

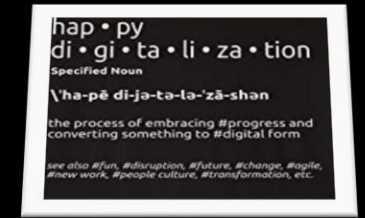


World and Tech Trends

Claudio Marino, SAP EMEA South CFO

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The World is increasingly becoming more Complex



Last 2 years

90% 

Of the **world's data** has been generated¹

Last 2 years

40% 

Growth in adoption of **business networks**²

85% of CEOs

Believe success will depend on removal of complexity to drive innovation⁶

2020

9 billion 

Mobile users in the world⁴

End of 2020

212 billion 

"Things" will be connected³

40% in savings

of Energy Companies believe digitalization can save 16% or more in operating expense⁵

¹ [ScienceDaily](#), May 22, 2013.

² [Technology Adoption Report on Business Networks](#), Ardent Partners, 2014.

³ [Internet of Things \(IoT\) 2013 to 2020 Market Forecast: Billions of Things, Trillions of Dollars](#), IDC, 2013.

⁴ [Statista](#), 2014.

⁵ <http://cloudtweaks.com/2013/06/cloud-infographic-the-content-cloud/>

⁶ CFO Research 2015

⁵ [Aspen Tech Research, march 1st 2018](#)

A Digital Day @ SAP





Digitization

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Innovation is increasingly driven by the move to a Digital Economy

