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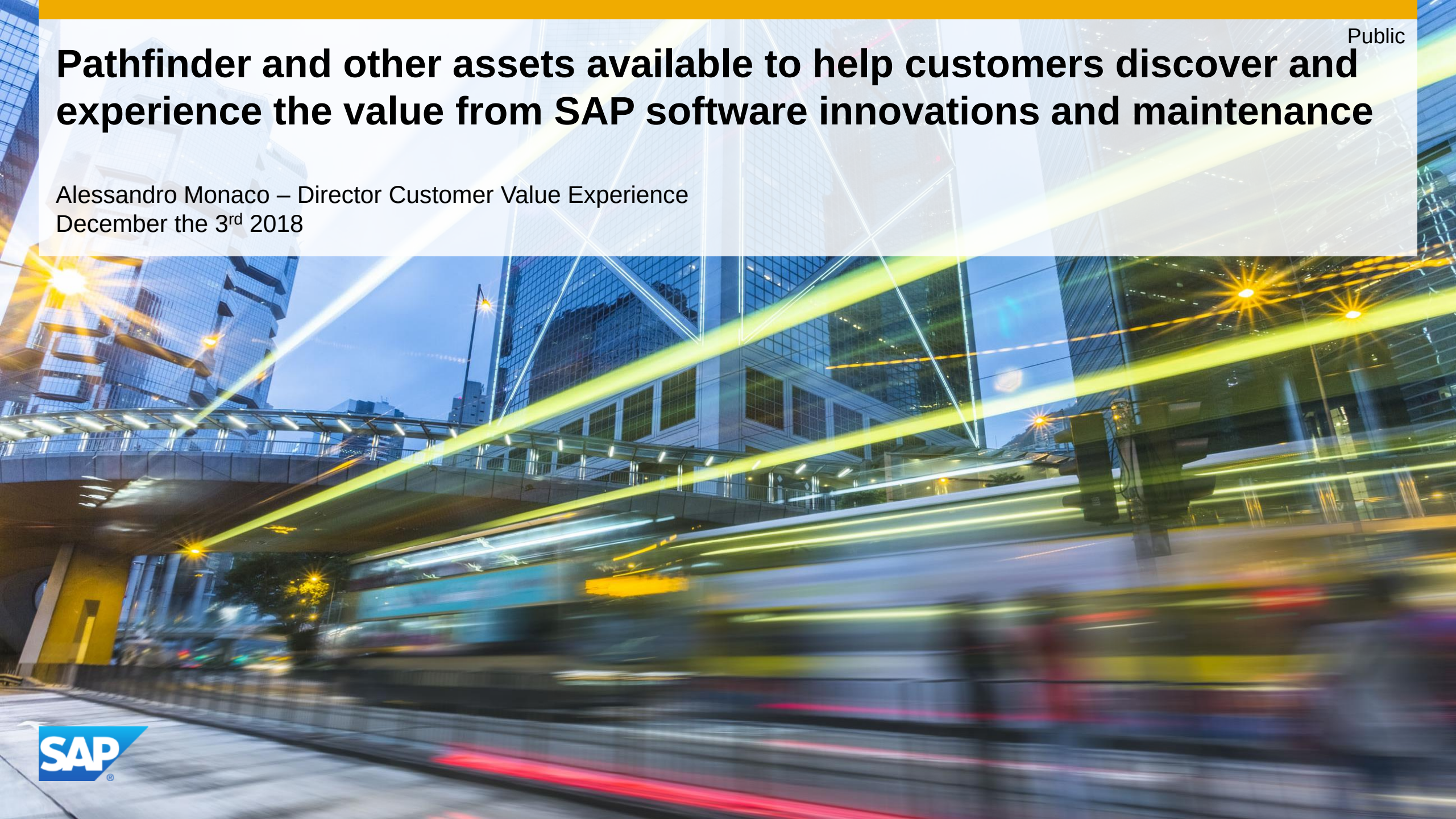
Pathfinder and other assets available to help customers discover and experience the value from SAP software innovations and maintenance

Alessandro Monaco – Director Customer Value Experience
December the 3rd 2018



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Digital transformation for IT and Line of Business

Searching for the best way to meet your business strategy

Line of Business

Simplification	Innovation	Transformation	Deliver value
Simplify business processes, and reduce cost of operations	Identify areas with potential to improve current business processes	Gain insight into trends that enable new business models, and dramatically improve business performance	Understand opportunities, develop a feasible roadmap that can continuously deliver value along its journey

IT Departement

Simplify IT infrastructure, and reduce total cost of ownership	Fulfill business demand for new functionalities to improve business processes	Implement new technologies, expand skill sets and capabilities	Deliver consistent value through simplification, enabling innovation, and transformation when the business needs it

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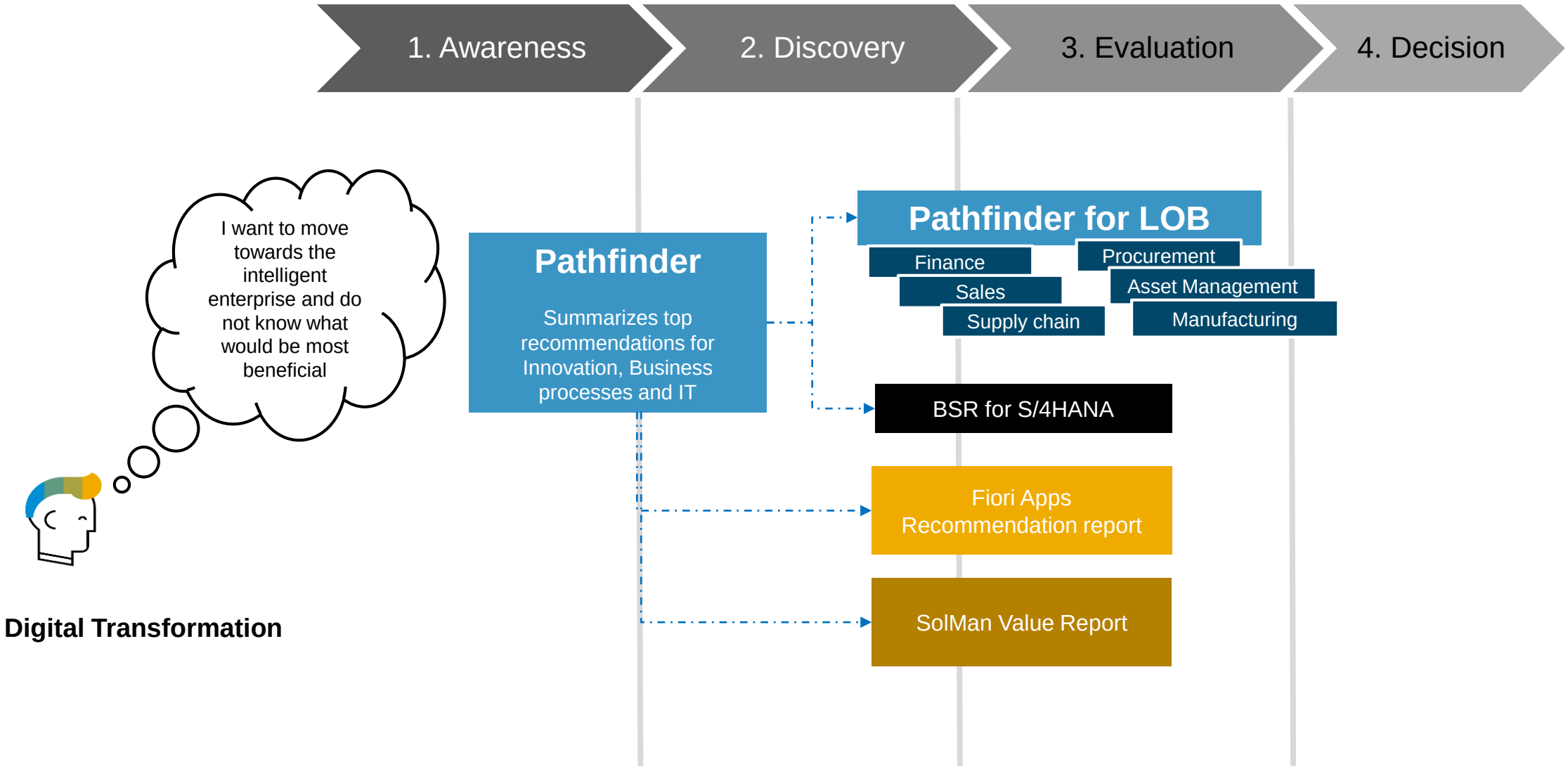
Assets available supporting your Digital Transformation journey



