



SAP Machine Learning and Intelligent Enterprise Roadmap  
Bert Laws, Area Product Manager Machine Learning, SAP  
Session ID 82247

# About the Speakers

## Speaker Name

- Bert Laws, SAP
- Area Product Manager, Machine Learning  
10 years at SAP with a background in Performance Management, Financial Solutions Rapid Deployment Solutions and emerging technologies.

# Key Outcomes/Objectives

1. Clear understanding of Intelligent Technology tools
2. Understand Side-by-Side vs Embedded delivery models and what this typically means to *you*
3. View of product roadmaps for content Machine Learning, Conversational AI, RPA, Situation Handling and other Intelligent Technologies over the next few releases

# Agenda

- What do we mean by the “Intelligent Enterprise”?
- Delivery Models
- Roadmaps

# The business problems that SAP Customers are solving

## Sales + Marketing



- Churn Reduction
- Customer Acquisition
- Lead Scoring
- Product Recommendation
- Campaign Optimization
- Customer Segmentation
- Next Best Offer/Action

## Operations



- Predictive Maintenance
- Load Forecasting
- Inventory/Demand Optimization
- Product Recommendation
- Manufacturing Process Opt.
- Quality Management
- Yield Management

## Fraud + Risk



- Fraud and Abuse Detection
- Claim Analysis
- Collection and Delinquency
- Credit Scoring
- Operational Risk Modeling
- Crime Threat
- Revenue and Loss Analysis

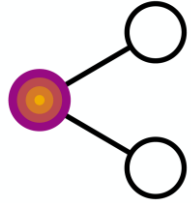
## Finance + HR



- Cash Flow and Forecasting
- Budgeting Simulation
- Profitability + Margin Analysis
- Financial Risk Modeling
- Employee Retention Modeling
- Succession Planning

← 21+ Industries →

# Examples of business questions and related algorithms



Who will churn, commit fraud, or buy next week/next month?

**Classification**



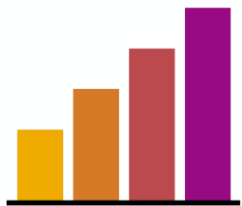
How many products will a customer buy next month/next quarter?

**Regression**



What are the groups of customers with similar behavior or profile?

**Segmentation**



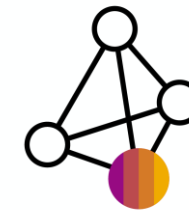
How much will be the monthly revenue or number of churners next year?

**Forecasting**



What is the best offer or recommended action for a customer or internet user?

**Recommendations**



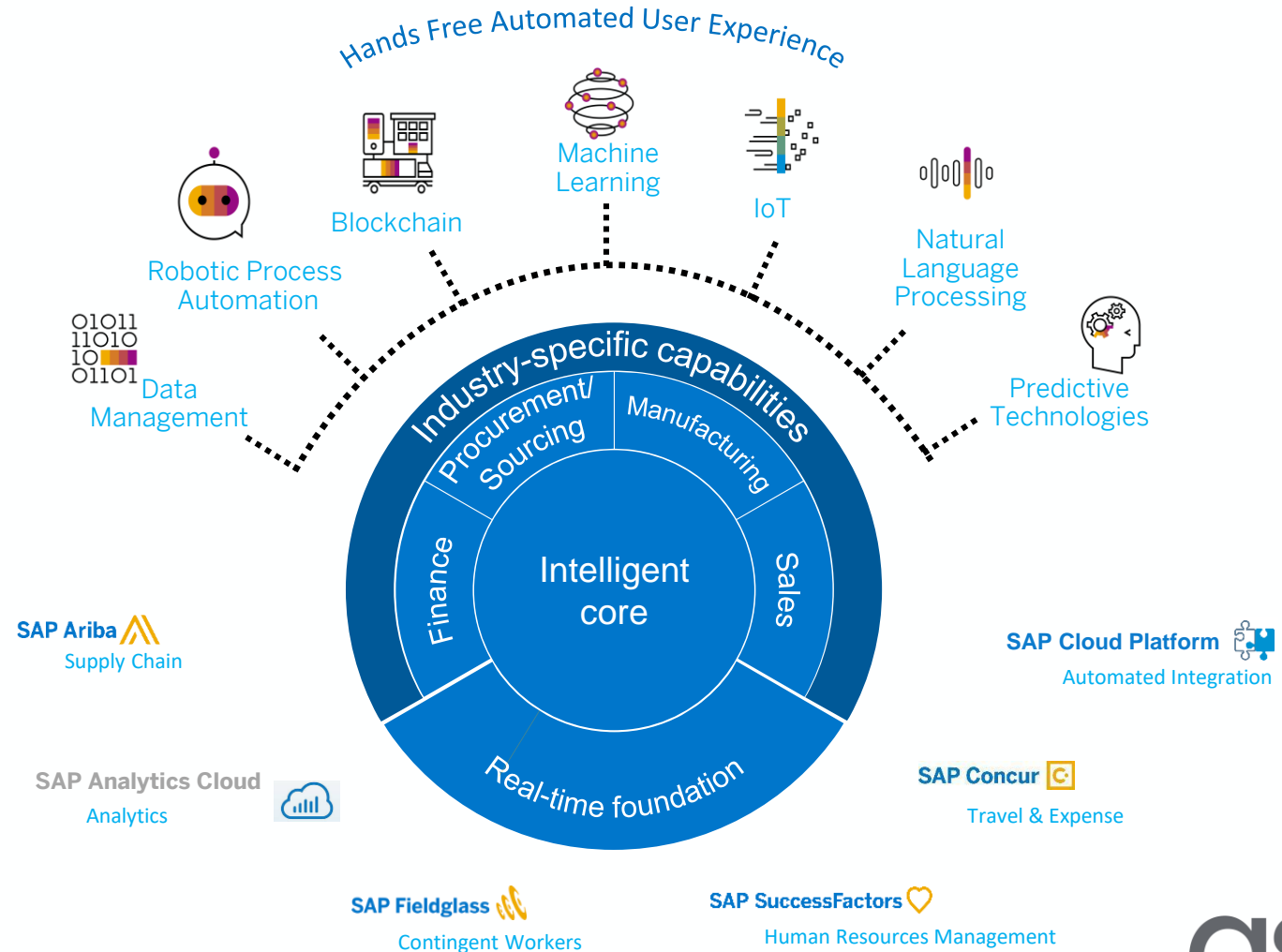
How are the customers and products related to each other?

