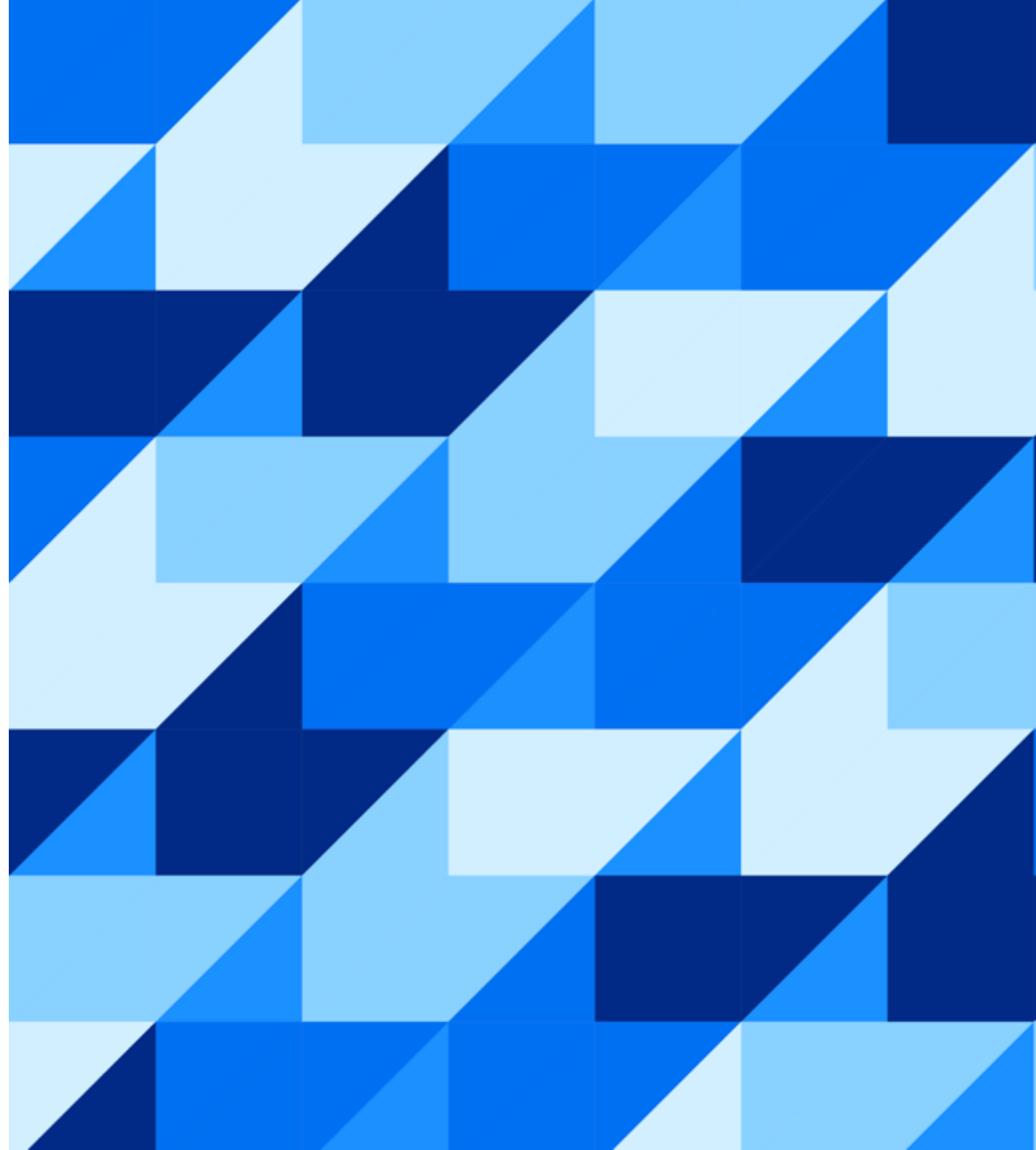


How to uncover process
improvement and automation
opportunities with
SAP Signavio
Process Insights

Jack Moloney, SAP
April, 2024

Public



Agenda

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- Service offering
- Prerequisites, data centers, technical onboarding

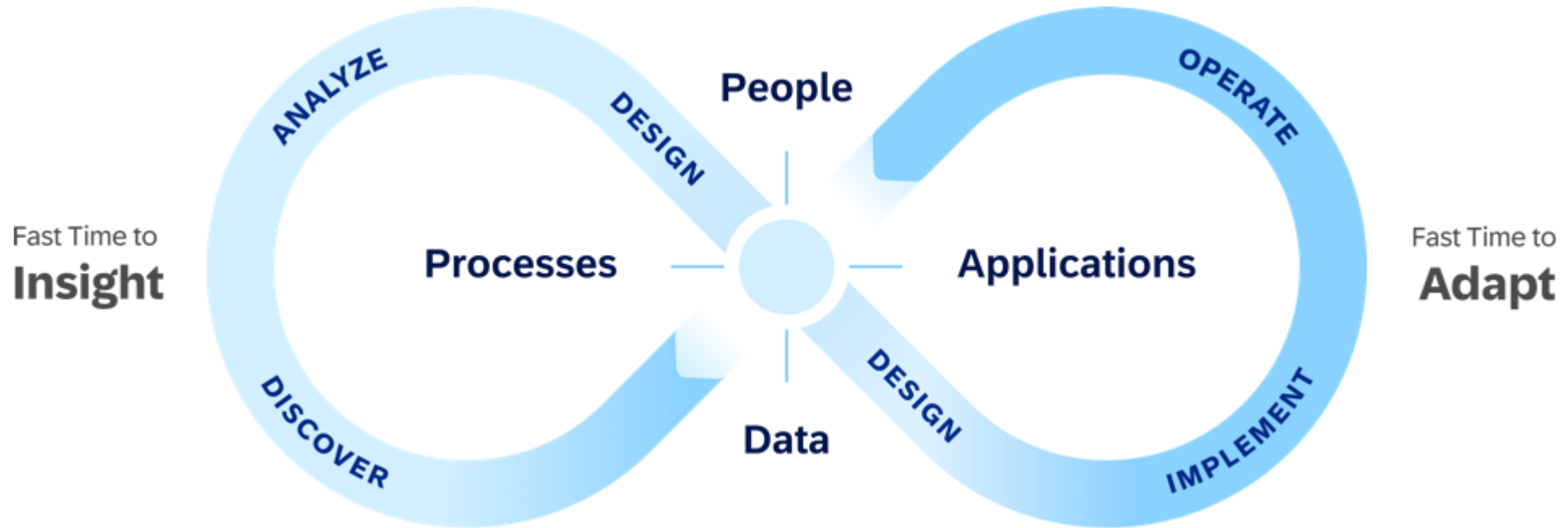
SAP Signavio Process Transformation Suite

Our offering

Our vision

is to empower organizations to achieve their maximum potential through constant AI-powered business transformation and is the cornerstone for SAP to be the world's process innovation leader.

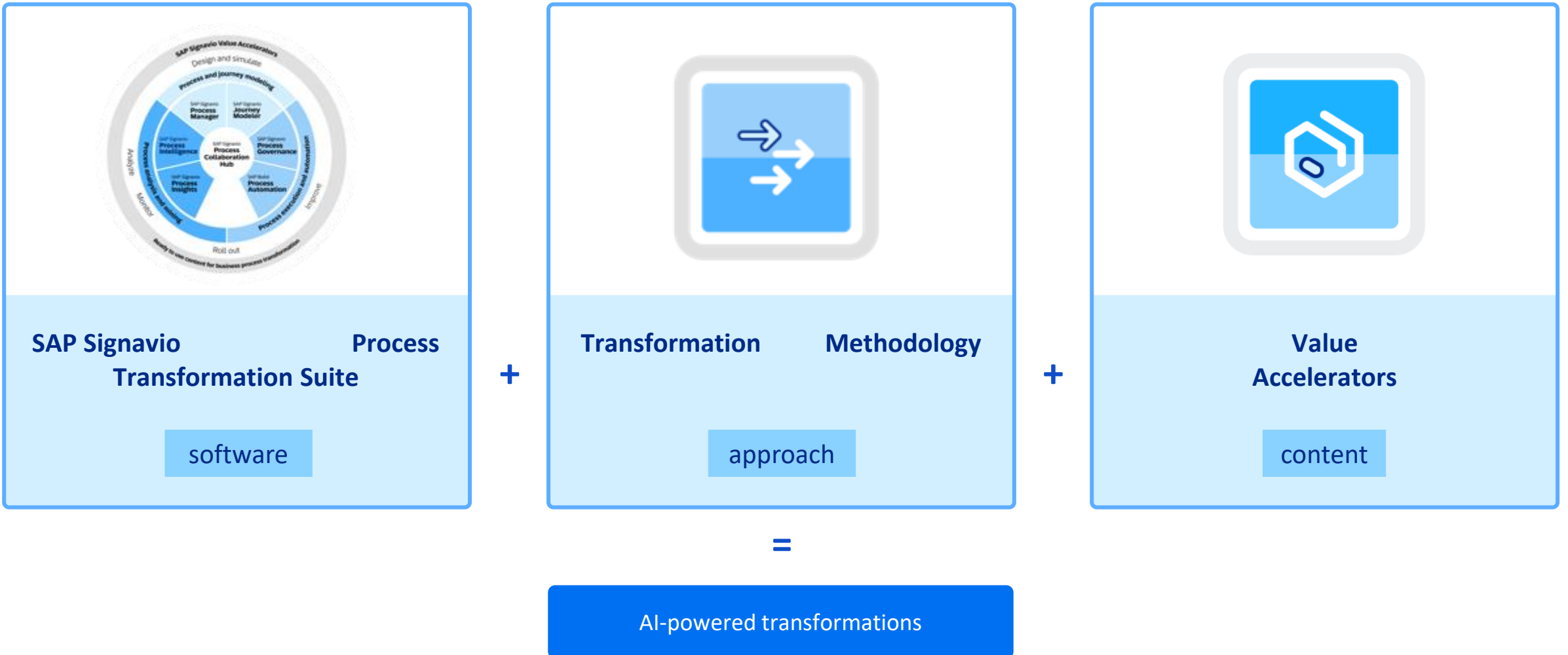
We inspire the world to embrace process and dare to run better.



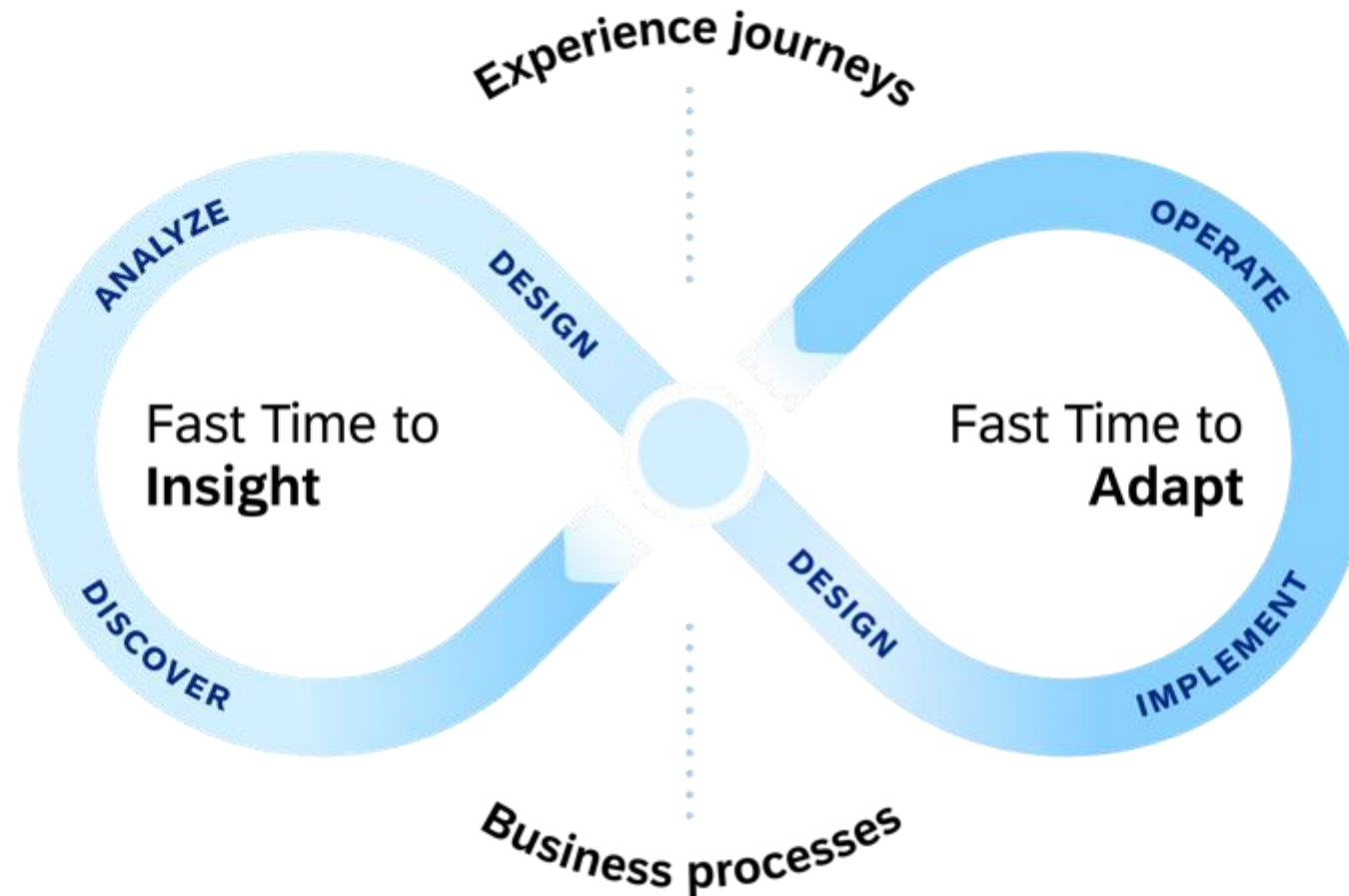
Methodology | Best Practices | Automation | Integration

