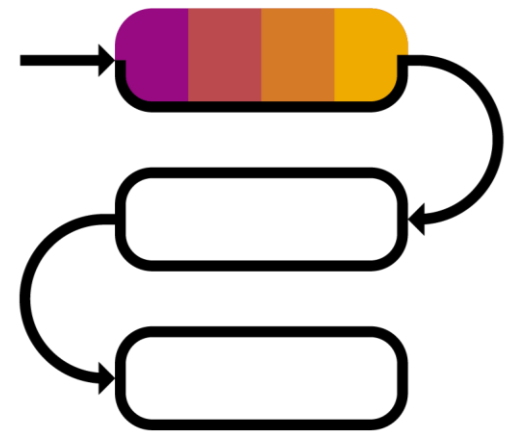




Extend, Enhance and Elevate ISM with SAP Process Automation

Product Success, SAP Process Automation
September, 2022

PUBLIC



THE BEST RUN



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Agenda

- **Recap - Overview of SAP Process Automation**
- Why SAP Process Automation with Procurement
- SAP Process Automation and SAP Ariba Use-cases / Demo
- Customer Success story – Natura &Co
- Resources
- SAP Process Automation Community
- How to get started
- Q&A





Accelerate Automation with Low-code/No-code Solutions

BOOST DEVELOPER PRODUCTIVITY

Unified development experience for application and process innovation to empower rapid, trusted innovation for all

BUILD PROCESSES FAST

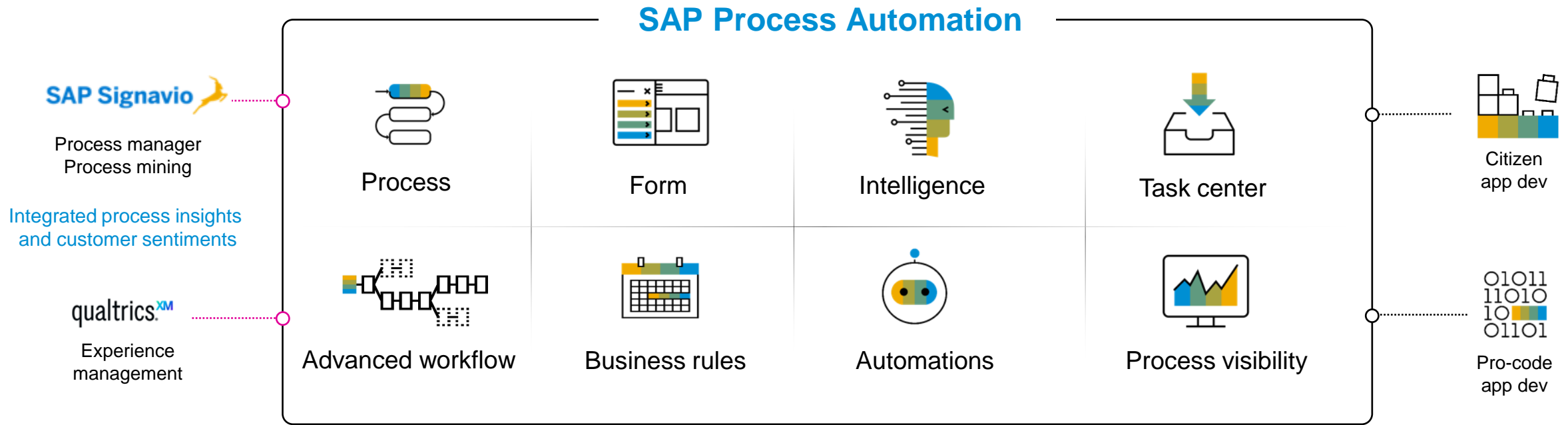
Vast library of pre-built processes, automations, templates, and integrations that work with your SAP and third-party applications

SIMPLIFY PROCESS AUTOMATION

Trusted and open enterprise platform to build, enhance and scale innovation across your business with lower TCO

