

SAP for Me The Customer Portal from SAP

Teo Rodriguez

Customer Success | SAP Customer Evolution Program

Our scope





Decision makers and other people engaging with SAP

Without SAP for Me

- Too many portals and tools
- No overarching picture across the SAP portfolio
- Missing transparency
- Limited self-services
- No focus on individual interests and needs

What we do with SAP for Me taking advantage of semantics Adoption History Support Customer Enablement Account Content Help Invoices Docu Functional Usage Additional Orders Information Legal Base Docs Articles Customer SAP Licensed & SAP Product Materials Contacts License Release Consumption Notes Learning Systems Journeys Projects OpenSAP Availability Courses Learning Cases Videos Provisioning Timelines Requests

me.sap.com

With SAP for Me

Start at one entry point

Personalize views based on your role and interests

Get transparency across your complete SAP Portfolio

Take action with self-services for your needs

Actively influence your products and SAP for Me

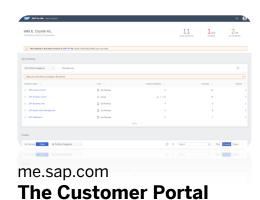
Digital Channels at SAP



Primary Entry Points







Secondary Entry Points





SAP Value Lifecycle Manager



Innovation Di





Innovation Discovery



SAP ONE Support Launchpad



SAP Best Practices
Explorer



SAP Help

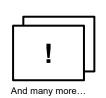
Software Download Center



Platform Availability Matrix



Maintenance Planner



3

SAP for Me - A New Customer Experience



CUSTOMER EXPERIENCE

PRODUCT EXPERIENCE

LANDSCAPE EXPERIENCE

SMART EXPERIENCE









SIMPLIFICATION

SAP for Me is the new single point of entry and defines how our customers will **engage** with SAP in the future.

TRANSPARENCY

SAP for Me **aggregates** important alerts, metrics, and insights about the SAP product portfolio and makes disparate information a thing of the past.

HARMONIZATION

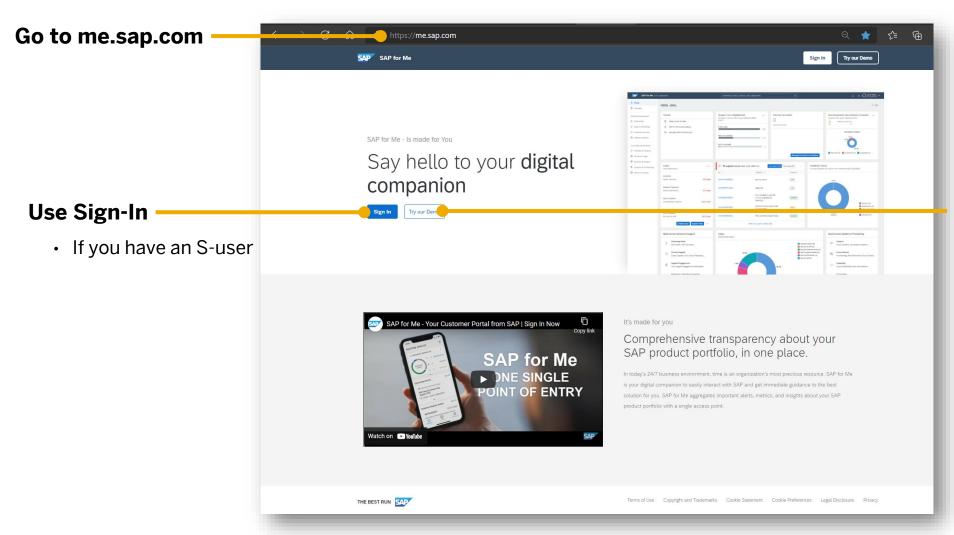
SAP for Me will **integrate** other digital touchpoints (satellites) and thereby harmonize and consolidate the tool landscape within SAP.

DIGITAL ACCESS

SAP for Me is the digital companion for all customers to easily **interact** with SAP and get immediate guidance to the best solution.

Demo





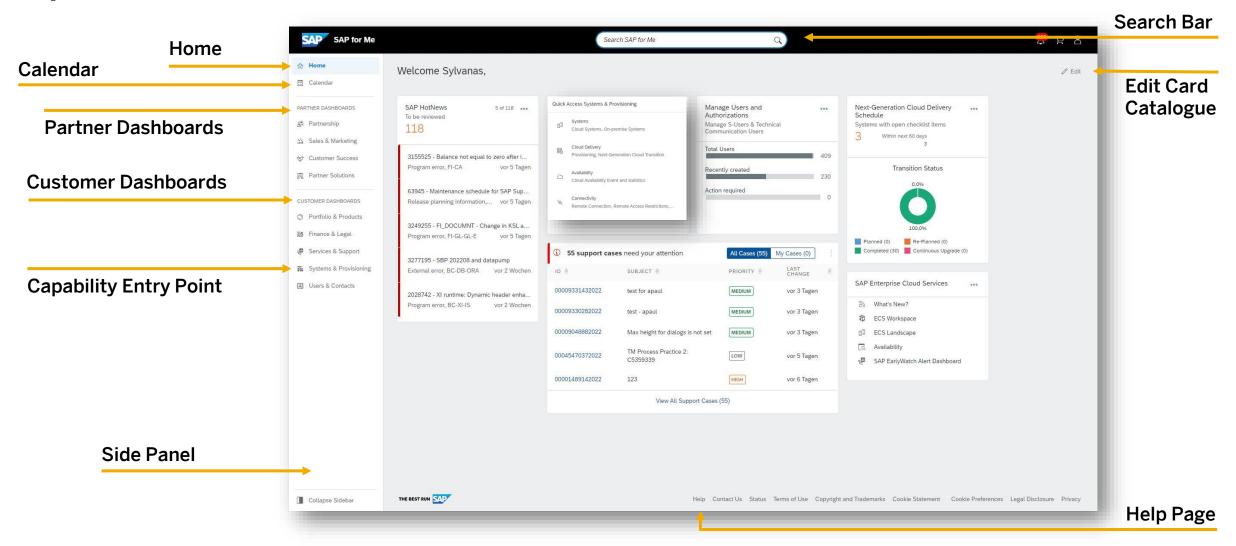
Use Try our Demo

- Does not require any user
- Shows only mock data (no real data)



