

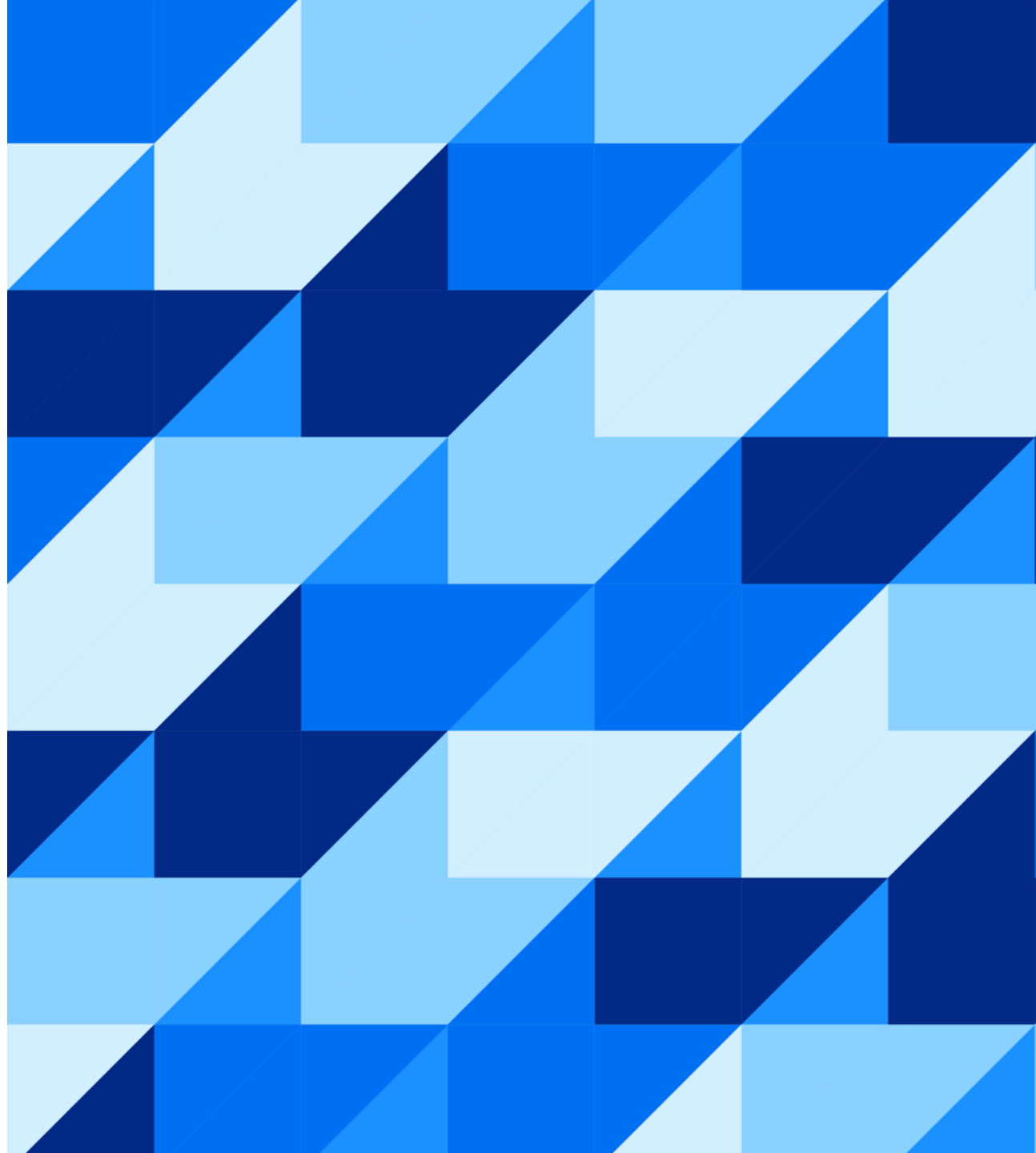


SAP Signavio

Next Generation Business Process Management

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SAP Signavio

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At the end of this presentation, I will share a QR code that will provide you with a copy of this deck.

Primary Theme of Today's Presentation

Reducing Uncertainty

Uncertainty causes **fear** of making the wrong decisions.

SAP Signavio and LeanIX will provide **unprecedented visibility** into the performance and vulnerabilities of your **business processes** and **enterprise architecture**.

