SAP

RISE WITH SAP

Driving business innovation together

Zach Vernon

S/4HANA Cloud Solution Advisor & Evangelist
North America S/4HANA Center of Excellence

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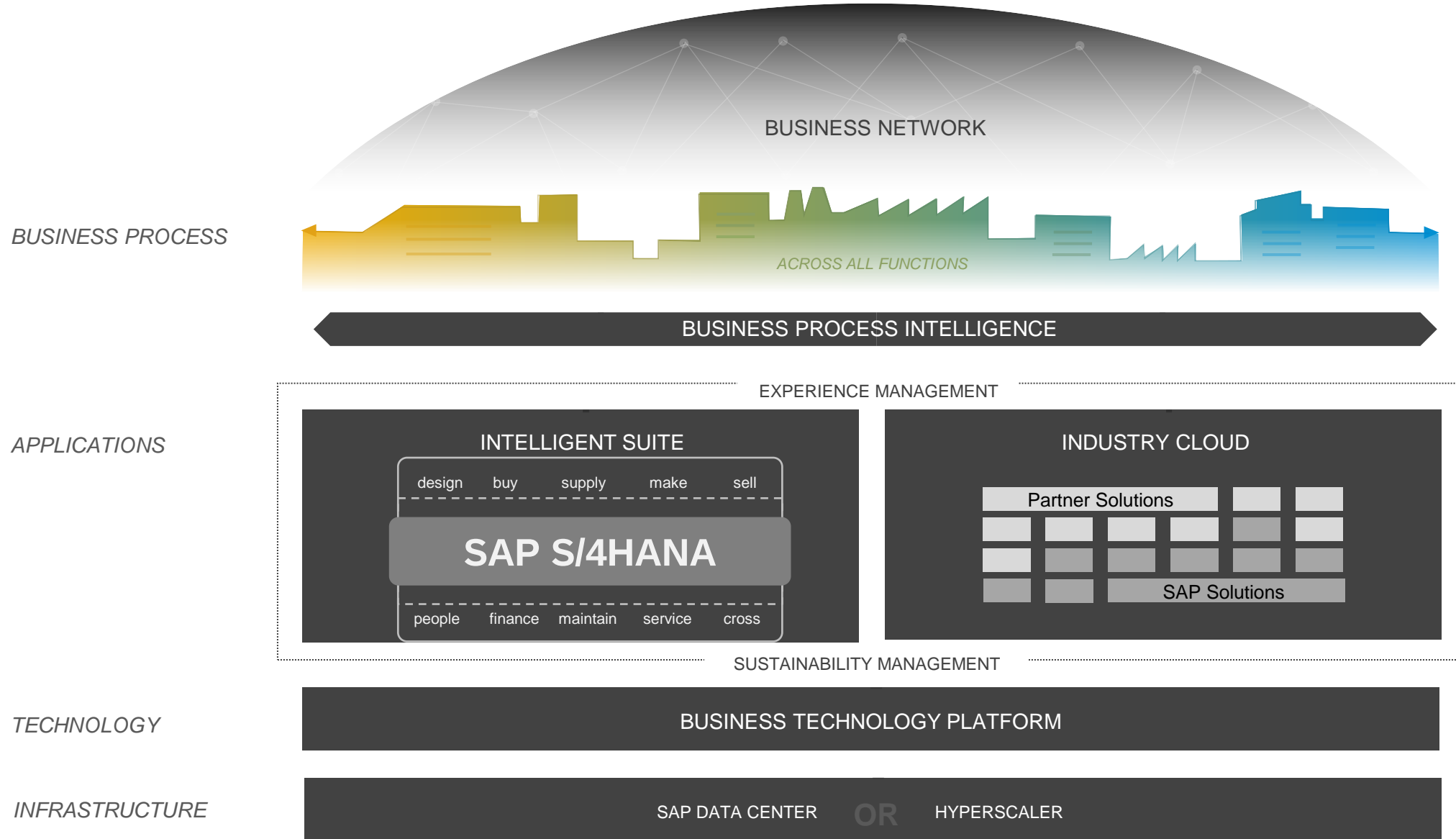
Cloud technology is a key innovation enabler

"It's clear that there's tremendous value enabled by adopting cloud—more than $1 trillion by 2030. Almost all of that value comes from business innovation and optimization rather than IT cost reduction."

McKinsey 2021

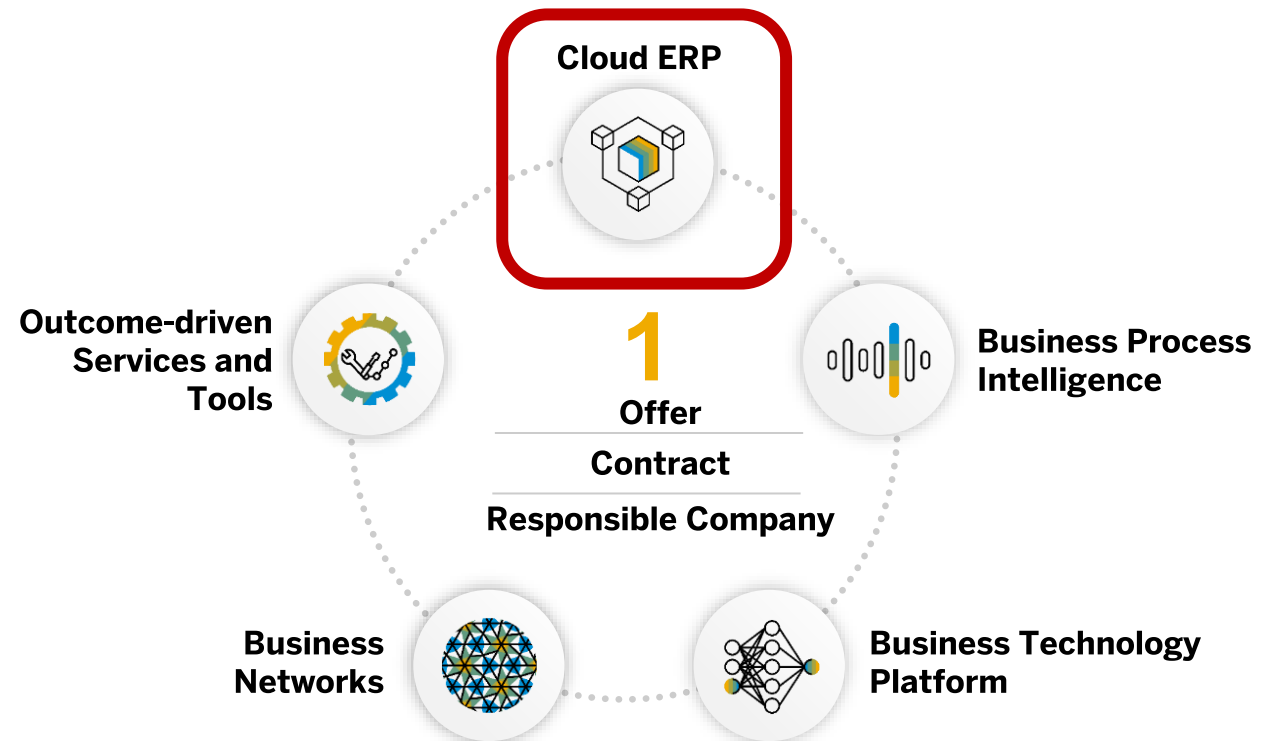# Delivering the Intelligent Enterprise – a clear path forward was needed…

BUSINESS PROCESS

BUSINESS NETWORK

ACROSS ALL FUNCTIONS

BUSINESS PROCESS INTELLIGENCE

EXPERIENCE MANAGEMENT

APPLICATIONS

INTELLIGENT SUITE

design buy supply make sell

SAP S/4HANA

people finance maintain service cross

INDUSTRY CLOUD

Partner Solutions

SAP Solutions

SUSTAINABILITY MANAGEMENT

TECHNOLOGY

BUSINESS TECHNOLOGY PLATFORM

INFRASTRUCTURE

SAP DATA CENTER **OR** HYPERSCALER

What is RISE with SAP?

