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BTP for RISE Customers

Peter Harborow, BTP Center of Excellence
March 28th

AGENDA

01 SAP Cloud Strategy & Mindset

02 S4 RISE

03 Why BTP for RISE

04 Customer Examples



Shifting to a Cloud Mindset





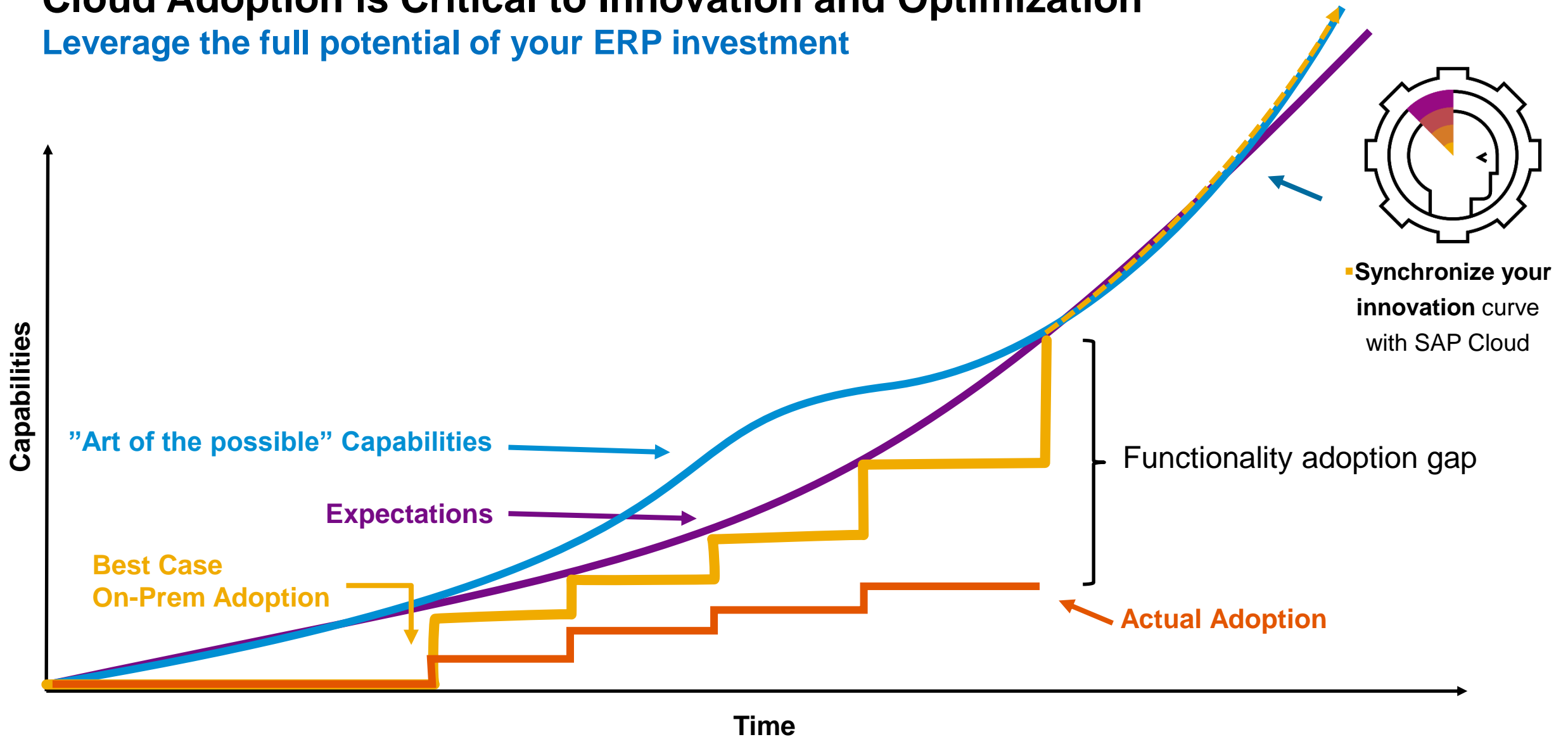
Cloud technology is a key innovation enabler

“It’s clear that there’s tremendous value enabled by adopting cloud—more than \$1 trillion by 2030. Almost all of that value comes from business innovation and optimization rather than IT cost reduction.”