6

Updated Look & Feel

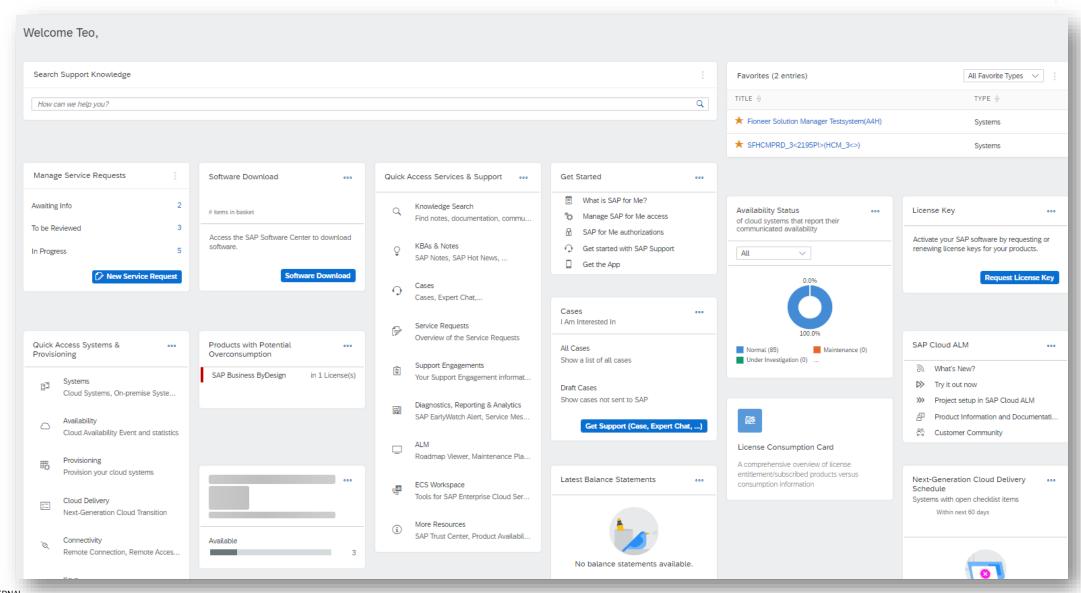


SAP for Me Access

SAP for Me – Home

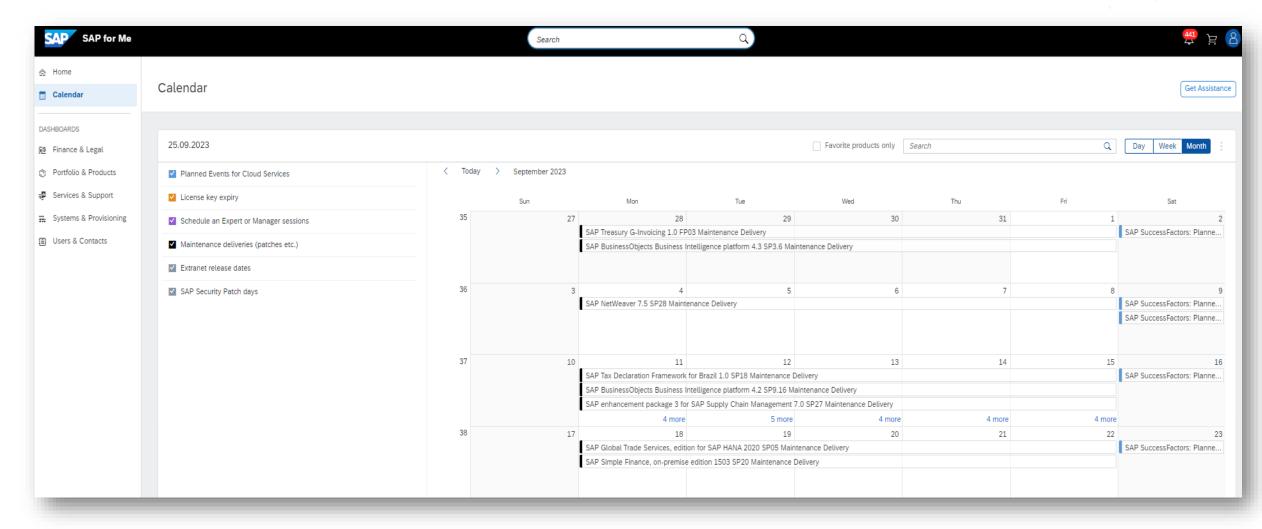


7



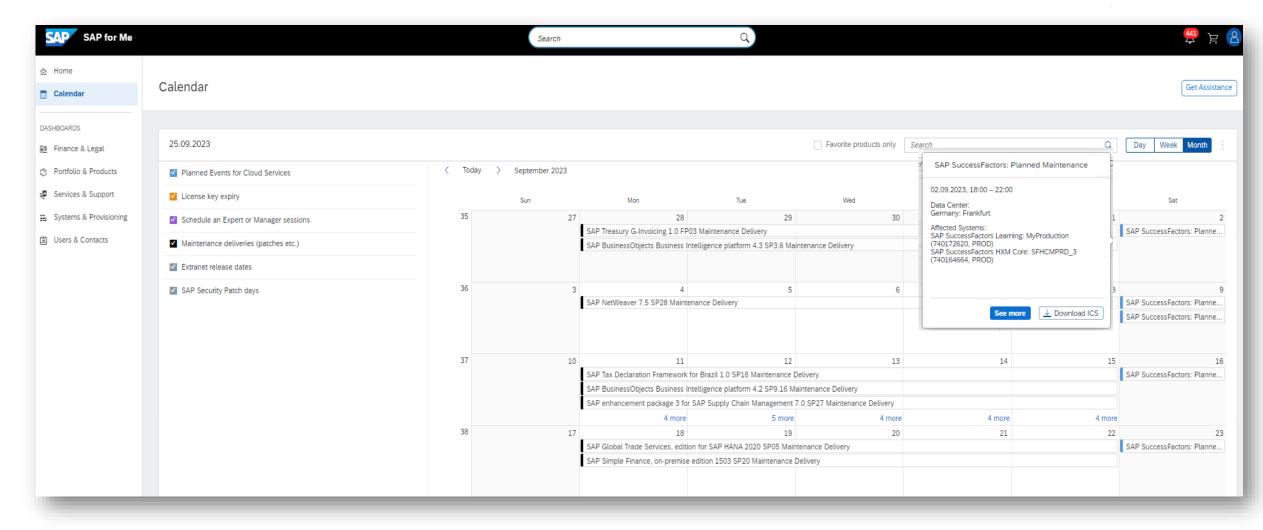
SAP for Me – Calendar