**Link Analysis**

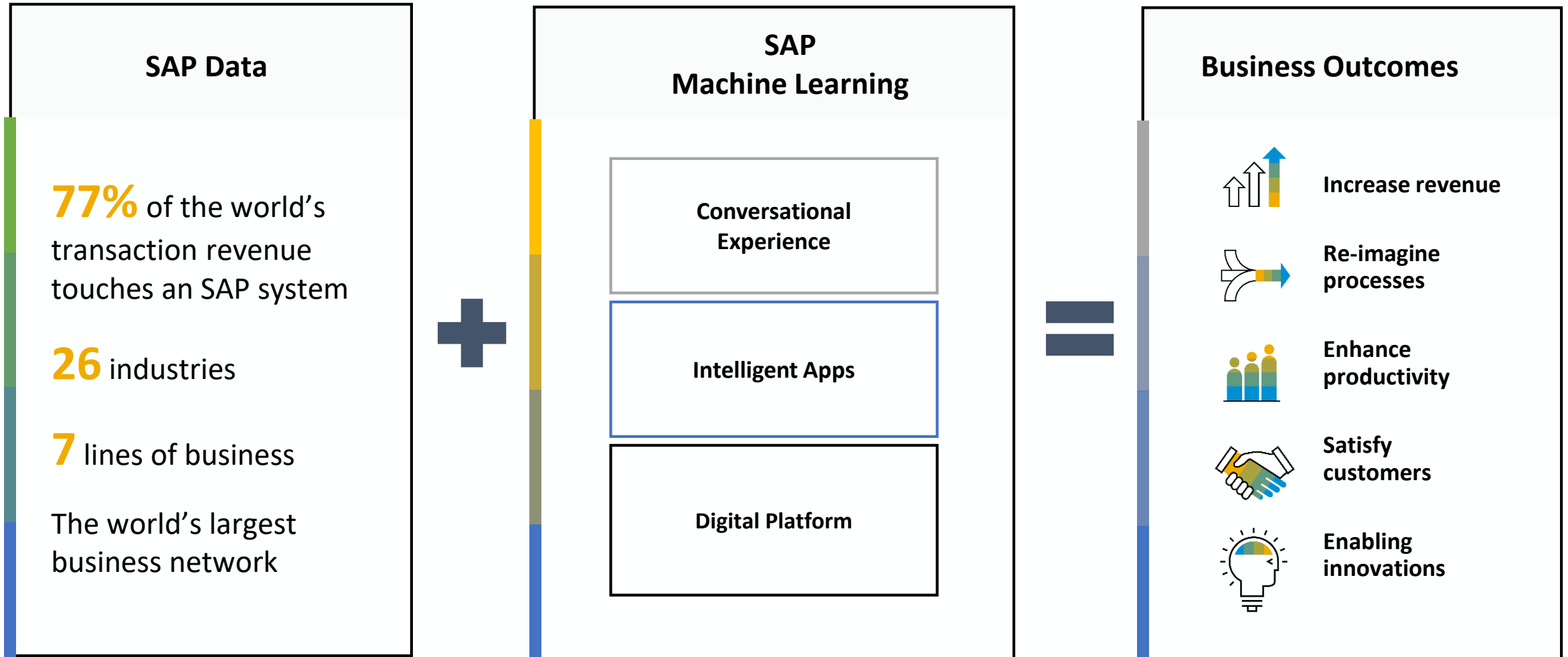
# SAP S/4HANA – Automated ERP

Intelligent automation using Predictive Technologies and Intelligent User Experience accelerates and improves business processes

- S/4HANA and the Intelligent Suite are foundational to a truly **Intelligent Enterprise**
- The intelligent enterprise offers a **complete and scalable** roadmap
- The journey to the intelligent enterprise will be built on **next generation business processes**
- Leonardo Intelligent Technologies and the Digital Platform are **available today**



