

The Power of the Business Platform enabling the Shift to Intelligence

IBM

Evolve to e2e Intelligent (Process) Enterprises with IBM Essentials for SAP

.....redefine the way you think about SAP from an ERP-based transactional system to an Intelligent Enterprise powered by Business Platforms

- **Adaptive Business** – The business process adapts with the needs of the market not at the pace of ERP change release cycles
- **Intelligent Workflows** – e2e orchestrated processes across the complex application portfolio – infused with AI insights to create simpler, smarter and more connected experiences for customers, suppliers and employees
- **Composable Platform Services** – Take advantage of new capabilities in Extensions, Integration, Data, Automation, AI and Process Model to Mining capabilities that interoperate with existing investments



Continuous Process Optimization

Today Business Transformations are never 1-off events, the process is continuously adapting to the demands of the market – hence by unlocking the “rigidity” of ERP we create adaptive business capabilities that are able to realize the business transformation goals of not just today, but of tomorrow.

Unlock the Value Pools

84%

Of Business cases for S4 is based on infusing Intelligence with the shift to S/4HANA

Reduce TCO of S/4

>20%

Based on Clean Core system design results in less engineering / regression testing / cost of maintenance

4 Technology Megatrends we see from our client experiences



Shift from Monolithic to **Adaptive Standard Platforms**

Unlock the historical constraints of over-engineered SAP solutions to *Clean Core* systems that adapt at the pace of the business



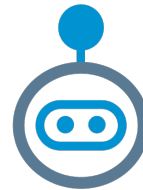
Shift to **Industry Cloud Solutions** from Classical ERP

Evolve from Transactional ERP systems to Industry Cloud Solutions leveraging new Business Platforms – leverage new Extension, Integration, Data, AI and Automation services, all powered by the shift to Cloud



Shift to Connected (& Intelligent) Enterprises

Evolve from ERP-centric Operational Processes to Connected Workflows, infused with AI that reflect today's reality in merging ERP with LoB best-of-breed applications



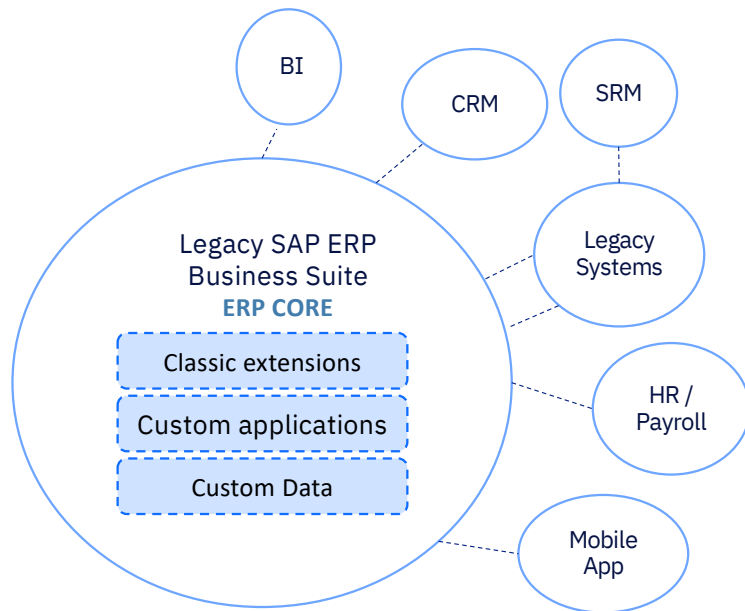
Redefine Experiences

Redefine the way in which processes are executed by shifting from human-centric to touchless processes using the new (API based) Automation capabilities

Clients are Transitioning from Legacy ERP Approaches to Lean ERP & Clean Core Approaches to Simplify the Shift to Intelligent Enterprises

