



Americas' SAP Users' Group

Transform Incentive Planning & Budgeting with SAC & BTP

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Agenda

- Tek Introductions
- Executive Summary & Key Drivers
- Incentives Lifecycle Management Business process and Solution
- TEK - SAC Incentive Management Solution Success Story
- Review Use Cases / Application Features
- Solution Live Demo
- Questions & Open discussion

About **TEK**Analytics

Overview

Founded in 2012 and based in Chicago, IL

Leadership team consists of former SAP and IBM industry leaders.

100% Repeat business in past five years

80% Employee retention

Firm Fixed Price First Model designed to deliver the highest quality services within budget, scope and schedule.

Focused on Delivering SAP Services in S4/HANA, BW4HANA, SAP Analytics Cloud, HANA Side car and BI 4.2

Partnerships

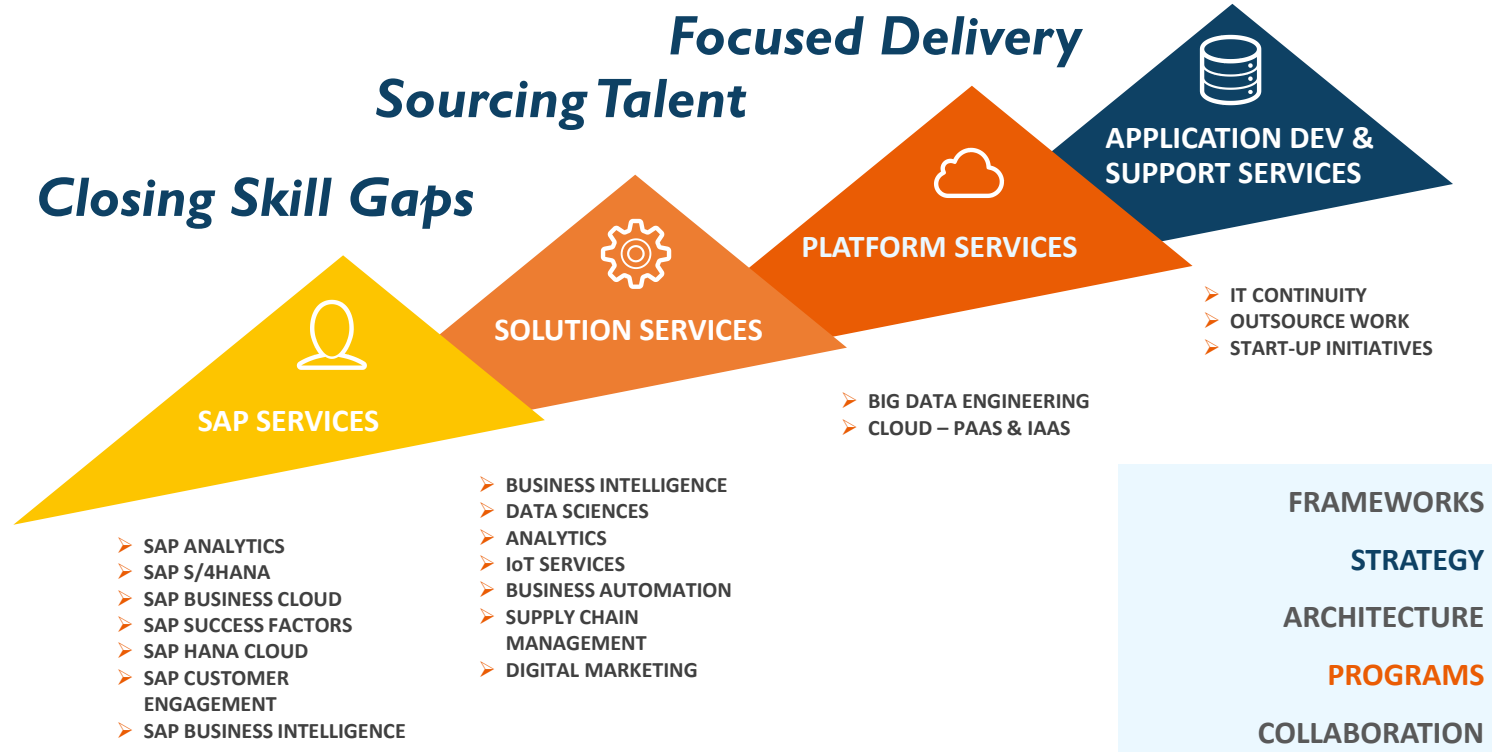
- SAP Gold Partner
- NA SAP Analytics Partner
- Management cloud of Choice for the US
- SAPRun Partner
- SAPPress Authors and Bloggers & Advisory Counsel
- Amazon AWS Cloud Partner
- Microsoft Silver Partner Network



