



Embracing Digital Transformation

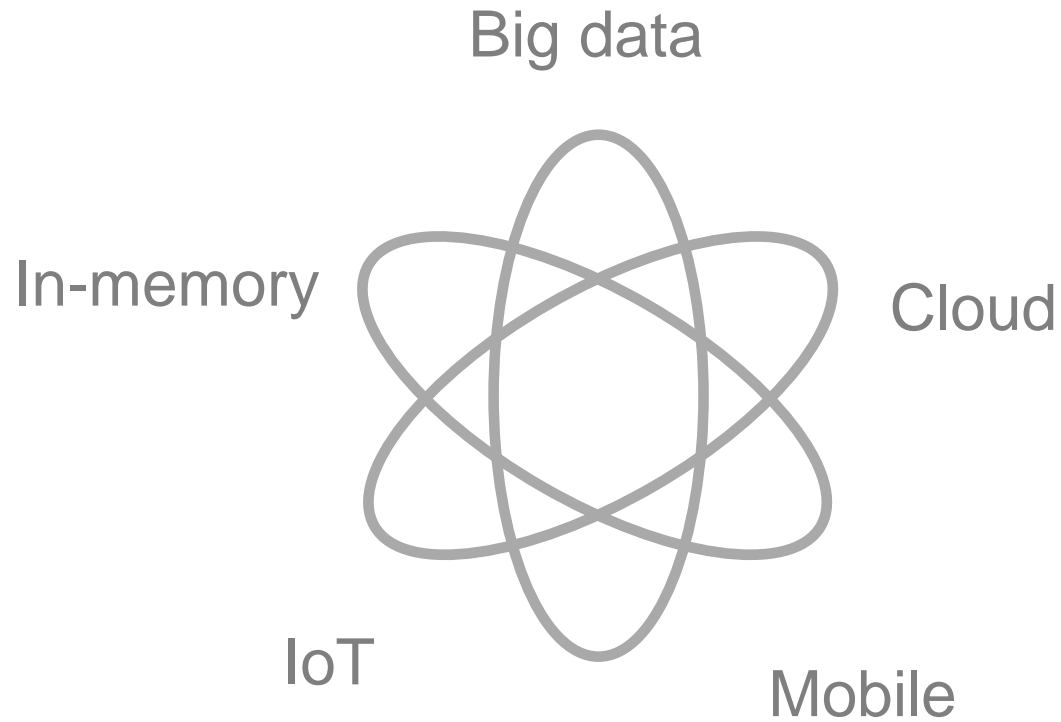
March 2018



Digital Transformation

Digital Transformation = using new **technologies** to re-invent **processes**

Enabling technologies



Better decisions

React more quickly

New solutions

New processes

Market disruption

New ways of working

People don't get it

Get off 'standard' SAP processes

Transformation = doing something different

Really challenging

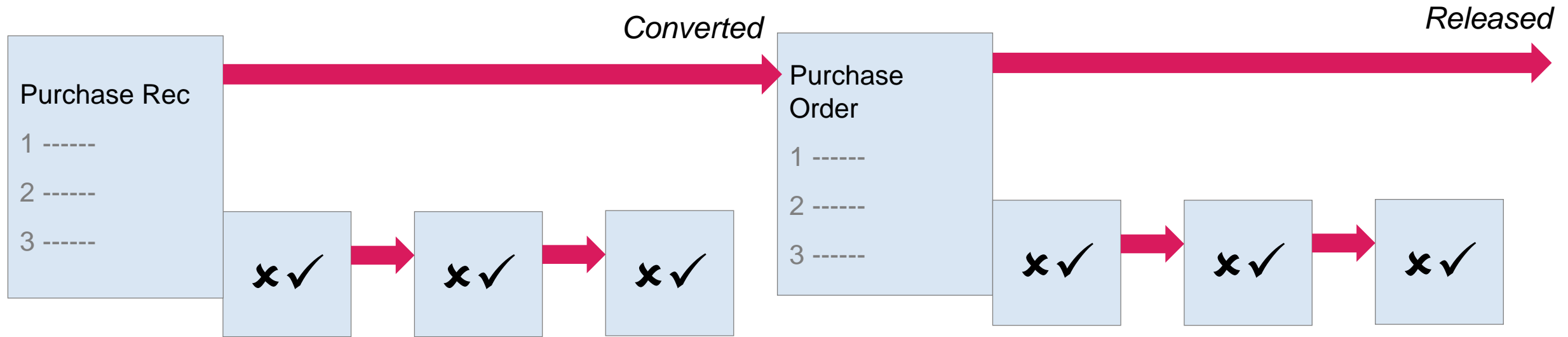
Getting on to SAP



Fred



Jack



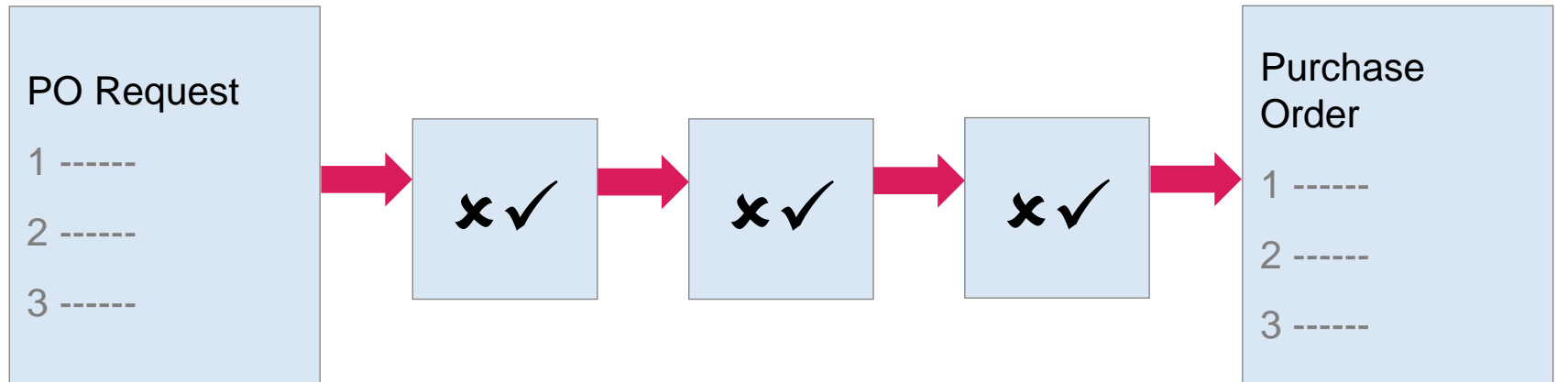
New custom process



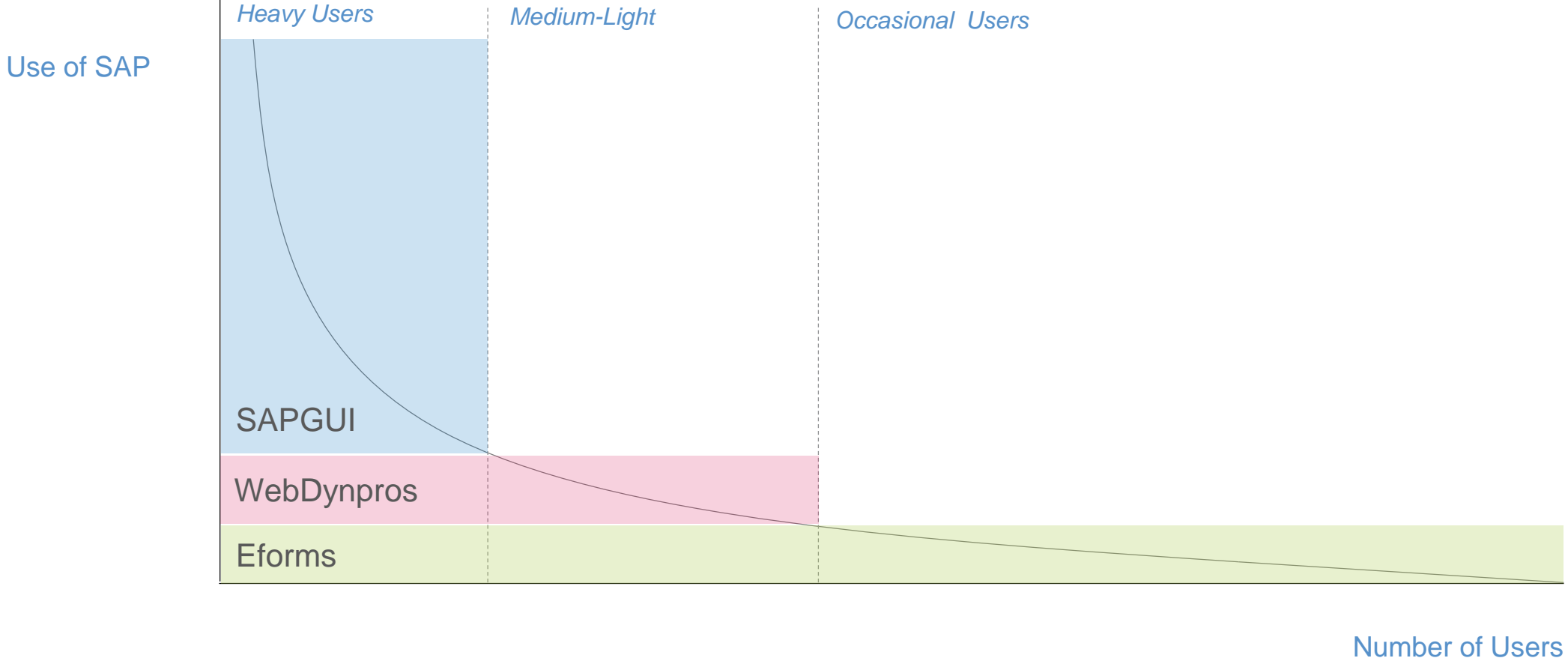
