Accelerate your Digital Transformation

# SAP Leonardo

## What is SAP Leonardo ?

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INTERNAL

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# UBER

TRANSFORMATION

# UPS

OPTIMIZATION

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Source: McKinsey & Company

# 5%

## of Organizations Have Mastered Digital

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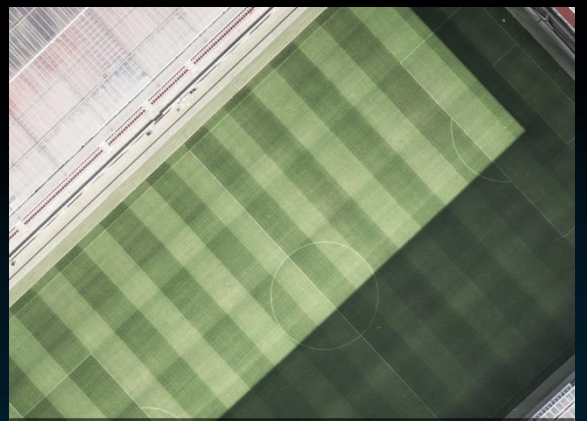
Source: Accenture, Digital Transformation in the Age of the Customer

# Common Approaches

## Experiment in a Sandbox

Incubate exploratory skunkworks projects;

Often with no clear plan to integrate into operations



## Implement Tactically

Proceed with projects using niche point solutions;

Often without a broader organizational strategy

## Launch Massive Initiative

Develop large-scale, bold, multi-year initiative;

Often having multiple goals with unclear achievability

## Do Nothing… Yet

Use traditional methods to optimize current operations while monitoring progress of others;

Often surrendering first mover advantage

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*Faster Innovation with Less Risk.*

# SAP Leonardo

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# What We Do

## Process Expertise

**76%** of the World's Transaction Revenue

## Ecosystem

**16,300** SAP Partner Companies

## Industry Experience

**25** Industries

## Global Reach

**355k+** Customers

**180** Countries

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# We've Helped You Transform Before…

SAP ERP

SAP Ariba

SAP Leonardo

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# DATA IS THE NEW CURRENCY

## Data you possess

- Customer records
- Transactional systems
- Predictive models
- Institutional expertise
- Operational systems

## Data outside your firewall

- News
- Events
- Social media
- Weather
- Geospatial information

## Data that's coming

- Internet of Things (IoT)
- Sensory data
- Images
- Video

Structured and active

Unstructured and dark

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# Foundational Shifts Already in Progress

## Human 〉 Machine

Knowledge work previously done by people, now handled by intelligent systems.

## Product 〉 Platform

Platform economics are substantially more attractive, and prone to network effects and natural monopolies.

## Core 〉 Crowd

What was once all internal to the business can now be done in an ecosystem. Blurring the lines between what is in the company and what isn't.

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SAP Leonardo

*Faster Innovation with Less Risk.*

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

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# Example of Process Innovation

VALE

**86%**
reduction of purchase requisition rejections

**Increased**
asset, maintenance & people effectiveness

**4 Weeks**
until prototype was up and running

## Optimized Process

Purchase Requisition Issued

Item Ordered

Invoice Sent

Invoice Matched to PR

No Match Found

**Machine Learning / Intelligent Matching**

Human Intervention

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# SAP Leonardo Approach

**1 Proven Methodology**

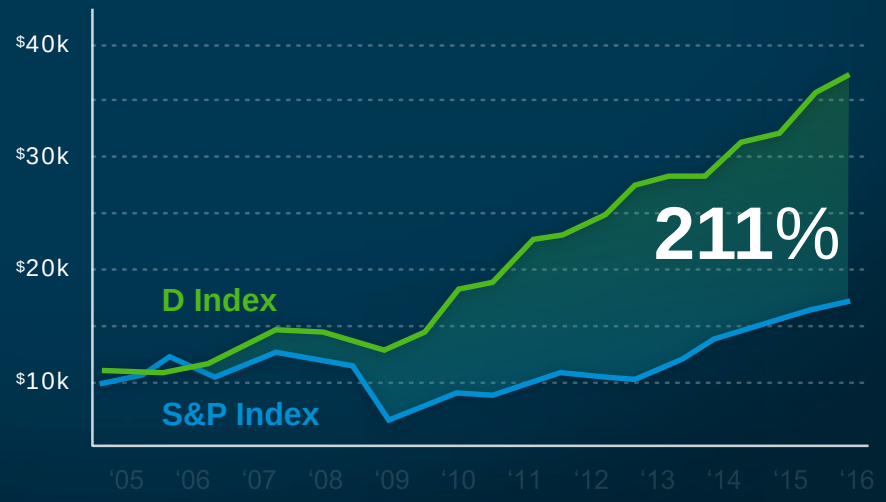
reddot design award X8 · Appy Awards · INTERACTION AWARDS · iF DESIGN AWARD 2015 · German Design Award WINNER · design for experience awards

**2 Innovative Technologies**

**3 Industry Accelerators**

## Design Value Index (DVI)

- Apple
- Coca-cola
- Ford
- Herman Miller
- IBM
- Intuit
- Nike
- Procter & Gamble
- **SAP**
- Stanley Black & Decker
- Starbucks
- Starwood
- Steelcase
- Target
- Walt Disney
- Whirpool

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# SAP Leonardo Approach

1 **Proven Methodology**

2 **Innovative Technologies**

3 **Industry Accelerators**

| EXPLORE | DISCOVER | DESIGN & PROTOTYPE | DELIVER |
|---|---|---|---|
| Identify Top Use Cases | Onsite User Research | Interactive Prototypes | Implement |
| | Hands-on Workshop | | Integration Blueprint |
| | | | Business Case |