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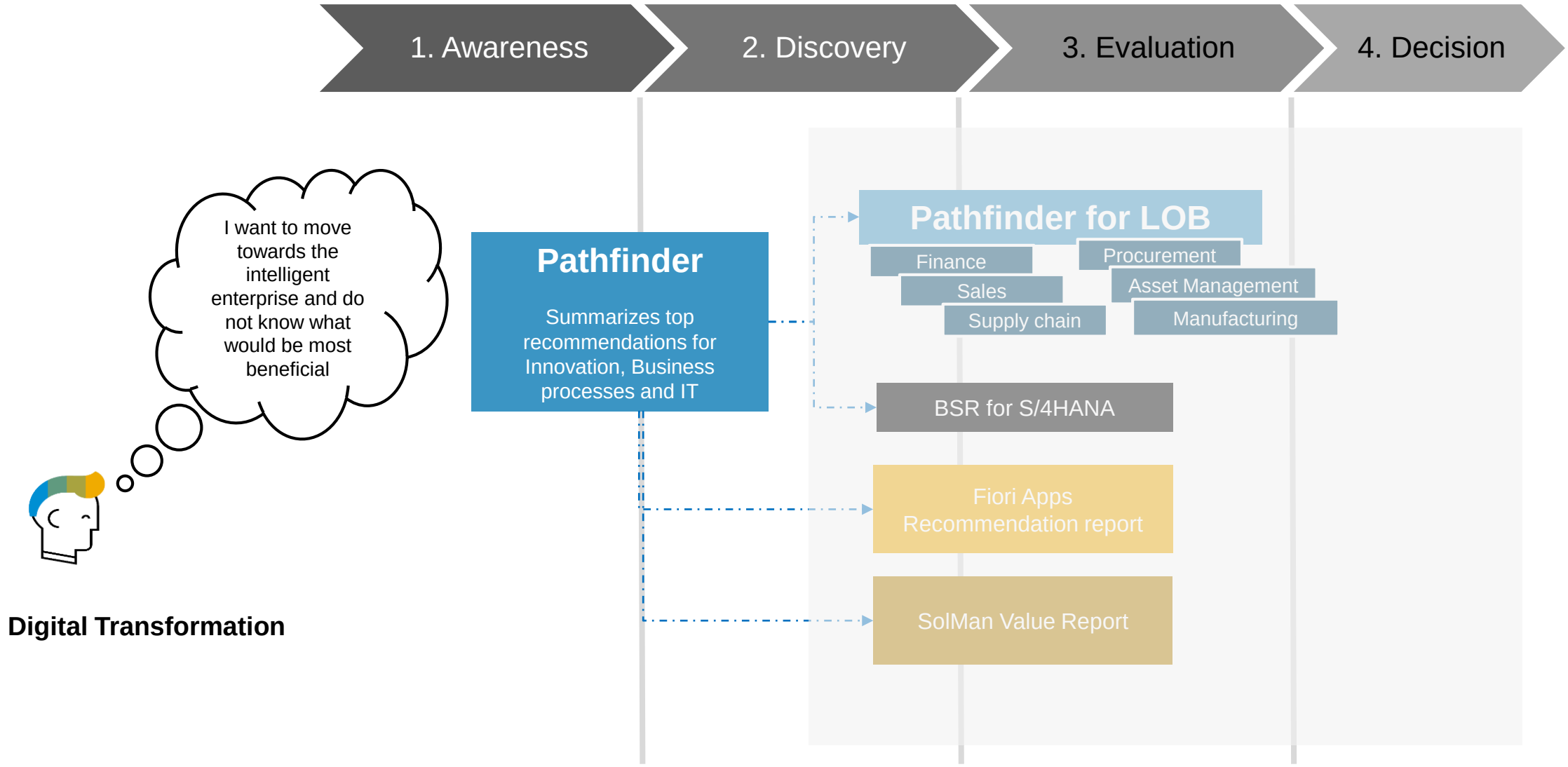

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SAP Innovation and Optimization Pathfinder

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

Customer-specific improvement and innovation opportunities based on the customer's current core SAP ERP system usage, business & IT performance

Industry benchmarks and recommendations for business and IT to optimize SAP solutions, or to implement software and cloud innovations using relevant SAP Enterprise Support or SAP Services offering

Interactive report navigates decision makers to relevant information, services and tools

Free-of-charge for customers on SAP maintenance

Landing Page:
www.sap.com/Pathfinder

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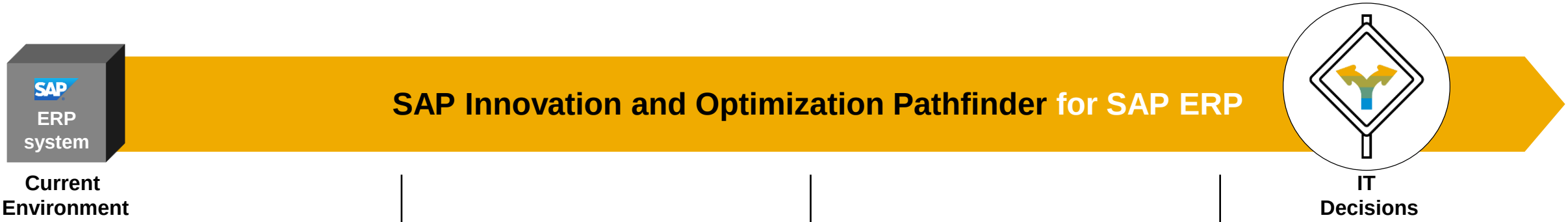
Pathfinder recommends options for optimizing business operations, improve the IT environment and accelerate innovation



Innovation recommendations

Personalized innovation recommendations based on your current SAP system usage for:

- SAP enhancement packages
- SAP Fiori
- SAP cloud solutions
- SAP S/4HANA

Business improvement opportunities

Business process improvement recommendations, based on business performance data from your SAP applications:

- Industry benchmarks
- Top areas with potential for future process improvements across all lines of business

Optimize IT and accelerate innovation

Recommendations on how SAP can help automate and improve your IT activities:

- Top areas with potential for future IT improvements
- Automation through SAP Solution Manager

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Sample

Sample Inc. | System: P01
Automotive Industry

CUTIVE SUMMARY – KEY FINDINGS

The Pathfinder report provides tailormade recommendations for the core ERP system of the customer on:

❶ a customer-specific selection of relevant Innovations (EHP business functions, Fiori Apps, Cloud functionality enhancements, S/4HANA capabilities), by mapping most used transactions against innovations

❷ areas of improvement in business processes and IT, by analyzing and benchmarking performance indicators

Recommended Improvements and I

Key recommendations for Sample Inc.:

Enhance your existing SAP ERP system

Functional Enhancements

Relevant enhancements for:
- Finance
- Manufacturing
- Sourcing & Procurement

Simplified User Experience

Relevant SAP Fiori Apps for:
- Field Sales Representative
- Quality Engineer
- Transportation Manager

Cloud extensions

SAP Cloud Extensions

Relevant enhancements for:
- SAP Ariba Invoice Management
- SAP Hybris Sales Cloud
- SAP Hybris Service Cloud

Digital core

Next-Generation Digital Business

Simplified business scenarios for:
- Basic Warehouse Management
- General Ledger
- Sales Master Data Management

Improve Business Processes

Key findings for Sample Inc.:

Areas with potential for **business improvement:**
- Order to Cash, Finance: Overdue customer payments
- Procure to Pay: Overdue purchase order items
- Order to Cash: Overdue outbound deliveries

Optimize IT and Accelerate Innovation

Key findings for Sample Inc.:

Areas with potential for **IT improvement:**
- Users with extended usage rights
- Database growth per month
- Total number of Z-transaction out of overall (%)

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Sample

OVERVIEW

Innovation Recommendations:
Example “SAP Fiori Apps recommendations” (1/4):
Based on the transactions most frequently used by this customer, the Pathfinder report recommends 24 SAP Fiori Apps if the customer stays on the current database, or 85 Fiori Apps if the customer decides to switch the database to SAP HANA.

