# SAP Analytics Cloud Planning xP&A Finance Transformation

March 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
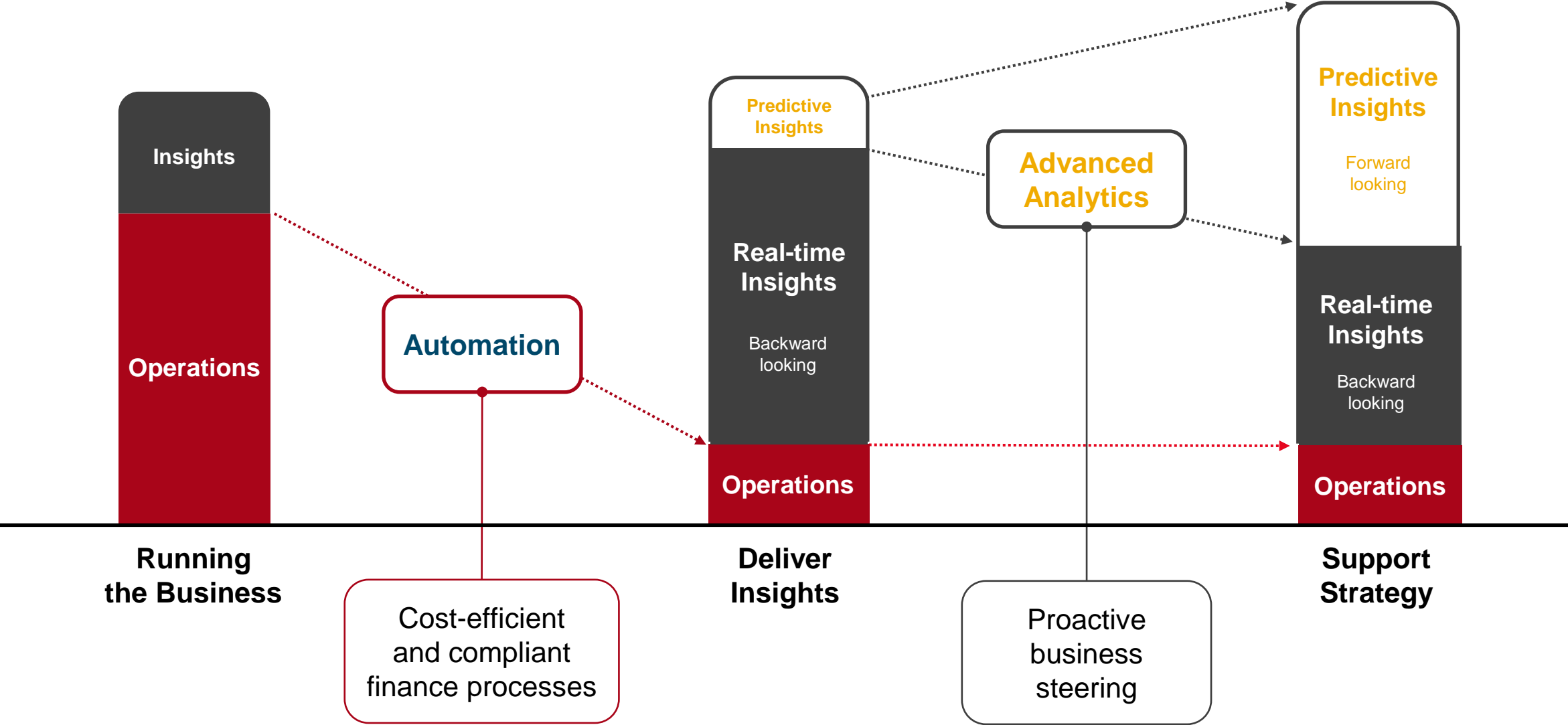- Pre-build content - IFP
- Demo
- Why?

