



# **SAP Workzone** for Procurement

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SAP Procurement Global Presales

# AGENDA

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BTP

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# HOW TO INNOVATE FASTER AND REALIZE VALUE FOR BUSINESS

SAP BTP provides outcomes across three main customer scenarios:

## Real-Time Analytics

Create advanced insights and decide with confidence



Access to reliable data and in real-time allows procurement functions to be more agile in developing strategies, e.g. automatic classification of spend

## Extensibility

Ensure rapid and continuous innovation



True procurement transformation involves extending current processes and personalizing buying experiences, e.g. digitize should-cost modelling

## Integration

Achieve integrated business processes



To fully benefit from business intelligence, data in source-to-pay IT landscape and business processes must be integrated, e.g. integrated workflows across different processes and systems for source to pay

# SAP Work Zone

## Solution Overview

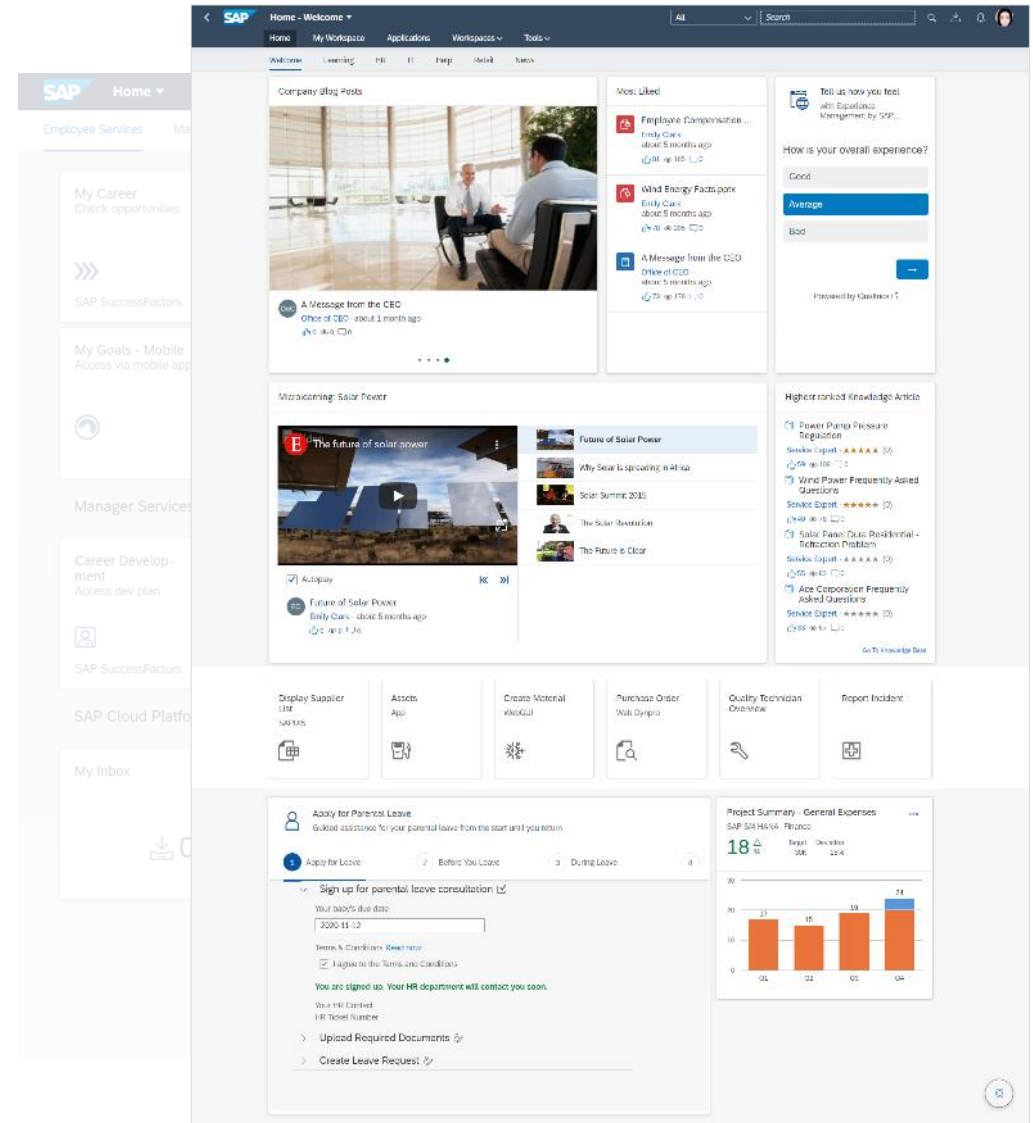
SAP Work Zone enables you to build digital workplace solutions to increase user productivity and engagement. It centralizes access to relevant business applications, processes, information, and communication in a unified entry point that your users can access from any device.

### Benefit

- Empower business users and key users with easy-to-use self-services for de-centralized content creation and page building
- Blend business data and unstructured content (news, docs, images, videos)
- Engage with users in interactive workspaces, forums, feeds and knowledge base
- Support users with smart, guided experiences
- Utilize content packages and templates for specific industries and lines of business

### Key capabilities

- Central access for apps, tasks, notifications, information and communication
- Seamless SAP and third-party apps integration
- Extensible framework for development, customization and branding



# SAP Work Zone at a Glance



## SELF SERVICE INTRANET

Easy-to-manage, self-service for the entire organization



## EMPLOYEE-FOCUSED

Personalized and easy to use with role-based data



## LAUNCHPAD

A centralized location for your SAP business applications, data and processes



## COMMUNICATE AND ENGAGE

Self-sufficient, freeform layout and drag-and-drop design to engage employees



## TEAM COLLABORATION

Self-service personal, project, topical, departmental and community workspaces



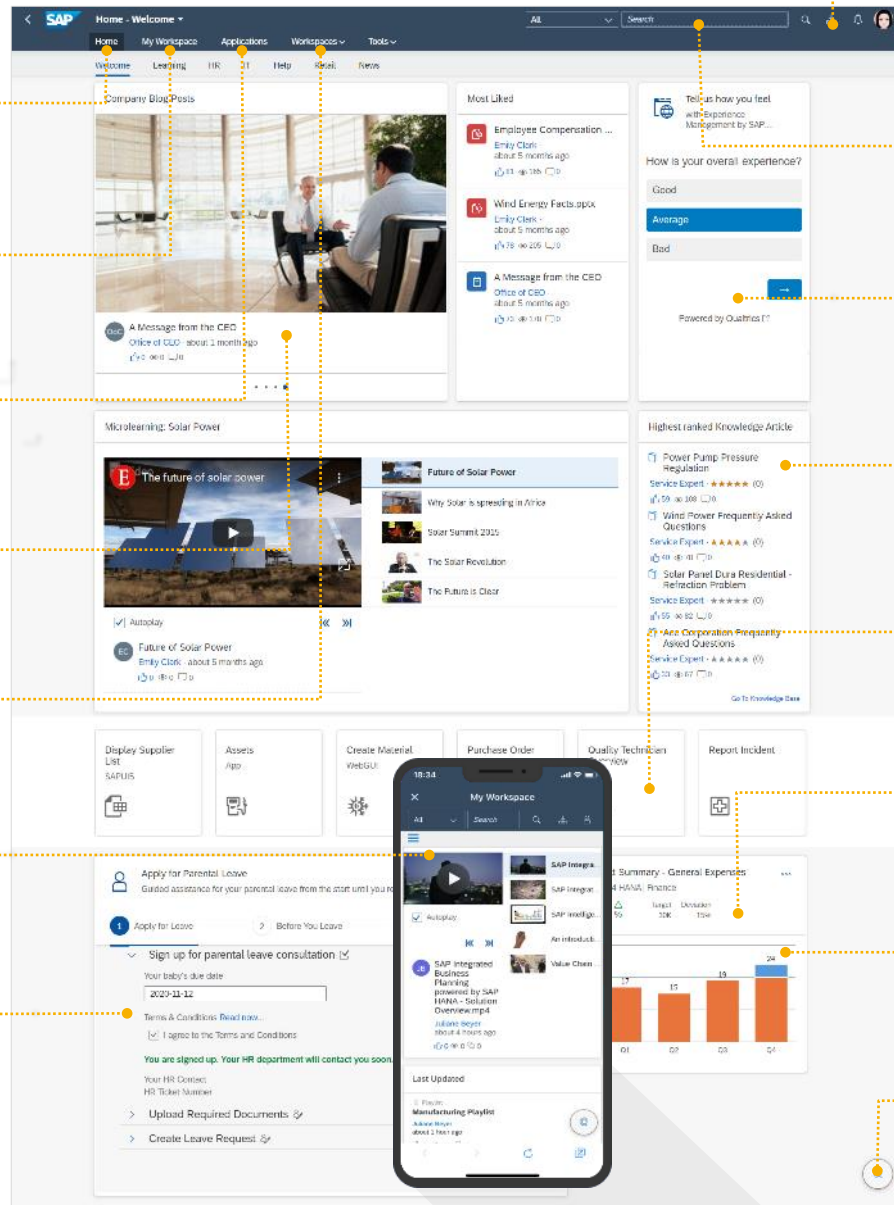
## MOBILE READY

Anytime, anywhere access with responsive web and a dedicated mobile app



## CREATE GUIDED WORKFLOW EXPERIENCES

Use a template project to build guiding user experiences on top of workflows



## MY INBOX

Process workflow tasks that matter to you within the integrated My Inbox application



## SEARCH

Discover and find information with powerful content and document indexing



## INTEGRATE EXPERIENCE MANAGEMENT

Engage, monitor and measure with Qualtrics embedded within the experience



## KNOWLEDGE BASE

Create, retain and share knowledge across the entire organization



## SAP BUSINESS APPS

Quick access to SAP S/4HANA and other frequently used business apps



## UI INTEGRATION CARDS

Embed and display SAP and third-party business data from across your organization



