SAP BTP Innovation Day

SAP Analytics Cloud Planning xP&A Finance Transformation

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October, 2023

"Prediction is very difficult, especially if it's about the future"

Niels Bohr, the Nobel prize winner in Physics 1922

Agenda

- SAP Vision and xP&A
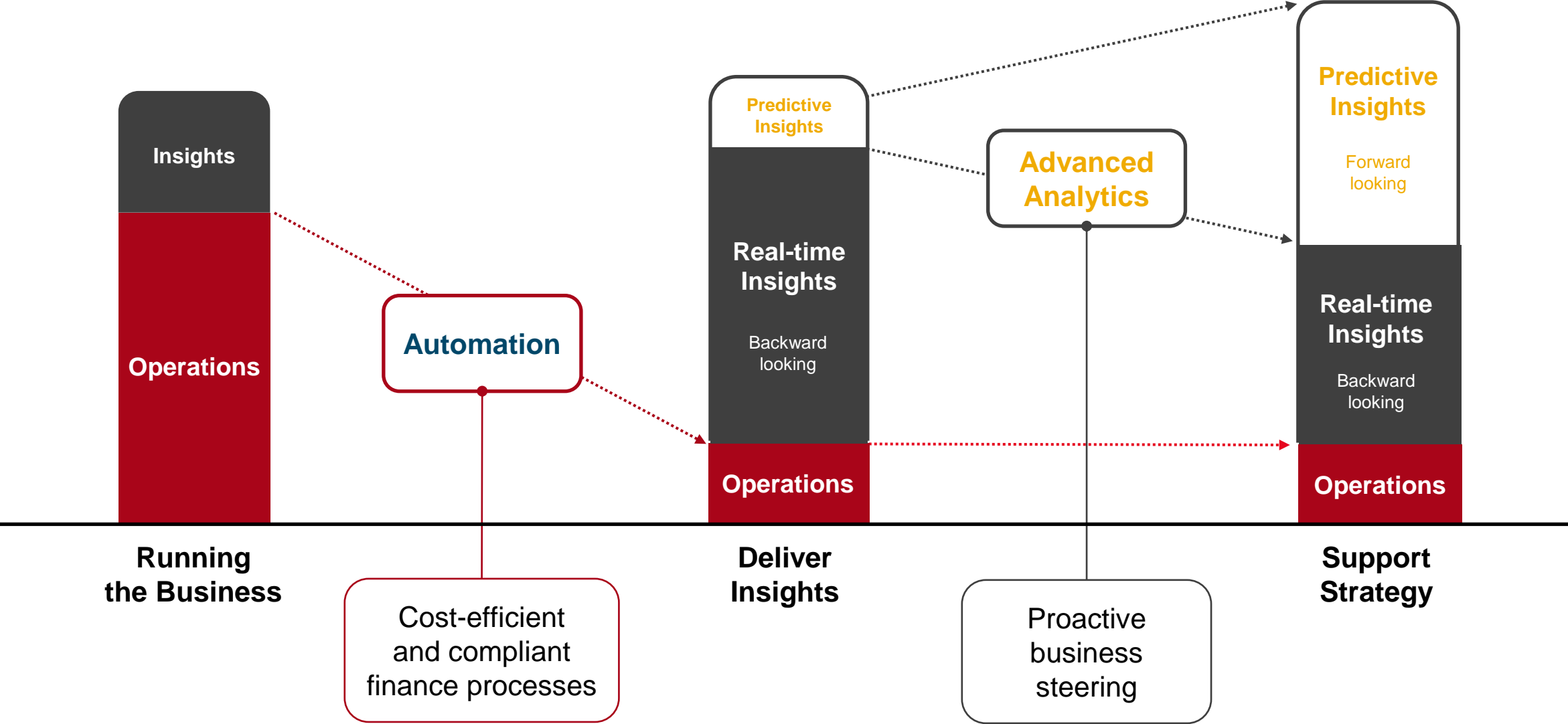- Introducing SAC
- Pre-build content - IFP
- Demo
- Why?

