



SAP Signavio Process Transformation Suite for Enterprise Transformation and Process Excellence

Pattabhi Peddinti, SAP Signavio Center of Excellence

March 2022

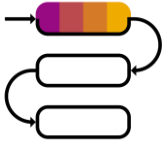
Agenda

- Challenges of Transformation and Innovation
- Introducing the SAP Signavio Process Transformation Suite
- SAP Signavio Process Transformation Suite in SAP Activate
- Roadmap
- Next Steps

“Change before you have to”

– Jack Welch

Corporate Initiatives to change and adapt to market conditions



Process Excellence

Process focus (to address a particular process area)

- Order to cash (O2C)
- Purchase to pay (P2P)
- Lean manufacturing
- Service management

Performance initiatives (cross- or multi-functional)

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



Enterprise Transformation

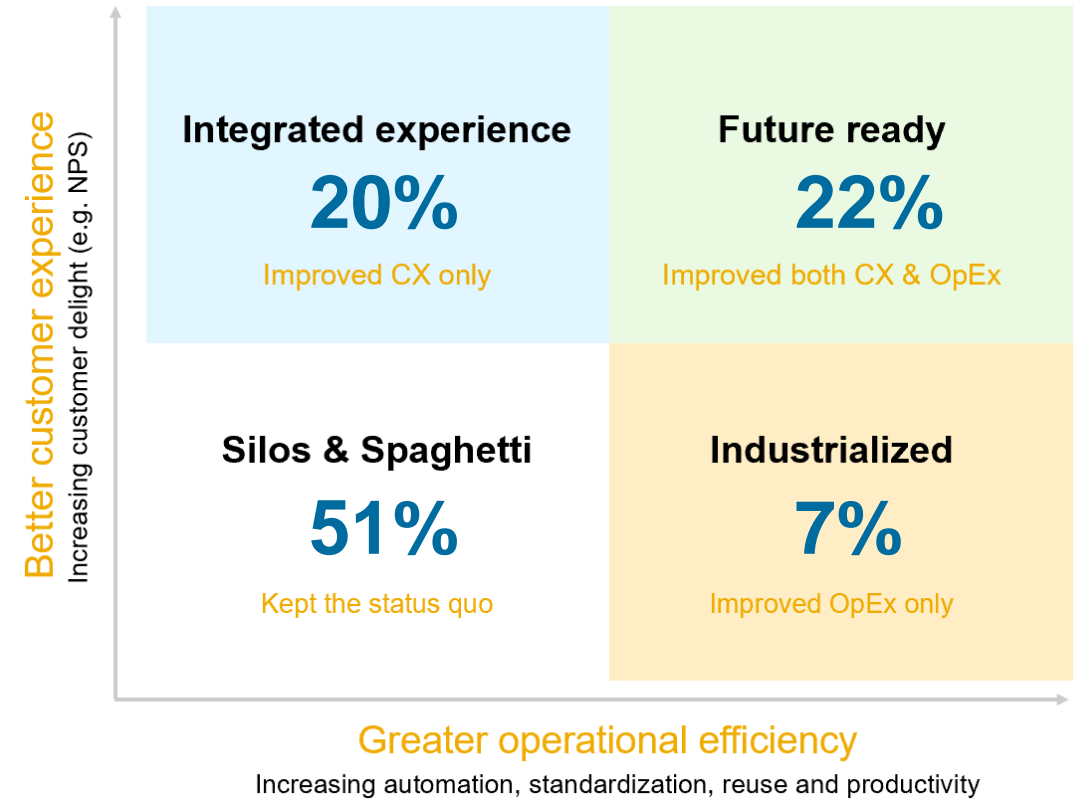
Business Transformation

- New business models
- Process harmonization and simplification
- Process consolidation inc. shared services
- Equip for mergers and acquisitions
- RISE with SAP transformation

IT Transformation

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

MIT's framework for Digital Business Transformation*



2019 % of firms, N=1,311

*Source: https://c isr.mit.edu/publication/2021_0201_PathwaysUpdate_WoernerWeill

Why do most transformation initiatives underperform or fail?*



**Fragmented
operations**



Siloed data



**Lack of
tools**

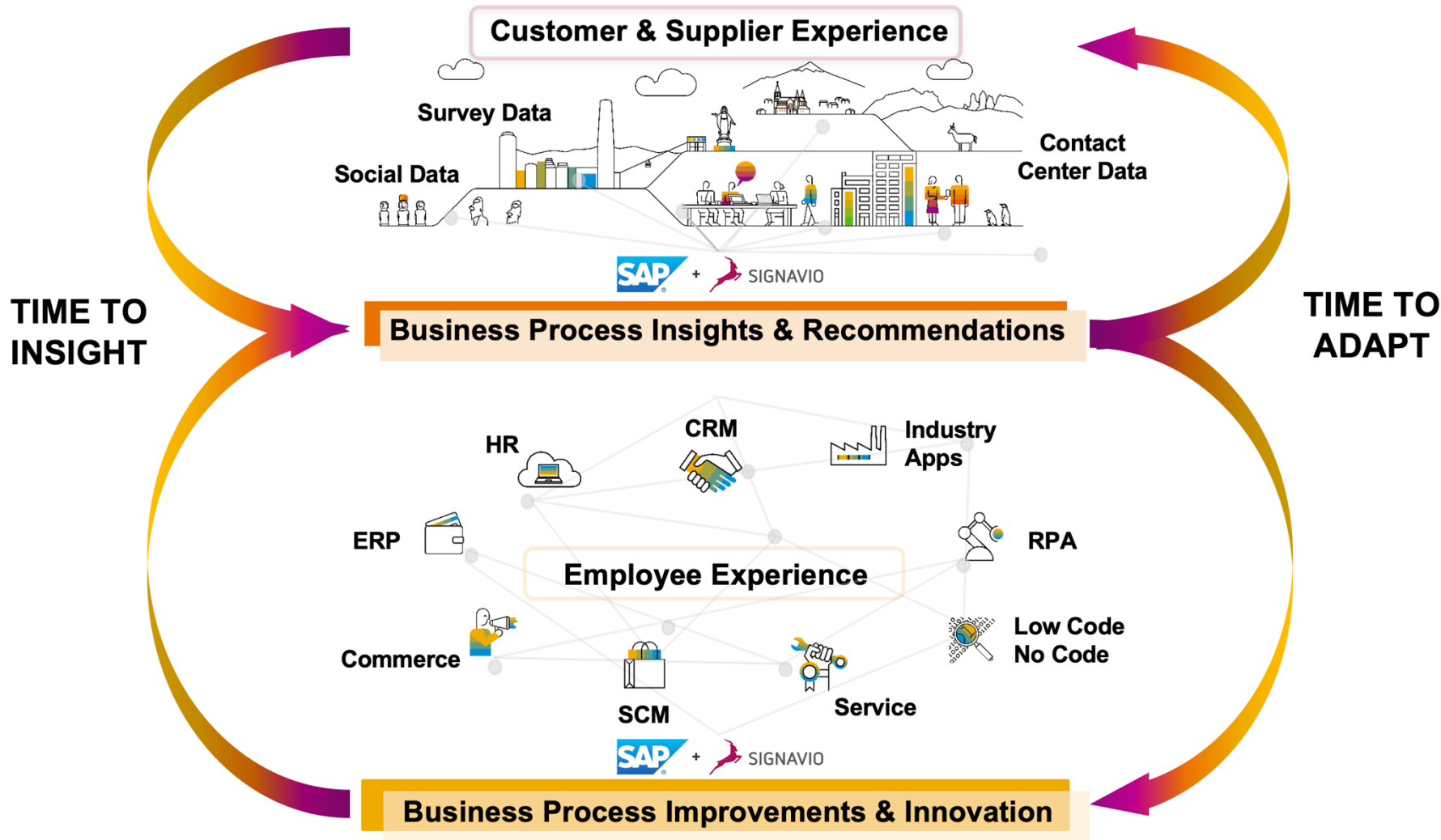


**Disconnected
teams**

*55% of all ERP projects had over-budget issues, 60-70% of all ERP projects fail to meet their objectives – Source: Vanson Bourne Survey; Gartner

SAP Signavio Process Transformation Suite

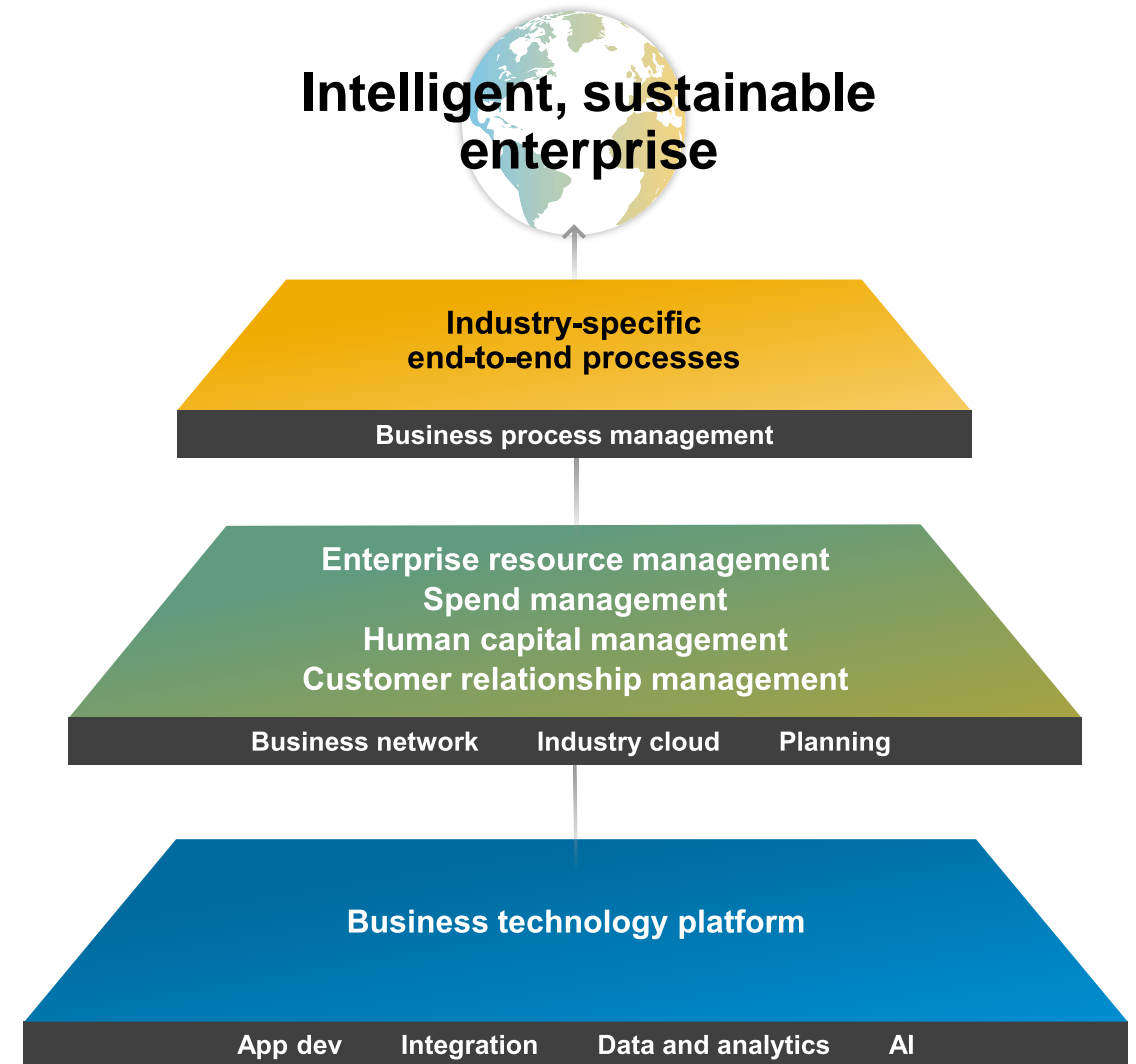
Our vision of business process management



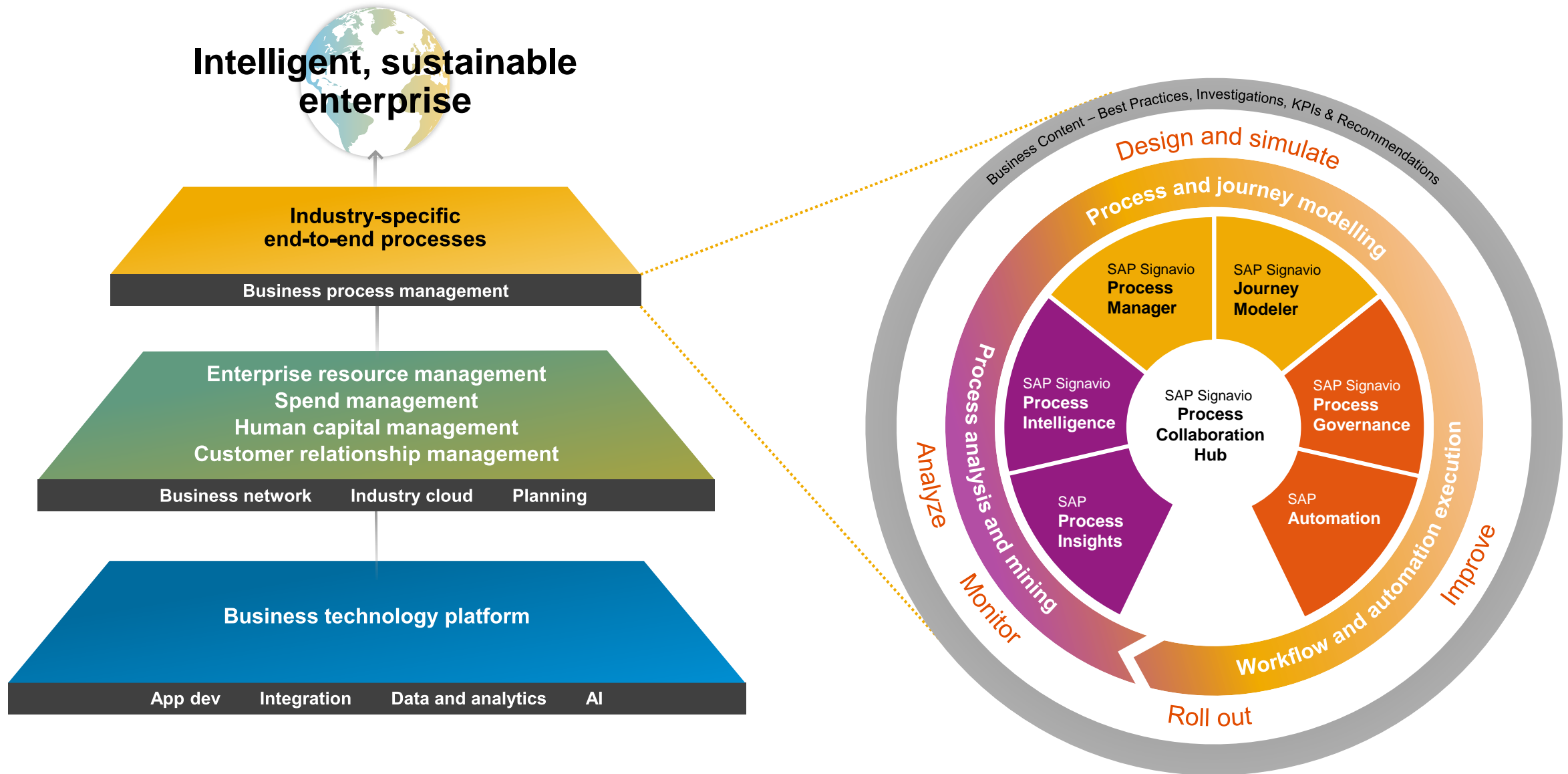
Continuous process transformation becomes a source of sustained competitive advantage.

In this context, **time to insight** and **time to adapt** are key to becoming intelligent, sustainable enterprises.

