

Welcome

SAP Discovery Day for Business Technology Platform

Scan for agenda:



March 21, Stockholm

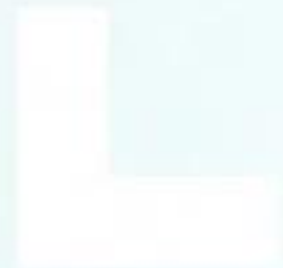




50 YEARS



2022



537 75



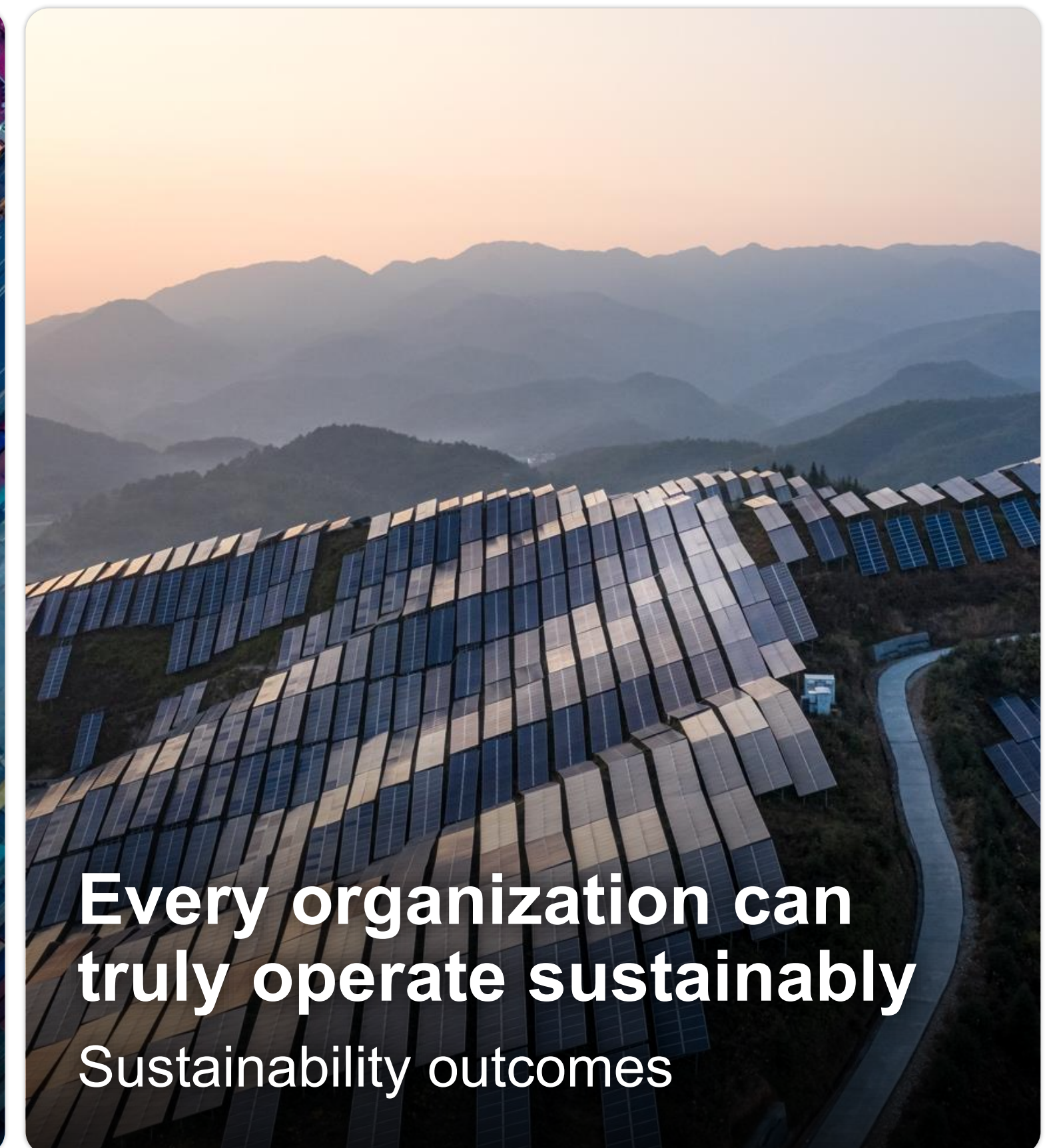
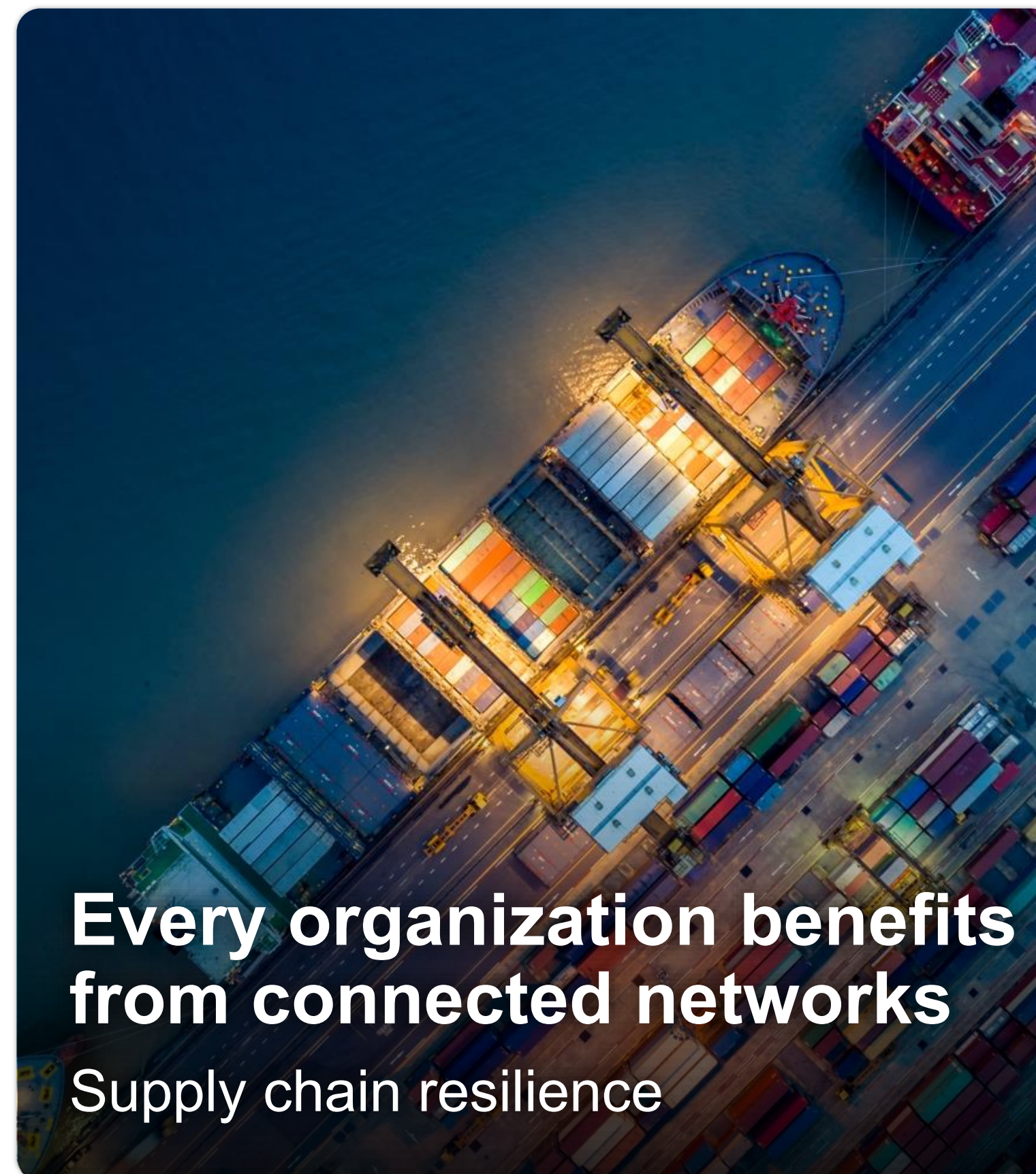
Our purpose is enduring



Help the world run better and improve people's lives

Our vision is more relevant than ever

**Enable every organization and every industry to become
a network of intelligent, sustainable enterprises**



Our goal is clear

#1 Enterprise
application company
powered by our leading platform

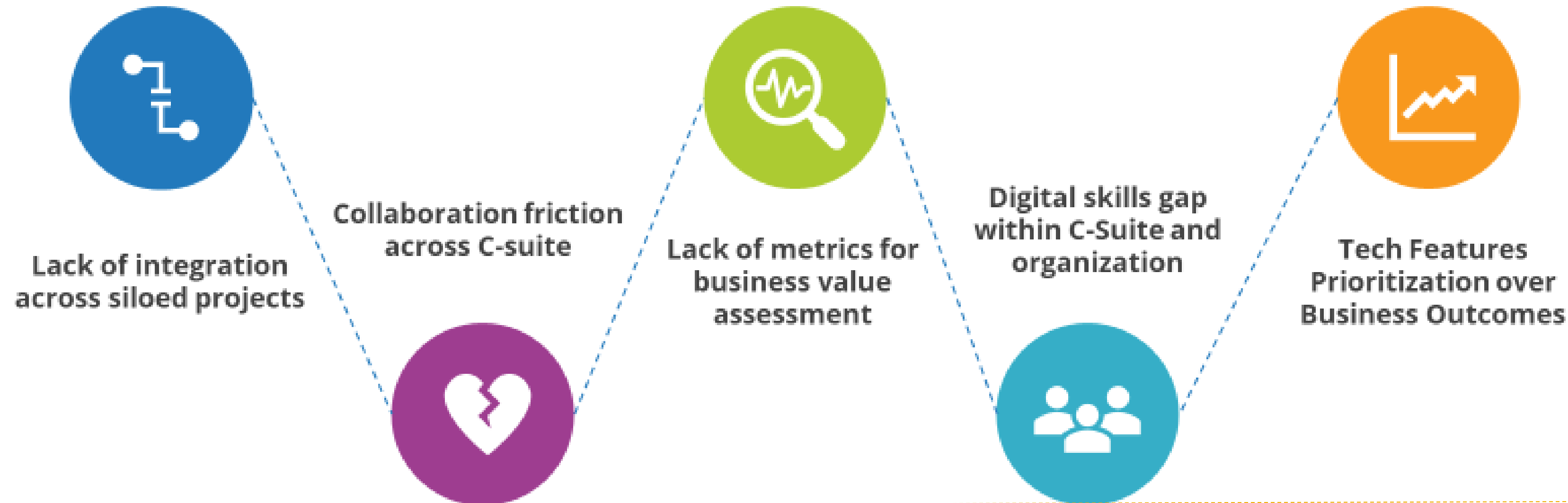
#1 in customer
satisfaction

#1 in customer
lifetime value

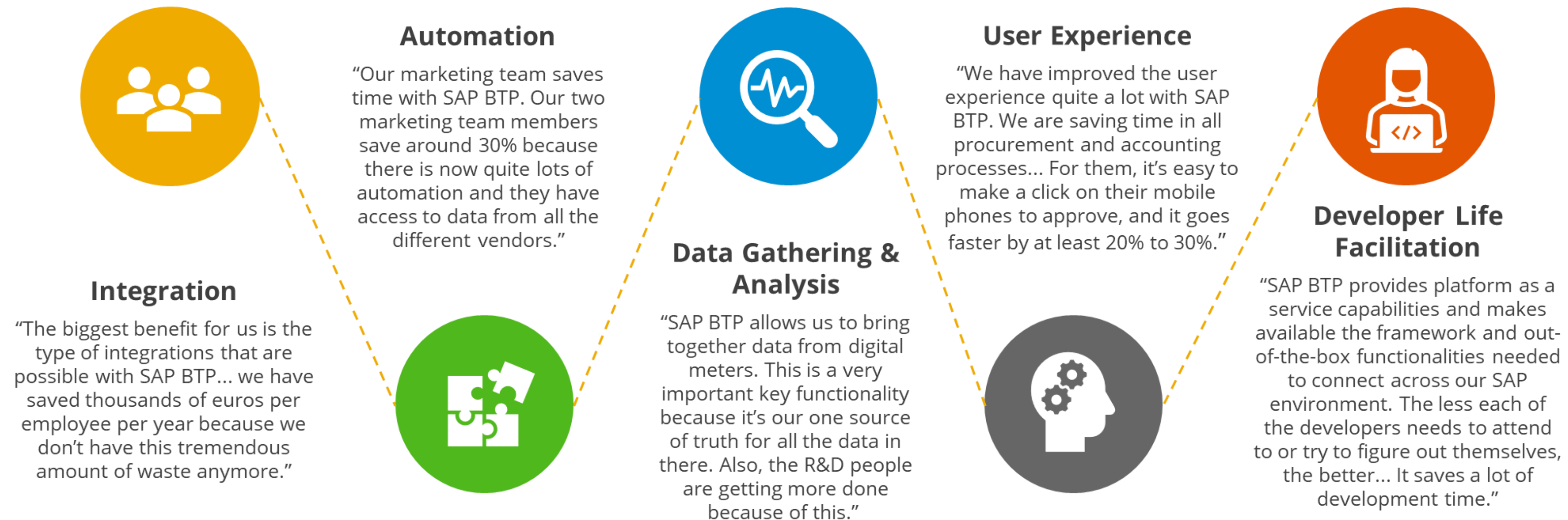
#1 in portfolio
adoption

Value Realization Challenges and How SAP BTP Customers Respond

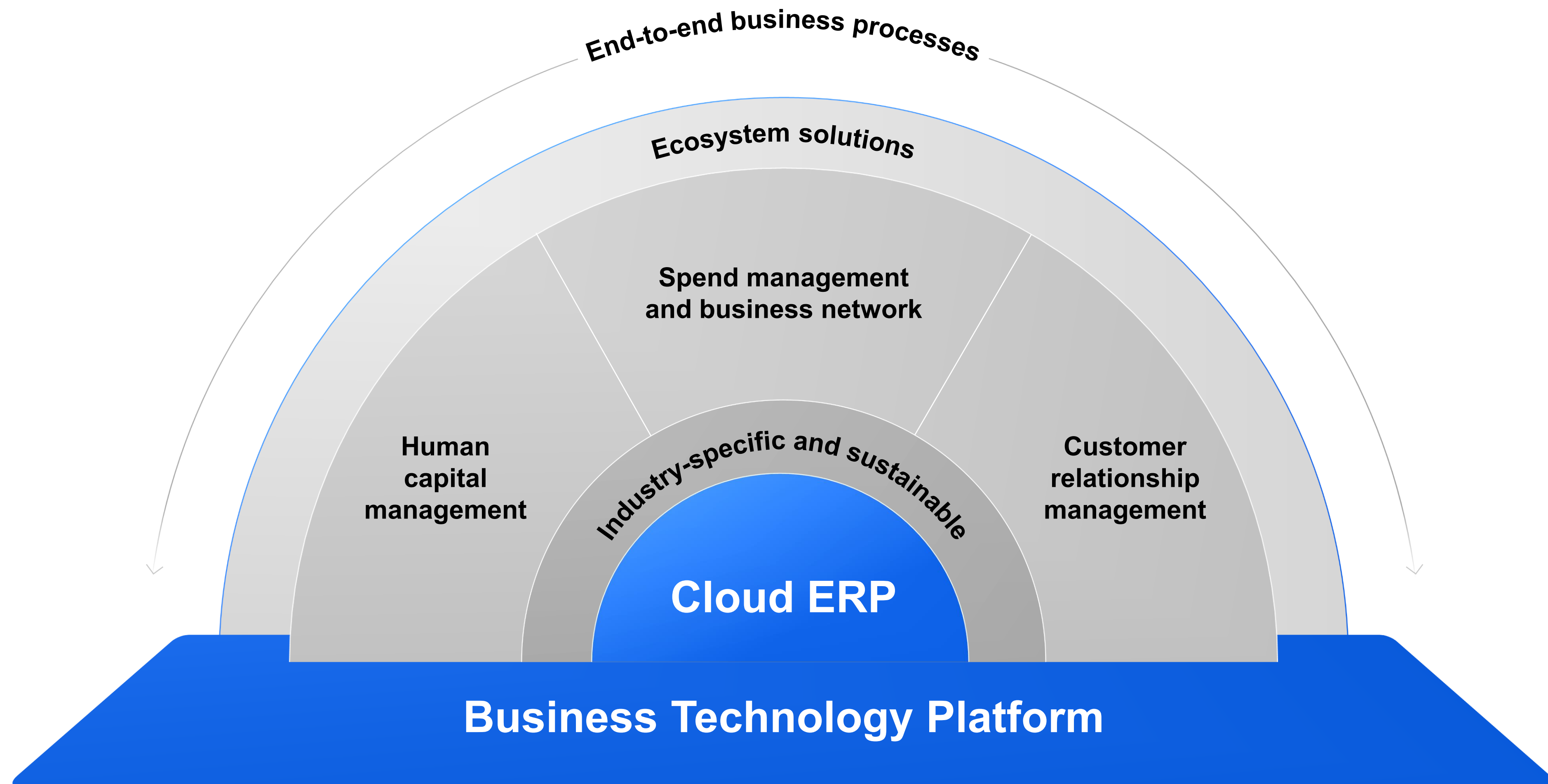
Key Challenges Hampering Digital Value Realization Identified by IDC



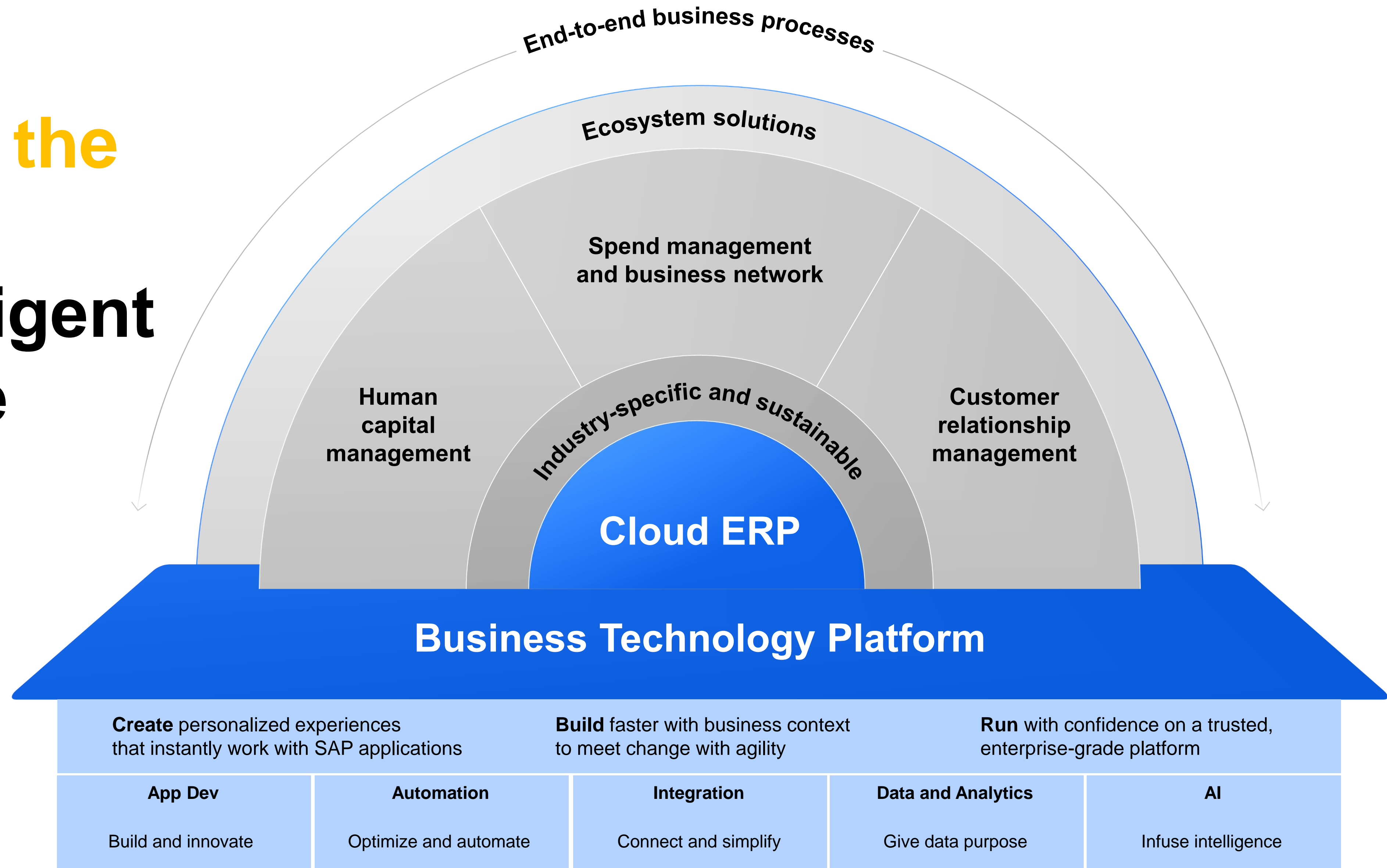
The Customers' Voice on SAP BTP



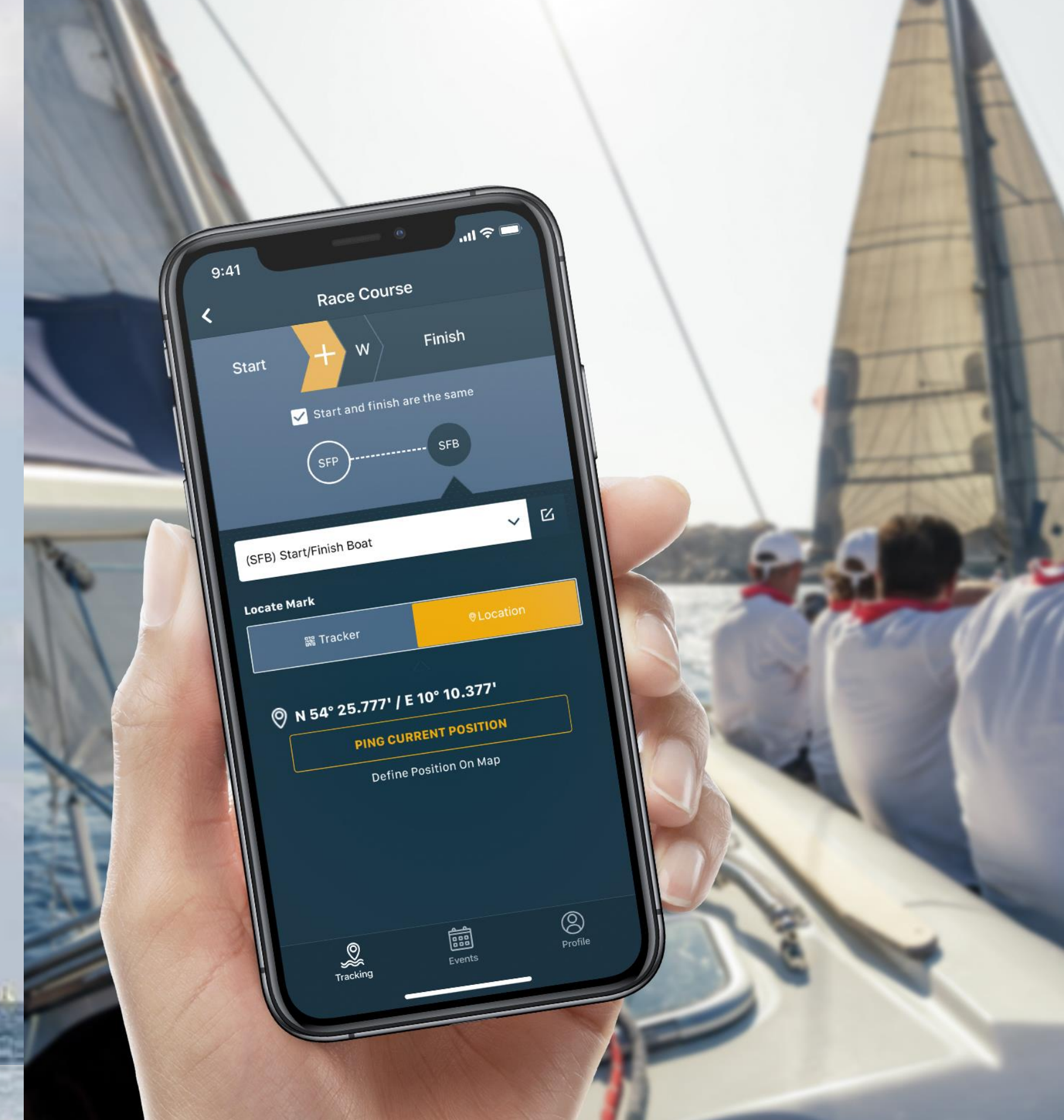
Our portfolio to increase focus & accelerate innovation



SAP BTP is the foundation of the Intelligent Sustainable Enterprise



Coming soon... SAP Sailing Analytics Day June 2023



SAP Sailing Analytics redefined the player, coach, media and fan experience at lighthouse and grassroots tournaments globally.



Agenda

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09.15 – 09.30	SAP Datasphere
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11.30 – 12.15	OpenText – The problem with Information Management with SAP

Agenda

12.15 – 12.45	Tarento Presentation
12.45 – 13.30	Lunch
13.30 – 15.00	Track sessions Track 1: RISE with SAP BTP Track 2: Data & Analytics Track 3: SAP Integration Suite
15.00 – 15.15	Break
15.15 – 15.45	Empower Business Users with SAP Build
15.45 – 16.30	Customer Panel – Key Takeaways
16.30	Wrap-up

Today's Agenda Online

SAP Discovery Day for Business Technology Platform Copenhagen

<https://sapbtp2022.cfapps.eu10.hana.ondemand.com/#/events/15>



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Upcoming SAP BTP Customer Value Virtual Events

January 24 - June 20 [SAP | The Universe of SAP BTP in a Nutshell](#)

February 9 - March 23 [SAP | From NoCode to ProCode - The Right Solution for Everyone](#)

April 20 – June 1 [SAP | The Open Space of Application Operations within SAP BTP](#)

April 12 – April 26 [SAP | BTP in HXM – How HR Can Harness the Power of Digital Technologies & Innovation](#)

March 15 – April 5 [SAP | Transform your business for Industries with BTP](#)

SAP BTP Customer Value Network

What is the SAP BTP CVN?

- Welcome to the SAP BTP Customer Value Network!
- Our Customer Value Network is dedicated to provide you with latest information on SAP's strategy and innovations
- It will allow you to make important connections to topic experts, peers, technical content and SAP for their professional and business success to support the sharing of insights and best practices.
- The CVN will allow you to experience the passion for excellence that sets this SAP Customer community apart.
- For more information please navigate to [SAP BTP Customer Value Network](#)

SAP Garage Series 2023 - Episode 4 (Extract SAP Ariba Cloud Services data through standard APIs) - Virtual Event

- **North/South America & Europe** **April 5, 2023 11:00am ET (08:00am PT – 17:00 CET)**
- **Europe, Asia Pacific & Japan** **April 5, 2023 15:00 AEST (09:00 CET - 12:00 SGT)**

What is the SAP Garage Series?

The SAP Garage is our studio for presenting and connecting the business value of **SAP BTP** with the how-to guidance for realizing business use cases and solving business challenges.

The **SAP Garage** webinar series is geared towards getting you started, hands-on enablement and expert guidance. Each episode will focus on one SAP Discovery Center Mission and will dive into the details

Why attend?

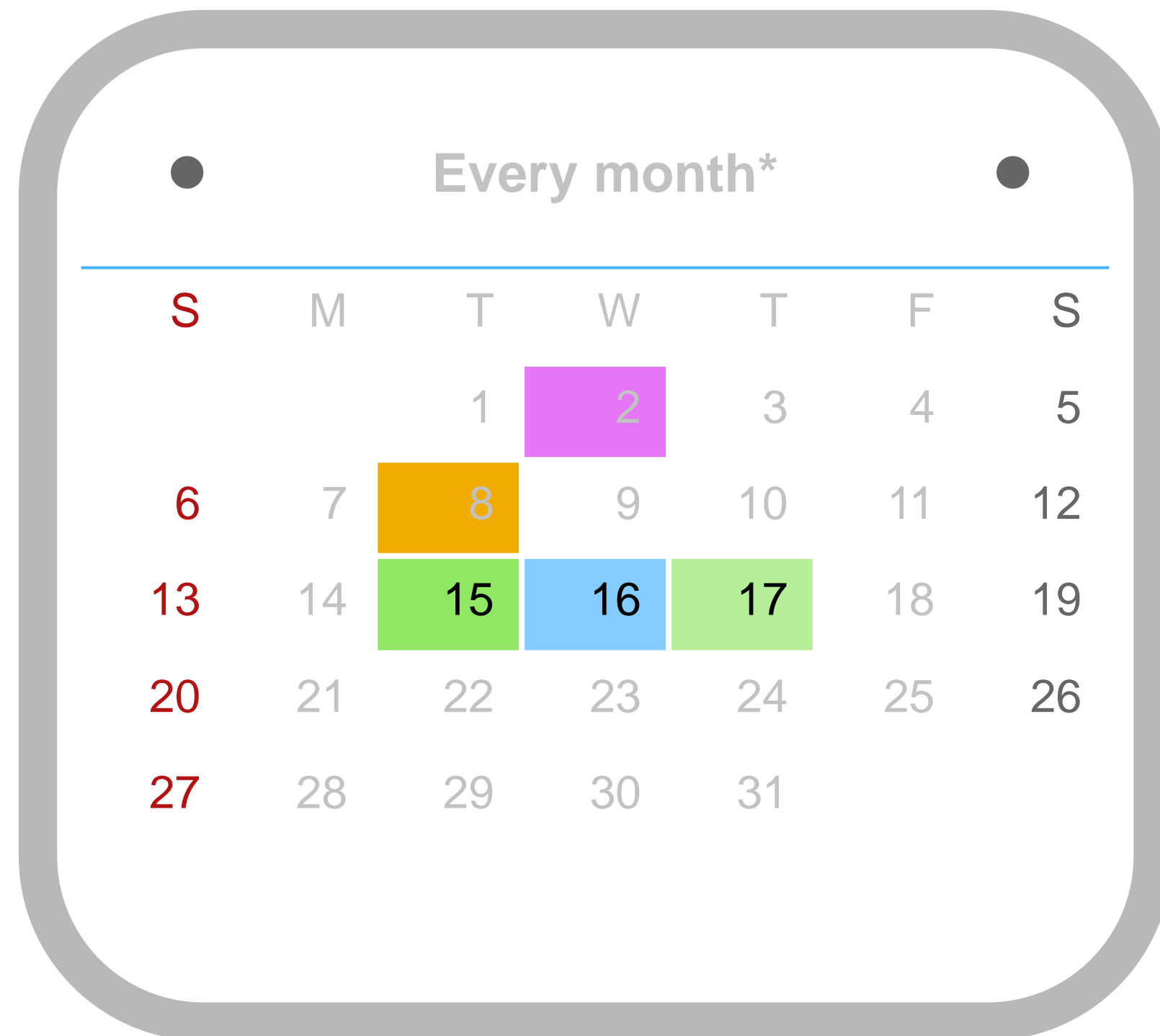
Gain a clear understanding of the business value of SAP BTP through a focus on relevant business use cases.

Find out how you can get started quickly and where to go for step-by-step guidance.

<https://webinars.sap.com/2023-01-01-sap-ie-btp-garage-webinar-series/en/registration.aspx>

[Register Now](#)

SAP Practitioner Forums – 2023 schedule



First Wednesday

SAP BTP Garage

Host: Cecily Sorenson (APJ)

Host: Toros Aledjian

Register: [SAP BTP Garage Series](#)

Third Wednesday

SAP Screen Personas

Hosts: Peter Spielvogel and Conrad Bernal

Register: <https://www.sap.com/cmp/nl/sap-screen-personas-practitioner-forum/index.html>

Third
Thursday

SAP Fiori (APJ UX)

Host: Toros Aledjian

Hosts: Jocelyn Dart, Simon Kemp, Toros Aledjian

Register: [SAP Fiori \(APJ UX\) Practitioners Forum](#)

Third
Tuesday

SAP Business Technology Platform (APJ)

Host: Toros Aledjian

Host: Richa Sharma, Rajesh Ragupathy, Toros Aledjian

Register: [SAP Business Technology Practitioners Forum](#)

Second Tuesday

SAP BUILD (APJ)

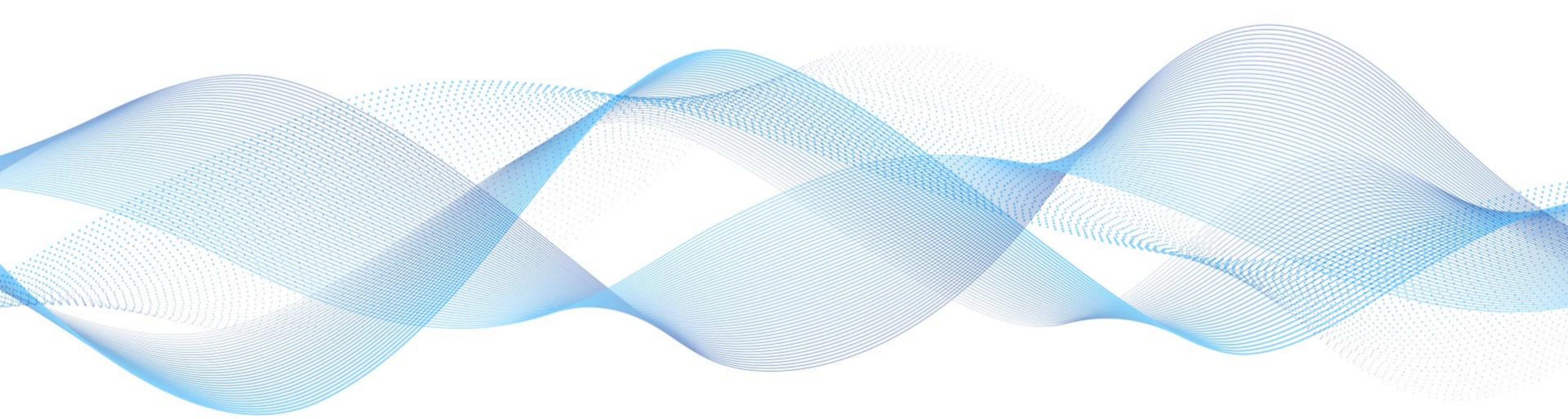
Host: Toros Aledjian

Hosts: Esmee Xavier, Toros Aledjian

Register: [SAP | SAP BUILD Practitioners Forum](#)

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SAP Data Unleashed - SAP Datasphere

Mikal Netteberg, COE EMEA N
March, 2023

Public

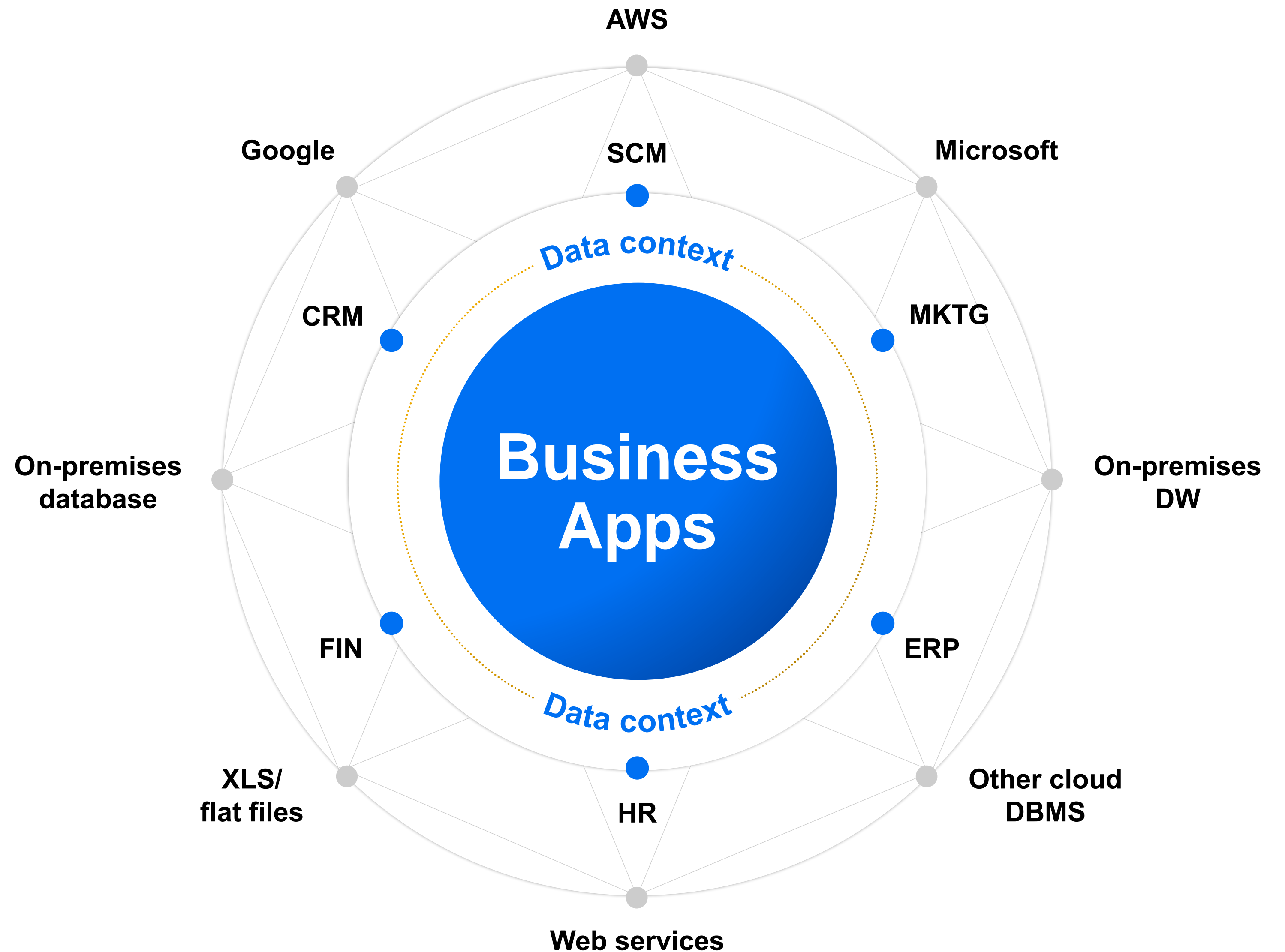


(Multi-) cloud brings new opportunities and challenges

New data sets spawn new projects

On-premises sources remain

Complexity has increased, shifting governance and integration work back to customers



Universal yet opposing data needs for business and technology stakeholders



SAP Datasphere is the foundation for a business data fabric architecture

Data consumers

Planning and analytics

Intelligent data apps

Data science

**SAP Datasphere
running SAP BTP**

Security
Access control
Availability



Self-service data access | Virtual data products

Data discovery | Business content, data marketplace, recommendation

Orchestration | Data transformation and data ops

Processing and persistency | Warehousing, business semantics (analytic/relational models), knowledge graph

Data governance | Metadata management, catalog, lineage, privacy, quality

Data ingestion | Data replication, data federation, real-time, application integration

SAP and non-SAP data

Applications

**On-premises
Data Warehouses**

**Cloud Data Warehouses
and Lakehouses**

**Relational
Databases**

**Unstructured/
Semi-structured Data**

Together with our open data partners

Data consumers

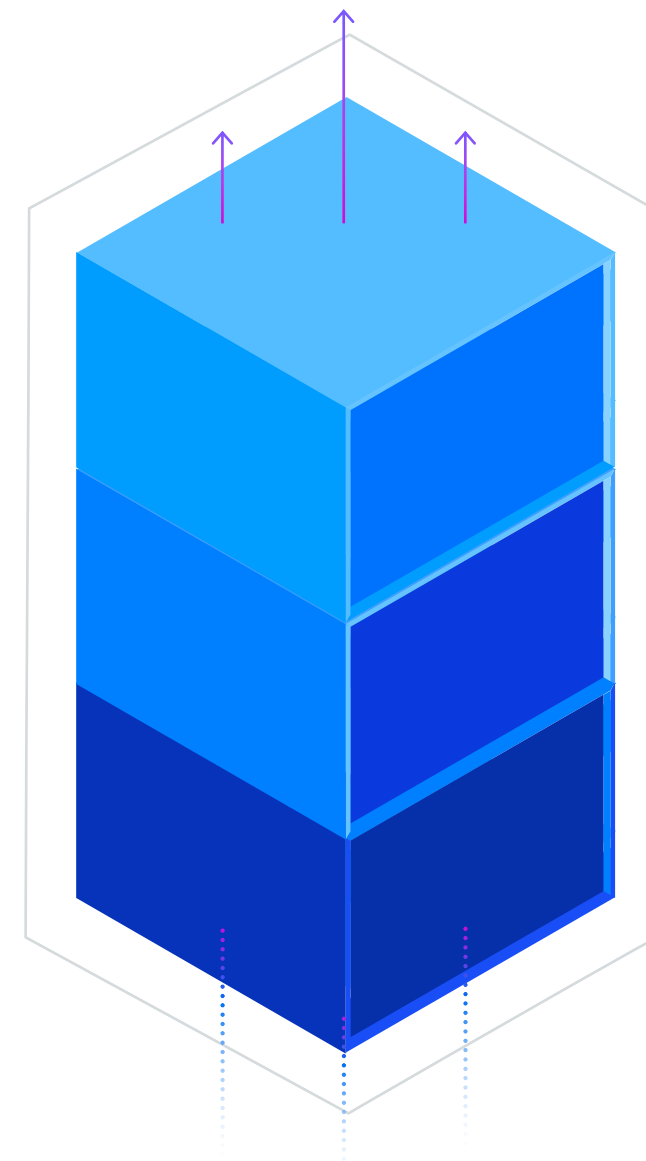
Planning and analytics

Intelligent data apps

Data science

**SAP Datasphere
running SAP BTP**

Security
Access control
Availability



 **databricks**

 **CONFLUENT**

 **Collibra**

DataRobot

SAP and non-SAP data

Applications

**On-premises
Data Warehouses**

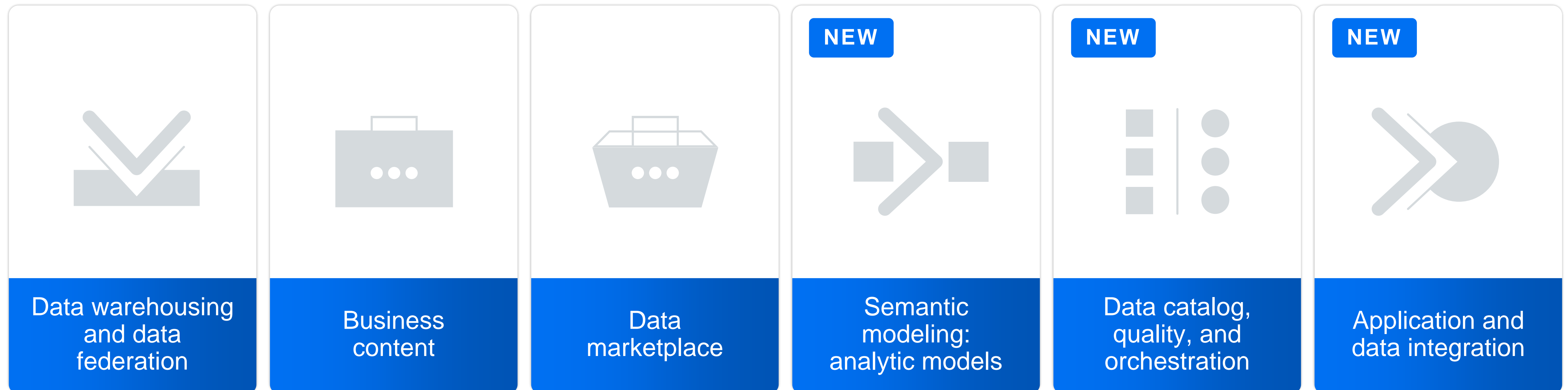
**Cloud Data Warehouses
and Lakehouses**

**Relational
Databases**

**Unstructured/
Semi-structured Data**

Evolving SAP Data Warehouse Cloud towards a business data fabric

Key features of SAP Datasphere



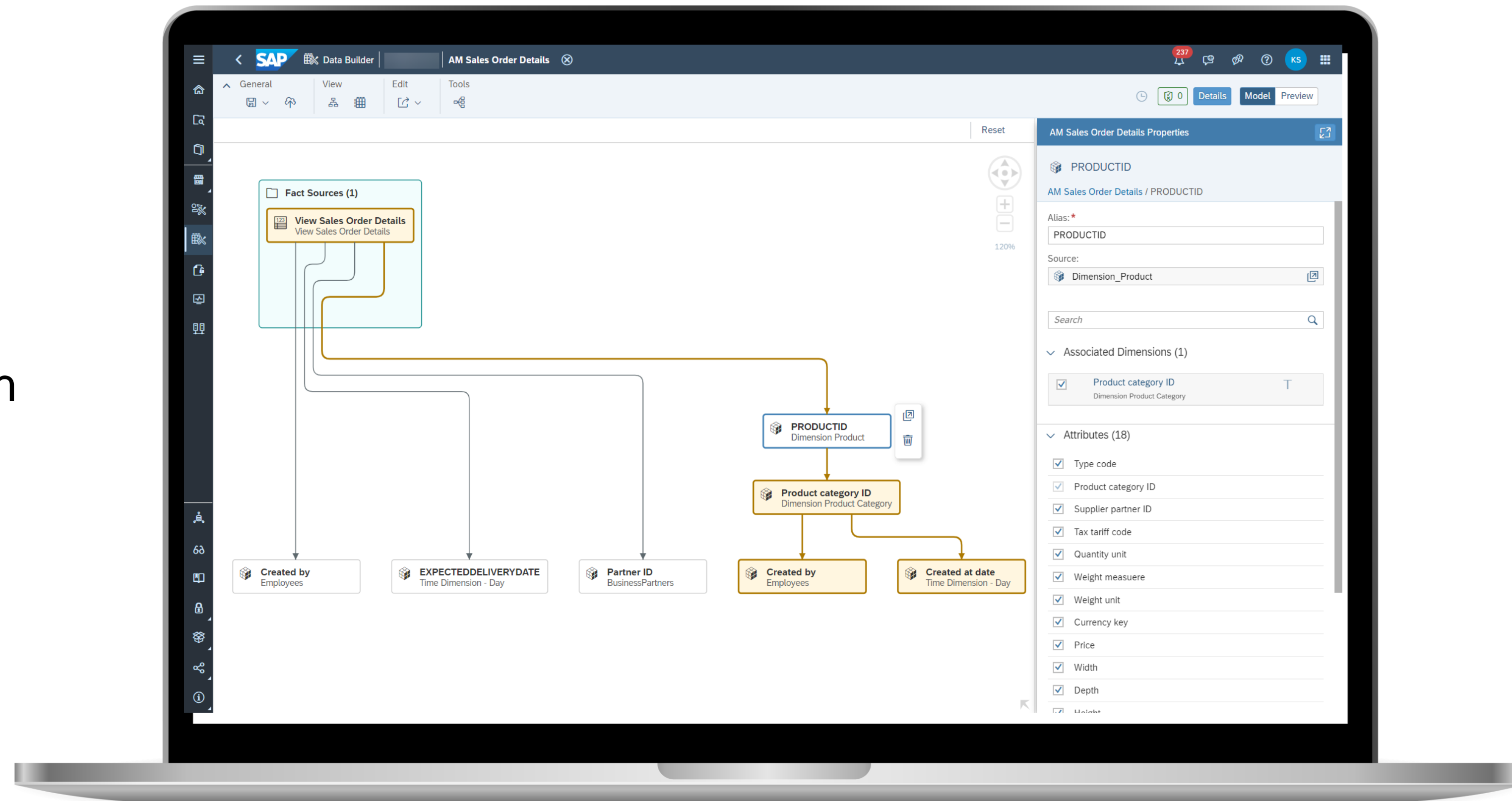
Semantic Modeling

Make it effortless to model your business

Solve complex modeling requirements with new SAP Datasphere Analytic Model

Satisfy needs of business and technical users

Reuse the semantical definitions and associations from SAP applications



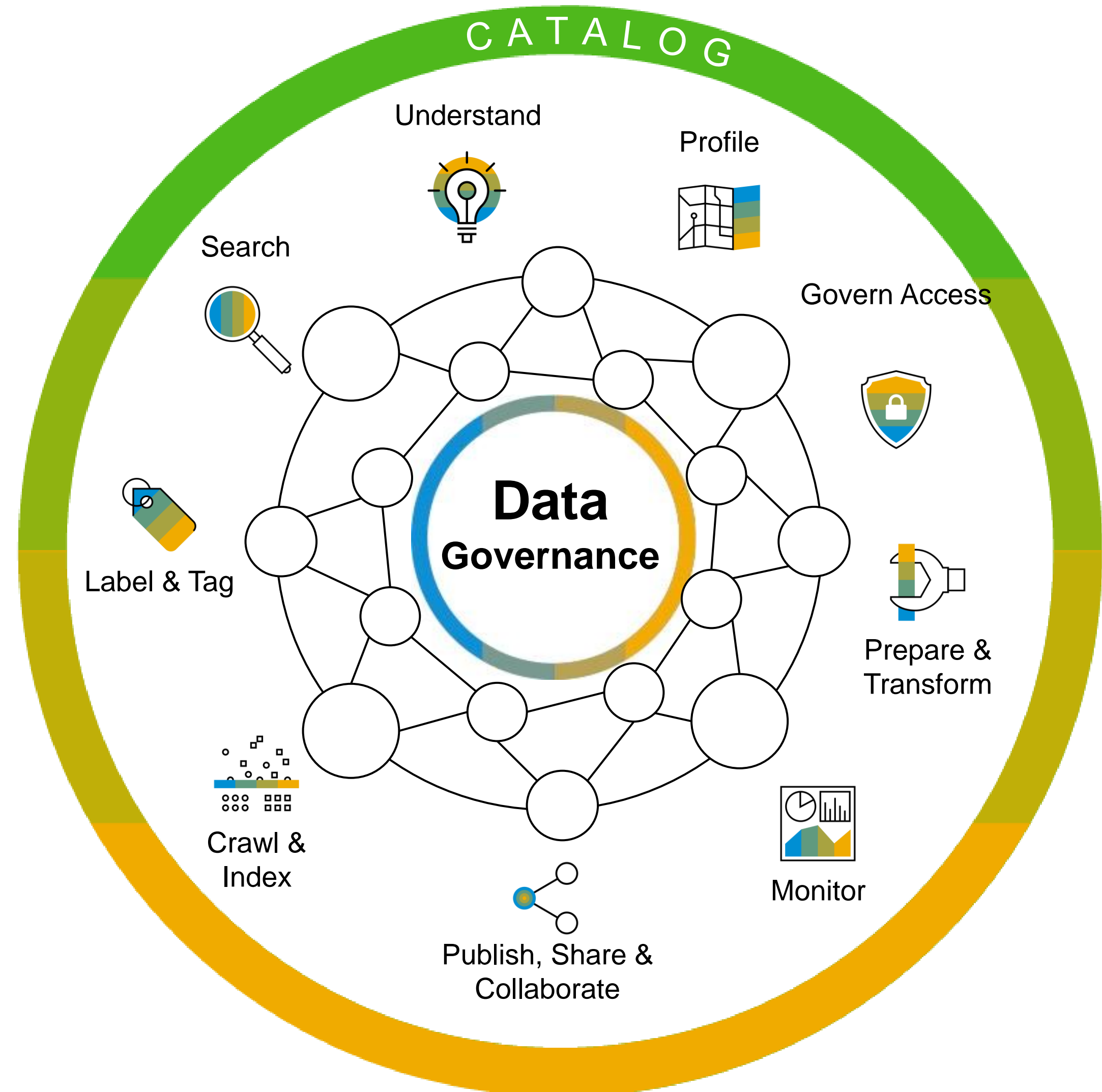
Catalog

Enabling Governance

Discover data (*crawl, profile, organize, link, and enrich*) and make data accessible (*browse, search*)

Classify, organize, and understand data (*location, attributes, quality, lineage, sensitivity*)

Enforce centralized authorization and security for data orchestration, and control data quality standards