Enhance your existing SAP ERP system

Discover functional enhancements

- SAP enhancement packages provide improved functionality for SAP ERP, which can be activated based upon business demand
- Most business functions in SAP enhancement packages for SAP ERP are included with your underlying SAP software license and maintenance agreement*

Improve user experience

- SAP Fiori is the personalized and intuitive user experience for SAP software across devices
- It will help your users gain productivity, save training costs and increase user adoption
- SAP Fiori apps for SAP Business Suite are included with your underlying SAP software license**

Explore cloud opportunities

- SAP offers cloud apps (SaaS) for all lines of business, a market-leading cloud platform (PaaS), and flexible on-demand infrastructure (IaaS)
- SAP has already 110+ million cloud subscribers and 41 state-of-the-art data centers around the world

Move to the digital core

- SAP S/4HANA is the next-generation business suite designed to help you run simple in the digital economy
- SAP S/4HANA is the “digital core” of your entire enterprise and natively supports the Internet of Things, Big Data, real-time analytics, mobile, business networks, and more

Functional Enhancements
Relevant innovations ❯

20	on your current SAP enhancement package 5
25	on latest SAP enhancement package 8

Simplified User Experience
Relevant SAP Fiori apps ❯

24	on your current database
85	on SAP HANA

SAP Cloud Extensions
Relevant extensions ❯

28	recommendations

S/4HANA Next-Generation Digital Business
Relevant scenarios ❯

35	recommendations

* Details can be found in SAP Note 152246

** http://news.sap.com/sapphire-now-sap-fiori-user-experience/

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Innovation Recommendations:
Example “SAP Fiori Apps recommendations” (2/4):
Some more details, to be used in the conversation with the respective line of business.
In the Finance area, there are a total of 500+ Fiori apps. Out of these, and based on the customer’s current transaction usage, 1 (on current database) or 19 (on SAP HANA) are recommended by the Pathfinder report.

By clicking on any of these numbers the Fiori Apps Library will open, with the respective SAP Fiori Apps pre-filtered, containing additional information.

Note that the Pathfinder maps only standard transactions. No recommendations are made for Z-transactions.

Simplified User Experience

Overview
Customer-specific recommendations

SAP Fiori is the new user experience for SAP software

SAP Fiori will help your users gain productivity, save on training costs and increase user adoption.

SAP Fiori is included with your underlying SAP software license*.

Explore each line of business to discover which SAP Fiori apps are currently, and in the future, relevant for you.

* http://news.sap.com/sapphire-now-sap-fiori-user-experience/

Overview of relevant SAP Fiori apps for S

Finance	Human		
Available SAP Fiori apps: 500+	*Available*		
1 on your current release level and database	0 on your current release level and database	8 on your current release level and database	6 on your current release level and database
19 on SAP HANA	0 on SAP HANA	22 on SAP HANA	17 on SAP HANA

Supply Chain	Service, Sales, Marketing and Commerce	R&D, Engineering	Asset Management
Available SAP Fiori apps: 550+	*Available SAP Fiori apps: 150+*	*Available SAP Fiori apps: 100+*	*Available SAP Fiori apps: 150+*
1 on your current release level and database	6 on your current release level and database	2 on your current release level and database	0 on your current release level and database
2 on SAP HANA	7 on SAP HANA	8 on SAP HANA	10 on SAP HANA

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Innovation Recommendations:
Example “SAP Fiori Apps recommendations” (3/4):
All findings are followed by actionable next steps.

Out of the vast range of SAP Enterprise Support offerings, the report suggests a few, and encourages customers to join the respective SAP Enterprise Support Value Map

Simplified User Experience

Next Steps

Enjoy a new user experience with SAP Fiori and engage the valuable SAP service and support activities in these next steps:

1. Discover how to drive quick time-to-value

2. Prepare using SAP Enterprise Support value map for Digital Innovation

3. Realize value by achieving your productivity improvements for savings and profits

SAP ENTERPRISE SUPPORT*:

1. Discover

- Try SAP Fiori, demo cloud edition »
- Discover available SAP Fiori apps and get customer-specific recommendations »

2. Prepare

- Join openSAP course “Introduction to SAP Fiori UX” »
- Read success stories from other customers »

3. Realize

- Join openSAP course “Build your own Fiori App in the Cloud” »

Join SAP Enterprise Support value map for Digital Innovation* »

Choose your objective:

(1) Make your user experience personalized, responsive and simple: Implement SAP Fiori Cloud

(2) Integrate securely applications and extend your SAP Solutions with SAP Cloud Platform Integration Services

(3) Adopt DevOps tools and practices in your organization

ADDITIONAL OFFERINGS »

*Exemplary excerpt of services and value map objectives

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Innovation Recommendations
Example “SAP Fiori Apps recommendations” (4/4):
The Pathfinder also recommends a suitable selection of SAP Services (not included in the maintenance agreement)

Simplified User Experience

Next Steps

Additional SAP Digital Business Services offerings can accelerate your time to value.

Such additional offerings cover different phases such as: advise, realize, empower and innovate to differentiate from competition.

SAP ENTERPRISE SUPPORT »

ADDITIONAL OFFERINGS*:

1. Advise

- User Experience (UX) Advisory Service: Identify use cases, business case and roadmap

2. Realize and Empower

- SAP Rapid Deployment Solutions for SAP Fiori Apps: Deploy SAP Fiori foundation and SAP Fiori apps
- SAP Rapid Deployment Solutions for SAP Screen Personas: Coach customer and deploy Screen Personas
- UX-Driven productivity optimization
- Training service for SAP Screen Personas

3. Innovate and Enhance

- Design Thinking workshop for business innovation: Identify business use cases for UX
- Design service for user experience
- Custom Development (e.g. new SAP Fiori app): Build a custom developed SAP Fiori app or solution

More »

*Service offerings, not included in your maintenance agreement

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SAP Innovation And Optimization Pathfinder

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Business Process Recommendations:
Example “Reduce Days Sales Outstanding” (1/2):
Through the enhanced Early Watch Alert the Pathfinder report receives business performance metrics, and provides

❶ A connection between a customer business goal, and a performance metric that might indicate possible performance issues (in this case: Overdue customer payments)

❷ Benchmarks against industry peers. These benchmarks are based on real system data from our customers, collected via support services and inputs from Pathfinder requests.

BUSINESS GOALS WITH IMPROVEMENT POTENTIAL	YOU VS. INDUSTRY PEERS	NEGATIVE IMPACT ON BUSINESS	IMPROVEMENT VALUE FOR YOU
1 **Reduce Days Sales Outstanding** Avoiding of delays, wasted money and errors	**Order to Cash, Finance: Overdue customer payments** Your company **40.991** open items bottom 25% | top 25% 41.555 | 12.680 | 2.755 Industry benchmark	▪ Higher liquidity cost ▪ Longer period end closing and year end closing ▪ Manual work for tracking / clarification ▪ Loss of revenue	Maximize cash generation Reduce operating expenses ➡ Details »
2 **Improve Supply Chain Planning Accuracy** Predicting the future requirements to balance supply and demand	**Procure to Pay: Overdue purchase order items** Your company **211.875** order items bottom 25% | top 25% 26.090 | 18.920 | 4.166 Industry benchmark	▪ Delay in production and sales delivery ▪ Maverick buying (unplanned expensive emergency purchases) ▪ Wrong available to promise planning ▪ Wrong material requirement planning	Optimize Business Processes Reduce operating expenses ➡ Details »
3 **Optimize Perfect Order Fulfillment** Avoiding of delays, wasted money and errors	**Order to Cash: Overdue outbound deliveries** Your company **14.288** deliveries bottom 25% | top 25% 3.238 | 465 | 45 Industry benchmark	▪ Delay of goods delivery with impact on customer ▪ Legal impact with guaranteed delivery	Optimize Business Processes Reduce costs for business operations ➡ Details »

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Business Process Recommendations:
Example “Reduce Days Sales Outstanding” (2/2):

❶ Details on the time distribution are provided. Note: although overdue customer payments older than 12 months are business-wise probably not relevant anymore, they do have an impact on reporting, database size and duration of period end closing. Cleaning this up will provide managers with faster and better insight, and reduce costs and effort for Finance and IT departments.

❷ The Pathfinder suggests as a starting point to get insight by using SAP Solution Manager business process capabilities, which provide quasi real-time reporting on various devices

1

BUSINESS GOAL WITH IMPROVEMENT POTENTIAL:
Reduce Days Sales Outstanding

❶

Situation:
“**40.991** open customer items in Accounts Receivable in the current were identified”.

Business KPI Catalogue »

Implication:
All open customer items (i.e. not yet cleared) in FI-AR whose payment due date is overdue, are shown. Open and overdue customer items could indicate that you did not receive a payment from your customer on time, and you are waiting for your money.

