Process Discovery for SAP S/4HANA Transformation

(Evolution of SAP Business Scenario Recommendations on Spotlight)

PUBLIC

BPI Process Discovery Content and Delivery
November, 2021

THE BEST RUN SAP

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

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

WHY?

SAP S/4 HANA

Customer

What are the benefits?

What is different, and what is new?

Where can SAP support transformation?

Process Discovery for SAP S/4HANA 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

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

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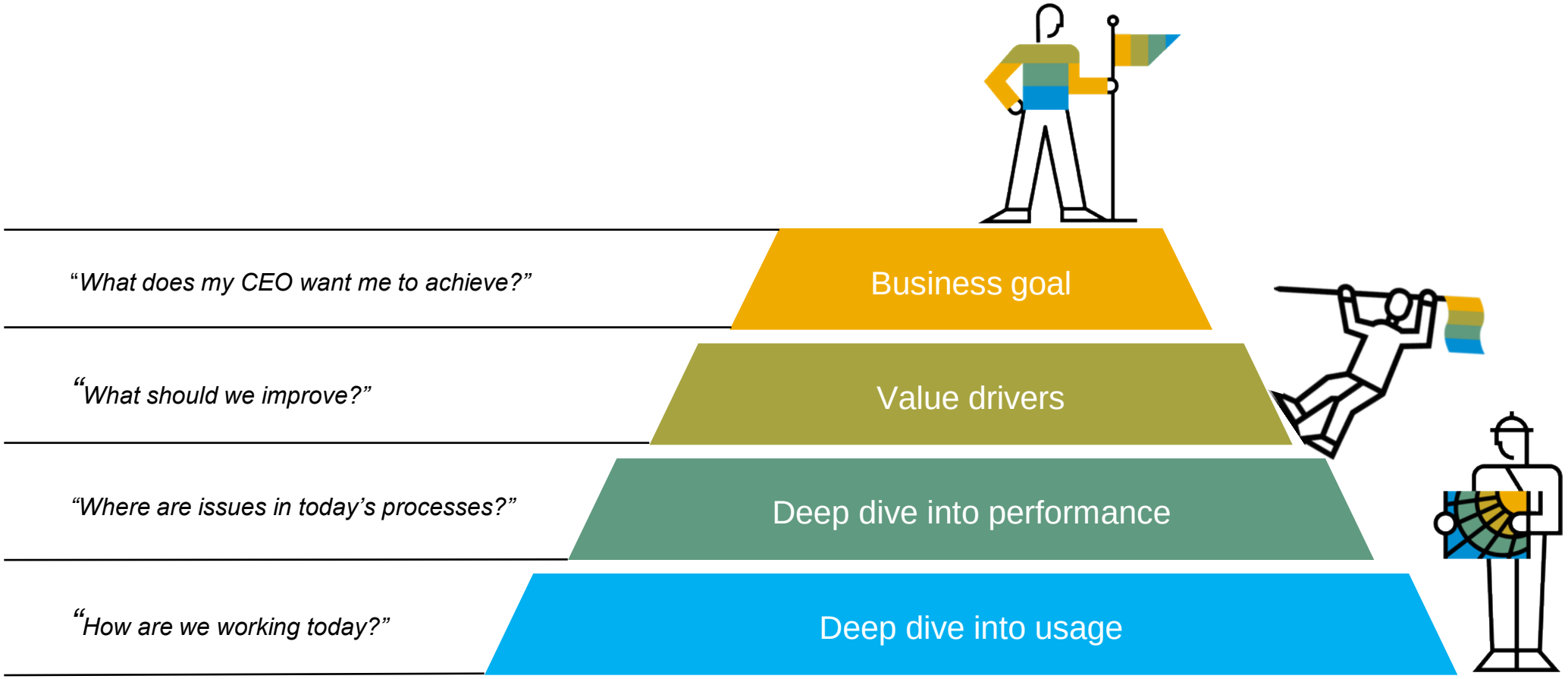
Understand how to achieve your business goals with SAP innovations



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Understand how to achieve your business goals with SAP innovations

Business goal
"What does my CEO want me to achieve?"

Optimize finance processes and liquidity

Value drivers
"What should we improve?"

Reduce G/L efforts and financial closing time

Reduce days sales outstanding (DSO)

Deep dive into performance
"Where are issues in today's processes?"

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

Deep dive into usage
"How are we working today?"

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

Capabilities	What you use today	Manual Effort	Custom Code
Financial Accounting	★★☆	Total 40,2%	5,6%
Collections Management	★★★	Total 32,4%	20,1%

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Understand how to achieve your business goals with SAP innovations

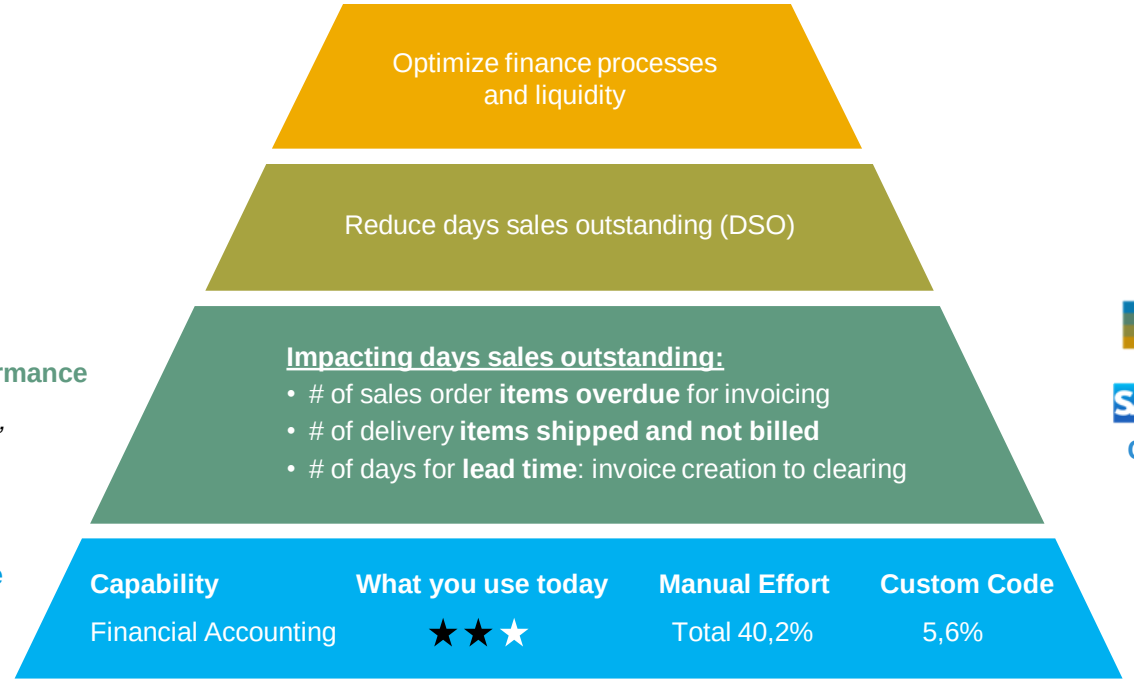
SAP S/4HANA capabilities recommendations based on your performance and usage

1 **Business goal**
"What does my CEO want me to achieve?"

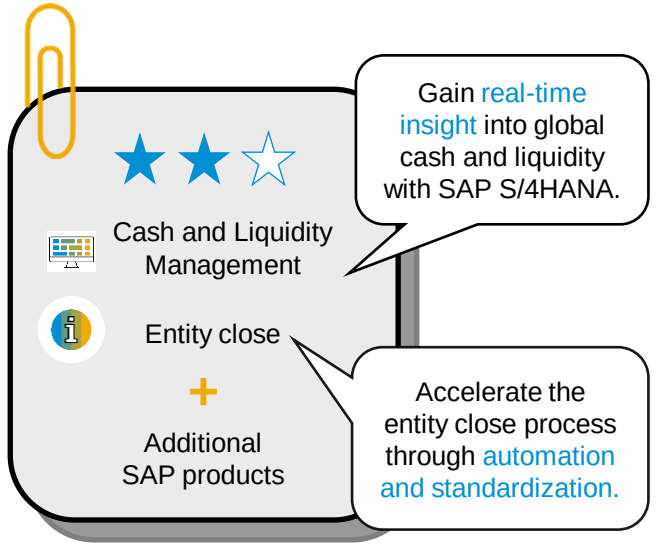
2 **Value drivers**
"What should we improve?"

3 **Deep dive into performance**
"Where are issues in today's processes?"

4 **Deep dive into usage**
"How are we working today?"



SAP S/4 HANA CAPABILITIES



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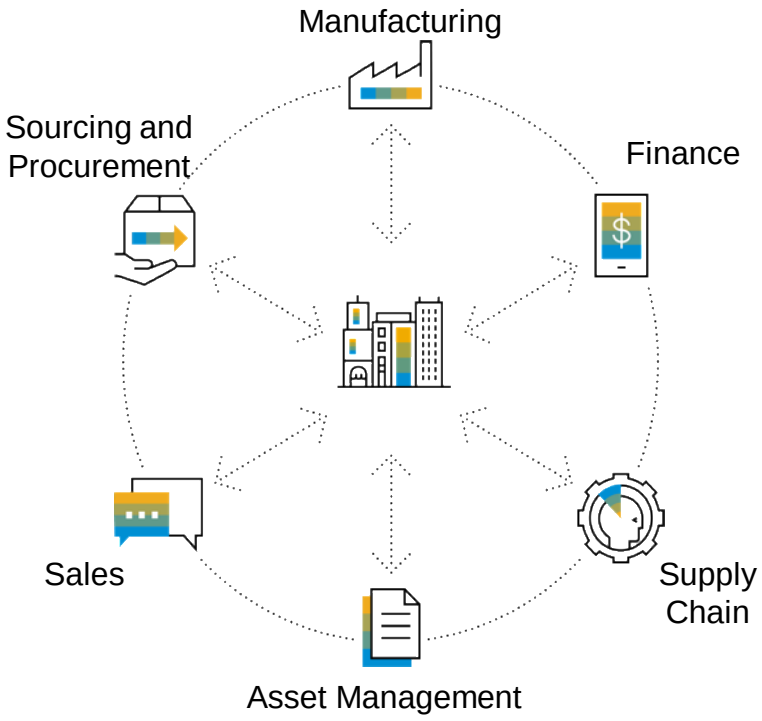
12 optimization goals for 6 lines of business across 7 end-to-end processes

6 Lines of Business



7 End-to-end Processes

- Record to Report
- Order to Cash
- Procure to Pay
- Complaints 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).

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Introducing Process Discovery

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

Audience:
Business executives

Process Discovery Summary

- Executive summary
- Starting point to build a case for SAP S/4HANA
- Easy to share including direct links to Process Discovery solution

Interactive PDF document
(Evolution of SAP Business Scenario Recommendations)

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Agenda

Introduction and Overview

DEMO: Process Discovery

How to Request Your Own Analysis

Next Steps with BPI

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Demo

Process Discovery Summary for SAP S/4HANA Transformation

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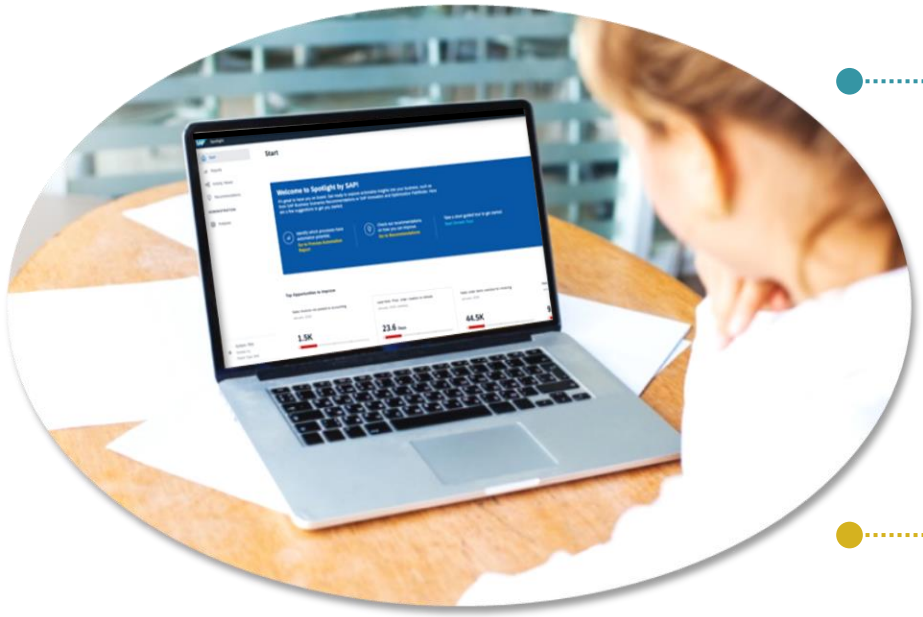
Highlights of the Process Discovery Solution



- 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

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SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Start

Aug 2019 → Jan 2020

Top Opportunities to Improve

Sales invoices not posted to accounting
January 2020
1.5K

Lead time: Prod. order creation to release
January 2020 (weekly)
23.6 Days

Sales order items overdue for invoicing
January 2020
44.5K

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

Top Performance

Work orders in phase created
January 2020 (weekly)
1

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

Work orders in phase released
January 2020
784

Work orders not settled
January 2020 (monthly)
51

Top Recommendations

View All

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

System: PRD
Sample Inc.
Report Type: Process Discovery

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

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

Start

Aug 2019 → Jan 2020

Top Opportunities to Improve

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Top Recommendations

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Usage-Based Relevance · Industry Popularity

SAP S/4HANA Capabilities
Goods Movement
Usage-Based Relevance · Industry Popularity

System: PRD
Sample Inc.
Report Type: Process Discovery

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

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.

Recommendations

Leverage the optimization potential identified in your ERP system

Aug 2019 → Jan 2020

Your Top Recommendations

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

NEXT STEPS

Turn Insights into Action

We're here to support you on your transformation journey.

Email Us for Support

All Recommendations

All Lines of Business | All End-to-End Processes | Find Recommendation

Name	Usage-Based Relevance	Industry Popularity	Lines of Business	Basis for Relevance	Resources
SAP S/4HANA Capabilities (107) View All					
Delivery Management	●●●	●●●	Finance, Sales, Supply Chain	VL02N, VL01N, VL10 View All (27)	
External Processing	●●●	●●●	Manufacturing	ME21N, ME22N, ME23N View All (6)	
Goods Movement	●●●	●●●	Supply Chain	VL02N, VL01N, MB1A	

System: PRD
Sample Inc.
Report Type: Process Discovery

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Recommendations 2/9:

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.