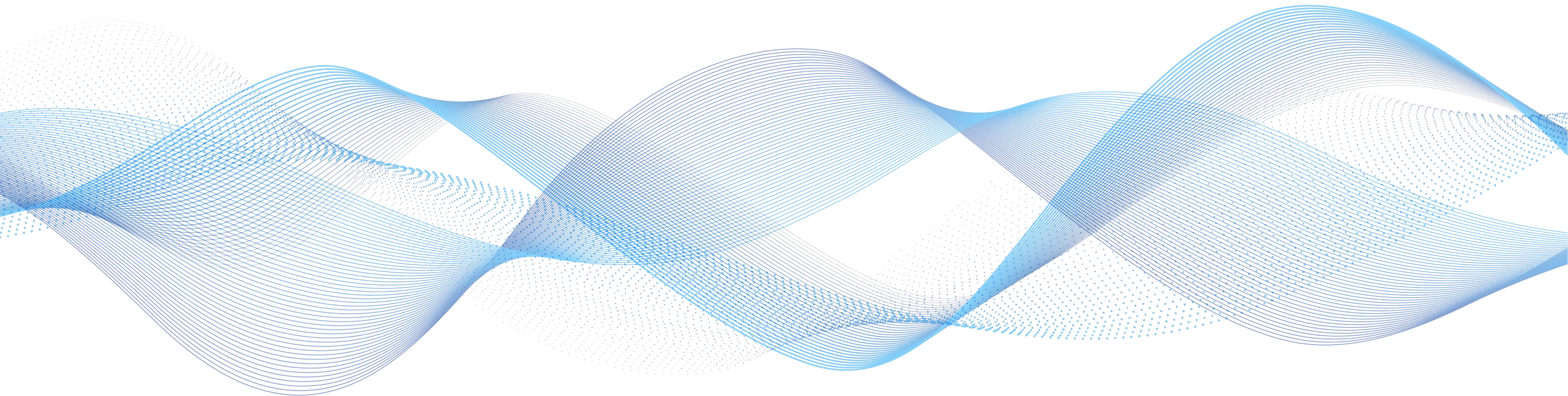


Why a business data fabric

Maximize valuable business context of mission-critical processes in real-time

Accelerate trusted decisions

Leverage existing skills and projects



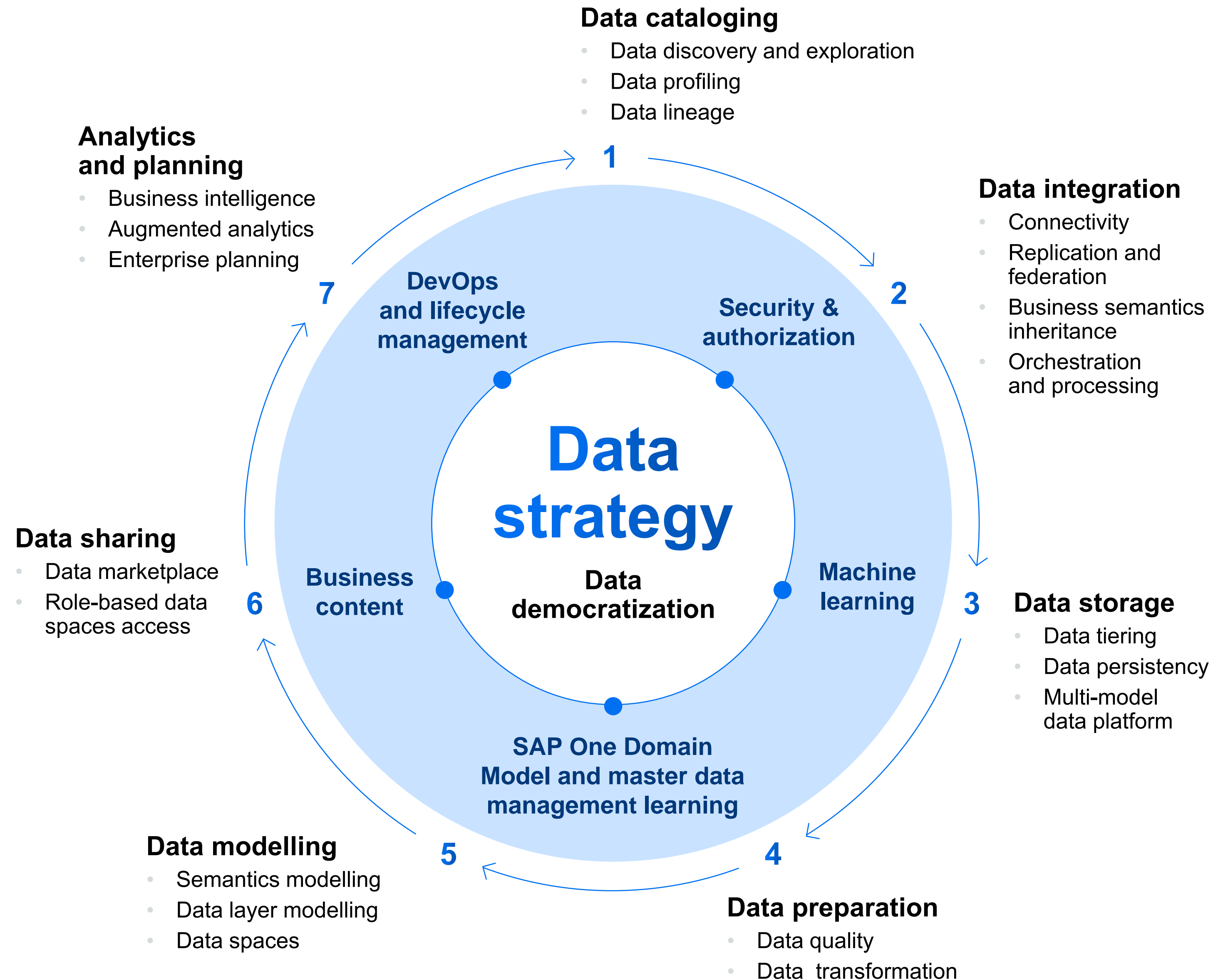
Access authoritative data

Ensure governance throughout the data lifecycle

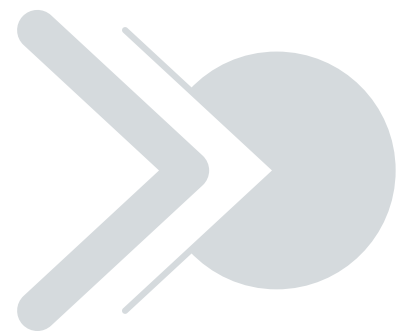
Discover, manage, and govern all data with the SAP Datasphere Catalog

Manage data governance from a central point

Establish and share governance rules across systems

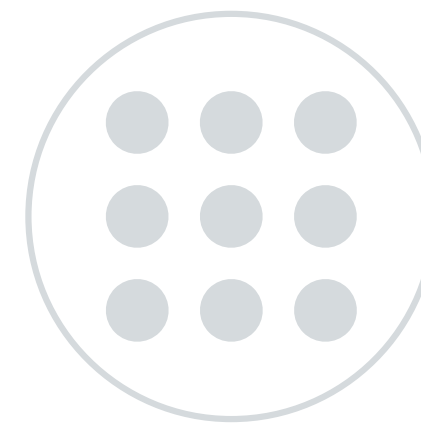


Unleash the power of business data with SAP Datasphere



Access authoritative data

- Deliver business data in its business context
- Make it effortless to model your business
- Ensure governance throughout the data lifecycle



Enrich all data projects

- Virtually access or physically store data from anywhere
- Leverage trusted data partners and securely share data across the organization
- Integrate with industry-leading data and AI platforms to capitalize on data investments



Simplify the data landscape

- Innovate across hybrid architectures leveraging existing SAP models
- Enable self-service data access
- Leverage existing SAP BW models and transformations to innovate in the cloud

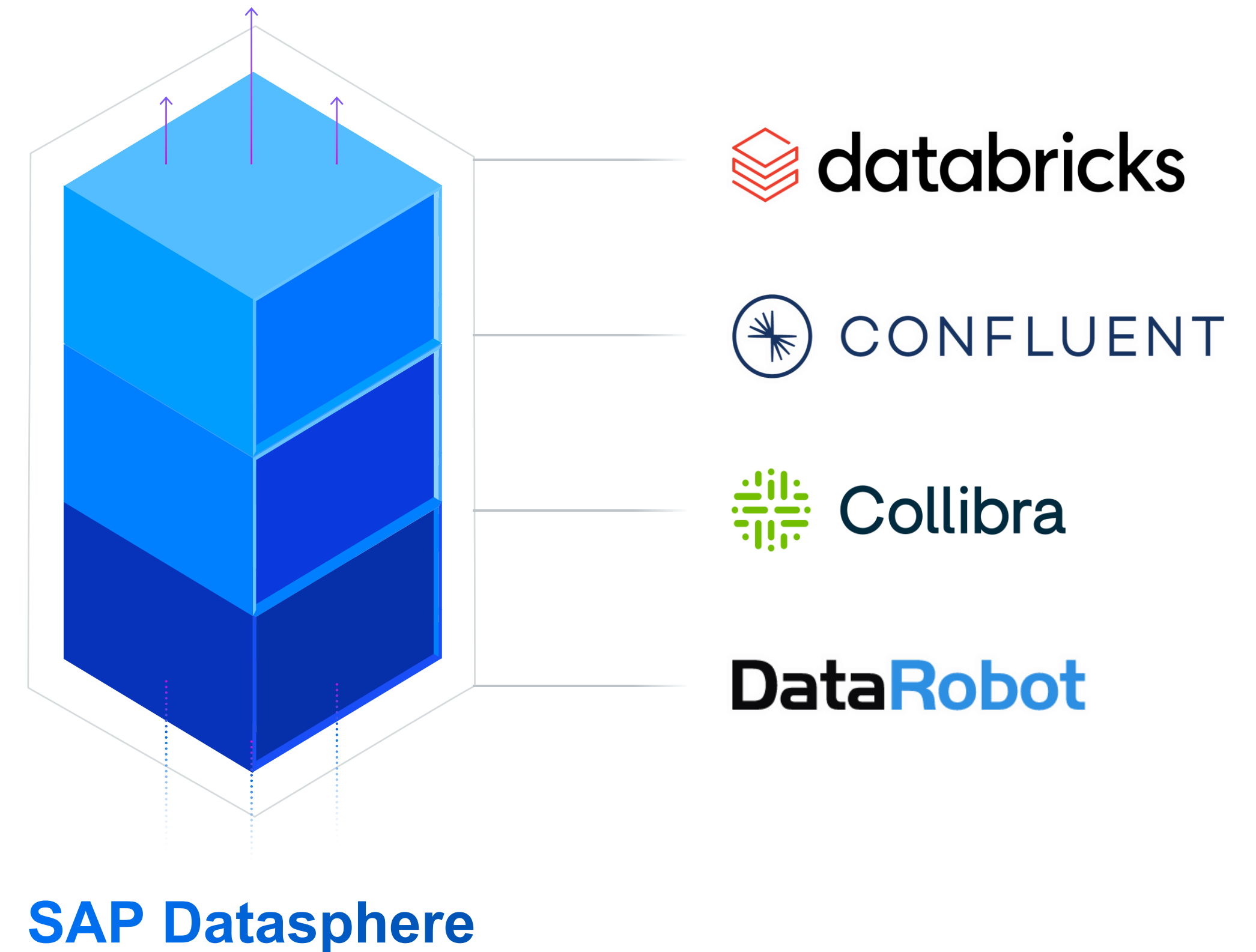
Enrich all data projects

Integrate with industry-leading data and AI platforms to capitalize on data investments

Bring SAP and non-SAP data together leveraging tailored integration with solutions from open data ecosystem partners.

Reduce integration complexity

Get an integrated view of information regardless of where it is stored or how it was designed



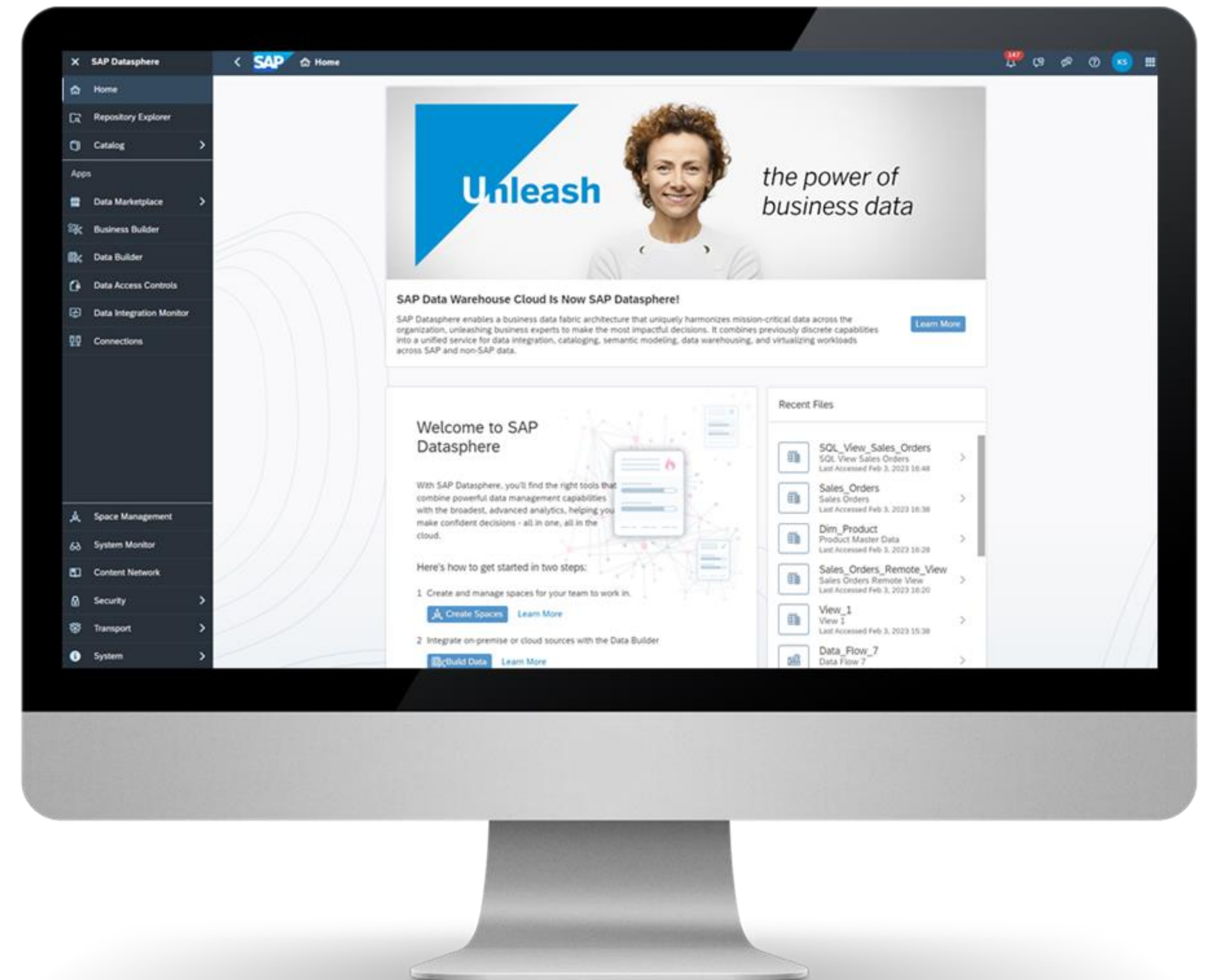
Start your data and analytics journey with SAP Datasphere

[Try the Guided Experience](#)

[Get a free trial](#)

[Learn more](#)

[Join the conversation](#)



Thank you.

Contact information:

Mikal Netteberg
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SAP Discovery Day

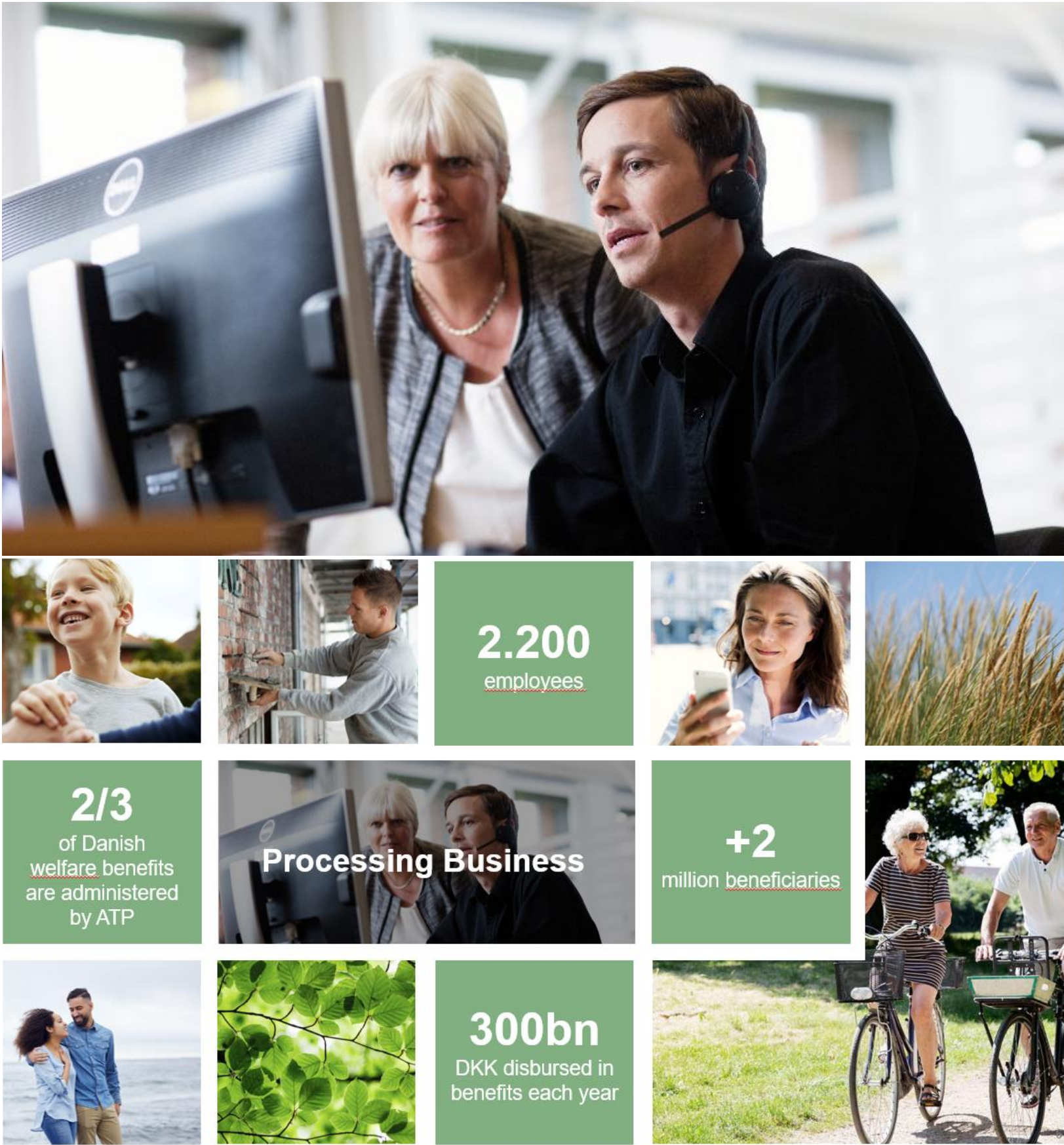
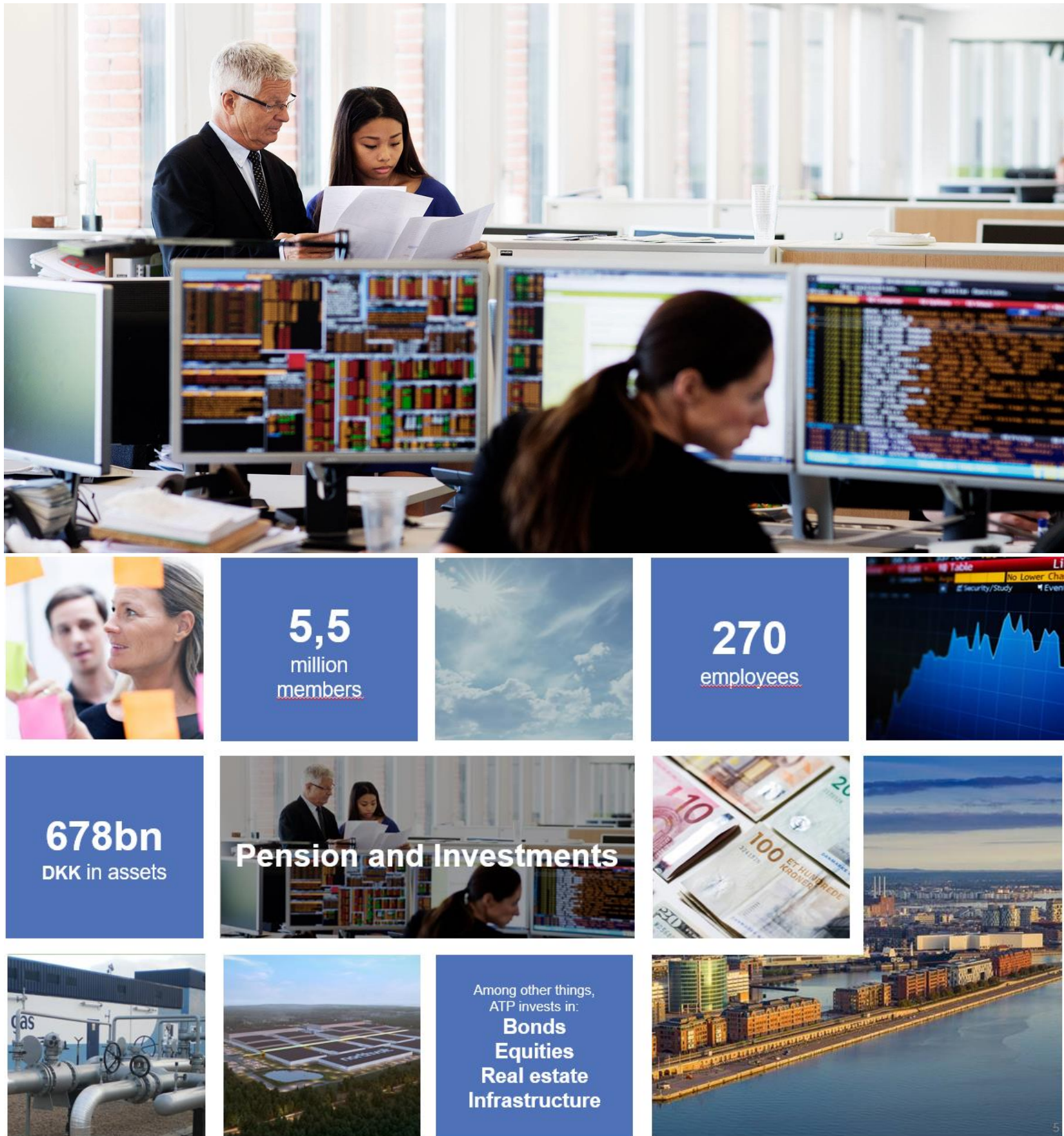
How we approach evaluation and use of SAP
Analytics Cloud and SAP BTP

By Thomas Hartmann, ATP

Thomas Hartmann
Corporate IT - UDK & Corporate
08/03/2023

atp=

One ATP – Two Business Areas



Our Purpose

We are here to ensure basic financial security for all of Denmark – simply and efficiently.
We strive to always be a trusted and relevant organisation for all Danes.

ATP does create value for Denmark

Welfare

- We pay out 2/3 of the Danish welfare spending
- Through a lifelong pension supplement, ATP ensures that we all have a little more to live on when we retire
- ATP paid out frozen holiday funds amounting to DKK 80bn - on time

Digitisation

- ATP acts as a pilot, facilitator and knowledge sharer which actively takes responsibility for joint public sector innovation and digitisation progress.
- ATP is on the cutting edge with innovative business development and new technology that benefit the people of Denmark and the country itself.
If it is not possible for us to do, as Denmark's largest administrative organisation, it will be even harder to do elsewhere.

Sustainability

- ATP is Denmark's largest green investor with an ambition of having DKK 200bn in green investments - and having DKK 100bn in green investments already in 2025
- As the first large investor, ATP is requiring CO2 reporting from all companies that are invested in
- Over 50 percent of managers at ATP are women

ATP has a strong but complex SAP foundation

The SAP core is based on SAP FS-CD/CM industry solution (Denmark) and SAP S/4 Hana ERP (Corporate).

The many regulated services ATP administer forces a lot of custom development – it's not always standard.

Services are exposed through 'Borger.dk' og 'Virk.dk' and we pay out to the 'Nemkonto' of the citizen.

SAP PO is the central integration solution and communicates with the ecosystem in and around ATP.

ATP uses Embedded BW og BPC at SAP S/4. And is live with SAP Analytics Cloud, BI – AWS EU Access.

Experienced automation, efficiency, stability and ease of use are essential for the SAP core!

60+

SAP employees

2 mill+

ABAP code lines

10%

growth in ABAP
codelines yearly

25

SAP environments

25-30

TB

8 mill+

Business partners

3.000

SAP users

3.000

SAC users

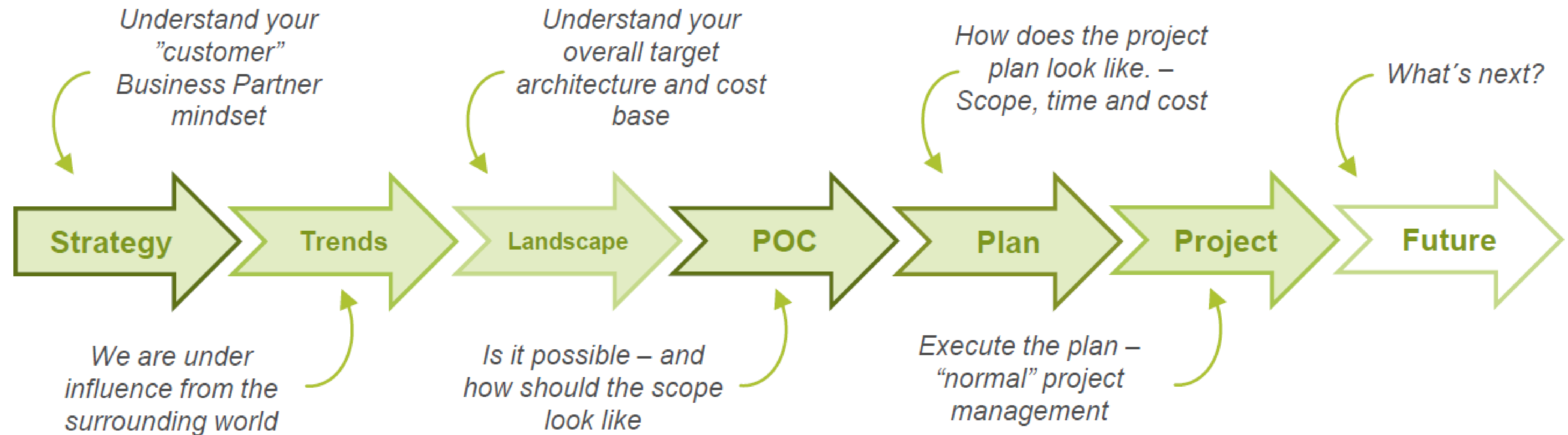
1.200+

Integration
scenarios

1.1 mill+

Daily messages

The structure of the business case for SAC



Highlights of the Bizz case for SAC

❑ Investment driven.

- ✓ The level of digitization in finance and corporate functions is increasing and there is a duty to exploit the financial opportunities that exist in digital solutions – this requires a solid platform that supports new technological opportunities and is future proof.
- ✓ SAP BO at that time was limited to 2027. It was a matter of both limiting the conversion costs and have neutral effect on TCO.

❑ Reducing digital debt and complexity

- ✓ SAP BO was installed and developed because there was nothing better and the result was; invest, implement, "leave", run, forget
- ✓ SAP BO was too expensive and complex to keep up to date compared to the benefits gained.

❑ Use in house ressources.

- ✓ To secure ATP knowledge, business knowledge and technical know how hand ind hand during the implementation and the afterwards support we did it our selves. It's cheeper, motivating and leads to a higher feeling of responsibility.

❑ Common "ambition" for a fast implementation

- ✓ Not a long program that would extend over several years–future focus on continuous development and agile principles

❑ Technological "enabler" for future development

- ✓ Desired to use technology actively to create "hype" around the solutions as well as create curiosity about new opportunities

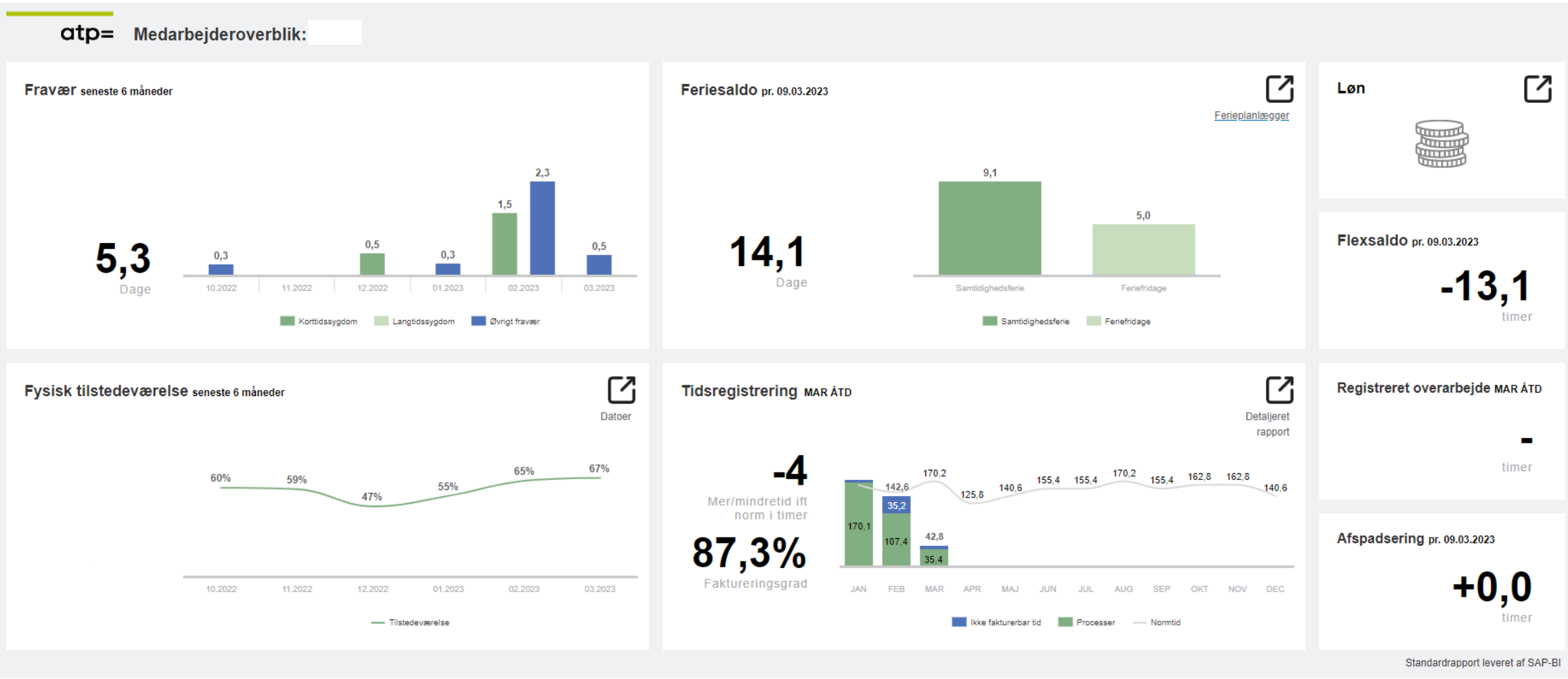
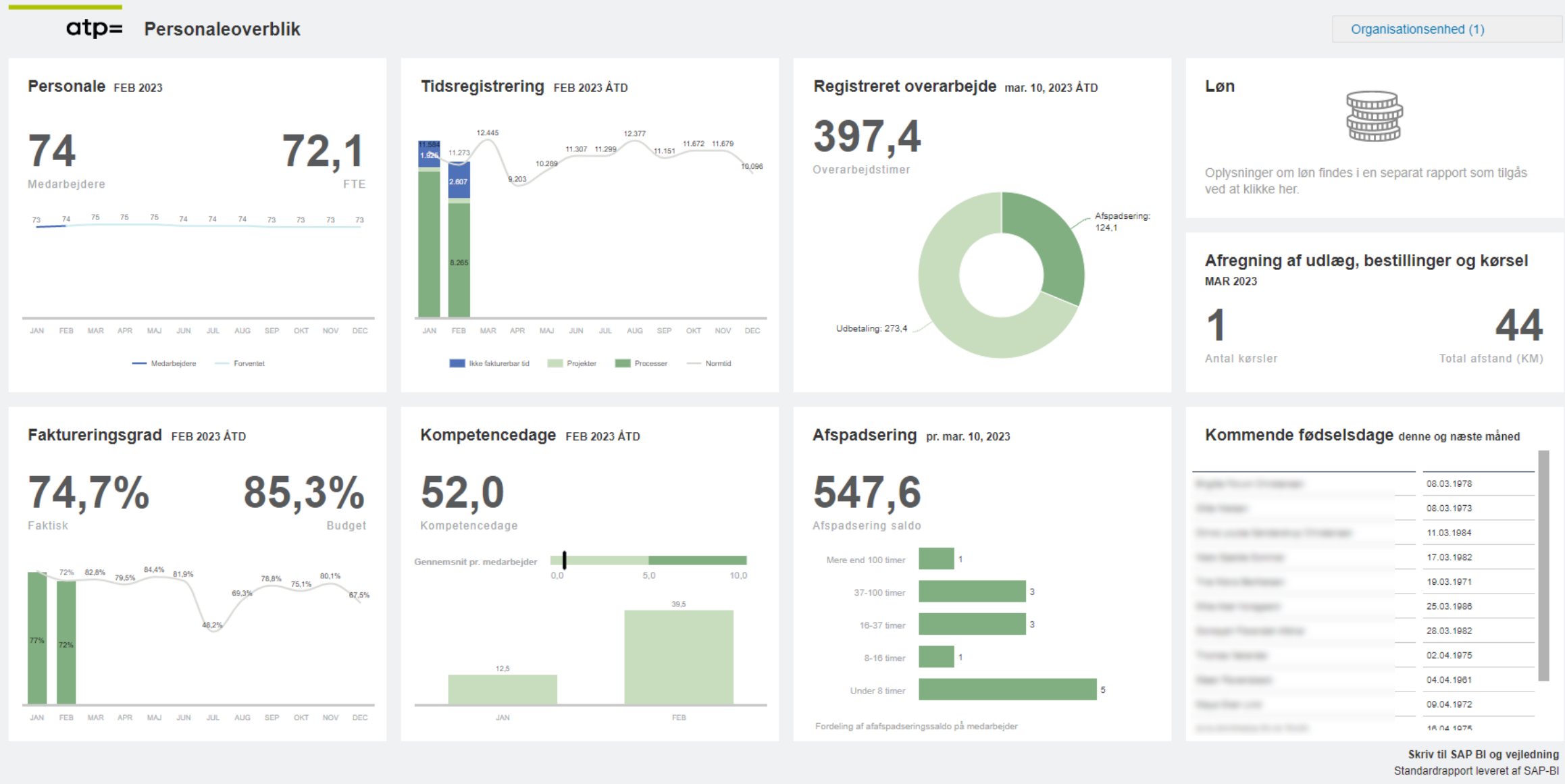
**Simplicity,
usability and
reasonable
governance is
keywords**

Principles of developing SAC in ATP

- ☐ Using dashboards and not single query views
- ☐ Simple menu structure for management and employee
- ☐ Common template with ATP colours
- ☐ Common standard to use for developers
- ☐ For now only use of stories and not analytical apps – we want all developers to be able to support dashboards
- ☐ Glass plate visualizing – no data loaded in the cloud
- ☐ Focus on performance in the dashboards – max 15 queries in a dashboard – drop down boxes and filters on hierarchies is separated from the origin query
- ☐ IT and Finance sitting together in team based on backlog and monthly sprints
- ☐ From test to production – the need for "restore" opportunity

The good things

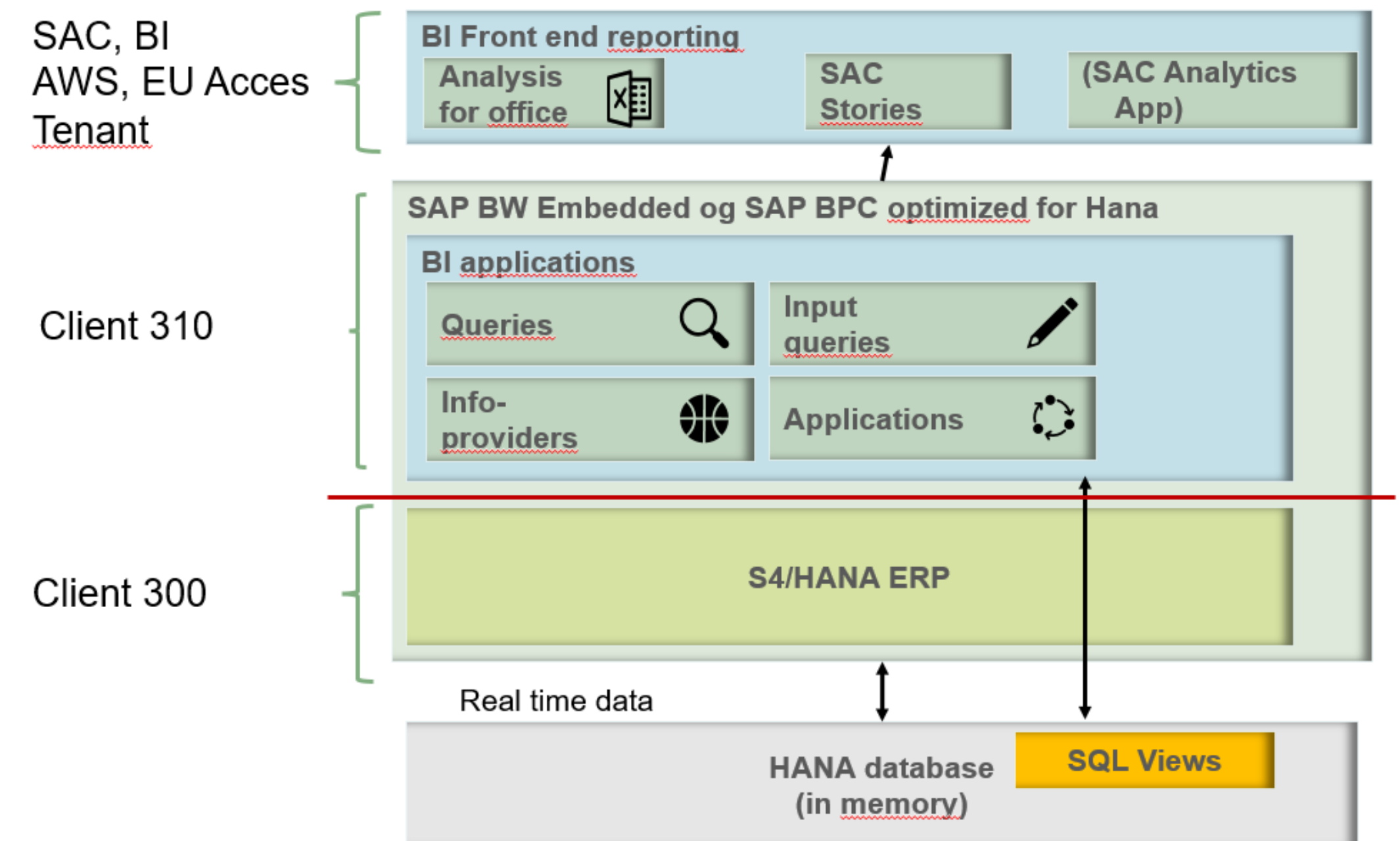
- ❖ *The users are blown away!*
- ❖ *Development is simple and effective*
- ❖ *Data gives a common language*
- ❖ *Solution is solid and future proof*
- ❖ *Operation is nearly effort less*



Things to consider

- ❖ *Do you need EU Access?*
- ❖ *License model – how many users?*
- ❖ *Governance*
- ❖ *Educate and Advocate*
- ❖ *Where are you coming from*

SAP S/4 Hana BW Embedded architecture



Thanks for having me 😊

Any Questions?

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Accelerating Transformation through Platform Operating Model



Tapan Dash

Agenda

7 ingredients

of Platform
Operating Model

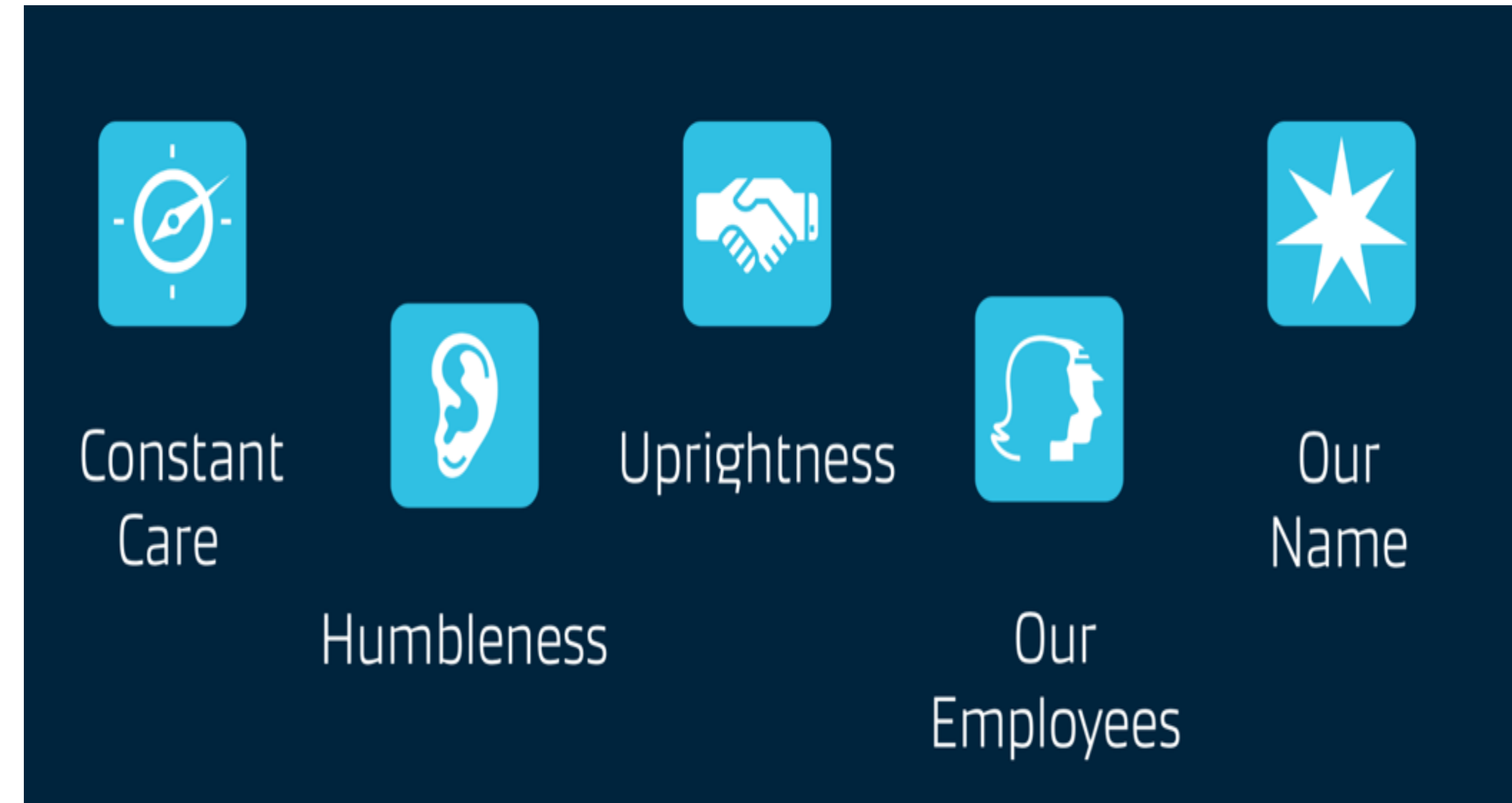
5 use cases

of SAP BTP in
Action

7 minutes

for Q&A

1. Inspired by **Purpose** and Guided by **Values**



2. Confluence of **3 Mega Trends** shaping strategy



Technology



Supply Chain



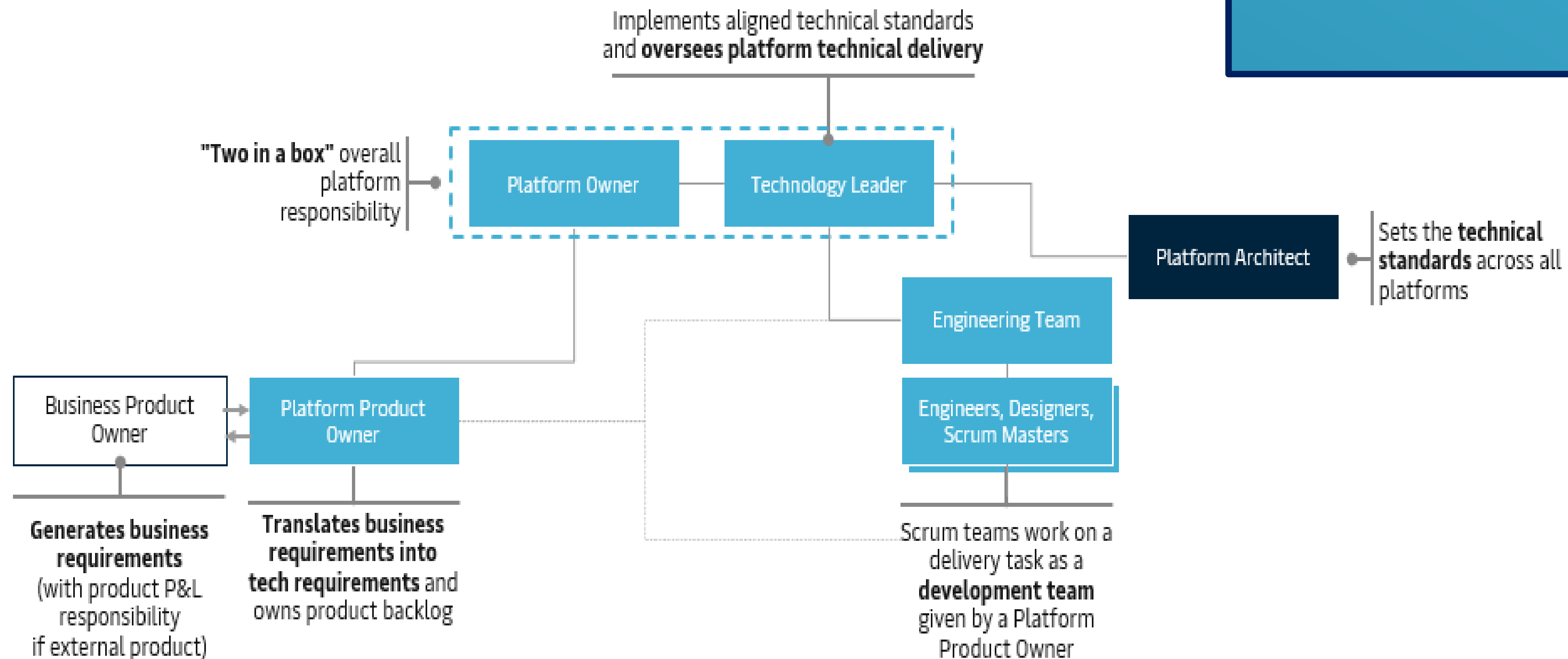
Sustainability

3. **Led by Technology**, not just an enabler

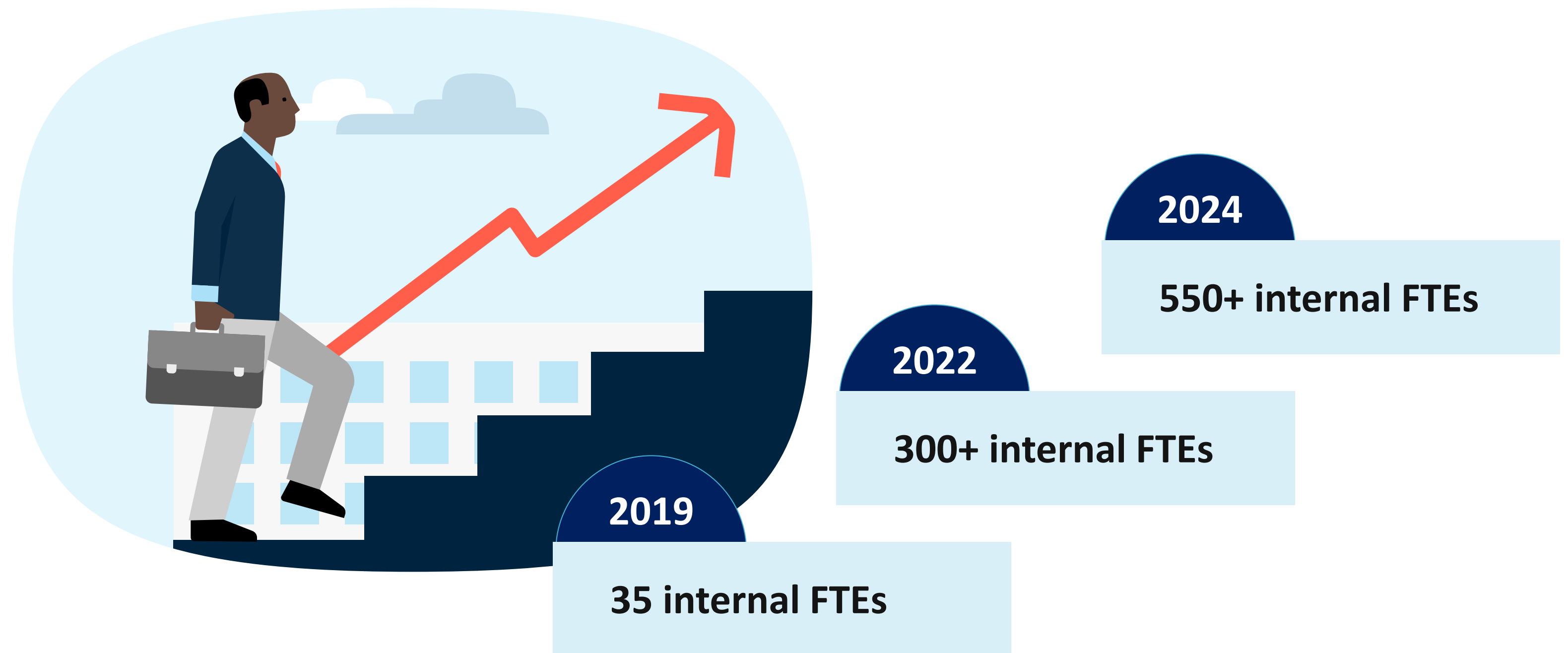


4. Two-in-the-Box accountability

**Business & Tech
accountable to
deliver results for
the company**



5. Designed, Built and Delivered by Maersk



6. Step change in **Behaviour** and **Result Orientation**

Customer Centricity



Outcome over Output



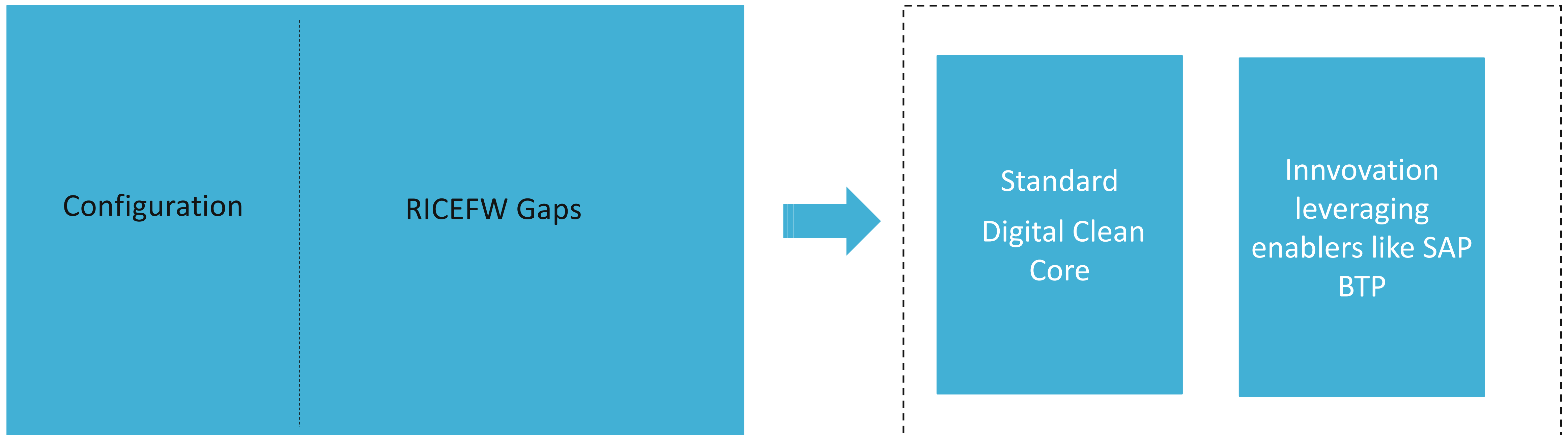
Pace over Perfection



7. Embracing **Standardisation** and **Value driven** Differentiation

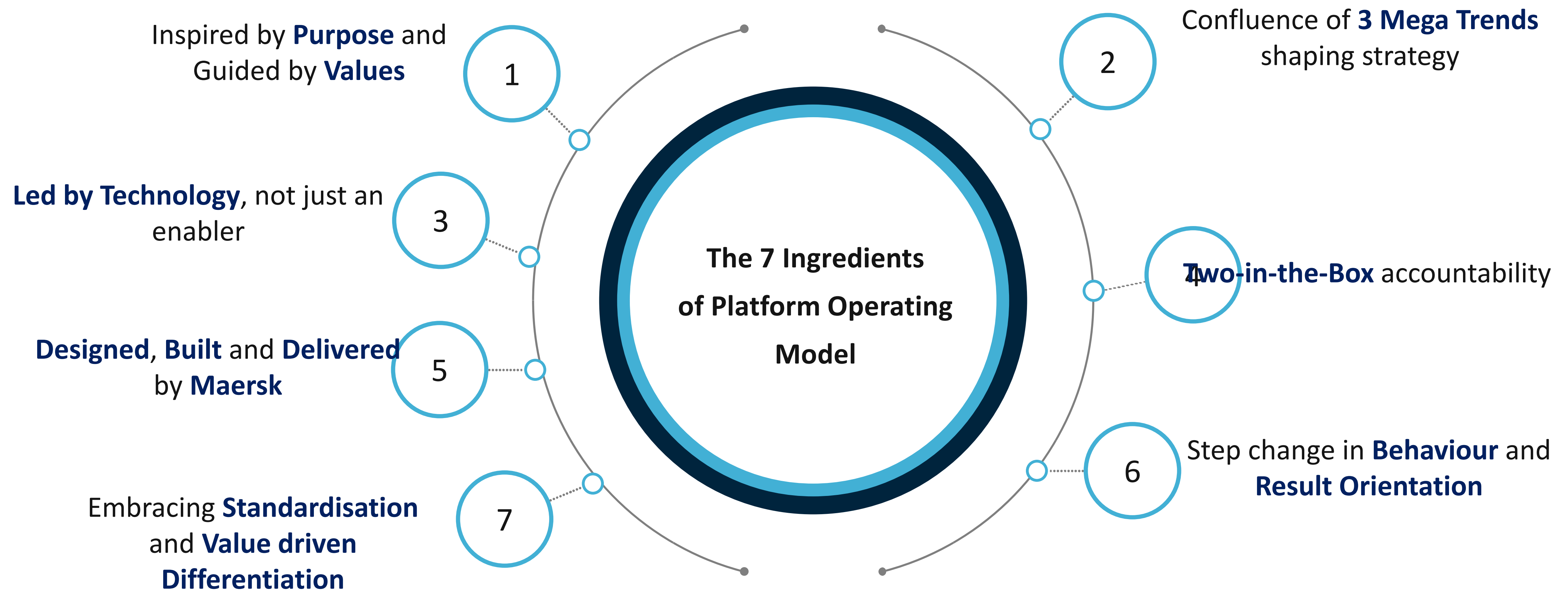
Before

After



7 Ingredients summarised

Transformation is a journey.
Transformation has no end state.



