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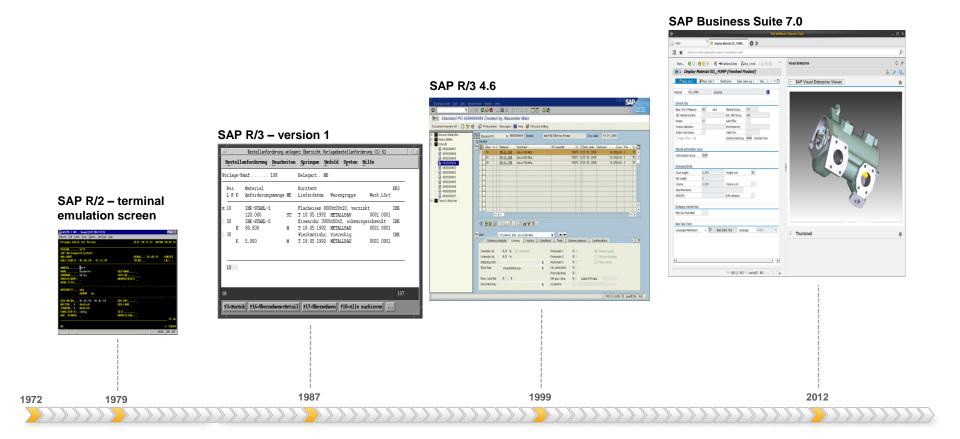
Instruction how to use this road map

This road map contains a holistic overview of user experience in lines of business.

The road map is structured into:

Section	Slide		
 Introduction 	• 4 – 10	•	
 Solution today 	• 11 – 56	•	
 Planned innovations 	• 57 – 92	•	by line of business
Future direction	• 93 – 115	•	by lifte of business
 Appendix: Solution today 	• 116 – 296	•	
Appendix: Planned innovations	• 297 – 342	•	

Evolution of the Expert User Experience



But expectations are changing

Support me in making complex decisions

Keep me informed – fast and focused



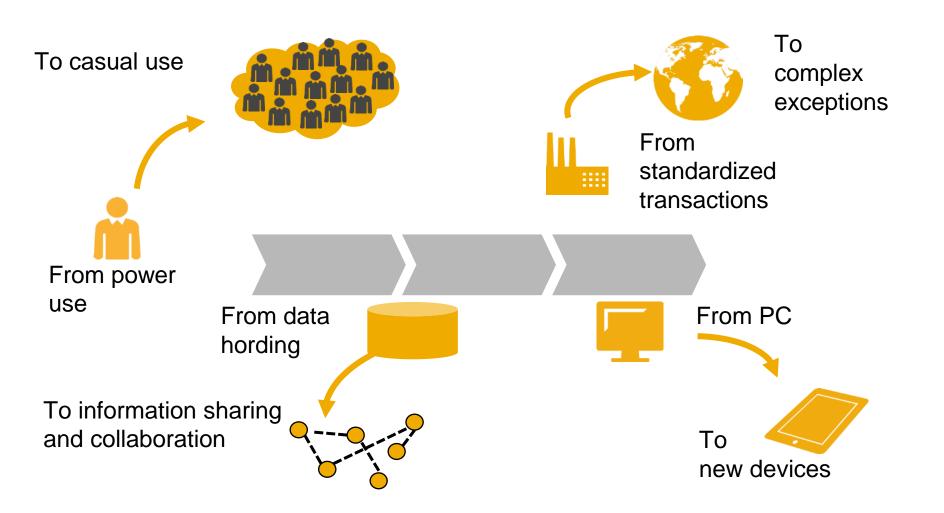
Let me use the tools and devices that I'm used to

Give me the ability to work everywhere



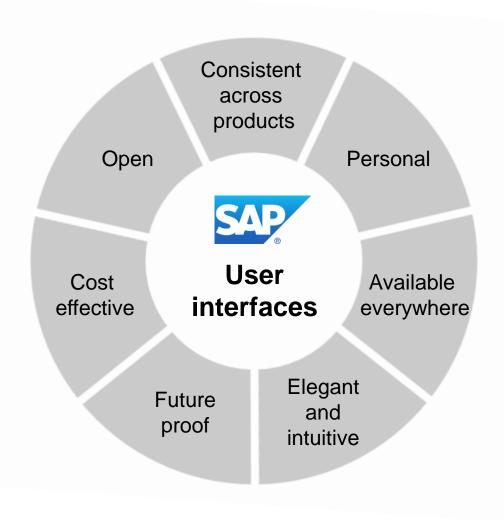
Let me collaborate and use my network to get my job done

SAP is changing



SAP user interfaces

Market and customers requirements of a UI



SAP user interfaces

Address all kind of end-user types

Casual user:

- Demands simple user interfaces with userfriendly interaction models
- Will not take any training
- Might use multiple devices



Expert user:

- Expects a dense and nonmodal user interface
- Is very experienced and skilled
- Might use desktop devices



^{*}people can be casual and/or expert users depending on the activity

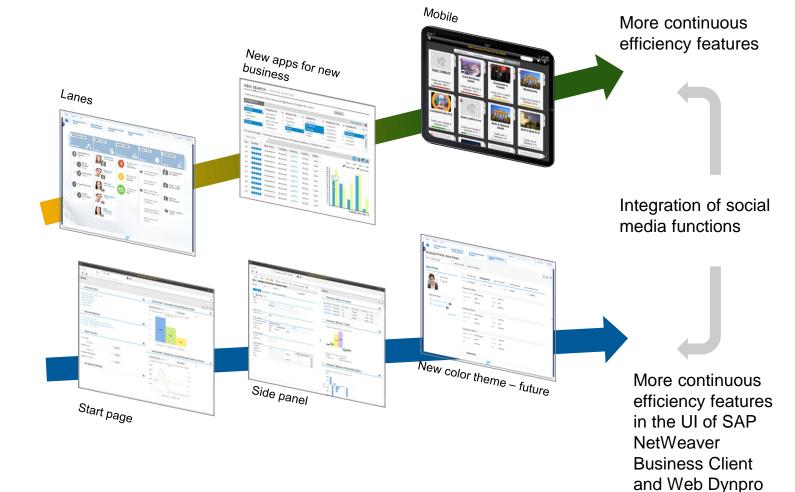
User experience – new face of SAP Business Suite

Future technologies

Main focus: Casual use

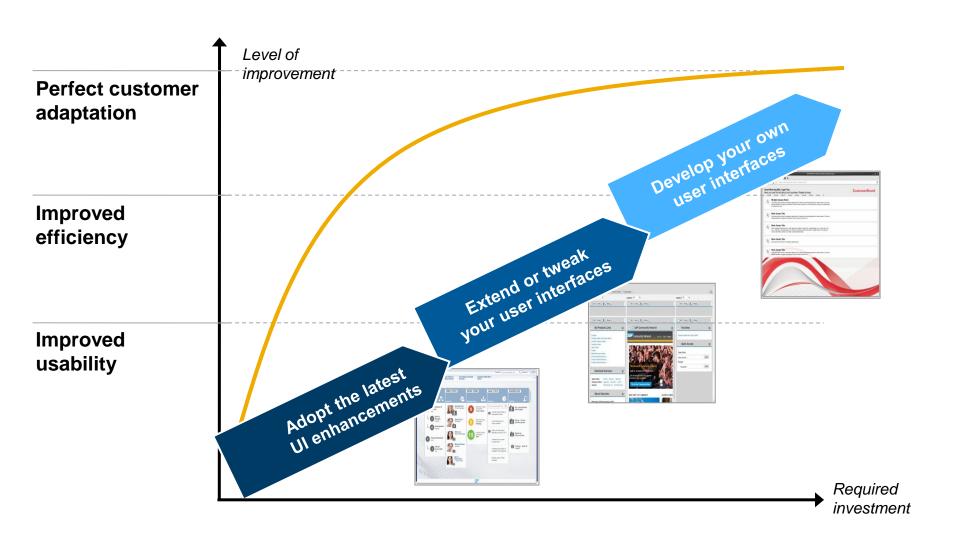
Existing technologies

Main focus: Expert use



ABAP

Get the most out of usability



Overview of SAP road map for user experience

Increase efficiency

- SAP Visual Enterprise applications
- Google-like (user-friendly) search
- One place for everything needed:
 - Side panels
 - Persona-specific entry pages
- Casual use in targeted areas

Be user-friendly for everyone

- Non-disruptive expert user renewal (entry pages, predefined side panels, and click reduction)
- Pervasive casual use
- Mobile first
- HTML5 casual desktop use
- Self-provisioning of innovations
- No training

Extend your business

- Collaborative working styles
- Native communication and notification context (Facebook, notification center, tiles, flipbook, and so on)
- Direct graphical instead of textual manipulation
- Ability to decouple innovation cadence of user experience (UX)
- Complex exception-based working model

Solution today

Planned innovations

Future direction

Overview of SAP road map for user experience

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Planned innovations

Future direction

Expert user – renewal of SAP Business Suite

Summary of recent innovations 1/2

Line of business

Finance HR Manufacturing EAM HR administration - employees and org **Maintenance Worker** Treasury and financial **Quality management and** risk management: Contemporary look and feel; efficient compliance: Improved user SAP Quality Issue Management Optimized handling of navigation; social media integration experience for the (SAP QIM) with user-friendly Web UI maintenance worker bank-statement Processes and Forms: Additional standard UI; service enablement to facilitate use of on traditional platforms interface processing and mobile devices SAP Payment non SAP standard UI Approvals mobile app **Shared Service Framework** Production planning and execution: Accounting and New power lists for process Asset Visibility and Integration with E-Recruiting Portal self-service for online tickets **Performance** financial close: industries **HR Shared Services Analytics** Enhancements for shift report and Set up plant dashboards New user experience and act on alerts and new processes* Recruiting notes Real-time analytics for operational Visibility into plant Enhancements in kanban planning, Finance overall: operations in a unified Side panel integration reporting execution, dashboard... (master data, Insight to action to view requisitions and and usability embedded analytics, candidate profiles directly Shop floor dispatching and **SAP Visual Enterprise** Talent development and learning monitoring tool and collaboration) **Entry pages** Extension of SAP Learning Solution to Viewer Shop floor dispatcher and monitor: Visually locate or query **Travel management:** enable and train the extended community: to identify the asset for SAP Mobile Time and management of training offerings for Decision support for order Travel maintenance, repair, or extended target groups; ability to provide, assignment to individual machines SAP Travel sell, and promote to extended target via alerts, visualization of alternative upgrade OnDemand groups; track and monitor training machines, order and operation dates **Mobile Apps** completion of externals; enablement of commercial training scenarios

Expert user – renewal of SAP Business Suite

Summary of recent innovations 2/2

Line of business

Procurement	R&D	Sales	Supply Chain
 Embedded analytics in SAP SRM and SAP ERP Sourcing cockpit graphical search SAP StreamWork – integration in SAP Supplier Relationship Management SAP Sourcing – dashboards SAP Sourcing – split pane windows SAP Sourcing – digital signatures SAP Data Enrichment and Classification OnDemand – data collection dashboard SAP Data Enrichment and Classification OnDemand – export to Microsoft Excel SAP Data Enrichment and Classification OnDemand – custom supplier hierarchy SAP Spend Performance Management – new landing page SAP Spend Performance Management – workspace SAP Spend Performance Management – ad hoc reporting Employee shopping in SAP ERP Offline bidding using interactive forms SAP Cart Approval mobile app New layout for documents in supplier self-service 	Complete re-write of UI, move to latest SAP UI technology with use of Web Dynpro (ABAP) and floor plan manager	 SAP Sales OnDemand solution: A 360-degree view of SD and external data, campaigns, target groups, leads, and enhanced dashboard personalization Configuration tool enhancements, new features for AET, search helps, faster navigation SFA content in SAP CRM for use with Duet Enterprise software Visibility into net profitability by customer, product and service, activity and geography 	 Enhanced interactive backorder processing Home page for the planner in SAP APO (personalized UI building blocks, better alert overview, favorite reports) SAP Sales and Operations Planning powered by SAP HANA Graphical planning cockpit for transportation planning and execution with map integration Supply Chain Info Center Customer Connection enhancements in APO gATP and SNC

New casual UX

Summary of recent innovations 1/2

Line of business

EAM	Finance	HR	Manufacturing
 New Maintenance Worker interface Syclo Mobile Work Orders EAM Analytics Visual Enterprise viewer 	Receivables management: SAP Customer Financial Fact Sheet mobile app Treasury and financial risk management: SAP Cash Forecasting, powered by SAP HANA Financial performance management: SAP Real Spend mobile app HANA based Analytics WCM, GR/IR incl. RDS package with ~18 Crystal Reports delivered on Virtual Data Model with HbA 1.0.	Employee self-services: Updated look and feel; usability improvements for benefits enrollment; calendar like timesheet UI Manager self-services: Enhanced user experience; delegation of tasks/applications; new analytics and dashboards SAP HR Approvals: Approve/reject requests with access to team calendar and balances SAP Leave Request: Create leave requests, check balances and team calendar SAP Employee Lookup (Mobile): View employee profiles and org chart SAP Timesheet (Mobile): Enter time and submit for approval; view missing entries and approval status Performance management: Improved user experience and integration in talent review Talent review: Improved meeting and search SAP HCM Interview Assistant: View and classify documents; hire/reject functions SAP Learning Assistant: Everywhere/any time Learner Portal: Improved user experience and flexibility SAP Manager Insight (Mobile): Access reports and employee details	Quality management and compliance: SAP ERP Quality Issue mobile app SAP Manufacturing Integration and Intelligence: Enhanced the integration of SAP Dashboard and Crystal Reports with MII 14.0 SAP Manufacturing Execution: New Web- & role-based easy-configurable Touch Screen enabled Production Operators Dashboard (POD) UI for plant workers POD integration with SAP Visual Enterprise for visual work instructions and defects logging

New casual UX

Summary of recent innovations 2/2

Line of business

Procurement	R&D	Sales	Supply Chain
 Simplified shopping Employee shopping in SAP ERP Offline bidding using interactive forms SAP Cart Approval mobile app New layout for documents in supplier self-service 	Complete re-write of UI, move to latest SAP UI technology with use of Web Dynpro (ABAP) and floor plan manager	 Next-generation Web channel platform Accessfor sales reps via smart phones including quotes, orders and sales tools like an available to promise check and near me SAP Retail Execution mobile app 	SAP Extended Warehouse Management Collaborative, graphical planning cockpit Warehouse dock scheduling with ergonomic graphic user interfaces Web UI access for business partners

Recent innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Recent innovations for enterprise asset management

Overview

		Palana
Key needs	Key innovations	Release
 Calculation and visualization of key performance indicators (KPI) on critical asset performance 	 Improved visibility into the performance of equipment and assets using user-friendly scorecards and dashboards 	SAP Asset Analytics rapid- deployment solution
 Easy access to and processing of all jobs affecting a certain maintenance worker or work center 	 Completely new and user-friendly UI for the maintenance worker 	• SAP ERP 6.0 EHP5 and EHP6
Ability to use a map as an additional UI for dealing with assets	 Mapping of enterprise assets with multiple map options 	• SAP ERP 6.0, EHP6 – SP03
Ability to visualize assets to improve workers' efficiency and improve safety	 Provision of animated 3-D pictures of assets and repair instructions, enriched by additional information 	SAP Visual Enterprise applications
Ability to provide workers and technicians with all the information they need at their workplace	 Applications for work order management, rounds, and inventory on a variety of end- user devices 	SAP Work ManagerSAP Rounds ManagerSAP Inventory Manager

Recent innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Recent innovations for treasury and financial risk management

Overview

		now now
Key needs	Key innovations	Release
 Reduced reconciliation time for bank statements Ability to report cash position and cash forecast faster 	Optimized handling of bank-statement processing:Replacement of multiple screens with a single efficient UI	• SAP ERP 6.0, EHP6 – FIN
 Treasury and Risk Management Ability to ensure manager sign-off on high-value payments 	SAP Payment Approvals mobile app:Push of urgent tasks to the treasurer	SAP Payment Approvals 2.2.0 - for iOS and Android
Optimized planning of mid- and long-term cash forecasting	 SAP Cash Forecasting, powered by SAP HANA: Powerful forecasting functionalities and real-time visibility for cash flow management 	• SAP HANA 3, revision 26

Recent innovations for accounting and financial close

Overview

Available now

Key needs

- Perfect user experience and dedicated business processes for customers and users in China
- Mobile solution for approvals

Key innovations

New user experience and new processes for core financial accounting:

- Mobile app for document verification
- Rapid deployment solution

Release

- CGP 1.0 add-on for SAP ERP 6.0, EHP6
- Mobile app for document verification
- SAP ERP rapid-deployment solution for finance and controlling for China





Recent innovations for receivables management

Overview

Available now

Key needs

- Access to financial data and customer invoices in real time
- Avoidance of calls to back office; accounting, e-mails, fax, and so on

Key innovations

SAP Customer Financial Fact Sheet mobile app:

- List of all customers classified as critical according to predefined rules
- Display of financial details for a selected customer
- Selection of original invoices
- Collaboration on promises to pay, disputes, and customer notes

Release

Mobile@Suite2011
 (version 3.0) – on-premise
 add-ons (iPhone, Android, and iPad)



Recent innovations for financial performance management

Overview

Available now **Key needs Key innovations** Release Review and recording of additional Modernized finance user experience SAP ERP 6.0, EHP6 across the SAP ERP Financials solution information (notes, attachments, master data, and charts) during execution of transactions Updated UI and transaction User interface and analytics SAP ERP 6.0. EHP6 – FIN execution improvements in managerial accounting New reporting options

Recent innovations for travel management

Overview

		Available now
Key needs	Key innovations	Release
 Mobile approval of expenses by managers 	 SAP Travel Expense Approval mobile app: Receive notification for travel expense approval Review expense report details Comment and approve or reject workflow 	Mobile employee productivity suite 2.0
 Mobile capture of expenses by employees 	 SAP Travel Receipt Capture mobile app: Create travel expense entry Capture receipt photo and record voice note 	 Mobile employee productivity suite 2.0
Mobile expense report by employees	 SAP Travel Expense Report mobile app: View credit card charges Add credit card charges to expense report Create travel expense report 	Mobile employee productivity suite 2.0
On-demand solution for comprehensive travel management process	 SAP Travel OnDemand solution: Provide a people-centric, software-as-aservice (SaaS) solution for the travel management process Increase usability through enhanced consumer grade user interface Enhance mobile applications that provide complete expense report coverage through iPad 	• SAP Travel OnDemand (current release)

Recent innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Recent innovations for core HR and payroll

Overview 1/3

		Available now
Key needs	Key innovations	Release
 Ability of managers to work on workflows from a mobile device 	 SAP HR Approvals Ability to approve and reject workflow requests with access to team calendar and vacation balances 	 SAP HR Approvals 2.4.1 (iOS) SAP HR Approvals 2.3.0 (Android)
 Ability of employees to trigger workflows from a mobile device 	 SAP Leave Request Ability to create leave requests and check available vacation balances and team calendar 	 SAP Leave Request 2.4.2 (iOS) SAP Leave Request 2.3.0 (Android)
 Ability of employees to access a directory from a mobile device 	 SAP Employee Lookup Mobile employee search: View employee profiles and organizational chart 	• SAP Employee Lookup 2.2.0

Recent innovations for core HR and payroll

Overview 2/3

Available now **Key needs Key innovations** Release HR renewal 1.0. Increased productivity User experience (UX) enhancements for feature pack 1 administration of employees and organization: Better usability Job-related collaboration tools Contemporary look and feel Efficient navigation (everything within one click) Social media integration (profile, feeds, collaboration) **Shared Service Framework** Efficiency gains for HR processes HR Renewal 1.0 Feature Integration of SSF-HR with E-Recruiting, Visibility and insight into key HR Pack 2 (ECC ERP 6.07) including ticket creation in side panel CRM 7.02 SP 04 processes Portal self-service for online tickets Lower Total Cost of Ownership ERecruit606 SP04 (TCO) HR Shared Services Analytics SAP BS FND731 SP04 BI CONT 737 SP01 SAP SSF HCM RDS V2.701

Recent innovations for core HR and payroll

Overview 3/3

		Available now
Key needs	Key innovations	Release
Attractive, consumer-grade UIs	Employee self-services:Updated look and feel across employee self-services	• SAP ERP 6.0, EHP6 – HCM
 User-friendly services for employees increasing efficiency 	 Usability improvements for benefits enrollment 	 SAP ERP 6.0, EHP6 – HCM
and productivity	 Calendar-like timesheet as alternate UI 	 HR renewal 1.0
Attractive, consumer-grade UIs	Manager self-services:Enhanced look and feel across manager self-services (MSS)	• SAP ERP 6.0, EHP6 – HCM
 User-friendly services for managers increasing efficiency and productivity 	 Enhanced user experience and functionality: Flexible delegation of tasks and applications New analytics and dashboards 	 HR renewal 1.0
 Ability to create easier-to-use, cost-efficient HR processes Easier deployment of HR processes using UI of choice (not standard) 	 Personnel administration Additional standard UI for HCM processes and forms based on standard (Web Dynpro) for employee and manager Service enablement of processes and forms framework 	• HR renewal 1.0

Recent innovations for time and attendance management

Overview

Available now

Key needs

 Ability of employees to capture time from a mobile device

Key innovations

SAP Timesheet

 Mobile timesheet: Enter time and submit for approval; view missing entries and approval status

Release

• SAP Timesheet 2.3.0



Recent rapid-deployment solutions for LoB HR

Overview

Available now Release

Key needs

Comprehensive standard process through easier and quicker implementation

- Increased transparency through fixed scope, time, and cost, including a predefined candidate UI service to enhance candidate user experience
- Increased usability of correspondence
- Quick visibility into workforce KPIs
- Ability to drill-down into KPIs to explore areas of concern
- Credible information sourced and tracked to system of record
- Easy access to new measures and KPIs based on area of interest

Key innovations

Recruiting

• E-recruiting: SAP E-Recruiting rapid-deployment solution with enhanced user-experience functions and standard integration

 SAP E-Recruiting rapid-deployment solution*



Executive Reporting

- 40+ pre-defined KPIs based on standard BW content
- Best-in-class SAP BI Dashboards for visualization of KPIs
- Flexible filters with simple drill to detail
- Low-risk, fixed scope deployment of best practices, extendable with support from IT and partners

 SAP Executive **HR** Reporting rapid-deployment solution*

^{*} Note: separate licensing applies as RDS contains packaged services and content.

Recent innovations for talent management

Overview 1/2

		Available now
Key needs	Key innovations	Release
Ability to manage employee performance	 Performance management Improved user experience and integration in talent review meeting 	• SAP ERP 6.0, EHP6 – HCM
Ability to calibrate high potential employees	Talent reviewImproved talent review meeting and talent search	• SAP ERP 6.0, EHP6 – HCM
 Enhanced recruitment analytics: Visibility into metrics and performance indicators Adaptable reporting 	 Recruiting Real-time analytics for operational reporting Insight to action to view requisitions and candidate profiles directly 	• SAP ERP 6.0, EHP6 – HCM
Ability of hiring managers to leverage tablet devices during interviews	 SAP HCM Interview Assistant View of candidate documents and ability to classify documents Hire or reject functions for follow-up processes 	• SAP Interview Assistant 1.2.0
Ability of learners on the move to consume learning content when not connected or travelling for their job or for compliance	SAP Learning AssistantLearning everywhere at any time	• SAP Learning Assistant 1.0.0

Recent innovations for talent management

Overview 2/2

Available now Release

Key needs

- Easier and more efficient access to relevant learning content anywhere:
 - Contemporary, user-friendly, and efficient learner portal
 - Customizable design with flexibility for personalization
 - Improved overall efficiency and performance
 - Mobile access to learner portal
- Extension of corporate learning to external target groups:
 - Training and enablement of external parties such as partners, contractors, customers or suppliers
 - Compliance with legal requirements also for external parties
 - Increased brand awareness and loyalty of customers
 - External training revenue and increase profitability via flexible and robust ecommerce scenarios

Key innovations

Learning: Renovated learner portal with improved user experience, flexibility, and contemporary UI technology

Talent development and learning

HR renewal 1.0 fl





Talent development and learning

- Option for the extended learning community: Extension of SAP Learning Solution to enable and train the extended learning community:
 - Management of training offerings for extended target groups
 - Ability to provide, sell, and promote learning to extended learning target groups
 - Ability to track and monitor training completion of externals to manage compliance
 - Enablement of commercial training scenarios

HR renewal 1.0





Recent innovations for workforce planning and analytics

Overview

Available now

Key needs

Instant access to workforce information, anytime and anywhere

- Ability for managers to quickly access employee details
- Ability to react rapidly and address exceptions and issues

- Ability to provide timely and accurate information
- Access to operational data for transactional reporting and analytics

Key innovations

SAP Manager Insight

- Mobile access to reports and employee details:
 - Immediate access to SAP NetWeaver
 Business Intelligence with ability to create
 and save variants
 - Visibility into HR metrics with ability to drill to detail at all organizational levels
 - Flexible, configurable analytics and employee profile data

Operational Data Provisioning (ODP)

- Real time access to transactional data directly inside Business Suite
- Covers key functional areas in core HR and talent management
- Ability to present real time analytics in the context of HR and business transaction

 SAP Manager Insight 1.2.0



• SAP ERP 6.0, EHP6 – HCM



Recent innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Recent innovations for quality management and compliance

Overview

Available now **Key needs Key innovations** Release Address business users' needs and User-friendly UI (Web Dynpro – ABAP) SAP Quality Issue provide immediate insights User guidance using business rules Management (SAP QIM) 1.0 (BRFplus) Side panel for analytics (business context viewer) Record quality issues every time Mobile app for quality issue recording SAP ERP Quality Issue and everywhere (creates quality notifications in SAP ERP)

Recent innovations for production planning and execution

Overview

Available now

Key needs

Better stock visibility to reduce work in process

- Reduced time to create and synchronize a mobile bill of materials (BOM) with an electronic BOM
- One-step overview of the current situation on the production shop floor
- Auto-refresh and preview functionality
- Extended kanban calculation with visualization of buffers
- Cross-plant XStep repository to reduce maintenance effort and for easier globalization

Key innovations

- New power lists for process industries
- Enhancements of shift report and notes
- Enhancements in kanban planning, execution, and usability

Release









Recent innovations for production planning and execution

Overview

Available now

Key needs

Decision support for order assignment to individual machines via alerts, visualization of alternative machines, order and operation dates

- Quick reaction to unforeseen events
- Extremely intense end-user involvement of more than 10 customers during whole development process
- Seamlessly integrated into SAP ERP 6.0

Key innovations

Shop Floor Dispatcher And Monitor

 SAP ERP 6.0, Add-On available as per Oct, 2012

Release



Recent innovations for SAP MII*



Key needs	Key innovations	Release	
Vertical markers on the chart	 Display value where a cursor is with a vertical line 	• SAP MII 12.1	
New Chart Type (Limit Chart) and SPC Charting capabilities	 The Limit Chart allows for plotting multiple lines on a chart with colored regions SPC improvements around labeling of alarming points and limit values on the chart 	• SAP MII 12.2	
HTML 5 web page and SUP support are now easier with the OData interface provided to all MII content. Additional HTML 5 objects are planned for delivery with the MII 14.0 SP1 release	 Reduced IT overhead required to build manufacturing reports Enhance the look and feel of the standard UI provided with the MII product Quicker integration with SUP and mobile devices 	• SAP MII 14.0	

*SAP Manufacturing Integration and Intelligence

Recent innovations for SAP MII*



Key needs	Key innovations	Release
 Ability to visualize KPIs that have been defined out of the box using MII KPI Monitor page 	 KPIs provide insight into the overall performance of your operations and no development is required to visualize them once they are defined by your MII content 	• SAP MII 14.0
 Business Objects Crystal Reports and SAP Dashboards (formerly Xcelsius) now have plugins developed to simplify how MII data is presented in their design-time environments 	 Simplified the way data is retrieved from MII and presented in the design-time of both Crystal Reports and the SAP Dashboards products. 	• SAP MII 14.0

*SAP Manufacturing Integration and Intelligence

Recent innovations for SAP Manufacturing Execution

Overview

Available now **Key needs Key innovations** Release Standard screens across SAP UI harmonization for SAP Manufacturing SAP Manufacturing Manufacturing Execution Execution Execution 6.0 Viewing of ECAD layouts and Visual test and repair functionality of SAP SAP Manufacturing schematics along with 2-D and 3-D Manufacturing Execution, with integrated Execution 6.0 geometry models graphics to identify and communicate location of defects through visualization better Interaction with model to log a nonconformance (NC) Flexible UI to create simple and Enhanced user experience w/touch screen SAP Manufacturing **POD UI** Execution 6.0 complex production dashboards Modular plug-in and layout configuration for adapting various customer processes in POD of SAP Manufacturing Execution

Recent innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Recent innovations for operational procurement

Overview

		- wallable i	2014
Key needs	Key innovations	Release	
 Little or no training for casual users to initiate purchases 	Employee shopping in SAP ERP	• SAP ECC 6.0, EHP6	
 Context information to reduce clicks, improve decision making, and drive insight 	 Side panels: Purchase order with notes and attachments Purchase requisition with Web services Material master with material display 	• SAP ECC 6.0, EHP6	
Ability to accept and reject by line item	 Ability of users to accept or reject individual line items within a single shopping cart rather than having to accept or reject the entire shopping cart 	SAP Cart Approval 2.3	1
Accounting information on item and header levelSupport for Android	 Ability of users to view cost center or general ledger account at both the item and header level SAP Cart Approval (for Android) 	SAP Cart Approval 2.3	•

Recent innovations for source to pay

Overview

usability

Available now Release

Key needs	Key innovations
 Context information to reduce clicks, improve decision making, and drive insight 	 Embedded analytics – contract management Embedded analytics – sourcing
and unvernisignt	 Sourcing cockpit graphical search
	 Embedded analytics in SAP ECC

Improved supplier engagement and

SAP SRM 7.0, EHP1 SAP SRM 7.0, EHP2 SAP SRM 7.0, EHP2 SAP ECC 6.0, EHP6

SAP SRM 7.0, EHP1 1

- Offline bidding using interactive forms Supplier self-service UI enhancements
- SAP SRM 7.0, EHP2

Recent innovations for source to contract

Overview

		Available no	
Key needs	Key innovations	Release	
Graphical view of statuses	Supplier scorecard dashboardContract performance dashboardRFx response analysis dashboard	 SAP Sourcing, wave 7 	1
	 Sourcing activity dashboard 	 SAP Sourcing, wave 8 	
 Ability to view and edit large numbers of rows of line item information 	Split pane window for line item detail	 SAP Sourcing, wave 9 	1
Electronic accessibility to contract approvals	Digital signatures	SAP Sourcing, wave 9	

Recent innovations for spend analysis

Overview

Available now **Key needs Key innovations** Release Ability to review operational Data collection dashboard SAP Data Enrichment progress and data collection quality and Classification more easily OnDemand 1.0 Incorporation of subject-matter Revision SAP Data Enrichment expertise into the process for and Classification continuous improvement OnDemand 1.0 Offline data review SAP Data Enrichment **Export to Microsoft Excel** and Classification OnDemand 1.0 (SP01 - June 2012) User-friendly UI for maintaining Custom supplier hierarchy SAP Data Enrichment custom supplier hierarchy and Classification OnDemand 1.0 (SP02 - Sep. 2012) New landing page SAP Spend Performance Improved usability and enhancements for SAP Spend Workspace concept allows grouping of similar Management 3.0 Performance Management tasks New reporting features that improve ad hoc analysis functions Ability to adjust the text size in the UI for better visibility