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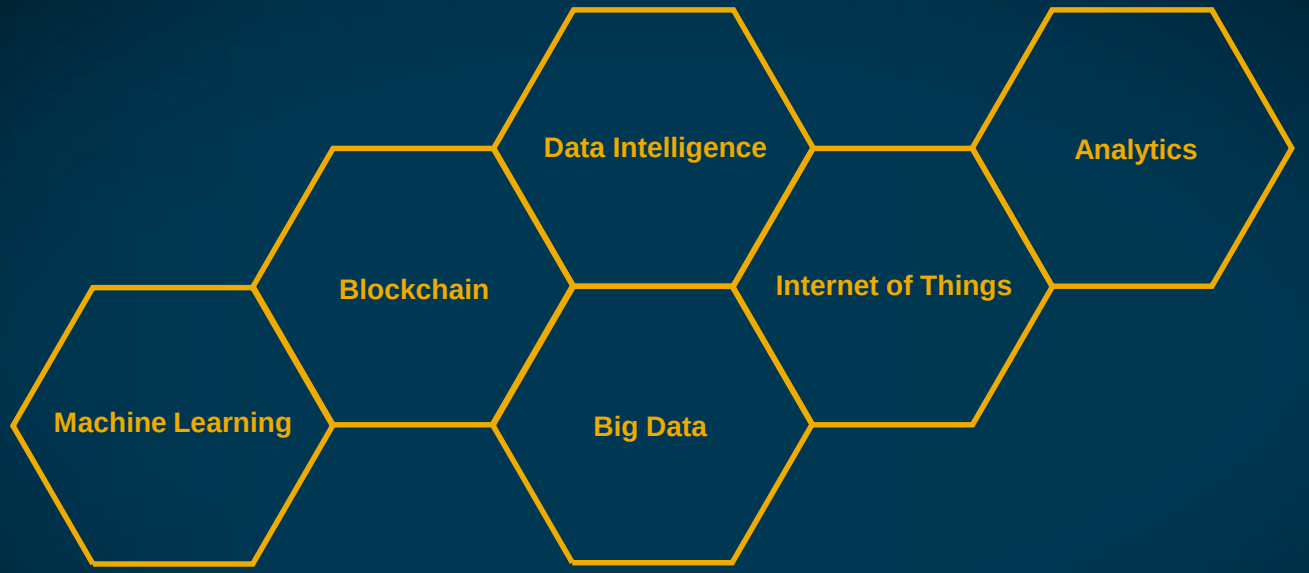
# SAP Leonardo Capabilities

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 | AWS S3, SWIFT, Hadoop, … |
| **Multi-Cloud Infrastructure** | SAP, Google Cloud Platform, Microsoft Azure, amazon web services | |

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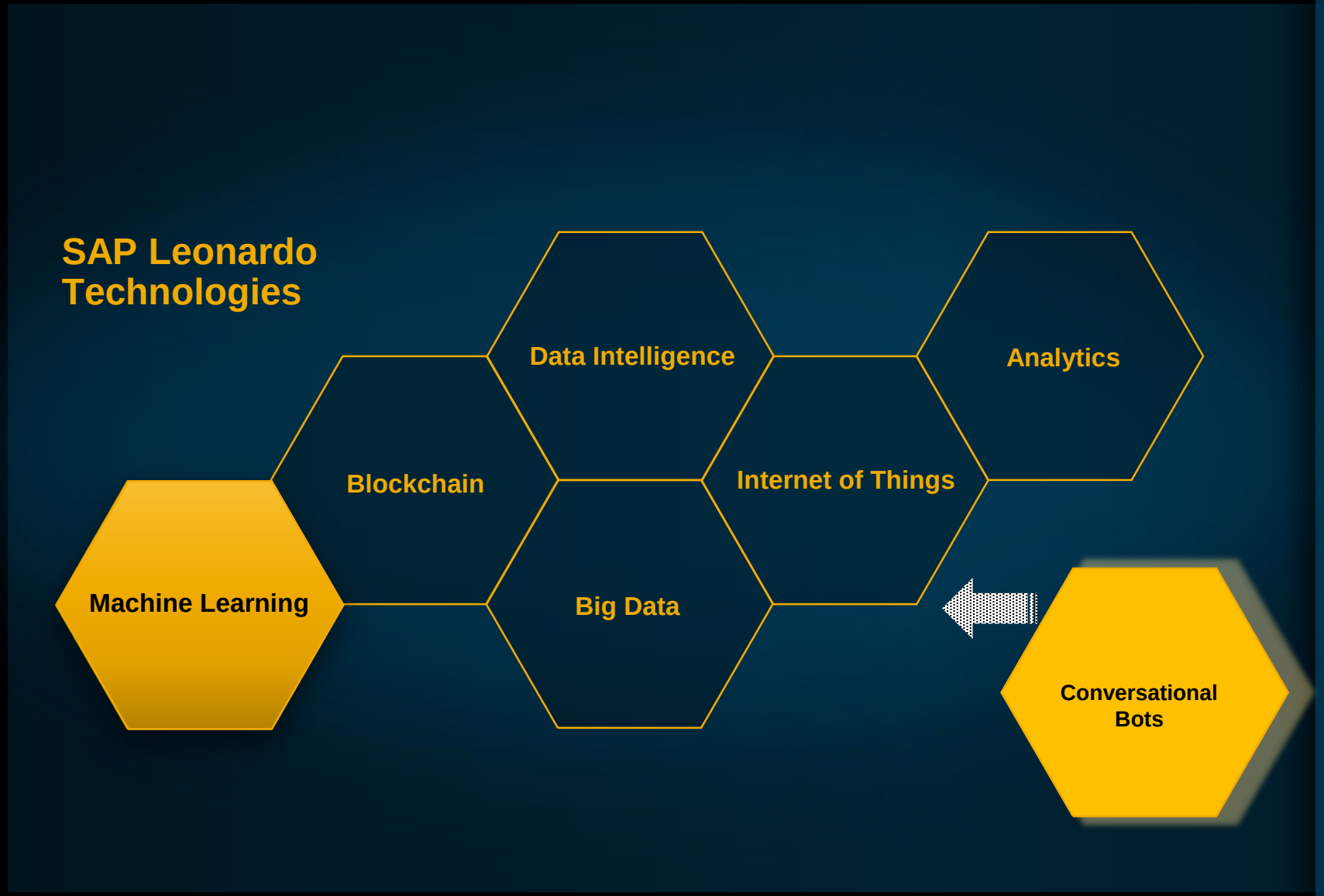
# SAP Leonardo Digital Innovation System




