



SAP Signavio 

Transform business process better and faster with **SAP Signavio**

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Maarten Maassen – Value Advisor

Public



THE BEST RUN 

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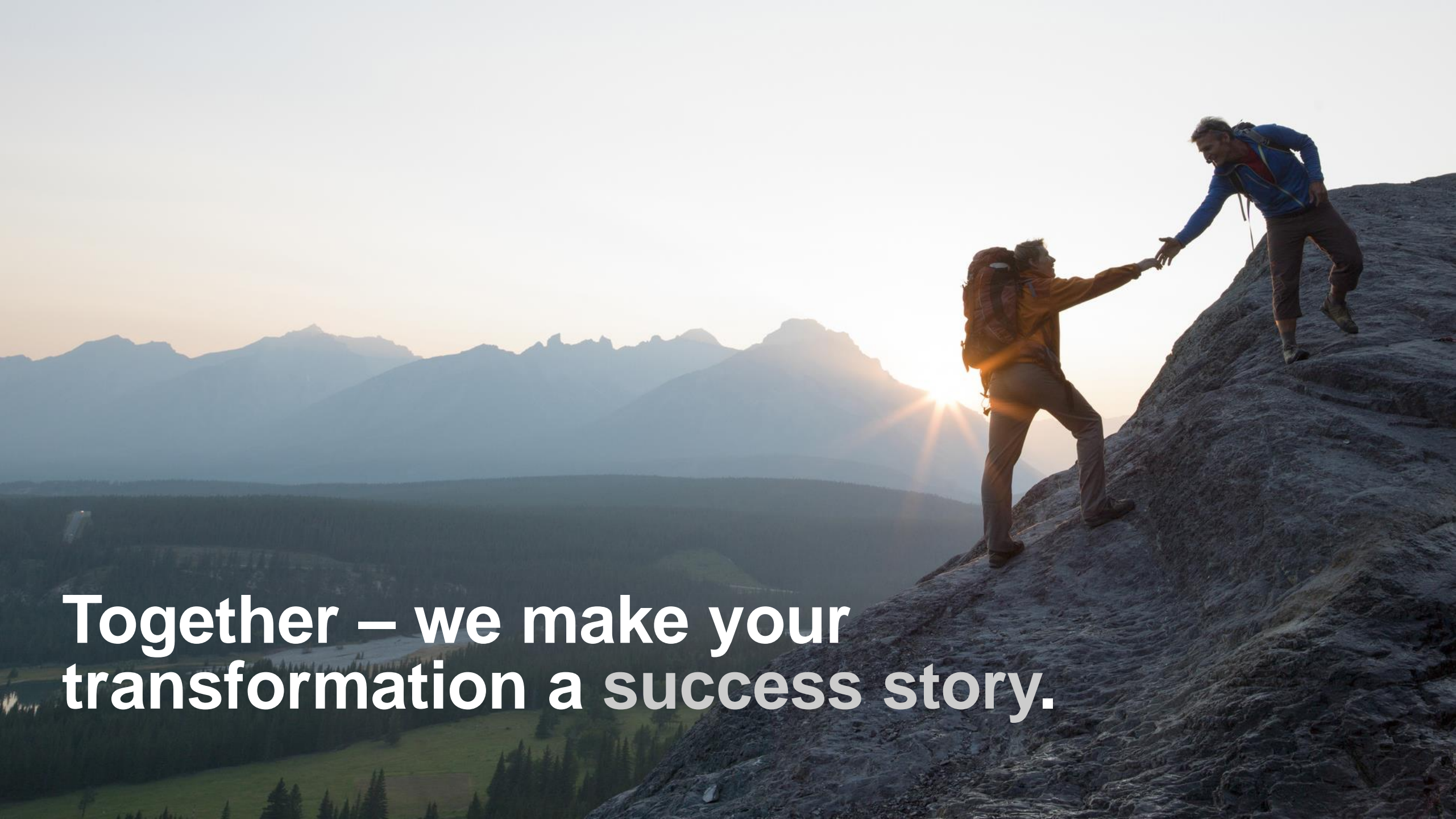


Agenda

- Setting the scene
- Customer example
- The pieces of a successful transformation
- SAP Signavio as the navigator
- How to get started and run your transformation

A high-angle, wide shot of a winding asphalt road that curves through lush green hills. The sun is low on the horizon, creating a warm, golden glow and long shadows across the terrain. The road has a white shoulder line and a yellow center line. In the distance, a small white vehicle is visible on the road. The sky is a clear, pale blue, and the overall atmosphere is serene and majestic.

**We are on a
continuous journey...**

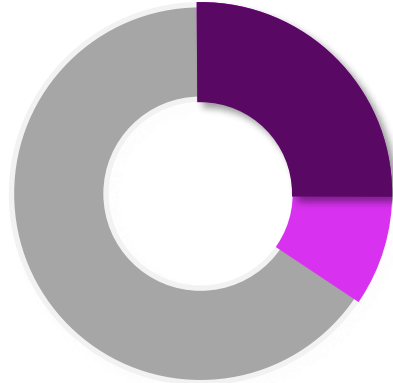


**Together – we make your
transformation a success story.**

Digital transformation projects are challenging



Less than
30%
of transformation
initiatives succeed



Initiatives reach in average
25% to 30%
of the financial
targets

Good news

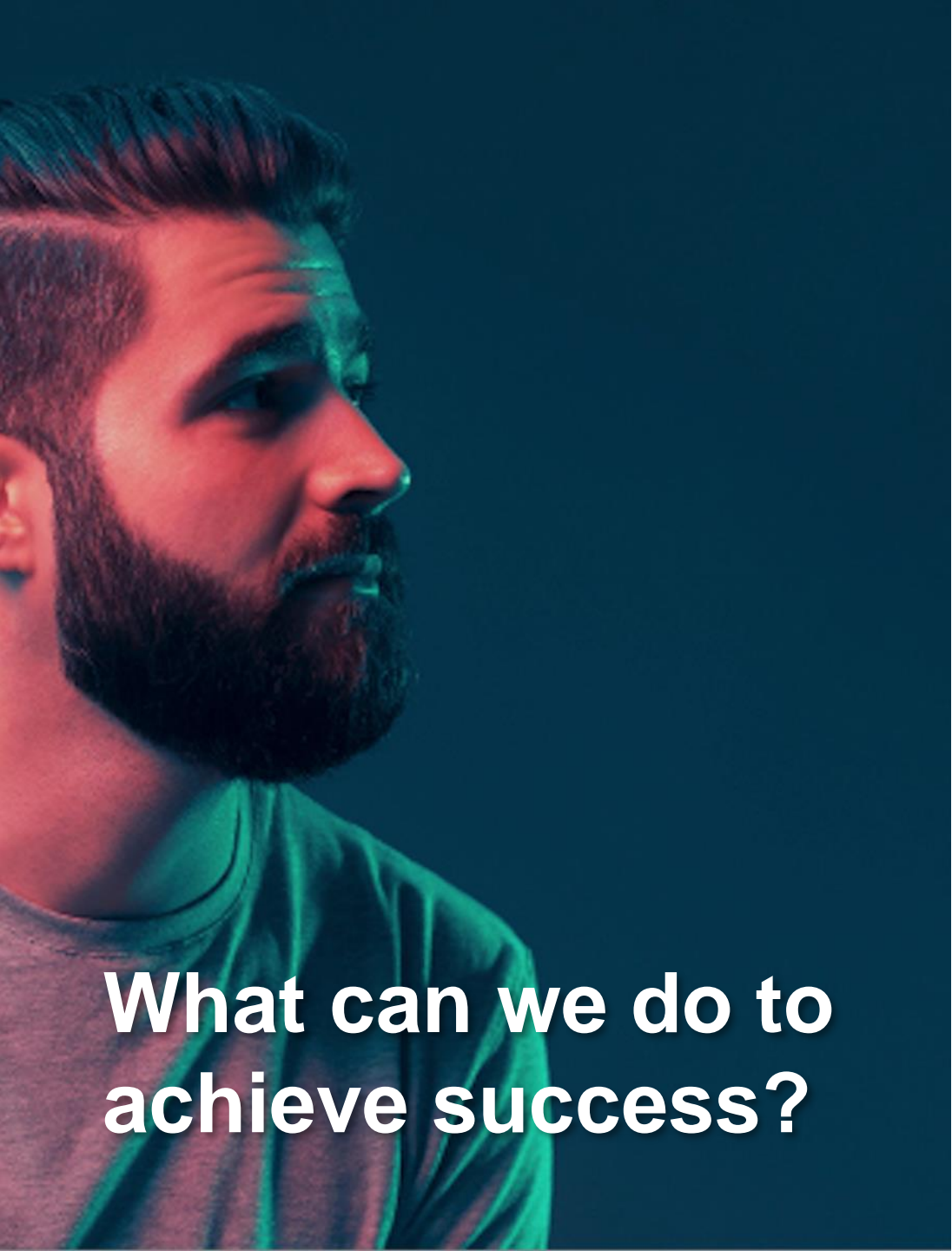
We know how
to do better

Why do transformations fail?



