



SAP User Groups: **S/4HANA** Webinar Series Kick-off: **The Intelligent Enterprise for the Digital Economy**


William 'Bill' Bowers, SAP SE

S/4HANA Solution Management

William.bowers@sap.com

 +49 6227 765430

 +49 160 904 32611

 @wlbowers

 [LINK](#)

THE BEST RUN



Disclaimers

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. Except for your obligation to protect confidential information, this presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this presentation or any related document, or to develop or release any functionality mentioned therein.

This presentation, or any related document and SAP's strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this presentation is not a commitment, promise or legal obligation to deliver any material, code or functionality. This presentation is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This presentation is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this presentation, except if such damages were caused by SAP's intentional or gross negligence.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

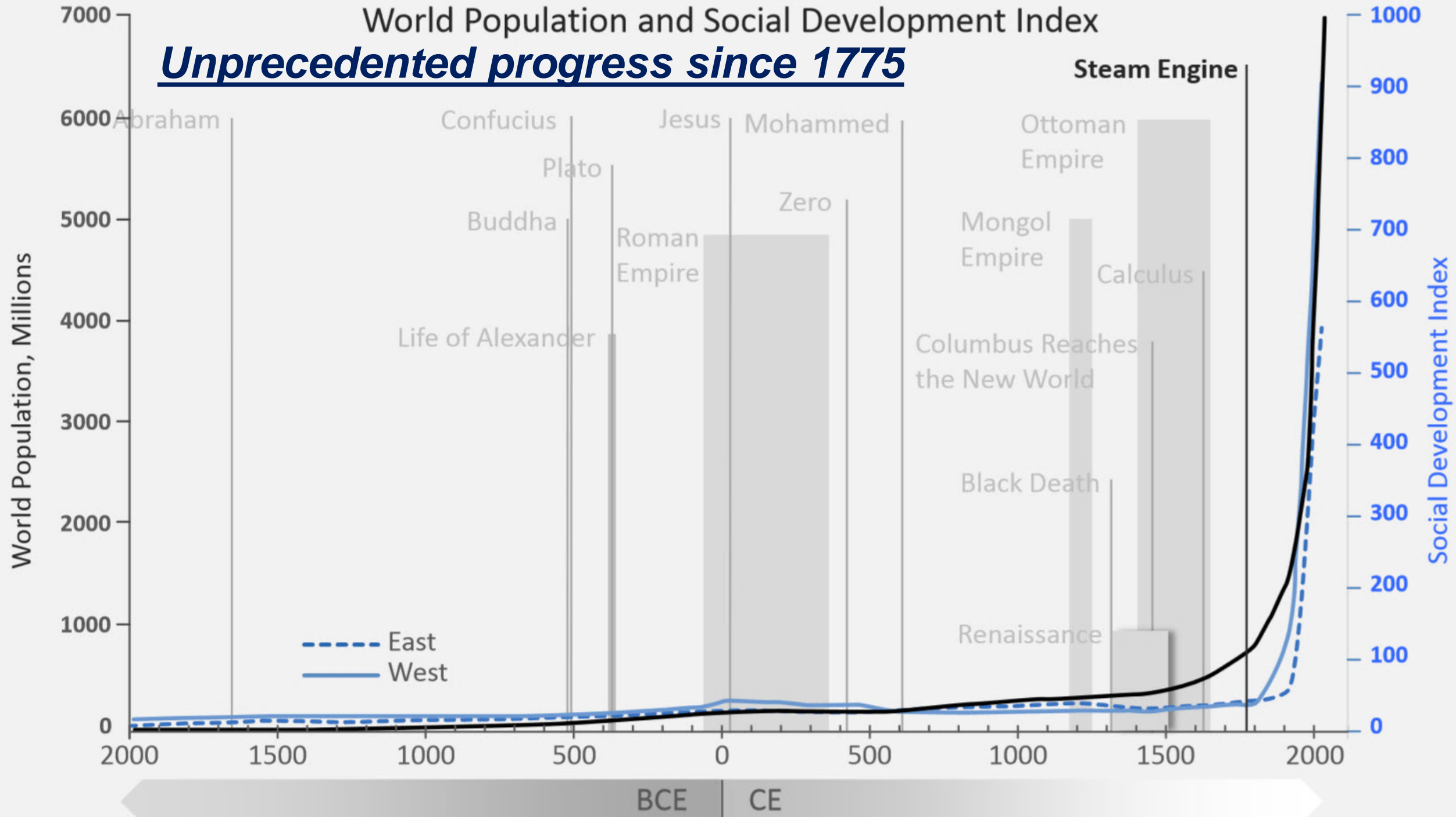


Let's step back for a moment

What's happening to our world?

World Population and Social Development Index

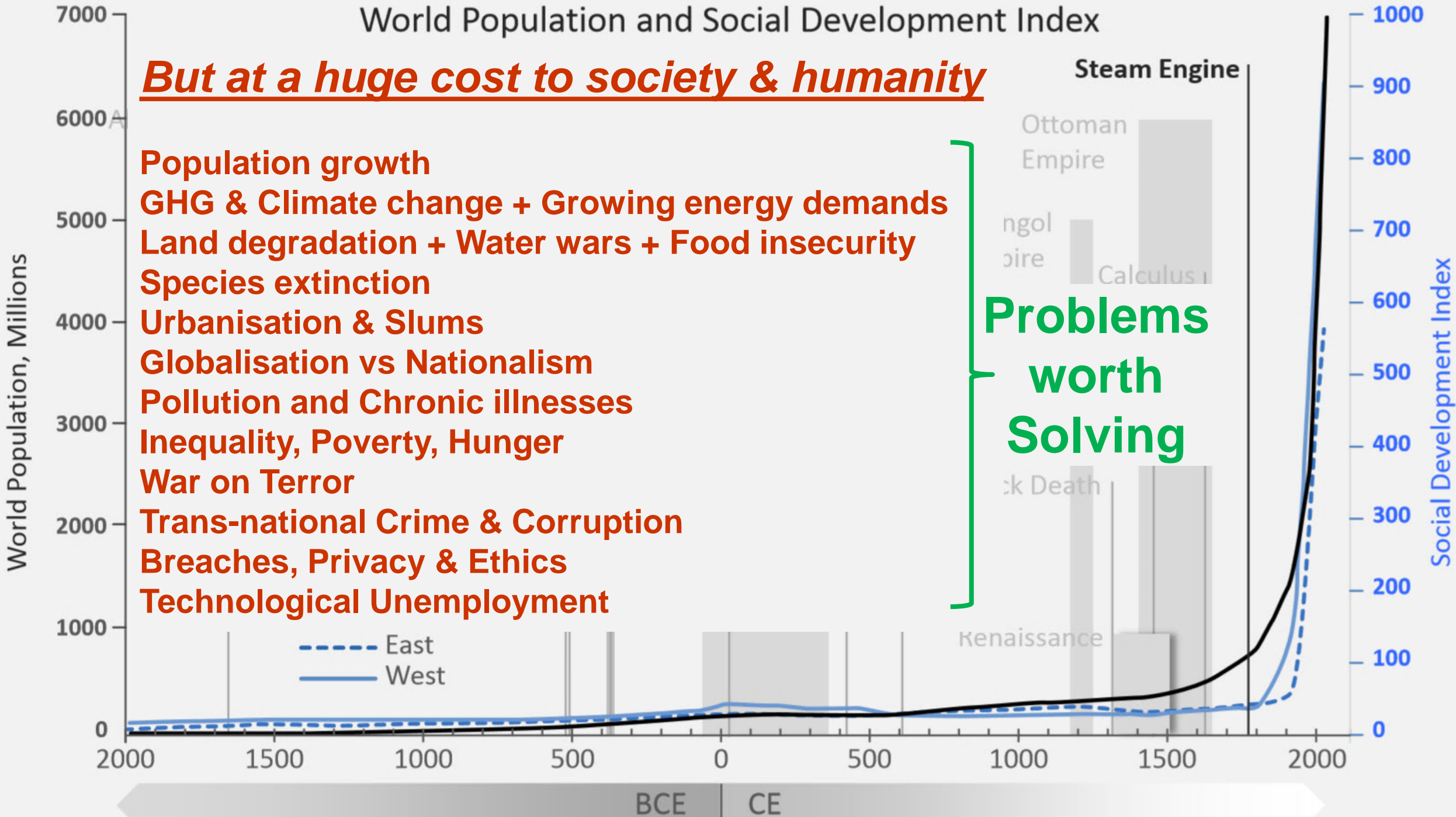
Unprecedented progress since 1775



World Population and Social Development Index

But at a huge cost to society & humanity

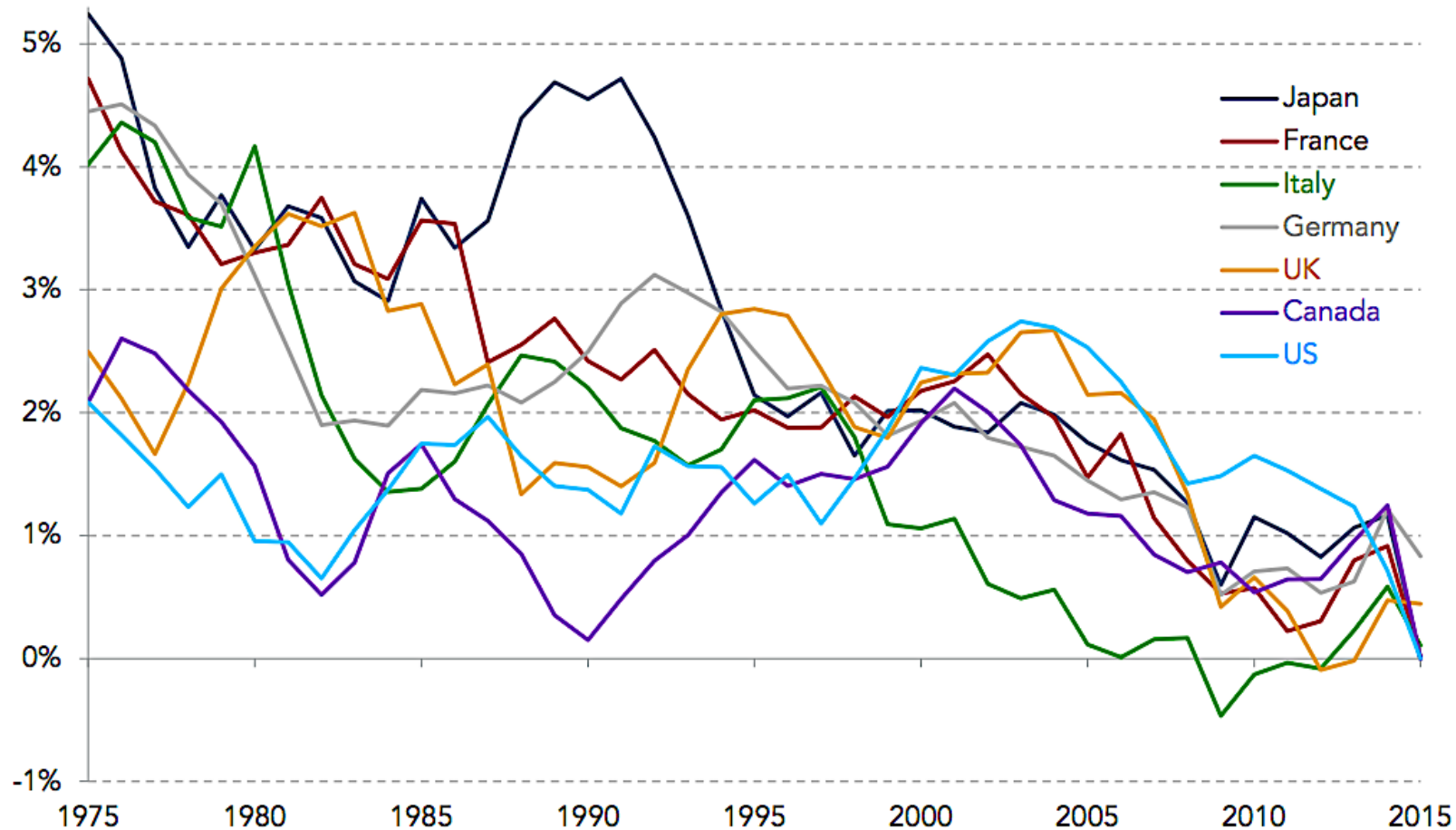
- Population growth
- GHG & Climate change + Growing energy demands
- Land degradation + Water wars + Food insecurity
- Species extinction
- Urbanisation & Slums
- Globalisation vs Nationalism
- Pollution and Chronic illnesses
- Inequality, Poverty, Hunger
- War on Terror
- Trans-national Crime & Corruption
- Breaches, Privacy & Ethics
- Technological Unemployment



Productivity has been declining for the last 3 Decades

Figure 18: G7 productivity growth has declined both structurally and as a result of the financial crisis

Annual growth in GDP per hour worked, average of last 5 years



Source: RF analysis of OECD

Picture source: Resolution Foundation

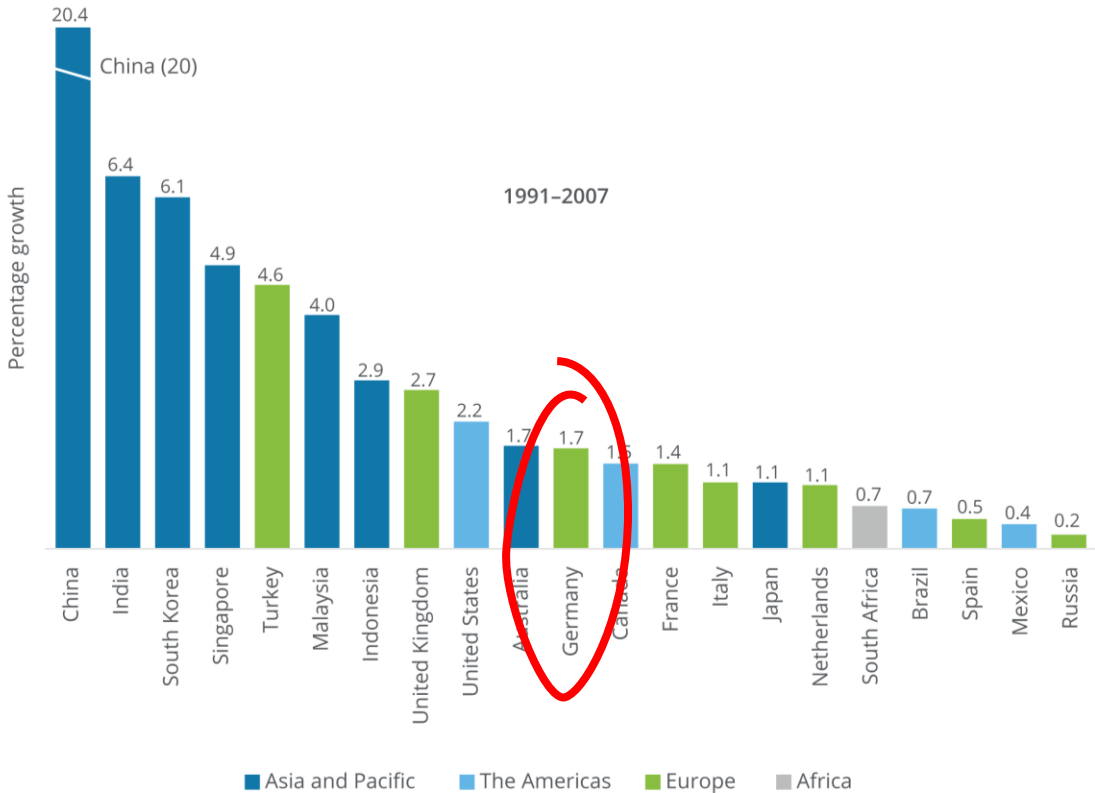
“Productivity gains are the wellspring of higher living standards, and the well has been running pretty dry lately.”

Alan S. Blinder
Wall Street Journal
May 14, 2015

ILO Labour Productivity

International Labour Organisation: Average annual productivity growth

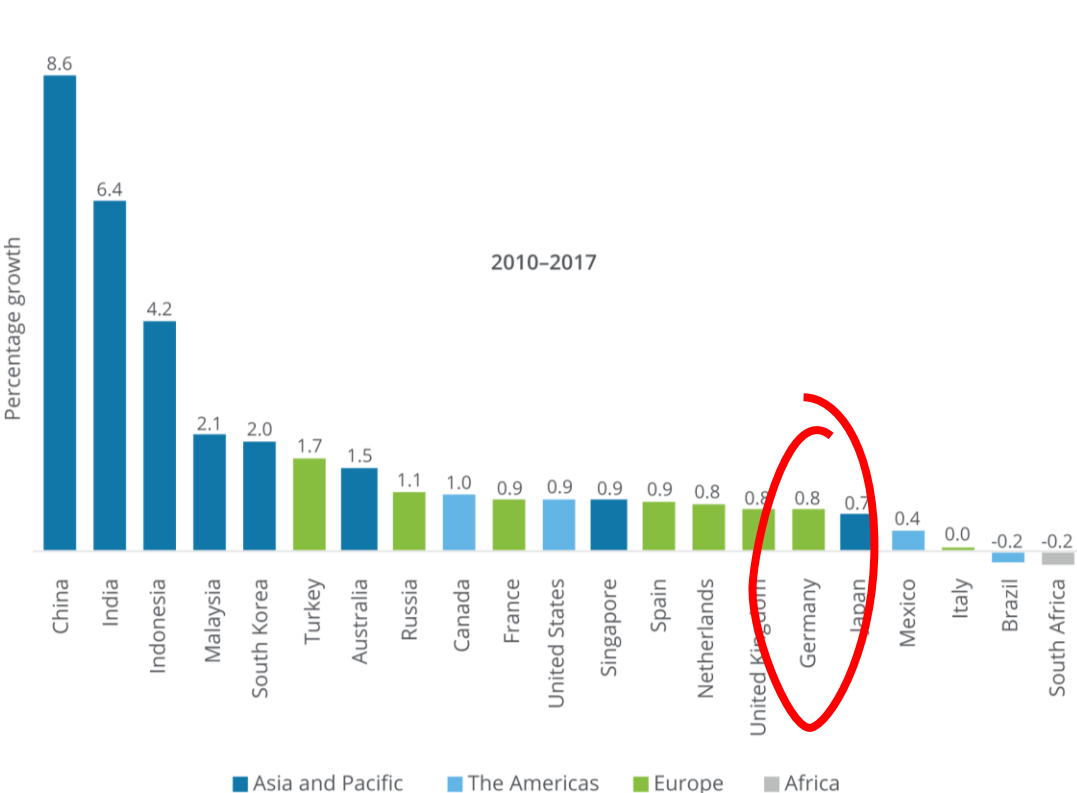
1991 - 2007



Note: Numbers have been rounded off to one decimal place.

Source: <https://www2.deloitte.com/insights/us/en/economy/behind-the-numbers/decoding-declining-stagnant-productivity-growth.html>

2010 - 2017



Note: Numbers have been rounded off to one decimal place.