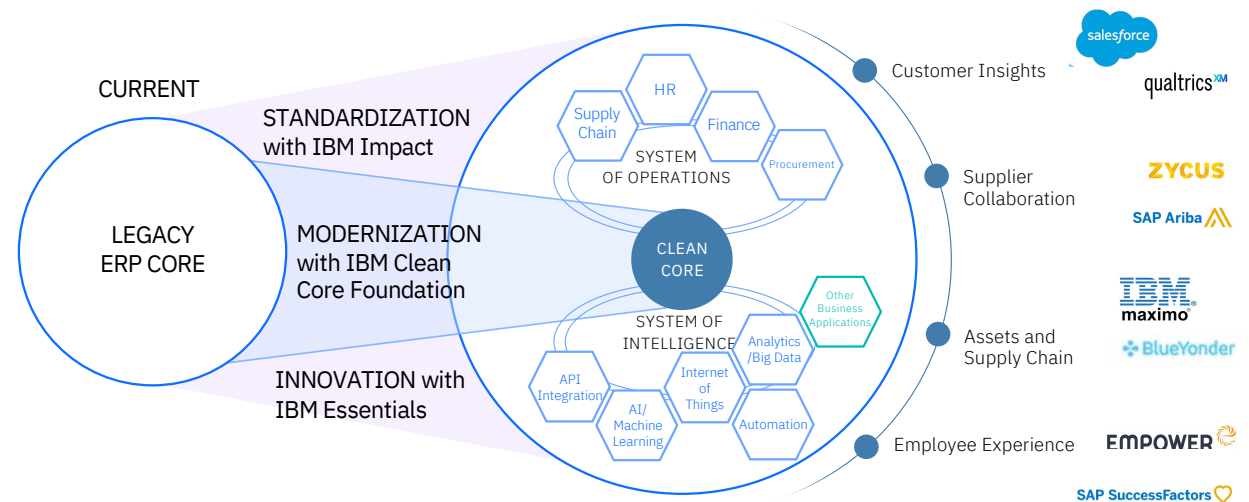
LEGACY SAP ERP ARCHITECTURE

Evolving business process and point-to-point integrations in the core ERP become challenges