KPI breakdown: “Billing, Invoicing, Order to Cash: Overdue customer payments”			
	<3 months old	4-11 months old	Older 12 months
Customer values	30.073	5.192	5.726
In %	73%	13%	14%

The aging distribution shows open customer items. Review how these numbers can be reduced and how to avoid this trend in future.

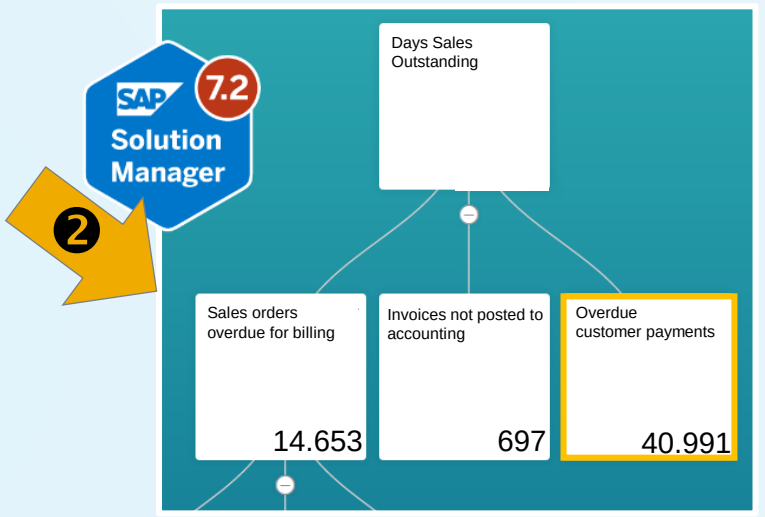
…

Further business goals which are impacted by this KPI:
- Cost and duration of periodical end close
- Optimize perfect order fulfillment

Relevant for:
- Sales
- Finance

Future Solution:

Use business process analytics in SAP Solution Manager to continuously monitor business processes.



- The KPI tree shows all dependencies which influence the business goal “Reduce Days Sales Outstanding”
- The dashboard provides you with a steady control of all dependent KPI’s, providing the transparency for a continuous optimization

NEXT STEPS »

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Business Process Recommendations :
All business process recommendations share the same next steps:

Out of the vast range of SAP Enterprise Support offerings, the report suggests to join the SAP Enterprise Support Value Map fo Business Decision Makers

SAP ENTERPRISE SUPPORT*:

1. Discover

- SAP Solution Manager Value Report helps you build your business case for SAP Solution Manager »
- Video: Introduction of Business Process Improvement service leveraging SAP Solution Manager »

2. Prepare

- Introduction Session for the value map for Business Decision Makers »
- Meet the expert: How to use business process analytics »

3. Realize

- Meet the expert: How to use business process operations work center »
- Expert-guided-implementation: Business process improvement and analytics »

Join SAP Enterprise Support value map for Business Process Improvement* »

Choose your objective:

(1) Introduction to Business Process Improvement topic

(2) Run and understand the SAP Business Process Analysis report, discover quick wins

(3) Successfully configure SAP Business Process Analytics and understand its results

(4) Execute business process improvement project for selected 2 to 3 key figures

ADDITIONAL OFFERINGS »

*Exemplary excerpt of services and value map objectives

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Business Process Recommendations :
All business process recommendations share the same next steps:

Additionally, SAP Business Process Consulting Services (order no. 50109644) can be ordered by the customers. SAP Experts will then support on-site not only with providing insight and setting up the KPI dashboard, but also with identifying and eliminating root causes, and providing best practice knowledge.

SAP ENTERPRISE SUPPORT »

ADDITIONAL OFFERINGS FOR BUSINESS PROCESS IMPROVEMENTS*:

Premium Engagement Service for Business Process Improvement for SAP Solutions

- Support customers to maximize the value of their current SAP Business Suite or SAP S/4HANA implementation
- Initial process health check and mapping of Business Process Analytics key figures to customer business goals (e.g. perfect order fulfillment)
- Best Practice implementation of Business Process Analytics and management tools for status and progress tracking in customer SAP Solution Manager
- Ongoing Best Practice knowledge regarding root cause analysis, ongoing support to track improvement progress and value realization

More »

ADDITIONAL OFFERINGS FOR BUSINESS PROCESS ASSESSMENT*:

Business Assessment for Finance

- Business assessment and roadmap of your financial processes with in-depth analysis of the financial organization
- Provide flexible transformation path to meet business needs and regulations
- Outcome: Better compliance with financial regulations and more timely decision making due to faster financial reporting

Business Assessment for Supply Chain Management

- Helps to cope with industry trends like increasing product variety, shortened product life cycles and fragmentation of the supply chain
- Improve customers' SCM processes and support IT applications
- Outcome: Target SCM processes are defined plus transformation roadmaps are developed based on SAP Best Practices

More »

*Service offerings, not included in your maintenance agreement

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IT Improvement Recommendations:
Example “Improve Security” (1/3):
For IT improvements we apply the same approach as for business recommendations.

❶ A connection between possible IT goals, and a performance metric that indicates areas of potential improvements (in this case: users with extended usage rights, aka SAP_ALL)

❷ Benchmarks against industry peers. These benchmarks are based on real system data from our customers, collected via support services and inputs from Pathfinder requests.

IT GOALS WITH IMPROVEMENT POTENTIAL	YOU VS. INDUSTRY PEERS	IMPACT ON BUSINESS	VALUE FOR YOU
1 **Improve Security** Improve application security, compliance and data security along the build, set-up and operation phases	**Users with extended usage rights** Your company: 43 users bottom 25%: 37 users 23 users top 25%: 14 users Industry benchmark	▪ Legal risk from unauthorized data access ▪ Business continuity risk from uncontrolled customizing changes	Ensure business continuity Reduce operational cost ➡ Details »
2 **Improve Data Volume Management** Database growth and control with the correct system settings and archiving procedures	**Database growth per month** Your company: 68 GB bottom 25%: 16 GB 4 GB top 25%: 1 GB Industry benchmark	▪ Reduction of application performances ▪ Increase in operation costs	Ensure business continuity Reduce operational cost ➡ Details »
3 **Prepare For New SAP Digital Core** Reducing your custom code will enable an easy transition to SAP S/4HANA	**Total number of Z-transaction out of overall (%)** Your company: 88% bottom 25%: 18% 10% top 25%: 3% Industry benchmark	▪ Safeguard your implementation project timeline ▪ Reduce cost of upgrade and application changes	Innovation agility Reduce implementation cost ➡ Details »

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IT Improvement Recommendations:
Example "Improve Security" (2/3):

❶ Details on the performance of the respective metric are provided. Note that in the case of security the Pathfinder does not only point to the amount of users with SAP_ALL rights, but also shows the amount of users who are authorized to change user passwords, and those who can make modifications in all tables of the productive system!

❷ For all IT findings, the Pathfinder suggests to use the SAP Solution Manager capabilities.

1

IT GOAL WITH IMPROVEMENT POTENTIAL:
Improve Security

Situation:
"**43 users** with extended usage rights in SAP ERP system P01".

Implication:
Recent customer examples show that espionage, sabotage and fraud can cause severe damage to an SAP system and to the customer's business. We found several severe security issues in your productive SAP system.

❶

KPI Details		Additional critical usage rights	
Number of super users accounts (SAP_ALL)	% of total users vs. users having extended usage rights	No. of users authorized to change user passwords	No. of users authorized to change or display all tables
43 users	2%	72 users	55 users

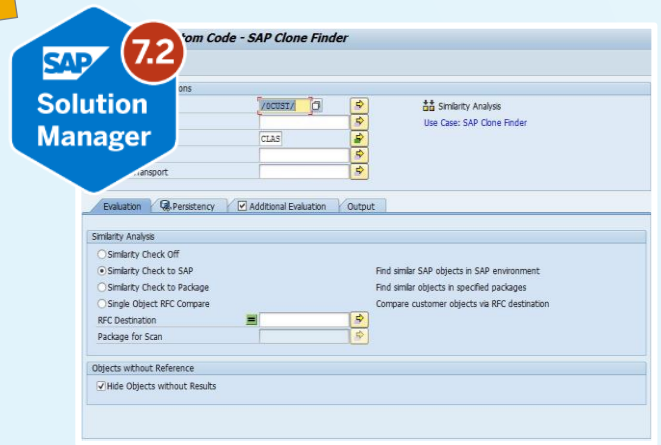
Users with listed above critical profiles can endanger the business continuity and shall be taken under control.