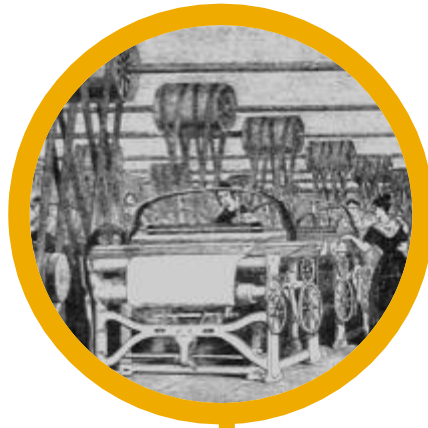
250 Years of the Industrial Revolution



1

End of
18th century

Water and Steam power
to run mechanical
production facilities



2

Beginning of
20th century

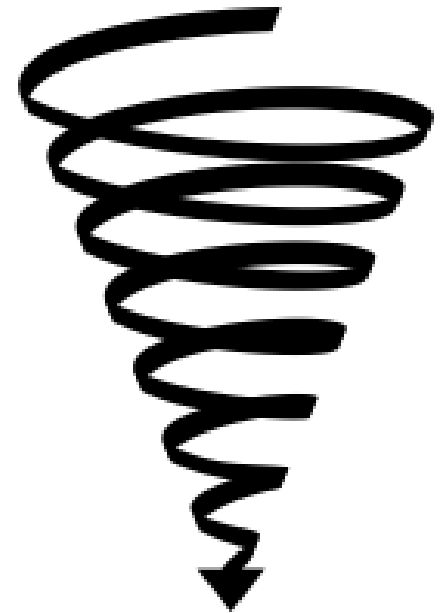
Electrical power to
enable work-sharing
mass production



3

Early 1970s

Electronics and IT
to automate
production





The Digital Revolution

Exponential Advances in Science & Technology reach Maturity

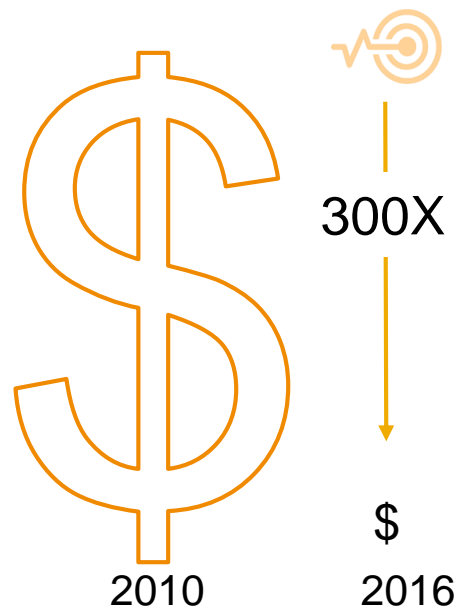
Most are Data-driven and the Combinatorial effect changes the World as we know it

BIOTECH NEUROMORPHIC COMPUTING
MACHINE DIGITAL ASSISTANTS ARTIFICIAL
LEARNING RPA eAVs INTELLIGENCE
3D PRINTING CLOUD NLP MOBILITY
INTERNET OF THINGS B2B MARKETPLACE
SOCIAL NANO-TECHNOLOGY BIG DATA
5G CYBER SECURITY UX IN MEMORY COMPUTING ROBOTICS
API & MICRO SERVICES BLOCKCHAIN
CRISPR-CAS9 GRAPHENE SPACEX
RENEWABLE ENERGY GRAVITATIONAL WAVES

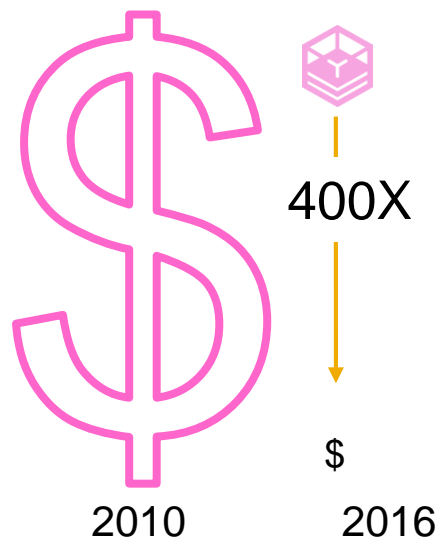
Exponential Cost improvements

Change the Economics of IT, Business, Government, Society

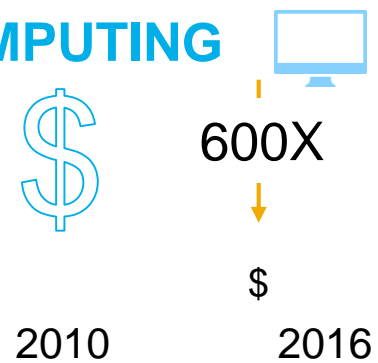
CAR SENSOR



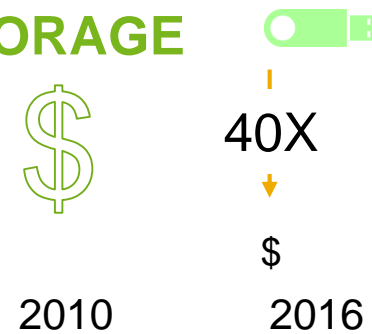
3D PRINTING



COMPUTING



STORAGE



Hyper-connectivity

Integration fuels Intelligence about the world



Suppliers, Partners, Co-creators
cohere around platforms in
Digital Business Networks

*3,5 – 5 billion Connected people on social
networks by 2020*



Consumers, Customers, Clients
Citizens, Patients; converse,
collaborate, co-create & “prosume”

*30 - 200 billion
Connected devices by 2020*



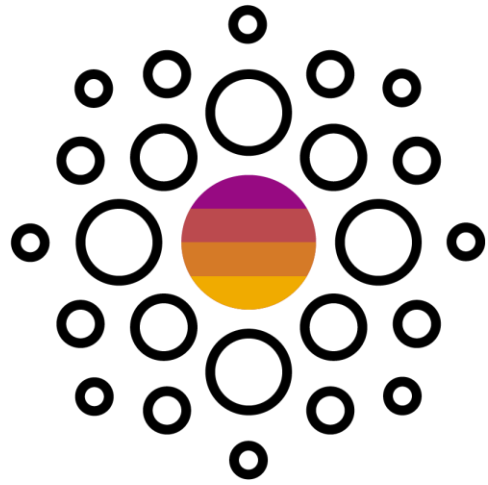
Facilities, Assets, Equip't,
Inventory, Digital Supply Chains,
“Things”

Platforms
Blockchain
Digital Business Networks



Employees, Contractors &
Professionals

Data is the oil of the digital economy – growing exponentially



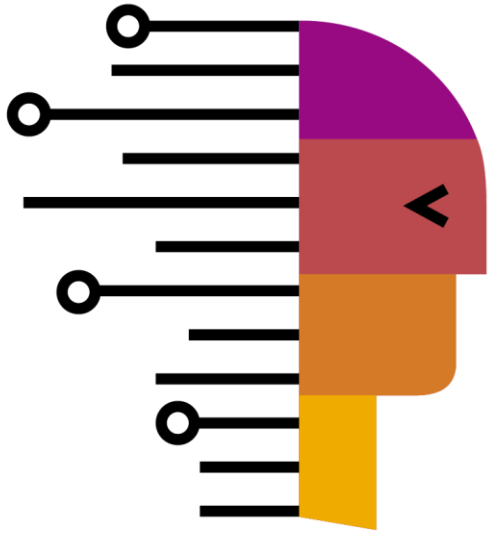
Data Explosion

4,300% increase in annual data production by 2020¹



¹Forbes: "Big Data Overload: Why Most Companies Can't Deal With The Data Explosion", Bernard Marr, April 2016;

Every company becomes a software company



Artificial Intelligence

50% of all digital transformation initiatives will incorporate AI¹

60%

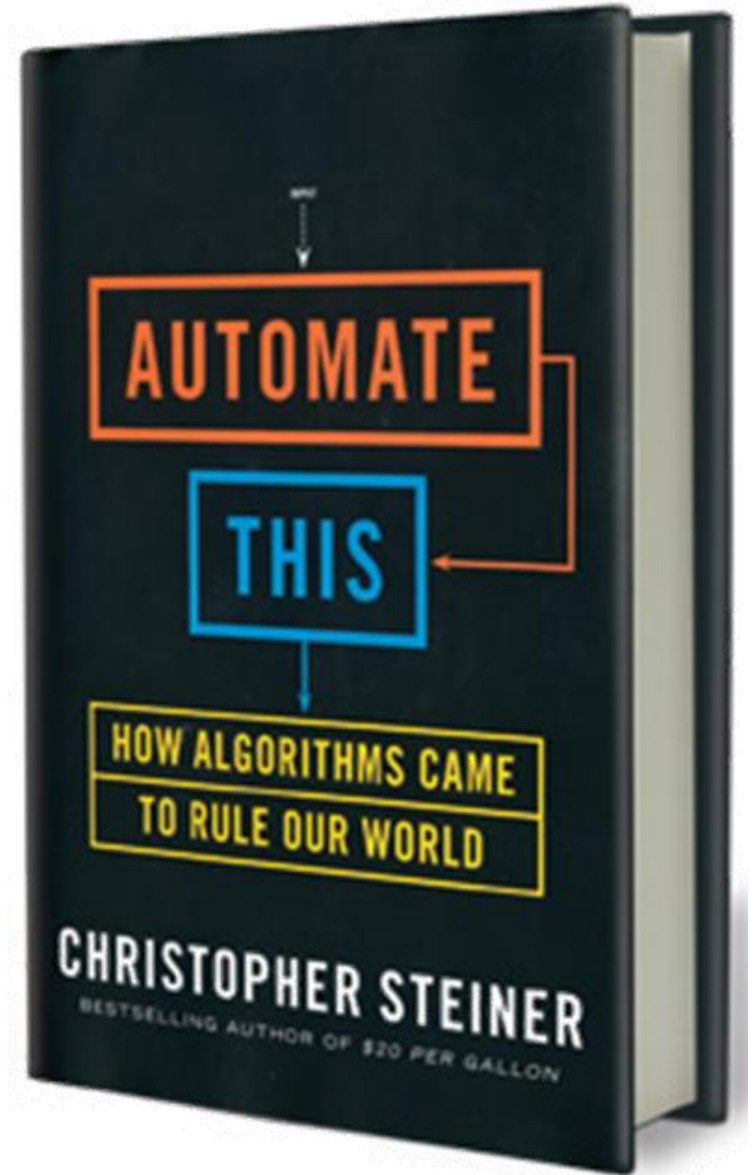
Of human tasks will be automated by 2025

97%

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

95.1 %

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



“We are in the middle of a dramatic and broad technological and economic shift in which software companies are poised to take over large swathes of the economy.”

2011 Mark Andreessen. Co-author of Mosaic, co-founder of Netscape; co-founder VC firm Andreessen Horowitz



The World's Largest Companies are now Software and Data-based Companies

THE LARGEST COMPANIES BY MARKET CAP

The oil barons have been replaced by the whiz kids of Silicon Valley



“Software is Eating the World”

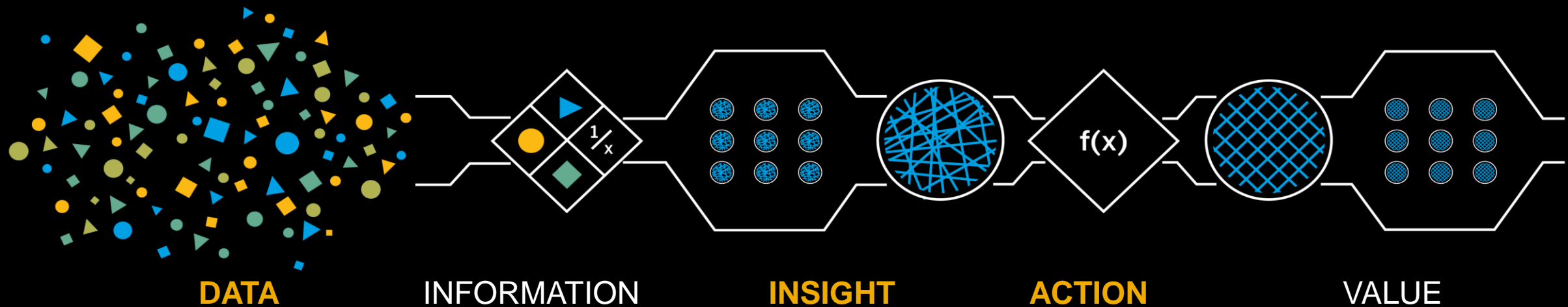
Marc Andreessen in the Wall Street Journal. August 2011.

„If you went to bed
last night as an
industrial
company, you're
going to wake up
this morning as a
software and
analytics
company.“

SOURCE: Jeff Immelt, CEO of GE,
Minds+Machines Summit 2014



Today's disruptors are **Insight-Driven** using IoT, Big Data, AI and Block Chain on Digital Platforms to Build Business Networks that connect to the world



Organizations that provide people with the **insight** they need to make **better decisions**, and enable them to act, will disrupt and deliver growth and innovation

Which of the following products has the most lines of codes

23.5
Million



44
Million

100
Million



61
Million

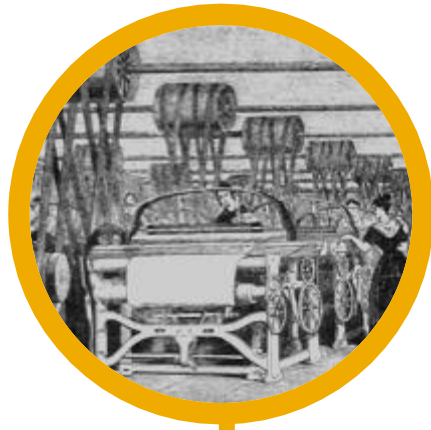
This is *NOT* just a faster, cheaper, better version of the Industrial era



1

End of
18th century

Water and Steam power
to run mechanical
production facilities



2

Beginning of
20th century

Electrical power to
enable work-sharing
mass production



3

Early 1970s

Electronics and IT
to automate
production



4

Today

The **Digital Economy**

Cyber-physical systems, BIG
Data, In-memory Computing, AI
& ML, NLP, AVs & Robotics,
Crypto & Quantum to reimagine
life and business

75% of S&P 500 incumbents will be gone by 2027. That means managing your transition to a digitally driven business model isn't just critical to beating competitors; it's **crucial to survival.**

McKinsey&Company

What's your status?

Reimagine Solutions, Simplify Processes to Transform Work and Support New Business



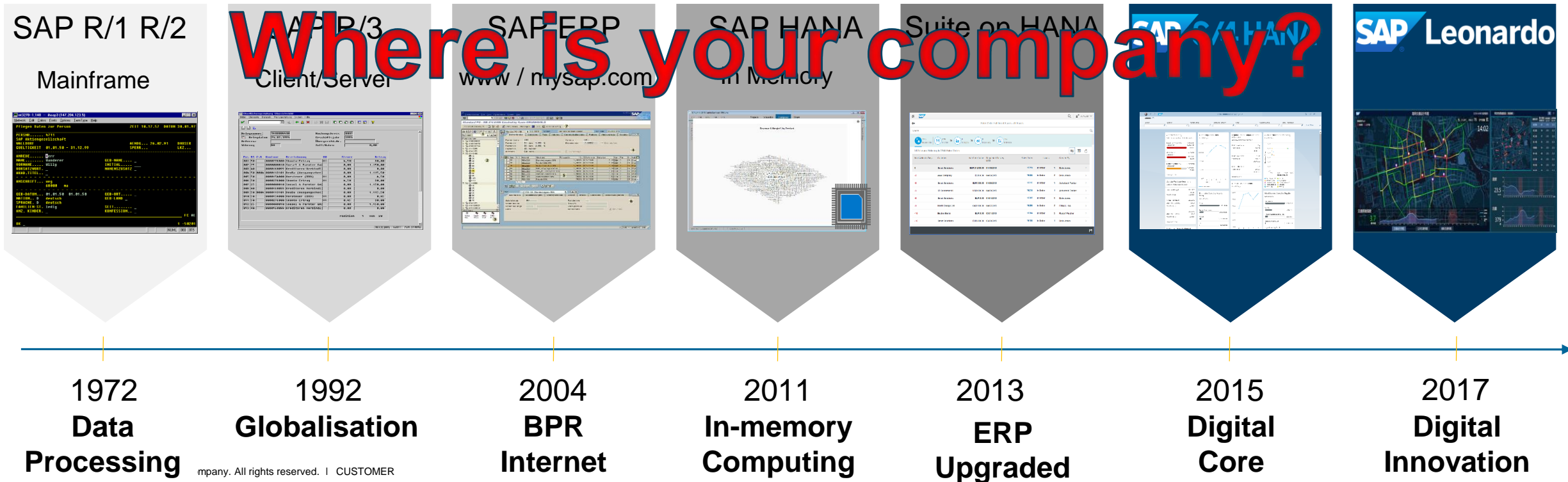


SAP adapting to change

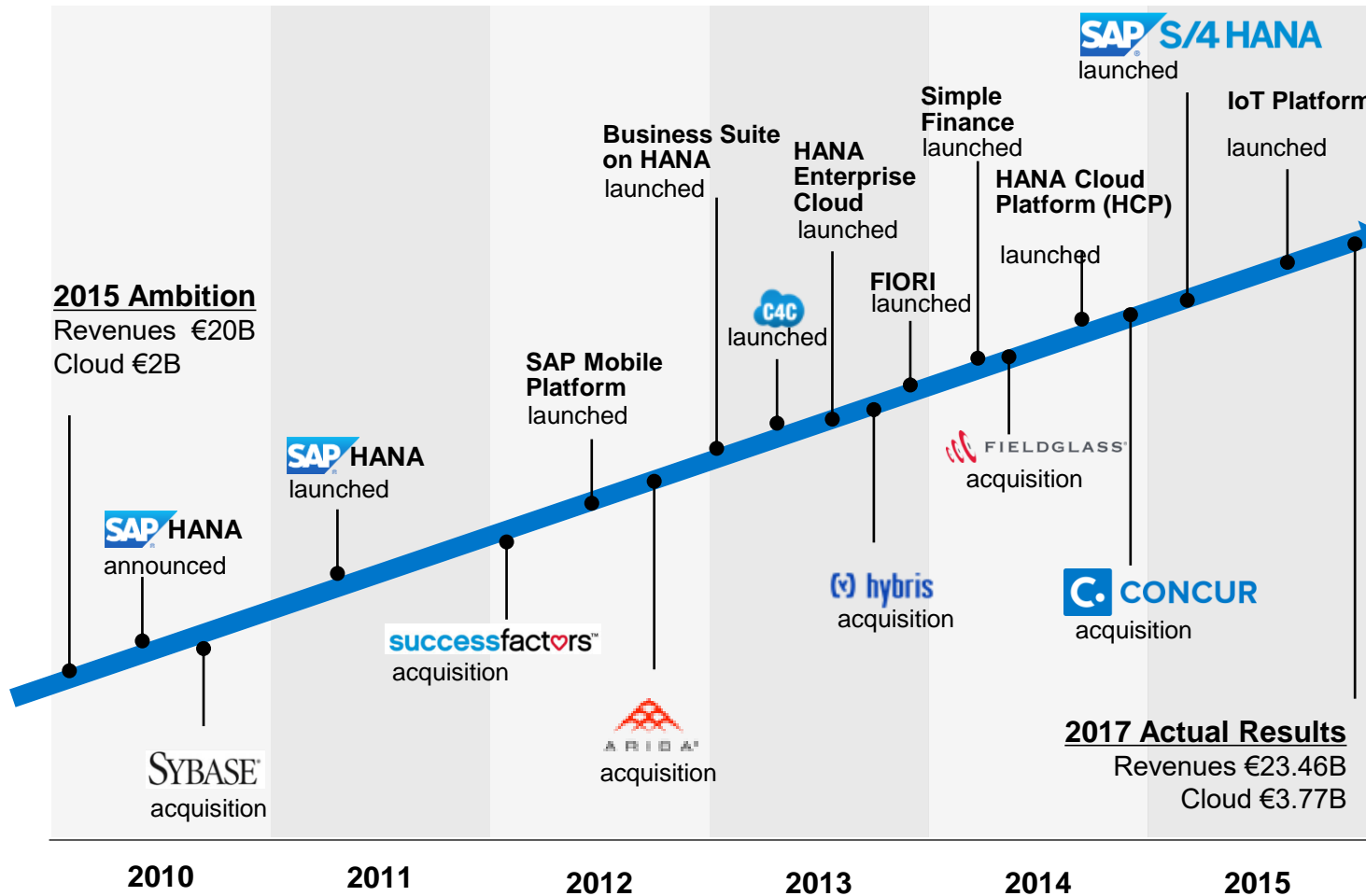
At SAP the Pace of change is accelerating