SAP

# SAP Vision and xP&A

*Finance transformation*
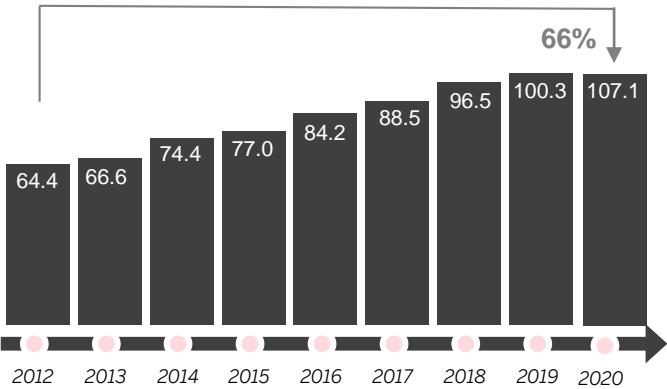
# SAP's Vision for Finance Transformation
## Enable confident business decisions into the future with your finance platform



**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
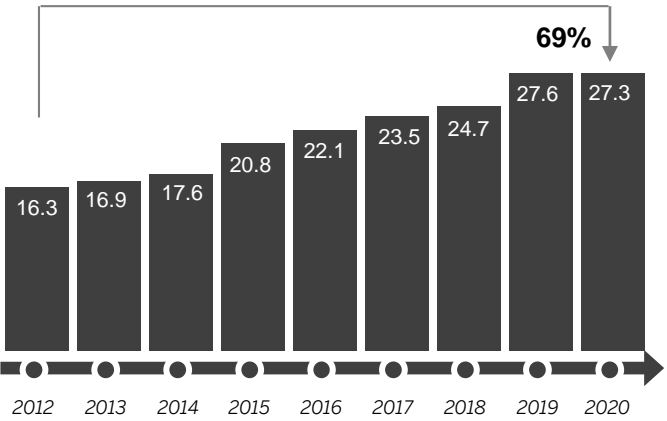
Real-time Insights

Backward looking

Operations

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

## SAP Headcount Growth (in tsd)
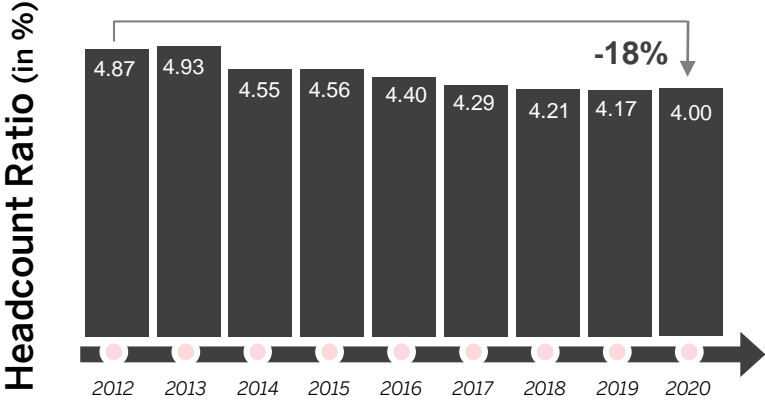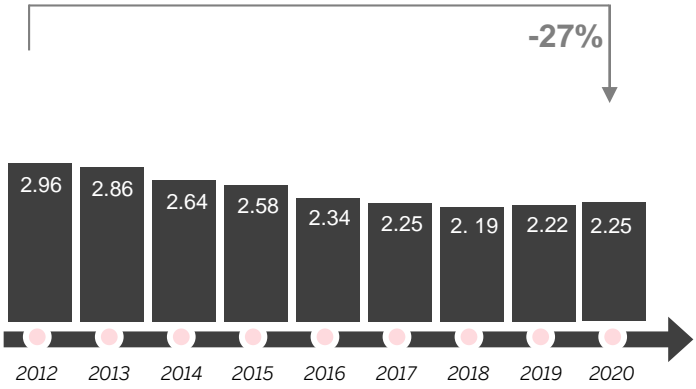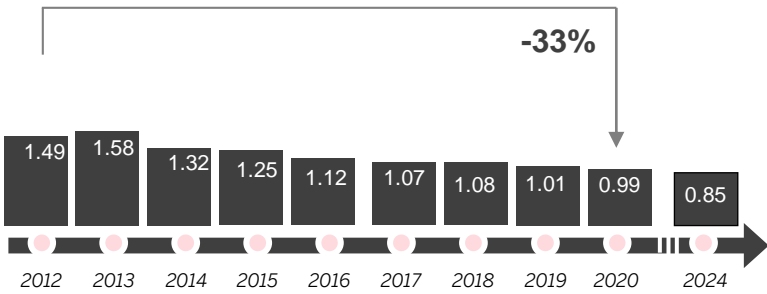
66%

