



SAP Leonardo Live

Not just another business conference

Getting Started on Your Digital Transformational Journey

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PUBLIC

Agenda

Affordable – Feasible – Viable

Your Business Transformation Toolkit

Several digital technologies reaching maturity

Affordable | **Feasible** | **Viable**

Affordable, feasible, **viable**



Innovation

20%–50%

reduction in time to market

10%–20%

increased revenue from
new products

20%–30%

reduction in R&D cost



Products and services

3%–20%

increase in revenue from
omnichannel

10%–20%

reduction in quality cost

85%

increase in forecasting
accuracy



Assets and resources

10%–40%

reduction in maintenance
cost

30%–50%

reduction of total machine
downtime

20%–50%

reduction in inventory
carrying cost



People

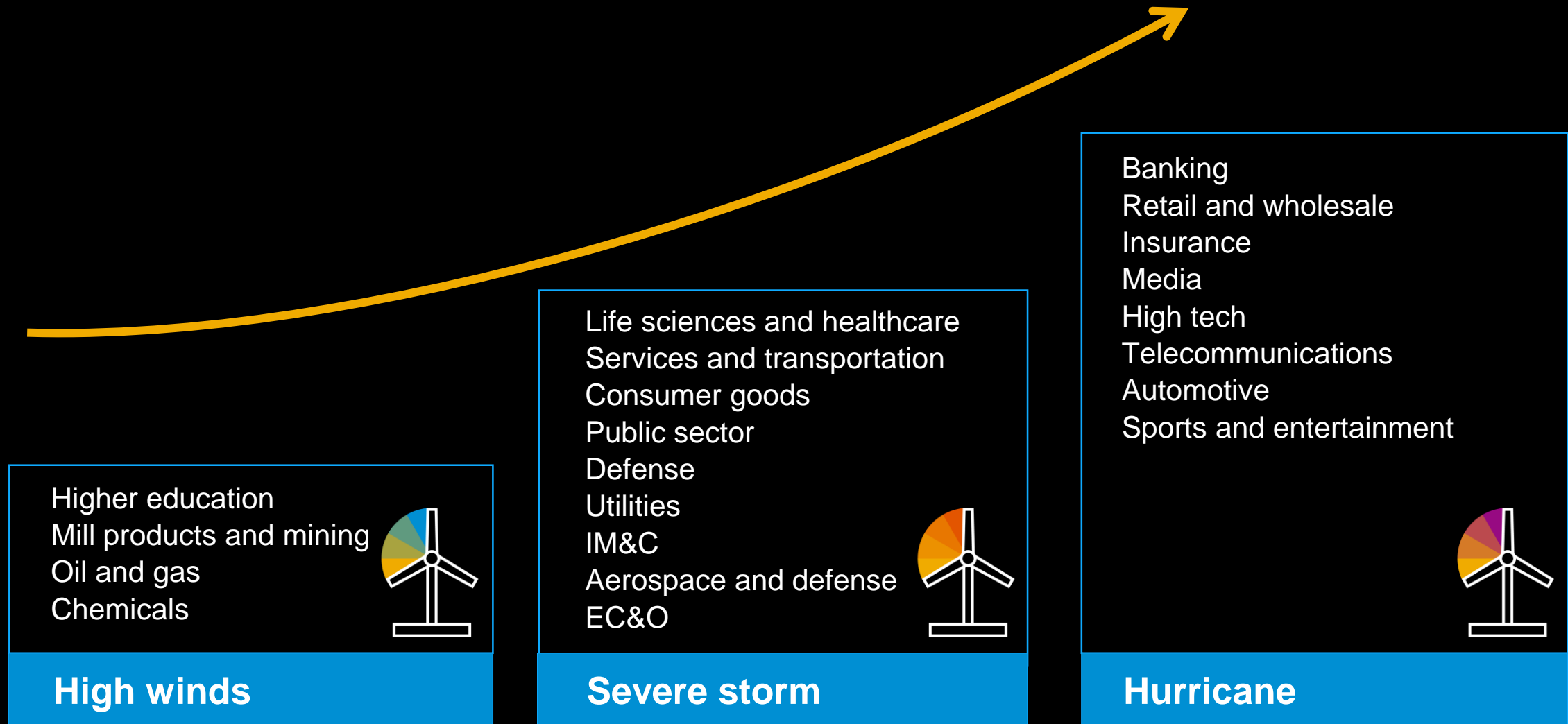
25%–50%

improvement in shared
services productivity

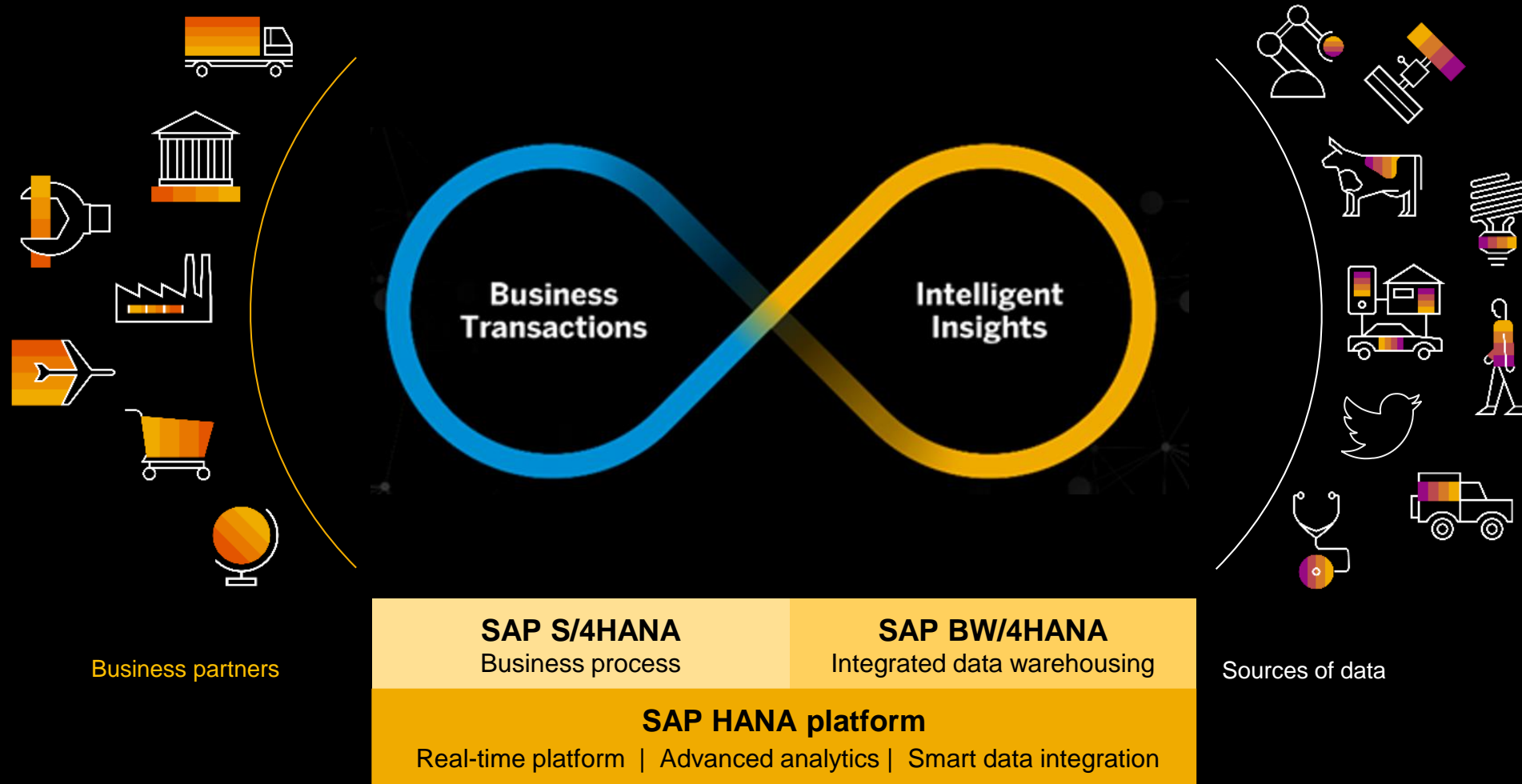
45%–55%

productivity
improvement for
technical professions

All industries are touched by the digital hurricane



Enterprise architecture for the digital economy



Companies are experiencing tectonic changes



Rethink channels

- Direct access to customers
- Massive dis-intermediation



Leverage data as new asset

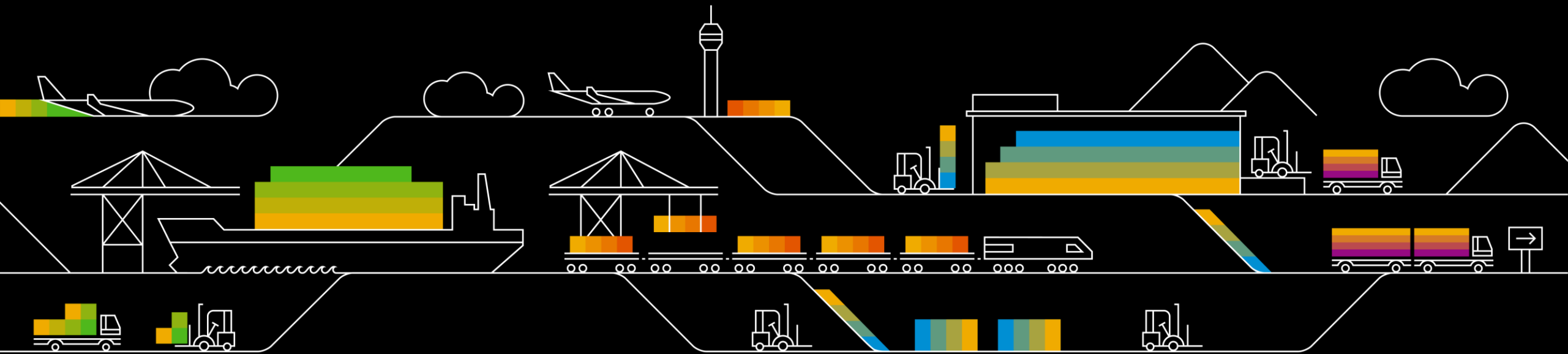
- Companies with deep knowledge entering enter new markets
- Monetized data = new competitive edge



Embed software everywhere

- Smarter products and services
- Digital DNA and innovation culture
- Every company a software company