- ✓ Integration
 - ✓ Standardization
 - ✓ Globalization
 - ✓ Trust
- ✓ **46** years of innovation across industries
 - ✓ **404,000+** customers (with 3,500 in Africa)
 - ✓ **77%** of the world's transaction revenue touches an SAP system
 - ✓ **Always** providing multiple ways of innovation adoption



SAP invested > US \$35 billion in Cloud-based Innovation since 2010



SAP progress highlights since 2010:

- Tripled our customer base to > 404k
- #1 in Enterprise Applications with our Digital core (S/4 HANA)
- #1 in Analytics
- #1 Cloud company in the world by users with more than 150M
- Invented the In Memory platform – with now over 10,000 HANA customers
- Doubled our revenue to €22.07B
- Grew our revenue in Cloud & Database by 100X
- Run the largest business network (\$1 trillion in transaction volume)
- Doubled our share price from €38 to €86*

*€86.43 on Jan 1, 2017

To Change the face of Enterprise Software

Best-of-Breed

On Premise

Unique, costly integrations

Long projects

Fragmented data

BoB Workloads Shift to Cloud

In-Memory Computing

Mobile-first

Hybrid Landscapes

E2E Integration challenges

Innovation Challenges

Intelligent Enterprise

Business Networks

Exponential Technologies

2005 2006 2007 2008 2009 **2010** 2011 2012 2013 2014 2015 2016 2017 **2018** 2019 2020 2021 2022 2023

ONE integrated SAP
on premise

Best-in-Class LoB solutions
in the cloud

ONE integrated SAP
cloud experience



The Intelligent Enterprise

Agile, Productive, Innovative, Customer-centric

Future Direction of the Enterprise

The Digital Era is evolving into The Intelligence Era



Mainframe & PCs

1960s – 1980s



Client Server & Internet

1990s - 2000s



Cloud, Mobile & Big Data

2000s - 2010s



Intelligent Technologies

2010s - 2020s

ENABLING TECHNOLOGIES

- Transistors & silicon revolution
- Large scale Mainframe Computing adoption
- Emergence of PC's
- Plant floor automation

- Widespread PC adoption
- Broadband Internet
- ERP and business process technologies

- Mobile & Smartphone ubiquity
- Cloud Computing
- Social Networks
- Big Data

- Machine learning (ML) and Artificial Intelligence (AI)
- Internet of things (IoT) and distributed (edge) computing
- Blockchain

ENTERPRISE VALUE CREATION

**Industrial
Automation**

**Business
Process
Automation**

**Digital
Transformation**

**Intelligent
Enterprise**

Transformation Drivers in the Enterprise

IoT, Blockchain, A.I. / Machine Learning can reinvent Businesses

Process Automation

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

Next-gen UX

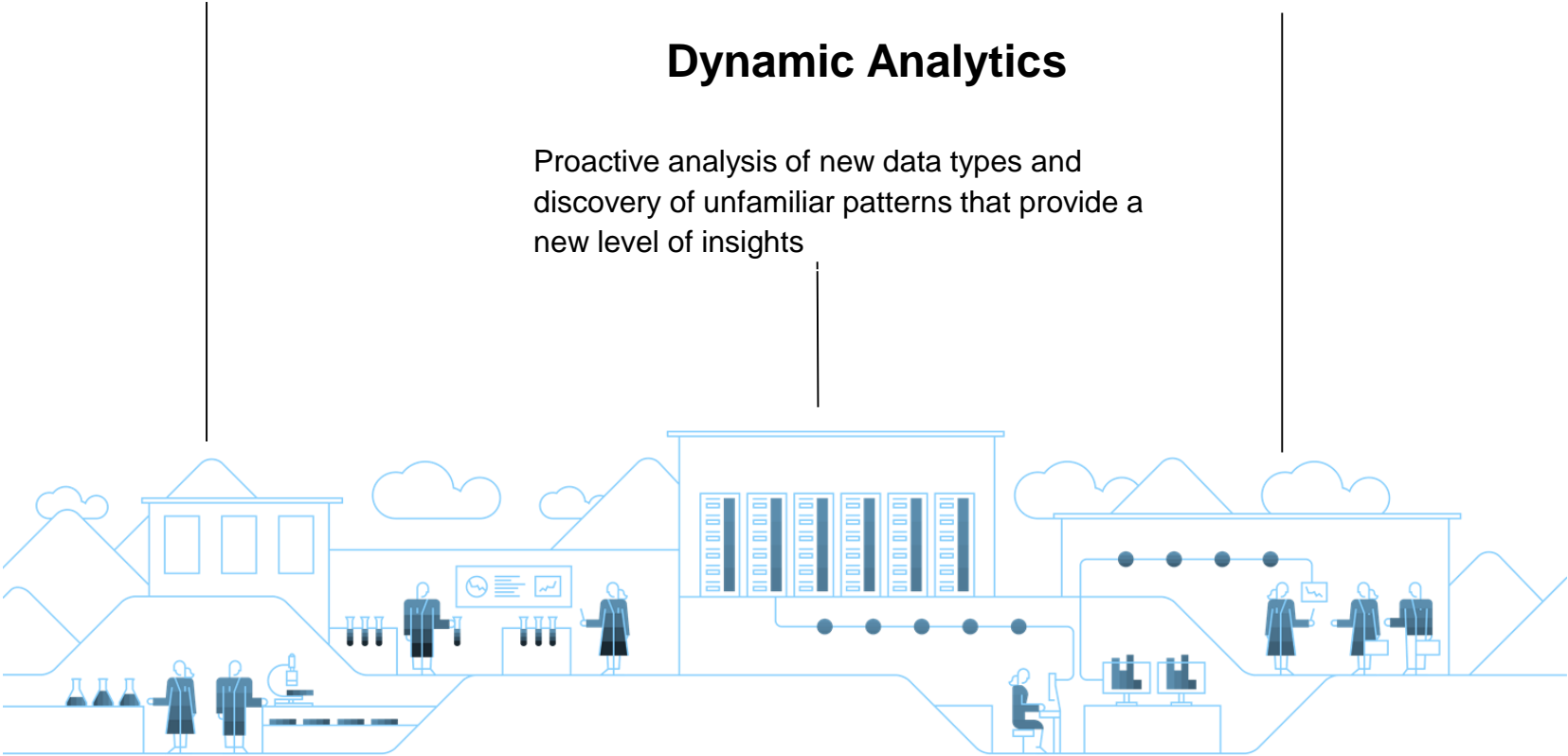
User experience based on voice, vision and messaging will replicate how people interact in real life and increase business productivity

Dynamic Analytics

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

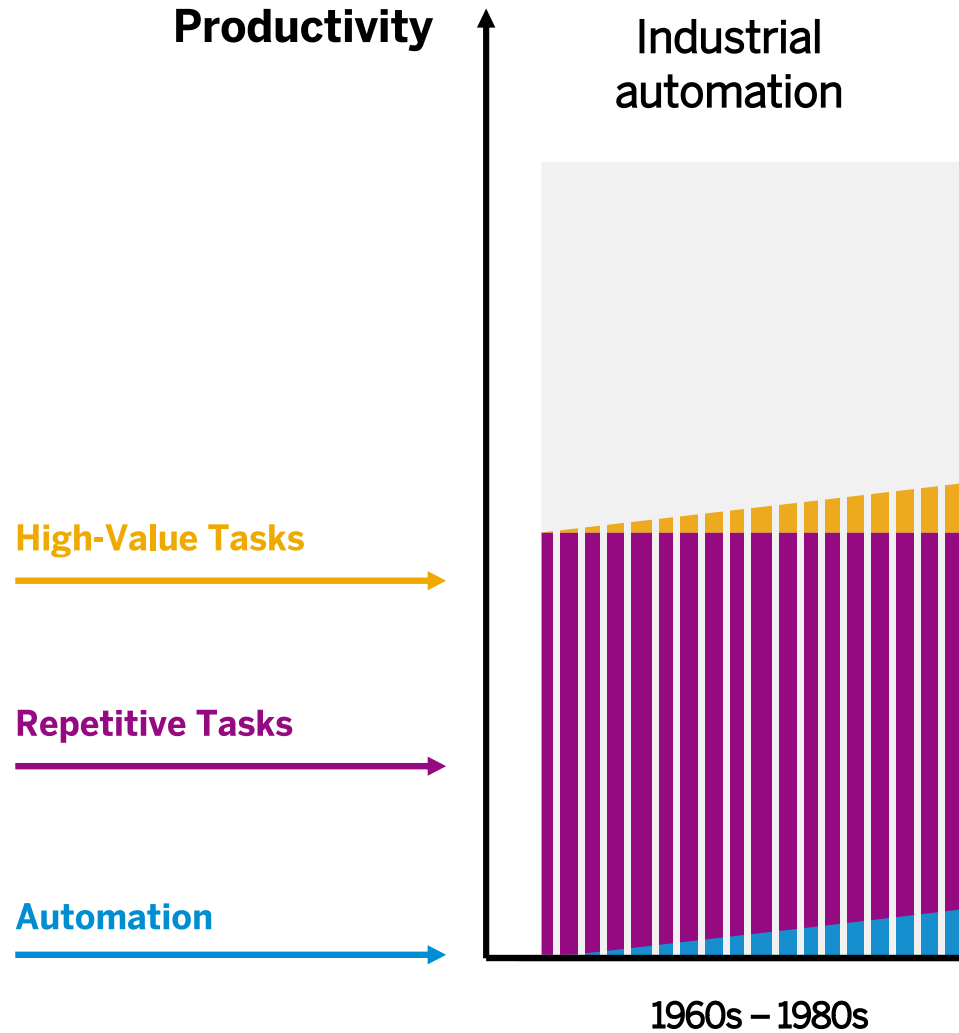
94%

Of companies see ML as critical for competitive advantage*



Intelligent Enterprise; Changes WHAT we do

Elevate employees to focus on higher-value tasks



Exponential Capabilities deliver new & better Outcomes for Intelligent Enterprises

Capabilities



Visibility

the ability to collect and connect data that was previously siloed and to recognize unseen patterns



Focus

the ability to simulate the impact of potential options and direct scarce resources to the areas of maximum impact



Agility

ability to respond faster to changes in marketplace or business & to pivot business processes toward the right customer outcomes

Outcomes



Do more with less & empower employees

through process automation; freeing up people to do more meaningful work



Deliver best-in-class Customer Experience (CX)

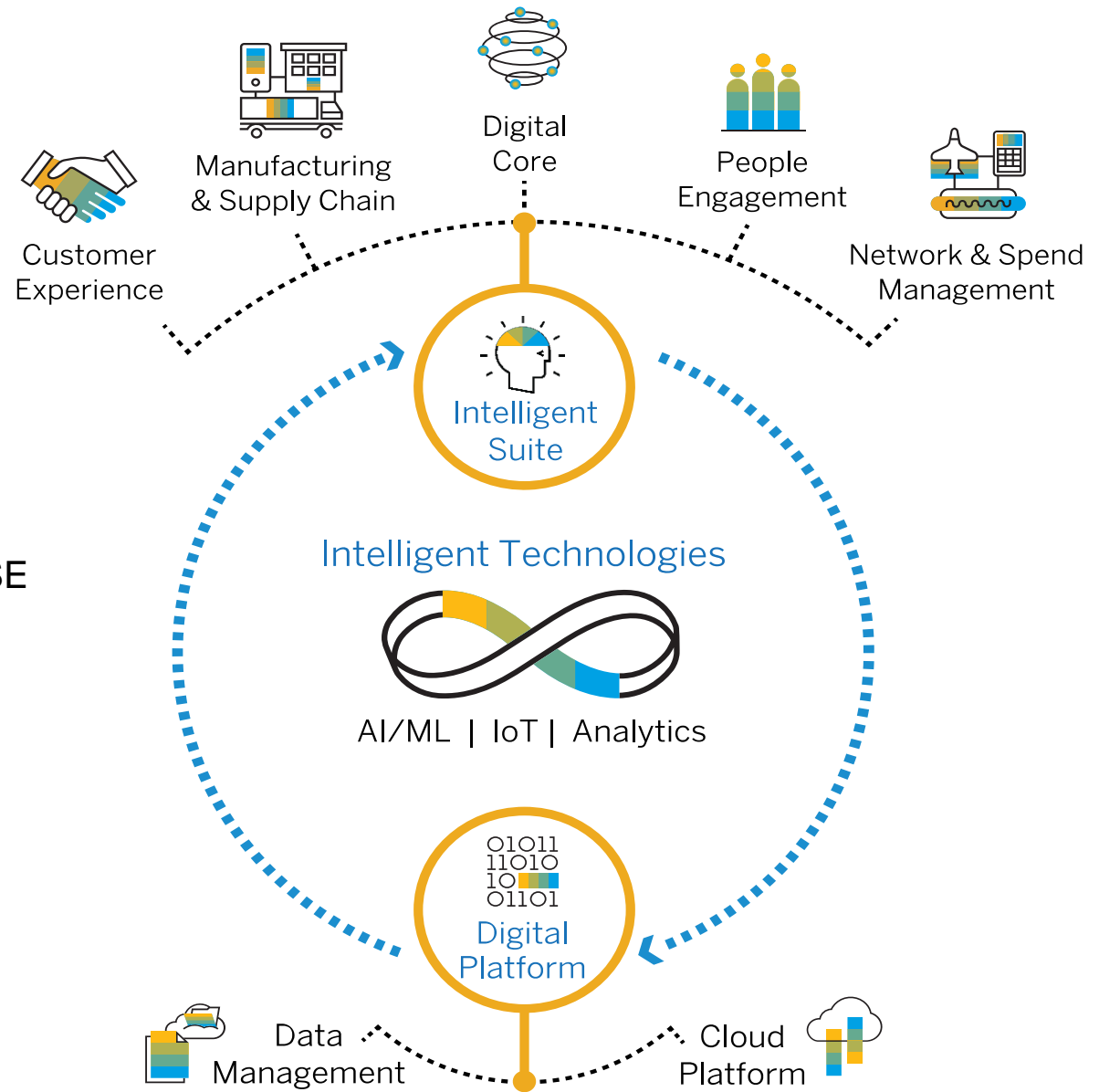
by anticipating and proactively responding to end-customer needs



Invent new Business Models and Revenue Streams

by monetizing data-driven capabilities and applying core competencies in new ways

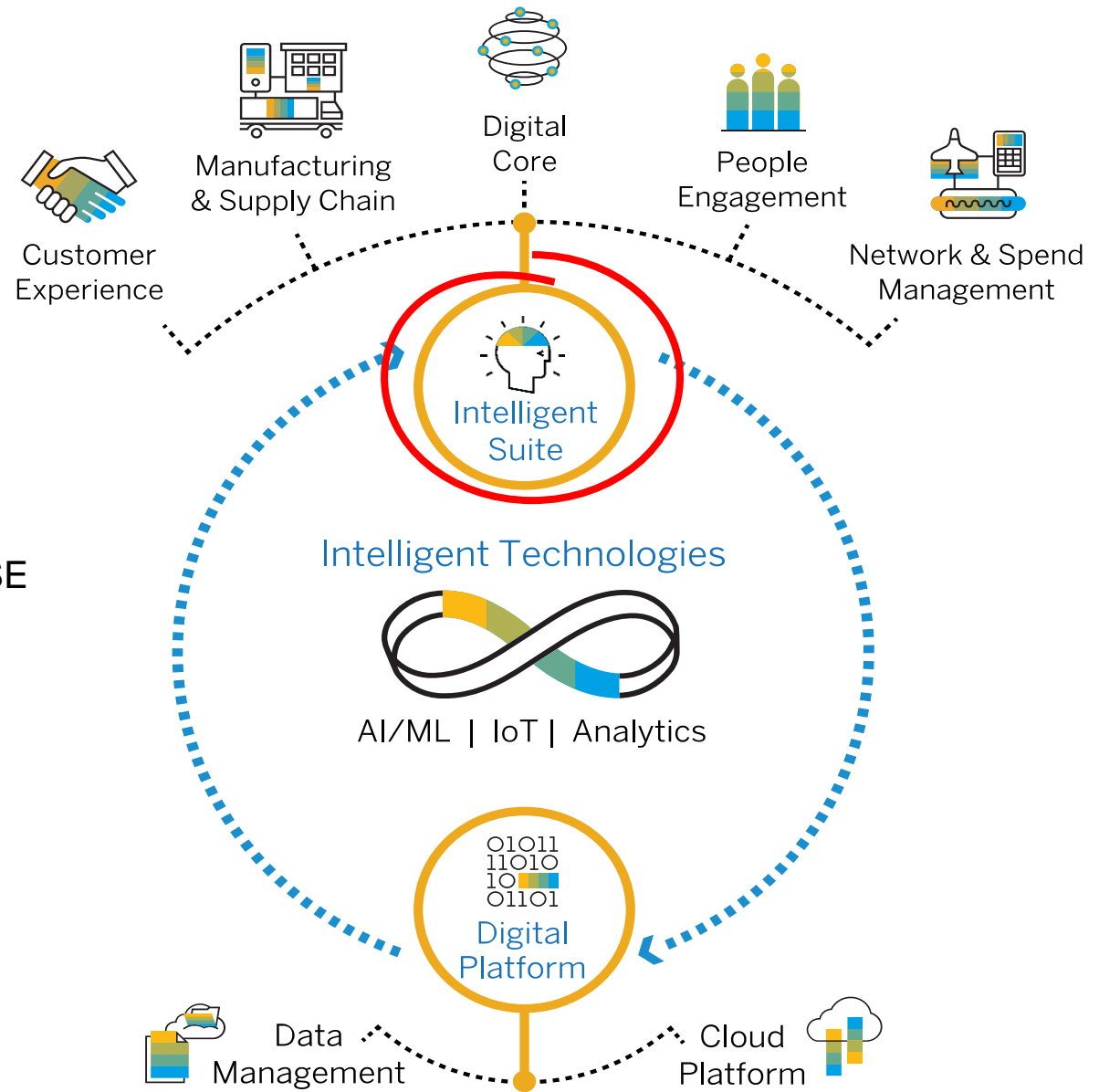
SAP Strategy – Deliver the Intelligent Enterprise



