

SAP for Me – Overview & Demo

Customer Center of Expertise - Advisory Sessions

Jürgen Jakowski, Chief Product Owner of SAP for Me, SAP

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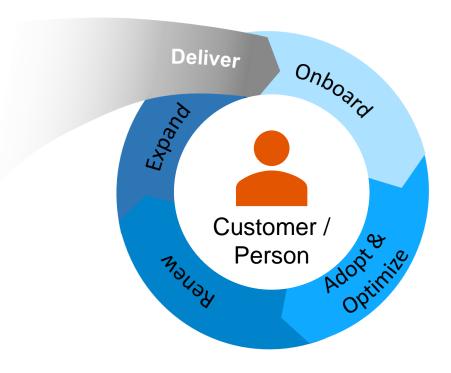
Do you know your contacts?

Inside your company as well as at SAP



Where to get answers to your questions?

Examples of what SAP for Me is going to address



Product Introduction

- When will my product be available and how can I get access?
- How can I enter my contacts and who are my contacts at SAP?
- Where can I find best practices and which SAP Services are available to me?
- Who is going to help me learn more about my product? SAP? Or my Partner?
- How can we train our end users?

Usage

- · Can I get insight into the current usage of my product and improve it?
- · How does the consumption relates to my licenses?
- Which SAP Services are (still) available?
- How can I report or escalate a problem?
- · What happens in case of an outage and what is my escalation path?
- What are the details of the respective SLAs and where can I find my contract details?
- How can I extend, increase or decrease my licenses?

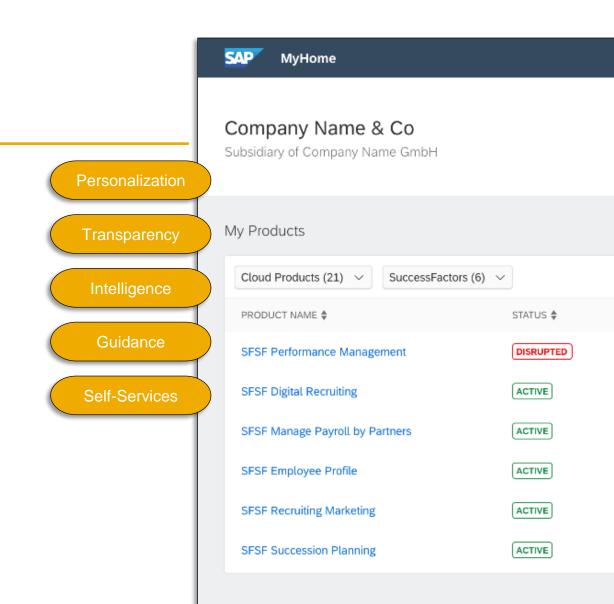
Beyond usage

- Which functionality is being used today, which one is not in use, yet?
- Are there additional examples of how my products are put to use?
- · Are there reference customers for this application?

What is SAP for Me?

It is made for YOU!

SAP for Me will become your personal **digital companion** that supports you whenever you interact with **SAP**.



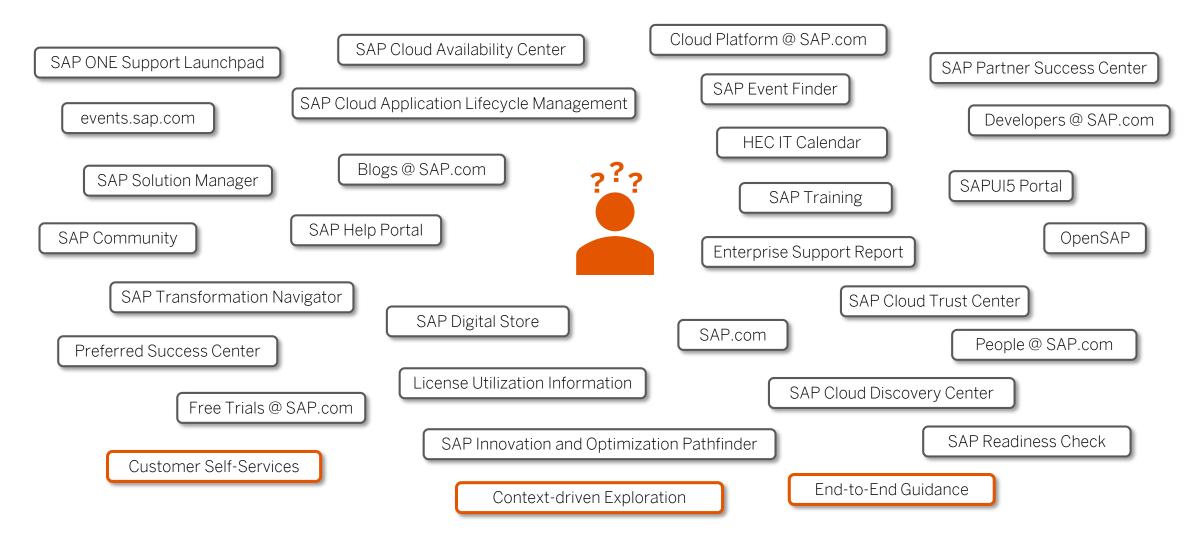
Who is in scope of SAP for Me?