Powered by Business AI

Our approach to transformations on one page



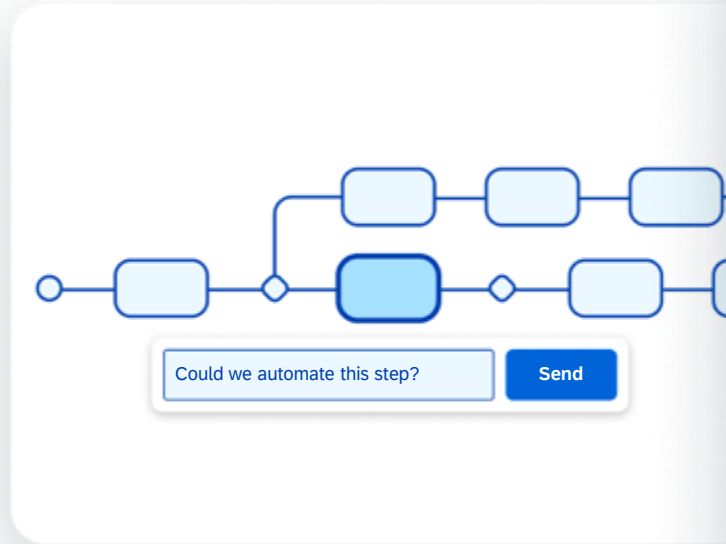
Achieving fast insights to action at scale



Continuous process transformation becomes a source of sustained competitive advantage.

In this context, **time to insight** and **time to adapt** are key to becoming an intelligent enterprise.

Business Process Transformation



**Process Modeling
and Collaboration**



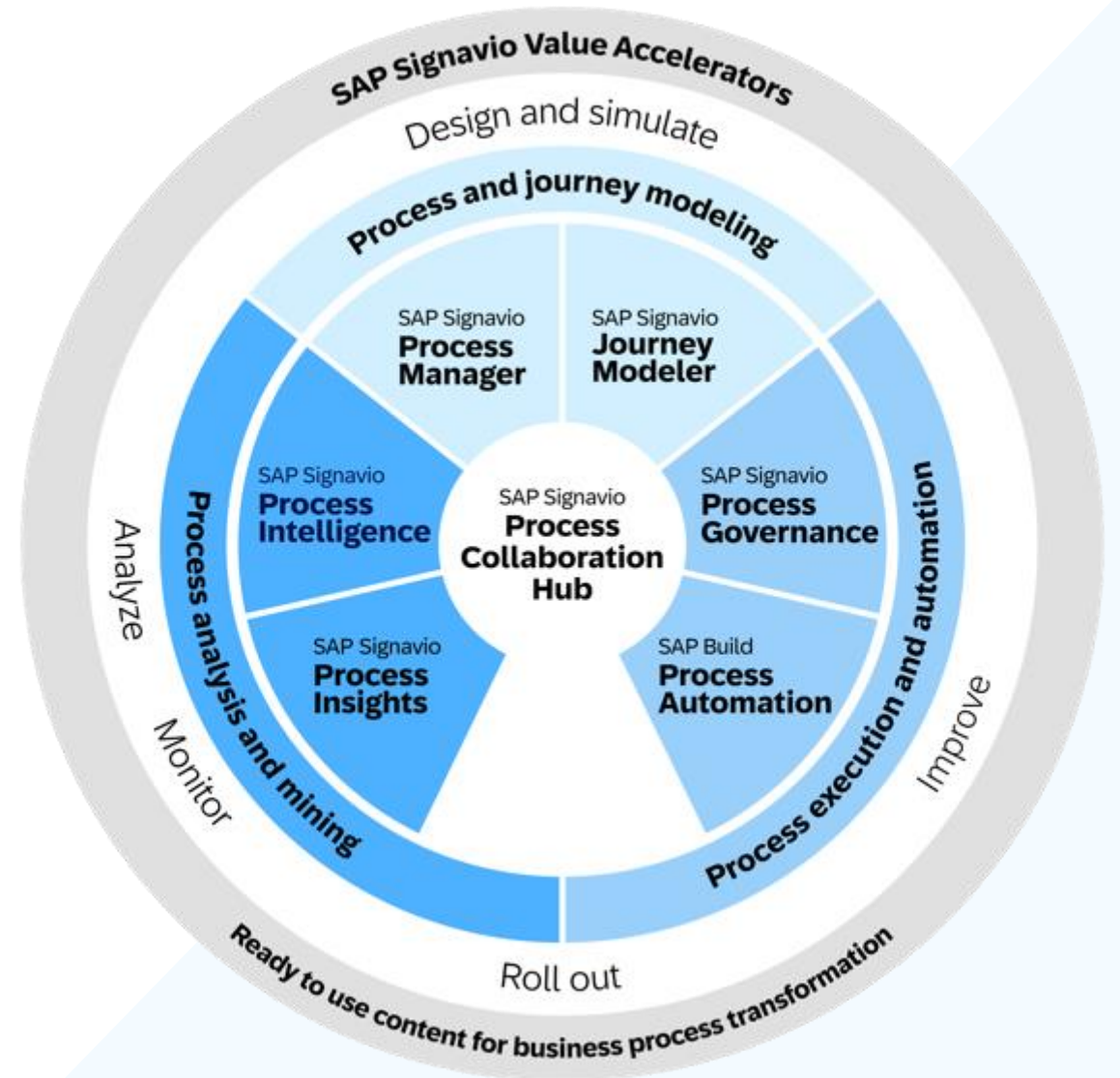
**Process
Analytics**



**AI Powered
Process Transformation**

SAP Signavio Process Transformation Suite

A cloud-based process transformation solution that gives companies the ability to **understand, improve, and transform all their business processes**, fast and at scale



SAP Signavio Process Insights

Main capabilities

SAP Signavio Process Transformation Suite

Main capabilities overview



Process analysis and mining

Complete process analysis and mining for enterprise transformations and operational excellence programs



Process and journey modeling

Standardized process and journey management, simulation and modeling



Process governance and automated execution

Maintaining organizational and regulatory compliance of all documented processes



Process collaboration

Stakeholder alignment and active collaboration across departments



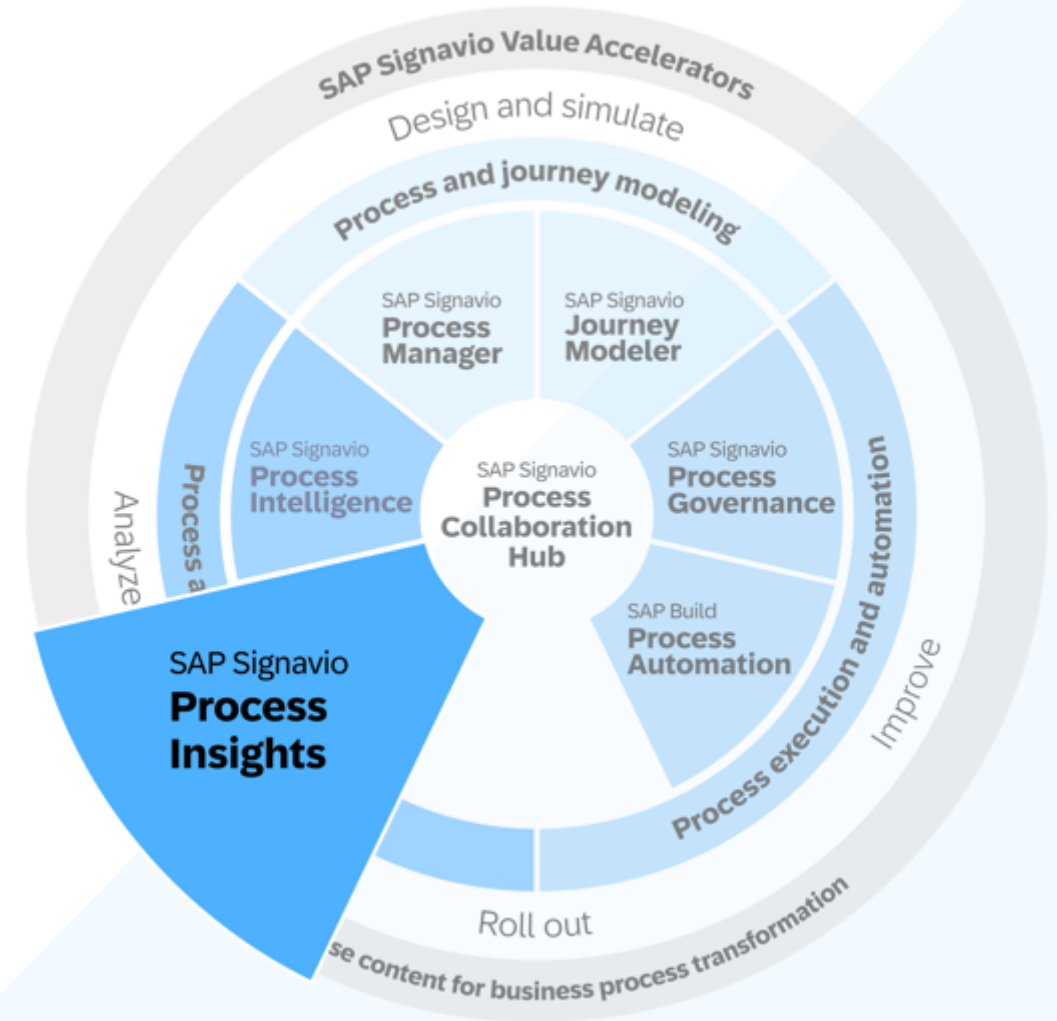
Value accelerators

Speeding up time to value with pre-built and ready to run sets of content and best practices

SAP Signavio Process Insights for SAP customers

SAP Signavio Process Insights is the process analytics solution for SAP customers enabling them to derive fast business insights

- Rapidly connect to SAP ERP or SAP S/4HANA or SAP ARIBA to immediately identify process improvement potential and improvement opportunities.
- Generate recommendations to prioritize automation and business improvement activities.
- Benchmark within and across various industries to understand process performance.



SAP Signavio Process Insights

The fastest path to process excellence for SAP customers



Same-day insights

Use automated, advanced process data extraction and continuous updates for a clearer understanding of business processes end to end.



Narrow your focus

Find out where your issues really are by drilling down to even a single document level and using benchmarking capabilities.



Connect the dots

Foster collaboration between decision-makers, business professionals, and IT experts through an intuitive, user-friendly application.