Enable every enterprise
to become an **intelligent,
sustainable enterprise**

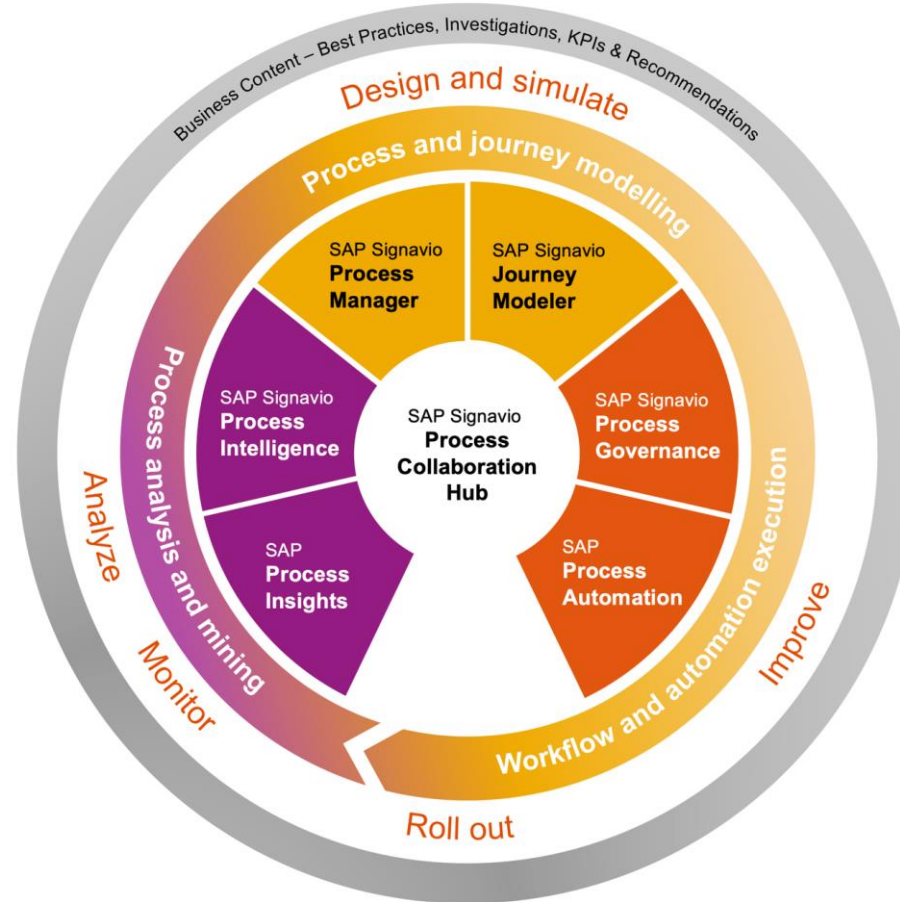


Managing Business Processes is an Essential Component of the Intelligent Enterprise



SAP Signavio Process Transformation Suite

Our offering



A cloud-based **process management platform** that gives companies **the ability to understand, improve, and transform all their business processes** – fast and at scale

SAP Signavio Process Transformation Suite Components

SAP Signavio Process Manager

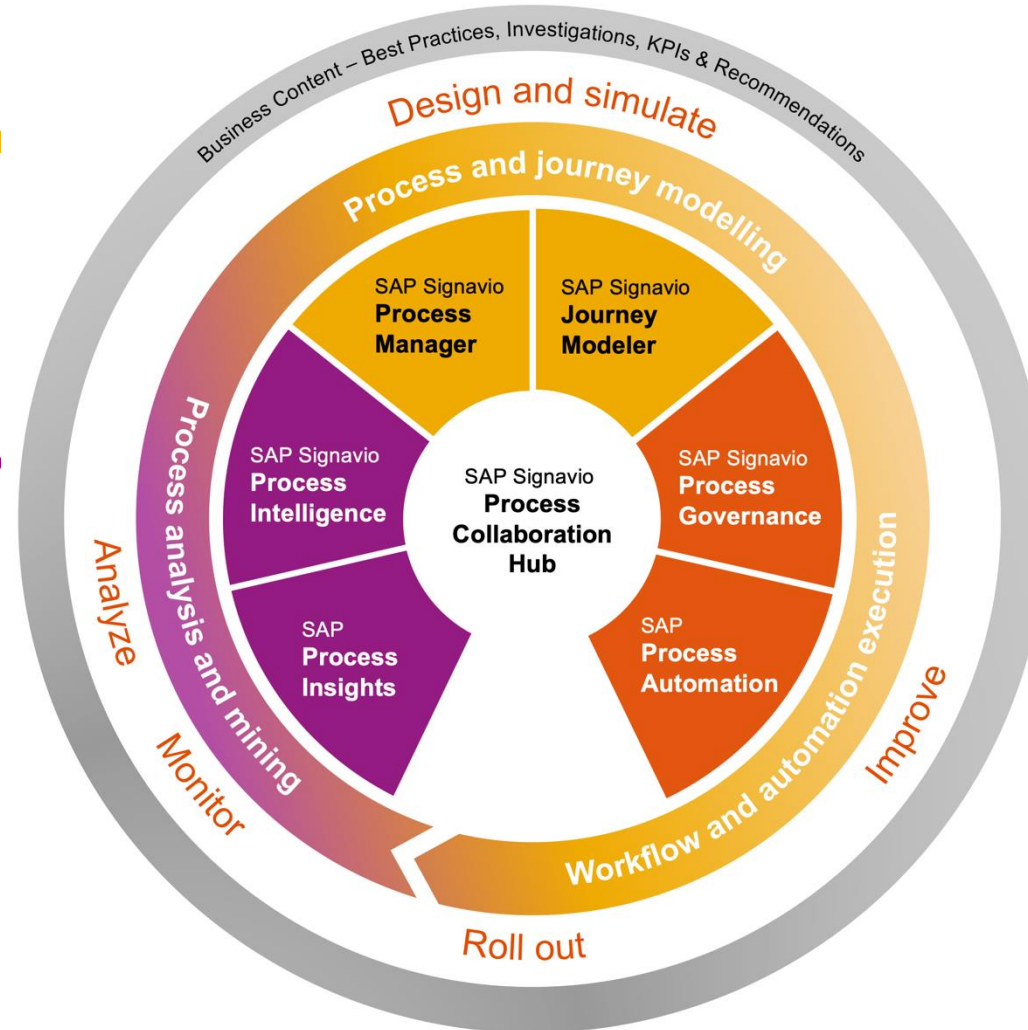
Capture, document, compare, and simulate your process portfolio.

SAP Signavio Process Intelligence

Embrace a data-driven approach to discover, analyze, and mine your end-to-end processes.

SAP Process Insights

Locate and prioritize process improvement potential for specific SAP solutions.



SAP Signavio Journey Modeler

Design customer journeys and connect with processes.

SAP Signavio Process Governance

Manage and drive process management-related tasks and governance in a human-centric way.

SAP Process Automation

Repair and enhance processes to improve effectiveness, efficiency, and business user productivity.

SAP Signavio Process Collaboration Hub

Enable insights and enterprise collaboration.

SAP Signavio Process Transformation Suite

Key benefits



Align across the organization

- Involve all stakeholders in the design of your to-be state. Get buy-in on improvement proposals. Establish process frameworks. Train your teams.
- Model, govern, share, and collaborate on processes and actions with an all-in-one solution.



Bring experience and process excellence together

- Combine outside-in and inside-out perspectives to translate customer, supplier, and employee experience to your operational reality.
- Use experience analytics and combine with operational data to understand how your products and services are perceived.



Reduce time to insight

- Discover objectively how you operate today and leverage your data to locate and evaluate process improvements potential based on simulation of alternative scenarios.
- Benchmark across business units, systems, and subsidiaries to identify potential for improvements based on problems and inconsistencies in process execution.



Increase agility and reduce time to action

- Build a process improvement mind-set and a collaborative mindshare on future process transformation. Build resilience into your processes.
- Identify and execute improvement opportunities with delivered configurations, metrics, and tailored recommendations.

SAP Signavio supports both enterprise transformation and process excellence initiatives

Business Transformation

- New business models
- Process harmonization and simplification
- Process consolidation inc. shared services
- Equip for mergers and acquisitions
- RISE with SAP transformation project...



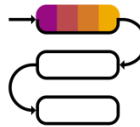
Enterprise Transformation

Process Excellence

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- Purchase to pay (P2P)
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IT Transformation

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

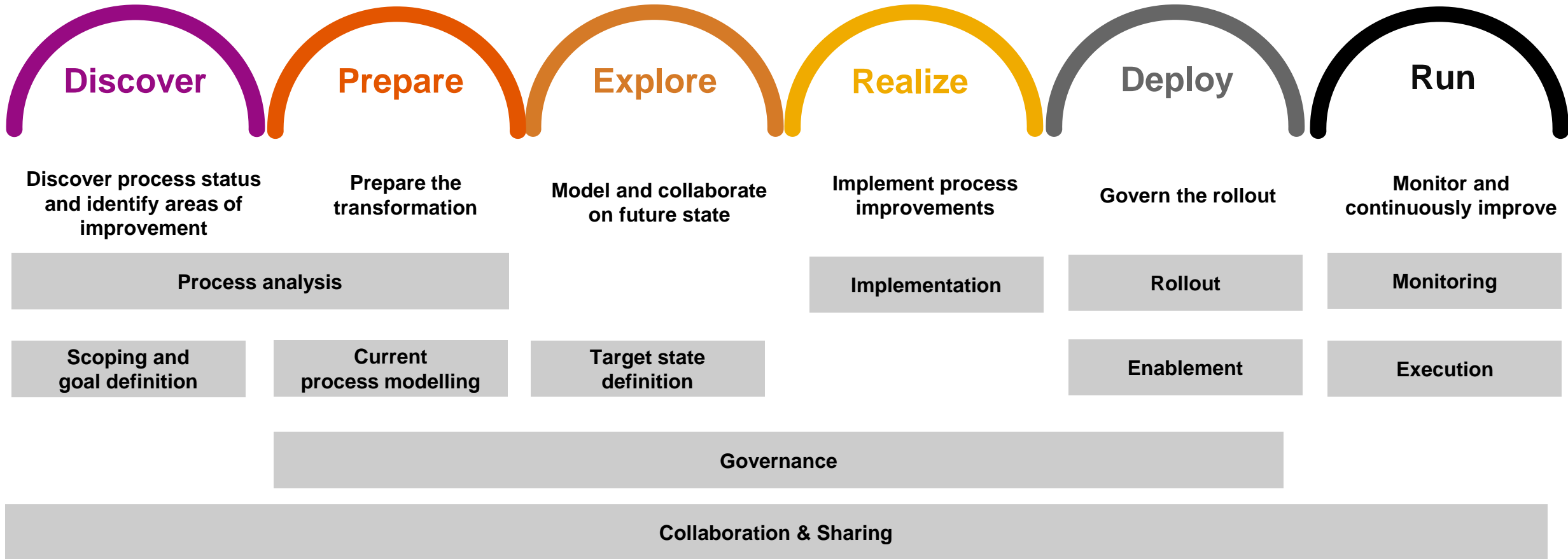
Performance initiatives

(cross- or multi-functional)

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

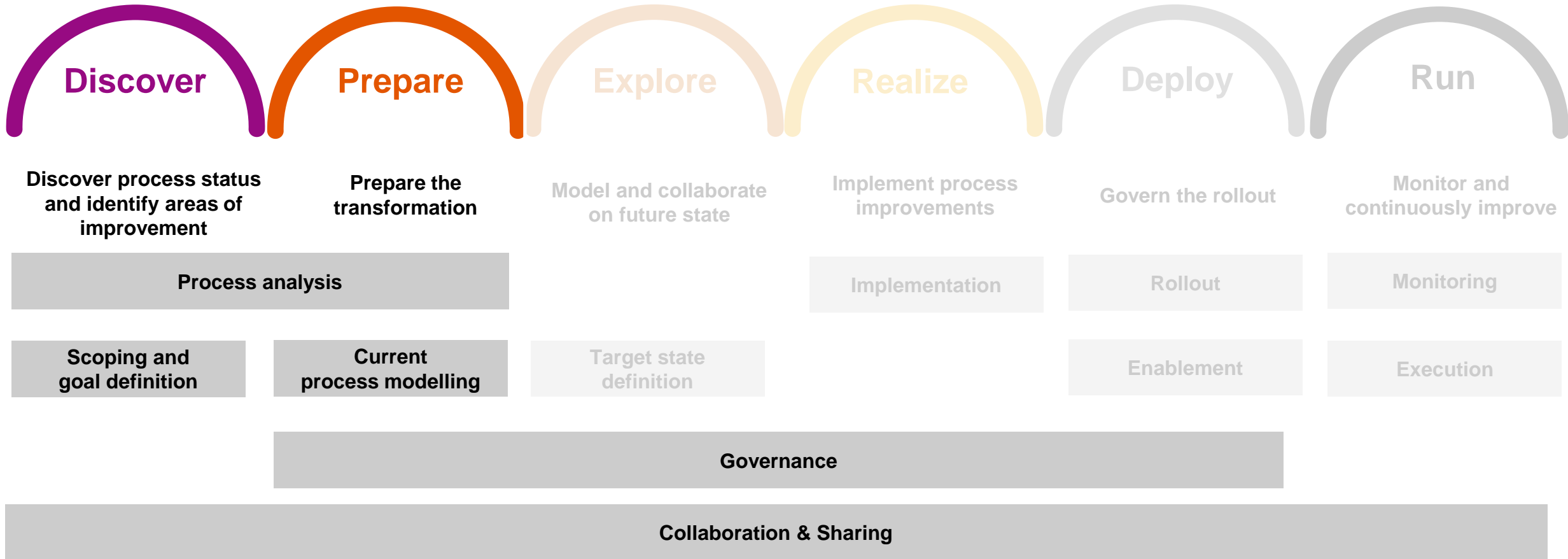
SAP Signavio Process Transformation Suite

for enterprise transformation and process excellence



SAP Signavio Process Transformation Suite

for enterprise transformation and process excellence



Align all stakeholders around Goals, Objectives and Priorities



< Back

Processes > Scenarios > O2C Credit Management Transformation > 1. Define Scope & Goals >

O2C CM - Transformation Business Objectives

Level 1 | Revision 39 | Last updated 04/02/2021 | Last author Cedric Capayrou

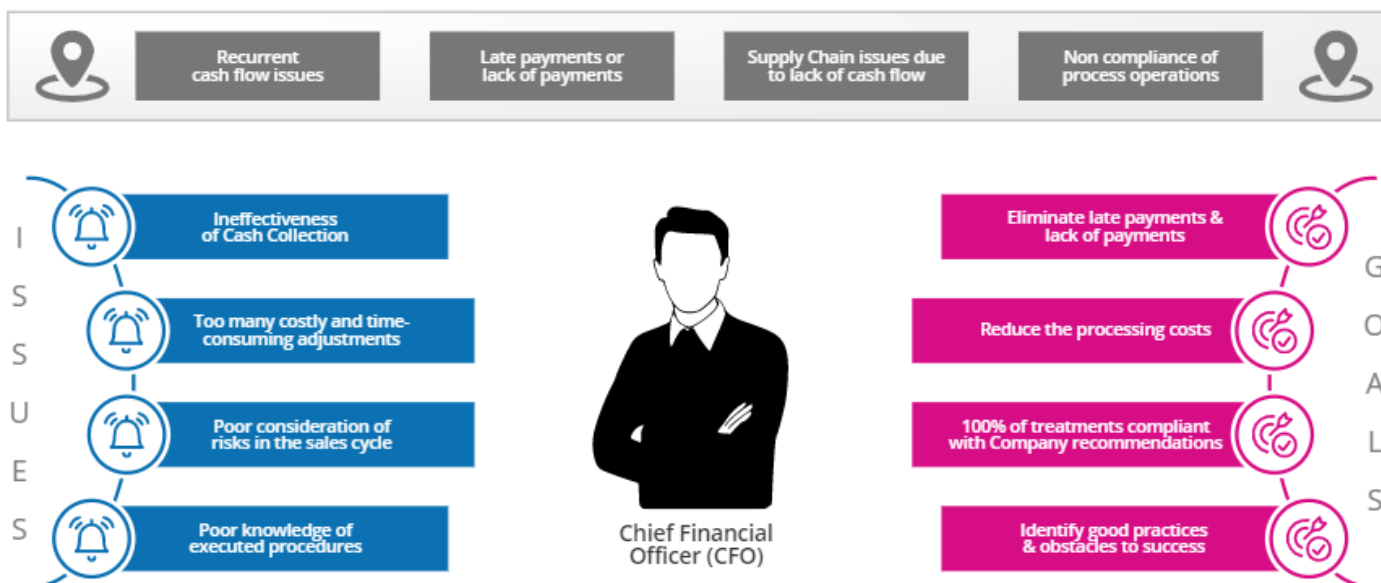
This diagram lists the context, key issues, key goals, and key measurement indicators for the transformation project.

Diagram

No comments

Overlays (1/27 visible)

Legend



Understand current state of process. Based on inside-out performance data.