# SAP Machine Learning enables the Intelligent Enterprise





# Machine Learning embedded in SAP Applications

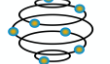
70+ new intelligent scenarios planned between now and the end of the year\*



Customer Experience



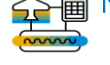
Manufacturing & Supply Chain



Digital Core

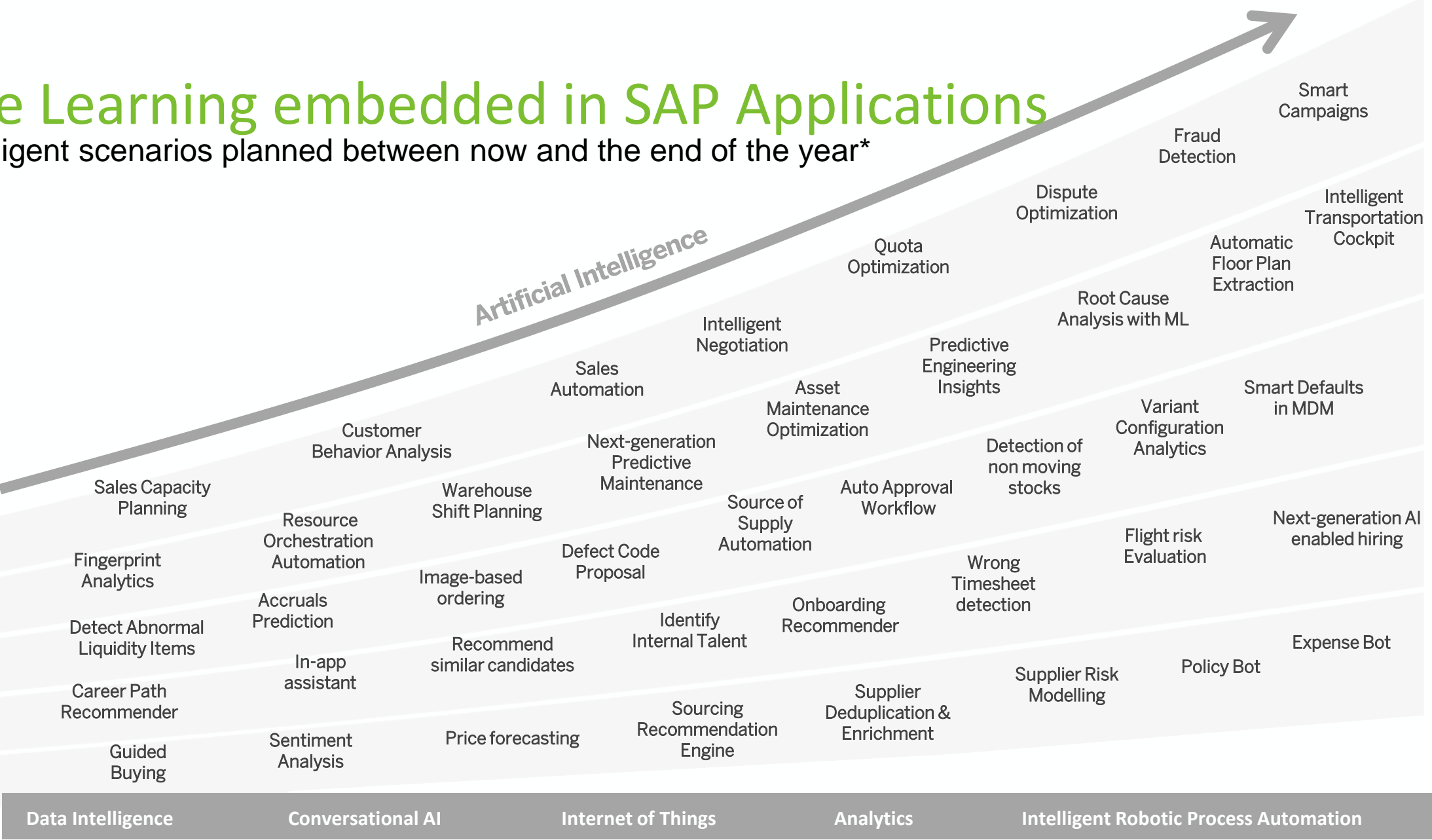


People Engagement



Network & Spend Management

Artificial Intelligence



\*Subject to change

# How are Intelligent Technologies Delivered?

	Embedded ML	Side-by-Side ML
Capabilities	<ul style="list-style-type: none"> <li>Data remains in HANA DB</li> <li>Real-time inference (always current and no round-trips)</li> <li>Large library of ML algorithms (90+), TensorFlow integration via EML</li> <li>Accessible via standard development tools</li> <li>Complexity can be hidden in view and table functions</li> <li>Integrated with ABAP management and transport system</li> <li>Inherited privacy and security features</li> <li>Model management</li> <li>Model performance monitoring and automated re-training</li> <li>Streaming (clustering and classification)</li> </ul>	<ul style="list-style-type: none"> <li>Leonardo ML provides cloud services for scalable and distributed training and inference (Cloud Foundry, Kubernetes)</li> <li>Support for open source frameworks and algorithms (TensorFlow, scikit-learn, R)</li> <li>Pre-trained models for certain business use cases</li> <li>Access via standard REST API</li> <li>Algorithms and pre-trained models for working with unstructured data / fuzzy data (image, audio, video, text...)</li> <li>Deep learning algorithms</li> <li>GPU support</li> <li>Model management</li> <li>Training infrastructure</li> </ul>
Criteria	<ul style="list-style-type: none"> <li>Business &amp; ML logic reside in the SAP S/4HANA Platform</li> <li>Simple use cases like forecasting or trending where the algorithms have low demand for data, RAM and CPU time</li> <li>Data located in SAP S/4HANA is sufficient for model training, no need for huge external data for training</li> <li>Required algorithms is provided by SAP HANA ML (e.g. PAL, APL, Text Analysis) and handled by PAI in terms of ML model lifecycle management and ABAP</li> </ul>	<ul style="list-style-type: none"> <li>ML logic resides in the SCP Platform while the business logic can be based on SAP S/4HANA or SCP</li> <li>Complex use cases like image recognition or natural language processing where among others neural networks with high demand for data, RAM and CPU/GPU time</li> <li>Huge volume of external data is required for model training, main focus on processing unstructured data</li> <li>Required algorithm is not provided by SAP HANA ML, e.g. third party libraries</li> </ul>

# Machine Learning for the Intelligent Customer Experience

Product road map overview – Key innovations



## Recent Innovations

### Marketing

- Personalization:
  - Product Recommendation
  - Offer Recommendation
- Intelligent Scores:
  - Channel Affinity
  - Best Email Sending Time
  - Contact Engagement Score / Account Engagement Score
- Sentiment Engagement Score
- Customer Behavior: Consumer Buying propensity
- Performance: Customer Attribution