Recent innovations for supplier management

Overview

Available now Release

Key needs

Enhanced usability for buyer and supplier to improve supplier management processes

Internal and external collaboration in SAP

Supplier Lifecycle Management

Sell-side improvements for registration, questionnaires, and surveys

Key innovations

- Buy-side enhancements for improved qualification, evaluation, and classification
- Web Dynpro corbu theme
- Integration of SAP StreamWork with SAP Supplier Lifecycle Management

- SAP Supplier Lifecycle Management 1.0, SP2
- SAP Supplier Lifecycle Management 1.0, SP2

Recent innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

<u>Sales</u>

Supply Chain

Recent innovations for enterprise portfolio and project management

Overview

Available now **Key needs Key innovations** Release Easily access analytics for portfolio Analytical information provided via the Side SAP Portfolio and Project items, initiatives and buckets Panel and Business Context Viewer Management 5.0 directly embedded in the business technology application Retrieve quickly a summary of the Portfolio Analytics SAP Portfolio and Project development projects and analyze Management rapidthe overall project performance deployment solution for Portfolio Analysis Provide to stakeholders and Visualize Portfolio Dashboards in SAP SAP Portfolio and Project **Business Objects Explorer** decision makers the possibility to Management 5.0 flexibly analyze project portfolio

Solution today

according to various criteria

Recent innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Recent innovations for sales force automation

Overview

Available now **Key needs Key innovations** Release SAP Sales OnDemand solution: A 360-Collaborative, easy-to-use SFA SAP Sales OnDemand. with an on-demand deployment degree view of SD and external data. wave 4 option campaigns, target groups, leads, and enhanced dashboard personalization SAP CRM 7.0, EHP2 Improved usability, performance Configuration tool **enhancements**, new and agility features for AET, search helps, faster navigation, and so on Basic sales force automation (SFA) SFA content in SAP CRM for use with Duet Enterprise 1.0, feature functions of the SAP Customer **Duet Enterprise software** pack 1 Relationship Management (SAP CRM) application available through the front end of Microsoft Outlook SAP CRM Sales mobile Access for sales reps, where and SFA on smart phones including quotes, orders, and sales tools like an available-towhen they need it app 2.0 promise check, and near me SAP Retail Execution 2.1 Mobility solution for the consumer **SAP Retail Execution mobile app:** Analytics, dashboards, and additional device products industry support for the iPad

*Sales and distribution

Solution today

Recent innovations for order management and multichannel order management

Key innovations

Overview

Available now
Release

Key needs

meeting preparation

Mobile executive briefing for

- Fast access to customer data, reading the latest news feeds for the customer
- SAP Customer Briefing application



- Ability to expose and consume sales processes and services on any modern user-centric computing device
- SAP ERP with gateway and Sybase Unwired Platform: Information in SAP ERP on a smart phone (BlackBerry and iPhone)
- Lightweight productivity apps



Recent SAP CRM rapid-deployment solutions

Overview

Available now **Key needs Key innovations** Release Collaboration capabilities in SAP SAP CRM rapid-deployment SAP CRM rapid-deployment solution and solution for business CRM SAP StreamWork: Integration of the SAP collaboration StreamWork aplication with SAP CRM Improved profitability and Visibility into net profitability by customer, SAP RDS Net Margin contained costs to improve your product and service, activity and geography, Analysis bottom line and so on

Recent innovation for E-commerce

Overview

Available now

Key needs Key innovations Release

 Ability to leverage emerging channels to meet customer demands and grow sales Next-generation Web channel platform

SAP Web Channel Experience Management



Recent innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Recent innovations for supply chain planning

Overview

		Available now
Key needs	Key innovations	Release
 Higher efficiency in managing order confirmations Better user interaction with a new work list designed to this process Better control of order confirmation results 	Enhanced interactive backorder processing (eBOPI)	• SAP SCM 7.0, EHP2
 Single entry point to SAP Advanced Planning & Optimization (SAP APO) for planners Improved user efficiency 	Planner home page in SAP APO	• SAP SCM 7.0, EHP2
 Single model for demand, supply, and finance planning Fast and scalable planning engine Integration in SAP and non-SAP landscapes Prebuilt analytics Extensive configurability and flexibility 	SAP Sales and Operations Planning, powered by SAP HANA	SAP Sales and Operations Planning, powered by SAP HANA

Recent innovations for supply chain execution

Overview

		Available	Par l
Key needs	Key innovations	Release	NOW
 Multimode Domestic, international, inbound, and outbound transportation Shipper, freight forwarder and carrier processes 	SAP Transportation Management	 SAP Transportation Management 9.0 	
 Distribution centers and production warehouses Simple and complex high-volume warehouse operations 	SAP Extended Warehouse Management (SAP EWM)	• SAP EWM 9.0	
Compliance with directivesImproved operational efficiencyReduced safety stocks	SAP Global Batch Traceability (GBT)SAP Event ManagementSAP object event repository	SAP GBT 1.0	

Overview of SAP road map for user experience

Increase efficiency

- SAP Visual Enterprise applications
- Google-like (user-friendly) search
- One place for everything needed:
 - Side panels
 - Persona-specific entry pages
- Casual use in targeted areas

Be user-friendly for everyone

- Non-disruptive expert user renewal (entry pages, predefined side panels, and click reduction)
- Pervasive casual use
- Mobile first
- HTML5 casual desktop use
- Self-provisioning of innovations
- No training

Extend your business

- Collaborative working styles
- Native communication and notification context (Facebook, notification center, tiles, flipbook, and so on)
- Direct graphical instead of textual manipulation
- Ability to decouple innovation cadence of user experience (UX)
- Complex exception-based working model

Planned innovations

Future direction

Expert user – renewal of SAP Business Suite

Summary of planned innovations 1/2

Line of business

EAM	Finance	HR	Manufacturing
 Visual Enterprise Asset Management Maintenance predictive analysis using in-memory analytics Mobile Asset Management: Further integration of mobile apps GIS: Geospatial visualization on the mobile device as part of work order management process Integrated SAP Visual Enterprise Viewer for animated work instruction and spare parts selection processes 	 Mobile dashboards and reports SAP Receivables Manager, powered by SAP HANA Home pages for accounts receivable and credit management SAP ERP on SAP HANA 	 Shared Service Framework: Customizable employee fact sheet with photo Enhanced agent inbox Extended check list Improved employee search Integration of SSF-HR with SAPGUI transactions (OM and PA) Integration with renovated PA transactions Tightened connection between HR and service request/ticket Workforce Planning and Analytics - Onpremise SAP HANA platform for use in analytics and reporting: Near real time operational reporting and analytics Instant data visibility down to source transaction across organization Improved forecasts using predictive analytics 	Quality management and compliance: Side panels for quality management (QM) in SAP ERP Production planning and execution: Production planning (PP) in SAP ERP with side panels Entry pages for production or plant managers and production supervisors SAP NetWeaver Enterprise Search New MRP Cockpit

Expert user – renewal of SAP Business Suite

Summary of planned innovations 2/2

Line of business

Procurement	R&D	Sales	Supply Chain
 Buyer workplace SAP Sourcing – mobile and iPad accessibility SAP SRM – UI add-on Shopping cart creation mobile app SAP Mobile Workflow Manager add-on Supplier briefing mobile app Enablement of contract and project workflow approval (may be extended to any workflow approval later) Certification of Safari for the iPad SAP Sourcing will recognize that the user is logging in via an iPad and render a home page specific to the typical tasks expected by an iPad user (approvals, reports, and alerts) SAP Supplier Lifecycle Management – buyer workplace Supplier and spend 360 mobile app 	 New easier UI for commercial SAP Portfolio and Project Management on SAP HANA New planning for commercial project management based on Microsoft Excel Build out 3D Visual Enterprise integration to ERP Improvements for PLM Web UI and Recipe Development 	New Corbu Design Sales Diary app supporting the sales rep with simple activity and notes management	 Redesigned user interface for Enhanced Production Planning (EPP) Integration of EPP to Planner's Home Page and improvements Side panel support New deployment option of APO as add-on to ERP (with EhP3) Further customer connection enhancements (in SPs) SCM on HANA performance improvements (in SPs) New deployment option for liveCache: liveCache runs on same HANA instance as SCM on HANA (with SCM on HANA SP02)

New casual UX

Summary of planned innovations 1/2

Line of business

Tablet application for Manager		
Role, focus on operational KPI reporting based on HANA.	Mobile pay slip: Enable employee to view pay slips Employee self-service: Attachments for leave requests; entry of multiple leaves within one leave request; enhanced search for approvers Mobile app, SAP Work Deck, empowers managers and employees to organize, prioritize, and use contextual information more easily to enable efficiency and productivity Team time enables managers to plan and schedule their working area: by identifying shortages quickly and find substitutes; manage (over)time of their team Mobile timesheet enables	Quality management and compliance: SAP ERP Quality Issue Managemen 2.0 SAP Manufacturing Integration and Intelligence: SAP MII Self Service End User Composition Environment for easy creation of Analytics Screens via Drag & Drop SAP Manufacturing Execution: New Web- & role-based easy-configurable Touch POD UI for operators SAP ME Touch POD support for Order Based Production
	· · · · · · · · · · · · · · · · · · ·	reporting based on HANA. Employee self-service: Attachments for leave requests; entry of multiple leaves within one leave request; enhanced search for approvers Mobile app, SAP Work Deck, empowers managers and employees to organize, prioritize, and use contextual information more easily to enable efficiency and productivity Team time enables managers to plan and schedule their working area: by identifying shortages quickly and find substitutes; manage (over)time of their team

New casual UX

Summary of planned innovations 2/2

Line of business

Procurement	R&D	Sales	Supply Chain
 SAP SRM – UI add-on Mobile apps: supplier briefing, workflow manager, supplier spend 360, and shopping cart creation 	New easy UI for expert user to plan and track commercial projects		 Casual User UI for Supplier Collaboration in SNC (Purchase Order Collaboration, Advanced Shipping Notification) Enhancements to Supply Chain Info Center Excel-based front-end for casual Demand Planning user HANA-based Search for key objects Side panel support

Planned innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Maintenance operations

Overview

Key needs

 Visual integration, automation, and unification of all assetrelated data, business processes, and analytics to enable holistic asset operations and maintenance.

Key innovations

 Integration of SAP Visual Enterprise application into SAP Enterprise Asset Management



Mobile asset management

Overview

Key needs

Tight integration of back-end and mobile applications

Key innovations

 Embedding SAP Linear Asset Management, integration of geographic information systems (GIS), SAP Visual Enterprise applications, worker safety, and work clearance management into SAP Mobile Asset Management



Asset visibility and performance

Overview

Key needs	Key innovations
 Core analytical application that provides KPIs for equipment and assets: Information cannot be projected into the future to evaluate risk in managing these assets 	 Use of a standard connection to SAP Visual Intelligence software for better visualization and drill-down of information using any UI, including a mobile device Use of predictive analytics to use a statistical algorithm to predict most of the KPI using historical information
 Visibility into the status of operation or manufacturing, and equipment effectiveness across plants Efficient management of manufacturing operations to avoid a negative impact on the plant's image Maximized productivity and utilization of assets Efficient execution of daily manufacturing tasks 	 Content in SAP Manufacturing Integration and Intelligence (SAP MII) for calculating visualizing overall equipment effectiveness (OEE)
 Simple method for mapping historian server tags to assets Proactive monitoring of shop floor assets Ability to trigger maintenance events based on conditions 	Integration of plant information catalog with SAP EAM
 Ability to move from a time-based to a condition-based maintenance plan Identification of the right time to inspect and maintain an asset Identification of possible risks when not performing maintenance 	 Rapid-deployment solution for condition-based maintenance provides prebuilt content: Decision to perform any inspection or maintenance tasks depends on observed health of asset in real time Based on historical utilization of the asset, ability to predict the potential failure of the asset and estimate inspection and maintenance tasks to minimize unplanned maintenance, improve availability of assets, and reduce relative risk while operating assets

Planned innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Travel management

Overview

Key needs

Visual work instructions and visual selection of spare parts

Key innovations

Tablet application - MyView:

 SAP Travel Receipt Capture, SAP Travel Expense Report and SAP Travel Expense Approval as part of the workflow-inbox tablet application



Accounting and financial close

Overview

Key needs

- Optimization of long-running batch reports in period-end close via SAP HANA
- Improved performance of intercompany reconciliation
- Common and consistent view from materials management and financials in goods receipt (GR) and invoice receipt (IR) clearing
- Improved insight into other financial accounting subledgers

Key innovations

SAP ERP powered by SAP HANA

- SAP ERP running on SAP HANA database.
- New optimized solutions for GR/IR clearing, VAT reporting, and asset accounting depreciation run
- Interaction center (IC) reconciliation solution working on open items stored in SAP HANA

SAP HANA – analytics



- GR/IR monitor for reduced effort and better results
- Reporting with SAP HANA and separate applications for other subledgers

Financial performance management

Overview

Key needs

 Desire to leverage industry best practices and learn from peers

Key innovations

SAP BusinessObjects Strategy Management



- · Improved ease of use
- Lower cost of ownership with industry-specific content

Receivables management

Overview

Key needs

- Lower effort and capital costs while dealing with high volumes of data in finance operations team
- Management of the increasing volume of customer bills and calls
- Efficient mobile access to customer and receivables data throughout the organization
- Ability to deal with low liquidity because of outstanding open items
- Faster dispute resolution for better customer satisfaction
- Certainty about the implementation costs of processautomation software

Key innovations

SAP Receivables Manager on SAP HANA:



- Immediate identification of late payment risks caused by changing customer payment behavior
- Collaboration to start preventive measures

Home pages for accounts receivable and credit management:



 The accounts receivables user or credit specialist can use a home page that can be tailored to individual

Planned innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Core HR and payroll

Overview (1/2)

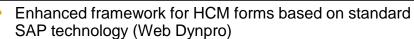
Key needs

- Ability to view pay slips on a mobile device:
 - Anytime and anywhere access to pay information for employees
 - Reduced number of calls to HR or shared services for pay information
- For Processes and Forms
 - Ability for HR administrators to initiate processes
 - Attach supporting documents
 - Store end-result digitally
 - Print processes
 - Search processes
 - Collaborate with colleagues to complete process
- Easier, more efficient UI for submitting leave requests
- Streamlined process for leaves that require documentation, such as doctor's certificates

Key innovations

Mobile pay slip:

Enablement of employees to view current and previous pay slips



- Application for HR administrator to start process
- Capability to attach supporting documents
- Ability to record process outcome in digital personnel file
- Ability to print process outcome
- Ability to search and display for processes
- Integration with collaboration engine (optional)

Employee self-service:

- Attachments for leave requests
- Entry of multiple leaves within one leave request
- Enhanced search for approvers





Core HR and payroll

Overview (2/2)

Key needs

- Better customer service to employees and managers
- Improved service efficiency and reduced cost of service delivery
- Services Center control over multi-step processes
- Improved ease of use

Key innovations

Customizable employee fact sheet with optional photo



- Enhancements to agents' inbox
- Extended check list
- Improved employee search
- Integration of SSF-HR with SAPGUI transactions (OM and PA)
- Integration with renovated PA transactions
- Tightened connection between HR and service request/ticket
- Role-based, process-centric mobile solution with a flexible enhancement toolset
- Anchor screens that supply and aggregate business information from different sources in the same view (calendar, search, near me, and recent)
- Process screens that provide further functionality to specific scenarios (such as travel, workflows, pay information, and so on)
- Mobile app, SAP WorkDeck, empowers managers and employees to organize, prioritize, and use contextual information more easily to enable efficiency and productivity throughout the day, mirroring how they work on daily tasks and think about processes

Time and attendance management

Overview

Key needs

- Ability of managers to maintain appropriate staffing levels
 - Find substitutes if employees are unavailable
 - Check the current availability of the workforce
 - Enter requests on behalf of employees (and approve)
 - Enter time data for multiple employees quickly
 - Manage overtime and do time corrections

Key innovations

Team time enables managers to plan and schedule their working area



- by identifying shortages quickly and find substitutes
- Manage (over)time of their team members

Ability to record time and charge it to cost objects and projects while on the go

Mobile timesheet enables employees to record time for:



- Time and attendance
- Cost accounting
- Project management



Planned innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

<u>Sales</u>

Supply Chain

Quality management and compliance

Overview

Key needs	Key innovations	
High performance and better decision support	 Side panels for SAP QIM SAP QIM on SAP HANA database with enhanced analytics 	1
Better user insightsEnhanced user experienceNondisruptive innovation	 Side panels and entry pages for QM functionality in SAP ERP 	
Ability to record issues where they occur	 Mobile application for issue recording (to create issues in SAP QIM) 	1

Production planning and execution

Overview

Key needs Key innovations		
High performance and better decision support	Shop floor dispatcher and monitor	
Better user insights	 Side panels for PP functionality in SAP ERP Entry pages SAP NetWeaver Enterprise Search 	1
Faster analytics	• PP on SAP HANA	1

SAP Manufacturing Integration and Intelligence

Overview

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Key needs	Key innovations	
Self-service composition environment	 HTML 5-based environment that browses defined content in SAP MII and allows end users to create a report that provides near-real-time manufacturing data in an on-premise, hosted environment (local reports for local users from local systems) 	
 Creation of plant information catalog, KPI framework, and alerting frameworks 	Ability to provide data to users from their manufacturing environments to simplify Web reporting and provide an enterprise context for their manufacturing data	
Composition environment (developer grade)	Ability to leverage the existing Web development tools provided by SAP NetWeaver Developer Studio for the creation of advanced reports and "mash-ups" in SAP MII	

SAP Manufacturing Execution

Overview

Key needs

Touch POD and mobile for order-based production

Key innovations

Touch screen POD UI with visual capabilities

production using new, user-friendly touch Uis

Ability to provide data to users from their manufacturing environments to execute order-based



Planned innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Operational procurement

Overview

Key needs

Key innovations

- Little or no training for casual users to initiate purchases and customizable interface for customers.
- SAP SRM UI add-on



Source to pay

Overview

Key needs

Key innovations

- Single SAP Mobile Workflow Manager for all LoB workflow approvals and rejections
- SAP Mobile Workflow Manager add-on



Source to contract

Overview

Key needs	Key innovations		
SAP Sourcing – mobile accessibility	 Enablement of contract and project workflow approval (may be extended to any workflow approval later) 		
SAP Sourcing – iPad accessibility	 Certification of Safari for the iPad SAP Sourcing will recognize that the user is logging in via an iPad and render a home page specific to the typical tasks expected by an iPad user (approvals, 	1	

Planned innovations

reports, and alerts)

Planned innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

<u>Sales</u>

Supply Chain

Enterprise portfolio and project management

Overview

Key needs

- Easier-to-access project overview for project members
- Insights into project health and progress
- Ability to track most important project key performance indicators (KPI)
- Key innovations
 - SAP Commercial Project Management:
 Project Workspace and Cockpit



- Capture and adjust financial and capacity planning data in a spreadsheet-like planning table
- Ad-hoc filtering and search option
- Easy navigation to financial /capacity groups

SAP Portfolio and Project Management:
 Improved financial and capacity management UI

Planned innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Sales force automation

Overview

Key needs	Key innovations	
SAP CRM in memory – at the speed of a thought	 Enhancements for SAP CRM, EHP3: Enablement of SAP HANA for SAP CRM 	
Improved look and feel of SAP CRM	 New corporate design for Web UI of SAP CRM: Corbu design with gold reflection scheme 	

Sales force automation - mobile

Overview

Key needs	Key innovations	
Mobility solution for consumer products industry	 Enhanced SAP Retail Execution mobile app: Fact sheet, GPS, service requests, time capture, trade promotion management (read only), trade assets, objectives and targets, reporting, and Android as an additional device 	
 SAP Customer Briefing mobile app for meeting preparation 	Enhancements for the SAP Customer Briefing mobility app	
 Shopping platform to create real-time interactivity between consumers, retailers, and consumer products companies 	• SAP Precision Retailing solution: Personal shopping assistant (iPhone, Android, and HTML5 in the future) enabling the consumer to shop better, quicker and cheaper	

SAP HANA for sales in SAP CRM

Overview

Key needs	Key innovations	
 A new way of looking at all the data that helps assess a customer relationship 	SAP Account Intelligence: Customer 360-degree view including all interactions, sales documents, geographical view, and so on	
 Ability to leverage customers' sales and service data to maximize customer, product, and service revenue and margin 	SAP Customer Value Intelligence: Profitability analysis for customer, products, and services	
 Improved alignment among sales, marketing and product development to focus on target customers 	SAP Audience Discovery and Targeting: More granular targeting leveraging predictive analytics	

Sales operations

Overview

Key needs

Additional information in **SD** in **SAP ECC** through implementation of a information **panel**

Key innovations

 Side panel: Extension of existing SD functionality in SAP ECC with new information relevant for the specific transaction

Planned innovations

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales



Supply chain planning

Overview

Key needs	Key innovations	Release
 Valuable, real-time insights to enable responsive, demand-driven processes for sales, marketing, and supply chain Improved on-shelf availability and promotion effectiveness, Ability to sense demand changes rapidly Reduced demand latency and inventory levels 	SAP Demand Signal Management, powered by SAP HANA	SAP Demand Signal Management, powered by SAP HANA 1.0
 Ability to visualize, analyze, and share tactical and operational data in the context of the planning processes in SAP APO Ability to make insightful and timely decisions with improved user efficiency 	powered by SAP HANA	• SAP SCM 7.0, EHP2
 Enhanced usability for the production and replenishment planner 	 Enhanced product planning (EPP) in SAP APO 	• SAP SCM 7.0, EHP3

Overview of SAP road map for usability

Increase efficiency

- SAP Visual Enterprise applications
- Google-like (user-friendly) search
- One place for everything needed:
 - Side panels
 - Persona-specific entry pages
- Casual use in targeted areas

Be user-friendly for everyone

- Nondisruptive expert user renewal (entry pages, predefined side panels, and click reduction)
- Pervasive casual use
- Mobile first
- HTML5 casual desktop use
- Self-provisioning of innovations
- No training

Extend your business

- Collaborative working styles
- Native communication and notification context (Facebook, notification center, tiles, flipbook, and so on)
- Direct graphical instead of textual manipulation
- Ability to decouple innovation cadence of user experience (UX)
- Complex exception-based working model

Future direction

Solution today

Future direction

Lines of business

Enterprise Asset Management

<u>Finance</u>

Human Resources

Manufacturing

Procurement

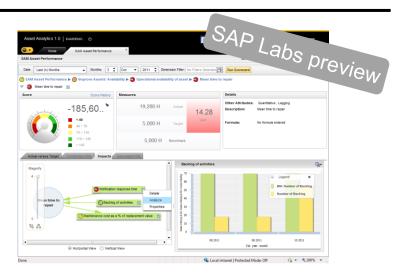
R&D and Engineering

Sales

Supply Chain

Enterprise Asset Management

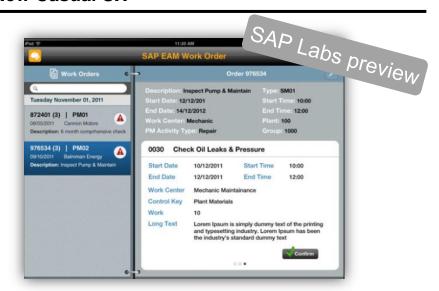
Expert User – Renewal of SAP Business Suite



Analytics

- Facilitate asset lifecycle costing, predictive analytics, and decision support
- Integrate technical and financial information for optimizing asset performance

New Casual UX



Mobility:

 Leverage our mobile platform to empower maintenance technicians in the field, increase safety and asset longevity.

Future direction

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

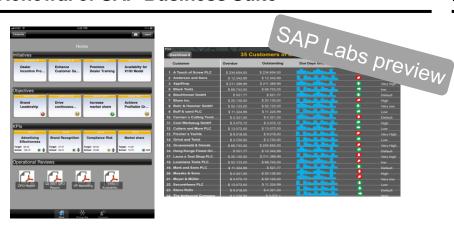
R&D and Engineering

Sales

Supply Chain

LoB Finance

Expert User – Renewal of SAP Business Suite



- Finance goes mobile:
 - Multiple dashboards and reports on mobile devices
- Analytics on SAP HANA:
 - Ability to handle large amounts of data faster
 - HTML 5 technology to ensure a modern and appealing UI

New Casual UX



- · Finance goes mobile:
 - New casual user views of finance data
- Analytics on SAP HANA:
 - Fast and new casual user experiences
 - HTML5 technology to ensures a modern and appealing UI

Future direction

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

LoB Human Resources

Boost workforce productivity



Redefine work through ubiquitous, coherent consumability

Do things impossible before



Provide new insight and functionality based on the performance of SAP HANA

Engage the workforce



Incorporate social media into everyday work

Redefine work through ubiquitous, coherent consumability

- Packages of functions centered on roles, not on solutions
- Consistent views on different channels: cloud, on-premise, and on-device
- Harmonized look and feel
- Role-based workforce analytics for the HR professional, high-level manager, or middle manager



Provide new insight and functionality based on the performance of SAP HANA



More agile and more effective processes

- Real-time embedded intelligence in the context of transactions
- Shortened times for overall payroll processing and reporting
- Improved user experience with better application performance



Instant insight to action

- Instant data visibility down to source transaction across an organization
- Near-real-time reporting and analytics enable smarter, faster decisions
- Improved forecasts using predictive analytics

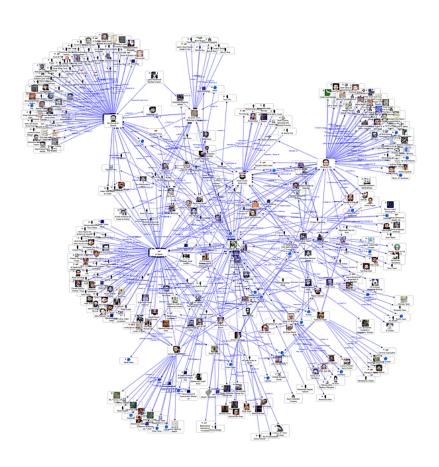


Modeling, planning, and simulation

- Reduced costs based on payroll simulations and exception identification
- Integrated planning linking disjointed strategic and operational plans
- Change management support with organizational modeling and impact simulation

Incorporate social into everyday work

- Ability to analyze social networks for: filling a learning gap, finding expertise to perform work, identifying mentors
- Integration of social media channels into company brand management, recruiting, and employee sentiment analysis and insights
- Ability to gather everything there is to know about somebody: blog entries, likes/dislikes, connections, interests



Future direction

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

<u>Procurement</u>

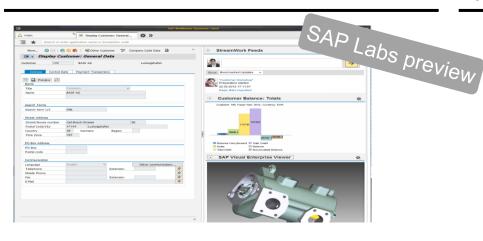
R&D and Engineering

Sales

Supply Chain

LoB Manufacturing 1/3

Expert User – Renewal of SAP Business Suite



- Instant insights with embedded analytics
- Viewer integration (SAP Visual Enterprise applications) for quality management functionality in SAP ERP and SAP QIM (graphical defect recording)

New Casual UX



- HTML 5-based UI:
 - People-centric
 - User-friendly
 - Touch screens
 - Mobile first

LoB Manufacturing 2/3

Expert User -**Renewal of SAP Business Suite**

SAP Labs preview SAP Labs preview INJECTION FERRIC

New Casual UX

- Simplified reporting environment with minimal total cost of ownership and IT overhead
- Ability to display data from the manufacturing environment on attractive Web pages and mobile devices (via Sybase **Unwired Platform**)
- Natively consume and host reports created in SAP BusinessObjects business intelligence solutions from the server running SAP MII

- Ability to define a KPI report quickly with an alert watch list
- Ability to visualize local plant data on a globally managed mobile device

LoB Manufacturing 3/3

Expert User – Renewal of SAP Business Suite



New Casual UX

- Support for UI for mobile industry scanners
- Self-service composition environment for end-user construction of PODs
- Touch POD and mobile for order-based production
- 3-D visualization in touch POD of SAP Manufacturing Execution

- Ability to define a KPI report quickly with an alert watch list available via touch POD of SAP Manufacturing Execution
- Ability to visualize local plant data on a globally managed mobile device

Future direction

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

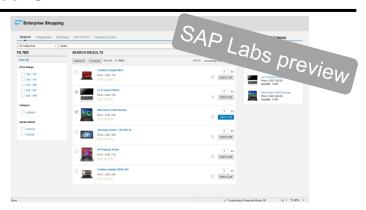
Supply Chain

LoB Procurement

Expert User -**Renewal of SAP Business Suite**



New Casual UX



- One central workplace that provides access to information and data from various procurement applications to promote insight and orchestrate procurement activities proactively and successfully
- HTML 5-based UI for casual users to initiate procurement processes in a familiar web-like user interface.
 - Cross-catalog search
 - Comprehensive catalog content
 - Mass changes
 - Dynamic pages
 - Customizable

Future direction

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

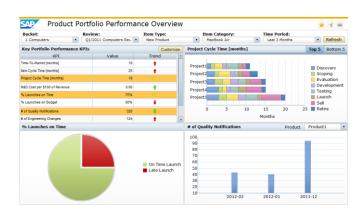
<u>Sales</u>

Supply Chain

Future direction of UX

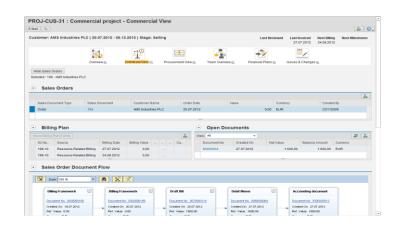
LoB R&D and Engineering

Expert User – Renewal of SAP Business Suite



- Rapid deployment solution for portfolio analysis
- Product portfolio analysis dashboard
- Overview of product time to market and sales

New Casual UX



- Commercial project management
- Overview of sales orders, quotes, and billing process

Future direction

Future direction

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Future direction of UX

LoB Sales

Expert User – Renewal of SAP Business Suite



- New entry pages
- Enterprise search

New Casual UX



Customer briefing app

Provides the right, up-to-date data at any time, wherever you are

Mixes internal SAP CRM data with external business data Allows easy, intuitive navigation on iPad

Future direction

Future direction

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

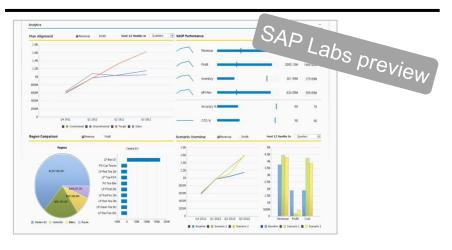
Sales

Supply Chain

Future direction of UX

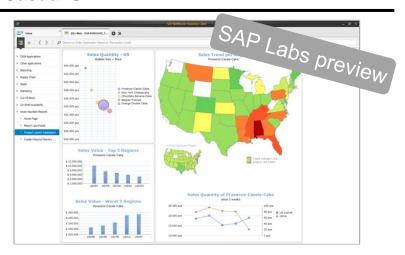
LoB Supply Chain

Expert User – Renewal of SAP Business Suite



- Sales and operations business planning
- Demand driven supply chain
- Logistics and order fulfillment

