



Innovating the UX of the Intelligent Suite

SAP S/4HANA and SAP C/4HANA

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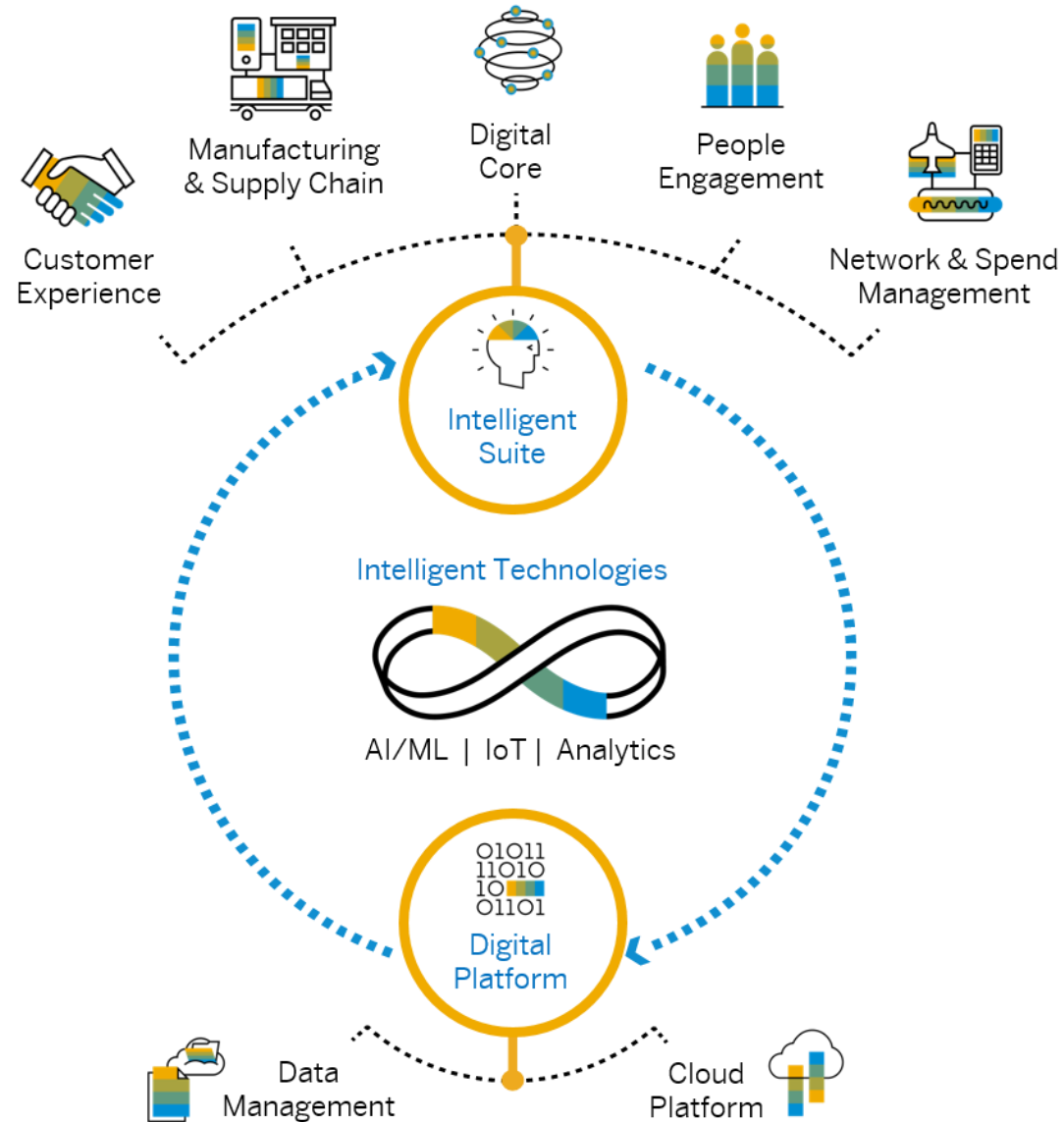
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The Intelligent Enterprise Framework



THE INTELLIGENT ENTERPRISE features **3 KEY COMPONENTS**:

- 1 Intelligent Suite
- 2 Digital Platform
- 3 Intelligent Technologies

The Intelligent Suite

Delivering on the promise of integration and beyond

1. Out-of-the-box integration

leveraging SAP Cloud Platform, the SAP Analytics Cloud solution, and a common data foundation with SAP HANA and SAP Data Hub

2. Consistent, best-in-class UX

standardized on SAP Fiori design with focus on best-in-class multi-device, multi-sensory, assisted experience

3. Modular

making it easy to consume and cost-effective to operate.

4. Easy to extend

allowing customers and partners to customize solutions quickly

5. Intelligence Embedded

in the applications making the workflows smarter.



The Intelligent Suite is not a
new product

The Intelligent Suite is a
new integrated experience

SAP Fiori design system

DESIGN



Role-based

Designed for you, your needs, and how you work



Adaptive

Adapts to multiple use cases and devices



Simple

Only what is necessary



Coherent

Provides one fluid, intuitive experience



Delightful

Makes an emotional connection

TECHNOLOGY



SAPUI5



iOS



Android

Other
Technologies

SAP Fiori 3 is SAP's new target design, which evolves the SAP Fiori design language for all SAP products to fully support the Intelligent Suite.

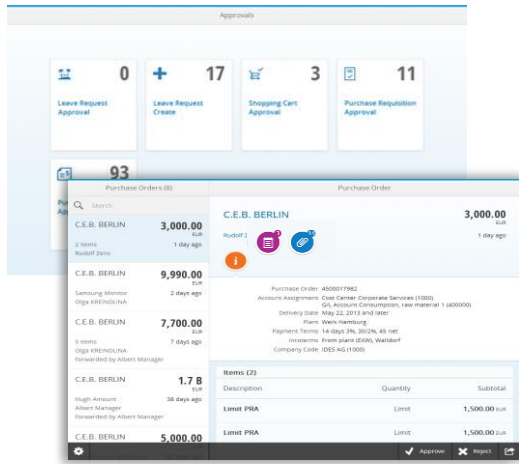
Flexible, simple and convenient, with machine intelligence guiding the user to make their work easier



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The Evolution of SAP Fiori

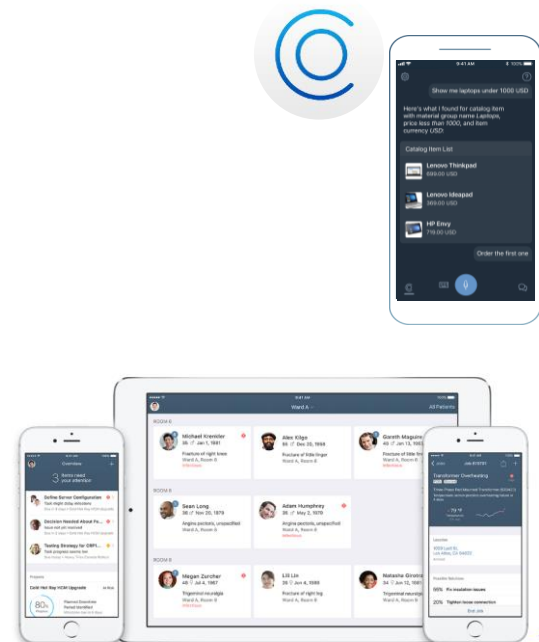
Planned innovations



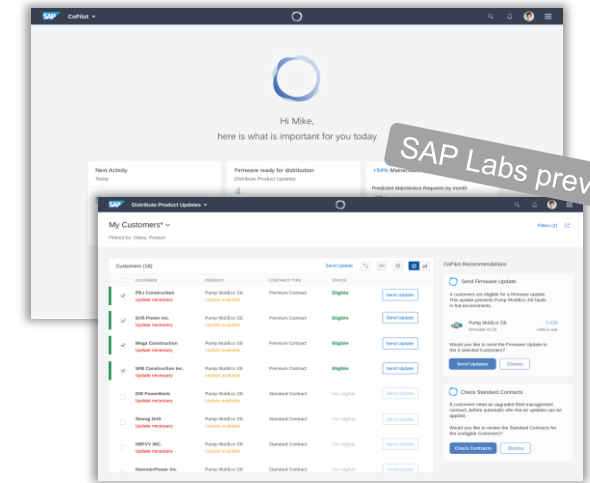
SAP Fiori 2013



SAP Fiori 2.0 2016



Conversational with SAP CoPilot
Mobile iOS & Android



SAP Fiori 3

Consistent Intelligent Integrated

Casual User Self Services

Power User

This is the current state of planning and may be changed by SAP at any time without notice.