Business Process Management

Cohesively design the to-be state

Establish a transparent and agile improvement plan

Involve business and IT stakeholders

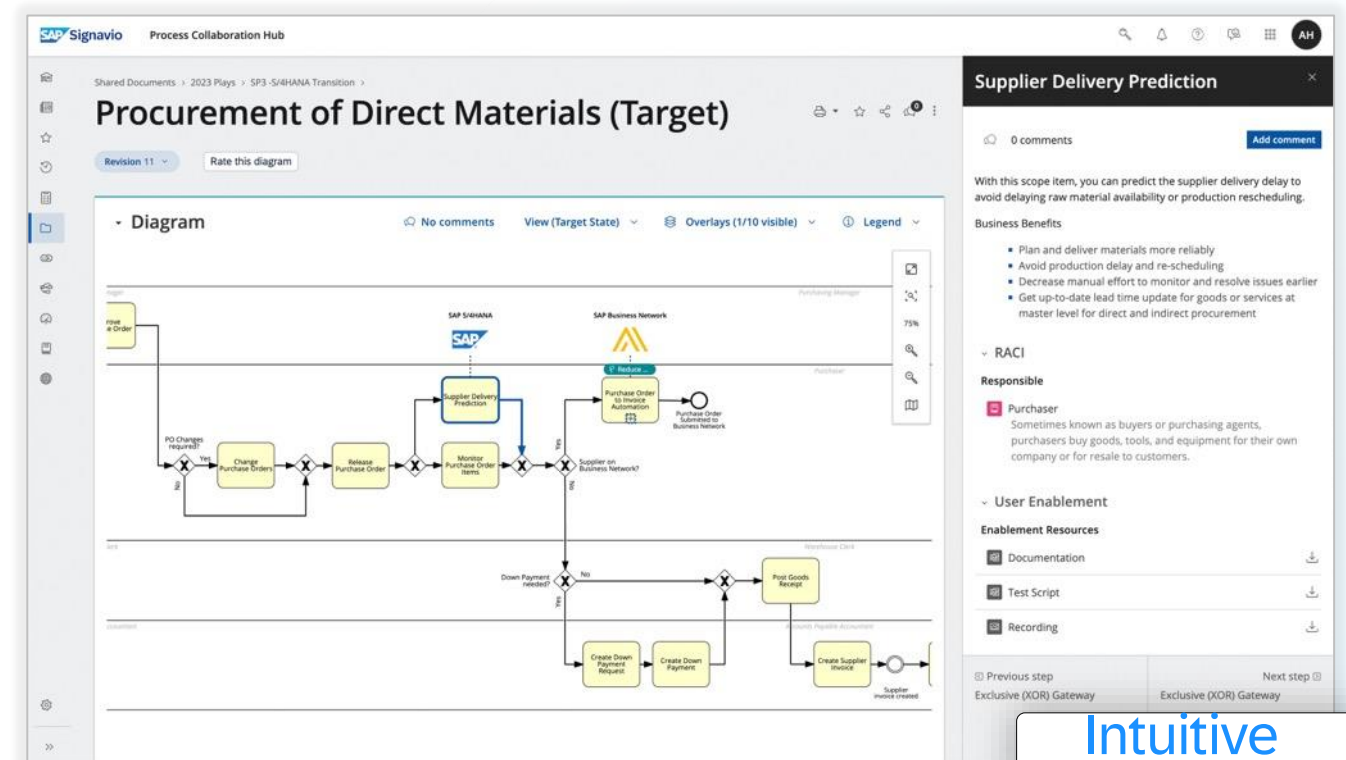
Break down projects into smaller, incremental initiatives that prove value

Foster **seamless process collaboration** to comprehensively understand process content, gather valuable feedback, and collaboratively design an optimized future state.

Benefits

- Get a 360-degree view of process content and key metrics
- Keep your teams informed within a single source of truth
- Increase transparency within and outside the organization

SAP Signavio Collaboration Hub



The above is applicable to SAP and non-SAP applications.

Intuitive
user experience

Shared Documents > 2023 Plays > SP3 -S/4HANA Transition >

Procurement of Direct Materials (Target)

