



The Intelligent Enterprise **enabled by SAP S/4 HANA**

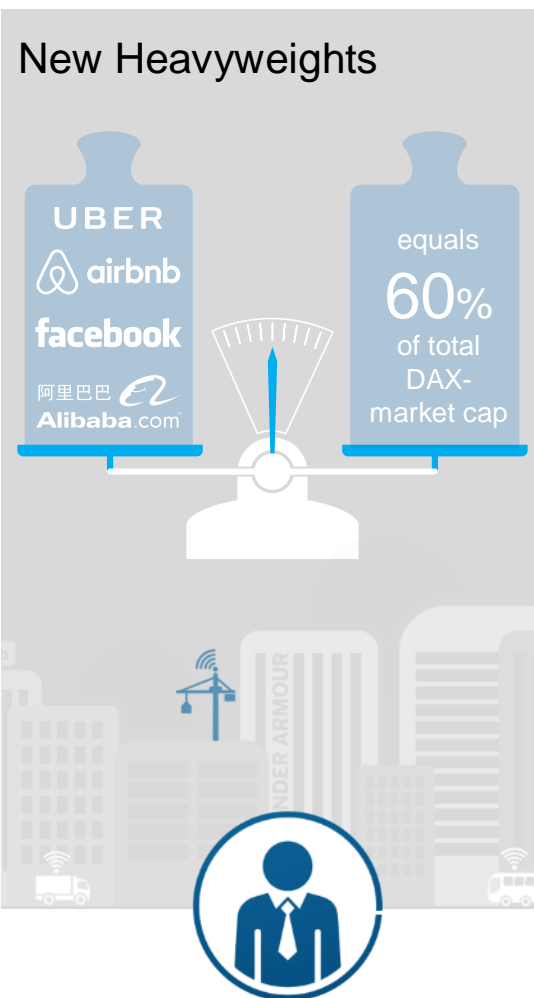
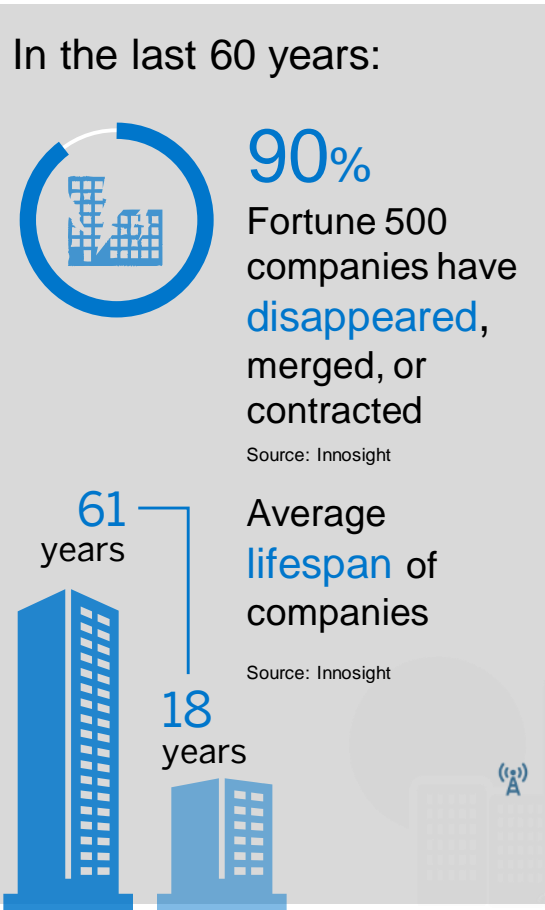
Javier Desentis | Vicepresidente de Operaciones Digital Core SAP Latinoamérica.