TEK SAP Offerings

Unlock the value of Digital Transformations & Investments

Operations COE



Executive Summary

The advancements in technologies in recent years including improvements in data and systems, analytics and automated workflows, providing an opportunity to plan and track ROI more effectively. Our objective is to design a solution that brings modern technologies in managing the full lifecycle of Incentives planning process.

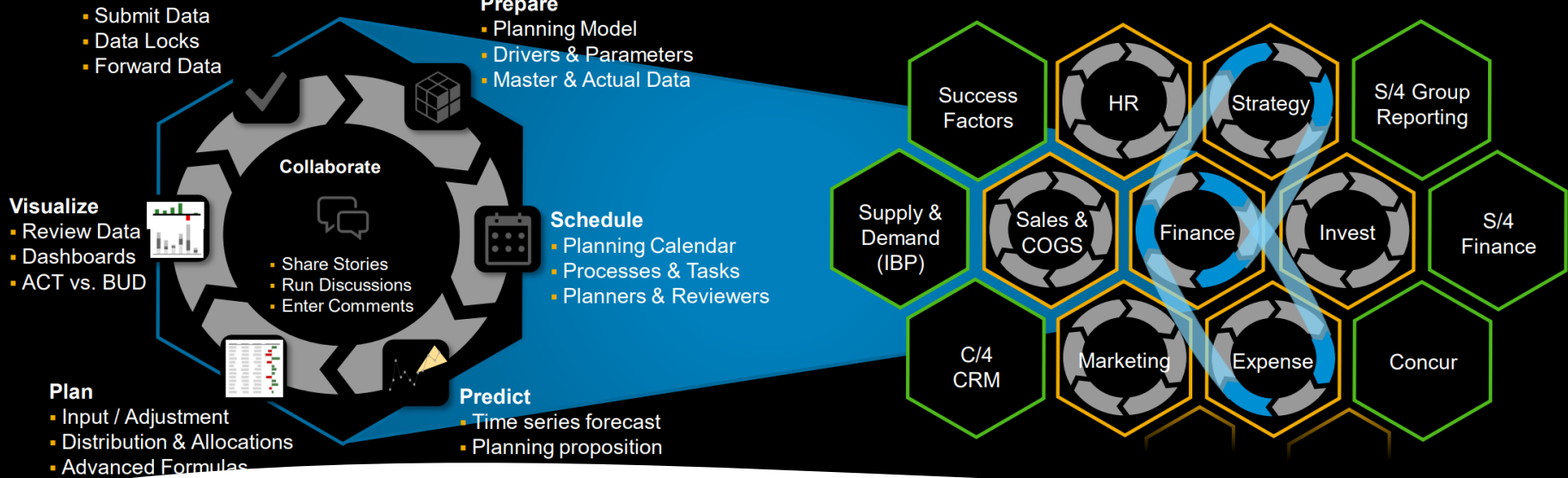
Key Drivers

- Effective Budgeting planning ,Allocation of Incentives
- Integrated Financial Forecast and Accrual release
- End to End Incentive Lifecycle Planning Workflow
- Advanced Analytics and Modeling Capabilities
- Modernized Data & Technology Standards
- Foundation for Future Data Analytics Platform

Pain Points

- Lack of insights, no 360 Degree view of data
- Multi source of truth and no what if s
- Poor usability and high degree of complexity
- Need for many disparate tools to complete all planning activities
- Poor analytical capabilities





SAC Planning Overview

- One stop solution for BI, Planning and Predictive
- Crowdsourcing Planning cycles
- Standard Business content to kickstart
- Integrated Machine learning and Predictive forecasting features

Enterprise Planning & Forecasting

INTEGRATED MASTER DATA



SAP FICO, ICL, SPD, VCI/AFS,
OMD.. Integrated Master Data

ADVANCED ANALYTICS CAPABILITIES



Sales Planning, Incentive
Planning, Financial Forecast,
Accrual release, Posting and
Actual Reconciliation

