Run Ahead with Intelligent Cloud ERP

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SAP S/4HANA Cloud EMEA South

PUBLIC

Agenda

- Why Cloud?

- Why SAP S/4HANA Cloud?

- Demo of Machine Learning with SAP S/4HANA Cloud

- The Strategy Of The Intelligent Enterprise Suite

- The Case For Cloud

- Industry Momentum

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Cloud ERP Adoption

35% of businesses in GB are going to **invest in Cloud ERP** in the next 12 months [1]

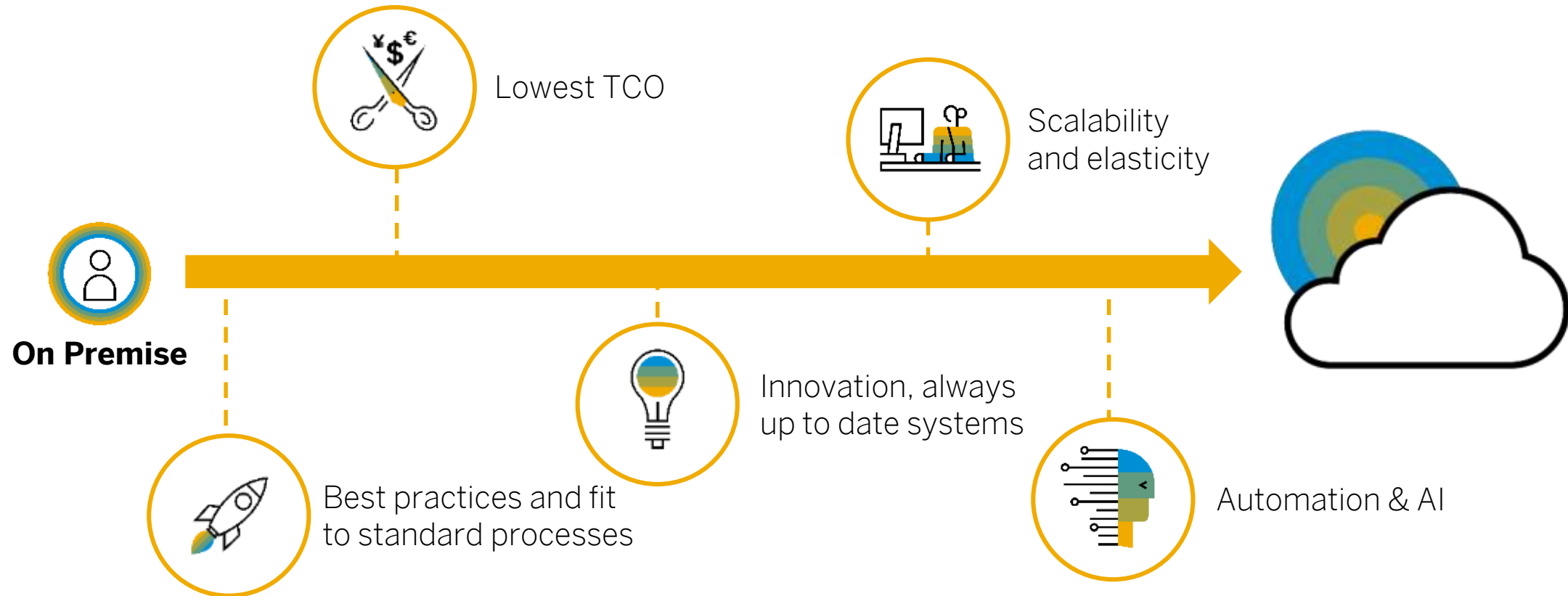**70**% **of CIOs** will embrace a **cloud-first strategy** [2]

70% of Enterprise **IT spending** will be for the **cloud by 2020** [3]

(1) IDC Worldwide and Regional Public IT Cloud Services Forecast, 2016-2020 – Dec. 2016.
(2) IDC FutureScape: Worldwide IT Industry 2017 Predictions – Nov. 2016.
(3) IDC Futurescape: WW Intelligent ERP 2017 Predictions – Nov. 2016.

