

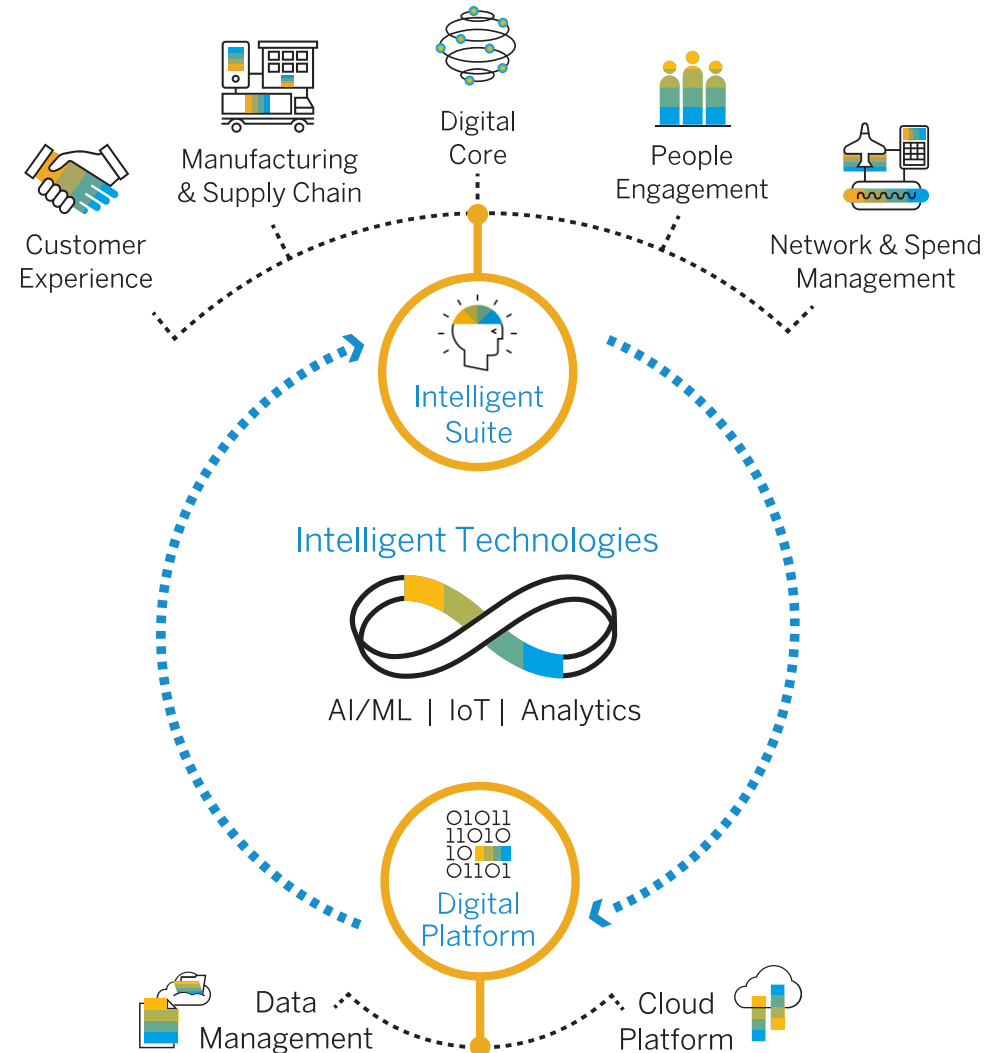


Drive an Intelligent Enterprise with SAP Analytics Cloud Planning and Reporting

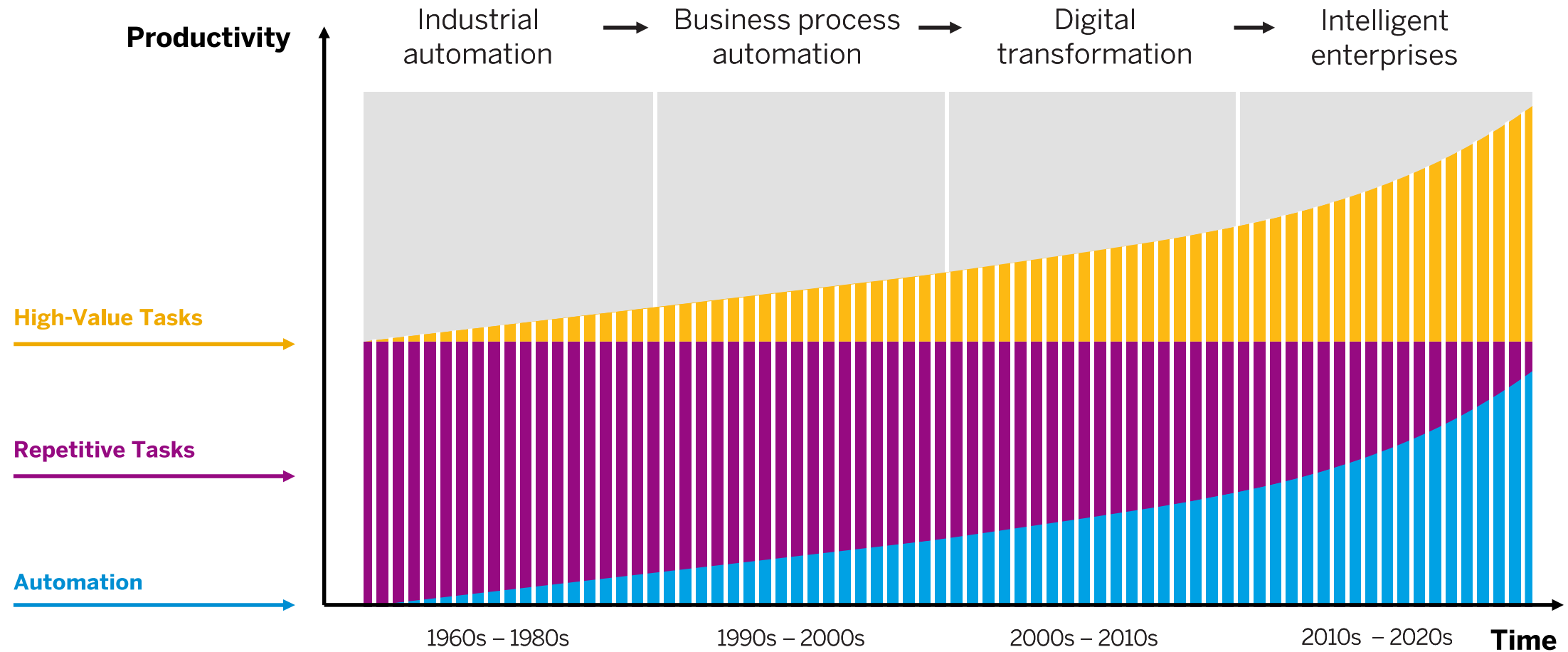
Luigi Simoncini, SAP Presales Expert
March 21, 2019

PUBLIC

Intelligent technologies are central in delivering the Intelligent Enterprise

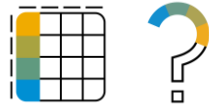