Revision 11

Rate this diagram

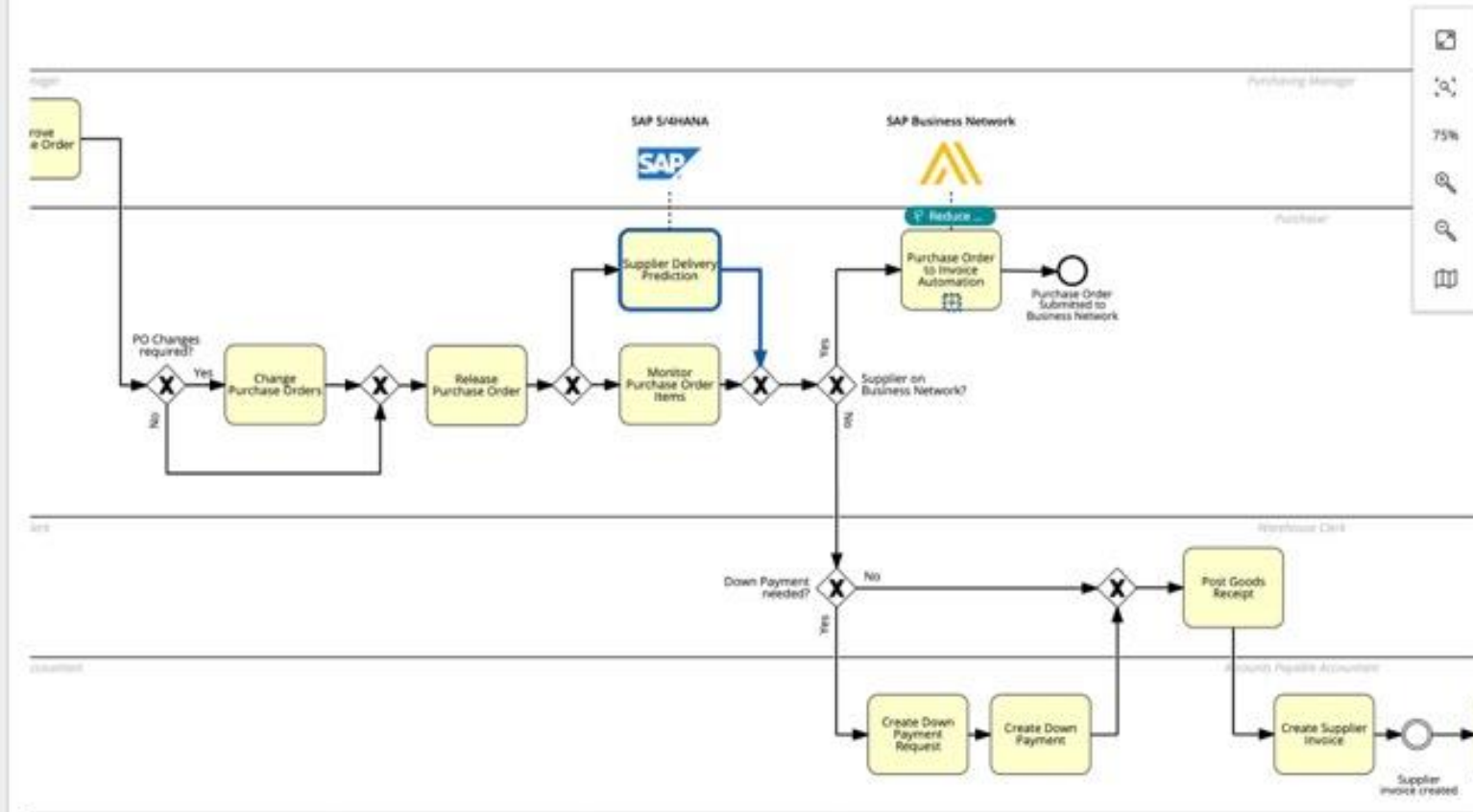
Diagram

No comments

View (Target State)

Overlays (1/10 visible)

Legend



Supplier Delivery Prediction

0 comments

Add comment

With this scope item, you can predict the supplier delivery delay to avoid delaying raw material availability or production rescheduling.

Business Benefits

- Plan and deliver materials more reliably
- Avoid production delay and re-scheduling
- Decrease manual effort to monitor and resolve issues earlier
- Get up-to-date lead time update for goods or services at master level for direct and indirect procurement

RACI

Responsible

Purchaser

Sometimes known as buyers or purchasing agents, purchasers buy goods, tools, and equipment for their own company or for resale to customers.

User Enablement

Enablement Resources

Documentation

Test Script

Recording

Previous step
Exclusive (XOR) Gateway

Next step
Exclusive (XOR) Gateway

Key Point #1

Managing business processes is essential.

Organizations need to specify how work is to be executed.

People, applications, and data; the elements of business processes all need to be managed.

Change Management

Business Transformation Challenges



Cloud Adoption is Key to Innovation & Optimization

1. On Premise Customers Often Struggle with Technical Upgrades & Functionality Adoption

Limited resources and technical complexities have impacted the rollout of innovation into the landscape. Oftentimes, on-prem customers are behind by multiple versions.

2. Lack of Innovation & Adoption Leads to Sub-Optimal Business Outcomes

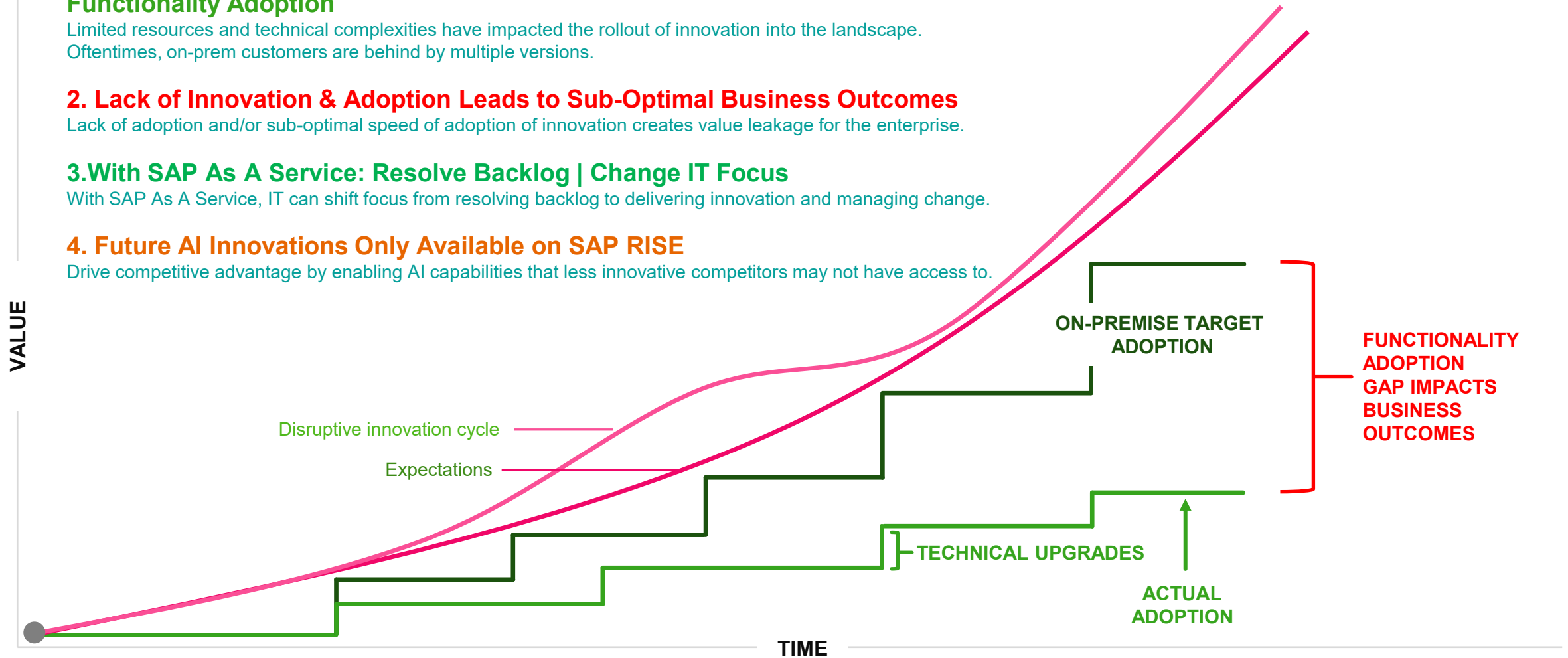
Lack of adoption and/or sub-optimal speed of adoption of innovation creates value leakage for the enterprise.

