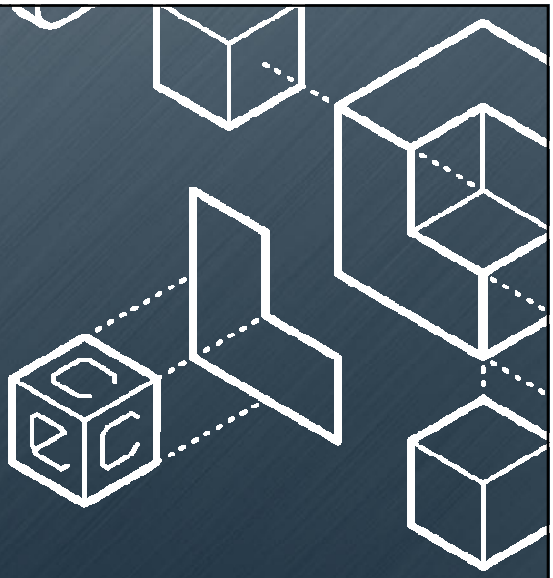
Global Perspective:
Digitalisierung in der Prozessindustrie

Digital is ~~simple~~ live



Stephan Klein
Senior Vice President, SAP SE

SAP

The Digital Revolution

HYPERCONNECTIVITY 1

ARTIFICIAL INTELLIGENCE AND MACHINE LEARNING 2

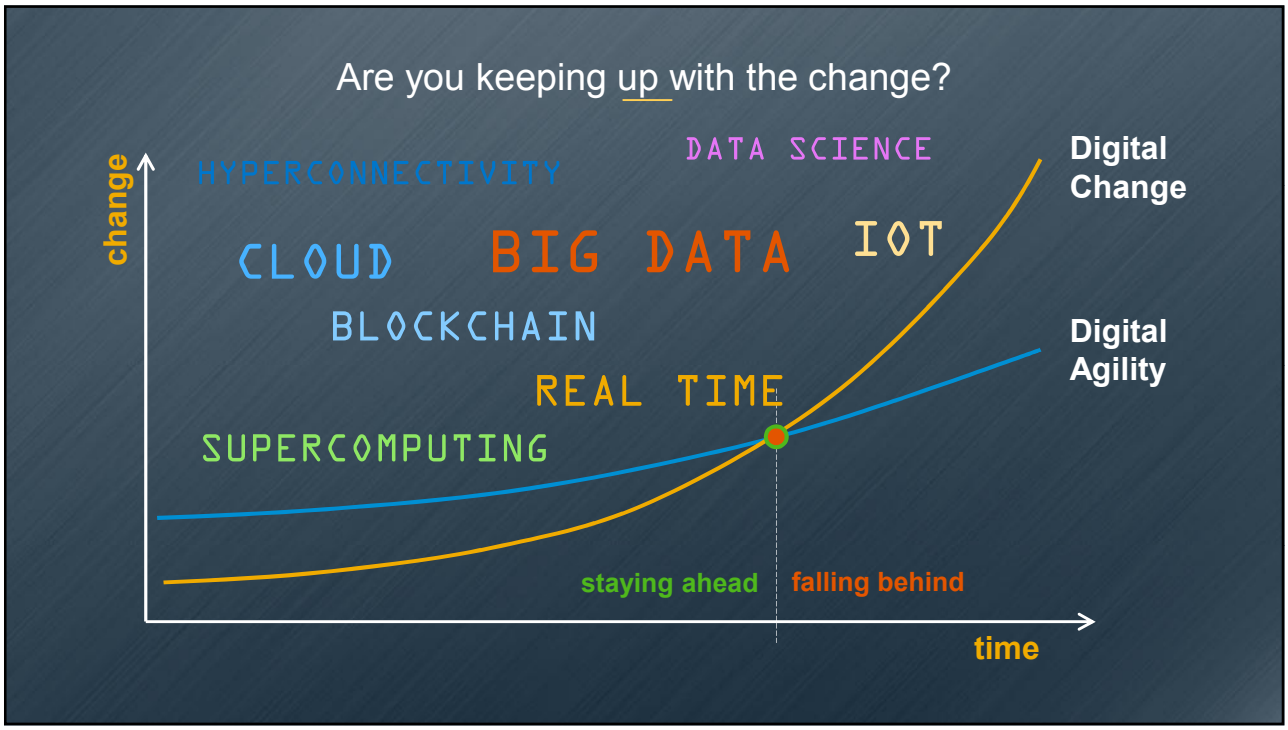
BLOCKCHAIN 3

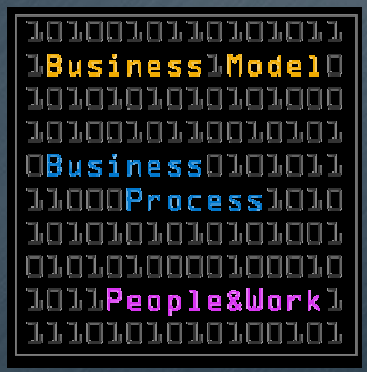
AUGMENTED REALITY 4

SUPER COMPUTING 5

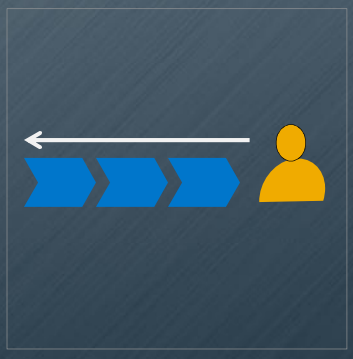