Your Business Transformation Toolkit



Digital Readiness Maturity Assessment



Digital maturity process

Objective

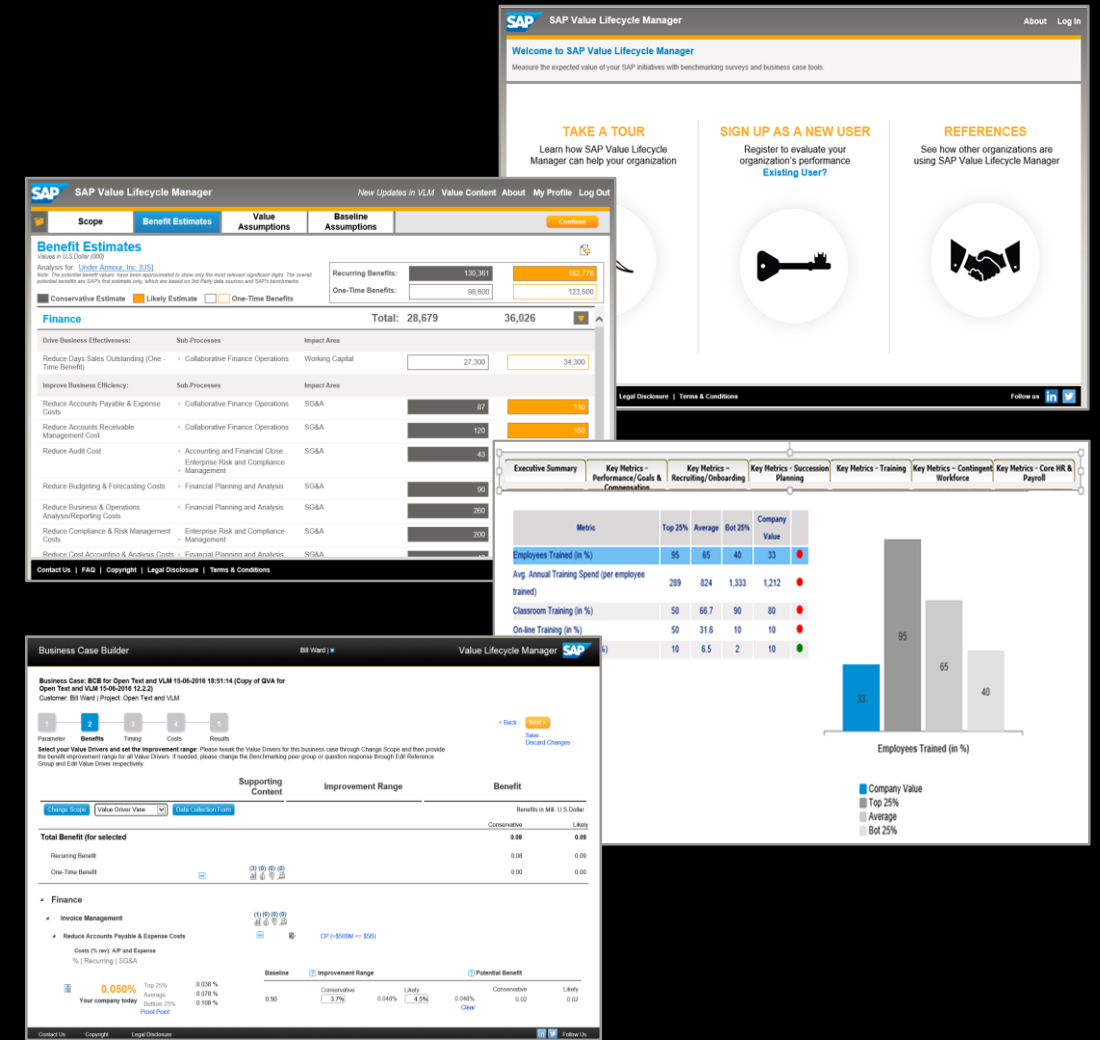
- Provide organizations with a clear understanding of overall digital maturity

Assessment overview

- Questions focus on overall digital maturity, business model innovation, and best practices aligned to an organization's digital DNA, business capabilities, technology adoption.
- There are 24 questions; they take 20 to 30 minutes to complete.
- The assessment is available at no cost.
- [Here is the link](#) to the survey.

Output

- Customized report with overall digital maturity score; self-assessment based on best practice adoption along the three dimensions above; comparison with the average and first quartile peer set; key observations; digital transformation customer stories.

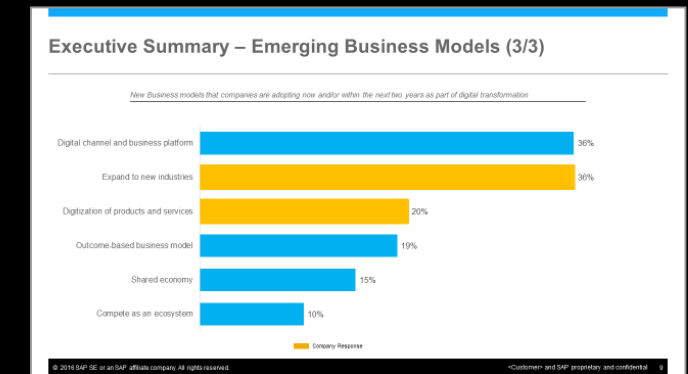
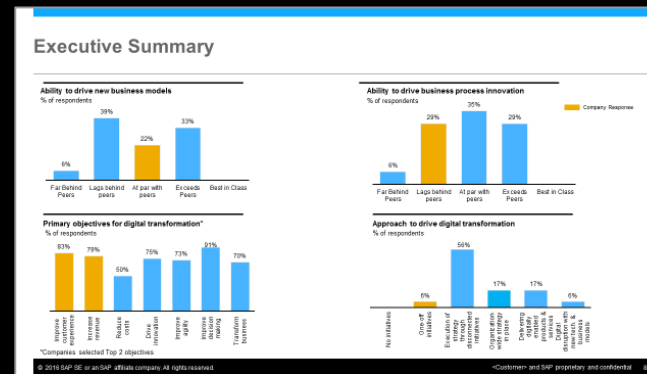


Enterprise digital survey: What do participants receive?

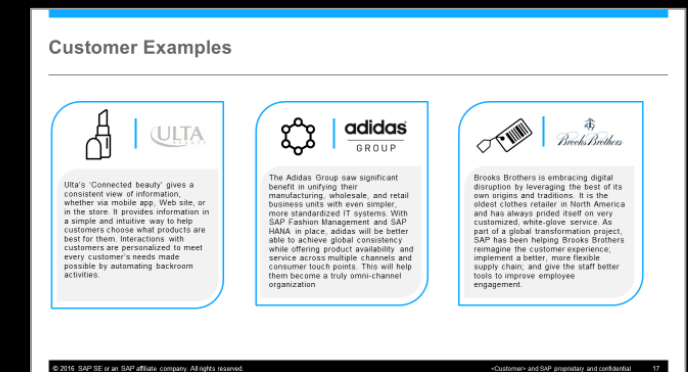
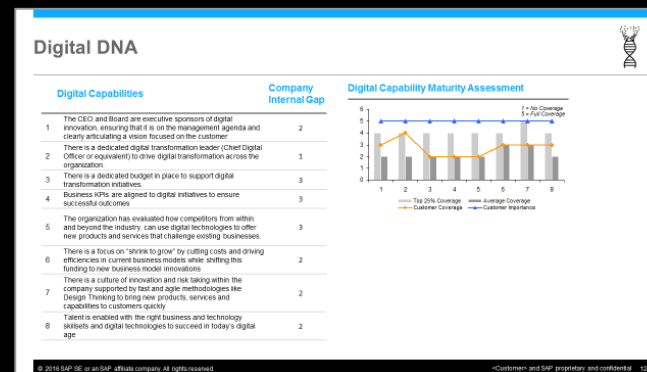
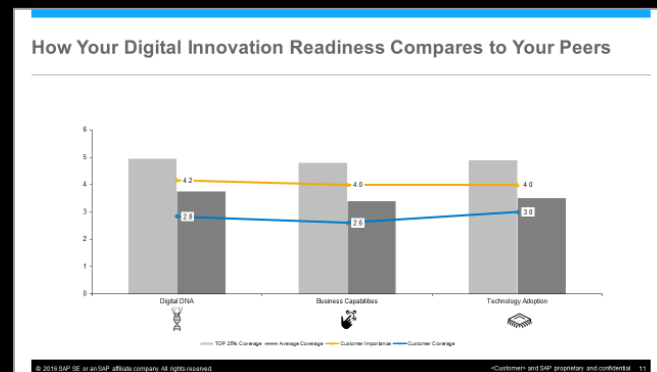
Sample report snapshots