KEY TAKEAWAYS

- **People** are more important than technology
 - **Culture** eats everything for breakfast
 - **Leadership and objectives** matter
 - **Priority and focus** are important
- and finally it's about
"getting things done"



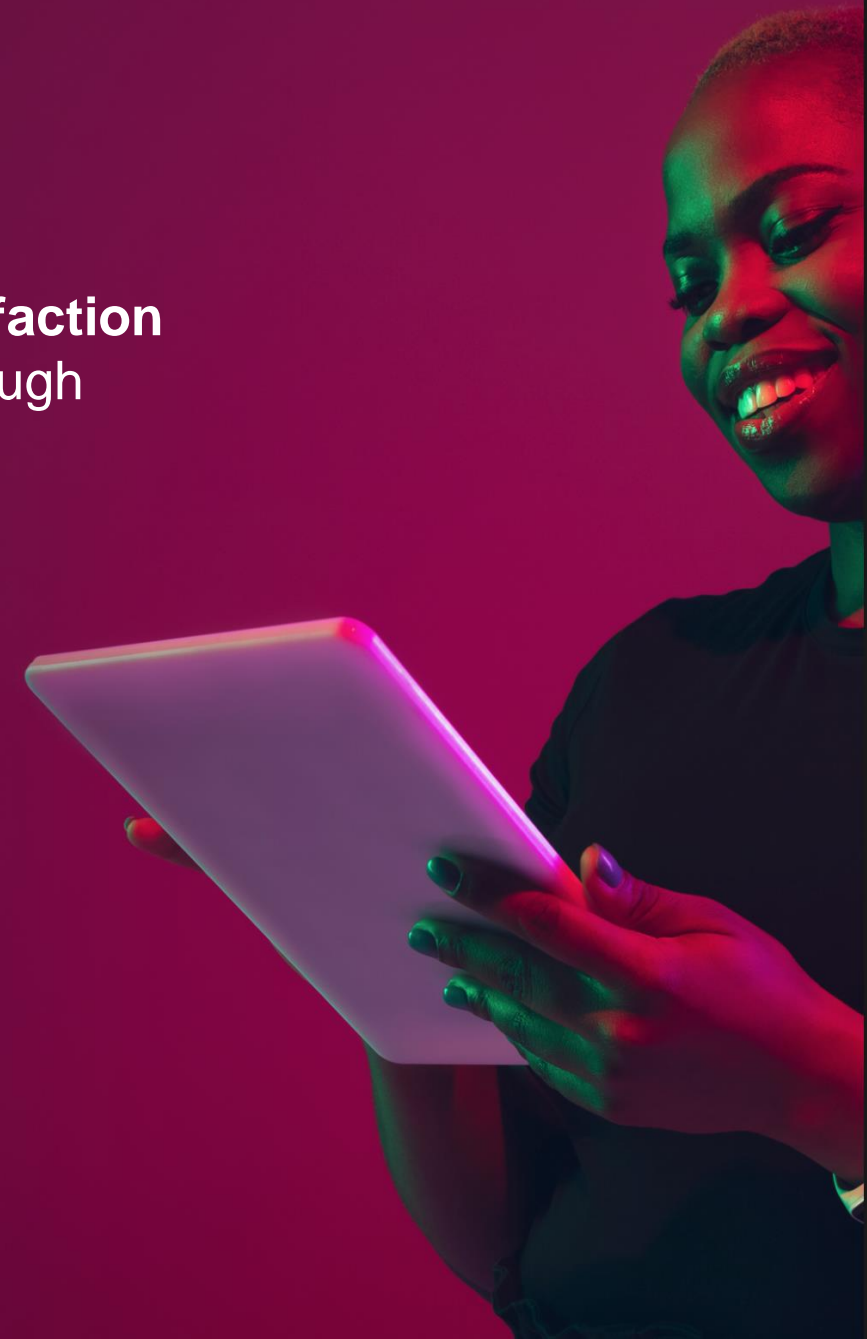
**What can we do to
achieve success?**

SAP Signavio

- enables you to **implement a customer-centric process mindset**
- through **end-to-end process collaboration**
- to continuously **identify actionable improvement potential**
- to **drive real change and realize business value.**

Why SAP Signavio?

- Increase **flexibility, agility and competitiveness** through business & IT collaboration
- Deliver transformation initiatives **faster** and with less risks
- Generate efficiencies and **increase profitability** through process automation
- Improve **customer satisfaction** and **revenue** growth through customer-centricity
- **Mitigate risk** within operations and transformation



qorvo™

Needed a business process transformation solution to match the company's goal of becoming fully digital

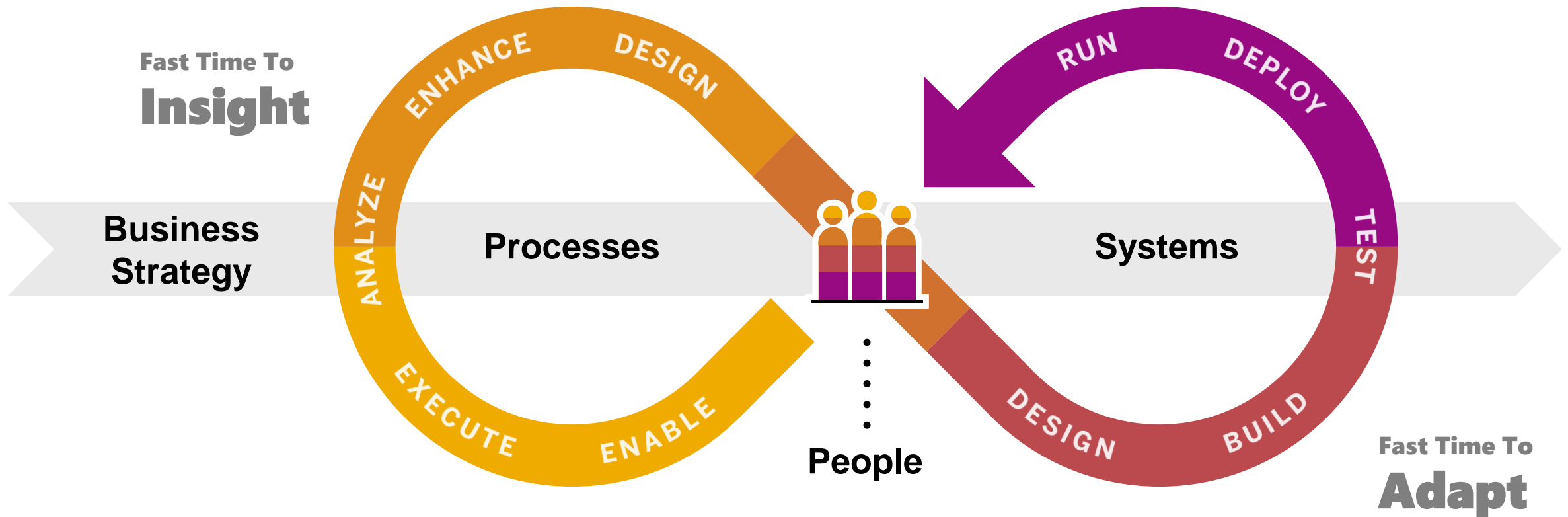
<https://www.signavio.com/success-stories/qorvo/>





**Bringing the pieces
together to drive successful
transformations**

Bringing business and technology together based on a unique business process transformation methodology

