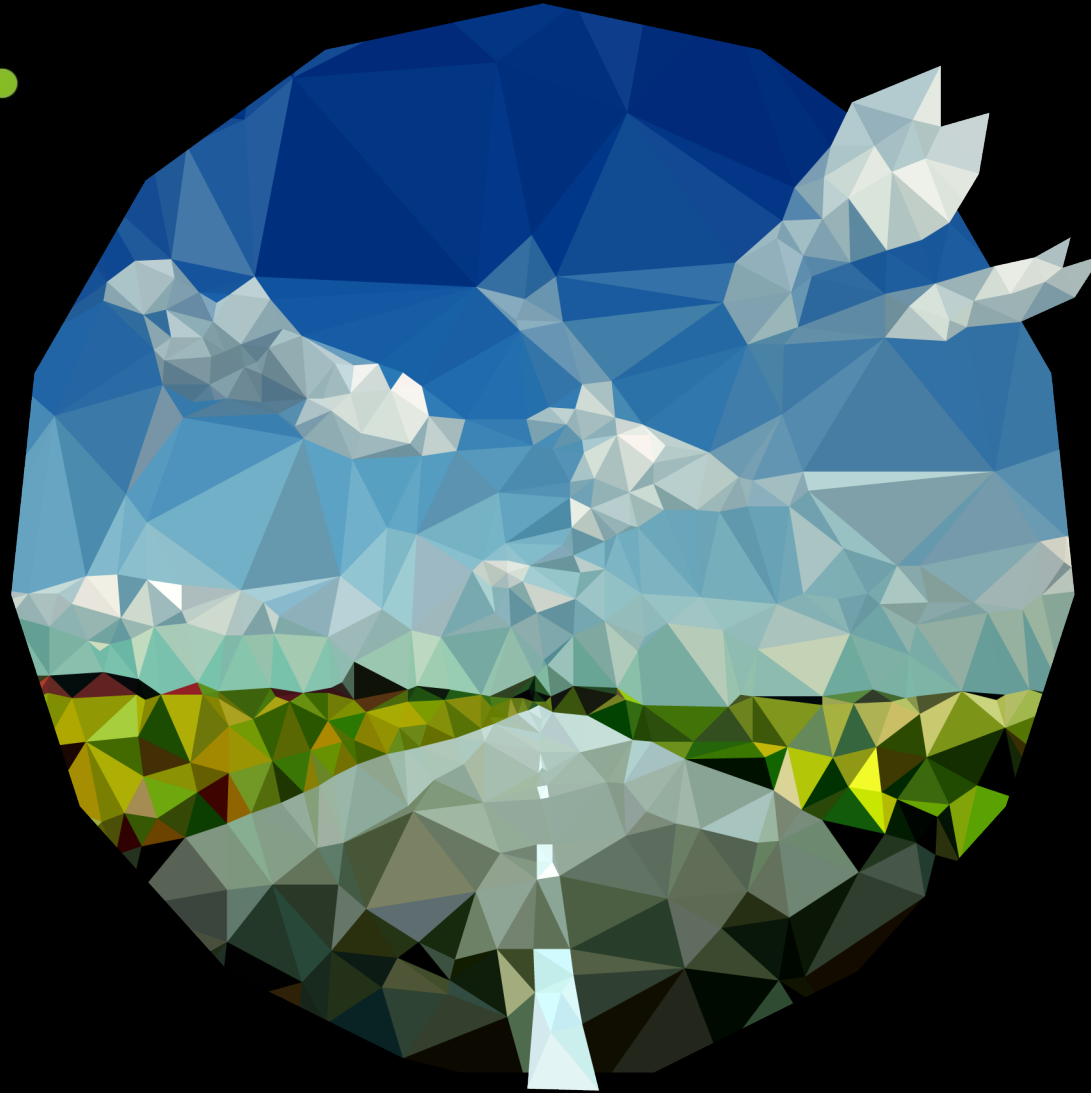
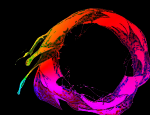


Deloitte.



