



Pilot Phase

SAP Innovation And Optimization Pathfinder 2.0

Customer Overview Presentation

Digital Customer Engagement Strategy Innovation & Solutions
Customer Value Experience
September, 2020

PUBLIC

Agenda

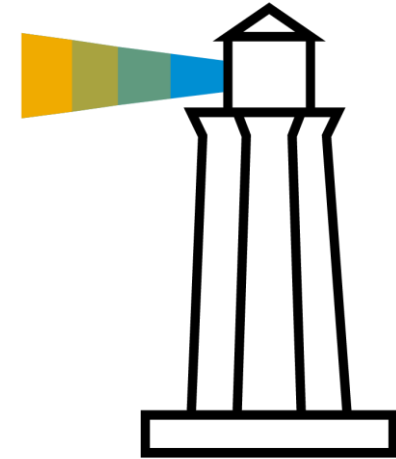
Introduction and Overview

- Customer Challenges and Solution
- What is New?
- How to Read the Report

Example: SAP Innovation and Optimization Pathfinder 2.0

How to Request Your Own Report

Summary

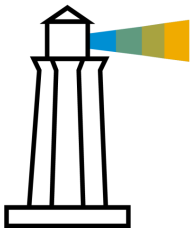


How To Identify Improvement and Innovation Opportunities?



Typical customer questions:

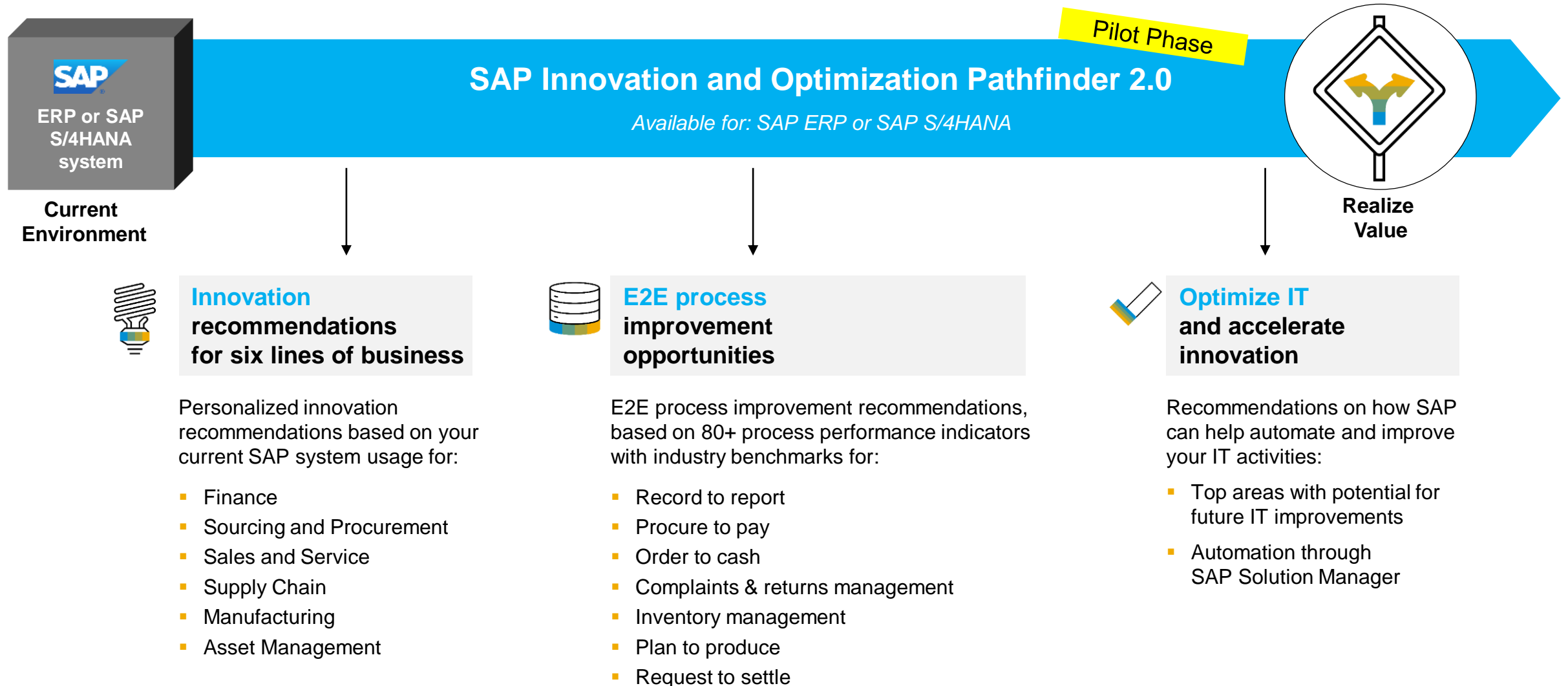
- **What innovations are relevant for each area of my business** in SAP ERP or SAP S/4HANA?
- How can I **improve the performances of business processes** and **optimize my SAP system**?
- **What are the next steps** to take advantage of a vast portfolio of service and support offerings from SAP?



