

SAP Signavio

Next-Generation Business Process Management (BPM) for Best-Run Companies

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SAP Signavio Center of Excellence
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SAP Signavio – Take-Aways

- ✓ Well-run companies **manage operational performance** by managing their business processes
- ✓ Signavio provides next-generation, digital applications for managing **effective and efficient** business processes
- ✓ Signavio provides a **data-driven** foundation for an organization's **continuous improvement** program
- ✓ Signavio will significantly improve the effectiveness of your **S/4HANA implementation**, and **reduce some of the most common challenges** associated with ERP implementations
- ✓ The inclusion of **GenerativeAI** will enable Signavio to predict process performance and outcomes, make better improvement recommendations, and work with more **abstract** business processes

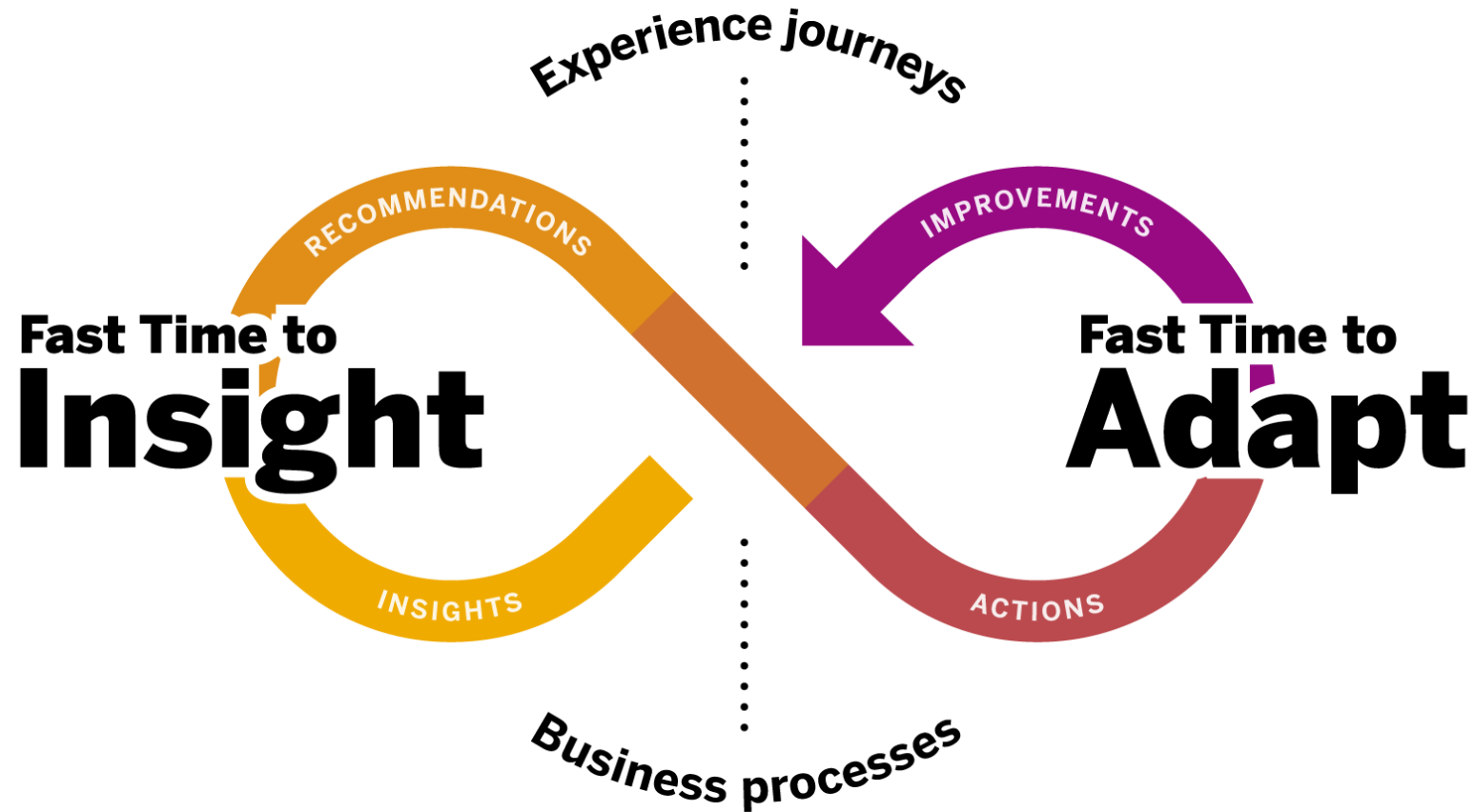
SAP Signavio - Next-Generation Business Process Management Agenda

❖ **Continuous Improvement**

❖ **S/4HANA Implementation**

❖ **Signavio and GenAI**

Achieving fast insights to action at scale



Continuous process transformation becomes a source of sustained competitive advantage.

In this context, **time to insight and time to adapt** are key to becoming an intelligent enterprise.

