



# SAP Fiori 3 UX and Design-Led-Development of SAP Fiori Apps for SAP S/4HANA

UX207

PUBLIC

# Speakers

## Las Vegas

September 24–27, 2019

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Emil Voutta

## Barcelona

October 8-10, 2019

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Emil Voutta

## Bangalore

November 13-15, 2019

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Prasita Prabhakaran



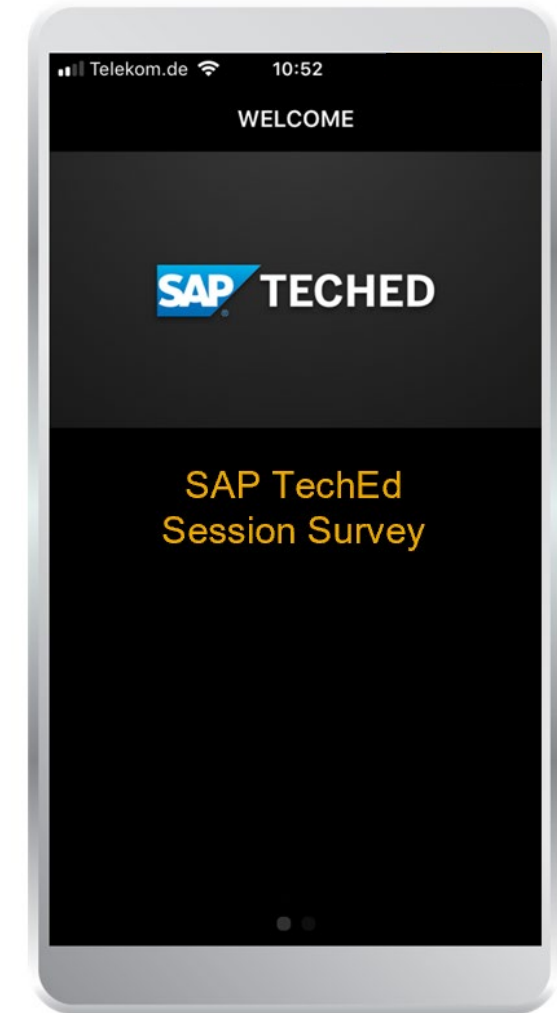
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# Agenda

SAP Fiori design system

UX consistency

SAP Fiori 3

SAP S/4HANA user experience



# SAP Fiori design system





# User centricity



# Multi channel consumption



# Design principles



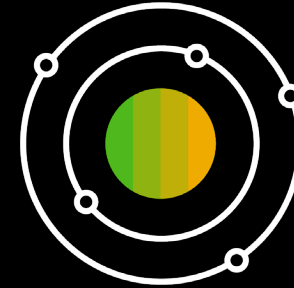
Role-Based



Adaptive



Simple



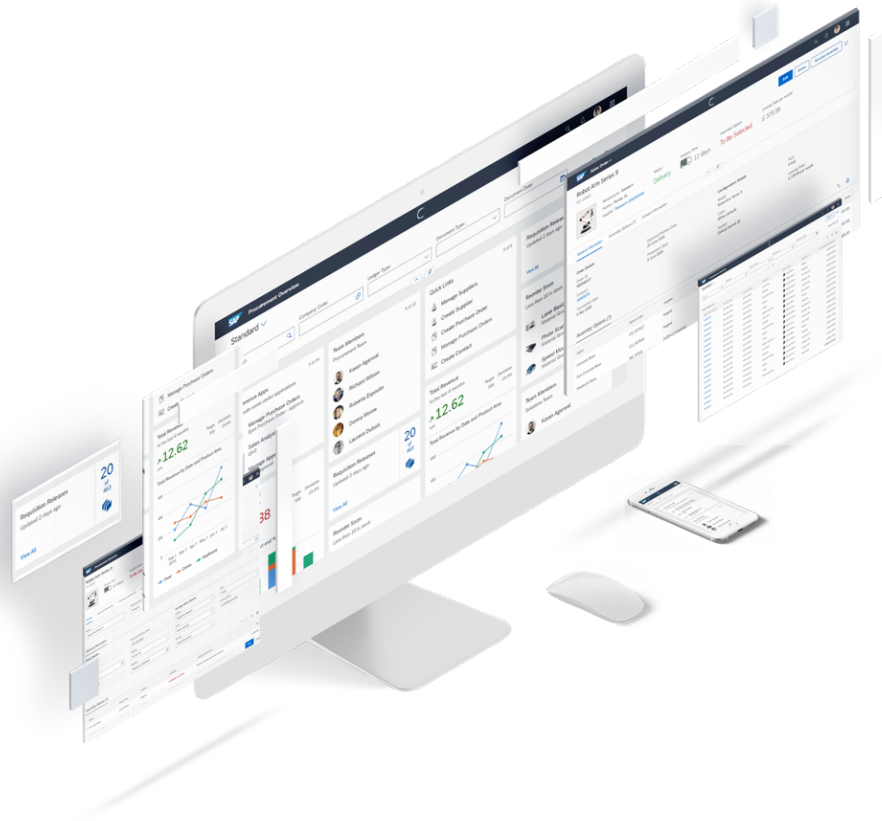
Coherent



Delightful



# SAP Fiori design system



## SAP Fiori design concepts & UI technologies

Broad concepts, common patterns, shared components and comprehensive libraries for both, design and technology artefacts, enable the scalable delivery of great, enterprise-ready product experiences.

# SAP Fiori Design System

## Values

Digital Ethics, SAP Corporate Values

## Principles

Role-based, Adaptive, Simple, Coherent, Delightful

## Practices

Design Mindset, Design-Led Development, Design Council

## SAP Fiori Design Languages

### Style

#### SAP Fiori Web

Look & Feel

### Features

Controls & Floorplans

### Functions

Common Functions

### Design Tools

Guidelines & Stencils

SAP Fiori Fundamentals  
SAP BUILD

#### SAP Fiori Native Mobile

Look & Feel

Controls & Floorplans

Common Functions

Guidelines & Stencils

SAP Fiori Mentor

#### SAP Fiori Conversational UX

Look & Feel

Controls & Floorplans

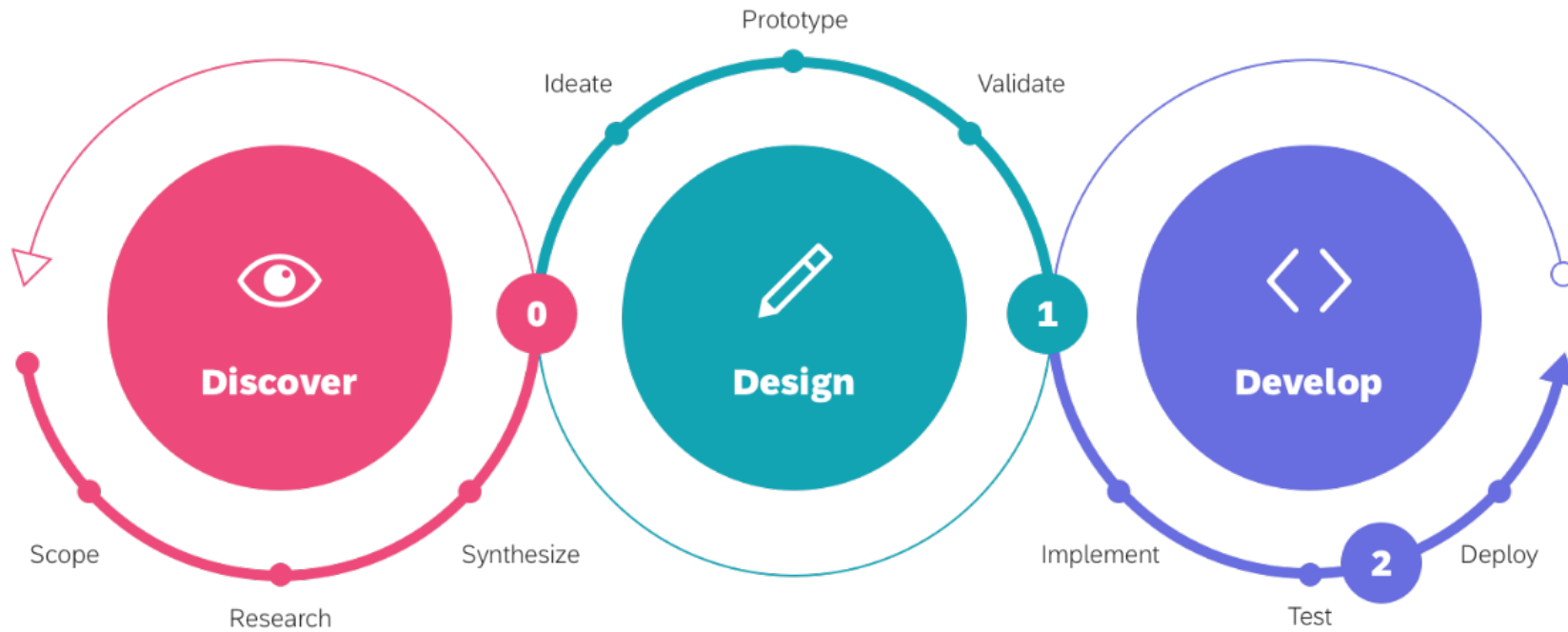
Common Functions

Guidelines & Stencils

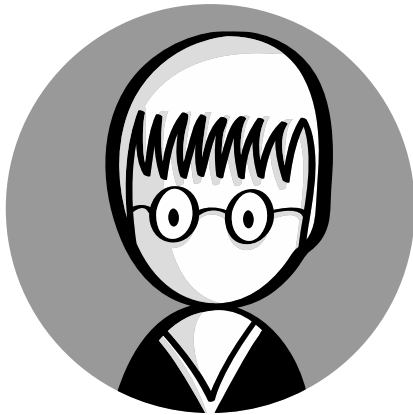
SAP Conversational AI

## SAP UI Technologies

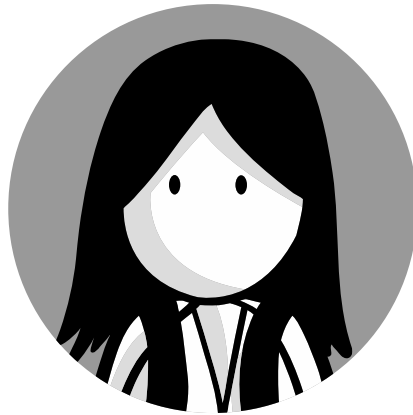
# Process: Design led development



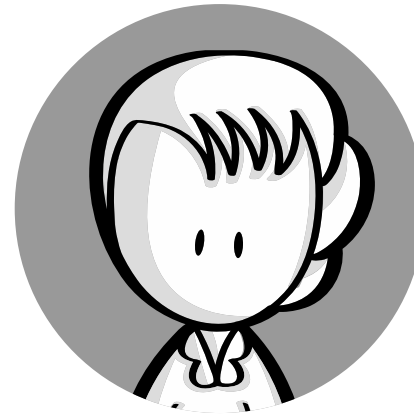
# Team



Product



Development

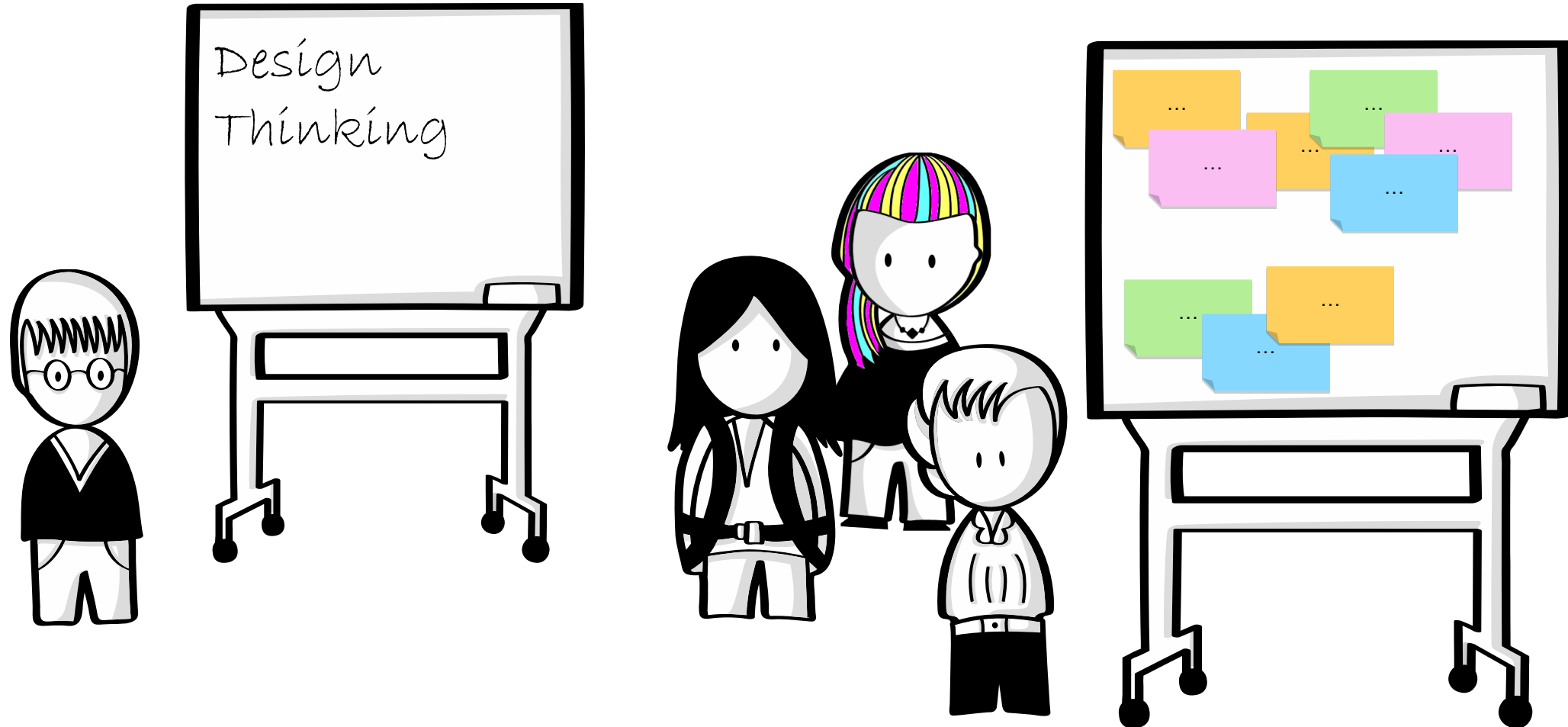


Design



Design

# Working mode





# Persona

- Role
- Goals
- Responsibilities
- Needs
- Competencies
- Pain points
- Environment
- Colleagues



The form is a template for creating a user persona. It includes a cartoon character icon in the top left corner. The form is divided into several sections:

- Demographics**
  - My Name
  - My Age
  - My Education
  - My Background
- Activities**
  - My Role
  - My Competencies
    - Power User
    - Proactive
    - Town Worker
    - Global Focus
    - Innovative
    - Casual User
    - Reactive
    - Lone Fighter
    - Local Focus
    - Conservative
  - My Goal
  - My Trigger
  - My Tasks
  - I work with
  - Frequency
    - ☐ Hourly
    - ☐ Daily
    - ☐ Weekly
    - ☐ Monthly
  - How my Environment looks like ...
- Feelings**
  - What motivates me?
  - What frustrates me?

# Persona

App name

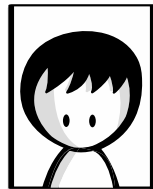
Description

Key features

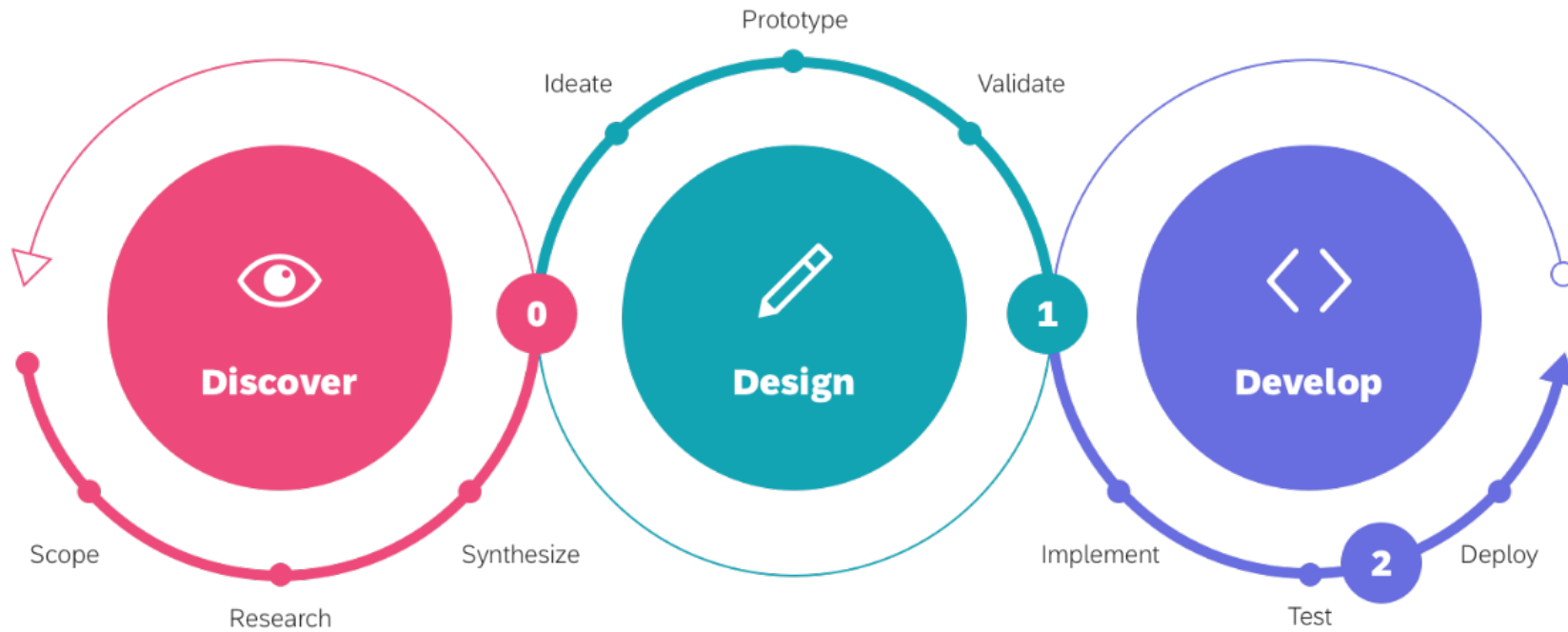
Line of business

roles



App Name	
<div>...</div>	
Description	
<div>...</div> <div>...</div> <div>...</div>	
Business Area	Roles
<div>...</div>	<div><div>...</div><div>...</div></div>

# Process: Design led development



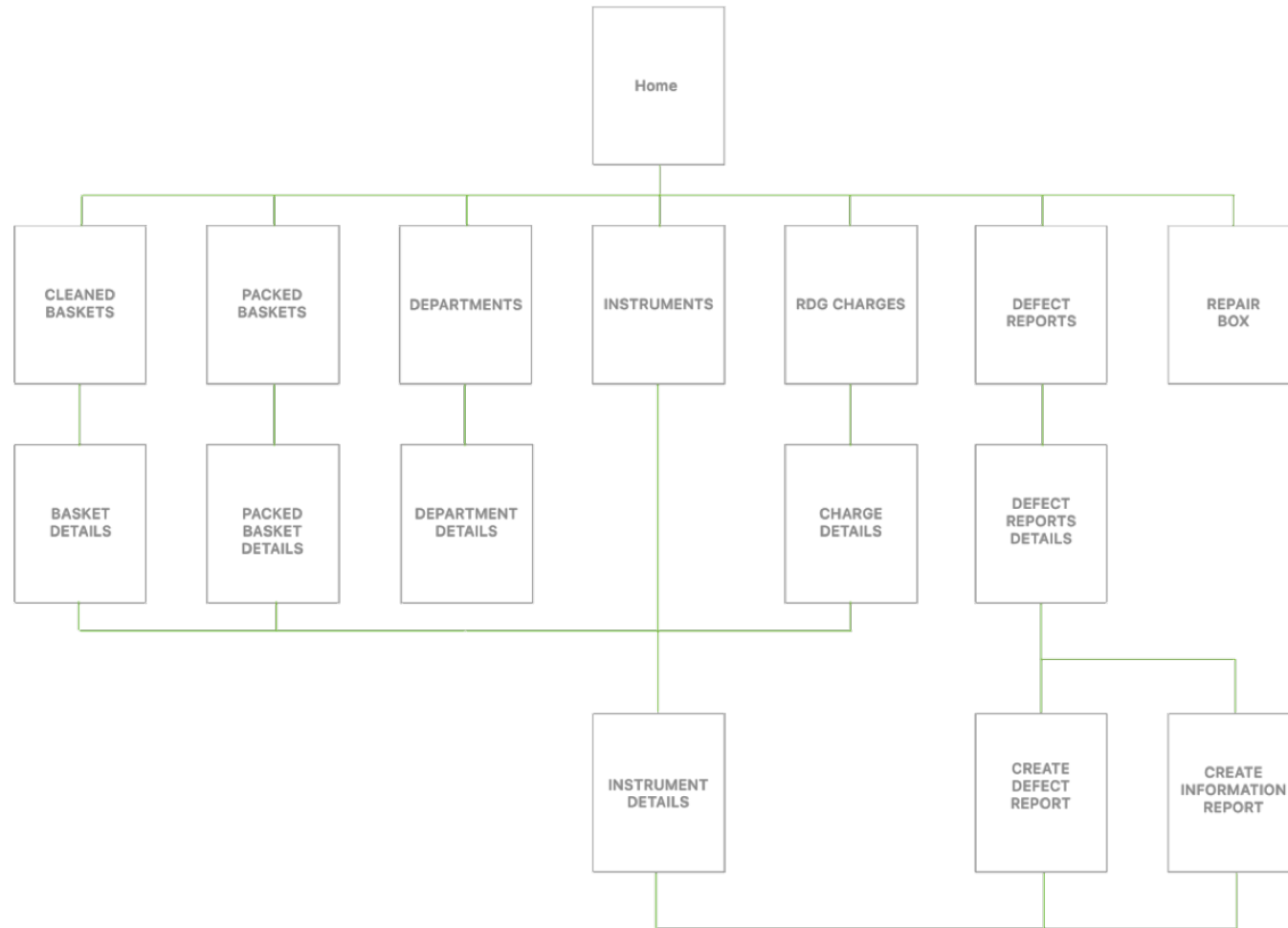
# **What is a workflow?**

What is a workflow?