$

Total Cost of Ownership
System activities performance can have a high impact on the IT cost of operation, therefore it is paramount to leverage automation as offered by Solution Manager.
- Impacted cost driver → Cost of system and application administration

❷

Future Solution:
Use SAP Solution Manager IT services and operations management.



Relevant SAP Solution Manager capabilities:
- Security compliance
- Secure operation
- Secure setup
- Secure code
- Infrastructure security

- IT services and operations management tools play an important role for security, collecting information about a system landscape, providing alert mechanisms, and helping distribute security patches.

NEXT STEPS »

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IT Improvement Recommendations:
Example “Improve Security” (3/3):
As in the case of the next steps for innovation and business process improvements, also in the area of IT the Pathfinder recommends:

❶ A selected set of SAP Enterprise Support offerings, as well as the respective SAP Enterprise Support Value Map

❷ SAP Services offering, which goes beyond what is included in the SAP Maintenance.

❶

SAP ENTERPRISE SUPPORT*:

1. Discover

- SAP Solution Manager Value Report helps you build your business case for implementing new functional areas »
- Meet the expert: Evaluation critical authorizations for business users »

2. Prepare

- Expert-guided-implementation: Security optimization service »
- Meet the expert: Configuration validation for security »

3. Realize

- Meet the expert: SAP Solution Manager security dashboard »
- Meet the expert: Implementing SAP security notes: Tools and best practices »

Join SAP Enterprise Support value map for Security* »

Choose your objective:

(1) Learn the security fundamentals and start to eliminate basic risks

(2) Secure SAP Solution Manager and keep track on alerts and security notes

(3) Learn about security patch management

❷

ADDITIONAL OFFERINGS »

*Exemplary excerpt of services and value map objectives

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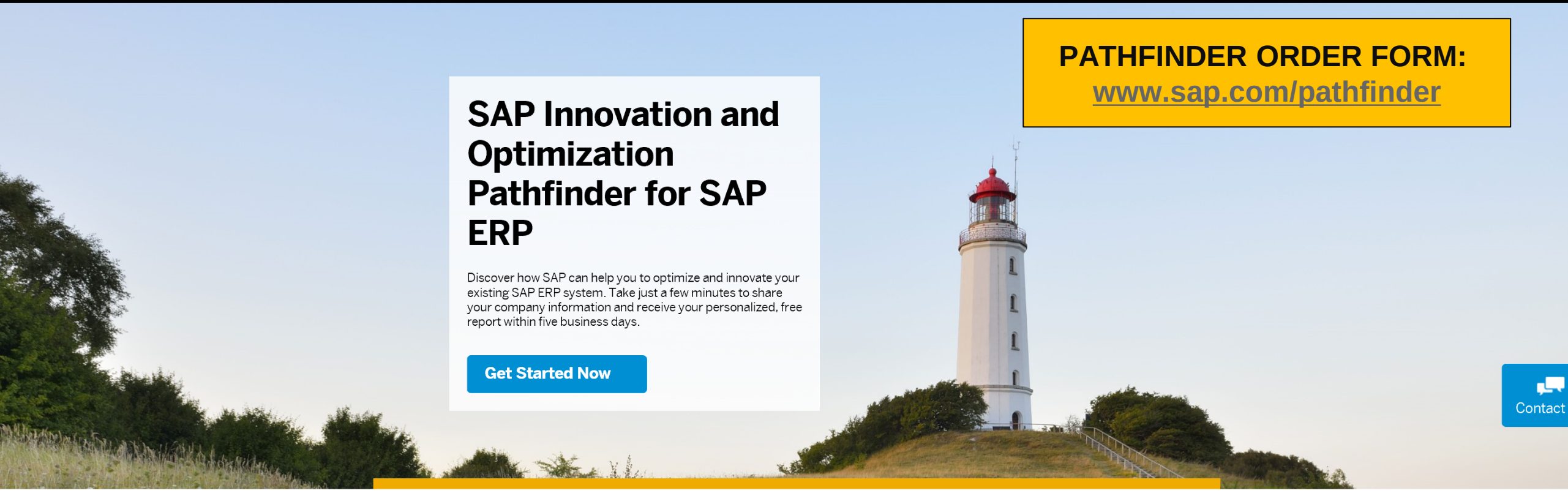

SAP Innovation and Optimization Pathfinder for SAP ERP

Discover how SAP can help you to optimize and innovate your existing SAP ERP system. Take just a few minutes to share your company information and receive your personalized, free report within five business days.

Get Started Now

Contact

Get tailor-made recommendations on areas of relevant SAP innovations, business process improvements and IT optimization potentials for your core SAP ERP system. This interactive report is available for all customers on SAP maintenance and provides recommendations that are based on the way you are using your SAP ERP system today.

Find out:

- Where are areas of business process improvement for my ERP system, and how am I positioned compared to my peers?
- Out of SAP's vast offering of SAP Fiori apps, Business Suite enhancements, SAP S/4HANA scenarios or Cloud extensions, which are the most relevant ones, based on

Requesting is fast and easy

With little effort you can submit your last month's transaction productive ERP system workload data (ST03N) – and your latest enhanced SAP EarlyWatch alert with business key figures. In case you haven't activated the enhanced EWA you can follow the instructions provided in this practical guide.

You will get your report by email in approximately 5 business days.

Questions? Contact us directly, or watch this short video. You can also view a sample report.

Prerequisites And Delivery Process Overview

Pathfinder Input

- **Enhanced SAP EarlyWatch Alert** including business key figure information
- **Workload monitor (ST03N)** with SAP system usage information from productive SAP ERP system collected

Key Technical Prerequisite

- **SAP Solution Manager 7.1 – Support Package 12 or higher, or SAP Solution Manager 7.2**

Pathfinder Handbook »

How-To Video »

1 Activate enhanced SAP EarlyWatch Alert (EWA)

- Activate **enhanced SAP EarlyWatch Alert** including Business KPI information well in advance (e.g. 3-4 weeks before you plan to submit Pathfinder request)

2 Extract system usage information

- Extract the list of used SAP transactions from your productive SAP ERP system collected by **workload monitor** (ST03N)

Customer

3 Initiate request and receive results from SAP

- Perform final checks and send **ST03N results and latest enhanced EWA** to SAP
- SAP will send you the pathfinder results report usually within one week via email

Customer + SAP

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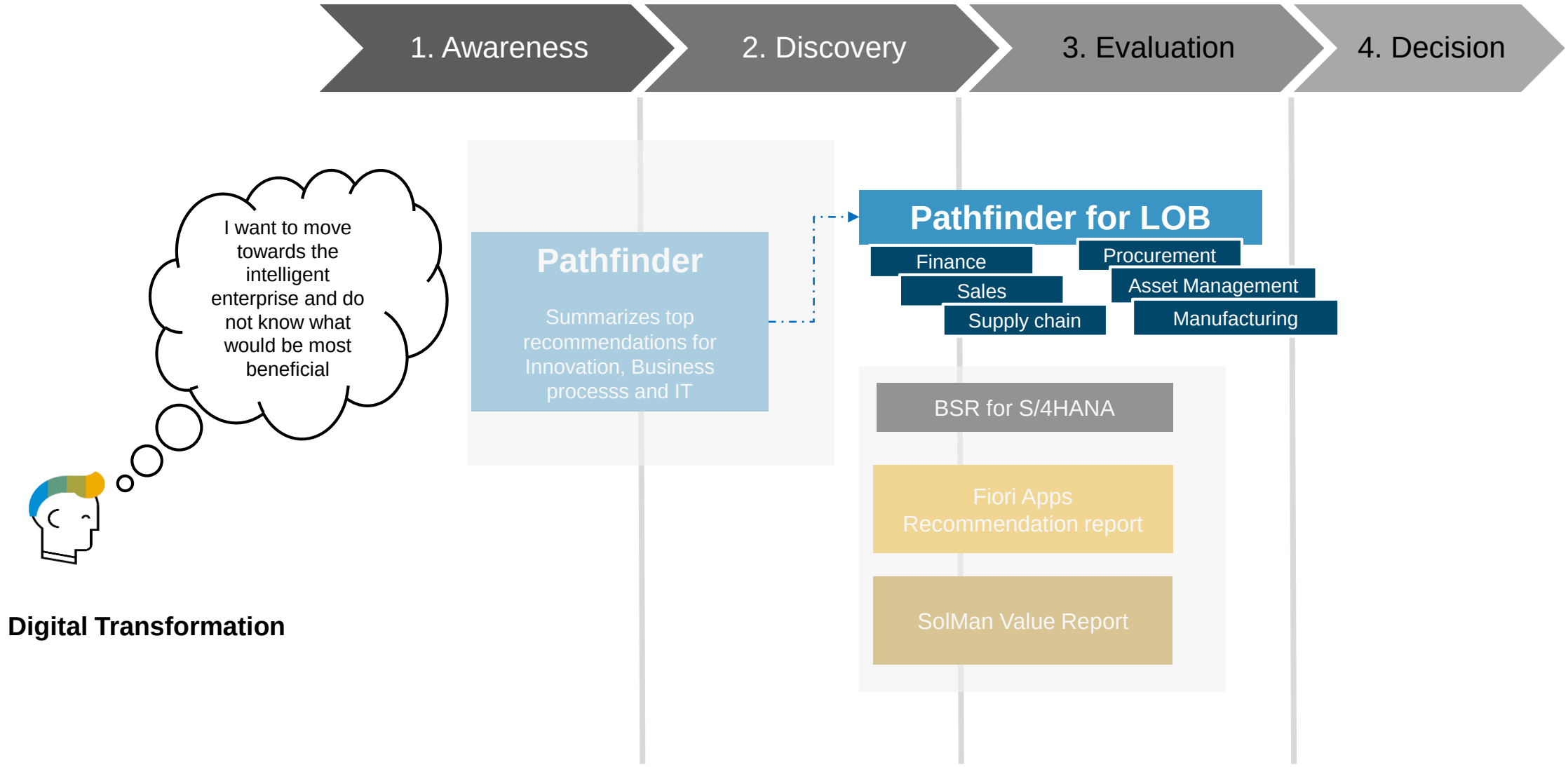
Tools supporting the customer journey



