



Managing Change Before, During, and After Your S/4HANA Transformation

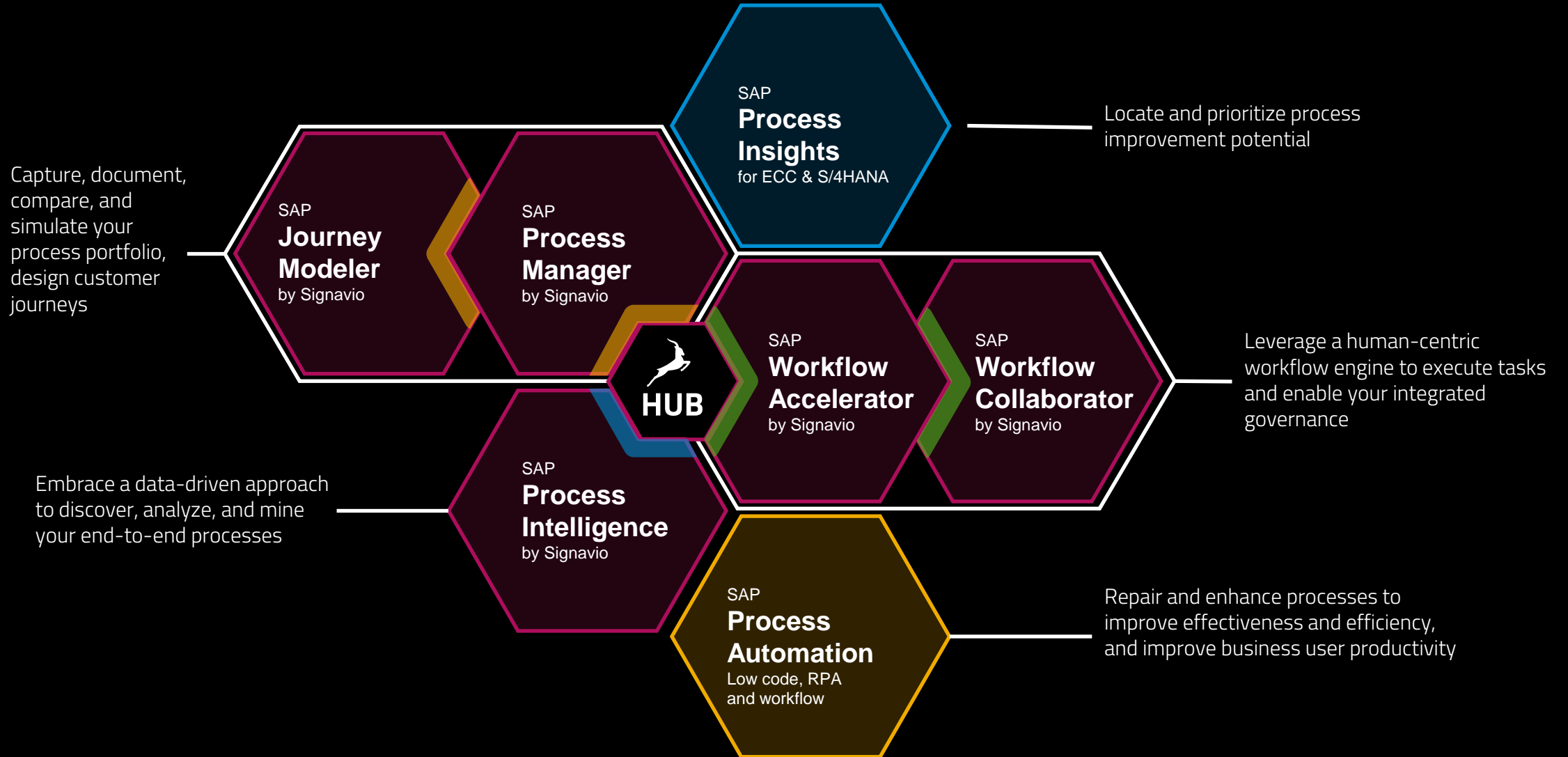
Business Process Management Overview

Shawn Brown

Global BTP Program Strategist

Business Process Intelligence




End-to-End Business Transformation Platform



Process Insights – Analyze, Benchmark, KPIs and PPIs at Line of Business

Welcome to BPI Insight!