Digital Innovation and Automation

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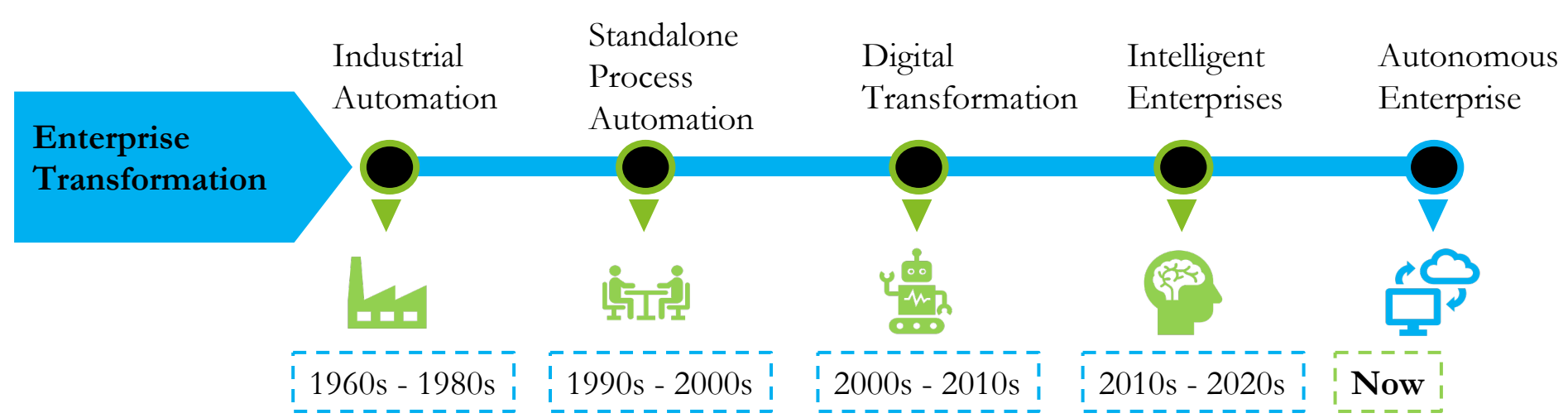


Deloitte + SAP
Reimagine everything



Leo Stavchanskiy, Specialist Leader, Deloitte

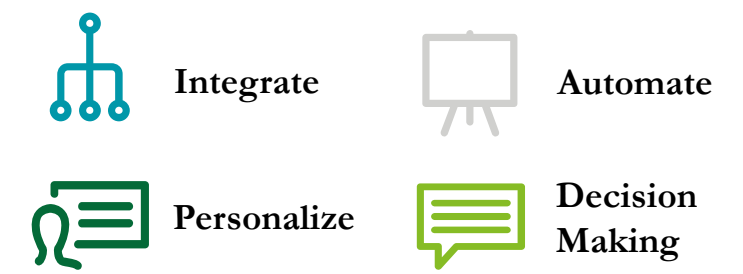
Leo specializes End-to-end solution architecture and delivery of SAP Technology solutions. He led numerous engagements in a project management / technology solution architect/advisor role consisting of defining, designing, developing and deploying SAP Technology solutions. He's been involved in various initiatives focused on defining strategies, delivery framework, architecture, and solution deployment.



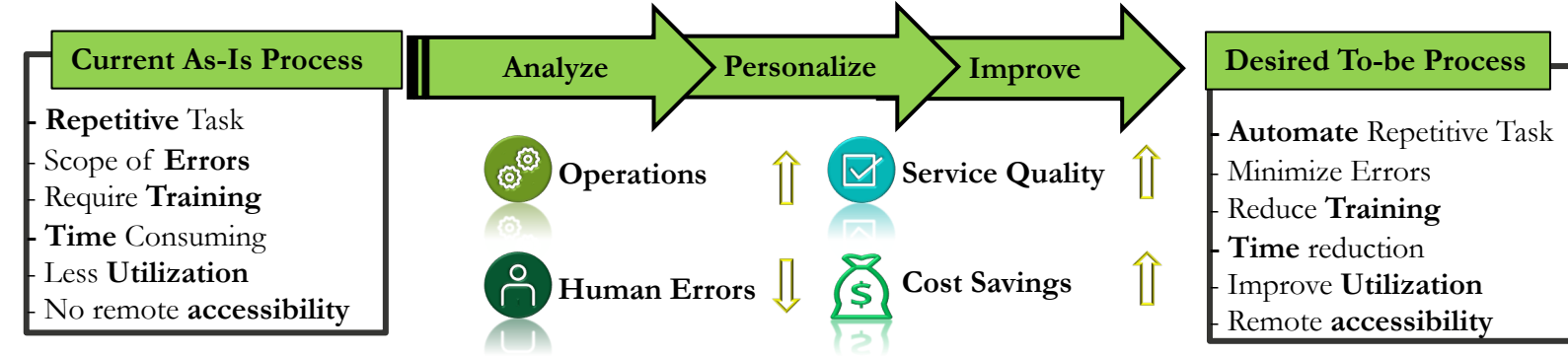
“By 2024, the degree of manual effort required for the contract review process will be halved in enterprises that adopt advanced contract analytics solutions” -Gartner