## EXTEND AND DEVELOP

Extend with full IDE based on SAP Business Application Studio



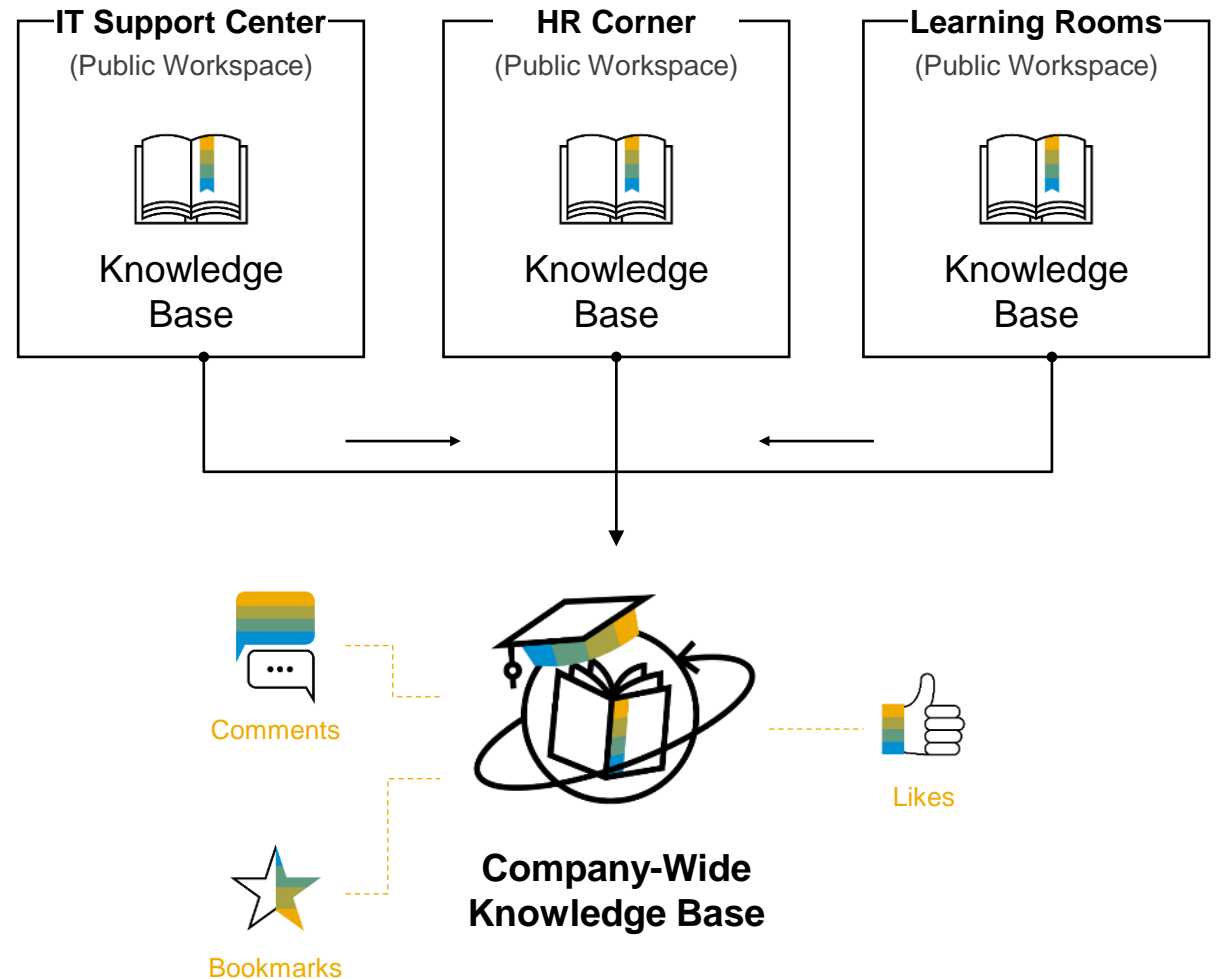
## INTEGRATE CONVERSATIONAL AI

Develop and integrate chatbots



# Company-Wide Knowledge Base

SAP Work Zone allows you to organize **company-wide knowledge database** by aggregating articles from all knowledge databases across different workspaces the user has access to



# How SAP Work Zone can be extended?

## Overview

### UI Integration Cards

Integrate and enable business content from SAP and third-party apps



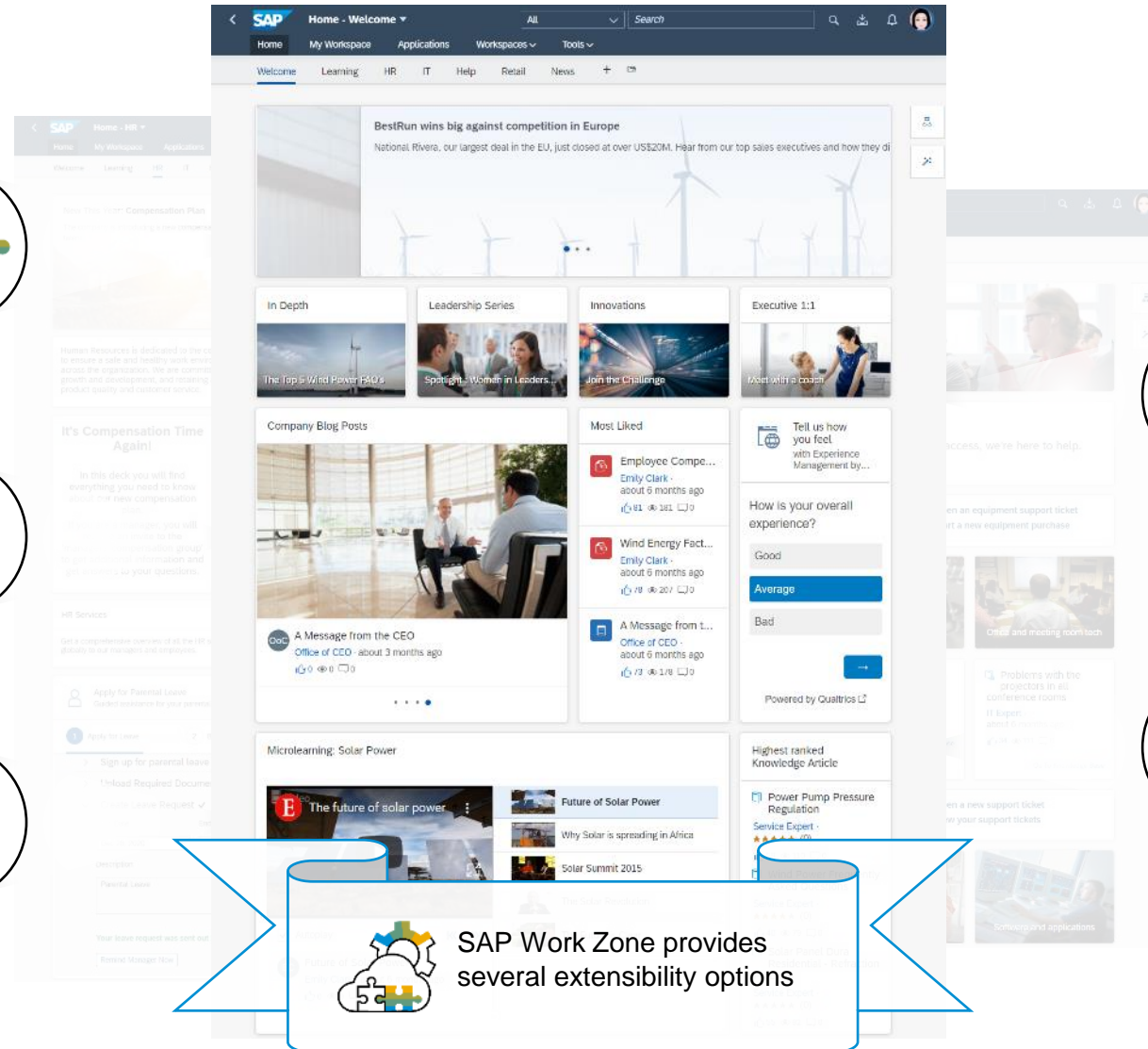
### Business Workflows

Design and run workflows for business processes



### Mobile Apps\*

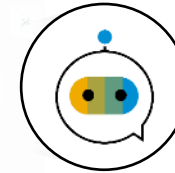
Develop and provide mobile experience with corporate branding and enterprise features



SAP Work Zone provides several extensibility options

### Chatbots

Develop and enable conversational experience for the most often employees' requests



### API

Access and manage workspaces from third-party apps



\* MDK to extend existing SAP Work Zone mobile app is planned

# Typical use cases



**Digital workplace &  
NextGen Portal**



**UX Integration**



**Extensions**  
apps & audience



**Enablement &  
Learning**



**SAP Enterprise Portal  
transition**



**Self-services  
& support**





**DEMO** 

SAP Workspace

# Thank you.

**Dan Schunk**

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# SAP Work Zone

## Platform capabilities versus solutions

### SAP Work Zone

- Integration with SAP S/4HANA, SAP Ariba and other business apps
- Collaboration with workspaces, feeds, forums, knowledge base, wikis, polls, etc.
- Native mobile app for iOS and Android
- Integration with additional SAP services, e.g. Workflow, Mobile, Conversational AI, etc.
- Cloud development and extension environment to create UI Integration Cards and workflows
- Integration with Microsoft SharePoint and Microsoft Teams

### Industry and Line-of-Business Solutions

#### SAP SuccessFactors Work Zone<sup>1,2</sup>

UI INTEGRATION CARDS:

- Profile Card
- Time Off Card
- Org Chart Card
- Pay Statement Card

WORKFLOWS:

- Spot Award
- Return to Workplace (HRBP/Admin)

WORKSPACE TEMPLATES:

- HR Zone
- Learning Zone
- Manager Zone
- Return to Workplace (Admin)

SAP SuccessFactors 

... and more!