Start > Business Operating Model > Lead to Advocate > Order to Cash

Order to Cash

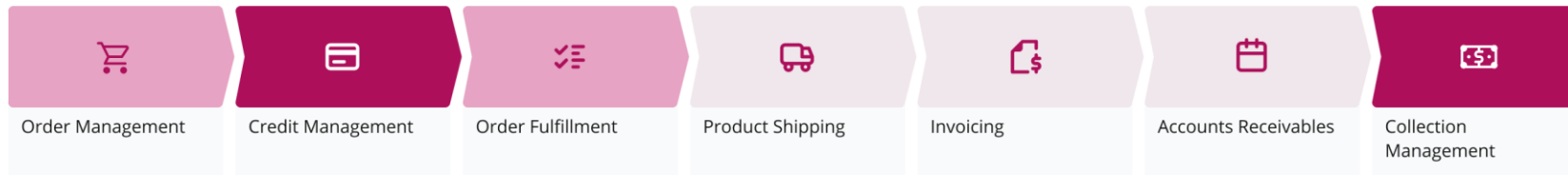
Order to Cash (OTC or O2C) is a set of business processes that involve receiving and fulfilling customer requests for goods and services.



Insights on Current State

Improvement Potential: ■ High ■ Medium ■ Low

Lead to Order ▶



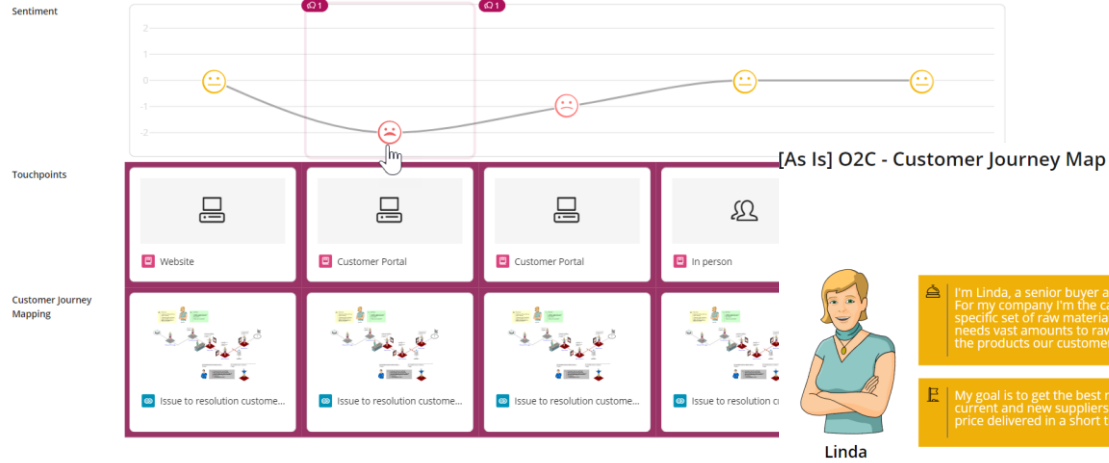
▶ Adoption to Retention

Improvement Potential	Medium	High	Medium	Low	Low	Low	High
Operational Health >	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Customer Experience	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Process Model Quality	<div><div></div></div>	no model	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>
Owner	<div><div></div> Stephen Cain</div>	<div><div></div> Kim Miller</div>	<div><div></div> Brian Rees</div>	<div><div></div> Brian Rees</div>	<div><div></div> Susan Pritzker</div>	<div><div></div> Susan Pritzker</div>	<div><div></div> Susan Pritzker</div>
Opportunities and Projects		<div><div>SAP S/4HANA transformation opportunity identified See Details</div></div>			<div><div>Improvement Project ongoing See Details</div></div>		<div><div>Continuous improvement and automation opportunity identified See Details</div></div>

Understand the customer journey. Based on outside-in sentiment data.



SIGNAVIO



No comments Overlays (1/3 visible) Legend



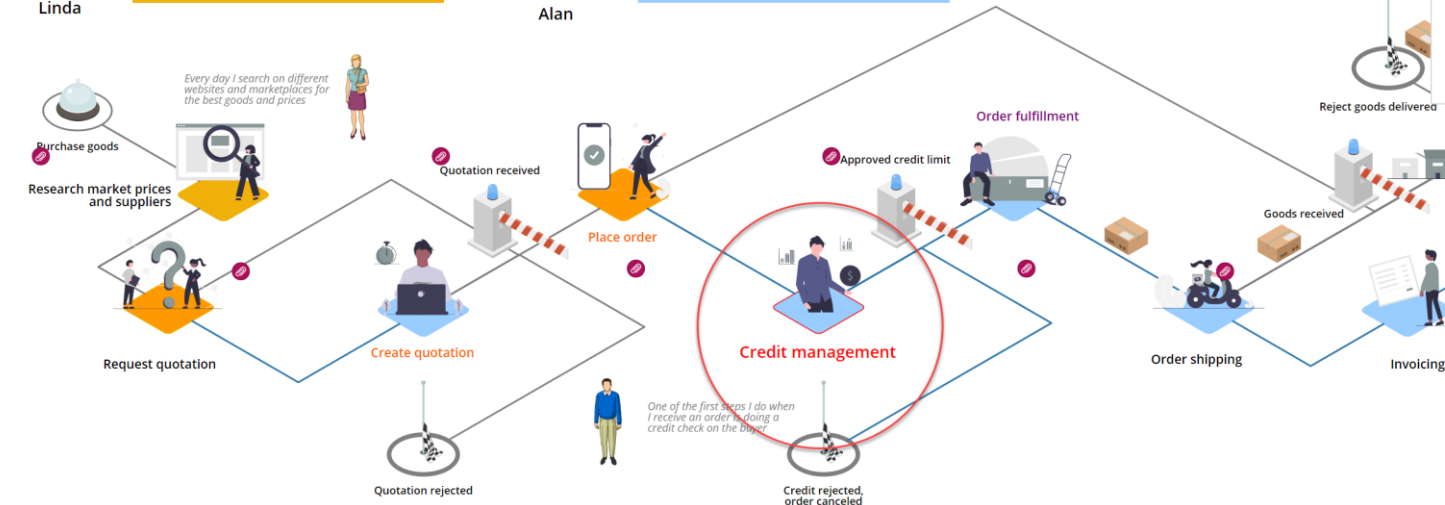
I'm Linda, a senior buyer at a CPG company. For my company I'm the category buyer for a specific set of raw materials. The company needs vast amounts of raw material to create the products our customers like.

My goal is to get the best raw materials from current and new suppliers at a competitive price delivered in a short time.



I'm Alan, a senior sales representative for my company. We sell the raw materials Linda is looking for. For my company I'm responsible for ensuring customer orders are processed correctly and delivered in time.

My goal is to ensure the order is processed fast and follows the right process steps in our company, satisfying my customers.



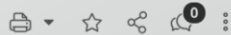
Identify inefficiencies in current state. Based on performance data and benchmarks.



Start > Business Operating Model > Lead to Advocate > Order to Cash

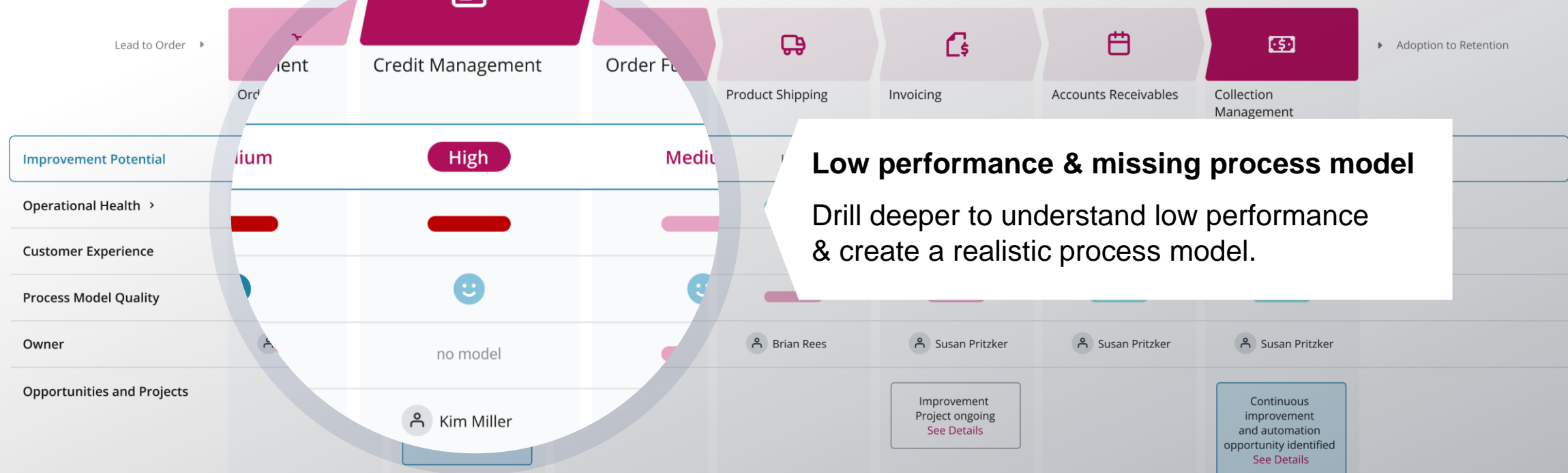
Order to Cash

Order to Cash (OTC or O2C) is a set of business processes that involve receiving and fulfilling customer requests for goods and services.



Insights on Current State

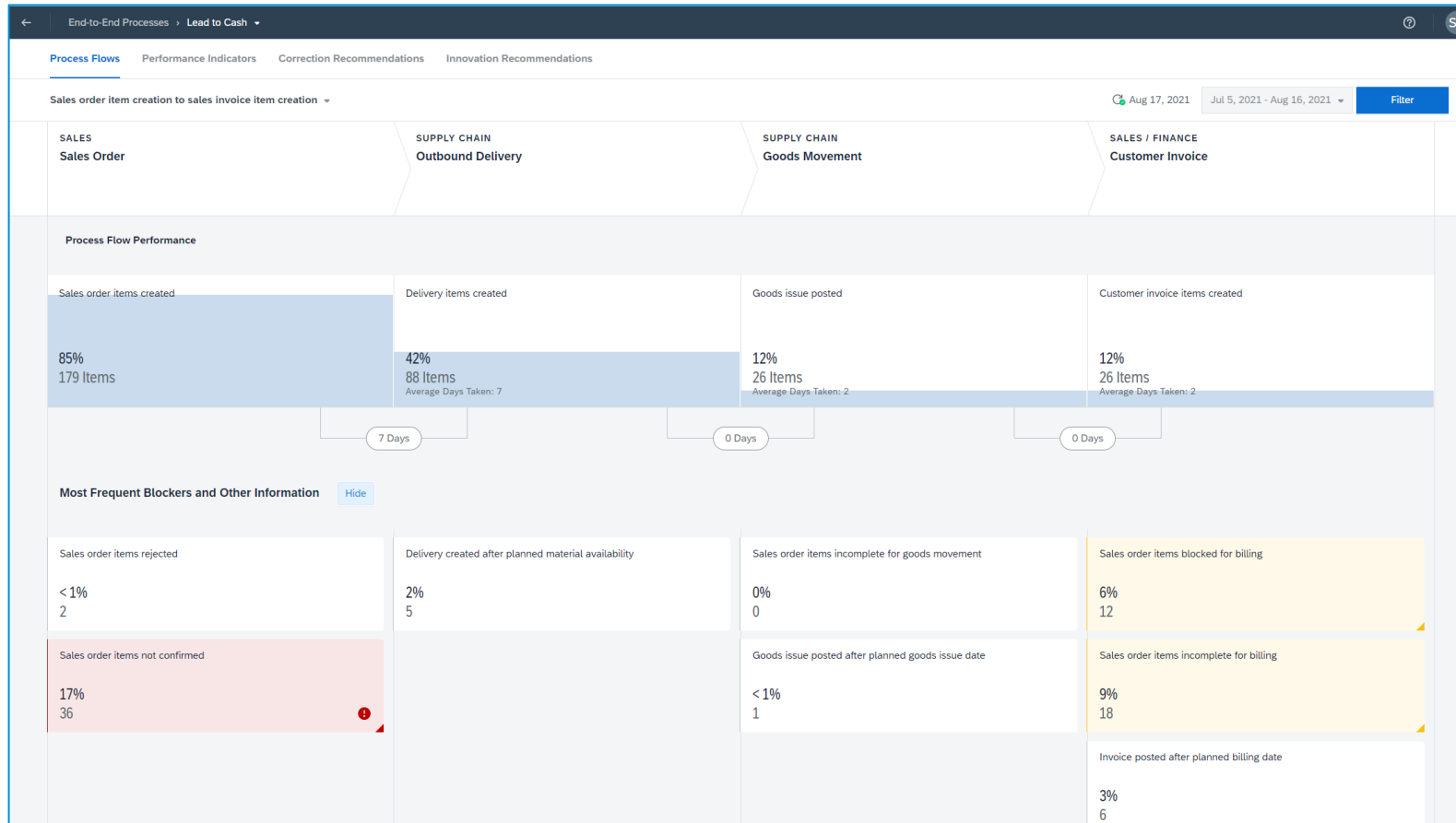
Improvement Potential: ■ High ■ Medium ■ Low



SAP Process Insights*

Understand your process performance

Using 40+ delivered process flows and 900+ typical issues and inefficiencies



Leverage data

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



Get insights fast

Updates happen daily.



More is to come

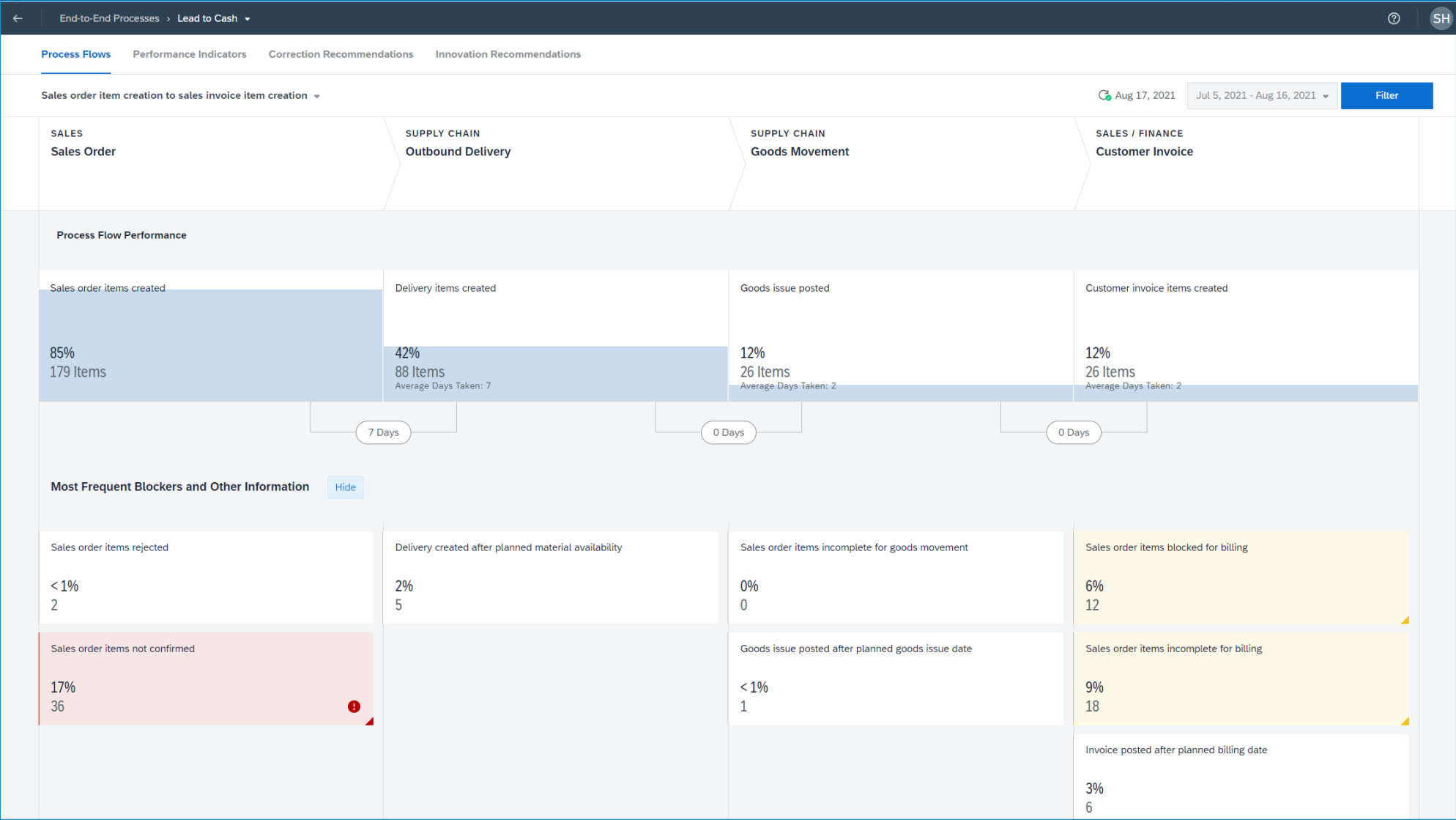
The number of available process flows increases with every release.