Recommendations

Leverage the optimization potential identified in your ERP system

Aug 2019 → Jan 2020

All Recommendations

All Lines of Business | All End-to-End Processes | Find Recommendation

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Goods Movement	●●●	●●●	Supply Chain	VL02N, VL01N, MB1A View All (7)	
Invoice Processing	●●●	●●●	Finance, Sourcing and Procurement	MIRO, MIR4, MIR6 View All (8)	
Financial Accounting	●●●	●●●	Finance	FBL3N, FBL5N, FBL1N View All (76)	
Machine Learning (28) View All					
Cash Application for FI-CA (Account Classification)	●●●		Finance, Sales, Sourcing and Procurement	FBL5N, FD10N, F-32 View All (17)	
Detect Abnormal Liquidity Items	●●●		Finance, Sales, Sourcing and Procurement	FBL5N, FI01, FBL1N View All (19)	
Payment Advice Extraction	●●●		Finance, Sales, Sourcing and Procurement	FBL5N, FD10N, F-32 View All (19)	

System: PRD
Sample Inc.
Report Type: Process Discovery

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Recommendations 3/9:

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

Aug 2019 → Jan 2020

All Recommendations

All Lines of Business | All End-to-End Processes | Find Recommendation

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System: PRD
Sample Inc.
Report Type: Process Discovery

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

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

Leverage the optimization potential identified in your ERP system

Aug 2019 → Jan 2020

All Recommendations

All Lines of Business | All End-to-End Processes | Find Recommendation

Name	Usage-Based Relevance	Industry Popularity	Lines of Business	Basis for Relevance	Resources
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Financial Accounting	●●●	●●●	Finance	FBL3N, FBL5N, FBL1N View All (76)	
Machine Learning (28) View All					
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Detect Abnormal Liquidity Items	●●●		Finance, Sales, Sourcing and Procurement	FBL5N, FI01, FBL1N View All (19)	
Payment Advice Extraction	●●●		Finance, Sales, Sourcing and Procurement	FBL5N, FD10N, F-32 View All (19)	

System: PRD
Sample Inc.
Report Type: Process Discovery

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Recommendations 5/9:

Let's review "Financial Accounting" which is highly relevant and popular.

Recommendations

Leverage the optimization potential identified in your ERP system

Aug 2019 → Jan 2020

All Recommendations

All Lines of Business | All End-to-End Processes | Find Recommendation

Name	Usage-Based Relevance	Industry Popularity	Lines of Business	Basis for Relevance	Resources
SAP S/4HANA Capabilities (107) View All					
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SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

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

Leverage the optimization potential identified in your ERP system

Aug 2019 → Jan 2020

External Processing	●●●	●●●	Manufacturing	ME21N, ME22N, ME23N View All (6)
Goods Movement	●●●	●●●	Supply Chain	VL02N, VL01N, MB1A View All (7)
Invoice Processing	●●●	●●●	Finance Sourcing and Procurement	MIRO, MIR4, MIR6 View All (8)
Financial Accounting	●●●	●●●	Finance	FBL3N, FBL5N, FBL1N, F-04, FB01, F-03, FB05, FB08, FB03, F-02, F-51, FB02, FBR2, FBD5, KSB1, FS10N, AW01N, KO02, AS03, FBRA, KO01, F-58, KO03, AR01, KOB1, GD13, F.13, AS01, AS02, ACACTREE02, FB50, FS00, FBD1, F-47, FBD9, KS03, KOH2, KAH3, F.08, FB41, ACACPSDOCITEMS, FSS0, KSU5, F.80, F.05, FBD3, ABAON, F.14, KSB5, FBD2, KO8G, KO04, FBL3, KS02, KAH2, KP46, RFBILA00N, OKENN, KSU2, KSH2, FB00, KS13, OKB9, FBU3, F-59, KS01, KA01, KOK3, KSU3, CO43, KA02, F-01, GD23, F-53, KSU6, FS10 Collapse

Learn More

Machine Learning (28) View All

SAMPLE ANALYSIS

Financial Accounting (S/4 OP)

Enable real-time reporting at a granular level with streamlined financial processes

- Provide a single source of truth for general ledger and subledger applications and real-time integration to logistics with a full audit trail.
- Enable financial reporting and real-time, self-service analytics directly from highly granular operational data.
- Drive efficiency, close the books more faster at a lower cost, and make-more informed decisions faster.
- Use built-in innovations such as SAP CoPilot and machine learning apps for increased collaboration and automation.

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 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

What is New in SAP S/4HANA

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 single source of truth

Value lever: Agility

★ ★ ★

Reduce finance cost

by enabling automated, highly efficient closing tasks such as intercompany reconciliation supported by single source of truth

Value lever: Efficiency

SAMPLE ANALYSIS

Financial Accounting (S/4 OP)

Enable real-time reporting at a granular level with streamlined financial processes

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What is New in SAP S/4HANA ⊕

Value Drivers ⊕

Improved User Experience (SAP Fiori Apps) ⊕

SAP Best Practices (Scope Items) ⊕

SAP Road Maps ⊕

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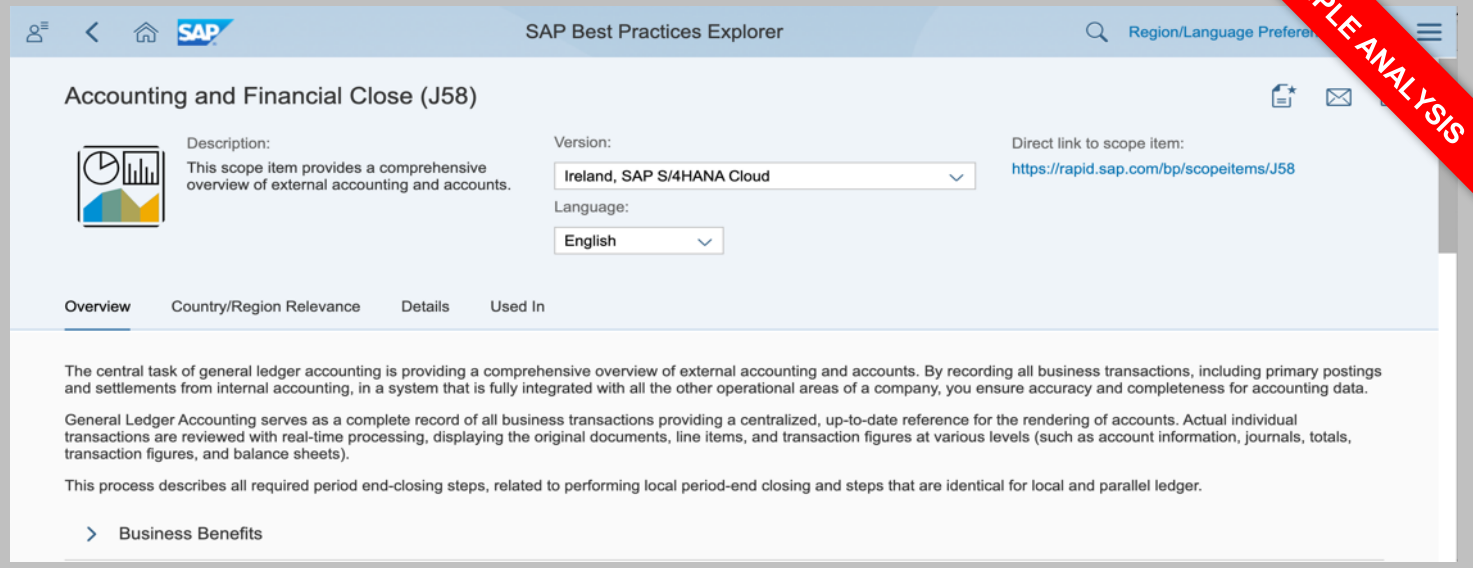

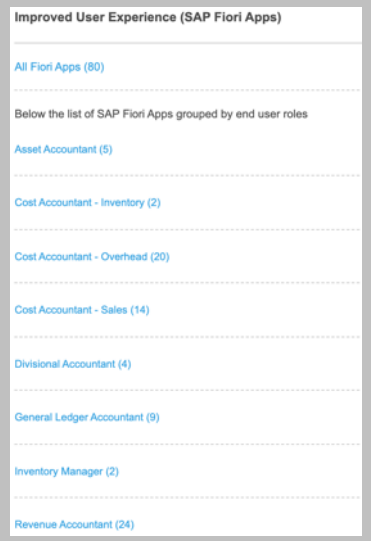

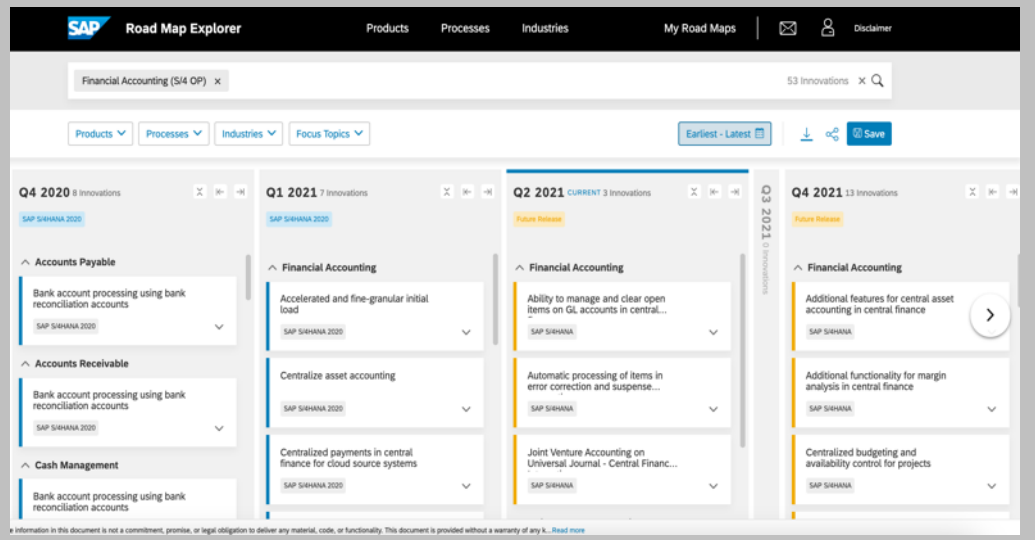

Recommendations 8/9:

- 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

SAMPLE ANALYSIS

- Start
- Reports
- Activity Viewer
- Recommendations

Recommendations 9/9:

You can pin or unpin the capabilities you are the most interested in.

Recommendations

Leverage the optimization potential identified in your ERP system

Aug 2019 → Jan 2020

All Recommendations

All Lines of Business | All End-to-End Processes | Find Recommendation

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System: PRD
Sample Inc.
Report Type: Process Discovery

Personas

Line of Business Manager

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.**

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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

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SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Finance 1/8:

Let's click on the Finance Line of business.

Reports

Get performance insights for end-to-end processes or lines of business and identify transformation opportunities

Get Insights into End-to-End Processes

- **Complaints and Returns Management** — Sales
- **Inventory Management** — Supply Chain
- **Operate to Maintain** — Asset Management
- **Order to Cash** — Finance · Sales
- **Plan to Produce** — Manufacturing
- **Procure to Pay** — Finance · Sourcing and Procurement
- **Record to Report** — Finance

Explore Performance by Line of Business

- **Asset Management**
- **Finance**
- **Manufacturing**
- **Sales**
- **Sourcing and Procurement**
- **Supply Chain**

Leverage Transformation Opportunities

- **Process Automation**
- **ERP System Usage**

Line of Business Manager

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Finance

Aug 2019 → Jan 202

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	Manual changes on purchase orders	Manual price condition changes on sales orders	Overdue & open finance AP items
January 2020	January 2020 (weekly)	January 2020 (weekly)	January 2020
61.1K	9.9K	9.9K	80.1K

4 of 16 displayed

Show More

Good Performance

Lead time: Purchase requisition creation to PO	Manual changes on purchase requisitions	Lead time: Delivery creation to goods issue	Lead time: Invoice creation to clearing
January 2020 (weekly)	January 2020 (weekly)	January 2020 (weekly)	January 2020 (weekly)
<0.1 Days	131	7.4 Hours	23 Days

System: PRD
Sample Inc.
Report Type: Process Discovery

Finance 2/8:

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.

Line of Business Manager

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

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.

Finance

Aug 2019 → Jan 202

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	Manual changes on purchase orders	Manual price condition changes on sales orders	Overdue & open finance AP items
January 2020	January 2020 (weekly)	January 2020 (weekly)	January 2020
61.1K	9.9K	9.9K	80.1K

4 of 16 displayed

Show More

Good Performance

Lead time: Purchase requisition creation to PO	Manual changes on purchase requisitions	Lead time: Delivery creation to goods issue	Lead time: Invoice creation to clearing
January 2020 (weekly)	January 2020 (weekly)	January 2020 (weekly)	January 2020 (weekly)
<0.1 Days	131	7.4 Hours	23 Days

Line of Business Manager

System: PRD
Sample Inc.
Report Type: Process Discovery

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

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

Aug 2019 → Jan 202

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

Show More

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

System: PRD
Sample Inc.
Report Type: Process Discovery

Line of Business Manager

SAMPLE ANALYSIS

Spotlight

Start

Finance

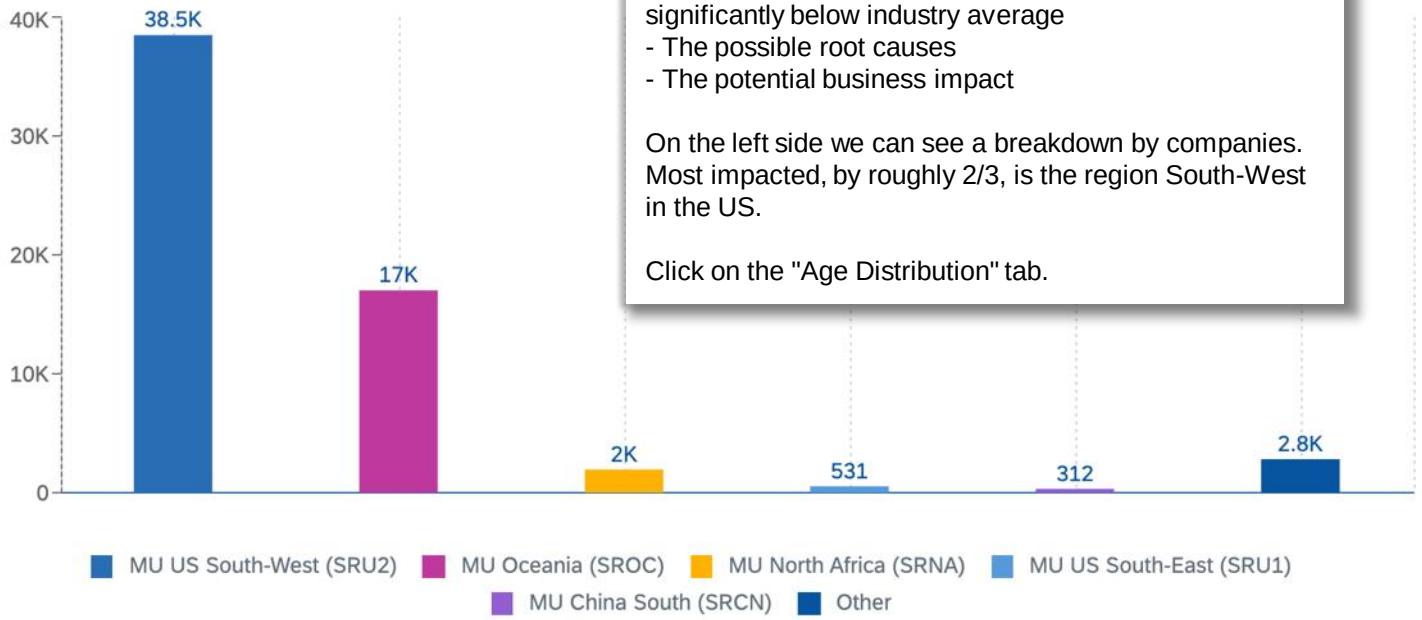
Aug 2019 → Jan 2020

Delivery Items Shipped And Not Billed

Close

61.1K
January 2020

Top Sales Organization Breakdown | Age Distribution



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.

