

A person wearing a dark hoodie and a backpack stands on the Great Wall of China, with their arms raised in a gesture of triumph or achievement. The scene is set at sunset, with the sun low on the horizon, casting a warm, golden glow over the landscape. The Great Wall's stone structure is visible in the foreground and middle ground, winding across the hills. The background shows rolling mountains and a valley with some buildings and a river. The overall mood is one of accomplishment and looking towards the future.

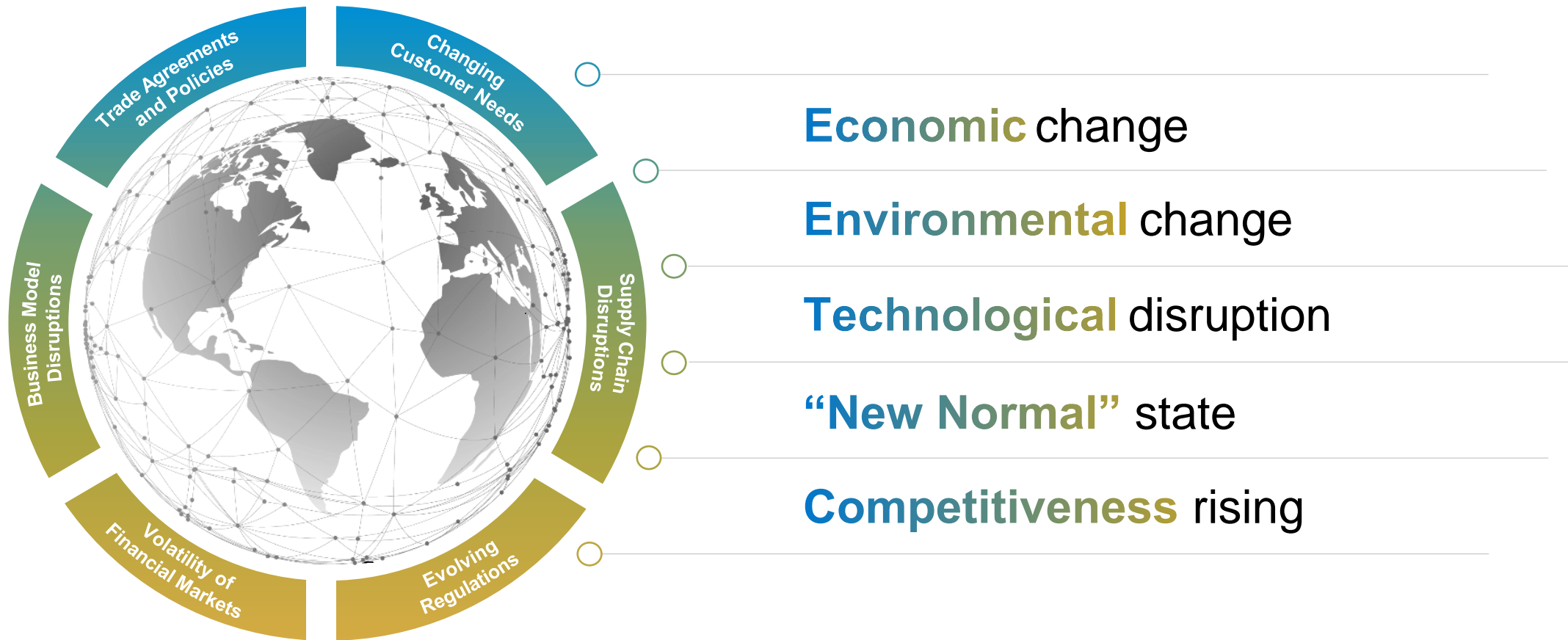
**RISE
WITH
SAP**

**Business
Transformation
as a Service**

The WHAT and the WHY

Michael Deller
Senior Director Solution Management
SAP S/4HANA

We are surrounded by drivers for transformation





Leaders feel the urgency:

79% connect operations to support customer experiences.*

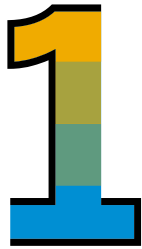
59% actively use data and analytics for strategy.*

72% have started disrupting their own sectors to survive.*

* Source: [KPMG Destination \(un\)known](#)

Market Leaders are **Transforming** Business

And change the rules of **business success** for everyone



**Rapid Business
Model Innovation**

THE NEW **GROWTH**



**Step-changes in Productivity
and Cost-effectiveness**

THE NEW **MINIMUM**



**Sustainability and
Responsibility**

THE NEW **STANDARD**

The New Imperatives that Drive **Business Success**

Followers

Stick With Traditional Business Models

One size fits all products and services

HIGH RISK OF BEING DISRUPTED

Run Traditional Business Operations

Disjointed processes slow-down the value chain.

NON-COMPETITIVE OPERATING COST

Consider Social Impacts A Business Constraint

Missing or incomplete sustainability strategy and transparency (CO2 footprint, waste...)

ADVERSE EFFECTS ON CLIMATE AND REPUTATION

Top Line Impact



Bottom Line Impact



Green Line Impact



Leaders

Transform Business Models

By creating unique, consistent physical and digital experiences for best-in-industry results.