It's great to have you on board. Here are a few suggestions to get you started.

-  Benchmark your performance and discover opportunities to improve.
[Go to "Finance" Report](#)
-  Identify which processes have automation potential.
[Go to Process Automation Report](#)
-  Check out recommendations on how you can improve.
[Go to Recommendations](#)

Top Opportunities to Improve: Finance

[Go to Report](#)

Manual changes on purchase orders
January 2020 (weekly)

9.9K



Purchase order items created after invoice
January 2020 (monthly)

13.2K



Overdue & open finance AP items
January 2020

80.1K



Sales schedule lines could not be confirmed for the requested delivery date
January 2020 (monthly)

6.7K



Top Performance: Finance

[Go to Report](#)

Lead time: Purchase requisition creation to PO
January 2020 (weekly)

<0.1 Days



Manual changes on purchase requisitions
January 2020 (weekly)

131



Lead time: Delivery creation to goods issue
January 2020 (weekly)

7.4 Hours



Lead time: Invoice creation to clearing
January 2020 (weekly)

23 Days



Process Insights - Guided Recommendations

Analytics > Investigations > Lead to Cash

Top Recommendations for "Lead to Cash"

Based on the estimated impact and value of the recommendation for your business ⓘ

SAP Solution Order Progress Trending

Solution Order for Smart Energy
100000156
Sold To Party: Intelligent Solutions (PC_INT_SDL) Total Net Value: 12,034.09 EUR
Life Cycle Status: 🟢 🟢 🟢 🟢 🟢 Error Status: No Errors

Item	Product Description	Item Status	Item Category
10	Solar Panel Package (20PC)	🟢	Sales Item
20	Solar Installation	🟢	Service Item
30	Solar Maintenance	🟢	Service Contract Item
40	Energy Management as a Service	🟢	Subscription Billing Item (Sub)

Solution Order Management
SAP S/4HANA Capability · Q 2
■■■■ Impact ■■■ Effort

SAP Subscription Billing Top Industry Pick

ABC Company
BP_DE_11
Email: info@company.com Address: Deiner Hogg Allee 18 485,238.36 EUR
Phone: +49 8227 747474 Deiner Hogg Allee 18 485,238.36 EUR
Customer Type: Corporate 09100 Headof GERMANY Lifetime Market Net Bill Amount: 485,238.36 EUR

Billing Totals
Monthly bill amount by month in the last 12 months
Currency: EUR Billing Type: Charge

Year	Month	Bill Amount (EUR)
2021	Apr	0.00
2021	May	0.00
2021	Jun	0.00
2021	Jul	0.00
2021	Aug	0.00
2021	Sep	0.00
2021	Oct	0.00
2021	Nov	0.00
2021	Dec	0.00
2022	Jan	26,999.90
2022	Feb	0.00
2022	Mar	0.00
2022	Apr	0.00
2022	May	0.00
2022	Jun	0.00
2022	Jul	0.00
2022	Aug	0.00
2022	Sep	0.00
2022	Oct	0.00
2022	Nov	0.00
2022	Dec	0.00

Year	Month	Bill Amount (EUR)	ID	Product
2021	Apr 2, 2021	26,999.90	S83364	Cloud Com
2021	Apr 3, 2021	0.00	S83364	Cloud Com
2021	Apr 3, 2021	0.00	S83363	Cloud Com

SAP Subscription Billing
Innovation
■■■ Impact ■■■ Effort

SAP Predictive Asset Insights

Equipment

- Engl_Ford_Field_(P1) (Engl Ford Field)
- South_Field_(P1-C5) (South Field)
- North_Field_(P1-C6) (North Field)
- Well_Cluster_3_(P1-C4-U3) (Well Cluster 3)
- Separation_(P1-C6-L3-A3) (Separation)
- Centrifugal_Pump_(P1-C4-U3-A1) (Centrifugal Pump)
- Location_4_(P1-C4-U3-A1-L1) (Location 4)
- Location_3_(P1-C4-U3-A1-L1) (Location 3)
- Location_2_(P1-C4-U3-A1-L2) (Location 2)

