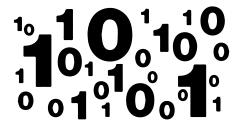
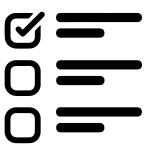


New Reality: A Data Tsunami







Volume – exponential data growth, insanely large amounts

Velocity – real-time, constant feeds, sensor data, social media Variety – from structured to highly unstructured

Traditional EDW / data management no longer sufficient

A New Approach is Required



Next Generation DW is Essential

Digitization of everything and the increase in the number of data producers are driving greater demand in data capture, management, and analysis software."

IDC

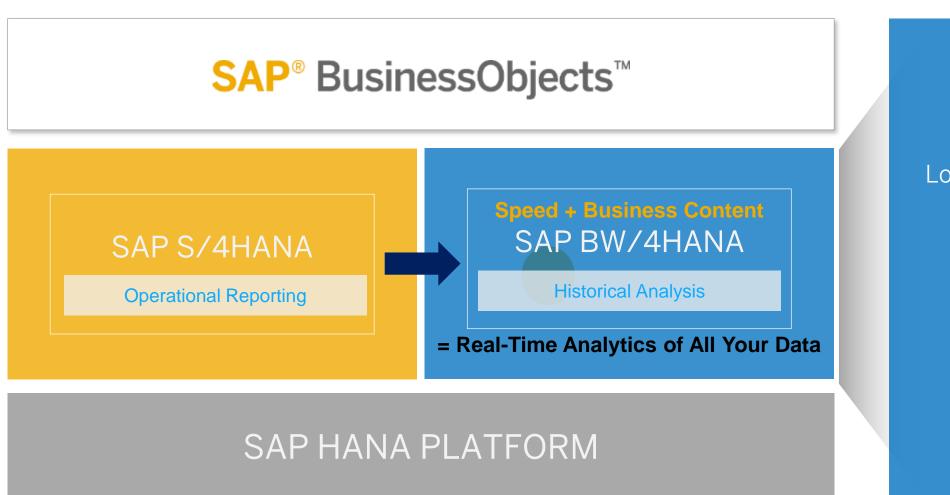


More Data and Greater Expectations are Driving IT

Managing and processing internal and external data of diverse types in diverse formats, in combination with data from traditional internal sources."

