



# SAP Leonardo Live

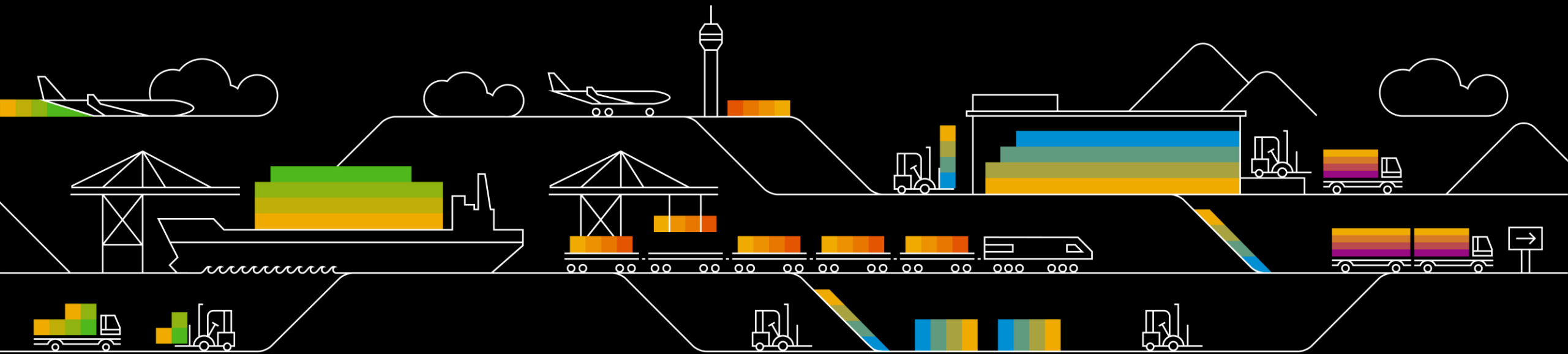
Not just another business conference

## SAP Leonardo for Industries

Georg Kube  
Global Vice President, Industrial Machinery & Components, SAP

PUBLIC

**Digitalization is happening to all of us –  
but every industry is different**





# Agriculture

## **Sustainably feed the world**

Increase farming efficiency

Create transparent and  
sustainable food supply chains

Manage supply and price volatility





# Automotive

## Enable the mobility of the future

Mobility services instead of  
vehicles

Sustainability based on diverse  
energy sources

Vehicles as platform for digital  
business



# Industrial machinery **Powering the 4<sup>th</sup> industrial revolution**

Provide digitally enabled  
machinery to businesses in all  
industries

Spearhead innovative digitally  
enabled processes







# 90%

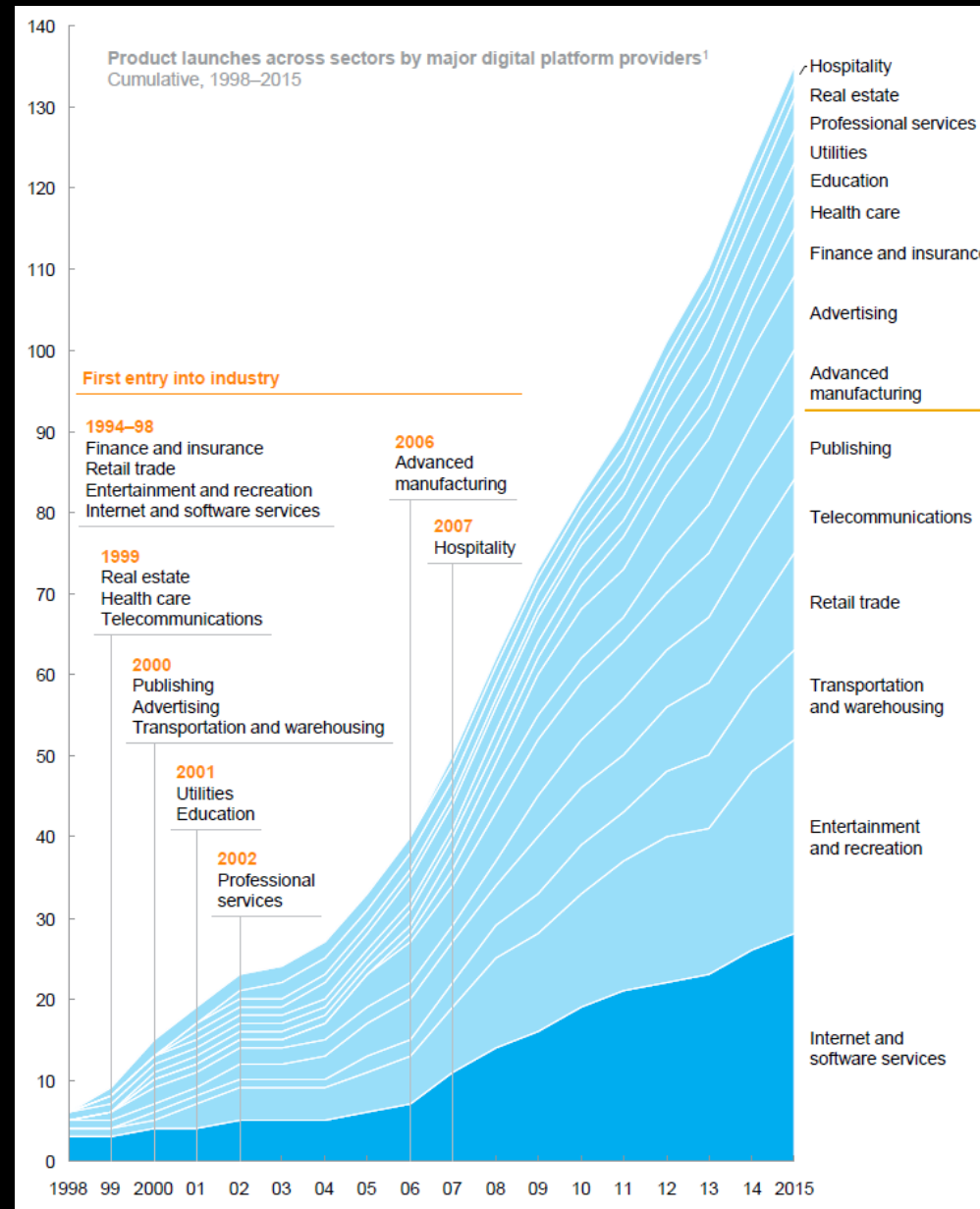
of CEOs believe the digital economy will impact their industry, but less than 15% have a digital strategy

MIT Sloan and Capgemini

# Digital players enter the “real world”

Acquisitions and new product launches by Amazon, Apple, Facebook, Google, and Microsoft

SOURCE: Capital IQ; company Web sites and press releases; McKinsey Global Institute analysis



## Advanced manufacturing

**2010:** GoogleX develops first driverless car

**2013:** Google enters 3D printing market

**2013:** Google acquires Makani Power (flying wind turbines); Redwood Robotics; Meka Robotics

**2013:** Amazon working on own drone called Octocopter for instant delivery

**2014:** Google buys drone maker Titan Aerospace and other drone makers

**2015:** Amazon launches first space rocket able to land back on earth

**2015:** U.S. military tests Google robots from Boston Dynamics

**2016:** Google will release “Ara” mobile phone

# Makani Energy Kite (by Google)

“Makani is working to make clean energy accessible for everyone. We’re developing energy kites, a new type of wind turbine that can access stronger and steadier winds at higher altitudes to generate more energy with less materials.”

