



# Realize Your Intelligent Enterprise with **SAP** Signavio

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# Our Agenda

- A Short Overview of Business Process Transformation
- The SAP Signavio Business Process Transformation Suite
- SAP Signavio Customers and Some Final Thoughts





# A Short Overview of Business Process Transformation

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# Given all our rich data, why is business transformation so difficult?

This is most often due to the lack of...

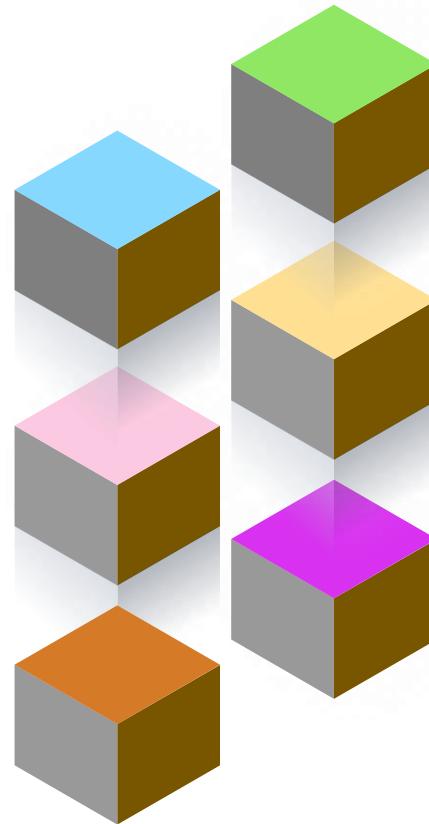
...clear goals and objectives

Aug 26, 2020, 10:07am EDT | 1348 views  
**Why Companies Cannot Innovate & Why They Will Keep Failing. Unless They End-Run Themselves.**

...strategic alignment

**54%** of innovating companies struggle to bridge the gap between innovation strategy and business strategy

...organizational buy-in



...communication



...data visibility



...people focus  
(technology for  
technology's sake)

# Manual Processes and Limited Visibility Plague Business Transformation\*

**37%**

of execs say most/all of their processes are manual.

**ONLY 17%**

of execs say they have a clear, real-time view of overall costs.

**48%**

report low internal adoption of new process technology.

**44%**

say low adoption of new processes/technologies is a barrier to digital transformation.

\* [Agile Business Research Insights](#) by SAP in collaboration with Oxford Economics, 2022



# What SAP Signavio is “Solving For”

SAP Signavio supports both enterprise transformation and process excellence initiatives

## Business Transformation

- S/4HANA Phase Zero
- New business models
- Process harmonization & simplification
- Equip for mergers and acquisitions
- SAP LOB Implementation (SFSF, Ariba, IBP, etc)



## IT Transformation

- Conversion to SAP S/4HANA
- Return to standard code
- ERP consolidation
- Digital foundation

## Enterprise Transformation

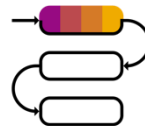
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## Process Excellence

### Process focus

*(to address a particular process area)*

- Order to cash (O2C)
- Purchase to pay (P2P)
- Design to Deliver
- Hire to Retire



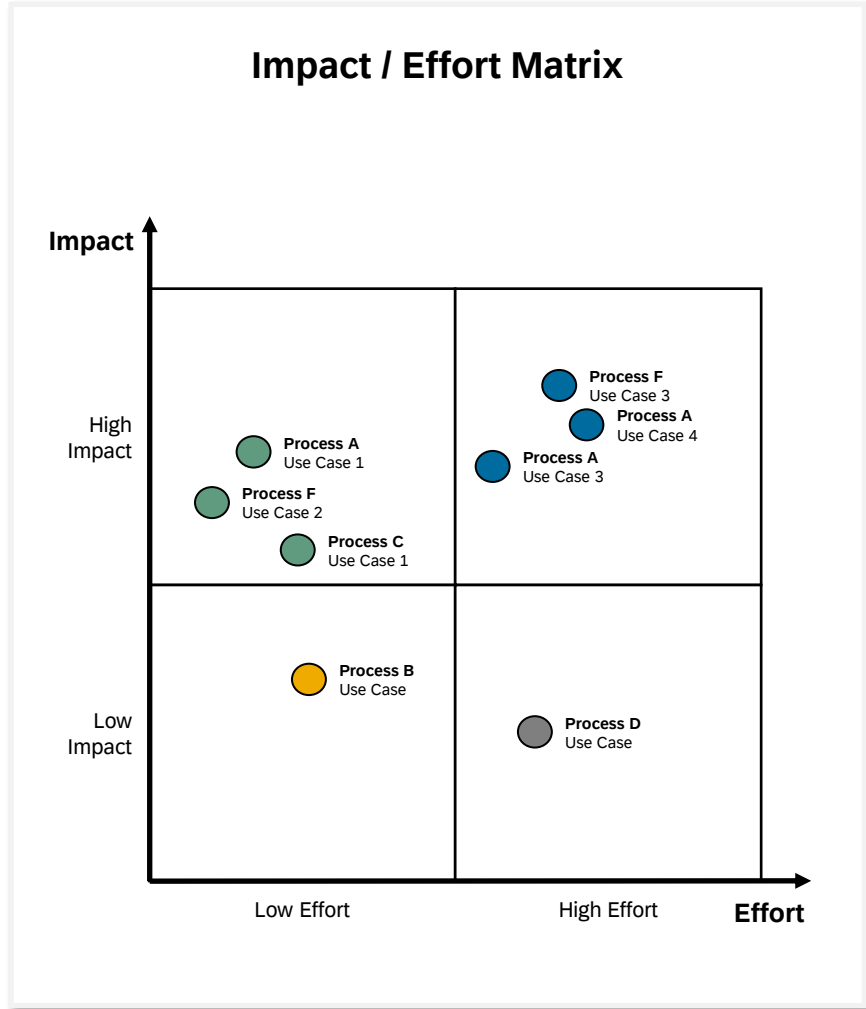
### Performance initiatives

*(cross- or multi-functional)*

- Customer Excellence
- Efficiency
- Cycle time acceleration
- Governance, risk, and compliance

# SAP Signavio Value Pathways

Executing Value in the short term while preparing for S/4HANA



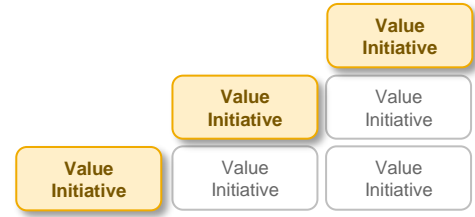
## Get the very best out of your system...

