



SAP Leonardo 

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Connecting Things with People and Processes

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April 20, 2017

EXTERNAL





Globally, 47% of **business application users waste more than 10% of their day waiting on technology** to deliver content, data, or results after they interact with a business application. That adds up to more than 24 working days lost per year.

Source: Oxford Economics, Mind the Gap Infographic

Why IoT is Important ...

- Enable a step-change in productivity
- Reimagining new business models and processes
- Changing how people will work
- Manage and mitigate risk

Business Value Benchmarks

Source: IDC White Paper, sponsored by SAP, The Future Services Sector: Continuous Delivery for Competitive Advantage, 2017

Productivity improvements

e.g. lower maintenance costs (up to 60%), or lower capital appropriations (25%)

New business models resulting in higher net promoter scores that deliver 15%-25% faster revenue growth than the industry average

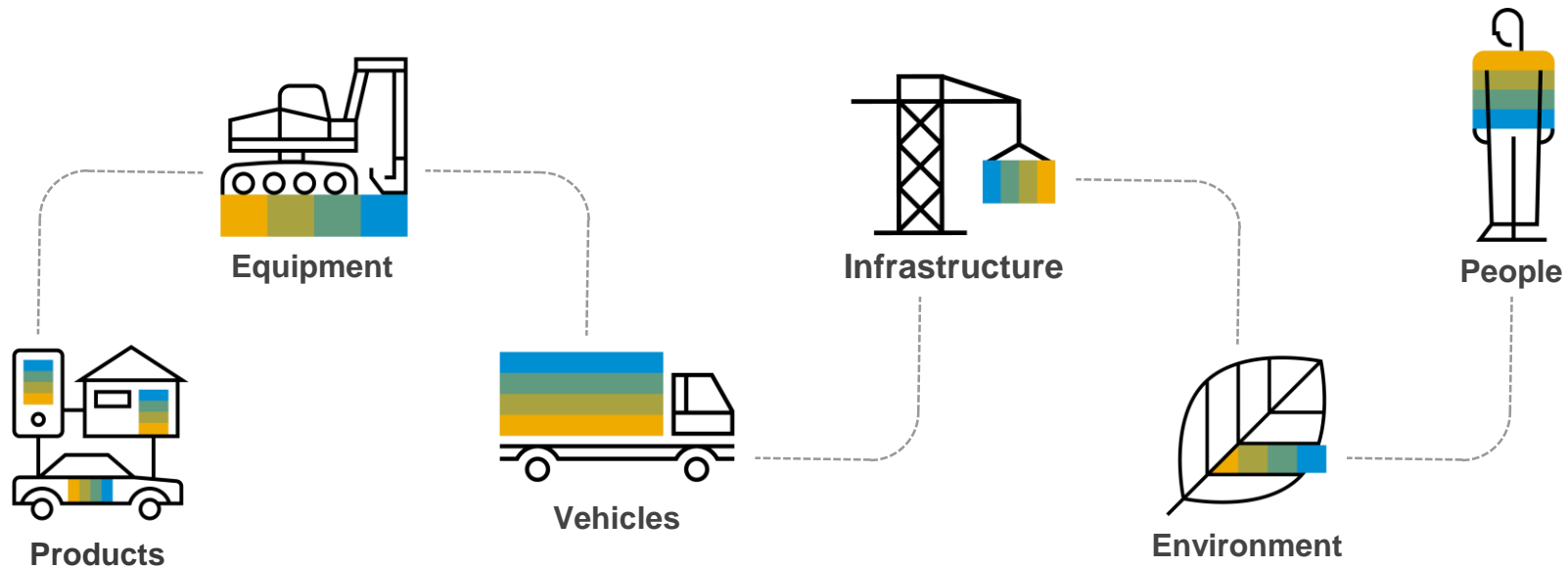
People process optimization leading 10 to 30% higher productivity in the form of higher outputs and lower costs

Lower risks e.g. better worker safety or lower claims payout (5-10%) in insurance industry