Executive summary samples

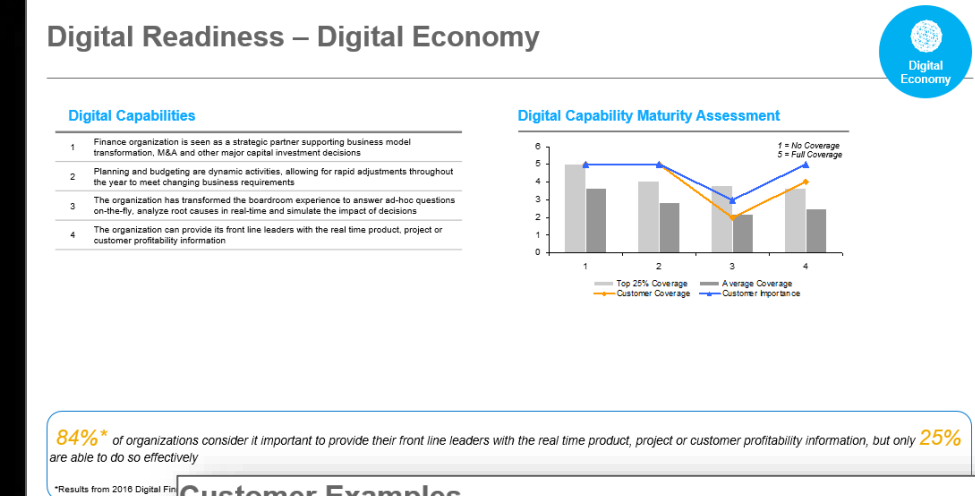
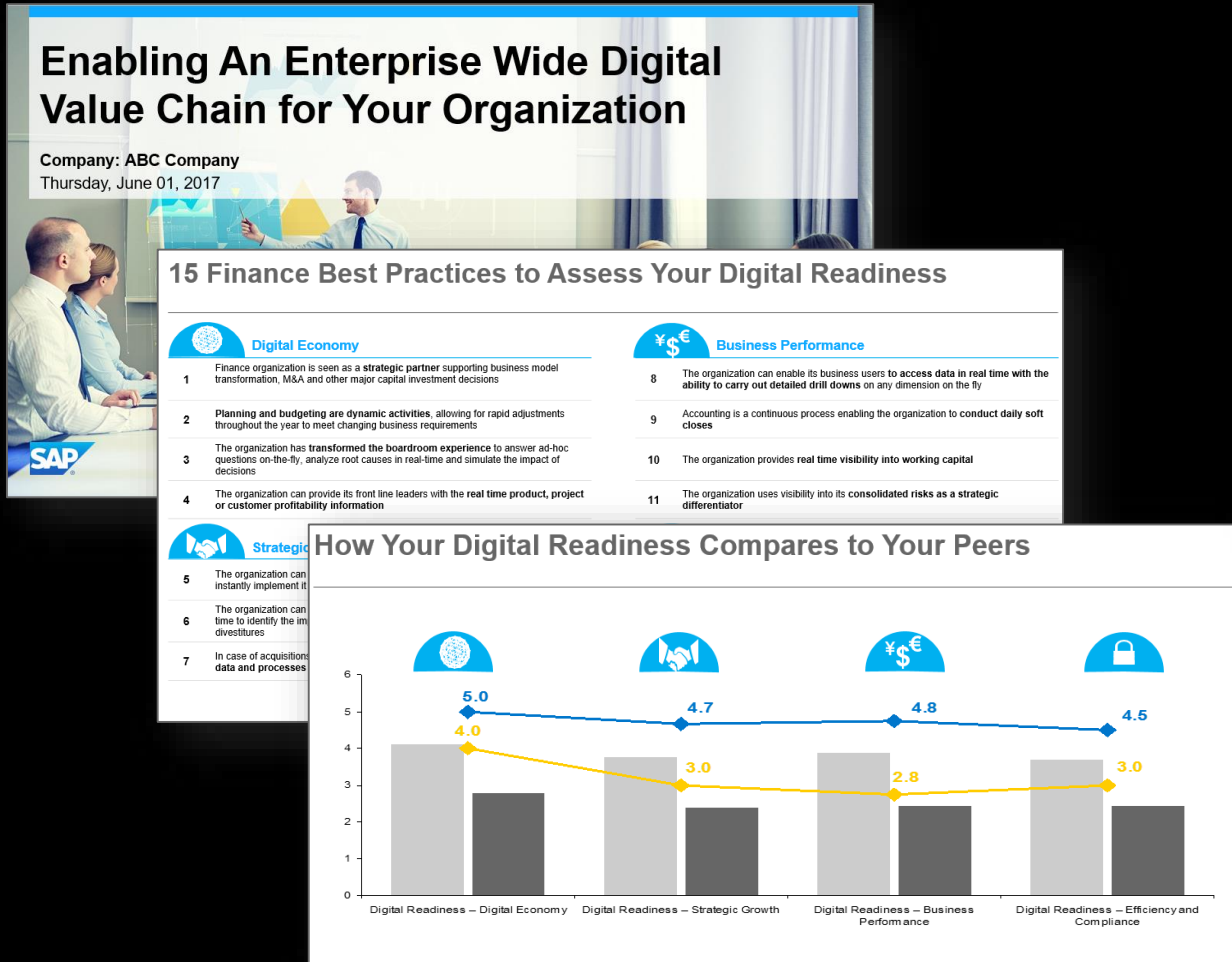


