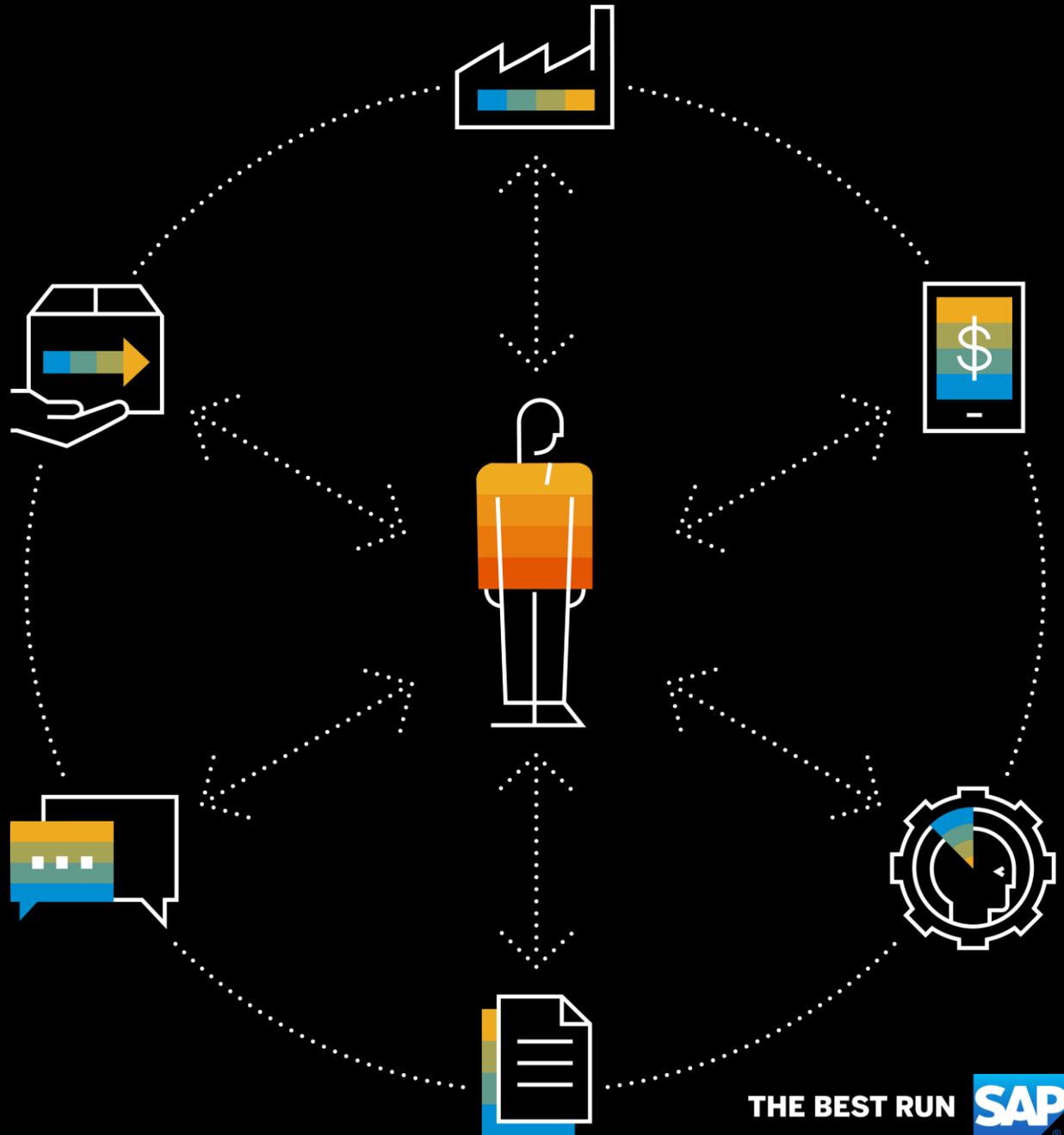


The Intelligent Enterprise and SAP Business One

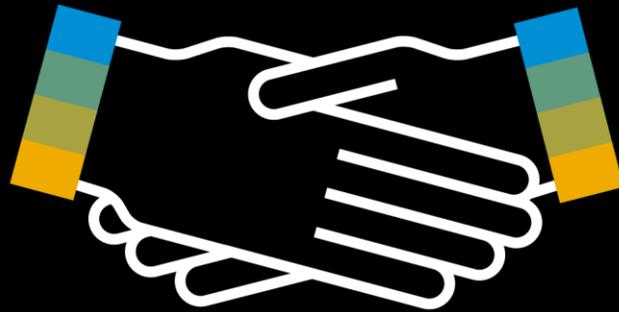
Global Rollout, SAP Business One
April 2020