THE INTELLIGENT ENTERPRISE features **3 KEY COMPONENTS**:

- 1 Intelligent Suite
- 2 Intelligent Technologies
- 3 Digital Platform

SAP Strategy – Deliver the Intelligent Enterprise



THE INTELLIGENT ENTERPRISE features **3 KEY COMPONENTS:**

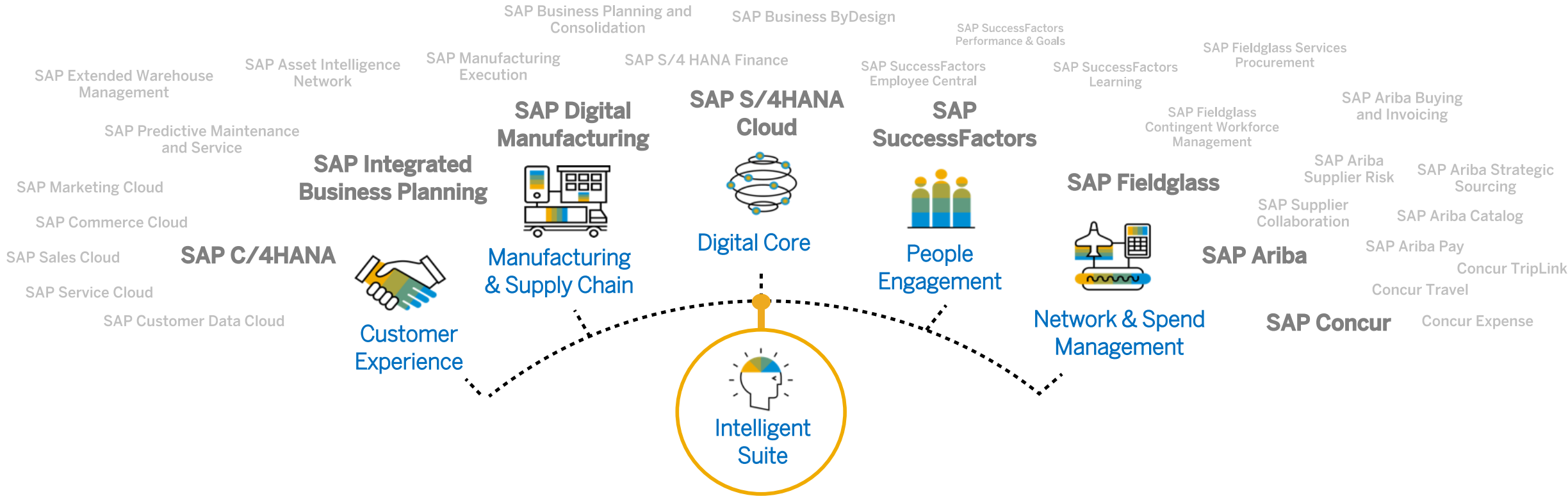
1 Intelligent Suite

2 Intelligent Technologies

3 Digital Platform

Intelligent Suite: Deliver intelligence across value chains

Intelligent applications for every line of business



Integration | Business Objects | Master Data | Orchestration
 25 Industries | 180+ Countries

Out-of-the-box integration leveraging SAP Cloud Platform, the SAP Analytics Cloud solution, and a common data foundation with SAP HANA and SAP Data Hub

Best-in-class UX with **consistent experience** across the entire portfolio

Modular, making it easy to consume and cost-effective to operate.

Easy to extend, allowing customers and partners to customize solutions quickly

Intelligence embedded in the applications making the workflows smarter

SAP S/4HANA: Enterprise Management

Complete

Streamlined procure to pay

Operational purchasing

Collaborative sourcing & contract management

Inventory and basic warehouse management

Invoice and payables management

Supplier management

Procurement analytics

Accelerated plan to product

Project control and product development

Production engineering

Production planning

Production operations

Quality management

Inventory and basic warehouse management

Maintenance management

Optimized order to cash

Order and contract management

Inventory and basic warehouse management

Receivables processing

Enhanced Request-to-service

Service master data management

Service management

Service parts management

Service agreement management

HR connectivity

Time recording

Core finance

Accounting and closing operations

Cost management and profitability analysis

160
countries

38
languages

25
industries

EXAMPLE: New Generation Finance Business Processes

New in S/4HANA vs. traditional ERP

Financial Planning and Analysis

Dynamic planning and analysis

- M&A and divestitures what-if analysis
- Predictive forecasts and dynamic simulation
- End-to-end customer and product profitability

25% - 50%
reduction in budget and forecasting costs

Accounting and Financial Close

Close books in a day

- See your business as if you close today
- Instant profit-and-loss insights and real-time cost control
- Multidimensional reporting on the fly

20% - 40%
reduction in general ledger and financial closing as well as audit costs

Treasury and Financial Risk management

Real-time actual-to-plan cash management

- Instant visibility into working capital
- Real-time liquidity planning
- Higher transparency on foreign exchange risks

20% - 40%
reduction in treasury and cash management costs

Collaborative Finance Operations

"Lights-out" finance

- Real-time receivables and payables reconciliation
- Buyer-supplier integration with business networks

10% - 25%
reduction in accounts receivable management costs

Enterprise Risk and Compliance Management

Always-on compliance

- Instant identification and prediction of potential fraud
- Integrated controls in processes

25% - 30%
reduction in risk management and compliance costs

GOAL: Free-up time for business model innovation

SAP S/4 HANA NextGen ERP as the Onramp to the Digital Economy

Digital economy



Internet of Things



Big Data



Business networks



Devices



Social networks



People



Digital core



User empowered

Instant insight | Contextual information | Personalized experience

Process enriched

Scalability | Real time | Prediction | Simulation

Live data

Granular | Responsive | Accurate



Digital transformation

Segment of 1

Lot size of 1

No latency

At scale

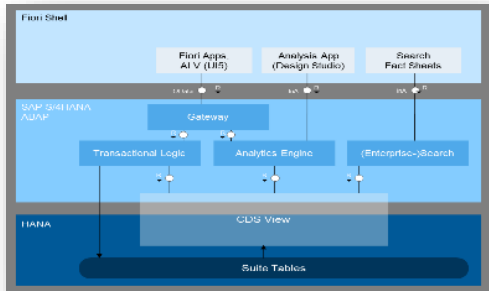
Traditional ERP value Leading-edge processes | Integrated system

SAP S/4HANA value Digital transformation of business models

Differentiated Digital Core

The Foundation for Next Generation Value Levers

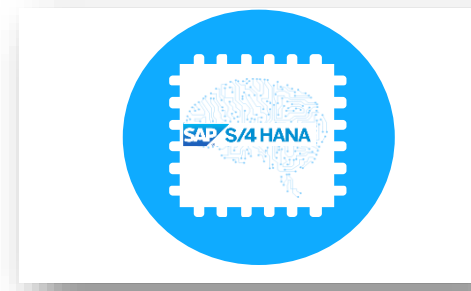
Digital Core Architecture



New User Paradigms



Technology innovations



Cloud Value Proposition



Simplification of master data



OLAP & OLTP merger



Open & Scalable



Role-based engagement across business



Insight to Action



Any device and browser



Automation based on Insight to action



Digital Assistant (SAP Co-Pilot)



IoT Integration (ex MES, 3D Printing)



Time to value and Time to market



Simplification of e2e Experience

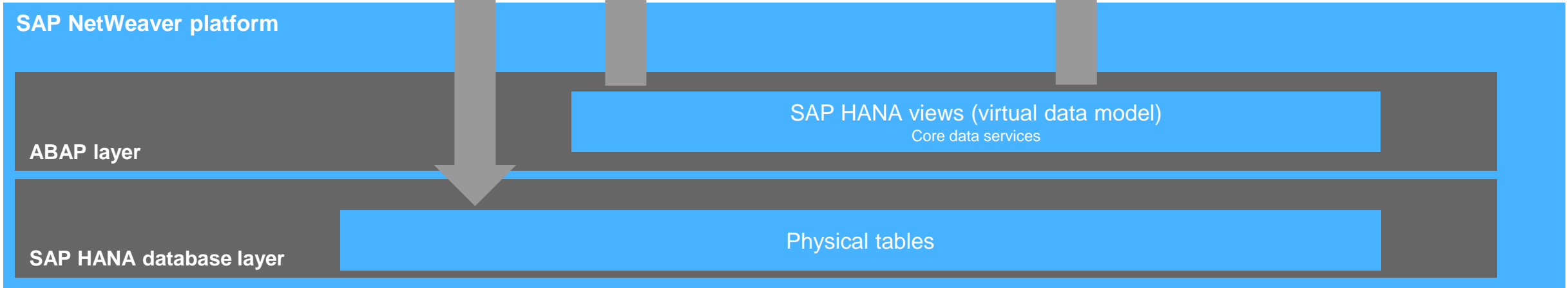
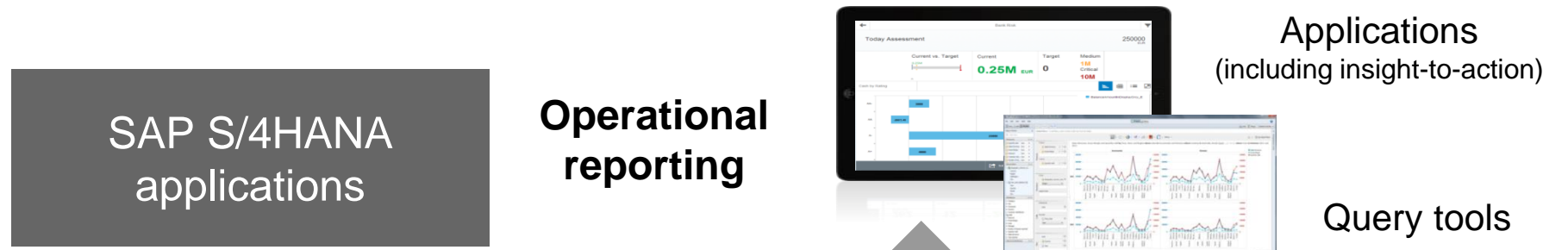


Agility and speed of Innovation Adoption

Smart Business – real-time embedded analytics architecture

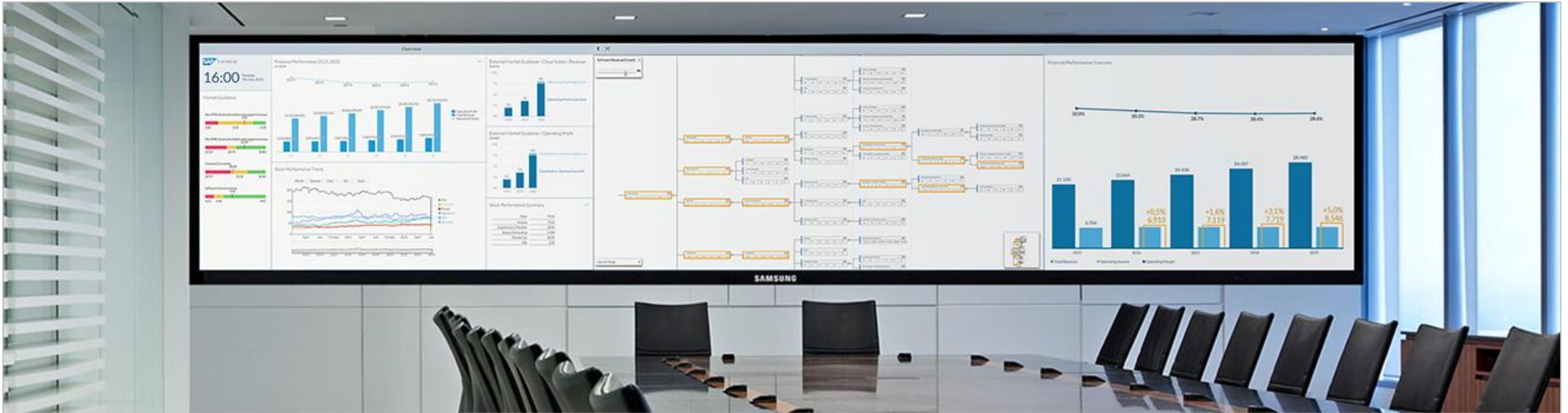
Foundation for new class of applications

Transactional Data
Analytical Data
Enterprise Search



Atomic **Instantaneous** **Predefined**

Redefine Real-time with a Digital Boardroom



Easy to
set up agenda



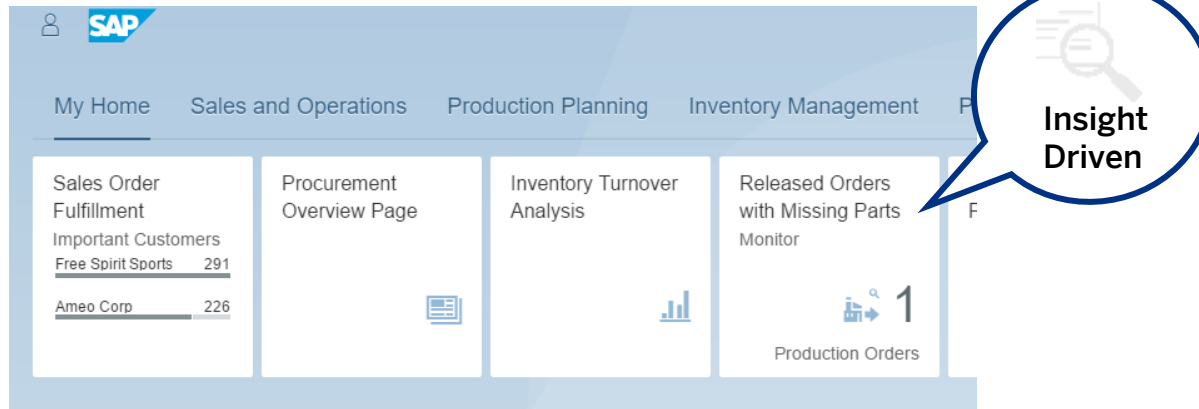
Direct access to single
source of truth



Simulation capability
(what-if analysis)

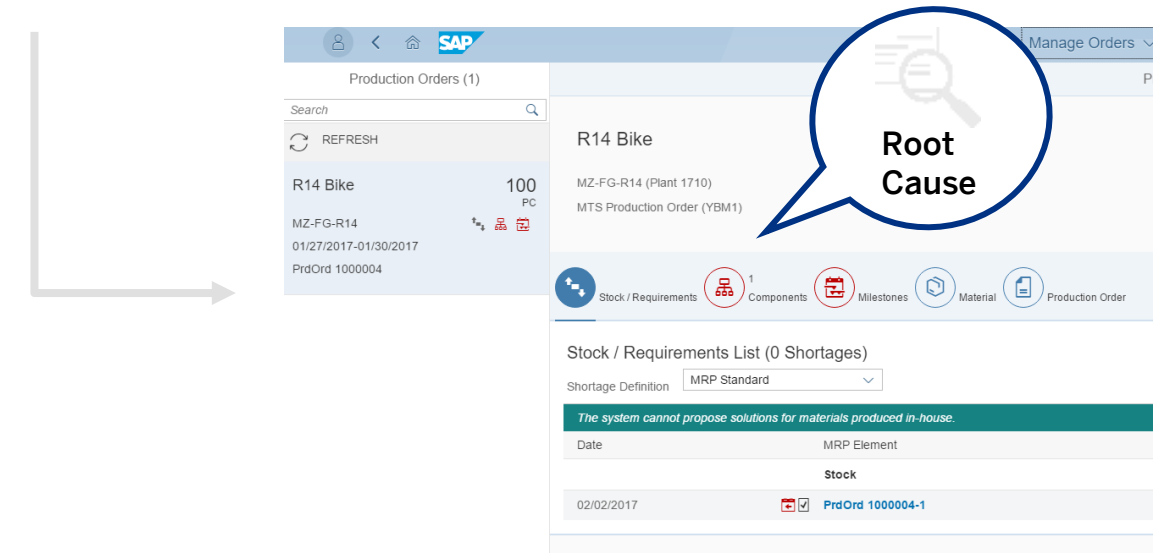
The Digital Core: Insight to Action

Exception-based Handling to Domesticate the Digital Dragon



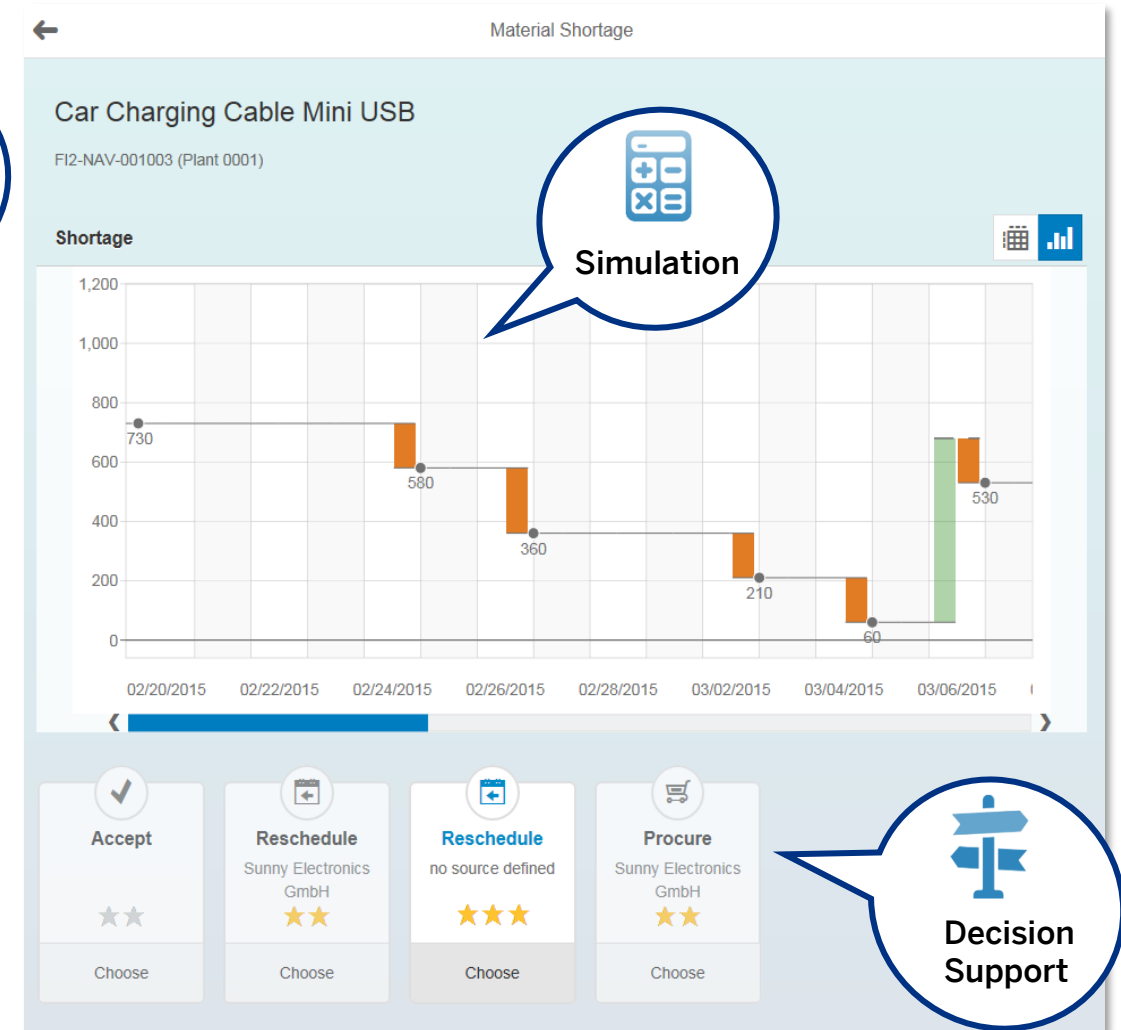
SAP dashboard overview showing navigation tabs: My Home, Sales and Operations, Production Planning, Inventory Management. Key cards include: Sales Order Fulfillment (Important Customers: Free Spirit Sports 291, Ameo Corp 226), Procurement Overview Page, Inventory Turnover Analysis, and Released Orders with Missing Parts Monitor (Production Orders: 1).