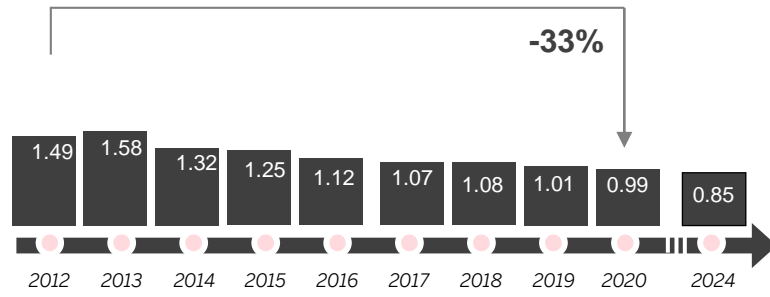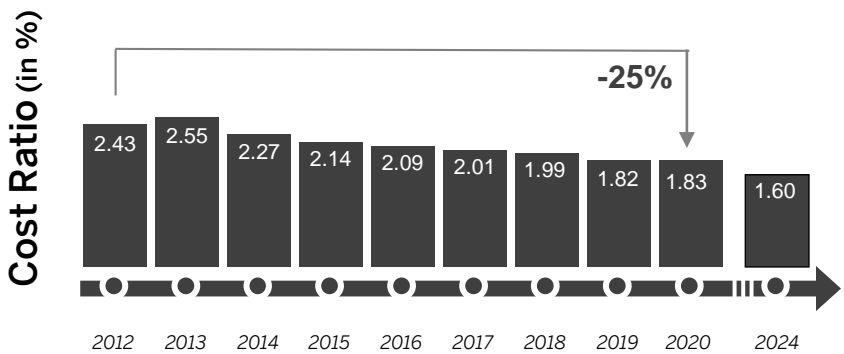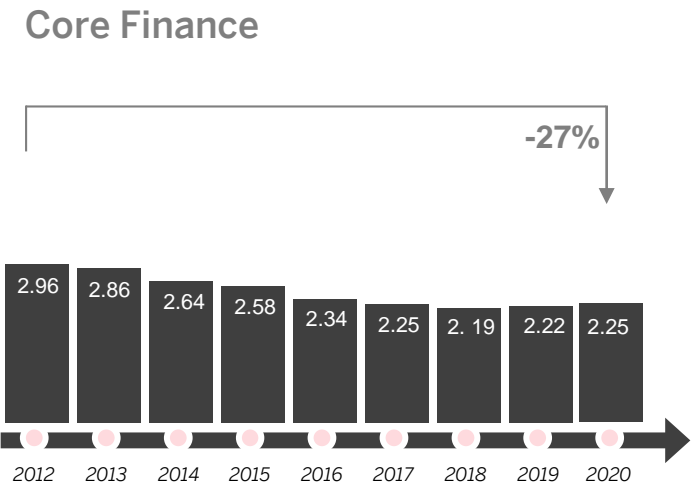# SAP Vision and xP&A

Finance transformation

SAP's Vision for Finance Transformation

Enable confident business decisions into the future with your finance platform

Running the Business

Insights

Operations

Automation

Cost-efficient and compliant finance processes

Deliver Insights

Predictive Insights

Real-time Insights

Backward looking

Operations

Advanced Analytics

Proactive business steering

Support Strategy

Predictive Insights

Forward looking

Real-time Insights

Backward looking

Operations

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SAP´s own Finance Transformation
SAP Global Finance organization is key contributor to SAPs sustainable financial growth

SAP Headcount Growth (in tsd)

66%

2012	2013	2014	2015	2016	2017	2018	2019	2020
64.4	66.6	74.4	77.0	84.2	88.5	96.5	100.3	107.1

SAP Revenue Growth (in bn EUR)

69%

2012	2013	2014	2015	2016	2017	2018	2019	2020
16.3	16.9	17.6	20.8	22.1	23.5	24.7	27.6	27.3

GFA Board Area

Headcount Ratio (in %)

-18%

2012	2013	2014	2015	2016	2017	2018	2019	2020
4.87	4.93	4.55	4.56	4.40	4.29	4.21	4.17	4.00

Cost Ratio (in %)

-25%

2012	2013	2014	2015	2016	2017	2018	2019	2020	2024
2.43	2.55	2.27	2.14	2.09	2.01	1.99	1.82	1.83	1.60

Core Finance

-27%

2012	2013	2014	2015	2016	2017	2018	2019	2020
2.96	2.86	2.64	2.58	2.34	2.25	2.19	2.22	2.25

