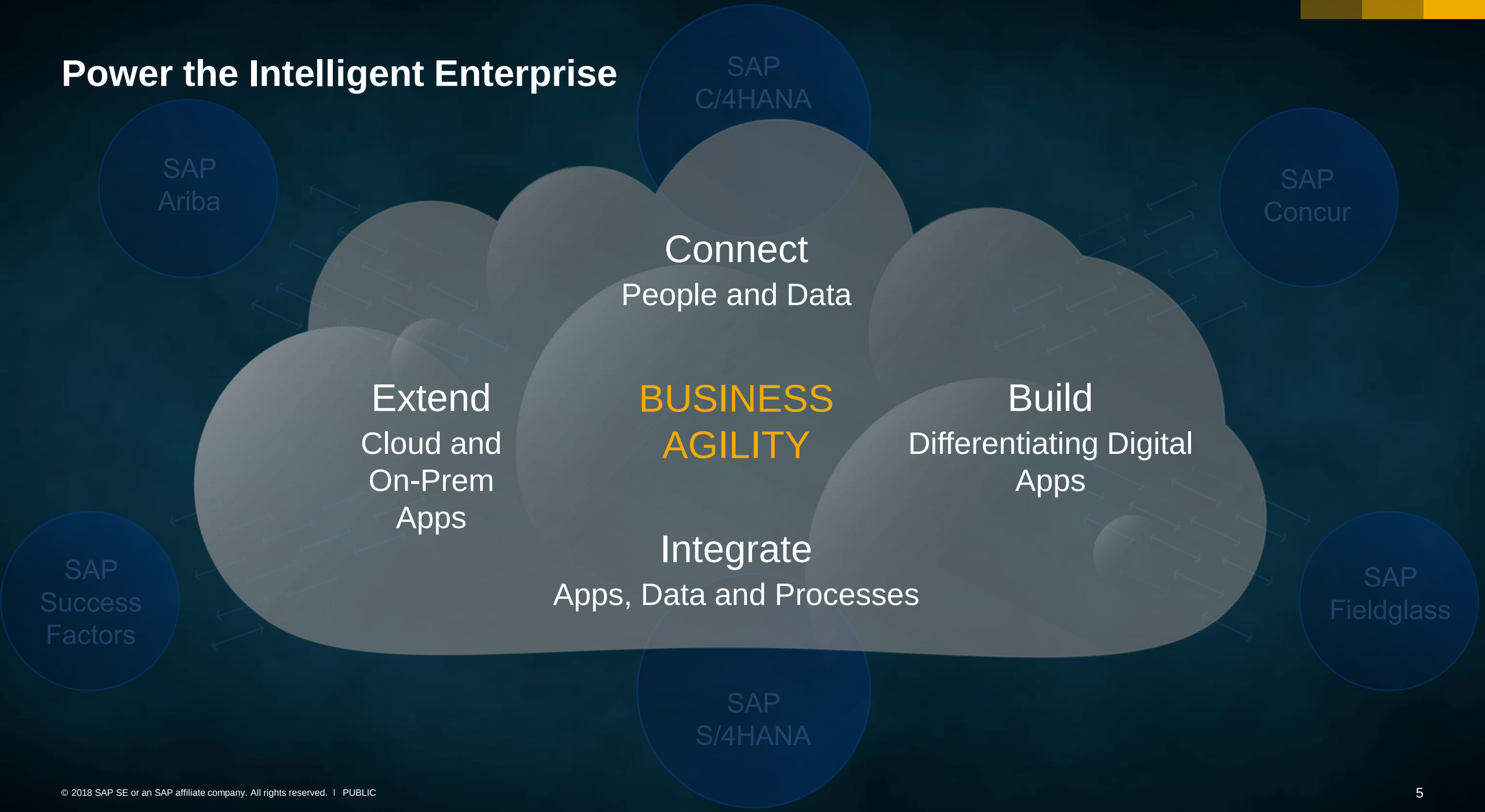
Digital Platform for Intelligent Enterprises

Power the Intelligent Enterprise



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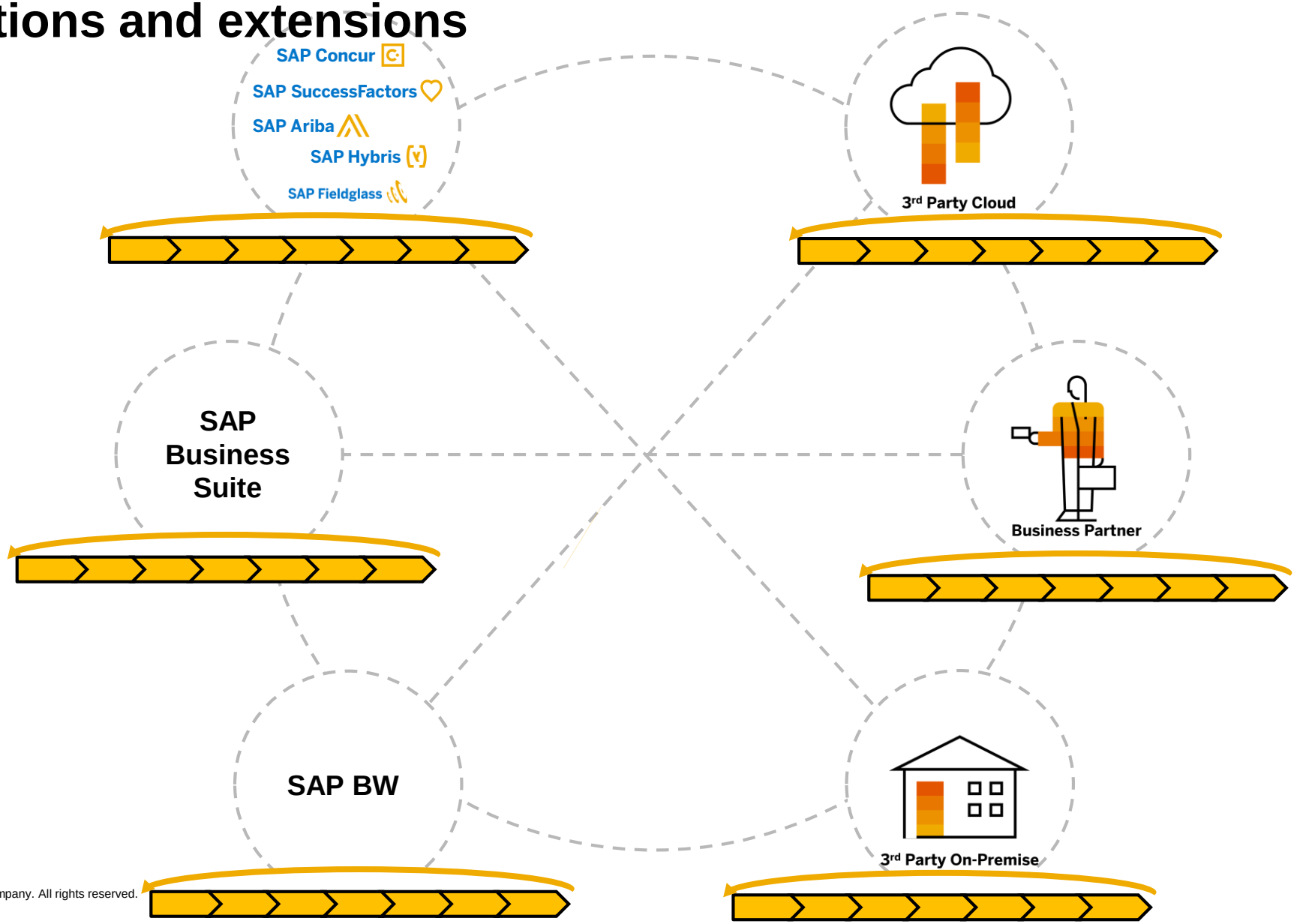
Gridlock of custom development caused by complexity of traditional modifications and extensions



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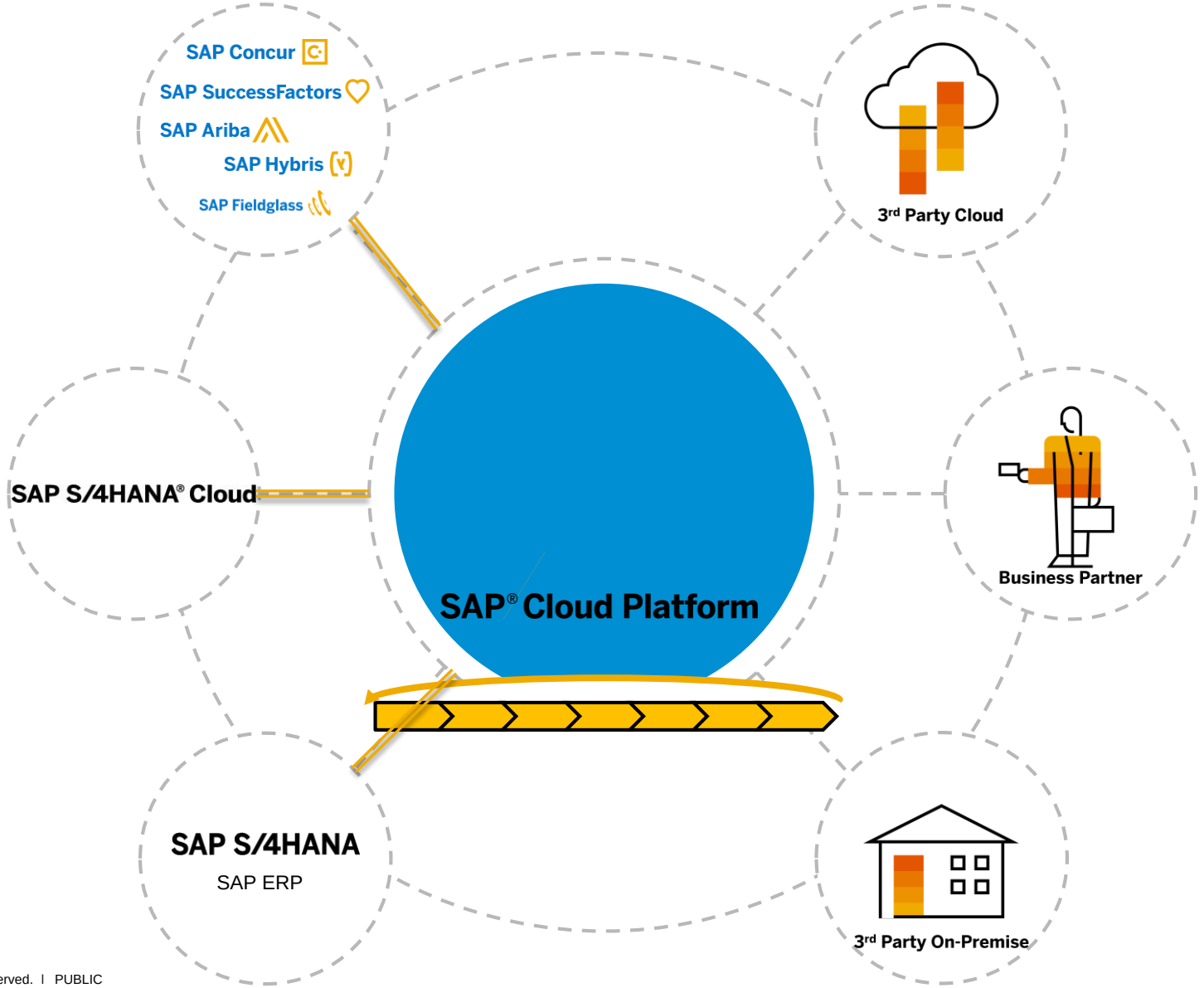
De-coupling enables flexible release strategy and shorter innovation cycle