New Casual UX



- Demand management
- Transportation management
- Track and trace

Future direction



Thank you

Appendix: Solution today



Recent innovations (appendix)

Lines of business

Enterprise Asset Management

<u>Finance</u>

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

Sales

Supply Chain

Asset visibility and performance

Asset analytics



SAP Asset Analytics rapid-deployment solution

Scope

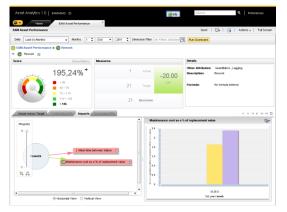
- Monitor and improve asset performance:
 - Identify asset management trends and patterns
 - Increase asset availability, utilization, and performance
 - Use graphical dashboard views with user-friendly drilldown into detailed reports
- View operational performance metrics:
 - Identify asset management trends and patterns
 - Increase asset availability, utilization, and performance
 - Use graphical dashboard views with user-friendly drilldown into detailed reports
- Enjoy a purpose-built interface for analytics users:
 - Perform impact analysis to improve decision making
 - Use guided navigation for root cause analysis
 - Use briefing books for audit trail

Key benefits

- Critical decisions based on current information to mitigate operational risks.
- Improved process of benchmarking various performance criteria
- Simplified and guick deployment of analytics: Improved visibility of important key performance indicators (KPI) for asset management

Improved visibility into the performance of equipment and

assets



New user interface for the maintenance worker



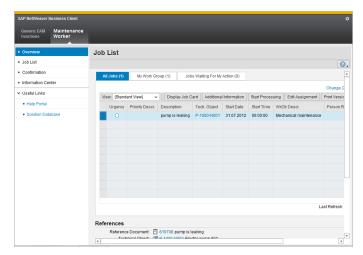
SAP ERP 6.0, EHP5 and EHP6

Scope

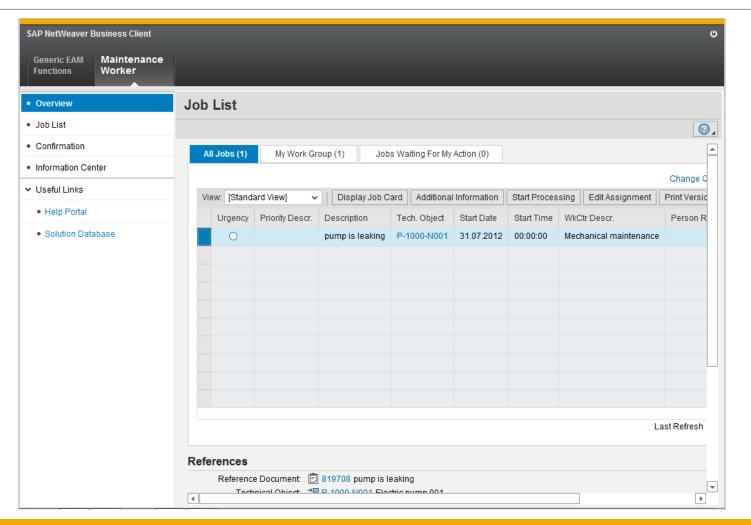
- New simplified applications created in Web Dynpro to create, edit, and display:
 - Maintenance order or notification
 - Maintenance plan
 - Task list
 - Measuring points and documents
 - Combined order and notification list

Key benefits

- Improved user experience
- Flexible UI strategy
- Combination of transactional and analytical environment
- Streamlined processes
- Increased productivity and system acceptance on the shop floor



New user interface for the maintenance worker



Solution today

Integrated geospatial visualization for assets



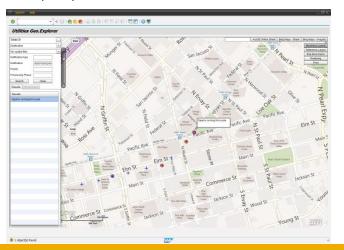
SAP ERP 6.0, EHP6 – SP03

Scope

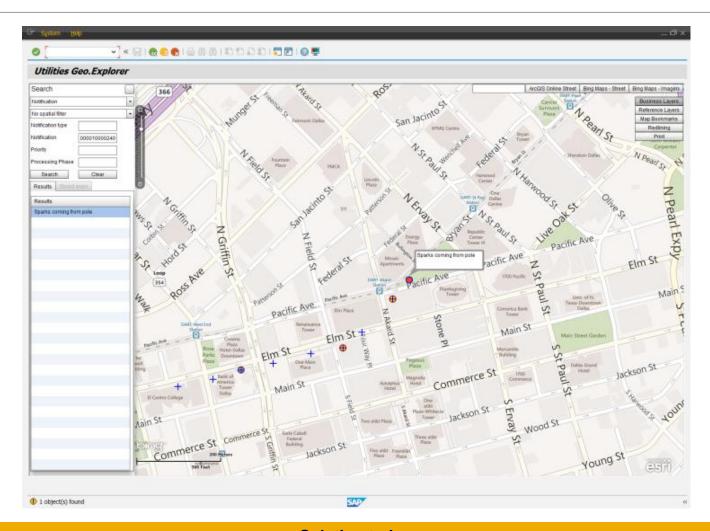
- User-friendly mapping of enterprise assets
- Multiple map options (Google, Bing, and others)
- Launch pad for asset management business processes
- Web Dynpro development environment: UI
- Extensibility for alternate display technologies

Key benefits

- Geospatial display of critical assets, including linear assets
- Map interactivity with assets such as accessing work orders and other technical objects
- Combination of asset information that spans enterprise resource planning (ERP) and geographic information systems (GIS)



Integrated geospatial visualization for assets



Solution today

3-D visualization of technical objects and repair instructions



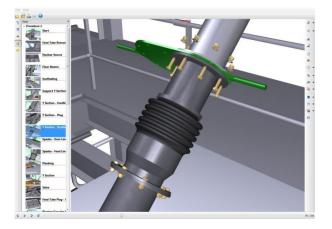
SAP Visual Enterprise applications

Scope

- Free distribution of sophisticated 2-D and 3-D viewing, collaboration, publishing, and markup functions to everyone in the enterprise
- Visualization of 3-D products to identify parts, subassemblies, and kits correctly for upgrade and service repairs

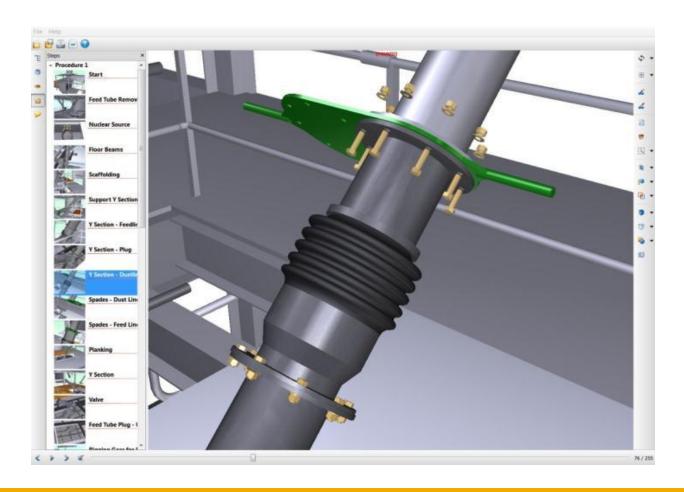
Key benefits

- Increased wrench time and higher asset productivity
- Reduced language translation costs within technical documentation and work orders
- Adherence to ISO Safety Symbol Standards (ISO 7010) for mandatory actions, prohibitions, and warnings



3-D visualization of technical objects and repair instructions





Solution today

Mobile asset management

Mobile applications for work order management, rounds, and inventory



SAP Work Manager, SAP Rounds Manager, and SAP Inventory Manager mobile apps

Scope

- Work order management (SAP Work Manager):
 - Facilitated work order flow across a variety of mobile devices
 - Cross-application time sheet (CATS) time and attendance
 - Online and offline mode
- Maintenance and operator rounds (SAP Rounds Manager):
 - Measurement and pointer readings
 - Rounds by equipment type or name
 - Creation of notifications on the spot
- Inventory management (SAP Inventory Manager):
 - Quicker physical and cycle counts
 - Ability to check material availability while on the job
 - Ability to prepick spare parts based on work orders

Key benefits

- Instant information available where it is needed during repair work and inspection
- No need for additional paper-based documentation
- Timely confirmation with the maintenance supervisor and planner



Mobile asset management

Mobile applications for work order management, rounds, and inventory



Recent innovations (appendix)

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

Sales

Supply Chain

Optimized handling of bank-statement processing



SAP ERP 6.0, EHP6 - FIN

Scope

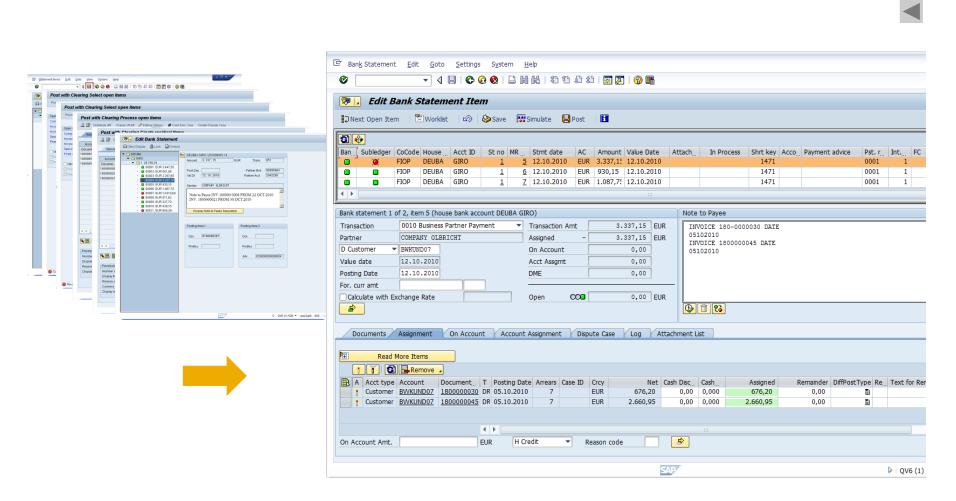
- Efficient bank-statement processing through automatic upload and a user-friendly workplace for exception handling
- New functions for automatic and mass upload of bank statements from one or more source directories: Bank statements can be dispatched to other systems after upload
- New postprocessing transaction for bank statements with significantly improved user experience and user productivity



Key benefits

- Renovated user interfaces
- Efficient postprocessing workplace that supports fast handling of bank-statement line items and allocation of payments
- Enhanced user productivity features, like rerun of automatic matching after correcting payment information and templates for recurring postings (bank charges)
- Support of central bank connectivity scenario with dispatching of bank statements
- Mass upload of files that allows for an update of balances as soon as bank-statement files are provided
- Flexible path and file names
- Application log that retraces single steps and exceptions after importing and processing

Optimized handling of bank-statement processing



SAP Payment Approvals mobile app



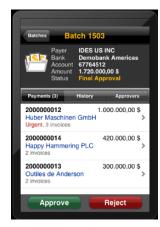
SAP Payment Approvals 2.2.0 (iOS and Android)

Scope

- List of all payment batches for approval and all payment batches recently processed
- Display of payment batch details such as payer, payment amount, bank account, batch status, and payment list
- List of previous and alternate approvers, including a function to contact them
- Approval and rejection of the payment batch

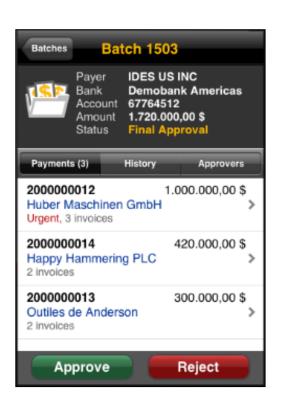
Key benefits

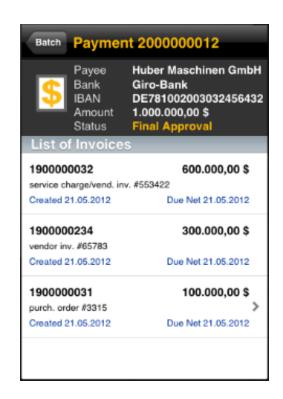
- Ability of finance executives to approve payments even when outside the office – the process won't be delayed
- Notifications of new payments to be approved by finance executives – the process won't be delayed
- Display a list of exceptions, for example, payments rejected by the house bank

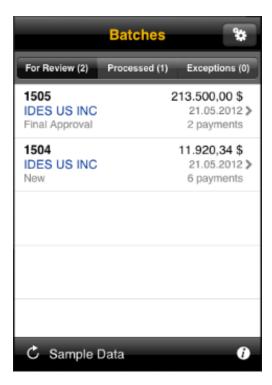


SAP Payment Approvals mobile app









SAP Cash Forecasting



Powerful forecasting functions and real-time visibility for cash flow management

Scope

- Increase the accuracy and efficiency of the planning process
- Maximize utilization of cash and working capital
- Minimize liquidity risk and increase process efficiency
- Create accurate cash forecasts for any time horizon based on multiple liquidity drivers
- Develop an effective hedging strategy for foreign exchange through real-time visibility into currency exposure and enablement of simulations based on exchange rate fluctuations
- Close the loop and integrate with treasury applications from SAP

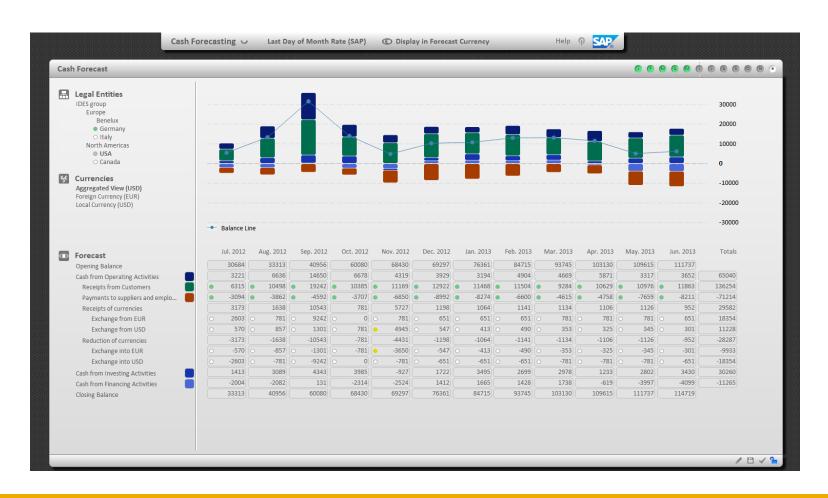
Key benefits

- Improved ability to match sources and uses of cash
- Ability to free up cash to increase return on capital
- Identification of potential cash constraints and shortfalls
- Sufficient cash to fund business operations
- Ability to respond rapidly to unanticipated financial events and volatility
- Decreased time required for financial risk analysis



SAP Cash Forecasting





User experience and process renewal for China



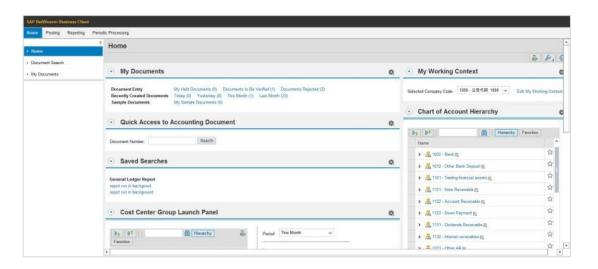
SAP ERP Financials

Scope

- Perfect user experience and dedicated business processes for customers and users in China
- Mobile solution for document approvals

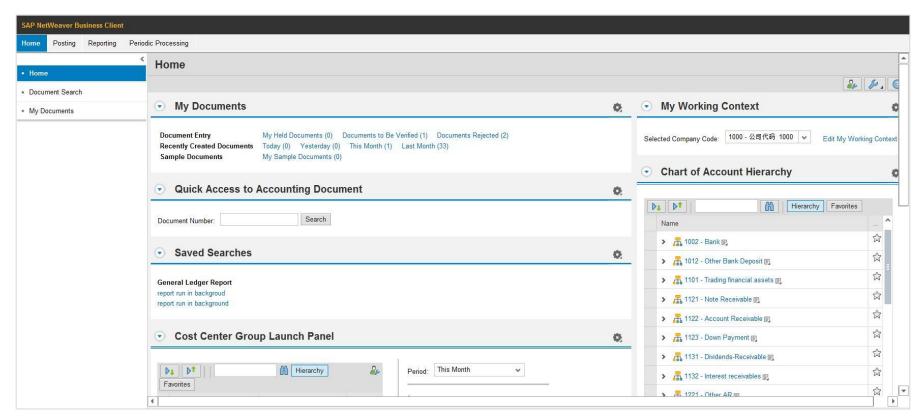
Key benefits

- New user experience and new processes for core financial accounting
- Rapid deployment solution
- Mobile app for document verification



New user experience and rapid-deployment solution for China





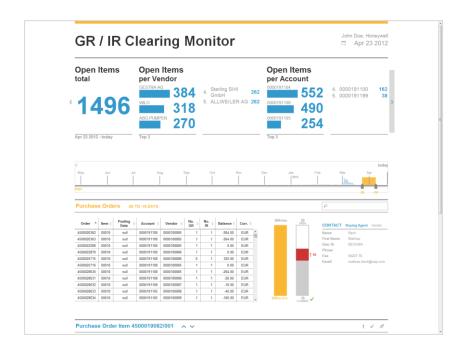
Analytics based on SAP HANA: Goods receipt (GR) and invoice receipt (IR) monitor

Scope

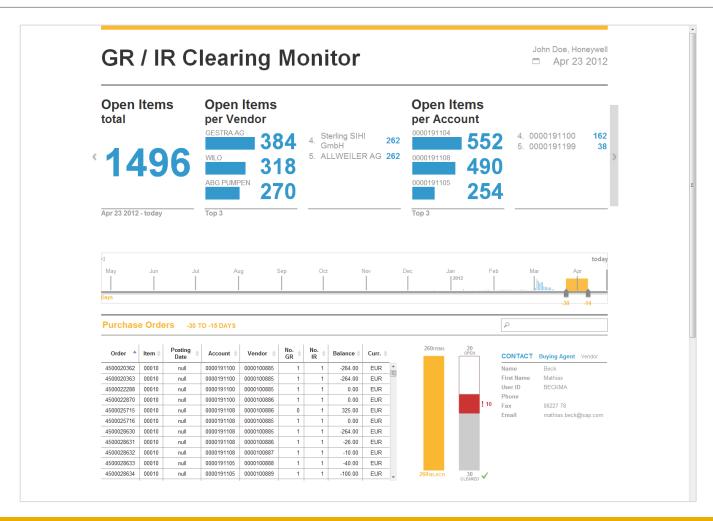
- Ability of financial accountants to access and take action on all information for goods received and invoices received in one place
- SAP HANA database to ensure the best performance
- Contemporary look and feel and multidevice enablement through HTML 5 UI technology.

Key benefits

 One screen to execute several transactions, print lists, and align items in Microsoft Excel



Analytics based on SAP HANA: Goods receipt (GR) and invoice receipt (IR) monitor



Solution today

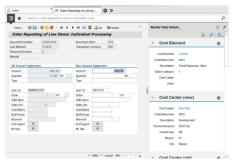
Side panel and collaboration



SAP ERP 6.0, EHP6

Scope

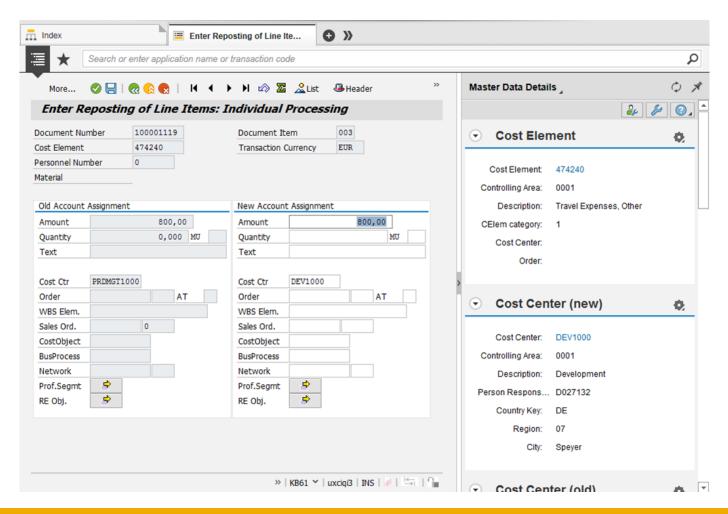
- SAP NetWeaver Business Client software
- Side panel in SAP Business Suite (EHP6)
- UI enhancements (EHP6)
- Operational data providers (EHP6)
- Embedded analytics (EHP5)
- Simplified reporting and power lists (from EHP3)
- Business user-oriented reporting and analytics
- Mobile access to finance data (with SAP Business Explorer tools)



Key benefits

- Harmonized and role-based single point of entry to SAP GUI and supplementary applications created in the Web Dynpro development environment
- Notes and attachments, new analytical content, links and Web services coupled with key transactions in SAP software
- Increased ease of use and business user productivity
- Access to data in SAP ERP with modern, graphical business intelligence (BI) tools
- Use of dashboards in SAP BusinessObjects BI solutions and SAP Crystal Reports software directly from processes and transactions in SAP software
- Increased usability of key reports
- Modernized flexible and graphical rendering of key data
- Device-based on-site and off-site access to finance data

Side panel and collaboration



Solution today

User interface and analytics improvements in managerial accounting



SAP ERP 6.0, EHP6 – FIN

Scope

- New roles for internal controller, project planner, and cost center manager in SAP NetWeaver Business Client software
- New planning applications for project planning at the overall level, cost-element group level, and cost element level
- New cost estimation application for cost estimation on projects
- Enhancement of express planning
- New master data applications for cost center, activity type, and internal order with change requests
- New hierarchy maintenance for cost centers, order groups, and activity type groups, including inactive hierarchy function
- Operational data providers for cost center, order, production orders, and profitability analysis
- Side panels for additional info in SAP GUI transactions running within SAP NetWeaver Business Client

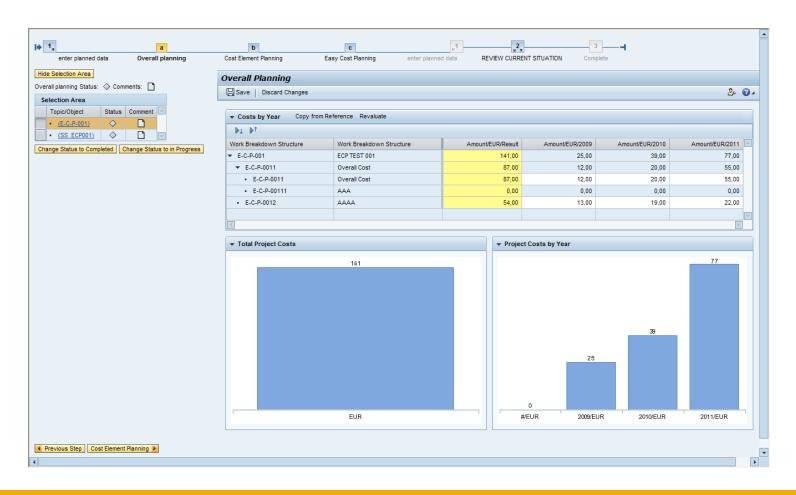
Key benefits

- Ability of occasional users to enter planning data and prepare cost estimates in a user-friendly UI
- Relief for the controlling department of some of the work associated with preparing and entering planned data
- Preparation of cost center hierarchies with a valid-from date and scheduling of changes
- Creation of change requests to initiate cost center changes
- Ability to access data in SAP ERP directly from SAP NetWeaver BW without previous extraction. transformation, and loading (ETL)
- On-screen notes and attachments: master data and chart display to support transaction entries



User interface and analytics improvements in managerial accounting





Receivables management

SAP ERP Customer Financial Fact Sheet mobile app



Mobile@Suite2011 (3.0) - on-premise add-ons

Scope

- Display list of all customers and those classified as critical according to predefined rules
- Display financial details for a selected customer (total amounts of outstanding or overdue invoices, credit limit, credit limit utilization, and credit risk class)
- Display original invoices (as sent to the customer) in PDF format and send them to the customer by e-mail
- Display contact persons in customer organization and add them to list of local contacts
- Document promise-to-pay for customer*
- Start the dispute management process or add details to an open dispute*
- Store notes on the customer in SAP ERP collaborate with the accounting back office*
- Store document attachments for the customer*

Key benefits

- Ability of sales representatives to access financial data and customer invoices real time via self-services
- No need for sales representatives to call the back office of accounting department by e-mail, fax, or so on to collect the required information
- Acceleration of the dispute management process*
- Improved visibility into future payments promised by the customer – better cash planning*
- Better collaboration with accounting back office*

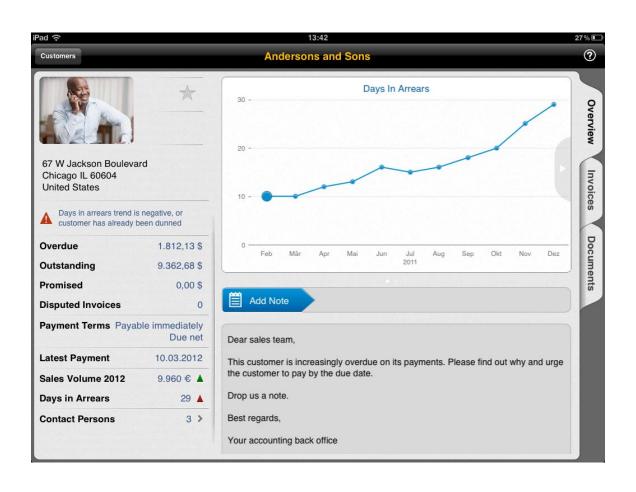


*iPad version only

Receivables management

SAP ERP Customer Financial Fact Sheet mobile app





Travel management

SAP Travel Management



Mobile employee productivity suite 2.0

Scope

- Receive notification for travel expense approval work items
- View list of all travel expense workflow approvals for the manager
- Review expense report details and adherence to company policy
- Enter comments and approve or reject workflow
- Create travel expense entry
- Capture receipt photo for an expense
- · Record voice note of an expense
- Send expense entry and attachment(s) to server

Key benefits

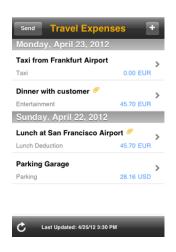
- Timely processing of travel expense workflows
- Accurate billing and reimbursement of expenses

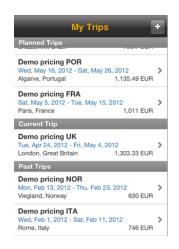
- Increased employee productivity through a reduction in the number of administrative tasks
- No need for employees to sort through receipts and scan them into the software after completing a trip

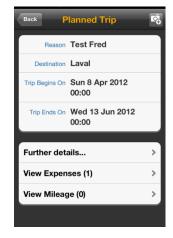
Travel management

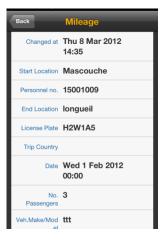
SAP Travel Management











Travel management

SAP Travel OnDemand (current release)



SAP Travel OnDemand (current release)

Scope

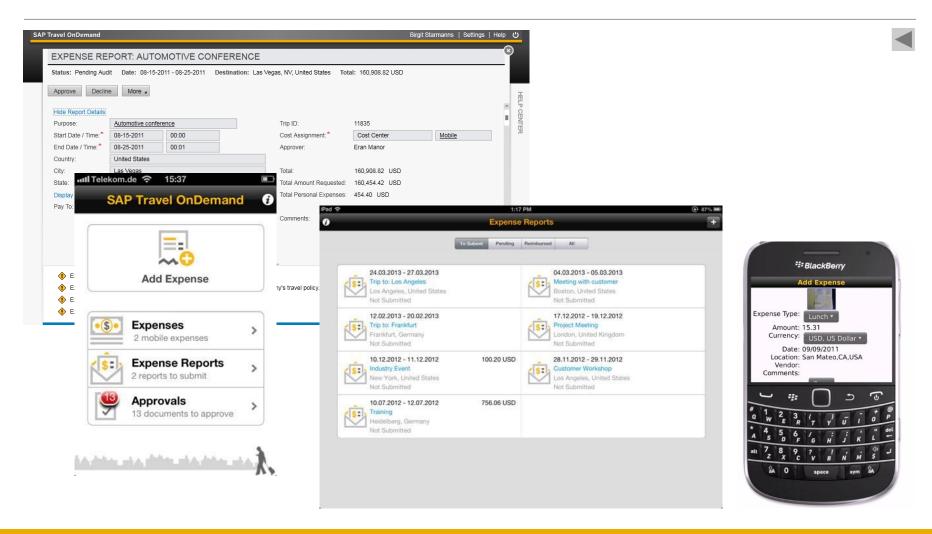
- Web-based, on-demand solution to empower the business traveler anytime and anywhere
- Integrated travel planning, booking, and approval of business trips based on travel policies and guidelines
- Mobile support for travel requests and approval, expense receipt entry, and expense report creation and submission
- Expense approvals and reimbursement through integration with SAP ERP (SAP ERP Financials and SAP ERP HCM) for payments
- Reporting of travel expenses and exceptions to travel policy

Key benefits

- Ability of the business traveler to manage travel conveniently anytime and anywhere
- Streamlining of the submission, approval, and reimbursement of travel expenses
- Increased compliance with travel policies and visibility into travel behavior
- Faster deployment of a travel solution without the need for extensive training
- Integration with SAP ERP to leverage financial processes for expense reimbursement and cash management
- Control of software costs with a software-as-a-service solution

Travel management

SAP Travel OnDemand



Recent innovations (appendix)

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Employee self-services



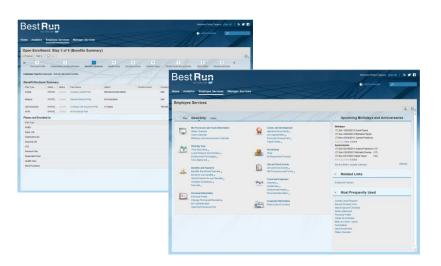
SAP ERP 6.0, EHP6 – HCM

Scope

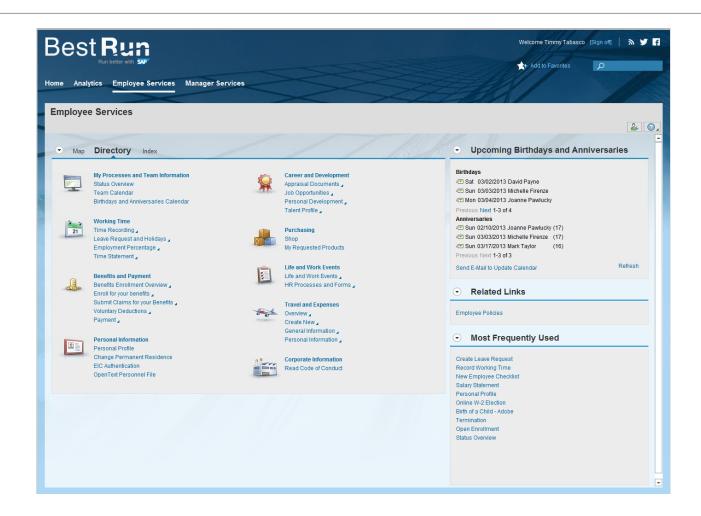
- New interfaces and features for benefits enrollment. including multistep guided activity with enhanced UI logic, easier entry of dependent information, and handling of corequisite and prerequisite plans
- Enhanced user interfaces and features for managing employee time
- Skills and qualification information integrated with the talent management profile in employee self-service (ESS)
- Emergency address available in personal profile
- Additional country-specific services for the ESS role (Web Dynpro and ABAP)
- New theme with appealing color schemes and icons and redesigned UI elements such as headers and buttons

