

Being an Intelligent Enterprise with **SAP Leonardo**

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 Run Simple



UBER



NHL



UPS



5%

of organizations have
mastered **digital**

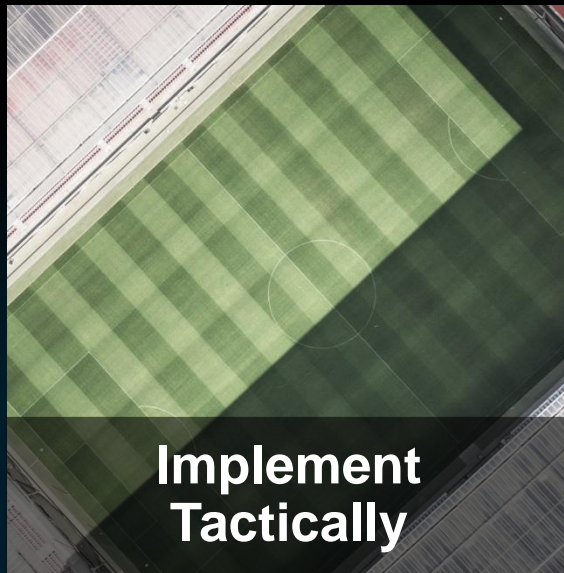
Common Approaches



Experiment in a Sandbox

Incubate exploratory skunkworks projects;

Often with no clear plan to integrate into operations



Implement Tactically

Proceed with projects using niche point solutions;

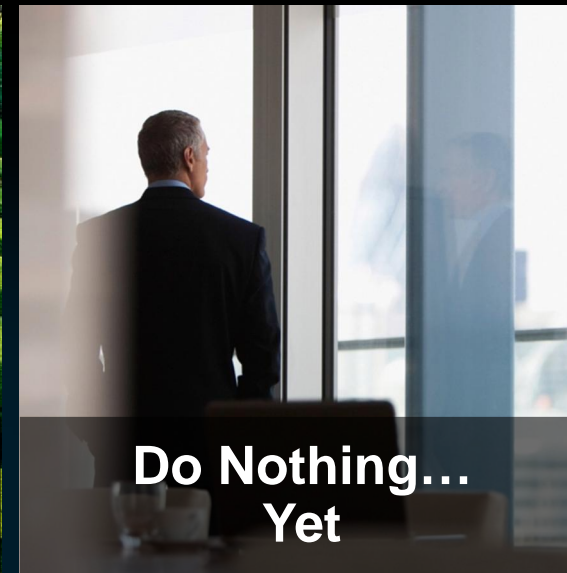
Often without a broader organizational strategy



Launch Massive Initiative

Develop large-scale, bold, multi-year initiative;

Often having multiple goals with unclear achievability



Do Nothing... Yet

Use traditional methods to optimize current operations while monitoring progress of others;

Often surrendering first mover advantage

Whether you are trying to
change one process or redefine your industry,
SAP is a partner you know and trust.



You know SAP for our...

Process Expertise

76% of the world's transaction revenue

Ecosystem

16,300 SAP partner companies

Industry Experience

25 industries

Global Reach

355k+ customers
180 countries

SAP Leonardo

***Faster innovation
with less risk.***



**Proven methodology.
Innovative technology.
Industry Accelerators.
You.**

Proven Methodology



Entrepreneur

How '**Design Thinking**' Can Help You Map Your Global Strategy

Forbes

On Building A Faster Horse: **Design Thinking** For Disruption



reddot design award
winner 2015

X7



SAP Leonardo

	Business Outcomes	Reduce Maintenance Cost • Improve Customer Service • Secure the Supply Chain • Improve Worker Safety
1	Proven Methodology	<div>Solution Ideation & Vision > Rapid Prototyping > Integration Blueprint > Business Case Development ></div>
2	Innovative Technologies	<div><div>Machine Learning</div><div>Blockchain</div><div>Big Data</div><div>Data Intelligence</div><div>Internet of Things</div><div>Analytics</div></div>
3	Industry Accelerators	<div><div>Retail</div><div>Consumer Products</div><div>Discrete Manufacturing</div><div>Chemicals</div><div>Travel and Transportation</div><div>Utilities</div><div>Sports & Entertainment</div><div>Life Sciences</div><div>Oil & Gas</div><div>Mining</div></div>