SAP BTP Use Cases in Play

Customer Credit Management

- Credit Case Management is a SAP-provided application used by the sales team, credit analysts, and approvers to raise ,renew, and approve credit limit requests for new and existing customers
- Majority of Maersk customers are credit customers
- This makes this application very critical and it is expected to have all the capabilities of any modern application



Credit Case Management

- Age-old GUI and controls.
- Multiple Source of Truth
- Manual Activities
- Repeated Tasks
- Tightly Coupled Enhancements
- Standard SAP Limitations
- Error prone and time consuming

BVD for Credit Score

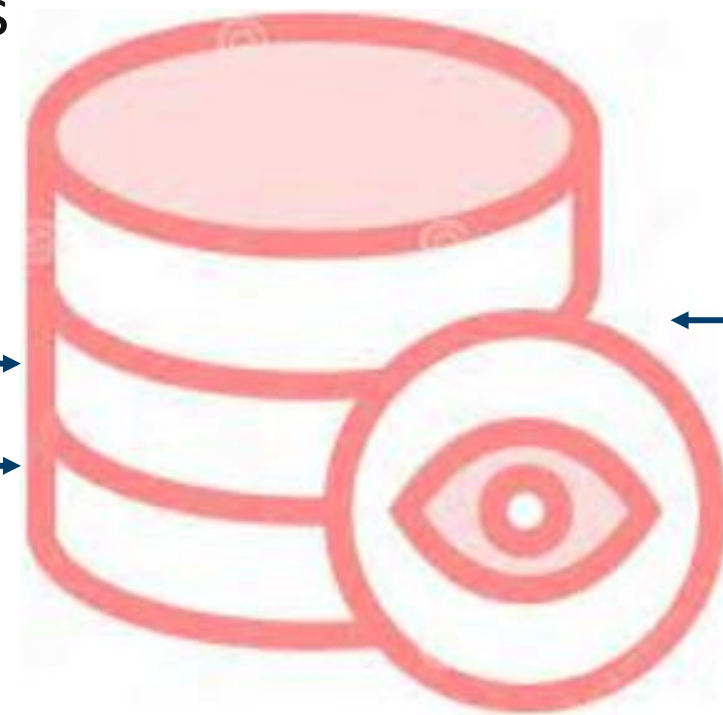


RESTful ABAP Programming(RAP) Model over SAP BTP



Maersk specific functionalities

API



CDS Based Data Model

Business Service Provisioning



One Stop Shop
Maersk Credit Case Management

OData Service



Standard SAP
Credit Case Management



On-Prem S/4 HANA

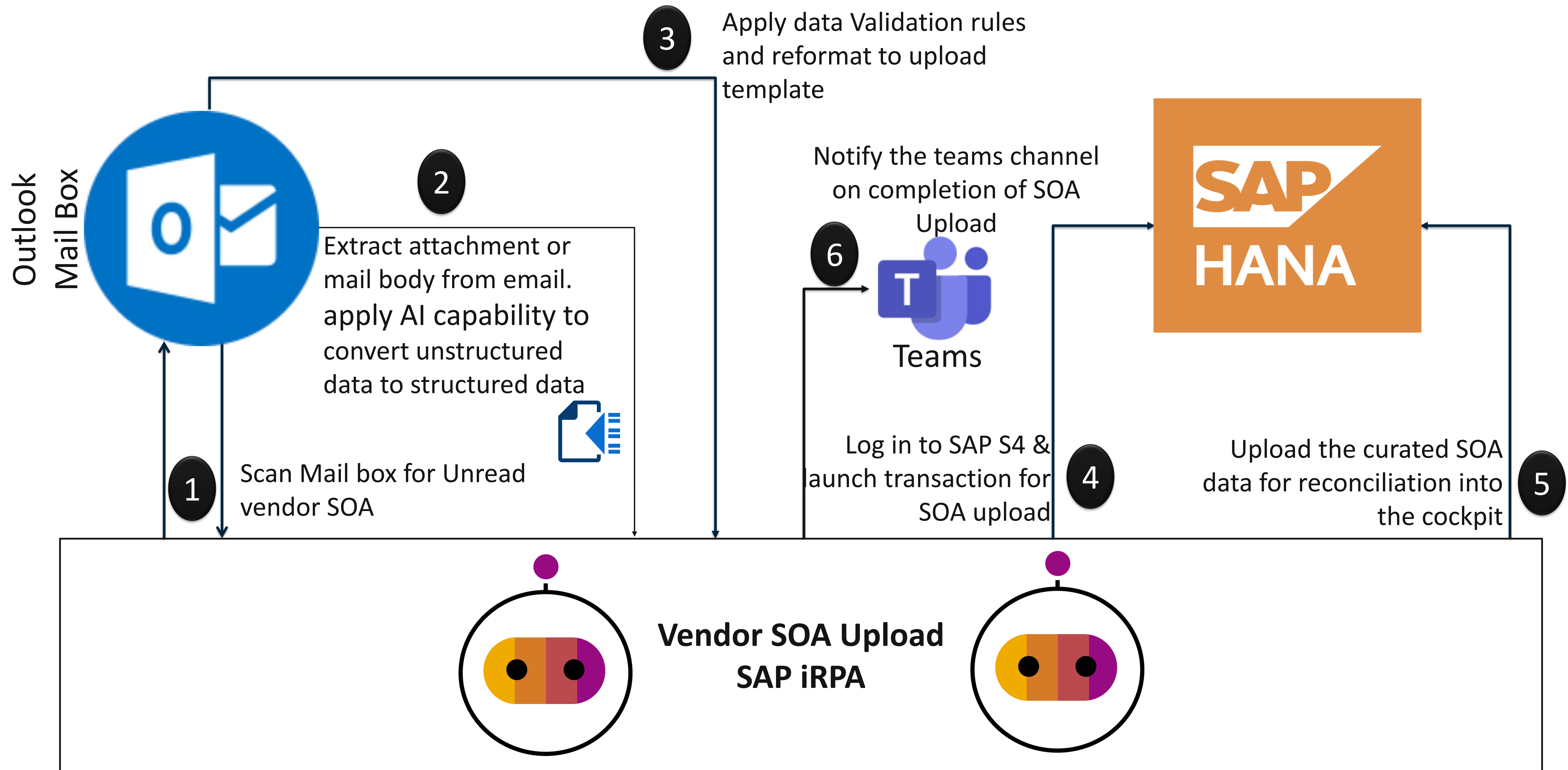
Vendor Account Reconciliation

- Vendors send in the SOA in any format like xlsx , pdf, or as the mail body. Lot of manual efforts are needed to extract, validate and organize each SOA into a standardised format & feed it into S4 to reconcile the data
- SOAs are sent in large volumes, 1500 to 2000 SOA emails per month for reconciliation
- It takes 30 minutes to complete one email processing when it is done manually

The diagram illustrates the Vendor Account Reconciliation process. It features a central dark blue rounded rectangle labeled 'Vendor Statement of Account reconciliation'. To its left, a light blue arrow points from the left box towards the central box, containing a dark blue icon of a head with a brain. To its right, a light blue arrow points from the central box towards the right box, containing a dark blue icon of a lightbulb.

Vendor Statement of Account reconciliation

- The ask is to automate the time consuming, manual repetitive process into a standardized touchless process
- The average CCAP agents who are tasked with handling 200 to 300 SOA reconciliation on a daily basis can focus on other cost control initiatives
- Our people should be focusing on value add task and laborious tasks should be automated



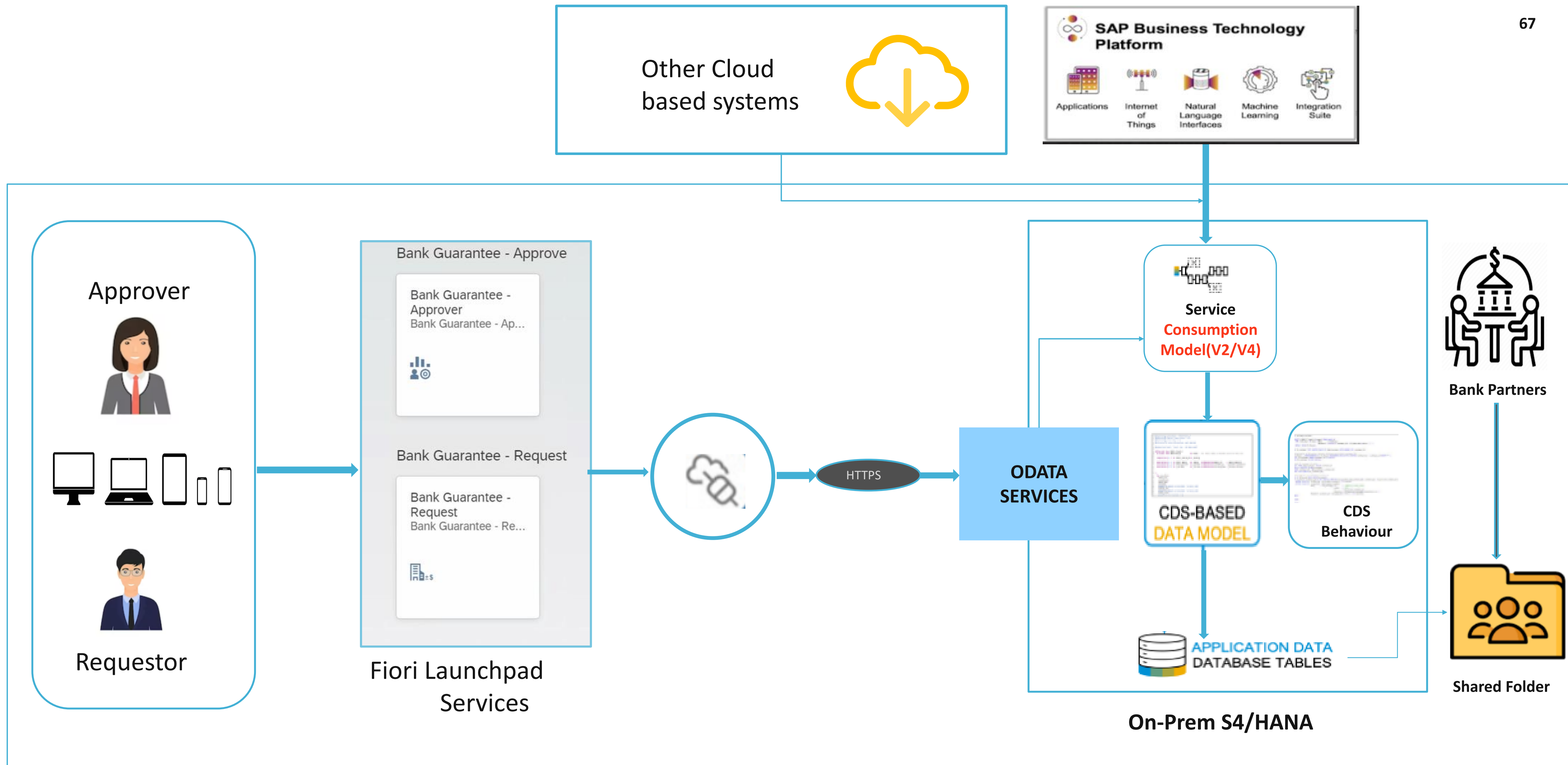
Treasury Guarantee

- Bank Guarantee is a security extended from Applicant to the Beneficiary to perform as per the terms agreed in contract
- Paperless, automated, secured, easy-to-use & robust application will help to automate cash flow, streamline the business process, improve data quality & standardize guarantee wordings
- Minimal intervention, simpler communication with bank saves ~20M \$ every year
- All financial data in one place will provide faster business & less turnaround in issuing of guarantee



Bank Guarantee Application

- Manual process
- Lack of Control of Pricing
- Paper based documentation
- Poor data quality
- 1 to 20 days to issue guarantee
- Lack of guarantee management
- Much effort in finding bank & huge price spent on it



Bank Guarantee Application Process Flow

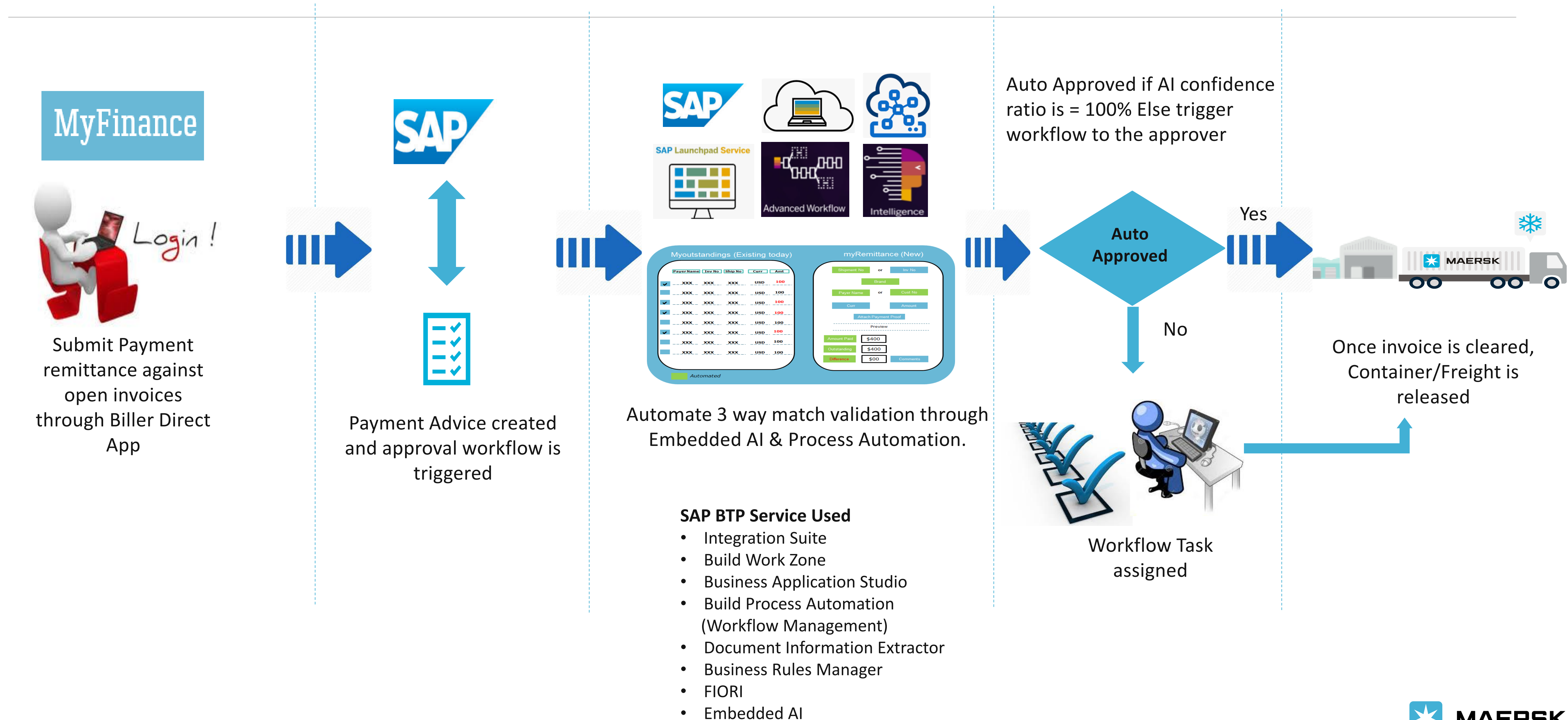
Customer Cargo Release

- Customers submit Payment remittance(PR) for open Invoices for which Payments are already done.
- Once Payment Advice is created in SAP, Approval workflow is triggered to match & validate. Once Approved, Invoice is cleared
- We process 250K payment remittances manually per year.
- On Average it takes 10 minutes to process each PR of these manually, we have spent 25 FTE worth of time on this.



- Reduce Wait time to release container
- The ask is to automate the time consuming manual process into a touchless process
- Improve user experience, by extending the visibility & transparency by providing real time status.
- Reduce effort for internal users

Paid to Release – Process Flow



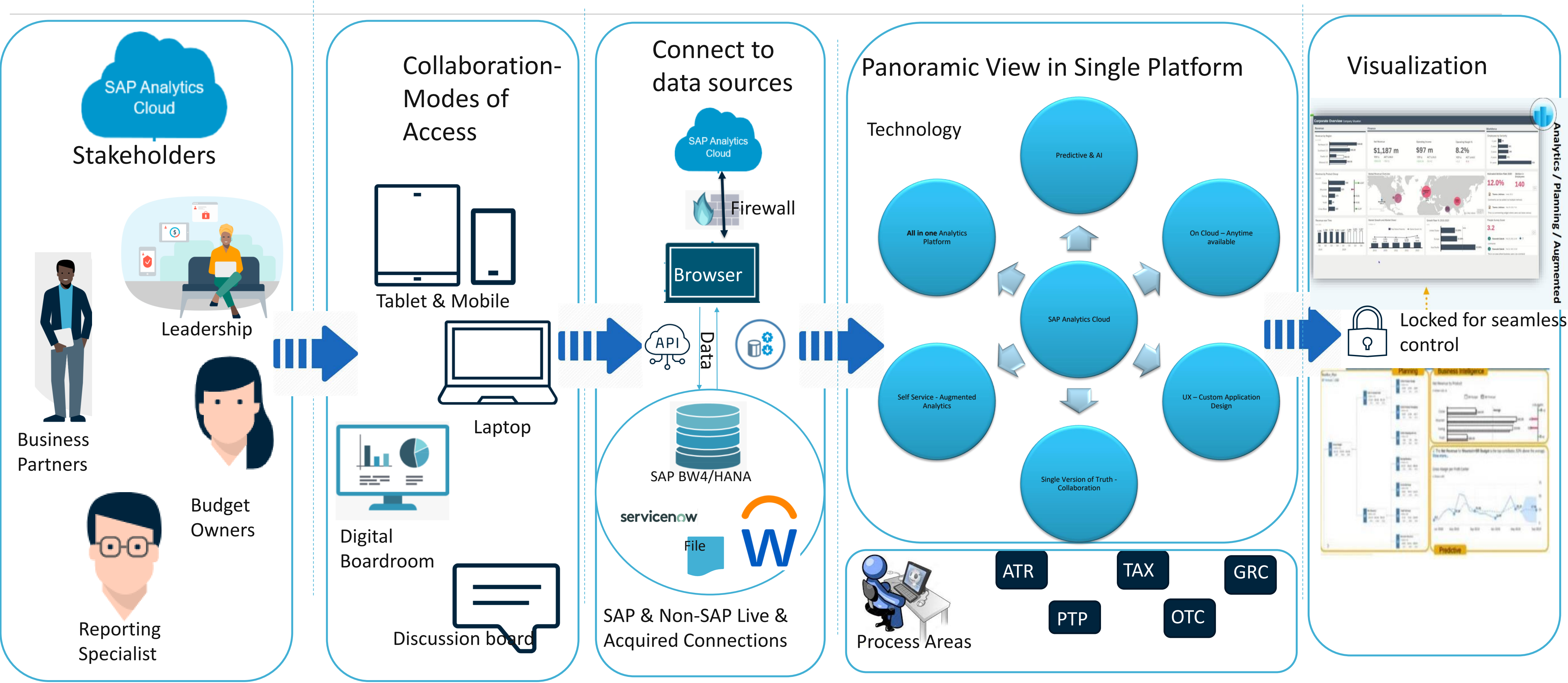
SG&A Planning and Analytics

- User Persona templates in SAP Analytics Cloud is used for forecasting, budgeting to submit and review financial planning and budgeting processes
- Insightful decision making for human capital & spend management to highlight areas in the company which can help when making resource and investment
- On average it takes up to 10weeks for the forecast cycle to complete with excel and other independent process
- Lack of automation, visibility & transparency across financial Key Performance Indicators

**Accelerate
Data to Gain
Insights**

- Self service capability for planning & Analytics across 130 countries with a magnitude of 1000+ users, 15000+ white collar employees with a spend management of ~5bn
- Game changer in decision making process with the Scorecard to visualize the Performance & Productivity across regions
- Optimize SG&A planning process to reduce forecast cycle time to 4weeks
- Near real time & deep comprehensions into multiple financial KPIs like DSO, POT etc.

Accelerate Data to Gain Insights - Process Flow



Thank you!
Questions?

Agenda

09.00 – 09.15	Welcome & Keynote
09.15 – 09.30	SAP Datasphere
09.30 – 10.00	ATP – Customer Success Story
10.00 – 10.30	Maersk – Customer Success Story
10.30 – 10.45	RISE with SAP BTP
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RISE with SAP Business Technology Platform

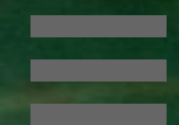
How SAP BTP supports your move to become an intelligent enterprise with SAP S/4HANA

Mikael Forsberg
Head of SAP Business Technology Platform Nordics & Baltics

A green chameleon is perched on a brown branch, surrounded by green leaves. The chameleon's body is covered in intricate green and brown patterns. Its tail is curled into a spiral. The background is a soft-focus green foliage.

It's not the oldest, most established companies that survive and thrive,
it is the ones **most adaptable** to change.

BTP was created to help SAP customers become nimble, adapt quickly, and embrace change.



To be ready for the challenges...

“Poor data quality is the primary reason for 40% of all **business initiatives failing** to achieve their targeted benefits.”

Gartner, Measuring the Business Value of Data Quality

“More than **50% of data migration** projects will **exceed budget and timeline** and/or harm the business, due to flawed strategy and execution.”

Gartner, Take these Four Key Actions to Reduce Data Migration Hazards and Ensure Success

“Customizations that need to be carried over from one version of enterprise software to the next are the **biggest technology headache and ROI killer** that CIOs face in upgrades.”

www.cio.com, Christopher Koch, Enterprise Software Upgrades: Less pain, more gain

“Inadequate testing results in many **lingering software bugs** that are eventually discovered once the system is in production.”

www.techtarget.com, Steven Philips, Proper ERP testing is essential for successful implementation

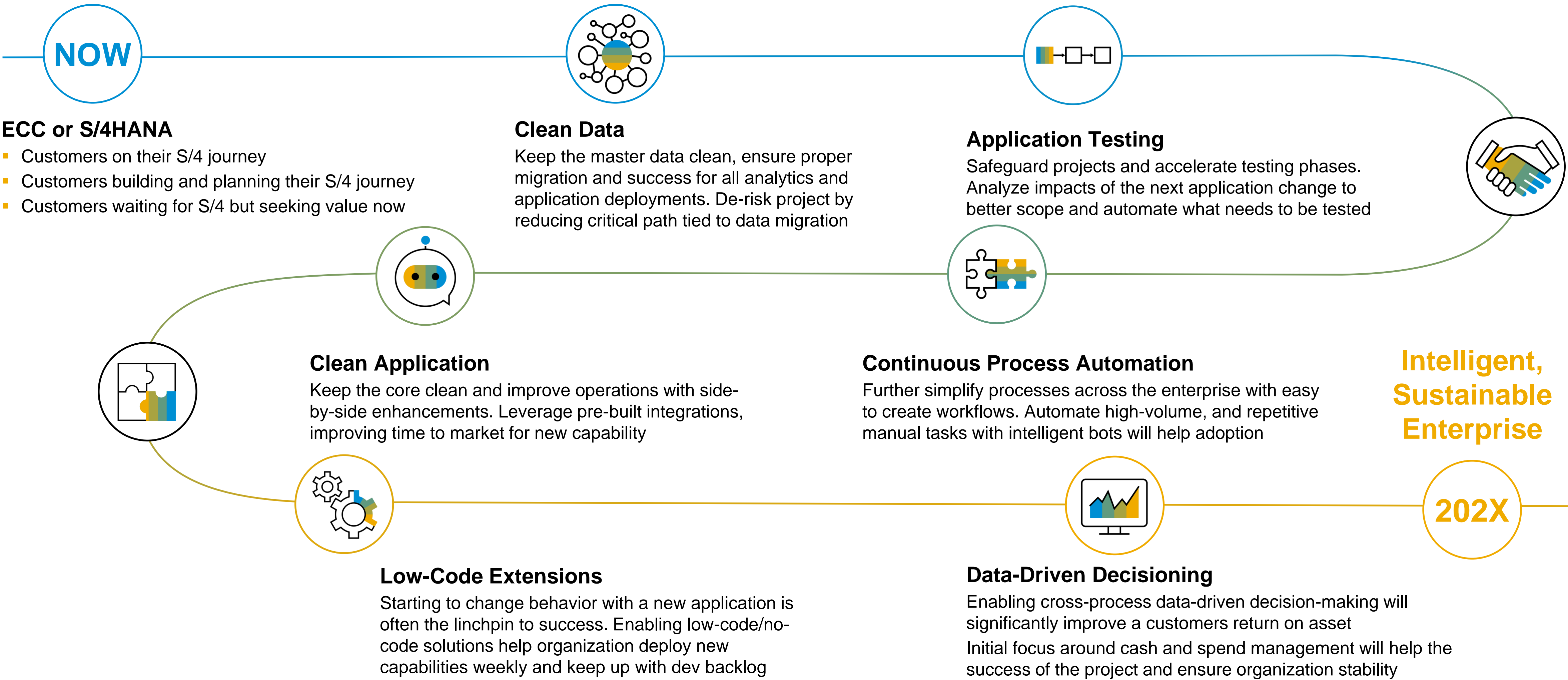
“Only 30 percent of organizations **align their analytics strategy** with their broader **corporate strategy**.”

McKinsey, Accelerating Analytics

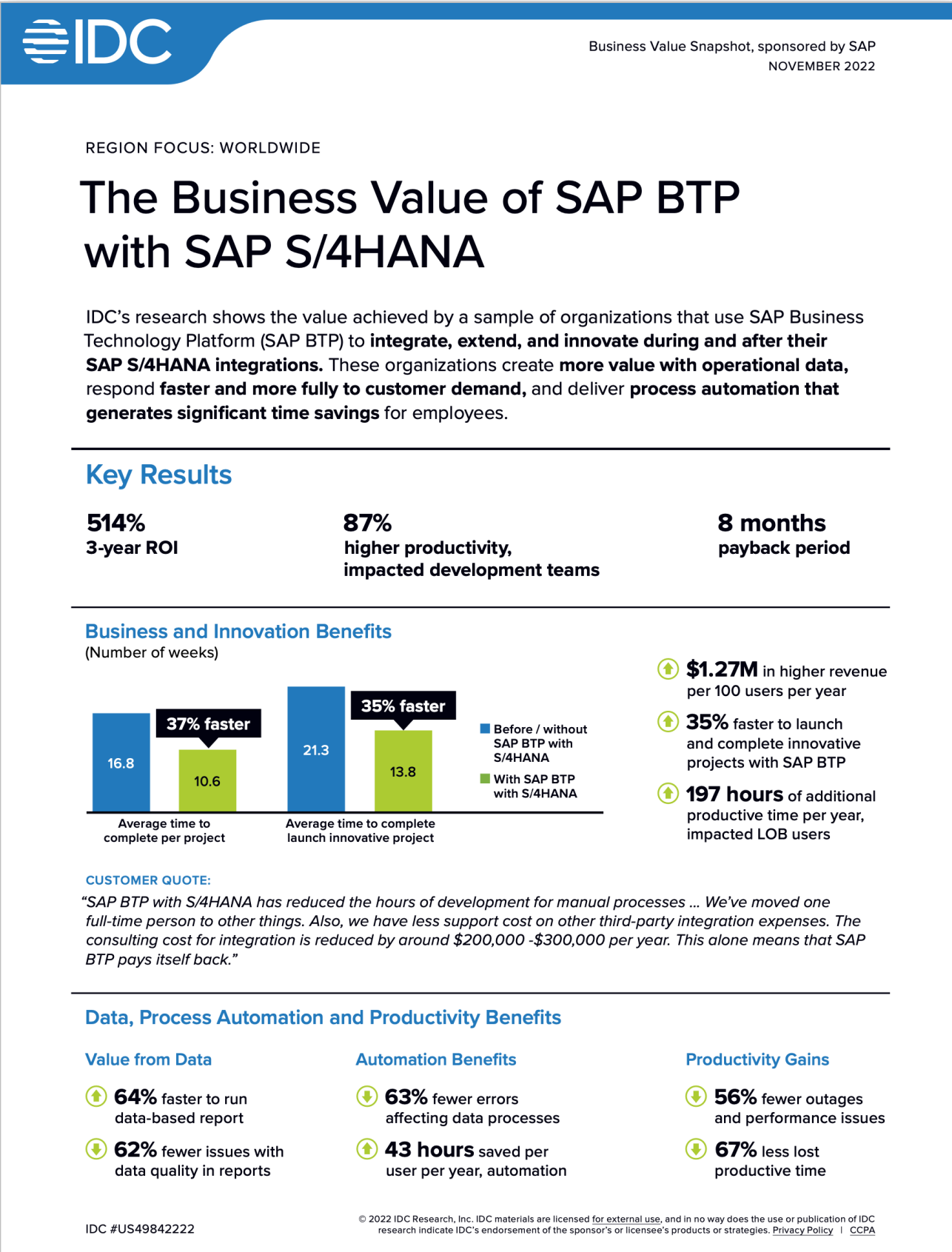
“69% of organizations have **not created a data-driven organization**.”

NewVantage Partners, Big Data and AI Executive Survey

BTP Helps Accelerate Transformation to S/4HANA



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



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**



Accelerate Move to Cloud



- **>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](#)

Achieve faster data migration, archiving and clean data

Clean, maintain and govern data and content

Speed up data migration and seamlessly migrate to cloud,

Archive unused business data and content

Improve productivity and reduce cost through consolidated master data

Consolidate master data from multiple sources – customer, vendor, parts, accounts

Ensure business continuity through testing

Reduce risk with end to end testing including functional testing, security and performance

Accelerate move to cloud

Syniti

essity

- 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](#)



- >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](#)

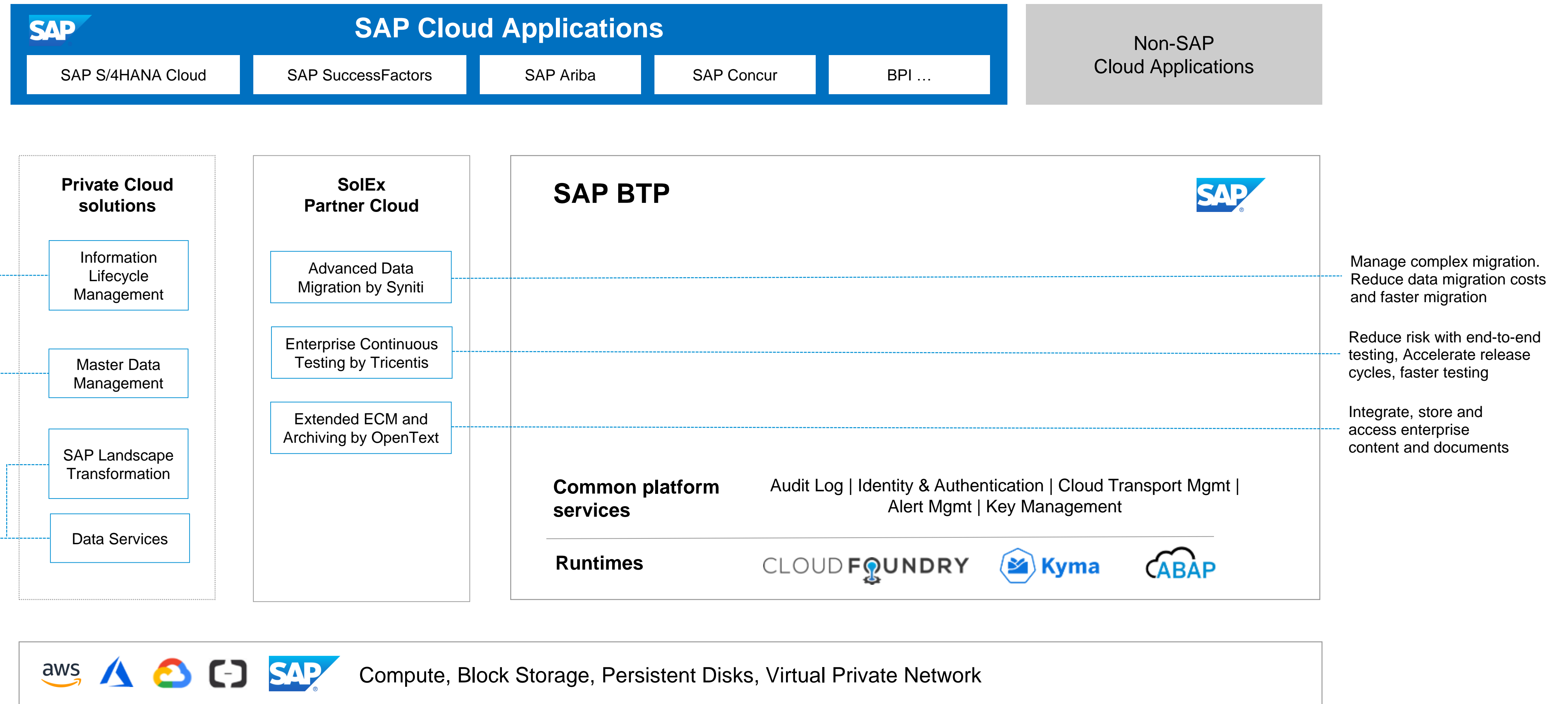
ALBEMARLE

- 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](#)

Accelerate Move to Cloud

SAP BTP for RISE – Architecture and Components





Keep the Core Clean



- Unification of enterprise processes in one interface that was quickly accepted by users
- 10 weeks to complete implementation
- 13 hours of time saved each month through process automation

[Read the story](#)

Deliver business agility, minimizing modifications, leveraging SAP BTP side by side extensions

Easily manage your application lifecycle by decoupling application extensions from the core

Drive low TCO through reduced maintenance and faster upgrades

Leverage one platform for extending both cloud and on-prem solutions from SAP

Build and automate with low-code solutions that accelerate development

Create enterprise apps with low/no code, and automate workflow processes and tasks with simple drag-and-drop capabilities

Design engaging sites to get work done quickly across all your enterprise applications

Drive rapid innovation without disruption

Accelerate innovation with cloud extensions that can be implemented on the fly without disrupting your core

Build solutions in Java, Node.js or ABAP

Keep the Core Clean



- Side-by-side extension standardizes processes quickly, without touching core ERP
- Optical character recognition and ML to automate information capture
- Leverage existing ABAP skills to create innovative applications

[Read the story](#)



- Bots execute multiple processes, with greater accuracy, in minutes vs. days
- 1,000 docs uploaded in 10 minutes vs. four days
- Automated batch processing turns a day's work into two minutes

[Read the story](#)

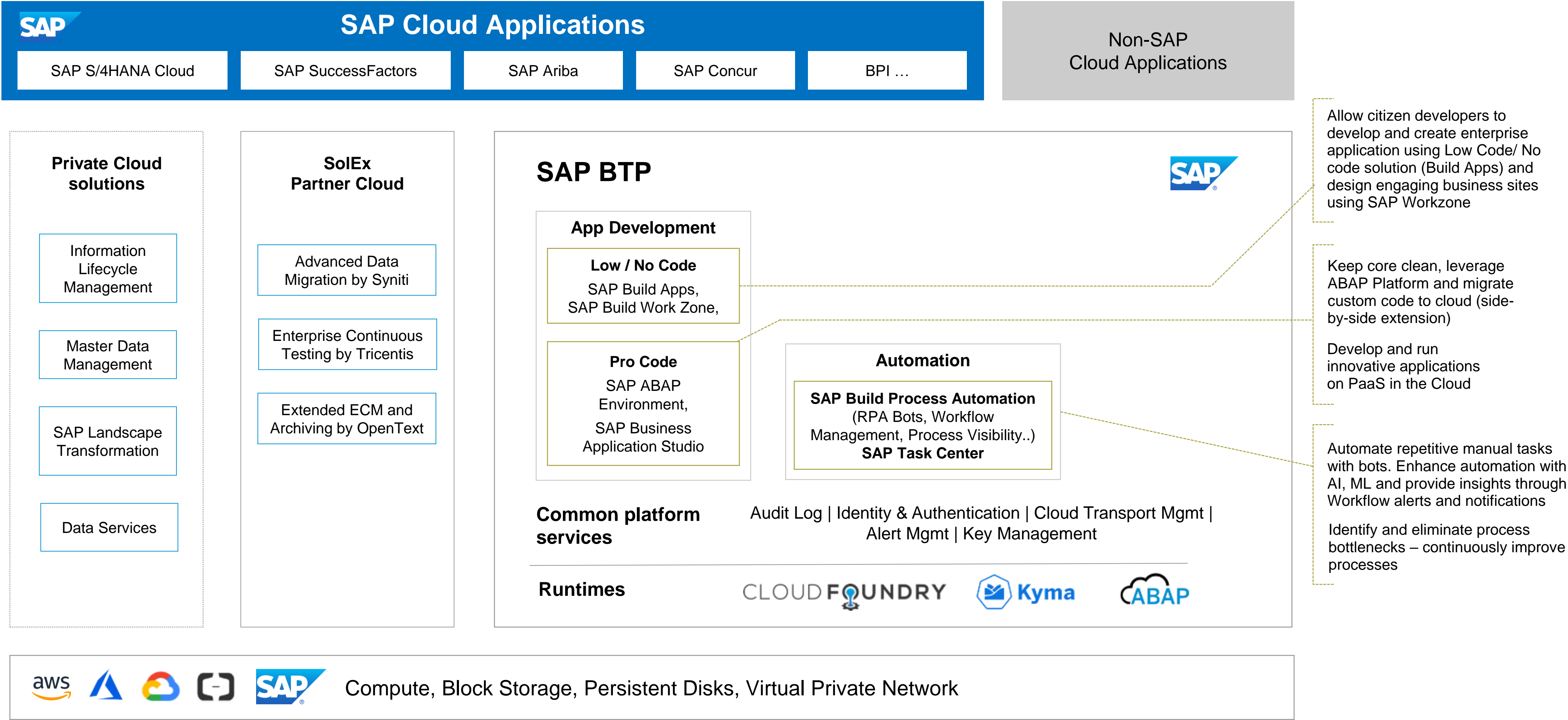


- Unification of enterprise processes in one interface that was quickly accepted by users
- 10 weeks to complete implementation
- 13 hours of time saved each month through process automation

[Read the story](#)

Keep the Core Clean

SAP BTP for RISE – Architecture and Components





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

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](#)



ELKJOP

- Zero downtime integration for retail leveraging SAP BTP
- Faster innovation cycles for new features and functions
- Granular monitoring and analysis of workflow status, supporting faster, data-driven decision-making

[Read the story](#)



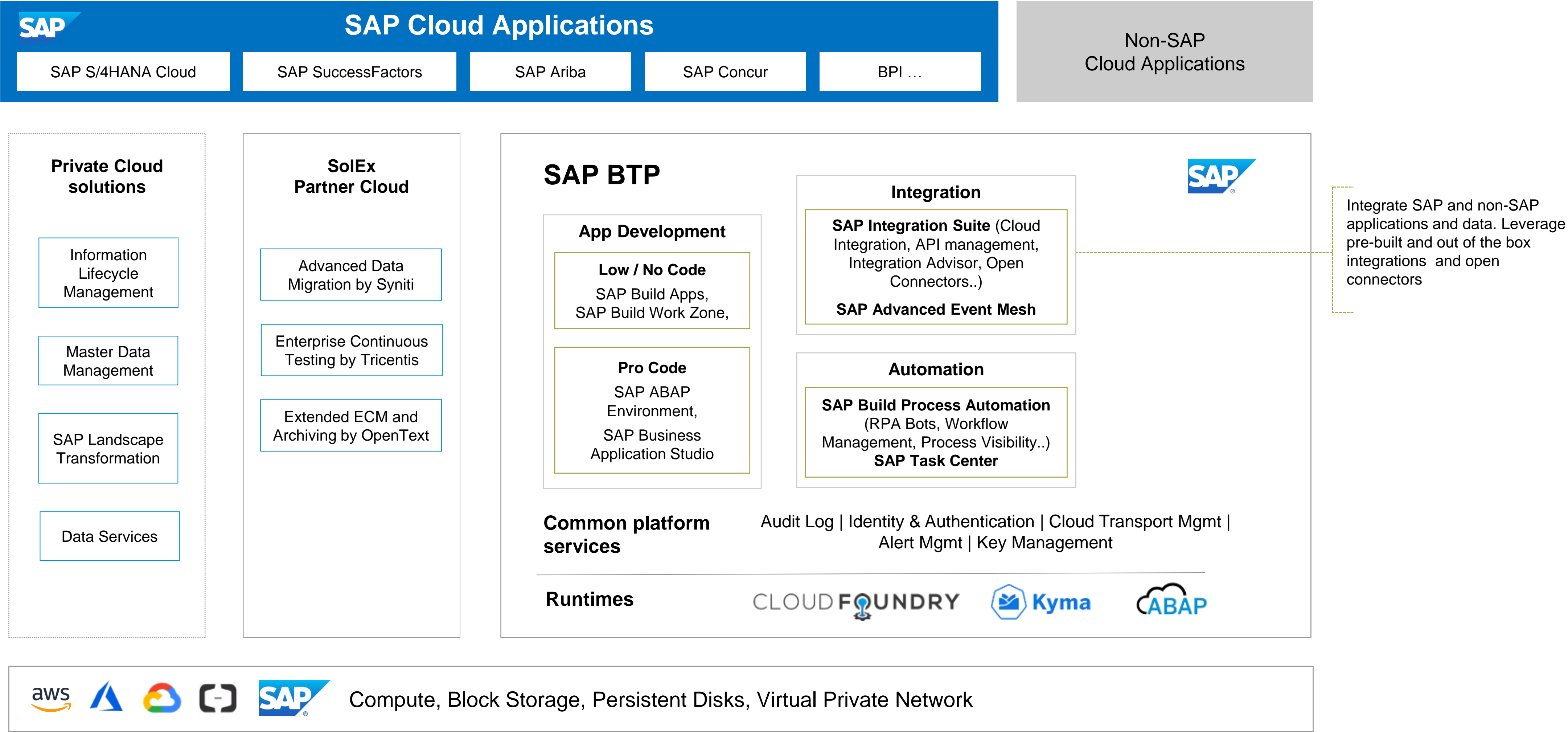
sycor
We give IT a face.

- 98% usage of SAP standard processes
- 179 scope items and processes implemented within 10 months
- 20% reduction in complex process variants

[Read the story](#)

Integrate Business Processes

SAP BTP for RISE – Architecture and Components





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

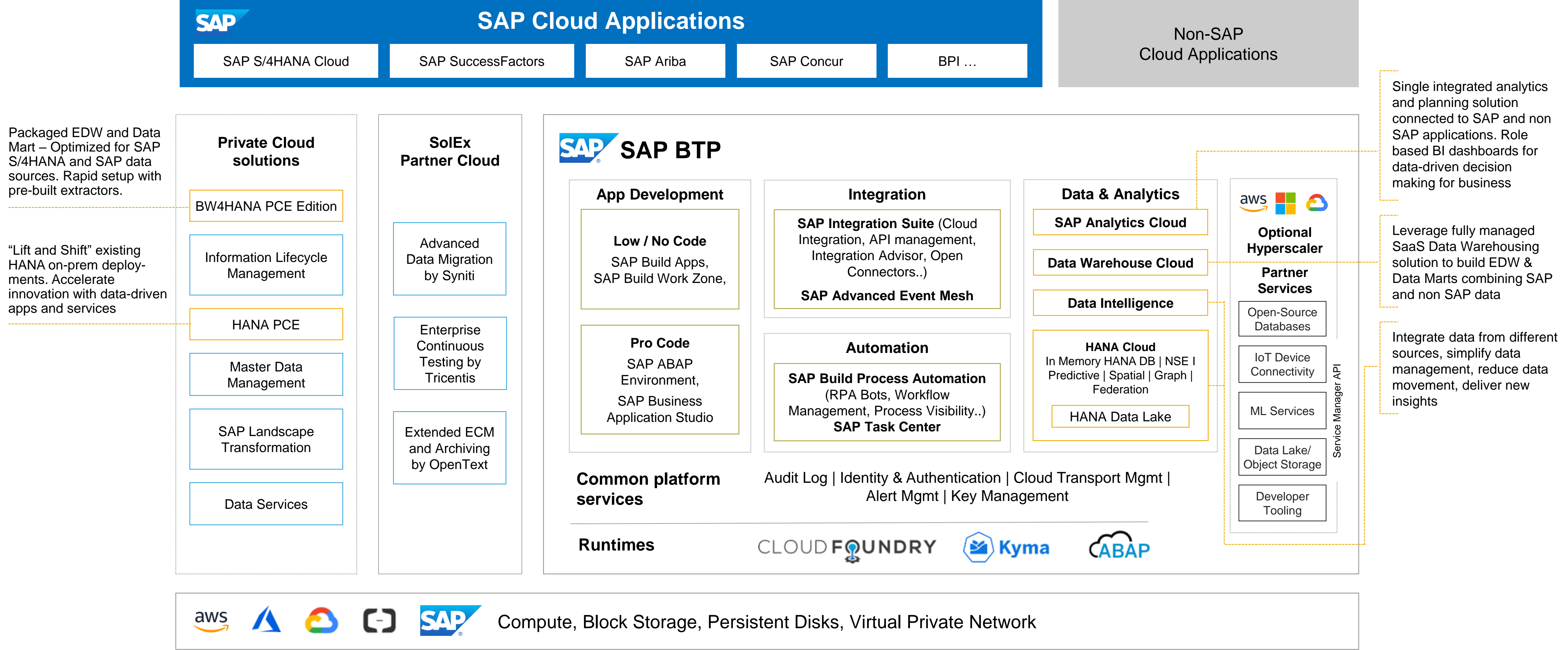
Accelerate implementation with pre-integrated database, data warehouse, data intelligence, data lake, and analytics capabilities

Anticipate change and trends using artificial intelligence and predictive analytics

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

Plan and Analyze

SAP BTP for RISE – Architecture and Components



Plan and Analyze



- 70% of forecast data entry points automated in SAP Analytics Cloud
- 27% improvement in forecast accuracy
- 2 hours to generate \$4.2 billion financial forecast

[Read the story](#)

ERICSSON



- 8000 line manager cost dashboard with strong performance
- Empowered global line managers with self-service modeling and data retrieval
- Enabled quick reporting and better forecasting of future business outcomes

[Read the story](#)

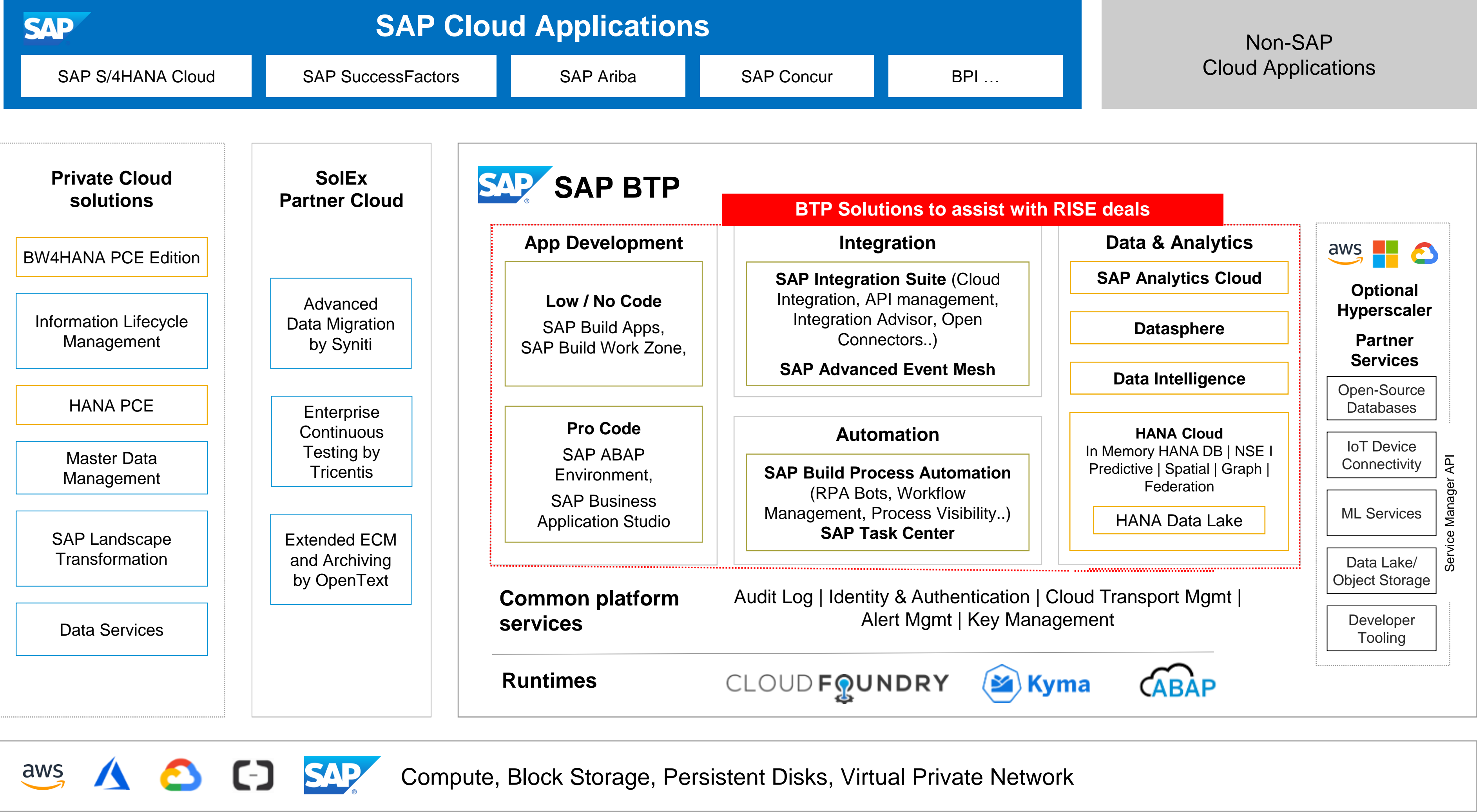
BASEL ERFAHREN  BVB

- Created a multi-year plan to meet sustainability objectives
- Achieved transparency by integrating SAP Analytics Cloud planning with SAP S/HANA Cloud
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[Watch the story](#)

SAP BTP for RISE – Architecture and Components

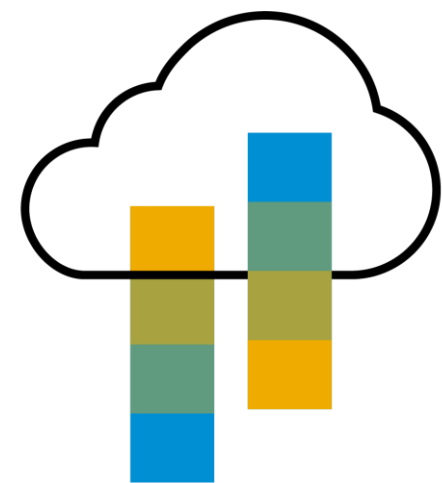
End State



Summary of Benefits

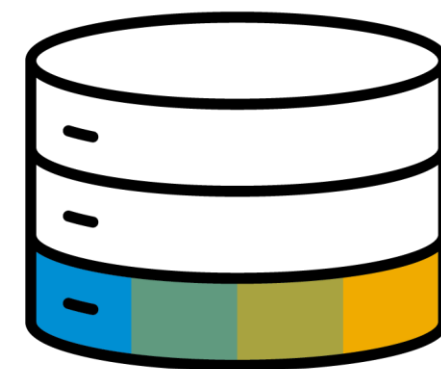
SAP BTP Unlocks Four Sources of Differentiating Value moving to RISE

Accelerate Move to Cloud



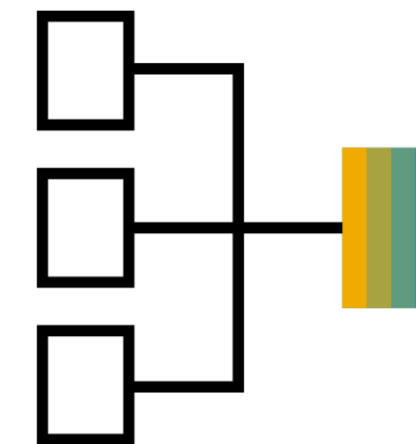
- Achieve faster data migration, archiving and clean data
- Adopt new business models through faster data migration, archiving and clean data
- Ensure business continuity through testing

Keep the Core Clean



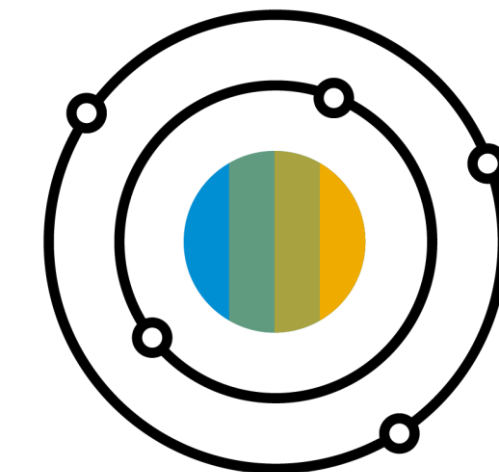
- Deliver business agility, minimizing modifications, leveraging BTP side by side extension
- Drive low TCO through reduced maintenance and faster upgrades
- Drive rapid innovation without disruption

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

Thank you.