3. With SAP As A Service: Resolve Backlog | Change IT Focus

With SAP As A Service, IT can shift focus from resolving backlog to delivering innovation and managing change.

4. Future AI Innovations Only Available on SAP RISE

Drive competitive advantage by enabling AI capabilities that less innovative competitors may not have access to.



Key Point #2

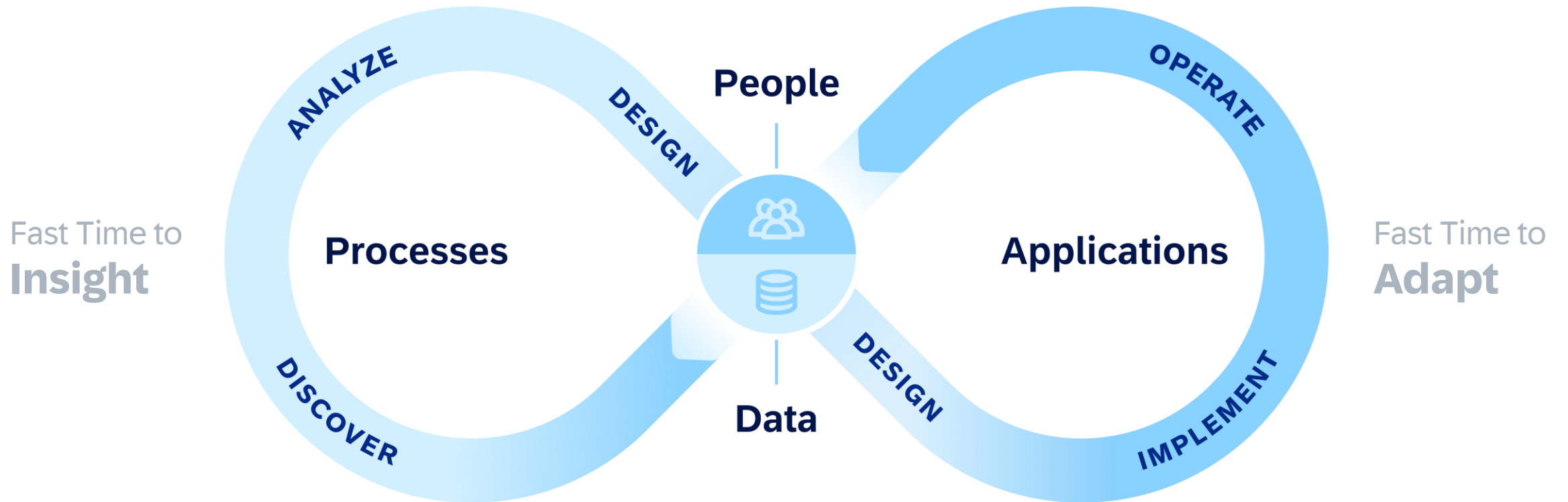
Managing change is also **essential**.

Companies have identified “**Change Management**” as one of their biggest, most prevalent challenges.

Yet, very few know what to do about it.

