SAP Signavio

Accelerate and De-risk Enterprise Transformation and Process Optimization with SAP Signavio

Pattabhi Peddinti, SAP Signavio Solution Advisory
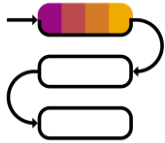
Public

SAP

"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
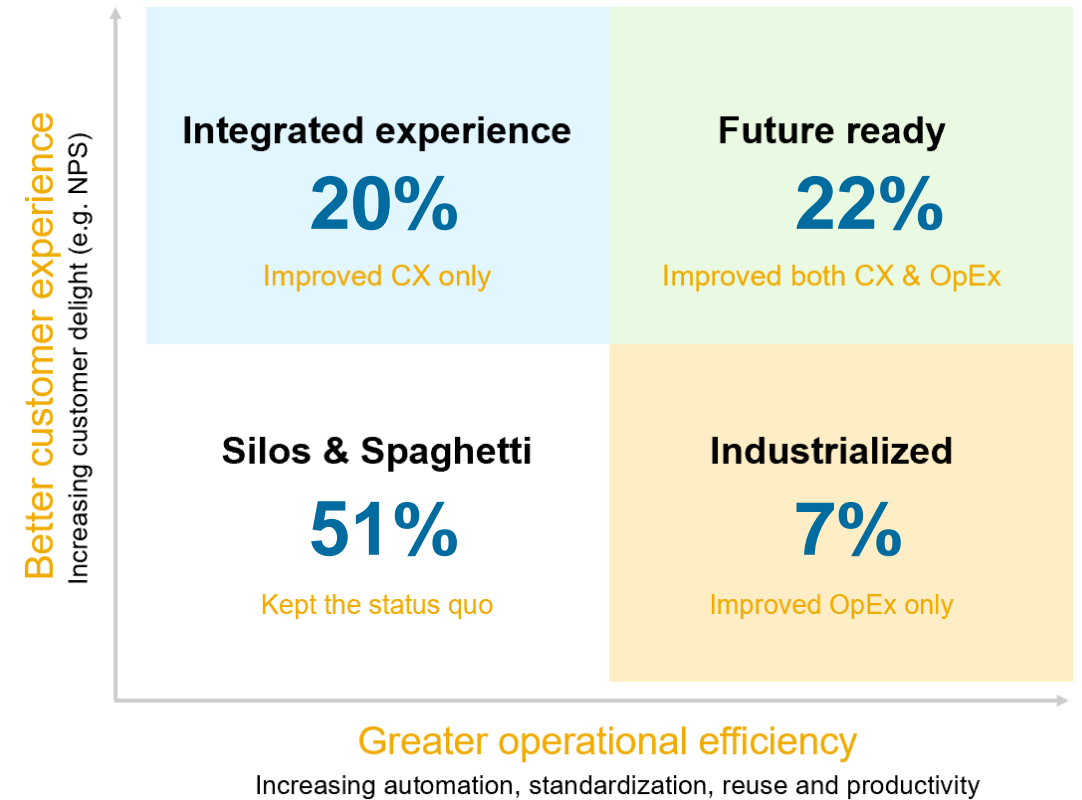
Enterprise Transformation

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

MIT's framework for Digital Business Transformation*

Better customer experience
Increasing customer delight (e.g. NPS)

Integrated experience	Future ready
20%	**22%**
Improved CX only	Improved both CX & OpEx
Silos & Spaghetti	Industrialized
51%	**7%**
Kept the status quo	Improved OpEx only

Greater operational efficiency
Increasing automation, standardization, reuse and productivity

2019 % of firms, N=1,311

*Source: https://cisr.mit.edu/publication/2021_0201_PathwaysUpdate_WoernerWeill
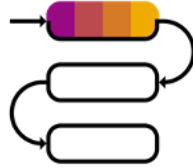
How do you ensure that your transformation and process optimization initiatives add **value**?

Four dimensions to transform successfully

Business Strategy

Execute on the **company's business strategy to enable business outcomes** such as agility, resilience, transparency, collaboration and governance.

Processes

Ensure **efficient, reliable and scalable business operations which add stakeholder value** by driving optimization and harmonization in line with compliance and regulatory requirements.
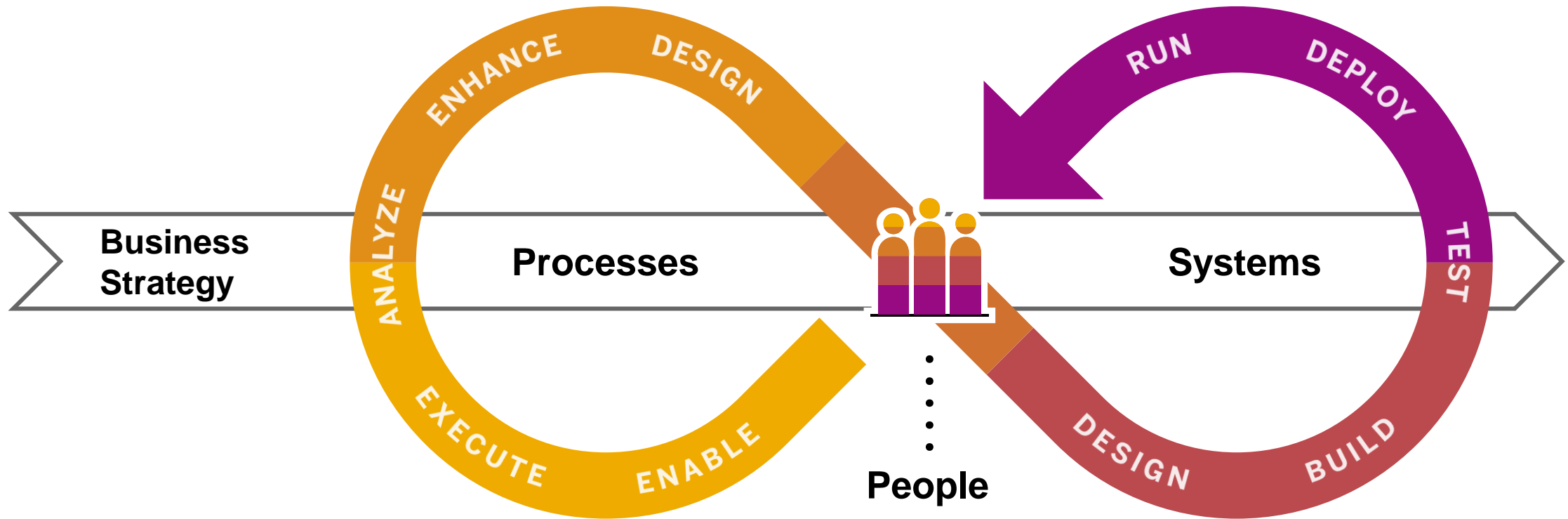
Systems

Leverage **technology innovation and automation capabilities** across core applications and extensibility platforms.
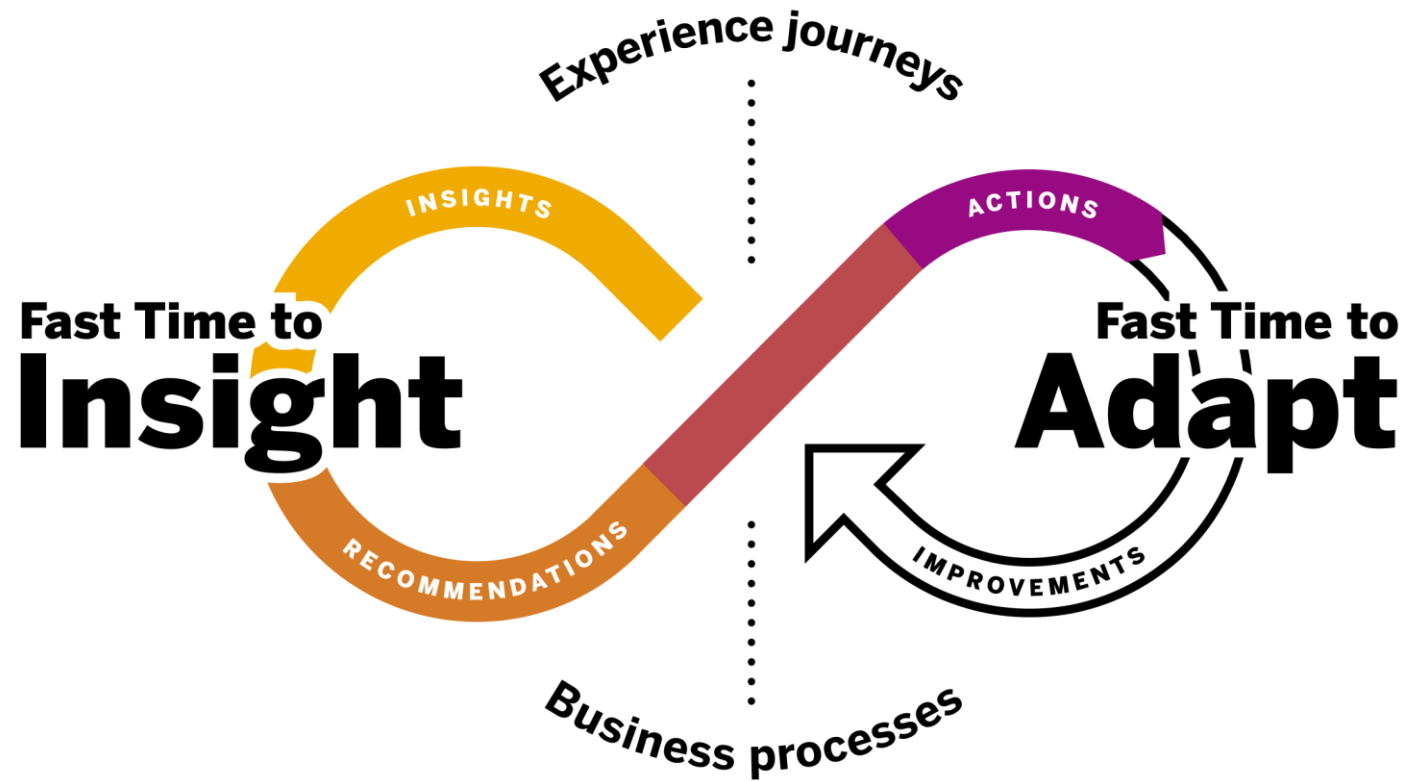
People

Collaboration breaks down barriers and is the prerequisite for change

From strategy to execution: Transform successful by connecting the four dimensions

Business Strategy

ENHANCE DESIGN ANALYZE EXECUTE ENABLE

Processes

People

RUN DEPLOY TEST DESIGN BUILD

Systems

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 an intelligent, sustainable enterprise.

