Business Unleased Innovation Day

When you connect everything,
you can achieve anything.

Ching Ooi

RISE Enterprise Architect

SAP

Public

YESTERDAY

- Budgeting, capital allocation and cost controls
- Financial reporting and accounting oversight
- Tax planning and compliance

TODAY

- Strategic planning and business partnership
- M&A execution and integration
- Corporate governance and reporting
- Investor communication

TOMORROW

- **Business model innovator** – Growth, new markets, alternative revenue streams
- **Digital transformation leaders** – AI & Automation, integrated ESG reporting framework, analytics
- **Resilience architect** – to safeguard and respond to shocks

YESTERDAY

- Infrastructure
- Hardware and physical systems
- Vendor Management
- Implement new tech
- Support business goals

TODAY

- Modernisation and simplification
- Cloud
- Automation & AI
- Data and privacy, cybersecurity
- Product and customer mindset
- ROI and business cases
- Tracking the value of IT spend

TOMORROW

- Technology ecosystem
- Ethical implementation of technology
- Sustainability and green technology
- Omnichannel experiences
- Prepare for Quantum computing
- Balancing automation with workforce

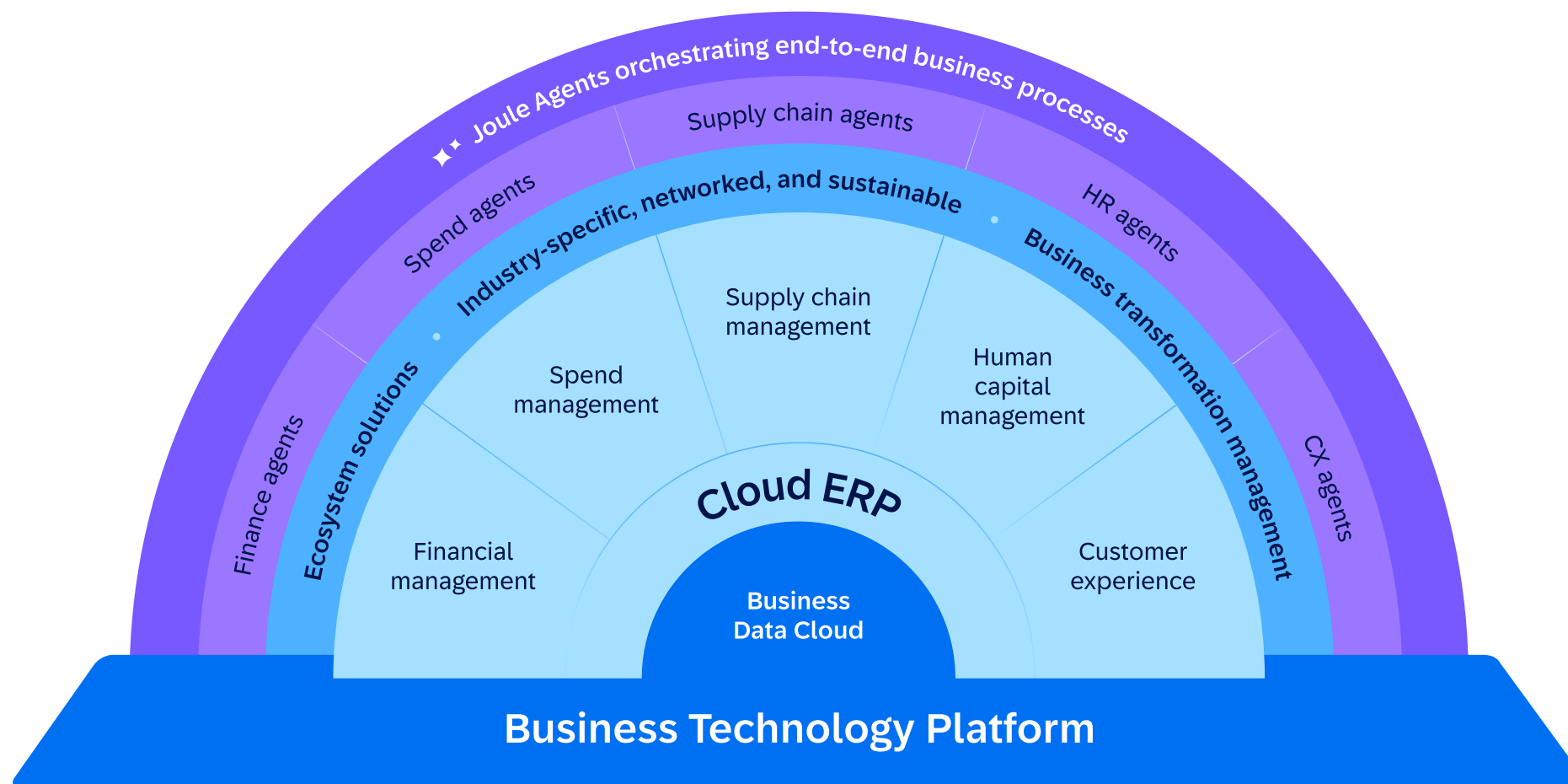**Figure 4: Average labour productivity growth declines over shorter time-periods**
Annual labour productivity growth (hours worked measure)