SOURCE: <https://x.company/makani/>

**You Tube**



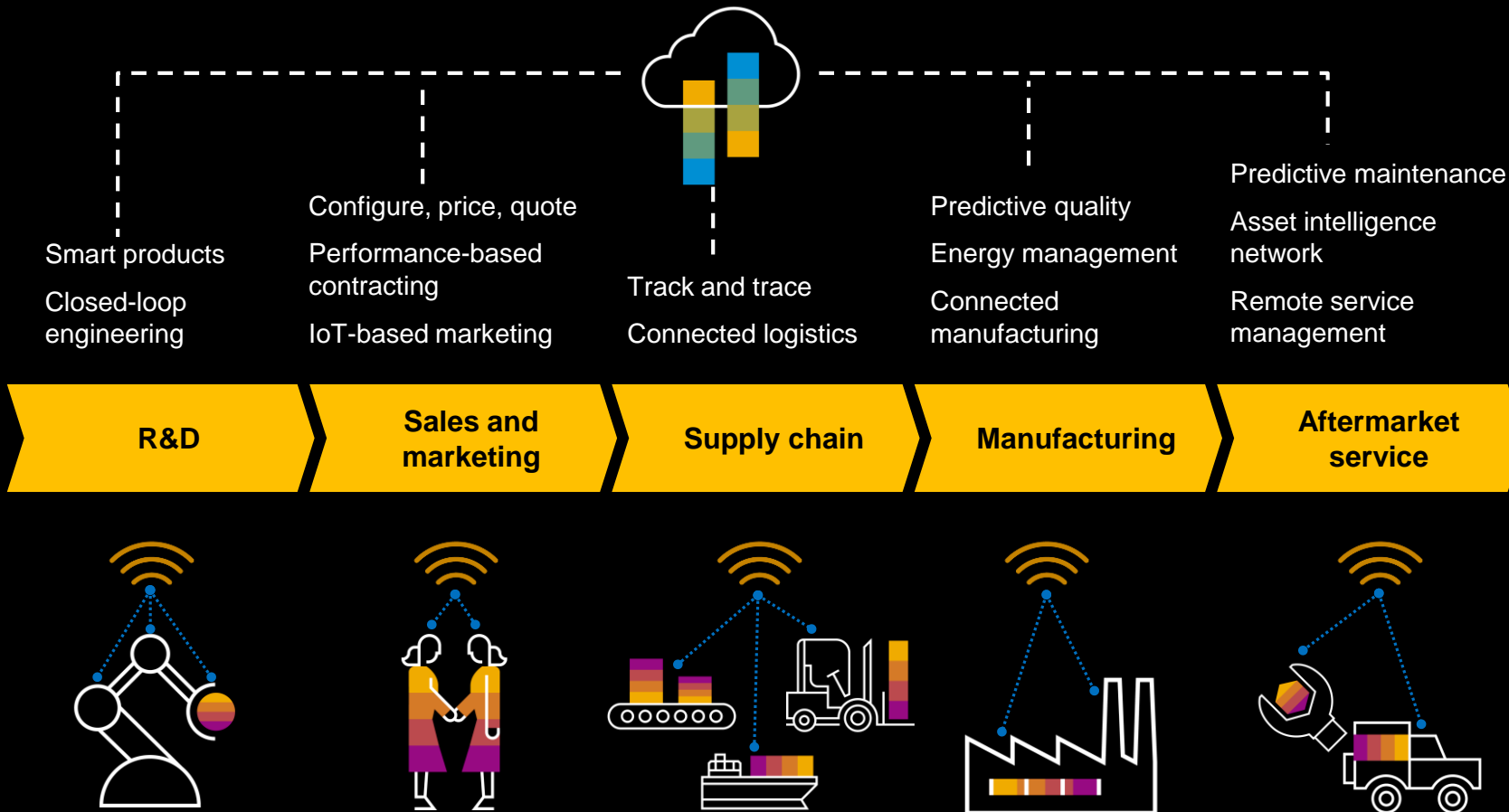


# Strategic priorities



# Example: Industrial machinery and components (IM&C)

## New business scenarios



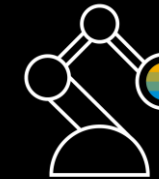
## Strategic priorities:



Customer centricity



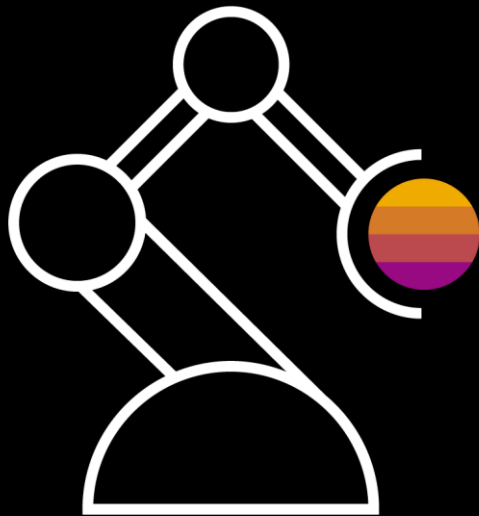
Serving the "segment of one"



Digital smart products

# Strategic priority: **Digital smart products**

From products to lifecycle services







Digital smart  
products

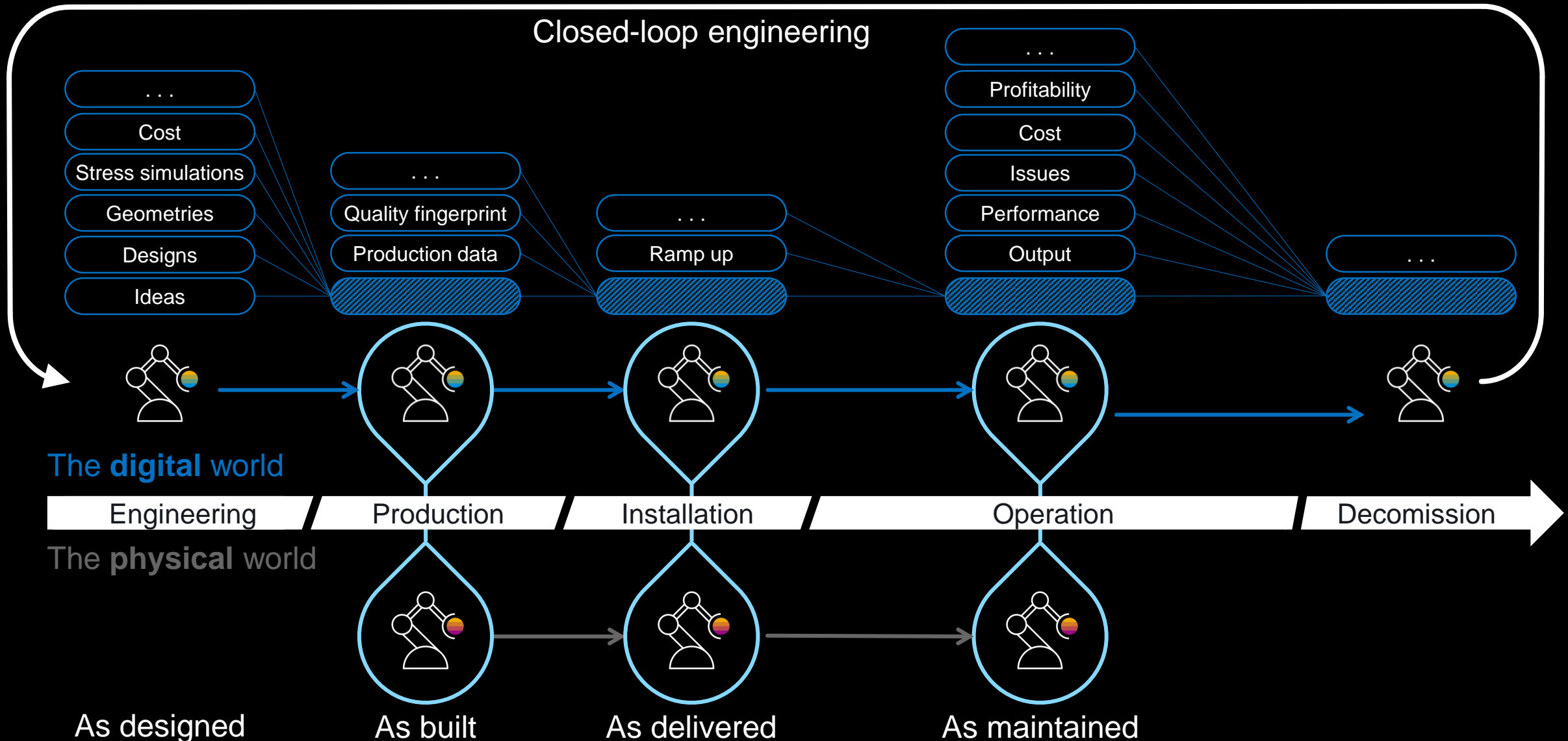
## CubeXX prototype

- Finds its way autonomously on the factory floor
- Connects to the customer's warehouse system to execute transportation orders autonomously
- Is self-aware and informs the plant manager about not only its location but also