-33%

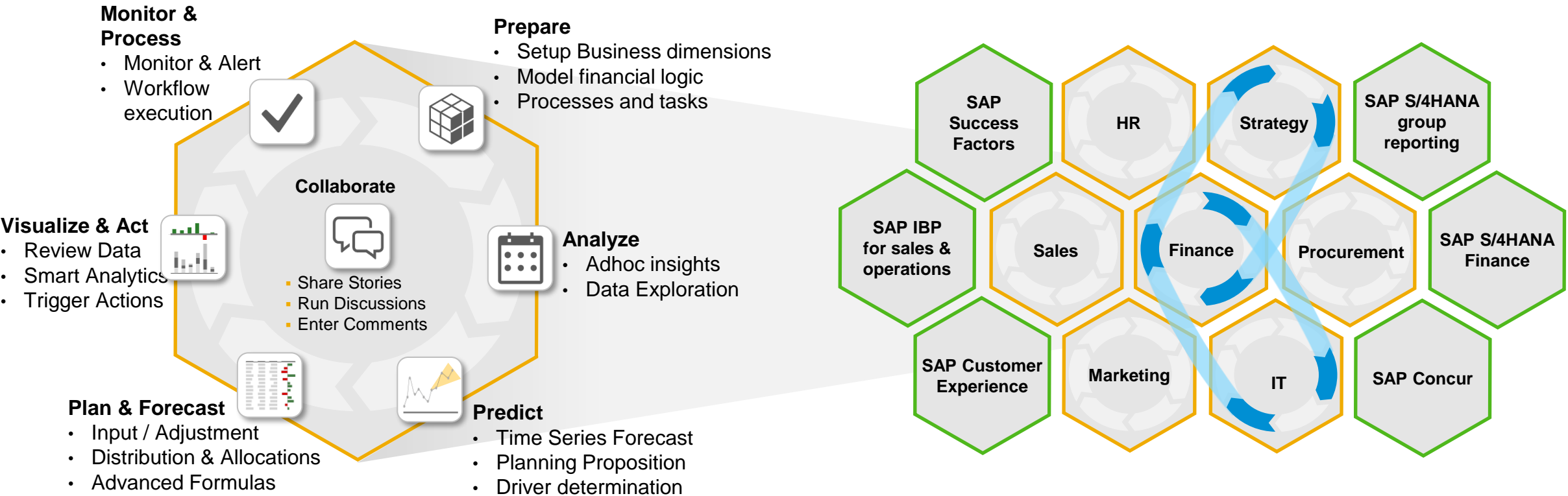| 2012	2013	2014	2015	2016	2017	2018	2019	2020	2024
1.49	1.58	1.32	1.25	1.12	1.07	1.08	1.01	0.99	0.85

GFA Board area Ratio includes Procurement, Legal, Deal Support and others.
The Core Finance Cost Ratio excludes these elements and is therefore comparable to external benchmarks e.g. The Hackett Group, APQC,…

Key Capabilities supporting Finance Transformation

- Agility & Self-service
- Predictive Insights
- Innovation
- Automation
- Connected plans
- Implementation accelerators & Best practices

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

Monitor & Process
- Monitor & Alert
- Workflow execution

Prepare
- Setup Business dimensions
- Model financial logic
- Processes and tasks

Collaborate
- Share Stories
- Run Discussions
- Enter Comments

Visualize & Act
- Review Data
- Smart Analytics
- Trigger Actions

Analyze
- Adhoc insights
- Data Exploration

Plan & Forecast
- Input / Adjustment
- Distribution & Allocations
- Advanced Formulas

Predict
- Time Series Forecast
- Planning Proposition
- Driver determination

SAP Success Factors

HR

Strategy

SAP S/4HANA group reporting

SAP IBP for sales & operations

Sales

Finance

Procurement

SAP S/4HANA Finance

SAP Customer Experience

Marketing

IT

SAP Concur

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

THE BEST RUN SAP

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Introducing SAP Analytics Cloud

Finance transformation

One | Simple | Cloud − Analyze, Plan, Predict, and Report all in One Place

SAP Analytics Cloud

CONFIDENT DECISIONS

Business Intelligence
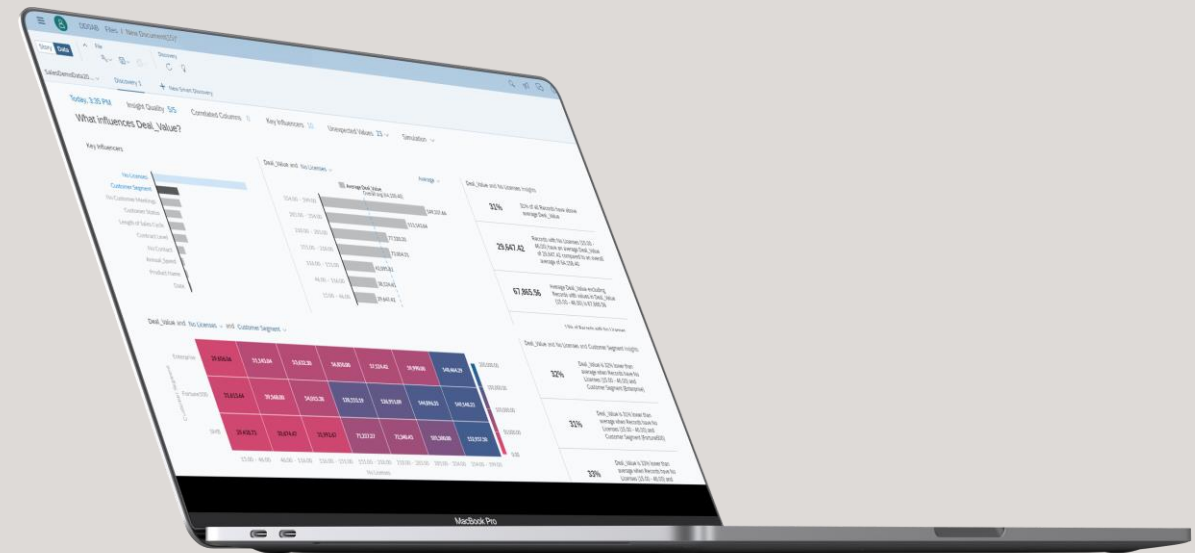
Enterprise Planning