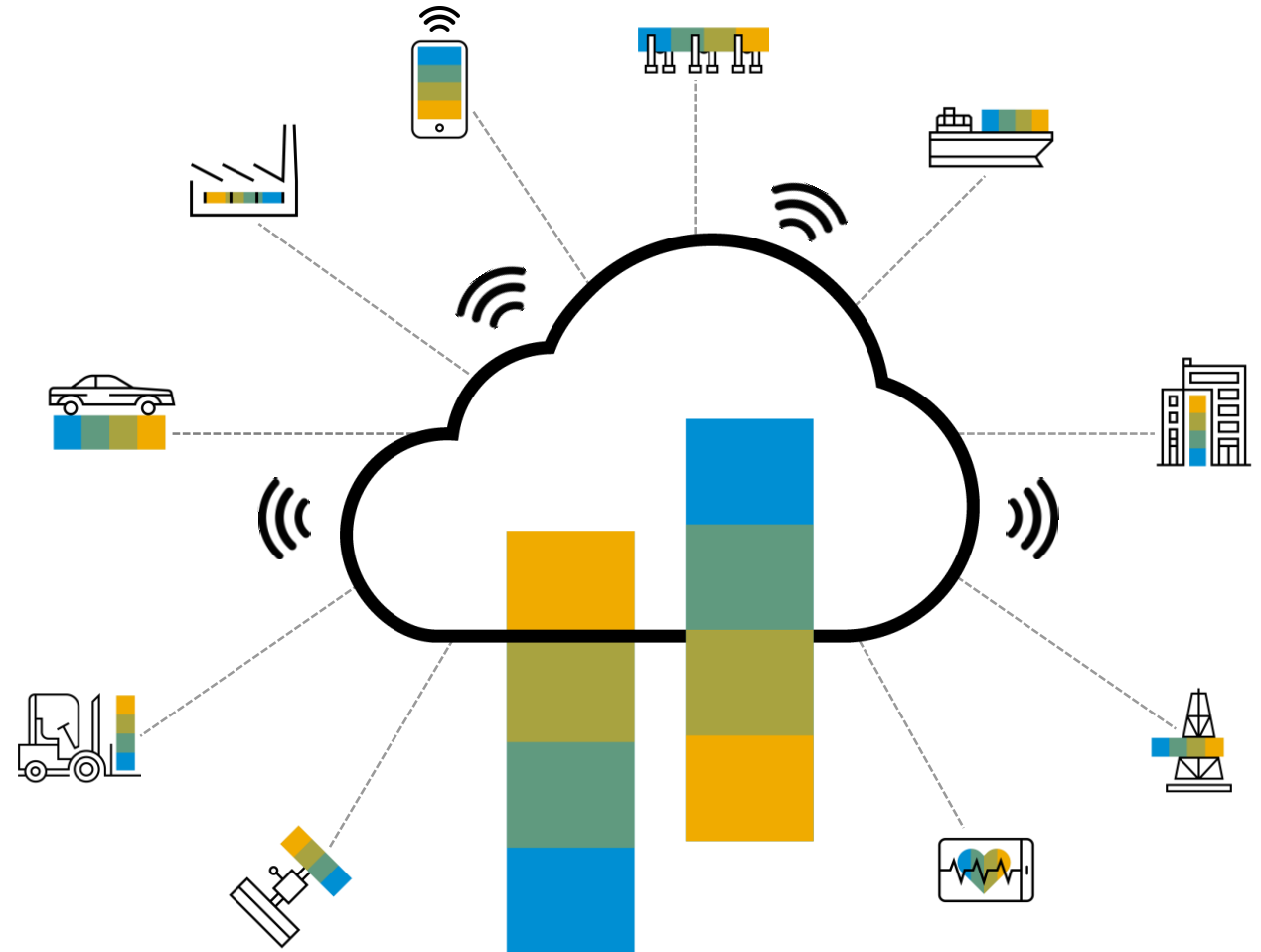
Every “Thing” is Connected

- Customers and users are more informed and empowered
- Data is available 24/7