SAP Signavio Process Transformation Suite
Our offering

SAP Signavio

A cloud-based process transformation platform that gives companies the ability to understand, improve and transform all of their (end-to-end) business processes, fast and at scale (across SAP and non-SAP solutions)
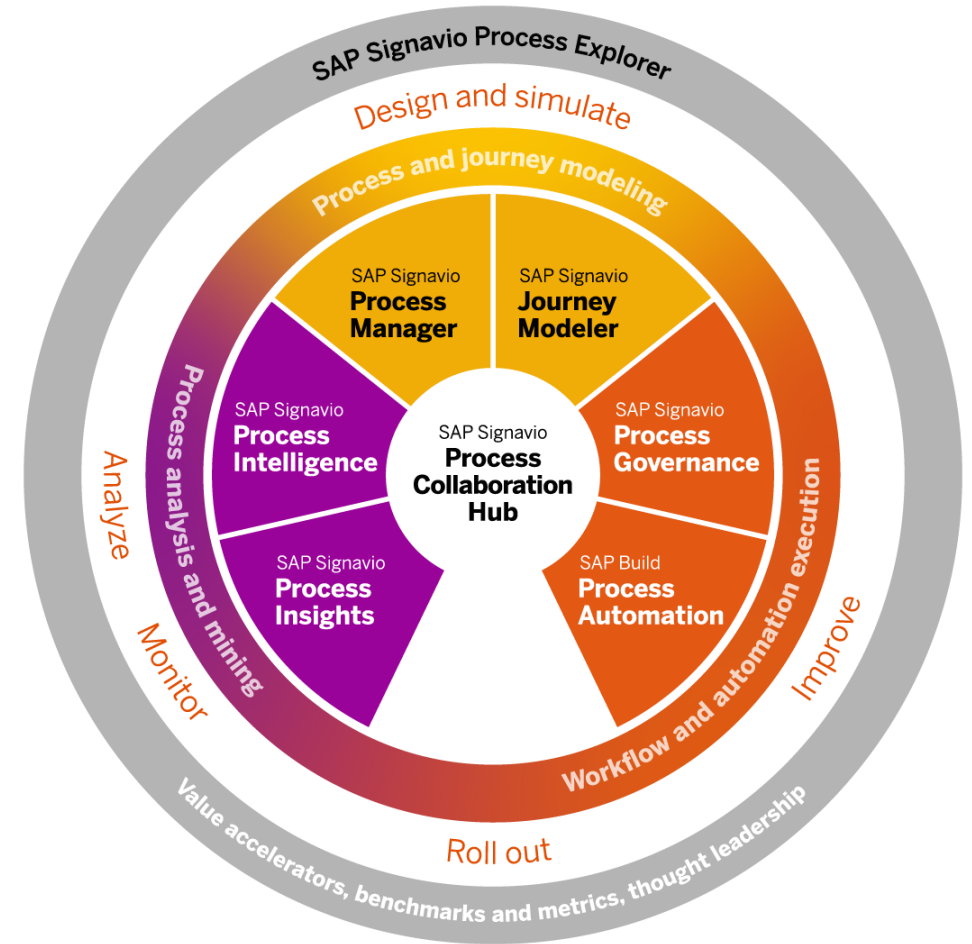
SAP Signavio Process Transformation Suite
Core capabilities

1. **Collaboration**
   Stakeholder alignment and active collaboration across departments

2. **Process analysis and mining**
   Complete process analysis for enterprise transformations and operational excellence programs

3. **Process and journey modeling**
   Standardized process and journey management, simulation, and modeling

4. **Process governance and automated execution**
   Maintaining organizational and regulatory compliance of all documented processes

5. **Value accelerators**
   Speeding up time to value with pre-configured value accelerators and resources for business process owners

Instantly Understand Process Performance with Recommendations on How to Improve with SAP Signavio Process Insights

60+ delivered process flows and 1000+ typical issues and inefficiencies*

Leveraging data
Data-driven decisions about which business areas to prioritize for improvement

Fast insights
Recommendations to SAP best practices and problem-solving solutions
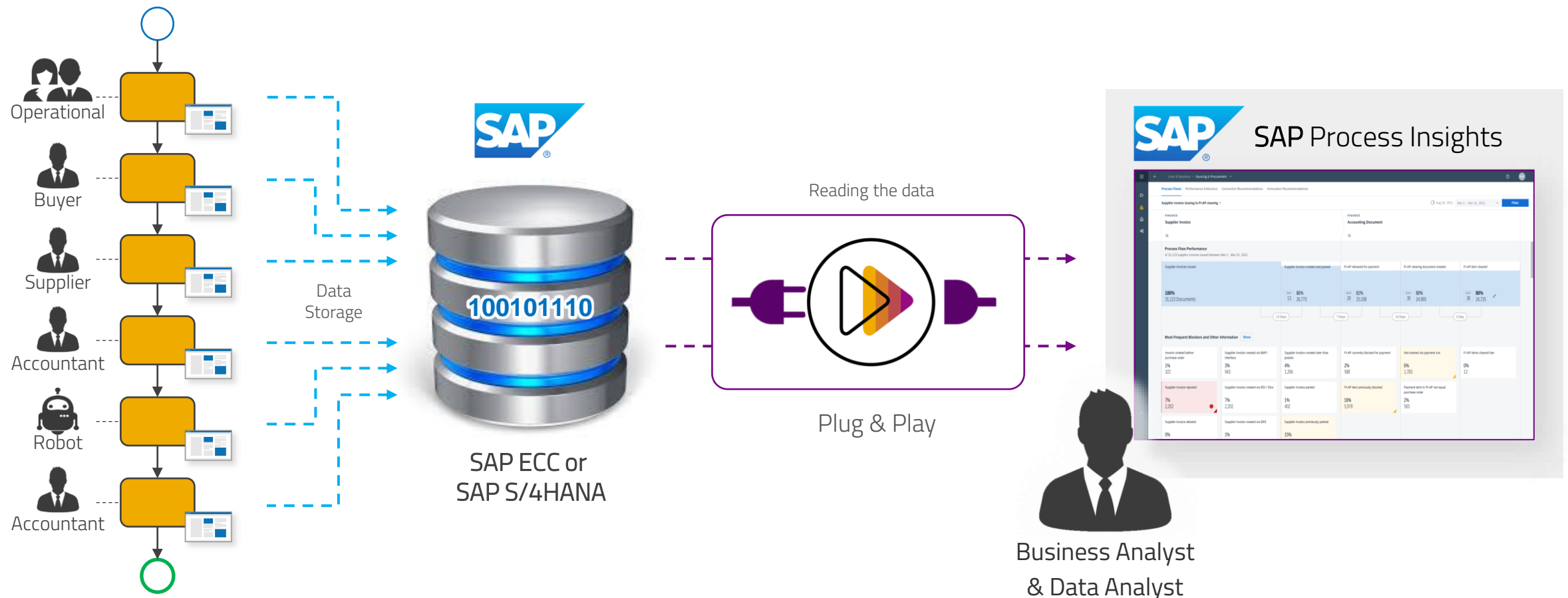
Constant Evolution
The number of process flows increases with every release of Process Insights

*Available for SAP customers only

SAP Signavio Process Insights
How does it work?

Extract instant insights ... With a simple click, 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.

Operational

Buyer

Supplier

Accountant

Robot

Accountant

Data Storage

SAP

100101110

SAP ECC or
SAP S/4HANA

Reading the data

Plug & Play

SAP Process Insights

Business Analyst
& Data Analyst

Analyze Process Execution, Performance and Conformance
with SAP Signavio Process Intelligence

Get full visibility into your process reality
Support internal transformations and efficiency programs. Improve the way you operate.

