



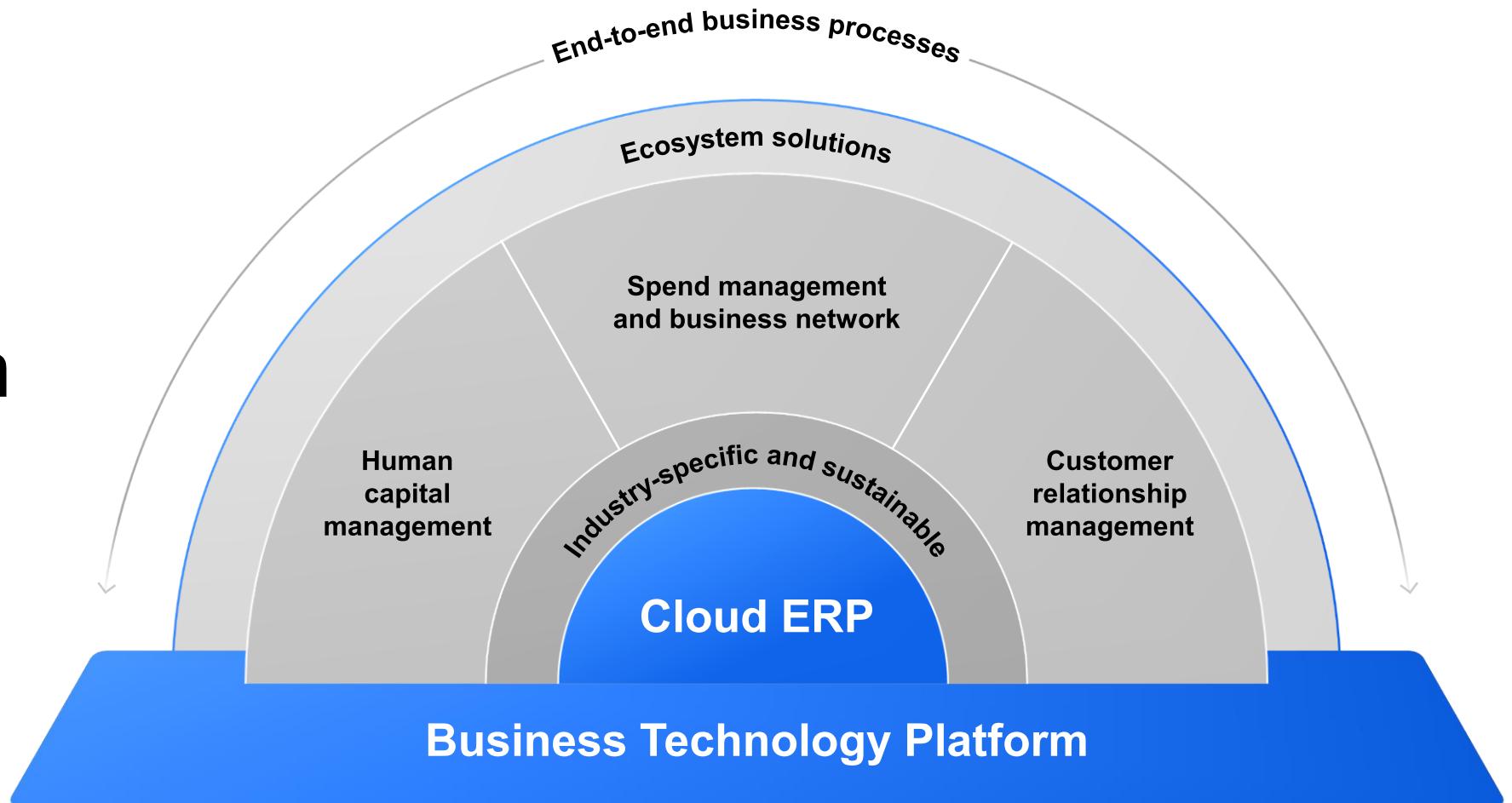
# BTP in a nutshell

## xP&A

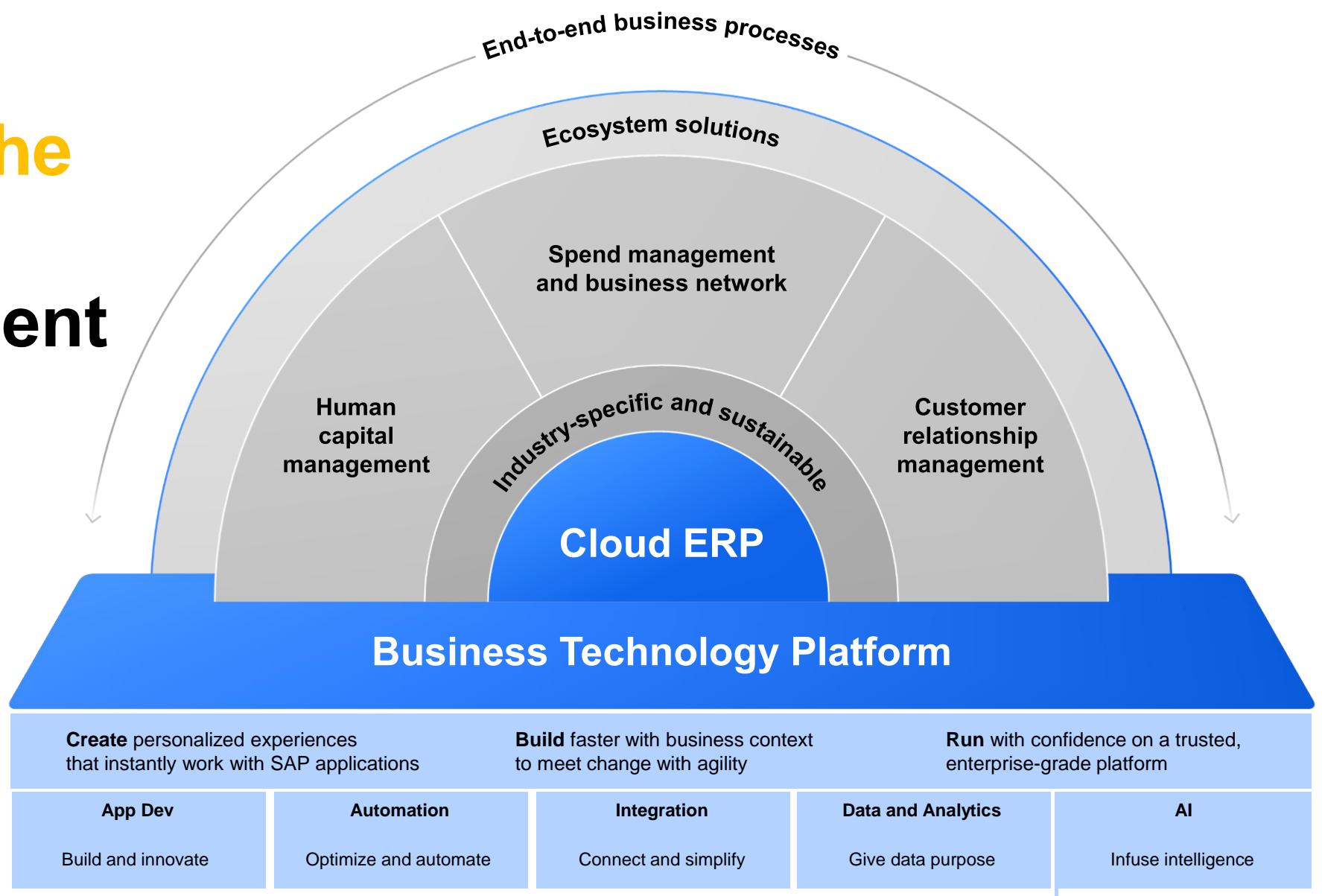
Chen Nee Faulhaber & Nick Verhoeven, SAP  