The Solution To Become An Intelligent, Sustainable Enterprise In The Cloud

It is a comprehensive solution delivering business outcomes with:

Cloud ERP

Outcome-driven Services and Tools

Business Process Intelligence

1

Offer

Contract

Responsible Company

Business Networks

Business Technology Platform

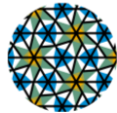# CLOUD ERP
SAP S/4HANA CLOUD

BUSINESS PROCESS INTELLIGENCE

BUSINESS TECHNOLOGY PLATFORM

BUSINESS NETWORKS

OUTCOME-DRIVEN SERVICES AND TOOLS

- **Advanced Available to Promise:** Propose accurate quantity and delivery time commitments based on defined business rules

- **Demand-driven Replenishment:** Promote material flow with strategically placed buffers, reducing inventory and improving service

- **Order Status And Item Traceability:** On-time shipment and establish product genealogy along the entire value chain

- **Predictive Material And Resource Planning:** Simulate production with fast, predictive MRP for instant capacity and material requirement evaluation

- **Shop Floor Integration:** Improve efficiency by creating a real-time connection between manufacturing planning and execution

- **System Engineering:** Provide early input cost estimates and ongoing insights into product performance through contextual analytics

History and Evolution of SAP ERP

Experience Management

C/4 IBP SAC

SAP S/4HANA
Cloud Platform   HANA   Data Hub

Intelligent Suite

IBP

SAP S/4HANA
Intelligent Enterprise

SAP S/4HANA
Digital Core

Before SAP S/4HANA   **With SAP S/4HANA**

You are here today!

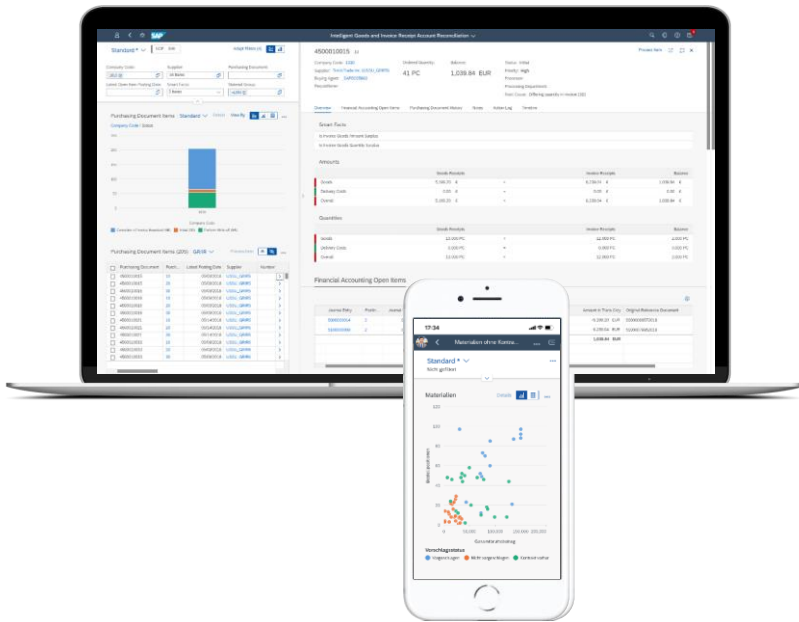| SAP R/2	SAP R/3	SAP ERP	SAP HANA	ERP on HANA
Mainframe	Client/Server	mysap.com	In Memory	Suite on Hana With limited Fiori UX

| 1972 | 1992 | 2004 | 2011 | 2013 | 2015 | 2018 | 2020+ |

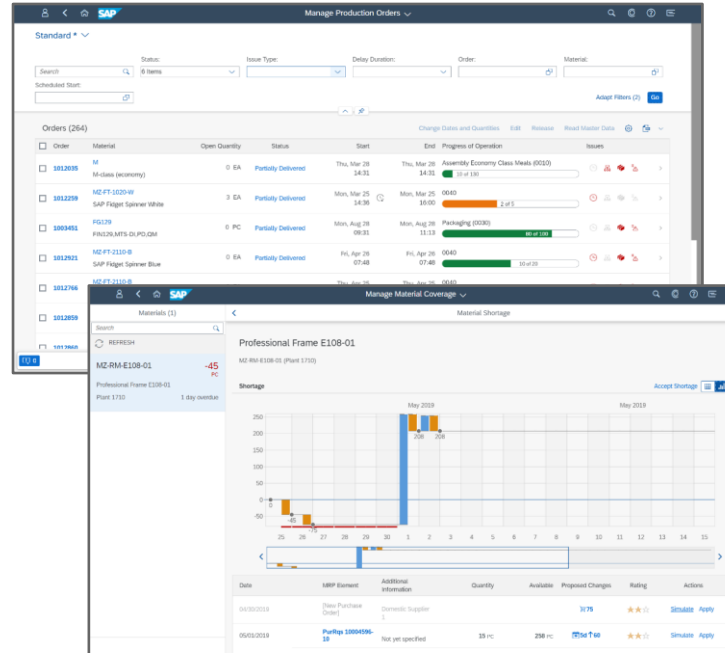# What Makes SAP S/4HANA Unique & Different?

Modern User Interface

On any device, use
role based cockpits
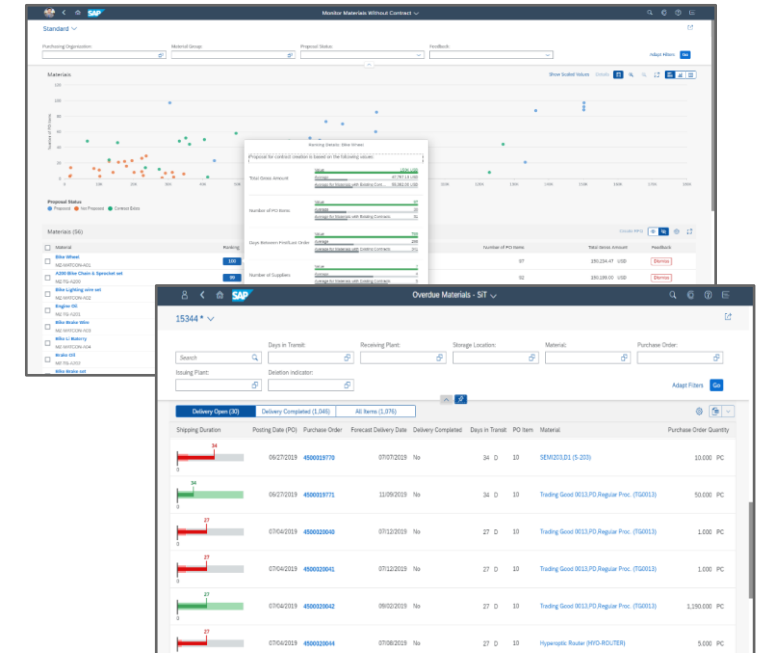with digital assistant

Embedded Analytics

Embedded analytics for
simulation, prediction &
insight-to-action

Intelligent Automation

Intelligent Automation for
immediate processing &
decision support

Intelligent Capabilities for the Intelligence Era

SAP S/4HANA: The most comprehensive, intelligent ERP suite

Procurement
- Overview Page & Analytics
- Procurement Hub
- Predictive Contract Consumption
- GR/IR Reconciliation

Sales
- Order Fulfillment & Delivery Performance
- Embedded TM
- One Single Invoice
- International Trade
- Predictive Delivery Perform.
- Auto Sales Order Creation

Supply Chain
- Realtime Inventory
- Embedded TM
- Embedded EWM
- Advanced ATP
- Predictive Stock in Transit

Manufacturing
- Live MRP
- Detailed Scheduling Optimizing with PPDS
- Demand Driven MRP
- Complex Manufacturing

R&D
- Commercial Project Mgmt.
- Project & Portfolio Mgmt.
- Variant Configuration
- Recipe Dev & MGT

SAP S/4HANA

Finance
- Realtime Finance (UGL)
- Group Reporting & Consol.
- Commodity Mgmt.
- Compliance Framework
- Cash App
- Bus. Integrity Screening

Service
- New Customer Management, Service Core Option
- Multi-Channel Interaction Center
- Service Ticket Automation

Asset Mgmt.
- New Geographical Enablement
- Report & Repair Malfunction
- Asset Mgmt. for Resource Scheduling

