RISE WITH SAP | Driving Business Innovation Together

Build a strong technology foundation to enable business success

RISE with SAP Business Technology Platform

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THE BEST RUN **SAP**

We've been helping organizations **run their business** processes for more than 50 years.

#1 Enterprise application company
powered by our **leading platform**

Leaders are transforming business

Cloud
Computing

The New
Minimum

Productivity and
Cost

The New
Standard

Business Resilience
and Agility

The New
Growth

Transformations are hard, digital ones even harder

20%

"Only 20 percent of companies manage to capture more than half the projected benefits from ERP systems"

McKinsey

Why?
Why do many projects fall short from delivering their full value potential

Lack of a cloud mindset
Failing to adopt best practice processes with innovations and extensions where needed.
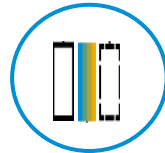
Siloed applications
Disjointed processes not going beyond the walls of the applications they support with no global data flow

Poor data quality & insights
Real time contextual data not fully leveraged with significant difficulties in having clean and quality master data
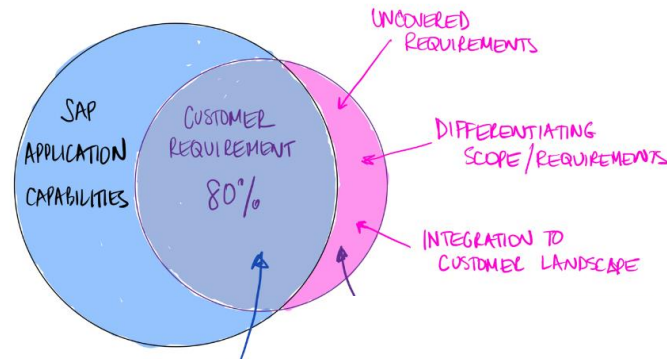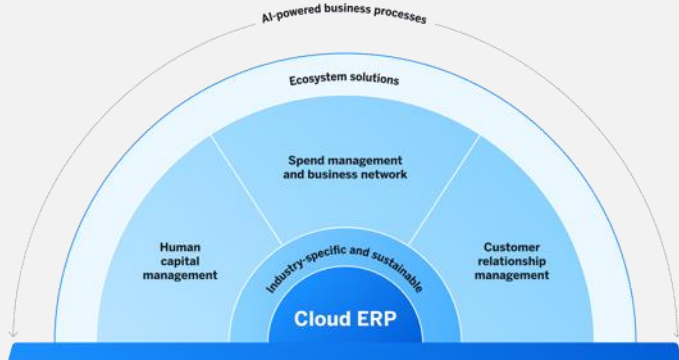
Complex technologies & tools
Too much energy spent on fixing data and IT issues during transformation projects (data migration, testing, process knowledge…)

How to build an intelligent, sustainable enterprise

01

Cloud **Core**

Powerful business solutions in the cloud.

How to build an intelligent, sustainable enterprise

01
Cloud **Core**

Powerful business solutions in the cloud.

+

02
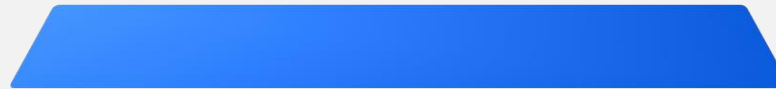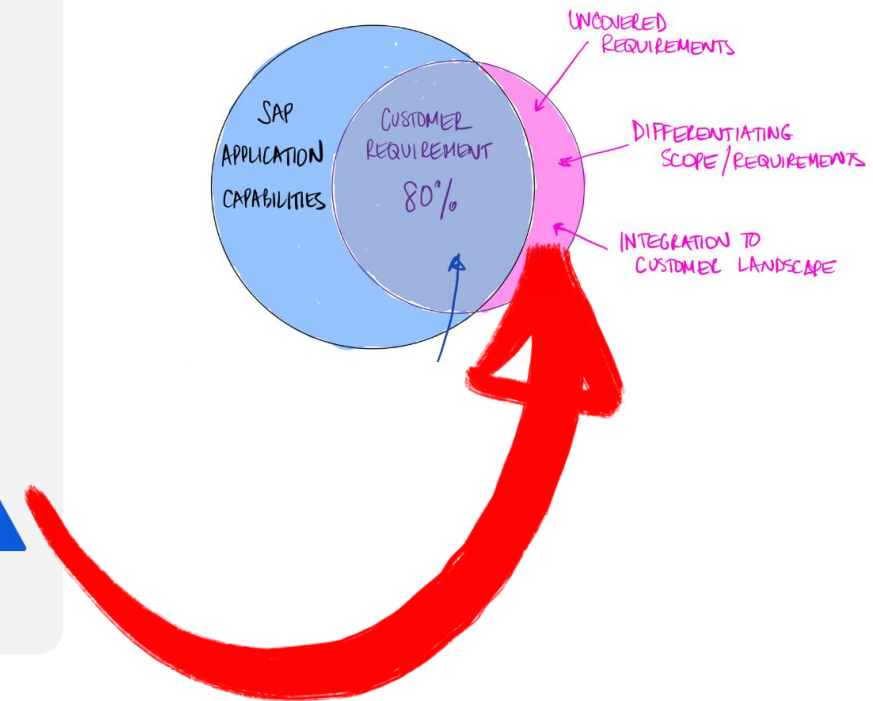### Technology **Platform**