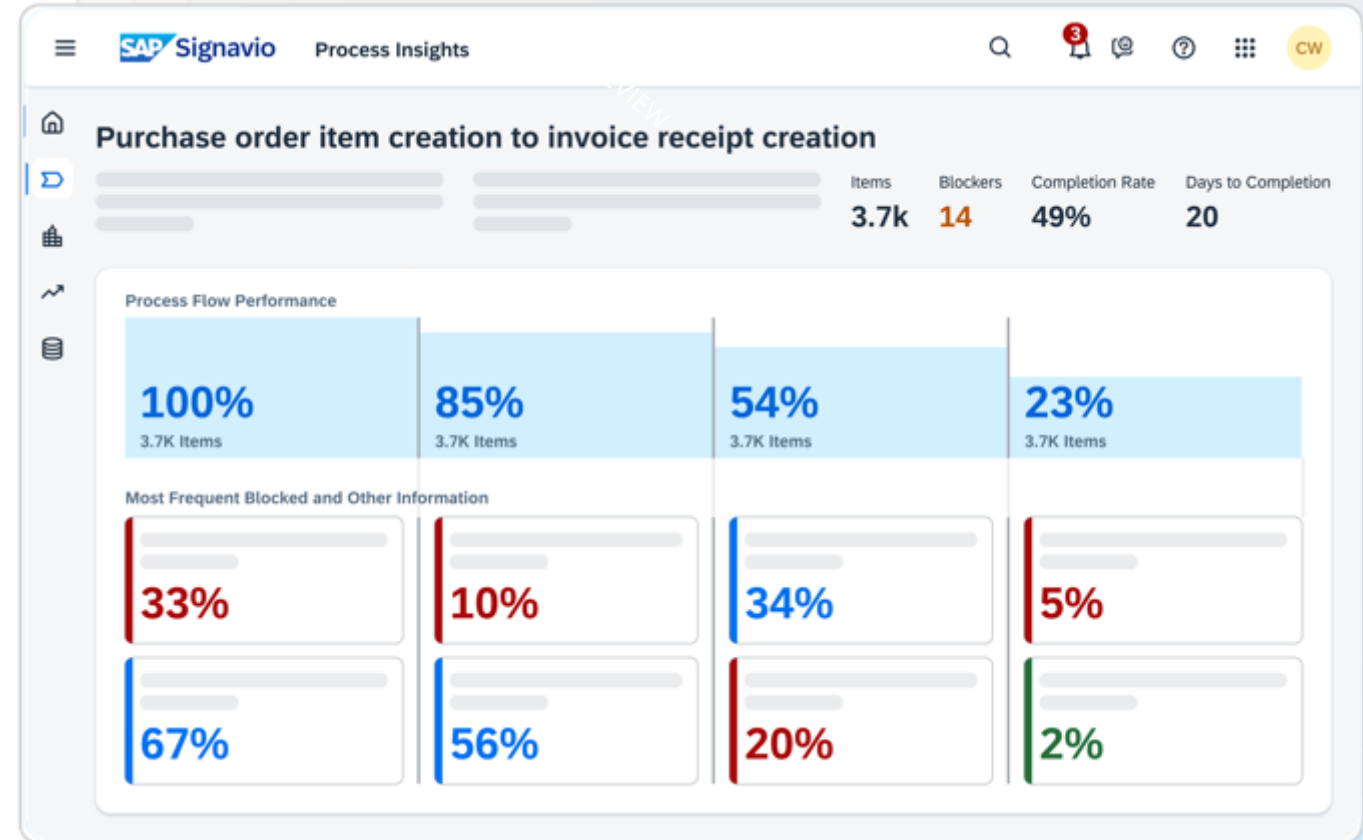
Start improving right away

Leverage process improvement recommendations, focusing on corrective actions for your SAP software system, best practices, and relevant SAP applications.

SAP Signavio Process Insights

Main capabilities

- Process flows
- Performance indicators
- Powerful drill-down functionality
- Correction recommendations
- Innovation recommendations
- External benchmarks
- Internal benchmarks



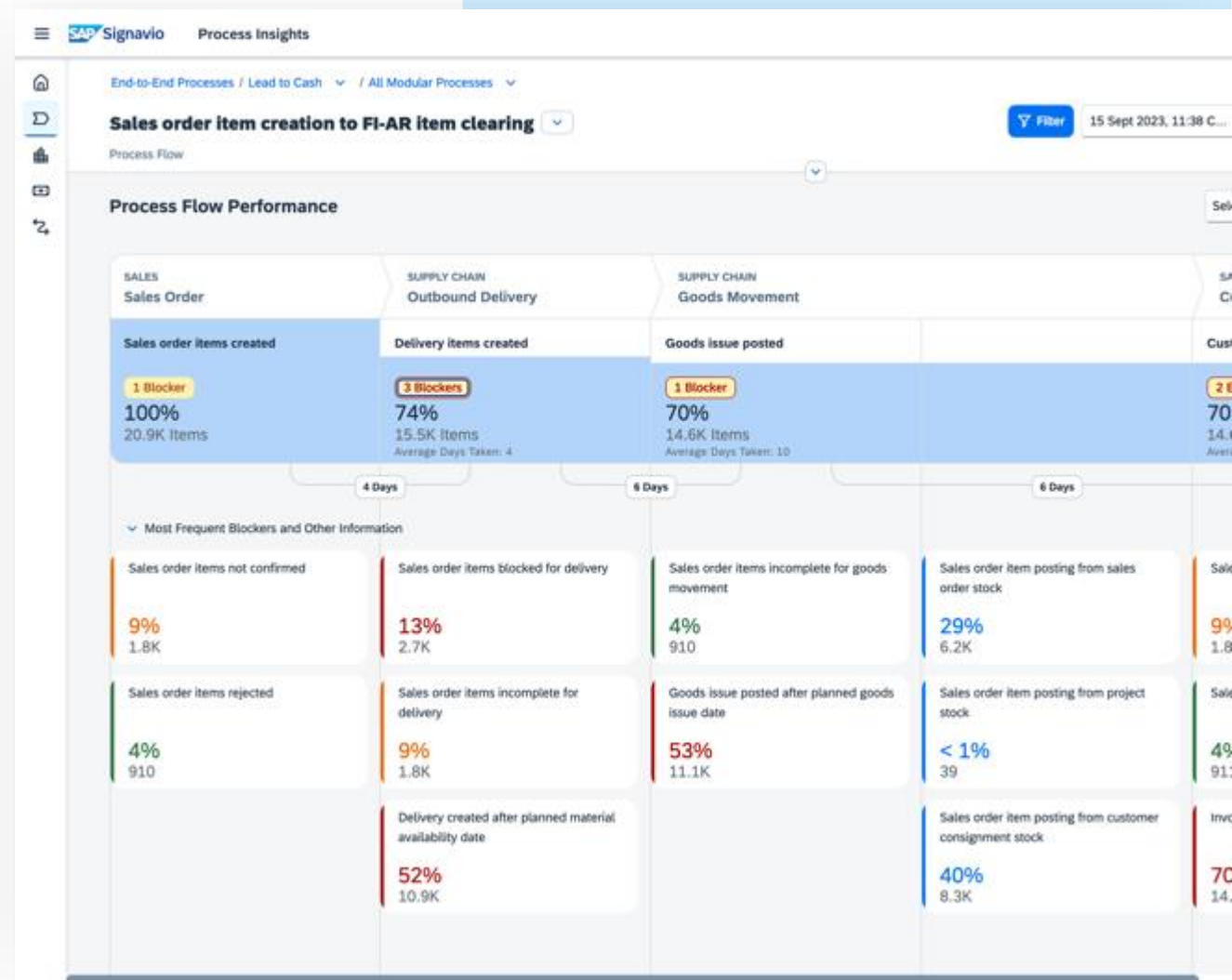
SAP Signavio Process Insights

Data-driven decisions to prioritize process improvements

110+

delivered process flows and 2050+ typical issues and inefficiencies.

- Make data-driven decisions about which business areas to prioritize for improvement.
- Get insights fast. Updates happen daily.
- There is more to come. The number of available process flows increases with every release.



SAP Signavio Process Insights

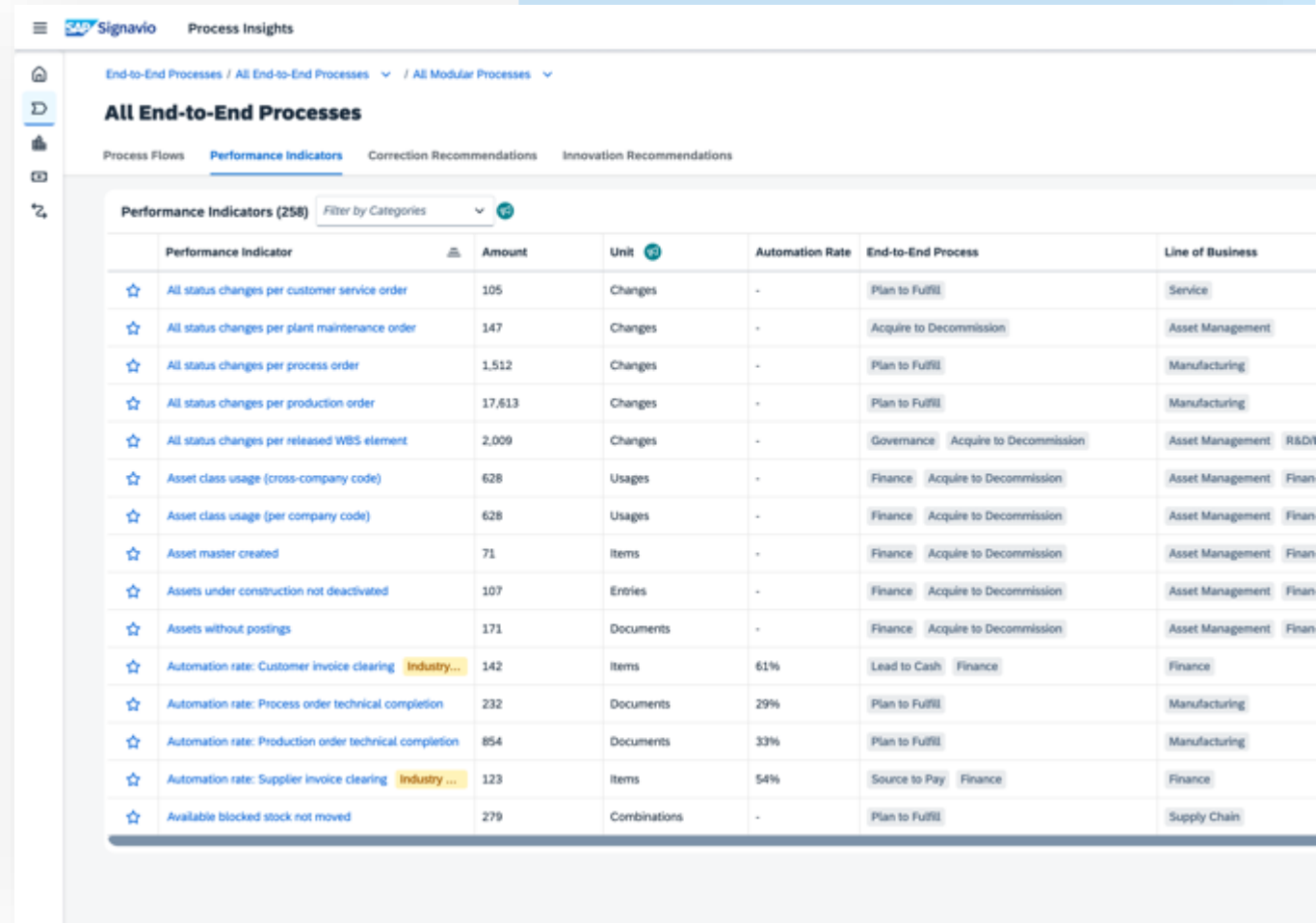
Monitor process performance

Process performance indicators

320+

delivered metrics.

- Make data-driven decisions about which business areas to prioritize for improvement.
- Get insights fast. updates happen daily.
- There is more to come - the number of process performance indicators increases with every release.



The screenshot shows the SAP Signavio Process Insights interface. The main heading is "All End-to-End Processes". Below it, there are tabs for "Process Flows", "Performance Indicators", "Correction Recommendations", and "Innovation Recommendations". The "Performance Indicators" tab is active, showing a table with 258 indicators. The table has columns for "Performance Indicator", "Amount", "Unit", "Automation Rate", "End-to-End Process", and "Line of Business".