Augmented Analytics

On Premise　　　　Hybrid　　　　Cloud
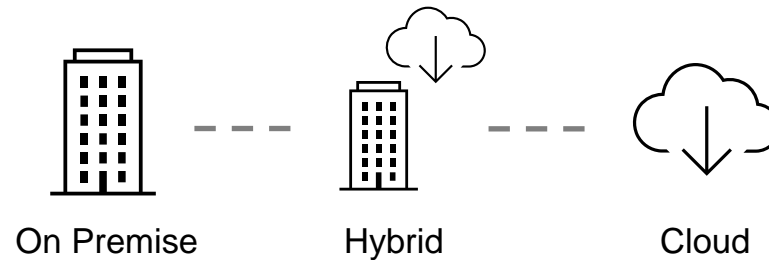
SAP Analytics Cloud Planning
Main themes

- Agility & Self-service
- Innovation & Predictive Planning
- Automation
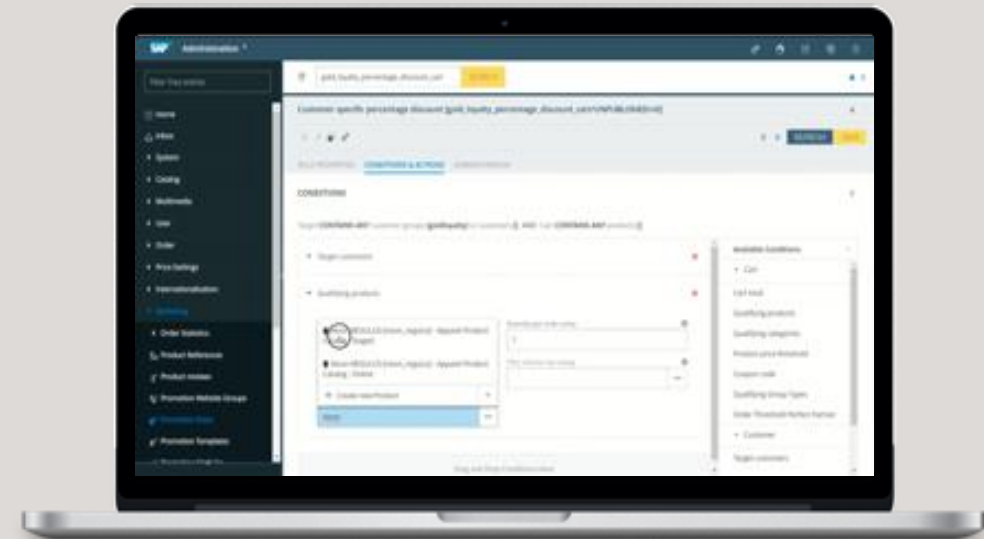- Connected plans
- Acceleration: Readymade solution for S/4HANA Financial planning

SAP Analytics Cloud
Core planning capabilities

- Full financial planning
- Top down or bottom up
- Driver based planning
- Rolling forecasting
- Variance analysis reporting
- Collaboration and commentary
- Private versions
- What if simulations
- Predictive planning
- Workflow and task assignment
- Graphical allocations
- Excel integration