- Fix your most pressuring issues now
- Reduce complexity and learn how to govern your S/4 journey
- Benchmark and mature your SAP usage

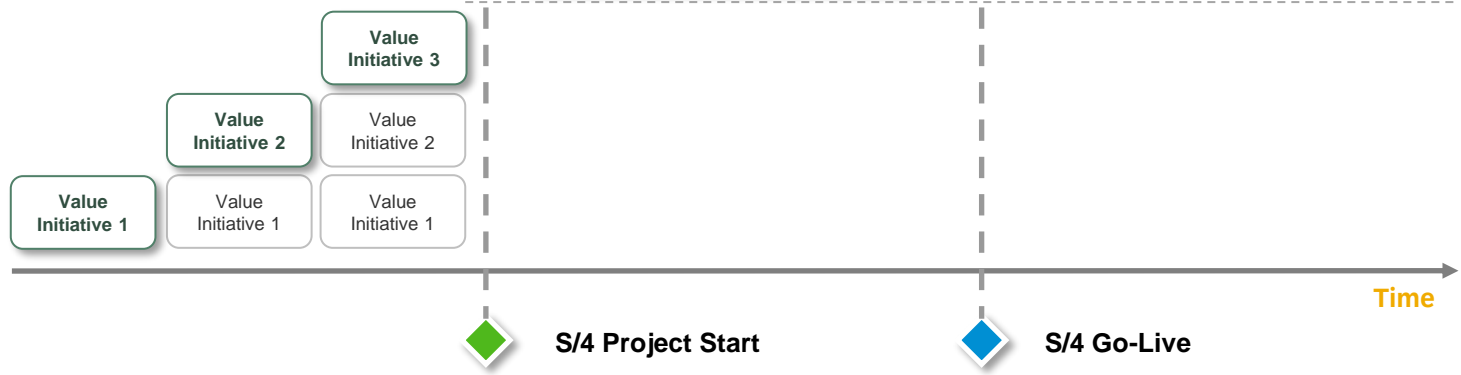
## Guide your S/4HANA journey...

- Ensure a smooth S/4 journey and manage the risk
- Keep the project within quality & timelines
- Identify and Deliver true ROI from the transition

## Continuously Improve at your pace...



**S/4HANA Initiative**





# The SAP Signavio Business Process Transformation Suite

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# SAP Signavio Business Process Transformation Suite

*End-to-End Optimization* [SAP Signavio: A Leader in 2023 Gartner® Magic Quadrant™ for Process Mining Tools](#)

## 1. Process analysis and mining

Complete process analysis for enterprise transformation and operational excellence programs

## 2. Process and journey modeling

Standardized process and journey management, simulation, and modeling

## 3. Process governance & automated execution

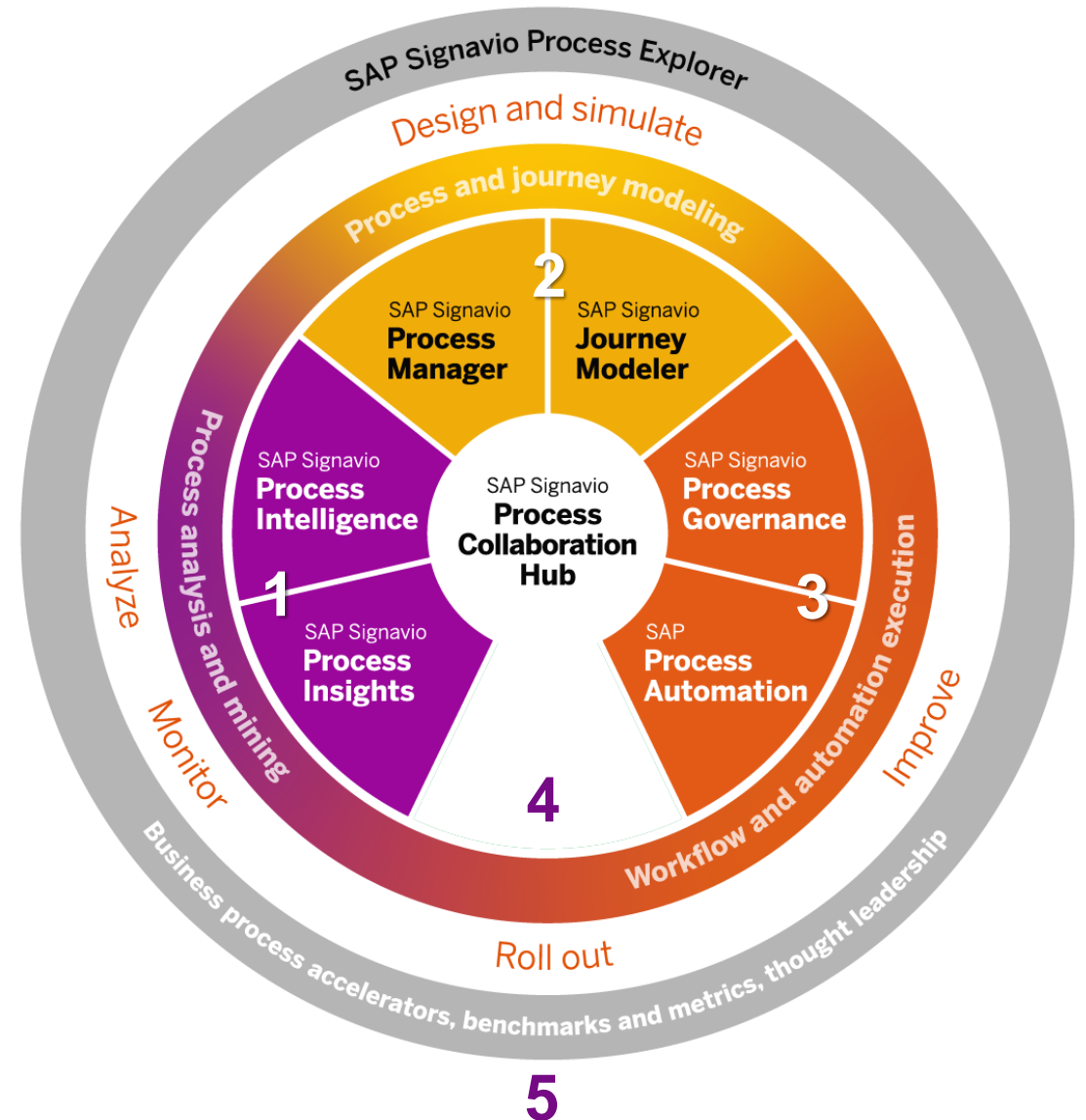
Maintaining organizational and regulatory compliance for all documented processes

