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

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Agenda

- Why invest in planning and analysis applications

- Key planning and analysis capabilities

- SAP solutions for planning and analysis
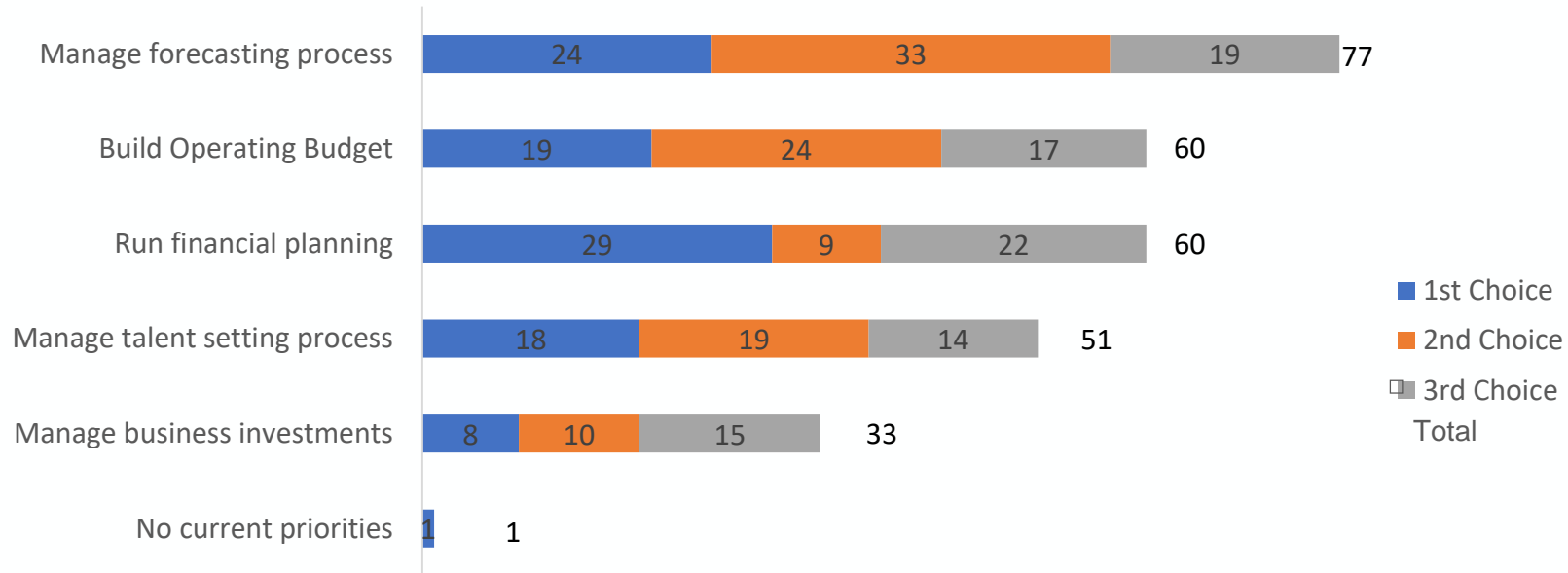
- Customer success

- Q&A

Legal Disclaimer

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Why invest in planning and analysis applications

Planning, budgeting and forecasting are top priorities

Priority: Manage Business Performance

Gartner

	1st Choice	2nd Choice	3rd Choice	Total
Manage forecasting process	24	33	19	77
Build Operating Budget	19	24	17	60
Run financial planning	29	9	22	60
Manage talent setting process	18	19	14	51
Manage business investments	8	10	15	33
No current priorities	1			1

Percentage of Respondents

Top 3 Ranking
Base: Area is top 3 priority, n = 78
Q2: You indicated "Manage business performance" as a top priority. What are your top 3 initiatives within this category?

Data taken from the "Garter for Finance Leaders: Priorities Assessment," March 2018.
Note: Percentages may not add up to 100% because of rounding.