YouTube

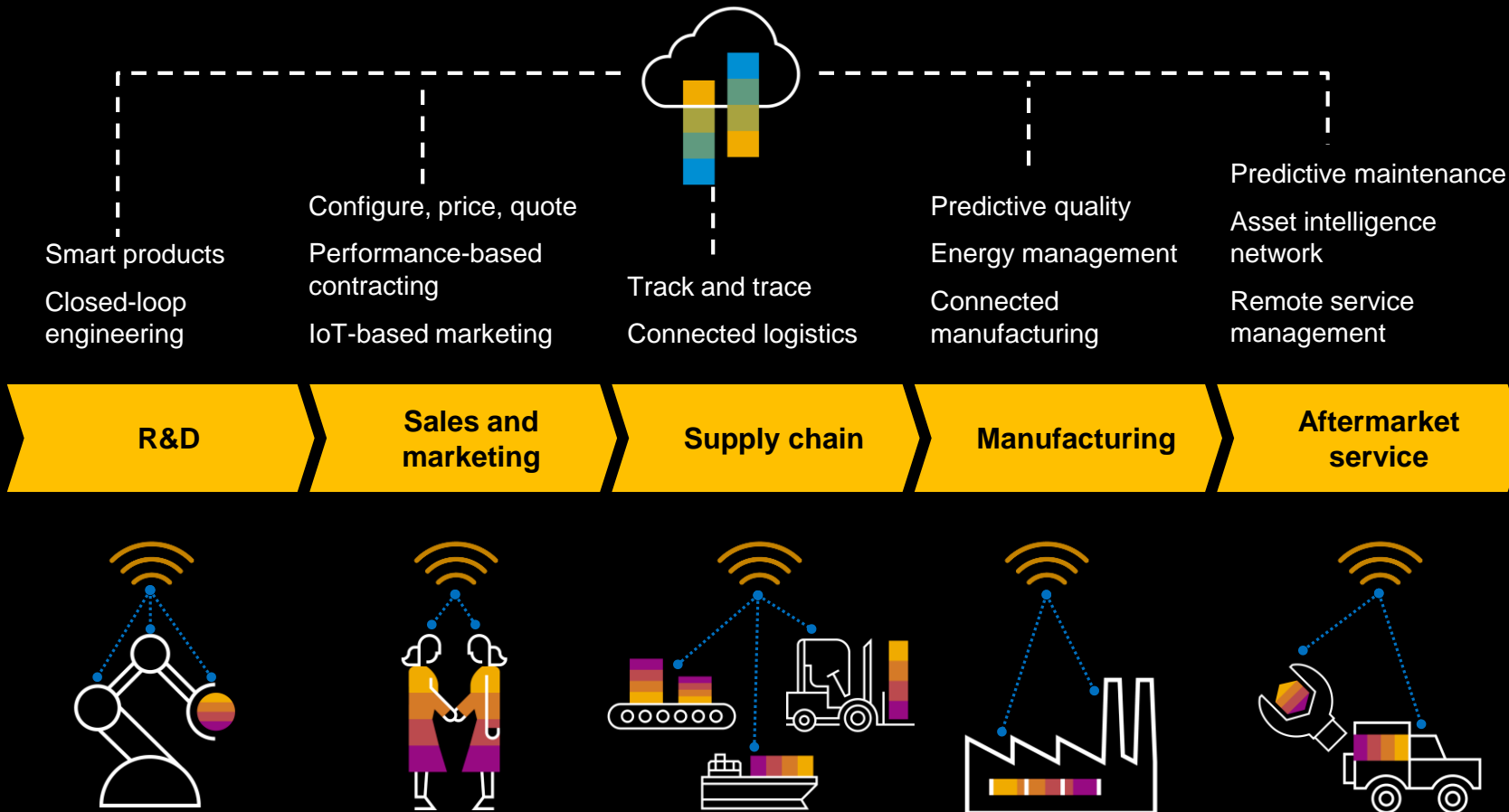


# SAP point of view: The digital twin for business



# Example: Industrial machinery and components

## New business scenarios



## Strategic priorities:



Customer centricity



Serving the "segment of one"



Digital smart products






Digital supply chain and smart factory



Servitization and new business models



# Strategic priorities have implications along the entire value chain

-  Customer centricity
-  Serving the “segment of one”
-  Digital smart products
-  Digital supply chain and smart factory
-  Servitization and new business models

	R&D	Sales & Marketing	Supply Chain	Manufacturing	Aftermarket Service
	<ul style="list-style-type: none"> <li>Co-innovate with customers</li> <li>Deliver product innovations resulting from actual equipment use and incident reports</li> <li>Collect structured requirement based on interactions with customers and design partners</li> </ul>	<ul style="list-style-type: none"> <li>Contextualize customer engagement</li> <li>Engage omnichannel solution selling</li> <li>Organize and empower sales teams</li> </ul>	<ul style="list-style-type: none"> <li>Foster demand-driven, collaborative supply networks</li> <li>Enable on-time delivery and advanced availability-to-promise capabilities</li> </ul>	<ul style="list-style-type: none"> <li>Adjust production orders with greater flexibility based on customer priorities</li> <li>Foster an agile and responsive manufacturing network</li> <li>Track and trace individual products</li> </ul>	<ul style="list-style-type: none"> <li>Organize and empower teams</li> <li>Flow customer information across channels</li> <li>Personalize end-to-end service parts processes</li> <li>Access a service knowledge database</li> </ul>
	<ul style="list-style-type: none"> <li>Modularize product concepts and well-structured product families</li> <li>Use platform models across product families</li> <li>Select engineer-to-order capabilities during the sales configuration process</li> </ul>	<ul style="list-style-type: none"> <li>Personalize marketing and sales</li> <li>Segment customers with sophistication</li> <li>Configure products and manage variants such as costing</li> </ul>	<ul style="list-style-type: none"> <li>Plan sales and operations with flexibility</li> <li>Support responsive material requirement planning</li> <li>Promote efficient and effective internal and external logistics and networks</li> </ul>	<ul style="list-style-type: none"> <li>Produce for a lot size of one with high asset utilization and optimal set-up times</li> <li>Integrate seamlessly sales orders with specific parameters with the shop floor</li> <li>Give electronic work instructions</li> </ul>	<ul style="list-style-type: none"> <li>Offer tailor-made services</li> <li>Deliver an equipment-specific service portfolio</li> <li>Gain full transparency into equipment lifecycle information</li> </ul>
	<ul style="list-style-type: none"> <li>Adopt a systems engineering approach that includes mechanical, software, and electronic capabilities</li> <li>Embed the technology foundation for equipment networks</li> <li>Manage digital IP effectively</li> </ul>	<ul style="list-style-type: none"> <li>Enable collaborative solution and value selling</li> <li>Generate leads through predictive product replacement and precise segmentation</li> <li>Sell Software</li> </ul>	<p style="text-align: center;"><b>Required business capabilities</b></p>		<ul style="list-style-type: none"> <li>Provide services for digital smart products</li> <li>Enable a feedback loop in internal business processes</li> <li>Connect digital products in the field with an equipment network</li> </ul>
	<ul style="list-style-type: none"> <li>Integrate manufacturing engineering with electronic and manual management of bills of materials</li> <li>Visualize manufacturing processes digitally based on harmonized product data</li> </ul>	<ul style="list-style-type: none"> <li>Forecast sales precisely and reliably</li> <li>Align supply chain and sales planning</li> <li>Route customer orders directly into the factory as production orders</li> </ul>			<ul style="list-style-type: none"> <li>Collaborate on equipment data through a network</li> <li>Handover as-built equipment information seamlessly to aftermarket services</li> <li>Produce service parts by 3Dprinting</li> </ul>
	<ul style="list-style-type: none"> <li>Calculate actual equipment use</li> <li>Offer digital services with data platforms</li> <li>Support equipment information sharing along the value chain</li> </ul>	<ul style="list-style-type: none"> <li>Support omnichannel solution selling</li> <li>Sell data and digital services</li> <li>Manage contract value</li> <li>Charge based on performance</li> <li>Enable customer self-service</li> </ul>	<ul style="list-style-type: none"> <li>Collaborate with customers and suppliers</li> <li>Improve demand sensing and automate replenishment</li> <li>Optimize service parts planning and logistics performance</li> </ul>	<ul style="list-style-type: none"> <li>Deliver on the highest quality requirements</li> <li>Avail manufacturing parameters to service processes</li> <li>Distribute product-use information for production planning</li> </ul>	<ul style="list-style-type: none"> <li>Deliver performance-based services and products as a service</li> <li>Monitor remote conditions and performance of installed base</li> <li>Provide predictive services</li> <li>Innovate digital value-add services</li> </ul>

