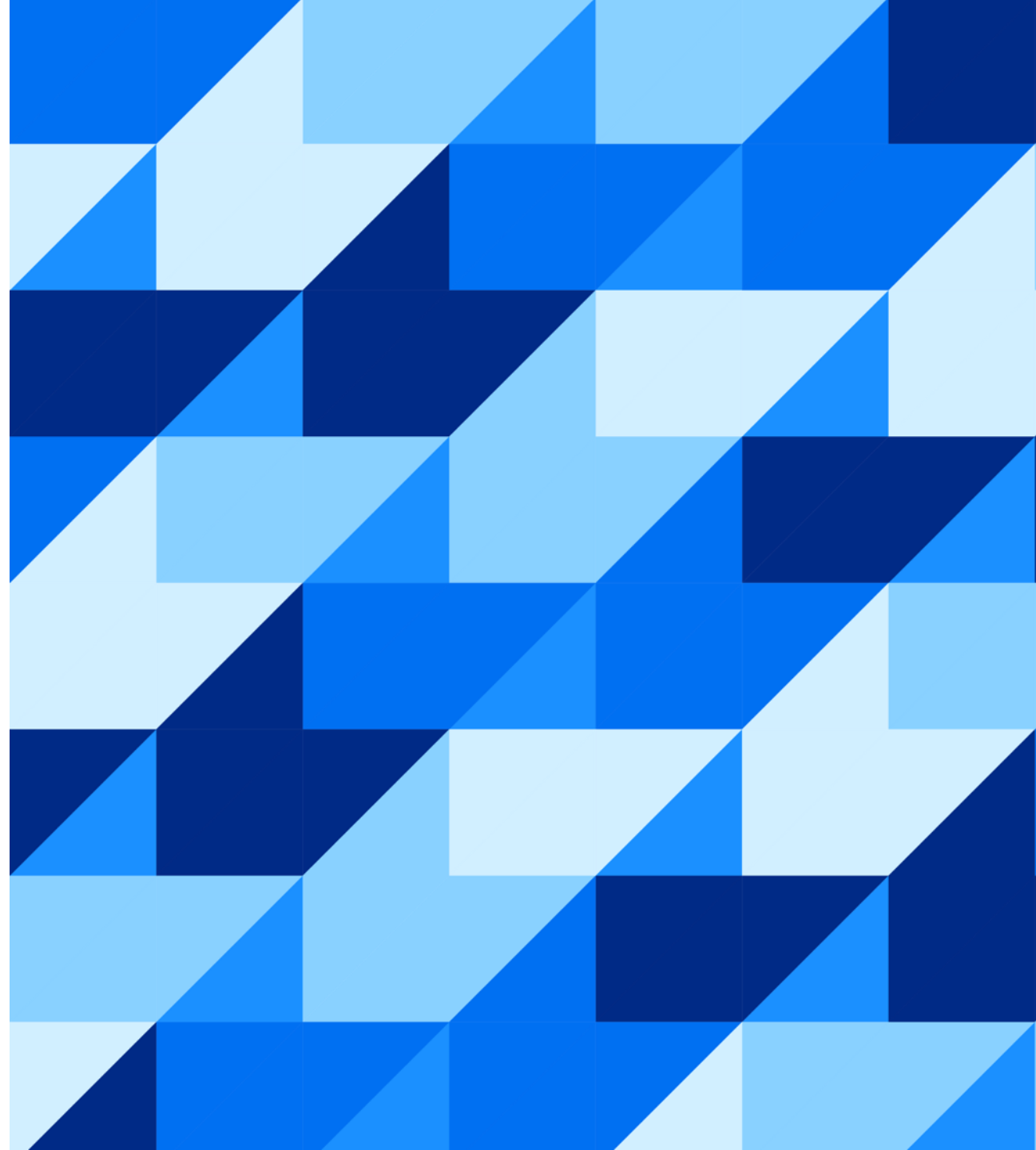




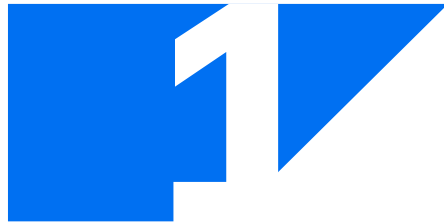
# SAPSA – Strategic Procurement with SAP Business Data Cloud and AI