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Many organizations still use spreadsheets
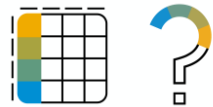
43% of the senior finance executives don't know how many business critical spreadsheets are in use

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

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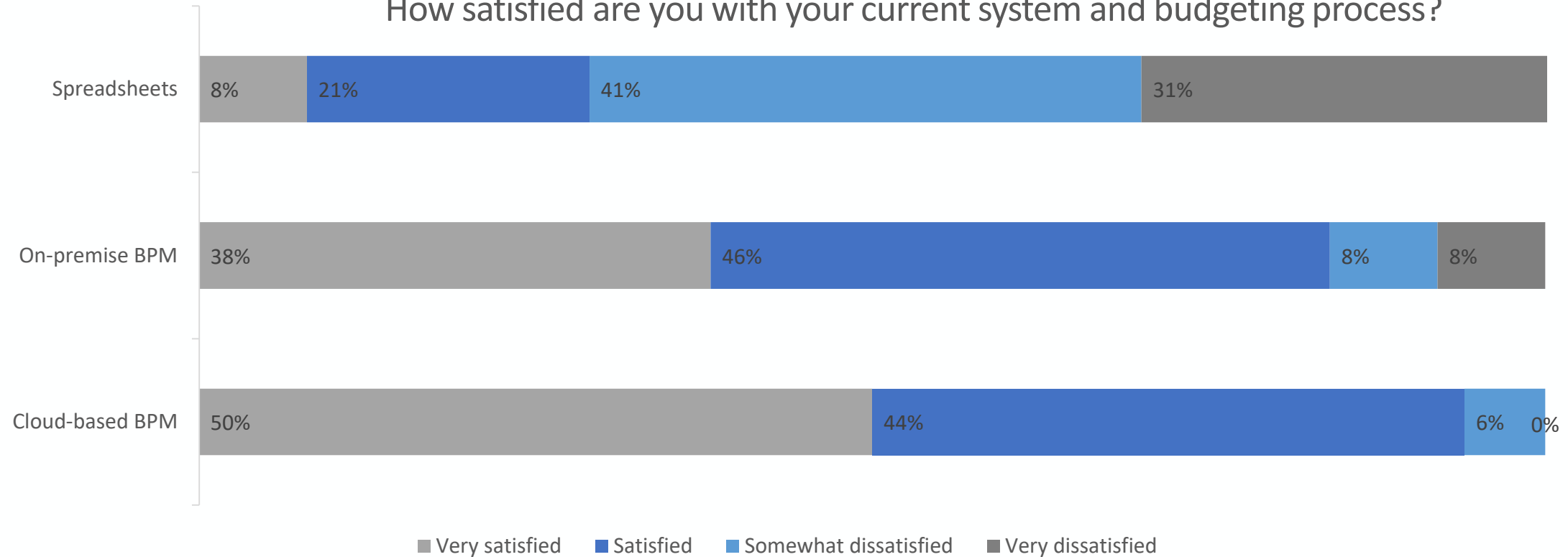
Key planning and analysis capabilities

Collaborative Enterprise Planning

Marketing

Sales

**Strategic &
Financial Plans**

IT

Supply Chain

Human Resources

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

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Profitability Modeling and Optimization
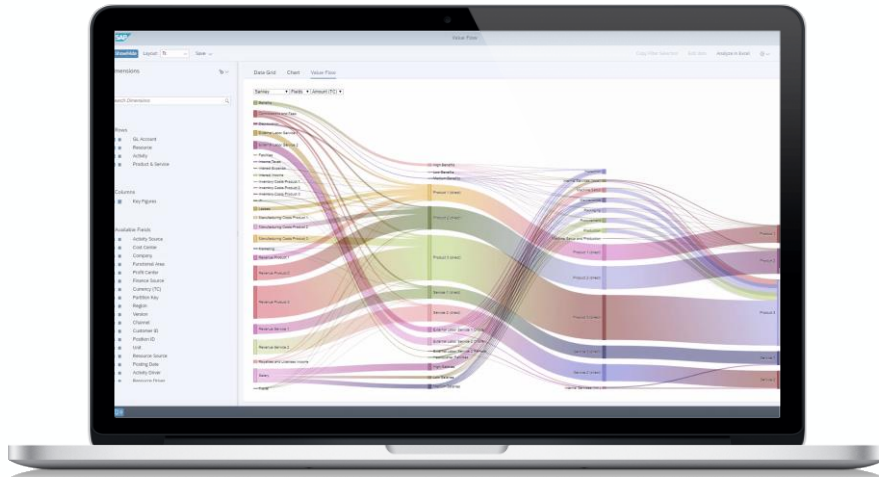
Discover true costs and key drivers of profitability
to make better data-driven decisions

