



SAP Customer Experience with SAP C/4HANA with focus on Lead2Cash

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PUBLIC

SAP C/4HANA Suite

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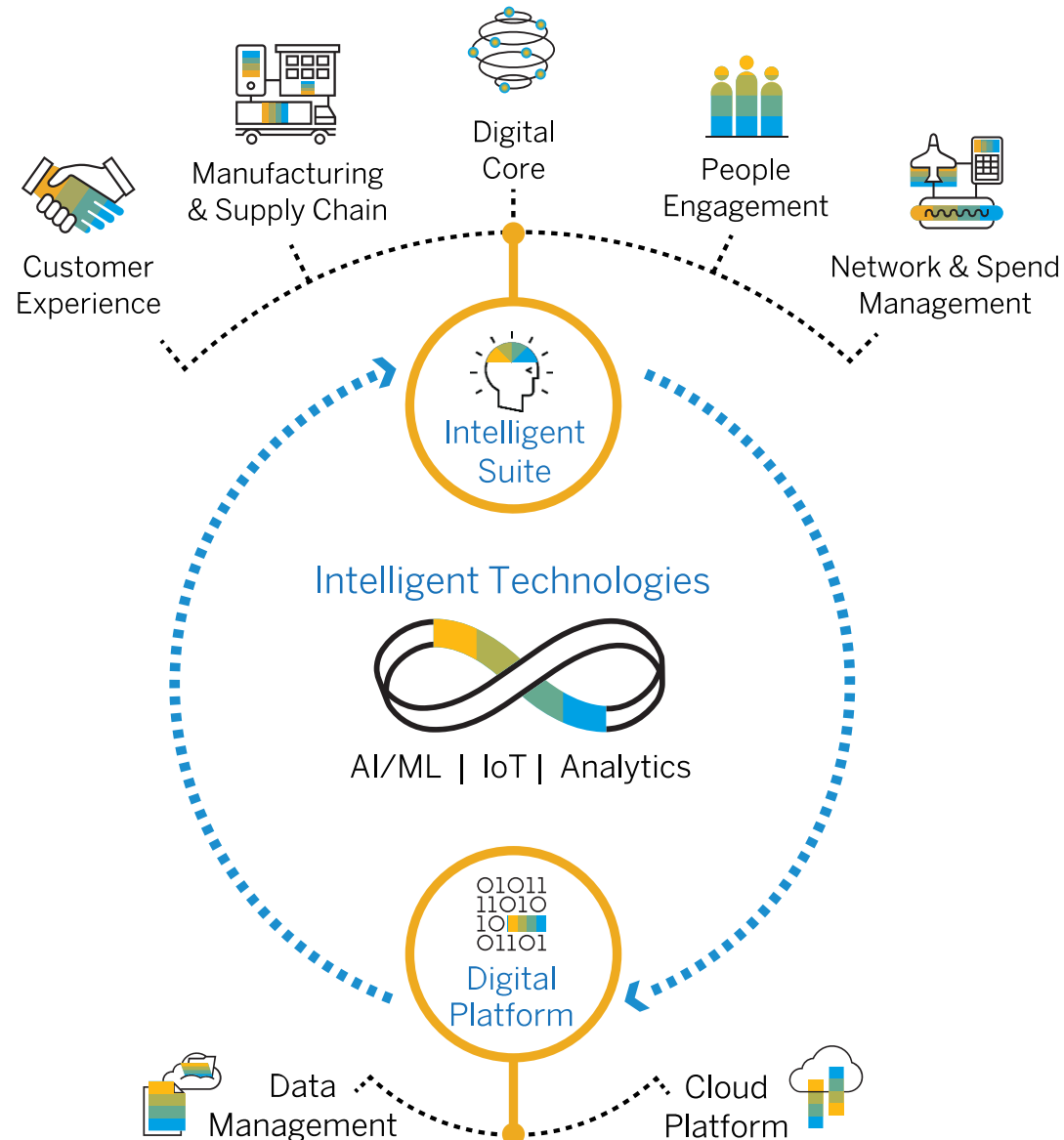
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SAP's vision of the Intelligent Enterprise

