SAP Analytics solutions for Planning & Analysis
Product strategy and roadmap
David Williams, Product Marketing, SAP
Session ID #82287
About the Speakers

David Williams

• VP, Product Marketing, Analytics, SAP
• Lead the product marketing team for SAP’s planning & analysis solutions in the Analytics portfolio including SAP Analytics Cloud, SAP BPC, and SAP Profitability and Performance Management
• Relocated to Barcelona for 4 years, now back in Vancouver, Canada
Key Outcomes/Objectives

1. Discover key planning and analysis capabilities
2. Understand SAP’s solutions for planning & analysis
3. See what’s on the horizon
Agenda

• Why invest in planning and analysis applications
• Key planning and analysis capabilities
• SAP solutions for planning and analysis
• Customer success
• Q&A
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Why invest in planning and analysis applications
Planning, budgeting and forecasting are top priorities

**Priority: Manage Business Performance**

<table>
<thead>
<tr>
<th>Initiative</th>
<th>1st Choice</th>
<th>2nd Choice</th>
<th>3rd Choice</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manage forecasting process</td>
<td>24</td>
<td>33</td>
<td>19</td>
<td>77</td>
</tr>
<tr>
<td>Build Operating Budget</td>
<td>19</td>
<td>24</td>
<td>17</td>
<td>60</td>
</tr>
<tr>
<td>Run financial planning</td>
<td>29</td>
<td>9</td>
<td>22</td>
<td>60</td>
</tr>
<tr>
<td>Manage talent setting process</td>
<td>18</td>
<td>19</td>
<td>14</td>
<td>51</td>
</tr>
<tr>
<td>Manage business investments</td>
<td>8</td>
<td>10</td>
<td>15</td>
<td>33</td>
</tr>
<tr>
<td>No current priorities</td>
<td></td>
<td></td>
<td></td>
<td>1</td>
</tr>
</tbody>
</table>

**Percentage of Respondents**


Note: Percentages may not add up to 100% because of rounding.
Many organizations still use spreadsheets

43% of the senior finance executives don’t know how many business critical spreadsheets are in use

48% of participants said that spreadsheets make it difficult to manage the planning processes

Those using specialized applications are much more satisfied

How satisfied are you with your current system and budgeting process?

- **Spreadsheets**
  - Very satisfied: 8%
  - Satisfied: 41%
  - Somewhat dissatisfied: 31%
  - Very dissatisfied: 21%

- **On-premise BPM**
  - Very satisfied: 38%
  - Satisfied: 46%
  - Somewhat dissatisfied: 8%
  - Very dissatisfied: 8%

- **Cloud-based BPM**
  - Very satisfied: 50%
  - Satisfied: 44%
  - Somewhat dissatisfied: 6%
  - Very dissatisfied: 0%

Source: BPM Pulse Survey, BPM Partners, 2018
Key planning and analysis capabilities
Collaborative Enterprise Planning

Link operational and financial planning to improve alignment and performance

Embed within enterprise applications for one source of the truth

Crowdsource plans and budgets across the organization to increase engagement and accuracy
Discover true costs and key drivers of profitability to make better data-driven decisions

Allocate and analyze at a detailed level to calculate profitability by product (sku), customer etc.

Simulate the impact of different strategies to choose the right action to maximize profitability
Bring management meetings to life for greater engagement and accountability.

Gain real-time insight into performance across the business for a complete view of what matters, in the moment.

Tell the story behind the numbers to make insights more relevant and actionable.
Overview of SAP solutions for planning and analysis and roadmap
Planning & Analysis Solutions

- **Plan**
  - SAP Analytics Cloud
  - SAP BPC

- **Analyze**
  - SAP Analytics Cloud
  - SAP Profitability and Performance Management

- **Report**
  - SAP Analytics Cloud

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SAP Digital Boardroom
BI, Planning, and Augmented Analytics all in one simple Cloud

- **Business Intelligence**: Data Preparation, Storytelling
- **Enterprise Planning**: Sharing, Simulation
- **Augmented Analytics**: Forecasting, Automated Insights
- **Application Design**: Custom Apps, SDK Extensions

Digital Boardroom, Mobile, SAP Analytics Hub

SAP Analytics Cloud

- On Premise, Hybrid, Cloud
Analyze, plan, predict, and report all in one place to save time and better support the business.

