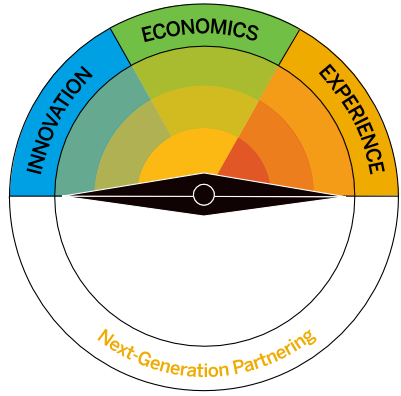




New Opportunities for Extending SAP Environments: **SAP Cloud Platform Extension Suite**

Jonathan Russell
Digital Experience Portfolio GTM

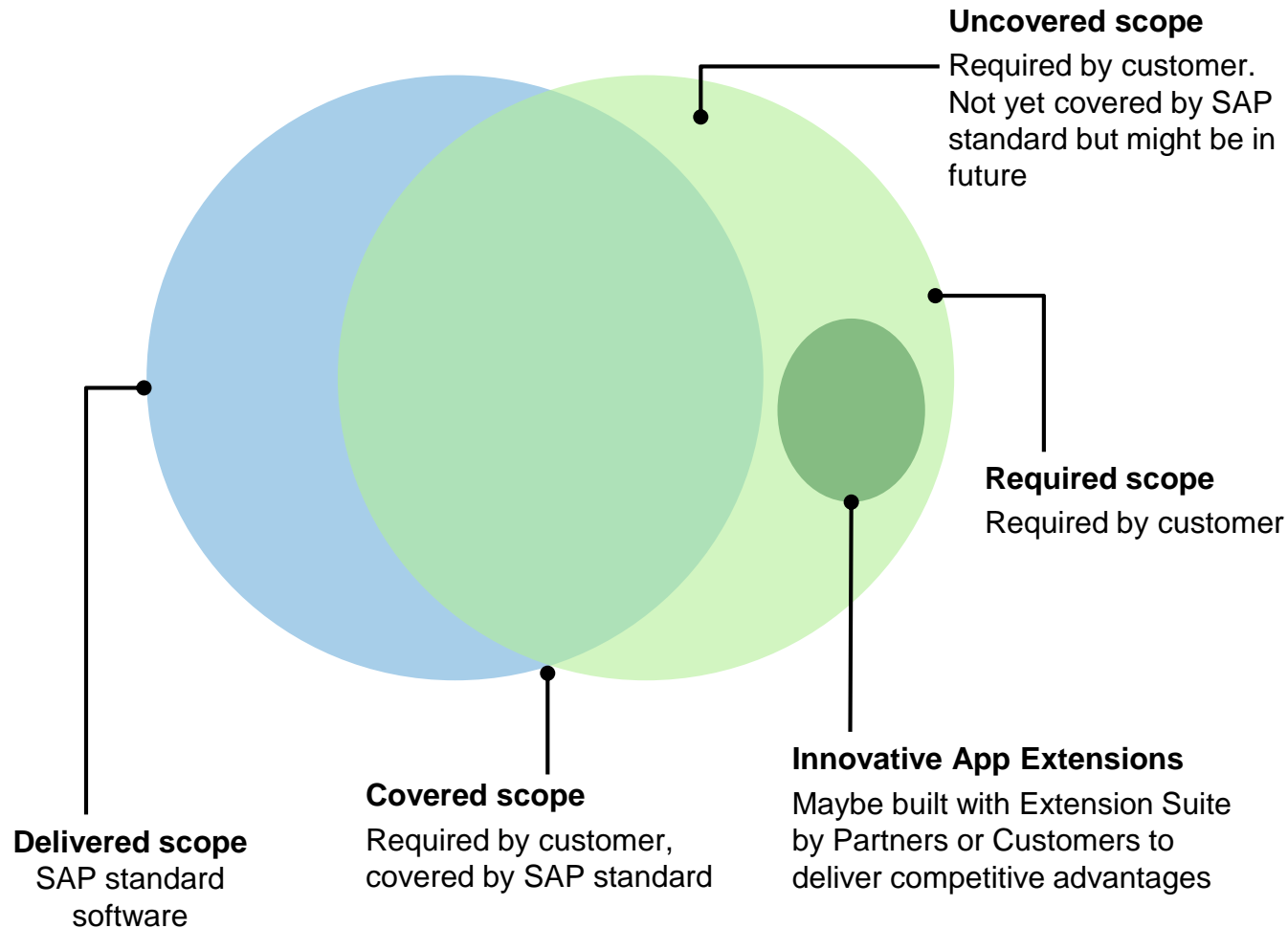
November 2020



**Adaptability, efficiency
and innovation are ever
more important in
today's environment**



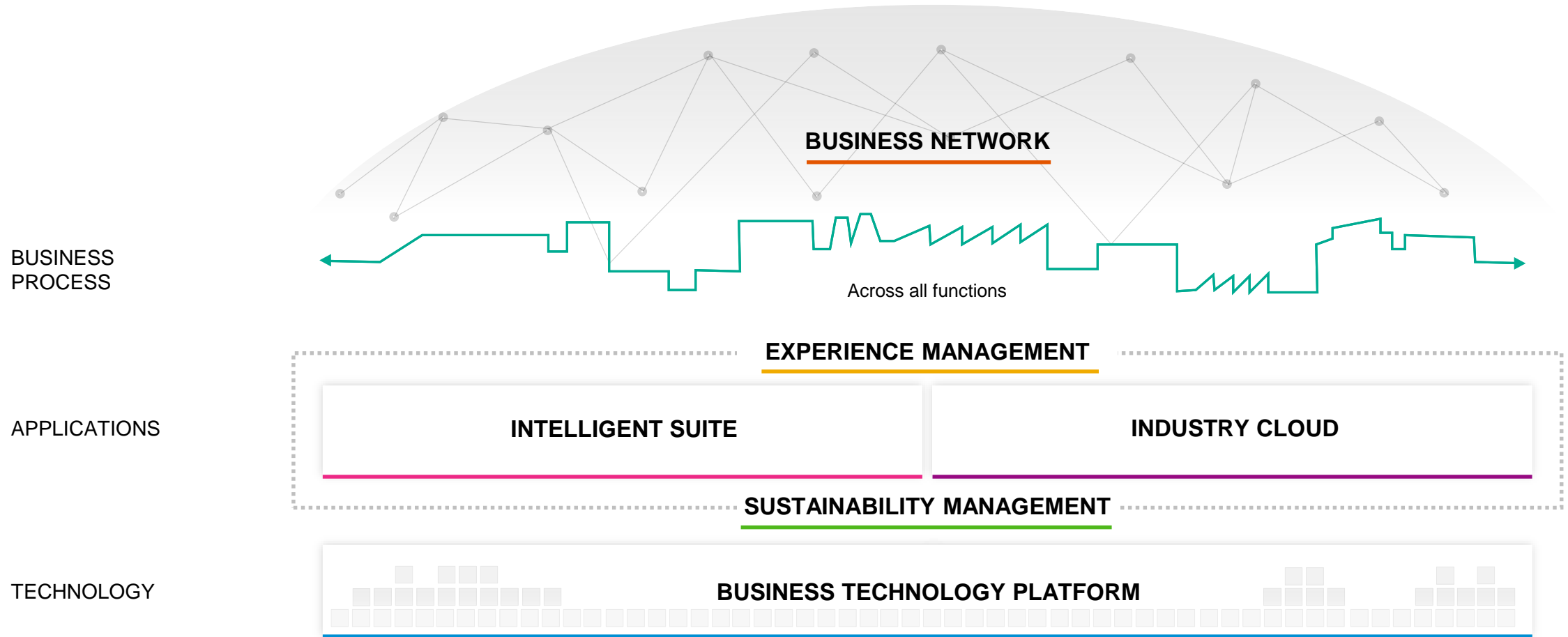
Adaptable and efficient extensibility capabilities are essential