Performance Indicator	Amount	Unit	Automation Rate	End-to-End Process	Line of Business
All status changes per customer service order	105	Changes	-	Plan to Fulfill	Service
All status changes per plant maintenance order	147	Changes	-	Acquire to Decommission	Asset Management
All status changes per process order	1,512	Changes	-	Plan to Fulfill	Manufacturing
All status changes per production order	17,613	Changes	-	Plan to Fulfill	Manufacturing
All status changes per released WBS element	2,009	Changes	-	Governance Acquire to Decommission	Asset Management R&D
Asset class usage (cross-company code)	628	Usages	-	Finance Acquire to Decommission	Asset Management Finan
Asset class usage (per company code)	628	Usages	-	Finance Acquire to Decommission	Asset Management Finan
Asset master created	71	Items	-	Finance Acquire to Decommission	Asset Management Finan
Assets under construction not deactivated	107	Errors	-	Finance Acquire to Decommission	Asset Management Finan
Assets without postings	171	Documents	-	Finance Acquire to Decommission	Asset Management Finan
Automation rate: Customer invoice clearing Industry...	142	Items	61%	Lead to Cash Finance	Finance
Automation rate: Process order technical completion	232	Documents	29%	Plan to Fulfill	Manufacturing
Automation rate: Production order technical completion	854	Documents	33%	Plan to Fulfill	Manufacturing
Automation rate: Supplier invoice clearing Industry ...	123	Items	54%	Source to Pay Finance	Finance
Available blocked stock not moved	279	Combinations	-	Plan to Fulfill	Supply Chain

SAP Signavio Process Insights

Filtering for the greatest impact

Drill down using advanced filtering to get a deeper understand of what is really going on.

- Narrow your focus to discover where your issues lie.
- Fix the root cause instead of just applying band-aids.

The screenshot displays the SAP Signavio Process Insights interface. The breadcrumb trail indicates the path: End-to-End Processes / Lead to Cash / All Modular Processes / Sales order item creation to FI-AR item clearing. The current view is 'Standard Filter View' with 2,730 objects. The 'Available Filters' section lists various filter categories with checkboxes. The 'Active Filters (1/2)' section shows two active filters: 'Sales Doc. Type AUART' and 'Sales Org. VKORG'. Below these, two tables show the resulting data for each filter.

Filter Name	Code
<input type="checkbox"/> AccAssmtGrpMat	KTGRM
<input type="checkbox"/> Bill. Date (Del.)	FKDAT_DEL
<input type="checkbox"/> Billing Block Sts	FSSTA
<input type="checkbox"/> Billing Block	FAKSP
<input type="checkbox"/> Billing Date (SO)	FKDAT
<input type="checkbox"/> Clearing	AUGDT
<input type="checkbox"/> Company Code	BUKRS
<input type="checkbox"/> Company Code...	BUKRS_TVWD
<input type="checkbox"/> Country/Reg.	LAND1
<input type="checkbox"/> Created on (H)	ERDAT_H
<input type="checkbox"/> Created on (I)	ERDAT_I
<input type="checkbox"/> Deliv. Conf.Sts	BESTA
<input type="checkbox"/> Delivery	VBELN_DEL
<input type="checkbox"/> Delivery create...	ERDAT_DEL

ID	Description	Objects
1 / 2		2,730
<input type="checkbox"/> TA		18,202
<input checked="" type="checkbox"/> CNC		2,730

ID	Description	Objects
0 / 1		2,730
<input type="checkbox"/> R100		2,730

SAP Signavio Process Insights

Start improving right away

Correction recommendations

220+

Correction Recommendations.

- Get tailored recommendations specifically linked to previously identified issues.
- Select by comparing the expected impact on your process performance and execution effort.

The screenshot displays the SAP Signavio Process Insights interface. The top navigation bar includes the SAP Signavio logo and 'Process Insights'. Below this, there are breadcrumb links: 'End-to-End Processes / All End-to-End Processes / All Modular Processes'. The main heading is 'All End-to-End Processes', with sub-tabs for 'Process Flows', 'Performance Indicators', 'Correction Recommendations' (which is active), and 'Innovation Recommendations'. A filter dropdown is set to 'Filter by Root Cause'. The table below lists 137 correction recommendations with columns for Finding, Recommendation, No. of Ob..., Impact, Effort, Value Driver Affected, and Root C...

	Finding	Recommendation	No. of Ob...	Impact	Effort	Value Driver Affected	Root C...
★	12498 purchase order items were found where the pla...	Set final invoice indicator for purchase order items wh...	12498	■ ■ ■	■ ■ ■	Reduce Data Management Cost	Old and
☆	8738 purchase order items were found where the plan...	Set final invoice indicator for purchase order items wh...	8738	■ ■ ■	■ ■ ■	Reduce Data Management Cost	Old and
☆	36 purchase orders were found where payment terms ...	Verify why payment terms were changed	36	■ ■ ■	■ ■ ■	Improve Procurement FTE Prod...	Insuffic
☆	20 material/plant/storage location combinations with st...	Check if stock still physically exists and post an invent...	20	■ ■ ■	■ ■ ■	Reduce Days in Inventory	Organiz
☆	1 material/plant/storage location/batch combinations wi...	Review project stock for WBS elements set to technica...	1	■ ■ ■	■ ■ ■	Reduce Days in Inventory	Organiz
☆	4 company codes were found where no more than two ...	Check if payment runs can be run daily to avoid syste...	4	■ ■ ■	■ ■ ■	Improve Days Payable Outstand...	Unusec
☆	695 material/plant/storage location/batch combinations...	Check whether stock still exists physically and can be ...	695	■ ■ ■	■ ■ ■	Reduce Days in Inventory	Organiz
☆	576 material/plant/storage location/batch combinations...	Check whether the sales order item has already been ...	576	■ ■ ■	■ ■ ■	Reduce Revenue Loss Due to St...	Organiz
☆	5 purchase orders were found on hold where no materi...	Enter a material number or an account assignment cat...	5	■ ■ ■	■ ■ ■	Improve Procurement FTE Prod...	Missing
☆	6 purchase orders were found on hold where an order ...	Enter an order quantity	6	■ ■ ■	■ ■ ■	Improve Procurement FTE Prod...	Missing
☆	4 purchase orders were found on hold where a delivery...	Enter a delivery date	4	■ ■ ■	■ ■ ■	Improve Procurement FTE Prod...	Missing
☆	10 purchase orders were found on hold where the requ...	Enter an account assignment category	10	■ ■ ■	■ ■ ■	Improve Procurement FTE Prod...	Missing
☆	1 purchase orders were found on hold where the mater...	Check if the material should no longer be marked for d...	1	■ ■ ■	■ ■ ■	Improve Procurement FTE Prod...	Insuffic
☆	3 purchase orders were found on hold where the mater...	Extend the material record and create the required acc...	3	■ ■ ■	■ ■ ■	Improve Procurement FTE Prod...	Missing
☆	1 purchase orders were found on hold where the mater...	Extend the material record and create the required pur...	1	■ ■ ■	■ ■ ■	Improve Procurement FTE Prod...	Missing

SAP Signavio Process Insights

Innovate your processes with new technologies

Innovation recommendations

890+

Innovation Recommendations.

- Get recommendations for best-practice SAP technology and SAP solutions, for example, robotic process automation (RPA) bots, AI scenarios or SAP S/4HANA capabilities.
- Choose the improvement path that is right for your organization.

The screenshot displays the SAP Signavio Process Insights interface. The main view is titled "All End-to-End Processes" and shows a list of "Innovation Recommendations (595)". A table lists various recommendations, including "Contract is Ready as Source of Supply", "SAP Business Integrity Screening: Predictiv...", "Create Sales Orders from Unstructured Data", "Intelligent Production Order Conversion", "Sales Performance - Plan/Actual", "Sales Management Overview", "SAP Field Service Management", "SAP Ariba Supplier Lifecycle and Perform...", "Warehouse Management", "Sales Order Management and Processing", "Sales Master Data Management", "Purchase Order Processing", "SAP Business Network Supply Chain Colla...", and "Taulia Dynamic Discounting".

A detailed popup window titled "Transactions from last 2 months (4)" is open, showing a list of transactions with their respective values and progress bars:

Transaction ID	Description	Value
VA01	Create Sales Order	34.4K
VA02	Change Sales Order	12.9K
VA03	Display Sales Order	12K
VOVB	Document Type Maintenance	908

SAP Signavio Process Insights

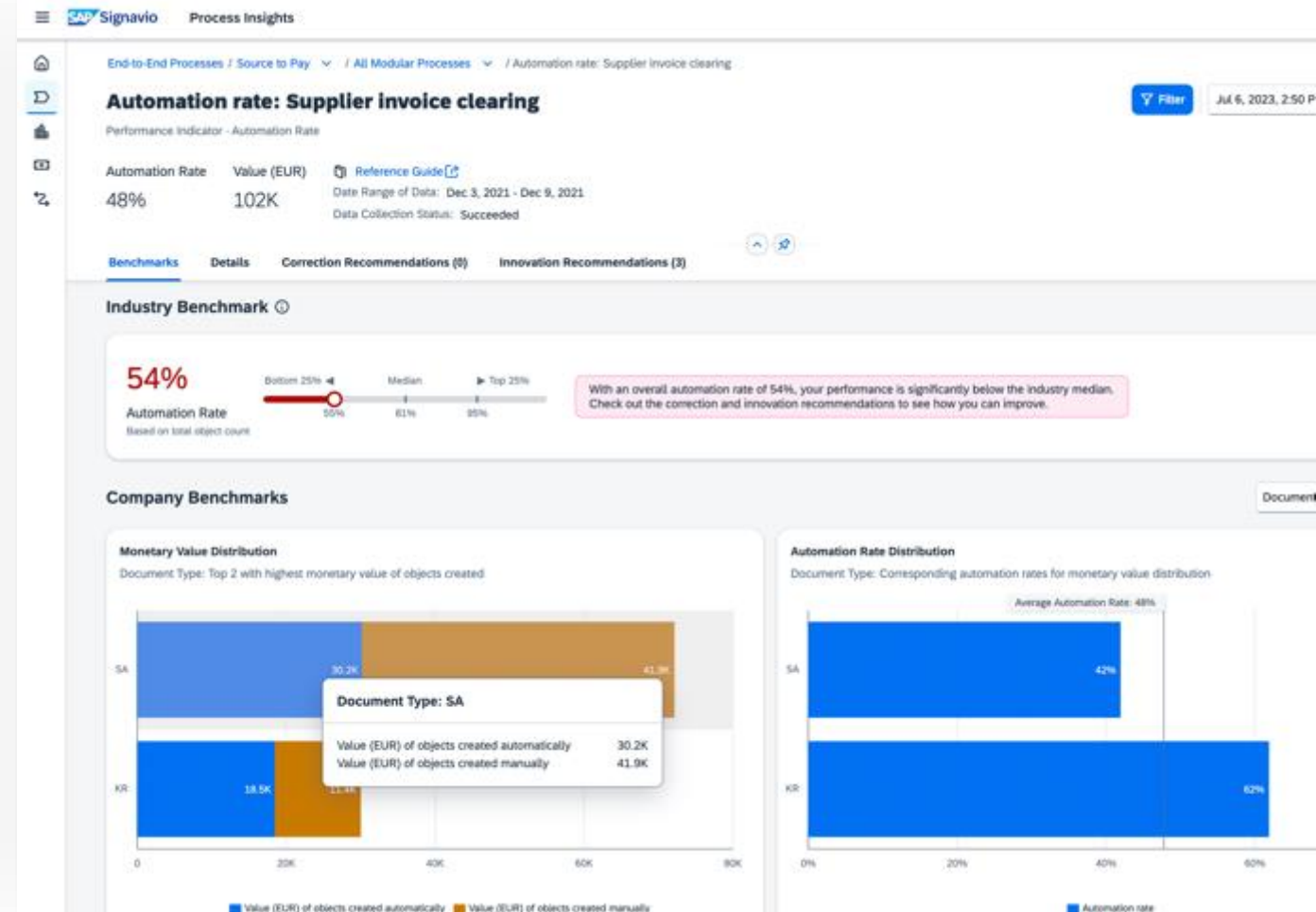
Compare performance against industry peers

External benchmarking*

Get a better understanding of your performance.

- Learn if you're performing well or badly.
- Better interpret your performance by providing you with a peer group you can compare against.
- Set informed improvement targets.