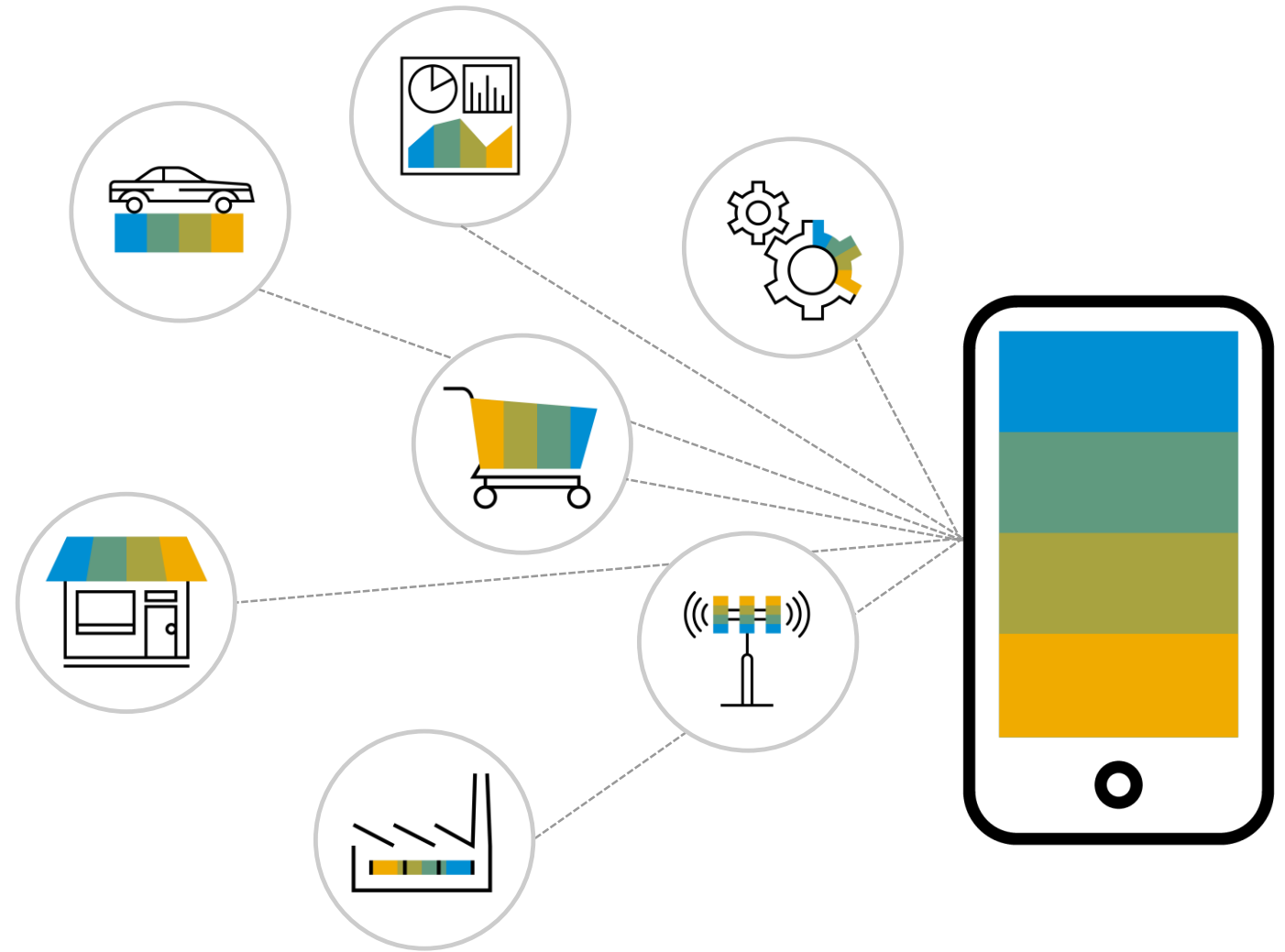
Every “Thing” is Intelligent

- Machine Learning
- Artificial Intelligence
- 3D Printing
- Predictive Processes
- Products are Smarter