| 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%

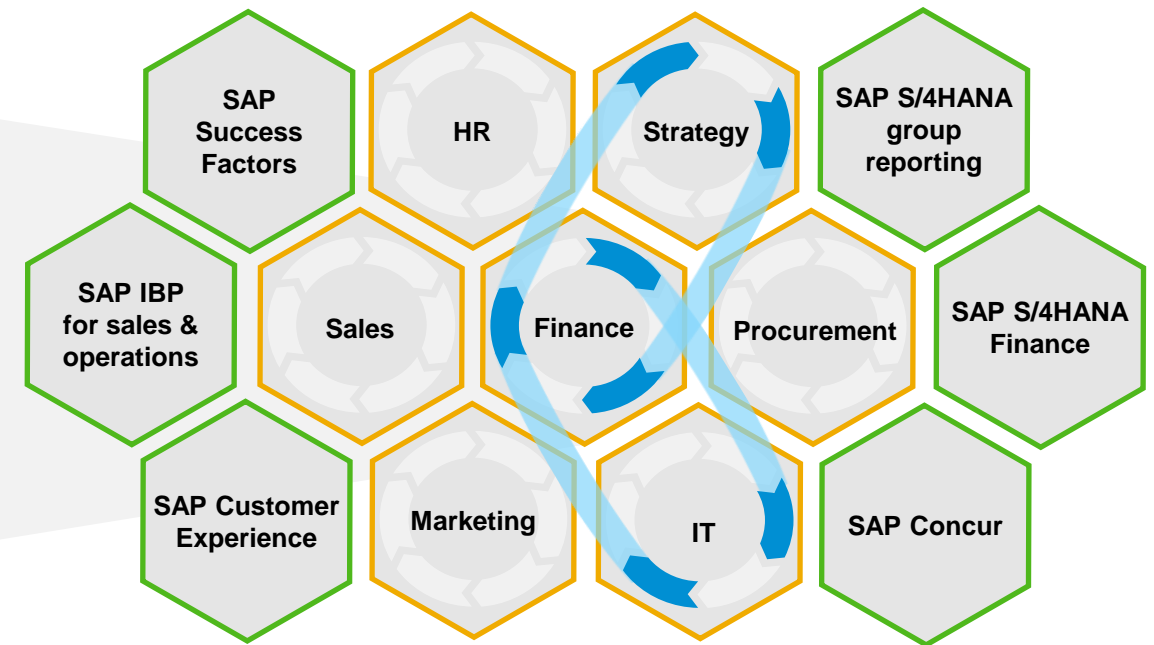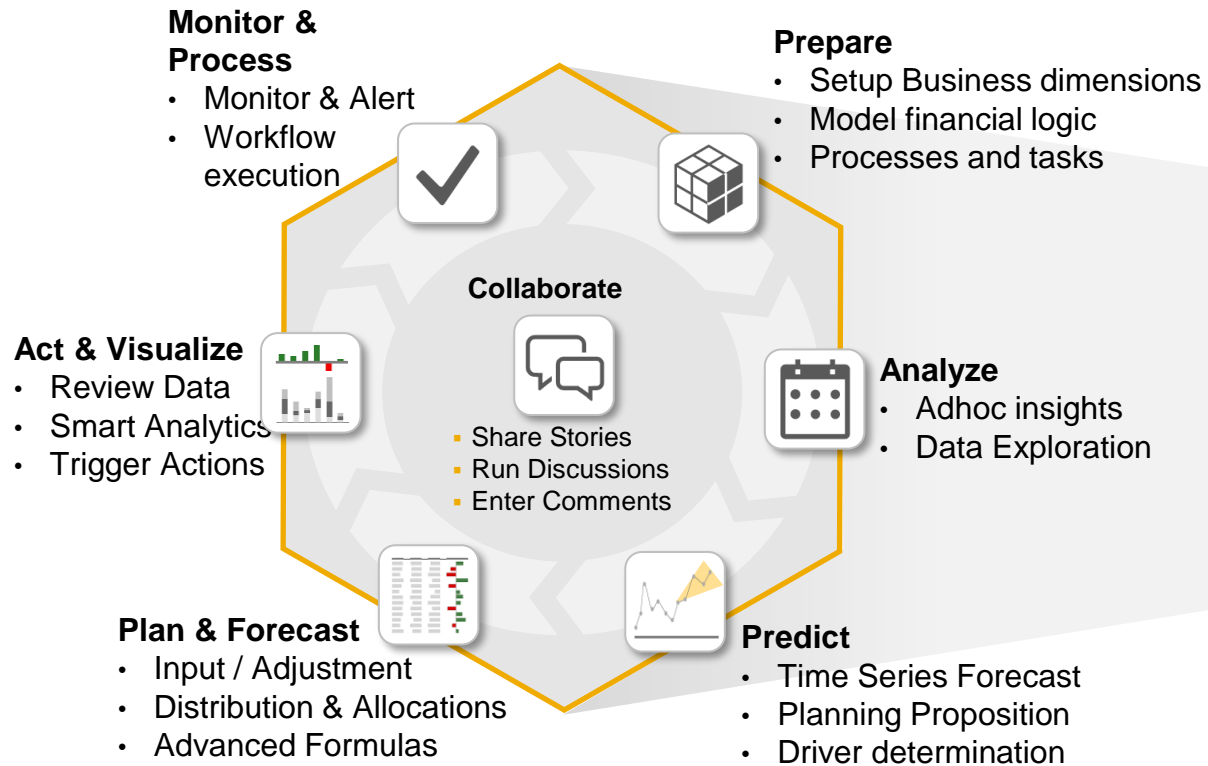| 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2024 |
|------|------|------|------|------|------|------|------|------|------|
| 1.49 | 1.58 | 1.32 | 1.25 | 1.12 | 1.07 | 1.08 | 1.01 | 0.99 | 0.85 |