Cross Functions
- Legal Content Management
- GDPR Tools
- Co-Pilot as Digital Assistant

25 Industries
- Key Industry functions embedded (ex. Cons, Retail)
- Farm & Grower Management
- Commodity Management
- Last Mile Distribution for Direct Distribution
- Agricultural Contract MGT
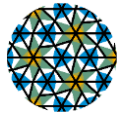
CLOUD ERP
INFRASTRUCTURE

BUSINESS PROCESS INTELLIGENCE

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OUTCOME-DRIVEN SERVICES AND TOOLS

Choice of Infrastructure

- Hyperscaler or SAP data center
- Scalability option based on the growth of your business
- Technical operations excellence by ensuring:
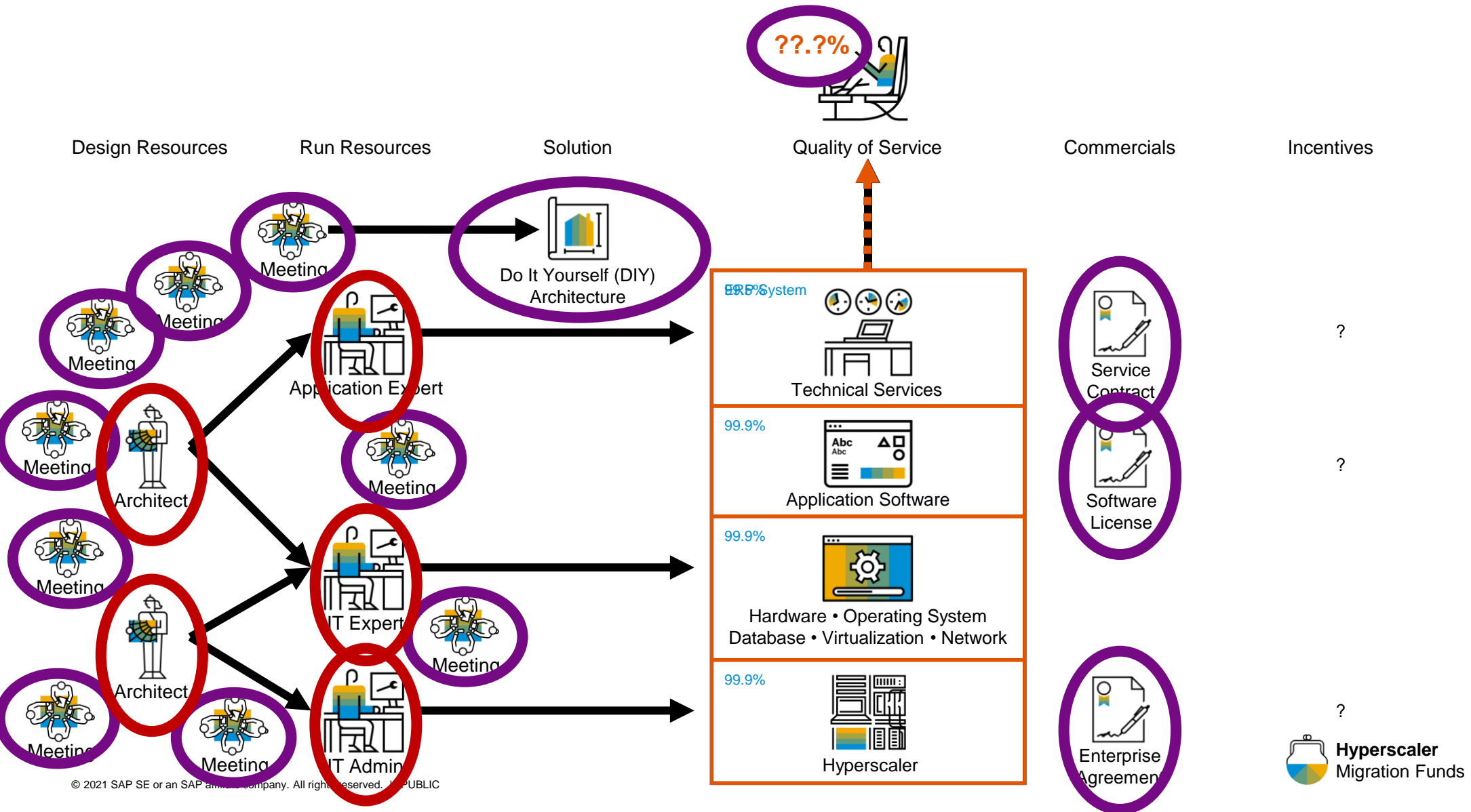 - Single point of contact
  - One set of SLAs

Infrastructure Resilience

- Highly resilient global hyperscale cloud and SAP application infrastructure with high availability and enhanced disaster recovery
- Leverage SAP and hyperscale skilled talent, certifications and standards for global cloud security operations and support 24 X7
- Cloud-based automation of routine, error prone tasks such as patching by both SAP and the hyperscaler

Hyperscaler Economics

- RISE with SAP based on a single FUE metric – offers benefit of lower infrastructure costs without the overhead of managing cloud operations and circumvent the learning curve
- Reduce time-to-market for new SAP applications/ modules in cloud

How to deploy ERP in the cloud …

??.?%

| Design Resources | Run Resources | Solution | Quality of Service | Commercials | Incentives |

Meeting · **Meeting** · **Meeting** · **Meeting**

Do It Yourself (DIY) Architecture

Application Expert

Architect

Meeting

IT Expert

Architect

Meeting

IT Admin

Meeting

ERP System
99.5%
Technical Services

99.9%
Application Software

99.9%
Hardware • Operating System
Database • Virtualization • Network

99.9%
Hyperscaler

Service Contract

Software License

Enterprise Agreement

?

?

?

Hyperscaler
Migration Funds

How to deploy ERP in the cloud … with RISE with SAP

99.7% to 99.9%

Design Resources	Run Resources	Solution	Quality of Service	Commercials	Incentives*

Also Included with RISE with SAP
Take advantage of SAP's scale and expertise

SAP Cyber Defense and Response Center
Full-Time Security Team • 24/7 Security Monitoring • Incident Management
Continuous Vulnerability Scans • Penetration Tests • Hacking Simulation

Industry Standard Enterprise-Grade Security**
Management System **ISO27001** • **ISO22301** • **ISO9001** • **BS10012**
Financial Controls **SOC 1** • Operations and Compliance **SOC 2**
Cloud Compliance **BSI-C5 / ISAE 3000** • Hardening **SANs, ISO CERT, NIST**
Data Protection **BS10012** • Data Privacy **EU-DGPR**
Security Operations **ISO 9000** • **ISO 25010** • Service Delivery **ISO 20000**
Business Continuity **ISO 22300** • Application Security **IOS 27034** • **OWASP**
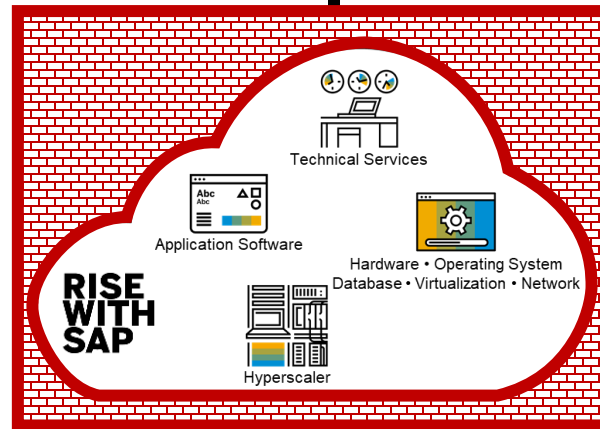Destruction of Media **ISO 27040** • Incident Management **ISO 27035**

Backup and Disaster Recovery***
Regularly Tested by SAP • Metro or Regional Sites
RPO 30 mins RTO 12 Hours (RTO 4 Hours Available)

SAP Reference Architecture

RISE WITH SAP

Technical Services
Application Software
Hardware • Operating System
Database • Virtualization • Network
Hyperscaler

Also Included with RISE with SAP*

SAP Document and Reporting Compliance
SAP Group Reporting
SAP Cloud Identity Service
SAP Central Business Configuration
Adobe Forms as a Service
Tricentis Test Automation for SAP