**A workflow is a set of steps it takes to complete a task**

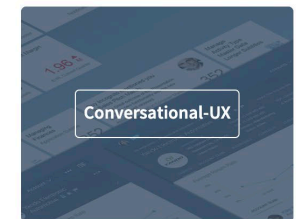
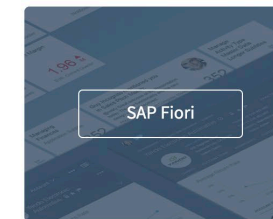
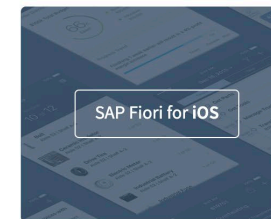
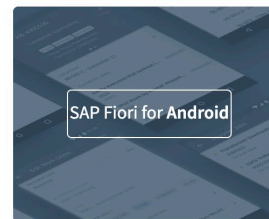
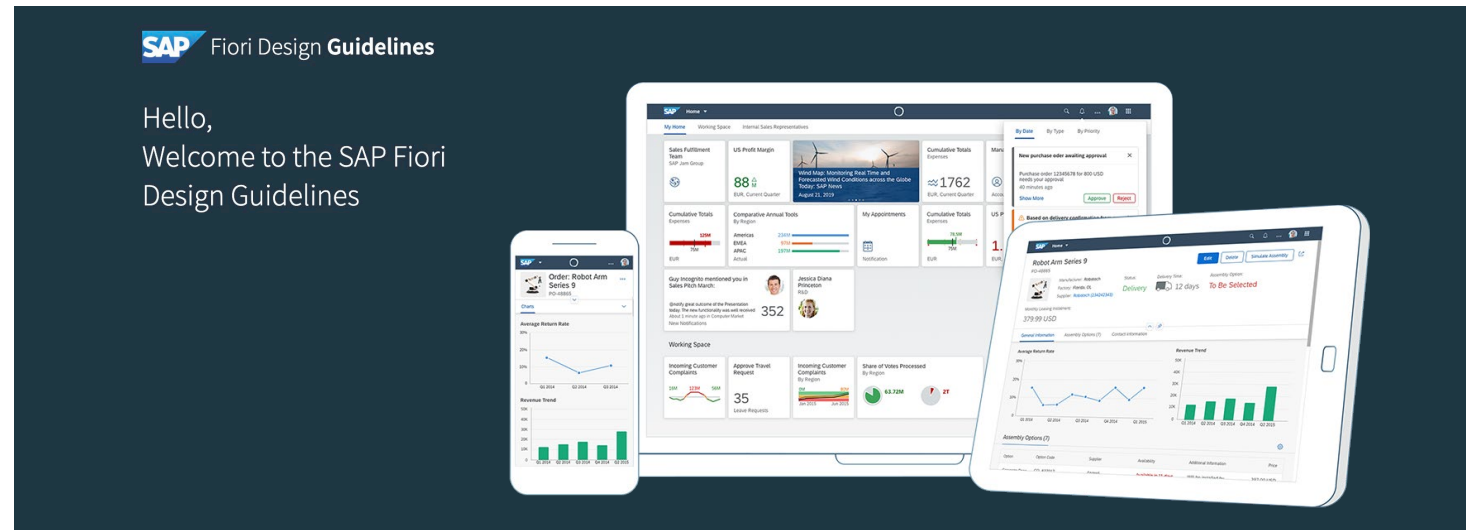


# Structure



# SAP Fiori design guidelines

- SAP Fiori for web
- SAP Fiori for native mobile
  - iOS
  - Android
- SAP Fiori for conversational UX



SAP Fiori

SAP Fiori is the design language that brings great user experiences to enterprise applications. Based on user roles and business processes, SAP Fiori simplifies doing business. SAP Fiori is a paradigm shift away from monolithic ERP solutions towards light-weight apps tailored to the users' tasks. To accelerate the transformation of the world's digital economy, SAP is applying this

# SAP Fiori design guidelines - web

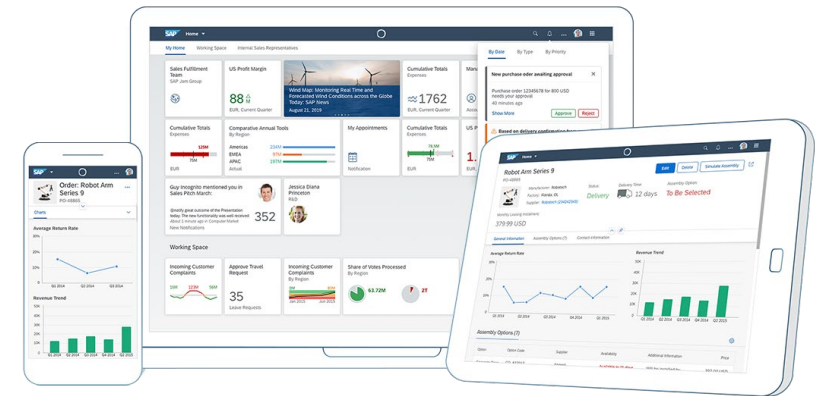
- Get Started
- Explore SAP Fiori
- What's new
- Foundation
- General concepts
- Layouts, floorplans and frameworks
- UI elements
- Services & resources

≡ **SAP** Fiori Design Guidelines

Search 🔍

## SAP Fiori

The original SAP Fiori user interface for web apps based on the SAPUI5 framework. Learn how to design engaging and intuitive apps that can run on any device.



### Get Started

Get to know the basics: the principles behind SAP Fiori.

### Explore

Explore the different UI elements and floorplans.

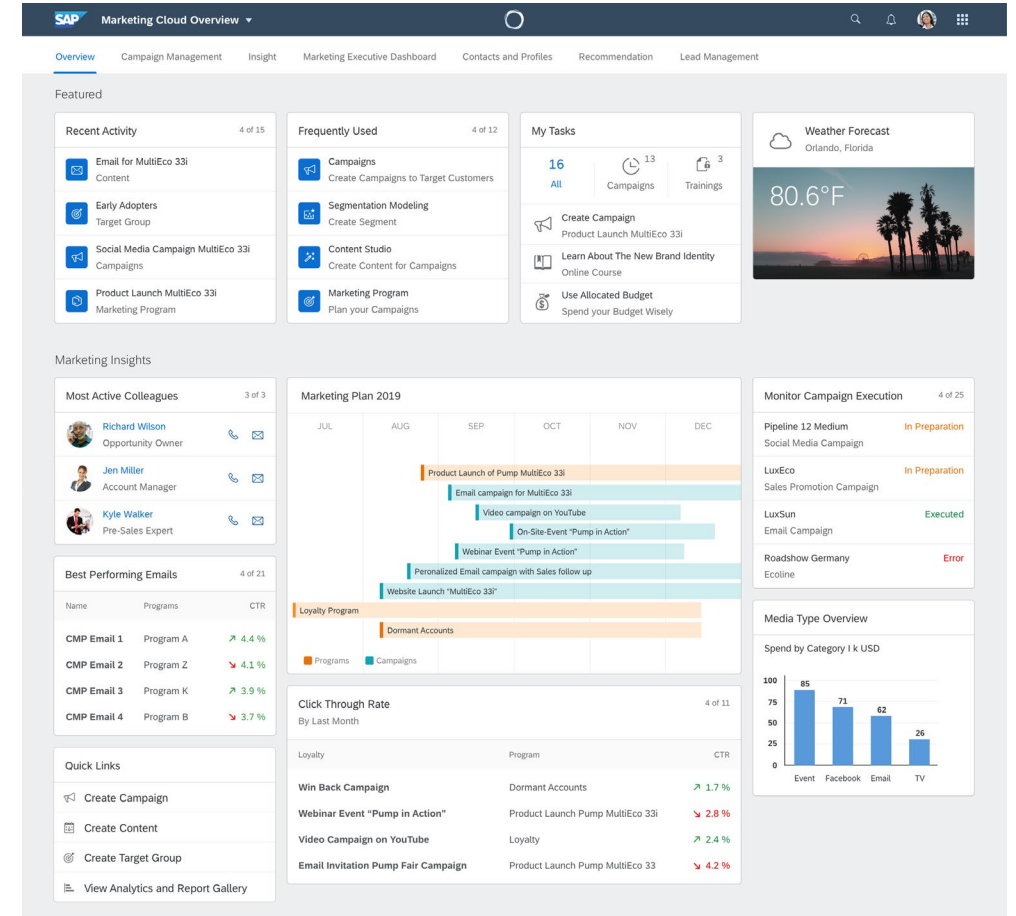
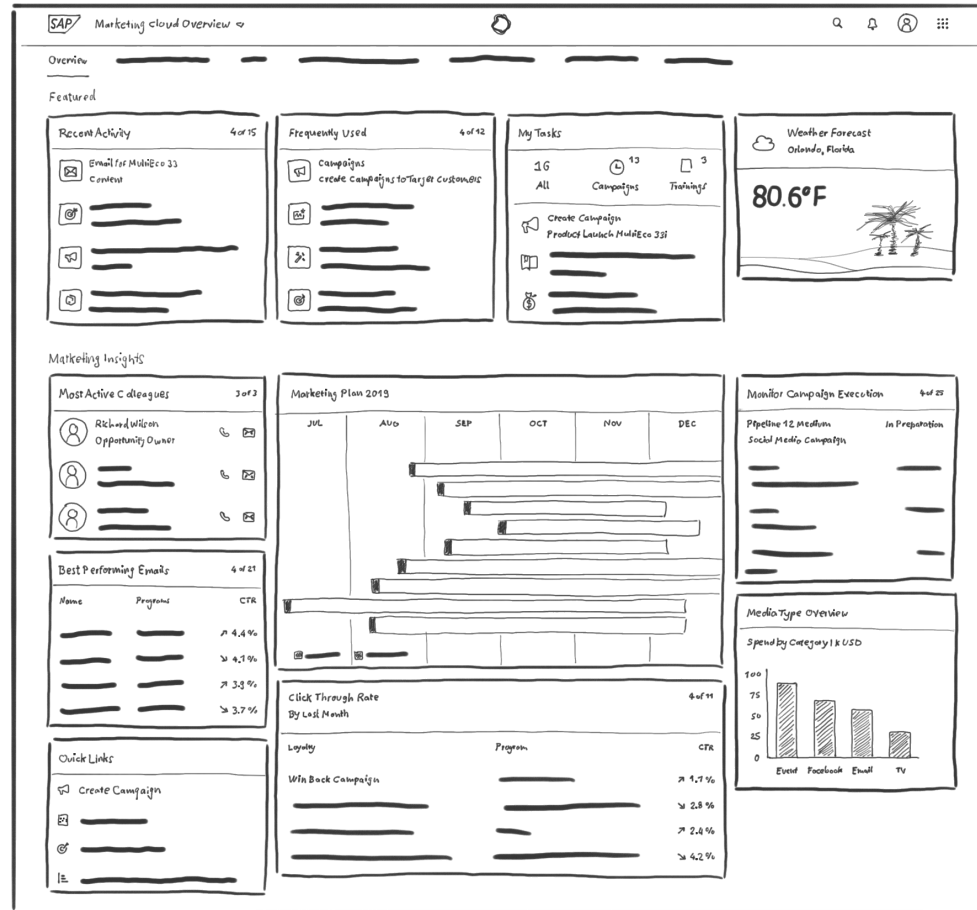
### Resources

Download the SAP Fiori design stencils and icon font.

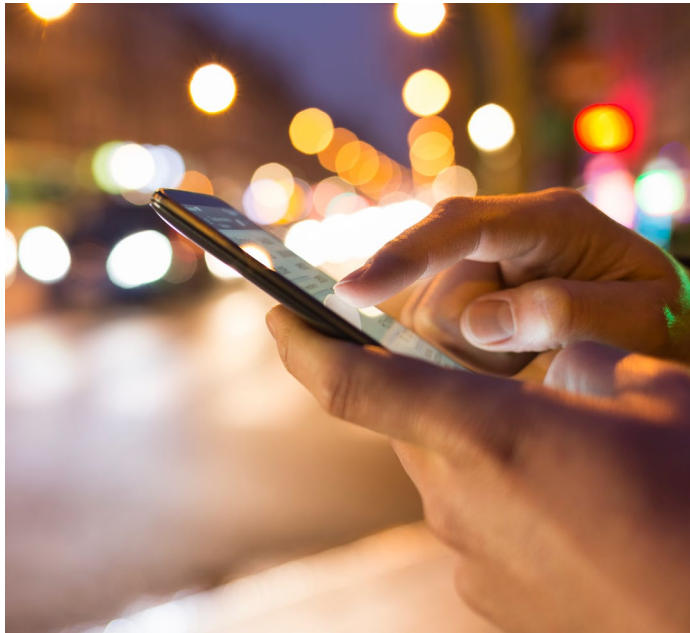
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# Scribble to high-def



# Prototyping & end-user feedback





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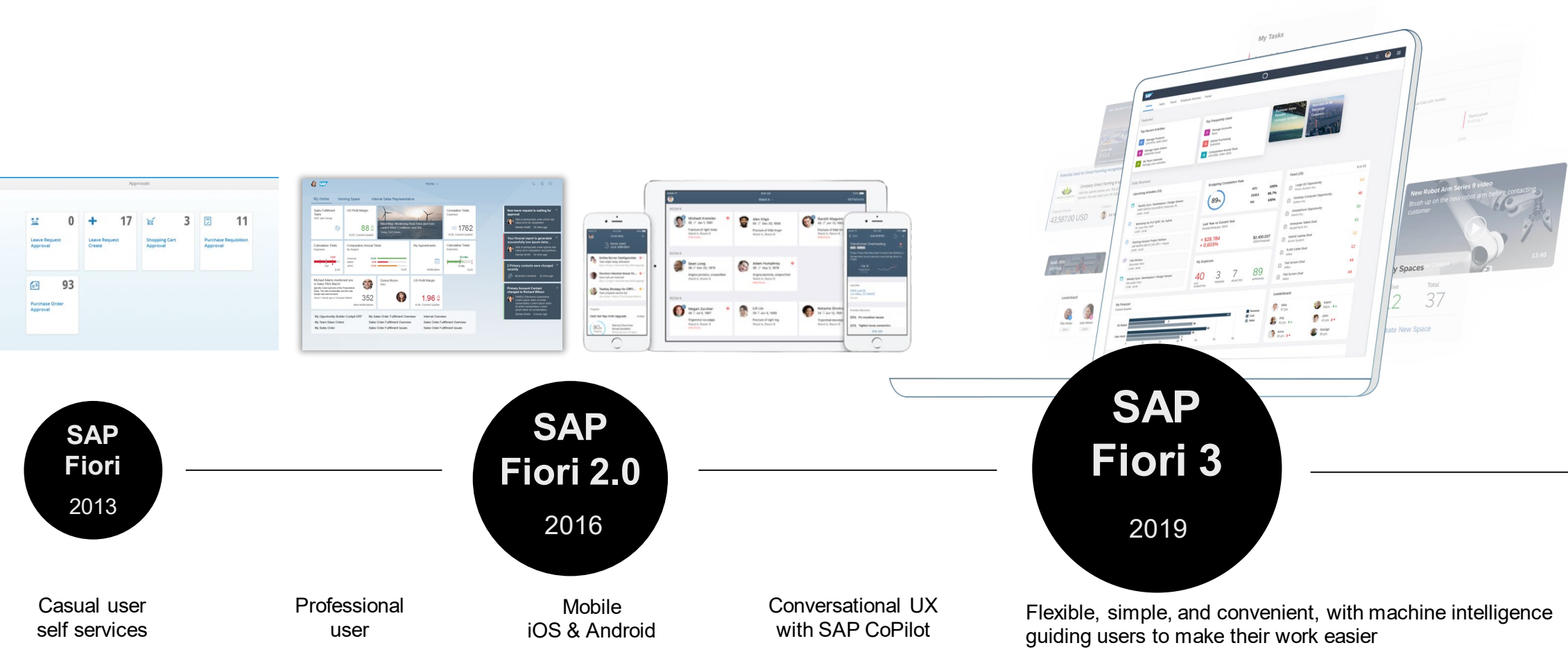
SAP Conversational AI

## SAP UI Technologies

# UX consistency



# SAP Fiori evolution



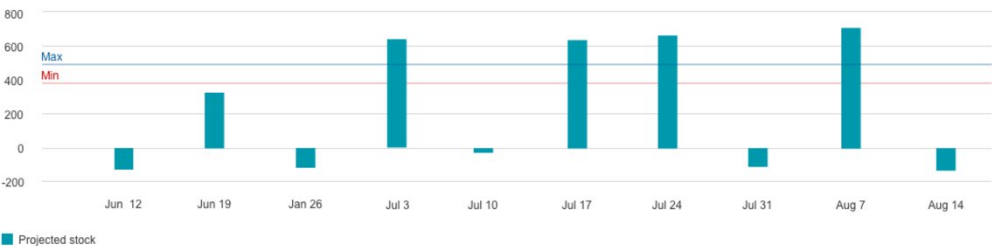
Supplier managed inventory details

Digital Components Ltd. Part no. DICE-DP-0700



View by Week Inventory type Choose Extra data for chart None Starting from Jun 12, 2017

Chart





Projected stock Supply and demand




Lead time: 3 days [Part details](#) [Stock on hand :190](#) [Comments \(2 new\)](#) Last sent Jun 5, 2017 [Send data](#)



Key figure		Jun 12 Week 1	Jun 19 Week 2	Jun 26 Week 3	Jul 3 Week 4	Jul 10 Week 5	Jul 17 Week 6	Jul 24 Week 7	Jul 31 Week 8	Aug 7 Week 9	Aug 14 Week 10
Gross demand		250	250	750	250	250	250	250	250	250	250
Planned receipts †		<div>100</div>	<div>250</div>	<div>700</div>	<div>930</div>	<div>1180</div>	<div>1430</div>	<div>1680</div>	<div>1930</div>	<div>2180</div>	<div>2430</div>
Last edited				680							
<div><div>Cancel</div><div>Undo proposal</div><div>Save</div></div>											
In transit †		0	0	0	0	0	0	0	0	0	0
Projected stock		720	470	-280	-530	-780	-1030	-1280	-1530	-1780	-2030
Minimum proposal		100	250	680	930	1180	1430	1680	1930	2180	2430
Maximum proposal		300	300	780	1030	1280	1530	1780	2030	2280	2530
† Data from supplier  Editable data <div>Last edited Jun 12, 2017</div>											


On track Below minimum or above maximum Out of stock No data



Welcome FLP User

Sales Order 






AVANTEL 500000005

Edit

Delete

Copy



Customer

General Information

Products

Payment

Payment Method:  
Bank Transfer

Payment Terms:  
Four Weeks

Bill To

Bill To:  
AVANTEL (100000008)

Address:  
Bosque de Duraznos 24  
17000 Mexiko City  
Mexico

Ship To

Ship To:  
AVANTEL (100000008)

Address:  
Bosque de Duraznos 24  
17000 Mexiko City  
Mexico

Modified

Changed At:  
30.08.2016, 00:00:00

Changed By:  
EPM User

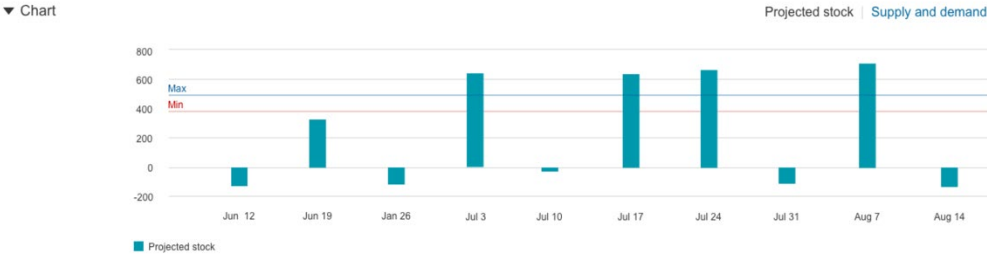
Products

Product Image URI	Product	Delivery Date	Quantity	Price per Unit	Total Gross Amount
	Server Basic (HT-1500)	06.09.2016, 00:00:00	1,000 EA	5.000,00 EUR	5.950,00 EUR >
	Server Professional (HT-1501)	06.09.2016, 00:00:00	2,000 EA	1.500.000 JPY	3.570.000 JPY >
	Server Power Pro (HT-1502)	06.09.2016, 00:00:00	2,000 EA	25.000,00 EUR	59.500,00 EUR >
	PC Lock (HT-1110)	06.09.2016, 00:00:00	3,000 EA	8,90 USD	31,77 USD >
	Notebook Lock (HT-1111)	06.09.2016, 00:00:00	2,000 EA	6,90 EUR	16,42 EUR >
	Web cam reality (HT-1112)	06.09.2016, 00:00:00	2,000 EA	39,00 GBP	92,82 GBP >
	Screen clean (HT-1113)	06.09.2016, 00:00:00	3,000 EA	2,30 EUR	8,21 EUR >

Supplier managed inventory details

Digital Components Ltd. Part no. DICE-DP-0700

View by: Week Inventory type: Choose Extra data for chart: None Starting from Jun 12, 2017



Lead time: 3 days | [Part details](#) | [Stock on hand :190](#) | [Comments \(2 new\)](#) | Last sent Jun 5, 2017 | [Send data](#)

Key figure	Jun 12 Week 1	Jun 19 Week 2	Jun 26 Week 3	Jul 3 Week 4	Jul 10 Week 5	Jul 17 Week 6	Jul 24 Week 7	Jul 31 Week 8	Aug 7 Week 9	Aug 14 Week 10
Gross demand	250	250	750	250	250	250	250	250	250	250
Planned receipts ↑	100	250	700	930	1180	1430	1680	1930	2180	2430
Last edited	680									
	<div>Cancel</div> <div>Undo proposal</div> <div>Save</div>									
In transit ↑	0	0	0	0	0	0	0	0	0	0
Projected stock	720	470	-280	-530	-780	-1030	-1280	-1530	-1780	-2030
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↑ Data from supplier Editable data Last edited Jun 12, 2017