Jonas Saltin, SAP  
November 2025

PUBLIC



# Agenda



Business Data Cloud &  
Spend Intelligence in BDC



Q&A



Demo: Strategic Procurement with  
SAP BDC and AI

# Disclaimer

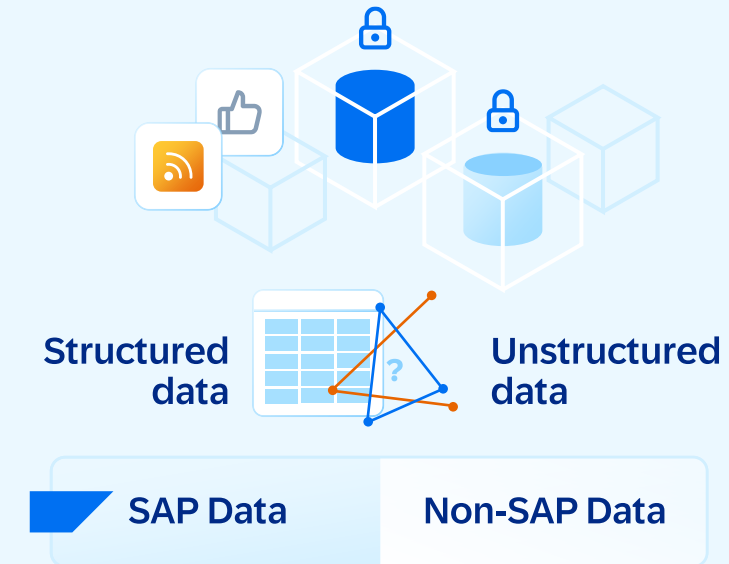
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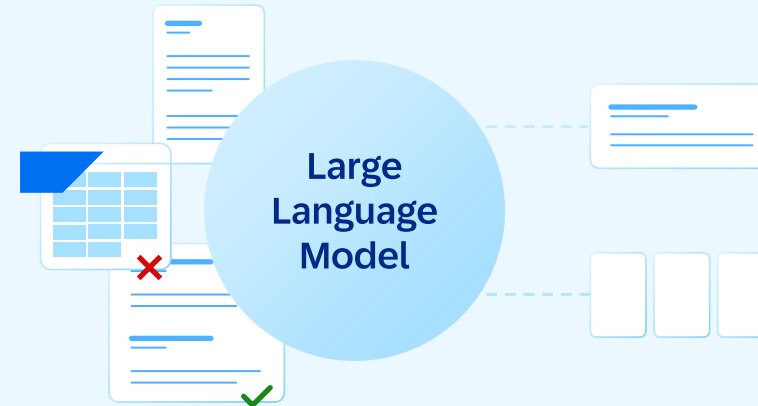


Data and AI remain disconnected without business context

# Data Challenges



**Data silos, loss of productivity, poor experience**



**No access and semantical context of business processes and data**

# The world has changed

Procurement success today depends on your ability to harness connected data insights and turn these into delivered value and resilience for your organization.



## Data silos

Spending all your **time connecting spend data** across all your source systems with **market insights** prevents your organization from reacting fast enough or relying on incomplete datasets, which can potentially leave value on the table.



## Lack of actionable insights

Typical dashboards present raw data that is difficult to mine and time-consuming to interpret, limiting the number of **strategic and actionable insights**.



## Need for connected process

Turning **insights into outcomes** is difficult and manual—rather than strategic and automated