Fred



Jack



Technologies for reaching users: 2004-2013



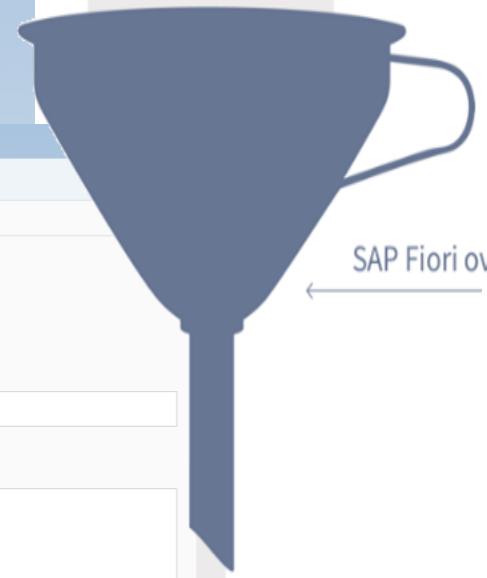
New World

The image shows two overlapping screenshots of the SAP Fiori interface. The background screenshot is the 'SAP Fiori launchpad home page', which includes a top navigation bar with 'Home', 'Working Space', and 'Internal Sales Representative'. Below this are several widgets: 'Sales Fulfillment Team', 'Cumulative Totals Expenses' (showing a bar chart with values 75M and 125M), 'Michael Adams mentioned you in Sales Pitch March', and 'My Opportunity Builder Cockpit'. The foreground screenshot is the 'SAP Fiori overview page', titled 'Procurement Overview Page'. It features a search bar for 'Supplier Name', 'City Name', and 'Product ID'. Below the search bar are several data cards: 'Sales Forecast' (Analytical Card with View Switch in EUR, showing 837 K), 'Purchase History' (Dynamic SubTitle in EUR, showing 101.3 K), 'Reorder Soon' (Flyer for our product palette), 'Urgent Purchased Items' (By Delivery Date and Value), and 'Recent Contacts' (by Importance of Interaction). A 'Products Out of Stock' widget shows 10 items. The bottom right of the overview page shows a 'View All' link and a 'View All' button.

