



SAP Neuerungen im Finance & Academy Programm

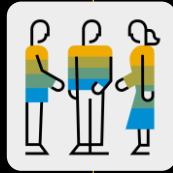
Moritz Back, Customer Advisor Finance, SAP

Mai 2020

AGENDA

SAP @ HHN

05.05.2020



18:00 – 18:05

Vorstellungsrunde

Alle



18:05 – 18:45

Das Neue ERP – SAP S/4HANA

Moritz Back, SAP



18:45 – 19:00

SAP Digital Boardroom

Moritz Back, SAP



19:00 – 19:15

SAP Academy Programm

Moritz Back, SAP



19:15 – 19:30

Q&A

Moritz Back, SAP

S/4

R/3

R/2

R/1

RF

RF (Release Function) interface showing a list of materials and their quantities:

Pos.	L P K	Material	Anforderungsmenge	ME	Kurtzext	Lieferd
10		IHK-STAHL-1	120,000		Flachei	T 18.05
20		IHK-STAHL-2	80,000		Eisenco	T 18.05
30		K	5,000		Vierkan	T 18.05

Additional interface elements include a search bar, a list of materials, and a table of material specifications.

R/1 (Release Function) interface showing a purchase order overview:

Standard PO 450000484 Created by Alexander

Material: OIL_PUMP

Business Partner: 100000036, African Gold And Diamond Corporation Ltd

Company Name: Legal Form: Curancy: ZAR

E-Mail Address: gahoma.lawla@agadpc.co.za

Web Address: http://www.agadpc.co.za

Business Partner Role: Customer

Order Overview table:

Purchase	LifeCycle	Gross A.	Currency	Delivered	Plaid	App
300001996	New	744.71	EUR			Info
300001992	New	808.84	EUR			Info
300001985	New	4,044.22	EUR			Info
300001981	New	744.71	EUR			Info

R/2 (Release Function) interface showing a business partner overview:

Business Partner: 100000036, African Gold And Diamond Corporation Ltd

Partner Details:

- Business Partner ID: 100000036
- Company Name: Legal Form: Curancy: ZAR
- E-Mail Address: gahoma.lawla@agadpc.co.za
- Web Address: http://www.agadpc.co.za
- Business Partner Role: Customer

Purchase Order Overview table:

Purchase	LifeCycle	Gross A.	Currency	Delivered	Plaid	App
300001996	New	744.71	EUR			Info
300001992	New	808.84	EUR			Info
300001985	New	4,044.22	EUR			Info
300001981	New	744.71	EUR			Info

S/4 (SAP S/4HANA) interface showing a dashboard with various charts and data points:

- US Profit Margin: 88%
- US Profit Margin: 35%
- US Profit Margin: 1.96%
- NET INVOICE VALUE IS DOWN: -\$9,720
- NET INVOICE VALUE IS UP: \$65,490
- 352
- 352

S/4 (SAP S/4HANA) interface showing a mobile application view on a smartphone and tablet:

Project: Time and Budget

7 weeks remaining, 34% complete

Order Distribution: 66%

NET INVOICE VALUE IS DOWN: -\$9,720

NET INVOICE VALUE IS UP: \$65,490

1972-2020





The logo for SAP S/4 HANA is displayed against a black background. The word "SAP" is in white, bold, sans-serif font, set within a blue square that is cut diagonally from the top-right corner. To the right of this square, the text "S/4 HANA" is written in a large, bold, blue, sans-serif font. A small registered trademark symbol (®) is located below the "P" in "SAP".

SAP S/4 HANA

Design

Geschwindigkeit

Intelligenz

Design

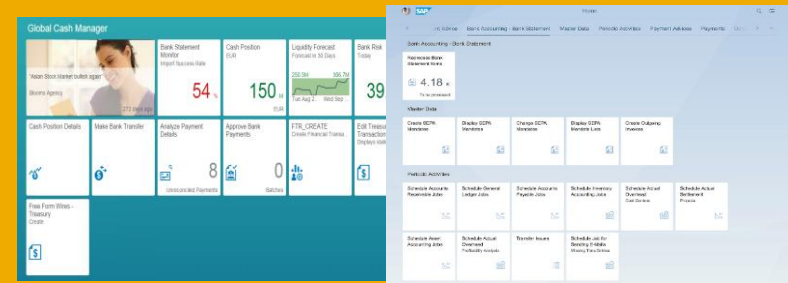
Geschwindigkeit

Intelligenz

Design

Geschwindigkeit

Intelligenz



Neue
Benutzeroberfläche
„Fiori“

für einheitliche Benutzerführung in
SAP & mobiler Nutzung

DEMO



My Home

Collections & Dispute Management

Credit Management

Days Sales Outstanding DSO

53

now

Process Collections Worklist

1

Open Items

Collection Progress Current Run

0.06 %

now

Supervise Collections Worklist

0

Unassigned Items

Clear Incoming Payments Manual Clearing

54

Open Payments

Manage Documented Credit Decisions

Manage Customer Line Items



- Characteristic : Property 4,008
- Class and Class Characte... 1,263
- Control 2
- Controlling Documents 455K
- Controlling Documents (U... 455K
- Cost Center Groups 953
- Cost Centers 986**
- Cost Element Groups 1,944
- Cost Elements 8,401
- Customer Accounting Doc... 140K
- Customer Materials 39
- Customers 1,120
- Detection Method (Address S... 2
- Detection Method (Implement... 5
- Detection Strategy 2
- Dimension 2
- Document Info Record Stru... 633
- Document Info Record Str... 4,975
- Document Info Record Stru... 633
- Document Info Records 4,081
- EAM Objects 13,432
- Employees 258
- Equipment 9,645
- Excluded Term 7
- Excluded Terms List 1
- Finding Document 2

Results (2.73M)

IT Purchasing Category

Inactive: Last Changed By:
False Max CATMAN

[Manage Purchasing Categories](#) [Supplier Evaluation Weighting and Scoring](#) [Translate Purchasing Categories](#) ^