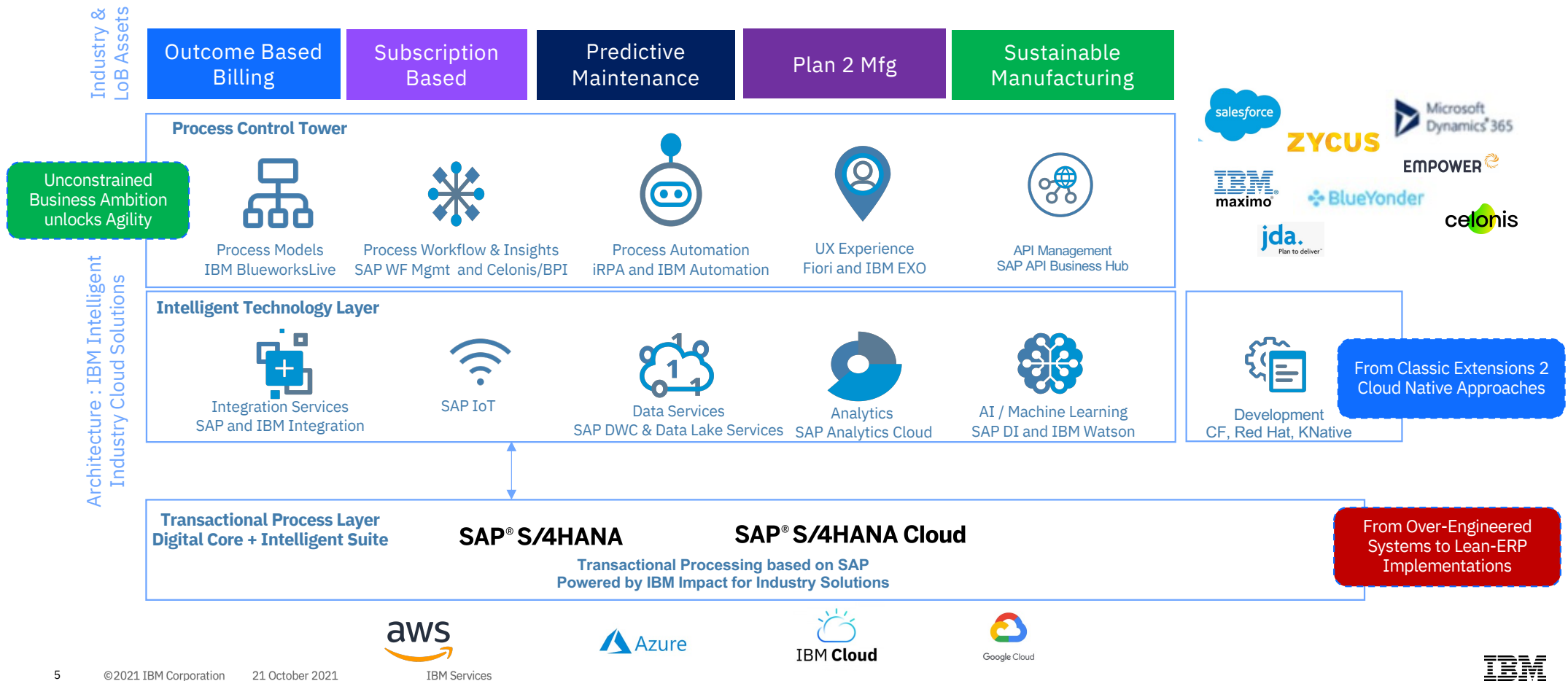


CLEAN CORE ERP ARCHITECTURE

A loosely-coupled architecture supporting a standard core or Lean ERP system that balances the need for getting back to standard whilst meeting the continuous needs of the business for innovation and differentiation



IBM's Essentials Platform empowers the shift from Transactional Excellence to Connected "Intelligent Workflow" Processes



Building Intelligent Workflows in an SAP centric world

Process Discovery

Automatically discover processes based on system usage and user interaction. Identify hidden inefficiencies and align to industry best practices.

Business Process Modeling

Accelerated design and deployment through market leading process modelling and documentation tool: Blueworks Live. Hold all your relevant process supporting information and documentation in one place. Cross company collaboration and process analysis, helps virtual workshop facilitation with real-time edits. Create and adapt value-adding processes in your company while increasing efficiency and transparency. Allows for easy process maintenance going forward, but maps can also be exported.

Workflow and Business Rules

Rapidly build and modify workflow applications with web-based tooling. Empower users to manage business logic independently from application development and create application specific business vocabulary independent of the runtime container. Deliver integration rules as a service into your applications using the REST API

Process Visibility & Control Towers

Process Visibility enables process excellence, process transparency, process transformation by providing one view of the process no matter where it runs (SAP or Non-SAP cloud or on-premise applications). It provides actionable insights on running processes and identifying bottlenecks.

Continuous improvement and Process Mining

Automatically monitor processes (data mining in a process context), check conformance levels and improve process enhancements. Analyze process cases, detect areas of optimization, increase level of process automation.

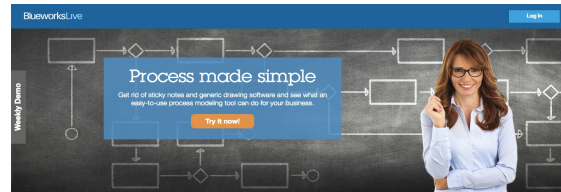


Bringing our approach to life

Accelerated design with IBM standard business processes

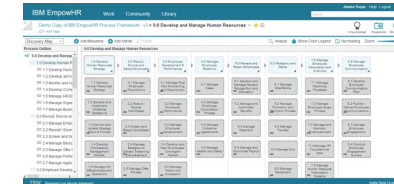
End-to-end Level 4 processes

We do not start with a blank piece of paper, but use **IBM standard best practice processes** as a starting point.