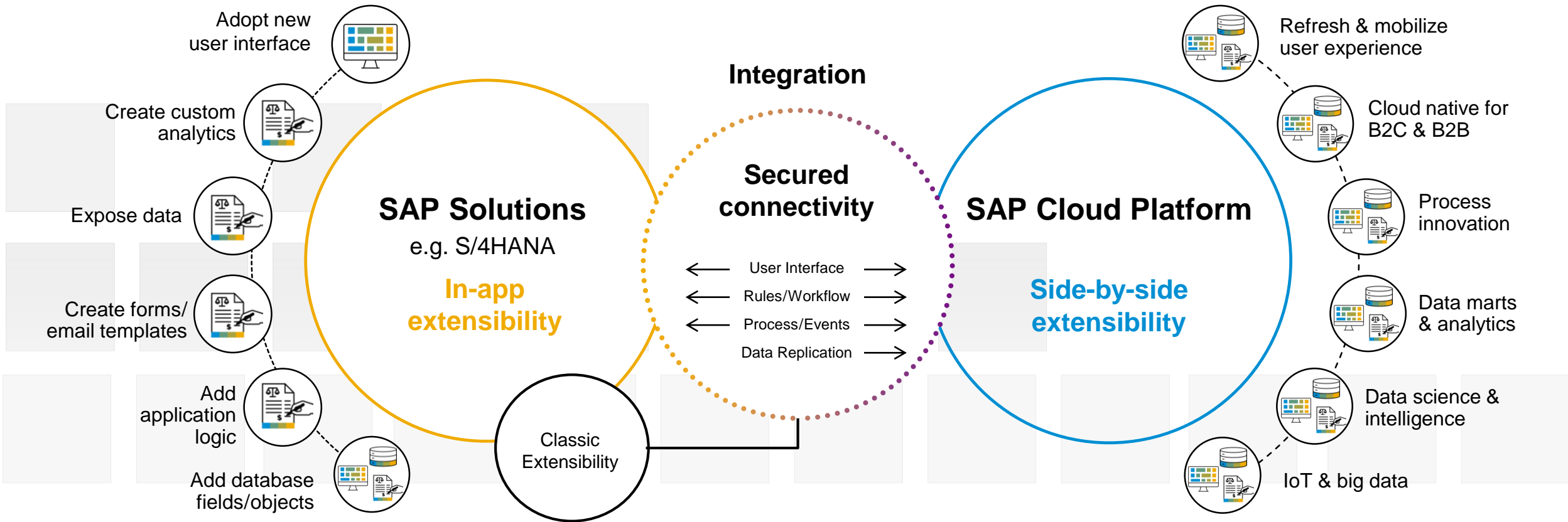
Motivation

- Increase efficiency of existing business processes and models.
 - Easy migration with low TCD
 - Lower TCO
- Innovate to increase revenue with new and differentiating business processes and models.
 - Agility & flexibility to innovate faster
 - Profitability of business case
 - Sufficient reliability & scalability