## 4. Process Collaboration

Stakeholder alignment and active collaboration across departments

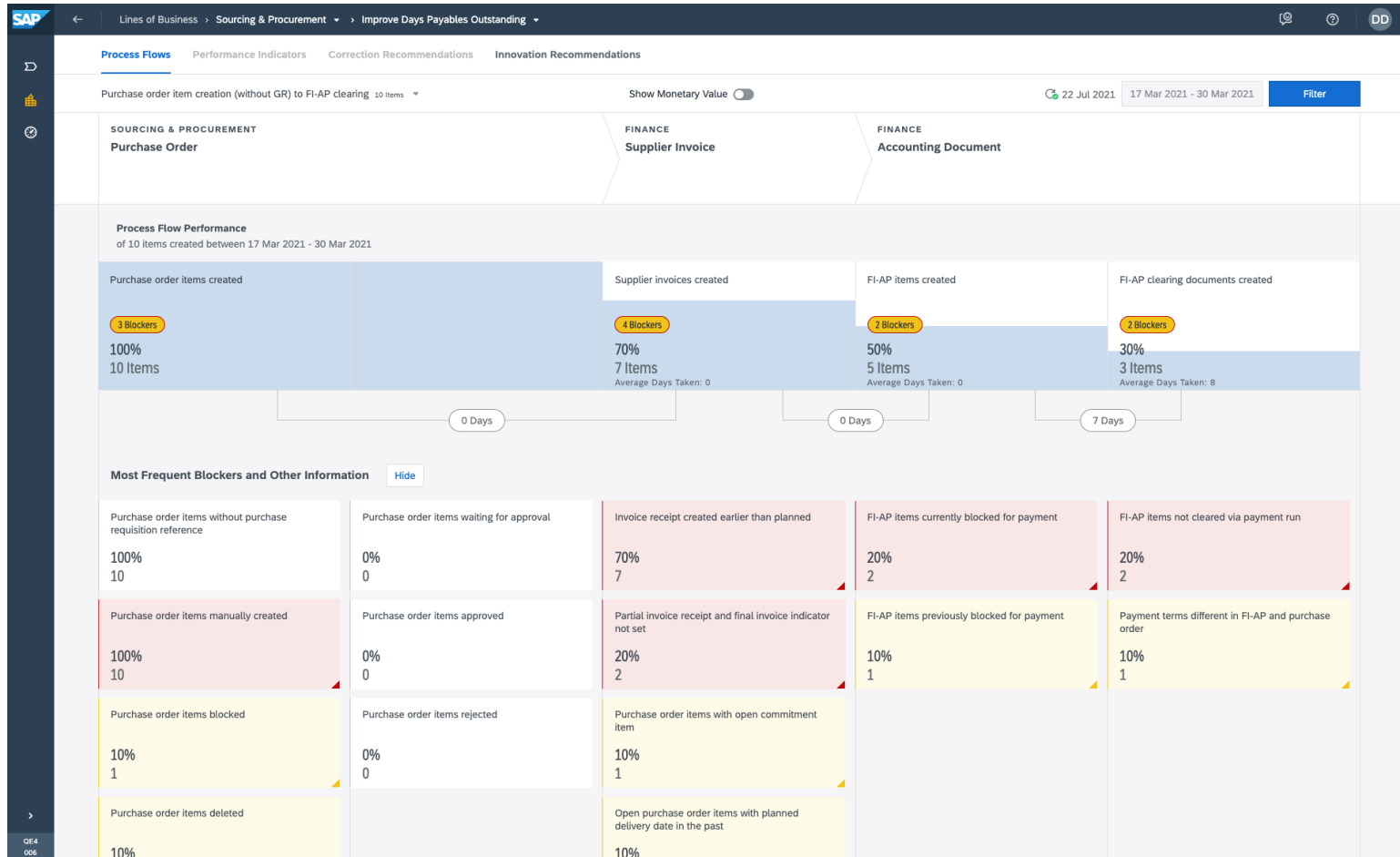
## 5. Value Acceleration

Speeding up time-to-value with preconfigured accelerators by industry, best practice & process area



# SAP Process Insights - Understand your process performance

## Using 50+ delivered process flows and 1000+ typical issues and inefficiencies



### Leverage data

Make data-driven decisions about which business areas to prioritize for improvement.



### Get insights fast

Recommendations to SAP best practices and solutions.



### Constantly evolve

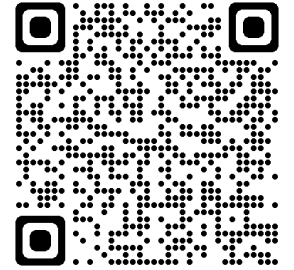
The number of process flows increases with every release.

# SAP Signavio Process Insights

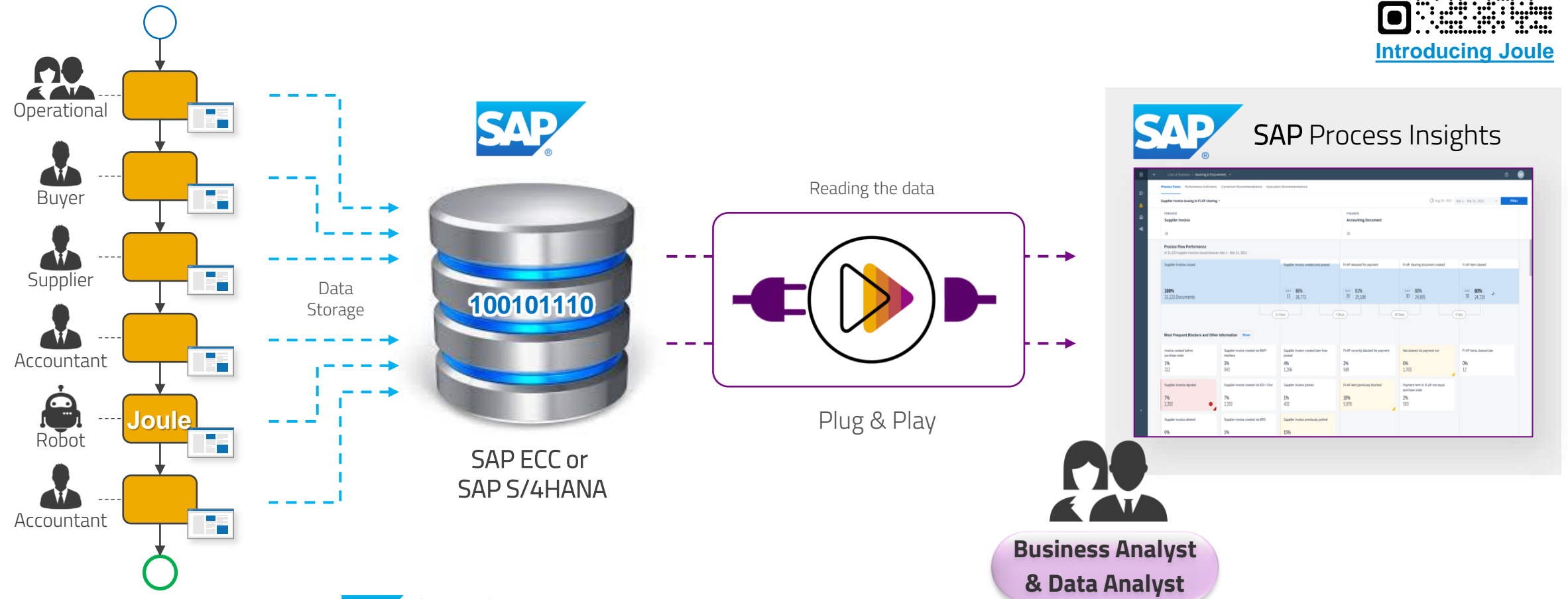
How does it work?



Get an end-to-end view of your company's performance with **1000+ Process Performance Indicators**, **recommendations** for improvement and **live data** for continuous monitoring.