Cloud Delivers Multiple Business Benefits

On Premise

Lowest TCO

Scalability and elasticity

Best practices and fit to standard processes

Innovation, always up to date systems
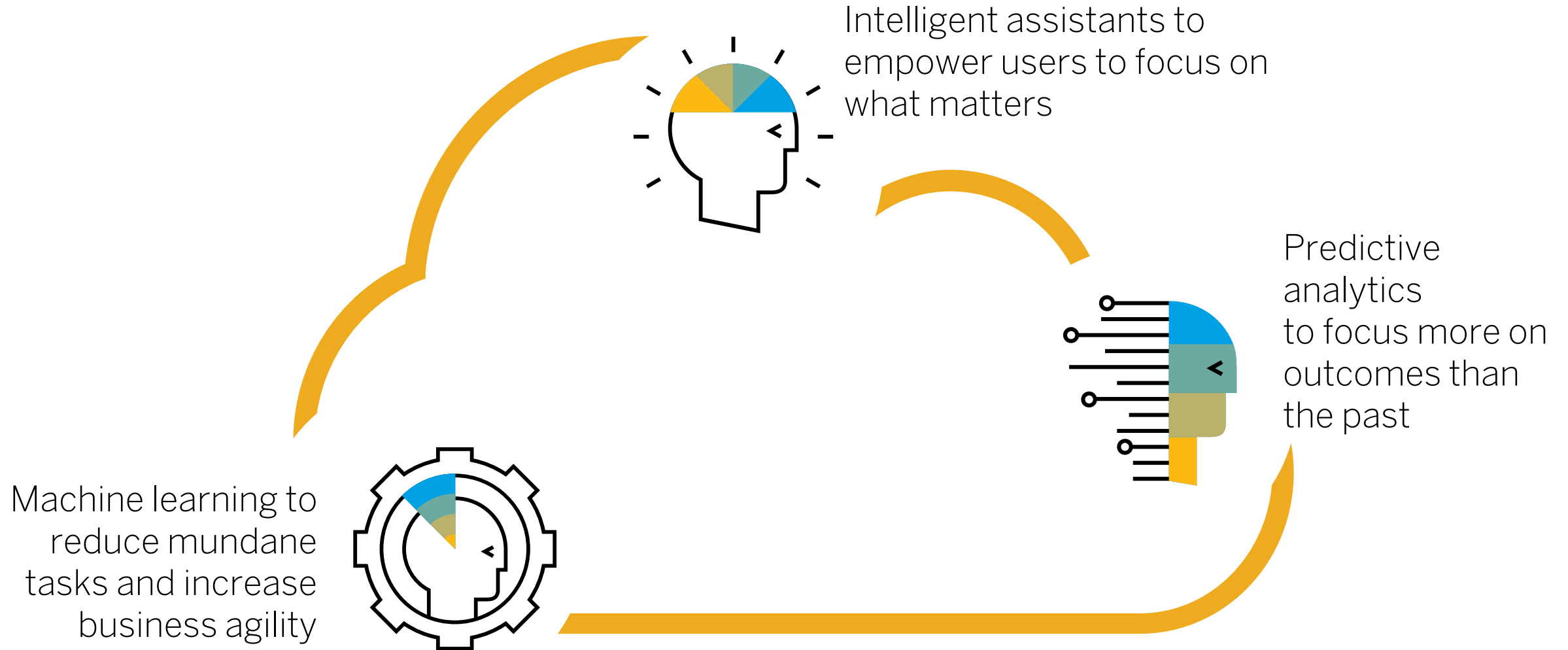
Automation & AI

- Accelerate go-live & adoption
- Flexibly scale to new needs
- Shift from CapEx to OpEx
- No infrastructure investment needed

- Get latest innovations & best practices
- Keep up with regulatory changes
- Easy to configure & extend
- Complete data security & protection

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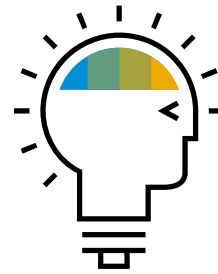# New Technologies Enable A New Generation Of Intelligent Cloud ERP

Intelligent assistants to empower users to focus on what matters

Predictive analytics to focus more on outcomes than the past

Machine learning to reduce mundane tasks and increase business agility

SAP S/4HANA Cloud: A New Generation Of Intelligent Cloud ERP

Intelligent Technologies

Innovations such as machine learning, artificial intelligence, and predictive analytics make every business process smarter and more streamlined.

Next-generation business processes

By connecting business functions, automating manual processes, and acting on real-time insights, everyone can be more productive and impactful.

Instant business value

With the latest innovations delivered via regular updates, you'll always have an up-to-date business platform that can quickly adapt to changing business conditions.

SAP S/4HANA Cloud: ERP Is Becoming Intelligent

Great User Experience
based on intelligent interactions and conversational interfaces

SAP CoPilot
as your digital assistant
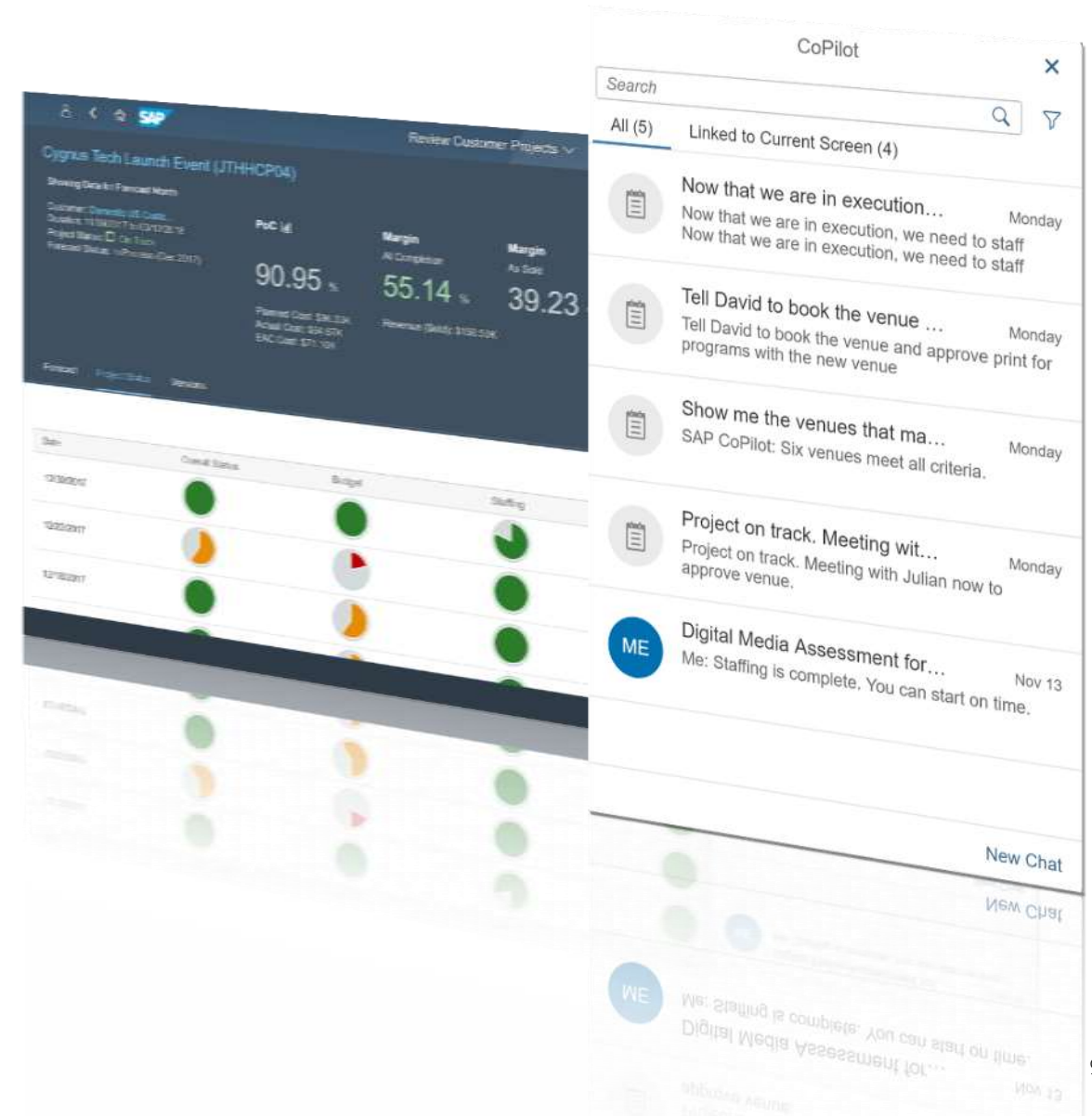
Predictive analytics
to support real-time decision making