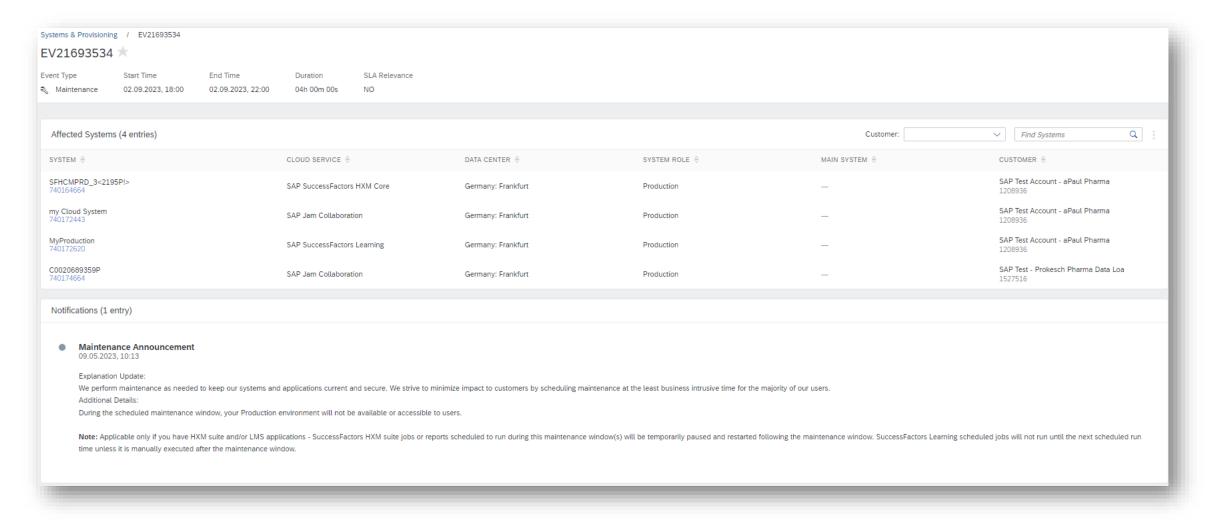
SAP for Me – Calendar





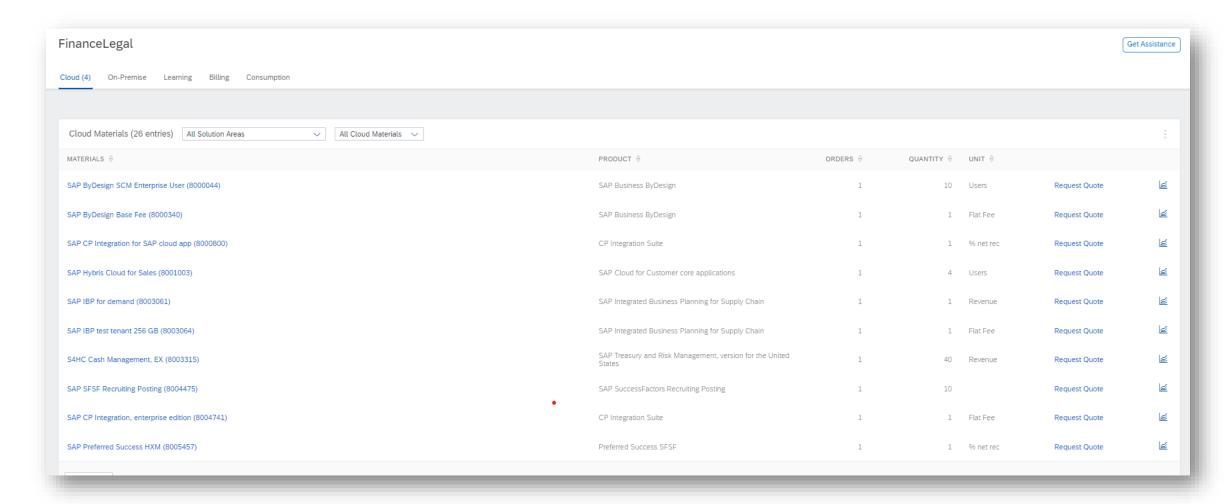
SAP for Me – Systems and Provisioning





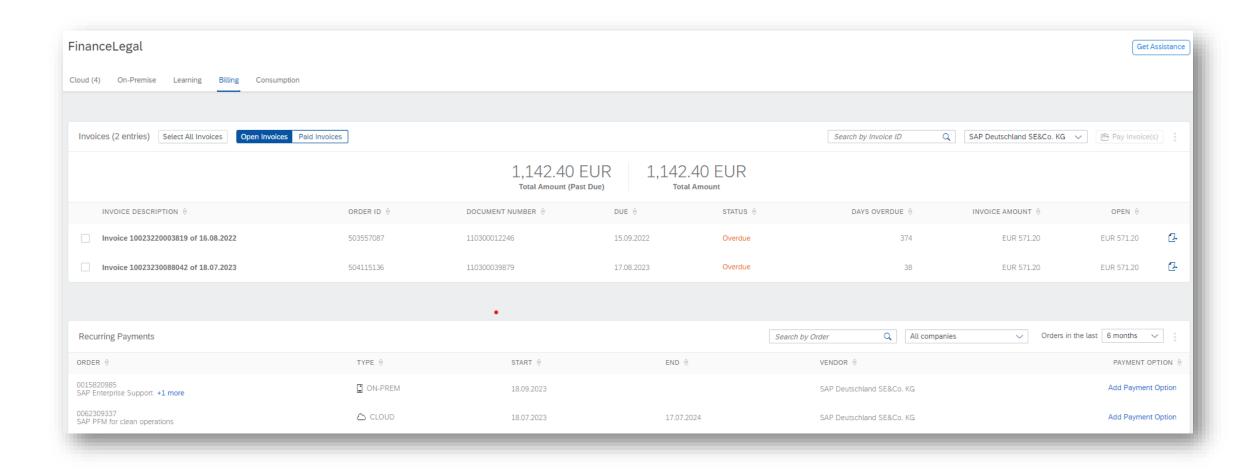
SAP for Me – Finance and Legal





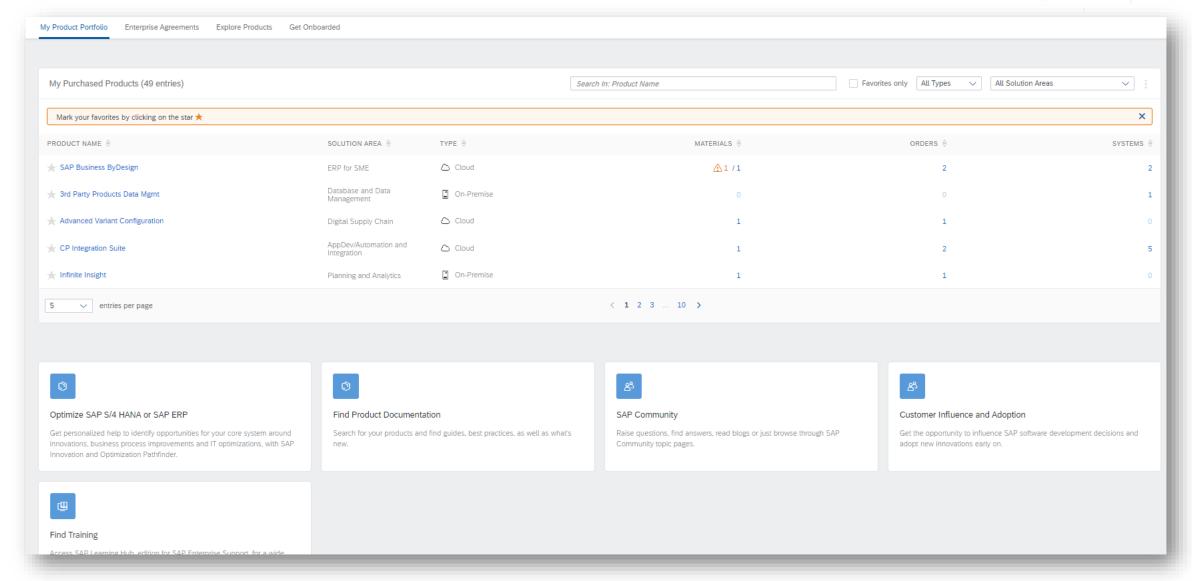
