

SAP Innovation And Optimization Pathfinder 2.0

Global Customer CoE and Support Info Day

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Agenda

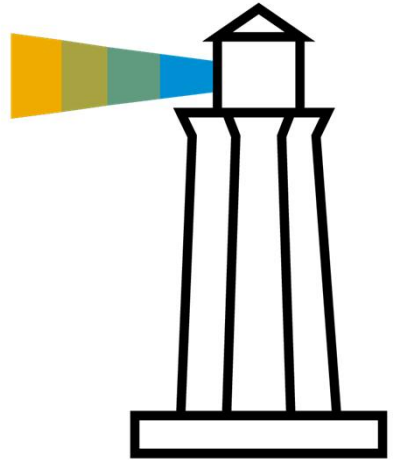
Introduction and Overview

- Customer Challenges and Solution
- What is New?
- How to Read the Report

Example: SAP Innovation and Optimization Pathfinder 2.0

How to Request Your Own Report

Summary



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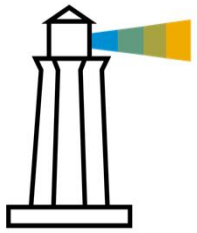
How To Identify Improvement and Innovation Opportunities?



Typical customer questions:

- **What innovations are relevant for each area of my business** in SAP ERP or SAP S/4HANA?
- How can I **improve the performances of business processes** and **optimize my SAP system**?
- **What are the next steps** to take advantage of a vast portfolio of service and support offerings from SAP?



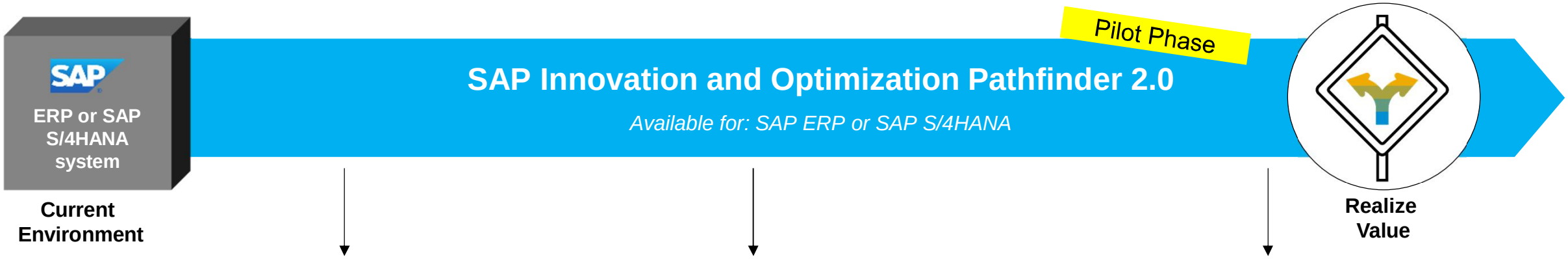


The answer: SAP Innovation and Optimization Pathfinder

- **Unique insights** into current business process performance, system usage and industry benchmarks
- **Tailor-made innovation recommendations** for six lines of business
- **No additional charge** for customers on SAP maintenance
- Available for customers on SAP ERP or SAP S/4HANA

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New: SAP Innovation and Optimization Pathfinder 2.0 recommends options for optimizing E2E processes and the IT environment



Current Environment

Innovation recommendations for six lines of business

Personalized innovation recommendations based on your current SAP system usage for:

- Finance
- Sourcing and Procurement
- Sales and Service
- Supply Chain
- Manufacturing
- Asset Management

E2E process improvement opportunities

E2E process improvement recommendations, based on 80+ process performance indicators with industry benchmarks for:

- Record to report
- Procure to pay
- Order to cash
- Complaints & returns management
- Inventory management
- Plan to produce
- Request to settle

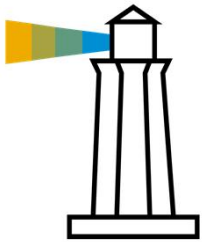
Optimize IT and accelerate innovation

Recommendations on how SAP can help automate and improve your IT activities:

- Top areas with potential for future IT improvements
- Automation through SAP Solution Manager

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Highlights of SAP Innovation and Optimization Pathfinder 2.0



Pathfinder 2.0

- Organized by Line of Business
- One joint report for IT and Business
- Improved business process section with 80+ KPI’s
- Includes recommendations for intelligent technologies
- Insights of COVID-19 impact on the industry
- Simplified request process, same SAP Notes as the BSR
- No need of enhanced Early Watch Alert report anymore

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Structure of the SAP Innovation and Optimization Pathfinder 2.0