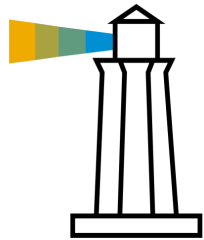
The answer: **SAP Innovation and Optimization Pathfinder**

- **Unique insights** into current business process performance, system usage and industry benchmarks
- **Tailor-made innovation recommendations** for six lines of business
- **No additional charge** for customers on SAP maintenance
- Available for customers on SAP ERP or SAP S/4HANA

New: SAP Innovation and Optimization Pathfinder 2.0 recommends options for optimizing E2E processes and the IT environment



Highlights of SAP Innovation and Optimization Pathfinder 2.0



Pathfinder 2.0

- Organized by Line of Business
- One joint report for IT and Business
- Improved business process section with 80+ KPI's
- Includes recommendations for intelligent technologies
- Insights of COVID-19 impact on the industry
- Simplified request process, same SAP Notes as the BSR
- No need of enhanced Early Watch Alert report anymore

Structure of the SAP Innovation and Optimization Pathfinder 2.0



Newest SAP S/4HANA functionality

Additional Intelligent Technology capabilities

Matching SAP Cloud products

Most suitable SAP Fiori Apps (per role)

Process performance with peer benchmark

Recommended Manufacturing Innovations

Enhance your existing SAP S/4HANA system:

- Simplified User Experience**
 - Most relevant SAP Fiori Apps for:
 - Production Planner (16)
 - Material Planner (10)
 - Production Supervisor (5)
 - Overall 34 SAP Fiori Apps »
- Digital Core Innovations**
 - Most relevant innovations for:
 - Quality Inspection (11)
 - Production Execution (3)
 - Material Requirements Plan. (12)
 - Overall 40 innovations »

Intelligent Technologies and SAP Cloud Solutions

- Intelligent Technologies**
 - Most relevant intelligent technologies:
 - Payment block - cash discoun...
 - SAP Predictive Analytics
 - SAP Intelligent Asset Manage...
 - Overall 10 recommendations »
- SAP Cloud Solutions**
 - Most relevant SAP cloud solutions:
 - SAP Digital Manufacturing Cl...
 - SAP Intelligent Robotic Proc...
 - Overall 2 cloud solutions »