How to automate something as nonrepetitive as analytics and planning?

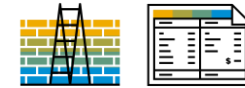


Same tools. Different times.

Many organizations still use spreadsheets...

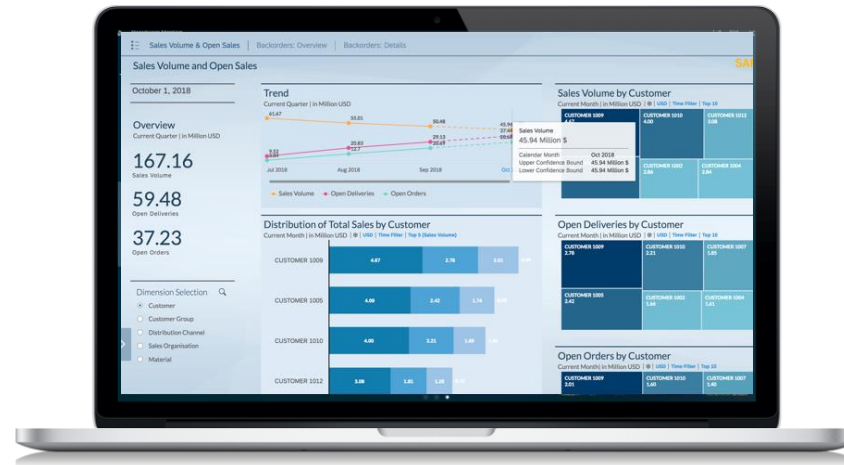


43% of the senior finance executives
don't know how many business critical
spreadsheets are in use