On track Below minimum or above maximum Out of stock No data

AVANTEL

500000005

EditDeleteCopy

Customer

General Information

Products

Payment

Bill To

Ship To

Payment Method:  
Bank Transfer

Payment Terms:  
Four Weeks

Bill To:  
AVANTEL (100000008)  
Address:  
Bosque de Duraznos 24  
17000 Mexico City  
Mexico

Ship To:  
AVANTEL (100000008)  
Address:  
Bosque de Duraznos 24  
17000 Mexico City  
Mexico

Modified

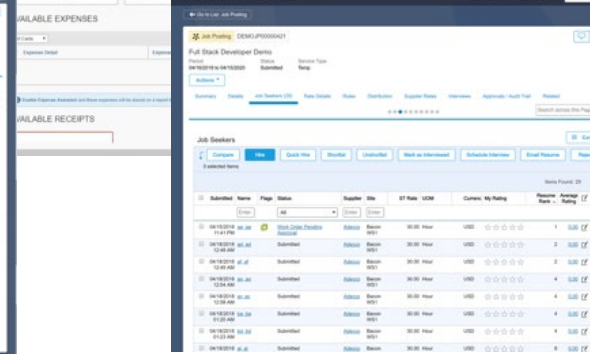
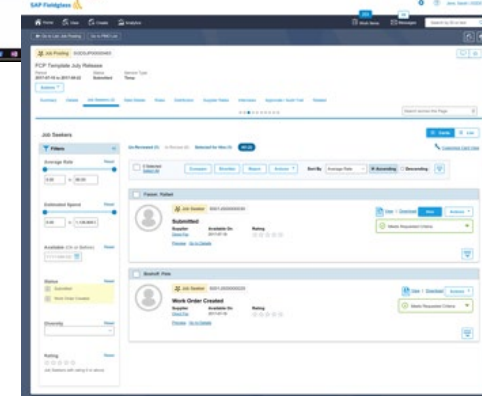
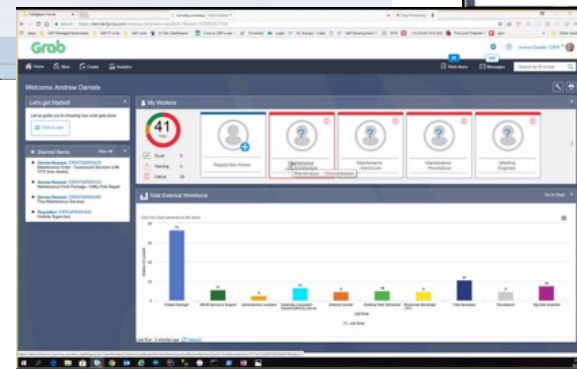
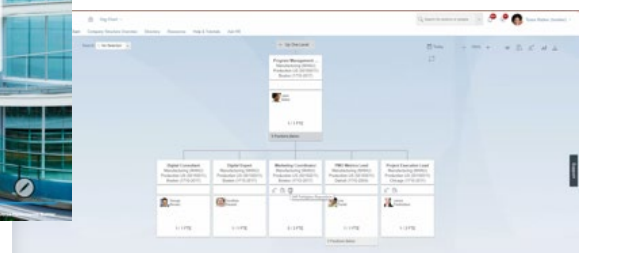
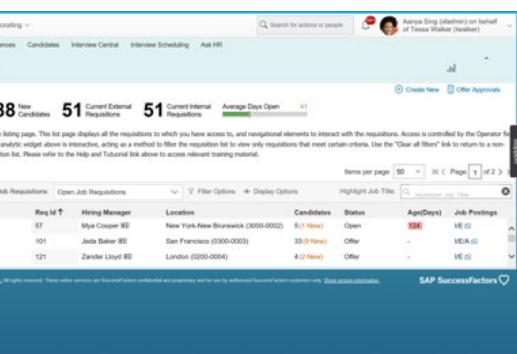
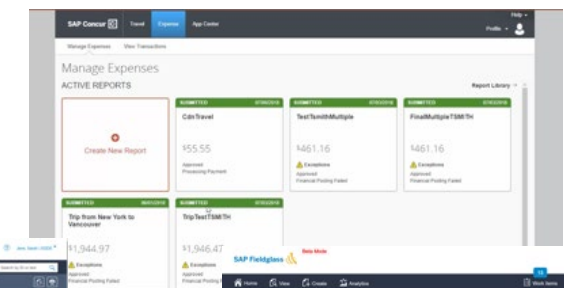
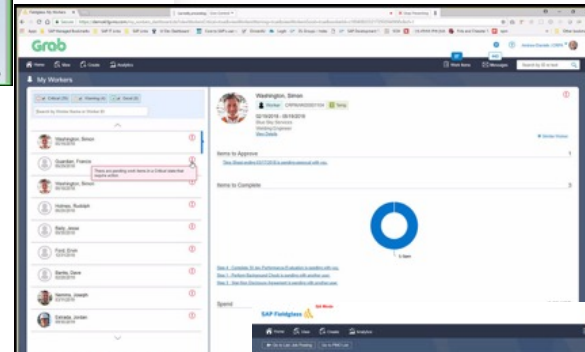
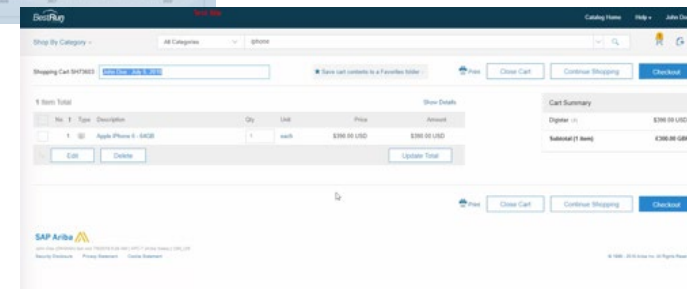
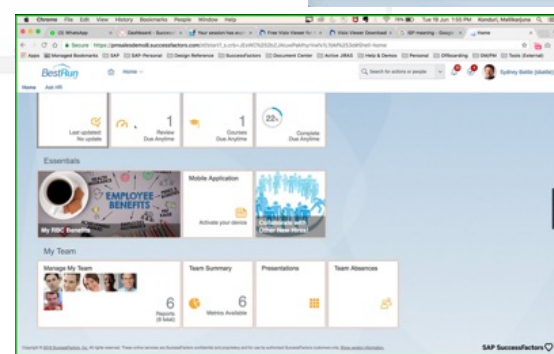
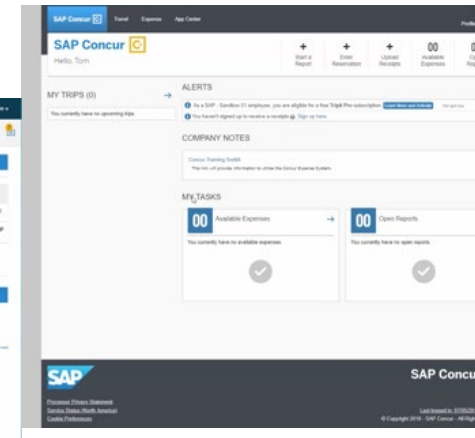
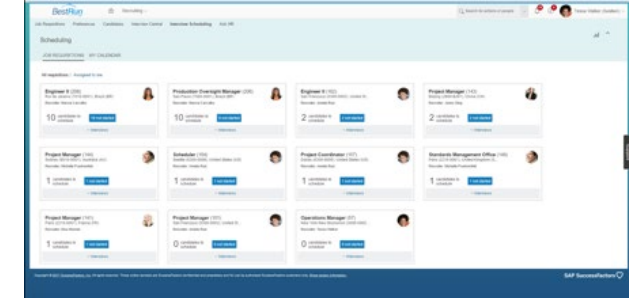
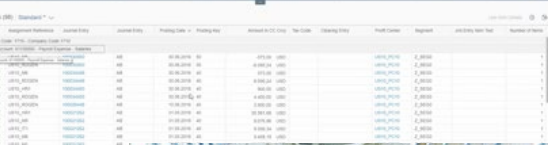
Changed At:  
30.08.2016, 00:00:00

Changed By:  
EPM User

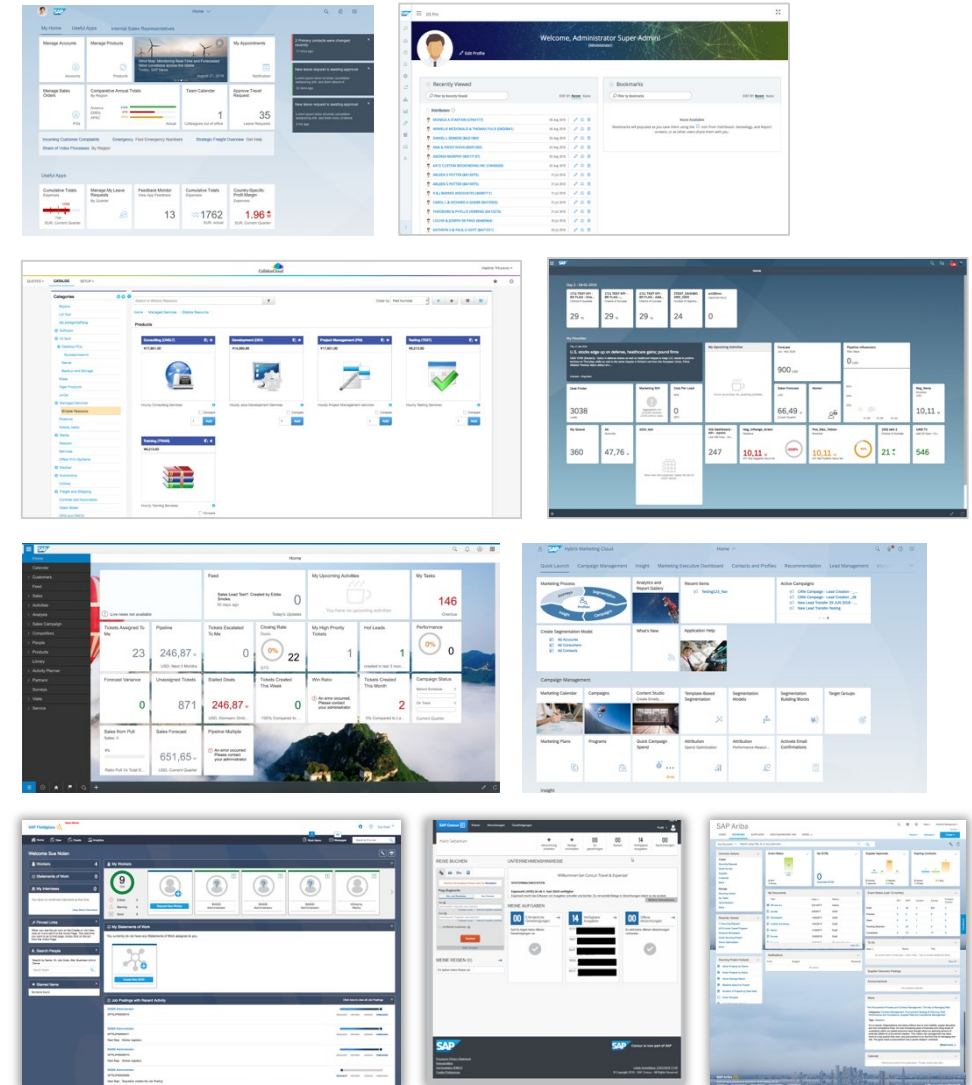
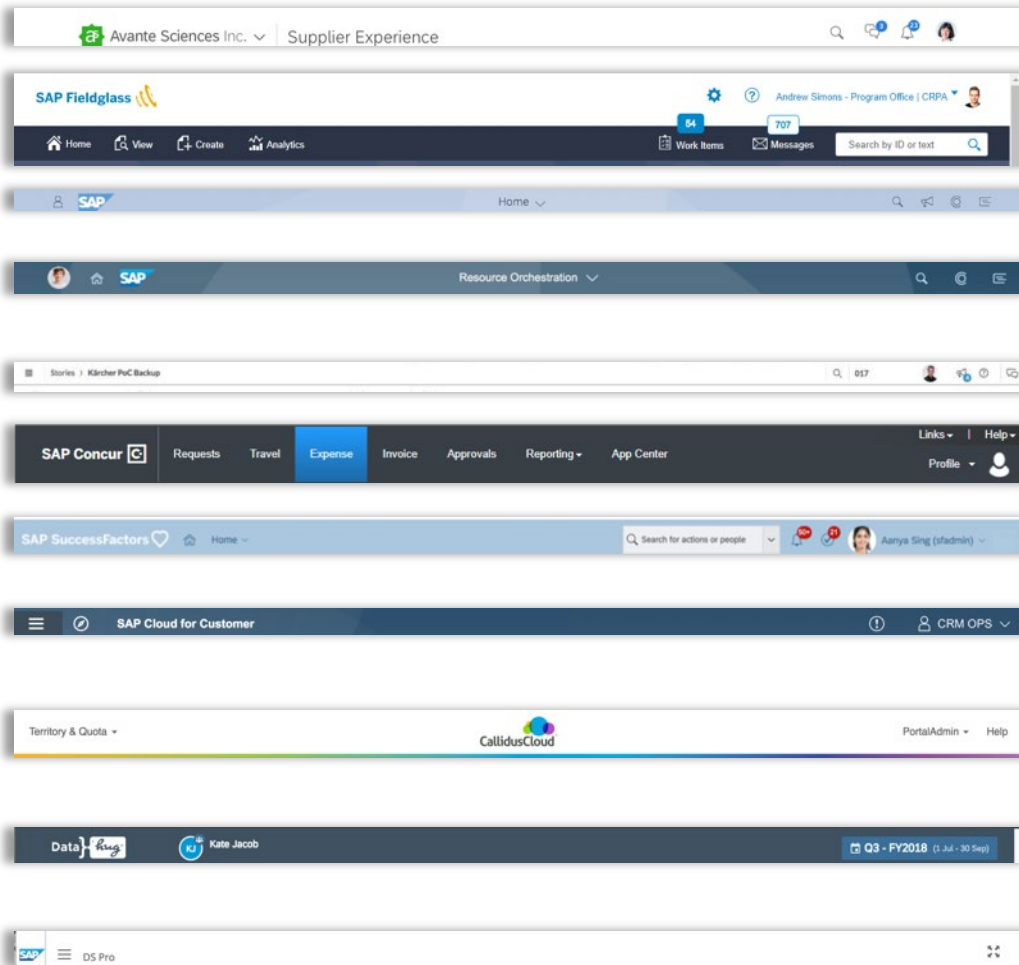
Products

Product Image URI	Product	Delivery Date	Quantity	Price per Unit	Total Gross Amount
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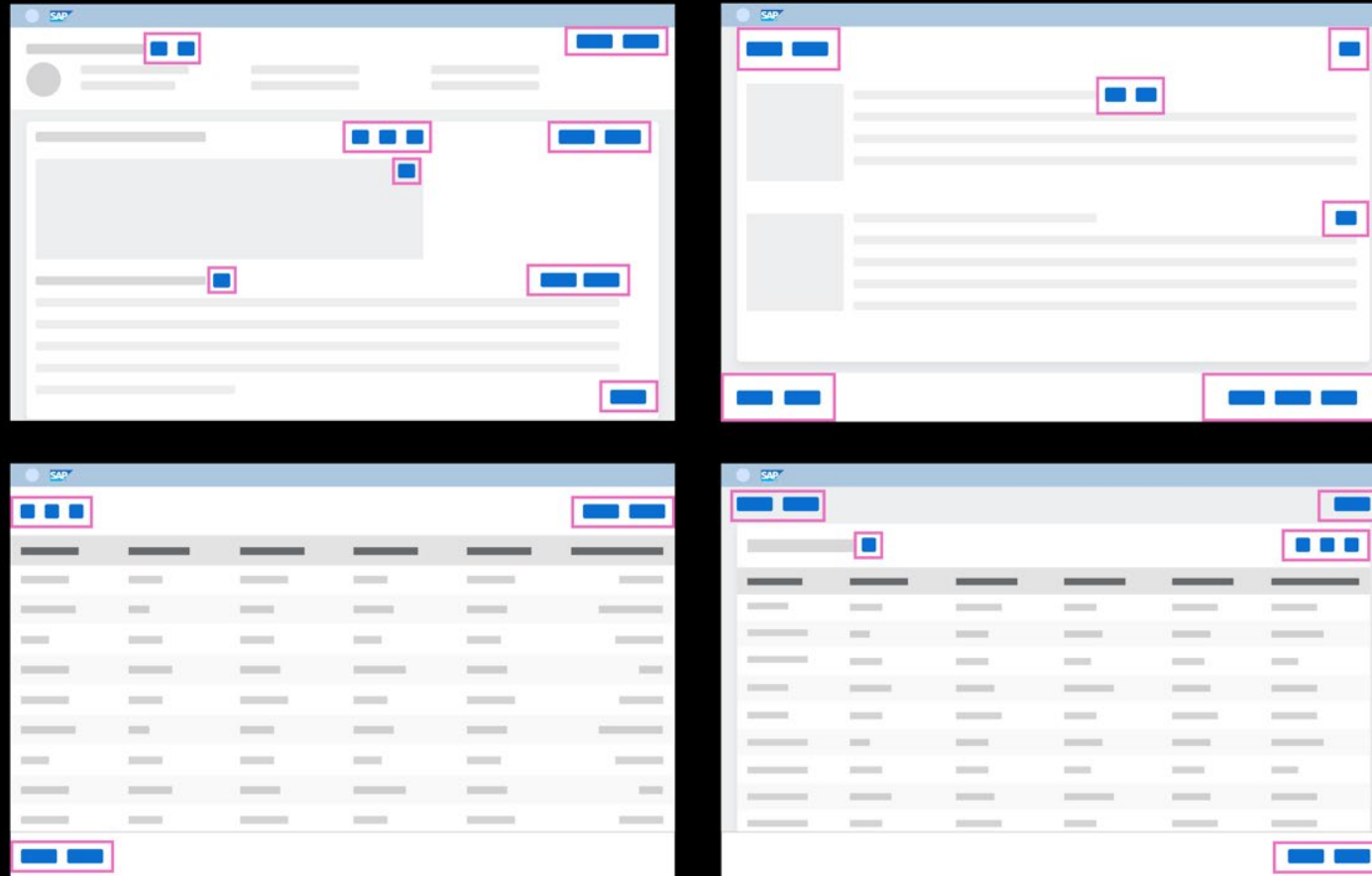


# Status quo analysis

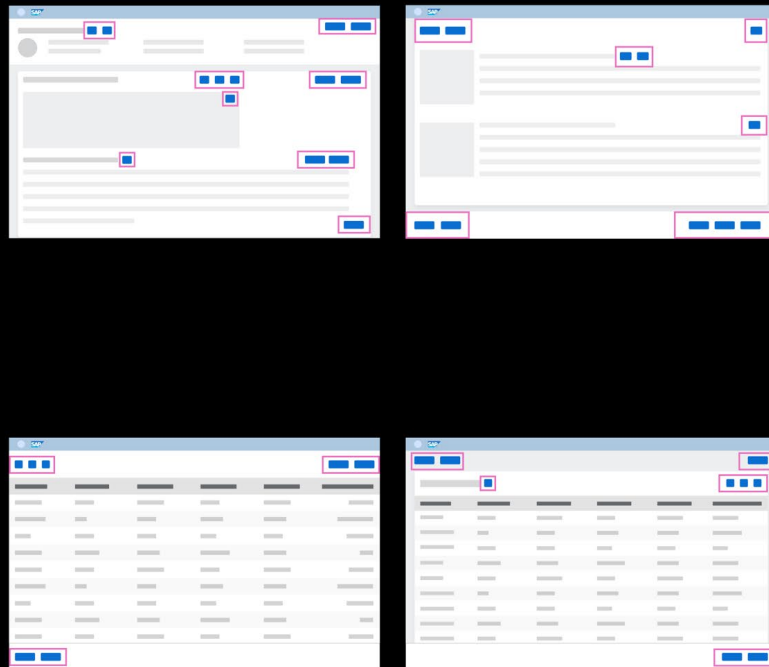




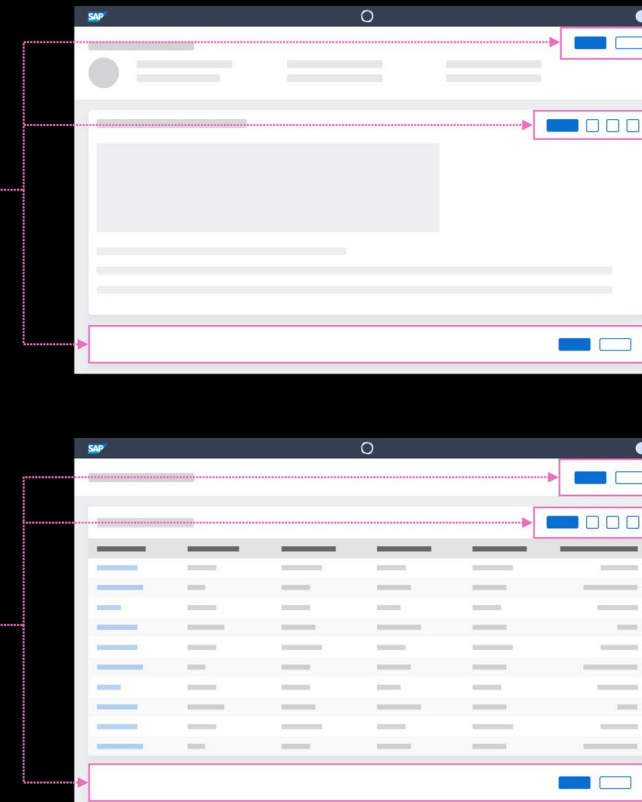
# Placement of actions



# Consistent action placement



Aligned action placement



# UX consistency

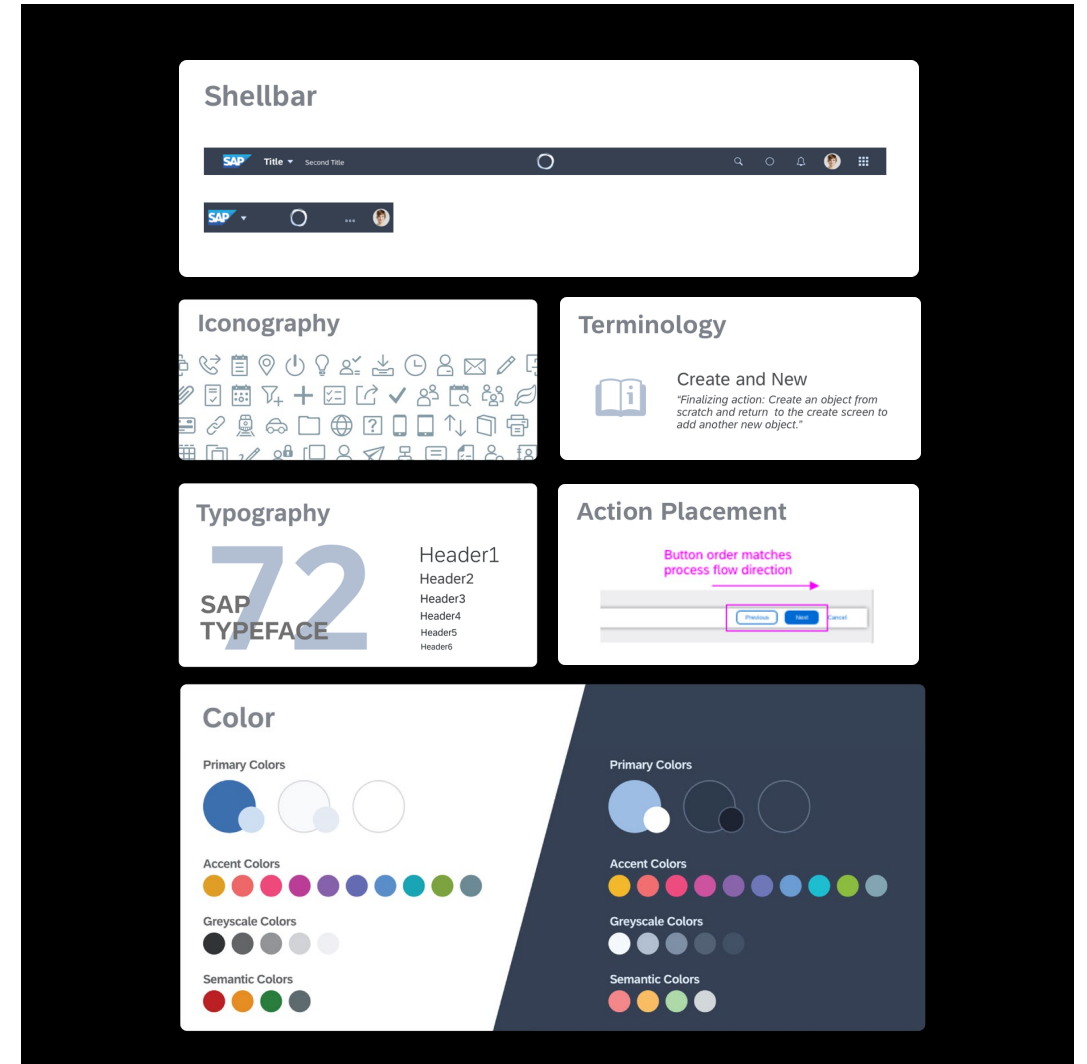
## ACROSS PRODUCTS & TECHNOLOGIES

A core Set of UX aspects gets applied across all major SAP products and technologies