Automation
through RPA, AI & machine learning

Enabling next generation business processes
leveraging SAP HANA, SAP Leonardo and all new technologies (IoT, Blockchain, etc.)

SAP S/4HANA Cloud: Enabling Next-Generation Business Processes

A new level of optimization

- Trained through the ingestion of vast amounts of content
- Automatic adaption and learning based on successes and failures

A new set of use cases

- Delivering predictive sales forecasts
- Automatic invoice matching
- Predicting cash flow
- BOM automation & learning the suppliers to utilize
- Automatic Inventory replenishment tied to demand
- Suggestive orders

SAP S/4HANA Cloud: Evolving At Cloud Speed

Intelligent ERP
with AI and machine learning

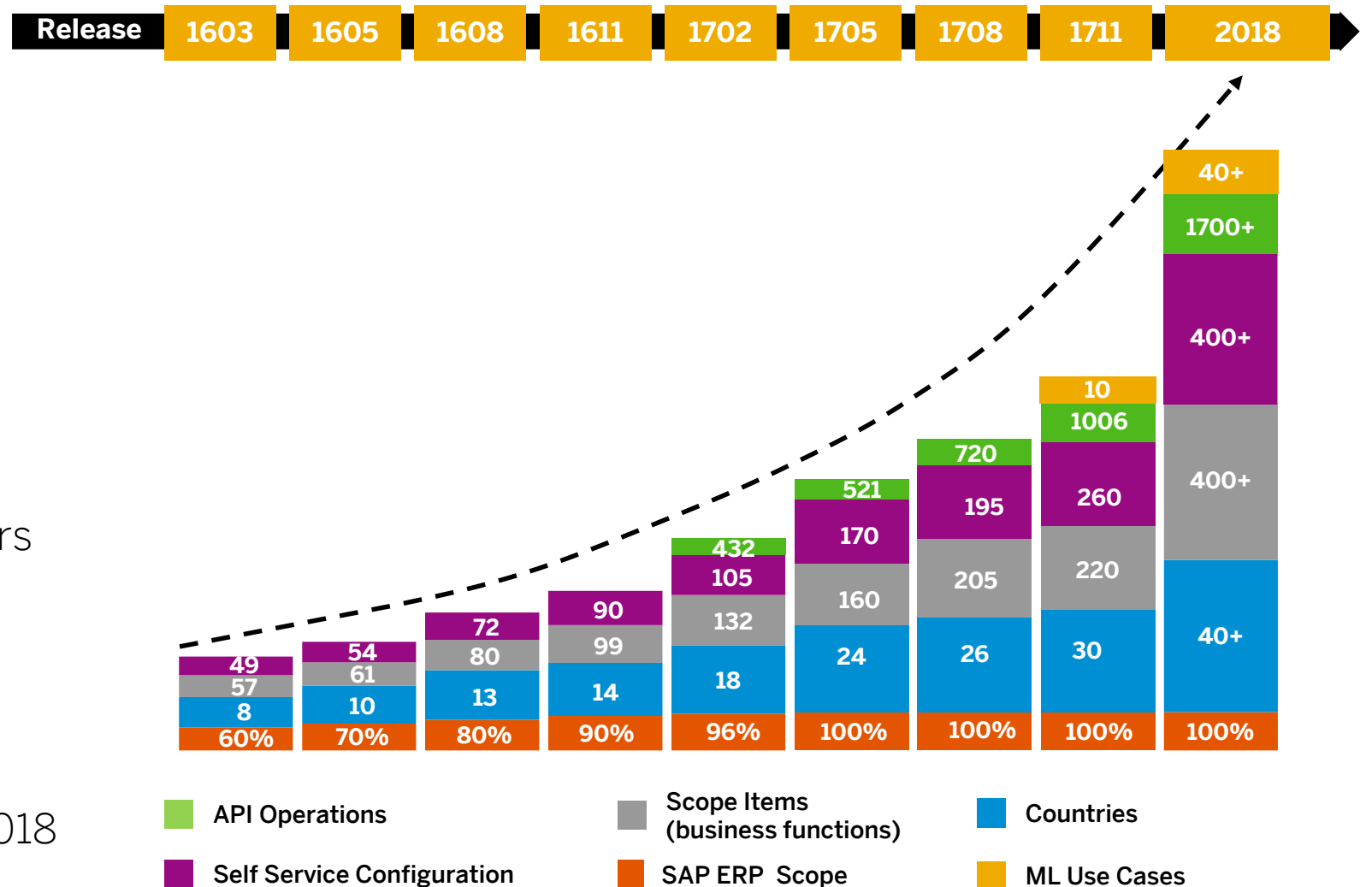**Four quarterly releases with new innovations**
rapidly exposing SAP S/4HANA functionality, APIs, and globalization