Uncover opportunities with process mining
Leverage ready-to-use insights, standard metrics, and powerful data querying capabilities to **uncover process inefficiencies, reducing your time to insights.**
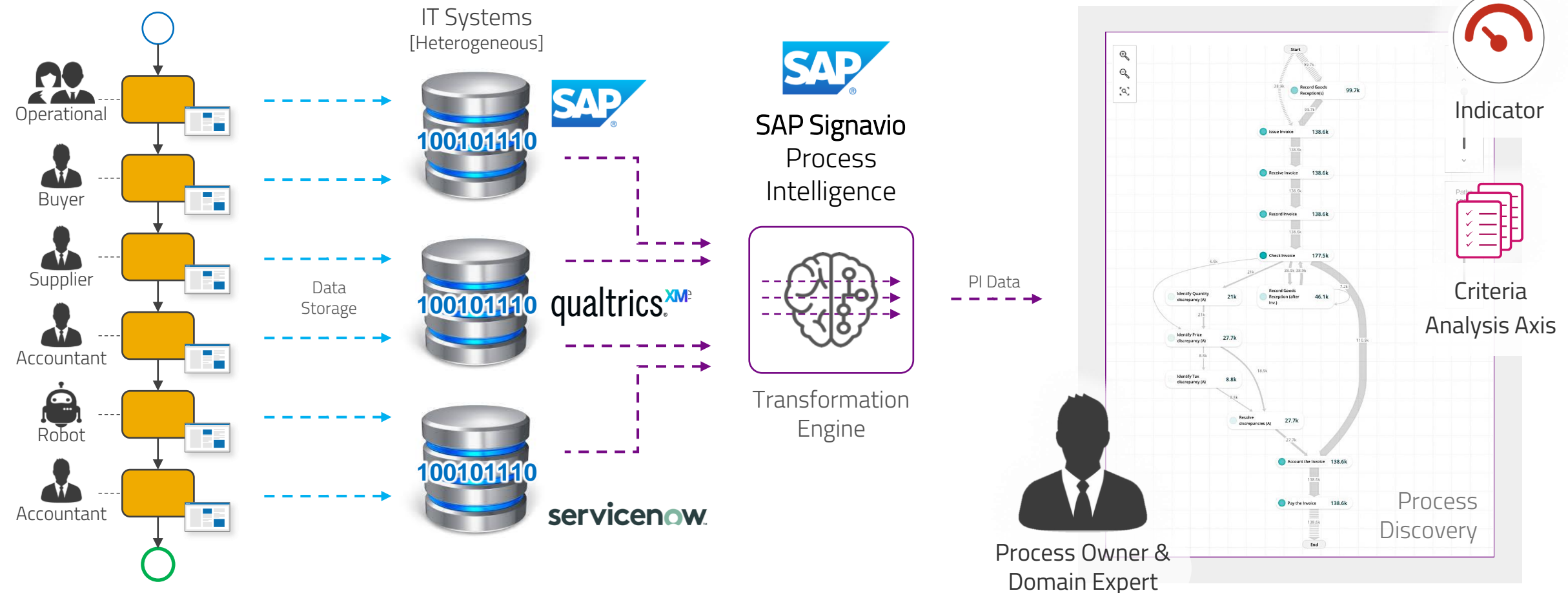
Blend process and experience analytics
Spot inefficiencies and problems hitting top and bottom lines by **blending process and experience analytics** in one single framework.

SAP Signavio Process Intelligence
How does it work?

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

Visualize, Simulate, Standardize & Optimize Processes
with SAP Signavio Process Manager

Business Process modeling
Collaborative, multi-tier process design and modelling

Analysis and simulation
Processes are analyzed and potential risks are mitigated using shared reports. The precise impact of change is simulated prior to implementation.

Process Transparency
A fully transparent overview of the entire process landscape

Operationalize the Journey-to-Process Experience
with SAP Signavio Journey Modeler

Connecting processes with journeys
Integrating operational and experience data with customer journey models

Designing journey models
Business Process owners benefit from an intuitive, graphic modeling experience

Collaborating Across the Business
Collaborating on models with direct feedback and changes for a single step, a stage, or the whole journey

Explore and Access Value Accelerators
with SAP Signavio Process Explorer

Access Value Accelerators SAP Signavio Process Explorer
Consume Value Accelerators Early Adopter Care Program

Value accelerators needed to transform all in one place
Business Process owners avoid the complexity of accessing fragmented content frameworks or disconnected tools to find answers

Comprehensive support to transformation
Value accelerators and all content available serve Business Process owners throughout the transformation, from strategy to operations

Collective knowledge of thousands projects delivered by SAP and our partners
It's the combined knowledge that no single expert could have, all at the fingertips of Business Process owners

SAP Activate methodology is enhanced with SAP Signavio

SAP Signavio

Discover

Discover process status & identify areas for improvement

Use Process Insights to get tailored recommendations for value drivers and explore your As-Is Processes with Process Intelligence

Prepare
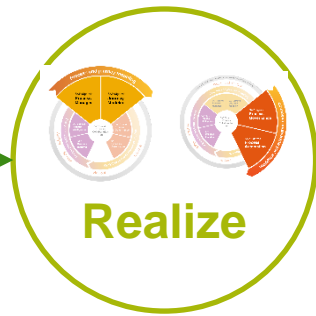
Prepare the process improvement initiative

Use Signavio Collaboration Hub to create your transformation journey with defined scope, timeline and milestones
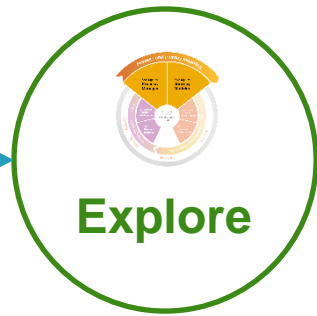
Explore

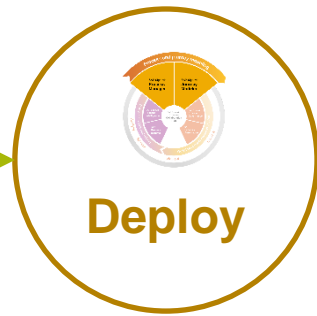Model and Collaborate on the future state

Use Signavio Process Manager to define your future processes and simulate their impact on your business

Realize
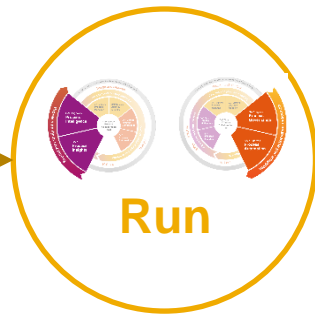
Implement process improvements

Handover your process definitions to Solution Manager to start the implementation and testing processes

Deploy

Govern Compliant Processes

Use Signavio Collaboration Hub to provide the single source of truth for your processes to the end-users
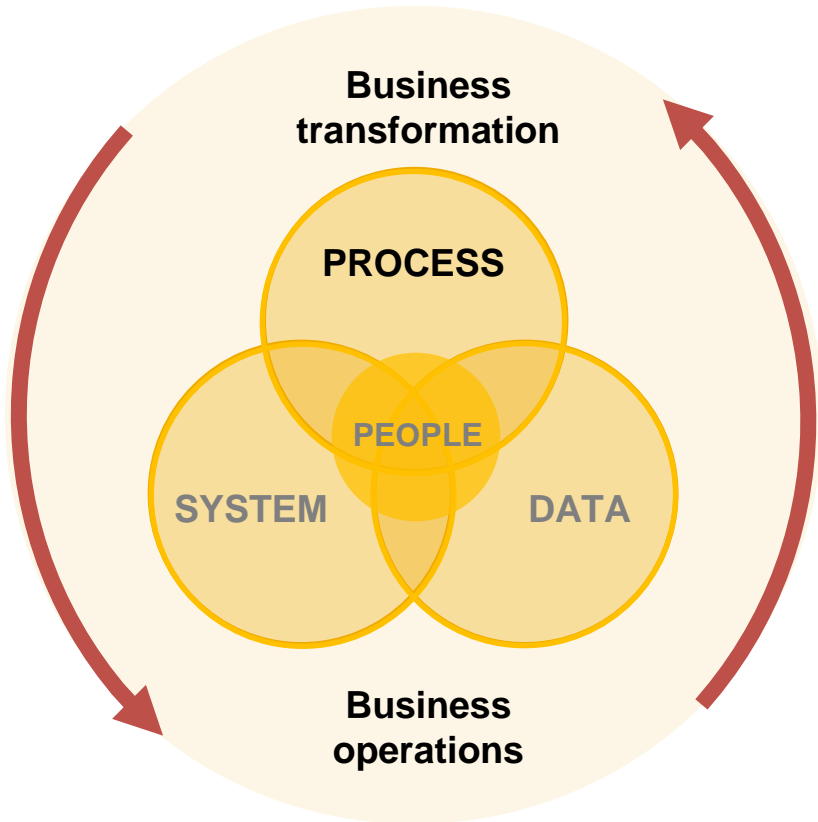
Run

Monitor and continuously improve

Use Process Insights and Process Intelligence to monitor your process performance and process conformance

Successful Business Process Transformation requires
solutions, content, methodology, and organization

Solutions

A **complete suite** for business process transformation

Content

A collection of highly consumable best practices, accelerators, and metrics that will guide organizations all along the transformation journey

Methodology

An **end-to-end process-centric approach** to enable organizations to **understand, innovate**, and **transform** all their business processes **continuously**

