Process Discovery for SAP S/4HANA Transformation
(Evolution of SAP Business Scenario Recommendations on Spotlight)
Agenda

Introduction and Overview
- Customer Challenges and Solution
- How to Read the Report

DEMO: Process Discovery

How to Request Your Own Analysis

Next Steps with BPI

Summary
How to build your case for SAP S/4HANA?

Process Discovery helps business executives understand the value of moving to SAP S/4HANA and intelligent technologies.

**WHY?**

- What are the benefits?
- What is different, and what is new?
- Where can SAP support transformation?

**Unique insights** into current business process performance, system usage and industry benchmarks

**Tailor-made recommendations** for SAP S/4HANA functionalities, SAP Fiori Apps and automation for six lines of business and across end-to-end processes

Helping you to **build your case for SAP S/4HANA** and secure business buy-in

**No additional charge** for customers on SAP Maintenance

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Understand how to achieve your business goals with SAP innovations

- "What does my CEO want me to achieve?"
- "What should we improve?"
- "Where are issues in today’s processes?"
- "How are we working today?"
Understand how to achieve your business goals with SAP innovations

Business goal
“What does my CEO want me to achieve?”

Value drivers
“What should we improve?”

Deep dive into performance
“Where are issues in today’s processes?”

Deep dive into usage
“How are we working today?”

Optimize finance processes and liquidity

Reduce G/L efforts and financial closing time
Reduce days sales outstanding (DSO)

Process view and process performance indicators
(from customer’s SAP ERP software data with industry benchmarks)

Impacting G/L efforts and closing time
- Overdue & open finance AR / AP items
- Customer/ vendor payments autom. cleared
- Open items on finance G/L accounts

Impacting days sales outstanding
- # of sales order items overdue for invoicing
- # of delivery items shipped and not billed
- # of days for lead time: invoice creation to clearing

Usage view
(from customer’s SAP ERP software data with industry benchmarks)

<table>
<thead>
<tr>
<th>Capabilities</th>
<th>What you use today</th>
<th>Manual Effort</th>
<th>Custom Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Accounting</td>
<td>★★★</td>
<td>Total 40,2%</td>
<td>5,6%</td>
</tr>
<tr>
<td>Collections Management</td>
<td>★★★★</td>
<td>Total 32,4%</td>
<td>20,1%</td>
</tr>
</tbody>
</table>
Understand how to achieve your business goals with SAP innovations
SAP S/4HANA capabilities recommendations based on your performance and usage

1. Business goal
   “What does my CEO want me to achieve?”

2. Value drivers
   “What should we improve?”

3. Deep dive into performance
   “Where are issues in today’s processes?”

4. Deep dive into usage
   “How are we working today?”

Optimize finance processes and liquidity

Reduce days sales outstanding (DSO)

Impacting days sales outstanding:
- # of sales order items overdue for invoicing
- # of delivery items shipped and not billed
- # of days for lead time: invoice creation to clearing

Gain real-time insight into global cash and liquidity with SAP S/4HANA.

Gain
real-time
insight into
global
cash and
liquidity
with
SAP
S/4HANA.

Accelerate the entity close process through automation and standardization.

CAPABILITIES

Entity close

Additional SAP products

Cash and Liquidity Management

SAP S/4 HANA

Capability
Financial Accounting

What you use today
★★★★

Manual Effort
Total 40.2%

Custom Code
5.6%
12 optimization goals for 6 lines of business across 7 end-to-end processes

6 Lines of Business
- Manufacturing
- Finance
- Supply Chain
- Sales
- Sourcing and Procurement
- Asset Management

7 End-to-end Processes
- Record to Report
- Order to Cash
- Procure to Pay
- Complain and Return Management
- Inventory Management
- Plan to produce
- Operate to Maintain

12 Optimization goals
- Reduce finance costs
- Reduce procurement function cost
- Reduce complaints and return costs
- Reduce total manufacturing costs
- Reduce asset data management cost
- Reduce G/L efforts and financial closing time
- Reduce days sales outstanding
- Reduce days in inventory
- Reduce unplanned downtime or outage
- Improve on-time delivery performance
- Accelerate manufacturing cycle time
- Increase sales force efficiency

~80 process performance metrics selected out of a set of 1300+ readily available KPIs in SAP Solution Manager, supporting the need to MOVE to SAP S/4HANA, collected from the customer’s SAP ERP systems and benchmarked against peers (3000+ data sets per January 2021).
Introducing Process Discovery

Executive summary

Starting point to build a case for SAP S/4HANA

Easy to share including direct links to Process Discovery solution

Audience: Business executives

Process Discovery Summary

Interactive PDF document (Evolution of SAP Business Scenario Recommendations)

Process Discovery Solution

Online application (Currently named Spotlight)

Deep-dive into process performance and efficiency

Identification of areas for improvement and automation potential

Tool-based support to identify standardization opportunities

Audience: Process Experts

Process Discovery for SAP S/4HANA Transformation

Process Discovery free of charge for customers on SAP Maintenance
Agenda

Introduction and Overview

**DEMO: Process Discovery**

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Summary
Demo
Process Discovery Summary
for SAP S/4HANA Transformation
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Process Discovery
For SAP S/4HANA Transformation

Process Discovery free of charge for customers on SAP Maintenance
Highlights of the Process Discovery Solution

- Helps you transform and automate your processes
- Free cloud-based tool for Experts
- Organized in reports for various roles
- Personalized thanks to a start menu with relevant information
- Insights on custom and partner code
- Possibility to adjust mapping to reflect real usage
- No need of extra work from customer or SAP colleagues
## Start

### Top Opportunities to Improve

<table>
<thead>
<tr>
<th>Opportunity</th>
<th>Details</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales invoices not posted to accounting</td>
<td>January 2020</td>
<td>1.5K</td>
</tr>
<tr>
<td>Lead time: Prod. order creation to release</td>
<td>January 2020 (weekly)</td>
<td>23.6 Days</td>
</tr>
<tr>
<td>Sales order items overdue for invoicing</td>
<td>January 2020</td>
<td>44.5K</td>
</tr>
<tr>
<td>Manual price condition changes on sales orders</td>
<td>January 2020 (weekly)</td>
<td>9.9K</td>
</tr>
</tbody>
</table>

### Top Performance

<table>
<thead>
<tr>
<th>Performance</th>
<th>Details</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Work orders in phase created</td>
<td>January 2020 (weekly)</td>
<td>1</td>
</tr>
<tr>
<td>Lead time: Purchase requisition creation to PO</td>
<td>January 2020 (weekly)</td>
<td>&lt;0.1 Days</td>
</tr>
<tr>
<td>Work orders in phase released</td>
<td>January 2020</td>
<td>784</td>
</tr>
<tr>
<td>Work orders not settled</td>
<td>January 2020 (monthly)</td>
<td>51</td>
</tr>
</tbody>
</table>

### Top Recommendations

- **SAP S/4HANA Capabilities Delivery Management**
  - Usage-Based Relevance: ⚫⚫⚫
  - Industry Popularity: ⚫⚫

- **SAP S/4HANA Capabilities External Processing**
  - Usage-Based Relevance: ⚫⚫⚫
  - Industry Popularity: ⚫⚫

- **SAP S/4HANA Capabilities Financial Accounting**
  - Usage-Based Relevance: ⚫⚫⚫
  - Industry Popularity: ⚫⚫

- **SAP S/4HANA Capabilities Goods Movement**
  - Usage-Based Relevance: ⚫⚫⚫
  - Industry Popularity: ⚫⚫
Start menu

Check:
- The most important areas for improvement,
- Where you perform well compared to your industry
- The top SAP S/4HANA recommendations

Click on:
- "View All"
- "Recommendations" in the left menu to go to the recommendations section

Top Opportunities to Improve

- Sales invoices not posted to accounting
  January 2020
  1.5K
- Lead time: Prod. order creation to release
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  23.6 Days
- Sales order items overdue for invoicing
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Top Performance

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Top Recommendations

- SAP S/4HANA Capabilities Delivery Management
  - Usage-Based Relevance
  - Industry Popularity
- SAP S/4HANA Capabilities External Processing
  - Usage-Based Relevance
  - Industry Popularity
- SAP S/4HANA Capabilities Financial Accounting
  - Usage-Based Relevance
  - Industry Popularity
- SAP S/4HANA Capabilities Goods Movement
  - Usage-Based Relevance
  - Industry Popularity
Recommendations 1/9:

On top of this screen are the top SAP S/4HANA recommendations across every line of business and process.

The blue ribbon gives you the opportunity to email SAP in case you require assistance in transforming the recommendations into execution.
The various recommendations are gathered by type:
- SAP S/4HANA capabilities
- SAP Fiori apps
- iRPA
- Machine Learning
- Situation handling
- SAP Ariba
- SAP Business Network

You can filter by:
- line of business
- end-to-end process

Or search for specific process.