CLOUD 6

CYBER SECURITY 7

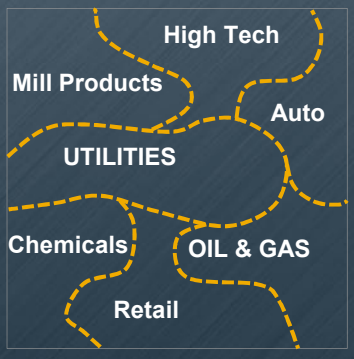




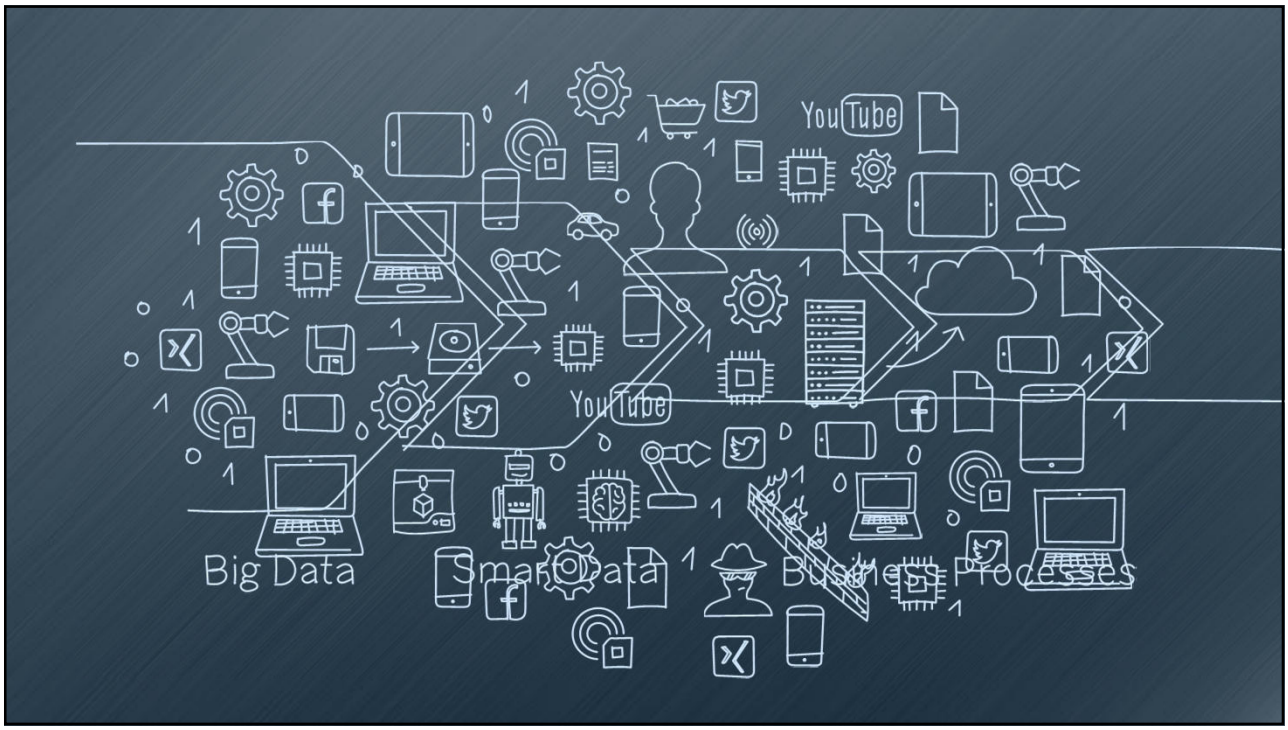
Digital transformation – industry leaders re-imagine their business models, processes, and work



Customer experience – re-thinking value chains from the customer's point of view



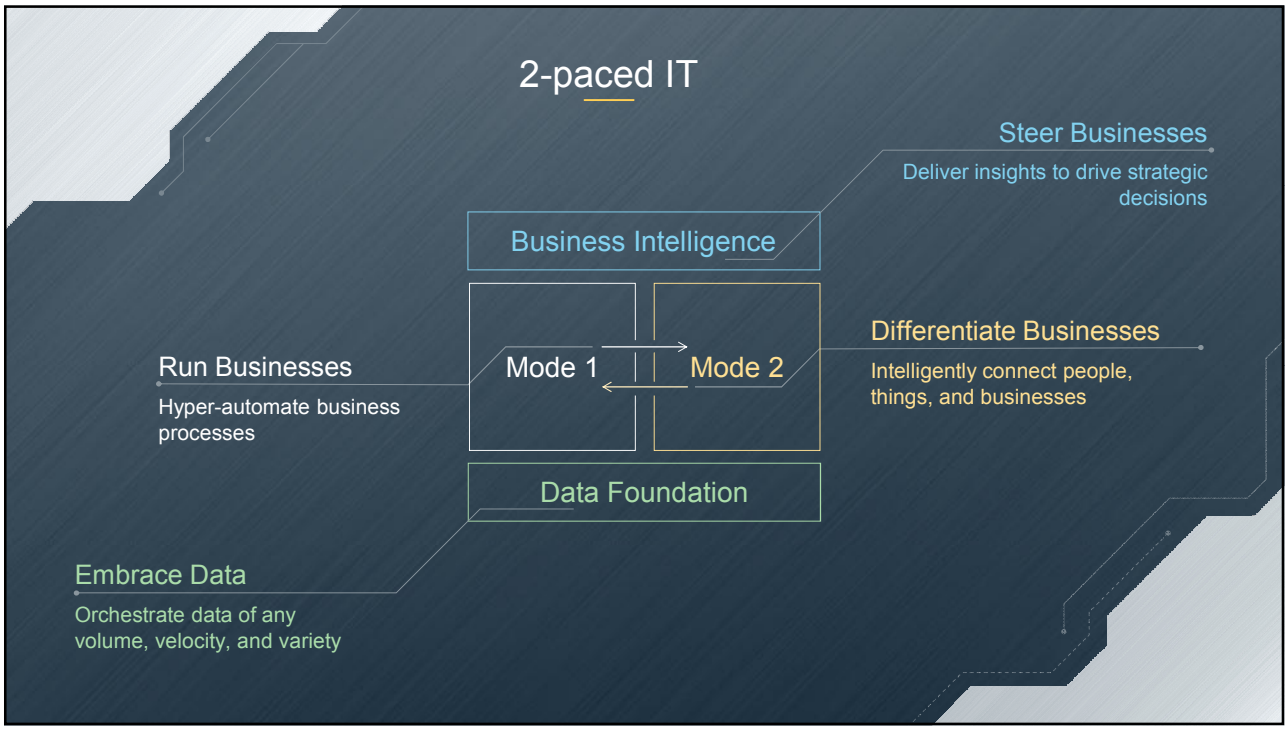
Blurring Industry boundaries – best practices transfer and transform value chains.