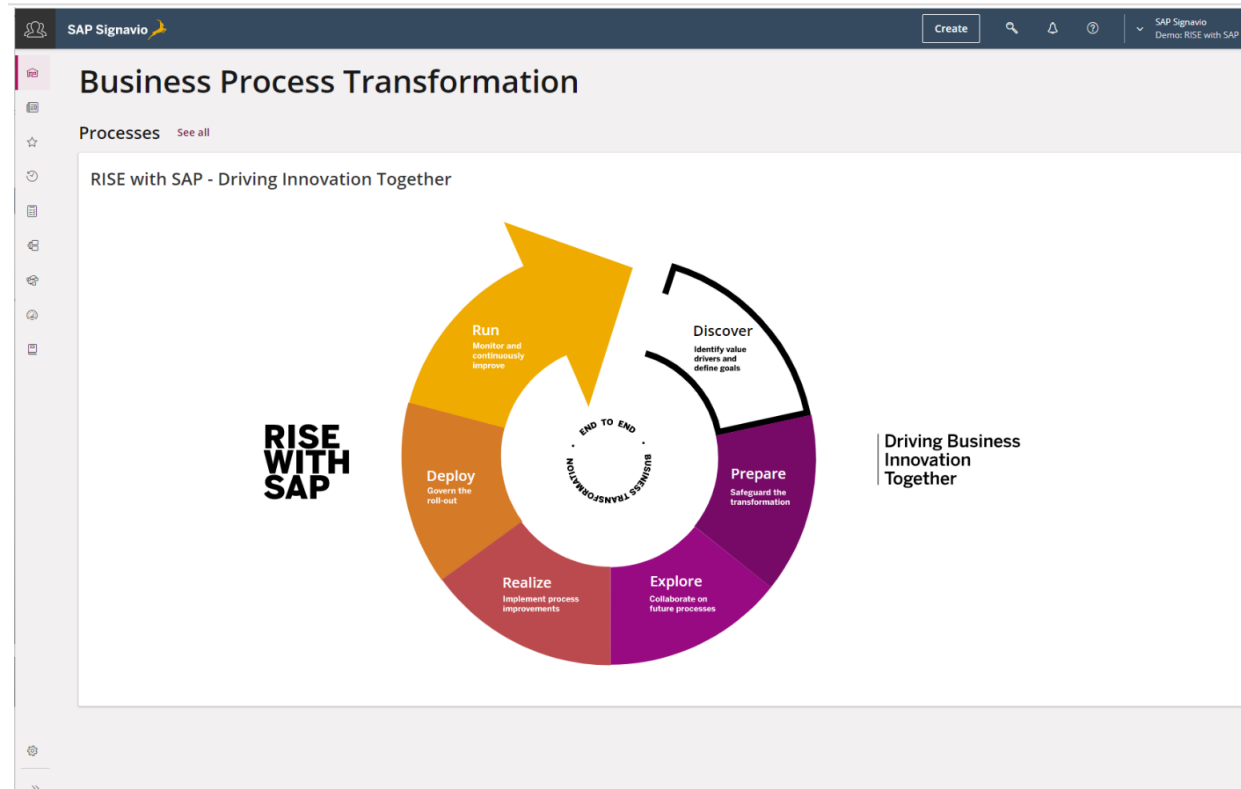Pillars of a successful business transformation

Business Process CoE with executive sponsorship as the foundation for process-centric initiatives across the enterprise
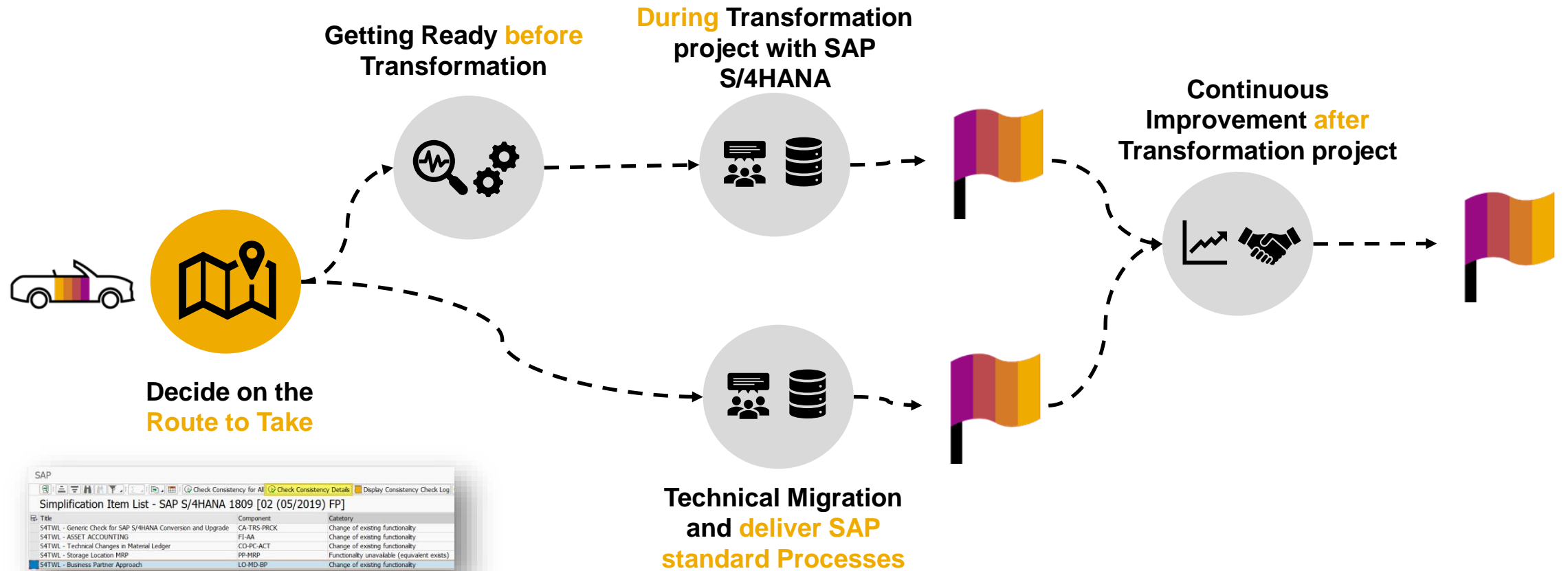
Organization

SAP Signavio Process Transformation Suite
Demo – SAP Signavio for RISE with SAP - S2P End-to-End Transformation

SAP Signavio for Business Process Transformation
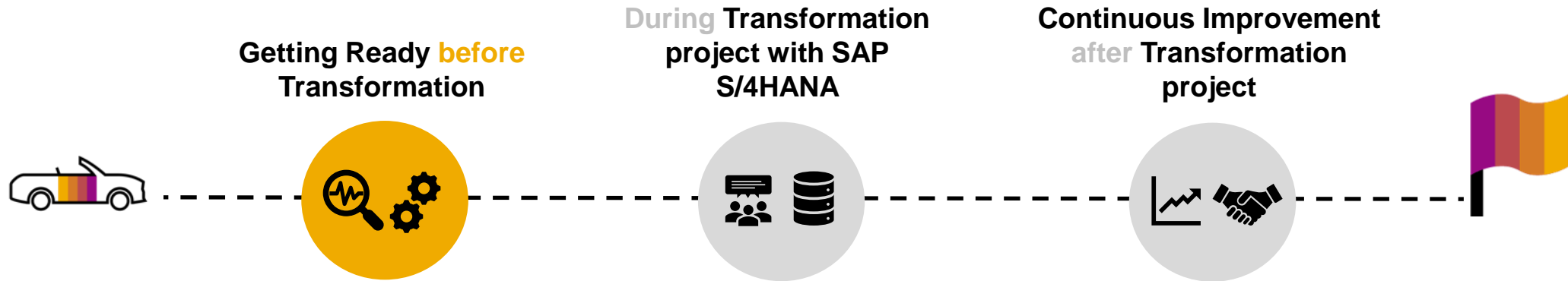## Before, During, and After Transformation

Getting Ready before Transformation

During Transformation project with SAP S/4HANA

Continuous Improvement after Transformation project

Decide on the Route to Take

Technical Migration and deliver SAP standard Processes

SAP

Check Consistency for All | Check Consistency Details | Display Consistency Check Log

Simplification Item List - SAP S/4HANA 1809 [02 (05/2019) FP]

Title	Component	Category
S4TWL - Generic Check for SAP S/4HANA Conversion and Upgrade	CA-TRS-PRCK	Change of existing functionality
S4TWL - ASSET ACCOUNTING	FI-AA	Change of existing functionality
S4TWL - Technical Changes in Material Ledger	CO-PC-ACT	Change of existing functionality
S4TWL - Storage Location MRP	PP-MRP	Functionality unavailable (equivalent exists)
S4TWL - Business Partner Approach	LO-MD-BP	Change of existing functionality

SAP S/4HANA: Der Simplification Item Check

SAP Signavio for Business Process Transformation
Before Transformation

Getting Ready before Transformation

During Transformation project with SAP S/4HANA

Continuous Improvement after Transformation project

Set the right transformation focus
Assess your current process performance to identify where to improve and why