Raw Material 10041957 00010 Purchase Requisition Item

Material:	Quantity:	Prices:	Price Per:
YDRM005 - Raw Material	158.000 ST	335.24 USD	1 ST

Standard PO 4500028075 Purchase Order

Supplier:	Terms of Payment:	Purchasing Group:	Incoterms:
Joghurt Lieferant RSU1000000	14 days 2%, 30 net	R10 - EK Gruppe RET DE	Free on board Free on Board

<p>Enter Incoming Invoices FB60</p>	<p>Invoice Processing Time Today - USD</p> <p style="font-size: 2em; color: green; text-align: center;">0.0 M</p> <p style="text-align: center;">USD, Actual</p>	<p>Post Electronic Bank Statement FEBP</p>	<p>Purchase Order Items by Account Assignment</p>	<p>Show More Apps</p>
--	---	---	--	-----------------------

5300000100 Purchase Info Record

Purchasing Info Record:	Vendor Account Number:	Material Number:	Purchase Order Unit of Meas...
5300000100	10300001	TG10	ST

5300000100 Purchasing Info Record

Supplier:	Material:	Supplier Material Number:	Regular Supplier:
10300001 - Inlandslieferant D...	TG10 - Pump	-	No

Quantity Contract 4600000087 Purchase Contract





Clear Incoming Payments

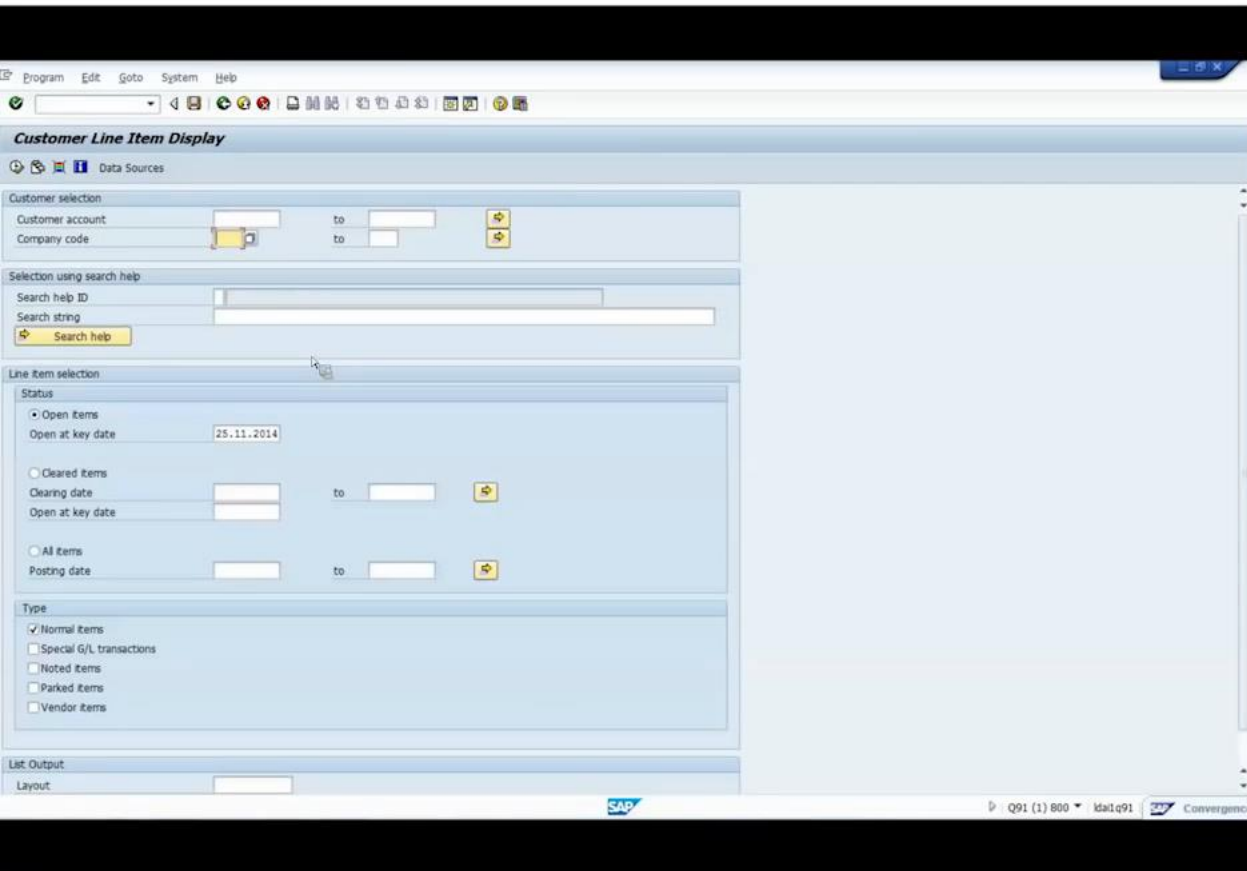
SAP GUI

Analyze/Contact Customer

Add Customer Account

Apply Cash Discount

Attach Document



Duration: 00:00:01:01
Screen changes: 1

Clicks: 1
Fields filled: 0

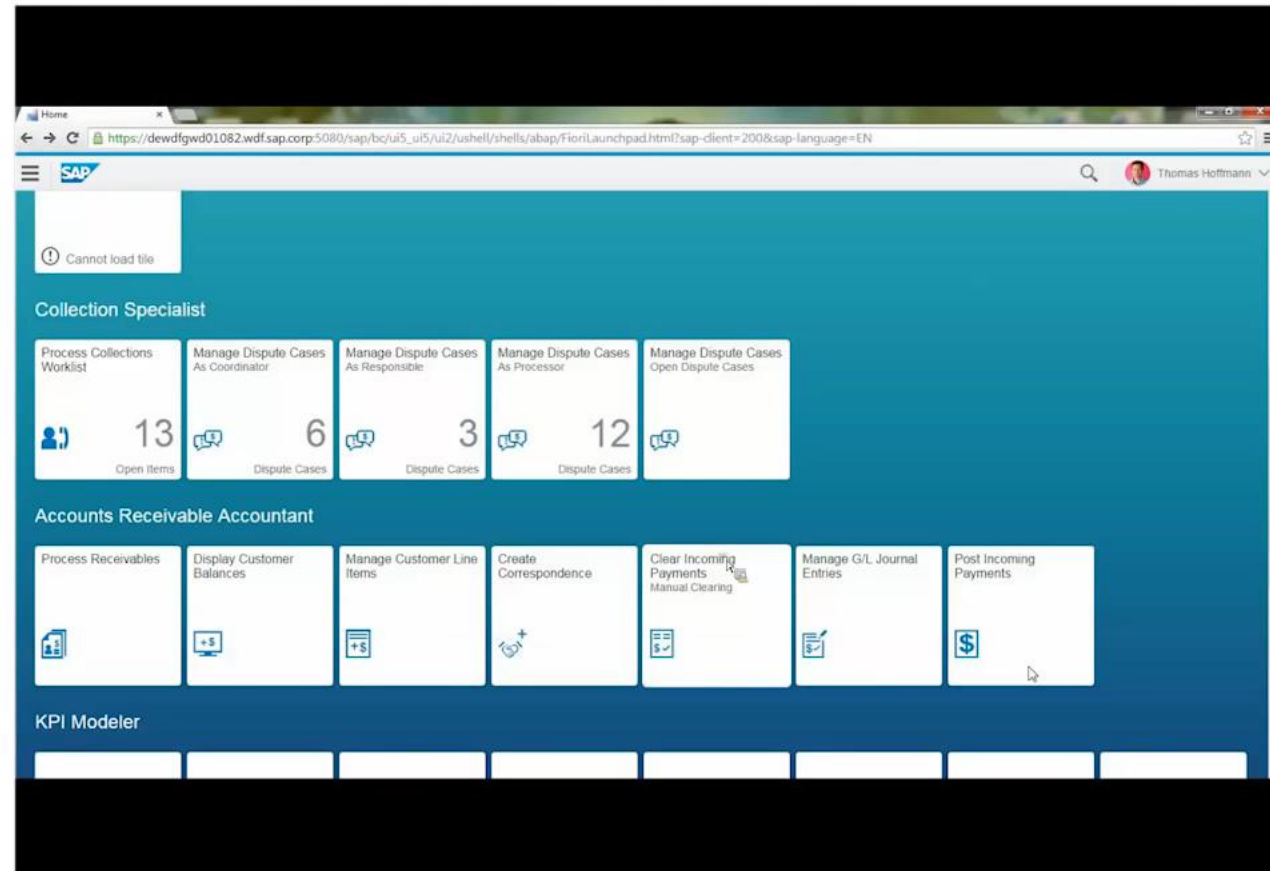
SAP Fiori UX

Analyze/Contact Customer

Add Customer Account

Apply Cash Discount

Attach Document



Duration: 00:00:01:01
Screen changes: 0

Clicks: 0
Fields filled: 0

Clear Incoming Payments

SAP GUI	SAP Fiori UX