# Strategic priorities need **core functionality** and **digital innovations**



Customer centricity



Serving the "segment of one"



Digital smart products



Digital supply chain and smart factory



Servitization and new business models

	R&D	Sales and marketing	Supply chain	Manufacturing	Aftermarket service
	<ul style="list-style-type: none"> <li>Co-innovate with customers</li> <li>Deliver product innovations resulting from actual equipment use and incident reports</li> <li>Collect structured requirement based on interactions with customers and design partners</li> </ul>	<ul style="list-style-type: none"> <li>Contextualize customer engagement</li> <li>Engage omnichannel solution selling</li> <li>Organize and empower sales teams</li> </ul>	<ul style="list-style-type: none"> <li>Foster demand-driven, collaborative supply networks</li> <li>Enable on-time delivery and advanced availability-to-promise capabilities</li> </ul>	<ul style="list-style-type: none"> <li>Adjust production orders with greater flexibility based on customer priorities</li> <li>Foster an agile and responsive manufacturing network</li> <li>Track and trace individual products</li> </ul>	<ul style="list-style-type: none"> <li>Organize and empower teams</li> <li>Flow customer information across channels</li> <li>Personalize end-to-end service parts processes</li> <li>Access a service knowledge database</li> </ul>
	<ul style="list-style-type: none"> <li>Modularize product concepts and well-structured product families</li> <li>Use platform models across product families</li> <li>Select engineer-to-order capabilities during the sales configuration process</li> </ul>	<ul style="list-style-type: none"> <li>Personalize marketing and sales</li> <li>Segment customers with sophistication</li> <li>Configure products and manage variants such as costing</li> </ul>	<ul style="list-style-type: none"> <li>Plan sales and operations with flexibility</li> <li>Support responsive material requirements planning</li> <li>Promote efficient and reliable internal and external logistics and delivery</li> </ul>	<ul style="list-style-type: none"> <li>Produce for a lot size of one with high asset utilization and optimal set-up times</li> <li>Integrate seamlessly sales orders with specific parameters with the shop floor</li> <li>Give electronic work instructions</li> </ul>	<ul style="list-style-type: none"> <li>Offer tailor-made services</li> <li>Deliver an equipment-specific service portfolio</li> <li>Gain full transparency into equipment lifecycle information</li> </ul>
	<ul style="list-style-type: none"> <li>Adopt a systems engineering approach that includes mechanical, software, and electronic capabilities</li> <li>Embed the technology foundation for equipment networks</li> <li>Manage digital IP effectively</li> </ul>	<ul style="list-style-type: none"> <li>Enable collaborative solution and value selling</li> <li>Generate leads through predictive product replacement and precise segmentation</li> <li>Sell Software</li> </ul>	<ul style="list-style-type: none"> <li>Track and trace individual products</li> <li>Automate equipment and equipment management</li> <li>Enable predictive maintenance</li> <li>Use digital twins</li> </ul>	<ul style="list-style-type: none"> <li>Install and manage in-product software</li> <li>Support advanced testing and connectivity management</li> </ul>	<ul style="list-style-type: none"> <li>Provide services for digital smart products</li> <li>Enable a feedback loop in internal business processes</li> <li>Connect digital products in the field with an equipment network</li> </ul>
	<ul style="list-style-type: none"> <li>Integrate manufacturing engineering with electronic and manual management of bills of materials</li> <li>Visualize manufacturing processes digitally based on harmonized product data</li> </ul>	<ul style="list-style-type: none"> <li>Forecast sales precisely and reliably</li> <li>Align supply chain and sales planning</li> <li>Route customer orders directly into the factory as production orders</li> </ul>	<ul style="list-style-type: none"> <li>Plan demand and supply</li> <li>Integrate material requirements planning directly to warehouse</li> </ul>	<ul style="list-style-type: none"> <li>Integrate vertically up to the customer</li> <li>Support machine-to-machine integration</li> <li>Innovate plug-and-produce processes</li> <li>Benefit from a digital twin of the manufacturing facility</li> </ul>	<ul style="list-style-type: none"> <li>Collaborate on equipment data through a network</li> <li>Handover as-built equipment information seamlessly to aftermarket services</li> <li>Produce service parts by 3Dprinting</li> </ul>
	<ul style="list-style-type: none"> <li>Calculate actual equipment use</li> <li>Offer digital services with data platforms</li> <li>Support equipment information sharing along the value chain</li> </ul>	<ul style="list-style-type: none"> <li>Support omnichannel solution selling</li> <li>Sell data and digital services</li> <li>Manage contract value</li> <li>Charge based on performance</li> <li>Enable customer self-service</li> </ul>	<ul style="list-style-type: none"> <li>Collaborate with customers and suppliers</li> <li>Improve demand sensing and automate replenishment</li> <li>Optimize service parts planning and logistics performance</li> </ul>	<ul style="list-style-type: none"> <li>Deliver on the highest quality requirements</li> <li>Avail manufacturing parameters to service processes</li> <li>Distribute product-use information for production planning</li> </ul>	<ul style="list-style-type: none"> <li>Deliver performance-based services and products as a service</li> <li>Monitor remote conditions and performance of installed base</li> <li>Provide predictive services</li> <li>Innovate digital value-add services</li> </ul>

Required  
business capabilities

Typical business benefits



Digital innovation  
SAP Leonardo



Internet of Things



Machine learning



Analytics



Blockchain



Big Data

SAP Cloud Platform

Solutions powered by SAP Leonardo

Extensions

SAP Hybris 

SAP Ariba 

SAP Fieldglass 

 CONCUR

Digital core  
SAP S/4 HANA

SAP S/4HANA engines






Enterprise management

They pursue **five key initiatives** which require **new business capabilities** along the value chain

## Industrial machinery and components companies play a key role in the digitalization of businesses across all industries:

1. They provide the digitally enabled machinery and equipment so that other companies can innovate their business – driving **topline revenue**

2. They are spearheading innovative processes themselves leveraging digital capabilities of the equipment they use – achieving **bottom-line cost savings**