SAP Fiori launchpad home page

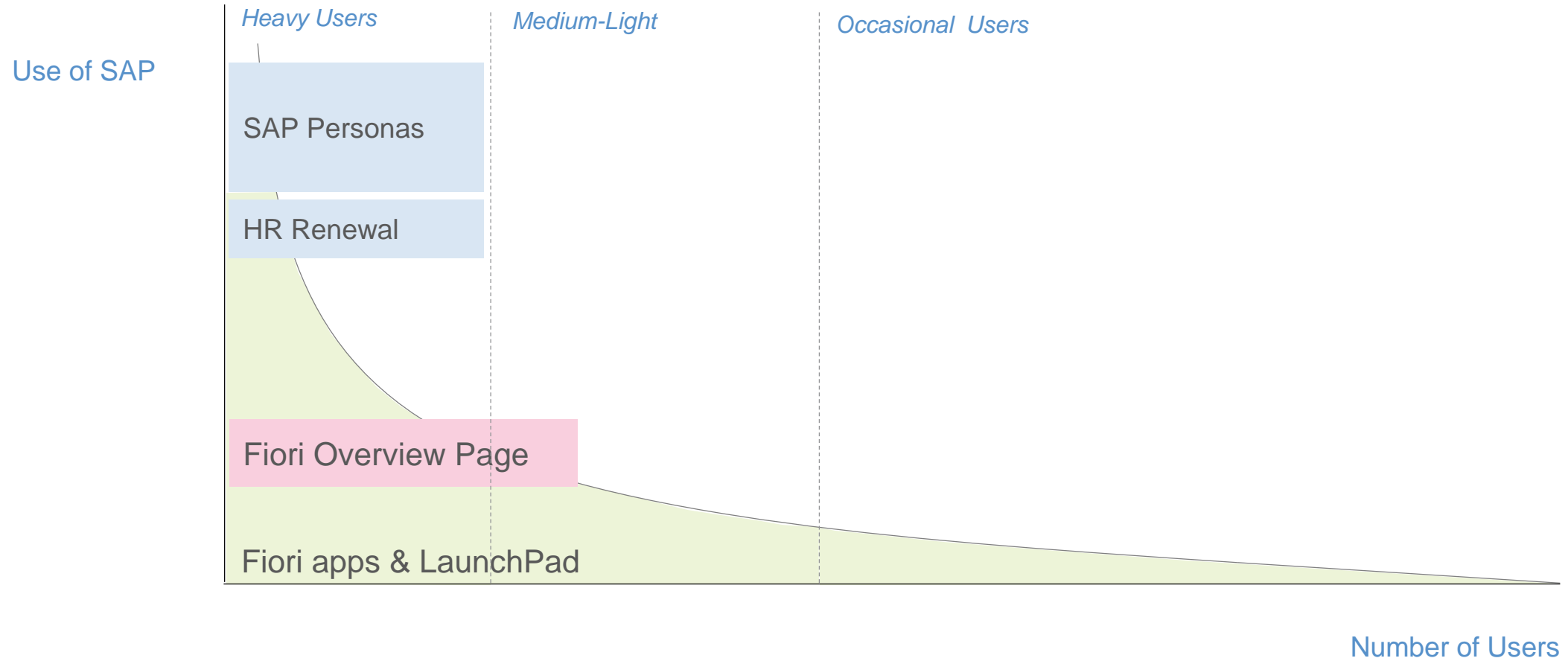
SAP Fiori overview page

SAP Fiori application

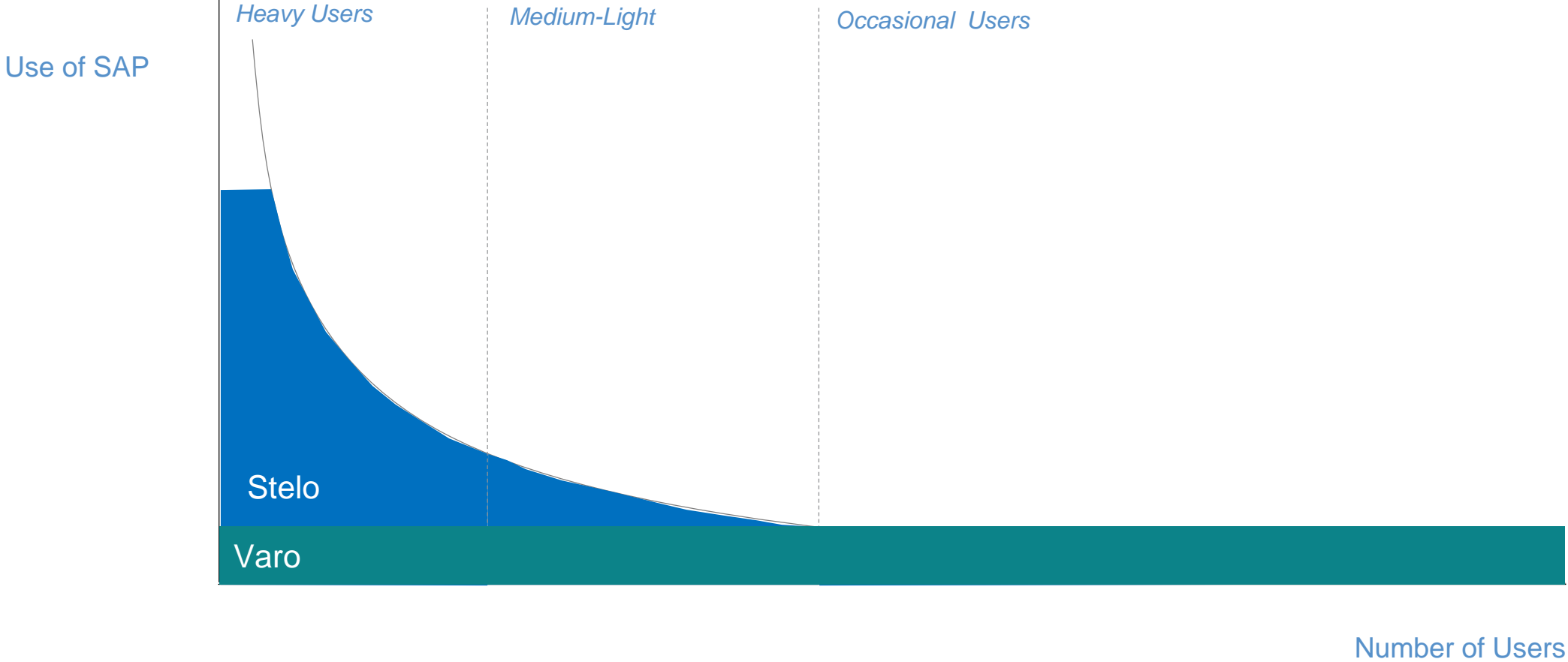


The image shows a screenshot of the SAP Fiori application content editor. The top bar indicates 'Entries(13)' and 'Edit Content'. The main content area is divided into two columns. The left column is a table of entries, and the right column is a 'Paragraph Content' editor. The table has a search bar and lists entries with IDs and descriptions. The paragraph editor has fields for 'Content ID', 'Description', and 'Paragraph'. The 'Description' field contains 'Customer Alert'. The 'Paragraph' field contains 'Dear &FNAME&,'. Below the paragraph editor are fields for 'Email Type', 'Sequence', and 'Tags'. The 'Sequence' field contains '1'. The 'Tags' field contains 'user'. At the bottom right, there are 'Save' and 'Delete' buttons.

