SAP Innovation And Optimization Pathfinder
Line of Business Edition

AFSUG Webinar

Wassilios Lolas, Customer Value Experience – SAP Digital Business Services
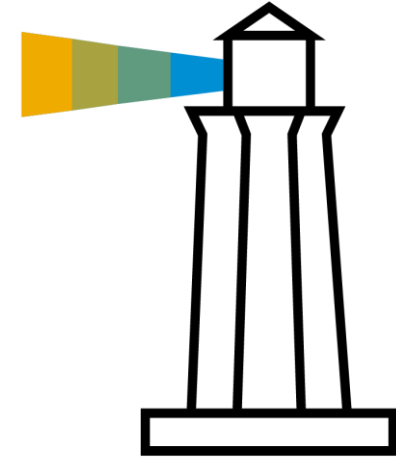November 5, 2018

PUBLIC

Agenda

Introduction and Overview

- Customer Challenges
- Solution
- How to Read the Report

Example: SAP Innovation and Optimization Pathfinder – Finance Edition

How to Request the Report

Summary
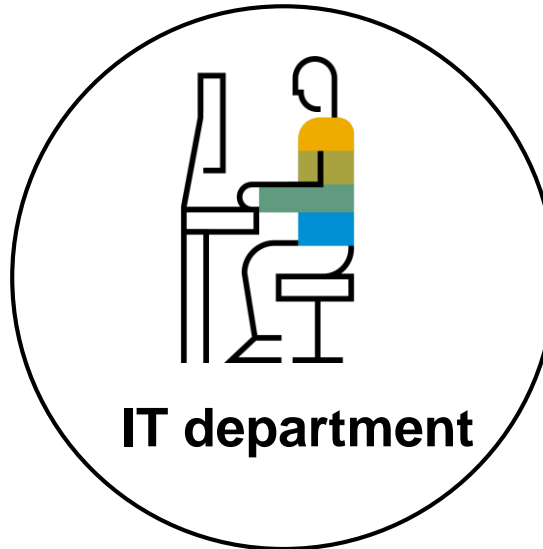
Digital transformation calls for optimized IT assets

Searching for the best way to meet line-of-business needs and support strategic digitalization goals

Business Innovation

Fulfill business demand for new functionalities and improve business processes

Simplification of IT

Improve IT operations and reduce total cost of ownership

IT department

Digital transformation

Prepare and expand skill sets and capabilities.

Continuous value

Deliver value to the business consistently, allowing transformation to happen over time.

How To Identify Improvement and Innovation Opportunities?
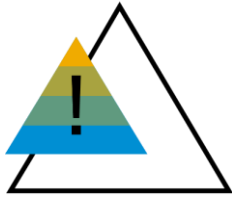
SAP offers a broad portfolio for customers:

- 1,000+ user experience apps

- 800+ SAP enhancement package innovations

- 1,250+ preconfigured business and IT performance metrics

- 1,300+ SAP Enterprise Support deliverables that help optimize IT and business processes

- Vast range of premium engagement and service offerings

- Various solutions for the cloud and SAP S/4HANA

- **Which innovations are relevant?**

- **How can we realize the full potential of our investment in SAP software and services?**

- **What are the next steps to take advantage of a vast portfolio of service and support offerings from SAP?**

SAP Innovation and Optimization Pathfinder for IT

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

System-specific improvement and innovation opportunities based on the customer's current core SAP ERP system usage, business & IT performance
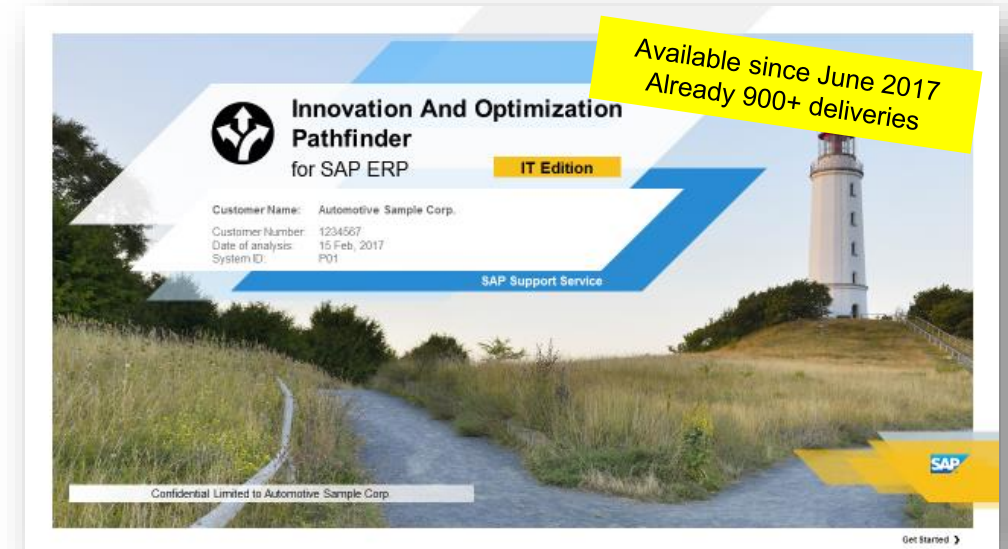
Industry benchmarks and recommendations for business and IT to optimize SAP solutions, or to implement software and cloud innovations using relevant SAP Enterprise Support or SAP Services offering

Interactive report navigates decision makers to relevant information, services and tools

Free-of-charge for customers on SAP maintenance

Innovation And Optimization
Pathfinder
for SAP ERP

IT Edition

Customer Name: Automotive Sample Corp.
Customer Number: 1234567
Date of analysis: 15 Feb, 2017
System ID: P01

SAP Support Service

Confidential Limited to Automotive Sample Corp.

Get Started ❯

Available since June 2017 Already 900+ deliveries

**Request your own report:
www.sap.com/Pathfinder**

Pathfinder Customer Success
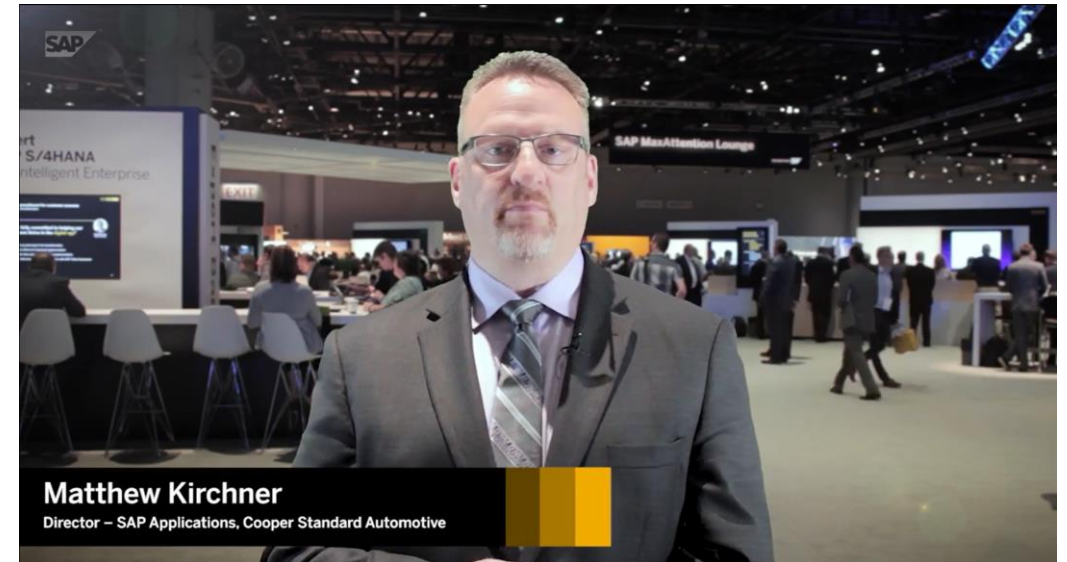## Identify opportunities and strengthen collaboration with business executives