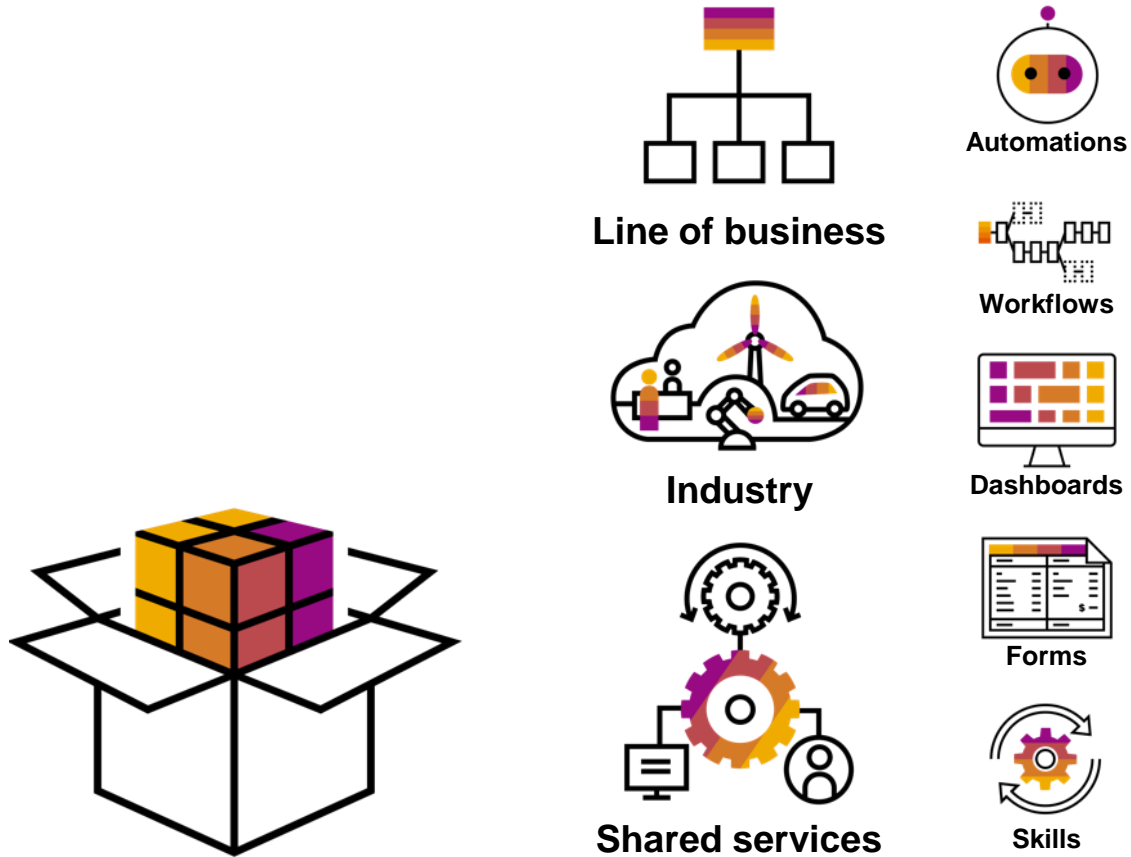
Introducing SAP Process Automation

Capabilities: citizen automation for line-of-business builders



- New **citizen automation user experience** (process builder, forms builder)
- All **advanced workflow management** capabilities available (rules, process visibility, process flexibility, AI)
- Embedded **RPA capabilities** to readily combine bot automations with workflows
- Content and **reusable artifacts** (such as bots, workflow components, process steps, actions)
- **Unified launchpad and task center** for citizen developer applications and automations

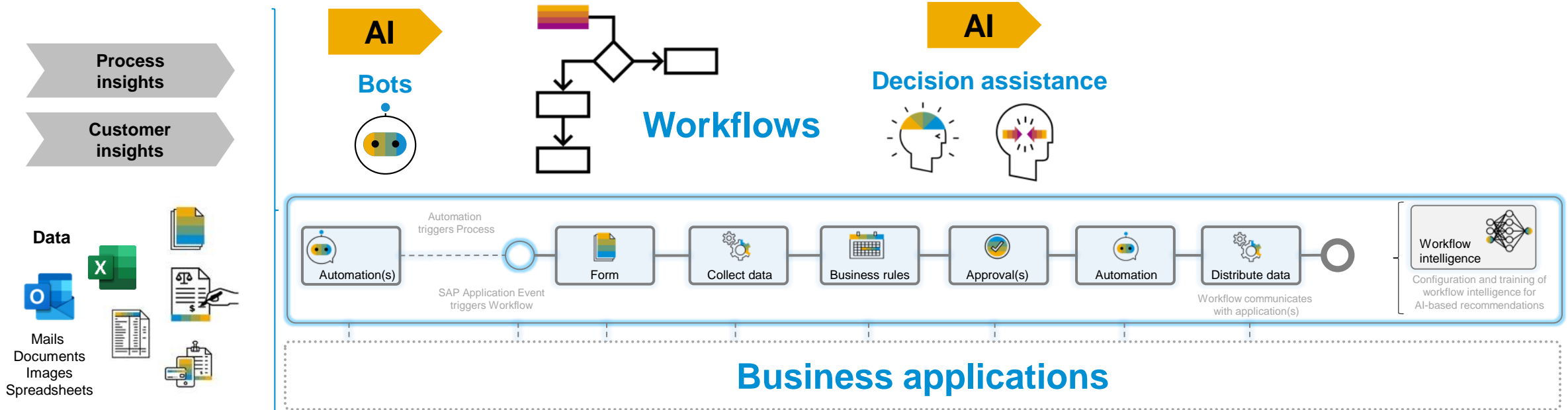
Accelerate business transformation with prebuilt content packages



- **Jump-start automation development** while making use of **best practices**
- Select from a wide variety of **prebuilt, directly usable packages**
 - across lines of business
 - industries
 - shared functions
- Content ranges from
 - **templated automations** (bots)
 - **processes** (workflows)
 - **process visibility dashboards**
 - **form** templates
 - **actions** (called skills) to **complete automation packages combining artifacts**

Embedded intelligence and decision support

Adding the value of AI in business process automation



SAP Process Automation enables LoB experts to

- Use machine learning for recommended actions based on workflow data correlation and attribute importance for the decision (**document attribute recommendation**)
- Configure and train machine learning explainability (MLX) for recommendations with confidence levels without any data science experience
- Leverage **document information extraction and classification** with bot automations
- **Classify and route business documents** to the right process, extract data from different sources and create records (such as sales order)

Why a Procurement Platform is Important

Make better spend decisions based on data from multiple sources and lines of business

Integrate procurement and line of business systems to manage spend, supply chains, and risk

Automate workflows and adapt business processes as procurement needs evolve

Why **Procurement Function** should care about Process Automation

Main Stakeholders

- COO
- Head of Procurement
- SAP IT CoE
- Business Process Transformation

Today's Challenges

Procurement involves a number of time consuming, manual processes that are ideally suited for the bots for example processes in contract management, category management, third party risk management, supplier relationship management. The RPA bots can be used to automate these manual task, transform the current work, overcoming complexity, fragmented work, gaps in data and visibility, system gaps and limited resources. RPA can help in automating both tactical and strategic procurement processes.