Break

Grab a cup of coffee and be back at 11:00

Scan for agenda:



March 21, Stockholm



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SAP Sustainability Control Tower

March, 2023

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ESG transparency is the first step in solving these challenges

SAP's unique position to be your partner

RECORD

Move from averages to actuals with data across the value chain

88% of the World's Supply Chains networked through SAP

Public

REPORT

Incorporate relevant frameworks with built-in audit & assurance

>600 ESG frameworks & standards simplified on extensible data foundation

ACT

Embed sustainability into your business DNA

50 years of market leadership in enterprise processes & applications

SAP Holistic Steering & Reporting

A part of the SAP Cloud for Sustainable Enterprises

Business Network

for carbon data sharing

Industry Capabilities

to solve your specific challenges

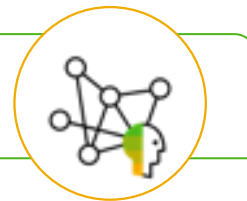
Partner Ecosystem

geared towards sustainability

Holistic Steering and Reporting – SAP Sustainability Control Tower

Record – Report – Act

ZERO EMISSIONS with Climate Action



- *SAP Environment Management (EHS)*
 - *SAP Product Footprint Management*
 - *SAP Business Ecology Management * (May)*
 - *SAP E-Mobility*
 - *SAP Landscape Management Cloud*
 - SAP Transportation Management
 - SAP Concur
 - SAP Treasury and Risk Management
-
- SAP Traders & Schedulers Workbench
 - SAP Cloud for Energy
 - SAP Digital Vehicle Hub (SAP AIN)
 - SAP Direct Distribution
 - SAP Multichannel Order Management

ZERO WASTE with Circular Economy



- *SAP Responsible Design & Production*
 - *SAP S/4HANA for Product Compliance*
 - *SAP Environment Management (EHS Waste Mgmt)*
 - *SAP Rural Sourcing Management*
 - *SAP Logistics Business Network Material Traceability*
 - Product Lifecycle Management
 - Integrated Business Planning
-
- *SAP S/4HANA for Waste & Recycling*
 - *SAP Returnable Packaging Management*
 - *SAP Intelligent Returns Management*
 - SAP Replenishment Planning

ZERO INEQUALITY Social Responsibility



- *SAP Health and Safety Management (EHS)*
- *SAP Occupational Health (EHS)*
- *SAP Incident Management (EHS)*
- *SAP Business Integrity Screening*
- *SAP S/4HANA for Product Compliance*
- SAP Concur (Duty of Care)
- SAP Ariba (Supplier Diversity)
- SAP Fieldglass (Contingent Workforce Diversity)
- SAP SuccessFactors
- Qualtrics Employee XM
- *SAP Work Clearance Management (EHS)*
- *SAP Management of Change (EHS)*

SAP Holistic Steering & Reporting

A part of the SAP Cloud for Sustainable Enterprises

Business Network

for carbon data sharing

Industry Capabilities

to solve your specific challenges

Partner Ecosystem

geared towards sustainability

Focus today

Holistic Steering and Reporting – SAP Sustainability Control Tower

Record – Report – Act

Zero Emissions

with Climate Action

Decarbonize your entire value chain (scope1-3)
based on actual business transactions

Zero Waste

with Circular Economy

Incorporate **circularity** into your supply chain
& create sustainable business models

Zero Inequality

with Social Responsibility

Understand the **impact of your business**
on **people and the society**

SAP S/4HANA, Customer relationship management, Human capital management, Spend Management and Business Network

SAP Business Technology Platform

The virtuous circle for holistic business transformation

1. Manage business processes

Run business processes at their best

2. Create transparency with data

Enable automated and timely extraction of auditable granular data from source systems

3. Planning & Target Setting & Forecasting

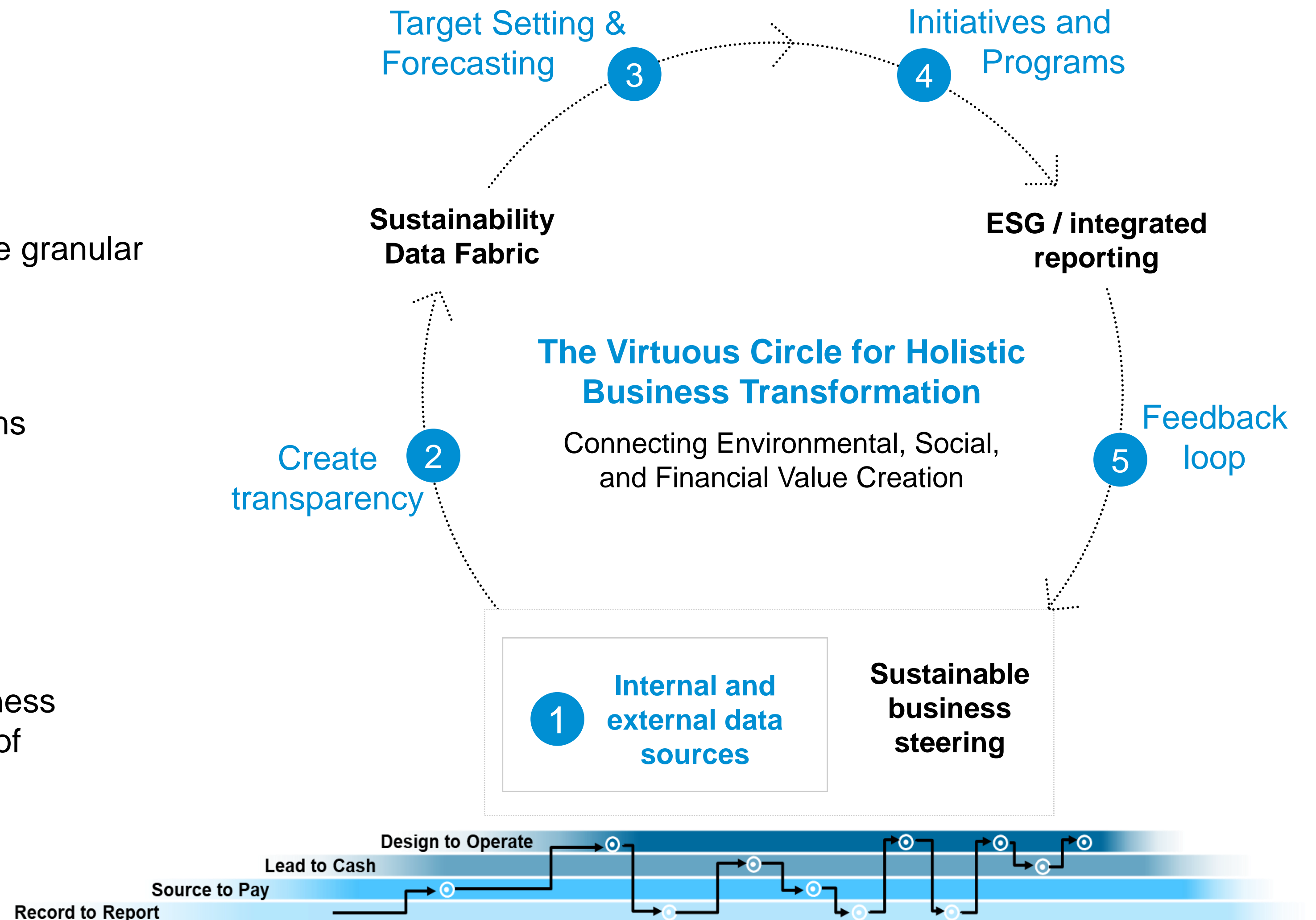
Define and plan against your Sustainability ambitions

4. Initiatives and Programs

Taking action and monitoring progress

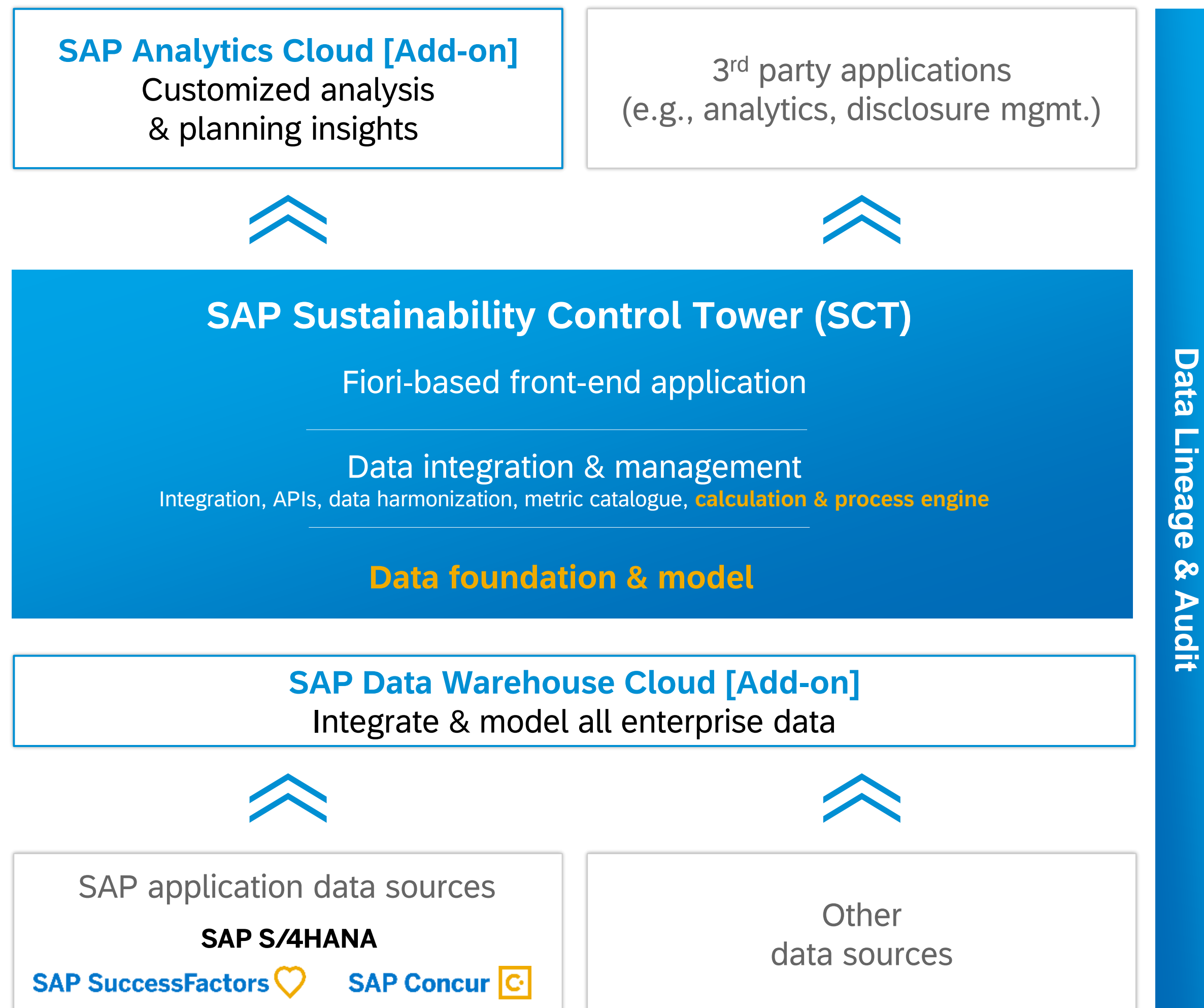
5. Feedback loop and improvement

Embed relevant sustainability information into business processes to impact total performance at the point of decision-making



Achieving Holistic Steering and Reporting

Empower your business to act with ESG transparency along the value chain



- **Harmonized insights** by consolidating, modelling and enriching ESG, financial and operational data enabling boardroom and business-level decisions
- **ESG performance management** with enterprise planning, predictive forecasting, what-if simulations and impact analysis across the value chain
- **Pre-built data models** to support established reporting frameworks and customer-specific adaptations based on SAP, non-SAP, structured and unstructured data
- **Embed sustainability dimension** into business applications and processes through enterprise data integration and modelling and enriched partner content

Data Quality and Assurance

Automatic data validation and completeness checks to highlight data quality issues

Input data controls

Standard technical and consistency checks flag and sort out erroneous data. Allow responsible business user to correct the data by manual adjustments or reload corrected data again

Data completeness checks

Understand incomplete and missing data in order to mitigate gaps by manual action or by an automated business rule to allow a faster period closing process and ensure high data quality

Configurable plausibility checks

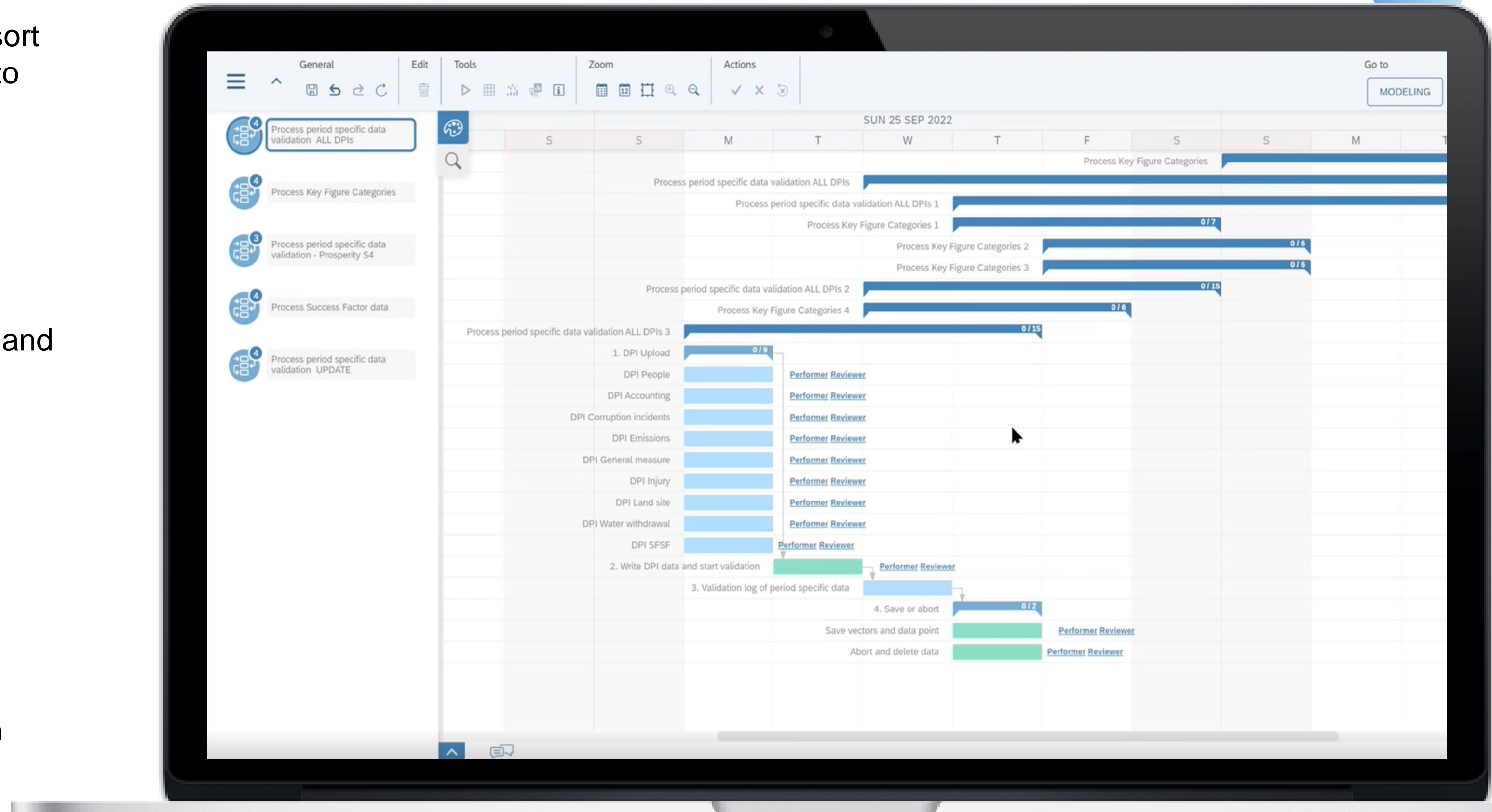
Mitigate non technical input data errors by showing deviations to previous periods, which allows to react immediately and initiate corrective actions

Transparency

Track validation results and errors easily with detailed error and warning messages, audit logs and validation reports

Review/Approval Workflows

Define which user groups may perform the data upload and which user groups must approve the data before releasing the data for consumption.



Note: Some capabilities are planned as part of Sustainability Control Tower roadmap and may not be available today.

Data Enrichment and Calculation

Complete missing data via configurable and flexible operations



Dealing with missing data

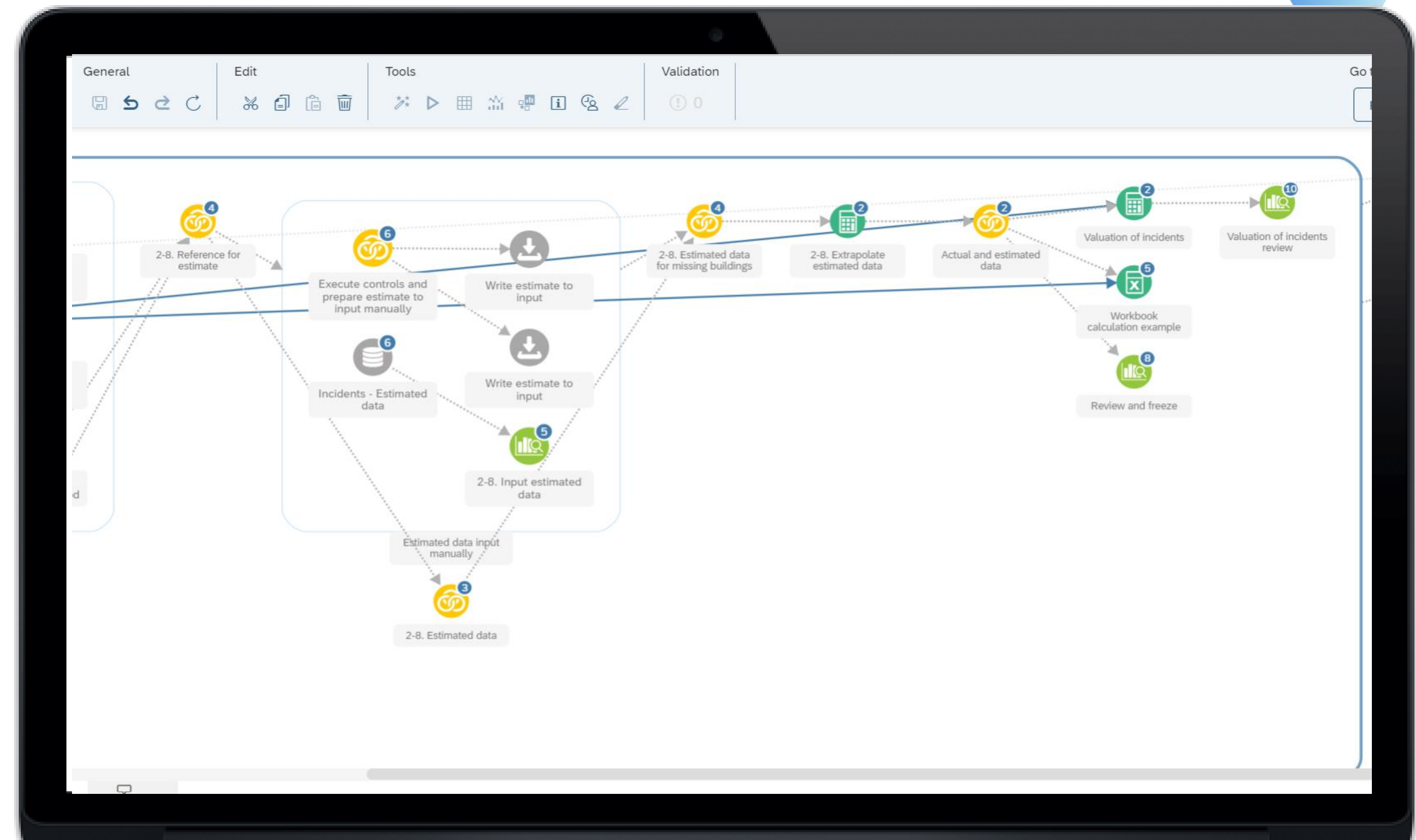
Run automated estimations and extrapolations on missing data based on predefined, customer specific business rules

Run calculations

Use calculation logic for valuations, allocation or conversions of ESG data to track your sustainability performance and targets

Flexible configuration

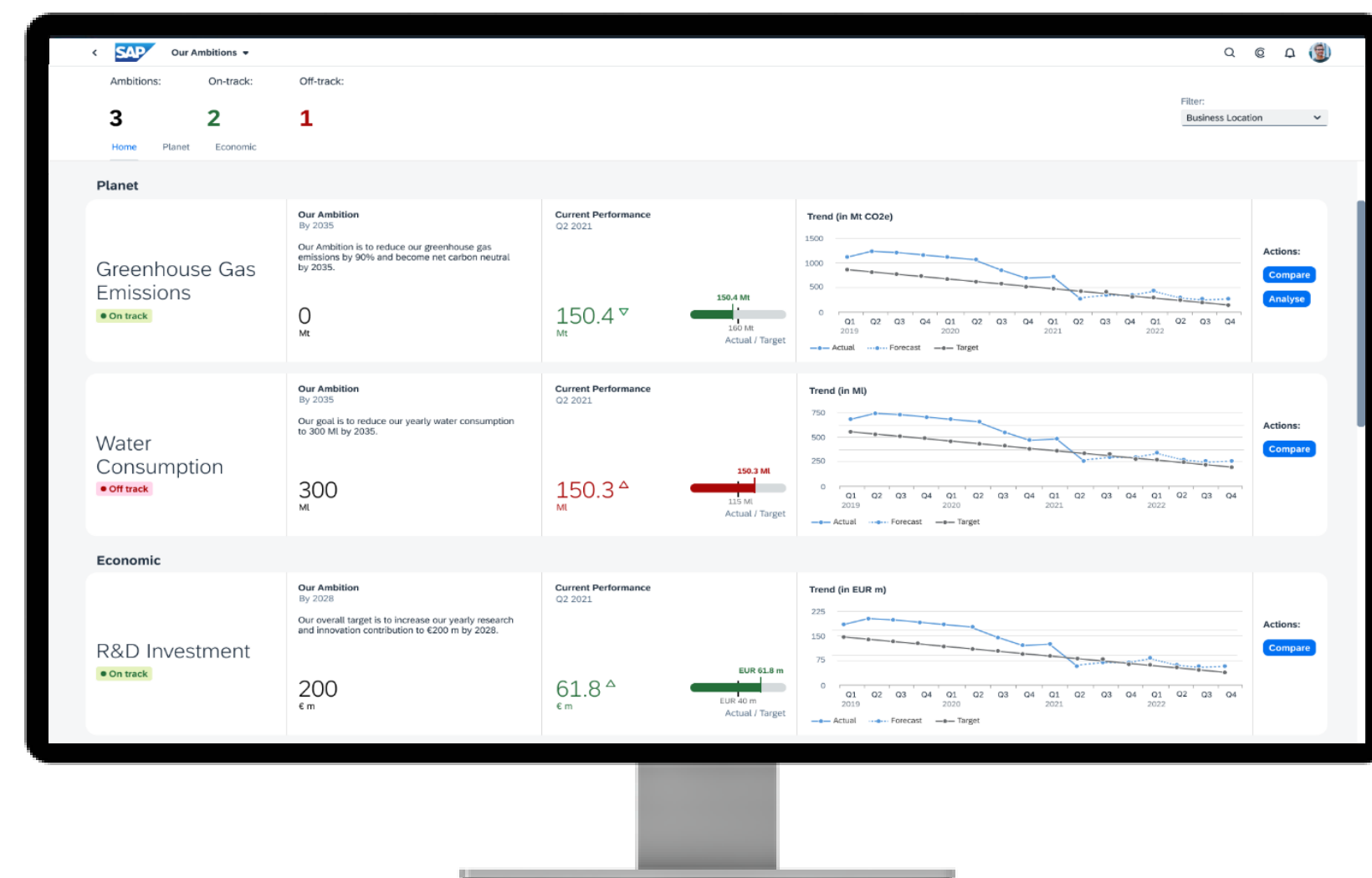
Apply specific customization to run business rules and calculations. A central steering table makes the use of custom factors, reference data or formulas possible



Note: Some capabilities are planned as part of Sustainability Control Tower roadmap and may not be available today.

SAP Sustainability Control Tower

Automated, auditable, compliant reporting with actual data & insights to embed sustainability into business processes



Standard semantic frameworks supported



Record: Actuals instead of averages

Record ESG factors with out-of-the-box integration with SAP systems for faster time to value & granular data visibility based on actual data, not averages

Report: Audit-ready ESG metrics

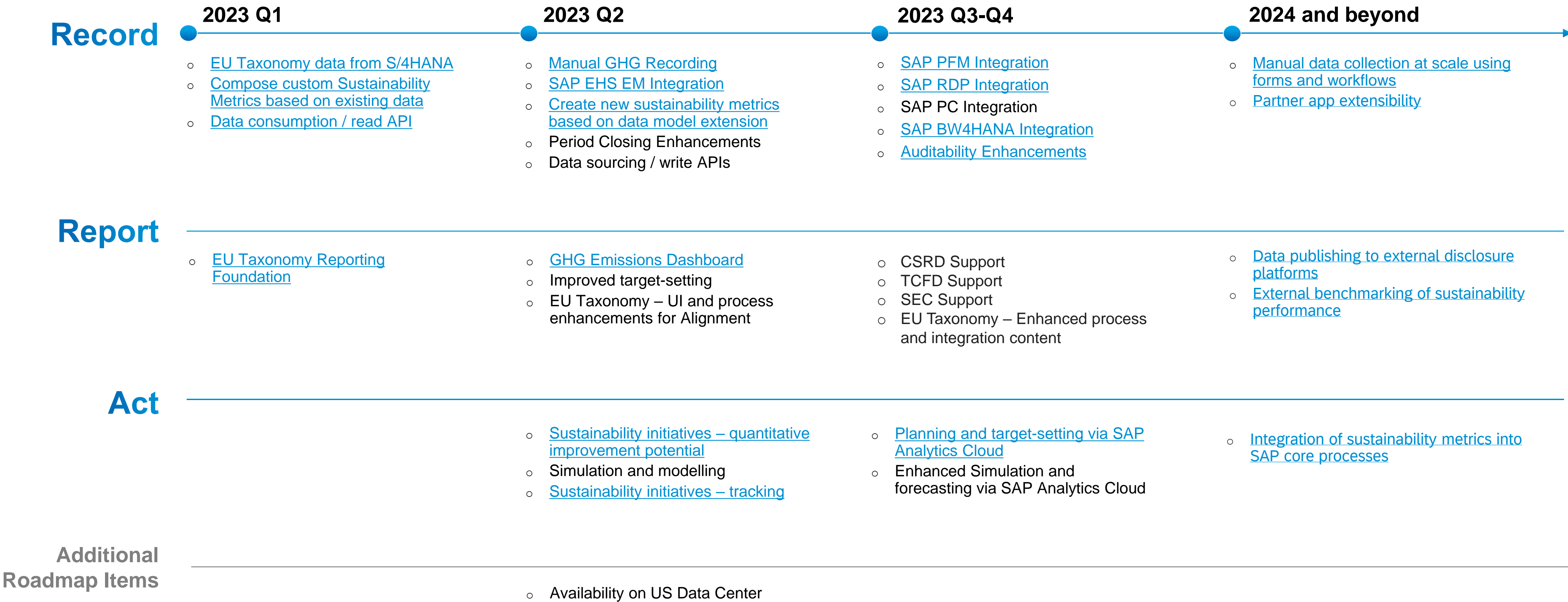
Report regulatory compliant ESG metrics covering common frameworks based on an open & extensible solution with the largest ESG ecosystem

Act: ESG embedded in business processes

Act by planning your future with actionable insights, forecasts and setting targets; track initiatives & optimize business processes to make an impact

SAP Sustainability Control Tower | Roadmap 2023 and beyond

Future Functionality
subject to change





Sustainability is a team sport

Global Strategic Service Partners & Alliances



The SAP® PartnerEdge® Ecosystem

Thought leadership partners & impact networks





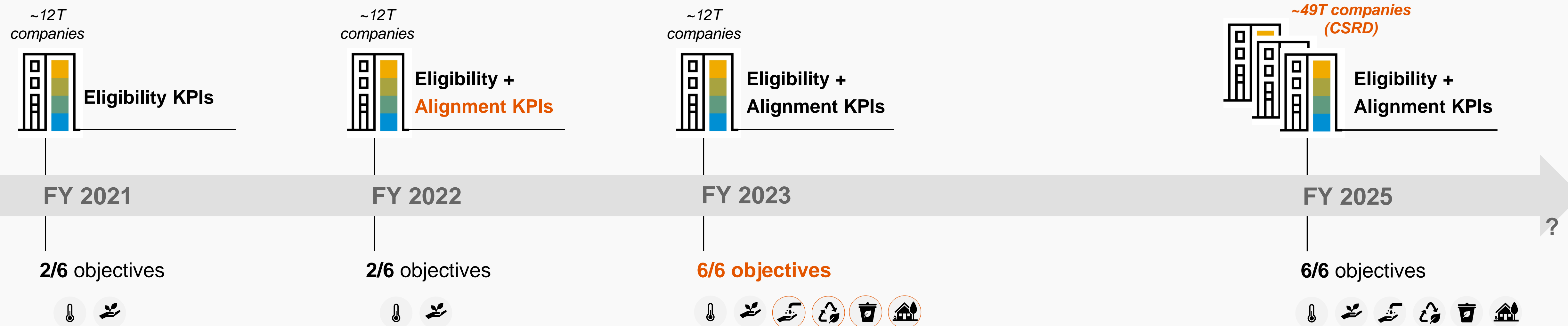
SAP Sustainability Control Tower – EU Taxonomy | SAP solution approach

SAP
February 2023

The EU Taxonomy represents a major, mandatory and evolving mechanism for assessing sustainability and increasing transparency

- EU Taxonomy introduces a **new sustainability classification system** that requires companies to integrate financial, sustainability and operational data at an unprecedented level of detail.
- The aim of this system is to **provide transparency to the EU market** on what should be considered sustainable (according to the Taxonomy) so that capital can be reallocated accordingly.
- To this end, the requirements for the Taxonomy and its coverage are being **significantly expanded in the coming years**.

Scope of the EU Taxonomy increases over time:



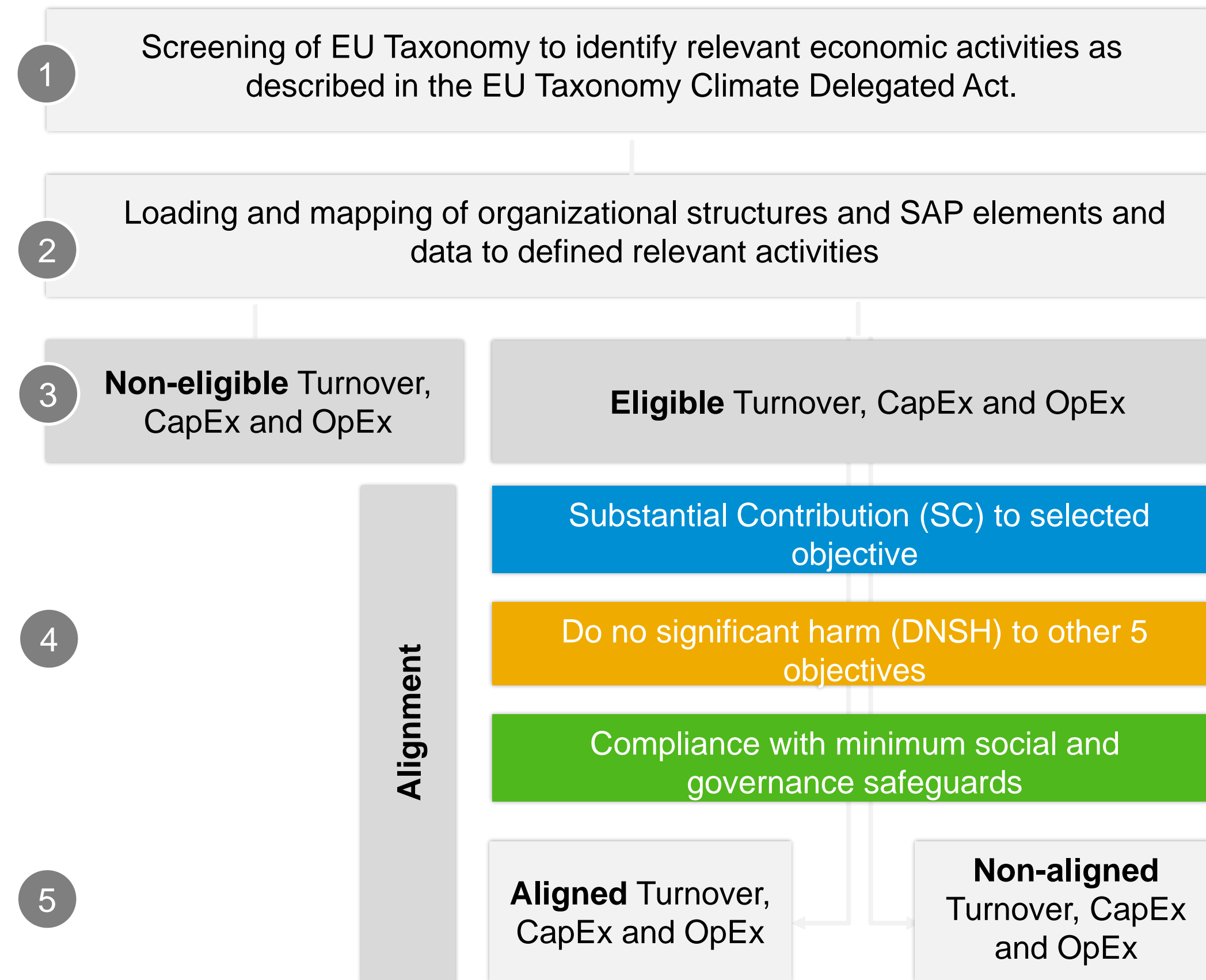
-potential introduction of further objectives (e.g. social)

?

What do customers require?

High degree of flexibility & pre-integration as well as rigor of a financial close

End-to-end EU Taxonomy Process



Customer Requirements

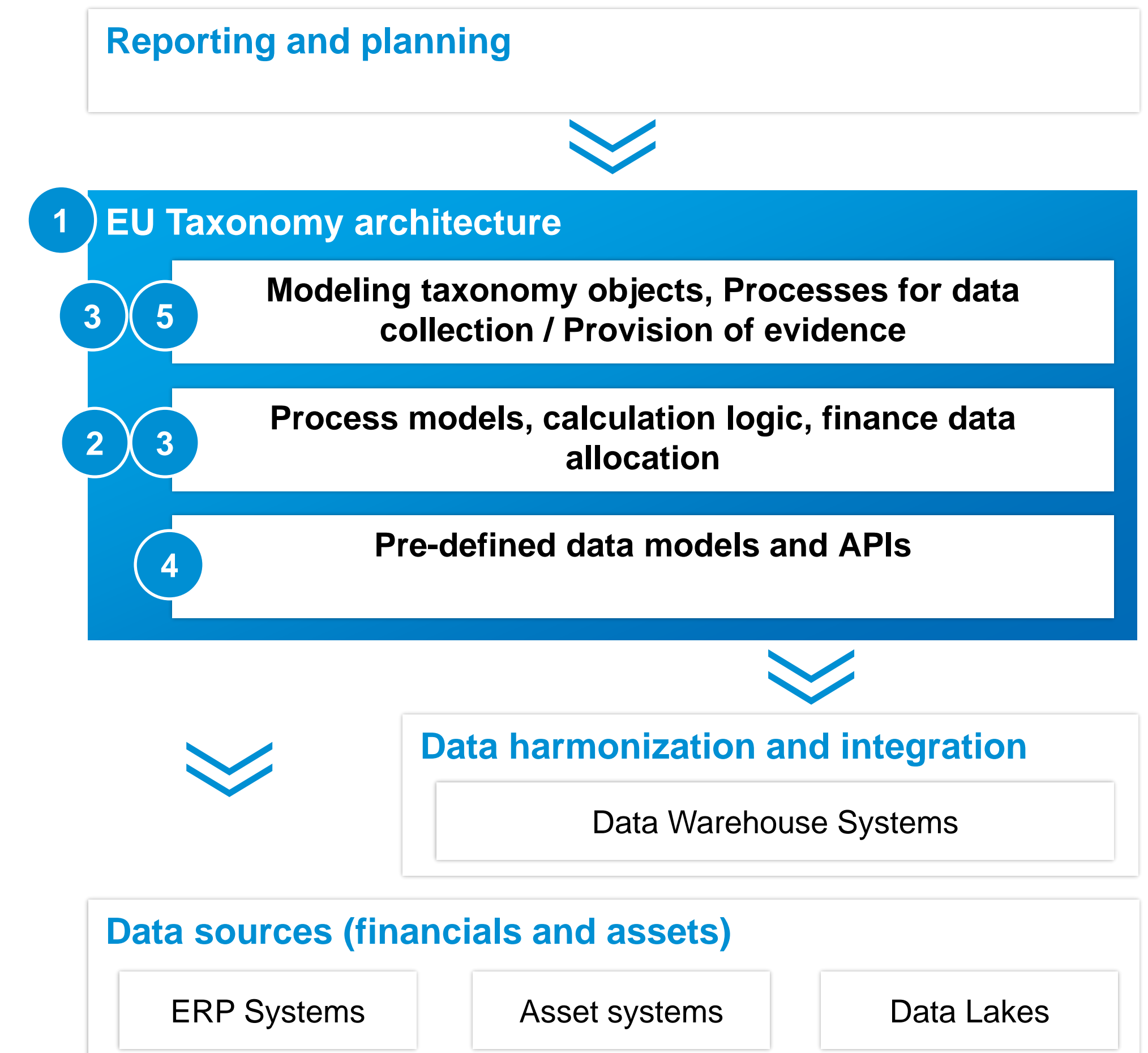
- **Easily consumable EU-T regulatory content**
- **Workflows** that can "guide" the identification of relevant activities.
- **Integration** of relevant SAP data entities (master data)
- **Flexibly assign / link EU Taxonomy activities** to SAP entities
- **Prepare financials** according to the EU Taxonomy definitions (e.g. OpEx calculations, elimination of intercompany transactions).
- **Pre-defined end-to-end process enabling rigor of a financial close**
- **Transparent flexible alignment options – e.g. screening on any level**
- **Customizable, questionnaire workflow for de-central screening**
- **Integration / link of evidence documentation** for criteria fulfilment.
- **Allocations and aggregation of results for reporting**

The EU Taxonomy requires a flexible data and process architecture, based on the principles of financial reporting

Requirements to IT

- 1) **Architecture:** Taxonomies always require two elements – the evaluation of taxonomy objects and assignment of financial flows
- 2) **Process:** Der EU-T process should follow the same rigor as financial reporting (pre-defined steps, roles, status control) and corresponding data maintenance, validation and release mechanisms.
- 3) **Auditability:** The taxonomy requires traceability and life-cycle control of data per taxonomy (assurance relevant).
- 4) **Automation:** Much of the needed information is already available in customer's business systems and should be integrated into the process.
- 5) **Taxonomy object modeling:** Flexible definition and modelling of taxonomy objects is critical

Reference architecture (Top-down)



SAP Sustainability Control Tower | EU Taxonomy Preview Content

Kick-start content for EU Taxonomy enabling exploration of the end-to-end process with pre-configured process steps and sample data

Pre-configured process templates for EU Taxonomy

Explore the end-to-end process via six pre-configured process flows, including all required data collection and data processing steps

Pre-configured data models with sample data

Sample data for demo company and pre-defined data models for all process steps (incl. EU-T regulatory, master data, financials, alignment results)

Simple workflows for eligibility and alignment

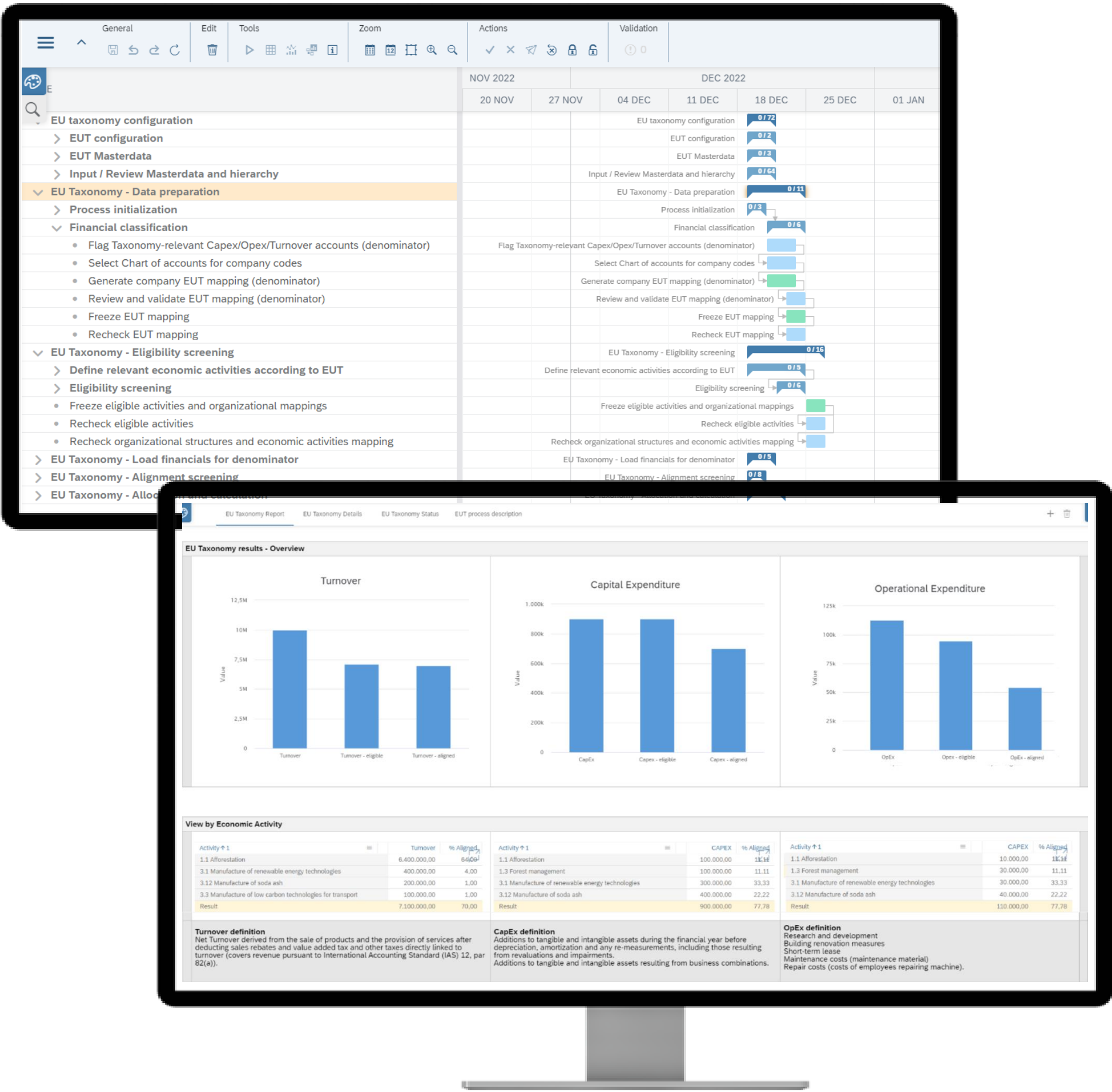
Model and prepare the corporate structures, map to EU Taxonomy requirements and perform SC and DNSH criteria evaluations

Sample reporting content for results analysis

Analyze results via sample reports and dashboards on different levels of granularity (including organization, activity, objective, asset)

Integration of customer specific data via file upload

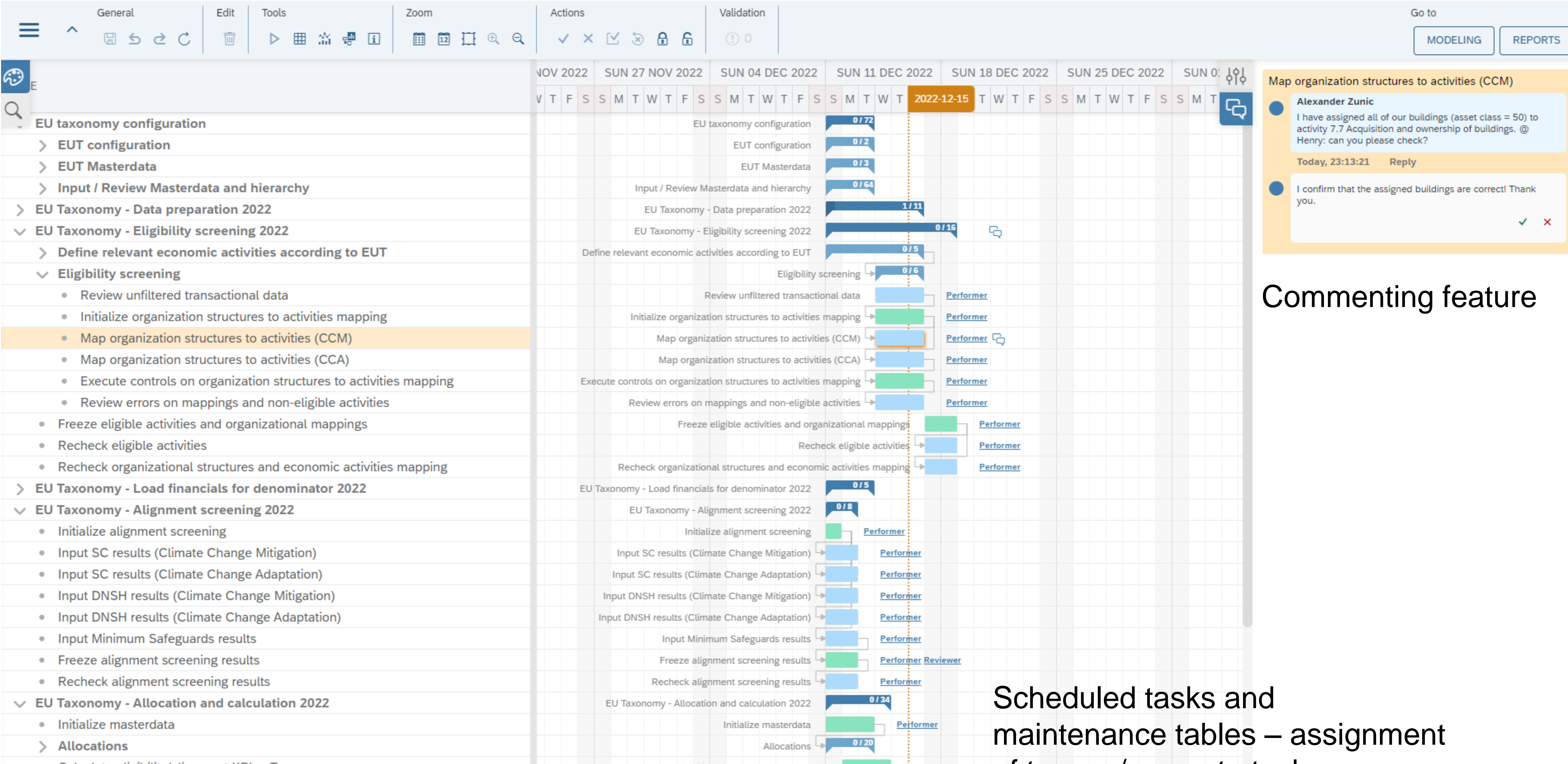
Integrate your own customer specific data via flat file upload and explore process flow and results



Overview SCT for EU-Taxonomy Content (1/3) – as of 12'2022

E2E Process Template

Pre-defined process steps

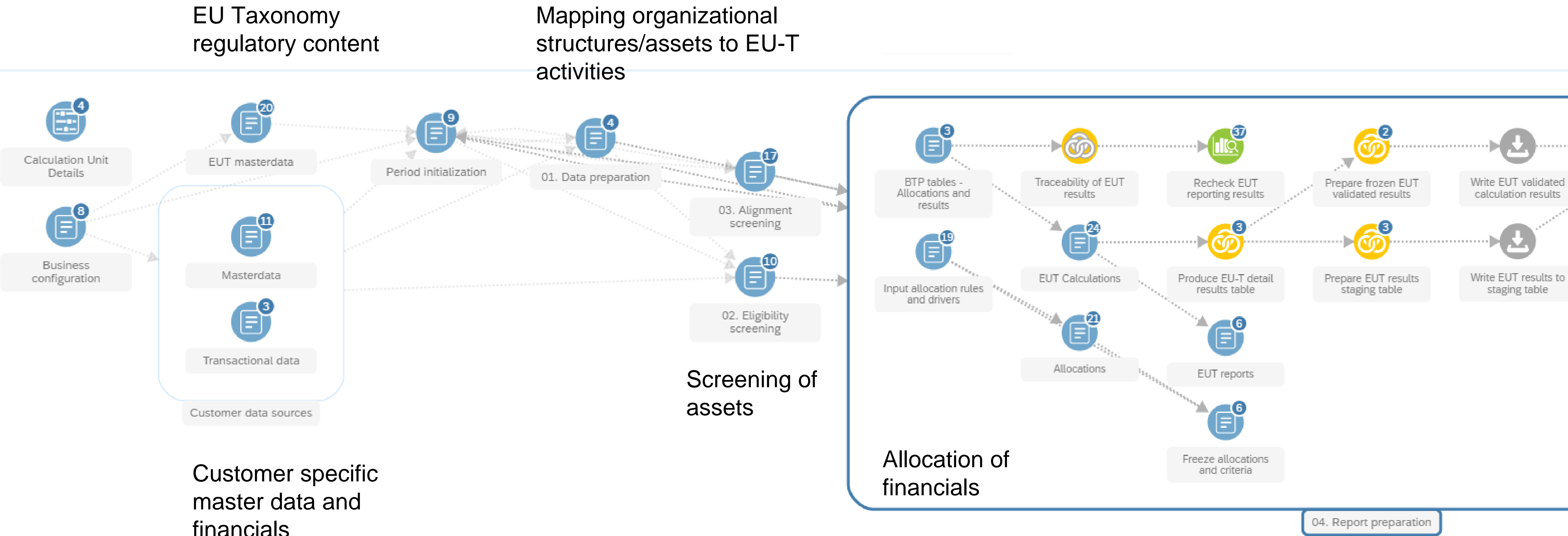


Commenting feature

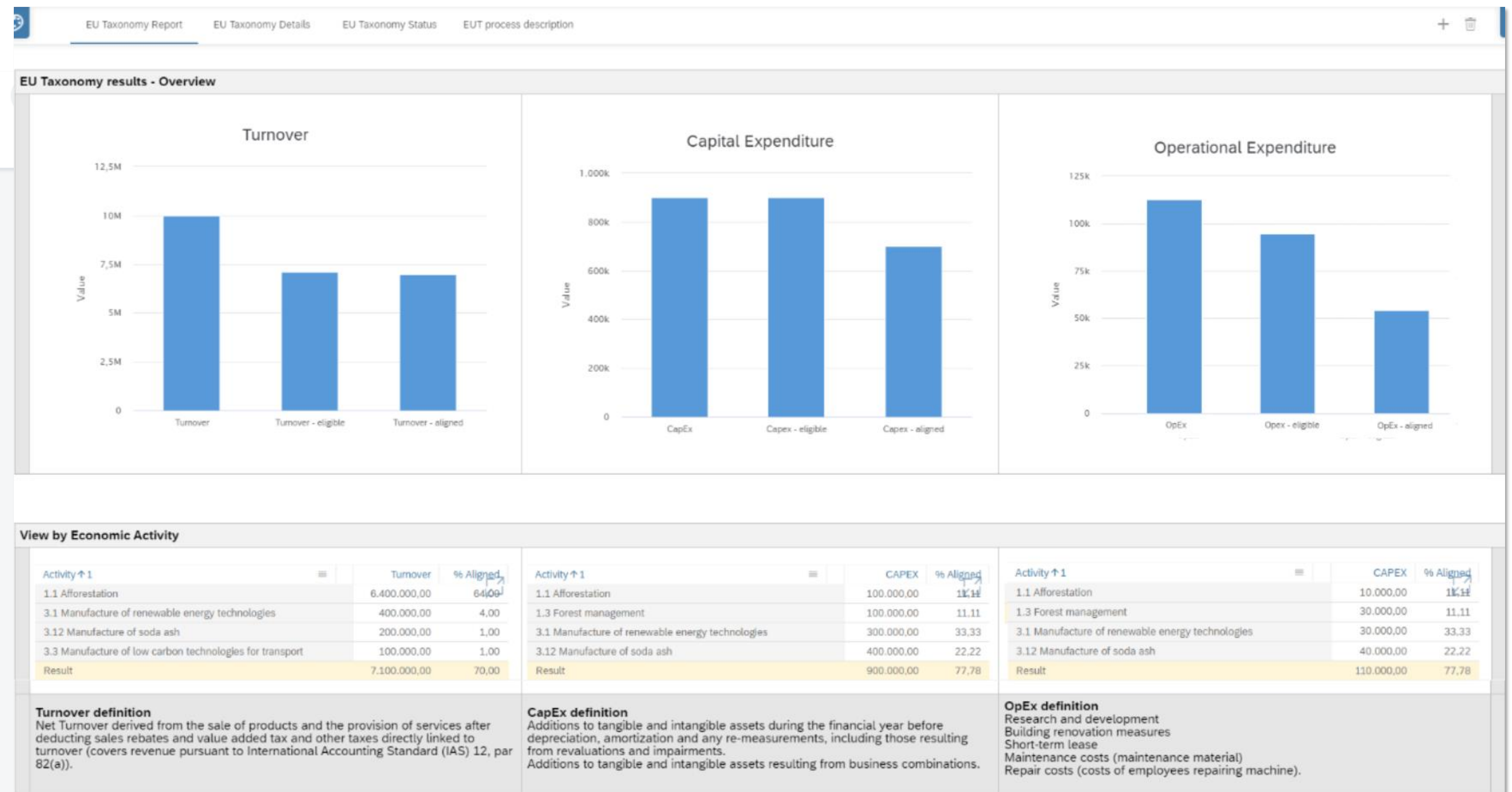
Scheduled tasks and maintenance tables – assignment of teams / users to tasks

Overview SCT for EU-Taxonomy Content (2/3) – as of 12'2022







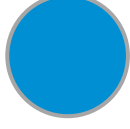
Pre-defined data models and configuration options



Pre-defined sample reports



EU-T Foundation Release | Solution Capabilities

Typical business requirements	Solution Capabilities	Coverage*
EU-T as a repeatable and transparent end-to-end process closely synchronized with financial close	<ul style="list-style-type: none">• Customizable process templates with pre-configured steps• Business-driven configuration (e.g. mappings)• Data ingestion via S/4 (standard interface), files or manual entry• Pre-defined data validations (e.g. duplication checks)	
Facilitated consumption of regulatory content	<ul style="list-style-type: none">• File upload templates for taxonomy-related entities• Sample taxonomy content pre-filled	
Audit-proof data capture, screening and validation	<ul style="list-style-type: none">• Simple data collection workflows (submit/approve/reject), commenting• Assignment of user groups to tasks• Audit logs, linking of evidence via URLs in comments	
SAP-oriented reference architecture and productized content	<ul style="list-style-type: none">• Pre-defined EU Taxonomy data model as “Foundation” content• Pre-defined configuration options (e.g. account mappings)• Re-use of financials and master data from SAP	
Standardized SAP integration and automation	<ul style="list-style-type: none">• Standard integration to S/4HANA financials and master data (in Q1.2023)	
Flexible allocation and calculation functionality	<ul style="list-style-type: none">• Customizable templates for financial allocation rules• Provisioning of allocation keys (file)	
Integrated data validation and reporting	<ul style="list-style-type: none">• Pre-defined EU taxonomy results templates• Sample reports and EU-T dashboard embedded in SCT	



SCT for EU-T Content Package – Incremental Delivery Approach

	Foundation – Q4.2022/Q1.2023	Release 2	Release 3
Themes	EU Taxonomy – Foundation	EU Taxonomy – Experience and consistency	EU Taxonomy – Process enhancements
Items	<p>Pre-configured process and integration content for kick-start implementation of EU Taxonomy reporting (for corporates)</p> <ul style="list-style-type: none"> • Pre-configured process templates and data models for eligibility and alignment (Substantial Contribution, DNSH and MS) • Pre-defined interfaces for (manual) consumption of regulatory content • Data integration content for master data and financials (turnkey integration to S/4) 	<p>Enhanced EU Taxonomy process experience with facilitated alignment UI and additional standard integration to SAP sources</p> <ul style="list-style-type: none"> • UI and process enhancements for alignment (screening app) • Data integration enhancements (APIs for additional SAP sources) • EU Taxonomy dashboard and Fiori analytics 	<p>Comprehensive coverage of the alignment screening process (incl. de-central data collection) for all major industries</p> <ul style="list-style-type: none"> • Workflow enhancements to include de-central alignment processes • Activity- and industry-specific process and data model enhancements (content)



Thank you.

Contact information:

Mikal Netteberg
mikal.netteberg@sap.com

Agenda

09.00 – 09.15	Welcome & Keynote
09.15 – 09.30	SAP Datasphere
09.30 – 10.00	ATP – Customer Success Story
10.00 – 10.30	Maersk – Customer Success Story
10.30 – 10.45	RISE with SAP BTP
10.45 – 11.00	Break
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11.15 – 11.30	.msg global – Getting control of financial planning, analysis, tax and sustainability
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12.45 – 13.30	Networking Lunch



Passion. People. Performance.