SAP Signavio

Assess Process Health with Monitoring, Analysis, Benchmarking, and Improvement Recommendations

The screenshot displays the SAP Signavio interface for process monitoring. The left sidebar shows the 'Start' page with an 'Entry Point' dropdown set to 'Source to Pay'. Below this, there are sections for 'Processes to Analyze' and 'Immediate Actions to Take'. The main content area shows a detailed view of the 'Supplier invoice issuing to FI-AP clearing' process, which has 28.2K documents. A callout box highlights a specific issue: 'Spot process issues to further investigate'. The callout lists three categories of issues:

- FI-AP items not cleared via payment run: 3% (782 items)
- FI-AP items cleared more than 3 days before net due date and no discount: 15% (4.3K items)
- Payment terms different in FI-AP and purchase order: < 1% (253 items)

The interface also shows a 'Most Frequent Blockers and Other Information' section with a 'Hide' button. The bottom of the screen shows a navigation bar with 'SAP Signavio Process Insights' and 'End-to-End Processes > Source to Pay > All Modular Processes'.

SAP Signavio

Assess Process Health with Monitoring, Analysis, Benchmarking, and Improvement Recommendations

Compare own process performance with industry peers to calculate value potential

The screenshot displays the SAP Signavio interface. The left sidebar shows navigation icons. The main content area is divided into sections: 'Start' with an 'Entry Point' dropdown set to 'Source to Pay'; 'Processes to Analyze' with a description and two metrics: '7 Process flows' and '6 Process flows with 3 or more blockers'; 'Immediate Actions to Take' with a description and four metrics: '31 Correction recommendations', '2 Correction recommendations for automation', '11 Correction recommendations for master data', and '6 Correction recommendations for transactional data'. A large circular callout highlights the 'Automation rate: Supplier invoice clearing' section, which shows a performance indicator of 54.47 Percent and 99.4K EUR. Below this is an 'Industry Benchmark' chart with a red needle pointing to 57% on a scale from 51% to 95%. A text box explains that the 54% performance is below the 81% industry median. To the right, a table lists '5 Objects' with columns for 'Object Number' and 'Company Code'.

Object Number	Company Code
00011	JCM1
00026	CZ01
000107	CIT1
0000109	PLI1
0100000116	PLI2
0100000263	PHU1
0100000264	PHU1
0100000268	TH01
0100000269	TH01
0100000270	TH01

SAP Signavio Process Insights

Innovation recommendations: Innovate your processes with new technologies

Recommendation	Relevance ¹	Industry Popularity ²	Lines of Business
SAP S/4HANA Capabilities (58)			
Purchase Order Processing	■■■	■■■	Sourcing & Procurement
Extended Warehouse Management ^{NEW}	■■■	Not available	Supply Chain
Delivery Management	■■■	■■■	Supply Chain
Warehouse Management	■■■	■■■	Supply Chain
Commodity Procurement	■■■	■■■	Finance
Goods Movement	■■■	■■■	Supply Chain
Kanban Manufacturing	■■■	■■■	Manufacturing
Outsourced Manufacturing	■■■	■■■	Manufacturing
Yard Logistics ^{NEW}	■■■	Not available	Supply Chain
Production Execution	■■■	■■■	Manufacturing
Quality Improvement	■■■	■■■	Manufacturing
Capacity Planning	Not available	■■■	Manufacturing
Construction Project Issue and Change Management	Not available	■■■	Supply Chain, R&D/Engineering
Material Requirements Planning	Not available	■■■	Manufacturing
Product Costing	Not available	■■■	Finance
Product Development Foundation	Not available	■■■	R&D/Engineering
Production Control	Not available	■■■	Manufacturing

900+ Innovation Recommendations available

Get recommendations for **best-practice SAP technology and SAP solutions**, for example, robotic process automation (RPA) bots or SAP S/4HANA capabilities.

Choose the **improvement path** that is right for your organization.

SAP Signavio Process Insights

Innovation recommendations: Innovate your processes with new technologies

SAP Signavio Process Insights

End-to-End Processes > Plan to Fulfill > All Modular Processes

Process Flows Performance Indicators Correction Recommendations **Innovation Recommendations**

SAP S/4HANA Capabilities (58) SAP Build Process Automation (6) Intelligent Technologies (6) User Experience (36) Other SAP Solutions (10)