DISRUPT THEIR INDUSTRY(S)

Transform Business Operations

With flexible processes and supply chains across multiple and changing customer journeys

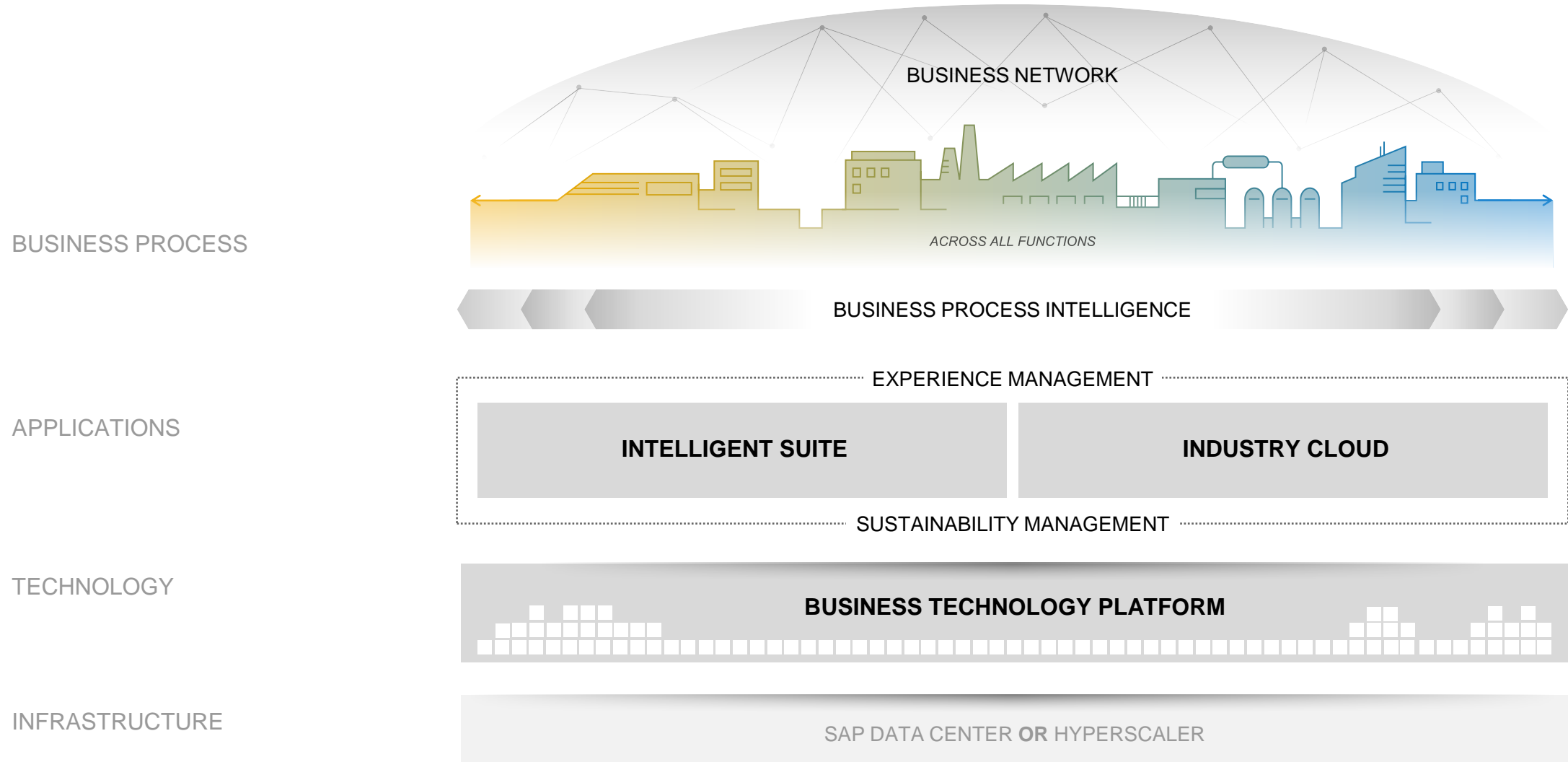
PUSH THE LIMITS OF COST-EFFECTIVENESS

Commit to Sustainability

With end-to-end CSR strategy and execution across the value chain and beyond

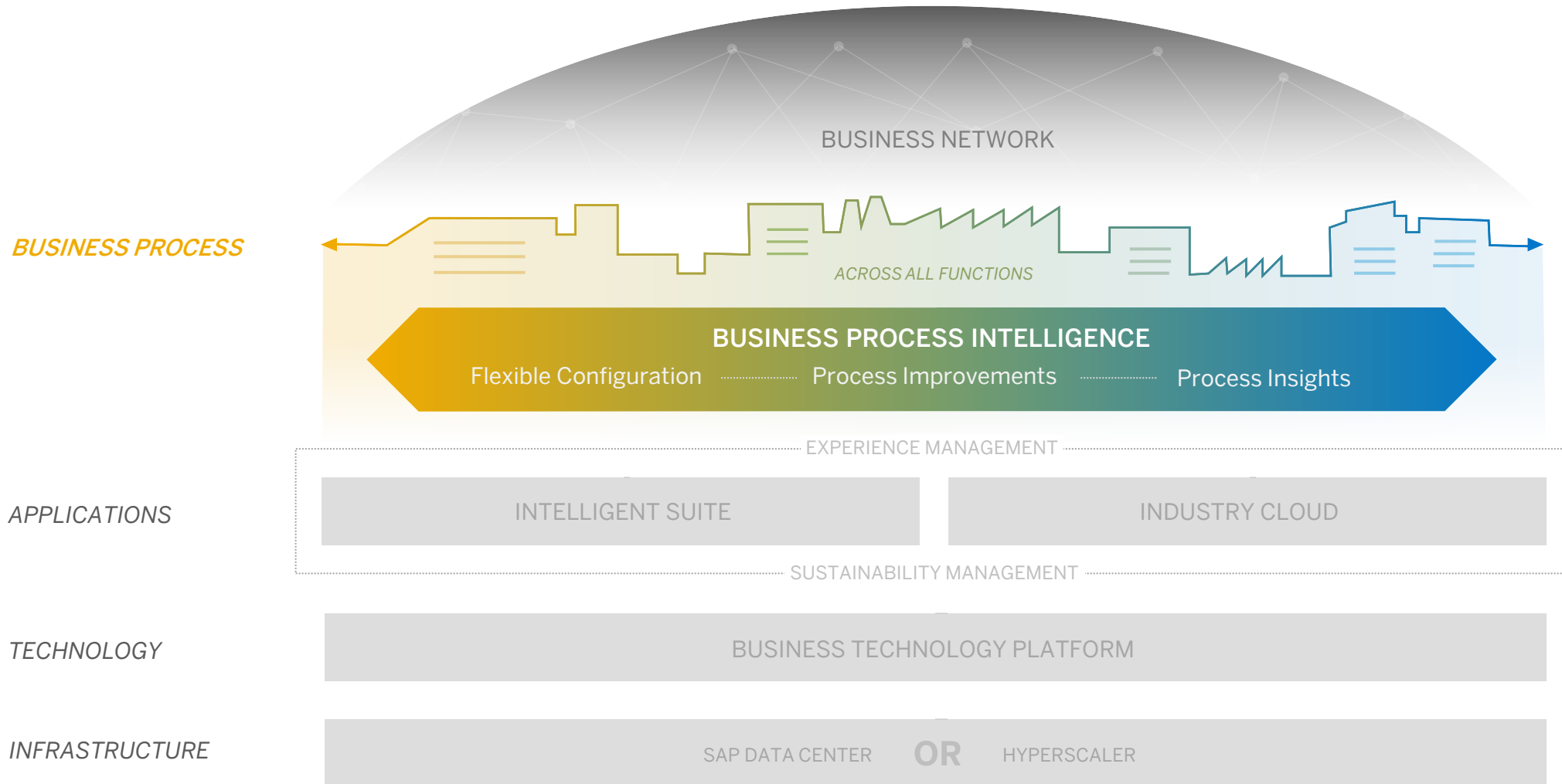
HARNESS SUSTAINABILITY AS A DIFFERENTIATOR WITHIN THE INDUSTRY

Intelligent Enterprise: Your goal is our vision




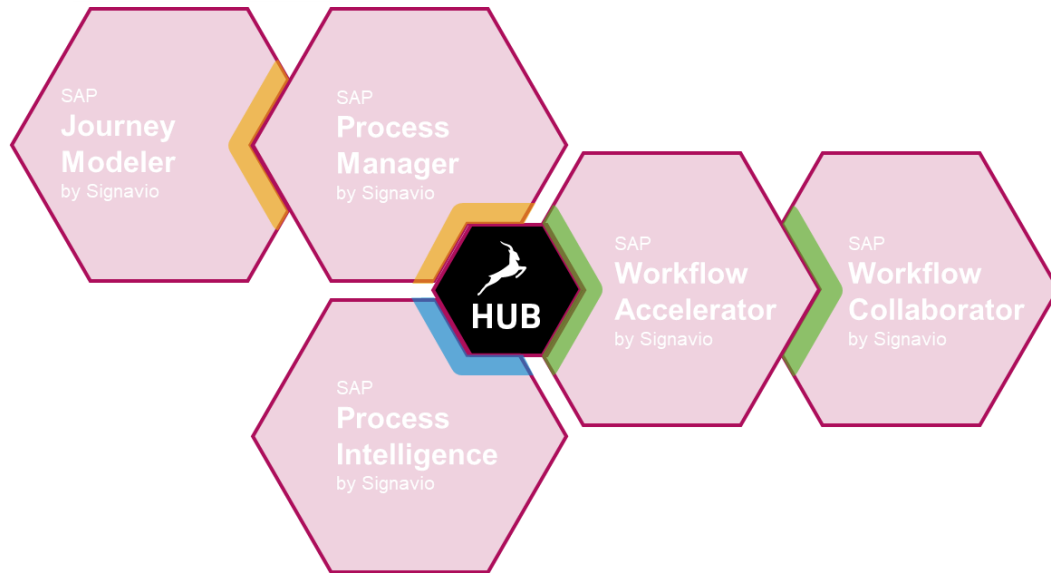
Supporting our customers in becoming an **Intelligent Enterprise**

Business innovation is the key