Annual labour productivity growth (hours worked measure)
Average over 30 years (1993/94 - 2022/23) i.e. 1.0%
Average over 20 years (2003/04 - 2022/23) i.e. 0.7%
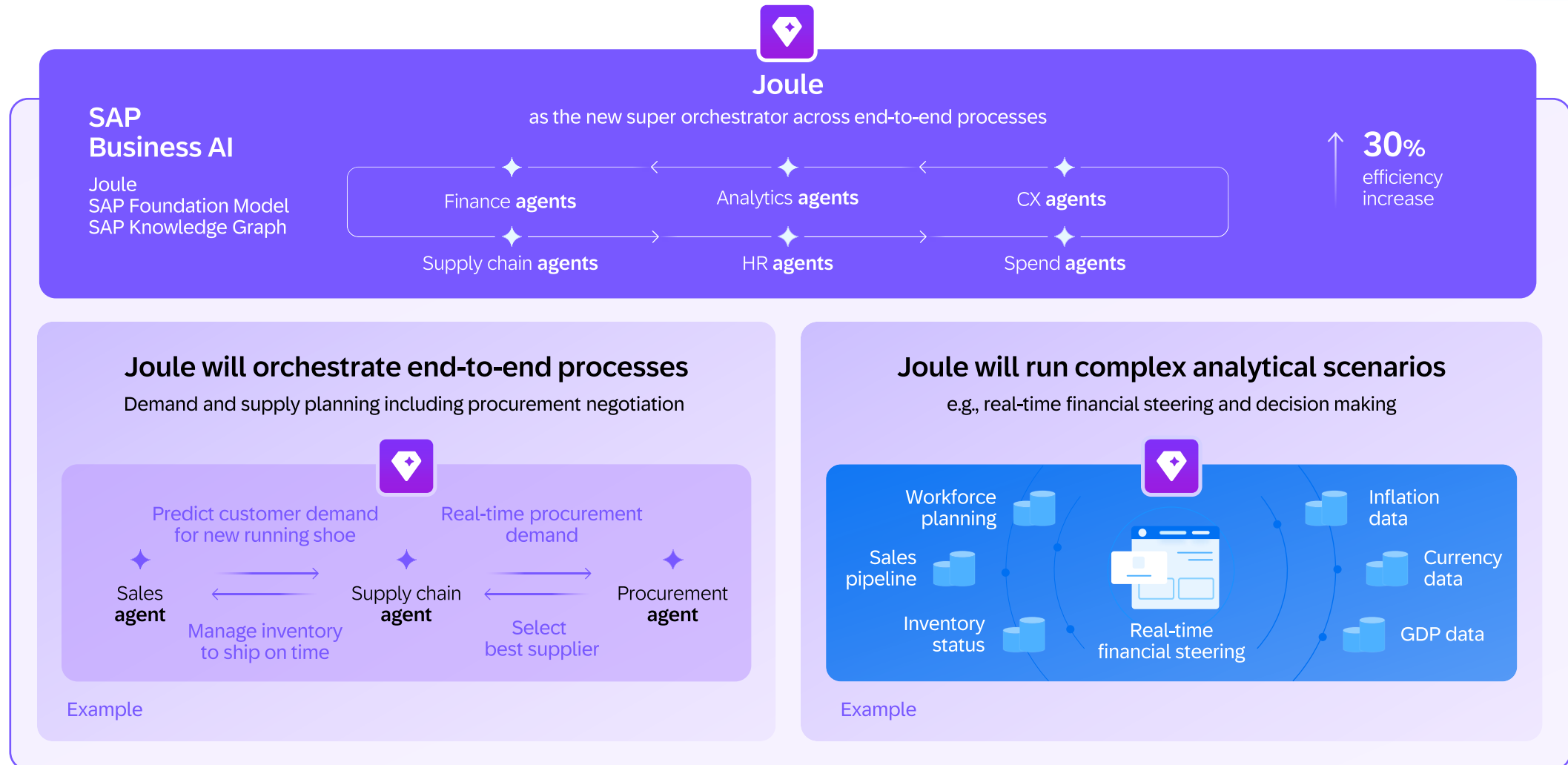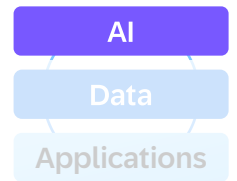
Fiscal years