Baseline (or Core)  
Functionality

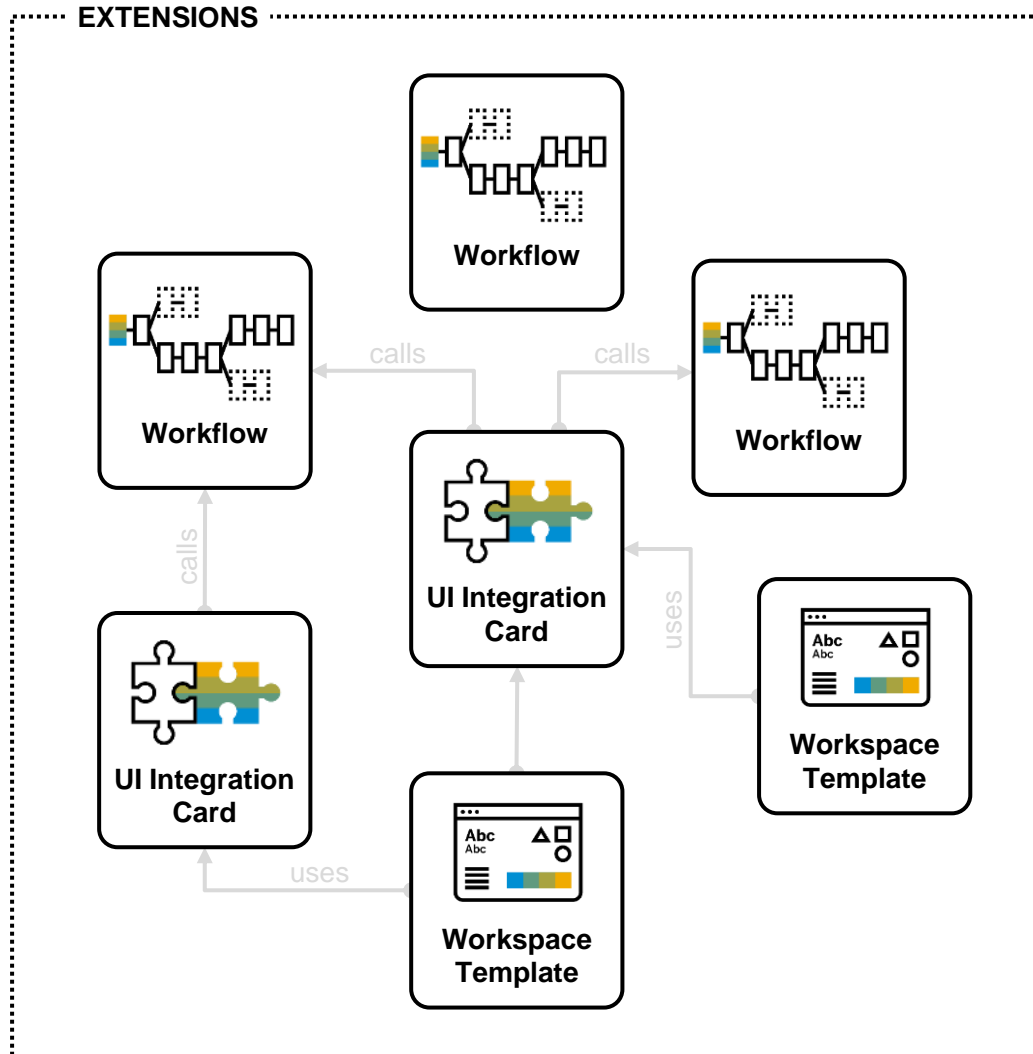


Extended  
Functionality

1. Restricted to HR use cases that integrate with SAP SuccessFactors systems.
2. Restricted to use of native mobile app delivered with SAP Work Zone.

# Content Packages

Distribution and deployment of complex extensions

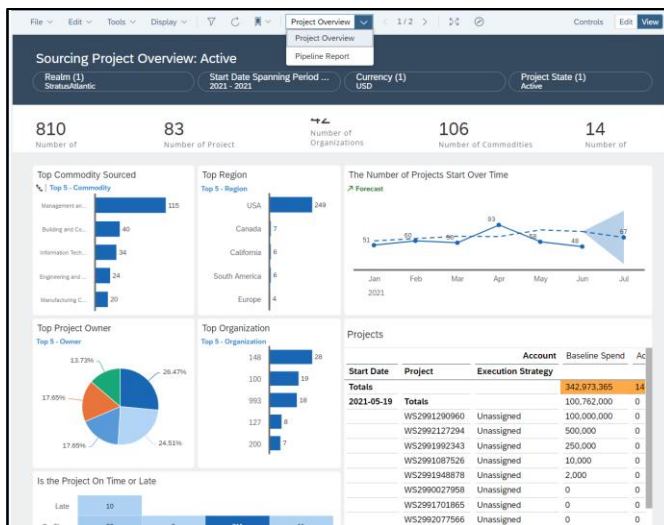


How to distribute and deploy complex extensions with various functional dependent content artifacts efficiently

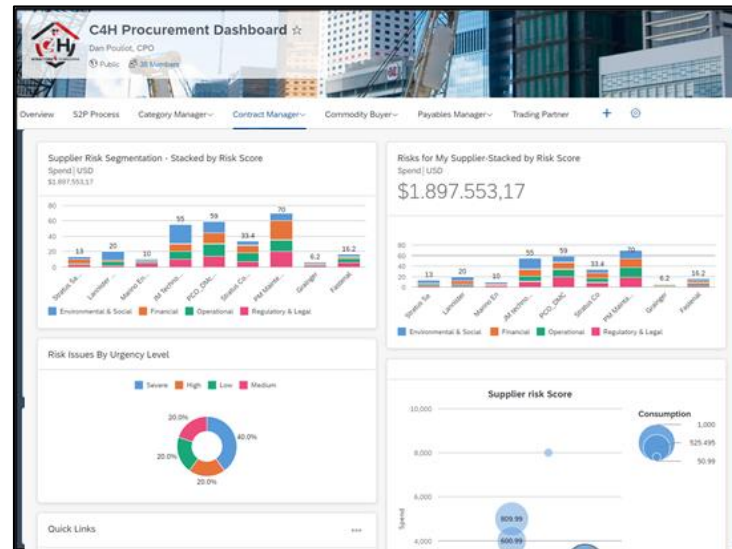
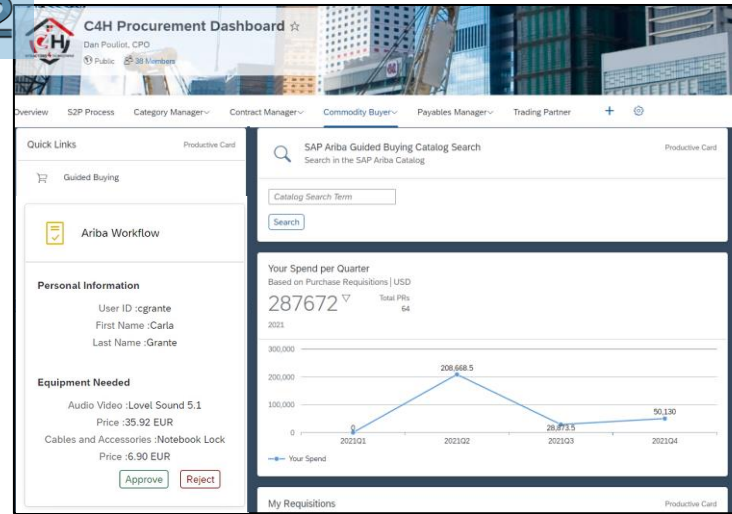