## USER EFFICIENCY & SATISFACTION

The consistency of core usability aspects like iconography, typography and the placement of action buttons ensures a similar feel of all SAP products.

The alignment on the same colors, fonts and theming capabilities ensure a more consistent look of all SAP products.



## SAP Fiori 3 shell bar



## A - Logo and Home Navigation

Logo height and width is specified in Spacing. For SAP Logo use the solid Logo.

## B - Title and Navigation

Icon:

Use: Large mixed Button <https://wiki.wdf.sap.corp/wiki/display/GDD/FLP+Shell+Button>

C - Second Title

Font-size: 1rem, Color: HEX #FFFFFF

## D - CoPilot Avatar

(Flash)

## E - Search

Icon: xe00d

## Shell Buttons

## F - Additional Actions

## Shell Buttons

## G - Notifications

Icon: xe23a

## Shell Buttons

## H - Profile

Icon: xe082

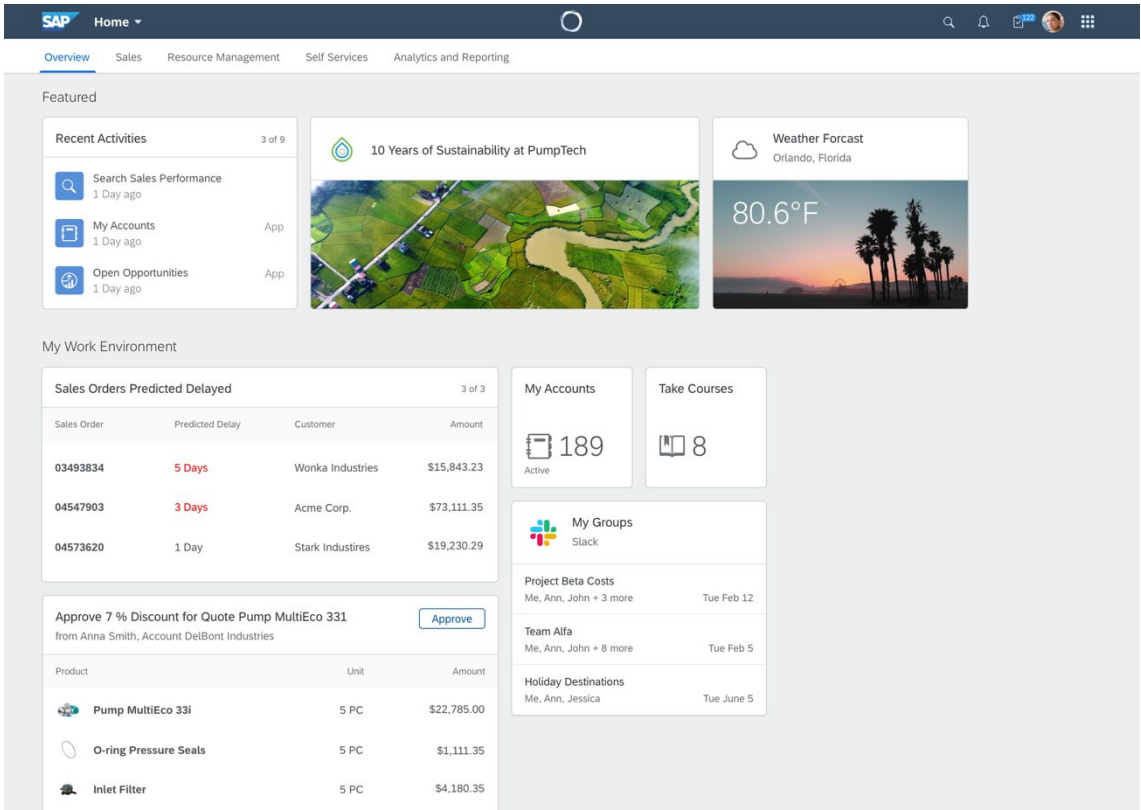
## Shell Buttons

## I - Product Switch

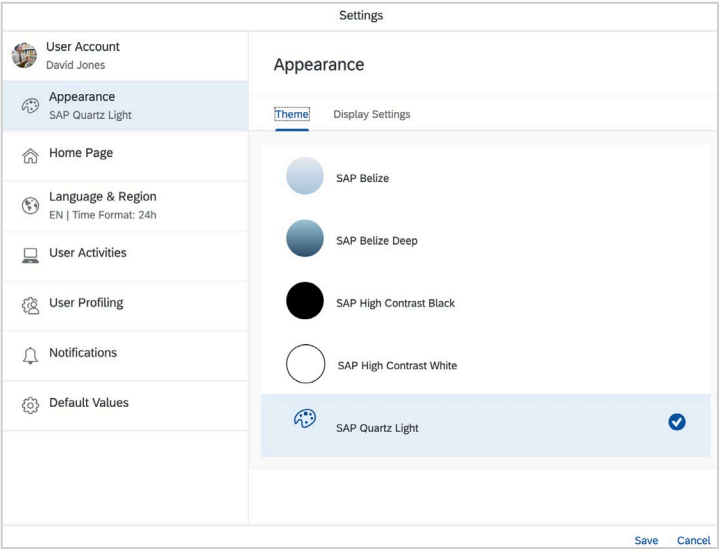
Icon: xe071

## Shell Buttons

# SAP quartz

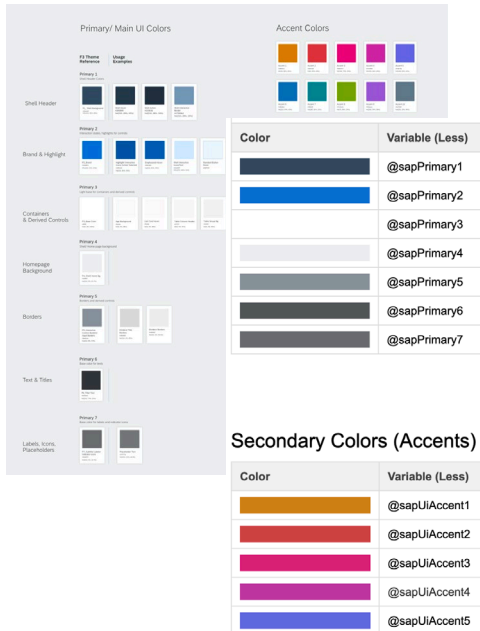


SAP quartz light (new default theme)



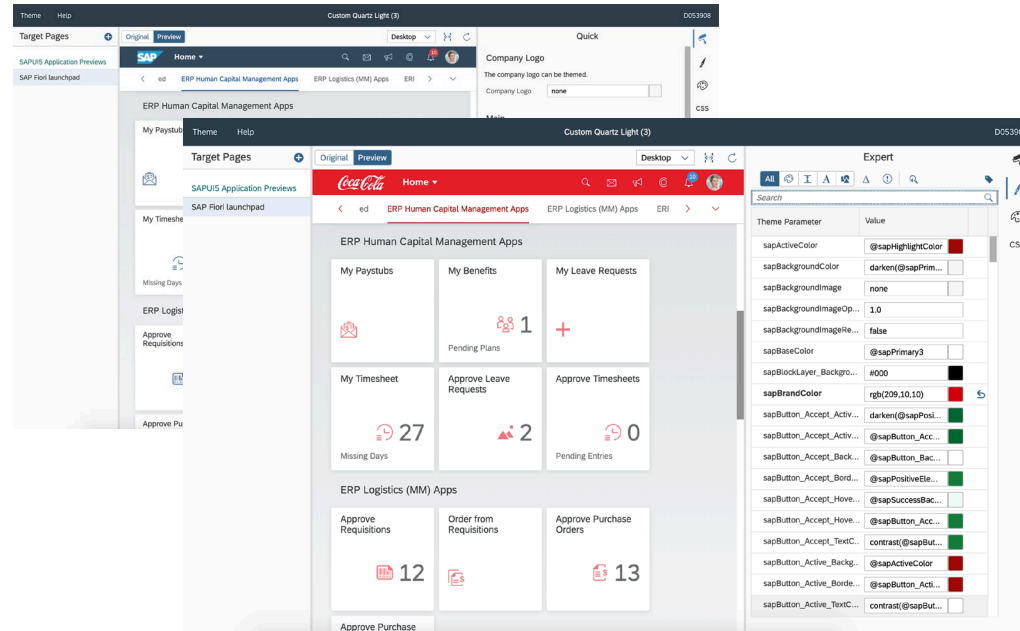
Theme selection in S/4HANA

# UI theme designer



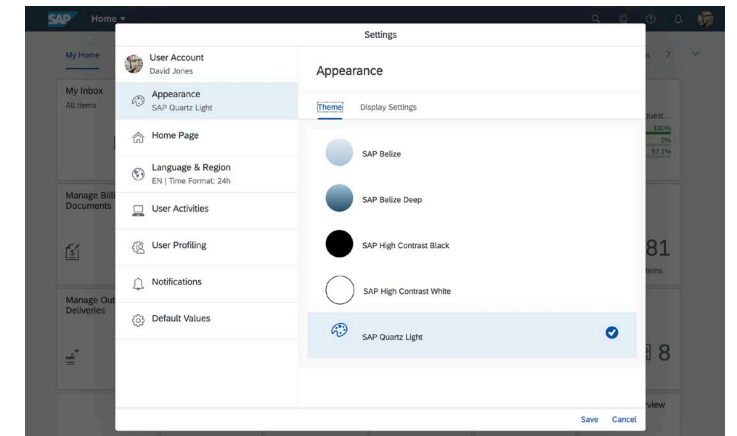
## Theming foundation

Theme parameter based visual design defines a robust foundation



## Convenient theme designer

Theme designer allows fast theme creation and efficient custom themes e.g. with customer branding



## User preference & accessibility

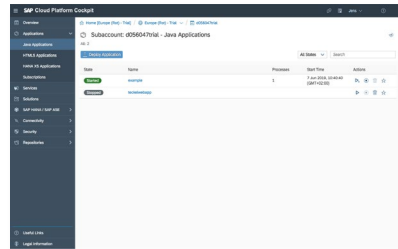
Users can switch between multiple themes on-the-fly, including accessible high-contrast themes



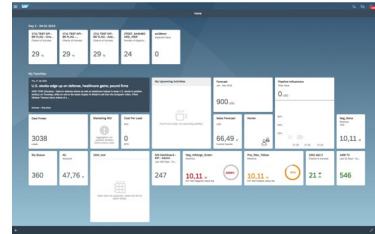
# SAP UX consistency

## Examples of improved cross consistency

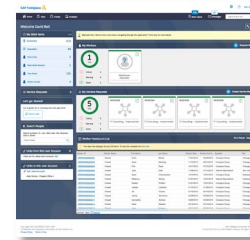
SAP Cloud Platform



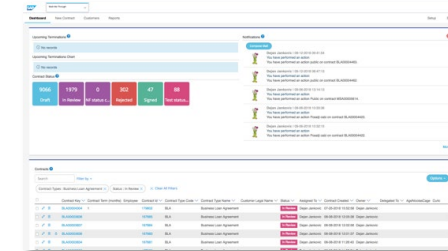
SAP Marketing Cloud



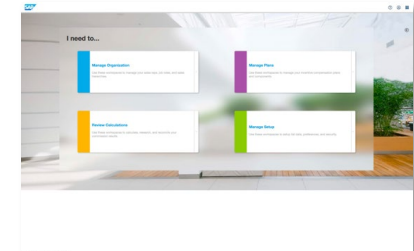
SAP Fieldglass



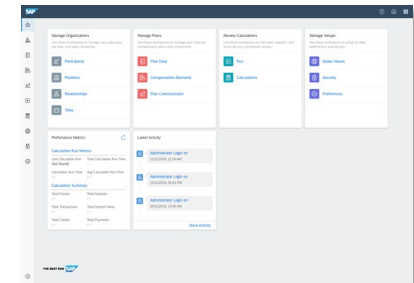
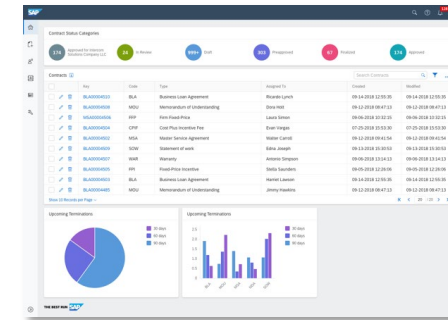
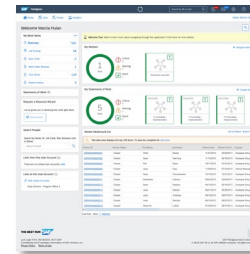
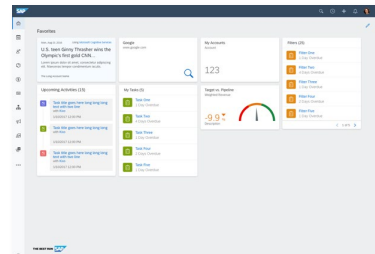
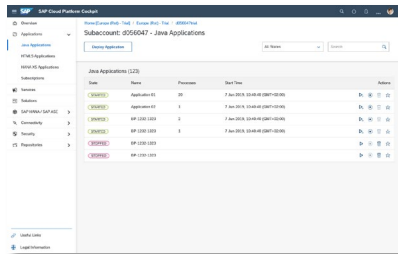
SAP Sales Cloud



SAP Sales Cloud

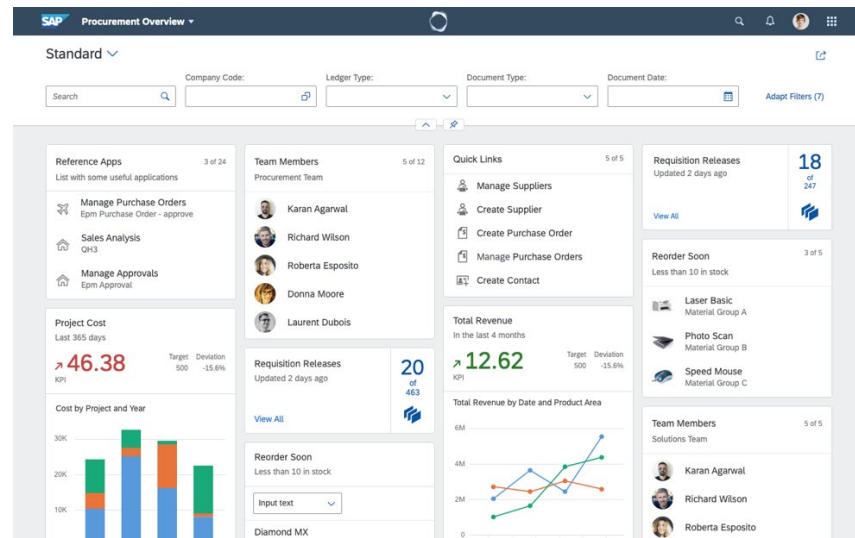


*Now*



# SAP S/4HANA & SAP Fiori elements

Overview page

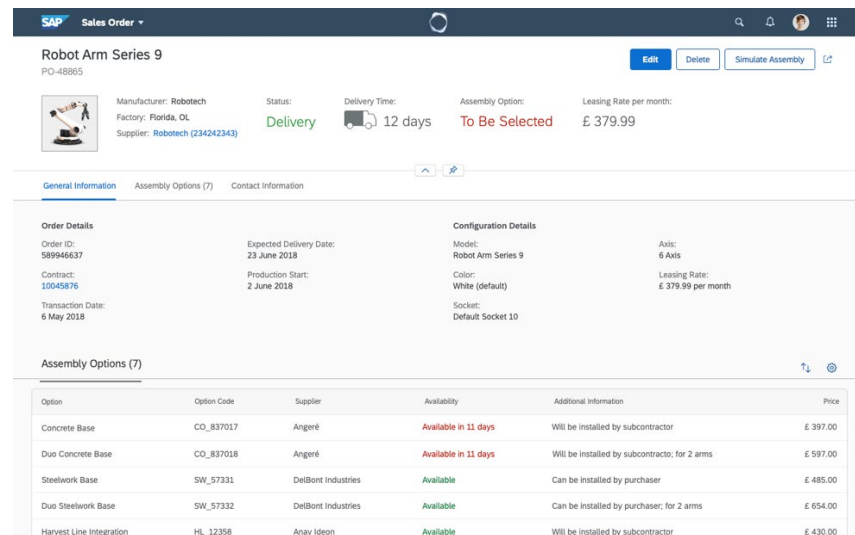


List page

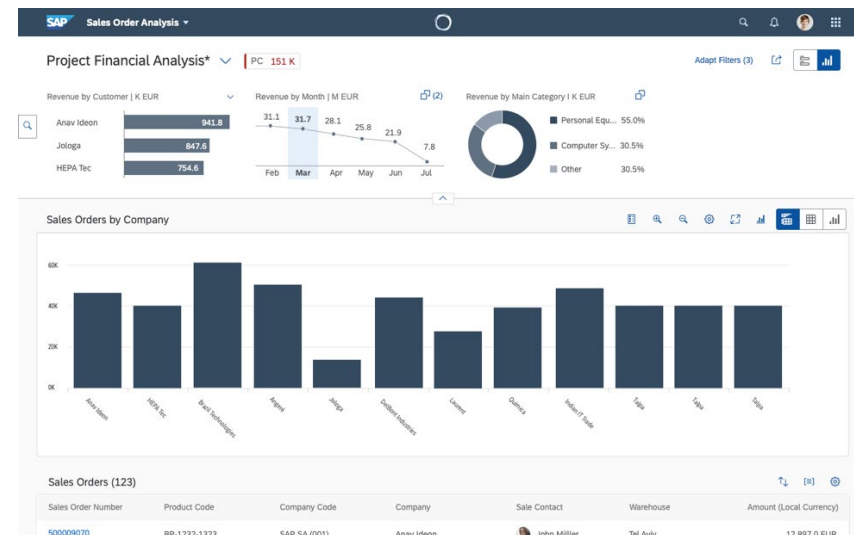
The SAP Fiori List page for Manage Sales Orders displays a table of sales orders. The table has columns for Sales Order Number, Product Code, Company Code, Company, Sale Contact, Warehouse, and Amount (Local Currency). The data is filtered by Company Code 'SAP SA (001)' and Company 'Anav Ideon'. The table shows 18 sales orders with a total amount of 12,897.0 EUR.