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



THE BEST RUN **SAP**

# 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

**Act & Visualize**
- 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*

**SAP**

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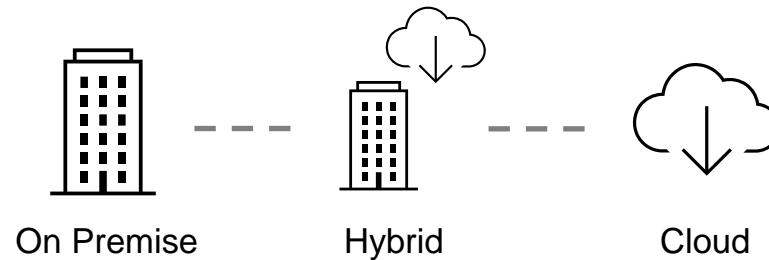
## SAP Analytics Cloud

CONFIDENT DECISIONS

**Business Intelligence**

**Enterprise Planning**

**Augmented Analytics**
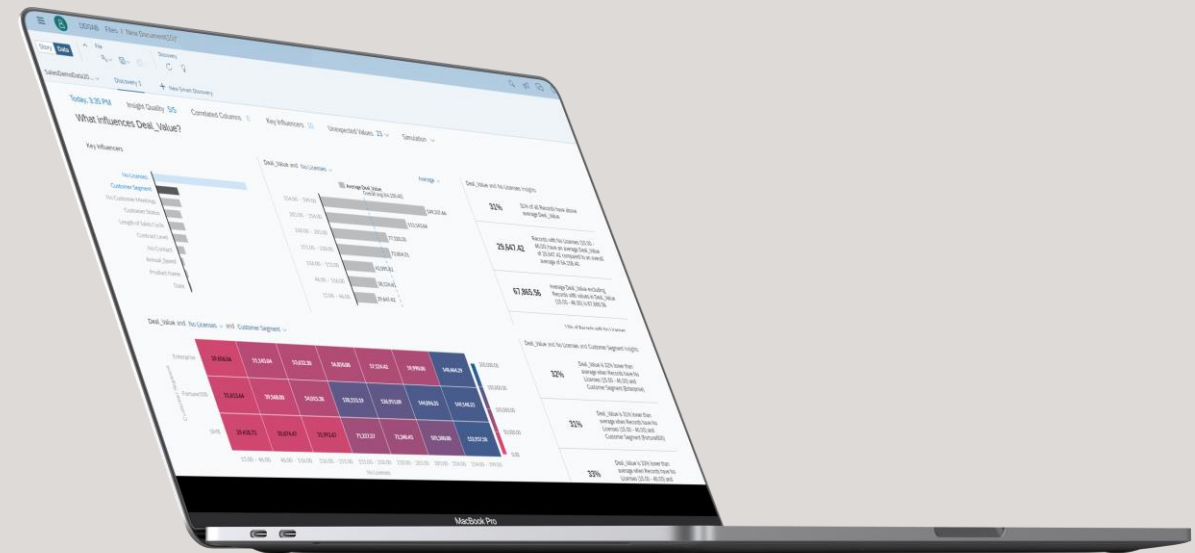
On Premise          Hybrid          Cloud

# 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
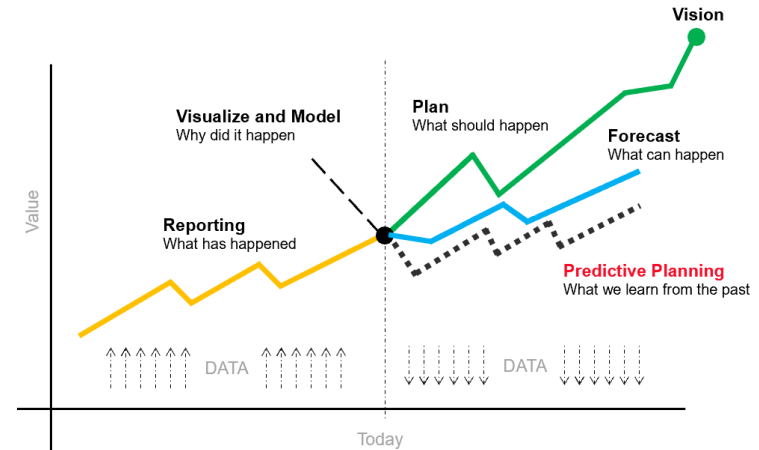- Excel integration
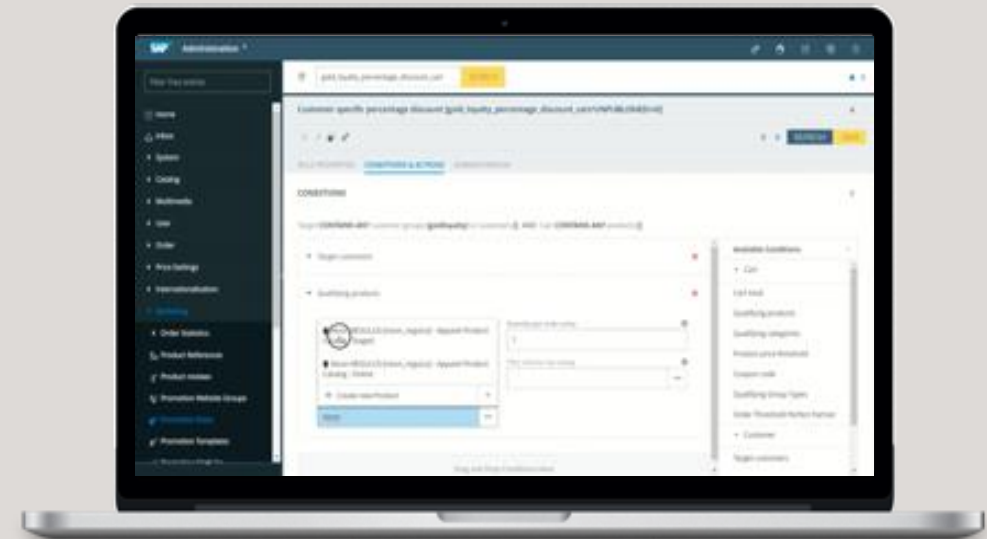
# How SAC supports Finance transformations