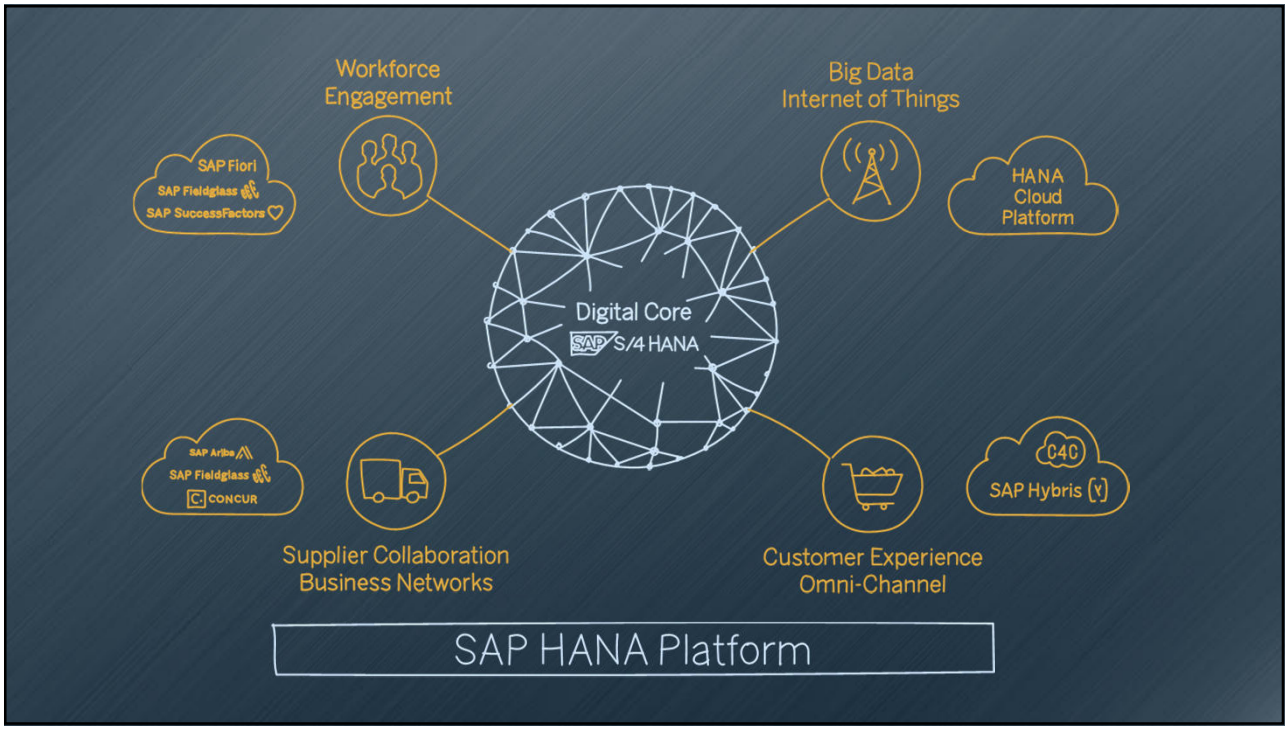


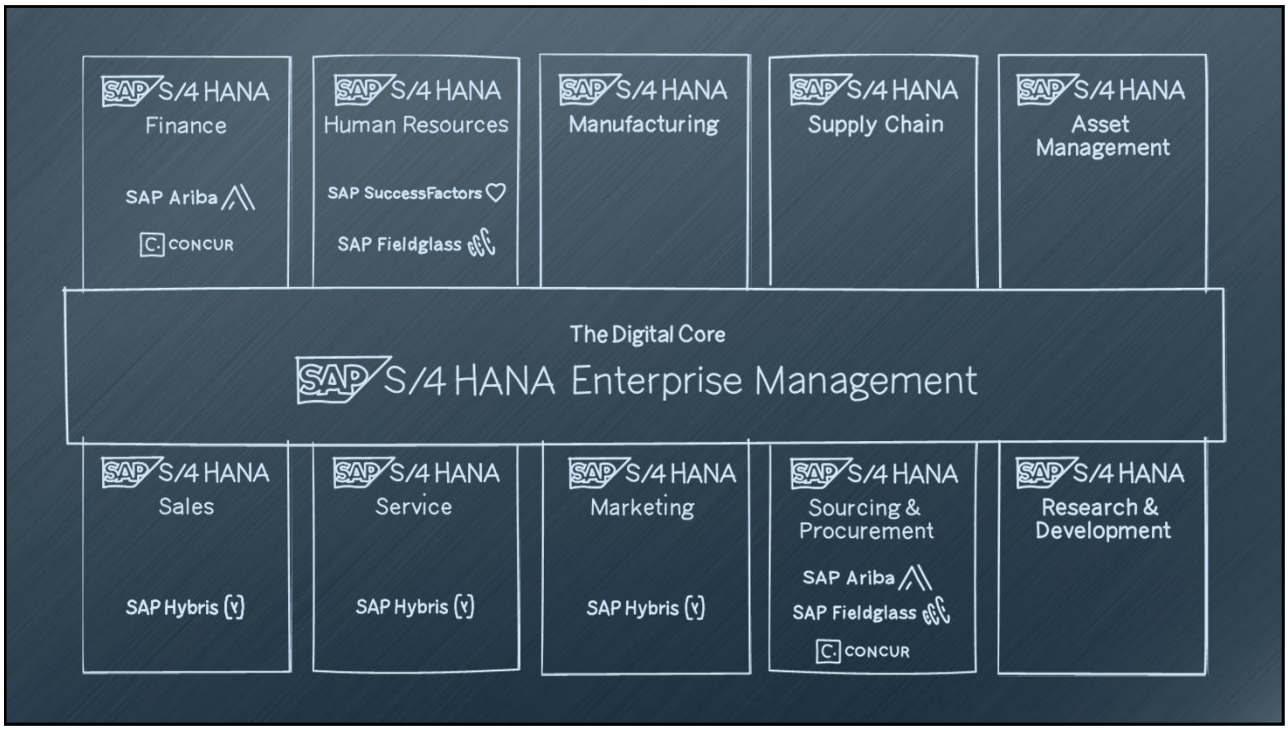
Data: the new enterprise asset – all digital business and operational models are fueled by data