Its for everyone, starting with the leading roles

Use Manage and use SAP products **SAP Products** Key Contacts, Additional **Product** Key Additional End **Decision Makers &** Responsible **Decision Makers** Contacts Users Purchased Responsible People People Main Contact Primary Business Owner IT Administrator(s) Contact Person IT · Process Owner(s) Business Key User(s) Financial Contact Process Admin(s) Support Users Project Manager Developers Enablement Contact Communication Contact Executive Sponsor Security Contact Governance Contact **Starting Point**

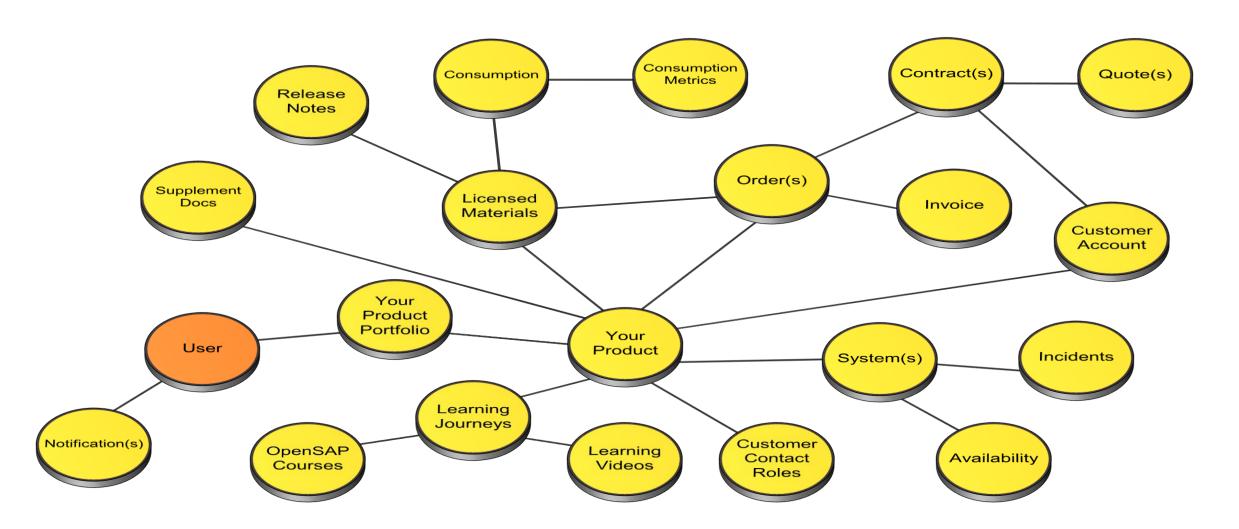
Examples of today's digital information offering of SAP