SAP Signavio and LeanIX

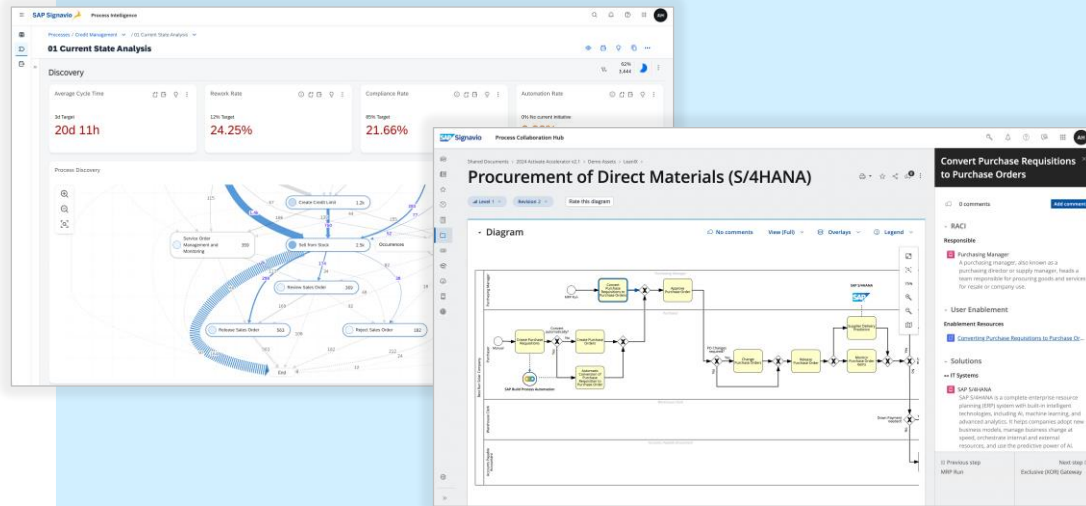
Continuous Improvement of Business Performance



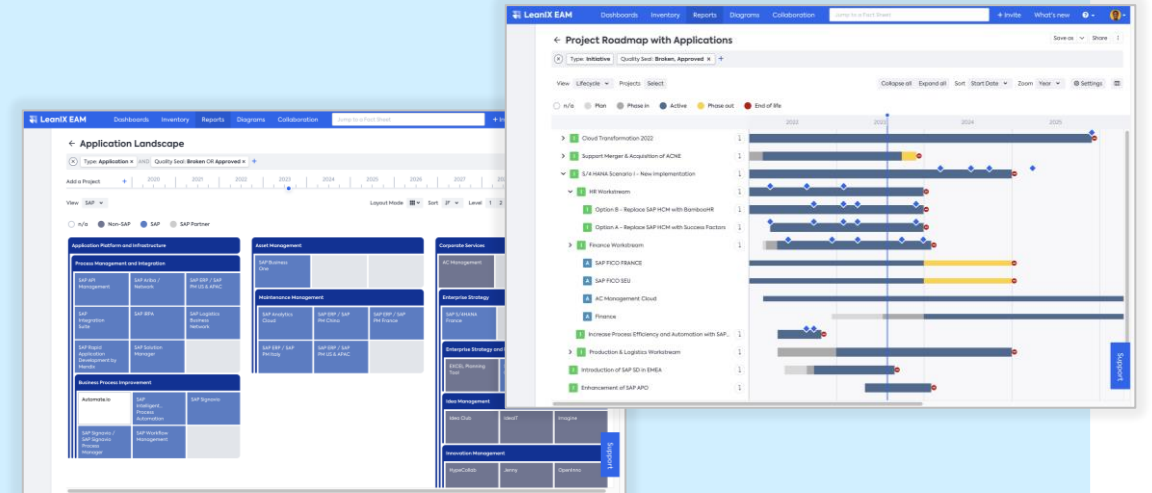
Methodology | Best Practices | Automation | Integration
Powered by Business AI

SAP Signavio and LeanIX: Solutions for the agile enterprise

Powered by Business AI



Analyze, optimize, and manage your processes fast and at a scale to become an agile and resilient enterprise.



Visualize and assess the as-is landscape and confidently navigate towards your to-be IT architecture.

SAP Signavio



LeanIX

Bring business and IT together with SAP Signavio and LeanIX, empowering organizations to transform their businesses end-to-end.

Key Point #3

Signavio and LeanIX provide **data-driven visibility**...

And **collaborative** process design and architecture planning

And serve to **bridge the gap** between IT and the business community.

Visibility for Reducing Uncertainty

Transforming towards agile, sustainable and resilient enterprise

Enable every organization and every industry to become a network of sustainable enterprises

A close-up photograph of a microchip being held by a robotic gripper, with blurred gears in the background, symbolizing technology and business agility.

**Every organization
becomes an agile
enterprise**

Business agility

An aerial view of a busy port or shipping yard filled with numerous colorful shipping containers, representing global supply chain networks.

**Every organization
benefits from
connected networks**

Supply chain resilience

A photograph of a large array of solar panels installed on a hillside, with mountains in the background under a clear sky, representing sustainable energy and operations.

**Every organization
builds sustainable
operations**

Sustainability outcomes

But there are hurdles to overcome



Uncertainty

Where does the value lie? What am I missing? There is no way I can sell another big project internally.



Shortages

How do I manage and prioritize my resources and the improvements I make to ensure they have the most impact?



Inconsistency

How do I get business and IT on the same page? They want different things and speak different languages.

Companies have been “flying blind” with little or no visibility for years. And for so long, they don’t even realize they are vision-impaired.

We are too lean to bite off such a big implementation project (and I have no idea how we could efficiently and effectively manage this change across 800 users).

We’re going to stay on ECC as long as we can. We really don’t see the value in S/4 (because we have no visibility of how good or bad things are today.)

We like what you’ve shown us, but we need a cost/benefit analysis to show our management (because we have no idea what these improvements would be worth to us.)

We’re going to do a technical upgrade without changing any business processes (because we don’t know which of our processes should be improved or how to improve them.)