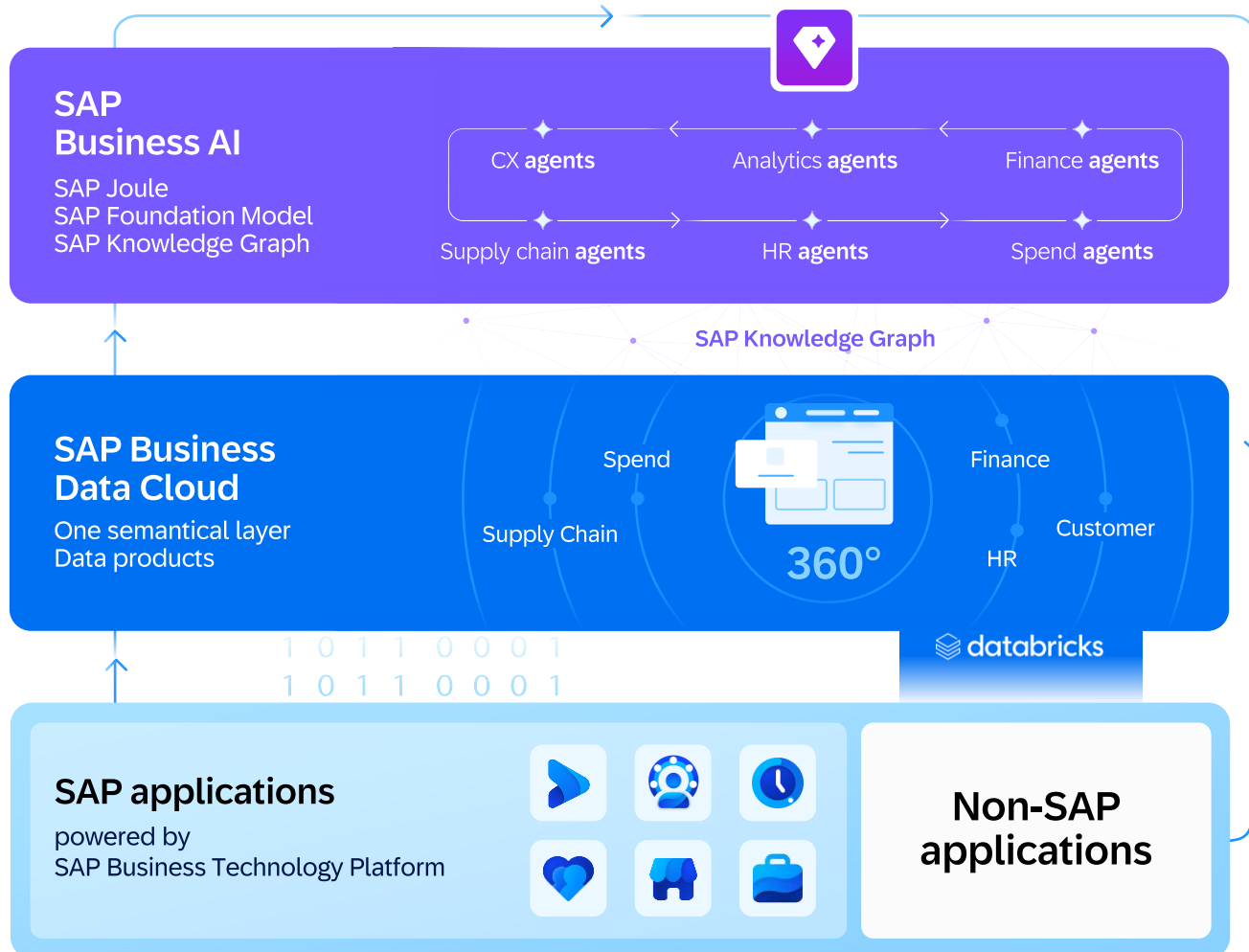
# 67%

of C-Suite Executives surveyed see **spend analytics as the number one driver for digital transformation** in procurement in 2025, as organizations consider/evaluate **generative AI** for procurement to provide **data-driven insights** to support analysis of business complexities.<sup>1</sup>

<sup>1</sup>Source: Research for “The resilient edge: procurement in an era of polycrisis,” Economist Impact, 2025

# Realizing our vision by bringing together applications, data, and AI

SAP brings all components together to lead the way into the next era of enterprise management



## Unrivaled AI

With **SAP Business AI** collaborative agents are deployed and orchestrated to enhance operations, drive real-time intelligents, and optimize decision-making at scale—unlocking capabilities others can't match

## Unmatched Data

With **SAP Business Data Cloud**, the most valuable business data from every part of the business turns into a semantically-rich data treasure that fuels unrivaled AI-powered value

## Unparalleled Applications

With **SAP's applications** and our technology platform, every part of the business is deeply connected, delivering end-to-end transformational value to business processes

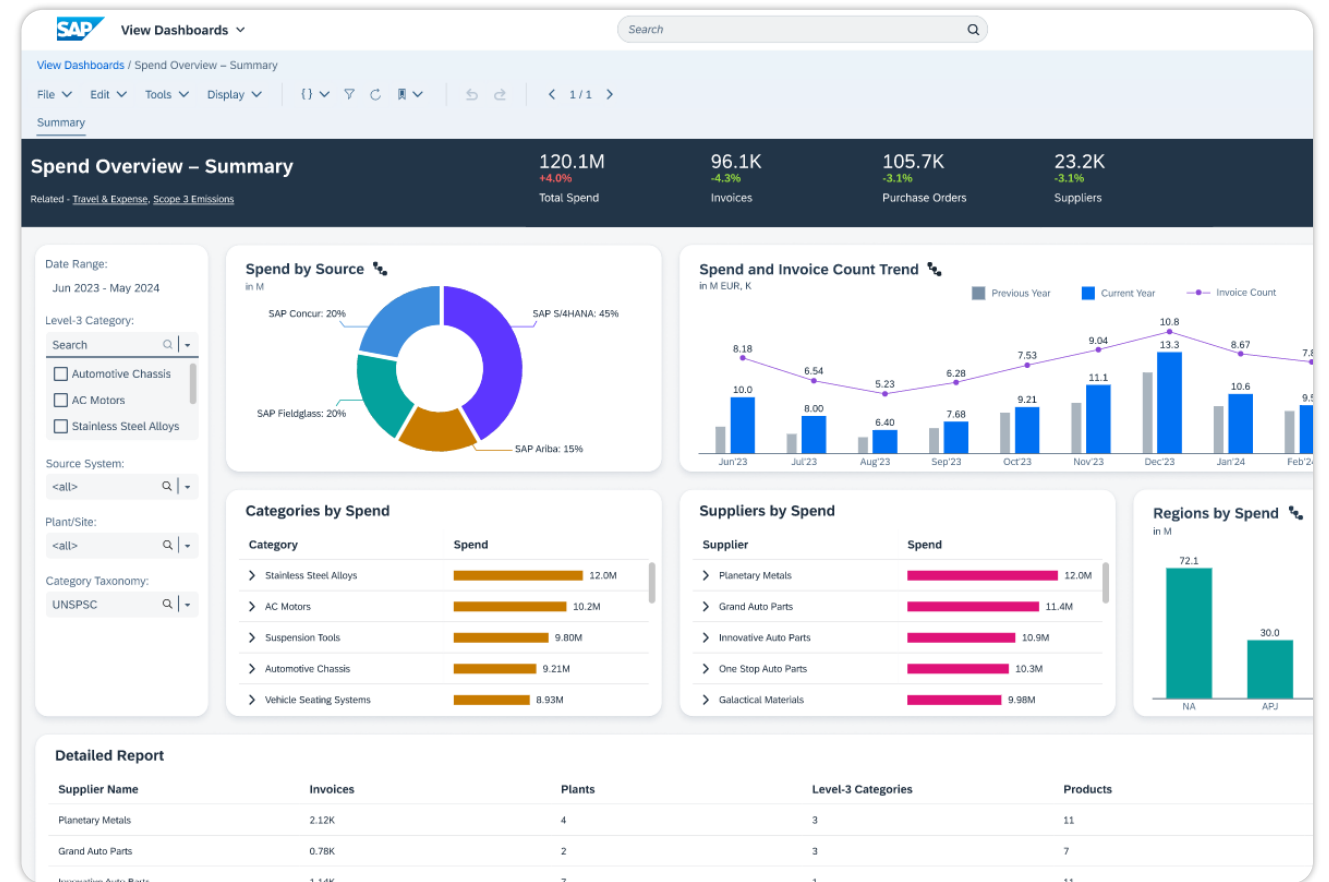
# Gain a deep understanding of your operations