SAP and Signavio join forces: Recognized by customers, analysts, and the ecosystem as market leaders for process transformation and intelligence

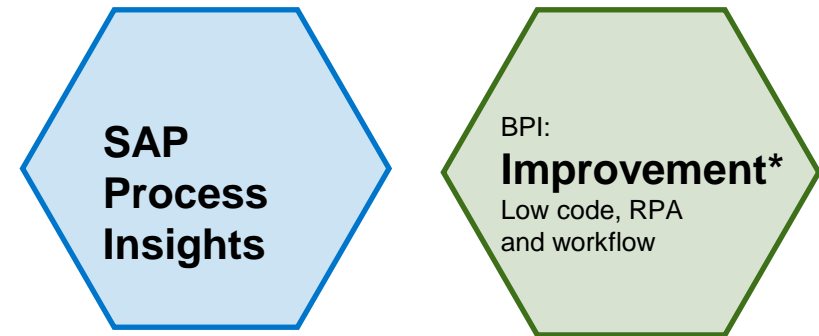
 **SIGNAVIO** Process transformation



1,000,000+ users
at 1,500+ customer sites

2021 Customers' Choice award
for enterprise business process analysis
by Gartner Peer Insights


 **SAP** Insights and improvement



2,500+ customers

"Strong performer,"
the Forrester Wave, robotic
process automation, Q1 2021

Example Business Process Discovery Report (pdf Output)

Process Discovery Summary 

OVERVIEW **EXECUTIVE SUMMARY** FINANCE SOURCING AND PROCUREMENT SALES SUPPLY CHAIN MANUFACTURING ASSET MANAGEMENT NEXT STEPS