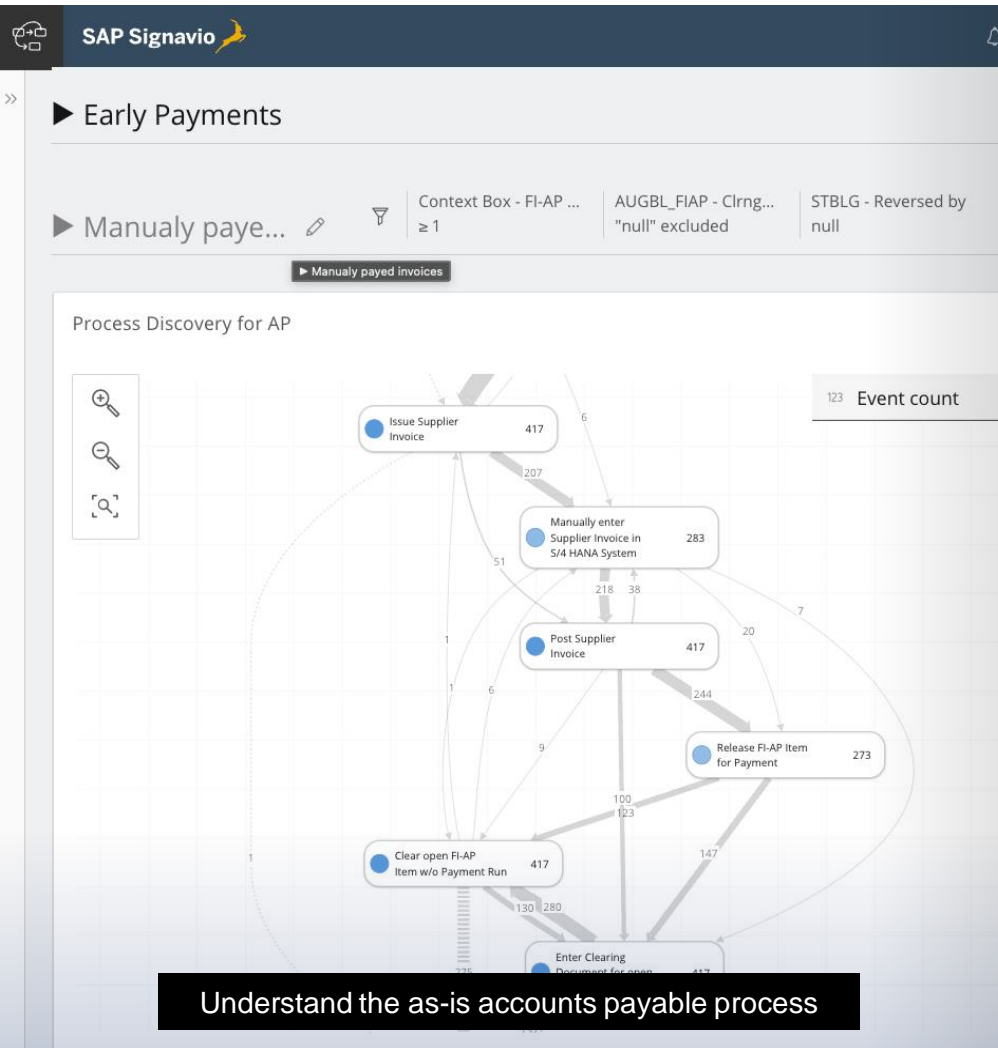
Process	Performance Indicators	Correction Recommendations	Innovation Recommendations
Commodity Procurement	■■■	■■■	Finance
Goods Movement	■■■	■■■	Supply Chain
Kanban Manufacturing	■■■	■■■	Manufacturing