Key benefits

- Consistent look and feel across ESS to improve usability and user acceptance
- Lower total cost of ownership (TCO)
- Modern look and feel; improved readability



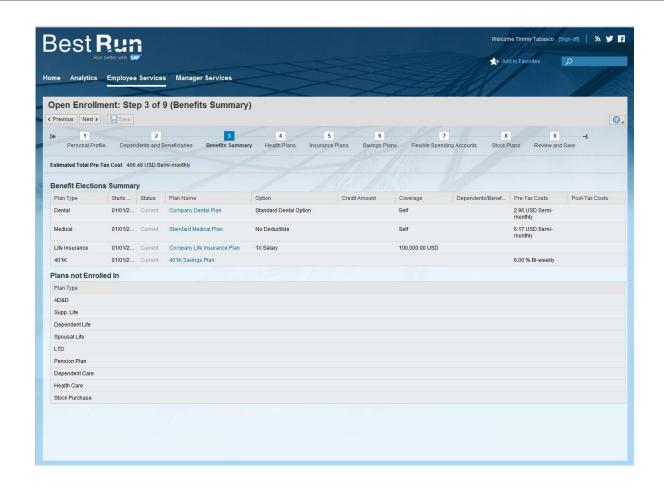
Employee self-services





Employee self-services





Manager self-services



SAP ERP 6.0, EHP6 – HCM

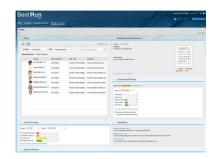
Scope

- Simplified infrastructure and portal-agnostic deployment option
- Configurable user interface offering additional end-user personalization
- New home page using the employee as the starting point for processes and navigation
- Summarized information at the team level with an option to drill down for details
- Embedded SAP Organizational Visualization application by Nakisa for hierarchical team representation
- Ability to launch services on behalf of employees directly from team view
- New theme with appealing color schemes and icons and redesigned UI elements such as headers and buttons

Key benefits

- Lower TCO
- Flexible user interfaces
- Improved usability and end-user acceptance
- Direct access to employee, team, and organization data
- Contemporary look and feel; improved readability
- Increased productivity for managers
- Improved decision support



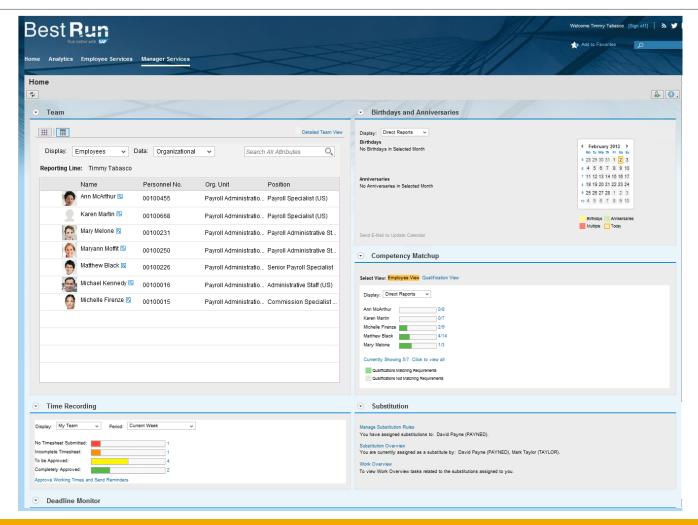


Manager self-services





Manager self-services



Enhanced user experience and additional functionality for ESS, MSS, and mobile manager services

HR renewal 1.0

Scope

- Manager delegation
- Redesigned reporting experience for managers with new reports and dashboards
- Enhanced usability for calendar-type UIs in ESS and MSS
- New ESS views for team calendar, holidays, and birthdays/anniversaries
- Theme editor for easy adaptation of theme
- Mobile manager services

Key benefits

- Flexible setup of delegations based on situation and manager needs
- Improved decision support through easy access to the relevant information
- Enhanced user experience in ESS and MSS
- Tools allowing customers to adapt and style the UI
- Anytime and anywhere access to processes and information

SAP HR Approvals mobile app



SAP HR Approvals 2.4.1 (iOS) and 2.3.0 (Android)

Scope

- Notification of HCM-related requests
- View of HCM requests and details that are awaiting approval
- View of team calendar that show other absences during the requested leave period
- Ability to approve and reject HCM requests in groups or individually

Key benefits

- Ability of managers to approve HCM requests outside the office or away from the desk: the process won't be delayed
- Managers' reception of notifications of new approval items - avoidance of delays in the process
- No paper-based requests that require a signature

SAP Leave Request mobile app



SAP Leave Request 2.4.2 (iOS) and 2.3.0 (Android)

Scope

- Ability to view overview, details, and status of leave requests
- Ability to create, modify, and delete leave request
- Ability to view vacation days available
- Ability to view team calendar with teammates' availability

Key benefits

- Ability of users to perform outside the office or away from the desk – avoidance of delays in the process
- No need to submit and enter paper-based leave requests

SAP Employee Lookup mobile app



SAP Employee Lookup 2.2.0

Scope

- Search and view of employee profiles
- Display of organizational structure
- Outbound and inbound integration from native e-mail, voice calls, and so on
- Ability to add and organize favorites

Key benefits

- Ability of users to search and find employees via mobile device effectively within an enterprise organization (especially via phone number or e-mail address)
- Ability of users to identify members of an organization visually via a mobile device

UX enhancements for administration of employees and organization



HR renewal 1.0, feature pack 1

Scope

Web-based UI featuring a common landing page for organizational management and personnel administration and a harmonized interface for master data maintenance, introduction of collaboration and social networking, and analytics lanes for the start page

Key benefits

- Easier-to-use, Web-based interface that offers improved productivity, engagement, and user satisfaction; potential data quality improvements with collaboration
- Easier access to analytics and reports

HR Shared Service Framework



HR Shared Service Framework

Scope

- Integration of SSF-HR with E-Recruiting, including ticket creation in side panel
- Portal self-service for online tickets

Key benefits

- Integration of SSF-HR with SAP E-Recruiting, allowing the shared services center to support recruiters, HRBPs, and internal and external candidates.
- Tightened connection between HR and service request/ticket to provide contextual information using Side Panel to allow the user to create tickets within key E-Recruiting business functions and review the status of their open tickets.
- Online self-service web request (available with cookbook)
- Identify trouble areas, monitor volume and quality with analytics and customer surveys, including two new dashboards for service requests (tickets) and processes
- Updated cookbooks that provide guidance for releases prior to EhP5

UX and TCO enhancements for HCM processes and forms

HR renewal 1.0

Scope

- Additional UI based on SAP native technology
 - Employee and manager initiated processes
 - Design-time to support new technology
 - Service-enablement

Key benefits

- Improved UX, including harmonization of UIs, helps drive efficiency and satisfaction
- Better leverage common and existing skill set to create **HCM** processes
- Reduced technical infrastructure requirements and associated costs
- Service enablement to facilitate use of non-SAP standard UIs (e.g., MS SharePoint)

Additional UX and TCO enhancements for HCM processes and forms

Feature Pack 2.0 for HR renewal 1.0

Scope

- Additional UX and TCO enhancement for HCM forms based on Web Dynpro
 - Application for HR Admin to start process
 - Capability to attach supporting documents
 - Ability to record process outcome in digital personnel file
 - Ability to print process outcome
 - Ability to search and display for processes
 - Integration with collaboration engine (optional)

Key benefits

- Lower TCO and increased end-user satisfaction
 - HR administrators can initiate processes in the new UI
 - Supporting documentation can be attached as an aid for approval or reference
 - Process can be stored digitally for efficient and legal reference
 - HR administrators can easily locate processes for reference or help complete changes initiated by others

Time and attendance management

SAP Timesheet mobile app



SAP Timesheet 2.3.0

Scope

- Timesheet for smart phones, enabling employees to:
 - Create timesheet entries and submit for approval
 - Review, modify, and delete existing timesheet entries
 - Check for overbooked and incomplete days
 - View approval status
 - Add and organize favorites

Key benefits

- Time entry for payments (HR)
- Faster and more accurate time recording due to anytime and anywhere access to time recording
- Elimination of the need for double entry and offline or paper-based processes
- Fast entry through reuse of favorites

Rapid-deployment solutions for core HR and payroll

SAP ERP rapid-deployment solution for employee and manager selfservice

SAP ERP rapid-deployment solution for employee and manager self-service

Scope

- Combination of software, predefined services, preconfigured content and enablement content
- Integration with existing SAP NetWeaver or Microsoft SharePoint portal
- Predictable and fast time to business value
- Low-risk implementation
- Proven best business practices
- Fixed implementation cost

Key benefits

- Shorter implementation time for standard employee and manager portal
- Leverage existing portal investment
- Quicker ROI and lower TCO
- Reduced administrative costs, cycle times, and error rates

SAP E-Recruiting rapid-deployment solution with enhanced userexperience functions and standard integration



SAP E-Recruiting rapid-deployment solution

Scope

- Configuration of complete standard processes for SAP E-Recruiting
- Candidate UI through predefined templates for correspondence from SAP Consulting

Key benefits

- Quick implementation of SAP E-Recruiting, including integration with SAP ERP HCM for quick onboarding of new hires
- Option to implement candidate UI through SAP Consulting or partners
- Ease of setup of correspondence to include employer branding

Performance management



SAP ERP 6.0, EHP6 - HCM

Scope

- Full integration of performance management in talent review meetings
- Enhanced user experience of flexible performance management process
- Improved flexibility in the predefined performance management process

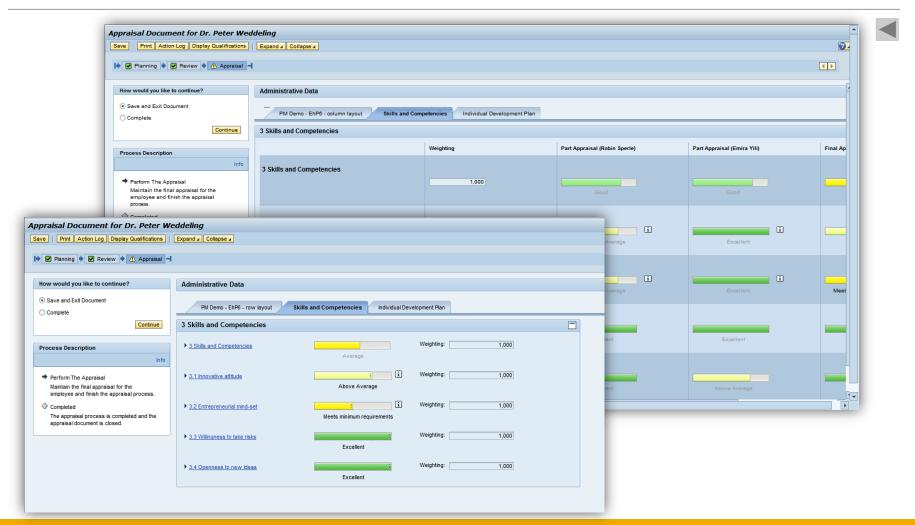


Key benefits

 Improved usability possibilities as well as more enhancements to optimize and integrate the performance process



Performance management



Solution today

Talent review



SAP ERP 6.0, EHP6 - HCM

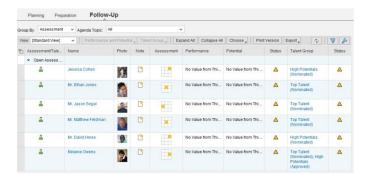
Scope

- Improved core functionalities like more efficient talent search, enhanced talent profile, and profile printing
- Improved talent review meeting user experience such as visual clustering and coloring of the calibration grid or support for follow-up actions
- Landing page for talent specialists

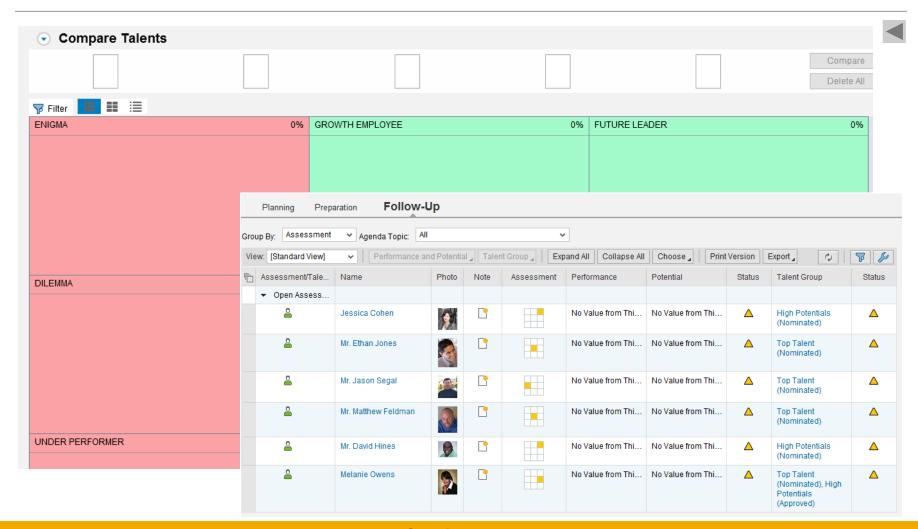


Key benefits

- Improved ability to identify top talents in the organization and effectively manage them as high potentials – successors, for example
- Easier access for talent specialists



Talent review



Solution today

E-recruiting



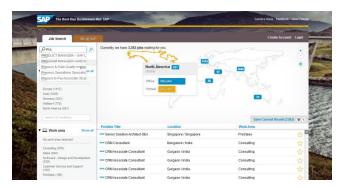
SAP ERP 6.0, EHP6 - HCM

Scope

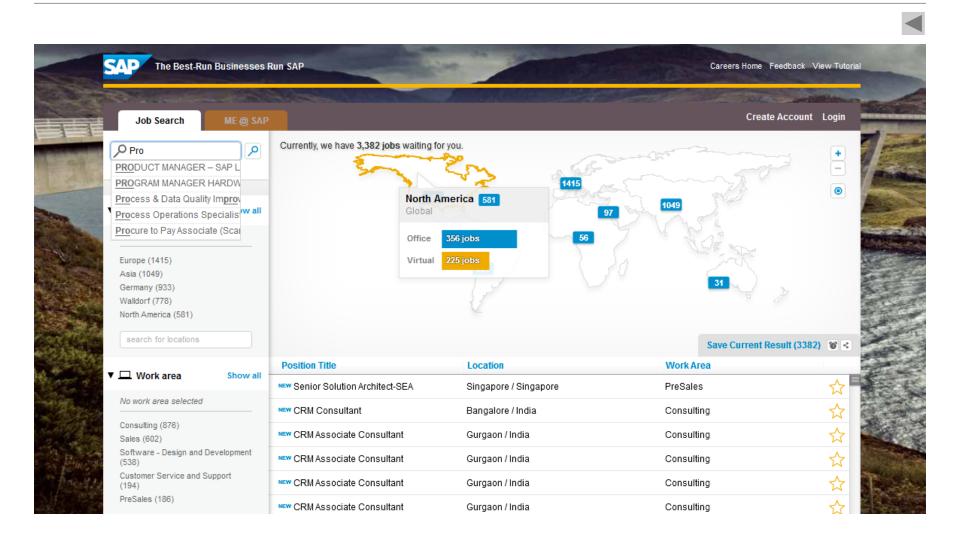
- Operational data provisioning (ODP) content that enables the organization to improve the efficiency of the recruitment process
- Access to more metrics through new reports:
 - Requisition monitor
 - Posting channel efficiency
 - Activity monitor
 - Planned job interviews
 - Efficiency of application sources
 - Diversity report

Key benefits

- Instant access to information through the recruitment processes, allowing immediate and more intelligent business decisions
- Improved insight to trends and exceptions, enabling users to identify potential areas of concern drilling down to individual requisitions and candidates
- Strengthened and simplified visualization possibilities of analytics providing a better user experience with SAP BusinessObjects Dashboards software (for ODP analytics)



E-recruiting



SAP Interview Assistant mobile app



SAP HCM Interview Assistant 1.2.0

Scope

- Display of a short list of relevant candidates
- Prepare for interviews by viewing candidate documents and classifying them
- Support managers by storing feedback in documents and with the evaluation process
- Use hire or reject functions for follow-up processes

Key benefits

- Access to new data for branch managers who are always on the road; ability to use mobile devices to check the current situation and react to it speedily
- Ability of hiring managers to use tablet computers during interviews because tablets are easy to use and acceptable in this environment

Learning



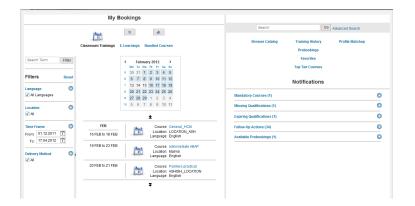
HR renewal 1.0

Scope

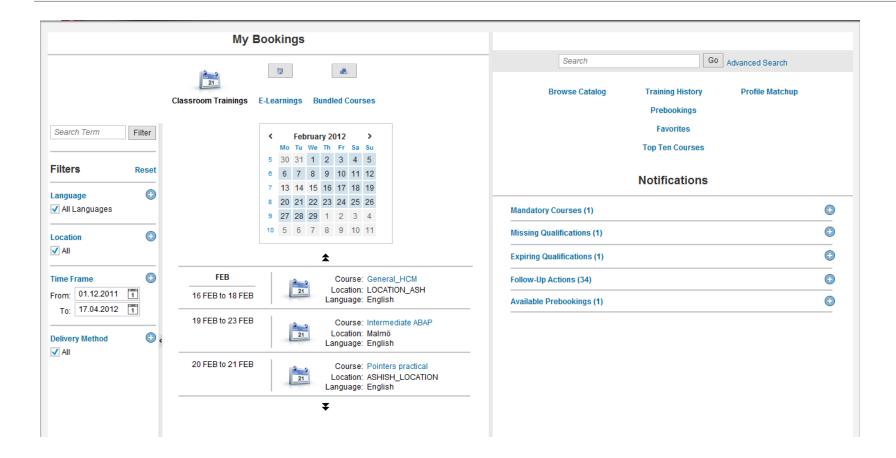
- Redesigned learner portal with state-of-the-art user experience
- Flexibility to allow branding and personalization of layout
- Enhanced search functionality and browsing of catalog, use of filters and personalization, and efficient presentation of search results
- Native mobile app to search for and consume relevant learning content efficiently

Key benefits

- Consumer-grade user experience
- Fast and efficient access to relevant information
- Easier customization and personalization
- UX consistent with all other talent management functions
- Lower TCO due to consistent use of Web Dynpro and **ABAP**



Learning





SAP Learning Assistant mobile app



SAP Learning Assistant 1.0.0

Scope

- Immediate action by searching for and assigning substitutes (labor transfers)
- Quick access anytime and anywhere to staffing levels and current availability of the workforce
- Alerts where immediate action is required



Key benefits

- Ability to browse and search for learning
- Mandatory, booked, recommended, related, and predecessor or follow-up courses
- Display of a miniview and detailed view of courses
- Ability to play podcasts and videos flip supported
- Ability to view notifications for course confirmations, cancellations, missing and expired qualifications, and mandatory trainings
- Ability to book, cancel, locate on map, and confirm completion for learning courses
- Ability to download learning content and play it offline

SAP Learning Assistant mobile app



External learning



HR renewal 1.0

Scope

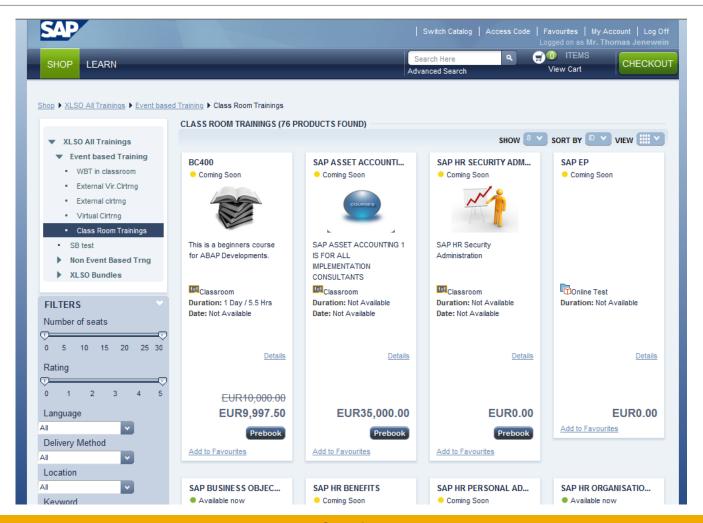
Extension of SAP Learning Solution and SAP Enterprise Learning to:

- Provide, sell, and promote learning offerings to the extended learning community – customers, partners, contractors, suppliers, and so on
- Provide learning self-services via external front ends for different customers
- Track and monitor training completion by externals
- Automate processes for registration, booking, flexible billing and payment, and correspondence

Key benefits

- State-of-the-art learning e-commerce processes
- State-of-the-art, configurable, and flexible learner front end and UI and e-commerce application to set up customerspecific offers and shops
- Standard integration into the SAP software landscape

External learning





Solution today

Workforce planning and analytics

SAP Manager insight mobile app



SAP Manager Insight 1.2.0

Scope

- Increased HR operational efficiency through easier meeting planning and capture of follow-up actions
- Acceleration of HR processes by mobile reporting and KPI tracking
- Collaboration across functions enabled by the same set of HR insights and employee profiles available to managers and HR business partners
- Immediate access to BI reports and employee details informs better decision making

Key benefits

- Instant access to employee profiles and details
- View of HR metrics and ability to drill down at all organizational levels
- Ability to analyze and assess the current workforce more simply and quickly through access to KPIs and reports
- View of business intelligence (BI) reports with an ability to create and save variants
- Flexible, configurable analytics and employee profile data that support better decision making





Workforce planning and analytics

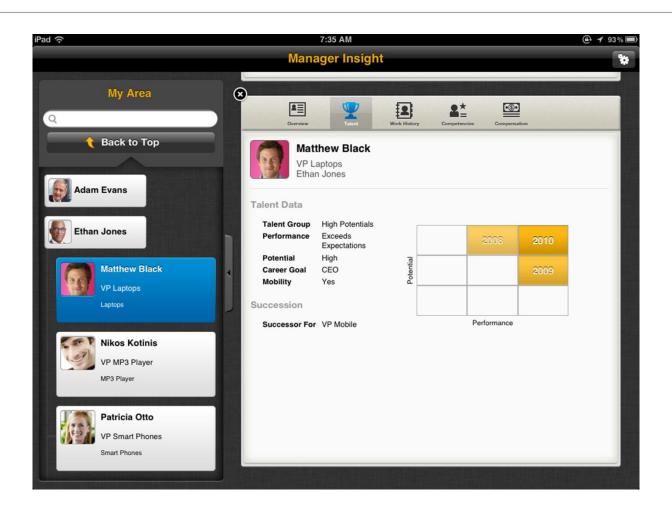
SAP Manager insight mobile app







SAP Manager insight mobile app





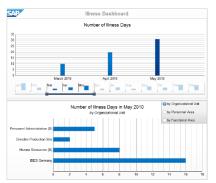
Workforce analytics – Operational Data Provisioning (ODP)



SAP ERP 6.0, EHP6 – HCM

Scope

- Real-time reporting on transactional data
- Analysis of key strategic and operational metrics as the underlying activities are actually occurring
- Standard data models that cover strategic and operational metrics



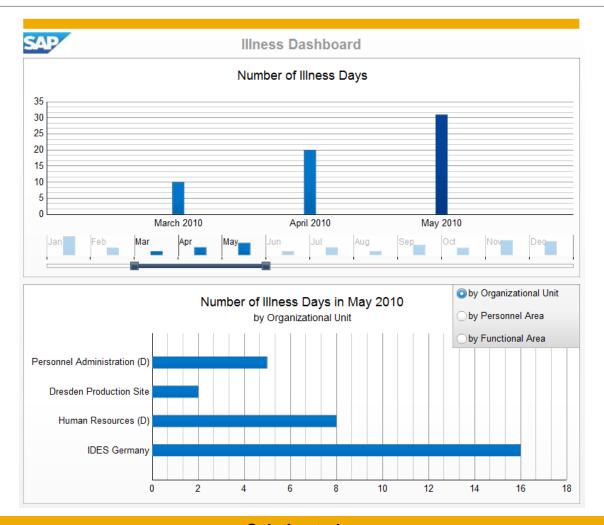


*Dashboards not in EHP6 delivery

Key benefits

- Ability to reach better decisions quicker, using data from the entire organization
- Ability to spend less time fumbling with the data and more time in the data, determining how to transform human capital into value-creating activity
- Better workforce management, using predefined queries that capture key inputs from business performance

Workforce analytics – Operational Data Provisioning (ODP)



Workforce analytics – Operational Data Provisioning (ODP)





Recent innovations (appendix)

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

<u>Sales</u>

Supply Chain

Quality management and compliance

User guidance and insight with SAP Quality Issue Management



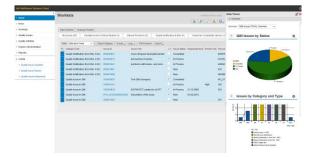
SAP Quality Issue Management 1.0

Scope

- Web-enabled user interface (Web Dynpro for ABAP), including guided procedures
- User guidance through business rules using the business rule framework (BRFplus)
- Context-related information using the business context viewer
- Use of side panels

Key benefits

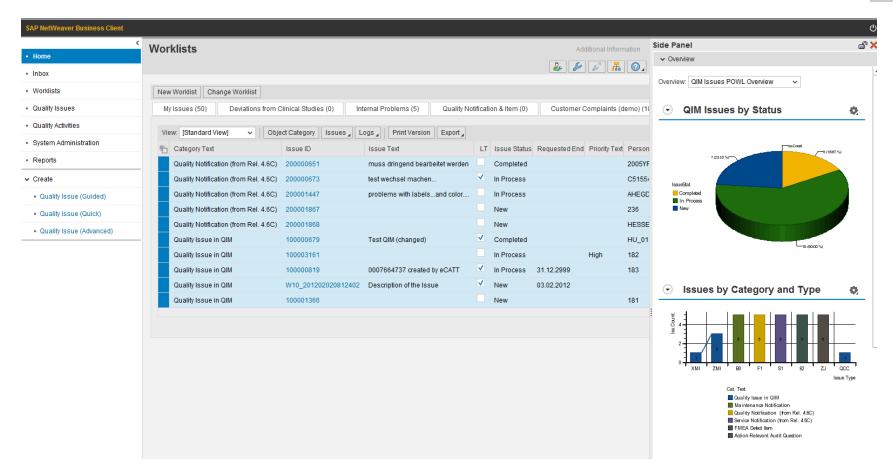
- Transactional productivity
- Engagement in decisions
- Reduced training time



Quality management and compliance

User guidance and insight with SAP Quality Issue Management





Mobile quality issue recording

SAP ERP Quality Issue mobile application



SAP ERP Quality Issue (Mobile app)

Scope

- Easier creation of quality issues with a mobile device anywhere within the company, directly upon detection of an issue
- Option to attach up to five pictures of the issue, which are automatically uploaded to SAP ERP upon submission of the issue
- Option to track the status of issues created by the issue submitter

Key benefits

- Employee efficiency and motivation higher acceptance of process
- Submission of issue directly upon detection of a defect
- Real-time data access and update status for faster reactions and processing



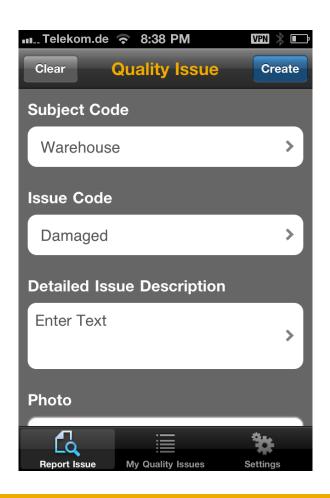


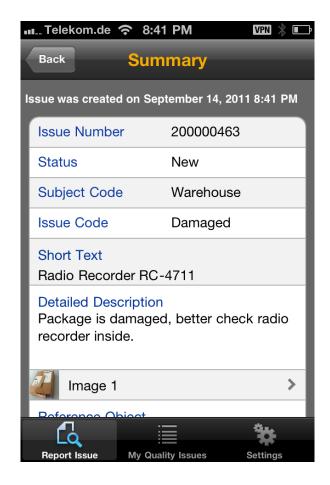
Mobile quality issue recording

SAP ERP Quality Issue mobile application









Power list for process industries



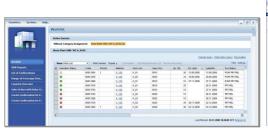
SAP ERP 6.0 EHP5

Scope

- Personal object work list (POWL) or power lists with pending work-order operations or phases for selected work centers or resources
- Traffic lights that indicate the feasibility of each operation
- A user-defined view, Work List, provides an overview of status, priority, dates, and so on

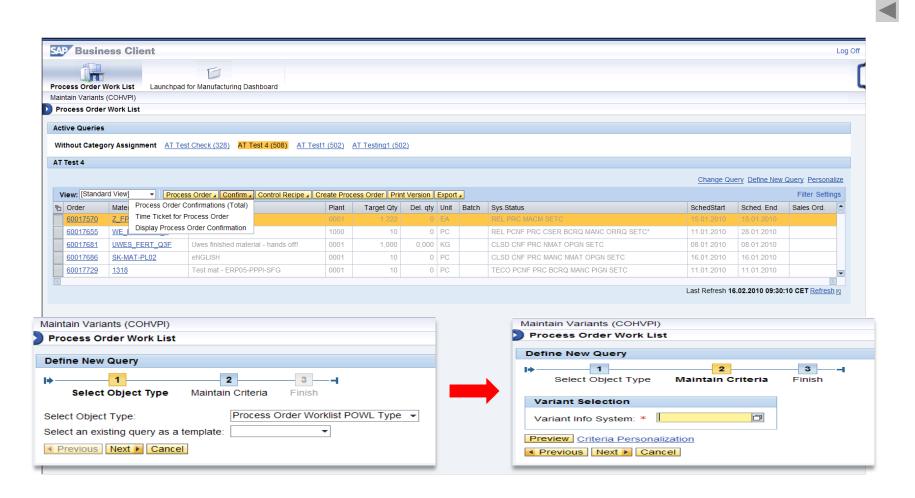
Key benefits

- Role-specific lists support process manufacturing execution on a single screen
- One-step overview of the current situation in the production shop floor that is responsible
- Ease of understanding and consuming the display of the manufacturing information with minimum training effort for the end user