PUBLIC



THE BEST RUN **SAP**

The **Next Era** of Enterprise Computing...



For more than 45 years, SAP has been on a journey with customers, helping them create value for their organizations by applying technology to solve some of their most complex challenges. In each era of enterprise computing, SAP has evolved their strategy – and product portfolio – so customers can run better.

The Next Era of Enterprise Computing **will be Defined by Intelligent Technologies**

Mainframe
& PCs
1960s–1980s



Industrial Automation

- Transistors and silicon revolution
- Large-scale mainframe computing adoption
- Emergence of PCs
- Plant floor automation

In the 1960s and 1970s, as mainframe computing gained popularity, SAP enabled their first customers to automate their plant floor operations with material-requirements planning software.

The Next Era of Enterprise Computing **will be Defined by Intelligent Technologies**

**Mainframe
& PCs**
1960s–1980s



**Client Server
& Internet**
1990s–2000s



Industrial Automation

- Transistors and silicon revolution
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- Plant floor automation

Business Process Automation

- Widespread PC adoption
- Broadband and internet
- ERP and business
- Process technologies

In the 1990s, as companies expanded their use of the Internet, SAP helped connect customers' headquarters with their subsidiaries through SAP® R/3® software for enterprise resource planning.

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**Cloud, Mobile
& Big Data**
2000s–2010s



Digital Transformation

- Mobile and smartphone ubiquity
- Cloud computing
- Social networks
- Big Data

Over the past 10 years, as cloud computing and Big Data have become ever more pervasive, the SAP HANA® software, along with SAP's extensive portfolio of cloud applications, has helped customers begin their own digital transformations.

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& Internet**
1990s–2000s

**Cloud, Mobile
& Big Data**
2000s–2010s

**Intelligent
Technologies**
2010s–2020s



Industrial Automation

- Transistors and silicon revolution
- Large-scale mainframe computing adoption
- Emergence of PCs
- Plant floor automation

Now, as technologies such as artificial intelligence, machine learning, the Internet of Things (IoT), advanced analytics and blockchain become mainstream, SAP has a new opportunity – to help turn customers' businesses into intelligent enterprises, with new capabilities that enable their workforces to focus on higher-value outcomes.

- Broadband and internet
- ERP and business
- Process technologies

- Cloud computing
- Social networks
- Big Data



Intelligent Enterprise

- Machine learning and artificial intelligence
- IoT and distributed networks
- Blockchain

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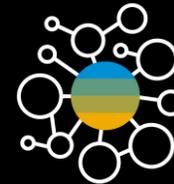
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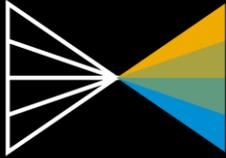
**Intelligent
Technologies**
2010s–2020s



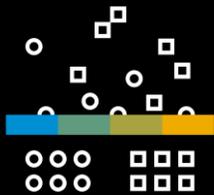
Intelligent Enterprise

- Machine learning and artificial intelligence
- IoT and distributed networks
- Blockchain

Future Business Challenges will be **Radically Different**



How do you fund – and implement – innovation for tomorrow while still running today's business?



How can you derive more actionable insights from enterprise data to help your business partners react faster to new opportunities?

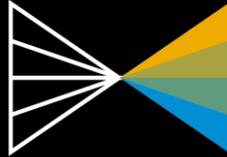


How can you use your data to create an engaging employee experience for all employees?

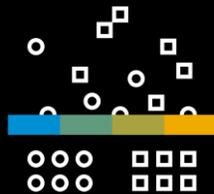


How do you better understand what consumers really want – and how do you deliver the best experience for them?

