Data-driven Process Excellence makes your Business Transformation a success

SAP Signavio Continuous Business Process Transformation

ASUG

THE BEST RUN SAP

Speakers

- **Head of Business Process Management, Regulated Industries**

- **22 years in SAP and Implementation ecosystem**

- **Reformed Solution Architect and Delivery Executive**

- **VP of SAP Signavio, North America**

- **36 years of Business Process Transformation experience**

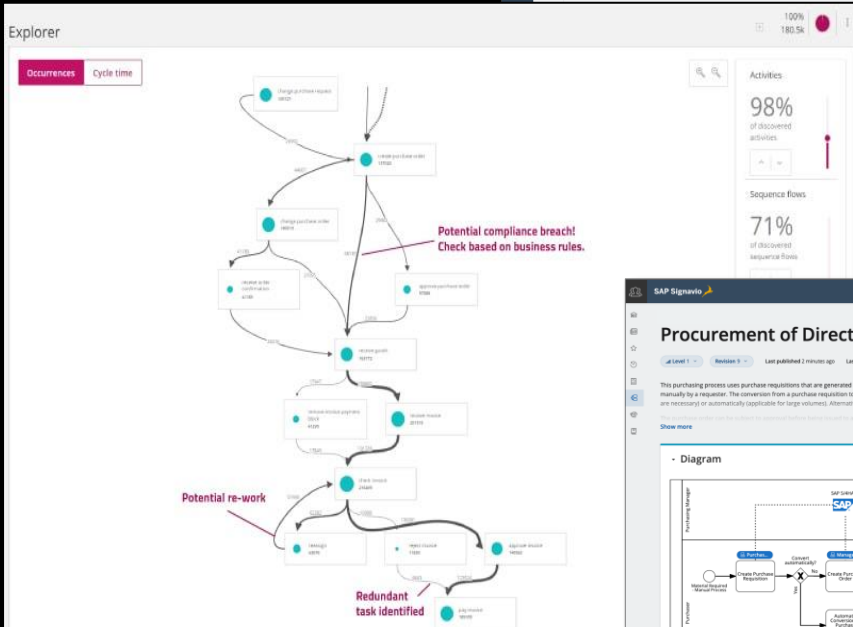Would it benefit you to _quantify_ how your business's processes are performing?
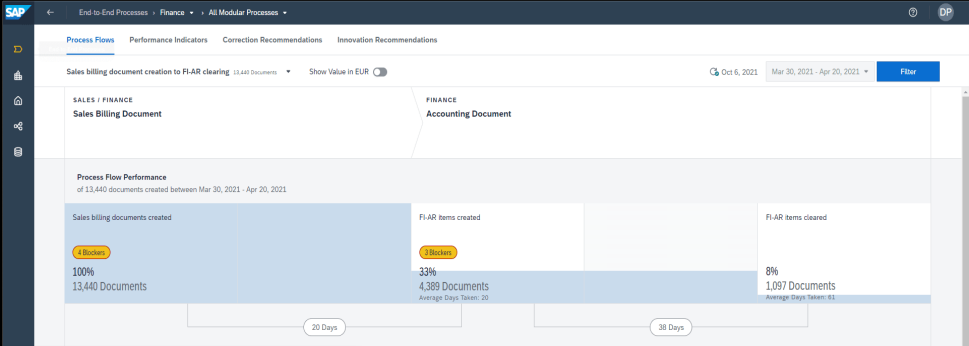
What if you could focus your time and effort on just those processes with the most room for improvement?