Sample Inc. System: PRD

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

13 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

12 Customer-specific recommendations **High usage**

Supply Chain

- Reduce days in inventory

8 Customer-specific recommendations **Medium usage**

Manufacturing

- Reduce total manufacturing costs
- Accelerate manufacturing cycle time


13 Customer-specific recommendations **High usage**

Asset Management

- Reduce unplanned downtime
- Reduce asset data management cost

4 Customer-specific recommendations

- Prerequisites to run the report:**
- SAP ERP 6.0 (system copy shall not be used)
 - ST-A/PI version 01T or higher shall be installed
 - Authorization SM_BPM_DET & S_DEVELEOP assigned to user executing the report
 - 5 LoBs included in analysis: Finance, Sourcing and Procurement, Sales, Supply Chain and Manufacturing

Process Discovery Summary 







OVERVIEW EXECUTIVE SUMMARY **FINANCE** SOURCING AND PROCUREMENT SALES SUPPLY CHAIN MANUFACTURING ASSET MANAGEMENT NEXT STEPS

Sample Inc. System: PRD

INTRODUCTION FINDINGS **RECOMMENDATIONS**

REDUCE FINANCE COSTS & CLOSING TIME REDUCE DAYS SALES OUTSTANDING DETAILS

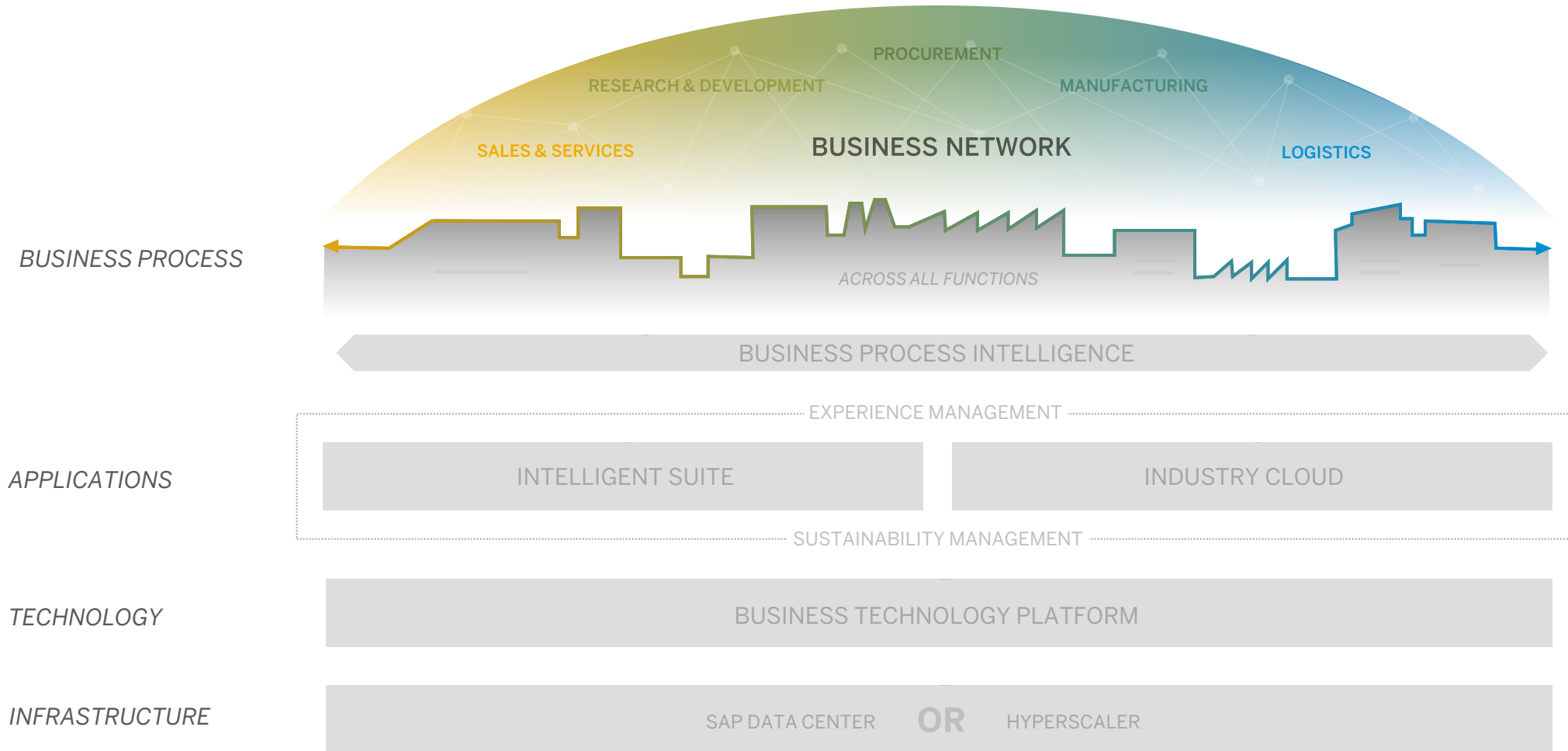
Finance: Your Current Process Performance in SAP ERP System "PRD"

Value Drivers:	Accounts Receivables	Accounts Payables	General Ledger Accounting	Product Cost Controlling
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 >
Reduce Finance Costs	24% Customer payments autom. cleared >	96% Vendor payments autom. cleared >	28.739 Open items on goods receipt/invoice receipt clearing accounts >	No data Errors during production order settlement
How SAP helps:	<p>Cash Management > </p> <p>Payments and Bank Communications > </p> <p>Financial Shared Services Management > </p> <p>Financial Accounting > </p> <p>Product Costing > </p> <p>Entity Close > </p>			

