



SAP Data and Analytics

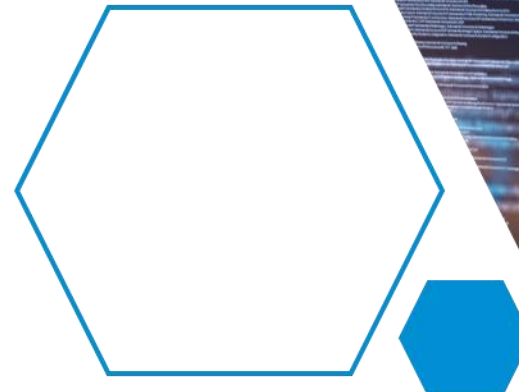
As center point for modern corporate management

Chris Pritchard - Senior Director
Business Technology Platform – EMEA North
March, 2023

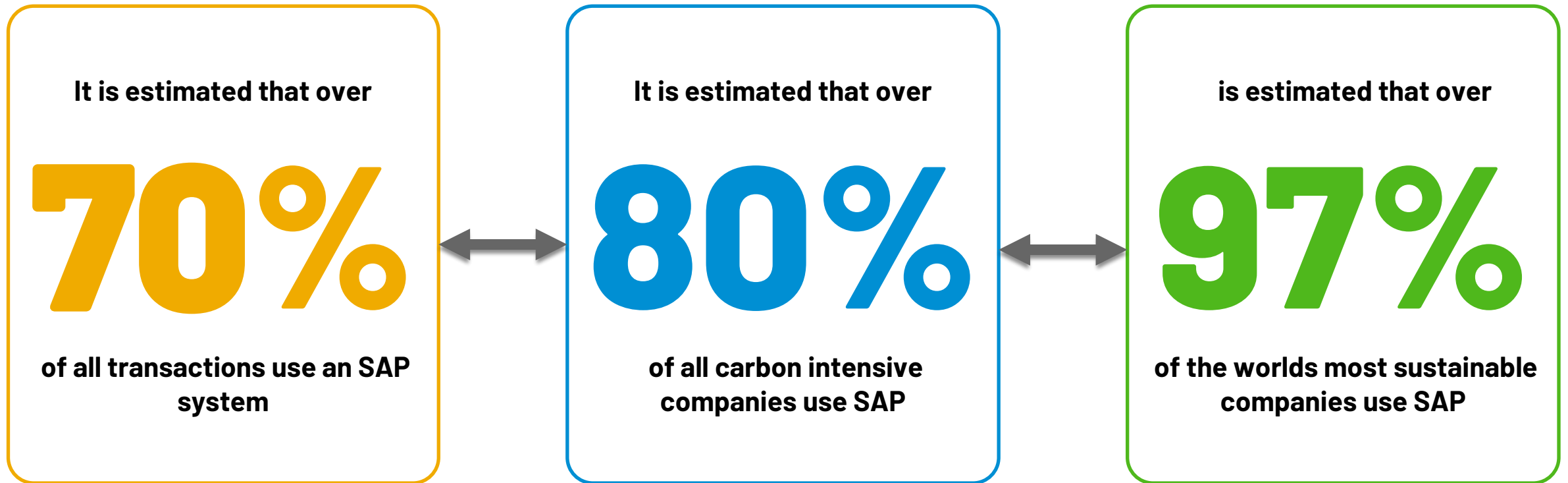
INTERNAL – SAP and Partners Only

Agenda

- **Intro: How to enable transformation**
- **BTP as the Foundation and Market Observations**
- **Data & Analytics Solution Strategy**
 - **Building a Trusted Platform**
 - **Closed-Loop Analytics**
 - **Enterprise Analytics Platform**
- **Key Takeaways**
- **How to get started**
- **Q&A**



WHY SAP – WE ARE OBLIGATED TO ENABLE TRANSFORMATION



THE BEST RUN 

Sustainability at SAP – Exemplar & Enabler



Purpose

Help the World Run Better and Improve People’s Lives



Sustainability

Creating Positive Economic, Environmental and Social Impact within Planetary Boundaries



Exemplar

Leading by example in our own sustainable business operations and practices

Enabler

Providing products & services that meet the sustainability challenges and opportunities of our customers



Holistic Steering & Reporting



Climate Action
Zero Emissions



Circular Economy
Zero Waste



Social Responsibility
Zero Inequality

Ethical business practices

SAP supports the Sustainable Development Goals



DATA

PROCESS

PEOPLE

SAP Sustainability Control Tower – Data Sourcing & Key Figure Management

Business challenge



- Need to move from annual reporting to **ongoing performance management**
- Disparate information of Sustainability / ESG related data, multiple Data sources, **non-harmonized data structures**
- Manual collection** and management of data no longer sufficient

Solution

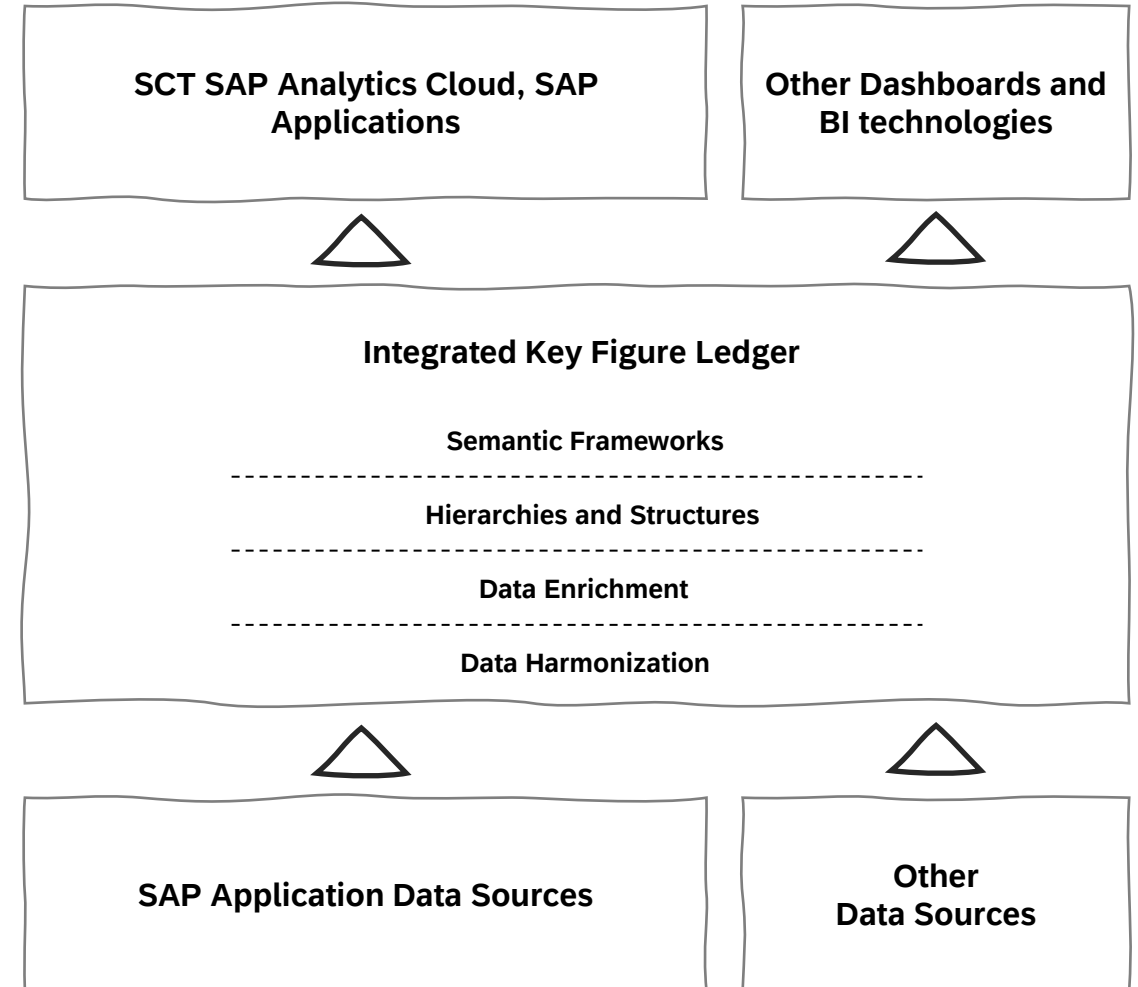


- Powerful and flexible technology platform to **consolidate, harmonize and enrich Sustainability / ESG related data**
- Pre-shipped data models to **support established reporting frameworks** (i.e. WEF MSC, GRI and others in the future...) as well as customer specific adaptations
- Import of data from any source but enhanced value by **direct integration with SAP Data Sources**