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

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Performance Reporting
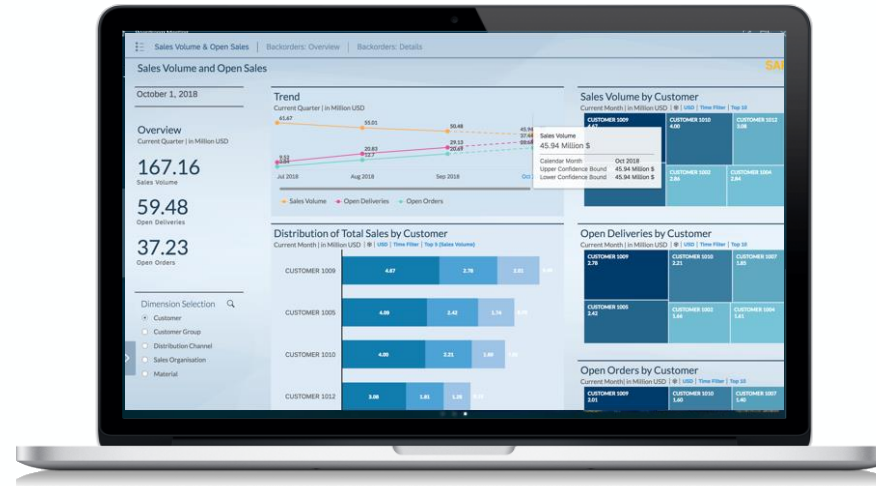
Bring management meetings to life
for greater engagement and accountability

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

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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

SAP Digital Boardroom

BI, Planning, and Augmented Analytics all in one simple Cloud

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

Digital Boardroom   Mobile   SAP Analytics Hub

SAP Analytics Cloud

On Premise   **Hybrid**   **Cloud**

SAP Analytics Cloud
Planning for everyone

Act in the Moment

Analyze, plan, predict, and report all in one place to save time and better support the business

Continuously Collaborate

Discuss plans in context for increased accountability

Become an Intelligent Enterprise

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

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

New planning capabilities to support enterprise requirements

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

S4/HANA Cloud

SAP Analytics Cloud
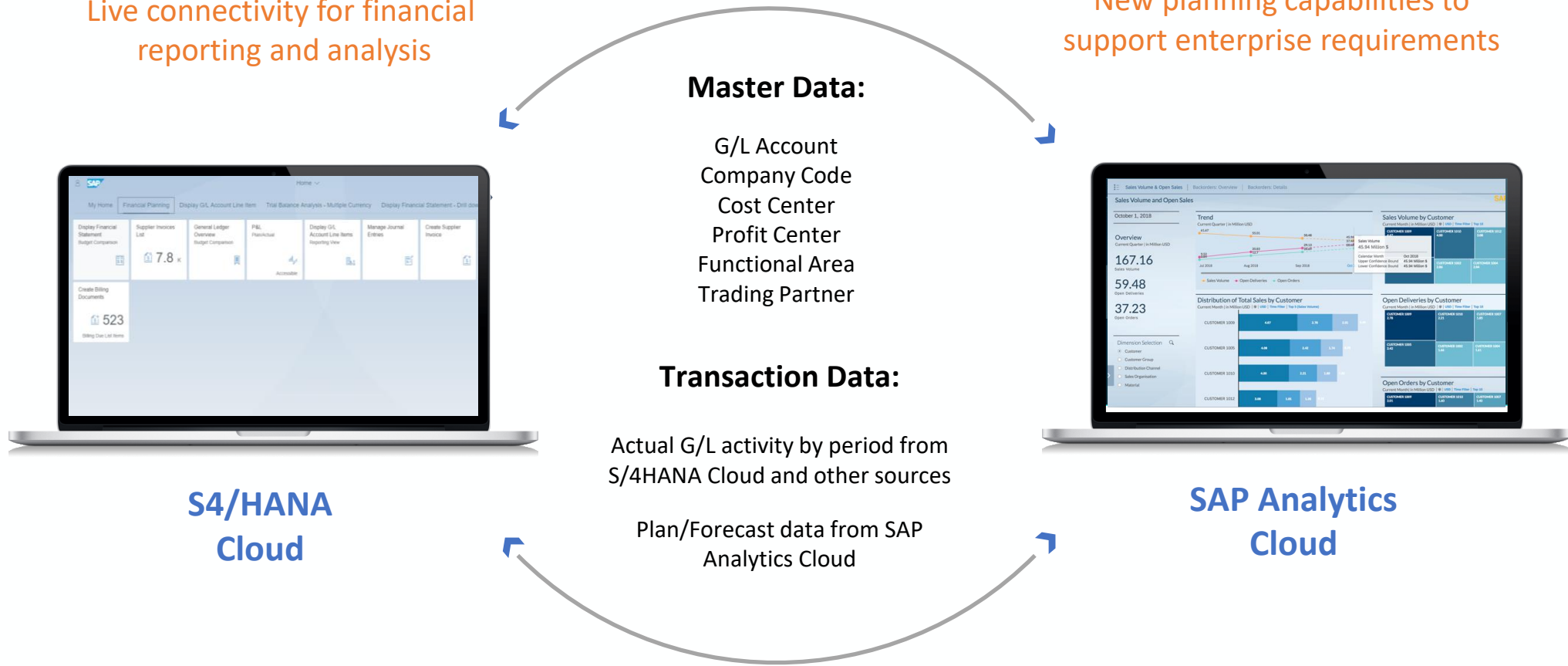
Business content delivered by SAP