All innovation recommendations >

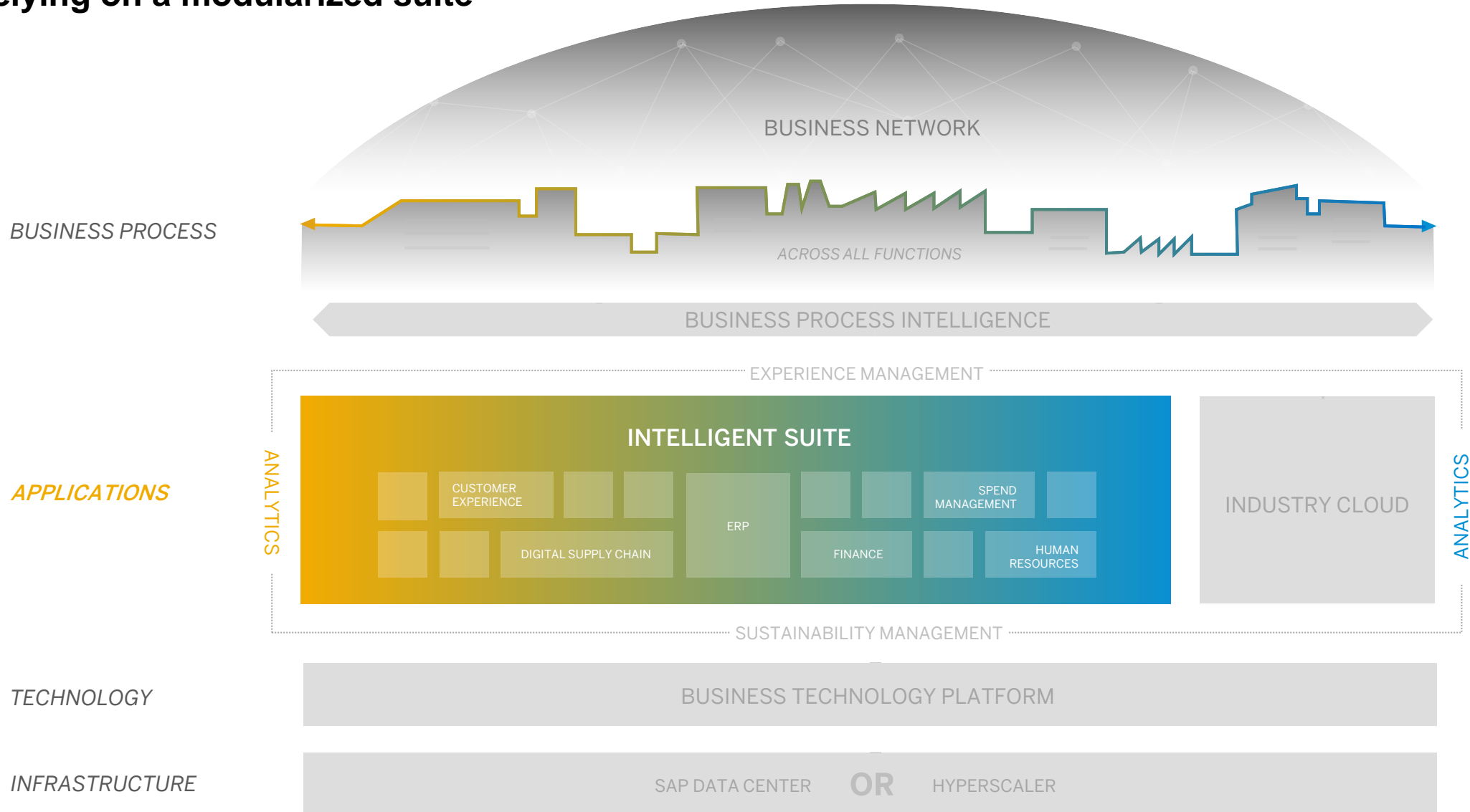
Supporting our customers in becoming an **Intelligent Enterprise**