Open platform – rapid innovation built on the digital core

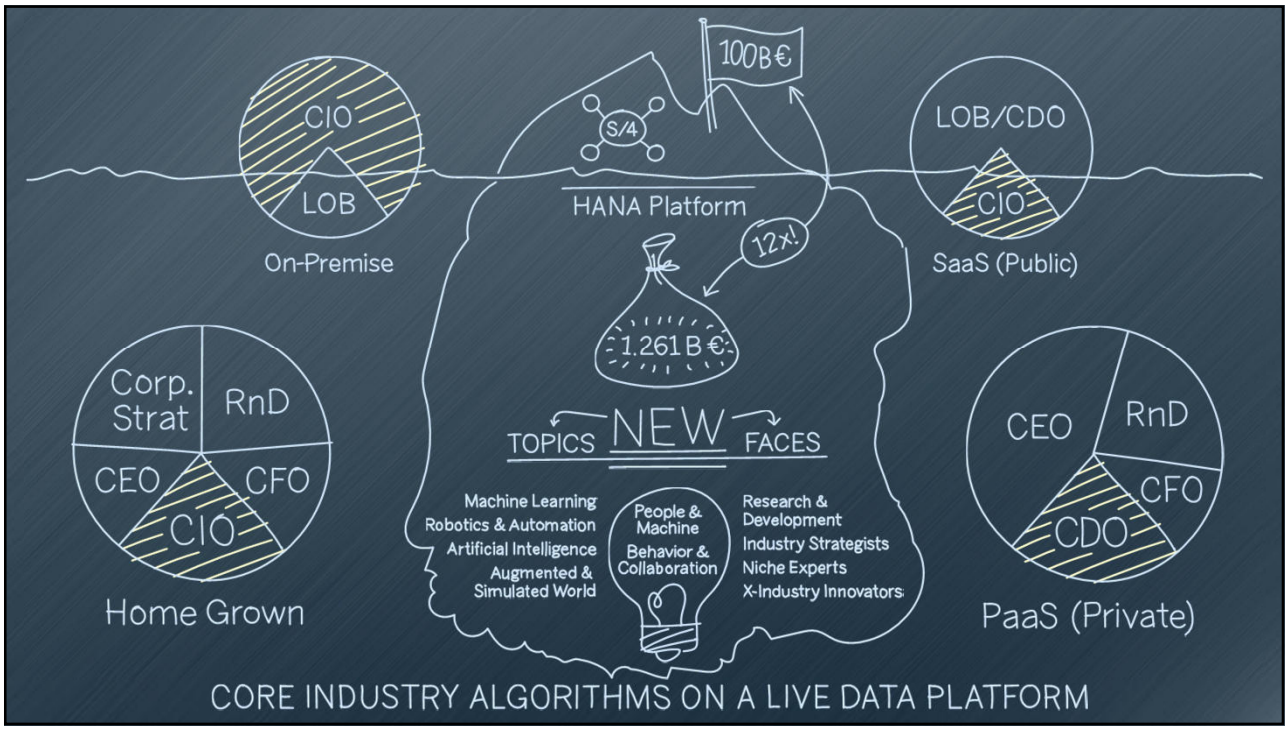
Augmented intelligence – make machines do the menial and routine work.