Intelligent Enterprise



An optimized extensibility framework within the BTP



E2E Security/E2E Lifecycle Management



User Interface Layer

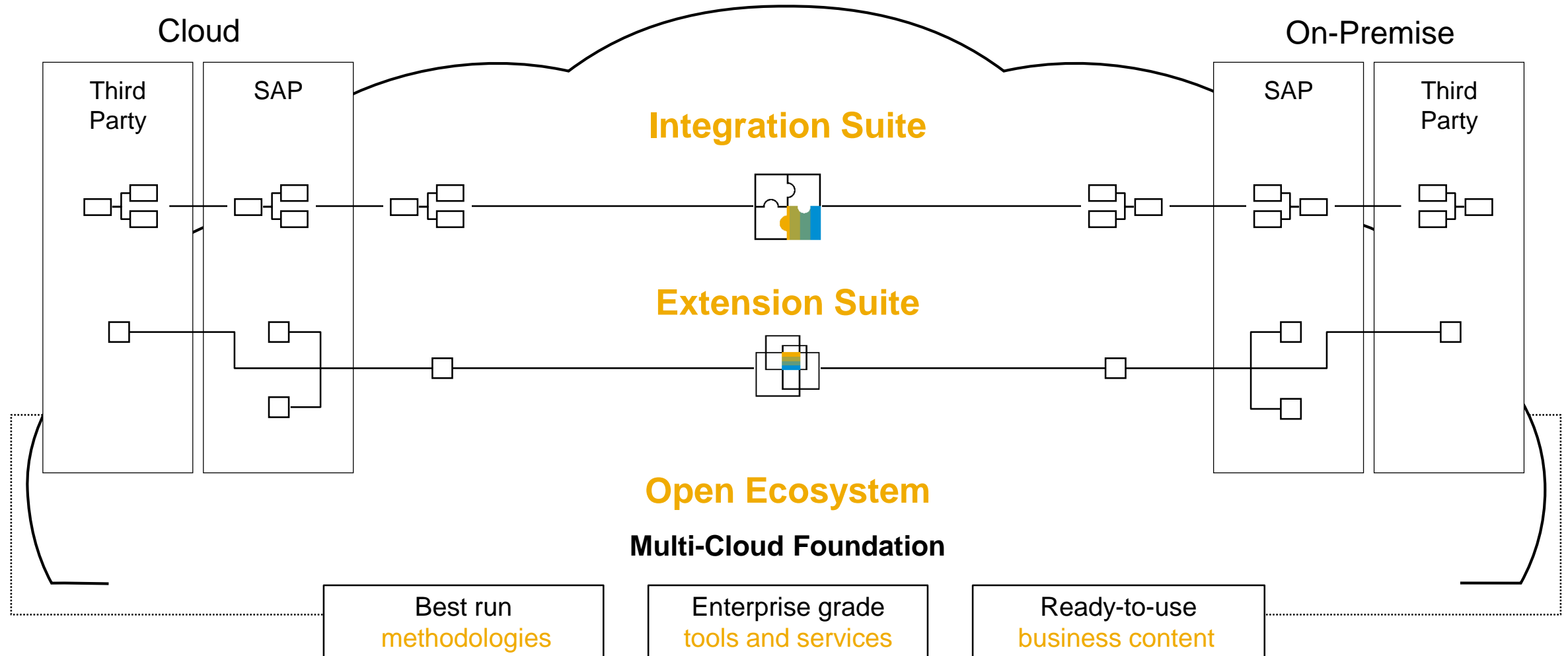


Application Layer



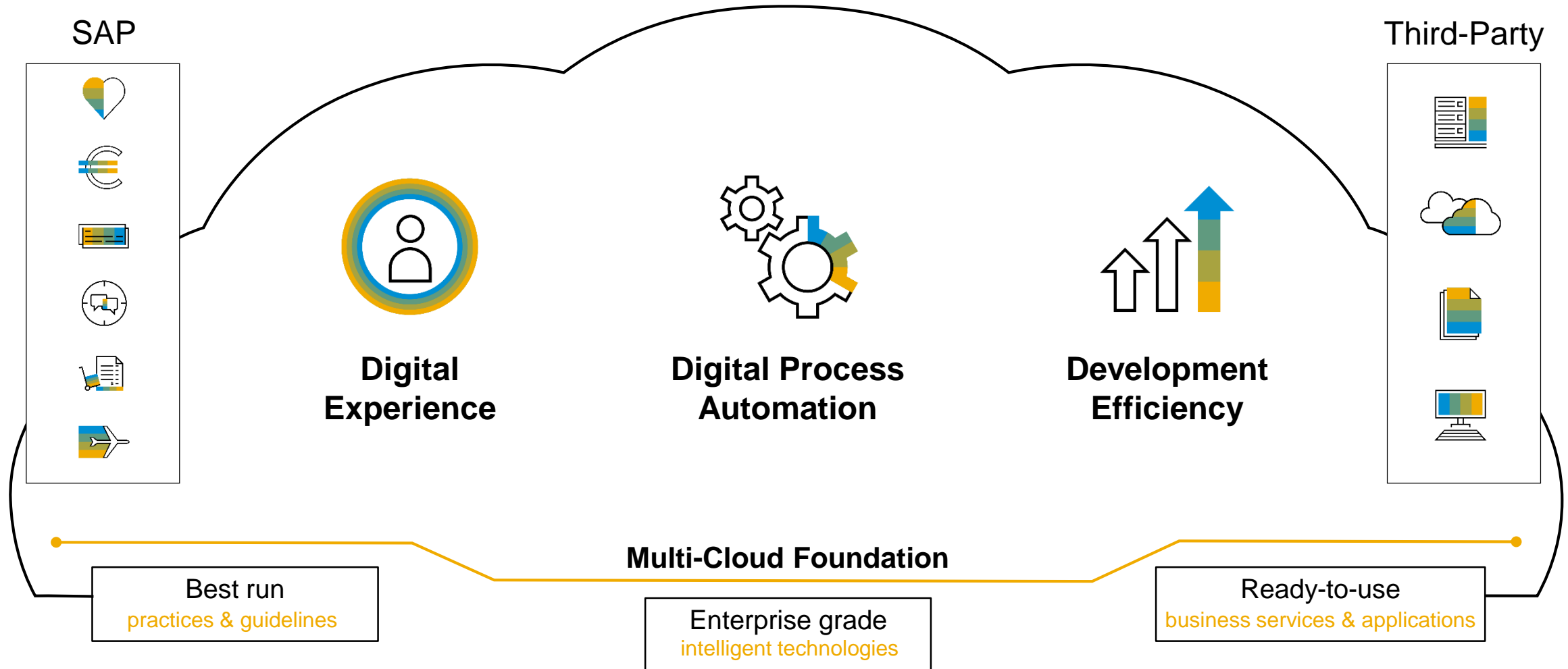
Database Layer

SAP Cloud Platform – Drive agility during rapid change



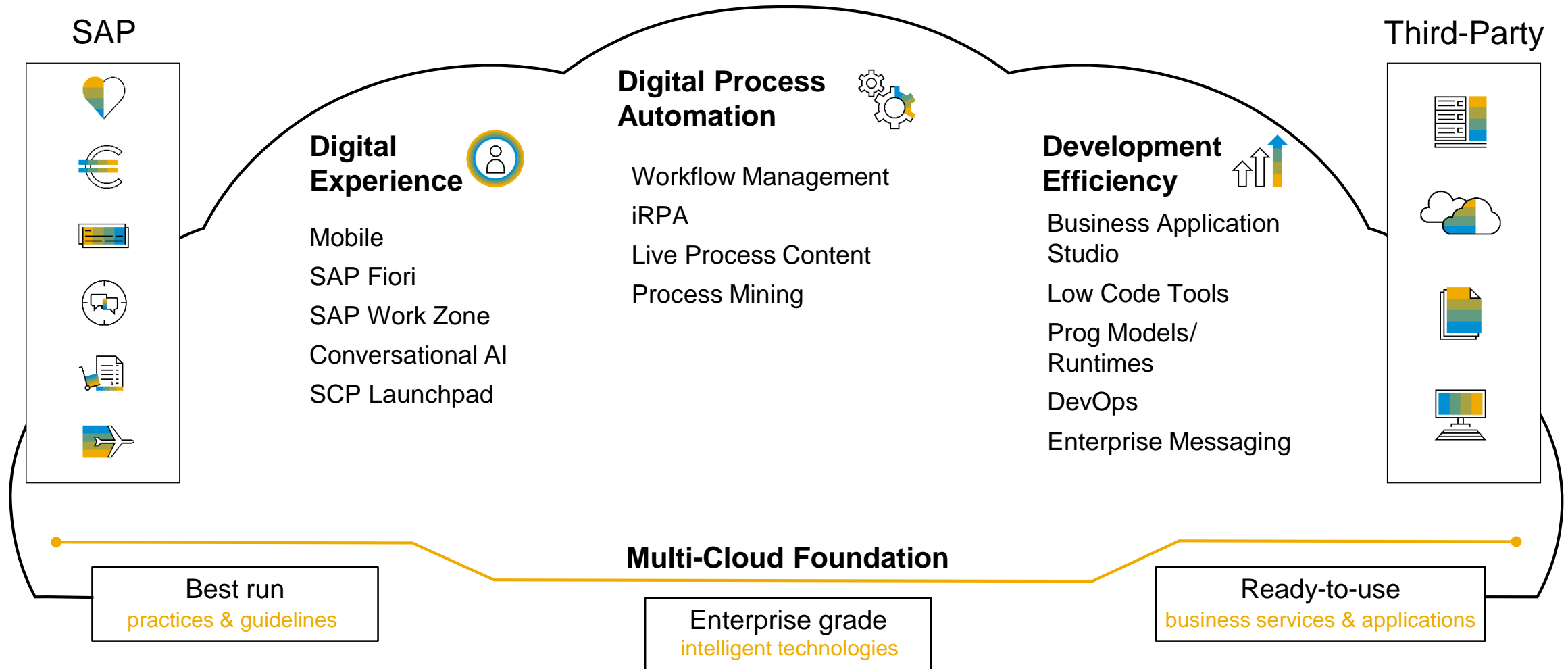
SAP Cloud Platform Extension Suite

Simplify development of your application extensions



SAP Cloud Platform Extension Suite

Simplify development of your application extensions



Accelerate business innovation with low-code capabilities

“SAP Cloud Platform **Rapid Application Development** is helping us produce solutions for our internal customers very quickly. This enables us to rapidly implement digital products that give us a competitive edge.”

Andreas Eibegger, Enterprise Architecture Applications, Andritz AG

50%

Reduction in inspect-to-quote processing times

75%

Faster deployment of new tailored business applications

100%

Digitalized and paperless inspect-to-quote process

2

Days to train new citizen developers

Find Out More
[Read the article](#)



ANDRITZ

Andritz AG
Graz, Austria
www.andritz.com

Industry
Industrial Machinery
and Components

Employees
30,000

Revenue
€5.889 bn
(2017)

Featured Solutions and Services
SAP Cloud Platform Rapid
Application Development

THE BEST RUN 

Automate capital expense approvals to support rapid growth and scale

“Now, a background of **highly automated** and intricately connected business processes lets us offer our internal customers an **award-winning user experience.**”

Johannes Langguth, Senior Director of Finance Systems, Delivery Hero SE

90%

Faster capital expense approvals

60%

Increase in year-over-year revenue

1000+

Employees supported by new approval process

Find Out More
[Read the article](#)



Delivery Hero SE
Berlin, Germany
www.deliveryhero.com

Industry
Consumer
Products

Employees
19,000

Revenue
€ 7.92M

Featured Solutions
SAP Cloud Platform, SAP S/4HANA,
SAP Analytics Cloud

THE BEST RUN 

Driving operational efficiency through digital customer experience

“I understood the value of something that not only provides a **good customer experience** but also **integrates with the existing** back-end IT system of records.”

Tarun Malhotra, ERP Program Manager, IT Department, City of San Diego

71%

Increase in online adoption

25%

Reduction in customer calls

32%

Decrease in operating expenses

20%

Reduction in customer water usage

Find Out More
[Read the article](#)



Rapid innovation helps citizens return home safely during COVID-19

Challenge

- The COVID-19 pandemic stranded thousands of people around the world with no way to get home.
- The German Foreign Ministry needed a fast and secure way to coordinate the repatriation of their citizens.

Solution

- In less than 24 hours SAP built an application on SAP Cloud Platform for the German government to repatriate tens of thousands of citizens home.
- The new cloud solution is scalable and secure and allows the government to ensure that their people get home quickly and safely.

24h

to deliver production app

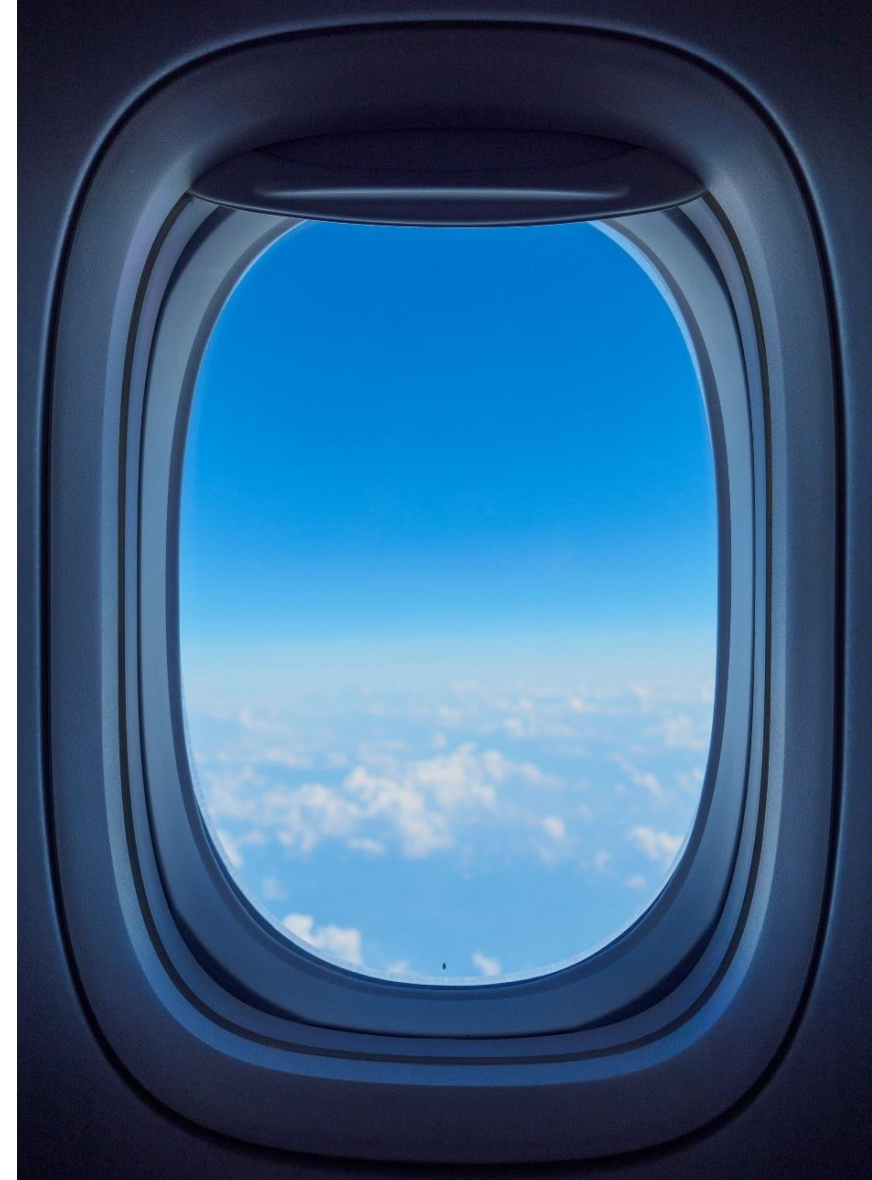
230k

Citizens brought home

Expanding

To additional countries

Find Out More
[Read the article](#)



Federal Foreign Office (German: Auswärtiges Amt)
Berlin, Germany
www.auswaertiges-amt.de