"We were able to quickly gain consensus with our business"
Peter Monaghan, IT Manager
Breakthru Beverage Group
link to video

"Pathfinder made it easier to prioritize our SAP initiatives and secure buy-in from our business stakeholders"
Matthew Kirchner, Director SAP Applications
Cooper Standard Automotive
link to video

"**The SAP Innovation and Optimization Pathfinder report identified the most promising areas for investment, helping us reach our targets for IT and business-process improvement as well as innovation.**"

Maurizio Caiazza, Infrastructure Management and Technical Architecture, Coop Consorzio Nord Ovest

Coop Consorzio Nord Ovest used SAP® Enterprise Support services to help it identify how to best direct time and resources to encourage innovation adoption and improve efficiency. SAP Innovation and Optimization Pathfinder revealed how the organization compared with industry peers and provided complete guidance for each relevant topic. The benefits achieved include 100% higher customer satisfaction.

NEW: SAP Innovation and Optimization Pathfinder for Line of Business
Customer-specific insights & recommendations for decision makers in six lines of business

Improvement and innovation opportunities by line of business
Based on your core SAP ERP system usage, and business performance measurements

Industry insights, benchmarks and best practices
Optimize and innovate each line of business in your company
using relevant SAP Solutions and offerings from SAP Support and Services

Interactive report with tailored recommendations
Get actionable next steps to engage effectively with decision makers

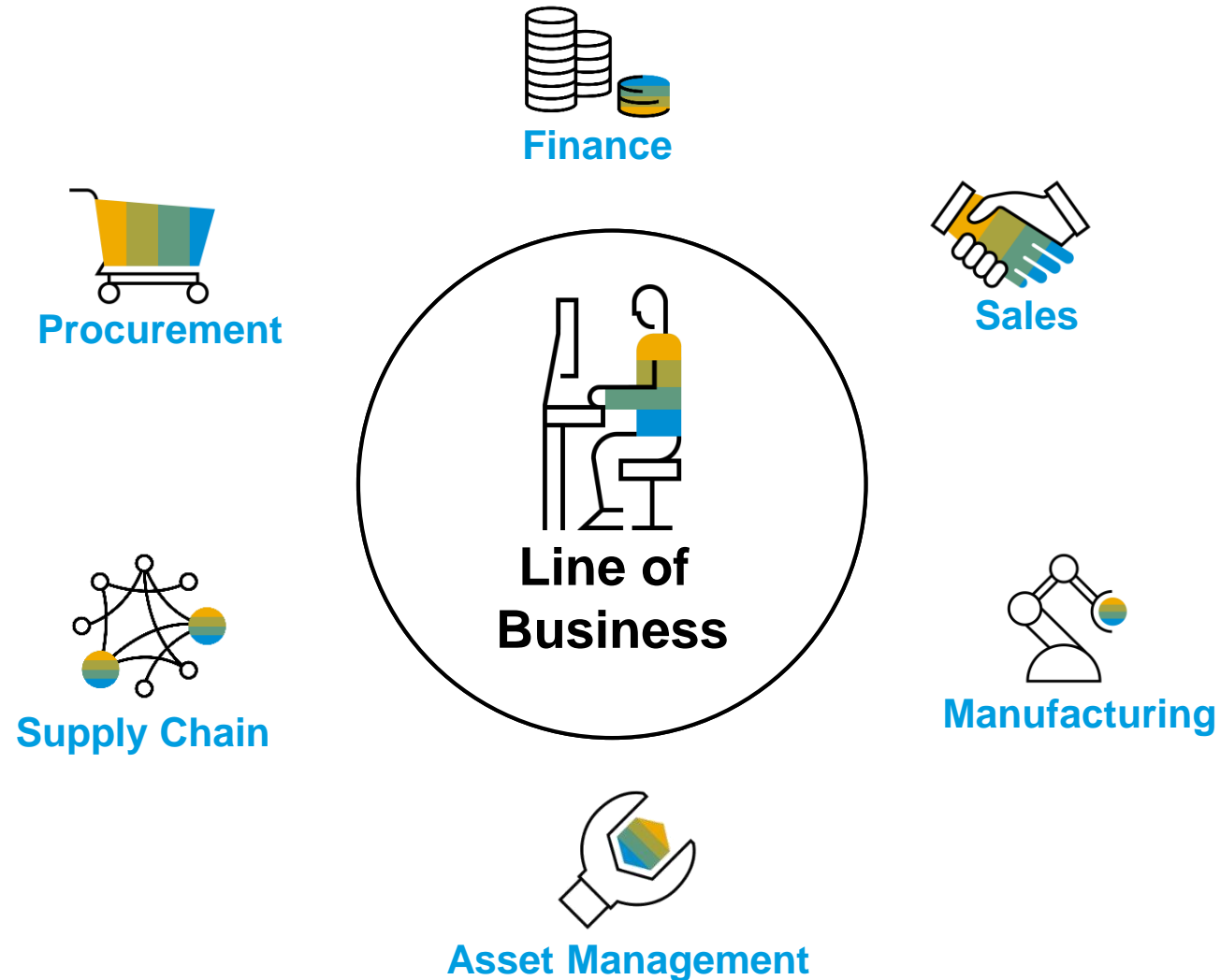**Available for 6 lines of business**
Finance, Sales, Procurement, Manufacturing, Supply Chain, and Asset Management