Sales Order Number	Product Code	Company Code	Company	Sale Contact	Warehouse	Amount (Local Currency)
500009070	BP-1232-1323	SAP SA (001)	Anav Ideon	John Miller	Tel Aviv	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	HEPA Tec	Sabine Mayer	Bangalore	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	Brazil Technology	Richard Wilson	Sao Paulo 12	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	Angere	Alain Chevalier	Michigan HQ	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	Jolaga	Dona Moore	Lisabon 12H	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	DelBont Industries	Elena Petrova	Main L2133	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	Anav Ideon	John Miller	Tel Aviv	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	HEPA Tec	Sabine Mayer	Bangalore	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	Brazil Technology	Richard Wilson	Sao Paulo 12	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	Angere	Alain Chevalier	Michigan HQ	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	Jolaga	Dona Moore	Lisabon 12H	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	DelBont Industries	Elena Petrova	Main L2133	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	Anav Ideon	John Miller	Tel Aviv	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	HEPA Tec	Sabine Mayer	Bangalore	12,897.0 EUR
500009070	BP-1232-1323	SAP SA (001)	Brazil Technology	Richard Wilson	Sao Paulo 12	12,897.0 EUR

Object page



Analytical list page



# SAP S/4HANA & SAP classic applications

Text toolbar  
instead of icons

New icons

Condensed  
table rows

**SAP** Change Standard Order 121300: Overview

Display Display Document Flow Status Overview Propose Items Header Output Preview Reject Document Loading Units and Aggregation Categories More ▾ Exit

Standard Order: 121300 Net Value: 600.00 USD

Sold-To Party: LACU\_S01 YourCycleShop / AK.24 #8292 94-A / 110111 Bogotá

Ship-To Party: LACU\_S01 YourCycleShop / AK.24 #8292 94-A / 110111 Bogotá

Cust. Reference: CV Cust. Ref. Date:

Sales Item Overview Item Detail Ordering Party Procurement Shipping Configuration Reason for Rejection

Req. Deliv.Date: D 07/15/2019 Deliver.Plant:

Complete Div.: Total Weight: 10 KG

Delivery Block: Volume: 0.000

Billing Block: Pricing Date: 07/15/2019

Pyt Terms: NT30 Net Due in 30 Days

Inco. Version:

Incoterms: CFR

Inco. Location1: Cost & Freight

Group

All Items

Item	Material	Order Quantity	Un	S	Item Description	Customer Material Number	ItCa	HL Itm	First Date	Plnt	Batch
10	TG0012	10	PC	✓	Trad. Good 0012,Reord. Pt.,Regular f		TAN		07/15/2019	1710	
									07/15/2019		
									07/15/2019		
									07/15/2019		
									07/15/2019		
									07/15/2019		
									07/15/2019		
									07/15/2019		
									07/15/2019		

Save Cancel

New SAP Fiori 3 shell  
header bar

Tab strips with SAP Fiori  
visualization

New footer for  
finalizing actions

# SAP Fiori 3

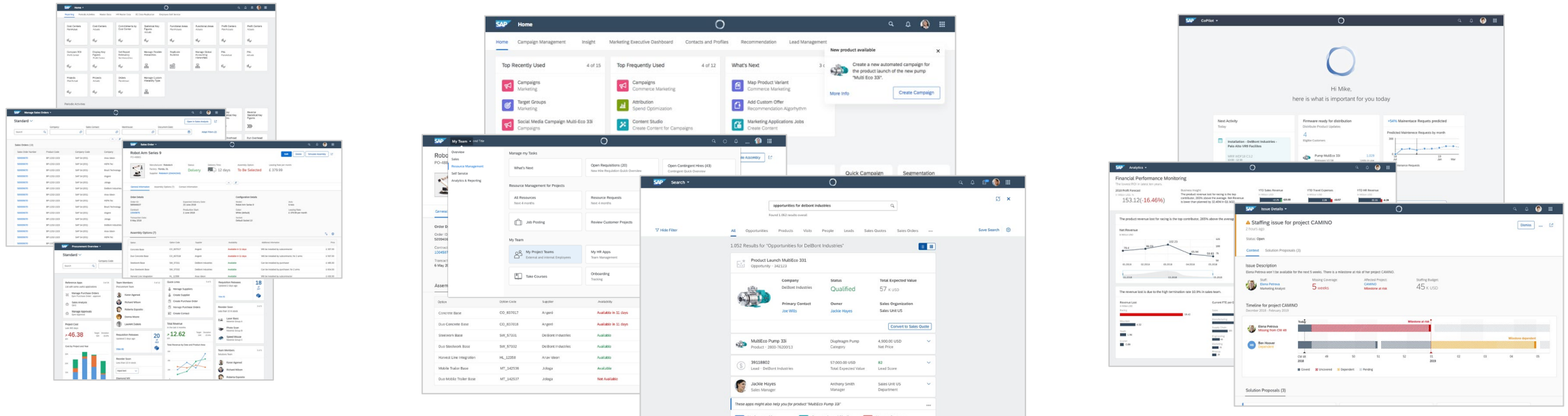


# SAP Fiori 3

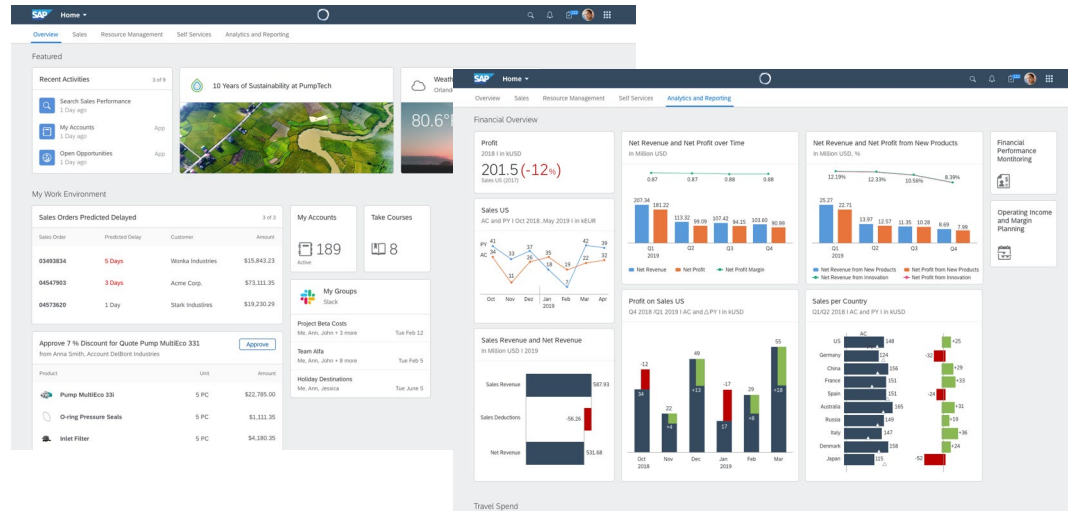
Consistent

Integrated

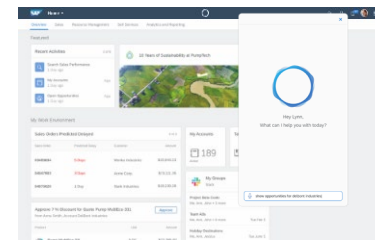
Intelligent



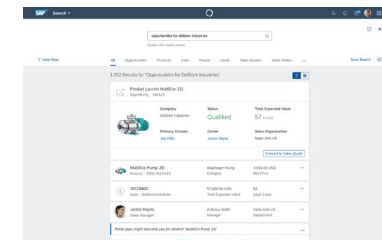
# SAP Fiori 3 – integration & intelligence



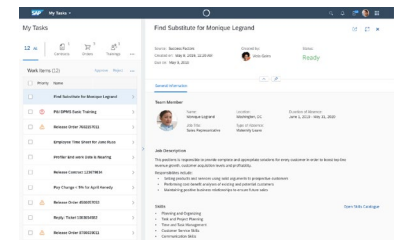
Central Entry Pages



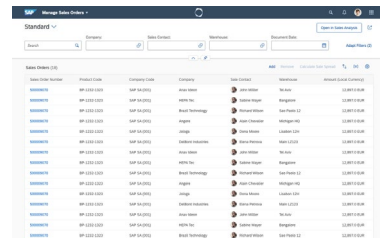
Central SAP CoPilot



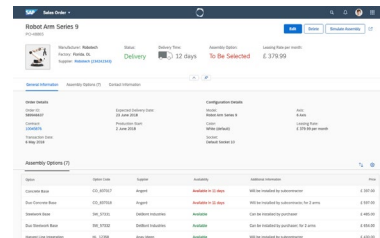
Central Search



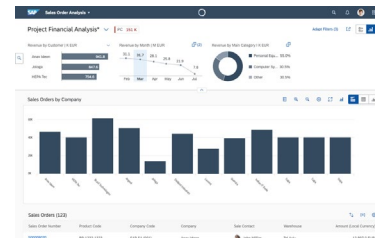
Central Inbox



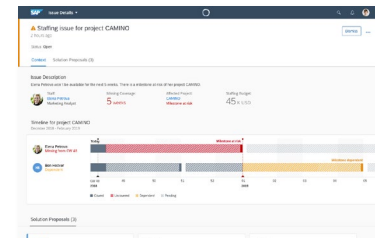
Coherent Apps



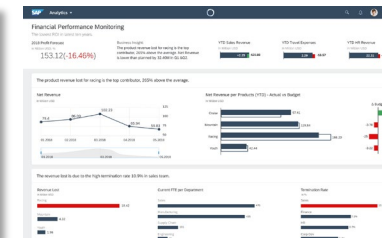
Embedded AI



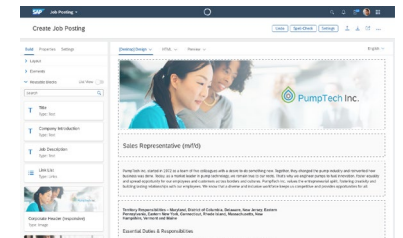
Embedded Analytics



Dynamic Situations



Professional Analytics



Powerful Workspace



# SAP quartz – dark theme

The screenshot shows the SAP Quartz light theme dashboard. The top navigation bar is dark blue with the SAP logo and 'Home' dropdown. The main content area is light gray. It features a 'Featured' section with three cards: 'Recent Activities' (3 of 9), '10 Years of Sustainability at PumpTech' (with a map), and 'Weather Forecast' (Orlando, Florida, 80.6°F). Below this is the 'My Work Environment' section, which includes a table for 'Sales Orders Predicted Delayed' (3 of 3), a 'My Accounts' card (189 Active), a 'Take Courses' card (8), 'My Groups' (Slack), and a list of project tasks with due dates.

Sales Order	Predicted Delay	Customer	Amount
03493834	5 Days	Wonka Industries	\$15,843.23
04547903	3 Days	Acme Corp.	\$73,111.35
04573620	1 Day	Stark Industries	\$19,230.29

Product	Unit	Amount
Pump MultiEco 33i	5 PC	\$22,785.00
O-ring Pressure Seals	5 PC	\$1,111.35
Inlet Filter	5 PC	\$4,180.35

The screenshot shows the SAP Quartz dark theme dashboard. The top navigation bar is dark blue with the SAP logo and 'Home' dropdown. The main content area is dark gray. It features a 'Featured' section with three cards: 'Recent Activities' (3 of 9), '10 Years of Sustainability at PumpTech' (with a map), and 'Weather Forecast' (Orlando, Florida, 80.6°F). Below this is the 'My Work Environment' section, which includes a table for 'Sales Orders Predicted Delayed' (3 of 3), a 'My Accounts' card (189 Active), a 'Take Courses' card (8), 'My Groups' (Slack), and a list of project tasks with due dates.

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Product	Unit	Amount
Pump MultiEco 33i	5 PC	\$22,785.00
O-ring Pressure Seals	5 PC	\$1,111.35
Inlet Filter	5 PC	\$4,180.35