Networked business is a critical success factor



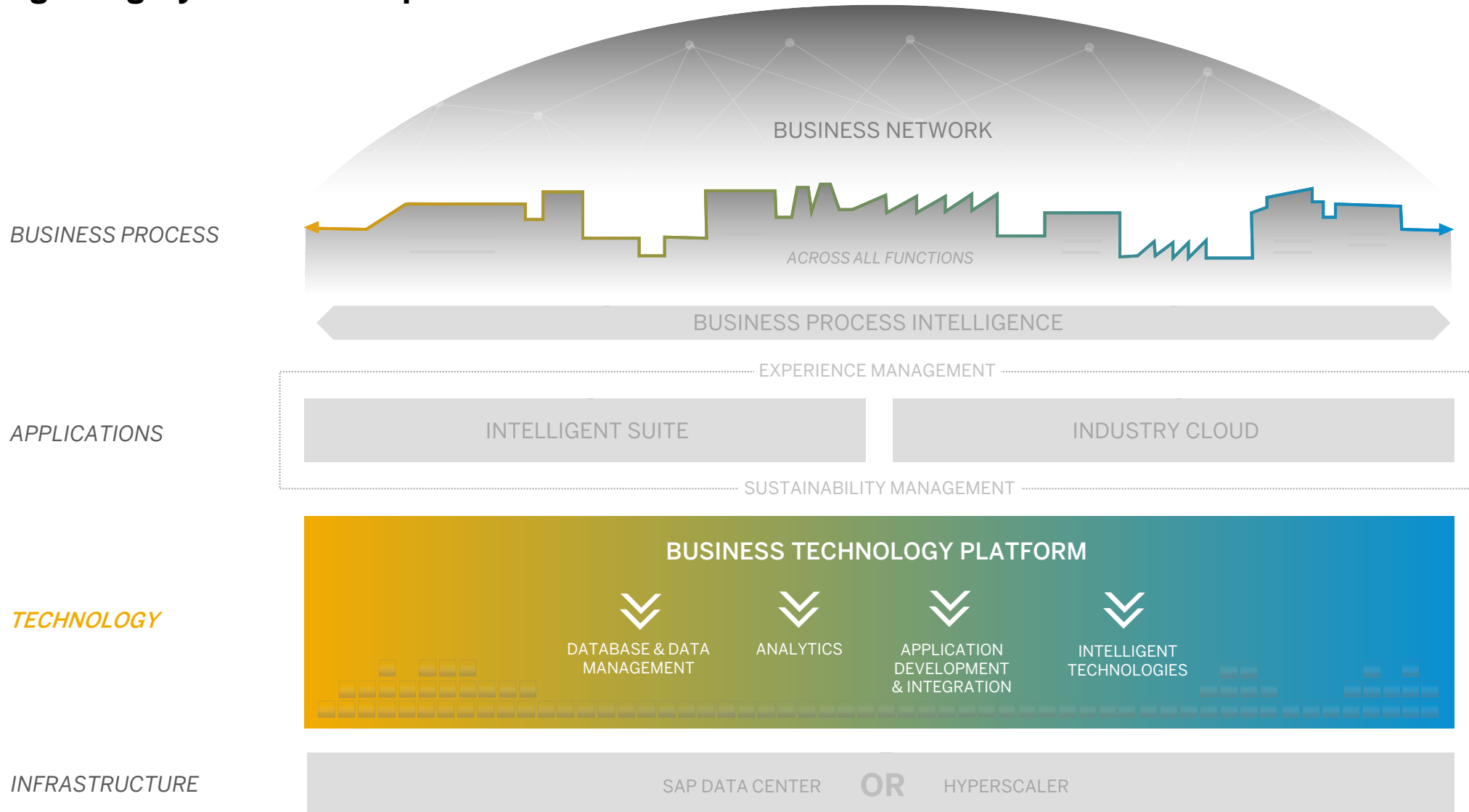
Supporting our customers in becoming an **Intelligent Enterprise**

Relying on a modularized suite



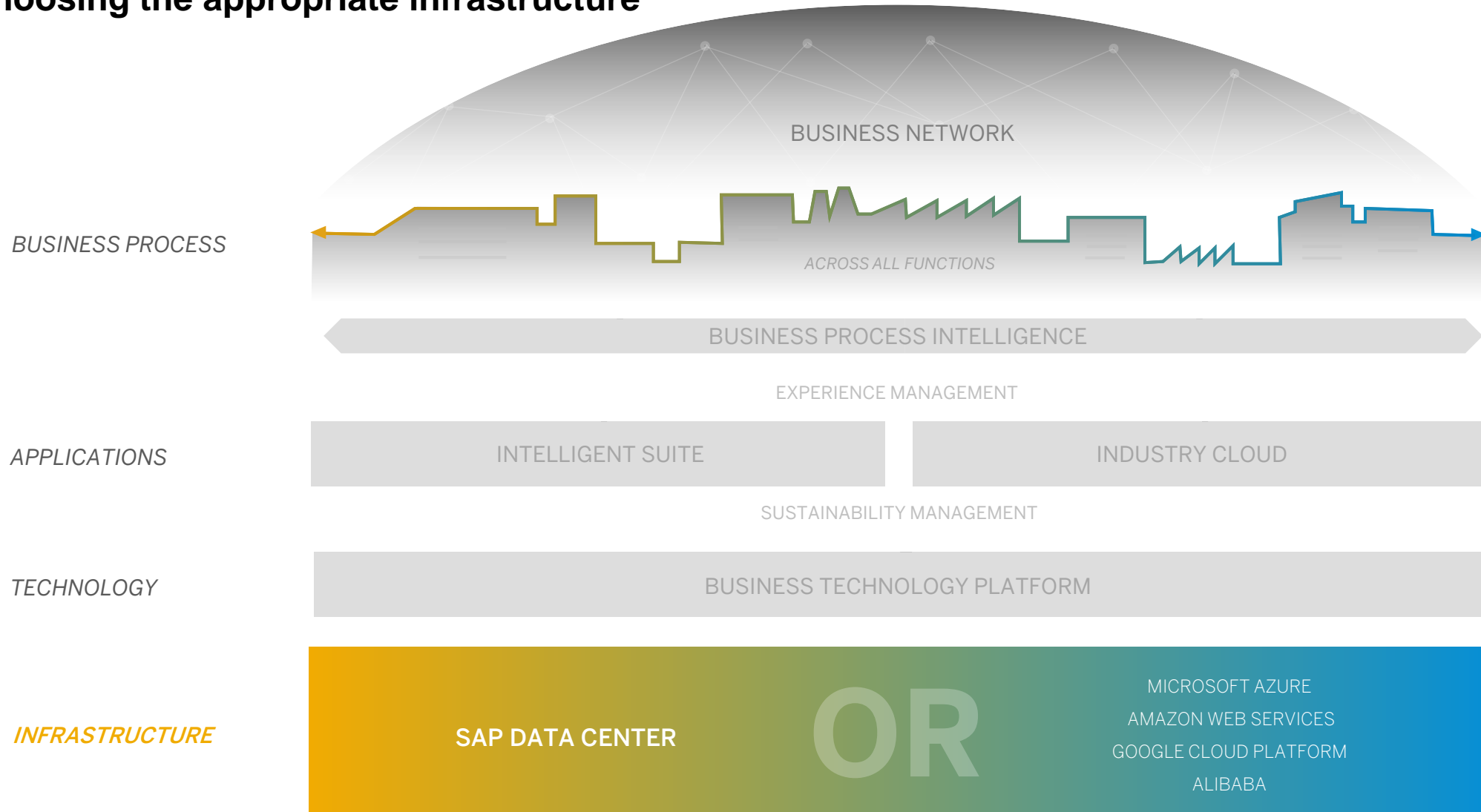
Supporting our customers in becoming an **Intelligent Enterprise**