SAP BTP Discovery Day

Managerial and Tax Accounting
SAP Profitability and Performance Management

Copenhagen, 16 March 2023
Frank.van.vliet@msg-global.com



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Q & A

About msg group



Founded in
1980



Independent



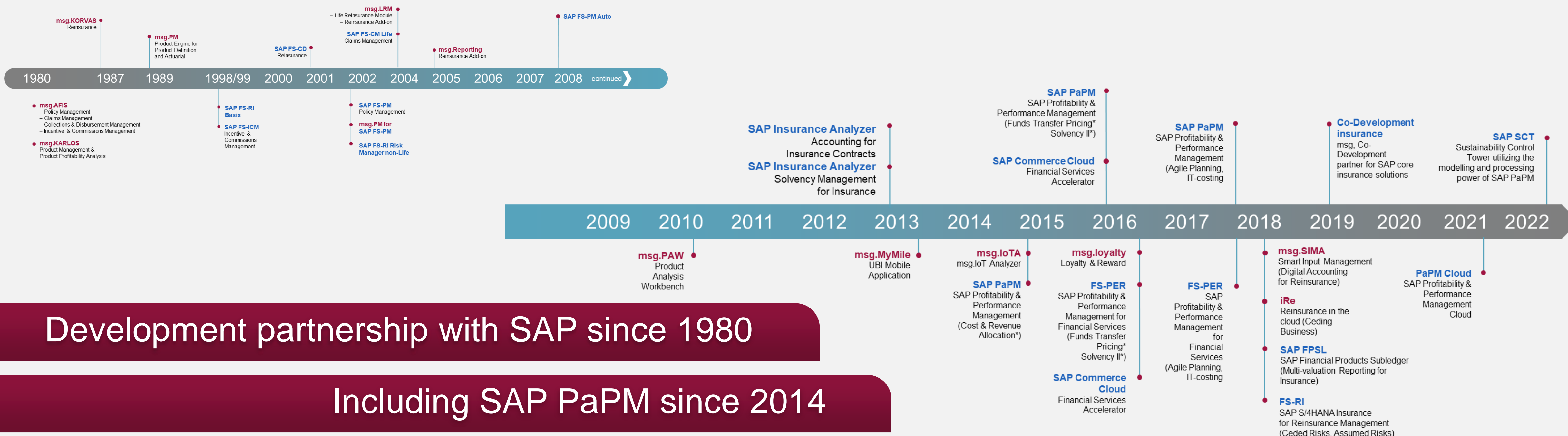
29
Countries



1.2 billion €
Revenue 2021



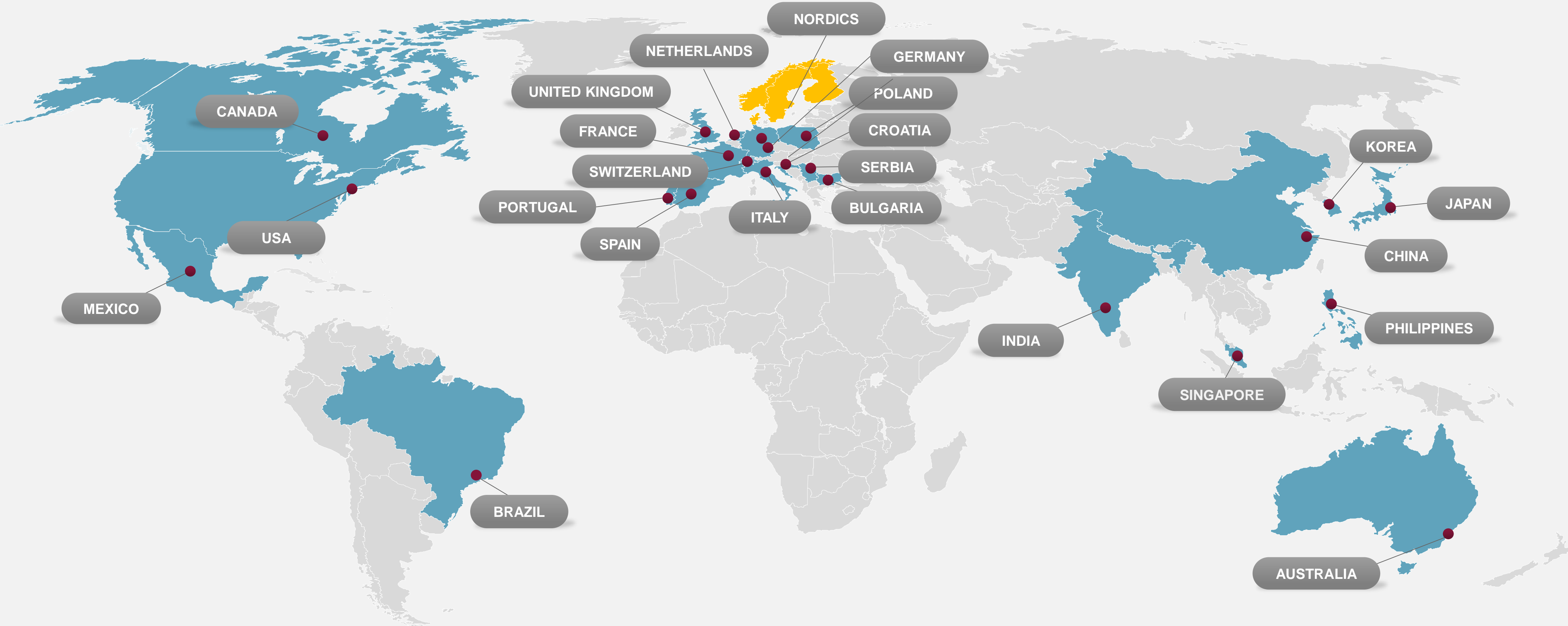
+9200
Employees



Development partnership with SAP since 1980

Including SAP PaPM since 2014

About msg global solutions



Located in **23 countries** with **26 companies**

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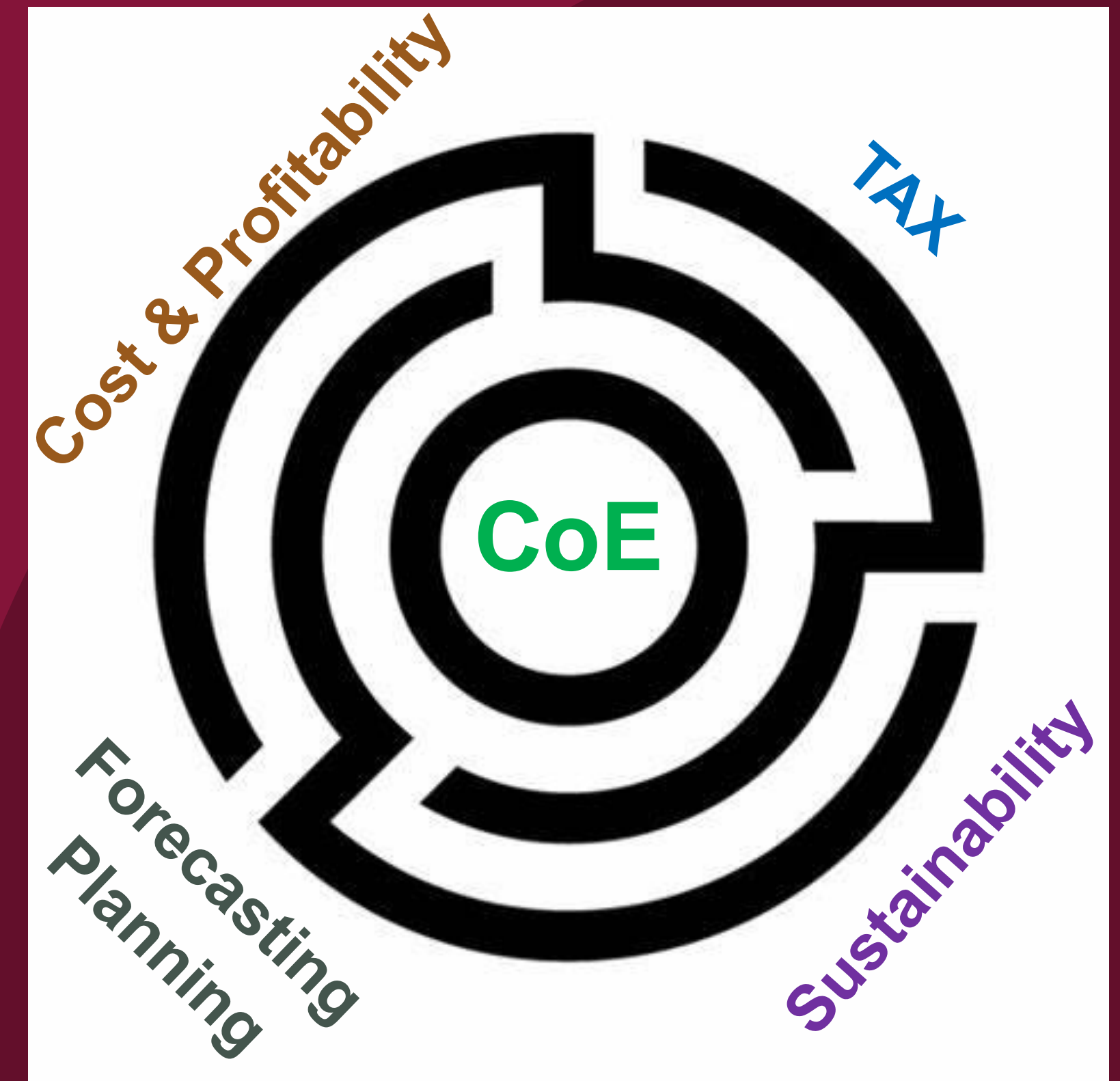
What if you have specific solutions for each use case ...

- **Works good if there is relatively limited interaction with other areas**
 - However nowadays that is never the case
 - Preference is driven by business users who have limited insights/understanding of the data and integration efforts
- **Knowledge is almost always outside the organization and some key users within the organization**
 - Excel like situation with continuity risk
 - Transparency and auditability is limited
- **Islands/patchwork setup**
 - Infrastructure, knowledge, data management, vendor management
 - External dependency is high
 - Connecting two systems often require support/advise of two external consultants



What if you have one solution for many use cases ...

- One user interface for many applications
- One integration setup with SAP and Non-SAP
- One security setup
- One Dashboard or integration with SAC
- One Center of Excellence
- No / limited reliance on 3rd party support
- No data replication
- No continuity risk (economies of scale)
- Maximize ROI



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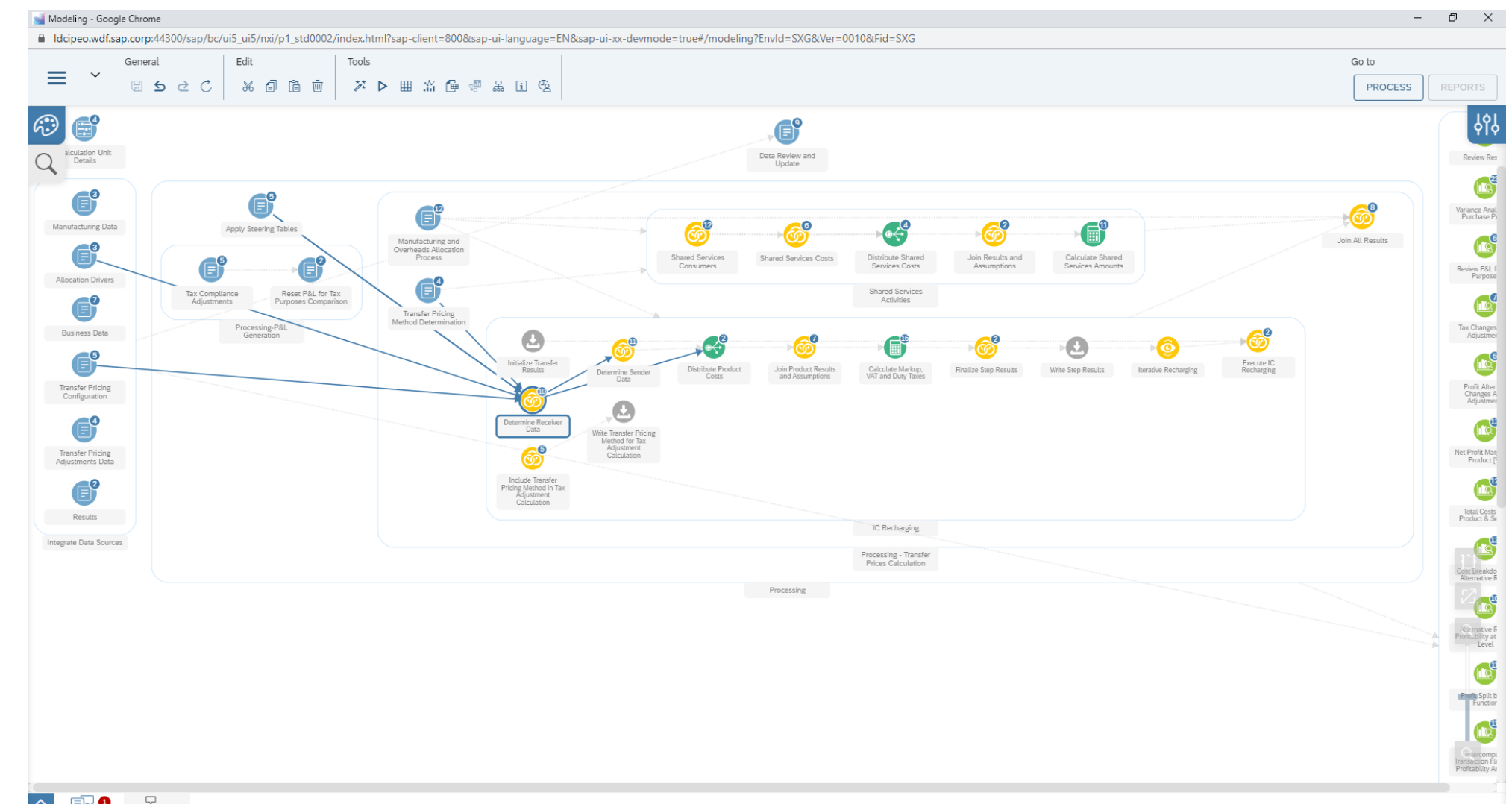
Q & A

SAP Profitability and Performance Management

Why financial modeling and what is it?


- SAP's standard applications such as S/4HANA cover the majority of functional requirements out-of-the-box (80/20 rule)
- Customers have to cover remaining white spaces with self-developed or 3rd party applications and in worst case with spreadsheets
- White spaces can arise from country-specific, state-specific, industry-specific or simply customer-specific requirements SAP can hardly cover in its standardized best practices
- Therefore SAP now offers a no-code engine that is flexible as spreadsheets or SAC but seamlessly integrated into the SAP application landscape replacing manual activities and data duplication with automated E2E processing owned by business users:

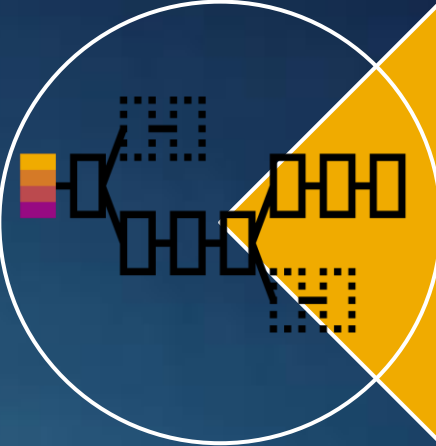
→ **SAP Profitability and Performance Management**

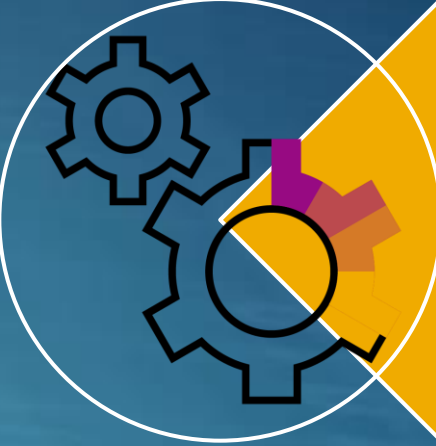


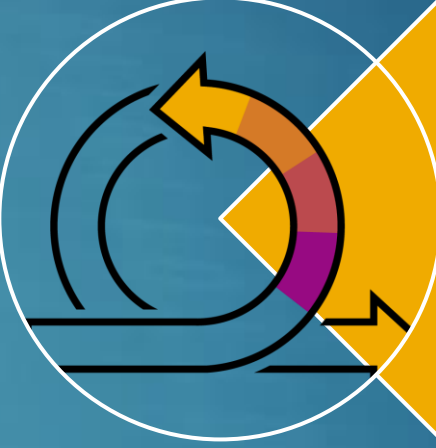
What is SAP Profitability and Performance Management?

Used as:

Calculation Engine

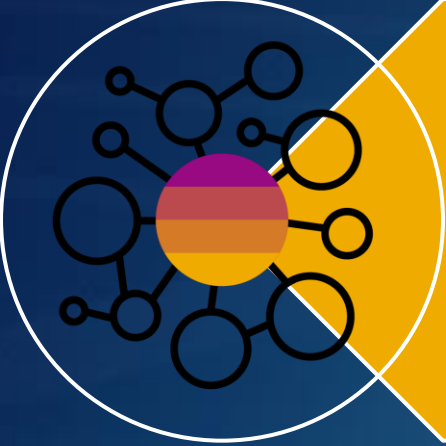
Workflow Engine

Business Process Modeling Engine

Agile Layer

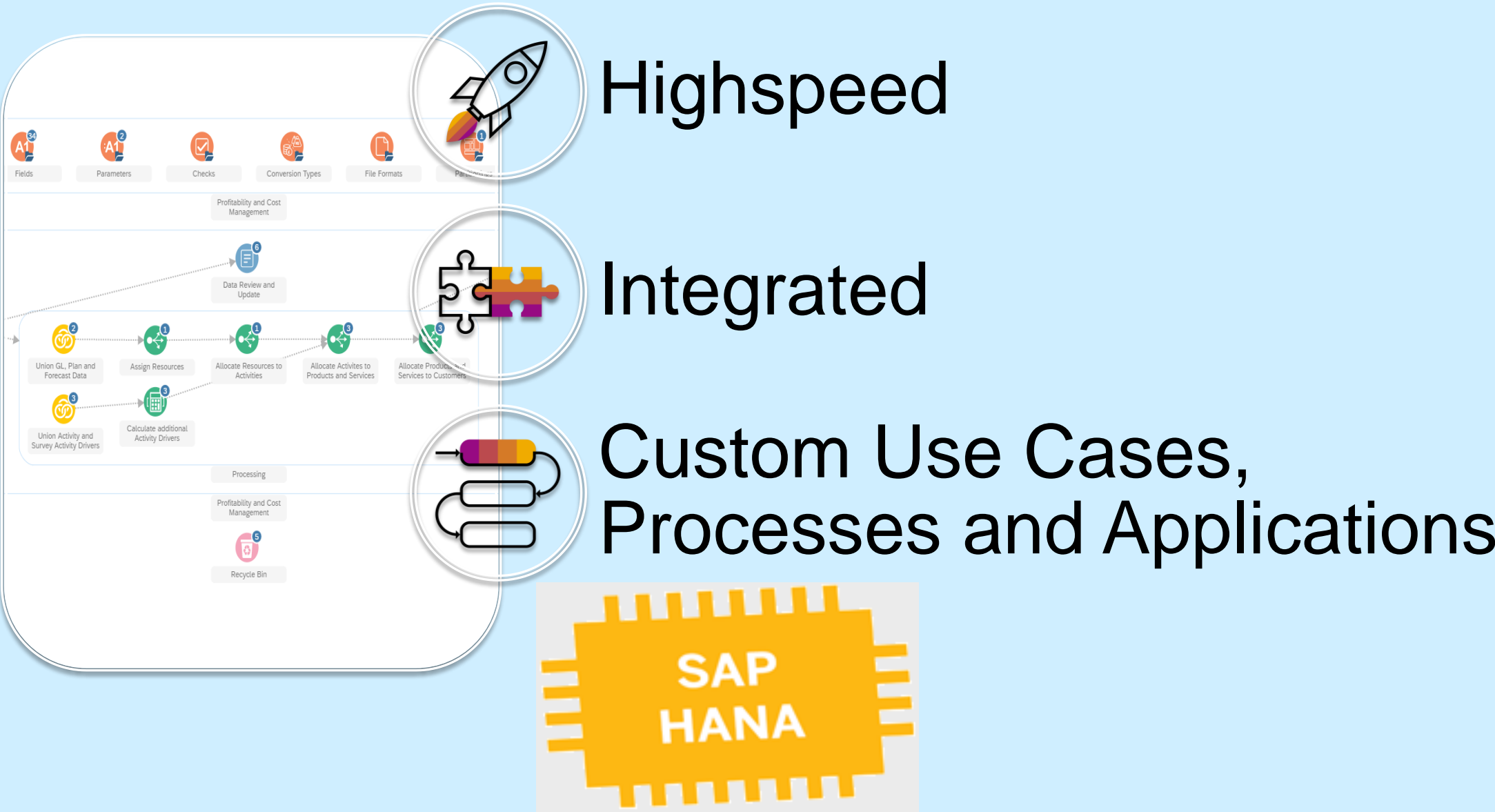
Built in:

SAP Integration

Non-SAP Interfaces

SAP Profitability and Performance Management

... is a SAP standard solution to create ...

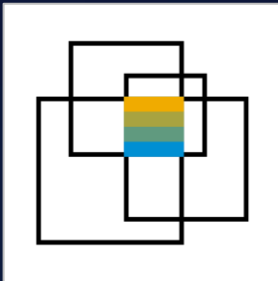


SAP Profitability and Performance Management

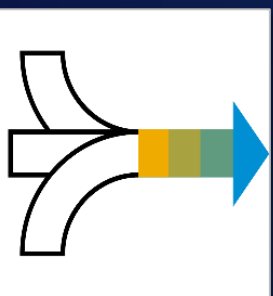
The Solution and Differentiators



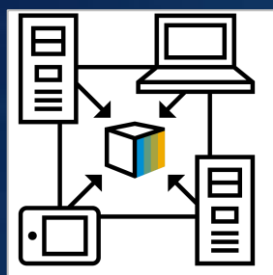
Freely definable process chain enables complex calculation and allocation models without coding, also speeding up change management after go-live



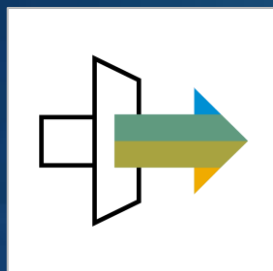
Sample content for multiple use cases including sustainability analysis and corporate income tax



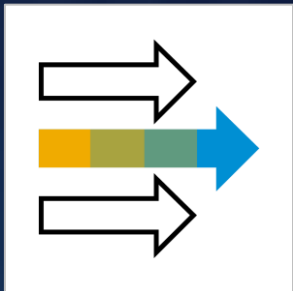
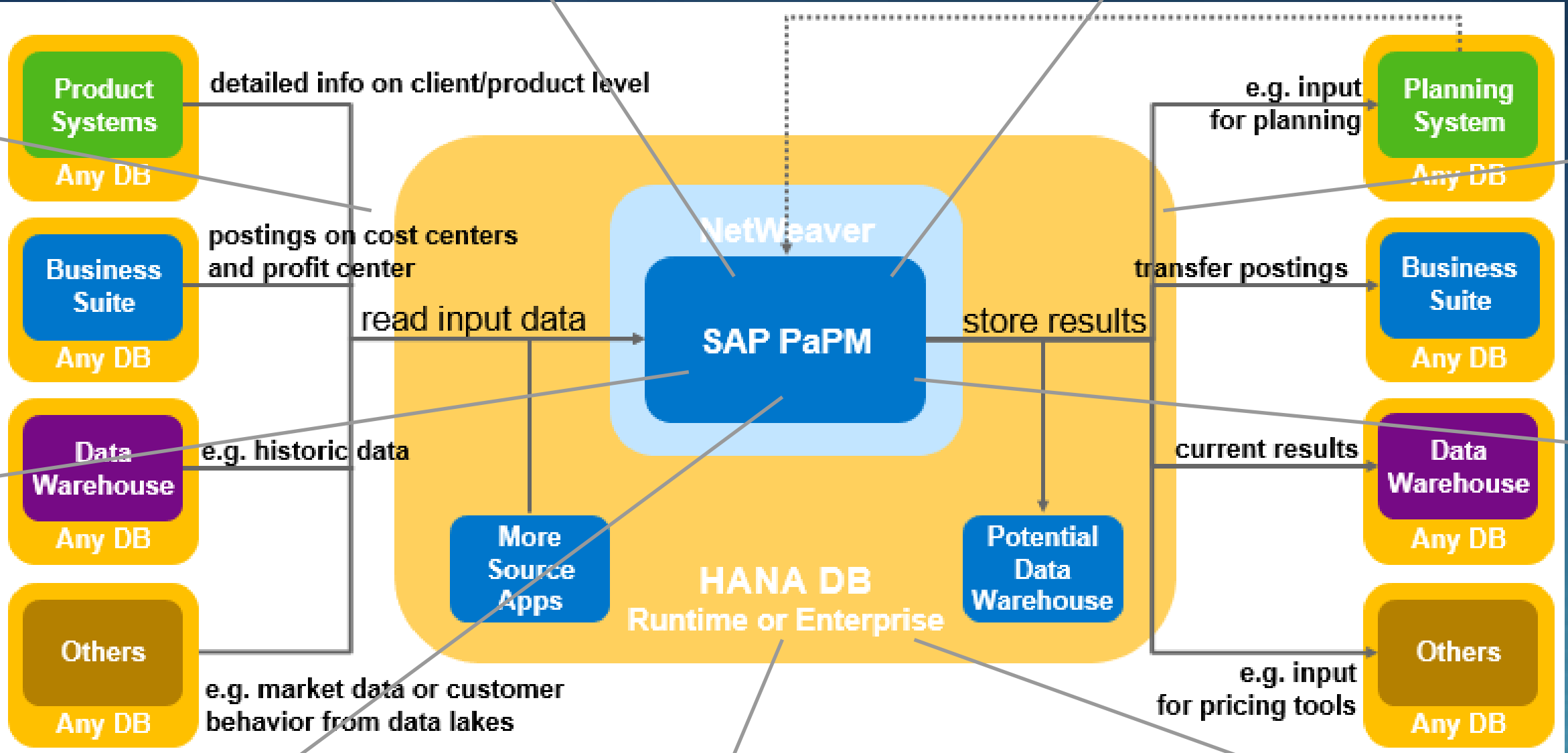
Easy access to external and **distributed source systems** at runtime



Any existing data model can be used **avoiding field mappings**



No permanent storage of input and results data inside of the application necessary, avoiding data duplication and reconciliation

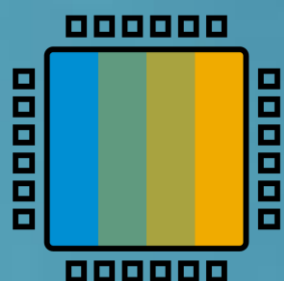


Interfaces to S/4HANA, SAP Business Suite, BW/4HANA, BW, SAC, BPC, others

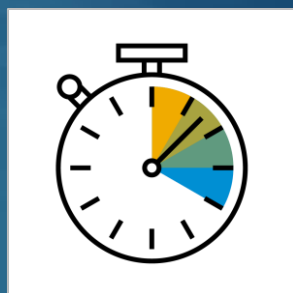


Formula editor with access to hundreds of HANA calculation functions also including **predictive analytics** and embedding Python

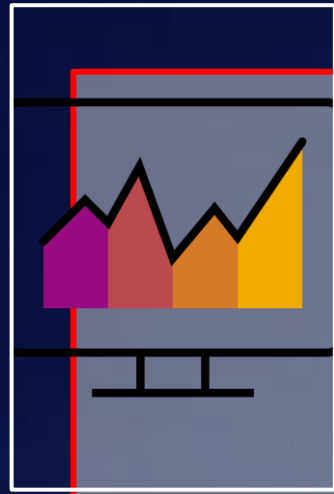
Best efficiency in executing application logic directly through SQL script in **in-memory speed** also for very high data volumes on detailed and even transactional level



Ad-hoc **simulations in seconds** adjusting input data as well as rules



Predefined Business Content for a wide Range of Use Cases



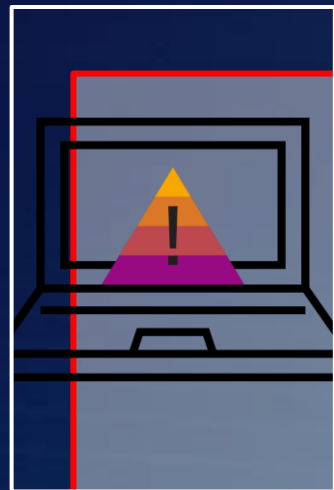
Profitability and Cost Management



Agile Forecasting and Planning



Transfer Pricing



IT Cost Management



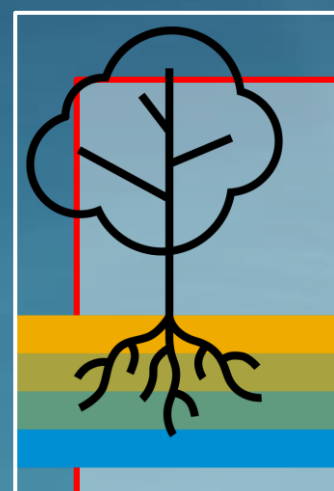
Funds and Liquidity Transfer Pricing



Product Cost and Price Calculation



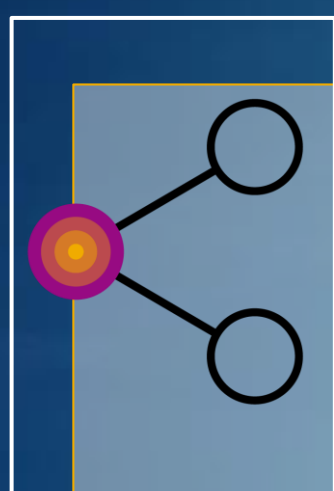
Process Mining



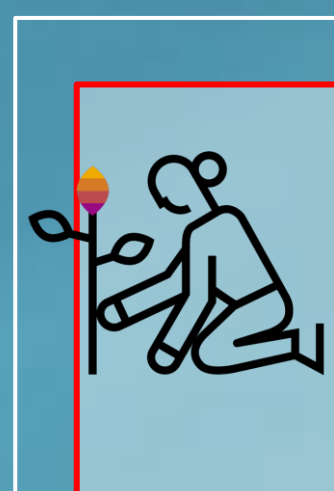
Value Chain Sustainability Management and Product Carbon Calculation



Tax Calculation and Reporting



Allocation Hub

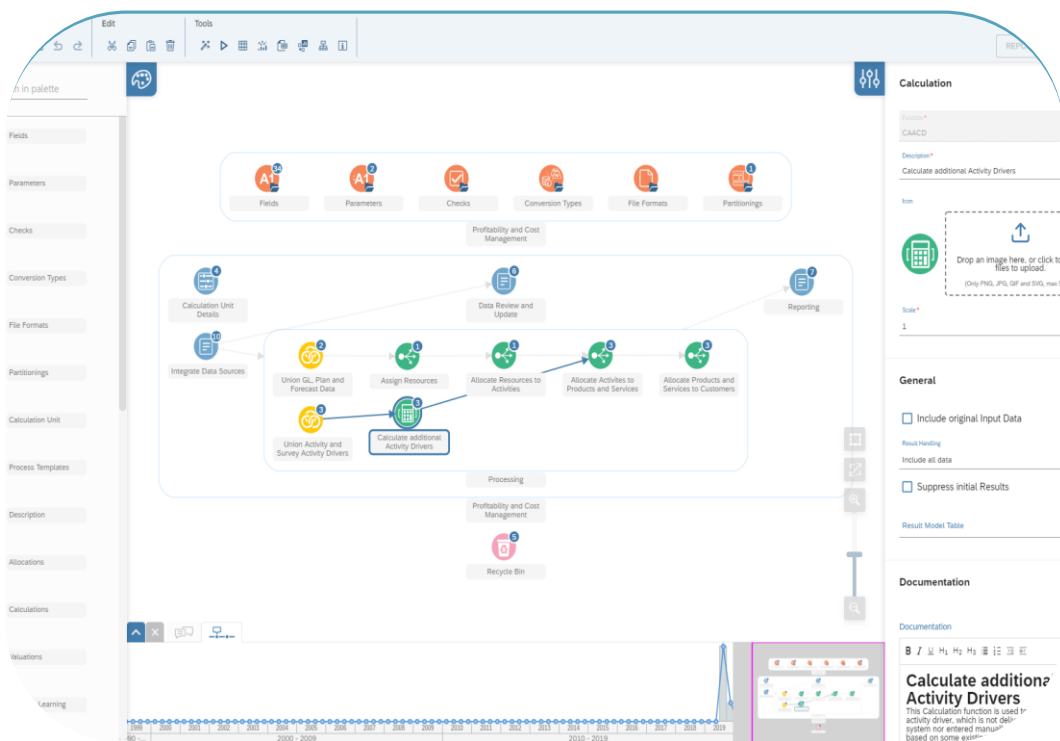


Financing and Investment Sustainability

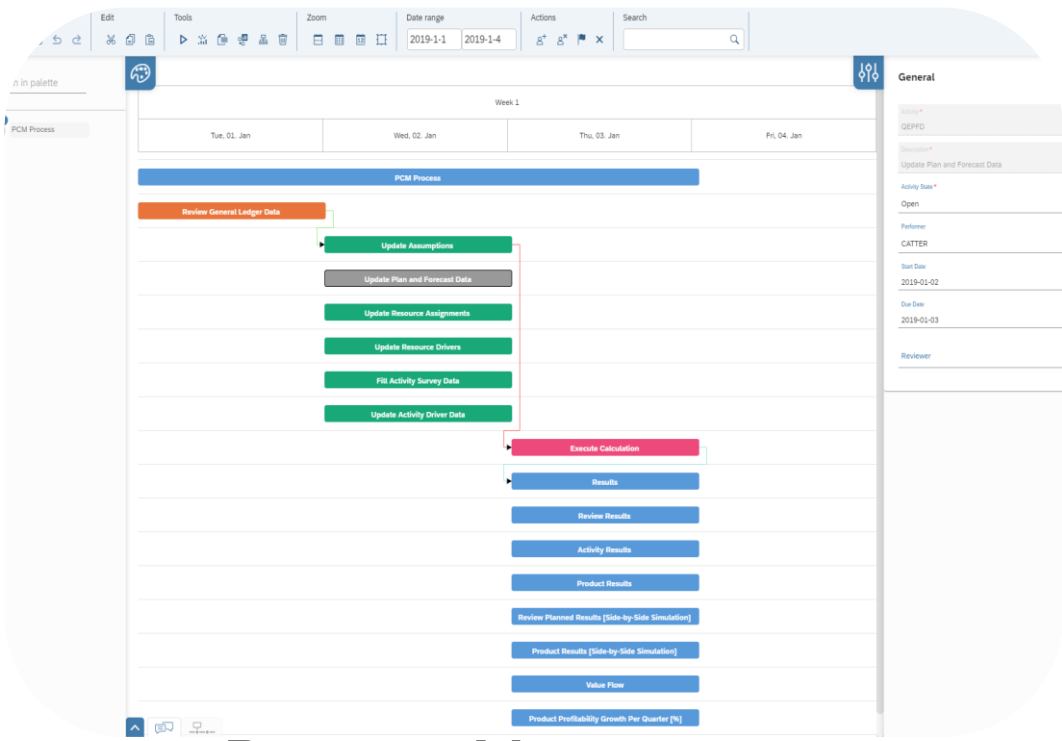


PCM to PaPM Activity based Costing

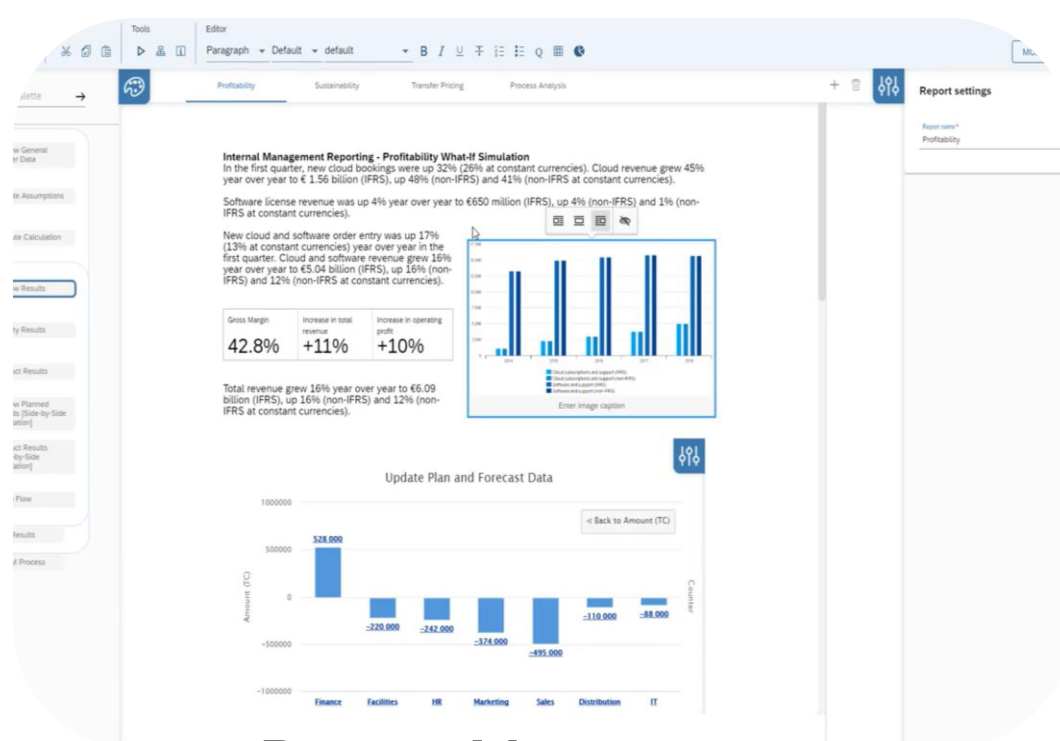
SAP Profitability and Performance Management – Application Screens



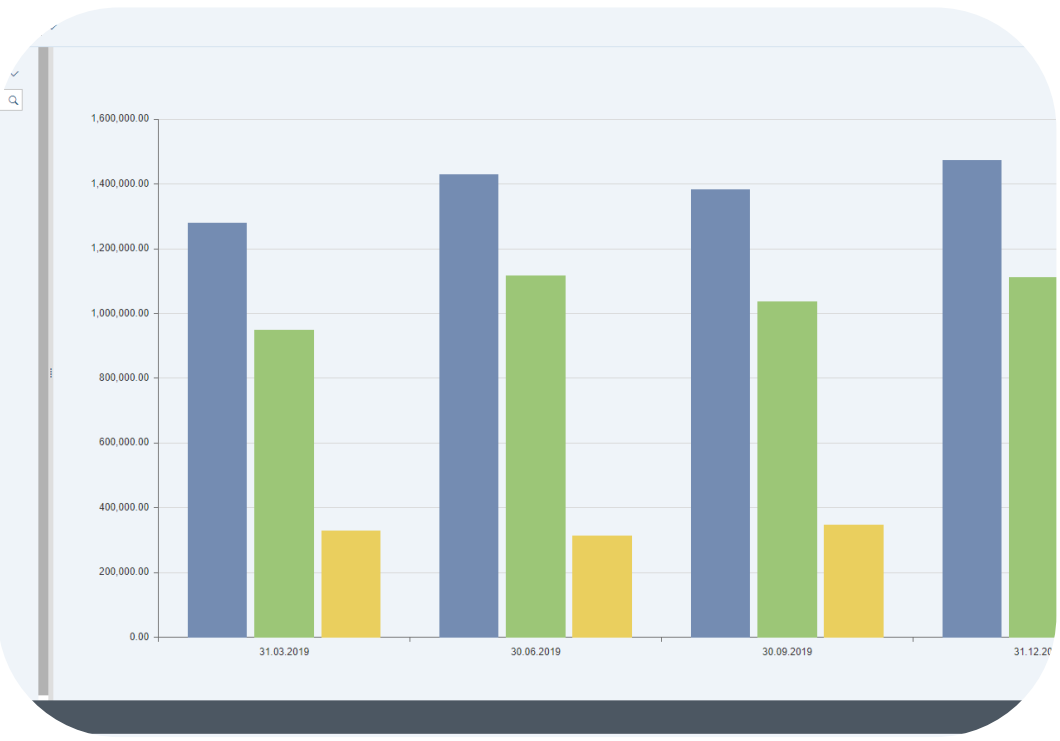
Model Designer



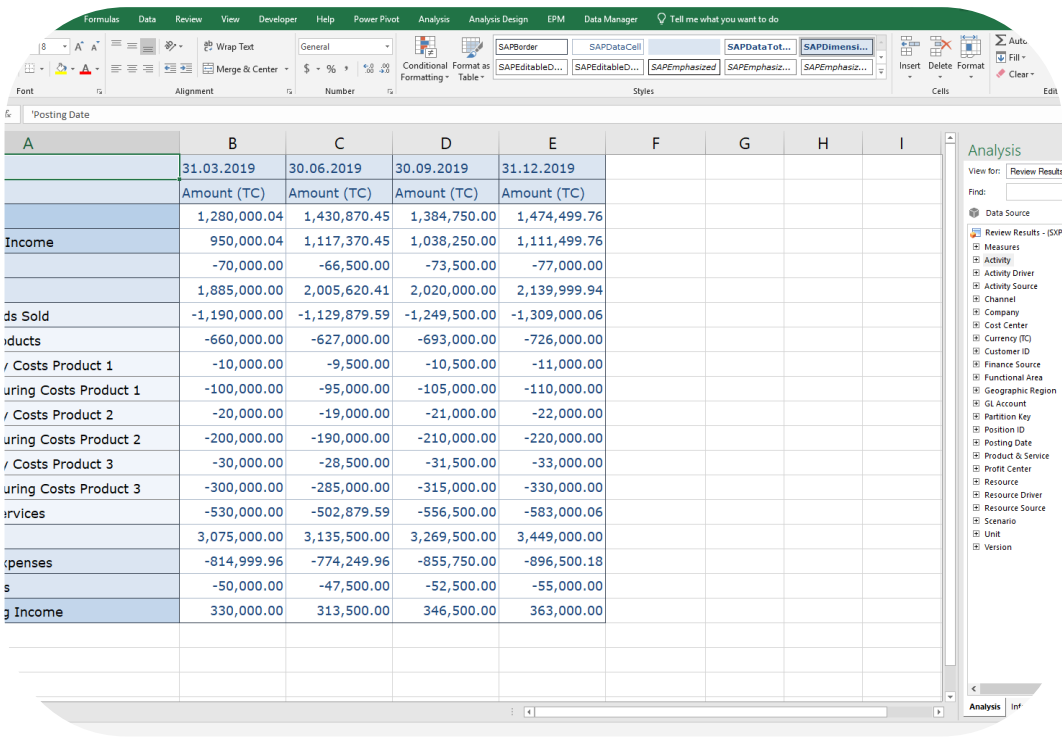
Process Management



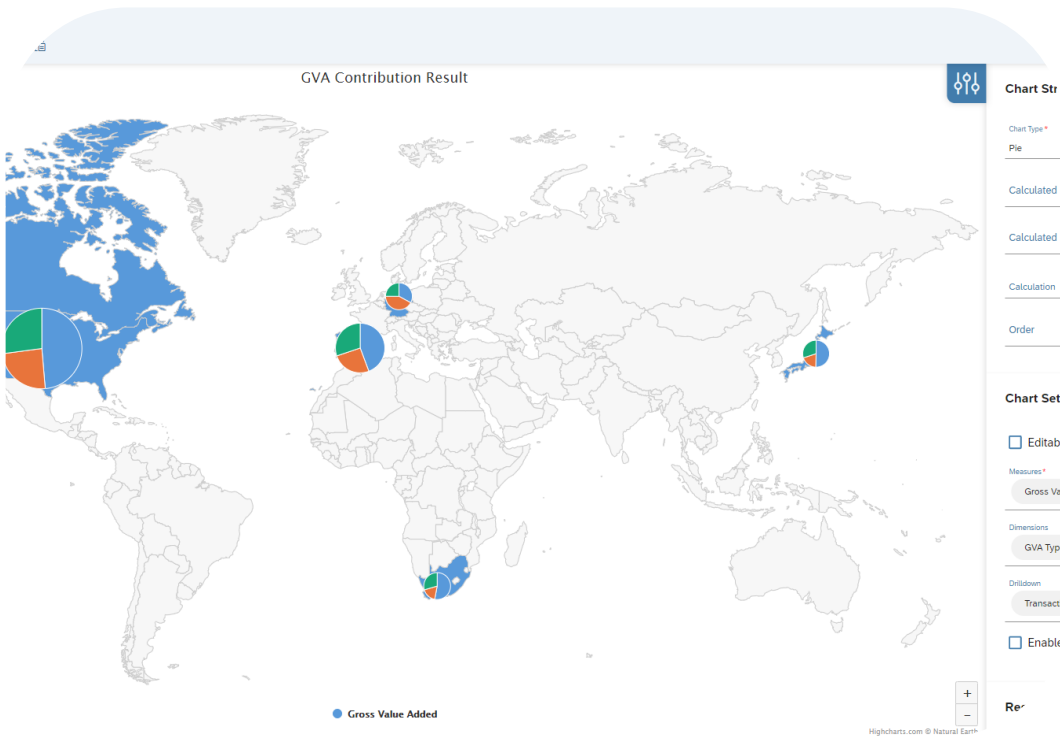
Report Management



Analyze



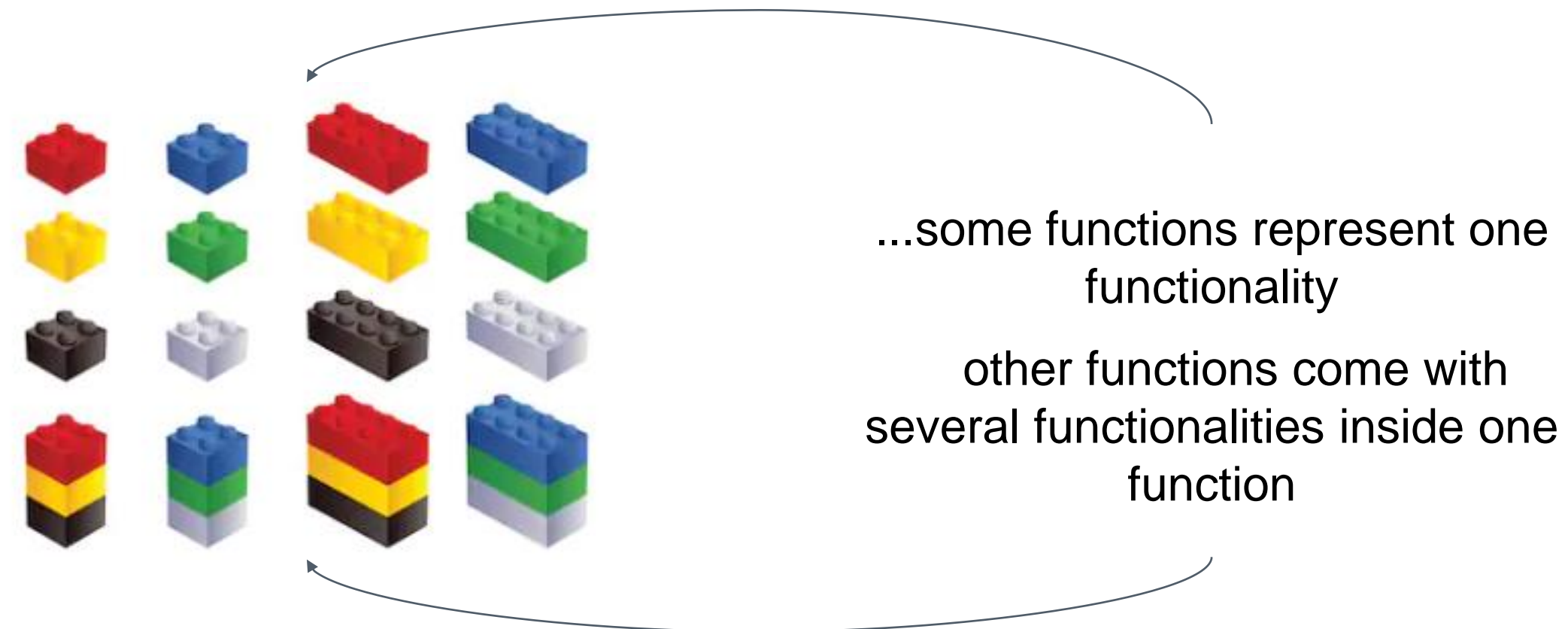
Analyze in Excel



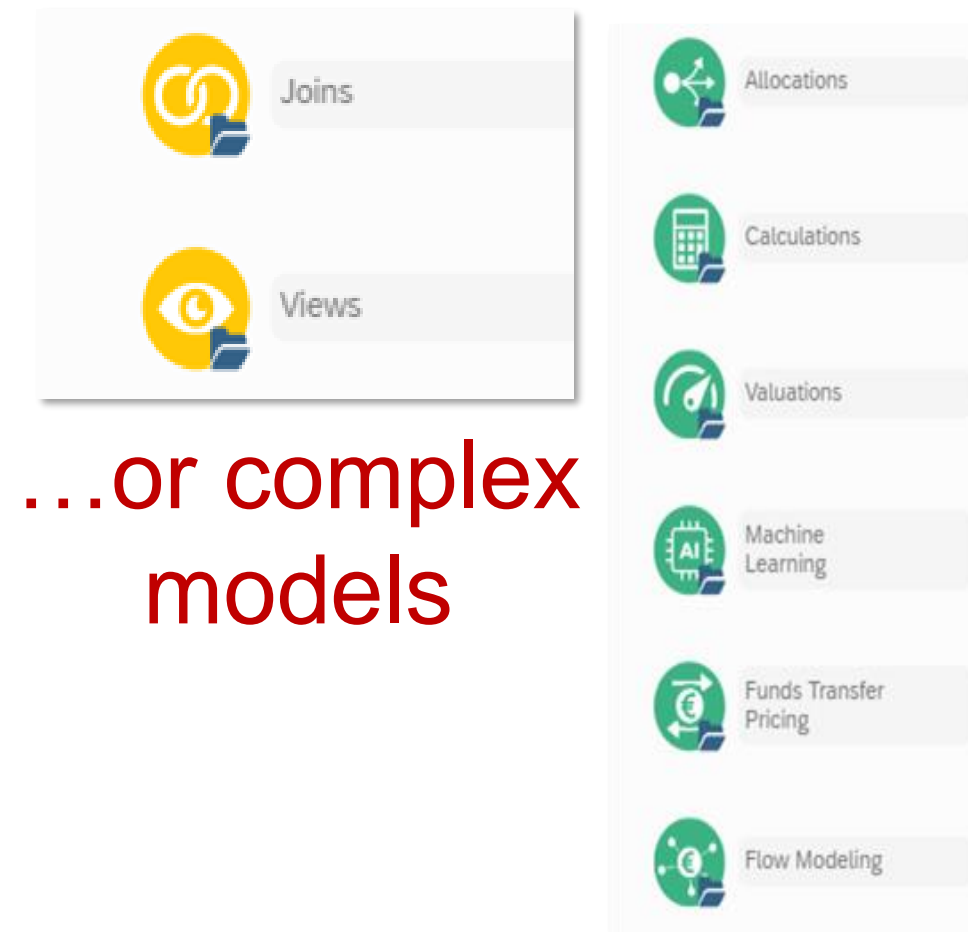
Visualize

SAP Profitability and Performance Management Overview

SAP PaPM follows a kind of lego building-block approach
(so called reusable templates)



You can build
easy walls...
(resp.
structures)



Business Functions Data & Process Integration

- ✓ **Modern In-Memory Technology**
- ✓ **Web browser UI**
- ✓ **Auditability**
- ✓ **Business users orientation**
- ✓ **What-If simulations**
- ✓ **Unlimited flexible data Modeling**
- ✓ **Maximize reuse of data, minimize data replication**
- ✓ **Flexible Reporting**
- ✓ **Access local and remote data sources without ETL**

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● **MANAGERIAL AND TAX ACCOUNTING CHALLENGES**

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● **SAP PROFITABILITY AND PERFORMANCE MANAGEMENT (PaPM)**

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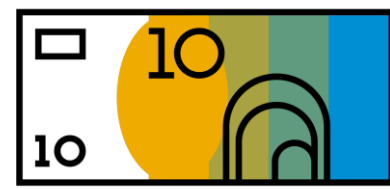
● **MAIN USE CASES OF SAP PaPM**

05

● **Q & A**

SAP Profitability and Performance Management

Top use cases



Profitability and cost management

- Get transparency for costs and optimize profitability on most granular level even for millions of products & services or customers
- Use complex calculations and allocations incl. periodic and iterative cycles, multiple cost and activity drivers
- Use consistent cost methodologies also for forecasting and scenario simulations for improving business operations



Income tax calculations and transfer pricing

- Ensure compliance and auditability for corporate income tax (including transfer prices between legal entities) regarding local tax regulations as well as international guidelines e.g. from OECD (Base Erosion and Profit Shift (BEPS), Global Minimum Tax)
- Automate error-prone manual processes including access to data of general ledger and group ledger
- Use PaPM also as tax data warehouse and for tax planning



Sustainability analysis

- Calculate and report ESG figures as well as simulate how to optimize impacts
- Use content examples for multiple reporting frameworks (EU Taxonomy, GRI, WEF, TCFD, etc.)
- Deploy as part of Sustainability Control Tower (SAP best practices) or stand-alone (e.g. for combining sustainability with profitability or forecasting), also in private cloud and on-premise

Cost & Profitability

- Product Costing & Profitability & Segmentation
- Standard Costing & BOM
- Customer Profitability & Segmentation
- Cost-to-Serve
- IT Costing and Chargeback
- Shared Service Charges
- Value Chain Analysis
- Lifecycle Costing
- Capacity Utilization
- Forecasting & Planning
- Simulations
- Driver & Zero Based Budgeting

Tax HIGHLIGHT SAMPLE CONTENT

Sample Content Models available for:

- Corporate Income Tax
 - Sample Content models covering
 - Current Tax & Deferred Tax calculations
- BEPS 2.0
 - Sample Content Model based on OECD guidelines
- Transfer Pricing
 - Sample Content Model based on OECD guidelines

From scratch:

- Specific Tax calculations
 - VAT Recovery
 - Import Duties
 - Freight tax
 - Etc.

Sustainability with SAP PaPM or SAP Control Tower

We currently offer **7 predefined sample content packages** which can serve as blue prints and projects' accelerators in the area of sustainability

Corporate Sustainability Management
Value Chain Sustainability Management
Financing and Investment Sustainability Management
EU Taxonomy Management
Energy Transition Management towards Net-Zero
Production Quality and Sustainability Management
Sustainability Impact Measurement and Valuation

<div><div><div><div><div></div><div></div></div><div><div>GRI</div><div>TCFD</div></div><div><div>EU Taxonomy</div></div><div><div>SFDR</div></div><div><div><div><div></div><div></div></div><div><div></div><div></div></div></div><div><div>WORLD ECONOMIC FORUM</div></div><div><div><div><div></div><div></div></div><div><div></div><div></div></div></div><div><div>GREENHOUSE GAS PROTOCOL</div></div><div><div><div><div></div><div></div></div><div><div></div><div></div></div></div><div><div>SCIENCE BASED TARGETS</div></div><div><div>PCAF</div><div>Partnership for Carbon Accounting Financials</div></div><div><div><div><div></div><div></div></div><div><div></div><div></div></div></div><div><div>SECR & ESOS</div></div></div></div></div></div></div></div></div>									
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* Not covered fully (only selected indicators/parts of the framework are available, but business users have the flexibility to add any missing items which are relevant for them.)C

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Q & A

Thanks for your attention



■ OUR CONTACT DETAILS

We look forward meeting you

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Why information matters with SAP RISE

March 2023 | Jonathan Beardsley | Director, Product Marketing, SAP Solutions

Why is information management important?