Insight Driven



SAP Production Order details for R14 Bike (MZ-FG-R14, Plant 1710). Stock / Requirements List (0 Shortages) shows a shortage of 1 component. A message states: "The system cannot propose solutions for materials produced in-house."

Root Cause



Material Shortage simulation for Car Charging Cable Mini USB (FI2-NAV-001003). The chart shows shortages over time from 02/20/2015 to 03/06/2015. Values: 730, 580, 360, 210, 60, 530.

Simulation

Decision Support options:

- Accept
- Reschedule (Sunny Electronics GmbH, 2 stars)
- Reschedule (no source defined, 3 stars)
- Procure (Sunny Electronics GmbH, 2 stars)

Decision Support

Example: Material shortage

The Digital Core: Insight to Action

Exception-based Handling to Domesticate the Digital Dragon

SAP Dashboard Overview:

- My Home
- Sales and Operations
- Production Planning
- Inventory Management

Key Metrics:

- Sales Order Fulfillment: Important Customers (Free Spirit Sports: 291, Ameo Corp: 226)
- Procurement Overview Page
- Inventory Turnover Analysis
- Released Orders with Missing Parts Monitor: 1 Production Order

Insight Driven

Production Orders (1) - R14 Bike

Search: R14 Bike (100 PC)
MZ-FG-R14
01/27/2017-01/30/2017
PrdOrd 1000004

Details: MZ-FG-R14 (Plant 1710), MTS Production Order (YBM1)

Navigation: Stock / Requirements, Components, Milestones, Material, Production Order

Stock / Requirements List (0 Shortages)
Shortage Definition: MRP Standard

The system cannot propose solutions for materials produced in-house.

Date	MRP Element	Stock
02/02/2017	PrdOrd 1000004-1	

Root Cause

Material Shortage - Car Charging Cable Mini USB (FI2-NAV-001003)

Shortage Chart: 730 (02/20/2015), 210 (03/04/2015), 60 (03/06/2015), 530 (03/06/2015)

Mobile App Options:

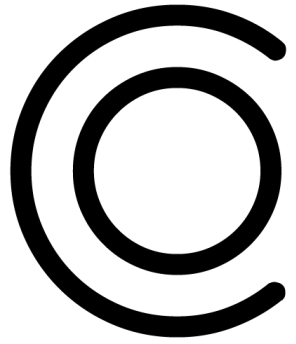
- Reschedule (no source defined, 3 stars)
- Procure (Sunny Electronics GmbH, 2 stars)

Bottom Bar Options:

- Accept (2 stars)
- Reschedule (Sunny Electronics GmbH, 2 stars)
- no source defined (3 stars)
- Sunny Electronics GmbH (2 stars)

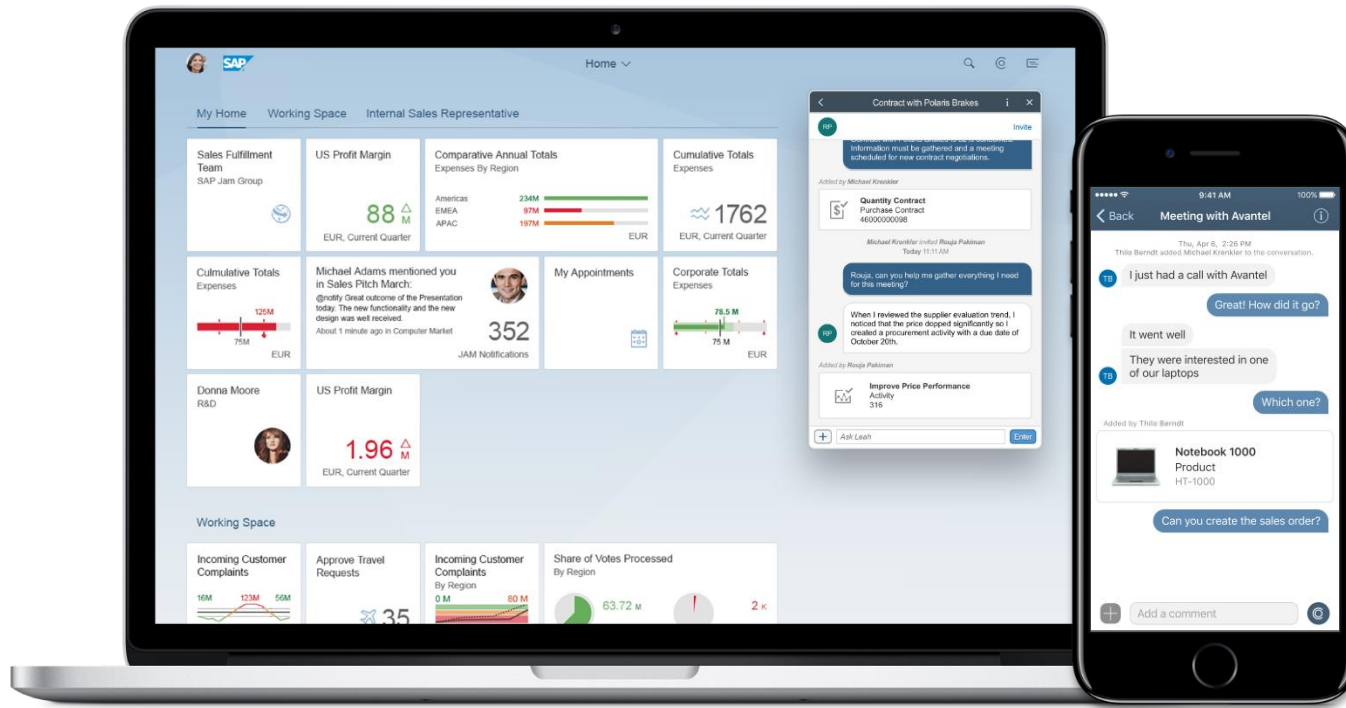
Decision Support

Lean architecture of a digital core



SAP CoPilot

The Digital Assistant for the Enterprise



Business context awareness

Conversational (multi-modal) UI

Continuity across devices

Functional extensibility

https://video.sap.com/media/t/1_q1tt93fw



Evaluate Suppliers



Employee Self Services

Create Purchase Requisition



My Purchase Requisitions



Confirm Receipt of Goods



Upd Supplier In



Procurement-Related Activities

Process Tasks Procurement



0

Open Tasks

©

⌂

×

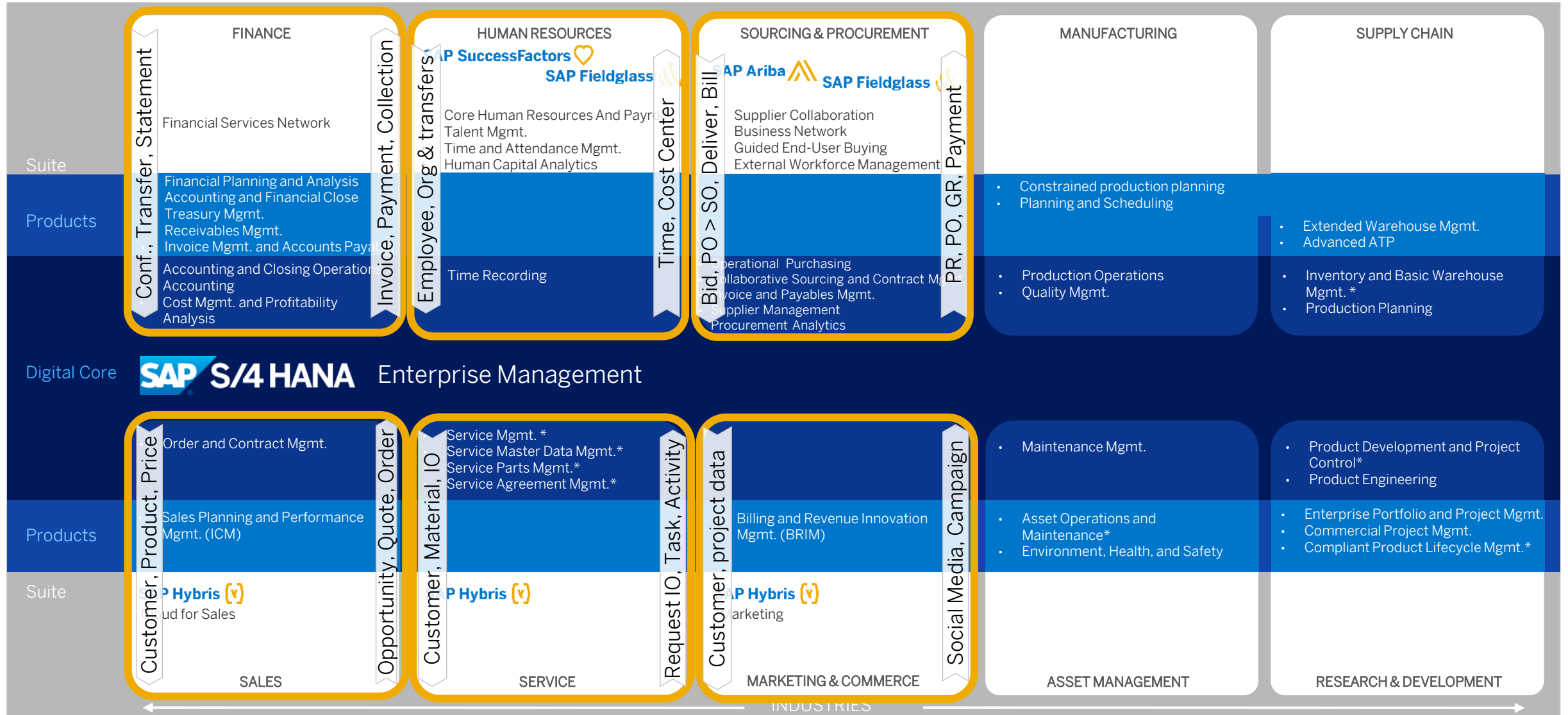
Hello Thomas,
What can I help you with today?

Ask CoPilot...

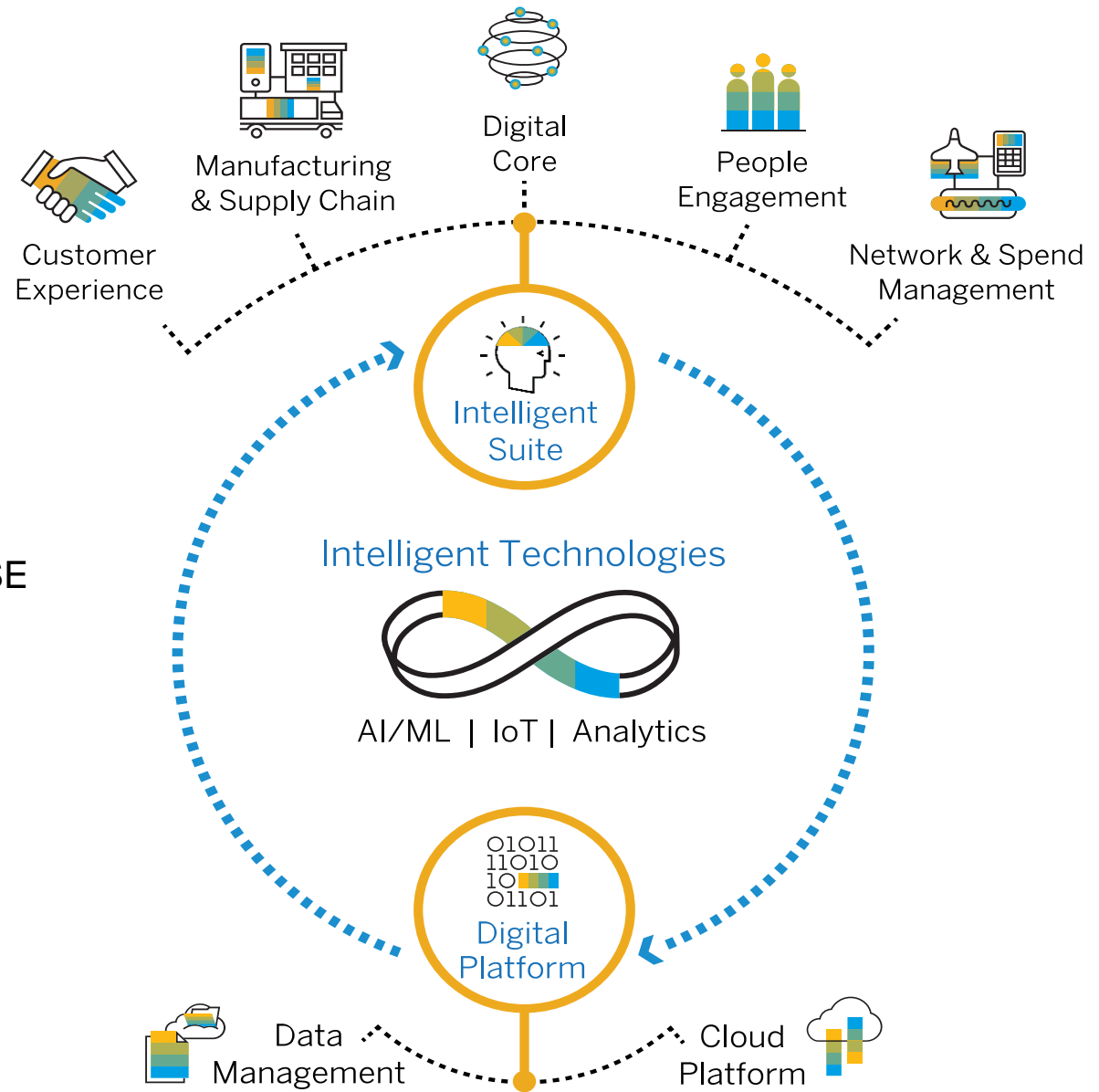
The image shows a dark-themed chat window for an AI assistant. At the top, there are icons for a copyright symbol, a home icon, and a close button. The main content area features a large, glowing circular graphic. Below this, the assistant greets the user by name and asks how it can help. At the bottom, there is a blue microphone icon and a text input field with the placeholder text "Ask CoPilot...".

SAP S/4HANA

Examples with “out-of-the-box” integration



SAP Strategy – Deliver the Intelligent Enterprise



THE INTELLIGENT ENTERPRISE features **3 KEY COMPONENTS**:

1 Intelligent Suite

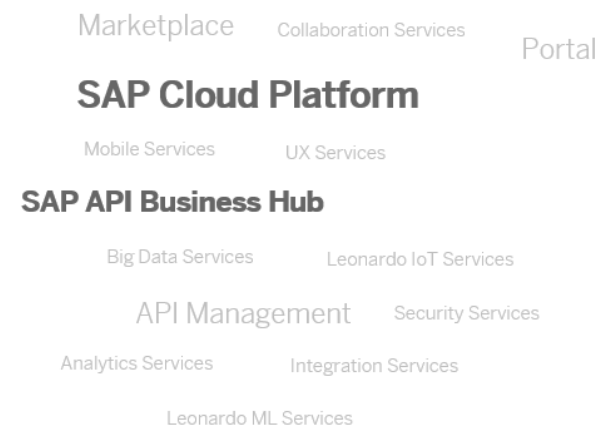
2 Intelligent Technologies

3 Digital Platform

Digital Platform: Unlock data-driven intelligence and innovation

Unified data management to capture real-time value from different types of data

Best-in-class digital platform for new app development, extensions, and integration



Next-generation data management expands SAP HANA in-memory database to address **structured and unstructured data use cases and external data**

SAP HANA powers SAP applications as the foundation of **high-performance data warehousing** and analytics

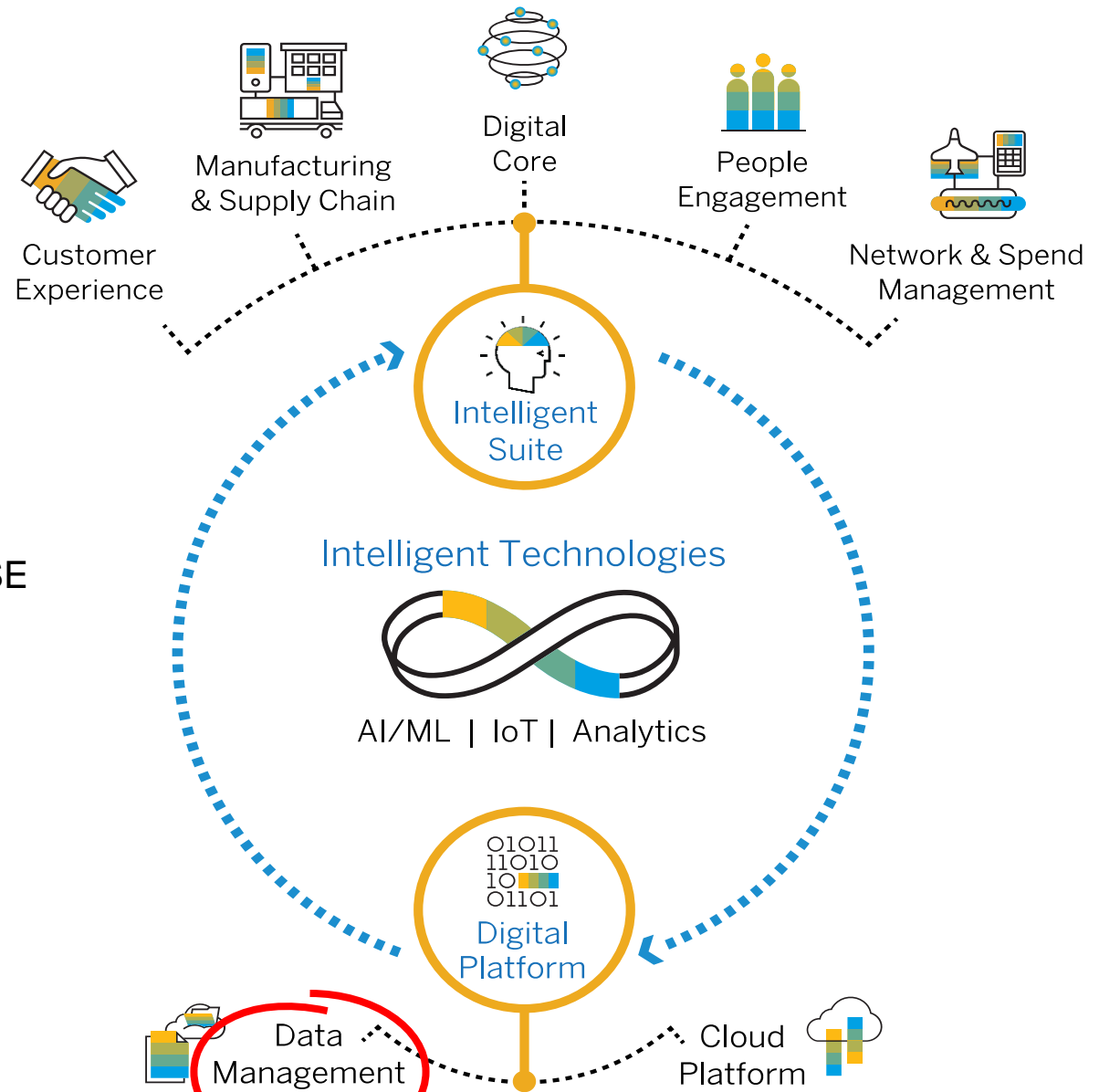
SAP Data Hub provides **data orchestration and metadata management** across heterogeneous data sources