	R&D	Sales and marketing	Supply chain	Manufacturing	Aftermarket service	Procurement	Finance	Human resources
 <b>Customer centricity</b>	<ul style="list-style-type: none"><li>Co-innovate with customers</li><li>Deliver product innovations resulting from actual equipment use and incident reports</li><li>Collect structured requirement based on interactions with customers and design partners</li></ul>	<ul style="list-style-type: none"><li>Contextualize customer engagement</li><li>Engage omnichannel solution selling</li><li>Organize and empower sales teams</li></ul>	<ul style="list-style-type: none"><li>Foster demand-driven, collaborative supply networks</li><li>Enable on-time delivery and advanced availability-to-promise capabilities</li></ul>	<ul style="list-style-type: none"><li>Adjust production orders with greater flexibility based on customer priorities</li><li>Foster an agile and responsive manufacturing network</li><li>Track and trace individual products</li></ul>	<ul style="list-style-type: none"><li>Organize and empower teams</li><li>Flow customer information across channels</li><li>Personalize end-to-end service parts processes</li><li>Access a service knowledge database</li></ul>	<ul style="list-style-type: none"><li>Find and contract talent with specific noncore skills</li><li>Drive new strategies outside the current business scope</li></ul>	<ul style="list-style-type: none"><li>Use simulation and analysis to evaluate financial implications of strategic business choices</li><li>Manage the customer portfolio strategically</li></ul>	<ul style="list-style-type: none"><li>Maintain a pipeline of top talent</li><li>Attract and secure top talent</li><li>Work with customers through flexible contracting</li><li>Enable social collaboration among teams</li></ul>
 <b>Serving the "segment of one"</b>	<ul style="list-style-type: none"><li>Modularize product concepts and well-structured product families</li><li>Use platform models across product families</li><li>Select engineer-to-order capabilities during the sales configuration process</li></ul>	<ul style="list-style-type: none"><li>Personalize marketing and sales</li><li>Segment customers with sophistication</li><li>Configure products and manage variants such as costing</li></ul>	<ul style="list-style-type: none"><li>Plan sales and operations with flexibility</li><li>Support responsive material requirement planning</li><li>Promote efficient and flexible internal and external logistics and supplier collaboration</li></ul>	<ul style="list-style-type: none"><li>Produce for a lot size of one with high asset utilization and optimal set-up times</li><li>Integrate seamlessly sales orders with specific parameters with the shop floor</li><li>Give electronic work instructions</li></ul>	<ul style="list-style-type: none"><li>Offer tailor-made services</li><li>Deliver an equipment-specific service portfolio</li><li>Gain full transparency into equipment lifecycle information</li></ul>	<ul style="list-style-type: none"><li>Enable economies of scale and flexible call orders with strategic and agile global supplier-network management</li><li>Onboard alternative suppliers with flexibility</li></ul>	<ul style="list-style-type: none"><li>Analyze profitability instantly across multiple dimensions such as product groups, customers, projects, profit centers, and plants</li></ul>	<ul style="list-style-type: none"><li>Identify, forecast, and address skill gaps</li><li>Onboard and train employees quickly and seamlessly</li></ul>
 <b>Digital smart products</b>	<ul style="list-style-type: none"><li>Adopt a systems engineering approach that includes mechanical, software, and electronic capabilities</li><li>Embed the technology foundation for equipment networks</li><li>Manage digital IP effectively</li></ul>	<ul style="list-style-type: none"><li>Enable collaborative solution and value selling</li><li>Generate leads through predictive product replacement and precise segmentation</li><li>Sell Software</li></ul>	<ul style="list-style-type: none"><li>Track digital components</li><li>Actualize efficient replenishment strategies</li><li>Enable 3D printing for spare parts</li><li>Use digital twin throughout entire supply chain</li></ul>	<ul style="list-style-type: none"><li>Install and manage in-product software</li><li>Support advanced testing and connectivity management</li></ul>	<ul style="list-style-type: none"><li>Provide services for digital smart products</li><li>Enable a feedback loop in internal business processes</li><li>Connect digital products in the field with an equipment network</li></ul>	<ul style="list-style-type: none"><li>Execute procurement strategies for 3D-printed service parts</li><li>Bundle third-party service with products</li></ul>	<ul style="list-style-type: none"><li>Include payment models for digital services in product calculations and financial reporting</li><li>Manage and help ensure digital rights compliance</li></ul>	<ul style="list-style-type: none"><li>Train and certify workforce on new digital technologies</li><li>Work with universities and external entities in a flexible manner</li><li>Engage in knowledge sharing and community building</li></ul>
 <b>Digital supply chain and smart factory</b>	<ul style="list-style-type: none"><li>Integrate manufacturing engineering with electronic and manual management of bills of materials</li><li>Visualize manufacturing processes digitally based on harmonized product data</li></ul>	<ul style="list-style-type: none"><li>Forecast sales precisely and reliably</li><li>Align supply chain and sales planning</li><li>Route customer orders directly into the factory as production orders</li></ul>	<ul style="list-style-type: none"><li>Achieve real-time end-to-end visibility into supply chain management</li><li>Plan demand and supply flexibly</li><li>Integrate material management –from shop floor to warehouse</li></ul>	<ul style="list-style-type: none"><li>Integrate vertically up to the customer</li><li>Support machine-to-machine integration</li><li>Innovate plug-and-produce processes</li><li>Benefit from a digital twin of the manufacturing facility</li></ul>	<ul style="list-style-type: none"><li>Collaborate on equipment data through a network</li><li>Handover as-built equipment information seamlessly to aftermarket services</li><li>Produce service parts by 3D printing</li></ul>	<ul style="list-style-type: none"><li>Allow contractual enablement of global supply chains with multi-tier suppliers management</li><li>Automate and simplify the integration of material suppliers</li></ul>	<ul style="list-style-type: none"><li>Optimize working capital</li><li>Manage increased financial risks associated with highly flexible supply chains and manufacturing operations</li></ul>	<ul style="list-style-type: none"><li>Empower employees to make decisions in real-time</li><li>Manage external contractors with greater flexibility</li><li>Enable agile work teams</li></ul>
 <b>Servitization &amp; new business models</b>	<ul style="list-style-type: none"><li>Calculate actual equipment use</li><li>Offer digital services with data platforms</li><li>Support equipment information sharing along the value chain</li></ul>	<ul style="list-style-type: none"><li>Support omnichannel solution selling</li><li>Sell data and digital services</li><li>Manage contract value</li><li>Charge based on performance</li><li>Enable customer self-service</li></ul>	<ul style="list-style-type: none"><li>Collaborate with customers and suppliers</li><li>Improve demand sensing and automate replenishment</li><li>Optimize service parts planning and logistics performance</li></ul>	<ul style="list-style-type: none"><li>Deliver on the highest quality requirements</li><li>Avail manufacturing parameters to service processes</li><li>Distribute product-use information for production planning</li></ul>	<ul style="list-style-type: none"><li>Deliver performance-based services and products as a service</li><li>Monitor remote conditions and performance of installed base</li><li>Provide predictive services</li><li>Innovate digital value-add services</li></ul>	<ul style="list-style-type: none"><li>Augment the workforce by integrating contingent workers efficiently</li><li>Deliver the highest quality in the shortest time through service-parts collaboration</li></ul>	<ul style="list-style-type: none"><li>Finance and manage the risk of assets that are operated for customers through a product-as-a-service contract</li><li>Allow financial controlling of performance-based service contracts</li></ul>	<ul style="list-style-type: none"><li>Procure and manage contingent labor and services for an optimized service delivery across regions</li></ul>

### Typical business benefits\*

- New products revenue: + 10-20%
- R&D cost: - 20-30%
- Revenue targets met by production: + 15-20%

- On-time delivery: + 10-20%
- Inventory levels: - 25-30%
- Customer satisfaction: + 10-20%

- Cost due to stock-outs: - 20-25%
- Days in inventory: - 10-12%
- Total logistics cost: - 10-12%

- Total manufacturing cost: - 10%
- Manufacturing cycle time: - 10%
- Scrap value: - 25%

- Revenue leakage: - 7-9%
- Service delivery cost: - 4-5%
- Cost of noncompliance: - 4-5%

- Procurement function cost: - 15-20%
- Worker acquisition time: - 30-40%
- Days payable outstanding on targeted spend: - 2-5 days