Analyze and scope optimization potential during daily operations

Proactively identify opportunities to improve

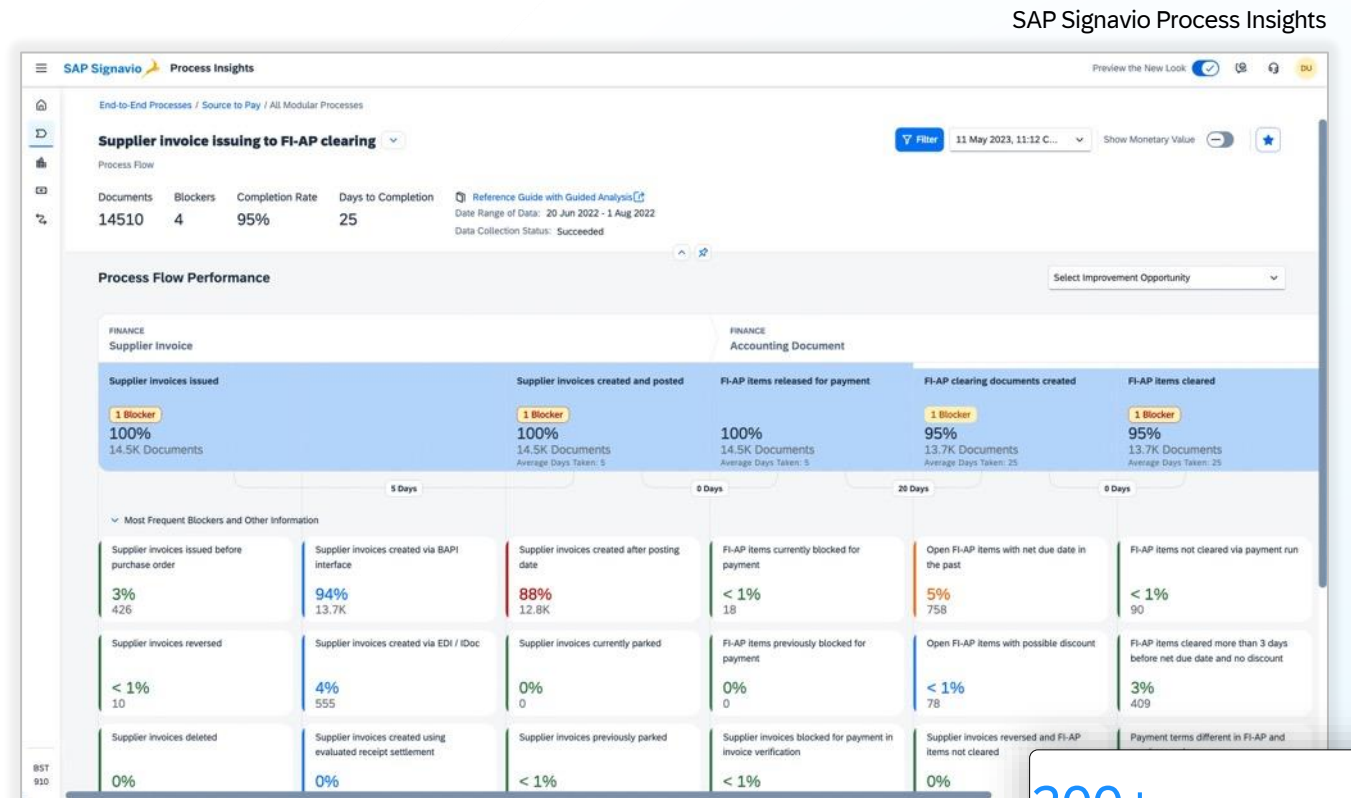
Prioritize optimizations according to business strategy

Make data-driven decisions, fast

Discover your SAP ECC, SAP S/4HANA and SAP Ariba processes in a data-driven way to **quickly identify your business potential, added value and improvement opportunities.**

Benefits

- Get out-of-the-box insights within hours
- Provide a fast-track to process improvements
- Quickly understand potential and value



200+ Process Flows

The above analytical capabilities are available for SAP ECC, SAP S/4HANA on-premise, SAP S/4HANA private cloud and SAP Ariba.