RISE with SAP Subscription

Architect IT Admin IT Expert Application Expert

Build Higher Value / Differentiating Platform Projects

RISE with SAP
Take advantage of SAP's bargaining power

Tools & Services
SAP Readiness Check
Custom Code Migration
SAP Enable Now (view only)
SAP Cloud ALM
SAP Launchpad
SAP Mobile Start App

Business Process Intelligence
Process Discovery Report (1 report)
SAP Signavio Process Insights (50GB, one-time)
SAP Signavio Process Manager (3 users)
SAP Signavio Process Collaboration (10 users)
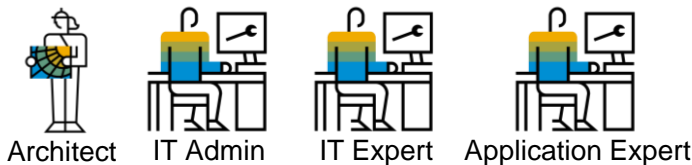
Business Network Starter Pack
Ariba Network (2,000 documents)
SAP Asset Intelligence Network (200 equipment)
SAP Logistics Business Network (1,000 documents)

Technology Platform
CPEA Credits (1% of spend, subject to limits)

Hyperscaler
Migration Funds

How to deploy ERP in the cloud … with RISE with SAP

SAP S/4HANA CLOUD
the core of RISE with SAP

2,000+
Global Customers

since January 2021 launch

THE BEST WAY TO CONSUME S/4HANA

SAP

RISE WITH SAP

Driving business innovation together

How to deploy ERP in the cloud … with RISE with SAP

"We can't transform our business just by adding more people"

"In order to scale into our new operating model we have to have new digital capabilities"

- Vertically integrated semiconductor manufacturer for EV, aerospace, and others
- Startup mentality, 300% to 500% growth
- High technical debt meant unable to scale

Wolfspeed®

- Selected SAP to replace 37 internal (mostly homegrown) systems
- Transformed IT to a business focus and implemented new operating model
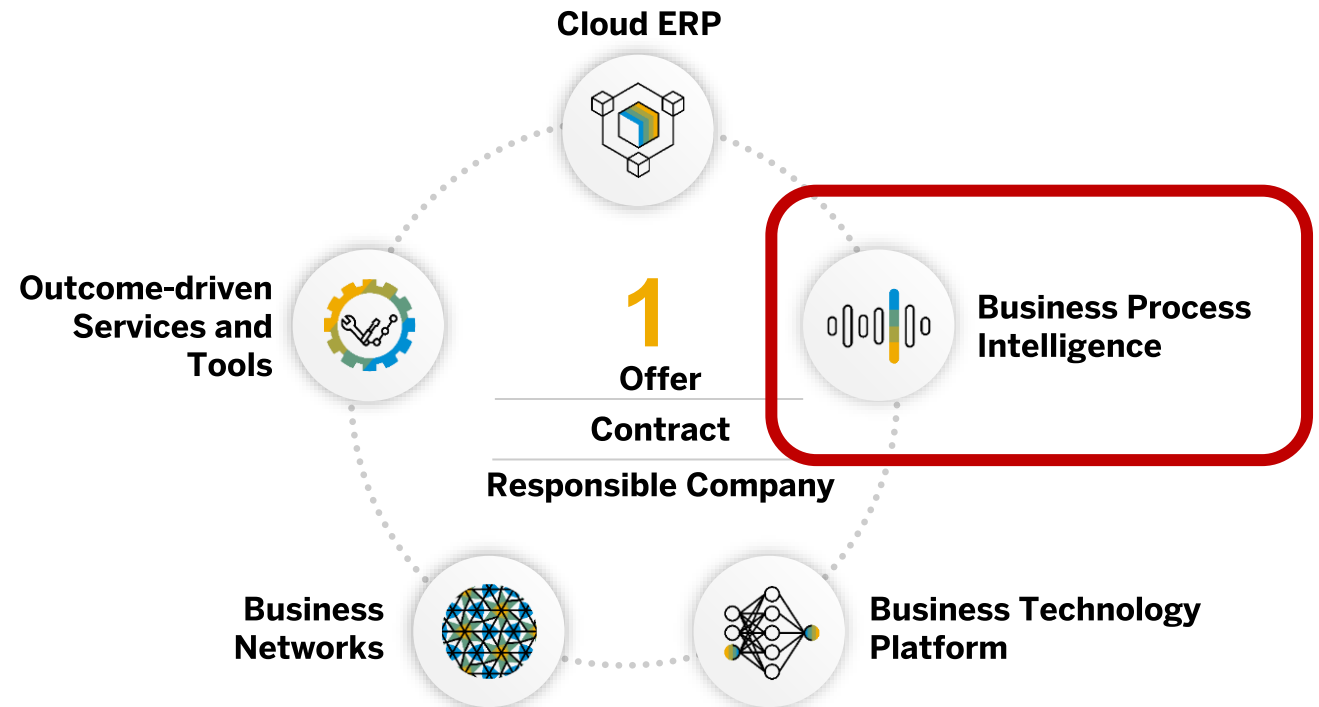- Avoided the "lift and shift mistake"

RISE WITH SAP

Driving Business Innovation Together

What is RISE with SAP?

The Solution To Become An Intelligent, Sustainable Enterprise In The Cloud

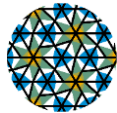It is a comprehensive solution delivering business outcomes with:

Cloud ERP

Outcome-driven Services and Tools

1
Offer

Business Process Intelligence

Contract

Responsible Company

Business Networks

Business Technology Platform

CLOUD ERP

BUSINESS PROCESS INTELLIGENCE

BUSINESS PLATFORM AND ANALYTICS

BUSINESS NETWORKS

OUTCOME-DRIVEN SERVICES AND TOOLS

Business Process Analysis

- Get tailored recommendations for tangible improvements and act accordingly utilizing process mining
- Run business profitably by removing process inefficiencies and drive growth with new business models
- Ensure consistent, high-quality results by reducing variations in how work is done
- Benchmark against industry peers
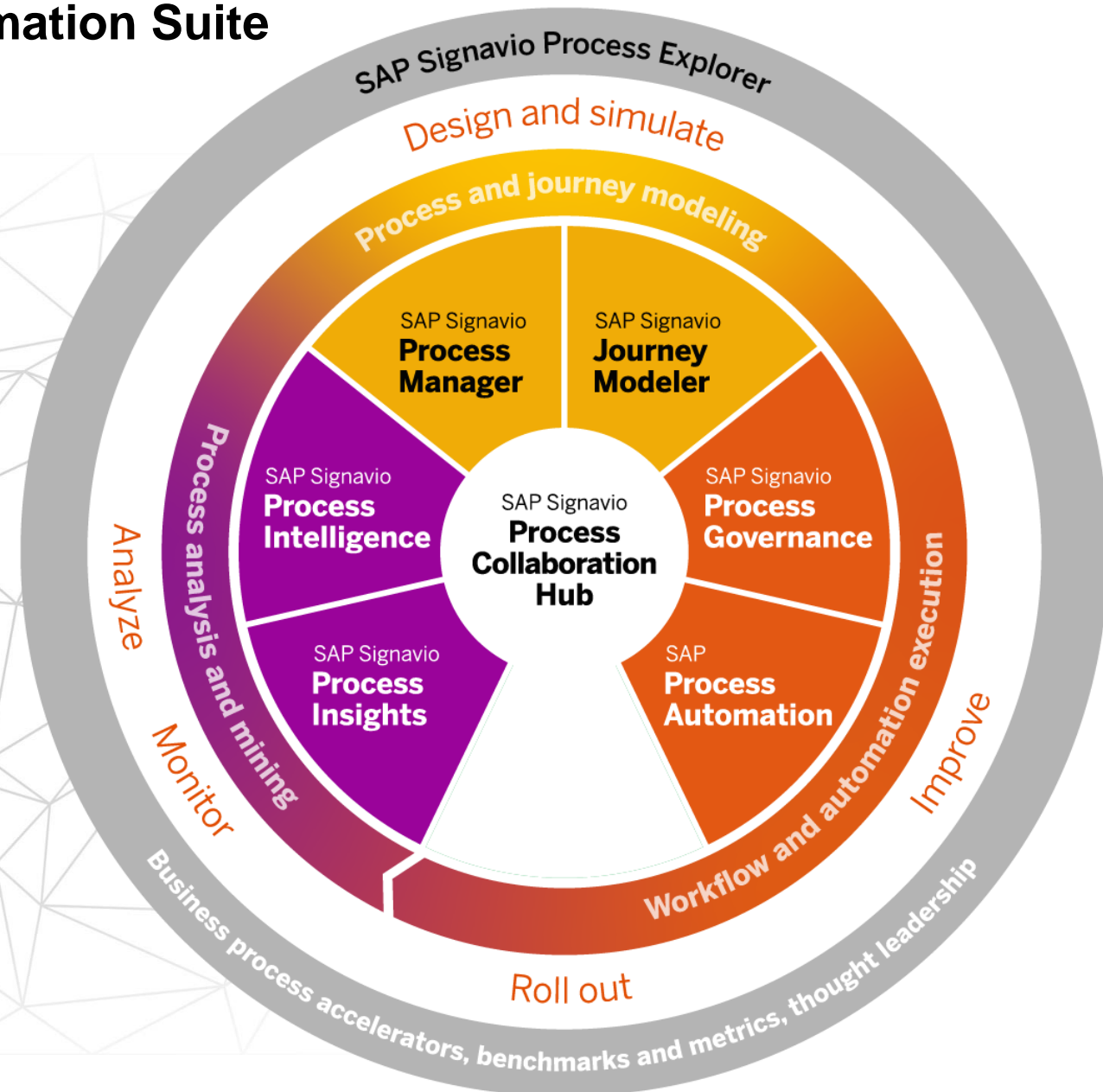
Business Process Design