- Customer Journey Insight

### Commerce

- Personalized Customer Experiences
- Contextual Merchandizing
- Context-Driven Services

### Service

- Ticket Intelligence
  - Self-Service digital interface
  - Single level Ticket Categorization
  - Similar Tickets

### Sales

- Imaging Intelligence
- Sales Automation (C4C)
  - Opportunity Scoring
  - Lead Scoring
  - Account Insights
- Configure Price Quote (CPQ)
  - Price Optimization
  - Up-sell & Cross sell Recommendations
  - Configurations Recommendations
- Intelligent Sales Execution (Datahub)
  - Relationship Intelligence
  - Deal Intelligence
  - Pipeline Management
  - Predictive Forecasting
- Commissions
  - Incentive Optimization
  - Intelligent Coaching
  - Sales Capacity Planning

## Q2/2019

### Commerce

- Enterprise Chatbot

### Sales

- Commissions
  - Sales Capacity Planning

### Service

- Ticket Intelligence:
  - Jam Articles Recommendations
  - Ticket Classification & Entity Extraction NLP
  - Estimated Time to Completion

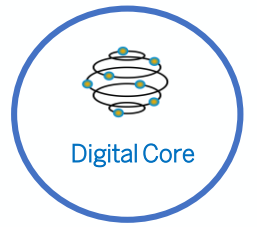
## Beyond Q2/19: Product Direction

### Marketing

- Customer Behavior:
  - Lead Conversion Propensity
  - Customer Retention

### Service

- Ticket Intelligence:
  - Ticket Routing Completion
  - Spam Classifier
- Solution Intelligence:
  - Email Template Recommendation
  - Responses Recommendation
  - KB Article Recommendation
- Virtual Assistant „Answer Bot“
- Field Service Intelligence
  - Service & Parts Recommendation



# Machine Learning for the Digital Core

Product road map overview – Key innovations

## Recent Innovations

### Finance

- Cash Application
  - Receivables Line Item Matching
  - Payment Advice Extraction
  - Lockbox Line Item Matching
  - Payables Line Item Matching
- SAP Tax Compliance
- SAP Business Integrity Screening
- Financial Account Reconciliation
- SAP Real Spend
- SAP Financial Statement Insights

### *Natural Language Processing:*

- Manage Bank Statements
- Display Correspondence History
- Monitor Payments
- Manage Supplier Line Items
- Process Collections Worklist
- Manage Payment Advices
- Process Receivables
- Manage Cost Centers
- Approve Bank Payments
- Doubtful Accounts Valuation

### Sales

- Sales Quotation
- Sales Performance
- Delivery Performance

### *Natural Language Processing:*

- Manage Sales Contracts
- Manage Sales Orders
- Manage Sales Quotations
- Track Sales Orders
- Manage Credit Memo Request
- Manage Debit Memo Request
- Manage Sales Orders without charge

### Procure

- Quantity Contact Consumption
- Cash Discount at Risk
- Creation of New Catalog Item
- Propose Material Group
- Reduce Off Contract Spend
- Predict Delivery Date for Purchase Order

### *Natural Language Processing:*

- Smart Buying

### Idea

- Project Cost Forecasting
  - Digital Content Processing
- ### *Natural Language Processing:*
- Manage Projects

### Produce

- Stock In Transit
- Demand-Driven Replenishment

### Service

- Automated Email and Service Request Category mapping

### Digital Support Experience with Natural Language Processing

- Create Feature Request
- Create Support Incidents
- Contact Key User
- S-User Management
- Advanced Search
- Show My Support Incidents