March, 2023

THE BEST RUN 

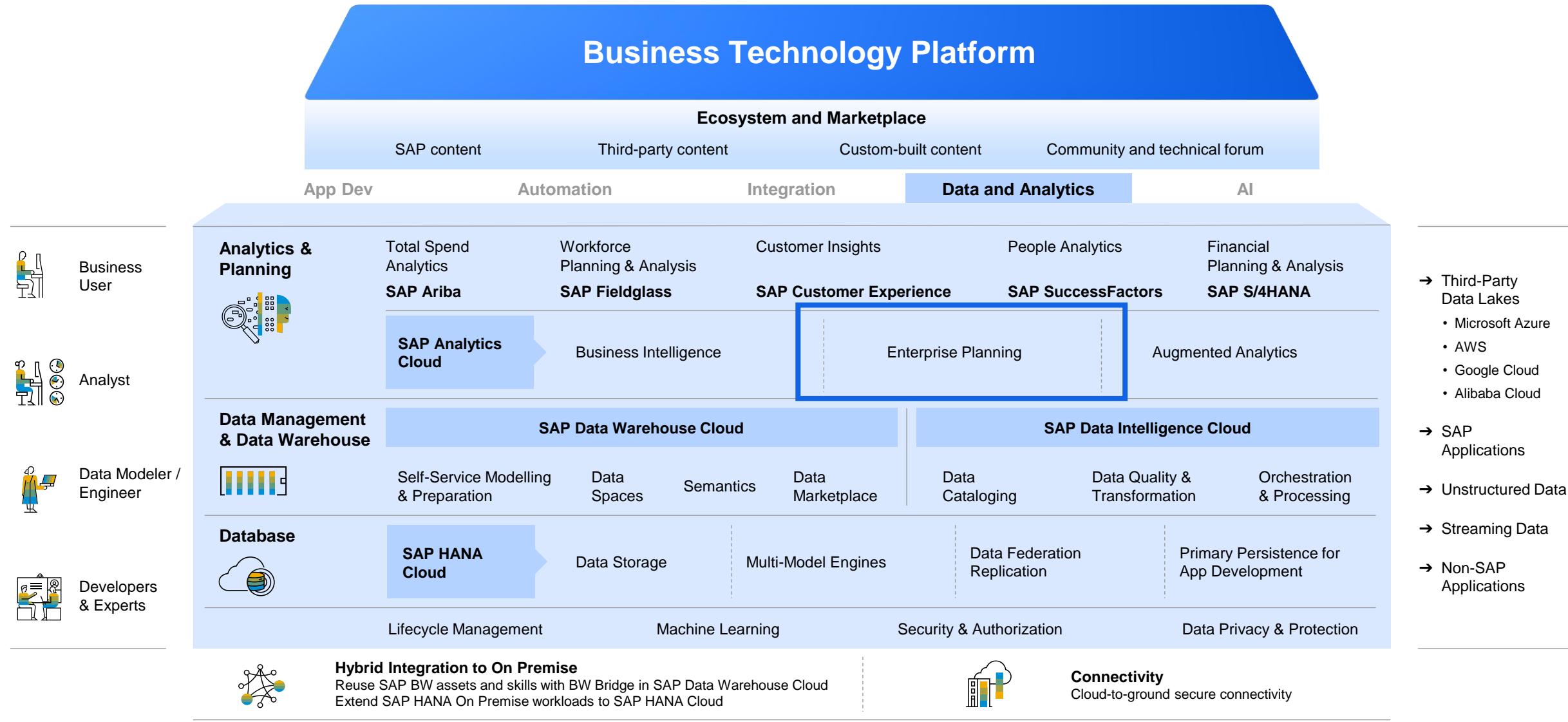
**Enable every  
enterprise  
to become an  
intelligent,  
sustainable  
enterprise**