Detailed best practice assessment samples

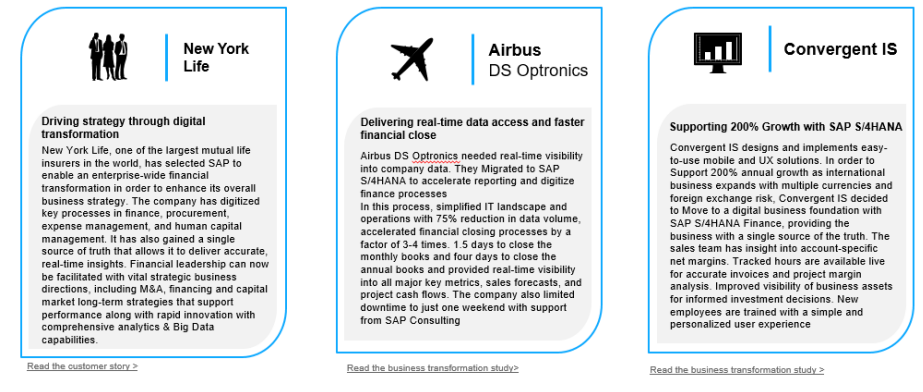


Digital industry/LoB surveys: What do participants receive?

Sample report snapshots



Customer Examples



Value Lifecycle Manager



Move your digital agenda ahead

Industry digital insights

Board-ready business case

Digital road map

Executive sponsorship

Interdepartmental collaboration

Change management

Proof of concept budget

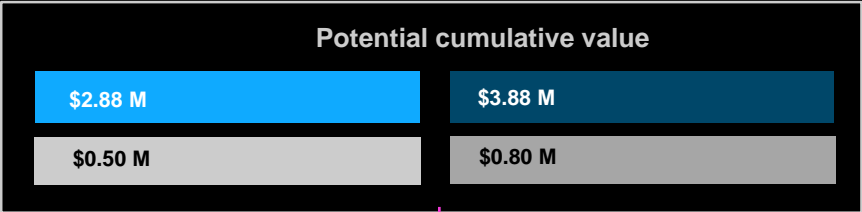
Onboarding talent/champions



Estimated benefits of proposed solutions

Value from each business area

Sample Output



- One-time benefits (conservative)
- Annual benefits (conservative)
- One-time benefits (likely)
- Annual benefits (likely)

\$0.07 M	\$0.10 M	Temperature Controlled Supply Chain	Impact Area
\$0.01 M	\$0.02 M	Reduce Inventory Write Offs (Finished Goods)	COGS
\$0.00 M	\$0.01 M	Reduce Revenue Loss due to Compliance	
\$0.05 M	\$0.08 M	Reduce Complaints and Returns Cost	
\$0.00 M	\$0.00 M	Reduce Supply Chain Reporting and Analysis Cost	
\$2.47 M	\$3.30 M	Enable As-a-Service Business Model	Impact Area
\$1.20 M	\$1.60 M	Increase As-a-Service Revenue	
\$0.02 M	\$0.03 M	Increase Revenue Share of New Customers	
\$0.80 M	\$1.00 M	Increase Revenue from Cross-Sell/Up-Sell	

			Revenue
\$0.12 M	\$0.18 M	Reduce Average Payment Processing Fees	SG&A
\$0.32 M	\$0.48 M	Reduce Revenue Leakage	
\$0.01 M	\$0.01 M	Increase Customer Billing, Credit and Collections FTE Productivity	
\$0.16 M	\$0.22 M	Demand Signal Driven Replenishment	Impact Area
\$0.10 M	\$0.13 M	Increase Order Management FTE Productivity	
\$0.01 M	\$0.01 M	Increase Revenue Growth	
\$0.01 M	\$0.02 M	Reduce Revenue Loss Due To Stock-outs	
\$0.03 M	\$0.04 M	Reduce Warehouse Management Cost	

- Key observations
- Sample text if needed can go here
 - Example: Comparable store sales increase of 1.5% = US\$970 million
 - Example: The estimated benefits for <COMPANY> are significant.
 - Example: Procurement and asset management are the two areas with the largest quantitative benefits, representing almost 80% of the total.

Compelling economics

Benefits significantly exceed cost

Cash flows
(In US\$ millions)



Sample ppt output

Five-year project economics

Net present value (NPV)	\$8.45 million
Return on investment	216.33%
Internal rate of return (IRR)	160.52%
Payback (in years)	0.64
Three-months cost of delay	\$0.11 million

Analysis based on the annual recurring savings minimum

Design Thinking



What is design thinking?

Design thinking is a human-centered approach to innovation.