“Thirty-five percent of companies will double-down on workplace AI.” -Forrester

ERP Trends



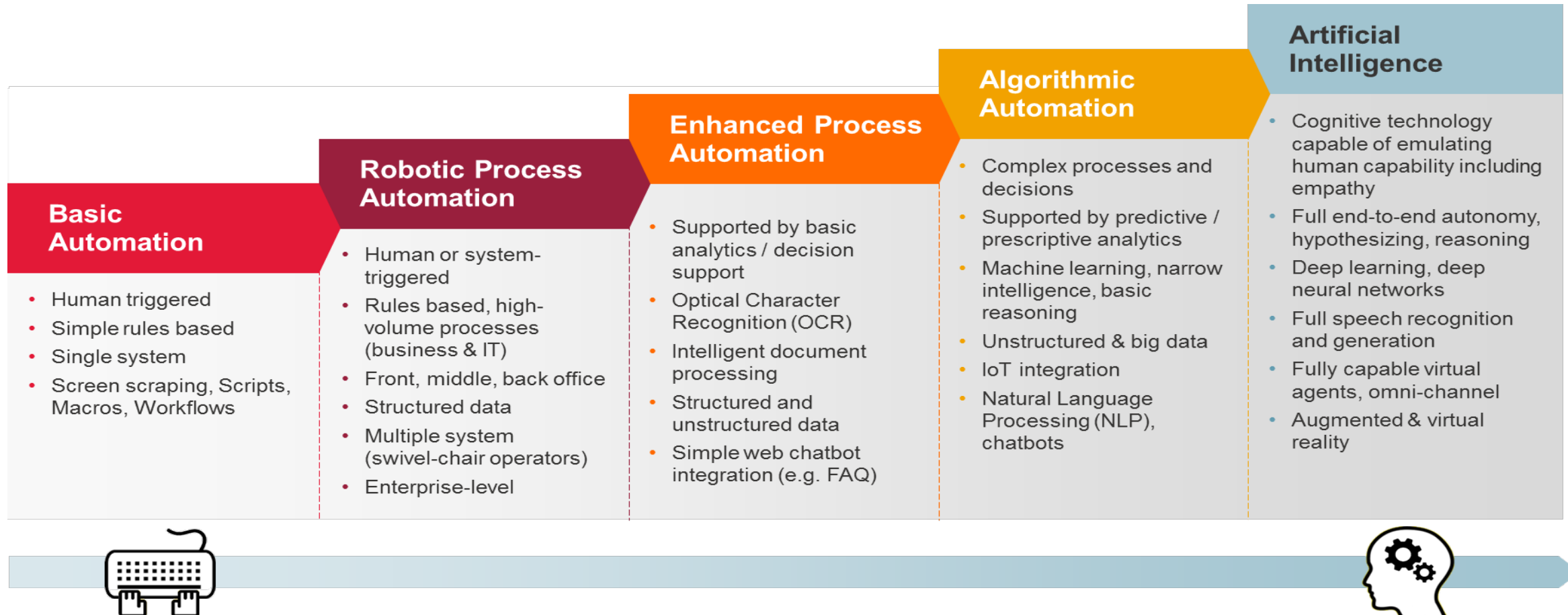
Need to transform



30% of organizations investing in AI to boost revenues and decrease costs incurred

40% of SAP users are configuring and using process automation

25% of mundane and repetitive jobs can be automated in the US



Deloitte's 2021 SAP Practice

Innovations for a Digital Enterprise

350+ Intelligent automation Digital Twins (Bots)

Reimagine Platform

19 Certified SCP apps

Opened **Smart Factory** Immersive Lab (Wichita, KS)

1500
Intelligent RPA Practitioners

500
BluePrism/AA practitioners



Innovation partner of the year

75 Co-innovation alliances

~50 Externally published thought-ware on SAP S/4HANA and edge products

90+ speaking sessions

65 Implementation Bots
30 IT Service mgmt. bots

1st To test SAP S/4HANA 1809 release
140 Business Process Bots

13 **End to End Business Solutions On 1610**
Preconfigured solutions covering both capabilities and industries (high tech, wholesale distribution, manufacturing, life sciences, oil & gas, etc.)

Clean ERP

- Leverage Platform Capability to enable Competitive Advantage
- Uses standard ERP plus 50% preconfigured vs. only 10% today
- Reduces technical debt to pursue "Clean ERP"
- Enables "Innovate Anytime on any Core"

E2E Digital Solutions

- Accelerators/preconfigured solutions with machine learning
- Uses Apple to create simple user experiences, improve productivity

Use of AI

- Automation and robotics to accelerate deployment
- Leverage partners like Apple/Google to accelerate deployment and reduce timeline

Self Configuring SAP Solutions

- Accelerators/preconfigured solutions with ML and RPA
- Developing industry solutions for key verticals, e.g., High Tech, Distribution, etc.
- Leverage our current asset repository

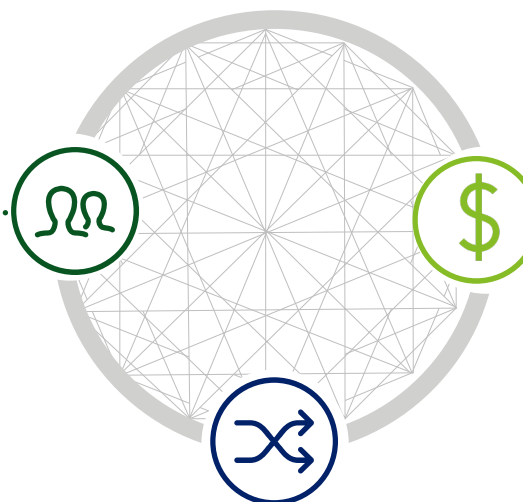
DELIVERING SUCCESSFUL, INNOVATION-LED BUSINESS TRANSFORMATIONS

Why Automation Now?