Integrating hybrid landscapes



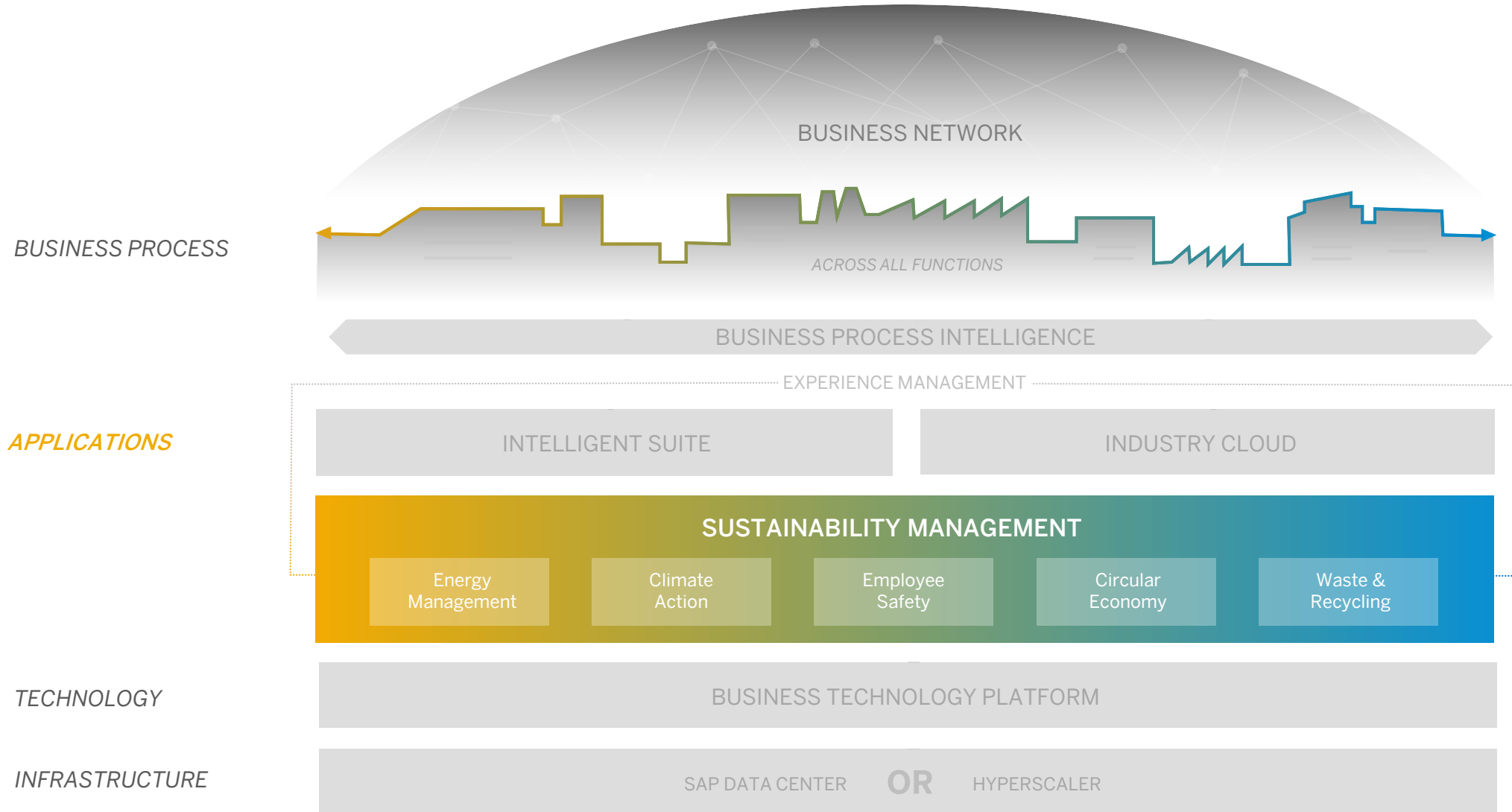
Supporting our customers in becoming an **Intelligent Enterprise**

Choosing the appropriate infrastructure



Supporting our customers in becoming an **Intelligent Enterprise**

Chasing Zero to create a sustainable future - zero emissions, zero waste, zero inequality.