* Available for SAP customers only

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SAP Signavio Process Transformation Suite

for business



Discover process
and identify
improvement

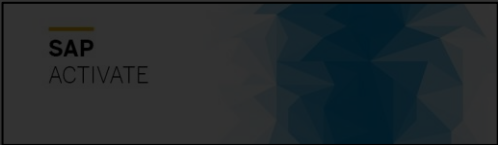
- Analyze the process flow
- Understand the process flow
- Identify opportunities for improvement

Run
Monitor and
improve

Monitor process
business
performance

SAP Signavio Process Transformation Suite

for business transformation and process excellence



Performance Indicators: Order to Fulfill

- All Categories
- Automation Rate (2)
- Backlog (8)
- Changes (1)
- Exception (1)
- Throughput (4)

Performance Indicator	Amount	Unit
Changes in sales documents	497	Changes
Deleted items in sales documents	15	Items
Delivery items shipped and overdue for billing	2,522	Items
Distinct errors during delivery due runs (sales)	3	Exceptions
Missing fields in incomplete sales document items	9,034	Entries
Outbound deliveries created <div>Automation Rate: 11%</div>	111	Documents
Outbound deliveries overdue for goods issue posting	19,211	Documents
Overdue planned orders assigned to sales	0	Documents
Overdue process orders assigned to sales	35	Documents
Overdue production orders assigned to sales	892	Documents
Overdue sales schedule line items	16,716	Schedule Line Items

Performance Indicator

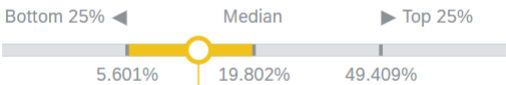
Outbound deliveries created

111 Documents

Automation Rate: 11%

0 EUR

Industry Benchmark



With an overall automation rate of 11%, your performance is below the industry median (bottom 39%). Check out the correction and innovation recommendations to see how you can improve.

Use Process Mining to understand execution in current state.



Current State

Process Discovery

Occurrences

Cycle time

Open as BPMN

1

251

2

178

3

100

4

77

5

72

6

46

7

34

8

33

9

28

10

22

11

21

12

18

13

17

14

11

15

11

16

11

Current Credit Management Activities

Conform activities

12,313 / 95.1 %

Create Credit Limit Request

2,417 / 18.7 %

Create Customer Master Data

2,417 / 18.7 %

Calculate Risk Class

1,799 / 13.9 %

Calculate Credit Score

1,799 / 13.9 %

Sell from Stock

1,438 / 11.1 %

Sales of Non-Stock Item

979 / 7.6 %

Review Sales Order

732 / 5.7 %

Release Sales Order

484 / 3.7 %

Reject Sales Order

248 / 1.9 %

Non-conform activities

632 / 4.9 %

Correct Risk Class

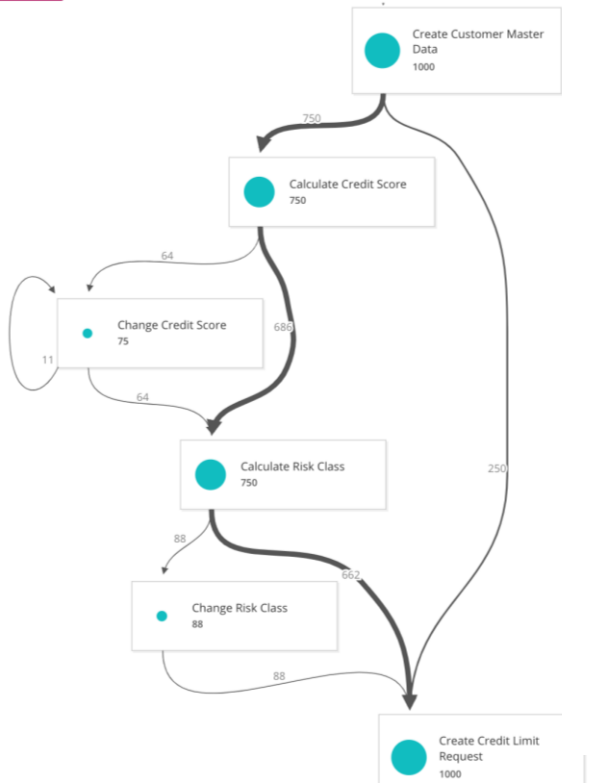
228 / 1.8 %

Change Credit Score

216 / 1.7 %

Change Risk Class

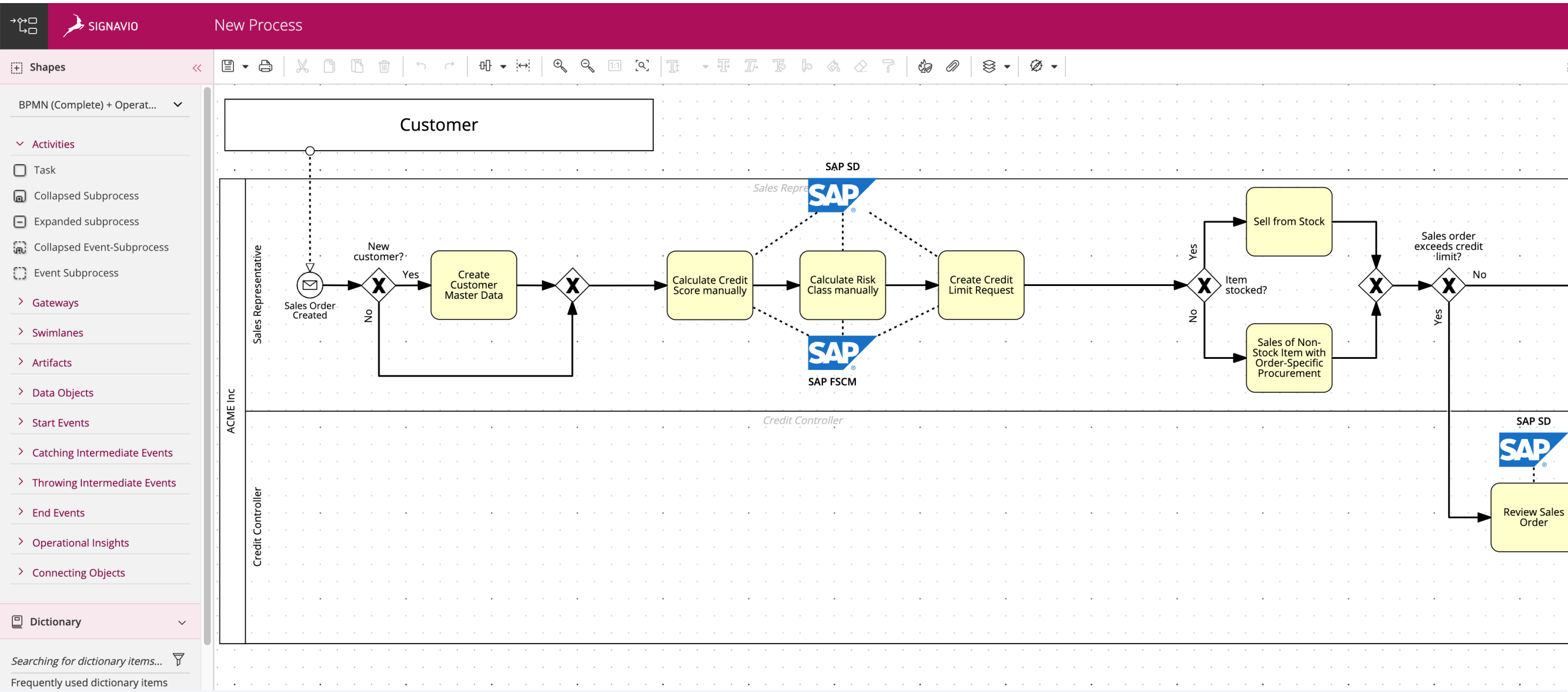
188 / 1.5 %



Cases	
1	251
2	178
3	100
4	77
5	72
6	46
7	34
8	33
9	28
10	22
11	21
12	18
13	17
14	11
15	11
16	11

Current Credit Management Activities	
Conform activities	12,313 / 95.1 %
Create Credit Limit Request	2,417 / 18.7 %
Create Customer Master Data	2,417 / 18.7 %
Calculate Risk Class	1,799 / 13.9 %
Calculate Credit Score	1,799 / 13.9 %
Sell from Stock	1,438 / 11.1 %
Sales of Non-Stock Item	979 / 7.6 %
Review Sales Order	732 / 5.7 %
Release Sales Order	484 / 3.7 %
Reject Sales Order	248 / 1.9 %
Non-conform activities	632 / 4.9 %
Correct Risk Class	228 / 1.8 %
Change Credit Score	216 / 1.7 %
Change Risk Class	188 / 1.5 %

Convert Process Mining results into as-is Process Models...



...or understand conformance to as-is Process Models.