Industry
Public Services

Featured Solutions
SAP Cloud Platform

THE BEST RUN 

Simplifying and accelerating extensions

Every transformation journey can leverage the same starting blocks



Packaged use cases

Identified outcome

All the component parts you need

Pre-build content & integrations

Instructions



Transformational journeys with the Extension Suite

**Getting Started by
Simplifying your
Application User
Experiences**



**Delivering Agile
Process Automation**



**Providing Digital
Workplaces for the
Intelligent Enterprise**

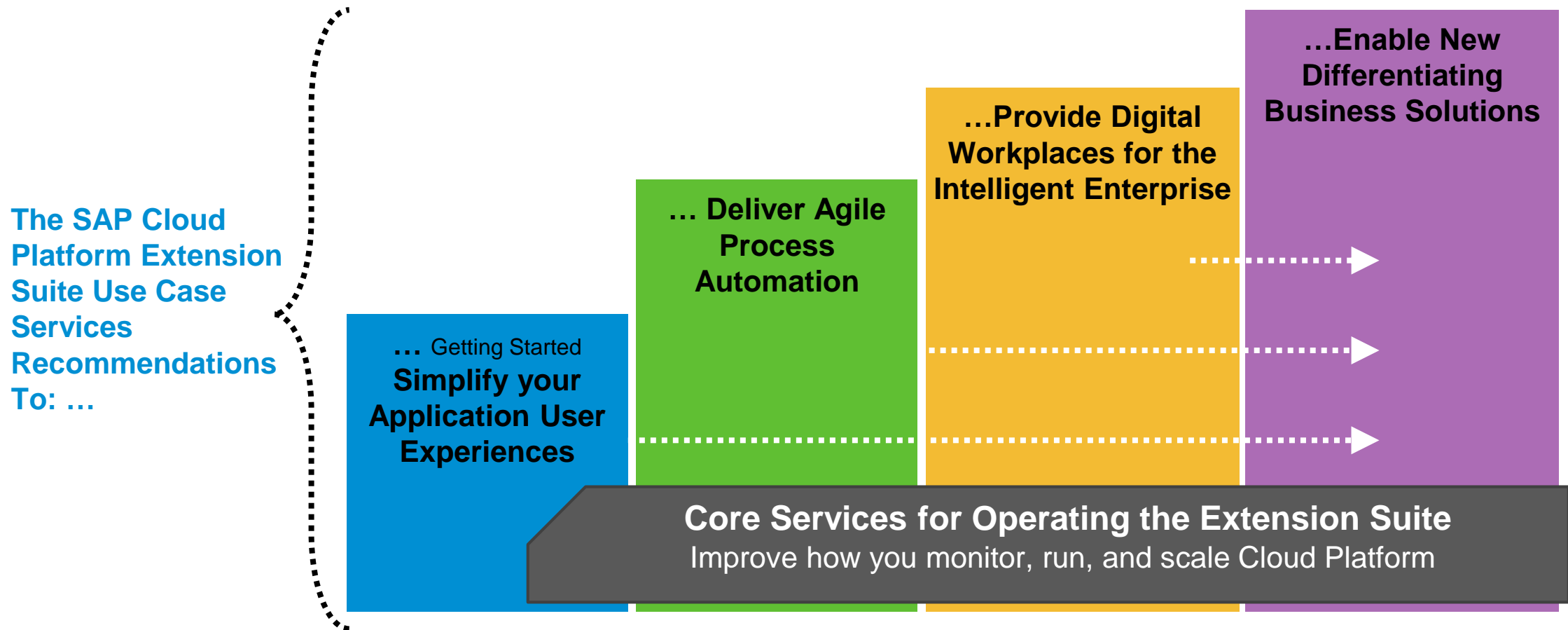


**Enabling New
Differentiating
Business Solutions**



SAP Cloud Platform Extension Suite use case “Recommended Services”

An easy way to start your transformational journey with the Extension Suite



* Additional Use Cases will / may be added over time

Recommended core services for getting started by simplifying your user experiences

Extend with SAP CP4: Core services for getting started, required services

Business Application Studio	Users
SAP Cloud Platform Launchpad	Users
Application Bandwidth	GB
SAP Cloud Platform Custom domain	Per domain



Could be added: Integration Suite Flows etc.

Notes

1. Basic logging is available in the Application Runtime for getting started
2. Helium is not a standalone SKU but is included in SAP Cloud Platform Launchpad

Add-on services

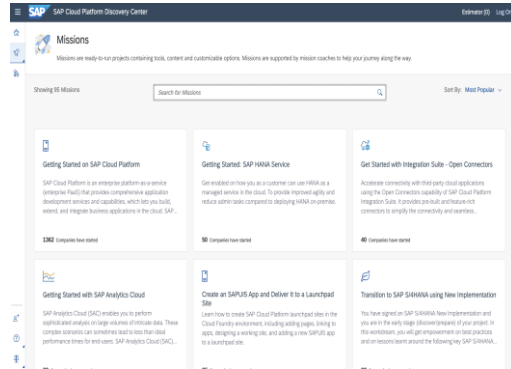
The value this will add

IAS (FOC)	When customers don't bring their own Identity Services (Kernel Service)
Mobile Services	For adding mobile touchpoints if needed
SAP Cloud Platform Print Service	Offers printing functionality and monitoring for extensions and your applications
HANA Cloud	Offers persistence to add additional business data to the extension

Recommended applicable content available

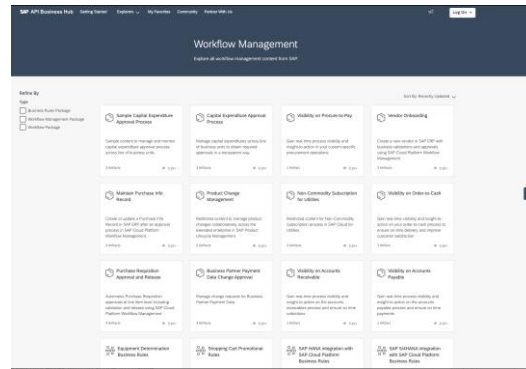
Mobile Services	Mobile cards for workflow, SFSF and other business applications
-----------------	---

Available content to complement and accelerate your deliverables



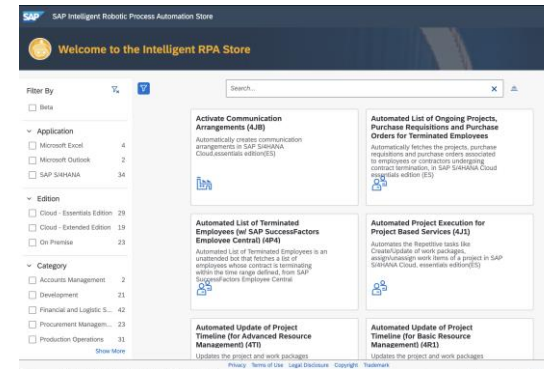
Missions & Services

- The **SAP Discovery Center**, a programmatic way to explore solutions; Persona-based perspectives, offer insights to learning, services, partner extensions and cross-LoB concepts
- Pre-built missions for each use case to accelerate and simplify your projects
 - Multiple LOBs
 - Multiple industries



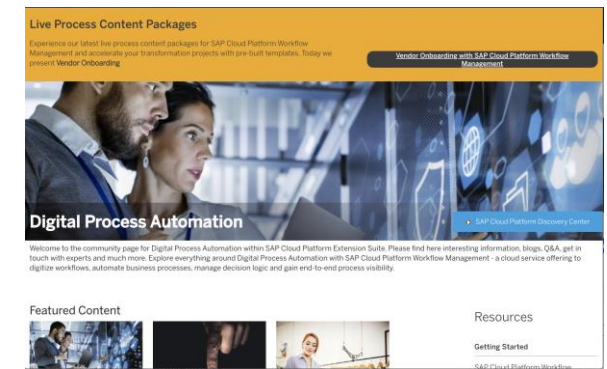
Live Process Content

- Pre-built process templates with industry-specific and cross industry use cases
- Workflow Management



RPA Content

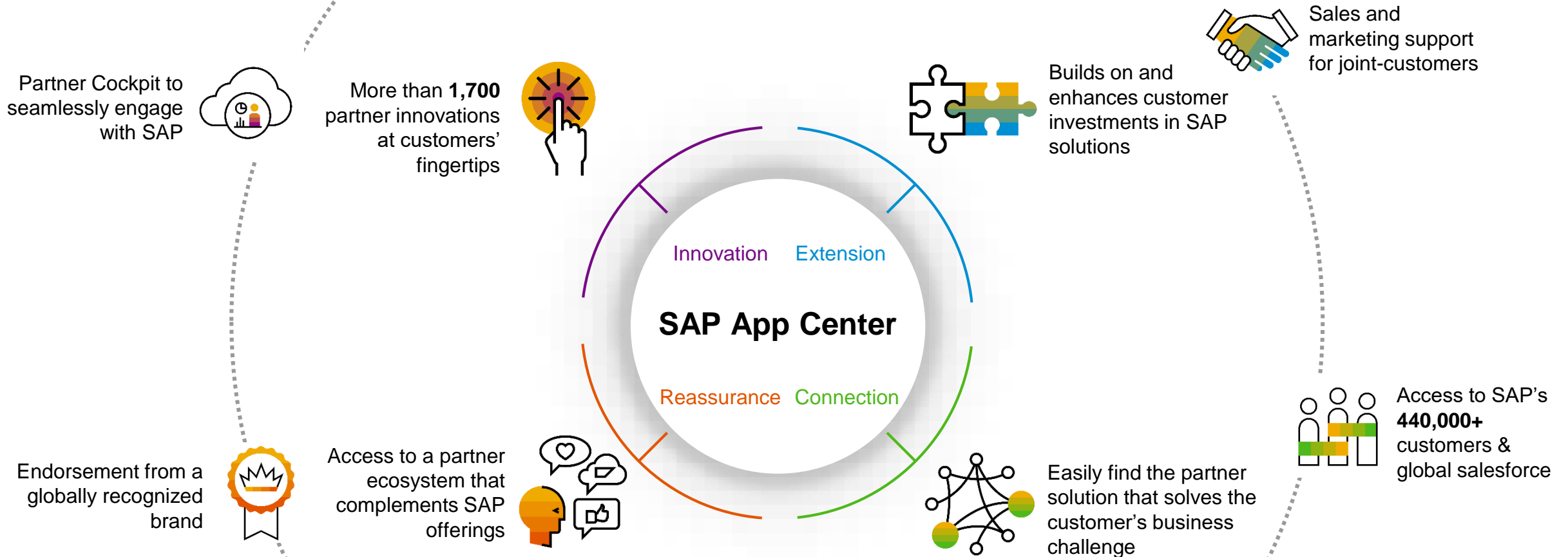
- Pre-built content packages for Intelligent Robotic Process Automation
 - SAP & Non-SAP
 - Multiple LOBs
 - Multiple industries