Empathetic



Collaborative



Highly iterative

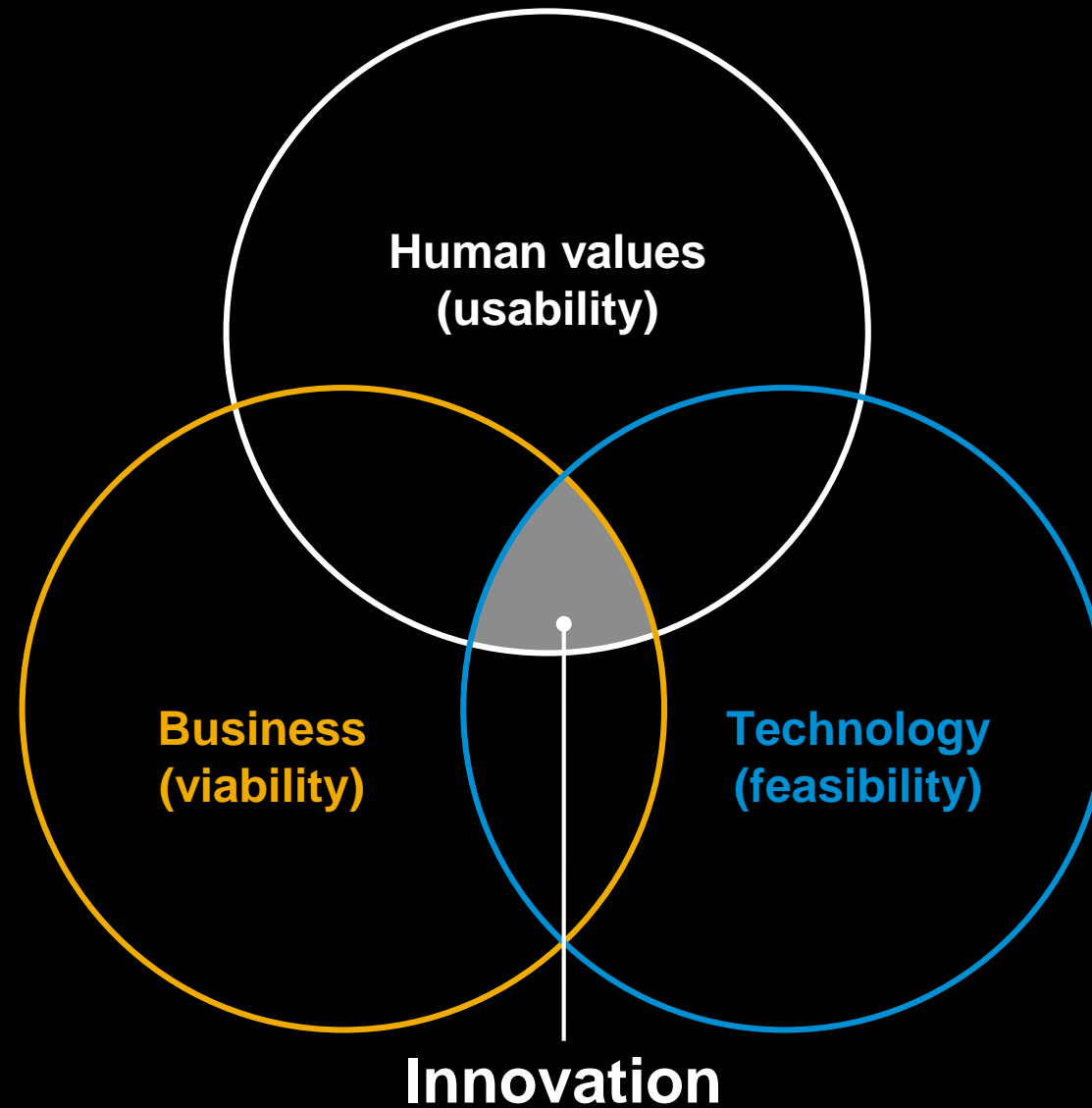
Drive digital transformation with design thinking

Innovation = creativity x execution

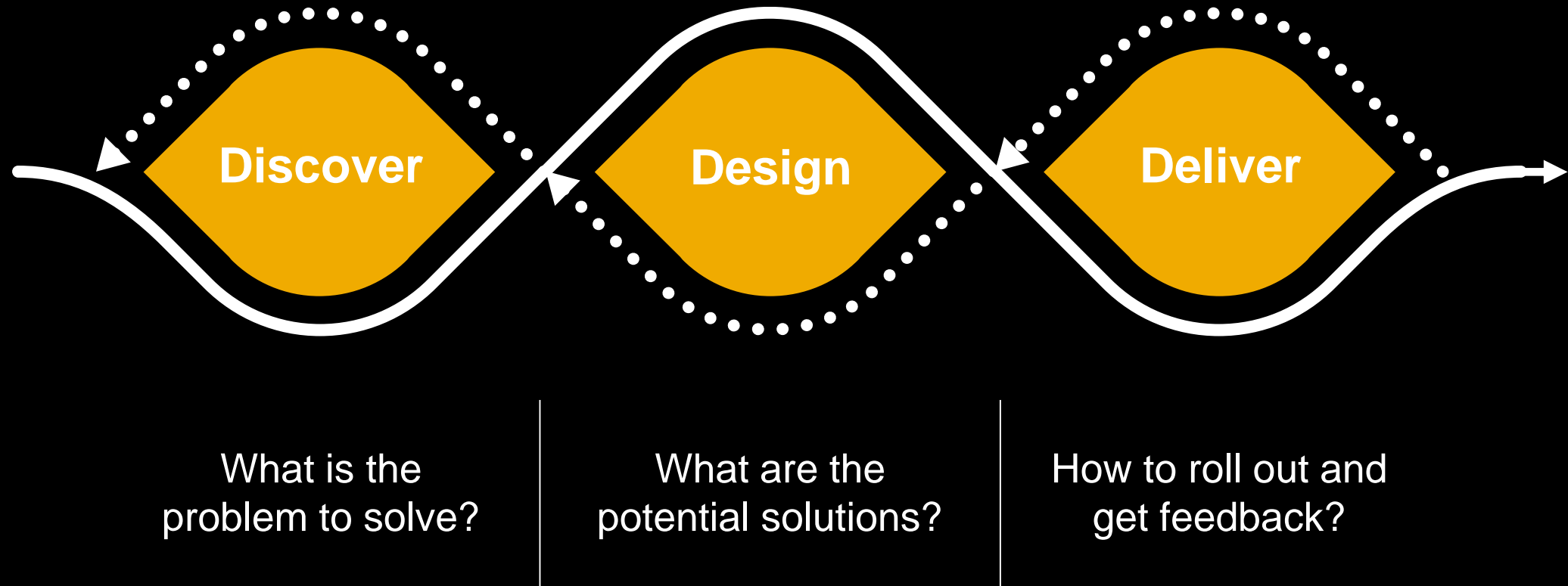
Most companies are optimized to **execute** and solve a stated problem.

Creativity is about finding the problem worth solving.