- Create processes and value chains with the help of Signavio's QuickModel and graphical editor functionalities
- Design journey models and connect them to your processes
- Leverage the platform as a single repository for process designs pertaining to multiple use cases
- Collaborate continuously with colleagues to capture their inputs during the design process

How does SAP Signavio Process Transformation Suite help with RISE with SAP?

SAP Signavio Business Process Transformation Suite

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 for Business Process Management
Before, During, and After ERP Implementation

NOW

BEFORE

Company Alignment

- Customers seeking to establish a resilient business foundation for managing today's challenging environment and in preparation for tomorrow's unknown and unpredictable challenges.

- ❑ Identify the strategic goals and objectives to be shared across all business leaders, user communities, and IT

- ❑ Determine improvement objectives and performance targets

Future-State Process Design

- ❑ Establish baseline process flows using SAP Best Practices (greenfield) and/or previous system processes (brownfield)

- ❑ Collaboratively finalize and approve processes in accordance with objectives and improvement targets

DURING

Change Management

- ❑ Development and execution of training program with objectives (why), process flows (what), and process details (how)

System Configuration

- ❑ Configure enterprise processes and RICEFW in accordance with approved processes

- ❑ System testing with key users, adjustments as required

Process Execution Monitoring

- ❑ Identify process variances, performance issues, and employee compliance

- ❑ Determine root causes of variations and adjust processes accordingly

Continuous Improvement

- ❑ Ongoing monitoring of process performance, and detection of new requirements and opportunities for improvement

- ❑ Conduct structured program for process redesign and governance

AFTER

Future

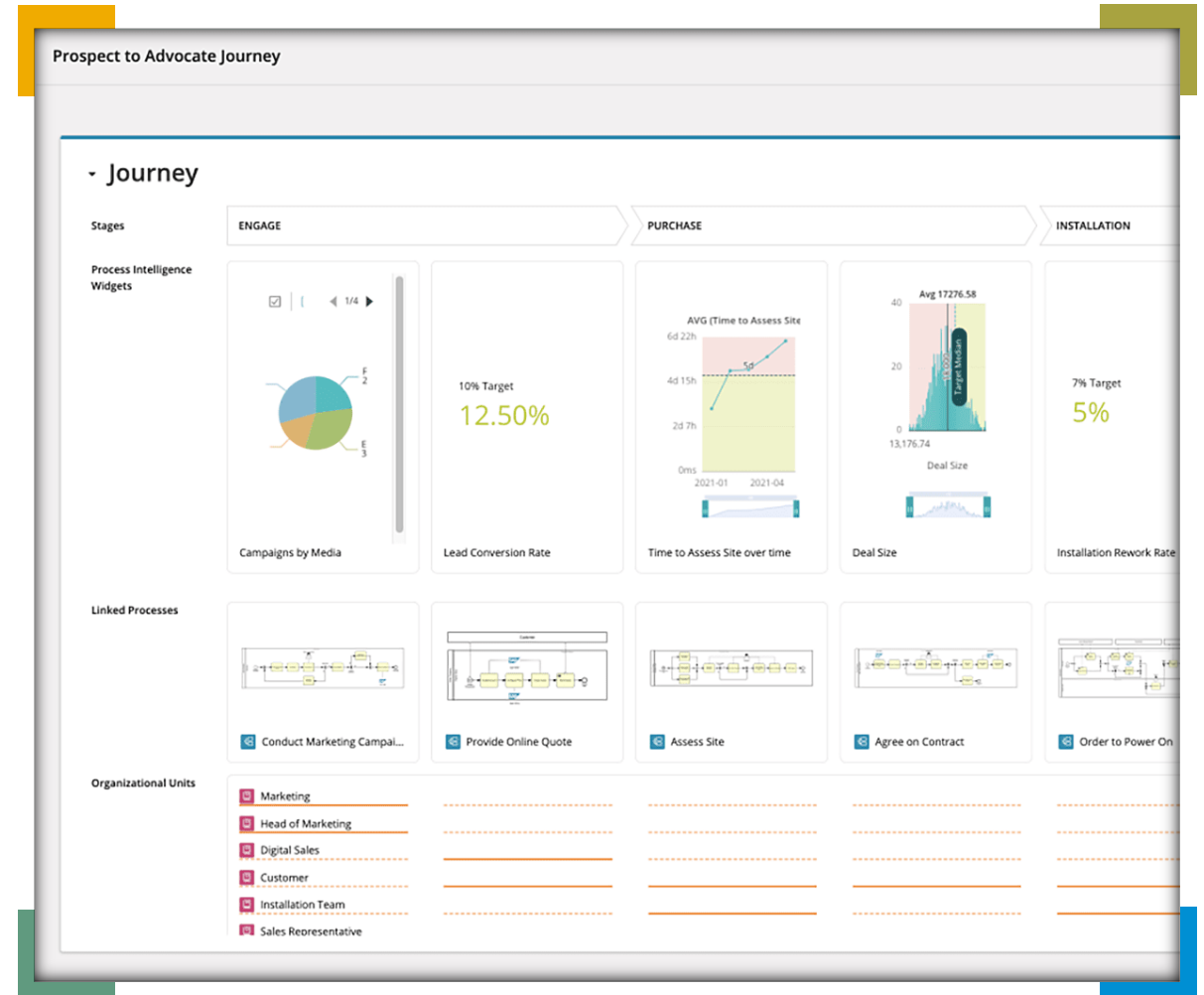# How to manage business process changes … with RISE with SAP