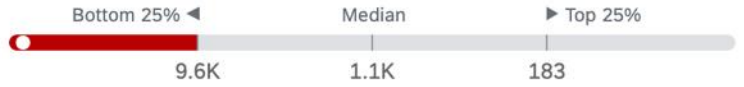
Click on the "Age Distribution" tab.

Description

Absolute number of delivery items, which are already shipped but not billed and the planned billing date is overdue for more than one day.

SAP KPI Catalog

Industry Benchmark
Consumer Products



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

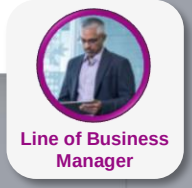
Meta Information

Technical ID:	KPLE000305
KPI Type:	Incident

4 of 16 displayed

Show More

System: PRD
Sample Inc.
Report Type: Process Discovery



SAMPLE ANALYSIS

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.

Spotlight

Start

Finance

Aug 2019 → Jan 2020

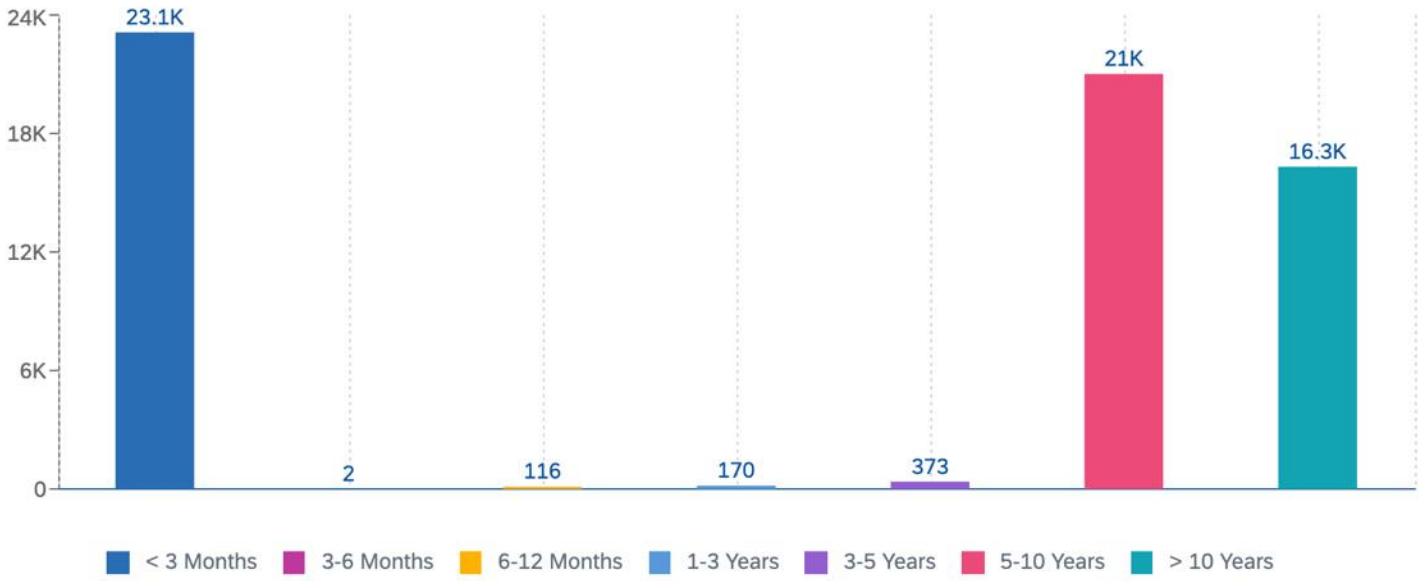
Delivery Items Shipped And Not Billed

Close

61.1K

January 2020

Top Sales Organization Breakdown | **Age Distribution**



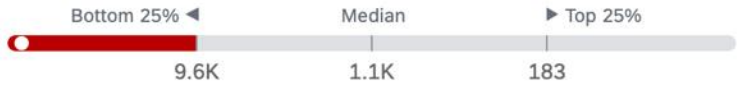
Description

Absolute number of delivery items, which are already shipped but not billed and the planned billing date is overdue for more than one day.

SAP KPI Catalog

Industry Benchmark

Consumer Products



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

4 of 16 displayed

Show More

System: PRD

Sample Inc.

Report Type: Process Discovery

Line of Business Manager

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

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.

Finance

Aug 2019 → Jan 2020

4 of 10 displayed

Show More

Processes with Automation Potential

Show Benchmark Comparison

Adjust Process Mapping

Find Process

Process	Manual Effort	Users	Line of Business
Accounting and Financial Close (AFC) · Processes (2)	●●●	●●●	Finance
Accounts Payable (J60) · Solutions	●●●	●●○	Finance
Overhead Cost Accounting (J54) · Solutions	●●○	●●○	Finance
Accounts Receivable (J59) · Solutions	●●○	●●○	Finance
Advanced Cash Operations (J78) · Solutions	●●○	●●○	Finance

5 of 27 displayed

Show More

All Recommendations

All End-to-End Processes

Find Recommenda

Name	Usage-Based Relevance	Industry Popularity	Basis for Relevance	Resources

Line of Business Manager

System: PRD
Sample Inc.
Report Type: Process Discovery

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Finance 8/8:

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

Review the "Recommendations" section to know more.

All Recommendations

All End-to-End Processes | Find Recommendation

Name	Usage-Based Relevance	Industry Popularity	Basis for Relevance	Resources
SAP S/4HANA Capabilities (66) View All				
Delivery Management	●●●	●●●	VL02N, VL01N, VL10 View All (27)	
Invoice Processing	●●●	●●●	MIRO, MIR4, MIR6 View All (8)	
Financial Accounting	●●●	●●●	FBL3N, FBL5N, FBL1N View All (76)	Learn More
Purchase Order Processing	●●●	●●●	ME21N, ME2L, ME22N View All (13)	
Sales Billing	●●●	●●●	VF01, VF02, VF03 View All (10)	
Machine Learning (15) View All				
Cash Application for FI-CA (Account Classification)	●●●		FBL5N, FD10N, F-32 View All (17)	
Detect Abnormal Liquidity Items	●●●		FBL5N, FI01, FBL1N View All (19)	
Payment Advice Extraction	●●●		FBL5N, FD10N, F-32 View All (19)	
Receivables Line-Item Matching (CashApp)	●●●		FBL5N, FD10N, F-32 View All (19)	
SAP Cash Application - Payables Line-Item Matching	●●●		FBL5N, FD10N, F-32 View All (19)	
SAP Intelligent Robotic Process Automation (21) View All				
Automated Generation of GL Re-class Postings (5AK)	●●●		FAGLL03, FAGLB03, FBL3N	

Line of Business Manager

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

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SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Order to Cash 1/8:

Let's see the content for order to cash.

Reports

Get performance insights for end-to-end processes or lines of business and identify transformation opportunities

Get Insights into End-to-End Processes

- **Complaints and Returns Management** — Sales
- **Inventory Management** — Supply Chain
- **Operate to Maintain** — Asset Management
- **Order to Cash** — Finance · Sales
- **Plan to Produce** — Manufacturing
- **Procure to Pay** — Finance · Sourcing and Procurement
- **Record to Report** — Finance

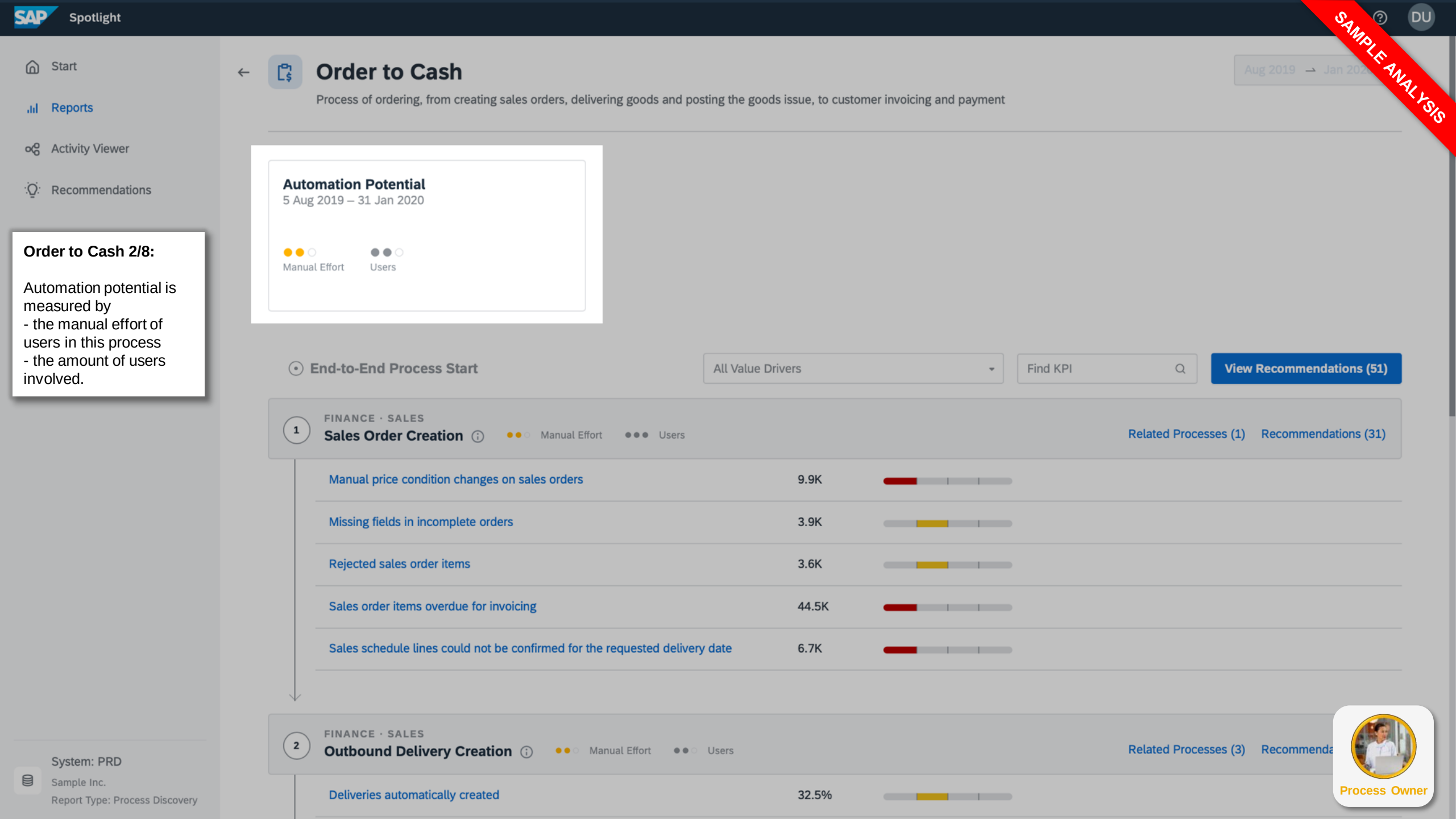
Explore Performance by Line of Business

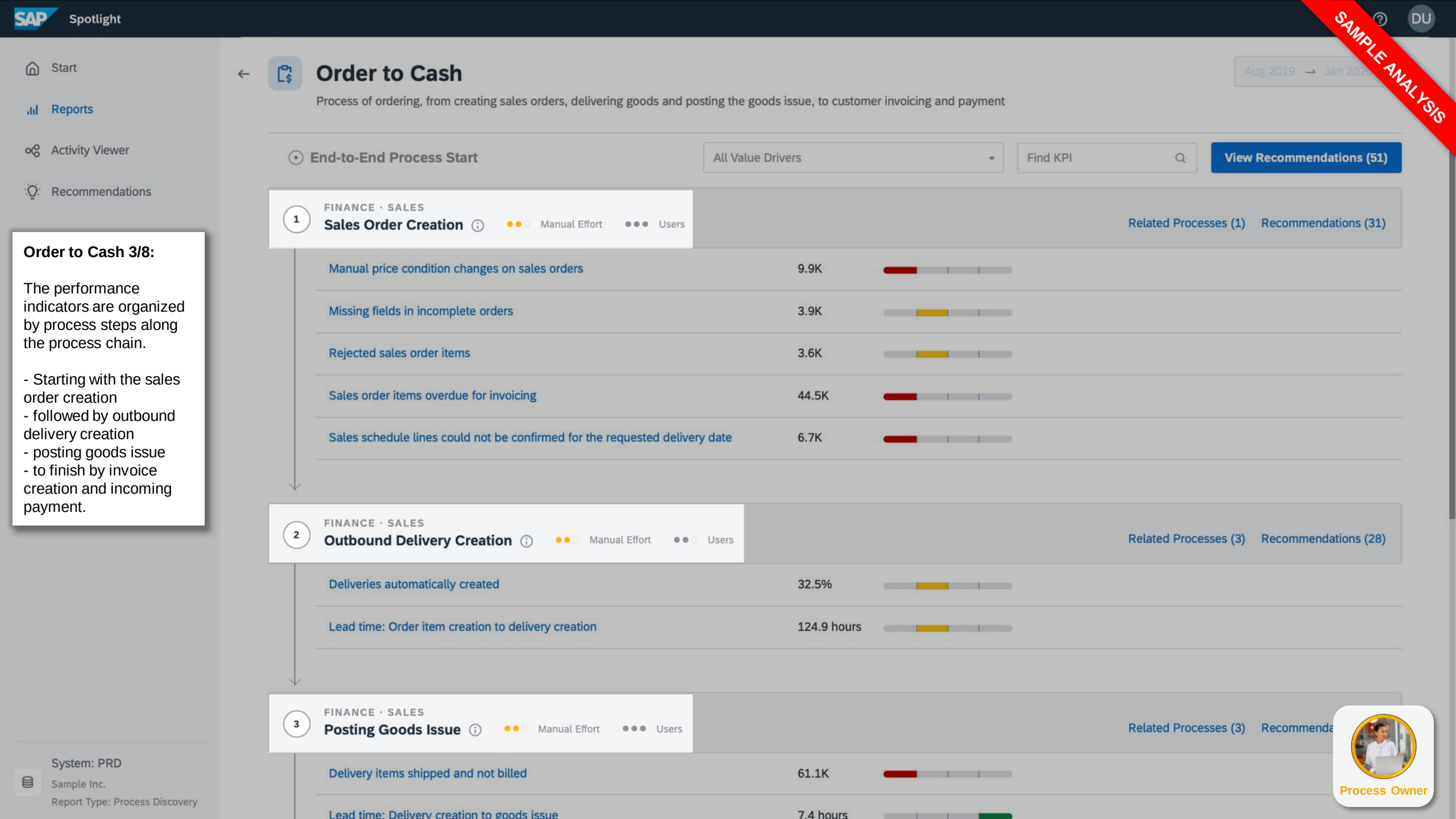
- **Asset Management**
- **Finance**
- **Manufacturing**
- **Sales**
- **Sourcing and Procurement**
- **Supply Chain**