Gartner

The Only Complete Solution To Run, Analyze & Manage Your Business





What Makes SAP BW/4HANA Unique



Simple
Flexibility to respond fast to changing business



Open
Streamline data
from any system,
any format

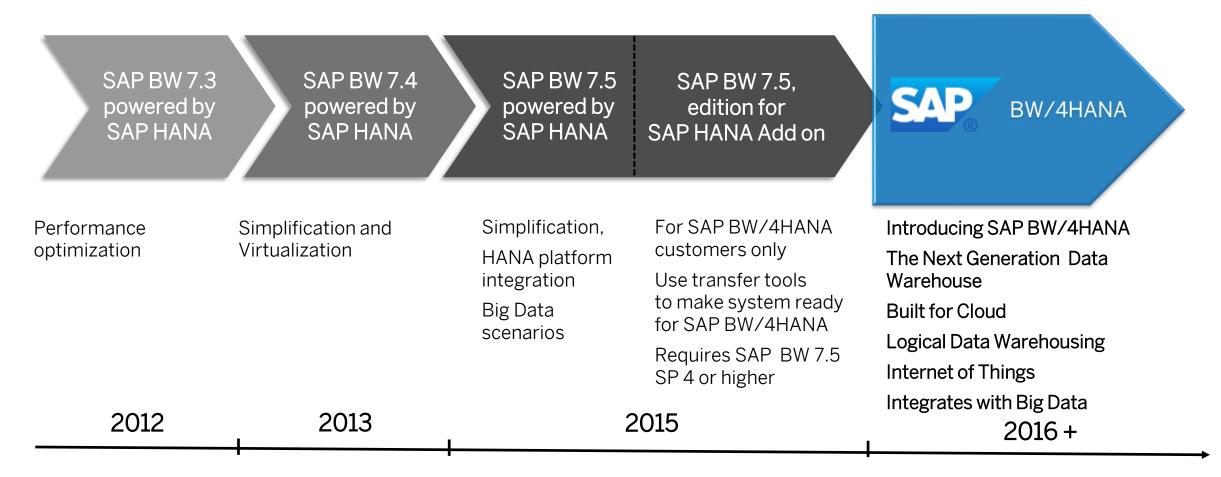


Modern
Business user self-service



Fast
Analyze huge
amounts of data in
real-time

SAP BW/4HANA – The Next Generation Data Warehouse



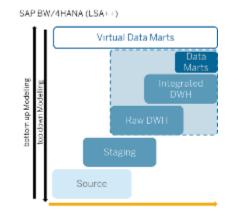
SAP BW/4HANA: Simple

Running SAP BW came with a heavy cost of ownership, so we...

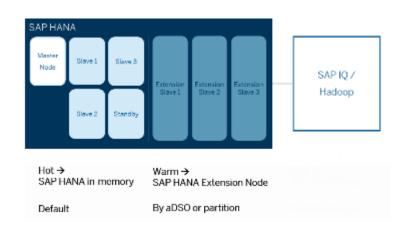
Reduced Number of Modelling Object Types



Simplified Data Flows



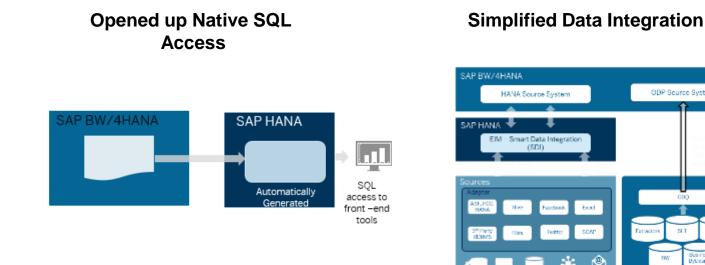
Automated Tiered Data Storage



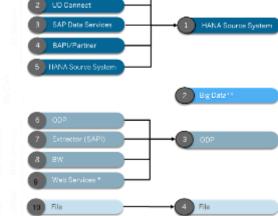
SAP BW/4HANA easier for customers to manage

SAP BW/4HANA: Open

SAP BW has generally been fairly closed with data, so we...







SAP BW/4HANA is built for customers to use SAP and non-SAP use cases

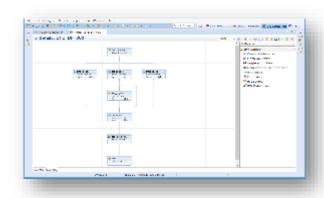
SAP BW/4HANA: Modern

SAP BW felt like a legacy product, so we...

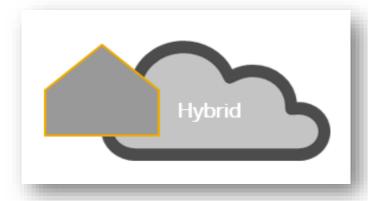
Improved User Experience with New BI tools



Improved development and administration experience



Offer New Deployment Options



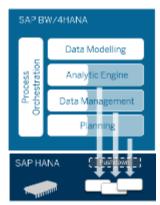
SAP BW/4HANA a modern, next generation data warehouse

SAP BW/4HANA: Fast

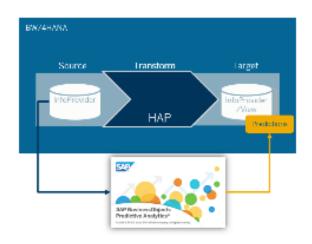
SAP BW has never been agile, so we ...