### SAP S/4HANA Capabilities (107)

<table>
<thead>
<tr>
<th>Name</th>
<th>Usage-Based Relevance</th>
<th>Industry Popularity</th>
<th>Lines of Business</th>
<th>Basis for Relevance</th>
<th>Resources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delivery Management</td>
<td></td>
<td></td>
<td>Finance, Sales</td>
<td>VL02N, VL01N, VL10</td>
<td>View All (27)</td>
</tr>
<tr>
<td>External Processing</td>
<td></td>
<td></td>
<td>Manufacturing</td>
<td>ME21N, ME22N, ME23N</td>
<td>View All (6)</td>
</tr>
<tr>
<td>Goods Movement</td>
<td></td>
<td></td>
<td>Supply Chain</td>
<td>VL02N, VL01N, MB1A</td>
<td>View All (7)</td>
</tr>
<tr>
<td>Invoice Processing</td>
<td></td>
<td></td>
<td>Finance</td>
<td>MiRO, MiR4, MiR6</td>
<td>View All (8)</td>
</tr>
<tr>
<td>Financial Accounting</td>
<td></td>
<td></td>
<td>Finance</td>
<td>FBL3N, FBL5N, FBL1N</td>
<td>View All (76)</td>
</tr>
</tbody>
</table>

### Machine Learning (28)

<table>
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<tr>
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<tr>
<td>Cash Application for FI-CA</td>
<td></td>
<td></td>
<td>Finance</td>
<td>FBL5N, FD10N, F-32</td>
<td>View All (17)</td>
</tr>
<tr>
<td>(Account Classification)</td>
<td></td>
<td></td>
<td>Sourcing and Procurement</td>
<td>FBL5N, F01, FBL1N</td>
<td>View All (19)</td>
</tr>
<tr>
<td>Detect Abnormal Liquidity Items</td>
<td></td>
<td></td>
<td>Finance</td>
<td>FBL5N, FD10N, F-32</td>
<td>View All (19)</td>
</tr>
<tr>
<td>Payment Advice Extraction</td>
<td></td>
<td></td>
<td>Finance</td>
<td>Sourcing and Procurement</td>
<td>FBL5N, FD10N, F-32</td>
</tr>
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</table>
The capabilities are rated in terms of relevance and industry popularity.

This rating is based on a 3-dot scale - zero or one dot has a minimal and 3 dots a critical meaning.
### Recommendations

Leverage the optimization potential identified in your ERP system

#### All Recommendations

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<td>⬤</td>
<td>Finance, Sales, Supply Chain</td>
<td>VL02N, VL01N, VL10</td>
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#### Machine Learning (28) View All

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<td>View All (19)</td>
</tr>
</tbody>
</table>

---

**Recommendations 4/9:**

By default, the top 5 recommendations are displayed.

You can click on “View All” to review the full list of SAP S/4HANA recommendations.
Recommendations 5/9:

Let’s review “Financial Accounting” which is highly relevant and popular.

<table>
<thead>
<tr>
<th>SAP S/4HANA Capabilities (107)</th>
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**Machine Learning (28) View All**

- **Cash Application for FI-CA (Account Classification)** ![Relevance](image) ![Industry Popularity](image) ![Lines of Business](image) ![Basis for Relevance](image) ![Resources](image)
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- **Payment Advice Extraction**   ![Relevance](image) ![Industry Popularity](image) ![Lines of Business](image) ![Basis for Relevance](image) ![Resources](image)
Recommendations 6/9:
The list of the transactions, which will be improved by the related SAP S/4HANA capability appears on the right.

Click on “Learn More” to get more information about the related SAP S/4HANA recommendation.
Recommendations 7/9:

An additional information site shows up, which provides benefits for a specific SAP S/4HANA capability. This page could also show numerous additional information, such as:

- What is new in SAP S/4HANA
- What are the Value Drivers

---

**Universal journal**

SAP S/4HANA provides a single, universal journal that simplifies all accounting processes.

---

**Simplified and streamlined processes**

Massive efficiencies are enabled by removing redundant steps and streamlining integration.

---

**Built-in innovations**

Unassigned alerts, highlighting areas to focus on

---

**Value Drivers**

- Reduce days to close annual books
  - by enabling automated, highly efficient closing tasks such as intercompany reconciliation supported by a single source of truth
  - Value lever: Agility

- Reduce finance cost
  - by enabling automated, highly efficient closing tasks such as intercompany reconciliation supported by a single source of truth
  - Value lever: Efficiency

---

**What is New in SAP S/4HANA**

- What is new in SAP S/4HANA
- Value Drivers
- Improved User Experience (SAP Fiori Apps)
- SAP Best Practices (Scope Items)
- SAP Road Maps
- Additional Information
- Related Products
- Related License Materials*

---

* The listed licenses are potentially suitable materials. Please align with your SAP account executive for individually applicable licensing options
Recommendations 8/9:

- The best practices, to learn how to use the specific recommendations the best way possible
- What are the related SAP Fiori apps, segmented by role within the organization
- And the future developments around this capability with the SAP RoadMap Explorer
### Recommendations
Leverage the optimization potential identified in your ERP system

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**Recommendations 9/9:** You can pin or unpin the capabilities you are the most interested in.
Personas

Clemens needs to assess performance and identify areas for improvement for his line of business.

Process Owner

Claire needs to assess performance and identify areas for improvement for the end-to-end process.

Transformation Driver

Amelia needs to identify transformation or automation potential across the organization.

Technical System Expert

Emanuel needs to future-proof the IT landscape.
Line of Business Manager

Persona: Clemens, Line of Business Manager, Globalcorp Inc.

Challenges: Clemens needs to assess performance and identify areas for improvement for his line of business

Storyflow: See how Clemens…

- identifies the opportunities of improvement for the finance department by analyzing relevant performance indicators
- compares his company's performance against industrial benchmarks
- understands how finance users use the processes and identify potential for usage optimization, training or automation
- Gets recommendations, based on performance and usage optimization, segmented by type, such as S/4HANA capabilities, situation handling, Fiori, automation bots and machine learning
Reports
Get performance insights for end-to-end processes or lines of business and identify transformation opportunities

Get Insights into End-to-End Processes

Finance 1/8:
Let's click on the Finance Line of business.

Explore Performance by Line of Business

Leverage Transformation Opportunities
The performance indicators are organized by opportunities to improve and good performance.

We generally encourage our customers to focus on the opportunities to improve to get the maximum value out of their process improvement project.

**Finance 2/8:**

**Business Performance Goals**
Select your performance goals so you can focus on those KPIs with opportunities to improve.

- Reduce G/L Efforts And Financial Closing Time
- Reduce Finance Costs
- Reduce Days Sales Outstanding

**Opportunities to Improve**
- Delivery items shipped and not billed
  - January 2020
  - 61.1K
- Manual changes on purchase orders
  - January 2020 (weekly)
  - 9.9K
- Manual price condition changes on sales orders
  - January 2020 (weekly)
  - 9.9K
- Overdue & open finance AP items
  - January 2020
  - 80.1K

**Good Performance**
- Lead time: Purchase requisition creation to PO
  - January 2020 (weekly)
  - <0.1 Days
- Manual changes on purchase requisitions
  - January 2020 (weekly)
  - 131
- Lead time: Delivery creation to goods issue
  - January 2020 (weekly)
  - 7.4 Hours
- Lead time: Invoice creation to clearing
  - January 2020 (weekly)
  - 23 Days
Finance 3/8:

You can filter by performance goal, such as: Reducing efforts, reducing closing time, costs or DSO for the finance line of business. This will display only the performance indicators related to this specific business goal.

Business Performance Goals

Select your performance goals so you can focus on those KPIs with opportunities to improve.

![Performance Goals](Finance 3/8 image)

Opportunities to Improve

- **Delivery items shipped and not billed**
  - January 2020
  - 61.1K

- **Manual changes on purchase orders**
  - January 2020 (weekly)
  - 9.9K

- **Manual price condition changes on sales orders**
  - January 2020 (weekly)
  - 9.9K

- **Overdue & open finance AP items**
  - January 2020
  - 80.1K

Good Performance

- **Lead time: Purchase requisition creation to PO**
  - January 2020 (weekly)
  - <0.1 Days

- **Manual changes on purchase requisitions**
  - January 2020 (weekly)
  - 131

- **Lead time: Delivery creation to goods issue**
  - January 2020 (weekly)
  - 7.4 Hours

- **Lead time: Invoice creation to clearing**
  - January 2020 (weekly)
  - 23 Days
Sample Inc.
System: PRD
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**Finance**

**Business Performance Goals**
Select your performance goals so you can focus on those KPIs with opportunities to improve.

- Reduce G/L Efforts and Financial Closing Time
- Reduce Finance Costs
- Reduce Days Sales Outstanding

**Opportunities to Improve**

- **Delivery items shipped and not billed**
  
  January 2020
  
  **61.1K**

- **Manual changes on purchase orders**
  
  January 2020 (weekly)
  
  **9.9K**

- **Manual price condition changes on sales orders**
  
  January 2020 (weekly)
  
  **9.9K**

- **Overdue & open finance AP items**
  
  January 2020
  
  **80.1K**

4 of 16 displayed

**Good Performance**

- **Lead time: Purchase requisition creation to PO**
  
  January 2020 (weekly)
  
  **<0.1 Days**

- **Manual changes on purchase requisitions**
  
  January 2020 (weekly)
  
  **131**

- **Lead time: Delivery creation to goods issue**
  
  January 2020 (weekly)
  
  **7.4 Hours**

- **Lead time: Invoice creation to clearing**
  
  January 2020 (weekly)
  
  **23 Days**

FINANCE 4/8:
You can click on each performance indicator to understand more about your performance.
Let's click on "Delivery items shipped and not billed".
Finance 5/8:

In the pop-up window, you can see the details for the related performance indicator:

- A short description of the performance indicator
- The industry benchmark: Here this organization is significantly below industry average
- The possible root causes
- The potential business impact

On the left side we can see a breakdown by companies. Most impacted, by roughly 2/3, is the region South-West in the US.