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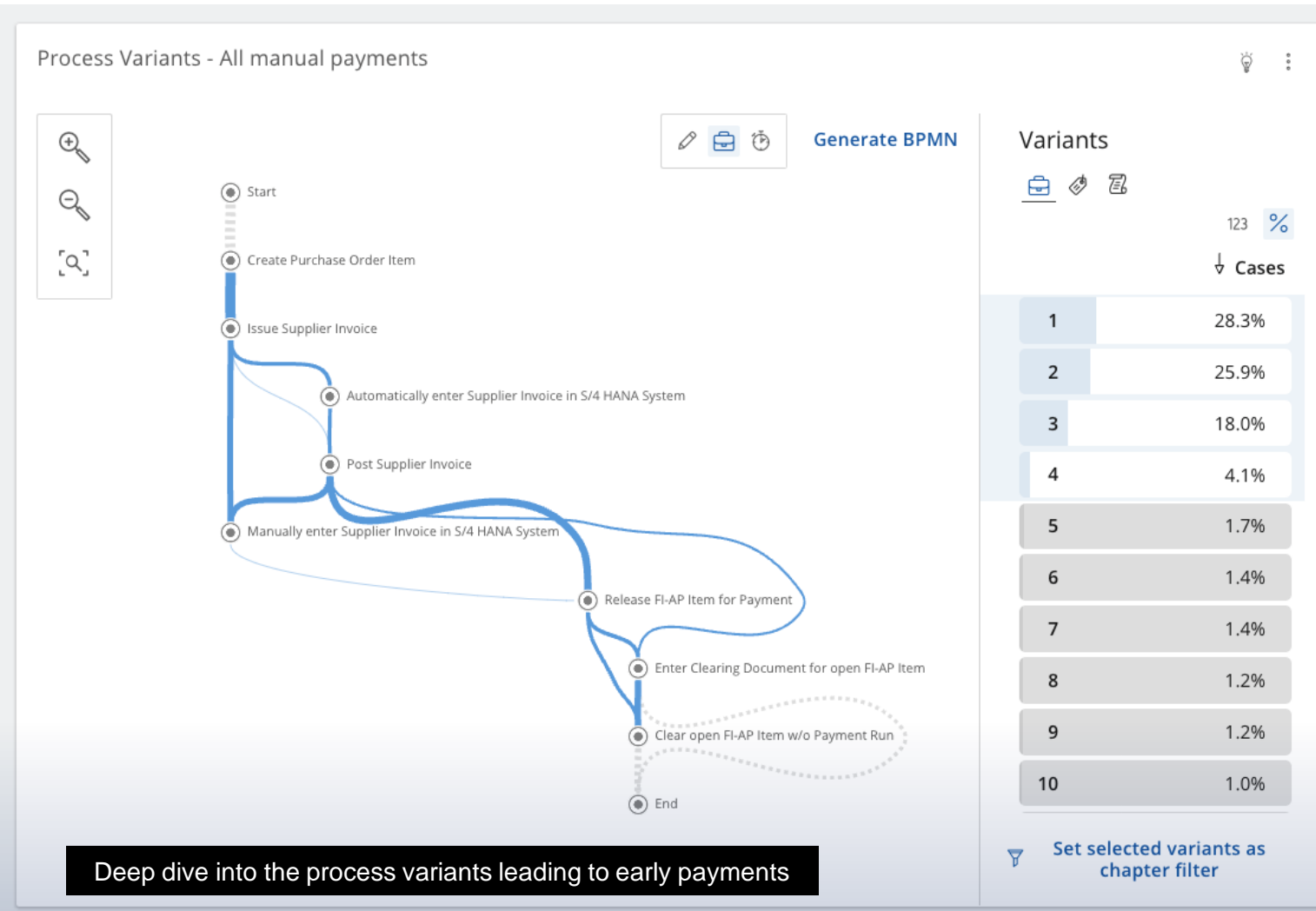
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Deep Process Analysis Across SAP and non-SAP Applications