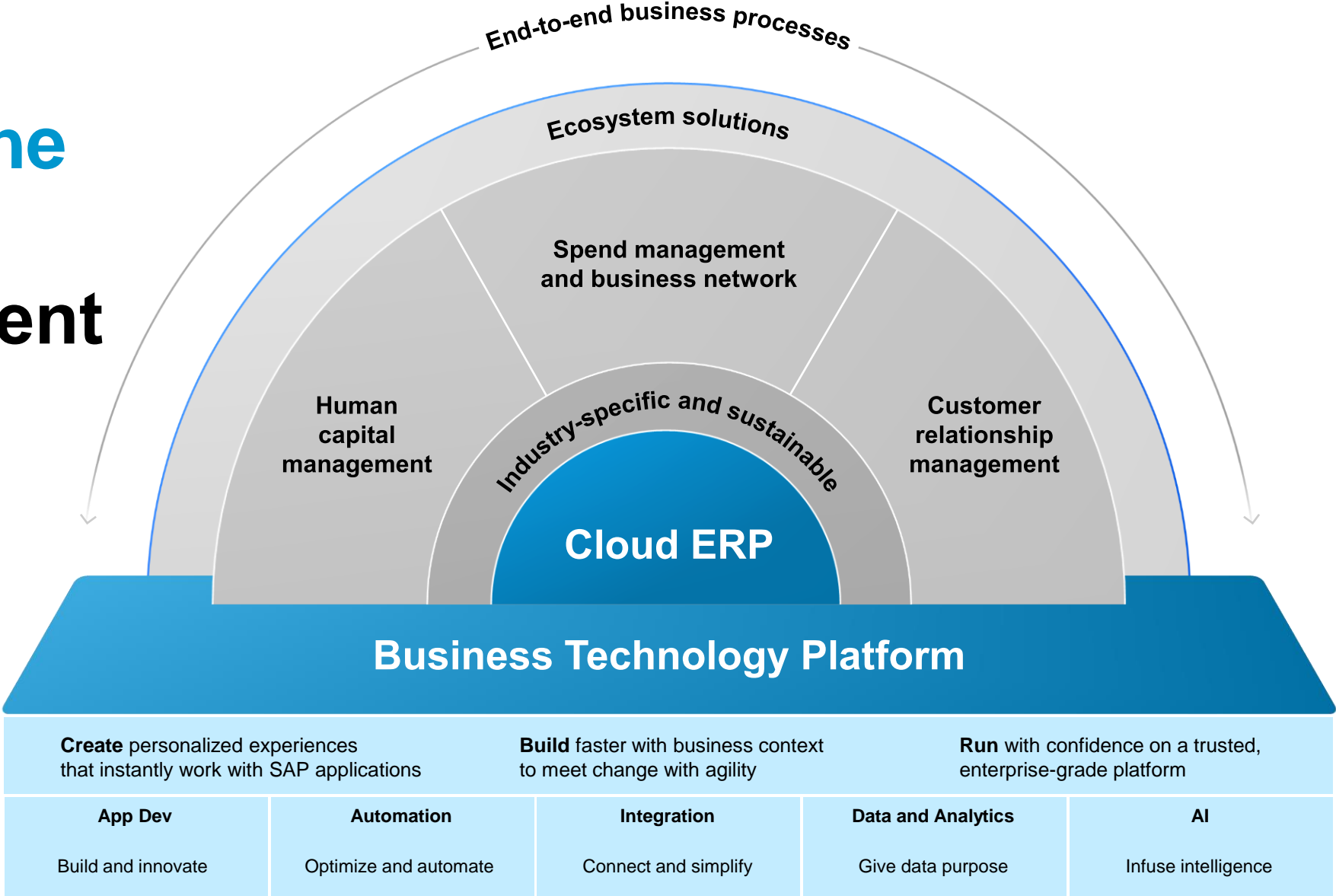Integrate, extend and innovate best practice business processes with SAP BTP.