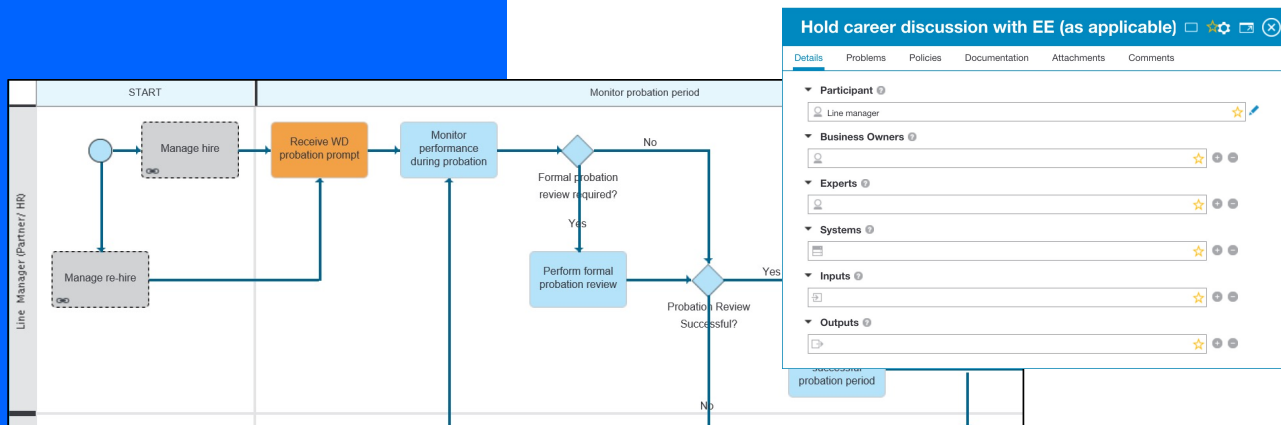
Our processes are held in **Blueworks Live** – a cloud-based, collaborative process modelling and documentation tool

- Can hold all relevant process supporting information and documentation in one place – e.g. Policies, Change Impacts, KPIs, inputs, outputs
- Enables process analysis
- Helps virtual workshop facilitation with real-time edits
- Allows for easy process maintenance going forward, but maps can also be exported



It contains an **end-to-end process framework**

- Based on established APQC industry practice process taxonomy and IBM's global experience
- Underneath sit the detailed Level 4 processes already mapped out – reflecting leading practice insights from our own transformation, our own outsourcing centres and SMEs, but more importantly from our numerous client transformation engagements across industries.



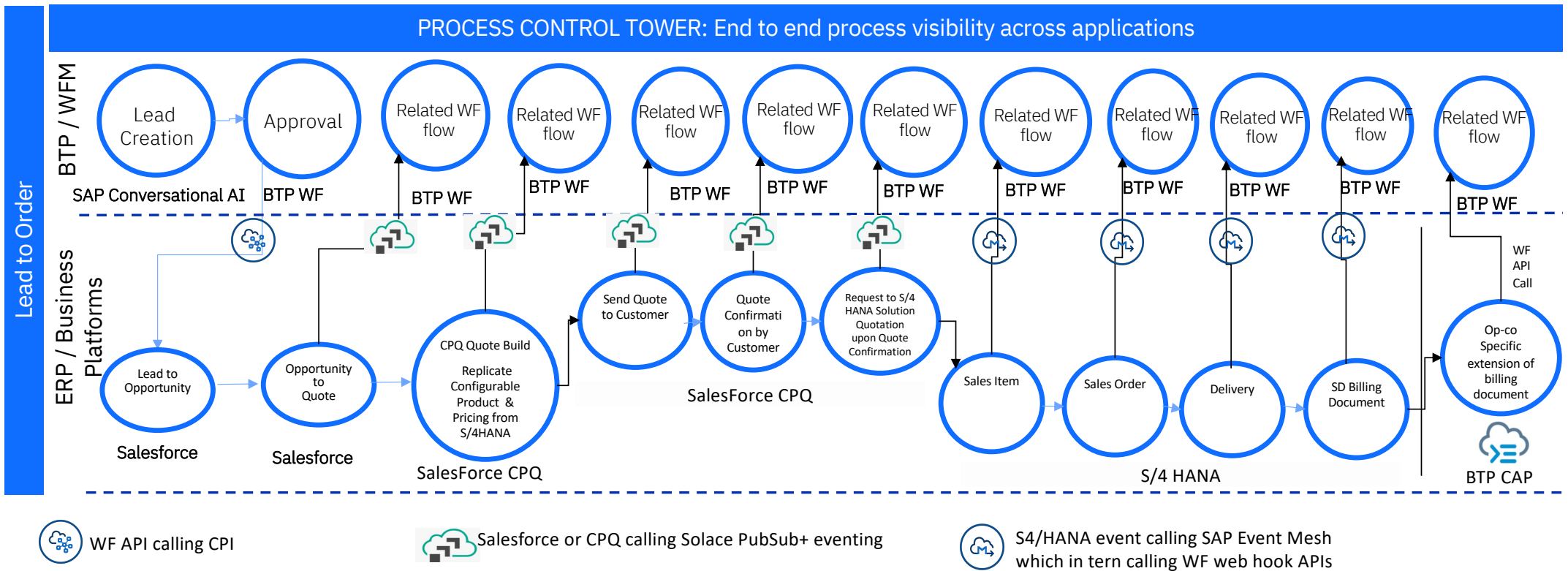
End to end process blueprints (Level 4 process level)