Every “Thing” in the Moment

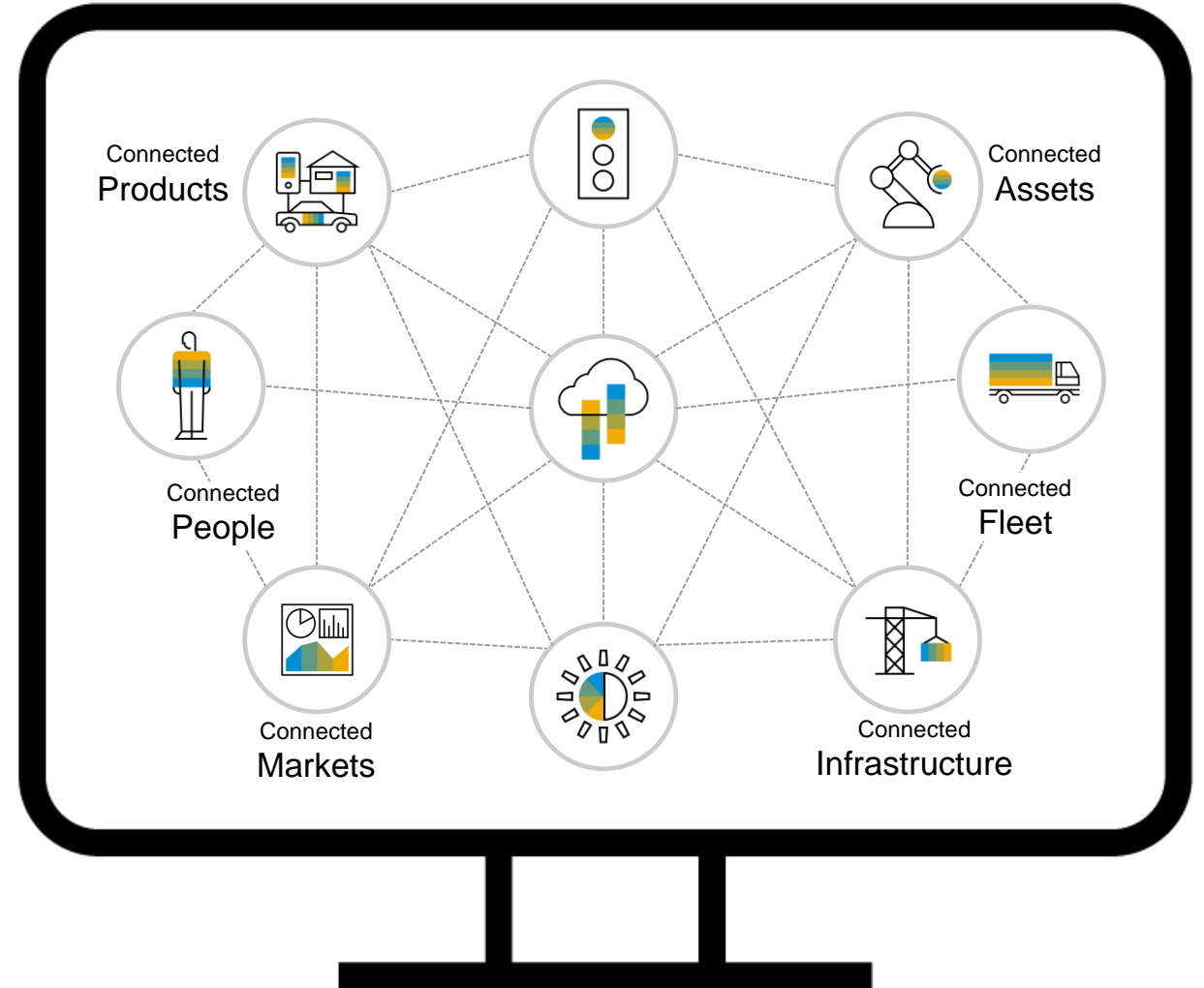
- Online Ordering
- 2-Hour Delivery
- Real-Time Decisions
- Predictive Analytics



Every Business Process Needs to Be Connected to “Everything”

Visibility across the business network of both structured and unstructured data :

- **Business Systems**
- **IoT Enabled Devices**
- **Sentiment Analysis**
- **Weather Patterns**
- **Traffic Reports**
- **Etc.**