Duration: 2:25 mins	Duration: 1:07 mins
Clicks: 49	Clicks: 22
Screen changes: 26	Screen changes: 1
Fields filled: 9	Fields filled: 3

53% reduction in duration

55% reduction of clicks

96% reduction in screen changes

66% reduction of fields filled



Design

Geschwindigkeit

Intelligenz

Design

Geschwindigkeit

Intelligenz

Design

Geschwindigkeit

Intelligenz



SAP S/4 HANA

Echtzeit

Datenbank „HANA“



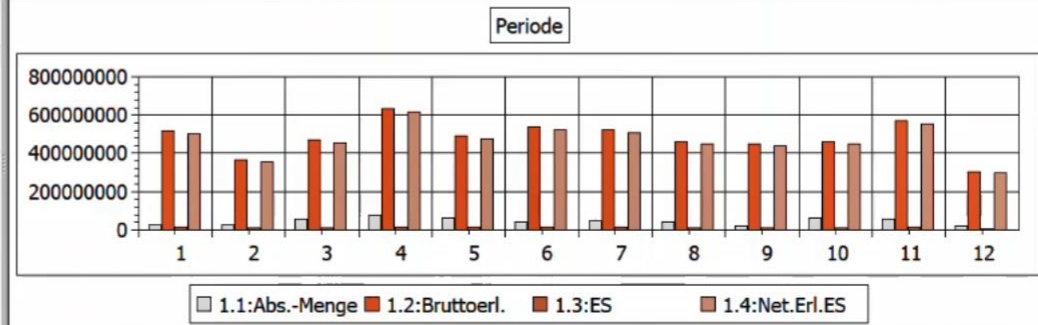
DEMO

IDES AG

Navigation	v..	n..	Periode		Abs.-Menge	Bruttoerl.	ES	Net.Erl.ES
* Periode			* 1	Januar	27,133,933.000	517,271,534.45	14,267,033.59	503,004,500.86
* Kundenbezirk			* 2	Februar	26,405,630.000	365,953,595.49	9,558,598.75	356,394,996.74
* Artikel			* 3	März	59,273,986.000	468,667,323.43	12,885,512.07	455,781,811.36
* Kunde			* 4	April	79,999,536.000	633,989,990.63	16,765,890.98	617,224,099.65
			* 5	Mai	61,214,858.000	489,367,317.48	13,341,474.36	476,025,843.12
			* 6	Juni	40,240,453.000	536,429,336.91	14,456,132.46	521,973,204.45
			* 7	Juli	45,176,985.000	520,630,615.32	13,859,396.29	506,771,219.03
			* 8	August	43,194,688.000	462,369,626.98	12,360,186.63	450,009,440.35
			* 9	September	19,057,880.000	451,971,280.50	12,933,129.54	439,038,150.96
			* 10	Oktober	64,982,627.000	460,780,553.77	11,876,705.64	448,903,849.26
			* 11	November	55,930,881.000	568,817,302.18	15,032,717.37	553,784,584.81
			* 12	Dezember	20,637,402.000	305,692,365.90	7,818,063.28	297,874,302.62
			* Ergebnis		543,248,859.000	5,781,940,843.04	155,154,840.96	5,626,786,003.21