Finance-centric ERP
ready to deliver value to all customers
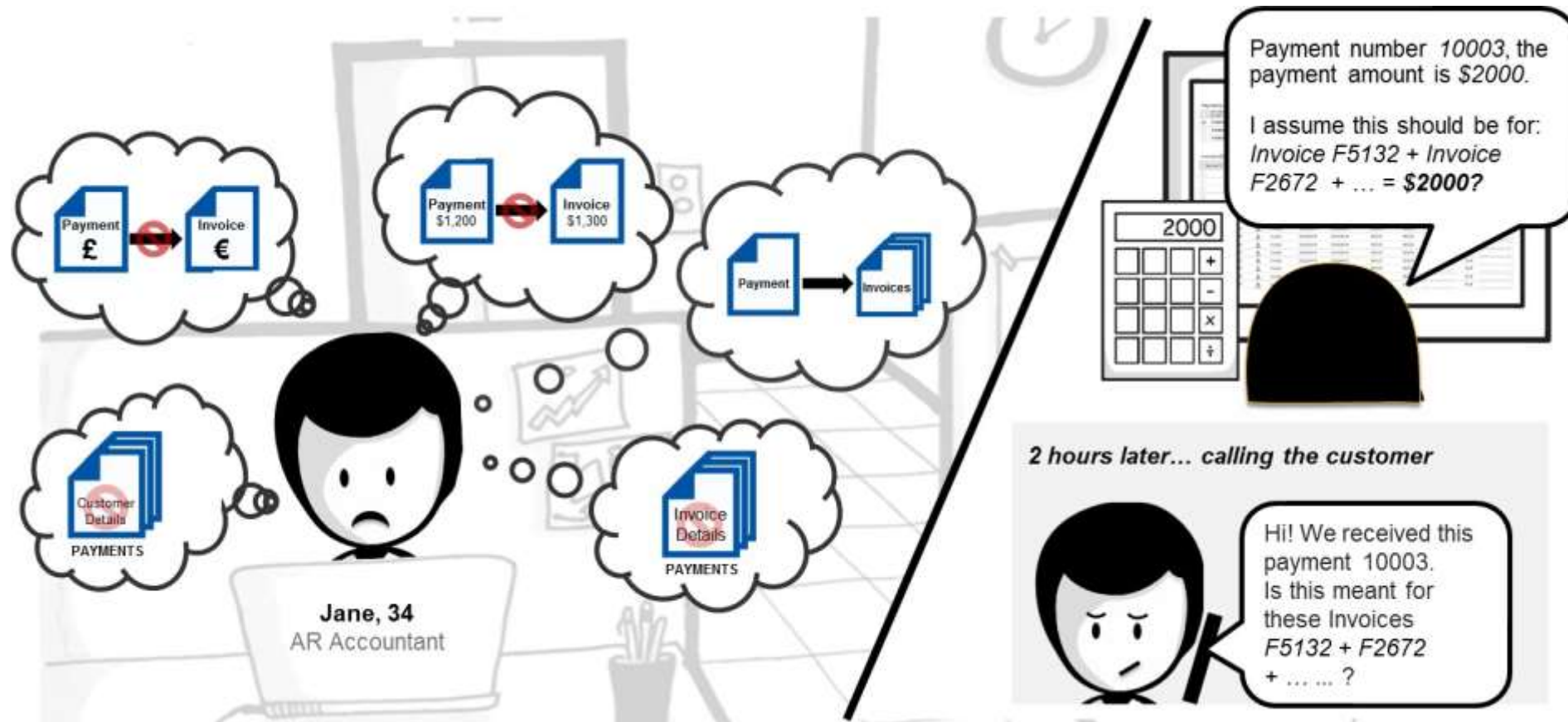
Industry-specific functionality

- Professional Services
- Component Manufacturing
- More industries to be added in 2018