Automation Benefits:

Improve procurement functions that will translate to cost savings and increase efficiency of the resources
Low investment and higher efficiency
Non-intrusive application that resides above the enterprise applications

**ROI on procurement
operating cost**
Average – 4x
leading – 9x



**Procurement Cost as
a % of spend**
Average – 3.15%
leading by 0.62%



**Automation is anticipated
to provide the largest
impact on supply chains
in the next 3 years**



Benefits* : These numbers are for illustration purposes only. Please analyze use cases independently for true impact analysis

SAP Process Automation Use Case Patterns



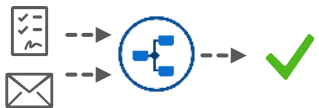
Human Intervention

Intelligent processes that require human intervention for notification, approval, information gathering, exception handling, etc.



Information Orchestration

Enhance the utility of your information by enriching it with data from various systems, with or without standard programming interfaces.



Intelligent Data Processing

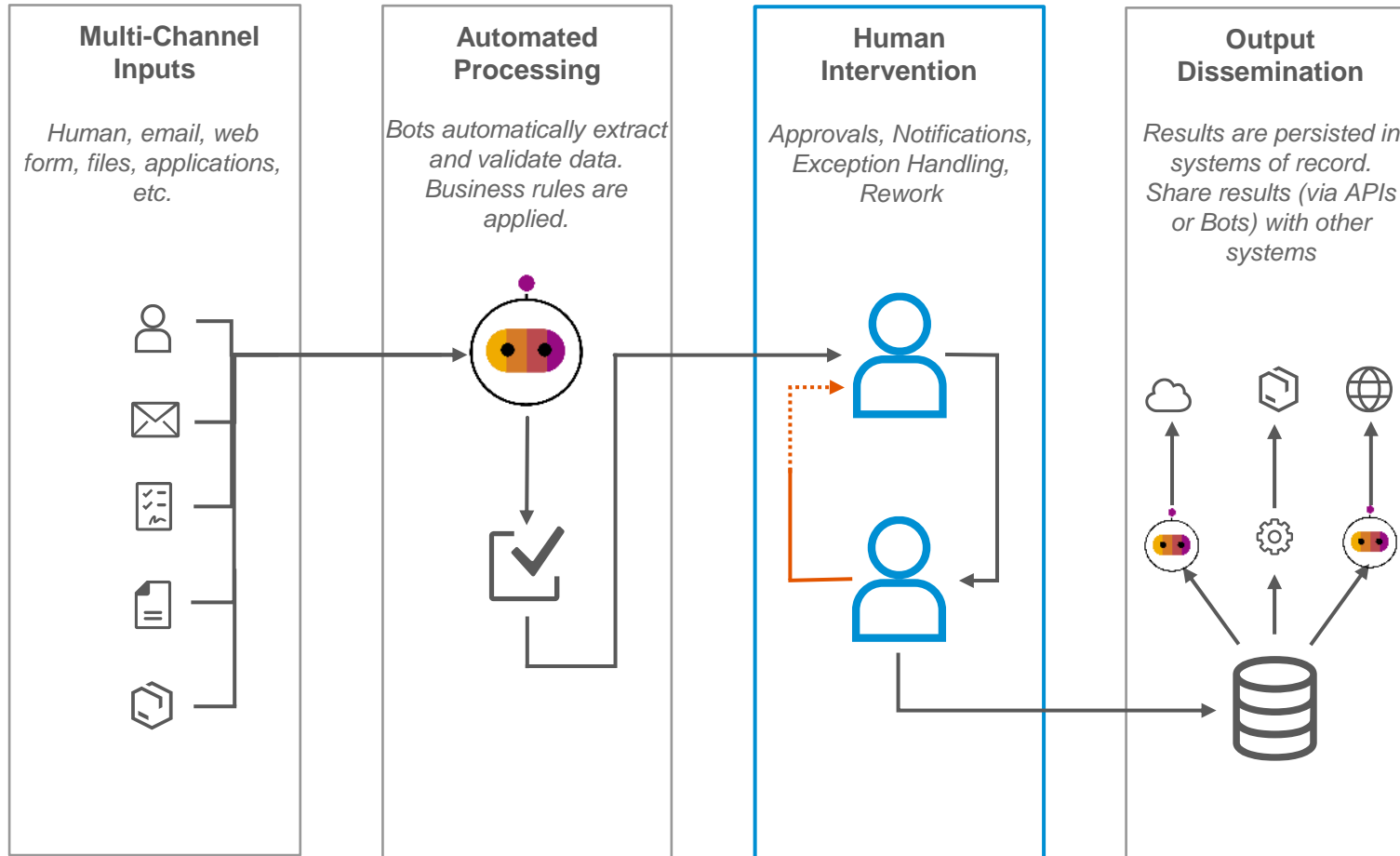
Collect data from users or 3rd party systems and intelligently act on that data to drive a business result.