Kennzahlen	
Absatzmenge	543,248,859.000
Bruttoerlös	5,781,940,843.04
Erlösschmälerungen	155,154,840.96
Nettoerlös n. ES	5,626,786,003.21

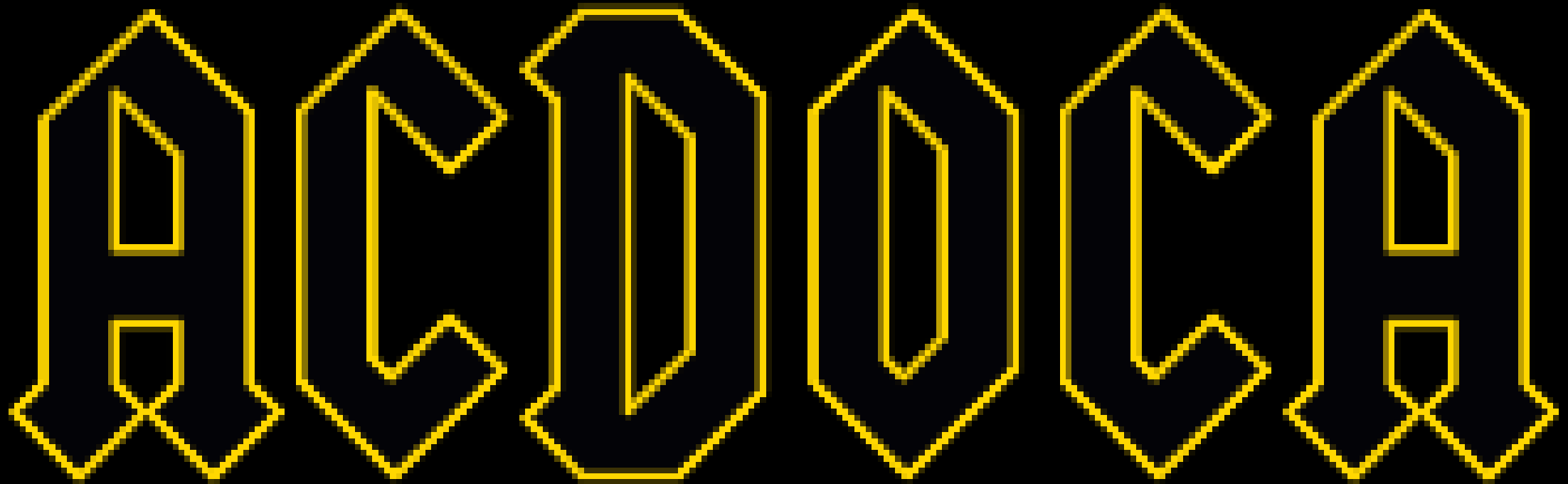
Formular







ALDO



Design