Free-of-charge for all customers on SAP maintenance
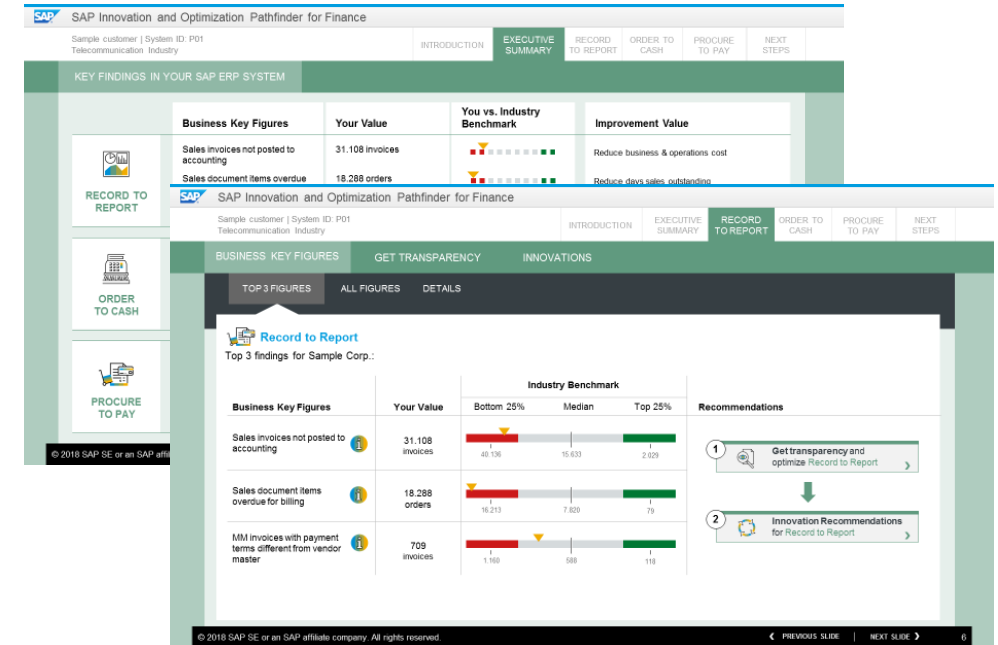
Discover the value SAP can bring to your Line of Business
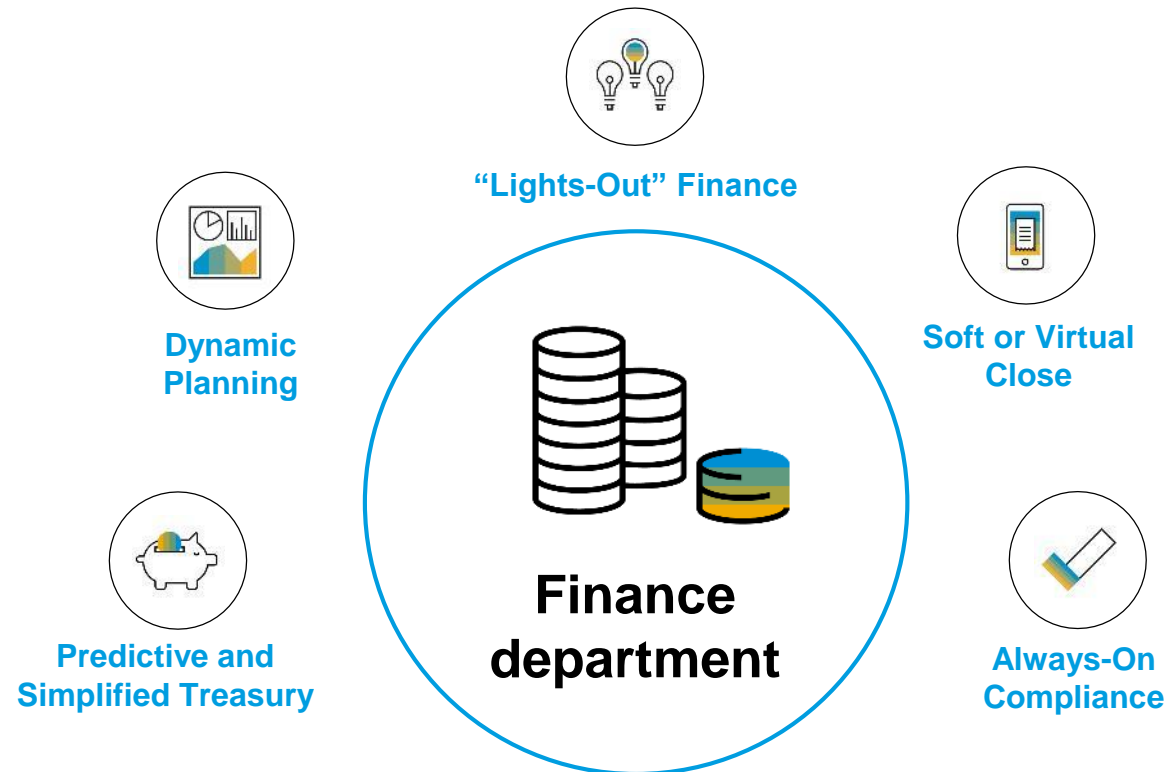Six Lines of Business covered

Finance

Procurement

Sales

Line of Business

Supply Chain

Manufacturing

Asset Management

Pathfinder contains customer-specific figures, industry benchmarks and SAP solution recommendations for many LoB focus areas

LoB

Finance	Sales	Procurement

Focus Areas

Finance	Sales	Procurement
• Record to Report • Order to Cash • Procure to Pay	• Market to Sales Orders • Order to Delivery Sales	• Strategic Procurement • Operational Procurement

Business Metrics

Finance	Sales	Procurement
• FI-AP items blocked for payment (cash discounts lost) • SD invoices w/ payment terms different from customer master • …up to 10 more KPIs	• Sales invoices not posted to accounting • Sales document items overdue for billing • …up to 8 more KPIs	• Purchase requisition items open & overdue • Purchase order items open & overdue • … up to 18 more KPIs

LoB

Asset Management	Manufacturing	Supply Chain

Focus Areas

Asset Management	Manufacturing	Supply Chain
• Asset Operations and Maintenance • Asset Performance and Intelligence	• Demand to Production Plan • Personalized order to Production • Global Manufacturing Network	• Plan to Position • Order to Delivery Supply Chain

Business Metrics

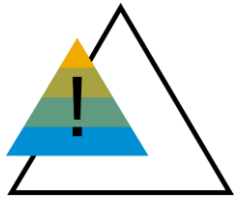| Asset Management	Manufacturing	Supply Chain
• Overdue notifications from maintenance schedule • Failed goods movements during work order confirmation • …up to 3 more KPIs	• Unprocessed goods movements with process control • Production orders overdue for delivery completed • …up to 5 more KPIs	• Outbound deliveries overdue for goods issue • Overdue stock transport order schedule lines • …up to 5 more KPIs

Example: Finance Department
Searching for the best way to meet Finance needs and support strategic digitalization goals

"Lights-Out" Finance

Dynamic Planning

Soft or Virtual Close

Finance department

Predictive and Simplified Treasury

Always-On Compliance

Example: Finance Department
How To Identify Improvement and Innovation Opportunities?
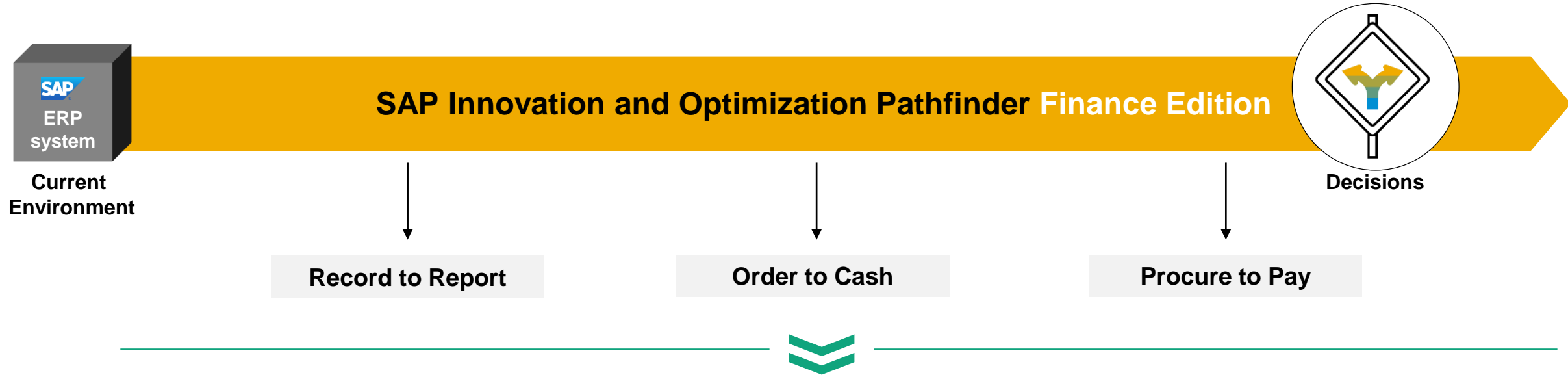
SAP offers a broad portfolio for customers:

- 500+ user experience apps for Finance
- 350+ SAP innovations functionalities for Finance
- SAP Support deliverables that help optimize business processes
- Vast range of premium engagement and service offerings
- Various SAP Cloud solutions and SAP S/4HANA
- Model Company (SAP S/4HANA pre-packaged)
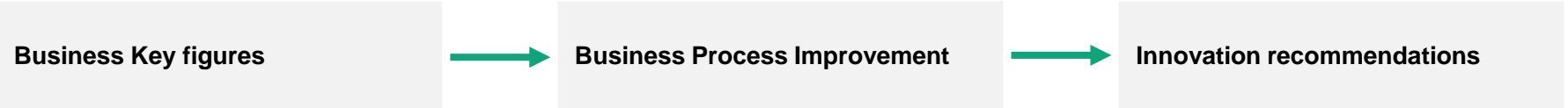- SAP Leonardo (IoT, Machine Learning, Analytics, Blockchain)

- **Which innovations in Finance are relevant for your department?**
- **How can your department realize the full potential of your investment in SAP?**
- **How can you prepare your Finance department for the digital economy? What are the next steps?**

Line of Business Edition - Structure 1/2:

Navigation within the focus area (example: finance)

Current Environment — SAP ERP system

SAP Innovation and Optimization Pathfinder Finance Edition

Decisions

Record to Report	Order to Cash	Procure to Pay

Each focus area follows the same structure:

Business Key figures	Business Process Improvement	Innovation recommendations

Business Key figures
- Indicator of performance
- **Benchmarking & industry best practices**
- Implication
- Possible approach

Business Process Improvement
- How to monitor the business processes
- How to improve the business processes

Innovation recommendations
- How to optimize existing solution
- How to extend existing solution
- How to move toward the Next Generation

Line of Business Edition - Structure 2/2:

Innovation Recommendations

The recommendations regarding the innovation potential are organized around three pillars: **Enhancing** your current ERP solution, **extending** your current ERP solution, or **moving** to the next SAP Digital core.
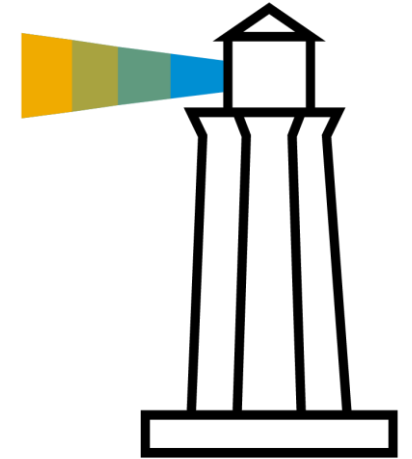
1 **BUSINESS PROCESS IMPROVEMENT:** Proactively control and improve your business processes with SAP Support tools and services

2 **INNOVATION RECOMMENDATIONS:**
Personalized innovation recommendations based on your current SAP data:

OPTIMIZE

Business improvements

Your ERP

Business improvements

Benefit from functional enhancements for SAP ERP and an improved user experience with SAP Fiori

EXTEND

Your ERP

SAP Cloud

SAP Leonardo

Grow your SAP ERP footprint and leverage SAP Leonardo and SAP Cloud

MOVE

Model Company

SAP S/4HANA

SAP Cloud

SAP Leonardo

Move your SAP ERP to the most advanced real-time business processes in SAP S/4HANA

Agenda

Introduction and Overview

Example: SAP Innovation and Optimization Pathfinder – Finance Edition

How to Request the Report

Summary

Sample

Executive Summary

The Executive Summary will mention the three focus areas. For Finance they are:

❶ Record to Report

❷ Order to Cash

❸ Procure to Pay

KEY FINDINGS IN YOUR SAP ERP SYSTEM

	Business Key Figures	Your Value	You vs. Industry Benchmark	Improvement Value
❶ RECORD TO REPORT	Deliveries overdue for Billing	108.544 deliveries		Reduce days sales outstanding
	Failed cost postings during production order confirmation	11.834 orders		Increase productivity
	Purchase order items w/o 'final invoice' indicator	10.873 order items		Improve inbound process FTE productivity
				Details »
❷ ORDER TO CASH	Sales invoices not posted to accounting	546 invoices		Reduce business & operations costs
	Overdue open items FI-AR (customer items)	13.312 open items		Reduce FTE efforts on data analysis for closure
				Details »
❸ PROCURE TO PAY	MM invoice items blocked for payment	1.931.587 invoices		Improve invoice processing FTE efficiency
	Overdue open vendor items FI-AP	1.089 open items		Improve days payable outstanding
				Details »

Executive Summary

The Pathfinder report receives business performance metrics, and provides for each focus area:

❶ a performance metric that might indicate possible performance issues

❷ the value for the customer if he chooses to improve this metric

KEY FINDINGS IN YOUR SAP ERP SYSTEM

	Business Key Figures	Your Value	You vs. Industry Benchmark	Improvement Value
RECORD TO REPORT	Deliveries overdue for Billing	108.544 deliveries		Reduce days sales outstanding
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PROCURE TO PAY	MM invoice items blocked for payment	1.931.587 invoices		Improve invoice processing FTE efficiency
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				Details »

Sample Customer | Main System: P01
Automotive Industry

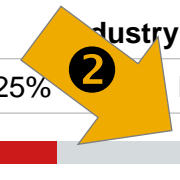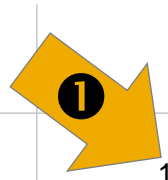| INTRODUCTION | EXECUTIVE SUMMARY | RECORD TO REPORT | ORDER TO CASH | PROCURE TO P... |

Sample

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMEND...

ALL FIGURES | DETAILS 1/4

Record to Report

Findings
What we measured

Implication
Understand the problem

Possible Approaches
Improve or innovate

108.544

Deliveries overdue for Billing

KPI Catalogue »

- The goods issue is already posted and planned billing date is already in the past
- The invoice has not yet been fully created
- Goods have already been shipped but no customer payment can be expected.

- Determine whether the invoice still needs to be created
- If so, resolve any errors and create the invoice accordingly
- Optimize the invoice workflow and exception management

❶

0-3 months old	4-11 months old	12+ months old
3.861	14.466	90.217
4%	13%	83%

Back to all figures »

What's next ➡

1 Business Process Improvement for Record to Report ›

2 Innovation Recommendations for Record to Report ›

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVA... RECOMMEN...

ANALYSE YOUR PROCESSES | MEASURE THE IMPROVEMENT

Example: Record to Report Focus Area:

Business Process Improvement (1/2)

The Pathfinder suggests as a starting point to get insight by using SAP Solution Manager business process capabilities, which identify root-causes for low business processes performance.

This SAP Solution Manager functionality is included in SAP Enterprise Support and SAP Product Support for Large Enterprise.

1. Identify root-causes and proactively control and improve your business processes
With tools and services included with SAP Support*
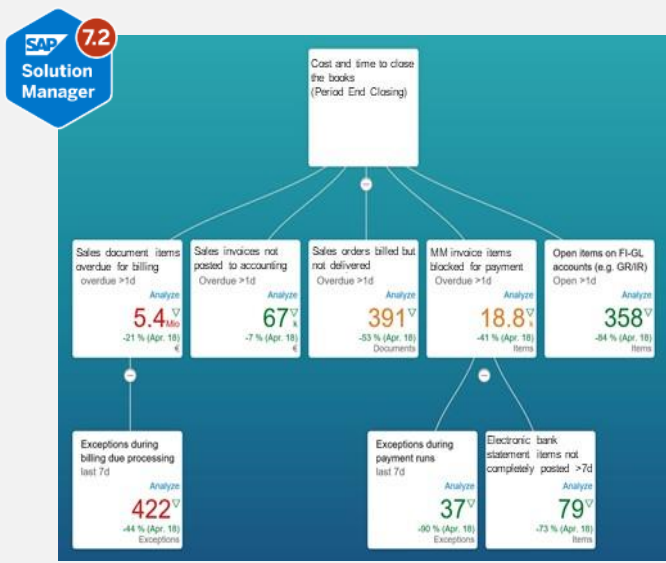
Business KPI Trees with SAP Solution Manager 7.2

Period End Closing is an important activity being able to create accurate and consistent financial statements

Transparency about the various activities is important. Those activities should be planned and controlled to reach the planned time window.