# SAP BTP is the foundation of the Intelligent Sustainable Enterprise



# Data and Analytics



# Planning is a Business Imperative

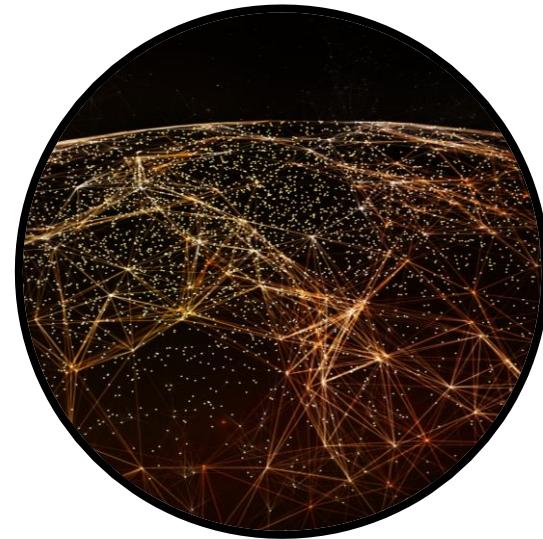
Organizations are **striving to be more intelligent and sustainable** in an age where **continuous change is the new normal**



**Supply Chain Disruptions**



**Macro-economics**



**Geopolitical Influences**

# People and Plans Need to Align

Plans lack **integration** across business functions

Lack of **confidence** in plans and forecasts leading to time wasted **validating** and reworking data

Inability to discover **true costs** and key drivers of **profitability**



# Finance is a Strategic Partner in xP&A

Finance should be a **key partner supporting strategic decisions**; it is **imperative** Finance aligns with HR, Supply Chain and Sales & marketing

**Operational business activities need to be aligned with strategic Financial targets**

One connected plan, **from Strategy to Operations**, integrating all functional domains and enabling swift **execution**



# SAP Extended Planning and Analysis



**Transform planning**  
across the organization



**Drive agile decisions**  
with planning and  
analysis combined



**Plan with confidence**  
on trusted data

## PLAN TO WIN

# SAP Extended Planning and Analysis



+

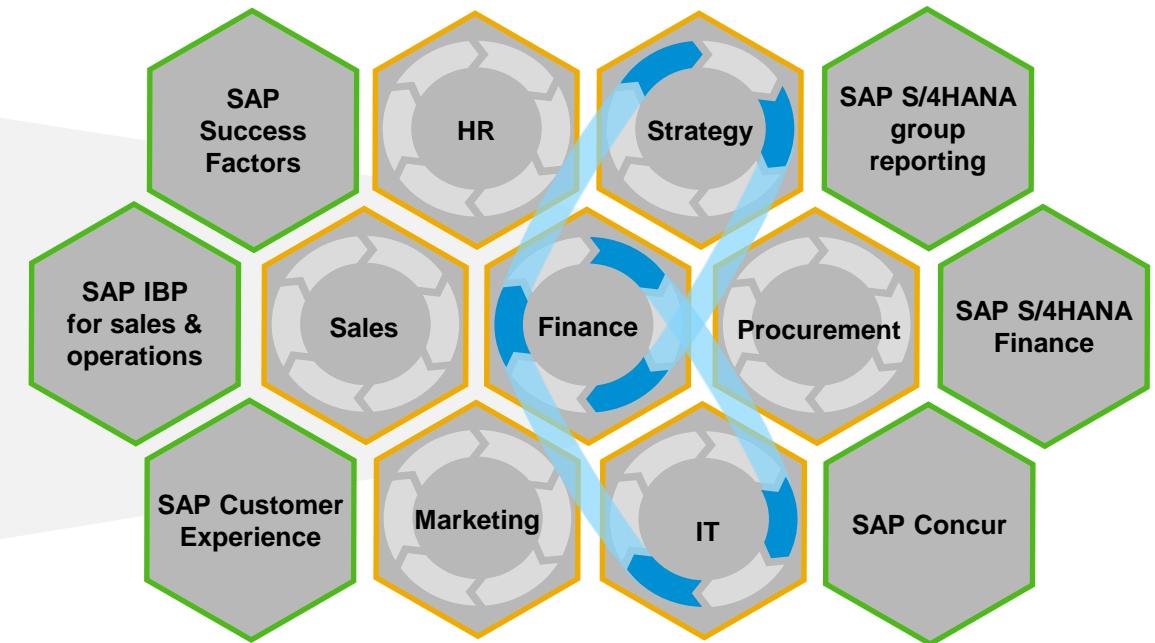
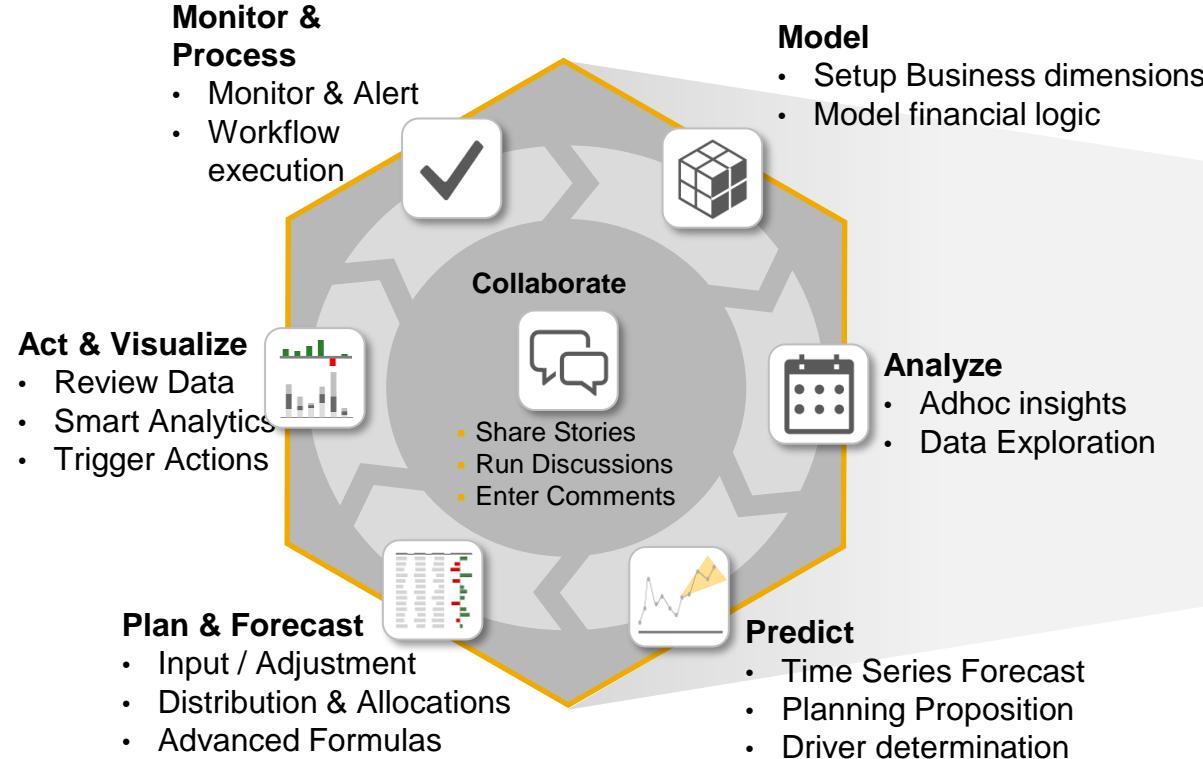