Geschwindigkeit

Intelligenz



SAP S/4 HANA

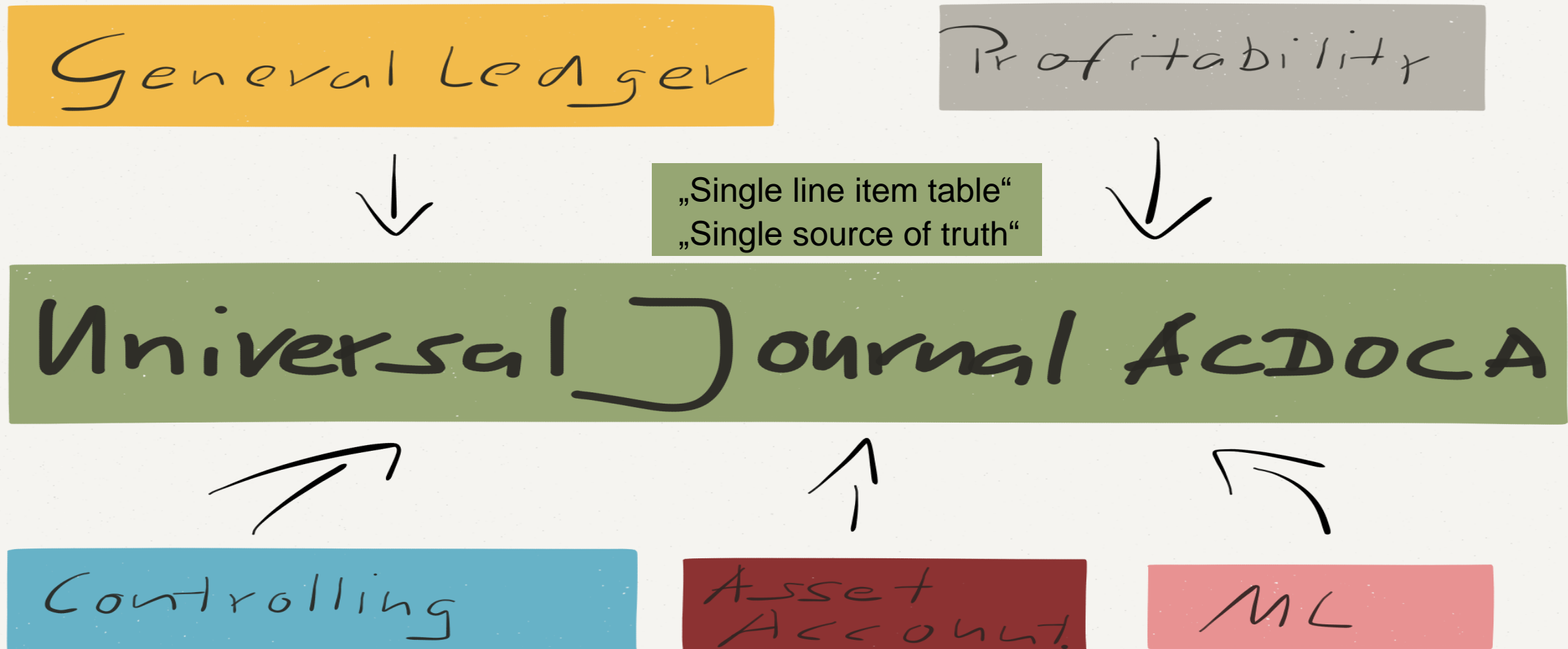
Real-time

Datenbank „HANA“

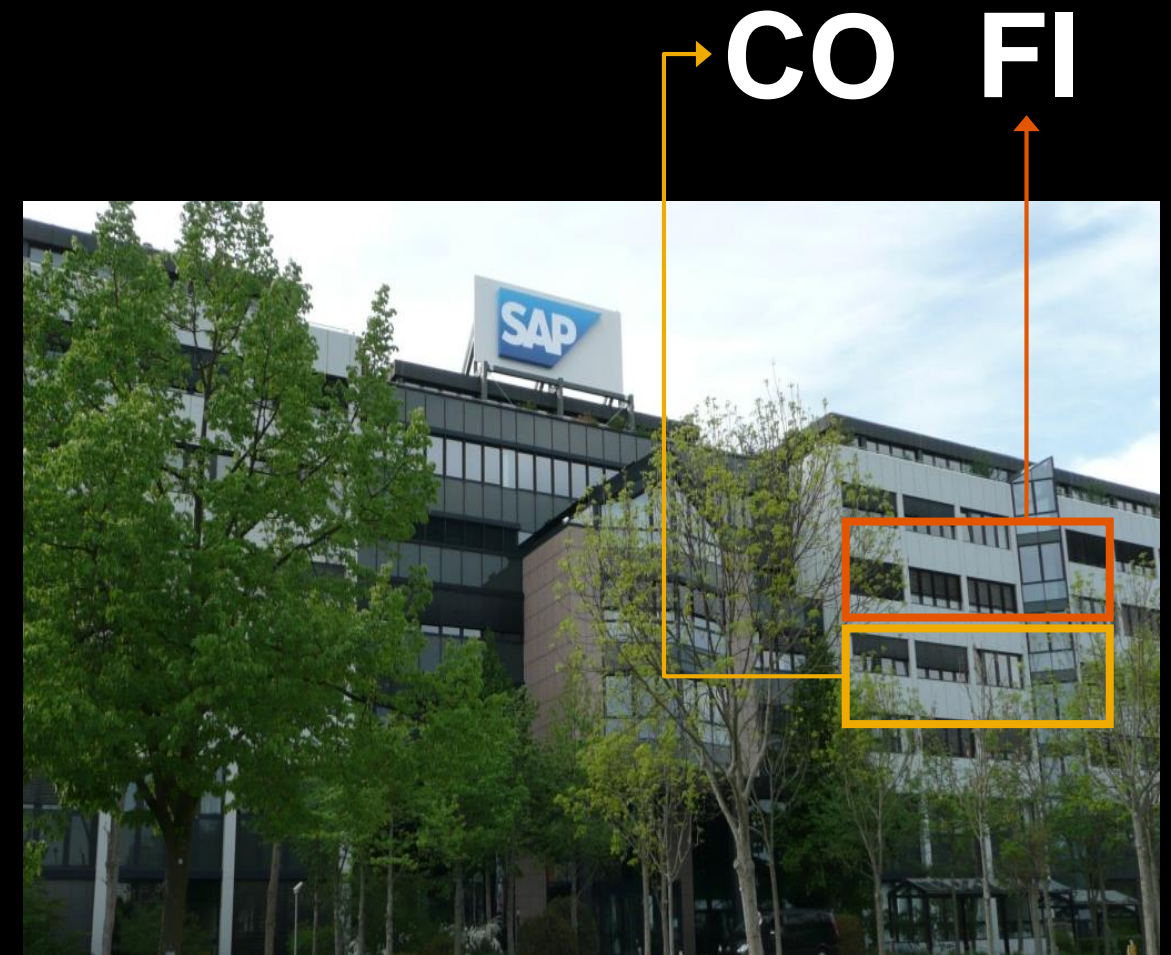
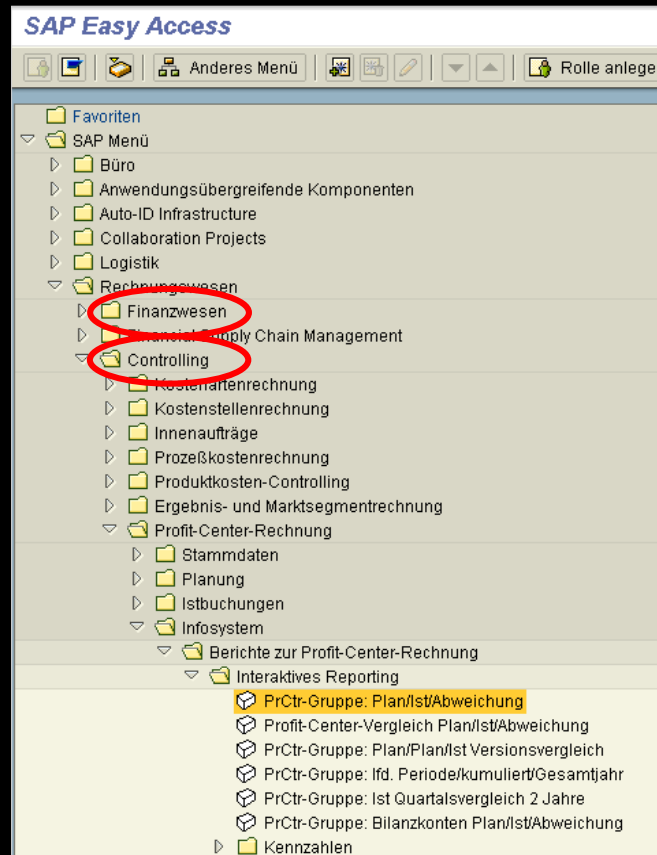
ACDOCA