Understand how to improve with tailored recommendations, e.g. with innovative S/4HANA capabilities
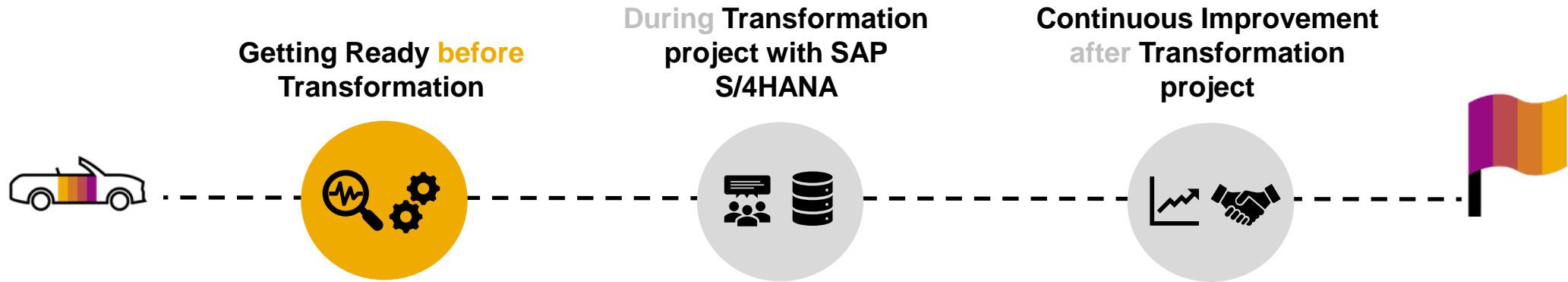
Create transparency on your "process house"
Identify, document and store as-is processes in a central repository accessible to all stakeholders

Prepare the "perfect ground"
Gain insight where to clean-up data before migration

SAP Signavio for Business Process Transformation
Before Transformation

Getting Ready before Transformation

During Transformation project with SAP S/4HANA

Continuous Improvement after Transformation project

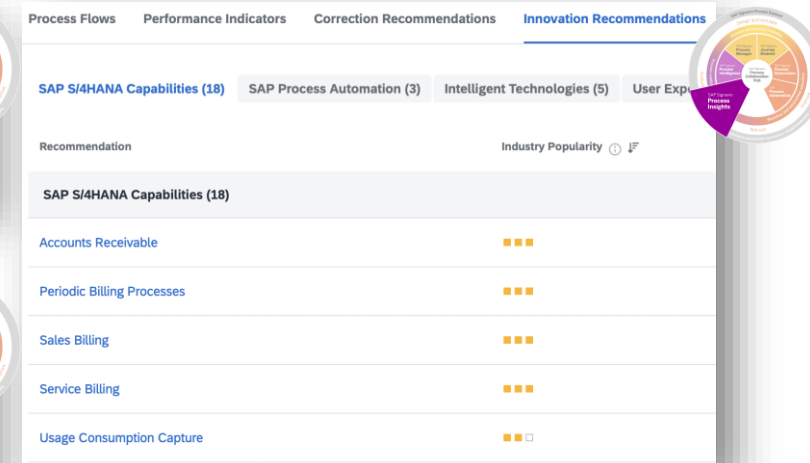### Quick insights to prioritize
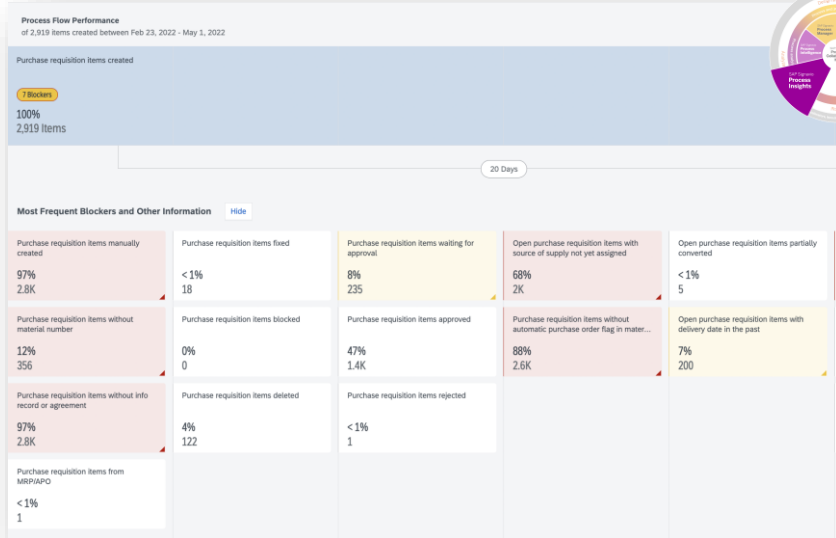
Process Performance indicators

Correction Recommendations
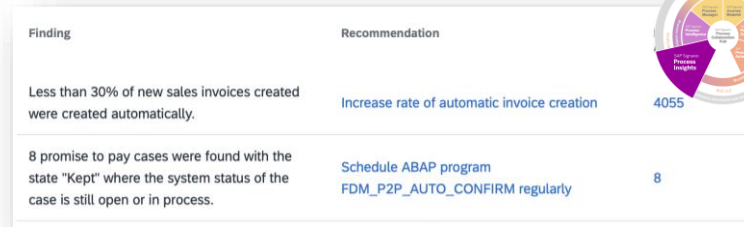
Innovation Recommendations

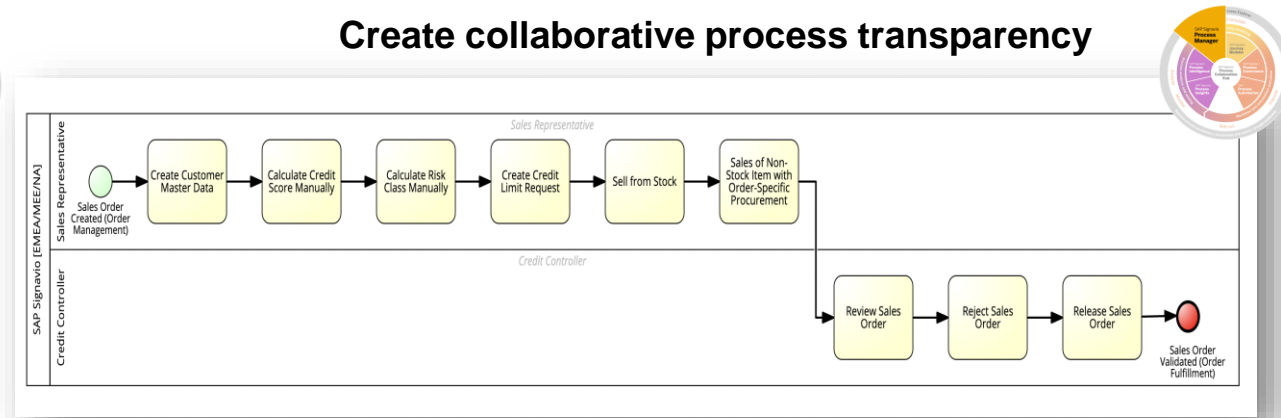# SAP Signavio for Business Process Transformation
Before Transformation

Getting Ready before Transformation

During Transformation project with SAP S/4HANA

**Continuous Improvement after Transformation project**
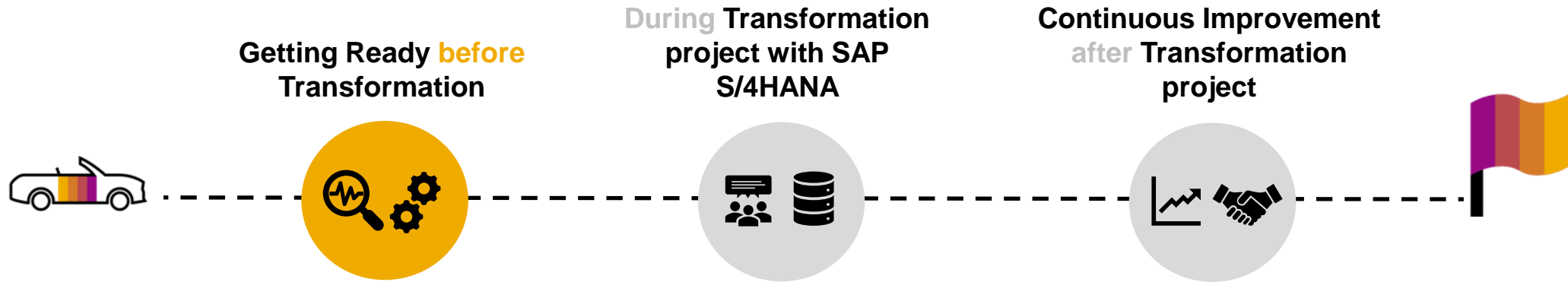
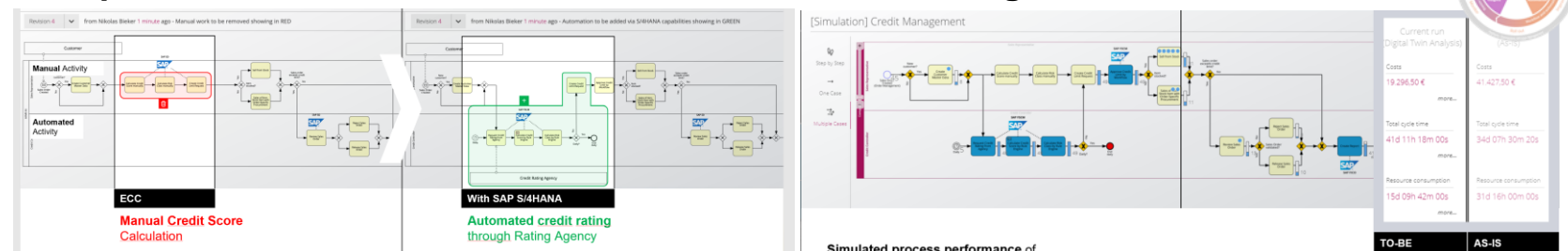**Set the tone and share across organization**

ERP Transformation Initiative (SAP Activate)

Diagram

No comments   Overlays (1/2 visi...)