Digital Transformation

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NEW: SAP Innovation and Optimization Pathfinder for Line of Business

Customer-specific insights & recommendations for decision makers in six lines of business

Improvement and innovation opportunities by line of business

Based on your core SAP ERP system usage, and business performance measurements

Industry insights, benchmarks and best practices

Optimize and innovate each line of business in your company using relevant SAP Solutions and offerings from SAP Support and Services

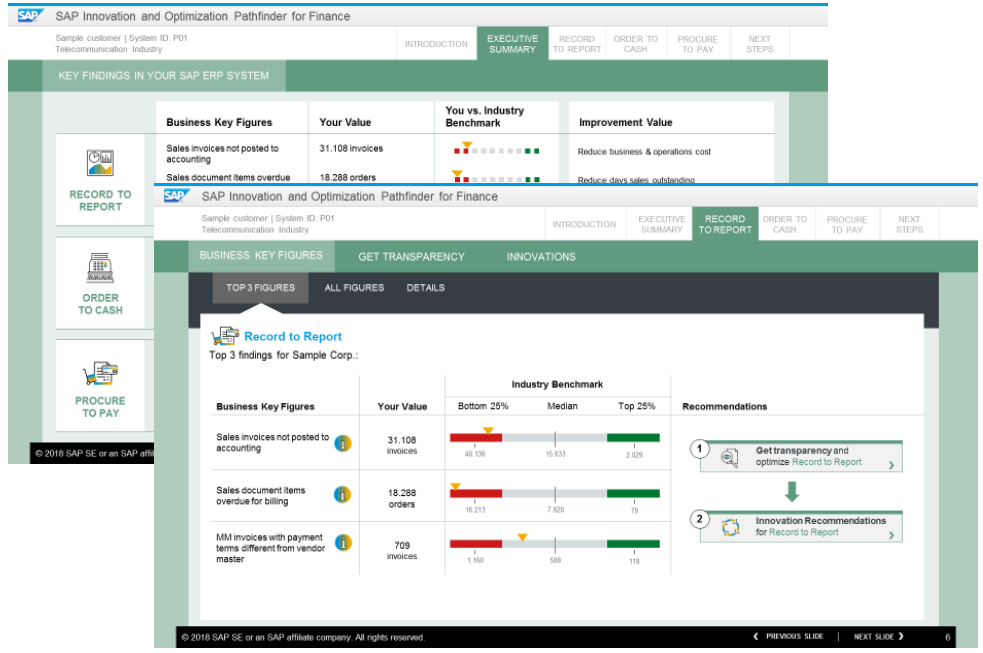
Interactive report with tailored recommendations

Get actionable next steps to engage effectively with decision makers

Available for 6 lines of business

Finance, Sales, Procurement, Manufacturing, Supply Chain, and Asset Management

Free-of-charge for all customers on SAP maintenance



More information:
www.sap.com/Pathfinder-LOB

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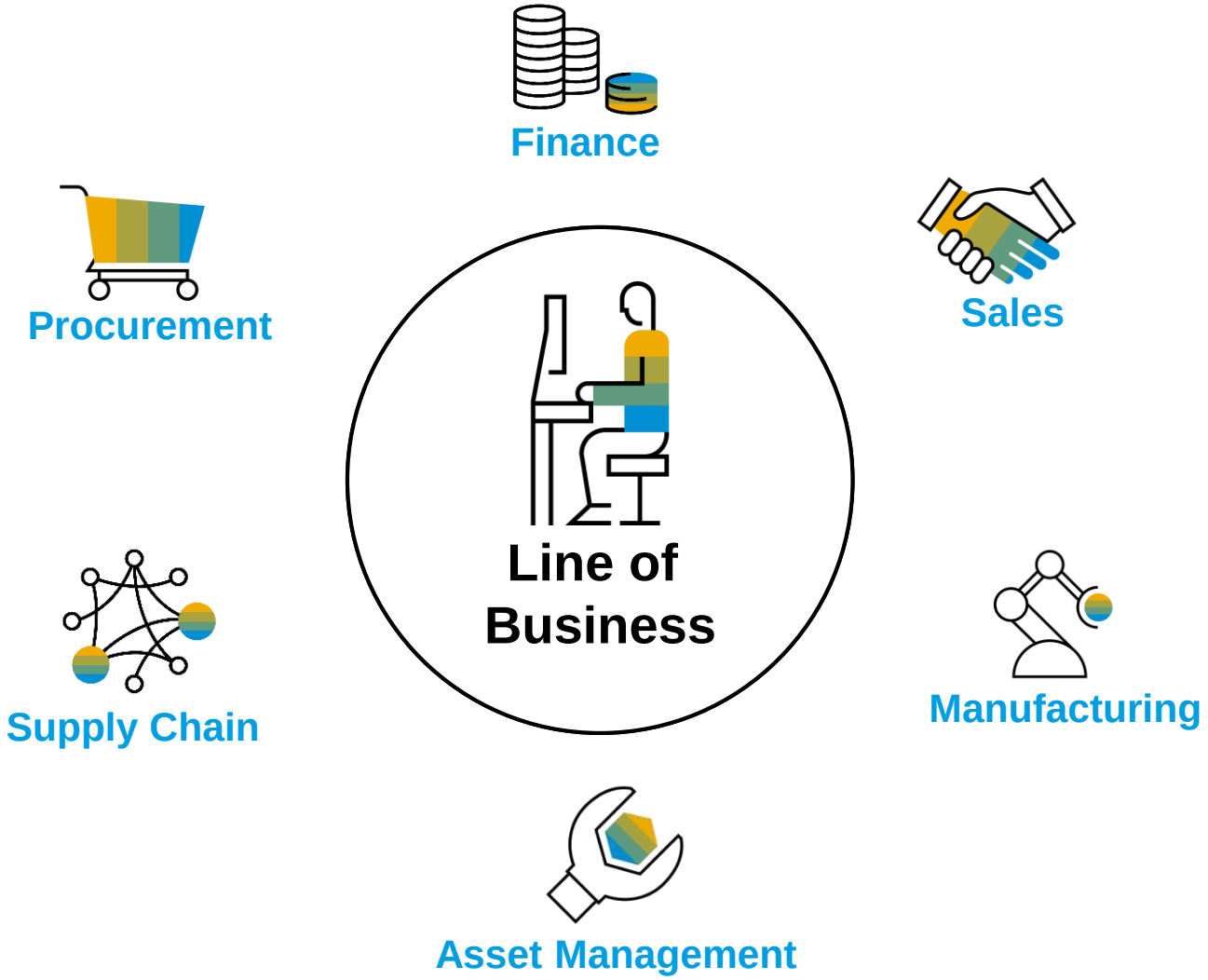
Discover the value SAP can bring to your Line of Business

Six Lines of Business covered



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Pathfinder contains customer-specific figures, industry benchmarks and SAP solution recommendations for many LoB focus areas