Transaktionen & Analyse
kombiniert

Universal Journal (ACDOCA)



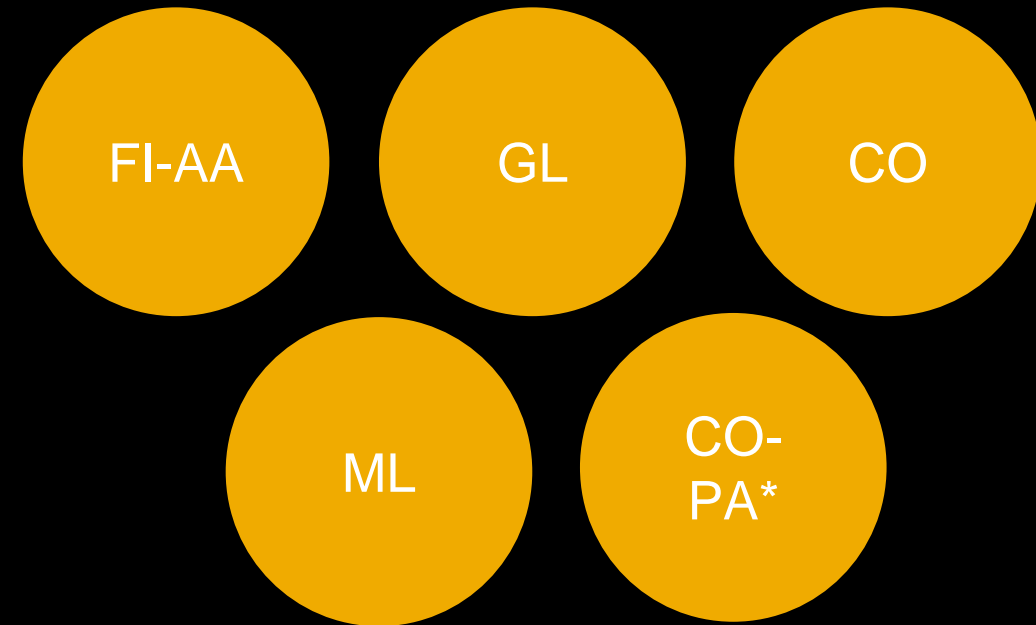
Buchhaltung und Controlling in der „klassischen Welt“



Herausforderungen ohne die “Eine Tabelle der Wahrheit”

- Erst die Kombination der Inhalte aus verschiedenen Tabellen zeigt “die Wahrheit”, d.h. Abstimmungsarbeiten sind notwendig.
- Unterschiedliche Detaillierungslevel werden in entsprechenden Komponenten/Tabellen gespeichert.
- Komponenten sind unterschiedlich strukturiert (z.B. Felder/ Entitäten unterscheiden sich)
- Unterschiedliche Möglichkeiten in den einzelnen Komponenten (Kundenfelder, Währungen, Multi-GAAP etc.)
- Viele BI Extraktoren werden benötigt um die “vollständige Wahrheit” in BI abzudecken.

Business Warehouse/Business Intelligence



* Buchhalterische Ergebnisrechnung

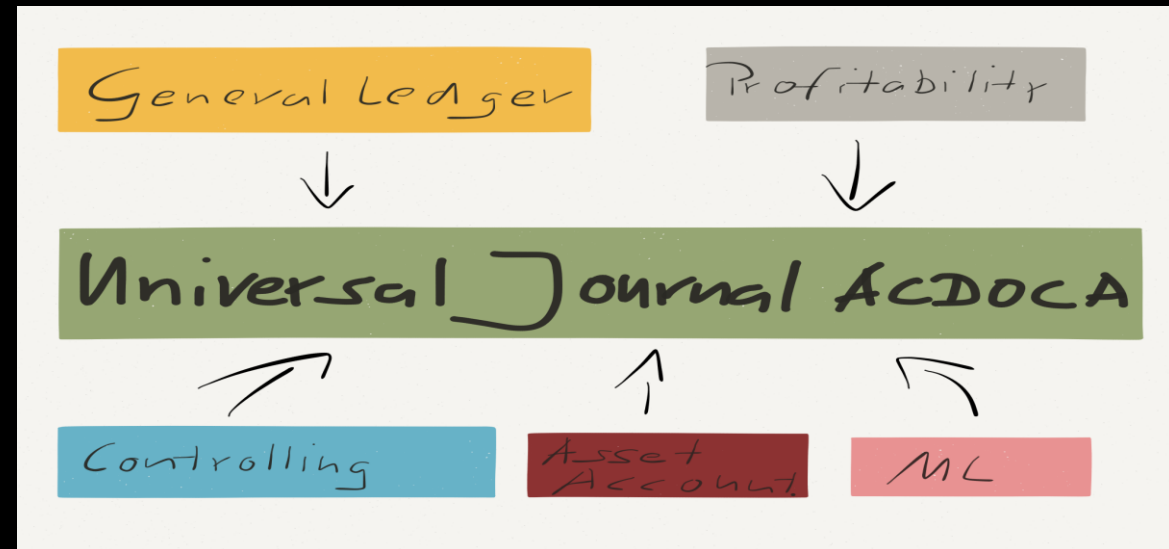
Universal Journal (ACDOCA)

Für die Darstellung der vollständigen Wahrheit wird nur noch das Universal Journal benötigt



FI- und CO-Komponenten in einer Tabelle vereint

- Reduktion Time-to-Close & Time-to-Report
- Vereinfachung & Reduzierung der Abstimmarbeiten zwischen CO und FI: auf dem Weg zum Ein-Kreis-System
- Weniger Redundanzen – Summen- und Index-Tabellen werden ersetzt
- Kundenindividuelle Wertefelder
z.B. für mehrstufige Deckungsbeitragsrechnung direkt im FI oder Versicherungsdaten
- Beschleunigung in den Analysen und den Prozessen
- Schnellere und stringenter Ergebnisse
- Produktivitätssteigerung