Variant Analysis

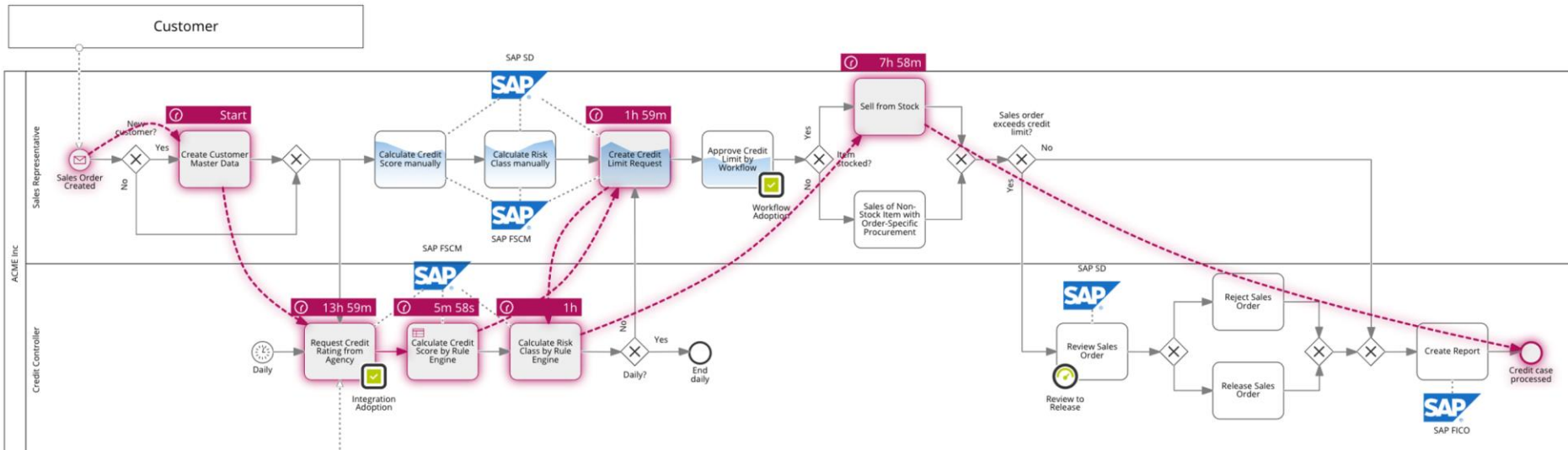
Average Cycle Time
3d Target
1d 8h

Average Costs [€]
1,500 Target
1,027

Average Review to Release
15h Target
12h 12min

Average Time to Customer Assessment
5h Target
2h 59min

Variant path Hotspots

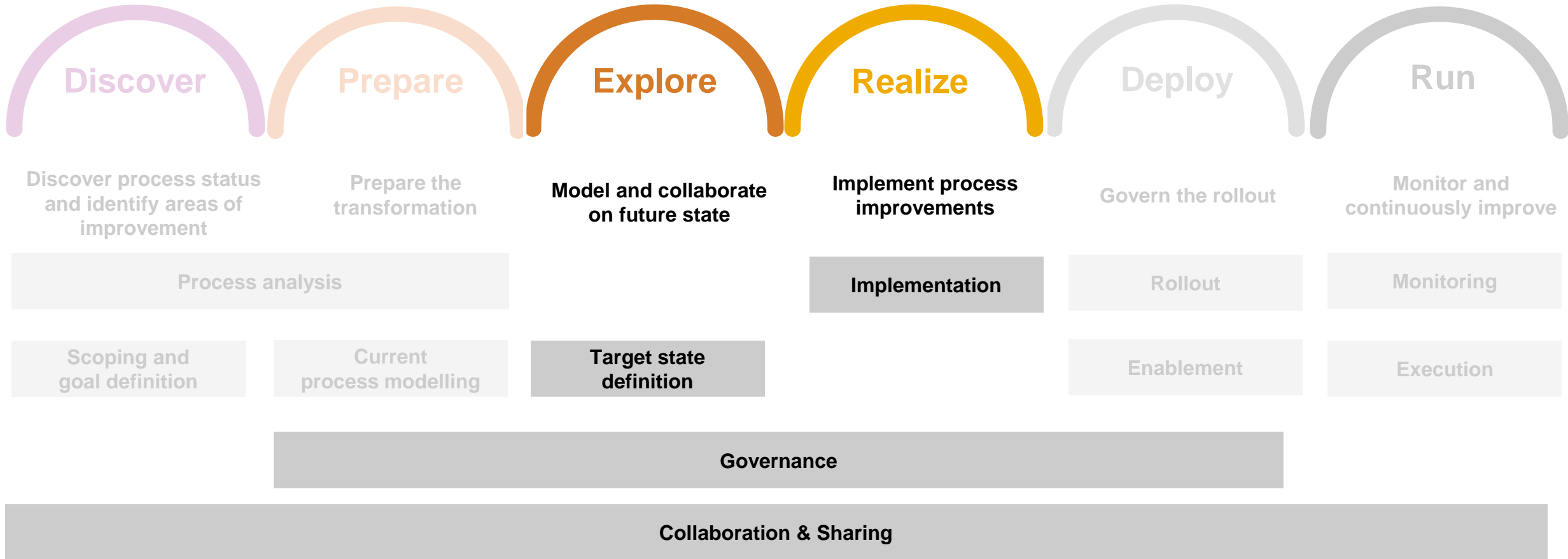


Variants

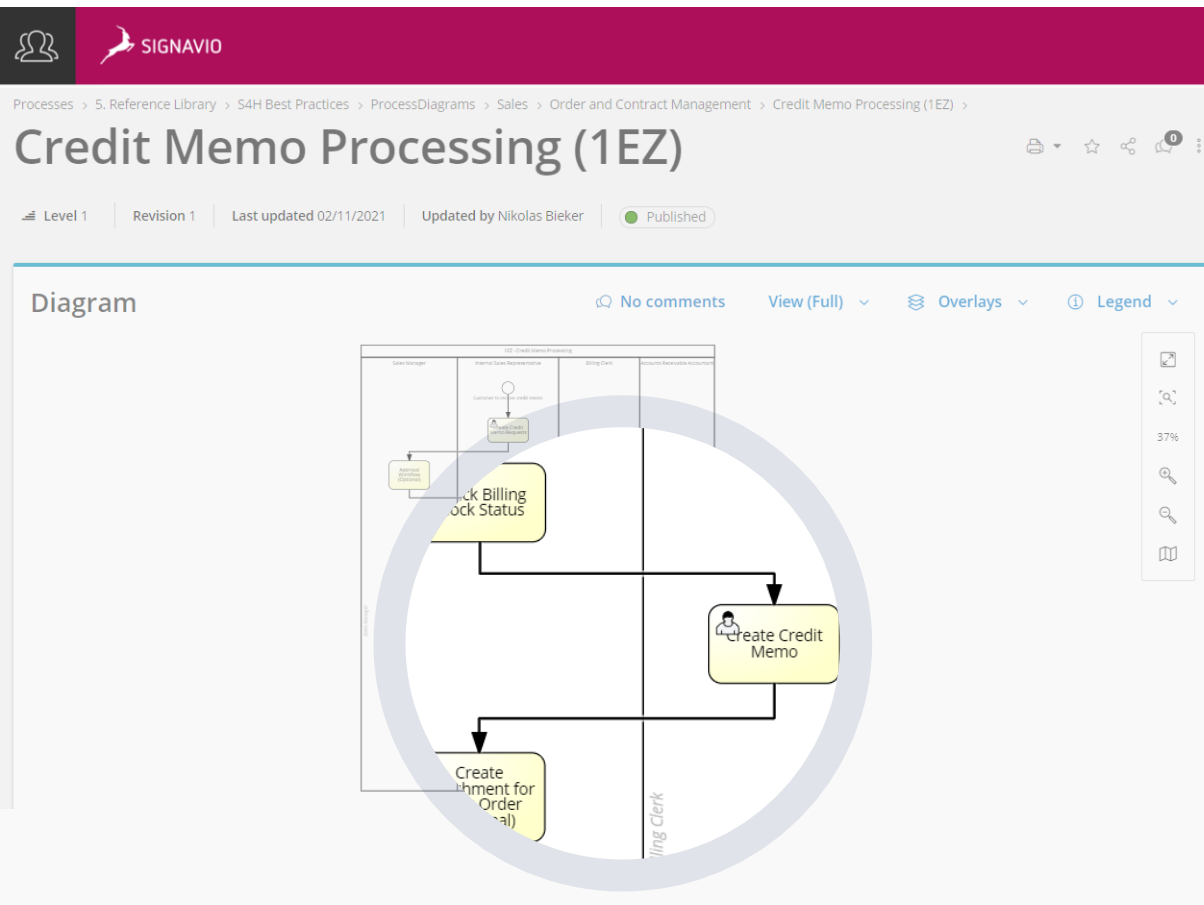
Case	
1	881
2	614
3	114
4	102
5	14
6	13

SAP Signavio Process Transformation Suite

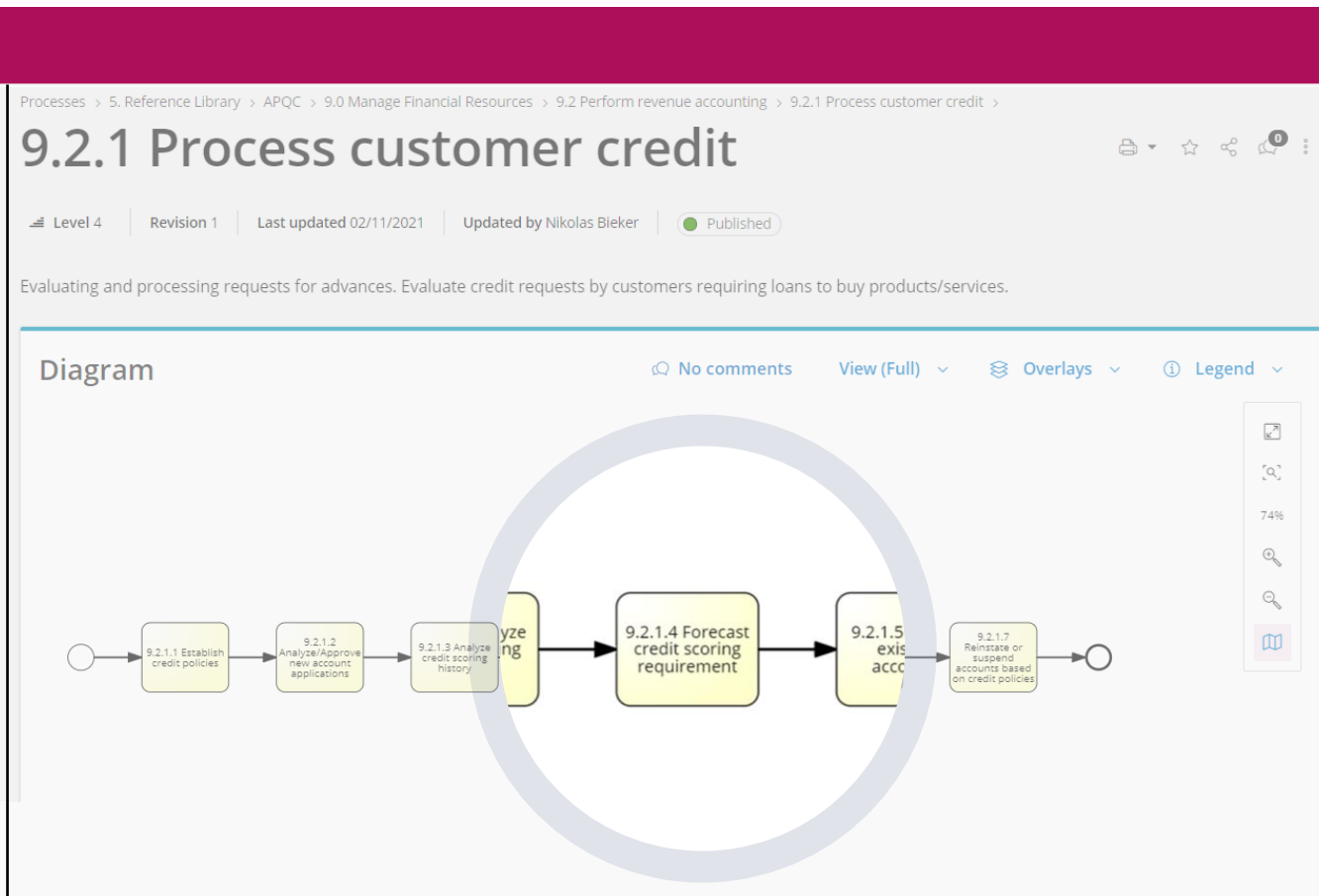
for enterprise transformation and process excellence



Model target state using SAP Best Practices, Process Frameworks (such as APQC), or Partner Offerings.

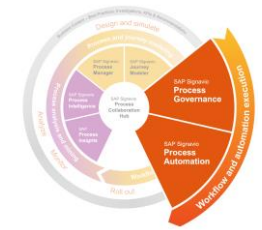


BPMN2 Process Model from
SAP Best Practices Explorer



Process Model from APQC
process framework

Use the tailored recommendations from SAP Process Insights to design the target state.



SAP Process Insights

End-to-End Processes > Source to Pay

Process Flows Performance Indicators **Correction Recommendations** Innovation Recommendations

Correction Recommendations: Source to Pay

Finding	Recommendation	No. of Objects Affected	Impact IF	Effort	Value Driver Affected
Less than 30% of outbound deliveries were created automatically.	Set up scheduling to create outbound deliveries automatically	6	■■■	■□□	Reduce total logistics cost
1 open purchase order items were found where the planned delivery date is at least 90 days in the past and no goods receipt was posted so far.	Set delivery completed indicator for purchase order items where goods receipt postings are no longer expected	1	■■■	■□□	Reduce overall supply chain planning cost
7 open purchase order items were found where the planned delivery date is at least 1 year in the past.	Set delivery completed indicator for purchase order items where goods receipt postings are no longer expected	7	■■■	■□□	Reduce data management cost



Get **recommendations specifically linked** to previously identified issues

SAP Process Insights

End-to-End Processes > Lead to Cash

Process Flows Performance Indicators Correction Recommendations **Innovation Recommendations**

Innovation Recommendations: Lead to Cash

SAP S/4HANA Capabilities Intelligence-Enabling Technologies User Experience Other SAP Solutions

▽ All Lines of Business

Recommendation	Lines of Business
SAP S/4HANA Capabilities	
Accounts Receivable	Finance
Cash and Liquidity Management	Finance
Collections Management	Finance
Commodity Sales	Finance
Contract Accounting	Finance
Convergent Invoicing	Finance
Credit and Collection Management	Finance
Credit Evaluation and Management	Finance



Choose the **improvement path** that is right for your organization

SAP Signavio Process Transformation Suite

for business transformation and process excellence



←

End-to-End Processes > Lead to Cash ▾

?

SH

Process Flows

Performance Indicators

Correction Recommendations

Innovation Recommendations

Correction Recommendations: Lead to Cash

Finding	Recommendation	No. of Objects Affected	Impact ⚙	Effort	Value Driver Affected
Less than 30% of outbound deliveries were created automatically.	Set up scheduling to create outbound deliveries automatically	7	■■■	■□□	Reduce total logistics cost
459620 open sales schedule lines were found where the planned goods issue date is at least 1 year in the past.	Reject sales order items where further delivery is not expected	459620	■■■	■■□	Reduce data management cost
17060 open outbound deliveries were found where the planned goods issue date is at least 1 year in the past.	Close outbound deliveries for which goods issue postings are no longer expected	17060	■■□	■□□	Reduce data management cost
175648 open outbound delivery items were found where the planned billing date is at least 1 year in the past.	Close outbound delivery items for which billing documents are no longer expected	175648	■■□	■□□	Reduce data management cost

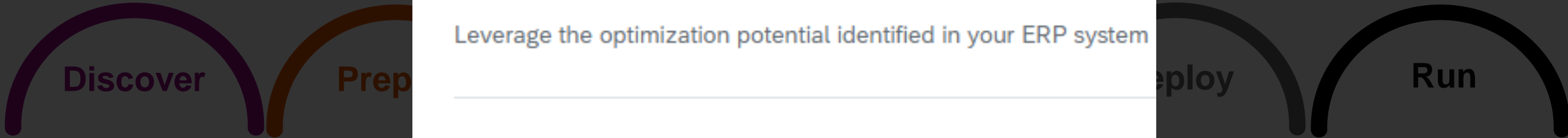
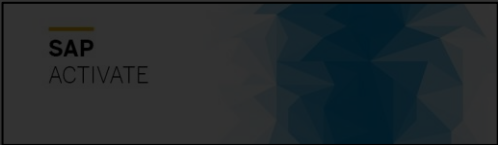
4 of 4 displayed

and effort

- Identify key KPIs

SAP Signavio Process Transformation Suite

for business transformation and process excellence



- Discover**
Discover process status and identify areas of improvement
- Analyze the status quo
 - Understand and document
 - Identify opportunities and validate
- Prepare**
Prepare for transformation
- Benchmark analytics
 - Document processes
 - Check process conformance
 - Assess time and effort
 - Identify key KPIs

Recommendations

Leverage the optimization potential identified in your ERP system

Your Top Recommendations

SAP S/4HANA Capabilities

Delivery Management

● ● ●

Usage-Based Relevance

● ● ●

Industry Popularity

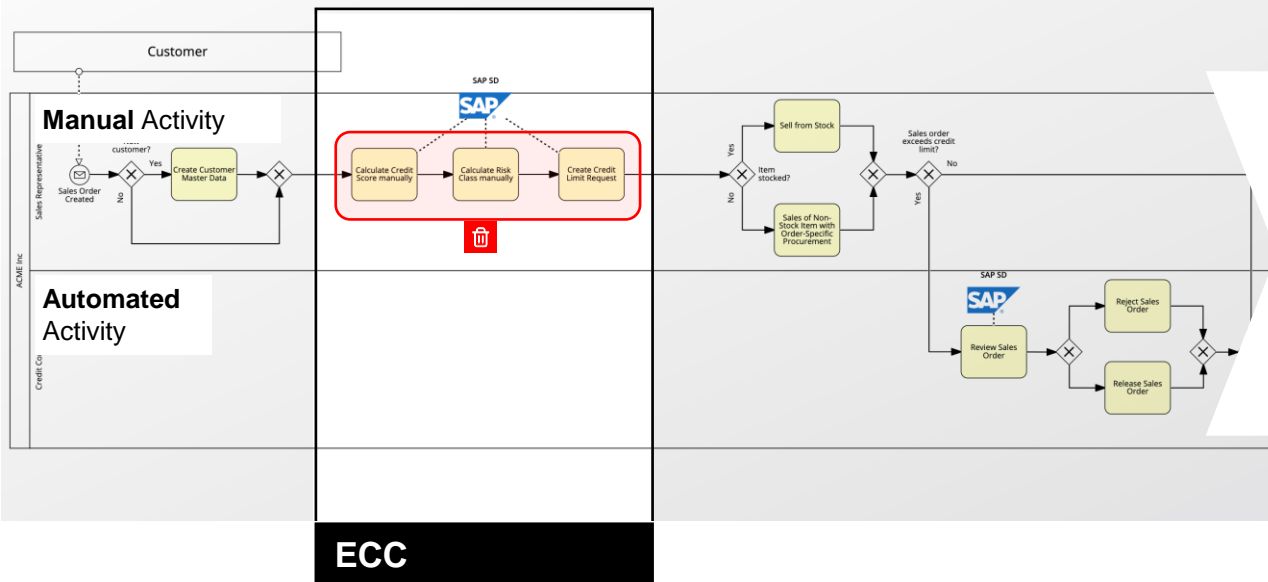
- Deploy**
Manage the roll-out
- Refresh process states
 - Update on the state
 - Track performance
 - Turn processes
- Run**
Monitor and continuously improve
- Monitor process and business performance

Compare current state to the target.



29 changes between Credit Management Current State (Revision 4) and Credit Management Target State (Revision 4)

Revision 4 from Nikolas Bieker 1 minute ago - Manual work to be removed showing in RED

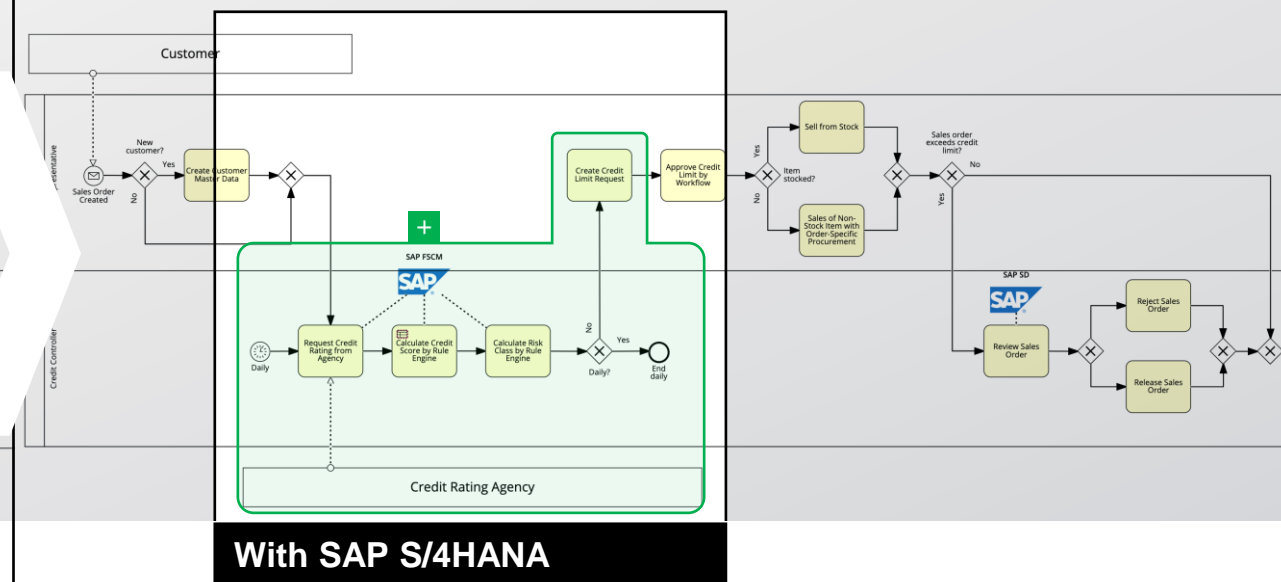


ECC

Manual Credit Score Calculation

Choose revisions/diagrams

Revision 4 from Nikolas Bieker 1 minute ago - Automation to be added via S/4HANA capabilities showing in GREEN



With SAP S/4HANA

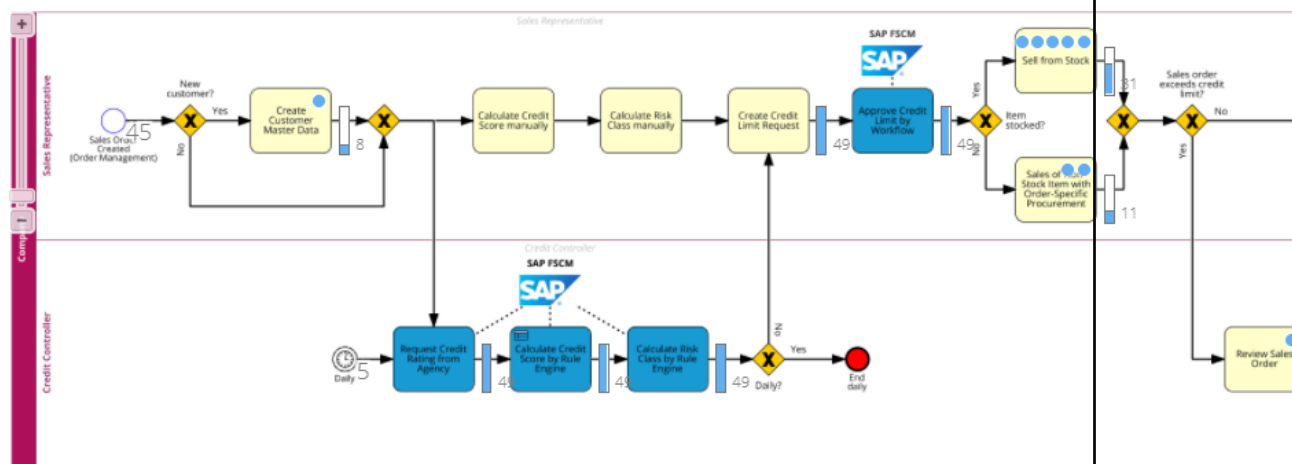
Automated credit rating through Rating Agency

Simulate proposed benefits with the target state.