Quartz light\*

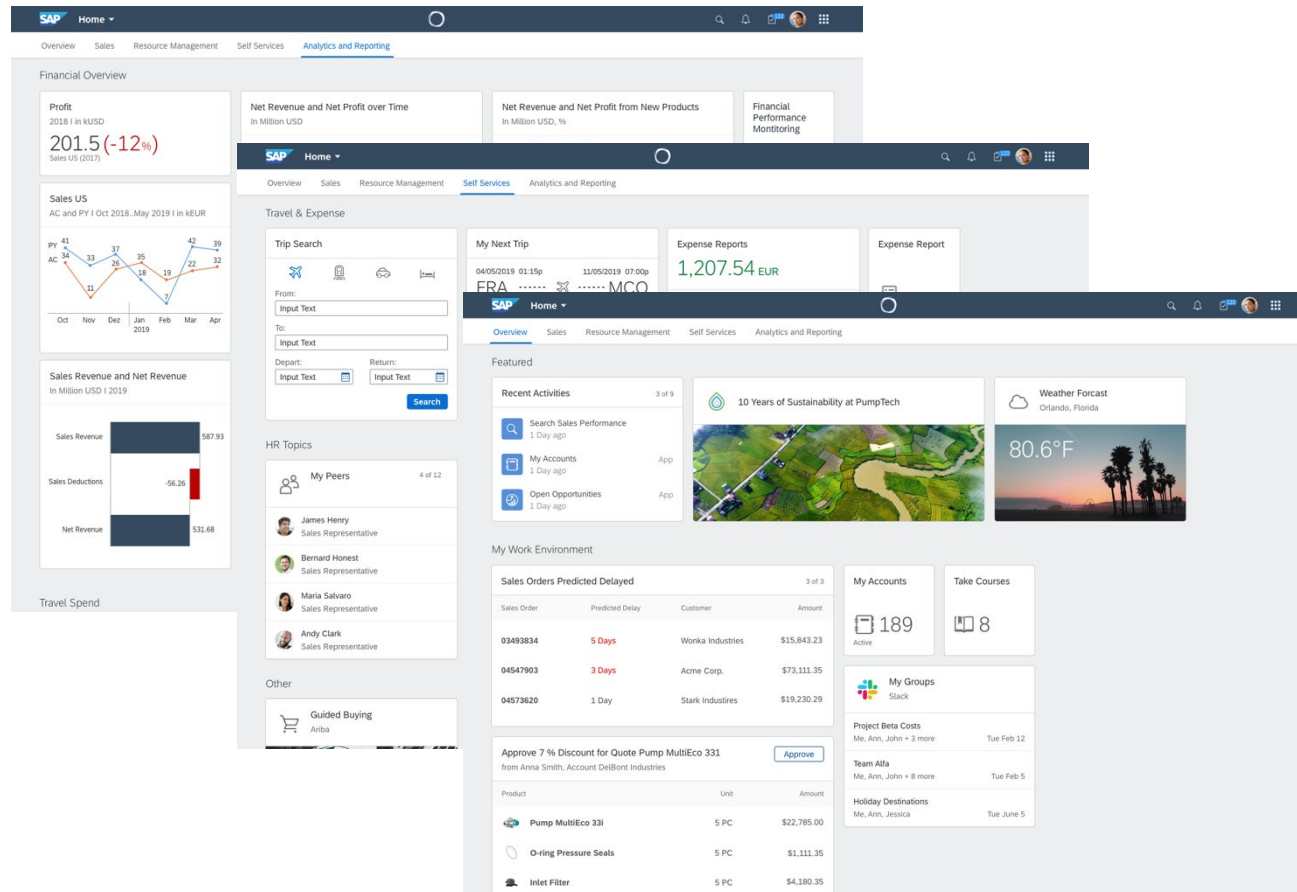
Quartz dark

\*Theme available today for developers with SAPUI5 1.65

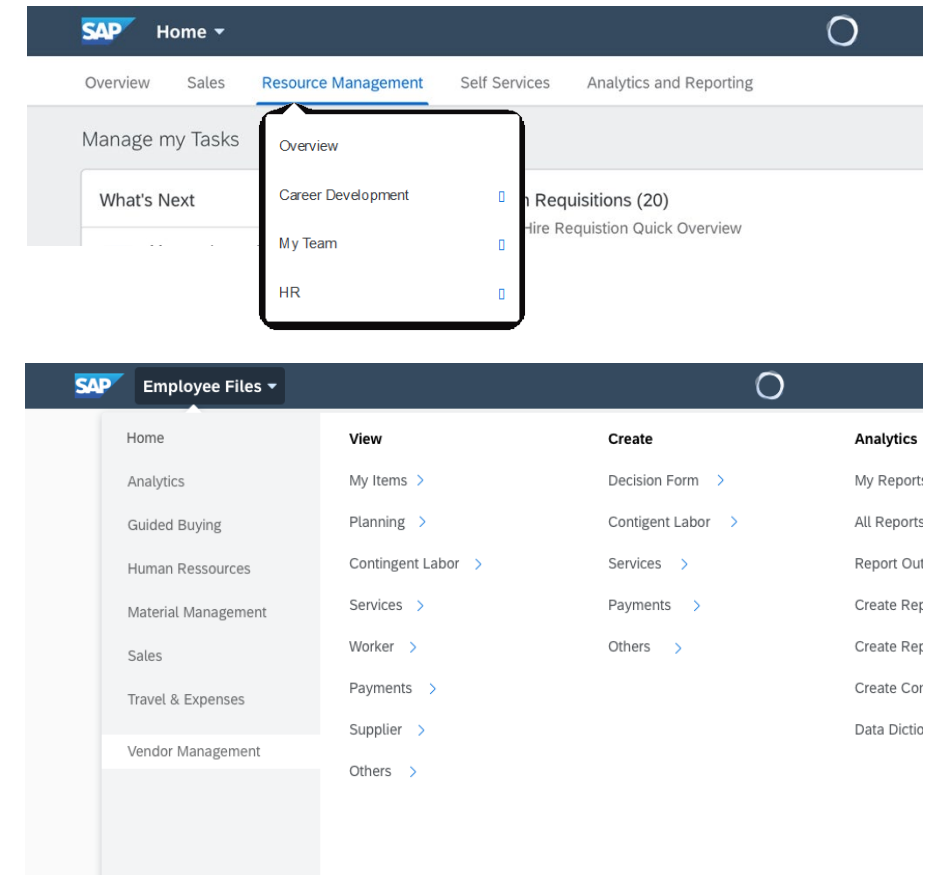
# SAP Fiori 3 - places

## User role centered integration of content & structure

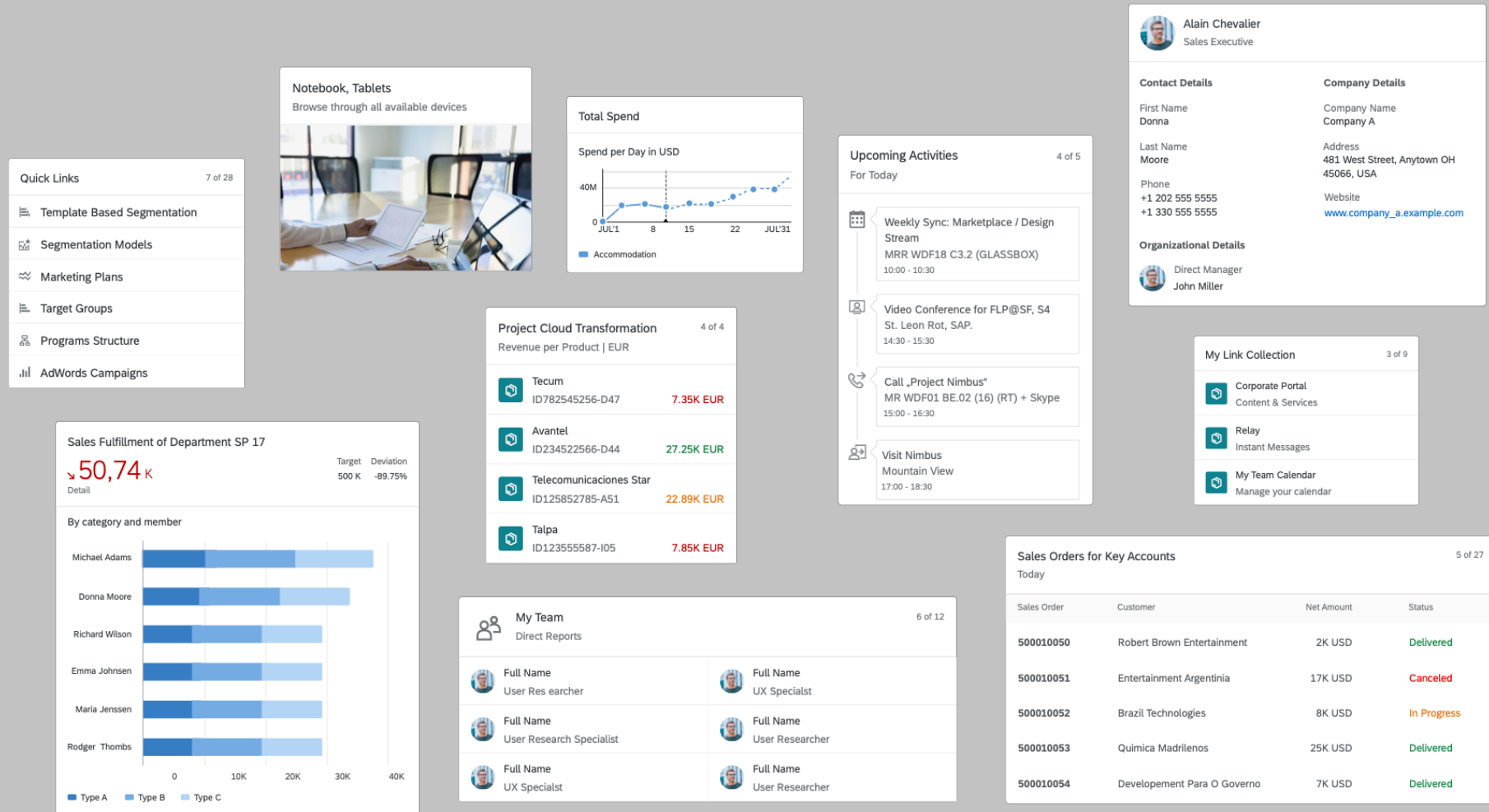
### Central and LOB-specific places



### Integrated multilevel-navigation

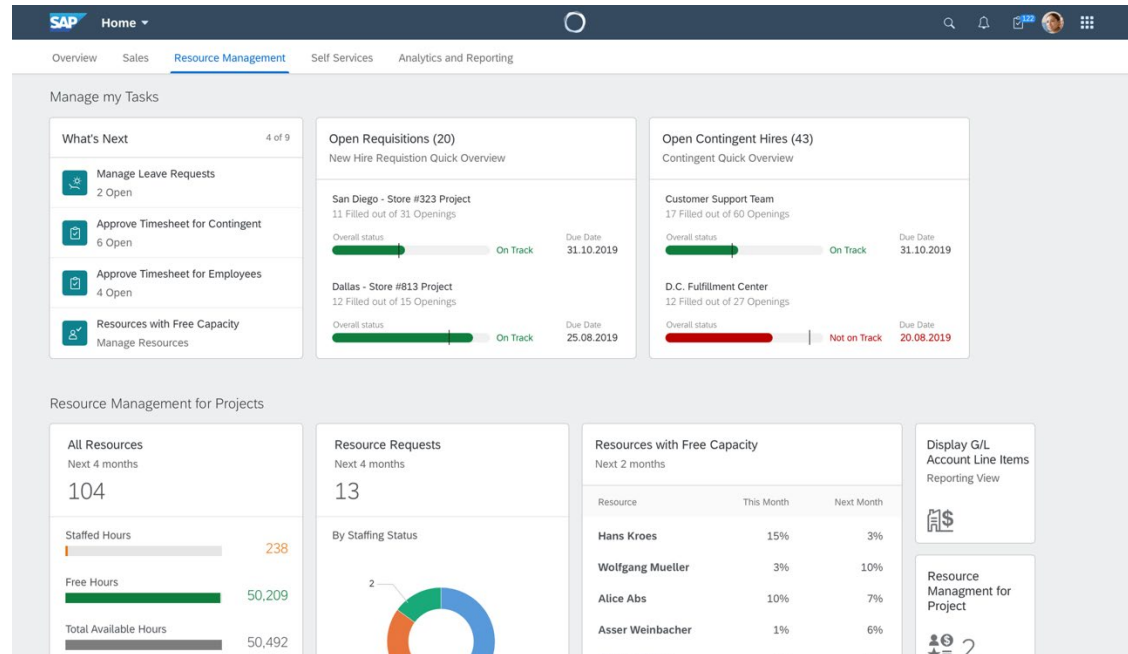


# Cards



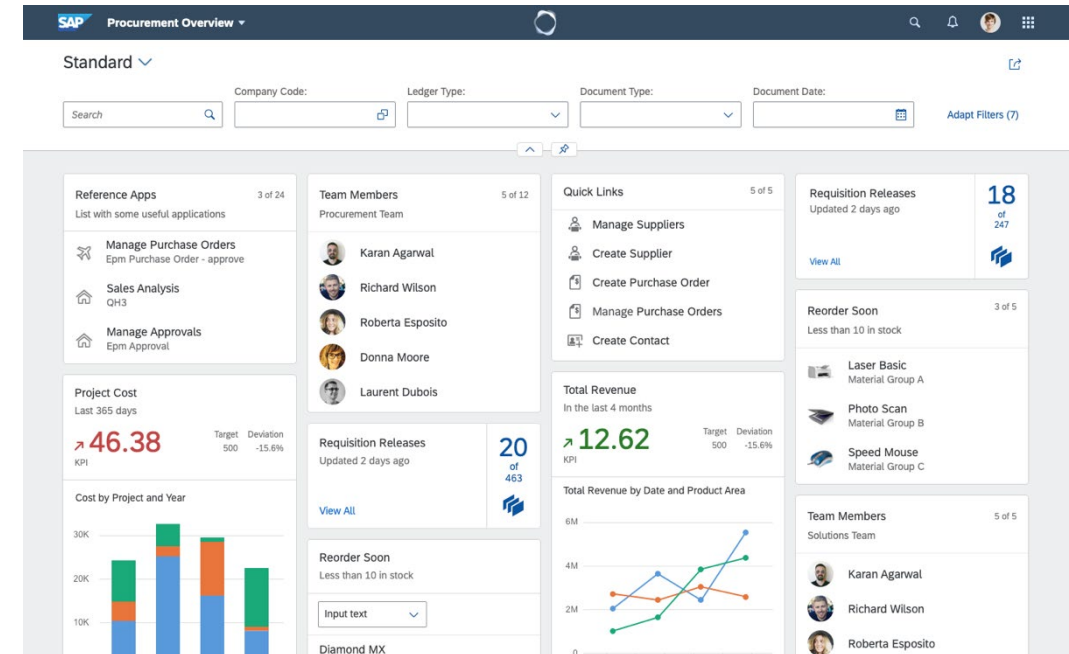
# SAP Fiori 3 places vs. overview pages

## Place



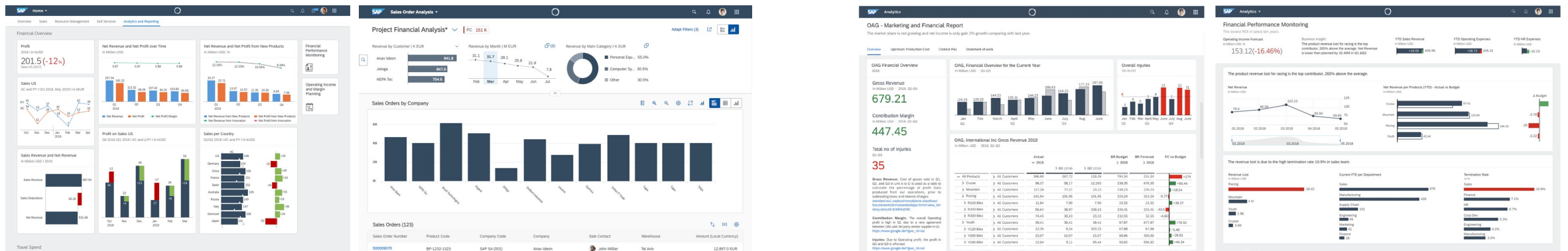
- Focus on broader cross domain overview – heterogenous content
- Capabilities will grow over time

## Overview page



- Focus on one business domain - homogenous content
- Filtering capabilities already available

# SAP Fiori 3 analytics



## EMBEDDED ANALYTICS

Analytics on entry pages and inside transactional and workflow applications

## ANALYTICS

Analytical page types optimized for: monitoring, reporting, planning, exploring

# Consolidated tasks

**122 All Tasks** | 40 Contracts | 21 Orders | 5 Trainings

- Find Substitute for Monique Legrand**  
Viola Gains | 1 min ago [Create](#)
- P&I DPMS Basic Training**  
Denis Smith | 2 mins ago [Start](#)
- Invoice Release Completed**  
Chen Bar | 2 mins ago
- Employee Time Sheet for Jane Russ**  
Chester Copperpott | 19 mins ago [Approve](#)
- Profiler End Work Date is Nearing**  
Helen Duval | 25 mins ago
- Release of Contract 123679834**  
Michael Bauers | 33 mins ago [Approve](#)

[Open My Tasks Application](#)

## My Tasks

**12 All** | 1 Contracts | 3 Orders | 1 Trainings

### Find Substitute for Monique Legrand

Source: Success Factors  
Created on: May 8, 2019, 11:20 AM  
Due on: May 9, 2019

Created by: Viola Gains  
Status: **Ready**

#### Work Items (12)

Priority	Name
	<b>Find Substitute for Monique Legrand</b>
!	<b>P&amp;I DPMS Basic Training</b>
!	<b>Release Order 7602157011</b>
	<b>Employee Time Sheet for Jane Russ</b>
	<b>Profiler End work Date is Nearing</b>
	<b>Release Contract 123679834</b>
	<b>Pay Change &lt; 5% for April Kenedy</b>
!	<b>Release Order 4500057053</b>
	<b>Reply: Ticket 1003654582</b>
!	<b>Release Order 8700039011</b>
	<b>Leave Request for 5 Days</b>
	<b>Spot Award for Elena Petrova</b>

#### General Information

##### Team Member

	Name: Monique Legrand	Location: Washington, DC	Duration of Absence: June 1, 2019 - May 31, 2020
	Job Title: Sales Representative	Type of Absence: Maternity Leave	

##### Job Description

This position is responsible to provide complete and appropriate solutions for every customer in order to boost top-line revenue growth, customer acquisition levels and profitability.

Responsibilities include:

- Selling products and services using solid arguments to prospective customers
- Performing cost-benefit analyses of existing and potential customers
- Maintaining positive business relationships to ensure future sales

[Open Skills Catalogue](#)

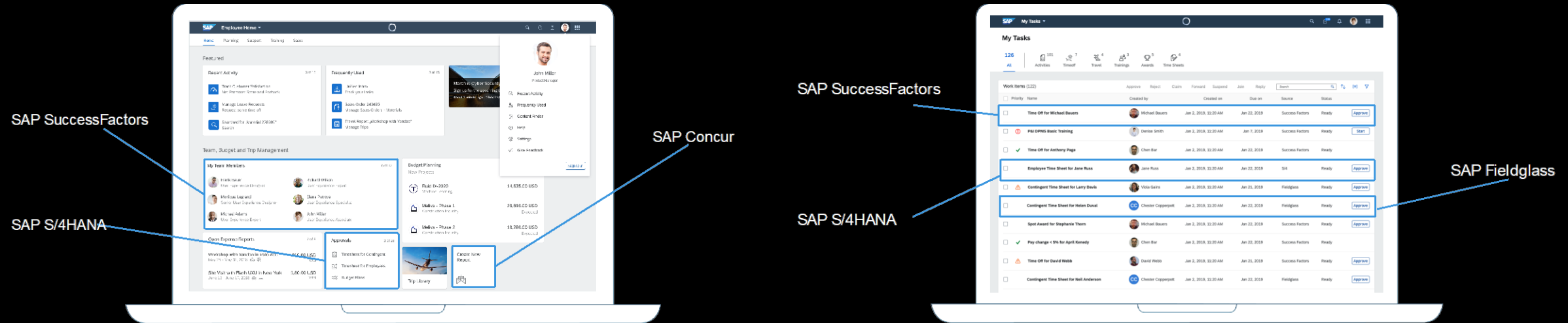
##### Skills

- Planning and Organizing
- Task and Project Planning
- Time and Task Management
- Customer Service Skills
- Communication Skills
- Persistence
- Flexibility

[Create Job Post](#) [Forward](#)



# SAP Fiori 3 – integration of content across products



## CENTRAL HOME

User centric arrangement of content

## CENTRAL INBOX

Consolidates task from multiple system

# Central search

opportunities for delbont industries

**Opportunities** [Show more](#)

- Product Launch MultiEco 11i  
DelBont Industries **Won**
- Product Launch MultiEco 22i  
DelBont Industries **Won**
- Product Launch MultiEco 33i  
DelBont Industries **Qualified**

**Visits** [Show more](#)

- Site Visit for Potential Opportunity  
DelBont Industries Tue May 7
- Upsell Opportunity  
DelBont Industries Wed May 8

**People** [Show more](#)

- Anna Burton  
Sales Representative
- Jackie Haynes  
Sales Manager
- John Miller  
Sales Representative

SAP Search

opportunities for delbont industries

Found 1.052 results overall


[Hide Filter](#)

All Opportunities Products Visits People Leads Sales Quotes Sales Orders ...




Save Search

1.052 Results for "Opportunities for DelBont Industries"




**Product Launch MultiEco 33i**  
Opportunity · 342123


	<b>Company</b> DelBont Industries	<b>Status</b> <b>Qualified</b>	<b>Total Expected Value</b> 57 K USD
	<b>Primary Contact</b> <a href="#">Joe Wills</a>	<b>Owner</b> <a href="#">Jackie Haynes</a>	<b>Sales Organization</b> Sales Unit US

[Convert to Sales Quote](#)

	<b>MultiEco Pump 33i</b> Product · 2800-76200/13	<b>Diaphragm Pump</b> Category	4,900.00 USD Net Price	<a href="#">v</a>
	<b>39118802</b> Lead · DelBont Industries	57,000.00 USD Total Expected Value	<b>82</b> Lead Score	<a href="#">v</a>
	<b>Jackie Haynes</b> Sales Manager	Anthony Smith Manager	Sales Unit US Department	<a href="#">v</a>

These apps might also help you for product "MultiEco Pump 33i"

	<b>My Opportunities</b> Sales Unit US		<b>Opportunity and Pipeline</b> Management		<b>Manage Customers</b> Sales Unit US
---------------------------------------------------------------------------------------	------------------------------------------	---------------------------------------------------------------------------------------	-----------------------------------------------	---------------------------------------------------------------------------------------	------------------------------------------

	<b>Site Visit for Potential Opportunity</b> Visit · DelBont Industries	Tue May 7, 9:00 AM Start Date / Time	Tue May 7, 10:00 AM End Date / Time	<a href="#">v</a>
---------------------------------------------------------------------------------------	---------------------------------------------------------------------------	-----------------------------------------	----------------------------------------	-------------------

# SAP Fiori 3 - artificial intelligence & dynamic applications/situations



## TRIGGER *What happened?*

Pattern recognition, statistical irregularities & custom rules



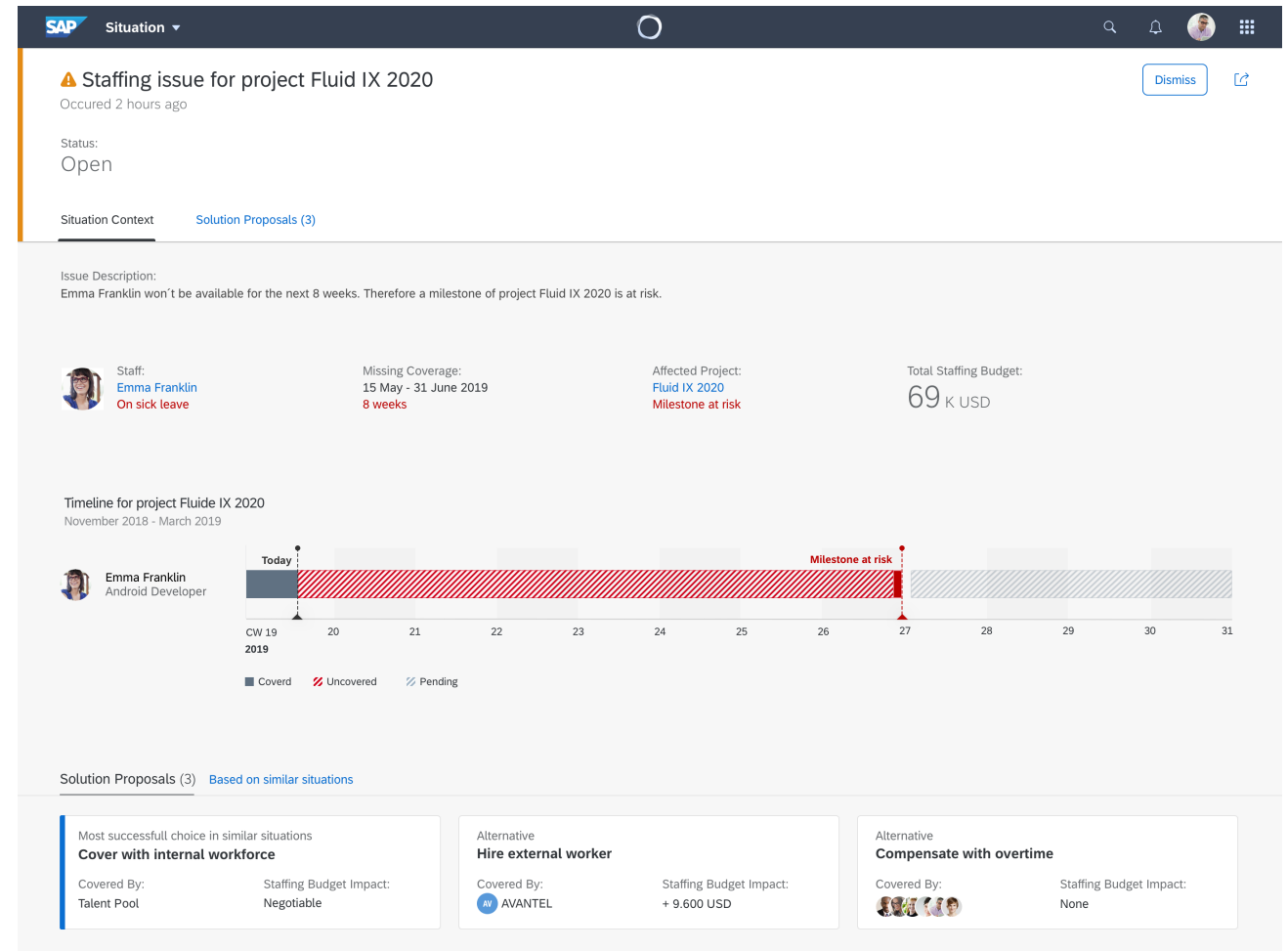
## CONTEXT *What does it mean?*

Explanation: root cause & impact if not resolved



## SOLUTION *What can be done?*

Ranked recommendations & descriptive reasoning



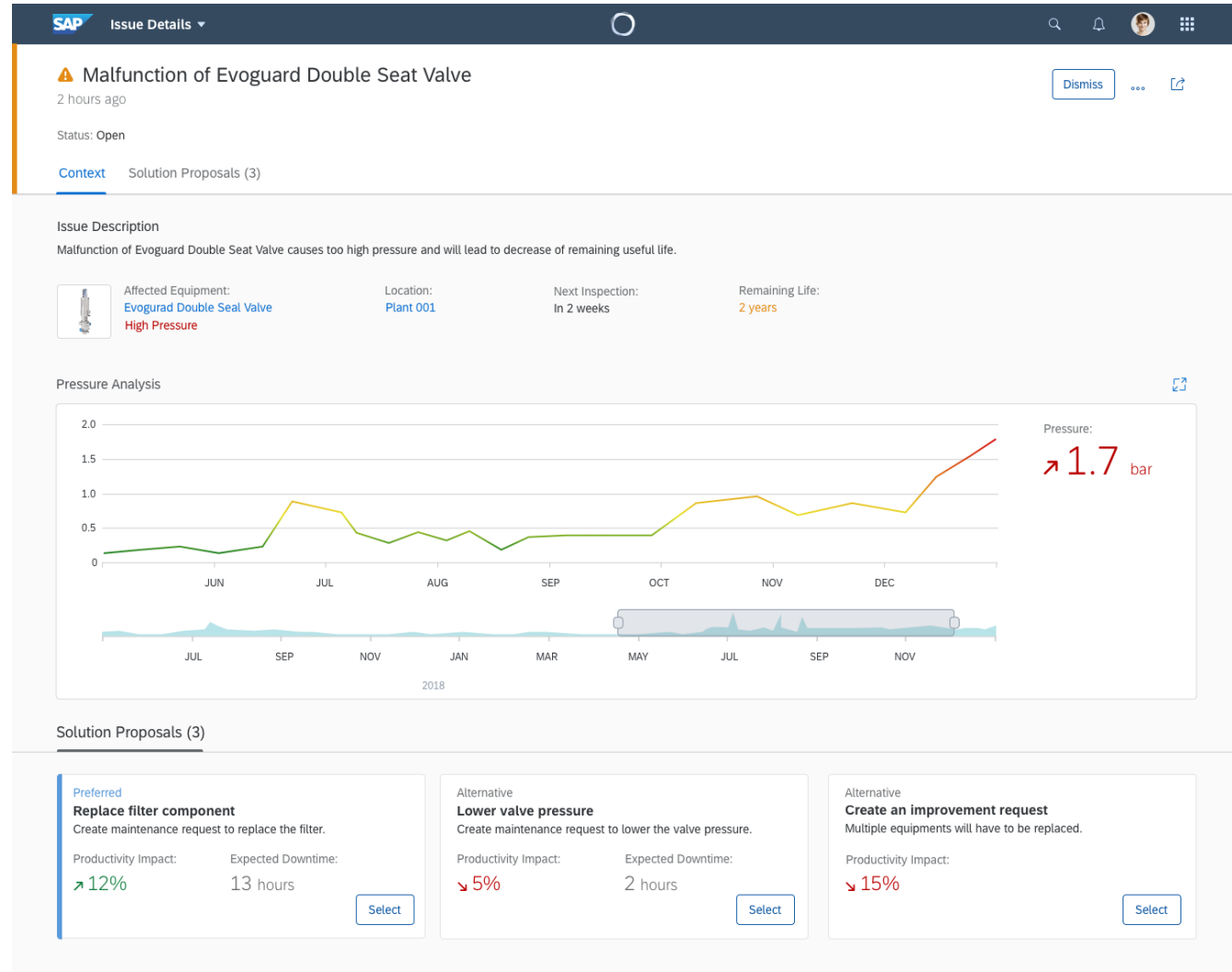
# SAP S/4HANA example: device malfunction

## Device malfunction

Design 2 operate

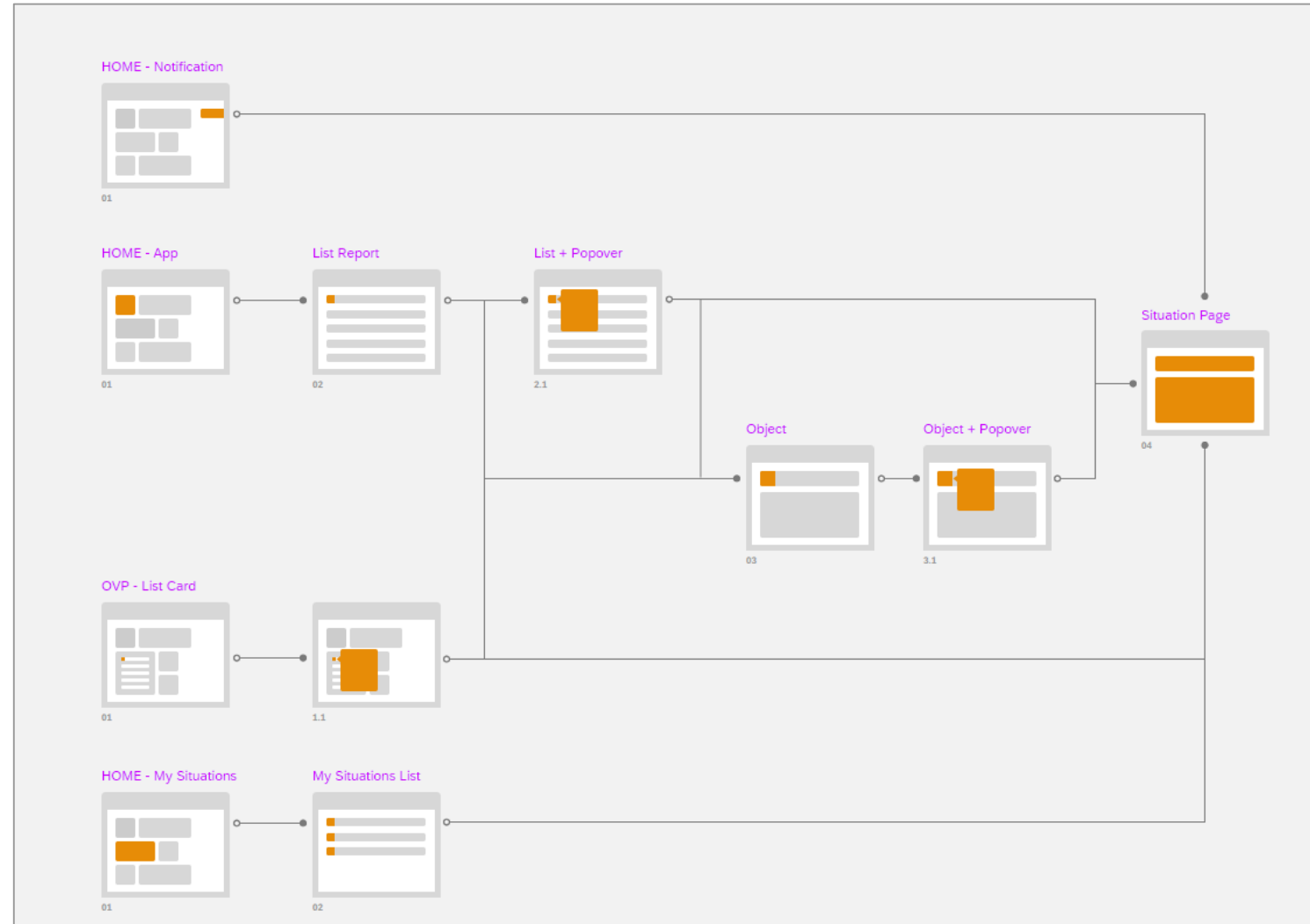


„As a service engineer, I want to be informed about possible issues with my equipment.“