Click on the "Age Distribution" tab.

Industry Benchmark

<table>
<thead>
<tr>
<th>Bottom 25%</th>
<th>Median</th>
<th>Top 25%</th>
</tr>
</thead>
<tbody>
<tr>
<td>9.6K</td>
<td>1.1K</td>
<td>183</td>
</tr>
</tbody>
</table>

Your performance is significantly below industry average (first quartile)

Possible Causes

- Missing or inaccurate master data
- System configuration does not reflect business reality
- Failure of automatic billing

Potential Business Impact

- Working capital: Delayed incoming cash
- Inaccurate cash & liquidity planning data
- Unnecessary high manual re-processing workload

Meta Information

Technical ID: KPLE000305
KPI Type: Incident
Finance 6/8:
The aging distribution helps you to understand if these items are actually business relevant today or if this is only old data that need to be archived.

Here the majority of the cases is older than 5 years, these items are not business relevant anymore but still relevant for the IT department.

The big chunk of items less than 3 months old could point out a process issue.
### Finance 7/8:

Scrolling down on the page, you can see which processes involve the highest manual effort or the highest number of users. This indicates potential for automation in your line of business. Review the "Process Automation" to learn more.

#### Processes with Automation Potential

<table>
<thead>
<tr>
<th>Process</th>
<th>Manual Effort</th>
<th>Users</th>
<th>Line of Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting and Financial Close (AFC)</td>
<td>🟢</td>
<td>🟢</td>
<td>Finance</td>
</tr>
<tr>
<td>Accounts Payable (J60)</td>
<td>🟢</td>
<td>🟢</td>
<td>Finance</td>
</tr>
<tr>
<td>Overhead Cost Accounting (J54)</td>
<td>🟢</td>
<td></td>
<td>Finance</td>
</tr>
<tr>
<td>Accounts Receivable (J59)</td>
<td>🟢</td>
<td>🟢</td>
<td>Finance</td>
</tr>
<tr>
<td>Advanced Cash Operations (J78)</td>
<td>🟢</td>
<td>🟢</td>
<td>Finance</td>
</tr>
</tbody>
</table>
**Process Discovery Summary**

**Line of Business Manager**

The recommended capabilities appear at the bottom of the line of business report.

Review the "Recommendations" section to know more.

<table>
<thead>
<tr>
<th>SAP S/4HANA Capabilities (66)</th>
<th>View All</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Delivery Management</strong></td>
<td><img src="image" alt="Relevance" /> <img src="image" alt="Industry" /> <img src="image" alt="Basis" /></td>
</tr>
<tr>
<td><strong>Invoice Processing</strong></td>
<td><img src="image" alt="Relevance" /> <img src="image" alt="Industry" /> <img src="image" alt="Basis" /></td>
</tr>
<tr>
<td><strong>Financial Accounting</strong></td>
<td><img src="image" alt="Relevance" /> <img src="image" alt="Industry" /> <img src="image" alt="Basis" /></td>
</tr>
<tr>
<td><strong>Purchase Order Processing</strong></td>
<td><img src="image" alt="Relevance" /> <img src="image" alt="Industry" /> <img src="image" alt="Basis" /></td>
</tr>
<tr>
<td><strong>Sales Billing</strong></td>
<td><img src="image" alt="Relevance" /> <img src="image" alt="Industry" /> <img src="image" alt="Basis" /></td>
</tr>
</tbody>
</table>

**Machine Learning (15) View All**

| **Cash Application for FI-CA (Account Classification)** | ![Relevance](image) ![Industry](image) ![Basis](image) | ![View All](image) (17) |
| **Detect Abnormal Liquidity Items**            | ![Relevance](image) ![Industry](image) ![Basis](image) | ![View All](image) (19) |
| **Payment Advice Extraction**                  | ![Relevance](image) ![Industry](image) ![Basis](image) | ![View All](image) (19) |
| **Receivables Line-Item Matching (CashApp)**   | ![Relevance](image) ![Industry](image) ![Basis](image) | ![View All](image) (19) |
| **SAP Cash Application - Payables Line-Item Matching** | ![Relevance](image) ![Industry](image) ![Basis](image) | ![View All](image) (19) |

**SAP Intelligent Robotic Process Automation (21) View All**

| **Automated Generation of GL Re-class Postings (5AK)** | ![Relevance](image) ![Industry](image) ![Basis](image) | ![View All](image) |
| **SAP 5AK Integration** | ![Relevance](image) ![Industry](image) ![Basis](image) | ![View All](image) |
| **SAP 5AK Execution** | ![Relevance](image) ![Industry](image) ![Basis](image) | ![View All](image) |

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**Process Owner**

**Persona:** Claire, Process Owner of Order to Cash, Globalcorp Inc.

**Challenges:** Claire needs to assess performance and identify areas for improvement for the end-to-end process.

**Storyflow:** See how Claire...

- identifies the opportunities for improvement within the order-to-cash process by analyzing relevant performance indicators.
- compares her company's performance against industrial benchmarks.
- gets recommendations, based on performance and usage optimization, segmented by type, such as S/4HANA capabilities, situation handling, Fiori, automation bots and machine learning.
Order to Cash 1/8:
Let’s see the content for order to cash.
Order to Cash

Process of ordering, from creating sales orders, delivering goods and posting the goods issue, to customer invoicing and payment

### Automation Potential

5 Aug 2019 – 31 Jan 2020

- Manual Effort
- Users

#### Manual Effort

- **Sales Order Creation**
  - Manual price condition changes on sales orders: 9.9K
  - Missing fields in incomplete orders: 3.9K
  - Rejected sales order items: 3.6K
  - Sales order items overdue for invoicing: 44.5K
  - Sales schedule lines could not be confirmed for the requested delivery date: 6.7K

#### Users

- **Outbound Delivery Creation**
  - Deliveries automatically created: 32.5%
Order to Cash 3/8:
The performance indicators are organized by process steps along the process chain.
- Starting with the sales order creation
- followed by outbound delivery creation
- posting goods issue
- to finish by invoice creation and incoming payment.
Order to Cash 4/8:

You will find the value and the benchmark on the right.
- Red means there is an opportunity for improvement
- Green means you are one of the leaders of your industry for this KPI.

Let's click on account receivable.
Order to Cash 5/8:

In the pop-up window, you can see the details for the related performance indicator:

- A short description of the performance indicator
- The industry benchmark. Here the organization is performing relatively well compared to the industry peers.
- The possible root causes
- The potential business impact

On the left side, we can see a breakdown by companies. Most impacted, by roughly half of the cases, is the Headquarter.

Click on the "Age Distribution" tab.
**Order to Cash 6/8:**

The aging distribution helps you to understand if these items are actually business relevant today or if this is only old data that need to be archived.

Here the majority of the cases is older than a year, these items are not relevant for the business anymore but still relevant for the IT department.
Order to Cash 7/8:
Now that you have more information about the context of the performances, you can see the related recommendations.
### Process Discovery Summary

**Order to Cash 8/8:**

These recommendations will appear on the right.

You can expand the view, review the relevance, and the popularity, or learn more on each of them by clicking on the lightbulb icon.

<table>
<thead>
<tr>
<th>Process</th>
<th>Description</th>
<th>Manual Effort</th>
<th>Users</th>
<th>Related Processes</th>
<th>Recommendations</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1</strong></td>
<td>Posting Goods Issue</td>
<td>61.1K</td>
<td></td>
<td>(3)</td>
<td>(37)</td>
</tr>
<tr>
<td></td>
<td>Delivery items shipped and not billed</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Lead time: Delivery creation to goods issue</td>
<td>7.4 hours</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>2</strong></td>
<td>Invoice Creation</td>
<td>23 days</td>
<td></td>
<td>(1)</td>
<td>(37)</td>
</tr>
<tr>
<td></td>
<td>Lead time: Invoice creation to clearing</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Overdue &amp; open finance AR items</td>
<td>18.2K</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sales invoices not posted to accounting</td>
<td>1.5K</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sales order items overdue for invoicing</td>
<td>44.5K</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>3</strong></td>
<td>Incoming Payment</td>
<td>24.4%</td>
<td></td>
<td>(1)</td>
<td>(25)</td>
</tr>
<tr>
<td></td>
<td>Customer payments automatically cleared</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Electr. bank statements not completely posted</td>
<td>1.9K</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Lead time: Invoice creation to clearing</td>
<td>23 days</td>
<td></td>
<td></td>
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<td>Overdue &amp; open finance AR items</td>
<td>18.2K</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Next Steps**

- **FINANCE**
  - PRD
  - EXECUTIVE

- **SALES**
  - MANUFACTURING
  - SOURCING AND PROCUREMENT
  - SUPPLY CHAIN
  - ASSET MANAGEMENT
  - NEXT
Transformation Driver

**Persona:** Amelia, Transformation Driver, Globalcorp Inc.

**Challenges:** Amelia needs to identify transformation or automation potential across the organization

**Storyflow:** See how Amelia...

- consults the Process Automation Report, which focuses heavily on the process usage and transformation opportunities which have a high business value

- gets the usage information to quickly identify the opportunities for usage optimization, training or automation of the various processes
Process Automation 1/9:
Let's click on the report for Process Automation.
Process Automation 2/9:

This graph provides an overview of the processes which require the manual effort and the highest number of users.