Leverage Transformation Opportunities

- **Process Automation**
- **ERP System Usage**

Process Owner


Spotlight
DU
SAMPLE ANALYSIS
Start
Reports
Activity Viewer
Recommendations
Order to Cash
Process of ordering, from creating sales orders, delivering goods and posting the goods issue, to customer invoicing and payment
Aug 2019 → Jan 202
Automation Potential
5 Aug 2019 – 31 Jan 2020
Manual Effort
Users
Order to Cash 2/8:
Automation potential is measured by
- the manual effort of users in this process
- the amount of users involved.
End-to-End Process Start
All Value Drivers
Find KPI
View Recommendations (51)
1
FINANCE · SALES
Sales Order Creation
Manual Effort
Users
Related Processes (1)
Recommendations (31)
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
2
FINANCE · SALES
Outbound Delivery Creation
Manual Effort
Users
Related Processes (3)
Recommenda
Deliveries automatically created 32.5%
System: PRD
Sample Inc.
Report Type: Process Discovery
Process Owner



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.

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

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.

3 FINANCE · SALES
Posting Goods Issue Manual Effort Users
Related Processes (3) Recommendations (37)

Delivery items shipped and not billed	61.1K
Lead time: Delivery creation to goods issue	7.4 hours

4 FINANCE · SALES
Invoice Creation Manual Effort Users
Related Processes (1) Recommendations (37)

Lead time: Invoice creation to clearing	23 days
Overdue & open finance AR items	18.2K
Sales invoices not posted to accounting	1.5K
Sales order items overdue for invoicing	44.5K

5 FINANCE · SALES
Incoming Payment Manual Effort Users
Related Processes (1) Recommendations (25)

Customer payments automatically cleared	24.4%
Electr. bank statements not completely posted	1.9K
Lead time: Invoice creation to clearing	23 days
Overdue & open finance AR items	18.2K

End-to-End Process End

SAMPLE ANALYSIS

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 / PART 4: INVOICE CREATION

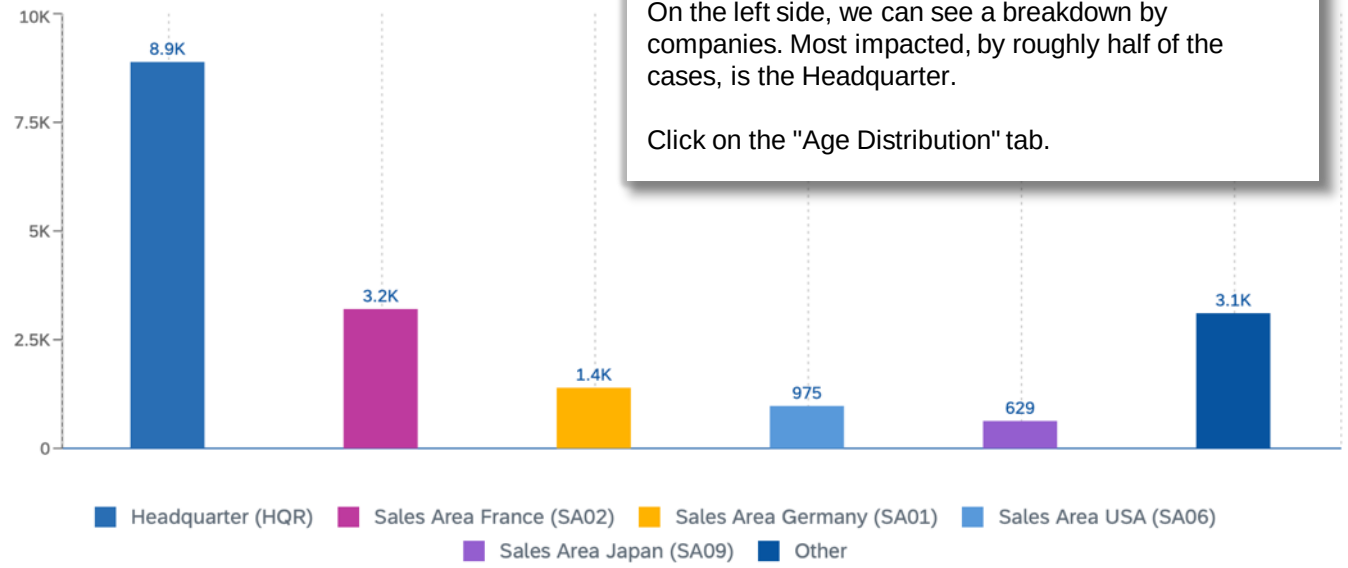
Overdue & Open Finance AR Items

Close

18.2K

January 2020

Top Company Code Breakdown | Age Distribution



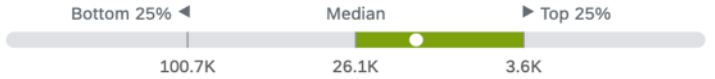
Description

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

SAP KPI Catalog

Industry Benchmark

Consumer Products



Your performance is above industry average (third quartile)

Possible Causes

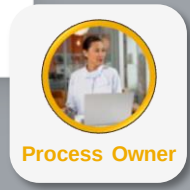
- Delayed incoming payments
- Incoming payments could not be matched against open items in finance AR
- No dunning procedures in place

Potential Business Impact

- Working capital: Delayed incoming cash
- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs

Meta Information

Technical ID:	KFFI000302
KPI Type:	Process Indicator



SAMPLE ANALYSIS

Spotlight

Start

Reports

Activity Vie

Recommer

ORDER TO CASH / PART 4: INVOICE CREATION

Overdue & Open Finance AR Items

Close

Order to Cash 6/8:

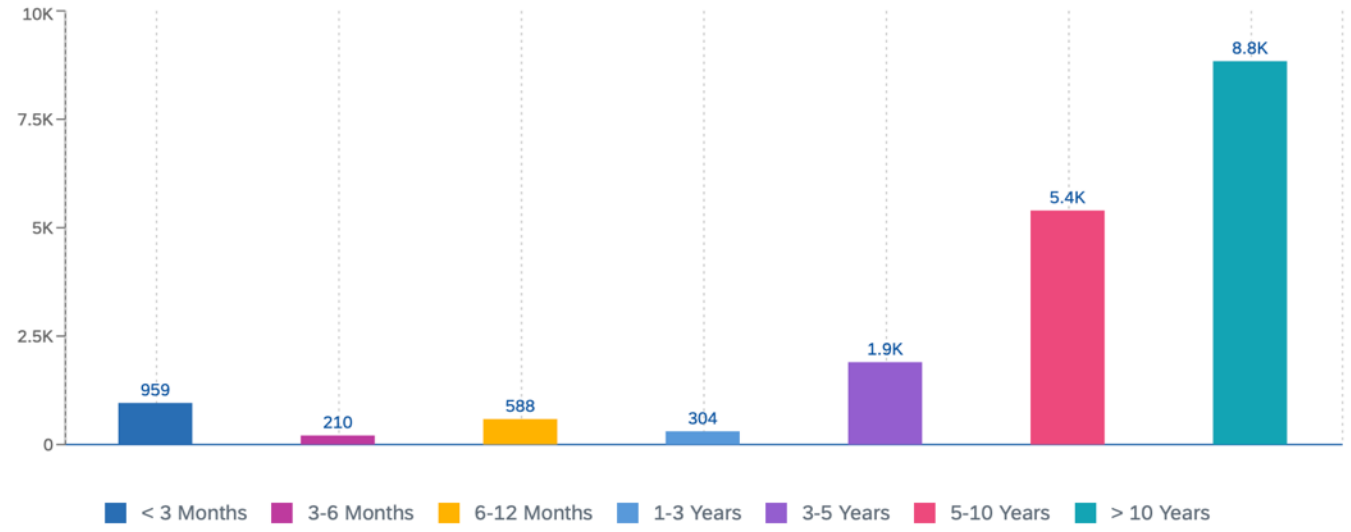
The aging distribution helps you to understand if these items are actually business relevant today or if this is only old data that need to be archived.

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.

18.2K

January 2020

Top Company Code Breakdown | **Age Distribution**



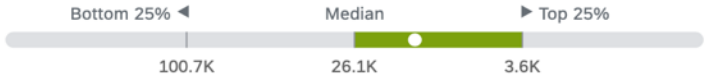
Description

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

SAP KPI Catalog

Industry Benchmark

Consumer Products



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Potential Business Impact

- Working capital: Delayed incoming cash
- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs

Meta Information

Technical ID:	KFFI000302
KPI Type:	Process Indicator

End-to-End Process End

System: PRD
Sample Inc.
Report Type: Process Discovery

Process Owner

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Order to Cash 7/8:

Now that you have more information about the context of the performances, you can see the related recommendations.

3 FINANCE · SALES
Posting Goods Issue Manual Effort Users
Related Processes (3) Recommendations (37)

Delivery items shipped and not billed	61.1K	
Lead time: Delivery creation to goods issue	7.4 hours	

4 FINANCE · SALES
Invoice Creation Manual Effort Users
Related Processes (1) Recommendations (37)

Lead time: Invoice creation to clearing	23 days	
Overdue & open finance AR items	18.2K	
Sales invoices not posted to accounting	1.5K	
Sales order items overdue for invoicing	44.5K	

5 FINANCE · SALES
Incoming Payment Manual Effort Users
Related Processes (1) Recommendations (25)

Customer payments automatically cleared	24.4%	
Electr. bank statements not completely posted	1.9K	
Lead time: Invoice creation to clearing	23 days	
Overdue & open finance AR items	18.2K	

End-to-End Process End

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

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.

3 FINANCE · SALES
Posting Goods Issue Manual Effort Users Related Processes (3) Recommendations (37)

Delivery items shipped and not billed	61.1K
Lead time: Delivery creation to goods issue	7.4 hours

4 FINANCE · SALES
Invoice Creation Manual Effort Users Related Processes (1) Recommendations (37)

Lead time: Invoice creation to clearing	23 days
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5 FINANCE · SALES
Incoming Payment Manual Effort Users Related Processes (1) Recommendations (25)

Customer payments automatically cleared	24.4%
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Overdue & open finance AR items	18.2K

End-to-End Process End

Recommendations

Top SAP S/4HANA Recommendations: Incoming Payment View A

SAP S/4HANA Capabilities
Accounts Receivable
Usage-Based Relevance Industry Popularity

SAP S/4HANA Capabilities
Cash and Liquidity Management
Usage-Based Relevance Industry Popularity

SAP S/4HANA Capabilities
Sales Monitoring and Analytics
Usage-Based Relevance Industry Popularity

SAP S/4HANA Capabilities
Sales Order Management and Processing
Usage-Based Relevance Industry Po

Process Owner

System: PRD
Sample Inc.
Report Type: Process Discovery

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

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SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Process Automation 1/9:

Let's click on the report for Process Automation.