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Human Intervention Use Cases Examples



Human Resources

- Employee Onboarding
- Expense Approvals

Finance

- CapEx Requests
- Project Budget Approval
- Payment Reminders
- Invoice Processing
- Expense Approvals

Sourcing / Procurement

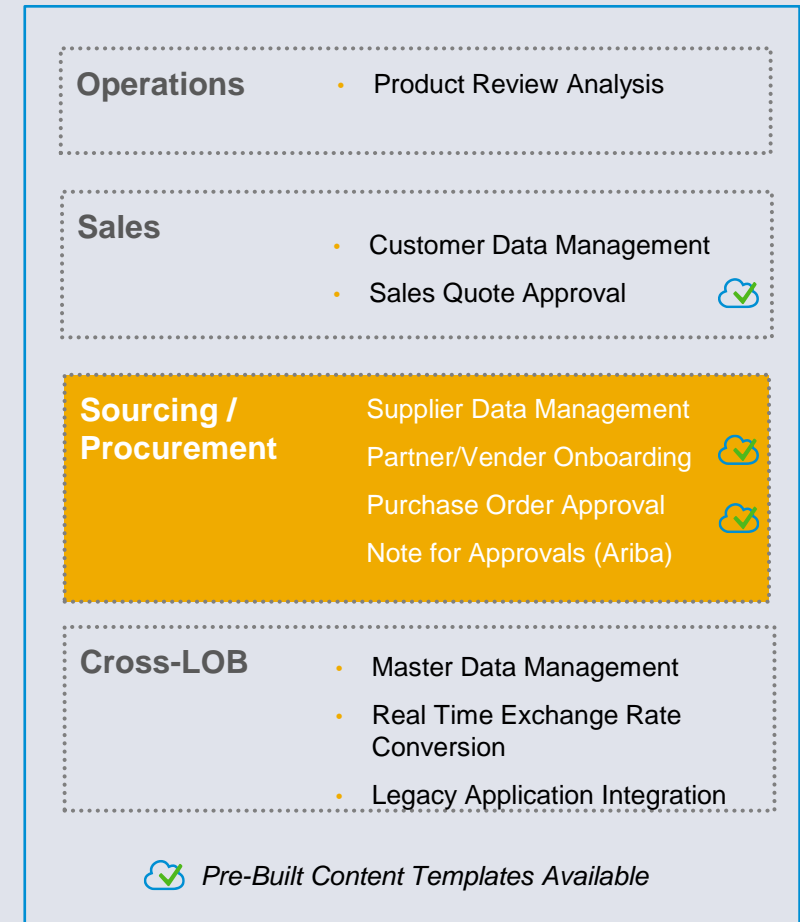
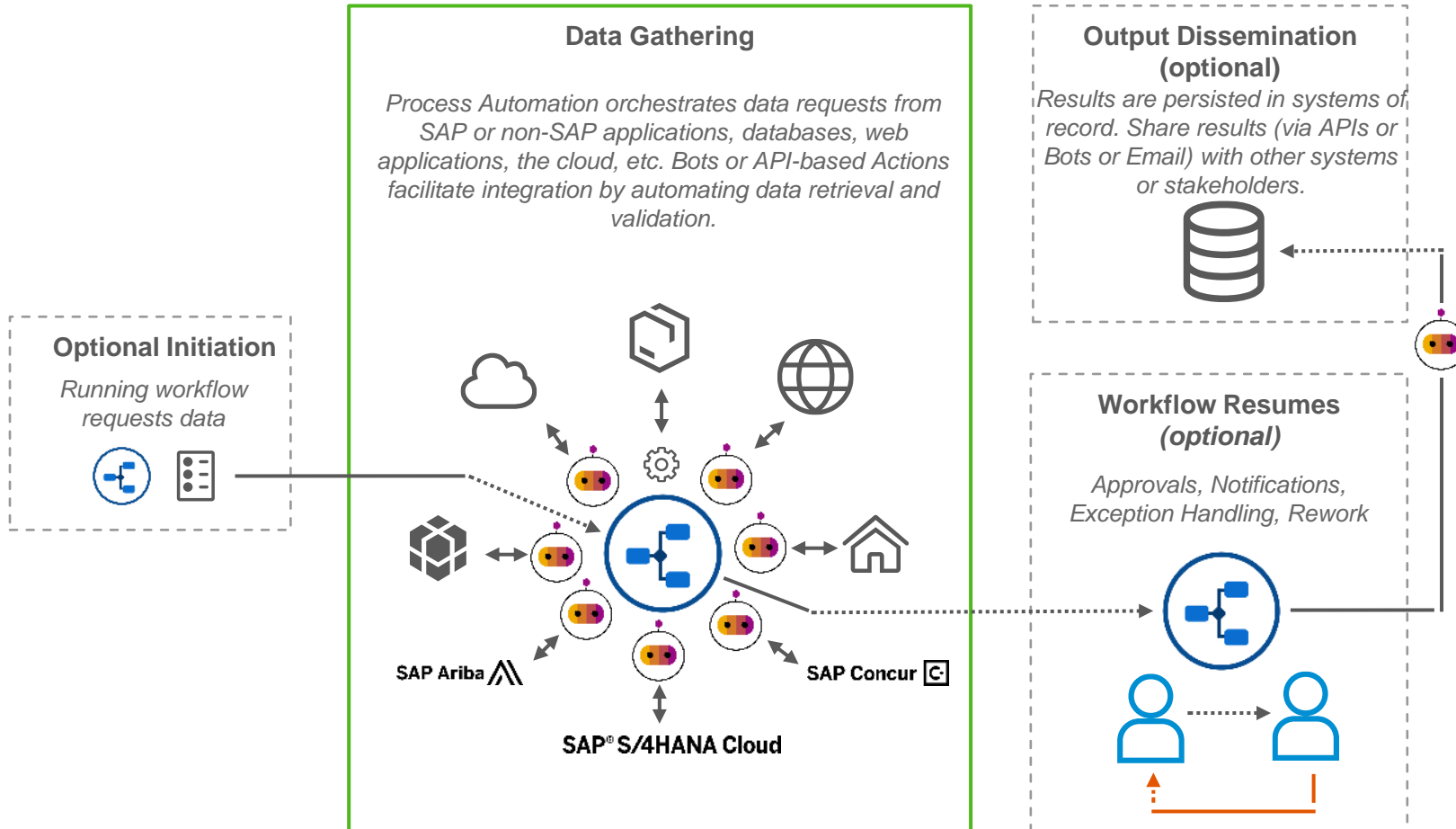
- Purchase Requisition
- Sales Order Approval
- Payment Change Request
- Line item Approvals