SAP Leonardo – Innovative Technologies

Business Outcomes

Reduce Maintenance Cost • Improve Customer Service • Secure the Supply Chain • Improve Worker Safety

1

Proven Methodology

Solution Ideation
& Vision

Rapid
Prototyping

Integration
Blueprint

Business Case
Development

2

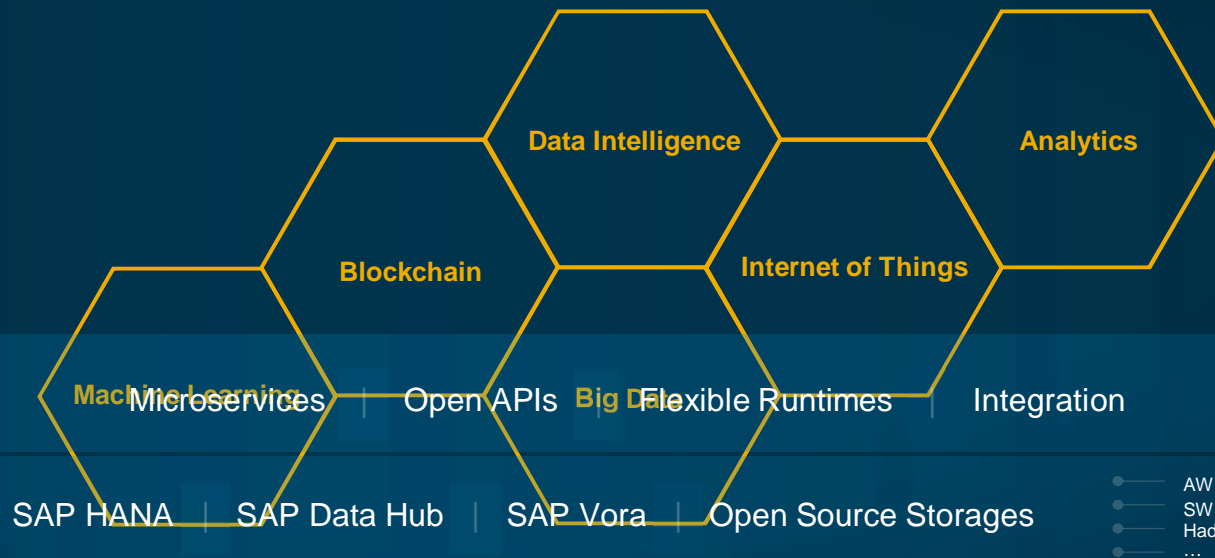
Innovative Technologies

SAP Cloud Platform

SAP Database & Data Management

3

Multi-Cloud Infrastructure Industry Accelerators



SAP Leonardo

SAP Core Applications

Leonardo embedded

SAP S/4HANA

SAP SuccessFactors 

SAP Fieldglass 

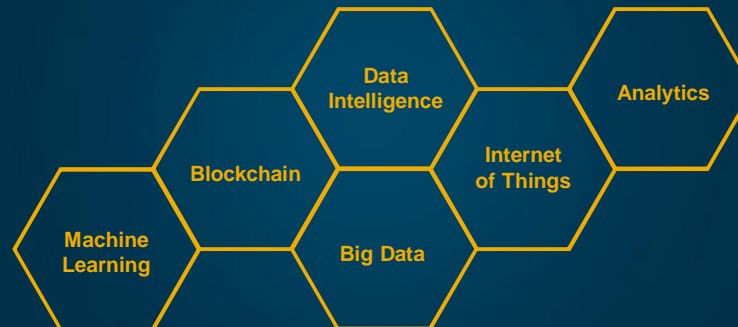
SAP Hybris 

SAP Ariba 

C. CONCUR

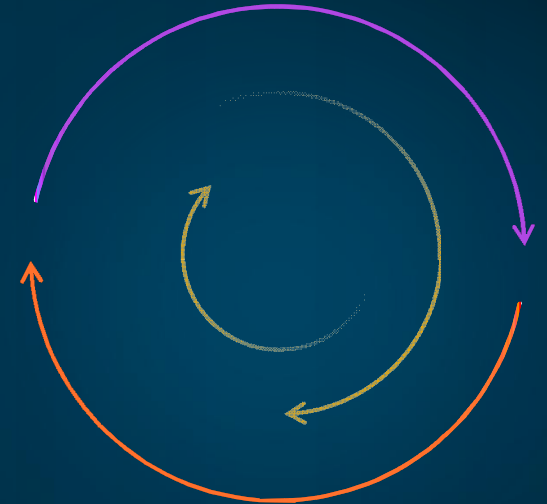
Industry Accelerators

Proven Methodology + Innovative Technologies



Open Innovation Services

Co-created



SAP Leonardo

***Faster innovation
with less risk.***



**Proven methodology.
Innovative technology.
Industry Accelerators.
You.**



Helio Mosquim



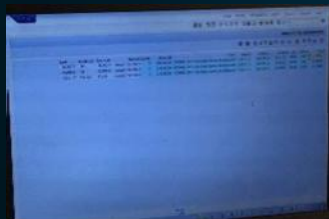
VALE

Head of IT Innovation for Finance & Procurement

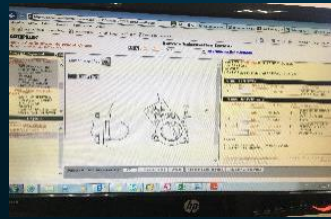
Before



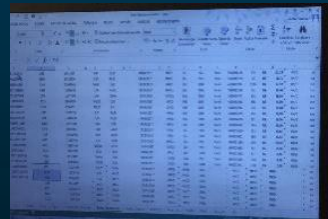
Manually updated wall with information on inspections