# Analytics, Extensions and Integrations | 3 UCASES

## Business Process Analytics



## Dashboard



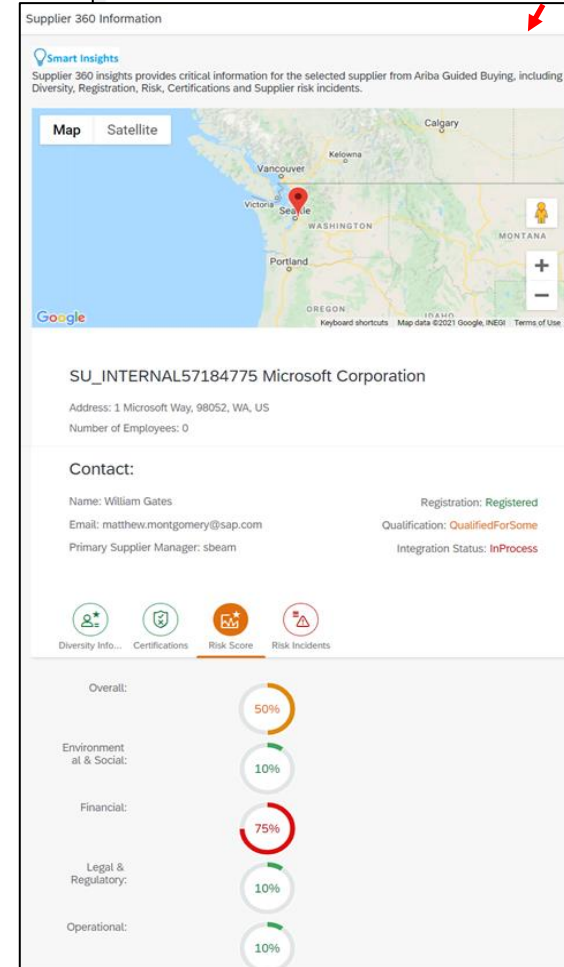
## Smart Insights



Branded USB Speaker  
From Microsoft Corporation  
Smart Insights

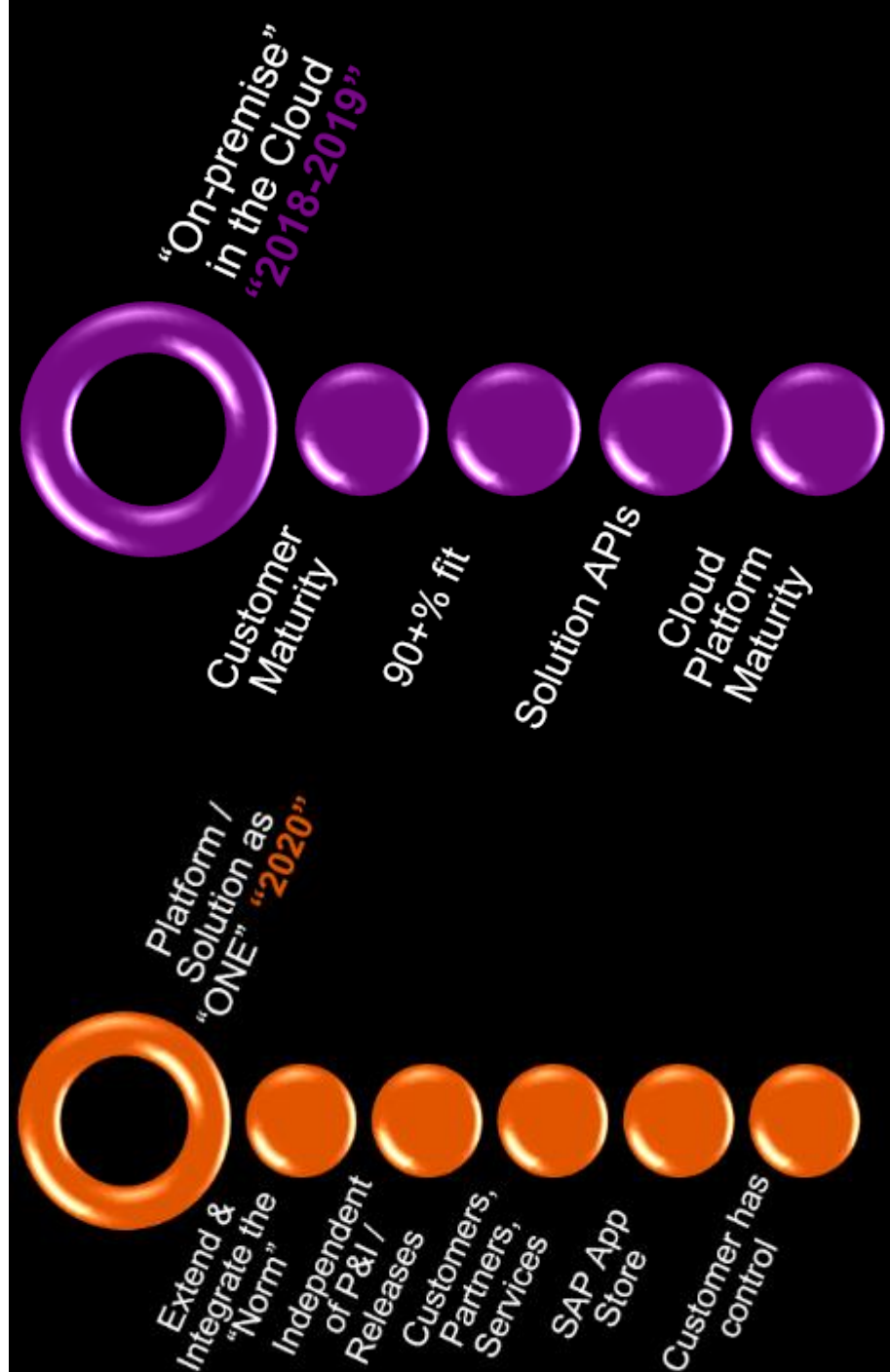
Add high-quality audio to your workspace wherever you go. The Smart Insights Speaker for Business seamlessly integrates with your PC for clear calls and great sound for music.

\$85.73 USD / each



# EXTENDING SAP Procurement

1. CUSTOMERS 90+% FIT
2. ON-PREMISE IN THE CLOUD
3. PLATFORM MATURITY & AVAILABILITY
4. API FIRST STRATEGY IN P&I
5. PARTNERS, SERVICES, CUSTOMERS
6. ON-PREMISE IN THE CLOUD



# SAP CLOUD PLATFORM | SOLUTION AREAS

## Integration Services



### Cloud Integration

Seamlessly integrate anything, anywhere (A2A/B2B) in real time.

### API Management

Expose data and processes as APIs. Manage End2End lifecycle.

### Data Intelligence

Deliver data-driven innovation, unifying enterprise AI and intelligent information management.

### Integration Advisor

Accelerate implementation and maintenance of B2B scenarios using machine learning.

### Open Connectors

Accelerate connectivity to 3<sup>rd</sup> party applications.

### API Business Hub

Jump start integration projects with APIs, packaged integration content and adapters.

### Connectivity

Securely access remote services that run on-premise.

### Enterprise Messaging

Decouple communication to send messages and events.

## Enterprise Extensions



### ABAP Environment

Leverage existing investments and expertise to deliver business-ready innovation in ABAP.

### Business Application Studio

End-to-end development platform for Intelligent Enterprise development scenarios with tailored dev spaces

### Extension Factory

Serverless Runtime to write loosely coupled logic (Functions as a Service) that's quick to build and scale automatically.

### Master Data for Business Partner

Centralize processing of business partner data to reduce or remove dependency on local persistence of master data.

### Rapid Application Development by Mendix

Build apps, create custom extensions and develop new functionality with click-and-drag models.

## Data-Driven Insights



### Data Intelligence

Deliver data-driven innovation by unifying scalable enterprise AI and intelligent information management.

### Service Ticket Intelligence

Deep learning algorithms to establish self-driven ML based customer service.

### Big Data Services

Meet rigorous demands for reliability, scalability, and security with Big Data cloud.

### Document Information Extraction

Automatically extracting information from PDF documents.

### Document Classification

Analyze PDF documents and propose classifications.

### Enterprise Messaging

Develop decoupled and resilient applications, services, and systems.

### Data Attribute Recommendation

Get market rates into your applications provided by data providers, or upload and distribute from other sources.

## Digital Experiences



### Digital Experience

Offline access, lifecycle management, synchronization, push notifications, security, monitoring, and usage reporting.

### Mobile Apps

Enable rapid development and deployment of enterprise mobile apps, including native iOS and Android apps.

### SAP Fiori Cloud

Connect on-premise SAP business systems via prepackaged content and services and extend SAP Fiori user experience to the cloud.

### User Portals

Multichannel access to SAP and non-SAP business applications within and beyond the enterprise.

## Intelligent Business Processes



### Conversational AI

Smooth process flow assistance. Machine Learning identifies hidden patterns in processes and learns from data.

### Process Mining

Shows real-time process visualization with the ability to drill-down; provides clarity on how to improve processes.

### Intelligent Automation

Workflow automates structured processes while SAP Intelligent Robotic Process Automation automates repetitive tasks.

### Process Flexibility

Workflow builds scalable processes through custom flows, extensions, decisions, and responsibilities.

### Live Processes

Pre-Packaged Process Documentation to adopt best-practices for standard enterprise processes, architectures, process flows, and blueprints.

### Business Rules

Automate decisions to streamline and optimize processes, automate and ensure compliance, and manage business logic independently of applications.

# ADVANCED ANALYTICS FOR PROCUREMENT | PORTFOLIO OFFERINGS

## Overview

### Business Process Analytics (available)

Provides next generation reporting across the S2P business process in SAC

- Included with NexGen UX Package
- Included SAC stories from Content Network
- SOW for activation service included as part of NexGen UX package
- Technical Support is via normal support process
- NNSG team will maintain stories, tiles, insights

### Adoption and Utilization (Q3)

Replicates the excel adoption acceleration report in SAC

- Included with NexGen UX package
- Included SAC stories from Content Network
- Pulling directly from Athena
- UI5 cards
- NNSG team will maintain models/stories

### Community Benchmarks (Q3)

Recreate Athena benchmarking report in SAC  
Support creation of network based benchmarks

- Included with NexGen UX package
- Included SAC stories from Content Network
- UI5 cards
- NNSG team will maintain models/stories

### X20 Insights (Evaluating)

- X20 Data - Merge X and O Data by Business Process area in SAC
- Includes both buyer end users and trading partners survey X data
- Included SAC stories from Content Network
- Existing data lake with Business Process Analytics
- UI5 cards

NNSG team will maintain models/stories

PHASE 2

PHASE 2

UNDER REVIEW

## Nirvana: Insight 2 Action

- **Activity:** Run auction event **FUTURE**
- **Goal:** rationalize supply base for IT consulting
- **Target:** 2% reduction in IT consulting spend
- **Improvement opportunity:** \$1.5m savings
- **New Gap:** \$2.5 million

### Value Realization Analytics (available)

Allows customers to track presales business case KPI (planned) against post implementation operational data (actual)

- Included DWC model/SAC stories from Content Network
- SOW for activation service
- Technical Support via normal support process
- NNSG team will maintain models/stories

### Spend Analysis (available)

Recreates Spend Analysis in DWC/SAC so customers get superior UI and advanced models/metrics

- Included DWC model/SAC stories from Content Network
- SOW for activation service
- Technical Support via normal support process
- SA team will maintain models/stories based on feedback from presales