**SAP Signavio
Process Transformation Suite**
serves

1,500+

Customers

over 1,000,000 total users globally
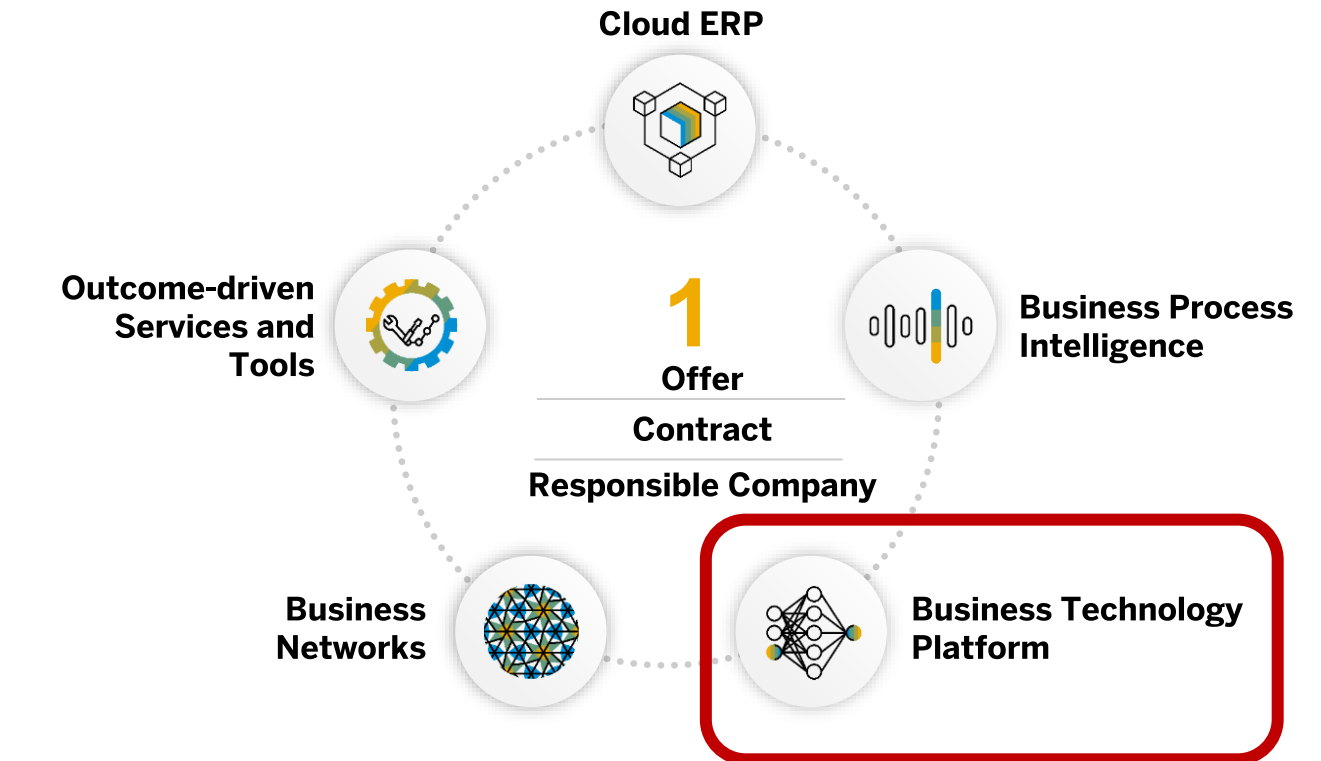
INTEGRATED WITH S/4HANA

"SAP Signavio Process Intelligence", https://www.signavio.com/products/process-intelligence, 2022. Public Domain

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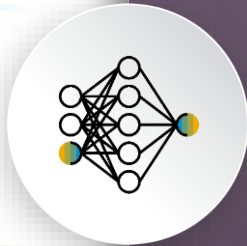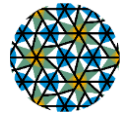
Cloud ERP

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RISE WITH SAP

Driving Business Innovation Together

CLOUD ERP

BUSINESS PROCESS INTELLIGENCE

BUSINESS TECHNOLOGY PLATFORM

BUSINESS NETWORKS

OUTCOME-DRIVEN SERVICES AND TOOLS

Accelerate Your Move to the Cloud

- Migrate from any starting point with any business solution to a fully managed SAP cloud service
  - Clean and consolidate master data – customer, vendor, product, accounts
  - Manage migration of data, process, and users, keep the core clean, archive business content
  - Test for functional completeness – including security and performance

Integrate, Extend, and Automate

- Employ pre-built integrations and comprehensive tools, extend standard application functionality, and automate
  - Integrate SAP S/4HANA processes with third-party applications
  - Automate manual repetitive tasks with prebuilt bots and workflows
  - Extend standard SAP S/4HANA processes to meet custom needs

Innovate and Differentiate

- Leverage predictive analytics and advanced planning capabilities to generate differentiated business outcomes
  - Build a single source of truth from fragmented and heterogenous data sources with structured or un/semi-structured data
  - Combine planning, analysis, and budgeting in one solution to tie operational/ financial planning to profitability management
  - Uncover patterns using predictive analytics and act in real-time with new insights

Business Technology Platform Unlocks Four Sources of Differentiating Value

Intelligent, sustainable enterprise

Industry-specific
end-to-end processes

Business process management

Enterprise resource management
Spend management
Human capital management
Customer relationship management

Business network   Industry cloud   Planning

Business technology platform

App dev   Integration   Data and analytics   AI

SAP Business Technology Platform

1 Accelerate Move to Cloud

2 Keep the Core Clean

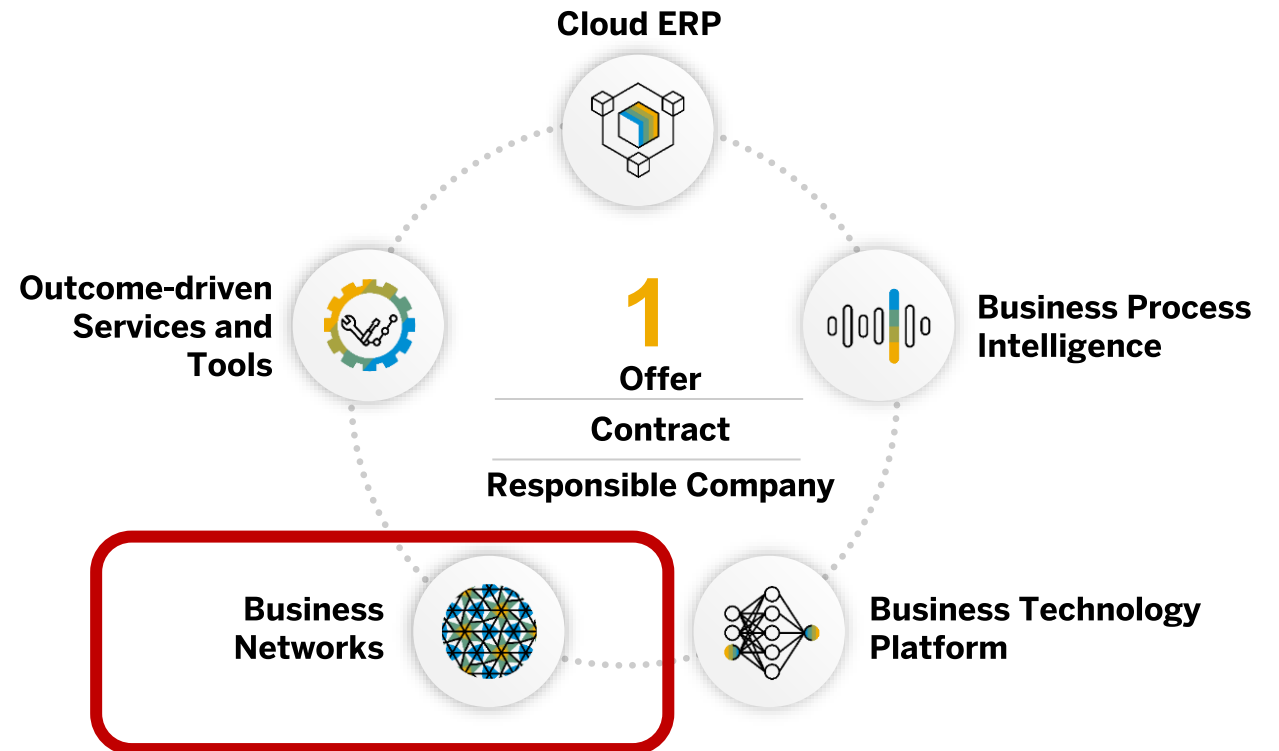**3** Optimize and Automate Business Processes

4 Drive Decisions Based on Data

CLOUD ERP

BUSINESS PROCESS INTELLIGENCE

BUSINESS PLATFORM AND ANALYTICS

BUSINESS NETWORKS

OUTCOME-DRIVEN SERVICES AND TOOLS

Pre-built integration between SAP S/4HANA Cloud and SAP's B2B Networks enables efficient end-to-end business processes

Asset Intelligence Network

- Collaboration between manufacturers, dealers, service providers and vehicle owners
- Unify vehicle repository with Digital vehicle hub along the automotive value chain to secure insights, monetize data, create mobility scenarios, and enable an open partner network

Ariba Network

- Build a resilient supply base with access to the world's largest supplier network covering 190 countries, 70 currencies, 24 languages, and 4.2 million vendors

Logistics Business Network

- Collaborate with logistics partners to manage freight transactions, exchange documents, and gain transparency across complete value chain

What Is Your Organization's Biggest Concern?