- Days to close annual books: - 40-50
- Budgeting & forecasting cost: - 25-50%
- Audit cost: - 20-40%

- Lower time and attendance function cost
- HR full-time equivalents: -44%



### Internet of Things



### Machine learning



### Analytics













### Blockchain



### Big Data

### Digital innovation SAP Leonardo

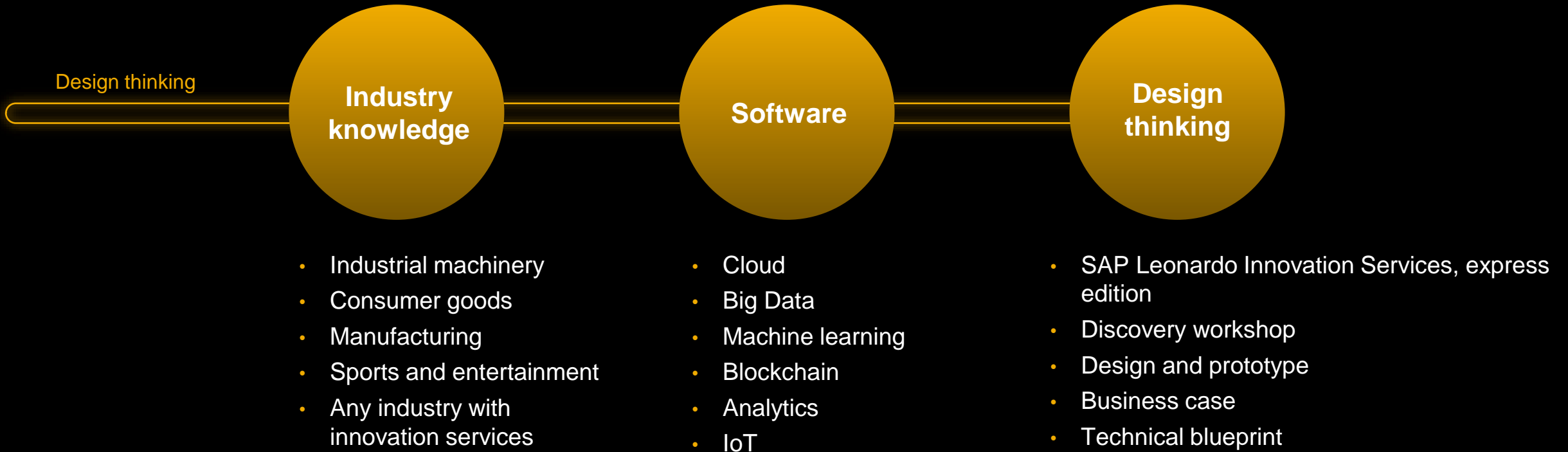
SAP Cloud Platform		Analytics services		UX services		Mobile services		Security services		Collaboration Services					
R&D		Sales and marketing		Supply chain		Manufacturing		Service		Procurement		Finance		HR	
<ul style="list-style-type: none"><li>Product lifecycle costing</li></ul>		<ul style="list-style-type: none"><li>Brand impact</li></ul>		<ul style="list-style-type: none"><li>Global track and trace</li><li>Vehicle insights</li></ul>		<ul style="list-style-type: none"><li>Plant connectivity</li><li>Distributed manufacturing</li></ul>		<ul style="list-style-type: none"><li>Asset intelligence network</li><li>Predictive maintenance and service</li><li>Service ticketing</li></ul>				<ul style="list-style-type: none"><li>Digital boardroom</li><li>Accounts payable</li></ul>		<ul style="list-style-type: none"><li>Resume matching</li><li>Job matching</li><li>Job standardization</li></ul>	
<ul style="list-style-type: none"><li>Engineering control center</li><li>Visual enterprise</li><li>Constraint management</li><li>Innovation management</li><li>Cloud for product stewardship</li></ul>		<ul style="list-style-type: none"><li>Price and margin management</li><li>Heavy equipment management</li><li>Social collaboration</li></ul> <div>SAP Hybris </div> <ul style="list-style-type: none"><li>Sales<ul style="list-style-type: none"><li>Configure, price, and quote</li></ul></li><li>Marketing</li><li>Commerce<ul style="list-style-type: none"><li>Billing</li></ul></li></ul>		<ul style="list-style-type: none"><li>Integrated business planning</li><li>Response and supply orchestration</li><li>Supplier network collaboration</li><li>Collaborative supply chain</li><li>Service parts planning</li><li>Transportation management</li></ul>		<ul style="list-style-type: none"><li>Manufacturing execution</li><li>Manufacturing integration and intelligence</li><li>Visual manufacturing planner</li><li>Product structure synchronization</li></ul>		<div>SAP Hybris </div> <ul style="list-style-type: none"><li>Service</li><li>Commerce<ul style="list-style-type: none"><li>Billing</li></ul></li></ul>		<div>SAP Ariba </div> <ul style="list-style-type: none"><li>Spend Visibility</li><li>Collaborative Sourcing</li><li>Collaborative Supply Chain</li><li>Procure-to-Pay</li><li>Collaborative Commerce</li><li>Collaborative Finance</li></ul> <div>SAP Fieldglass </div> <div>CONCUR </div>		<ul style="list-style-type: none"><li>Business process consolidation</li><li>Shared services framework</li></ul> <div>SAP Ariba </div> <ul style="list-style-type: none"><li>Financial supply chain</li></ul> <div>CONCUR </div>		<div>SAP SuccessFactors </div> <ul style="list-style-type: none"><li>Core human resources and payroll</li><li>Talent management</li><li>Time and attendance management</li><li>Human capital analytics</li></ul> <div>SAP Fieldglass </div> <div>CONCUR </div>	
<ul style="list-style-type: none"><li>Enterprise portfolio and project management</li><li>Commercial project management</li><li>Compliant product lifecycle management</li></ul>		<ul style="list-style-type: none"><li>Sales planning and performance management</li><li>Billing and revenue innovation management</li></ul>		<ul style="list-style-type: none"><li>Extended warehouse management</li><li>Advanced order promising and ATP</li><li>Constraint-based production planning</li><li>Production scheduling</li></ul>		<ul style="list-style-type: none"><li>Production orchestration and execution</li><li>Enhanced material requirements planning</li><li>Quality management</li></ul>		<ul style="list-style-type: none"><li>Service management</li><li>Service master data management</li><li>Service parts management</li><li>Service agreement management</li></ul>		<ul style="list-style-type: none"><li>Operational purchasing</li><li>Collaborative sourcing and contract mgmt.; Invoice and payables mgmt.</li><li>Supplier management</li><li>Procurement analytics</li></ul>		<ul style="list-style-type: none"><li>Financial planning and analysis</li><li>Accounting and financial close</li><li>Treasury management</li><li>Receivables management</li><li>Invoice mgmt. and accounts payable</li><li>Accounting and closing operations</li><li>Cost management</li><li>Profitability analysis</li></ul>		<ul style="list-style-type: none"><li>Time recording</li></ul>	
<ul style="list-style-type: none"><li>Product development and project control</li><li>Production engineering</li><li>Variant configuration</li><li>Embedded software management</li></ul>		<ul style="list-style-type: none"><li>Order and contract management</li><li>Sales order fulfillment cockpit</li><li>User experience and interface solutions</li><li>Settlement management</li><li>Integration with SAP Hybris solutions</li></ul>		<ul style="list-style-type: none"><li>Inventory and basic warehouse management</li><li>Production planning</li><li>Real-time inventory management</li><li>Multilevel goods receipt</li></ul>											





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# Bringing it to live: SAP Leonardo industry accelerators