### Valuelytics (Q2)

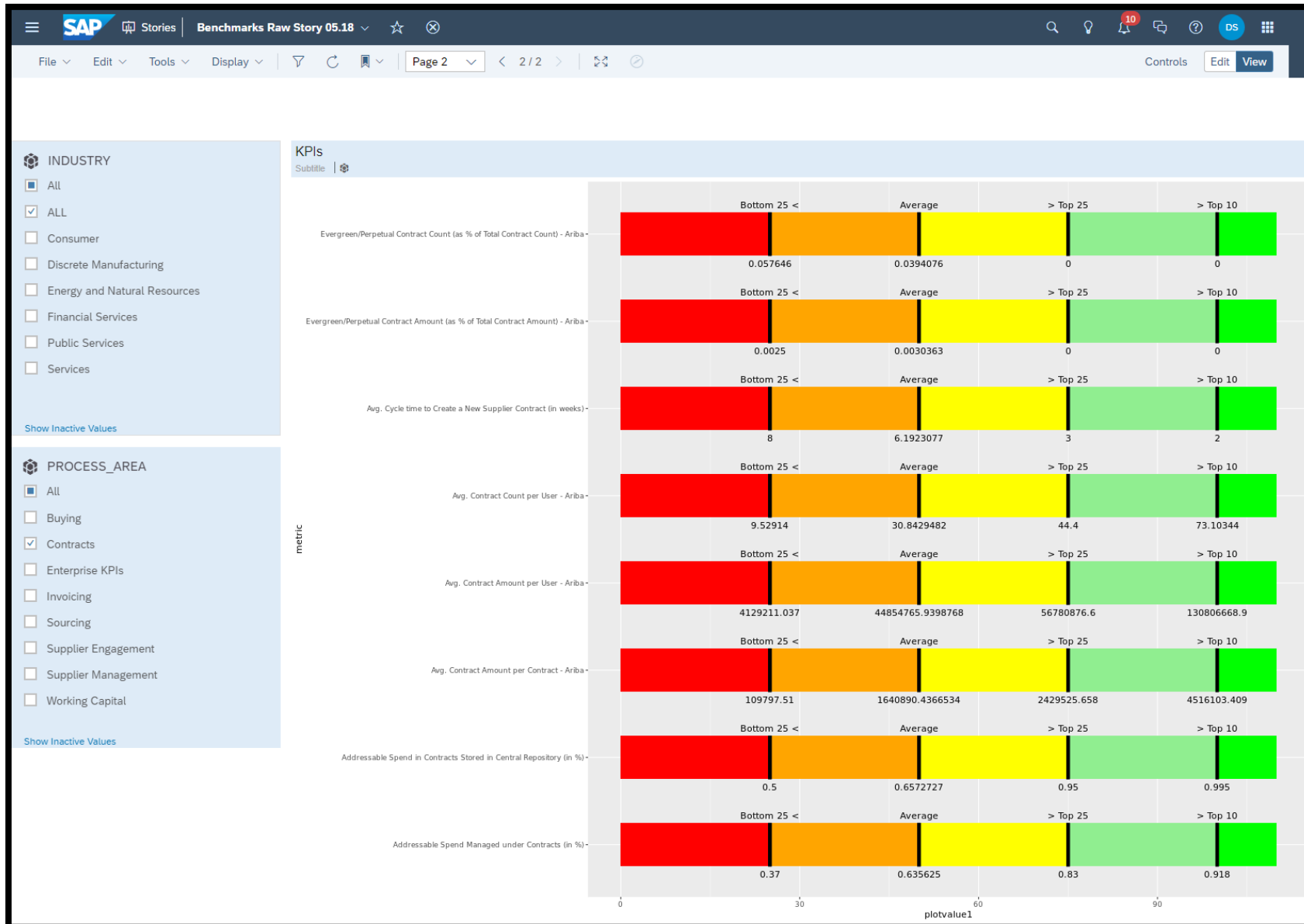
Measures "VPIs" that support identification and solutions to multiple direct material scenarios

- 3 x KPI scenarios being developed
- Included DWC model/SAC stories from Content Network
- SOW for activation service
- Technical Support via normal support process
- NNSG team will maintain models/stories

PHASE 1



# ADOPTION & UTILIZATION ANALYTICS | SCREENSHOTS



## Key Tracking Metrics

- Across all business processes (contract example shown)
- will overlay customer adoption metrics to the benchmark data

# COTS INNOVATION | SAP Store

https://store.sap.com

The screenshot shows the SAP Store interface for the product 'Relish DATA ASSURE' by Nitor Partners, LLC. The top navigation bar includes the SAP logo, 'Store', a 'Browse' menu, a search bar with 'Relish' entered, and icons for help, shopping cart, user profile, and language (EN). A green banner below the navigation bar states: 'When you buy this solution, you will make an impact in your business and beyond. For each purchase made on SAP Store, we will plant a tree on your behalf.' The product header features the Relish logo and the text 'Relish DATA ASSURE by Nitor Partners, LLC'. Navigation links include 'At a Glance', 'Features', 'Pricing', 'Technical Information', 'Resources', 'Reviews', and 'Publisher'. The main content area has a heading: 'Fully automatic supplier data validation in one step, without human interaction.' Below this is a star rating '(0) Write a review' and a paragraph describing the SAP Ariba SLP app extension's capabilities. A blue 'View Pricing' button is present. A video player shows a 'RISK' gauge and the text 'Preventing fraud and mitigating risk' with a 'Watch on YouTube' button. At the bottom, 'Solution Types' and 'Works With' sections are partially visible.

## ISM Example Offerings:

- PDF Invoice Conversion (Non-Network Suppliers)
- Supplier Data Validation (SLP)
- Supplier 360 Reports
- Procurement Chatbots
- Non-SAP ERP Integration
- Lite Inventory Management
- MS Teams Integration

# HOW DO I KNOW WHEN TO USE BTP?

- Take the time to really understand what the customer wants to do and identify what is missing today
- Identify if there is an existing partner offering available today
- Work with your procurement solution adviser to determine if the customers need can be technically met using BTP and their current procurement solution
  - Develop a POC
- Demo partner offering/POC to customer
- Identify next steps (i.e. buy/build/etc)

# USE CASE REPOSITORY | ISM



#	Use Case Owner	Use Case	ISM Category	BTP Category	SAP.COM	UCR	Discovery Center	<b>BUSINESS VALUE</b>
1	Terry Penner	<b>Supplier 360</b>		Analytics	link	<a href="#">UC-2565</a>	link	
2	Terry Penner	<b>Category 360</b>		Analytics		<a href="#">UC-2564</a>		
3	Terry Penner	<b>Sourcing Event from SAC</b>		Analytics		<a href="#">UC-2604</a>		
4	Terry Penner	<b>Spend Analysis</b>		Analytics		<a href="#">UC-2593</a>		
5	Terry Penner	<b>Procurement Analytics</b>		Analytics		<a href="#">UC-2569</a>		
6	Terry Penner	<b>Savings Tracking</b>		Analytics		<a href="#">UC-2570</a>		
7	Dan Pouliot	<b>NextGen Dashboard for Procurement - BTP Extension/SAC Intelligence</b>		Analytics		<a href="#">UC-2616</a>		
8	Dan Pouliot	<b>Non-Catalog Commodity Class</b>		Integration		<a href="#">UC-2567</a>		
9	Dan Pouliot	<b>SLP Validation</b>		Integration		<a href="#">UC-2594</a>		
10	Dan Pouliot	<b>MS Teams Integration</b>		Integration		<a href="#">UC-2595</a>		
11	Dan Pouliot	<b>Reverse Catalog Syndication</b>		Integration		<a href="#">UC-2598</a>		
12	Dan Pouliot	<b>Fieldglass/Ariba Single Requisition</b>		Integration		<a href="#">UC-2597</a>		
13	Dan Pouliot	<b>Template Ordering</b>		Analytics	Link	<a href="#">UC-2601</a>	Link	
14	Dan Pouliot	<b>Intel Content Capture</b>		Analytics		<a href="#">UC-2602</a>		
15	Dan Pouliot	<b>Invoice Express</b>		Analytics		<a href="#">UC-2566</a>		
16	Dan Pouliot	<b>Procurement Assistant Chatbot</b>		Analytics		<a href="#">UC-2580</a>		
17	Dan Pouliot	<b>Lite Inventory App</b>		Analytics		<a href="#">UC-2596</a>		
18	Dan Pouliot	<b>PIIP</b>		Analytics		<a href="#">UC-2588</a>		
19	Dan Pouliot	<b>Supplier360 Insights</b>		Analytics		<a href="#">UC-2586</a>		
20	Dan Pouliot	<b>Visual Budget Check</b>		Integration		<a href="#">UC-2599</a>		
21	Dan Pouliot	<b>Supply Chain Disruption Overview</b>		Integration		<a href="#">UC-2585</a>		

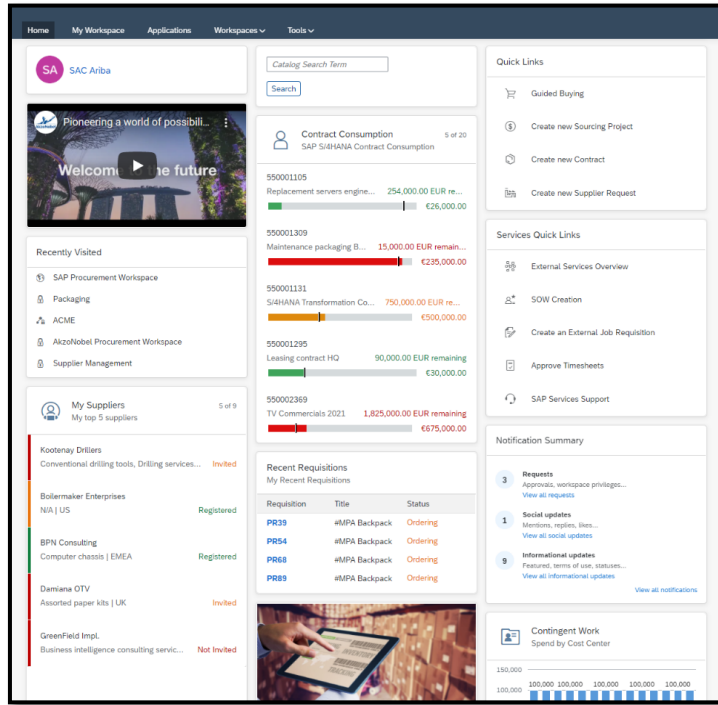
# VALUE REALIZATION ANALYTICS | SCREENSHOTS



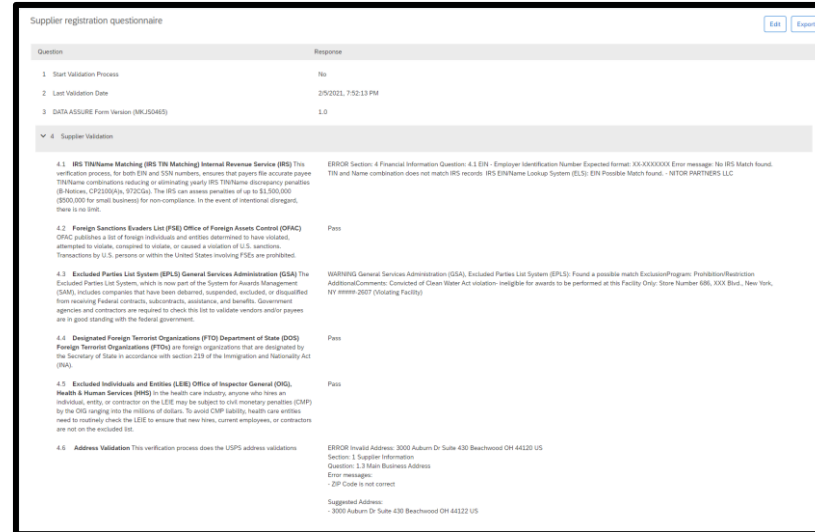
## Key Tracking Metrics

- Total sourcing savings
- Regional/BU savings allocations
- Savings generated by Project
- Savings generated by user