LoB	Finance	Sales	Procurement
Focus Areas	• Record to Report • Order to Cash • Procure to Pay	• Market to Sales Orders • Order to Delivery Sales	• Strategic Procurement • Operational Procurement
Business Metrics	• FI-AP items blocked for payment (cash discounts lost) • SD invoices w/ payment terms different from customer master • …up to 10 more KPIs	• Sales invoices not posted to accounting • Sales document items overdue for billing • …up to 8 more KPIs	• Purchase requisition items open & overdue • Purchase order items open & overdue • … up to 18 more KPIs

LoB	Asset Management	Manufacturing	Supply Chain
Focus Areas	• Asset Operations and Maintenance • Asset Performance and Intelligence	• Demand to Production Plan • Personalized order to Production • Global Manufacturing Network	• Plan to Position • Order to Delivery Supply Chain
Business Metrics	• Overdue notifications from maintenance schedule • Failed goods movements during work order confirmation • …up to 3 more KPIs	• Unprocessed goods movements with process control • Production orders overdue for delivery completed • …up to 5 more KPIs	• Outbound deliveries overdue for goods issue • Overdue stock transport order schedule lines • …up to 5 more KPIs

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Line of Business Edition

Innovation Recommendations

The recommendations regarding the innovation potential are organized around three pillars: **Enhancing** your current ERP solution, **extending** your current ERP solution, or **moving** to the next SAP Digital core.

1

BUSINESS PROCESS IMPROVEMENT:
Proactively control and improve your business processes with SAP Support tools and services

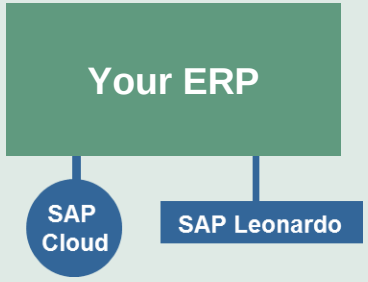
2

INNOVATION RECOMMENDATIONS:
Personalized innovation recommendations based on your current SAP data:

OPTIMIZE

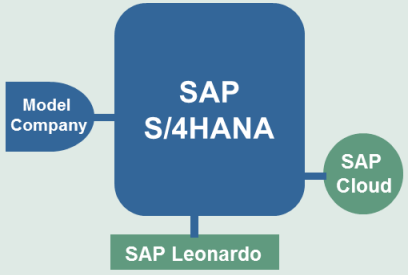
Benefit from functional enhancements for SAP ERP and an improved user experience with SAP Fiori

EXTEND



Grow your SAP ERP footprint and leverage SAP Leonardo and SAP Cloud

MOVE



Move your SAP ERP to the most advanced real-time business processes in SAP S/4HANA

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Next Steps:

The Pathfinder report suggests a step-by-step action plan to decide what to do next. Once this is done, the following slides describe the SAP Support services available to you depending what you choose to focus on.

NEXT STEPS:

The Intelligent Enterprise is on and we hope you found the recommendations included so far have been relevant for discovering possibilities to improve your business.

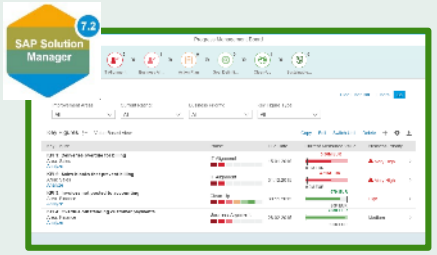
The next steps below will provide some guidance on HOW you can move forward to further assess the different options and related business outcomes:

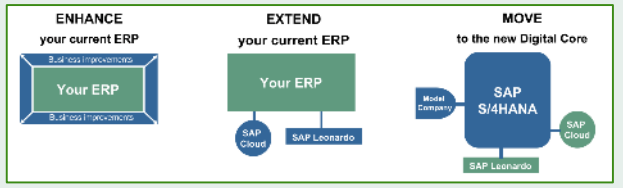
Review the business KPIs provided to understand **potential business impact** and **current practice**

Get a better understanding of backlogs and improvement potential **with "drill down" into the numbers** using SAP Solution Manager

Assess the different opportunities to improve your business processes: **enhancing** your current ERP solution, **extending** your current ERP solution, or **moving** to the next SAP Digital core

Review in the next slides, for each option, which services are **already included in your maintenance agreement** or **available to you from SAP DBS** to provide guidance, and safeguard your digital transformation journey





SAP Enterprise Support

SAP Digital Business Services

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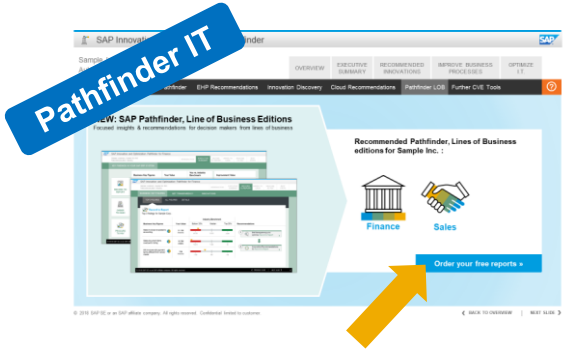
How to request the report

Recommended process – Start with SAP Pathfinder IT Edition

- Start requesting SAP Innovation and Optimization Pathfinder **“IT Edition”** at: www.sap.com/pathfinder



- Your Pathfinder, IT Edition report includes a slide with recommended LOB’s and a button to directly request the Pathfinder LOB edition via generated e-mail
- If you have received a Pathfinder IT version in the past and your report does not contain this slide, kindly request the LOB edition via e-mail to pathfinder@sap.com
- Note: Due to GDPR privacy regulation the Pathfinder LOB will be sent to the original requestor of the SAP Pathfinder IT

- Specify in the e-mail which LOB editions you would like and send it back to: pathfinder@sap.com

- Alternative: Request directly your SAP Innovation and Optimization Pathfinder Line of Business edition at: www.sap.com/pathfinder-LOB

- Receive your LOB edition report within 5 working days

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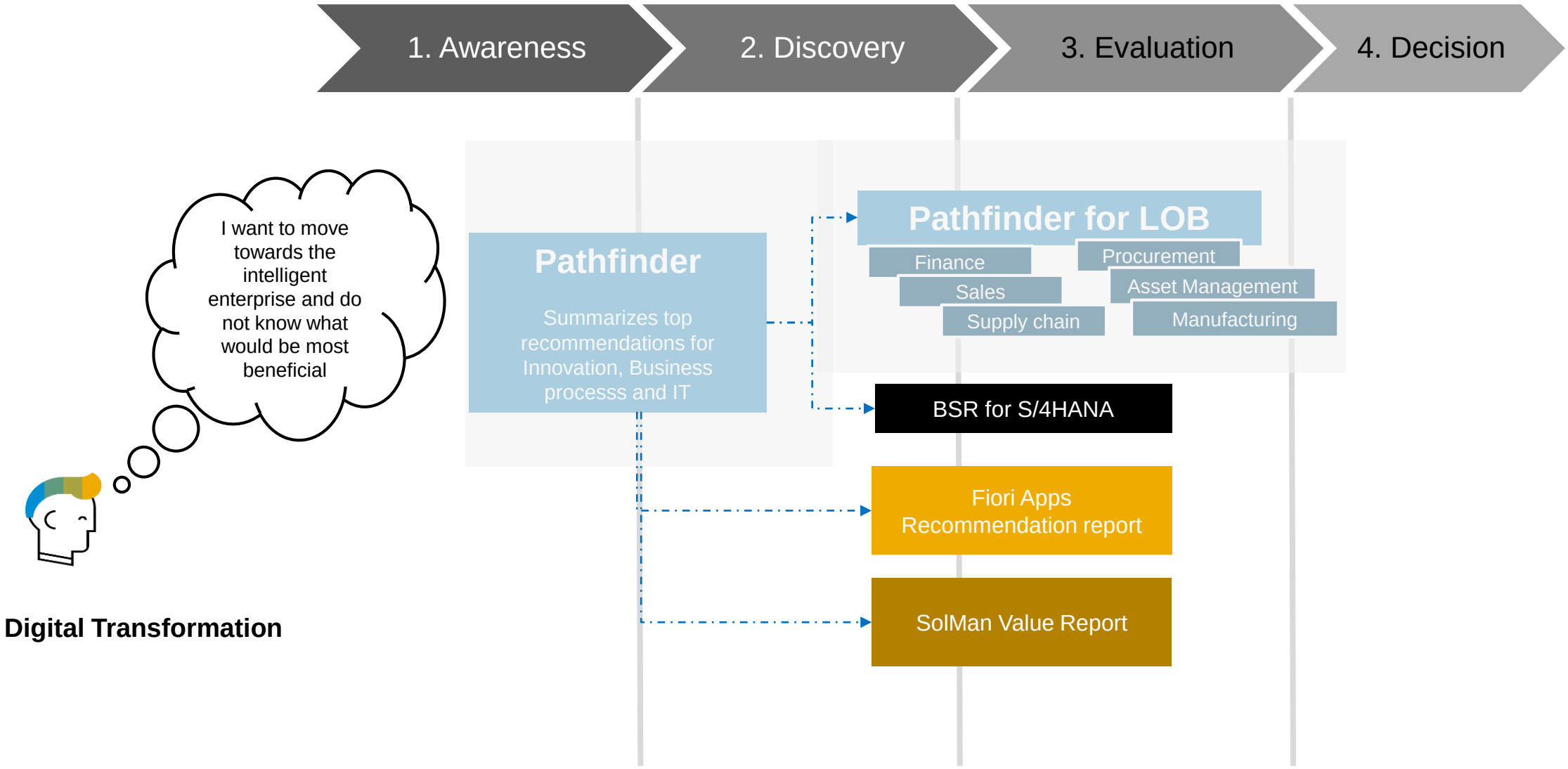
Tools supporting the customer journey