① THE ROLE OF BUSINESS TECHNOLOGY PLATFORM (BTP)

UNCOVERED REQUIREMENTS

DIFFERENTIATING SCOPE/REQUIREMENTS

INTEGRATION TO CUSTOMER LANDSCAPE

SAP APPLICATION CAPABILITIES

CUSTOMER REQUIREMENT 80%

SAP BTP is the foundation of the intelligent sustainable enterprise

End-to-end business processes

Ecosystem solutions

Spend management and business network

Human capital management

Industry-specific and sustainable

Customer relationship management

Cloud ERP

Business Technology Platform

Create personalized experiences that instantly work with SAP applications

Build faster with business context to meet change with agility

Run with confidence on a trusted, enterprise-grade platform

App Dev	Automation	Integration	Data and Analytics	AI
Build and innovate	Optimize and automate	Connect and simplify	Give data purpose	Infuse intelligence

SAP BTP use case examples to extend SAP S/4HANA capabilities

Customer centricity

- Omnichannel order fulfillment including delivery options (such as "same-day delivery")
- Inventory and delivery visibility
- Intelligent product recommendations
- Preemptive fixing of potential problems
- Accurate and quick order confirmation

Resilient supply chains

- Real-time, end-to-end supply chain visibility
- Respond to supply chain alerts and metrics in real time
- Increase processing yield by applying machine learning in quality processes
- Improve process efficiency by applying machine learning in manufacturing

New business models

- Sell digital value-add services
- Charge based on performance
- Generate after-sale service business
- Monetize data
- Easy buying of services and parts

Sustainable business

- Monitor and reduce emissions and consumption of water, material, and energy, with integrated reporting for the whole enterprise
- Reduce CO_2 emissions by optimizing the transportation network and reverse logistics, including returnable packaging options

Why do you need SAP BTP in SAP S/4HANA transformations

… accelerate and de-risk transformation

Budget and timeline contraints are non-negotiable

… integrate your SAP systems into your landscape

Integration is core to agile innovation

… efficiently extend and innovate around your SAP applications

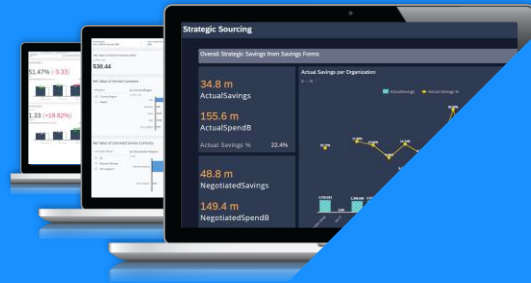**Extensions help differentiate best practice processes**

… unlock your SAP data to drive insight and innovation
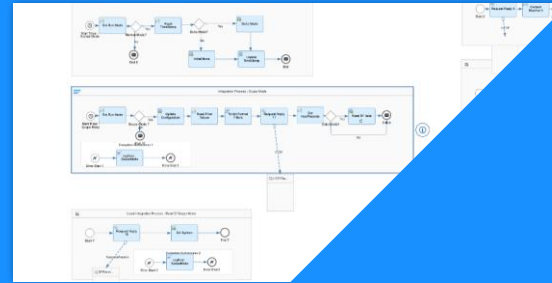
Data-driven organizations perform better

Jumpstart with Business Content

150+
best practice dashboards

Prebuilt
Dashboards

visit

3,700+
APIs

3,200+
Integrations

Prebuilt
Integrations
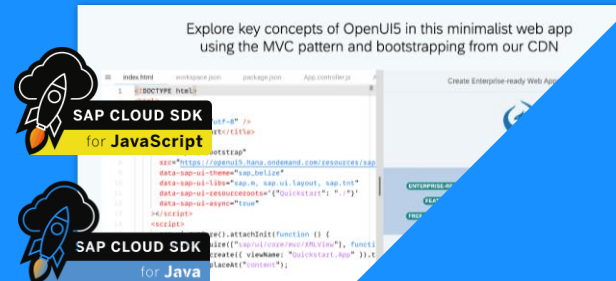
visit

5,900+
data models/ views /connectors

Prebuilt
Data Models

visit

1,300+
SDKs, Workflows, and Automations

Prebuilt
Development

visit

Customer Experience with SAP BTP

Improve Process Efficiency & Reliability

Extending, automating, and innovating processes from the plant to the field to HR.

| **70%**	**25%**	**80%**
productivity improvement for handling remote work request.	lower risk related to HR compliance and double taxation.	less time needed for delegation of authority in procurement.

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Mobile Customer Experience

Provide a modern, real-time, resilient and high-volume touch-point for end customers.

