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Digital Innovation and Automation



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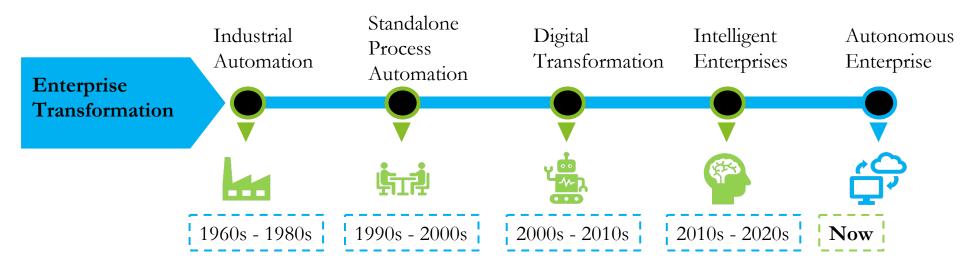


Leo Stavchanskiy, Specialist Leader, Deloitte

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.

The Digital Evolution

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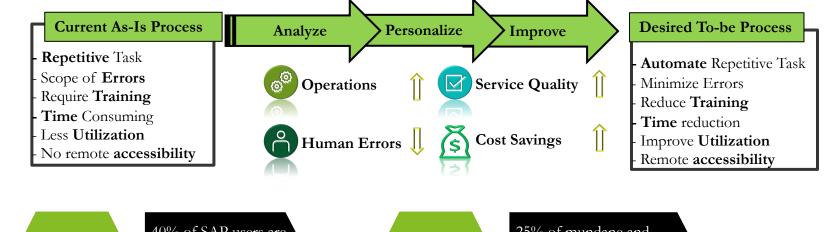
"By 2024, the degree of manual effort required for the contract review process will be halved in enterprises that adopt advanced contract analytics solutions".-Gartner

"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% or repetition autom

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

Automation Journey

Simple rules based volume processes Recognition (OCR) • Full speech recognition and generation				Algorithmic	Artificial Intelligence
	Automation Human triggered Simple rules based Single system Screen scraping, Scripts, 	 Automation Human or system- triggered Rules based, high- volume processes (business & IT) Front, middle, back office Structured data Multiple system (swivel-chair operators) 	 Automation Supported by basic analytics / decision support Optical Character Recognition (OCR) Intelligent document processing Structured and unstructured data Simple web chatbot 	 Automation Complex processes and decisions Supported by predictive / prescriptive analytics Machine learning, narrow intelligence, basic reasoning Unstructured & big data IoT integration Natural Language Processing (NLP), 	 capable of emulating human capability including empathy Full end-to-end autonomy, hypothesizing, reasoning Deep learning, deep neural networks Full speech recognition and generation Fully capable virtual agents, omni-channel Augmented & virtual

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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

30

140

65

Implementation Bots IT Service mgmt. bots

1st

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

3 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"



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

တြ Use of AI

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

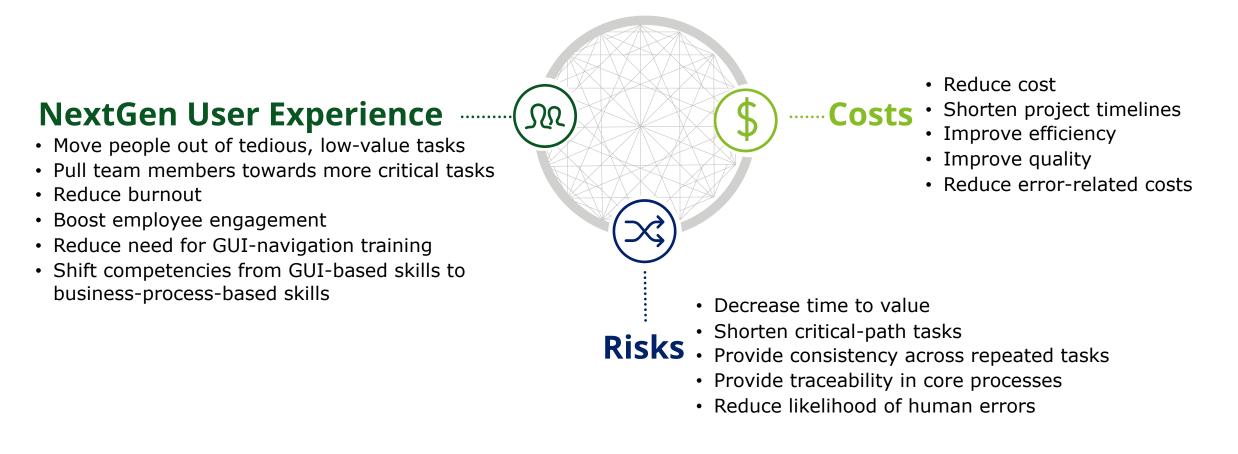
J Self Configuring SAP Solutions

- 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:



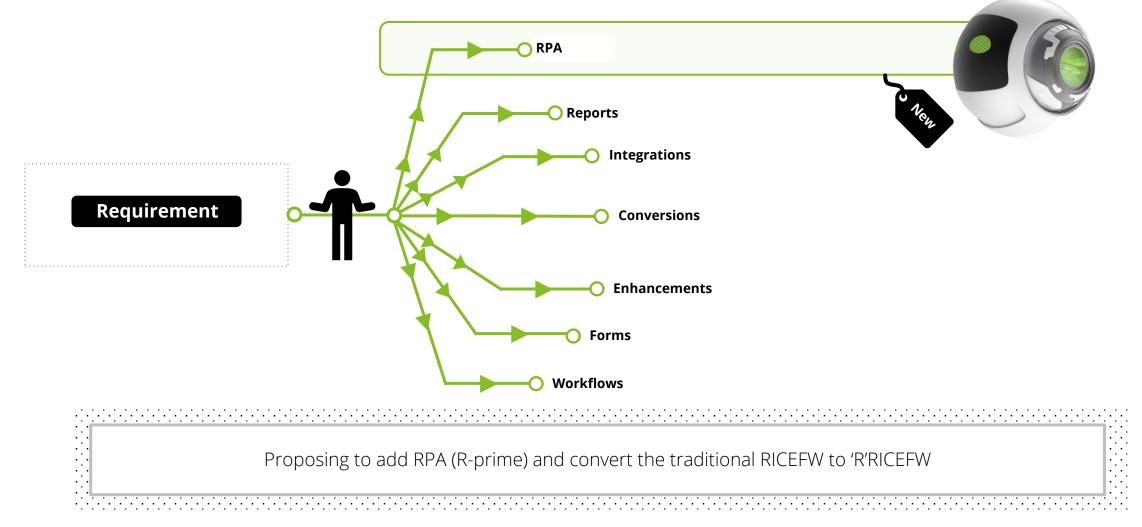
What is Possible with Automation?

		DESCRIPTION	VALUE
Accelerating Delivery with Automation		Computer software or "robots" to perform repetitive rules-based tasks. They can both boost capabilities and save time. In project delivery, automations are used to increase the productivity of the implementation team.	 Reduce our workforce Decreasing time to value Accelerate delivery
End-State Business Processes —	()	Designing end-state processes with an automation mindset. This approach allows workforces to avoid dull, repetitive task.	 Freeing up of work hours Avoiding penalties resulting from human errors Improving morale by allowing employees to focus on engaging, high-impact tasks Reassigning workers to higher- value activities
Special Automation Use-Cases	E	It involves the use of robotic and AI- enabled technologies to re-imagine business processes. Augments human decisions through technologies such as Machine Learning, Natural Language Processing or Generation, or Optical Character Recognition.	 Leveraging powerful, advanced technologies to deliver value New opportunities emerge as capabilities scale up with help of AI Proactive identification of patterns through insights derived from real-time information

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

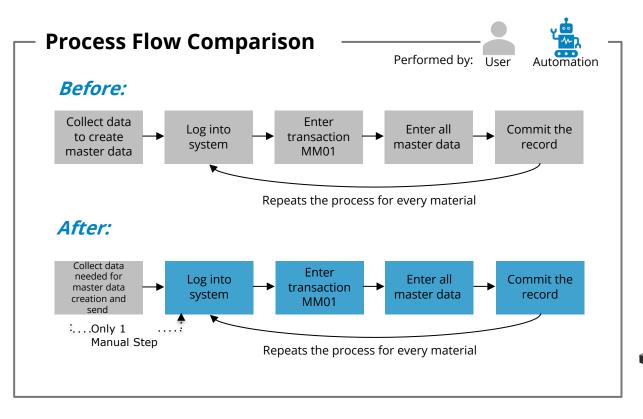
Integrating Automation into SAP Programs

Leverage RPA when going though 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 ...