Benefits



- Accelerated route to **integrated ESG reporting** and performance management
- Harmonized Sustainability / ESG data** along leading structures in Finance and HR
- Transparency** on data quality and data lineage



Emissions Monitoring

Climate
Protection
Emissions13 - 13.4a SDG
123.1 - 573 GRI

Status

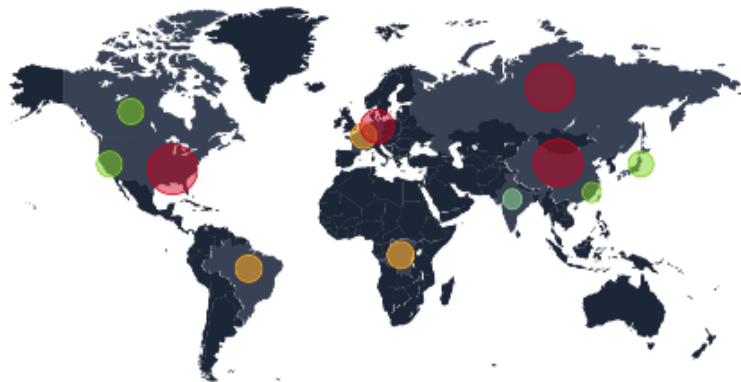
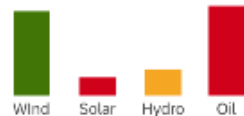
< 422.3
6% reduction

Target

123.1 Tons
42% reduction >

Average Emissions (in kg CO2e/kWh)

Active Car Production

Americas
28%Eurasia
19%Asia Pacific
13%Energy Profile
Providers*M-KWh
116.8Consumption
Ratio

Materials Use & Management

Materials
& Resource
Conservation12.2 - 12.3d SDG
302 - 304-7 GRI
(OI9326). v5.0 IRIS+

Status

64.2 %
2.1% reduction

Target

87.2 % Utilization
23% reduction

Material Breakdown in Manufacturer

Active Car Production

Raw Materials
Recycled
Recaptured
Non Recyclable

69% Ferrous Metal
8% Non-Ferrous Metals
9% Plastics
3% Glass
2% Rubber
3% Tires
1% Electrical Parts
1% Carpets
2% Fluids
1% Others



Material Usage Responsibility



Europe
Americas
Ocena
Asia



Units	Weight	Locations	Fees	Tax	Total
2,977,103	98,794,913	27	1,361,117	21,481	157,598

Material Mix

Materials

Equality Monitoring

Human Rights
& Equality Status8.4 - 8.4.3b SDG
506 - 602-8 GRI
(OI9326). v5.0 IRIS+

Status

72 points
3p increase

Target

94.5 points
22.5p increase

Company Equality Profiles

SuccessFactors



Gender Mix

62% 32%

Management

73% 27%



Diversity Score

72% vs

Best Rated

SAP 85.89%



Ethnicity Distribution Score

17pts

Governance and Policy

Respect and Due Diligence

Remedy and Grievance Mechanisms

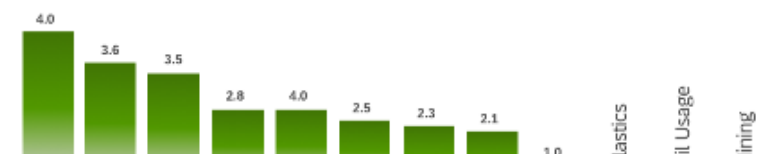
Practices

Transparency

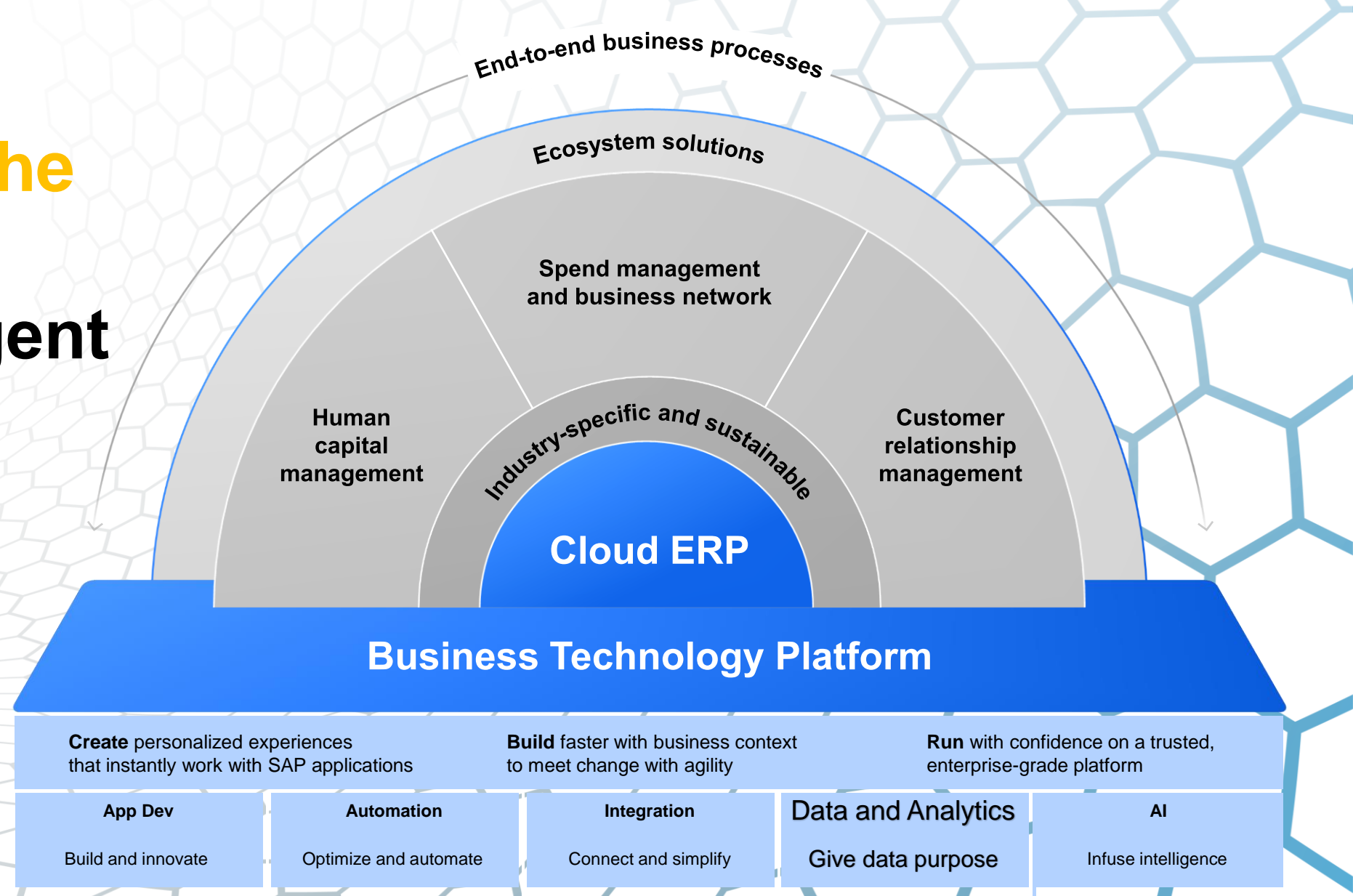
Leadership Trust Index

Employee Sentiment: By Topic

qualtrics



SAP BTP is the foundation of the Intelligent Sustainable Enterprise



Data & Analytics - Market Observations



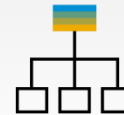
**Deliver business
data in business
terms**



**Build trusted
data foundation**



**Ensure
governance and
compliance**



**Maximize return
on data
investments**



**Support closed-
loop decision
making**



**Build on a
mission critical
stack**

SAP Data and Analytics Address Customer Priorities



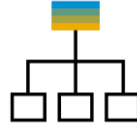
Deliver business data in business terms

- Utilize full context of SAP data preserving calculations and business logic
- Prepare and transform data to meet business requirements
- Trace data lineage and transformations



Build trusted data foundation

- Gain a unified, trusted view of data across the enterprise
- Deliver 'Intelligent Data Apps' with one database-as-a-service
- Manage complex data types and processes across distributed environments
- Accelerate projects with best practice business content