There are real and substantial benefits to be gained from the use of innovative technologies. Leveraging these technologies can generate exponential benefits in the following areas:

NextGen User Experience

- Move people out of tedious, low-value tasks
- Pull team members towards more critical tasks
- Reduce burnout
- Boost employee engagement
- Reduce need for GUI-navigation training
- Shift competencies from GUI-based skills to business-process-based skills



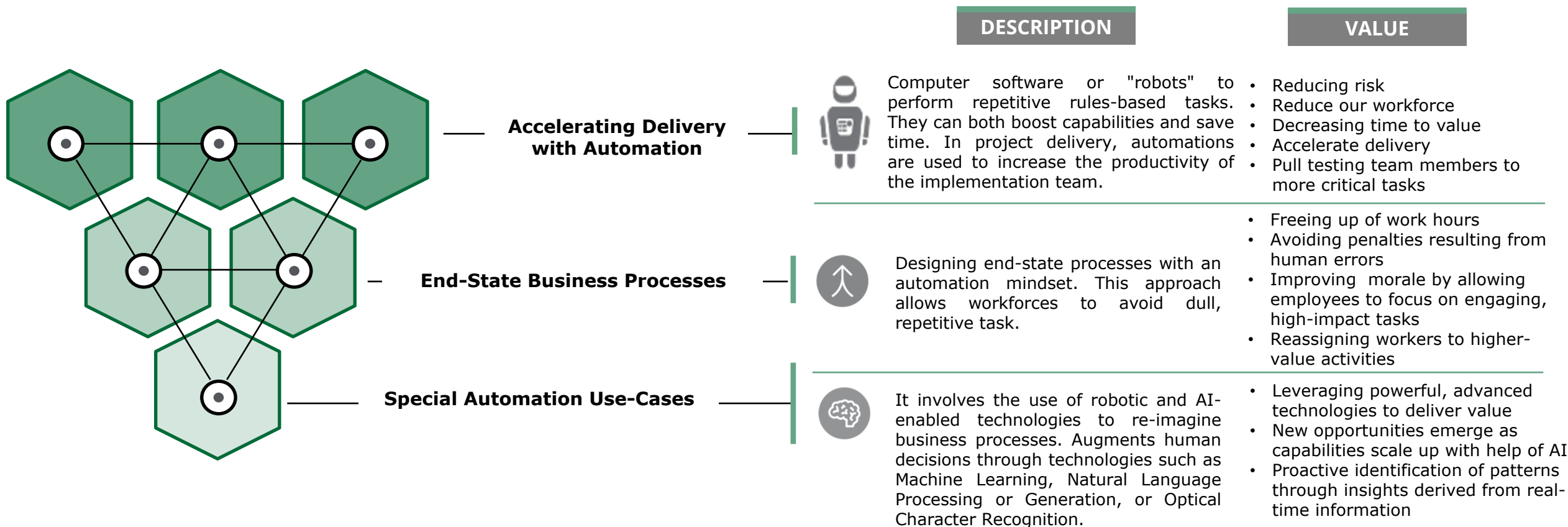
Costs

- Reduce cost
- Shorten project timelines
- Improve efficiency
- Improve quality
- Reduce error-related costs

Risks

- Decrease time to value
- Shorten critical-path tasks
- Provide consistency across repeated tasks
- Provide traceability in core processes
- Reduce likelihood of human errors