SAP for Me – Finance and Legal





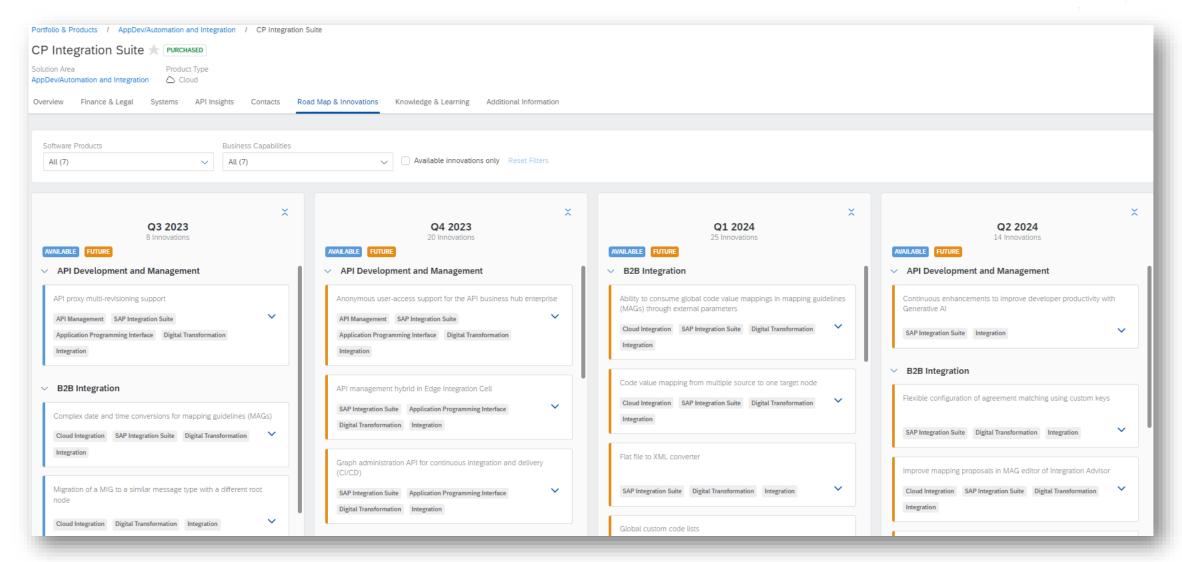
SAP for Me – My Product Portfolio





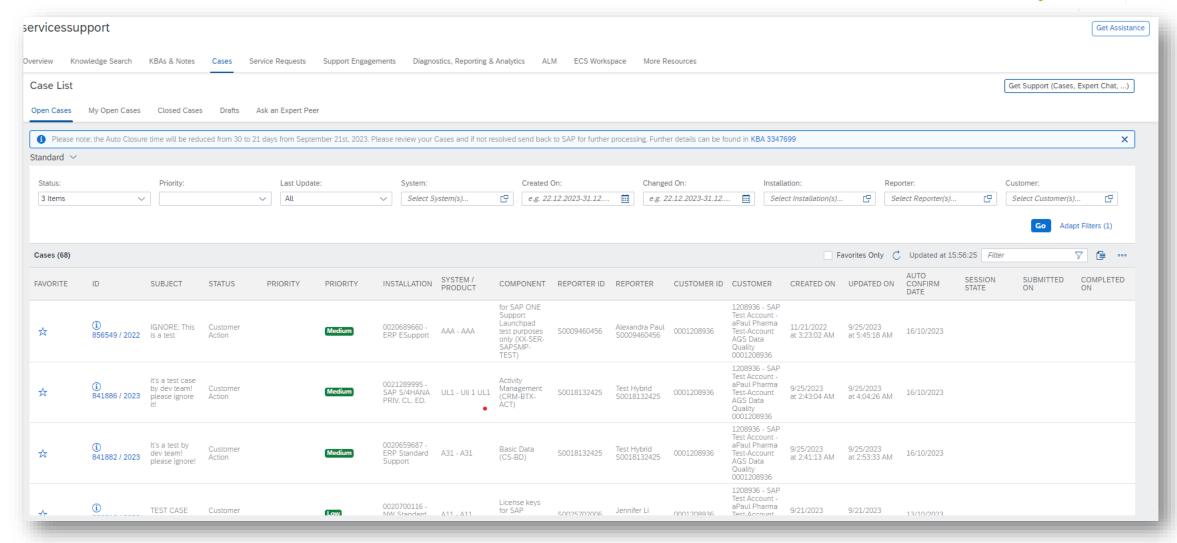
SAP for Me – Portfolio and Products - Road Map and Integration