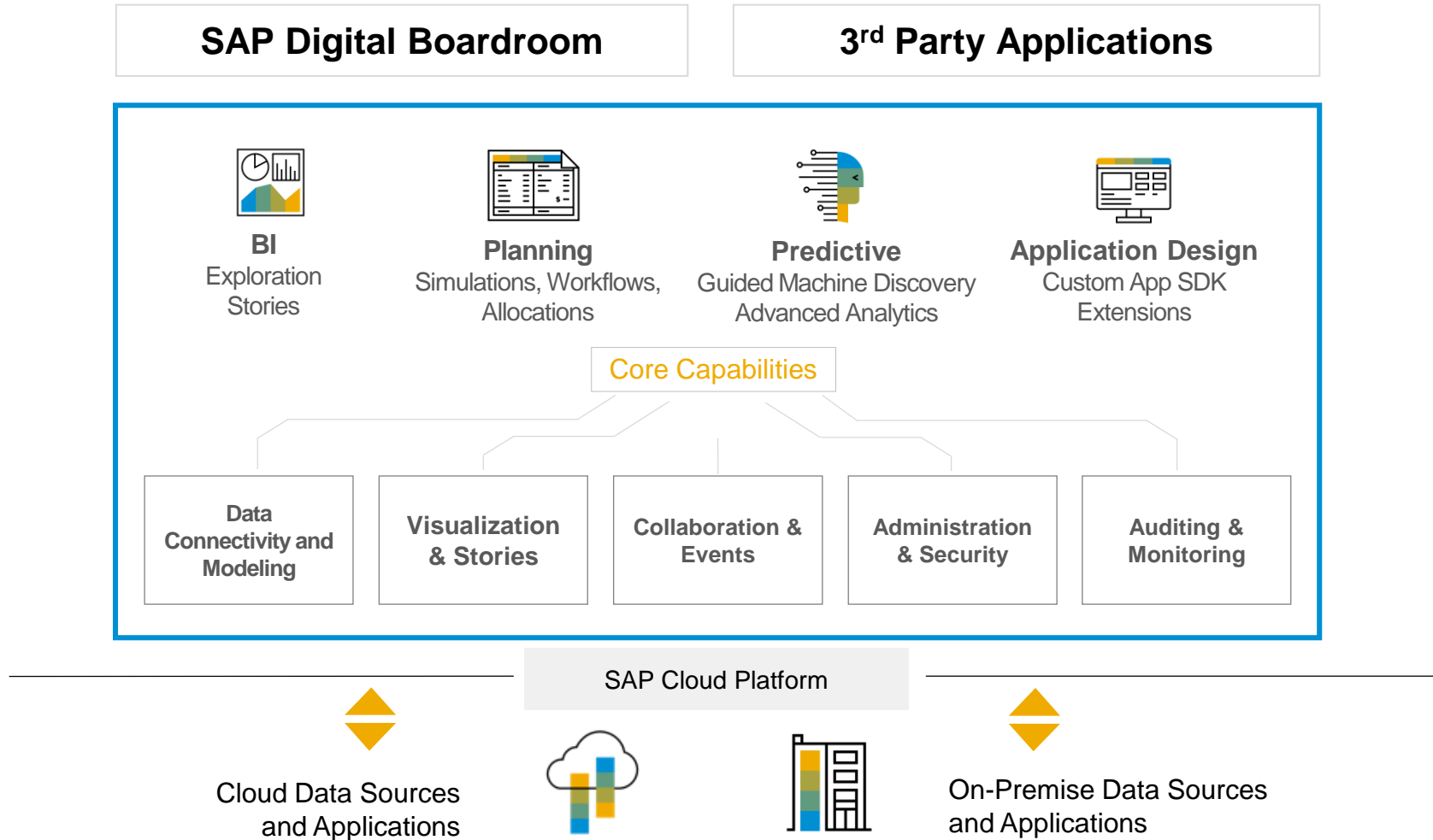
48% of participants said that spreadsheets
make it **difficult to manage**
the planning processes

One simple cloud



SAP Analytics Cloud
is a next-generation software-as-a-service (SaaS) solution built
from the ground up that allows business users to **plan, discover, predict,**
and collaborate all in one place.