*Currently only available for selected automation rate PPIs

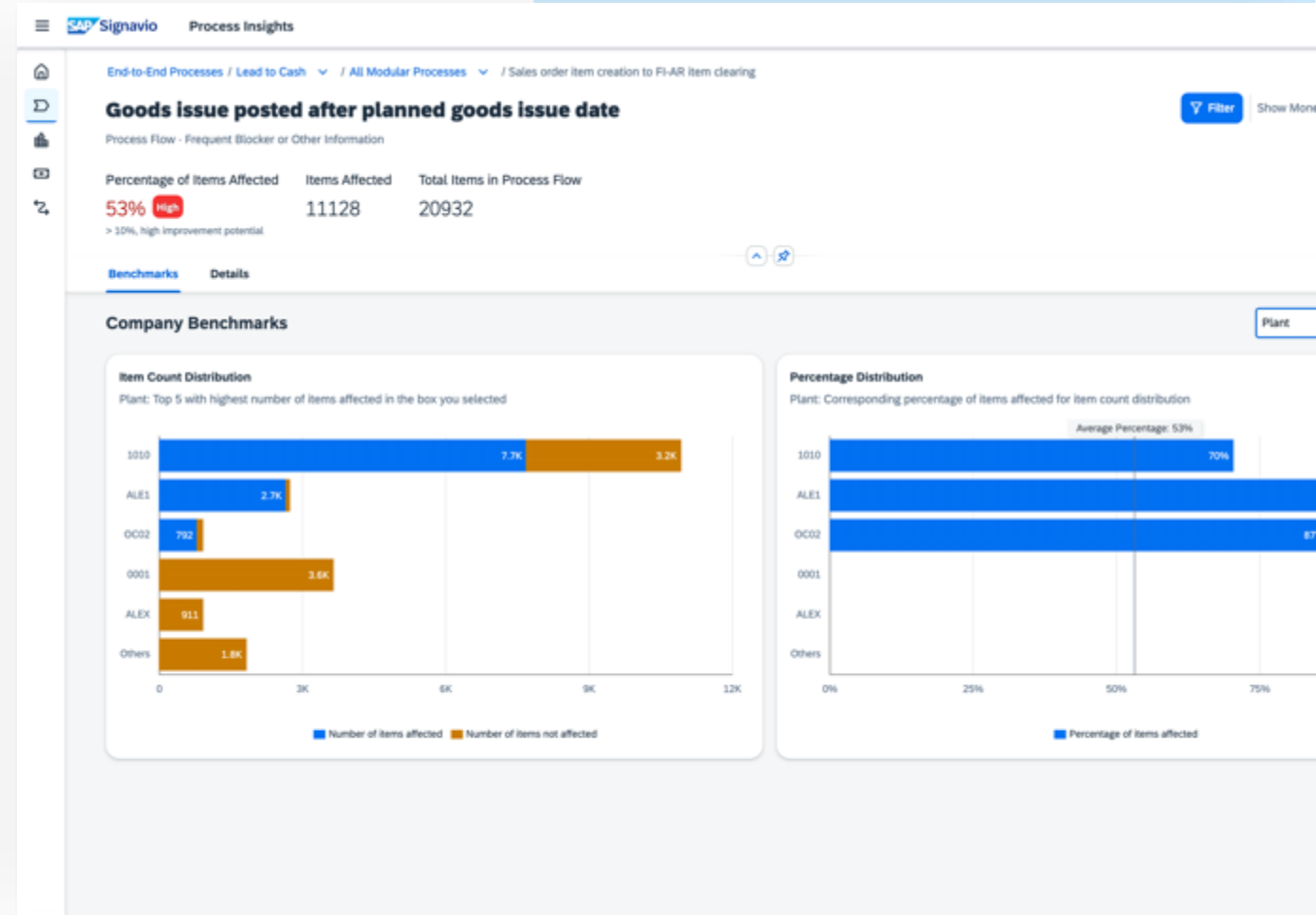


SAP Signavio Process Insights

Compare performance against internal peers

Get a better understanding of your performance compared to different entities within your company.

- Internal benchmarks for completion rates, lead time and blockers.
- Learn if you're performing well or badly.
- Better interpret your performance by providing you with an internal peer group you can compare against.
- Set informed improvement targets.



SAP Signavio Process Insights

Transformation planning

Compare current state of processes against best practices by leveraging best practices in SAP Signavio Process Explorer.

- Transformation planning is aimed at helping you migrate to SAP S/4HANA smoothly.
- Leverage extensive base of SAP best practices available in SAP Signavio Process Explorer.
- Receive guidance on the to-be state of your processes, before and throughout a transformation.
- Faster time to value by following best practices for each solution flow available.

The screenshot shows the SAP Signavio Process Insights interface. The main content area displays a table titled "All End-to-End Processes" under the "Performance Indicators" tab. The table lists various performance indicators with their respective amounts, units, and associated end-to-end processes.

Performance Indicator	Amount	Unit	End-to-End Process
Asset class usage (cross-company code)	628	Usages	Finance Acquire to Decommission
Asset class usage (per company code)	628	Usages	Finance Acquire to Decommission
Billing type usage in sales billing documents (cross-sales organization)	92,166	Usages	Lead to Cash
Company code usage in financial documents	1,631,925	Usages	Finance
Configuration check: Document flow update from MM to LE	87	Items	Plan to Fulfill Source to Pay
Configuration check: Suggest "delivery completed"	61	Documents	Source to Pay
Customer master data usage in FI-AR (cross-company code)	198,586	Usages	Governance Lead to Cash Finance
Customer master data usage in FI-AR (per company code)	193,298	Usages	Governance Lead to Cash
Customer master data usage in sales billing documents (cross-sales area)	17,284	Usages	Governance Lead to Cash
Customer master data usage in sales billing documents (per sales area)	68,730	Usages	Governance Lead to Cash

Processes to Analyze

Process flows

View process flows with reference to best practices for SAP S/4HANA Cloud, public and private editions.

53 Process flows with link to best practices for SAP S/4HANA Cloud, public edition

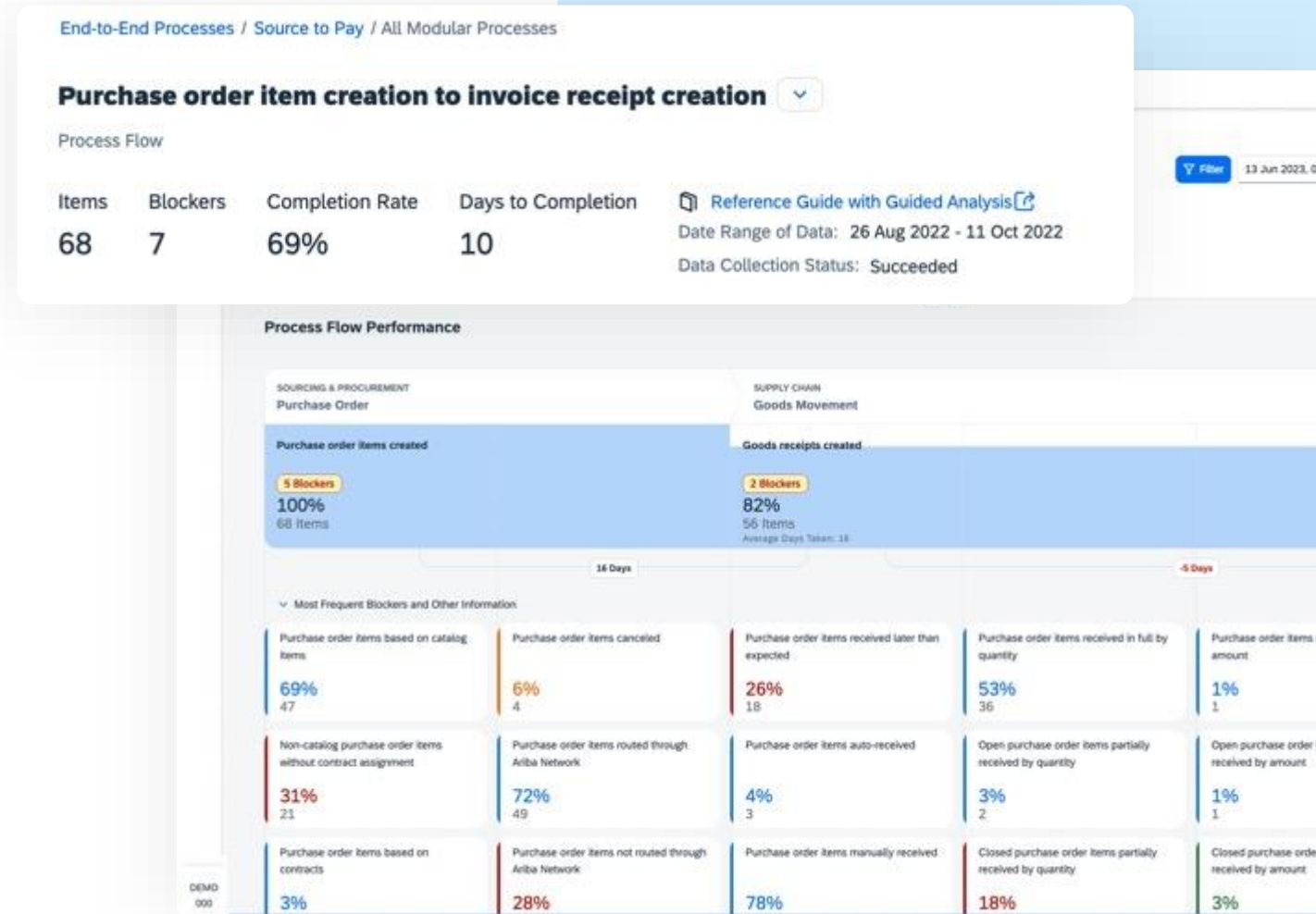
49 Process flows with link to best practices for SAP S/4HANA Cloud, private edition

SAP Signavio Process Insights

Accelerate procurement value realization

Connect to SAP Ariba to leverage procurement process analysis.

- Optimize your processes and unlock opportunities with direct cash flow impact.
- Reduce your time-to-insight for your procurement processes, for the first time beyond your ERP system(s) but with the same ease of integration.
- Continuously improve and better manage supplier relationships.
- Increase cash flow as you better manage your invoicing and decrease Days Payable Outstanding.



SAP Signavio Process Insights

Value analysis of improvement opportunities

Discover real monetary value potential within your processes.

- Improve the current automation rate of each of your performance indicators to the target rate.
- Access insights on reduction of costs, or revenue increase opportunities by achieving a selected automation rate target.
- Leverage informed decision-making based on improvement activities.
- Greater ease in identification and prioritization of improvement opportunities based on value-analysis data.

The screenshot displays the SAP Signavio Value Analysis interface. At the top, it shows the 'Value Analysis' title and two summary cards for 'Recurring Value (EUR / Year)' and 'One-Time Value (EUR / Year)'. Both cards show 'Total Realized / Total Potential' as '0 / 1.4M' and '0 / 1.3M' respectively, with a warning icon next to the one-time value. Below this is a table of 'Performance Indicators (53)'. The table has columns for 'Value Driver', 'Potential Value', 'Performance Indicator', 'Baseline Date Range', and 'Baseline'. The data is grouped into three categories: Finance, Asset Management, and Supply Chain.