SAP ERP



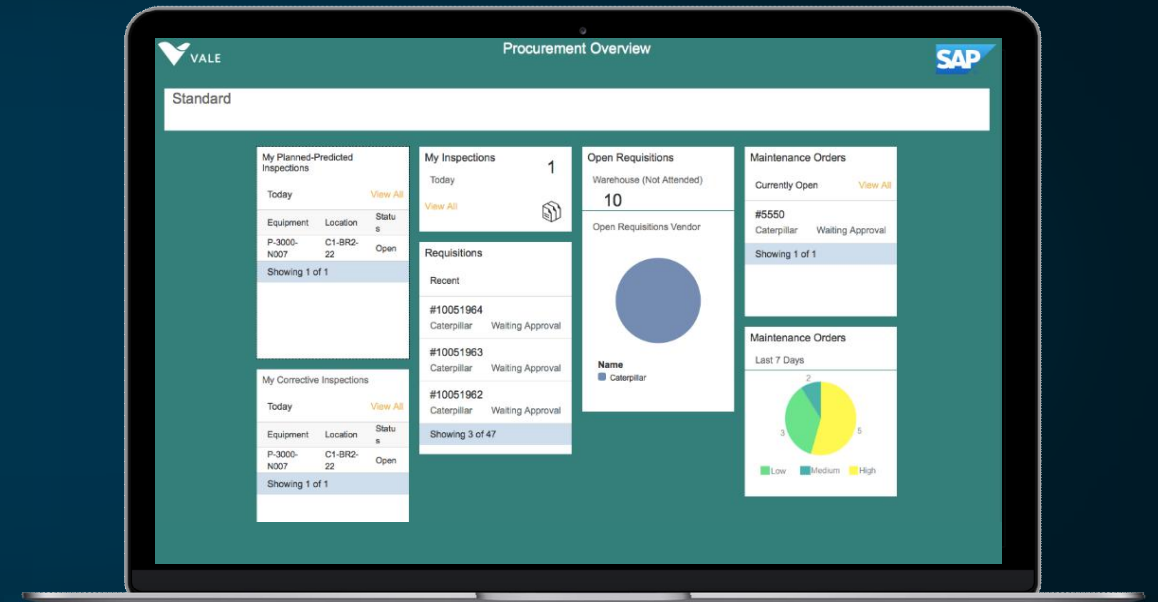
Vendor Catalogue



Personal Excel File

SAP Leonardo

Increased asset, maintenance
and people effectiveness

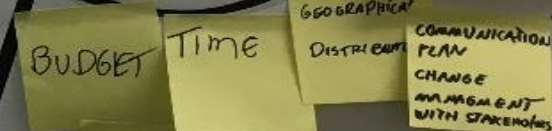
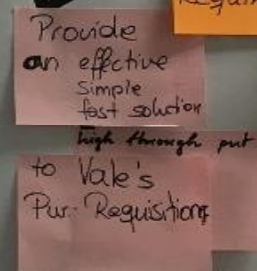
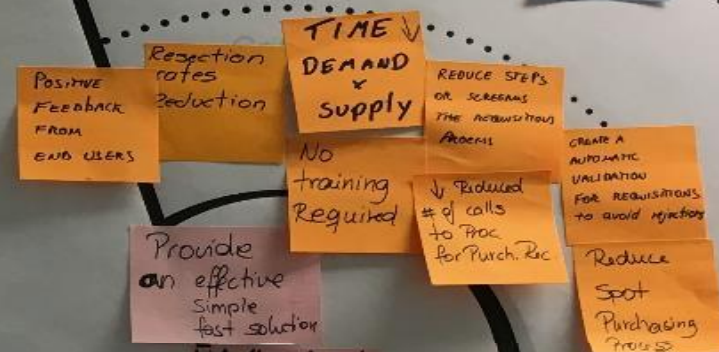
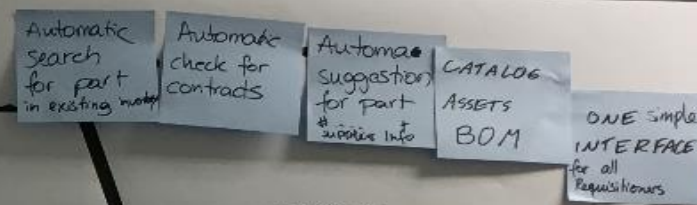


86% reduction of purchase
requisition rejections

Game Plan

for 4 week journey

Actions/Clusters



Prototype
4 week

Actual Solution
> 4 weeks

SAP Leonardo – Industry Accelerators



Before

7 Different Items to Buy

with different pricing approaches
(services sold separately)

5 Separate Contracts

€450k list price (discounts may apply)

7 cloud support and maintenance windows

to manage across the various components
(often business hours only)

12 – 18 weeks

minimum for basic use cases

SAP Leonardo

1 Item to Buy

one pricing approach
(includes software and services)