DEMO

Standard *

Hide Filters

*Company Code: *Statement Version: *Statement Type: *End Period: *Comparison End Period: *Currency:

Adapt Filters (7)

All Accounts Balance Sheet Profit & Loss Unassigned Accounts (166) Notes

Select Node

bank Default

Description	G/L Account	Period Balance	Comparison Balance (Actual)	Absolute Difference	Relative Difference
ASSETS		142,861,863,611.82 USD	103,523,783,826.78 USD	39,338,079,785.04 USD	38.0
Cash & Cash Equivalents		-7,748,876,684.84 USD	-32,171,735.99 USD	-7,716,704,948.85 USD	-23,986.0
Bank Accounts		-7,993,743,606.16 USD	-116,106,889.44 USD	-7,877,636,716.72 USD	-6,784.8
Bank 1 - Bank (Main) Account		-7,071,205,628.69 USD	278,520,440.79 USD	-7,349,726,069.48 USD	-2,638.8
Bank 1 - Payment Request		-238,125,080.65 USD	-393,734,555.99 USD	155,609,475.34 USD	39.5
Bank 1 - Bank Transfer (Domestic/SEPA/Foreign)		-21,669,576,193.51 USD	-83,575,948.51 USD	-21,586,000,245.00 USD	-25,828.0
Bank 1 - Other Interim Transfers	11001030	-19,804,002,896.99 USD	-21,360.00 USD	-19,803,981,536.99 USD	-9,999,999.0
Bank 1 - Direct Debit	11001040	280.00 USD	0.00 USD	280.00 USD	0.0
Bank 1 - Checks Out	11001050	-99,319,329.12 USD	-9,645,040.47 USD	-89,674,288.65 USD	-929.7
Bank 1 - Checks In	11001060	10,975,046.99 USD	21,988.43 USD	10,953,058.56 USD	49,812.8
Bank 1 - Check Clearing Account	11001070	-66,839,370.00 USD	-22,350,102.00 USD	-44,489,268.00 USD	-199.1
Bank 1 - Cash Receipt	11001080	10,945,192,210.75 USD	68,281,095.52 USD	10,876,911,115.23 USD	15,929.6
Bank 2 - Bank (Main) Account	11002000	19,926,395,669.66 USD	33,248,438.52 USD	19,893,147,231.14 USD	59,831.8
Bank 2 - Cash Payment	11002010	-91,142.51 USD	59,950.00 USD	-151,092.51 USD	-252.0
Bank 2 - Bank Transfer (Domestic/SEPA/Foreign)	11002020	3,616,998.49 USD	36.17 USD	3,616,962.32 USD	9,999,895.8
Bank 2 - Other Interim Transfers	11002030	-9,999,950.68 USD	-69.00 USD	-9,999,881.68 USD	-9,999,999.0
Bank 2 - Direct Debit	11002040	-6,000.00 USD	0.00 USD	-6,000.00 USD	0.0
Bank 2 - Checks Out	11002050	-106,531.90 USD	-106,531.90 USD	0.00 USD	0.0
Bank 2 - Check Clearing Account	11002070	-864.00 USD	-864.00 USD	0.00 USD	0.0
Bank 2 - Cash Receipt	11002080	10,079,349,176.00 USD	13,195,633.00 USD	10,066,153,543.00 USD	76,284.0

Related Apps

- [Display G/L Line Items \(Reporting View\)](#)
- [Display G/L Balances](#)





Design

Geschwindigkeit

Intelligenz

Design

Geschwindigkeit

Intelligenz



Posting Status	Company Code	House Bank	House Bank Account	Bank Statement Date	Bank Statement No.	Line Item No.	Amount
	0000	00000	00000	00/00/0000	0	0	0.00 EUR
	0000	00001	00001	00/00/0000	1	1	100.00 EUR
	0000	00002	00002	00/00/0000	2	2	200.00 EUR
	0000	00003	00003	00/00/0000	3	3	300.00 EUR
	0000	00004	00004	00/00/0000	4	4	400.00 EUR
	0000	00005	00005	00/00/0000	5	5	500.00 EUR
	0000	00006	00006	00/00/0000	6	6	600.00 EUR
	0000	00007	00007	00/00/0000	7	7	700.00 EUR
	0000	00008	00008	00/00/0000	8	8	800.00 EUR
	0000	00009	00009	00/00/0000	9	9	900.00 EUR
	0000	00010	00010	00/00/0000	10	10	1000.00 EUR
	0000	00011	00011	00/00/0000	11	11	1100.00 EUR
	0000	00012	00012	00/00/0000	12	12	1200.00 EUR
	0000	00013	00013	00/00/0000	13	13	1300.00 EUR
	0000	00014	00014	00/00/0000	14	14	1400.00 EUR

Intelligent Enterprise

AI

ML

iRPA

Blockchain

...