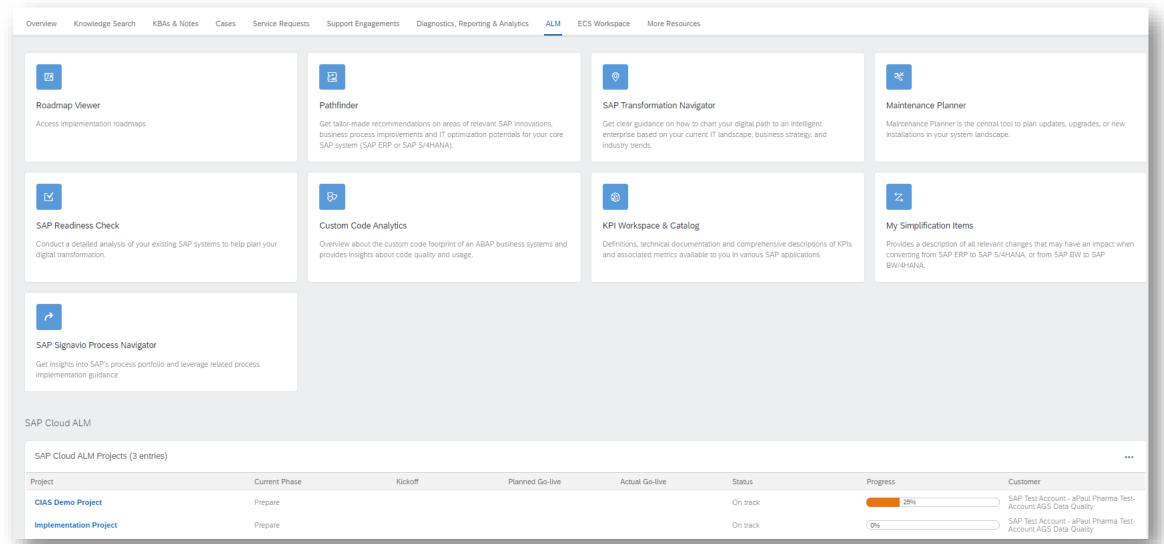
SAP for Me – Service and Support





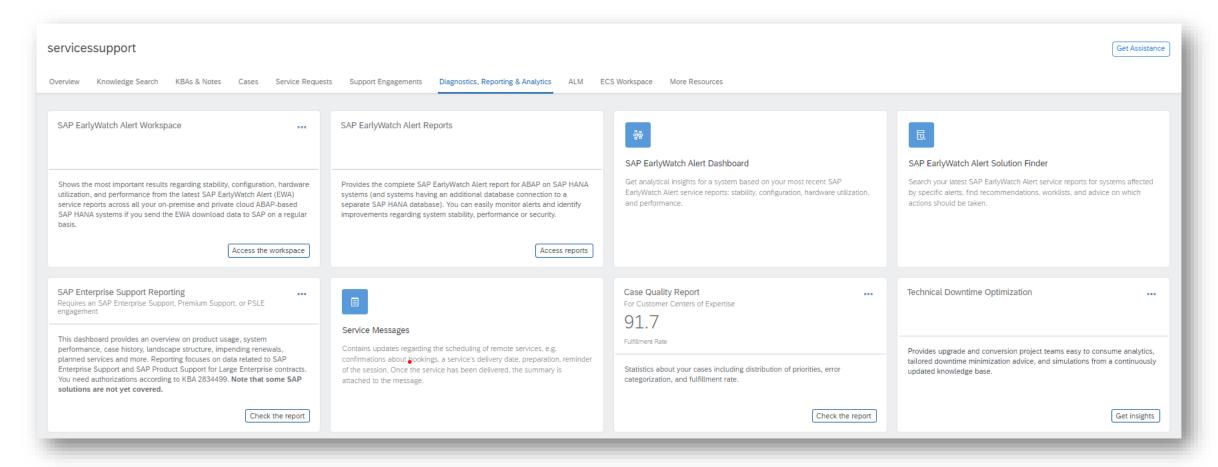


SAP for Me – Services and Support – Application Lifecycle Management