## Machine Learning

### Applications

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

### Conversational UI

- Conversation AI Foundation
- SAP CoPilot

### Services

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

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# SAP Leonardo

1 Proven Methodology

2 Innovative Technologies

3 **Industry Accelerators**

### Retail

- Assets
- Logistics

### Consumer Products

- Assets
- Logistics

### Discrete Manufacturing

- Service & Assets
- Logistics
- Spare Parts

### Utilities

- Service & Assets

### Travel and Transportation

- Logistics

### Chemicals

- Service & Assets
- Spare Parts

### Sports & Entertainment

- Venue
- Team silver
- Team gold

### Life Sciences

- Assets

### Oil & Gas

- Service & Assets

### Mining

- Fleet Operations

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# SAP Leonardo

1 Proven Methodology

2 Innovative Technologies

3 **Industry Accelerators**

## Use Cases

### Retail

Improve logistics to reduce costs, redefine the shopping experience , maximize profits and customer satisfaction.

Gather data across the supply chain, gain insights and make predictions for better actions.

### Consumer Products

Optimize asset operation, inventory and pricing, while reducing loss and predicting stock needs.

IoT cloud connections allow sensor monitoring & predictions on live data.

### Discrete Manufacturing

Achieve higher customer satisfaction and improved costs by enabling preventative maintenance.

Incorporate 3D printing into existing digital manufacturing processes and predict needs.

### Utilities

Better customer satisfaction with improved operations & reduced outages.

Predictive maintenance & Asset Intelligence to ensure equipment is used & maintained properly.

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# 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

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# SAP Leonardo

*Faster Innovation with Less Risk.*

**Proven Methodology.**
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**Industry Accelerators.**
**You.**

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# Next Steps

**sap.com/leonardo**

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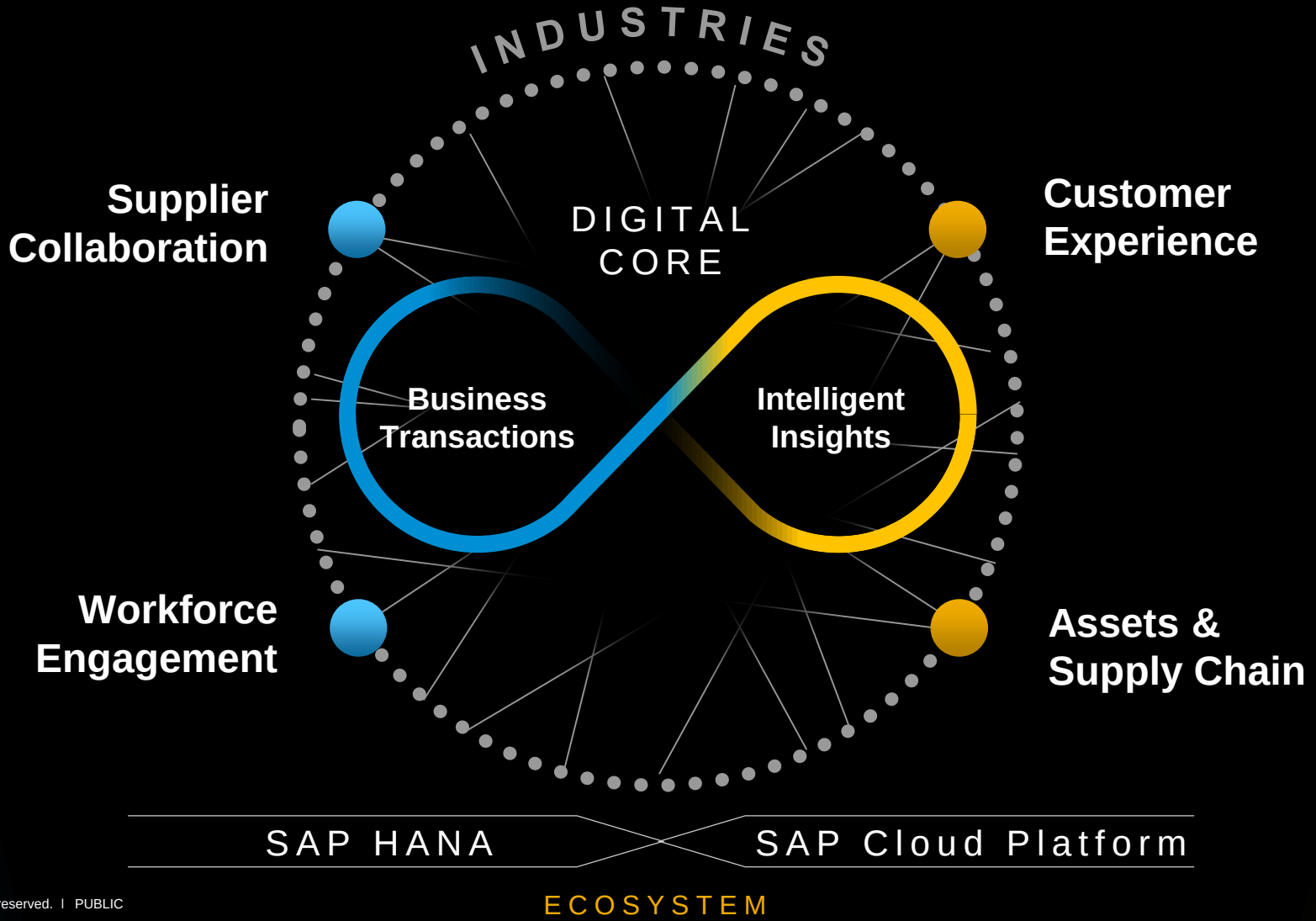
# Thank you.