- The figures on the axes are related to the scale 1-3. 1 being minimal, 3 being maximal.
- Every dot, which is on the right or on the top of this graph is critical.
- The colours indicate the various lines of business as you can see in the legend right of the graph.
Process Automation 3/9:

By putting your mouse on each point, you can have more information on the related point.

When we scroll down on the page…
Process Automation 4/9:

...the list of the processes is displayed. This list is organized by either the processes with highest manual effort or a high number of users. Therefore, it indicates potential for automation.

You can filter by:
- line of business
- End-to-End processes
- or search for a specific process

You can also pin and unpin the processes you wish to focus on.

When clicking on “Show More” the view expands and you can review the other elements.

<table>
<thead>
<tr>
<th>Process</th>
<th>Manual Effort</th>
<th>Users</th>
<th>Line of Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting and Financial Close (AFC)</td>
<td>⭐⭐⭐</td>
<td>⭐⭐⭐</td>
<td>Finance</td>
</tr>
<tr>
<td>Accounts Payable (J60)</td>
<td>⭐⭐⭐</td>
<td>⭐⭐</td>
<td>Finance</td>
</tr>
<tr>
<td>Central Purchasing (2XT)</td>
<td>⭐⭐⭐</td>
<td>⭐⭐⭐</td>
<td>Sourcing and Procurement</td>
</tr>
<tr>
<td>Emergency Maintenance (B10)</td>
<td>⭐⭐⭐</td>
<td>⭐⭐</td>
<td>Asset Management</td>
</tr>
<tr>
<td>Maintenance (MNT)</td>
<td>⭐⭐</td>
<td>⭐⭐⭐</td>
<td>Asset Management</td>
</tr>
<tr>
<td>Direct Procurement with Inbound Delivery (2TX)</td>
<td>⭐⭐</td>
<td>⭐⭐</td>
<td>Supply Chain</td>
</tr>
<tr>
<td>Procurement of Materials with Variant Configuration (2XU)</td>
<td>⭐⭐</td>
<td>⭐⭐</td>
<td>Sourcing and Procurement</td>
</tr>
<tr>
<td>Overhead Cost Accounting (J54)</td>
<td>⭐⭐</td>
<td>⭐⭐</td>
<td>Finance</td>
</tr>
<tr>
<td>Accounts Receivable (J59)</td>
<td>⭐⭐</td>
<td>⭐⭐</td>
<td>Finance</td>
</tr>
<tr>
<td>Advanced Cash Operations (J78)</td>
<td>⭐⭐</td>
<td>⭐⭐</td>
<td>Finance</td>
</tr>
</tbody>
</table>

10 of 89 displayed
**Process Automation**

Identify processes with opportunities to automate

<table>
<thead>
<tr>
<th>Process Automation 5/9:</th>
</tr>
</thead>
<tbody>
<tr>
<td>You can click on each process to get more information.</td>
</tr>
<tr>
<td>Let's click on &quot;Accounts Payable&quot;.</td>
</tr>
</tbody>
</table>

### Processes with Automation Potential

<table>
<thead>
<tr>
<th>Process</th>
<th>Manual Effort</th>
<th>Users</th>
<th>Line of Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting and Financial Close (AFC) · Processes (2)</td>
<td>⭐⭐⭐</td>
<td>⭐⭐⭐</td>
<td>Finance</td>
</tr>
<tr>
<td>Accounts Payable (J60)</td>
<td>⭐⭐⭐</td>
<td>⭐⭐</td>
<td>Finance</td>
</tr>
<tr>
<td>Central Purchasing (2XT) · Solutions</td>
<td>⭐⭐⭐</td>
<td>⭐⭐⭐</td>
<td>Sourcing and Procurement</td>
</tr>
<tr>
<td>Emergency Maintenance (BH2) · Solutions</td>
<td>⭐⭐⭐</td>
<td>⭐⭐</td>
<td>Asset Management</td>
</tr>
<tr>
<td>Maintenance (MNT) · Processes (2)</td>
<td>⭐⭐</td>
<td>⭐⭐⭐</td>
<td>Asset Management</td>
</tr>
<tr>
<td>Direct Procurement with Inbound Delivery (2TX) · Solutions</td>
<td>⭐⭐⭐</td>
<td>⭐⭐</td>
<td>Supply Chain</td>
</tr>
<tr>
<td>Procurement of Materials with Variant Configuration (2XU)</td>
<td>⭐⭐</td>
<td>⭐⭐⭐</td>
<td>Sourcing and Procurement</td>
</tr>
<tr>
<td>Overhead Cost Accounting (J54) · Solutions</td>
<td>⭐⭐⭐</td>
<td>⭐⭐</td>
<td>Finance</td>
</tr>
<tr>
<td>Accounts Receivable (J59) · Solutions</td>
<td>⭐⭐⭐</td>
<td>⭐⭐</td>
<td>Finance</td>
</tr>
<tr>
<td>Advanced Cash Operations (J78) · Solutions</td>
<td>⭐⭐⭐</td>
<td>⭐⭐</td>
<td>Finance</td>
</tr>
</tbody>
</table>

10 of 89 displayed

**Show More**
### Process Automation 6.9:

In the pop-up window, you can see the various activities included in the related process.

You can review the percentage of process manual effort of each activity relativities to the related process and the industry average.

For example, 9.4% of the manual effort related to account payable of this organization is around clearing open items, where the industry average is only around 1.5%. This can potentially be a good starting point to see what to improve in terms of accounts payable.

Let's now click on "Standard Process Diagram..."
Process Automation 7/9:

In this view, you can see the best practices in terms of account payable process. This is not your current process, but it is the ideal process, and a potential goal for you to work towards.
Process Automation 8/9:

Back to the list of processes, to discover the potential solutions to a specific process, you can click on “Solutions” next to each process name. You can also check the industry comparison.
The solutions consist of:
- machine learning
- robotics or
- SAP Fiori apps

You can click to get more information.

The industry benchmark will appear in form of arrows:
- Up arrow means it is more important than the industry average
- Down arrow means this organization performs better than the industry average

The higher the number of arrows, the more the difference with the industry average is important.
**Technical System Expert**

**Persona:** Emanuel, Technical System Expert, Globalcorp Inc.

**Challenges:** Emanuel needs to future-proof the IT landscape

**Storyflow:** See how Emanuel...

- consults the ERP system usage report, which focuses on standardization opportunities, in order to facilitate the transformation and the automation as well as improving the overall system performances
- focusses on the right components and business areas
- reduces custom and partner transactions effectively
- positively impacts the work of the maximum users
- filters transactions by transaction type and technical component
- sorts transactions by percentage of manual effort, or by number of users
Let's click on the report for ERP System Usage.
ERP System Usage 2/6:

Identify which transactions have the most users and involve the most manual effort.

The donut chart focuses on the segmentation by transaction type:
- The Plain blue part represents the used standard transactions, which were mapped to the used processes.
- The larger the share of plain blue, the easier it is to innovate your processes.

On the right side, the segmentation by technical component shows 30% of used transactions are linked to financial accounting and 26% for material management. Those will be a good starting point for IT to innovate the processes of their organization.
ERP System Usage 3/6:

The next graph provides the matrix of the transactions requiring the most manual efforts and number of users.

You can filter by standard, partner or custom code.

You can review the metrics for each transaction:
- the percentage in the overall usage
- the number of dialogue steps
- the number of active users

Which transaction types involve the most manual effort and the most monthly active users?
Manual effort and users of top 50 transactions in dialog mode

Transactions

All Technical Components

All Transaction Types
Further below, the list of transactions is shown, involving the highest manual effort or the highest number of users. This is an indicator for potential automation.

You can filter by technical component and transaction type or search for specific process.

Do not forget to click on "Show More" to expand the view and review the other elements.
ERP System Usage 5/6:

For each transaction, you can see how many processes are mapped to it. You can adjust this mapping to increase the share of mapped transactions to processes. This reflects the real usage of your system and ultimately provides better recommendations.

The percentage of manual effort and number of users are also mentioned.