Source: Stats NZ

SAP Business Suite

The future of enterprise management

Systems of AI agents

Orchestrating across end-to-end processes and optimizing end-to-end planning

AI

Data

Applications

Joule
as the new super orchestrator across end-to-end processes

SAP Business AI

Joule
SAP Foundation Model
SAP Knowledge Graph

Finance **agents**

Analytics **agents**

CX **agents**

Supply chain **agents**

HR **agents**

Spend **agents**

↑ **30**%
efficiency increase

Joule will orchestrate end-to-end processes

Demand and supply planning including procurement negotiation

Predict customer demand for new running shoe

Real-time procurement demand

Sales **agent**

Manage inventory to ship on time

Supply chain **agent**

Select best supplier

Procurement **agent**

Example

Joule will run complex analytical scenarios

e.g., real-time financial steering and decision making

Workforce planning

Inflation data

Sales pipeline

Currency data

Inventory status

Real-time financial steering

GDP data

Example

Unmatched data

With **SAP Business Data Cloud**, your most valuable business data from every part of your business turns into a semantically-rich data treasure that fuels unrivaled AI-powered value for your business

AI

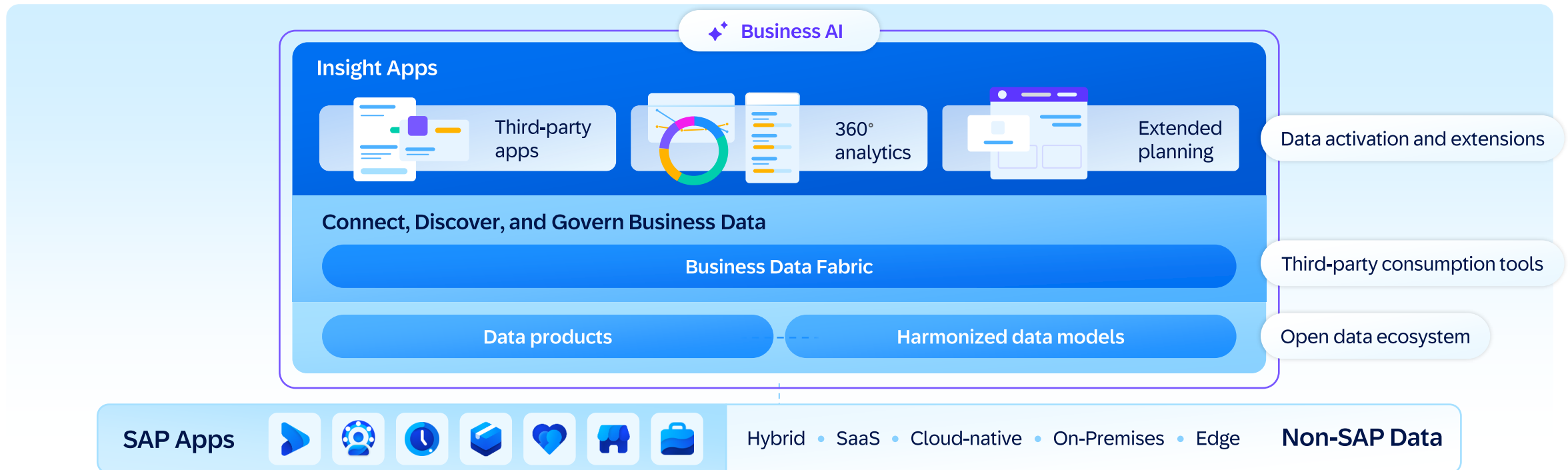**Data**

Applications
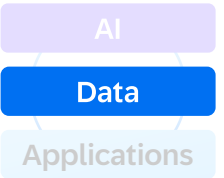
Unleash Transformative Insights