Agenda

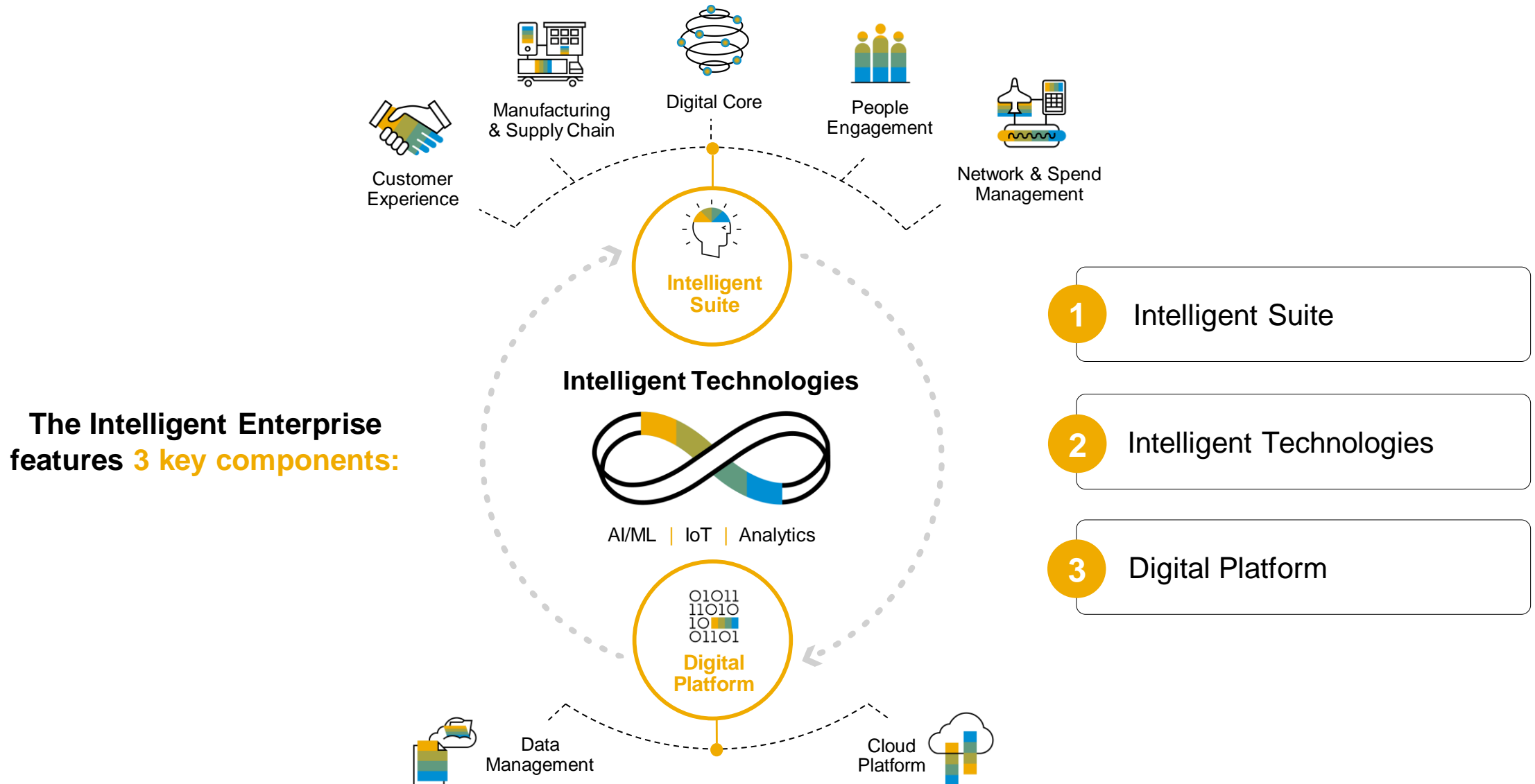
1. **The Intelligent Enterprise**
2. The next generation Digital Core
3. Digital Core key capabilities
4. How to get there?



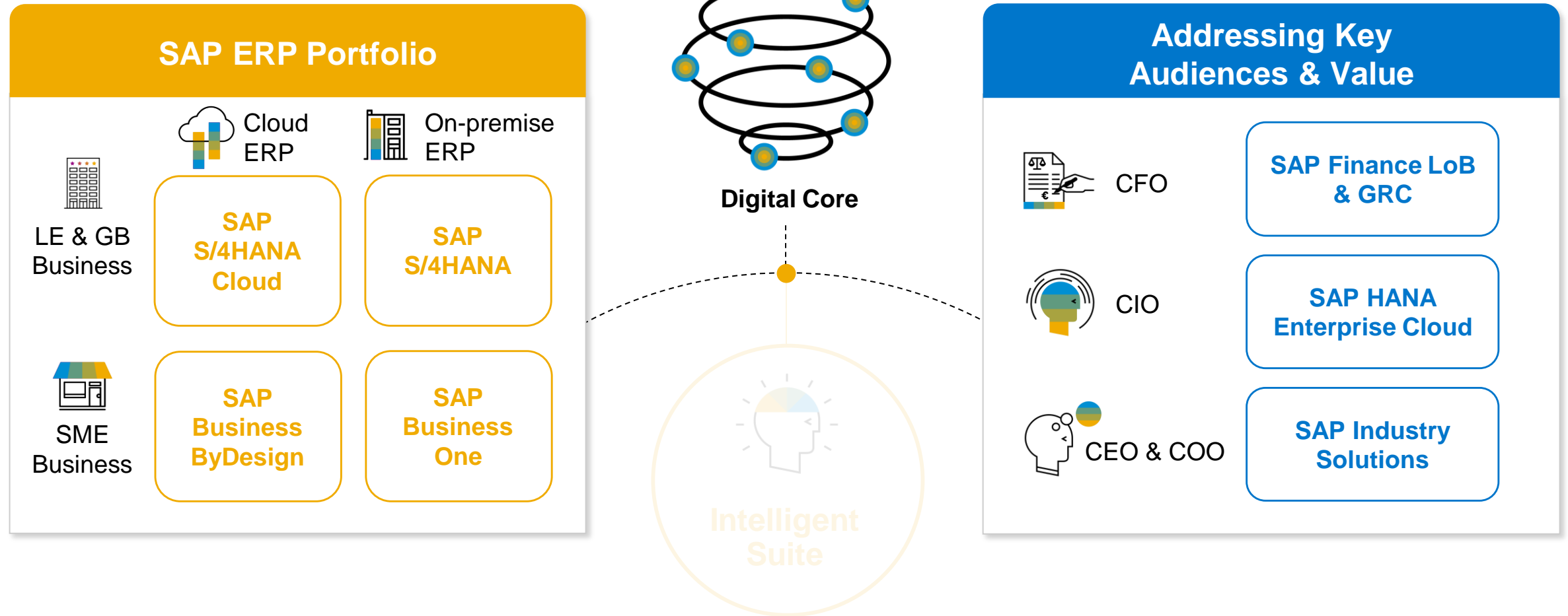
Today's Reality – Digital Economy is Reality – Not Future