+



## PLAN TO WIN

# xP&A Platform for Cost Efficient FP&A and Connected xP&A

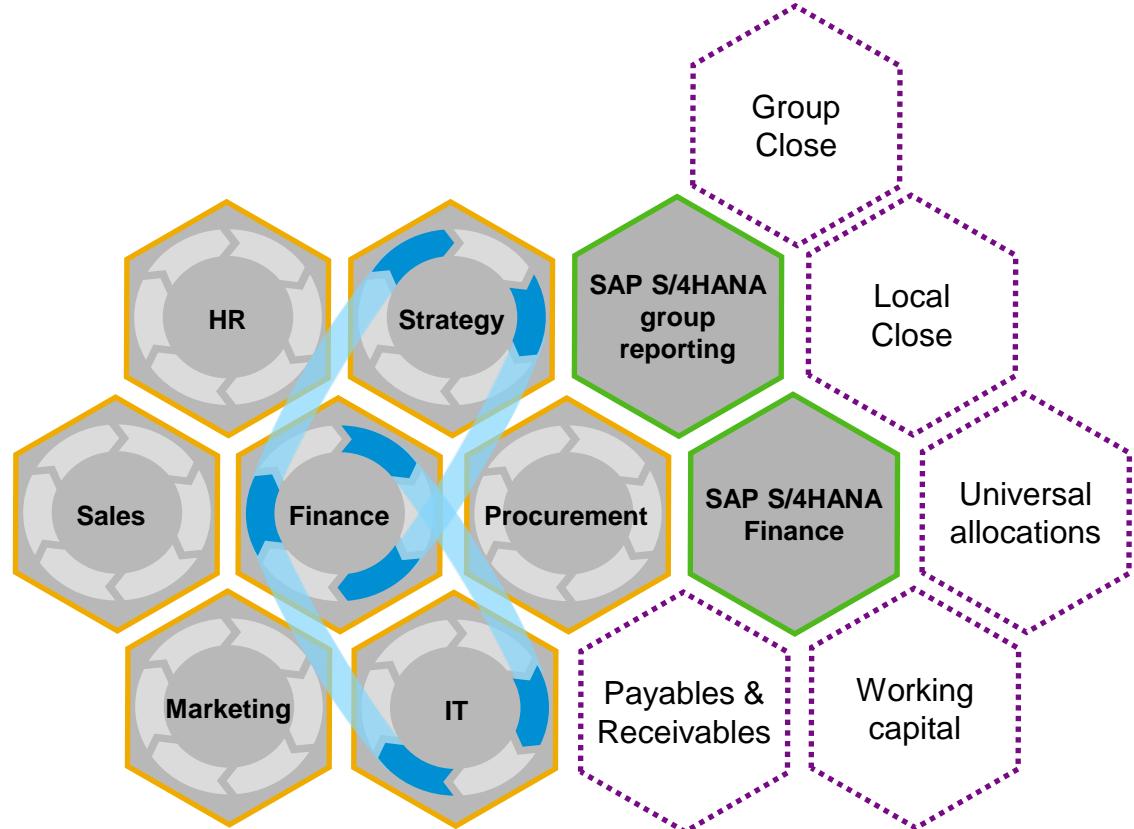


1 **Powerful Analytics, Planning & Applications**  
create a closed loop from insight to action