Digital Transformation

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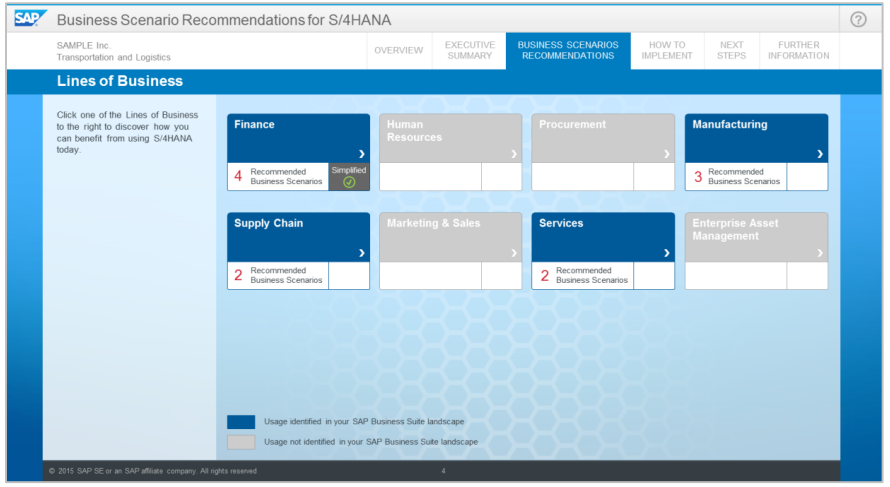
Business Scenario Recommendations

Simplified Business Processes With SAP S/4HANA

This customer specific report (interactive PDF) provides tailored recommendations for SAP S/4HANA based on your current productive system usage

Business Scenario Recommendations for SAP S/4HANA

Shows most relevant business scenarios that can be simplified with SAP S/4HANA or optimized with the SAP HANA database and provides tailored recommendations based on your current productive system usage to show where you can benefit most from SAP HANA, SAP Fiori and SAP S/4HANA (on-premise edition)



Additional Information

BSR for SAP S/4HANA:

- www.s4hana.com
- Sample Report
- Short introduction video
- Expert video

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SAP Fiori Apps Recommendations Report

Get Customer-Specific SAP Fiori Apps Recommendations

Discover the new face of SAP software with the SAP Fiori user experience. Using modern design principles, SAP Fiori provides a role-based experience across all lines of business, tasks, and devices.

Why SAP Fiori?

The user-centered design concept focuses on the way employees work and offers a variety of business benefits:

- Increased productivity – faster and direct access to relevant information and applications
- Helps users decide what needs to be done next
- Allows users to take quick and informed actions

What does SAP Fiori mean for your enterprise?

The SAP Fiori Apps Recommendations Report will use your current SAP usage information to help you identify the most valuable Fiori Apps for your enterprise. This interactive report is available for all customers on SAP maintenance.

Additional Information

SAP Fiori Apps Recommendations:

- www.sap.com/FAR
- www.sap.com/Fiori-apps-library
- Learn more

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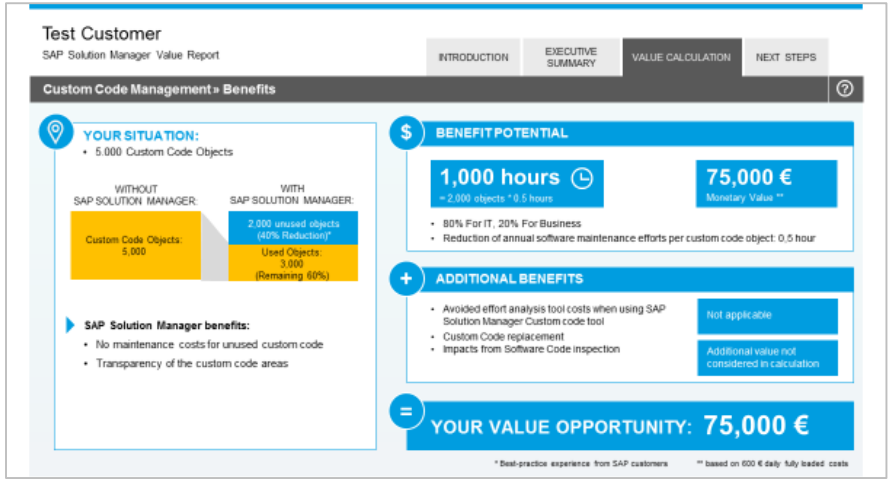
SAP Solution Manager Value Report

Build your business case for SAP Solution Manager

Intuitively build a meaningful business case for SAP Solution Manager.
You'll get estimations on the benefit potential of key functional areas from SAP Solution Manager, including implementation and upgrade efforts.

Find out:

- Customer-specific value calculation for SAP Solution Manager
- Details comprise yearly benefits, upgrade and implementation efforts
- Based on customer information and best practice experiences from SAP customers and partners



Additional Information

SAP Solution Manager Value Report:

- www.sap.com/SolMan-Value
- Sample Report

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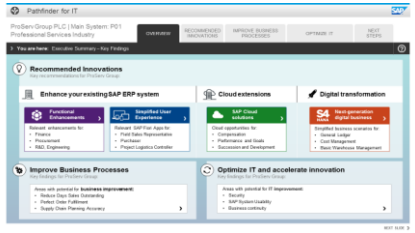
Customer Value Experience

Assets recap

Starting Point: Pathfinder

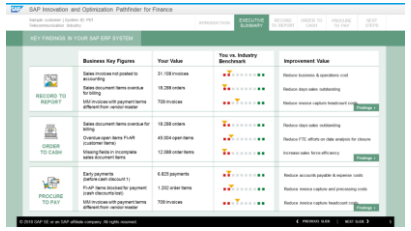
Assess the situation and identify potential value



SAP Innovation and Optimization Pathfinder *for IT*

Innovation recommendations, industry benchmarks and recommendations for business and IT to optimize SAP solutions

http://www.sap.com/pathfinder



SAP Innovation and Optimization Pathfinder *for Line of Business*

Tailored recommendations by industry and line of business: Finance, sales, procurement, manufacturing, supply chain, and asset management

http://www.sap.com/pathfinder-lob

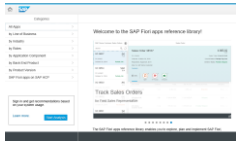
Detailed Innovation and Improvement Recommendations

Identify relevant innovations and optimize TCO

Business scenario recommendations for SAP S/4HANA

Simplified business processes with SAP S/4HANA

http://www.s4hana.com/



SAP Fiori apps library & recommendations

Recommendation of relevant SAP Fiori apps to enable new user experience

http://www.sap.com/fiori-apps-library

http://www.sap.com/FAR

Innovation Discovery

Improvements, enhancements and new functionality for SAP products

http://www.sap.com/innovationdiscovery

SAP Solution Manager value report

IT TCO optimization with SAP Solution Manager

http://www.sap.com/solman-value

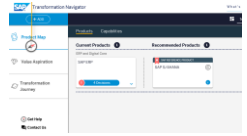
Strategy and Roadmap

Product and landscape roadmap

SAP Transformation Navigator

Build a product roadmap for your digital transformation journey

http://www.sap.com/transformationnavigator



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