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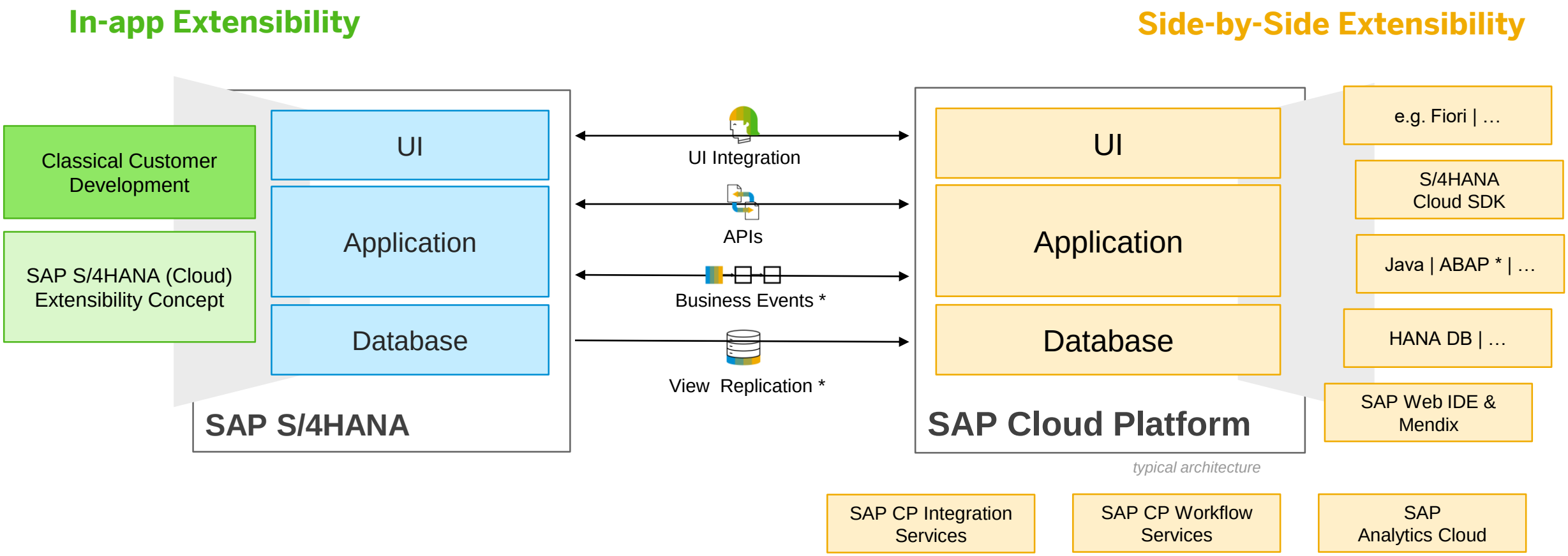
Extend Cloud and On-Prem Apps

Focus on extensions of SAP Business Suite and SAP S/4HANA

Extensions of SAP S/4HANA and SAP Business Suite



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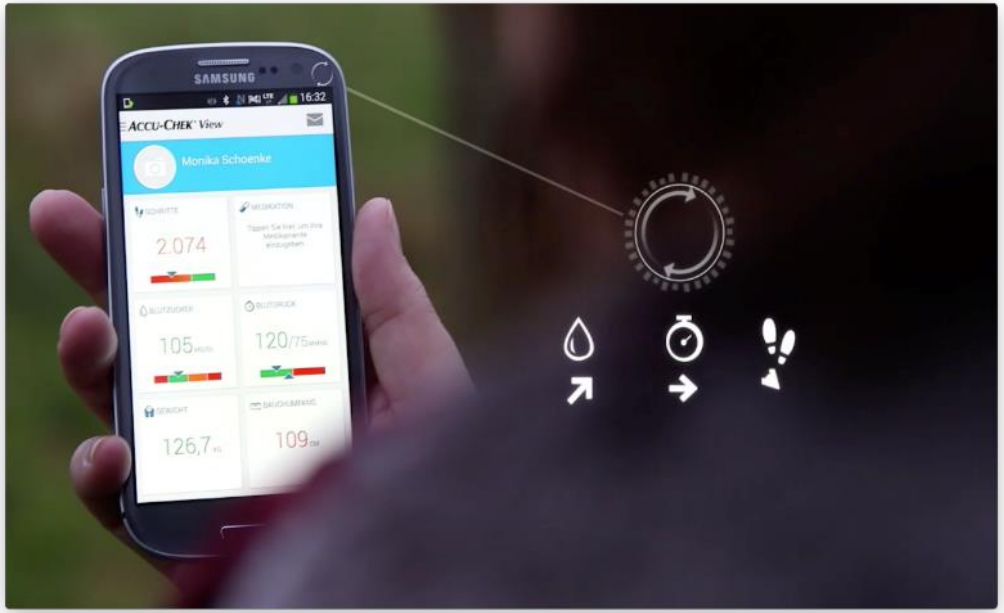
* Outlook / this is the current state of planning, and can be changed at anytime

Roche Connected Health – Diabetes Care

About **347 million people** worldwide have **diabetes**.



Enable doctors to follow the progress of their patients in **real time**. If indicators change, the health expert receives an **alert and can send messages** or set new goals for the patient. They can also send **a request to schedule an appointment** to discuss further treatments.

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Danone

Powering a B2B Self-Service e-Commerce Site with SAP Cloud Platform

"With SAP Cloud Platform Portal we can extend our business at Danone by creating attractive, highly functional websites using a reliable and secured backed connectivity."

Ged Hurst, Head of Development, Danone

Explore Related Links

- Customer Journey: Danone

Groupe Danone

Speed

Allows rapid deployments to different business units around the world

Integration

Easy and secured integration with SAP backend systems

Rich

Provides variety of tools to design custom branded sites

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https://cloudplatform.sap.com/success/danone.html

RuralCo: Serving the Customer Better by Quadrupling the Speed of Stocktaking

RuralCo: Serving the Customer Better by Quadrupling the Speed of Stocktaking with SAP Cloud Platform

Find out how agribusiness retailing giant Ruralco developed an SAP Fiori Cloud app that makes stocktaking faster and more accurate so that its clerks can give customers highly reliable inventory information.

https://www.youtube.com/watch?v=o0gHBqjfkCQ

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NTUC FairPrice Co-Operative
Gaining Agility from Real-Time Retailer-Supplier Collaboration

As Singapore's largest retailer, with half a million people relying on it each day, NTUC FairPrice Co-Operative needed an up-to-date solution to enhance and automate collaboration with its suppliers in order to meet customers' expectations and needs.

Increased Productivity and efficiency

Better Visibility of process and time to market

Higher Level of supplier satisfaction and effective collaboration

[Business Transformation Study: NTUC FairPrice Co-Operative]

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Adaptive Logistics

Company

- Still is a leading supplier of forklift trucks, platform trucks and tractors plus the latest intra-logistics systems
- Situation: Still is evolving from a pure product company to a service company

Process Innovation

- IoT connector is utilized to transfer real-time data from fleets to cloud
- Warehouse workers use smart mobile devices to allocate tasks to humans or machines in real-time
- A 3D visualization of the environment is used for truck orientation and positioning
- The truck directly receives warehouse tasks from SAP EWM

Benefit

- Establish efficient, fast and safe logistics processes
- Reduce time effort for material handling
- Apply technology also for fleet management optimization

Solution

- Still cubeXX concept forklift truck
- SAP Cloud Platform
- SAP Extended Warehouse Management (EWM)
- Mobile app for warehouse worker

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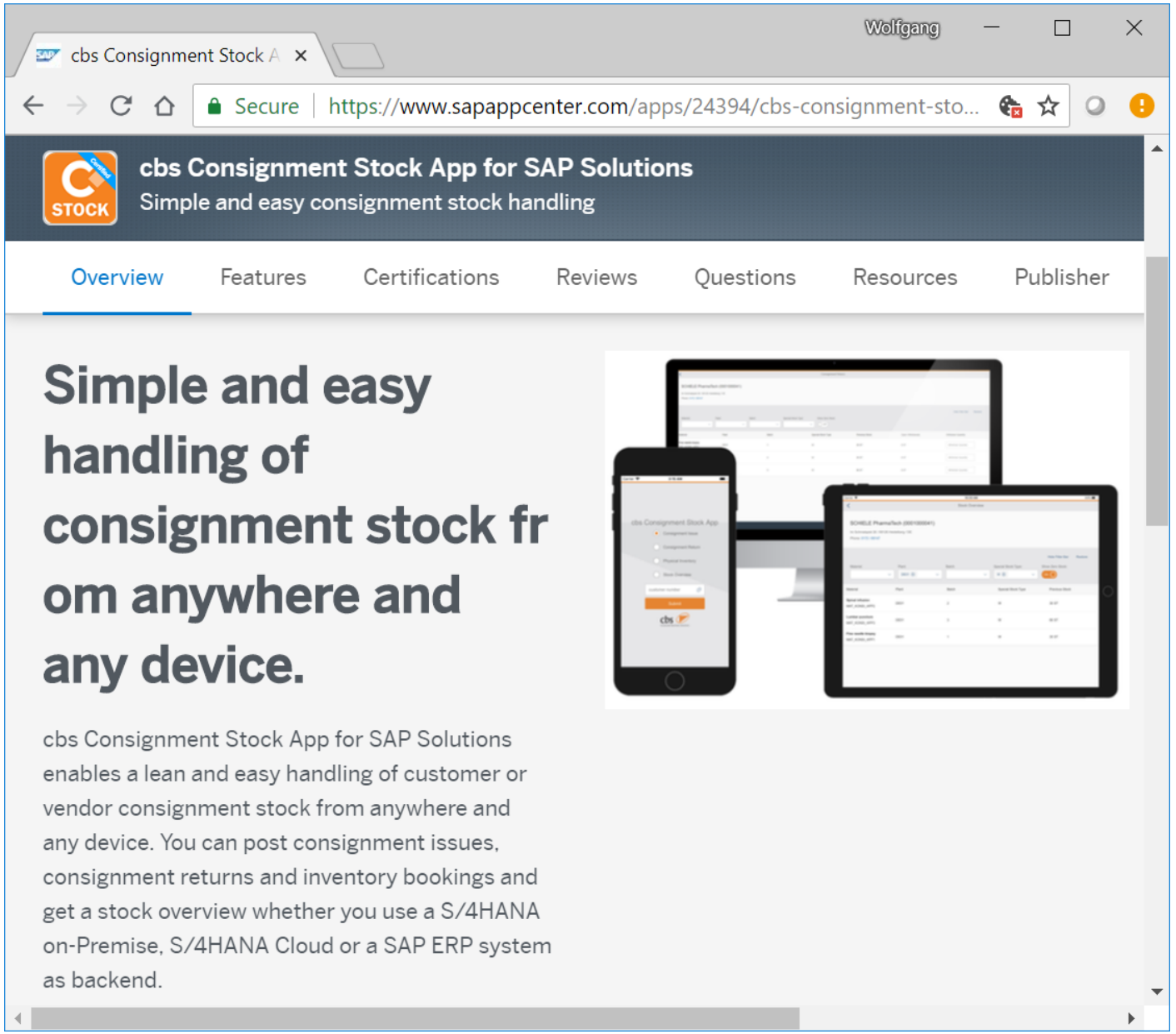
cbs Consignment Stock App for SAP Solutions



