The Intelligent Enterprise enabled by SAP S/4 HANA

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Agenda

1. The Intelligent Enterprise
2. The next generation Digital Core
3. Digital Core key capabilities
4. How to get there?
Today’s Reality – Digital Economy is Reality – Not Future

In the last 60 years:
- 90% Fortune 500 companies have disappeared, merged, or contracted
  - Average lifespan of companies
  - Source: Innosight
- 61 years

New Heavyweights
- UBER
- airbnb
- facebook
- Alibaba.com
- equals 60% of total DAX-market cap

In 2016, 5 of the Top 10 Largest Companies Globally are Technology Companies, and 70% are new in the LIST!

Source: Forbes

Charles Darwin:
“Survival of the fittest”
Not the biggest ones win, the most agile ones.
The Intelligent Enterprise Framework

The Intelligent Enterprise features 3 key components:

1. **Intelligent Suite**
2. **Intelligent Technologies**
3. **Digital Platform**

- **Intelligent Suite**
- **Intelligent Technologies**
- **Digital Platform**
The Intelligent Enterprise Framework

SAP ERP Portfolio

- SAP ERP Portfolio
  - Cloud ERP
    - SAP S/4HANA Cloud
  - On-premise ERP
    - SAP S/4HANA
  - SAP Business ByDesign
  - SAP Business One

Digital Core

Addressing Key Audiences & Value

- CFO
  - SAP Finance LoB & GRC
- CIO
  - SAP HANA Enterprise Cloud
- CEO & COO
  - SAP Industry Solutions

Intelligent Suite

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The automation of repetitive tasks is allowing humans to be more productive and focus on higher value tasks.
The intelligent ERP is here to reinvent businesses

60%
Of human tasks will be automated by 2025

97%
Image recognition accuracy today (better than human rate 95%)

95.1%
Speech recognition accuracy today (better than human rate 94.1%)

$18B
Enterprise Machine Learning Market by 2020

94%
Of companies see ML as critical for Competitive Advantage!

Process Automation
Full automation of business processes, from HR to payments processing, to workflow approvals for purchase orders and sales execution

Next–gen UX
User experience based on voice, vision and messaging will replicate how people interact in real life and increase business productivity

Dynamic Analytics
Proactive analysis of new data types and discovery of unfamiliar patterns that provide a new level of insights

Source: SAP CSG analysis, McKinsey Quarterly Report July 2016, Google PR, Microsoft PR, SAP Market Model
The Intelligent Enterprise starts at the Digital Core

Modernizing your ERP provides the foundation to connect your data, automate key functions, and constantly improve your products & services

<table>
<thead>
<tr>
<th></th>
<th>Intelligent ERP</th>
<th>Legacy ERP</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Digital age UX</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Automation</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Next-generation processes</td>
<td></td>
</tr>
</tbody>
</table>

The Intelligent ERP Difference

- Intelligent digital assistance and instant insights deliver value-adding experiences
- Machine learning, AI and predictive analytics for increased automation and efficiency
- Reinvent and redefine processes with applied best practices built on the latest innovations
Digital Age User Experience

- Most Advanced Embedded Machine Learning Automation
- Business Context Awareness

- Productivity
- Adoption
- Training Time
Vision: Achieve 50% automation within the next 3 years

- **Artificial Intelligence**
  automates and improves processes

- **Predictive analytics**
  helps improve decision-making and performance

- The system continuously
  learns and adapts
to user actions and inputs
Next-Generation Processes

- Dynamic Pricing of Retail Goods
- Assisted Procurement & Sourcing
- Data-Driven Logistics
- Predictive Maintenance & Service
- Accelerated Financial Close

- Accurate Forecast Predictions
- Demand-Driven Replenishment
- Smart Delivery Insights
- Automatic Invoice Matching
Why Digital Core from SAP?

- The 1st Intelligent Digital Core and ERP
- 100% In-memory Data Management
- Rich Functionality
- Industry Know-How Covering End-to-End Processes
Your Daily Briefing
SAP S/4HANA Cloud
Evolving at cloud speed

- 4 quarterly innovative releases per year
- Finance-centric administrative ERP built to deliver value to all customers
- Strong 2-tier ERP capabilities
- Selected industry-specific functionality
- Unmatched international support (38 countries and 23 languages by end of 2018)*

*This is the current state of planning and may be changed by SAP at any time without notice.
You have complete choice

SAP S/4HANA & S/4HANA Cloud’s code line, simplified data model, and modern user experience are consistent across both environments.

Considerations for selecting the right SAP S/4HANA solution:

- Business functionality
- Regulatory, industry, and regional requirements
- Individualization options
- IT Strategy
- Innovation cycles
- Adoption/upgrade efforts
- TCO
- Commercial models
SAP S/4HANA Cloud is the best choice for Intelligent Organizations

**SAP S/4HANA Cloud**

**Default choice** for enterprises looking to benefit from Intelligent Cloud ERP

- Unmatched speed of innovation
- Lowest total cost of ownership
- Fastest time-to-value

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**Continuous Innovation**

- Agile with rapid innovation cycles
- Get latest capabilities & best practices
- Keep up with regulatory changes

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**Predictable, Lowest TCO**

- Shift from CapEx to OpEx
- Reduced need of IT administrative tasks
- No infrastructure investment needed

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**Speed**

- Accelerate go-live and user adoption
- Rapid global deployments
- Flexibly scale to new business needs

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**Simple, Reliable, and Safe**

- Easy to configure and extend
- Fully managed by a trusted 3rd party
- Complete data security & protection

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SAP S/4HANA Cloud is the default choice for enterprises looking to benefit from Intelligent Cloud ERP. It offers unmatched speed of innovation, lowest total cost of ownership, and fastest time-to-value. It supports continuous innovation, predictable and lowest TCO, speed for acceleration, and simplicity for easy configuration and reliable operation.
Make the case
Three free tools, personalized guidance for IT and the line-of-business

S/4HANA Business Scenario Recommendations

Identify the business processes you can improve and discover new business capabilities.

Customers new to SAP can use Business Value Advisor: http://impact.s4value.com

SAP Transformation Navigator

See the S/4HANA roadmap for each component in your current landscape.

Based on current SAP product usage or capabilities your organization wants.

SAP Readiness Check

Learn the technical requirements and actions for a system conversion to S/4HANA.

Based on configuration and usage data for customers already on SAP ECC 6.x.
Deliver your future
Offerings from SAP & Partners

**Executive Alignment**
What business objectives do we enable?

**Value Discovery**
Where and how will we realize our ROI?

**Execution Readiness**
What is our plan for deployment?

**Value Delivery**
Which best practices ensure success?

**Intelligent Enterprise | Value Discovery engagement**
SAP and partner-led offerings showcasing the role of S/4HANA in all aspects of the Intelligent Enterprise, including innovations in user experience, machine learning, and the key business benefits in the era of industry transformation.

**SAP S/4HANA | Value Discovery engagement**
SAP and partner-led offerings for more in-depth S/4HANA migration plans based on requirements; detailing value, potential costs, timeframe and ROI.

**SAP S/4HANA | Adoption Starter engagement**
Adoption starter, guided enablement and self-service tools to create your first S/4HANA plan, including benchmarking, value assessment & migration strategy.
Thank you.

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