Drive digital transformation with design thinking



Drive digital transformation with design thinking



Design-led digital transformation packages



**Business model
innovation**



**Business process
innovation**



**User experience
innovation**



**Building innovation
culture with design**

SAP Leonardo and high touch: business model innovation

1

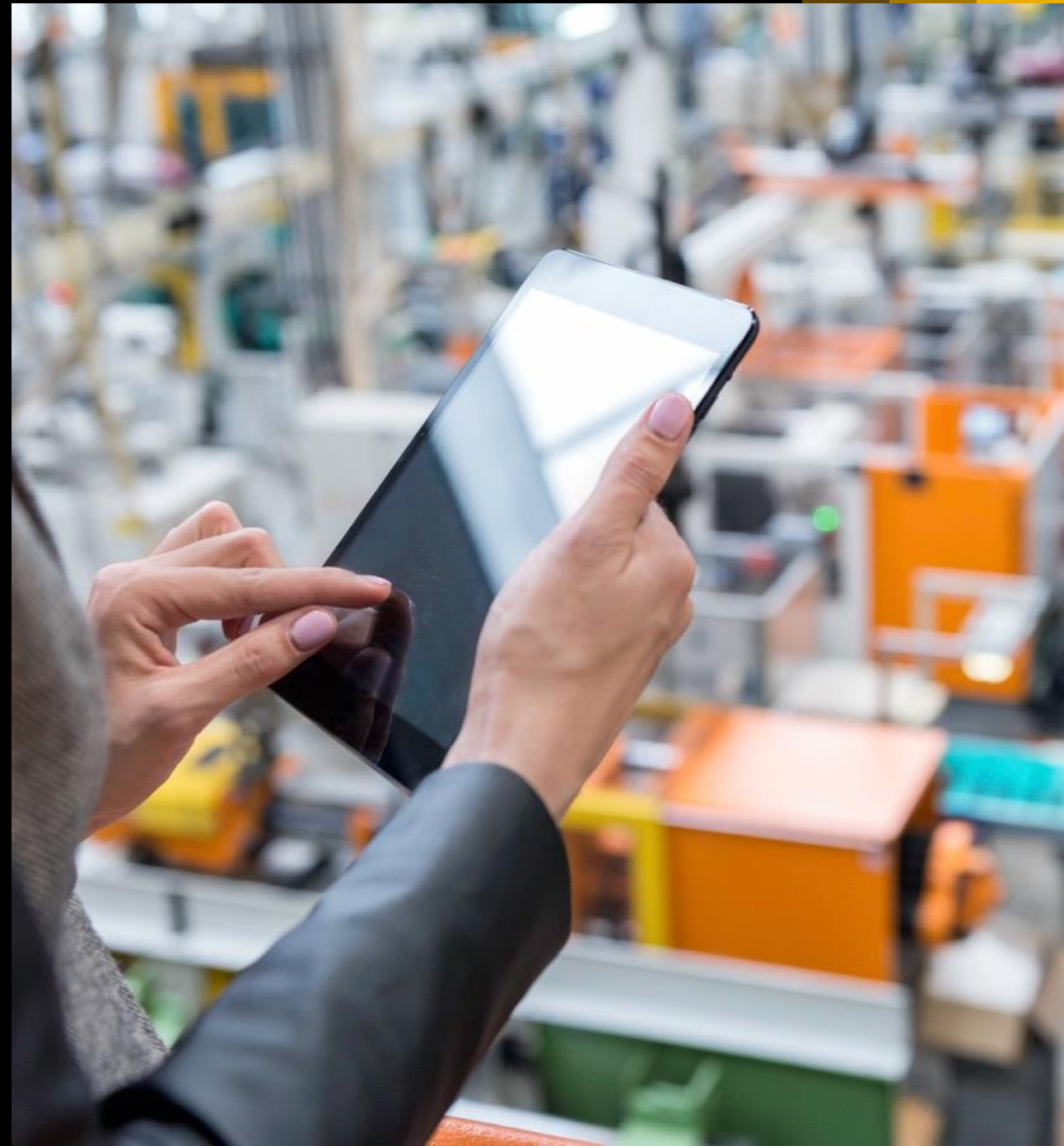
Business model
innovation



SAP Leonardo and high touch: business process innovation

2

Business process
innovation



SAP Leonardo and high touch: user experience innovation

3

User experience
innovation

The image displays two overlapping screenshots of the SAP Leonardo user interface for Loblaw. The background screenshot shows a dashboard with a teal header and a sidebar menu. The main content area is divided into two sections: 'Apps' and 'Saved Reports'. The 'Apps' section contains two tiles: 'Find Anything' (with a search icon) and 'Article Hub' (with a grid icon). The 'Saved Reports' section contains two tiles: 'Saved Report 1' and 'Saved Report 2', each with a document icon. The foreground screenshot is a detailed view of the 'Article Hub' for the article 'Beef Loin Short OCF 2PK'. It features a top navigation bar with filters for Article Name, Article #, NG #, DC, and Vendor. Below this is a tabbed interface with 'ARTICLE OVERVIEW' selected. The overview is split into two columns. The left column lists various attributes for the article, such as Site, Site Description, MCH1, MCH2, MCH3, Creation Date and Assortment, Article Status, Inventory levels, Demand, Title, Tier, and Purchase Group. The right column contains two tables: 'Purchase Orders (123)' and 'Daily Outs (123)'. The 'Purchase Orders' table has columns for PO #, Orig. Date, Sched. Date, Appt. Date, Qty., Status, and It. The 'Daily Outs' table has columns for Week, Date, and a grid for On Hand, Short, and Out-bound quantities for Sun, Mon, and Tues. The user 'John Miller' is logged in, as indicated by the profile icon in the top right of both screenshots.