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Wolfgang

cbs Consignment Stock A

Secure | https://www.sapappcenter.com/apps/24394/cbs-consignment-stock-app-for-sap-solutions#!fea...

cbs Consignment Stock App for SAP Solutions

Simple and easy consignment stock handling

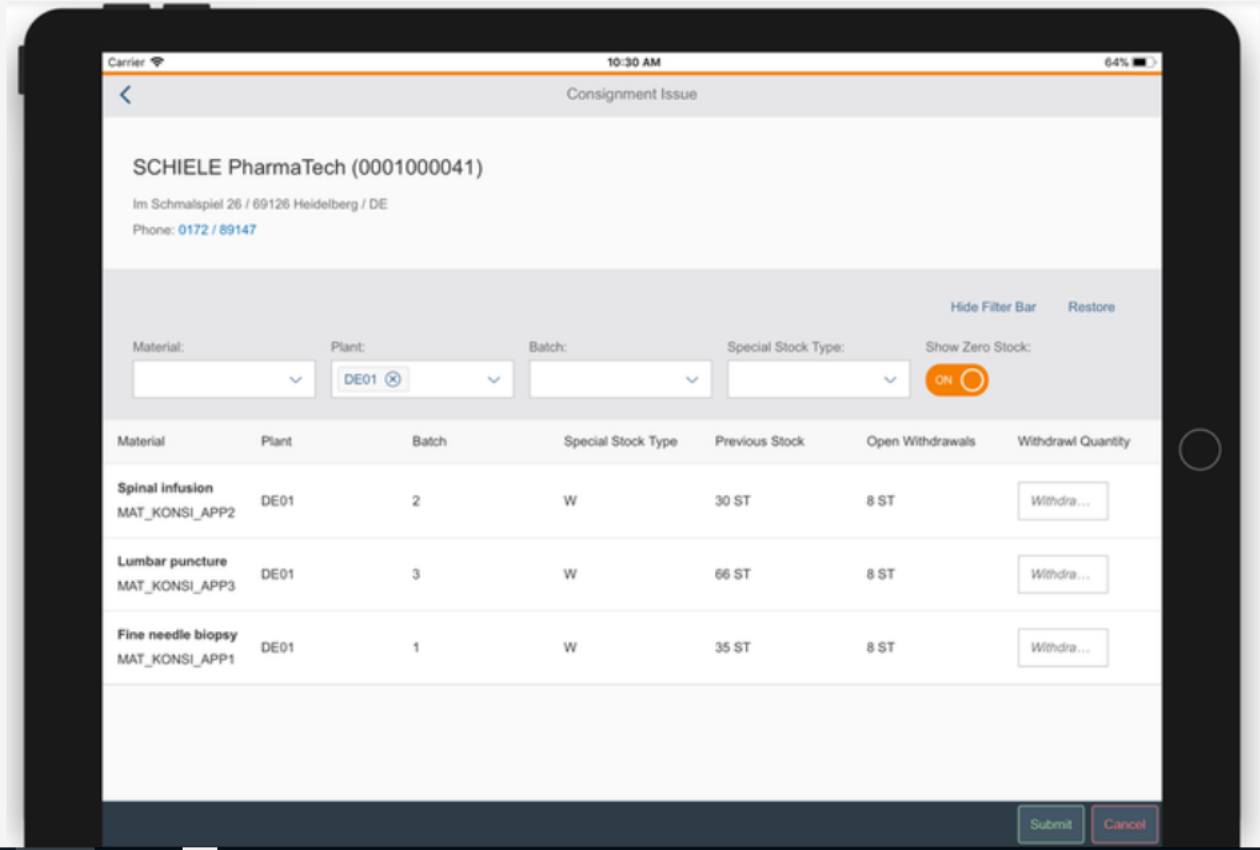
Contact Me

Overview | Features | Certifications | Reviews | Questions | Resources | Publisher | Editions & Pricing

- Consignment Issue
- Consignment Return
- Inventory Bookings
- Stock Overview
- Side-by-side Extensibility

Consignment Issue

If the customer withdraws consignment stock for use or sale, you record this transaction in the system by creating a consignment issue. The app offers you the possibility to carry out a consignment withdrawal within a few steps - select the customer, enter the quantity and post - done.



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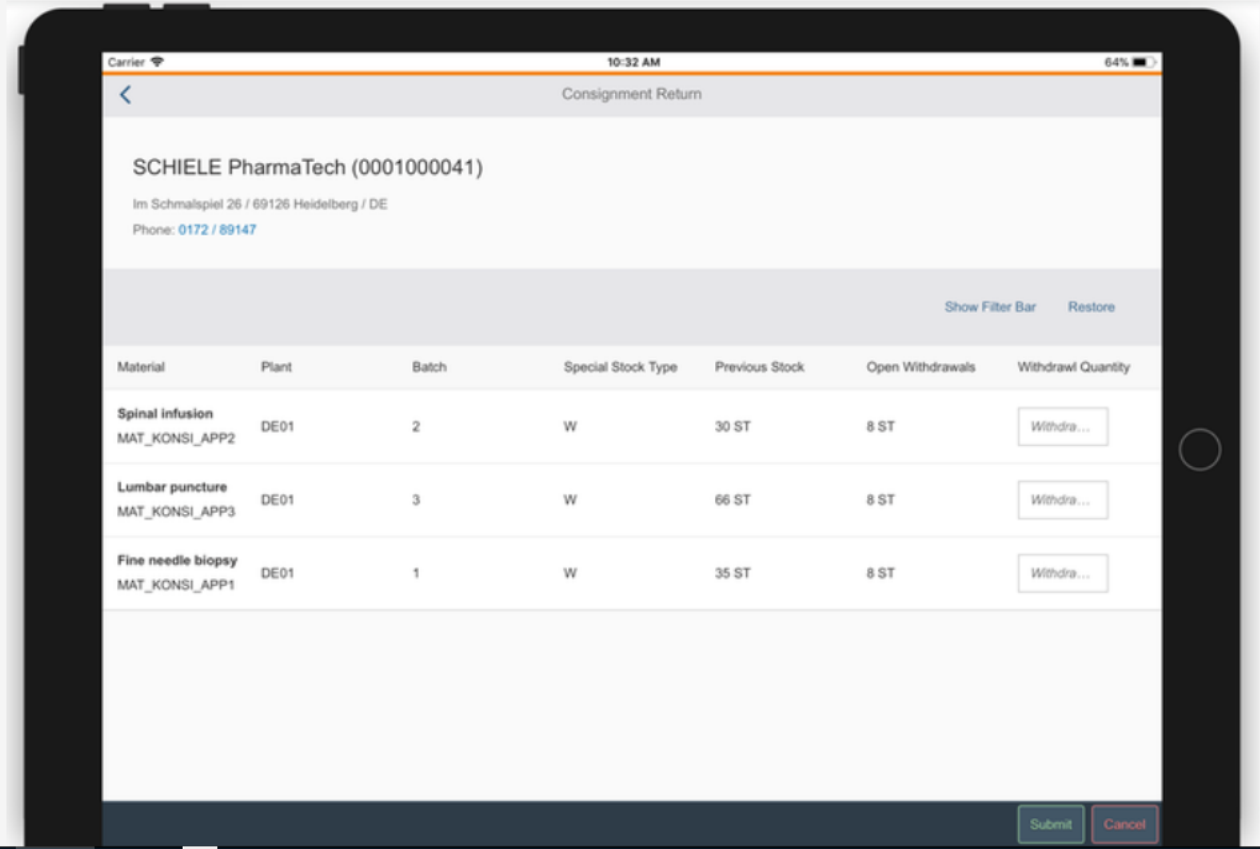
Consignment Return

Consignment returns allow your customer to take back goods previously withdrawn from consignment stock. If the customer wants to reverse a previous issue, record this transaction by creating a consignment return. You can use this app to store consignment returns in the system within a few steps.



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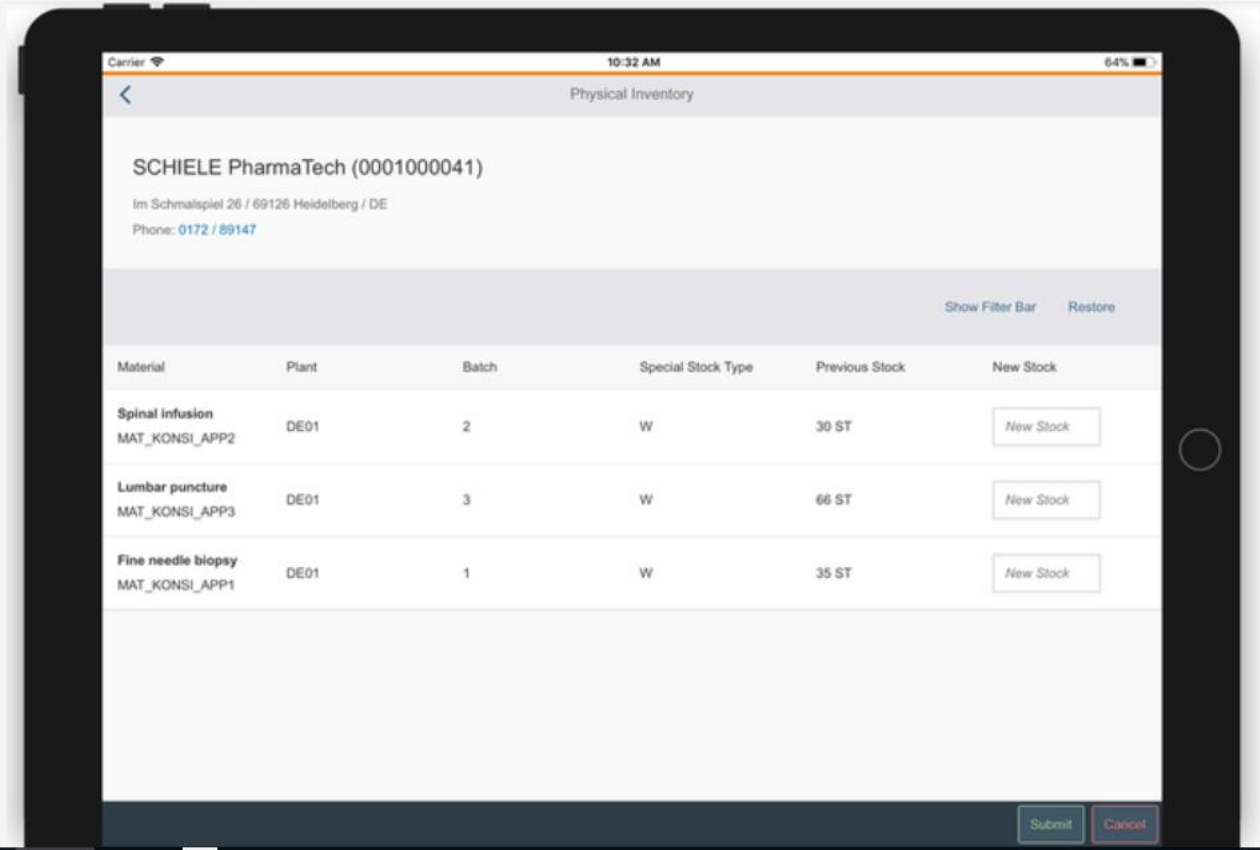
Inventory Bookings

In the entire inventory posting process, you must execute three transactions within SAP: (a) Create physical inventory documents; (b) Enter a physical inventory count; (c) Post inventory differences. Perform the entire inventory process within a few clicks.