Key Components



1

Intelligent Suite

2

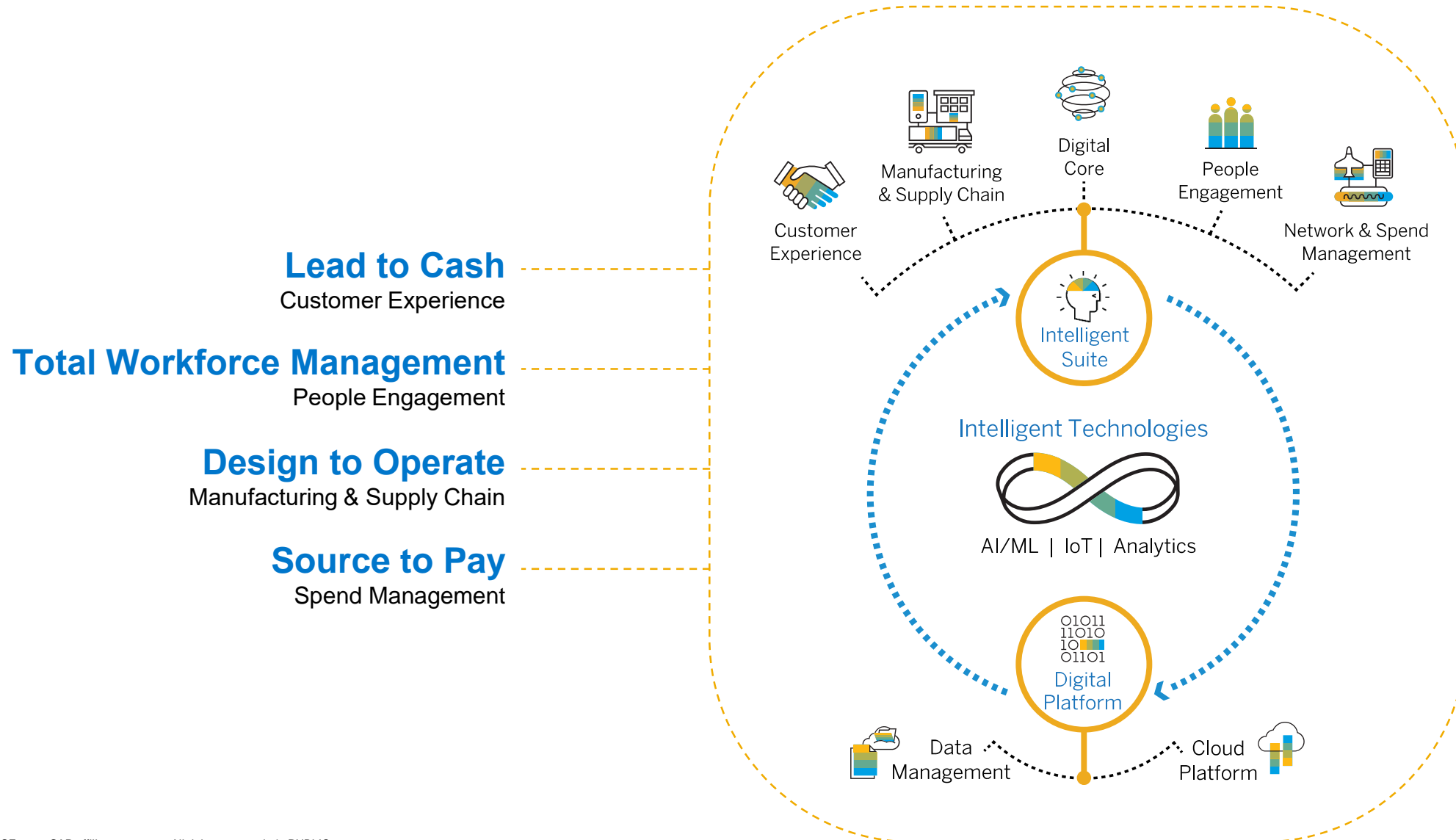
Digital Platform

3

Intelligent Technologies

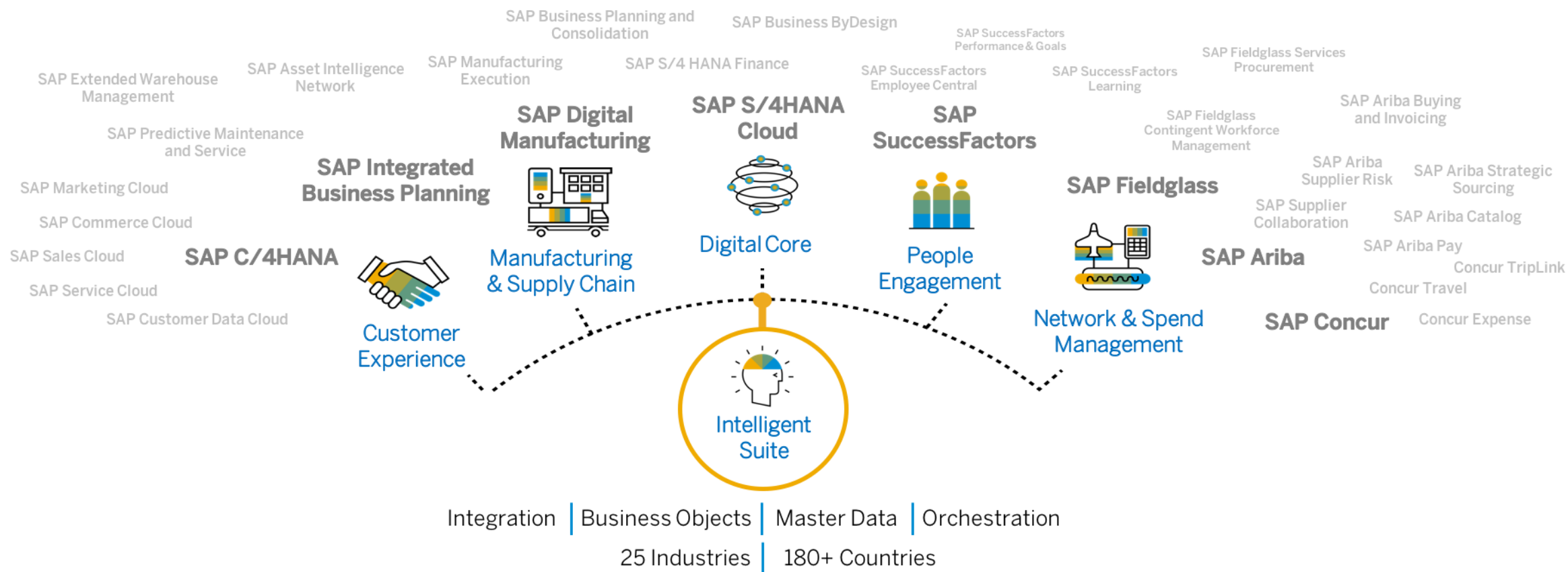