Contact information:

**F name L name**
Title
Address
Phone number

# SAP Leonardo Builds on SAP Digital Transformation Framework

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# SAP Leonardo Innovation Services

## Customer View

Explore

- Discover
- Design
- Prototype
- Deliver

Implementation

## SAP Portfolio / Offerings View

Explore Workshop

### Express

- Pre-defined use cases
- industry and lob accelerators
- SAP Cloud Platform

**Outcome**
- Functional prototype
- Scenario Design & Architecture
- Value Assessment

### Open-Innovation

- New / individual use case
- Digital Design Zone
- SAP Cloud Platform

**Outcome**
- Functional prototype
- Scenario Design & Architecture
- Value Assessment

### Enterprise

- Many new / individual use cases
- Digital Design Zone
- SAP Cloud Platform
- Showroom
- Empowerment

**Outcome**
- Functional prototypes
- Scenario Design & Architecture
- Knowledge access & inspiration examples
- Value Assessment

Implementation Services

**Design Thinking**

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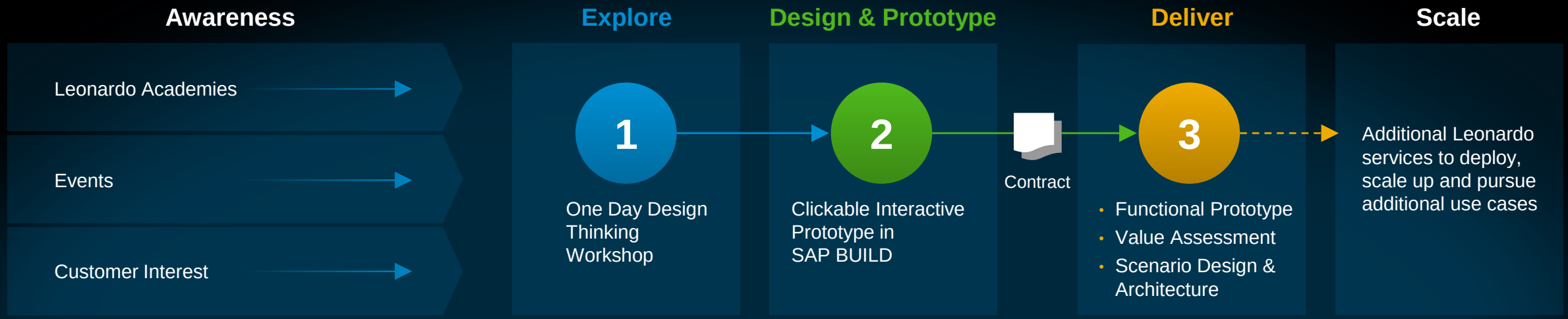
# SAP Leonardo
## Customer Engagement Model




### The Two Paths of Leonardo

| | | | |
|---|---|---|---|
| **Accelerator Path** | **1 day** | **1-2 weeks** | **6-8 weeks** |
| **Open Innovation Path** | **1 day** | **2-4 weeks** | **8-10 weeks** |