Built it specifically for SAP HANA for speed

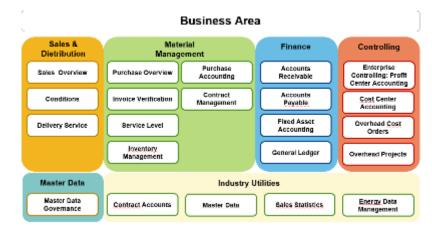




Integrate with Predictive to meet new needs

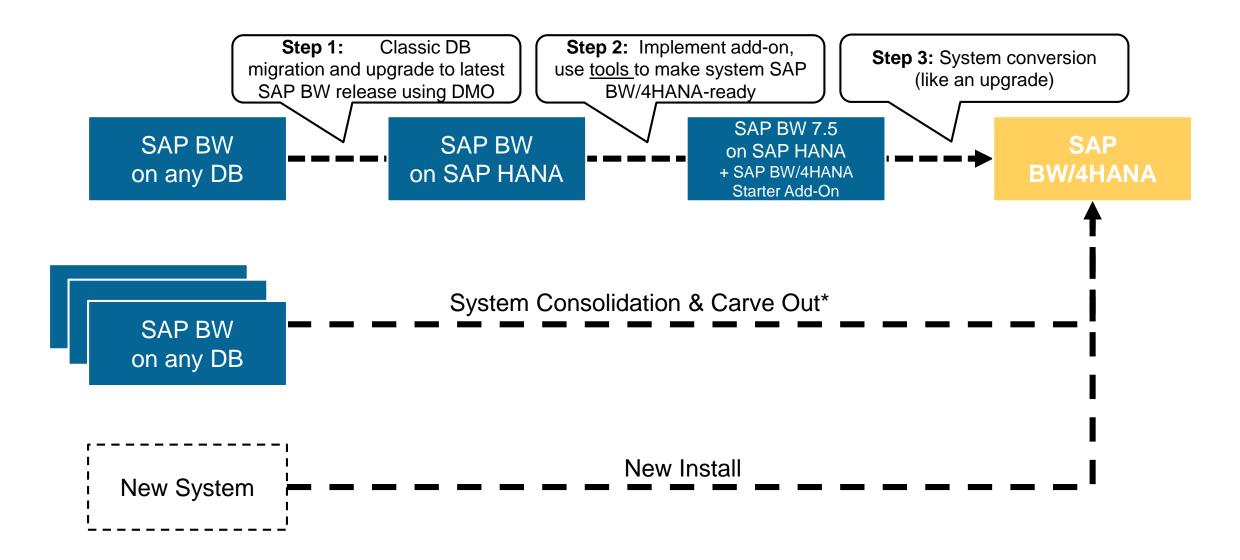


Deliver content to hit the ground running



SAP BW/4HANA is faster and can meet the changing user requirements

Paths to SAP BW/4HANA



BW/4 vs. BWonHANA

Differentiation (study this <u>document</u> for further explanation)

Key Differentiator

Simplified Modelling Objects and Source System Types

With BW/4HANA, the number of modelling objects in the system is reduced from 10 to 4 and the number of source system types also from 10 to 4.

Modern UI

BW/4HANA provides an easy-to-use Eclipse based tool which introduces a new paradigm for dataflow modelling.

Effortless Data Tiering

Data Tiering Optimisation (DTO) automates data tiering across object partitions.

Easy Integration of Big Data Scenarios

BW/4HANA provides the seamless integration of Big Data scenarios through a dedicated source system type.

Roadmap

The innovation codeline

Key Business Value Driver

Development Productivity, Faster Time to Value for the Business

Customers no longer need to worry about closely governing every dataflow to ensure HANA-optimised objects are used. Easy dataflow governance and modelling is key to the BW/4HANA vision, increasing development productivity and providing faster time to value.

Development Productivity, Faster Time to Value for the Business

Next Generation UI which is very responsive, intuitive, and easy to use. Feedback from early adopting customers shows a reduction in development effort by 50% or more resulting in both business productivity benefits and IT productivity benefits.

IT Cost Reduction, Development Productivity

DTO significantly reduces the development and administration effort usually associated with data aging. This reduces the overall Total Cost of Ownership (TCO).

New Capabilities

By expanding the scope of the data warehouse through big data scenarios, BW/4HANA can provide new and valuable business insights.

Development Productivity, Faster Time to Value for the Business, New Capabilities, Support Costs

BW/4HANA will continue to deliver new features according to the BW/4HANA roadmap. These features are specific to BW/4HANA and will include business productivity benefits, IT productivity benefits and improve overall TCO. BWonHANA is in maintenance mode since end of Q3 2016 and no new innovations will be added going forward.