Transactions

<table>
<thead>
<tr>
<th>Transaction</th>
<th>Transaction Code</th>
<th>Transaction Type</th>
<th>Mapped Processes</th>
<th>Percentage of System Manual Effort</th>
<th>Users</th>
</tr>
</thead>
<tbody>
<tr>
<td>G/L Account Line Items</td>
<td>FAGLL03</td>
<td>SAP Standard</td>
<td>2</td>
<td>5.1%</td>
<td>19</td>
</tr>
<tr>
<td>No name defined</td>
<td>ZC0001</td>
<td>Custom</td>
<td>0</td>
<td>5.1%</td>
<td>96</td>
</tr>
<tr>
<td>Call MIRO - Change Status</td>
<td>MIR4</td>
<td>SAP Standard</td>
<td>0</td>
<td>4.8%</td>
<td>42</td>
</tr>
<tr>
<td>Vendor Line Items</td>
<td>FBL1N</td>
<td>SAP Standard</td>
<td>1</td>
<td>4.8%</td>
<td>37</td>
</tr>
<tr>
<td>No name defined</td>
<td>ZC0005</td>
<td>Custom</td>
<td>0</td>
<td>3.9%</td>
<td>57</td>
</tr>
<tr>
<td>Display Purchase Order</td>
<td>ME23N</td>
<td>SAP Standard</td>
<td>1</td>
<td>3.7%</td>
<td>68</td>
</tr>
<tr>
<td>Create Purchase Order</td>
<td>ME21N</td>
<td>SAP Standard</td>
<td>23</td>
<td>3.4%</td>
<td>38</td>
</tr>
<tr>
<td>Display Balances</td>
<td>FAGLB03</td>
<td>SAP Standard</td>
<td>2</td>
<td>3.2%</td>
<td>18</td>
</tr>
<tr>
<td>No name defined</td>
<td>ZC0003</td>
<td>Custom</td>
<td>0</td>
<td>2.7%</td>
<td>76</td>
</tr>
<tr>
<td>No name defined</td>
<td>/PRTJ/TJ01</td>
<td>Partner</td>
<td>0</td>
<td>2.4%</td>
<td>13</td>
</tr>
</tbody>
</table>

10 of 649 displayed
ERP System Usage 6/6:

In the “Mapping adjustment” button and for each transaction, you will be able to add and remove processes. This functionality helps you to fine tune the real usage and by extension know better what area you wish to improve.

(This feature is available for contributor and admin roles only.)
Try out the Process Discovery Solution now!

Try out the Process Discovery Solution by accessing the demo system now.

For this, simply follow the steps below:

1. **Click on this link:** [Process Discovery Solution demo](#)

2. **Enter this user:** demo.user@getspotlight.io

3. **And this password:** Demo1234!

4. **You are connected!**
Introducing Process Discovery

Executive summary

Starting point to build a case for SAP S/4HANA

Easy to share including direct links to Process Discovery solution

Process Discovery Summary

Interactive PDF document
(Evolution of SAP Business Scenario Recommendations)

Audience: Business executives

Audience: Process Experts

Process Discovery Solution

Online application (Currently named Spotlight)

Deep-dive into process performance and efficiency

Identification of areas for improvement and automation potential

Tool-based support to identify standardization opportunities

Process Discovery
For SAP S/4HANA Transformation

Process Discovery free of charge for customers on SAP Maintenance
# Process Discovery Summary for SAP S/4HANA Transformation

## Evolution of SAP Business Scenario Recommendations on Spotlight

<table>
<thead>
<tr>
<th>Customer Name:</th>
<th>Sample Inc.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Number:</td>
<td>12345</td>
</tr>
<tr>
<td>Date of analysis:</td>
<td>16 Jul, 2021</td>
</tr>
<tr>
<td>Country/Region:</td>
<td>Germany</td>
</tr>
<tr>
<td>System ID:</td>
<td>PRD</td>
</tr>
<tr>
<td>Current Release:</td>
<td>SAP ERP - EHP6</td>
</tr>
<tr>
<td>Database:</td>
<td>Oracle</td>
</tr>
</tbody>
</table>

Consumer Products Industry
What’s in it for you:

This summary will help you to receive:
- Insights on your current SAP ERP system and industry trends
- Relevant SAP S/4HANA business scenarios by line of business
- Tailored guidance and recommendations to realize the value from SAP S/4HANA

What we know about Sample Inc.:
- We analyzed business process performance and usage data provided from your SAP ERP system PRD
- 6 lines of business use PRD, including Finance, Sourcing & Procurement, Sales & Service, Supply Chain, Manufacturing & Asset Management
Process experts can access an online version of the content. This extension includes also custom and partner code insights, and dives into the ERP usage and potential for automation.

Your Process Discovery summary is enriched with an online version: Process Discovery solution

In addition to this PDF summary, SAP delivers a lightweight, data-driven analysis on transaction and process usage in your ERP system:

- Understand which ERP components, transactions and processes are heavily used
- Identify areas with highest potential for process improvement and automation
- Find out which SAP solutions can bring immediate value to your business operations

Click here to access your free Process Discovery solution » (Spotlight by SAP)

This logo indicates jump-offs to the online version
On this page, you can review the various parts of RISE with SAP. You can see that the first step is actually the Business Process Intelligence...

**What is RISE With SAP?**

RISE with SAP brings together everything you need to transform your business in the way that works best for you – regardless of your point of departure or how fast you want to move.

**Business Process Redesign**

**Technical Migration**

**Build your Intelligent Enterprise**

**ALL POINTS OF Departure**

*Lean vs. Complex*
Business Process Intelligence

- **Business Process Intelligence**
  Enables you to transform insights from the Process Discovery into tangible actions and measure the progress.

- **Process Discovery**
  Helps you get started with Business Process Intelligence and SAP S/4HANA.

- **The Intelligent Enterprise**
  BPI is a strategic component of the intelligent enterprise: it promotes and integrates process thinking across all functions of your business.

Business Process Intelligence (BPI) is an integrated process management suite.
After browsing the analysis, you can review the information on SAP Process Insights, such as daily updated performances, with the possibility to segment the performance, the capability to drill down to each individual document and access to more recommendations. Also, the Signavio Suite will allow the customer to perform process mining and documentation.

How to Take Action with Business Process Intelligence

1. Start with your Process Discovery
   - Free of charge
   - This is your Process Discovery - including this PDF document -
   - It will help executives focus their attention on the most important process performance issues

2. SAP Process Insights for immediate value
   - Subscription
   - Continuous monitoring and improvement of your processes
   - Prepare your processes for the SAP S/4HANA transformation
   - Quick insights leading to quick results

3. Signavio Suite for full business transformation
   - Subscription
   - Process documentation
   - Process mining
   - Collaborative business transformation

Browse through this Analysis »
Learn more about SAP Process Insights »
Learn more about Signavio Suite »
SAP Business Network harmonizes previously disconnected supply chains into a unified, collaborative, and intelligent network. The various benefits are:

- Strengthening and simplifying supplier collaboration
- Finding new trading partners
- Maximizing asset utilization, while increasing service quality
- Enabling global logistics flexibility and transparency

The table below highlights the SAP Business Network components relevant for you:

<table>
<thead>
<tr>
<th>BUSINESS NETWORK SOLUTIONS</th>
<th>END-TO-END PROCESS</th>
<th>OPTIMIZATION GOAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAP Asset Intelligence Network</td>
<td>Acquire to Decommission</td>
<td>Optimize asset performance with a central repository</td>
</tr>
<tr>
<td>Ariba Network</td>
<td>Source to Pay</td>
<td>Connect buyers and suppliers on a single, networked platform</td>
</tr>
<tr>
<td>SAP Logistic Business Network</td>
<td>Plan to Fulfill</td>
<td>Ease intercompany logistics with collaboration and insights</td>
</tr>
</tbody>
</table>
The key challenges, trends and value drivers in the industry are highlighted on the next page. This is a sample summary from the consumer products industry.

### Trends in Consumer Products Industry:

#### Key Challenges within your industry

- **Empowered consumers**
  - Consumers are informed, empowered and always on.
  - They can shop and buy from anywhere and make choices about where and how they would like to take.

- **Expanding ecosystems**
  - Deliver the supply chain transparency that today's shoppers demand.
  - Reach consumers across channels directly in moments of need.

- **Extraordinary innovators**
  - Building innovative business models.
  - Redefining customers expectations and gaining market shares.

#### Key Trends within your industry

- **Enabling new business models**
  - Monetizing content or data.
  - Pursuing innovative partnerships.

- **Delivering personalized outcomes**
  - Build enduring customer and consumer relationships.
  - By delivering on a set of outcomes, often service driven, that go well beyond traditional product focus.

- **Competing as an ecosystem**
  - Expand the boundaries of consumer products.
  - By teaming with non-traditional ecosystem partners.
  - To deliver higher value at no or low incremental cost.

#### Key Value Drivers within your industry

- **Reimagine order to delivery**
  - Improve customer service.
  - Reduce inventory carrying costs.
  - Reduce logistics costs.

- **Reimagine personalized products**
  - Increase revenue from new products.
  - Increase revenue growth.
  - Reduce research and development expense.