Process Variant Analysis



Understand the as-is accounts payable process



Deep dive into the process variants leading to early payments

Variants



123 %

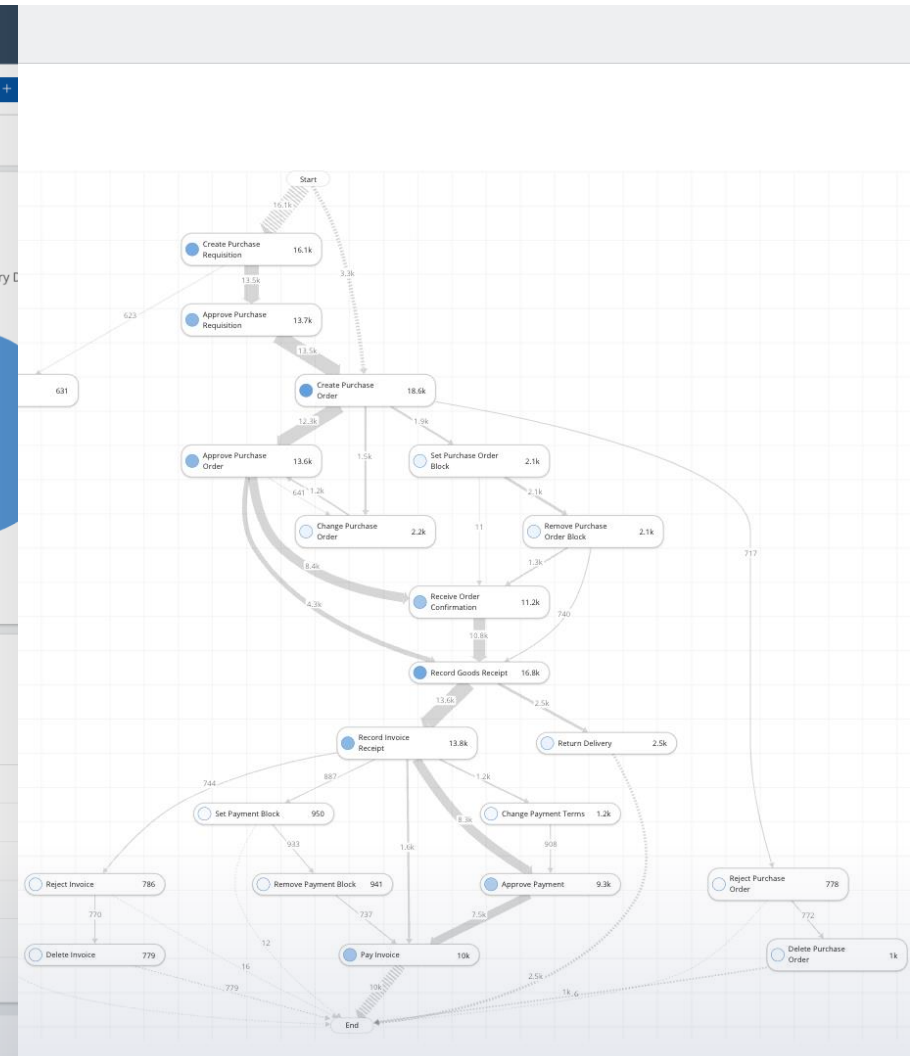
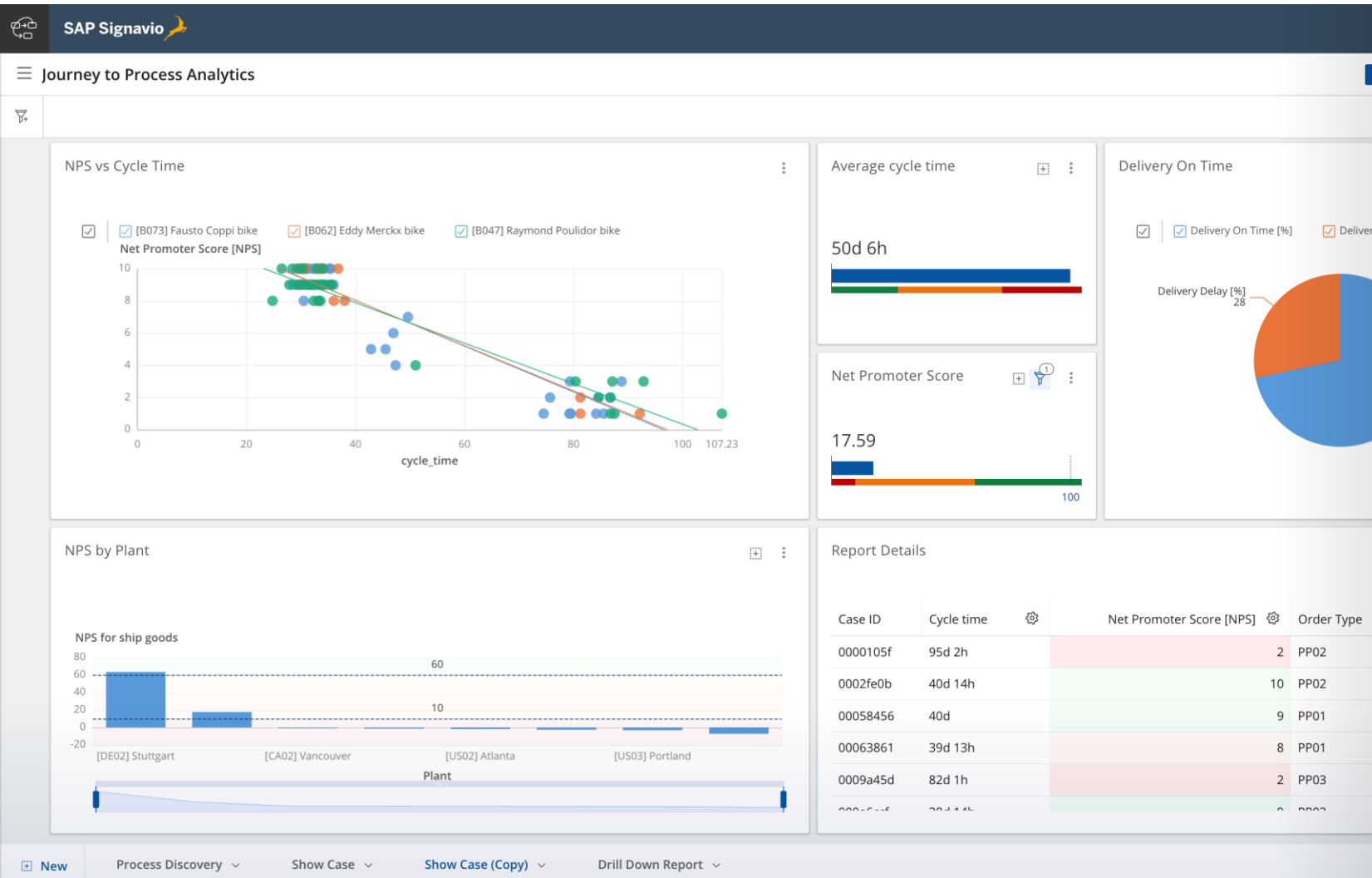
↓ Cases