Procurement Collaboration

Supply Chain Collaboration

SAP Business Network

Logistics Collaboration

Asset Management Collaboration

Infuse transparency, resiliency, and sustainability into your supply chain with SAP Business Network

Trusted by millions
of companies participating
across 190 countries

$4.1T+
Annual Commerce

699M+
B2B Transactions

+18%
Transacting Relationship
Growth*

+32%
B2B Transaction
Growth*

*on a trailing 12 month basis

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Driving Business Innovation Together

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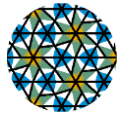
OUTCOME-DRIVEN SERVICES AND TOOLS

Readiness Check

Check the readiness of your processes and get technical guidance on moving to SAP S/4HANA Cloud, private edition

- Explore the implications of a move to SAP S/4HANA by identifying the upcoming changes and related effort drivers

- Analyze custom code & add-on compatibility

Custom Code Migration App

- Analyze historical custom code (including modifications and enhancements) in current SAP ERP implementation impacted by SAP S/4HANA conversion

- Focus on strategic extensions and identify unused custom code that you can decide to leave behind

- Isolate the changes required to your custom code in the context of the SAP S/4HANA transition
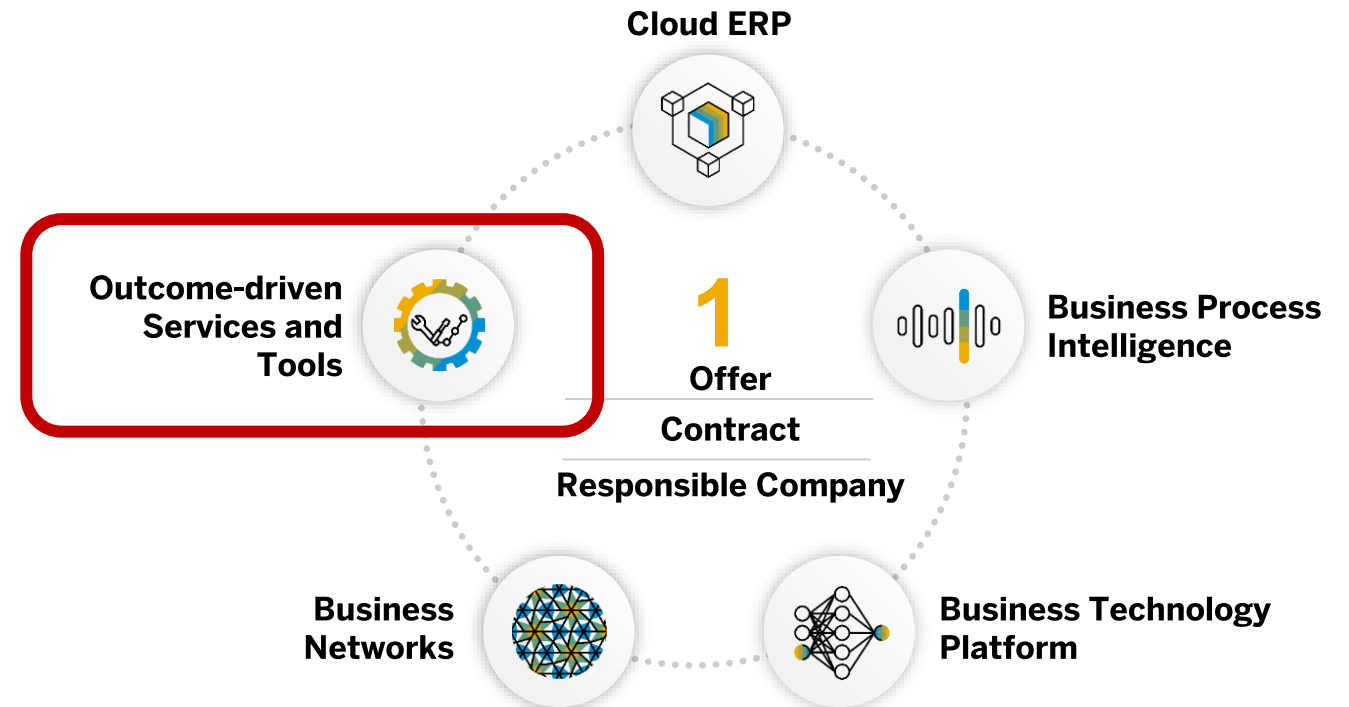
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Next Steps to RISE with SAP

The Solution To Become An Intelligent, Sustainable Enterprise In The Cloud

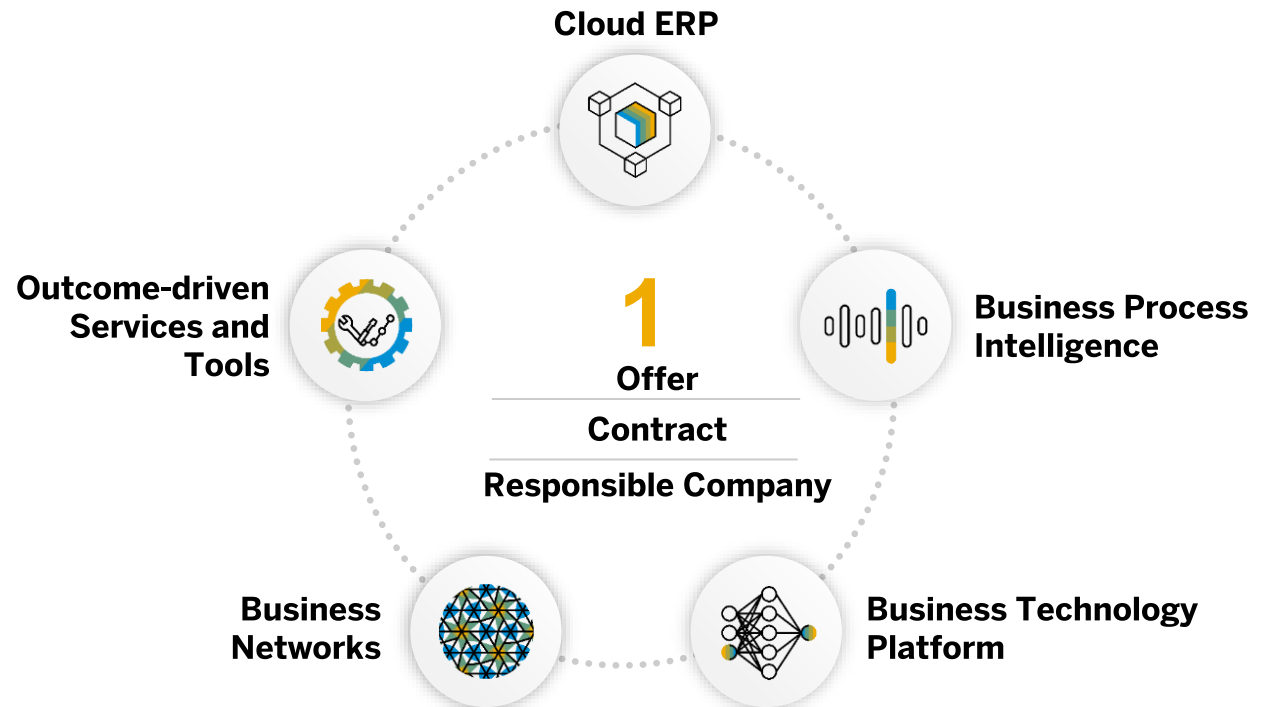**It is a comprehensive solution delivering business outcomes with:**

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Value Exploration Workshop (ERPSim)

The Value Exploration Workshop is a business simulation that runs on a live SAP S/4HANA environment. Participants make real-time decisions by sharing information and collaborating, in a fast-paced competitive session.

