How Procurement Leaders
Can Plan for the Future

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THE BEST RUN **SAP**

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Agenda

1. Collaboration via Systems

2. Analytics and Big Data

3. Networked Economy

4. Culture of Adoption

Collaboration via Systems

Collaboration moves to integrated systems

- Many customers are stuck on disconnected manual processes
  - Email
  - Excel
  - Etc

- SAP answer: the Business Network
  - Real time status of documents/processes
  - In App messaging
 - Theory crafting: hashtags to associate email, tweets, Teams, Slack, et al

Networked Economy

Everything becomes connected

- Interconnected, interoperable
  - Consolidation of SAP networks
  - Connecting to other networked systems
- API first ecosystems
  - API strategy is a must have, platform, strategy, speed
- Built for flexibility and extensibility
  - Differentiating business processes
  - Localization
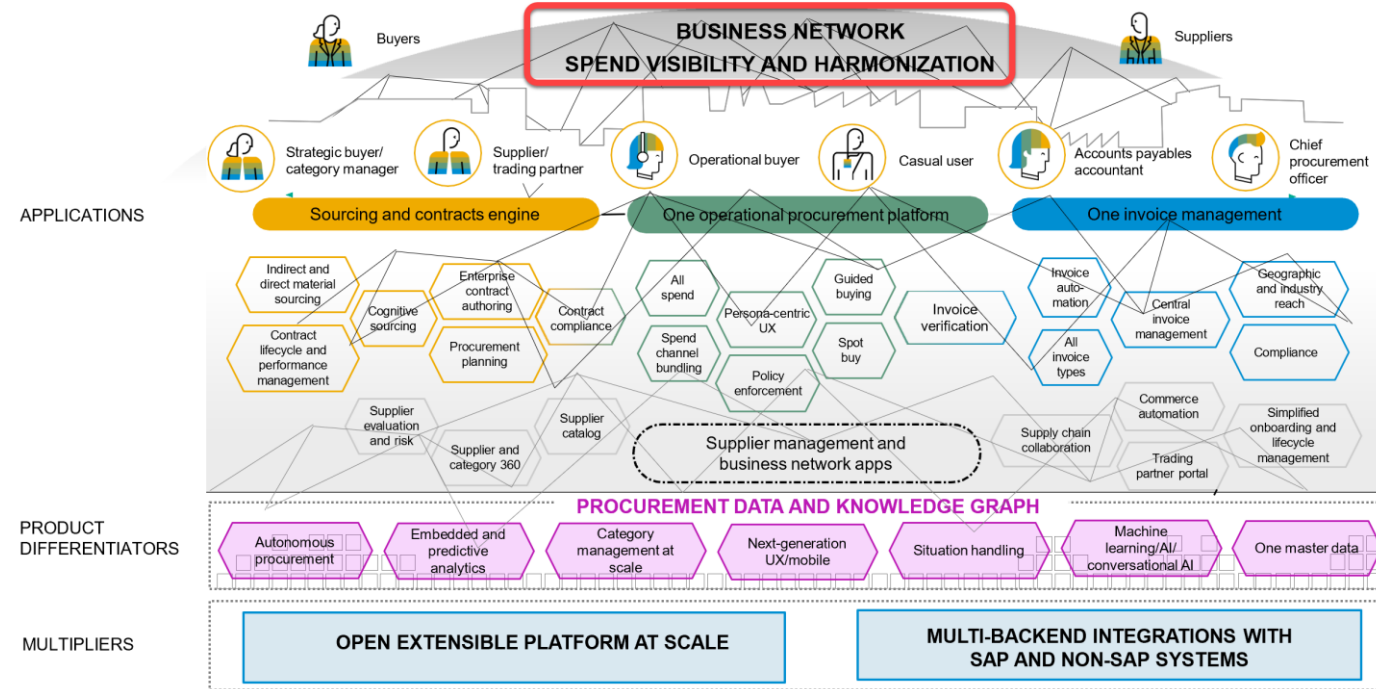
Analytics and Big Data Take Over