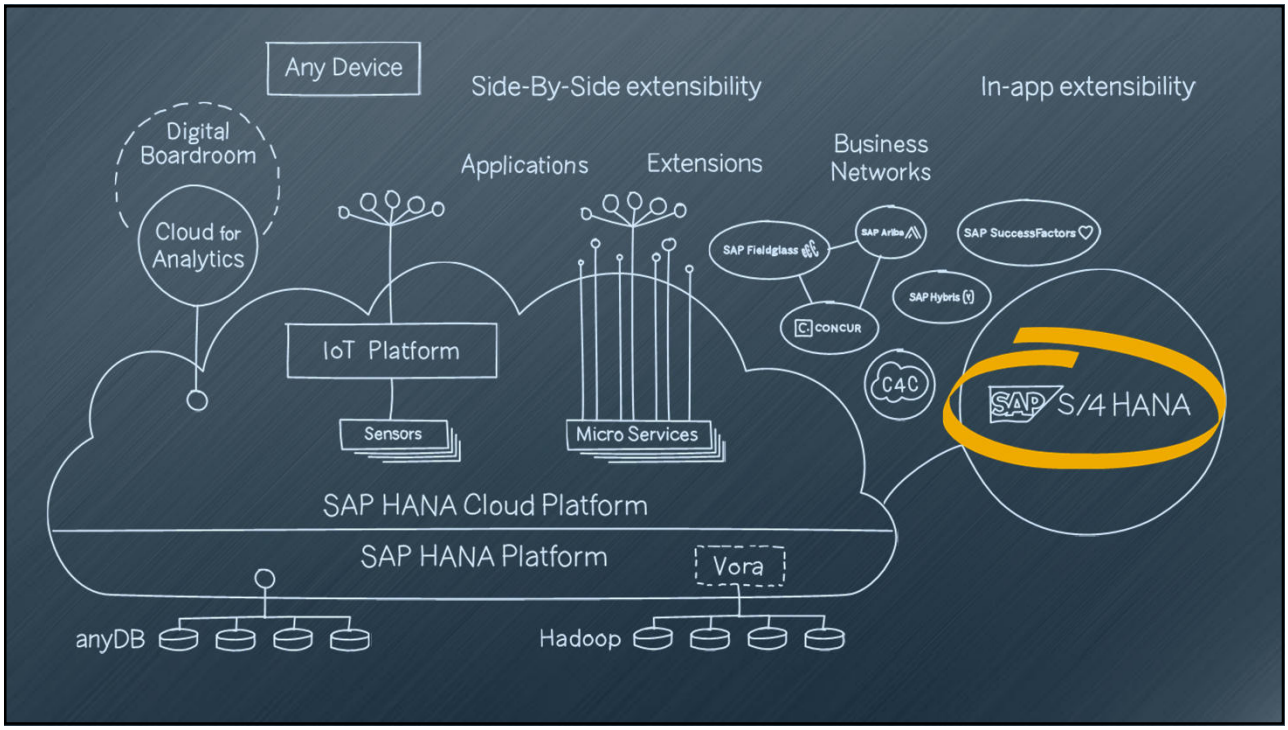

2-paced IT
Steer Businesses
Deliver insights to drive strategic decisions
Business Intelligence
Mode 1
Mode 2
Differentiate Businesses
Intelligently connect people, things, and businesses
Run Businesses
Hyper-automate business processes
Data Foundation
Embrace Data
Orchestrate data of any volume, velocity, and variety

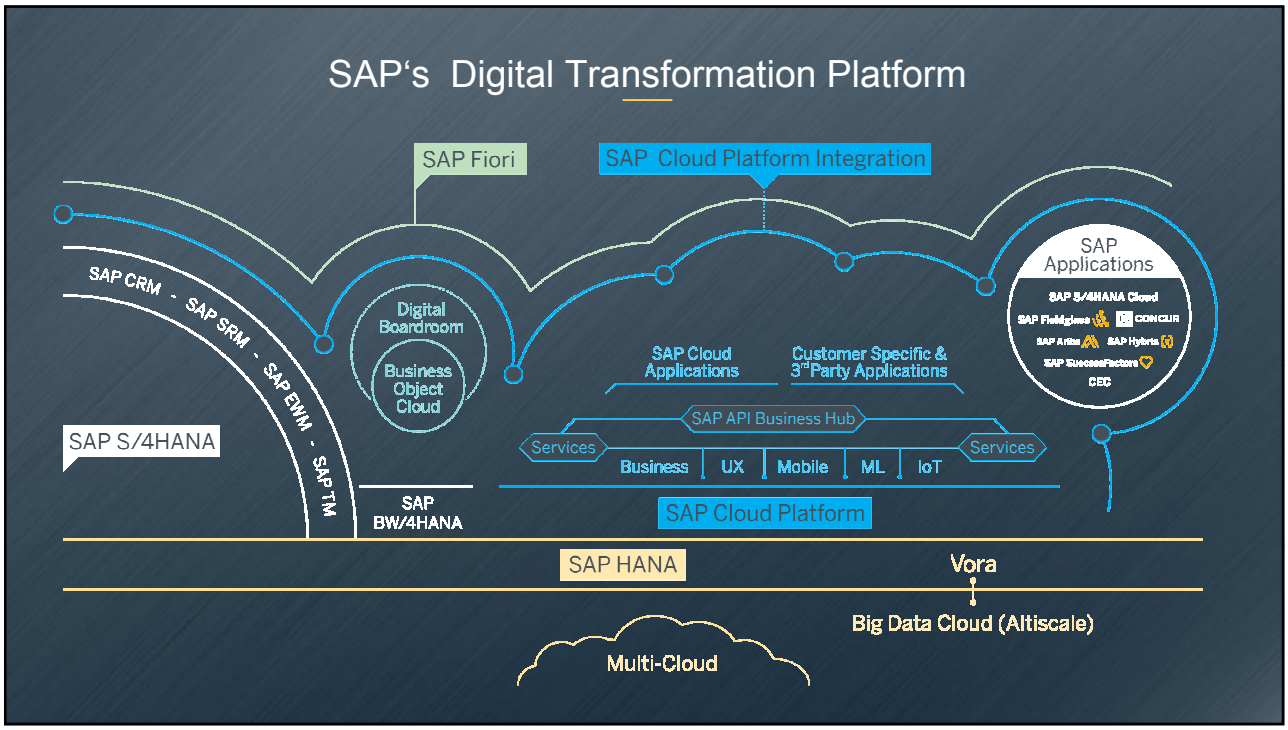

Workforce Engagement
Big Data Internet of Things
SAP Fiori
SAP Fieldglass
SAP SuccessFactors
HANA Cloud Platform
Digital Core
S/4 HANA
SAP Ariba
SAP Fieldglass
CONCUR
C4C
SAP Hybris
Supplier Collaboration Business Networks
Customer Experience Omni-Channel
SAP HANA Platform