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)

SAP® Analytics Cloud content

Further information can be found in the following blog
https://www.sapanalytics.cloud/learning/business-content/

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SAP Analytics Cloud for Planning

Product roadmap* overview – Key innovations

Q1/2019	Q2/2019	Future Direction

Q1/2019

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

Q2/2019

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

Future Direction

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)

*This is the current state of planning and may be changed by SAP at any time.

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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

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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
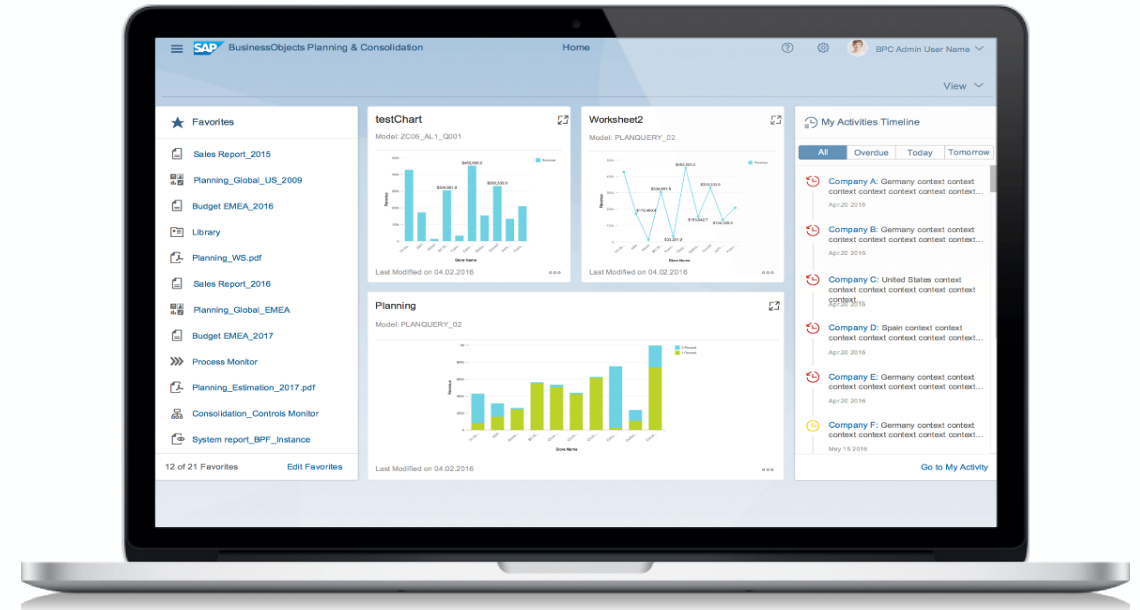
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SAP Business Planning and Consolidation, versions for SAP NetWeaver (including for SAP S/4HANA) and SAP BW/4HANA

Product road map overview – Key innovations

Recent innovations	2019 – Planned innovations[1]	2020 – Product direction[1]	2021 – Product vision[1]