The Heart of the **Intelligent Enterprise**



How do you fund – and implement – innovation for tomorrow while still running today's business?



To address these challenges, businesses need to make sense of a growing volume of data, create a step change in productivity, and innovate with relentless clock-speed.

In other words, they need to accelerate value creation.

This is the heart of the Intelligent Enterprise.



How do you better understand what consumers really want – and how do you deliver the best experience for them?

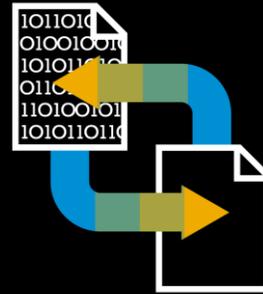
The Intelligent Enterprise

To help businesses become Intelligent Enterprises and achieve breakthrough outcomes, SAP provides three essential **components**:



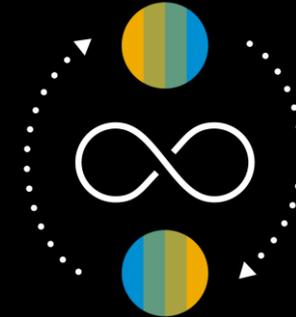
Intelligent Suite

Will offer unparalleled, breakthrough business value.



Digital Platform

Will enable data-driven intelligence and rapid innovation.

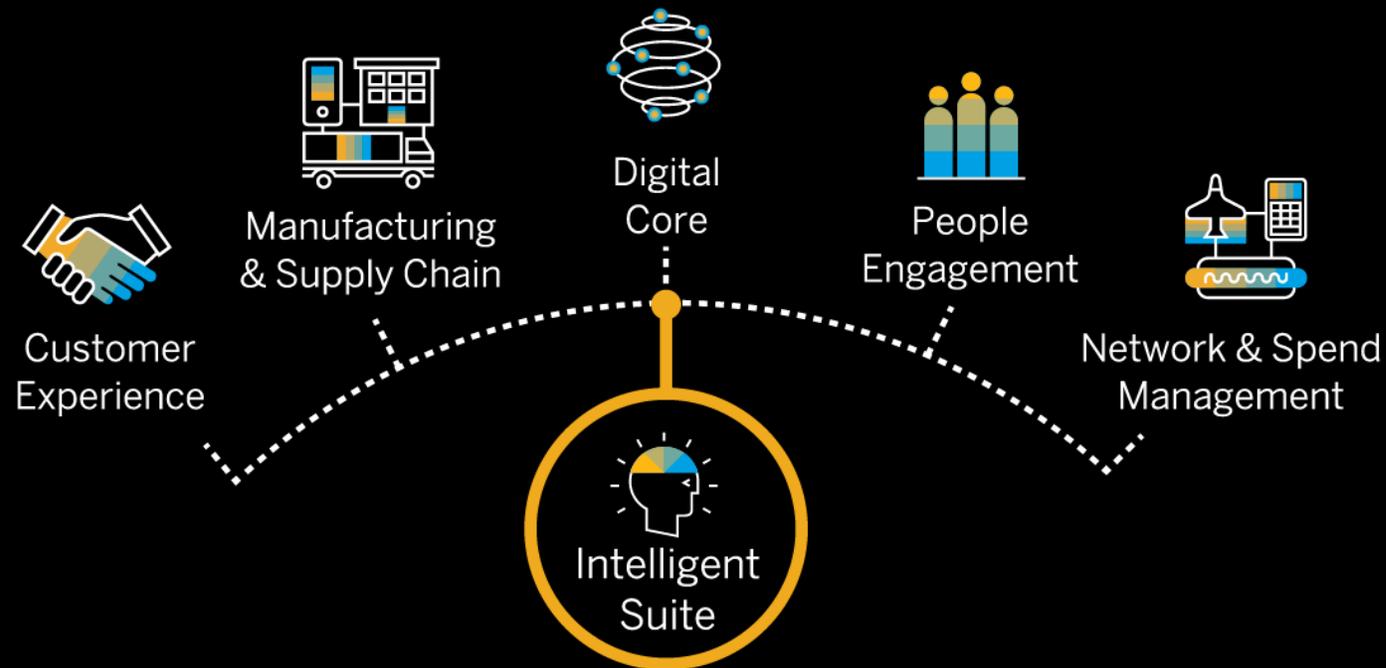


Intelligent Technologies

Will embed intelligence in applications and facilitate new co-innovations.