SAP wants your experience to be

CONSISTENT

INTELLIGENT

INTEGRATED

SAP Fiori 3 user experience

CONSISTENT

- A harmonized look and feel across products

INTELLIGENT

- Embedded intelligent user guidance – via machine learning and/or rule-based
- Dynamic content on home pages pushes time-critical content, so users know what needs their attention now
- Digital assistant

INTEGRATED

- Content from different products on one screen
- One digital assistant for all products
- Notifications across devices, from multiple products

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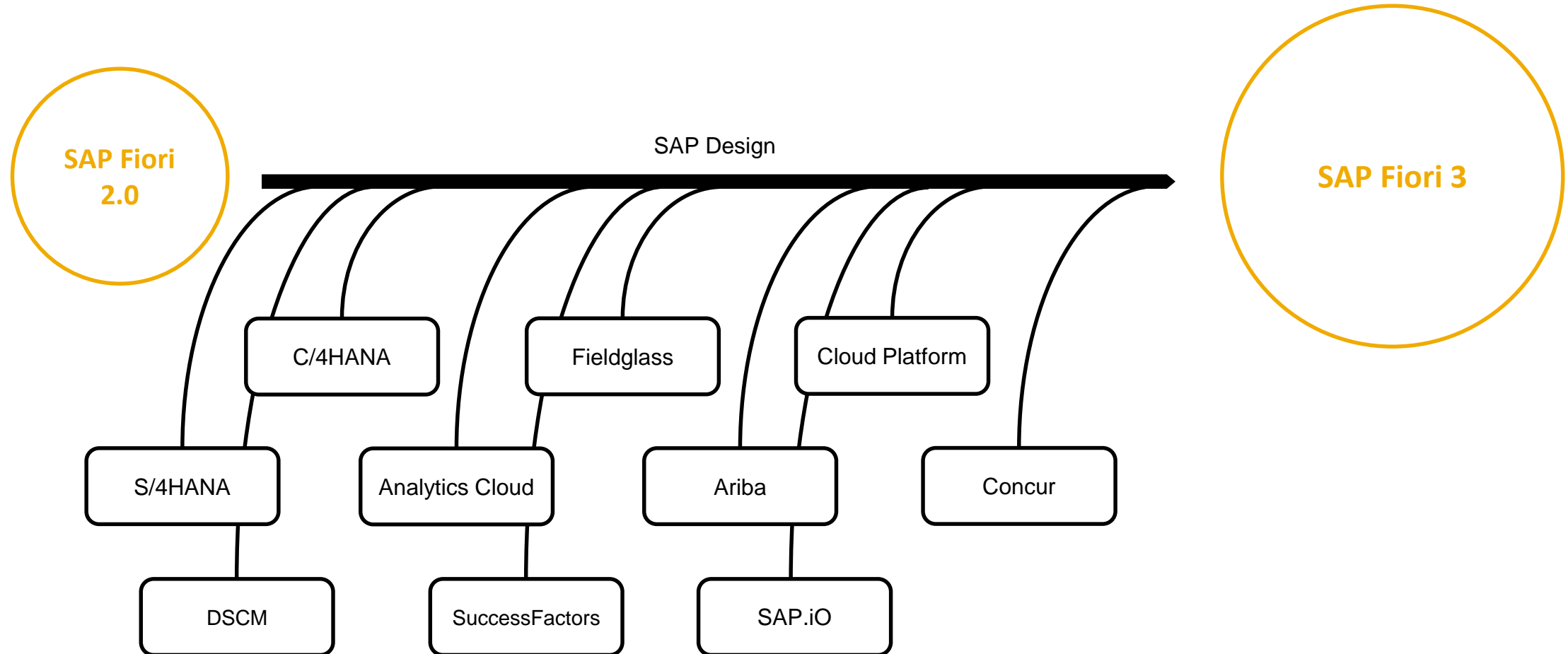
SAP wants your experience to be

CONSISTENT

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SAP Fiori 3 Co-Definition



SAP Fiori 3 Harmonized Design

Aligned color set

e.g. brand color, interaction color, semantic colors, major accent colors

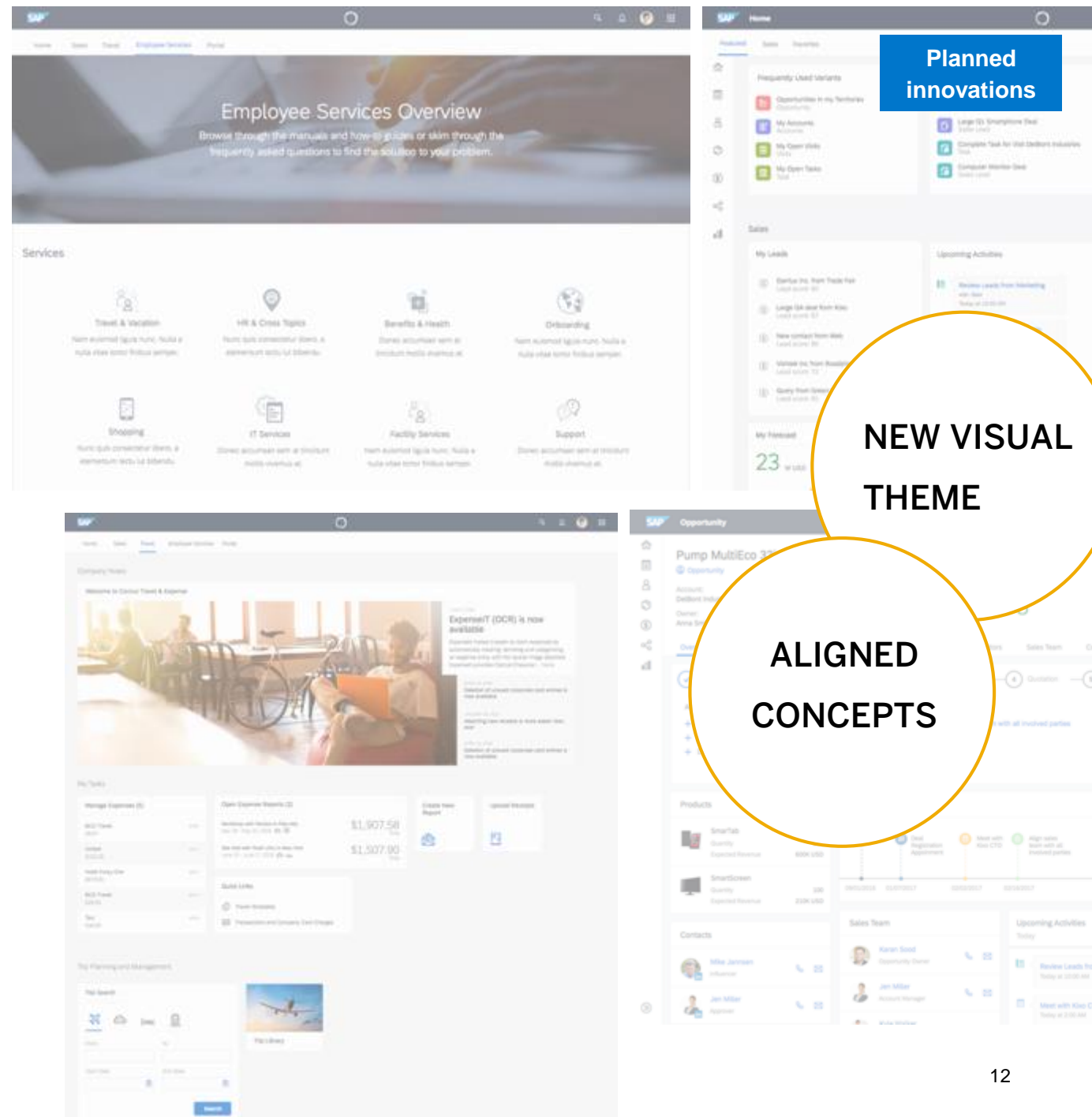
'72' typeface & typography & core icon set

Most used control icons such as 'create' 'delete', 'share', 'group', 'sort', etc.