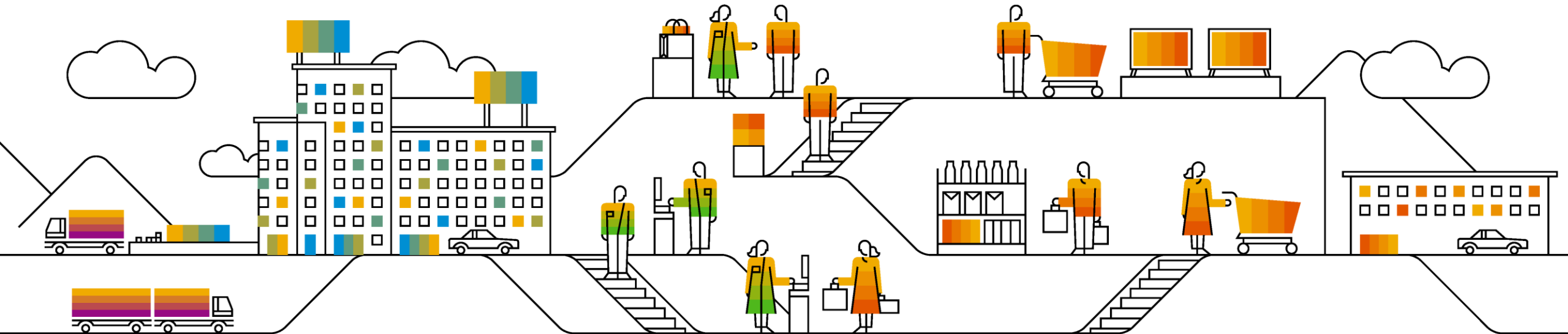


SAP Leonardo Connects Things with People and Processes

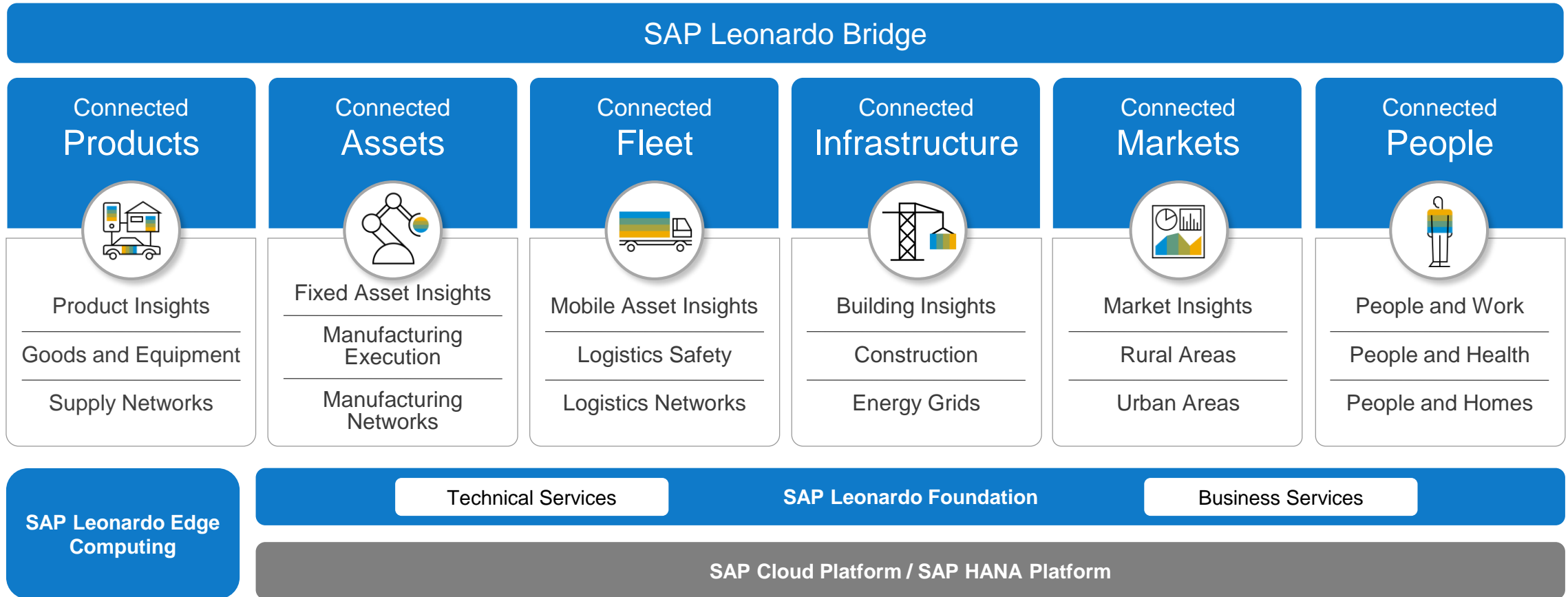


SAP provides a highly innovative IoT solution portfolio which extends the digital core with adaptive applications, big data management and connectivity to enable:

- New Business Processes
- New Business Models
- New Work Environments



SAP Leonardo Innovation Portfolio





Connected Products

- Design and manage smart products lifecycle
- Connect, monitor, control and distribute products in the field
- Manage, track and control inventory across the networks



SAP Connected Goods • Supply Chain Control Tower



Connected Products

Retail customer: Millions of Devices with limited insight



Monitor vending machine activity;
trigger automatic alerts

Monitor stock levels and trigger
timely replenishment.

Capture consumer interaction

Understand consumer buying and
product usage patterns



Connected Assets

- Connect, monitor and tightly control manufacturing equipment
- Optimize asset performance throughout its lifecycle
- Manage a network of assets to identify and resolve issues before they happen



Connected Asset Intelligence Network • SAP Predictive Maintenance & Service
SAP Manufacturing Execution • SAP Manufacturing Integration and Intelligence