### Transport Management with Natural Language Processing

- Manage Freight Agreement

## Q2/2019

### Finance

- Detect Abnormal Liquidity Items
- Intelligent Accrual recommendation

### Procure

- Image-based Ordering

### Produce

- Defect Code Proposal (incl. Text Recognition)

## Beyond Q2/19: Product Direction

### Finance

- Cash Application for FICA

### Procure

- Intelligent Approval Workflow

### Idea

- Variant Configuration analytics for configuration data – Top Seller

### Produce

- Early detections of slow and non moving stocks

### Master Data Management

- Business Rule Mining
- Smart Default Values

### SCP Enablement

- Automatic Floor Plan Extraction

### Service

- Configuration optimization based on load in Convergent Charging



# Machine Learning for Manufacturing & Supply Chain

Use Case Portfolio for Digital Supply Chain

## Recent Innovations

Q2/2019

Beyond Q2/19: Product Direction

### Intelligent Asset Management

Predictive Maintenance & Service

- Machine Failure Prediction
- Unnormal Machine State Detection
- Failure Mode Analytics
- Extensibility of ML Engine through custom algorithms

### Digital Manufacturing

Predictive Quality Management

- Defect Detection
- Extending Defect Detection with machine data

Resource Orchestration

- Auto Dispatch - Preload Resource allocation

### Supply Chain Management & Logistics

IBP

- Demand Sensing (Leveraging pattern recognition techniques to create short term forecast on a daily basis)
- Custom Alerts with Machine Learning based Outlier Detection
- New Forecasting Algorithm

### Intelligent Asset Management

Predictive Maintenance & Service

- Life Indicator Forecasting
- Leading Indicator Analytics

### Digital Manufacturing

Predictive Quality Management

- Defect detection – improvement data preprocessing
- Resource Orchestration
- Auto Dispatch - Preload Resource allocation Enhanced with User Interface

### Supply Chain Management & Logistics

IBP

- Anomaly detection in Batch Jobs

### Intelligent Asset Management

Predictive Maintenance & Service

- Fingerprint Analytics using anomaly detection
- Configuration Correlation Analysis

Asset Manager

- Measure recognition and equipment recognition via object detection

Asset Strategy and Performance Management

- Cost-sensitive Asset Maintenance Strategy optimization

Plant Maintenance (PM) / Execution

- Failure Mode Suggestion for Workorders/Notifications
- Intelligent Work order ranking
- Notification/Alert deduplication based on ML-techniques

SAP Newton

- Predictive Engineering Insights
  - Frequency diagnostics for rotating equipment

### Digital Manufacturing

Predictive Quality Management:

- Golden batch- Anomaly detection

### Supply Chain Management & Logistics

IBP

- New Product Introduction
- Decision Support for Alert Handling
- Job scheduling optimization
- Anomalies Detection in Master Data
- Forecast Level Optimization
- Natural Language Processing via CoPilot

Extended Warehouse Management (EWM)

- Intelligent Fixed Bin Strategy

Warehouse Insights (WI)

- Warehouse Shift Planning including What-if analysis
- Maximum Working Capability Analysis for Resource Type
- Intelligent Optimization Settings for Warehouses

Transportation Management (TM)

- Automatic Transit Time Adjustment
- Real Cost Tour Planning
- Intelligent Transportation Cockpit



# Machine Learning for the Industry-specific solutions

Product road map overview – Key innovations

## Recent Innovations

Q2/2019

## Beyond Q2/19: Product Direction

### Retail

- SAP Customer Activity Repository
  - Assortment Planning - Optimization
  - Assortment Planning - Pre-pack optimization
  - Assortment Planning – Store Clustering
  - Product Similarity Scoring
  - Unified Demand Forecast
  - Forecast based Promotion Mgt.
  - Promotion Management – Affinity Analysis
- Allocation Management: Cross-product allocation
- Merchandising Mgt.-ML integration to Global Data Synchronization

### Consumer Products

- Demand Signal Mgt. – Data Quality Service
- #### Telco
- SAP Big Data Margin Assurance
    - Customer Profitability Analytics
- #### High Tech
- SAP Sourcing Simulation and Optimization
    - Intelligent Negotiation Engine
- #### IM&C
- SAP Product Configuration Intelligence
    - Popularity of option (API SCP Service)
    - Intelligent Product Selection Engine

### Retail

- SAP Customer Activity Repository
    - Assortment Planning – Decision Support
  - Cloud Sales Transaction Serv
    - POS Data Transfer and Audit
- #### Utilities
- Cloud for Energy – Smart Meter Data Analytics in Utilities
  - Customer Profitability Analytics in Utilities
- #### Professional Services
- CoPilot Project Managers and Consultants Skill

### Retail

- 164 ICD CI SCDP Store Replenishment
  - Cost Optimal Ordering

#### Utilities

- SAP S/4HANA IS Utilities
  - Implausible Meter Readings
  - Outsourced billing documents

#### IM&C

- SAP Project Manufacturing Management and Optimization – Intelligent Cross Project Parts Exchange

#### High Tech

- SAP Sourcing Simulation and Optimization
  - Multi Period Quoting

### Banking

- SAP S/4HANA Tailormade offers for loan roll-over contracts
- SAP S/4HANA TRBK 1.0
  - Automated post-processing of loan payments – Intelligent Account Finder