## Spend Intelligence – Spend Control Tower

SAP Spend Control Tower is SAP's new, next-generation analytics solution designed to give companies faster, better visibility into enterprise-wide spend data.

### This Intelligent Application helps to answer:

- How can I get a **comprehensive overview of my spend** when it is spread across multiple applications?
- What are the **hidden linkages** between suppliers as to leverage better volume deals and maximize discount opportunities?
- How can I identify **sourcing vulnerabilities** such as single-source suppliers that can leave you open to supply chain **disruptions**?
- How can I track diversity and sustainability spend?



# What is a data product?

Organize SAP data through data products



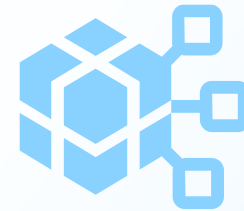
## Business Data Sets

Master and transactional objects/entities, analytical data sets, config data, etc. all semantically aligned



## Well Described

via rich metadata descriptions and including semantics



## Easily Consumable

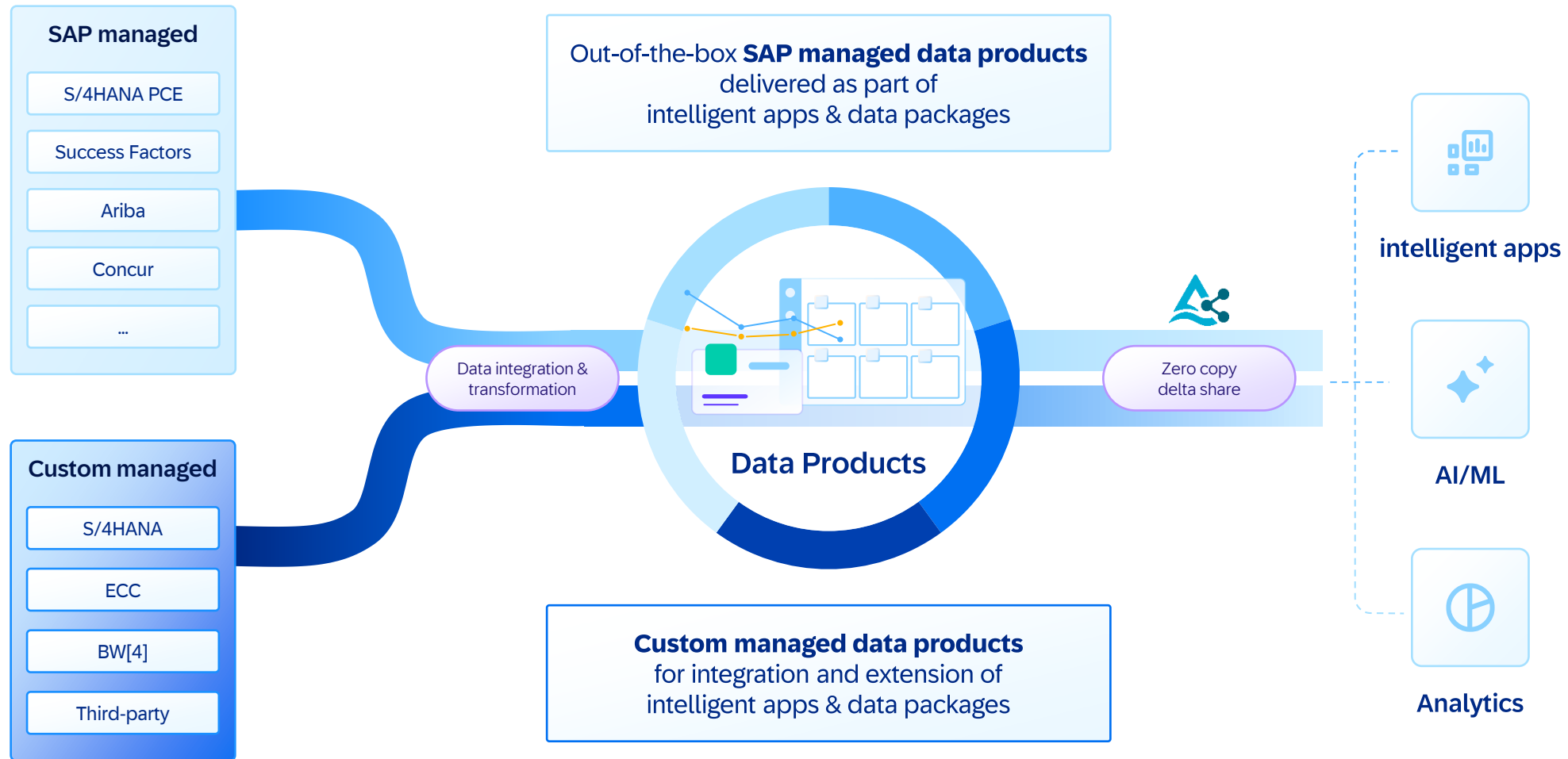
Simple SaaS access from data modeling and BI tools, while fully integrated with data engineering tools