SAP Signavio   ERP Transformation Initiative

Process Journey to SAP S/4 HANA

DISCOVER   PREPARE   EXPLORE   REALIZE   DEPLOY   RUN

SAP Activate

01 Define Goals and Scope   02 Analyze Current State   03 Define Target State   04 Sign-off   05 Implementation   06 Enablement   07 Continuous Improvement

Back
1. Business Processes
2. Organizational Struc...
3. Information Systems
4. Risk Management
5. Reference Library
6. Scenarios
   EA with LeanIX Inte...
   Global Risk & Comp...
   L2C - Credit Manag...
   S2P - Accounts Paya...

Create collaborative process transparency

SAP Signavio [EMEA/MEE/NA]

Sales Representative

Sales Order Created (Order Management)   Create Customer Master Data   Calculate Credit Score Manually   Calculate Risk Class Manually   Create Credit Limit Request   Sell from Stock   Sales of Non-Stock Item with Order-Specific Procurement

Credit Controller

Review Sales Order   Reject Sales Order   Release Sales Order   Sales Order Validated (Order Fulfillment)

SAP Signavio for Business Process Transformation
During Transformation

Getting Ready before **Transformation**

During Transformation project with SAP S/4HANA

Continuous Improvement after **Transformation project**

Leverage SAP Best practices
Compare as-is processes with SAP Best Practices to understand differences and manage the change

Model and simulate future processes with relevant stakeholders in a collaborative way

Technically implement your modeled processes in a seamless way
Handover process definitions to SAP Solution Manager to start implementation and testing

Manage change and enable end-users
Single platform to publish process documentation and connect SAP Enable Now enablement material

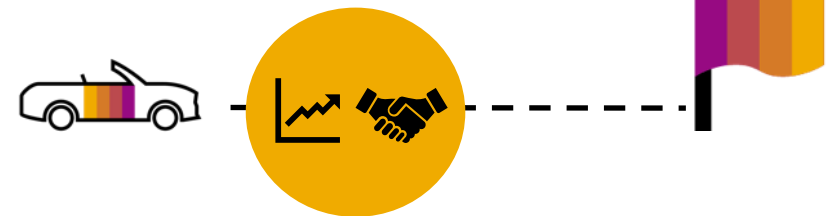# SAP Signavio for Business Process Transformation
During Transformation

**Getting Ready** before **Transformation**

During Transformation project with SAP S/4HANA

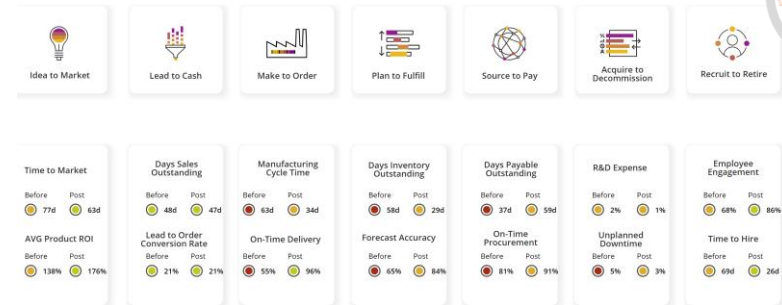**Continuous Improvement** after **Transformation** project

Process Mining
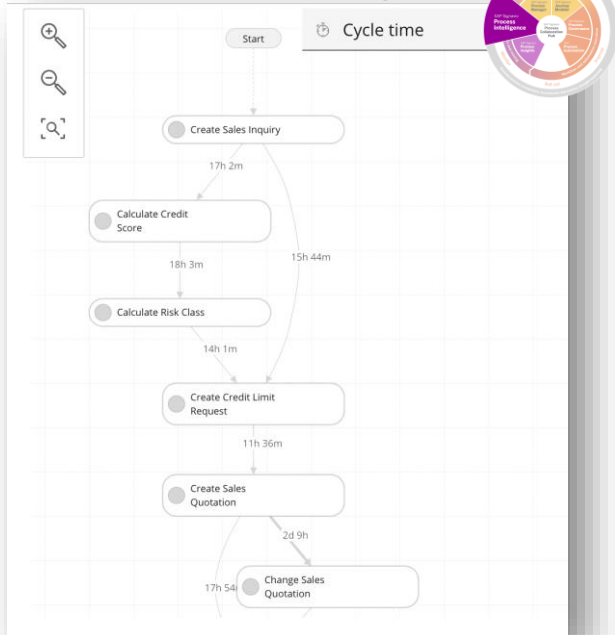
Expectation vs Reality
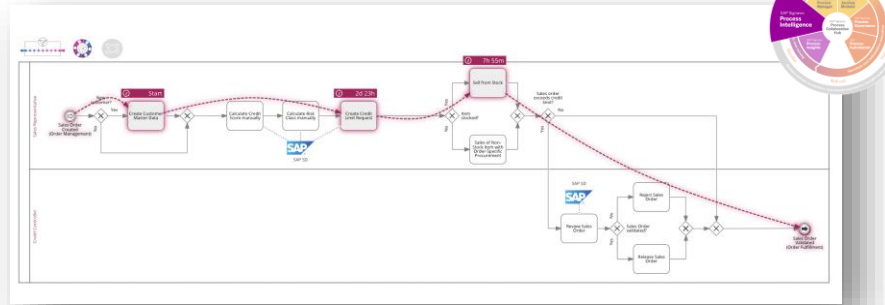
Best Practices repository

SAP Signavio Process Explorer
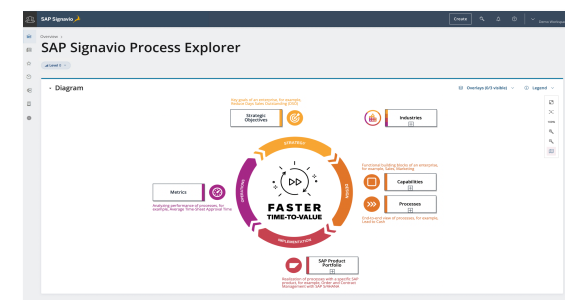
Compare to Best Practices, simulate and collaborate on target state

ECC

Manual Credit Score Calculation

With SAP S/4HANA

Automated credit rating through Rating Agency

[Simulation] Credit Management

Simulated process performance of S/4HANA credit management

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

TO-BE | AS-IS

Automated credit rating through Rating Agency

Manual Credit Score Calculation

SAP Signavio for Business Process Transformation
During Transformation

Getting Ready before Transformation

During Transformation project with SAP S/4HANA

Continuous Improvement after Transformation project
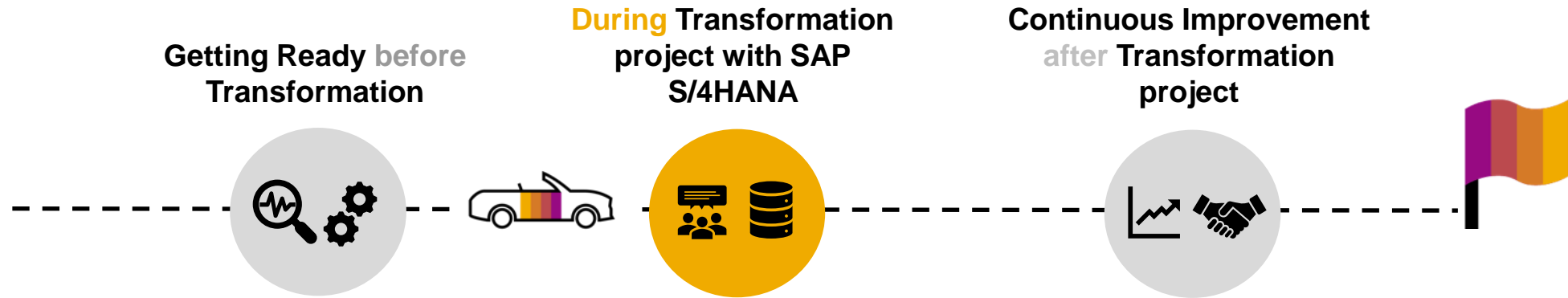
Handover from business to IT to build target state
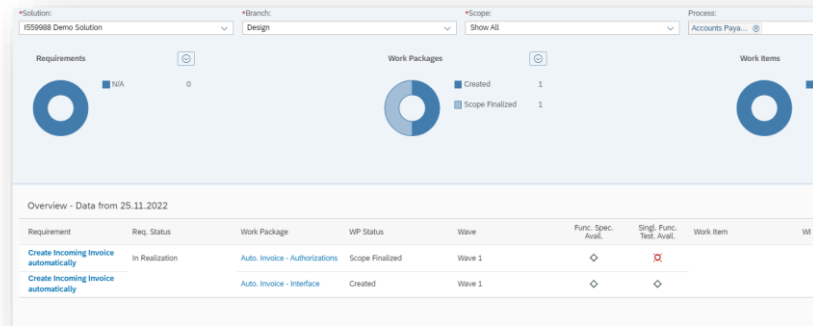
Solution Manager – Focused Build