Pump 554 Cooling Water Circulation Pump
Pump 00554

Attributes Changes
July 2023 - October 2023
By Month: Highest: 1

SAP Predictive Asset Insights
Innovation · Q 6
■■■ Impact ■■■ Effort

Clear open FI-AR items for cancelled SD billing documents

Corrective Action
■■■ Impact ■■■ Effort

SAP Process Automation

Deploy or Create a RPA Bot on No Code/Low Code Platform

- Process Insights
- Start
- Reports
- Boards
- Activity Viewer
- Recommendations
- Projects
- FAVORITES
- Order to Cash
- O2C Automation Return
- Sales documents overdue for bil...
- Sales Order Creation
- Procure to Pay

Robotic Process Automation

Keep track of bot performance and impact

Aug. 2019 – Jan. 2020

All Lines of Business

Search

Order Creation Process China
First automation on China specific order procedure

● Active

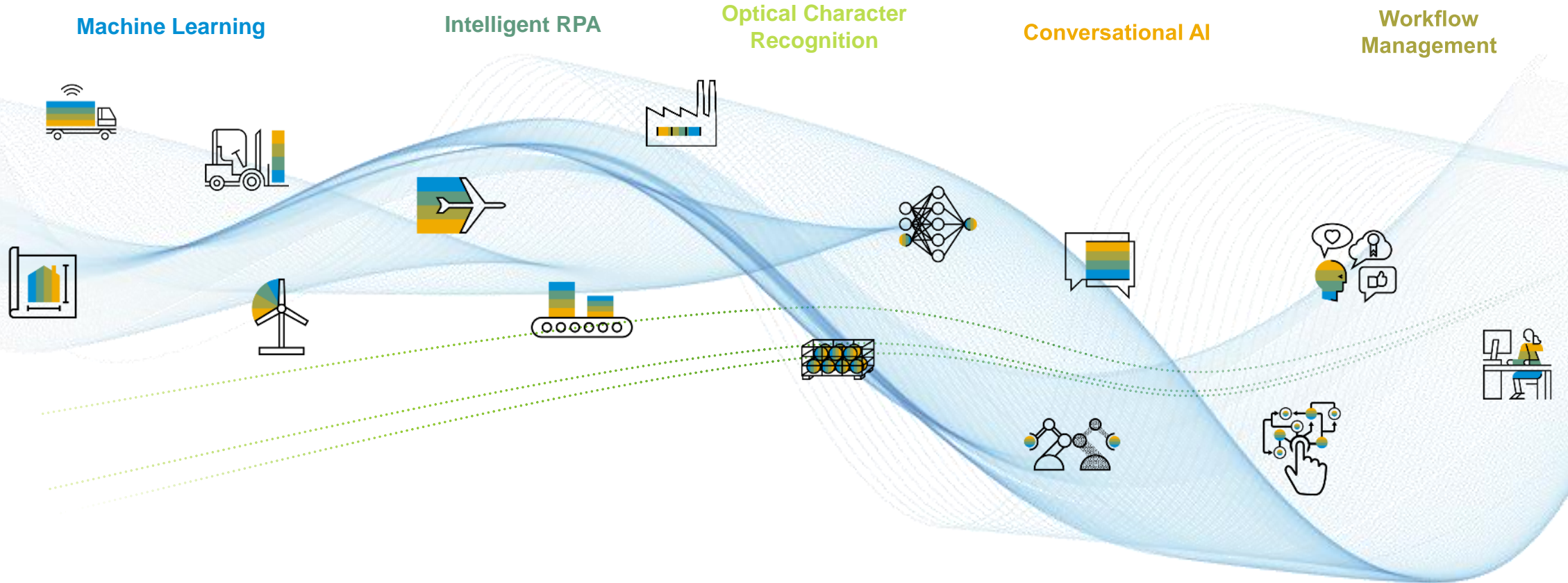
Delivery Creation EMEA
Automation of Delivery Creation in EMEA

● Active

Successfull Bot Runs	Business Objects processed	Time Saved by Bot
Last 4 weeks	Last 4 weeks	Last 4 weeks
345 ▼ 5% (18)	432 ▲ 5% (21)	66:33 h ▲ 5% (2:34 h)