The earlier the related KPIs are tracked and cleaned up the better the quality and time frame of closing will be.

With SAP Solution Manager a KPI tree for Period End Closing can be defined and tracked enabling the Finance department to track the process quality and mitigate risks.

Watch Overview Video »

* All these functions are already included in your SAP Enterprise Support agreement with no additional costs.

Sample Customer | Main System: P01
Automotive Industry

| INTRODUCTION | EXECUTIVE SUMMARY | RECORD TO REPORT | ORDER TO CASH | PROCURE TO PAY |

Sample

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATI... RECOMMENDA...

ANALYSE YOUR PROCESSES | MEASURE THE IMPROVEMENT

Example: Record to Report Focus Area:

Business Process Improvement (2/2)

The Pathfinder also suggests to use SAP Solution Manager business process capabilities to track KPI improvement progress in near real-time. This functionality is also available on mobile devices.

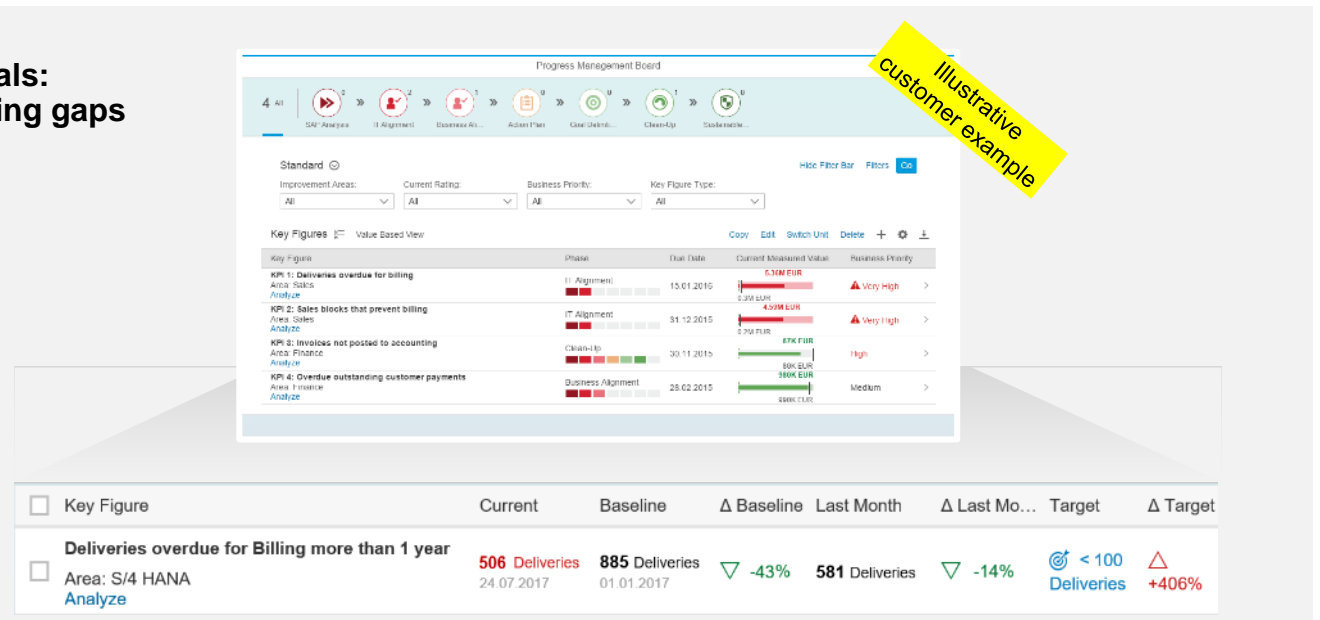## 2. Monitor progress: Track the impact of your improvement projects and compare to baselines and defined thresholds
From a single source on your desktop or tablet. No manual data collection anymore.

Track your progress along defined business goals:
Actual values, thresholds, progress and remaining gaps

Quick and powerful overview about the current status and progress of Business KPIs in real-time:

- Always up-to-date without additional effort
- Accessible on desktops and mobile devices
- Illustration of KPI dependencies
- Tracking along organizational structures
- Restricted access based on authorization
- Drill-down to the individual documents

Illustrative customer example

Key Figure	Current	Baseline	Δ Baseline	Last Month	Δ Last Mo...	Target	Δ Target
Deliveries overdue for Billing more than 1 year Area: S/4 HANA Analyze	**506** Deliveries 24.07.2017	**885** Deliveries 01.01.2017	▽ -43%	**581** Deliveries	▽ -14%	⊙ < 100 Deliveries	△ +406%

Progress Management Board

Next Steps »

* All these functions are already included in your SAP Enterprise Support agreement with no additional costs.

SAP

SAP Innovation and Optimization Pathfinder for Finance

Sample Customer | Main System: P01
Automotive Industry

INTR

STEPS

Sample

BUSINESS KEY FIGURES

BUSINESS PROCESS IMPROVEMENT

IN
RECO

| OVERVIEW | OPTIMIZE | EXTEND |

Example: Record to Report Focus Area

Innovation Recommendation (1/4)
The innovation recommendations come in three flavors:

❶ Optimization (no extra license purchase required)

❷ Extend (with Cloud or SAP Leonardo solutions)

❸ Move your core (replacing SAP ERP with SAP S/4HANA)

Innovation Recommendations Summary for Record to Report

❶

Optimize your ERP

Functional enhancements for SAP ERP and an improved user experience with SAP Fiori

Top enhancements:
- New General Ledger Accounting
- Local Close
- Regulatory compliance

Modern user experience for:
- Controller
- General Ledger Accountant
- Cash Manager

Details »

- Many enhancements and SAP Fiori apps for the SAP Business Suite are are included with your underlying SAP software license and maintenance agreement*

❷

Extend your current solution

Grow your solution with added functionalities and explore SAP Leonardo & cloud solutions

Top additional SAP cloud solutions:
- Analytics and Reporting
- Time and Expense Tracking

Top SAP Leonardo recommendations:
- Payments and Bank Communications
- Debt and Investment Management
- Financial Risk Management

Details »

- SAP Leonardo offers business process improvements based on the newest innovations like machine learning and Internet of Things (IoT)u

❸

Move to SAP S/4HANA

Build an intelligent enterprise with SAP S/4HANA and SAP Model Company

Top business scenarios:
- General Ledger
- Asset Accounting
- Closing Operations

SAP Model Company available for:
- Forest Products, Furniture & Textiles Industry

Details »

- SAP S/4HANA is the "digital core" natively supports the Internet of Things, Big Data, real-time analytics, mobile, business networks, and more

* Details can be found in SAP Note 152246 and http://news.sap.com/sapphire-now-sap-fiori-user-experience/

Sample

BUSINESS KEY FIGURES

BUSINESS PROCESS IMPROVEMENT

IN... RECO...

OVERVIEW | **OPTIMIZE** | EXTEND

Example: Record to Report Focus Area

Innovation Recommendation (2/4)

Optimize: Based on the transactions most frequently used by this customer, the Pathfinder report recommends:

❶ Functionalities part of the Enhancement Packages

❷ Several SAP Fiori Apps

Most business functions in SAP enhancement packages and all SAP Fiori Apps do not require additional license costs.