Reports

Get performance insights for end-to-end processes or lines of business and identify transformation opportunities

Get Insights into End-to-End Processes

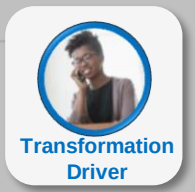
- **Complaints and Returns Management** — Sales
- **Inventory Management** — Supply Chain
- **Operate to Maintain** — Asset Management
- **Order to Cash** — Finance · Sales
- **Plan to Produce** — Manufacturing
- **Procure to Pay** — Finance · Sourcing and Procurement
- **Record to Report** — Finance

Explore Performance by Line of Business

- **Asset Management**
- **Finance**
- **Manufacturing**
- **Sales**
- **Sourcing and Procurement**
- **Supply Chain**

Leverage Transformation Opportunities

- **Process Automation**
- **ERP System Usage**



SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Process Automation

Identify processes with opportunities to automate

Aug 2019 → Jan 202

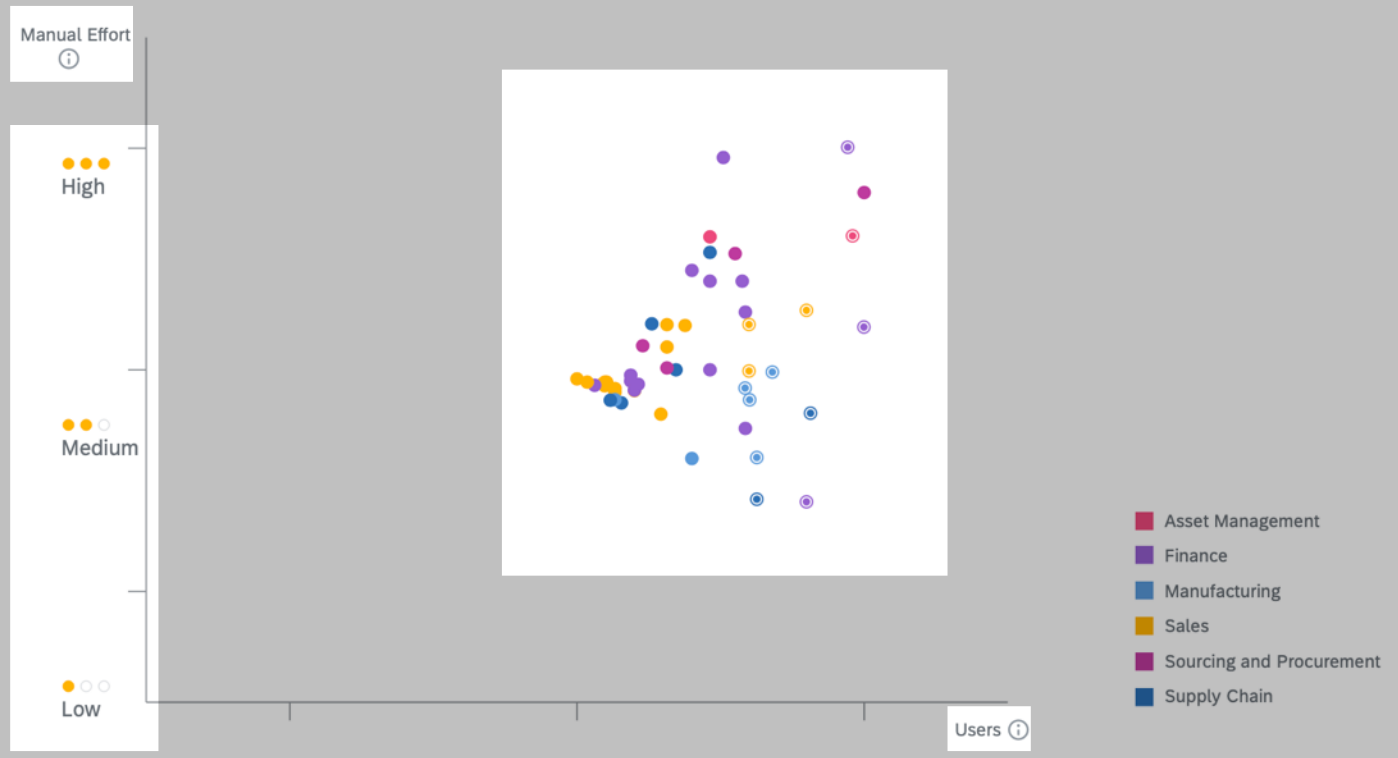
Process Automation 2/9:

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

Which processes involve most manual effort and users?

Manual effort and users of top 50 processes with most automation potential



Processes with Automation Potential Low Medium High

All Lines of Business | All End-to-End Processes | Show Benchmark Comparison | Adjust Process Mapping | Find Process

System: PRD
Sample Inc.
Report Type: Process Discovery

Transformation Driver

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

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…

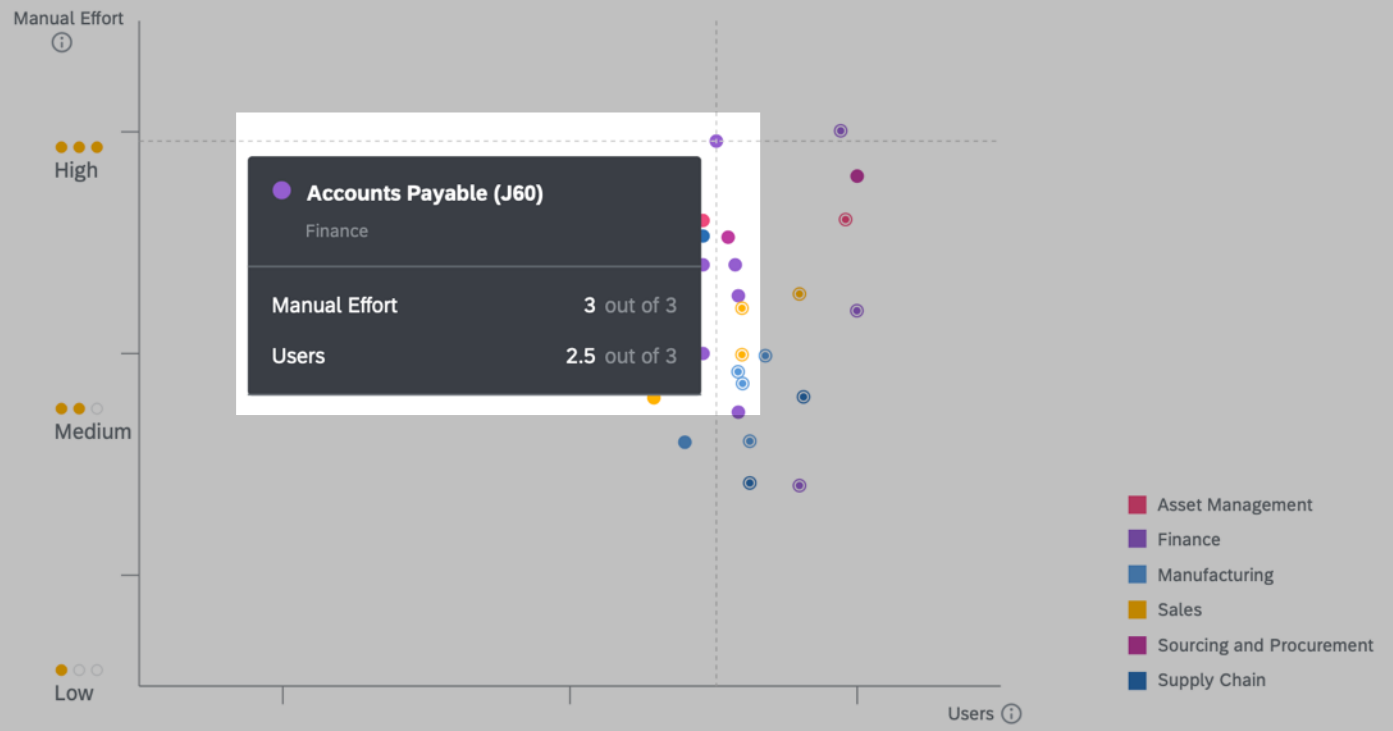
Process Automation

Identify processes with opportunities to automate

Aug 2019 → Jan 2020

Which processes involve most manual effort and users?

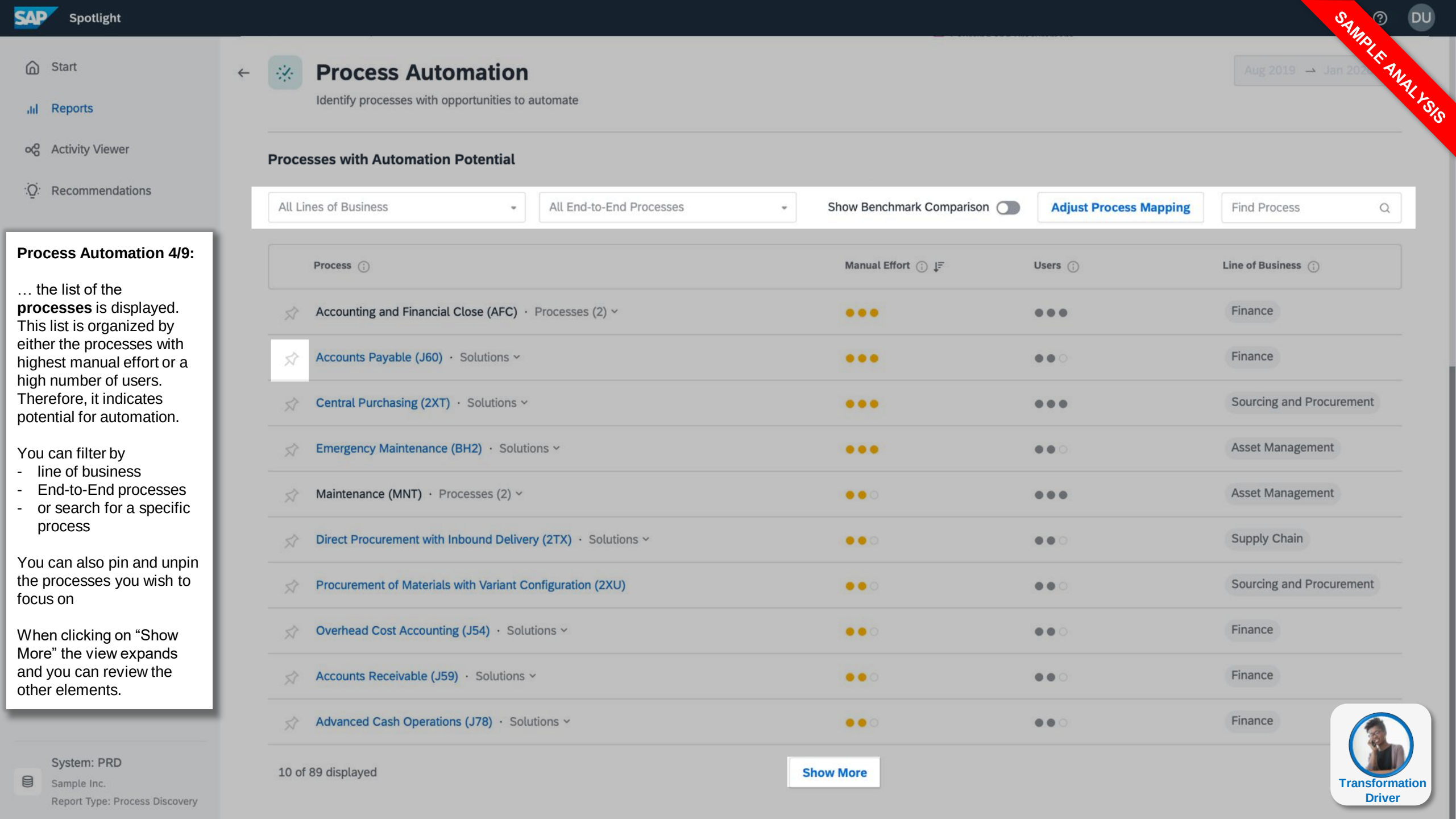
Manual effort and users of top 50 processes with most automation potential



Processes with Automation Potential

All Lines of Business | All End-to-End Processes | Show Benchmark Comparison | Adjust Process Mapping | Find Process

Transformation Driver



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.

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Process Automation 5/9:

You can click on each process to get more information.

Let's click on "Accounts Payable".

Process Automation

Identify processes with opportunities to automate

Aug 2019 → Jan 20

Processes with Automation Potential

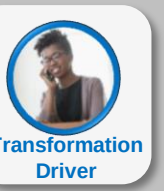
All Lines of Business | All End-to-End Processes | Show Benchmark Comparison | Adjust Process Mapping | Find Process

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

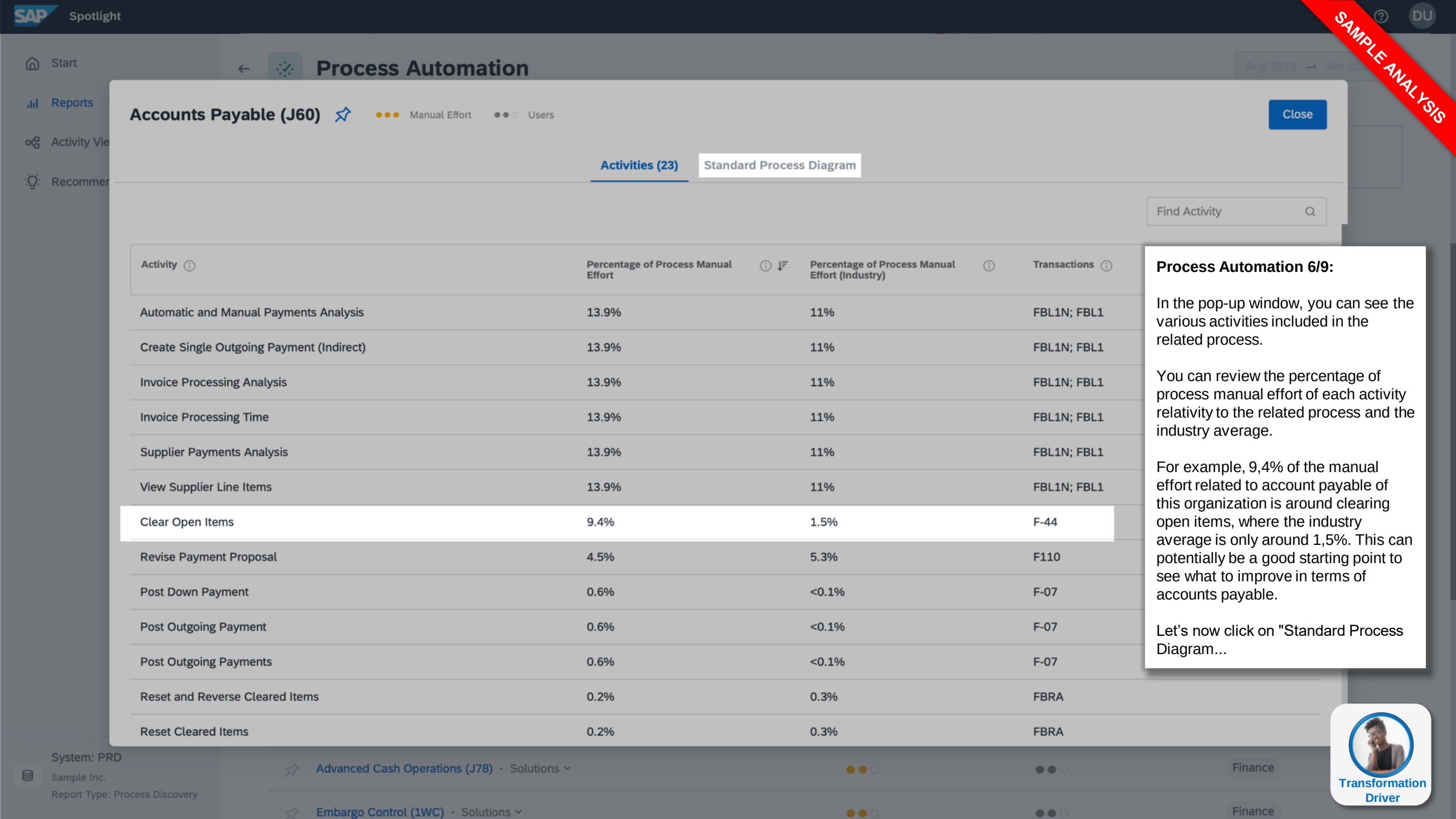
10 of 89 displayed

Show More

System: PRD
Sample Inc.
Report Type: Process Discovery



Transformation Driver


SAP Spotlight
SAMPLE ANALYSIS
Start
Reports
Activity Vie
Recommer
Process Automation
Accounts Payable (J60)
Manual Effort
Users
Close
Activities (23)
Standard Process Diagram
Find Activity
Activity
Percentage of Process Manual Effort
Percentage of Process Manual Effort (Industry)
Transactions
Automatic and Manual Payments Analysis 13.9% 11% FBL1N; FBL1
Create Single Outgoing Payment (Indirect) 13.9% 11% FBL1N; FBL1
Invoice Processing Analysis 13.9% 11% FBL1N; FBL1
Invoice Processing Time 13.9% 11% FBL1N; FBL1
Supplier Payments Analysis 13.9% 11% FBL1N; FBL1
View Supplier Line Items 13.9% 11% FBL1N; FBL1
Clear Open Items 9.4% 1.5% F-44
Revise Payment Proposal 4.5% 5.3% F110
Post Down Payment 0.6% <0.1% F-07
Post Outgoing Payment 0.6% <0.1% F-07
Post Outgoing Payments 0.6% <0.1% F-07
Reset and Reverse Cleared Items 0.2% 0.3% FBRA
Reset Cleared Items 0.2% 0.3% FBRA
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 relativity 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...
Transformation Driver
Advanced Cash Operations (J78) · Solutions
Embargo Control (1WC) · Solutions
Finance
System: PRD
Sample Inc.
Report Type: Process Discovery