Aligned Motion Design & Branded Moments

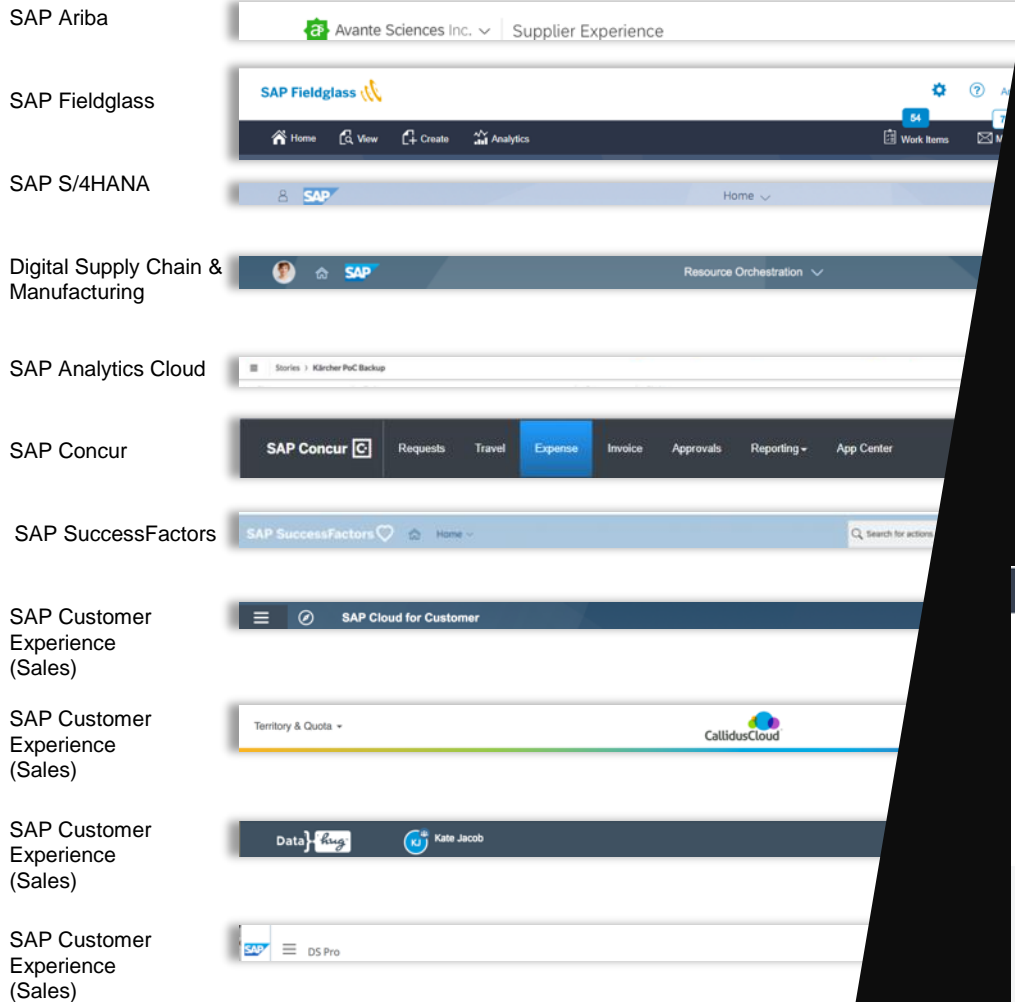
One common shell bar

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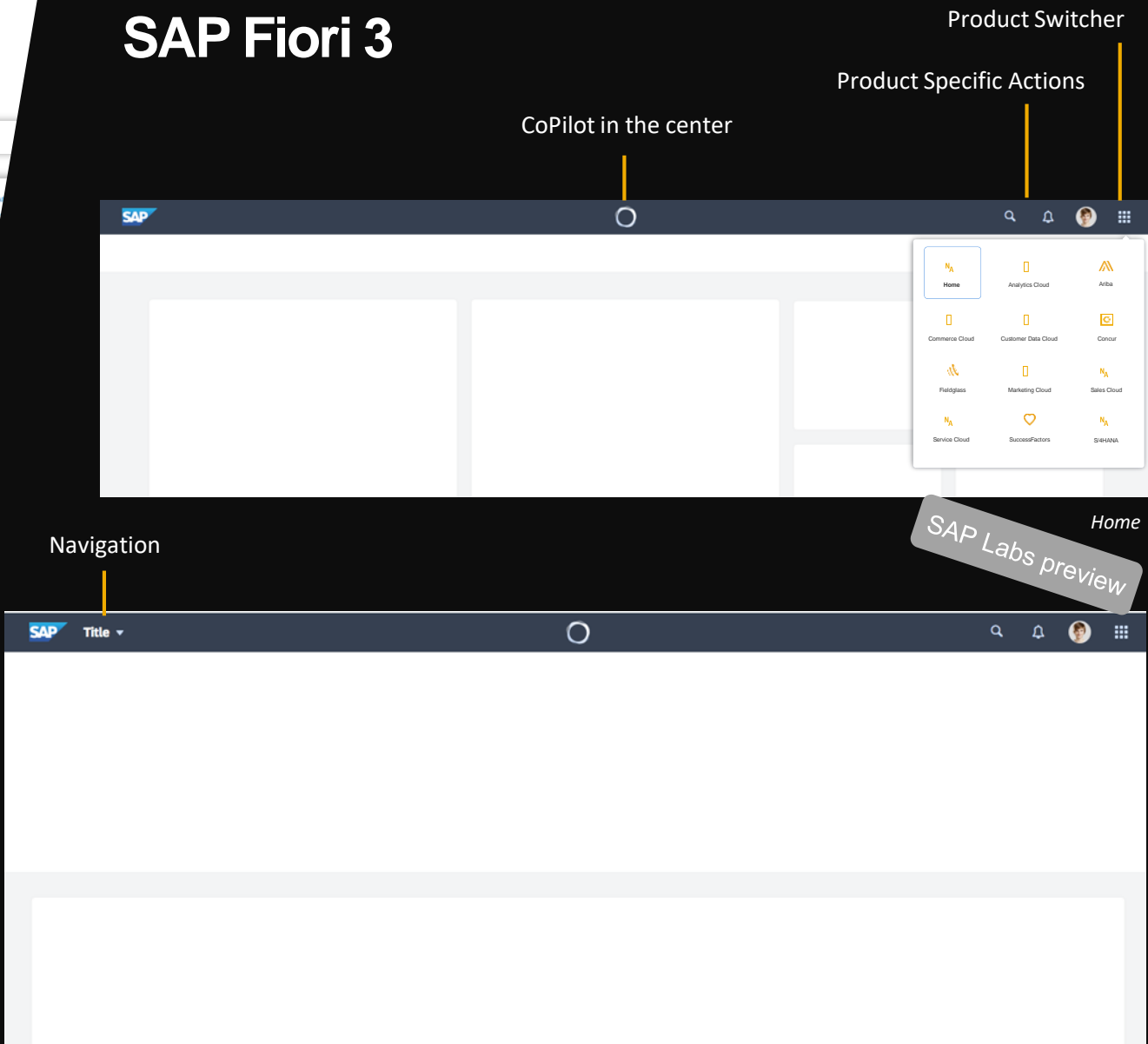