SAP Community

- Various domain area communities e.g. Digital Process Automation Community with expert content, blogs and resources
- Q&A

SAP App Center: Industry leading partner marketplace



In Summary – SAP Cloud Platform Extension Suite:



Deliver **consistent**
and collaborative digital
experiences



Achieve process
automation and optimization
beyond standard solutions



Improve development
productivity and agility
across any landscape

1. Enables partners and customers to deliver innovation without touching the core.
2. Provides out-of-the box accelerators to rapidly enable your developers and increases productivity
3. The Extension Suite is Recommended by SAP, Optimised for SAP and Managed by SAP
4. Fully complements SAP Cloud Platform Integration Suite and leverages OOTB Business Services.

Thank you and Q&A.

Jonathan Russell

Global Vice President, SAP

GTM - SAP Cloud Platform Extension Suite & User Experiences





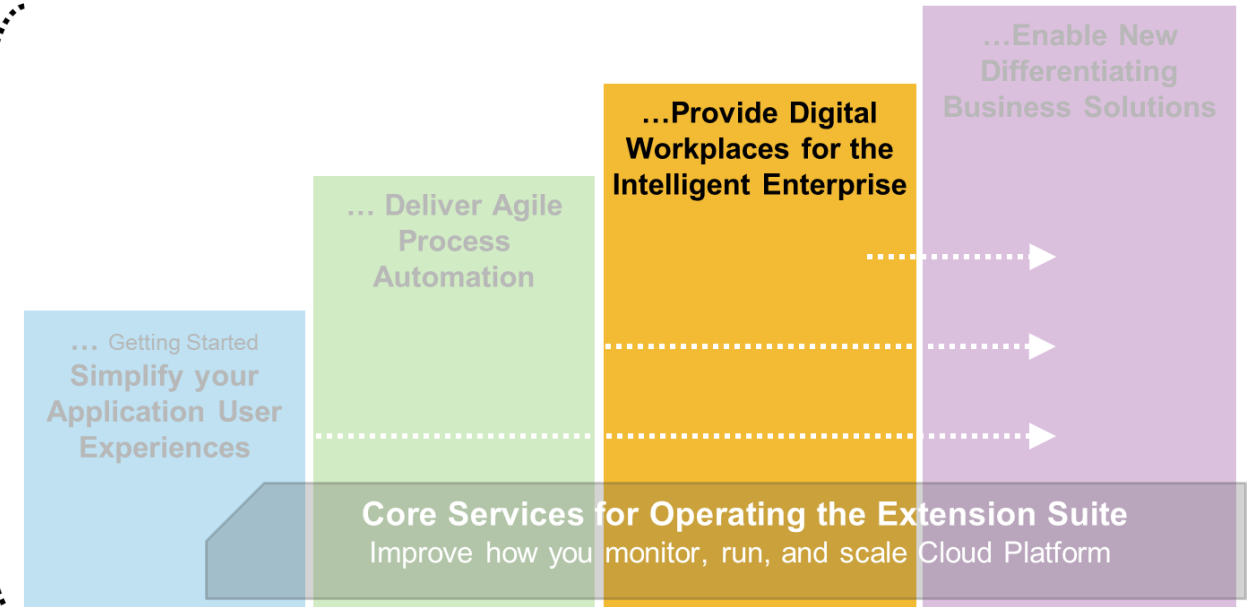
A Digital Workplace Solution for the Intelligent Enterprise

Jonathan Russell
Digital Experience Portfolio GTM

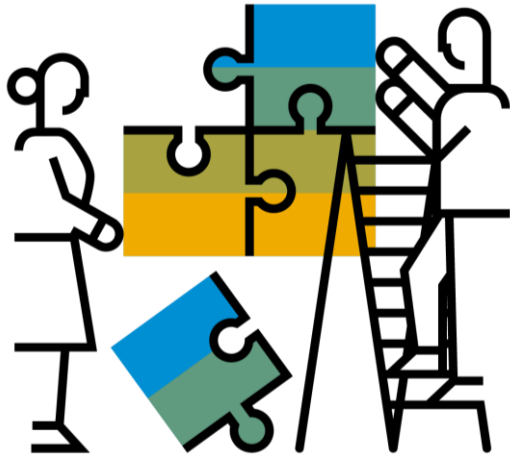
Nov 2020

Introducing SAP Digital Workplace Solution for an Intelligent Enterprise

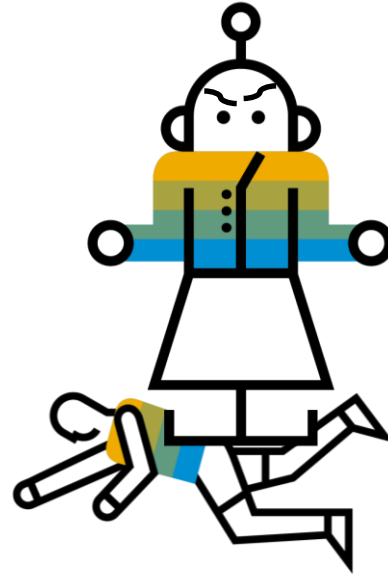
The SAP Cloud
Platform Extension
Suite Use Case
Services
Recommendations
To: ...



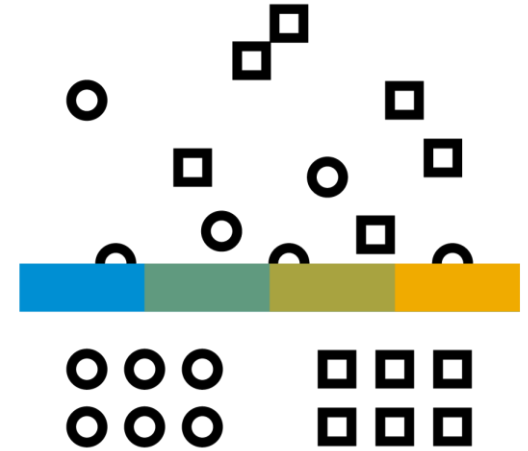
Three Key Problems with the Digital Workplace Experience Market



Nobody is looking at it holistically



Companies focus on technology, not the employee and business outcomes



It's too fragmented between tools, system, applications

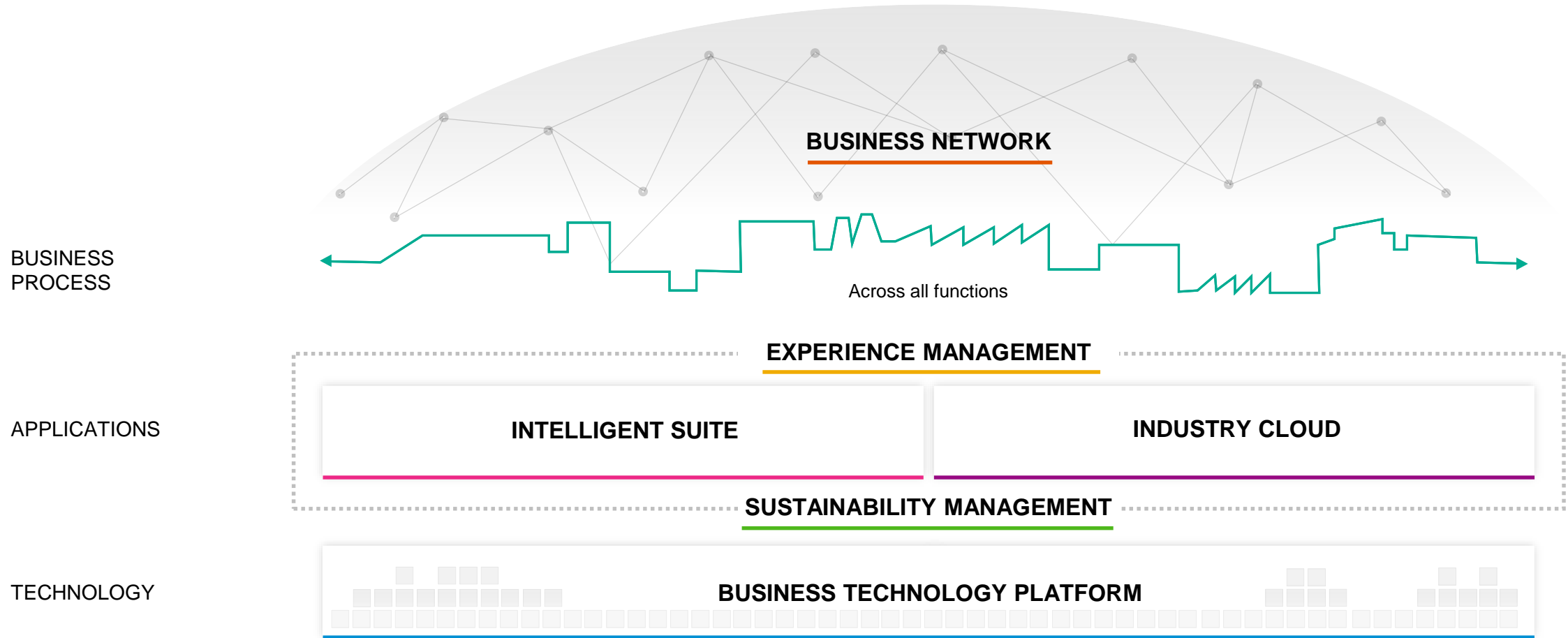
Key Value Proposition

SAP Work Zone provides **an intuitive digital workplace experience**, that provides easy access to relevant business applications and processes, information, and communication in a **unified entry point for work**.