20%

of your time is
spent looking
for information

80%

of all data by
2025 will be
unstructured

52%

of your
information is
“dark”

Every organization has information silos

**Operational
Silos**

**Department
Silos**

**Application
Silos**

**Process
Silos**

Where are your information silos?

- File Shares / Local drives
- Teams / SharePoint
- Leading business applications
- Paper in filing cabinets / off-site
- 3rd party Cloud drives
- Memory sticks / USB Keys
- ...



Why is this a problem?

- Misaligned priorities
- Lack of information trust
- Information hoarding
- Reduced operational efficiency
- Reduced employee engagement
- Difficult decision making
- Increased Risk





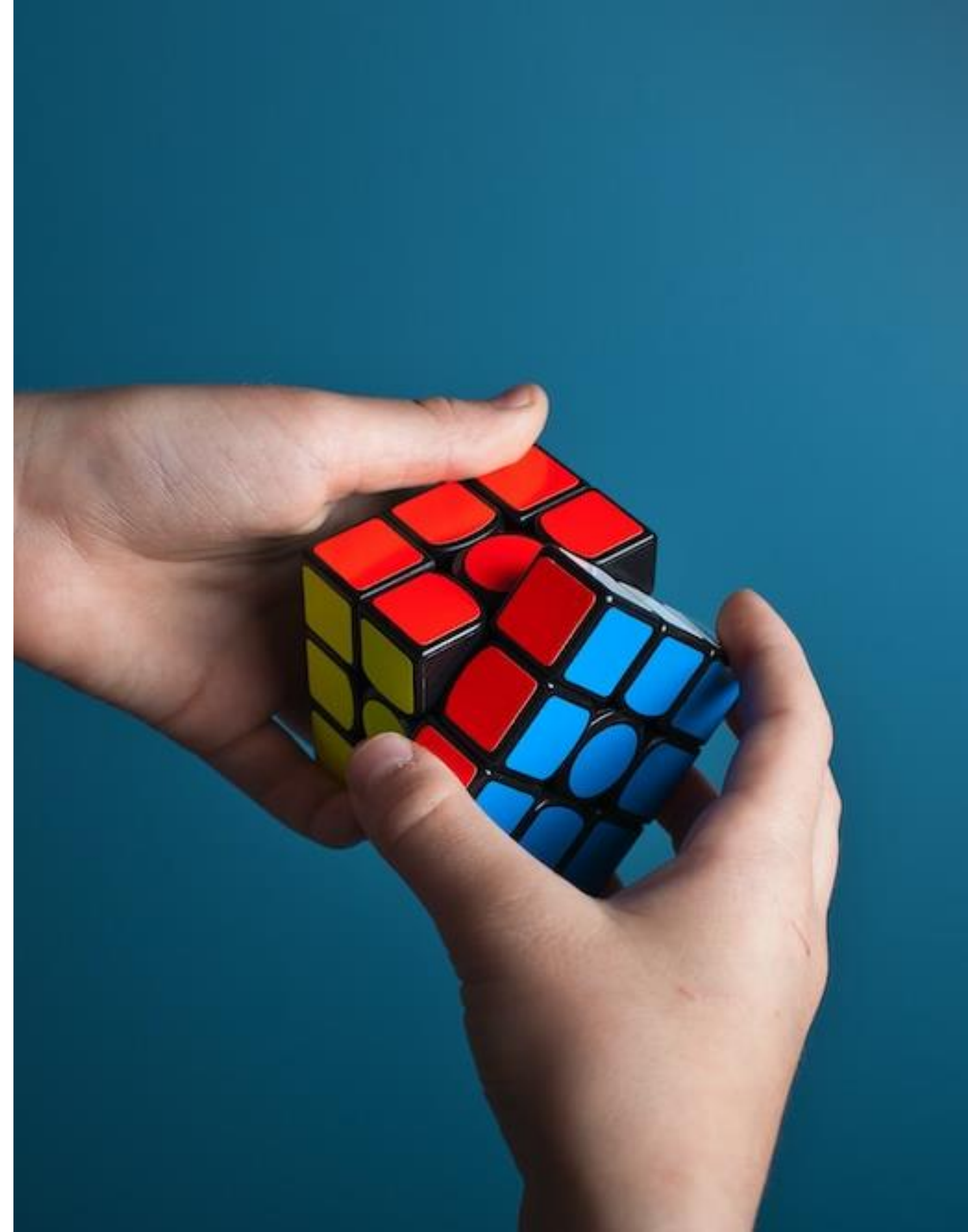
Why is information management important for SAP?

Information enables Intelligence

Data can tell you many things at a given point in time, but it cannot tell you everything.

How much of the knowledge related to SAP processes is contained in information?

How can a process be considered optimal and agile if the information needed is stored in someone's desk, or in Teams, or on their laptop?



Information management is critical to SAP processes

All business processes either ...

Start with information

- Accounts Payable – Incoming Invoice
- Employee Health and Safety – Incident Report

Consume information

- Make to Order – Request for Quote
- Asset Maintenance – Asset information

Generate Information

- Accounts Receivable - Customer Invoice
- Shipping – Delivery Note
- Asset Maintenance – Repair Instructions



Information is changing

Information is no longer paper and printouts

It's traditional digital information – word documents, scanned images, pdf, tiff etc.

Its becoming rich media in the form of video and audio and super high res imagery

This presents challenges – how do I gain the most out of video files that are very very hard to index, find and use effectively?

How do I store it? In S/4HANA in the cloud?



Challenges for the Business and IT – Increase Productivity

- Do more with less – organizations need to be more agile and productive...
- Customer demand / supply chain demand / sustainability initiatives are all pressing challenges for an organization that need to be accelerated



Challenges for the business and IT – Reduce TCO

- Business demands that TCO be reduced
- Legacy systems are costly to maintain
 - How much to even upgrade to the latest version?
- Storage and infrastructure and power costs are spiraling
- Unstructured content is driving higher content handling costs
 - As content evolves, you should not just keep adding more and more storage space into your data centers



Challenges for the business and IT – Be Compliant, Reduce Risk

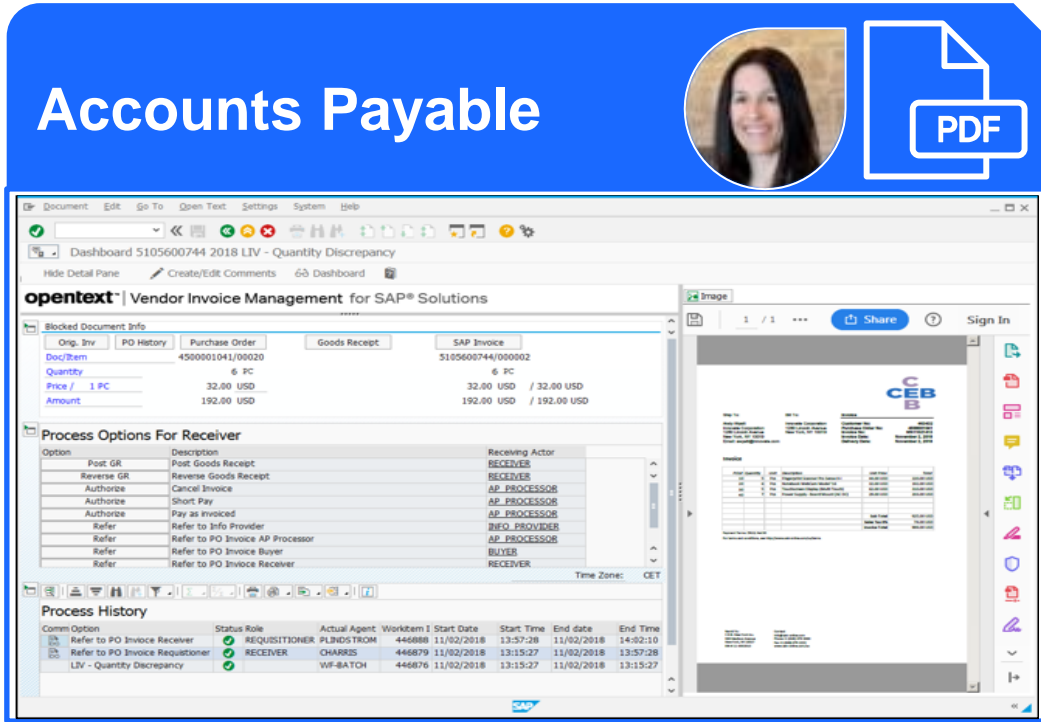
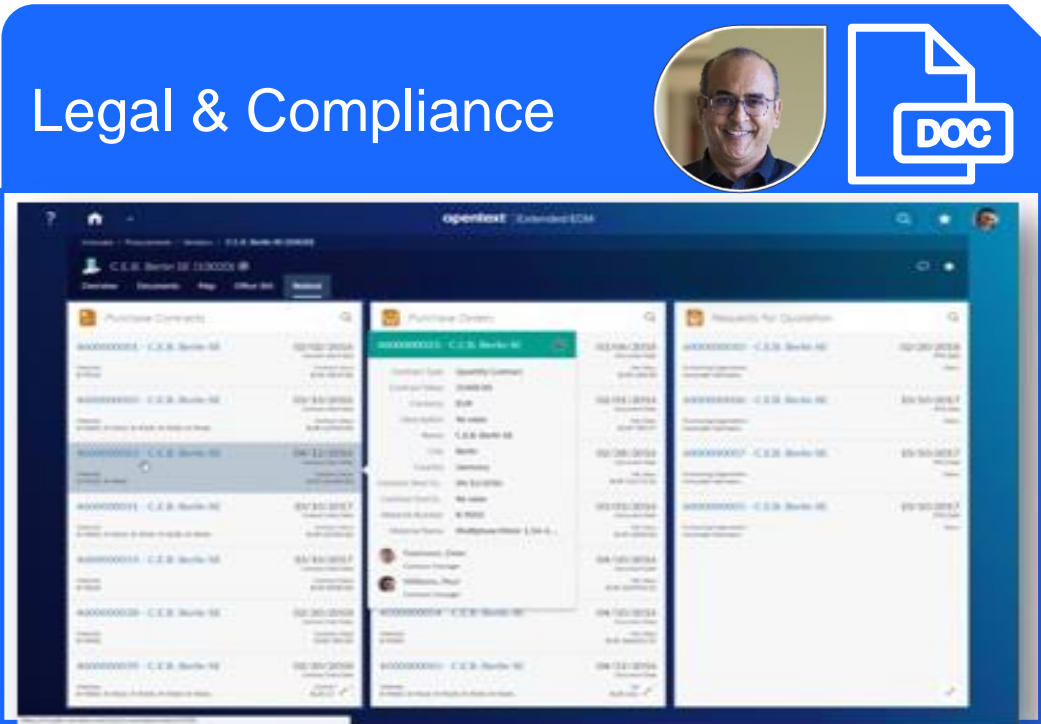
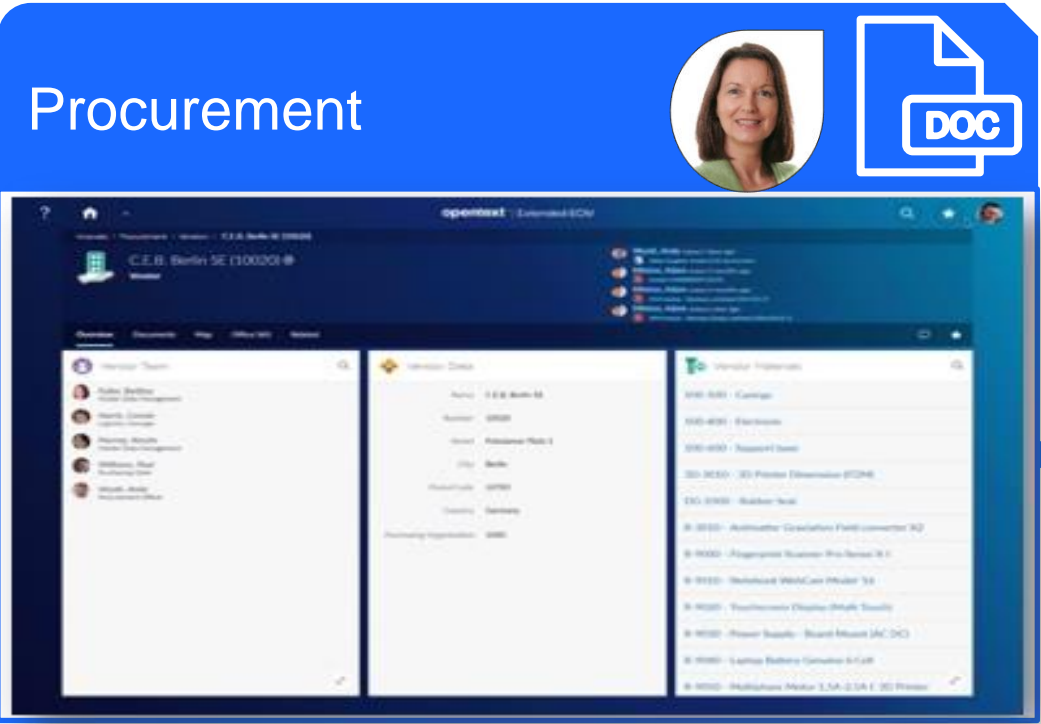
Business continuity and compliance are at risk due to problems handling unstructured content.

A pdf stored in an SAP database could contain personal information – could you find it and redact it if needed?

Are you storing you SAP data in a compliant manner?



The Intelligent Workspace Finance & Procurement



The Intelligent Workspace for Finance & Procurement

1. Standardize and streamline new supplier onboarding.
2. Improve process transparency and share documents and collaborate securely with suppliers.

Procurement: Supplier Management



OpenText Customer Browser

Customer (1 of 43)

50031

Global Trade AG

50031

Country: DE

City: Frankfurt

Sales Org: 1000

Customer

50031 - Global Trade AG

Info Workspace Documents Related

Global Trade AG (50031)

Type	Name	
01 - Account Management		
02 - Meetings		
03 - Correspondence		
04 - Onsite Reports		
05 - Opportunities		
06 - Sales Quotations		
07 - Sales Contracts		
08 - Sales Orders		
09 - Deliveries		
10 - Support Cases		
11 - Invoices		

The Intelligent Workspace for Finance & Procurement

1. Standardize and streamline new supplier onboarding.
2. Improve process transparency and share documents and collaborate securely with suppliers.
3. Procurement, legal and compliance depts collaborate in Teams to review supplier contracts and ensure regulatory compliance.

Legal & Compliance Contracts Review & Exec.



opentext | Extended ECM

Innovate > Procurement > Vendors > C.E.B. Berlin SE (10020)

C.E.B. Berlin SE (10020) ⓘ

Overview Documents Map Office 365 Related

Purchase Contracts

4600000001 - C.E.B. Berlin SE	02/02/2016 Contract Start Date
Materials: R-9010	Contract Value: EUR 2845.00
4600000003 - C.E.B. Berlin SE	03/10/2016 Contract Start Date
Materials: R-9000; R-9010; R-9020; R-9030; R-9040...	Contract Value: EUR 12990.00
4600000023 - C.E.B. Berlin SE	04/12/2016 Contract Start Date
Materials: R-9050; R-9060	Contract Value: EUR 31400.00
4600000031 - C.E.B. Berlin SE	10/10/2017 Contract Start Date
Materials: R-9000; R-9010; R-9020; R-9030; R-9040...	Contract Value: EUR 32550.00
4600000033 - C.E.B. Berlin SE	10/10/2017 Contract Start Date
Materials: R-9040	Contract Value: EUR 8900.00
4600000038 - C.E.B. Berlin SE	02/20/2018 Contract Start Date
Materials: R-9000	Contract Value: EUR 350.00
4600000039 - C.E.B. Berlin SE	02/20/2018 Contract Start Date
Materials: R-9000; R-9010; R-9020; R-9030; R-9040...	Contract Value: EUR 27

Purchase Orders

4600000023 - C.E.B. Berlin SE	03/06/2018 Document Date
Contract Type: Quantity Contract	Net Value: EUR 468.00
Contract Value: 31400.00	02/01/2016 Document Date
Currency: EUR	Net Value: EUR 785.57
Description: No value	02/28/2016 Document Date
Name: C.E.B. Berlin SE	Net Value: EUR 21475.52
City: Berlin	03/03/2016 Document Date
Country: Germany	Net Value: EUR 1000.00
Contract Start D...: 04/12/2016	04/10/2016 Document Date
Contract End D...: No value	Net Value: EUR 265953.52
Material Number: R-9050	04/10/2016 Document Date
Material Name: Multiphase Motor 1.5A-2...	Net Value: EUR 266031.52
Foxhoven, Deke Contract Manager	04/12/2016 Document Date
Williams, Paul Contract Manager	Net Value: EUR 142
4500000054 - C.E.B. Berlin SE	
Materials: R-9000	
4500000063 - C.E.B. Berlin SE	
Materials: R-9000; R-9010; R-9020; R-9030; R-9040...	



Requests for Quotation

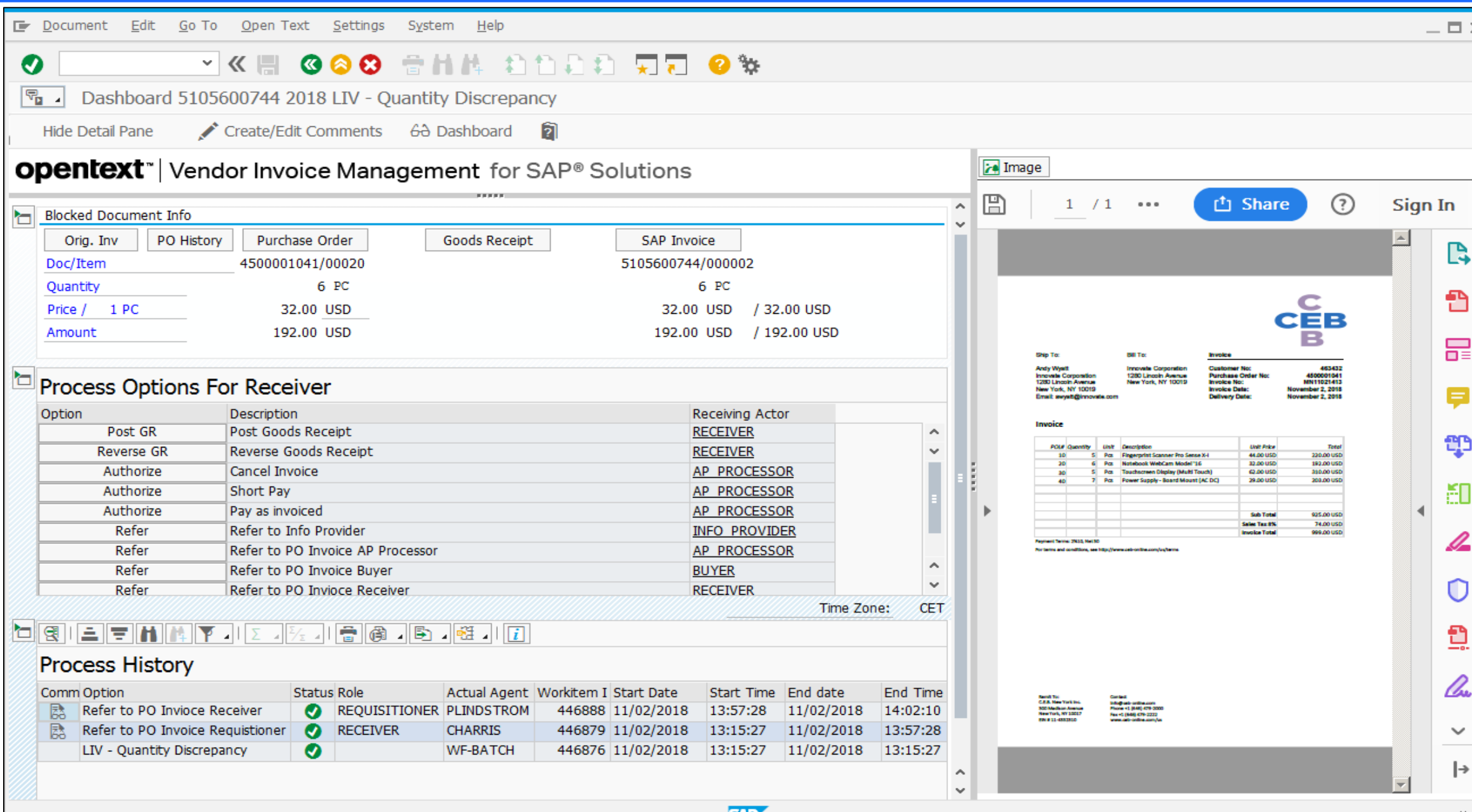
6000000010 - C.E.B. Berlin SE	02/20/2018 RFQ Date
Purchasing Organization: Innovate Germany	Status
6000000006 - C.E.B. Berlin SE	10/10/2017 RFQ Date
Purchasing Organization: Innovate Germany	Status
6000000007 - C.E.B. Berlin SE	10/10/2017 RFQ Date
Purchasing Organization: Innovate Germany	Status
6000000005 - C.E.B. Berlin SE	10/10/2017 RFQ Date
Purchasing Organization: Innovate Germany	Status

The Intelligent Workspace for Finance & Procurement

1. Standardize and streamline new supplier onboarding.
2. Improve process transparency and share documents and collaborate securely with suppliers.
3. Procurement, legal and compliance depts collaborate in Teams to review supplier contracts and ensure regulatory compliance.
4. Automate handling of supplier invoices and reduce costs, eliminate errors and duplicate payments and enable supplier self service.

Accounts Payable Process Invoices



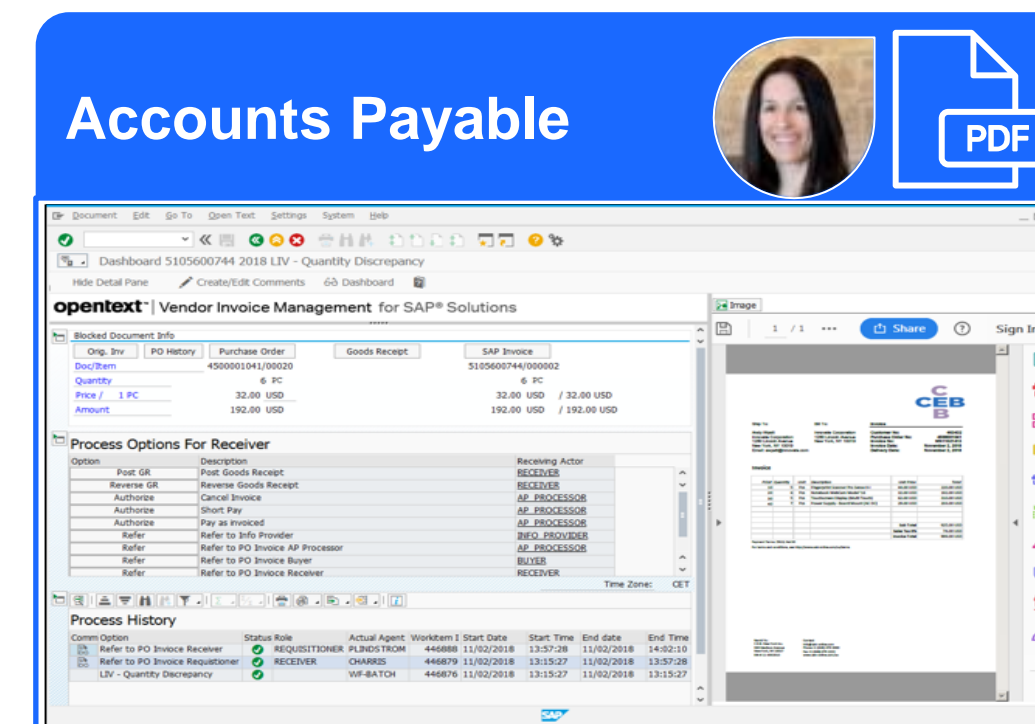
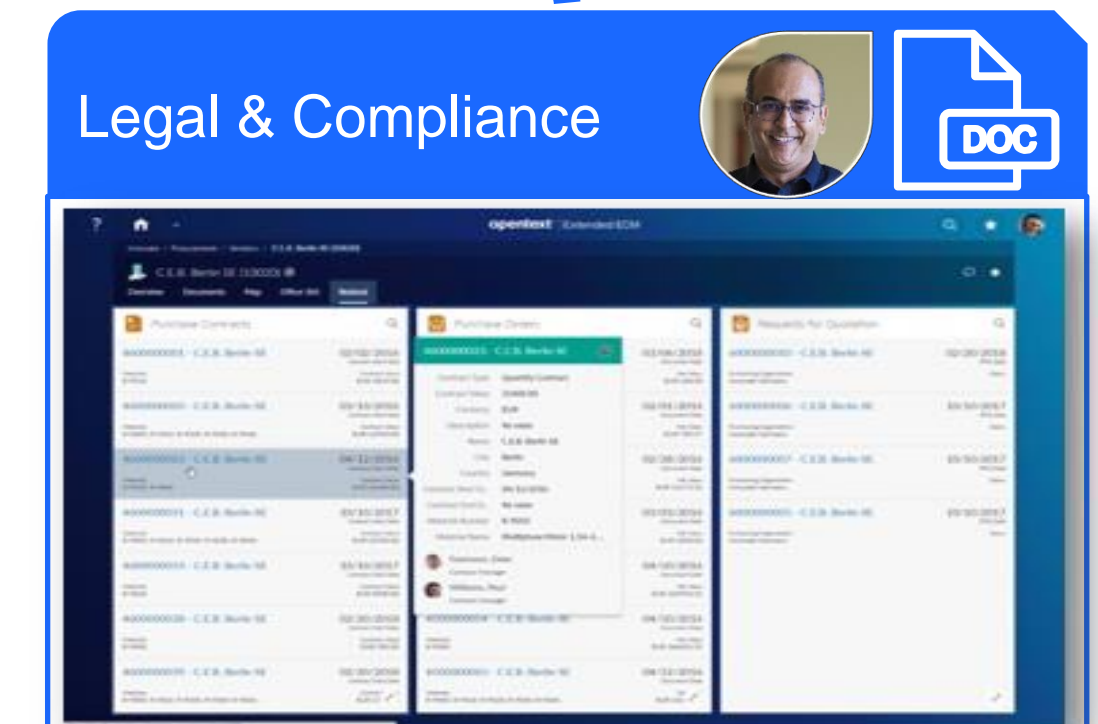
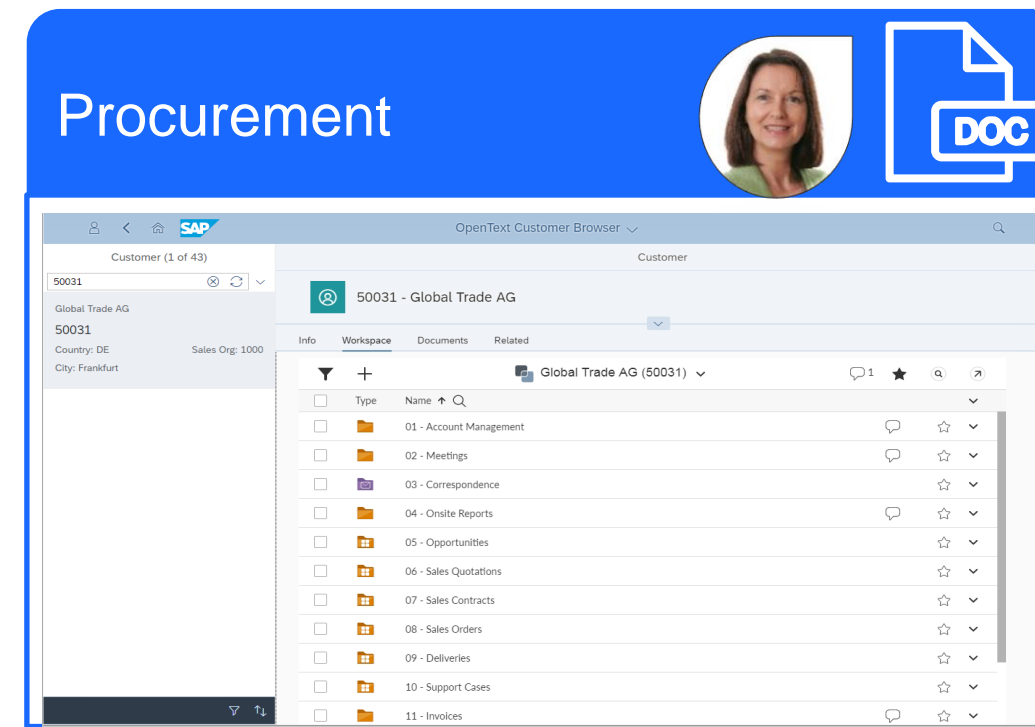


The screenshot displays the SAP OpenText Vendor Invoice Management interface for SAP® Solutions. The main window is titled "Vendor Invoice Management for SAP® Solutions" and shows a "Blocked Document Info" section with details for a blocked document (Doc/Item: 4500001041/00020, Quantity: 6 PC, Price: 32.00 USD, Amount: 192.00 USD). Below this, the "Process Options for Receiver" section lists various actions like "Post GR", "Reverse GR", "Authorize", "Refer", etc., with corresponding descriptions and receiving actors. The "Process History" table shows the sequence of actions performed, including "Refer to PO Invoice Receiver", "Refer to PO Invoice Requestioner", and "LIV - Quantity Discrepancy", with status indicators (green checkmarks) and timestamps. On the right, a preview of the vendor invoice is shown, detailing the invoice number (4500001041), date (November 2, 2018), and line items with quantities and prices. The SAP logo is visible at the bottom center.

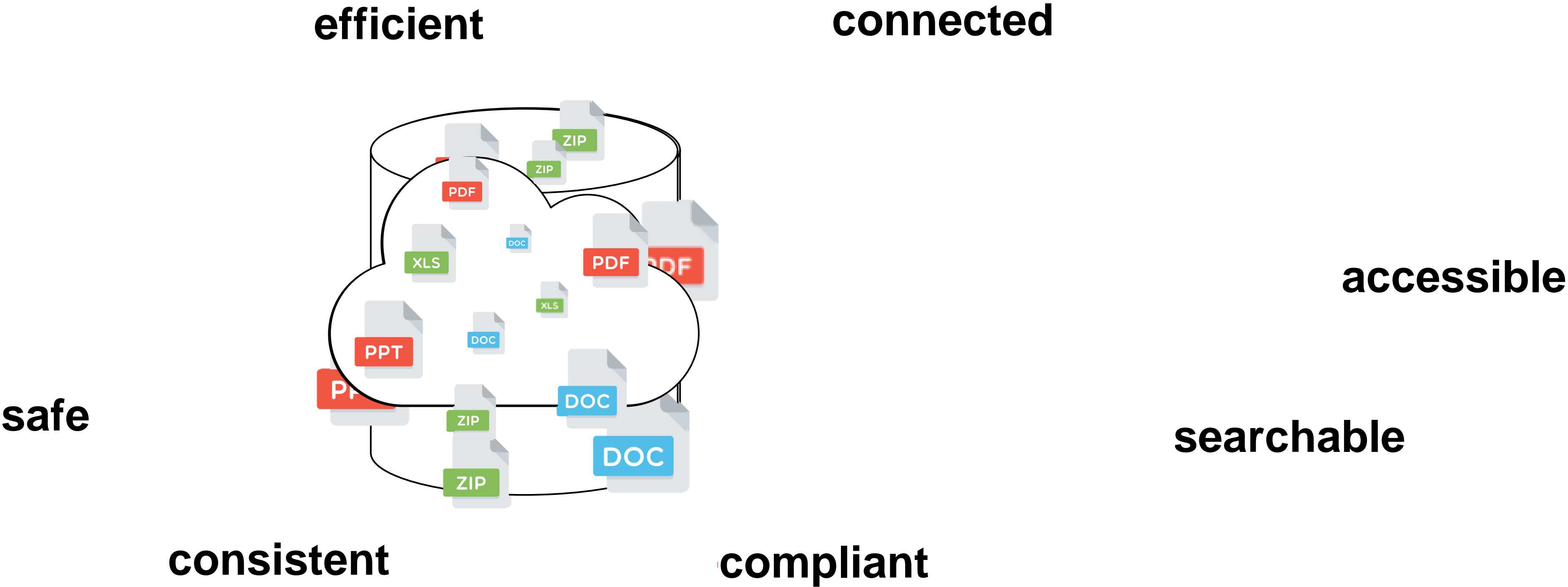
Comm Option	Status Role	Actual Agent	Workitem I	Start Date	Start Time	End date	End Time
Refer to PO Invoice Receiver	REQUISITIONER	PLINDSTROM	446888	11/02/2018	13:57:28	11/02/2018	14:02:10
Refer to PO Invoice Requestioner	RECEIVER	CHARRIS	446879	11/02/2018	13:15:27	11/02/2018	13:57:28
LIV - Quantity Discrepancy		WF-BATCH	446876	11/02/2018	13:15:27	11/02/2018	13:15:27

The Intelligent Workspace for Finance & Procurement

1. Standardize and streamline new supplier onboarding.
2. Improve process transparency and share documents and collaborate securely with suppliers.
3. Procurement, legal and compliance depts collaborate in Teams to review supplier contracts and ensure regulatory compliance.
4. Automate handling of supplier invoices and reduce costs, eliminate errors and duplicate payments and enable supplier self service.
5. Intelligent Workspace for Finance and Procurement enables processes to be streamlined from bid package creation to onboarding and supplier invoice payment, reducing costs and errors, ensuring compliance and improving cashflows and visibility of liabilities.

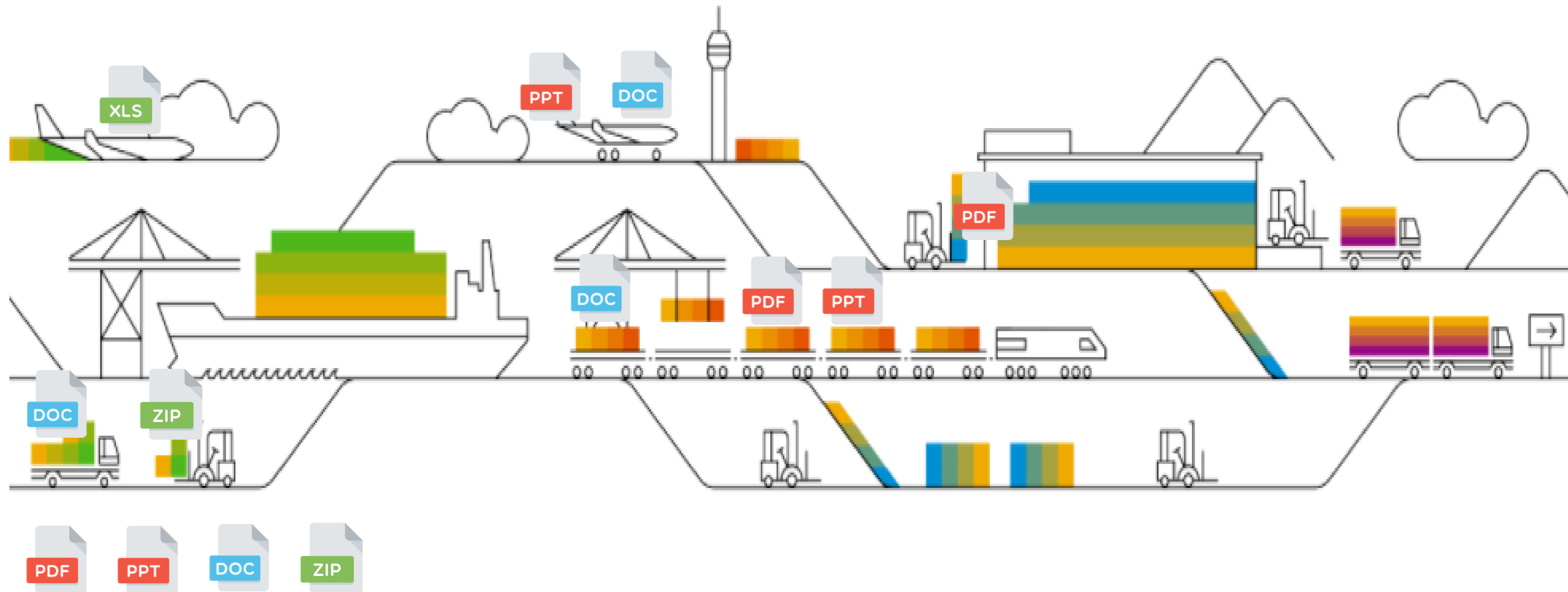


Information is Key, Knowledge is King



Information flowing through the Enterprise

Content has a source and a destination. Often it is blocked by the boundaries of a department. Users might be unconscious of the value across the entire company. And even beyond.





R1SE

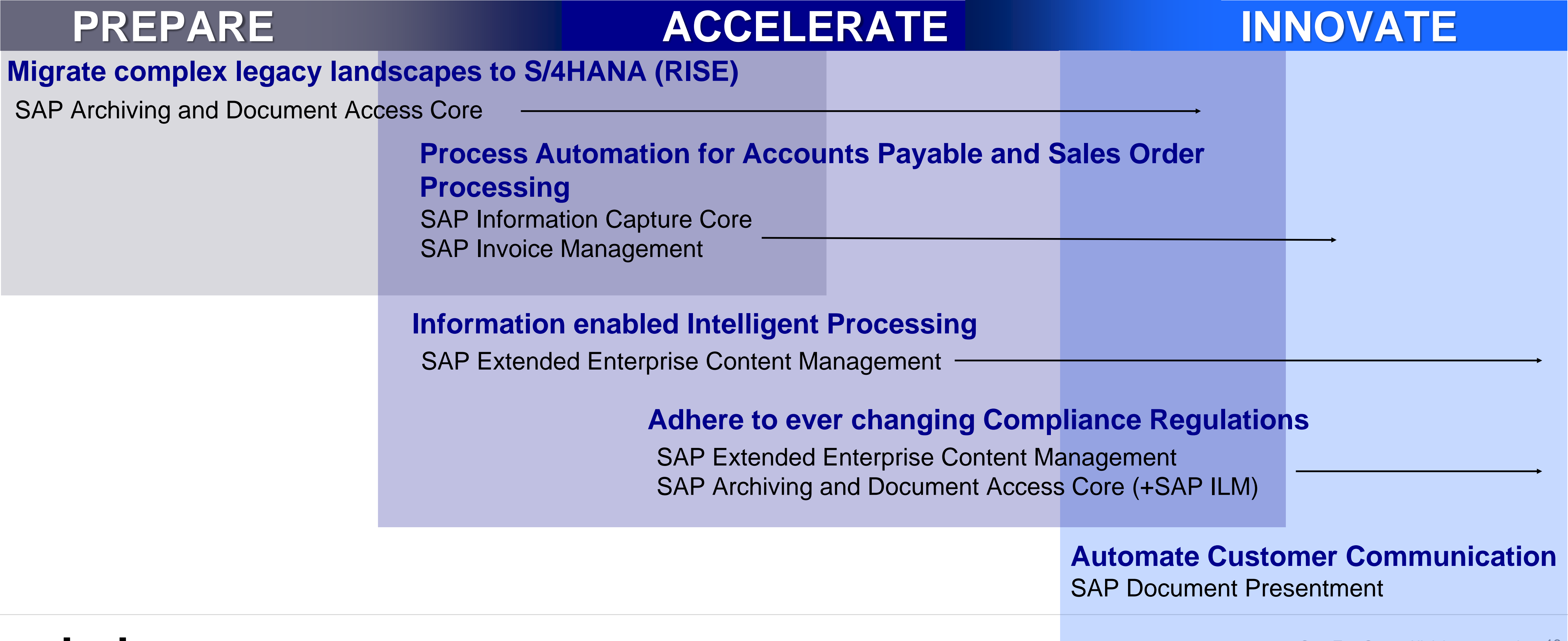
WITH

SAP

How we support RISE with SAP

RISE with SAP: SAP solution extensions by OpenText

SAP Enterprise Content Management solutions by OpenText help companies on their journey to S/4HANA and the Cloud ... and towards the Intelligent Enterprise



Prepare

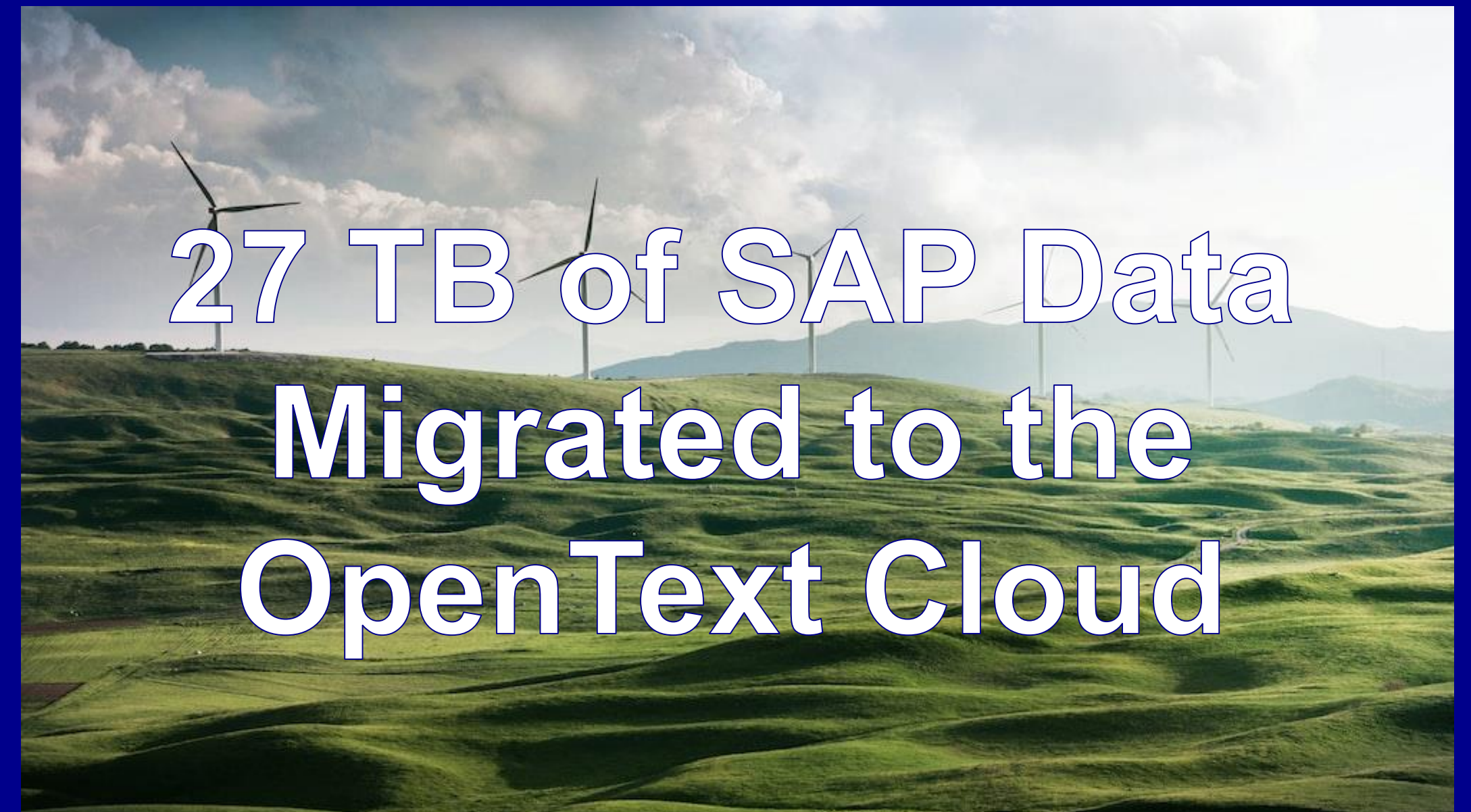
Set the foundation for success

What information do you need to take across to RISE?

What information is of value, and what can be placed into long-term storage?

How do I control the costs associated with my RISE instance?

Reduce the data footprint in your existing landscape to make the S/4HANA migration simpler and cleaner, evaluate retention policies and unstructured content management.



Accelerate

Automate

Are my processes delayed because the information is not available to the stakeholders?

Am I putting processes at risk or incurring unnecessary costs by relying on manual data entry?

Innovate, simplify & automate business processes using cloud native AI, ML and RPA



Accelerate

Information Management Strategy

Do all stakeholders have access to relevant information, regardless of the leading application they are using?

Can I make an intelligent decision with doubts about the information at hand?

Are we storing SAP information in a compliant manner or putting ourselves at risk?

Establish information management governance and control policies and identify information centric processes



Continuous Innovation

Continuous process improvement

During the implementation, is your business going to stand still?

Who else needs access to the information?

Have the processes already changed dramatically?

Is there more I can do with the information I have?

Conduct in-depth process analysis for actionable improvement, simulate process changes, understand your customer journey



The clock is ticking

If you start RISE without an information management strategy, the problem will be doubled by the time you finish your RISE journey

The most super-optimized process will always have risk, and potential delays if you do not factor in information management at the start of the process re-imagining

Information management is a key to becoming an intelligent and sustainable enterprise.



What to find out more?

Come and find us

jbeardsl@opentext.com

<https://www.linkedin.com/in/jonbeardsleyopentext/>



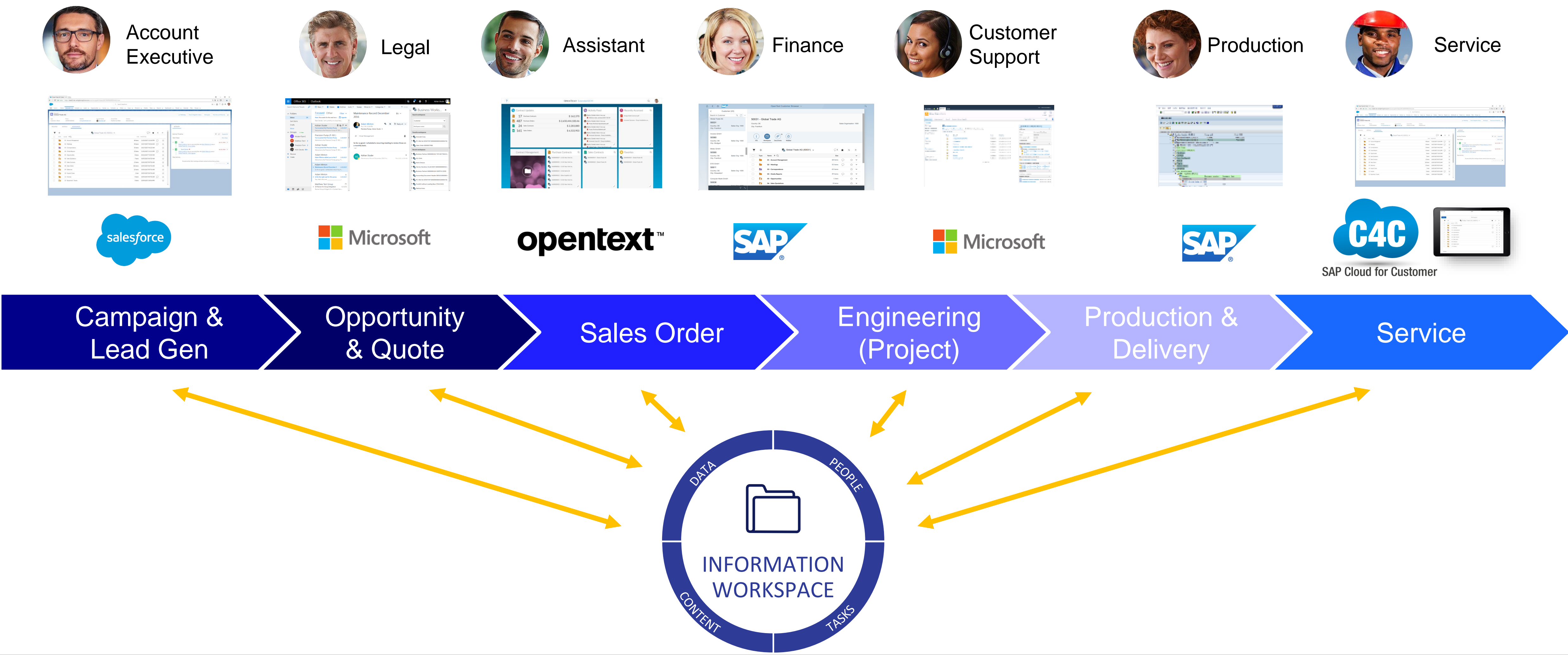
The background features several glowing blue light trails that curve and swirl across the black field, creating a sense of motion and energy. The trails vary in brightness and thickness, with some appearing as sharp lines and others as softer, more diffuse glows.

opentext™



Real-world example

Supporting Processes E2E, across Applications



Opportunity to Quote



A small icon of a document with a red "PDF" label.

A circular profile picture of a man with glasses and a beard.



Opportunity to Quote

Opportunity
& Quote











Opportunity to Quote

Opportunity
& Quote



Alexandra Pascal Yesterday 14:03

which report was this?

the pipeline one?

Yesterday 14:03

the spreadsheet - Ecosystem 4rQ Pipeline

Alexandra Pascal Yesterday 14:04

Let me check

Yesterday 14:04

e.g.

in this screenshot

is listed as Q2 but in SF.com the close date is march 31 2023

Alexandra Pascal Yesterday 14:09

its weird, I am trying to understand why

Yesterday 14:10

at least its me :-



Opportunity
& Quote

Customer (43)

Search in Customer

Global Trade AG

50031

Country: DE Sales Org: 1000

City: Frankfurt

Inovera GmbH

50580

Country: DE Sales Org: 1000

City: Stuttgart

Motec GmbH

50590

Country: DE Sales Org: 1000

City: Frankfurt

EVS GmbH

50611

Country: DE Sales Org: 1000

City: Düsseldorf

Computer Markt GmbH

50636

Country: DE Sales Org: 1000

OpenText Customer Browser

50031 - Global Trade AG

Country: DE Sales Organisation: 1000

City: Frankfurt

Info Workspace Documents 16 Related

Global Trade AG (50031)

Type	Name	Size
01 - Management		28 items
02 - Meetings		55 items
03 - Correspondence		65 items
04 - Reports		39 items
05 - Opportunities		1 item
06 - Sales Conditions		8 items



Alexandra Pascal Yesterday 14:03

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Yesterday 14:03

the spreadsheet - Ecosystem 4rQ Pipeline

Alexandra Pascal Yesterday

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Opportunity
& Quote

SAP

OpenText Customer Browser

Customer (43)

Search in Customer

Global Trade AG

50031

Country: DE

City: Frankfurt

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Inovera GmbH

50580

Country: DE

City: Stuttgart

Sales Org: 1000

Motec GmbH

50590

Country: DE

City: Frankfurt

Sales Org: 1000

EVS GmbH

50611

Country: DE

City: Düsseldorf

Sales Org: 1000

Computer Markt GmbH

50636

Country: DE

Sales Org: 1000

50031 - Global Trade AG

Country: DE

City: Frankfurt

Sales Organisation: 1000

Info

Workspace

Documents16

Related

Global Trade AG (50031)

Type	Name	Size		
	01 - Management	28 items		
	02 - Meetings	55 items		
	03 - Correspondence	65 items		
	04 - Reports	39 items		
	05 - Opportunities	1 item		
	06 - Sales Conditions	8 items		

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18
5



Opportunity
& Quote

SAP

OpenText Customer Browser

<

Customer (43)

Search in Customer

Global Trade AG

50031

Country: DE

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Inovera GmbH

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City: Frankfurt

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EVS GmbH

50611

Country: DE

City: Düsseldorf

Sales Org: 1000

Computer Markt GmbH

50636

Country: DE

City: Frankfurt

Sales Org: 1000

50031 - Global Trade AG

Country: DE

City: Frankfurt

Sales Organisation: 1000

Info

Workspace

Documents16

Related

Global Trade AG (50031)

1

Type	Name	Size		
01 - Account		28 items		
02 - M		55 items		
03 - Correspondence		65 items		
04 - Onsite Reports		39 items		
05 - Opportunities		1 item		
06 - Sales Quota		8 items		

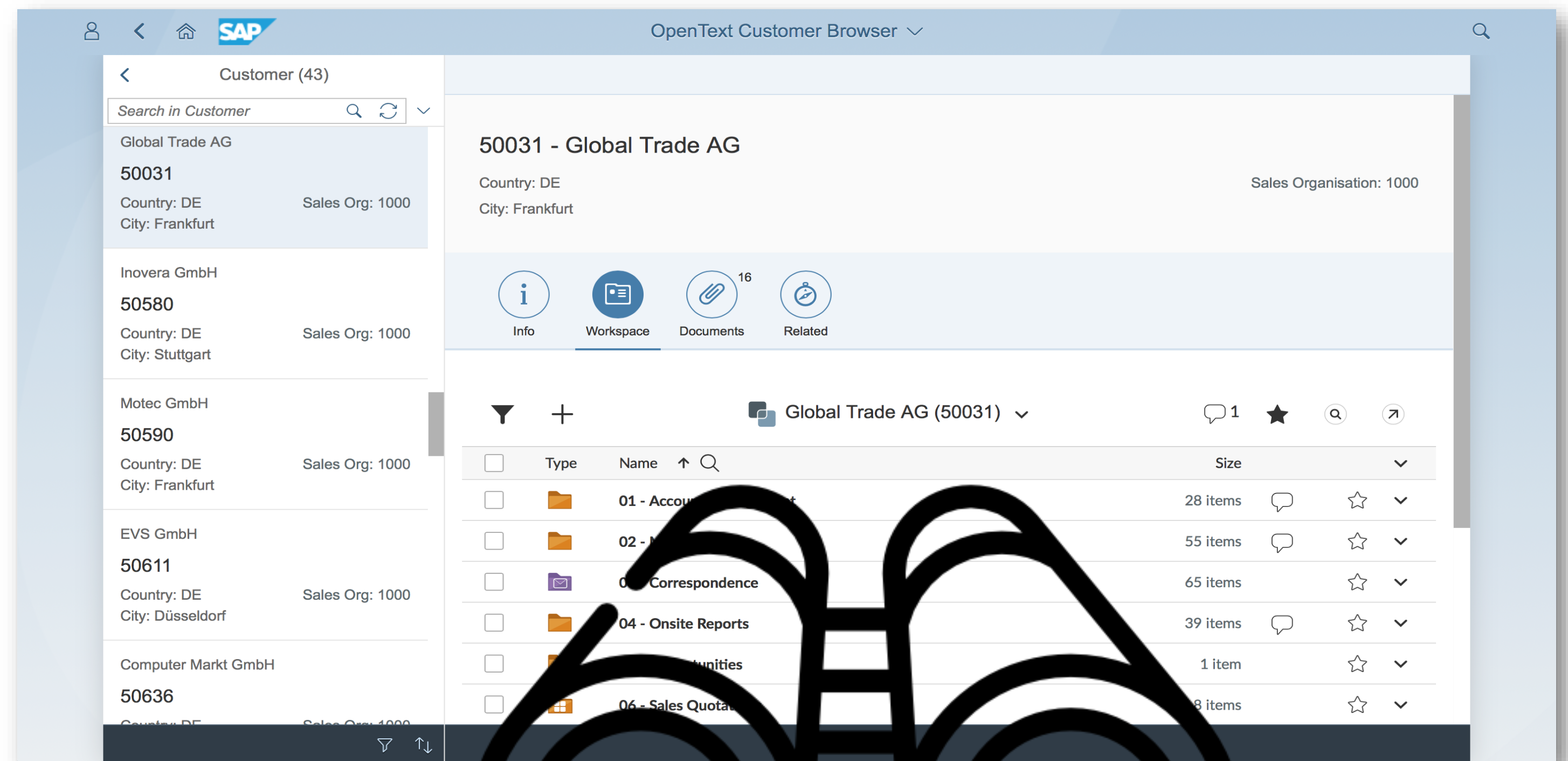
What's the outcome?