Intelligent Enterprise

Key End-to-End Processes



Intelligent Suite: Deliver intelligence across value chains

Intelligent applications for every line of business



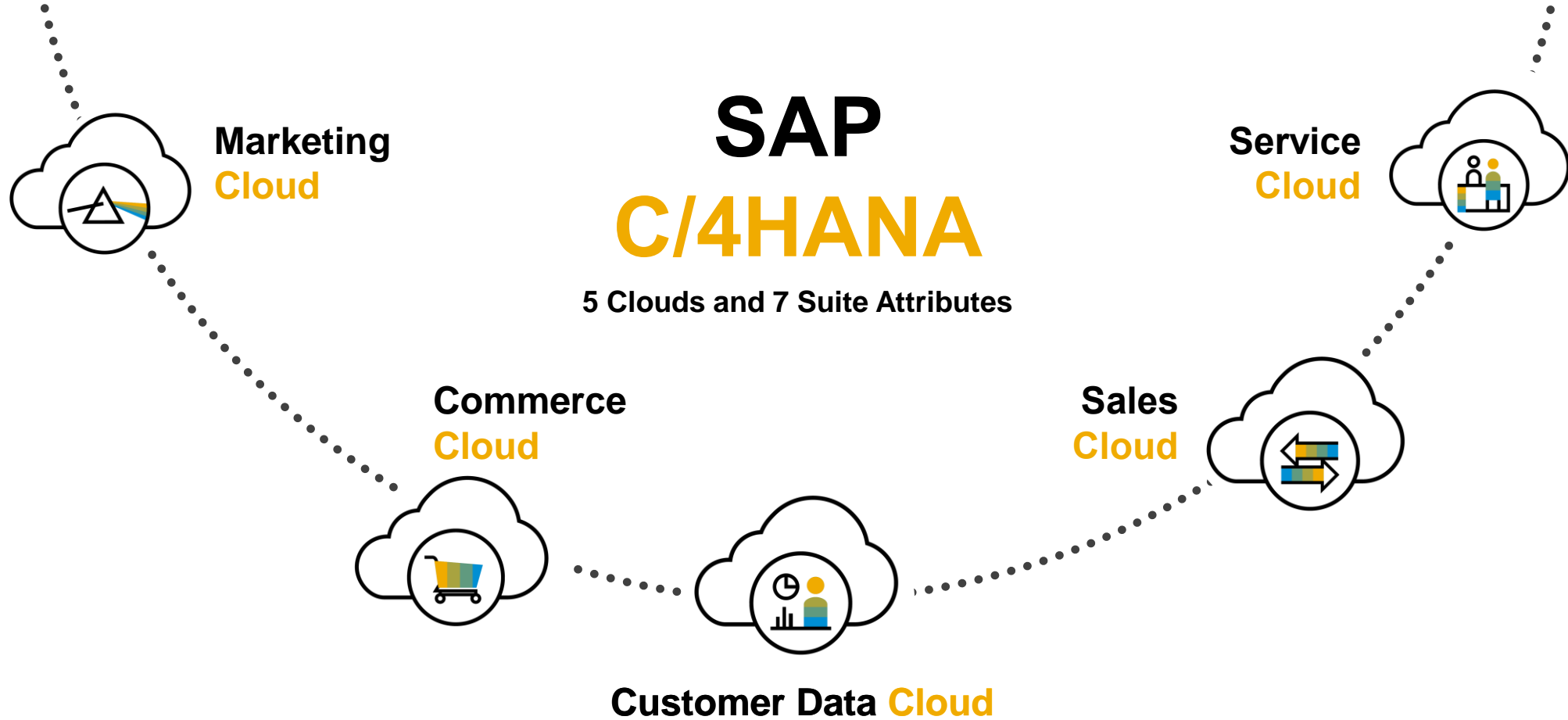
Out-of-the-box integration leveraging SAP Cloud Platform, the SAP Analytics Cloud solution, and a common data foundation with SAP HANA and SAP Data Hub