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

Continued delivery of complementary and new innovation through integration with SAP Analytics Cloud

Maintain enhancements in underlying platforms to drive continuous improvements

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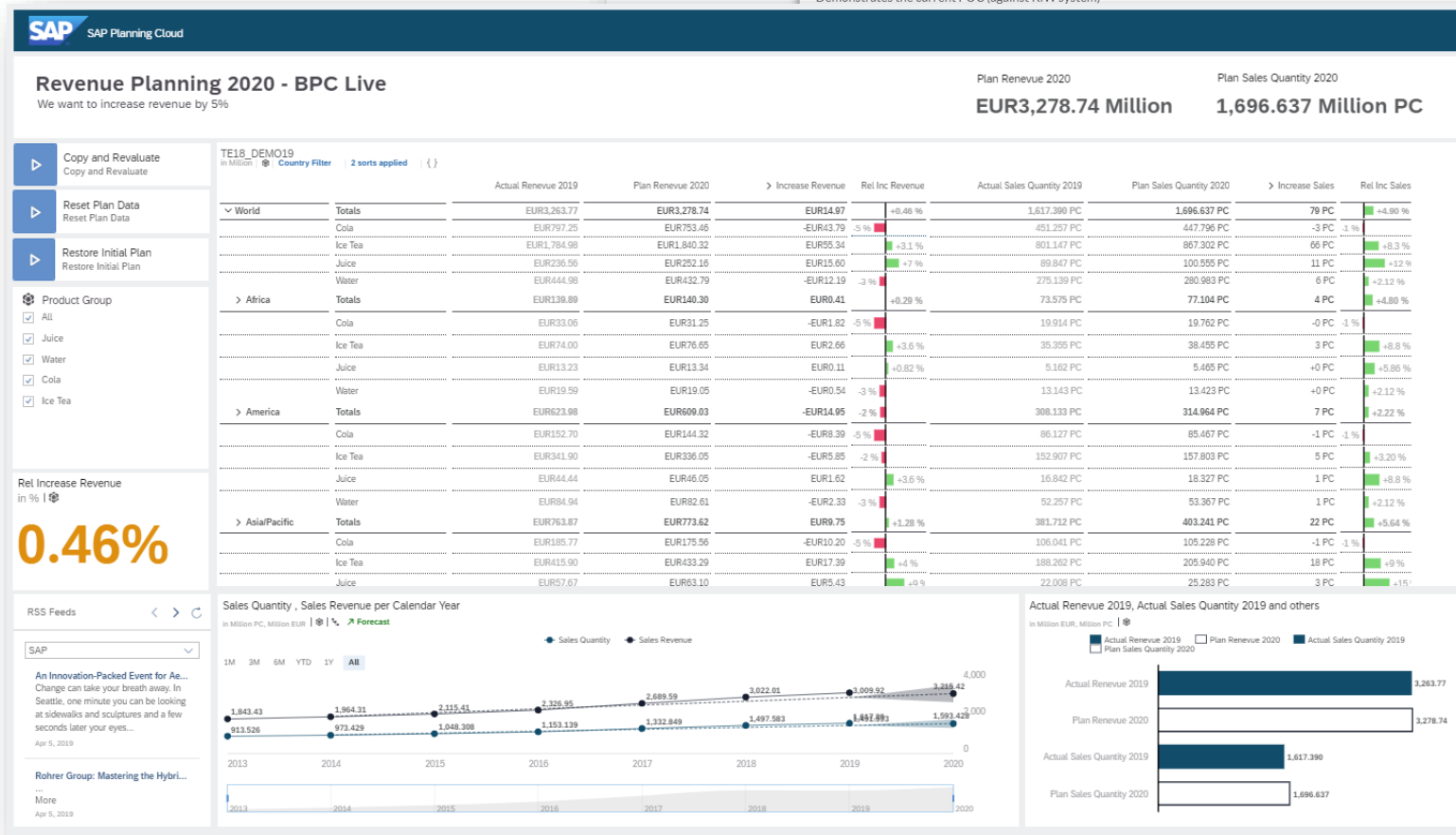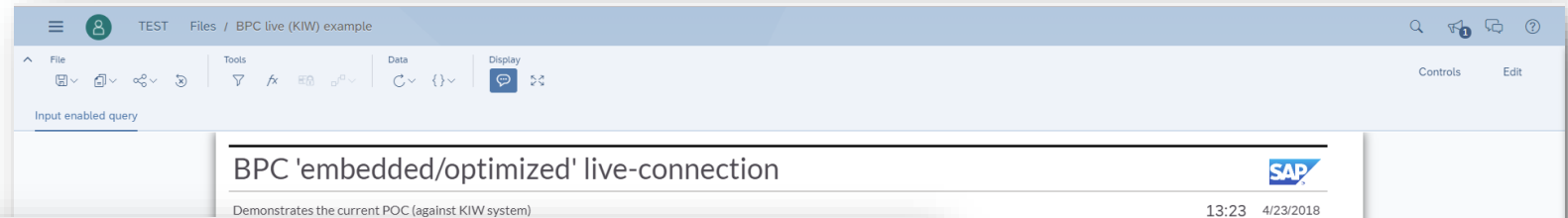
Maintain enhancements in underlying platforms to drive continuous improvements