Digital Transformation can change the game



World's largest taxi company
owns no taxi's



Largest accommodation provider
owns no real estate



Largest phone company
owns no infrastructure



World's most valuable retailer
owns no inventory



World's largest movie house
owns no cinemas



Largest music company
owns no music



World's biggest book distributor
owns no books

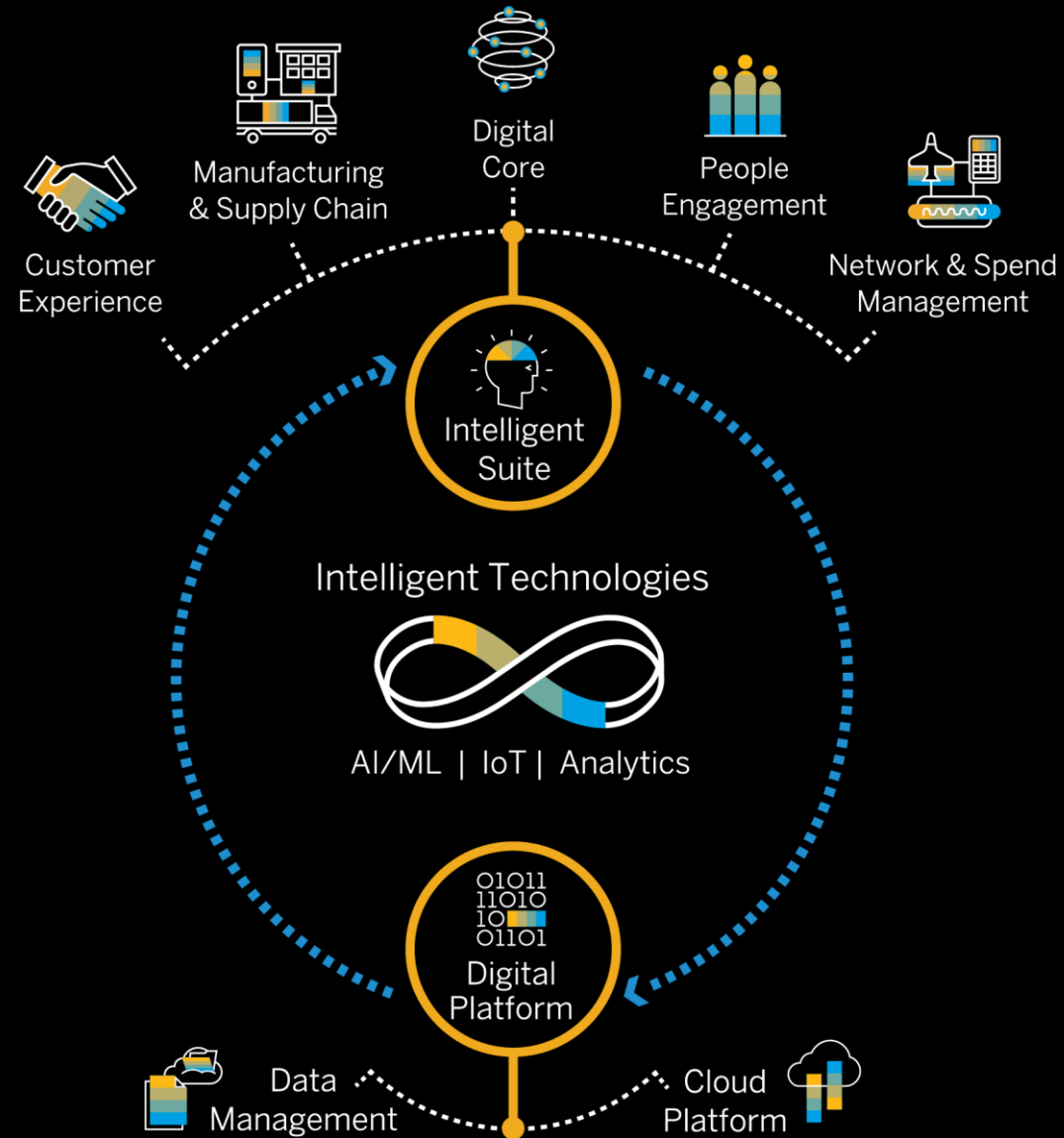




The Intelligent Enterprise

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The Intelligent Enterprise Framework



THE INTELLIGENT ENTERPRISE
features 3 KEY COMPONENTS:

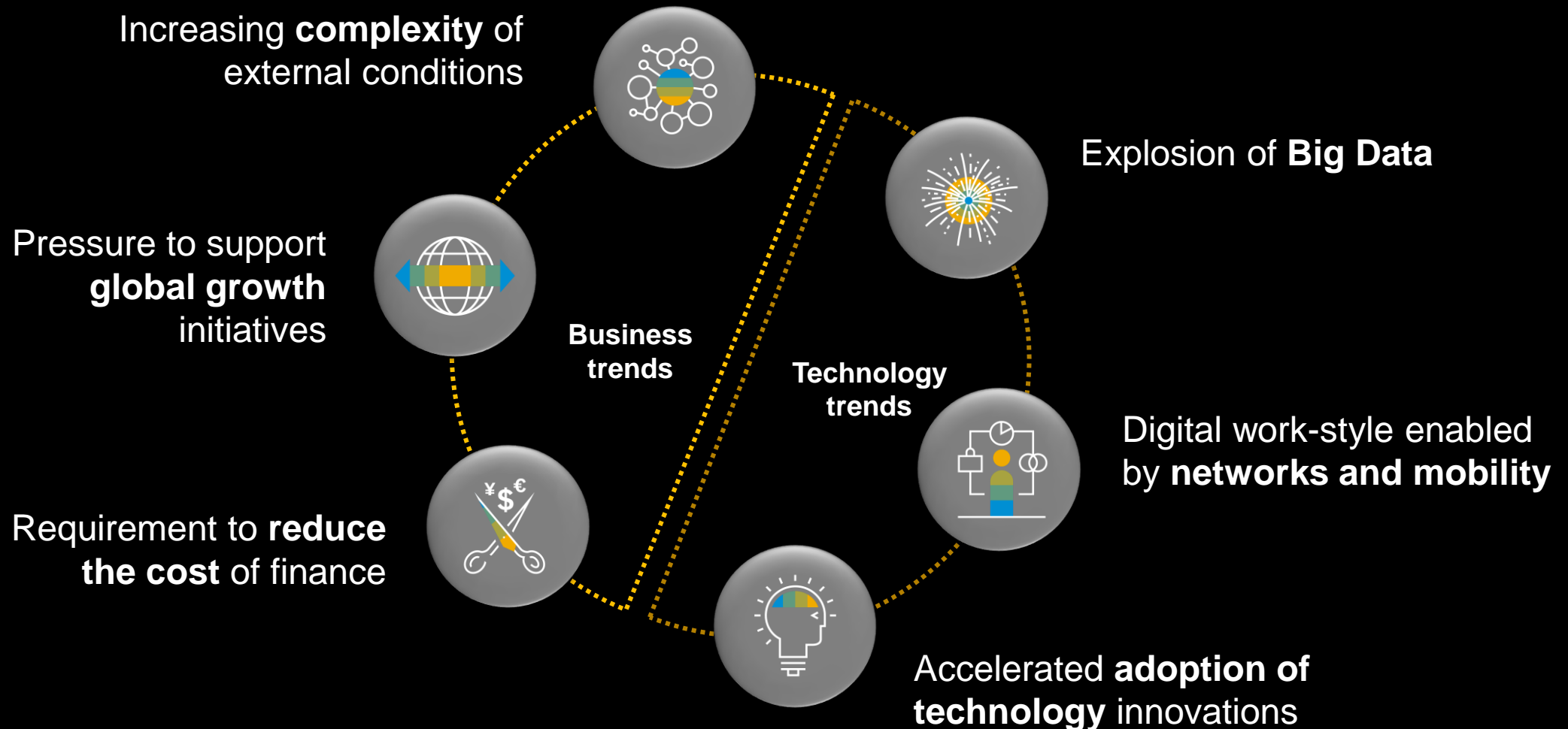
1 Intelligent Suite

2 Digital Platform

3 Intelligent Technologies

The New Reality

Becoming a live business in a digital world

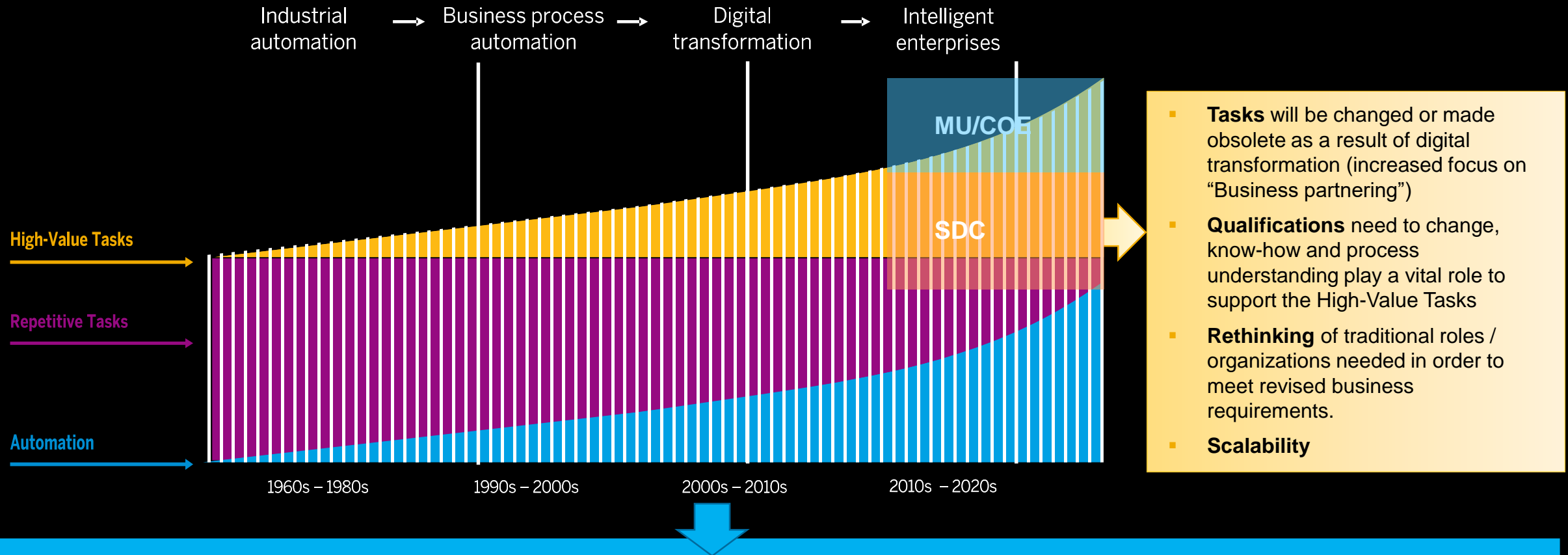




The Changing Role of Finance

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Digitization impacts the **Future of Work**



By applying intelligent technologies such as

🔍 Artificial Intelligence (AI), 🧠 Machine Learning (ML), 💬 Chatbot, 🌐 Internet of Things (IoT), 🤖 Robotics and 📊 Advanced Analytics we can transform into event-driven