SAMPLE ANALYSIS

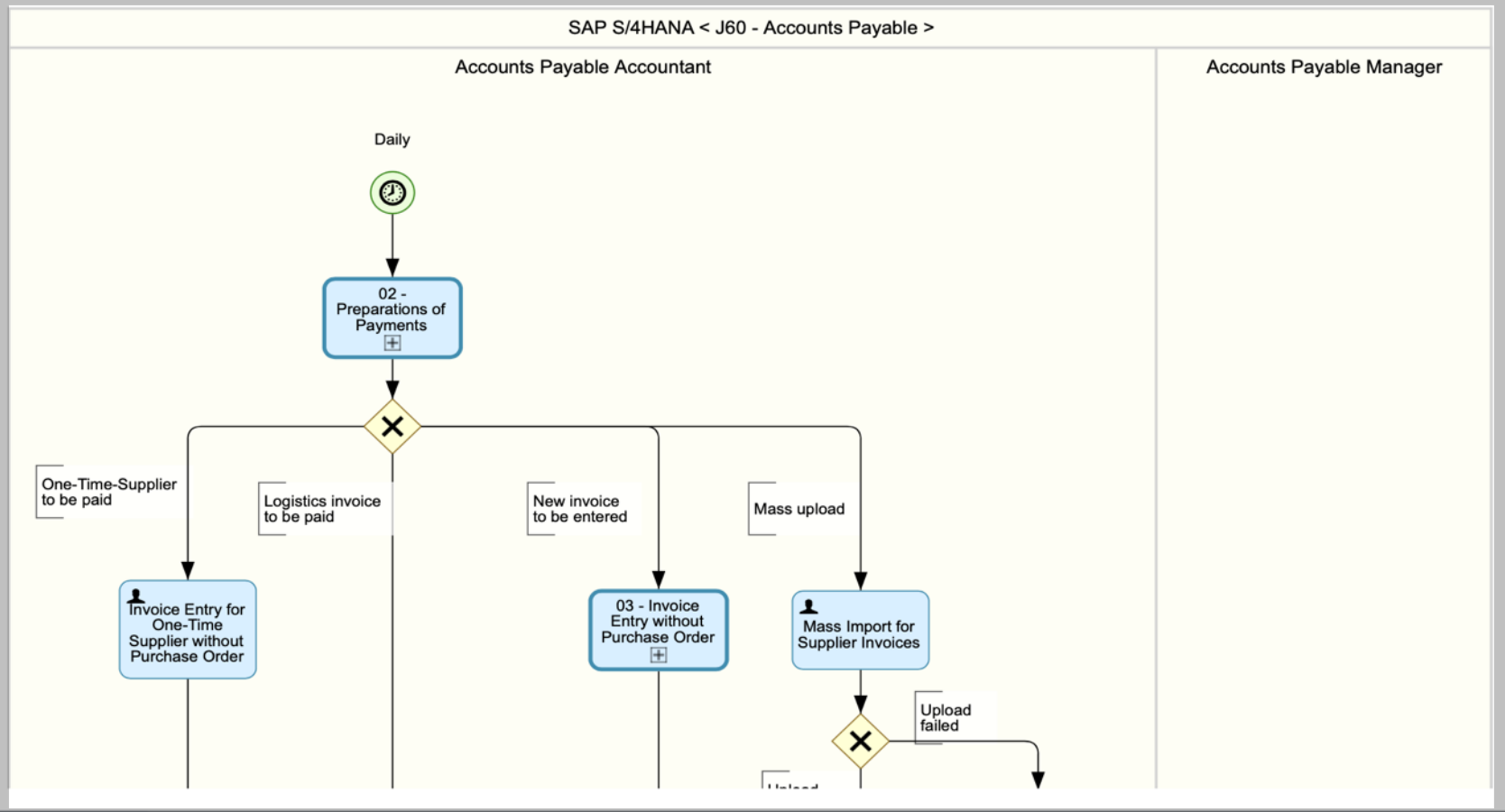
Accounts Payable (J60)

Manual Effort · Users

Close

Activities (23) | Standard Process Diagram

01 - Main



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.

Transformation Driver

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

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.

Process Automation

Identify processes with opportunities to automate

Aug 2019 → Jan 202

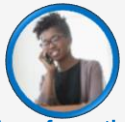
Processes with Automation Potential

All Lines of Business | All End-to-End Processes | Show Benchmark Comparison | Adjust Process Mapping | Find Process

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

10 of 89 displayed | Show More

System: PRD
Sample Inc.
Report Type: Process Discovery



Transformation Driver

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

Process Automation

Identify processes with opportunities to automate

Aug 2019 → Jan 202

All Lines of Business | All End-to-End Processes | Show Benchmark Comparison | Adjust Process Mapping | Find Process

Process	Manual Effort	Users	Line of Business
Accounting and Financial Close (AFC) · Processes (2)	●●● ↑↑↑	●●● ↑↑↑	Finance
Accounts Payable (J60) · Solutions	●●● ↑↑↑	●●○ ↑↑↑	Finance
Central Purchasing (2XT) · Solutions	●●● ↑↑↑	●●● ↑↑↑	Sourcing and Procurement
Emergency Maintenance (BH2) · Solutions	●●● ↑↑↑	●●○ ↑	Asset Management
Maintenance (MNT) · Processes (2)	●●○ ↑↑	●●● ↑	Asset Management
Direct Procurement with Inbound Delivery (2TX) · Solutions	●●○ ↑↑↑	●●○ ↑↑	Supply Chain

Accounts Payable (J60) · Solutions

- IRPA Automated Release of Blocked Supplier Invoices (5BG) iRPA Bot Store
- IRPA Automatic Business Partners Update Based on the Employees Master Data (55D) IRPA Bot Store
- IRPA Create Supplier Invoices from Spreadsheets (4WA) iRPA Bot Store
- IRPA Mass Creation of Business Partner from Excel (58Z) iRPA Bot Store
- IRPA Supplier Down Payment Request (4AC) iRPA Bot Store
- IRPA Supplier Invoice Status Checks (SAP S/4HANA Cloud, ES) (49W) iRPA Bot Store
- IRPA Supplier Invoice Status Checks (SAP S/4HANA Cloud, EX and SAP S/4HANA 1809 and 1909) (4GJ) iRPA Bot Store
- ML Cash Application for FI-CA (Account Classification)
- ML Detect Abnormal Liquidity Items Best Practice Explorer
- ML Payment Advice Extraction Best Practice Explorer
- ML Receivables Line-Item Matching (CashApp) Best Practice Explorer
- ML SAP Cash Application - Payables Line-Item Matching Innovation Guide

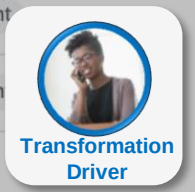
Process Automation 9/9:

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

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SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

ERP System Usage 1/6:

Let's click on the report for ERP System Usage.

Reports

Get performance insights for end-to-end processes or lines of business and identify transformation opportunities

Get Insights into End-to-End Processes

- **Complaints and Returns Management** — Sales
- **Inventory Management** — Supply Chain
- **Operate to Maintain** — Asset Management
- **Order to Cash** — Finance · Sales
- **Plan to Produce** — Manufacturing
- **Procure to Pay** — Finance · Sourcing and Procurement
- **Record to Report** — Finance

Explore Performance by Line of Business

- **Asset Management**
- **Finance**
- **Manufacturing**
- **Sales**
- **Sourcing and Procurement**
- **Supply Chain**

Leverage Transformation Opportunities

- **Process Automation**
- **ERP System Usage**

SAMPLE ANALYSIS

Start
Reports
Activity Viewer
Recommendations

ERP System Usage

Identify what transactions have the most users and involve the most manual effort

Total Transactions	SAP Standard Transactions	Partner Transactions	Custom Transactions
5 Aug 2019 - 31 Jan 2020	5 Aug 2019 - 31 Jan 2020	5 Aug 2019 - 31 Jan 2020	5 Aug 2019 - 31 Jan 2020
649	619	10	20

ERP System Usage 2/6:

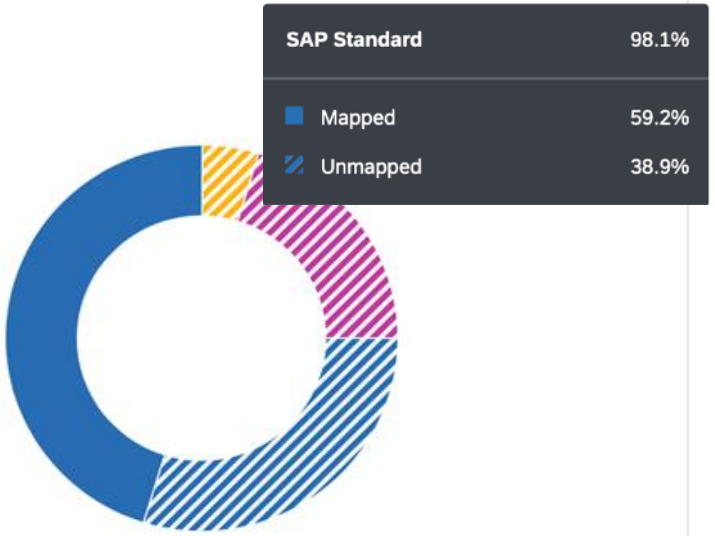
Identify which **transactions** have the most users and involve the most manual effort.

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.

Which transaction types involve the most manual effort?

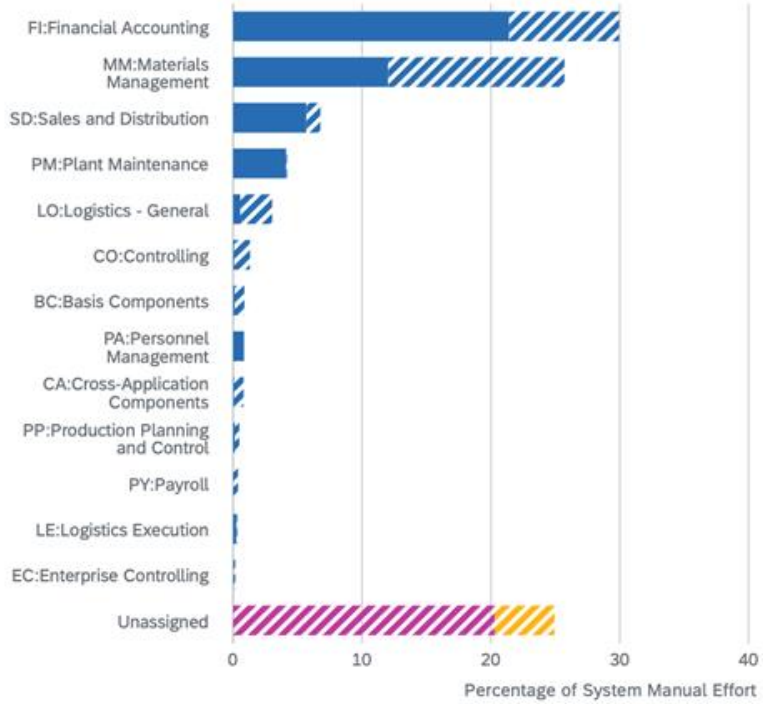
Manual effort of transactions by transaction type



SAP Standard · Partner · Custom · Mapped to Processes · Unmapped

Which technical components involve the most manual effort?

Manual effort by technical component and transaction type



SAP Standard · Partner · Custom · Mapped to Processes · Unmapped

Technical System Expert

SAMPLE ANALYSIS

ERP System Usage

Identify what transactions have the most users and involve the most manual effort

Aug 2019 → Jan 202

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?