McKinsey 2021

Cloud Adoption is Critical to Innovation and Optimization

Leverage the full potential of your ERP investment



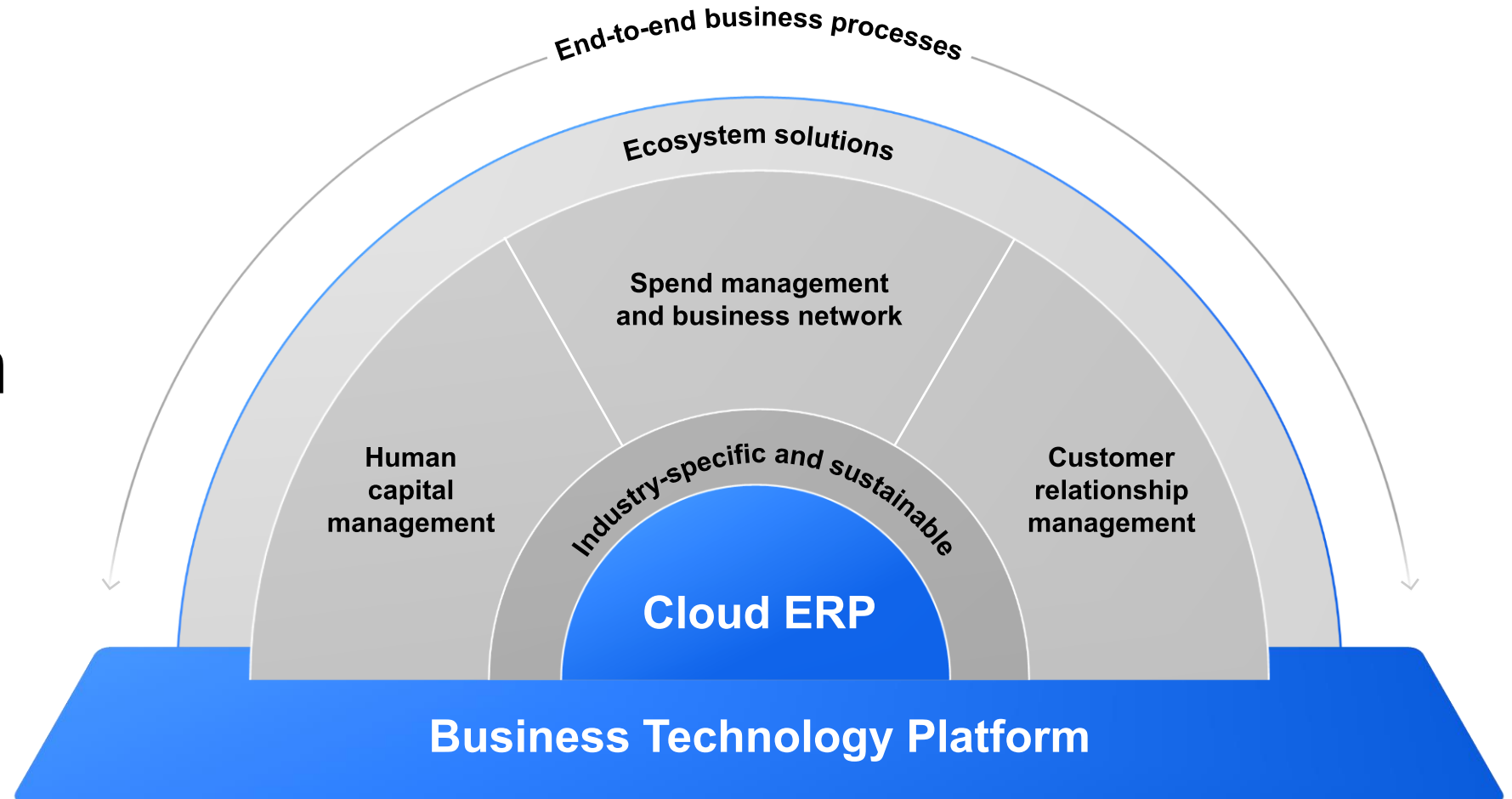
What's Happening in the SAP Cloud World – Context