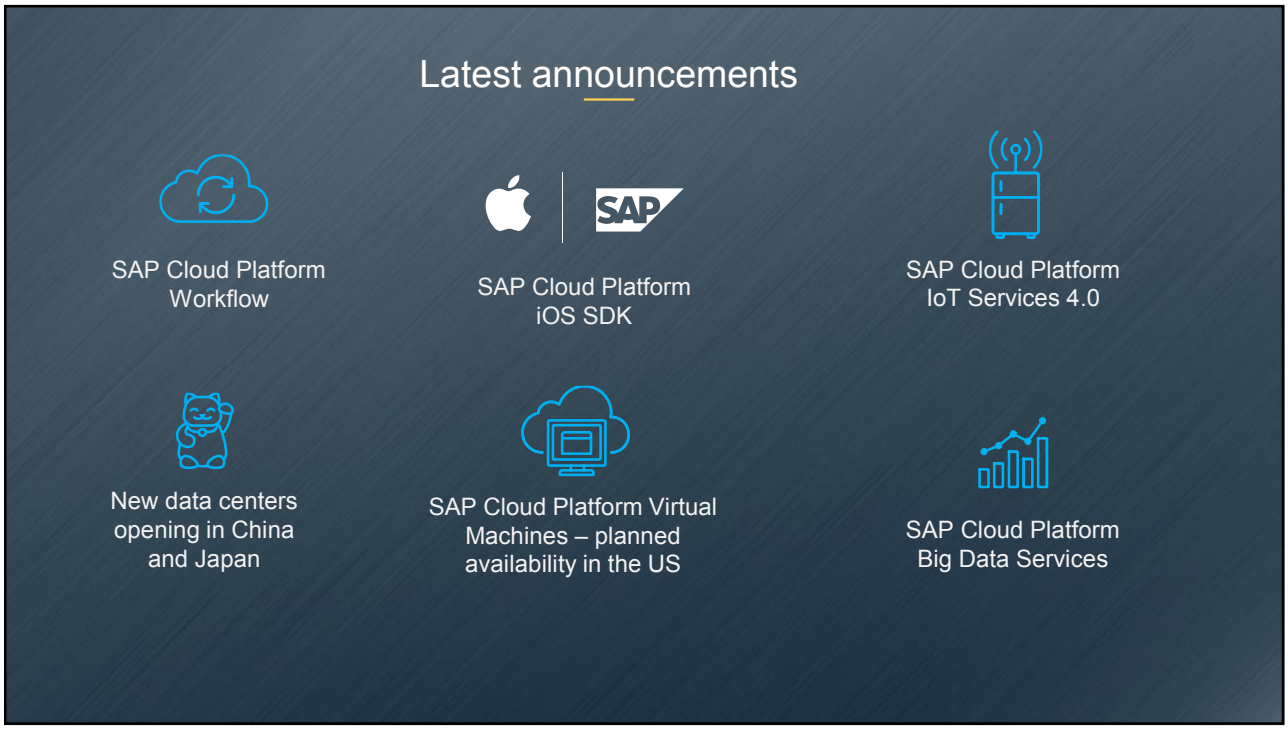

SAP S/4 HANA Finance
SAP Ariba
CONCUR
SAP S/4 HANA Human Resources
SAP SuccessFactors
SAP Fieldglass
SAP S/4 HANA Manufacturing
SAP S/4 HANA Supply Chain
SAP S/4 HANA Asset Management
The Digital Core
SAP S/4 HANA Enterprise Management
SAP S/4 HANA Sales
SAP Hybris
SAP S/4 HANA Service
SAP Hybris
SAP S/4 HANA Marketing
SAP Hybris
SAP S/4 HANA Sourcing & Procurement
SAP Ariba
SAP Fieldglass
CONCUR
SAP S/4 HANA Research & Development

CIO
LOB
On-Premise
100B €
S/4
LOB/CDO
CIO
SaaS (Public)


100B €
S/4
HANA Platform
CIO
LOB
On-Premise
LOB/CDO
CIO
SaaS (Public)
12x!
1.261 B €
Corp. Strat
RnD
CEO
CFO
CIO
Home Grown
TOPICS NEW FACES
Machine Learning
Robotics & Automation
Artificial Intelligence
Augmented & Simulated World
People & Machine
Behavior & Collaboration
Research & Development
Industry Strategists
Niche Experts
X-Industry Innovators
CEO
RnD
CFO
CDO
PaaS (Private)
CORE INDUSTRY ALGORITHMS ON A LIVE DATA PLATFORM


Any Device
Side-By-Side extensibility
In-app extensibility
Digital Boardroom
Cloud for Analytics
Applications
Extensions
Business Networks
SAP Fieldglass
SAP Ariba
SAP SuccessFactors
SAP Hybris
CONCUR
C4C
SAP S/4 HANA
IoT Platform
Sensors
Micro Services
SAP HANA Cloud Platform
SAP HANA Platform
Vora
anyDB
Hadoop


SAP‘s Digital Transformation Platform
SAP Fiori
SAP Cloud Platform Integration
SAP CRM - SAP SRM - SAP EWM - SAP TM
Digital Boardroom
Business Object Cloud
SAP Applications
SAP S/4HANA Cloud
SAP Fieldglass
CONCUR
SAP Ariba
SAP Hybris
SAP SuccessFactors
CEC
SAP Cloud Applications
Customer Specific & 3rd Party Applications
SAP API Business Hub
Services
Business
UX
Mobile
ML
IoT
Services
SAP S/4HANA
SAP BW/4HANA
SAP Cloud Platform
SAP HANA
Vora
Big Data Cloud (Altiscale)
Multi-Cloud