Make faster, smarter decisions with business-ready data and context grounded in industry-standard best practices

Connect All Your Data

Harmonize all mission-critical data with an open data landscape and give a complete, actionable view of the organization

Foster Reliable AI

Ensure data across applications and operations have a foundation for generative AI that is reliable, responsible, and relevant

✦ **Business AI**

Insight Apps

Third-party apps

360° analytics

Extended planning

Data activation and extensions

Connect, Discover, and Govern Business Data

Business Data Fabric

Third-party consumption tools

Data products   **Harmonized data models**

Open data ecosystem

SAP Apps   Hybrid • SaaS • Cloud-native • On-Premises • Edge   **Non-SAP Data**

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Unparalleled applications

SAP's applications and Business Technology Platform deliver comprehensive, connected and tailored solutions to meet your unique needs.

AI

Data

Applications

Comprehensive

Power end-to-end business processes with the most comprehensive, integrated portfolio of applications

Extensible and integrated

Easily connect and extend applications with generative AI powered development, automation, and integration solutions

Industry-specific

Tailored solutions for all industries, built to meet unique business needs

One suite

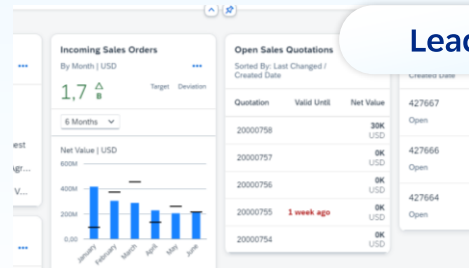of applications with seamlessly integrated business processes

Procure to pay

Design to operate

Hire to retire

Lead to cash

Record to report

Business Technology Platform

Business capability

Suite of Products

Data Products

CRO

"Nick"

Identifies new business growth opportunities

SAP Sales Cloud

Cloud ERP

SAP Sales Cloud

Cloud ERP

External data

Business capability

Suite of Products

Data Products

CPO

"Jimmy"

Develop a high performing and profitable supplier network

SAP Ariba

SAP Spend Control Tower

SAP Ariba

SAP Spend Control Tower

External data (benchmark)

Business capability

Suite of Products

Data Products

CFO

"Lin"
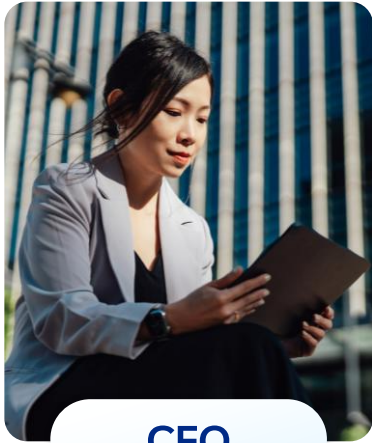
Safeguard
sustainable,
profitable growth

Cloud ERP

Cloud ERP

External data

Business capability

Suite of Products

Data Products

COO

"Kim"

Ensure a stable, scalable supply chain

SAP IBP

Cloud ERP

SAP IBP

External data

Business capability

Suite of Products

Data Products

CHRO

"Jess"

