Accelerate your S/4HANA journey with SAP RISE

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THE BEST RUN **SAP**

Speaker introduction

- 24 years of SAP experience in a career of 29 years in a variety of roles including SAP product development, delivery/advisory/consulting, pre-sales, & sales; currently work for the SAP S/4HANA Center of Excellence, North America

- Served nearly 50 clients globally & across multiple industry verticals including Public Sector, Utilities, Media, Manufacturing, Pharmaceuticals, Oil & Gas, & Hi-tech among others

- Areas of expertise include SAP Financials, Logistics/Supply Chain, Reporting & Analytics, Data Management & Governance, Cloud technologies, User Experience, & Project/Program Management

- Prolific thought leader: Published over 100 articles & white papers for SAP publications; written 5 SAP books; spoken at nearly 50 SAP conferences globally

Agenda

- SAP RISE - introduction

- Core components

- Deep dive of RISE core components

- Selected RISE success stories

- Wrap-Up

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Current trends

Market Leaders are **Transforming** Business
And changing the rules of **business success** for everyone

1

**Rapid Business
Model Innovation**

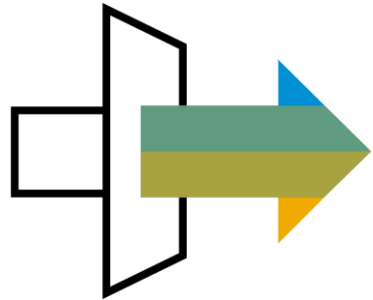**THE NEW GROWTH**

2

Operational Efficiencies

THE NEW MINIMUM

3

**Sustainability and
Responsibility**

THE NEW STANDARD

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Transformation principles

Every S/4HANA Transformation is a Business Transformation

Every Business Transformation needs to consider Processes, Systems, Data and People

Business Transformation is a path to continuous Improvement

RISE in a nutshell

RISE with SAP is a comprehensive offering with:

- Cloud ERP for every business need
- Industry next practices and extensibility
- Analytics and business process transformation
- Outcome-driven services from SAP and our partners