## 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



XP&A concept from SAP

# SAP Analytics Cloud

*Readymade solution– Integrated Financial planning for SAP S/4HANA*

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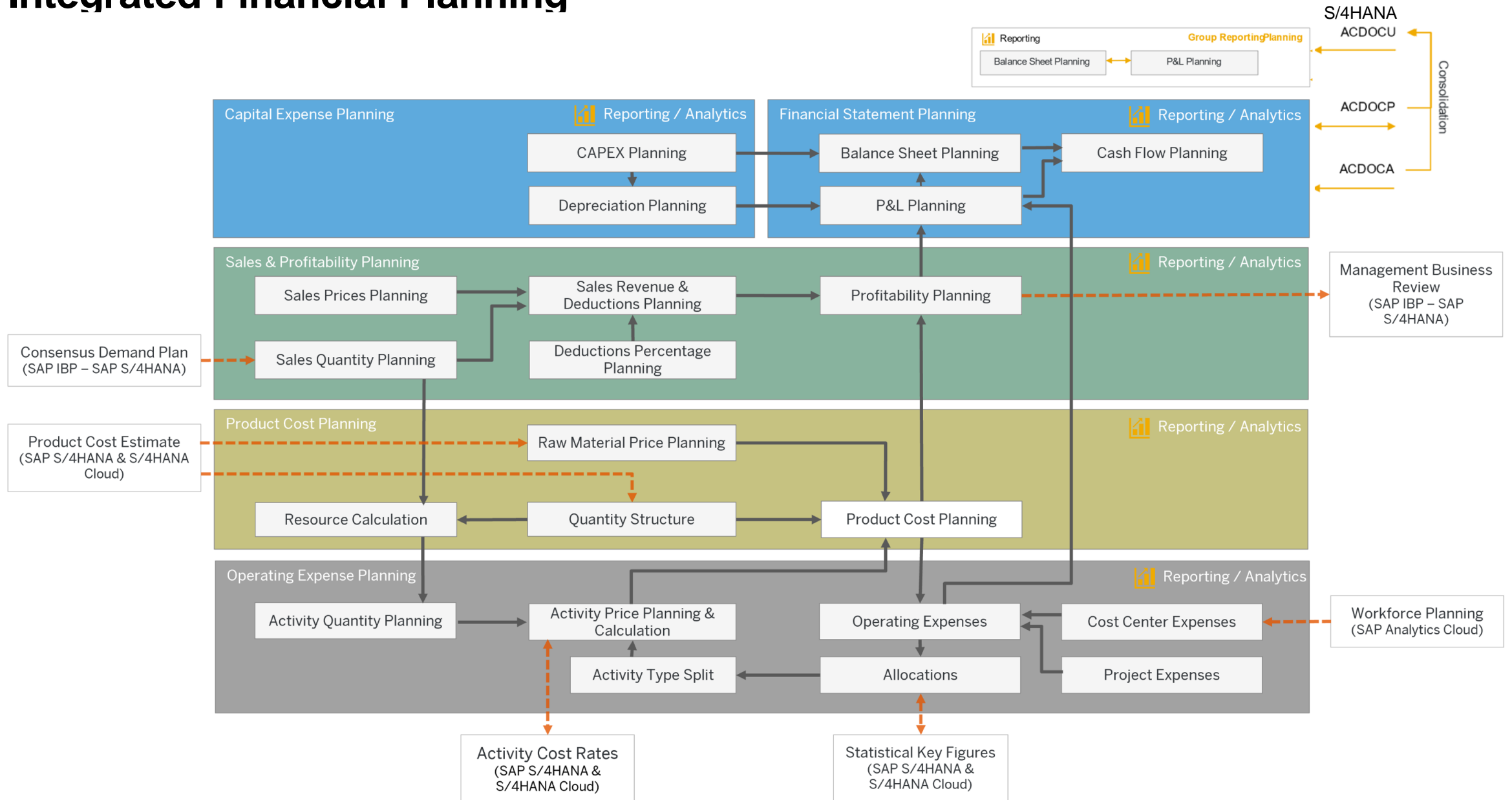# Basic Equation

Planning Tool (SAC)

+ SAP S/4HANA Integration (SAC Connector)