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SAP 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

Recent innovations	2019 – Planned innovations[1]	2020 – Product direction[1]	2021 – Product vision[1]

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

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

Take action in the moment

Bring remote teams directly into meetings and capture action items in context for greater accountability

Gain live insight into performance across the business

Measure and manage what matters, with real-time financial and operational metrics all in one place

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
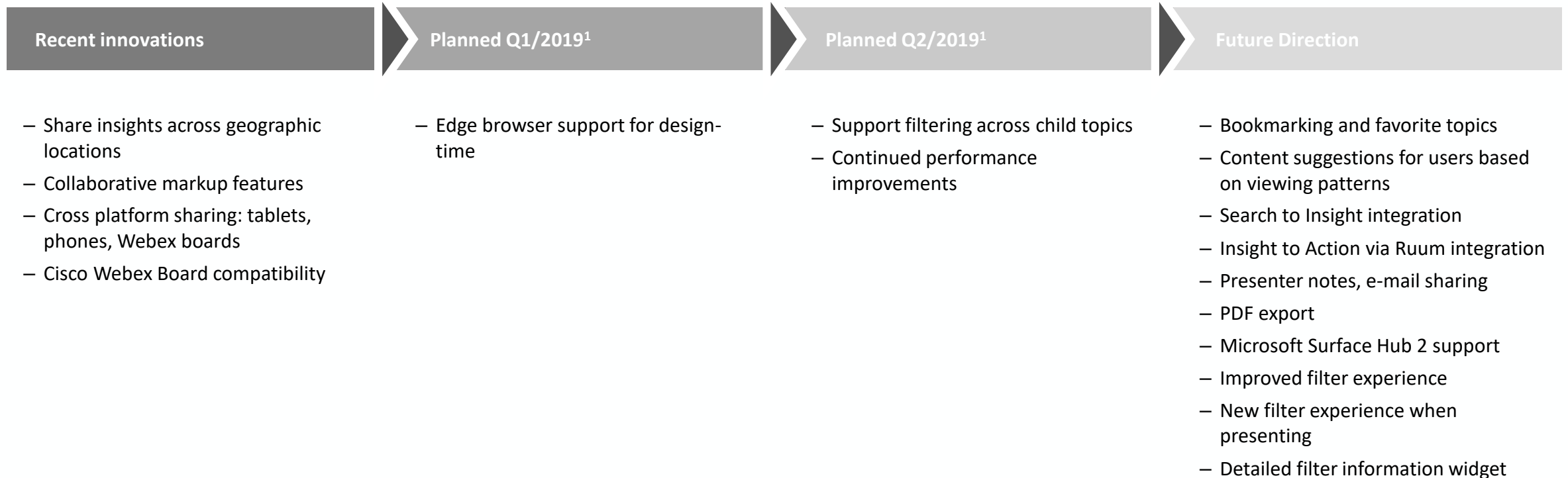
Recent innovations	Planned Q1/2019[1]	Planned Q2/2019[1]	Future Direction

Recent innovations

- Share insights across geographic locations
- Collaborative markup features
- Cross platform sharing: tablets, phones, Webex boards
- Cisco Webex Board compatibility

Planned Q1/2019[1]

- Edge browser support for design-time

Planned Q2/2019[1]