1	28.3%
2	25.9%
3	18.0%
4	4.1%
5	1.7%
6	1.4%
7	1.4%
8	1.2%
9	1.2%
10	1.0%

Set selected variants as chapter filter

SAP Signavio

Deep Process Analysis Across SAP and non-SAP Applications



SAP Signavio

Collaborative Process Design and Governance

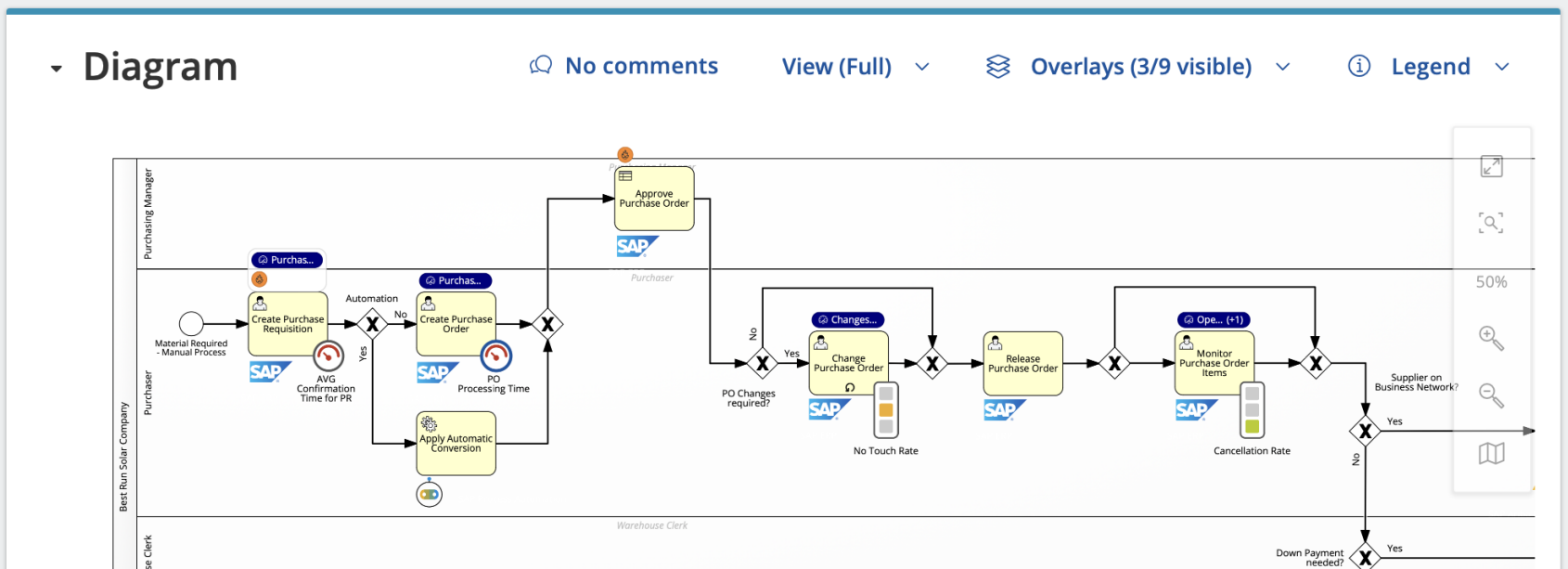
SAP Signavio Create

Processes > 2023 Plays >

SP1 - VDT - Procurement of Direct Ma

Level 1 | Revision 48 | Last published 02/02/2023 | Last author SAP Signavio

- Central process repository
- Revision control
- Approval workflows
- Process simulation
- Process comparison
- Use of SAP Best Practice process flows
- Signavio accelerators
- Integrations



Next-Generation Business Process Management Agenda

❖ **Continuous Improvement**

❖ **S/4HANA Implementation**

❖ **Signavio and GenAI**

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

SAP Signavio – Available Service

- ❖ **Current-State Models** – Graphical and analytical views of existing “as is” processes
- ❖ **Preliminary Future-State Models** – Starting point for collaborative process design of “to be” models
- ❖ **Fit to Standard** – Assessment of current ECC (or S/4HANA) processes compared to SAP Best Practice processes