# SAP Fiori 3 - situations

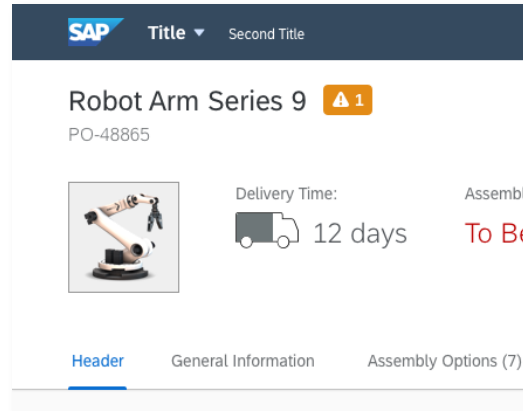
Integration into SAP Fiori  
information architecture



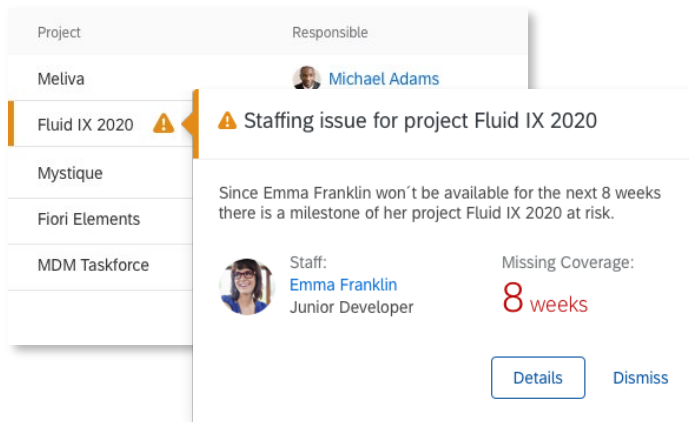
# SAP Fiori 3 - situations

Embedded access in relevant context

Indicator in  
object title

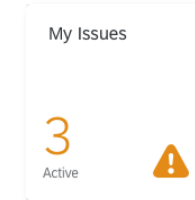


Indicator in  
list

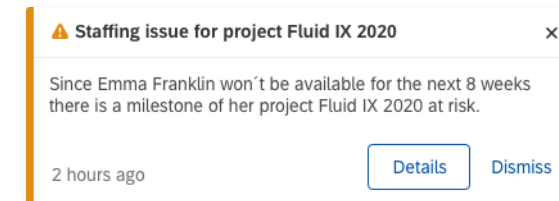


Dedicated access to situation details

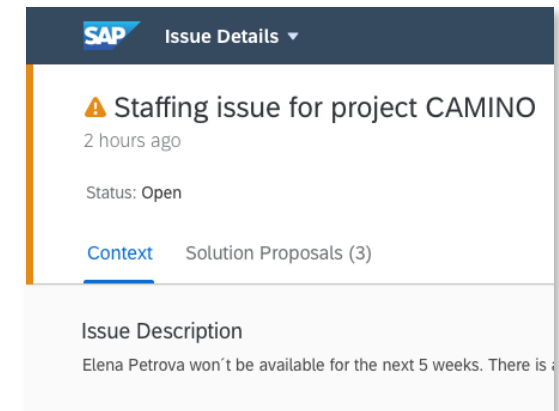
Launch card



Notification

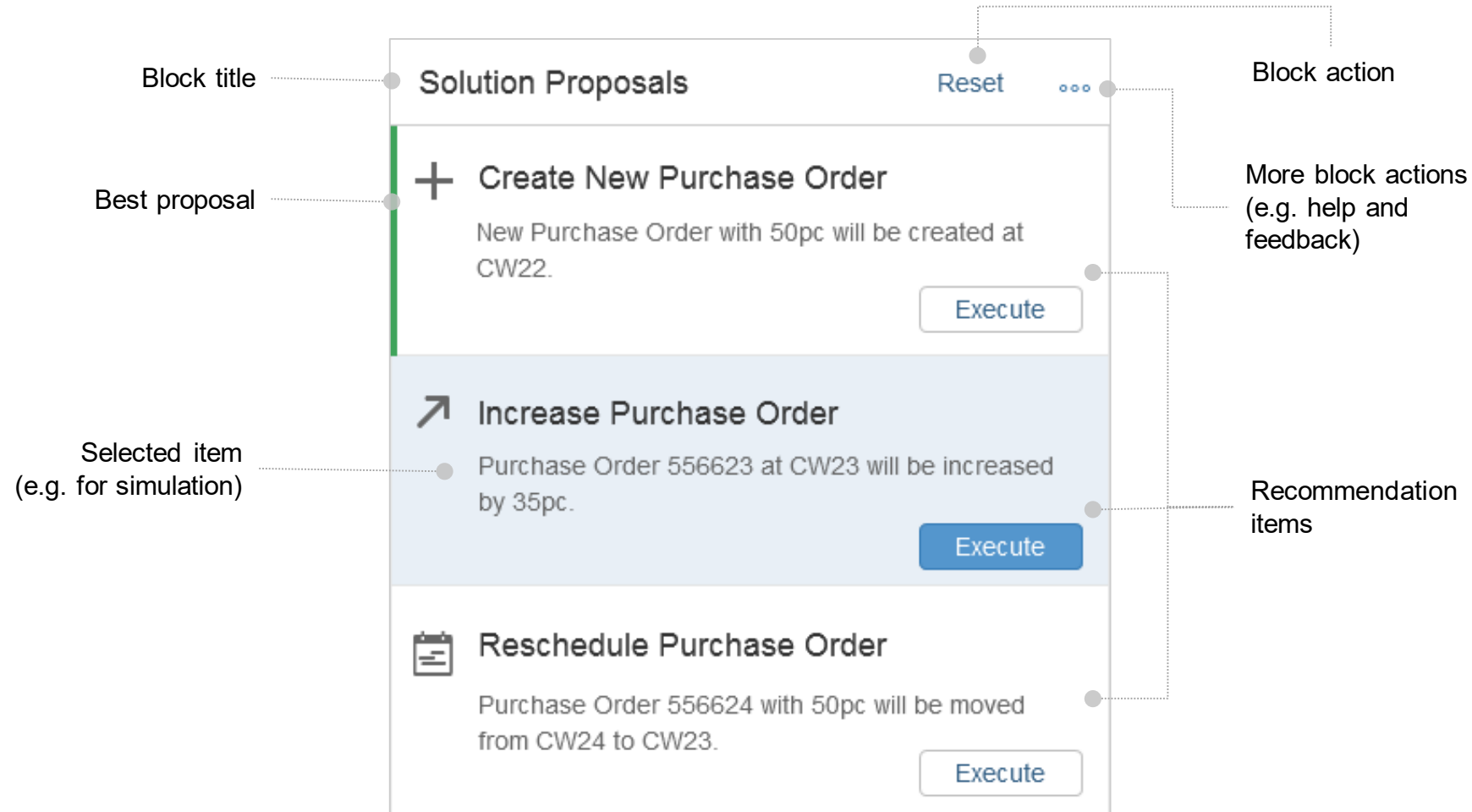


Situations  
header





# SAP Fiori 3 – recommendations (AI)



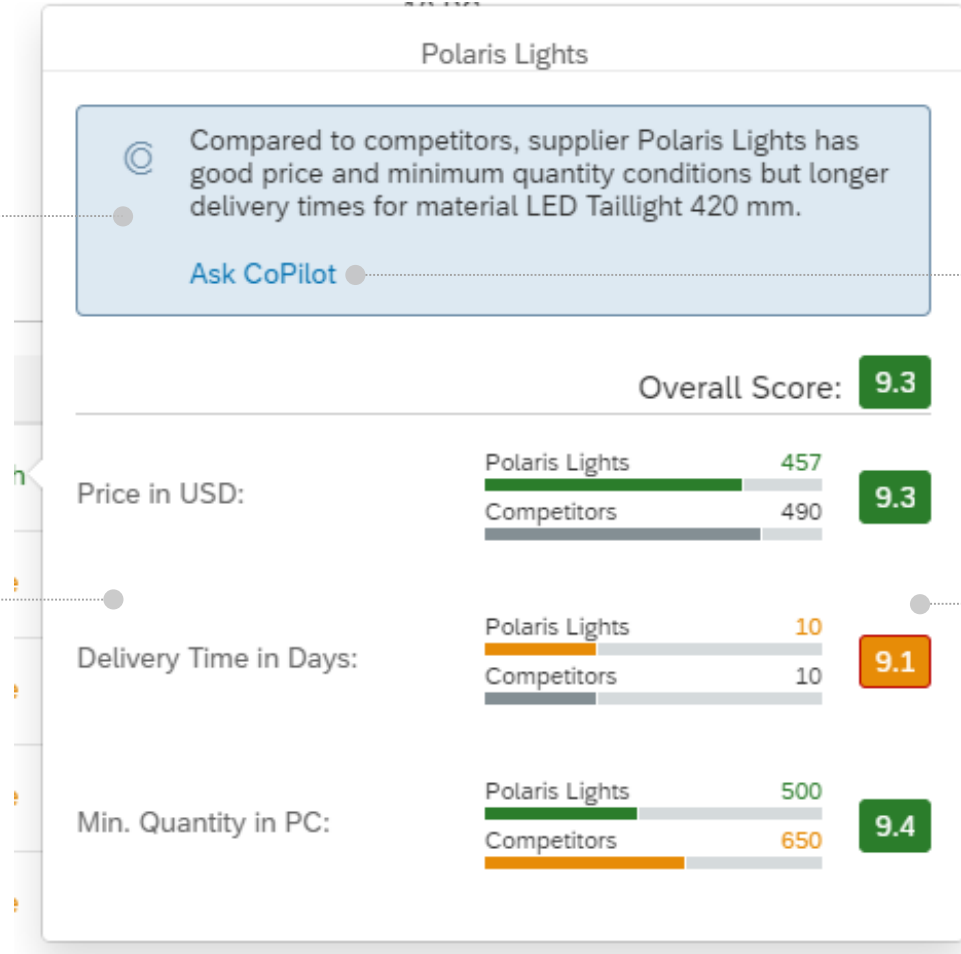
# SAP Fiori 3 – explanation (AI)

Natural language explanation

Possibility to interact with SAP CoPilot on the context

Involved parameters

Scoring model



# SAP Fiori 3 – ranking (AI)

Explanation

Comparison

Suppliers (8) Ranked By: Price, Delivery Time and Minimum Order Quantity

Compare ↑↓ [≡] ⚙

<input type="checkbox"/>	Name	Location	Ranking	Delivery Time	Price Per Unit	Minimum Quatity
<input type="checkbox"/> ★	Polaris Lights	Detroit, USA	9.1 Best Match	2 weeks	470 USD	300 pc
<input type="checkbox"/> ☆	Helios Systems	Guangdong, China	9.0 Good Match	3 weeks	455 USD	500 pc
<input type="checkbox"/> ☆	ORIENT Lighting Systems	Zhejiang, China	8.5 Alternative	3 weeks	458 USD	500 pc
<input type="checkbox"/> ★ ●	MSLS Automotive	Baltimore, USA	7.9 Alternative	2 weeks	490 USD	350 pc
<input type="checkbox"/> ☆	LED 4 Conventional Inc	Cleveland, USA	7.8 Alternative	3 weeks	475 USD	500 pc
<input type="checkbox"/> ☆	ORIENT Lighting Systems	Zhejiang, China	7.8 Alternative	3 weeks	460 USD	750 pc

User feedback

Scoring indicator

Text indicator

# SAP Sales Cloud – example: lead scoring

Example with embedded machine learning for calculating “Lead score”

## 1. Explanations

help users understand why

## 2. Integration

Relevant insights from other products: intelligent system rather than users having to do time-consuming cross-product navigation

The screenshot displays the SAP Sales Cloud interface for lead management. The main view is titled "My Hot Leads" and shows a list of 25 leads, filtered by "Qualification". The leads are listed with columns for Name, Primary Contact, Account, Score, and Status. An "Insights" popup is open over the lead "Pump MultiEco 33i", showing a lead score of 78 and various factors influencing the score, such as Lead Status, Account Classification, Lead Priority, and Lead Source. The popup also displays engagement metrics like Incoming and Outgoing calls, and related content for DelBont Industries.

Name	Primary Contact	Account	Score	Status
4th Quarter Customer Event Home	Jill Avent	Blue Drive	86	Converted
Customer Event for 3rd Party Integration	Tom Silver	SAP A	83	Converted
Product Headphone	Caroline Beier	DelBont	83	Converted
Pump MultiEco 33i	Joe Wills	DelBont	78	Qualified
Cross Sell for Rustic	Jackie Zhou	Rustic C	72	Qualified
Cross Sell for Blue Drive	Donna Moore	Blue Drive	72	Qualified
Q3 Lead for Rustic	John Miller	Rustic C	71	Qualified
Easter Roadshow	Tom Silver	The Fly	71	Qualified
2019 Q3 SmartScreen	Tom Gold	DelBont	70	Qualified
Hot Deal for ALPHA Core Industries	Rachael Adams	ALPHA	66	Qualified
Customer Event 4th Quarter 2019	Nick Grove	Rustic C	65	Qualified
Big Deal Q3	Fabian Miller	BlueCh	64	Converted
Hybrid laptop deal	Eduard Becker	Alpha C	43	Qualified
HeadphonesTab 2017	Jack Nimble	The Fly	42	Converted
Q4 Lead for ALPHA Century	Mark Rivers	ALPHA	34	Qualified
New building project	Elena Petrova	Blue Drive	30	Converted

**Insights for Pump MultiEco 33i:**

- Lead Score: 78
- Lead Type: A
- Lead Status is Qualified (↑)
- Account Classification is A-Account (↑)
- Lead Priority is Immediate (↓)
- Lead Source is External Partner (↓)
- Engagement Rate: 29
- Score: 29
- Lead Type: A
- Incoming: 18
- Outgoing: 2
- Last Activity: July, 12th 2018
- Related Content for DelBont Industries
- Customer 360°
- Current Return Rate: 45 %
- Credit Consumption: 80 %
- Open Quotations: 2
- Sales Orders: 7

# SAP Fiori 3 – conversational experience

SAP Analytics Cloud

SAP SuccessFactors

SAP Marketing Cloud

SAP Fieldglass

SAP S/4HANA

The screenshot displays a SAP Fiori 3 conversational interface. At the top, the SAP logo and a date bar show "Today, August 25, 2018". The chat history includes:

- User: "Show me this year's sales by region." (12:02 PM)
- System: "OK, this is what I found for this year's sales."

The system response shows a table titled "2018 Sales" with columns for "Region" and three data points. The data is as follows:

Region	Jan	Feb	Mar
Canada	-32.37%	-37.46%	-38.30%
Latin America	-5.61%	-5.66%	-5.49%
US Midwest	-4.97%	-5.11%	-5.37%
US Northeast	-5.55%	-5.99%	-5.95%
US Southeast	-4.57%	-4.76%	-4.02%

Below the table, a legend indicates: "■ -30.00% ~ -40.00%" (red) and "■ 0.00% ~ -10.00%" (green). A large play button icon is overlaid on the table.

The chat continues with:

- User: "Why is Canada's sales down?" (12:04 PM)
- System: "Sales are down in Canada by 20% due to a loss of resources in the Marketing Department."
- User: "OK, I want to update the Marketing campaign budget for Canada." (12:08 PM)
- System: "I can do that. What do you want to set the budget as?"

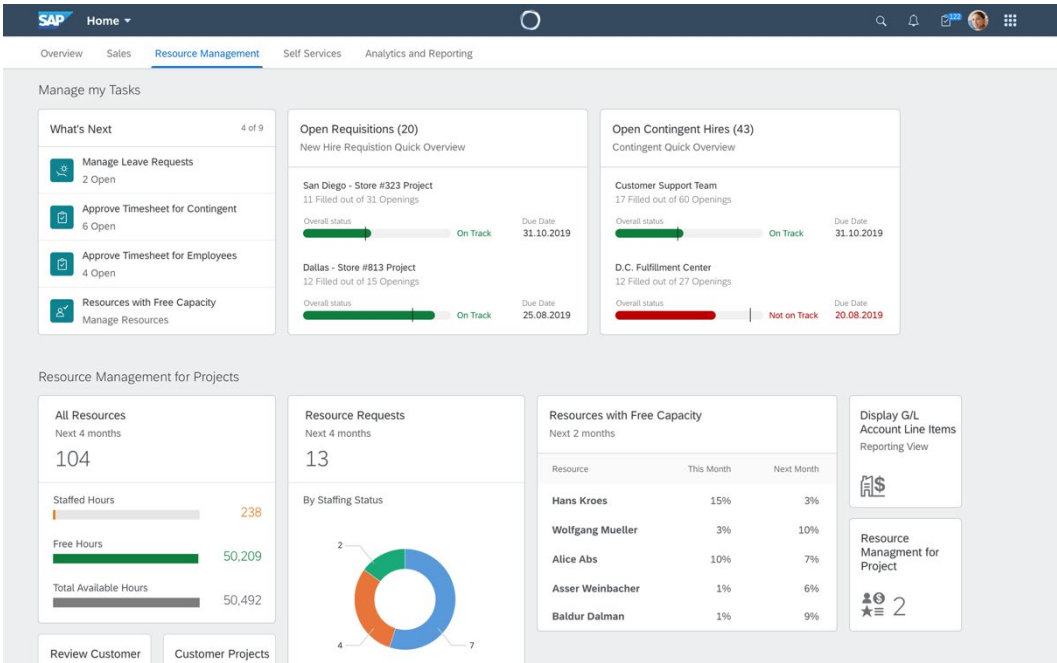
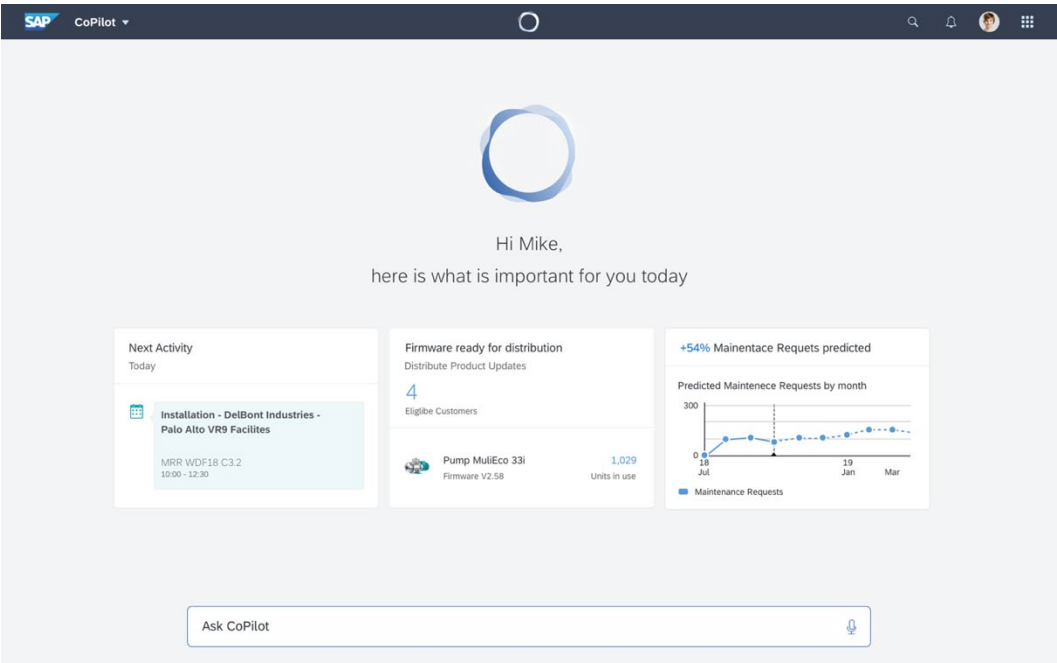
At the bottom, there is a "Message CoPilot" input field with a microphone icon.