## Discoverable

via an SAP data product catalog

# Establish a Data Product Economy to serve multiple use cases



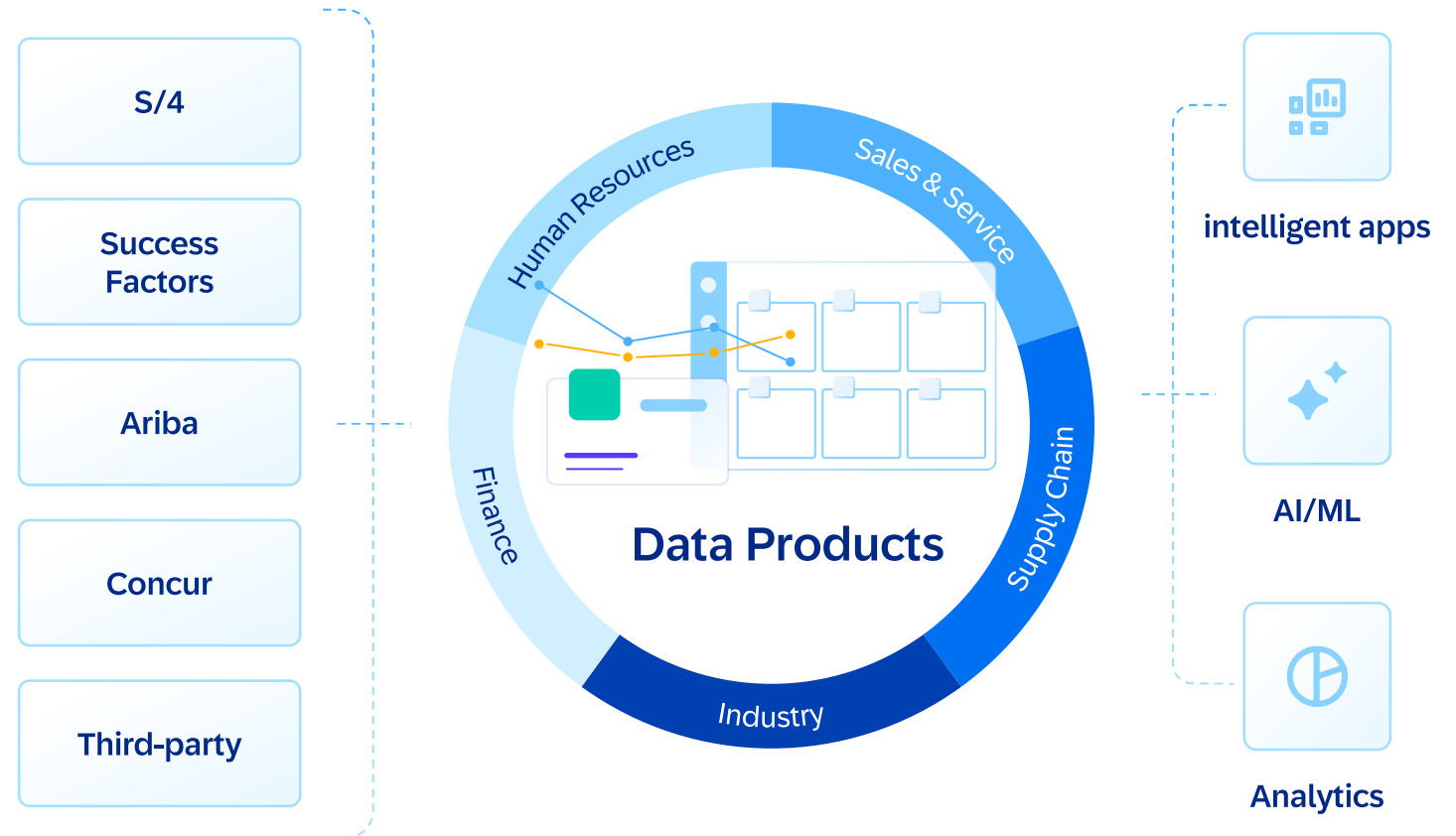
# Intelligent apps and data products leverage SAP's deep knowledge of application data and metadata