Release	1603	1605	1608	1611	1702	1705	1708	1711	2018

2018 column (top to bottom): 40+, 1700+, 400+, 400+, 40+, 100%

1711 column: 10, 1006, 260, 220, 30, 100%

1708 column: 720, 195, 205, 26, 100%

1705 column: 521, 170, 160, 24, 100%

1702 column: 432, 105, 132, 18, 96%

1611 column: 90, 99, 14, 90%

1608 column: 72, 80, 13, 80%

1605 column: 54, 61, 10, 70%

1603 column: 49, 57, 8, 60%

Legend:
- **API Operations** (green)
- **Self Service Configuration** (purple)
- **Scope Items (business functions)** (gray)
- **SAP ERP Scope** (orange)
- **Countries** (blue)
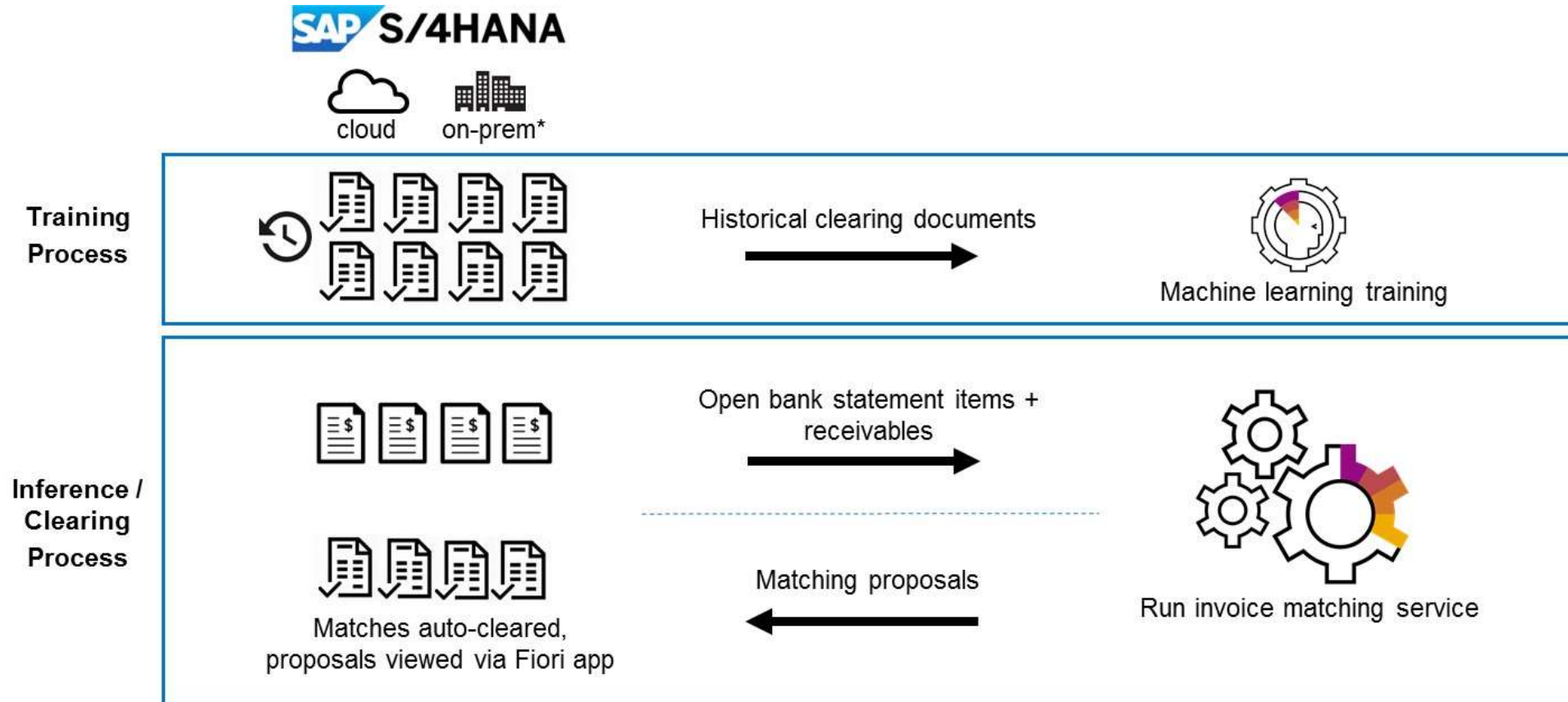- **ML Use Cases** (yellow)

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Challenges facing AR teams in clearing incoming payments
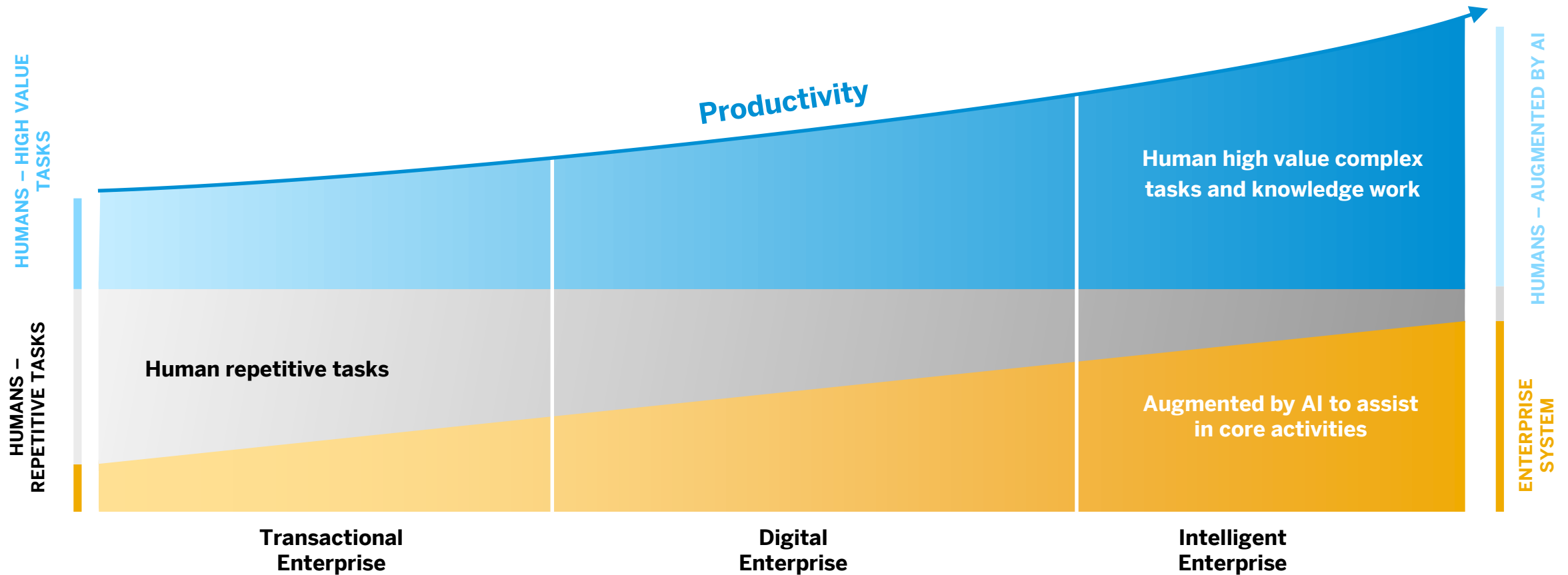
Native Integration
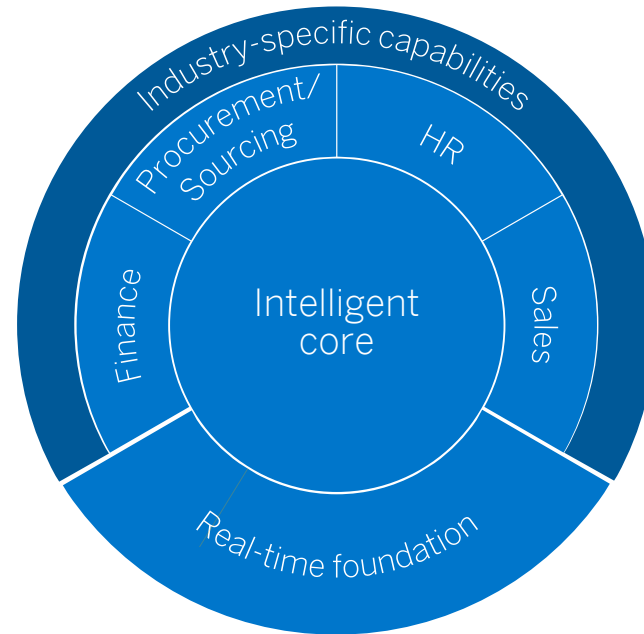## SAP S/4HANA Cloud & SAP Leonardo for Cash Application