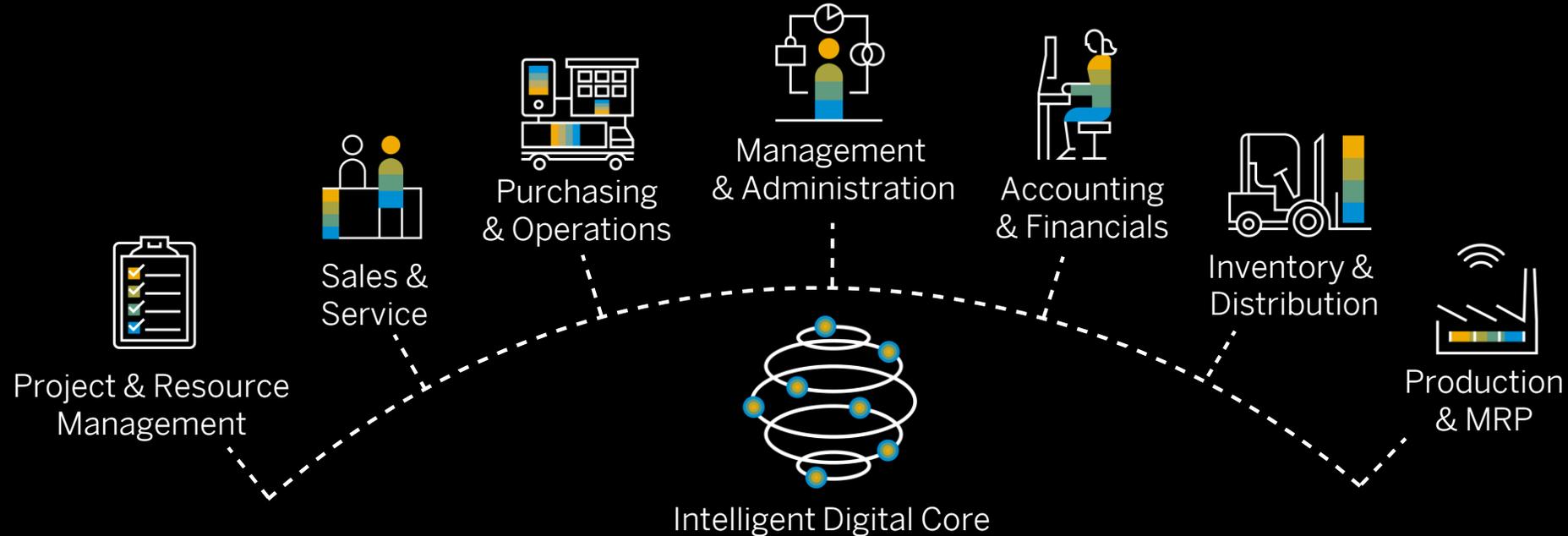
Component – Intelligent Suite

SAP provides intelligent, integrated applications that enable customers to automate their day-to-day business processes and better interact with their customers, suppliers, and employees. These applications will be industry specific, global, and applicable to both:
Large enterprises and small and midsize enterprises.