Discover top influencers of performance without having to look - automatically predict future values to save time and improve results.

Discuss plans in context for increased accountability.

SAP Analytics Cloud
Planning for everyone

Act in the Moment
Continuously Collaborate
Become an Intelligent Enterprise
Financial Planning & Analysis for S/4HANA Cloud
Best in class, BI, Planning, and Predictive Analytics for S/4HANA Cloud

Live connectivity for financial reporting and analysis

Master Data:
- G/L Account
- Company Code
- Cost Center
- Profit Center
- Functional Area
- Trading Partner

Transaction Data:
- Actual G/L activity by period from S/4HANA Cloud and other sources
- Plan/Forecast data from SAP Analytics Cloud

New planning capabilities to support enterprise requirements
Business content delivered by SAP

Line of Business
- Advanced Compliance Reporting
- Business ByDesign (Finance and Procurement)
- Environment, Health and Safety
- Finance
- Finance Contract Accounts (FI-CA)
- Finance – Live based on Semantic Tags
- Financial Consolidation S/4HC (BPE)
- Financial Planning & Analysis S/4HC (BPE)
- FI Operational Expense Planning
- Goods and Services Tax GST Analytics
- Human Resources (SuccessFactors)
- Human Resources Salary Planning
- Marketing
- Manufacturing S/4HC (BPE)
- Procurement
- Procurement S/4HC (BPE)
- Product Cost Planning
- Project and Portfolio Management
- Project Budgeting & Planning S/4HC (BPE)
- Project Staff Planning
- Real Estate
- Sales and Distribution
- Sales Performance and Target Planning (CRM)
- Service Cloud Analytics (CRM)
- Solution Manager: Test Suite Analysis / IT Service Management Analytics
- Trade Management
- Travel & Expense (Concur)
- Vendor Management System (Fieldglass)
- Workforce Planning for S/4HC

Industry
- Banking
- Big Data Margin Assurance (Telco)
- Chemicals
- Consumer Products
- Engineering, Construction & Operations
- Health Care
- Insurance
- Mill Products
- Mining
- Oil & Gas
- Professional Services S/4HC (BPE)
- Public Sector
- Public Services: Higher Education and Research
- Retail (BPE)
- Retail (Model Company: Core Retail and Fashion)
- Rural Sourcing Management
- Utilities

Packages that include Planning:
- Finance
- Financial Planning & Analysis S/4HC (BPE)
- FI Operational Expense Planning
- Human Resources Salary Planning
- Product Cost Planning
- Project Budgeting & Planning S/4HC (BPE)
- Project Staff Planning
- Sales Performance and Target Planning (CRM)
- Travel & Expense (Budget Planning)
- Workforce Planning for S/4HC (BPE)

Further information can be found in the following blog
https://www.sapanalytics.cloud/learning/business-content/
### Data Entry
- Spreading/copy on local currency
- Cell comments on local currency
- Custom member order

### Data Actions
- Cross model data copy

### Advanced Formulas
- Multi-version support
- Delete data

### Calendar | Input Task
- Calendar home screen tile

### Allocations
- Keep source overwrite target

### Hybrid
- BPC standard integration enhancements

### Table
- New line
- Reason for non-input enabled cells

**Delivered in Q1 2019**

### Data Entry/Table
- Cell comments on private versions
- Display single unbooked combination
- Enhanced rolling forecast layout
- Improved version handling
- Mass Data Entry mode as default
- Copy and paste on restricted measures
- Export to Excel

### Data Actions
- Cross model copy of calculated members
- Set target currency

### Advanced Formulas
- Cross model referencing
- Support for attribute values in calculations
- Visual formulas

### Calendar | Input Task
- Establish reviewer chain
- Remove assignees
- Recurrence of planning processes

### Allocations
- Allocation across accounts

### Hybrid
- Run BPC Embedded planning sequence
- Mass Data Entry for BPC Embedded
- IBP Integration (Import into SAC)
- Support for unbooked cells in AO