UX Consistency

Current Shell Designs



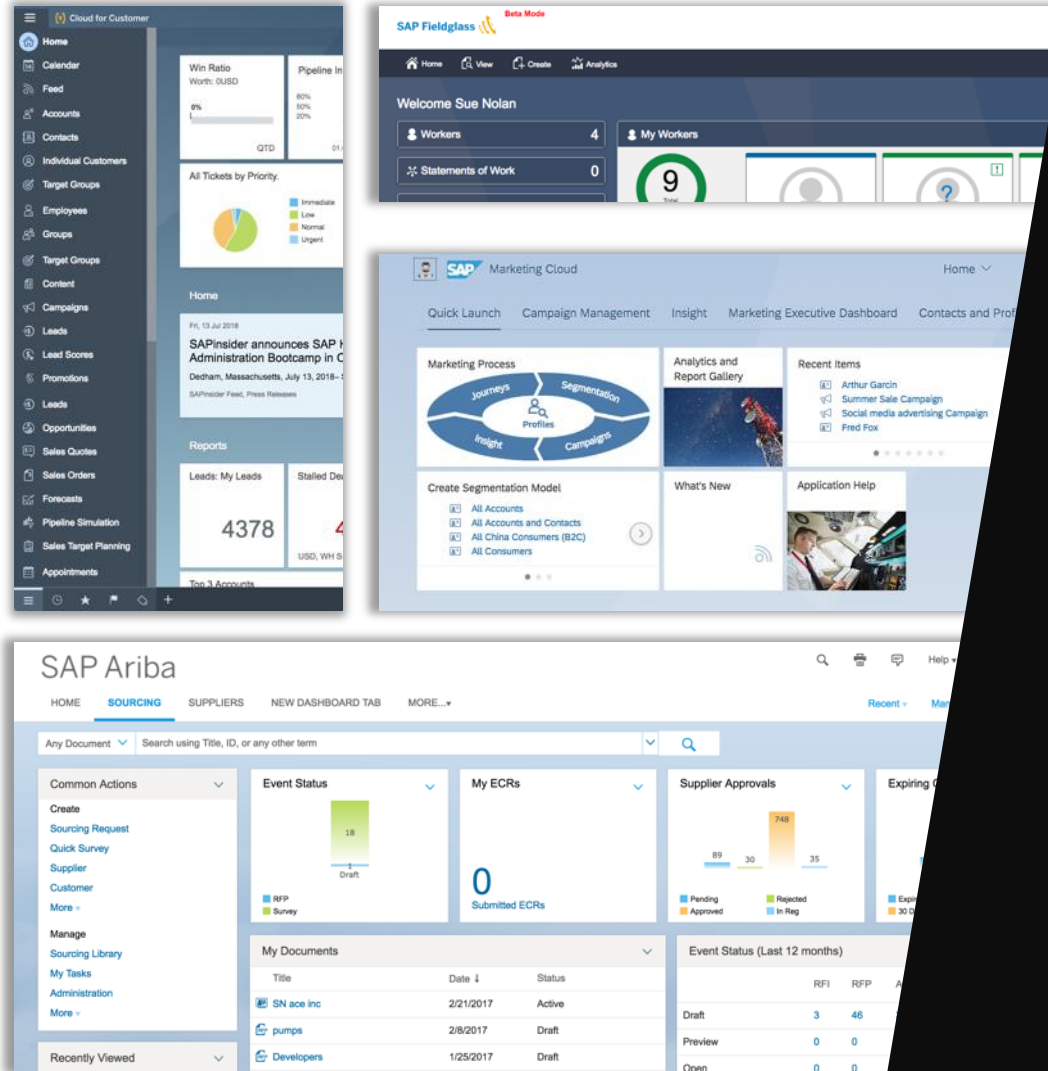
SAP Fiori 3



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UX Consistency

Current Navigation



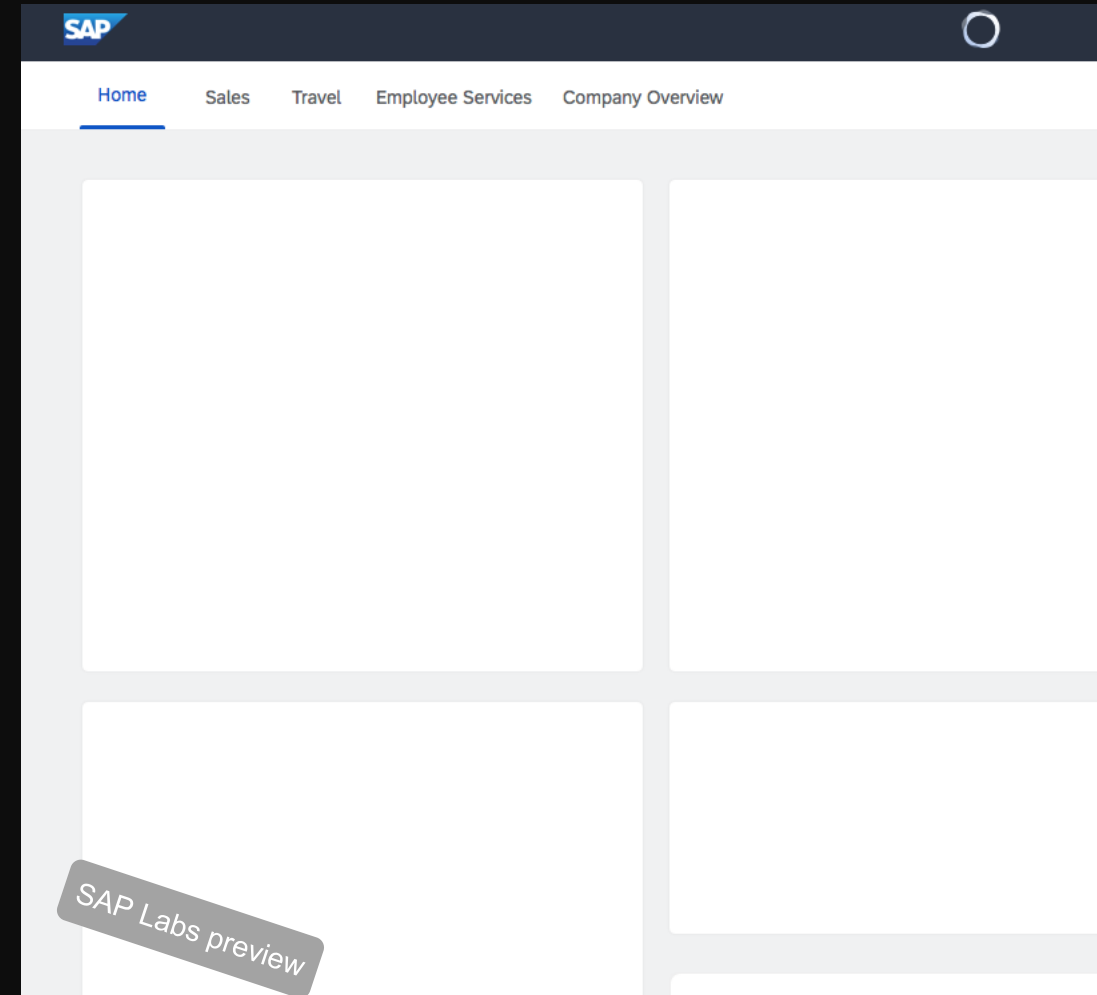
SAP Fiori 3

LoB specific Homes or other company specific sites

Central Home

1st Level Navigation Sites

Content Navigation



SAP Fiori 3 Navigation Examples

Sales Cloud

The screenshot shows the SAP Fiori 3 Sales Cloud home page. The top navigation bar includes 'Home', 'Sales', and 'Favorites'. The main content area is divided into several sections: 'Frequently Used Variants' with links to 'Opportunities in my territories', 'My Accounts', 'My Open Visits', and 'My Open Tasks'; 'What's Next' with tasks like 'Visit DelBont Industries', 'Large Q1 Smartphone Deal', 'Complete Visit DelBont Industries', and 'Computer Monitor Deal'; 'Sales' with a 'Hot New Leads (58)' list and a 'My Forecast' for 'This Quarter in USD' showing a value of 23M; 'Upcoming Activities For Today' with a calendar view; 'My Deals' showing 36 New Leads; 'Closing Rate' at 60%; 'My Accounts' with 189 Accounts; 'Pipeline' with 14.5 M USD; 'My Opportunities' with 32 Opportunities; and 'My Leaderboard' featuring Mike Jones with 97 pts. A notification card at the top right states 'New Campaign has been created' for 'Multi Eco 331' with a value of 2,990.00 USD.

Success Factors

The screenshot shows the SAP Fiori 3 SuccessFactors home page. The top navigation bar includes 'SuccessMap'. A 'Performance' menu is open, listing categories like Objectives, Calibration, Rewards & Recognition, Development, Presentations, Succession, Recruiting, Company Info, Employee Files, My Learning, Admin Center, and Custom Link. The main content area features several tiles: 'Only One Line' with 'Under Number' and 'Optional Tile Subtitle'; 'No Number' with 'Optional Tile Subtitle'; 'Semantic Red' and 'Semantic Yellow' with 'Optional Tile Subtitle'. A 'Large Graph' titled 'Contingent Workers' shows a value of 0.11 and a 5% change. The bottom of the page features a scenic image of a beach.