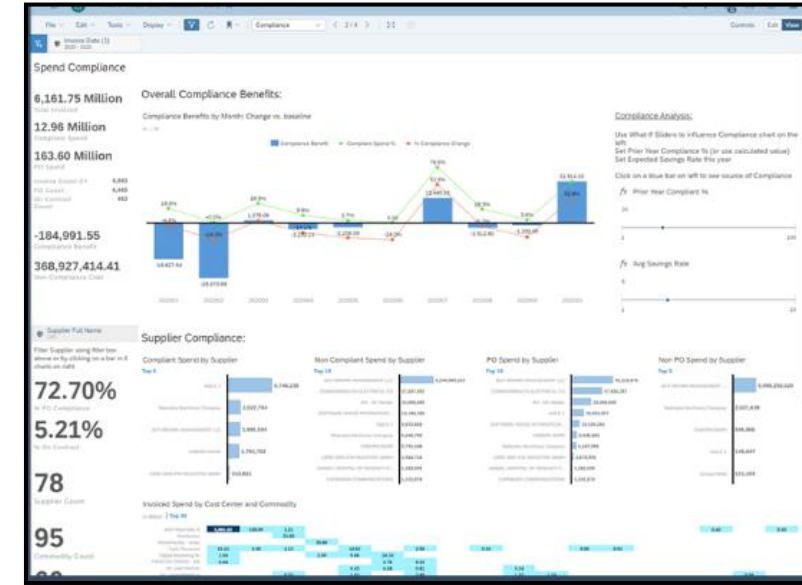
# BTP- GAME CHANGING capabilities that should be positioned in EVERY deal



**Work Zone for Procurement** reinvents the landing page, provides SSO to S/4, Ariba, FG



**Extending procurement capabilities via BTP**  
Allow SAP ISM customers the ability to deploy new functionality (extensions) that is not on the P&I roadmap



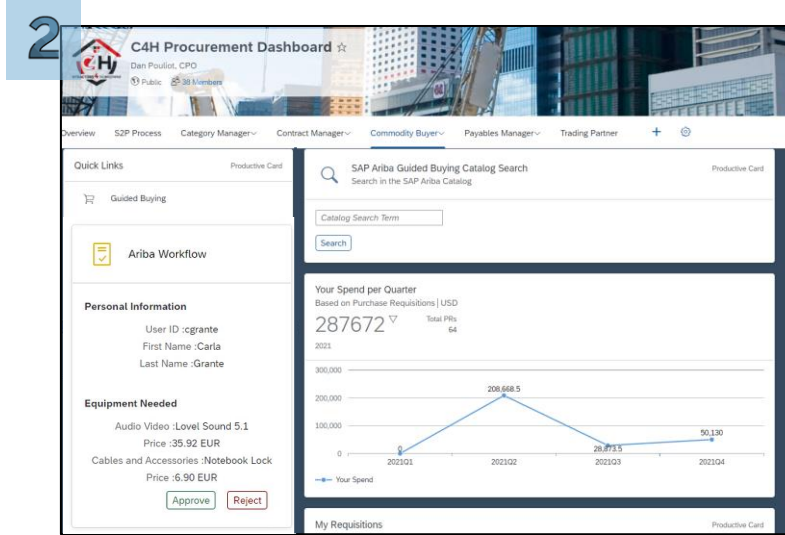
**SAC via Prepackaged Reports** into relevant user stories – available to presale and post sale (immediately)

# NEXGEN UX STANDARD PACKAGE ADD-ON | 3 UCASES

## Business Process Analytics



## Dashboard



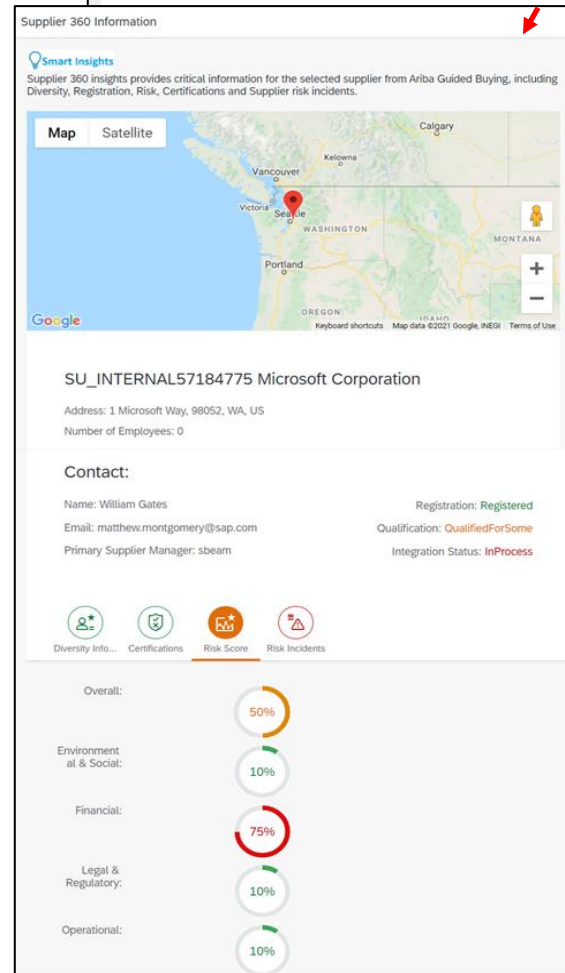
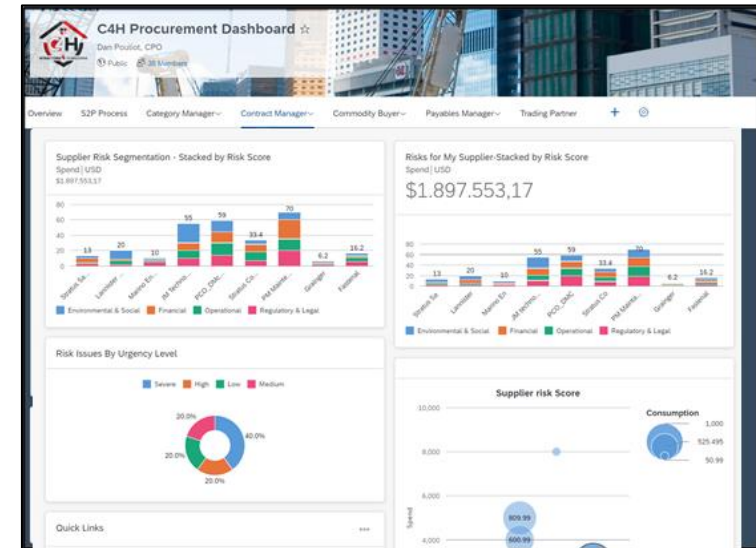
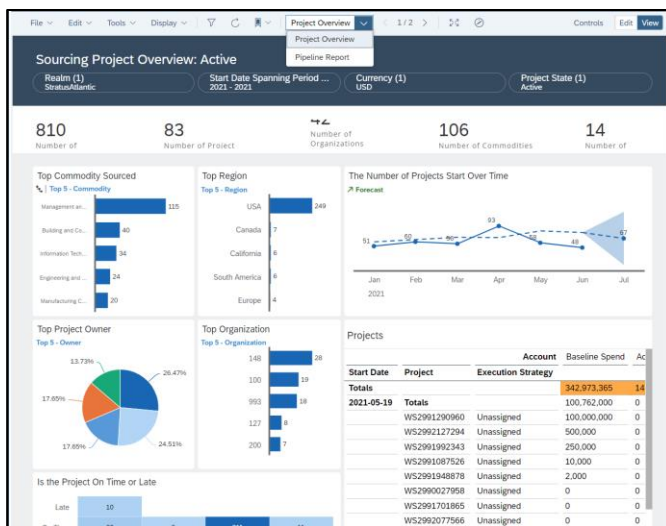
## 3 Smart Insights



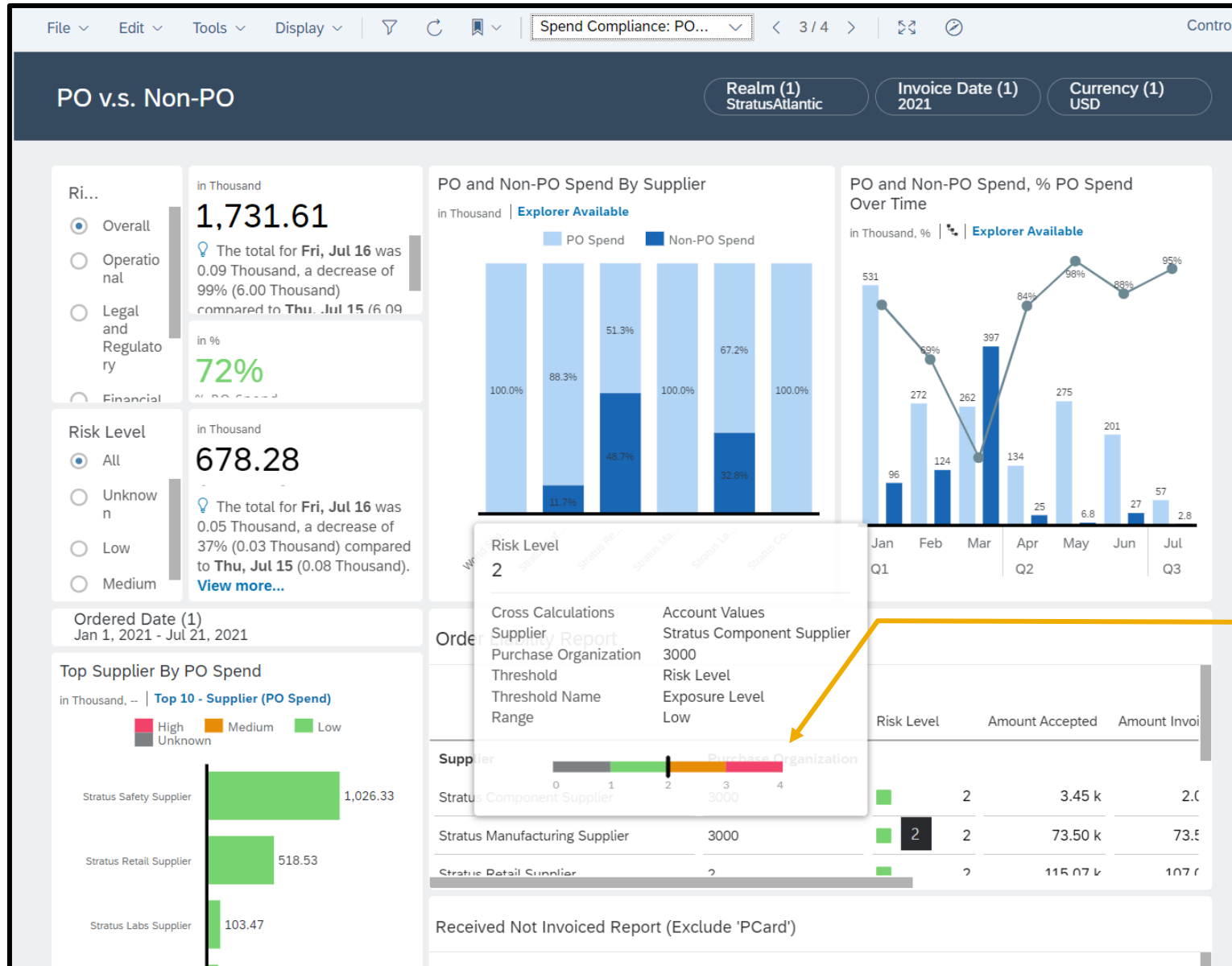
Branded USB Speaker  
From Microsoft Corporation  
Smart Insights