Leverage SAP's deep expertise in application data and **industry best practices with pre-built data products curated and managed by SAP**, automatically connected to your data, ensuring accuracy and accelerating time to intelligents

Ensure **consistency and business context** with SAP managed data sets and semantics to provide a 360-degree business view of your most critical business processes across all your SAP applications

**Utilize ready-to-run intelligents with out-of-the-box analytical models, dashboards and workflows** for a variety of industry- and function-specific use cases infused with trusted AI

Fuel your most important business processes with **AI-ready data that is instantly connected, actionable and contextual**



# Joule

and many more

Finance

Customer Experience

Human Capital Management

IT

Procurement

Spend Management

Supply Chain

Sustainability

**Joule** to speed up your daily work!

**Collection Agent** SAP S/4HANA Active

Business AI Capabilities

- Monitor and assess accounts
- Issue warnings and prepare reminders
- Analyze and propose recommendations
- Generate reports

[Watch Tutorial](#) [Generate Report](#)

I've detected two payment issues already:

- BestRun-AC**  
Dispute - Invoice #INV5634566  
[Details](#)
- Best Run Systems Corp**  
Dispute - Invoice #INV7567601  
[Details](#)

Message Joule...

# Intelligence across all SAP application pillars

## Cloud ERP Intelligence Private

- Working Capital
- Sustainability Control Tower
- Finance Foundation
- Sales Analysis
- Enterprise Asset Mgt
- Service Analysis
- ++

## People Intelligence

- Employee Central
- Learning
- Skills
- Recruiting
- Talent
- ++

## Spend Intelligence

- **Spend Analysis & Insights**
- **External Workforce Insight**
- Procurement analysis
- Supplier risk analysis
- Contract Management
- Consolidated Spend analysis
- ++

## Revenue Intelligence

- Revenue Insights
- Customer Management
- Sales planning & analysis
- Stock forecasting
- ++

## Supply Chain Intelligence

- Order Management
- Inventory and Costing
- Procurement
- Manufacturing
- ++

## Finance Intelligence

- Working Capital
- Sustainability Control Tower
- Finance Foundation
- Green Ledger
- Value Chain Analysis
- ++

What is the skill gap by role?

Where do I find a particular skill in the organization?