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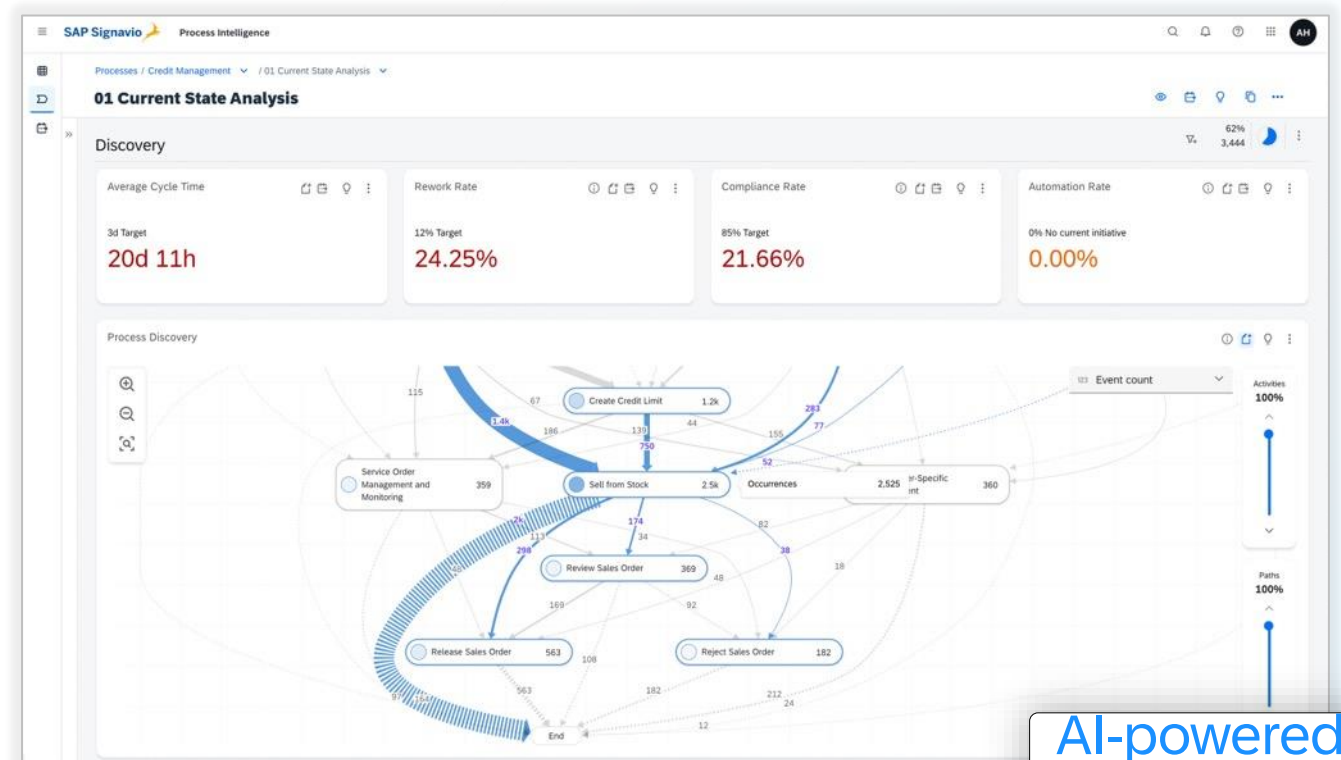
Make data-driven decisions, fast

In-depth analysis of all relevant company processes to establish the current status as a solid digital foundation for prioritizing and understanding future improvements.

Benefits

- Discover your process reality in a data-driven way
- Establish solid basis for strong process transformation
- Accelerate time to adaption with and end-to-end view

SAP Signavio Process Intelligence



The above is applicable to SAP and non-SAP applications.

AI-powered
Process Mining

Analyze and scope optimization potential during daily operations

54%

23%

24%

33%

10%

2%

Proactively identify opportunities to improve

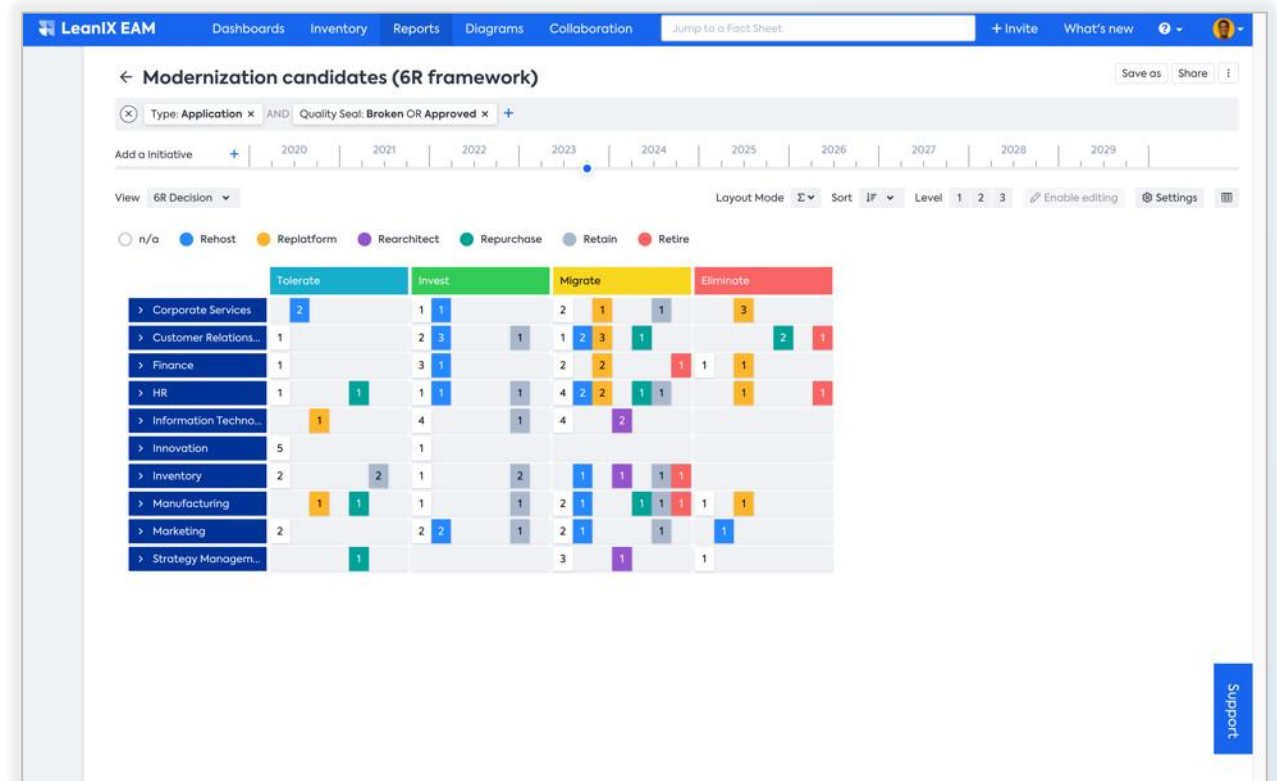
Prioritize optimizations according to business strategy