Asset Management/ Operations

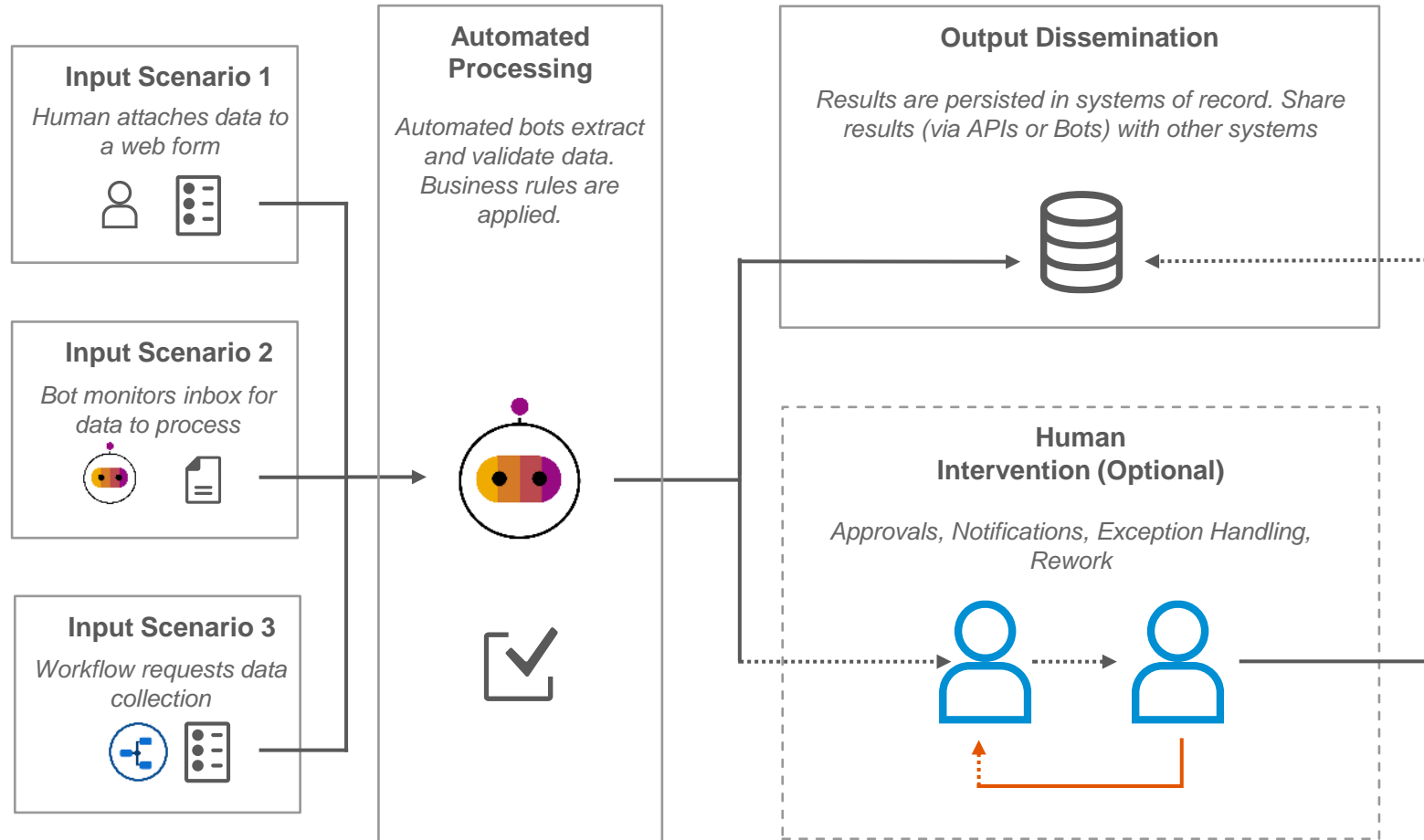
- Lease Termination
- Asset Write Off
- Contract Extension
- Contract Termination

Pre-Built Content Templates Available

Information Orchestration Use Cases Examples



Intelligent Data Processing Use Cases Examples



Human Resources

- Time Recording
- Leave Request
- Resume Mining

Sales

- Lead Processing
- Order Approval

Finance

- Purchase Record Updates
- Collection Reminders
- Statement Uploads
- Accrual Data Collection
- Advise of Payment
- Invoice Approvals