#### Automotive

- JIT Call Validation (SAP S/4HANA Cloud for Discrete Manufacturing)

#### Public Sector

- Behavioral Insights OD 1.0
  - Tax Services with ML



# Machine Learning for People Engagement

Product road map overview – Key innovations

## Recent Innovations

### SAP Fieldglass Solutions

- Resume Matching
  - Job seeker resume ranking
- Job Matching
- Job Standardization
- Sign-On assistant
  - Chatbot to help with sign on support

### SAP SuccessFactors Solutions

- Job Analyzer
- Learning Recommendations
- HR Digital Assistant (Beta)
- HR Ticketing Intelligence (Beta)

## Q2/2019

### SAP Fieldglass Solutions

#### In-app assistant

- Chatbot to guide users to the relevant pages and help perform common actions (Leverages SAP Conversational AI)

## Beyond Q2/19: Product Direction

### SAP Fieldglass Solutions

- Job matching in candidate portal
  - Provides a seamless way for candidates to connect with opportunities and helps customers engage qualified candidates faster
- Resume Matching
  - Extend resume ranking to help hiring managers and recruiter suppliers
  - Recommend similar candidates to hiring managers and/or recruiters based on the selected candidate's profile.
- Job Standardization
  - Supplementing job details with O\*NET codes to provide richer guidance and KPIs

### SAP SuccessFactors Solutions

- Career Path Recommender
  - People Like Me



# Machine Learning for Network & Spend Management

Product road map overview – Key innovations

## Recent Innovations

### SAP Ariba Solutions

#### Supplier and Risk Management

- External Insights
  - Supplier Risk Modelling
- Product Classification

#### Buy & Make

- Guided Buying - Personalized recommendation and analysis of popular searches (LA)

### SAP Concur Solutions

#### Spend

- Expenselt
- Concur Detect
- Concur Invoice Capture
- Office 365 Add-in
- Expense Bot
- Expenselt On Device

#### Travel

- Hipmunk
- Triplt
- Concur Locate

## Q2/2019

### SAP Ariba Solutions

#### Buy & Make

- Guided Buying - Personalized and item-related recommendations + tiles insights + Reports on GB usage

### SAP Concur Solutions

#### Travel

- Triplt Voice

## Beyond Q2/19: Product Direction

### SAP Ariba Solutions

#### Source & Contracts

- Strategic Sourcing & Contracts - External Intelligence
  - News insights and sentiment analysis
- Contract repository enrichment and analytics
- Improve and validate forecast and demand
- Sourcing Recommendation / Semantic Search

#### Catalog

- Catalog-based “quick-release” recommendations + reinforcement learning

#### Manage Supplier Relationships

- Global Business Directory - Supplier deduplication and supplier profile enrichment
- Ontology- Product headword identification for Search in GB, etc. - Improved Search Experience

### SAP Concur Solutions

#### Spend

- ML Audit (DaVinci)
- Policy Bot
- Concur Travel (expansion from Hipmunk)
- Increased Expenselt Globalization (Germany, France, Nordics, Japan, Benelux)



# SAP's Data Science & ML Platform

Product road map overview – Key innovations



## Recent Innovations

- Leonardo Machine Learning Foundation and SAP Data Hub available as separate products for machine learning development

## Q2/2019

### Development Platform

- End-2-end development process from data delivery to ML model creation / training / consumption
- Built-in notebook & graphical pipelining environment
- Governance & meta data catalog
- Predefined connectivity, and data preparation / profiling tools
- Specific lifecycle management for ML Scenarios
- Model training & inference with metrics collection, debriefing incl. consumption reporting
- Available as managed cloud service with consumption-based pricing via SAP CP (AWS)

### Business Services

- Document Information Extraction
  - Employee Matching
  - Line Item Extraction
  - Vendor Matching

### Functional Services: readily consumable pre-trained models

- Time series change point detection
- Similarity scoring
- Image classification
- Customizable image classification
- Image feature extraction

## Q4/2019

### Development Platform

- Automated labeling & annotations of data assets
- Data Lineage and data usage capabilities
- Pre-packaged libraries / content and open extensibility & SDKs
- Operations Dashboard to monitor productive execution
- Enhanced multi-tenancy capabilities including metering
- Deeper integration & connectivity into SAP Enterprise applications like S/4HANA, C/4HANA
- Support for additional hyper-scalers and on-premise deployments with SAP Data Hub

### Further scenarios for Business and Functional services

## 2020 & Beyond: Product Direction

### Development Platform

- Out-of-the-box ML scenarios automated via Data Pipelines
- Versioning of ML data sets
- Predefined content for e2e business processes
- Delivery of intelligent data applications
- Automated anonymization and verification according GDPR requirements
- Self-learning metadata management
- Semantical data extraction for SAP systems (e.g. SAP S/4HANA, SAP ECC)

### Further scenarios for Business and Functional services

# SAP Leonardo Conversational AI

Product road map overview – Key innovations



## Recent Innovations

### Build Skills Faster

- End-to-end bot building collaborative platform with intuitive UX
- Data augmentation – speed up bot training