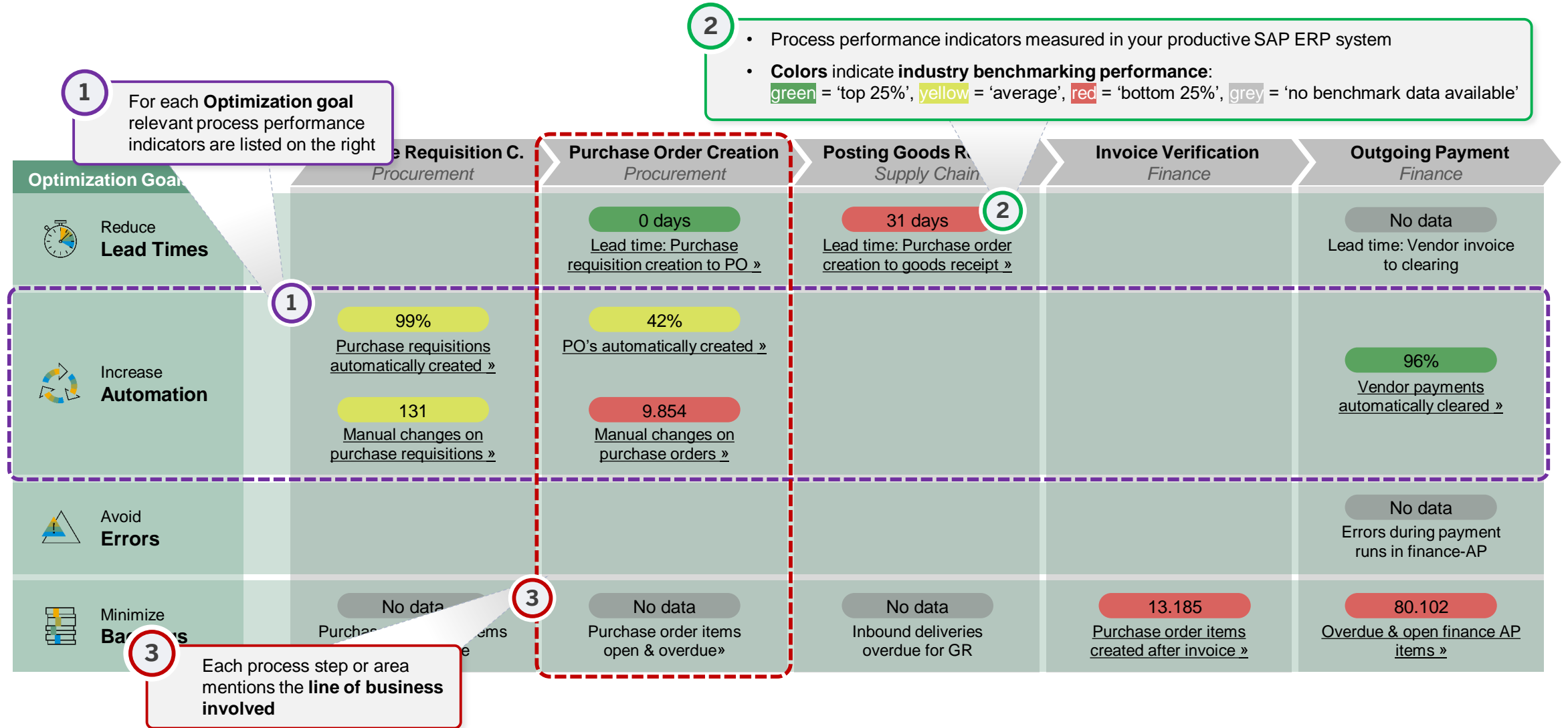
Improve Manufacturing Processes

Value Driver:

	Good Performance			Opportunities to Improve		
Accelerate Manufacturing Cycle Times	133	1 days	409	24 days	4%	2 days
Reduce Total Manufacturing Costs	Overdue production orders assigned to sales »	Lead time Prod_order release to confirmation »	Planned but not converted in time »	Lead time Prod_order creation to release »	Production orders automatically released »	Lead time Prod_order release to delivery »

Improve Plan to Produce »

How to Read the Improve Business Processes slide



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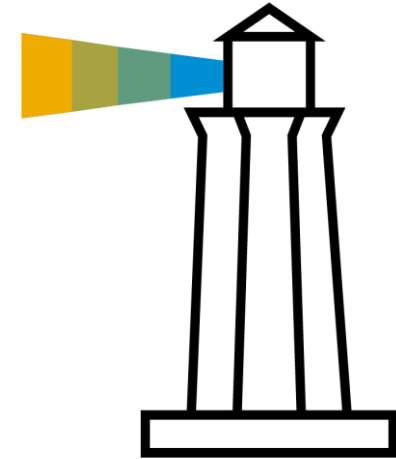
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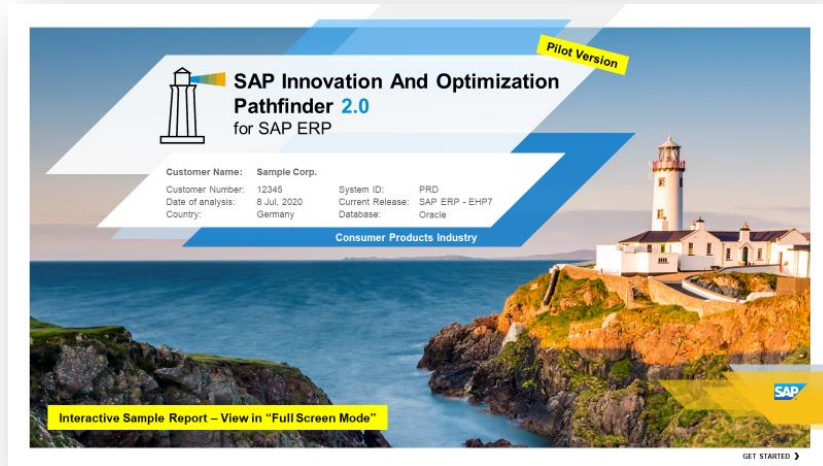
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Example