It empowers teams and departments to **effectively communicate and engage with employees, suppliers & customers** without requiring IT infrastructure or support and extends across the entire organization to **streamline processes** with customizable workflows **that make disparate systems interoperable**.

Individuals can also **create communities** where they can share data & insight from multiple systems to knowledge and experiences with rich multimedia capabilities, helping to enrich critical programs within and outside an organization.

Intelligent Enterprise



Intelligent Enterprise **Key Differentiators**

End to End Scope

Responsive and optimized connection of demand to supply, enabling personalized customer experiences;
Beyond a best of breed focus



Harmonized UI
and Optimized
Customer
Experience



Holistic End-to-
End Business
Processes



Broad Industry
Coverage

Built in Intelligence

Standard capabilities directly embedded into core solutions, so you don't need to create a separate data lake; Add more capabilities as needed, driven from the latest innovative technologies packages.



Embedded
Intelligence



Common Data
Foundation



Common real-time
Digital Core and
Semantic Layer

Modular Consumption

You can choose where to start integrating (what you own, SAP, non-SAP, ...)



Reusable
Business
Services



Openness and
Modularity



Pre-built
Integration

Digital Workplaces Must Begin with Employees to be an Intelligent Enterprise

**Connect
People**

Find experts and help
Communicate and understand

**To
Processes**

Streamline the complex
Integrate with business applications



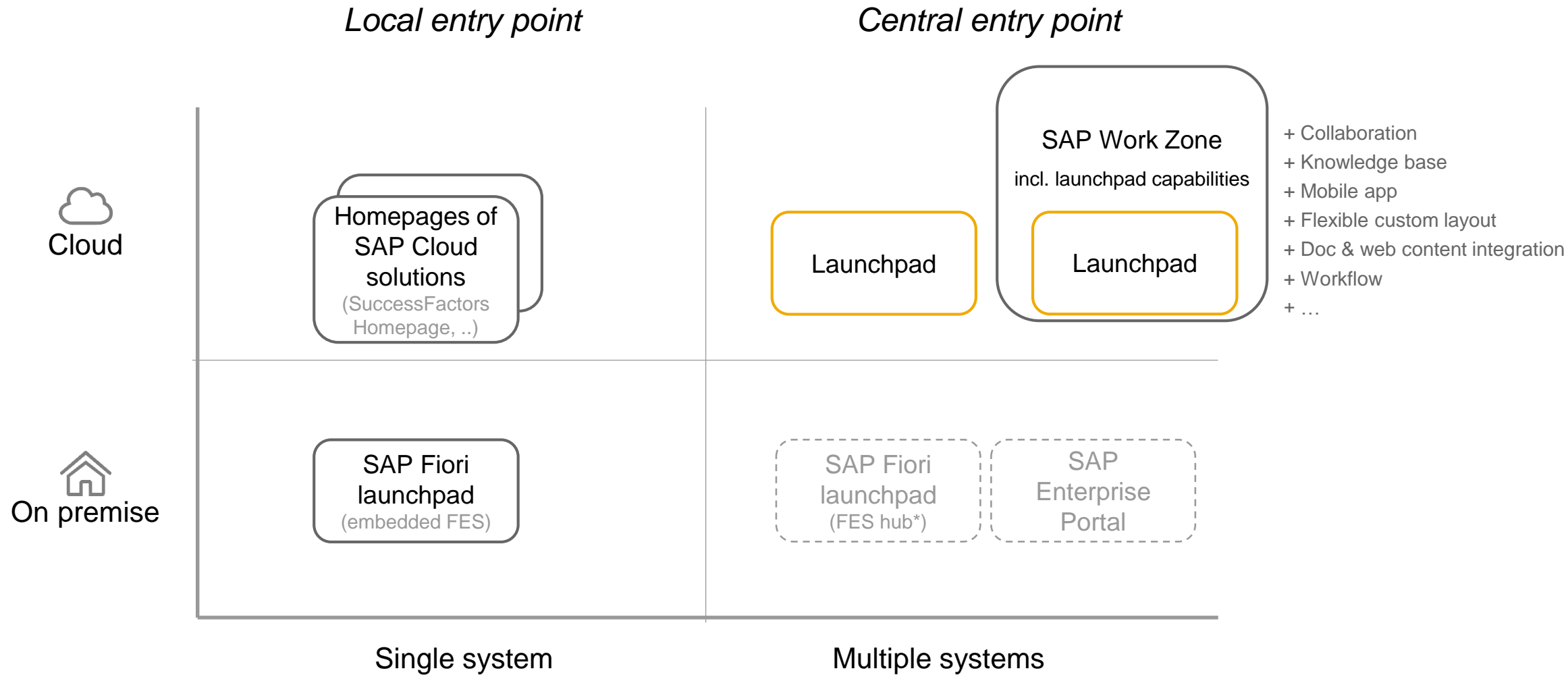
Learn and grow
Share information &
knowledge

**To
Information**

Make intelligent decisions
Solve problems

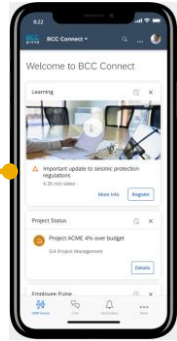
**To
Data**

High-level positioning



* SAP Fiori Front End Server (FES) for SAP Business Suite.
Read [SAP Fiori deployment options](#) for details.

SAP Work Zone Key Capabilities



Mobile Ready

Anytime, anywhere access with responsive web and a dedicated mobile app

A new home for your launchpads
A centralized location for all your business application data and processes

Modern Intranet

Easy-to-manage, self-service for the entire organization

Title	Length	Credit	Status
Sales Strategy Development Execution	12(hours)	6(hours)	Due anytime
Territory Development and Management	9(hours)	3(hours)	Due anytime
Account Planning, Development and ...	14(hours)	8(hours)	Overdue
Situational Leadership Less	10(hours)	5(hours)	Overdue

SAP Task Center

Inbox for workflow and guided experiences

Real-time business data

Embed and display SAP and third party business data from across your organization with Fiori and UI5 tiles

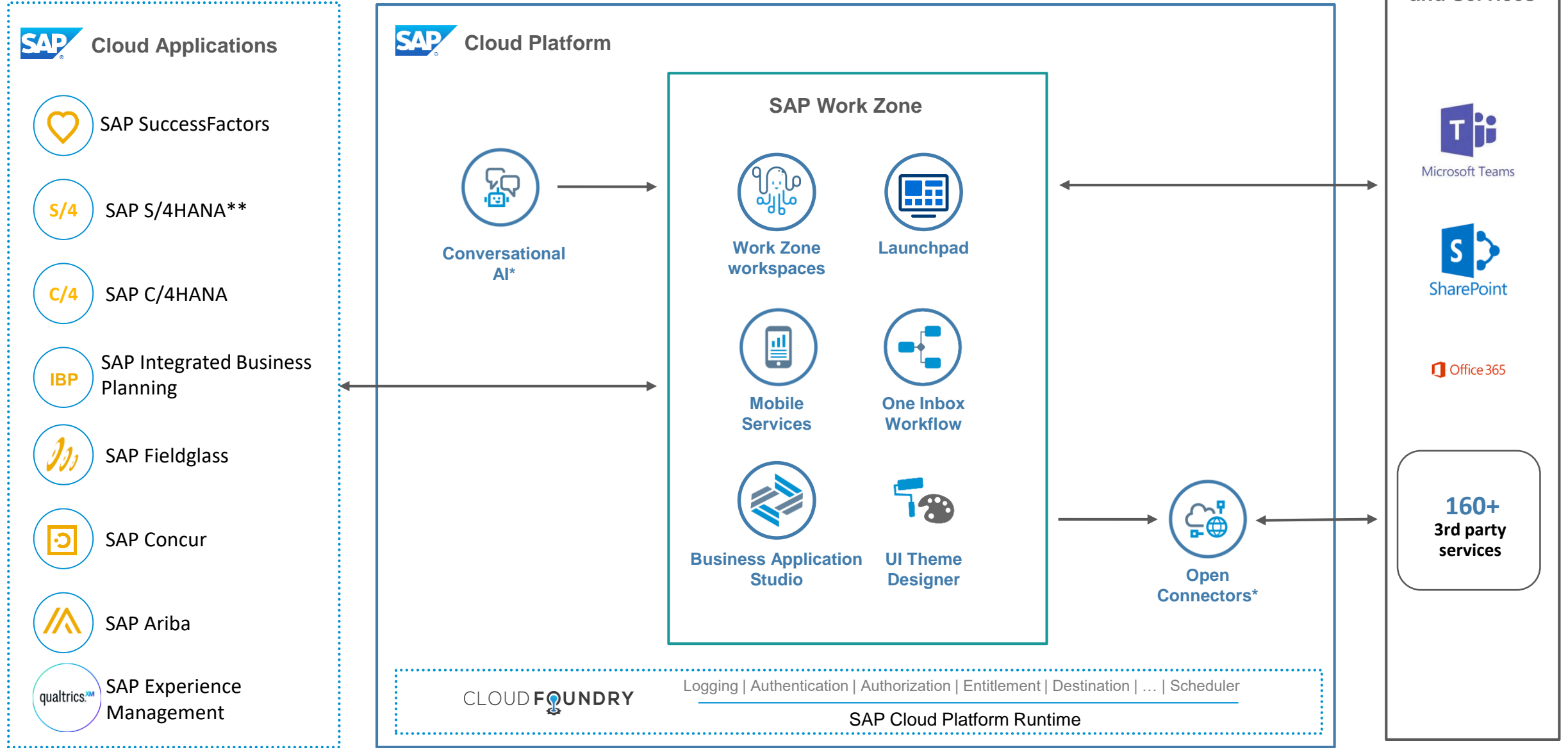
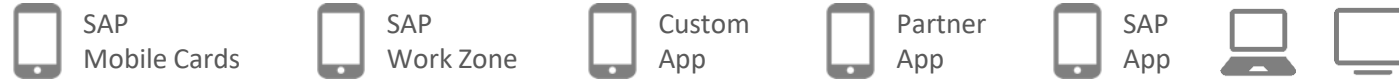
SAP Experience Management