Overview
Report introduction

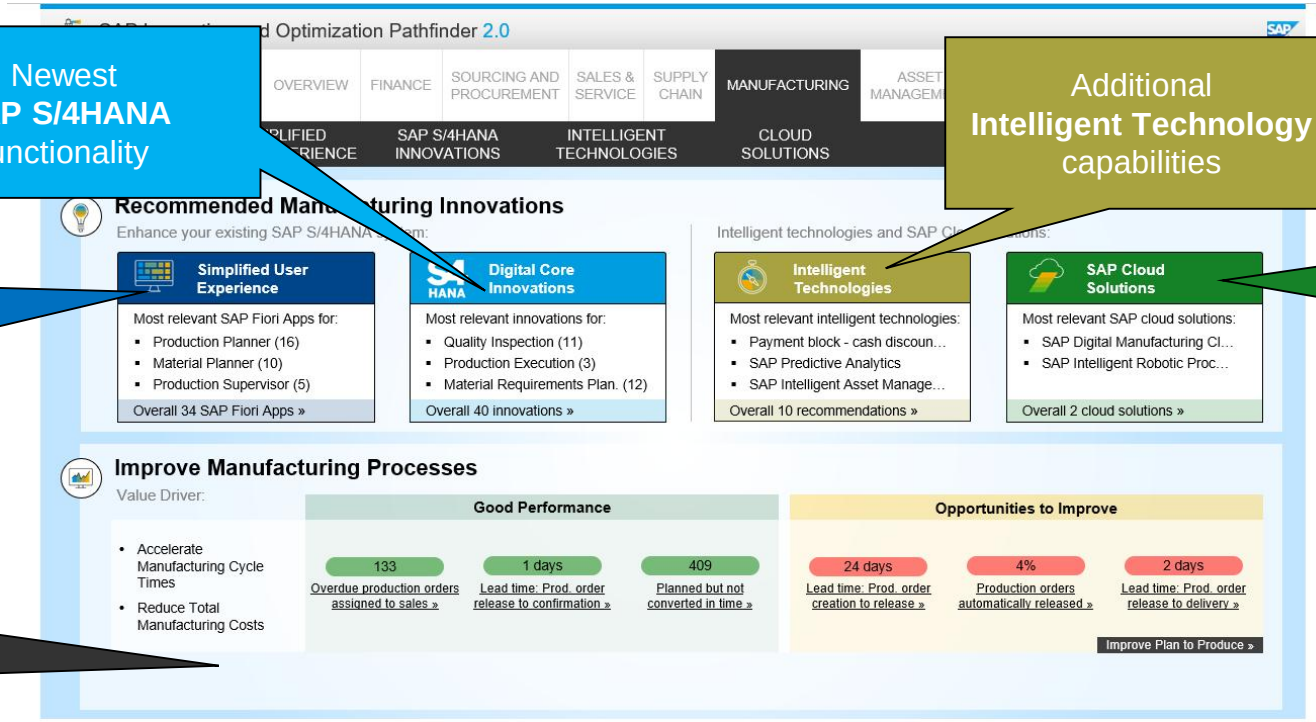
Findings and Recommendations
by Line of Business