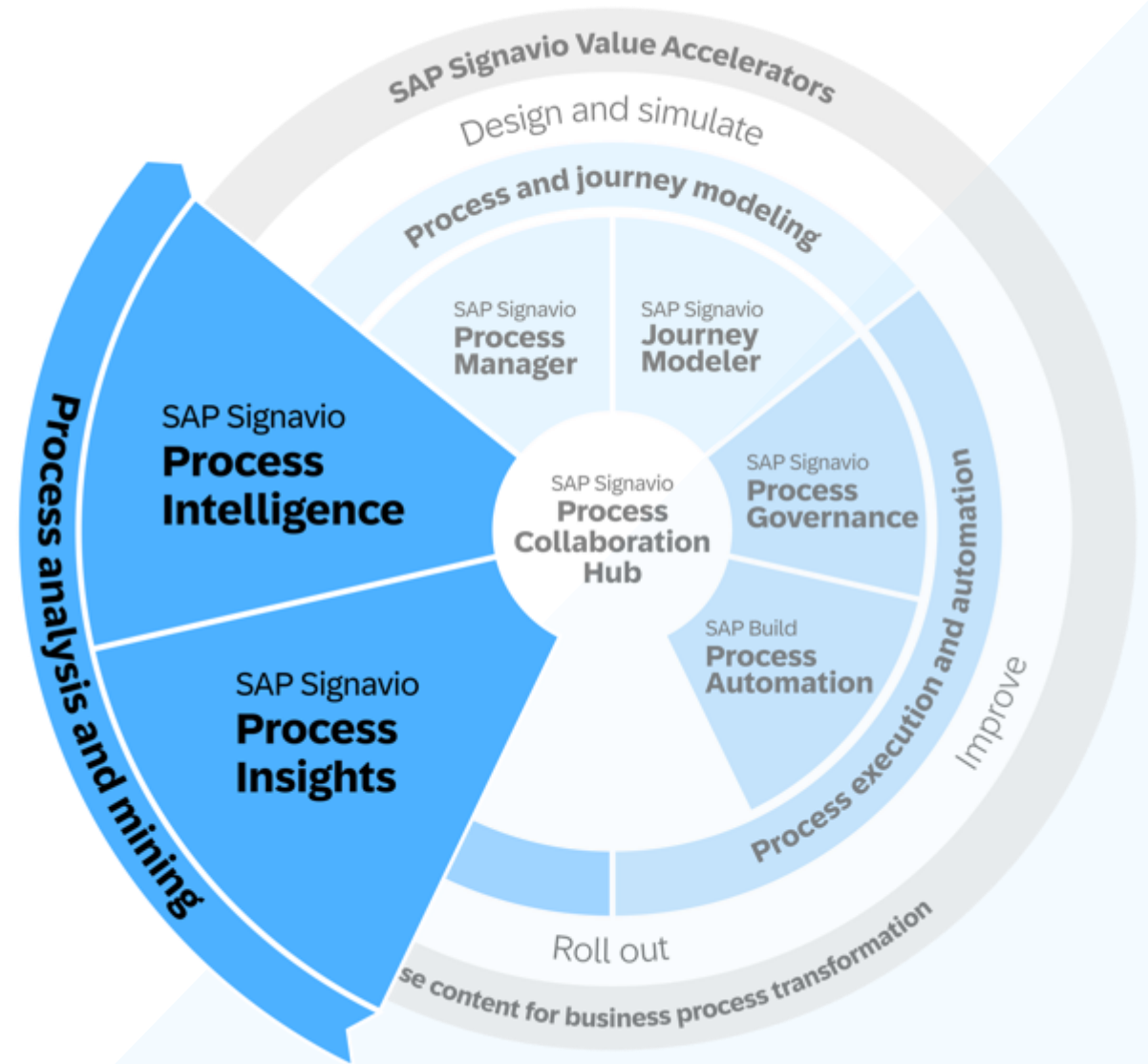
Value Driver	Potential Value	Performance Indicator	Baseline Date Range	Baseline
Reduce Uncollectible Accounts Receivable Write-Offs Finance				
	673.8K EUR			
	573.8K EUR	Overdue and open Accounts Receiv...	12 Apr 2019 - 4 Jan 2...	112292 Items
Reduce Asset Maintenance Cost Asset Management				
	621.2K EUR			
	243.7K EUR	Plant maintenance notifications ope...	8 Jul 2015 - 14 Feb 2...	32695 Documents
	187K EUR	Plant maintenance orders overdue f...	1 Jan 2010 - 14 Feb 2...	29995 Documents
	75.4K EUR	Plant maintenance order confirmat...	13 Mar 2023 - 16 Jun ...	0%
	73.4K EUR	Plant maintenance orders released ...	31 Dec 2010 - 17 Nov...	7952 Documents
	41.7K EUR	Plant maintenance orders created	8 Feb 2022 - 14 Feb 2...	10%
	0 EUR	Plant maintenance notifications cre...	8 Feb 2022 - 14 Feb 2...	94%
Reduce Total Logistics Cost Supply Chain				
	214.4K EUR			
	161.5K EUR	Inbound goods movements posted	1 May 2023 - 7 May 2...	< 1%
	29.6K EUR	Outbound goods movements posted	1 May 2023 - 7 May 2...	< 1%
	19.3K EUR	Outbound deliveries created	16 Dec 2021 - 22 Dec ...	11%
	3.8K EUR	Inbound deliveries created	15 Dec 2021 - 21 Dec ...	31%
	240 EUR	Outbound delivery order items crea...	19 Jun 2023 - 28 Jul ...	99%

SAP Signavio

Process Analysis and Mining

Process analysis and mining with SAP Signavio solutions

A unified experience for
data-driven process
improvement.





Key fact: **Process analysis and mining**

Process analysis and mining helps you **turn process data into actionable insights** and discover areas for improvement within your company's business processes.

Gain visibility into your transformation

with different dimensions of process data-driven insights



Process milestones

Process performance profiling



Process steps

Process mining

Process mining

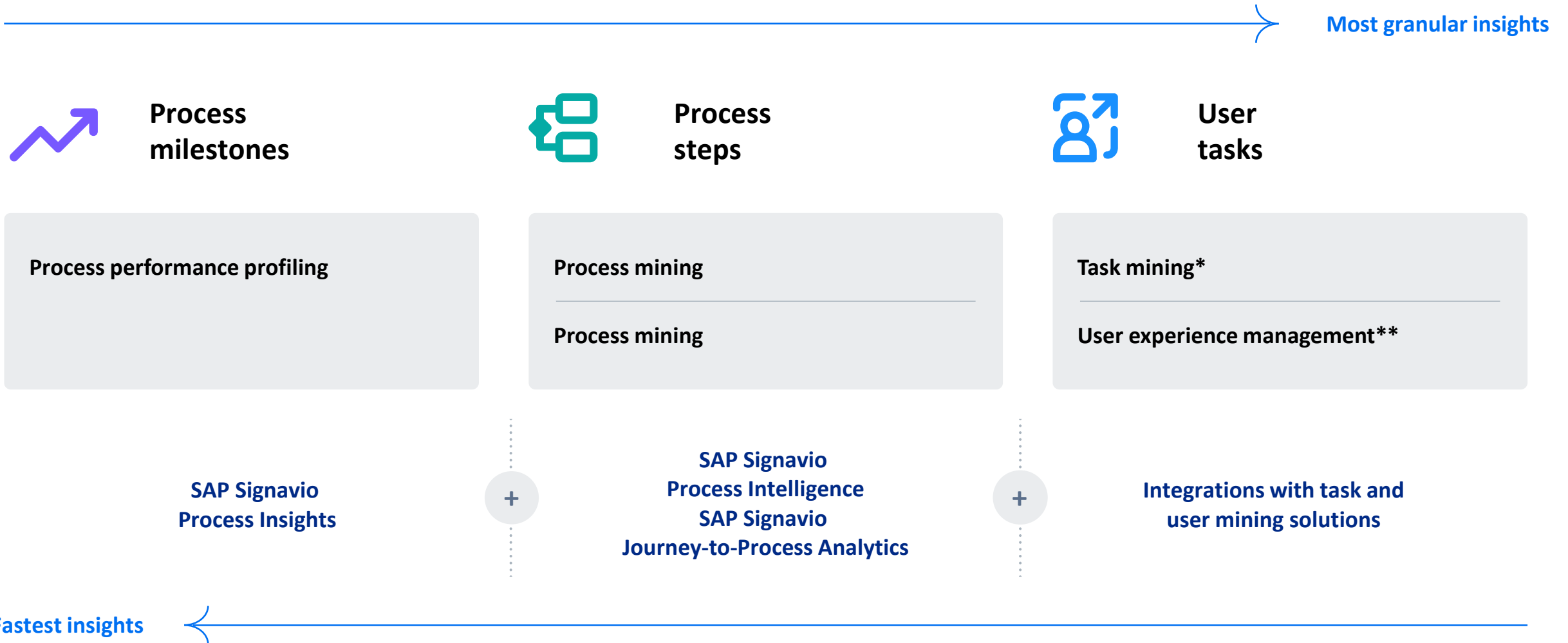


User tasks

Task mining*

User experience management**

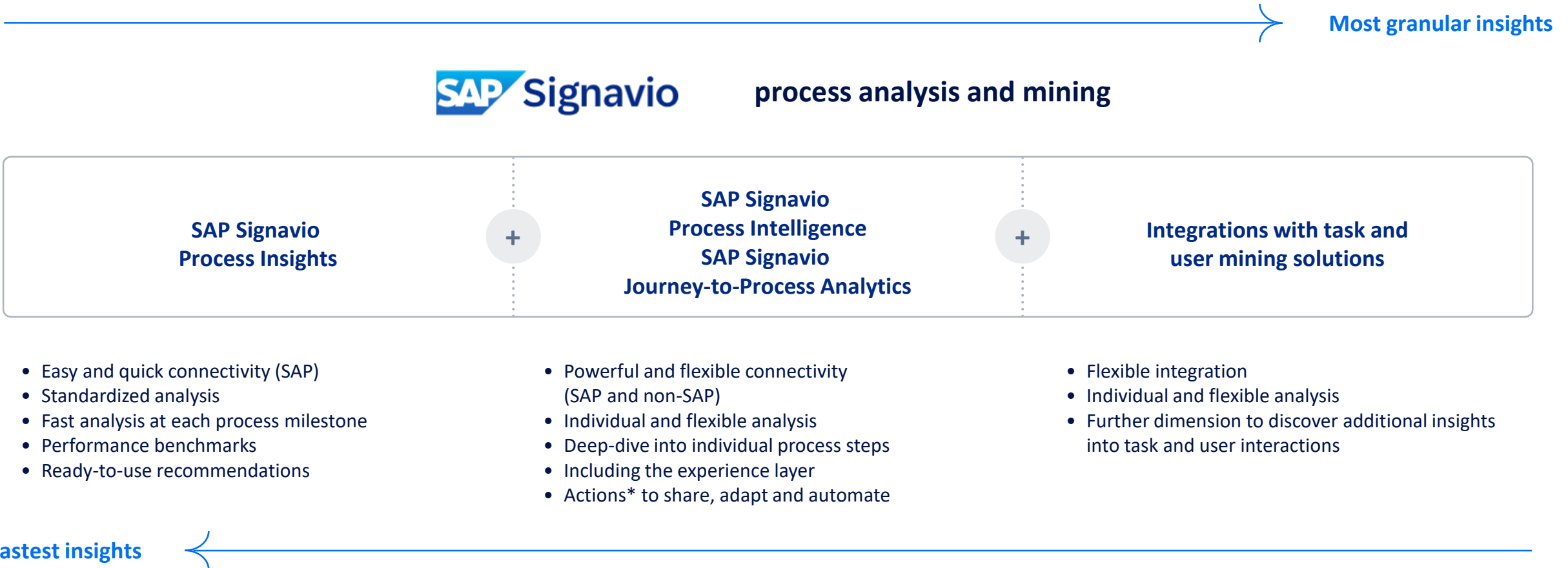
Our complementary solutions for process analysis and mining



*available over FortressIQ or bring your own task mining tool

**available over KNOA

Our complementary solutions for process analysis and mining



There's so much you can do in a matter of hours

Prepare faster

SAP Signavio accelerates transformation preparation time to hours

To kick-start our SAP S/4HANA transformation project.

Define your target state and prepare for organizational change.

- Start with your existing SAP ERP data
- Covering all key ERP processes at once
- Use thousands of KPIs, benchmarks and recommendations
- Run variant and process execution analysis
- Go from broad and speed to depth
- Create a repository of your as-is processes

Deploy faster

SAP Signavio cuts the time of implementation by integrating

Jumpstart with to-be process models from prepare that streamline the implementation.