[Simulation] Credit Management

Step by Step
→
One Case
⇌
Multiple Cases



Current run
(Digital Twin Analysis)

Last run
(As-Is)

Scenarios

As-Is Digital Twin Analysis

Costs
Duration
Frequency
Resources

Task	Execution costs
1. Create Customer Master Data	0,00 €
2. Calculate Credit Score manually	0,00 €
3. Calculate Risk Class manually	0,00 €
4. Request Credit Rating from Agency	0,00 €
5. Calculate Credit Score by Rule Engine	0,00 €
6. Calculate Risk Class by Rule Engine	0,00 €
7. Create Credit Limit Request	0,00 €
8. Approve Credit Limit by Workflow	0,00 €
9. Sell from Stock	0,00 €
10. Sales of Non-Stock Item with Order-Specific Procurement	0,00 €
11. Review Sales Order	0,00 €
12. Reject Sales Order	0,00 €
13. Release Sales Order	0,00 €

Restart

Digital Twin Analysis

Duration: 5 days

Scenarios

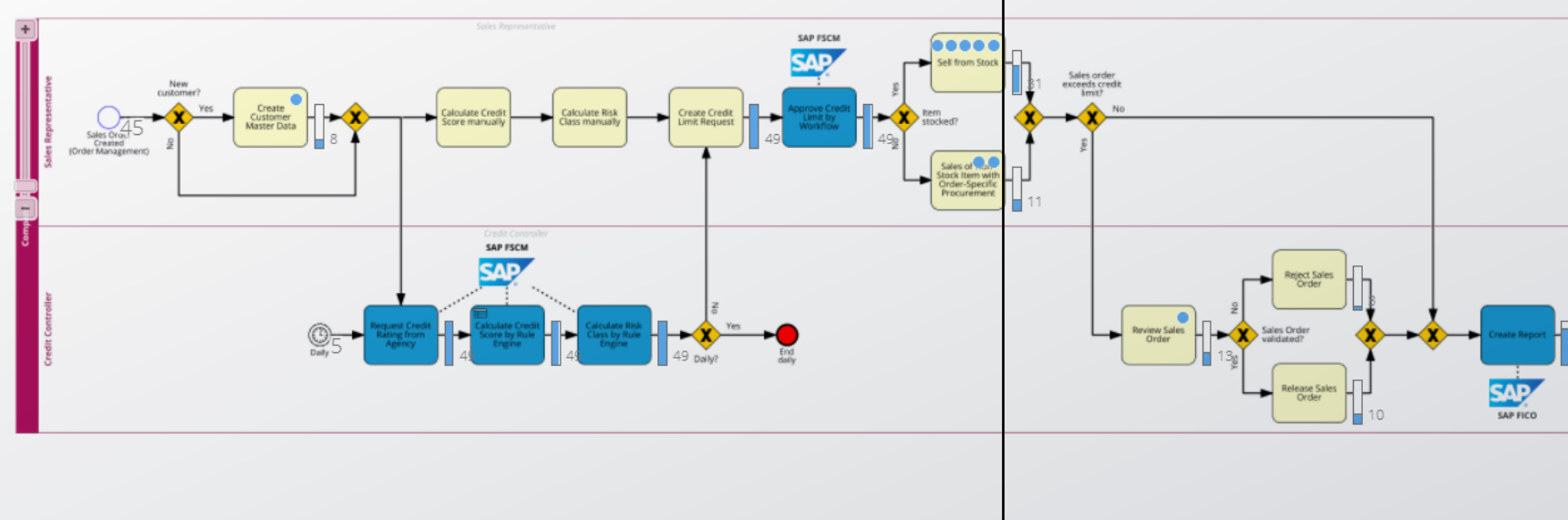
Decide with confidence on the target state.



SIGNAVIO

[Simulation] Credit Management

Step by Step
→
One Case
⇒
Multiple Cases



Simulated process performance of S/4HANA credit management

Requires inputs and assumptions e.g. resource availability, execution times or cost per time

Automated credit rating
through Rating Agency

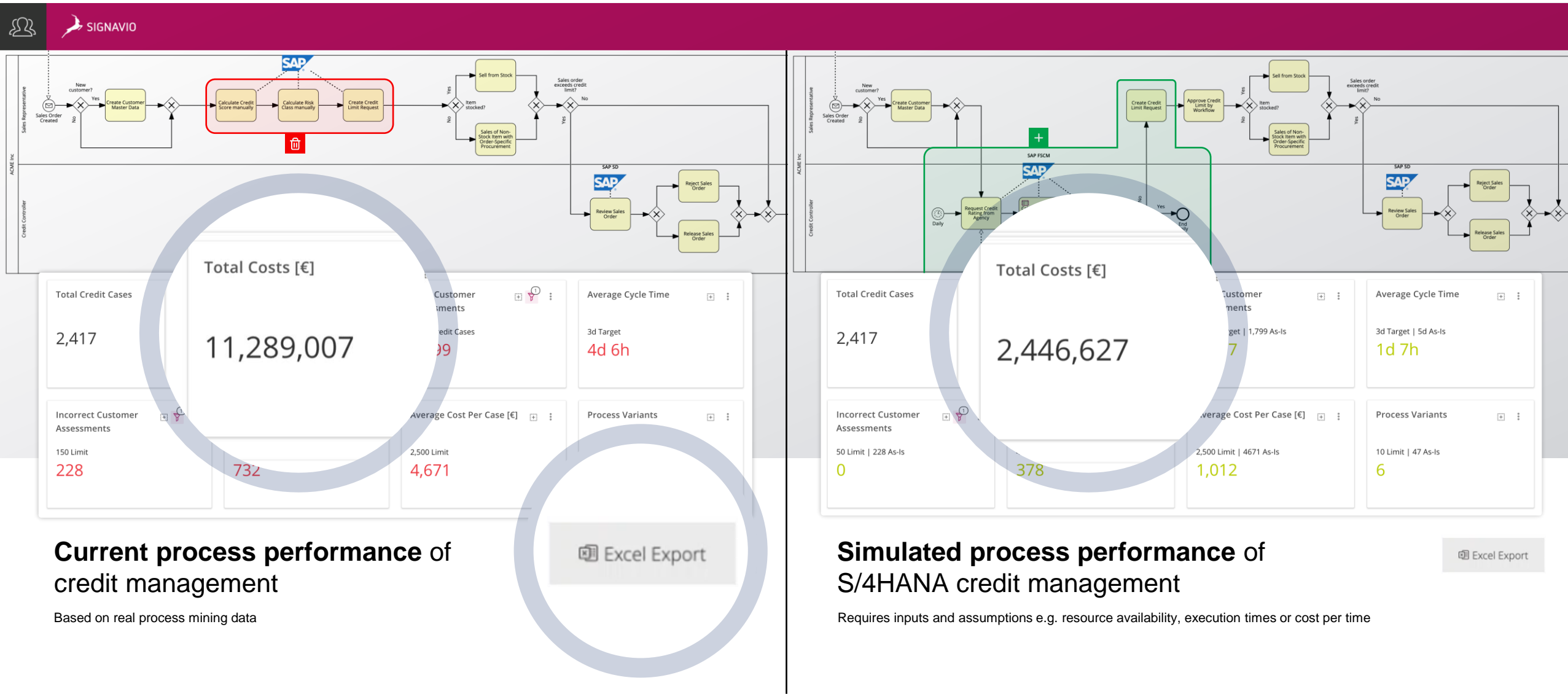
TO-BE

AS-IS

Current run (Digital Twin Analysis)	Last run (As-Is)
Costs	Costs
19.296,50 €	41.427,50 €
more...	
Total cycle time	Total cycle time
41d 11h 18m 00s	34d 07h 30m 20s
more...	
Resource consumption	Resource consumption
15d 09h 42m 00s	31d 16h 00m 00s
more...	

Manual Credit
Score Calculation

Support your business case for the target state.



Collaborate with all stakeholders on target state.



Processes > Business Processes > Order to Cash > Credit Management

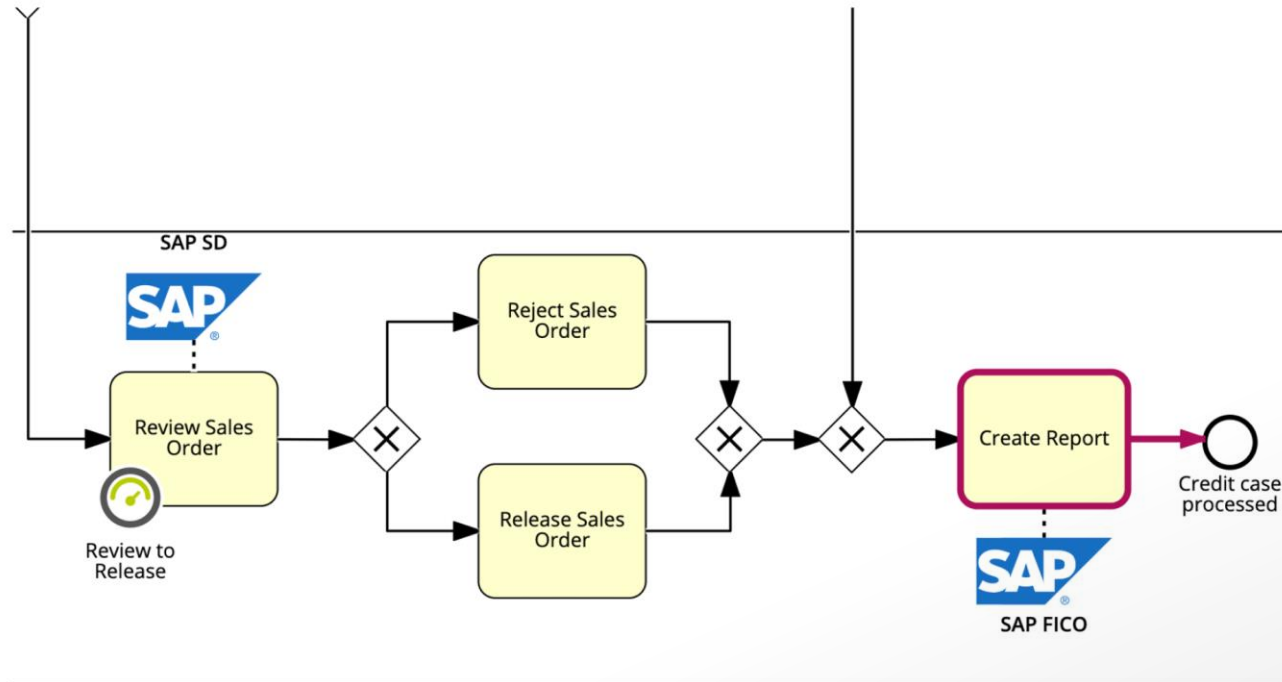
Credit Management

Diagram

5 comments

View (4 Post Migration)

Overlays



Create Report

highest credit limit utilization and by the top 10 business partners with the highest credit exposure. You can customize the threshold value. In addition, you can display currency into which all amounts change rate type for the

ERP Transformation

What changes with SAP S/4HANA

- Predefined reports are available for strategic credit analysis with credit controller specific dash boards

Previous step

Exclusive (XOR) Gateway

Create

Next step

Exclusive (XOR) Gateway

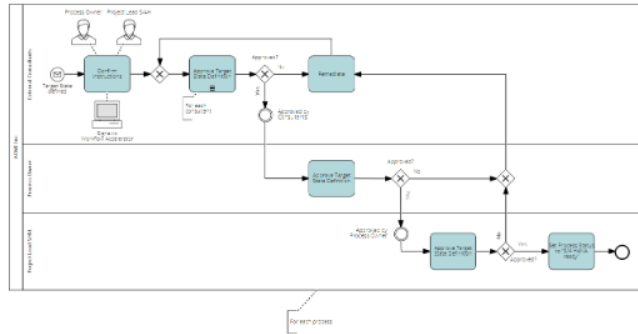
Credit case processed

Manage and govern roll out of target state.



Initiate Target Model Sign Off

Approval process model



Select process

Process **Order to Cash**

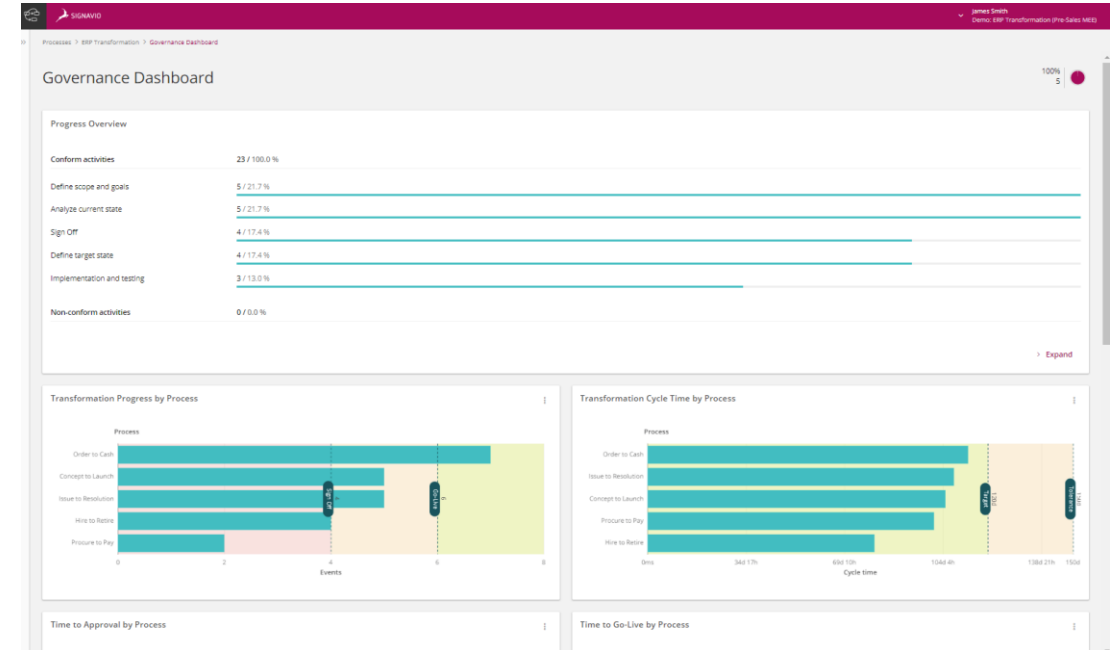
Core information

Due date	30 June 2020
Budget	EUR 540,000
Stage	Sign Off
Goals	Global standard process Synchronized SAP Systems

To be Approved by

ERP Responsible	Nikolas Bleker nikolas.bleker@signavio.com
Consultants	Maggie Maines demo+maggie@signavio.com James Smith demo+james@signavio.com
Process Owner	Nikolas Bleker nikolas.bleker@signavio.com

Approve Target Definition



Sync with Solution Manager to realize target state.



Browser

List

Search Result

Where Used List

Reporting

Solution > Business Processes > SAP Best Practices Import > SAP Best Practices for SAP S/4HANA (on premise) (S... > 1QM - Advanced Credit Management

Signavio Import ▾

Development System ▾

Show All ▾

1QM - Advanced Credit Management

Display Credit Master Data

Create Credit Limit Request

Approve Credit Limit Request

Review Credit Limit in Business Par...

Assign Credit Cases

Review Sales Order

Release Sales Order

Reject Sales Order

Calculate Credit Rating

Review Credit Limit in Business Par...

Display Credit Log

Display Credit Limit Utilization

Credit Limit Utilization

DocumentedCreditDecisionERPBus...

CreditPaymentBehaviourSummary...

1QM - Advanced Credit Management

1R3 - Engineering Bill of Material - ...

1R5 - Bill of Material - Mass Change

1S0 - Customer Payments

1S2 - Digital Payments

1T6 - Lease-In Accounting

1QC - Formulation - Recipe Develo...

1XV - SAP S/4HANA for Enterprise ...

1Y5 - Production Operations with M...

1YF - Project Review

1YT - Make-to-Order Production wit...

1Z1 - Digital Payments - Sales

1Z3 - Accelerated Third-Party Returns

1Z6 - External Billing

1ZI - Basic Handover of Bill of Mate...