How SAC supports Finance transformations

Agility & Self service: Cloud qualities and Business in the driver seat

Automation: Predictive planning + Rolling Forecast

Innovation & xP&A: Dedicated Product Management team
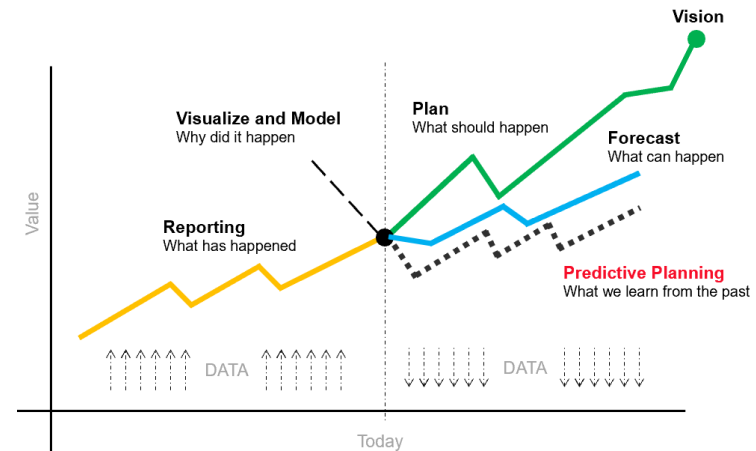
Connected Plans: xP&A and connected plans via aligned data model

SAP Analytics Cloud

Readymade solution− Integrated Financial planning for SAP S/4HANA

Financial Planning & Analysis for SAP S/4HANA
One source of truth for plan and actuals across the enterprise

Live connectivity for financial
reporting and analysis

New planning capabilities to
support enterprise requirements
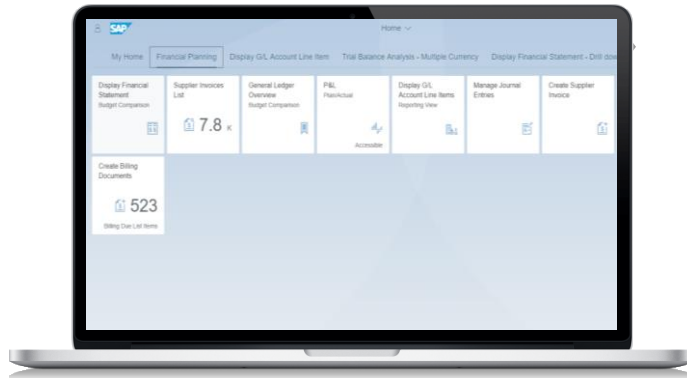
Sync data

Master Data:

G/L Account
Company Code
Cost Center
Profit Center
Functional Area
Trading Partner

Transaction Data:

Actual G/L activity by period
from S/4HANA Cloud and
other sources

Plan/Forecast data from SAP
Analytics Cloud

Sync data
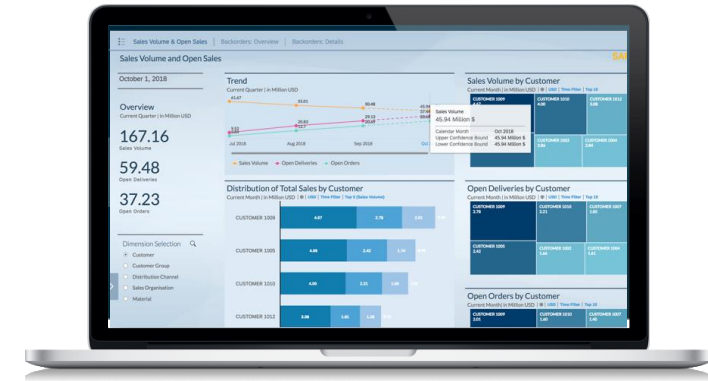
SAP S/4HANA

SAP Analytics Cloud
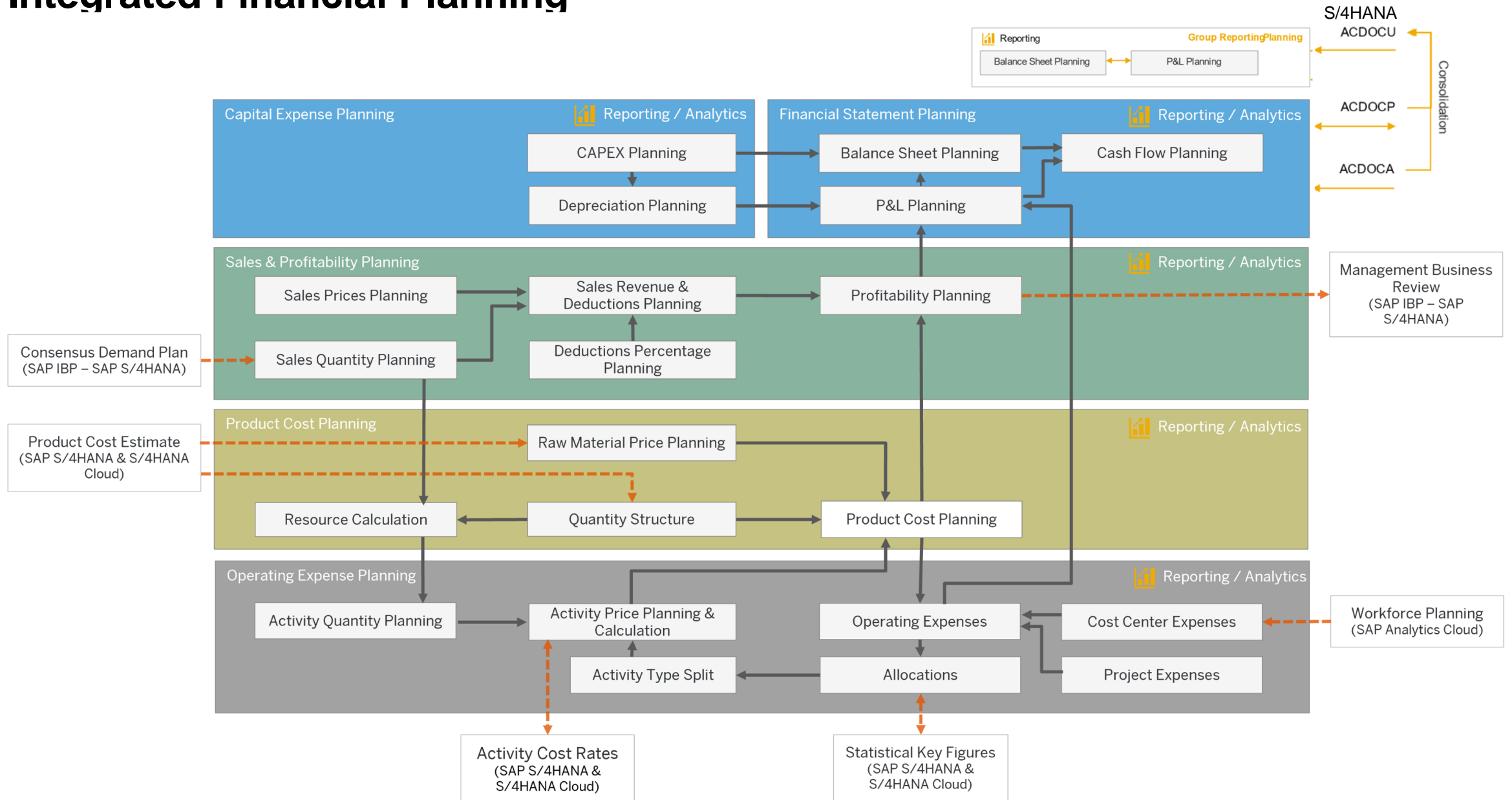
Basic Equation

Planning Tool (SAC)

+ SAP S/4HANA Integration (SAC Connector)