SAP Analytics Cloud components



SAP Analytics Cloud

Plan Simple

- Rich modeling
- Top down or bottoms up planning
- What-if simulations
- Private versioning
- Driver based planning
- Predictive forecasting
- Collaboration and cell commentary
- Workflow and task assignment
- Graphical allocations
- Variance analysis reporting
- Excel integration



Modeling

Easily construct sophisticated planning solutions

Simplified Excel like UI allows easy access to dimensions with powerful sorting/filtering

Predefined dimension types with specific properties and capabilities

Rich formula language to support driver based planning, and KPI reporting

Visual drag and drop hierarchy management

The screenshot displays the SAP Planning Studio interface. The main area is a table with columns: Description, Account Type, Rate Type, Hierarchy, Units & Curren..., Decim..., Formula, and Calculate on. The table lists various expenses (e.g., Sales Expenses, Personnel Costs, Salaries, Wages, Bonus, Burden, Training, Recruiting, Equipment, Travel & Entertainment, Tuition, IT Expenses, Other Expenses) and key performance indicators (e.g., Gross Margin %, Operating Profit %, Operating Exp Ratio). The right-hand sidebar contains two panels: 'Hierarchy' and 'Formula'. The 'Hierarchy' panel shows a tree structure with 'Key Performance Indicators' and 'Operating Profit %'. The 'Formula' panel shows the formula for 'Operating Profit %' as $\frac{\text{Operating Income/Net Revenue}}{\text{INVERSE(Operating Income := Operating Profit \% * Net Revenue)}}$. The 'Sample Value' panel displays the result as 67.2%.

	Description	Account Type	Rate Type	Hierarchy	Units & Curren...	Decim...	Formula	Calculate on
23	100	Sales Expenses	EXP	Average	H131000	Currency	2	
24	100	Personnel Costs	EXP	Average	H130000	Currency	2	
25	100	Salaries	EXP	Average	H133000	Currency	2	
26	100	Wages	EXP	Average	H133000	Currency	2	
27	100	Bonus	EXP	Average	H133000	Currency	2	
28	100	Burden	EXP	Average	H133000	Currency	2	
29	100	Training	EXP	Average	H133000	Currency	2	
30	100	Recruiting	EXP	Average	H133000	Currency	2	
31	100	Equipment	EXP	Average	H133000	Currency	2	
32	100	Travel & Entertainment	EXP	Average	H133000	Currency	2	
33	100	Tuition	EXP	Average	H133000	Currency	2	
34	100	IT Expenses	EXP	Average	H130000	Currency	2	
35	100	IT Expenses	EXP	Average	H134000	Currency	2	
36	100	Other Expenses	EXP	Average	H130000	Currency	2	
37	100	Other Expenses	EXP	Average	H135000	Currency	2	
38	100	Key Performance Indicat...			H000000	Currency	2	
39	01	Gross Margin %	INC	Average	H200000	%	1	$\frac{[H1050000][H1100000]}{[H1050000][H1100000]} INVE...$
40	02	Operating Profit %	INC	Average	H200000	%	1	$\frac{[H1000000][H1100000]}{[H1000000][H1100000]} INVE...$
41	03	Operating Exp Ratio	EXP	Average	H200000	%	1	$\frac{[H1300000][H1100000]}{[H1300000][H1100000]}$
42		Drivers				Currency	2	
43	110	Growth Rate %	NFIN		D00	%	2	
44	SHARES	Number of Shares	NFIN		H200000		2	
45		EPS			H200000	Currency	2	$\frac{[H1000000]}{[NUM_SHARES]}$
46	GROWTH	GDP Growth %	NFIN		D00	%	2	
47	TRY_GROWTH	Industry Growth %	NFIN		H200000	%	2	
48	ION	Ambition Factor	NFIN		D00		2	
49	NGE_GROWTH	Avg Growth %	NFIN		%		2	$\frac{[GDP_GROWTH_LU]}{[IN]}$
50	GROWTH_LU	GDP Growth LU %	NFIN		%		2	$\frac{LOOKUP([GDP_GROWTH])}{[IN]}$

Collaboration

Come together to make better decisions

Create discussion threads and invite colleagues

Share stories, story based models, and private versions with other users

Leave comments for other users on stories or widgets

Enter and track specific data points comments within a table

- Date, time, and data value tracking with each comment
- Multiple comment threads available per cell
- Bubble-up indicator to highlight relevant comments which may not be visible based on current filters

The screenshot displays the SAP S/4HANA Collaboration interface. The main area shows a financial table titled '2017 CM By Customer' with columns for 'Actual' and 'Fcast' data for 2016 and 2017. A comment overlay is visible over the 'COGS - Scrap' row, showing a comment by Ric Ratkowski dated Jan 12, 2018, discussing a 10% gross margin on scrap. The right sidebar shows a discussion thread titled 'To: Ric Ratkowski' with messages from Ric Ratkowski and a 'STORY: SAP_PPM_PROJECTPORT FOLIO' added by Ric Ratkowski.