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

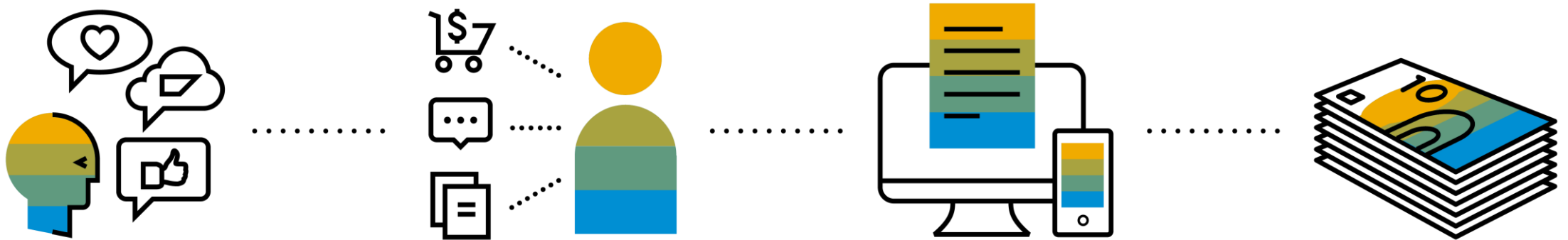


Lead to Cash

Integrating the Front Office with the Digital Core

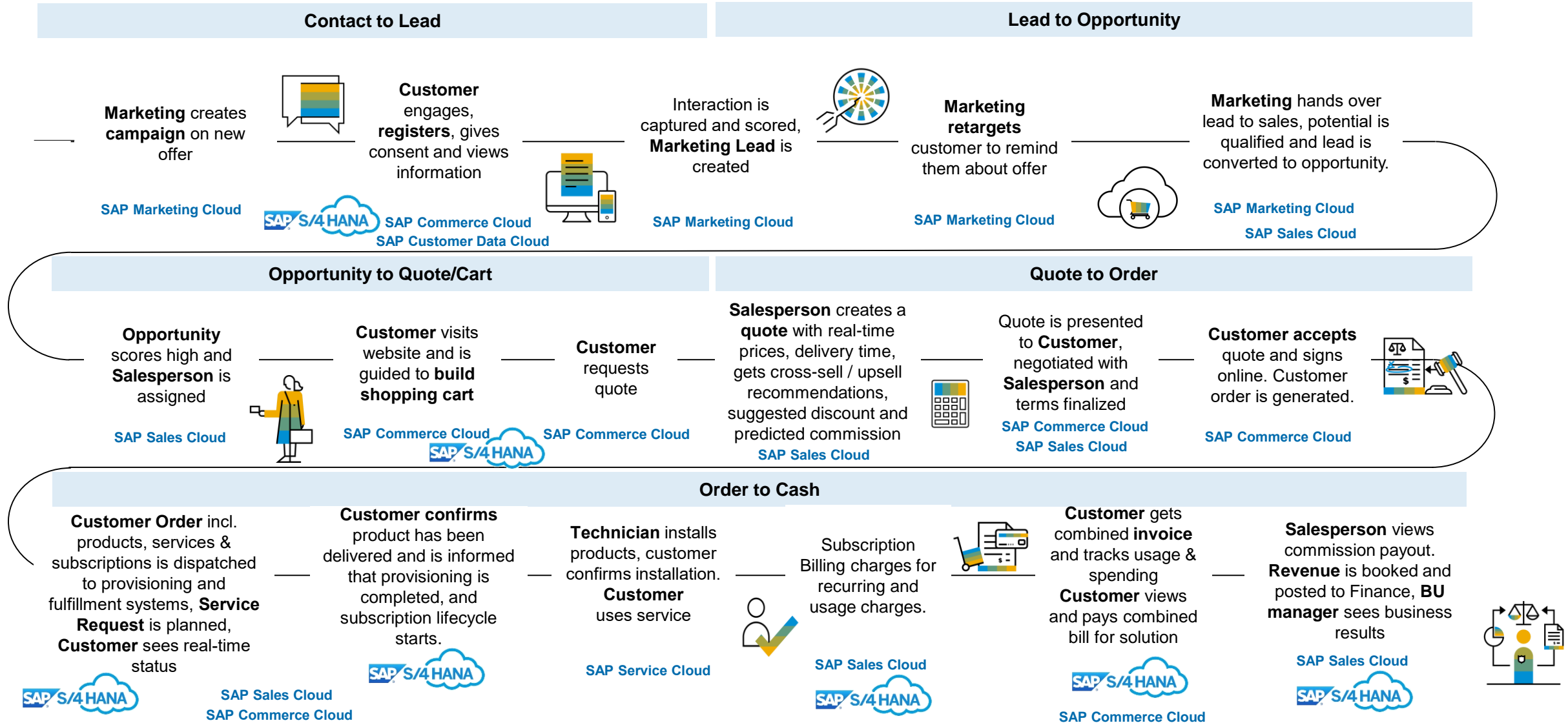