The Intelligent Enterprise Framework

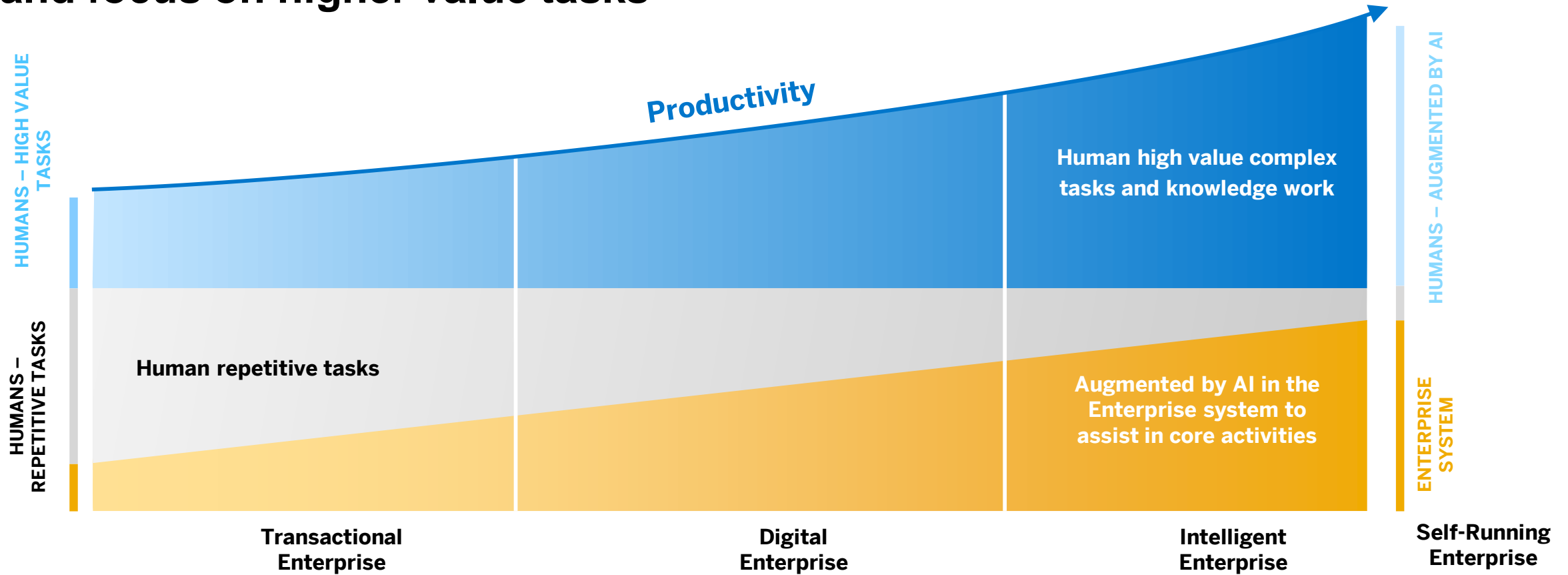


The Intelligent Enterprise Framework



Intelligent Technologies

The automation of repetitive tasks is allowing humans to be more productive and focus on higher value tasks



Source: SAP CSG analysis, McKinesy Quarterly Report July 2016, Google PR, Microsoft PR, SAP Market Model