VERSION	Actual	Fcast
TIME	> 2016	> 2017
ACCOUNTS FOR BOC IBP TESTING		
Net Sales	6,674,509.48 \$	6,300,000.00 \$
Sales Returns and Allowances	-42,928.79 \$	-39,949.33 \$
Total Revenue	6,717,438.26 \$	6,339,949.33 \$
Gross Sales	6,696,114.20 \$	6,319,823.58 \$
Sales - Third Party	4,035,336.55 \$	3,808,569.32 \$
Sales - Scrap	1,362,273.08 \$	4,362,526.00 \$
Sales - Services	851,298.21 \$	1,095,398.5...
Sales - Rental	447,206.36 \$	
Non-Operating Income	21,324.06 \$	
COST OF GOODS SOLD	3,326,850.94 \$	
COGS - Third Party	978,996.95 \$	
COGS - Scrap	1,241,250.90 \$	
COGS - Services	680,949.87 \$	397,564.42 \$
COGS - Rental	425,653.23 \$	248,512.53 \$
Other Direct Costs	1,013,064.33 \$	-142,342.05 \$
Contribution Margin	2,334,594.21 \$	4,500,000.00 \$

Value Driver Tree

Change the way you visualize the financial impact of key drivers and assumptions

Automatically generate VDTs based on existing models

Augment existing model data nodes with VDT specific Year on Year growth or other driver based nodes

Enter data at any level easily see the impact of your changes



Predictive Forecasting

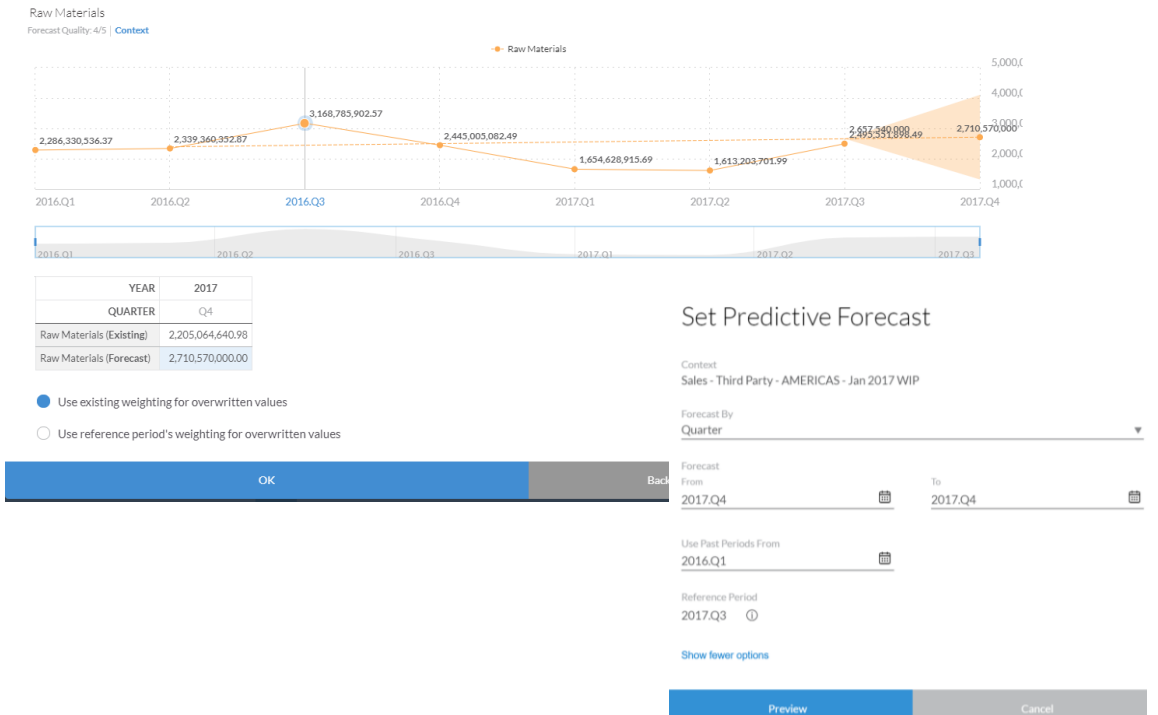
In-line predictive capabilities allow users to easily forecast key values

Review visual indicators of expected best case/worst case forecast

See forecasted projections change in real-time with underlying source data updates

Determine target time horizon for projections, and source time used for projections