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Automating Repetitive Tasks Helps Humans Be More Productive And Focus On Higher Value Tasks
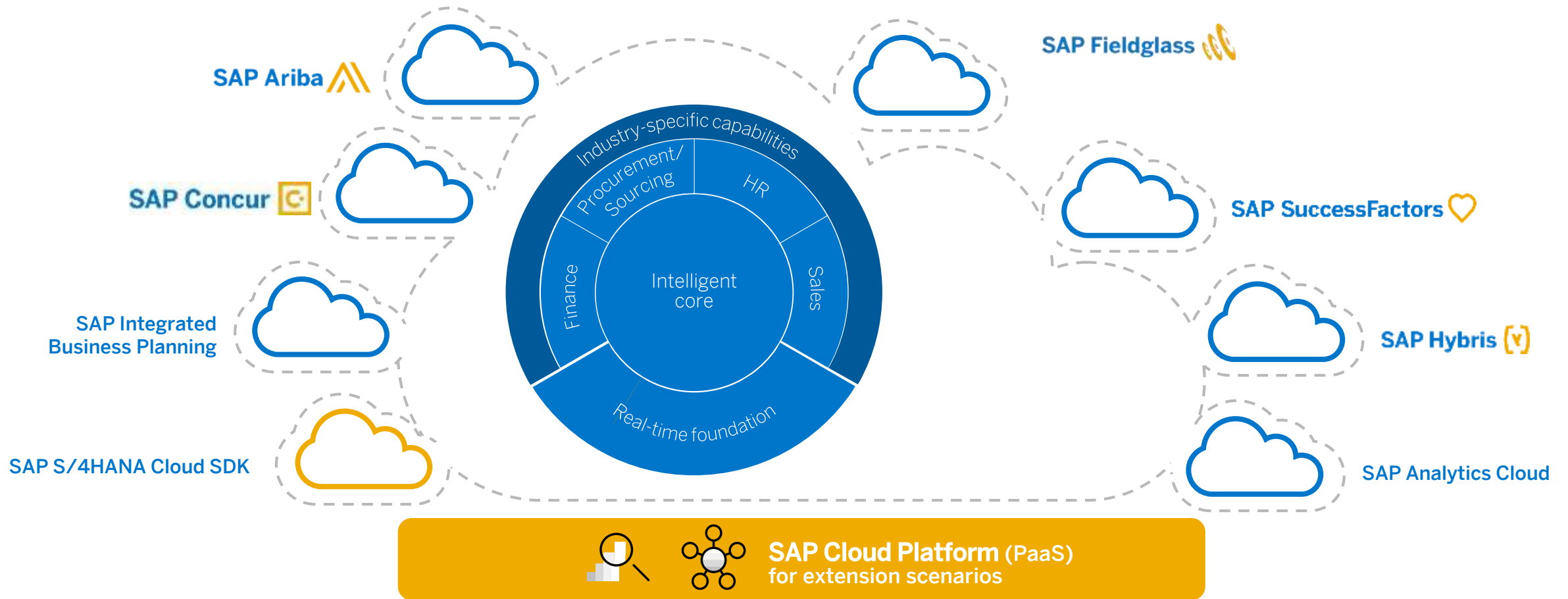
Productivity

HUMANS – HIGH VALUE TASKS

HUMANS – REPETITIVE TASKS

HUMANS – AUGMENTED BY AI

ENTERPRISE SYSTEM

Human high value complex tasks and knowledge work

Human repetitive tasks

Augmented by AI to assist in core activities

Transactional Enterprise

Digital Enterprise

Intelligent Enterprise

Source: SAP CSG analysis, McKinesy Quarterly Report July 2016, Google PR, Microsoft PR, SAP Market Model