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

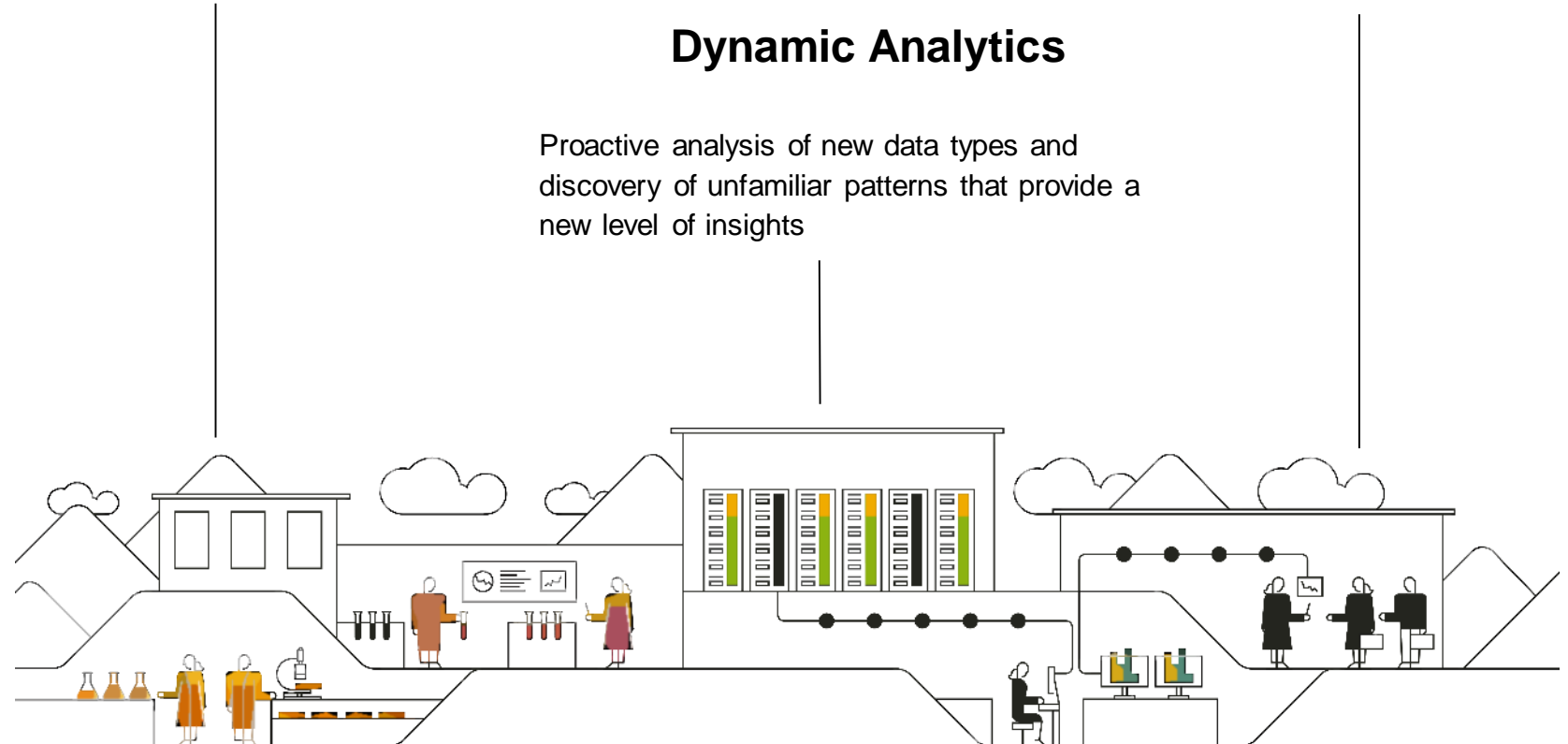
Full automation of business processes, from HR to payments processing, to workflow approvals for purchase orders and sales execution

Next-gen UX

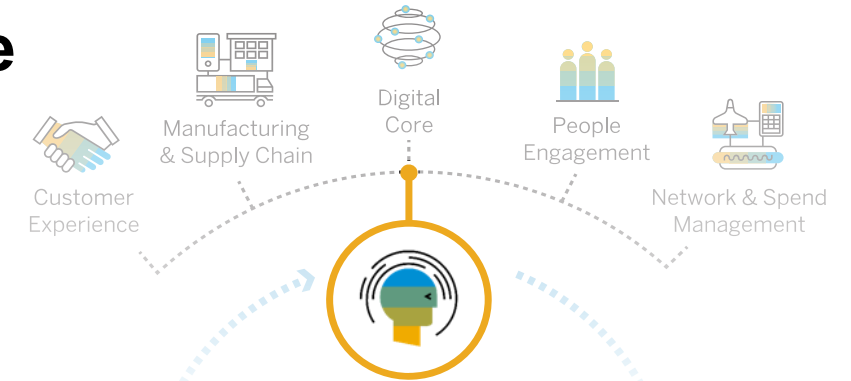
User experience based on voice, vision and messaging will replicate how people interact in real life and increase business productivity

Dynamic Analytics

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



The Intelligent Enterprise starts at the Digital Core



		Intelligent ERP	Legacy ERP
1	Digital age UX	●	◐
2	Automation	●	◐
3	Next-generation processes	●	◐