Integration with other SAP solutions builds the bridge between business and IT

- Understand how you can improve
- Compare with best-practices
- Hold funded discussions between business and IT
- Integrate with SAP solutions
- Turn ideas into value

Realize continuous value

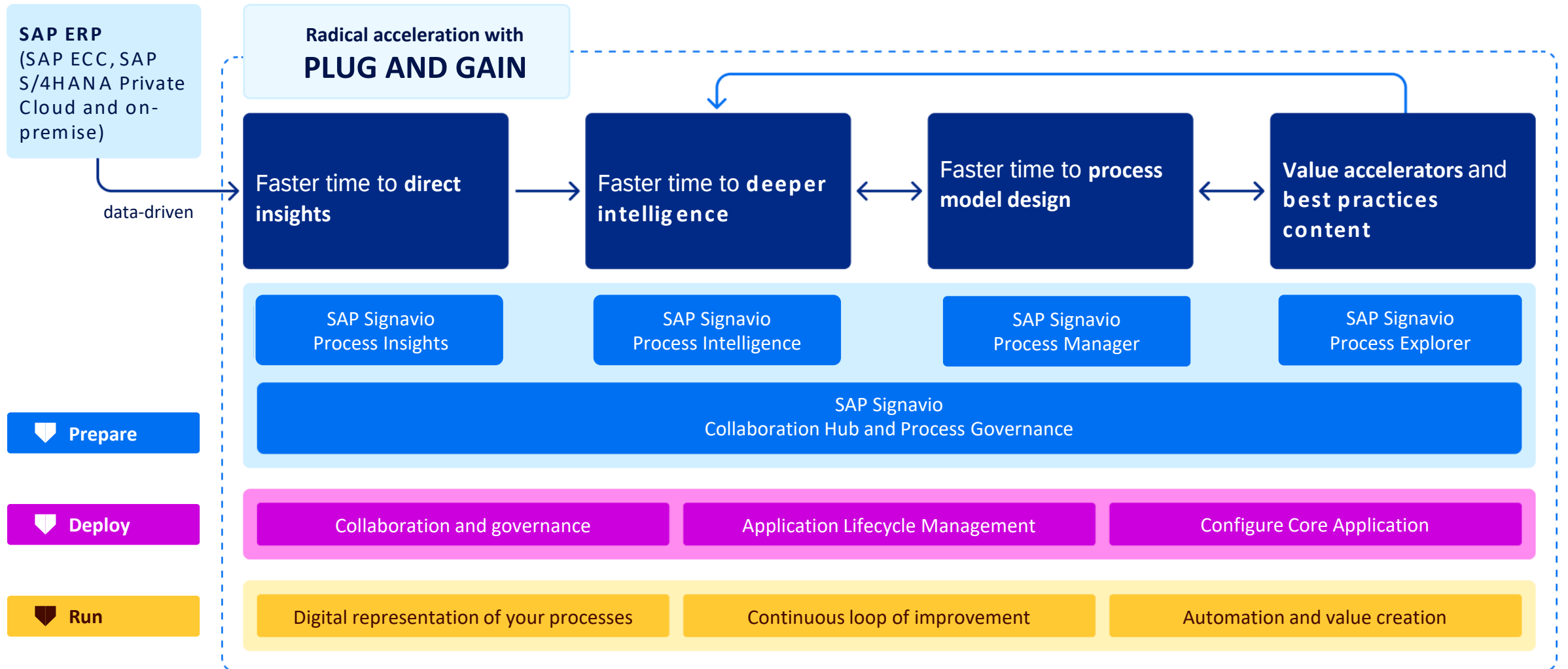
SAP Signavio Solutions ensures process adoption and continuous value realization

Optimize your processes using best practices, deploy, measure and adjust as conditions change

Establish a continuous loop of improvement and value creation

- Move faster by having processes digitalized
- Make value tangible and measurable by using a data-driven approach
- Drive improvement beyond one-off-transformation-efforts
- Start automation of your processes

Our unique approach for SAP ERP transformation



A photograph of two women in a warehouse. The woman on the left is a Black woman with short dark hair, wearing a dark blue long-sleeved shirt, smiling and looking towards the other woman. The woman on the right is a white woman with red hair in a ponytail, wearing a grey polo shirt and an orange safety vest, holding a handheld scanner and a blue object, also smiling and looking towards the first woman. The background shows warehouse shelving and boxes.

77% of all worldwide business transactions touch an SAP ERP system*

*Source

Leverage different dimensions of process data-driven insights in different SAP and non-SAP areas of your business

Flexibly apply process modelling and...

Get first insights with **process performance analysis**

+

Deep-dive with **process mining**
and **experience-driven process mining**

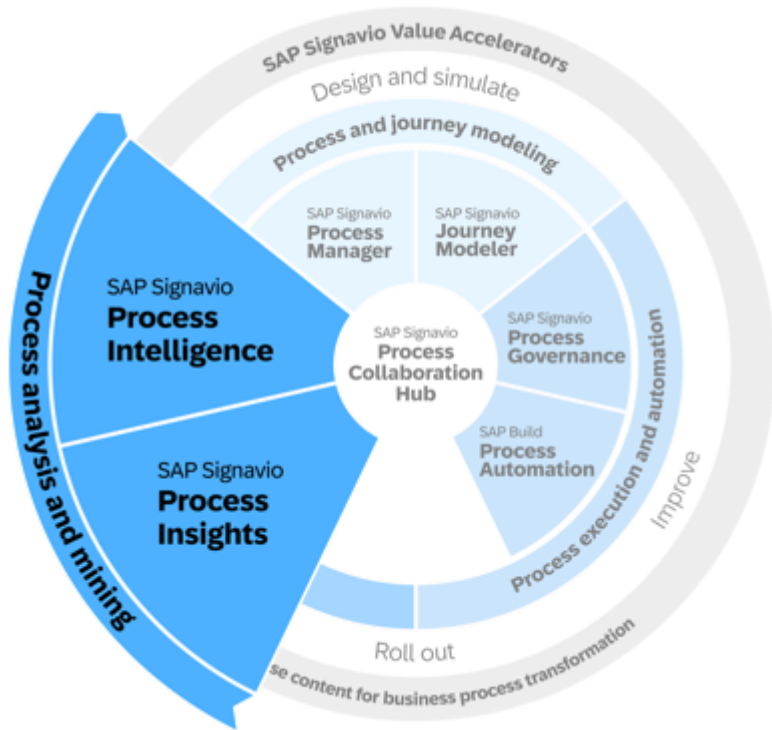
+

Get more granular insights with **task / user mining**

... according to your needs!

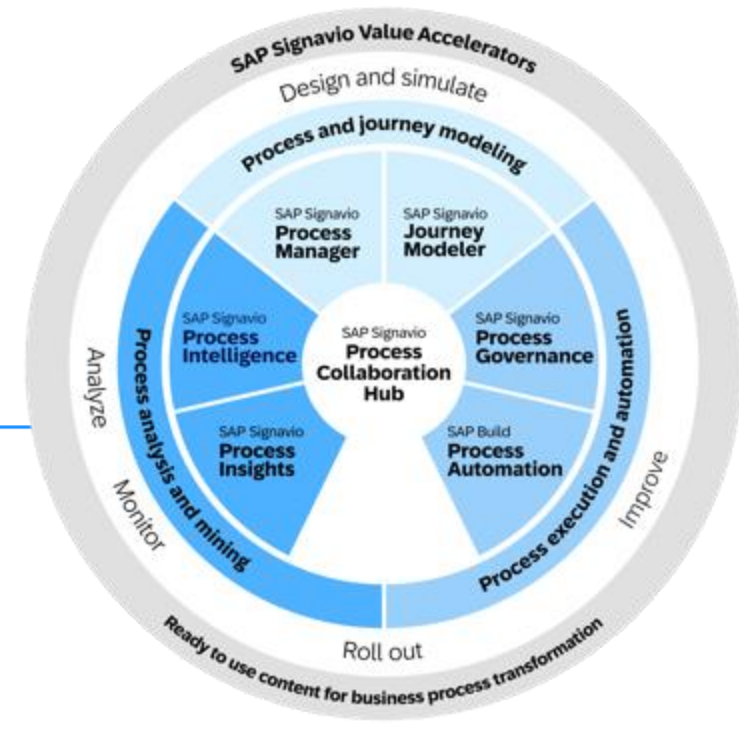
>>> Processes	
Procure-to-Pay	Source-to-Contract
Invoice-to-Pay	Order-to-Cash
Meter-to-Cash	Invoice-to-Cash
Lead-to-Opportunity	Operate-to-Maintain
Attract-to-Acquire Talent	Incident-to-Resolution

From data insights towards a full business transformation



Data Insights

SAP Signavio
process analysis and mining



Full Business Transformation

SAP Signavio
Process Transformation Suite

SAP Signavio Process Insights

Customers and Analysts

SAP Signavio Process Insights

What our customers say about us

Overall, SAP Signavio Process Insights **helped us identify and quantify process improvement potential** as well as check if our defined action items triggered sustainable process changes.

German tech company

SAP Signavio Process Insights and its process flows **are exactly what we missed so far in our process excellence programs.** This tool definitely comes at the right time.

Chemicals customer

An independent cloud product is exactly what we needed. And it shaped up to be a **great support and guidance during and after the SAP S/4HANA transformation journey.**

Engineering company

SAP Signavio Process Insights

What our customers say about us

We have finally got transparency in our order-to-cash process – and as one of the first steps, we increased automatic creation of sales orders by 17%.

European high-tech company

SAP Signavio Process Insights is going to be **essential to our SAP S/4HANA transformation**, as it will let us get transparency and harmonize a number of ERP systems.

Automotive customer

SAP Signavio Process Insights **proved extremely useful and allowed us to surface insights we would probably never find otherwise**. We loved the ability to drill down with multiple filters.

Process engineering company

What our customers say about us

In 2009, we based the name of our company on the Italian word “Segnavia,” meaning signpost.

It was our goal from the very beginning to help businesses navigate change.

Today, we serve as a signpost in the day-to-day processes of over 2,500 customers.

Find out what our customers say about us, in their own words.



HELLER

4 hours

To go live with the SAP Signavio Process Insights solution, with ready-to use analysis

Less

Manual interventions in complex operational processes, more value-adding activities

SAP Signavio Process Insights



HELLER

“SAP Signavio Process Insights has opened up completely new ways of thinking for us. For the first time, we have a holistic overview of our business process landscape, which will enable us to **make decisions based on hard data, rather than gut feeling.**”

Sebastian Fügner,
Inhouse Consultant BI & Analytics,
Gebr. Heller Maschinenfabrik GmbH

SAP Signavio Process Insights



SAP Signavio positioned as a Leader for Process Mining

2023 Gartner® Magic Quadrant™ for Process Mining Tools

Figure 1: Magic Quadrant for Process Mining Tools



SAP Signavio was recognized as a Leader in Process Mining Tools by Gartner for its Completeness of Vision and Ability to Execute.

SAP Signavio believes this placement in the Leaders quadrant is a testament to its continued commitment to providing customers with innovative world-class process mining solutions.

[Full Report](#) / [Newsbyte](#) / [Blog](#)

Gartner, Magic Quadrant for Process Mining Tools, Marc Kerremans, Kimihiko Iijima, et al., 20 March 2023.

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SAP Signavio: A Leader for Digital Twin of an Organization (DTO)

2023 SPARK Matrix™ Digital Twin of an Organization by Quadrant Knowledge Solutions



SAP Signavio has been named a **Leader in the 2023 SPARK Matrix for DTO** and rated the highest for Technology Excellence.

According to the report:
“SAP Signavio’s approach to digital twins serves the concept of process observability allowing companies to visualize processes as they should happen, but also provides a visual of how processes are deployed and their impact on customers, employees, and suppliers’ experiences.”