- **Reimagine operational procurement**
  - Reduce procurement function costs.
  - Improve compliance on supplier and price policies, taxation, and regulations.
  - Improve cash flow with faster payments.
Accelerators for your Value and Innovation Discussion in the Consumer Products Industry:

1. Understand the Industry Strategy
   - Get a business overview on what moves your industry
   - Understand the SAP approach and products to drive industry innovation
   Read the industry whitepaper »

2. Leverage Intelligent Technologies
   - SAP abilities to turn recommendations into action through intelligent technologies
   - Understand how these intelligent technologies improve everyday business
   SAP Business Technology Platform »

3. See target architecture with SAP Industry Digital Transformation
   - Explore a full proposed architecture in the industry poster
   - Choose from the full set and focus on processes and options relevant for you
   Get the poster »

4. Plan with Industry Solutions Portfolio
   - Explore industry specific capabilities and end user roles
   - Choose SAP solutions driven by intelligent technologies for best-practice business processes
   Industry solutions portfolio »

5. Build your roadmap with SAP Road Map Explorer
   - Plan your innovation program for your products, industry, or processes
   - Gain an up-to-date overview on planned and available innovations, as well as technical information
   SAP Road Map Explorer »
SAP S/4HANA helps you achieve your business goals. For selected lines-of-business and business goals, this analysis provides you with insights and tailored SAP S/4HANA recommendations.

Click one of the lines of business on the right to discover how you can benefit from using SAP S/4HANA today.

**Lines of Business**

**Finance**
- Reduce G/L efforts and financial closing time
- Reduce finance costs
- Reduce days sales outstanding

15 Customer-specific recommendations (High usage)

**Sourcing & Procurement**
- Reduce procurement function costs

6 Customer-specific recommendations (Medium usage)

**Sales**
- Improve on-time delivery performance
- Increase sales force efficiency
- Reduce complaints and return costs

10 Customer-specific recommendations (Medium usage)

**Supply Chain**
- Reduce days in inventory

8 Customer-specific recommendations (Medium usage)

**Manufacturing**
- Reduce total manufacturing costs
- Accelerate manufacturing cycle time

11 Customer-specific recommendations (High usage)

**Asset Management**
- Reduce unplanned downtime or outage
- Reduce asset data management cost

4 Customer-specific recommendations (Low usage)
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The summary looks at typical business performance goals for various lines of business such as:

1. Improving liquidity by “reducing days sales outstanding” in finance
2. Reducing manufacturing costs and accelerating manufacturing cycle times

### Lines of Business

**Finance**
- Reduce G/L efforts and financial closing time
- Reduce finance costs
- Reduce days sales outstanding

15 Customer-specific recommendations

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- Reduce asset data management cost

4 Customer-specific recommendations

---

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### Finance: Your Current Process Performance in SAP ERP System “PRD”

#### Value Drivers:

<table>
<thead>
<tr>
<th>Value Driver</th>
<th>Accounts Receivables</th>
<th>Accounts Payables</th>
<th>General Ledger Accounting</th>
<th>Product Cost Controlling</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reduce G/L Efforts And Financial Closing Time</td>
<td>18,201</td>
<td>80,102</td>
<td>8,235,129</td>
<td>331</td>
</tr>
<tr>
<td>Reduce Finance Costs</td>
<td>1,905</td>
<td>13,185</td>
<td>28,739</td>
<td>No data</td>
</tr>
</tbody>
</table>

#### How SAP helps:

- **Cash Management**: Reduce G/L efforts and financial closing time.
- **Payments and Bank Communications**: Reduce Finance Costs.
- **Financial Shared Services Management**: Overdue & open finance AR items.
- **Financial Accounting**: Overdue & open finance AP items.
- **Entity Close**: Open items on goods receipt/invoice receipt clearing accounts.
- **Product Cost Controlling**: Open items on finance general ledger accounts.

#### Findings

- **Accounts Receivables**
  - Overdue & open finance AR items: 18,201
  - Customer payments autom. cleared: 24%
  - Bank statements not compl. posted: 1,905

- **Accounts Payables**
  - Overdue & open finance AP items: 80,102
  - Vendor payments autom. cleared: 96%
  - PO items created after invoice: 13,185

- **General Ledger Accounting**
  - Open items on finance general ledger accounts: 8,235,129
  - Open items on goods receipt/invoice receipt clearing accounts: 28,739

- **Product Cost Controlling**
  - Failed component consumptions during prod. order confirmation: 331
  - Errors during production order settlement: No data
### Finance: Your Current Process Performance in SAP ERP System “PRD”

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<tr>
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<td>24%</td>
<td>96%</td>
<td>Open items on finance</td>
<td>Failed component</td>
</tr>
<tr>
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<td></td>
<td></td>
<td>general ledger accounts</td>
<td>consumptions during prod.</td>
</tr>
<tr>
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<td></td>
<td></td>
<td>receipt</td>
<td>order confirmation</td>
</tr>
<tr>
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<td></td>
<td></td>
<td>receipt clearing accounts</td>
<td>No data</td>
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<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>order settlement</td>
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**How SAP helps:**

- Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.
- Overdue & open finance AP items
- Vendor payments autom. cleared
- PO items created after invoice
- Open items on goods receipt/invoice receipt clearing accounts
- Failed component consumptions during prod. order confirmation
- No data

**Value Drivers:**

- Reduce G/L Efforts And Financial Closing Time
- Reduce Finance Costs

**How to access:** You can also access this content online by clicking on the “Spotlight” icon.
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**How SAP helps:**
- Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.
- All innovation recommendations

---

**Details**

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**Findings**

- Errors during production order settlement

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**Recommendations**

- **Cash Management**
- **Payments and Bank Communications**
- **Financial Shared Services Management**
- **Financial Accounting**
- **Entity Close**
- **Product Costing**

---

Example: 80,102 overdue & open finance account payable items are detected. These are situations, where incoming invoices should have been paid already, but payments are delayed or the position is still open for other reasons.

The color coding indicates the benchmark to comparable companies from the same industry.
Overdue & open finance AP items

Findings and Benchmark
What we measured

80.102 items
Overdue & open finance AP items

Absolute number of open FI-AP items, which are not cleared yet and the net due date is already in the past.

Learn more »

Consumer Products Industry Benchmark:

<table>
<thead>
<tr>
<th>Company Code</th>
<th>Items</th>
<th>Percent</th>
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<tbody>
<tr>
<td>Your Company</td>
<td>80.102</td>
<td></td>
</tr>
<tr>
<td>Benchmark</td>
<td></td>
<td></td>
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### Aging Distribution:

- **0-3 months old**: 13,580 (17%)
- **3-6 months old**: 2,920 (4%)
- **6-12 months old**: 7,916 (10%)
- **1-3 years old**: 8,034 (10%)
- **3+ years old**: 47,652 (59%)

### Top 5 Company Codes:

<table>
<thead>
<tr>
<th>Company Code</th>
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<tr>
<td>HQR</td>
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<td>SA02</td>
<td>9,148</td>
<td>11%</td>
</tr>
<tr>
<td>SA06</td>
<td>3,641</td>
<td>5%</td>
</tr>
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### Implication
Understand the problem

**Possible Root Causes:**
- Missing or inaccurate master data
- Missing or inaccurate invoice matching
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

**Possible Business Impact:**
- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs
- Lost cash discount
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Overdue & open finance AP items

Details
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Back to Overview »
**Overdue & open finance AP items**

**Findings and Benchmark**
What we measured

**80.102 items**
Overdue & open finance AP items

Absolute number of open FI-AP items, which are not cleared yet and the net due date is already in the past.

Learn more »

**Details**
What we measured

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<th>Items (0-3 months old)</th>
<th>Items (3-6 months old)</th>
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- Inaccurate cash & liquidity planning data
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- Lost cash discount

You can see if these positions are actually business relevant today or if this is only old data. In this case 59% of the items are older than three years. This is probably old data, that is not business relevant anymore. This can probably be archived.

But by looking at the 0-3 months period, the 3-6 months and the 6-12 months period, we see that this company still produces open and overdue accounts payables.
Findings and Benchmark

**What we measured**

80.102 items

**Overdue & open finance AP items**

Absolute number of open FI-AP items, which are not cleared yet and the net due date is already in the past.

*Learn more>*

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<th>535</th>
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- Lost cash discount

*Learn more>*

Roughly 2/3 of the cases happen in the headquarter.
SAP offers a comprehensive root-cause analysis with additional drill-down possibilities down to the individual document, as a follow-up service: SAP Process Insights. But the most common reasons are stated in the box on the right.

### Findings and Benchmark

**What we measured**

80,102 items

**Overdue & open finance AP items**

Absolute number of open FI-AP items, which are not cleared yet and the net due date is already in the past.  

Learn more »

#### Aging Distribution:

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<th>Items (0-3 months old)</th>
<th>Items (3-6 months old)</th>
<th>Items (6-12 months old)</th>
<th>Items (1-3 years old)</th>
<th>Items (3+ years old)</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 months old</td>
<td>13,580</td>
<td>2,920</td>
<td>7,916</td>
<td>8,034</td>
<td>47,652</td>
</tr>
<tr>
<td>3-6 months old</td>
<td>17%</td>
<td>4%</td>
<td>10%</td>
<td>10%</td>
<td>59%</td>
</tr>
</tbody>
</table>

#### Top 5 Company Codes:

<table>
<thead>
<tr>
<th>Company Code</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>HQR Headquarter</td>
<td>53,905</td>
<td>67%</td>
</tr>
<tr>
<td>SA02 Sales Area France</td>
<td>9,148</td>
<td>11%</td>
</tr>
<tr>
<td>SA06 Sales Area USA</td>
<td>3,641</td>
<td>5%</td>
</tr>
<tr>
<td>SA07 Sales Area Netherland..</td>
<td>1,748</td>
<td>2%</td>
</tr>
<tr>
<td>SA08 Sales Area UK</td>
<td>1,325</td>
<td>2%</td>
</tr>
</tbody>
</table>

### Implication

Understand the problem:

**Possible Root Causes:**
- Missing or inaccurate master data
- Missing or inaccurate invoice matching
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

**Possible Business Impact:**
- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs
- Lost cash discount
To understand how SAP S/4HANA can help, let's go back to the finance overview. The bottom part contains SAP's top recommendations for SAP S/4HANA business scenarios. This customer is already using is "Entity Close", as one can see from the two little stars, which indicate usage intensity.