businesses which automate repetitive tasks and enable employees to focus on high-value tasks.

The Changing Shape of Finance*

The Finance function has seen dramatic changes over the last two decades from a traditional hierarchical triangle based on heavy manual processes to a hexagonal structure reshaped by technology.

The changing mandate for finance

Finance role shifts into the emphasis towards management rather than accounting

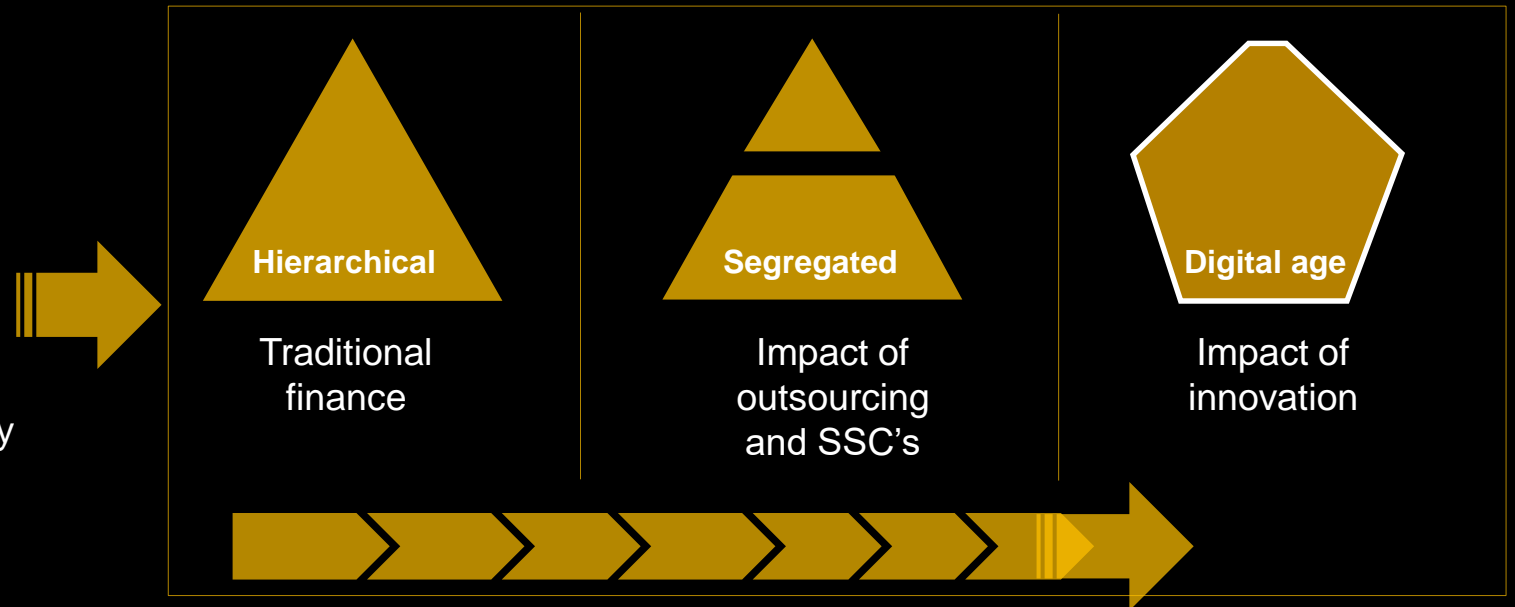
CFO has the business understanding to work alongside the CEO as a co-pilot