Make data-driven decisions, fast

Apply recognized and standardized methodology, like the TIME and 6R frameworks, to **strategically guide continuous improvement planning** and ensure the most vital business capabilities are prioritized.

Benefits

- Get an instant view of the best modernization candidates
- Understand which capabilities will be impacted most
- Prioritize candidates based on business strategy



The above is applicable to SAP and non-SAP applications.

Key Point #4

“**Uncertainty**” caused by unreliable data (or no data) is a major cause of poor, slow, or no decision making.

To make good business process and architecture decisions, uncertainty needs to be **reduced with data and information**.

The need for process transparency is a latent need!

Business Transformation and Continuous Improvement

A holistic end-to-end approach for managing change

DISCOVER → **ANALYZE** → **DESIGN** → **IMPLEMENT** → **OPERATE**

PROCESSES

Business Process Design

Process and Task Mining

Automation

PEOPLE

Change Management

Training

DATA

Data Quality and Observability

Data Governance

APPLICATIONS

Enterprise Architecture Management

Application Portfolio Management

Application Lifecycle Management

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

NOW

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

BEFORE

Current Assessment and Alignment

- ❑ Determine improvement objectives and performance targets based upon company strategy
- ❑ Assess current processes and available capabilities

Future-State Process Design

- ❑ Establish process flows using SAP Best Practices (greenfield) and/or previous system processes (brownfield) and Signavio accelerators
- ❑ Collaboratively design, evaluate, and finalize 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

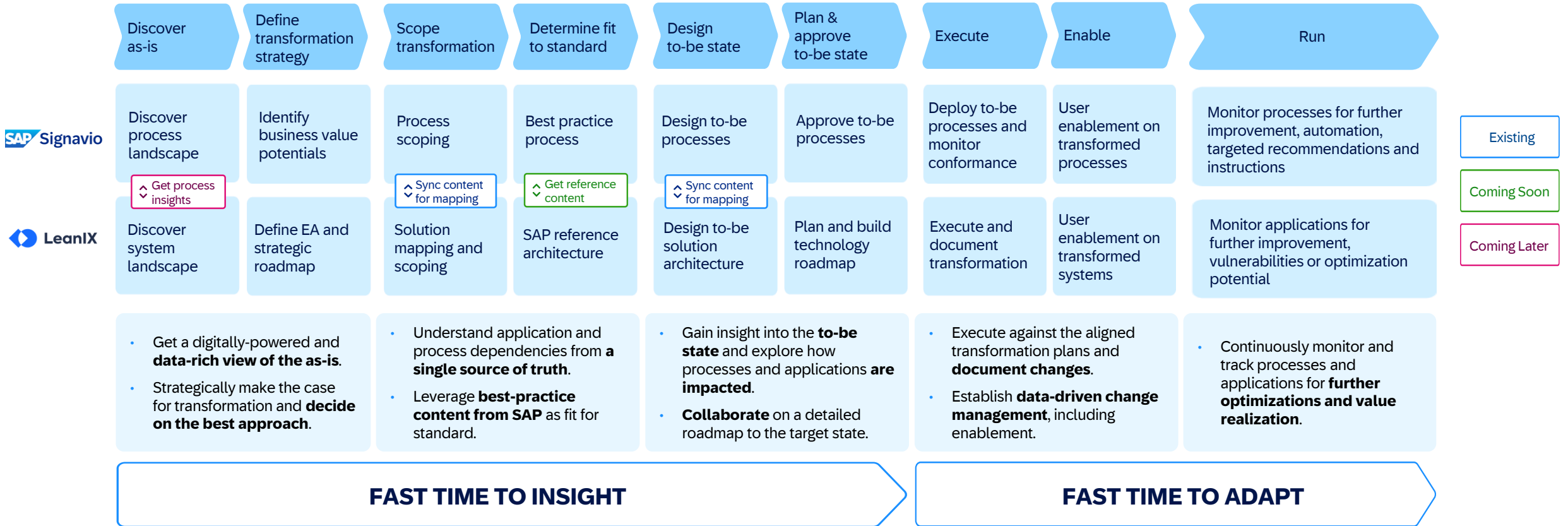
- ❑ Ongoing monitoring of process performance, and detection of new requirements and opportunities for improvement
- ❑ Conduct structured program for process redesign and governance

AFTER

202X

Unlock value throughout your transformation journey

DISCOVER → ANALYZE → DESIGN → IMPLEMENT → OPERATE



Key Point #5

You have the opportunity to build a **corporate culture** of Continuous Improvement...

And make Organizational Change Management a **core competency**...

By investing in OCM-skilled **people**, with the right **tools**, and high-quality **data**.