SAP Labs preview

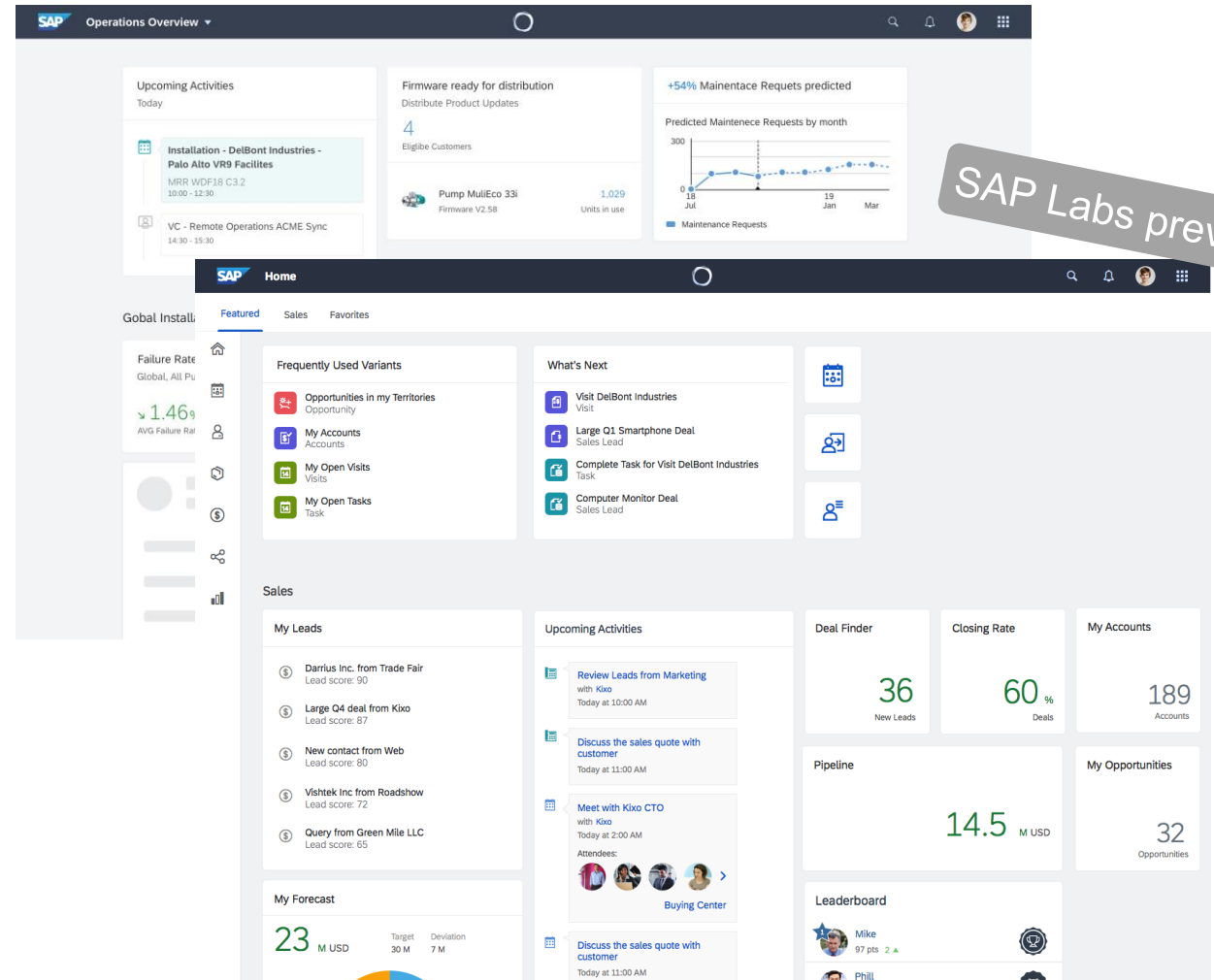
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SAP Fiori 3 Home Pages

Planned innovations

Intelligent, personalizable home pages showing everything you need to focus on using flexible cards

Gives you access to all the information and applications you need



SAP Labs preview

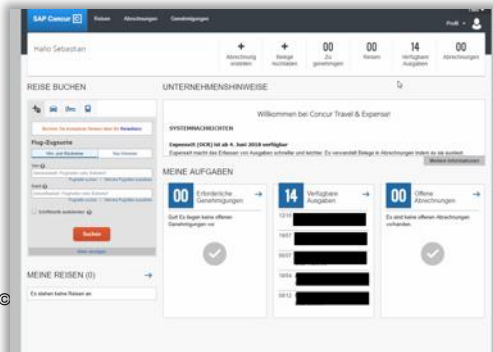
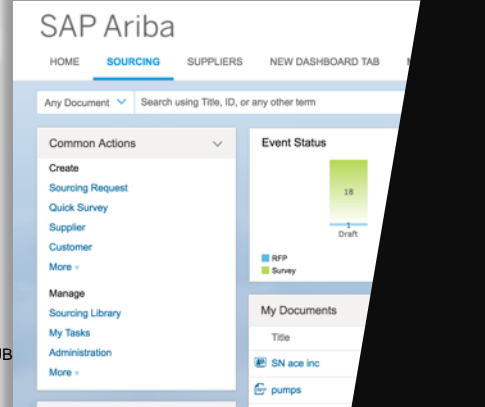
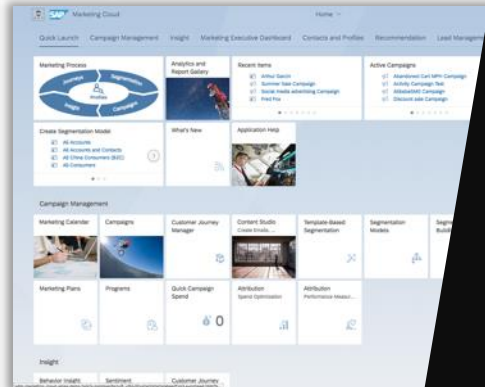
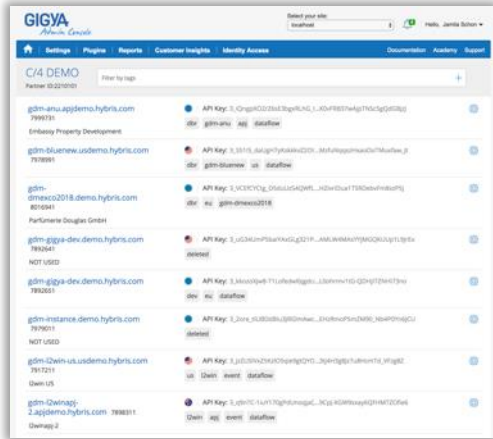
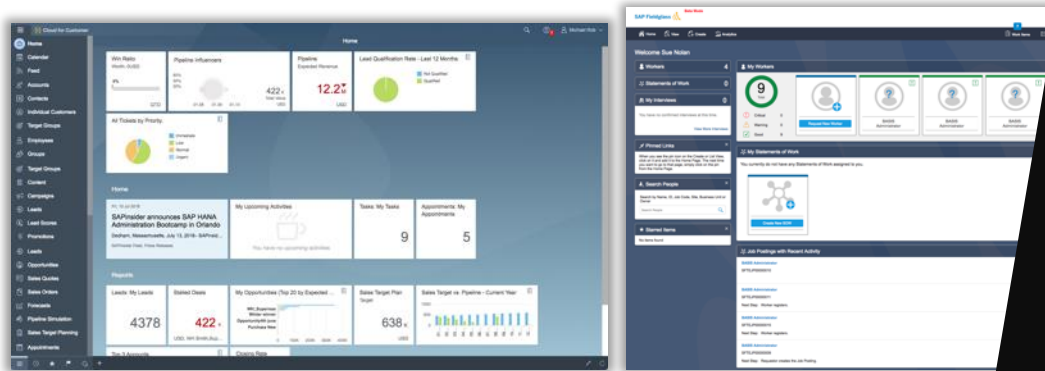
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Home Pages