Intelligent Suite Digital Core

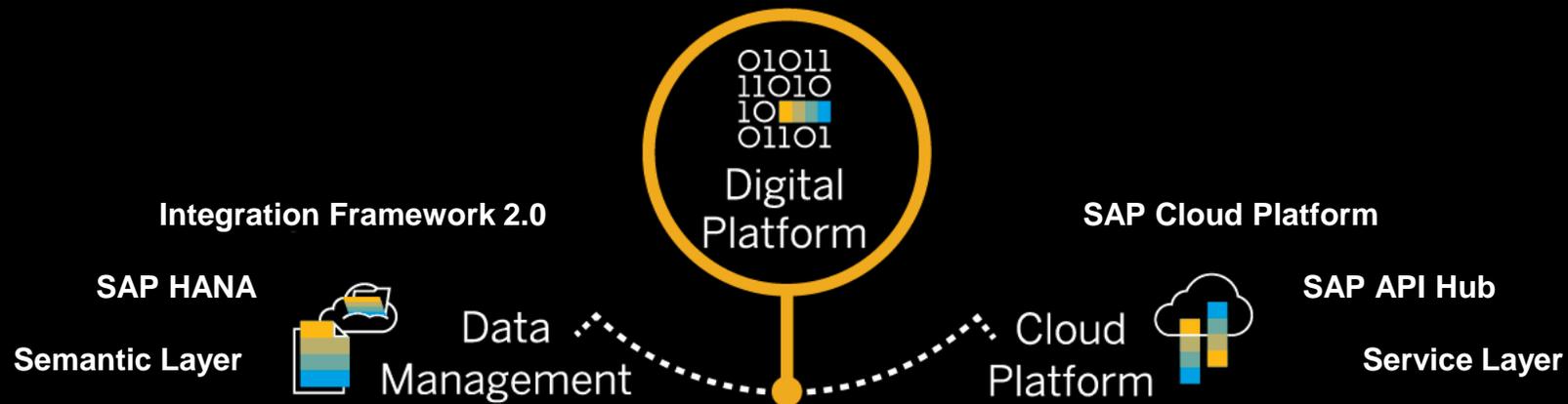
SAP is providing an intelligent integrated ERP, covering end-to-end processes, combined with market leading technology which provides the ideal framework for your business.