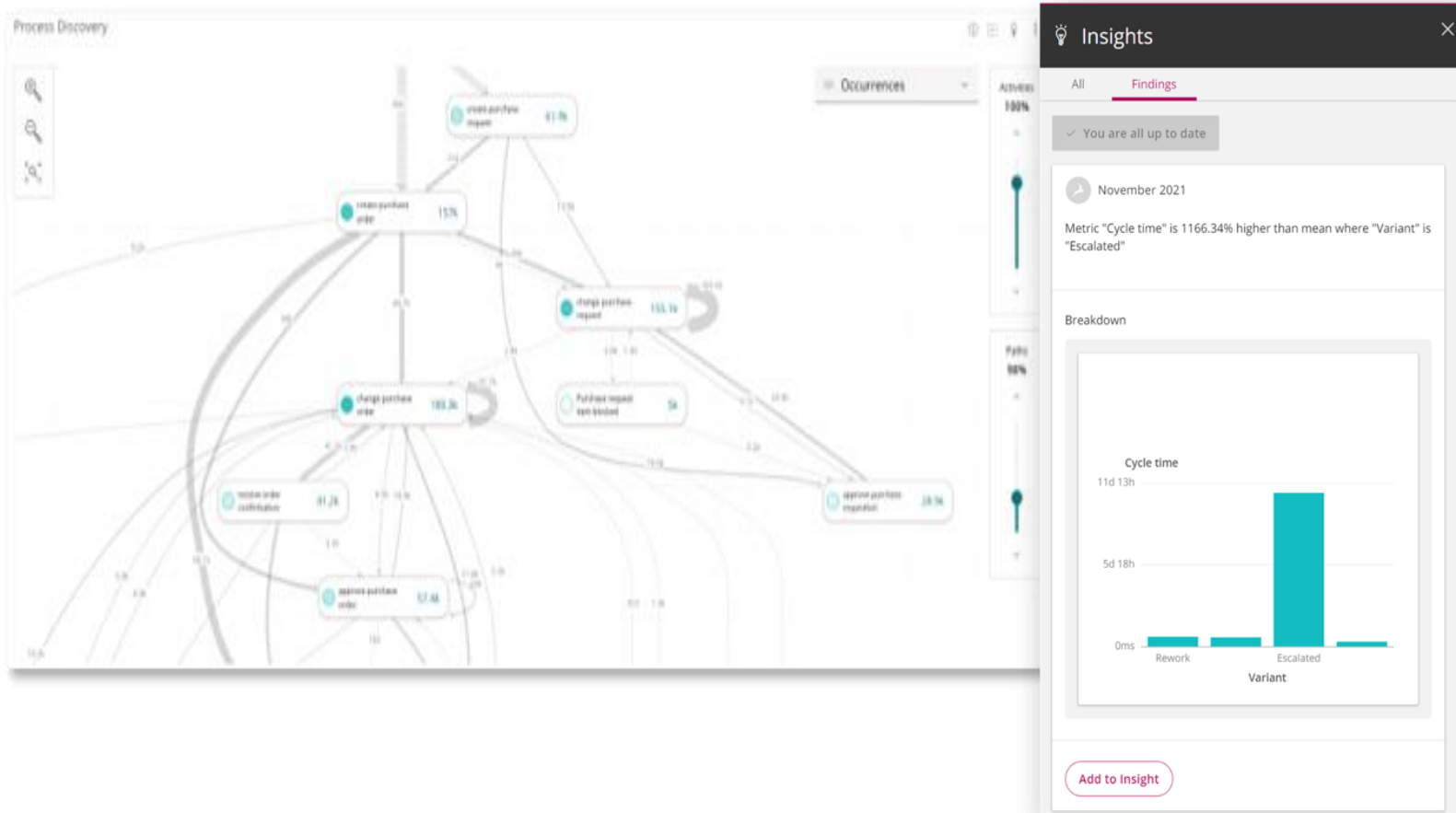


[Introducing Joule](#)



# SAP Signavio Process Intelligence - Unleash the potential of your process data

Reduce time to insights and identify levers to improve outcomes



## Get full visibility into your process reality

Support internal efficiency programs. Improve the way you operate.



## Uncover opportunities with process mining

Leverage ready-to-use insights, metrics, and powerful data querying capabilities to **uncover process inefficiencies, reducing your time to insights.**