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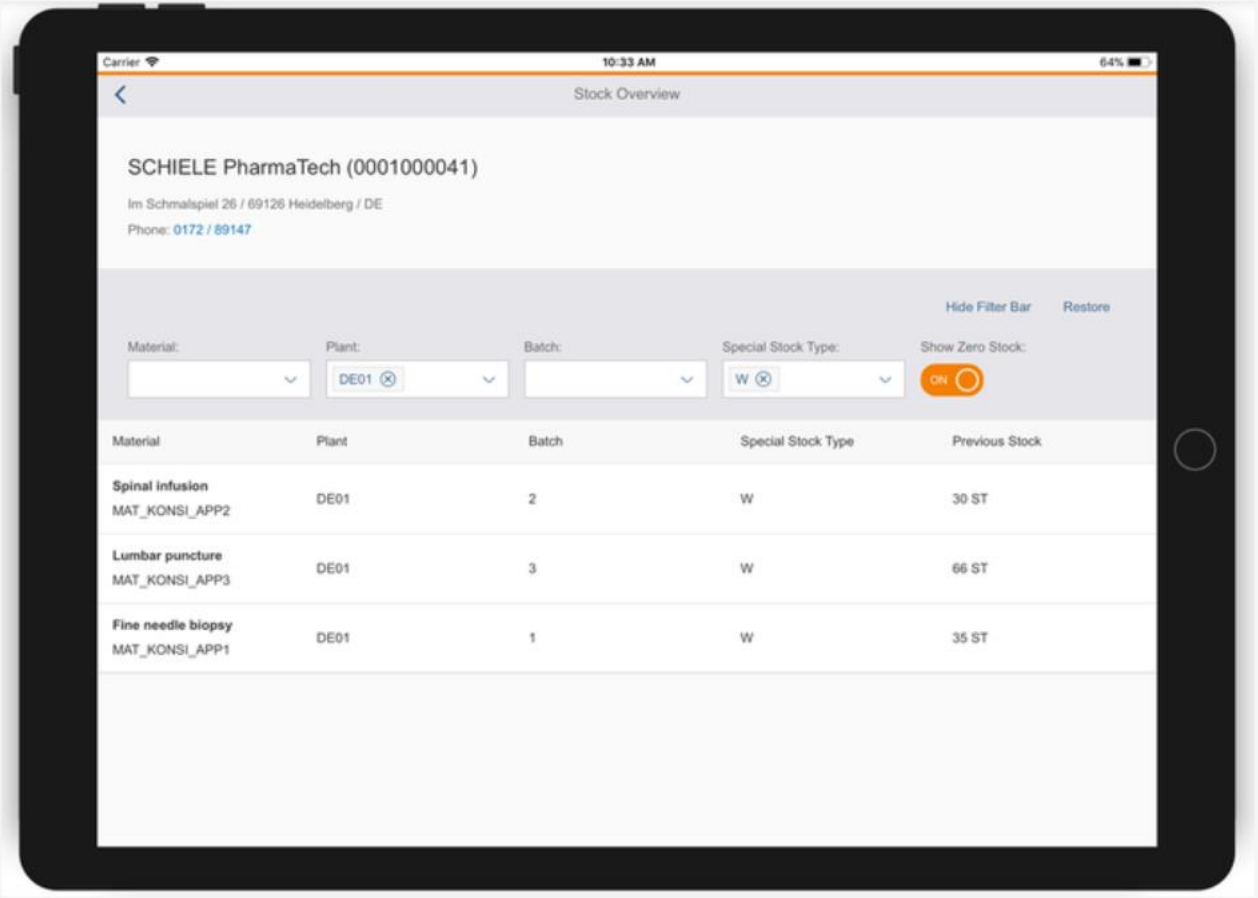
Stock Overview

The app provides a simple overview of your current consignment stocks.



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Improve Customer Insights, Fraud Detection and Regulatory Reporting

Consolidate your detailed customer data in the cloud addressing diverse business issues

Situation: The Bank wants to leverage 20 years of data, they have about a customer on various systems to get better insights for customer care and sales, for fraud detection and last not least for more robust regulatory reporting.

Challenges: A very diverse landscape difficult to extend; No easy access to required big data skills (Cluster HW, networking, big data operations); Little cloud experience, including regulatory requirements

Solution: Create a 'full history' storage in the cloud

using a SAP Cloud Platform Big Data Services, 40 T Hadoop-spark fully managed as a service enterprise edition

- SAP Vora hosted in Big Data Services Edge nodes/workbench
- Hadoop Tenant ready for use 2 days after signing the contract
- Regulatory issues addressed and resolved with customer and national regulator
- Partner enabled to address data consolidation and cleansing as well as analytics

Benefits

Time to operations: Big Data Tenant available 2 days after signing the contract

Robustness: Stable environment to consolidate arbitrary data sources in a single place

Future ready: Set the path for improved customer relationship, improved fraud detection and robust but flexible reporting

Customer Example:

Banco Atlántida

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Delaware Consulting

REPORTING

SAP Analytics Cloud

Saas Analytics in Public Cloud
Self-service Visualisations

SAP Analysis for Office

MS Office integration
Self-Service Data Discovery

SAP Fiori Apps

- Custom Fiori Apps
- S/4 HANA Embedded Analytics

DATA INTEGRATON

SAP Cloud Platform

PaaS | Public Cloud | Integration of Applications and Data | SAP and non-SAP sources

DATA SOURCES

SAP SuccessFactors

Human Capital Management

IonBIZ Projects

Resource Management & Planning

MobileXpense

Expense Management

Other Sources

...

SAP S4/HANA Cloud

Real-time ERP Business Suite

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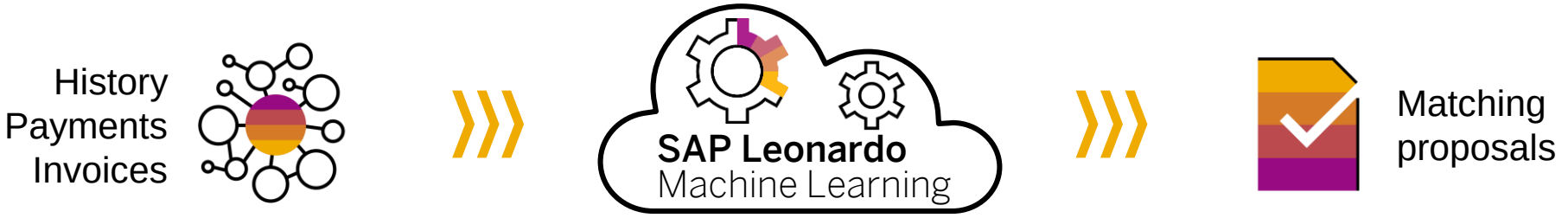
Example SAP Cash Application

Automatically match payments to open customer invoices

SAP Cash Application automatically matches incoming payments with open receivables. It boosts efficiency of the traditionally very labor-intensive clearing process, being executed with nearly no user interaction. The application takes advantage of machine learning to enable an effortless setup and to increase automatic matching rates.

Business Benefits

- Automatically learns from accountants' actions and applies it to future payments
- Enables substantial reduction of labor cost per invoice and faster clearing
- Automation shifts effort towards better service quality



SAP Cash Application intelligently learns matching criteria from your history and automatically clears payments.

- Improves days sales outstanding
- Integrated with SAP S/4HANA for reduced TCO and time to value
- Allows shared services to scale as the business grows
- Empowers finance to focus on strategic tasks and service quality

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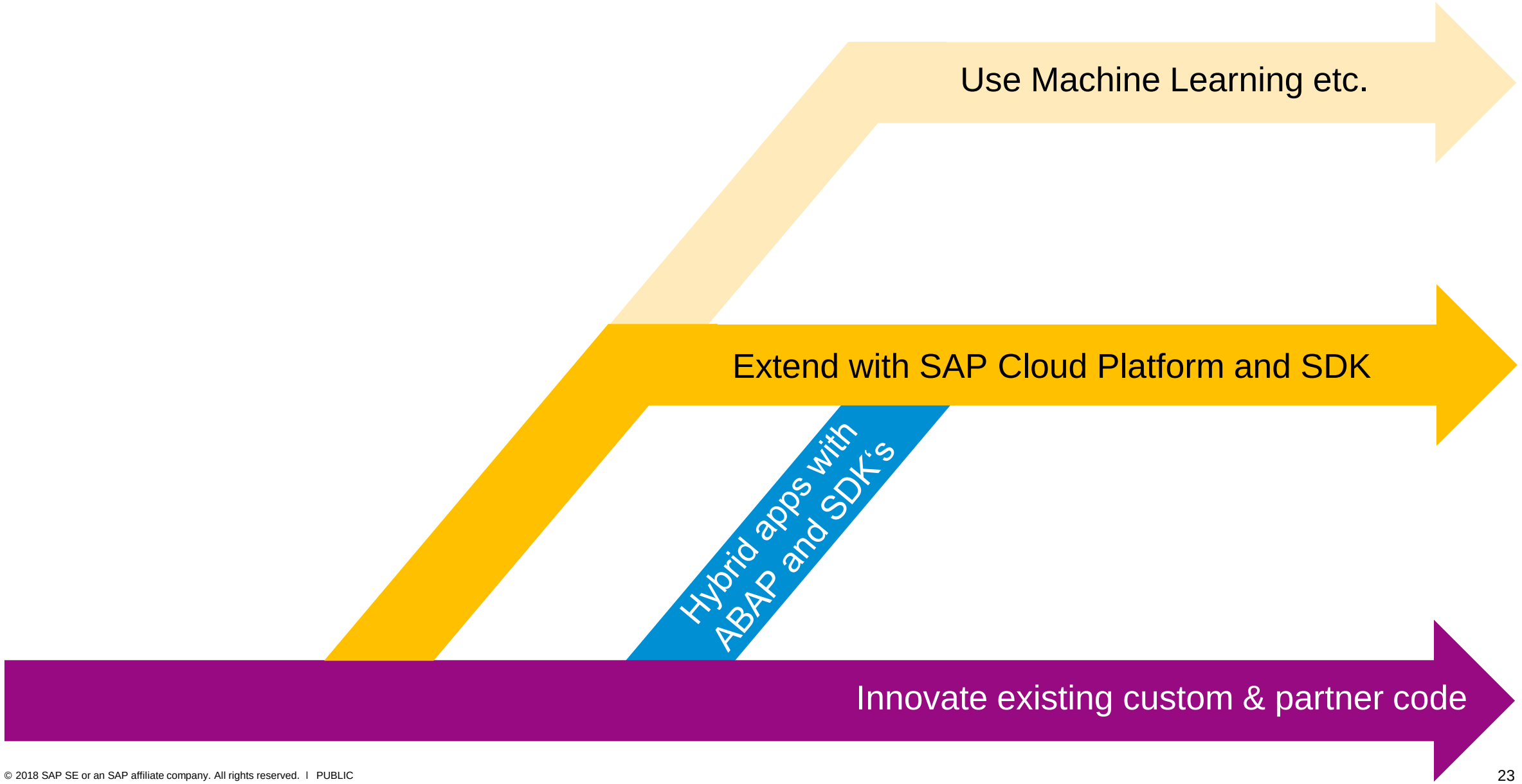
How customers use transition to SAP S/4HANA and SAP Cloud Platform