Real Business Value: "New Analytic Platform to a Constantly Changing Business"



3 MONTHS

From nothing to productive system

<1 HOUR

Upscale from 244gb to 2tb system using AWS

50%

Reduction in end to end development time

10x

Average report execution time improvement

Analytics for SAP BW/4HANA Unique Advantages



End-to-end, modern analytics

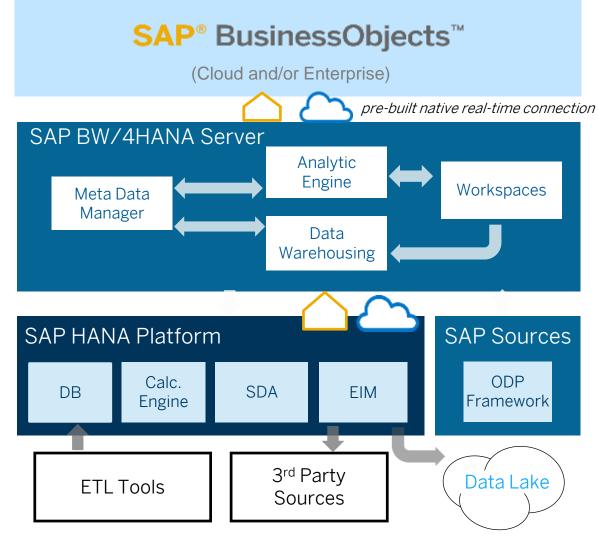
Complete solution for all analytic use cases – Business Intelligence, Planning, and Predictive

Native real-time access

- Support of all specific features and advanced capabilities of SAP BW/4HANA through optimized interfaces and protocols
- Pre-built native real-time connection (no data replication)
- Delegate calculations, leveraging the power of SAP HANA

Pre-built Business Content and Templates

- SAP BW/4HANA FI, CO, MM, SD, Utilities
- SAP BusinessObjects Cloud selected industries *
- SAP BusinessObjects Design Studio and Lumira 2.0 *
- SAP BusinessObjects Planning and Consolidation *



Appendix

More Information about SAP BW/4HANA

SAP BW/4HANA Landing Page

http://sap.com/bw4hana

SAP BW/4HANA Community - Product Page

http://sap.com/bw4hana10

SAP BW/4HANA Documentation

http://help.sap.com/bw4hana10

Why #BW/4HANA?

http://scn.sap.com/community/bw-hana/blog/2016/09/05/why-bw4hana

SAP BW/4HANA FAQ

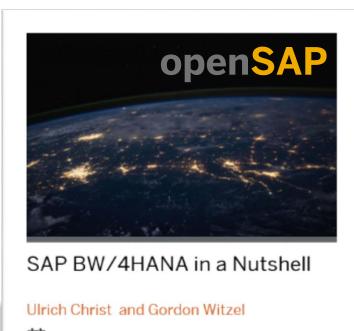
http://go.sap.com/documents/2016/08/c4458a08-877c-0010-82c7-eda71af511fa.html

SAP First Guidance – SAP BW/4HANA complete functional scope (CFS)

http://www.sap.com/documents/2016/09/b001a9de-8a7c-0010-82c7-eda71af511fa.html

The Road to SAP BW/4HANA – Part 1 & 2

https://blogs.saphana.com/2016/09/07/the-road-to-sap-bw4hana-part-1/https://blogs.saphana.com/2016/09/18/the-road-to-sap-bw4hana-part-2/