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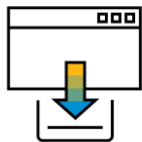
SAP Innovation And Optimization Pathfinder 2.0 for SAP ERP

Customer Name:	Sample Corp.	System ID:	PRD
Customer Number:	12345	Current Release:	SAP ERP - EHP7
Date of analysis:	8 Jul. 2020	Database:	Oracle
Country:	Germany		

Consumer Products Industry

Interactive Sample Report – View in "Full Screen Mode"

GET STARTED >



Download the
Pathfinder Sample Report
for SAP ERP »



Pilot Version

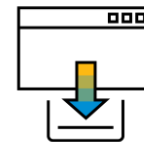
SAP Innovation And Optimization Pathfinder 2.0 for SAP S/4HANA

Customer Name:	Sample Corp.	System ID:	PRD
Customer Number:	12345	Current Release:	SAP S/4HANA 1610
Date of analysis:	8 Jul. 2020	Database:	SAP HANA
Country:	Germany		

Consumer Products Industry

Interactive Sample Report – View in "Full Screen Mode"

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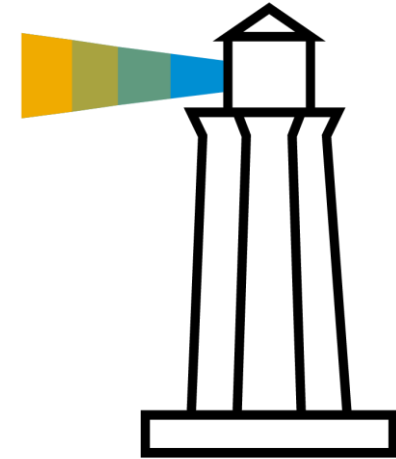
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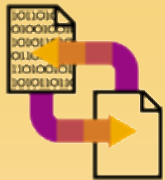
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SAP Innovation and Optimization Pathfinder 2.0

Request Process Overview For SAP ERP or SAP S/4HANA Customers

1 Extract data



1. Implement SAP Notes [2745851](#) and [2758146](#) in your productive SAP ERP or SAP S/4HANA system, run data collection report and download ZIP file
2. Download SAP EarlyWatch Alert
3. Optional: SAP Fiori (odata) usage data from SAP system

2 Initiate your request



- Initiate your request – go to: www.sap.com/pathfinder2
- Fill in the form and upload:
 1. Extracted ZIP file
 2. SAP Earlywatch Alert
 3. Optional: Extracted SAP Fiori (odata) usage data

3 Confirm your request



- After submitting your request you will receive an e-mail to confirm your e-mail address
- SAP will start to generate the report after your confirmation

4 SAP will send you the results report



- SAP will send you the results report via e-mail

[Download the Handbook »](#)

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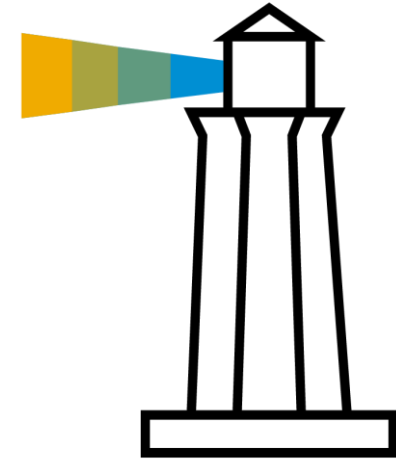
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SAP Innovation and Optimization Pathfinder 2.0

A tailor-made report highlighting innovation potentials, business process and IT optimizations

- **Outlines customer-specific improvement and innovation opportunities** based on the customer's current **SAP ERP or SAP S/4HANA system usage**, business & IT performance
- **Recommendations to optimize SAP solutions from an LOB and IT perspective**, or implement software and cloud innovations using relevant SAP Enterprise Support or SAP Services offering
- **Interactive report** navigates customers to relevant information, services and tools and is **free-of-charge for customers on SAP maintenance** (all support models)
- **Expected General Availability: October 1st**
(and you can already now order your own report at www.sap.com/pathfinder2)



Order your pilot report:
www.sap.com/Pathfinder2

Thank you.

Contact information:

Pathfinder@sap.com

Request your own report:

www.sap.com/pathfinder2