Power list for process industries



Shift report



SAP ERP 6.0, EHP5

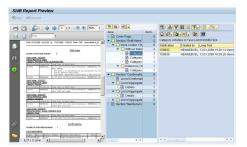
Scope

- Shift note cockpit with automatic refresh to track and manage all shift events
- Shift report preview functionality with direct access to all relevant objects
- Quality and maintenance notifications as part of standard shift report
- New business configuration set for shift note to speed up implementation
- Automatic alerting for shift notes

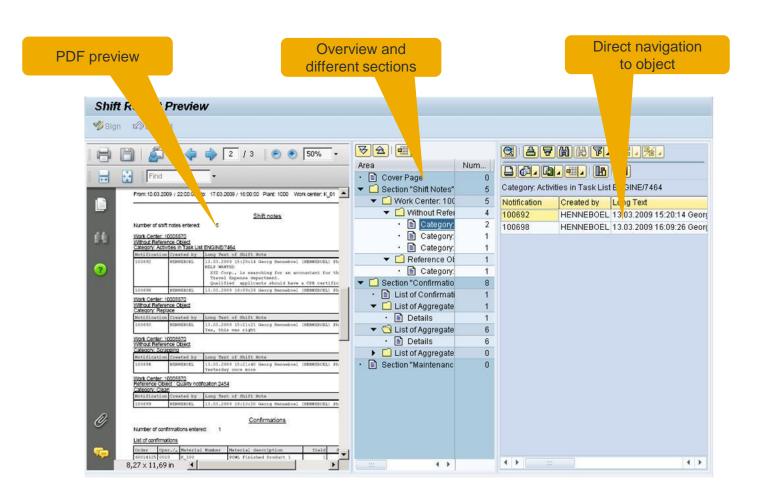
Key benefits

- Documentation of all shift-related events
- Use for summary reports (weekly, monthly, or yearly)
- Electronic signature that fulfills the requirements of the FDA
- Easier integration of customer-specific data due to open interfaces
- Integration of free text search (including fuzzy search) to save time
- Lower expense than third-party tools because no additional software license is required





Shift report



Enhancements in kanban planning, execution, and usability



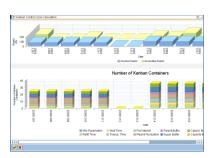
SAP ERP 6.0, EHP5

Scope

- Lifecycle management for kanban control cycles
- Mass maintenance of kanban control cycles
- Restriction of execution of kanban process steps

Key benefits

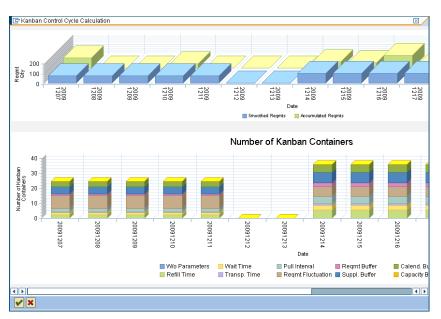
- Creation of master data in a very early design phase of supply processes, even with inconsistent data
- Simultaneous creation, change, deletion, and consistency check of multiple control cycles
- Process security and enablement of poka-yoke principles





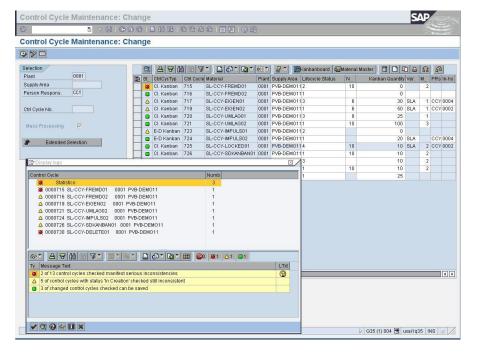
Enhancements in kanban planning, execution, and usability





Enhancement of kanban graphic for calculation of kanban loop size

Mass maintenance of kanban control cycles



Manufacturing integration and intelligence

Display value where a cursor is with a vertical line



SAP Manufacturing Integration and Intelligence (SAP MII) 12.1

Scope

- Consumption of reports (generated with SAP Crystal Reports) from within SAP MII that are populated with data from SAP MII:
 - Not fully implemented until SAP MII 14.0; not usable today
- Vertical markers on a chart object

Key benefits

- A robust reporting interface (SAP Crystal Reports) that manufacturing users are familiar with:
 - Collaborative report when hosted from a server rather than multiple local reports
- Ability to compete with existing charting solutions commonly available for manufacturers



Manufacturing integration and intelligence

Display value where a cursor is with a vertical line





Cursor as a Vertical Line

Manufacturing execution

Enhanced user interface (UI)



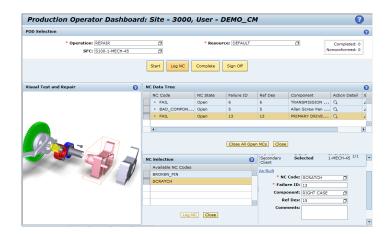
SAP Manufactuing Execution 6.0

Scope

- Viewing of ECAD layouts and schematics, 2-D and 3-D geometry models
- Interaction with model to log a nonconformance (NC)
- UI harmonization

Key benefits

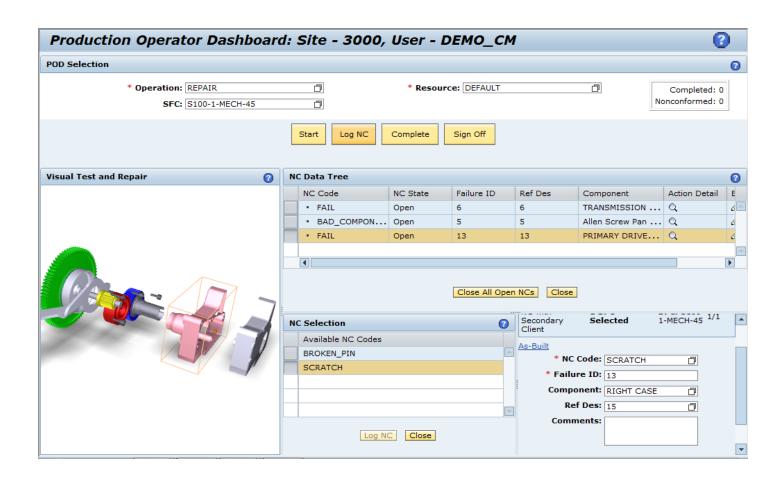
- Enhanced repair process for defective product through visual identification
- Standard screens across all of SAP Manufacturing Execution



Manufacturing execution

Enhanced UI

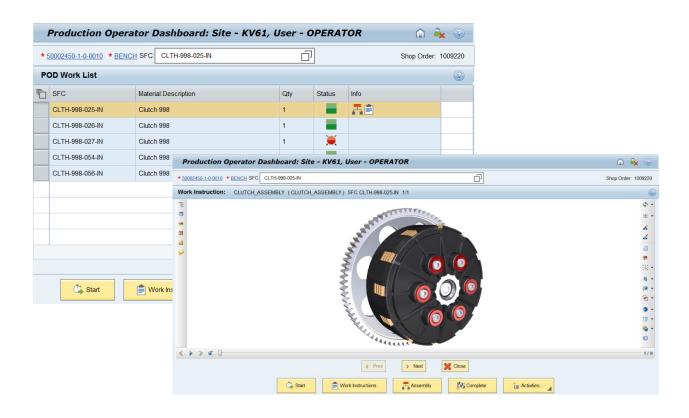




Manufacturing execution

Enhanced user experience w/touch screen POD UI





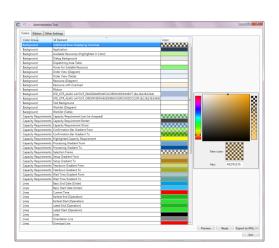
Shop floor dispatcher and monitor



Scope

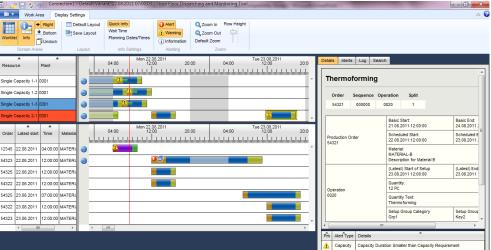
- Enable production supervisors to allocate production tasks to specific machines on a short-term basis
- Provide monitoring functions for the entire production process
- Support the end-user with easy to adapt context sensitive information

 Adapt the production schedule to the current situation more easily in case of unforeseen events

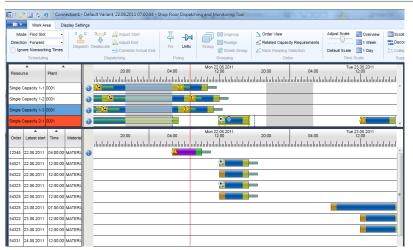


Key benefits

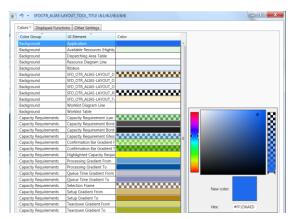
Faster decision support for users and better performance



Shop floor dispatcher and monitor

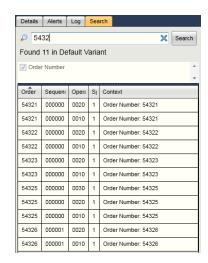


Shop Floor Dispatcher & Monitor - Dispatching and Workload Board





Information Window – Highly configurable



UI Administration Tool – definition of colors and UI elements

Recent innovations (appendix)

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

SAP ECC 6.0

Employee shopping cart



SAP ECC 6.0, EHP6

Scope

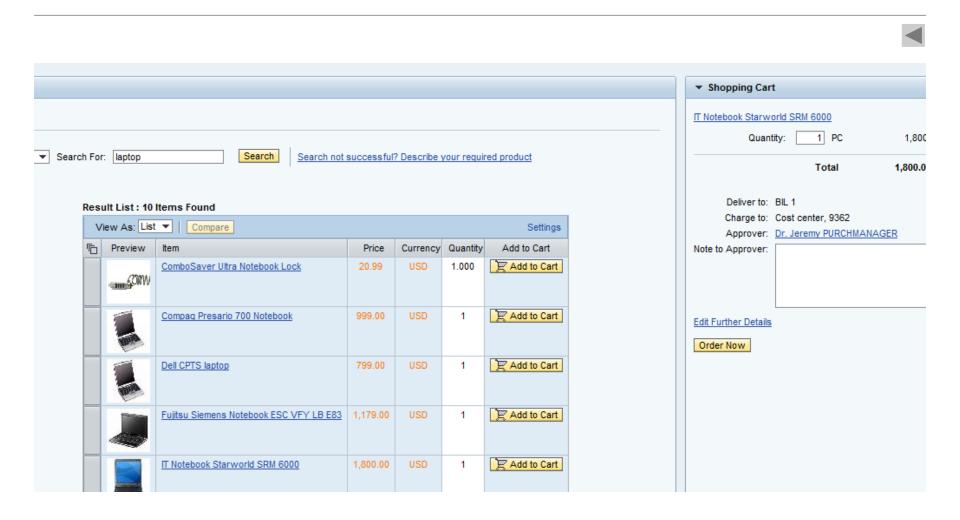
- Shopping cart in SAP ERP empowers all company employees to create and manage their own requisitions with a user-friendly Web interface:
 - User-friendly shopping cart for employees to manage their requisitions
 - Cross-catalog search supports Internet-like search that helps employees find products easily

Key benefits

- High degre of integration with existing processes
- Reuse of existing configurations and data
- Minimal configuration effort



Employee shopping in SAP ERP



Embedded analytics in SAP SRM

Contract management



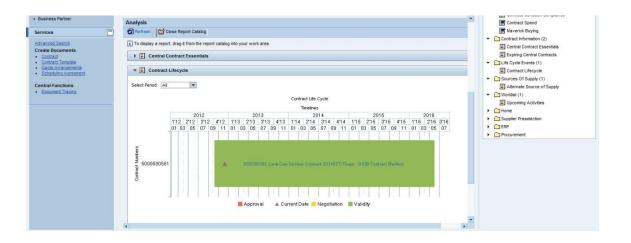
SAP SRM 7.0, EHP1

Scope

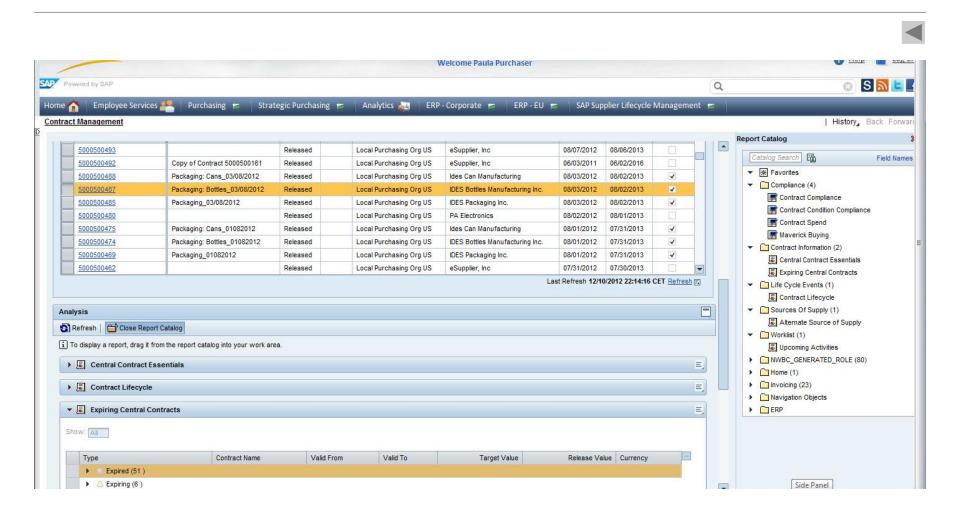
Fast access via drag-and-drop from side panel to show information on usage, conditions compliance, or maverick buying to make the right purchasing decisions

Key benefits

- More effective management of contracts process efficiency
- Increased contract compliance
- Quicker identification of business opportunities and issues
- Personalization for improved user adoption



Contract management – embedded analytics



Solution today

Embedded analytics in SAP SRM

Sourcing



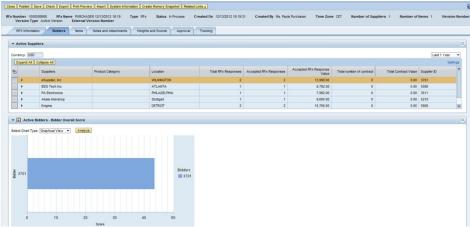
SAP SRM 7.0, EHP2

Scope

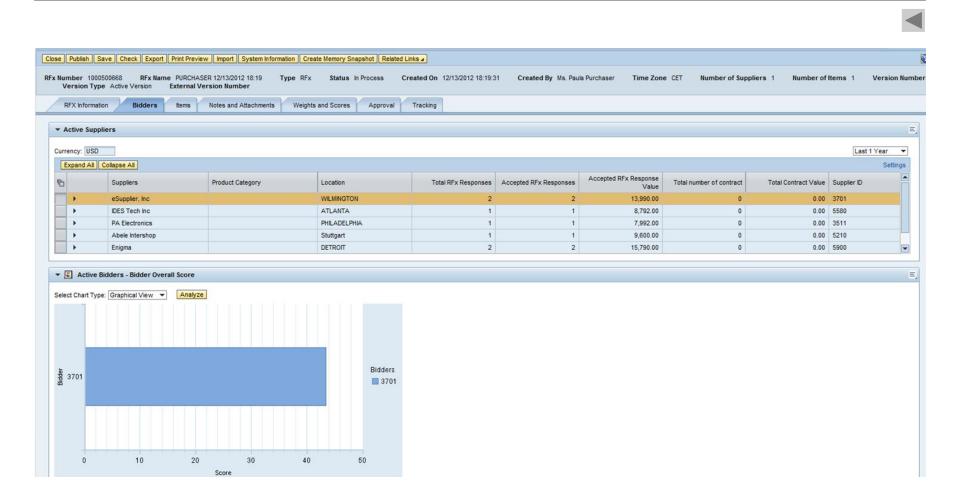
- Active bidders:
 - Embedded supplier analytics in a side panel within an RFx transaction to select the most relevant bidders for products and categories
 - Active bidders report, bidder overall score, score based on evaluation criteria, and bidder spend
- POWL reports RFx status report:
 - Ability of purchasers to display RFx status and cycle time graphs in a POWL

Key benefits

- More informed bidder selection during RFx creation
- Personalization to increase user adoption
- Process efficiency reduced number of clicks to get information



Embedded analytics – active bidders



SAP SRM – sourcing cockpit

Graphical search



SAP SRM 7.0, EHP2

Scope

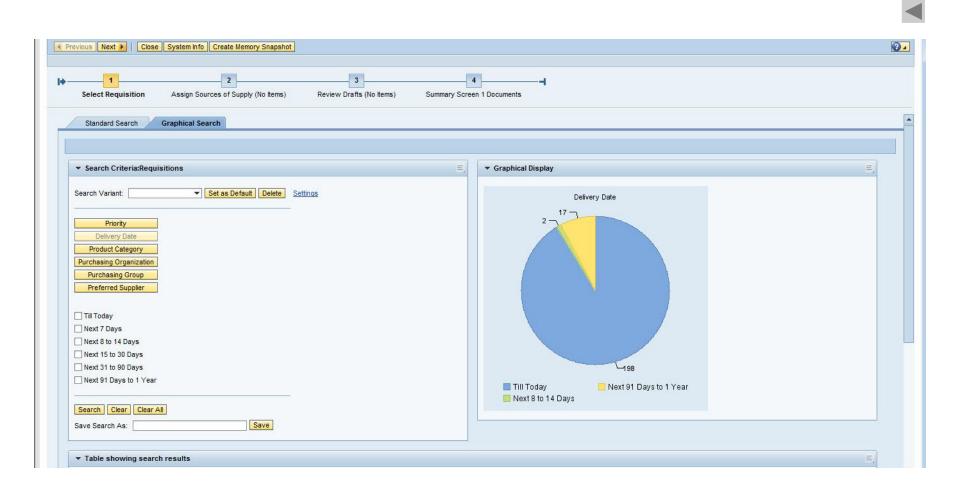
- Graphical search in the sourcing cockpit to filter and search requirements:
 - Graphical search that represents results in a pie chart for a clearer view of sourcing events
 - Nested search to short-list requisitions more quickly and easily

Key benefits

- Better visibility for purchasers into the requirements and ability to arrive easily at a work list
- Saved searches for easier repeated searches
- User-friendlier approach to process volumes of incoming requirements



Sourcing cockpit - graphical search



Embedded analytics in SAP ECC

Embedded analytics



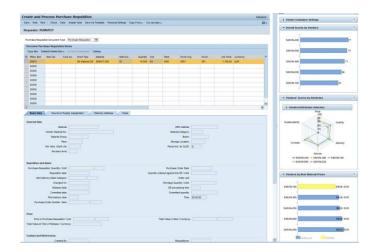
SAP ECC 6.0, EHP6

Scope

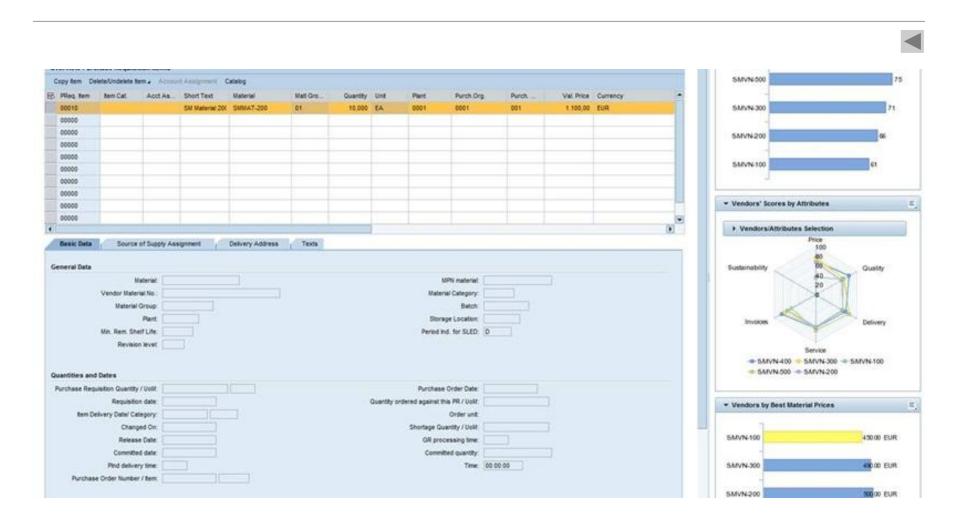
- Vendor evaluation:
 - Purchase requisition, single processing of purchase requisition (SPPR), and collective processing of purchase requisitions (CPPR)

Key benefits

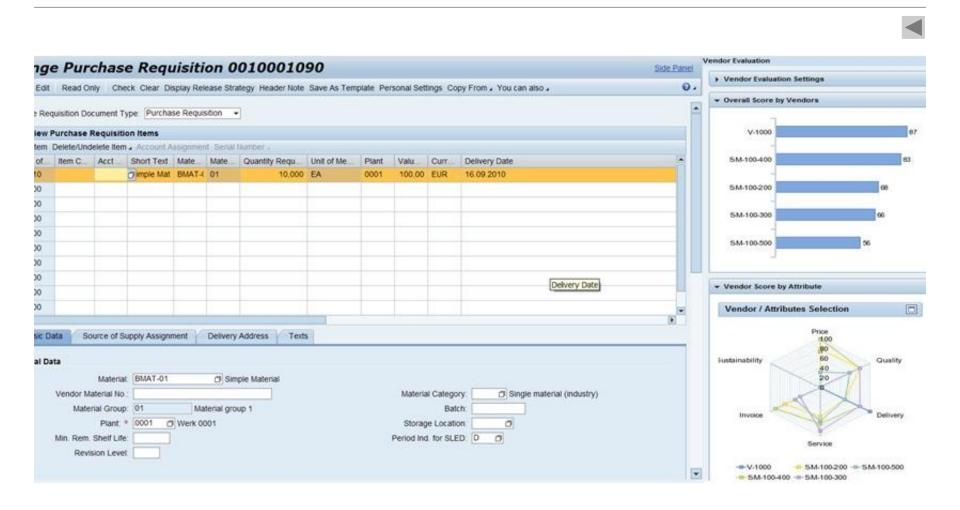
- More informed source of supply selection during requisition creation
- Personalization to increase user adoption
- Process efficiency reduced number of clicks to get information



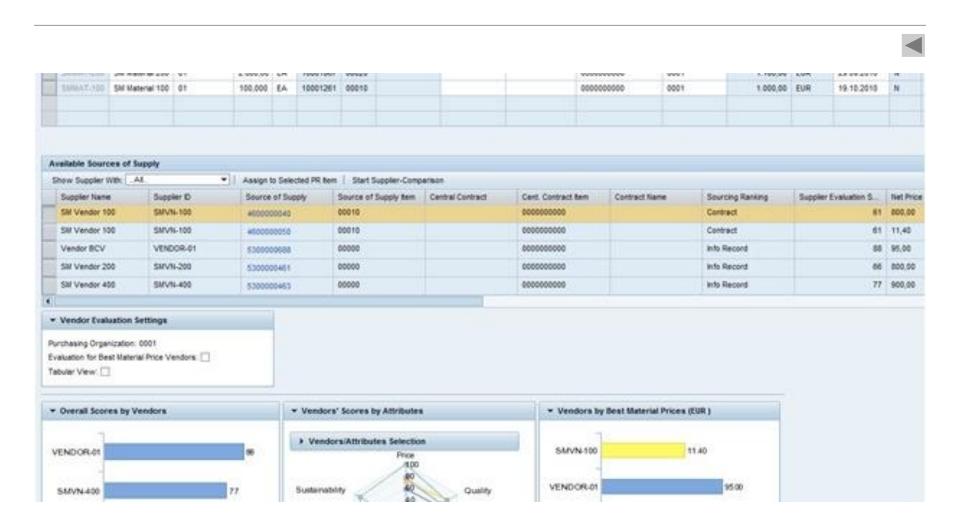
Vendor evaluation in the purchase requisition



Vendor evaluation in SPPR



Vendor evaluation in CPPR



Solution today

Side panels in SAP ECC

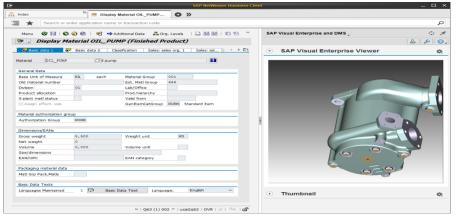
Procurement side panels



SAP ECC 6.0, EHP6

Scope

- Purchase order with notes and attachments
- Purchase requisition with Web services
- Material master with material display

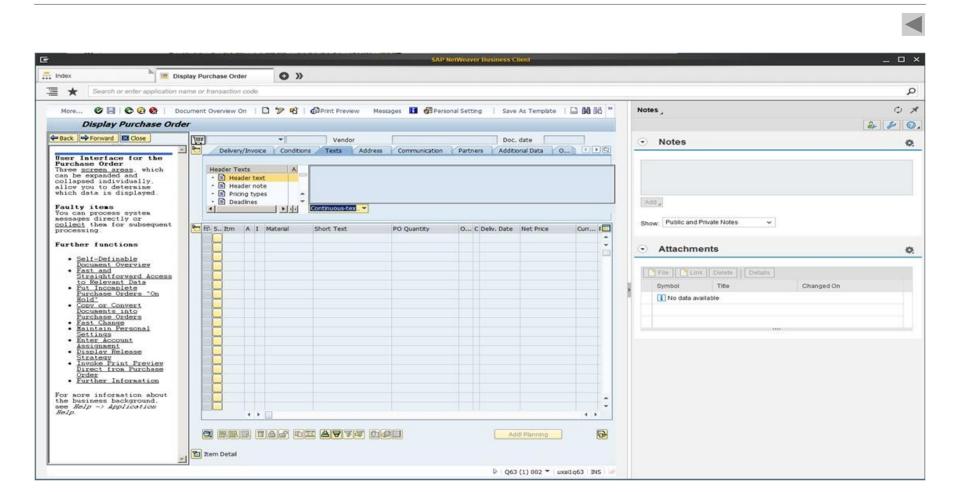


Key benefits

- Insight at the point of action for better decisions and usability
- Nondisruptive deployment: Customizing and coding of transactions not touched
- Easier configuration and extension no additional skill set required
- Open for partners and customers to create additional CHIPs* (reusable UI component or gadget) and enhance SAP's catalog of CHIPs
- Low implementation costs

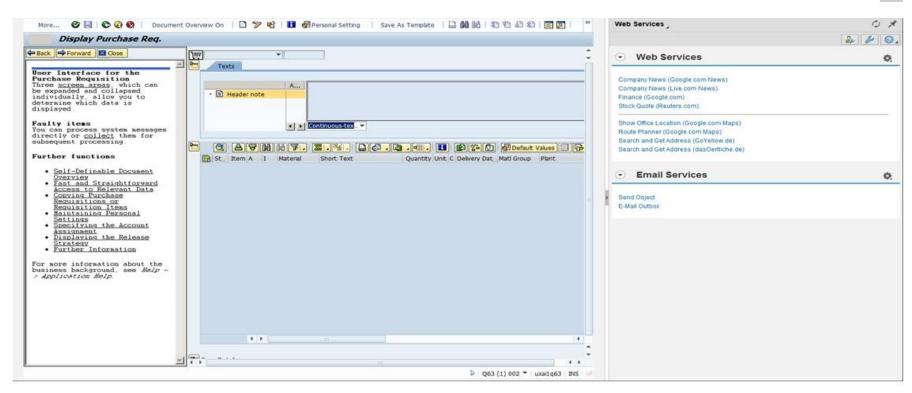
*Collaborative human interface part

Purchase order with notes and attachments



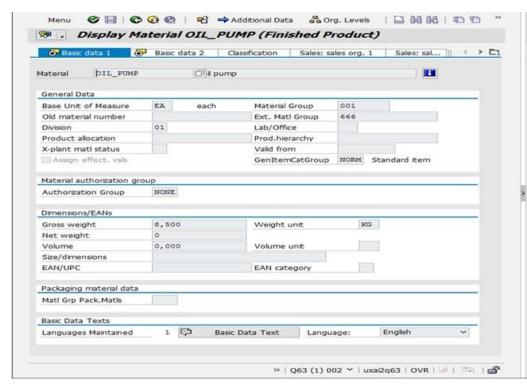
Purchase requisition with Web services

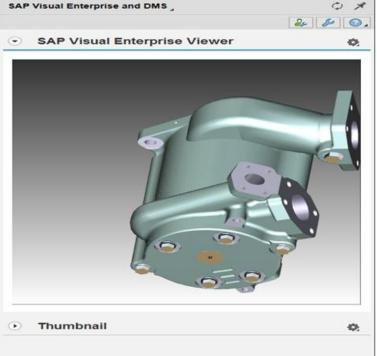




Master data with material display







Supplier relationship management

Offline bidding using SAP Interactive Forms



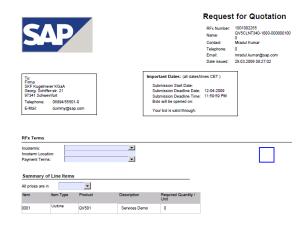
SAP SRM 7.0, EHP1

Scope

 Suppliers submit bids by e-mail using SAP Interactive Forms software by Adobe

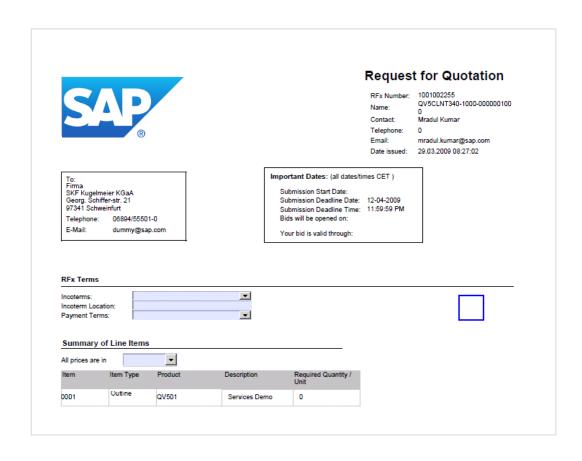
Key benefits

- Reduced need to train suppliers
- Improved process efficiency
- Increased user adoption
- Reduced data entry and greater bid accuracy



Offline bidding using SAP Interactive Forms





Supplier self-services (SUS)