Engage, monitor and measure with Qualtrics embedded within the experience

Extend

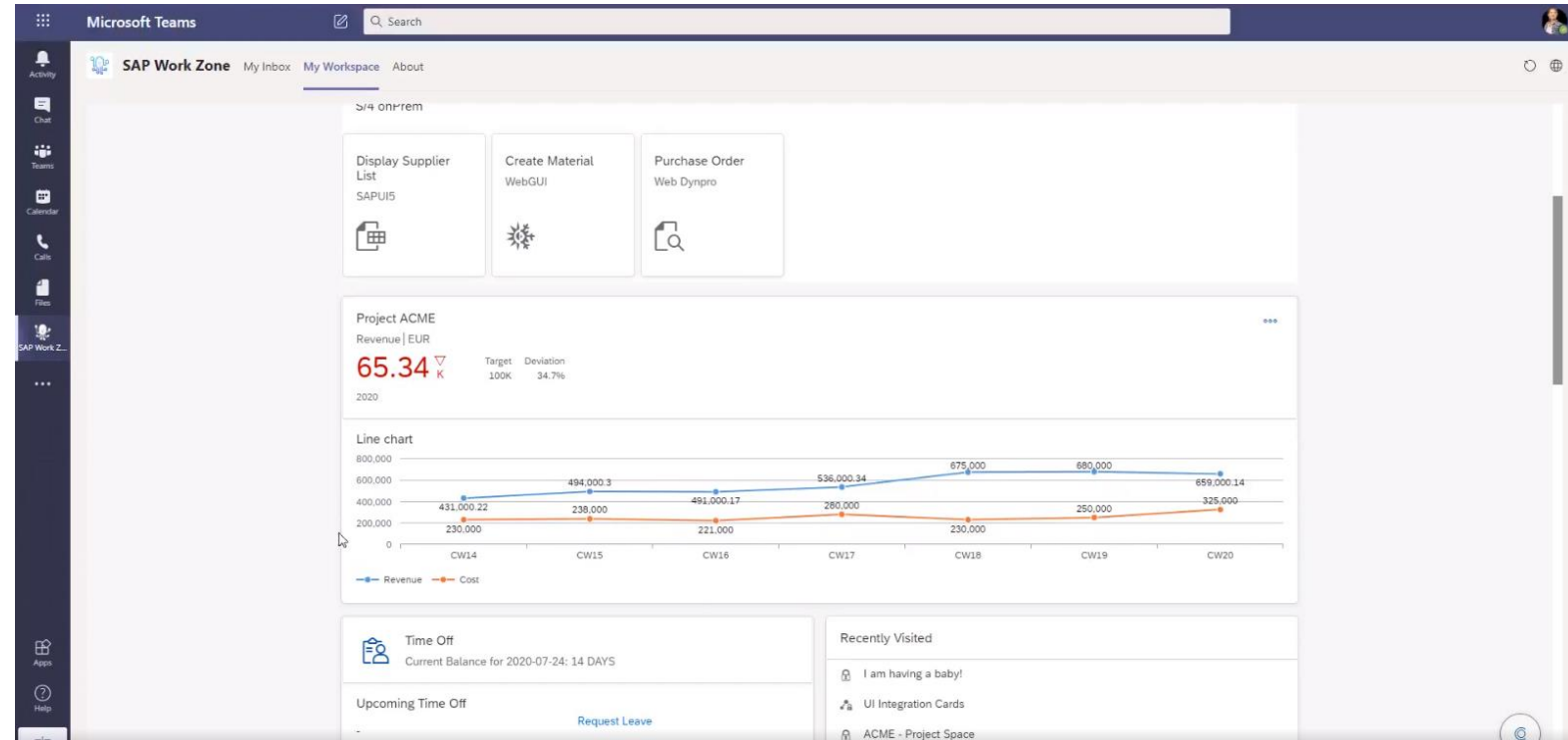
Your choice of full-IDE, low-code, no-code tools and services such as SAP Conversational AI

SAP Work Zone Architecture



Pervasive Access: working with Microsoft Teams

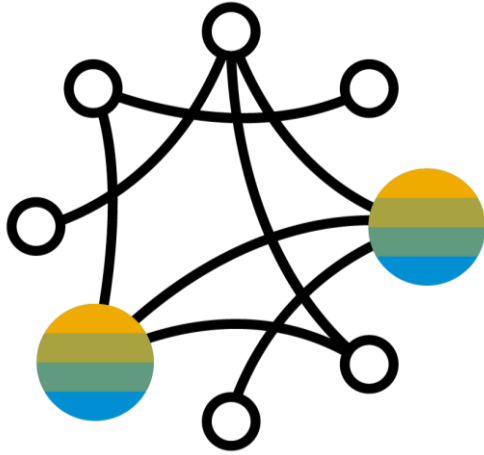
- **SAP Work Zone** is available as an app within MS Teams
- **My Workspace** can be leveraged for easy access to relevant data and processes **in the flow of work**
- Work Zone Workspaces can also be added as teams for access to group specific information
- Workspace tiles, applications and data can be modified directly from MS Teams



SAP Work Zone is the Evolution of the Launchpad, Intranet and Portal

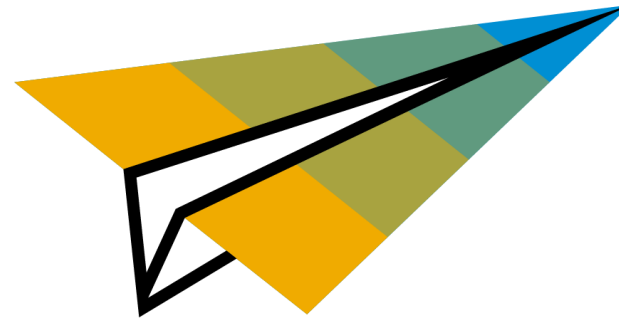


SAP Work Zone is the Intranet / Work Place You've Always Wanted



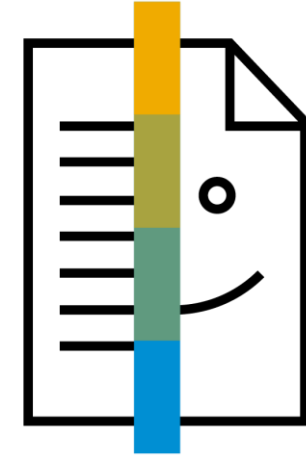
It's all connected

- Everything in one place
- Connected to anything in your company
- Extensible to meet your business needs