Enable stakeholders on target state
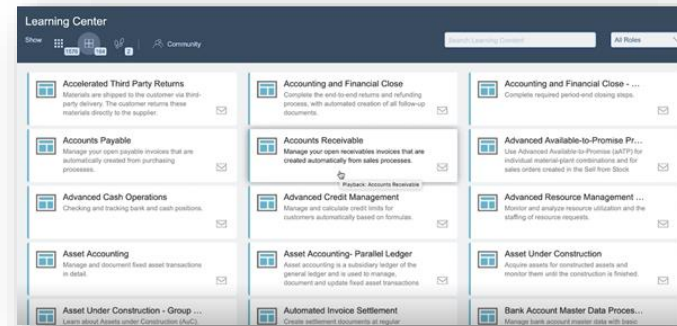
SAP Enable Now

SAP Signavio for Business Process Transformation
After Transformation towards Process and Journey Excellence

Getting Ready before Transformation

During Transformation project with SAP S/4HANA

Continuous Improvement after Transformation project
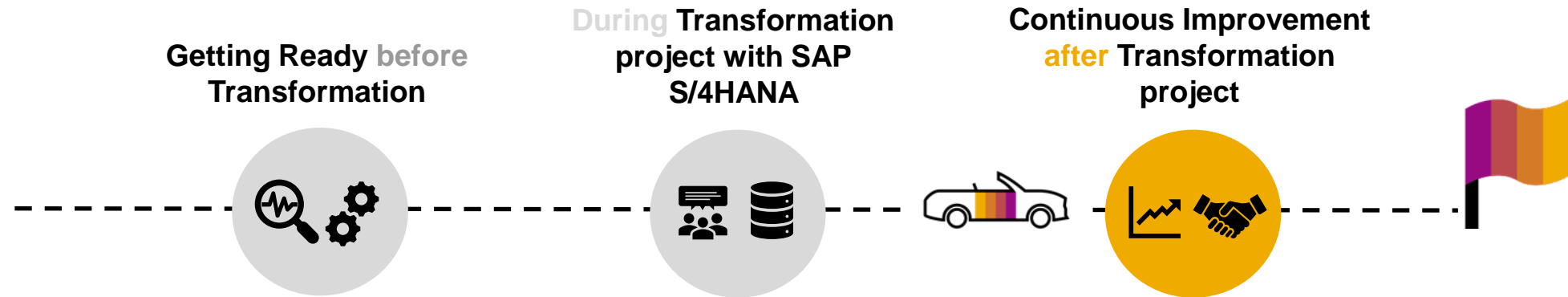
Monitor process performance to identify continuous improvement opportunities

Monitor process conformance to check if newly implemented processes are used as intended

SAP Signavio for Business Process Transformation
After Transformation towards Process and Journey Excellence

Getting Ready before Transformation
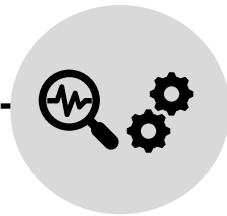
During Transformation project with SAP S/4HANA
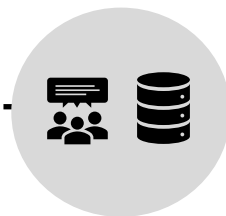
Continuous Improvement after Transformation project

Performance

Conformance

Innovation Recommendations
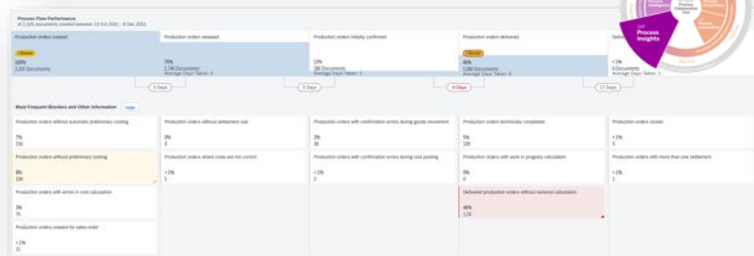
Best Practices and Accelerators
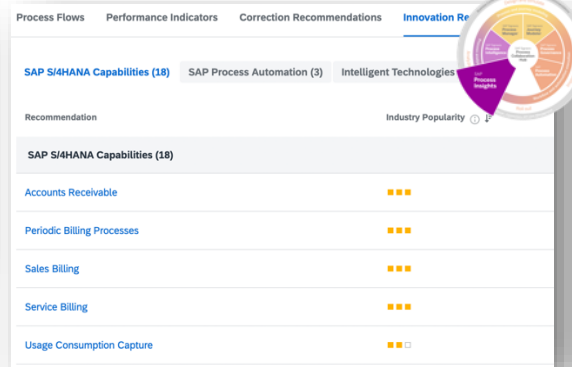
Company Process Dashboard
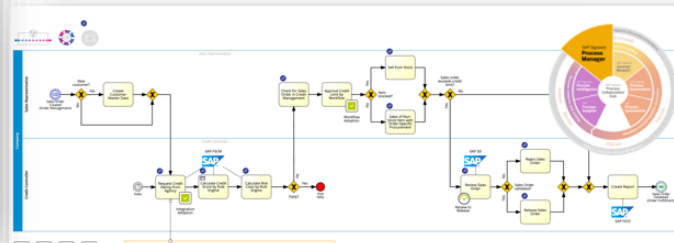
Journey Dashboard

SAP Signavio Process Transformation Suite
Customer Success Stories

https://www.signavio.com/success-stories/

Customer Example: Multinational construction company[1]
Increase cash flow by 275mEUR by changing payment run frequency
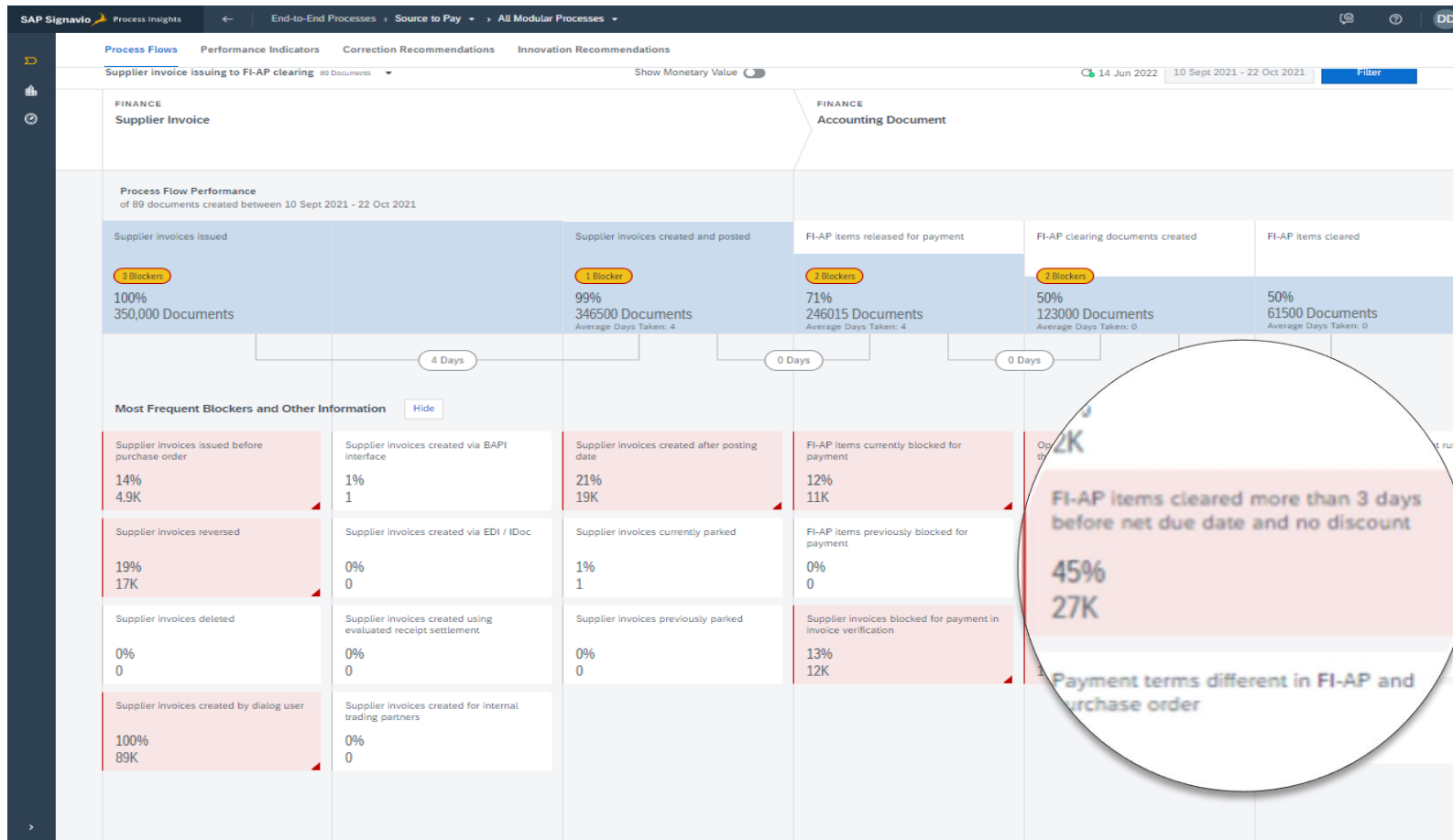
- **Observation:**

  FI-AP Items cleared more than 3 days before net due date = **45% (27K / 275mEur)**

- **Learning:**

  Accounts payable is irregular with 45% items cleared before due date.