Maximize return on data investments

- Interoperate with 3rd party data platforms and tools
- Utilize existing employee skills
- Leverage existing technology investments



Ensure governance and compliance

- Assure data anonymization, security, and privacy
- Leverage data standards
- Implement cohesive master data management strategy
- Improve data quality



Support closed-loop decision making

- Bring analytics, planning and execution together
- Provide intelligent planning with simulations and predictions
- Use AI and ML to augment analytics
- Implement analytics and planning at the point of decision
- Simply compose custom analytics apps



Build on a mission critical stack

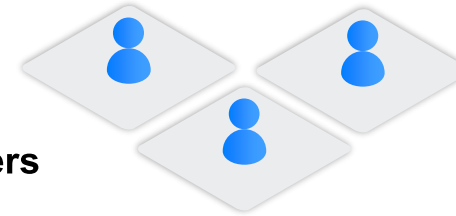
- Seamlessly integrate with systems of record
- Run on multiple cloud providers
- Maintain high availability and resiliency worldwide
- Provide predictable scalability and performance

Build a Trusted Data Foundation



A business data fabric radically simplifies your data landscape

Data consumers



Data access

Data discovery

Orchestration

Processing and persistency

Data ingestion

Governance | Data Quality | Privacy | Security

Data sources



Business data fabric powered by SAP Datasphere

Open for partner integrations

Data consumers

Planning and analytics

Intelligent data applications

Data science



Business data fabric running in SAP BTP

Data management

Data warehousing

Business semantics

Data catalog

Data privacy

Real-time data

Data virtualization

Business content

Data quality



Data replication or federation

SAP and other Business Apps

Streaming (IoT, big data, etc.)

Structured (databases)

Semi-structured (logs, flat files, etc.)

Unstructured (text, images, etc.)

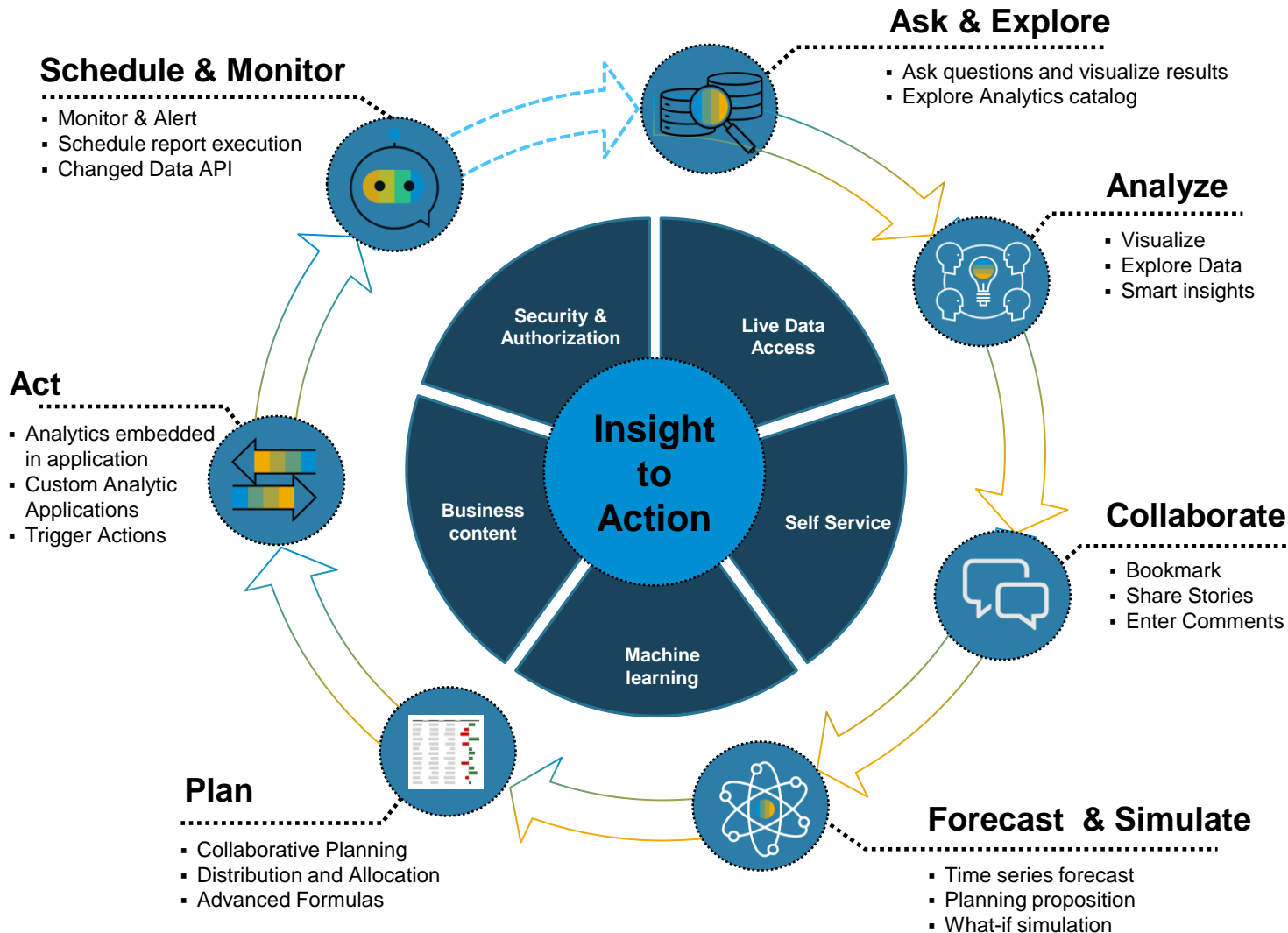


Closed-Loop Decision Making



Support closed-loop decision making

SAP data and analytics solutions



- Increase agility with analytics and planning in one solution
- Utilize the full context of real-time SAP data
- Deliver high-performance analytics at scale
- Automate insights with machine learning
- Quickly compose specialized analytic apps
- Deliver analytics closer to the point of decision
- Connect financial and operational plans seamlessly integrated with SAP applications

SAP Analytics Cloud brings together analytics and planning, for all users, and with unique integration to SAP applications

Create leading edge analytics for all users



- Deliver high-performance analytics at scale
- Quickly compose specialized analytics apps
- Automate insights with machine learning

Derive unique insights from your most valuable data



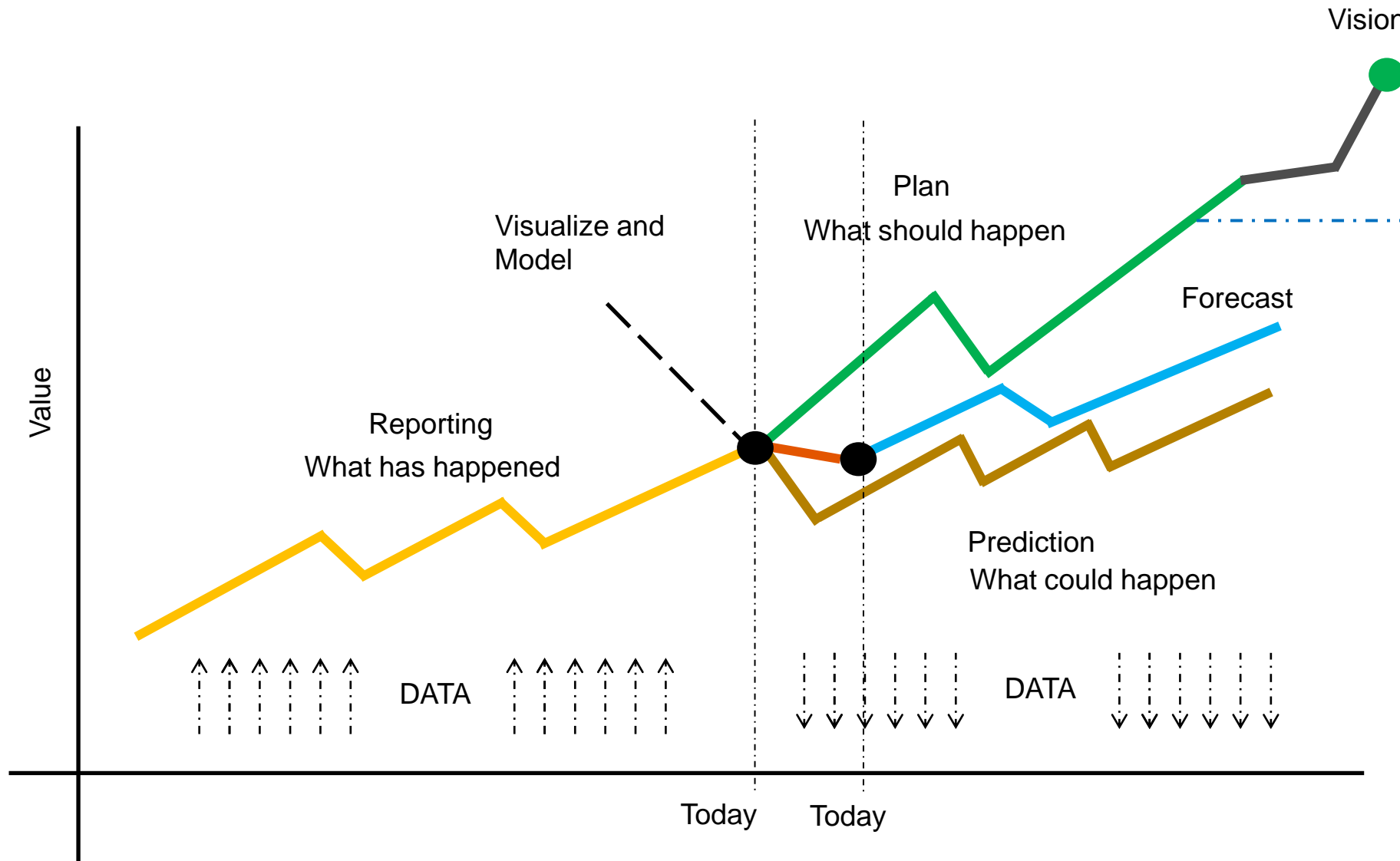
- Utilize the full context of SAP data
- Bring analytics closer to the point of decision
- Accelerate projects with prebuilt business content