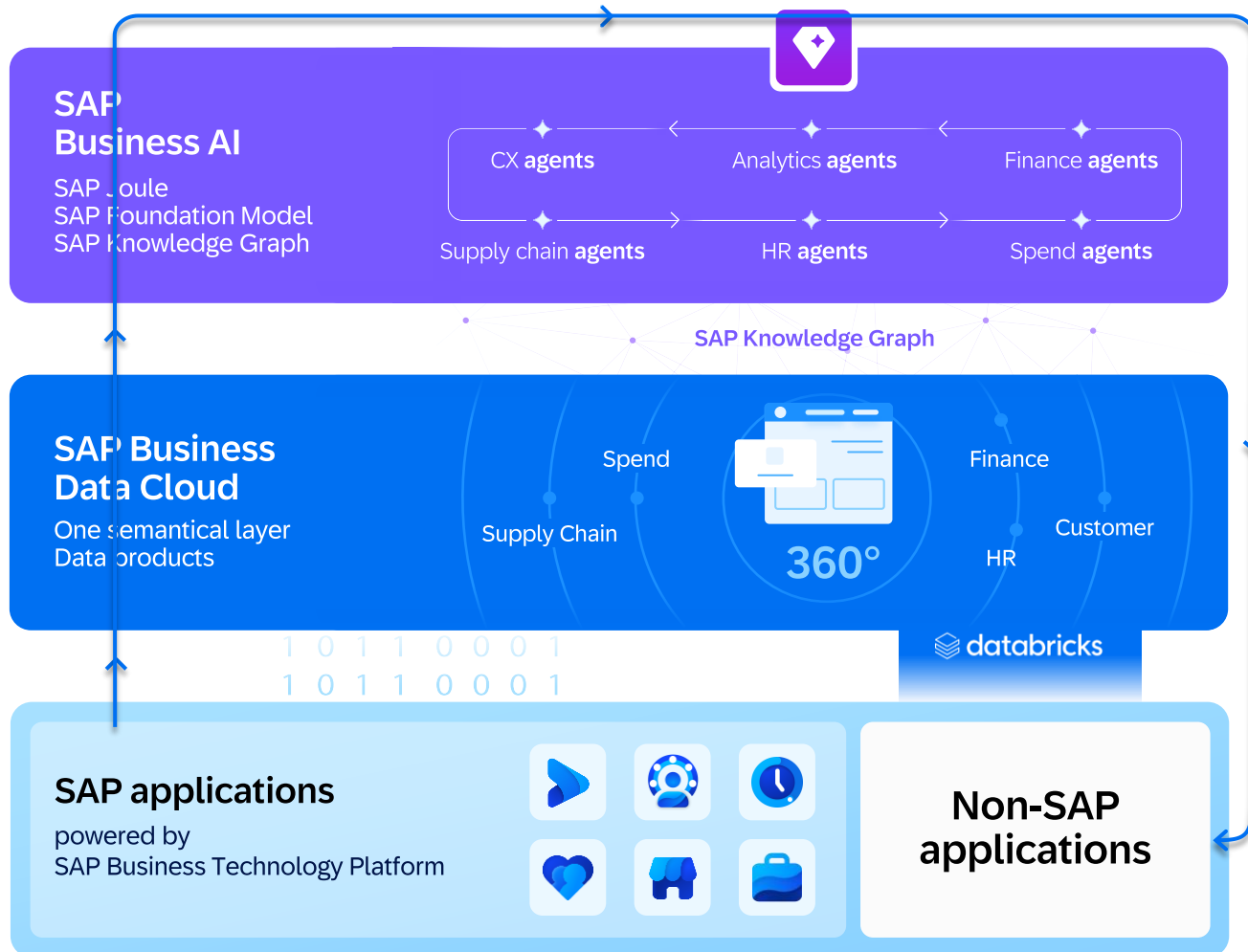


What skills do we have?

What skills are on the rise or decline?

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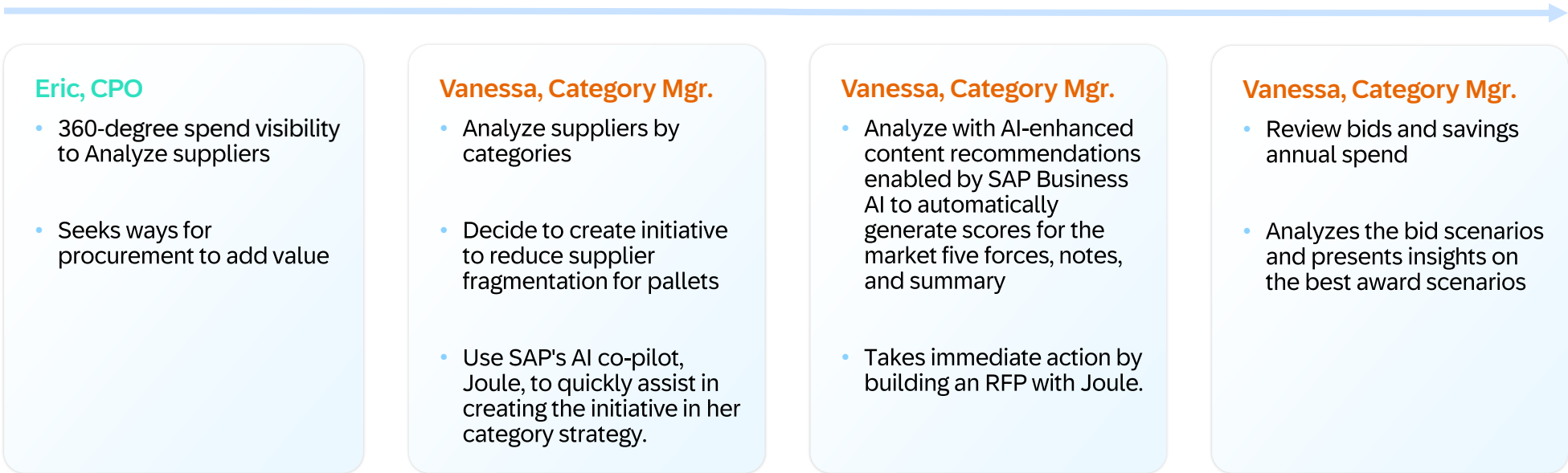
# Demo – Strategic Procurement with SAP BDC and AI



**Eric Larsen**  
Chief Procurement Officer



**Vanessa Jones**  
Category Manager



# Spend Intelligence

Transform spend insights to quantifiable business outcomes with all spend, classified and enriched by SAP Business AI.