Sourcing / Procurement

- Vendor Onboarding
- Project Creation

Asset Management/ Operations

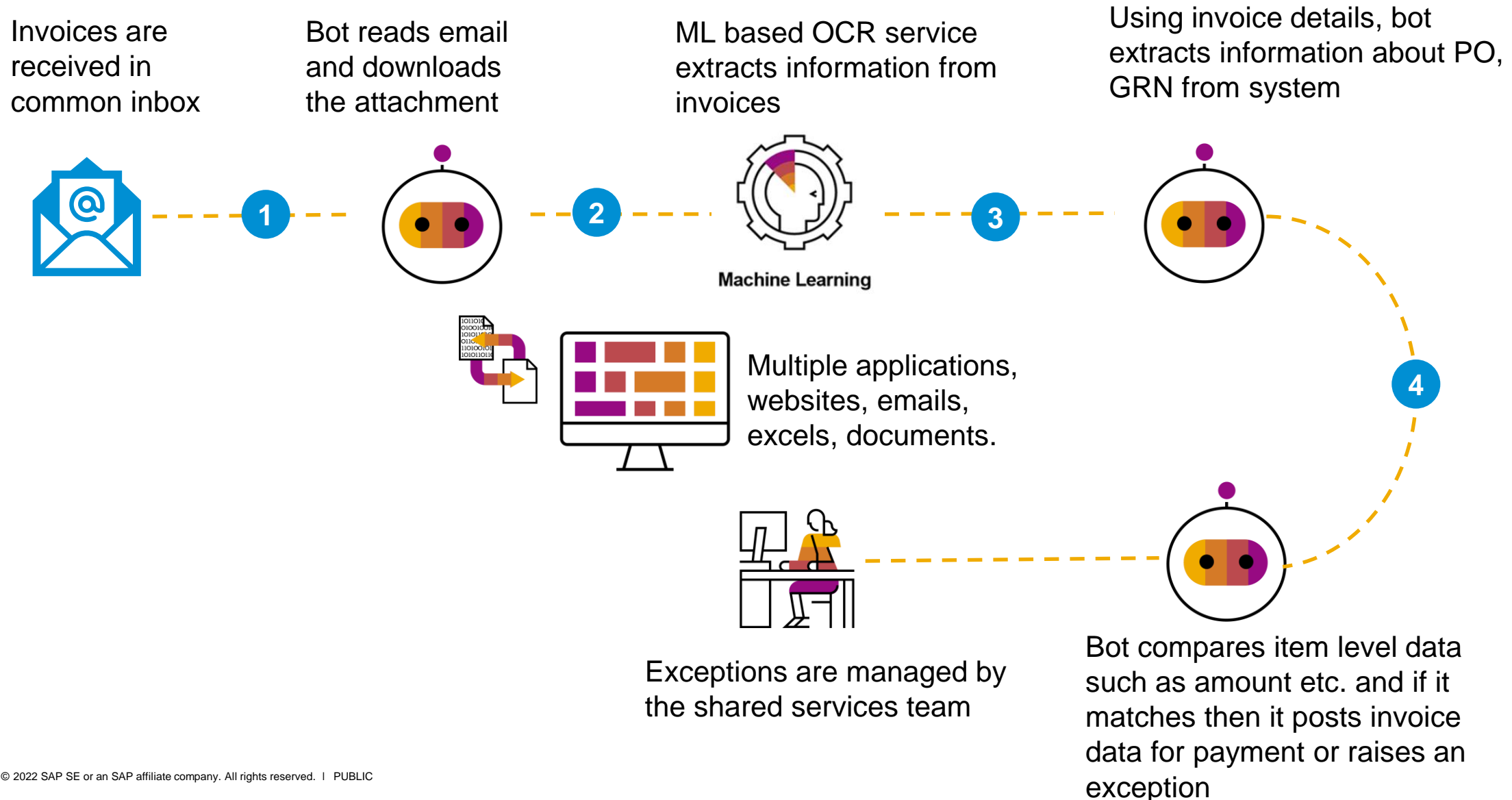
- Asset Creation Requests
- Plant Creation
- Product Change Request
- Delivery Notices

Pre-Built Content Templates Available

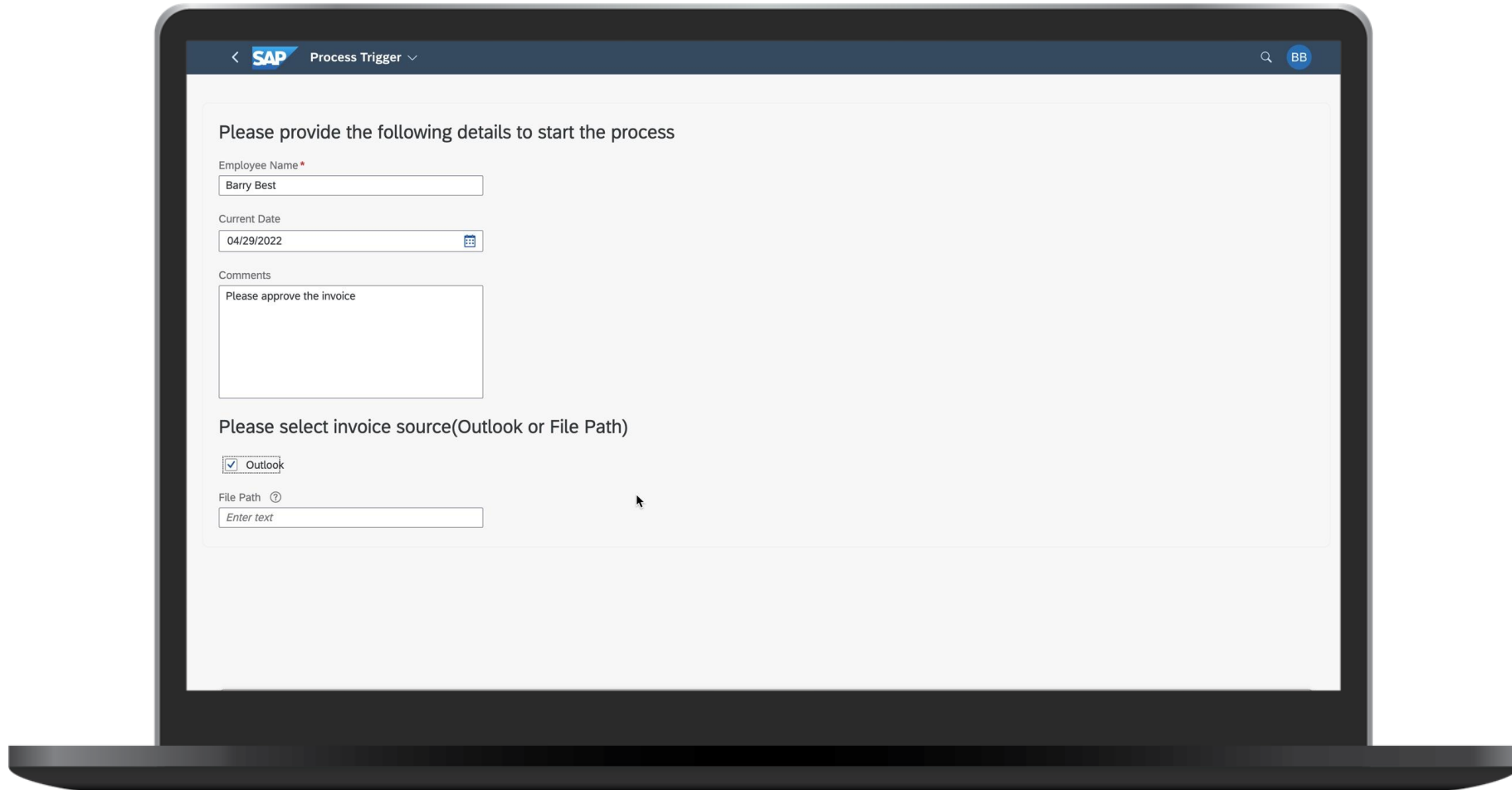
SAP Sourcing and Procurement Automation Heatmap