Future ready workforce

SAP SuccessFactors

SAP SuccessFactors

External data
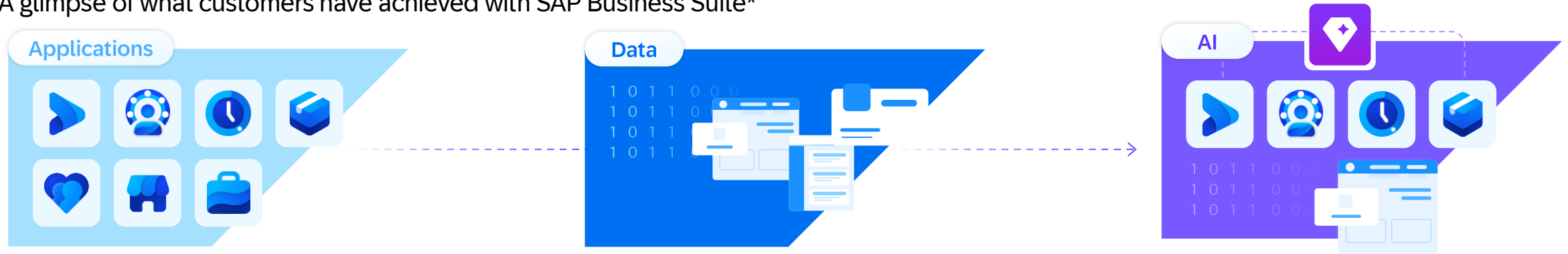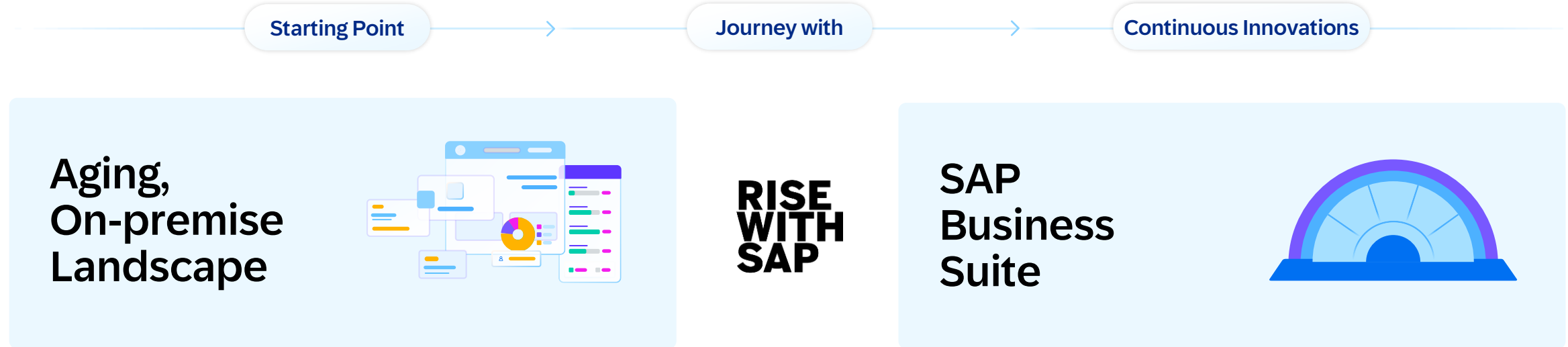
It is all about what the value for the business

A glimpse of what customers have achieved with SAP Business Suite*

Applications

Data

AI

Financial Management	Spend Management	Supply Chain Management	Human Capital Management	Customer Experience
Innovate new business models, optimize working capital, increase efficiency, and reduce risk	Automate spending processes and manage spend for better control, greater value, and more savings	Enable a risk-resilient and sustainable supply chain that is connected, contextualized, and collaborative	Harmonize workforce data and streamline people processes with a single source of truth	Manage the entire customer lifecycle spanning marketing, sales, digital commerce, and customer service
Drive up to **€500k** top-line and **€2.2M** bottom-line impact with	Drive up to **€4.8M** top-line and **€2.2M** bottom-line impact with	Drive up to **€4.1M** top-line and **€2.6M** bottom-line impact with	Drive **€800k** bottom-line impact with	Drive up to **€26.2M** top-line and **€9.7M** bottom-line impact with
• **71%** less time matching accounts receivables • **98%** less time collecting ESG metrics • **3.5%** reduction in days sales outstanding (DSO)	• **66%** faster creation of category segments • **71%** less time in creating new SOW • **40%** reduction in invoice reprocessing	• **65%** faster to review and plan service requests • **30%** less time to get supply chain planning insights • **12%** increase in dispatcher productivity	• **90%** faster execution of everyday HR tasks • **70%** less time spent by employees investigating HR policies • **80%** less time processing job applications	• **25%** increase in service center staff productivity • **10%** improvement in sales staff productivity • **2.5%** increase in lead conversions

*Source: SAP performance benchmarking

Embark in the transformation: Where do we start?