Add high-quality audio to your workspace wherever you go. The Speaker for Business seamlessly integrates with your PC for clear calls and great sound for music.

\$85.73 USD / each



# BUSINESS PROCESSES ANALYTICS | SCREENSHOTS



## 9 SAC MODELS

- ❑ Sourcing Project and Events – 2 models, 4 stories
- ❑ Sourcing Events with Risk – 1 model, 2 stories
- ❑ Contracts and Compliance – 1 model, 3 stories
  - with Risk – 1 model, 3 stories
- ❑ Invoice and Spend Compliance – 1 model, 4 stories
  - with Risk – 1 model, 4 stories
- ❑ Order and Fulfillment Overview – 1 model, 3 stories
  - with Risk – 1 model, 3 stories

## COMING SOON

- ❑ Approval Metrics & Task Processing – 1 model, 5 stories (Q2)
- ❑ SLP/Risk Aggregated Overview (Q3)



# VALUE REALIZATION ANALYTICS | MERCK GO LIVE

Leveraging SAC and DWC with Ariba to achieve end-to-end business value tracking

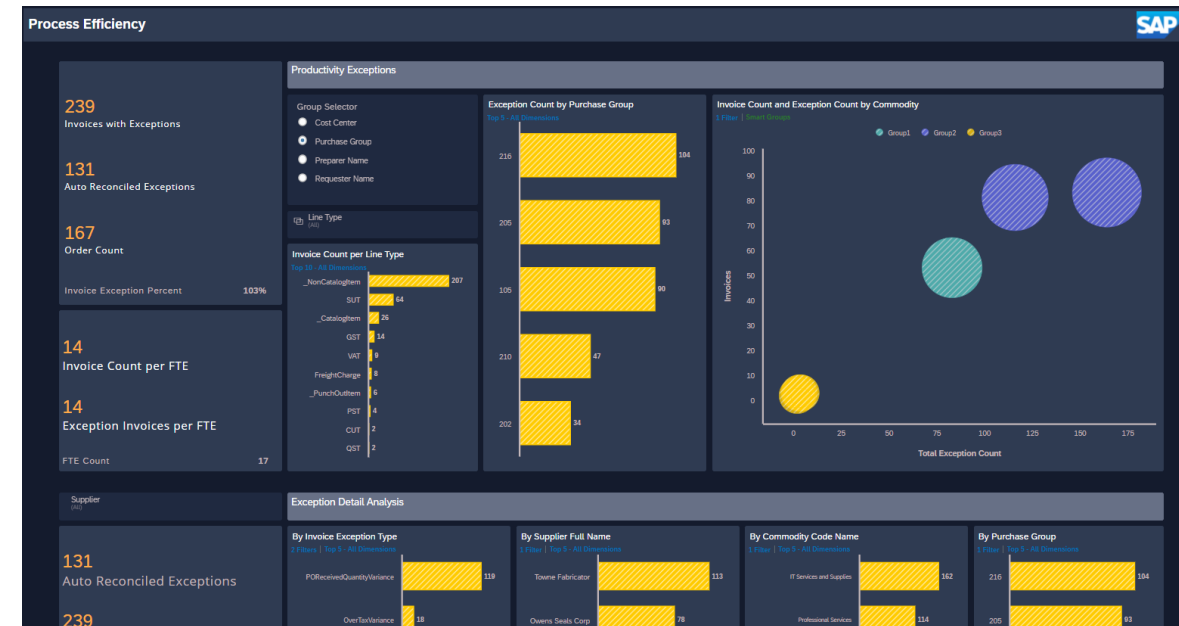
One integrated solution that provides analytics based on SAP Ariba data. The package covers 4 areas to reduce procurement spend:

**1. Compliance** – Measures contract and purchase order compliance over time and with forecast

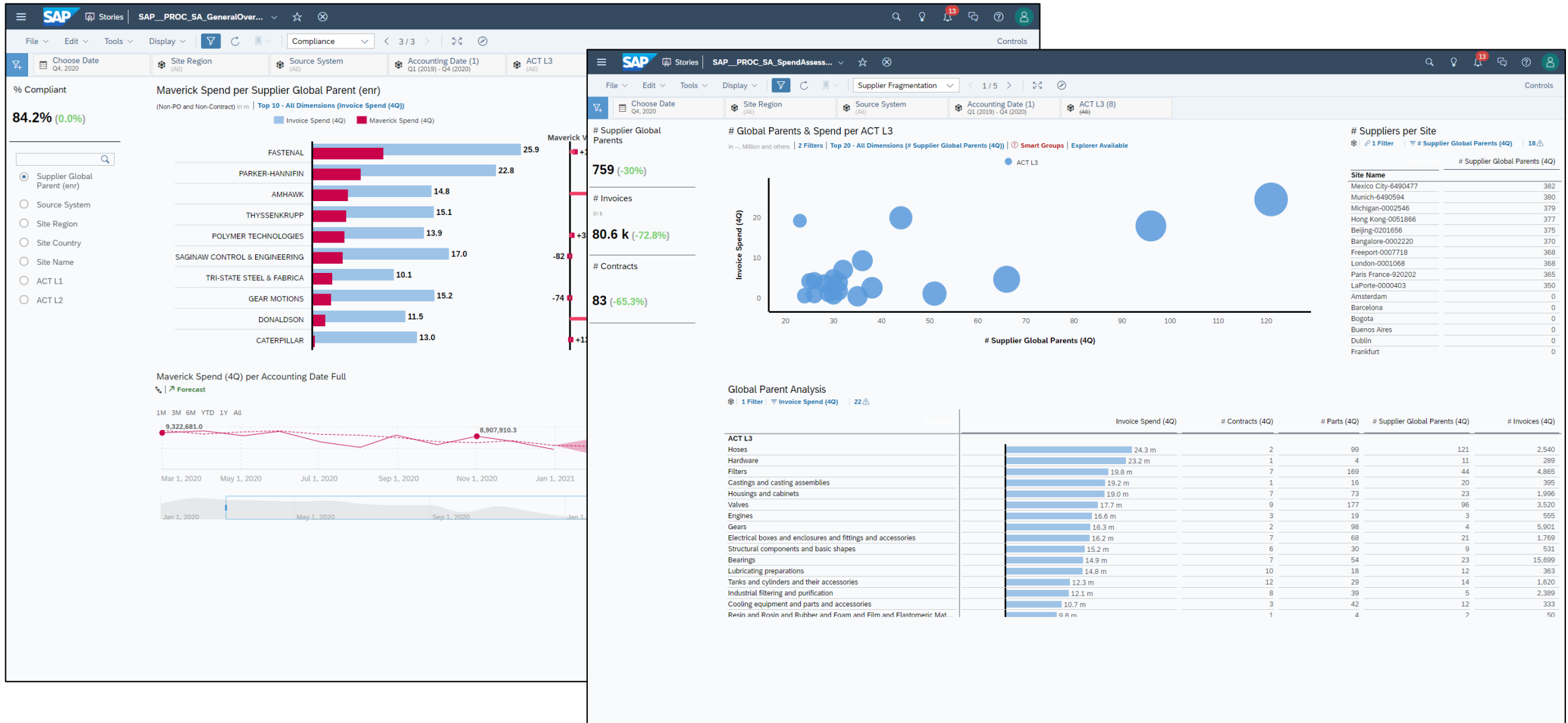
**2. Process Efficiency** – Measures an organization's invoice processing efficiency showing outliers and comparisons by purchasing group, cost center, requestor, and preparer

**3. Sourcing Savings** – Measures the savings captured from Ariba savings forms for materials procured via established contracts compared to plan and by savings target owner