ENGAGE ALL PARTICIPANTS



Margin Planner,
Profitability Manager &
Finance Teams

MARGIN & PROFITABILITY PLATFORM



AI, Predictive, ML
Calculation Engine,
Cost Revenue, Margin,
Forecasting



SECURITY & GOVERNANCE



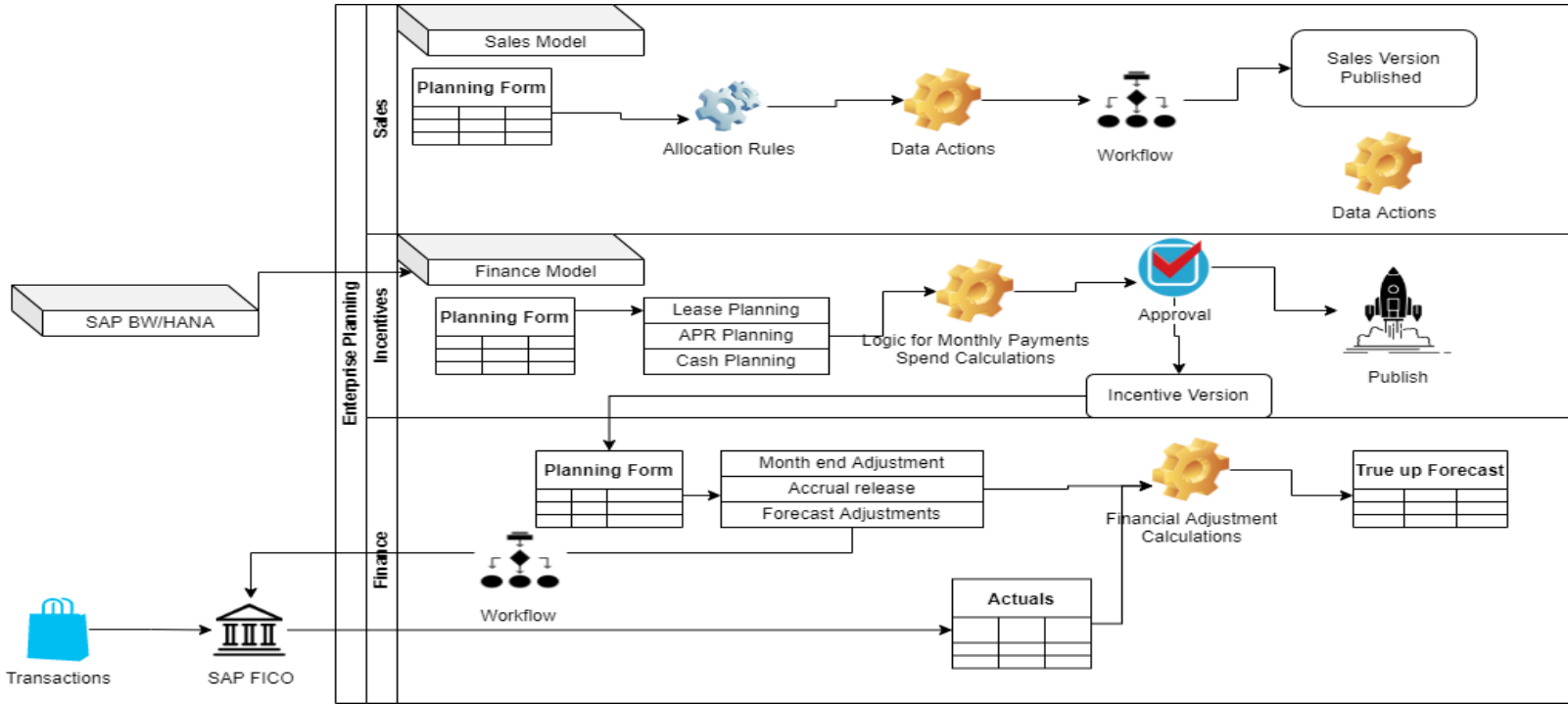
SSO, Two Factor, Audit Tracks,
Security, Data in Transit...



Budgeting & Forecasts, Planned vs Actuals, Allocation Spreading...