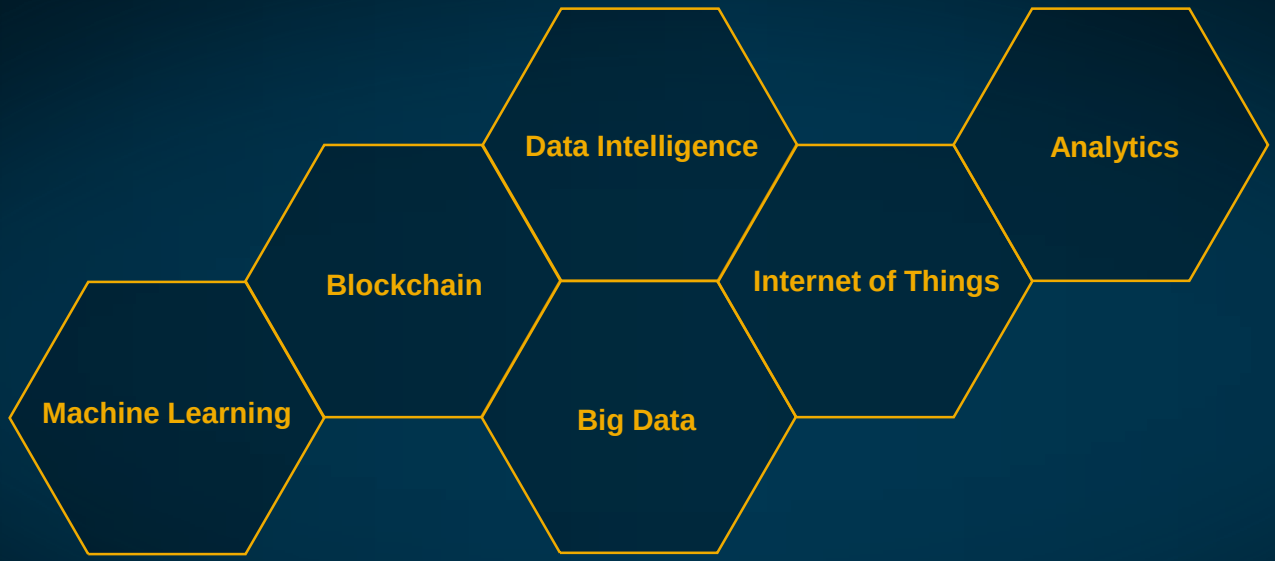
* For Premium Engagement / MaxAttention customers

# SAP Leonardo

**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

## Open

hadoop, Apache Spark, kafka, Google Cloud Platform, Microsoft Azure, redis, mongoDB, Java, SAP HANA, SAP Vora, amazon web services, amazon web services S3, PostgreSQL, python, CLOUD FOUNDRY, JS