SAP Leonardo and high touch: building innovation culture with design

4

Building innovation
culture with design



SAP Leonardo

Digital Innovation System

Design Thinking
Services

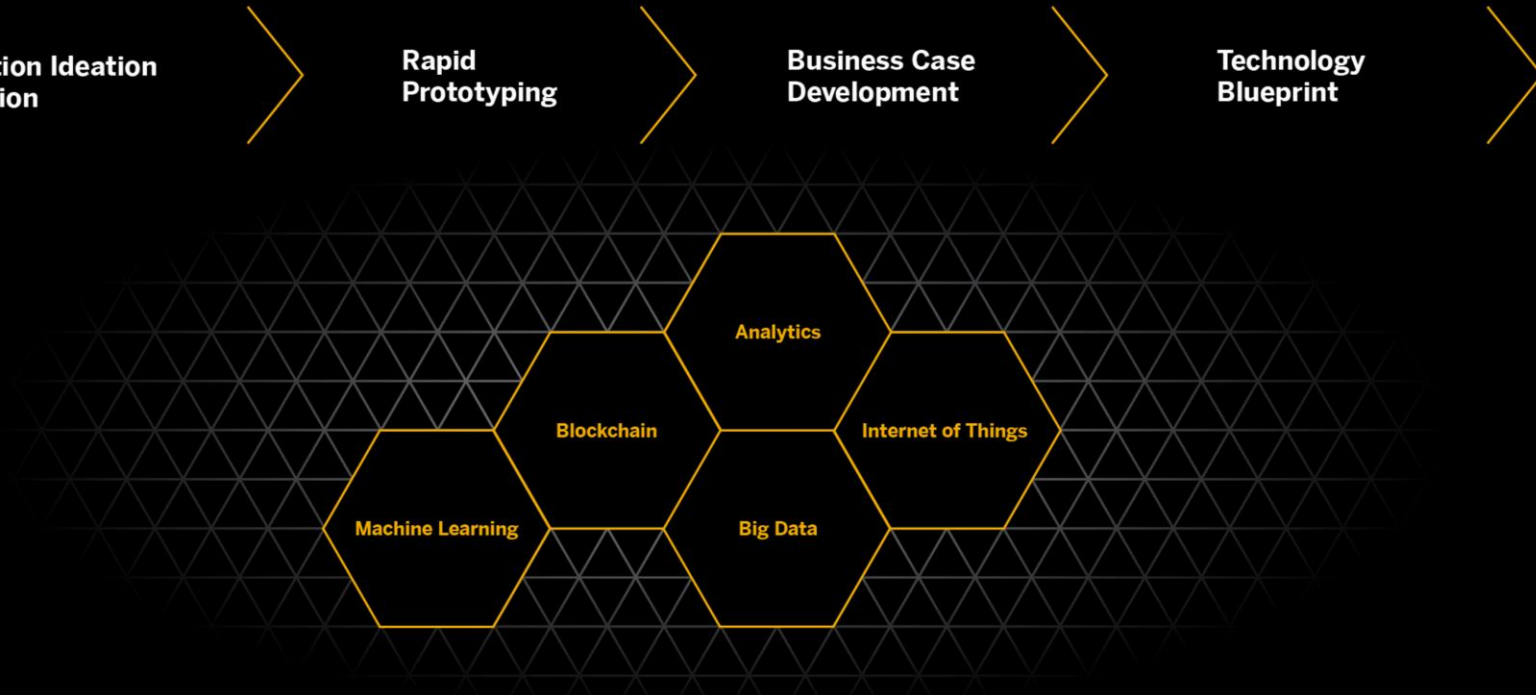
Solution Ideation
& Vision

Rapid
Prototyping

Business Case
Development

Technology
Blueprint

SAP Leonardo
Capabilities



SAP Cloud Platform

Microservices | Open APIs | Flexible Runtimes | Integration

Multi-Cloud Infrastructure

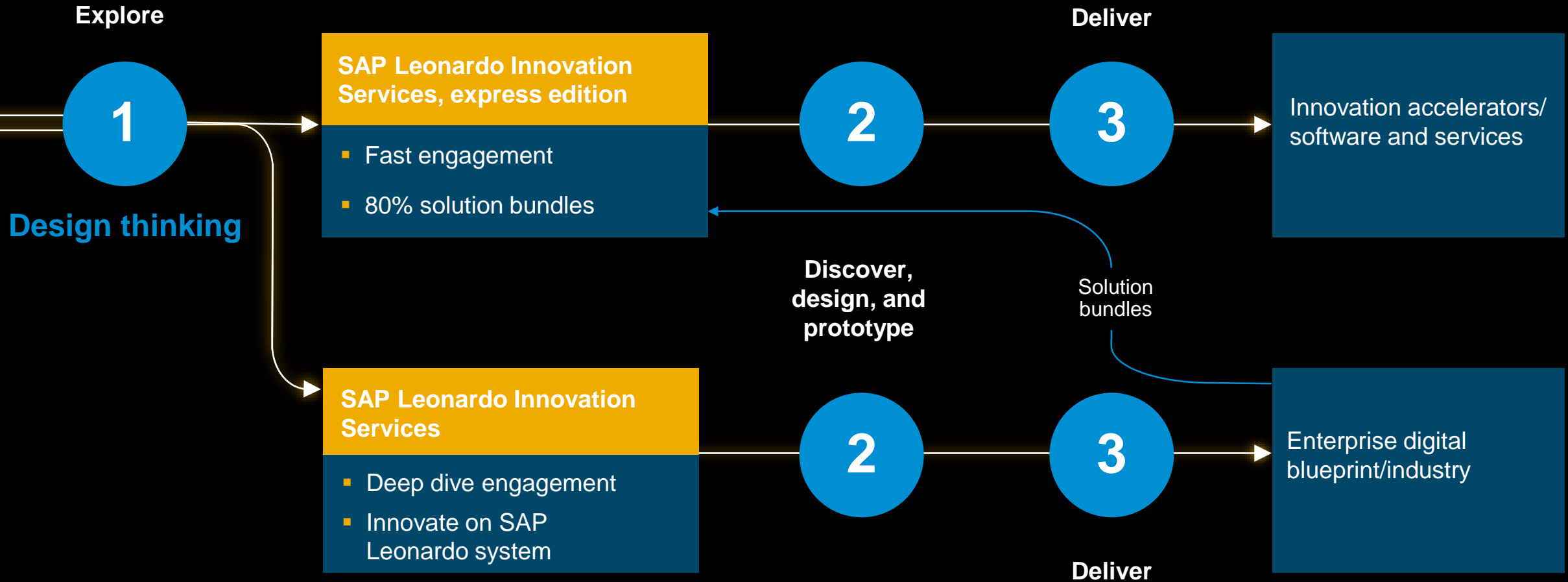
SAP Data Center

 Google Cloud Platform

Microsoft Azure

 amazon
web services

SAP Leonardo



Distinct advantages of building business cases for SAP Leonardo



Building blocks

Cost guidance

Proof points



SAP Leonardo experts

Digital insights


Improvement guidance



Collaborative

Industry benchmark

Fast turnaround



**“Design thinking and
innovation teach us to
always think first about the
most desired outcome.”**

Bill McDermott, CEO of SAP

Thank you.

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