Starting Point → **Journey with** → **Continuous Innovations**

**Aging,
On-premise
Landscape**

RISE
WITH
SAP

**SAP
Business
Suite**

RISE with SAP Methodology

A proven methodology with a standardized framework, tools and expert guidance for a seamless transformation

Transformation and continuous innovation at your own pace

1. Standardized **framework** to accelerate adoption of SAP Business suite

2. Leveraging an **integrated toolchain**

3. Guided through an end-to-end **engagement model**

Qualified partners

Modernize and run

SAP Cloud ALM

SAP Signavio   WalkMe

Discover and onboard

SAP
Business
Suite

SAP LeanIX   SAP Build

SAP architects

SAP BTP

and continuously innovate

SAP advisors

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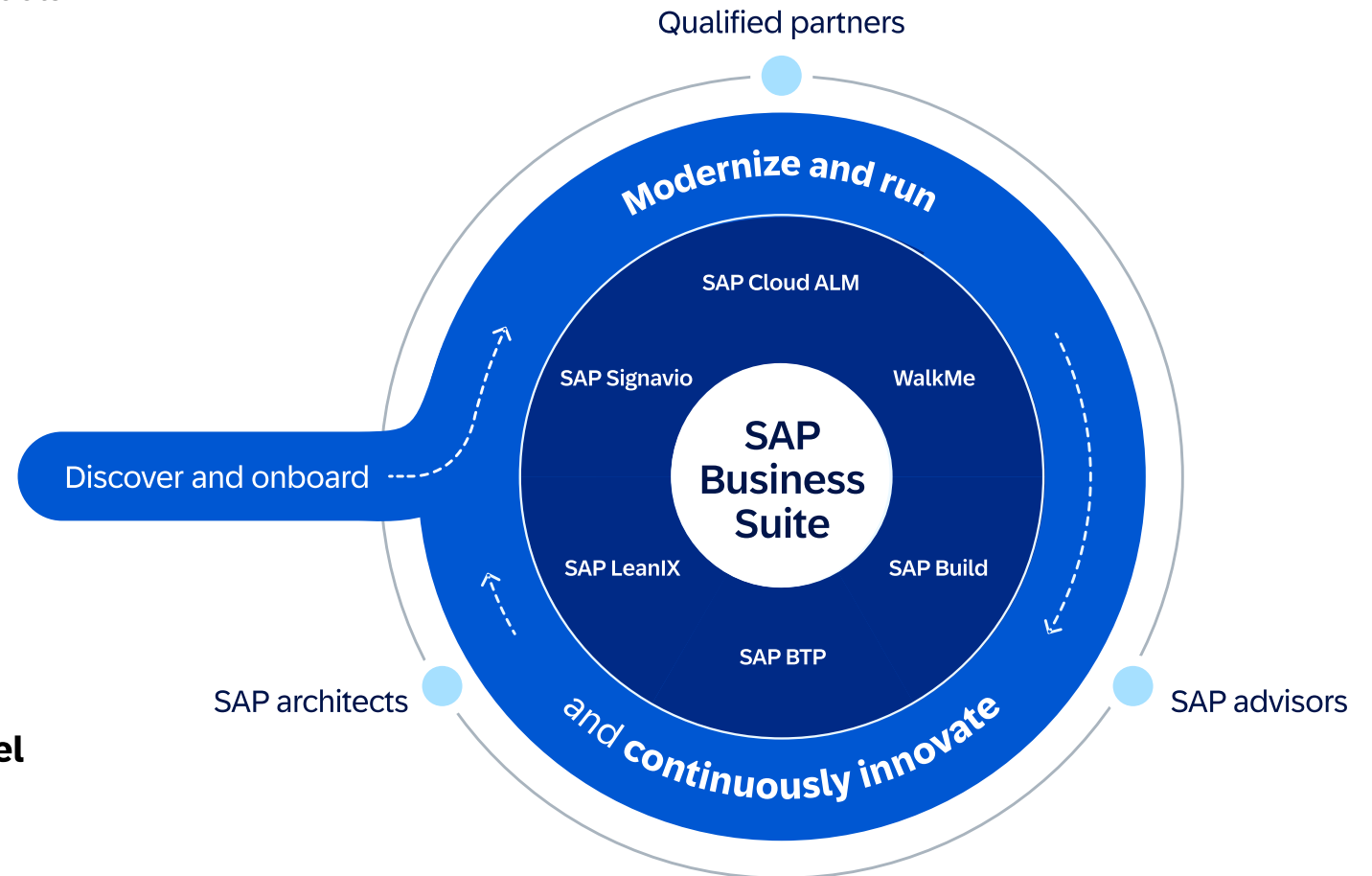
Create the transformation journey on your own terms