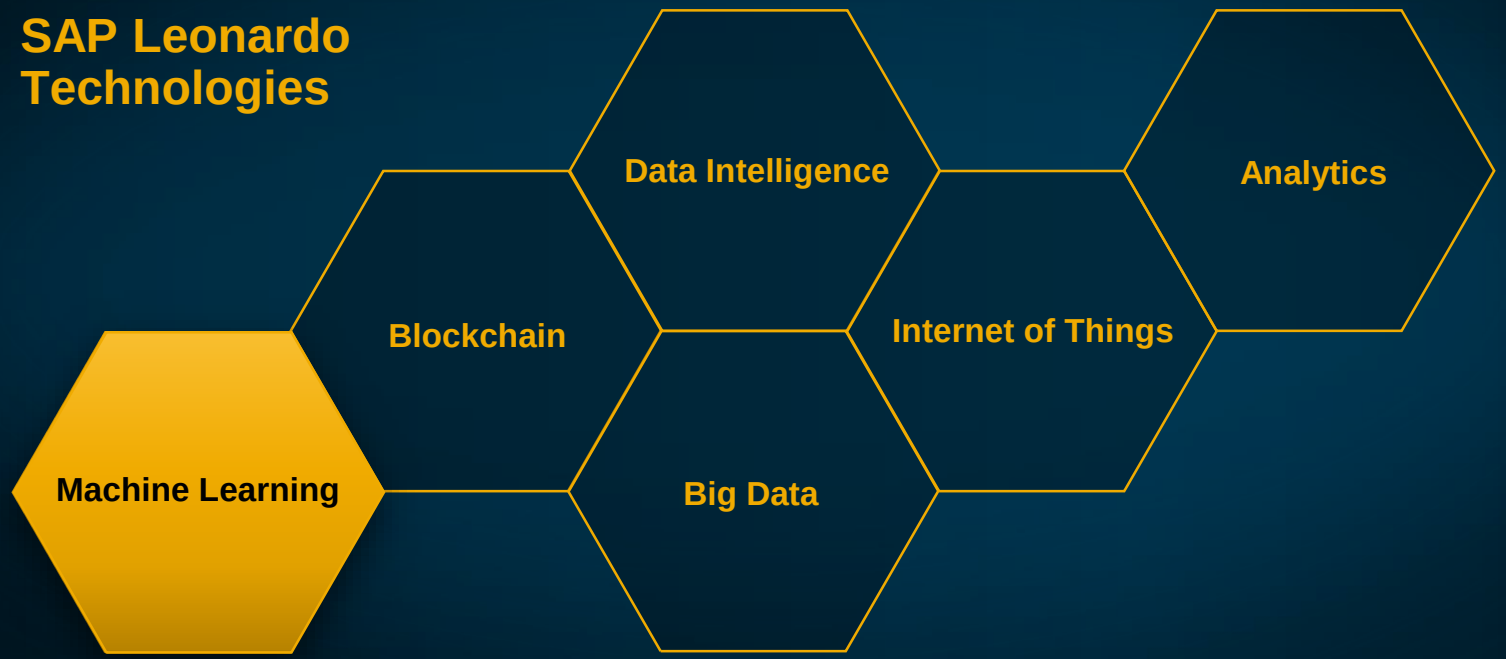
## Rich

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

## Ecosystem

Java, HTML5, node.js, python, Ruby

# SAP Leonardo

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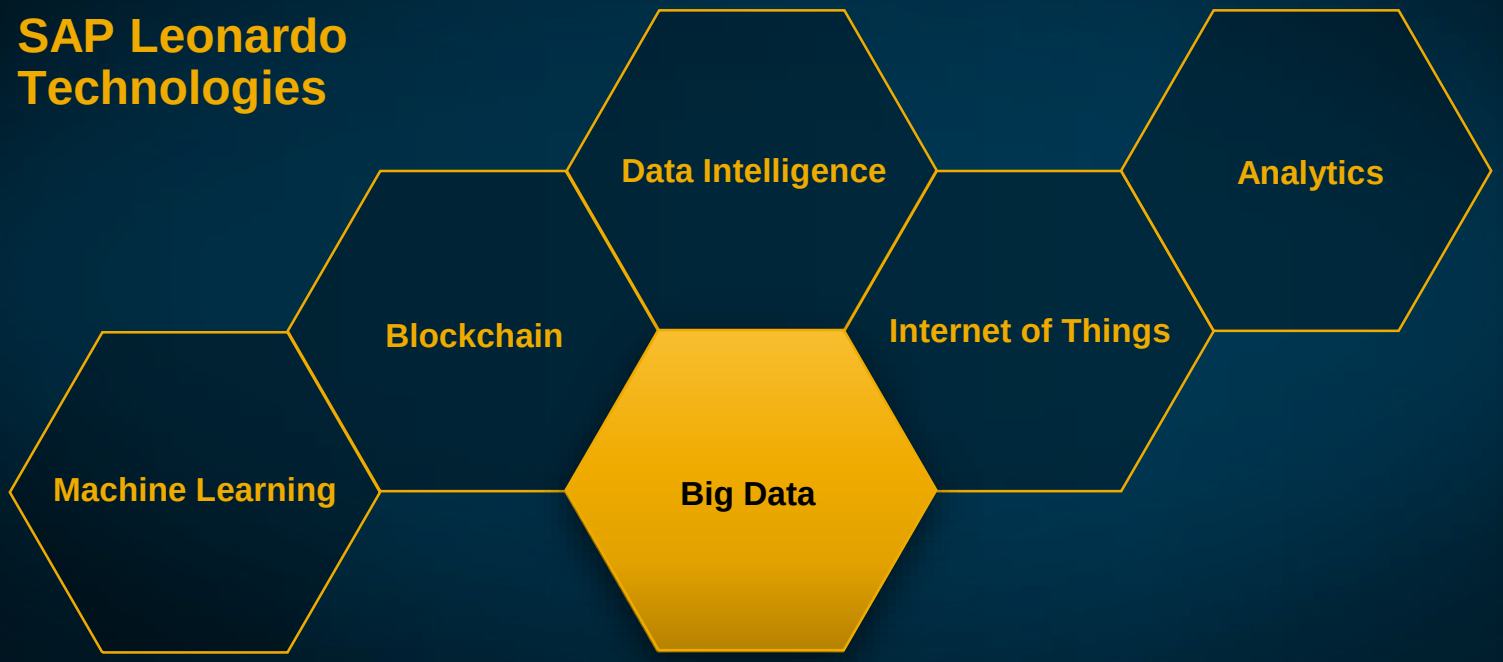



## Big Data

### Data Hub

- Manage, scale & govern the entire data landscape
- Create pipelines to connect systems & data stores
- Hybrid solution for both on-premise & cloud

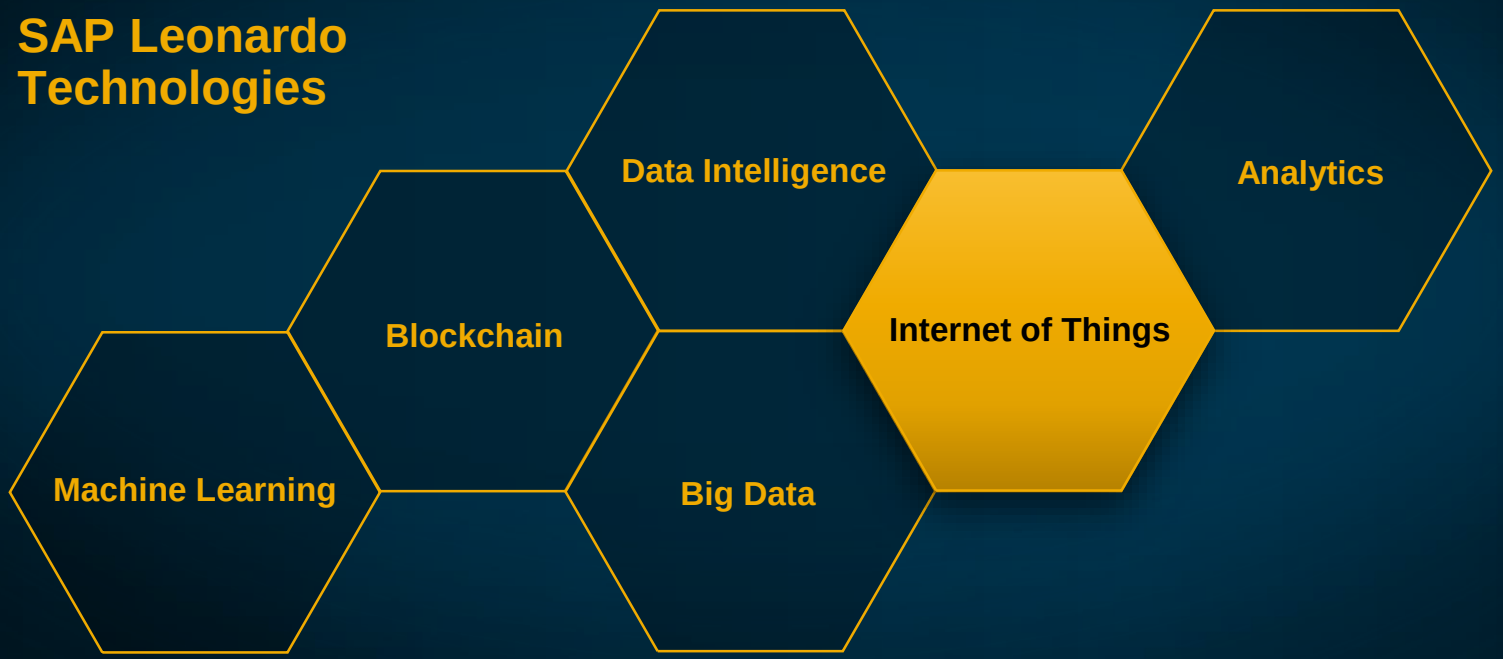
### Open

hadoop · Apache Spark · openstack · amazon web services · amazon web services S3 · Microsoft Azure · Google Cloud Platform