❶ **Latest enhancements for your SAP ERP system**
Top enhancements:

Enhancement Name	Industry Usage	Relevant Transactions
New General Ledger Accounting	★★★	1
Local Close	★★★	Recommended*
Regulatory compliance	★☆☆	Recommended*
Nondeductible input taxes	★☆☆	Recommended*
Financials, Group Closing, Compliance	★☆☆	Recommended*
Financial Supply Chain Management Processes	★☆☆	Recommended*
Enablement for Financial Shared Services	★☆☆	Recommended*
ERP controlling	★☆☆	Recommended*
Direct cash flow statement for actual data	★☆☆	Recommended*
Cost Center Management	★☆☆	Recommended*

Next Steps »

❷ **Increase the productivity of your end users**
Modern user experience for:

Role Name	Industry Usage	Relevant SAP Fiori Apps
Controller	★★★	9
General Ledger Accountant	★★★	2
Cash Manager	★★★	Recommended*
Bank Account Manager	★☆☆	Recommended*
Treasury Accountant	★☆☆	Recommended*
Treasury Risk Manager	★☆☆	Recommended*

SAP Fiori

Next Steps »

* Recommended: Usage data provided does not allow for relevance calculation however recommendations indicated can create added value.

INT...

Example: Record to Report Focus Area

Innovation Recommendation (3/4)

Extend: Based on the transactions most frequently used by this customer, the Pathfinder report provides recommendations to extend your current SAP system with:
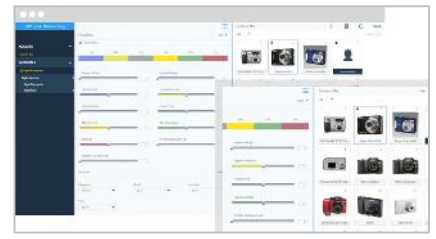
❶ SAP Cloud solutions

❷ SAP Leonardo

Sample

BUSINESS KEY FIGURES	BUSINESS PROCESS IMPROVEMENT	IN... RECO...

OVERVIEW	OPTIMIZE	EXTEND

❶ **Extend your solution with SAP Cloud solutions**
Accelerate digital transformation by rapidly deploying SAP's cloud solutions

- Analytics and Reporting »
- Time and Expense Tracking »

SAP Cloud solutions

Next Steps »

❷ **Extend your solution with SAP Leonardo**
Integrate all your data – IoT, supply chain, product, and more

- Increase compliance and lower fees with better payments and bank communications »
- Achieve optimal borrowing rates and lower investment costs »
- Safeguard your assets and cash flow by automating financial risk management »
- Identify, qualify, and manage commodity price risks using commodity derivatives »
- Support financial and operational decision making with software analytics »
- Simulate alternative models of cost and price conditions to optimize profitability »
- Improve transparency and help ensure compliance with enterprise-grade cybersecurity and data protection »
- Achieve greater efficiency and automation with improved access governance and identity management »

SAP Leonardo

Next Steps »

Sample

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INT... RECO...

OVERVIEW | OPTIMIZE | EXTEND

Example: Record to Report Focus Area

Innovation Recommendation (4/4)

Move your core: Based on the transactions most frequently used by this customer, the Pathfinder report provides recommendations to replace your current SAP ERP solution with SAP's Next- Generation Business Suite, SAP S/4HANA. The Pathfinder mentions:

❶ The most recommended business scenarios

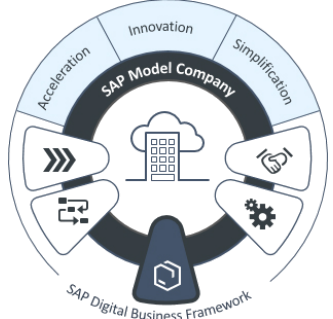❷ The SAP recommended best practice: SAP Model Company

❷
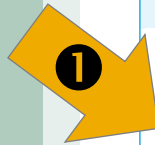
Transform your core

Next-Generation digital business with SAP S/4HANA:

❶

Business Scenario Name	Industry Usage	Relevant Transactions
General Ledger	★★★	58
Asset Accounting	★★☆	32
Closing Operations	★☆☆	2
Financial Reporting	★☆☆	1
Financial Close Governance	★☆☆	Recommended*
Inventory Accounting	★☆☆	Recommended*
Revenue and Cost Accounting	★☆☆	Recommended*
Overhead Cost Management	★☆☆	Recommended*
Product Costing	★☆☆	Recommended*
Profitability Analysis	★☆☆	Recommended*

Next Steps »

* Recommended: Usage data provided does not allow for relevance calculation however recommendations indicated can create added value.

SAP Model Company: State of the art digital foundation

Realize your digital vision quickly based on proven best-practices:

- A SAP Model Company is a pre-packaged, ready-to-use, end-to-end reference solution, tailored to an industry or line of business.

- It comprises state-of-the-art applications and proven best practices and encapsulates the experience from successful, real-life digital transformation projects.

- Embedded in an overall transformation road map and delivered as a service, a SAP Model Company driven approach enables customers to reduce cost, decrease risk, and accelerate adoption during discovery, preparation, exploration, and realization activities.

More information »

- Predictable results through state-of-the-art architecture and best practices, proven end-to-end solutions and business and implementation guides

- Faster adoption through reduced complexity, ready-to-run appliances, and deployments of reference solutions

Sample Customer | Main System: P01
Automotive Industry

INTRODUCTION | EXECUTIVE SUMMARY | RECORD TO REPORT | ORDER TO CASH | PROCURE TO P...

Sample

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATION

Example: Record to Report Focus Area

Innovation Recommendation

Move your core: The report also maps the current situation of how SAP envisions the new, simplified processes, and points to the respective whitepaper.

OVERVIEW | OPTIMIZE | EXTEND

Traditional Scenario

- **Delayed close activities** that do not begin **until period end**

- **Multiple ledgers** require time-consuming and error-prone **reconciliations**

- Risk of regulatory noncompliance due to lack of transparency and **manual monitoring** of processes

- **Risk of penalties and fines** with insufficient, manual and error-prone tax audit processes

Manual, time-consuming and effort-intensive processes

Financial data needs to be **replicated** from the financial system into the consolidation system, requiring data aggregation and transformation

Executive conversation is **limited to static presentations**, and ad hoc questions and analysis need to be taken offline for a later discussion

Financial Accounting | **Management Reporting** | **Compliance, Tax** | **Entity Close** | **Consolidation** | **Reporting, Analytics**

The New World With SAP

- **Event-triggered execution** enabled through real-time derivation of profitability characteristics

- **No reconciliation needed** because of one **universal journal entry** that provides a single source of the truth

- **End-to-end visibility** and steering capabilities for local periodic legal reporting

- **Continuous, self-auditing** tax monitoring processes

Faster, efficient, and compliant close process

Real-time consolidation enabled by instant data access from integrating transaction and master data

Transformed board room experience with real-time business intelligence, ad hoc reporting at a granular level, and what-if analysis to make decisions
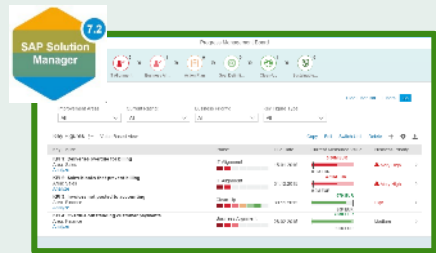
Read the whitepaper »

Sample

| WHAT'S NEXT? | GET TRANSPARENCY | ENHANCE | E... |

Next Steps:

The Pathfinder report suggests a step-by-step action plan to decide what to do next. Once this is done, the following slides describe the SAP Support services available to you depending what you choose to focus on.