Tailored journey using SAP's standardized framework

Modernize you legacy SAP ERP	→	SAP Business Suite

Discover	Prepare	Explore	Realize	Deploy	Run
Assess requirements, define the target, and select the appropriate **SAP Business Suite** applications	**Onboarding and transformation workshop** initiated, **project setup,** and **enablement** kickoff	**Validated and refined solution design** that aligns with business requirements	**Solution configuration,** adoption, and test completion	**Production deployment** and final test execution	Run and monitor **operational excellence** identify potentials for **continues innovation**
Discovery Assessment	Cloud success roadmap and quality gates execution				

Delivered through an integrated toolchain and expert guidance

Accelerate transformation with the integrated toolchain

Benefit from a set of integrated SAP tools while modernizing your IT landscape

Business processes

Analyze, manage, and optimize your business processes with **SAP Signavio** solutions to achieve agility for successful change.

Enterprise architecture

Ensure that your architecture design aligns with your transformation goals using **SAP LeanIX.**

Validation, adoption, and enablement

Speed up testing with minimal business disruption using SAP Test Automation by **Tricentis.**

Help your people seamlessly navigate technology changes and adopt new processes with integrated learning and in-flow contextual guidance from **WalkMe** and **SAP Enable Now.**

Building and monitoring

Enable agile application development and seamless integration with **SAP Business Technology Platform** *(SAP BTP)* and **SAP Build.**

Digital backbone

Maintain a clean core leveraging **SAP Cloud ALM** with a success plan and quality gates between each phase of the methodology.

Rely on expert guidance from SAP and its partners

SAP advisors

Qualified partners

SAP architects

Realize your cloud vision with expert guidance

SAP advisors for onboarding, and initial project setup

SAP architects for overall transformation journey support and guidance

Qualified partners for project management, functional and technical consulting, and more

Protect your investments while offsetting transformation costs

Financial incentives available with your RISE with SAP journey

Transformation Incentives[1]

We help you get the benefits of the full SAP Business Suite with cloud credits.

- Offset dual-licensing costs during the migration from on-premises and Private Cloud solution subscriptions to priority Public Cloud solution subscriptions

- Use credits for future subscriptions to Public Cloud solution subscriptions

- Earn additional credits when signing up with partners certified in RISE with SAP Methodology and SAP services

Flexible Cloud Addendum[1]

We make it easier for you to switch to SaaS solutions.

- Get predefined and protected discounts on future cloud solution subscriptions for the entire duration of your contract

- Get the opportunity to exchange 1:1 existing Private Cloud solution subscriptions for Public Cloud solution subscriptions once a year

Meet some customers realizing value from their RISE with SAP journey

mahindra *Rise*

aMaDEUS

BMW Group

Becoming agile and future-ready in a changing business environment

- Transforming on-premise to cloud ERP for automatic scaling and built-in availability and scalability so the company can quickly adapt to changes

- Leaping into a cloud-based digital future

- 35% increase in developer efficiency

- 20% faster execution of back-order processing

Learn more

Combining finance transformation with migration to the cloud

- Unified order-to-cash process with standardized global processes and tools across 110 legal entities, 15,000 people, and 150 million daily transactions

- 15 days reduced from monthly financial close

- 100% of the IT landscape runs on single solution for greater data accuracy

- Increased scalability, flexibility, and efficiency with access to the latest updates

Learn more

Accelerating ERP transformation to create a future-proof platform for innovation

- 12 months to migrate planned systems to SAP S/4HANA Cloud Private Edition

- Increased system performance and higher system availability with managed cloud operations provided by SAP

Learn more

Thank you!

Ching Ooi

SAP Enterprise Architect