Current Design

SAP Fiori 3

Planned innovations



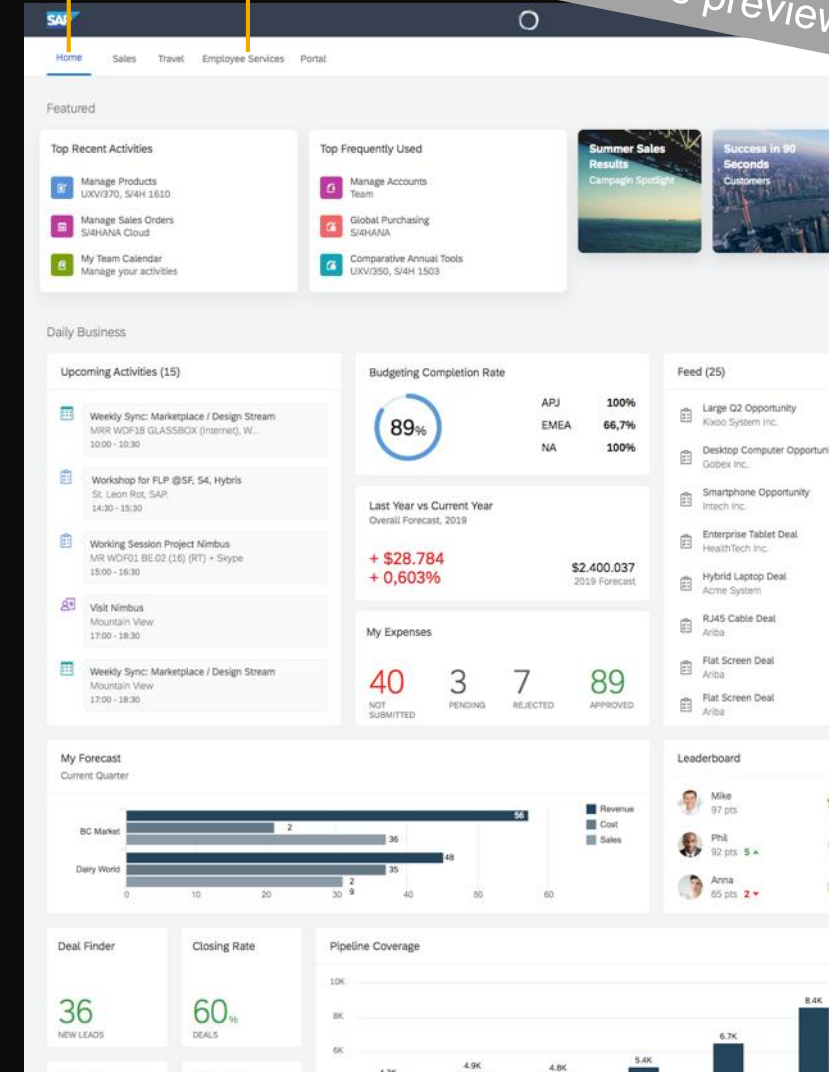
Product Specific Home

Central Home

SAP Labs preview

Featured Group
optional

Pinned Content
e.g. Cards, freestyle



SAP wants your experience to be

CONSISTENT

INTELLIGENT

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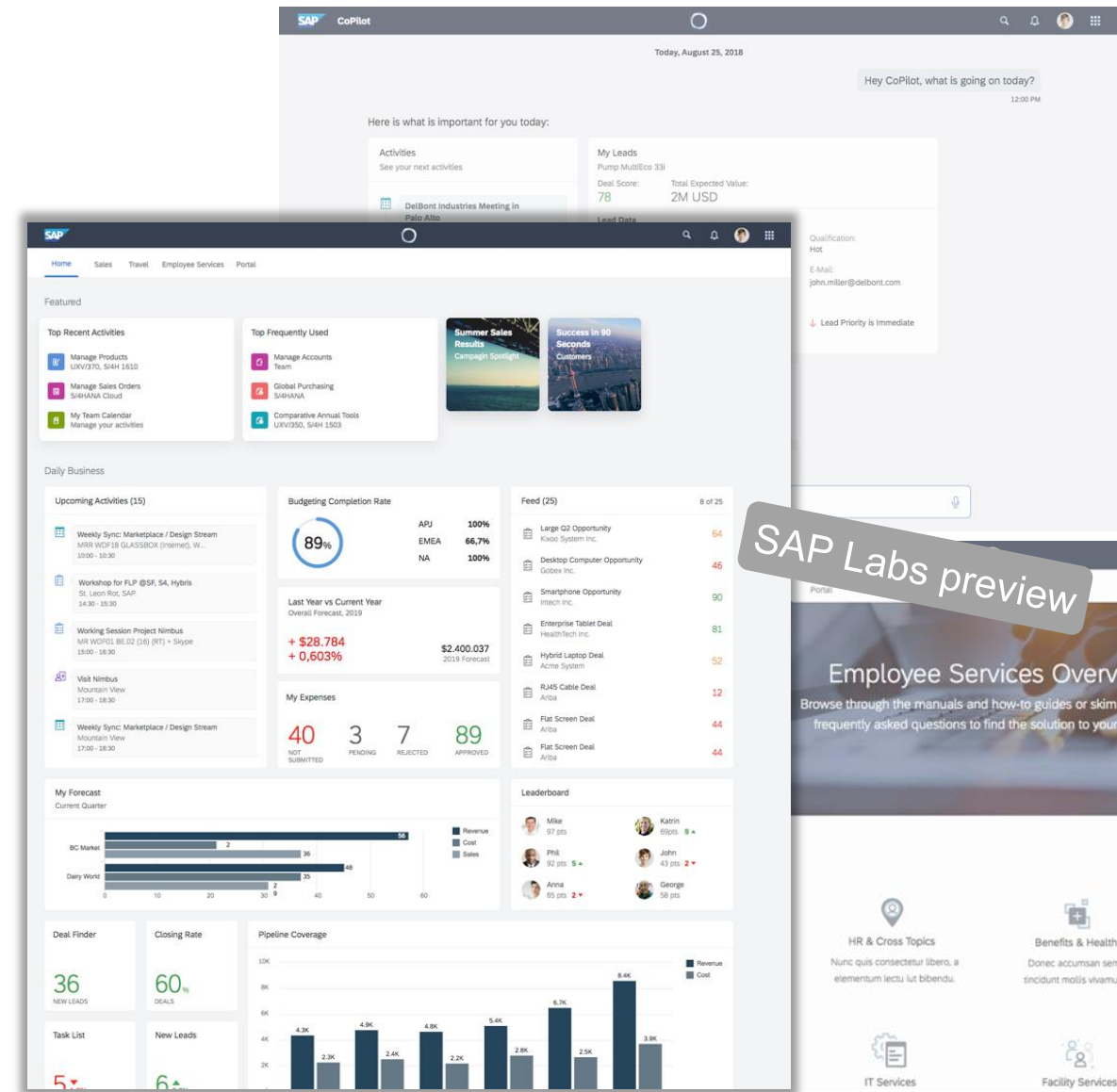
SAP Fiori 3 Intelligent

Planned
innovations

SAP Fiori 3 deeply integrates natural language interaction and machine intelligence to provide:

- Intelligent, personalizable **home pages** showing everything you need to focus on
- **Dynamic content** to support intelligent apps, for briefings, analytics, etc.
- **Digital assistant** with conversational UI (SAP CoPilot) fully integrated
- Proactive **business situation handling**: explanations, insights, proposed actions

This is the current state of planning and may be changed by SAP at any time without notice.



My Leads

Lead to Cash

Design proposal with embedded machine learning

Prioritizes promising leads through scoring models

SAP Labs preview

Planned innovations

The screenshot shows the SAP My Hot Leads interface. The top navigation bar includes the SAP logo, a 'Leads' dropdown menu, a search icon, a notification bell, a user profile icon, and a grid icon. The main content area is titled 'My Hot Leads' with a dropdown arrow and a filter indicator 'Filtered By (1): Qualification'. Below this, there are icons for home, calendar, list, and a blue circle with a white 'S'. The table 'Leads (25)' is displayed with columns: Name, Primary Contact, Account, Qualification, Score, and Status. The 'Score' column uses color-coded boxes: green for scores 70 and above, and red for scores below 70. The 'Status' column includes a right-pointing arrow for each row.

Name	Primary Contact	Account	Qualification	Score	Status
4th Quarter Customer Event Home	Jill Avent	Blue Drive	Hot	86	Converted
Customer Event for 3rd Party Integration	Tom Silver	SAP Australia	Hot	83	Converted
Product Headphone	Caroline Beier	DelBont Industries	Hot	83	Converted
Pump MultiEco 33i	Joe Wills	DelBont Industries	Hot	78	Qualified
Cross Sell for Rustic	Jackie Zhou	Rustic Construction	Hot	72	Qualified
Cross Sell for Blue Drive	Donna Moore	Blue Drive	Hot	72	Qualified
Q3 Lead for Rustic	John Miller	Rustic Construction	Hot	71	Qualified
Easter Roadshow	Tom Silver	The Flying Bear	Hot	71	Qualified
2019 Q3 SmartScreen	Tom Gold	DelBont Industries	Hot	70	Qualified
Hot Deal for ALPHA Core Industries	Rachael Adams	ALPHA Corporation	Hot	66	Qualified
Customer Event 4th Quarter 2019	Nick Grove	Rustic Construction	Hot	65	Qualified
Big Deal Q3	Fabian Miller	BlueChip Systems	Hot	64	Converted
Hybrid laptop deal	Eduard Becker	Alpha Corporation	Hot	43	Qualified
HeadphonesTab 2017	Jack Nimble	The Flying Bear	Hot	42	Converted
Q4 Lead for ALPHA Century	Mark Rivers	ALPHA Center	Hot	34	Qualified
New building project	Elena Petrova	Blue Drive	Hot	30	Converted

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My Leads

SAP Labs preview

Planned innovations

Intelligent Insights 1

Integrating content from: 2

- SAP Marketing Cloud
- SAP Sales Cloud
- SAP S/4HANA Cloud

The screenshot shows the SAP My Leads interface. At the top, there's a navigation bar with the SAP logo, 'Leads' dropdown, and search, notification, and user icons. Below the navigation bar, the main content area is titled 'My Hot Leads' with a filter 'Filtered By (1): Qualification'. A list of 25 leads is displayed, with columns for Name, Primary Contact, Account, Score, and Status. A popup window titled 'Insights' is open over the lead 'Pump MultiEco 33i'. The popup shows a lead score of 78 and several insights with upward and downward arrows, such as 'Lead Status is Qualified' (up), 'Account Classification is A-Account' (up), 'Lead Priority is Immediate' (down), and 'Lead Source is External Partner' (down). Below these are engagement metrics: 18 emails, 2 calls, 3 calendar events, and 1 flag. Further down, it shows 'Related Content for DelBont Industries Customer 360°' with metrics like Current Return Rate (45%), Credit Consumption (80%), Open Quotations (2), and Sales Orders (7). A second callout '2' points to the 'Related Content' section.