### Scalable

kubernetes

# SAP Leonardo




## Internet of Things

### SAP Leonardo Bridge

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

### IoT Applications

Connected Products

Connected Machines

Connected Fleet

Connected Infrastructure

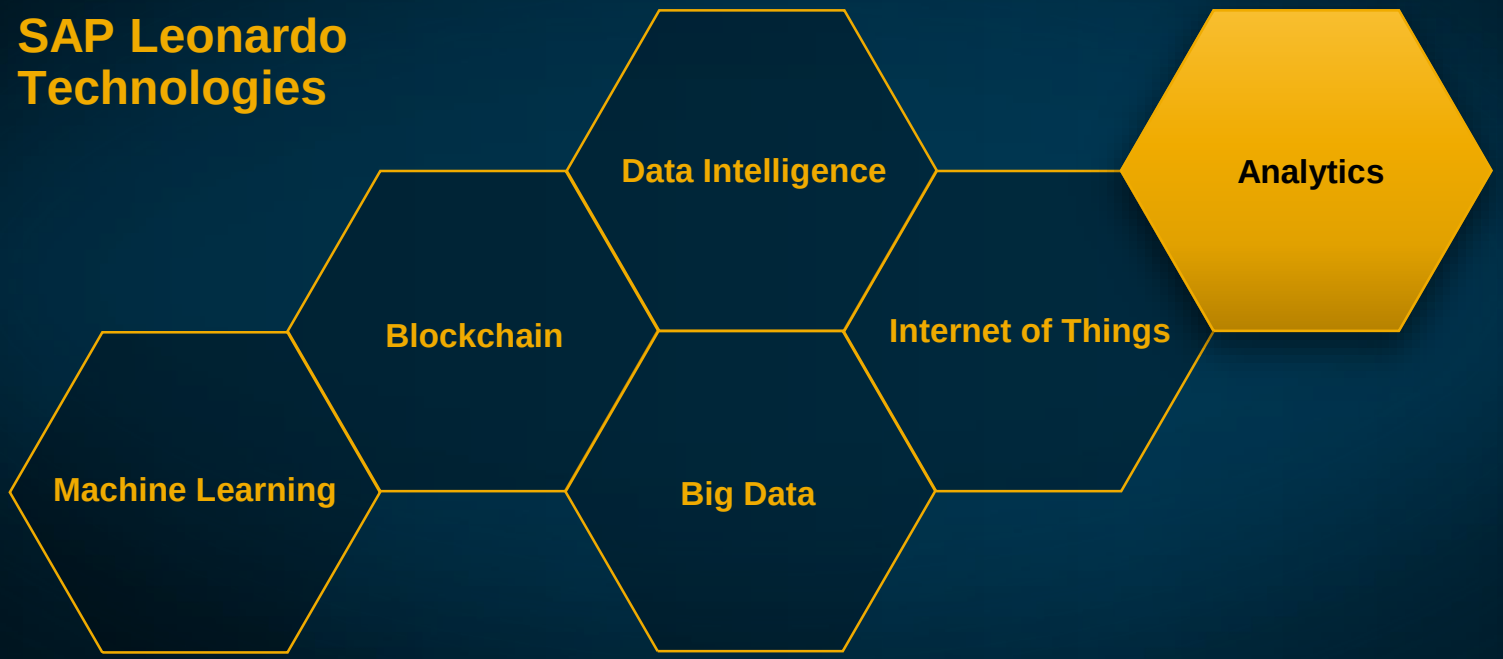
Connected Markets

Connected People

### IoT Services

- Edge Services
- App Enablement
- Thing management

# SAP Leonardo




# Analytics

## Comprehensive

Business Intelligence

Planning

Predictive