### Powerful – Do the right thing

- World-class NLP and NLP API
- New classification algorithm

### Insightful

- Context Management: move from sentence to conversation based bots
- Versioning management

### Integrated

- Seamless integration with SAP products
- Automated customer service solutions by industry (available for Telco, banking, insurance, utilities)

## Q2/2019

### Build Skills Faster

- FAQ Document to Skills
- NLG: Macro functions in bot replies

### Powerful – Do the right thing

- Hub: Simple dispatch strategy between multiple bots
- Powerful entity detection
  - Multi label detection (cross NER) & Disambiguation
  - Dynamic entry values fetching

### Insightful

- Conversation logs
- Emotion detection

### Integrated

- Fiori Webchat connected to any bot - UI messages alignments
- Webhook response mapping:
  - map webhook result to message type
  - use code to create dynamic messages

### Secure & Enterprise Grade

- SSO: End user authentication
  - from the webchat to the final http request
  - with IDP implementation

### DA: Easy Setup

- FIORI 3 visualization adoption

## Q4/2019

### Build Skills Faster

- Odata skills generation
  - Odata service connection
  - CRUQ & mandatory parameters only
- Bot Builder v3: New "atomic & granular" dialog engine
- NLG: Automatic suggestion of bot replies
- Private gallery to re-use content

### Powerful – Do the right thing

- Edge cases strategy (no-match, multiple matches) : webhook, ML, rules...

### Remote NER

### Insightful

- Live train tips
- New intents from log feed

### Integrated

- Odata Middleware: transform odata to http requests

### Secure & Enterprise Grade

- Bot delivery
  - Deliver same bot to multiple customers
  - Dataset is customizable by customer
- Enterprise developers account: IDP support for bot developers

## 2020 & Beyond: Product Direction

### Build Skills Faster

- Full Odata skills generation
- Advanced dialog interactions & New design time
- REST skills generation
- Q&A: Unstructured documents to skills

### Powerful – Do the right thing

- ML & context based dispatch
- Action Filtering: Triggers & requirements validation by external system
- Restricted Entity values disambiguation

### Secure & Enterprise Grade

- Automatic bot testing: Introduce configurable unit tests for bot

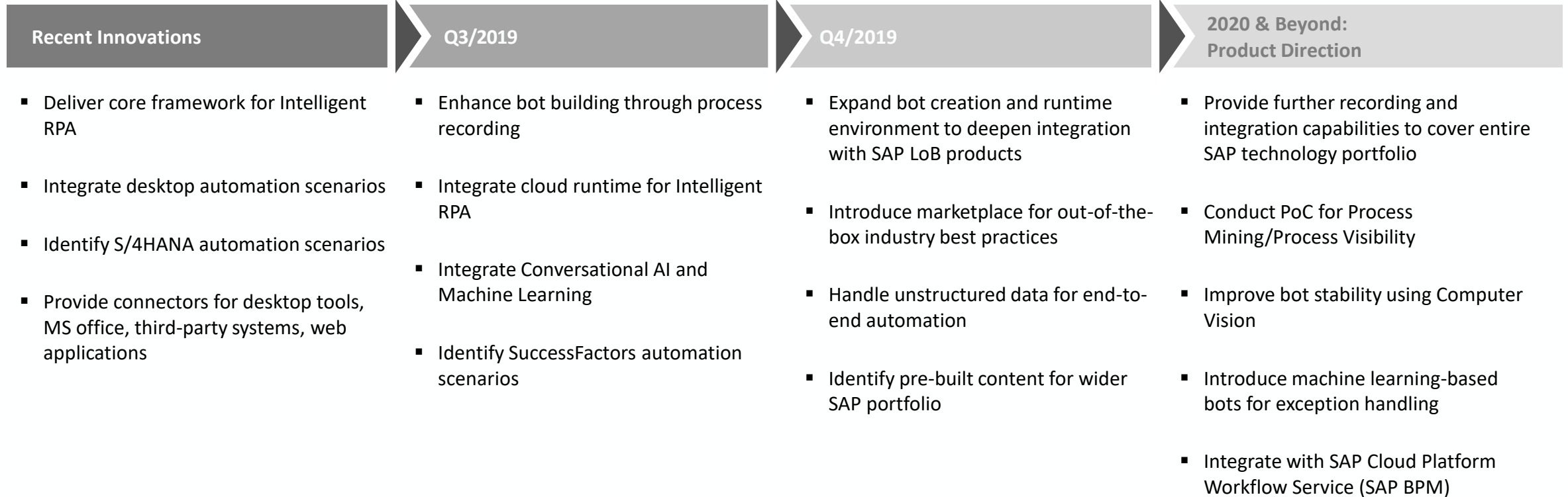
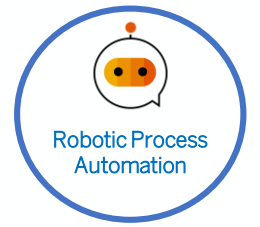
### Multi tenancy

### DA: Easy Setup

- Simple Digital Assistant landscape setup: Health check & simplified configuration
- Main config view
  - Skills activation
  - Product version configuration