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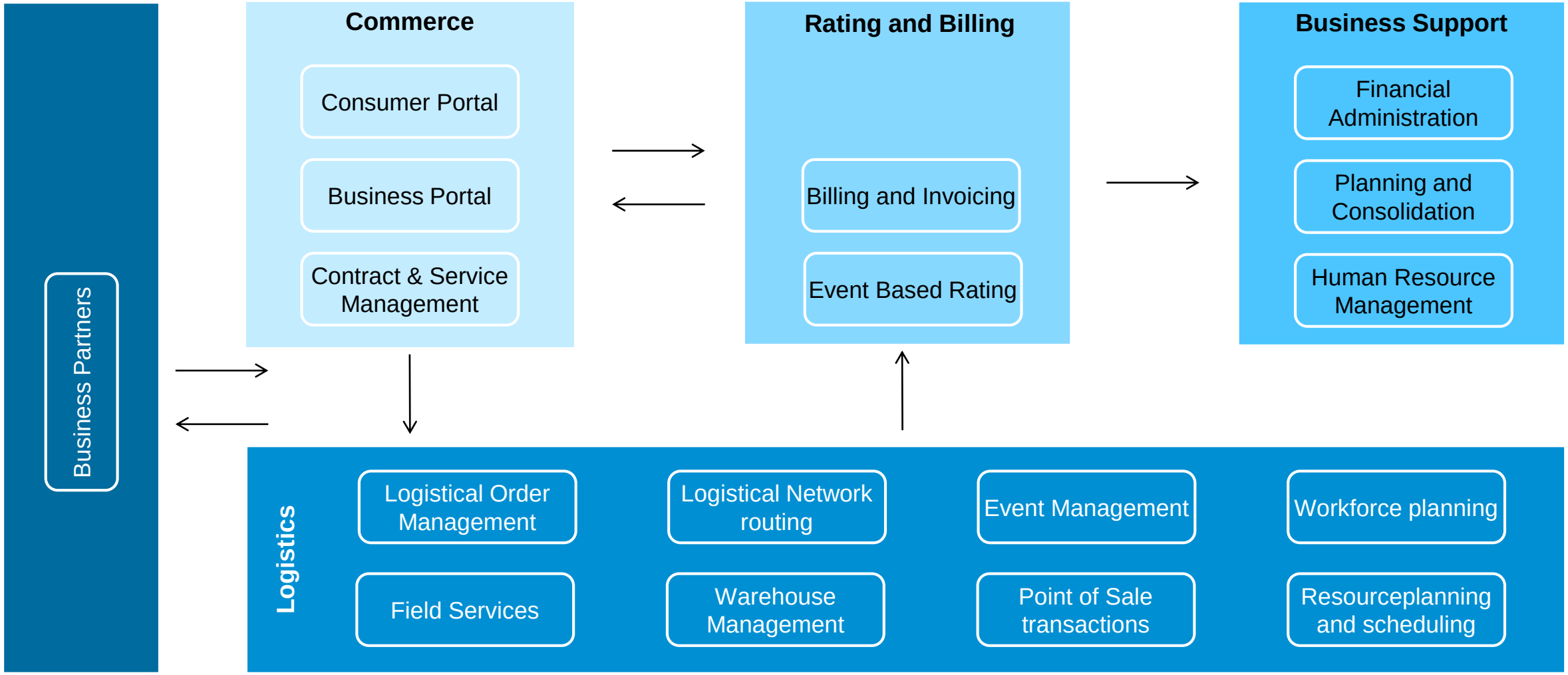
Integrate Apps, Data and Processes

postnl

A high level process view of the PostNL landscape



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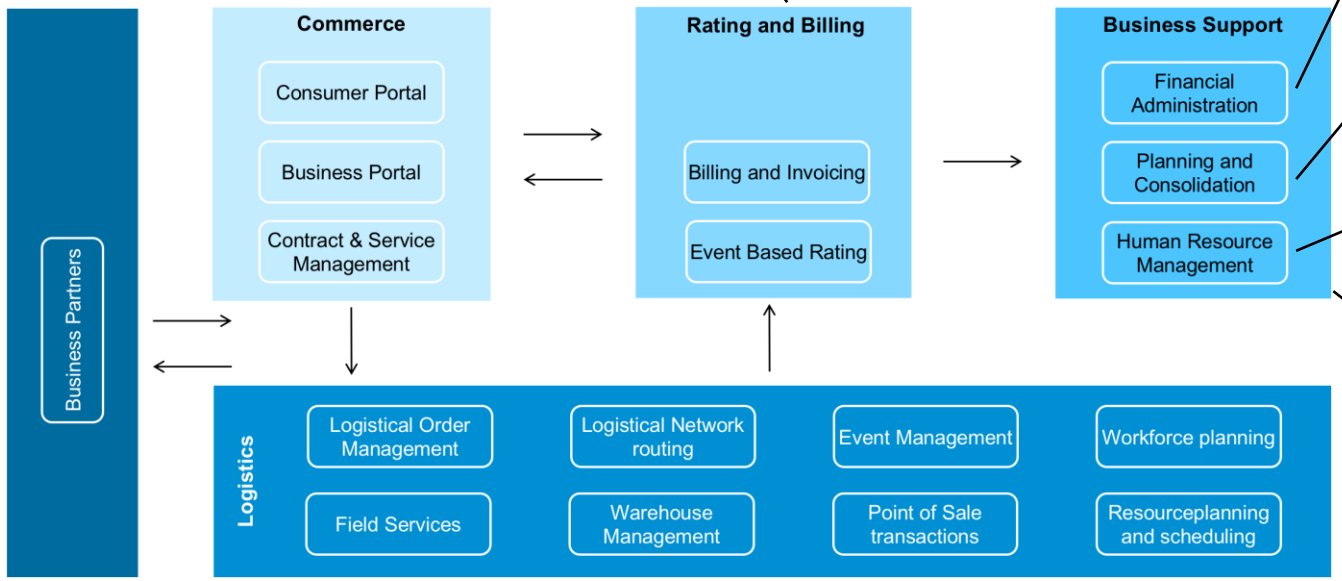
SAP Business Solutions support Rating, Billing, Finance and HR

SAP Hybris Billing

- Runs in SAP Hana Enterprise Cloud
- SAP Mediation
- SAP Convergent Charging
- SAP Convergent Invoicing
- SAP CRM



SAP Business ByDesign

- Is SaaS
- One tenant for domestic PostNL
- +/- 40 different legal entities

SAP BO Planning and Consolidation

- Runs in SAP Hana Enterprise Cloud

SAP SuccessFactors

- Is SaaS
- Will include SAP Payroll

SAP Concur

- Is SaaS

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Operational Project

Optimize your IT Landscape with SAP Cloud Platform

Integrate SAP and non-SAP Solutions with prepackaged integrations

Integration

SAP ⇔ SAP examples

SAP SuccessFactors — Replicate employee master data from SAP SuccessFactors Employee Central ERP

SAP Ariba — Ariba Network to SAP Business Suite: Purchase Order & Invoice Automation for SAP ERP MM, and SRM

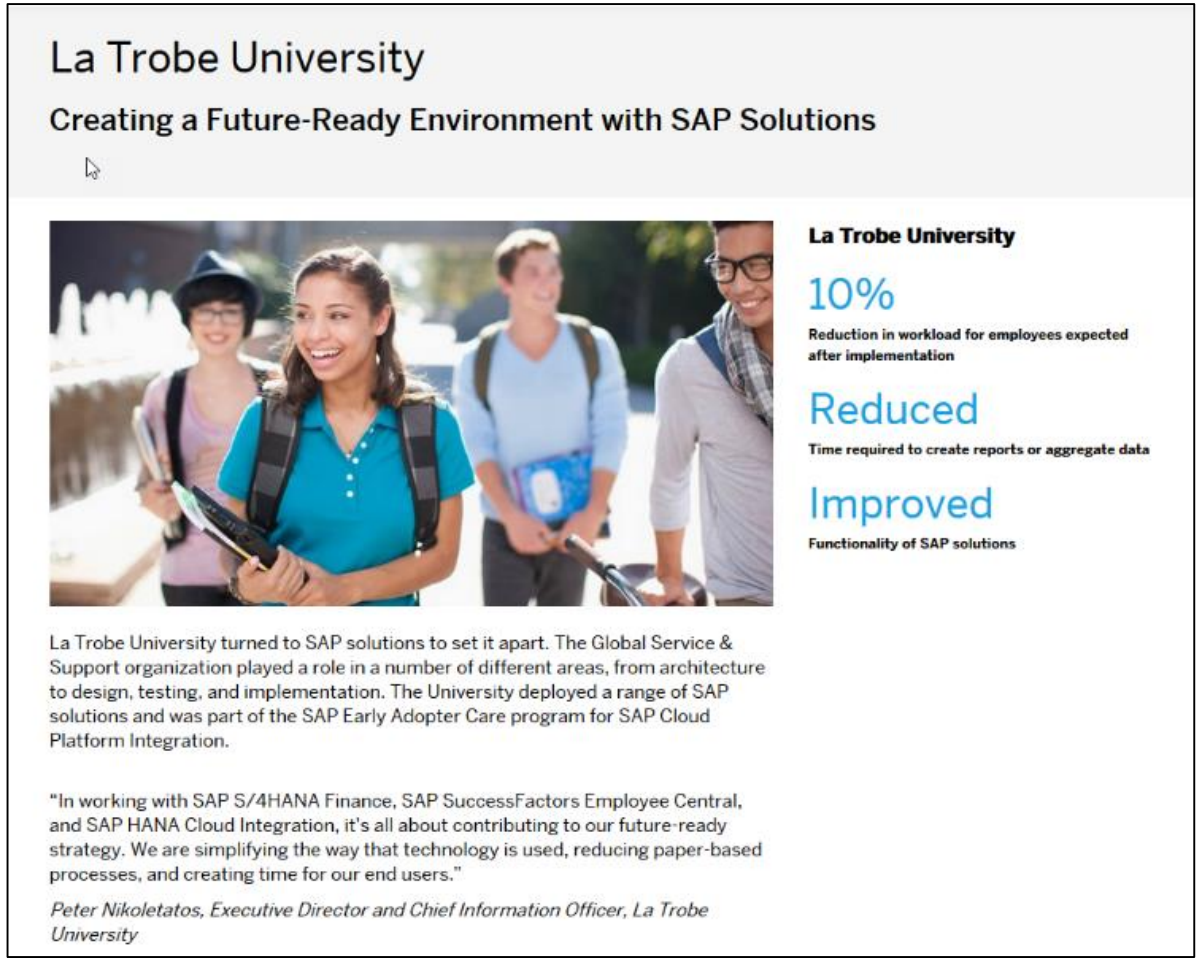
SAP Hybris — C4C Integration with SAP MRS add-on for ERP

CONCUR — Integrate and automate operations of Concur Expense with your ERP or SAP S4/HANA Cloud

SAP ⇔ non-SAP examples

Analyze social media posts in the sentiment engagement app in SAP S/4HANA Marketing Cloud

salesforce — Display pricing conditions, discounts and offers



La Trobe University

Creating a Future-Ready Environment with SAP Solutions

La Trobe University turned to SAP solutions to set it apart. The Global Service & Support organization played a role in a number of different areas, from architecture to design, testing, and implementation. The University deployed a range of SAP solutions and was part of the SAP Early Adopter Care program for SAP Cloud Platform Integration.

"In working with SAP S/4HANA Finance, SAP SuccessFactors Employee Central, and SAP HANA Cloud Integration, it's all about contributing to our future-ready strategy. We are simplifying the way that technology is used, reducing paper-based processes, and creating time for our end users."