User interface enhancements



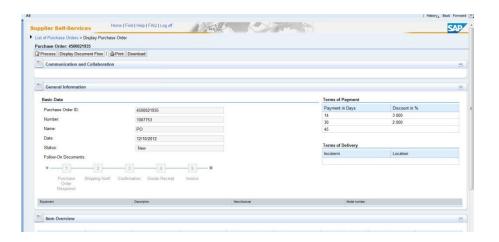
SAP SRM 7.0, EHP2

Scope

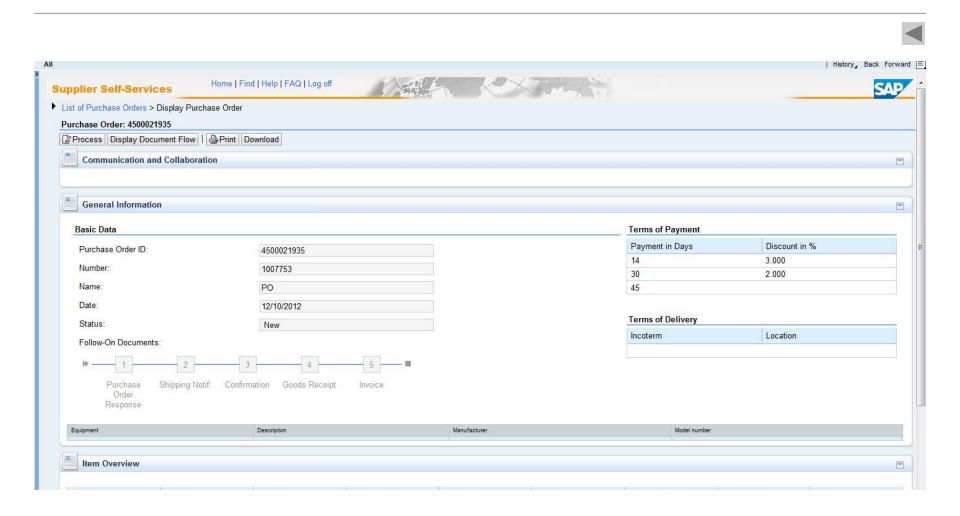
- Filtering on all tables and all columns; more like Microsoft Excel
- Better organization of purchasing document screens:
 - Communication and collaboration area on top with messages and attachments
- Button toolbar rendered with one new button toolbar tag

Key benefits

- Reduced need to train suppliers
- Improved process efficiency
- Increased user adoption



SUS – user interface enhancements



Solution today

Integration of SAP StreamWork



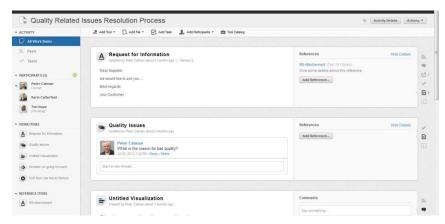
SAP Supplier Lifecycle Management 1.0

Scope

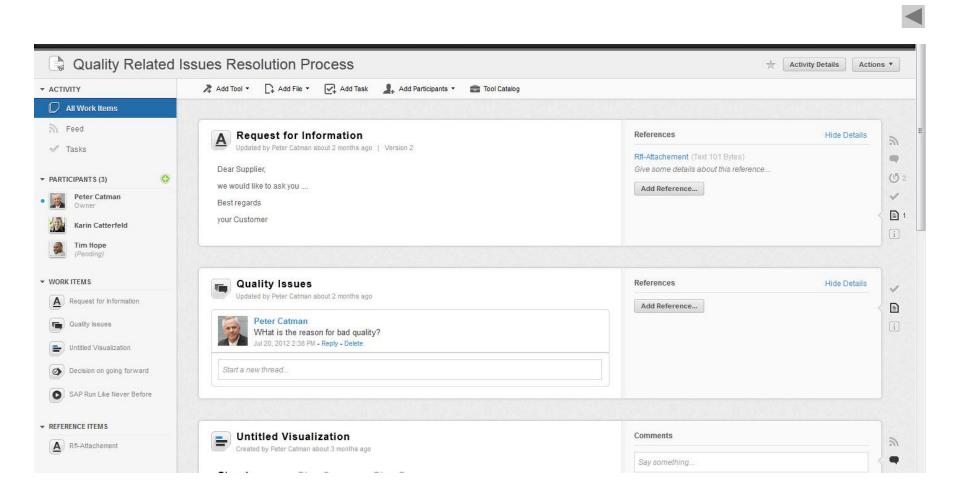
- Ability of category managers, buyers and senior procurement executives to:
 - Collaborate with suppliers
 - Set up activities in SAP StreamWork to collaborate internally to help manage suppliers

Key benefits

- Visibility into supplier performance and improvement activities; ability to monitor the success of the programs and activities
- Ability to build and manage performance plans for those that need improvement or cultivation
- Ability to collaborate with suppliers and internal stakeholders to execute performance plans



Integration of SAP StreamWork in SAP Supplier Lifecycle Management



Solution today

Sourcing

Dashboards



Wave 7

Scope

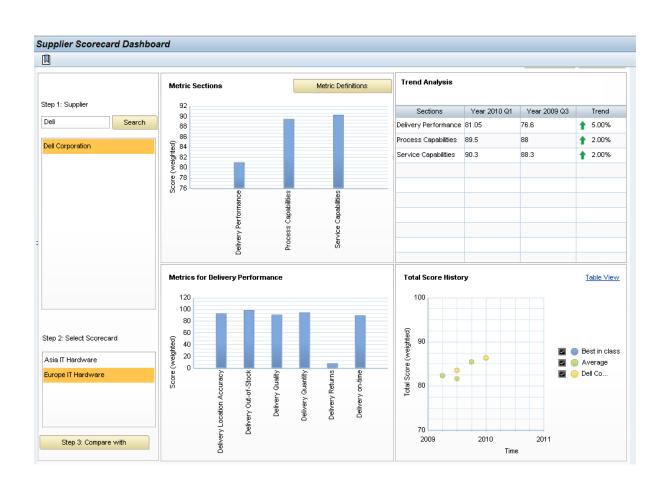
- Improve supplier information management with the help of an advanced dashboard
- Improve contract performance management with the help of an advanced dashboard
- Improve RFx response management with the help of an advanced dashboard
- Improve RFx, auction, and buyer management with the help of an advanced dashboard (wave 8)

Key benefits

- Easier visual representation of supplier universe and enhanced ability to compare suppliers
- · Easier visual representation of contract performance
- Easier visual representation and comparison of RFx responses received
- Easier visual representation of product category performance, auction timelines, and buyer events

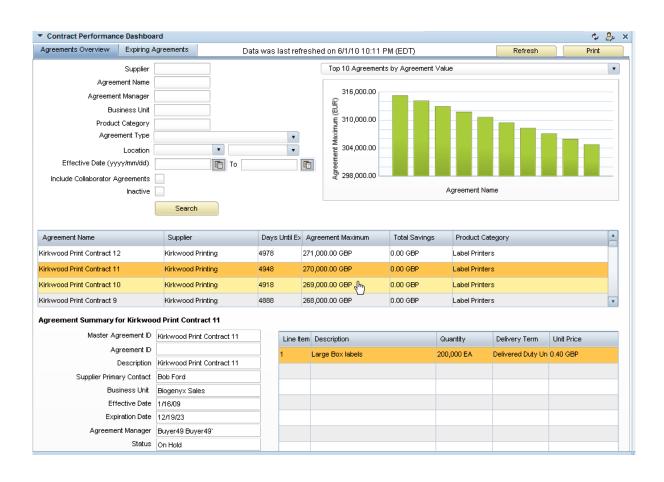
Supplier scorecard dashboard





Contract performance dashboard





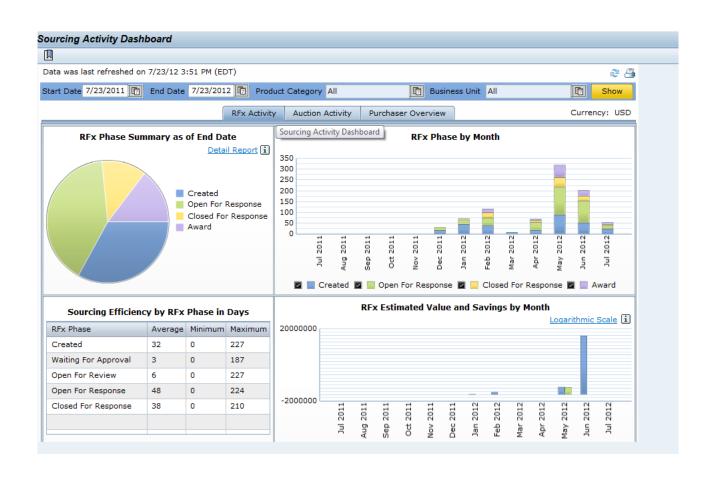
RFx response dashboard





Sourcing activity dashboard





Sourcing

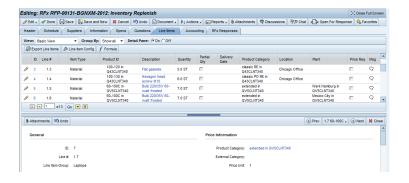
Split-pane line item and detail window



Wave 9

Scope

 Dual-pane window – the top half of the window displays the line-item collection rows and the bottom half displays the details of the selected record

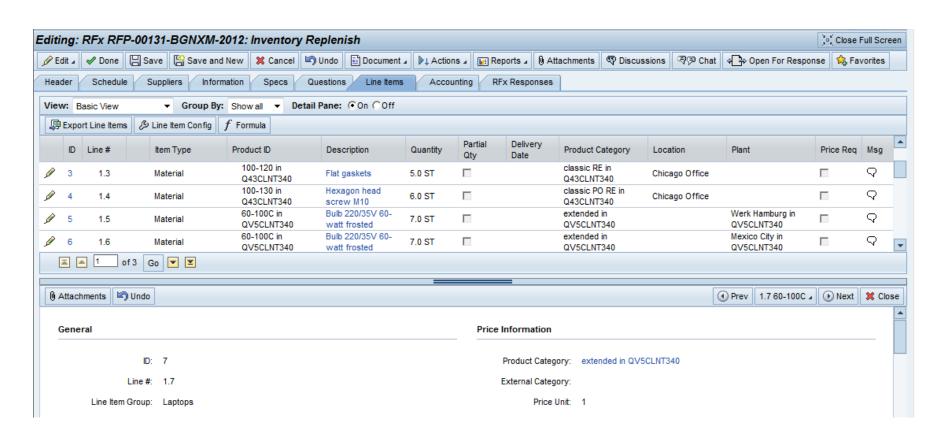


Key benefits

- Reduced number of clicks, more information on the window, and greater ease of clicking through the collection of line items
- Removal of need to navigate to a chosen record, open it to view the detail, and then close it again to navigate to a different record
- Simultaneous access to the collection and the details

RFx line item detail window





Sourcing

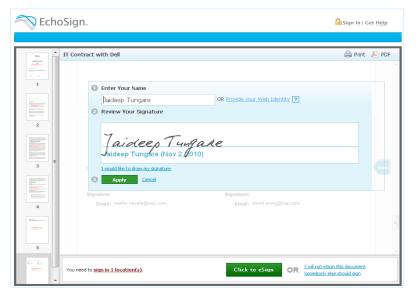
Electronic signatures



Wave 9

Scope

 Third-party digital signature software to manage the defined contract approval workflow in SAP Contract Lifecycle Management (SAP CLM)

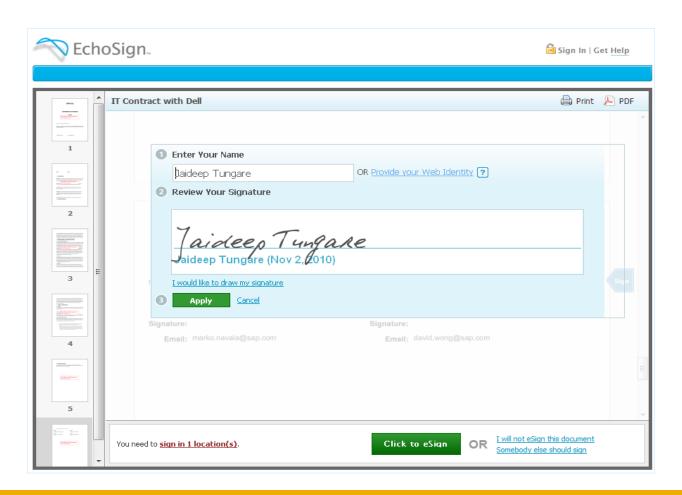


Key benefits

- Ability to add different types of signers:
 - Internal user with a valid user account in SAP CLM
 - Supplier user with a user account in SAP CLM
 - Any internal or external signer with a valid e-mail ID

Electronic signatures





Solution today

SAP Data Enrichment and Classification OnDemand 1.0

Data collection dashboard



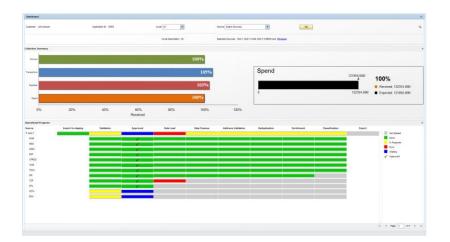
SAP Data Enrichment and Classification OnDemand 1.0

Scope

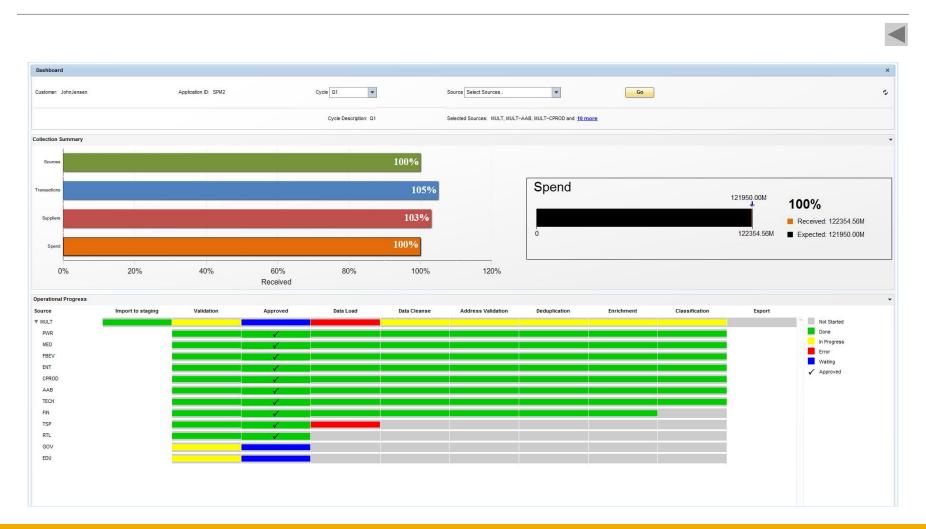
- Easier ability for users to review data collection status:
 - Compare expected to actual values received (sources, spend, suppliers, and transactions)
 - Drill into validation details for accuracy, integrity, and completeness
- Ability to monitor operational progress by source and overall collection

Key benefits

- Identification and resolution of problems early
- Improved workflow management
- Improved cycle time ability to process sources independently and not hold up the entire collection effort



Data collection dashboard



SAP Data Enrichment and Classification OnDemand 1.0

Revision



SAP Data Enrichment and Classification OnDemand 1.0

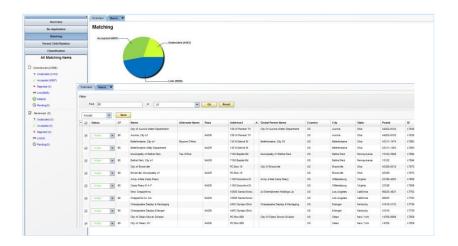
Supplier revision:

Scope

- Review and revise duplicates, matches and linkages
- Filter by confidence factor, validation pass, or supplier attributes
- Category revision:
 - Change categories at various levels of aggregation
 - Easily navigate and search for new category assignment
 - Filter on one or more variables simultaneously for powerful retrieval

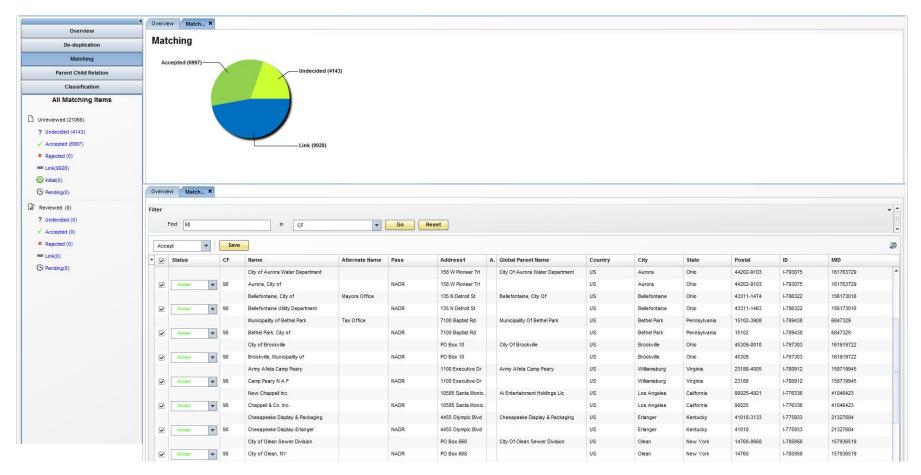
Key benefits

- Increased accuracy and quality (continuous improvement)
- Incorporation of customer-specific knowledge into the process



Revision





SAP Data Enrichment and Classification OnDemand 1.0

Export to Microsoft Excel



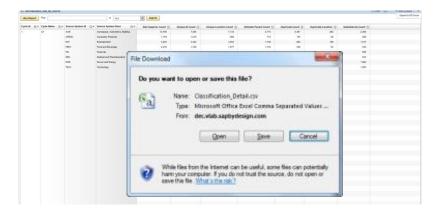
SAP Data Enrichment and Classification OnDemand 1.0

Scope

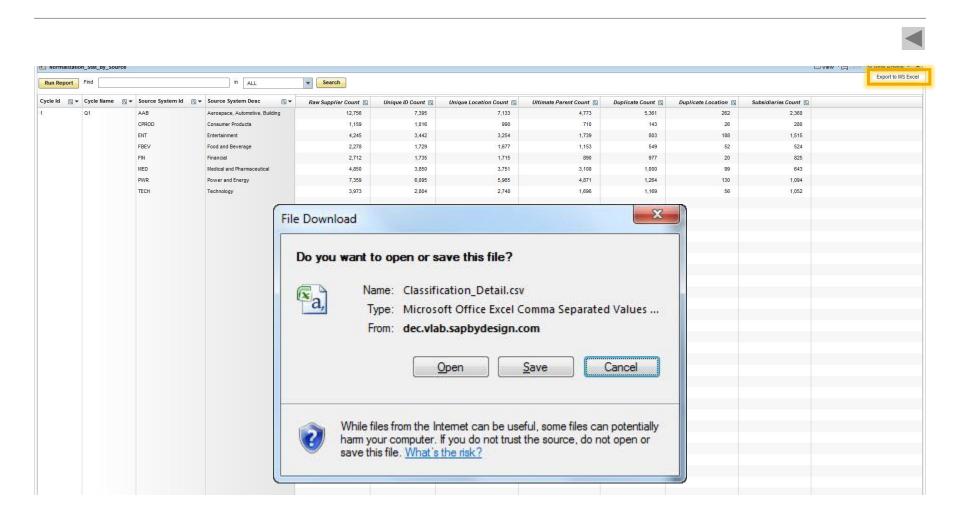
- Easier exports to Microsoft Excel:
 - Report results
 - Match reviews
 - Classification results

Key benefits

- Facilitation of offline review
- Ability to share results with colleagues
- Support for graphs and presentation materials



Export to Microsoft Excel



Solution today

SAP Data Enrichment and Classification OnDemand 1.0

Custom supplier hierarchy

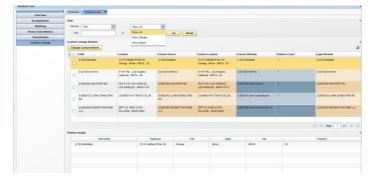


SAP Data Enrichment and Classification OnDemand 1.0

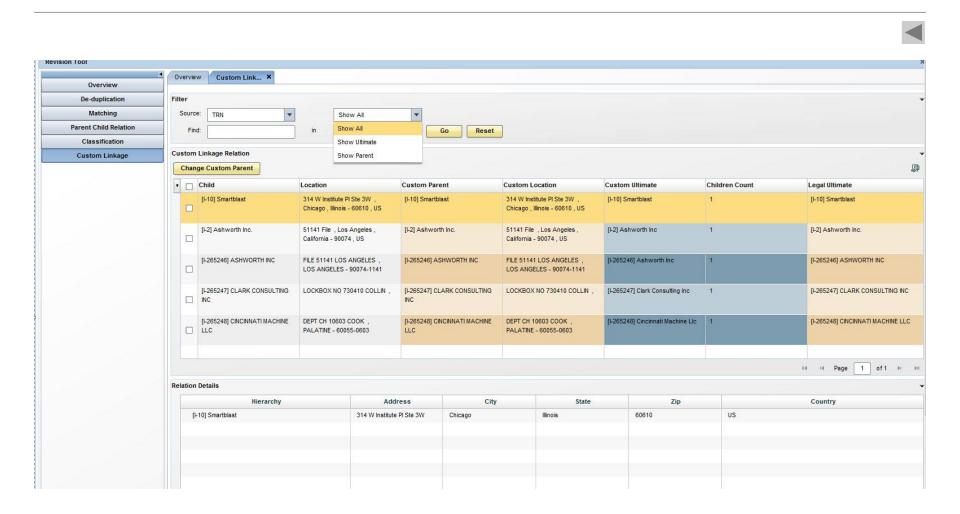
Scope Key benefits

- Customer-maintained supplier hierarchy:
 - Easier hierarchy navigation
 - Filtering by supplier attributes and level (child and ultimate parent)
 - Simultaneous view of legal ownership to facilitate decision making and maintenance

Improved leverage in negotiation with suppliers



Export to Microsoft Excel



Sell side



SAP Supplier Lifecycle Management 1.02

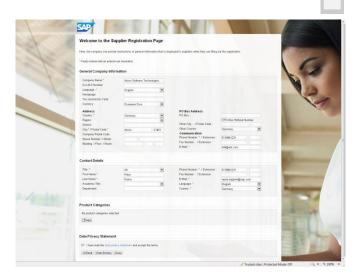
Scope

SAP Supplier Lifecycle Management enables all suppliers to register and manage their work easily without training:

- User-friendly registration to begin onboarding
- Management of user data
- User-friendly qualification process
- Easier branding of registration page

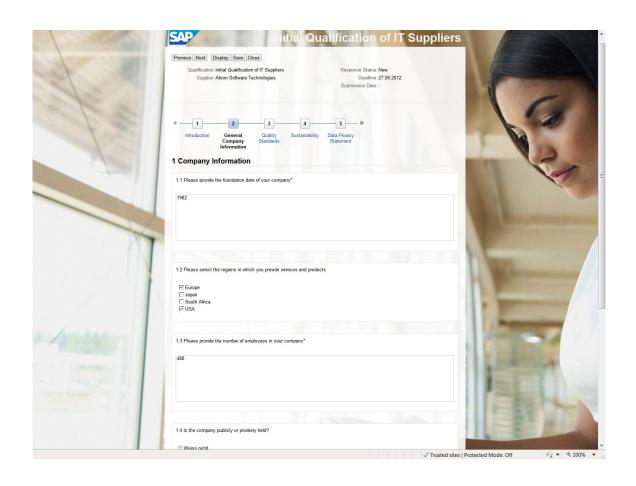
Key benefits

- High level of integration into existing processes
- Efficient business process
- Minimal configuration effort
- Lower cost through enablement of supplier self-registration



Sell side





Buy side



SAP Supplier Lifecycle Management 1.02

Scope

SAP Supplier Lifecycle Management empowers all buyers to manage their suppliers efficiently:

- Creation of questionnaires for supplier qualification and evaluation
- Supplier classification

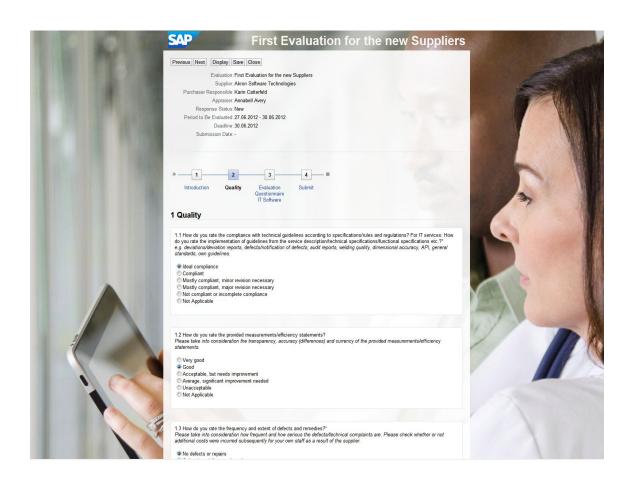
Key benefits

- Higher visibility into suppliers' performance
- Minimal configuration effort
- Minimized risk with a standard approach to supplier management



Buy side





Corbu theme



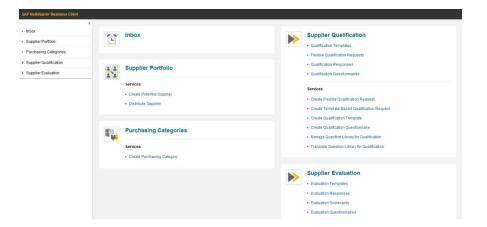
SAP Supplier Lifecycle Management 1.02

Scope

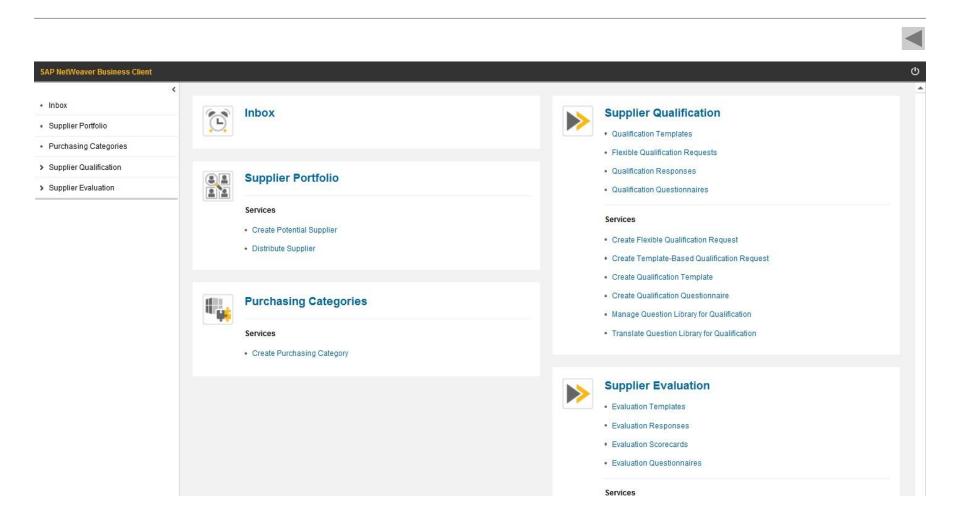
 Enhanced usability using the corbu theme of the Web Dynpro development environment

Key benefits

- Efficiency and effectiveness of user fewer clicks and having the right information at the right place
- Enlarged and more legible typography (larger fonts)
- Contemporary look and feel; improved readability
- Consistent look and feel across applications to improve usability and user acceptance



SAP Supplier Lifecycle Management – corbu theme



Solution today

SAP Cart Approval 2.3



SAP Cart Approval mobile app 2.3

Scope

- Approval on item level of shopping cart
- Rejection on item level of shopping cart
- Accounting information on item and header level
- Additional device support Android

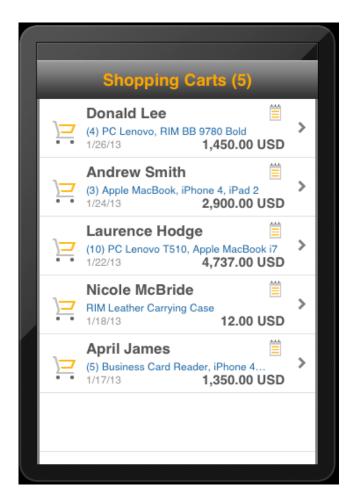
Key benefits

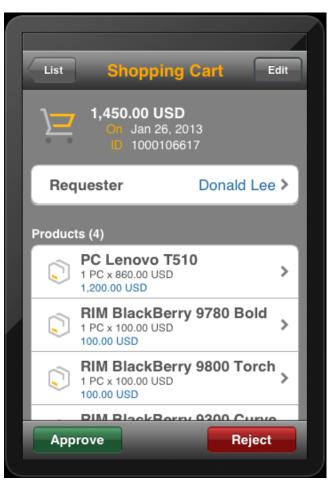
- Ability of managers to approve some but not all line items in a shopping cart
- Ability of managers to reject some but not all line items in a shopping cart
- Ability to view cost center and general ledger account at item and header levels to facilitate decision making
- Greater market coverage (Android users)





SAP Cart Approval 2.3









SAP Spend Performance Management

Improved usability and new wnhancements



SAP Spend Performance Management 3.0

Scope

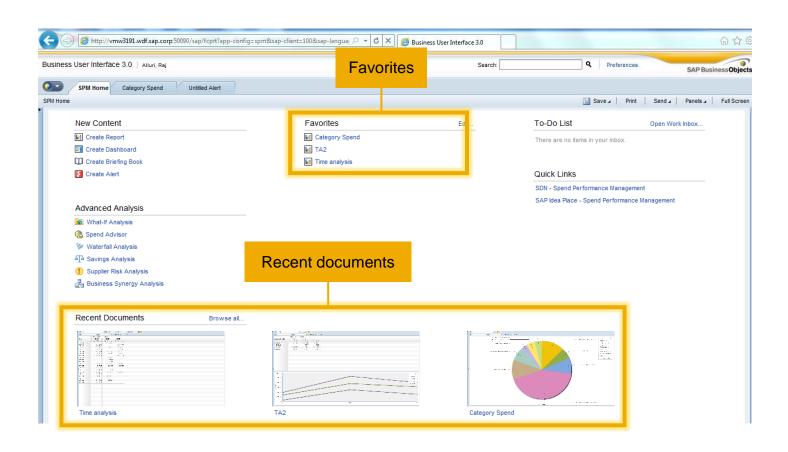
- New landing page that provides a role-based view of the new features in release 3.0
- Work-space concept allows grouping of similar tasks
- New reporting features improve ad hoc analysis functions
- Ability to adjust the text size in the UI for better visibility

Key benefits

- Enhanced UI with user-friendlier navigation to content and new functionality
- Feature-based authorization to access new functionality eases navigation and ensures maximum use of new features
- New reporting functionality like scope context and enhanced charting adds value to ad hoc reporting and charting in release 3.0