## Blend process and experience analytics

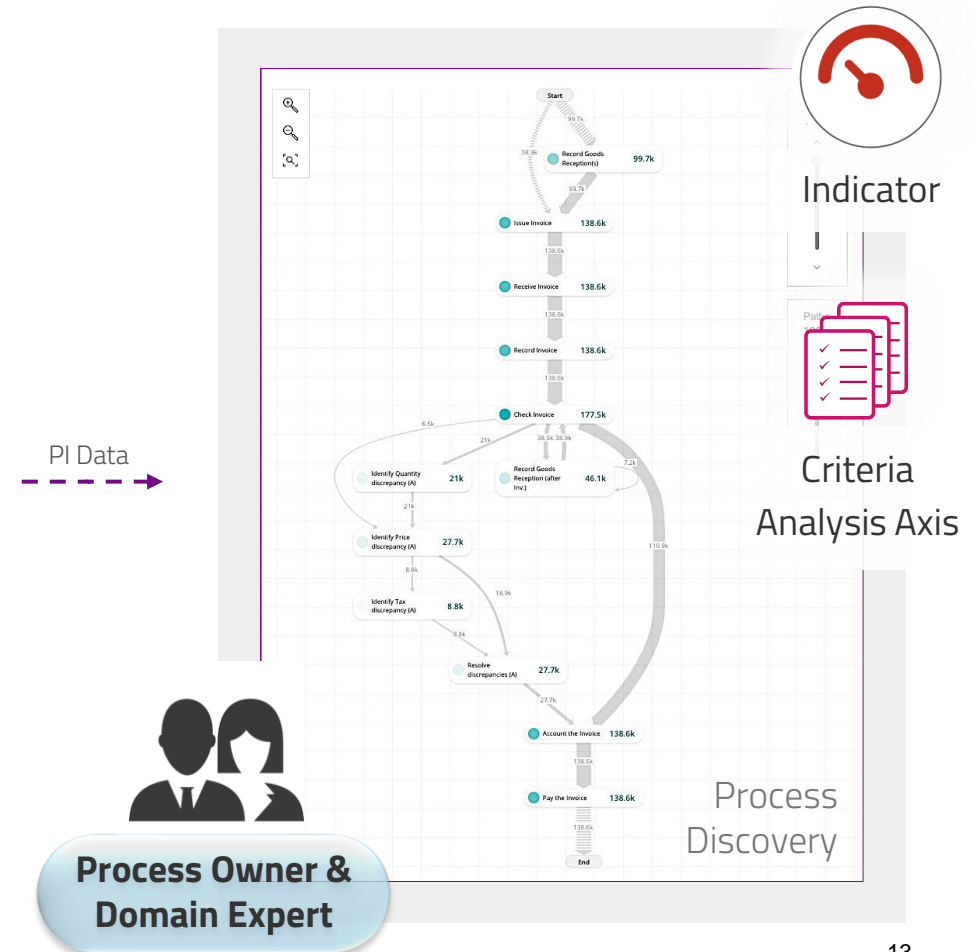
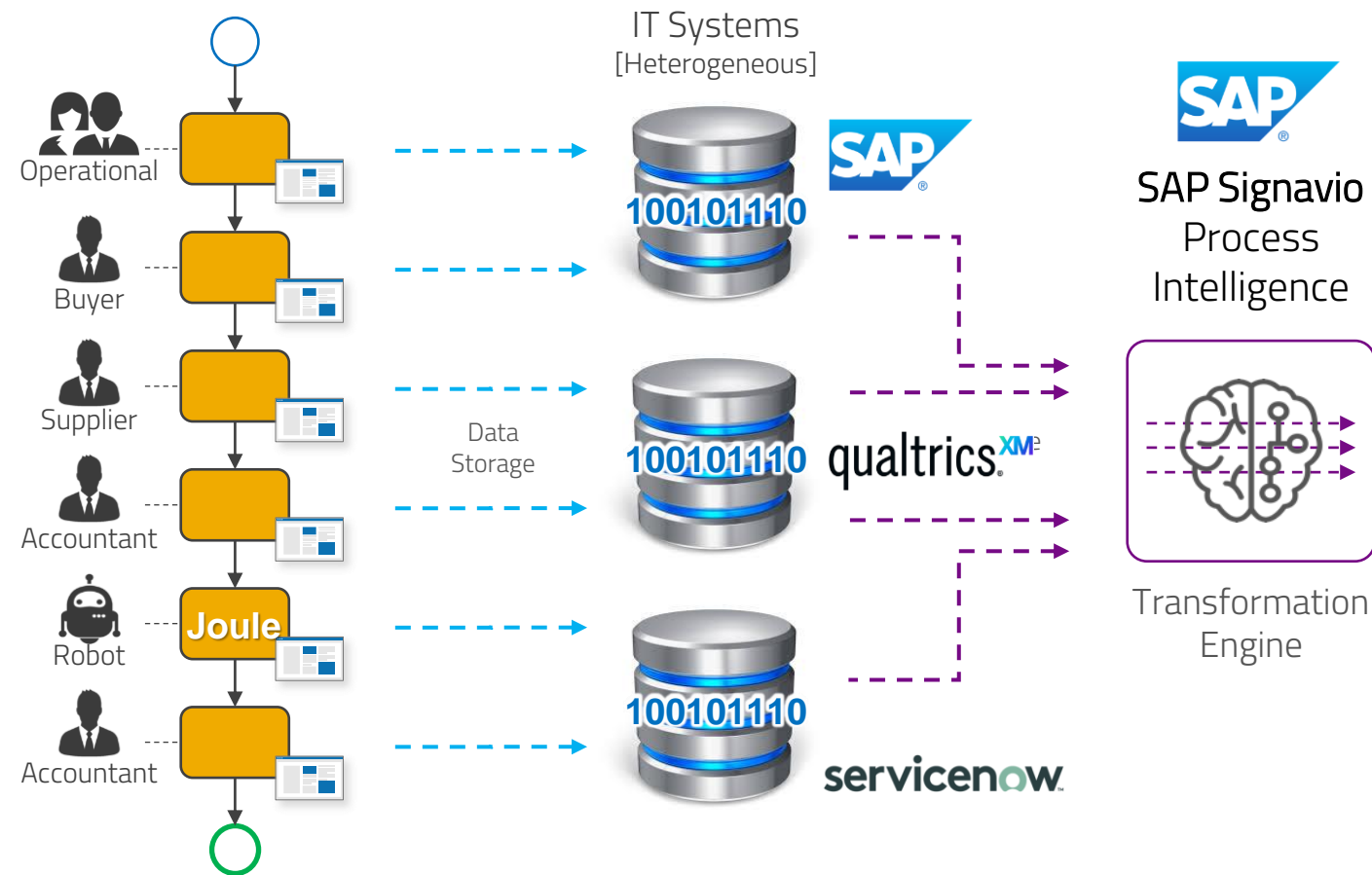
Spot inefficiencies and problems hitting top and bottom lines by **blending process and experience analytics** in one single framework.

# SAP Signavio Process Intelligence

## How does it work?

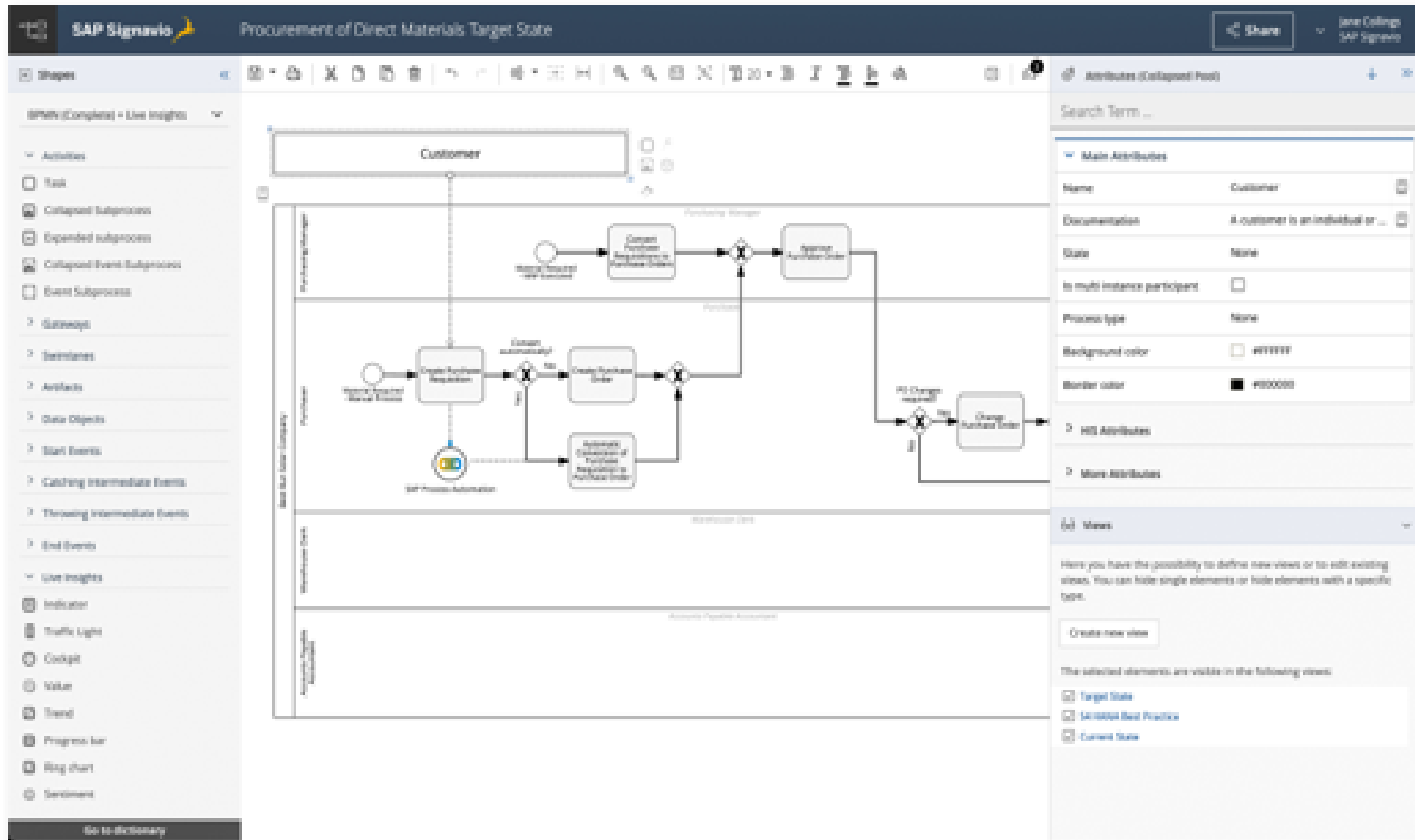


Discover your real business processes, employee, customer and partner behaviors to deploy best practices throughout your organization.