# SAP Fiori 3

CASUAL

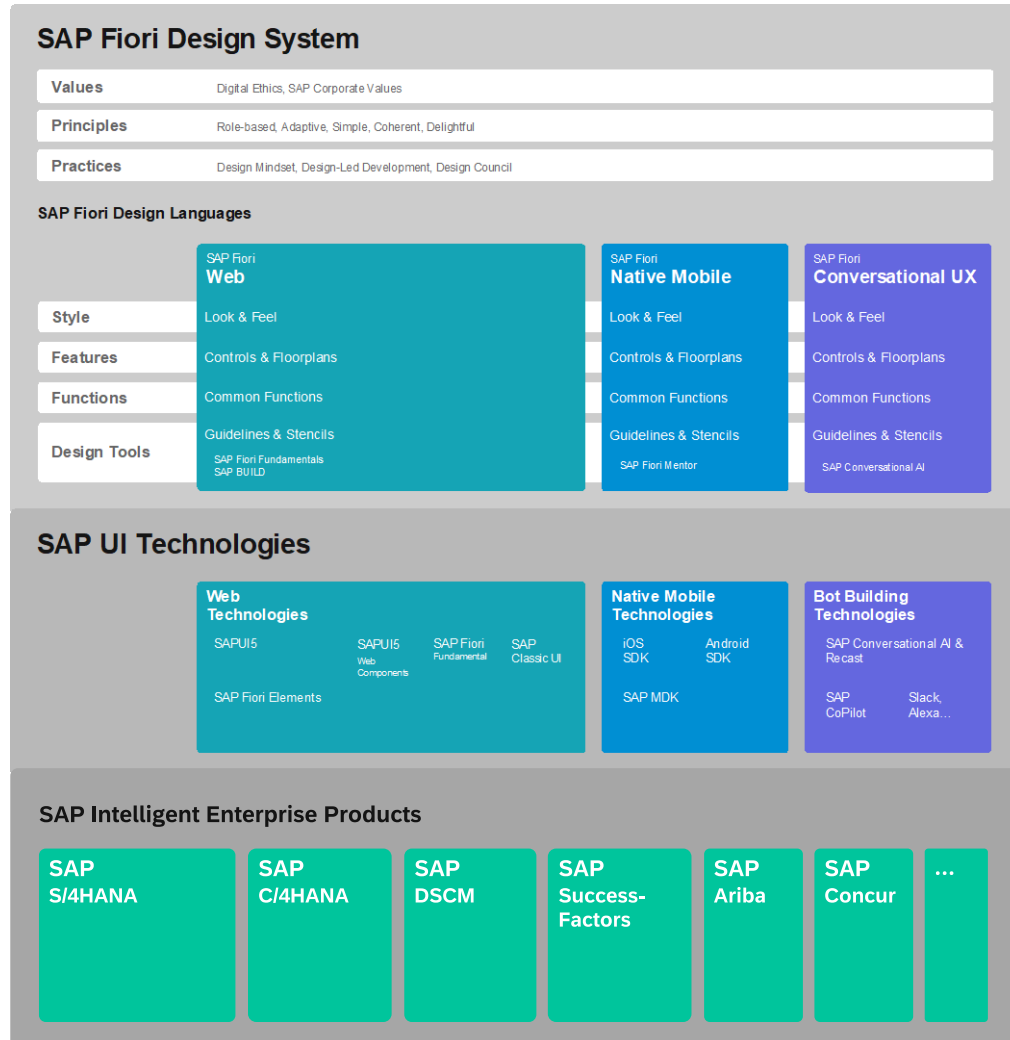


SPECIALIST





# SAP Fiori 3 – design system



## People centered values

Collaborative Approach, oorganizational Impact

## Design concepts & resources

State-of-the-art, User feedback driven, end-user validated,

## Enterprise-grade UI frameworks

Flexible, robust, accessible, managed lifecylce

## Intuitive, coherent and enjoyable products

>1200 SAP Fiori apps delivered already

# SAP Fiori – UI technologies

- SAP Fiori SDK
- Documentation
- API reference
- Samples
- Demo apps
- Tools

The screenshot shows the SAP Fiori Samples application. The top navigation bar includes tabs for Documentation, API Reference, Samples, Demo Apps, and Tools. The left sidebar lists various layout types with counts: Layout (3), Block Layout (7), CSSGrid (4), Dynamic Side Content (4), Fix Flex (8), Flex Box (12), Grid (4), Horizontal Layout (1), and Object Page Layout (15). The main content area displays a sample application titled 'Sample: Object Page with predefined selected section in Tab navigation mode'. The application shows a user profile for Denise Smith, a Senior UI Developer, with a photo, contact information, and a progress bar for 'Achieved goals' (30%). The profile is organized into sections: 2014 GOALS PLAN, PERSONAL (selected), EMPLOYMENT, and CONNECTIONS. Below the profile, there are sections for 'Connect', 'Phone Numbers', and 'Social Accounts'.

## class sap.uxap.ObjectPageLayout

Control Sample: [sap.uxap.ObjectPageLayout](#) Extends: [sap.ui.core.Control](#) Available since: 1.26  
 Documentation: [Object Page Layout](#) Module: sap/uxap/ObjectPageLayout Application Component: CA-UI5-CTR  
 UX Guidelines: [Object Page Layout](#) Visibility: public

[Overview](#) [Constructor](#) [Properties](#) [Aggregations](#) [Associations](#) [Events](#) [Methods](#)

A layout that allows apps to easily display information related to a business object.

### Overview

The ObjectPageLayout layout is composed of a header (title and content), an optional anchor bar and block content wrapped in sections and subsections that structure the information.

### Structure

An ObjectPageLayout control is used to put together all parts of an Object page - Header, optional Anchor Bar and Sections/Subsections.

### Header

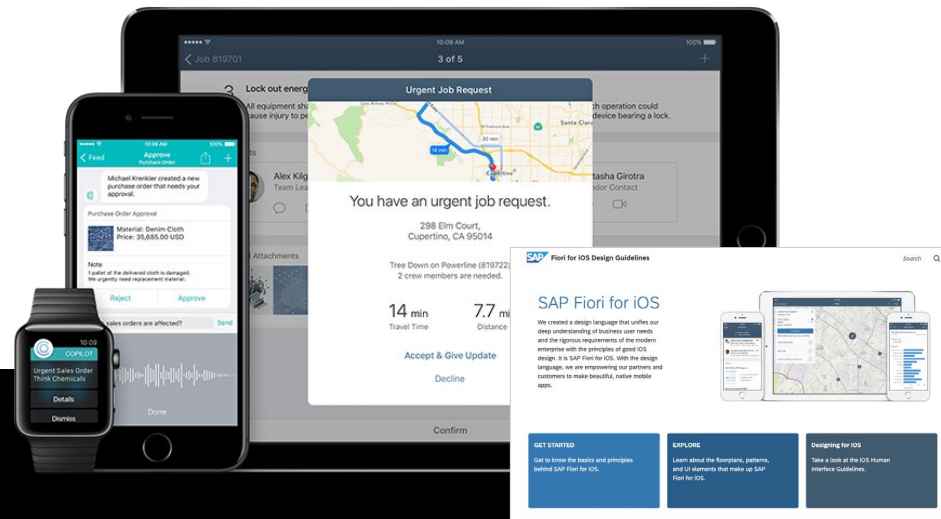
The ObjectPageLayout implements the snapping header concept. This means that the upper part of the header (Header Title) always stays visible, while the lower part (Header Content) can scroll out of view.

Header Title is displayed at the top of the header and always remains visible above the scrollable content of the page. It contains the title and most prominent details of the object.

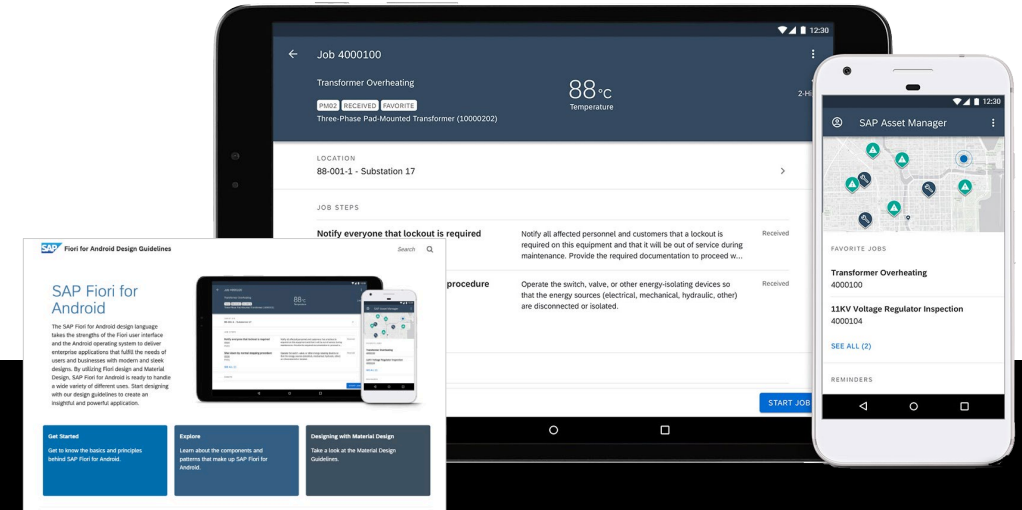
[ObjectPageSelectedSection.view.xml](#) [ObjectPageSelectedSection.controller.js](#) [../SharedBlocks/employment/BlockEmpDetailP](#)

```
1 <core:View xmlns:core="sap.ui.core"
2   xmlns="sap.uxap"
3   xmlns:layout="sap.ui.layout"
4   xmlns:m="sap.m"
5   xmlns:goals="sap.uxap.sample.SharedBlocks.goals"
6   xmlns:personal="sap.uxap.sample.SharedBlocks.personal"
7   xmlns:employment="sap.uxap.sample.SharedBlocks.employment"
8   xmlns:connections="sap.uxap.sample.SharedBlocks.connections"
9   controllerName="sap.uxap.sample.ObjectPageSelectedSection"
10  height="100%">
11 <ObjectPageLayout id="ObjectPageLayout" enableLazyLoading="true" useIconTabBar="true" showTitleInHeaderContent="true"
12   selectedSection="personal">
13   <headerTitle>
14     <ObjectPageHeader objectImageURI="/test-resources/sap/uxap/images/imageID_275314.png"
15       objectTitle="Denise Smith"
16       objectImageShape="Circle"
17       objectSubtitle="Senior UI Developer">
18       <actions>
19         <ObjectPageHeaderActionButton icon="sap-icon://pull-down" text="show section" type="Emphasized"
20           -down"/>
21         <ObjectPageHeaderActionButton icon="sap-icon://show" text="show state" type="Emphasized"
22           -show"/>
23       </actions>
24     </ObjectPageHeader>
25   </headerTitle>
26   <headerContent>
27     <layout:VerticalLayout>
```

# SAP Fiori – UI technologies



SAP Fiori Design language for Apple iOS  
Available through SAP Cloud Platform SDK for iOS



Google



SAP Fiori Design language for Google Android  
Available through SAP Cloud Platform SDK for Android

# SAP S/4HANA user experience



# SAP S/4HANA

## Single entry point

The SAP Fiori launchpad is the single entry point to access all apps\*

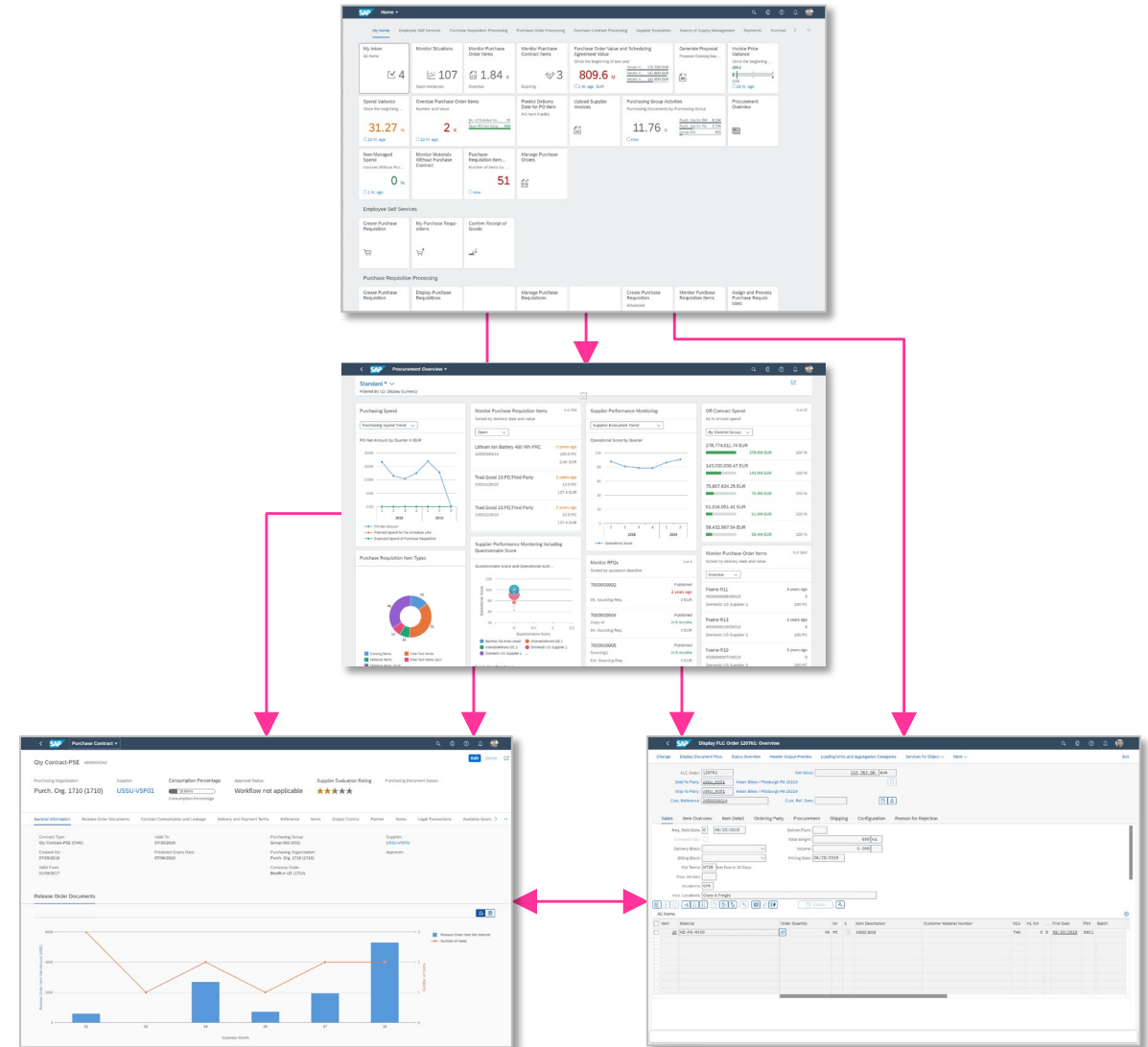
## Domain-specific information and actions

Users will quickly get an *overview* of what needs their attention with overview pages, list reports and work list, and trigger *quick actions* or drill down to the next level of detail

## Enter details and explore in depth

Key and differentiating use cases are re-imagined with the SAP Fiori user experience.

All classic applications have the SAP Fiori visual theme.



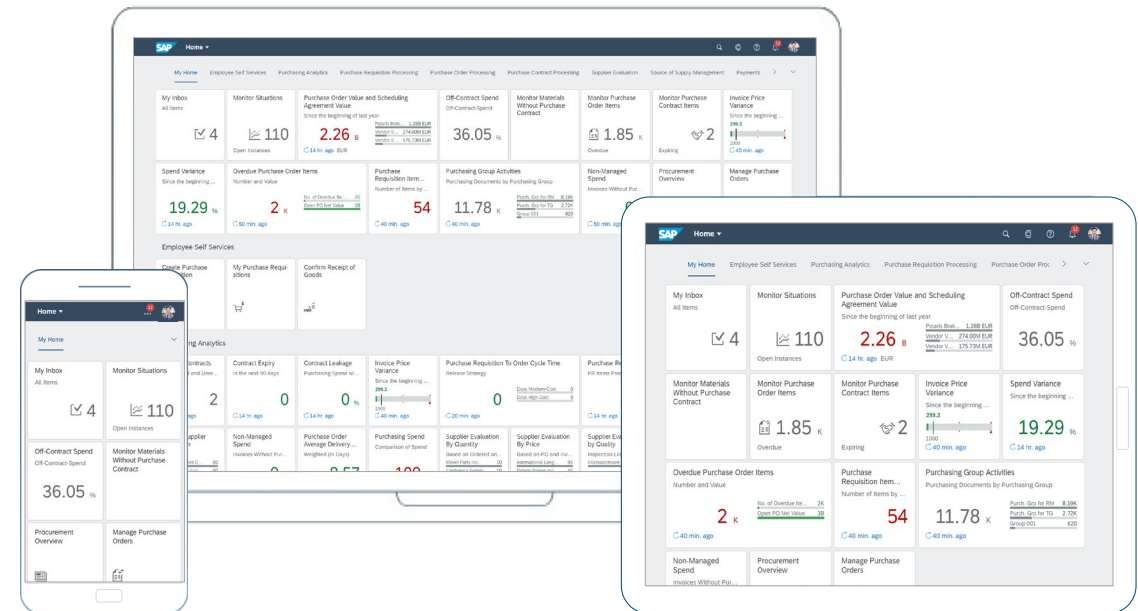
# SAP S/4HANA – SAP Fiori 3 adoption

## First step: SAP S/4HANA 1908 / 1909\*:

- SAP Fiori 3 theme quartz
- SAP Fiori 3 launchpad shell header (Viewport replacement, better navigation)

## Planned next:

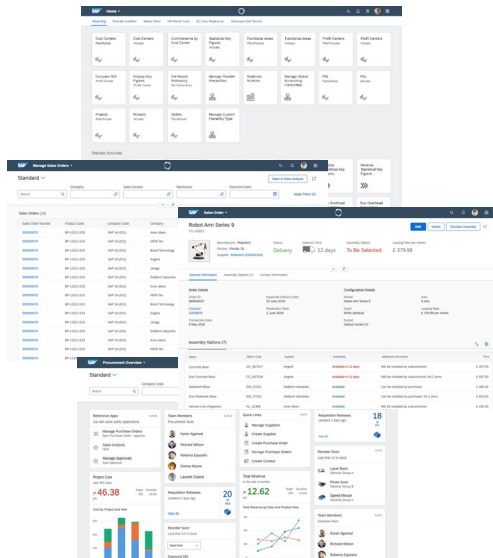
- Cards on home page (in addition to tiles)
- Intelligence: improvements for the situations concept
- Planned availability: starts in 2020



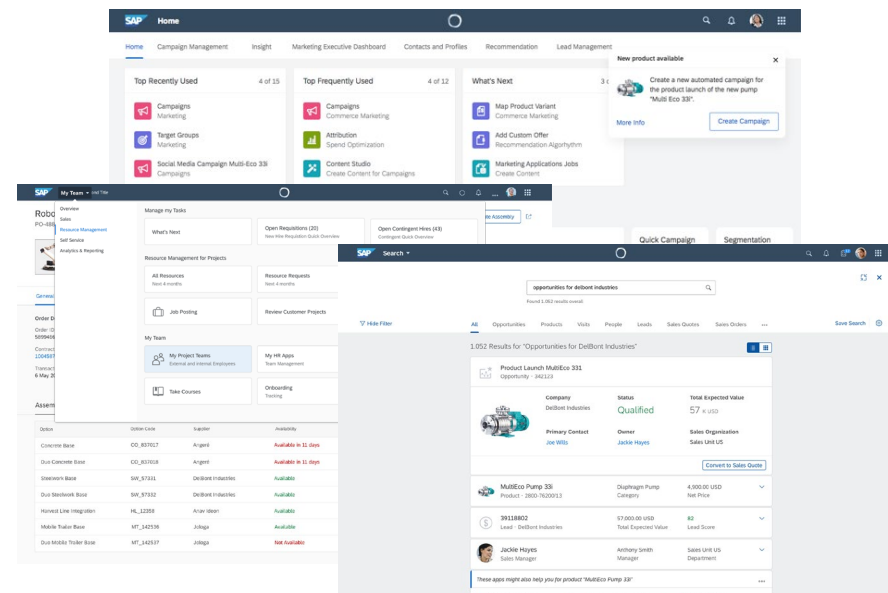


# SAP Fiori 3

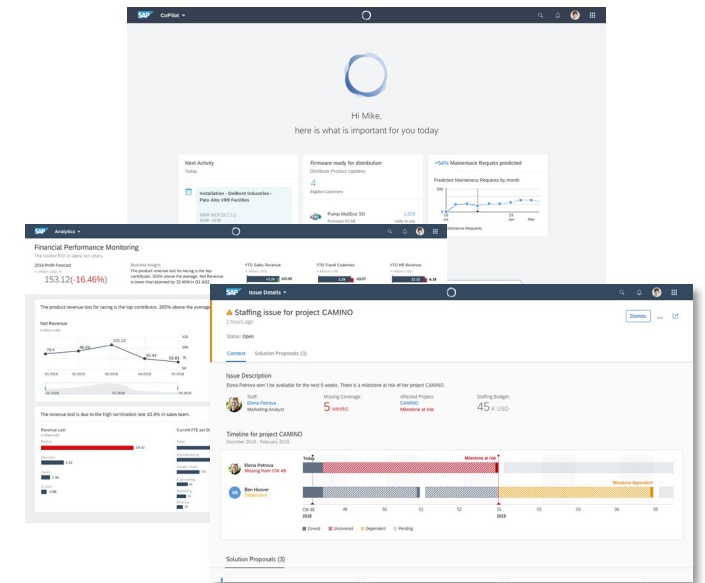
Consistent



Integrated



Intelligent





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<http://sapteched.com/online>



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[SAP TechEd blog posts](#)

# More information



## Related SAP TechEd Learning Journeys

- UX1 – Become the UX transformation champion in your company
  - UX2 – Design and develop SAP Fiori Apps
  - UX3 – Implement and run a great UX for the intelligent suite
- 

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- LT112 – SAP Fiori 3 UX and the Intelligent Enterprise Experience
  - UX363 – Design Exemplary User-Centered Applications with the latest SAP Fiori 3 UX
  - UX208 – Explore SAP Fiori 3 for End-to-End Processes in the Intelligent Enterprise
  - LT113 – The Future of SAP Fiori Apps
- 

## Public SAP Web sites

- SAP Fiori Design Guidelines: [www.experience.sap.com/fiori-design/](http://www.experience.sap.com/fiori-design/)
- SAP User Experience Community: [www.experience.sap.com/](http://www.experience.sap.com/)
- SAP Design: [www.design.sap.com/](http://www.design.sap.com/)
- SAP Fiori: [www.sap.com/products/fiori.html](http://www.sap.com/products/fiori.html)
- SAP UI5: [www.sapui5.hana.ondemand.com/](http://www.sapui5.hana.ondemand.com/)



Thanks for attending **this session.**



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Please complete your session evaluation  
for **UX207**.

## Contact for further topic inquiries

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