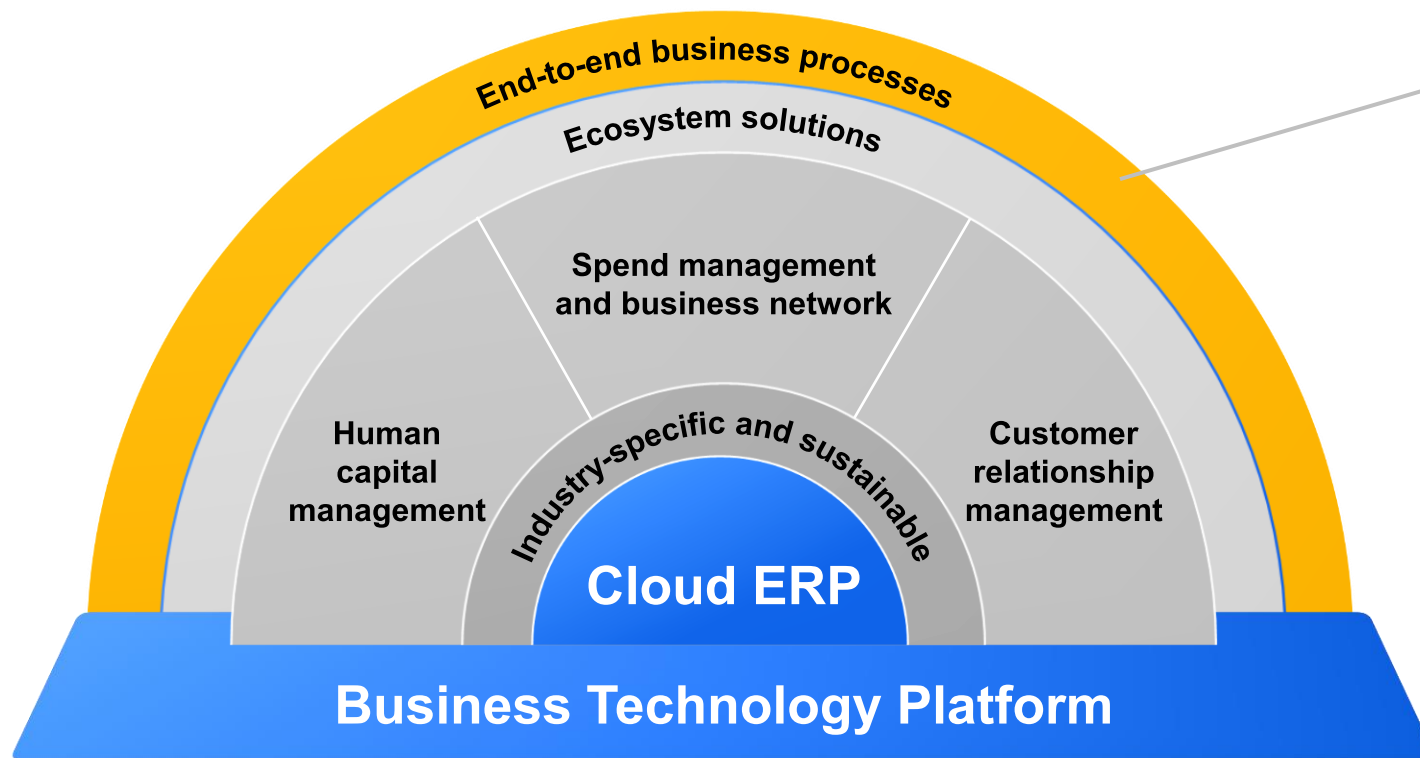


Every organization requires fast insights into its business processes as part of a transformation project

Every organization requires the ability to adapt and roll-out process improvements – fast and at scale

SAP Signavio helps our Customers to achieve SAP's vision

Enable every organization and every industry to become a network of intelligent, sustainable enterprises

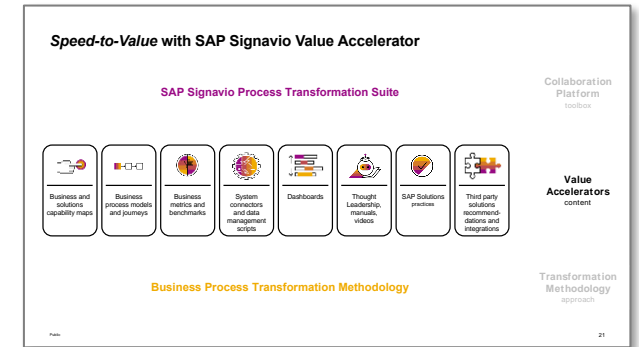
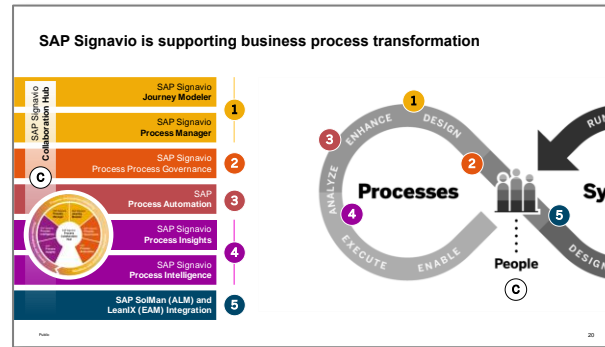
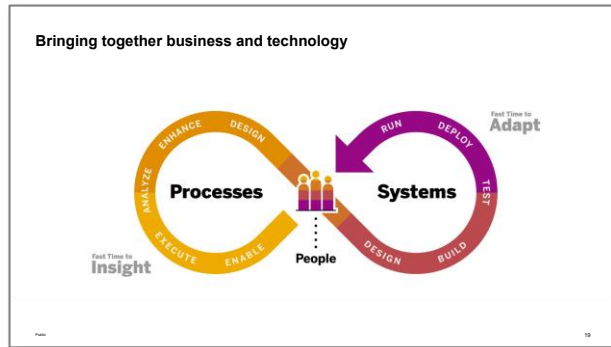


SAP Signavio 

A cloud-based **process transformation suite** that gives companies the ability to **understand, improve, and transform** all their (end-2-end) **business processes**, fast and at scale.

(across SAP and non-SAP solutions)