Main Drivers for Deploying to the Cloud

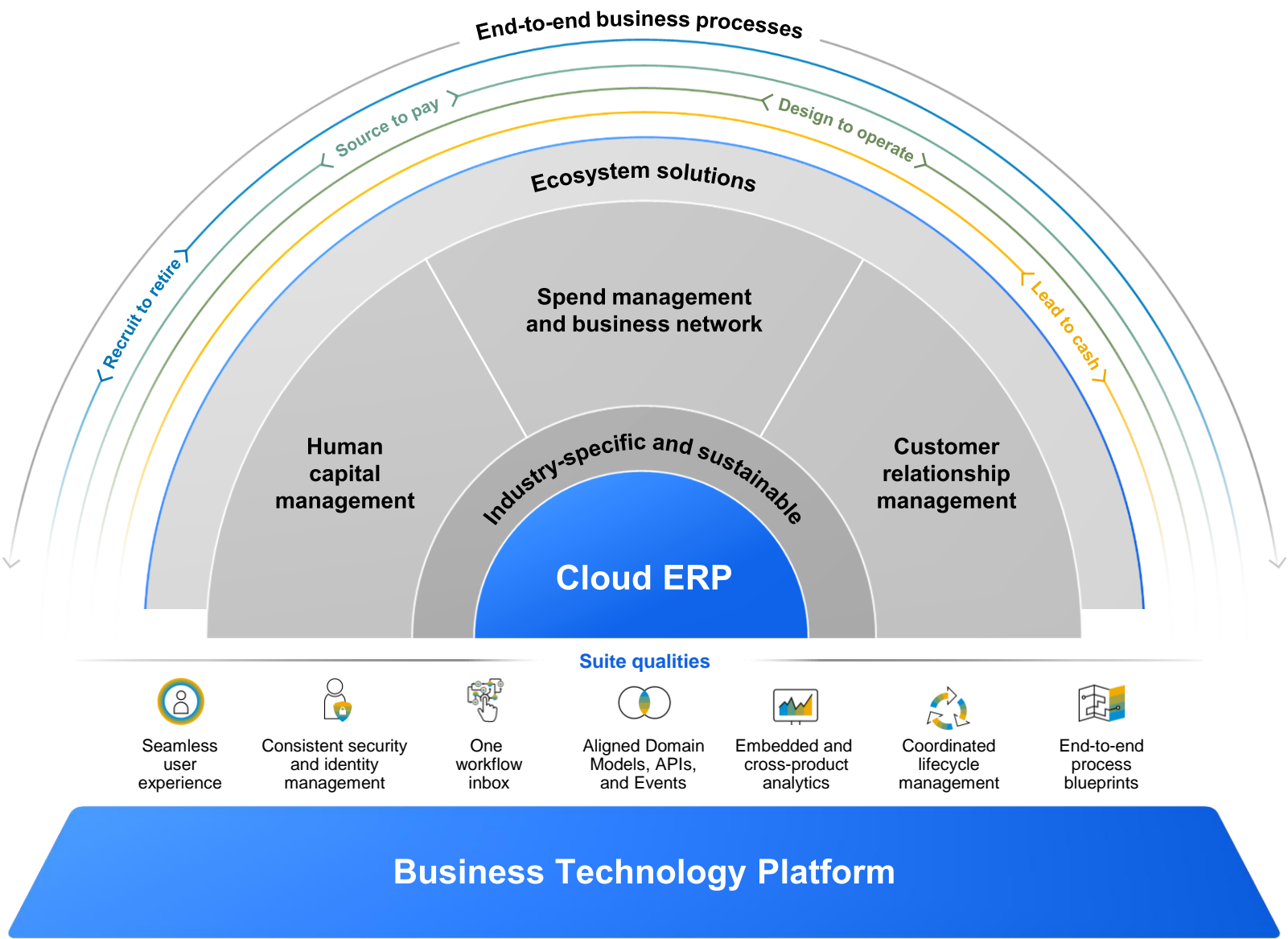
1. Lower Total Cost of Ownership
2. Faster time to Value
3. Resilience
4. Security
5. Flexible Payment Options
6. Increased Agility to Optimize and Innovate

To address these drivers, SAP has expanded its existing cloud solutions to next level by introducing the **RISE with SAP** program in 2021.

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



Intelligent
enterprises are
integrated
enterprises





RISE WITH SAP

Driving business
innovation together

What is RISE with SAP?