+ Financial Planning Content solution

+ Flexibility to extend

_____

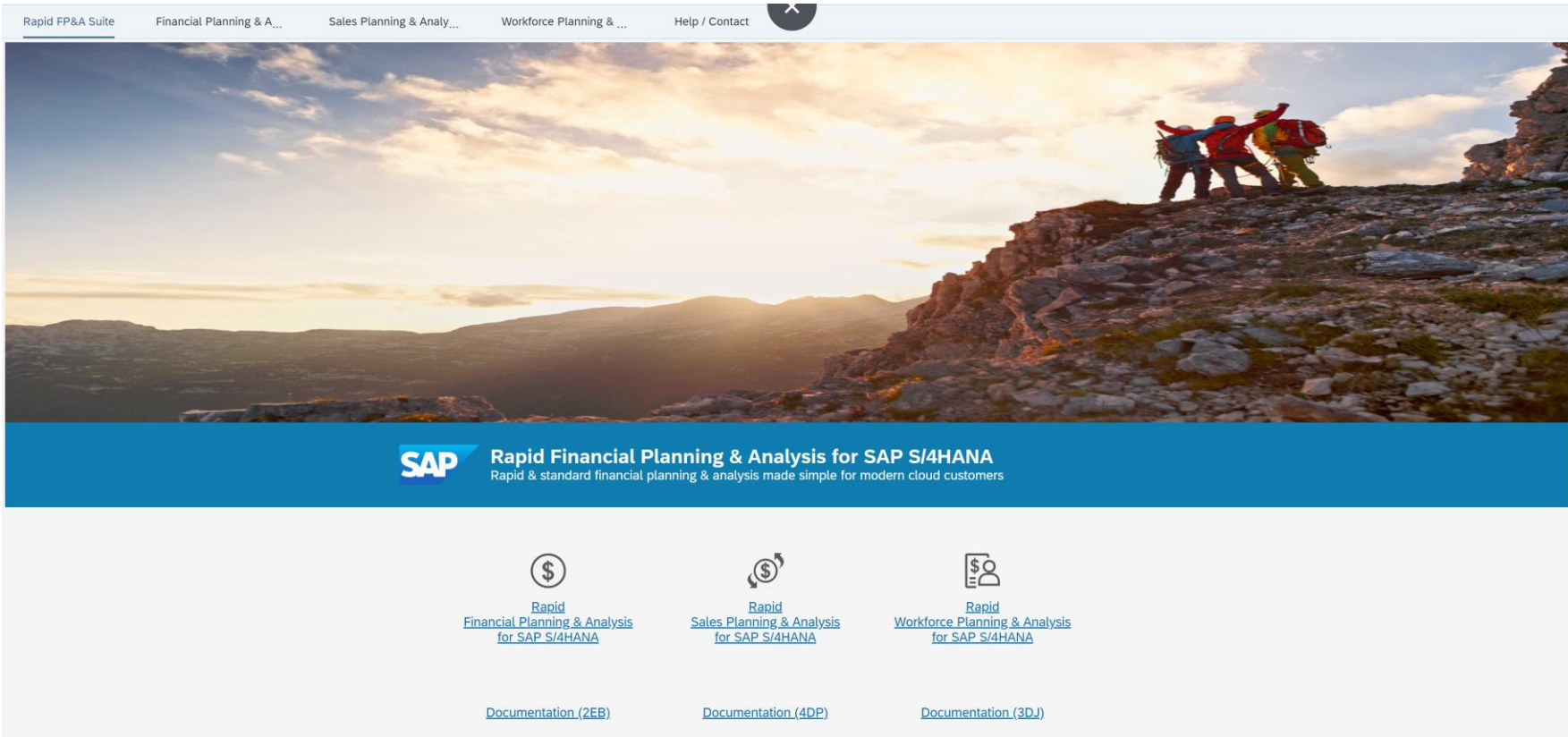= Integrated Financial Planning for SAP S/4HANA
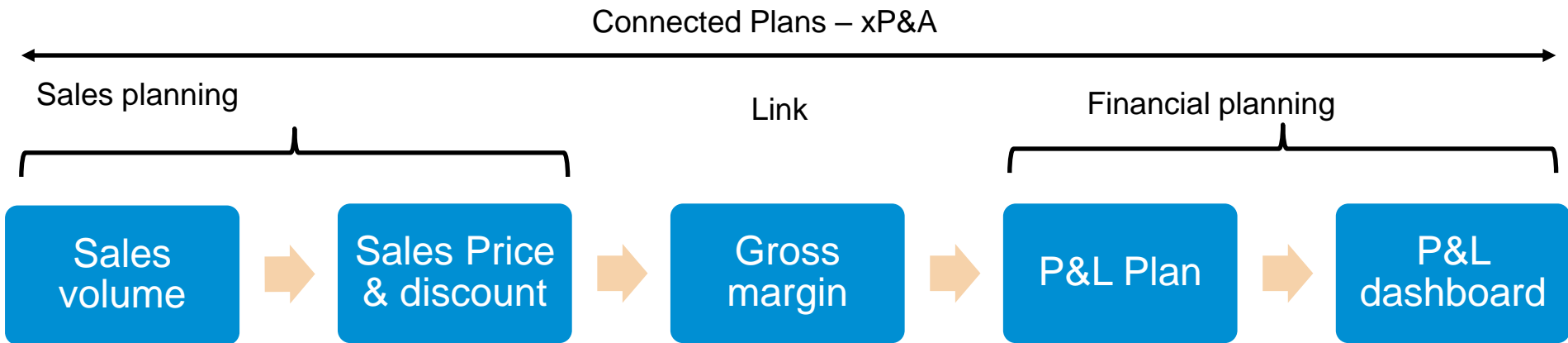
# Integrated Financial Planning