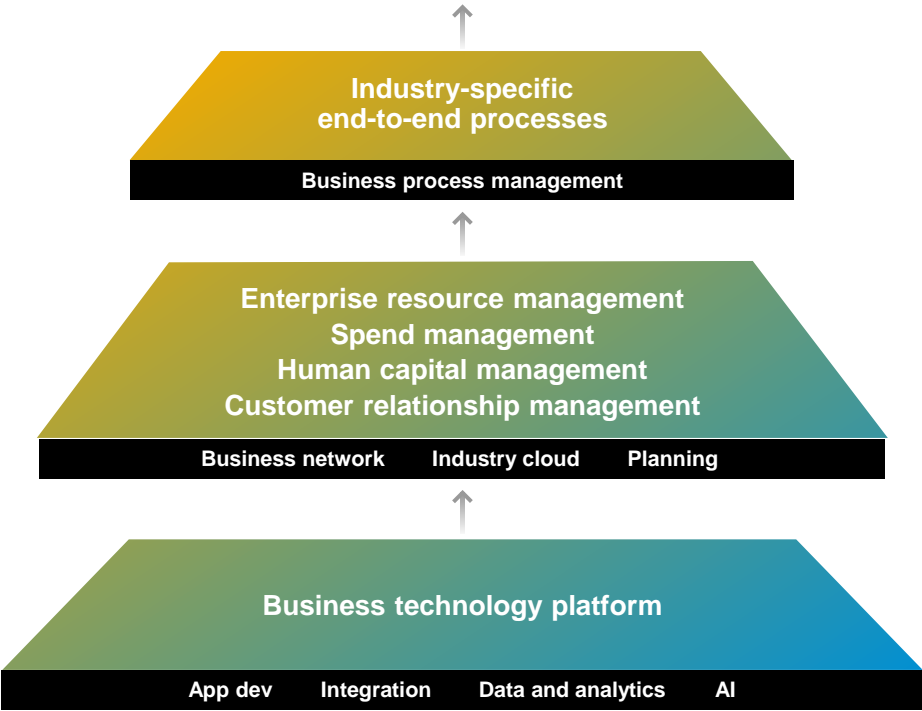*Launched in January 2021*

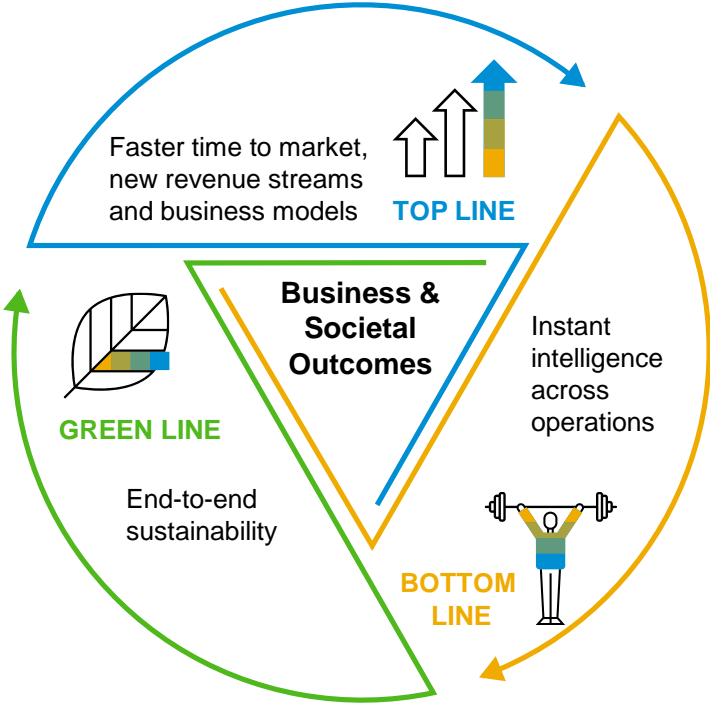THE BEST RUN SAP

RISE outcome: An intelligent, sustainable enterprise

Intelligent, sustainable enterprises ...

- 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

... delivering business and societal outcomes

Faster time to market, new revenue streams and business models — **TOP LINE**

Instant intelligence across operations

Business & Societal Outcomes

GREEN LINE

End-to-end sustainability

BOTTOM LINE

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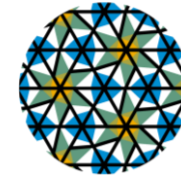# RISE Foundation – 5 pillars

Cloud ERP

Business process intelligence

Business platform and analytics

Business networks

Outcome-driven services and tools

(CLOUD) INFRASTRUCTURE OPTIONS (IaaS) – SAP Data Center
or Hyper-scaler or Tailored Data Center options

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RISE Foundation

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
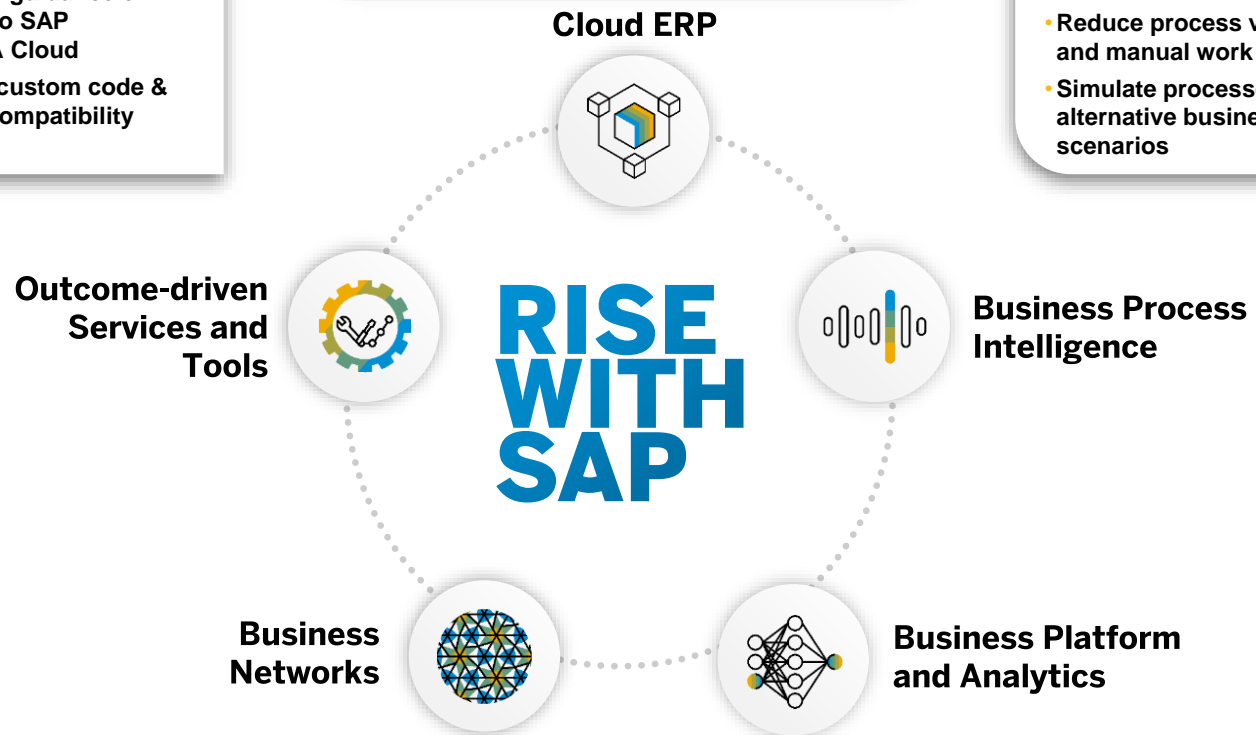
Cloud ERP