Why leading roles need more guidance



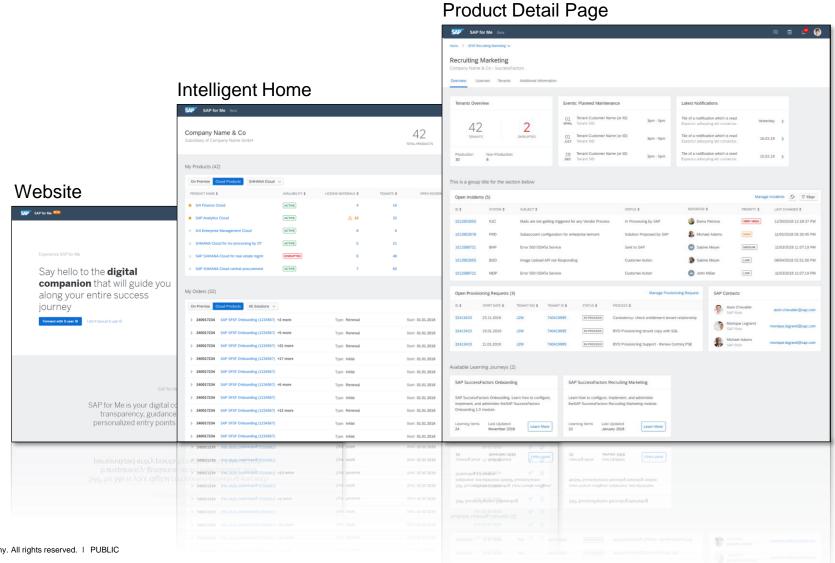
What leading roles are looking for

Information that drives decisions



SAP for Me

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Intelligent Home of SAP for Me

Overview

SAP for Me is your digital companion providing quick transparency, guidance, recommendations and personalized entry points for you to explore and take action.

The Intelligent Home is the central place where your SAP for Me journey starts. It provides various metrics that will give you an instant overview of all the products you have licensed in your company, including a personalized view of your favorite products. This product list is one entry point into indepth exploration. In the near future, we plan to provide additional entry points for people with a different focus, for example a contract or order list for people working in the finance department, or a learning projects list, for people in enablement roles. Please have a closer look at <u>our roadmap</u> for further details.

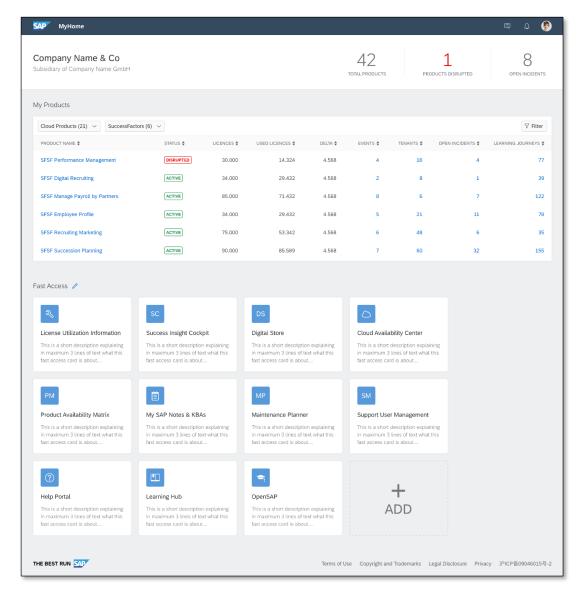
Finally, the Intelligent Home provides a comprehensive set of important, fast access links to other places at SAP that might be important to you.

Benefits

- Get immediate insight into important metrics
- Start your exploration with the area you are familiar with
- Gain fast access to SAP sources you frequently need

Outlook

- Additional section for alerts on specific events that require your immediate attention
- Additional entry points for exploration that are tailored to specific needs like
 - Contract View
 - Learning Project View



Product Detail Page

Overview

The Product Detail Page contains a variety of information in the context of a specific product. This page is the target page of the entries in <u>your product page as part of your Intelligent Home</u>.

The Product Detail Page provides multiple perspectives starting with an overview and providing separate views for licenses, systems and additional information. As SAP for Me pages are dynamic, not all of its content might be visible for you. The visibility of UI elements is dependent on the current authorization settings of your users.

Furthermore, the Product Detail Page categories are different depending on the product type. The view is aligned with the specific needs, metrics and perspectives of cloud and on-premise products.

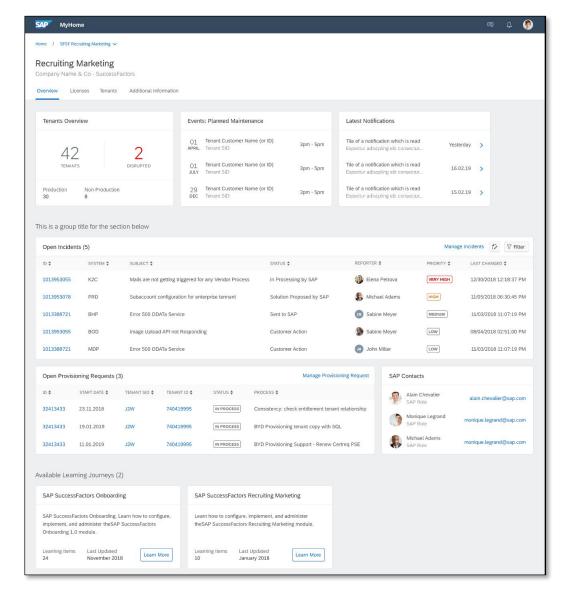
We will further enhance this page with additional cards and the capability to further personalize this to your needs. Please take a closer look at <u>our roadmap</u> for further details.