1 Contract

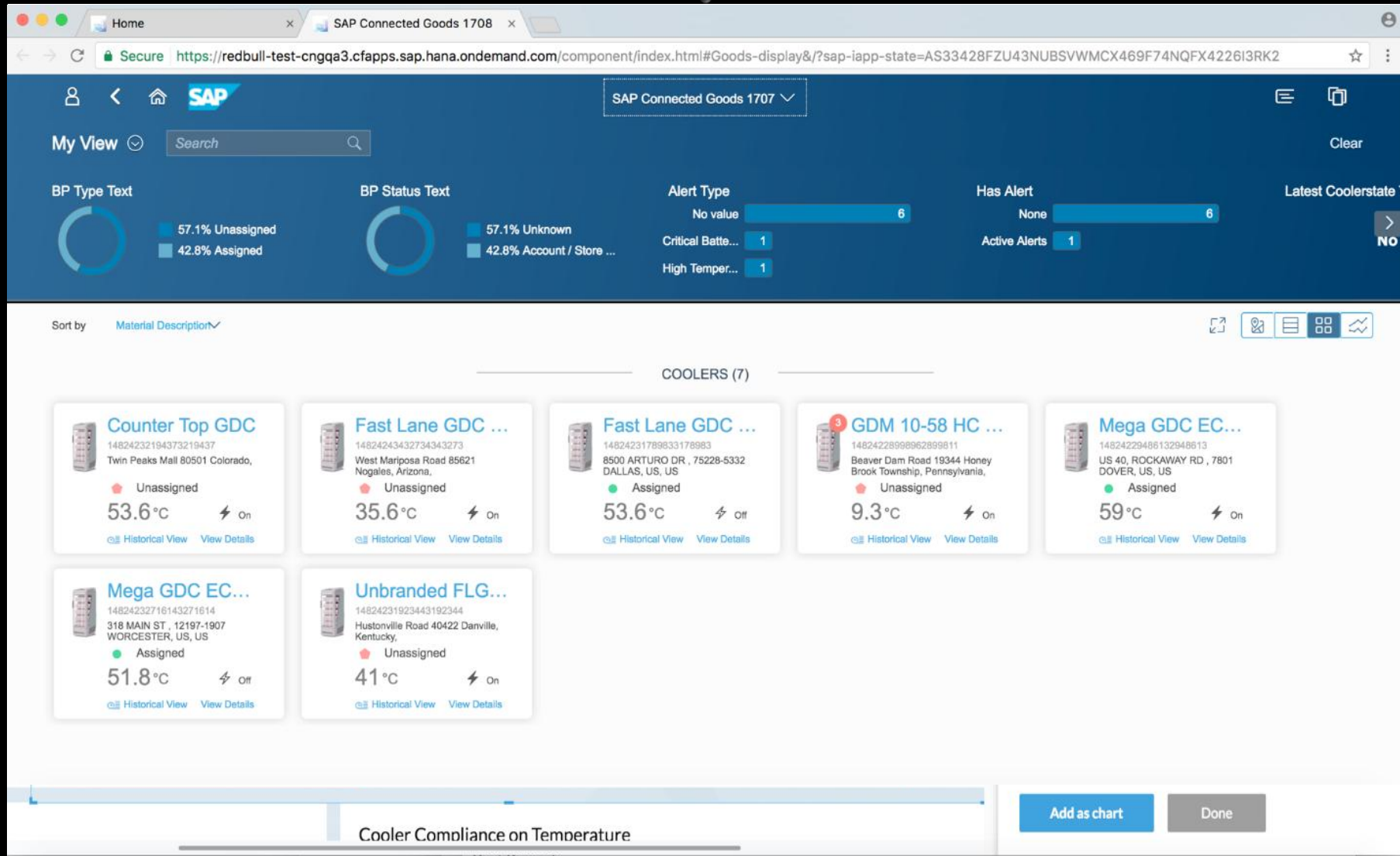
€300k accelerator price

1 aligned support and maintenance window

available outside of business hours
in each regional datacenter

6-8 weeks

to working prototype



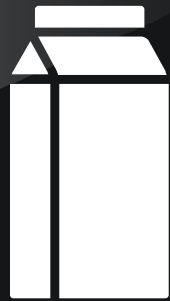


Leonardo

How to have **full visibility**
into your entire logistics
network – from your iPad



Network of sensors continually
communicating and updating status