Drive agile decisions with integrated planning and analysis



- Instantly move from insight to action
- Simulate any scenario for better outcomes
- Automatically generate plans from predictions

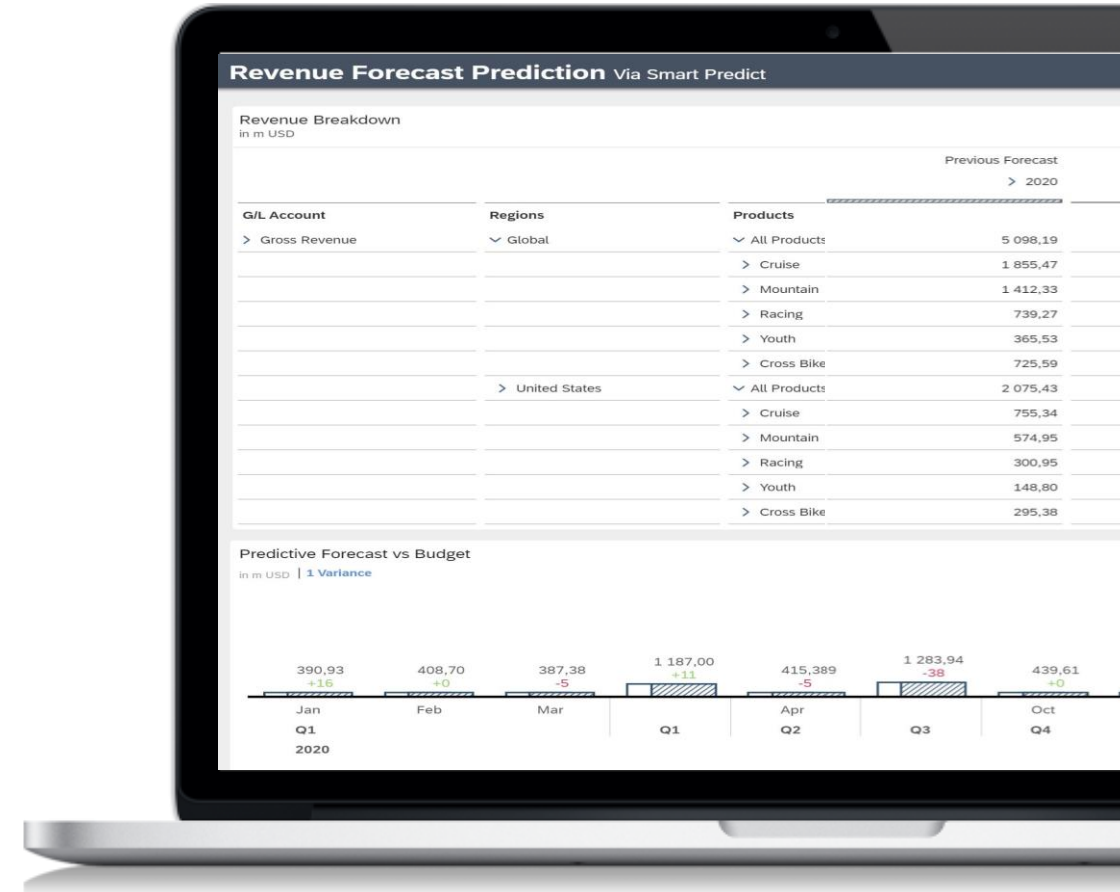
BI, Predictive and Planning – Better Together



Predictive Planning

Combine the power of planning and predictive forecasting to accelerate planning cycles

- Planners generate accurate forecasts on top of actuals to accelerate their day-to-day planning activities
- Add predictive forecasts back to planning models to support data-driven business decisions
- All without the need for machine learning expertise





F. Hoffmann–La Roche AG

Powering Predictive Financial Forecasts with SAP Analytics Cloud

2

Hours to generate a CHF 4 billion financial forecast vs **several weeks** involving 30 Finance resources

7%

Improvement in forecast accuracy using **predictive planning** vs manual process

14k

forecast **entry data points** now **automated** with SAP Analytics Cloud (out of 20k)

Enterprise Analytics Platform



[SAP](#)

[Go to SAP](#)
[Sample 54 Application](#)

[File](#)
[Edit](#)
[View](#)
[Window](#)
[Help](#)

Query 04

		Actual T ₁ 2018 T ₁	Q3 2018	Q3 2018	BT Budget 2018	BT Percent 2018		
All Products	T ₁	All Customers	T ₁	206,99	207,72	129,39	794,34	234,34
Credit	All Customers			98,37	98,37	12,283	238,35	678,35
Invoice	All Customers			137,28	77,37	23,23	239,23	239,23
Rating	All Customers			141,34	100,49	100,49	223,34	223,34
R300 Bill	All Customers			11,84	7,80	7,80	23,32	23,32
R300 Bill	All Customers			55,64	38,67	129,23	239,23	239,23
R300 Bill	All Customers			74,45	39,23	23,23	232,10	232,10
Youth	All Customers			39,41	39,41	67,87	67,87	677,87
Y300 Bill	All Customers			12,30	9,24	923,39	67,86	67,86
Y300 Bill	All Customers			15,57	15,57	86,86	206,86	206,86
Y300 Bill	All Customers			12,04	9,25	65,44	56,82	556,82
All Products	T ₁	All Customers	T ₁	396,99	207,72	129,39	794,34	234,34
Credit	All Customers			98,37	98,37	12,283	238,35	678,35
Invoice	All Customers			137,28	77,37	23,23	239,23	239,23
Rating	All Customers			141,34	100,49	100,49	223,34	223,34
R300 Bill	All Customers			11,84	7,80	7,80	23,32	23,32
R300 Bill	All Customers			55,64	38,67	129,23	239,23	239,23
R300 Bill	All Customers			74,45	39,23	23,23	232,10	232,10
Youth	All Customers			39,41	39,41	67,87	67,87	677,87
Y300 Bill	All Customers			12,30	9,24	923,39	67,86	67,86
Y300 Bill	All Customers			15,57	15,57	86,86	206,86	206,86
Y300 Bill	All Customers			12,04	9,25	65,44	56,82	556,82

Available Objects

Search

Filter

Measures

Dimensions

Select All

Original Sales Price

Price Effect

Gross Revenue

Gross Margin

Measures (30 selected)