Technology

Technologies improve finance function efficiency and build new capabilities for it

Finance function capability

Refocusing the finance function towards revenue and value creation



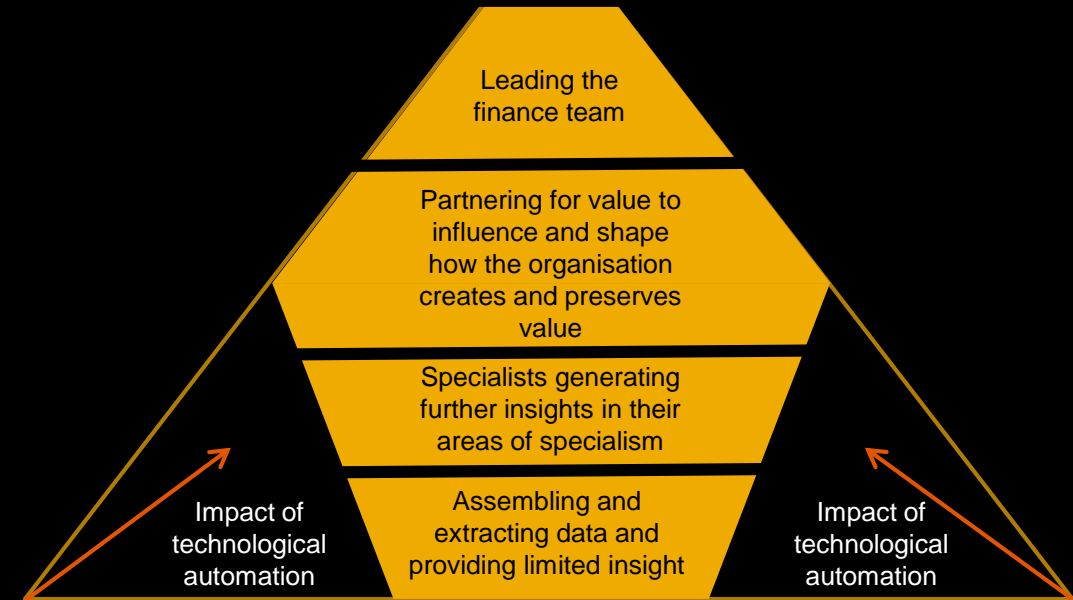
* CGMA The changing shape of the finance function – June 2018

Technology's impact on Finance*

Many manual tasks have been automated, the need for reconciliation between systems and modules have been greatly reduced or eliminated altogether

The impact of technology

- Many clerical and administrative tasks automated
- Professional-level tasks still exist in the management and continuous improvement of processes
- Multidisciplinary teams, including Finance professionals, support the business.
- A collaborative finance leadership approach