Ensure **optimal conditions**
always met



Get **automated alerts** with
detailed drill-downs



Alert: Traffic Slowdown Truck 103

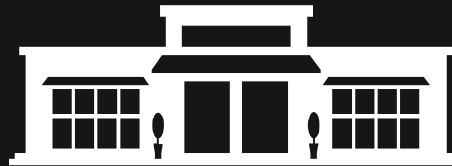


Arrival Delay: 25 minutes



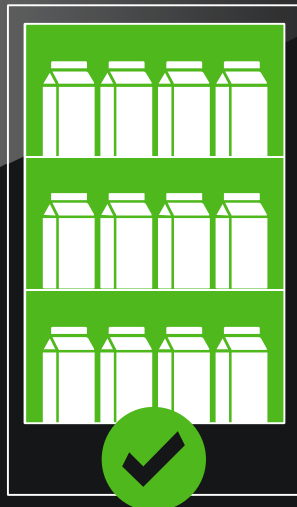
Notice to Store 228: Re-assign
stocking staff for 30 minutes

Resolve
issues in
real time



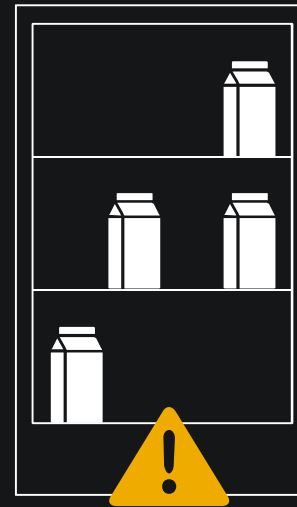
Deliver
goods when,
where, and how
needed