Platform for **extending the business processes** of the Intelligent Suite and enabling new innovations

Delivering deep data and process integrations through **APIs and microservices**

Marketplace for ecosystem to build new innovations leveraging APIs and business services

SAP Strategy – Deliver the Intelligent Enterprise



THE INTELLIGENT ENTERPRISE features **3 KEY COMPONENTS:**

1 Intelligent Suite

2 Intelligent Technologies

3 Digital Platform

SAP HANA: The only all-in-one, in-memory-first data platform

Accelerate with simplicity



SAP HANA

The business data platform for the intelligent enterprise



Real-time analytics on live transactions without data duplication



Built-in advanced analytics and multi-model processing



In-memory-first dynamic data storage management

Virtually or physical connect to all data from any source



Modern application development



Enterprise-ready security and reliability 24/7



Benefits

- High performance and reliable operations for traditional and new applications
- Simplified application architectures and IT landscapes with minimal data movements
- Faster time to value by designing and building virtually for immediate business results
- Lower costs with effective management of large data sets

SAP HANA Data Management Suite

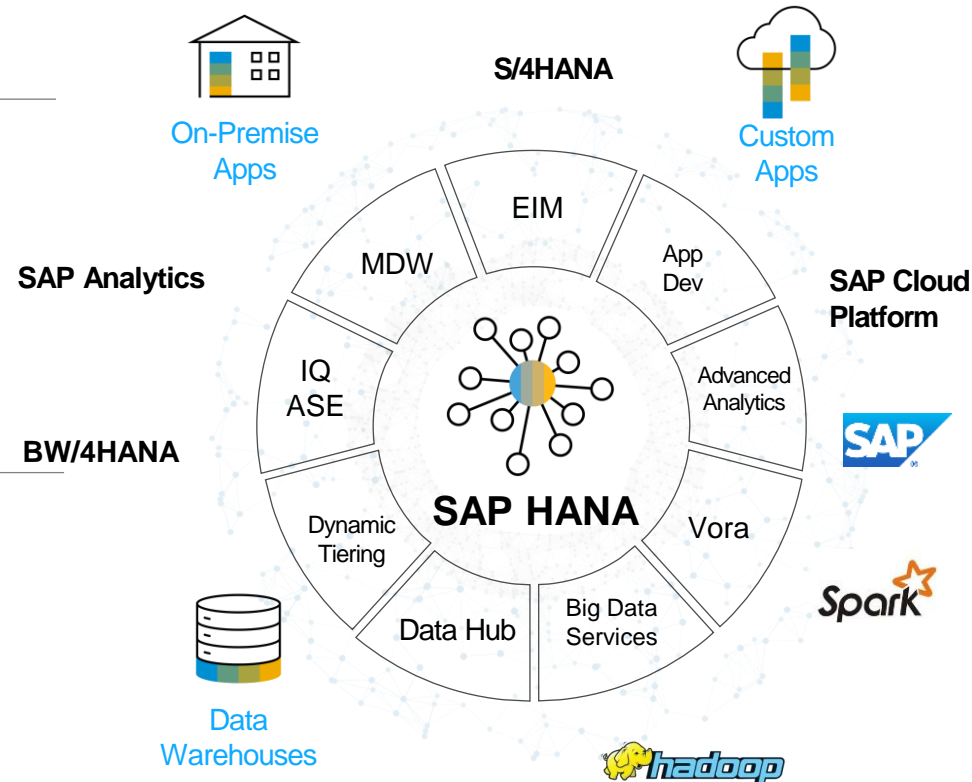
Secure, governed, enterprise-class applications and analytics from a trusted, unified view

Transactional Systems

- Structured Data
- OLTP
- ACID
- 3NF
- Process integration

Data Warehousing

- SQL | Schema First
- OLAP & BI
- EDW / Data Marts
- Hierarchies
- Star Schemas
- Terabyte-scale



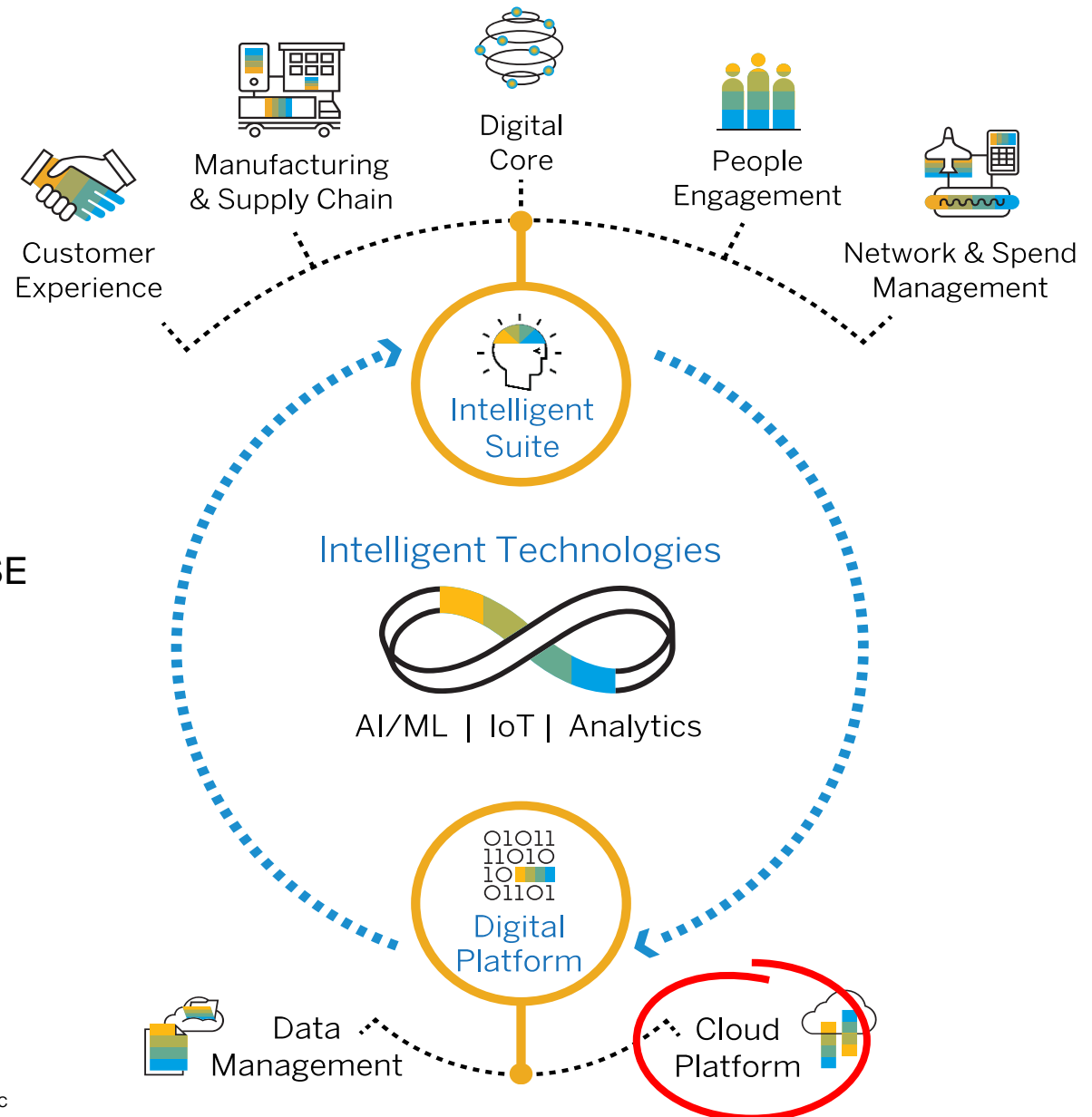
Intelligent Engagements

- Modern UI
- Machine Learning / PA
- IoT / Connected Devices
- Advanced analytics (text, spatial, graph, streaming)

Data Lakes

- Unstructured / Semi-structured
- NoSQL | Schema on Read
- Logs, Clickstreams, Sensor Readings
- Petabyte-scale

SAP Strategy – Deliver the Intelligent Enterprise



THE INTELLIGENT ENTERPRISE features **3 KEY COMPONENTS:**

3 Intelligent Suite

2 Intelligent Technologies

1 Digital Platform

SAP Cloud Platform

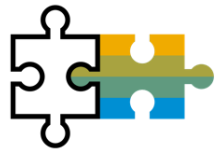
Key Use Cases



Connect

People & Data

Deliver delightful user experiences across various digital touchpoints enabling innovation, without disrupting core business processes



Extend

Cloud & On-Prem Apps

Quickly add new functionality to your existing cloud and on-prem apps to optimize your existing investments



Build

Differentiating Digital Apps

Rapidly build and run new cloud apps, business services and APIs to solve new problems, engage new customers, and drive new revenue



Integrate

Apps, Data & Processes

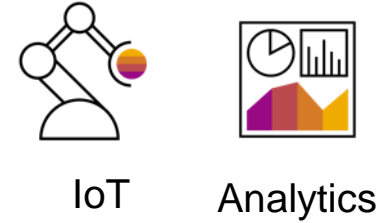
Connect your cloud and on-prem apps to eliminate data silos and make digital access simple, secure, and scalable

Cloud



SAP Hybris (Y) CONCUR
SAP Fieldglass
SAP SuccessFactors
SAP Ariba

SAP S/4HANA



IoT Analytics



Machine learning



Big Data Blockchain

win / build

Differentiating

SAP Leonardo

SAP Cloud Platform

SAP S/4HANA

On premise

run / buy

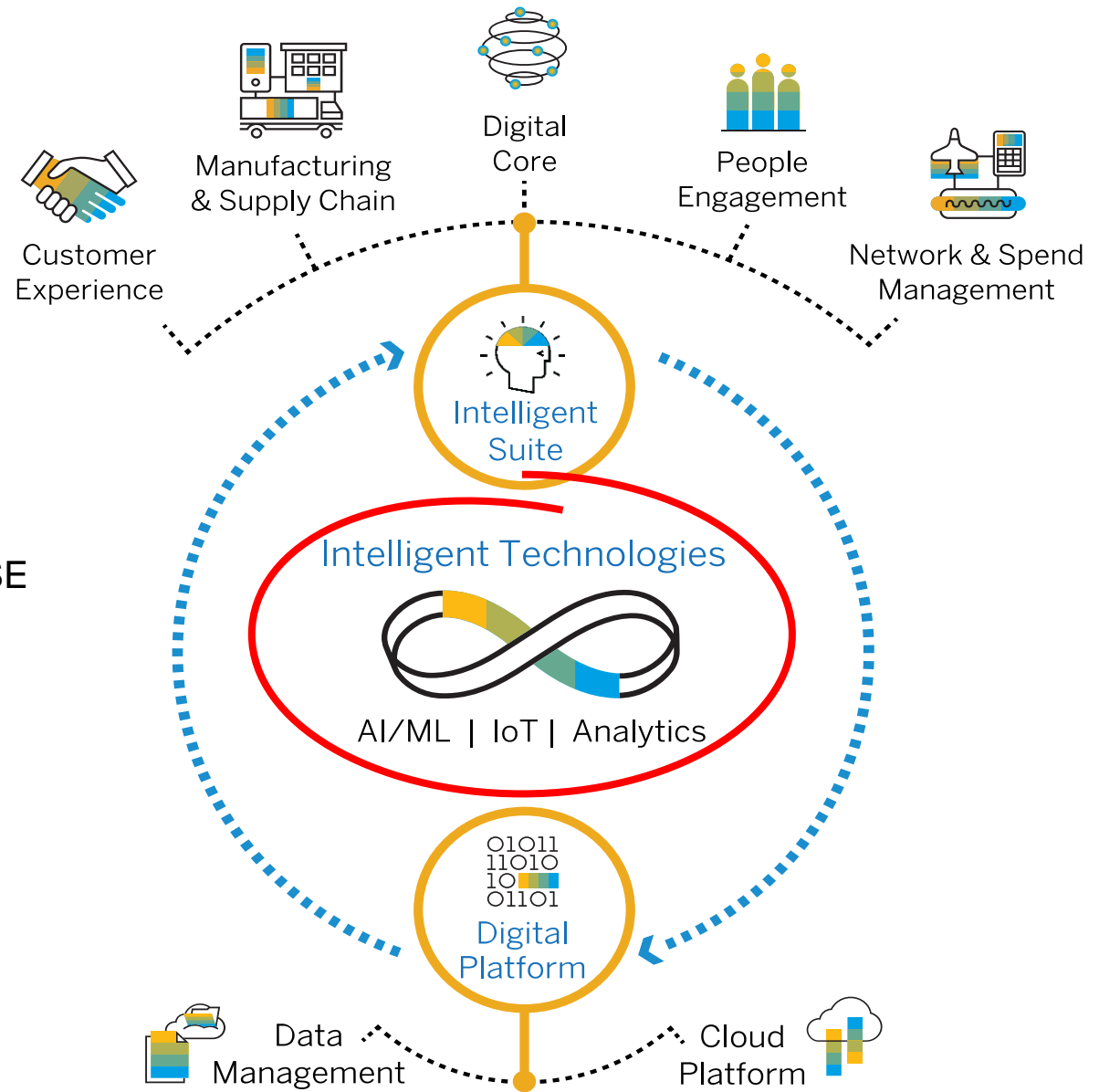
Standardization



SAP Business Suite

SAP Business Warehouse

SAP Strategy – Deliver the Intelligent Enterprise



THE INTELLIGENT ENTERPRISE features **3 KEY COMPONENTS**:

- 3 Intelligent Suite
- 2 Intelligent Technologies
- 1 Digital Platform

Intelligent Technologies: SAP Leonardo everywhere

Core Applications SAP Leonardo embedded

SAP Intelligent Cash Management

SAP Service Ticket Intelligence

SAP Customer Retention

SAP Brand Intelligence

SAP Resume Matching

SAP Global Track and Trace

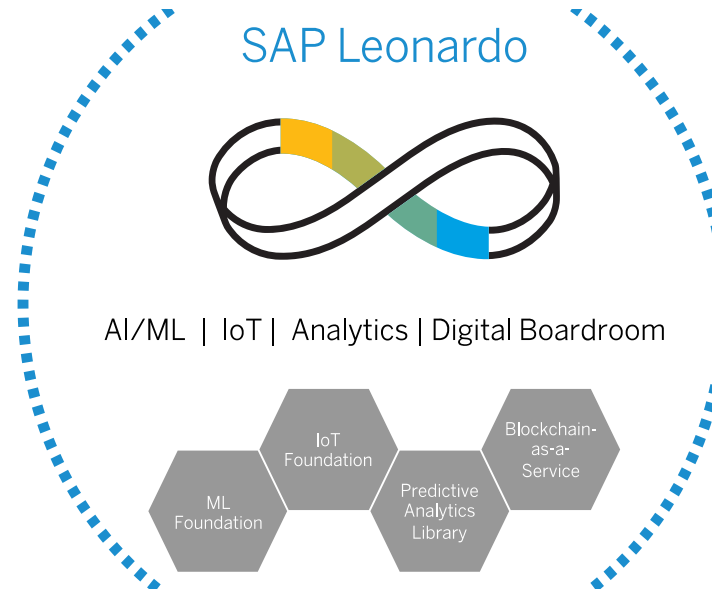
SAP Predictive Engineering Insights

SAP Vehicle Insights

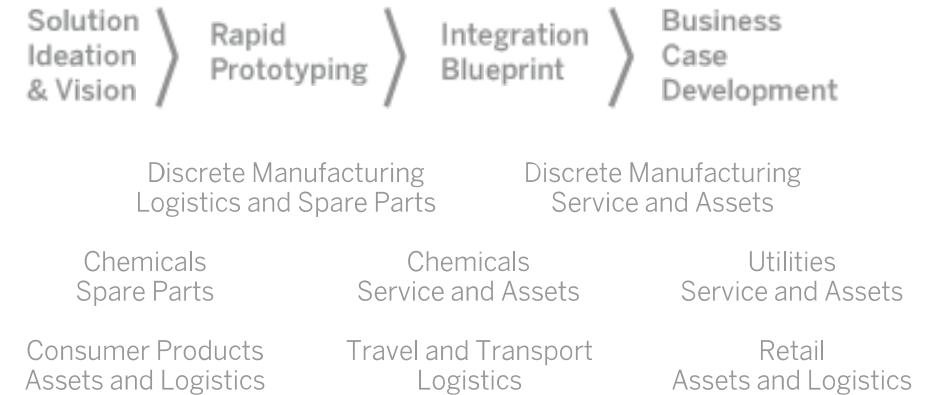
SAP Manufacturing Execution

SAP Asset Intelligence Network

SAP Predictive Maintenance and Service



Industry Innovation Kits Industry-led SAP Design Thinking Methodology



Applications that deliver **intelligence within core business process** (such as intelligent ERP, intelligent HR)

A **toolbox of intelligent technologies** (IoT, AI/ML, Blockchain and Analytics), microservices, and data management tools available over the SAP Cloud Platform to deliver intelligence out of the box as well as through co-innovation

Innovation services combining **design-thinking and industry accelerators** to help ensure customers derive value from innovative new technologies quickly and with reduced risk

Universal analytics and SAP Digital Boardroom solution connecting the enterprise for the CXO

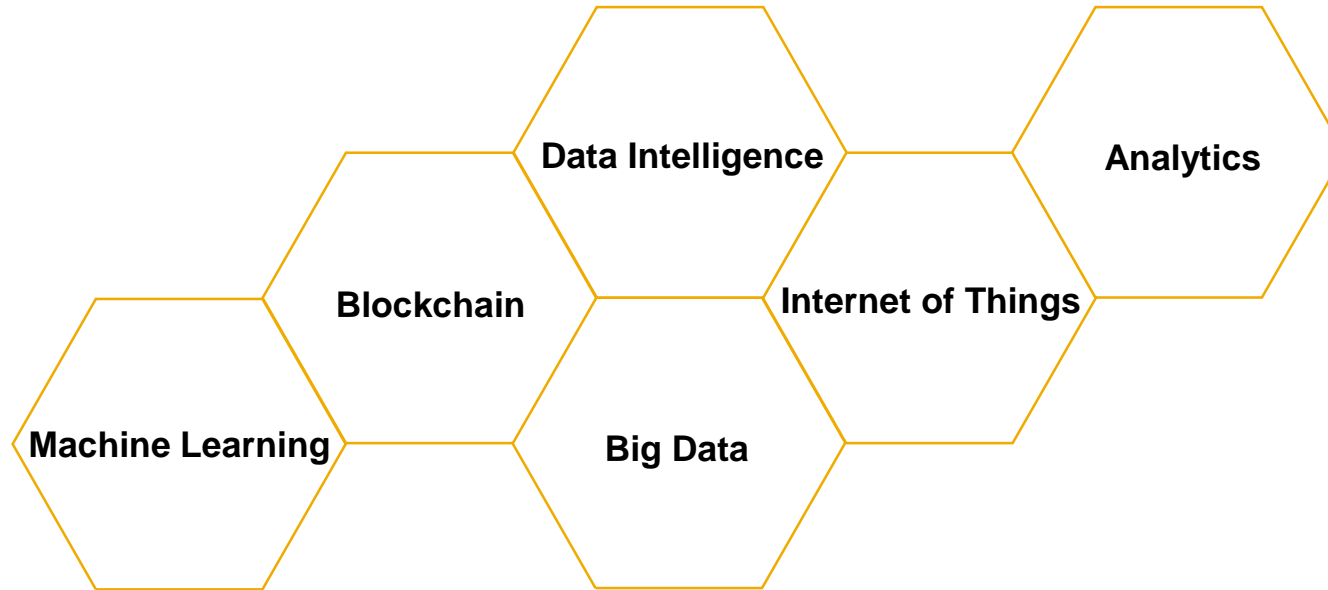
SAP Leonardo: Integrated, Embedded, Pervasive Exponential Tech'



Design-led Innovation



SAP Leonardo Technologies



SAP Cloud Platform

Microservices | Open APIs | Flexible Runtimes | Integration

Data Management

SAP HANA | SAP Data Hub | SAP Vora | Other SAP | Open Source Storages |

- AWS S3
- SWIFT
- Hadoop
- ...