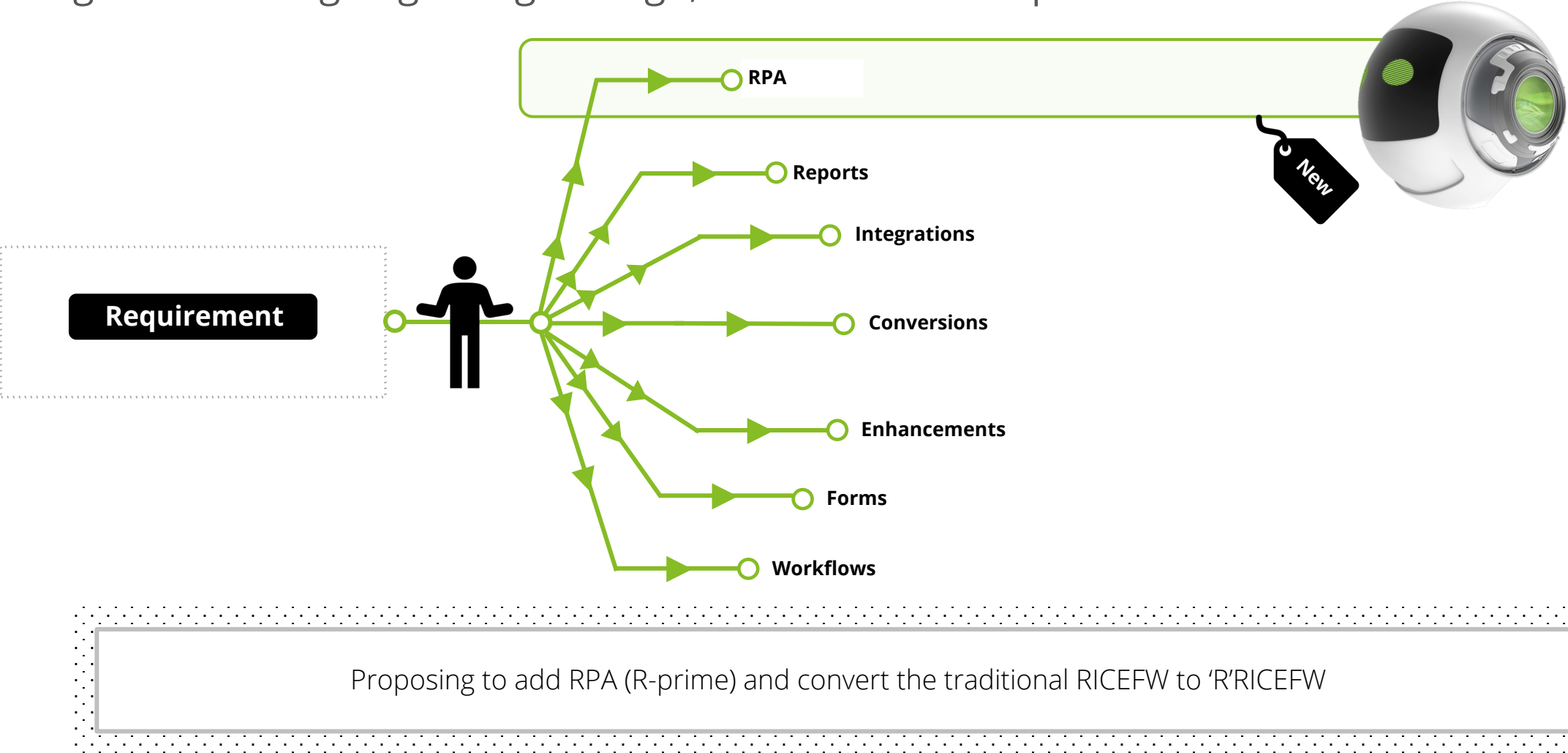
What is Possible with Automation?



The benefits of **automations** are not realized a single time, but are demonstrated **exponentially**

Integrating Automation into SAP Programs

Leverage RPA when going through design, as an additional option to traditional RICEFW's



Creating Material, Equipment Types, and Business Partners

✓ *Baseline configuration and master data creation activities such as these can be accelerated and made more consistent through automation*

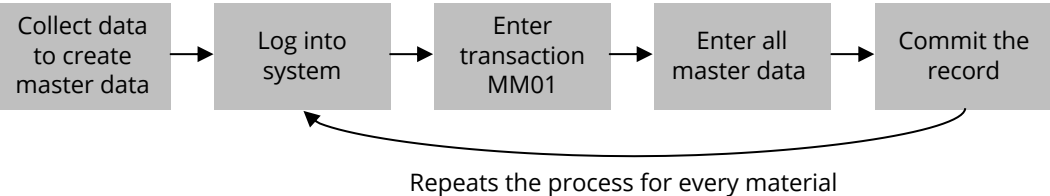
ESTIMATED NET SAVINGS OF ...