The solution to become an intelligent,
sustainable enterprise in the cloud

It is a comprehensive solution with:

- Cloud ERP for every business need
- Industry next practices and extensibility
- Analytics and business process intelligence
- Outcome-driven services from SAP and partners

RISE with SAP

Traditional flexibility & scope + cloud value



Accelerate
Move to Cloud

Cloud Value



SAP S/4HANA Cloud

Designed to provide innovation and cloud value while allowing customers to retain their investments by converting their existing systems, or providing a path for greenfield implementations.

Innovation

- **Full ERP scope** including LOB and industry processes, supporting **25 industries**
- Code enhancements & **code modifications** supported
- **Expert configuration** via full IMG access
- **Operating Expense** via subscription-based commercial model
- **Hyperscaler** infrastructure agility

Simplicity

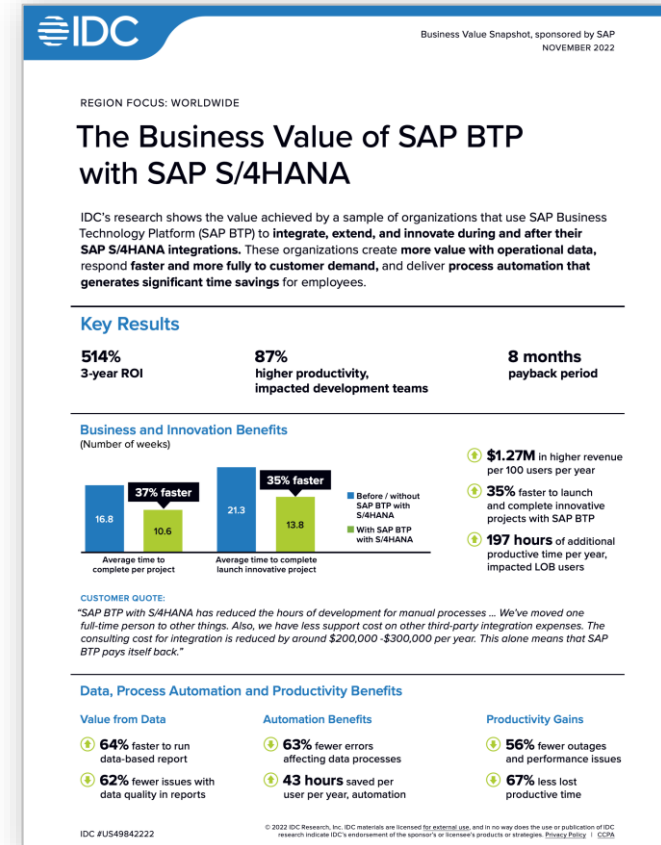
- **One SLA, One hand to shake**
- **Transformation** to a pure SaaS-based landscape *at your pace*
- **Partner add-ons allowed** to enhance competitive differentiation
- **Flexible ramping possible** to fit your project needs

IDC Business Value Study: SAP BTP for SAP S/4HANA Cloud

514%
three-year ROI

8 months
to payback

87%
higher productivity
to development
teams



IDC Study - Infographic

**RISE
WITH
SAP**

**SAP Business Technology Platform for
SAP S/4HANA Cloud**

SAP BTP unlocks four sources of differentiating value on your RISE with SAP journey



Accelerate
Move to Cloud



Keep the
Core Clean



Integrate
Business Processes



Plan and
Analyze

The S/4HANA Journey with BTP



Accelerate
Move to Cloud

Prepare



Validate readiness

Run pathfinder and Readiness Check

Analyze business processes

Identify process inefficiencies and gaps

Assess data quality

Identify and address data quality and data privacy issues

Optimize data footprint

Evaluate data retention policies

Get to standard

Start to decouple complex customizations from core

Revise data & analytics strategy

S/4 Impact to Data and Analytics strategy

Move



Right-size the landscape

Size landscape, modernize and move to the cloud

Migrate systems

Facilitate end-to-end migration activities

Modernize integrations

Out-of-the-box integrations with SAP and non-SAP systems

Accelerate testing

AI-driven impact assessments and test automation

Simplify processes

Automate business processes with AI, ML and RPA

Modernize data & analytics

End-to-end analytics across the landscape with self service capabilities

Run



Improve data & analytics

End-to-end analytics across the landscape with self service capabilities

Innovate

Support growth initiatives, improve operational efficiency, support new business models