- 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 Platform and Analytics

- 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

Business Process Intelligence

Business Networks

Business Platform and Analytics

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Customer Benefits

ONE SLA

Next-generation industry

Collaborative networks

Openness and modularity

SAP S/4HANA Cloud

RISE WITH SAP

Infrastructure options

Process insights & best practices

Transformation tools and services

Line-of-business value

Operational O and Experience X data

How RISE alleviates today's pain points

__Remember:__

A transformation is not a lift-and-shift exercise from on-premise to the cloud!!

Today's pain points:	How RISE alleviates:
Cloud transformation benefits take longer to be realized	Predictable cost of migration, and faster ROI
Complete cloud transformation is too much to handle.	Cloud economics aligned with your current functional scope
Customized processes slow down innovation.	Side-by-side innovation and system upgrades delivered by SAP
Management and maintenance for applications landscapes.	Lower TCO as direct benefit from the move to cloud. One contact and responsible party
Complex landscapes tied to on-premise releases.	Standardized system with proven best practices architecture in the cloud

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Choice of infrastructure

CLOUD ERP INFRASTRUCTURE

BUSINESS PROCESS INTELLIGENCE

BUSINESS PLATFORM AND ANALYTICS

BUSINESS NETWORKS

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

S/4HANA Cloud ERP options

SAP S/4HANA Cloud, public edition

Ready-to-run cloud ERP that delivers the latest industry best practices and continuous innovation.

OR

SAP S/4HANA Cloud, private edition

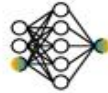Tailored-to-fit cloud ERP that adapts to your organization's unique transformation.

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Business Process Intelligence

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

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Business Platform & Analytics

CLOUD ERP

BUSINESS PROCESS INTELLIGENCE

BUSINESS PLATFORM AND ANALYTICS

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

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Business Networks

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

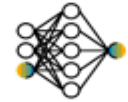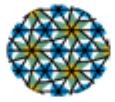# Outcome-driven services & tools

CLOUD ERP

BUSINESS PROCESS INTELLIGENCE

BUSINESS PLATFORM AND ANALYTICS

BUSINESS NETWORKS

OUTCOME-DRIVEN SERVICES AND TOOLS

SAP's partner ecosystem including Global Strategic Service, Cloud Infrastructure, and Value Added Resell (VAR) partners provide outcome-driven services and tools to help you along your business innovation journey.

Below mentioned tools are offered by SAP:

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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Case Study – Nippon Gases

COMPANY OVERVIEW

- ✓ As part of the Japanese Nippon Sanso Holdings Corporation, Nippon Gases Europe is one of the leading industrial and medical gases companies in Europe

- ✓ More than 3,000 employees supply more than 150,000 customers with gas-based solutions in the metal production and metallurgy, chemical, electronics or food and beverage industries

- ✓ In Europe, Nippon Gases is represented in 13 countries with more than 100 production sites

PROBLEM/SITUATION

- Historically, the sites worked with a set of different ERP solutions, which involved considerable effort for maintenance, updates and servicing
- There was a large number of interfaces to keep up-to-date in order to continue to be able to exchange data smoothly between individual group divisions