Finance | **Procurement** | **Sales** | **...**

E2E Process improvement
What we measured

IT optimization
What we measured

Next Steps
What we measured



Newest **SAP S/4HANA** functionality

Additional **Intelligent Technology** capabilities

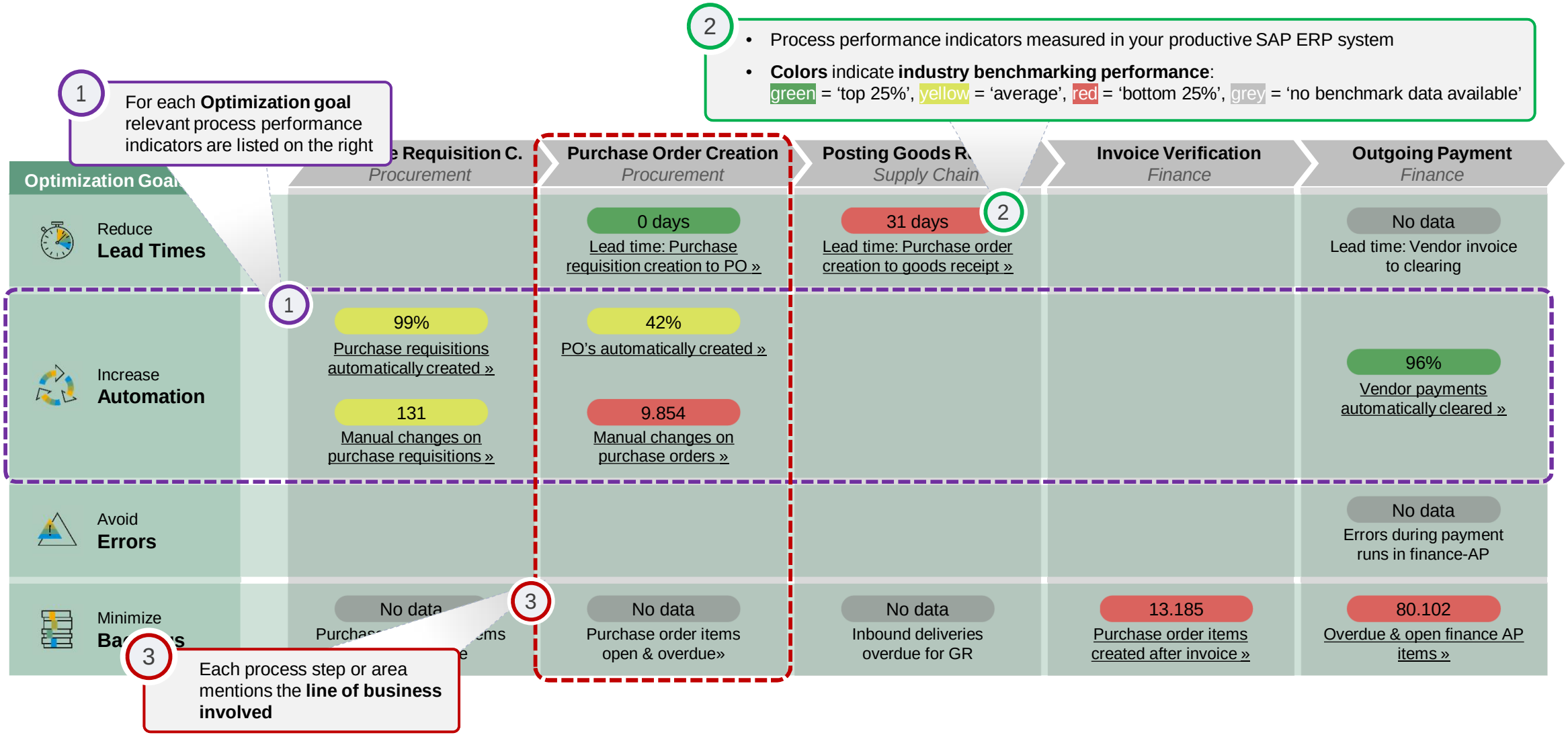
Matching **SAP Cloud** products

Most suitable **SAP Fiori Apps** (per role)

Process performance **with peer benchmark**

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How to Read the Improve Business Processes slide



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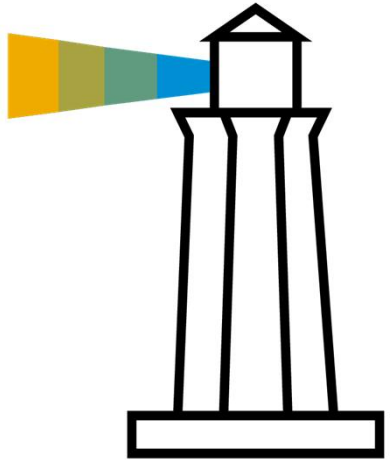
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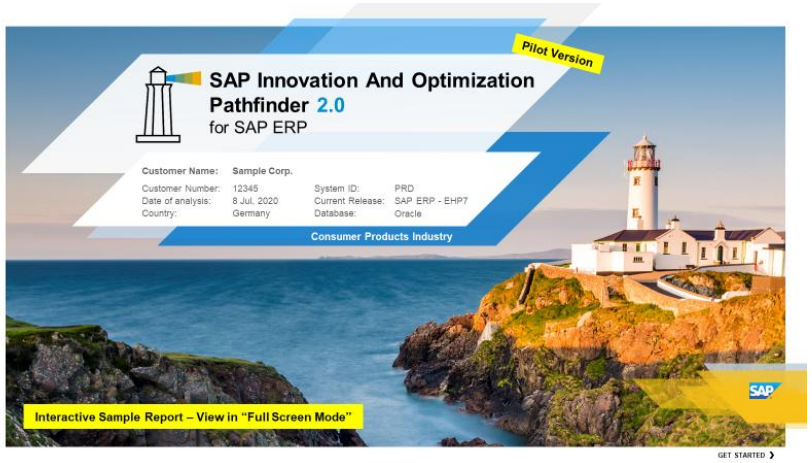
How to Request Your Own Report