### Finance: Your Current Process Performance in SAP ERP System “PRD”

**Value Drivers:**
- **Reduce G/L Efforts And Financial Closing Time**
  - Overdue & open finance AR items » 18,201
  - Customer payments autom. cleared » 24%
  - Bank statements not compl. posted » 1,905
- **Reduce Finance Costs**
  - Overdue & open finance AP items » 80,102
  - Vendor payments autom. cleared » 96%
  - PO items created after invoice » 13,185

**How SAP helps:**
- Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.
- All innovation recommendations »

#### Details

**Reduction Opportunities:**
- **Accounts Receivables**
  - Reduce G/L efforts and financial closing time
  - Reduce finance costs

**Accounts Payables**
- Overdue & open finance AP items » 80,102
- Vendor payments autom. cleared » 96%
- PO items created after invoice » 13,185

**General Ledger Accounting**
- Open items on finance general ledger accounts » 8,235,129
- Open items on goods receipt/invoice receipt clearing accounts » 28,739

**Product Cost Controlling**
- Failed component consumptions during prod. order confirmation » 331
- Errors during production order settlement

**Recommendations**
- **Cash Management**
- **Payments and Bank Communications**
- **Financial Shared Services Management**
- **Financial Accounting**
- **Product Costing**
- **Entity Close**
FINDINGS

INTRODUCTION

Business Scenario Description

Increase accuracy, corporate governance, compliance, and efficiency of the entity close with automation and standardization. Accelerate the entity close process through automation and standardization.

Value Drivers

- **Reduce finance cost**
  by enabling automated, highly efficient closing tasks supported by single source of truth
- **Reduce audit cost**
  by providing single source of truth for general ledger and subledgers and real-time integration to logistics with full audit trail
- **Reduce days to close annual books**
  by enabling automated, highly efficient closing tasks supported by single source of truth

What’s new in SAP S/4HANA

- **Enhanced and improved group reporting**
  Capability to navigate from the dashboard to the issue level
- **Predictive accounting**
  With SAP S/4HANA both continuous soft close and predictive accounting are enabled.
- **Cloud-enabled digital platform for extension of innovations and automation**

Further Information

Details

- Business scenario details »
- Related SAP Fiori apps »

Video

- Group reporting »
Entity Close

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Further Information

- Details
  - Business scenario details »
  - Related SAP Fiori apps »
- Video
  - Group reporting »

For more details, access Process Discovery solution »

For more details, access Process Discovery solution »

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**Process Discovery Summary**

**FINDINGS**

**INTRODUCTION**

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**CUSTOMER-SPECIFIC RECOMMENDATIONS**

**ADDITIONAL BUSINESS SCENARIOS**

**DETAILS 10/27**

**EXAMPLE**

**CUSTOMER REFERENCE**

Further Information

Details

Business scenario details »

Related SAP Fiori apps »

Video

Group reporting »

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Usage intensity

For more details, access SAP Process Insights, discovery edition solution.

Further Information

Details

- Business scenario details »
- Related SAP Fiori apps »

Video

- Group reporting »

For an experience of the new SAP S/4HANA, the summary provides links to explanation videos.
The table below shows SAP S/4HANA business scenarios that are enhancing process areas which you are already running.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>YOUR CURRENT USAGE INTENSITY</th>
<th>BASED ON USAGE OF TRANSACTIONS*</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP FIORI APPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Accounting</td>
<td>★★★</td>
<td>76</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Delivery Management</td>
<td>★★★</td>
<td>27</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Billing</td>
<td>★★★</td>
<td>10</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>★★★</td>
<td>10</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Profitability Analysis</td>
<td>★★★</td>
<td>9</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>★★★</td>
<td>8</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Overhead Cost Management</td>
<td>★★★</td>
<td>4</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial Reporting</td>
<td>★★★</td>
<td>4</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Liquidity Management</td>
<td>★★★</td>
<td>4</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Entity Close</td>
<td>★★★</td>
<td>1</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Order Management and Processing</td>
<td>★★★</td>
<td>20</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Product Costing</td>
<td>★★★</td>
<td>3</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Advanced Compliance Reporting</td>
<td>★★</td>
<td>Usage of related application area</td>
<td>New</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = In addition to the SAP transactions used, we found that custom code transactions were used. For more details, access SAP Process Insights, discovery edition solution.
Equally interesting are the most important SAP S/4HANA business scenarios, which are currently not in use in the company’s SAP ECC system, at least not in the standard. This helps in starting a more in-depth analysis of the reasons for deviating from the SAP standard, and the value of standard SAP S/4HANA capabilities.

### Additional SAP S/4HANA Business Scenarios

The table below shows additional SAP S/4HANA business scenarios you could benefit from.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP FIORI APPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Access Governance and Identity Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Collections Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commodity Sales</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contract Accounting</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Convergent Invoicing</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Corporate Close</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Credit and Collection Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Credit Evaluation and Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Debt and Investment Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dispute Resolution</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Enterprise Risk Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial Risk Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial Shared Services Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.
For each line of business, the summary shows typical customer pain points in the traditional end to end scenario and how the future with SAP S/4HANA could look like for each line of business.

For example, here you see the how SAP S/4HANA can enable real-time consolidation or continuous and self-auditing tax monitoring.

**Traditional Scenario:**

- Delayed close activities that do not begin until period end
- Multiple ledgers require time-consuming and error-prone reconciliations
- Risk of regulatory noncompliance due to lack of transparency and manual monitoring of processes
- Risk of penalties and fines with insufficient, manual and error-prone tax audit processes
- Financial data needs to be replicated from the financial system into the consolidation system, requiring data aggregation and transformation

**The New World With SAP:**

- Event-triggered execution enabled through real-time derivation of profitability characteristics
- No reconciliation needed because of one universal journal entry that provides a single source of the truth
- End-to-end visibility and steering capabilities for local periodic legal reporting
- Continuous, self-auditing tax monitoring processes
- Faster, efficient, and compliant close process
- Real-time consolidation enabled by instant data access from integrating transaction and master data

**Reimagine Record to Report**

**Reimagine Order to Cash**

<table>
<thead>
<tr>
<th>Financial Accounting</th>
<th>Management Reporting</th>
<th>Compliance, Tax</th>
<th>Entity Close</th>
<th>Consolidation</th>
<th>Reporting, Analytics</th>
</tr>
</thead>
</table>

**Example**

Reimagine Record to Report

For example, here you see the how SAP S/4HANA can enable real-time consolidation or continuous and self-auditing tax monitoring.
Furthermore, the summary contains proof points about the potential improvements and savings:

Here is a reference customer from South Korea, who accelerated account closing time from 20 days to seven days with SAP S/4HANA.

**Company**
Woowa Brothers Corp

**Headquarters**
Seoul, South Korea

**Industry**
Professional services – food tech

**Products and Services**
Mobile apps

**Employees**
343

**Revenue**
US$43.8 million (2015)

**Web Site**
www.woowahan.com

**Partner**
LG CNS
www.lgcns.com

**Objectives**
- Reliable financial data to drive business decisions
- Ease and consistency of business tasks with systems that are user friendly
- More-efficient management through standardized information
- System configuration and standard processes that can scale with a growing business

**Why SAP**
- Proven success of SAP® solutions globally, locally, and among industry peers
- SAP S/4HANA® to simplify the IT landscape, increase efficiency, and enable active planning, simulations, and decisions based on real-time data

**Resolution**
Worked with SAP partner LG CNS to deploy SAP S/4HANA

**Benefits**
- Strengthened claim and obligation management and automated settlement processing
- Accelerated the processing of expense accounting and improved efficiencies in electronic payments
- Provided a user-friendly personnel, time card, and compensation management system, increasing the efficiency of employees and managers
- Increased standardization across IT systems and secured operational stability through better monitoring

“In our business there is no room for error. When using our apps, vendors and customers need to be sure that their orders are processed correctly and payments are fast and accurate. With SAP S/4HANA, we can handle transactions automatically and securely – and we can continue to do so as the business grows.”

Hyunjun Yoon, COO, Woowa Brothers Corp

**CUSTOMER SPECIFIC RECOMMENDATIONS**

**ADDITIONAL BUSINESS SCENARIOS**

**DETAILS**

**EXAMPLE**

**CUSTOMER REFERENCE**

**6.3 million**
Transactions processed automatically in the first seven months

**7 days**
For account closing – down from 20 days

**0 errors**
In vendor receipts, thanks to automated reimbursements

**Real-time**
Fund balance through the daily-balance closure system

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The end of the PDF summary outlines the next steps, which includes an introduction.