+ Financial Planning Content solution

+ Flexibility to extend
_____

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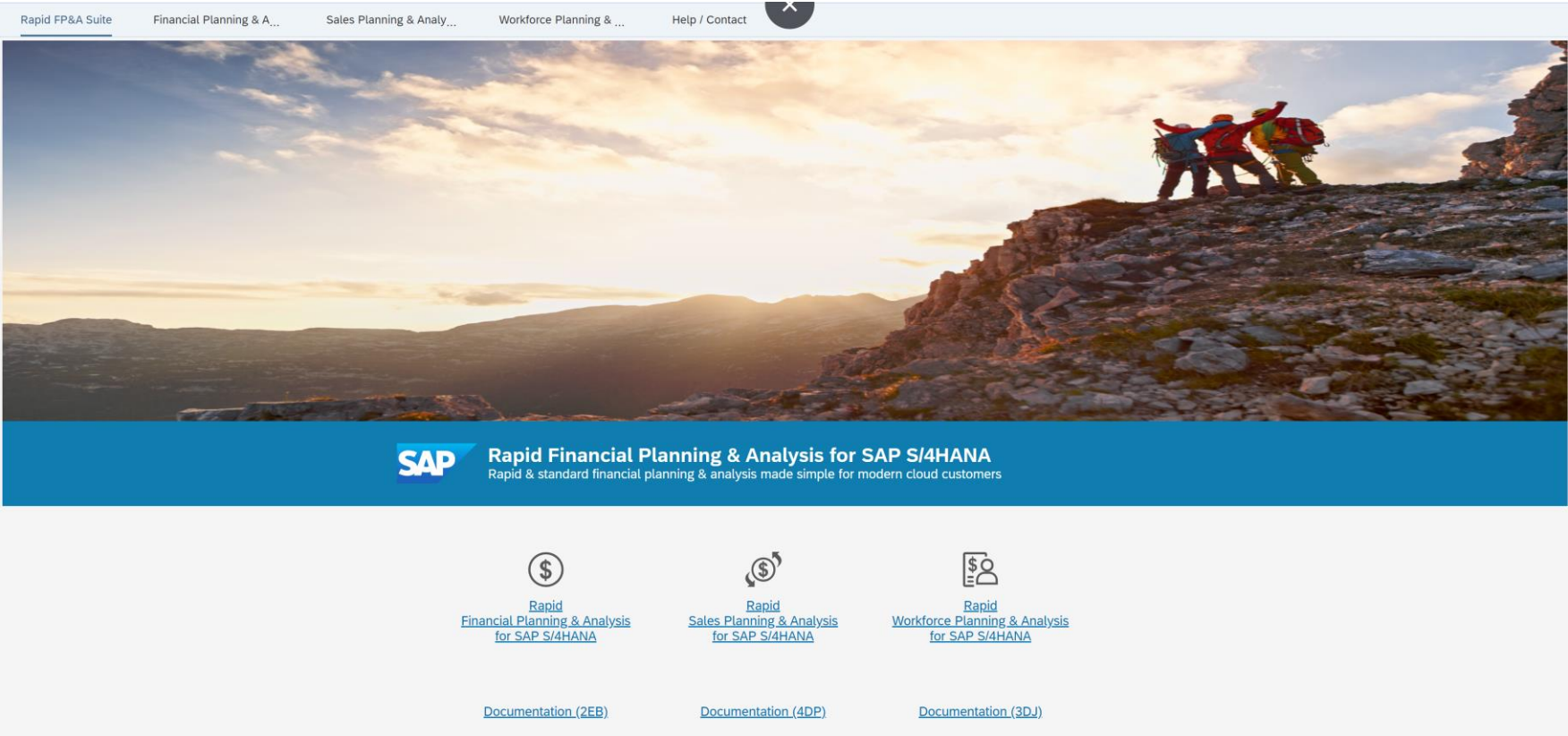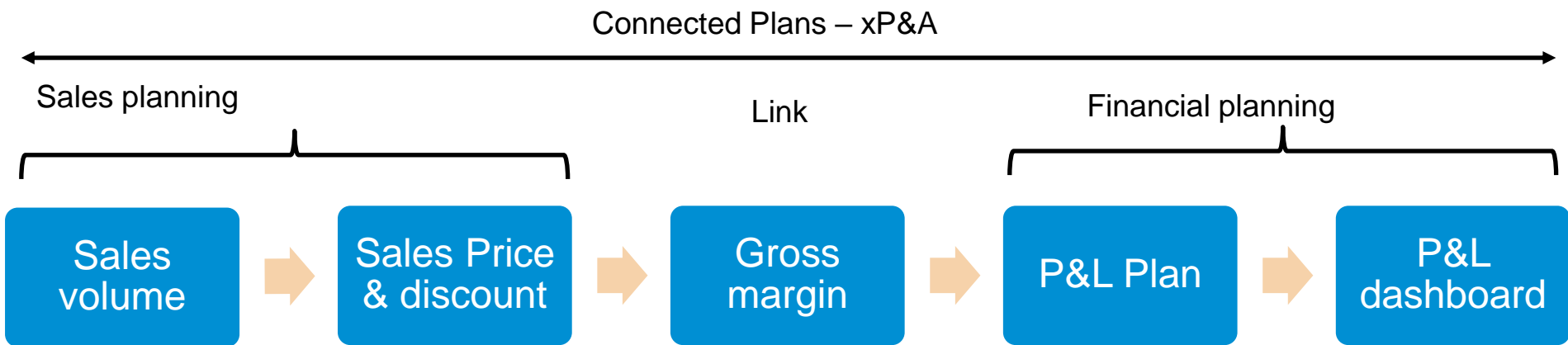
Integrated Financial Planning

Demo

Example of xP&A planning

SAP

Example of xP&A Sales plan -> P&L plan

Connected Plans – xP&A

Sales planning   Link   Financial planning

| Sales volume | → | Sales Price & discount | → | Gross margin | → | P&L Plan | → | P&L dashboard |

SAP Analytics Cloud

High Recognition from the market so far

3 100+ clients running Planning cycles & Forecast simulations

Customer Highlights

KÄRCHER

Why SAP Analytics Cloud?

- Single solution for planning, self service reporting, and analytics, based on SAP Analytics Cloud

- Rapid prototyping, involving feedback from multiple teams

- Increased efficiency, with automated planning workflows and user-friendly visualizations

www.kaercher.com

Callaway

Why SAP Analytics Cloud?