### Q2/2019

### Data Entry/Table
- Parent level data entry & storage
- Characteristic derivation/relationship
- Smart Insights Table
- Context menu

### Data Actions
- Prompting & variable support
- Trigger & event based execution
- Allocation execution
- Post execution actions
- Traceability support

### Advanced Formulas
- Calculated member support
- Hierarchy navigation
- Time & currency calculations
- Support Function Library

### Calendar | Input Task
- Data Locking integration
- Team assignments
- Set task & process dependencies
- Context assignment

### Hybrid
- Execution of Data Actions in AO
- Support for SAC Live Connection HANA and BW in AO
- Microsoft 365 Office client
- IBP Integration (Import/Export)

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New Visual Formulas
Make advanced enterprise planning universal

Allow everyone to create complex calculations
Create advanced formulas with no prior knowledge

Accelerate your enterprise planning process
Build complex calculations quickly with a click of a mouse

Freedom to choose visual or script view
Fine tune calculations with the visual editor or script
SAP BPC
The world’s most widely deployed on-premise planning and consolidation application

Increase organizational agility
Run multiple what-if scenarios in real time and automate calculations, allocations, and manual processes for shorter cycle times

Improve accuracy of plans and financial reporting
Utilize a centralized data store instead of standalone spreadsheets for a single version of the truth

Plan and consolidate in a single app built for finance
Reduce cost of ownership with a single platform for planning and consolidation, with real time insights from SAP S/4HANA and SAP BW/4HANA
SAP Business Planning and Consolidation, versions for SAP NetWeaver (including for SAP S/4HANA) and SAP BW/4HANA

Product road map overview – Key innovations

Technical
- Conversion support BPC NW to BPC 11.0 on BW/4HANA platform
- Performance optimization BPC Embedded Consolidations (S/4HANA)

Usability
- Dimension maintenance and BPF enhancements
- New Comment functionality for embedded model with AO integration
- Master Data Planning enhancements for Embedded Model
- Analysis for Office enhancements including file upload support, enhanced SAPGetData, and query catalog search

Compliance
- GDPR Compliance

Platform Support
- Support for BW/4HANA 2.0 and extended maintenance with BPC 11.1
- Maintain compatibility with current tools and platforms

Functionality (embedded model)
- Support of Planning Functions in BW Modelling Tools
- Planning on Standard like aDSO
- Neglect Data Slices Setting for Planning Sequences
- Trigger Process Chain through new Planning Function Type
- Improved support for key figures of type INT8 and FLOAT in PAK
- Support ATRV on HANA view
- Support FOX with zero Records
- Improvements for Data Slice Exit based on BRF+

Functionality
- Incremental Enhancements based on customer feedback

Usability enhancements

Legal Compliance

1. This is the current state of planning and may be changed by SAP at any time.
SAP BPC live Connection from SAP Analytics Cloud
SAP Business Planning and Consolidation, versions for SAP NetWeaver (including for SAP S/4HANA) and SAP BW/4HANA

Product road map overview – Key innovations

<table>
<thead>
<tr>
<th>Recent innovations</th>
<th>2019 – Planned innovations¹</th>
<th>2020 – Product direction¹</th>
<th>2021 – Product vision¹</th>
</tr>
</thead>
</table>

**SAP Analytics Cloud Integration**
- Integration between BPC embedded and SAP Analytics Cloud models
- Fiscal year alignment with BPC model
- Data integration with BPC standard based on the modern data integration technology of SAC
- Fiori UX theme alignment between BPC and SAC

**SAP Analytics Cloud Integration**
- Bi-directional data transformation for standard models
- SSO authentication between BPC and SAC
- Scalability improvements
- Enhanced integration with BPC Embedded including triggering of planning sequences and support for comments

**Unified user experience between SAP Analytics Cloud and BPC.**
- Seamless planning process integration harmonizing the business user experience across cloud and on-premise
- Leverage smart data analysis capabilities on BPC data across the entire data flow

**Continued delivery of complementary and new innovation through integration with SAP Analytics Cloud**
- Maintain enhancements in underlying platforms to drive continuous improvements

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SAP Digital Boardroom
Bring performance metrics and meetings to life