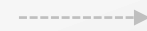


Your journey to an intelligent enterprise

Unique start



ONE path



ONE goal

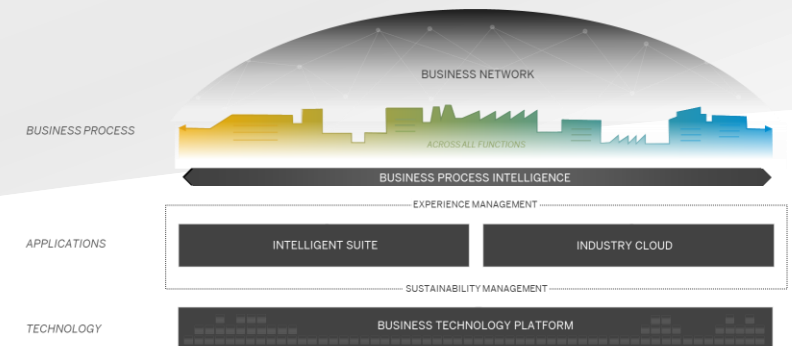
**SAP ECC
customers**

**SAP S/4HANA
On-premise customers**

New customers

**RISE
WITH
SAP**

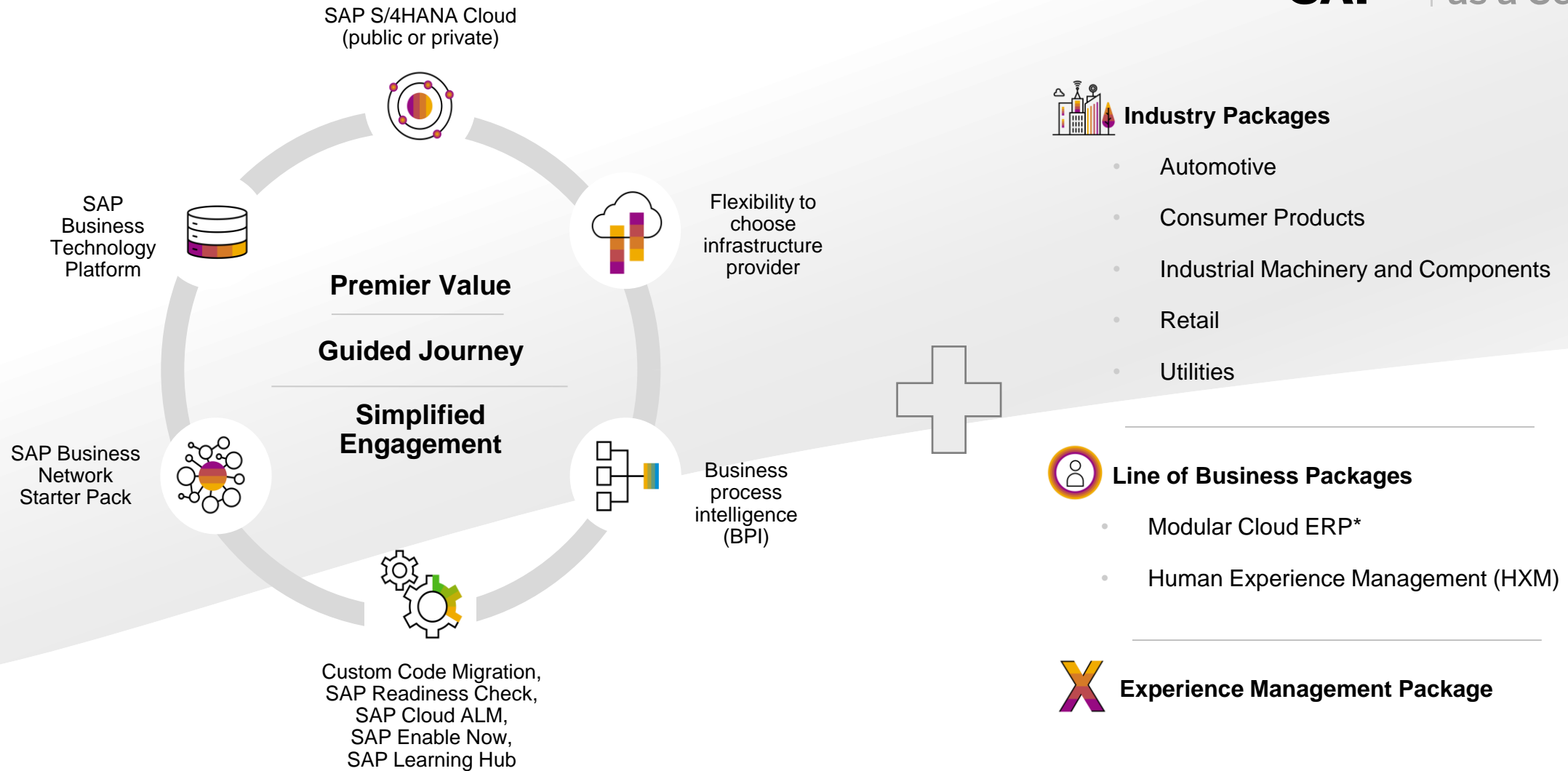
Business
Transformation
as a Service



RISE with SAP brings together what 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.

Building YOUR Intelligent Enterprise

RISE WITH SAP | Business Transformation as a Service



RISE with SAP enables **differentiated business outcomes** that maximize shareholder value through SAP's industry best and next practices

The Top Line

Growth via business disruption

Increased upsell and cross-sell opportunities, increased portfolio of products/services, new revenue streams, increase in service revenue

- 2-15 Reduction of manufacturing cycle time
- 10-20% Increase in service revenue from new business models
- 1-30% Reduction in revenue loss due to stock-outs
- 2-10% Increase in revenue from cross-sell/up-sell
- 2-15 Reduction of time to market for new products

The Bottom Line

Cost reduction via operations optimization

Reduced costs, optimized R&D spend, high cash conversion cycle efficiency

- 1-10% Reduction of inventory carrying cost
- 1-5% Reduction of total logistics cost
- 2-20% Reduction of finance cost
- 0.1-0.5% Reduction in Manufacturing Costs
- 0.5-5% Optimization Research & Development expense
- 1-10% Reduction in service and support cost
- 2-15% Reduction of days in inventory
- 2-10% Reduction of days sales outstanding

The Green Line

Sustainable business and operations

Optimized environment impact, more resilient & circular value chain, reduced waste, increased compliance

- 3-10% Reduction in energy cost
- 3-10% Reduction in emissions cost
- 5-30% Reduction in EH&S penalties & fines
- 1-5% Reduction in un-planned downtime/outages
- 5-30% Improve environmental safety and compliance
- 10-20% Reduce product compliance cost

Note: Benefits are conservative outside-in estimates of the benefits of moving from a traditional ERP system to enhanced SAP S/4HANA with line-of-business and cloud capabilities. As each enterprise is at a different level of maturity, our recommendation is that you work with SAP to determine the value case for your enterprise

Thank you!

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THE BEST RUN 