2 Link **Operational** and **Financial data** from all LoB's data to see one version of the truth in context

3 **Integrate with enterprise applications** **In real time** to bring intelligence to the end user

# Transparent Decisions with the Finance Component of xP&A



Integrated vertically to transaction source – **Insight on highest granularity**

Integrated horizontally, Aligned master data – **Transparent decisions across Operations, Planning and Consolidation**

Cross domain and Group-wide view – **Reliable forward looking insights**

# Transparent Decisions with the HCM Component of xP&A



- Integrated horizontally, Aligned master data – **Transparent decisions across Operations and Planning**
- New positions based on strategic plans – **Execution integration**

## FurstMcNess

"We are very pleased with the results of our project with SAP Analytics Cloud. We are now able to view **key business information in an easy-to-read format in real time.**"

Matt Hartman, CFO, Furst-McNess Company

**50%**

Reduction in time to prepare financial reporting package

**3 months**

To deploy enterprise-wide planning and reporting software

## Callaway

"In just **six months**, we have a streamlined planning process across our enterprise. With SAP Analytics Cloud, we are excited to **explore the future of planning and analytics.**"

Norman Ruppert, Senior Manager of Global Reporting Systems, Callaway Golf Company

**30%**

Improvement in planning cycles

**25%**

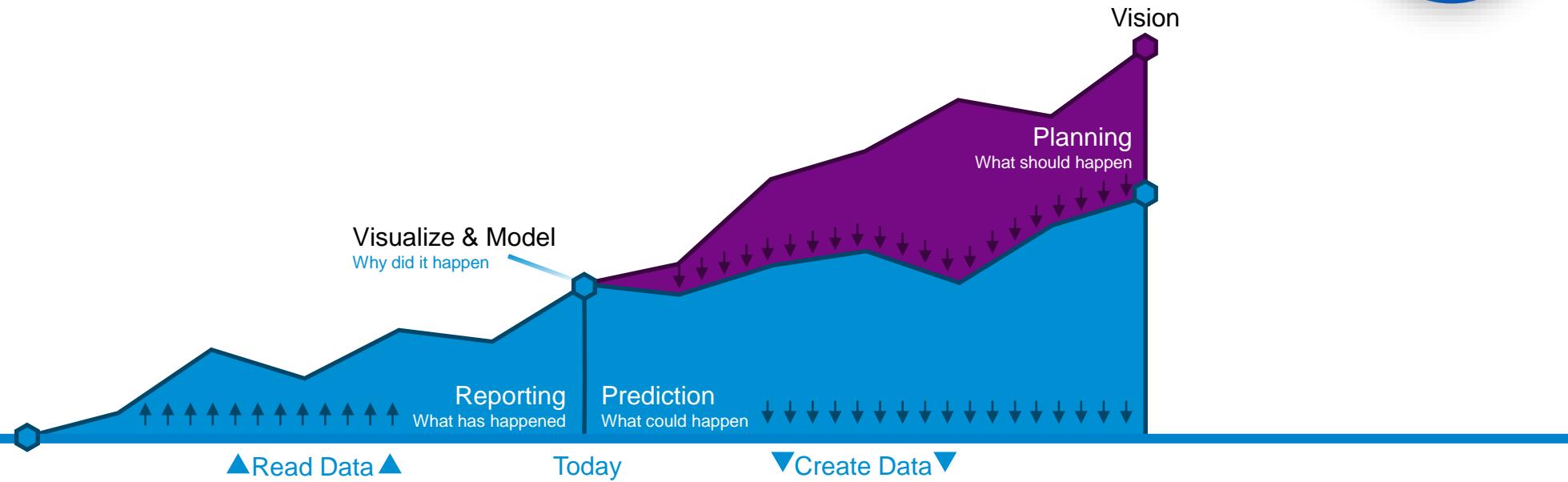
Less dependency on IT support

# SAP Extended Planning and Analysis



## PLAN TO WIN

# BI, Predictive & Planning in 1 platform



- Reporting, Dashboarding and Self Service BI – **Speed to insight & plan alignment**
- Automated forecasting – **Efficiency & accuracy improvements**
- Central platform with flexibility and scenario's – **Directly reconciled and aligned plans**

## Roche

“Every minute we allow our R&D organization to focus on the science has an exponential impact on bringing **transformative medicines and treatments** to society.”

David Dubowsky, Head of R&D Finance, F. Hoffmann-La Roche AG

“Our 10-year ambition requires a **radical shift in the way we work**. I am excited to see finance at the forefront of this transformation.”

Alan Hippe, Chief Financial and IT Officer, F. Hoffmann-La Roche AG

**70%**

Of forecast data entry points automated with SAP Analytics Cloud

**2 hours**

To generate a US\$4.2 billion financial forecast – reduced from several weeks

**7%**

Improvement in forecast accuracy

**One**

Integrated, scalable solution across all R&D units

# SAP Extended Planning and Analysis

Transform planning  
across the organization



Drive agile decisions  
with planning and  
analysis combined



Plan with confidence  
on trusted data

## PLAN TO WIN

# Unique Positioning of SAP



**Sophisticated  
business content**

**Seamlessly integrated  
with the system of record**

**Strong supportive  
ecosystem**

# Integrated Financial Planning Content for S/4HANA

**Configure Planning Factors & Seeding**

Prepare your organization's planning process by defining various factors (e.g., Contribution Margin, Allocation Factors, Scenario Factors, Pay-Off Factors, Activity Relation, Activity Duration Factors, Plan Planning Functions, Create Plan Sample Data, Budget Planning Functions, Create Budget Sample Data).