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

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

Digital Age User Experience



**Most
Advanced
Embedded
Machine Learning
Automation**

**Business
Context
Awareness**

**↑
Productivity**

**↑
Adoption**

**↓
Training Time**

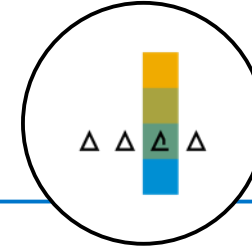
Modern Driven Automation



Artificial Intelligence
automates and improves
processes



Predictive analytics
helps improve decision-
making and performance

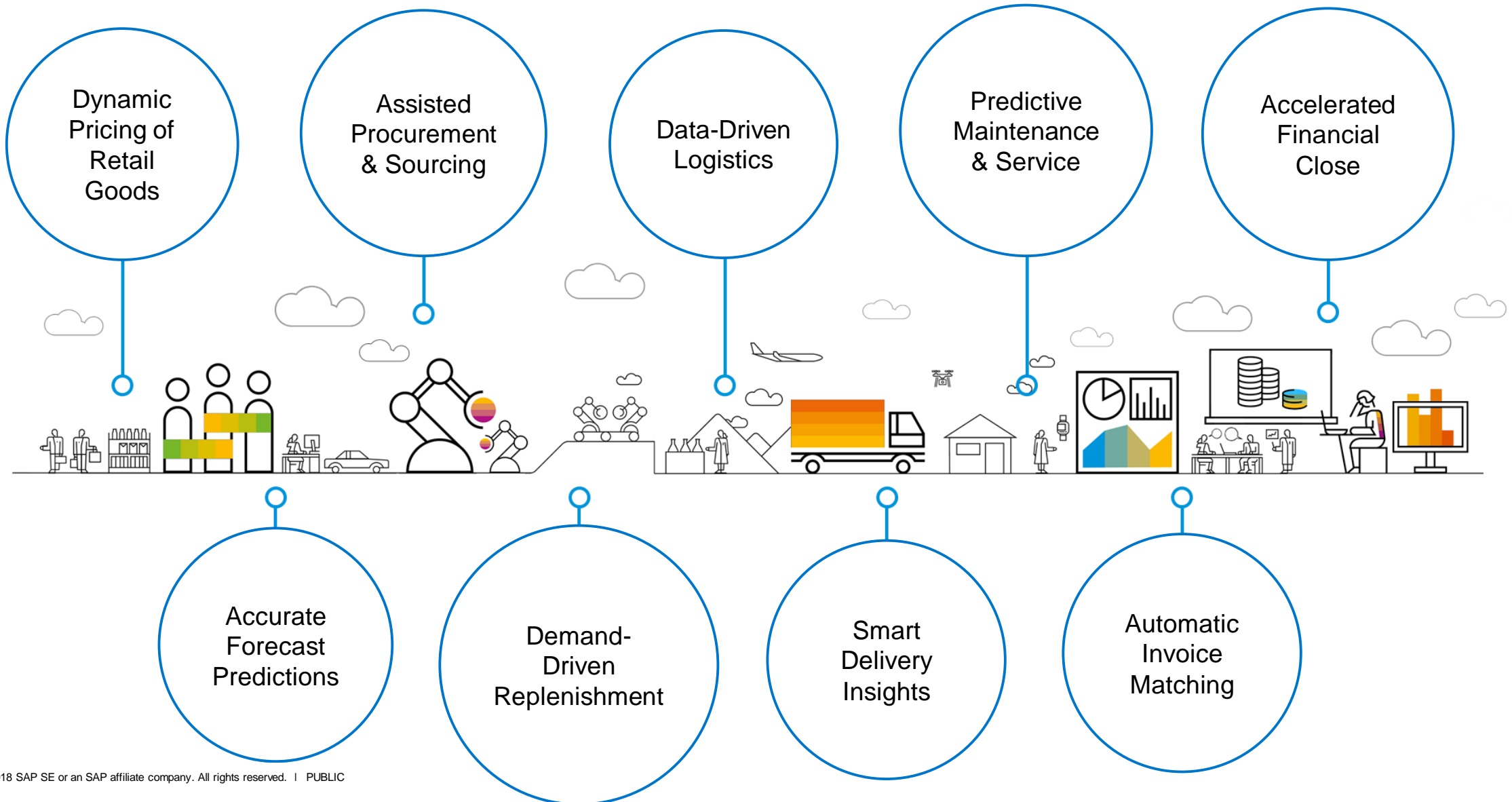


The system continuously
learns and adapts
to user actions and inputs



Vision: Achieve 50% automation within the next 3 years

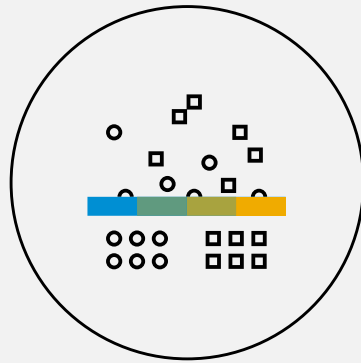
Next-Generation Processes



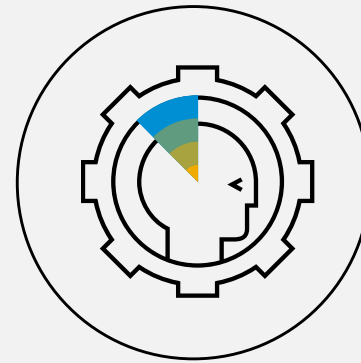
Why Digital Core from SAP?