By not having visibility into the Teams space where the new terms and conditions were applied for the customer we have inadvertently

- Sent the wrong payment terms to the customer
- Leading to a potential issues with customer / supplier reputation
- Leading to lack of trust from the customer
- Leading to delays in getting the correct invoice released
- Leading to potential compliance risk



Opportunity
& Quote



What's the outcome?

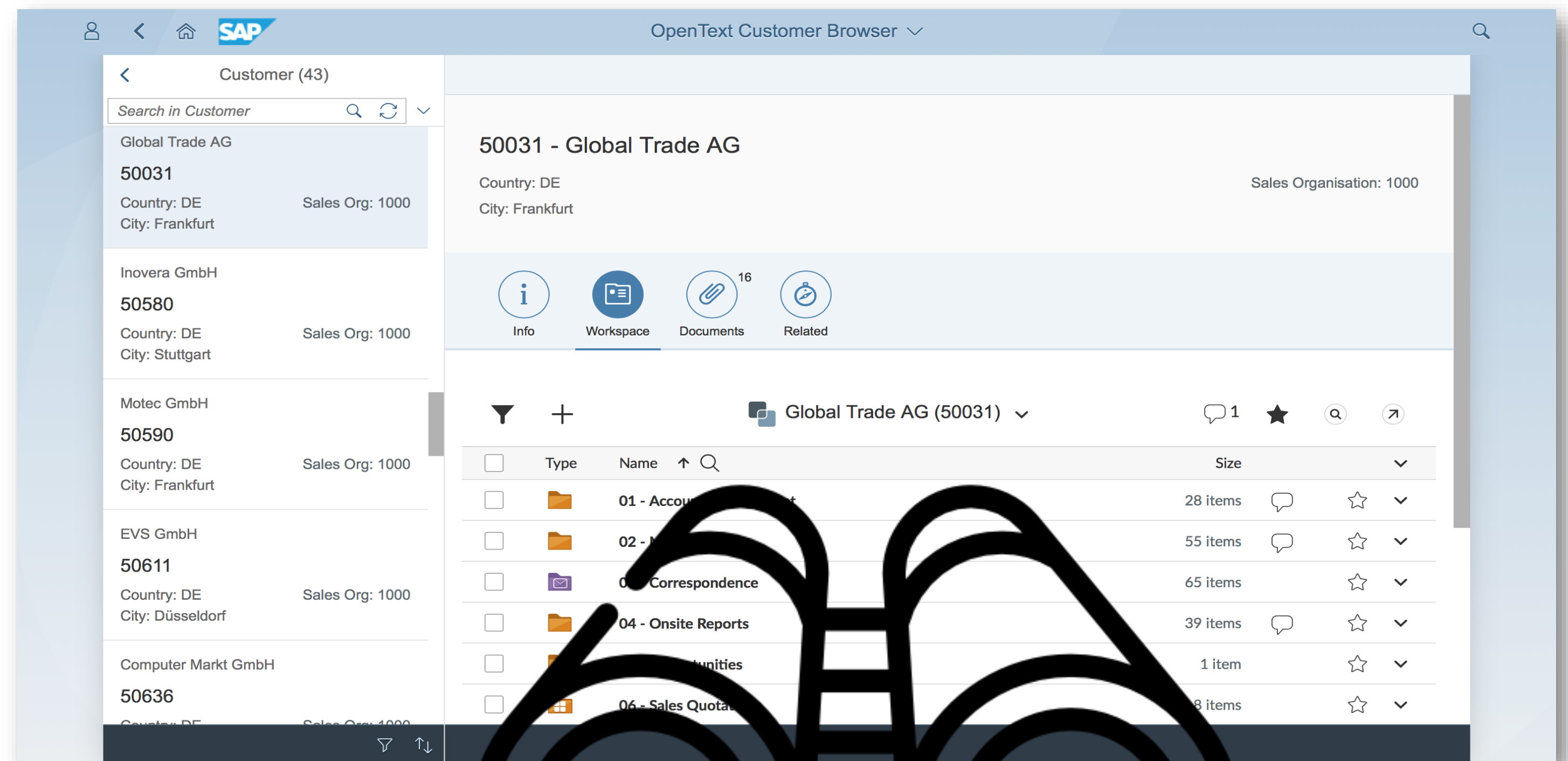
And if the team space is deleted ...

All of the below but a clear compliance risk – once the team is deleted, its deleted for ever.

- Sent the wrong payment terms to the customer
- Leading to a potential issues with customer / supplier reputation
- Leading to lack of trust from the customer
- Leading to delays in getting the correct invoice released
- Leading to potential compliance risk



Opportunity
& Quote



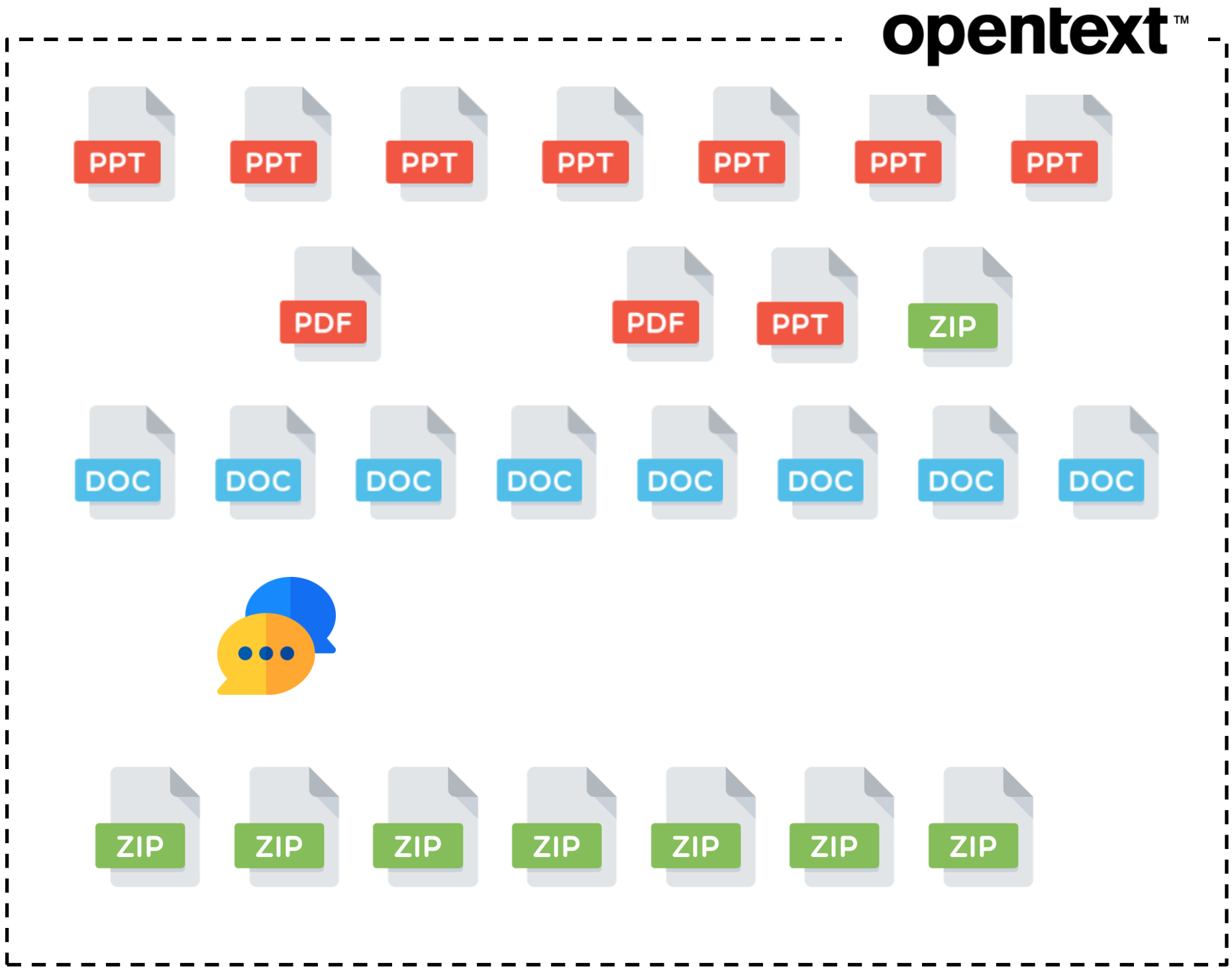
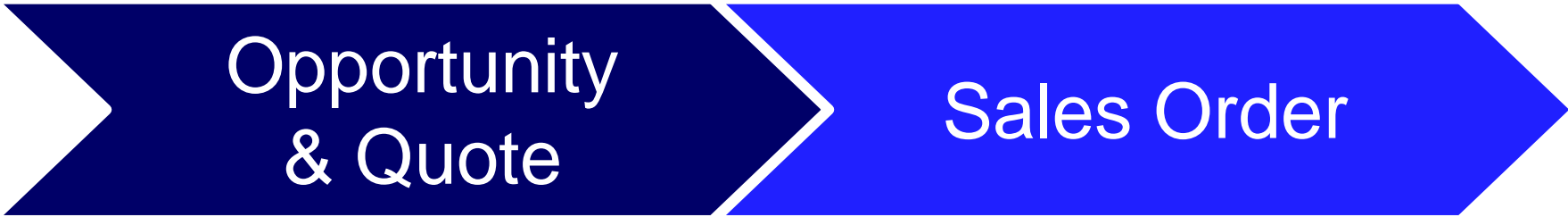
Opportunity to Quote



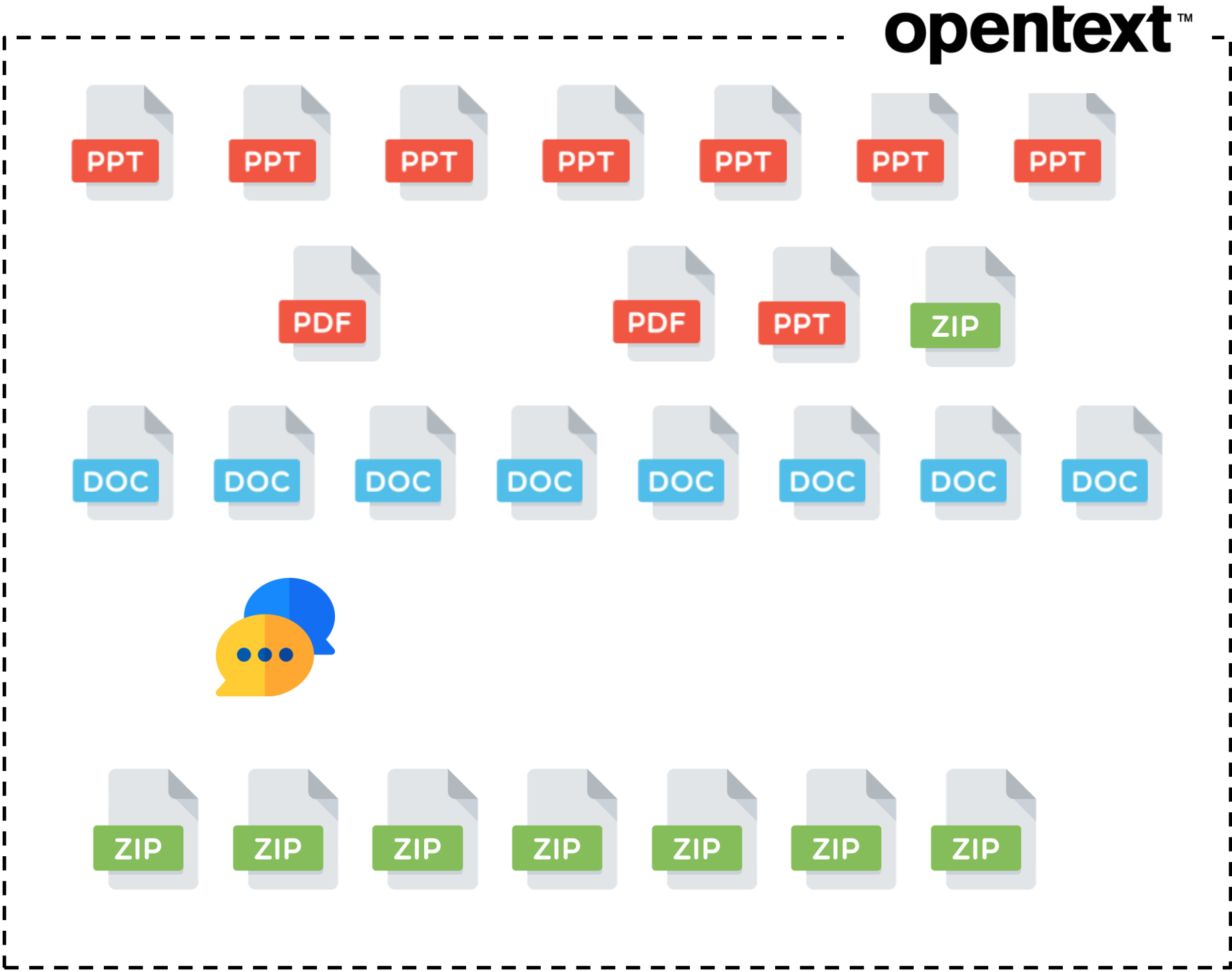
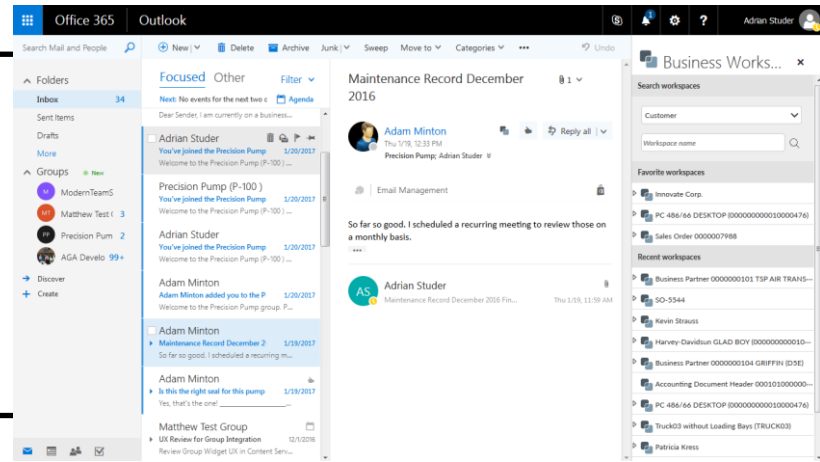
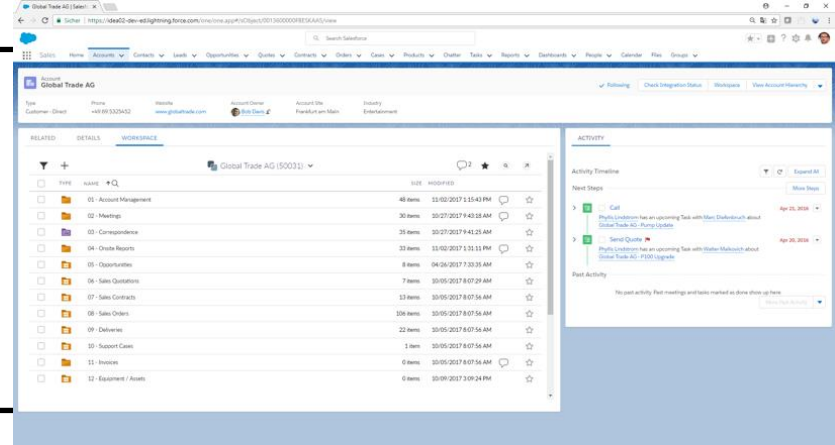
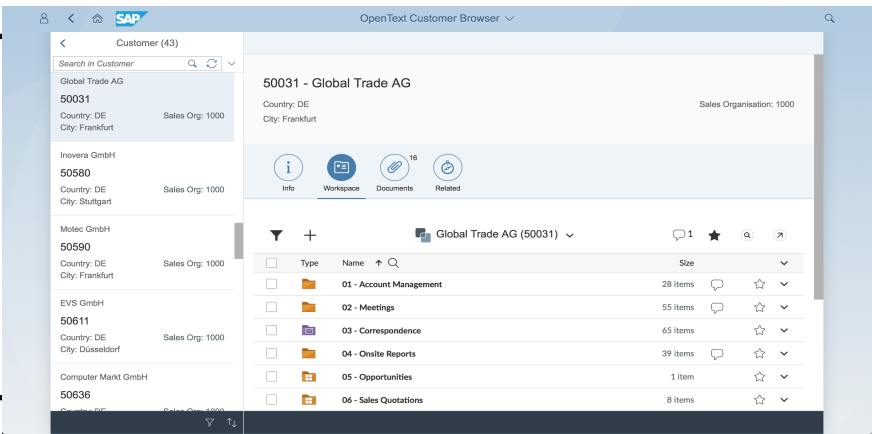
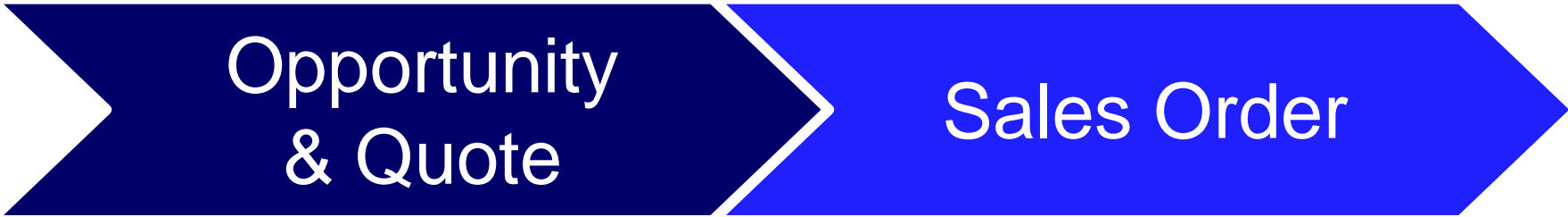
Opportunity
& Quote



Opportunity to Quote



Opportunity to Quote



Now what's the outcome

Alexandra Pascal

Yesterday 14:03

which report was this?

the pipeline one?

Yesterday 14:03

the spreadsheet - Ecosystem 4rQ Pipeline

Alexandra Pascal

Yesterday 14:04

Let me check

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e.g.

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Alexandra Pascal

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Yesterday 14:09

at least its not :-)

Customer (43)

Search in Customer

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50031

Country: DE

City: Frankfurt

Sales Org: 1000

Inovera GmbH

50580

Country: DE

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OpenText Customer Browser

50031 - Global Trade AG

Country: DE

City: Frankfurt

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Info

Workspace

Documents

Related

Global Trade AG (50031)

Type	Name	Size
Folder	01 - Account Management	28 items
Folder	02 - Meetings	55 items
Folder	03 - Correspondence	65 items
Folder	04 - Onsite Reports	39 items
Folder	05 - Opportunities	1 item
Folder	06 - Sales Quotations	8 items

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19
2

Now what's the outcome

By embedding information into this process and customer in a single location

- The customer receives the correct payment terms as this is now visible to the SAP user
- Contract's that have been signed are honored
- The invoice and cash flow are forecast effectively
- Information is being handled in a compliant fashion.

Alexandra Pascal Yesterday 14:03
which report was this?

The screenshot displays the SAP OpenText Customer Browser interface. On the left, a list of customers is shown, including Global Trade AG (50031), Inovera GmbH (50580), Motec GmbH (50590), EVS GmbH (50611), and Computer Markt GmbH (50636). The main panel shows details for Global Trade AG (50031), including its country (DE), city (Frankfurt), and sales organization (1000). Below the details, there is a workspace with tabs for Info, Workspace, Documents, and Related. The Workspace tab is active, showing a list of documents categorized by type and name, such as '01 - Account Management', '02 - Meetings', '03 - Contracts', '04 - Reports', '05 - Opportunities', and '06 - Sales Quotations'. A large, stylized black outline of a motorcycle is overlaid on the bottom right of the screenshot.

OpenText Customer Browser

Customer (43)

Search in Customer

Global Trade AG
50031
Country: DE
City: Frankfurt
Sales Org: 1000

Inovera GmbH
50580
Country: DE
City: Stuttgart
Sales Org: 1000

Motec GmbH
50590
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City: Frankfurt
Sales Org: 1000

EVS GmbH
50611
Country: DE
City: Düsseldorf
Sales Org: 1000

Computer Markt GmbH
50636
Country: DE
City: Frankfurt
Sales Org: 1000

50031 - Global Trade AG
Country: DE
City: Frankfurt
Sales Organisation: 1000

Info Workspace Documents Related

Global Trade AG (50031)

Type	Name	Size
Folder	01 - Account Management	28 items
Folder	02 - Meetings	55 items
Folder	03 - Contracts	65 items
Folder	04 - Reports	39 items
Folder	05 - Opportunities	1 item
Folder	06 - Sales Quotations	8 items

Yesterday 14:10
at least it me :-

Agenda

09.00 – 09.15	Welcome & Keynote
09.15 – 09.30	SAP Datasphere
09.30 – 10.00	ATP – Customer Success Story
10.00 – 10.30	Maersk – Customer Success Story
10.30 – 10.45	RISE with SAP BTP
10.45 – 11.00	Break
11.00 – 11.15	Achieving Sustainability Ambitions through SAP BTP
11.15 – 11.30	.msg global – Getting control of financial planning, analysis, tax and sustainability
11.30 – 12.15	OpenText – The problem with Information Management with SAP
12.15 – 12.45	Tarento Presentation
12.45 – 13.30	Networking Lunch

Lunch & Networking

Scan for agenda:



March 21, Stockholm

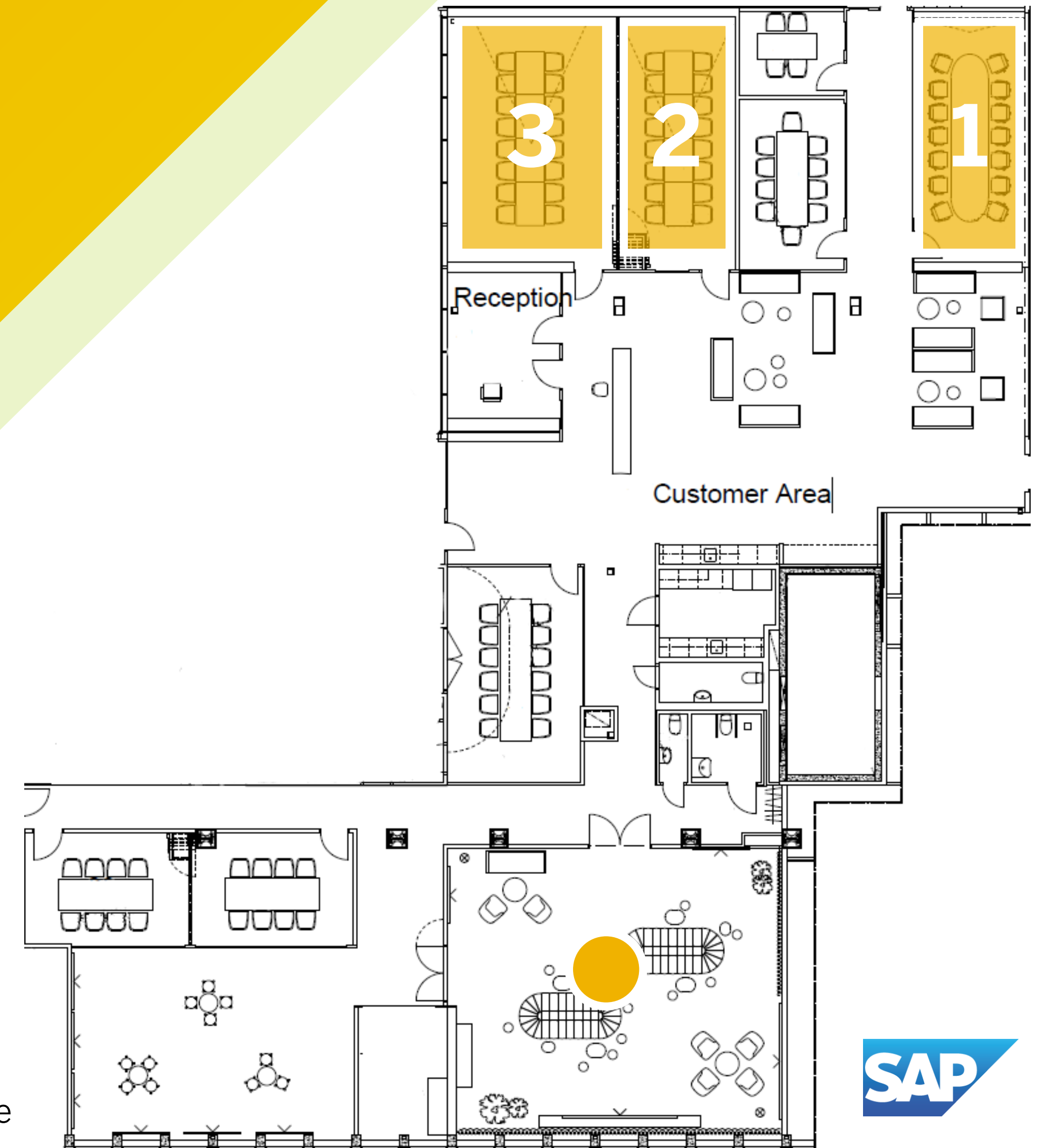



Track Sessions

Track 1: Meeting Room Propeller

Track 2: Meeting Room Wrench

Track 3: Meeting Room Walker



 You are here

Agenda

13.30 – 15.00

Track sessions

Track 1: RISE with SAP BTP

Track 2: Data & Analytics

Track 3: SAP Integration Suite

15.00 – 15.15

Break

15.15 – 15.45

Empower Business Users with SAP Build

15.45 – 16.30

Customer Panel – Key Takeaways

16.30

Wrap-up

SAP Discovery Day for **Business Technology Platform**

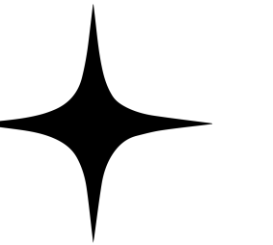
March 21, Stockholm

Empowered People Perform **SAP BUILD**

Abhijeet – BTP CoE (EMEA North)



Why should it interest you?



1,170
Current FTE

25.4%
Percent Female

74.6%
Percent Male

6.2%
Termination Rate

Termination Rate

Sales

Finance

HR

Corp Dev

Engineering

Manufacturing

is the top contributor, 192% above the
... significantly

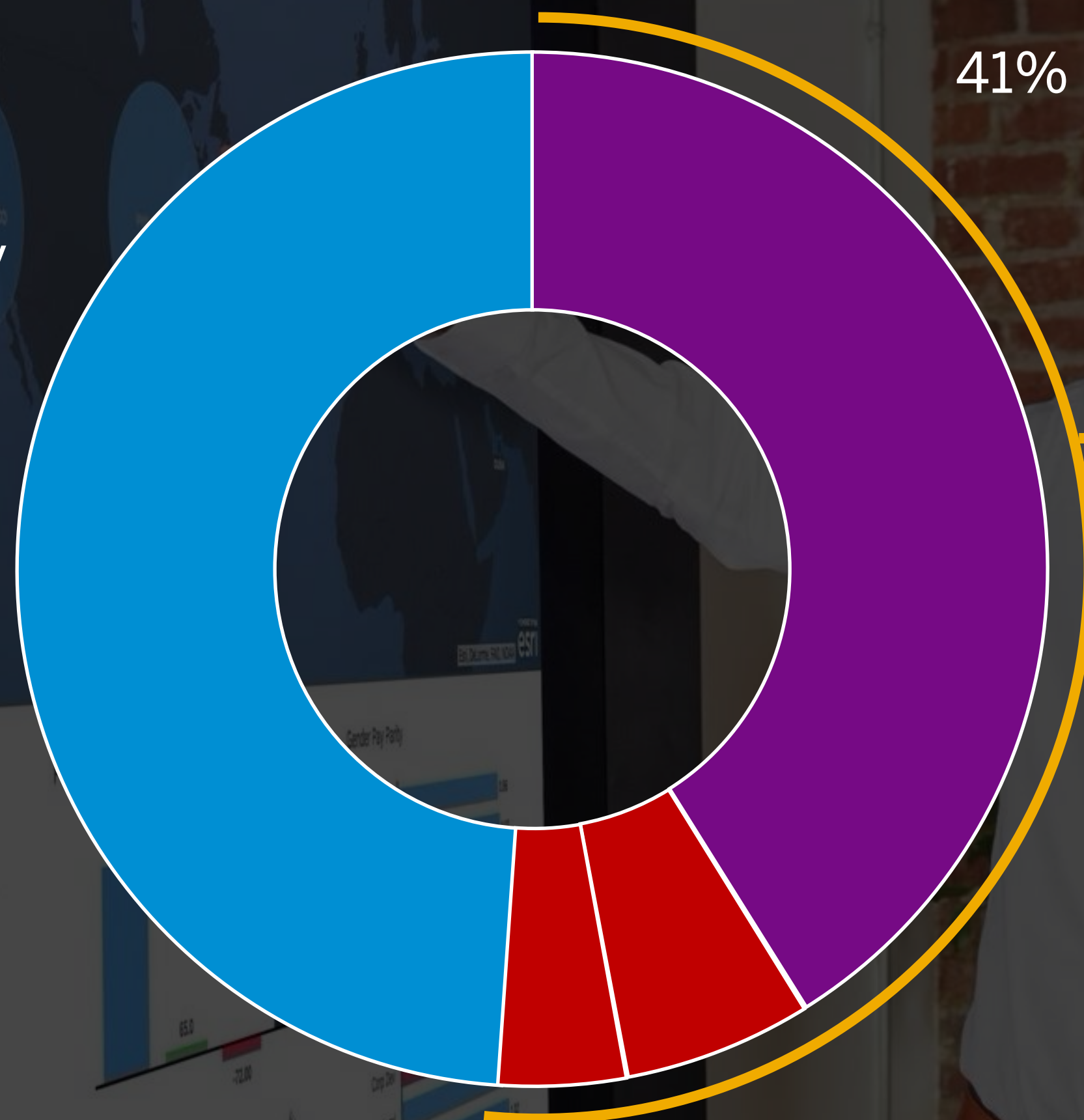


According to Gartner

80% of technology products will be built by non-technical people by 2024

[Gartner Press Release](#), Gartner Says the Majority of Technology Products and Services Will Be Built by Professionals Outside of IT by 2024, June 14, 2021
GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved.

A new generation of technology innovators!



41% Business Technologists

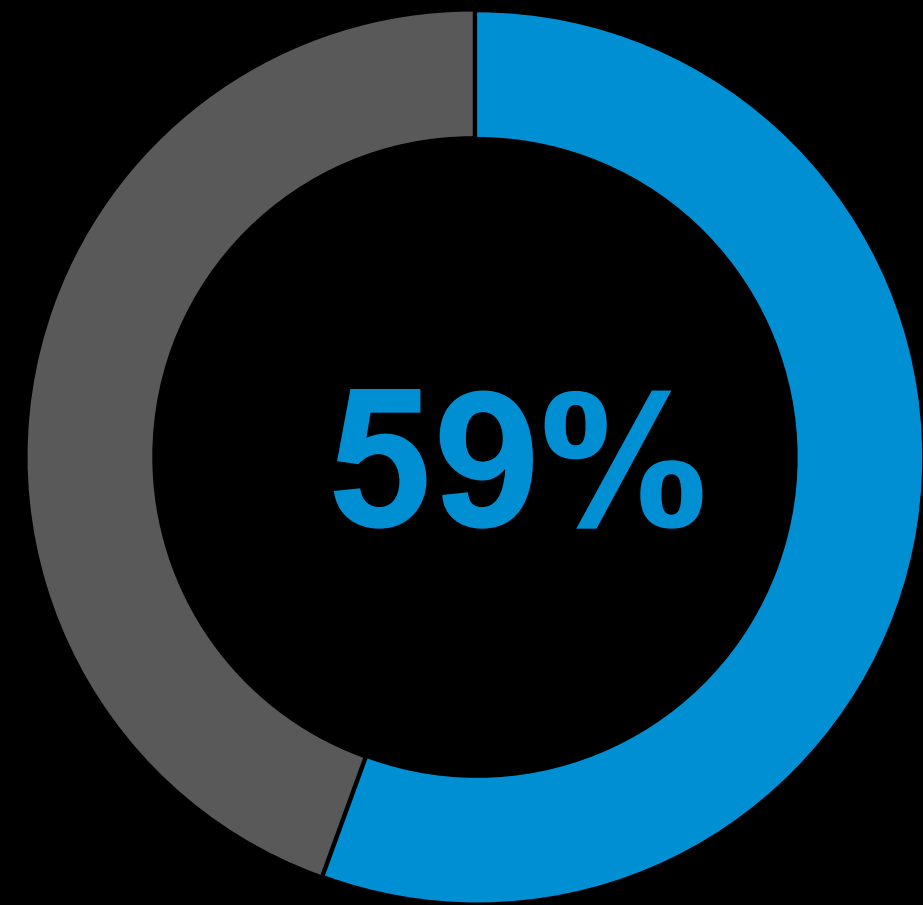
According to **Gartner**

51% of of all employees now perform technology work

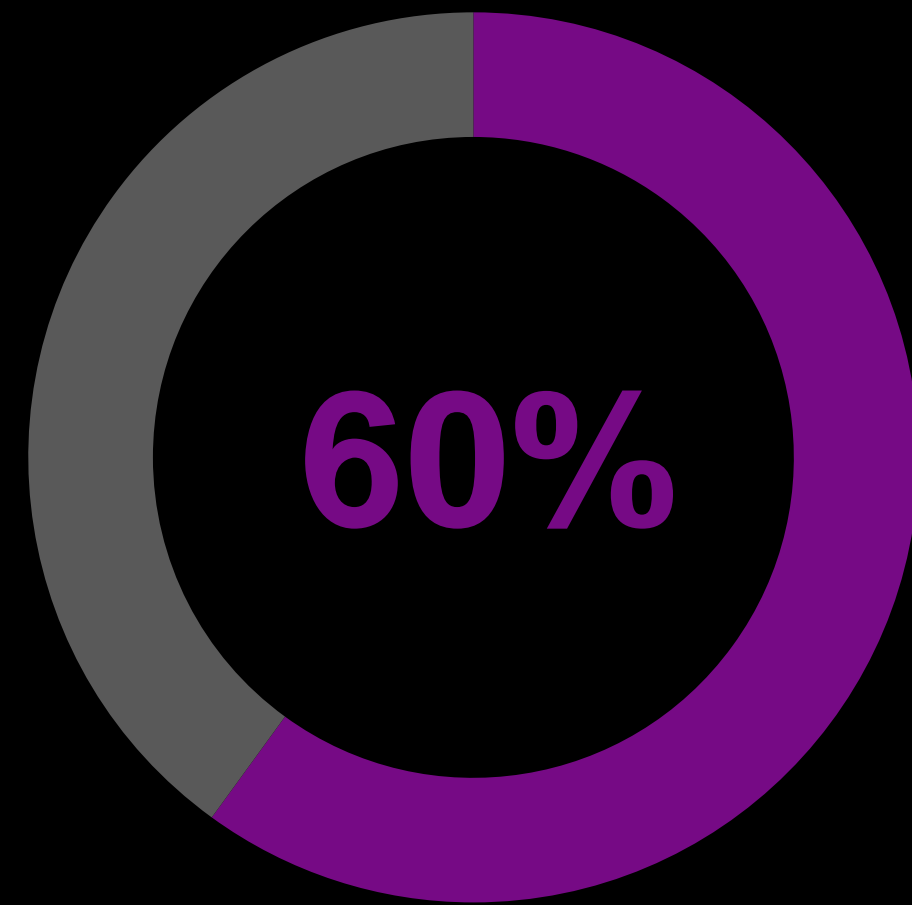
4% Corporate IT Staff Reporting Into the CIO

6% Business Unit IT Staff Reporting Into Divisional or Business Unit CIO

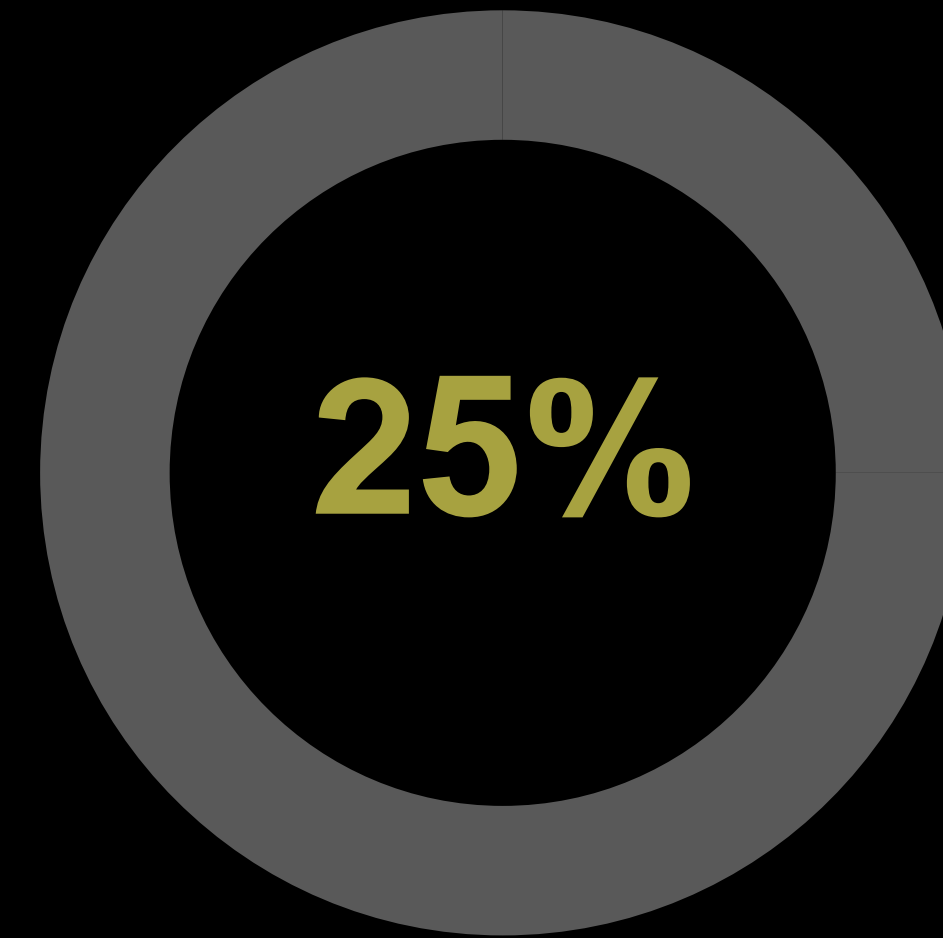
IDC low-code survey key insights



Enterprises using low-code offer **business developer programs**



Increased investment in low-code platforms in the next year



Faster development when using low-code platforms



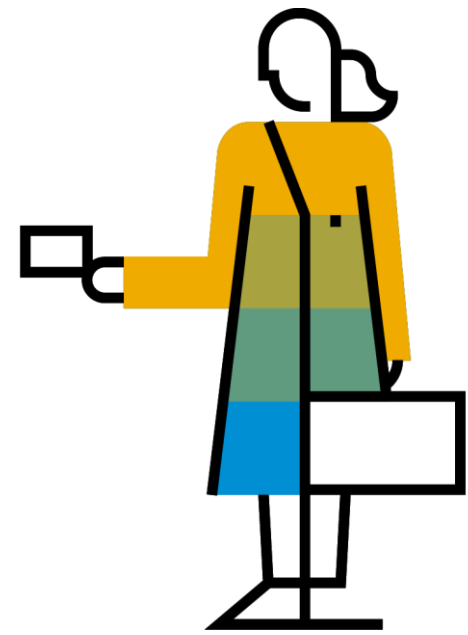
Concern when considering a low-code platform is **security**

Source: IDC InfoBrief, Sponsored by Vendor SAP, Breaking the Code: How Low-code is Changing Development, document # US49060722, May, 2022

The challenge

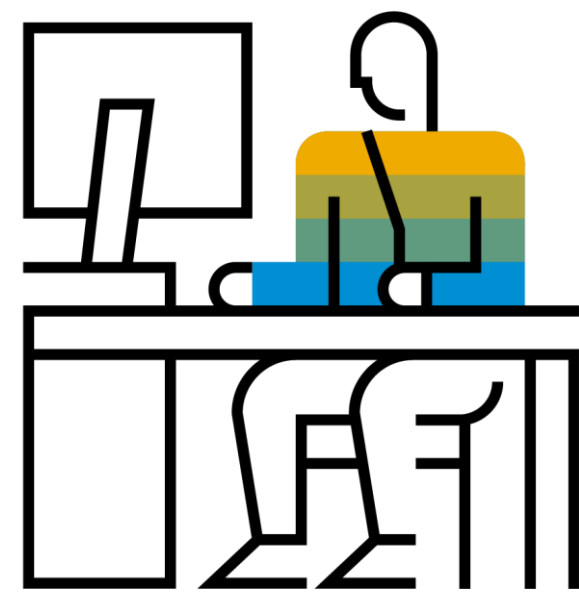
How to deliver
applications
faster?

BUSINESS EXPERTS



How to make
developers more
productive?

ENTERPRISE DEVELOPERS



How to innovate
in a safe and
compliant way?

ENTERPRISE IT



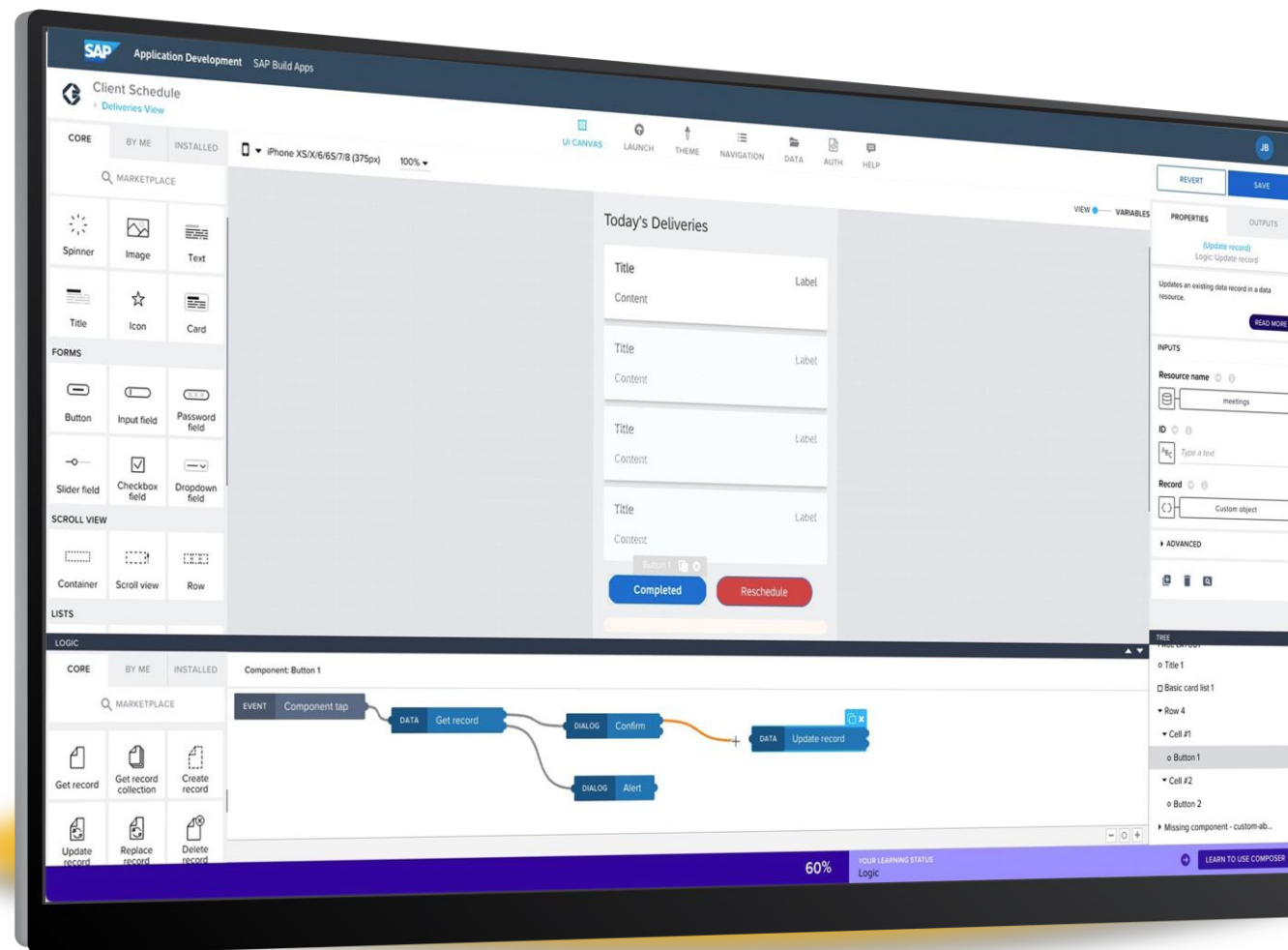
Why is it interesting for our customers?



SAP Build

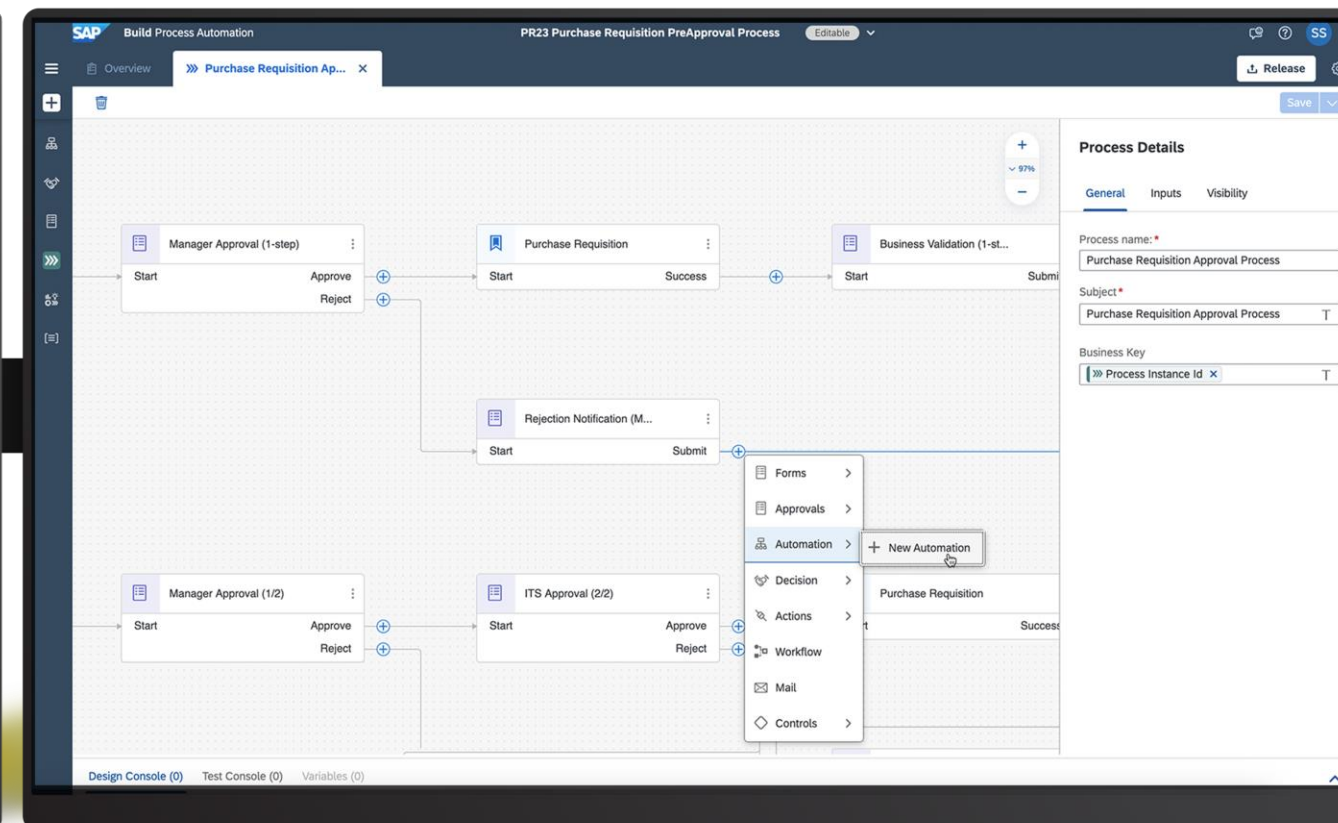
Create and augment enterprise apps, automate processes, and design business sites, all visually

Compose apps



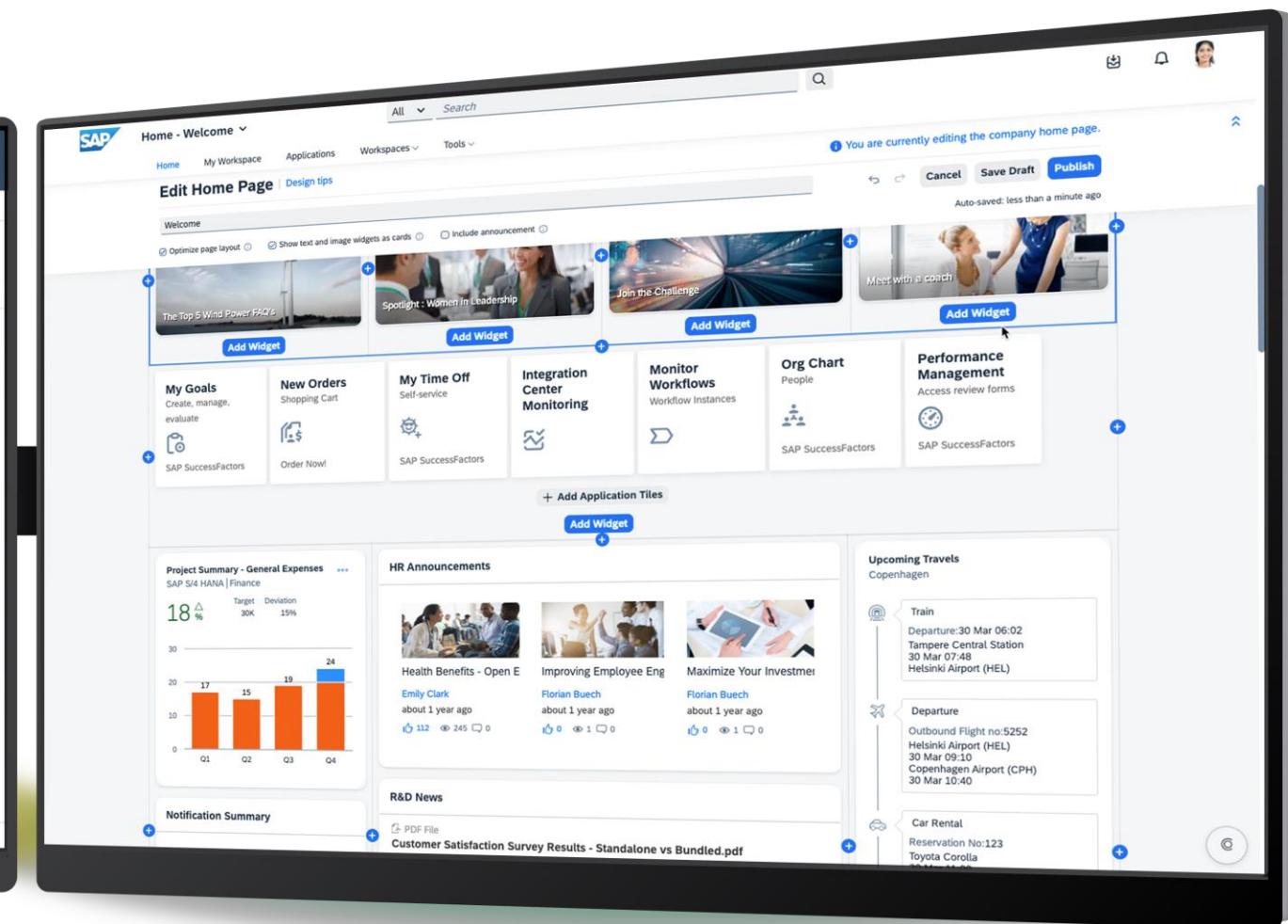
SAP Build Apps

Automate processes



SAP Build Process Automation

Design business sites



SAP Build Work Zone

Build Visually
Integrate Seamlessly
Collaborate Securely

SAP Business Technology Platform

1

Keep the core clean

Extend & automate beyond S/4H in-app development capabilities

2

Empower business

users & scale development
Automate daily tasks with low-Code functionality

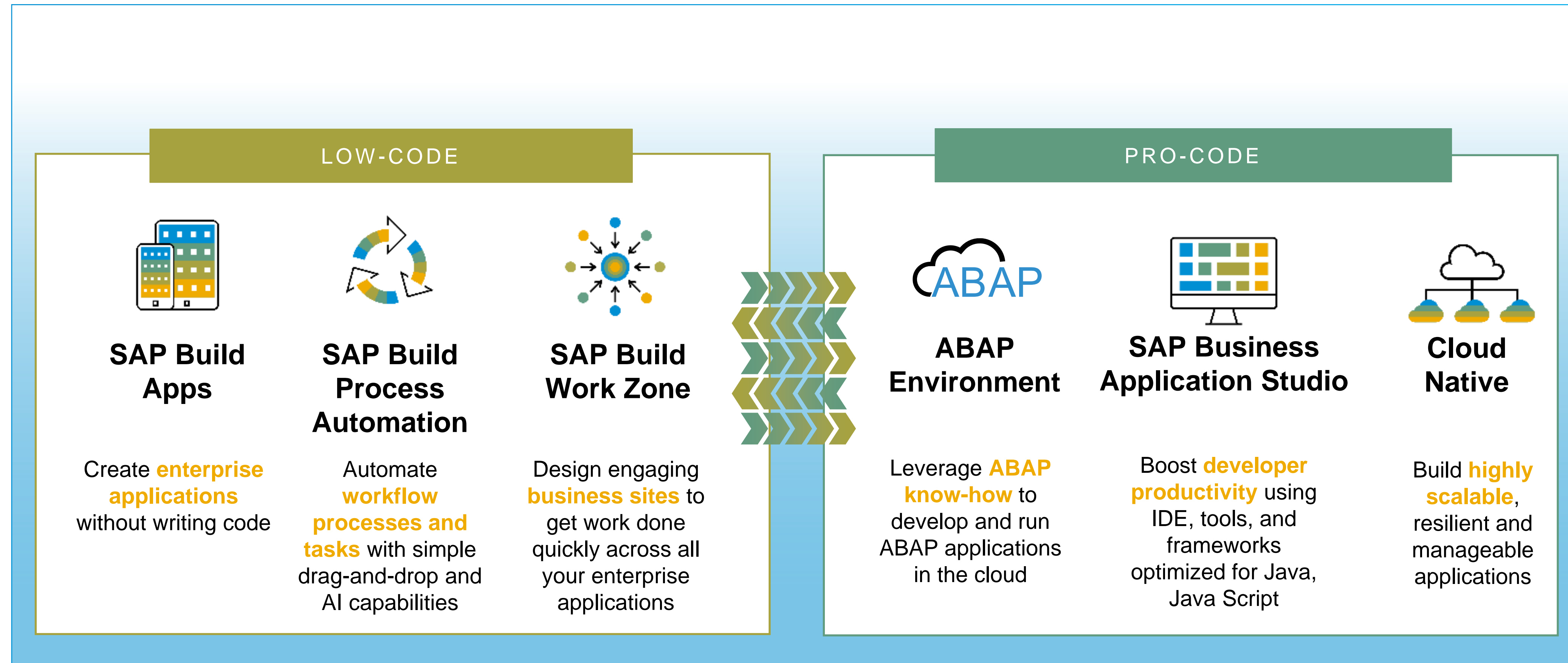
3

Visualize and continuously enhance processes

Work collaboratively, get process improvement recommendations; further enhance with Signavio

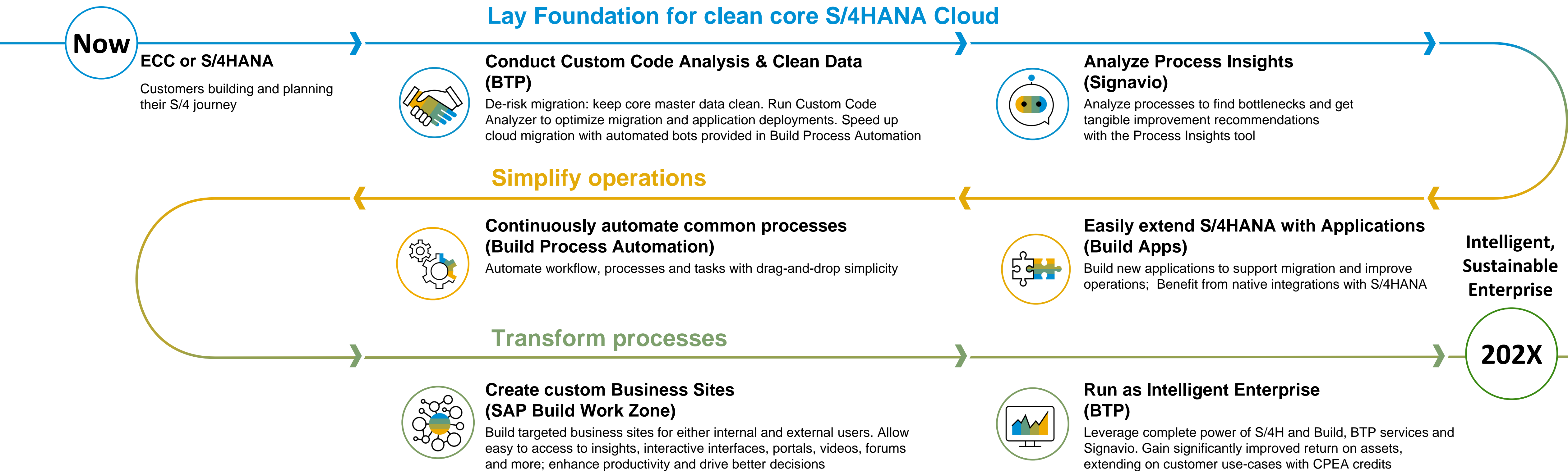
For business and professional developer

With low-code and pro-code tools



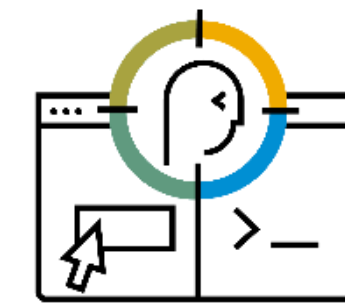
SAP Build in RISE Transformation Journey

Meeting customer trends to enhance the RISE with SAP S/4HANA journey



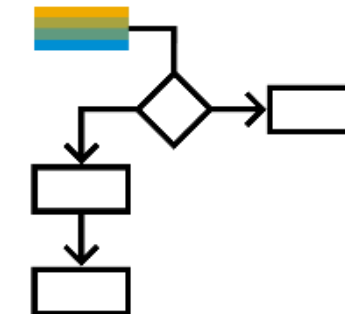
SAP Build Apps

Build Full-Stack Enterprise-Apps in Minutes - Absolutely Zero Coding Required



Drag-and-drop the user interface

Access a pallet of user interface controls, drag them into place, and preview the final result in real time.