The relevant offerings are grouped into five different phases:
- Analyze, Strategy, Build your case, Select your options and Build your future.

For each phase, the offerings are grouped into three options: Tools, Free Offerings and Additional offerings.

RISE with SAP to the Intelligent Enterprise with SAP S/4HANA!

Get prepared
In preparation for your meeting review the available videos and assets available at:
www.s4hana.com »

Where to start?
Review the content included in the summary to identify the most prominent line of business where opportunities are shown.
A good way is to look at the process performance indicators that shows highest improvement potential compared to your industry peers.

What shall I do?
Discuss the summary with your line of business stakeholders.
Typical roles to be involved would be:
- Line of business managers and executives
- Business analysts
- Application experts

Review the content of the next steps »
The next steps section will guide you through the most relevant offerings from SAP to help you on your journey to the Intelligent Enterprise.
We have grouped the offerings into five different phases:
1. Analyze ➔ Understand where you are and how you are running your core processes
2. Define your strategy ➔ Understand the potential of the intelligent enterprise
3. Make the case ➔ Understand the value and the return of your investment
4. Consider your options ➔ Select your technical options to run your project successfully
5. Build your future ➔ Start your project in the best way

The possible offerings are grouped into three different options that can be considered either individually or matched together:

Join the SAP S/4HANA Movement! »
This is a summary of the various offerings available, so you clearly and quickly identify which ones are relevant for you, based on the phase and the type of offering you prefer.

There is also afterwards a page dedicated to each of the five phases.

## Find out how SAP can Help

### Next Steps:

#### TOOLS »

In this section you can see what are the available tools you can use by yourself.

- SAP Solution Manager
- Business Value Advisor
- SAP Roadmaps
- SAP Value Lifecycle Manager
- SAP Transformation Navigator
- SAP Readiness Check
- SAP Enterprise Support Value Map for SAP S/4HANA
- SAP Enterprise Support Guides
- S/4HANA Value Mining service
- Discovery workshop for SAP S/4HANA
- Explore services for Intelligent Enterprise
- SAP Advanced Deployment
- SAP Value Assurance

#### FREE OFFERINGS »

Offerings which do not require additional investment. There might be restrictions according to your maintenance contract.

- SAP Enterprise Support Value Map for Business process improvement

#### ADDITIONAL OFFERINGS »

These are offerings that will require some additional investment.
Agenda

Introduction and Overview

DEMO: Process Discovery

How to Request Your Own Analysis

Next Steps with BPI

Summary
Process Discovery
Request Process Overview

1. **Extract data**
   - Implement SAP Notes 2745851 and 2758146 in productive SAP ERP system
   - Run data extraction report and download ZIP file

2. **Initiate your request**
   - Initiate your request – go to: www.s4hana.com
   - Fill in the form, upload the extracted ZIP file and submit your request

3. **Confirm your request**
   - After submitting your request you receive an e-mail to confirm your e-mail address
   - SAP starts to create the PDF summary and the Process Discovery Solution after your confirmation

4. **SAP will share results**
   - SAP sends you the PDF summary and the instruction to activate your Process Discovery Solution account (Spotlight by SAP) via email

---

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Start your Transformation Journey to SAP S/4HANA with Process Discovery
(evolution of SAP Business Scenario Recommendations on Spotlight)

Understand your current business process performance. Identify new functionalities from SAP S/4HANA, SAP Fiori apps, automation and intelligent technologies to support your business goals.
How SAP S/4HANA helps your business

Receive tailored insights to build your case for SAP S/4HANA with Process Discovery (the evolution of SAP Business Scenario Recommendations on Spotlight)

Typical questions you may ask

• **Why move** from SAP ERP to SAP S/4HANA?

• **Which new functionalities are most relevant** for each line of business?

• **How does SAP S/4HANA support your business goals?**

• How can you **automate** your processes?

What you can expect

• **Unique insights** into your current operational business process performance and functional usage, based on data analysis and benchmarking against best practices within the industry.

How to request your own Process Discovery

With little effort, you can request your own Process Discovery. Please follow the instructions provided and apply the standard SAP notes [2758146](https://example.com/2758146) and [2745851](https://example.com/2745851) in your productive SAP ERP system.

This will generate a ZIP file with all necessary information. Please review the content in the file and submit your request below.

**How to request your Process Discovery:**

• **Follow the how-to guide**

You will get your report by email within 5 business days.

Want to know more?

• **Sample Process Discovery Solution**

• **Sample Process Discovery Summary**
How SAP S/4HANA helps your business

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- How can you automate your processes?

What you can expect

- Unique insights into your current operational business process performance and functional usage, based on data

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- **Which new functionalities are most relevant** for each line of business?
- **How does SAP S/4HANA support your business goals?**
- How can you **automate** your processes?

What you can expect

- **Unique insights** into your current operational business process performance and functional usage, based on data extracted from your current system

How to request your own Process Discovery

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**How to request your Process Discovery:**

- Follow the how-to guide

You will get your report by email within 5 business days.

Want to know more?

- Sample Process Discovery Solution
- Sample Process Discovery Summary
• **Benchmarks** to compare your operational business performance and usage to your industry peers

• **Specific recommendations** for six lines of business and seven end-to-end processes: SAP S/4HANA functionalities, automation, intelligent technologies, and SAP Fiori apps

• **Build your case for SAP S/4HANA** and secure business buy-in

• **Delivered as Cloud-based interactive solution and as summary report**

• **Free of charge**

---

**Business Process Redesign**

Process Discovery is a free analysis tool to get started with Business Process Intelligence and SAP S/4HANA.

Business Process Intelligence is an integrated process management suite, from insights to actions.

Learn more about BPI by clicking on this link.
Register

All fields are required.

Location

Country/Region

Please Select

City

Required SAP Installation Information

Productive system ID

Installation number

Customer number

To request Process Discovery, you will need to upload the ZIP file that was generated by running the extraction
To request Process Discovery, you will need to upload the ZIP file that was generated by running the extraction program from your productive SAP ERP system. After reviewing the content of the XML files included, please upload the entire ZIP file here when you submit your request. Detailed instructions are provided in the how-to guide.

* Please use Chrome, Safari or Opera web browser for the upload.

Would you like to receive additional SAP communications related to this enquiry?

By E-Mail: 
- [ ] Yes
- [ ] No

By Phone: 
- [ ] Yes
- [ ] No
Preferred Language

English

Relationship

Please Select

☐ I acknowledge that I have read the Process Discovery Privacy Statement and Disclaimer and consent to the processing of my personal data in accordance with the terms of the privacy statement. My data will be controlled by SAP.

☐ I agree that SAP may use my Personal Data for marketing activities as set out in the Process Discovery Privacy Statement.

☐ I agree that SAP may forward my Personal Data to affiliated companies in order to enable them to provide marketing activities as described in this Process Discovery Privacy Statement.

☐ I acknowledge that I have read the Terms of Use and Process Discovery Terms of Use and consent to the processing of my personal data in accordance with the terms of the privacy statement. My data will be controlled by SAP.

Legal Disclosure

Submit
Agenda

Introduction and Overview

DEMO: Process Discovery

How to Request Your Own Analysis

Next Steps with BPI

Summary
Business process intelligence (BPI) from SAP enables organizations to understand, innovate, and transform all their business processes continuously.

SAP Process Insights

Signavio

BPI: Improvement

Model, manage, collaborate, and govern

Analyze

Design and simulate

Improve

Roll out

Monitor

Benchmarking Services
Business process intelligence for SAP ECC customers

1. Start with **Process Discovery**
   Free of charge

   This free tool will help executives focus their attention on the most important process performance issues.

   Get started here: [www.s4hana.com](http://www.s4hana.com)

2. **SAP Process Insights** for immediate value
   Subscription

   Continuous monitoring and improvement of your company’s business processes

   Prepare your processes for the SAP S/4HANA transformation

   Quick insights leading to quick results

3. **Business process intelligence product portfolio**
   Subscription

   Process design, documentation and governance

   Process mining (across SAP & non-SAP systems)

   Journey Modelling

   Collaborative business transformation
RISE With SAP – Business Transformation as a Service

ALL POINTS OF Departure

Lean vs. Complex

Business Process Redesign

Technical Migration

Build your Intelligent Enterprise

BUSINESS PROCESS INTELLIGENCE

TOOLS & SERVICES

NETWORK

APPLICATIONS

PLATFORM

INFRASTRUCTURE

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Agenda

Introduction and Overview

DEMO: Process Discovery

How to Request Your Own Analysis

Next Steps with BPI

Summary
Key Benefits of Process Discovery

- Identify the most valuable SAP S/4HANA business scenarios for your company
- Receive tailor-made insights to build your case for SAP S/4HANA
- Get unique business performance and usage insights as well as tailored recommendations by line of business based on the actual usage of your SAP ERP system
- Personalized analysis at no additional charge for all customers under SAP maintenance, independent of their support model

Order your free analysis: [www.s4hana.com](http://www.s4hana.com)
Thank you.

Business Process Intelligence
SAP SE
s4hana@sap.com