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

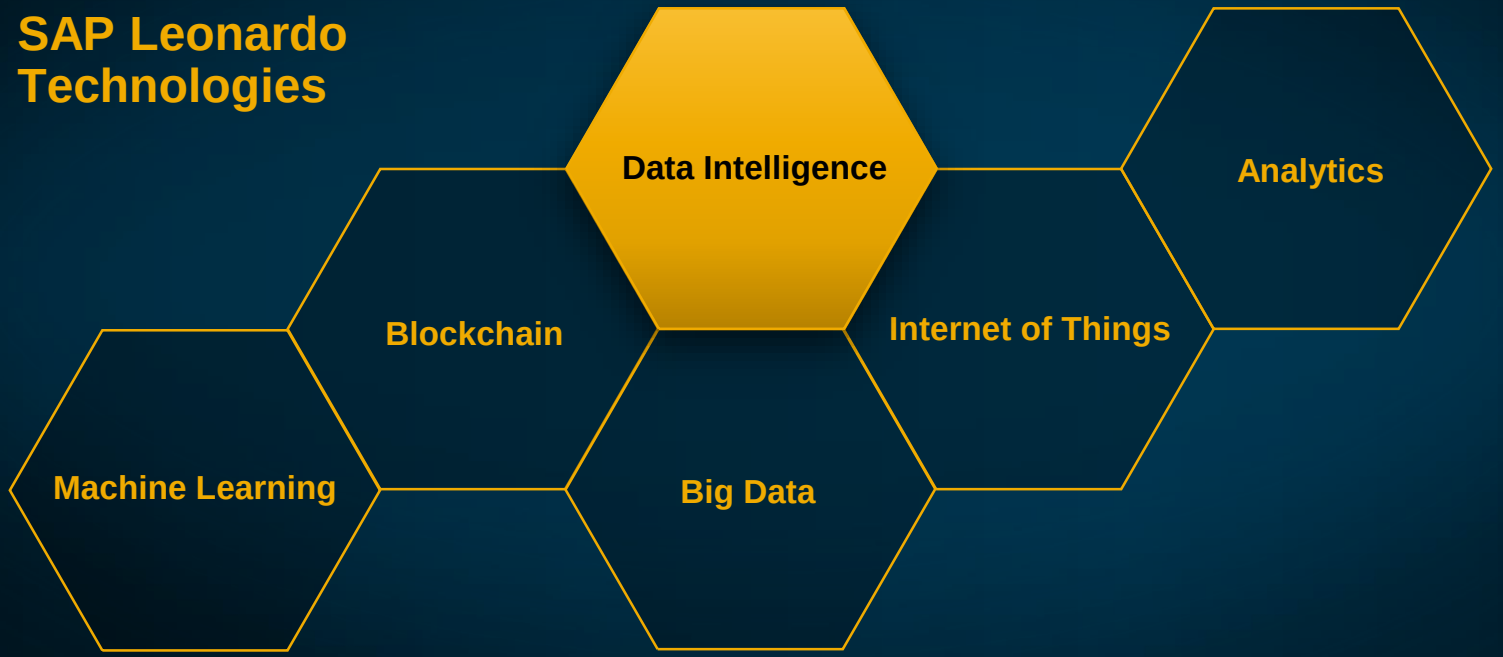
## Portfolio

- 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




## Data Intelligence

### Live Insights

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

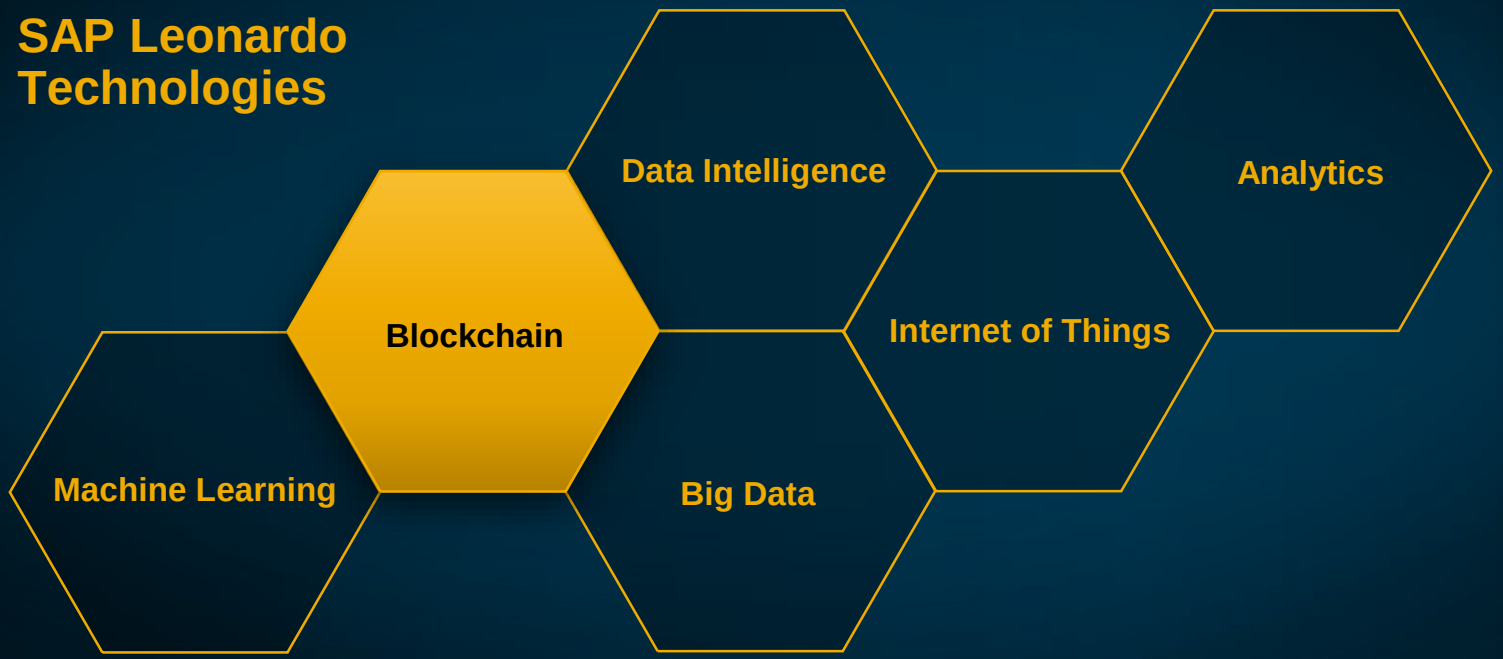
### Live Customer Cloud

- 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




# 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

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