SAP Signavio on one page



Transformation Methodology
approach

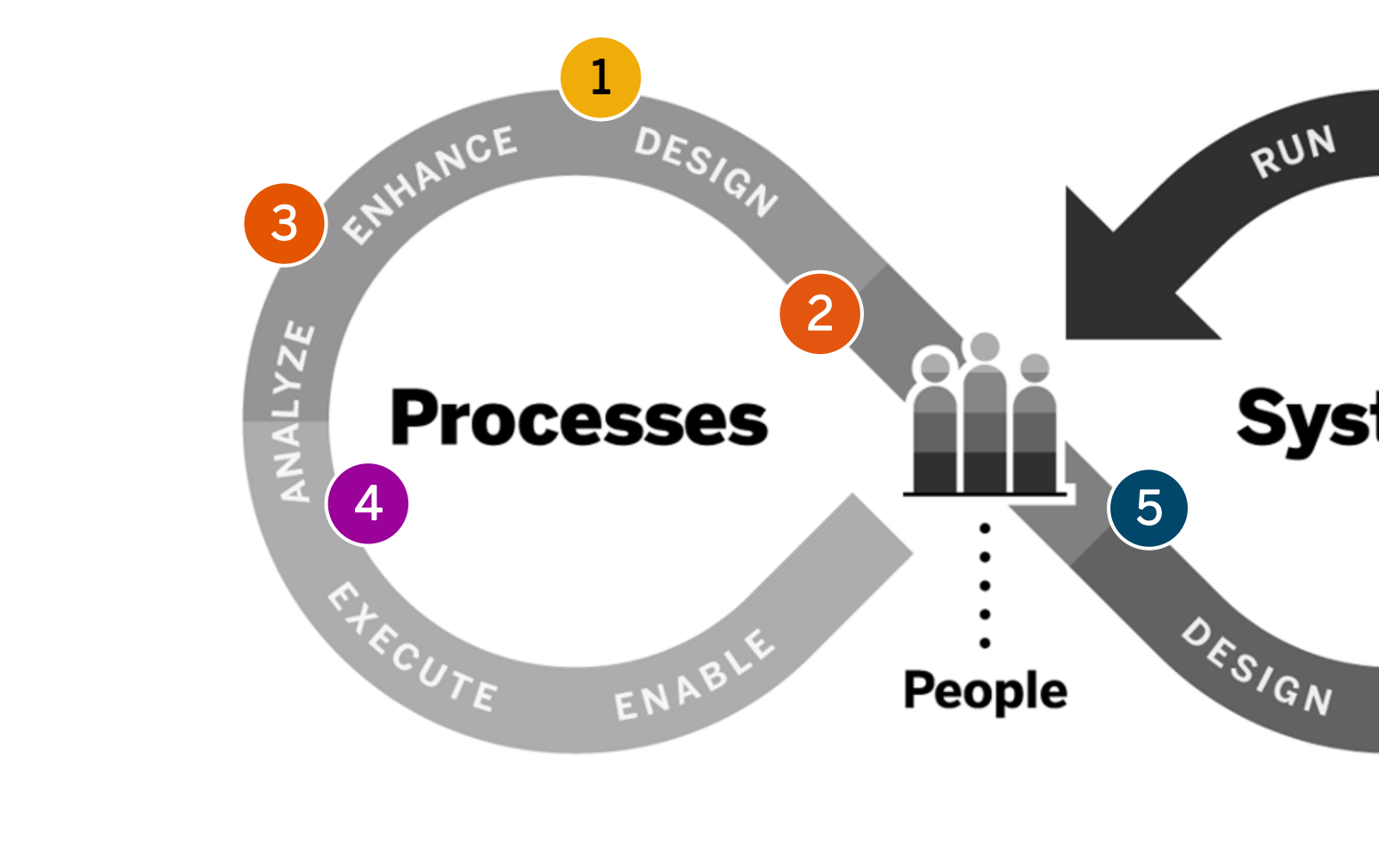
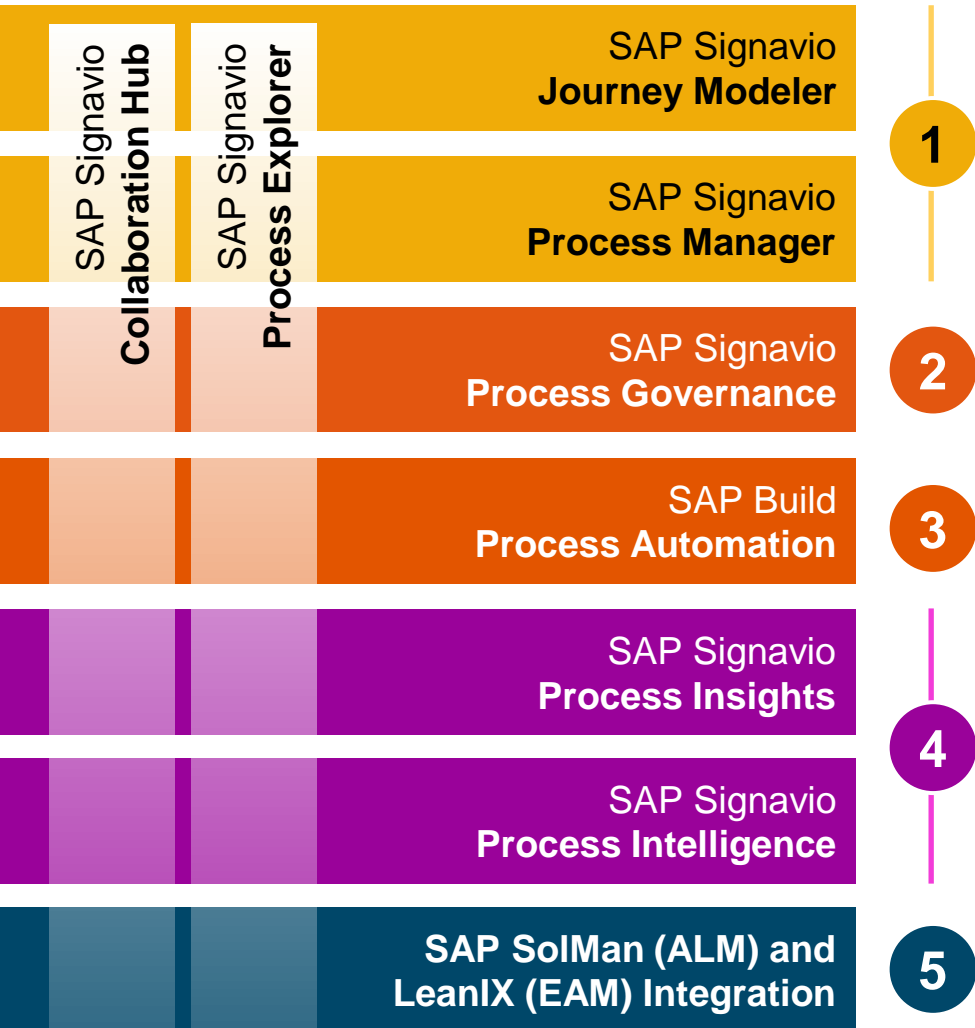