- Allowing users to eliminate silos and crowdsource plans

- Redefine and streamline the planning process

- 30% improv. in planning cycles

- 25% less dependency on IT support

www.callawaygolf.com

Target

Why SAP Analytics Cloud?

- Centralized the planning process

- Automated reporting

- Instant visibility to P&L impact

- Integrated data flow to across planning scenarios

- Create versions on the fly
- Combine multiple versions together across different time periods

www.target.com

Microsoft

Why SAP Analytics Cloud?

- Allow extensibility of SAP SuccessFactors

- Workforce planning to get a strategic corporate wide point of view on what talent do we have. and what is the future career and learning needs

- Increased efficiency with Data-driven decision-making and reduced manual workload

MicrosoftCustomer story
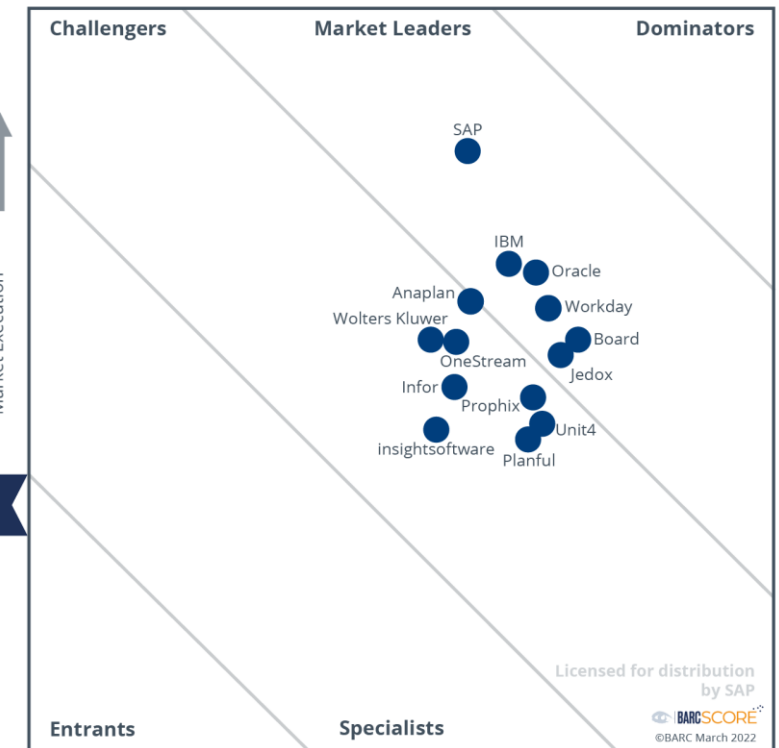
BARC: Integrated Planning & Analytics 2022
SAP Analytics Cloud rankings

Highlights from the report:

- Integrated **business-user-friendly** functionality for planning and analytics

- Augmented analytics features that leverage **predefined ML algorithms** help users to predict and dig deep into data sets quickly by surfacing trends and outliers

- **Exclusive connectivity** (e.g., live access and direct write-back) and **prebuilt content** available for SAP's own data sources and applications

BARCSCORE

INTEGRATED PLANNING & ANALYTICS

Challengers   Market Leaders   Dominators

SAP
IBM
Oracle
Anaplan
Workday
Wolters Kluwer
Board
OneStream
Jedox
Infor
Prophix
Unit4
insightsoftware
Planful

Market Execution

Entrants   Specialists

Portfolio Capabil

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Disclaimer: BARC Score is published by BARC GmbH (BARC). This chart is part o... of the methodology and criteria behind the chart, and should be viewed in the ... the vendors featured in its research documents, and does not advise readers t... Vendors appearing in the bottom left corner of this chart are market entrants o... Those vendors in the top right area are not necessarily superior, but have stron...

BARC SCORE
SCORE
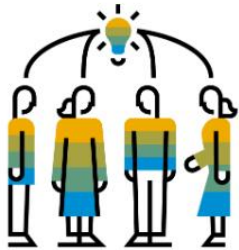Integrated Planning & Analytics
Market Leader
SAP
2022

Why Customers choose SAC Planning?

One integrated solution

Unmatched standard integration to SAP
Applications like S/4HANA

Speed up implementation
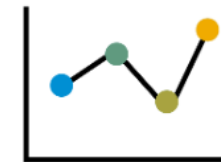
Ready-made solution for financial planning,
workforce in S/4HANA

Enable xP&A

Aligned datamodel and integrated plans
Finance, HR, Sales, logisitics etc..

Agility and new ways of working

Built-in analytics, simulate scenarios,
collaborate around plans, predictive forecasting

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THANK YOU!