# SAP Leonardo Robotic Process Automation

Product road map overview – Key innovations



# Overview: Intelligent ERP Scenarios for SAP S/4HANA 1809 / Cloud 1905

LoB / ID		Technology	Commercialization	S/4HANA CLOUD	Avail	Commercialization	S/4HANA	available
<b>Finance</b>								
<a href="#">1MV</a>	<a href="#">Receivables Line-Item Matching</a>	SCP	<a href="#">SAP Cash Application</a>	8005289	1702	SAP Cash Application	8005289	1709
<a href="#">2ZS</a>	<a href="#">Goods Receipt / Invoice Receipt Monitor ML Status Proposal (GR/IR)</a>	embedded	SAP S/4HANA Cloud		1808	SAP S/4HANA for Goods and Invoice Receipt Reconciliation – on-premise cockpit only	7020103	1809
<a href="#">1MV</a>	<a href="#">Remittance Advice / Payment Advice Extraction</a>	SCP	SAP Cash Application	8005289	1808	SAP Cash Application	8005289	1809
<a href="#">1KU</a>	<a href="#">Real Spend: Smart Alerts for Profit &amp; Loss Analysis</a>	SCP	SAP Leonardo machine learning foundation	8006312	1805	SAP Leonardo machine learning foundation	8006312	1809
	<a href="#">Tax Compliance Smart Automation / GRC</a>	embedded	n/a		n/a	SAP Tax Compliance for S/4HANA	7019072	1610 SP01
	<a href="#">Business Integrity Screening / GRC</a>	embedded	n/a		n/a	SAP Business Integrity Screening for S/4HANA	7019061	1709
<a href="#">1KU</a>	<a href="#">Real Spend: Cost Center Anomaly Alerts</a>	SCP	SAP RealSpend	8004615	1808	SAP RealSpend	8004615	1809
<a href="#">1MV</a>	<a href="#">Payables Line Item Matching</a>	SCP	SAP Cash Application	8005289	1808	SAP Cash Application	8005289	1809
<a href="#">1MV</a>	<a href="#">Lockbox</a>	SCP	SAP Cash Application	8005289	1808	SAP Cash Application	8005289	1809
<b>Manufacturing</b>								
<a href="#">1Y2</a>	<a href="#">Demand-Driven Replenishment: Dynamic Buffer Level Adjustment</a>	embedded	SAP S/4HANA Cloud for Advanced Supply Chain	8005593	1808	open / cloud only		n/a
<b>Research and Development</b>								
<a href="#">2YC</a>	<a href="#">Integrated Digital Content Processing for Content Mgt.</a>	SCP	SAP Leonardo machine learning foundation	8006312	1808	open / cloud only		n/a
<a href="#">2Y7</a>	<a href="#">EPPM: Project cost forecast based on historical data</a>	embedded	SAP S/4HANA Cloud		1805	Cloud only		n/a
<b>Procurement</b>								
<a href="#">1QR</a>	Contract Consumption	embedded	SAP S/4HANA Cloud		1705	SAP S/4HANA Enterprise Management		1709
<a href="#">2XW</a>	<a href="#">Propose Creation of New Catalog Items</a>	SCP	SAP S/4HANA Cloud, intelligent insights for procurement	8006258	1805	SAP S/4HANA Cloud, intelligent insights for procurement	8006258	1809
<a href="#">2XX</a>	Payment Block - Cash Discount at Risk	embedded	SAP S/4HANA Cloud		1805	SAP S/4HANA Enterprise Management		1809
<a href="#">30W</a>	<a href="#">Proposal of options for Materials without Purchase Contract</a>	SCP	SAP S/4HANA Cloud, intelligent insights for procurement	8006258	1808	SAP S/4HANA Cloud, intelligent insights for procurement	8006258	1809
<a href="#">2XV</a>	<a href="#">Propose Material Group for Freetext Items</a>	SCP	SAP S/4HANA Cloud, intelligent insights for procurement	8006258	1805	SAP S/4HANA Cloud, intelligent insights for procurement	8006258	1809
<a href="#">3FY</a>	Supplier Delivery Prediction	SCP	SAP S/4HANA Cloud, intelligent insights for procurement	8006258	1811	SAP S/4HANA Cloud, intelligent insights for procurement	8006258	1909*
<b>Supply Chain</b>								
<a href="#">20N</a>	Stock in Transit	embedded	SAP S/4HANA Cloud		1708	SAP S/4HANA Enterprise Management		1709
<b>Sales, Service</b>								
<a href="#">2YJ</a>	Quotation Conversion Probability Rate	embedded	SAP S/4HANA Cloud		1802	SAP S/4HANA Enterprise Management		1809
<a href="#">2YJ</a>	Delivery Performance / Delivery in Time	embedded	SAP S/4HANA Cloud		1808	SAP S/4HANA Enterprise Management		1809
<a href="#">2YJ</a>	Sales Performance Prediction	embedded	SAP S/4HANA Cloud		1811	open / cloud only		n/a
n/a	Service Ticket Intelligence	SCP	n/a		n/a	SAP Leonardo machine learning foundation	8006312	1809

<sup>1</sup>More information about SAP Leonardo machine learning foundation: [Product Description](#), [Product Documentation](#)

\* planned

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# Presentation Materials

Access the slides from 2019 ASUG Annual Conference here:

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# Q&A

For questions after this session, contact us at [email] and [email].

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