Ensure Merchandising
Compliance



Product Placement

Mitigate Risk of
Lost Sales



Alert: Inventory low



Know the **exact status** and
location of your product, 24/7

IMPROVE



Fulfillment



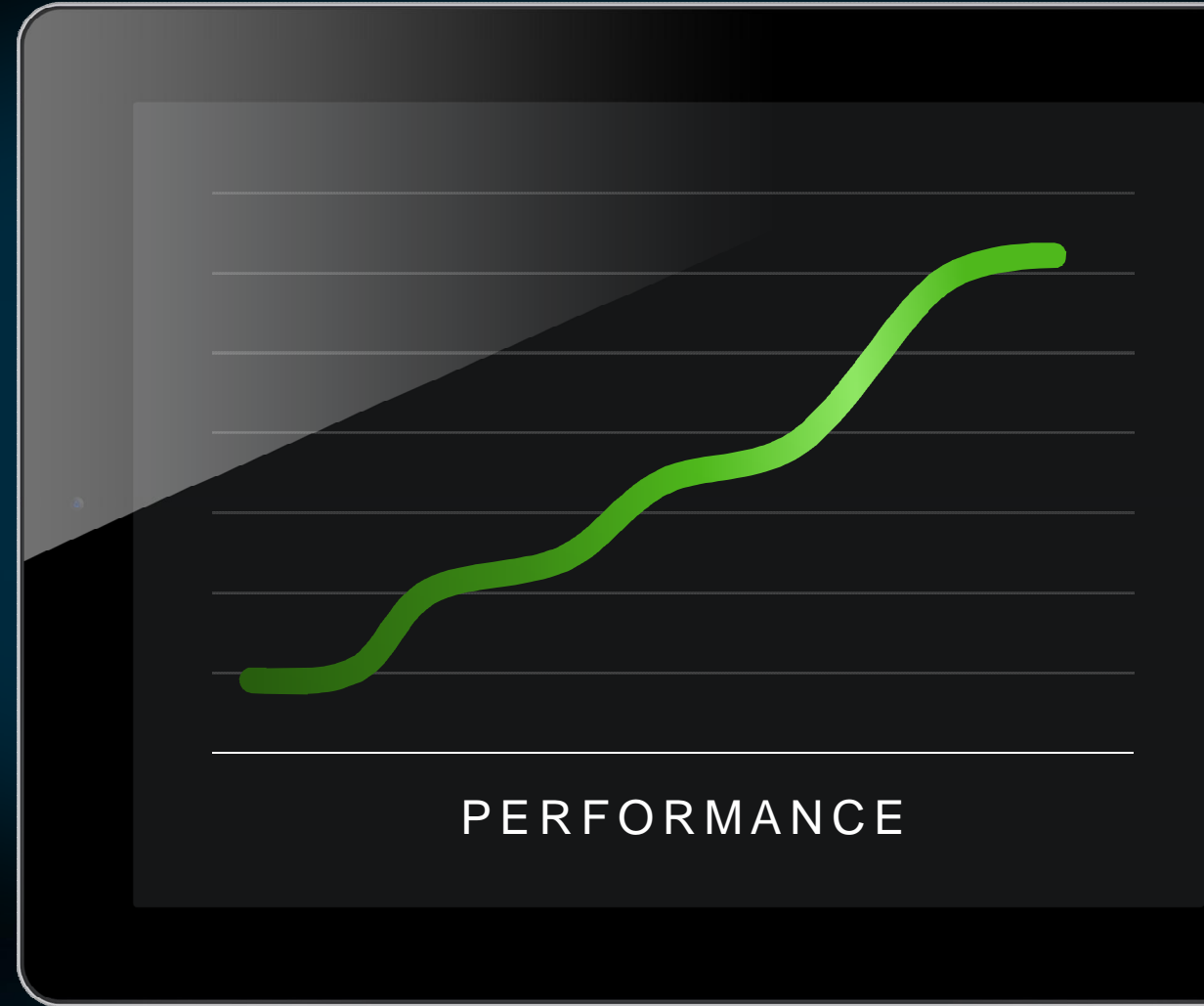
Inventorying




Logistics Costs



Consumer Satisfaction



A tablet with a dark screen and a thin white border. The screen displays a dark gray rectangle containing white and yellow text. The text reads "Manage your supply networks and deliveries, simply." The word "simply." is in a larger, bold, yellow font. The background of the entire image is a dark blue gradient.

Manage your supply
networks and deliveries,
simply.

SAP Leonardo – Success Stories



Complete
**Design Thinking
Workshop**



NOVEMBER

Sign
**Leonardo
License**



DECEMBER 15

Receive
**Complimentary
Support**



...

Speed Up Your Deployment