WORKFLOW & COLLABORATIVE PLANNING

Planning Process flow



Tek Solution

SAP BW/4HANA

SAP® Analytics Cloud

SAP BusinessObjects



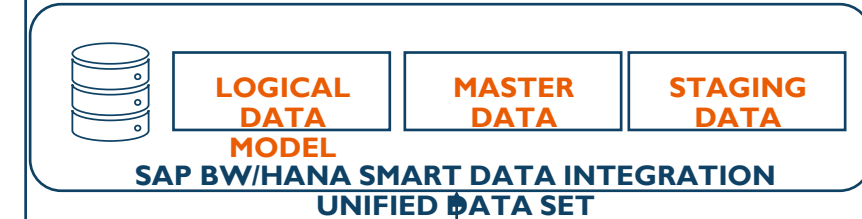
PLANNING, ANALYTICS, WORKFLOW, RULES & USER INTERFACE

Business Users
Investive & Finance
Planners, Sales
Managers, Dealers ..

Network Security
FIREWALL

INFRASTRUCTURE
SSO
Authentication
Audit Tracking

Data Sources



S4/HANA

External Data Sets

Data Lake

File Extracts

SOLUTION PORTFOLIO

Incentives Program
Master Data
Planning Reports
SAP Analytics cloud
SAP BW / HANA
SDA and BODS
SAP Workflow

Planning & Publications
Workflow Triggers
Rules
PIN, ISR IHS Data
Harmonization
Data Architecture &
Governance
Data Quality
Data Feeding
integration (ETL)

Application Features



Sales Planning



Incentive Planning



Financial Planning
and Forecast



Accrual Release



Financial
Reconciliation &
Trueup



Data export



Master Data &
Hierarchy
Maintenance



Publications

SAC Technical Features

Exception Aggregations

Allocations

Data Actions with waterfall calculations

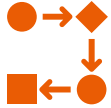
Multi-Actions

End to End version management

Version Archiving

Multiple Hierarchy roll ups

Use Cases & Application Features Delivered



Planning:

- Finance and sales planning
- Adjustments
- Sales Planning
- Dynamic Aggregations
- Master data maintenance



- **Artificial Intelligence & ML** Competitive Analysis, Competitor Analysis, Competitor Volumes
- Process triggers, actions and business rules and automation



- **Workflow Features:** Accruals Workflow, Actuals Workflow, Bulletin Workflow, Bulleting Workflow, General Workflow, Payments, Publication Workflow, Purple Folder Workflow, RTI Workflow



- **Dashboards Custom Dashboards:** Forecast Vs Actual, General Dashboards, General Reporting, History, Inventory, Planned Vs Actual, Profitability Security Single Sign On, Data Encryption Other Technical Functions including :Data sources ETLs, integration and master data management UI /



- **Publication Features** Bulletin Creator, Bulletin Distributor, Bulletin Viewer, Bulletins Non-Functional.



- **Features** for Actuals Dealer Inventory, Elasticity Calculation, Loyalty/Lease Pull Ahead Actuals, Margin Actuals, Model Lifecycle Year, Penetration Actuals Reconciliation, Spend Actuals, Volume Actuals, Volume/Spend Actuals



- **User Management:** roles (Incentives Planner, Brand Manager, Profitability Manager, Sales Manager, Dealers), Dashboards and Planning template, Workflow



- **Data Feeds:** Competitor Data Feed - APR Rates, Autodat, Market Share, PIN, JD Powers ISR, OMD/ICC Payments, FICO Payments/Accrual, Inventory, FICO Program Accrual, Sales Plan, Data Feed To Publication, Program Accrual, Feed To AFS, Feed To OMD/ICC, Bulletins Data Feed, Data Feed To RTI, Dat Feed To RTI, Standard Rates Data Feed, Tableau Data Feed, VIST Data Feed, Warranty Data Feed, Wholesale Fleet Sales, Wholesale Loaner Sales,

Campaign Effectiveness solution

Implemented Modern Platform for Trade Management & Campaign Effectiveness:

- Implemented a Incentive Budgeting and Planning solution.
- Integrated Sales, Finance Promotion Planning, Incentives Spend and Campaign Data Sets
- Delivered Executive and Financial Planning Dashboards for optimized promotional program evaluation with decision support models.
- Implemented mobile friendly data reports, that allowed users to export the results into the Compliance Reports by the click of a button
- Self-Service portal for new campaign and incentive program implementation.
- Established Predictive Modeling capabilities using Market Financial Data, Competitive Loan, Sales and Incentive data sets



DEMO

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