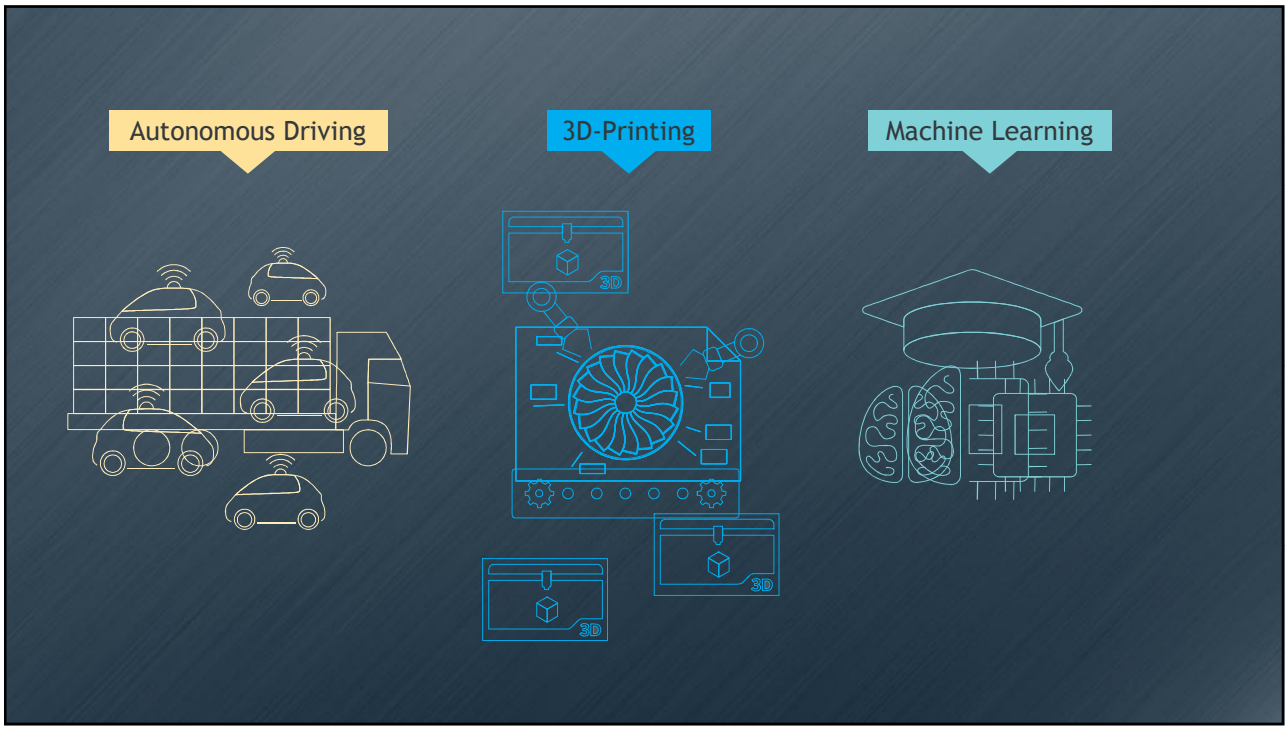

Latest announcements
SAP Cloud Platform Workflow
SAP Cloud Platform iOS SDK
SAP Cloud Platform IoT Services 4.0
New data centers opening in China and Japan
SAP Cloud Platform Virtual Machines – planned availability in the US
SAP Cloud Platform Big Data Services

Digitalization

Every company to become a software-driven company by...

Intelligently connecting **People**, **Things** and **Businesses**

Intelligently	connecting	People	Things	Businesses
Machine Learning	Integration	UX Mobile Collaboration Real-time Analytics	IoT	APIs Microservices Integration


Autonomous Driving
3D-Printing
Machine Learning
3D
3D
3D

Digital Technology is NOW
Feasible.
Affordable.
Viable.

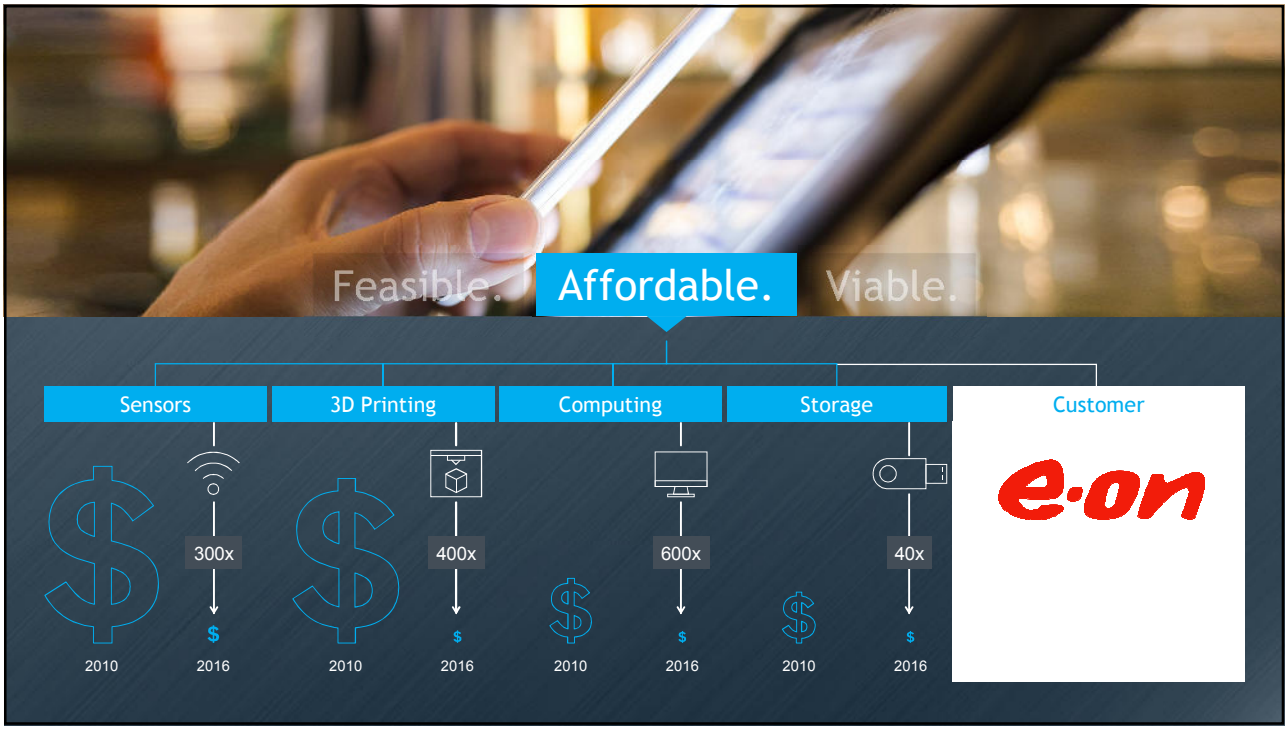
Feasible.
Affordable.
Viable.
Connectivity
• Internet
• Mobile
• Internet of Things
• B2B collaboration
Smarter World
• Artificial Intelligence
• Machine Learning
• Predictive
• Robotics
Real-Time Business
• In-memory Computing
• Cloud
• Business Networks
• Blockchain
• 3D Printing
Customer
TESORO
ساسرف
SASREF

100%
Real-time Visibility and Control of Product Cost and Margins on Refinery Unit level
100%
Real-time tracking of Inventory Movements for Projects, Operations
ساسرف
SASREF

Agile Platform for Innovation and Scale

Re-imagined the business with best practices and radical simplification.