Customers

Location

Property1

Product

Customers

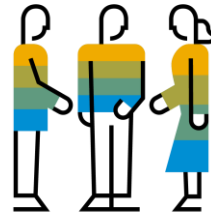
Sales Manager

State

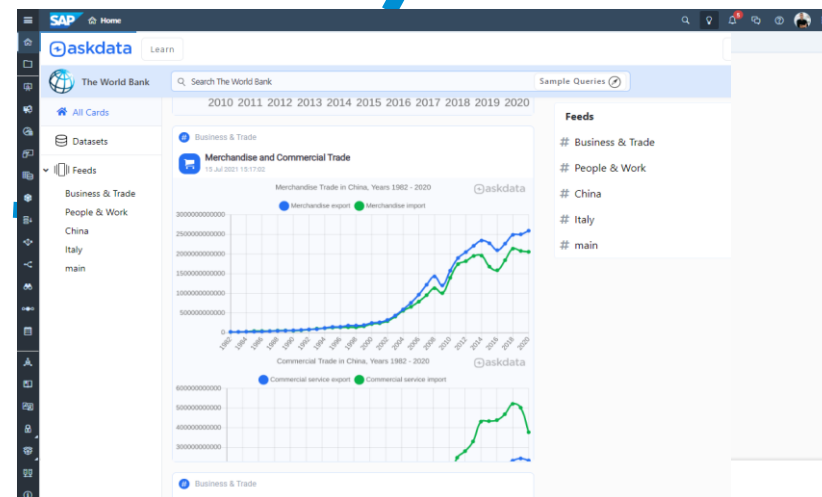
Version

Dimensions (30 selected)

Customers



Search Driven Analytics (Askdata H2)



Optimized Story: story unification

Design

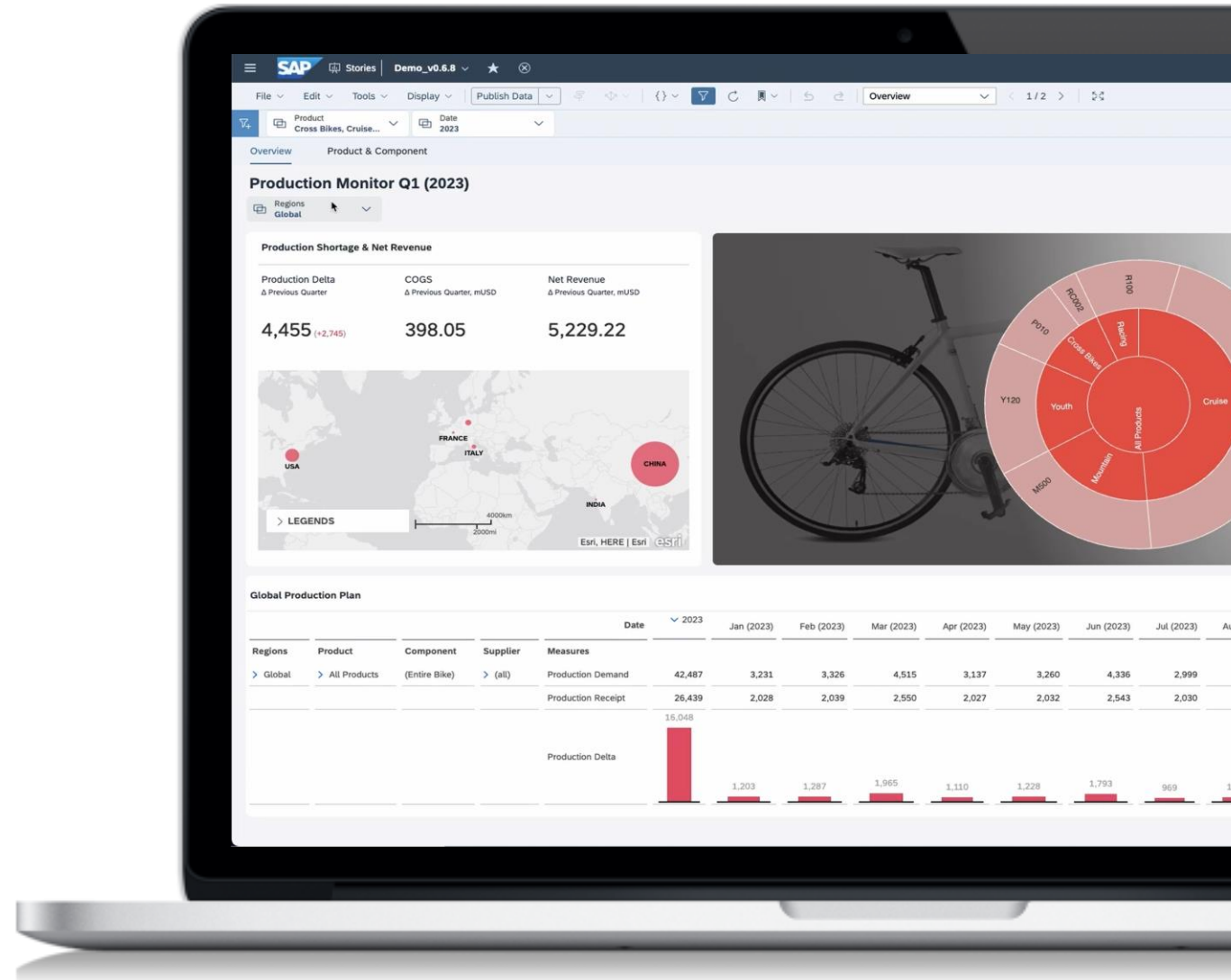
- Self-service story building
- Extends existing *optimized story* capabilities
- No-code features of analytic applications, such as custom widgets, theming

Extend

- Smooth extension through scripting
- Low-code and advanced coding capabilities of analytic applications

Present

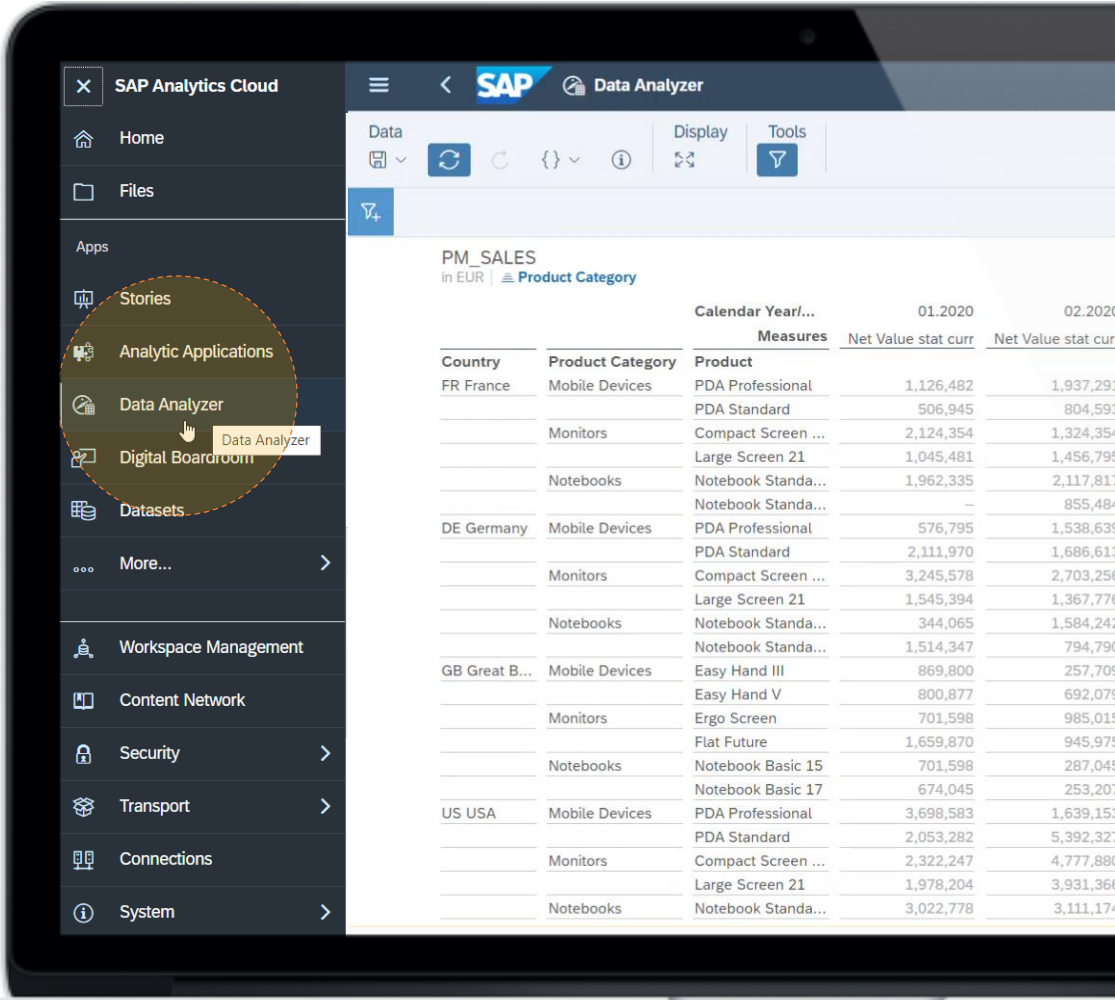
- Ability to compose your presentation
- SAP Digital Boardroom concepts, such as navigation paths through story contents



Data Analyzer

Query your data directly and perform ad-hoc analysis in a pivot-table style analysis view

- Supports SAP BW Live queries, SAP HANA Live views and SAP Analytics Cloud models
- Users can find a list of recent insights on the Data Analyzer start page
- Open an existing Insight or discover new insights by starting a new data exploration



SAP Analytics Cloud

Home

Files

Apps

- Stories
- Analytic Applications
- Data Analyzer**
- Digital Boardroom
- Datasets

More...