**Gain live insight into performance across the business**
Measure and manage what matters, with real-time financial and operational metrics all in one place

**Take action in the moment**
Bring remote teams directly into meetings and capture action items in context for greater accountability

**Look forward to capitalize on new opportunities**
Answer ad hoc questions on-the-fly and simulate the impact of potential decisions
SAP Digital Boardroom
Product road map overview – Key innovations

<table>
<thead>
<tr>
<th>Recent innovations</th>
<th>Planned Q1/2019¹</th>
<th>Planned Q2/2019¹</th>
<th>Future Direction</th>
</tr>
</thead>
<tbody>
<tr>
<td>– Share insights across geographic locations</td>
<td>– Edge browser support for design-time</td>
<td>– Support filtering across child topics</td>
<td>– Bookmarking and favorite topics</td>
</tr>
<tr>
<td>– Collaborative markup features</td>
<td>– Continued performance improvements</td>
<td>– Content suggestions for users based on viewing patterns</td>
<td>– Search to Insight integration</td>
</tr>
<tr>
<td>– Cross platform sharing: tablets, phones, Webex boards</td>
<td></td>
<td>– Insight to Action via Ruum integration</td>
<td>– Presenter notes, e-mail sharing</td>
</tr>
<tr>
<td>– Cisco Webex Board compatibility</td>
<td></td>
<td>– PDF export</td>
<td>– Microsoft Surface Hub 2 support</td>
</tr>
<tr>
<td></td>
<td></td>
<td>– Improved filter experience</td>
<td>– New filter experience when presenting</td>
</tr>
<tr>
<td></td>
<td></td>
<td>– Detailed filter information widget</td>
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</tr>
</tbody>
</table>

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SAP Profitability and Performance Management*
Powerful insights to sources of organizational profitability

**Provide the business with flexible profitability models for better decisions**
Manage and measure profitability across multiple industries, accessing multiple allocation methods, including support for funds-transfer pricing

**Quickly allocate and analyze cost and profitability data at a granular level for quick business reactions**
Access superfast processing times through the SAP HANA platform, running calculations on any size data model without data replication

**Extend profit insights**
Augment profit insights through deep integration with SAP BPC and optimization for SAP S/4HANA

*formerly known as SAP Performance Management for Financial Services*
SAP Profitability and Performance Management
One application for multiple use cases

**Business and financial modeling**
High-speed processing and analysis of big data volumes providing traceability and what-if simulation capabilities

**Profitability and cost management**
Optimize profitability and cost on product & service, channel and customer level

**Agile plan and forecast modeling**
Run sophisticated driver-based, predictive and stochastic models based on BPC and SAP Analytics Cloud

**IT cost management**
IT cost transparency, financial management and automated bill of IT

**Intercompany transfer pricing**
Tax compliant revenue and cost transfer for intermediates, licenses, services and products between legal entities (OECD Transfer Price Guidelines)

**Allocation simulations**
Run simulations based on S/4HANA and ERP allocation rules and data

**Value chain sustainability management**
Lifecycle assessment for social and environmental impact of products and services

**Funds and liquidity transfer pricing**
Rate modeling, cashflow dynamics, funds and liquidity transfer pricing

**Product and price Forecast**
Forecast and optimization of product profitability
# SAP Profitability and Performance Management

## Product road map overview – Key innovations

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</thead>
</table>
<br>

### Functionality
- Value and cost flow visualizations
- Estimated cash flow processing for accounting
- SAP Fiori user experience improvements

### Integration
- Allocation simulation in SAP Profitability and Performance Management with rules and data of SAP S/4HANA for most common SAP S/4HANA allocations

### Sample content
- Value chain sustainability management
- Extended global transfer pricing and product costing content
- Allocation simulation
- Profitability and cost management for further industries such as consumer products, high tech, airlines, telecommunications, travel and transportation, chemicals, life sciences

### Functionality
- Alternative graphical modeling UI
- Graphical value chain visualizations
- Support for CDS-based input/output models
- AI-powered forecast and planning, allocation (linear regression), unassigned items management, cost driver recognition
- GitHub integration
- Amazon and Azure cloud connector for detailed billing information