SAP Signavio drives transparency throughout your business processes so that real problems emerge.
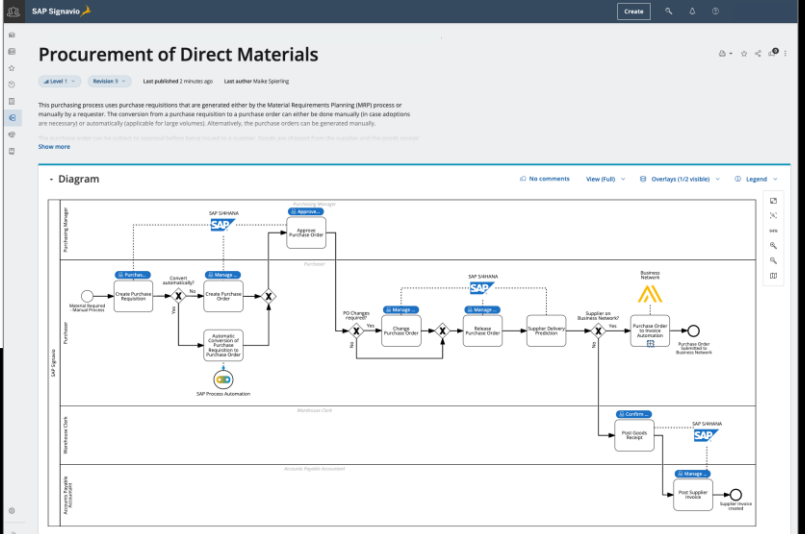
Data removes the **hypotheticals** of your transformation

SAP Signavio provides a **data driven** approach

to Business Process Transformation

- Yield insights almost immediately

- Define your "to-be" target state based on those insights

- Ensure a collective understanding of the changes and impacts from a single place

- Work collaboratively and continously on improving outcomes

No matter where you are in your journey

1 **No plans to move or evaluating S/4**

- Understand why business processes are not optimized and prioritize improvements

- Deploy recommendations to your as-is state

- Visualize how S/4 can deliver process improvements aligned to business strategy and outcomes

2 **In the midst of our project**

- Simulate your "to-be" processes using digital twins to measure the results. Measure the impacts on the business, the OCM impacts, and validate the value BEFORE you deploy

3 **Already on SAP S/4**

- Improve your organization's ability to to adapt and adopt with a *Process of Process Management* discipline.

- Keep your S/4 core clean by starting with standard content

- Leverage automation and innovations from SAP and non-SAP technologies

This was definitely a Process!!!