- 26 November 8, 2016 January 18, 2017
- English

SAP BW/4HANA in a Nutshell

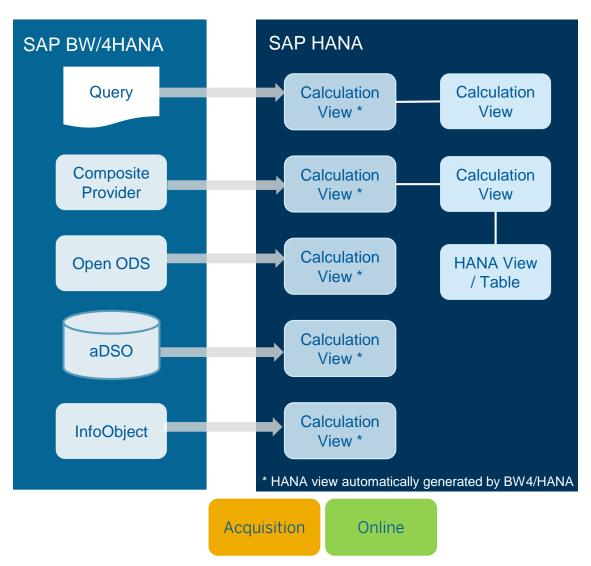
- Starting November 8, 2016
- 4 Units 2-3 hours in total
- Free Participation & Certification

https://open.sap.com/courses/bw4h1

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Data Access Overview

Analysis Office Design Studio WebIntelligence Lumira ¹ BusinessObjects Cloud 1 **Crystal Reports**



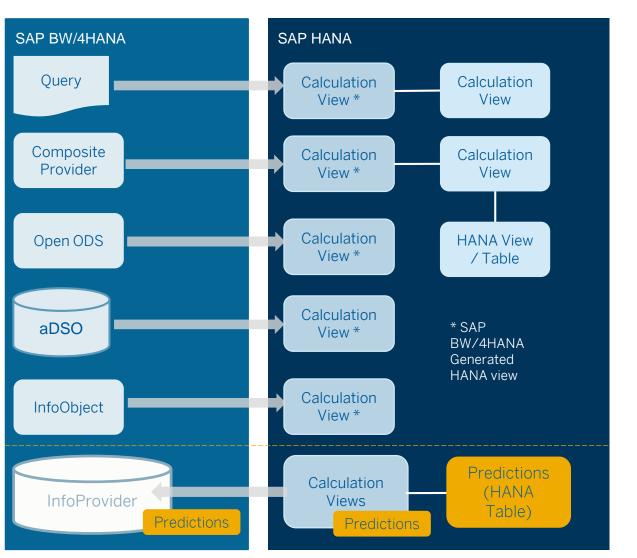
Analysis Office Design Studio WebIntelligence Lumira BusinessObjects Cloud **Predictive Analytics Crystal Reports**

¹ Online access planned for H1 2017

SAP Predictive Analytics

Added value of guided model creation & export to SAP BW/4HANA





Online connection

SAP BusinessObjects Predictive Analytics

Automate Predictive Model Creation

- Connect online to calculation views.
- Create guided and expert predictive models based on existing data.

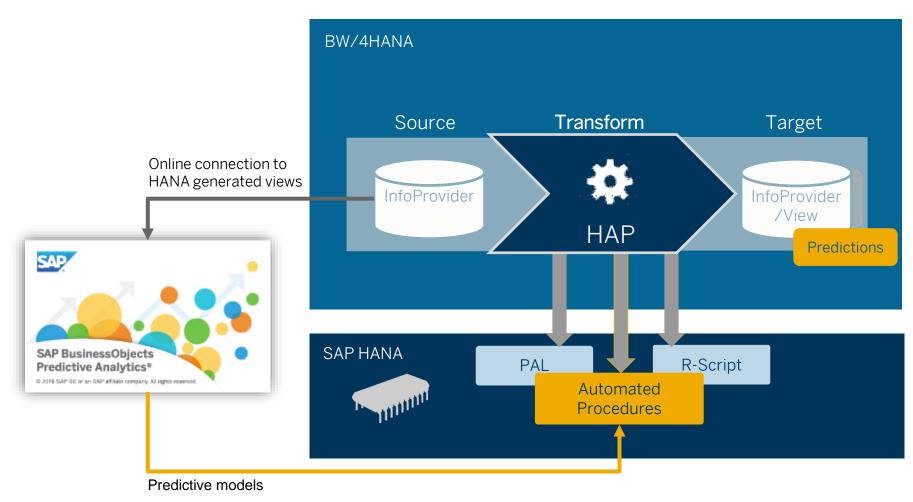


Easily Integrate Predictions in Operations

- Generate predictions in real-time or batch.
- Combine predictions with existing data to benefit BW/4HANA users.

Predictions

Augment InfoProviders with Predictions



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