- Depicting the organisation roles in swimlanes and the key associated events/ activities including interactions with enterprise applications, and decision points performed when executing the process
- End-to-end: system and non-system activities
- Activities show initiator and where relevant approval flows – detailed Business Process steps are typically documented and held within the system itself

Enterprise Control Point 1: Moving from Siloed Processes to E2E Event Driven Frameworks powered by WFM

The below is an outline of the Lead to Cash process defined in Essentials - the platform orchestrates / connects the e2e process across a number of applications e.g. Salesforce and SAP with embedded automation and intelligence. When you connect this with Process Mining you have the ability to have the e2e process control point given you transparency, benchmarking and the ability to drive continuous improvement.

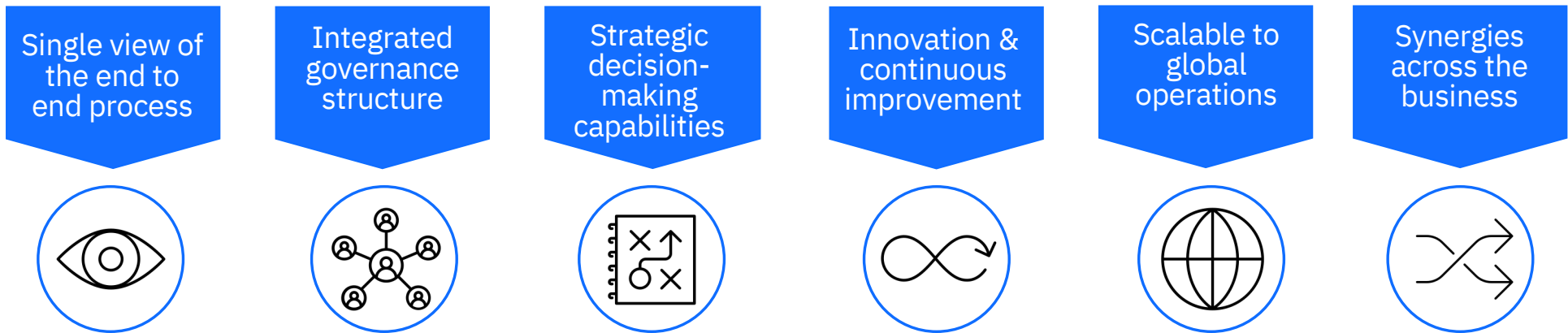
Based on solutions using SAP Business Technology Platform (BTP) it delivers true event-driven insights in a loose-coupled architecture style



Continuous Optimization: E2E Process Transparency, Benchmarking and Actionable Insights with integrated Process Mining capabilities