SAP RISE BENEFITS

- The new, standardized ERP processes based on SAP S/4HANA ensure faster and more transparent processes at Nippon Gases
- This enables a better overview when tracking gas deliveries so that compliance requirements can be met more easily. At the same time, costs are reduced because IT has to manage only one ERP system and requires less time for administrative tasks

Case Study – American Air Filter

COMPANY OVERVIEW

- ✓ World's largest manufacturer of air filtration solutions, operating production, warehousing, and distribution facilities in 22 countries across 4 continents

- ✓ With its global headquarters in Louisville, Kentucky, AAF is committed to protecting people, processes, and systems through the development and manufacture of the highest quality air filters, filtration equipment, and containment housings

PROBLEM/SITUATION

- ✓ Replace multiple disparate and antiquated ERP systems with a single, global platform and integrated processes to help meet the needs of customers, suppliers, and stakeholders
- ✓ Lay the foundations to meet the strategic imperative of improving operating margins and working capital while achieving significant revenue growth

WHY SAP (RISE)?

- ✓ Accelerated and guided path to SAP S/4HANA through the RISE with SAP offering, leveraging preparational, analytical, and enablement tools and services for an optimal transition
- ✓ Reduced cost and complexity in its IT landscape allowing the business to grow revenue significantly without proportionally increasing costs
- ✓ Enabled critical decision-making, gaining context to manufacturing data through dashboarding & analytics capabilities

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Case Study – Cirque du Soleil

COMPANY OVERVIEW

- One of the largest entertainment companies in the world; it creates some of the world's most-striking live entertainment with unforgettable shows, multimedia experiences, theme parks, and special events. It aims to make a positive impact on people, communities, and the planet with its most important tools: creativity and art
- They have a workforce of 3,600 people, including 1,100 artists from 50 different countries who speak more than 25 different languages

PROBLEM/SITUATION

- Pivot, scale, & create new & engaging fan experiences
- Operational efficiencies
- Innovation

SAP RISE BENEFITS

- Established a cloud-based platform with the security, flexibility, and scalability needed to support future growth
- Improved control over core business functions, such finance and merchandising
- Increased quality and speed of purchasing decisions with near-real-time visibility into the complete purchase process
- Standardized the process for worldwide travel and expense
- Greater ability to create new fan experiences with insights gained from customer feedback

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Case Study – Veolia Group

COMPANY OVERVIEW

- Europe-based Utilities major that provides services for water, waste, and energy management
- To speed transformation of Poland's energy, water, and wastewater systems, Veolia needs to transform its fragmented operations across 123 localities in the country into a single, integrated intelligent enterprise.

PROBLEM/SITUATION

- Outdated on-premise ERP system no longer supports processes and inhibits further innovation
- Fragmented satellite systems require significant data reconciliation time and maintenance costs
- Need for agile ERP to securely deliver information to anyone, anywhere for informed, timely decisions
- Desire for a single solution that meets business harmonization and standardization requirements while supporting full range of cloud-enabled digital transformation and collaboration projects

SAP RISE BENEFITS

- IT and finance resources freed up due to a simplified IT landscape that needs less maintenance
- Light, scalable, and secure cloud infrastructure supporting employee hybrid work and mobile devices
- Paperless operations, including digitalization of internal control and compliance processes
- Finance flexibility that enables rapid incorporation of legal and accounting changes

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Where to find more information

RISE with SAP at https://www.sap.com/products/rise.html

RISE with SAP S/4HANA Cloud at
https://support.sap.com/en/product/onboarding-resource-center/rise/rise-public.html

RISE with SAP S/4HANA Private Cloud edition at
https://help.sap.com/docs/RISE_WITH_SAP_PRIVATE_CLOUD_EDITION

LinkedIn article, Anurag Barua, 'How the customer benefits from SAP RISE' at
https://www.linkedin.com/pulse/how-customer-benefits-from-sap-rise-anurag-barua/?trackingId=TD%2FkUUjxJ70JhCc9blEfuA%3D%3D

Key Takeaways

- Current technology trends makes it an imperative for enterprises of all sizes to become intelligent enterprises

- RISE is your vehicle for transformation & enabler of the intelligent enterprises

- RISE provides a comprehensive portfolio of tools, applications, and other building blocks that caters to all aspects of your transformation journey

- RISE has a strong cloud foundation & therefore accelerates your move to the cloud

- Success stories that I shared stand testimony to the value and benefits that it brings

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Thank you.

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