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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
Digital Platform for Intelligent Enterprises
Power the Intelligent Enterprise

Connect
People and Data

Extend
Cloud and On-Prem Apps

BUSINESS AGILITY

Build
Differentiating Digital Apps

Integrate
Apps, Data and Processes

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Gridlock of custom development caused by complexity of traditional modifications and extensions
De-coupling enables flexible release strategy and shorter innovation cycle

SAP Concur
SAP SuccessFactors
SAP Ariba
SAP Hybris
SAP Fieldglass

3rd Party Cloud

SAP S/4HANA Cloud

SAP S/4HANA
SAP ERP

3rd Party On-Premise

Business Partner
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

In-app Extensibility

Classical Customer Development
SAP S/4HANA (Cloud) Extensibility Concept

SAP S/4HANA

UI Integration

UI
Application
Database

APIs
Business Events *

View Replication *

SAP Cloud Platform

Side-by-Side Extensibility

UI
Application
Database

e.g. Fiori | …

S/4HANA Cloud SDK
Java | ABAP * | …

HANA DB | …

SAP Web IDE & Mendix

SAP CP Integration Services
SAP CP Workflow Services
SAP Analytics Cloud

typical architecture

SAP Identity Management

* 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.
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

https://cloudplatform.sap.com/success/danone.html
RuralCo: Serving the Customer Better by Quadrupling the Speed of Stocktaking

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
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
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
cbs Consignment Stock App for SAP Solutions

Simple and easy handling of consignment stock from anywhere and any device.

cbs Consignment Stock App for SAP Solutions enables a lean and easy handling of customer or vendor consignment stock from anywhere and any device. You can post consignment issues, consignment returns and inventory bookings and get a stock overview whether you use a S/4HANA on-Premise, S/4HANA Cloud or a SAP ERP system as backend.
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.
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.
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.
cbs Consignment Stock App for SAP Solutions
Simple and easy consignment stock handling

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

Features
Certifications
Reviews
Questions
Resources
Publisher
Editions & Pricing

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

History
Payments
Invoices

SAP Leonardo
Machine Learning

Matching proposals

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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History
Payments
Invoices

SAP Leonardo
Machine Learning

Matching proposals

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

- Innovate existing custom & partner code
- Extend with SAP Cloud Platform and SDK
- Use Machine Learning etc.
- Hybrid apps with ABAP and SDK’s
Integrate Apps, Data and Processes
A high level process view of the PostNL landscape
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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Optimize your IT Landscape with SAP Cloud Platform
Integrate SAP and non-SAP Solutions with prepackaged integrations

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

Display pricing conditions, discounts and offers

La Trobe University
Creating a Future-Ready Environment with SAP Solutions

La Trobe University

10%
Reduction in workload for employees expected after implementation

Reduced
Time required to create reports or aggregate data

Improved
Functionality of 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 Nikolaetatos, Executive Director and Chief Information Officer, La Trobe University

https://cloudplatform.sap.com/success/latrobe.html
Build Differentiating Digital Apps
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.
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
Insurance Connected Car: Usage-Based Insurance Solution in Concert - an Architectural View

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

Data Enrichment
- HERE Location based data (optional)

Assets
- Vehicles
- Devices
- Machines
- Sensors
- Etc.

Customer Channels
- Driving Feedback & Rewards
- Payment Options
- Product Recommendation
- ... (omitted)

Business Solutions
- Policy Administration
- Billing
- Claims Management
- ... (omitted)

SAP IoT Platform
- SAP HANA
- SAP HANA Cloud Integration
- SAP Cloud Platform IoT Services

SAP HANA Insights
- SAP HANA Cloud Platform
- Data Storage & Processing
- In-Memory Engines

msg IoT Analyzer at the SAP APP Center
SAP S/4HANA Cloud hyper-automated via SAP Leonardo machine learning intelligence

Customer
- Marketing, Sales, Service

Segment of One
- Conversational Apps
  - Delivery Performance
  - Sales Forecast
  - Demand-Driven Replenishment
  - Defect Code Proposal
  - Stock in Transit

Lot Size One
- Object recognition in building photographs/videos
- Integrated Digital Content Processing
- Dangerous Goods detection and classification
- Project Cost Forecasting

Smart Factory
- Smart Assistants
- Quotation Conversion Probability Rate
- User experience

Production
- Product Development, Maintenance
Connect People and Data
Banking UIs – Tailored UIs Managed in the cloud

How to Build UX using WebIDE & API Hub (Video)
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.
TM Driver App

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

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

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
Summary
Power the Intelligent Enterprise

- **SAP C/4HANA**
- **SAP Ariba**
- **SAP Concur**
- **SAP Fieldglass**
- **SAP S/4HANA**

**Connect**
People and Data

**Extend**
Cloud and On-Prem Apps

**BUSINESS AGILITY**

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Thank you.

Contact information:

Dr. Wolfgang Weiss
Product Management SAP Cloud Platform
wolfgang.weiss@sap.com