Process Transformation Suite
toolbox



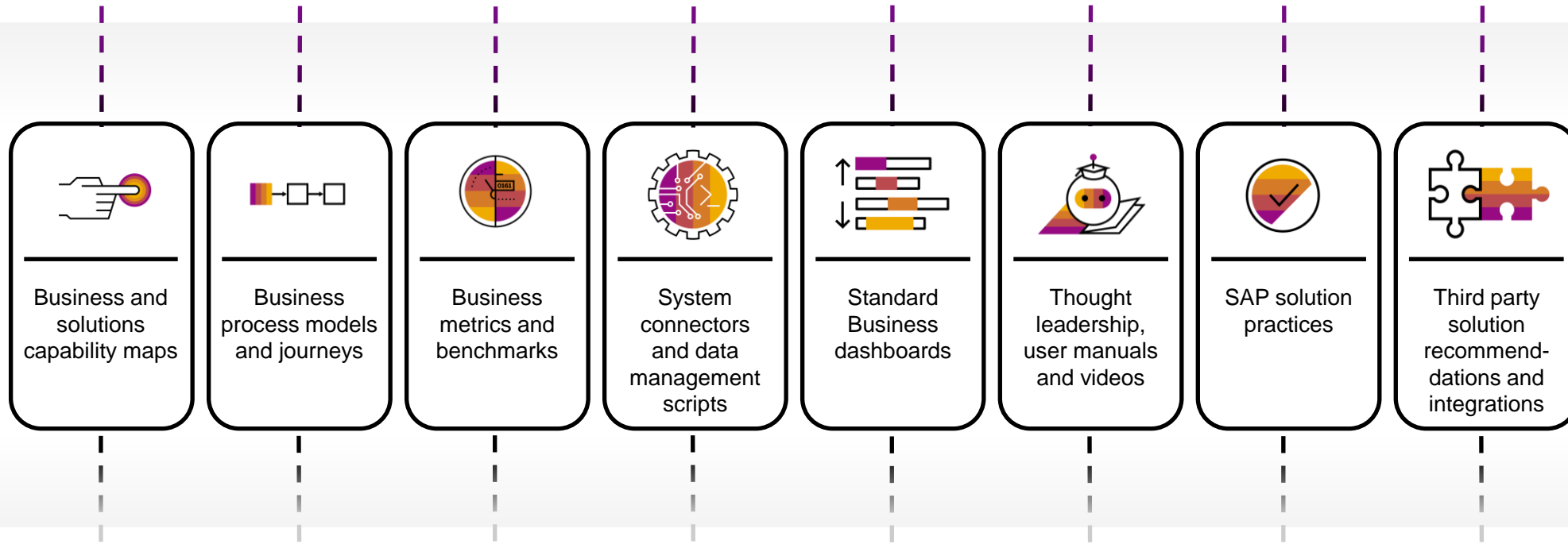
Value Accelerators
content

SAP Signavio: a process transformation suite for collaborative change



Speed-to-Value with SAP Signavio Value Accelerators

SAP Signavio Transformation Suite



Collaboration
Platform
toolbox

Value
Accelerators
content

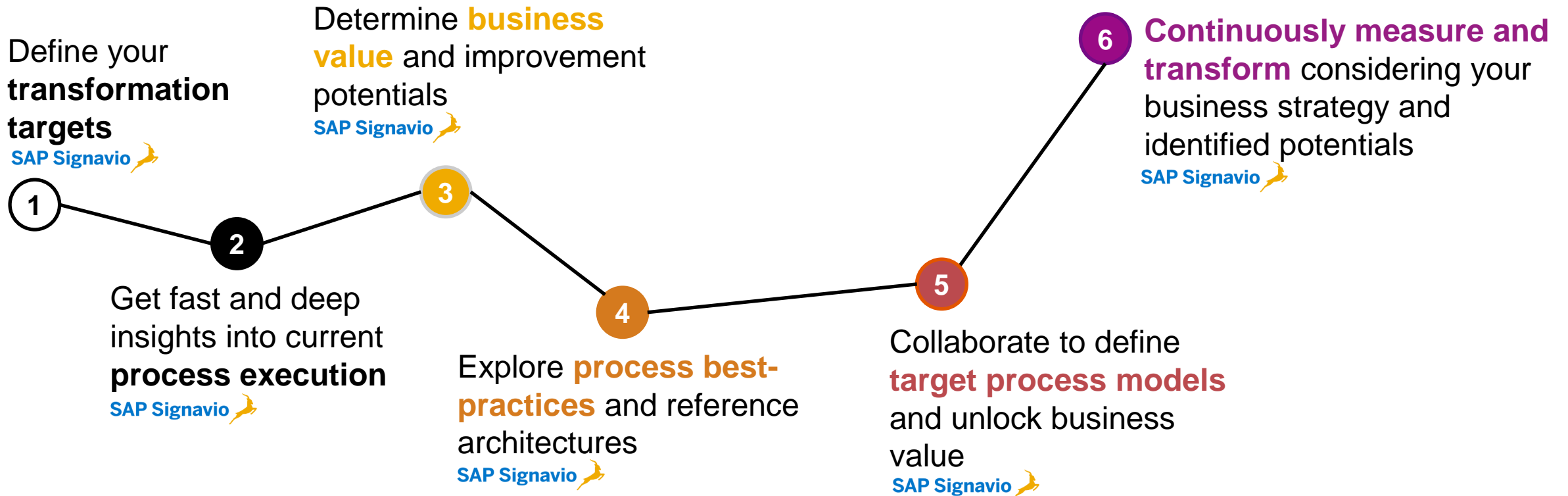
Continuous Business Process Transformation

Transformation
Methodology
approach

**Transformation requires
navigation**



SAP Signavio as the navigator: Guiding your business transformation to achieve tangible outcomes



SAP Signavio as the navigator

Guiding your business transformation

Value: Alignment of transformation initiatives with the business strategy. Open and clear communication drives change and adoption.

Define your transformation targets

SAP Signavio

1

The screenshot displays two SAP Signavio Collaboration Hub windows. The top window, titled 'Scope & Objectives', shows a diagram with 'Business Challenges' (e.g., Recurrent cash flow issues, Late payments or lack of payments, Supply Chain issues due to lack of cash flow), 'Issues' (e.g., Ineffectiveness of Cash Collection, To many costly and time-consuming adjustments, Poor consideration of risks during the sales cycle, Poor knowledge of executed procedures), and 'Business Context' (e.g., Gross sales over €130 million, Annual processing cost in excess of €11.2 million, Cash Collection of 46% sales are overdue). It also identifies roles like Chief Revenue Officer (CRO) and Chief Financial Officer (CFO). The bottom window, titled 'Business Operating Model [Future State]', shows a value chain diagram with stages: 'Idea to Launch' (Strategy and Portfolio Management, Product Design and Development, Product Introduction, Packaging and Pricing), 'Prospect to Advocate' (Strategy and Planning, Product Marketing, Campaign Management, Lead and Opportunity Management, Deal Management, Digital Sales, Quotes and Price, Order Management, Credit Management, Order Fulfillment, Product Shipping, Invoicing, Accounts Receivables, Collection Management, Customer Analytics, Customer Success, Customer Experience Management), and 'Enterprise Management' (Sales, Channel Management, Procure to Pay, Finance, Legal, Hire to Retire, Issue to Resolution).