# SAP Signavio Process Manager - Visualize, standardize & optimize your processes

## Using a cloud-native modeling and workflow tool



### Process modeling

Design and model your business processes collaboratively.



### Analysis and simulation

Analyze your processes and mitigate business risks using reports. Simulate the impact of changes prior to implementation.



### Transparency

Provide a transparent overview of the process landscape

# SAP Signavio Journey Modeler - Operationalize human experiences

## Connect journeys with processes, metrics, systems & roles



### Connect processes with journeys

Integrate operational and experience data with journeys.



### Design journey models

Benefit from an intuitive journey modeling environment.

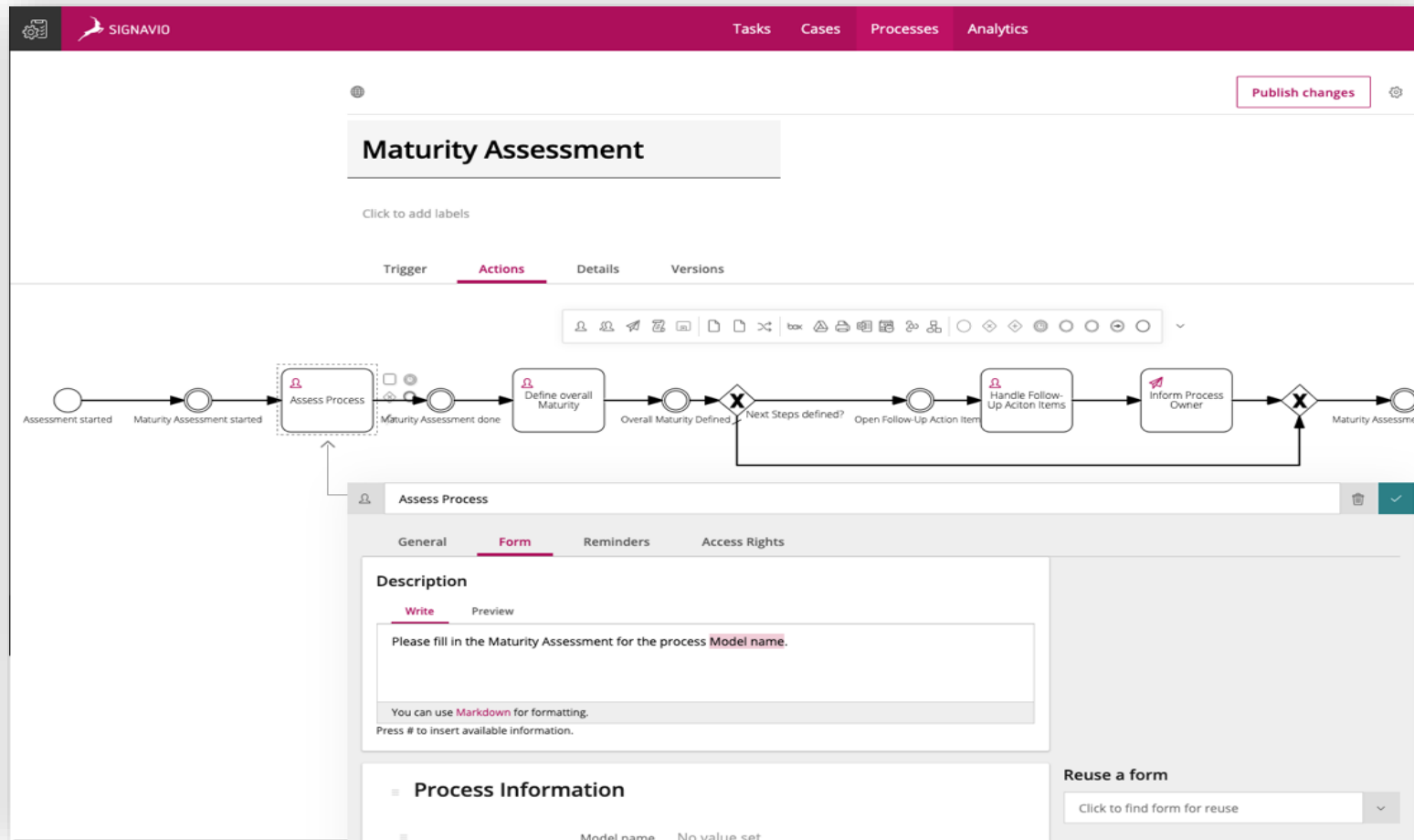


### Comment and collaborate

Collaborate on modeling journeys with direct feedback on a single step, a stage, or the whole journey.

# SAP Signavio Process Governance - Lower the cost of regulatory change

## Manage and govern compliant processes, approvals & associated content



### Process review

Review the critical processes for auditing and compliance.



### Maturity assessment

Assess the maturity of processes to find potential for improvement and prepare for auditing.