SAP Business One®

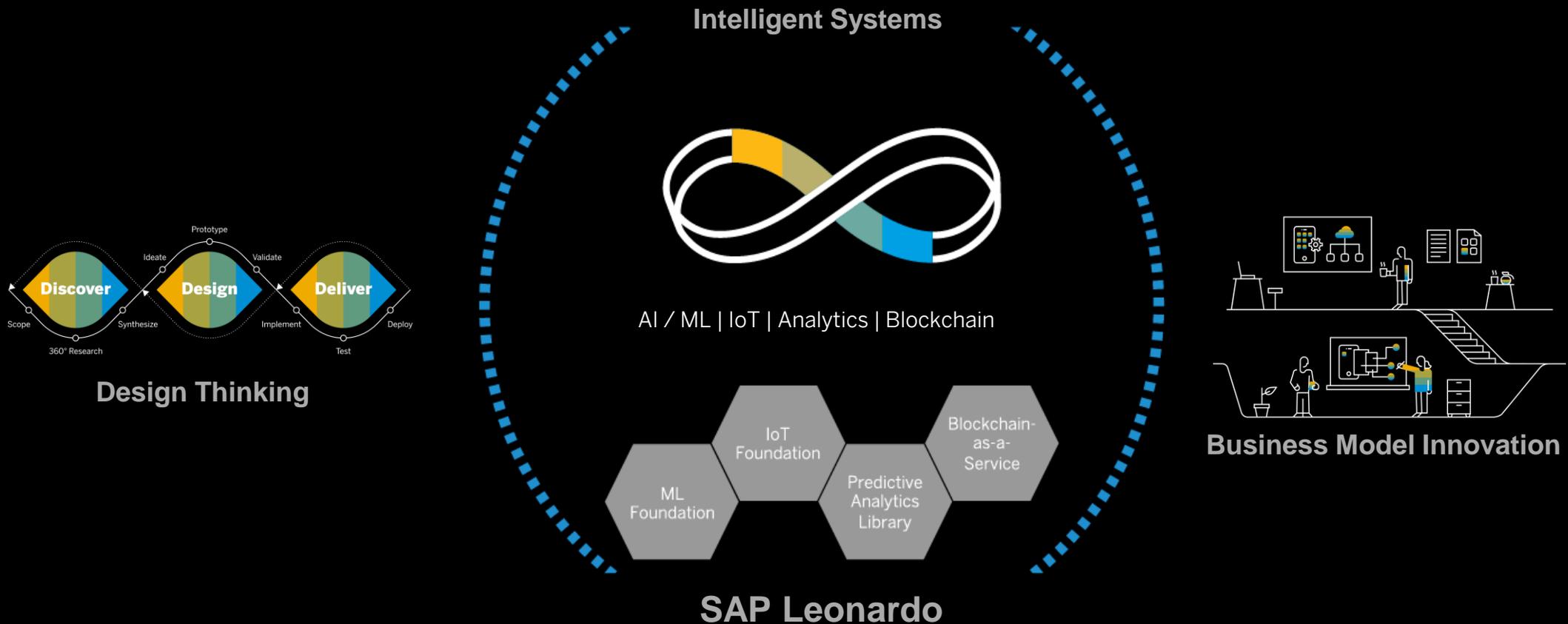
Component – Digital Platform

With SAP Cloud Platform SAP will facilitate the collection, connection and orchestration of data, as well as the integration and extension of processes within the intelligent suite.



Component – Intelligent Business System

Enable customers to leverage their data to detect patterns, predict outcomes, and suggest actions.