SAP S/4HANA Cloud

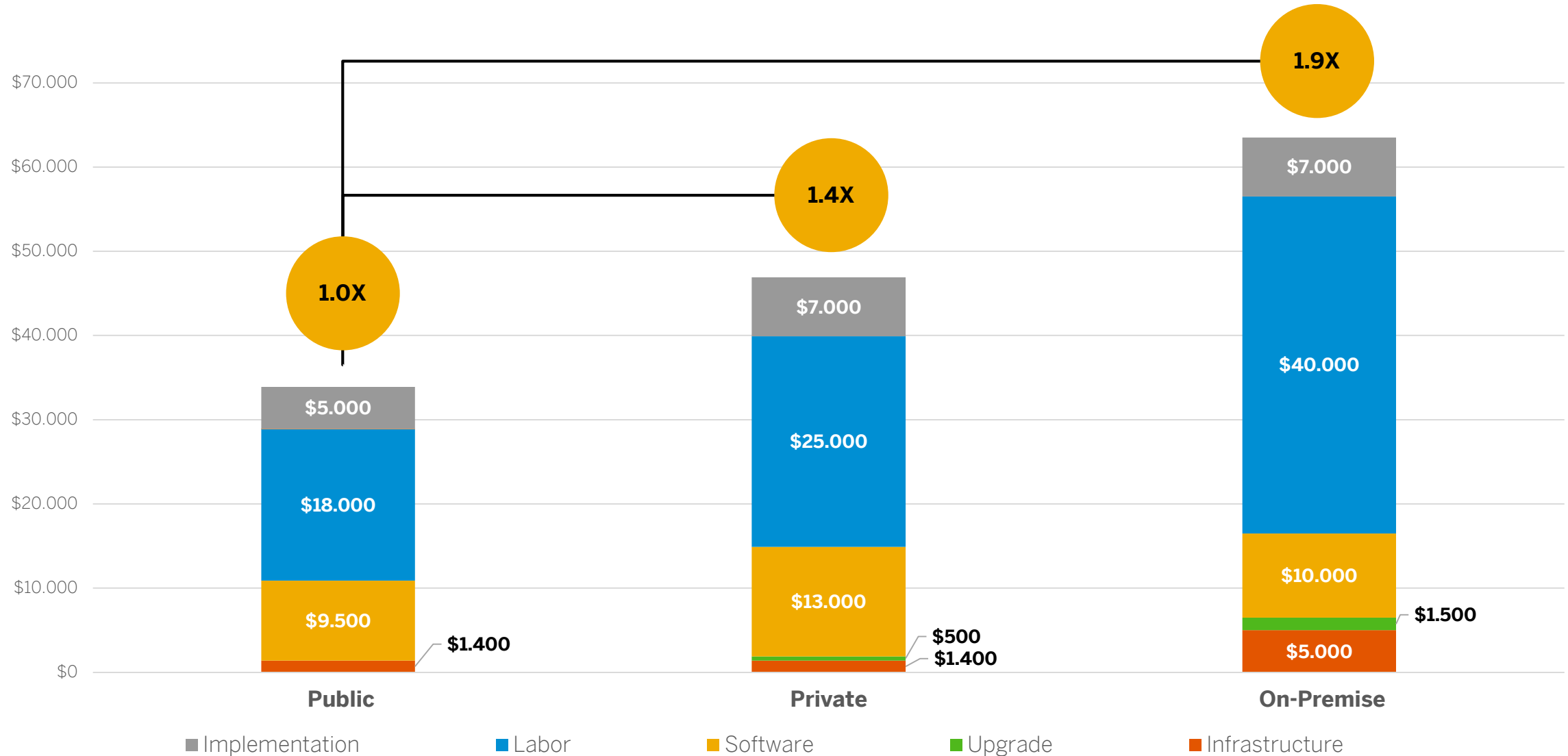# Intelligent Enterprise Suite: Enabling Next Generation Business Processes

SAP Ariba

SAP Concur

SAP Integrated Business Planning

SAP S/4HANA Cloud SDK

Industry-specific capabilities

Procurement/Sourcing

HR

Finance

Sales

Intelligent core

Real-time foundation

SAP Fieldglass

SAP SuccessFactors

SAP Hybris

SAP Analytics Cloud

SAP Cloud Platform (PaaS)
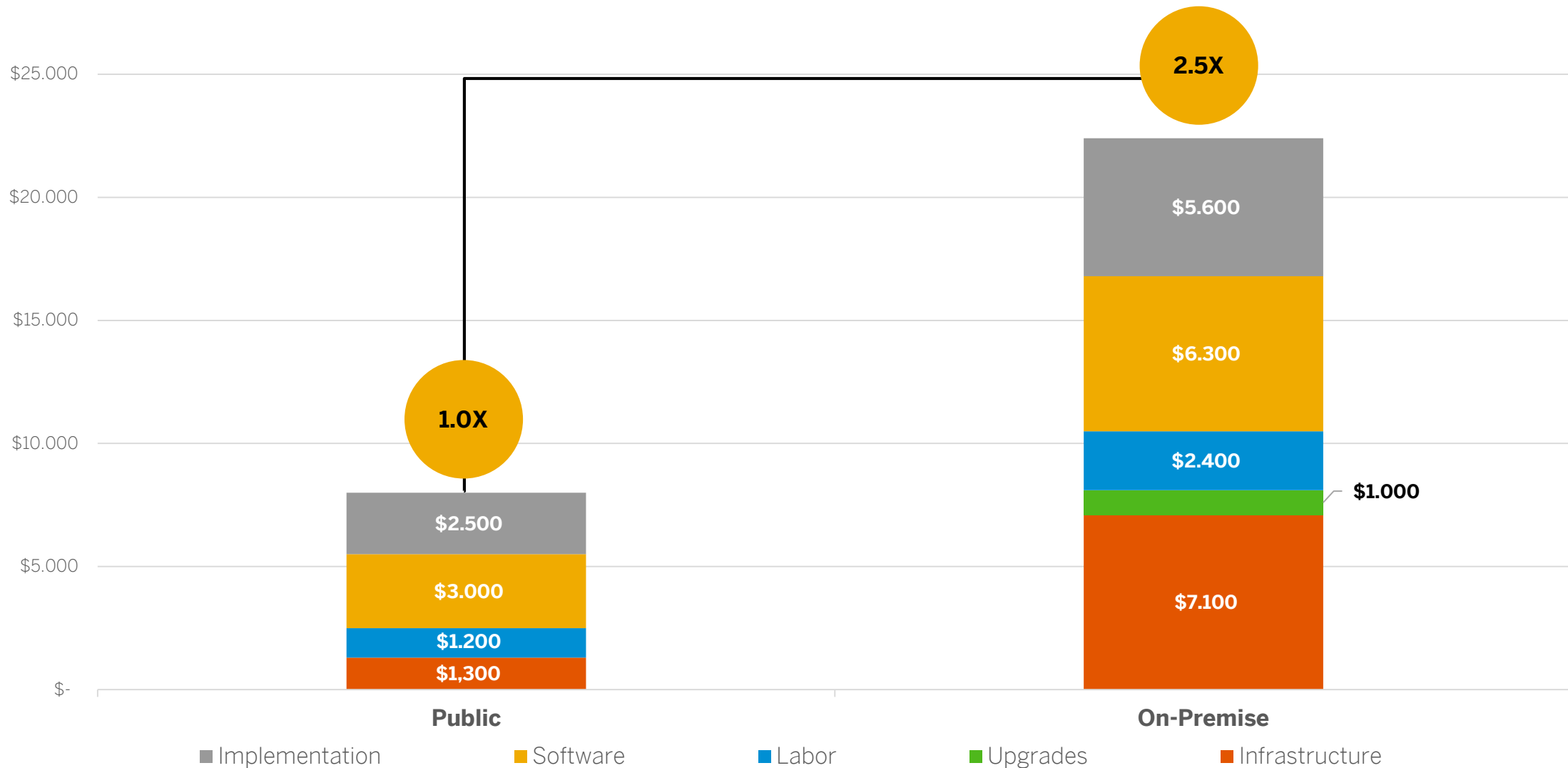for extension scenarios