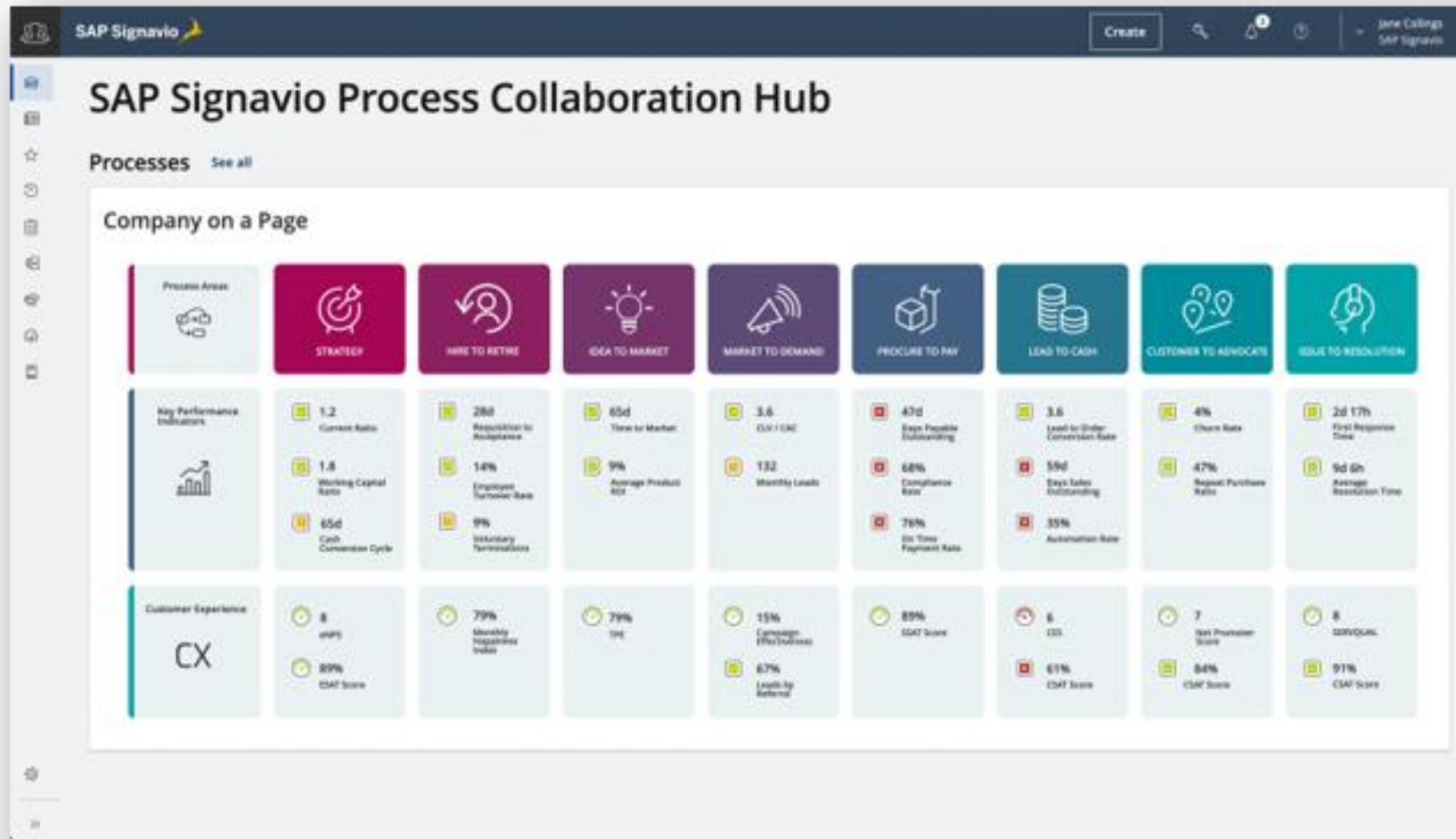
### Process release management

Maintain a compliant and approved process content repository.



# SAP Signavio Process Collaboration Hub

Involve your entire organization in process transformation & optimization



## Collaboartion

Get a 360-degree view of your process landscape, related analysis and key metrics



## Sharing & communication

Review, publish, and share your process documentation with key stakeholders



## Monitoring

Provide feedback and propose improvements to relevant processes

# Process Transformation with SAP Signavio Process Explorer



SAP Signavio Process Explorer

Diagram

Key goals of an enterprise, for example, Reduce Days Sales Outstanding (DSO)

Quick Start

Strategic Objectives

Industries

Metrics

Analyzing performance of processes, for example, Average Time-Sheet Approval Time

STRATEGY

DESIGN

OPERATIONS

IMPLEMENTATION

FASTER TIME-TO-VALUE

Functional building blocks of an enterprise, for example, Sales, Marketing

Capabilities

Processes

End-to-end view of processes, for example, Lead to Cash

SAP Product Portfolio

Realization of processes with a specific SAP product, for example, Order and Contract Management with SAP S/4HANA

Overlays (1/3 visible)

Legend

Featured Partner Value Accelerators

- The Sustain... (+2)
- Future model of ...(+4)
- Employee Lifecy...
- SCOR Digma...
- Visual Enterprise Architecture
- TCS Crystall...
- Capgemini
- Scheer perf...
- W/Scheer
- Best Practic...
- AdaPro

66%



SAP Signavio offers guidance and recommendations across the SAP solution and services ecosystem.



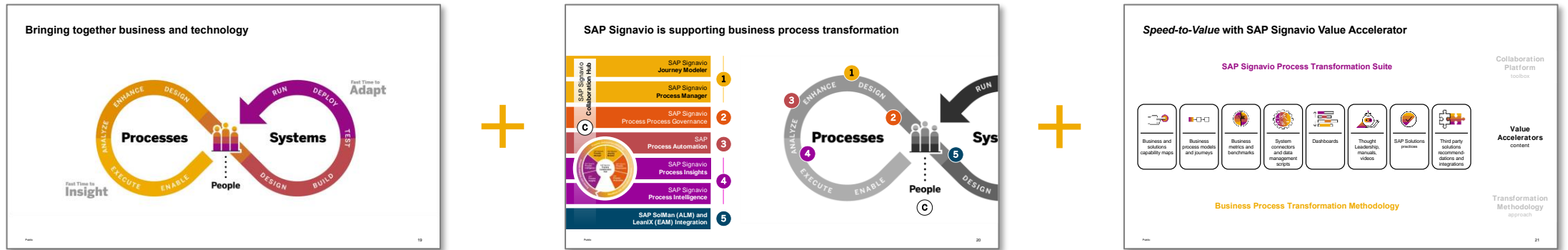
**Process Explorer** is a repository for collective knowledge from thousands of customer projects delivered across hundreds of organizations throughout the world.



This knowledge includes industry-specific and LoB best practice models from SAP and partners.

# The SAP Signavio Success Formula

SAP's cloud-based process transformation suite gives us the ability to understand, improve, and transform our business processes *fast* and at *scale*



**Transformation Methodology**  
approach



**Process Transformation Suite**  
toolbox



**Value Accelerators**  
content





# SAP Signavio Customers and Some Final Thoughts

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# A Life Sciences company drives operational excellence in real time with SAP Signavio

## Elevating Operational Capabilities with SAP® Signavio®



### Before: Challenges and Opportunities

- Planned solution upgrade to manage business processes
- Embraced new solution to improve overall scalability
- Enabled smoother business operations and more user-friendly tools with upgrade

### Why SAP Signavio and Visual Enterprise Architecture

- More user-friendly solution for process building
- Simple documentation of procedures critical to business ops
- Much easier for team to navigate each department
- Hundreds of key processes now available in system

### After: Value-Driven Results

- New solution makes process creation much easier
- Transitioned all processes to SAP Signavio in very short time
- End-to-end system visibility enabled by new technology
- SAP Signavio enables enterprise-wide process excellence

“Assess what your needs are. Do your due diligence. SAP has many great solutions, but it’s important to know which one **best fits** your company’s specific set of circumstances.”