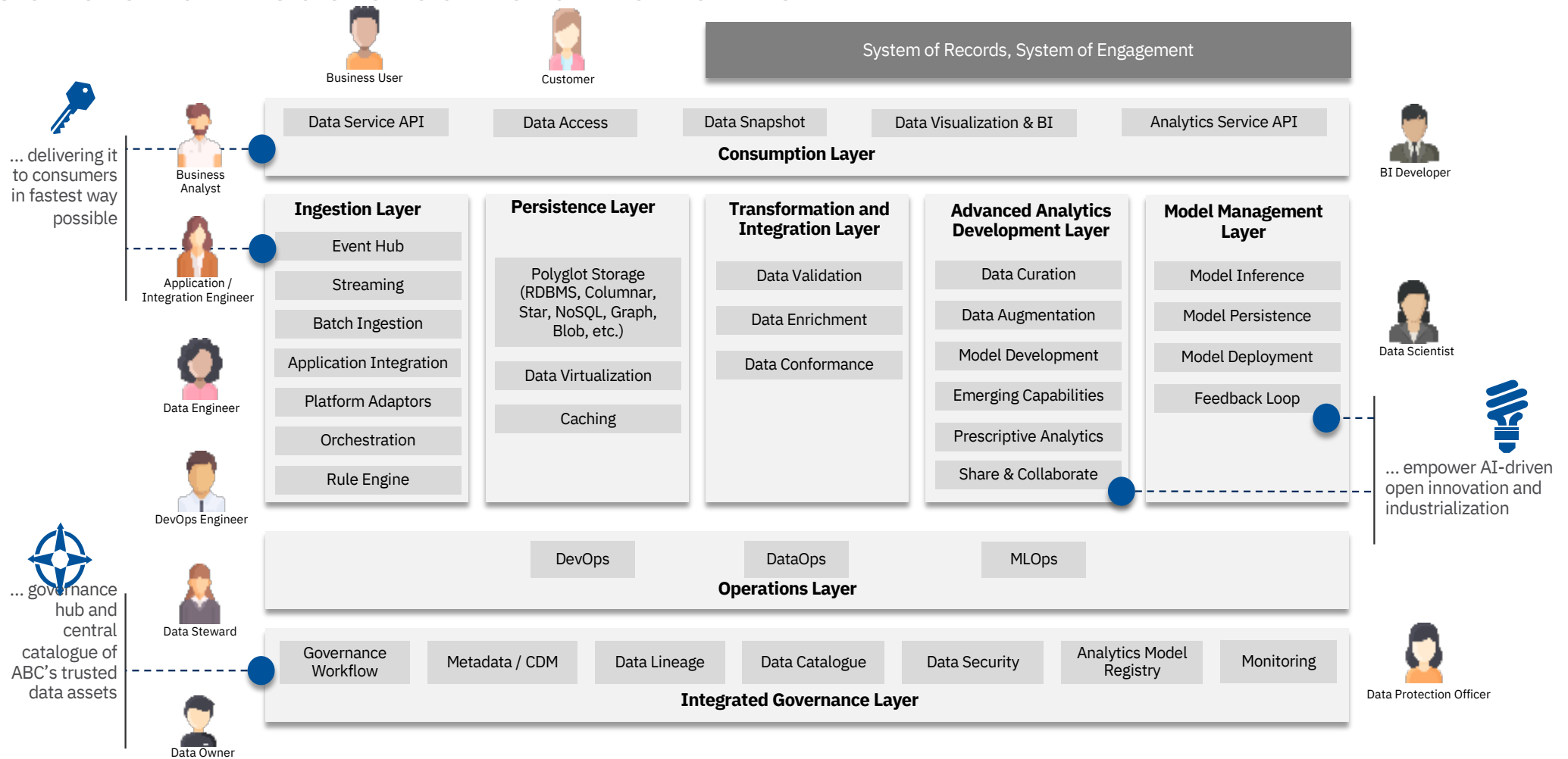
Gain end-to-end visibility on processes that run in the cloud, on premise or across any application

The Process Control Tower creates end to end visibility across different business process areas, increases organizational alignment, and improves agility through more dynamic decision making.



Business Technology Platform Process Visibility delivers the process excellence, transparency and transformation by providing one view of the process no matter where it runs (SAP or Non-SAP cloud or on-premise applications). It provides actionable insights on running processes and identifying its bottlenecks.

Enterprise Control Point 2: Shift from Reporting to AI Insights with Next Generation Federated Data Platforms



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