- Support filtering across child topics
- Continued performance improvements

Future Direction

- Bookmarking and favorite topics
- Content suggestions for users based on viewing patterns
- Search to Insight integration
- Insight to Action via Ruum integration
- Presenter notes, e-mail sharing
- PDF export
- Microsoft Surface Hub 2 support
- Improved filter experience
- New filter experience when presenting
- Detailed filter information widget

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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
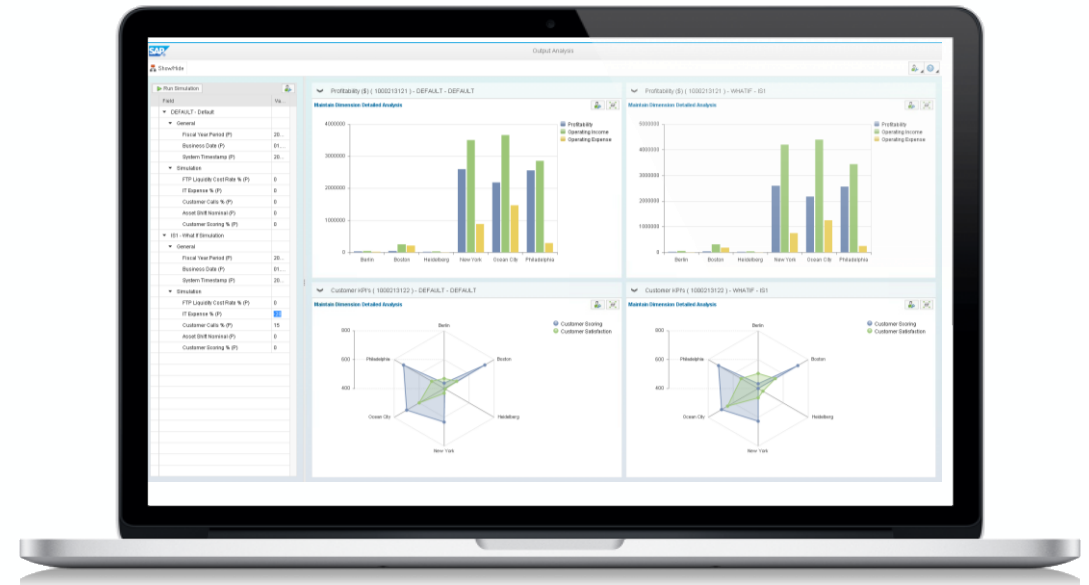
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SAP Profitability and Performance Management
One application for multiple use cases

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

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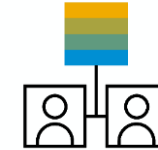Optimize profitability and cost on product & service, channel and customer level

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

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SAP Profitability and Performance Management
Product road map overview – Key innovations

Recent innovations	2019 – Planned innovations[1]	2020 – Product direction[1]	2021 – Product vision[1]

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
– 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

Integration
– Deployment on SAP Cloud Platform

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Customer success

Pratt Industries Inc

Turning Accounts Receivable Data into a Strategic Business Asset

Pratt Industries Inc.
Conyers, Georgia
www.prattindustries.com

Industry
Mill products

Products and Services
Manufacture of corrugated packaging, recycled paper, and recycled packaging

Employees
>7,000

Revenue
US$2.5 billion

SAP® Solutions
SAP® Analytics Cloud solution and the SAP Business Planning and Consolidation application

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.

Featured Partner

VANTAGE POINT
Financial Intelligence. Empowered.

<1 day

To complete the cash targeting forecast, down from a "best guess"

Immediate

Input of data as it is sourced

Improved

Days sales outstanding and past-due management

Eastman Chemical

EASTMAN

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

Company
Eastman Chemical Company

Headquarters
Kingsport, Tennessee

Industry
Chemicals

Products and Services
Global manufacture and sale of chemicals, fibers, and plastics

Employees
15,000

Revenue
US$9.6 billion

Web Site
www.eastman.com

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

One
Version of the truth across the management team

Real-time
Visibility of business performance and business strategy for immediate action when needed

Improved
Ability to predict future customer needs and new markets based on what-if analysis

SAP

"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

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Explore collaborative enterprise planning

www.sap.com/enterprise-planning

Explore financial planning and analysis software

https://www.sap.com/products/financial-management/financial-planning-analysis-fpa.html

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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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