Name	Primary Contact	Account	Score	Status
4th Quarter Customer Event Home	Jill Avent	Blue Drive	86	Converted
Customer Event for 3rd Party Integration	Tom Silver	SAP A	83	Converted
Product Headphone	Caroline Beier	DelBont	83	Converted
Pump MultiEco 33i	Joe Wills	DelBont	78	Qualified
Cross Sell for Rustic	Jackie Zhou	Rustic C	72	Qualified
Cross Sell for Blue Drive	Donna Moore	Blue Drive	72	Qualified
Q3 Lead for Rustic	John Miller	Rustic C	71	Qualified
Easter Roadshow	Tom Silver	The Fly	71	Qualified
2019 Q3 SmartScreen	Tom Gold	DelBont	70	Qualified
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Q4 Lead for ALPHA Century	Mark Rivers	ALPHA	34	Qualified
New building project	Elena Petrova	Blue Drive	30	Converted

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SAP Fiori 3 Digital assistant with conversational UI fully integrated

Planned innovations

Start your day with SAP CoPilot, your digital assistant

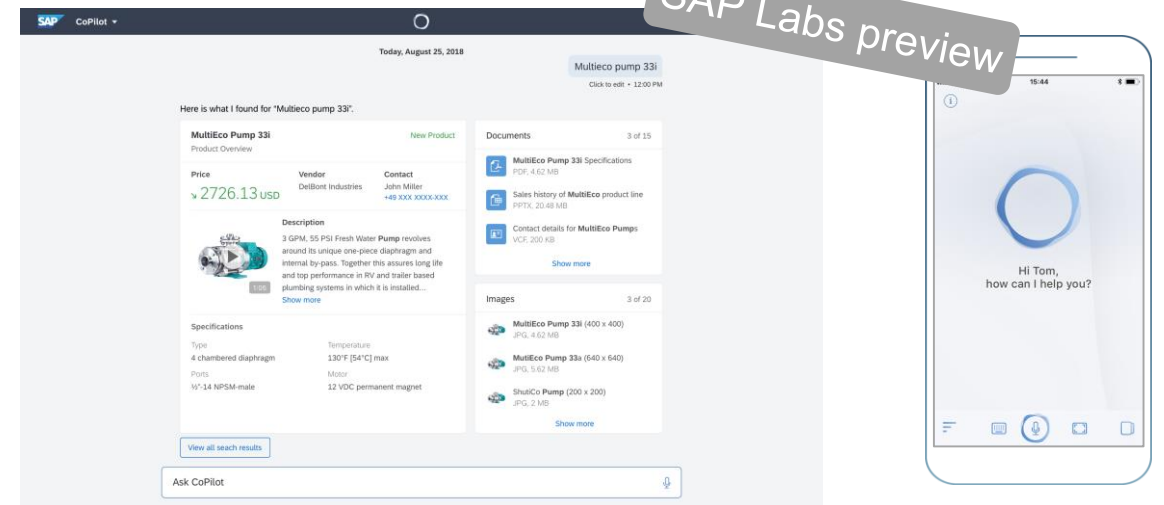
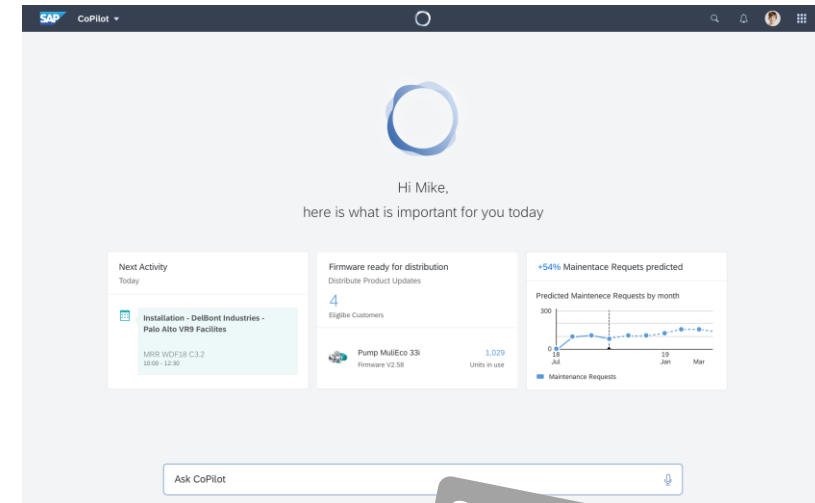
Proactively tells you what is important for you today

SAP CoPilot helps you find things and take action

Helps you deal with daily business as well as your needs as employee (e.g. leave requests)

Access your assistant wherever you are:
Desktop, mobile, via Slack or Microsoft Teams

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SAP Fiori 3 Proactive business situation handling

Planned innovations

SAP Labs preview

Business Situations are a powerful way of providing intelligence to the user

They capture a current business situation, its circumstances and possible actions, providing:

- Explanation of the situation and its impact on your business
- Proposed actions – ranked by preference
- Explanation of the proposals

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The screenshot displays a SAP Fiori 3 Business Situation for 'Expected Material Shortage' in 17 days for LED Taillights. The interface includes a header with the SAP logo and 'Situation' dropdown, a search bar, and user profile icons. A 'Dismiss' button is in the top right. The main content area is divided into several sections:

- Summary:** Affected Product: LED Taillight 420mm (Product ID: TX-AS420), Shortage Amount: 30 K pcs, Cost Risk: 104.3 K USD, Status: Open, Person Responsible: [Avatar], Solution Proposals: 2.
- Root Cause:** Promotion video draws attention. Includes a video player and social media activities for September 2018: Retweets (12 K +10%), Facebook Shares (16.4 K +2%), and Youtube Views (240 K +69%).
- Affected Product (1):** A table with columns: Product Name, Product ID, Area, Plant, Purchasing Group, Status, Safety Stock Quantity. Row: TTS World Wide, TX-AS420, North-East (100), Bloomington (PLNT_100), External Vendors (002), Project Production, 5 pcs.
- Impact:** Shows Shortage Amount (30 K pcs) and Cost Risk (104.3 K USD). Includes three charts: Sales Trend (LED-Models in K EUR), Sales Quotations (LED-Models in PC (Q2 2017)), and Stock Requirements (LED Taillight 420mm in PC).
- Recommendations:** Solution Proposals section with 'Create New Purchase Order' (Preferred) and 'Reschedule Purchase Order' (High Risk), each with 'Execute' and 'Simulate' buttons.
- Stock Requirements Simulation:** A bar chart showing Supply, Demand, and Stock across planning horizons CW34 to CW38.