SAP Signavio Collaboration Hub

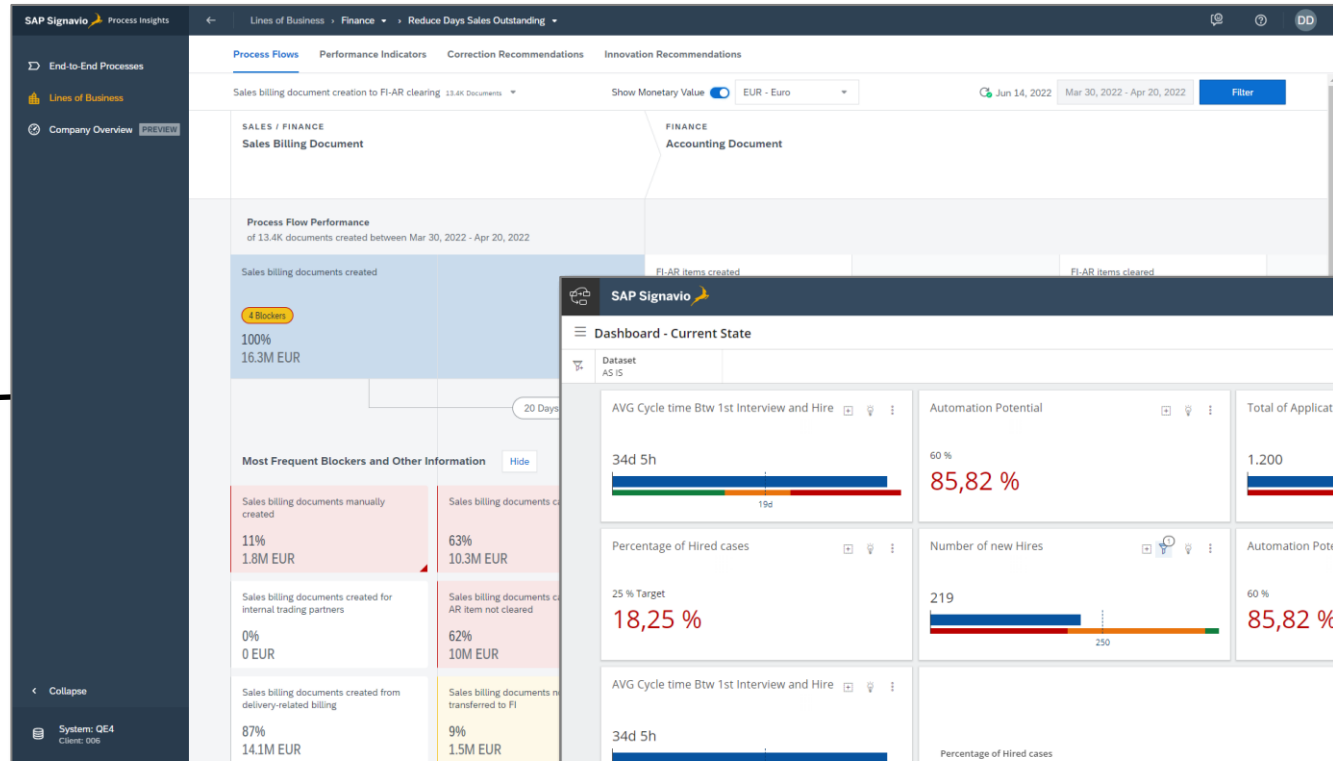
SAP Signavio as the navigator

Guiding your business transformation

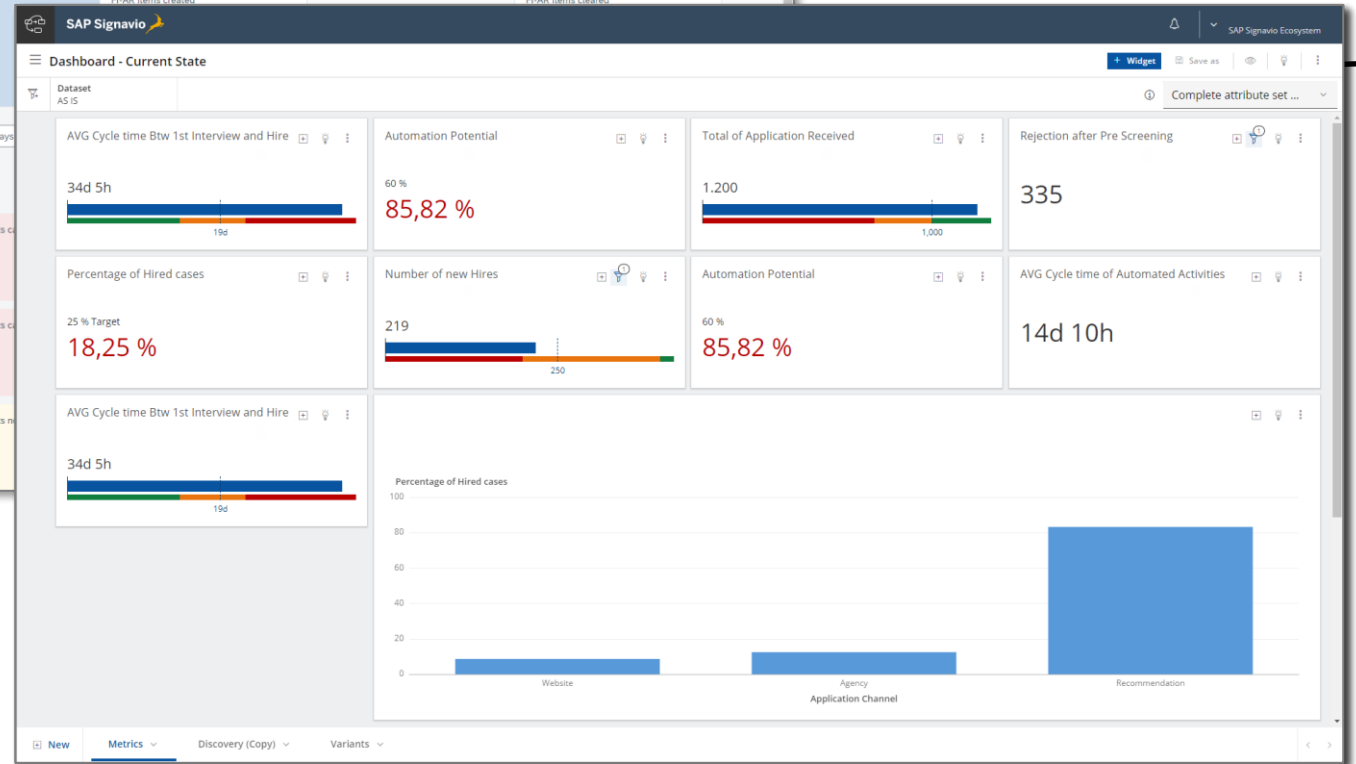
Value: Process and application data provides factual information and insights to focus transformation initiatives on where it really matters.

2

Get fast and deep insights into current process execution



SAP Signavio Process Insights
For SAP ERP applications



SAP Signavio Process Intelligence
For SAP and non-SAP applications

SAP Signavio as the navigator

Guiding your business transformation

Value: Explore process improvements and automation opportunity to drive efficiency and effectiveness.

Determine **business value** and improvement potentials



3

The screenshot shows the SAP Signavio Process Insights interface for the process 'Outbound deliveries created'. On the left, a 'Performance Indicator' section shows an 'Automation Rate: 11%' and an industry benchmark chart. A callout box states: 'With an overall automation rate of 11%, your performance is significantly below the industry median. Check out the correction and innovation recommendations to see how you can improve.' Below this is an 'Additional Information' section with a 'KPI Catalog' link. The main area displays a 'Detail List' of 111 objects with columns for Delivery, Sales Org., Shipping Point, Receiving Plant, Delivery Type, Transaction Code, Ship-to Party, Sold-to Party, and Net Value.

SAP Signavio Process Insights
For SAP ERP applications

This screenshot shows the 'Correction Recommendations: Plan to Fulfill' section. It features a table with columns for Finding, Recommendation, No. of Objects Affected, Impact, Effort, and Value Driver Affected. The findings include issues like '19211 open outbound deliveries were found where the planned goods issue date is at least 1 year in the past' and '10997 open inbound deliveries were found where the planned goods receipt date is at least 1 year in the past'. Recommendations include 'Close outbound deliveries for which goods issue postings are no longer expected' and 'Close inbound deliveries for which goods receipt postings are no longer expected'. The table also lists other findings such as process orders with old finish dates, production orders with old finish dates, and error records from automatic goods movement postings.

SAP Signavio as the navigator

Guiding your business transformation

Value: Leverage best practices and drive process and application standardization, de-risk, accelerate, reduce costs.

4

Explore **process best-practices** and reference architectures
SAP Signavio

The image displays three overlapping screenshots of the SAP Signavio Process Explorer interface:

- Top Left Screenshot:** Shows the 'SAP Signavio Process Explorer' main dashboard. It includes a 'Level 0' dropdown, a 'Quick Start' button, and a 'Strategic Objectives' section. A central graphic features a play button icon and the text 'FASTER TIME-TO-VALUE' within a circular flow labeled 'STRATEGY', 'OPERATIONS', and 'IMPLEMENTATION'. Below this is a 'Metrics' section with a circular gauge.
- Top Right Screenshot:** Shows a 'Processes' sidebar with a 'Linked diagram' section displaying 'End-to-End Processes' and a brief description: 'A process represents a structured set of subprocesses, process steps, or activities designed to accomplish a specific purpose and goal. Our business process model represents a standard set of eight end-to-end processes and variants that cover...'.
- Bottom Screenshot:** Shows the 'End-to-End Processes' main view at 'Level 1'. It features a 'Diagram' section with a grid of process categories: 'Cross Industry', 'Consumer Industries', 'Discrete Industries', 'Energy & Natural Resources', 'Financial Services', and 'Public Services'. Below this is a 'Diagram' section with a grid of process types: 'Products & Services' (Idea to Market, Lead to Cash, Plan to Fulfill, Source to Pay), 'Customer' (Generate demand), and 'Supply' (Fulfill demand). To the right, a detailed view of the 'Source to Pay' process is shown, including a flow diagram, a description: 'The generic process "Source to Pay" (SZP) includes all activities associated with managing the comprehensive sourcing and procurement of goods and services. It starts with procurement planning and managing spend, followed by sourcing and supplier selection, negotiating and managing supplier contracts, and preparing and executing operational procurement...', and a list of 'Attributes' and 'Parent processes'.

SAP Signavio Process Explorer

SAP Signavio as the navigator

Guiding your business transformation

Value: Collaboratively design and test the best process. Establish governance and a single language between business and IT.

5

Collaborate to define **target process models** and unlock business value



The image displays three overlapping screenshots of the SAP Signavio ecosystem. The top screenshot shows the 'SAP Signavio Process Manager' interface with a BPMN diagram for 'H2R - Recruiting Process'. The middle screenshot shows the 'SAP Signavio Process Governance' interface, specifically a 'Task overview' for 'H2R - Recruiting Process (Target) - 2nd Level Approval'. The bottom screenshot shows a detailed view of the 'Approval' task, including assignment details for Paul de Wildt and a feedback form with 'Reject' and 'Approve' buttons.