Open and Customer Specific Sessions Available

Participants interacting directly with a live S/4HANA system

Virtual sessions

📢 Registration Page here.
Upcoming dates: Aug 9th, Aug 23rd, Sep 13th & more planned for Fall

(Potential to host dedicated session for 15 or more)

📰 Blog post with more details here.

🎬 Teaser video here.

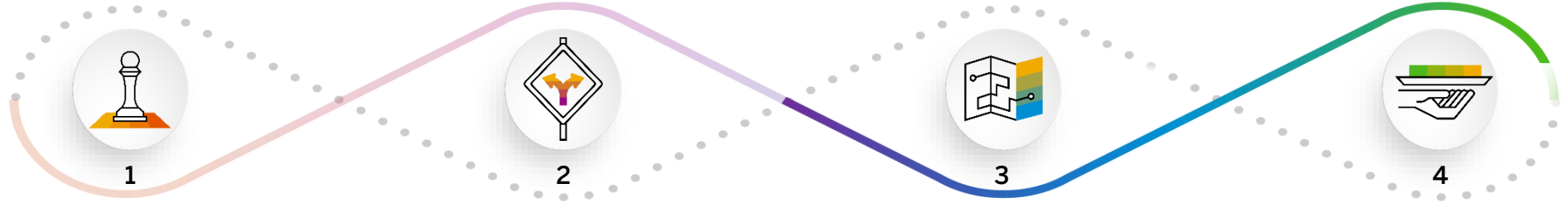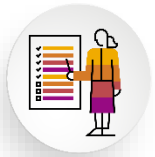ℹ️ For more info: zach.vernon@sap.com

☆ Customer Testimonials

"A fun way to get a first look at S/4HANA"

"Super experience"

"Great workshop to see the benefits of S/4HANA."

Customer Training & Enablement – Freemium to Premium

We got you covered!

RISE WITH SAP
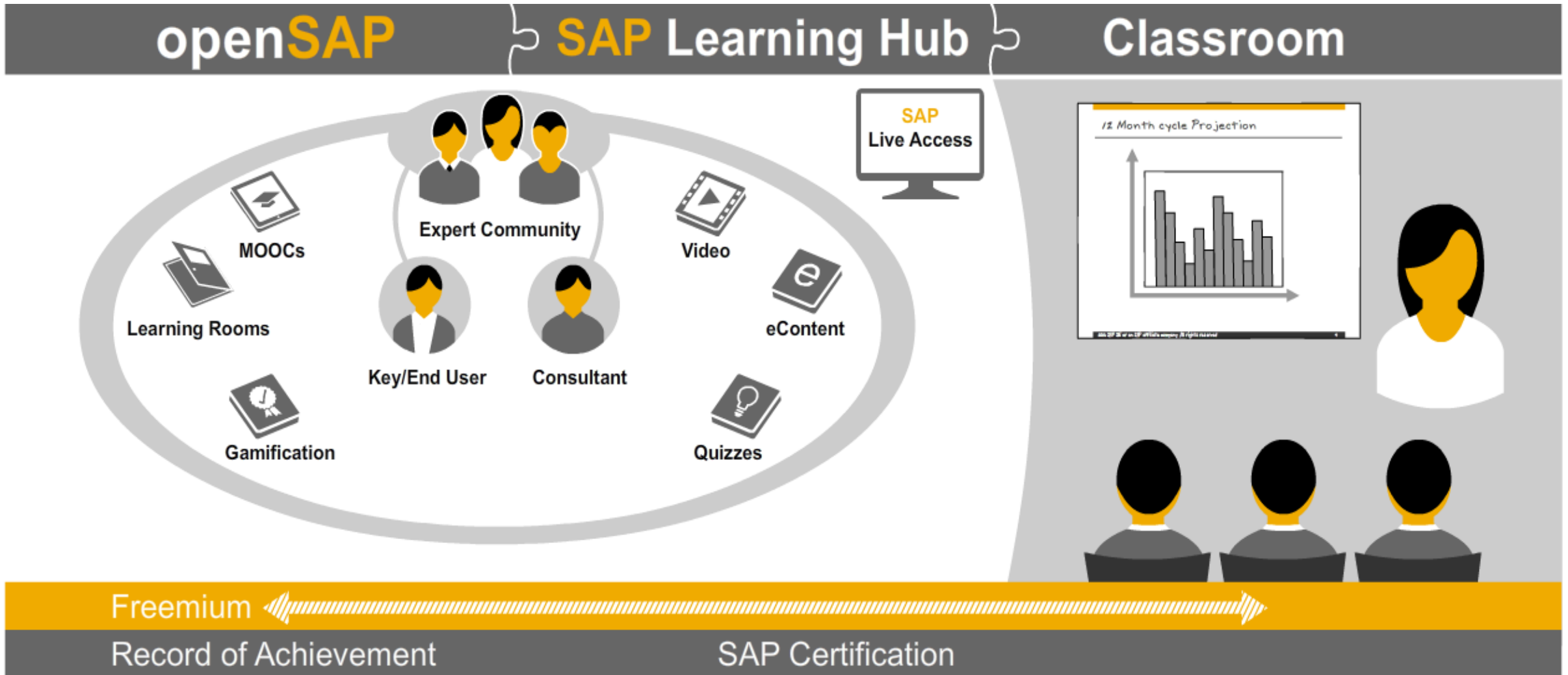
Vision-to-Value **Engagement Model**

Initialize the transformation

Provide our POV on the case for change in the context of industry and customer needs

- **Provide** high-level value cases for change based on industry requirements and customer needs
- **Socialize** the Vision-to-Value approach

1
Align on vision and desired outcomes

Align on business and IT strategy and get buy-in across the organization

- **Articulate** business strategy and required business outcomes to underline digital ambition
- **Share** Intelligent Enterprise and cloud vision, and how it enables the customer transformation
- **Set** engagement direction and expected results
- **Align** on scope, resources and timeline

2
Build the value case

Build the case for change and identify key initiatives with expected outcomes

- **Conduct** discovery workshops to uncover business process improvement opportunities
- **Explore** the art of the possible with technology innovations to achieve desired business outcomes
- **Baseline** current technology landscape - capability and TCO assessment
- **Develop** the case for change

3
Plan the path forward

Create transformation roadmap and define deployment plan

- **Agree** on target end-state enterprise architecture, and transformation roadmap
- **Define** target operating model, technical migration and deployment strategy
- **Validate** outcomes, priorities, and case for change with executive sponsors

4
Deliver business value

Deliver quick adoption and time to value, and drive continuous optimization and innovation

- **Transition** to delivery and customer success team
- **Address** enablement, on-boarding, and change management requirements
- **Utilize** best practices for deployment and project governance
- **Support** customer success, on-going value realization and optimization

RISE with SAP brings together the necessary components to help customers deliver on their digital transformations …

Outcome-driven Services and Tools

- Leverage services and tools offered by SAP and Partner ecosystem to enable your business innovation journey
- Check the readiness of your processes and get technical guidance on moving to SAP S/4HANA Cloud
- Analyze custom code & add-on compatibility

Cloud ERP

- Leverage the latest and best practice business processes with SAP S/4HANA Cloud
- Innovate with industry-specific next practices using SAP and partner industry solutions
- Drive differentiation with best-in-class line-of-business solutions

Business Process intelligence

- Get tailored recommendations for tangible process improvements
- Run business profitably by removing process inefficiencies
- Reduce process variations and manual work
- Simulate processes for alternative business scenarios

Business Networks

- Collaborate between manufacturers, dealers, service providers and vehicle owners
- Build a resilient supply base with access to the world's largest supplier network
- Collaborate with logistics partners to manage freight transactions and exchange documents

Business Technology Platform

- Migrate and maintain relevant master data and keep the core clean
- Optimize, extend and automate processes
- Leverage intelligent technologies and predictive analytics to generate differentiated business

Cloud ERP

Outcome-driven Services and Tools

RISE WITH SAP

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RISE WITH SAP

Driving business innovation together

Take the lead

with industry innovation for top-line, bottom-line, and green-line growth

Never stop improving

with continuous insight to optimize business processes

Secure your success

with a trusted partner for your business needs, at every step of the way

SAP

RISE WITH SAP

Driving business innovation together