**COST CENTER PLANNING**

Cost center planning involves entering plan figures for costs, activities, prices, or statistical key figures for a particular cost center and planning period. These can then determine variances against actuals. Variances can be used to trigger alerts or to make the necessary changes to your business processes.

**FINANCIAL STATEMENT PLANNING**

Financial statement planning enables you to do profit and loss planning with trading partner allocation, balance sheet<sup>1</sup> planning, and cash flow<sup>2</sup> calculation in SAP Analytics Cloud. Planning administrators can pre-populate data from the cost center, profitability p...

**Profitability Planning**

The profit and loss statement provides an overview of assets, liabilities, and stockholders' equity at a snapshot in time.

**Cash Flow**

The cash flow (CF) measures how well a company generates cash to pay its debt obligations, fund its operating expenses, and fund investments.

**Integrated Financial Planning for SAP S/4HANA**

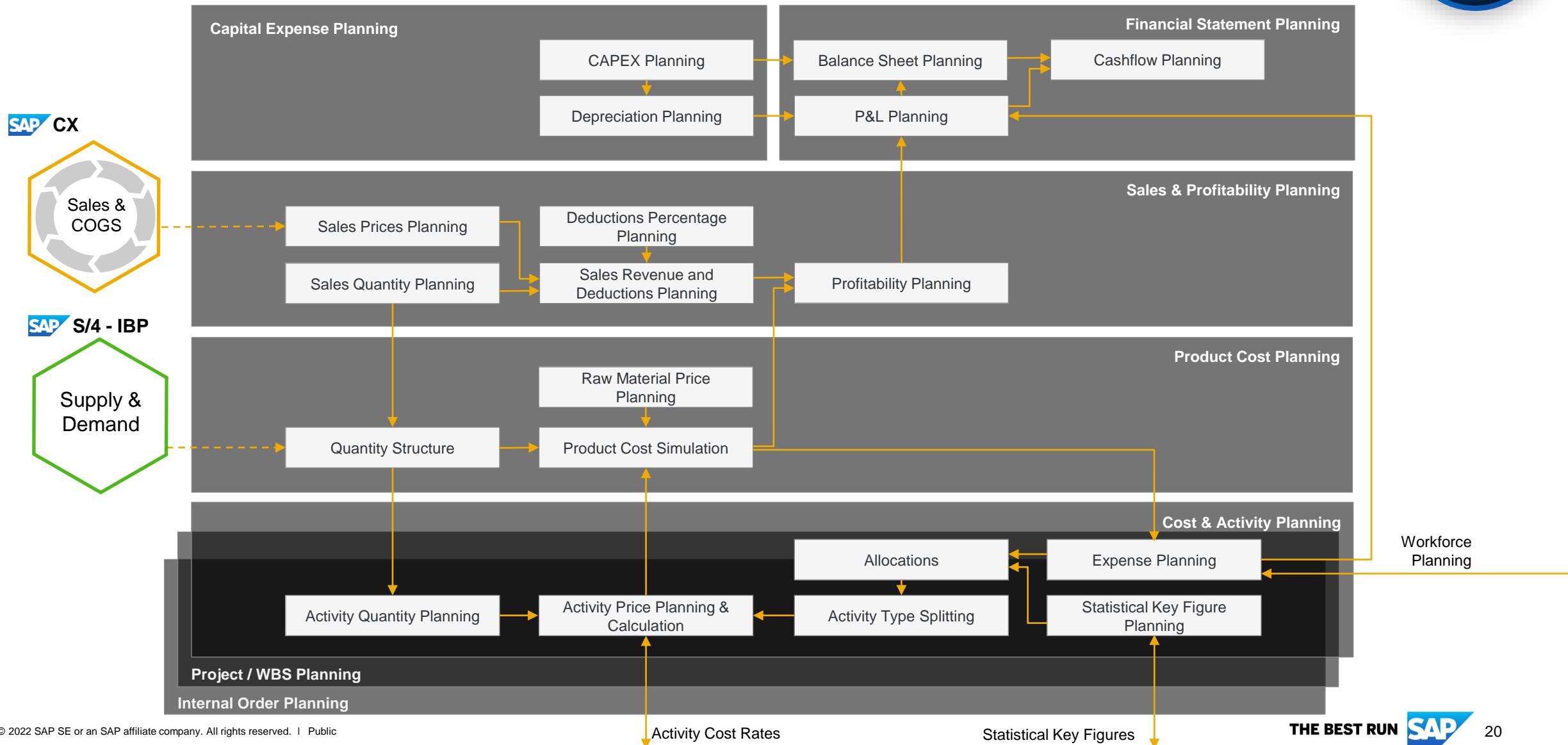
set organizational goals by comparing actual operating results against plan