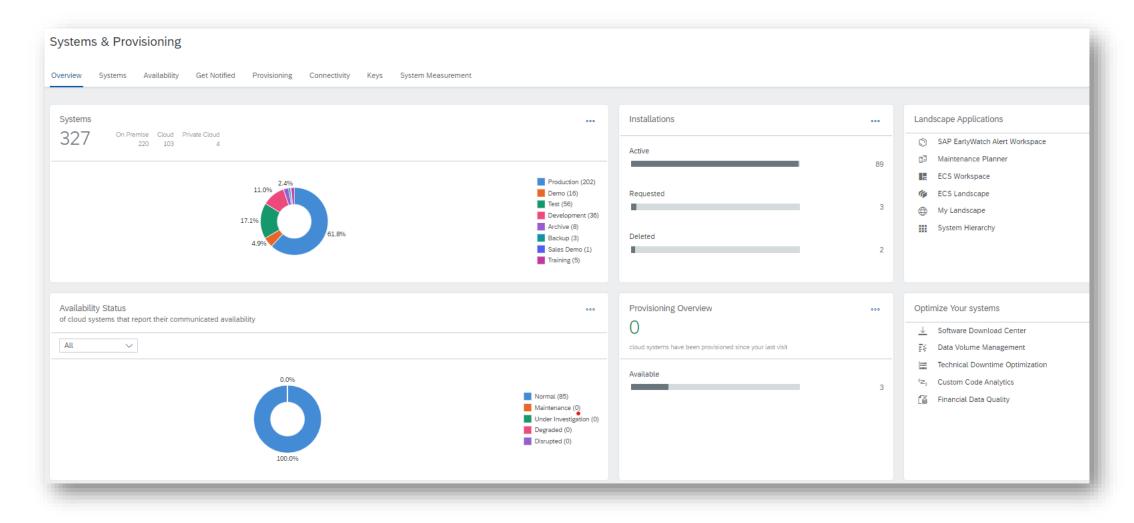


SAP for Me – Services and Support – Diagnostics, Reporting and Analytics



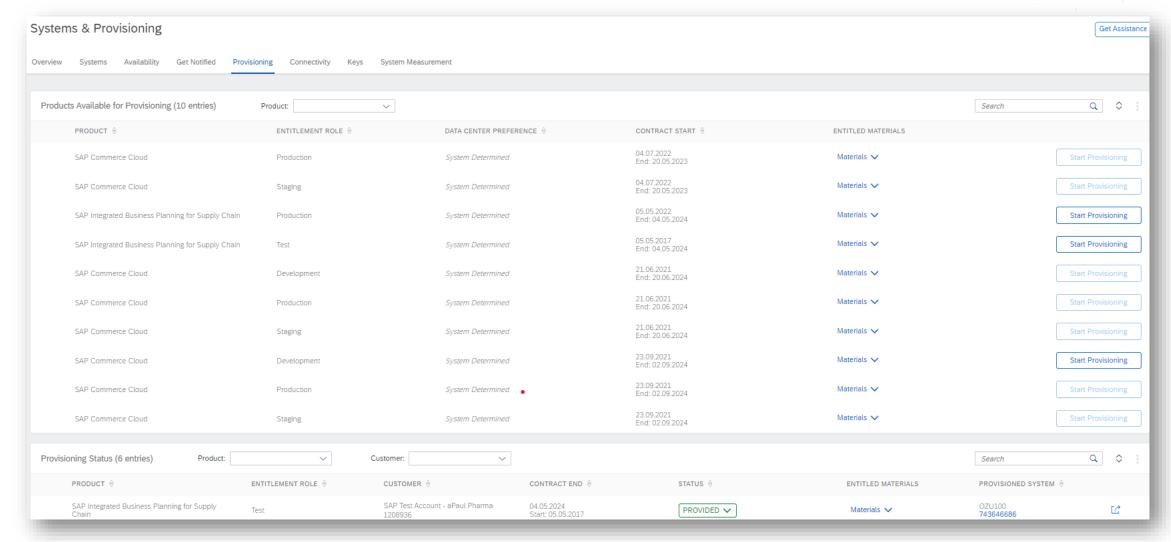
SAP for Me – Systems and Provisioning - Overview