Multi-Cloud Infrastructure

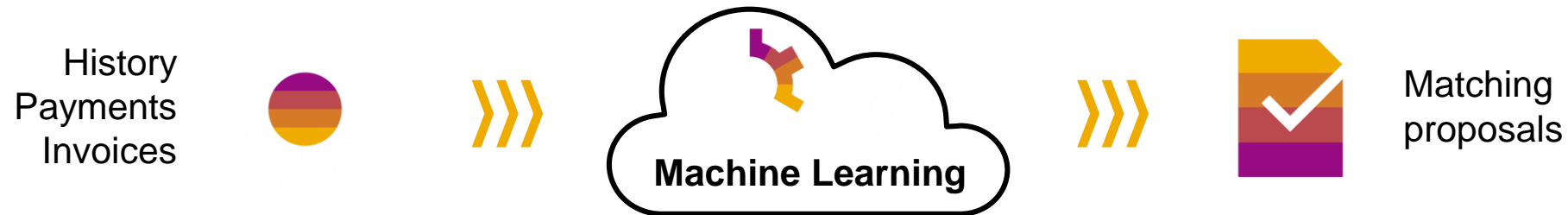


Microsoft Azure



SAP Cash Application

Next-generation intelligent invoice matching powered by machine learning



SAP Cash Application intelligently learns matching criteria from your history and automatically clears payments



Improves days of sales outstanding



Integrated with SAP S/4HANA for reduced TCO and time to value



Allows shared services to scale as the business grows



Empowers finance to focus on strategic tasks and service quality

Short video here: <https://www.youtube.com/watch?v=SB-9bMzCQ1E>

Customer Benchmark Samples

ALPIQ

Company	Country	Proposal Rate	Accuracy
Alpiq AG	Switzerland	87.24%	96.99%
Alpiq Generation (CZ) sro	Czech Rep	98.76%	98.75%
Alpiq Energy SE	Czech Rep	91.56%	100.00%
Alpiq Energie France SAS	France	98.14%	97.33%
ALPIQ Energy SE Branch PL	Poland	91.82%	96.04%
Alpiq Rom Industries S.R.L	Romania	69.30%	95.61%

Proposal Rate

Percentage of bank statement line items where a proposal meeting the configured proposal threshold was returned by the service

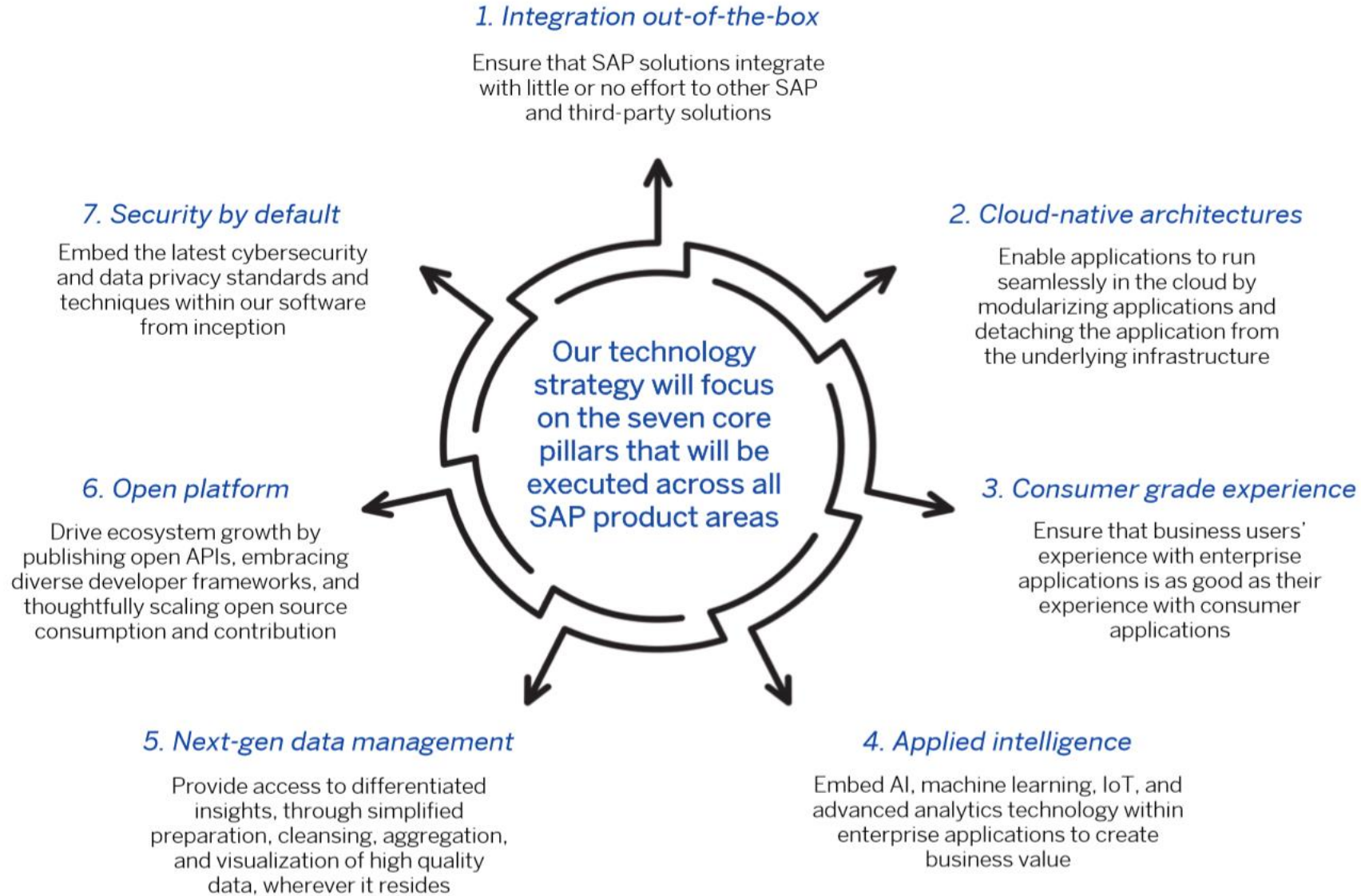
Accuracy (Hit Rate)

Percentage of bank statement line items sent to the service that were correctly predicted



From \approx 70% Matching with RPA to $>$ 90% with SAP ML

Seven Core Technology Pillars for the Intelligent Enterprise





Making Intelligent Enterprise REAL!

One integrated and intelligent
Lead-to-Cash process

Why TopCon Positioning Systems?

Big data, maintenance, utilization

Founded in 1932

Catering to the infrastructure and agriculture sector providing state of art technology

Innovative products aimed at solving the productivity issues to support the world's human requirements for food and housing

Global company with Asia, Europe and America presence



9Bn

Expected population of the planet by 2030



\$60Tn

Needs to be spent to keep up with population growth & infrastructure decay



60%

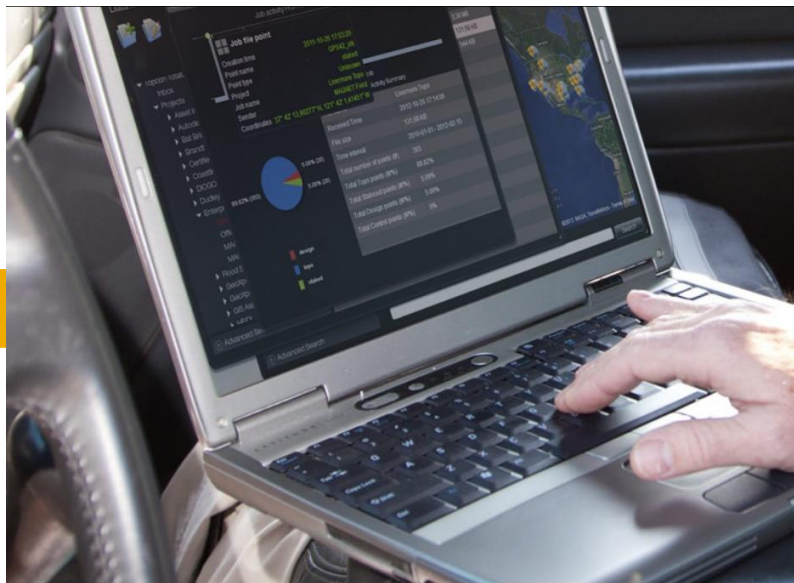
Gap between needs and current capacity

Evolution of TopCon's business models

From land surveying to operating projects



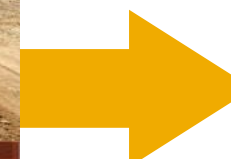
Selling aerial images and data...



Analyzing the images and data for customer advice on construction, agricultural, maintenance projects



Directing the use of heavy equipment and performing remote troubleshooting



Evolution of TopCon's business models

From land surveying to operating projects



Evolution comes at a price...

Overcome obstacles and to innovate



High Cost & Complexity

- Heterogeneous apps
- 9 subsidiaries on different ERP systems
- Higher cost/latency due to limited visibility
- Lack of repeatability between entities: costs



Global Expansion & New Business Models

- Low collaboration with subsidiaries
→ reduced monetization of the Digital Economy
- Subsidiaries need to scale quickly at lower cost

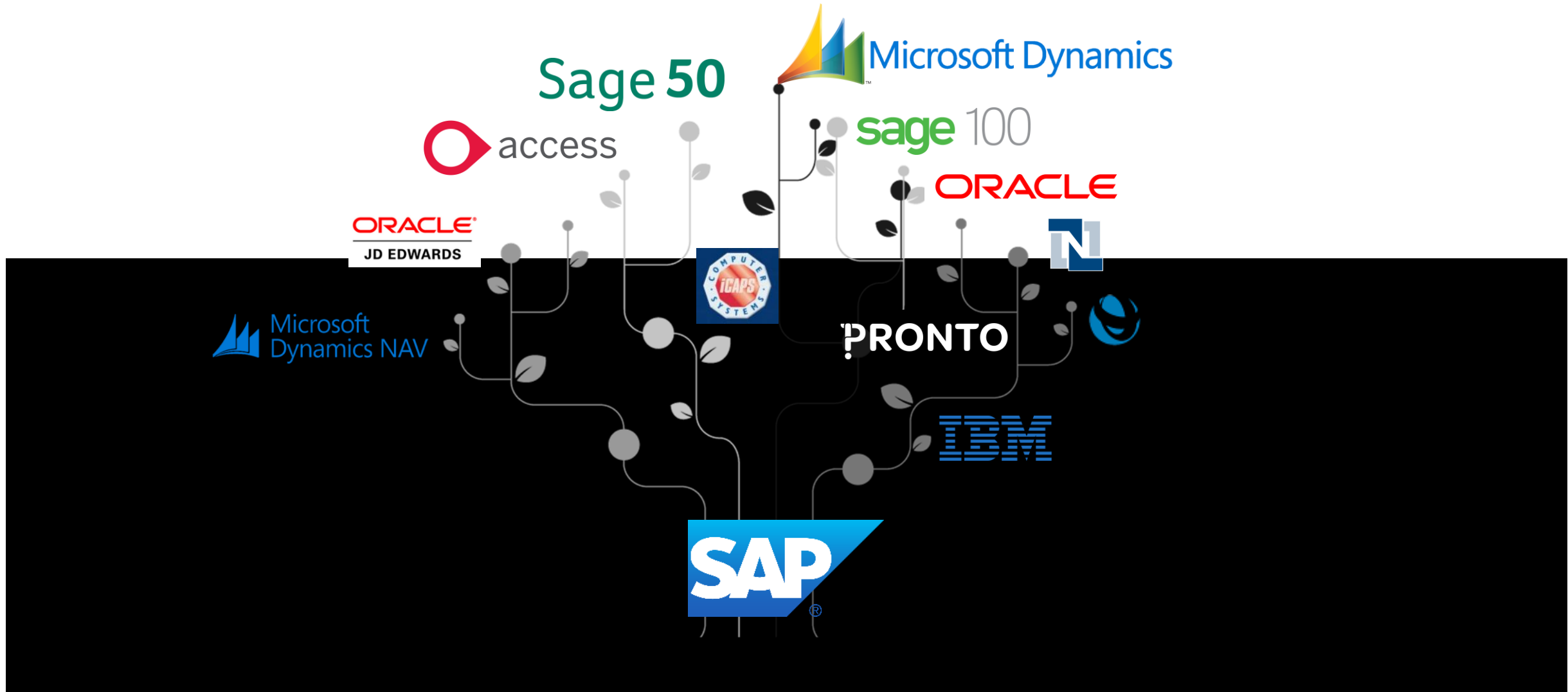


Outperform Competition

- Leverage corporate services across subsidiaries to scale
- Serve customers better via real-time visibility across the entire subsidiary ecosystem

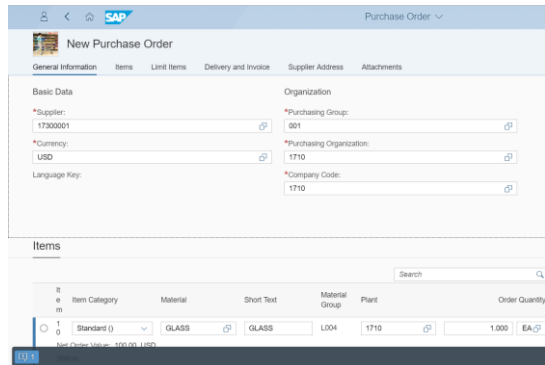
TopCon: legacy landscape

Simplify with SAP!

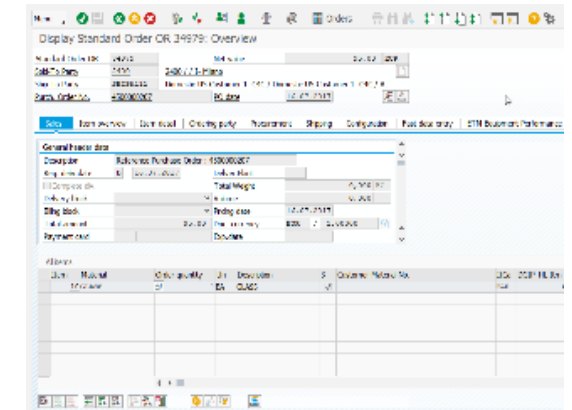
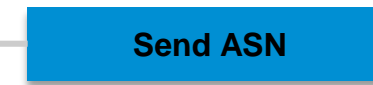
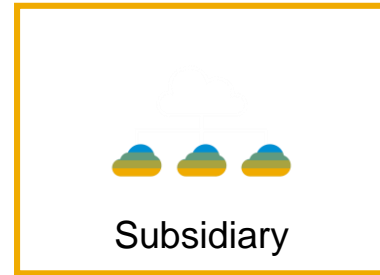


Two-tier solution at TopCon

Enable subsidiaries via new tool



S/4HANA Cloud



ECC

TopCon: HQ-Subsidiary landscape with S/4HANA

Efficient procurement, inventory management, sales

Subsidiary

- Customer order at the local sales office creates follow on documents (Purchase order, sales order, Order Confirmation)
- API to send the PO information for SO creation at HQ

Headquarters

- Creates Sales Order with Sold-to as Sales Office and Ship-to as Customer
- Confirms the delivery date to subsidiary Sales Office