Preview Predictive Forecast



Smart Discovery

Discover top influencers of performance and drive those back into the plan

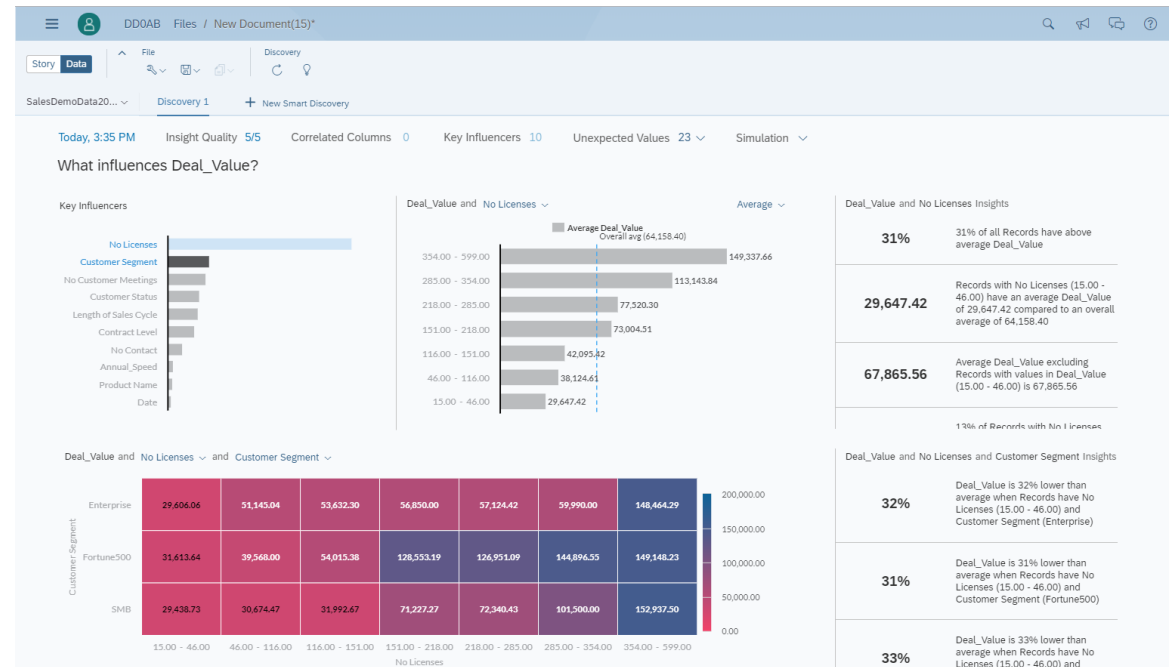
Analyze patterns across your data

Highlight key influencers driving your KPIs

Gain additional insights into these influencers

Easily simulate what-if scenarios based on key influencers

Identify outliers



Smart Insights

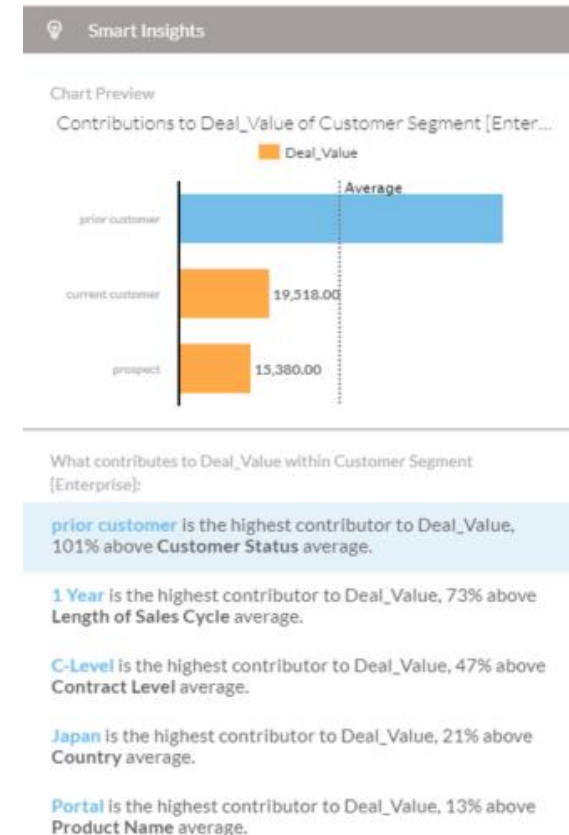
Augment manual insights with embedded intelligence for specific KPIs

In-line insights on contributor analysis for specific KPIs

Identify key contributors and automatically order these by highest relative rank of key influencers across all major contributing factors

Analyze based on additional filtered attributes

Drill into each major contributor to see contributor breakdown and average amounts