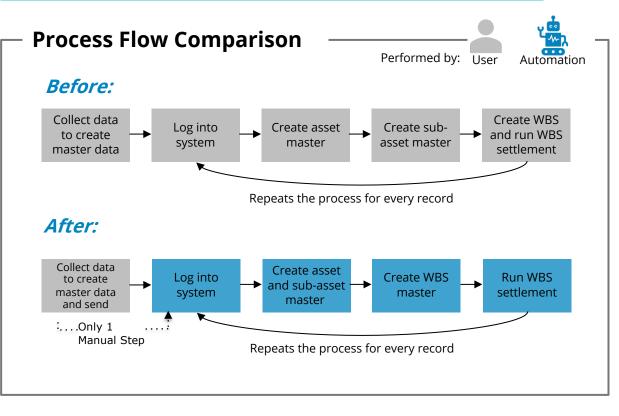




Asset Creation



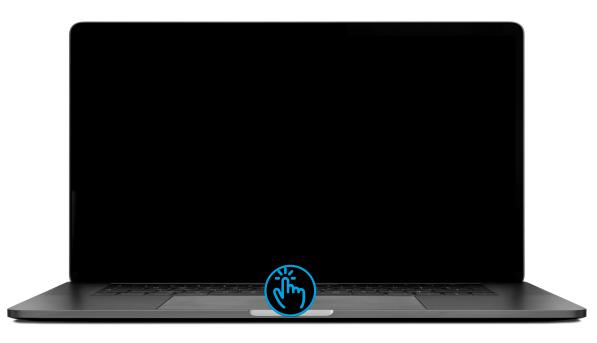
- ✓ The asset creation and WBS settlement process is tedious and cumbersome
- This automation streamlines the process to a single input file



ESTIMATED NET SAVINGS OF ...