Summary

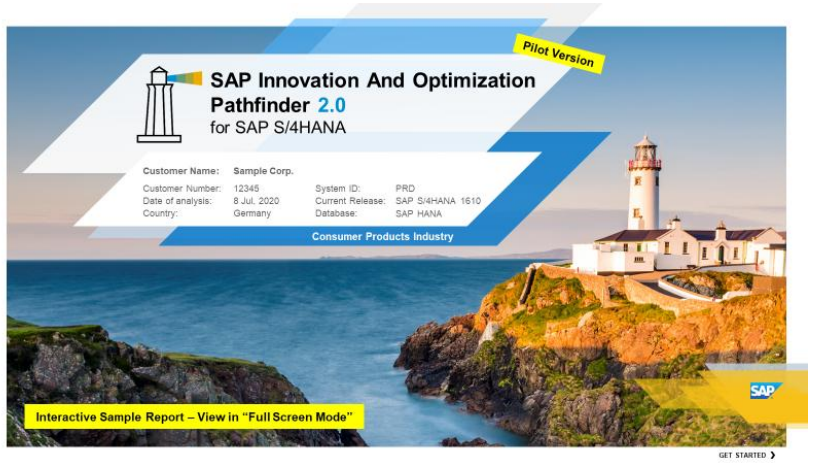


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Example



Download the Pathfinder Sample Report for SAP ERP »



Download the Pathfinder Sample Report for SAP S/4HANA »

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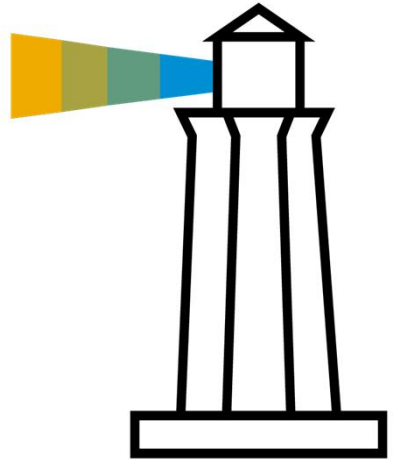
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SAP Innovation and Optimization Pathfinder 2.0

Request Process Overview For SAP ERP or SAP S/4HANA Customers

1 Extract data



1. Implement SAP Notes 2745851 and 2758146 in your productive SAP ERP or SAP S/4HANA system, run data collection report and download ZIP file
2. Download SAP EarlyWatch Alert
3. Optional: SAP Fiori (odata) usage data from SAP system

2 Initiate your request



- Initiate your request – go to: www.sap.com/pathfinder2
- Fill in the form and upload:
  1. Extracted ZIP file
  2. SAP Earlywatch Alert
  3. Optional: Extracted SAP Fiori (odata) usage data

3 Confirm your request



- After submitting your request you will receive an e-mail to confirm your e-mail address
- SAP will start to generate the report after your confirmation

4 SAP will send you the results report



- SAP will send you the results report via e-mail

Download the Handbook »

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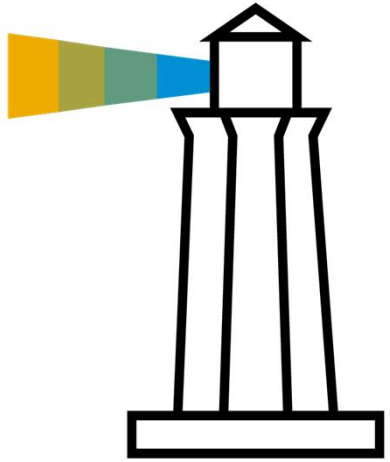
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SAP Innovation and Optimization Pathfinder 2.0

A tailor-made report highlighting innovation potentials, business process and IT optimizations

- **Outlines customer-specific improvement and innovation opportunities** based on the customer's current **SAP ERP or SAP S/4HANA system usage**, business & IT performance

- **Recommendations to optimize SAP solutions from an LOB and IT perspective**, or implement software and cloud innovations using relevant SAP Enterprise Support or SAP Services offering

- **Interactive report** navigates customers to relevant information, services and tools and is **free-of-charge for customers on SAP maintenance** (all support models)



Order your pilot report:
www.sap.com/Pathfinder2

- **Key prerequisites:**
  - Implement SAP Notes 2745851 and 2758146 in your productive SAP ERP or SAP S/4HANA system
  - Standard SAP EarlyWatch Alert (SAP Solution Manager)
    Note: Activating Business Key Figures in SAP EarlyWatch Alert (as for Pathfinder 1.0) is **NOT** needed anymore
  - Optional: Extract SAP Fiori usage data (odata) from SAP system

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- **Interactive report** navigates customers to relevant information, services and tools and is **free-of-charge for customers on SAP maintenance** (all support models)
- **General Availability: October 1st**
  (and you can already now order your own report at www.sap.com/pathfinder2)



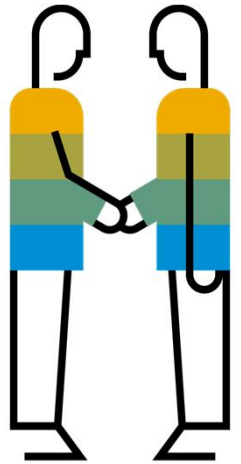
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Contact information:

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