1QM - Advanced Credit Management

Type: Process <Link>

Classifications

Site:

Related Documents

Incidents: 0 assigned

Requests for C...: 0 assigned

Work Items: 0 assigned

Work Packages: 0 assigned

Content Check

Check Results:

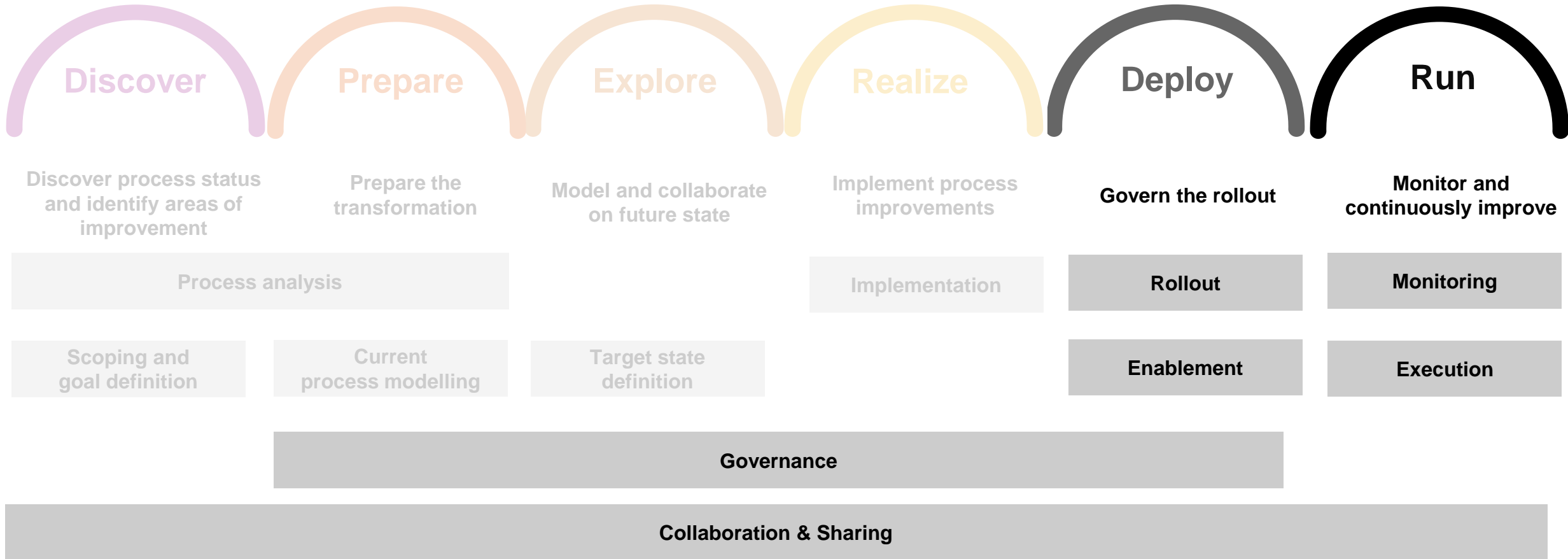
Elements of '1QM - Advanced Credit Management'

Elements of '1QM - Advanced Credit Management'

<input type="checkbox"/>	Name	Type	Group	Path
<input checked="" type="checkbox"/>	1QM - Advanced Credit Management	Process <Link>	Process Links	/Solution/Business Processes/SAP Best Practices Im...
<input type="checkbox"/>	BJE - Make-to-Order Production - Finis...	Process <Link>	Process Links	/Solution/Business Processes/SAP Best Practices Im...
<input type="checkbox"/>	1RY - Credit Agency Integration	Process <Link>	Process Links	/Solution/Business Processes/SAP Best Practices Im...

SAP Signavio Process Transformation Suite

for enterprise transformation and process excellence

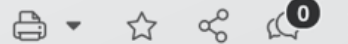


Drive user enablement and adoption of target state.



SIGNAVIO

Credit Management Target



Last updated 4/12/2020

Revision number 6

Last published by Jean-Luc Argaud

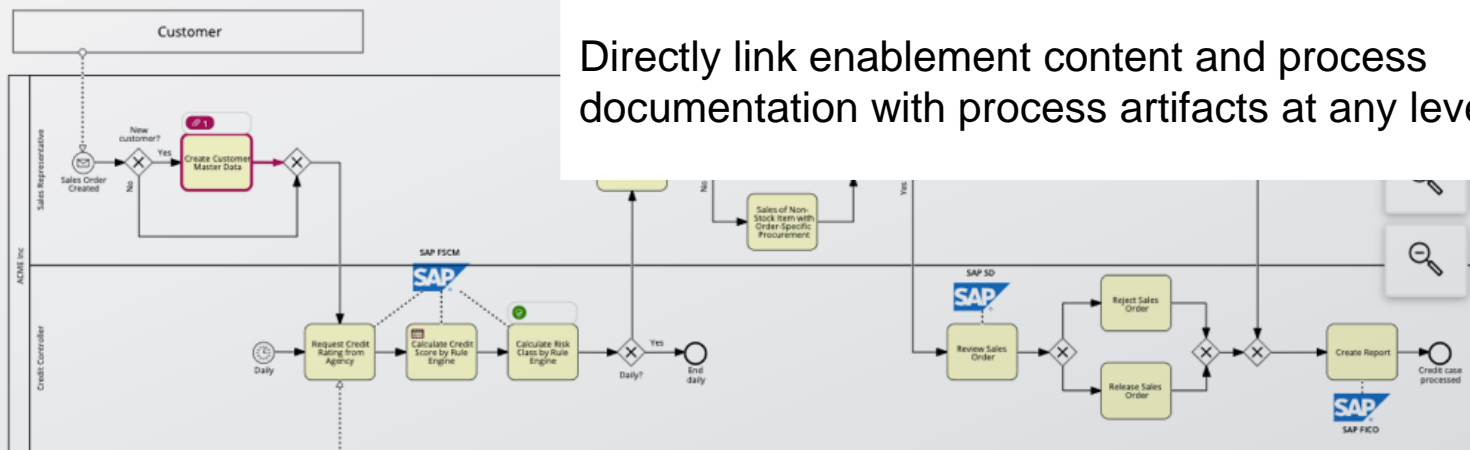
The creditworthiness and payment behavior of our business partners have an immediate effect on the business results of our company. Efficient receivables and credit management reduces the risk of financial losses and helps to optimize business relationships with our business partners.

Diagram

No comments

Enable Users with Process Documentation

Directly link enablement content and process documentation with process artifacts at any level.



Create Customer Master Data

Storing data centrally avoids need of entering the information twice and inconsistencies in it.

[Show more](#)

General Business Partner Data

Role

SAP Enable Now

[SAP Training material](#)

S/4HANA Imp

General Business Partner Data
(Person/Organization/Group) - Entry of master data

Continuously improve and adjust process through monitoring.



SIGNAVIO

Credit Management



Variant Analysis

Average Cycle Time

3d Target

1d 8h

Average Costs [€]

1,500 Target

1,027

Average Review to Release

15h Target

12h 12min

Average Time to Customer Assessment

5h Target

2h 59min

Variant path Hotspots

Variants

	Cases
1	881
2	614
3	114
4	102
5	14
6	13

Days Sales Outstanding

AVG (Days Sales Outstanding)



Sales Order to Invoice (Lead Time)

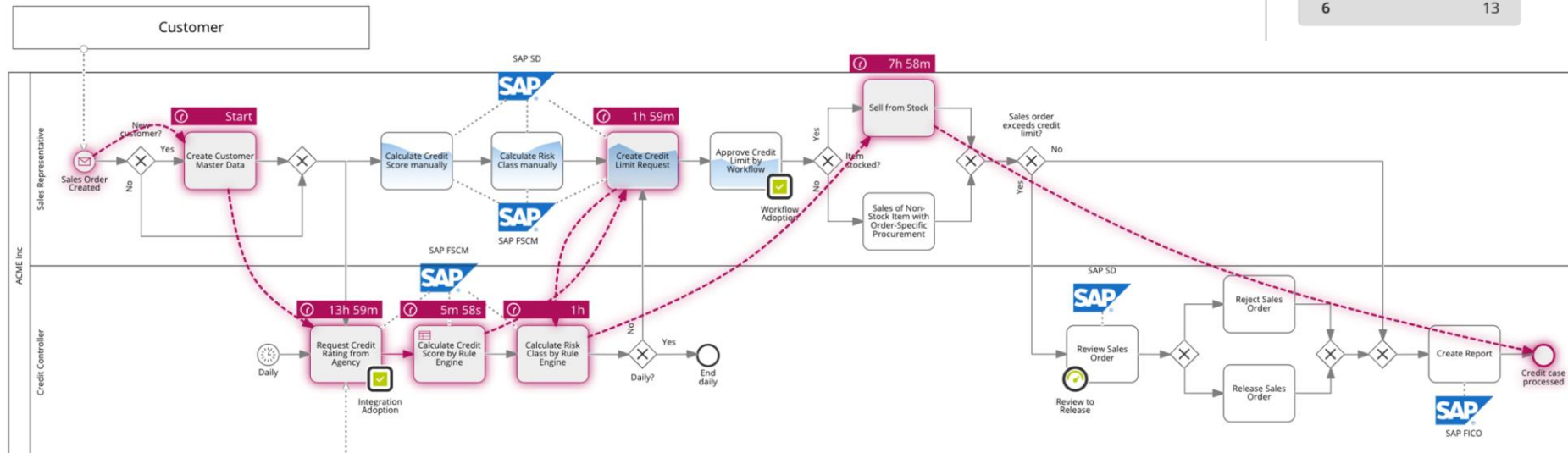
21 Days

▼ 5% (0.9 Days)

Sales Order to Invoice (Completion within 30 days)

67%

▲ 6% (0.048)



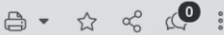
Gain full transparency on achievements and business impact.



Start > Business Operating Model > Lead to Advocate > Order to Cash

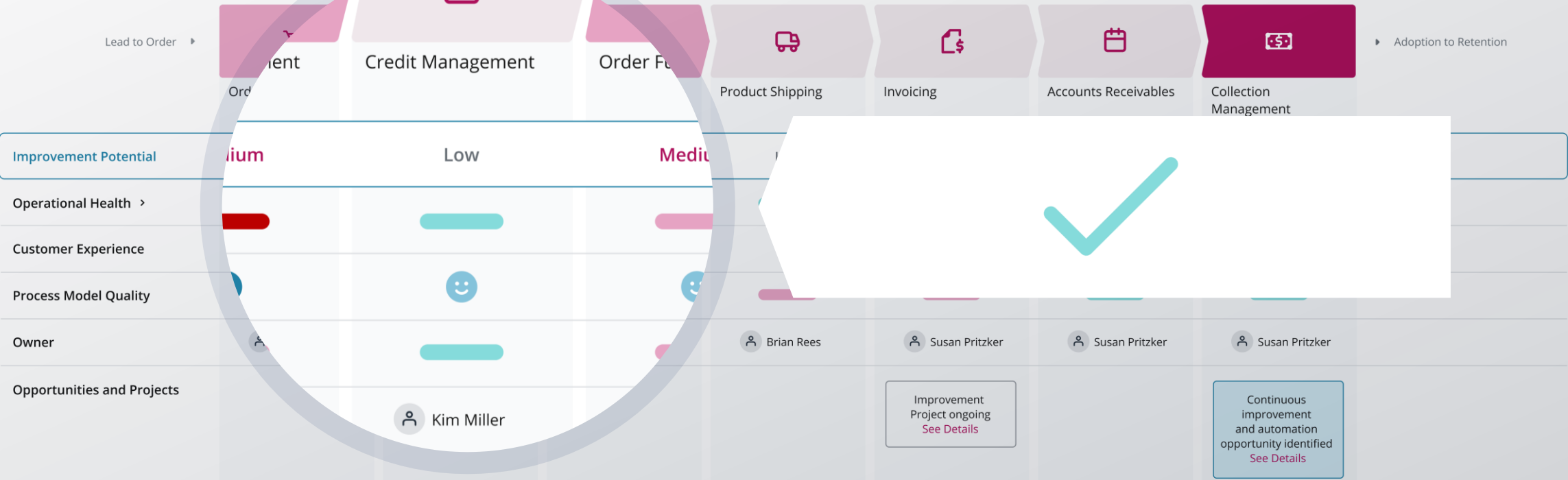
Order to Cash

Order to Cash (OTC or O2C) is a set of business processes that involve receiving and fulfilling customer requests for goods and services.



Insights on Current State

Improvement Potential: ■ High ■ Medium ■ Low

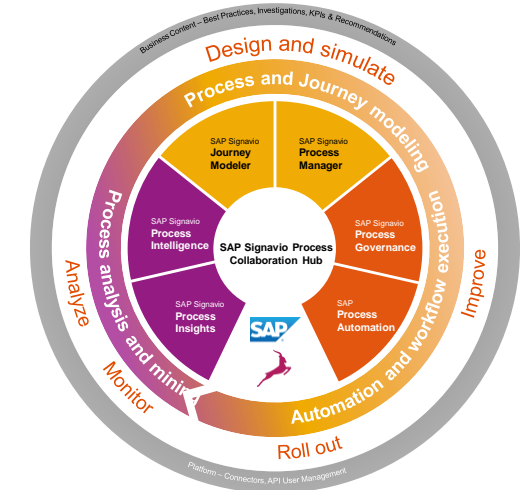


Path to Continuous Process Excellence for SAP ECC & S/4HANA customers

Process Discovery for SAP S/4HANA Transformation



SAP Process Insights for SAP ECC & SAP S/4HANA



Start with **Process Discovery** or **Pathfinder**¹

Free of charge

This free tool will help executives to get a high level overview of process performance in the most important areas.

Get started here:

www.s4hana.com

www.sap.com/pathfinder

SAP Process Insights for immediate value

Subscription

Continuous monitoring and improvement of your company's business processes

Prepare your processes for the SAP S/4HANA transformation

Quick insights leading to quick results

SAP Signavio Process Transformation **Suite** for full business transformation

Subscription

Process design, documentation and governance

Process mining (across SAP & non-SAP systems)

Journey Modelling

Collaborative business transformation

¹Pathfinder is for SAP S/4HANA customers and Process Discovery is for SAP ECC Customers

SAP Signavio Starter Pack is now included in RISE with SAP

Components included in RISE with SAP offering

SAP
S/4HANA
Cloud
Public or
Private
Edition



Tools and Services

Embedded Services & Tools:

- SAP Readiness Check
- SAP Custom Code Migration App
- SAP Enable Now – Content view only
- SAP CALM – SAP Cloud Application lifecycle mgmt.
- SAP Launchpad service (1 user per FUE) and Mobile start App

SAP Business Technology Platform

Platform Services:

Cloud Platform Enterprise Agreement Credits (CPEA)

- **For Public Cloud:**
min 2k€ annual credit value, max cap 16K€, computed as 1% of annual net public cloud value
- **For Private Cloud:**
min 4k€ annual credit value, max cap 16K€, computed as 1% of annual net private cloud value

SAP Business Network

Ariba Network

- Included: 2,000 documents

Asset Intelligence Network:

- Included: 200 equipment, 2 connections, and 10 partner portal invitees

Logistics Business Network:

- Included: 1000 documents and either (a) 1 Logistics Service Provider and one digital forwarder or (b) 2 Logistics Service Providers



SAP Signavio Starter Pack

Identify and implement business process improvements through process analysis

- **Process Discovery**
and tailored recommendation [free online one-time report](#)
- **SAP Process Insights**
50 GB data volume and one time data load
- **SAP Signavio Process Manager**
3 users
- **SAP Signavio Collaboration Hub**
10 users

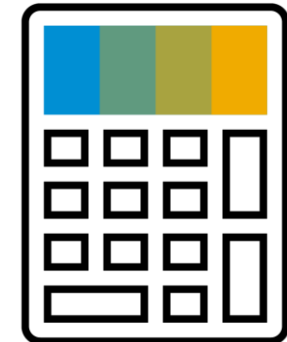
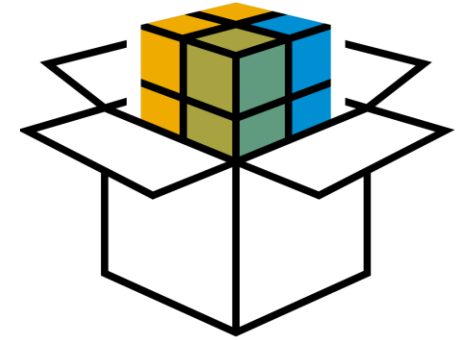
SAP Signavio Starter Pack in RISE with SAP

What is included?