Analytics Embedded Everywhere

- Clean Data
  - Always a challenge
  - Becoming more as data moves center stage
  - Fuels AI/ML scenarios
- Benchmarking
  - Utilize vast network data to provide insight
  - Benchmark pricing across relevant customers
  - Combine with shipping info for carbon footprint insights
- Intelligent Features
  - Possible delivery disruptions based on severe weather or geopolitical events
  - Sourcing suggestions based on benchmarks
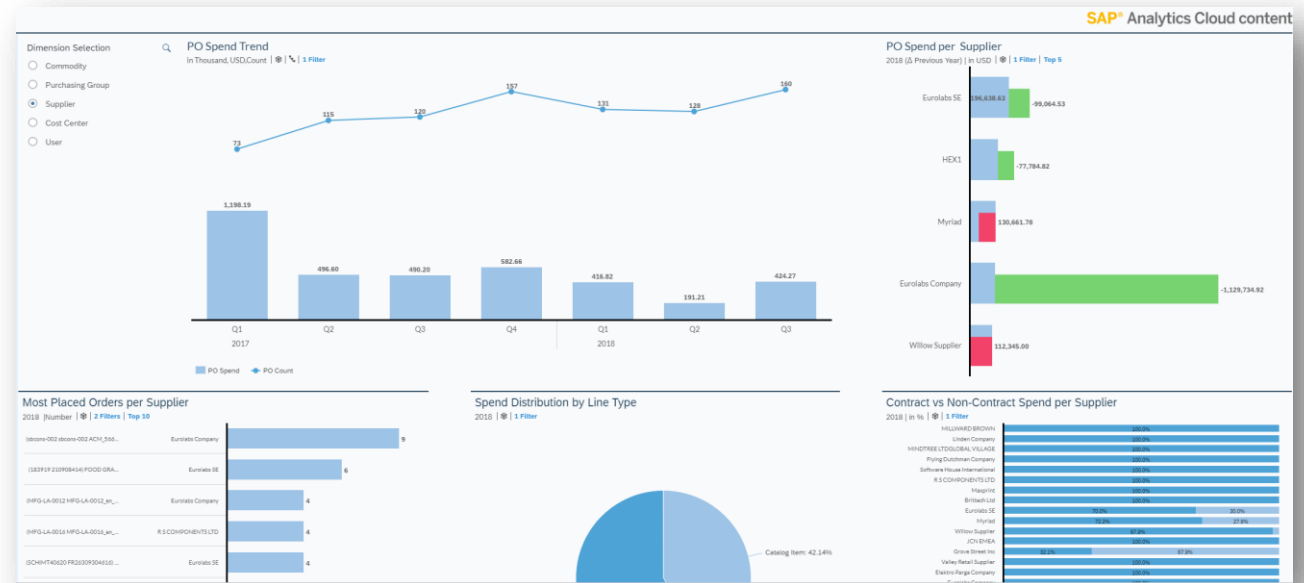
Culture of Adoption
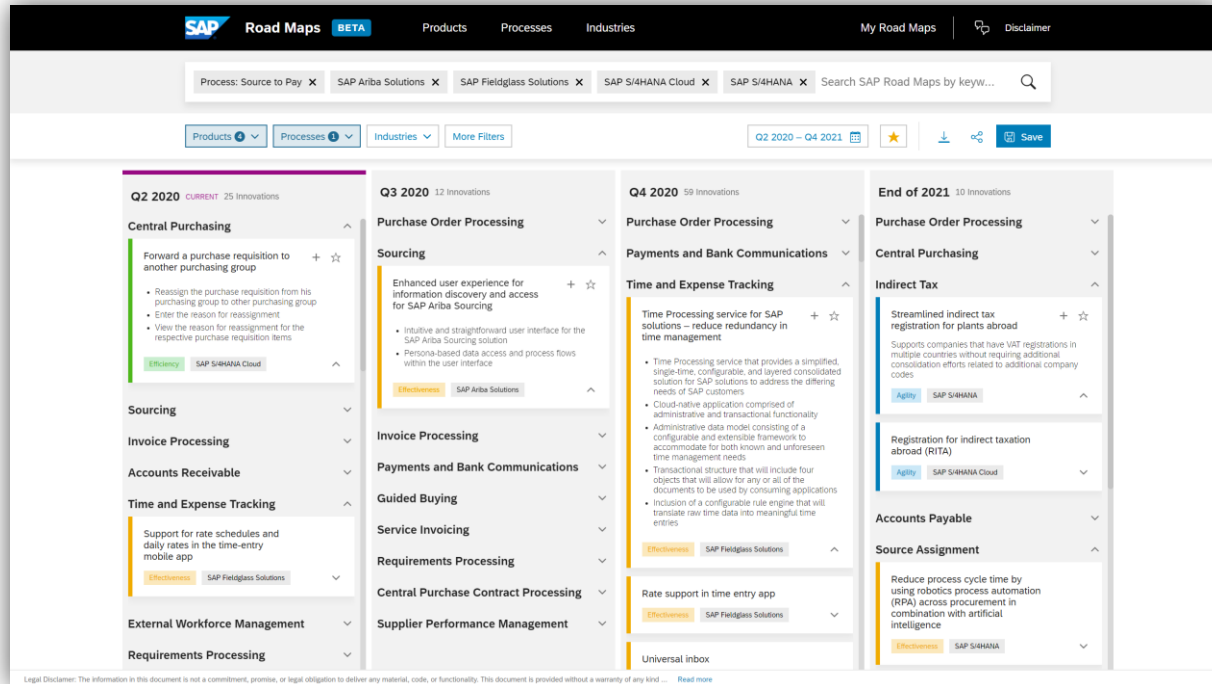
Culture of Adoption is culture of change

Speed of innovation is increasing

- Customers need a continuous improvement/ continuous adoption program
  - Monitor readiness content and roadmap
  - Determine which features are important for your business
  - Connection with IT to leverage APIs, extensions, integrations

Thank you.

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