# 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 |



Rapid FP&A Suite    Financial Planning & A...    Sales Planning & Analy...    Workforce Planning &...    Help / Contact

**SAP** Rapid Financial Planning & Analysis for SAP S/4HANA
Rapid & standard financial planning & analysis made simple for modern cloud customers

Rapid
Financial Planning & Analysis
for SAP S/4HANA

Rapid
Sales Planning & Analysis
for SAP S/4HANA

Rapid
Workforce Planning & Analysis
for SAP S/4HANA

Documentation (2EB)    Documentation (4DP)    Documentation (3DJ)

# SAP Analytics Cloud

High Recognition from the market so far

**3 100+ clients running Planning cycles & Forecast simulations**

# Customer Highlights



**Why SAP Analytics Cloud?**
- More frequent forecast cycles with the reduction of manual work and shorter data preparation times
- Consistent master data governance and control
- A centralized planning and reporting process

www.premierfoods.co.uk



**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



**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



**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

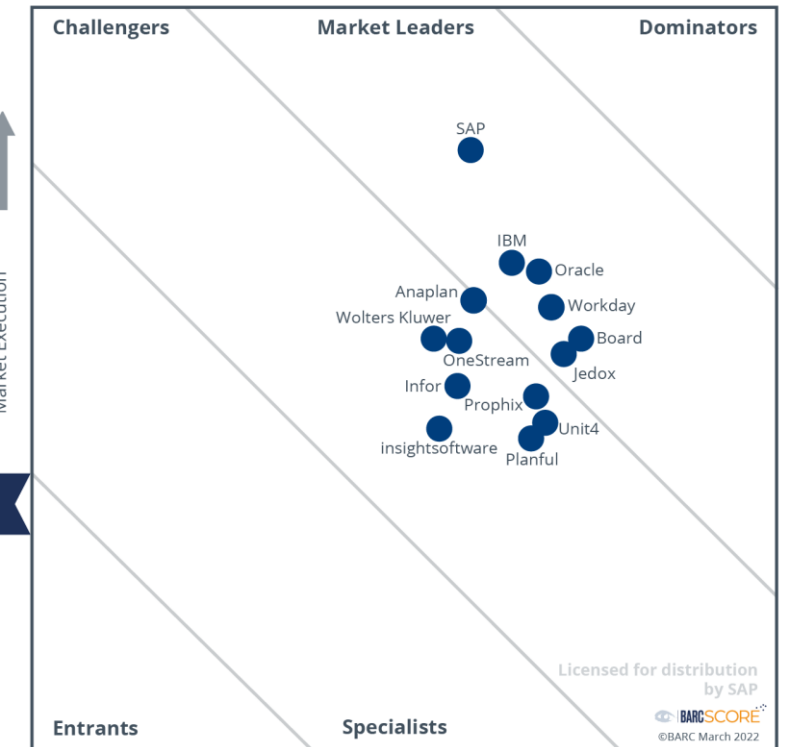# BARC: Integrated Planning & Analytics 2022
## SAP Analytics Cloud rankings

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
Integrated Planning & Analytics
**Market Leader**
SAP
2022

[Read the full report](#)

*"top-ranked" indicates 1st position and "leading" means in the top 25-35% of products listed

# Why Customers choose SAC Planning?

**One integrated solution**

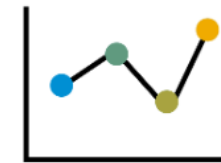Unmatched standard integration to SAP Applications like S/4HANA

**Speed up implementation**

Ready-made solution for financial planning, workforce in S/4HANA
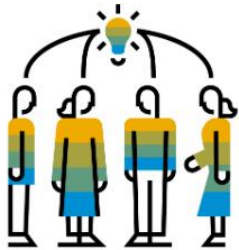
**Enable xP&A**

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!