Benefits

- Get a quick and comprehensive overview of your product status
- Find triggers for required actions
- Find detailed, context-driven information where needed

Outlook

- Additional information for a broader overview
- More options for drill-down

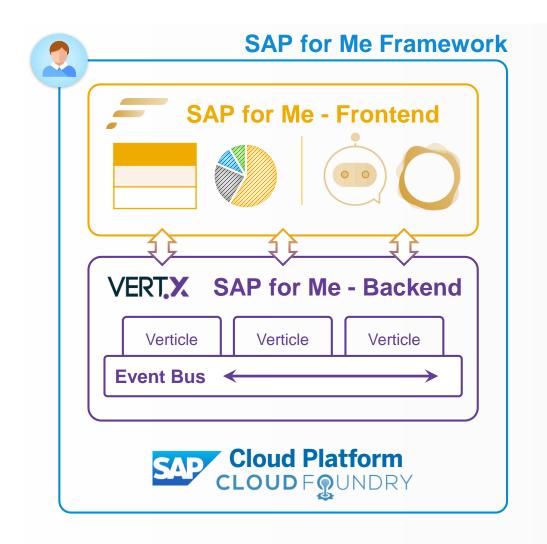


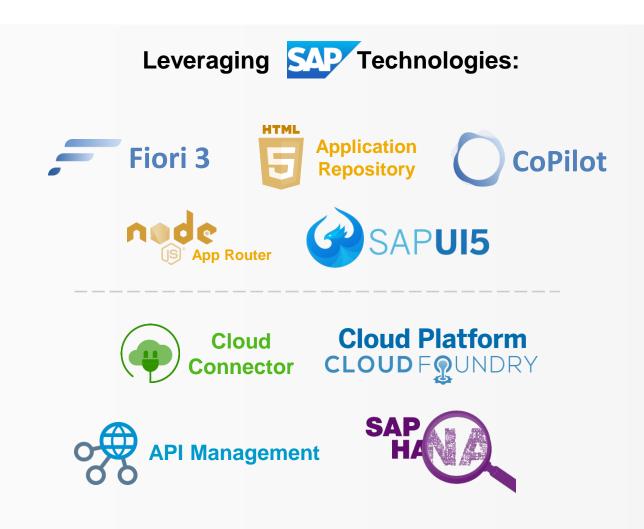
Capability Map

All capabilities across SAP for Me

Intelligent Home	Important metrics		access Natellites		My products		My orders		My support incidents		Learning status in my company			License compliance
Product Detail Page	Systems	Licenses	Ord	lers	Supp		Learning journeys		SAP contacts		tomer tacts	Availability of cloud solutions		Additional Information
User Profile	My user pr	rofile	My company profile			(S	My contacts SAP and customer)		My learnings			My learning certificates		
User Management	S-users (Link) and authorization													
Base Features	User onboarding for SAP for Me						Feedback channel for SAP for Me product improvement							
Capability Categories	Capabilities Areas													

SAP for Me follows the principle of "SAP runs SAP"