Connected Assets

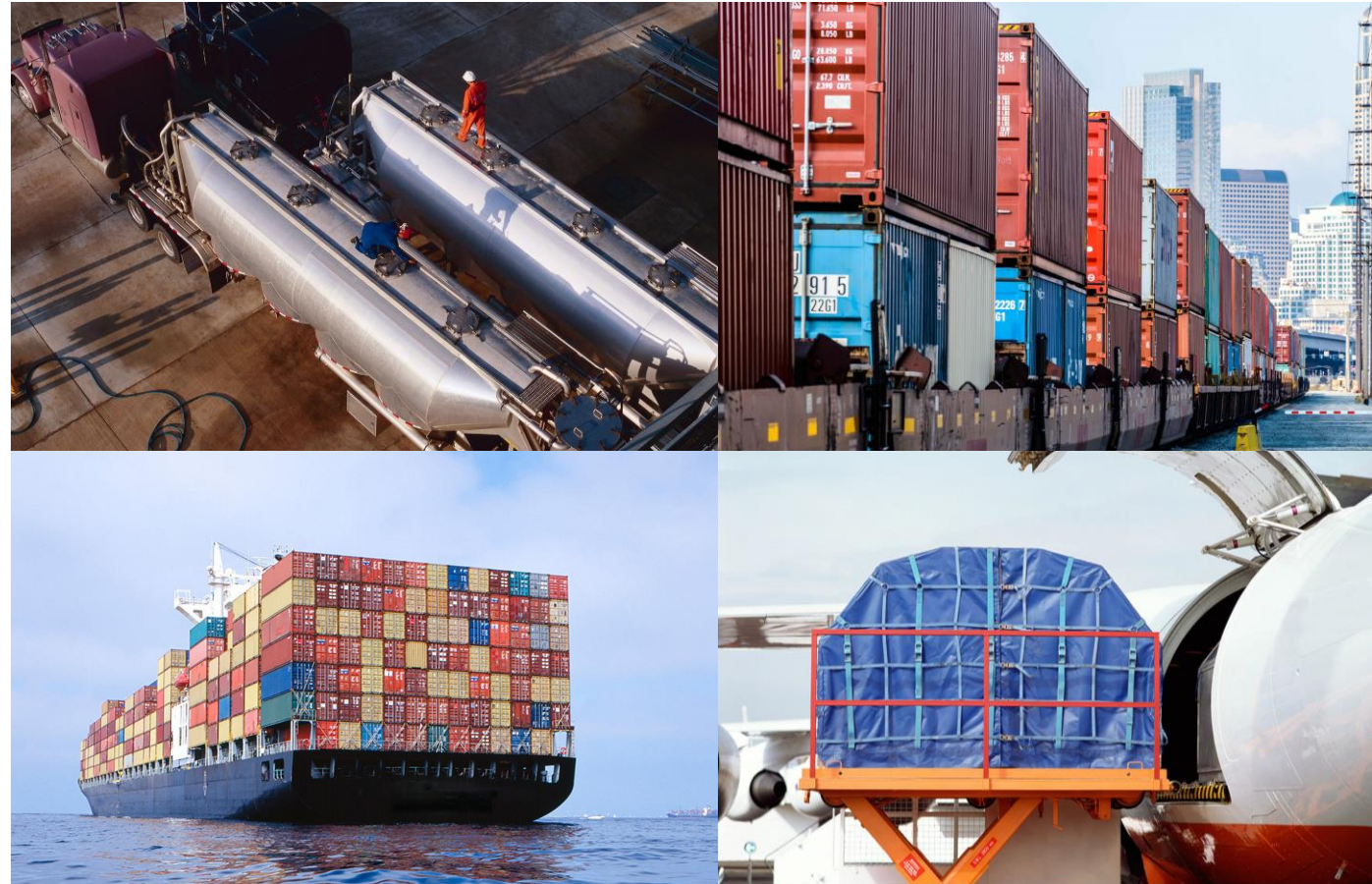


**“Reduce maintenance costs
by 8 to 10% – Increase asset
utilization”**



Connected Fleet

- Collect, map, store and analyze fleet and vehicle data in real time
- Perform safety analysis of drivers and assets to reduce accidents and improve safety
- Maximize your logistics strategy and comply with regulations across the global network



SAP Vehicle Insights • SAP Connected Parking
SAP Vehicle Networks • SAP Track and Trace*



Connected Fleet





Connected Infrastructure

- Leverage real time information to manage and maintain properties
- Manage construction projects to deliver on time and within budget
- Optimize energy utilization by integrating processes and information



SAP Track and Trace* • SAP Manufacturing Integration and Intelligence



Connected Infrastructure



**Annual spend for asset
maintenance reduced
by 1-2%**



Connected Markets

- Interact in digital and physical marketplaces to improve personal experiences
- Leverage data from agricultural machines and equipment to increase efficiency and predictability
- Optimize energy, vehicles and assets across the urban footprint



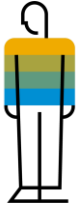
SAP Network Logistics Hub • SAP Connected Agribusiness
SAP Connected Goods • SAP Connected Parking



Connected Markets



Real-time monitoring of vital farm processes
Tracking of work targets as defined in the crop planning process
Better management of farm and planted areas

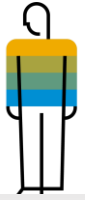


Connected People

- Improve safety through real time connectivity to environmental and safety practices
- Leverage a connected health network focused on patient outcomes with lower healthcare costs
- Make home life more comfortable, efficient and secure with connected energy and security systems