SAP Signavio Process Governance

SAP Signavio as the navigator

Guiding your business transformation

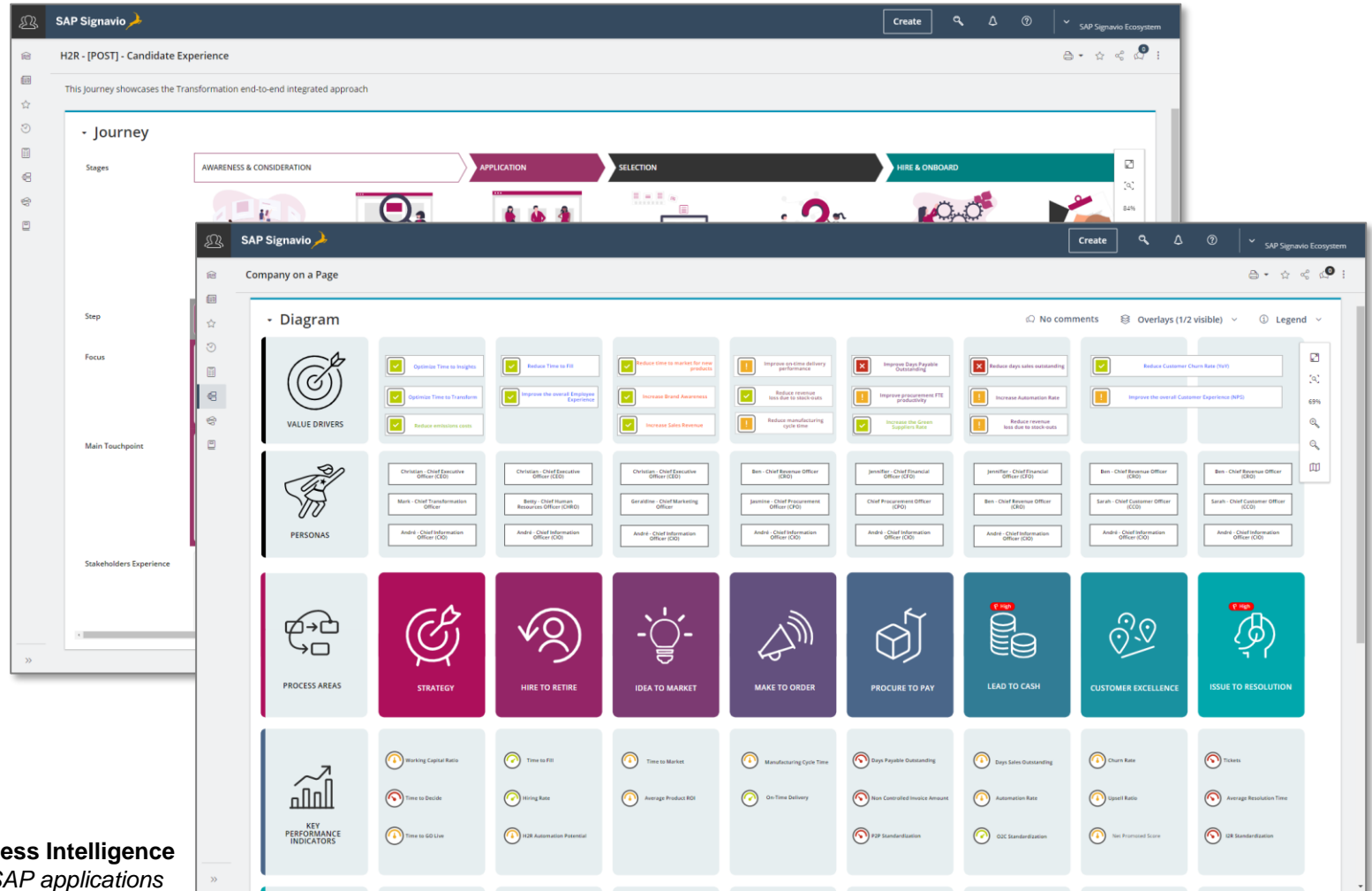
Value: Enable continuous value driven business and IT transformation by monitoring the process landscape and discovering improvement areas.

6

Continuously measure and transform considering your business strategy and identified potentials

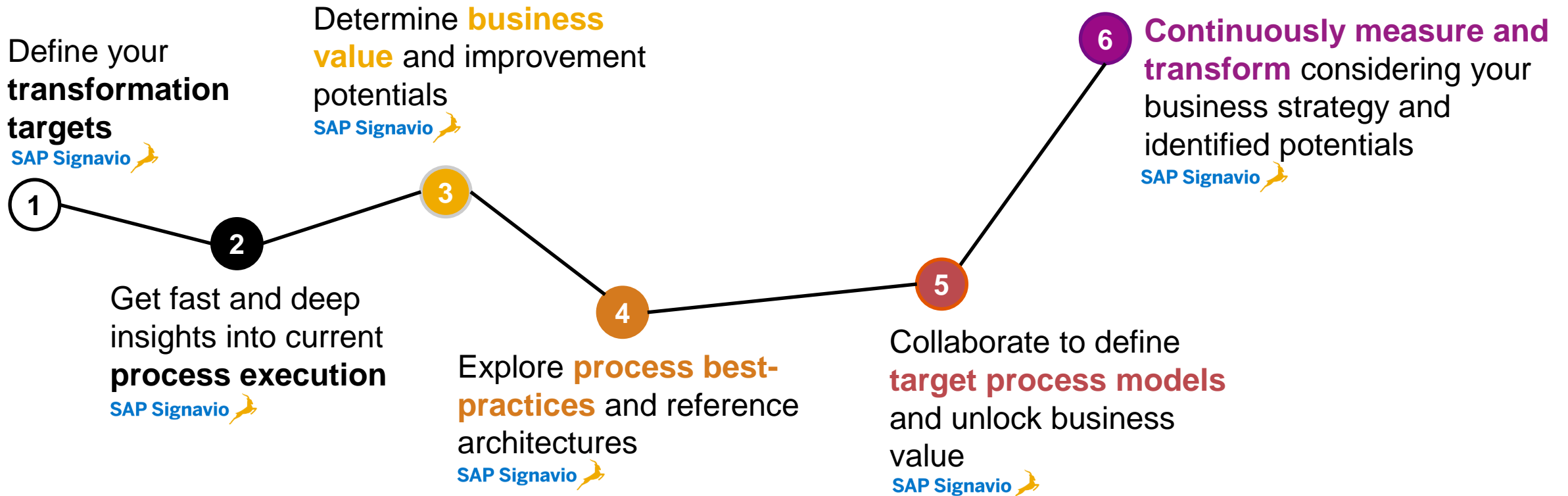


SAP Signavio Journey Modeler



SAP Signavio Process Intelligence
For SAP and non-SAP applications

SAP Signavio as the navigator: Guiding your business transformation to achieve tangible outcomes

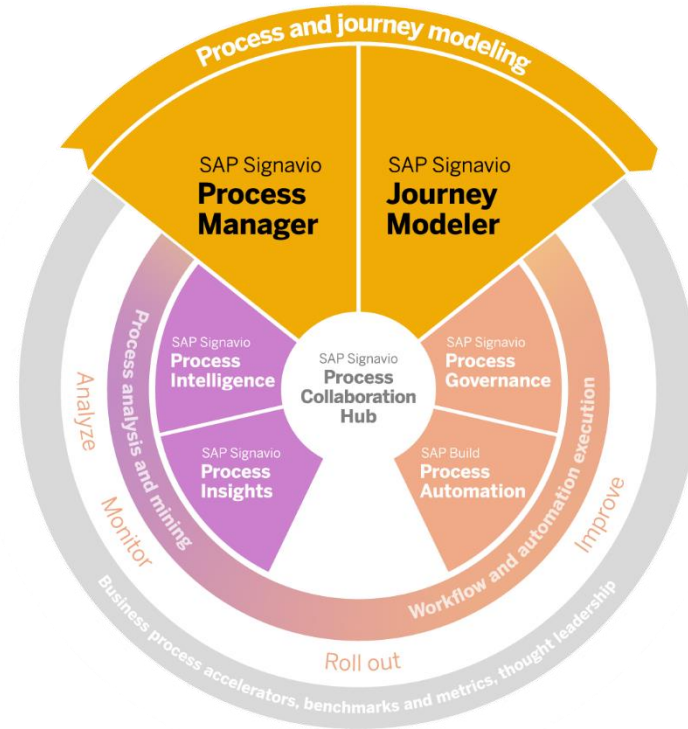
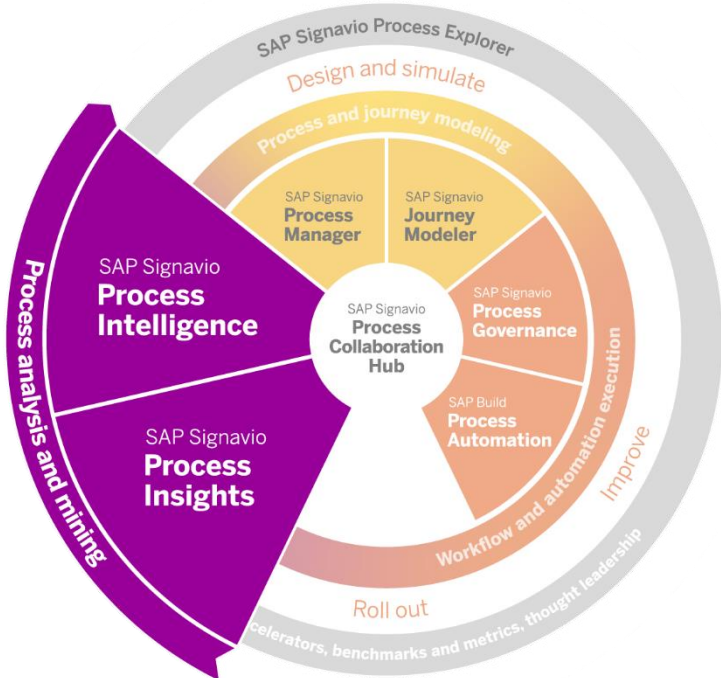


SAP Signavio Process Transformation Suite

In a nutshell...