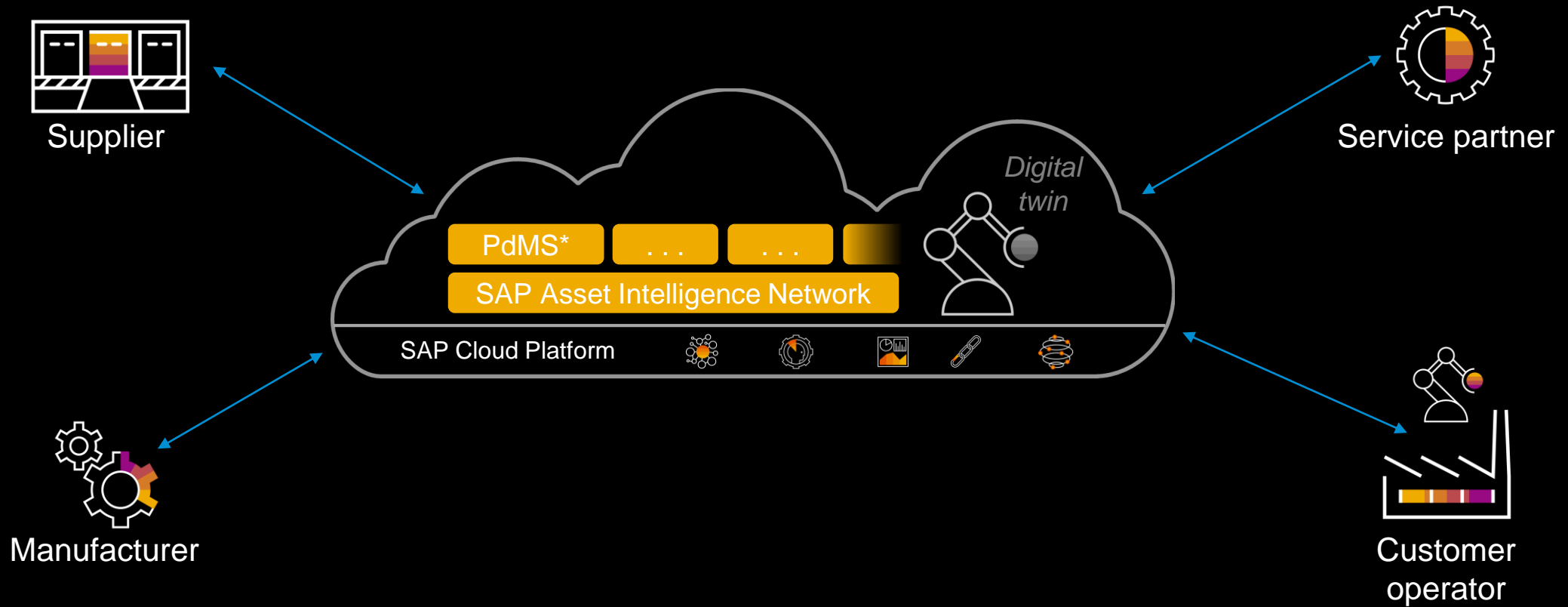


## ac·cel·er·a·tor

Fixed-price *accelerator bundles* of necessary expertise, data, and software integrated to solve a specific and common business problem, plus the services to get started and deliver business value quickly

# SAP Leonardo for IM&C: Industry accelerator package, service option

Overall equipment effectiveness for customers' assets



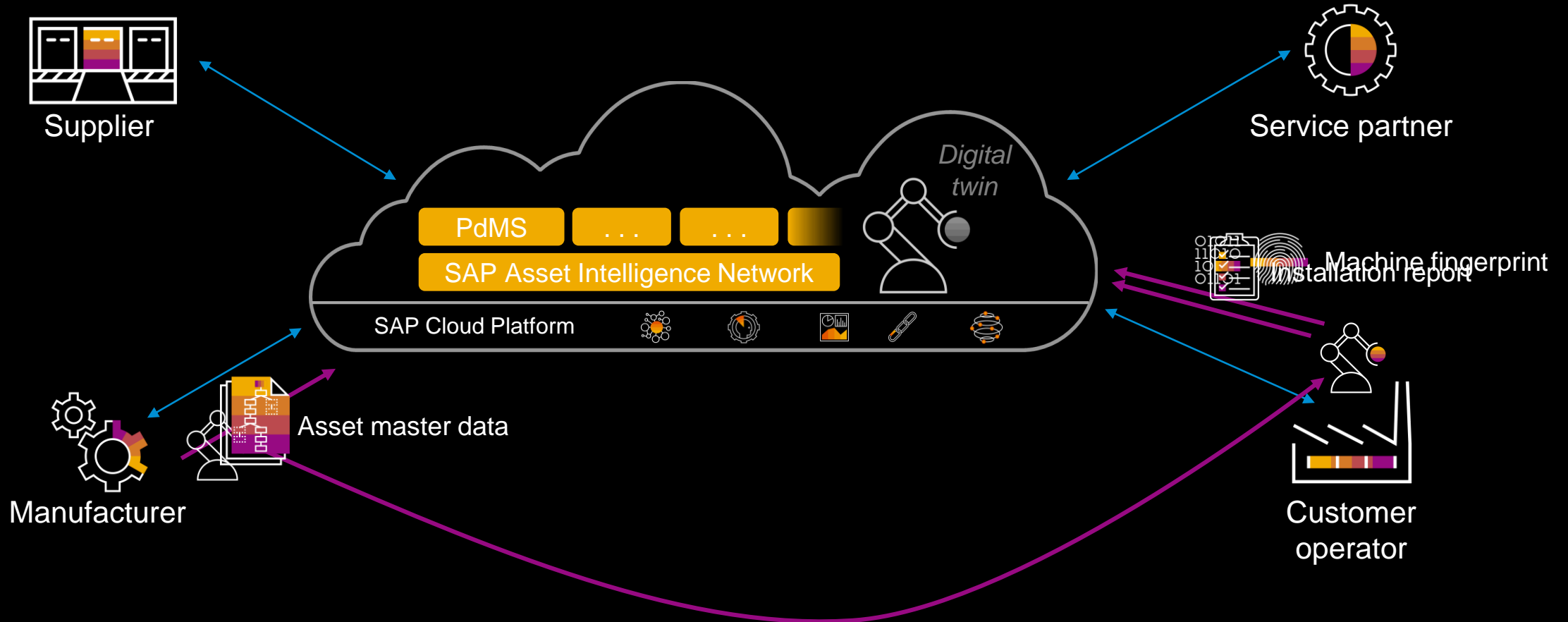
\* SAP Predictive Maintenance and Service