### Integration
- Integrated scenarios with SAP Analytics Cloud for BI and simulation
- Integrated scenarios with SAP C/4HANA such as preliminary costing and pricing

### Sample content
- AI extension of agile planning and forecast modeling, and profitability and cost management
- Extension of tax content
- Further extensions of use cases for different industries

### Fixed content
- Information exchange service across value chain for product sustainability
- Cost simulation on SAP S/4HANA

### Integration
- Deployment on SAP Cloud Platform
- Integrated scenarios with SAP Analytics Cloud for planning
- Integrated scenarios with SAP Ariba, SAP Concur, and SAP SuccessFactors solutions
- Further AI-powered use cases

**Sample content**
- Further extensions of use cases for different industries

**Fixed content**
- Further integrated scenarios with SAP S/4HANA

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Customer success
Pratt Industries Inc
Turning Accounts Receivable Data into a Strategic Business Asset

Pratt – the world’s largest, privately held, 100% recycled paper and packaging company – wanted to automate its inefficient accounts receivable system. Having implemented the SAP® Analytics Cloud solution with VantagePoint, it now has prompt, accurate data that adds true value to its business.

Before: Challenges and Opportunities
• Migrate from a spreadsheet-based accounts receivable reporting system to a scalable and timely model
• Create a single source for up-to-date accounts-receivable transaction data that reflects all recent transactions
• Obtain reliable reporting and exception-based analysis and forecasting functionality with drill-down capabilities
• Improve management of past dues and the time-consuming, complex, cash-target-forecasts process

Why SAP and VantagePoint
• SAP Analytics Cloud solution for automatic data feeds as well as compatibility with SAP ERP Central Component and the SAP Business Warehouse and SAP Business Planning and Consolidation applications
• Cloud environment reducing the need for in-house IT resources
• Easy-to-use yet powerful solution with simple, quick visualization and personalized dashboards
• Ability to offer self-service, on-demand reporting

After: Value-Driven Results
• Enhanced forecasting capability, with quality data available for the treasury cash forecasting team
• Better business cash flow thanks to sales teams’ new understanding of the impact of payment terms
• Improved decision-making, with the ability to quickly visualize and compare financial statistics
• Eliminated past-due receivables equivalent to the cost to build another plant

“The excellent SAP Analytics Cloud solution supports our mission to be the best vertically integrated paper, packaging, and resource recovery company in the western hemisphere.”

Stephen Filreis, SAP Program Management Office, Pratt Industries Inc.
Eastman Chemical

Evaluating Digital Transformation with SAP® Digital Boardroom and SAP S/4HANA®

Objectives
- Provide visibility to the entire management team around the same set of data and reliable information for one version of the truth
- Operationalize the company strategy, its components, and results
- Use a dashboard to track the company's digital strategy progress
- Interact with data, take advantage of "what if" capabilities, and make decisions based on visualized potential results

Why SAP
- Longtime user of SAP® solutions
- Ability to achieve full visibility of global inventory and various components and activities while supporting the digital transformation journey

Resolution
- Execute a digital transformation strategy with analytics incorporated into transactional processes in SAP S/4HANA®
- Provide business leaders with access to the SAP Digital Boardroom experience to successfully complete the digital transformation journey

Expected benefits
- Monitor the progress in executing the company's strategy and be able to address any issues by responding and making decisions in the moment
- Respond to current customers’ needs by being more proactive and agile
- Meet the expectations of shareholders and the management team for revenue generation, growth, and to anticipate the needs of customers
- Give executive team members the ability to see a complete strategy, with its various components on a dashboard showing performance indicators
- Analyze lack of performance in any area and take action

"SAP Digital Boardroom helps your executive team or board see the real results of your strategy and quickly see where you are on that journey. There is no room for diverse interpretation; results are based on tangible evidence, real-time information, and a single source of data.”

Keith Sturgill, Vice President and CIO, Eastman Chemical Company
Explore collaborative enterprise planning

www.sap.com/enterprise-planning

Explore financial planning and analysis software

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Presentation Materials

Access the slides from 2019 ASUG Annual Conference here:

http://info.asug.com/2019-ac-slides
Q&A

For questions after this session, contact me at david.williams@sap.com
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