Easy

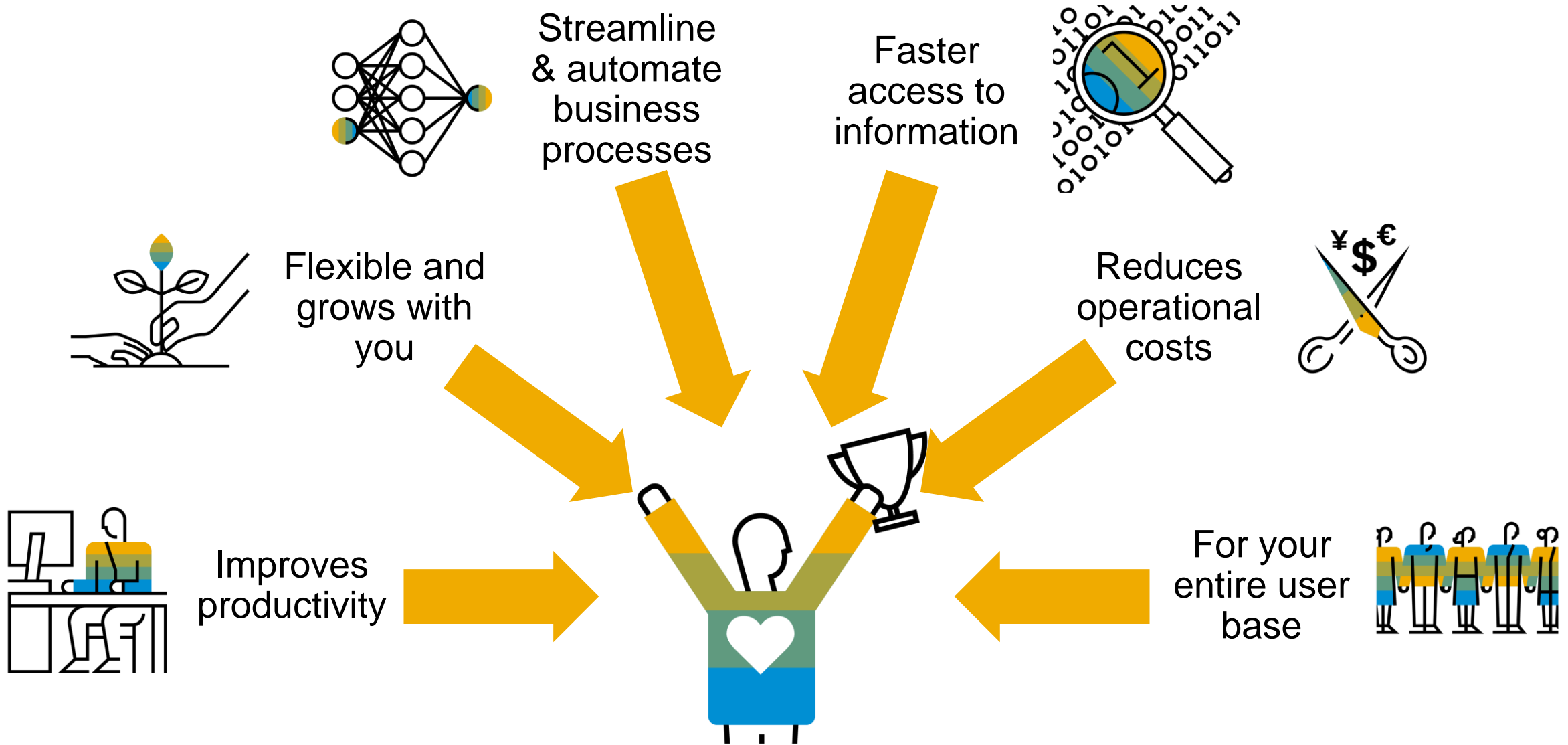
- Easy to manage
- Easy to use
- Empower self-sufficiency



Engaging and productive

- Saves people time
- Streamlines the complex
- Gets work done

Key Benefits of SAP Work Zone



Customer Stories

CORNING

- HR/Benefits team created their 2021 global benefits enrollment site without IT help
 - Eliminated 3rd party saving them hundreds of thousands of dollars annually
 - Create very focused and tailored messages for their global employee population which they can update as needed.
- This is their 1st year with SuccessFactors learning and career development and they are anticipating to gain some incredibly powerful capabilities to create a tailored and focused learning experience for different segments of their population such as manufacturing, finance, IT, engineering, etc.
- Mobile app will provide a way to engage the production workforce, many of which don't even have email accounts, due to cost. The belief is that this can be the solution to provide powerful, low-cost way to engage the workforce. Just about everybody has a mobile device, and this gives Corning a means to securely communicate with their workforce.

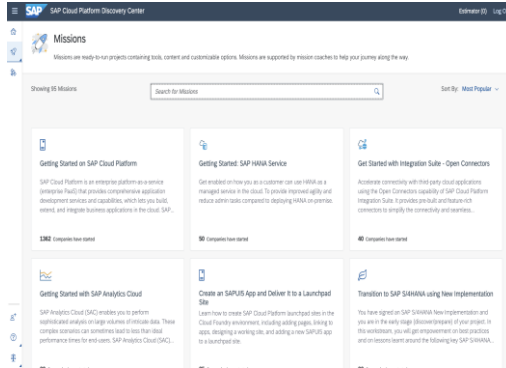


- Global producer, marketer and provider of Natural Ingredients, Ingredient Systems and Integrated Solutions for the food and beverage industry.
- Corporate communications: (Portal, Fiori Launchpad, Collaboration, Apps)
 - 60% of the employees don't have PC/laptop access. Need secure mobile app
 - Doehler wants to communicate company values to all employees and align to brand
 - Secure deployment of information via all available channels IT:
- Every employee should be enabled to create their own personal workplace
- Combine all applications in one new solution



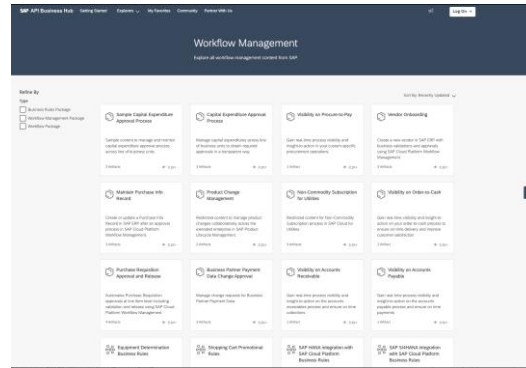
- Established in 2011, TalenTeam resells and consults on the HCM technology, adding value through implementations, support and the software license itself. With expert knowledge across the entire HCM suite.
- Provides solutions across SAP SuccessFactors including Core HR, Learning, Success & Development, Performance & Goals, Compensation, Recruitment and more.
- TalenTeam has built an LMS solution utilizing SuccessFactors Learning as the base and brought it to JAM and will transition their solution and customer solutions like this to SAP Work Zone for HR
- Support social and collaborative learning. Create collaborative virtual learning culture, simplify the learning process and ensure employee learning continuity during this pandemic.

Information Accelerator - Extension Suite Customer Content Sources



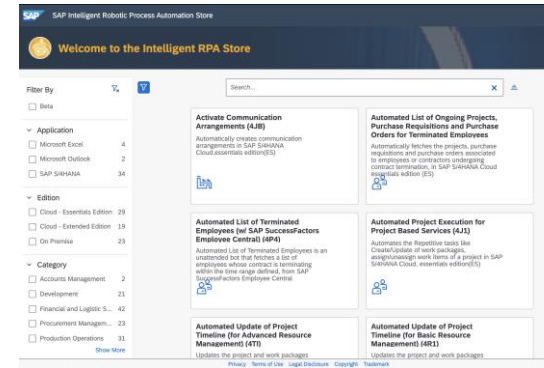
Missions & Services

- Pre-built missions for each use case to accelerate and simplify
- Multiple LoBs
- Multiple industries



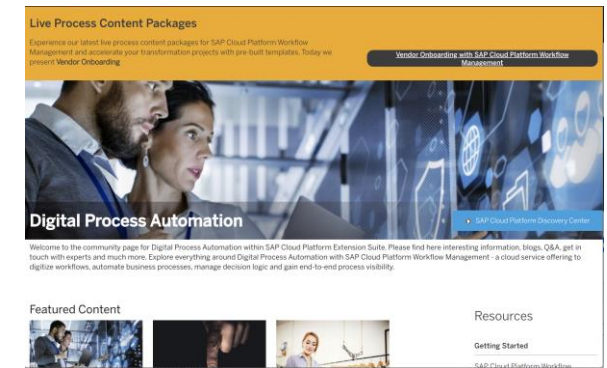
Live Process Content

- Pre-built process templates with industry-specific and cross-industry use cases
- Workflow Management



RPA Content

- Pre-built content packages for Intelligent Robotic Process Automation
- SAP and Non-SAP
- Multiple LoBs
- Multiple industries



SAP Community

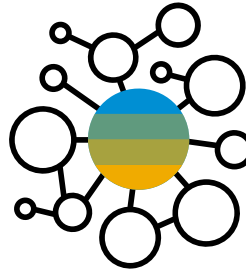
- Digital Process Automation Community with expert content, blogs, and resources
- Q&A

Delivering Value with Digital Workplaces as part of the Extension Suite



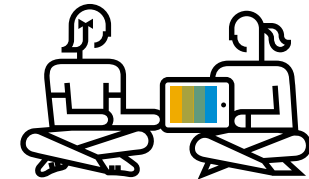
Value from User Experience

- Improve Productivity **50%**
- Decrease Training Costs **80%**
- Reduce Support Costs **80%**



Intelligent Enterprise

- Increase Revenue **30%**
(improved analytics)
- Reduce Maintenance Costs **60%** (AI increasing productivity)
- Better Safety Worker **10%**
(IoT drives lower claims pay-out)



Employee Engagement

- As reported in our results:

For every 1% increase in SAP's Employee Engagement that equates to **€50M** on our bottom line...

Thank you and Q&A.

Jonathan Russell

Global Vice President, SAP

GTM - SAP Cloud Platform Extension Suite & User Experiences

THE BEST RUN 

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