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Comparative TCO: A Large Enterprise Example

Comparative TCO: A Midsize Company Example

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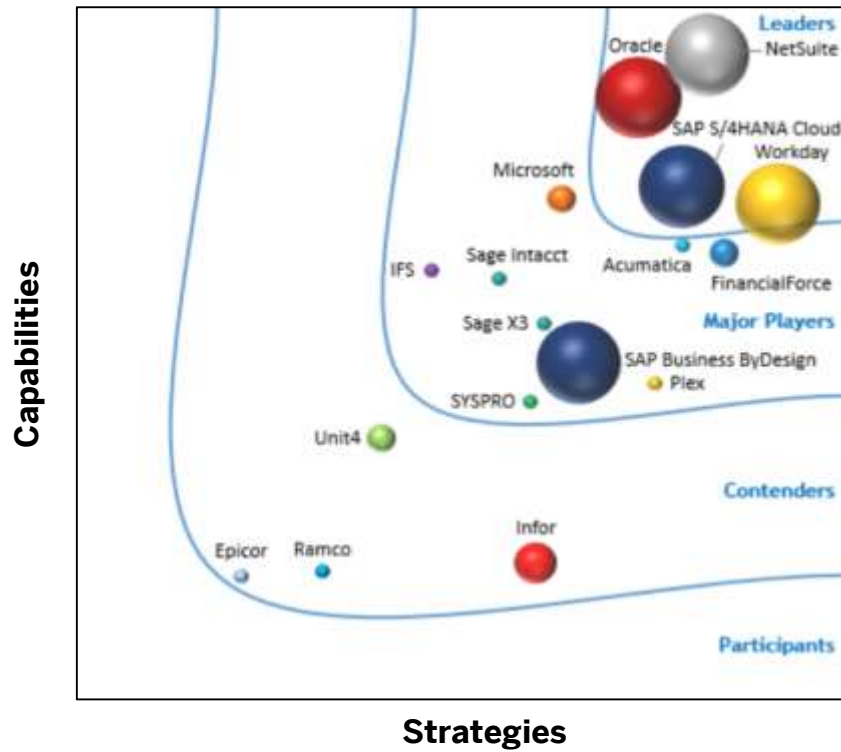
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SAP S/4HANA Cloud Customers (excerpt)
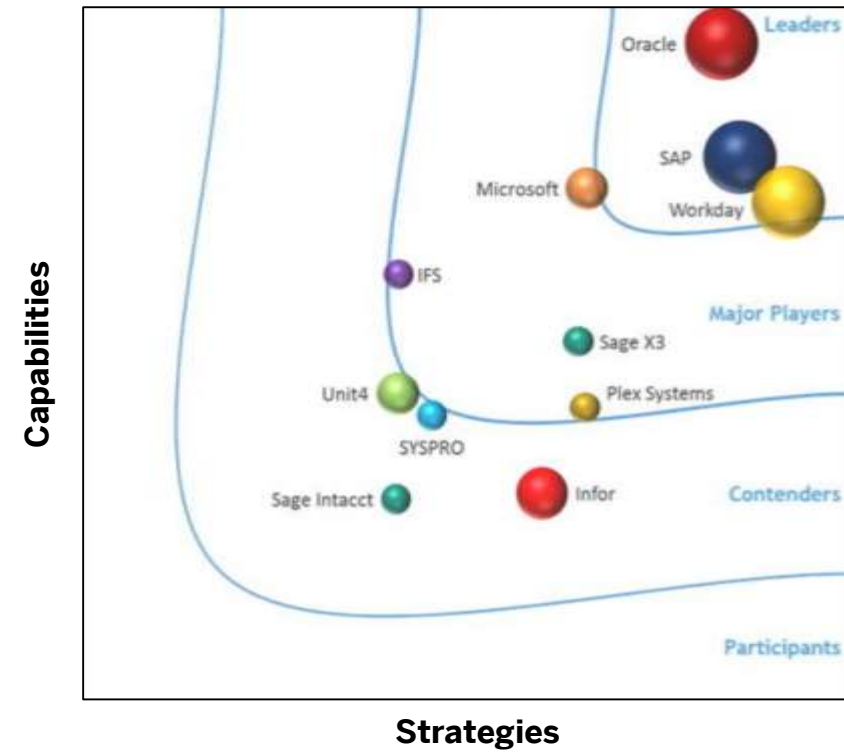
SAP S/4HANA Cloud: a Leader in Cloud ERP

IDC MarketScape Worldwide SaaS and Cloud-Enabled Midmarket ERP Applications Vendor Assessment (2017)

Click here for full report

IDC MarketScape Worldwide SaaS and Cloud-Enabled Large Enterprise ERP Applications Vendor Assessment (2017)

Click here for full report

WANT TO KNOW MORE?

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