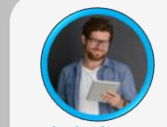
Manual effort and users of top 50 transactions in dialog mode

SAP Standa... × Partner × Custom ×

Transactions

All Technical Components | All Transaction Types | Find Transaction

System: PRD
Sample Inc.
Request ID: 222 (Process Discovery)



SAMPLE ANALYSIS

Start

Reports

Activity Viewer

Recommendations

ERP System Usage

Identify what transactions have the most users and involve the most manual effort

Aug 2019 → Jan 202

Transactions

All Technical Components | All Transaction Types | Find Transaction

Transaction	Transaction Code	Transaction Type	Mapped Processes	Percentage of System Manual Effort	Users	Technical Component
G/L Account Line Items	FAGLL03	SAP Standard	2	5.1%	19	FI:Financial Accounting
No name defined	ZC0001	Custom	0	5.1%	96	Unassigned
Call MIRO - Change Status	MIR4	SAP Standard	0	4.8%	42	MM:Materials Management
Vendor Line Items	FBL1N	SAP Standard	1	4.8%	37	FI:Financial Accounting
No name defined	ZC0005	Custom	0	3.9%	57	Unassigned
Display Purchase Order	ME23N	SAP Standard	1	3.7%	68	MM:Materials Management
Create Purchase Order	ME21N	SAP Standard	23	3.4%	38	MM:Materials Management
Display Balances	FAGLB03	SAP Standard	2	3.2%	18	FI:Financial Accounting
No name defined	ZC0003	Custom	0	2.7%	76	Unassigned
No name defined	/PRTJ/TJ01	Partner	0	2.4%	13	Unassigned

10 of 649 displayed

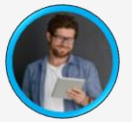
Show More

ERP System Usage 4/6:

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



Technical System Expert

SAMPLE ANALYSIS

Start

Reports

Activity Viewer

Recommendations

ERP System Usage

Identify what transactions have the most users and involve the most manual effort

Aug 2019 → Jan 2020

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

All Technical Components | All Transaction Types | Find Transaction

Transaction	Transaction Code	Transaction Type	Mapped Processes	Percentage of System Manual Effort	Users	Technical Component
G/L Account Line Items	FAGLL03	SAP Standard	2	5.1%	19	FI:Financial Accounting
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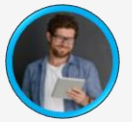
No name defined	ZC0003	Custom	0	2.7%	76	Unassigned
No name defined	/PRTJ/TJ01	Partner	0	2.4%	13	Unassigned

10 of 649 displayed

Show More



Technical System Expert

SAMPLE ANALYSIS

Adjust Process Mapping to Improve Recommendation Quality

All Technical Components | All Transaction Types | Find Transaction

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

10 of 649 displayed

Show More

Processes Associated with FBL1N (1)

+ Add Proce

Process	Manual Effort	Users
Accounts Payable (J60)	●●●	●●●

1 of 1 displayed

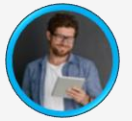
+ Add Process

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.)



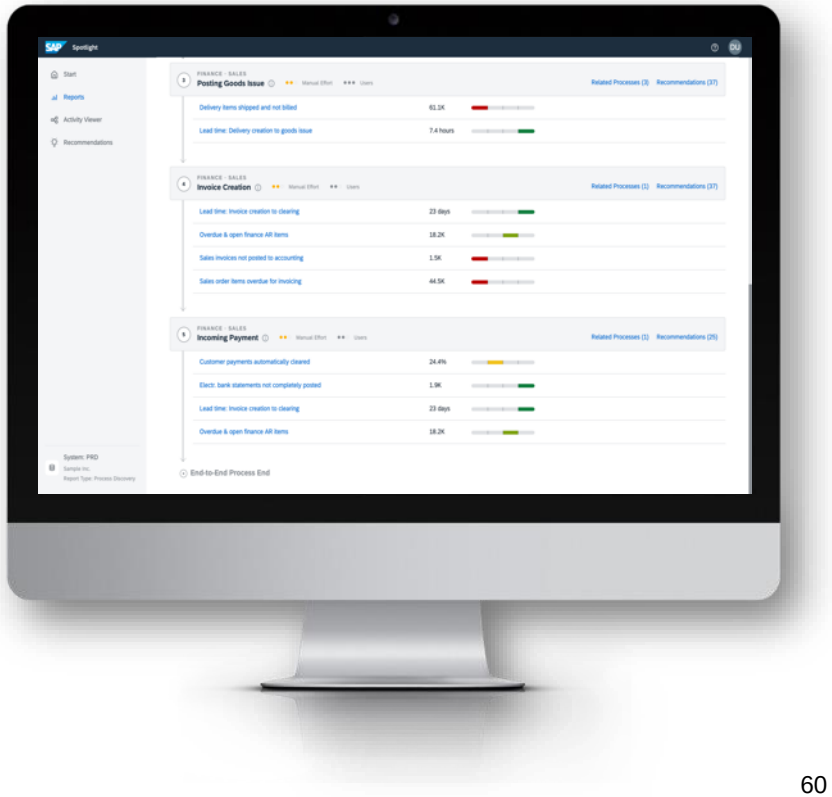
Technical System Expert

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!**



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Introducing Process Discovery

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

- 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)

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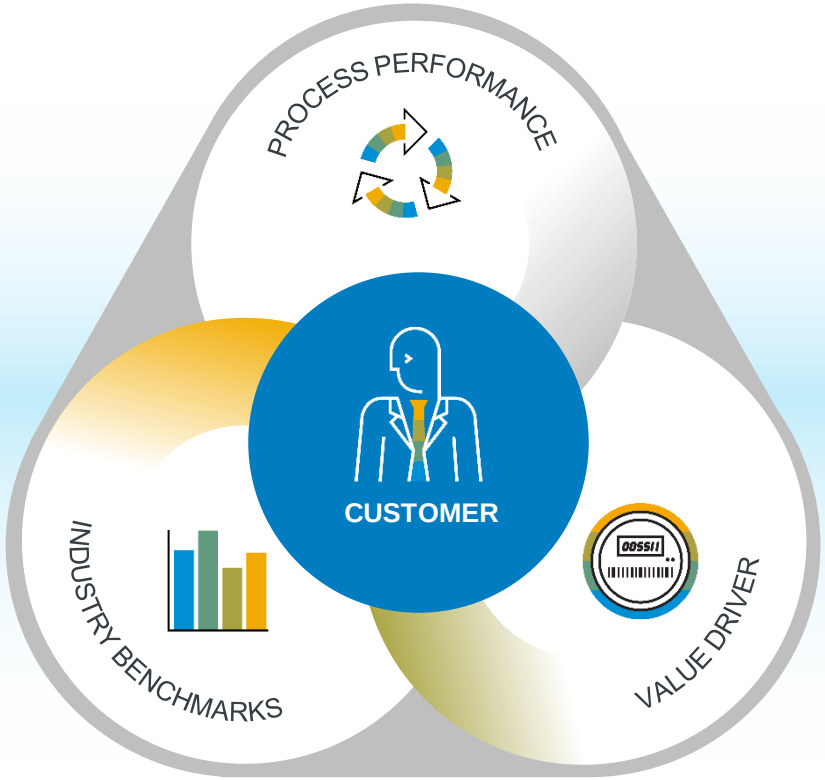
GET STARTED ❯

SAMPLE ANALYSIS

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

Business Opportunities with SAP S/4HANA

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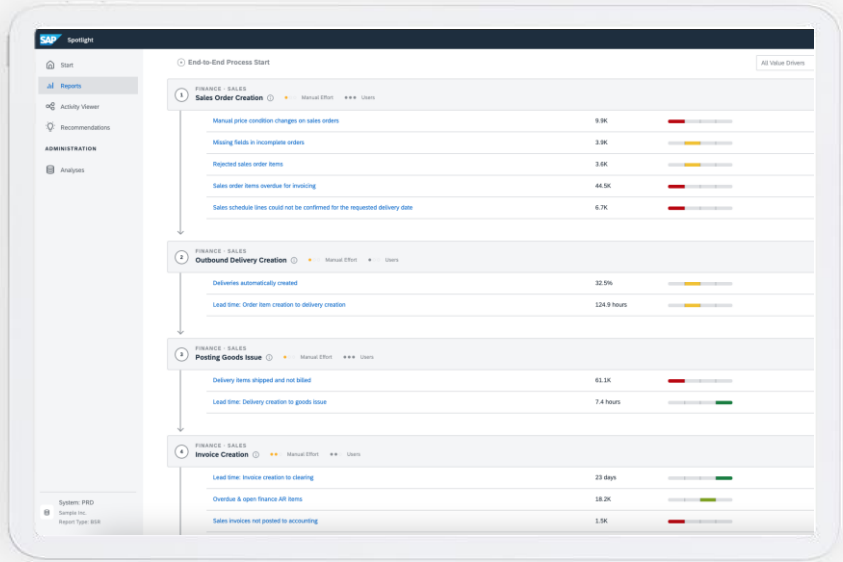
Process Discovery Solution: Online Version

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

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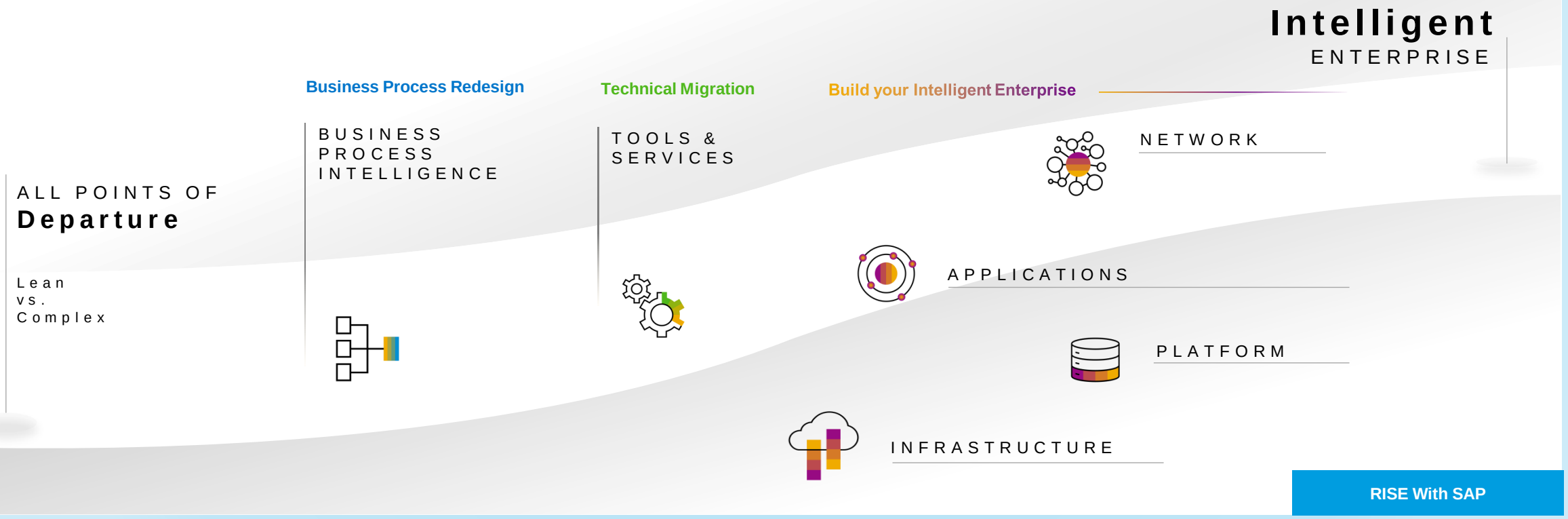
On this page, you can review the various parts of RISE with SAP. You can see that the first step is actually the Business Process Intelligence…

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.



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… For which there is a dedicated page.
Process Discovery is the first step to the Business Process Intelligence, an integrated process management suite, from insights to action. The BPI is a strategic component of the intelligent enterprise. You can click on the blue link at the bottom right to know more.

Business Process Intelligence

Business Process Intelligence

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

Process Discovery

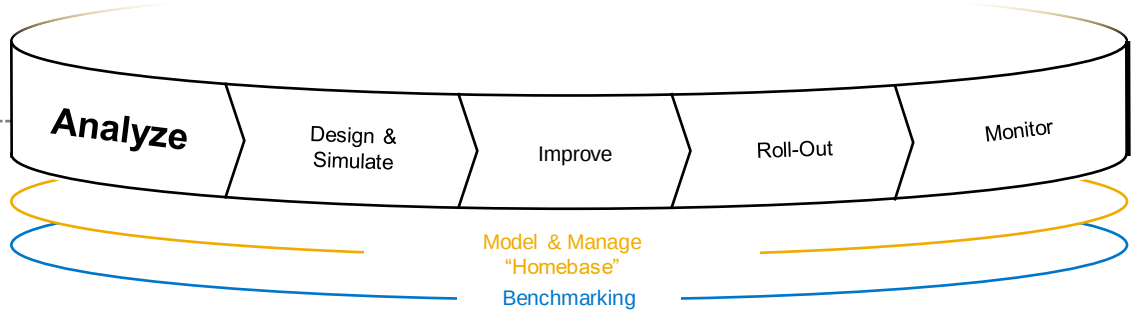
Helps you get started with Business Process Intelligence and SAP S/4HANA.

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

included in RISE WITH SAP | Business Transformation as a Service



Business Process Intelligence (BPI) is an integrated process management suite.

Business Process Intelligence »

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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

Browse through this Analysis »

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

Learn more about SAP Process Insights »

3 **Signavio Suite** for full business transformation

Subscription

- Process documentation
- Process mining
- Collaborative business transformation

Learn more about Signavio Suite »

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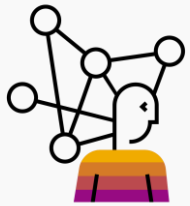
NEW: Get Started with SAP Business Network



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

Learn more about SAP Business Network »

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

BUSINESS NETWORK SOLUTIONS	END-TO-END PROCESS	OPTIMIZATION GOAL
SAP Asset Intelligence Network	**Acquire to Decommission**	**Optimize asset performance with a central repository**
Ariba Network	**Source to Pay**	**Connect buyers and suppliers on a single, networked platform**
SAP Logistic Business Network	**Plan to Fulfill**	**Ease intercompany logistics with collaboration and insights**

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SAMPLE ANALYSIS

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

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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 »

SAP industry value paper »

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 »

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Lines of Business

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.

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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SAMPLE ANALYSIS

The summary looks at typical business performance goals for various lines of business such as:

❶ Improving liquidity by “reducing days sales outstanding” in finance

❷ Reducing manufacturing costs and accelerating manufacturing cycle times

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4 Customer-specific recommendations

Low usage

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For a high-level finance process, operational performance indicators are displayed, and put into the context of business goals on the left side.

Finance: Your Current Process Performance in SAP ERP System "PRD"

spotlight »

	Accounts Receivables	Accounts Payables	General Ledger Accounting	Product Cost Controlling
Value Drivers:				
Reduce G/L Efforts And Financial Closing Time	18.201 Overdue & open finance AR items »	80.102 Overdue & open finance AP items »	8.235.129 Open items on finance general ledger accounts »	331 Failed component consumptions during prod. order confirmation »
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How SAP helps:

Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.

All innovation recommendations »

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

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SAMPLE ANALYSIS

You can also access this content online by clicking on the "Spotlight" icon.

spotlight »

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All innovation recommendations »

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SAMPLE ANALYSIS

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.

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	Financial Accounting » ★★★			**Product Costing »** ★★★
	Entity Close » ★★★			

All innovation recommendations »

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Here are the details of these 80.102 overdue & open finance Accounts Payable items.