Optimize IT processes

Regularly analyze and optimize the IT landscape

Continuous improvement

Increase resiliency and agility of business processes

Platform management

Governance and usage optimization of cloud services


Monitor

End-to-end monitoring across the landscape

Accelerate move to cloud


Syniti

essity

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- Industry best practices (Medtech/Life Sciences)
 - Spare parts harmonization reducing error and deduplicates
 - Reduce functional team and business SME involvement with 25%

[Read the story](#)

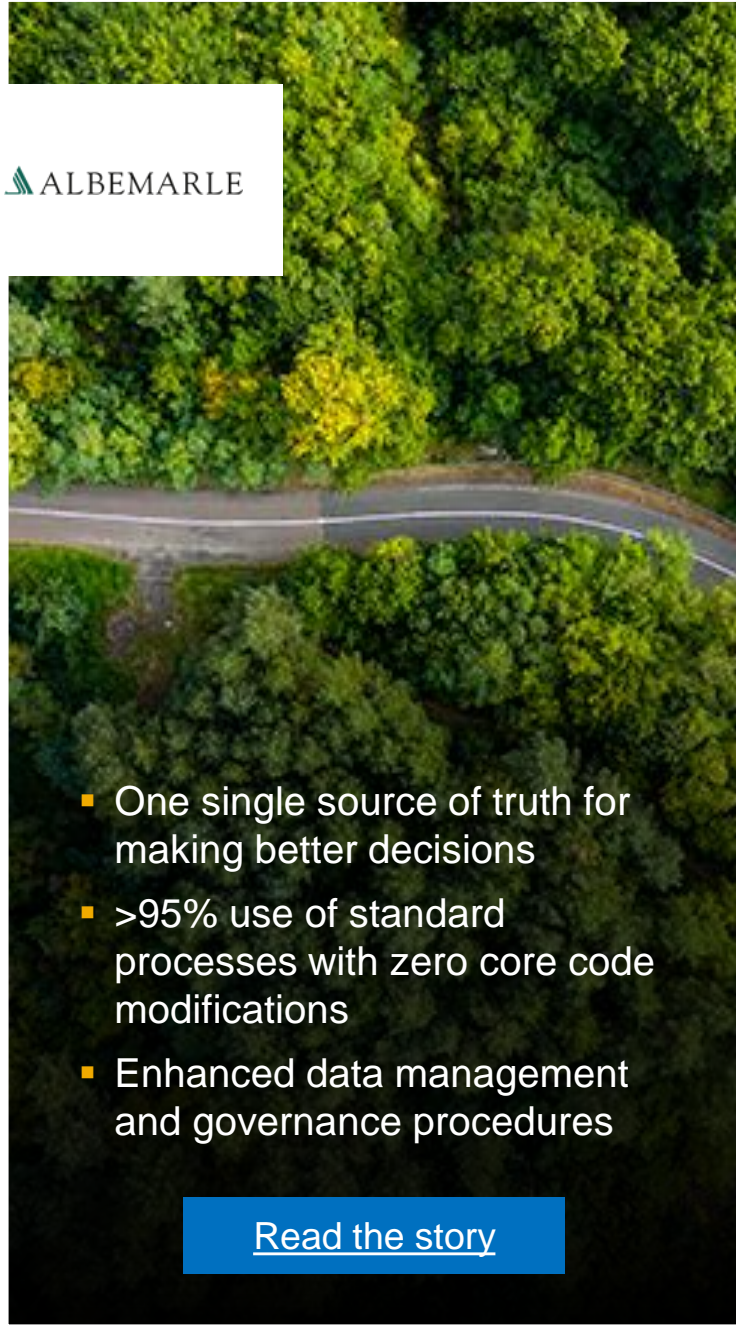


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- >1,000 data quality attributes managed autonomously each day
 - 90% reduction in master data creation time
 - One global system for R&D

[Read the story](#)