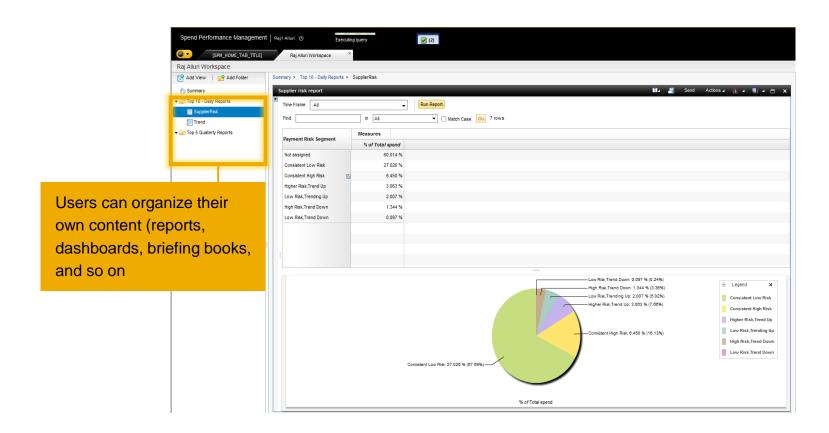
New landing page





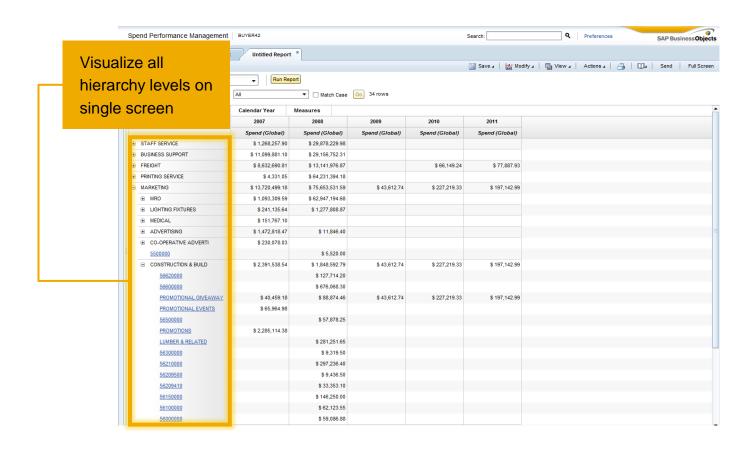
User-specific work-spaces





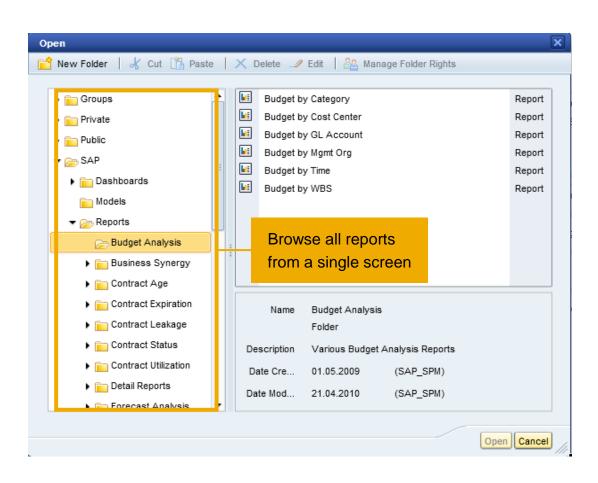
Expanding tree hierarchies



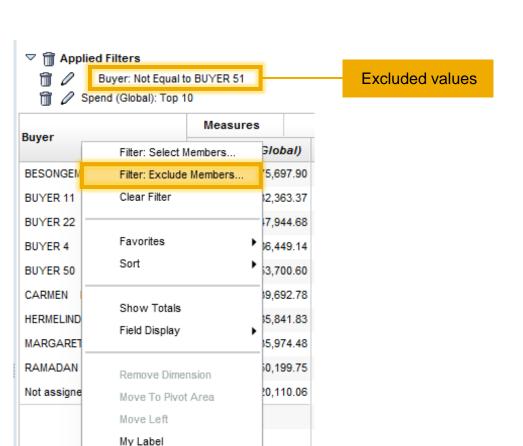


Improved folder management



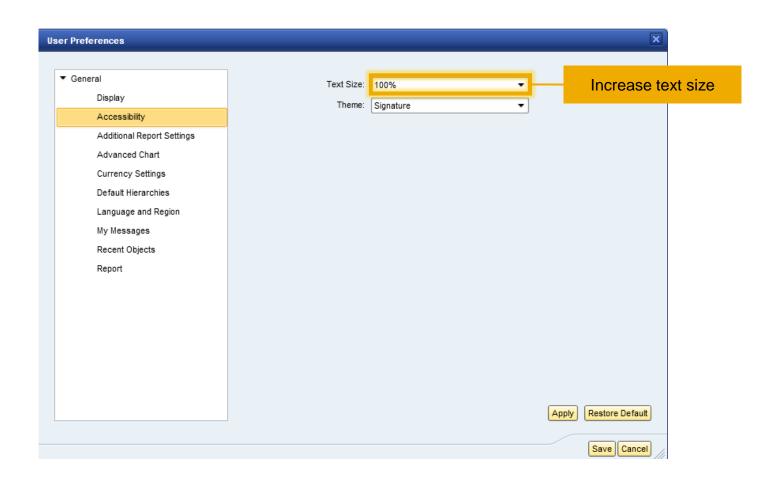


Ability to filter out values in reports



Increase text size for better visibility





Recent innovations (appendix)

Lines of business

Enterprise Asset Management

<u>Finance</u>

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

Sales

Supply Chain

Enterprise portfolio and project management

Side panel reporting



Side panel with

BCV technology

SAP Portfolio and Project Management 5.0

Scope

- Preconfigured analytical information embedded directly in the business applications of SAP Portfolio and Project Management:
 - Charts and list reports
 - Analytical content for portfolio management
 - Analytical content for project management
 - Analytical content for resource management
 - Layout and content adjustable by the business users
 - Personalized dashboards

BCV: business context viewer - embedded reporting

Key benefits

- Ability of users to access analytical information without leaving the business application
- Reporting suitable to the current application context actual project costs, actual capacity usage, and so on

Enterprise portfolio and project management

Portfolio analytics



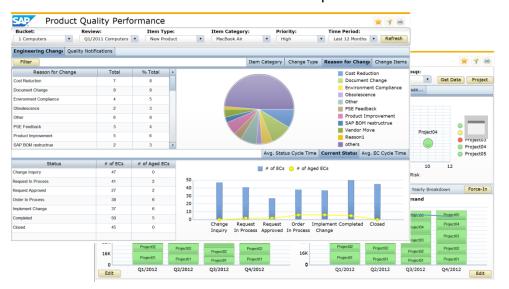
SAP Portfolio and Project Management 5.0

Scope

- Preconfigured project dashboards delivered based on SAP BusinessObjects business intelligence (BI) solutions
- Dashboards for product portfolio:
 - Performance overview
 - Quality performance
 - Project performance
- Capital investment project portfolio:
 - Performance overview
 - **Capital Selection**
 - Financial planning
 - Capacity planning

Key benefits

- Summary view for product or project related information in one single page
- Easy access through a Web front end
- Real-time information for accurate portfolio decisions



Enterprise portfolio and project management

Ad hoc analytics in SAP BusinessObjects Explorer



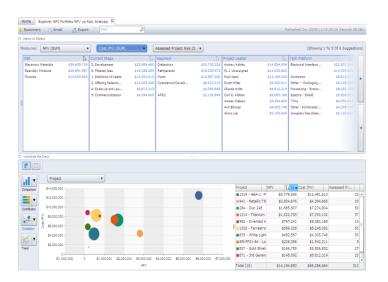
SAP Portfolio and Project Management 5.0

Scope

- Direct upload of portfolio dashboards into SAP BusinessObjects Explorer for ad hoc analysis
- Drill-down into details
- Flexible filtering and slicing by any provided criteria
- Customization of charts
- Analytics accessible on mobile devices such as an iPad

Key benefits

- Direct access to latest portfolio information for decision makers and stakeholders even when they are on the road
- Ability of business users to run ad hoc reporting without prebuilding analytical content



Recent innovations (appendix)

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

Sales

Supply Chain

SAP Sales OnDemand (1/3)

Collaborative sales force automation (SFA)



For sales people:

- Strategic team-selling environments uniquely designed to support them the way they work today
- Simple user-centric sales tools and a unique, feed-based approach help foster team collaboration and increase sales productivity and effectiveness

Why SAP Sales OnDemand?

- Most up-to-date UI for SAP CRM
- Collaborative SFA team collaboration in context of opportunities, leverage business network, and so on
- People-centric crowd-source the best sales information from business and social networks, receive relevant, real-time information, and so on
- Anytime and anywhere usage
- Typical on-demand and cloud advantages



SAP Sales OnDemand (2/3)

Wave 4 scope



Status of wave 4:

- Expanded extensibility, partner software development kit (SDK), and end-user personalization
- Mobile enhancements
- View an account from 360-degrees, leveraging data of SAP ERP
- Additional insight via partners (InsideView, SAVO, and so on)
- Collaborative workspace for product launch via Jam



SAP Sales OnDemand (3/3)

Overview



User experience



Collaboration



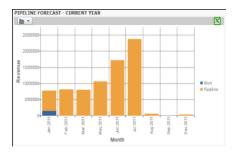
Sales automation



Sales productivity



Analytics



Integration with SAP ERP



Work smarter. Sell better. Close more deals.

Sales force automation – SAP CRM 7.0, EHP1



Insight:

Improve visibility and empower better decision making

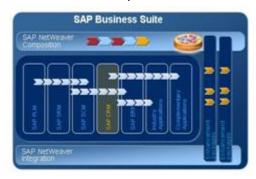
Follow best practices and realize comprehensive visibility across your global enterprise



Productivity:

Improve your mission-critical business processes

Improve productivity in your business and run industry-specific, mission-critical processes:



- Usability
- Account and contact management
- Activity management
- Opportunity management
- Accelerating lead to cash

Flexibility:

Expand and innovate without disruption

Gain freedom, expand on demand, and select innovation on one open platform



SAP CRM: Sales force automation

Role-based analytics dashboards in SAP CRM 7.0, EHP1



Standard dashboards

Sales executive:

- Sales executive summary
- Sales pipeline
- Pipeline sourcing
- Sales cycle

Closing

- Customer performance
- Competitor analysis

Sales manager:

- My team's performance
- Team effectiveness lead pursuance
- Team effectiveness quotations and orders
- Team effectiveness sales cycle

Sales representative:

- Sales representative summary
- Sales representative my top analysis

Home page:

Opportunity pipeline

Account overview:

Sales order net value (last eight quarters)

Opportunity:

Competitive analysis



Feature pack 1 for Duet Enterprise 1.0



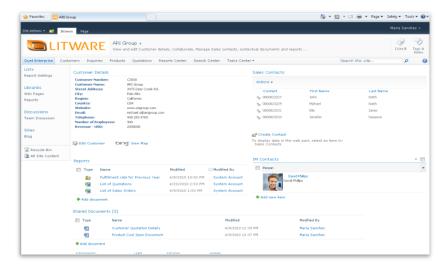
Easily bring accounts, contacts, and activities in Microsoft SharePoint 2010 and even Outlook

Outlook integration:

- On- and offline accounts and contacts in SAP CRM
- Ability to create, read, update, and delete contacts
- Account and contact association

SharePoint 2010 integration:

- Ability to read accounts
- Contact create, read, update, and delete
- Activities create, read, update, and delete
- Showcase account, contact, and activity relationships
- Activity management integration with calendar building blocks





SAP CRM Sales mobile app 2.0



Supported in 2011



Enable sales reps to execute lead-to-order sales processes form a mobile device. The mobile app provides account, contact, lead, opportunity management, call planning, and execution and helps sales reps create quotes and order directly form a device. The app helps sales reps become more productive in online and offline. By creating quotes and orders directly from a device, it accelerates the sales cycle.

✓ Reduce sales reps' call planning and execution

 Accelerate sales cycle by helping create quotes and orders directly form mobile device

Use map-based account representation and driving directions

- Account, contact, lead, opportunity, activity, quotes and orders, calendar, and built-in sales workflows
- Prebuilt processes for call planning and execution
 including surveys and marketing attributes
- Multilingual support
- Ability to find leads and customers nearby
- Ability to find driving directions to customer addresses



SAP Retail Execution



Mobile retail execution provides sales representatives all the data, tools, and insight they need to completely manage their visits to retail stores:

- Anywhere, anytime access to merchandising data
- Higher productivity of sales reps
- Improved compliance with product placement agreements and promotions
- Account management customer information, including history
- Retail visits management information on past visits (orders, notes, and returns)
- Call reports and surveys
- Product audits for identification and capture of out-of-stock situations
- Order and return management with integration for sales and distribution (SD) in SAP ECC

Device support

2011 🎚



2012







Online mobile sales solution

SAP Customer Briefing mobile app



The SAP Customer Briefing mobile app provides background information about the customer and key contacts from different Internet sources. It provides a 360-degree view of customers and can be used when preparing a high-level sales meeting.

Video

- Provide briefing information for executives
- ✓ Allow decision-makers to quickly analyze data
- Enjoy fast access to customer data
- Read the latest news feeds on the customer
- Provide related business data from SAP CRM such as past, present, and future sales opportunities
- Integrate communication channels such as e-mail and FaceTime



Sales operations

Information in SAP ERP on smart phone (BlackBerry and iPhone)



Scope

Mobile applications for SD in SAP ERP providing access to sales orders, customers, contacts and material data

Available apps:

- SAP ERP Order Status mobile app to track the shipping status of sales orders in one view and get a traffic light indicator in case of issues (also available for Android Q2 2012)
- SAP Customer Financial Fact Sheet mobile app (versions 1 and 2) to track the financial situation of the customer
- SAP Sales Order Notification mobile app with automatic updates on sales order changes
- **SAP Customer and Contracts mobile app** to search for customers and contacts
- **SAP Material Availability mobile app** with availability and price information

Available for iPhone (order status)

Key benefits

- Ability of sales reps to access customer and order data where and when they need it
- Direct access and integration with the device features

SAP ERP Order Status mobile app



Highlights:

- Find sales orders with the My Customers list or directly by number
- Get shipping status in one view and a traffic light indicator in case of issues
- Call in-house contact to solve issues
- Enjoy direct access and integration with the device features

Architecture: Sybase Unwired Platform and gateway

Back-end software: SAP ERP 6.0

Devices: iPhone (Blackberry and Android to follow)



Integration of SAP StreamWork with SAP CRM

Functional scope



Collaborate better

Improve the level and quality of collaboration in SAP CRM by using the tool set provided by SAP StreamWork.



Stay informed

The feed for **SAP StreamWork** keeps you updated of all relevant collaboration activities directly **in SAP CRM** in real time. The ability to create and **track various key functions of SAP StreamWork in SAP CRM** further helps you to stay up to date.

Make communication visible

The ability to initiate and track activities of SAP StreamWork directly from objects in SAP CRM makes it easy to collaborate without losing any valuable information. All customer-related communication is linked to the corresponding objects in SAP CRM.

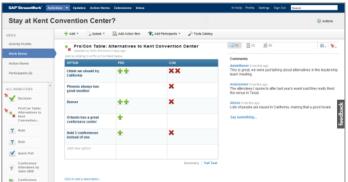
Integrate externals

Involve nonusers of SAP CRM or external resources **in your sales cycle** and collaborate with them on various tasks related to customer relationship management.

SAP CRM: Differentiation of sales solution

Collaboration through SAP StreamWork





http://www.streamwork.com/



SAP Net Margin Analysis (1/2)

Improve profitability and contain costs to improve your bottom line



Scope

- Visibility into true net profitability by customer, product and service, channel, activity, and geography by focusing on cost to serve and activity-based costing analysis
- Guided awareness and discovery of net margin improvement and cost reduction opportunities and deep diving to discover cost anomalies and why they occur
- What-if analysis to support decision makers in deciding on improvement initiatives
- Improved bottom line truly informed key account negotiation by reducing and transforming the customer profit destroyers or under-performers

Key benefits

- Identification of more strategic and tactical initiatives to improve net margin and reduce cost
- Ability to transform or cease trading with profit destroying customers and products
- Identification of the most profitable customer segments and customers to focus on and the most effective ways of serving them
- Utilization of truly informed key account negotiation
- Optimized product, channel, and customer mix



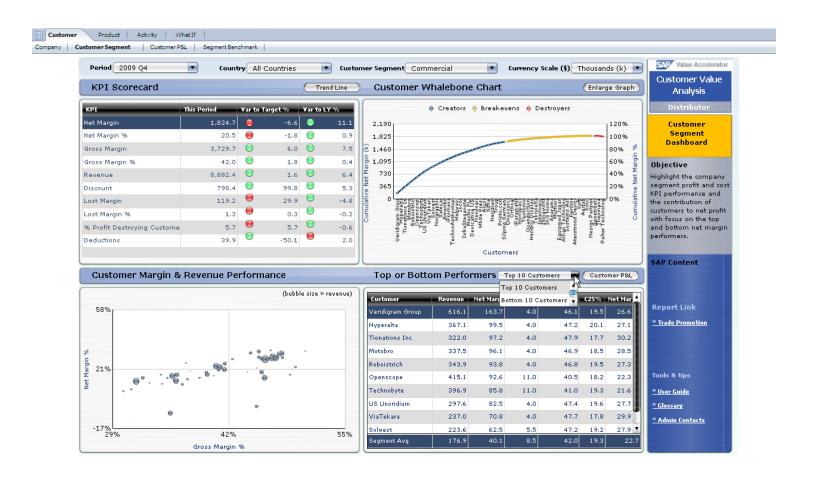




SAP Net Margin Analysis (2/2)

Improve profitability and contain costs to improve your bottom line





Next-generation Web channel (1/3)

For B2B and B2C* business



Scope

- State-of-the-art visual and interaction design (Web 2.0)
- Reduced total cost of ownership (TCO): Ability to empower business users with tools to change content and processes more easily; high-volume capabilities and scalability
- E-commerce: gift certificate support, enhanced payment methods (PayPal), and single-page check out
- E-marketing: integration of real-time offer management, innovative floating catalog view, and Web content management

Key benefits

- Reduced cost of sale: Streamlined order entry and fulfillment to ensure a more cost-effective and error-free process
- Realized revenue opportunities: Ability to reach new markets and drive additional revenue by promoting cross- and up-sell opportunities.
- Reduced TCO: ability to empower business users with tools to change content and processes more easily

^{*}Business-to-business and business-to-consumer

Next-generation Web channel (2/3)

For B2B and B2C business



State-of-the-art visual and interaction design:

- High interactivity (Ajax, Web 2.0, and so on)
- Easier adaptation and extension
- Tool support

High-volume capabilities:

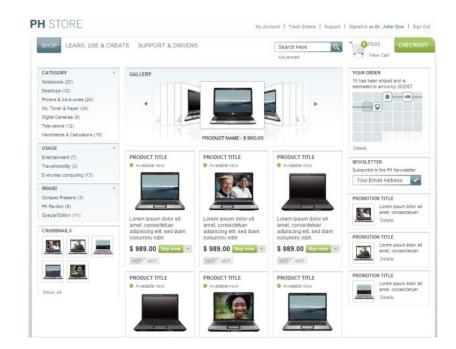
- High number of products and transactions
- High availability and scalability

Single, integrated application:

- Modular B2B, B2C, e-commerce, and e-service functions
- Ability to tailor application to business needs
- Setup and configuration tool (Web channel builder tool)

Empowerment of the business user:

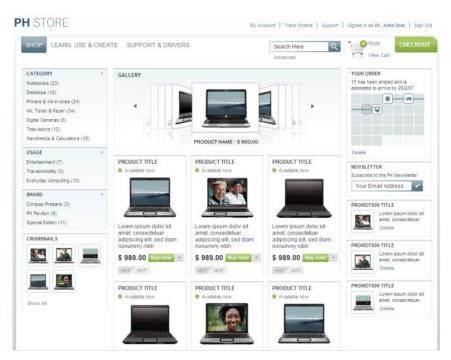
Ability of business users to change content more easily



Next-generation Web channel (3/3)

For B2B and B2C business







Recent innovations (appendix)

Lines of business

Enterprise Asset Management

<u>Finance</u>

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

Sales

Supply Chain

Collaborative response management

Enhanced interactive backorder processing (eBOPI)



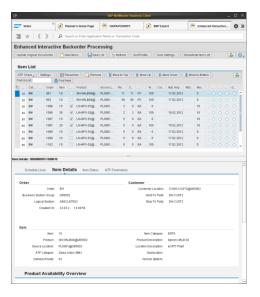
SAP SCM 7.0, EHP2

Scope

- Flexible selection of requirements work list for interactive backorder processing
- Multiitem backorder processing and true availability checks (including rules-based available to promise (ATP)) for requirements
- Precise and user-driven definition of required priorities through flexible sequence definition

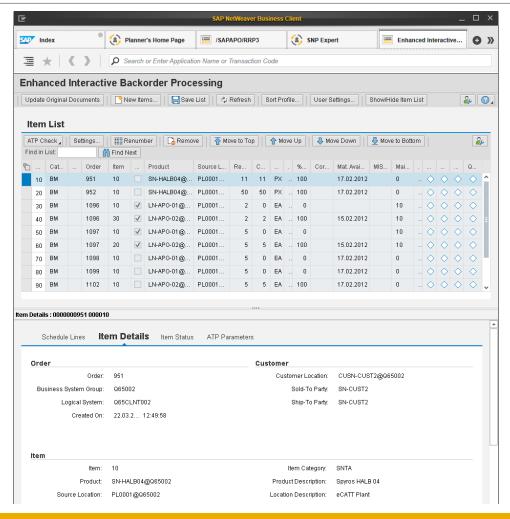
Key benefits

- Higher efficiency when managing order confirmations
- Better user interaction with new work list designed for the process
- Better control of order confirmation results



Collaborative response management

Enhanced interactive backorder processing (eBOPI)



Solution today

Demand management and manufacturing and supply planning

Home page for the planner in SAP APO



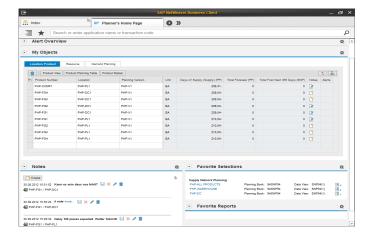
SAP SCM 7.0, EHP2

Scope

- Personalized UI building blocks (add, remove, resize, and move)
- Better alert overview via user-defined alert queries redesigned alert monitor
- Easier way to check of key performance indicators for the location of products, resources, and characteristic value combinations
- Favorite reports links, notes, and launch of favorite selections and applications

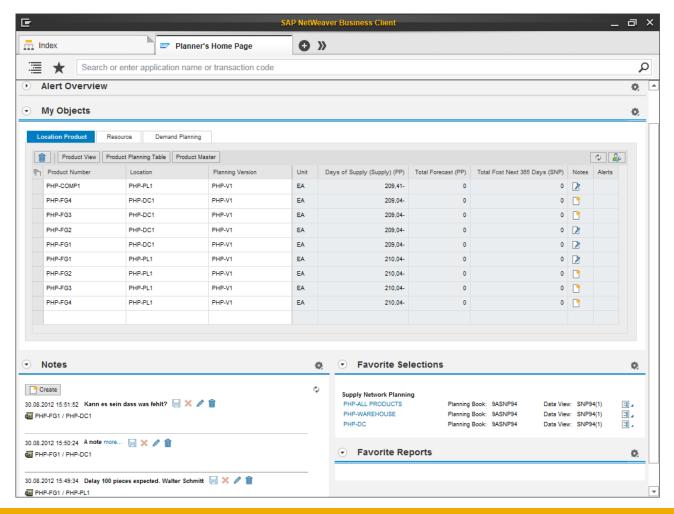
Key benefits

- Single entry point to SAP Advanced Planning & Optimization (SAP APO) for planners
- Improved user efficiency
- Quick access to internal and external information in SAP APO
- Based on latest UI technology at SAP



Demand management and manufacturing and supply planning

Home page for the planner in SAP APO



Solution today

Integrated sales and operations planning

SAP Sales and Operations Planning



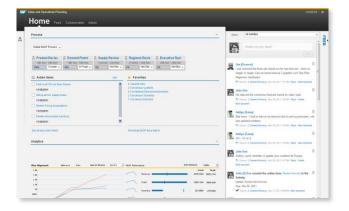
SAP Sales and Operations Planning, powered by SAP HANA

Scope

- Use of real-time data, social collaboration, and advanced analytical analysis
- Consensus-demand management
- Demand and supply balancing
- Critical component requirements planning
- Financial implications of plan
- Scenario analysis

Key benefits

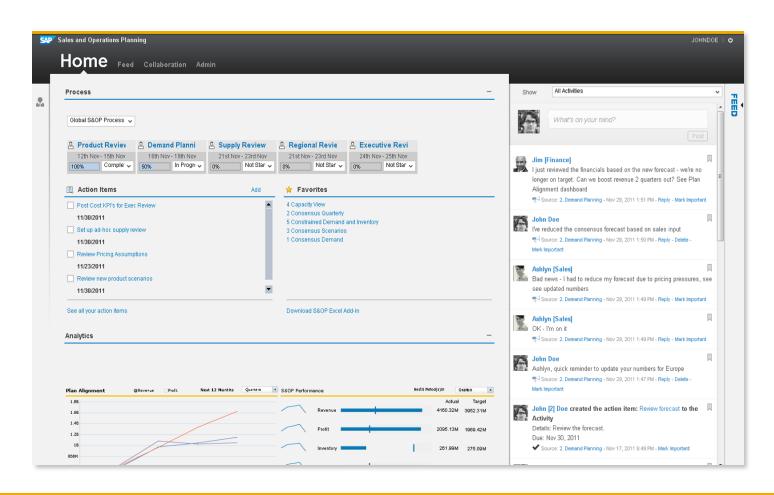
- Improved business decision making functions
- Synchronized demand and supply plans that are feasible and in line with the company's financial goals
- Alignment of company financial and operational goals in one consolidated plan
- Improved planning accuracy and efficiency through collaboration and simulation



Integrated sales and operations planning

SAP Sales and Operations Planning





SAP Transportation Management

Graphical planning cockpit for transportation planning and execution



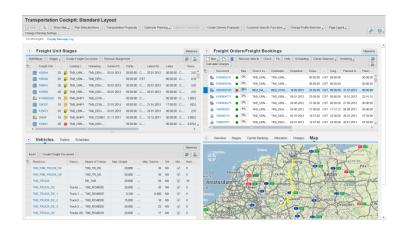
SAP Transportation Management

Scope

- Ergonomic graphic user interfaces
- Graphical, interactive planning cockpit
- Role-specific views
- Easy navigation (drag and drop)
- Map integration
- Integrated event management for event notification and handling
- Document creation, printing and status management
- Flexible layout of cockpit (screen content and data sequence)
- Flexible display settings (time zones, kilometers and miles, currencies, and so on)
- Document-specific hierarchical displays

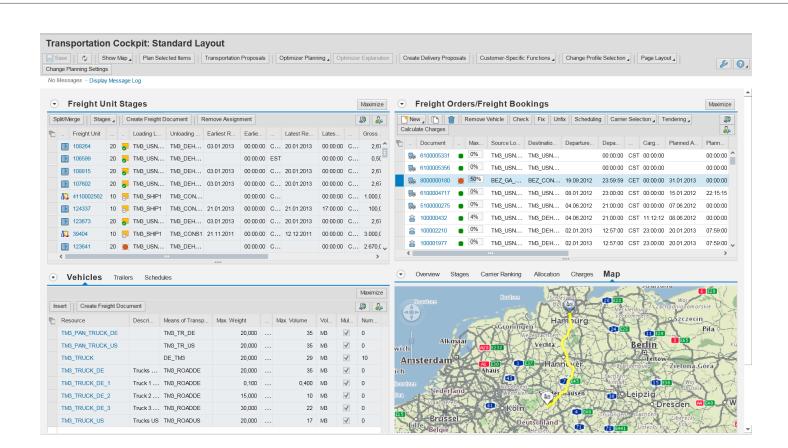
Key benefits

- Improved execution visibility and responsiveness
- Clear, structured view of transportation plan
- Central work space for managing and monitoring transportation plan
- Reduced costs and improved operational performance



SAP Transportation Management

Graphical planning cockpit for transportation planning and execution





Warehouse management

Dock appointment scheduling



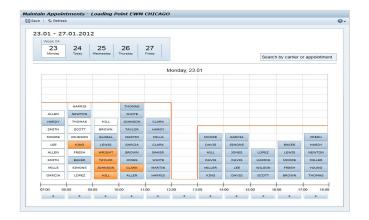
SAP Extended Warehouse Management

Scope

- Collaborative, graphical planning cockpit
- Warehouse dock scheduling for incoming and outgoing truck deliveries:
 - Ergonomic graphic user interfaces
 - Graphical, interactive planning cockpit
 - Role-specific views (warehouse and carrier)
 - Easy navigation (drag and drop, mouse-over, colorcoding, and so on)
 - Web UI access for business partners
 - Transportation provider and carrier access
 - Business partner–specific UI for appointment planning
 - Quicker installation and easier setup guided configuration with implementation wizard
 - Flexible deployment options integrated or stand-alone deployment

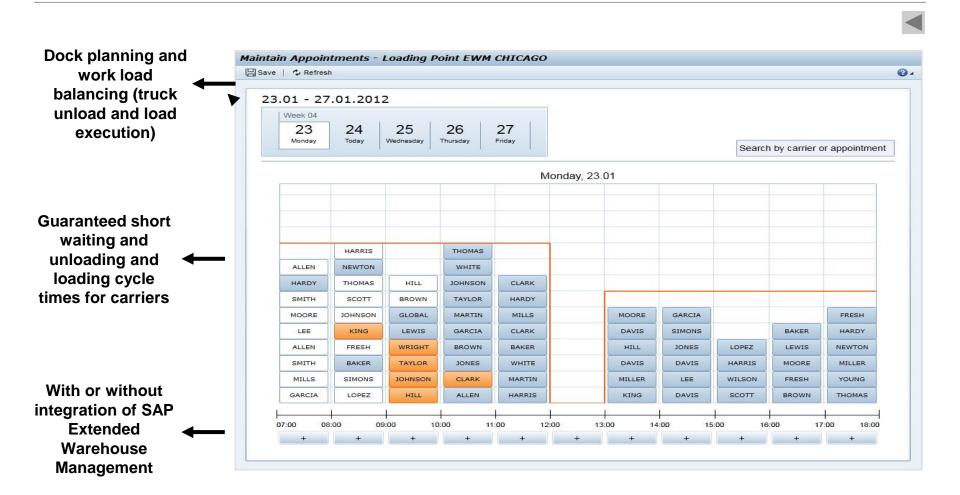
Key benefits

- Efficient work leveling dock planning and work load balancing (truck unload and load execution)
- Optimized loading cycles guaranteed short waiting and unloading and loading cycle times for carriers



Warehouse management

Dock appointment scheduling



Track and trace

SAP Global Batch Traceability (SAP GBT)



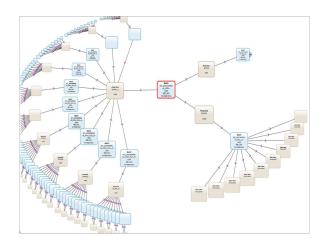
SAP Global Batch Traceability (GBT)

Scope

- Create batch tree to support rapid resolution of batchrelated problems
- Create material balance to account for all received and produced items
- Use bottom-up and top-down analysis