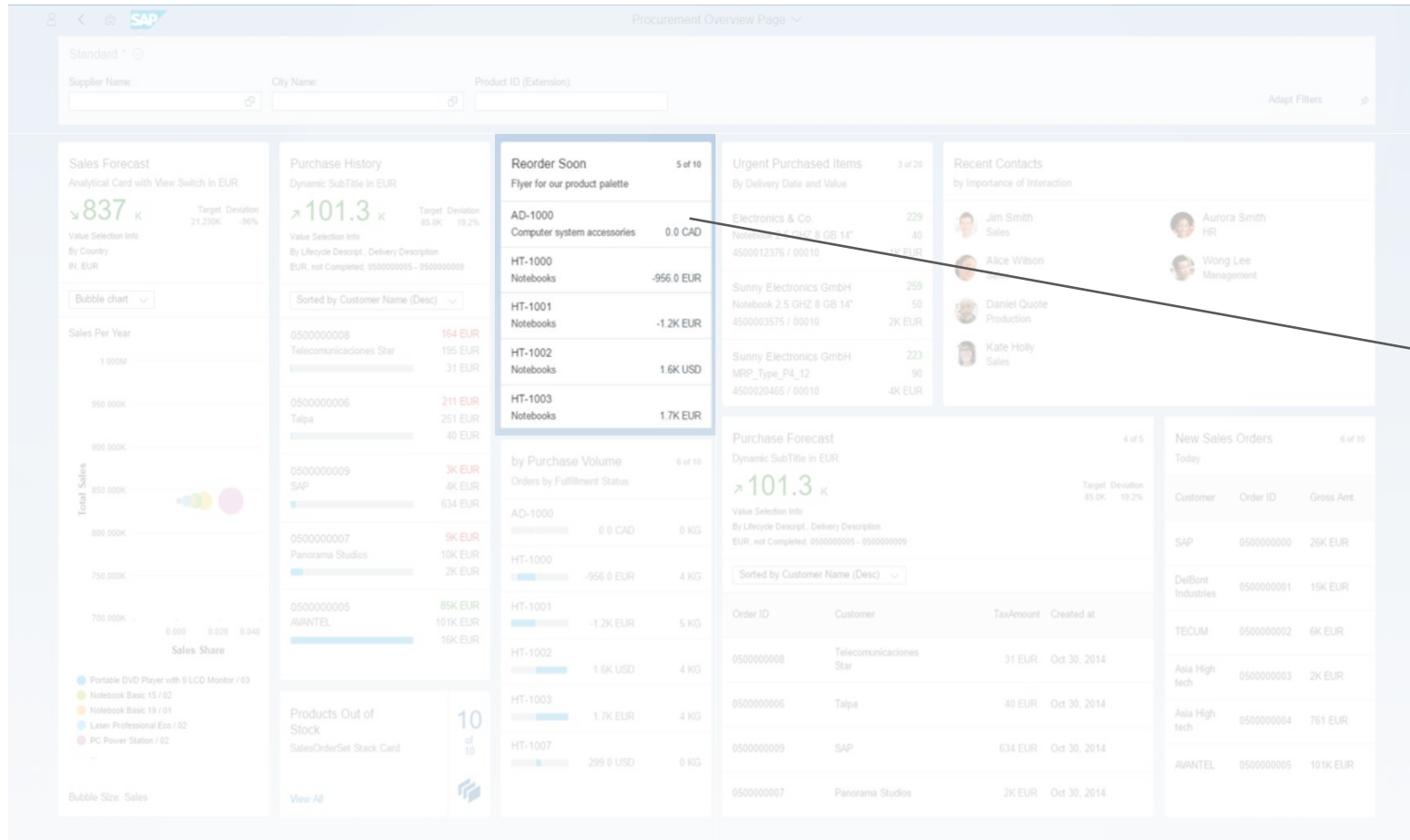
Technologies for reaching users: today



Arch: Varo vs. Stelo



Working with Fiori

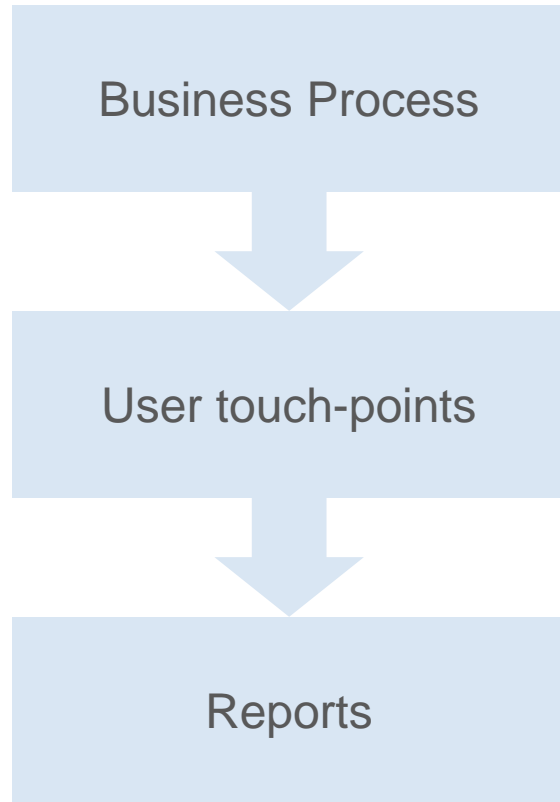


Drill-down into app

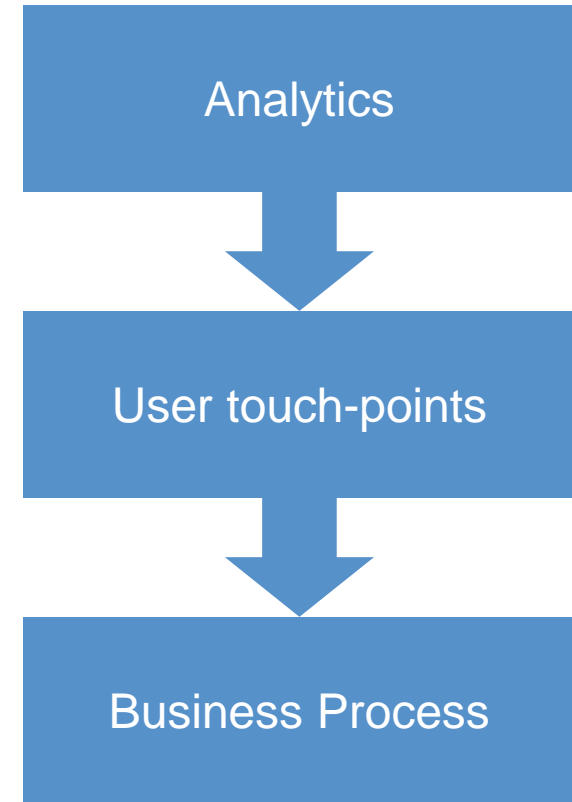
Shows priorities

Drives user behaviour

Designing new processes



*Processes for
occasional users*



*Processes for heavy
users*

Getting Started

No big budget required

You can start small

Every process is up for grabs

Every user touch-point is up for grabs

Not a pipe dream!



Thank you

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