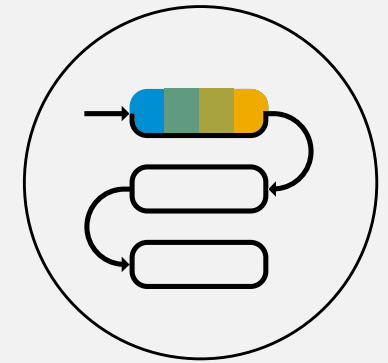
The 1st Intelligent
Digital Core and ERP



100% In-memory
Data Management



Rich
Functionality



Industry Know-How
Covering End-to-End
Processes



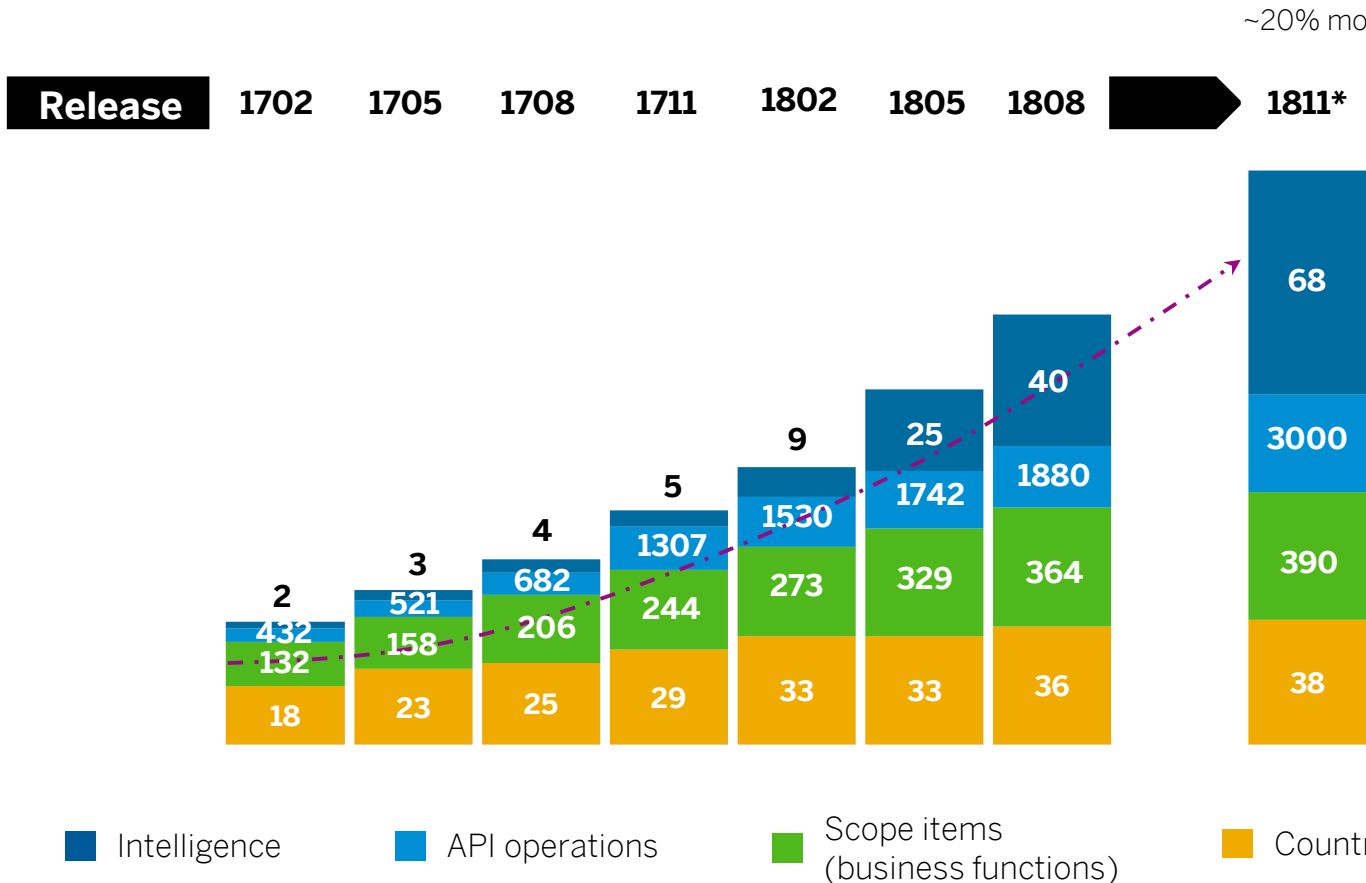
Your Daily Briefing



Your Daily Briefing

SAP S/4HANA Cloud

Evolving at cloud speed

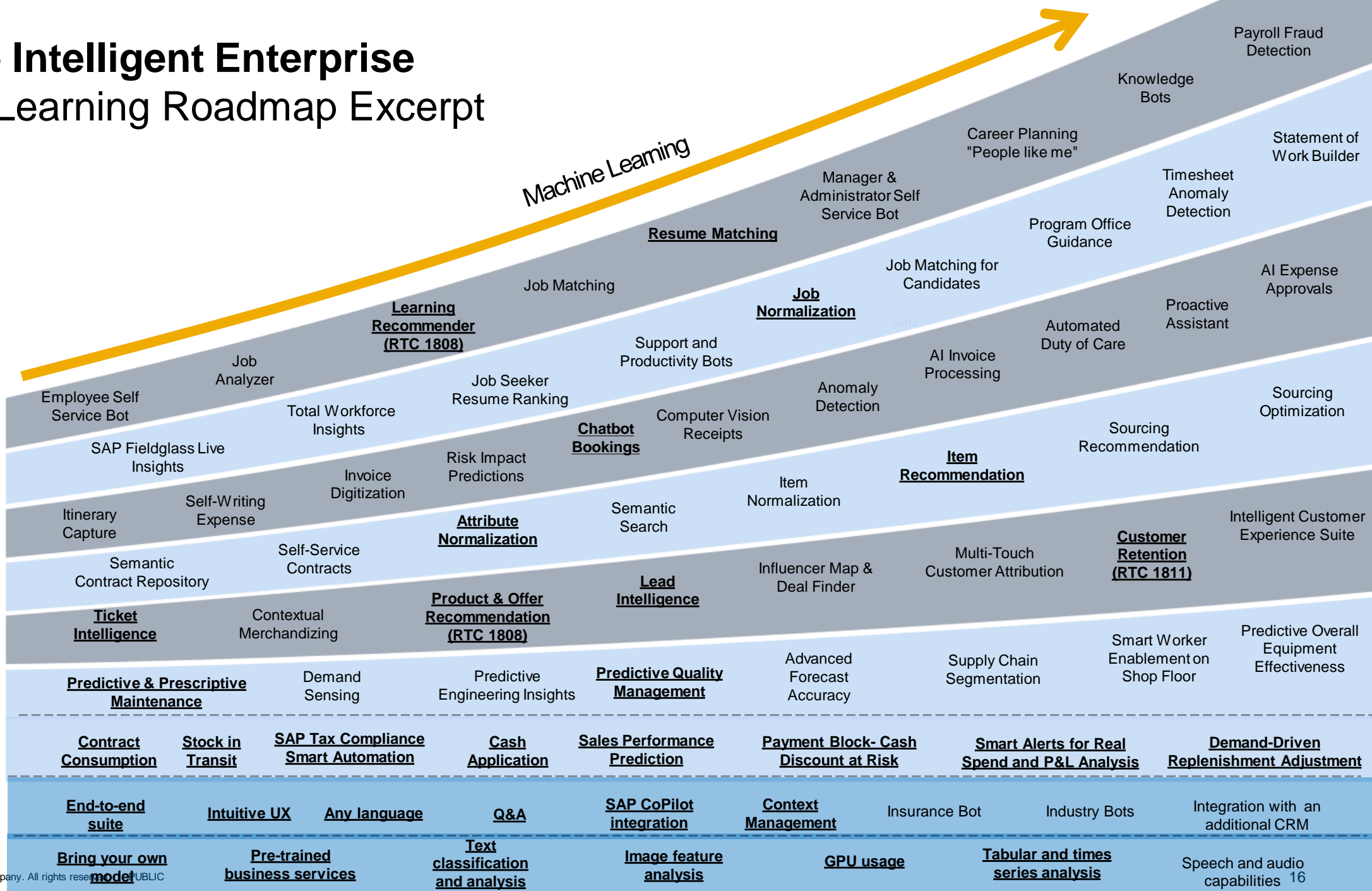


- 4 quarterly innovative releases per year
- Finance-centric administrative ERP built to deliver value to all customers
- Strong 2-tier ERP capabilities
- Selected industry-specific functionality
- Unmatched international support (38 countries and 23 languages by end of 2018)*

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

Build the Intelligent Enterprise

Machine Learning Roadmap Excerpt



Digital Supply Chain & Manufacturing

SAP S/4HANA
(All available)