Workspace Management

Content Network

Security

Transport

Connections

System

SAP Data Analyzer

Data

Display Tools

PM_SALES

In EUR | Product Category

		Calendar Year/...	01.2020	02.2020
		Measures	Net Value stat curr	Net Value stat curr
FR France	Mobile Devices	PDA Professional	1,126,482	1,937,293
		PDA Standard	506,945	804,593
	Monitors	Compact Screen ...	2,124,354	1,324,354
		Large Screen 21	1,045,481	1,456,795
DE Germany	Notebooks	Notebook Standa...	1,962,335	2,117,817
		Notebook Standa...	—	855,484
	Mobile Devices	PDA Professional	576,795	1,538,635
		PDA Standard	2,111,970	1,686,613
GB Great B...	Monitors	Compact Screen ...	3,245,578	2,703,256
		Large Screen 21	1,545,394	1,367,777
	Notebooks	Notebook Standa...	344,065	1,584,247
		Notebook Standa...	1,514,347	794,799
US USA	Mobile Devices	Easy Hand III	869,800	257,705
		Easy Hand V	800,877	692,075
	Monitors	Ergo Screen	701,598	985,015
		Flat Future	1,659,870	945,975
	Notebooks	Notebook Basic 15	701,598	287,045
		Notebook Basic 17	674,045	253,207
	Mobile Devices	PDA Professional	3,698,583	1,639,153
		PDA Standard	2,053,282	5,392,322
	Monitors	Compact Screen ...	2,322,247	4,777,880
		Large Screen 21	1,978,204	3,931,366
	Notebooks	Notebook Standa...	3,022,778	3,111,174

Askdata integration into SAP Analytics Cloud

H2 2023

Targeting casual end user

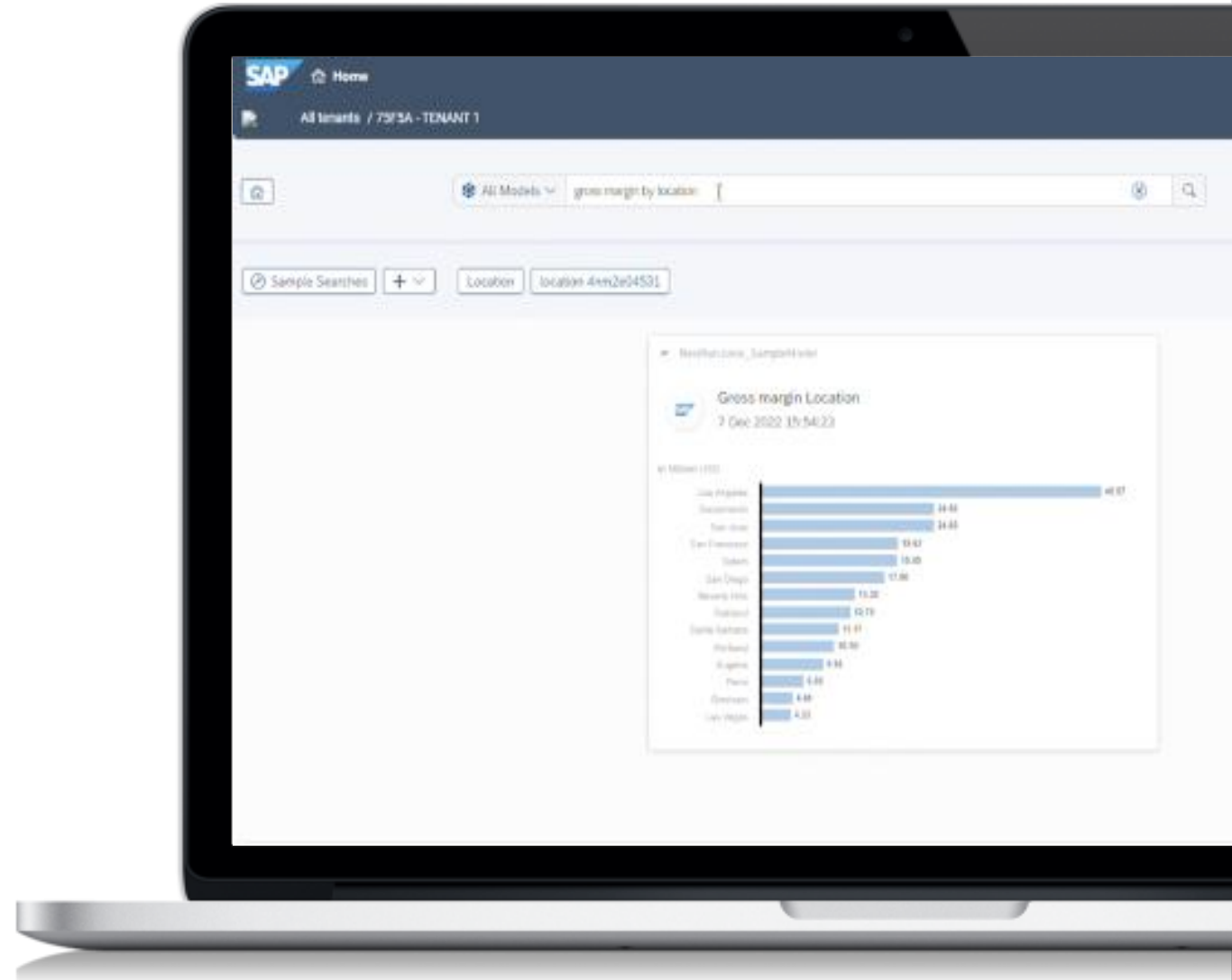
- Transformer based natural language query and generation improves language understanding
- Lightweight personalized feeds and watchlists
- Multi-language

Integrated

- All data models both live and acquired
- Embedded in digital workspaces and enterprise applications
- Prebuilt content and synonyms

Smart

- Continuous learning
- Integrated with Smart Insights and Smart Discovery



SAP Datasphere & SAP Analytics Cloud

Key Areas where SAP Datasphere adds value to SAC

Connectivity & Integration



- Connect to a wide range of cloud and on-premise sources
- Easily access external data via SAP Data Marketplace

Self Service Modeling



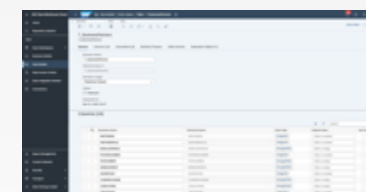
- Self Service data modeling for business and IT
- **Spaces** to access and share models within zones of trust

Business Semantics



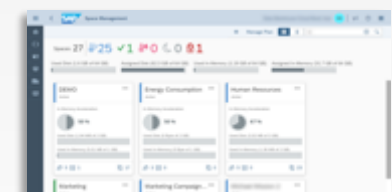
- Enriched semantical information can be leveraged by SAC
- Easy retrieval and creation of business semantics

Advanced Data Management



- Support of ETL processes via **Data Flows**
- Extend with **BW Bridge** for cloud-only data warehousing

Governance & Operations



- Scalable, secured and governed storage for enterprise data
- **One Data Catalog** with company-wide metadata and lineage