The "Process" of Business Process Management…

Plan to Fulfill

Procure to Pay

Order to Cash

Recruit to Retire

SAP Process Discovery and Insights

SAP Signavio

BusinessTechnology Platform

Analyze As-Is

Design & Simulate To-Be

Improve

Rollout

Monitor

Model, Manage, **Collaborate** & Govern

Best Practices by Industry

Services
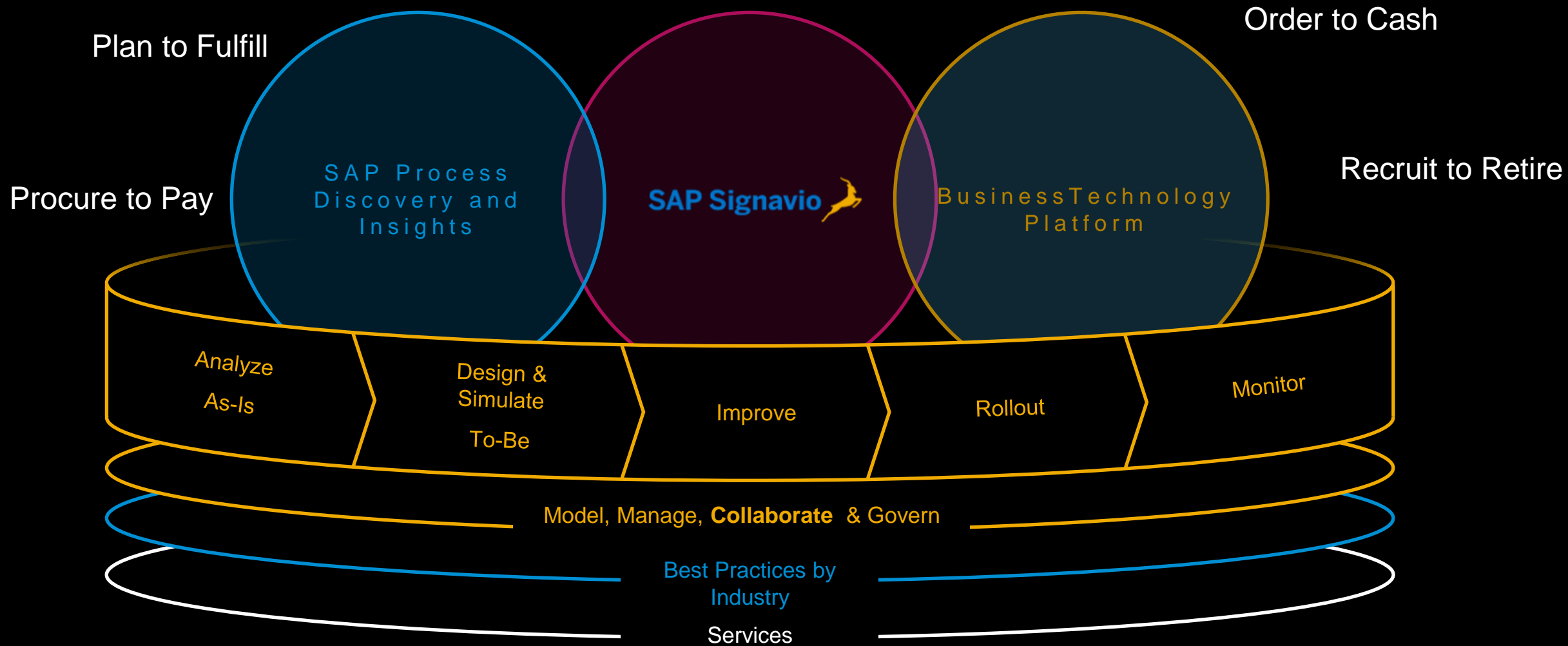
A Single View of All Strategic Processes

Strategic Processes
- Dials based on your KPIs

- Process Owners deep dive into root causes

- Creates common Data Dictionary and Process repository for entire enterprise

- **Idea is to enable deep business process understanding**

Direct Marketing	Lead to Order	Order to Cash	Record to Report	Procure to Pay	Client Onboarding	Issue to Resolution
Chief Marketing Officer (CMO)	Chief Sales Officer (CSO)	Chief Operating Officer (COO)	Chief Financial Officer (CFO)	Chief Procurement Officer (CPO)	Chief Customer Officer (CCO)	Chief Customer Officer (CCO)
Hubspot Exact Target	Salesforce	SAP S/4HANA	SAP Analytics Cloud	SAP S/4HANA	Salesforce	ServiceNow
Number of Inbound Leads	Average Deal Value	Complete Cycle Time	Global Company Revenue	Purchase Order Creation Time	Onboarding Cycle Time	Average Resolution Time
Click-Through Rate (Website Campaign)	Sales Cycle Time	Cash Conversion Cycle	Global Company Profit	On-time Reception Rate	Cost to Onboard	Number of Field Visits
Click-Through Rate (LinkedIn Campaign)	Lead Time	Days Sales Outstanding	Accounts Receivable Costs	Invoice Payment Time	Client Satisfaction Rate	Number of Variants
	Time to Close	On-time Delivery Rate	Accounts Payable Costs	Automatic Accounting Rate		