Key Automation Opportunity Areas	Supplier Management	Sourcing & Contract Management	Operational Procurement	Invoice Management	
	Supplier Evaluation	Source Assignment	Requirement Processing	Invoice Posting	
	Supplier Payment	Purchase Contracts	Purchase Order Management	Supplier Payment	
Use Case Examples	<div><div>1.</div><div>Automatic periodic update of vendor master</div></div> <div><div>2.</div><div>Supplier down-payment requests</div></div>	<div><div>1.</div><div>Quotation management</div></div> <div><div>2.</div><div>Contraction management</div></div>	<div><div>1.</div><div>Purchase requisition creation</div></div> <div><div>2.</div><div>Purchase order confirmation</div></div> <div><div>3.</div><div>Goods receipt inspection</div></div>	<div><div>1.</div><div>Automated posting of invoices</div></div> <div><div>2.</div><div>Invoice processing without PO</div></div>	
SAP Process Automation Benefits	<div>2%-10%</div> <div>Improved annual spend cost saving</div>	<div>Up to 100%</div> <div>Reduction in manual data entries</div>	<div>ZERO</div> <div><u>Manual errors</u></div>	<div>9X</div> <div>Improved RoI on procurement operating cost</div>	<div>100%</div> <div>Procurement compliance as per policy</div>

Use Case – 3 Way Invoice Matching



Invoice Processing Demo



The image shows a laptop screen displaying the SAP Process Trigger interface. The interface is titled "SAP Process Trigger" and includes a search icon and a user profile icon labeled "BB". The main content area is titled "Please provide the following details to start the process". It contains three input fields: "Employee Name" with the value "Barry Best", "Current Date" with the value "04/29/2022", and "Comments" with the value "Please approve the invoice". Below these fields is a section titled "Please select invoice source(Outlook or File Path)". It includes a checkbox labeled "Outlook" which is checked, and a "File Path" field with a placeholder "Enter text".

< SAP Process Trigger

Please provide the following details to start the process

Employee Name *

Barry Best

Current Date

04/29/2022

Comments

Please approve the invoice

Please select invoice source(Outlook or File Path)