SAP C/4 HANA + SAP S/4HANA + SAP Leonardo + SAP Analytics Cloud



End to End Customer Experience

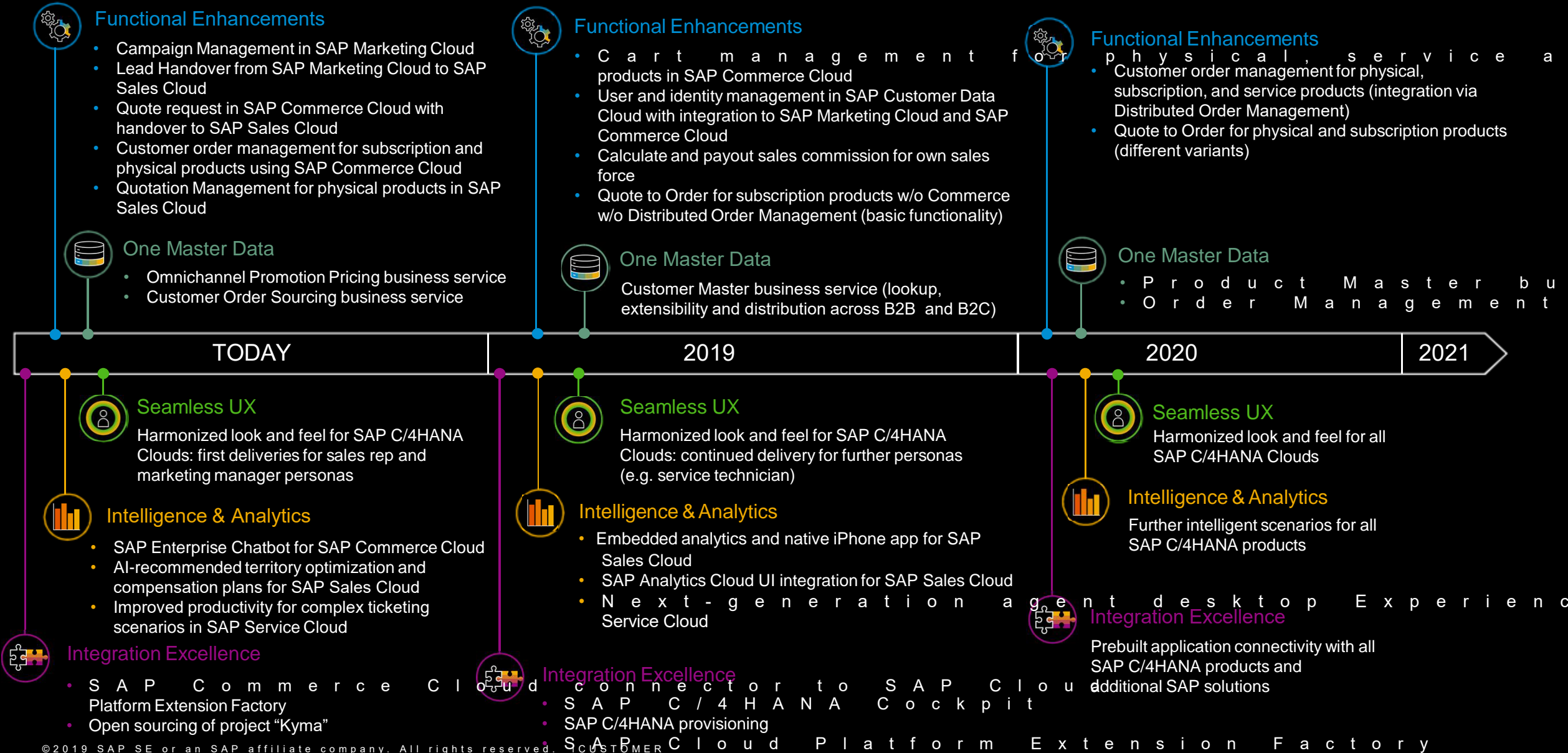
LEAD TO CASH PROCESS FOR DISCRETE INDUSTRIES (COMPONENT MANUFACTURING)