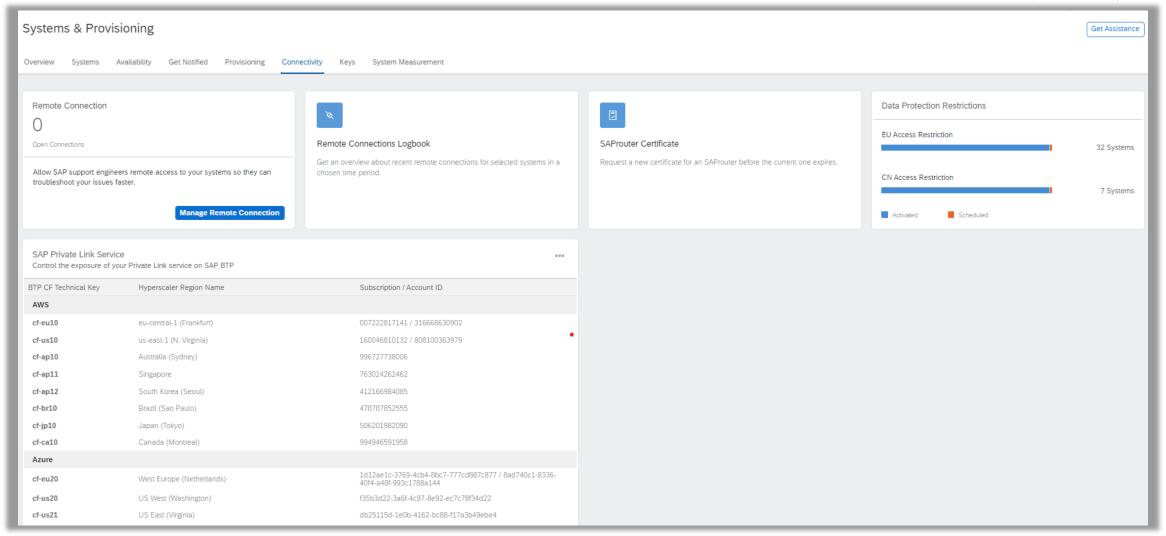
SAP for Me – System and Provisioning - Provisioning





SAP for Me – Systems and Provisioning - Connectivity





SAP for Me – 10 Things to Know



1) Key Message

The SAP for Me portal serves as a companion to SAP customers, providing them a personalized access and a transparent view of their entire product portfolio.



2) One-Stop-Shop for Customers

The central entry point for our customers on their entire SAP product portfolio. Easy to understand and customized to your needs.



5) Best User experience

SAP for Me aggregates important alerts, metrics and insights about the SAP product portfolio and makes disparate information a thing of the past.



8) Better value discussion

Release yourself from recurring questions and tasks



3) Free of any charge

SAP for Me is the customer portal which comes completely for free of charge.



6) New Digital Self-Services

SAP for Me is the digital companion for all customers to easily interact with SAP and get online self-services to renewals, ecommerce, and account management.



9) Great Customer adoption

More than 12.000 customers world wide are using SAP for Me already. More than 150.000 visits in 2020.



4) Access via me.sap.com

SAP for Me is accessible via the website me.sap.com to all customer. All SAP employees need to request a simulation approval under the following link. A test version is available for everybody under try-me.sap.com.



7) Comprehensive Customer Insights

Access to what the customer can see and engagement based on trust and transparency. Full insight into the portfolio, regardless of whether it is a Cloud or On-Premise product.



10) Find out more

- Success Map Training
- Blog Posts on SAP Community
- Promotional Video
- Learning video
- Press release

© 2020 SAP SE or an SAP affiliate company. All rights reserved. I PUBLIC



Thank you.

Teo Rodriguez

CSP - Customer Engagement NA - Southeast Customer Success | SAP Customer Evolution Program <u>teo.rodriguez@sap.com</u>

Teo Rodriguez

Customer Engagement Sales & Presales





SAP for Me



Your digital companion on the journey to the intelligent enterprise.

Available in English, German, Japanese, Chinese, French, Portuguese, Spanish

Customer View

CapabilitiesYOUR DASHBOARDS

Benefits
YOUR ADVANTAGES

Access
YOUR EXPERIENCES

Knowledge YOUR EXPERTISE Portfolio & Products

Finance & Legal

Service & Support System & Provisioning

Users & Contracts

Knowledge & Learning

Get a 360degree view of your products, including road maps and innovations. Review your SAP orders, licenses, invoices, consumption, and balance statements. Review support cases and manage service and support topics across your company.

Manage your cloud and onpremise systems, as well as their availability and status.

Access SAP contacts and manage roles in your company with self-service tools.

Explore opportunities to enhance your product skills.

Log in to SAP for Me with your S-User and experience the benefits of the portal in supporting you with daily challenges on the journey to the intelligent enterprise. The portal is also accessible via tablet or mobile phone:

iOS link in Apple Store

Android link in Google Play

SAP for Me Landing Page

SAP for Me Community

SAP ONE Support Launchpad Transition to SAP for Me



Your digital companion on the journey to the intelligent enterprise.

Available in English, German, Japanese, Chinese, French, Portuguese, Spanish

Partner View

Capabilities
YOUR DASHBOARDS

Benefits
YOUR ADVANTAGES

Access
YOUR EXPERIENCES

Knowledge YOUR EXPERTISE Partnership

Review your

Partnership

Competencies

Specializations

status

and

including

Sales & Marketing

Get a view of your planning, revenue performance and deal execution.

Customer Success

View high-level information about your customer base, certifications and projects

Customer Details

Partner Solutions Customer Dashboards

Manage your specific customers in detail, including consumption, and renewals

Review your developed solutions and find enablement on building your own solution

Review your invoices, TDD licenses, cases and solutions you purchased directly from SAP

Log in to SAP for Me with your S-User and experience the benefits of the portal in supporting you with daily challenges on the journey to the intelligent enterprise.

SAP for Me

What permissions do you need?

SAP for Me Landing Page

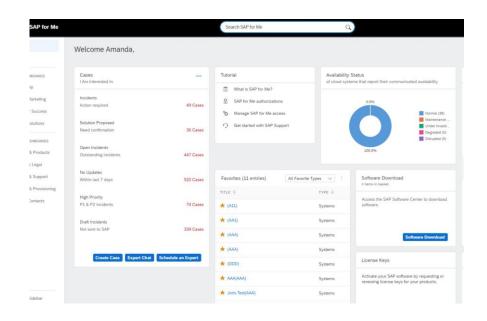
SAP for Me Community



Your Questions

SAP for Me GENERAL OVERVIEW	SAP for Me SUPPORT	SAP for Me DEEP DIVE
Log in to the portal	Use the SAP Support Portal	View the specific blog posts
Visit our <u>website</u>	Explore the SAP for Me Online Help	Follow us via #sapforme
Download the app Apple Store / Google Play	Review the permissions	Watch the Introduction Video

Customers can fully leverage SAP for Me with SAP Universal ID



SAP for Me

Single point of entry for your specific information and digital self-services



SAP Universal ID

- Better user experience, a central place to manage S-user and P-user accounts.
- Stronger security, less vulnerability.