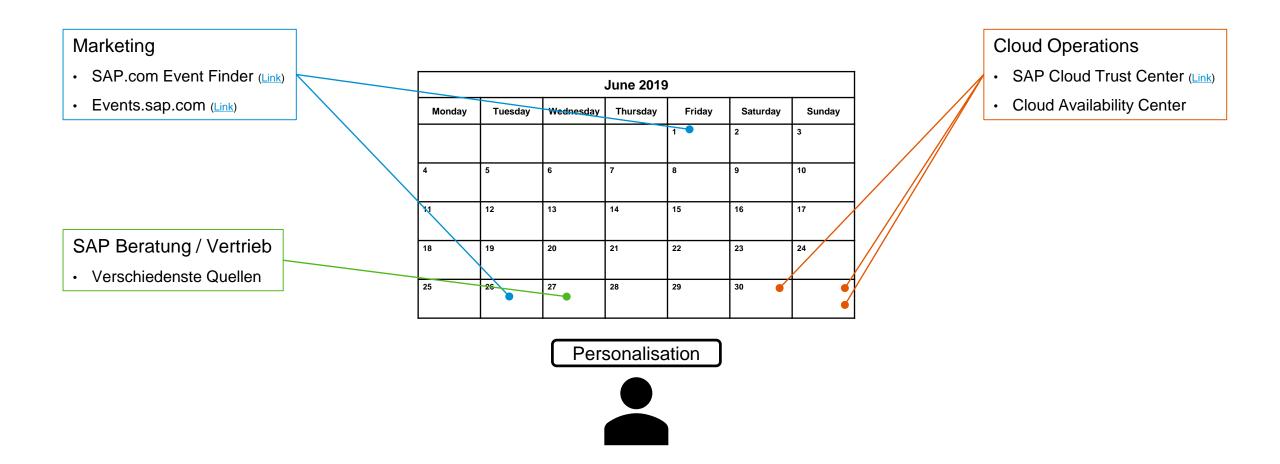
SAP for Me starts as open beta

SAPPHIRE is just the start starting point of a transformation story



Bringing distributed SAP information in context

The near future of SAP for Me



Beyond SAPPHIRE

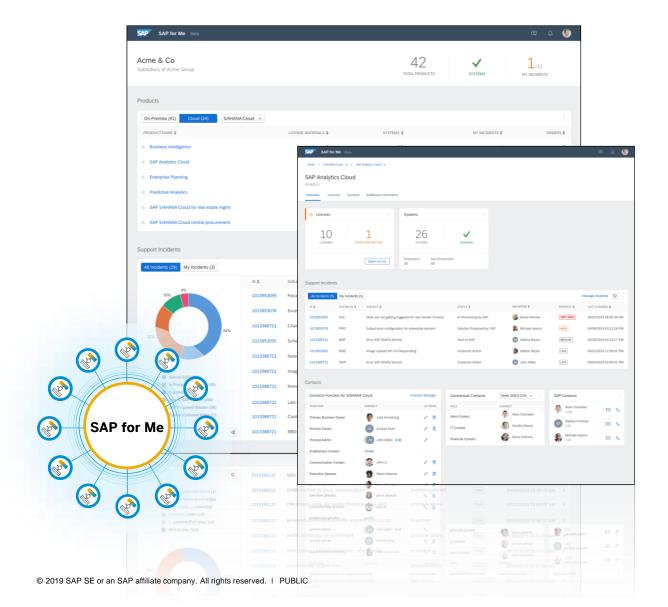
An outlook on things to come

	May 2019 Key Milestone: SAPPHIRENOW 2019	H2/2019 Key Milestone: DSAG Year Congress	2020 Key Milestone: SAP Field Kick-Off
Platform	Initial launch features of SAP for Me Intelligent Home Product Detail Page User Profile User Management Base Features	Feature extensions to SAP for Me • Performance Optimization • UID Integration (Authentication) • Central calendar • Product-specific cards (e.g. for Preferred Success) • Mobile Enablement (Responsive Design)	Feature extensions to SAP for Me • Mobile Enablement (Native) • UID Integration (Consent/Interests) • Chatbot Integration • Smart recommendations • Situation-based guidance • Central Communication Center
Business	 Orders / License / Entitlement / Consumption Systems / Incidents View Contacts My user / My Company / My Learnings 	 Manage customer contacts (sales handover) View maintenance events View legal documents Integrate Qualtrics-based satisfaction surveys View invoices 	 Manage customer contacts (orders) View provisioning status View consumption for OnPremise View consumption for product bundles View Intelligent Outage Communication

Consolidation Phase (page 2019 SAP SE or an SAP affiliate company. All rights reserved. | PUBLIC Consolidation Phase (planned until July 2019)

Scope Expansion

SAP for Me is made for you



- Your digital companion
 - Assists you in your interaction with SAP
- Single entry point
 - For various roles and interests
 - Across multiple SAP information sources
- Insight across your SAP product portfolio
 - Products, systems and status
 - Licenses utilization
 - Learning aspects
 - Support cases

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Thank you.





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