**SAP Analytics Cloud content**

Configuration: Financial Planning Administration

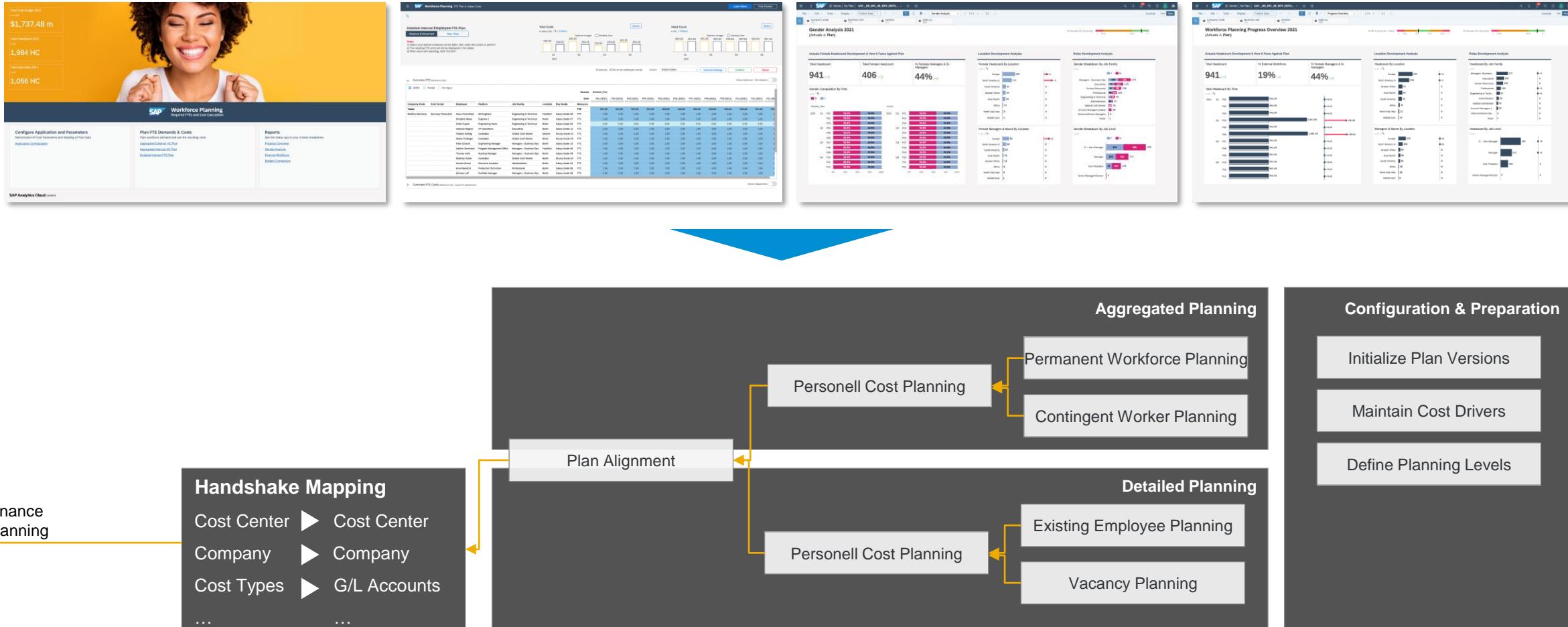
Icons for various planning modules: Cost Center Planning, Project Planning, Internal Order Planning, Product Cost Planning, Profitability Planning, Investment Planning, and Financial Statement Planning.

# Modular Integrated Financial Planning Content for S/4HANA



# Speed to deployment with Operational Headcount Planning Content

**Plan with  
confidence**



## BVB

“It was important for us to closely integrate our ERP and our planning solution. This is the only way to achieve **maximum transparency**.”