SAMPLE ANALYSIS

Overdue & open finance AP items

Findings and Benchmark
What we measured

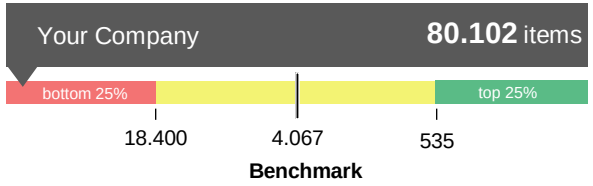
80.102 items

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:



Details
What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
13.580	2.920	7.916	8.034	47.652
17%	4%	10%	10%	59%

Top 5 Company Codes:

Company Code		Items	Percent
HQR	Headquarter	53.905	67%
SA02	Sales Area France	9.148	11%
SA06	Sales Area USA	3.641	5%
SA07	Sales Area Netherland..	1.748	2%
SA08	Sales Area UK	1.325	2%

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

Back to Overview »

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SAMPLE ANALYSIS

The number is quite high, also compared to industry peers.

This customer is in the lowest performing 25% in the consumer product industry.

Overdue & open finance AP items

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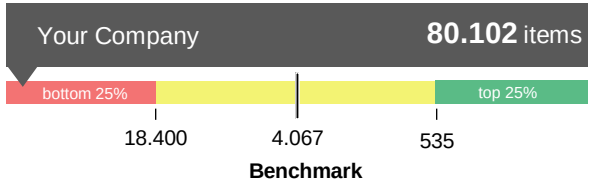

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SAMPLE ANALYSIS

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.

Overdue & open finance AP items

Findings and Benchmark

What we measured

80.102 items

Overdue & open finance AP items

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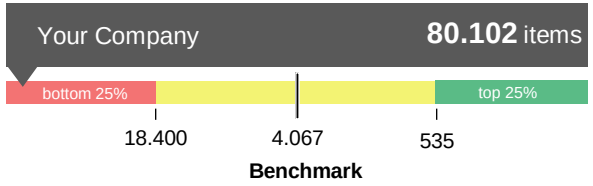

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If you want to know which companies are most impacted, you can look at the middle section:

Roughly 2/3 of the cases happen in the headquarter.

SAMPLE ANALYSIS

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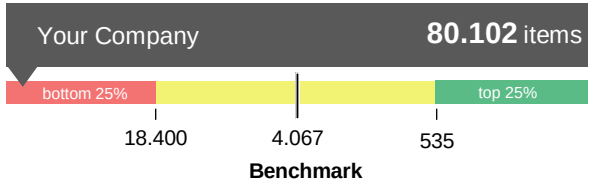

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SAP offers a comprehensive root-cause analysis with additional drill-down possibilities down to the individual document, as a follow-up service: SAP Process Insights

But the most common reasons are stated in the box on the right.

SAMPLE ANALYSIS

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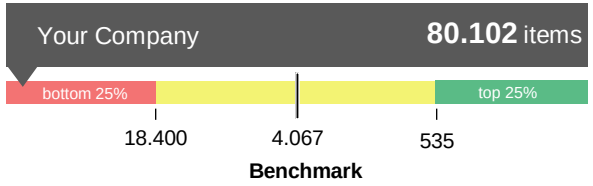

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To understand how SAP S/4HANA can help, let's go back to the finance overview.

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.

SAMPLE ANALYSIS

Finance: Your Current Process Performance in SAP ERP System "PRD"

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	Entity Close » ★★★			

All innovation recommendations »

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Entity Close

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.

★ ★ ☆ Usage intensity

★ ☆ ☆ Industry popularity

For more details, access Process Discovery solution »

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 »

Back to innovation overview »

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SAMPLE ANALYSIS

Information for the business executive, in a business-specific language:

❶ A high-level description of the expected business benefits.

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❷ The additional or new functionality in SAP S/4HANA compared to SAP ECC.

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❸ Expert information is available by clicking on the details, including:

- the related SAP Fiori Apps
- scope items with process model descriptions, configuration guides and test scripts.

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Business scenario details »

Related SAP Fiori apps »

Video

Group reporting »

Back to innovation overview »

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❹ For an experience of the new SAP S/4HANA, the summary provides links to explanation videos.

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Further Information

Details

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Related SAP Fiori apps »

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Group reporting »

Back to innovation overview »

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SAMPLE ANALYSIS

❶ This overview contains all customer-specific business scenario recommendations, incl. the customer's usage intensity in the current SAP ERP…

❷ … as well as information on how popular the business scenarios are in the industry.

Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage

The table below shows SAP S/4HANA business scenarios that are enhancing process areas which you are already running.

SAP S/4HANA BUSINESS SCENARIO	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Financial Accounting	★★★	76	★★★		
Delivery Management	★★★	27	★★★		
Sales Billing	★★★	10	★★★		
Accounts Payable	★★☆	10	★★★		
Profitability Analysis	★★☆	9	★★★		
Accounts Receivable	★★☆	8	★★★		
Overhead Cost Management	★★☆	4	★★★		
Financial Reporting	★★☆	4	★★☆		
Cash and Liquidity Management	★★☆	4	★☆☆		
Entity Close	★★☆	1	★☆☆		
Sales Order Management and Processing	★☆☆	20	★★★		
Product Costing	★☆☆	3	★★★		
Advanced Compliance Reporting	½☆☆	Usage of related application area	New		

* = 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 »

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SAMPLE ANALYSIS

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.

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

* = 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.

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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.

SAMPLE ANALYSIS

Reimagine Record to Report | Reimagine Order to Cash

Traditional Scenario:

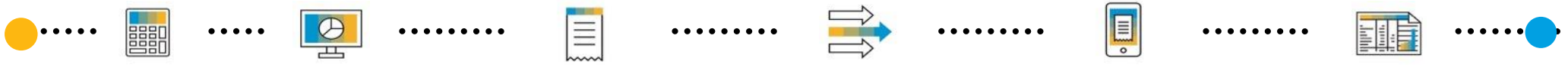
- **Delayed close activities** that do not begin **until period end**
- **Multiple ledgers** require time-consuming and error-prone **reconciliations**

- 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

- **Manual, time-consuming and effort-intensive processes**

- Financial data needs to be **replicated** from the financial system into the consolidation system, requiring data aggregation and transformation

- Executive conversation is **limited to static presentations**, and ad hoc questions and analysis need to be taken offline for a later discussion



Financial Accounting | **Management Reporting** | **Compliance, Tax** | **Entity Close** | **Consolidation** | **Reporting, Analytics**

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

Transformed board room experience with real-time business intelligence, ad hoc reporting at a granular level, and what-if analysis to make decisions

Read the whitepaper »

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SAMPLE ANALYSIS

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

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.

SAMPLE ANALYSIS

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:

TOOLS » + **FREE OFFERINGS »** + **ADDITIONAL OFFERINGS »**

Join the SAP S/4HANA Movement! »

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SAMPLE ANALYSIS

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:	ANALYZE	DEFINE STRATEGY	MAKE THE CASE	CONSIDER OPTIONS	BUILD FUTURE
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 Solution Manager**
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	**SAP Enterprise Support Value Map** for SAP S/4HANA			**SAP Enterprise Support Guides**
ADDITIONAL OFFERINGS » These are offerings that will require some additional investment	**SAP S/4HANA Value Mining service**	**Discovery workshop for SAP S/4HANA** **Explore services for Intelligent Enterprise**			**SAP Advanced Deployment** **SAP Value Assurance**

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Agenda

Introduction and Overview

DEMO: Process Discovery

How to Request Your Own Analysis

Next Steps with BPI

Summary

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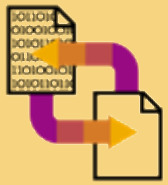
Process Discovery

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

How-To Guide »

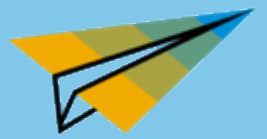
2 Initiate your request

- 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.

Contact Us

THE POINT OF
Departure

FOR

RISE WITH SAP | Business Transformation as a Service

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

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 SA notes 2758146 and 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

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Want to know more?

- Sample Process Discovery Solution
- Sample Process Discovery Summary

from your SAP ERP

- **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***

- Presentation
- Frequently asked questions
- Forrester study

Questions?

- Contact our team

Get started now

Business Process Redesign

BUSINESS PROCESS INTELLIGENCE

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

About You

First Name

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

Contact Us

City

About You

First Name

Last Name

E-Mail

About Your Company

Company

Phone

Industry

Please Select

Preferred Language

Installation number

Customer number

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.

Upload the ZIP file (zip only) *

Choose a file...

* 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:	By Phone:
Yes	Yes
No	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

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Summary

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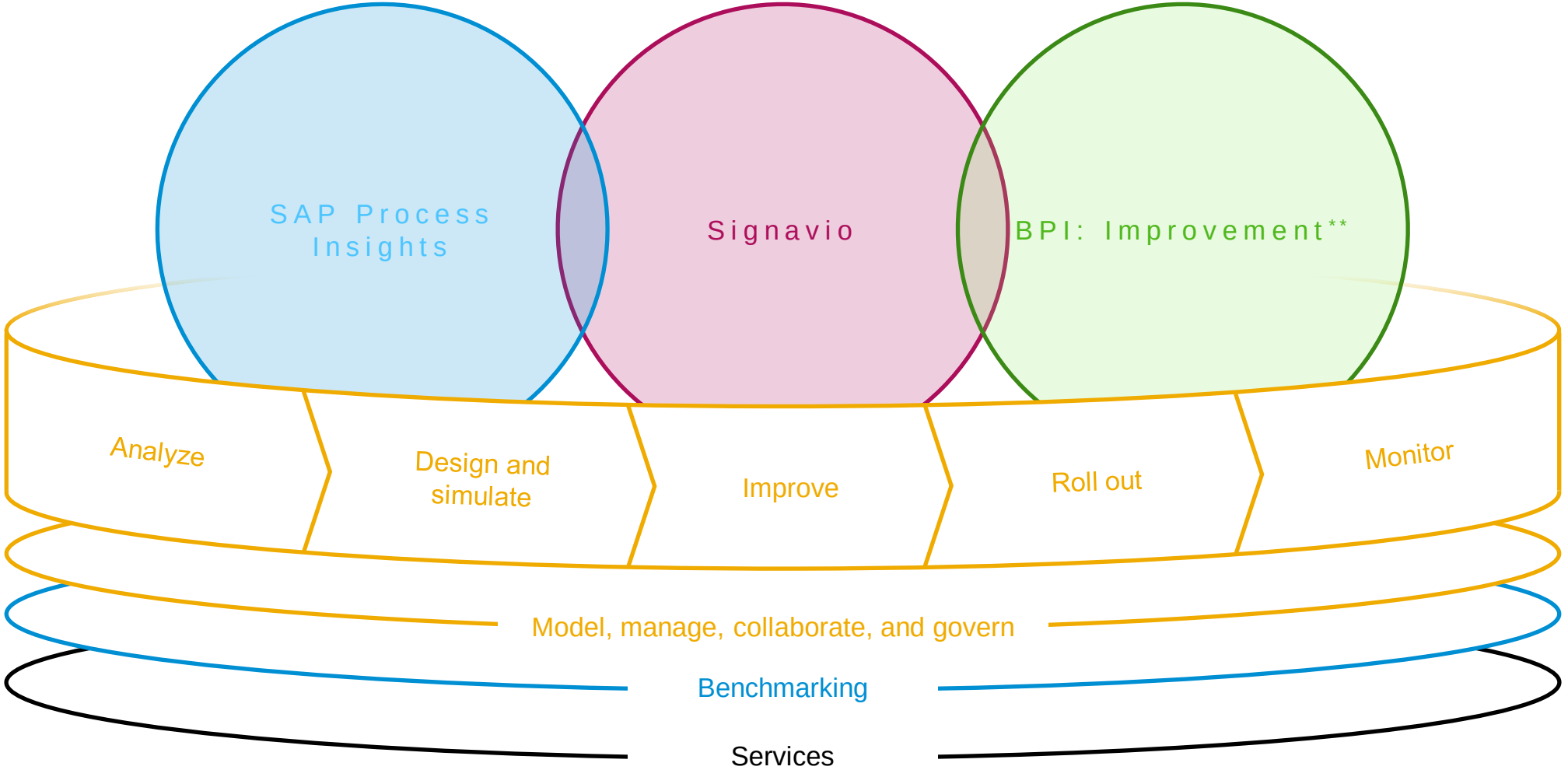
Business process intelligence (BPI) from SAP enables organizations to understand, innovate, and transform all their business processes continuously



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Business process intelligence for SAP ECC customers

SAP PROCESS TRANSFORMATION

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

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

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RISE With SAP – Business Transformation as a Service

Intelligent
ENTERPRISE

ALL POINTS OF
Departure

Lean
vs.
Complex

Business Process Redesign

BUSINESS
PROCESS
INTELLIGENCE

Technical Migration

TOOLS &
SERVICES

Build your Intelligent Enterprise

NETWORK

APPLICATIONS

PLATFORM

INFRASTRUCTURE

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Agenda

Introduction and Overview

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Summary

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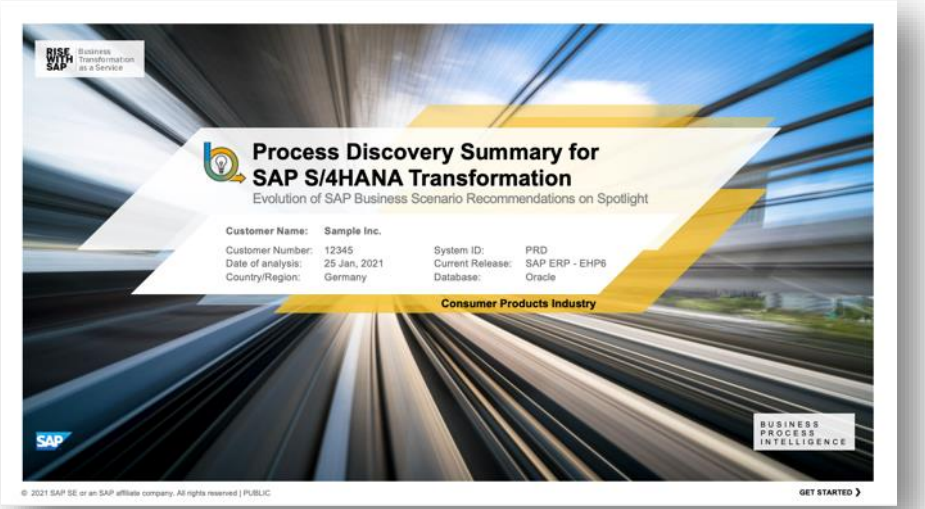
Key Benefits of Process Discovery

- **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**



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www.s4hana.com

Thank you.

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s4hana@sap.com

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