~80% reduction in processing time
~30% reduction in manual efforts

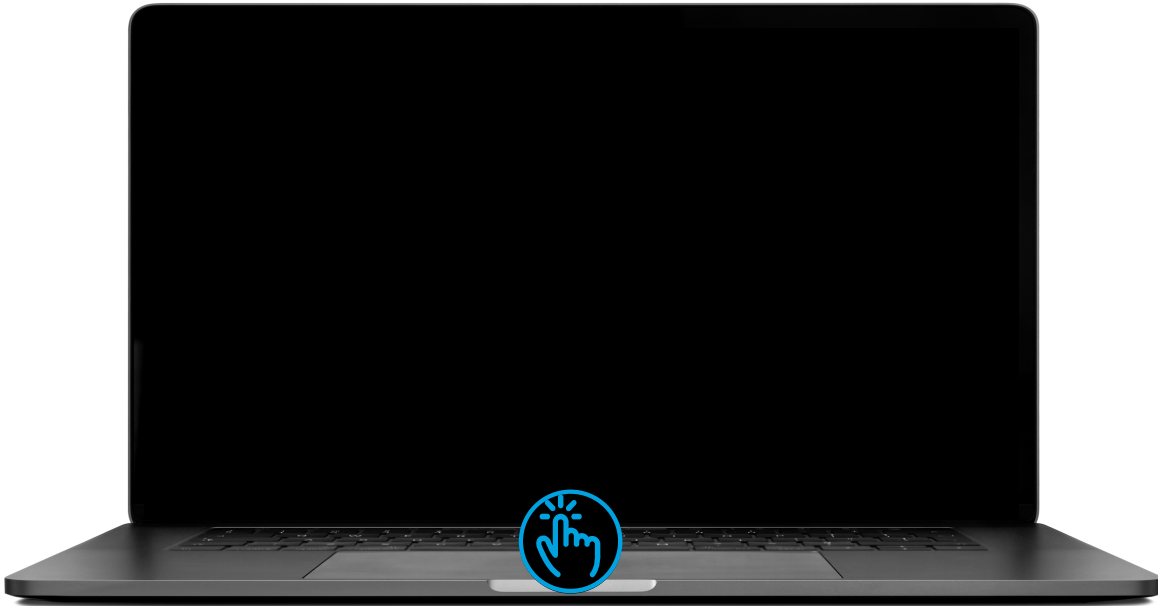
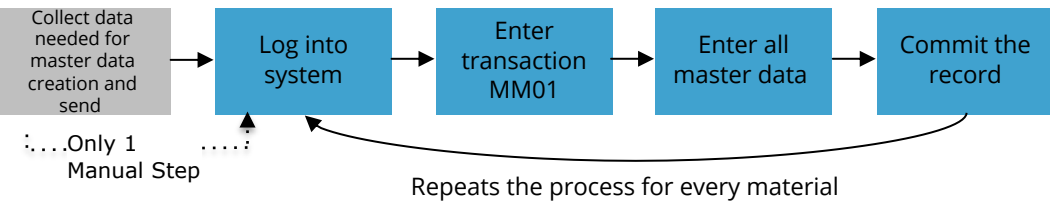
Process Flow Comparison

Performed by:  User  Automation

Before:



After:



- ✓ *The asset creation and WBS settlement process is tedious and cumbersome*
- ✓ *This automation streamlines the process to a single input file*

ESTIMATED NET SAVINGS OF ...

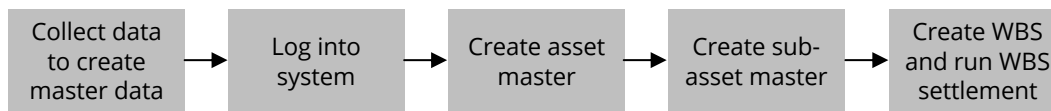
~75% reduction in processing time

~90% reduction in manual efforts

Process Flow Comparison

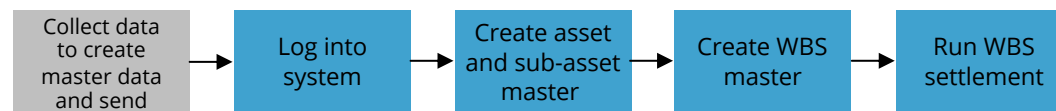
Performed by:  User  Automation

Before:



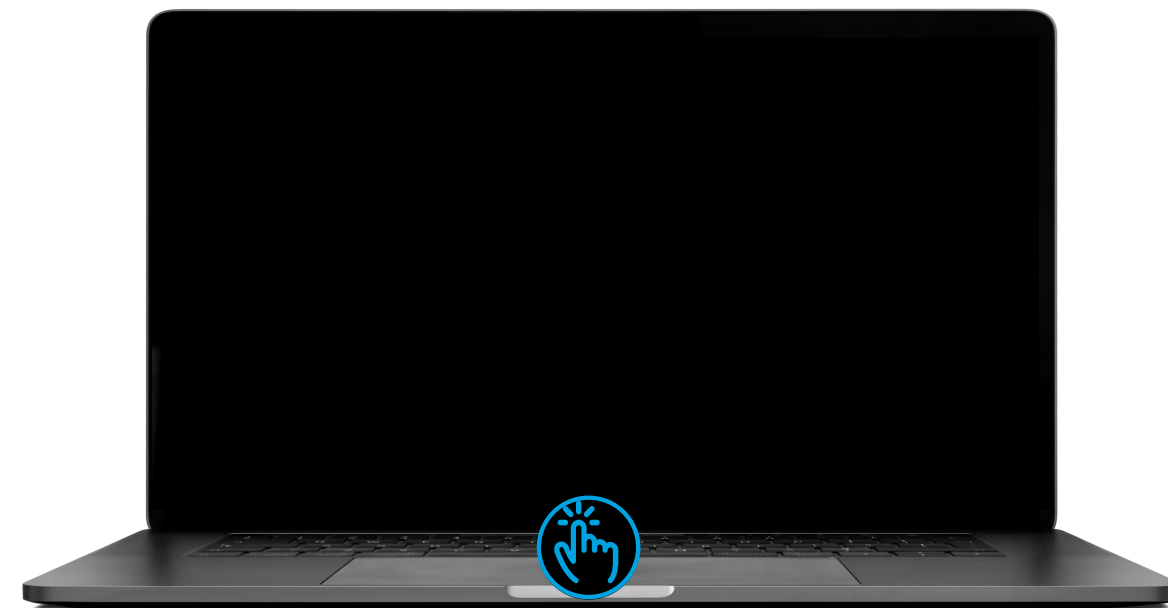
Repeats the process for every record

After:



...Only 1
Manual Step

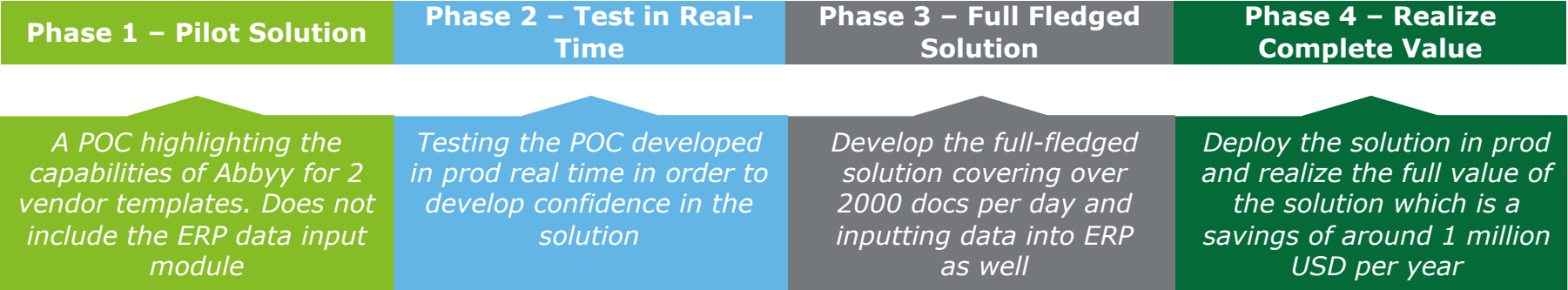
Repeats the process for every record



Combine **RPA with intelligent technologies** such as **OCR to automate end to end processes and increase overall value delivered**

The "Bills of Lading capturing" solution seeks to automate the end-to-end process of: Monitoring Mailbox -> Downloading BOL attachments -> Extracting Relevant Data using OCR -> Loading Extracted Data onto a Database -> Storing Original BOL documents in a centralized location -> Input Data into SAP or other ERPs

Planned Course of Action



Scope & Potential Value

Pilot Solution
(2 vendors only ; Expected to run in prod for 2-3 months)

Data Volume
450 Docs in 3 months

Potential Savings
\$8,300 in 3 months

Full Fledged Solution
(Covering all the vendors and ERP data input module)

Data Volume
500K Docs per year

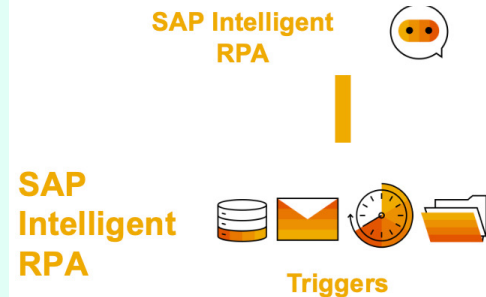
Potential Savings
\$1M annually

Qualitative Benefits

- Freeing up of Resources**
People can be engaged on strategic tasks as opposed to manual data entry work
- Error Free Process**
Replacing manual activities with a bot increases efficiency, improves quality and removes errors
- Scalability**
The solution can be easily scaled to include more vendors or can be expanded to other Business Units



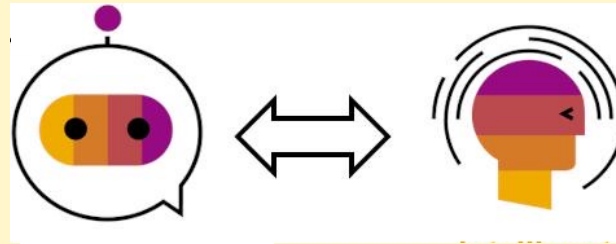
Adoption Accelerators



The **ease of deployment of automation variants** enables power users to self-innovate and create **meaningful and catered automations**