SAP Connected Goods



Connected People

Enabling real-time medical response for diabetes patients

SAP & Roche: Fighting Diabetes with Personalized Treatment

Roche

SAP Leonardo Bridge

- Empower people to do their jobs better in a role-based environment
- Access data from products, assets, fleets, and the environment to make informed decisions
- Connect and collaborate with partners
- Leverage predictive analytics and machine learning to automate decisions and manage by exception



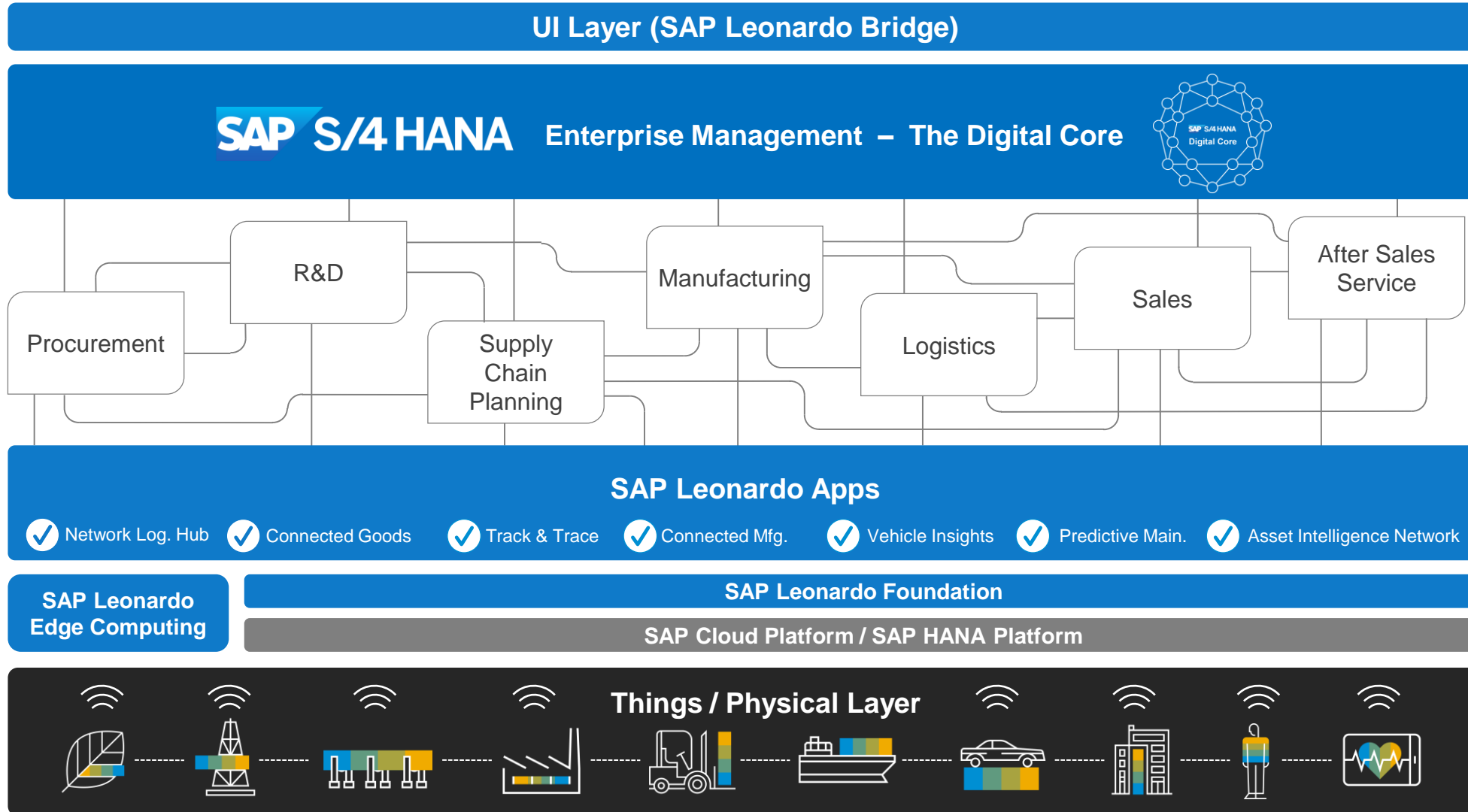
SAP Leonardo Foundation and Edge

- Delivers best of breed business services to rapidly build IoT enabled applications
- Leverage standard technical services to process high velocity of data with the ability to stream analytics and run predictive scenario
- Deliver intelligent edge applications that ingest data irrespective of connectivity, latency or device protocols



SAP Cloud Internet of Things Services • SAP Cloud Platform Streaming Services
SAP Cloud Platform Remote Data Sync • SAP Cloud Platform Integration Services
SAP Application Enablement Service • SAP Dynamic Edge Processing
SAP Device Management by Telit • SAP IoT Integrator for OSIsoft