SAP Process Automation via SAP Intelligent Technologies



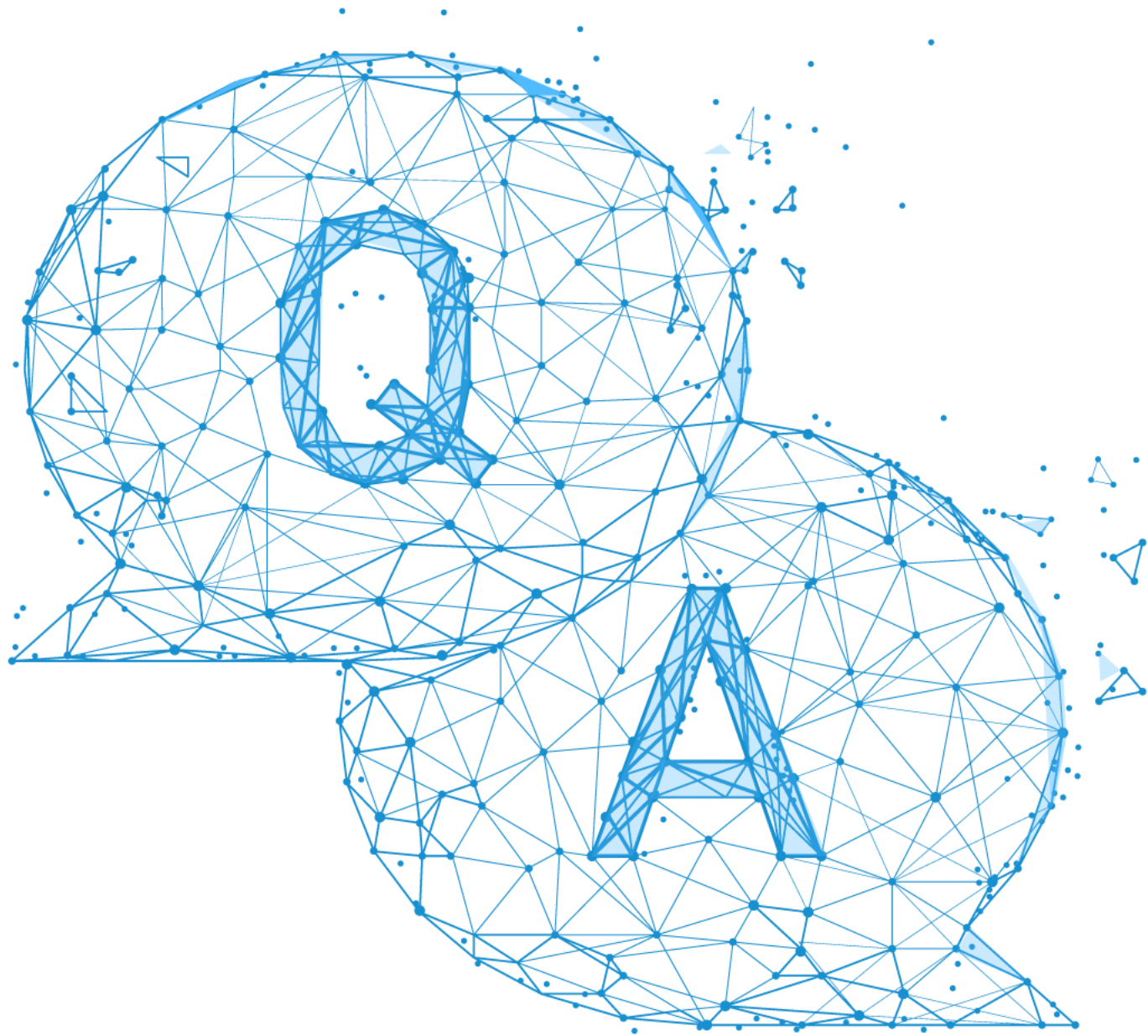
A **single digital thread** that integrates all the real-time information, feedback, performance, and data on a product from inception to sunset. Enabling processes to evolve from reactive to predictive.

Process Insights links

[*How to run a report*](#)

[*Look at a sample report*](#)

[SAP Intelligent RPA bot Store](#)



Thank you.

Shawn Brown

Shawn.brown@sap.com

+1 239 410 0433