Search to Insight

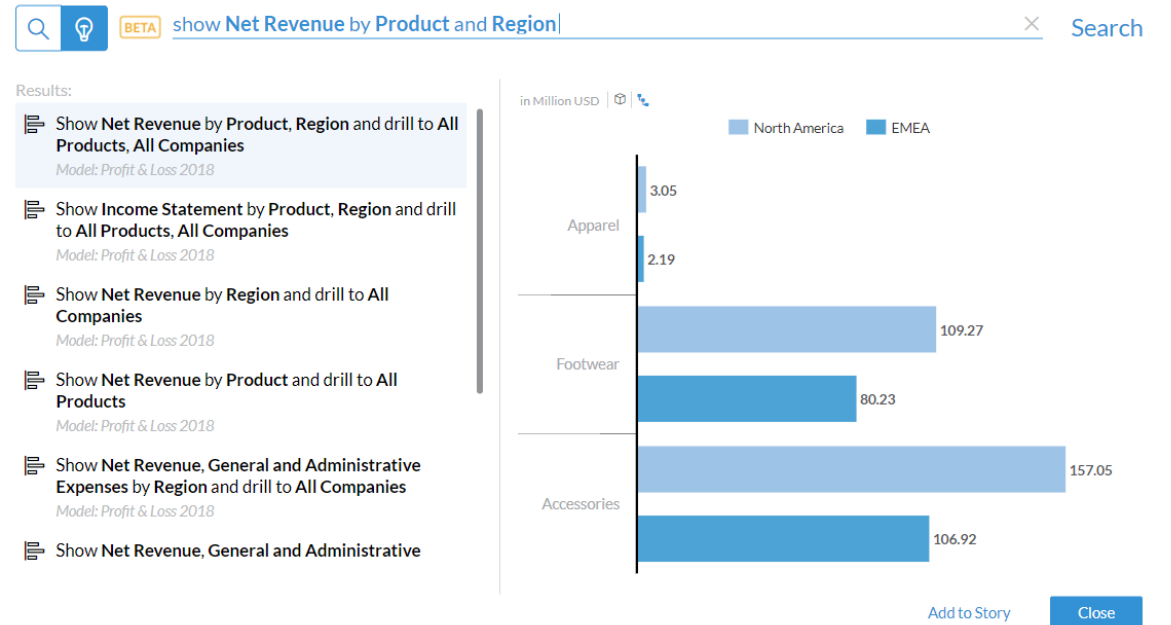
Type questions to get the answers you seek

Enter questions in conversational language

Use auto suggest to simplify searches

Easily review all relevant search results

Further filter and analyze specific results



Anywhere, Anytime

Always-On, Always Connected

Access SAP Analytics Cloud across iPhone, iPad and iPad Pro.