Growing Together: SAP Data Warehouse Cloud & SAP Analytics Cloud



Common Data Foundation

Analytics-as-a-Service

Planning-as-a-Service

Today

Q1.2023*

2024*

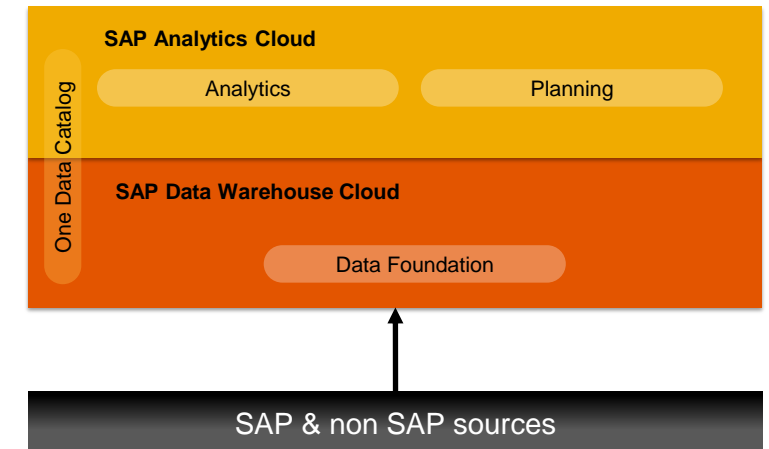
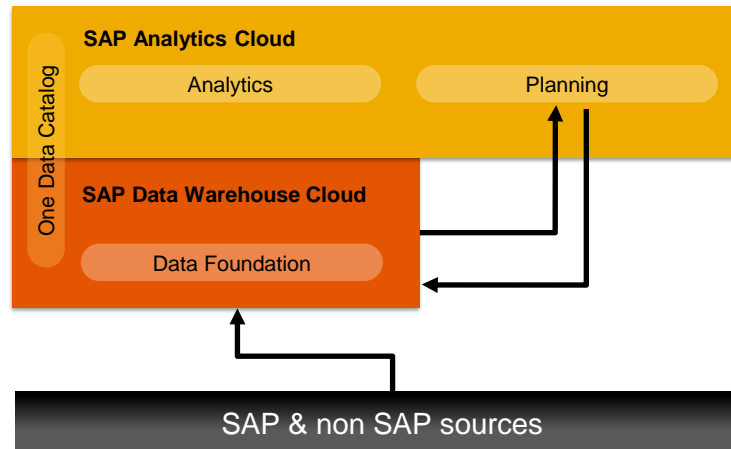
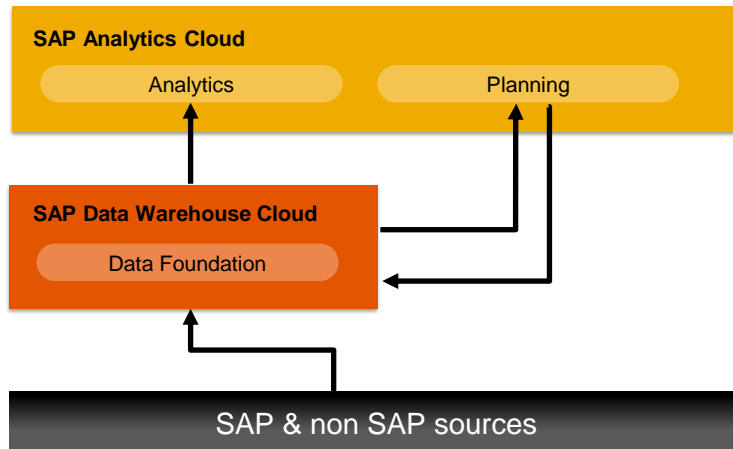
SAP Datasphere as common data foundation with live access for analytics and bi-directional integration for planning



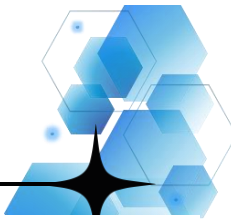
SAP Datasphere Models to become a native & integrated model type in SAC. One Catalog across SAP Datasphere & SAC



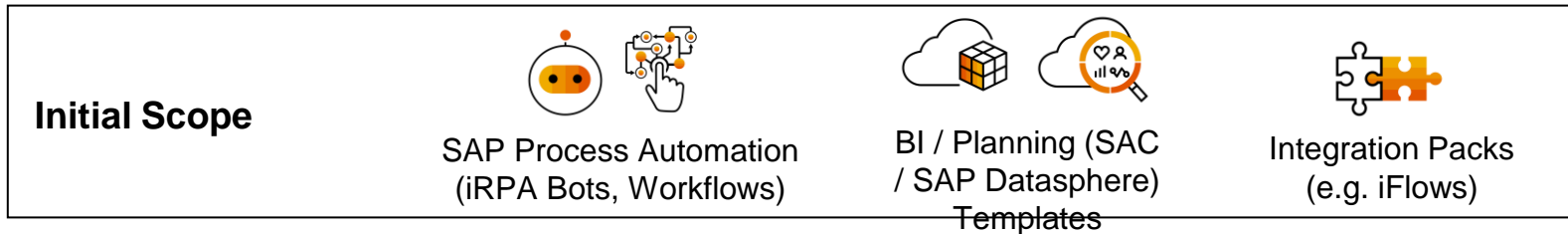
Streamlining planning and analysis with reduced modelling efforts



What is Business Content on BTP?

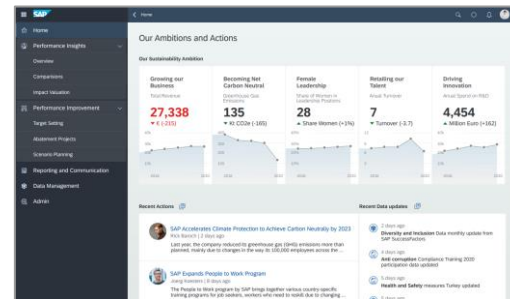


SAP BTP Business Content are **pre-packaged objects/templates** encompassing **best practices** that can be deployed as part of a specific **SAP BTP service**, to **jump start** customer implementations

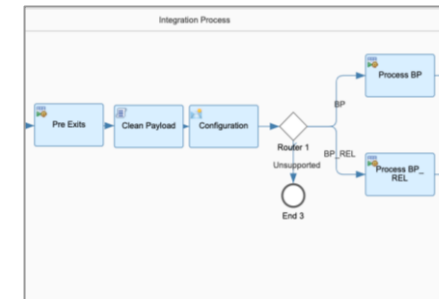


A	B	I	J	K	L
Cost Center Input in USD					
		Plan-201707	Plan-201708	Plan-201709	Plan-201710
Financials (DE)	* Operating Expense	106,532	-	67,500	184
	▶ Building Expense	-	-	4,551	105
	▶ Depreciation & ...	-	-	9,860	12
	▶ Employee-relat...	106,532	-	27,303	34
	▶ Other Operatin...	-	-	25,787	32
Purch & Store 1 (DE)	* Operating Expense	9,685	-	-	-
	▶ Building Expense	-	-	-	-
	▶ Other Operatin...	9,685	-	-	-
R&D (DE)	* Operating Expense	183	-	-	-
	▶ Other Operatin...	183	-	-	-

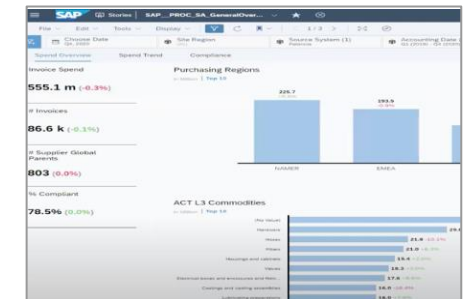
Integrated Financial Planning



Sustainability Control Tower



S/4HANA to CX Integration



Spend Analysis

*E.g., Financial Planning & Analysis takes **6 Months** to deliver when started from scratch as compared to **2-4 Weeks** when using business content – **6X accelerated time to value***

More Info: [SAP Business Content Blog](#) | [SAP API Business Hub](#) | [SAP Analytics Content](#) | [SAP iRPA Store](#)

Key Takeaways

1. Keep things **in context on a trusted platform**
 2. Ensure **governance and compliance**
 3. Respect closed **loop decision making**
 4. Data **portability across multiple clouds**
 5. Leverage an **open ecosystem**
- Keep track [on the latest updates](#)
 - Or join our [LinkedIn BTP Group](#)

Where to Start?

How SAP Ensures a Successful Outcome



SAP BTP Onboarding Center | Why and How

Why?

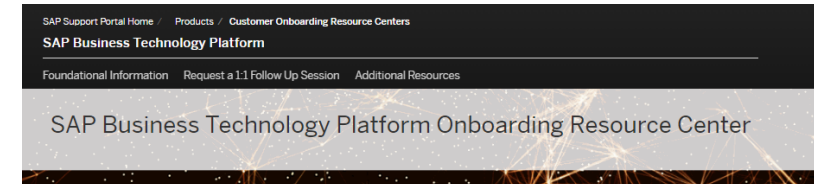
The SAP BTP Onboarding Center understands that getting started on the right path is fundamental to a successful implementation. Our focus as your SAP BTP Onboarding Advisor is to help you by:

- Obtaining access to your services
- Empowering you with proper governance and structure
- Highlighting best practices and things to consider
- Providing helpful assets and resources for self-service guidance


How?