Key benefits

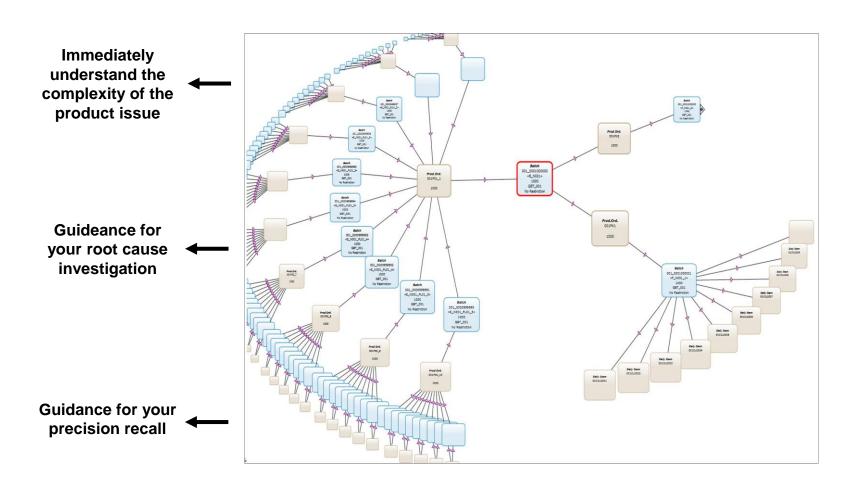
- Shorter time to carry out investigations and comply with regulatory requirements
- Faster and more focused recalls
- Ability to ensure that all products are accounted for across multiple SAP and non-SAP software systems



Track and trace

SAP Global Batch Traceability (SAP GBT)





Appendix: Planned innovations



Planned innovations (appendix)

Lines of business

Enterprise Asset Management

<u>Finance</u>

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

Sales

Supply Chain

Maintenance operations

Integration of SAP Visual Enterprise applications into SAP EAM

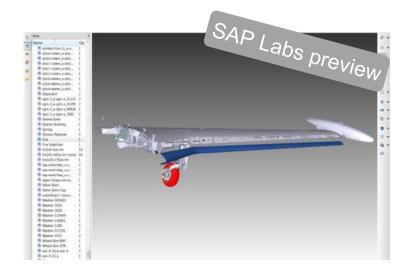


Scope

- Visually locate or query to identify the asset for maintenance, repair, or upgrade
- Visually confirm the parts, assembly, subassembly on asset specified in the work order
- Visually review 3-D work instructions, including safety precautions prior to starting work order to familiarize overall set of tasks.
- Visually follow each individual task within the interactive 3-D work instruction
- Visually select or query 3-D parts, assemblies or kits to order for maintenance, repair, or upgrade

Key benefits

- Increased first-call closure rate
- Increased asset utilization and minimize downtime
- Minimized manufacturing or supply chain interruptions due to asset malfunction or breakdowns
- Increased technician efficiency in the field



Mobile asset management

Tight integration of back-end and mobile applications



Scope

- Further integration of Syclo apps into the mobility portfolio
- Geographic information systems (GIS): Geospatial visualization on the mobile device as part of work order management process
- Support of processes of SAP Linear Asset Management
- Integrated SAP Visual Enterprise Viewer for animated work instruction and spare parts selection processes
- Integration with processes from worker safety and SAP Work Clearance Management
- Enhanced support for inspection processes
- Additional standard languages besides English
- UI and navigation enhancements

Key benefits

- Global applicability across many industries
- Increased ease of use
- Productivity boosts
- Reduced cost
- A 360-degree view of operations
- Increased asset longevity



Planned innovations (appendix)

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

Sales

Supply Chain

Manage financial performance

SAP Strategy Management



Scope

- User-definable initiative fields
- User-driven incremental enhancements
- Broadened range of initiative types that can be managed within the solution
- New industry-specific use cases and embedded content

Key benefits

- Enhanced ease of use
- Reduced cost of ownership
- More flexibility in managing initiatives across the enterprise
- Faster time to value
- Ability to leverage industry best practices



SAP Receivables Manager mobile app, powered by SAP HANA

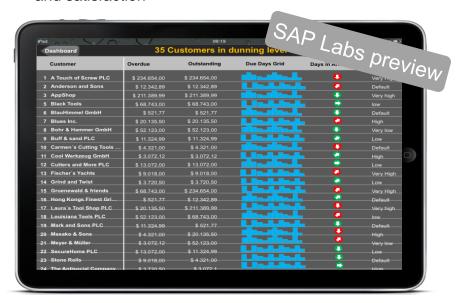


Scope

- Immediate identification of late-payment risks caused by changing customer payment behavior
- Collaboration to start preventive measures

Key benefits

- · Reduced risk of late payments
- Improved insight into customer payment behavior, even while travelling
- Immediate analytical results to improve user acceptance and satisfaction



Home pages for SAP Receivables Manager and SAP Credit Management

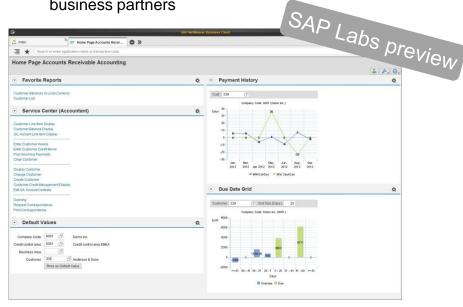


Scope

- Home page that can be tailored to the individual needs of an accounts receivables user or credit specialist
- Home page that consists of visual elements (called CHIPs), including:
 - Preconfigured analytical reports and graphics
 - Quick-access links to favorite transactions
 - Links to SAP StreamWork
 - Work lists

Key benefits

- Improved usability and end user acceptance of accounts receivable (FI-AR) in SAP ERP and SAP Credit Management
- Faster access to the most-frequently used transactions, providing better customer service for internal and external business partners



Analytics based on SAP HANA: Working capital management

Scope

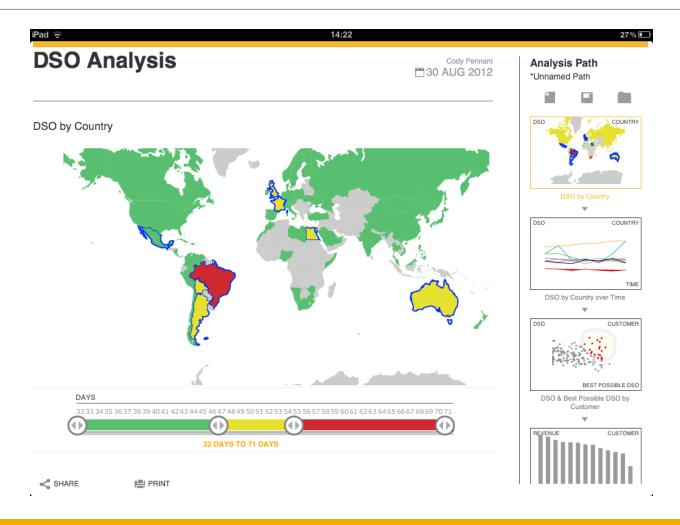
- Ability of corporate controllers and business analysts to analyze different aspects of working capital to affect the bottom line directly
- SAP HANA database to ensure the best performance
- Contemporary look and feel and multidevice enablement through HTML5 UI technology

Key benefits

Visually appealing analytics with interactive functions that allow controllers and analysts to analyze and access all aspects of working capital management more easily



Analytics based on SAP HANA: Working capital management



Planned innovations

Accounting and financial close

Analytics based on SAP HANA: SAP RealSpend

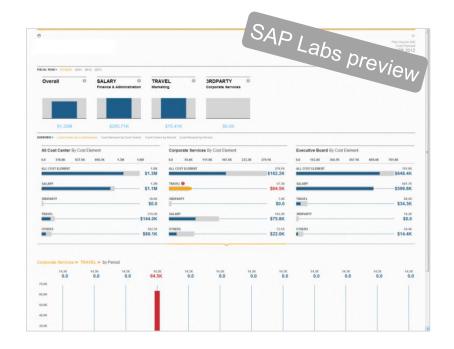


Scope

- Ability to:
 - Check actuals and plan and quickly identify discrepancies to act on
 - Enter future spending plans, understand the cause of budget overruns, and trigger necessary adjustments
- SAP HANA database to ensure the best performance
- Contemporary look and feel and multidevice enablement through HTML5 UI technology

Key benefits

Avoid spending over budget and control costs with stateof-the-art, interactive analytics



Travel on demand

SAP Financials OnDemand



Scope

- Web-based, on-demand solution for empowering the business traveler anytime and anywhere
- Integrated travel planning, booking, and approval of business trips based on travel policies and guidelines
- Mobile support for travel requests and approval, expense receipt entry, and expense report creation and submission
- Expense approvals and reimbursement through integration with SAP ERP (SAP ERP Financials and SAP ERP HCM) for payments
- Reporting of travel expenses and exceptions to travel policy

Key benefits

- Ability of the business traveler to manage travel conveniently anytime and anywhere
- Streamlining of the submission, approval, and reimbursement of travel expenses
- Increased compliance with travel policies and visibility into travel behavior
- Faster deployment of a travel solution without the need for extensive training
- Integration with SAP ERP to leverage financial processes for expense reimbursement and cash management
- Control of software costs with a software-as-a-service solution

Planned innovations (appendix)

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

Mobile applications for core HR and payroll

Mobile pay statement



Scope

- View of current pay statement on a mobile device
- View of previous pay statements

Key benefits

- Direct access for employees to their pay information on their mobile device anytime and anywhere
- Reduced call volume to HR and shared services.

Core HR and payroll

Employee self-service



Scope

- Ability to attach documents to leave requests:
 - Configuration of attachments based on leave type
 - Attaching of documents within a leave request
 - Ability to view attachments in leave overview
- Faster entry of multiple leaves
- Enhanced search for approvers:
 - Fuzzy search and smart search functions
 - Flexible configuration of search criteria

Key benefits

- Easier, more efficient UI for submitting leave requests
- Streamlined process for leaves that require documentation, such as doctor's certificates

Core HR and payroll

HR shared services and service delivery



Scope

- Customizable employee fact sheet with optional photo
- Enhancements to agents' inbox
- Extended check list
- Improved employee search
- Integration of SSF-HR with SAPGUI transactions (OM and PA)
- Integration with renovated PA transactions
- Tightened connection between HR and service request/ticket

Key benefits

- Customizable employee fact sheet with optional photo, delivering consolidated employee information at agent's fingertips
- Enhancements to agents' inbox providing improved agent productivity (via CRM innovations deploying HANA)
- Extended check list controls entire multi-step process from initiation through resolution from within the Services Center
- Improved employee search using HR-specific info such as SSN (US) and Birth date (other countries) to quickly access employee data
- Integration of SSF-HR with SAPGUI transactions (OM and PA) to eliminate need for leaving agent's desktop to access employee information
- Integration with renovated PA transactions, taking advantage of recent innovations in user experience from within the SSF-HR
- Tightened connection between HR and service request/ticket to provide contextual information using Side Panel to allow the user to create tickets within HR Administration business functions and review the status of their open tickets

New applications for time and attendance management

Team time



Scope

- Workforce overview: Who has clocked in and is available to work
- Work schedules
- Entry of time corrections or absences for an employee
- Ability to find and assign substitutes for employee who are not at work
- Alerts on missing time punches or overtime limits

Key benefits

- Ability to check the current availability of the workforce
- Overview of required staffing levels
- Ability to take immediate action by searching for and assigning substitutes (labor transfers)
- Alerts about where immediate action is required

Mobile applications for time and attendance management

SAP Timesheet mobile app (CATS)



Scope

Timesheet for smart phones enabling users to:

- Enter time and charge to cost objects (HR and controlling)
- Enter time and charges for projects

Key benefits

- Time entry for pay (HR) and charging to cost objects and projects
- Increased accuracy and completeness of time recording
- More up-to-date project information
- Shorter billing cycles

HCM planning and analytics

SAP Advanced HR Analysis rapid-deployment solution

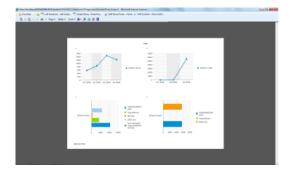
Scope

- Jump into details directly from dashboards offered in SAP Executive HR Reporting rapid-deployment solution
- Fully integrated solution offering 20+ predefined HR analysis workspaces
- Appealing user experience for HR Analysts and HR business partners
- Ability to do ad-hoc reporting on all HR functional areas
- Embedded collaboration functionality for all stakeholders



Key benefits

- Uncover root-causes, understand correlations in your workforce and improve overall business performance
- Prove or disprove every HR hypothesis in your workforce
- Leverage 1 single source of truth for all business users to avoid inefficient discussions
- Low TCO with implementation of prebuilt functionality based on best practices

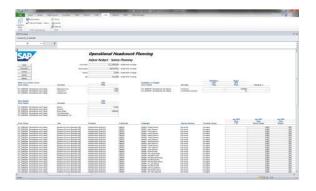


HCM planning and analytics

SAP Operational Headcount Planning rapid-deployment solution

Scope

- HR-specific dimensions integrated into SAP Business Planning and Consolidation
- Predefined workflows and controls adapted to the context of HR planning
- Predefined reports enforcing strategic guidelines and checking planned and actual values



Key benefits

- Execute operational planning in line with corporate strategy
- Simplify the budgeting process and improve business user satisfaction
- Improve the quality and accuracy of the salary and headcount planning process
- Assess the impact of new hires and promotions on workforce cost
- Obtain constant insight into workforce statistics and workforce cost
- Quick time to value with implementation of prebuilt functionality based on best practices

Workforce planning and analysis

On-premise use of SAP HANA – for HCM analytics and reporting

Scope

- Ad hoc reporting and analytics abilities that fit the needs and abilities of the occasional business user
- Real-time operational reporting and analytics on large volumes of data

Key benefits

- Real-time insight and answers to business questions
- Ability to make better decisions quicker, using high data volumes from the entire organization
- Spend less time fumbling with the data and more time in the data, determining how to transform human capital into a value-creating activity

Planned innovations (appendix)

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

<u>Sales</u>

Supply Chain

Quality management and compliance

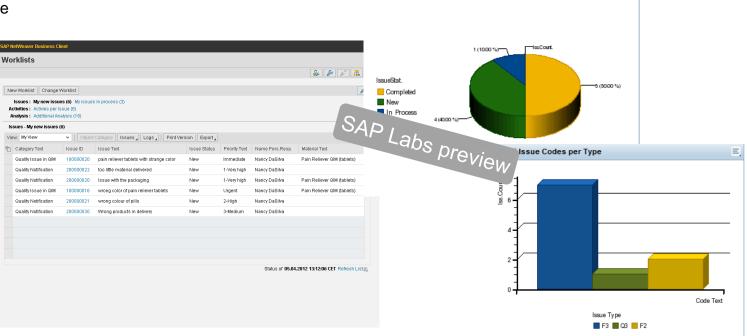
Side panels for SAP Quality Issue Management (SAP QIM)



Scope

Key benefits Faster decision support for users and better performance

- Enhanced analytics for SAP QIM, including new queries for business context viewer, side panels, enterprise search, and so on
- Future release of SAP QIM based on the SAP HANA database



QIM Issues by Status

Quality management and compliance

Side panels and entry pages for QM functions in SAP ERP

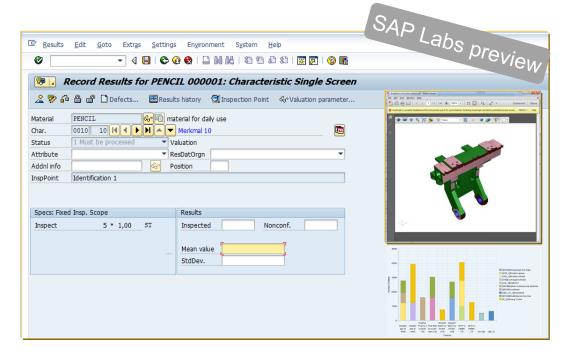


Scope

- Provide context related information through side panels for existing quality management (QM) transactions in SAP ERP
- Role-based entry pages for QM
- Side panel showing analytics, attached documents, viewer, and so on

Key benefits

Better user insights and enhanced usability



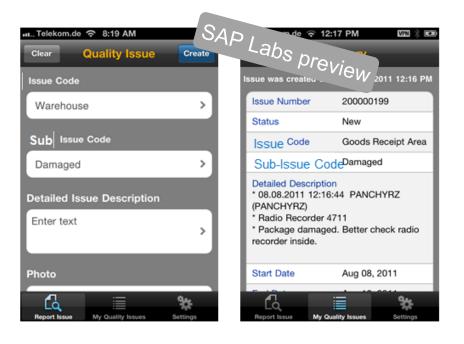
Quality management and compliance

Mobile application for issue recording



Scope

- Mobile application to create issues in SAP QIM
- Monitoring of the status of recorded issues
- Ability to attach documents to an issue



Key benefits

- · Employee efficiency and motivation
- Submission of issue directly upon detection of a defect
- Real-time data access and update status for faster reactions and processing

Production planning and execution

Side panels, entry pages, and enterprise search production planning functionality in SAP ERP

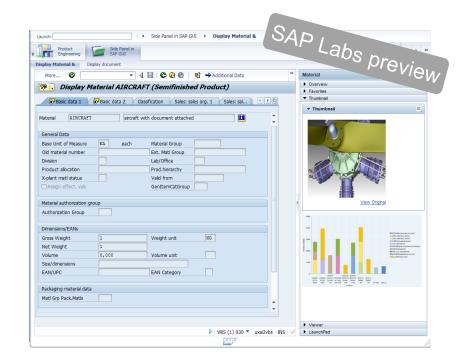


Scope

- Context-related information through side panels for existing production planning (PP) transactions in SAP ERP
- Role-based entry pages for production, plant managers, and production supervisors
- Side panel showing analytics, attached documents, viewer, and so on

Key benefits

Better user insights and enhanced usability



Production planning and execution

PP on SAP HANA and enhanced analytics

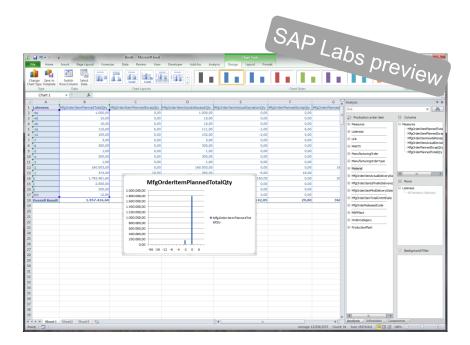


Scope

- PP based on the SAP HANA database
- Enhanced analytics, including new queries for business context viewer, side panels, enterprise search, and so on

Key benefits

Faster decision support for users and better performance



Manufacturing roles and mobile use cases



Plant manager



| Application |

Reports and KPIs







Reports and KPIs plus issues on the shop floor



Production supervisor



Real-time data from the shop floor and some KPIs



Worker



Confirmations, work instructions, shift notes, and so on







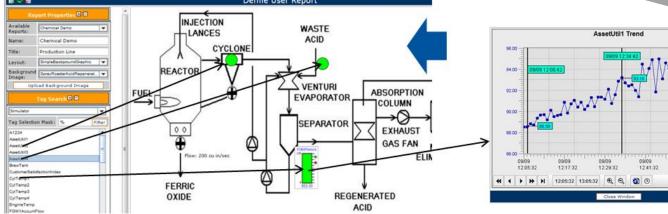
Work orders, asset information, and so on

SAP Manufacturing Integration and Intelligence

UI enhancements







Mobile Device Reporting (Sybase Unwired Platform)



Developer-Grade Environment



SAP Manufacturing Execution

Touch screen POD UI with visual capabilities

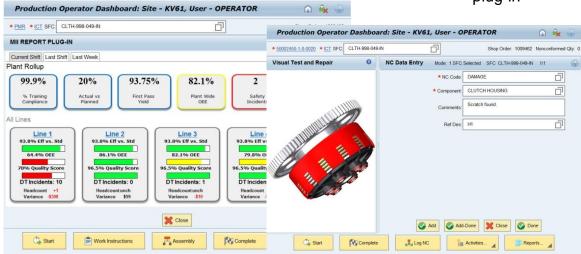


Scope

- Touch POD and mobile for order-based production
- 3-D visualization in touch POD of SAP Manufacturing Execution (for visual work instructions, for example)
- Support of UI for mobile industry scanners

Key benefits

- Support for process- and order-based manufacturing
- Greater flexibility
- New Web- & role-based Touch POD UI for operators
- POD integration with SAP Visual Enterprise for visual work instructions and defects logging
- Ability to display MII dashboards in an SAP ME POD plug-in



Planned innovations (appendix)

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

Procurement

R&D and Engineering

Sales

Supply Chain

SAP Supplier Lifecycle Management

Purchaser KPI Cockpit (powered by SAP HANA)

Scope

Purchasers and category managers have one cockpit that provides access to real-time information, calculation of savings and simulations

Key benefits

- Real-time access to high volumes of purchasing data
- Fast and complete search across all related business documents
- Real-time calculation of savings and simulations



SAP Supplier Relationship Management

SAP SRM – user interface add-on

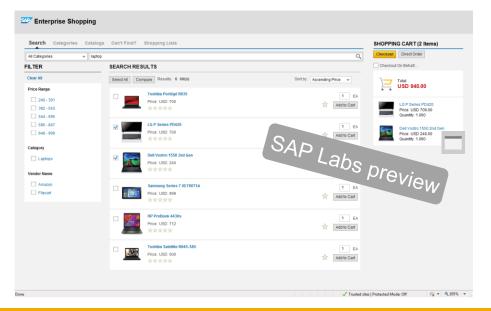


Scope

- Customizable front end for casual users to create shopping carts
- Familiar Web UI for shopping
- One common UI that displays search results from multiple catalogs (internal and external), including product details and images

Key benefits

- Reduced need to train users
- Improved process efficiency
- Increased user adoption and compliance
- Customization for better look and feel and to drive company- or category-specific processes



SAP Supplier Lifecycle Management

Procurement analytics

Scope

- Embedded analytical functions
- Optional BI usage
- In-memory search functions
- Business content tagging

Key benefits

- Improve insight from supplier activities
- Personalization to increase user adoption
- Process efficiency reduced number of clicks to get information



SAP Sourcing and SAP Contract Lifecycle Management

Mobile accessibility

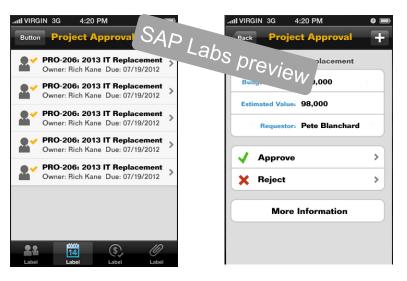


Scope

 Access to SAP Sourcing from mobile devices using standard mobility concepts

Key benefits

- Faster turn-around of approval workflows
- Accessibility anytime and anywhere



SAP Sourcing and SAP Contract Lifecycle Management

iPad accessibility

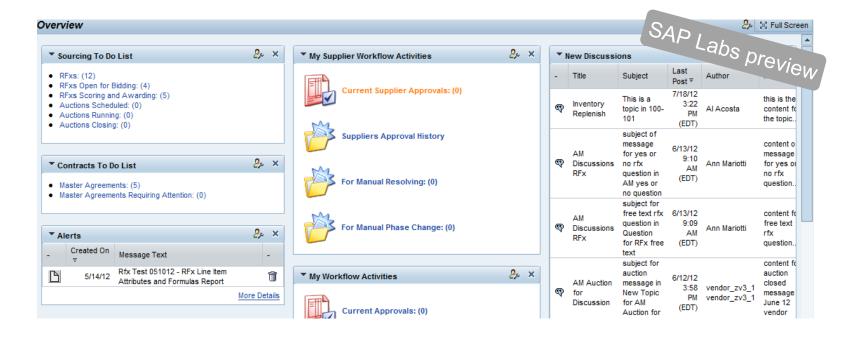


Scope

- Certify the Safari browser for the iPad
- Create an iPad-specific home page that knows when the user logs in

Key benefits

 Enablement of tasks often done while on the road or not at a desk



LoB Procurement

Planned mobile apps



Scope

- Single SAP Mobile Workflow Manager mobile app:
 - Centralization of all line-of-business (LoB) workflow approvals and rejections in a single app so that individual apps for each workflow process do not clutter a mobile device
 - Cross-LoB, not only for LoB Procurement
 - Procurement-specific workflow processes include PO approval, PR approval, invoice approval, and contract approval

Key benefits

- Centralized workflow approvals in a single app:
 - Unclutters the user's device
 - Streamlines all approvals and rejections the user needs to address
 - Makes it easier to manage approvals and rejections

Planned innovations (appendix)

Lines of business

Enterprise Asset Management

<u>Finance</u>

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

<u>Sales</u>

Supply Chain

Enterprise portfolio and project management

SAP Commercial Project Management – project work space and cockpit

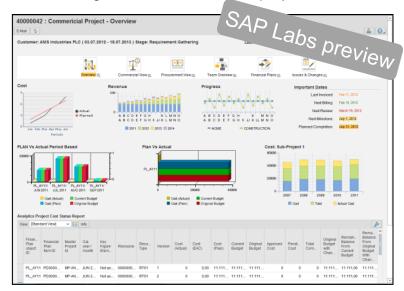


Scope

- Overview of all relevant projects with key information:
 - Flexible and configurable workspace with role dependent views
 - Predefined views: Project overview, commercial view, procurement view, and so on
 - Bundling of objects belonging to an engagement (opportunity in SAP CRM, SD order, PS project definition, collaborative projects, and so on)
- Contract management enhancements:
 - Rate card application
 - Billing plan manager
 - Billing cockpit

Key benefits

- Enhanced user experience providing a single view across systems and applications
- Better decision-making based on up-to-date and accurate information
- Enhanced transparency about project status to allow tighter monitoring and control to reduce project risks



Planned innovations (appendix)

Lines of business

Enterprise Asset Management

<u>Finance</u>

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<u>Procurement</u>

R&D and Engineering

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Supply Chain

SAP Precision Retailing

One-to-one targeted offers

Functions:

- Deliver targeted offers to consumers, optimized on a one-toone basis in real-time
- Use adaptive self-learning technology to optimize offers continuously based on consumer actions (including those that do not result in a purchase)
- Reach consumers across mobile, social, and online channels

Benefits:

- Increase store traffic
- Improve offer conversion rates
- Drive larger average basket size
- Improve market share



Customer analytics powered by SAP HANA

SAP Account Intelligence





What:

Central entry point for strategic analysis of all customers or customer groups to provide a spotlight into focus areas

Account history – purchase history, customer satisfaction, open service tickets and resolution, contract duration and expiration, sales and marketing activities, accounts receivable and credit scores, product sentiment, and profitability

Call to action – take focus customers and define initiatives to improve sales success

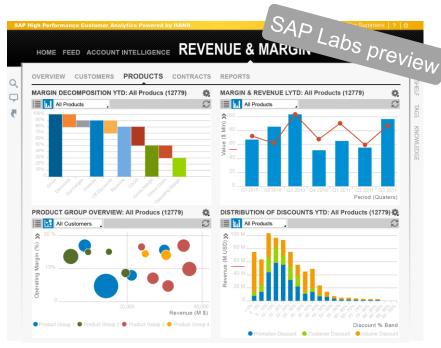
Complete account intelligence:

- Real-time access to customer interaction.
- Automatic identification and classification of outlier activities to focus on high-value customers, products, and channels
- Real-time alerting of target accounts to identify customers at risk ranked by value and satisfaction to quickly identify open issues and create appropriate follow-ups

Customer analytics powered by SAP HANA

SAP Customer Value Intelligence





What:

- Drive revenue and margin performance of your customers, products and organizations – invest the right resources in the right places
- Combination of front-office and back-office worlds for comprehensive analysis and advice
- Margin visibility decomposition of margin to target margin improvements
- Call for action take focus customer segments and define initiatives to improve customer value

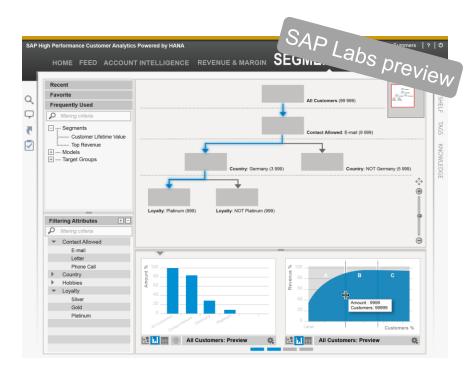
Simulation and business advice:

- Simulations in real time to provide advice on cross- and up-selling and discounting
- Predictions of customer behavior and profitability for more effective segmentation and targeting
- Ability to perform what-if scenarios to see the impact of pricing and discount changes
- Social analysis of sentiment and satisfaction and the impact on revenue and margin

Customer analytics powered by SAP HANA

SAP Audience Discovery and Targeting





What:

- Segmentation on a wider and more granular set of data without requiring SAP CRM
- Tracking of successful implementation of initiatives out of segmentation
- Ability of all levels of sales to use segmentation features to define their own target customers to improve sales
- Predictive segmentation by identifying common characteristics within a given group

Real-time simulation and segment building:

- More granular targeting leveraging predictive analytics
- Improved alignment among sales, marketing, and product development to focus on target customers

Planned innovations (appendix)

Lines of business

Enterprise Asset Management

Finance

Human Resources

Manufacturing

<u>Procurement</u>

R&D and Engineering

Sales

Supply Chain

Demand management

SAP Demand Signal Management, powered by SAP HANA

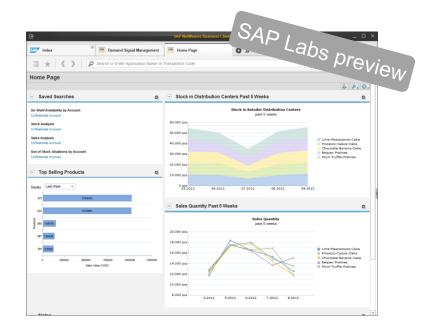


Scope

- Demand sensing capture of all channel demand signals to enable demand-driven focus
- Demand analysis understand of the impact of demand on sales, inventory, product availability, and so on
- Demand response plan, commit, and deliver supply according to real demand

Key benefits

- Another level of visibility and more accurate management of demand; alignment of consumer, promotional, and forecast data
- Full visibility to enable high-impact demand decisions



Demand management, manufacturing, and supply planning

Analytics in SAP APO, powered by SAP HANA



Scope

- Embed ability to view, report on, and analyze information within the supply and demand planning processes
- · Compare actual and planned values
- Exchange data and events in both directions between the UI of SAP APO and analytics

Key benefits

- Significantly improved end-user attractiveness of SAP APO for professional and casual users
- Ability to offer embedded analytics to present and understand planning results better



Manufacturing and supply planning

SAP APO – enhanced product planning (EPP)

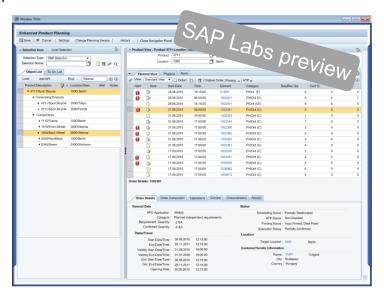


Scope

- New product-centric view providing order-list view with order details, order components, operations, and pegging context
- Cross-system navigation (direct navigation to orders in SAP ERP)
- New concept for notes management
- Side panels for additional data and information
- New navigation panel with order exploration and KPI information
- New selection management concept

Key benefits

- Enhanced usability in planning for the production and replenishment planner
- Improved user efficiency through interoperability with SAP
- New advanced selection functions
- Broad personalization functions across all areas



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