Intuitive interaction

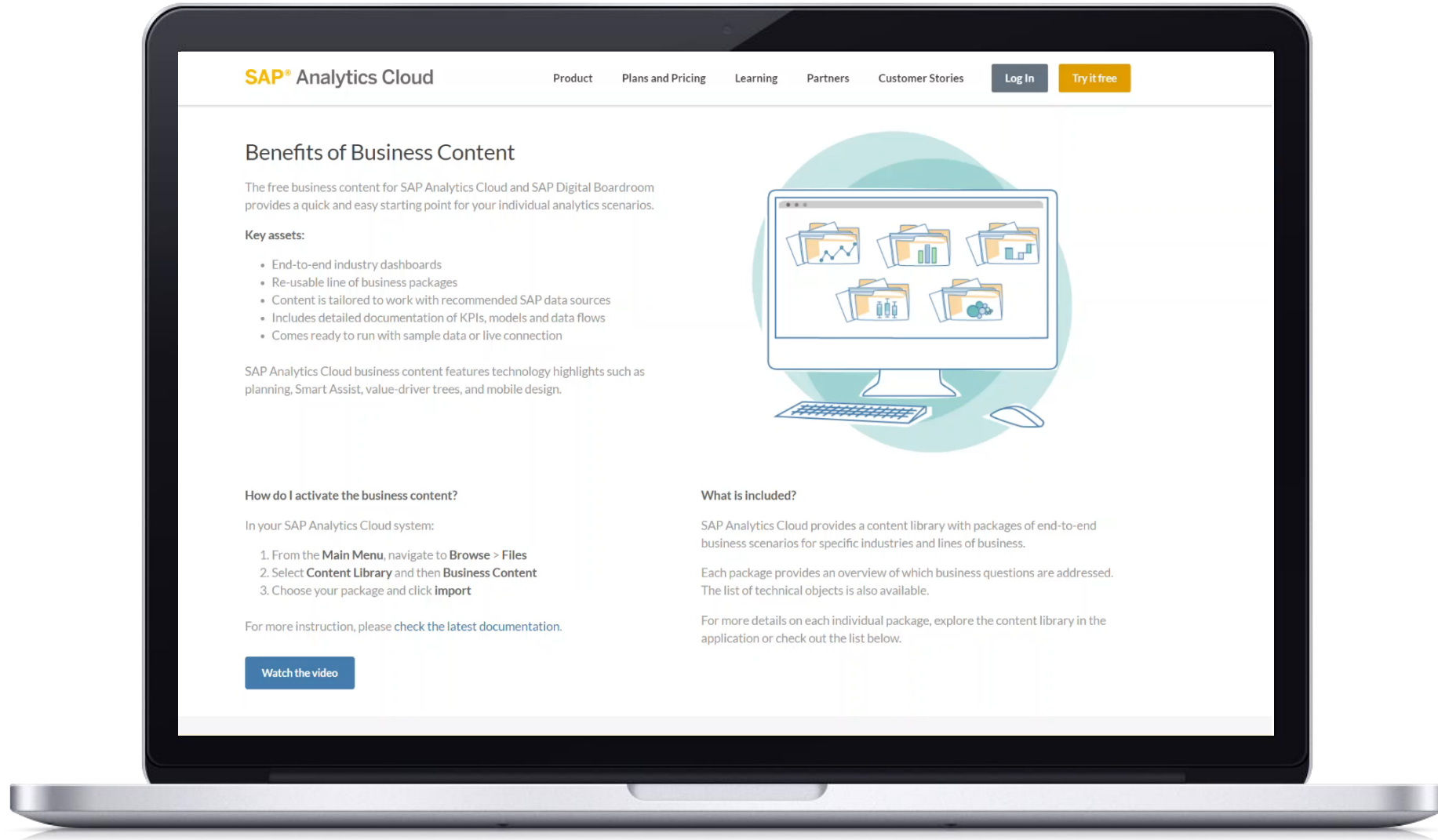
Swipe, tap, and filter on your favorite BI stories with fast and intuitive user design.

Responsive layouts

Spend less time hassling with dashboard layouts. Build once and they'll automatically format for all screen dimensions.

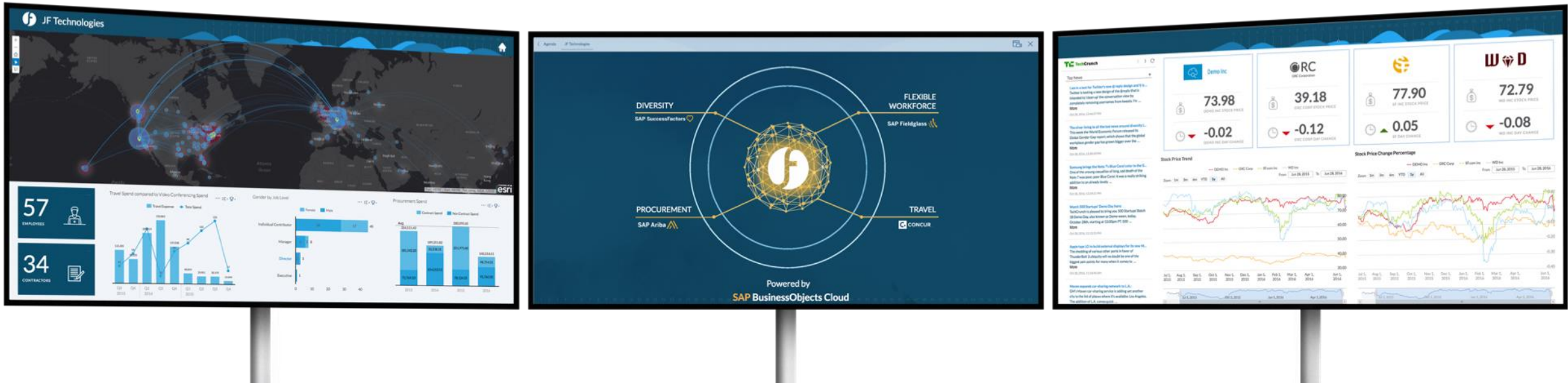


For all industries, all lines of business



To Steer Your Business

SAP Digital Boardroom



Alignment from Top to Bottom

Digitize the boardroom function by providing oversight and alignment on all corporate objectives at every level

Data Driven Insights

Critical relationships in your data are uncovered through automated machine learning techniques

What-if Simulations

Identify the impact of potential actions and simulate the results instantly

Take Action

Update plans based on simulated options and cascade those changes to every level of the organization

Thank you.

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