By offering live and on-demand **webinars** to give you the initial overview and demo of your solution and by offering **1:1 engagements** by appointment request, where we can focus on your specific use case.

Getting in touch with us is easy! **Scan our QR code** or contact us while also exploring the various self-help resources we've created and loaded to the [BTP Onboarding Resource Center](#).




Foundational Information



Register for Live Onboarding Webinars


Designed to help you and your colleagues establish a foundation for success. These 60-minute sessions cover how you and your team can get started with your SAP Business Technology Platform (SAP BTP) solutions. Every session includes experts to field questions live.

Please register for the language and date that best suit your schedule.



View Recorded BTP Onboarding Webinars


We know it's not always possible to make live sessions. Accordingly, we've included recorded sessions available on demand. This includes onboarding and deep-dive sessions on topics of broad interest.





BTP Onboarding Blog Series & Quick Hit Videos

Get started on the right foot by exploring many foundational concepts critical to succeeding with BTP solutions in our onboarding blog series and curated videos on common onboarding topics.


Offering Types

SAP BTP Cockpit - Application Development & Integration

SAP Analytics Cloud (SAC) - Business Intelligence & Planning

SAP Data Warehouse Cloud (DWC)

Solution Scope



Request a 1:1 Follow Up Session

We know that the live and recorded sessions will give you a solid foundation to get started. We also acknowledge that there will invariably be some things that make your situation unique.

Accordingly, you can reach out to our team via the engagement request forms for a 1:1 follow up session. We ask that you go through one of the overview sessions in advance so you and your team have the foundational knowledge to make the time we spend together as impactful as possible.

✓ 1:1 BTP Onboarding Request Form for BTP Cockpit, SAC, and DWC

Additional Help

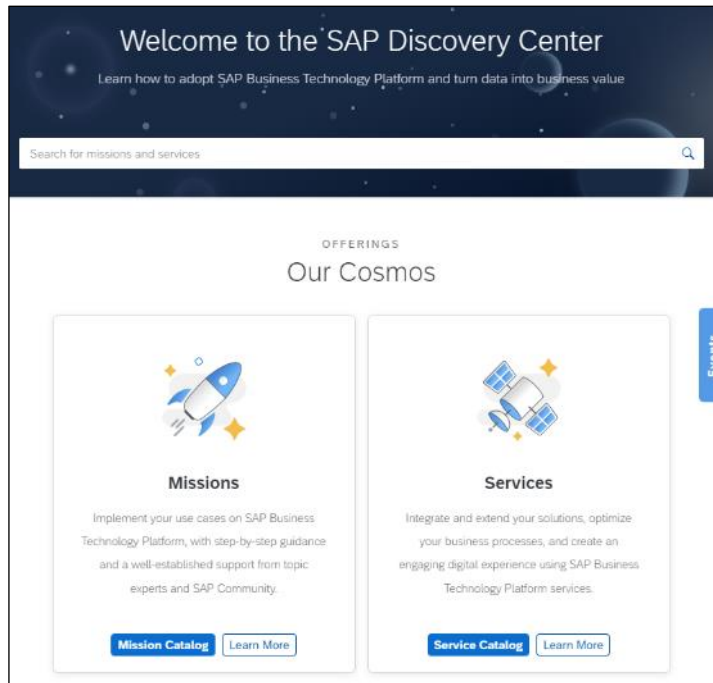
SAP Discovery Center

The Resource for SAP BTP Information & Guidance

Discovery Center
Demo Video



Explore BTP Use Cases & Services



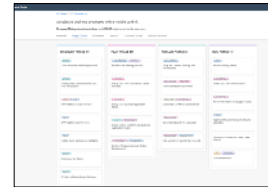
[SAP Discovery Center](#)

Find all SAP BTP related information

- [Use cases](#)
- [Free Tier Services](#)
- [Business Services](#)

Realize the Use Cases as a Mission

- Step-by-step guidance and tutorials
- Structured project board with phases and tasks
- Collaboration with SAP experts and partners



Be Inspired by Customer Stories

Take a look at [other customers' success](#)

Gain More Insights Into the Service(s)

- [Roadmaps](#)
- [Service plans](#)
- [Retiring services](#)



**Discover the
B and T of SAP BTP
with a 360° view**

Adapt the Architecture

Adjust your architecture and create your own solution diagram



Analyze & Estimate Costs

Check [pricing](#) with the integrated [estimator](#)



Start your data and analytics journey with SAP Datasphere

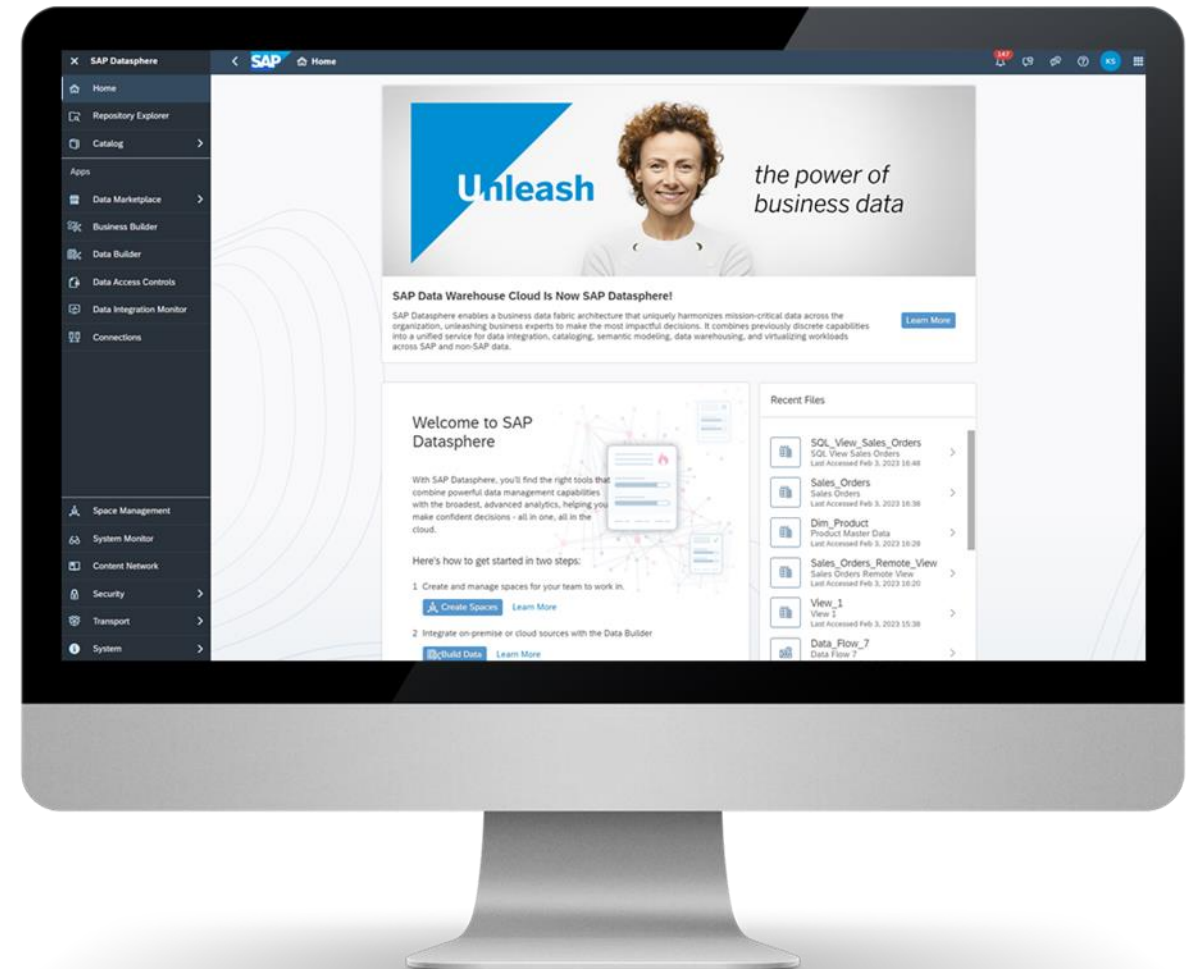
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