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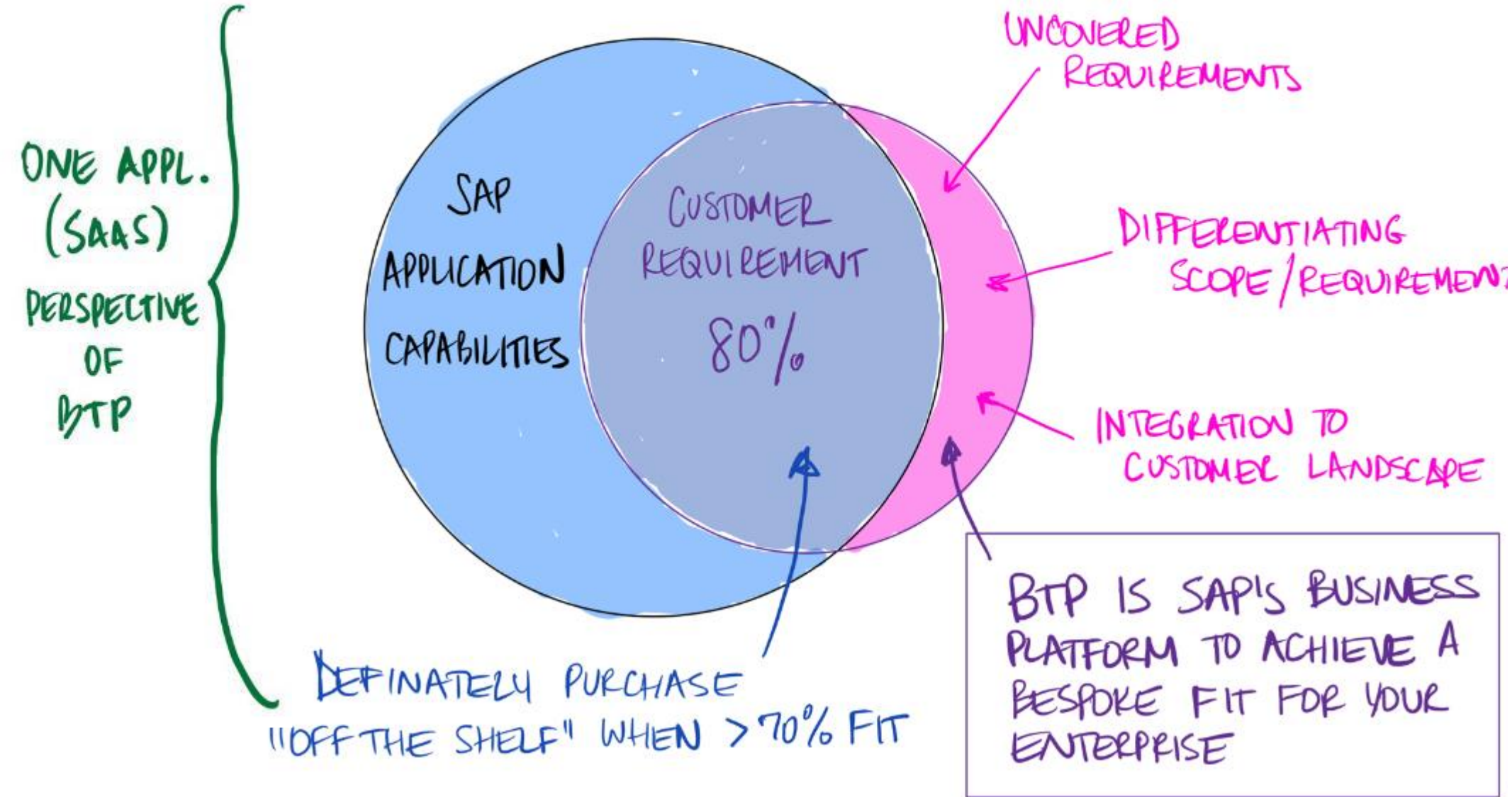
- 
- One single source of truth for making better decisions
 - >95% use of standard processes with zero core code modifications
 - Enhanced data management and governance procedures

[Read the story](#)

① THE ROLE OF BUSINESS TECHNOLOGY PLATFORM (BTP)



Keep the
Core Clean





Integrate Business Processes

TRUSCO.