Peter Nikoletatos, Executive Director and Chief Information Officer, La Trobe University

https://cloudplatform.sap.com/success/latrobe.html

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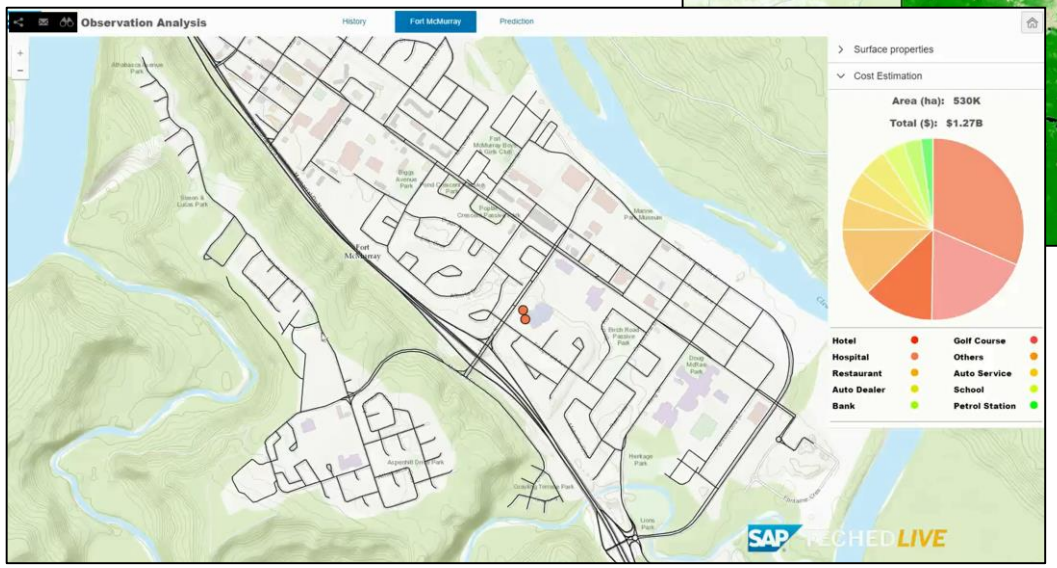
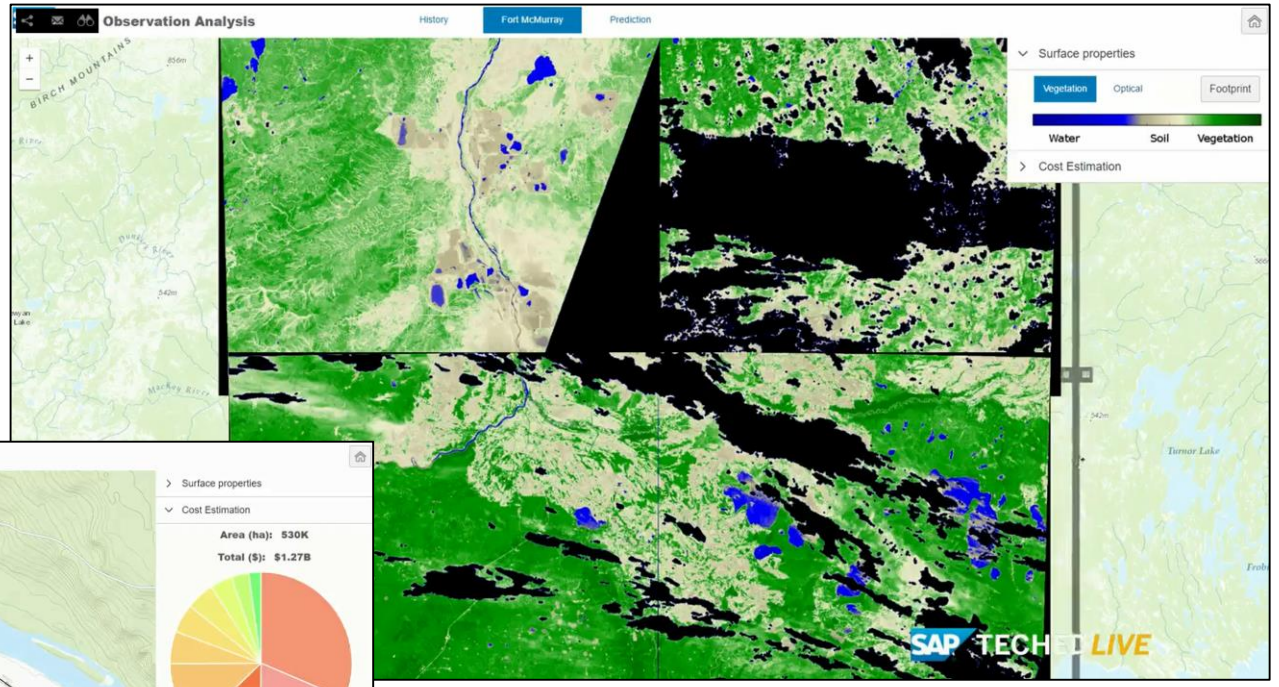
Build Differentiating Digital Apps

Munich Re

Satellite data takes digital businesses to new heights





- In close partnership with the European Space Agency (ESA), SAP is combining SAP Cloud Platform with ESA's accurate and timely Earth observation information, in particular Copernicus data.
- Munich Re showcases its use of the "Earth Observation Analysis Service" powered by SAP Cloud Platform for gaining insights and predicting potential future impact from historic and current data.

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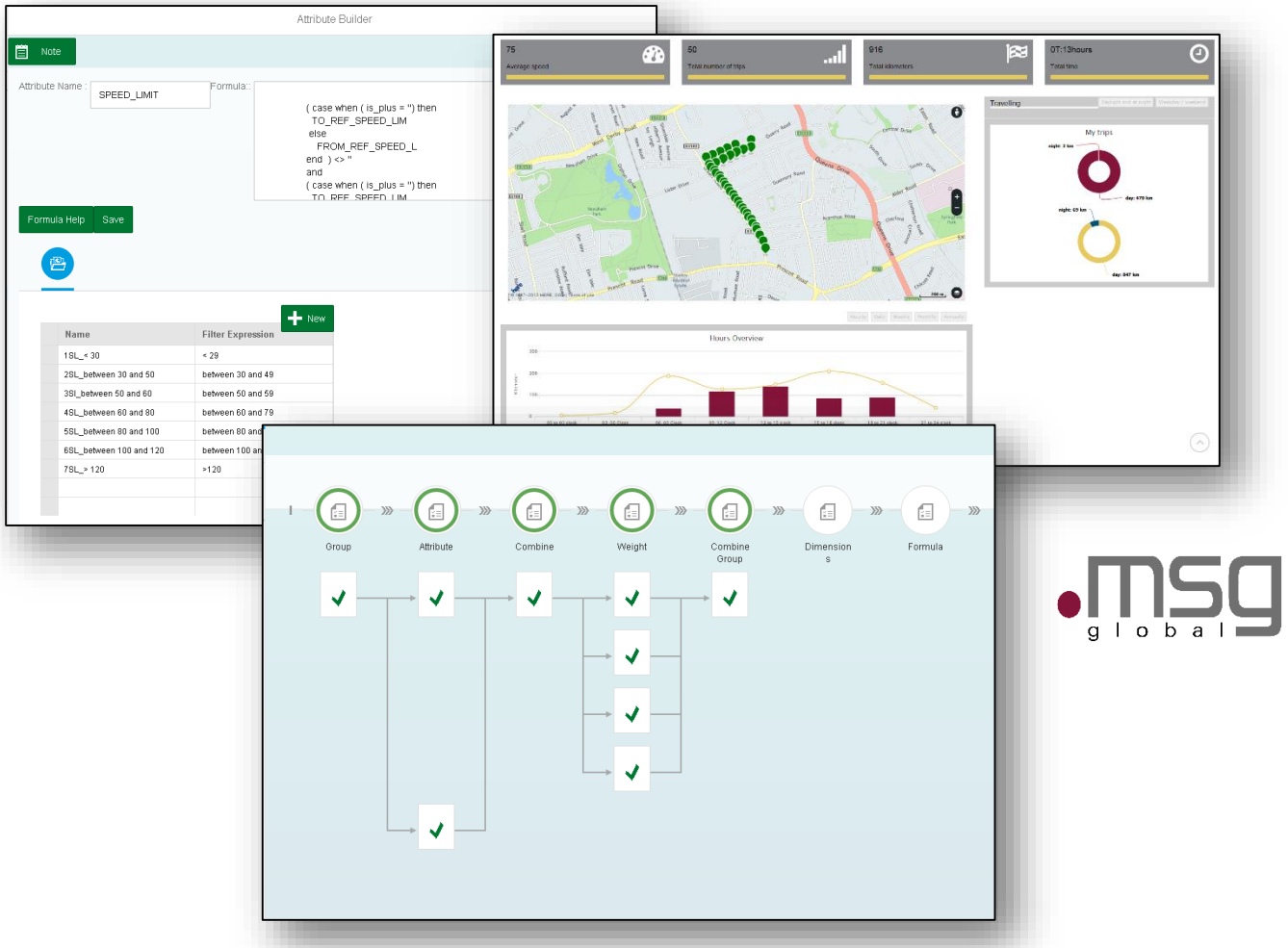
msg IoT Analyzer based on SAP Cloud Platform

Uplift your inhouse telematics scoring capabilities



Key Benefits

Allows insurers to **tailor scoring models** to their policyholders & making the calculation of scores **completely transparent**

Create **company specific** scoring model based on **all data**

Add additional calculations, statistics, report **on your own** without further negotiation with your service provider

In-house risk model definition, score calculation and deep analytics

Support **your Actuaries** with comprehensive workplace

http://www.iot-analyzer.com/

IoT Analyzer at the SAP APP Center

Available

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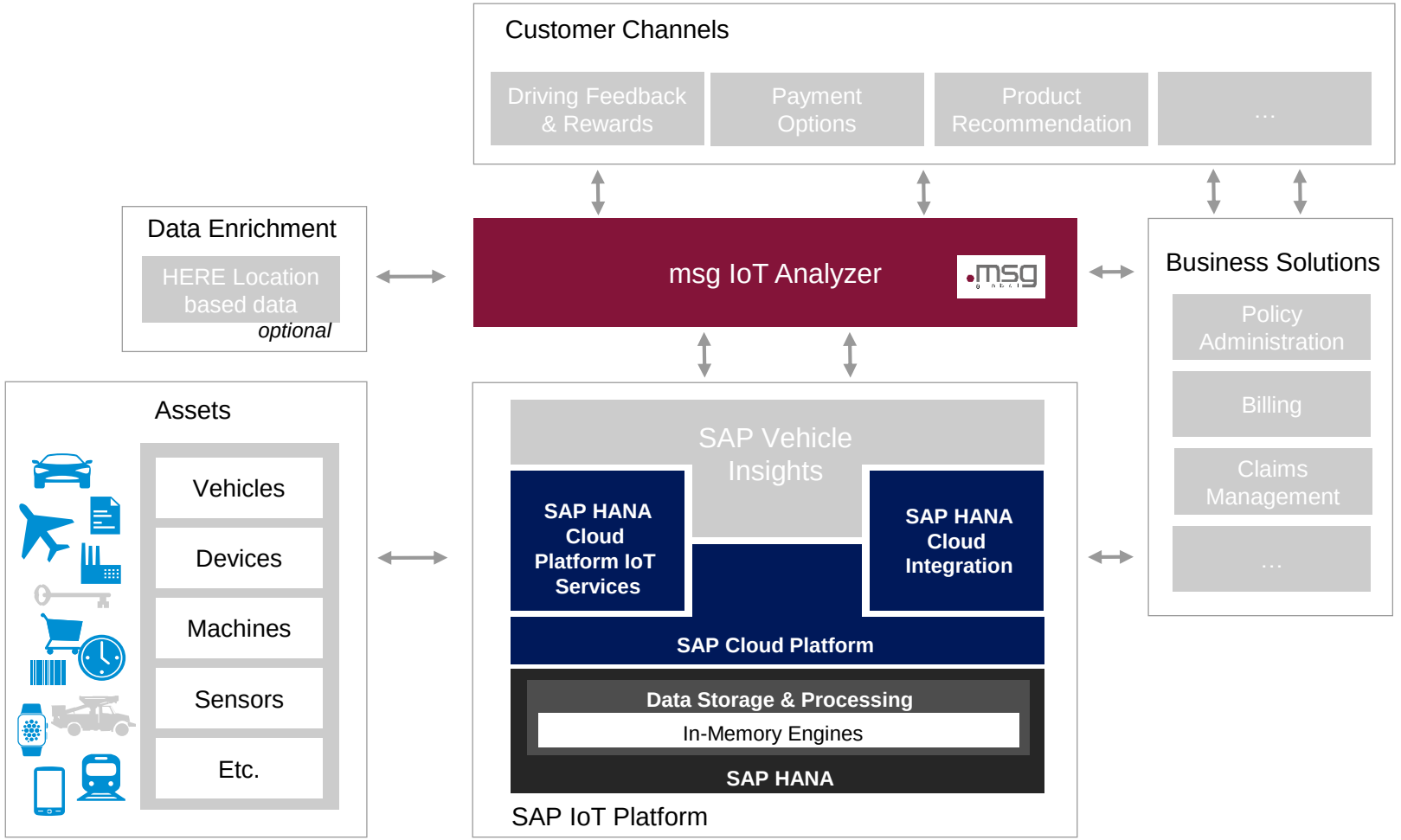
Insurance Connected Car: Usage-Based Insurance