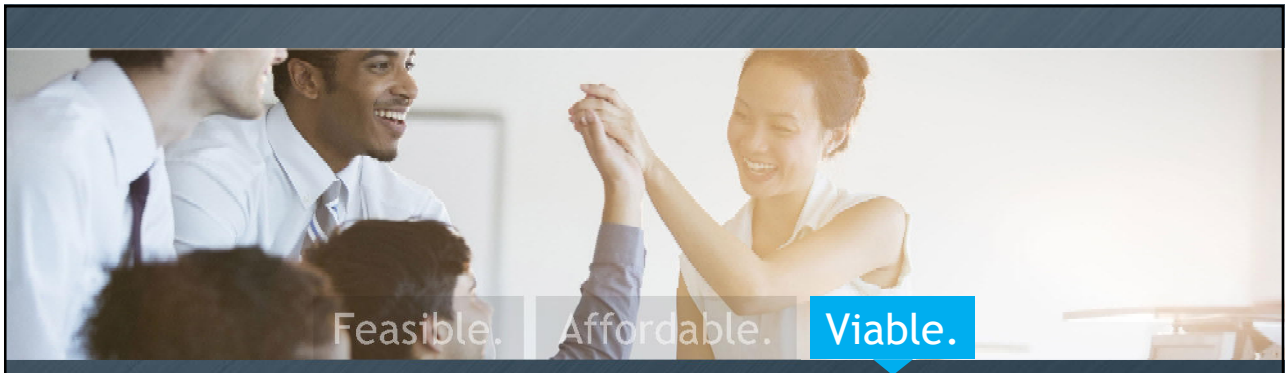
TESORO



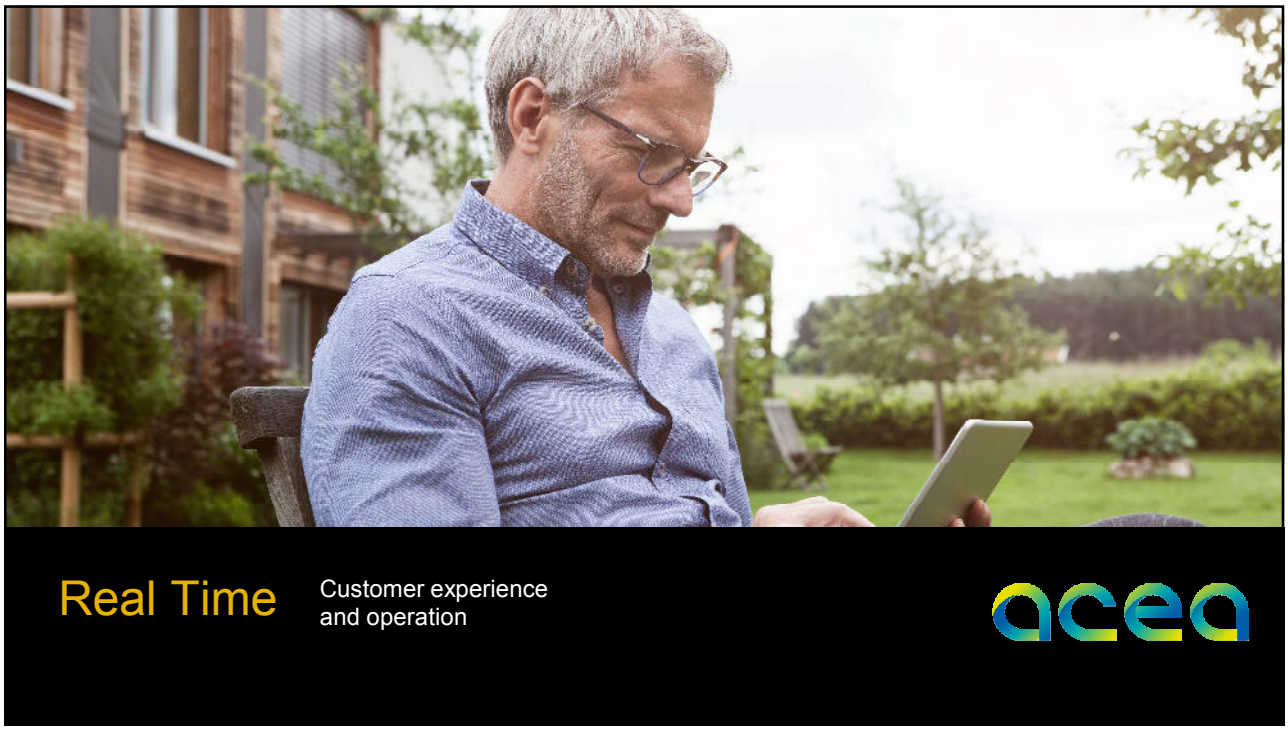
Rapid Innovation

The prototype factory demonstrates agility and envisions how technology enables new business models and processes.

e·on



Innovation	Products & Services	Assets & Resources	People	Customer
• 20–50% reduction in time to market • 10–20% increase in revenue from new products • 20–30% reduction in R&D cost	• 3–20% increase in revenue from omnichannel • 10–20% reduction in quality cost • 85% increase in forecasting accuracy	• 10–40% reduction in maintenance cost • 30–50% reduction in total machine downtime • 20–50% reduction in inventory carrying cost	• 25–50% improvement in shared services productivity • 45–55% productivity improvement for technical professions	acea



Real Time

Customer experience
and operation

acea

How to be relevant?

- ☐ Win the cloud
- ☐ Win the platform
- ☐ Think digital!

Thank you.

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01067 Dresden, Germany

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