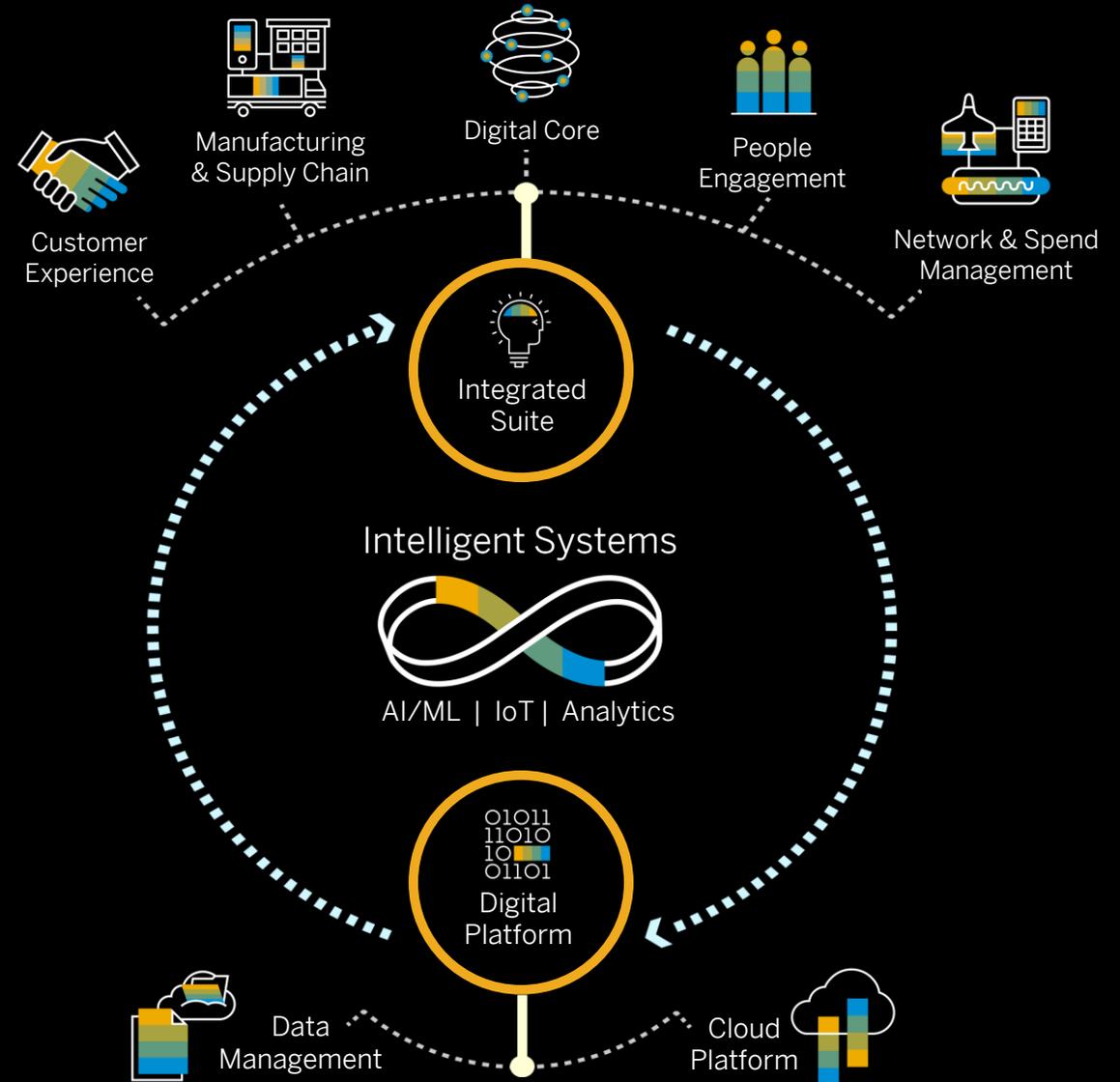
The Intelligent Enterprise Framework

THE INTELLIGENT ENTERPRISE 3 KEY COMPONENTS:

1 Integrated Suite

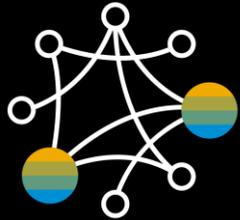
2 Intelligent Systems

3 Digital Platform



The Intelligent Enterprise will Enable a Set of Next Practices

CAPABILITIES



Visibility

Tap into siloed or external data and recognize previously unseen patterns



Focus

Simulate the impact of critical decisions and allocate scarce resources



Agility

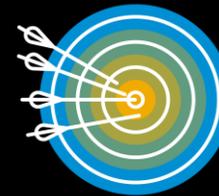
Adapt business processes in response to changing market conditions, in real time

OUTCOMES



Do more with less and empower employees

Through process automation and enable people to do more meaningful work



Deliver best-in-class customer experience

By anticipating and proactively responding to end-customer needs



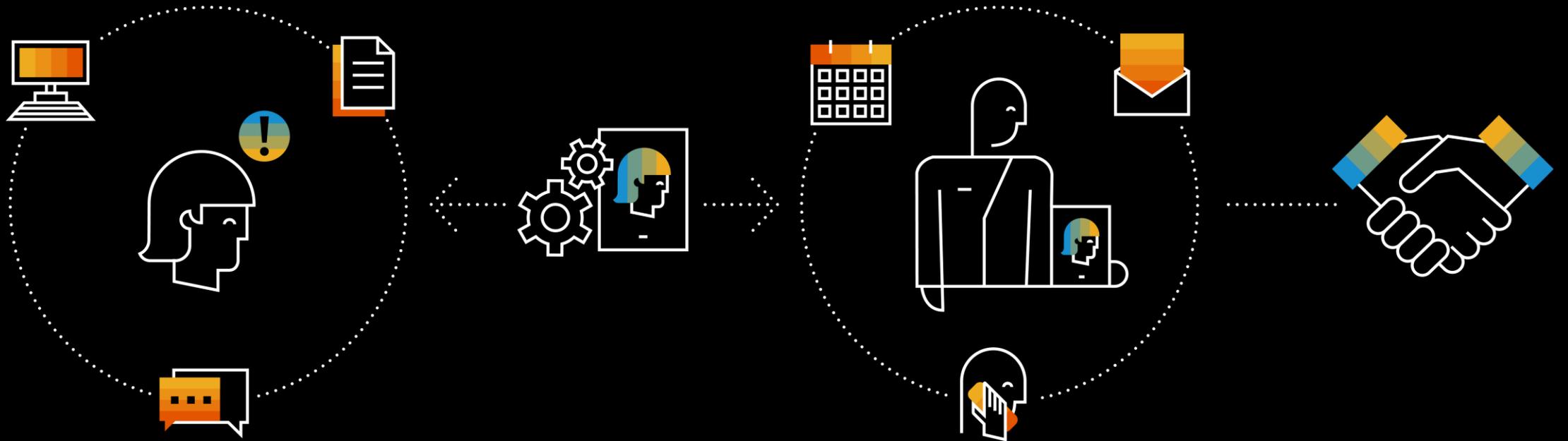
Invent new business models and revenue streams

By monetizing data-driven capabilities and applying core competencies in new ways

SAP's Vision – Deliver the **Intelligent Enterprise** to Customers

The Intelligent Enterprise is more than just automated business processes.

It's a vision — how SAP sees the future of business for customers, the future of work for customers' employees, and the future of experience for customers' customers.



Thank you.

Global Rollout, SAP Business One

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