Subsidiary

- Sales Office provides Order Confirmation to customer with confirmed dates

Headquarters

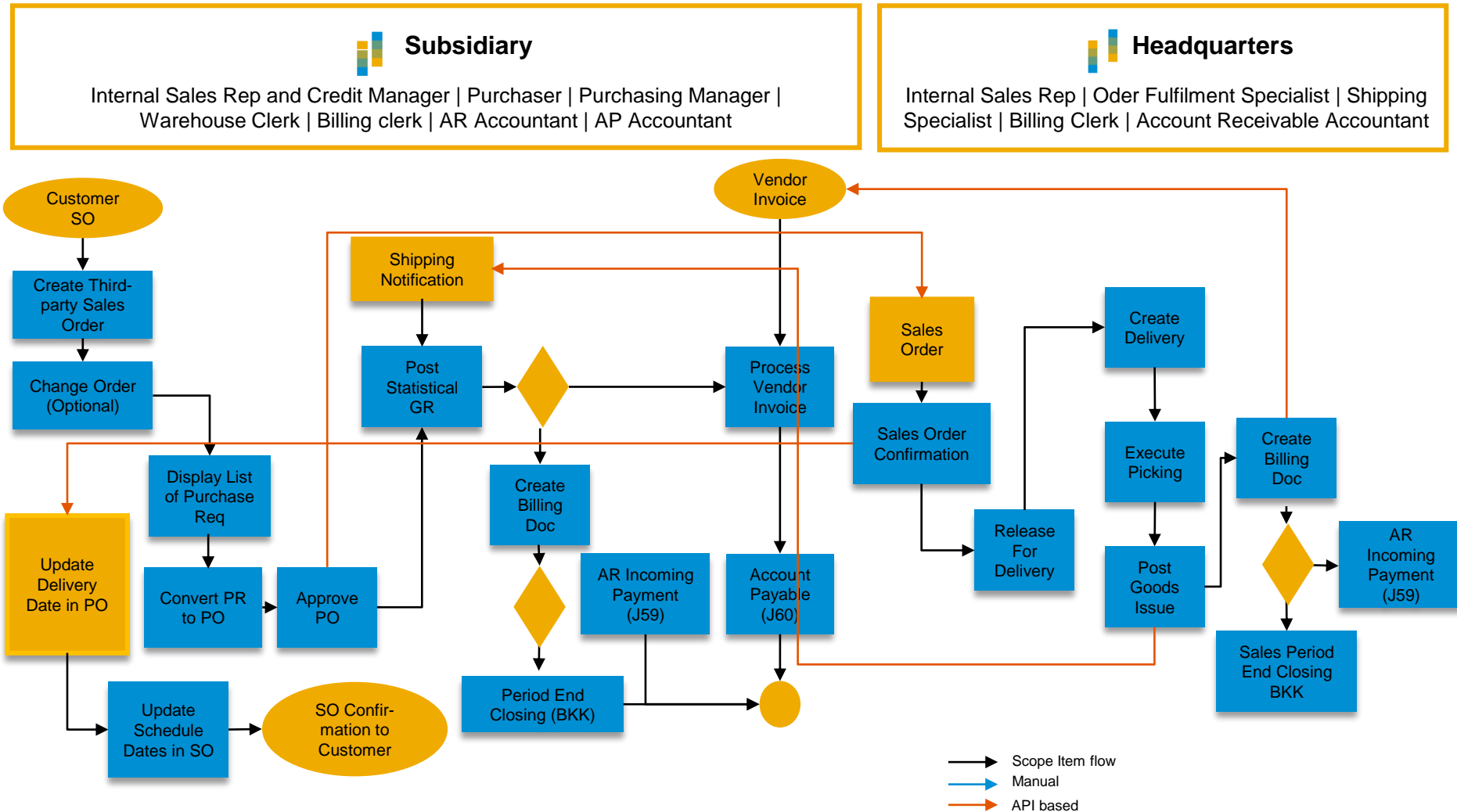
- Post Goods Issue to customer delivery
- ASN to Subsidiary
- Bill to Subsidiary

Subsidiary

- Posts Statistical GR for HQ Drop Shipment
- Customer Billing

Pre-Requisite:

- Subsidiary runs S/4H Cloud
- HQ runs on OP or ECC
- Same Customer Master Data at HQ and Sub



TopCon: S/4HANA impact

Enable further business model innovation



Lower TCO & Ease of Use

- SAP skills/knowledge across 2-tier landscape
- Capitalizing on latest features and continuous innovations to maintain market leadership



Instant Value

- Accelerated go-live for rapid global deployments
- Topcon subsidiaries activated in Two-Tier ERP rollout in Phase 1 (Summer 2018)
- Eliminates duplicate entry (PO, Billing)

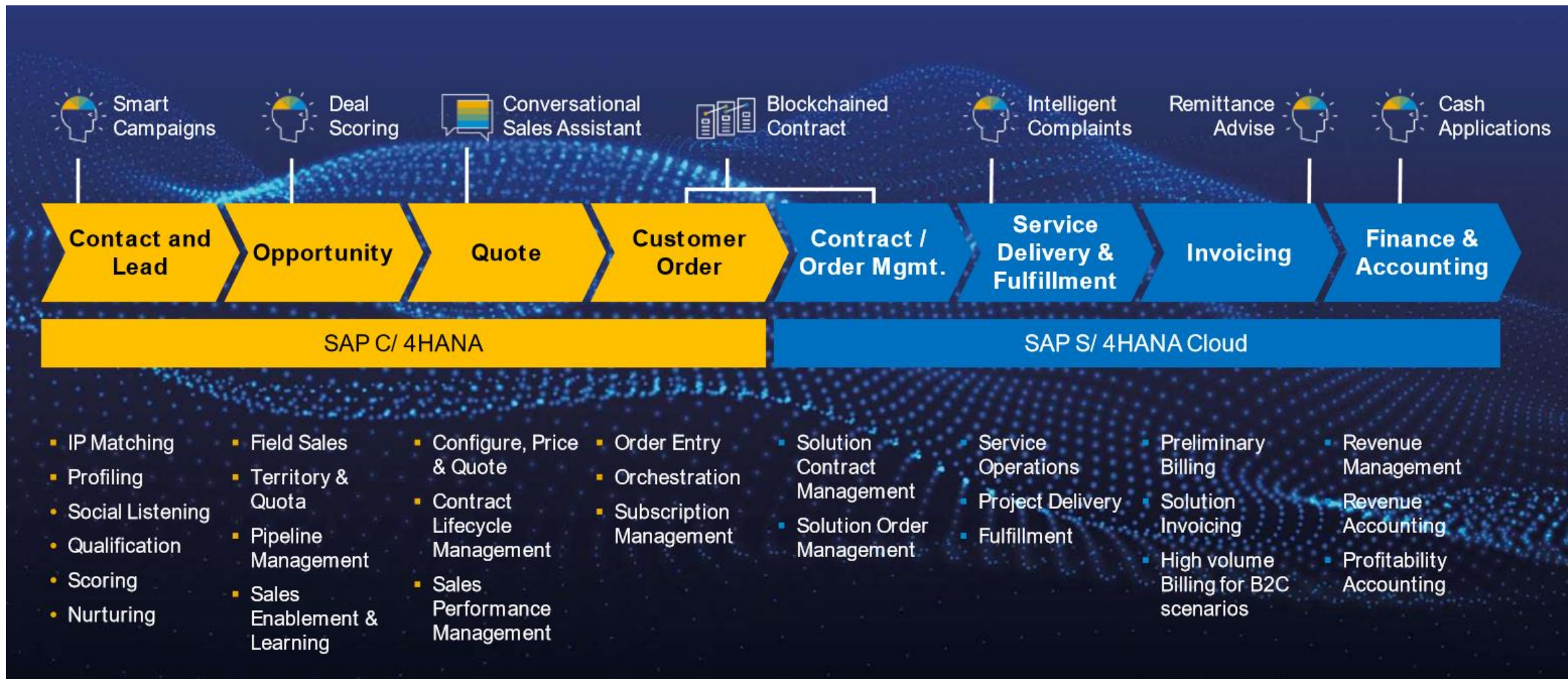


Improved Productivity

- Streamlined & efficient procurement and sales
- Consistent business practices across subsidiaries with reduced risk and complexity
- Integrated material and inventory management
- Data visibility across the entire company

TopCon: what's next?

One integrated and intelligent Lead-to-Cash process





SAP's Continued Industry Leadership

EXAMPLE: Strategic Priorities for Industrial Machinery & Components customers

Customer
centricity



- Rethinking the whole business from the end customer's perspective.

Serving the
"Segment of One"



- Configurability
- Adaptability
- Personalization

Digital
smart products



- Intelligent
- Self-aware

Digital supply chain
& smart factory








- Flexible reaction to changes in demand, supply and resources

Servitization & new
business models



- Aftersales Service
- Value add services
- Usage based charging

Strategic priorities have Implications along the entire value chain

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

EXAMPLE:

Strategic priorities need SAP's Solutions for the Intelligent Enterprise

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

Typical business benefits



SAP S/4 HANA Enterprise Management

S/4 Engines

Internet of Things

Machine Learning

Analytics

Block Chain

Big Data

SAP Cloud Platform

SAP Data Management:

Intelligent Suite

Intelligent Technologies

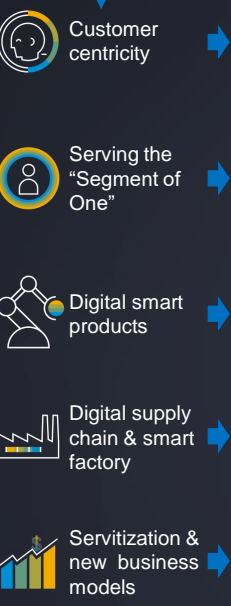
Digital Platform

Intelligent Industrial Machinery & Components enterprises 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**

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

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



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: - 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%

	Digital Core SAP S/4HANA	Intelligent Suite Extensions	Intelligent Technologies
Digital Core SAP S/4HANA	<ul style="list-style-type: none"> Product development and project control Product engineering Embedded software management Classic variant configuration 	<ul style="list-style-type: none"> Enterprise portfolio and project management with embedded commercial project management Product lifecycle management Advanced variant configuration 	<ul style="list-style-type: none"> Product lifecycle costing Intelligent product design
Intelligent Suite Extensions	<ul style="list-style-type: none"> Order and contract management Sales order fulfillment cockpit User experience and interface solutions Settlement management 	<ul style="list-style-type: none"> Sales planning and performance management Billing and revenue innovation management 	<ul style="list-style-type: none"> Brand impact
Intelligent Technologies	<ul style="list-style-type: none"> Basic inventory, warehousing, and transportation Production planning Real-time inventory management Multilevel goods receipt 	<ul style="list-style-type: none"> Extended production scheduling and delivery planning Advanced inventory, warehousing, and transportation Advanced order promising (AATP) 	<ul style="list-style-type: none"> Global track and trace Vehicle insights
Digital Platform	<ul style="list-style-type: none"> MRP live Production operations Quality management Manufacturing insights 	<ul style="list-style-type: none"> Complex manufacturing Demand driven MRP Extended production scheduling and delivery planning 	<ul style="list-style-type: none"> Plant connectivity Distributed manufacturing Digital manufacturing insights (incl. Predictive Quality)
Intelligent Suite	<ul style="list-style-type: none"> Service master data and agreement management Production operations and processes Service parts management 	<ul style="list-style-type: none"> Service Commerce Revenue 	<ul style="list-style-type: none"> Asset intelligence network Predictive maintenance and service Service ticket intelligence
Digital Platform	<ul style="list-style-type: none"> Sourcing and contract management Operational and service procurement Invoice and payables management Supplier management Procurement analytics 	<ul style="list-style-type: none"> Extended procurement 	<ul style="list-style-type: none"> Contract consumption Supply base optimization
Intelligent Suite	<ul style="list-style-type: none"> Core accounting Cost management and profitability analysis Basic financial operations 	<ul style="list-style-type: none"> Financial planning and analysis Accounting and financial close Treasury management Commodity management Governance, risk, and compliance 	<ul style="list-style-type: none"> Digital boardroom Accounts payable Cash application
Digital Platform	<ul style="list-style-type: none"> Time recording 	<ul style="list-style-type: none"> Governance, risk, and compliance Financial services network Digital payments add-on 	<ul style="list-style-type: none"> Resume matching Job matching Job standardization



In Summary...

Unstoppable, Inescapable, Unplannable Disruption

NEUROMORPHIC COMPUTING SELF-HEALING MATERIALS CYBER-CRIMES TECHNOLOGICAL UNEMPLOYMENT CIRCULAR ECONOMY
CYBER BIOTECH CRYPTOCURRENCY FOMO VIRTUALISATION GPUs ARTIFICIAL INTELLIGENCE INTERNET OF THINGS DIGITAL ASSISTANTS
SECURITY CUIs SOCIAL DIGITAL ETHICS 3D PRINTING INTELLIGENCE ROBOTICS AR & VR BIOTECH
APIs & MICRO SERVICES GIG ECONOMY NANO-TECHNOLOGY
CRISPR-CAS9 GRAPHENE SPACE X IN MEMORY GenZ NLP CLOUD MACHINE LEARNING
HYPERCONNECTIVITY ACQUHIREMENTS 5G COMPUTING B2B MARKETPLACES
RENEWABLE ENERGY UBI GRAVITATIONAL WAVES BLOCKCHAIN MOBILITY BIG DATA

The Digital Revolution disrupts all of our assumptions, wisdoms, practices



SAP embodies:



Process & Integration Expertise

77% of the World's Transaction Revenue



Industry & LoB Experience

25 Industries

12 Lines-of-Business



Thriving Global & Local Ecosystem

16,300 SAP Partner Companies



Global Reach

404k+ Customers

180 Countries

SAP – here to help YOUR COMPANY become an Intelligent Enterprise

Your Aspirations & Objectives

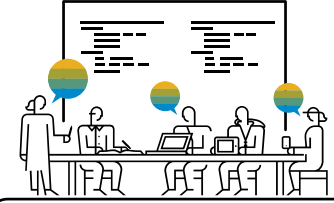
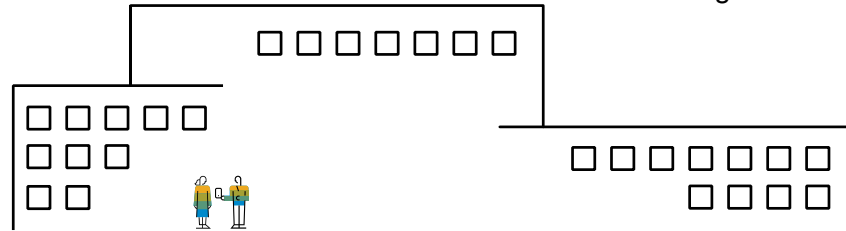
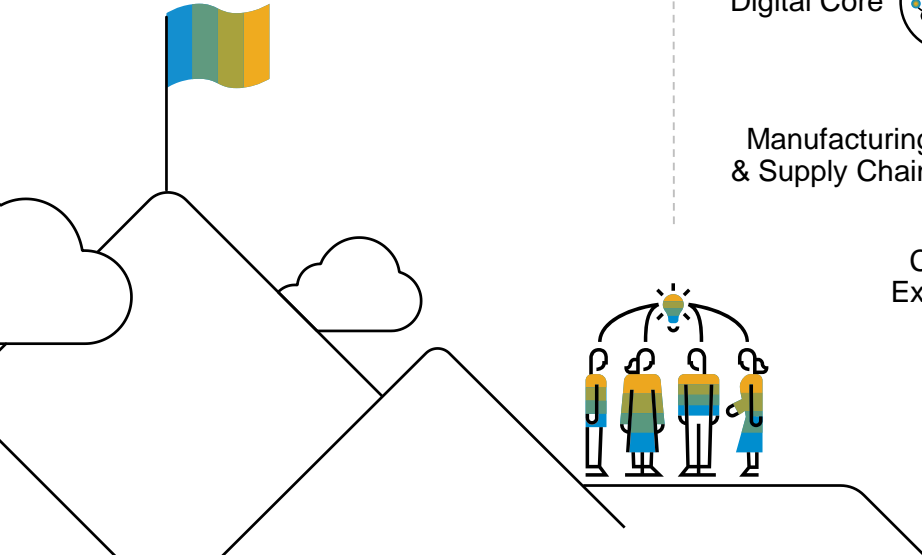
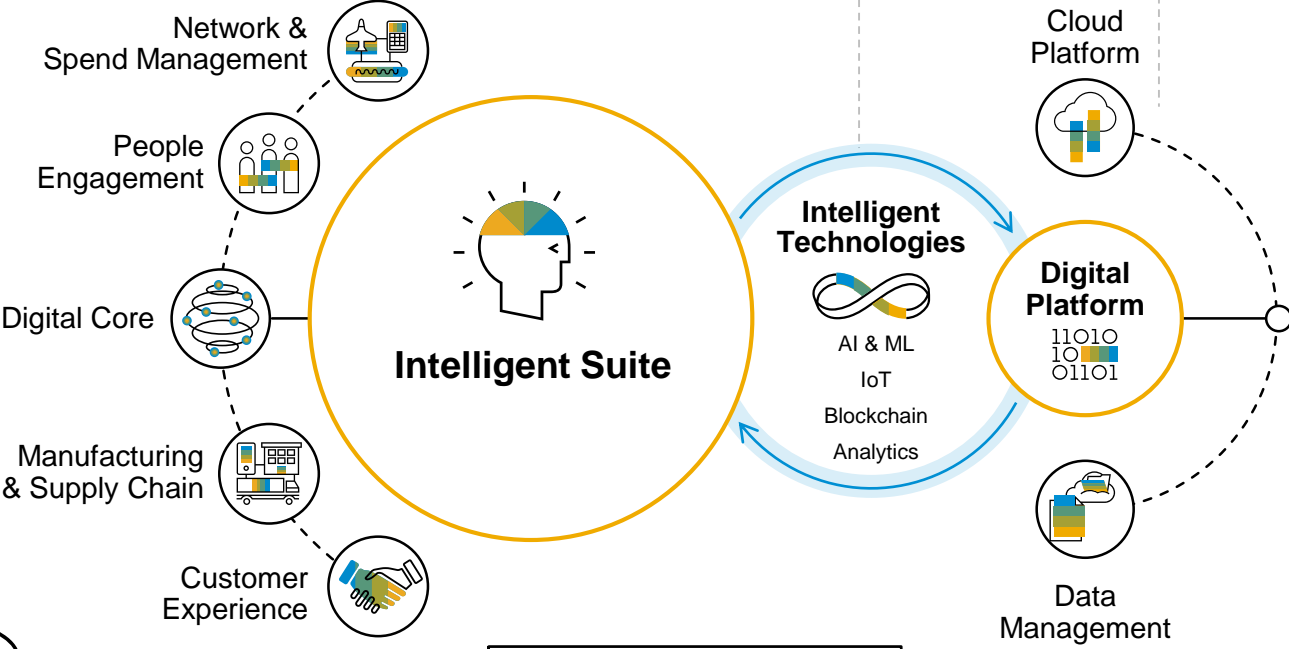
SAP & Partner Capabilities and Experience

SAP's Intelligent Suite

SAP Leonardo Intelligent Technologies

The SAP Digital Platform

Methods & Tools for Moving Forward



A black and white close-up portrait of Peter Drucker. He is looking slightly to the right of the camera with a thoughtful expression. He is holding a pair of glasses in his right hand, with the frames resting near his chin. The background is a plain, dark grey color.

Let's shape the Future together

Trying to predict the future is like trying to drive down a country road at night with no lights while looking out the back window. **The best way to predict the future is to create it.**

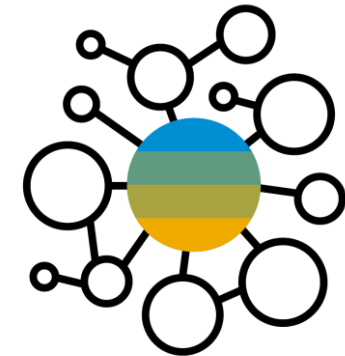
Peter Drucker

Thank you!

Contact information:

William 'Bill' Bowers
GVP Solution Management –
S/4HANA
SAP SE, Walldorf GERMANY
W: +49 6227 765430
M: +49 160 904 32611
william.bowers@sap.com

Questions?



THE BEST RUN



© 2017 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See <http://global.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.