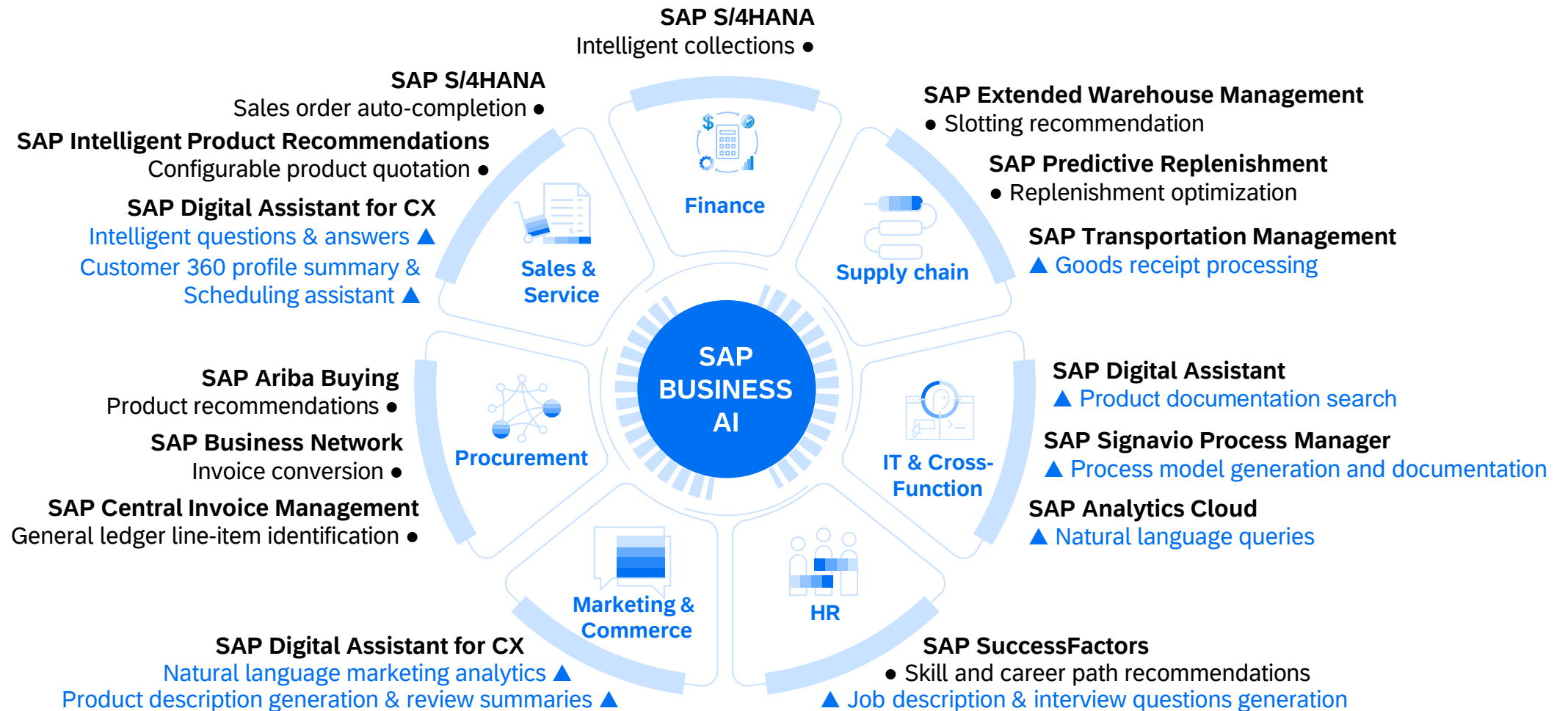
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Gen AI and Traditional ML Use Cases



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SAP S/4HANA Capabilities (58)

SAP Build Process Automation (6)

Intelligent Technologies (6)

User Experience (36)

Other SAP Solutions (10)

Process	Current State	Recommendation	Technology
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is right for your organization.




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Hawk Shoes Inc.





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Process Area


Compliance


Finance


Logistics


Sales


HR

Plug&Gain Insights

Process compliance
90,5%
Compliance issues outstanding
3%

Late payments
52%
Days payable outstanding average
49 days



Inventory
50%
Warehouse stock utilization
110%



Overall store sales
58%
Just-in-time stock levels
45%



Employee Engagement
88%
Time to Hire
28 days



KPI's

Sales goals per target group  
116%

Cycle time create supplier invoice to payment run  
12 days

Lead time to replenish stock  
73 hours

Overall automation rate  
40%

eNPS  
8




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eNPS  
8



Finance - Process Overview

Level 2 | Revision 15 | Last modified Yesterday | Last author Giuseppe Rossi

Diagram

Invoice to Pay

Invoice to Cash

Supplier payment from purchasing

Best-Run Score
20% 7,240 Cases

Supplier payment without purchasing

Best-Run Score
98% 13,742 Cases

Cash collection for non-sales (invoices)

Best-Run Score
31% 15,552 Cases

Sales billing document creation to FI-AR clearing

Best-Run Score
67% 1,097 Cases

Sales order processing with order-related billing

Cash collection for sales (invoices)

Best-Run Score
73% 914 Cases

Cash collection for sales (debit memos)

Best-Run Score
33% 183 Cases

Cash collection for sales (intercompany invoices)

Process.AI

Improve performance

See finance details

Within your finance processes, the **Supplier payment from purchasing** needs your primary attention.

The following recommendations will fix your problems for you:

Select improvement recommendations 3 of 3
Found by Process.AI

KPI Recommender

Add 2 KPIs to be monitored, to proactive track your process health performance

Fix Analyze and fix

Action Recommender

Enhance your process by implementing an automation with SAP Build Process Automation

Fix Analyze and fix

Process Recommender

Profoundly improve by changing to the most suitable finance best practice BPMN model