Solution in Concert - an Architectural View



IoT Analyzer at the SAP APP Center

Key Points

Based on SAP´s in-memory platform for advanced data processing: **SAP HANA**

Full access to all sensor & calculated data via **oData service layer**

Flexible, Broad & Extensible data model (thing model)

Easy to connect to SAP and non-SAP Solutions

Easy to enhance for other assets beside vehicles

Foundation to realize a variety of scenarios and **support new uses cases and business models**

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SAP S/4HANA Cloud hyper-automated via SAP Leonardo machine learning intelligence

Segment of One

Smart Assistants

Quotation Conversion Probability Rate 1802

User experience

Conversational Apps

Delivery Performance 1808

Sales Forecast 1805+1808

Demand-Driven Replenishment 1808

Defect Code Proposal 1808

Stock in Transit 1708

Lot Size One

Object recognition in building photographs/videos 1808

Integrated Digital Content Processing 1808

Dangerous Goods detection and classification 1808

Project Cost Forecasting 1805

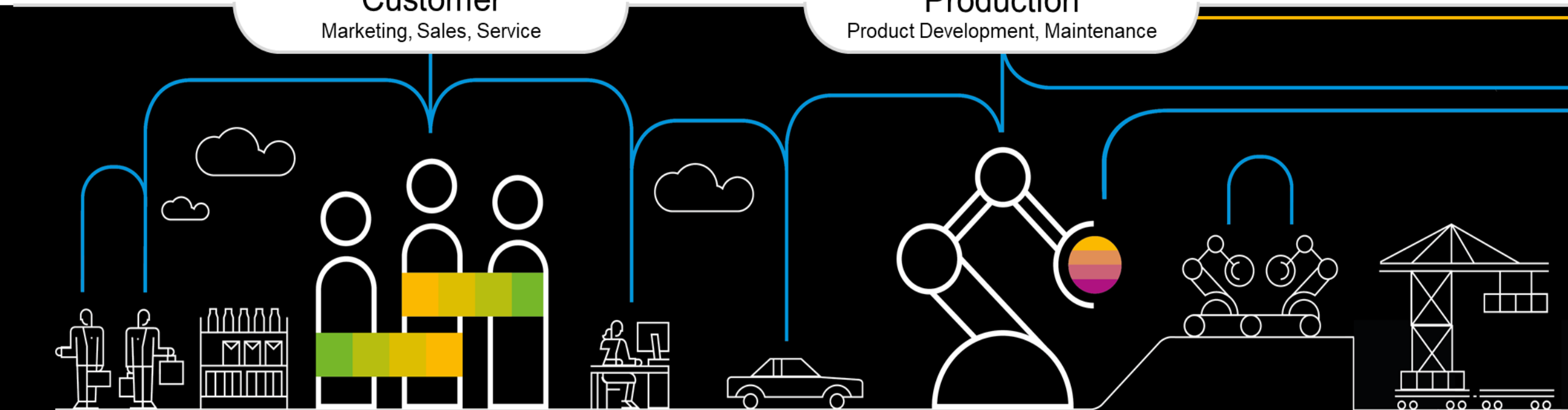
Smart Factory

Customer

Marketing, Sales, Service

Production

Product Development, Maintenance



Digital Assistants

Data-Driven Logistics

1805 Optimized Purchase Requisition Processing: Propose Creation of RFQs

Propose material group 1805

Contract Consumption 1705

Propose Creation of New Catalog Item 1805

Payment Block / Cash Discount at Risk 1805

1805 Smart Alerts for Profit & Loss Analysis

Detect Abnormal Liquidity Items 1808

1802 **Payment Advice Extractor**

Cash Application, Line Item Matching 1705

Lockbox 1805

SAP Tax Compliance Smart Automation GRC 1.2 SP06

SAP RealSpend Cost Center Analysis 1808

GRC 1.2 SP08 **Business Integrity Screening**