✓ NEXT STEPS:

The Intelligent Enterprise is on and we hope you found the recommendations included so far have been relevant for discovering possibilities to improve your business.

The next steps below will provide some guidance on HOW you can move forward to further assess the different options and related business outcomes:

Review the business KPIs provided to understand **potential business impact** and **current practice**

Get a better understanding of backlogs and improvement potential **with "drill down" into the numbers** using SAP Solution Manager

Assess the different opportunities to improve your business processes: **enhancing** your current ERP solution, **extending** your current ERP solution, or **moving** to the next SAP Digital core

Review in the next slides, for each option, which services are **already included in your maintenance agreement** or **available to you from SAP DBS** to provide guidance, and safeguard your digital transformation journey

SAP Enterprise Support

SAP Digital Business Services

SAP

SAP Innovation and Optimization Pathfinder for Finance

Sample Customer | Main System: P01
Automotive Industry

| INTRODUCTION | EXECUTIVE SUMMARY | RECORD TO REPORT | ORDER TO CASH | PROCURE TO P... |

Sample

| WHAT'S NEXT? | GET TRANSPARENCY | ENHANCE | E... |

Next Steps:

Business Process Improvement Recommendations:

The next steps for the business process improvement are as followed:

❶ A short video to learn more

❷ The respective SAP Enterprise Support Value Map, which provides the guidance for your project and access to SAP experts

❸ SAP Services offering, which goes beyond what is included in the SAP Maintenance.

▶ LEARN MORE ABOUT:

Watch this video to better understand how the Business Process Improvem...
Manager can provide your business stakeholders with relevant information ...
and monitor their progress with quantifiable KPIs.

Watch the video »

ALREADY INCLUDED IN SAP ENTERPRISE SUPPORT:

Business Process Improvements Value Map

Leverage SAP Enterprise Support services to control template adherence to given standardized business processes and increase process efficiency. Furthermore you can reduce process costs, achieve faster period-end closing, improve working capital, ensure process compliance, improve the supply chain planning, improve data accuracy, increase technical performance, increase integration and process automation.

Discover the Value Map »

🏆 ADDITIONAL OFFERINGS FOR BUSINESS PROCESS IMPROVEMENTS*:

Premium Engagement Service for Business Process Improvement for SAP Solutions

- Initial process health check and mapping of Business Process Analytics key figures to customer business goals (e.g. perfect order fulfillment)
- Best practice implementation of Business Process Analytics and management tools for status and progress tracking in customer SAP Solution Manager

*SAP DBS Service offering, contract your SAP Services sales representative for more information   **Watch this video to learn about SAP Enterprise Support Value Map

Sample Customer | Main System: P01
Automotive Industry

Sample

| WHAT'S NEXT? | GET TRANSPARENCY | ENHANCE | EXTEND | MOVE |

Next Steps:

Innovation Recommendations (1/3):

Optimize: As with Business Process Improvement recommendations, the next steps for the innovations follow the same approach. Here is the content for the optimization.

▶ LEARN MORE ABOUT:

Get a quick introduction on what SAP Fiori apps are and how they can impro~~ve~~ an enhanced business users experience.

Watch the video »

1:28

ALREADY INCLUDED IN SAP ENTERPRISE SUPPORT:

Digital Innovation Value Map

Leverage SAP Enterprise Support to simplify the SAP Fiori adoption journey. Rapidly design, build, and deploy SAP Fiori apps for browsers and mobile devices and easily extend or build customized SAP Fiori apps with SAP developer tools and technology, give your users the best SAP user experience via SAP Fiori Cloud.

Discover the Value Map »

🏆 ADDITIONAL OFFERINGS*:

UX Design Services

Build role-based, custom solutions to bring your business monetary and human value and enhance user efficiency and effectiveness.

Mobile Engagement and Messaging Services

Extend your reach, innovate services, engage consumers, and speed decision-making with intelligent, interconnected services.

*SAP DBS Service offering, contract your SAP Services sales representative for more information

**Watch this video to learn about SAP Enterprise Support Value Map

SAP

SAP Innovation and Optimization Pathfinder for Finance

Sample Customer | Main System: P01
Automotive Industry

INTRODUCTION | EXECUTIVE SUMMARY | RECORD TO REPORT | ORDER TO CASH | PROCURE TO P...
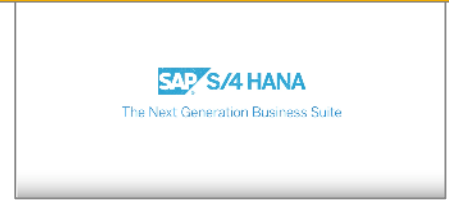
Sample

WHAT'S NEXT? | GET TRANSPARENCY | ENHANCE | E...

Next Steps:

Innovation Recommendations (2/3):

Extend: Here is the content for the extension with SAP Cloud and Leonardo Solutions.

▶ LEARN MORE ABOUT:

Watch this video to better understand how new Intelligent Enterprise powered by SAP Leonardo will help your business to improve and transform your business.

Watch the video »

ALREADY INCLUDED IN SAP ENTERPRISE SUPPORT:

Digital Innovation Value Map

Leverage SAP Enterprise Support services to discover and enable IoT business applications in the cloud. Securely integrate your cloud applications into your business landscape and empower your organization to build and scale a simple, personalized, and responsive user experience and discover Blockchain and Machine Learning technologies of SAP Leonardo.

Discover the Value Map »

🏆 ADDITIONAL OFFERINGS*:

SAP Leonardo

Unlock breakthrough innovation to resolve business challenges. Explore, prototype, and build market-ready solutions quickly.

Cloud Professional services

Use flexible, value-driven expertise to craft a road map, execute migration, and manage your hybrid or cloud infrastructure securely.

Consulting Services for the Internet of Things

Create and execute a successful Internet of Things or machine-to-machine (M2M) communication strategy, road map, and ..

*SAP DBS Service offering, contract your SAP Services sales representative for more information   **Watch this video to learn about SAP Enterprise Support Value Map

Sample Customer | Main System: P01
Automotive Industry

Sample

WHAT'S NEXT?   GET TRANSPARENCY   ENHANCE

Next Steps:

Innovation Recommendations (3/3):

Transform: And here is the content for the Transformation to SAP S/4HANA.

▶ LEARN MORE ABOUT:

Watch this video to better understand how the Digital core of the new Intelligent Enterprise SAP S/4 HANA will help your business to improve and transform your business.

SAP S/4 HANA
The Next Generation Business Suite

Watch the video

ALREADY INCLUDED IN SAP ENTERPRISE SUPPORT:

SAP S/4HANA on premise Value Map

Leverage SAP Enterprise Support services to learn how to create your own product map and build your own business case based on your own system data. Plan your own digital transformation journey with SAP tools, products and services, discover the business value of SAP HANA and SAP S/4HANA and learn about new innovations, understand how to leverage SAP Activate framework and Best Practices to implement a successful SAP S/4HANA Project.

Discover the Value Map »

🏆 ADDITIONAL OFFERINGS*:

SAP Model Company

Kick-start your digital transformation with prepackaged solutions of tailored, ready-to-use functionality delivered as a service.

SAP Advanced Deployment

SAP Advanced Deployment provides customers with support throughout the entire deployment lifecycle of SAP S/4HANA.

Value Assurance

Follow a systematic approach to quickly implement SAP S/4HANA or SAP Business Warehouse with minimal risk and at a lower cost.