Fix Analyze and fix

Fix all Analyze and fix all Decline

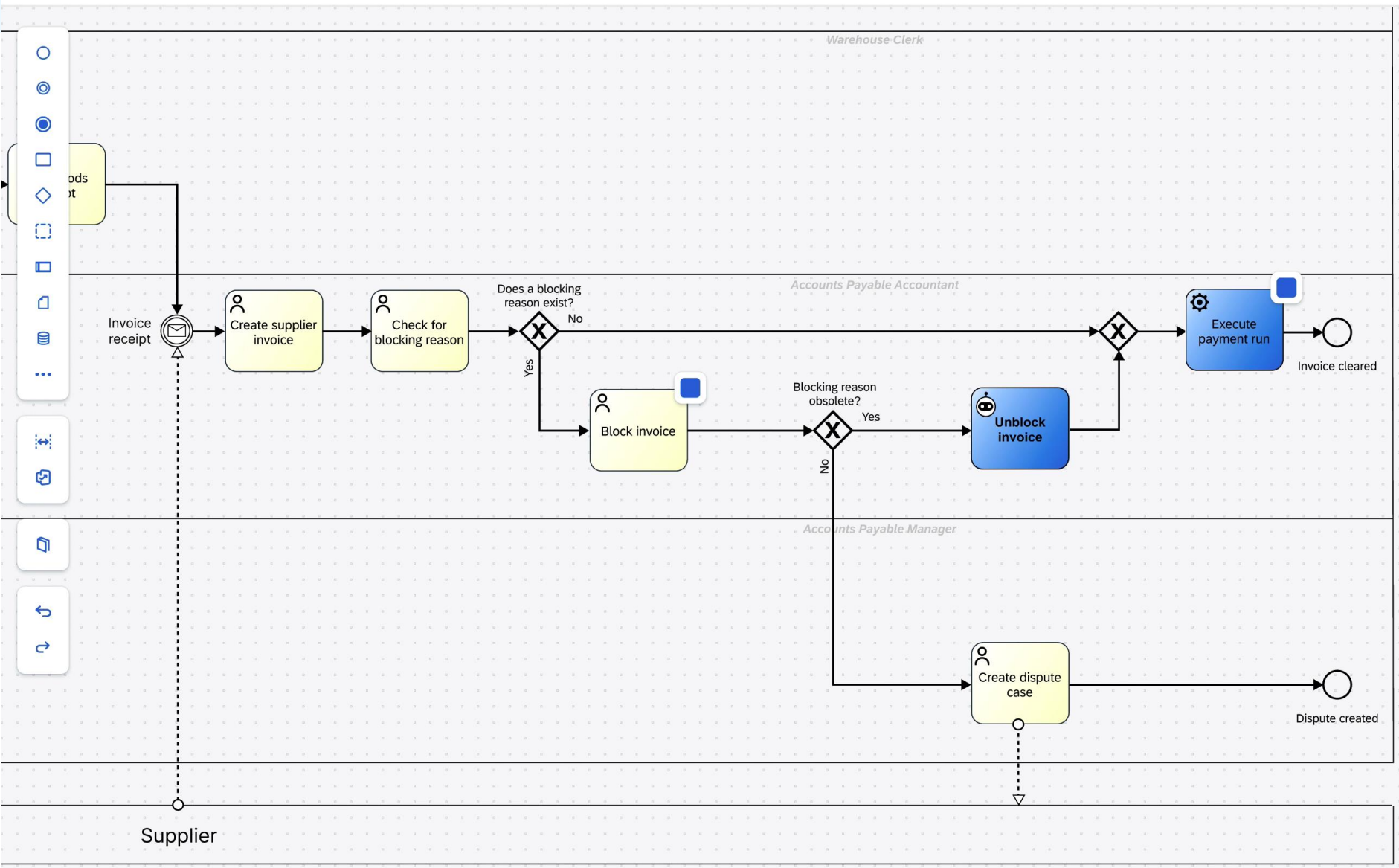
How can I help you?

Process accounts payable (global)

All changes saved

Draft Share

File Edit View Tools

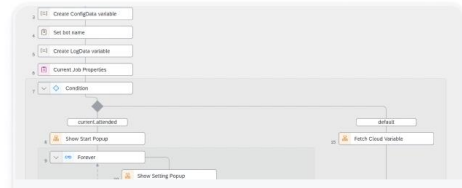


Process.AI

Navigation icons: refresh, share, list, close

Add all to model

As second step, add this automation to your process as a **recommended action**:



Automated removal of payment block
 ★★★★★ (153)
 Add to model Decline

why this bot and what's the expected outcome

To accelerate the unblocking processes which is currently done manually, this bot can be used to release invoices. The invoices will be released automatically based on certain rules and in mass. This is expected to **reduce the number of overdue invoices** which are blocked for payment, but should have been unblocked already.

Do you want to add this automation to your process?

Add to model

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Hawk Shoes Inc.

Level 1 Revision 20 Last published 1 Minute ago Last author Giuseppe Rossi

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Logistics

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Process.AI

Improve finance performance

Given your 90K purchase orders per month volume, the simulated impacts on multiple KPIs. The most impactful is the reduction in the rate of late payments. The performance improvements will be **visible in less than 90 days**.

You can be notified either

- in **90 days**
- **earlier**, if the the simulated outcome is achieved quicker
- proactively notify you if there is any **anomaly monitored** compared to the simulated outcome

Would you like to set a reminder?

Set reminder Decline

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SAP Signavio

Process Excellence, Continuous Improvement, and S/4HANA Implementation



For more information or to request details....

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