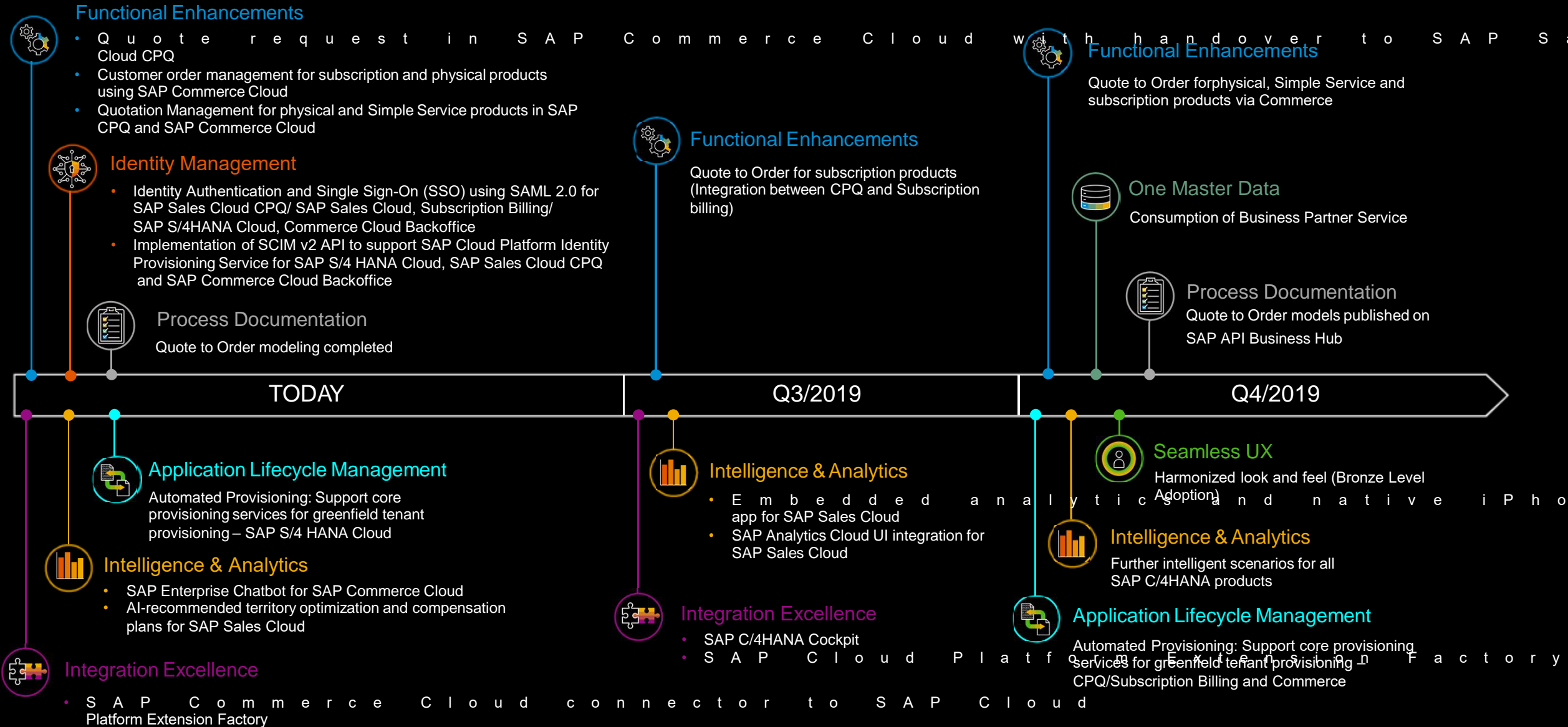
Lead2Cash with SAP C/4HANA

Demo

Build the Intelligent Enterprise – Lead to Cash Roadmap Excerpt



Build the Intelligent Enterprise –Quote to Order Roadmap Excerpt with Technology Adoption



Lead2Cash with SAP C/4HANA

Questions

Thank you.

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