## Spend Intelligence Benefits



**Gain total spend visibility without the stress and strain.**— Bring together all your spend. With instant access to your SAP spend data, and easily combine with non-SAP sources and third party datasets (e.g. market intelligence) in one trusted business ready foundation.



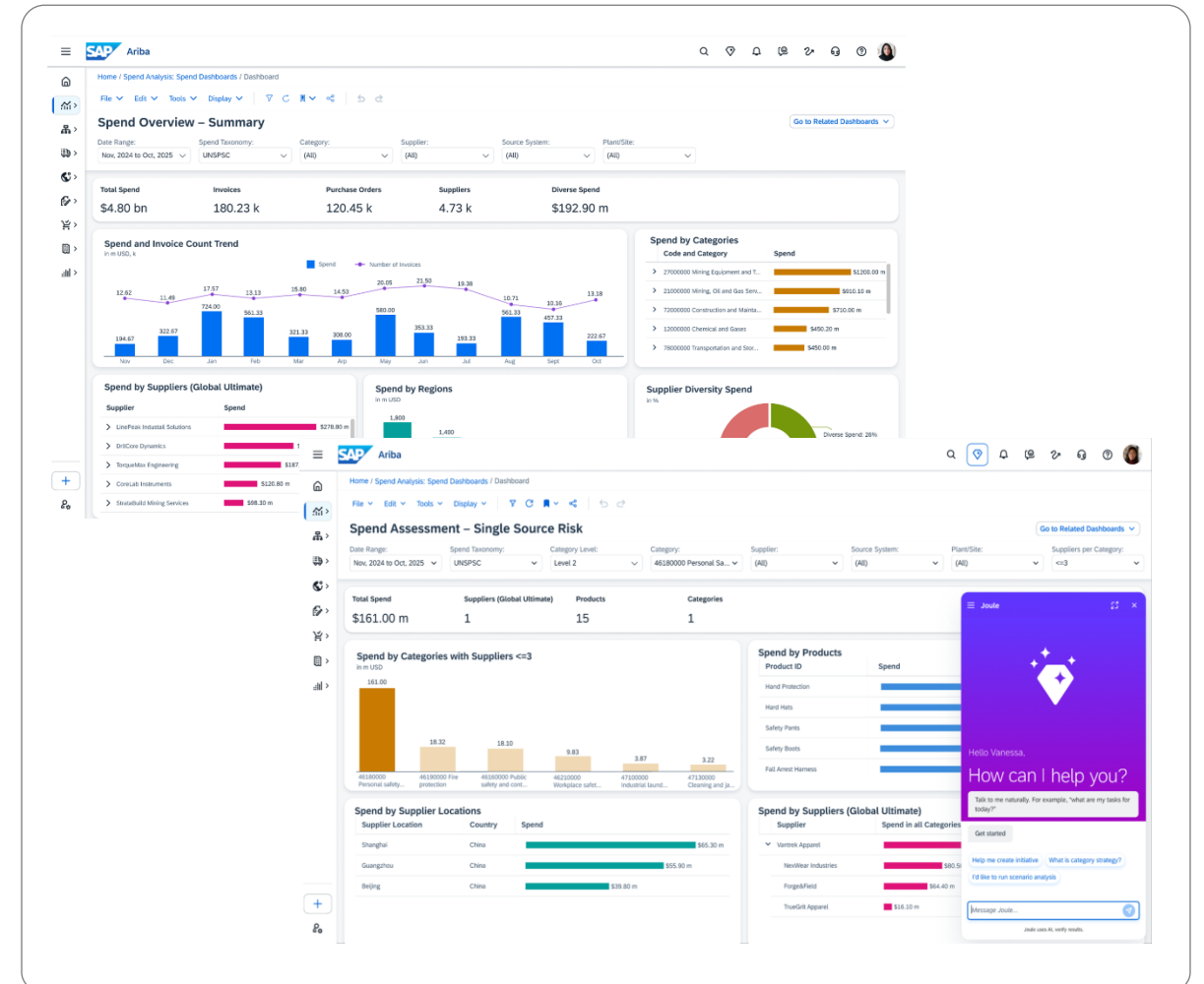
**Access clean, enriched, and classified spend data today, drive new possibilities tomorrow.** —SAP Business AI drives more efficient business processes and decision-making from classifying spend, to powering insights, whether identifying savings opportunities, decreasing risk, or much more



**Unlock efficiency with SAP Joule**—With SAP Joule, everyone starts to become a business analyst with quick, natural language processed insights delivered to the user such as ‘How much did I spend on IT Hardware last year?’...



**Turn data-driven insights into extraordinary outcomes**— Spend Intelligence lets you eliminate “could have, should have” from your organization’s vocabulary. By integrating spend data into the source-to-pay process, you can easily convert insights into skillful actions



Q & A

SAP

# Thank you.

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Jonas.Saltin@sap.com

 **Bring out your best.**