- **4-5 hours** inventory hit rate, resulting in more immediately satisfied customers
- **50,000 quote requests** processed automatically each day
- **2,949 hours** of employee labor saved in one month

[Read the story](#)

Run a connected enterprise with SAP Integration Suite

Leverage more than 2500 pre-built integrations, 160+ open connectors and 220+ business events to connect SAP as well as all other applications – on-prem to cloud, cloud to cloud, legacy

Modernize integration with simplicity and intelligence

Accelerate outcomes with business expertise and transparency

Simplify connectivity with open connectors to more than 170 third party applications

Reduce the presence of repetitive and manual activities

Automate, extend, and flexibly adapt business processes using digital process automation

Create connected and automated processes for more productive and efficient workflows

Visually build workflows, automate tasks and decisions

Access workflow management and task automation capabilities in a single tool

Jumpstart projects using pre-built content and seamlessly integrate with your applications

Business Problem – Manual Sales Order creation

Demo Scenario

Mark



- Customers send PO via email, currently don't have a supplier's portal
- Takes too much time to post those SO into the ERP
- Higher workloads in non valuable tasks
- Higher error prone



- Customer sends PO via email
- Sales Rep downloads the pdf and start reviewing its data manually over and over again
- Manually enters the Order data into the S/4HANA system, potentially causing error prone and bottlenecks

Intelligent Sales Order creation with SAP Build Process Automation

Demo Scenario

Benefits:

- Minimization of repetitive tasks
- Reduction of manual errors and therefore rework
- Focusing your talent on value-creative and customer focused tasks



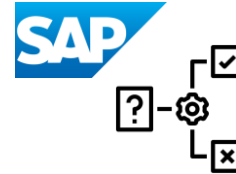
Order received

- Customer sends PO via email



Data Extraction

- A SAP AI Business Service: SAP Document Information Extraction extracts invoice description details



Determines Approver

- SAP Build Process Automation determines the approver following business rules.



Sales Order Posting in S/4HANA

- Posts the Invoice into S/4HANA system

Intelligent Sales Order creation with SAP Build Process Automation



Plan and Analyze



- **Created a multi-year plan** to meet sustainability objectives
- **Achieved transparency** by integrating SAP Analytics Cloud planning with SAP S/HANA Cloud
- **Implemented in 4 to 5 months** with pre-built content

[Watch the story](#)

Plan and forecast across all departments using an integrated planning and analytics solution

One single analytics platform providing a single user experience across all lines of business

Link and create financial and operational plans seamlessly in one solution to drive better decisions with integrated plans

Connect live to on-premise applications to avoid uploading data to the cloud

Get real-time, complete views of all your data no matter where it resides without moving it

Integrate data from heterogeneous data sources in real time while preserving business context

Accelerate implementation with pre-integrated database, data warehouse, data intelligence, data lake, and analytics capabilities

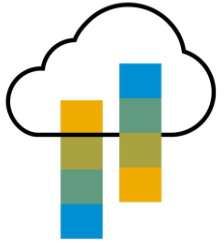
Anticipate change and trends using artificial intelligence and predictive analytics

Harness machine learning to augment the analytics you need in one solution

Summary of Benefits

SAP BTP Unlocks Four Sources of Differentiating Value moving to RISE

Accelerate Move to Cloud



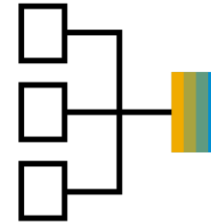
- Achieve faster data migration, archiving and clean data
- Adopt new business models through faster data migration, archiving and clean data
- Ensure business continuity through testing

Keep the Core Clean



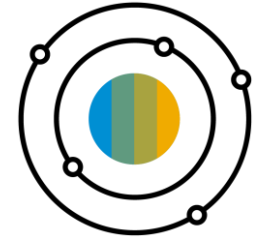
- Deliver business agility, minimizing modifications, leveraging BTP side by side extension
- Drive low TCO through reduced maintenance and faster upgrades
- Drive rapid innovation without disruption

Optimize & Automate Business Processes



- Run a connected enterprise through integrated applications
- Eliminate inefficiencies and automate manual repetitive tasks with prebuilt bots
- Extend standard SAP S/4HANA processes to meet custom needs

Drive Decisions Based on Data



- Plan and forecast with confidence through an integrated planning and analytics solution
- Make decisions with confidence with a single source of truth
- Leverage AI, anticipate change and trends using predictive analytics

Get started

Set up an assessment workshop

by contacting your SAP
Account Executive.

1

Build a reference architecture

to transform your
business.

2

Create an implementation roadmap

to achieve your
business goals.

3

Visit: sap.com/btp-for-s4hana ▶

Thank you.