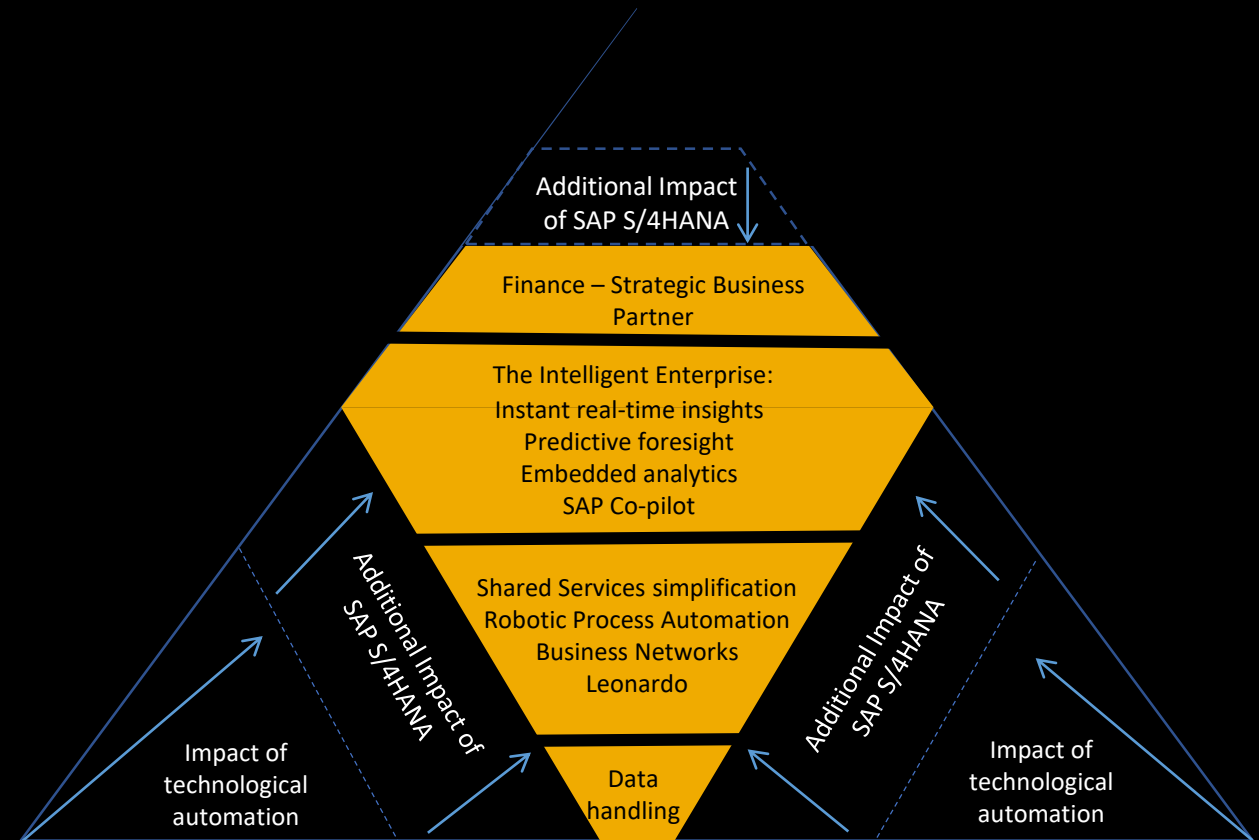


* CGMA *The changing shape of the finance function – June 2018*

The impact of SAP S/4HANA

SAP S/4HANA accelerates the transformation of Finance into a strategic business partner by enabling the Intelligent Enterprise through advances in innovative technology

- Strategy supported by predictive planning
- Embedded consumer grade analytics
- Establishing a digital core for the heart of the Intelligent Enterprise
- Massively simplified processes
- Continuous accounting and soft close



Are you ready now? Really?



Wow!

<https://youtu.be/ystdF6jN7hc>



THE
WAY WE
WORK
WILL NEVER
BE
THE SAME

THE SKILLS
WE
NEED **WILL**
BE
DRAMATICALLY
DIFFERENT

Key is: Continuously Enabling Myself

IT'S ALL
ABOUT
YOU

Assess

Understanding Myself

What are my values, aspirations,
and competences?
Where do I want to go?
What drives me?