140+	**100%**
integrated stores for consolidating customer data for reward program	GDPR compliant across all systems
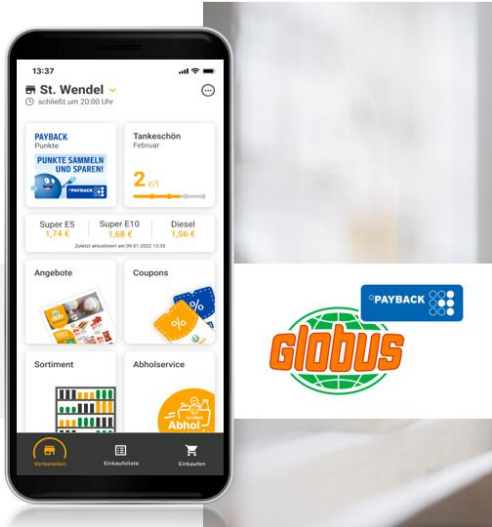
Realizing more Value from Data

through an easy & secure data access for insights & decision-making.

1	**3,000**	**from Days to Hours**
Source of Truth	Users in different business departments	Reducing preparation time from sales meetings

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Powering Predictive Financial Forecasts

Accelerated transformation with efficient cross-functional collaboration between IT, business & finance.

2 hours	**70%**	**14,000**
generating a US$4.2 billion financial forecast instead of weeks	of forecast data entry points automated	automated data entry points

It's your business.
It's your adventure.
It's your time to transform.

Let's drive
business #innovation

https://imsap.co/6046uD0oy
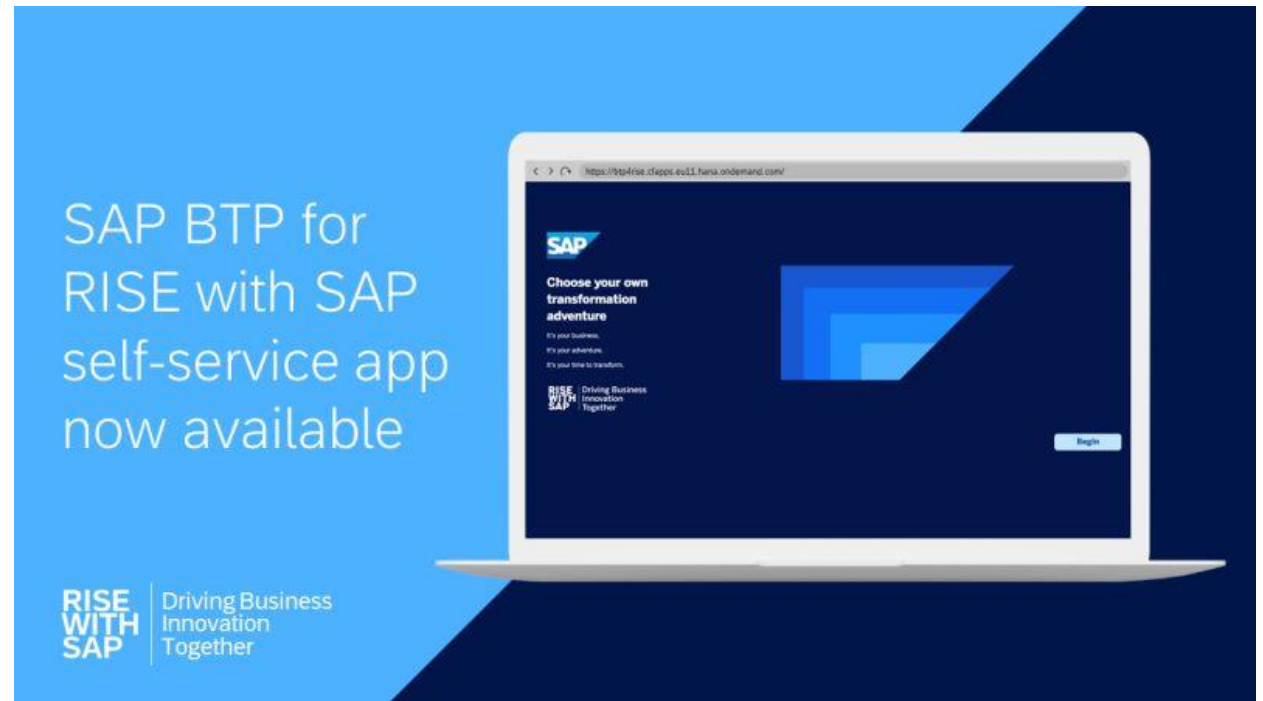
Q&A.

Gerd Danner
RISE with SAP BTP Lead, EMEA North