~75% reduction in processing time

~90% reduction in manual efforts



Bills of Lading Capturing – Automation Solution

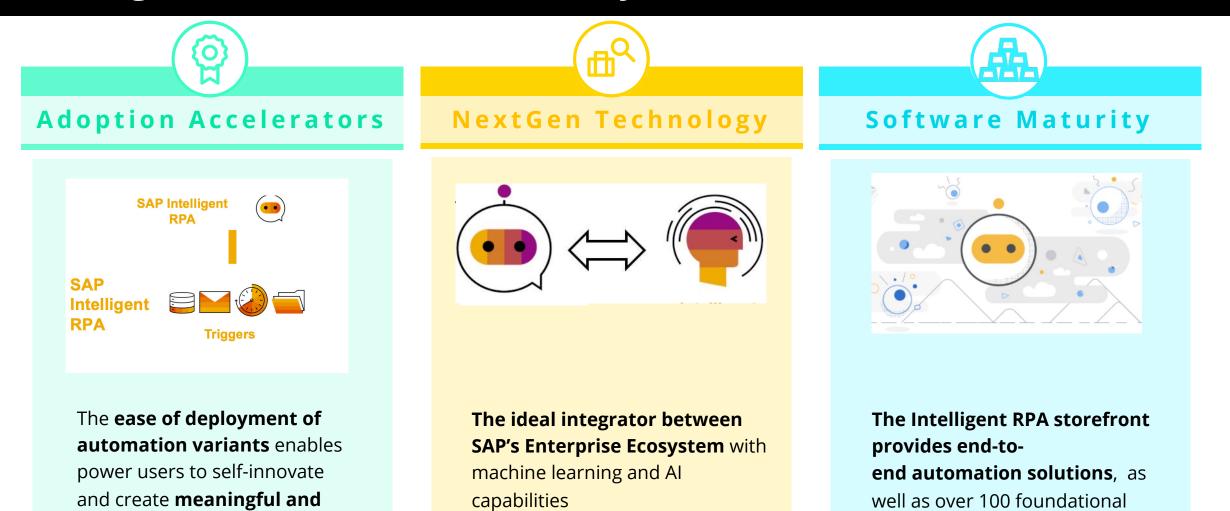


Combine RPA with intelligent technologies such as OCR to automate end to end processes and increase overall value delivered The "Bills of Lading capturing" solution seeks to automate the end-to-end process of: Monitoring Mailbox -> Downloading BOL attachments -> Extracting Relevant Data using OCR -> 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						
Phase 1 – Pilot Solution	Phase 2 – Test in Real- Time	Phase 3 – Full Fledged Solution	Phase 4 – Realize Complete Value			
A POC highlighting the capabilities of Abbyy for 2 vendor templates. Does not include the ERP data input module	<i>Testing the POC developed in prod real time in order to develop confidence in the solution</i>	<i>Develop the full-fledged solution covering over 2000 docs per day and inputting data into ERP as well</i>	Deploy the solution in prod and realize the full value of the solution which is a savings of around 1 million USD per year			
Scope & Pote	ential Value	Qualitati	ve Benefits			
Pilot Solution (2 vendors only ; Expected to run in prod for 2-3 months)	<i>Full Fledged Solution</i> (Covering all the vendors and ERP data input module)	Freeing up of Reso People can be engaged manual data entry wo	d on strategic tasks as opposed t			
Data Volume 450 Docs in 3 months	Data Volume 500K Docs per year	Replacing manual act	Error Free Process Replacing manual activities with a bot increases efficiency, improves quality and removes errors			
Potential Savings \$8,300 in 3 months	Potential Savings \$1M annually		easily scaled to include more panded to other Business Units			

Intelligent RPA Feature Summary

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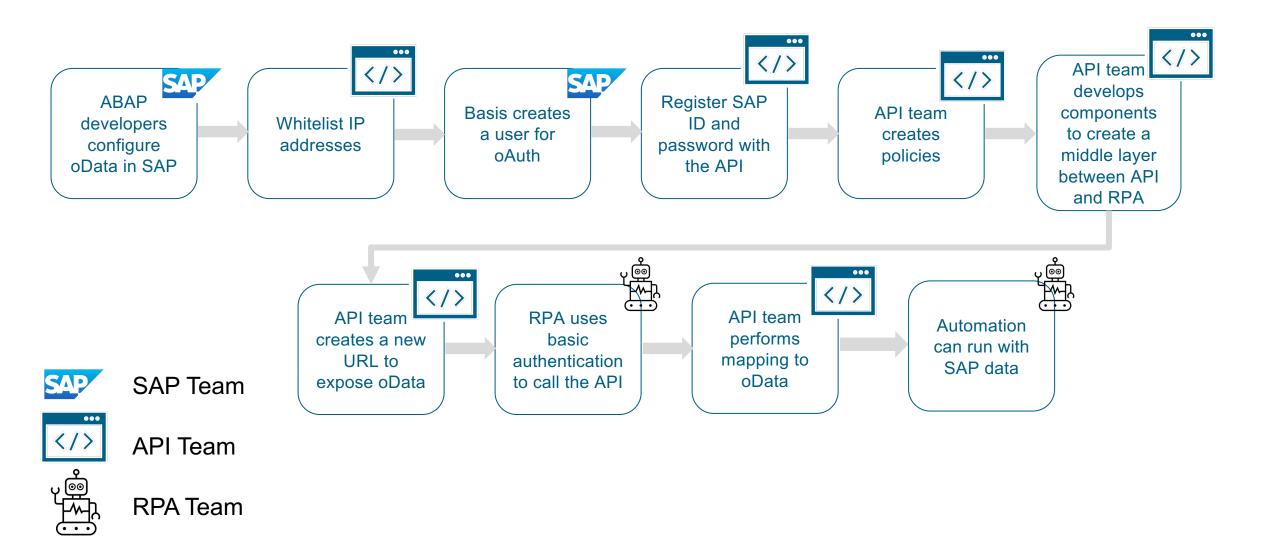
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catered automations

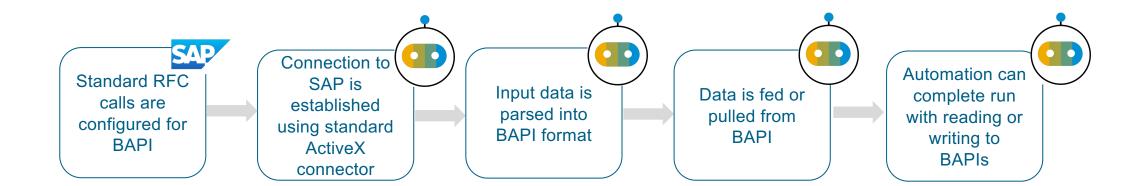
task automations **providing**

rapid time-to-value

Other RPA Vendors – Example Automation Architecture



Intelligent RPA – Example Automations Architecture





Questions