Greg Decker, VP of Information Technology, SpringWorks Therapeutics

**250+**

New processes built to help establish standardization

**100%**




Of processes fully optimized with SAP Signavio



Featured Partner

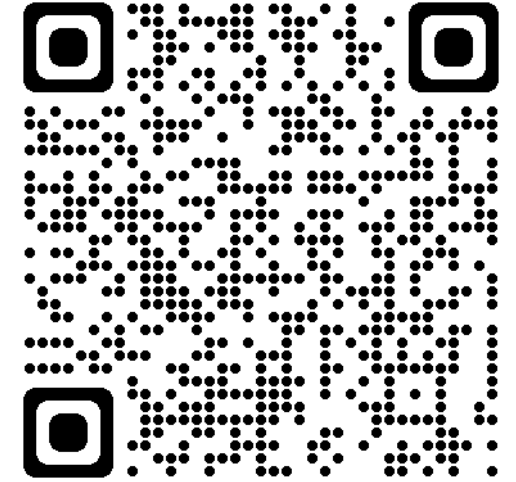


# Anonymized SAP Signavio Customer Use Case Examples

 Use Case	 Description	 Business Value (Example Calculation)
<b>Working Capital, Cash Flow Optimization</b>	<ul style="list-style-type: none"> <li>✓ Automatic Analysis &amp; Monitoring of day payables outstanding (DPO), day sales outstanding (DSO), payment &amp; discount management (AR/AP), payments in-time/on-time</li> </ul>	<ul style="list-style-type: none"> <li>• <b>5 Mio. €</b> annual saving through optimization of payment behaviour and discounts</li> </ul>
<b>Extended Warehouse Management Optimization</b>	<ul style="list-style-type: none"> <li>✓ Automatic Analysis &amp; Monitoring of warehouse management, material availability, inventory management, days inventory outstanding (DIO), deployment in-time/on-time</li> </ul>	<ul style="list-style-type: none"> <li>• <b>23 %</b> reduction of order cancellations due to improvements on material availability</li> </ul>
<b>Supply Chain Management Optimization</b>	<ul style="list-style-type: none"> <li>✓ Automatic Analysis &amp; Monitoring of throughput times, bottlenecks, delays and efficiency &amp; resilience measures of the inbound, as well as the outbound supply chain, plus on-time-in-full (OTIF)</li> </ul>	<ul style="list-style-type: none"> <li>• <b>51 %</b> OTIF improvement</li> </ul>
<b>Product Lifecycle Management Optimization</b>	<ul style="list-style-type: none"> <li>✓ Automatic Analysis &amp; Monitoring of the product lifecycle (including conception, design, development, production, as well as product change management) and the related costs and time-to-market</li> </ul>	<ul style="list-style-type: none"> <li>• <b>28 %</b> reduction on time-to-market</li> </ul>
<b>Talent Management Optimization</b>	<ul style="list-style-type: none"> <li>✓ Automatic Analysis &amp; Monitoring of time-to-signature, time-to-hire, hiring quality measures, vacancy periods, critical vacancies, onboarding and further education, succession planning</li> </ul>	<ul style="list-style-type: none"> <li>• <b>&gt; 67 %</b> hiring right-first-time (no additional hiring cycles, shorter vacancies)</li> </ul>
<b>Performance Management Optimization</b>	<ul style="list-style-type: none"> <li>✓ Automatic Analysis &amp; Monitoring of agile target setting, mentoring touchpoints, performance reviews and adoption of the performance management approach</li> </ul>	<ul style="list-style-type: none"> <li>• <b>&gt; 90 %</b> adoption of a new performance management and target setting process</li> </ul>
<b>Compliance &amp; Risk Management Optimization</b>	<ul style="list-style-type: none"> <li>✓ Automatic Analysis &amp; Monitoring of business risks, internal controls and compliance to external regulations and internal policies</li> </ul>	<ul style="list-style-type: none"> <li>• <b>38 Mio. €</b> sales risk mitigated, due to the analysis and monitoring of un-allocated cash</li> </ul>
<b>Ticketing (Shared Services, Customer Services, ITSM) Optimization</b>	<ul style="list-style-type: none"> <li>✓ Automatic Analysis &amp; Monitoring of ticket resolution times, service level agreements, priority 1 ticket resolution, customer experience/ happiness and service efficiency</li> </ul>	<ul style="list-style-type: none"> <li>• <b>+ 26 pp NPS</b> increased customer happiness and delivery quality</li> </ul>
<b>IT Flow Measurements &amp; IT Delivery Optimization</b>	<ul style="list-style-type: none"> <li>✓ Automatic Analysis &amp; Monitoring of IT impact, cost and efficiency, prioritization, budget and timelines, delivered story points and created business value</li> </ul>	<ul style="list-style-type: none"> <li>• <b>+ 58 Mio €</b> added business value, due to smart incentivitation and prioritization of resources</li> </ul>
<b>Digital Process Management &amp; Intelligent Automation</b>	<ul style="list-style-type: none"> <li>✓ Automatic Analysis and Monitoring of automation rates and automation potentials, plus AI driven process discovery for low-code automation (BPMS/WFA, RPA)</li> </ul>	<ul style="list-style-type: none"> <li>• <b>30 + FTE resource</b> savings through AP invoice automation</li> </ul>
<b>ERP/System Transition (S/4 HANA)</b>	<ul style="list-style-type: none"> <li>✓ Semi-Automatic process template evaluation and AI driven Monitoring of the system behaviour</li> </ul>	<ul style="list-style-type: none"> <li>• <b>1.2 years</b> time saving for a global S/4 Hana implementation due to automated testing, process behaviour monitoring and risk mitigation</li> </ul>

# Start Your SAP Signavio Journey Today

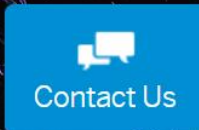
[Signavio Process Insights, Discovery Edition \(ondemand.com\)](https://ondemand.com)



## Start your Transformation Journey with SAP Signavio Process Insights, Discovery Edition

(evolution of Process Discovery, SAP Innovation and Optimization Pathfinder on Spotlight)

Understand your current business process performance. Identify new functionalities from SAP S/4HANA, SAP Fiori apps, automation and intelligent technologies to support your business goals.



You can use SAP Signavio Process Insights, discovery edition for:

- your SAP ERP system (e.g. for your transition to SAP S/4HANA)
- your SAP S/4HANA system (e.g. you want optimize it)

# Thank you!

For more information

[Business Process Transformation](#) \* [SAP Signavio](#) \* [SAP Signavio Community](#)

## ASUG SAP Signavio Virtual Sessions

March 21: [SAP Signavio Foundations #1: Why Every Successful Business Transformation is Data-Driven and Continuous](#)

March 28: [Signavio Foundations #2: How to Ensure Your SAP S/4HANA Transformation Is an Investment That Adds Value](#)

April 4: [SAP Signavio Foundations #3: Move from Strategy to Execution by Aligning Enterprise Architecture with Business Process Management](#)

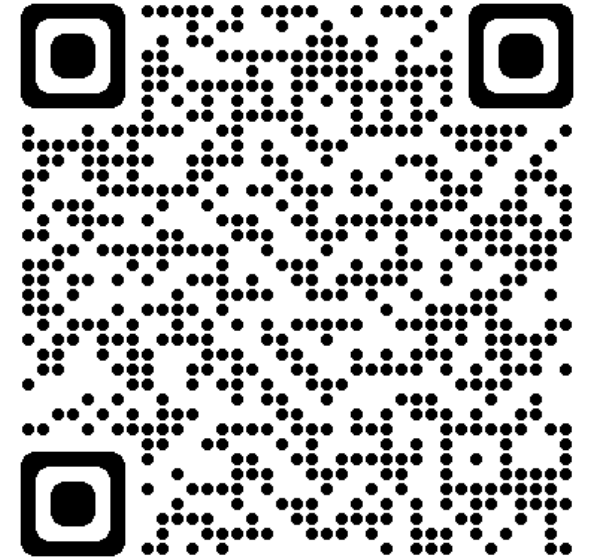
April 11: [SAP Signavio Foundations #4: Gain Visibility into Your Transformation: Drive Value, Uncover Opportunities and Improve Continuously with Process Data-Driven Insights](#)

June 29: [SAP Signavio Foundations #5: Why Does Every Organization Need a Business Process Center of Excellence?](#)

## ASUG News + Views

[SAP Signavio Data & Insights: It's All About Getting There Faster](#)

[Qorvo Counts on SAP Signavio for Thousands of Process Improvements](#)



# ASUG





**Please Contact me for more information**

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