Match

Finding My Path

What works for me?
What supports my personal development
journey?
What are the best fitting job assignments?

Engage

Bringing Myself A Step Further

Learn as I go – taking on the next step to improve myself
Meet the experts
Does it work out for me?
What is my contribution to my environment?

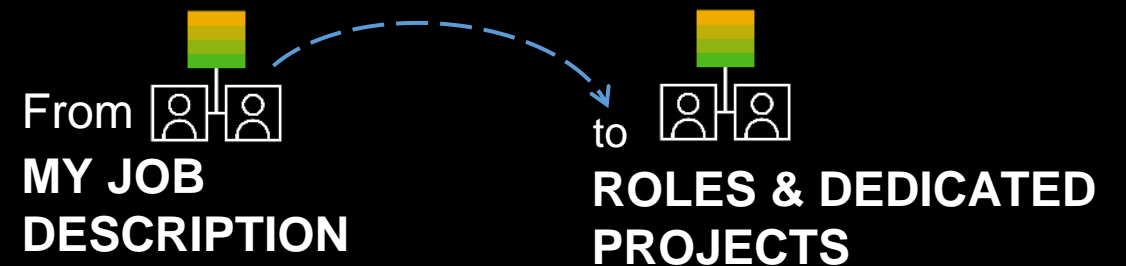
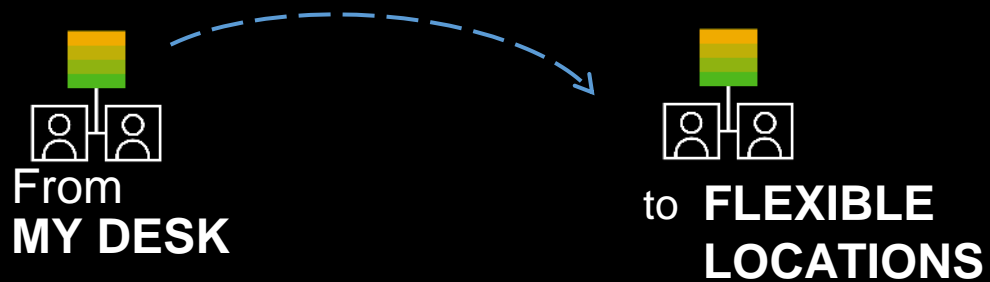
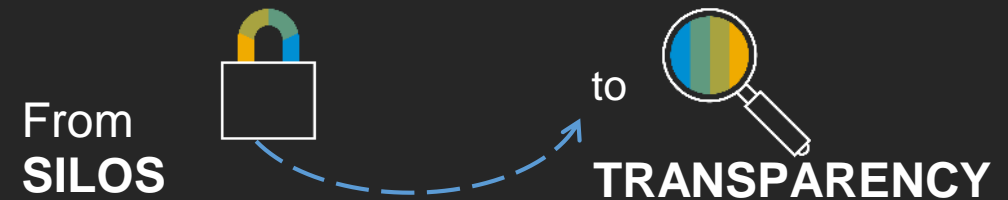
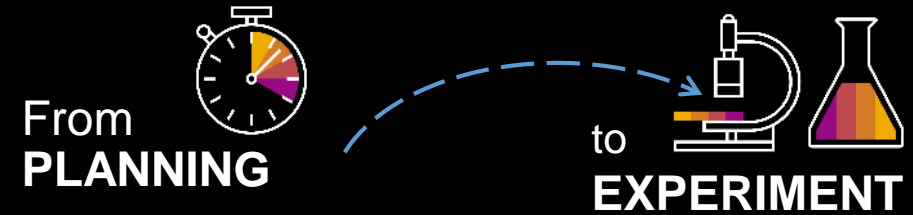
Be Part

Be part of this fascinating journey

See the benefits for yourself
Start the journey
Don't be afraid



Eventually, it all depends on **how we work**





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