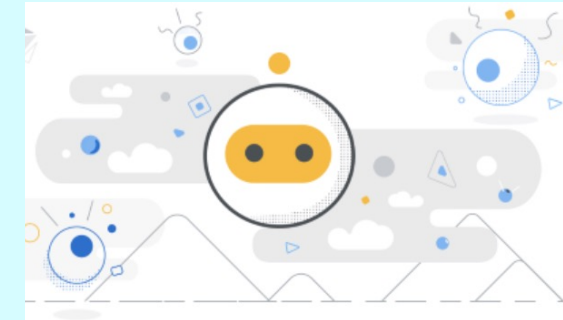
NextGen Technology



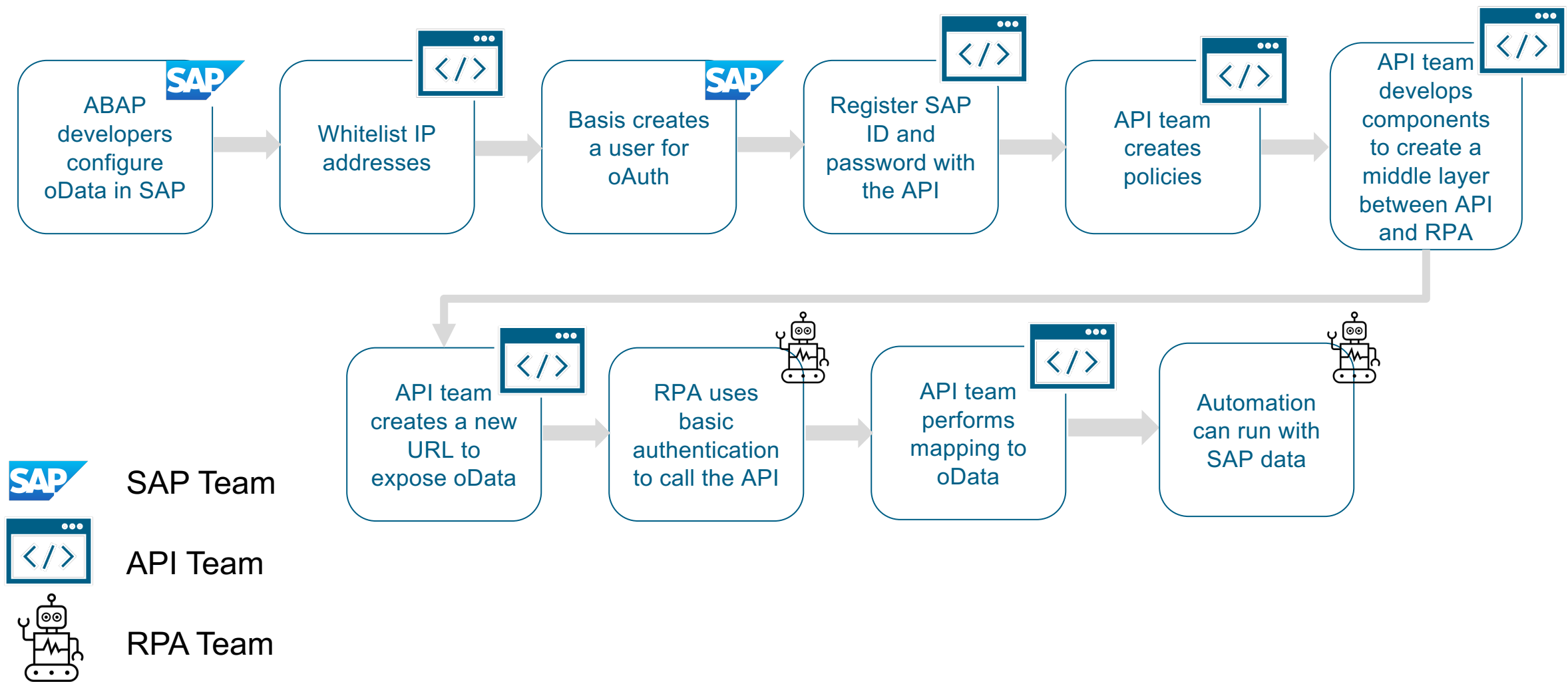
The ideal integrator between **SAP's Enterprise Ecosystem** with machine learning and AI capabilities

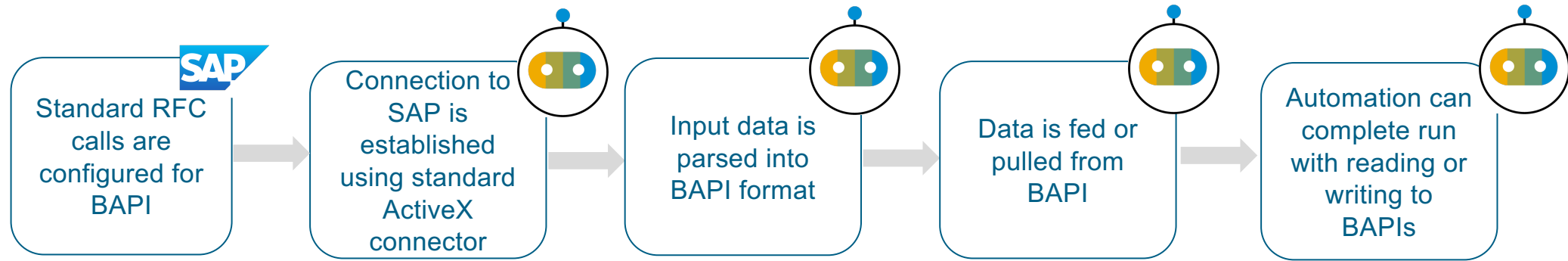


Software Maturity

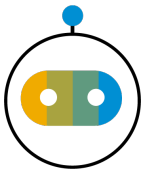


The Intelligent RPA storefront provides **end-to-end automation solutions**, as well as over 100 foundational task automations **providing rapid time-to-value**





SAP Team



Intelligent RPA Team