UNDERSTAND

... from process analysis and mining to...

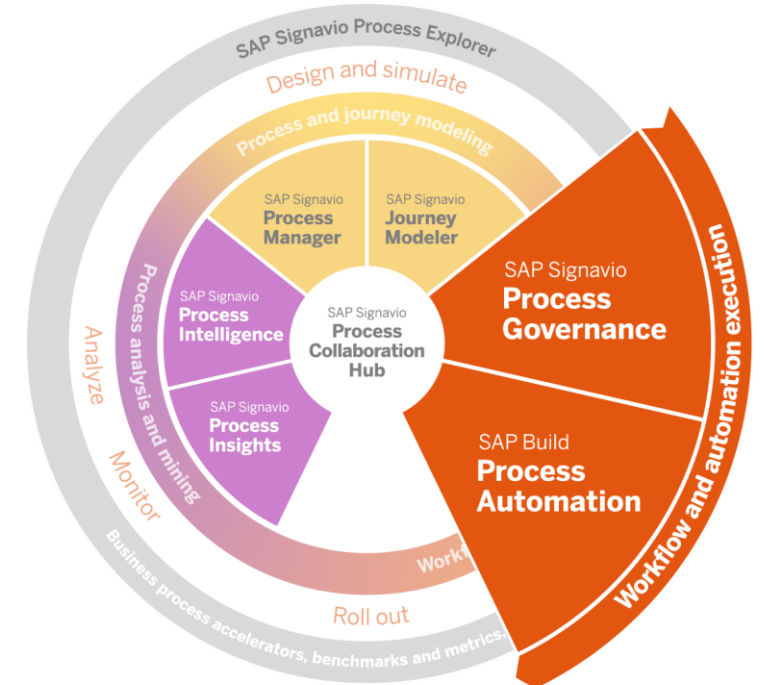


IMPROVE

... process and journey modeling and...

TRANSFORM

... process governance and automation ...



**Starting your journey with
SAP Signavio**



Business process improvement is everywhere

Overview of example use cases



Sourcing & procurement optimization

“Purchasing with the best financial conditions that can be realized.”



(Extended) warehouse management

“Optimizing warehouse efficiency to create great customer experience, by enabling delivery on-time.”



CO2 footprint and cost reduction

“Reducing the fuel consumption to minimize the CO2 footprint and save cost.”



Safeguarding global material supply

“Always having the right material for assembly available to keep the production wheel spinning.”



Retail, eCommerce and omnichannel

“Enabling different sales scenarios in digital and physical retail to make buying easy for the end-consumer.”



Finance, compliance and working capital

“Ensuring cash collection, allocation and a seamless flow of goods towards the customer.”



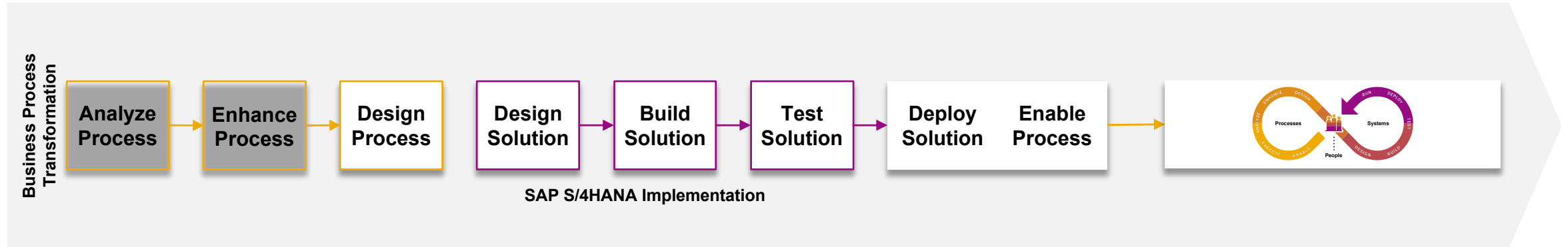
Human Resources

“Efficient and employee driven hire-to-retain journeys and processes maximizing employee experience.”

And many more ...

Business transformation and system implementation with SAP Signavio

How to de-risk and accelerate SAP S/4HANA, SAP SuccessFactors, SAP Ariba or similar projects



- Process Insights & Process Intelligence
- Process Explorer

- Process Manager
- Process Explorer
- Process Simulation
- Process Governance

- Solution Manager (or other ALM or monitoring tool)
- DevOps and Test Management Tooling

- Process Manager
- Process Governance
- Collaboration Hub

- SAP Signavio Suite („full suite“)

Scenario: Process Driven Transformation

- Business Process Management is an **integral part** of the IT / SAP S/4HANA transformation
- Rethink most of the processes, prioritize standardization and harmonization potential based on **best-practices** and **reference models**
- Leverage application / SAP S/4HANA **innovations considering end-to-end processes** from the beginning
- Maximize the **value** of application / SAP S/4HANA

Learn more!

Online and onsite events from SAP Signavio: www.signavio.com/events/


Upcoming webinars

- May 11 - [Accelerate Your Transformation Through BPM - SAP Signavio](#)
- June 22 - [Tackle the challenges of your ERP transformation using EAM & BPM](#)

Onsite

- Business Process Transformation Tour 's Hertogenbosch June 15
Register for free
- Signavio Flagship event Business Process Transformation Forum (6-8 November 2023 (tbc))

More info on SAP Signavio

- www.signavio.com
- [Signavio Learning Journey](https://learning.sap.com/certification/sap-certified-application-associate-sap-signavio)
<https://learning.sap.com/certification/sap-certified-application-associate-sap-signavio>
- [Get Signavio Certified](https://training.sap.com/certification/c_sig_2201-sap-certified-application-associate---sap-signavio-g/) 
https://training.sap.com/certification/c_sig_2201-sap-certified-application-associate---sap-signavio-g/
- [SAP PartnerEdge](https://partneredge.sap.com/en/products/bpi/about.html)
<https://partneredge.sap.com/en/products/bpi/about.html>

Free 30-day trial

Business Process
Transformation
Tour 2023

's-Hertogenbosch

15 June 2023



[Agenda](#) [Speakers](#) [Contact](#)

Rethink Process Transformation

Welcome to the Tour Stop 's-Hertogenbosch of our SAP Signavio Business Process Transformation Tour!

In today's rapidly changing business environment and with the introduction of new

Agenda

Thursday, 15th of June

14:00–14:15	Welcoming Session Olav van Haren, Regional Sales Director, Netherlands, SAP Signavio
14:15–15:00	Opening Keynote: The Importance of Process Transformation Wassilios Lolas, Global Vice President, Head of the Center of Excellence, SAP Signavio
15:00–15:30	Customer Story: Dutch customer sharing their Process Transformation Journey
15:30–15:50	Coffee Break and Networking
15:50–16:20	Speeding up Your Transformation with Value Accelerator Maarten Maassen, Value Advisor, EMEA-N, SAP Signavio
16:20–16:50	How to Drive Fast Business Outcome and Improvements with Process Insights Vanessa Lacontal, Center of Excellence, EMEA-N, SAP Signavio
16:50–17:00	Wrap-up Olav van Haren, Regional Sales Director, Netherlands, SAP Signavio
17:00	Optional After Work and Networking



**Your questions
answered**

Thank you.

Contact information:

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Maarten Maassen – Value Advisor (maarten.maassen@sap.com)

SAP Signavio



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