SAP Leonardo & Digitizing Business: The Big Picture



PEOPLE

FROM PROCESSES TO NETWORKS

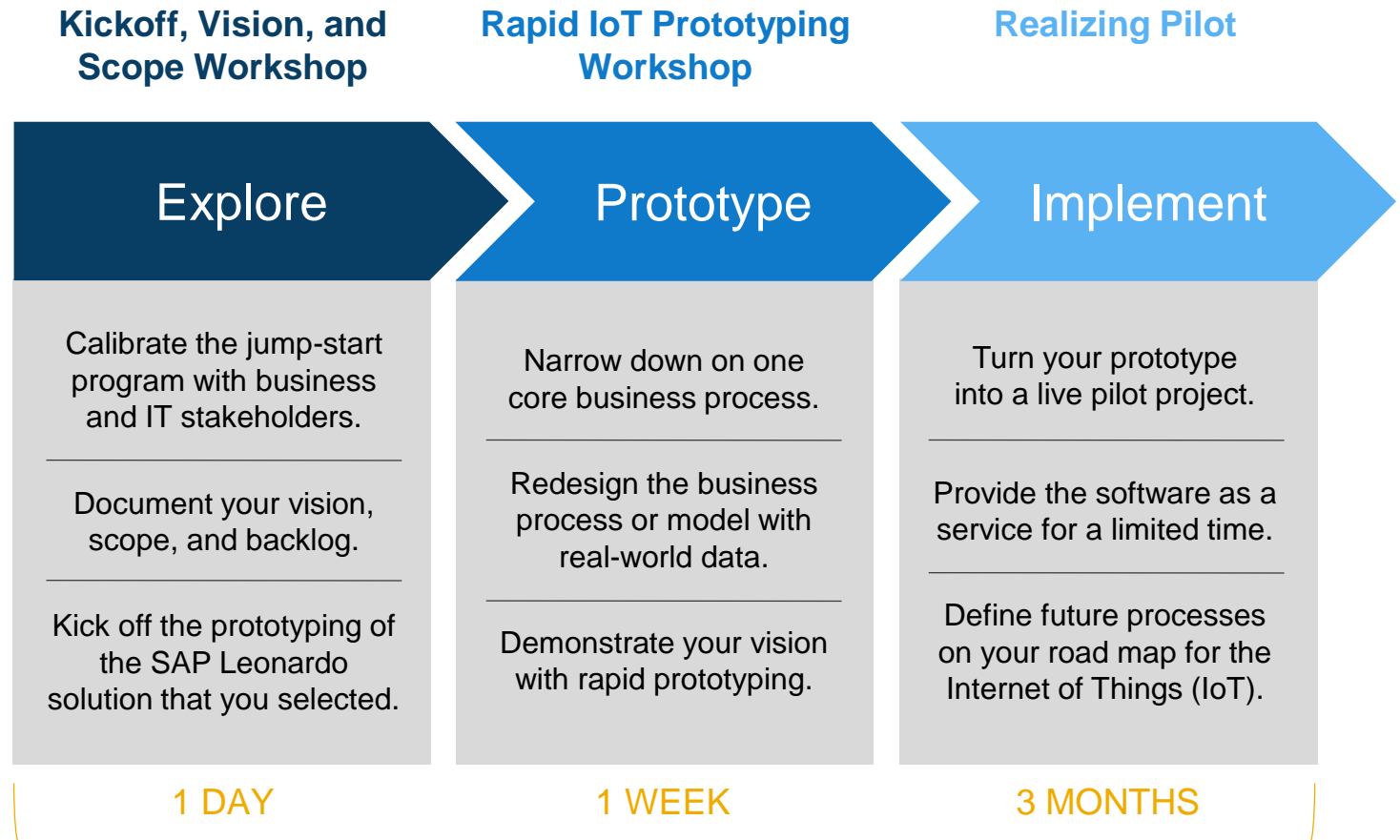
NEW BUSINESS MODELS

PRODUCTS “THINGS”

Jump-Start Program for the SAP Leonardo Portfolio

Three Steps to Delivering Outcomes

- Software and Service to implement customer's IoT use-case
- Proof with real data - **Productive Pilot**
- **Reduced Risk** with fixed price and fast deployment in 3 months
- Customer success beyond pilot - delivers **business case** and deployment roadmap for next phases



THREE STEPS TO DELIVERING OUTCOMES

Key Takeaways

IoT as enabler for the 3 Value drivers

New Business Processes - New Business Models - New Work Environment

SAP Leonardo connect things with people and processes

Think Big, Start small – Leonardo Jump-Start Program

Thank you.

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