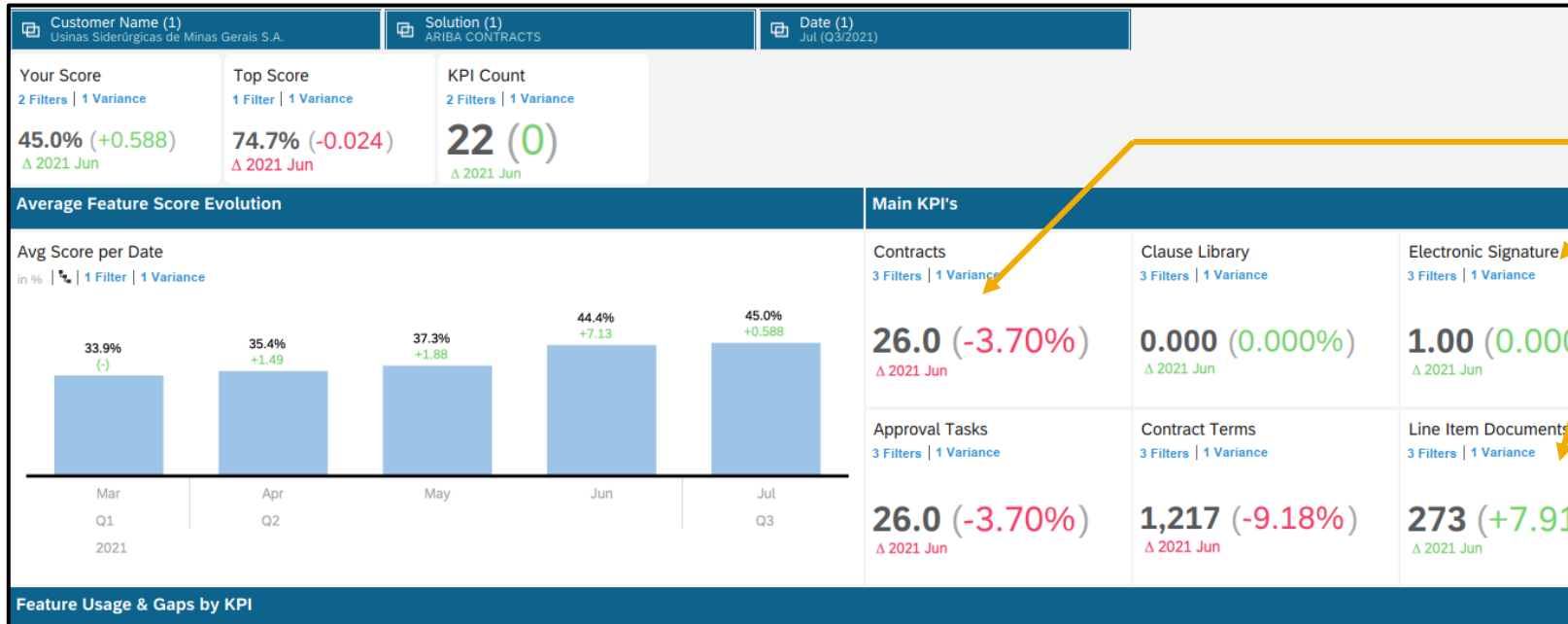
**4. Working Capital** – Measures KPIs to maximize working capital by showing when established supplier terms are followed and maximized and when they are not and on which invoices



# SPEND ANALYSIS | SCREENSHOTS



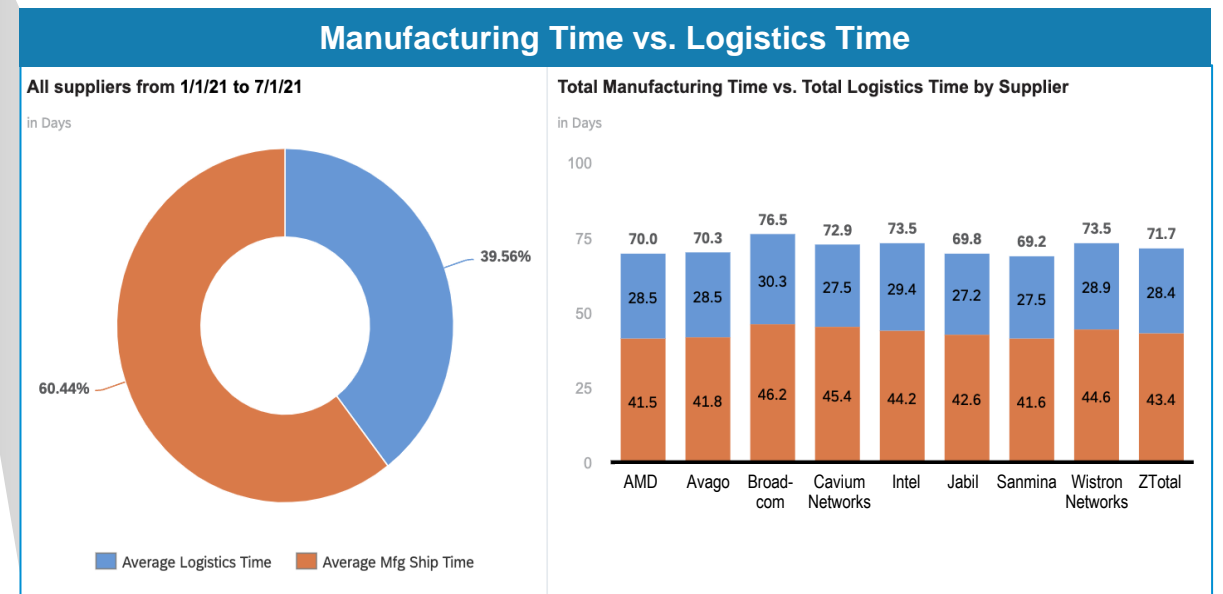
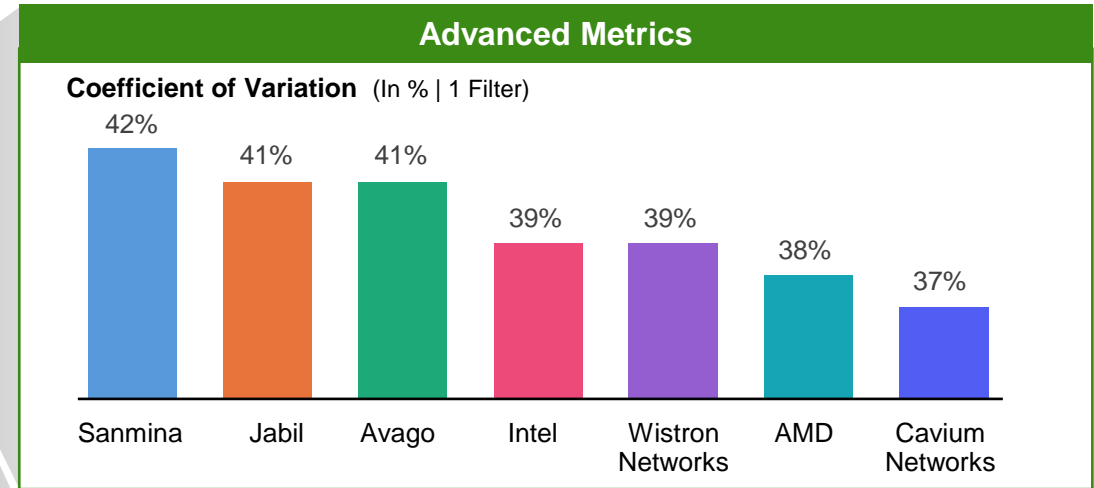
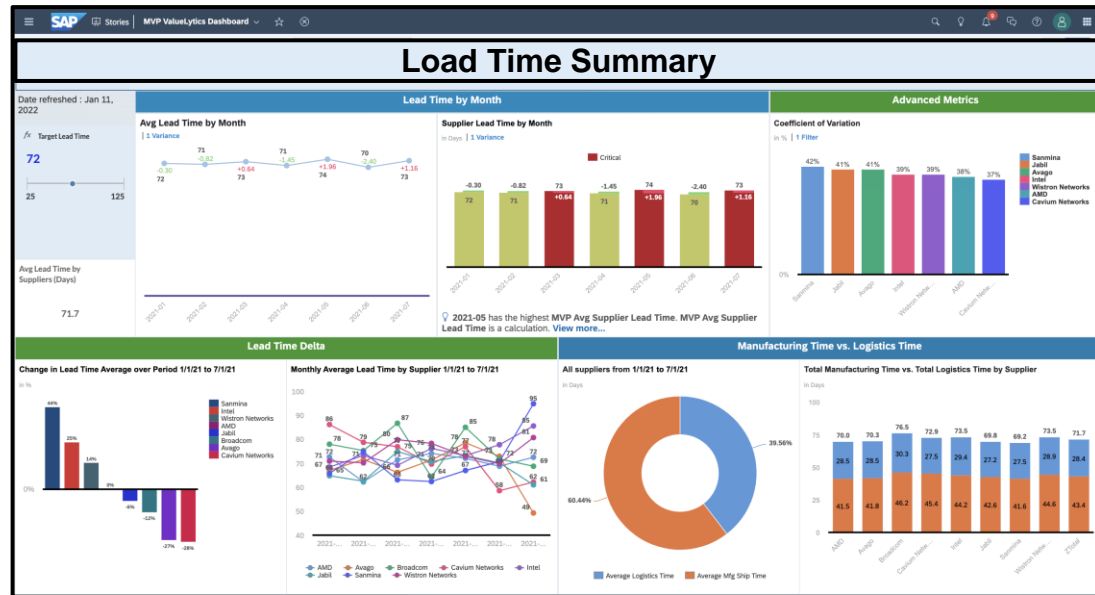
# ADOPTION & UTILIZATION ANALYTICS | SCREENSHOTS



## Key Tracking Metrics

- Total contracts executed
- Utilization of a feature within contracts
- Deeper insight into feature complexity – not just skin deep analysis

# VALUELYTICS | SCREENSHOTS



# Take control of spend with SAP Business Technology Platform

## Business Intelligence

Create advanced insights and decide with confidence

**SAC / Planning**

**Data Warehouse Cloud**

## Extensibility

Ensure rapid and continuous innovation

## Integration

Achieve integrated business processes

**BTP**

- PAYGO
- CPEA
- Subscription

# SAP Procurement Solutions with SAP Business Technology Platform

**SAP Procurement  
Solutions**



**SAP Business  
Technology Platform**



## **Spend and process visibility**

Make smarter decisions by tracking key metrics, using a complete view of spend and AI-driven insights



## **Dynamic buyer experience**

Transform procurement processes with extensions and automation to support unique business needs and personalized buying experience



## **Connected source-to-settle**

Deliver seamless buying experience by rerouting existing procurement processes and integrating to third-party systems