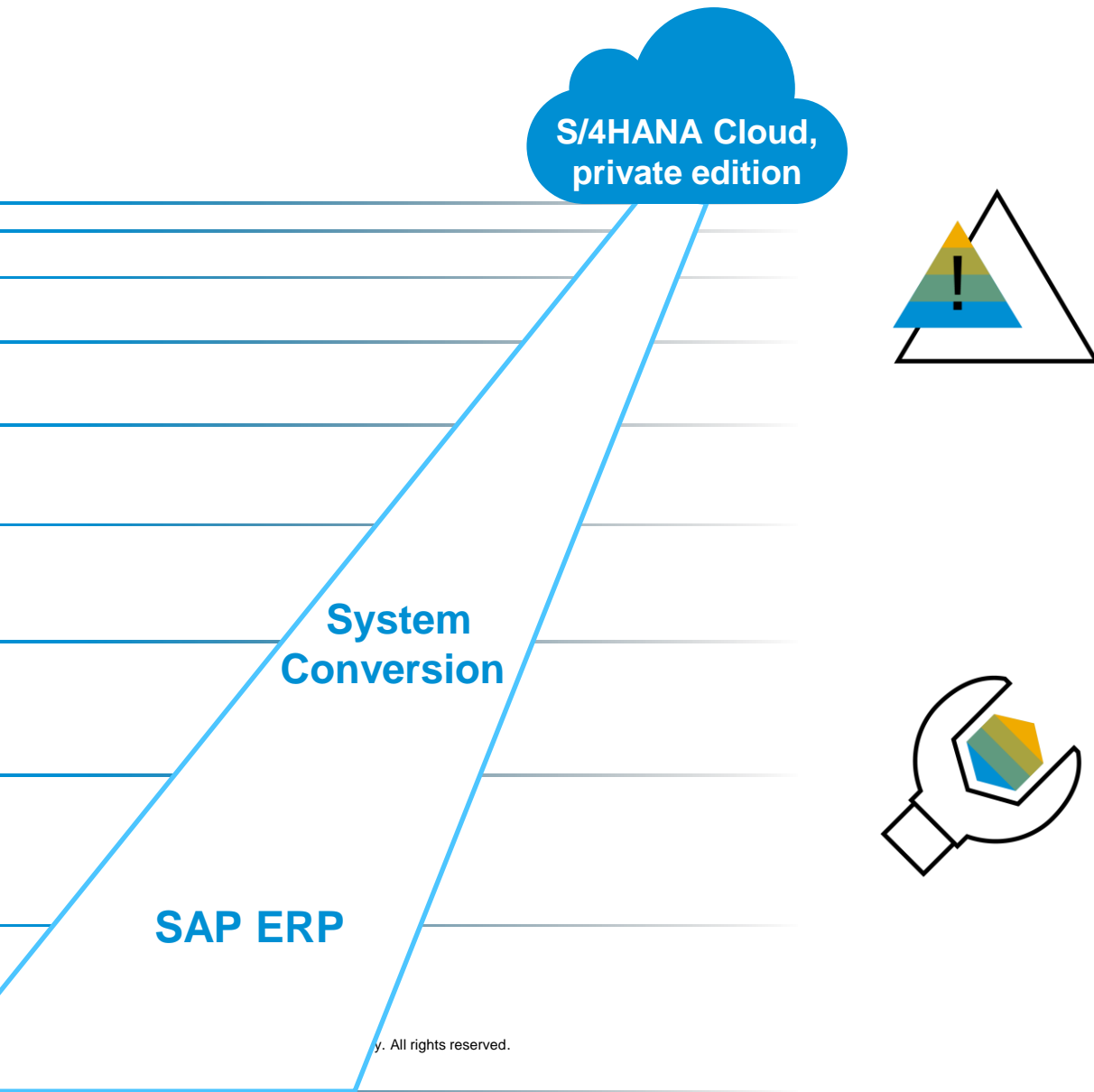
- SAP Process Discovery
- 'Starter Package' comprising of following BPI/Signavio solutions:
 - SAP Process Insights: 50 GB w/1-time load only
 - SAP Signavio Process Manager: 3 users
 - SAP Signavio Collaboration Hub: 10 users

What is the value?

- Understand better your current processes and get recommended corrections from the system using SAP Process insights on your ECC or S/4HANA OP systems
- Remodeling and redesign your business process using SAP Signavio Process Manager based on SAP Best Practices
- Providing transparency to all stakeholders via SAP Signavio Process Collaboration Hub



Example – System Conversion



CHALLENGE

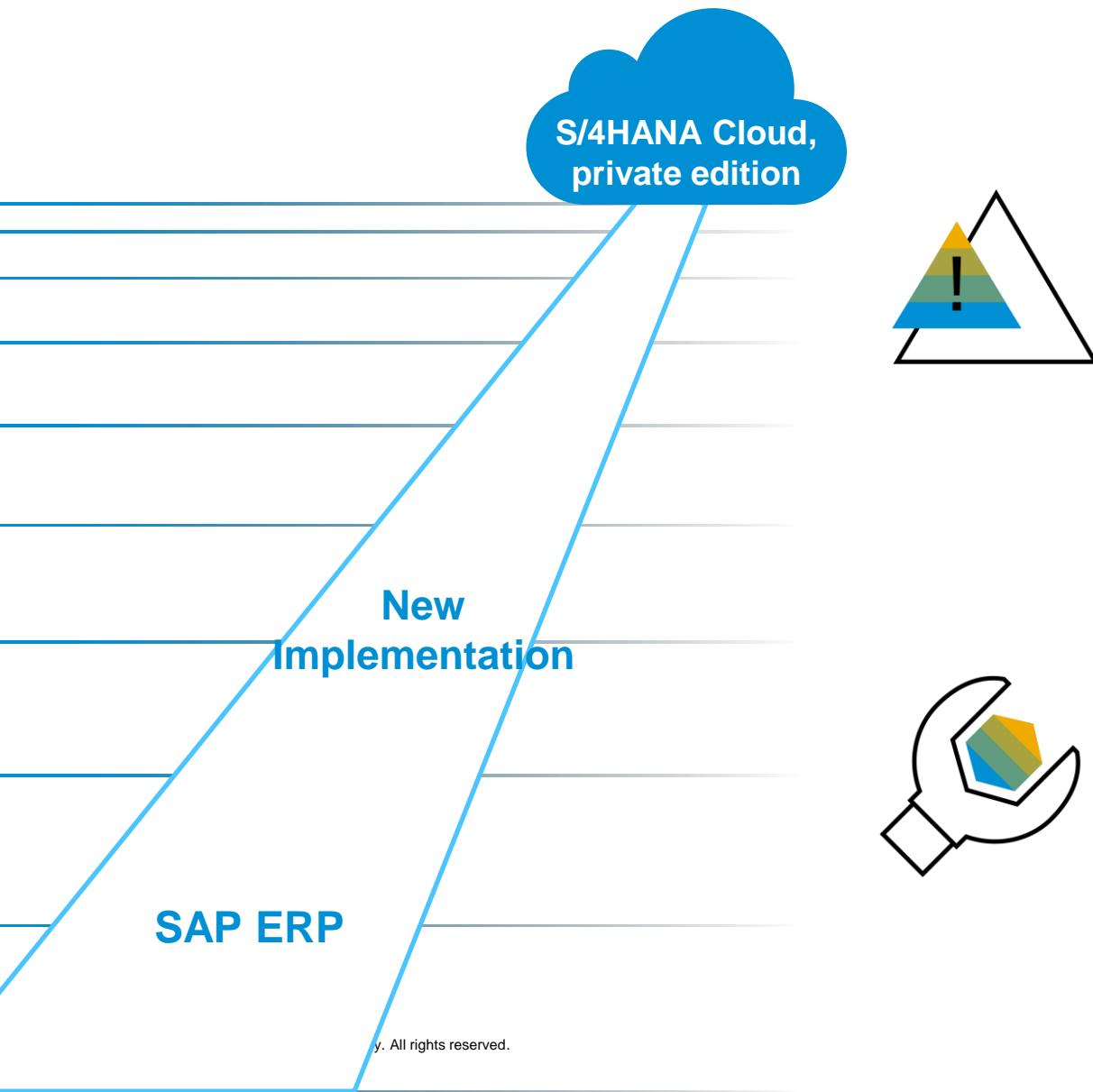
- Need to get insights how business process are performing today
- Analysis required if business processes are broken today and even prior to the transition they should be fixed
- Limited amount of time can be spent on the initial analysis



SOLUTION

- Fast Analysis of end-to-end processes based on pre-defined out-of-the-box content using Process Insights
- Leveraging Process Intelligence to analyze Non-ECC systems and harmonize their processes

Example – New Implementation



CHALLENGE

- Model future processes based on SAP Best Practices collaboratively with all stakeholders
- Establish a single source of truth of all processes preventing scope creep
- Leverage process repository for project activities such as testing and change management



SOLUTION

- Model Processes based on SAP Best Practices content using Process Manager
- Provide transparency to all stakeholders via Process Hub

SAP Signavio Customers





DHL

- Driving process knowledge dissemination throughout the organization
- Developing a process-first culture and ensuring operational excellence





SAP

- Driving operational excellence throughout the company
- Integrating newly acquired companies into the organization smoothly
- Maintaining 25k active users of SAP Signavio software each month





Seagate

- Establishing operational excellence and achieving straightforward onboarding and job rotation
- Keeping business excellence as strategic focus for the CEO

SAP Process Insights Roadmap – Overview

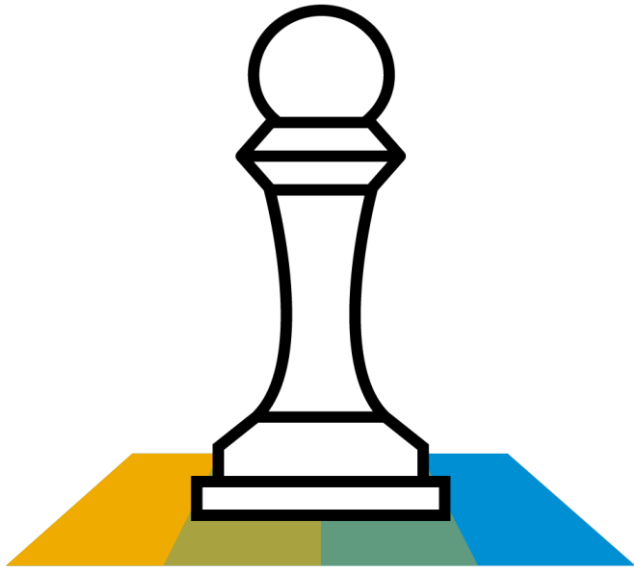
	Q1 2022	Q2 2022 SAPPHIRE	Q3 2022	Q4 2022
SAP Process Insights	Tenant Toggle Analyze multiple ERP systems in a single SAP Process Insights installation	Process Insights on a Page Understand your company's performance at a glance	Enhanced analytical capabilities Leverage powerful filtering and visualization	
	Metric configuration Activate new Process Performance Indicators and configure their parameters	External Benchmarking Compare your performance against industry peers	SAP S/4HANA Cloud Receive insights on your performance in the next target system	SAP SuccessFactors Receive insights on your performance in the next target system
	Business Accelerator 10 Process Flows, 50 PPIs and 80 Correction Recommendations; focus on Working Capital Improvement	Business Accelerator First industry-specific packages of Process Flows and Performance Indicators	Business Accelerator Process Flows and Performance Indicators for SAP S/4HANA Cloud	Business Accelerator Process Flows and Performance Indicators for SAP SuccessFactors

SAP Process Insights – Business Accelerators

Gain better understanding of your process performance with the constantly growing coverage of available metrics.

Q1	Q2	Q3	Q4
<ul style="list-style-type: none">• 10 new process flows• Around 50 new process performance indicators• Around 80 correction recommendations• Focus on Working Capital Improvement	<ul style="list-style-type: none">• First industry-specific content packages – dedicated process performance indicators	<ul style="list-style-type: none">• Most important process flows and performance indicators for SAP S/4HANA Cloud	<ul style="list-style-type: none">• A number of process flows and performance indicators for SAP SuccessFactors• Additional Lines of Business and End-to-End process

Strategic Benefits of SAP Signavio Process Transformation Suite



Company Culture of Continuous Improvement

SAP Signavio enables a collaborative, continuous improvement environment where all employees are able and encouraged to participate in the future of the enterprise.

Data-Driven Business Process Management

SAP Signavio combines time-tested practices in business process management with digital technologies to provide business leaders with objective insights and quantifiable results.

Business Process Structure and Consistency

SAP Signavio provides the tools for establishing processes, measuring performance, and monitoring compliance to help ensure achievement of goals and objectives.

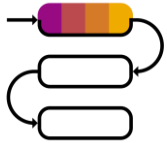
Enterprise Resiliency

Proactively monitor and detect internal and external factors that signal a need for change, and better understand options for adapting or disrupting.

Getting More Value from Your SAP Investments

SAP is always creating new software for SAP customers. SAP Signavio is the best way to stay informed about new capabilities that specifically address a customer's process improvement opportunities.

Corporate Initiatives to change and adapt to market conditions



Process Excellence

Process focus (to address a particular process area)

- Order to cash (O2C)
- Purchase to pay (P2P)
- Lean manufacturing
- Service management

Performance initiatives (cross- or multi-functional)

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



Enterprise Transformation

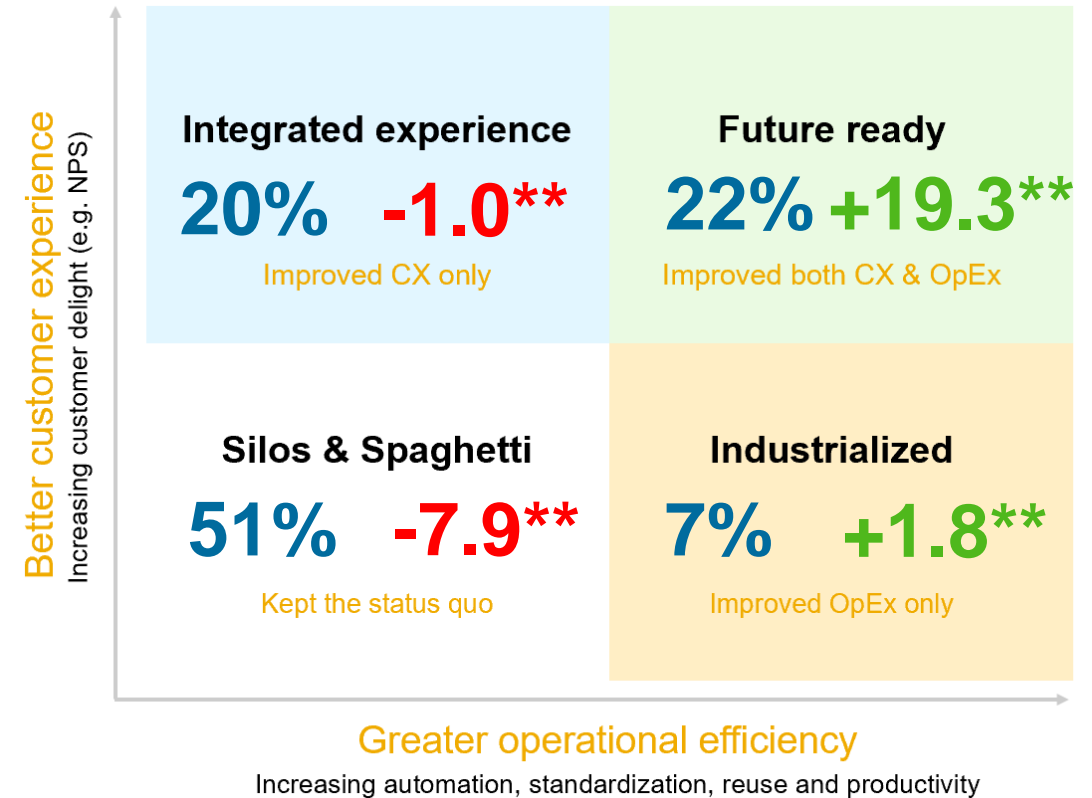
Business Transformation

- New business models
- Process harmonization and simplification
- Process consolidation inc. shared services
- Equip for mergers and acquisitions
- RISE with SAP transformation

IT Transformation

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

MIT's framework for Digital Business Transformation*



2019 % of firms, N=1,311

**Net margin pp Vs. industry average

*Source: https://cslr.mit.edu/publication/2021_0201_PathwaysUpdate_WoernerWeill

Find more information:

[Business Process Intelligence](#)

[SAP Process Discovery](#)

[SAP Process Insights](#)

Demos from BPI sessions at 2021 SAPPHIRENOW:

[Drive Global Process Harmonization and Innovation \(~15min\)](#)

[Transform Your Business Model - SAPPHIRE Keynote Hasso Plattner \(~6min\)](#)

[Replays from BPI Forum \(November 15 to 17, 2021\)](#)

Pattabhi Peddinti

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Business Process Intelligence

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