*SAP DBS Service offering, contract your SAP Services sales representative for more information   **Watch this video to learn about SAP Enterprise Support Value Map

Agenda

Introduction and Overview

Example: SAP Innovation and Optimization Pathfinder – Finance Edition

How to Request the Report

Summary

How to request the report
Recommended process – Start with SAP Pathfinder IT Edition
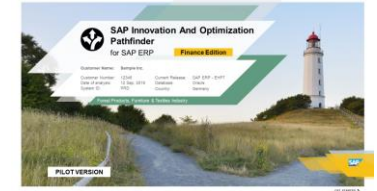
Start requesting SAP Innovation and Optimization Pathfinder **"IT Edition"** at:

www.sap.com/pathfinder

Proceed with your request confirmation upon receipt of our e-mail.

The Pathfinder report you will receive includes a slide with recommended line of business and also a link to directly request the Pathfinder LOB edition via generated e-mail. (note *)

Specify in the e-mail which line of business you would like and send it back to pathfinder@sap.com

Receive your report within 5 working days

(note **)

*NOTE if you have received a Pathfinder IT version in the past and your report does not contain this slide, kindly request the LOB version via e-mail to pathfinder@sap.com

**NOTE: Due to GDPR privacy regulation the Pathfinder line of business version will always been sent to the original requestor of the SAP Pathfinder IT Edition.

How to request the report
Alternative process – Request directly SAP Pathfinder Line of Business Edition

Request directly your SAP Innovation and Optimization Pathfinder Line of Business edition at:

www.sap.com/pathfinder-LOB
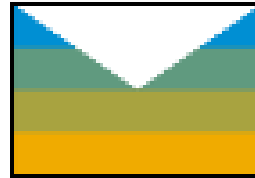
Proceed with your request confirmation upon receipt of our e-mail.

Receive your tailored report within 5 working days

Agenda

Introduction and Overview

Example: SAP Innovation and Optimization Pathfinder – Finance Edition

How to Request the Report

Summary

SAP Innovation and Optimization Pathfinder: IT and LoB editions

Customer-specific report highlighting improvement and innovation potentials

IT Edition
(Security, Custom Code, Database, etc. + summary of business insights)

Already >900 deliveries

Line of Business Editions
(Finance, Sales, Procurement, Manufacturing, Supply Chain, and Asset Mgt)

Available since October 2018

Key Benefits of SAP Innovation and Optimization Pathfinder for IT and LOB

Empowers IT and line of business leaders to **identify relevant improvement and innovation opportunities**

Helps customers **prioritize decisions** based on **industry insights, benchmarks and best practices**

Offers a **free-of-charge, personalized report** to all customers under SAP maintenance, independent of their support model

Order your free report: **www.sap.com/Pathfinder** or **www.sap.com/Pathfinder-LOB**
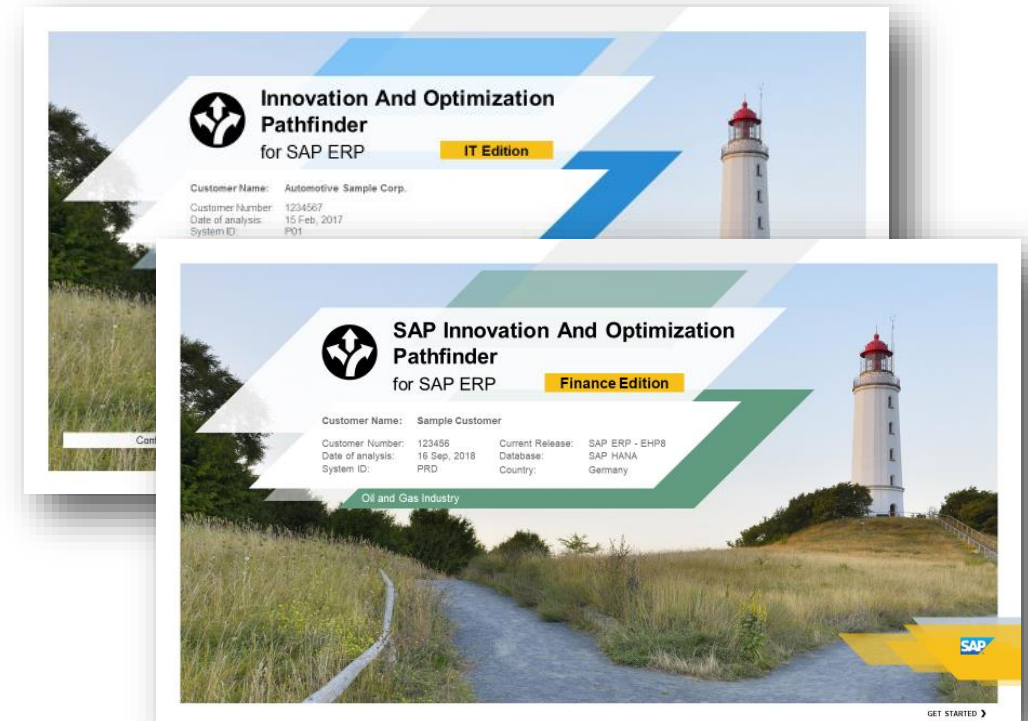
Customer Value Experience
Tools for Support and Innovation Acceleration

Starting Point: Pathfinder
Assess the situation and identify potential value

Detailed Innovation and Improvement Recommendations
Identify relevant innovations and optimize TCO
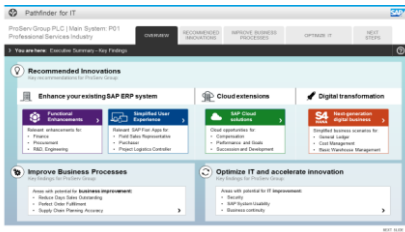
SAP Innovation and Optimization Pathfinder *for IT*
Innovation recommendations, industry benchmarks and recommendations for business and IT to optimize SAP solutions
http://www.sap.com/pathfinder

Available since Oct 2018:
SAP Innovation and Optimization Pathfinder *for Line of Business*
Tailored recommendations by industry and line of business: Finance, sales, procurement, manufacturing, supply chain, and asset management
Questions: pathfinder@sap.com

Business scenario recommendations for SAP S/4HANA
Simplified business processes with SAP S/4HANA
http://www.s4hana.com/
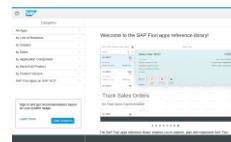
SAP Fiori apps library & recommendations
Recommendation of relevant SAP Fiori apps to enable new user experience
http://www.sap.com/fiori-apps-library
http://www.sap.com/FAR

Innovation Discovery
Improvements, enhancements and new functionality for SAP products
http://www.sap.com/innovationdiscovery

SAP Solution Manager value report
IT TCO optimization with SAP Solution Manager
http://www.sap.com/solman-value

Strategy and Roadmap
Product and landscape roadmap

SAP Transformation Navigator
Build a product roadmap for your digital transformation journey
http://www.sap.com/transformationnavigator
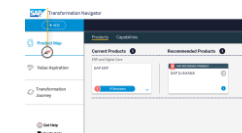
Thank you.

Contact information:

Pathfinder@sap.com

More information and request page:

www.sap.com/Pathfinder
www.sap.com/Pathfinder-LoB
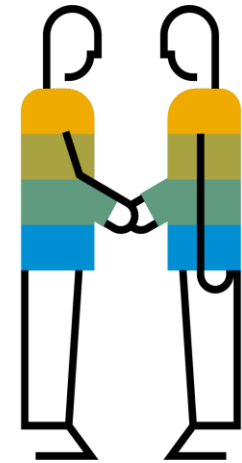
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