☒ Outlook

File Path ⓘ

Enter text

CASE STUDY

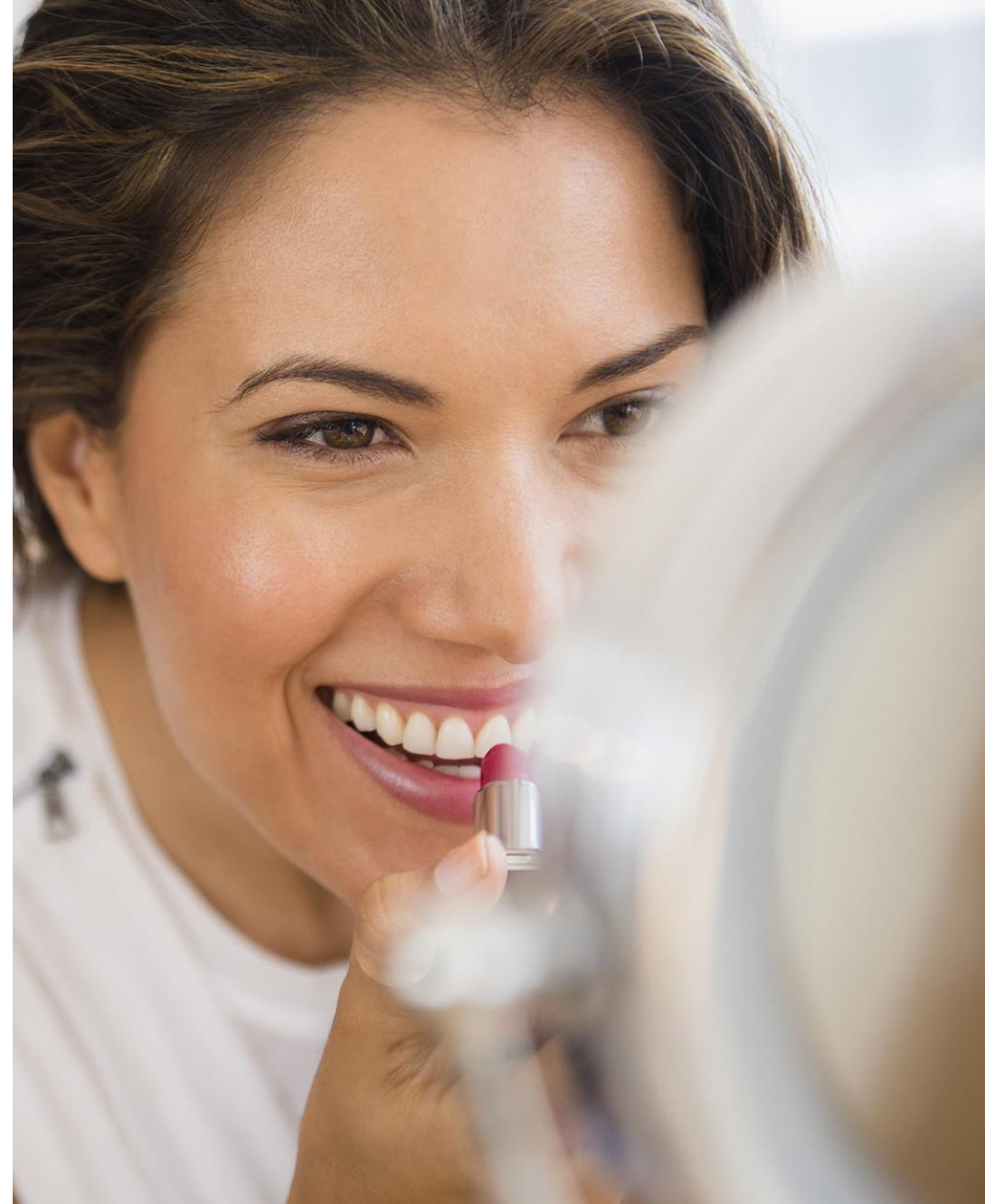


Spend Management

200 PURCHASE REQUESTS PER MINUTE

“As Natura becomes a global beauty company, SAP is helping us become an intelligent enterprise by connecting our businesses, our customers, and our Suppliers in a meaningful, socially responsible way.” [Natura Cosméticos](#)

João Paulo Ferreira, CEO, S/A



SAP S/4HANA Sourcing and Procurement Accelerators

Available on SAP Process Automation Store



Capital Expenditure Approval Process

Managing investment decisions in a transparent way

[API Business Hub]



Purchase Requisition Header Approval and Release

Automate approval and release at header level by including all line items

[API Business Hub]



Purchase Requisition Approval and Release

Automate approval and release of line items

[API Business Hub]



Business Partner Payment Data Change Approval

Manage payment data changes and approvals

[API Business Hub]



Document Centric Approval

Automate document approvals.

[API Business Hub]



Manage Invoices without Purchase Orders

Manage the posting of invoices without purchase orders

[API Business Hub]



Purchase Requisition Creation

Automatically performs the creation of purchase requisitions from excel

[SAP Process Automation Store]



Visibility on Accounts Payable

Establish accuracy in invoice processing

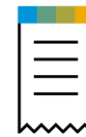
[API Business Hub]



Goods Receipt Inspection Lot

Automate the negotiation process with Supplier and move the material from blocked stock to unrestricted stock

[API Business Hub]



Maintain Purchase Info Record

Avoid any rework towards the end of the purchasing process

[API Business Hub]



Visibility on Procure to Pay

Avoid delays in receiving goods

[API Business Hub]



Vendor Onboarding

Automate with approvals from the respective departments

[API Business Hub]

Overview of upcoming sessions

- **June 7th - Achieve Hyper automation in Your Business**
Begin your hyper automation journey with SAP Process automation
- **September 14th - How to integrate SAP Process Automation with Procurement**
Learn how to automate your procurement business processes using SAP Process Automation
- **September 21st - Learn how to integrate SAP Process Automation with Finance**
Learn how to automate your finance business processes using SAP Process Automation
- **September 28th - How to integrate SAP Process Automation with HXM**
Learn how to automate your HXM business processes using SAP Process Automation
- **October 4th - How to integrate SAP Process Automation with Customer Experience (CX)**
Learn how to automate your customer experience solution using SAP Process Automation

Getting Started

SAP Discovery Mission

- [Process and Approve your invoices with SAP Process Automation](#)

Learning Journey

- [Utilize Low-Code/No-Code Applications and Automations for Citizen Developers](#)

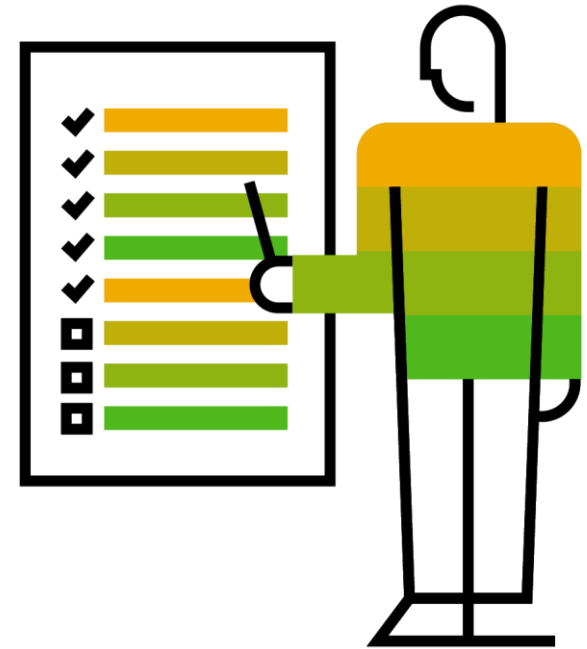
SAP Process Automation Community

- [What's New](#)



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Thank you.

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