Business Processes as an Essential Component of the Intelligent Enterprise

Intelligent, sustainable enterprise

Industry-specific
end-to-end processes

Business process management

Enterprise resource management
Spend management
Human capital management
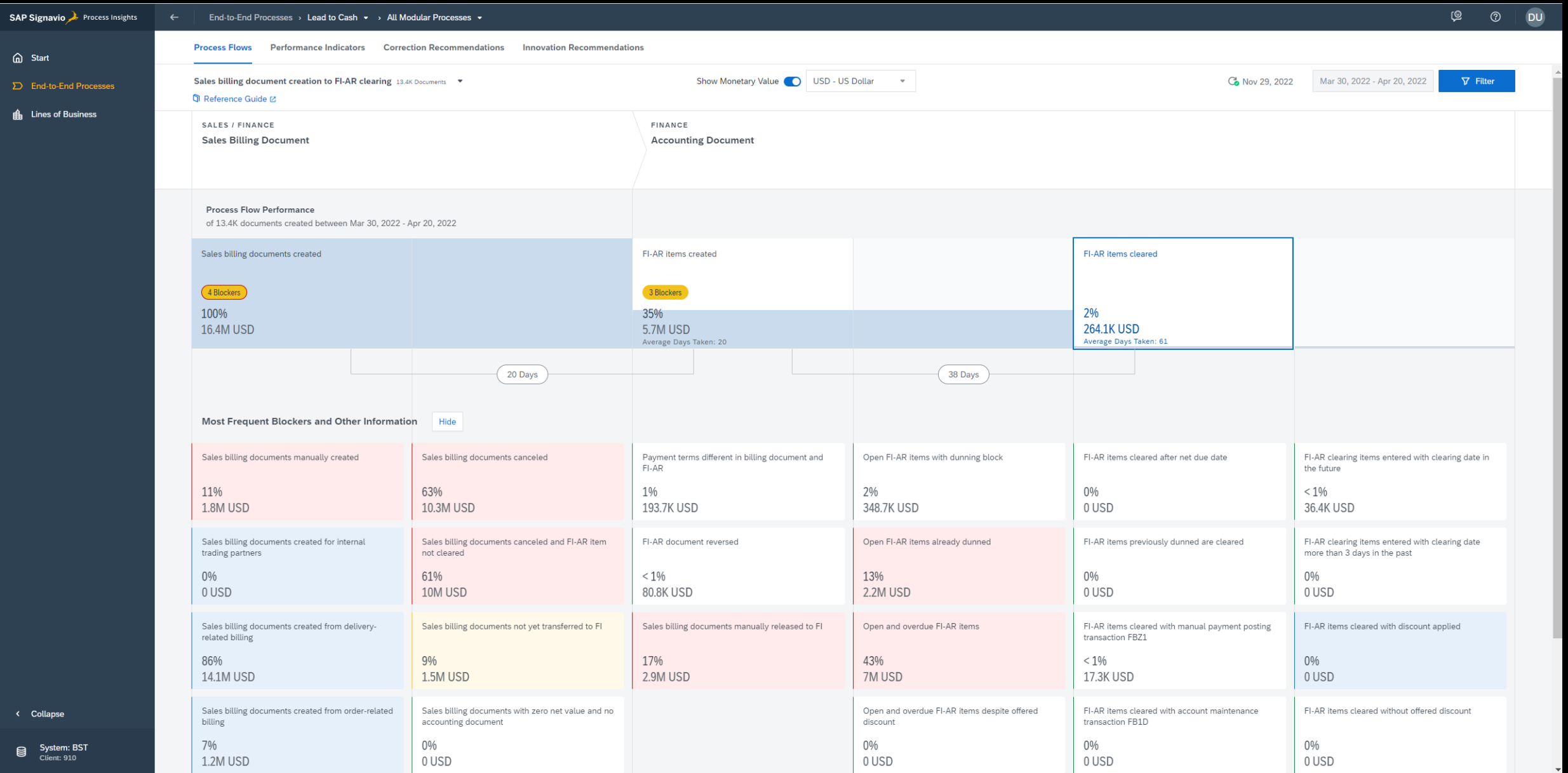Customer relationship management

Business network   Industry cloud   Planning

Business technology platform

App dev   Integration   Data and analytics   AI

SAP Signavio
Process Manager

SAP Signavio
Journey Modeler

SAP Signavio
Process Intelligence

SAP Signavio
Process Collaboration Hub

SAP Signavio
Process Governance

SAP
Process Insights

SAP
Process Automation

Process and journey modelling

Process analysis and mining

Workflow and automation execution

Quick Value to Actions with SAP Process Insights

SAP Signavio Process Explorer Demo

Thank you.

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