Goods Receipt / Invoice Receipt Monitor 1805

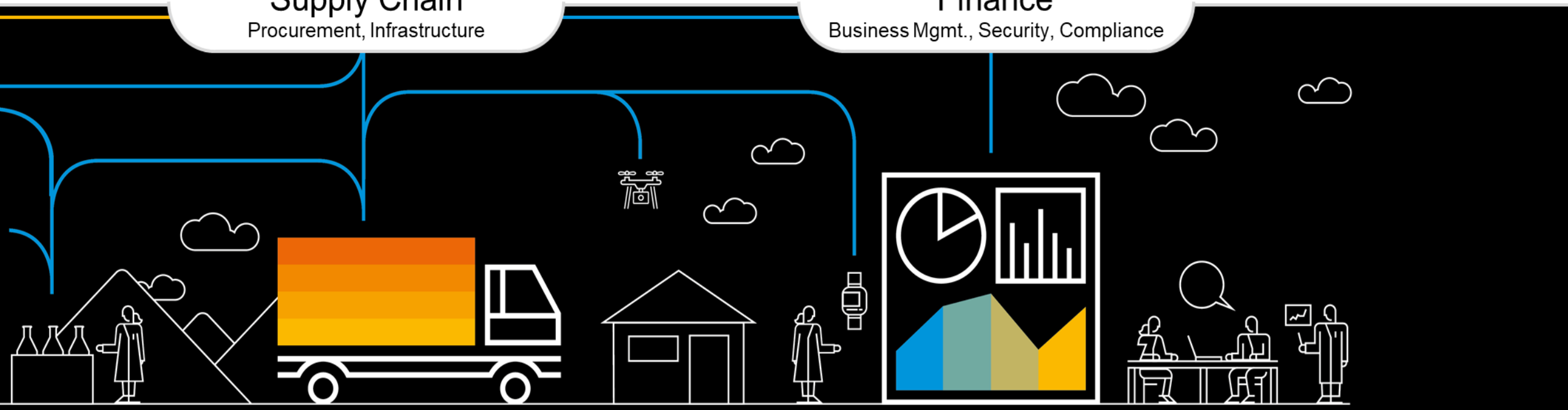
Intelligent Enterprise

Supply Chain

Procurement, Infrastructure

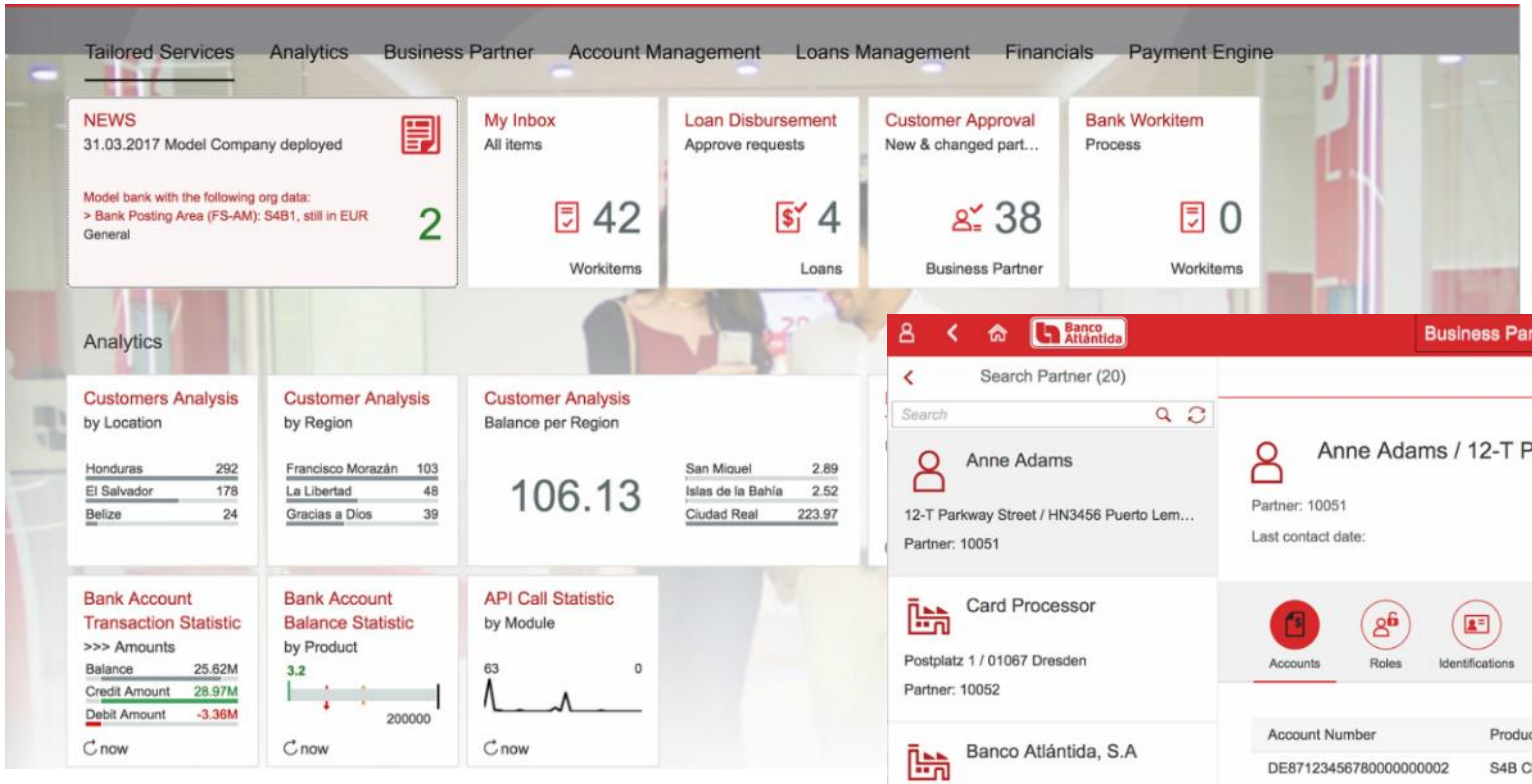
Finance

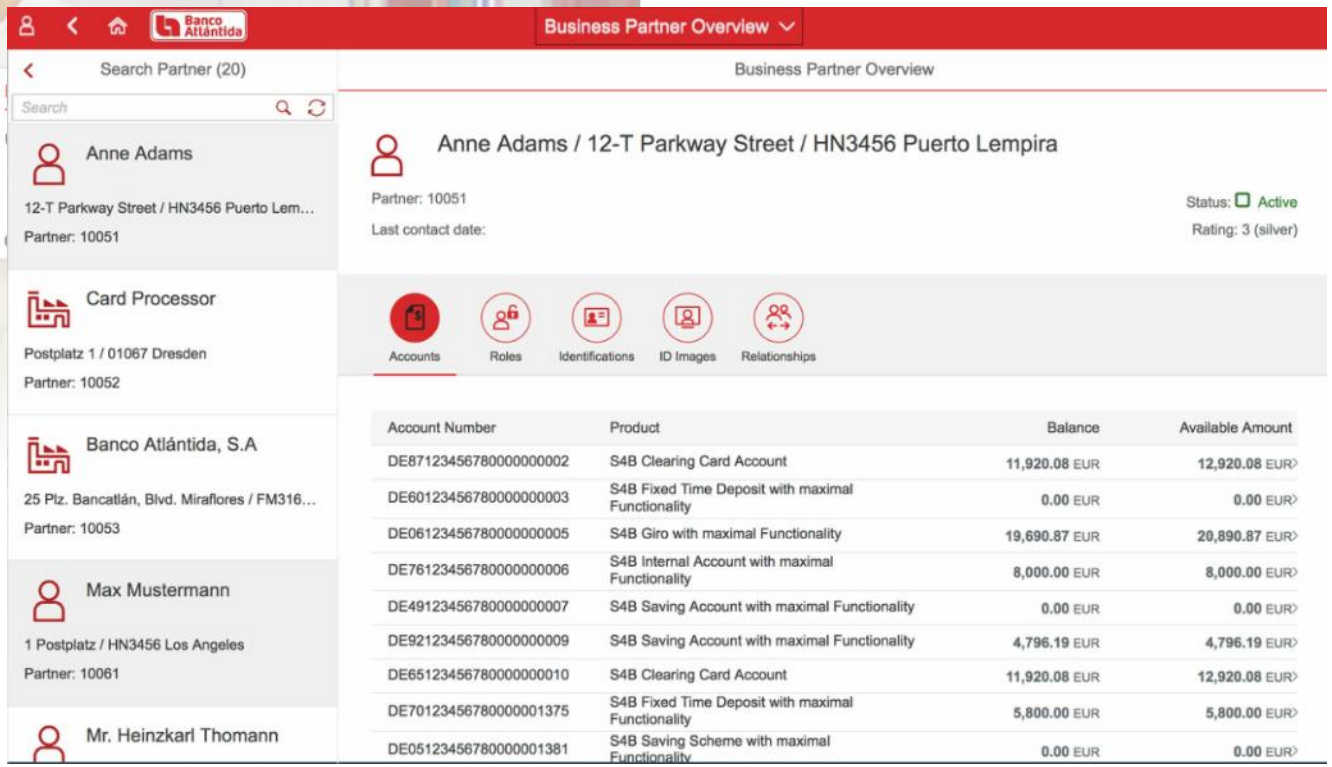
Business Mgmt., Security, Compliance



Connect People and Data

Banking UIs – Tailored UIs Managed in the cloud





[How to Build UX using WebIDE & API Hub (Video)]

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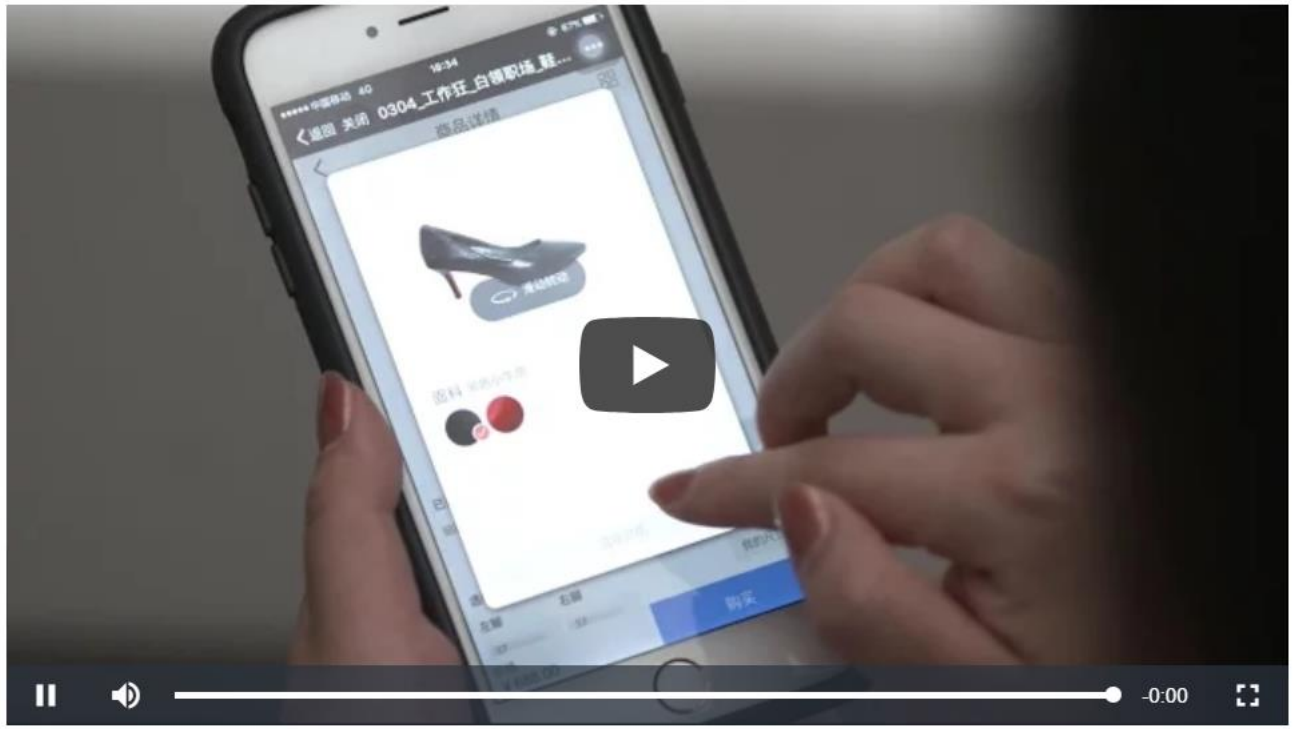
Shoe Shopping going digital with SAP Cloud Platform



Shoe Shopping is Going Digital with Aimickey Shoe Company

Everyone can now design their own pair of shoes and have it produced within a week. Sounds like science fiction – not in Chengdu, China. A unique co-innovation project of SAP and Aimickey Shoe Company uses SAP Connected Products, based on the SAP Cloud Platform and SAP Leonardo Machine Learning, to take shoe design and production to the next level.

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https://www.sap.com/assetdetail/2017/06/661b5363-c37c-0010-82c7-eda71af511fa.html#

Cargill

Truck Drivers

Avoiding wasting time in planet to fill the truck and get out of the truck

Customers

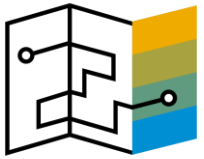
Receiving goods more timely and being happy

TM Driver App

- within 25 miles check-in
- Trailer ID
- Freight numbers

Shipping Clerks

Being able to quickly find the order and provide accurate information



Safety Concerns

No need to leave the trucks
Integration with apple maps and allow them to get point to point

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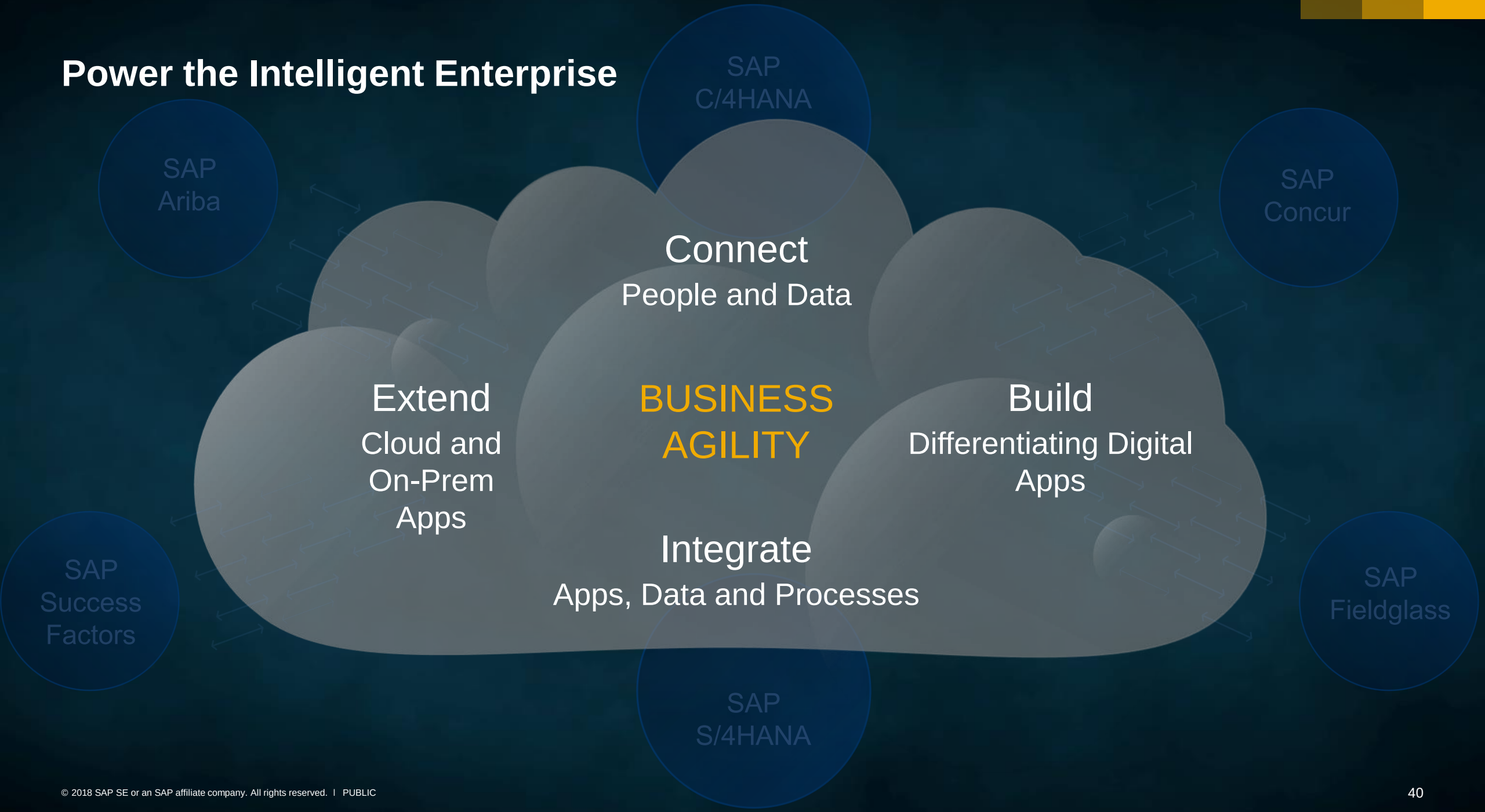
Summary

Power the Intelligent Enterprise



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Thank you.

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