SAP wants your experience to be

CONSISTENT

INTELLIGENT

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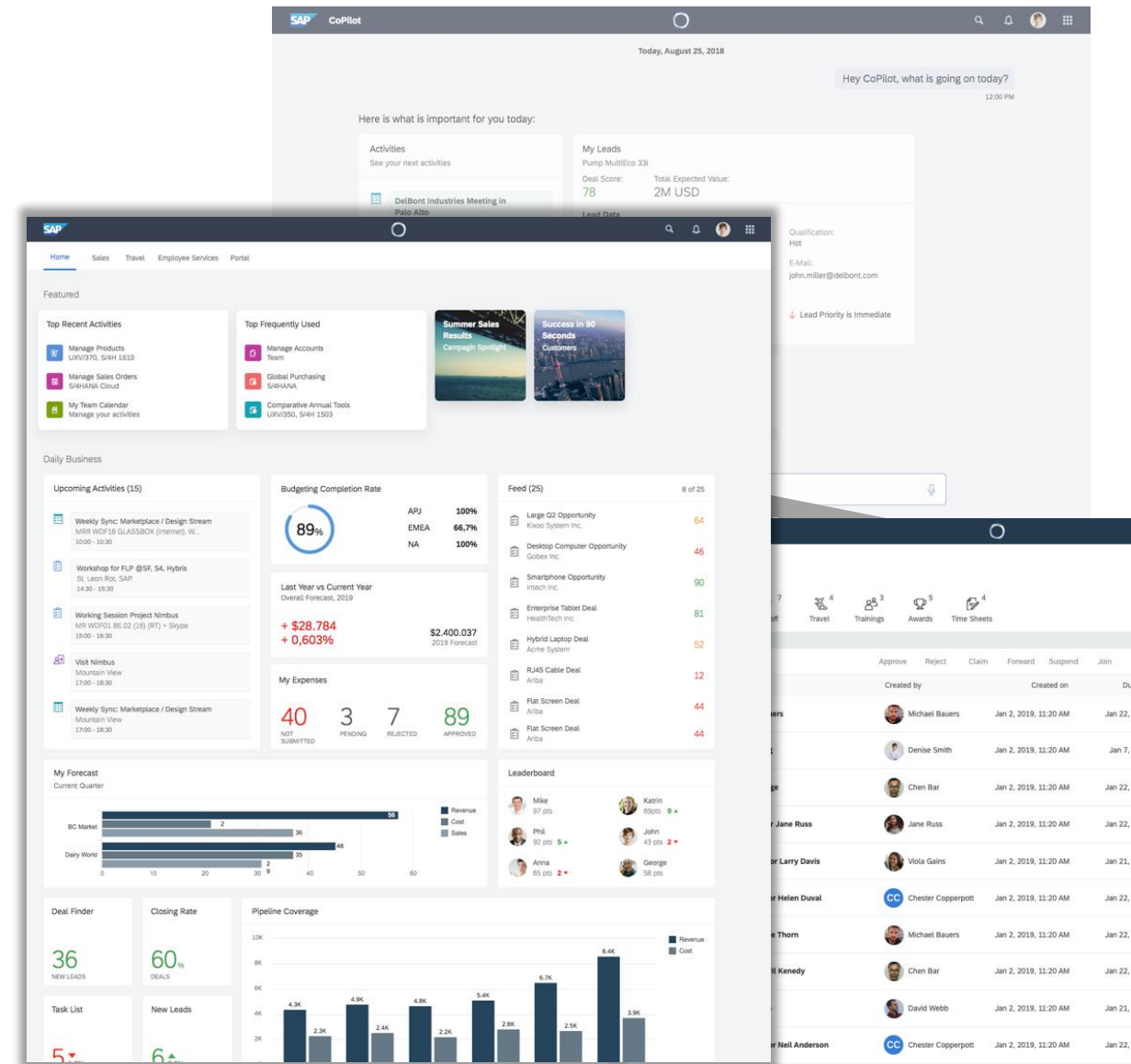
SAP Fiori 3 Integrated

Planned
innovations

SAP Fiori 3 integrates content from different products into a single screen

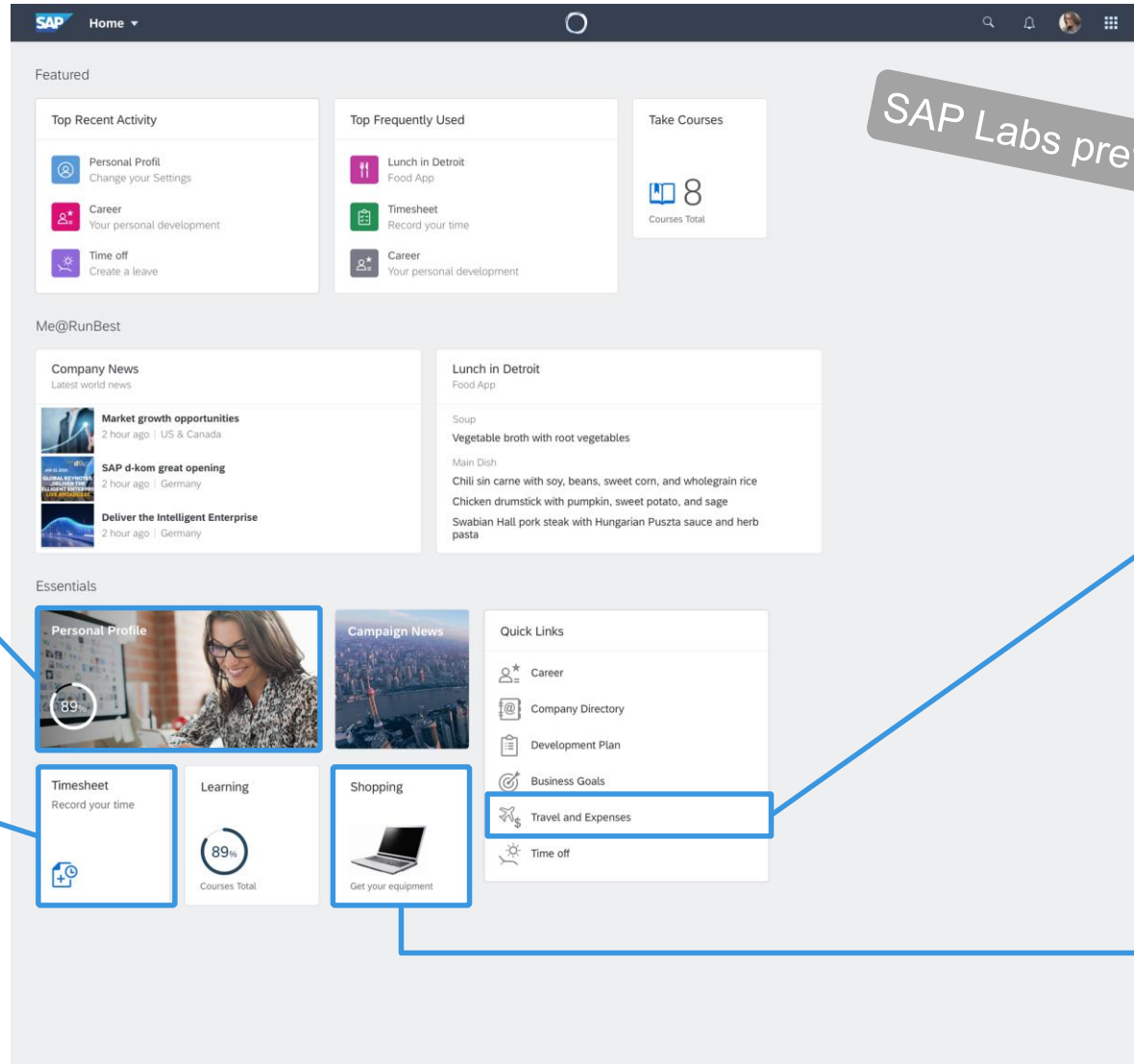
- Eliminates time consuming cross-product navigation
- Universal inbox collects items from different systems for efficient processing
- Notifications across devices inform users of changes as they occur so they can respond immediately
- Consolidated task area collects everything users need to do in a single place

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SAP Fiori 3 Example TWM

Central Home for Employee



SAP SuccessFactors 



SAP Concur 

SAP Ariba 

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The path to SAP Fiori 3

Co-defined with all SAP Product Units

Independent of UI technology

Non-disruptive for existing SAP Fiori apps

Beyond the SAP Fiori visual theme, common:

- Shell bar
- Structure (home pages / sites)
- Building blocks, e.g. cards
- Floor plans for SAP Fiori apps
- Use of SAP CoPilot

Phased adoption by SAP products

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Examples:

The screenshot shows a SAP Fiori 3 dashboard with several components:

- Shell bar:** A dark blue bar at the top containing the SAP logo, navigation icons, and user profile.
- CoPilot in the center:** A central navigation area with a magnifying glass icon.
- Home Pages:** A collection of home pages accessible from the shell bar, including 'Home', 'Sales', 'Travel', 'Employee Services', and 'Portal'.
- Building blocks:** A collection of reusable UI components such as 'Top Recent Activities', 'Top Frequently Used', 'Daily Business', 'My Forecast', 'Deal Finder', and 'Task List'.
- SAP Labs preview:** A watermark indicating the interface is a preview of SAP Labs.

SAP Fiori 3 for SAP S/4HANA

First phase:

- SAP Fiori 3 theme
- SAP Fiori 3 launchpad shell: header, plus Viewport replacement

Planned availability:

- SAP S/4HANA Cloud 1908
- SAP S/4HANA 1909 (on-premise)

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Learn more

SAP customers and partners

- ▶ [SAP Fiori product page](#)
- ▶ [SAP CoPilot product page](#)
- ▶ [SAP Road Maps](#) (search for “Fiori” or “CoPilot”)
- ▶ [SAP User Experience Community](#)
- ▶ [SAP Community Network](#) – [SAP Fiori blogs](#)
- ▶ [SAP Fiori lighthouse scenarios with SAP S/4HANA](#)
- ▶ [SAP Fiori apps reference library](#)
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Q&A

For questions after this session, contact us at
sven.krueppel-Berndt@sap.com and thomas.reiss@sap.com

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