Quadrant Knowledge Solutions, SPARK Matrix™ Digital Twin of an Organization, Q2 2023

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SAP Signavio Process Insights for process excellence

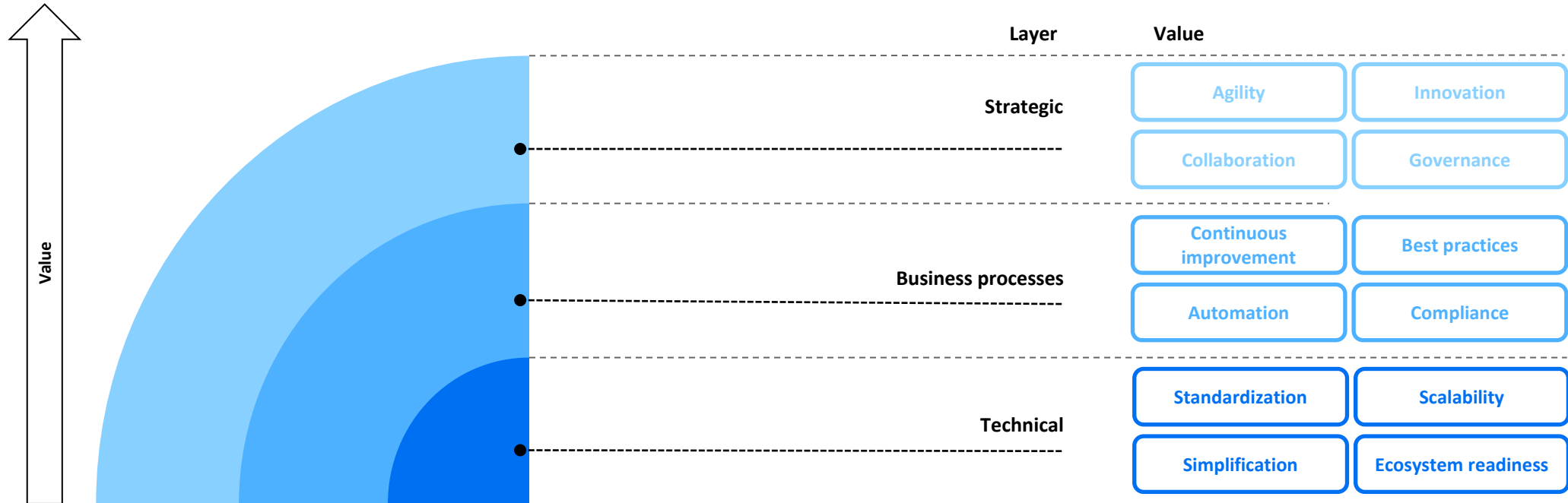
SAP Signavio Process Insights accelerates and simplifies transformation projects for SAP S/4HANA



Faster time to value



Lower total cost of implementation



SAP Signavio Process Insights solution capabilities support continuous improvement of processes running through your SAP system*

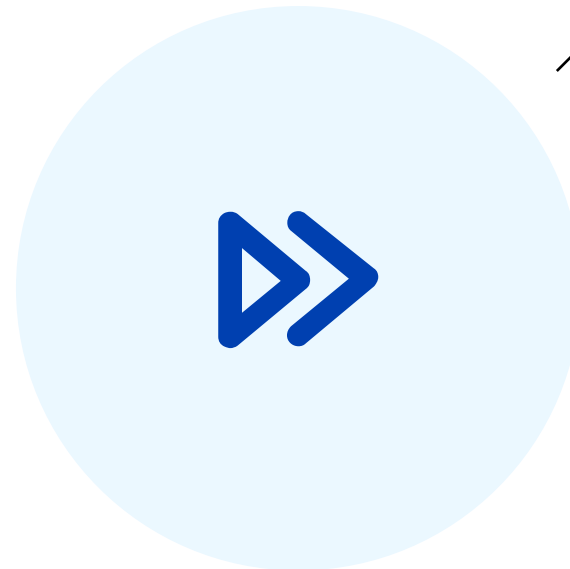
1. Understand your processes with delivered **process flows** and **process performance indicators**.

2. Dive deep with **analytic capabilities** to find the root cause of your issues.

3. Go from fast insights to immediate results using the tailored **improvement recommendations**.



**Plug and play
in 24 hours**



Typical customer challenges and questions that SAP Signavio Process Insights helps to answer (example for the lead-to-cash process)

Where **inefficiencies** are in our invoice-to-cash process (delays, long lead times, high cancellation and credit memo rates, low automation rates, manual reworks)?

Is the invoice-to-cash process **harmonized** across all our countries? (Where are our internal best practices and where are the worst practices?)

How many **deliveries** shipped to customers have **not yet been billed**?

Are the **“right” payment terms** used?



How many sales orders have a **billing or a credit block**?

What kind of information (missing fields) is missing on sales orders that is **preventing the timely creation** of the invoice?

How many **errors** and what kind of errors occur during our automatic billing-due runs?

How many invoices were created **later than planned**?

SAP Signavio Process Insights has an unrivaled and constantly growing delivered content coverage.¹

110+

Process Flows

320+

Process Performance Indicators

3270+

Process Flow Detailed Metrics

220+

Correction Recommendations

890+

Innovation Recommendations

9 Lines of Business

- ◆ Finance
- ◆ Sourcing and procurement
- Sales
- R&D Engineering
- ◆ Supply chain
- ◆ Manufacturing
- Asset management
- Service
- ◆ Sustainability

7 Process Flows

- ◆ Lead to cash
- ◆ Source to pay
- Plan to fulfill
- Governance
- ◆ Finance
- ◆ Acquire to Decommission
- Idea to Market

¹ Generally available for SAP ECC, SAP S/4HANA, and SAP S/4HANA Cloud, private edition.

This slide covers the scope at release 2.2 in February 2024 : more content is planned to come

Process excellence for customers of SAP ECC and SAP S/4HANA

SAP Signavio Process Insights, discovery edition

SAP S/4HANA transformation (trial)



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*Process Insights, discovery edition is for customers of SAP ERP Central Component (SAP ECC).

SAP Signavio Process Insights SAP ECC and SAP S/4HANA



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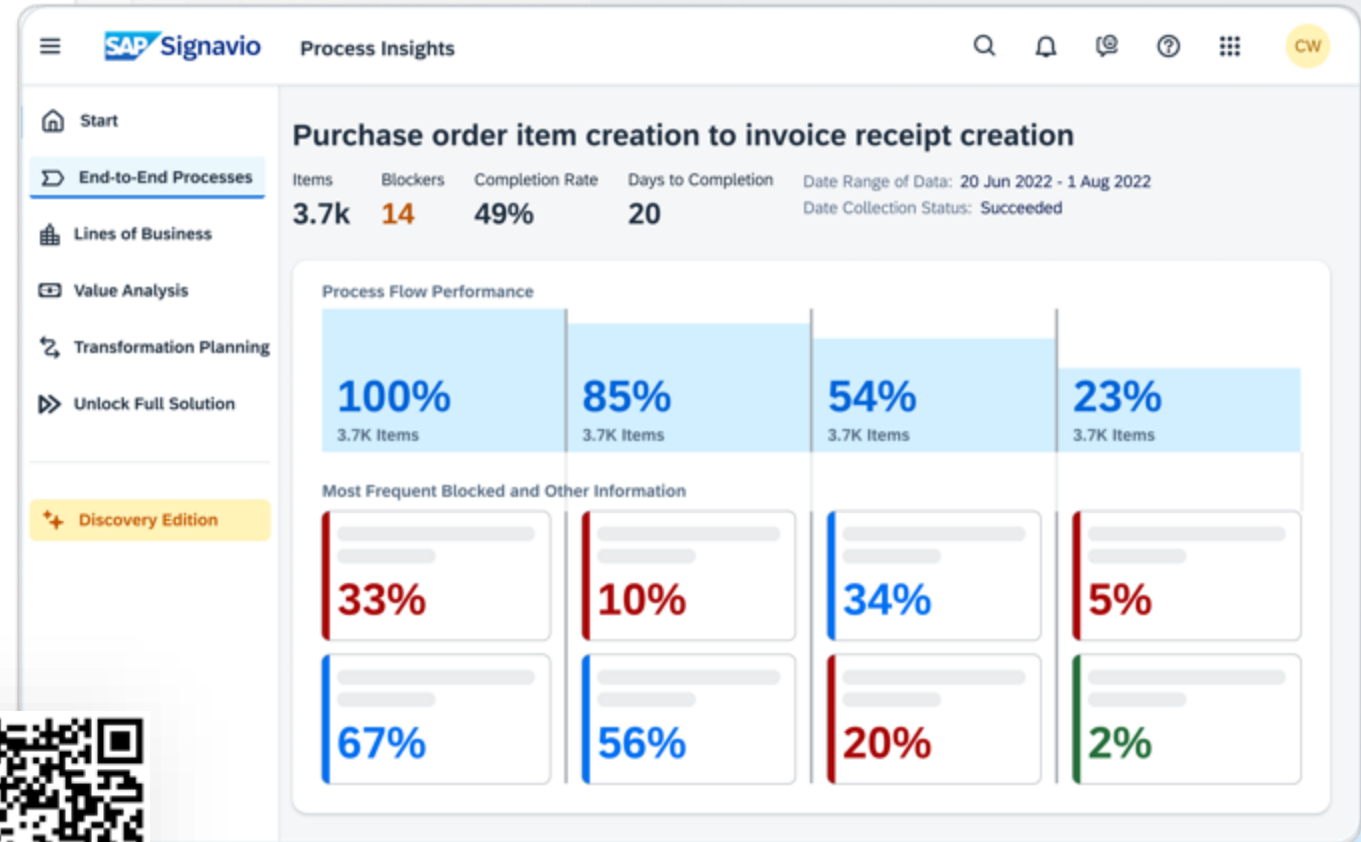
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Get instant insights into the core business processes of your SAP ERP application

Rapid identification of focus areas

Correction and innovation recommendations for process improvements

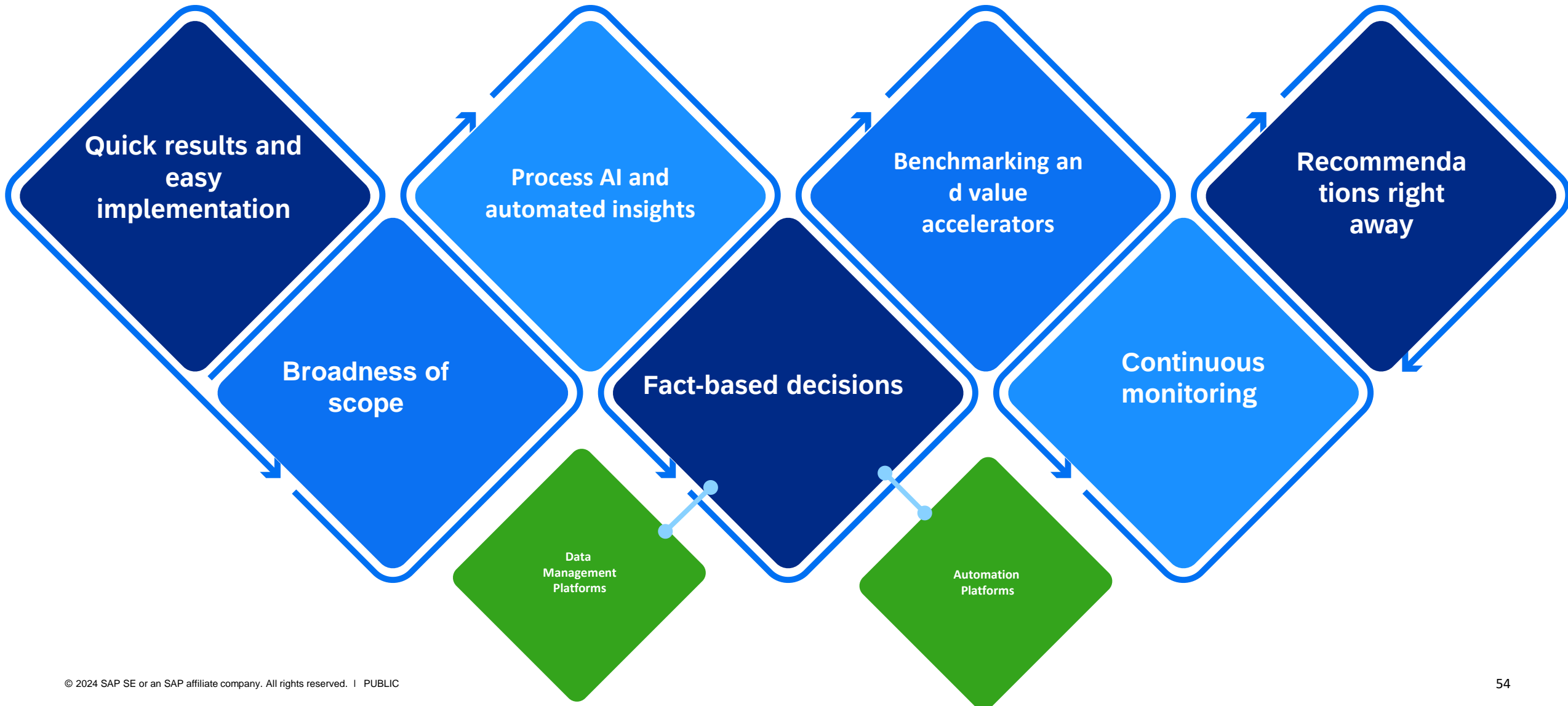
*Process Insights, discovery edition is for customers of SAP ERP Central Component (SAP ECC).



SAP Signavio Process Insights

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Our unique differentiators for SAP Signavio Process Insights



Thank you.

Contact information:

Jack Moloney
Jack.Moloney@sap.com



Contact information:



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