Daniel Mangani, CFO, Basler Verkehrs-Betriebe

**> 15,000**

planning objects, from the work breakdown structure to the cost center

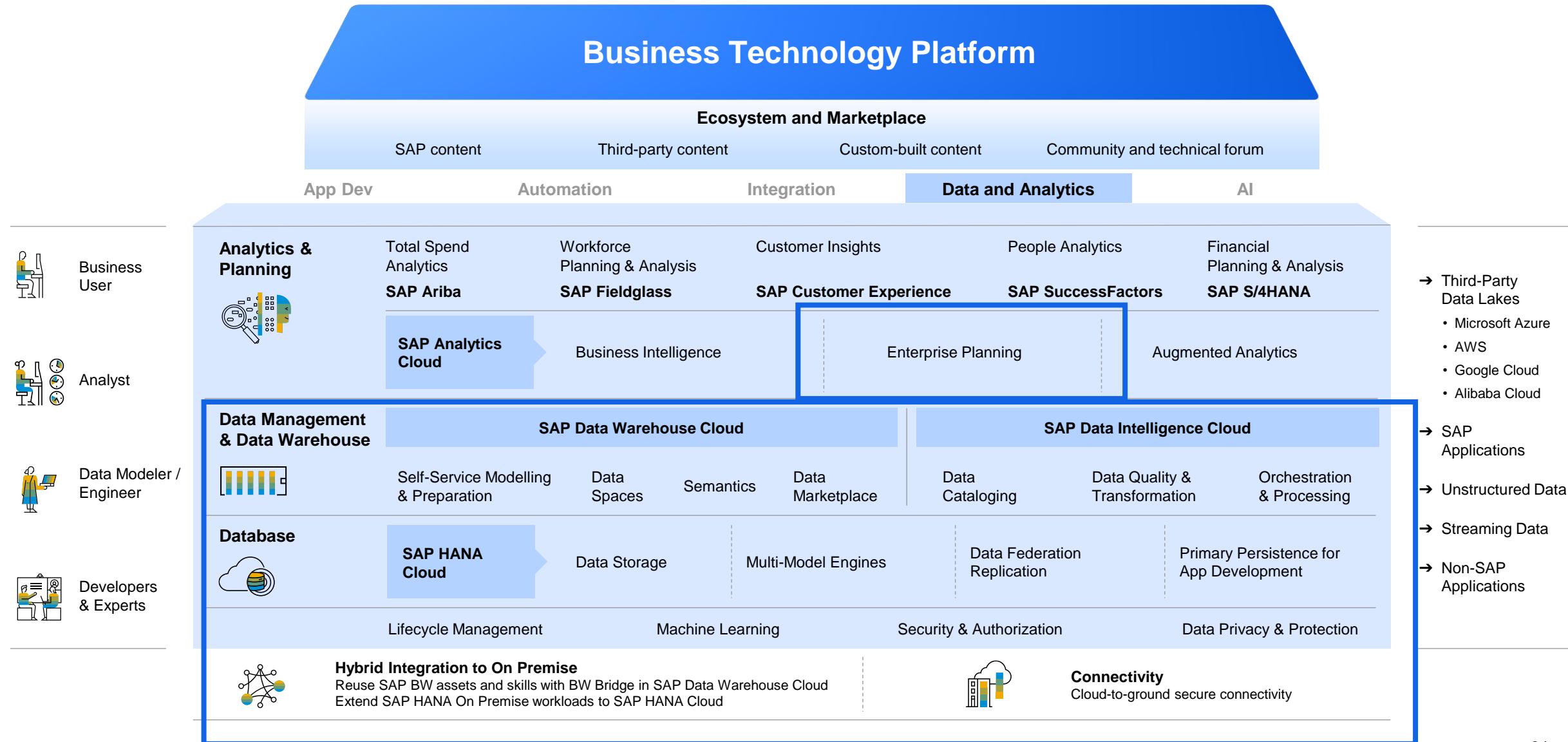
**> 350**

employees are already directly involved in planning tasks

An aerial photograph of a European city, likely Basel, Switzerland, during sunset. The city is built along a river, with numerous bridges crossing it. In the foreground, a large arch bridge spans the river. The city skyline features a mix of historic and modern architecture, with several prominent church spires. The sky is a warm, golden color. The text "SAP PRESENTS" is overlaid in large, white, sans-serif letters.

SAP PRESENTS

# Data and Analytics



# Experience xP&A with SAP

**Guided xP&A experience:**  
on a live system

**Customer xP&A Story:**  
Freudenberg Home and Cleaning Solutions

**xP&A business content:**  
Community pages with best practices and accelerators

# Experience xP&A with SAP

**Guided xP&A experience:**  
on a live system

**Customer xP&A Story:**  
Freudenberg Home and Cleaning  
Solutions

**xP&A business content:**  
Community pages with best practices  
and accelerators



**Chen Nee Faulhaber**  
→ xP&A vision demonstration

# THANK YOU



## Follow us



[www.sap.com/contactsap](http://www.sap.com/contactsap)

© 2022 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See [www.sap.com/trademark](http://www.sap.com/trademark) for additional trademark information and notices.

SAP folgen auf



[www.sap.com/germany/contactsap](http://www.sap.com/germany/contactsap)

© 2022 SAP SE oder ein SAP-Konzernunternehmen. Alle Rechte vorbehalten.

Weitergabe und Vervielfältigung dieser Publikation oder von Teilen daraus sind, zu welchem Zweck und in welcher Form auch immer, ohne die ausdrückliche schriftliche Genehmigung durch SAP SE oder ein SAP-Konzernunternehmen nicht gestattet.

In dieser Publikation enthaltene Informationen können ohne vorherige Ankündigung geändert werden. Die von SAP SE oder deren Vertriebsfirmen angebotenen Softwareprodukte können Softwarekomponenten auch anderer Softwarehersteller enthalten. Produkte können länderspezifische Unterschiede aufweisen.

Die vorliegenden Unterlagen werden von der SAP SE oder einem SAP-Konzernunternehmen bereitgestellt und dienen ausschließlich zu Informationszwecken. Die SAP SE oder ihre Konzernunternehmen übernehmen keinerlei Haftung oder Gewährleistung für Fehler oder Unvollständigkeiten in dieser Publikation. Die SAP SE oder ein SAP-Konzernunternehmen steht lediglich für Produkte und Dienstleistungen nach der Maßgabe ein, die in der Vereinbarung über die jeweiligen Produkte und Dienstleistungen ausdrücklich geregelt ist. Keine der hierin enthaltenen Informationen ist als zusätzliche Garantie zu interpretieren.

Insbesondere sind die SAP SE oder ihre Konzernunternehmen in keiner Weise verpflichtet, in dieser Publikation oder einer zugehörigen Präsentation dargestellte Geschäftsabläufe zu verfolgen oder hierin wiedergegebene Funktionen zu entwickeln oder zu veröffentlichen. Diese Publikation oder eine zugehörige Präsentation, die Strategie und etwaige künftige Entwicklungen, Produkte und/oder Plattformen der SAP SE oder ihrer Konzernunternehmen können von der SAP SE oder ihren Konzernunternehmen jederzeit und ohne Angabe von Gründen unangekündigt geändert werden. Die in dieser Publikation enthaltenen Informationen stellen keine Zusagen, kein Versprechen und keine rechtliche Verpflichtung zur Lieferung von Material, Code oder Funktionen dar. Sämtliche vorausschauenden Aussagen unterliegen unterschiedlichen Risiken und Unsicherheiten, durch die die tatsächlichen Ergebnisse von den Erwartungen abweichen können. Dem Leser wird empfohlen, diesen vorausschauenden Aussagen kein übertriebenes Vertrauen zu schenken und sich bei Kaufentscheidungen nicht auf sie zu stützen.

SAP und andere in diesem Dokument erwähnte Produkte und Dienstleistungen von SAP sowie die dazugehörigen Logos sind Marken oder eingetragene Marken der SAP SE (oder von einem SAP-Konzernunternehmen) in Deutschland und verschiedenen anderen Ländern weltweit. Alle anderen Namen von Produkten und Dienstleistungen sind Marken der jeweiligen Firmen.

Zusätzliche Informationen zur Marke und Vermerke finden Sie auf der Seite [www.sap.com/trademark](http://www.sap.com/trademark)