© 2022 SAP SE or an SAP affiliate company. All rights reserved. | Public



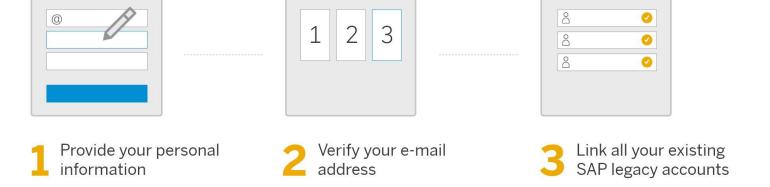


Create your SAP Universal ID now



Static QR code (no tracking)

Three Steps. Two Minutes. Done!



Once the <u>ID has been created</u>, <u>SAP Universal ID Account Manager</u>, allows you to view, update, and manage personal information, account security settings, including S-/ P-user associations to companies.

SAP Universal ID works on Firefox, Chrome, Safari, and Edge, as well as the latest versions of iOS and Android for smartphones and tablets. It does not work on Internet Explorer.

SAP for Me mobile app



Features Available

Overview page

System status and details

Case status and details

Events overview and details

Notification review

Push notifications (System, Case)

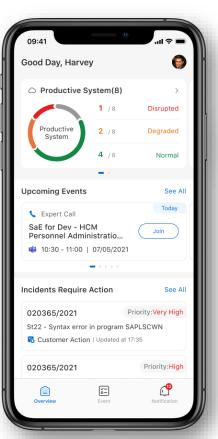
Case quick reply

Access to SAP Notes/KBAs











28

Breakthru Beverage Group, USA



















Staying ahead of innovation demands with SAP for Me

Breakthru Beverage Group has innovation in its DNA and is accelerating its evolution into an intelligent enterprise to stay on the leading edge of its industry. SAP for Me will enable their IT department to effectively oversee its expanding SAP landscape and centrally manage critical metrics and alerts.

Peter Monaghan, Availability and Security Manager

© 2020 SAP SE or an SAP affiliate company. All rights reserved. I

Natura, Brazil



Portfolio & Products Finance & Legal Systems & Provisioning

Knowledge & Learning

Maintenance & Support

User & Contacts





"Talking about SAP for Me, we see that this tool is very important in this process because it simplifies the way to obtain information about SAP solutions and keep teams focused on the business.

Questions that required extensive research on many different links can be found in one place with a well-designed user interface to understand what's going on."

Hamilton Bokaleff, Senior Enterprise Architecture Manager

© 2020 SAP SE or an SAP affiliate company. All rights reserved. I

"The SAP for Me tool allows us to manage our products, support engagements, and licenses in a simple and effective way, facilitating the management of our customer center of excellence team."

Diego E. Cohen, Finance and People Systems Manager, MercadoLibre S.R.L.

MercadoLibre is an Argentinian e-commerce wholesaler based in Buenos Aires and is regionally one of the most popular purchasing platforms. The business units on sales and purchase opportunities, payment methods, and initiatives to improve the platform ecosystem create a comprehensive online shopping experience from a central point of contact with a view toward ecological process improvement. The SAP for Me portal supports MercadoLibre in optimizing these processes by simplifying the use of products, services, and licenses that help the company operate more effectively and focus on innovation and development.





MercadoLibre S.R.L.
Buenos Aires, Argentina
www.mercadolibre.com.ar
(Spanish)

Industry High tech **Employees** 15,546 (2020)

Revenue US\$4 billion (2020) Featured Solution SAP for Me



"SAP for Me allows us to see the road map for our mission-critical software so we can schedule implementations and trainings in advance. This enables a faster rollout."

Dirk Sailer, Head of Global SAP, FUCHS Petrolub SE

FUCHS is the world's leading independent supplier of lubricants. With increasing global customer requirements and new business models made possible by advancing digitalization, FUCHS is facing new challenges as it meets the demands of a highly dynamic world. New solutions require new ways of operating. And new ways of operation require a fresh strategy and mindset. The "SAP® for Me" portal supports FUCHS in its approach by delivering a comprehensive rundown of the company's SAP software landscape and related incidents. The tool's self-service options enable FUCHS to track, trace, and solve potential issues quickly and more efficiently.









Employees ~6.000

Revenue €2.3 billion **Featured Solution** SAP for Me



SAP for Me Customer vs. Partner capabilities

Customer

- ✓ Portfolio and products
 - Get a 360-degree view of your products, including road maps and innovations.
- Finance and legal
 Review your SAP orders, licenses, invoices, consumption, and balance statements.
- ✓ Systems and provisioning
 Manage your cloud and on-premise systems, as well as their availability and status.
- Knowledge and learning
 Explore opportunities to enhance your product skills a
 - Explore opportunities to enhance your product skills and oversee learning journeys and trainings.
- Services and support

 Review support incidents and manage maintenance and support topics across your company.
- ✓ Users and contacts
 Access SAP contacts and manage roles in your company with self-service tools.

Partner

✓ Partnership

View key information about your SAP partnership, including partner tracks, due diligence status, product authorizations, and groupings and affiliates.

✓ Sales and marketing

Review your business plan, monitor your revenue performance, and manage comprehensive deal execution.

Customer success

Monitor your customers' portfolio, consumption, and renewals. You can also view your certified consultants and cloud projects.

✓ Partner solutions

Learn how to get started to develop your own solutions – and monitor the status and progression of those solutions once they're developed.