# SAP Leonardo for IM&C: Industry accelerator package, service option

Overall equipment effectiveness for customers' assets

## 1 Deliver, install, and commission

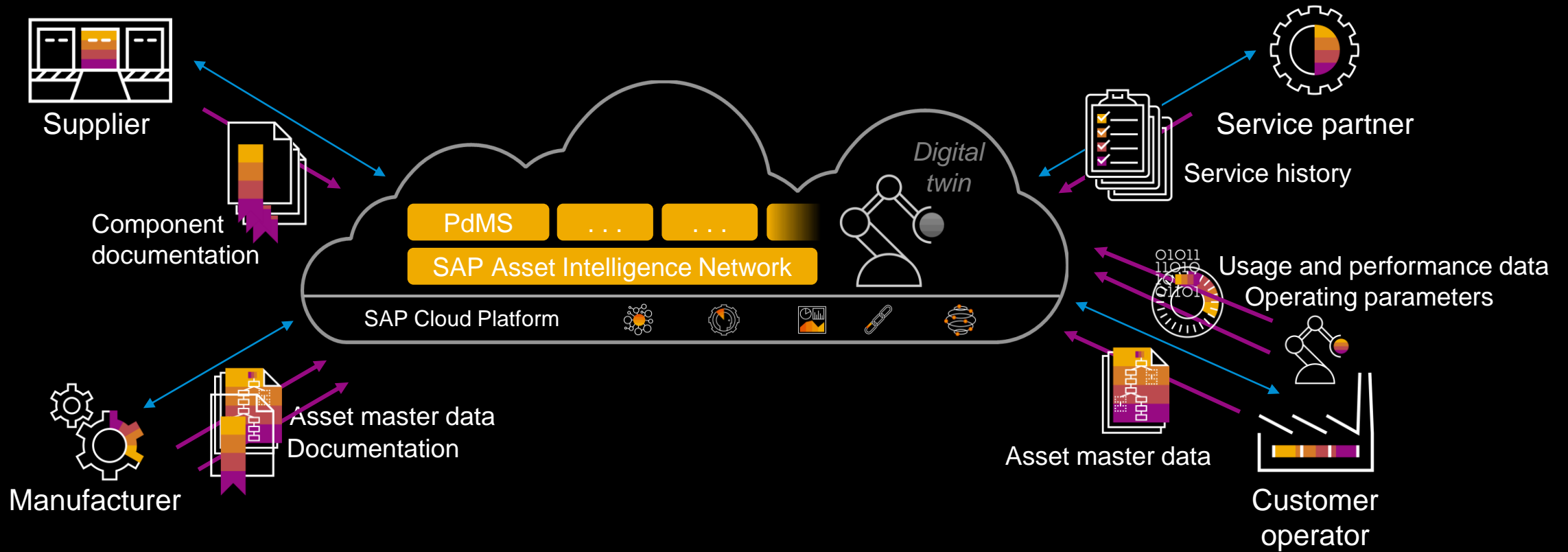


# SAP Leonardo for IM&C: Industry accelerator package, service option

Overall equipment effectiveness for customers' assets

2

## Document full asset lifecycle



# SAP Leonardo for IM&C: Industry accelerator package, service option

Overall equipment effectiveness for customers' assets

3

Resolve issues efficiently



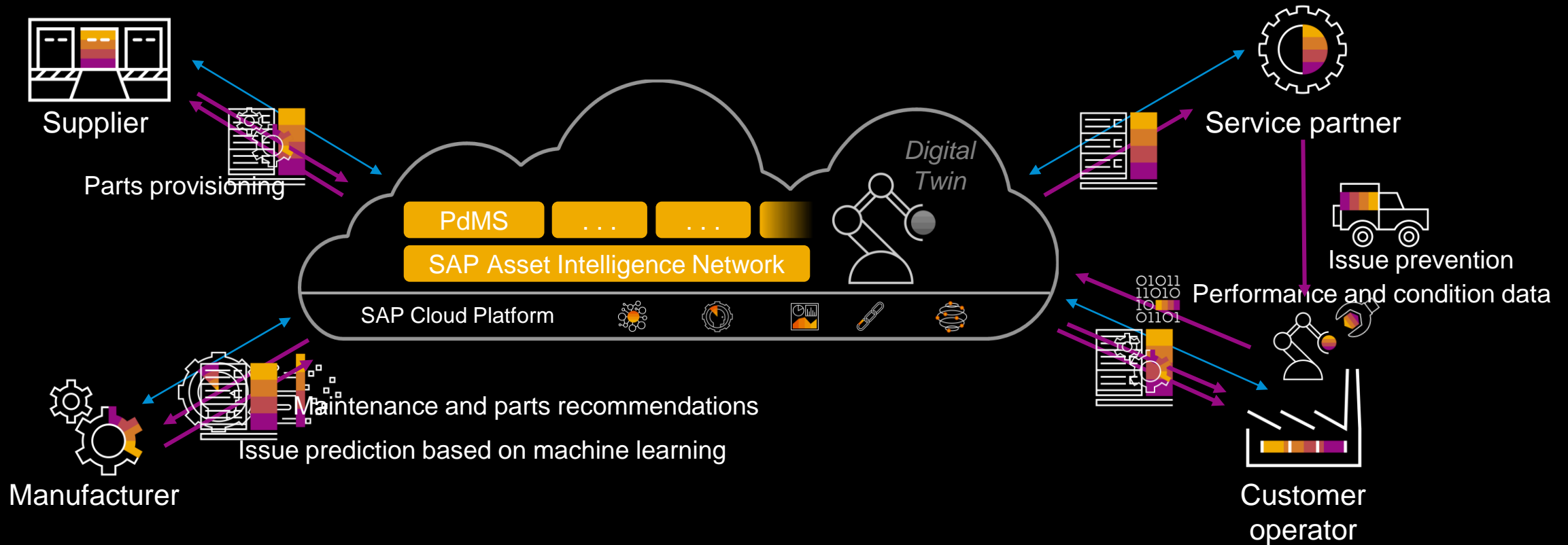


# SAP Leonardo for IM&C: Industry accelerator package, service option

Overall equipment effectiveness for customers' assets

4

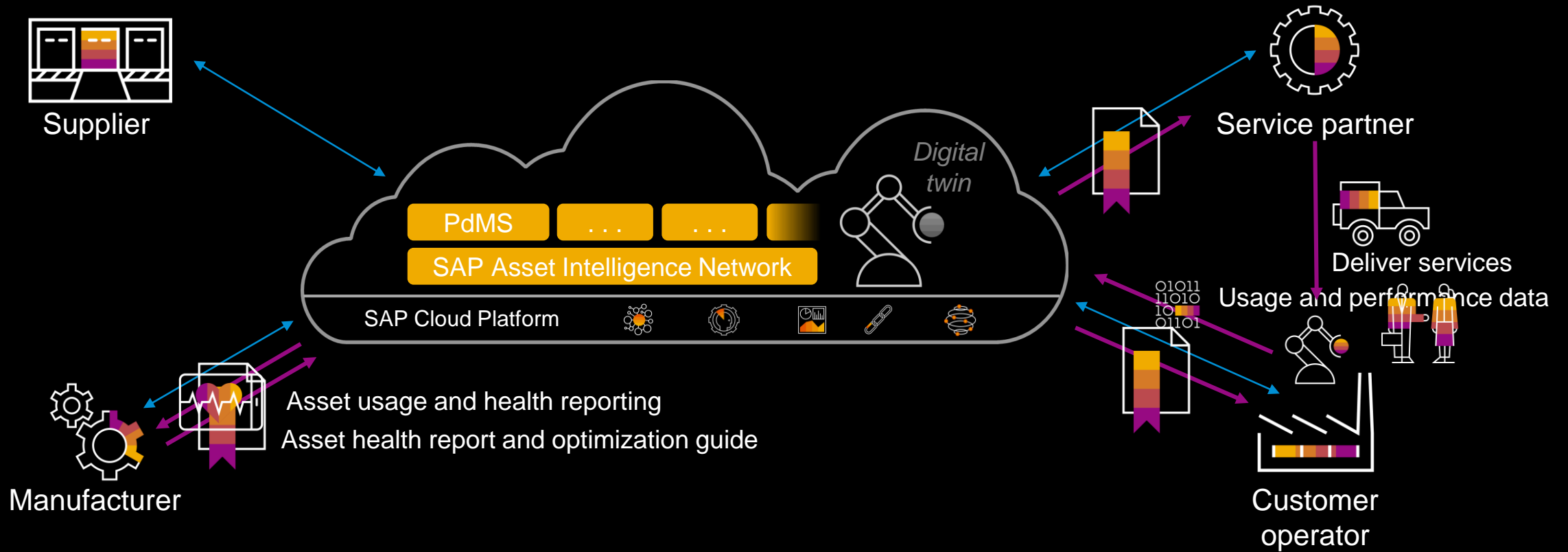
Predict and prevent issues



# SAP Leonardo for IM&C: Industry accelerator package, service option

Overall equipment effectiveness for customers' assets

## 5 Optimize asset usage



# SAP Leonardo for IM&C: **Industry accelerator package, service option**

Overall equipment effectiveness for customers' assets





# The competition is not always where you think it is

- Understand what digitalization means for **your** industry: The opportunities and the threats
- Define the strategic priorities that will advance **your** company
- Use the digital framework to build a transformation road map involving **your** complete value chain
- Use the breadth of the **SAP** portfolio: The core and the system of innovation

**SAP Leonardo**



# Thank you.

Contact information:

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