Conversational AI

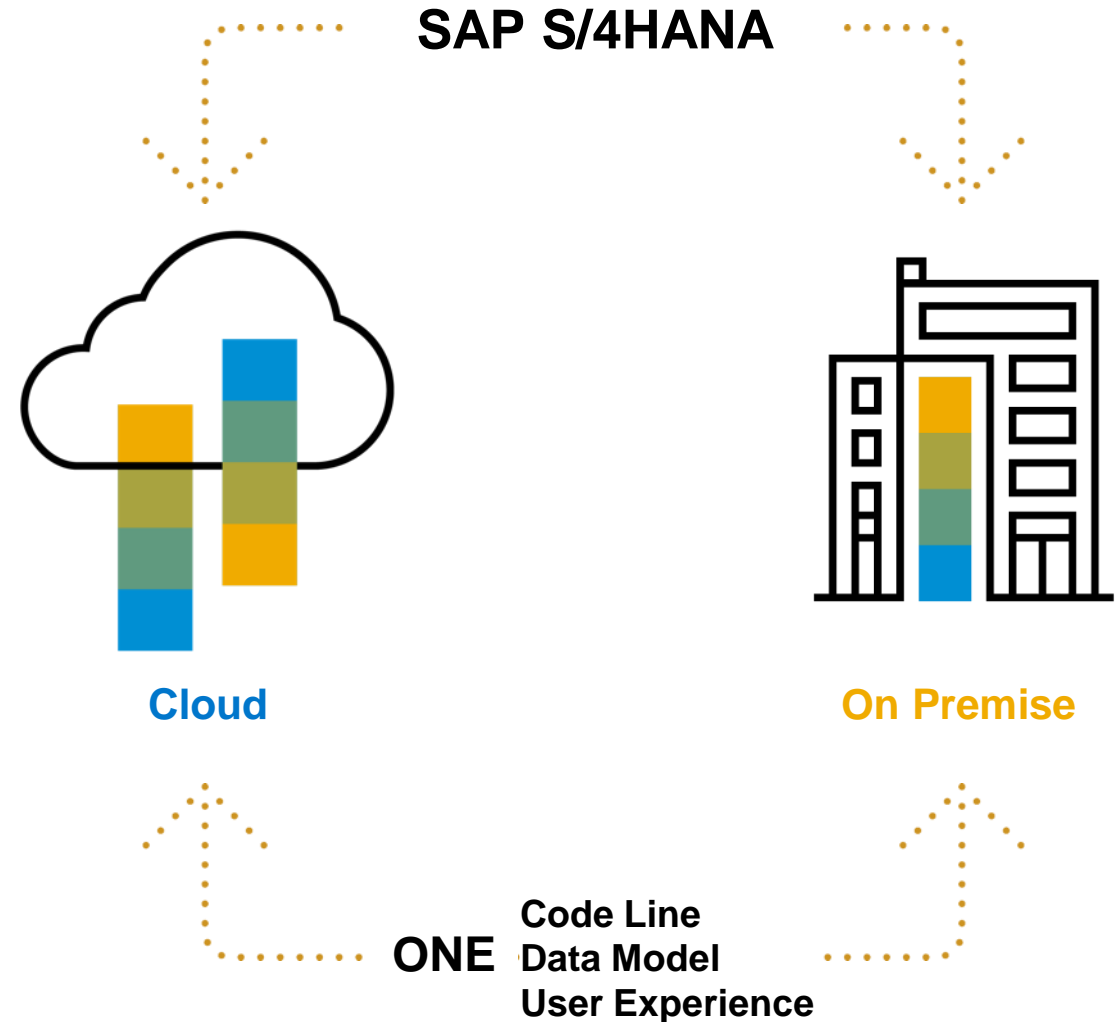
ML Foundation

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



Continuous Innovation

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



Predictable, Lowest TCO

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



Speed

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



Simple, Reliable, and Safe

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

Make the case

Three free tools, personalized guidance for IT and the line-of-business

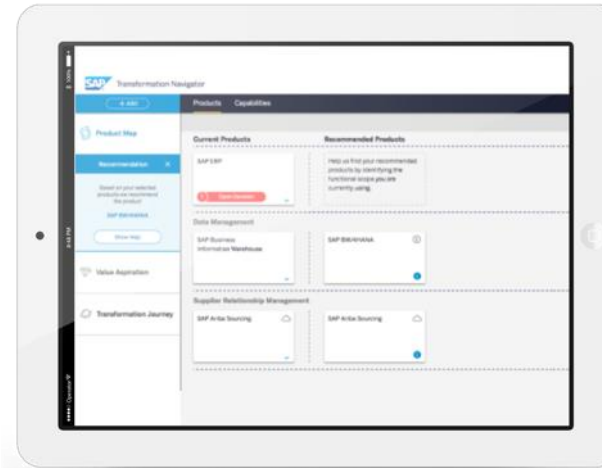
S/4HANA Business Scenario Recommendations



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

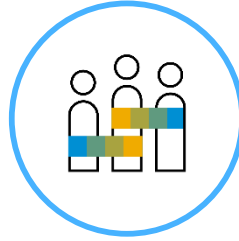
Offerings from SAP & Partners



1

Executive Alignment

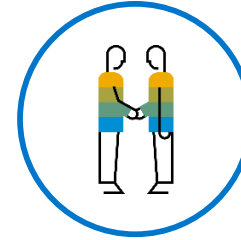
What business objectives do we enable?



2

Value Discovery

Where and how will we realize our ROI?



3

Execution Readiness

What is our plan for deployment?



4

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.

Javier Desentis

**Vicepresidente de Operaciones Digital Core SAP
Latinoamérica.**