- **Benefit:**

  Cash flow could be increased by only changing payment run frequency: today **27k (275mEur) items cleared 3 days before due date**
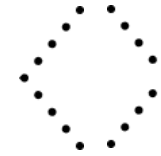
Process excellence on
SAP ECC and SAP S/4HANA

Process Discovery
tool for SAP S/4HANA transformation (trial)

SAP Signavio Process Insights
solution for SAP ECC and SAP S/4HANA

Start with Process Discovery or SAP Innovation and Optimization Pathfinder*

Free of charge

A free tool to help executives get a high-level overview of process performance in the most important areas

Get started here:
www.s4hana.com
www.sap.com/pathfinder

SAP Signavio Process Insights for immediate value

Subscription

Continuous monitoring and improvement of your company's business processes

Preparing your processes for the transformation to SAP S/4HANA

Quick insights leading to quick results
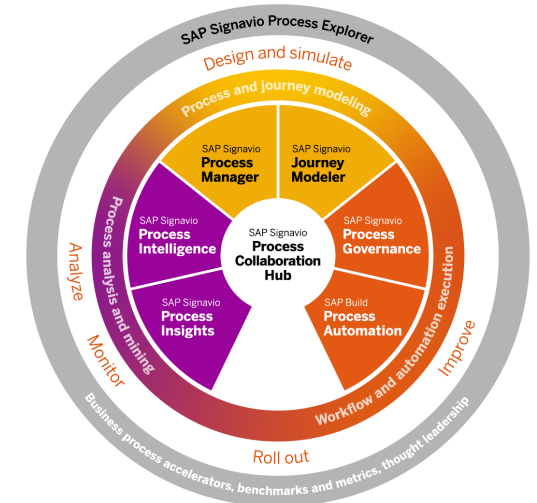
SAP Signavio Process Transformation Suite for full business transformation

Subscription

Process design, documentation, and governance

Process mining

Journey modeling

Collaborative business transformation

*The SAP Innovation and Optimization Pathfinder service is for customers of SAP S/4HANA. The Process Discovery tool is for customers of SAP ERP Central Component (SAP ECC).

RISE with SAP

+

SAP Signavio

Driving business innovation together

Business Process Transformation Starter Pack
is included in RISE with SAP

Identify and implement business process improvements through process analysis!

SAP Signavio Process Manager

Single source of truth to **model, redesign, store and collaborate** on your future business processes

3 users

SAP Signavio Process Insights

- **Instant insights** into your current process performance[1] to understand where to transform
- **Individual recommendations** to understand how to improve

50 GB data volume and one time data load

SAP Signavio Process Collaboration Hub

Provide transparency and engage all stakeholders to continuously improve processes together

10 users

[1] Managed ERP System Requirements, see here

Adapt *faster* to change

With the SAP Signavio Process Transformation Suite
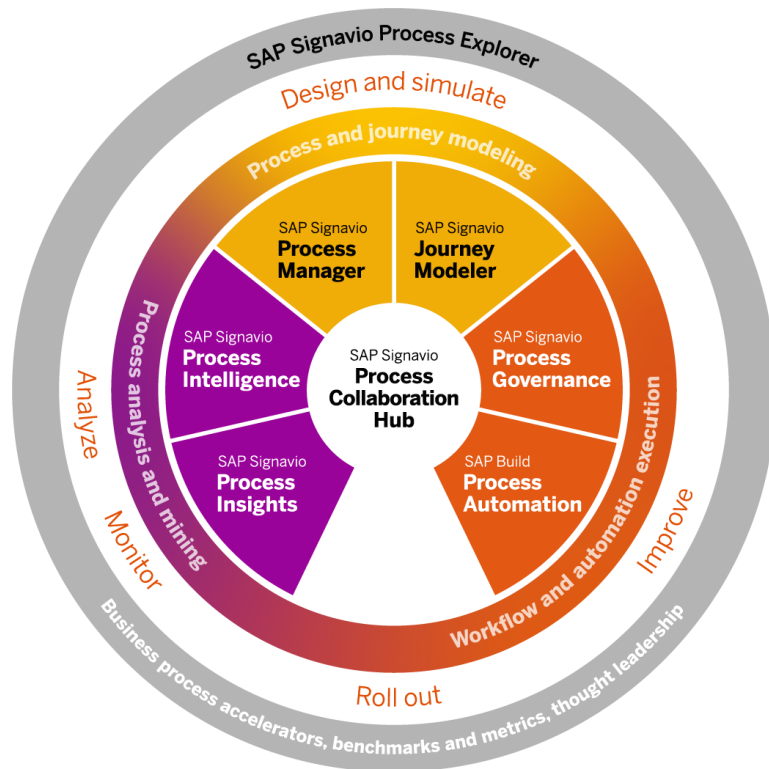
+ **Data-driven insights**
to decide with confidence

+ **Powerful integrations**
to turn ideas into action

+ **Single source of truth for *process***
to keep everyone aligned

+ **Collaborative framework**
to drive adoption of change

+ **Journey to process excellence**
to bring experience and process together

+ **Establish a culture of continuous improvement**
across the enterprise

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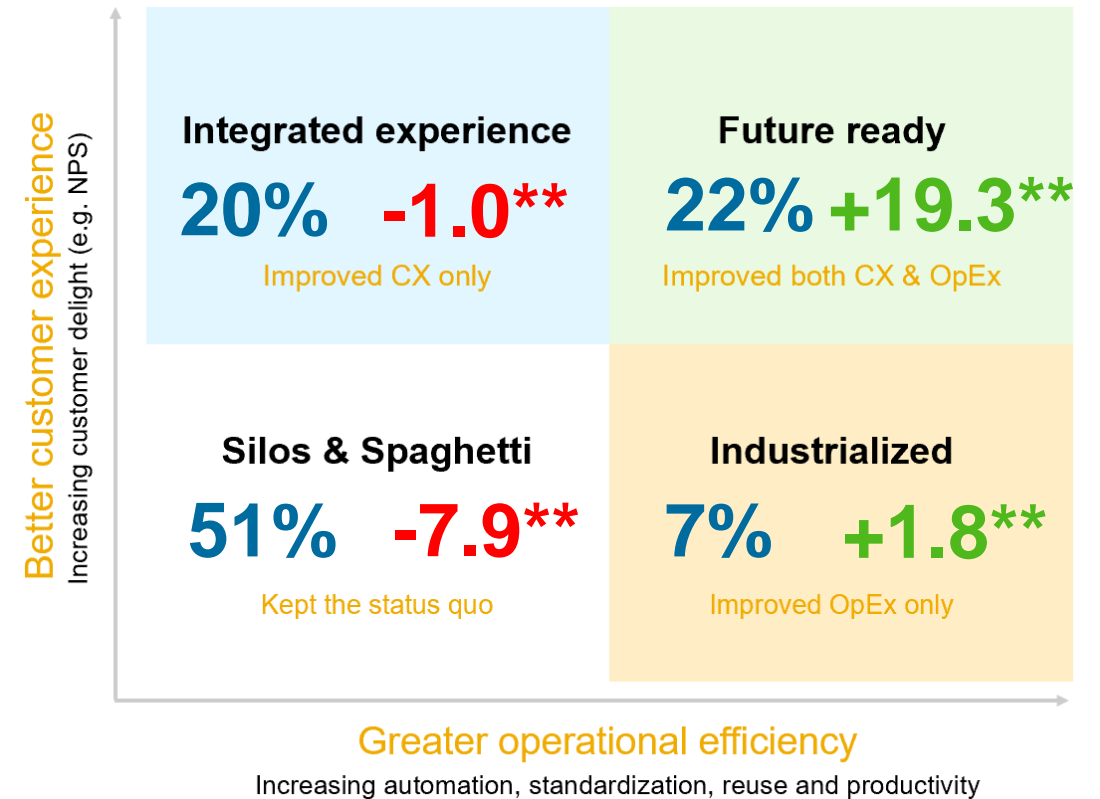
Business Transformation
- New business models
- Process harmonization and simplification
- Process consolidation inc. shared services
- Equip for mergers and acquisitions
- RISE with SAP transformation

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

MIT's framework for Digital Business Transformation*

Better customer experience
Increasing customer delight (e.g. NPS)

Integrated experience	Future ready
20% **-1.0****	**22%** **+19.3****
Improved CX only	Improved both CX & OpEx
Silos & Spaghetti	Industrialized
51% **-7.9****	**7%** **+1.8****
Kept the status quo	Improved OpEx only

Greater operational efficiency
Increasing automation, standardization, reuse and productivity

2019 % of firms, N=1,311   **Net margin pp Vs. industry average

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

Q & A

Thank you.

Find more information:
[Business Process Transformation](#)
[SAP Signavio](#)
[SAP Signavio Community](#)
[SAP Partner Portal](#)

Pattabhi Peddinti
Vice President, SAP Signavio Solution Advisory
pattabhi.peddinti@sap.com

THE BEST RUN **SAP**