Create any logic without code

Drag-and-drop any logic function – sensors, file operations, data functions, animations, and more – onto a canvas.

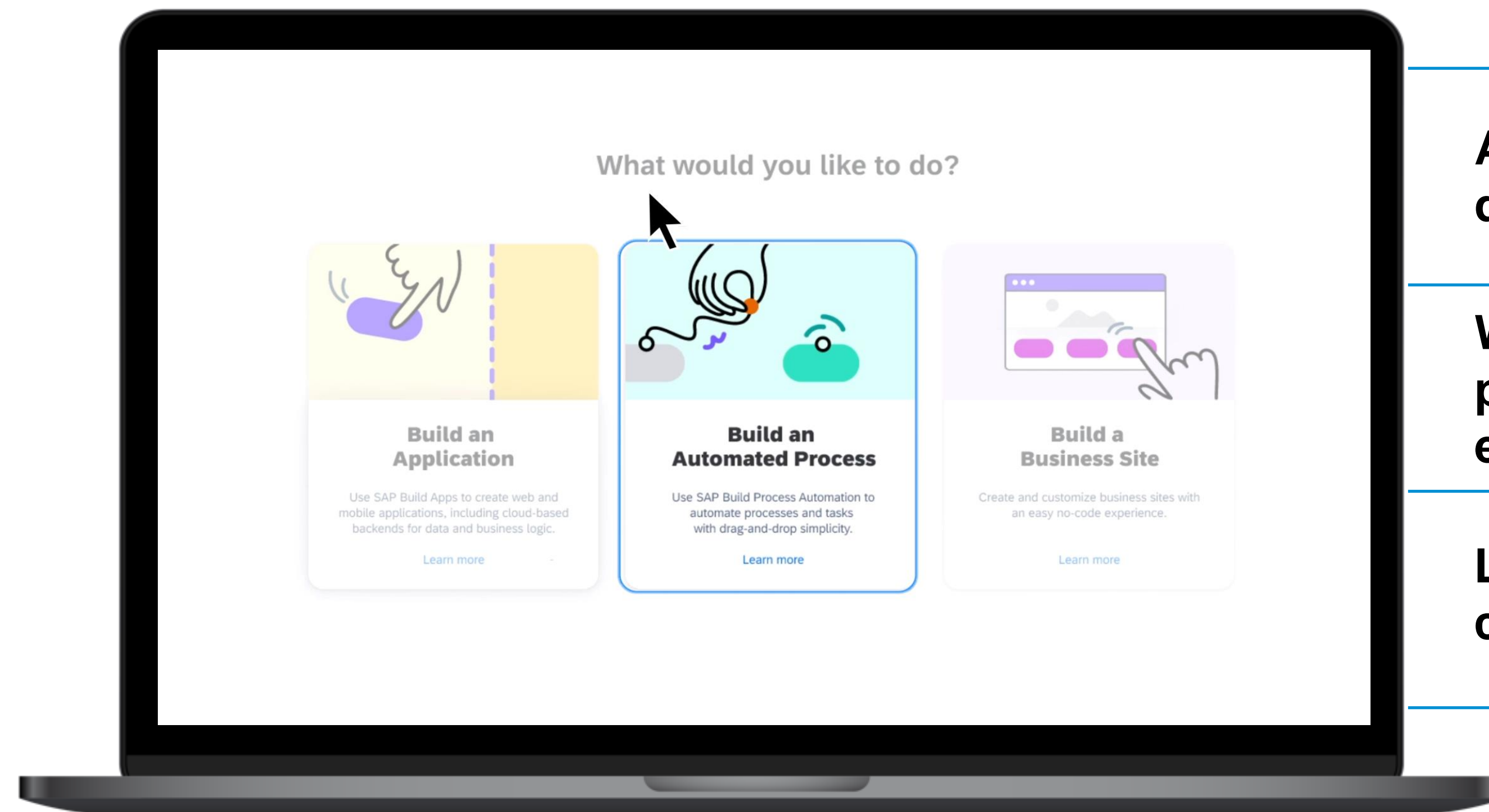


Easily integrate data

Easily add your own data integrations or get started with some of ours.

SAP Build Process Automation

Simplify process and task automation



Automate processes and tasks with drag-and-drop simplicity

Workflow management, robotic process automation (RPA), and embedded AI in a single solution

Leverage process expertise without coding

SAP Build Process Automation

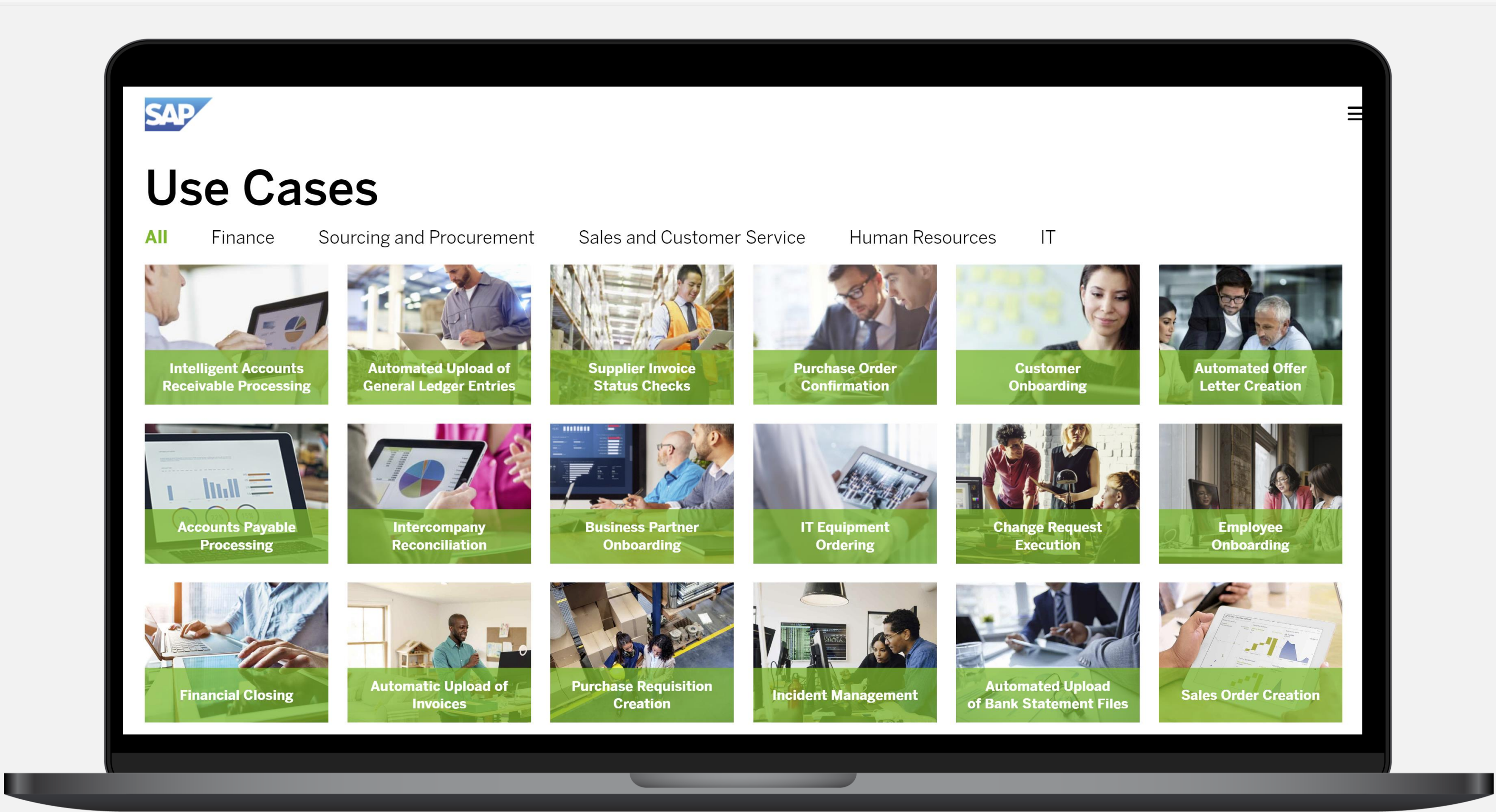
Pre-Built Automation Content by SAP for S/4HANA

Over 300 Pre-Built packages

Over 80 S/4HANA specific and growing

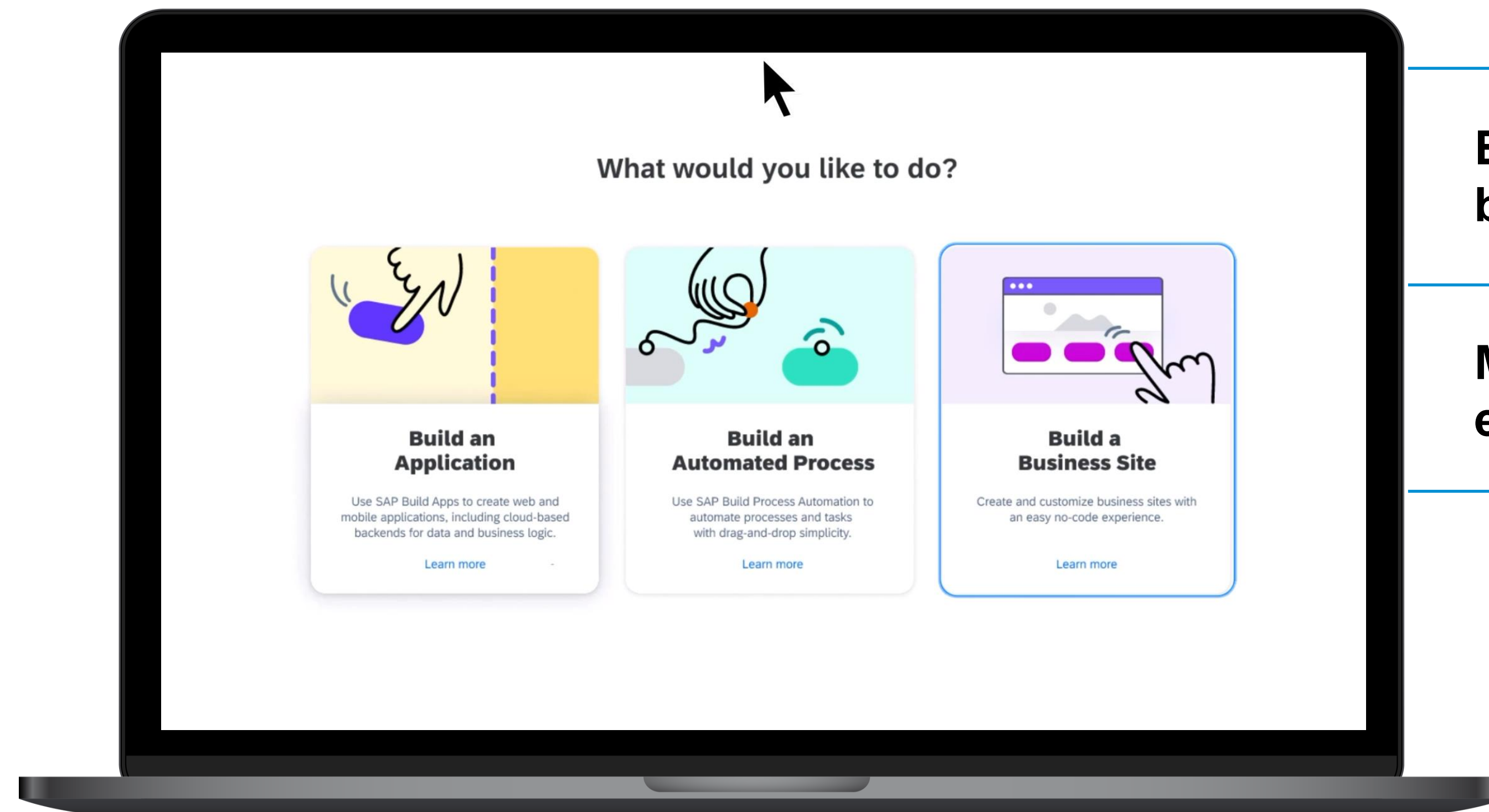
Use Case Specific Scenarios: Finance, Sourcing & Procurement, Sales & Service, HR, IT

Automate
Your
Intelligent
Enterprise



SAP Build Work Zone

Create engaging sites to get work done quickly across enterprise applications



**Build personalized
business sites with ease**

**Maximize team productivity with guided
experiences and knowledge sharing**

SAP Build Work Zone

SAP Build Work Zone

Improving productivity leveraging harmonized experience

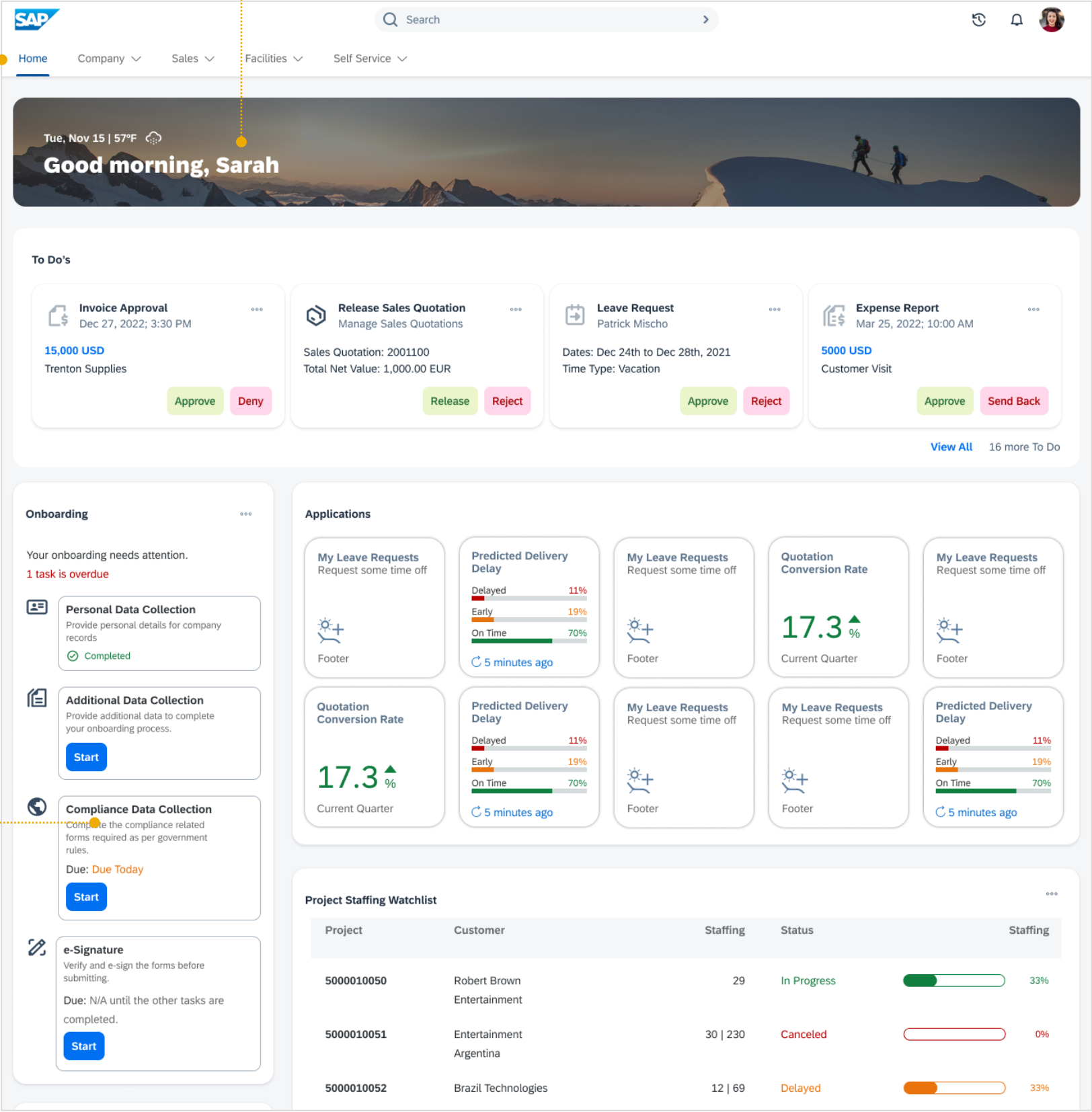
User engagement with interactive workspaces

Extended Menu Builder

New: Flexible page builder

New: Navigation menu accessing remote & local (work)pages

New: Custom business apps and UI Cards



Pre-built business content packages for cloud & on-prem

Blend SAP & 3rd party apps, business data & web content in a unified experience

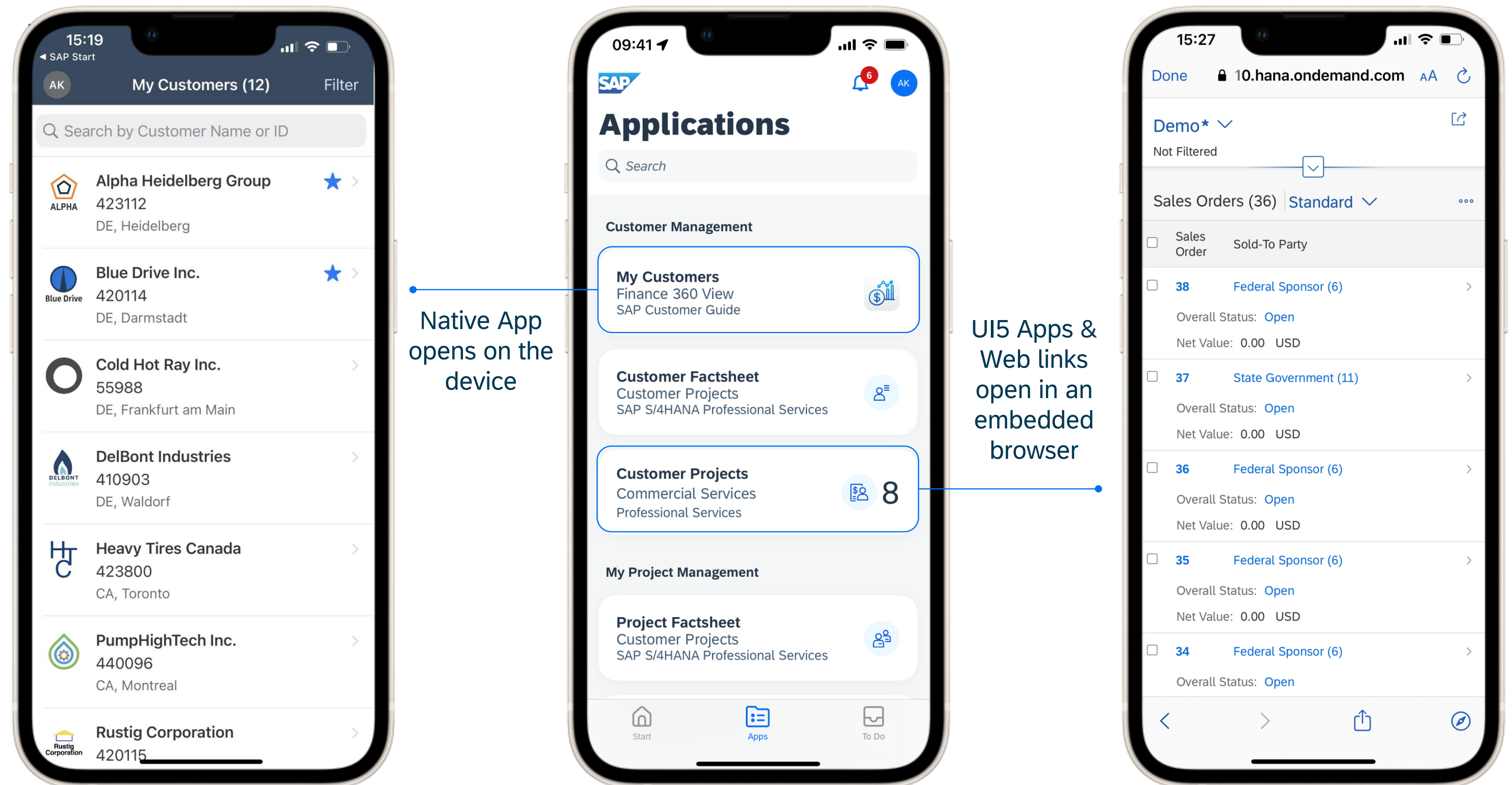
Company-wide knowledge base

SAP Mobile Start

Leverage your mobile app investment with SAP Mobile Start

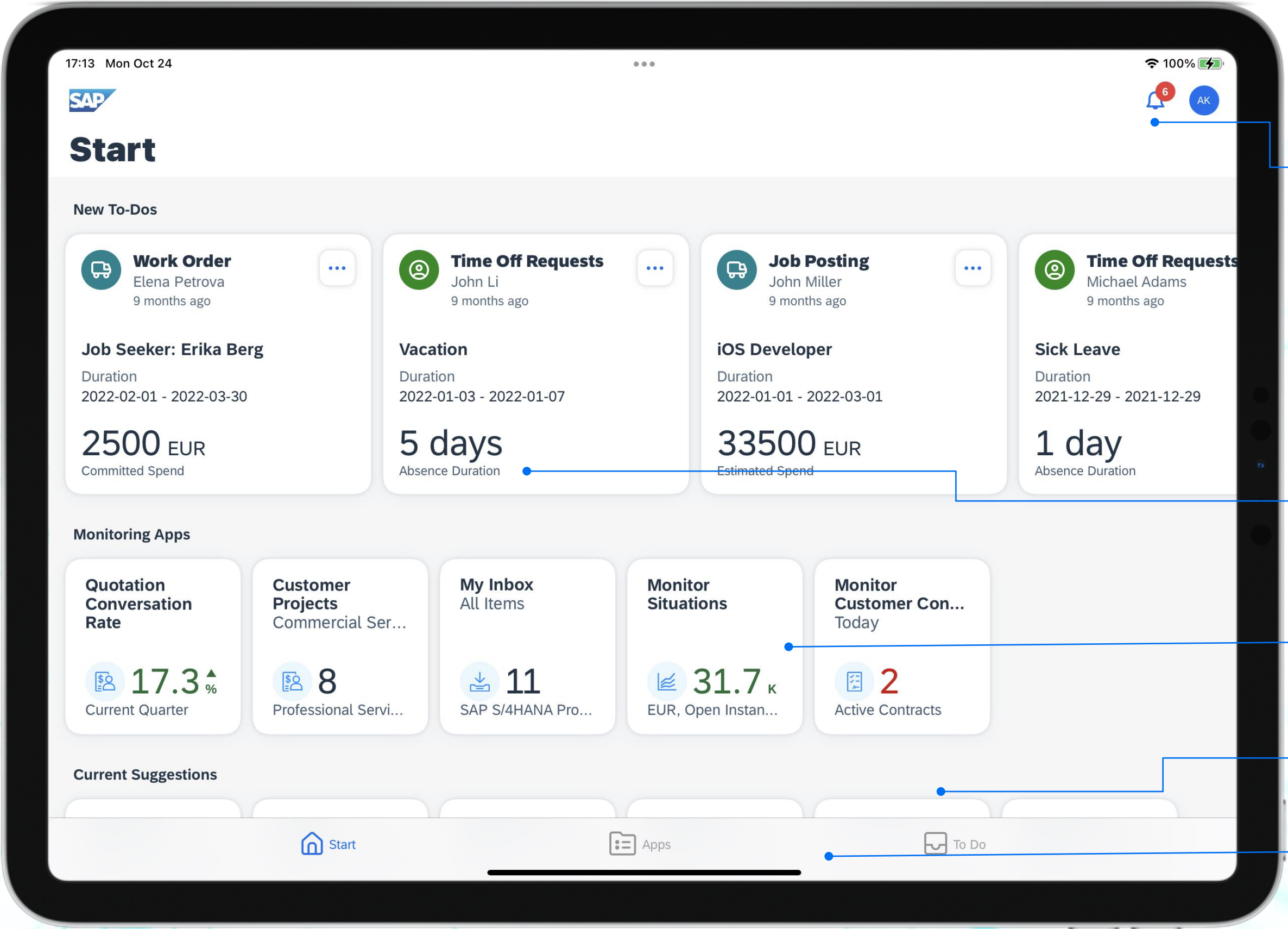
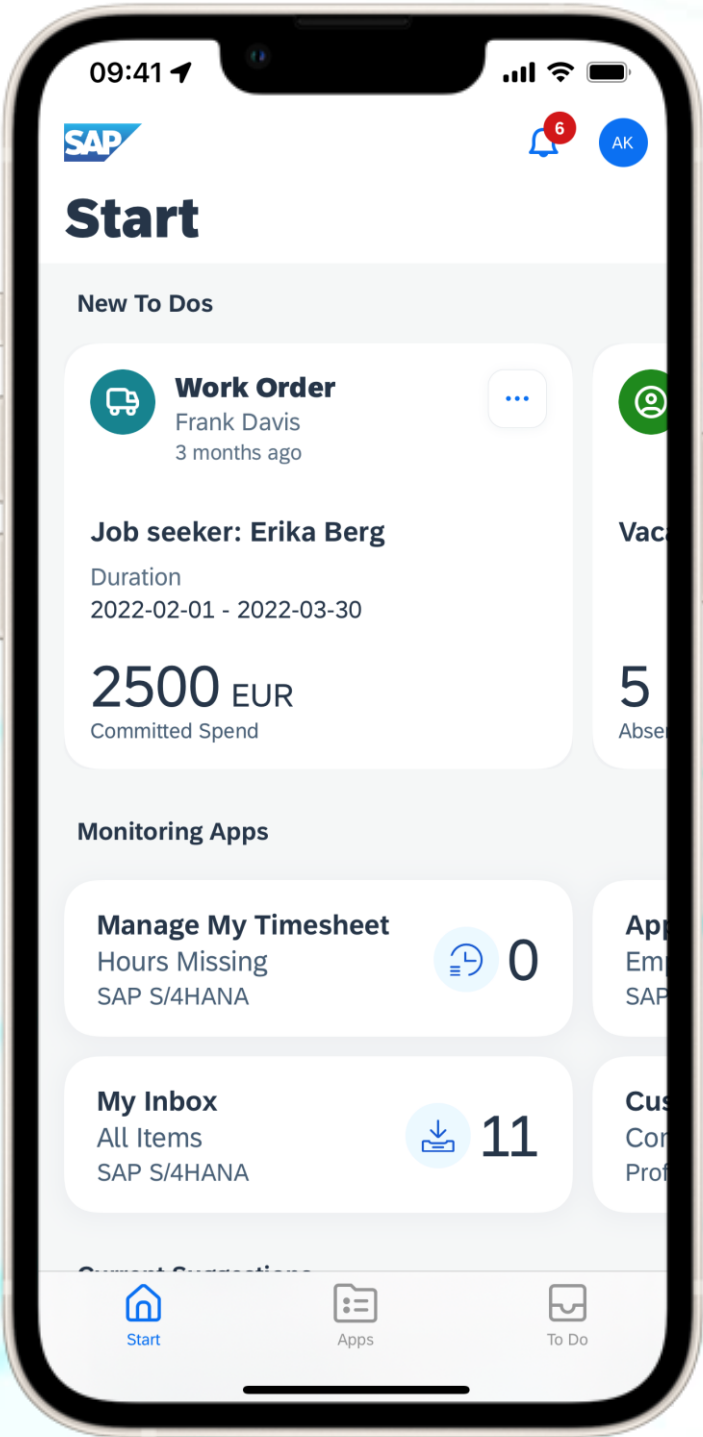
SAP Mobile Start allows you to leverage your investment in mobile apps, as you can access and launch them much easier, and benefit from the integration into the device framework

- ✓ Standard SAP UI5 apps
- ✓ Your custom UI5 apps
- ✓ Standard SAP native apps
- ✓ Your native apps
- ✓ Your partner apps



Native Entry Point to the Intelligent Enterprise Suite

iOS devices



Notification Center

New To Dos

Native & Web Apps

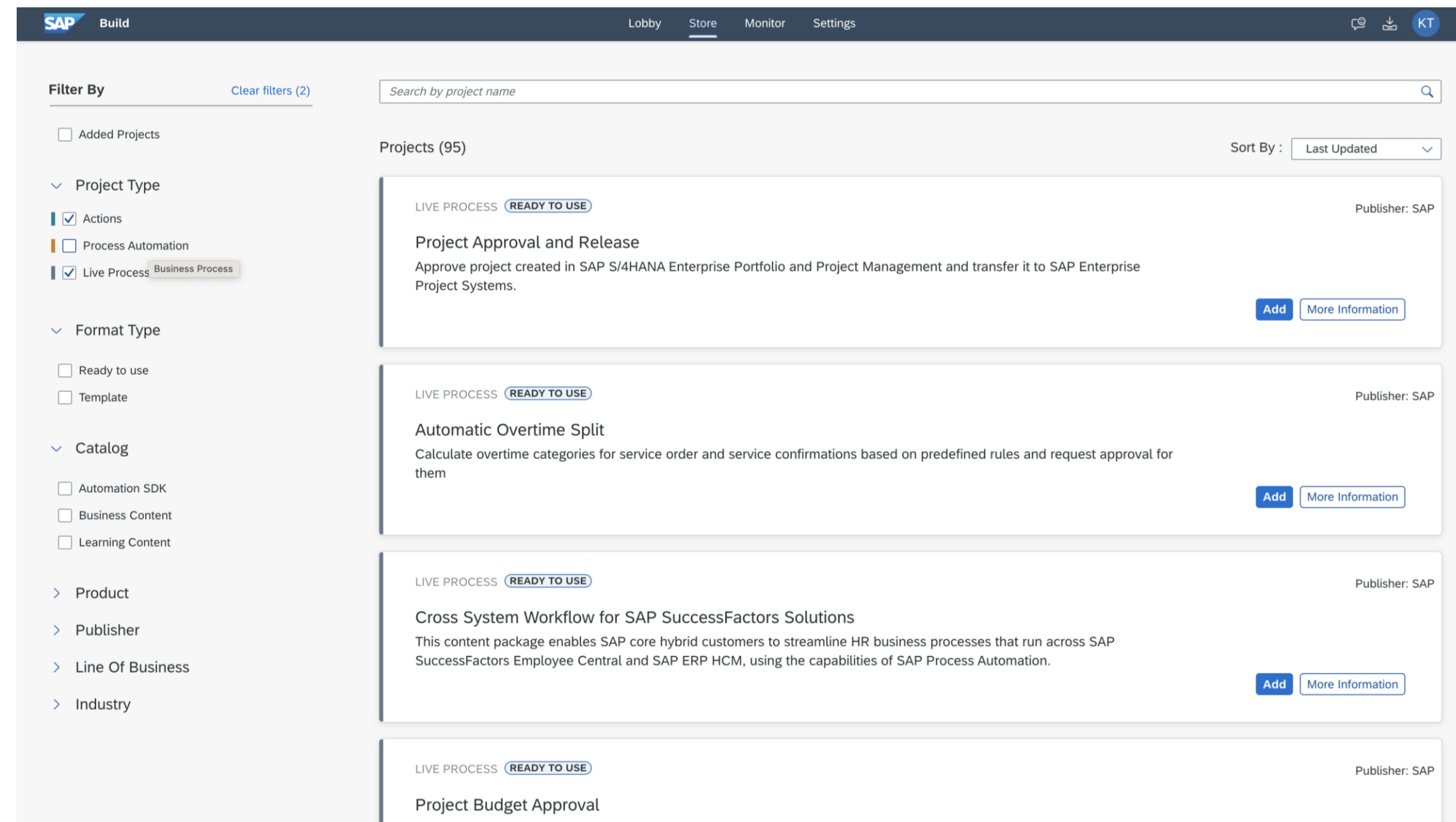
Web links & Newsfeed

Apps & To Do Tabs

**Integrate
seamlessly**

Integrate seamlessly

Accelerate development with pre-built content and components

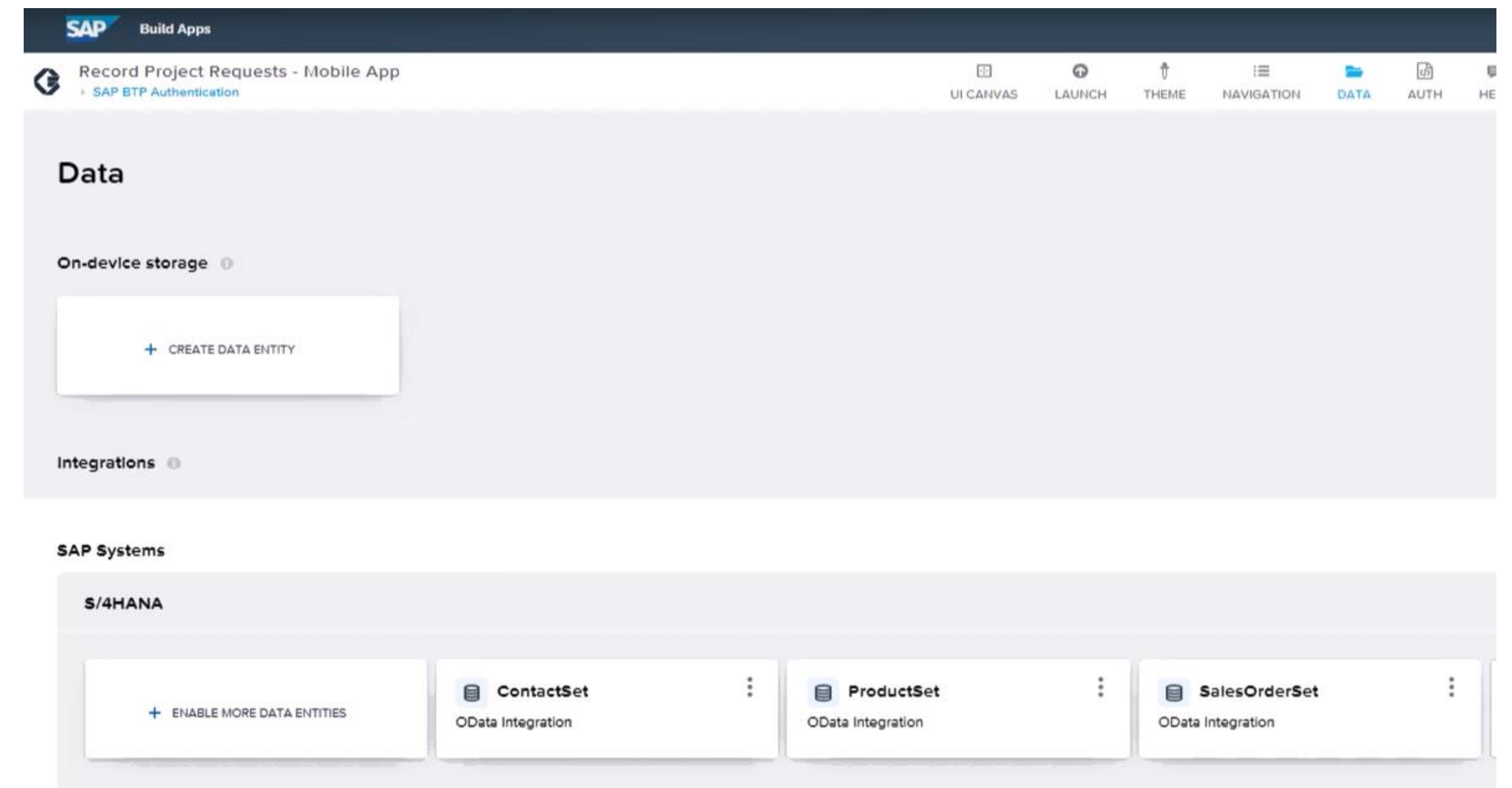


Get started with over 1,300 pre-built workflows and automations

Access Line of Business and Industry specific content for SAP S/4HANA, SAP Ariba, SAP SuccessFactors and more

Constantly monitor and optimize business processes with SAP Signavio integration

Connect to applications, processes and data



Easily connect to SAP and non-SAP systems

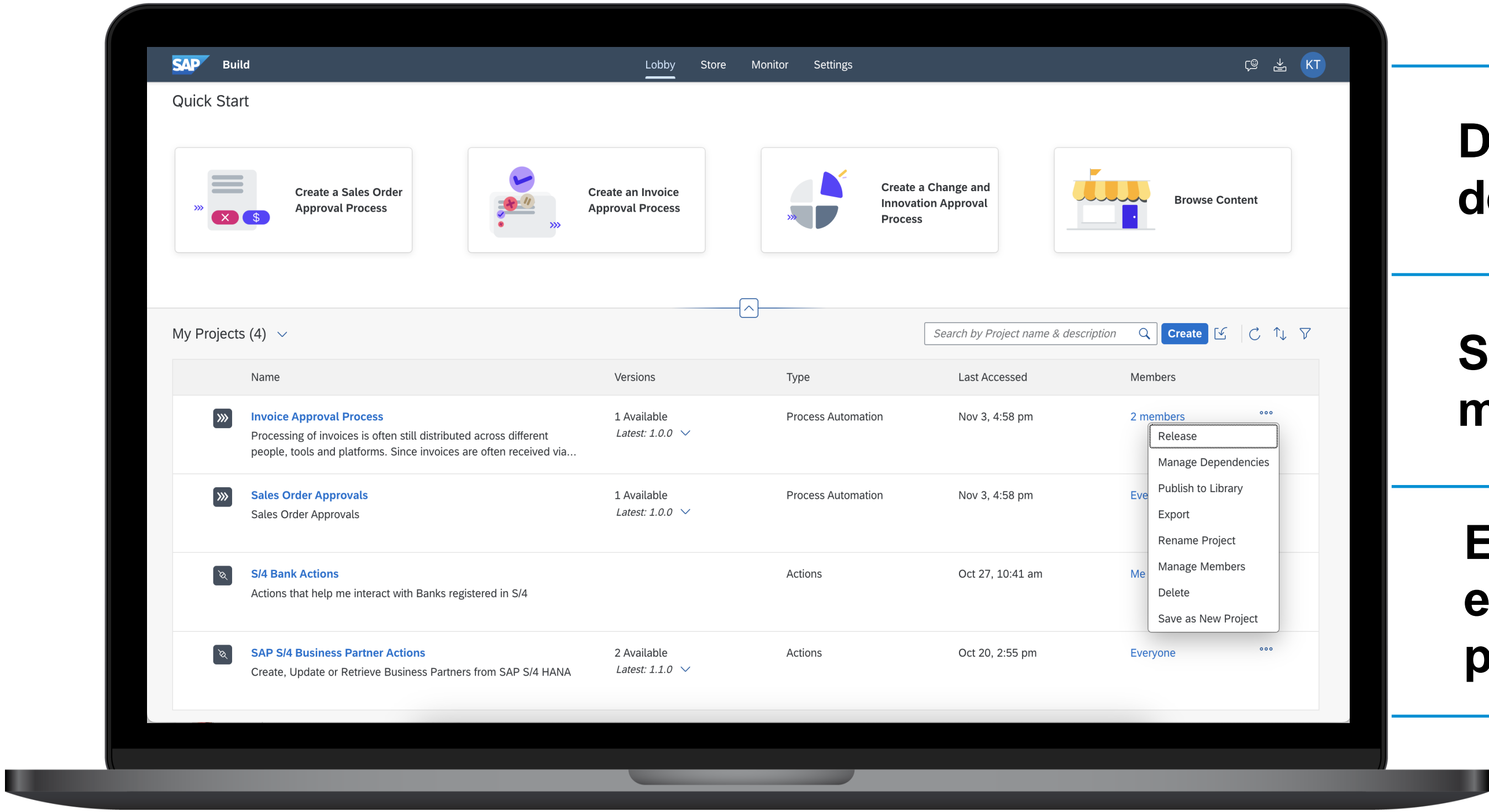
Use business data without loosing context and meaning

Provide secure access with centralized identification and authentication

**Collaborate
securely**

Collaborate securely

Foster collaboration and fusion team development



SAP Build lobby

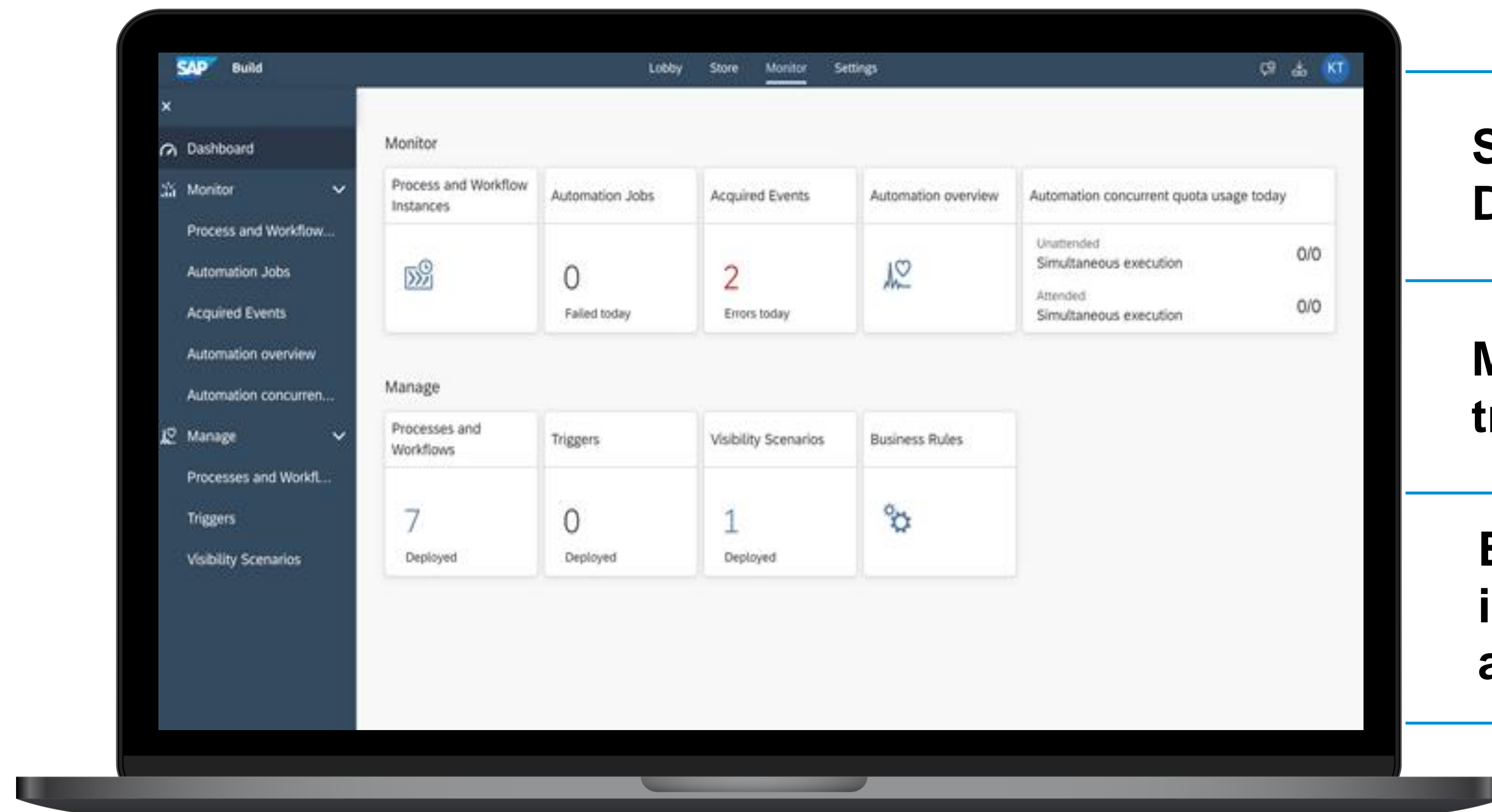
Develop faster in the unified development experience

Share project artifacts with team members and across projects

Enable fusion team development by enabling co-development between professional and citizen developers

Collaborate securely

Operate with confidence



Ship with confidence using built-in DevOps and CI/CD capabilities

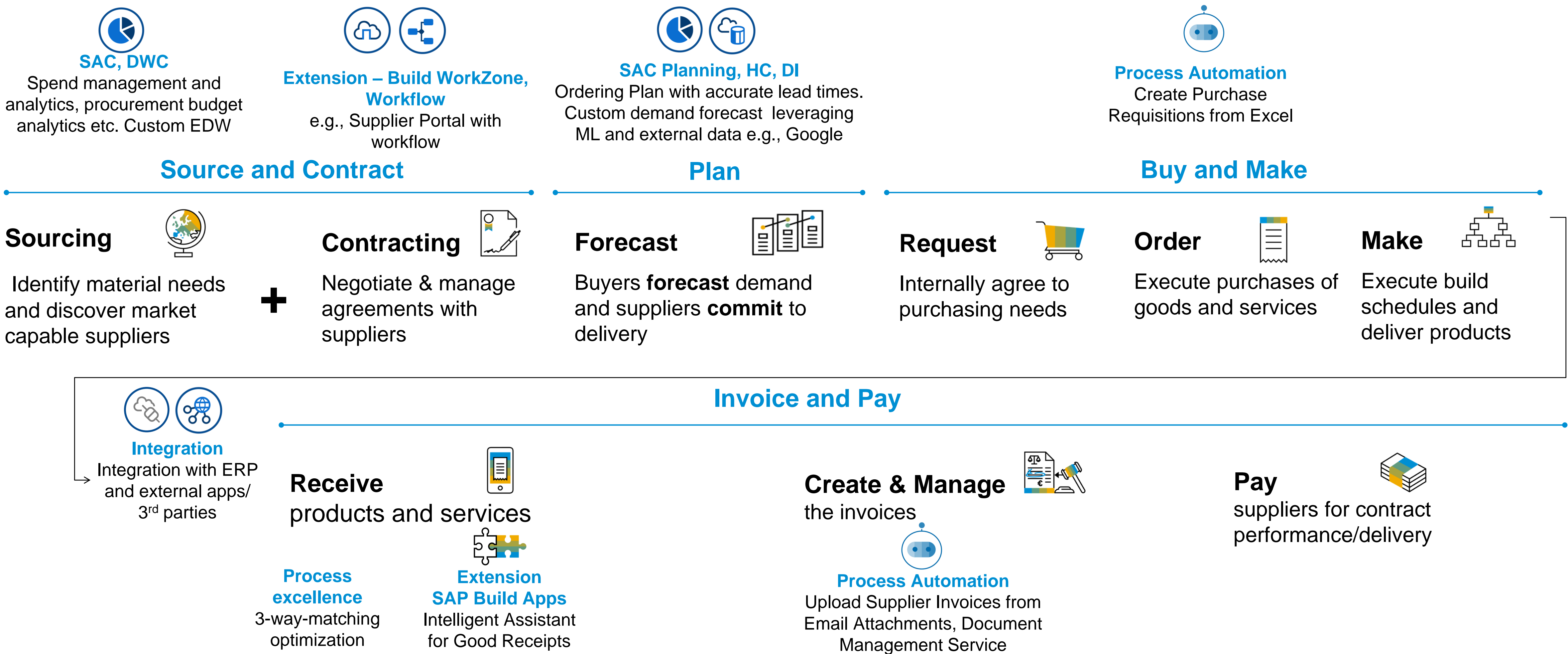
Maintain compliance and provide transparency with audit log capabilities

Enable secure user management with identity authentication, authorization and provisioning capabilities

Monitor deployed projects

Bringing to Life - Source to Pay Process

BTP Solution Components



Customer Stories



SAP Build unleashing business expertise



CS Expert

Situation:

Needed to optimize customer loyalty program

Outcome:

Built an application that increases customer participation by 2x



[Read the customer story](#)



HR Leader

Situation:

Wanted to improve employee experience

Outcome:

Automated process and approvals for handling remote work requests 70% faster



[Read the customer story](#)



Procurement Pro

Situation:

Needed to streamline supplier interactions

Outcome:

Designed a site that drives supplier engagement and handles 3x more invoices



[Read the customer story](#)



Manufacturing Guru

Situation:

Wanted to ship new products faster

Outcome:

Built 10 apps to optimize E2E manufacturing system and inventory management



[Watch the customer video](#)

User Stories from our Customers Showcase Value



Build App Compose apps

Savings in IT dev. costs along with faster app. development



Increased efficiency with custom apps orchestrating full manufacturing process



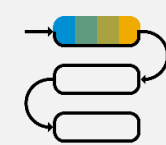
Built app for vehicle damage report and inspection process improved efficiency and reduced errors



Created “Advocate Program” app, increased customer satisfaction: customers easily connect with peers, exchange ideas, learn



Factory floor app shared among employees centrally manages all open work orders, driving productivity and efficiency ...



Build Process Automation Automate processes

Process improvements with tailored S/4HANA automations



28% Increase in revenue from optimizing production to supply automations, with a lower operations expense-to-revenue ratio



50% reduction in payment times through automation of invoice verification



Turned **4 days’ work to 10-minute** task in financial accounting: 99% decrease in time spent on processing production orders



20% Faster closing activities, saving time for finance personnel to focus on meaningful tasks



Build Work Zone Design business sites

Efficiency gains from visualizations, easy access and team collaborations



2000% increase in learning programs adoption via single unified entry point



30% increase in productivity and time savings due to fast access to critical data in daily workflows and group synergy



X3 adoption of vendor portal for SAP & non-SAP procurement



20% efficiency improvement from new central workspace for all employees need in easily performing their job



Connect
Automate
Innovate.

Let's **Get Started.**

Agenda

13.30 – 15.00

Track sessions

Track 1: RISE with SAP BTP

Track 2: Data & Analytics

Track 3: SAP Integration Suite

15.00 – 15.15

Break

15.15 – 15.45

Empower Business Users with SAP Build

15.45 – 16.30

Customer Panel – Key Takeaways

16.30

Wrap-up

Panelists

Thomas Hartmann

IT Business Partner & Head of Technologies & SAP ERP
ATP

Bo Linddahl Rasmussen

Head of App and API Platforms
Vestas

Prasanna Kumar Ganasala

ERP Platform Manager
Yara International ASA

Upcoming events

SAP BTP Compact webinar series



Upcoming events

Infobite - A SAP & SAPSA Webcast Series



Thank you for today!

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