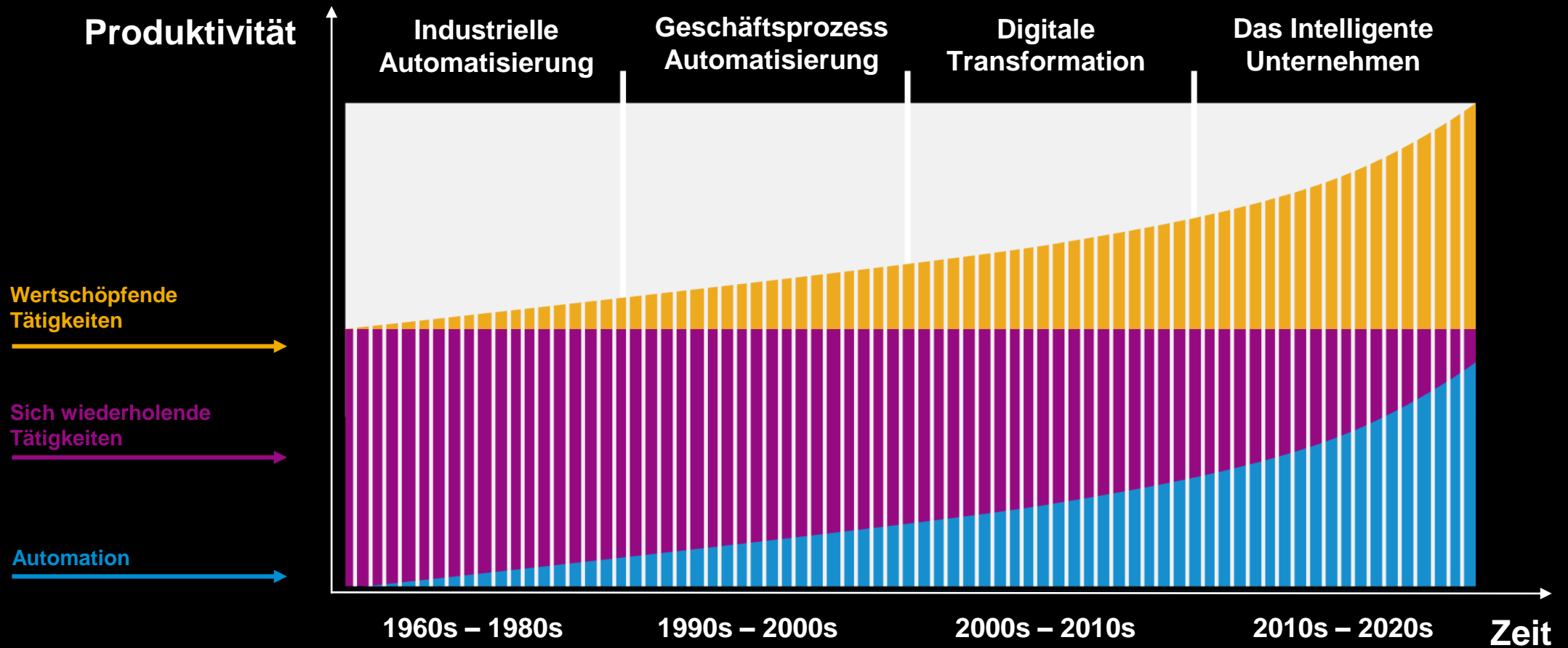
Das **Intelligente** Unternehmen

Das **Intelligente** Unternehmen

=

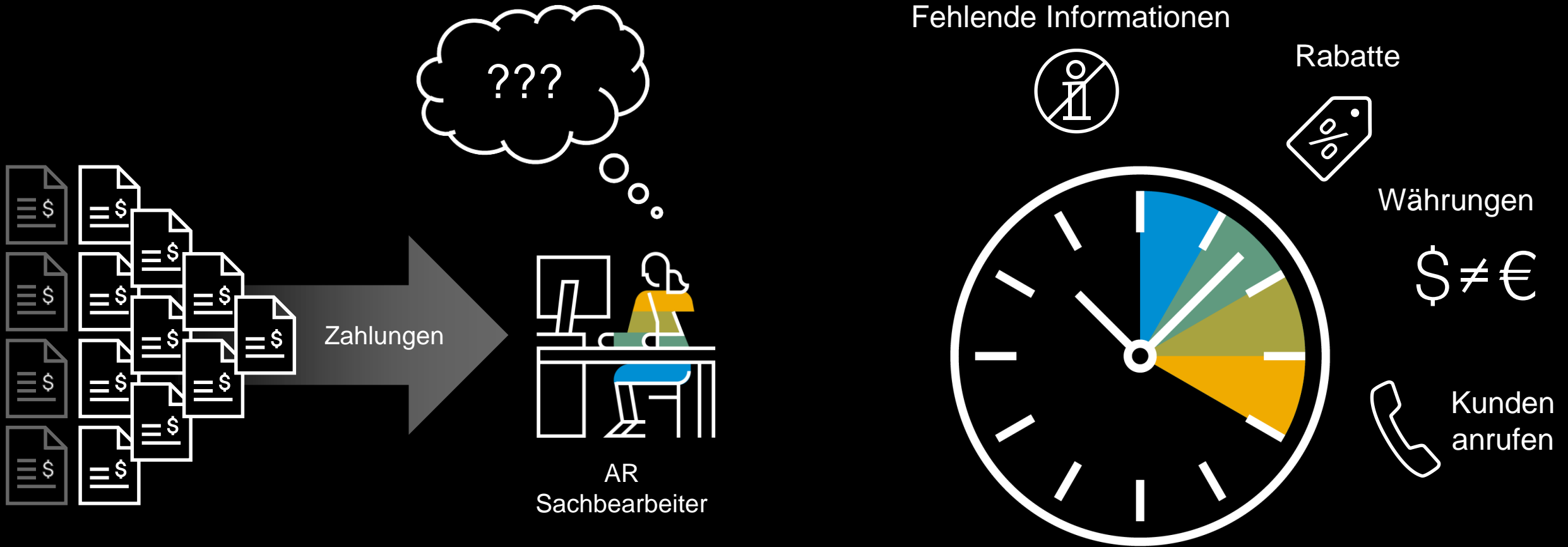
Integration von Intelligenz in alle Geschäftsprozesse

Trend: Automatisierung



Cash Application

Abwicklung von Zahlungseingängen



SAP Cash Application + Machine Learning



Verbesserung der Days
Sales Outstanding



Schnellere Abwicklung
von Zahlungen mit
weniger Fehlern



Wachsen Sie und “tun
Sie mehr mit weniger
Aufwand”



Mehr Zeit für
strategische Aufgaben

DEMO

1010 * v

Hide Filter Bar Filters (2) Go

Company Code:

House Bank:

House Bank Account:

Bank Statement Date:

Bank Statement No.:

Posting Status:

1 Item

01/02/2019-01/31/2019

4 Items

Bank Statement Items (4134) Sorted * v

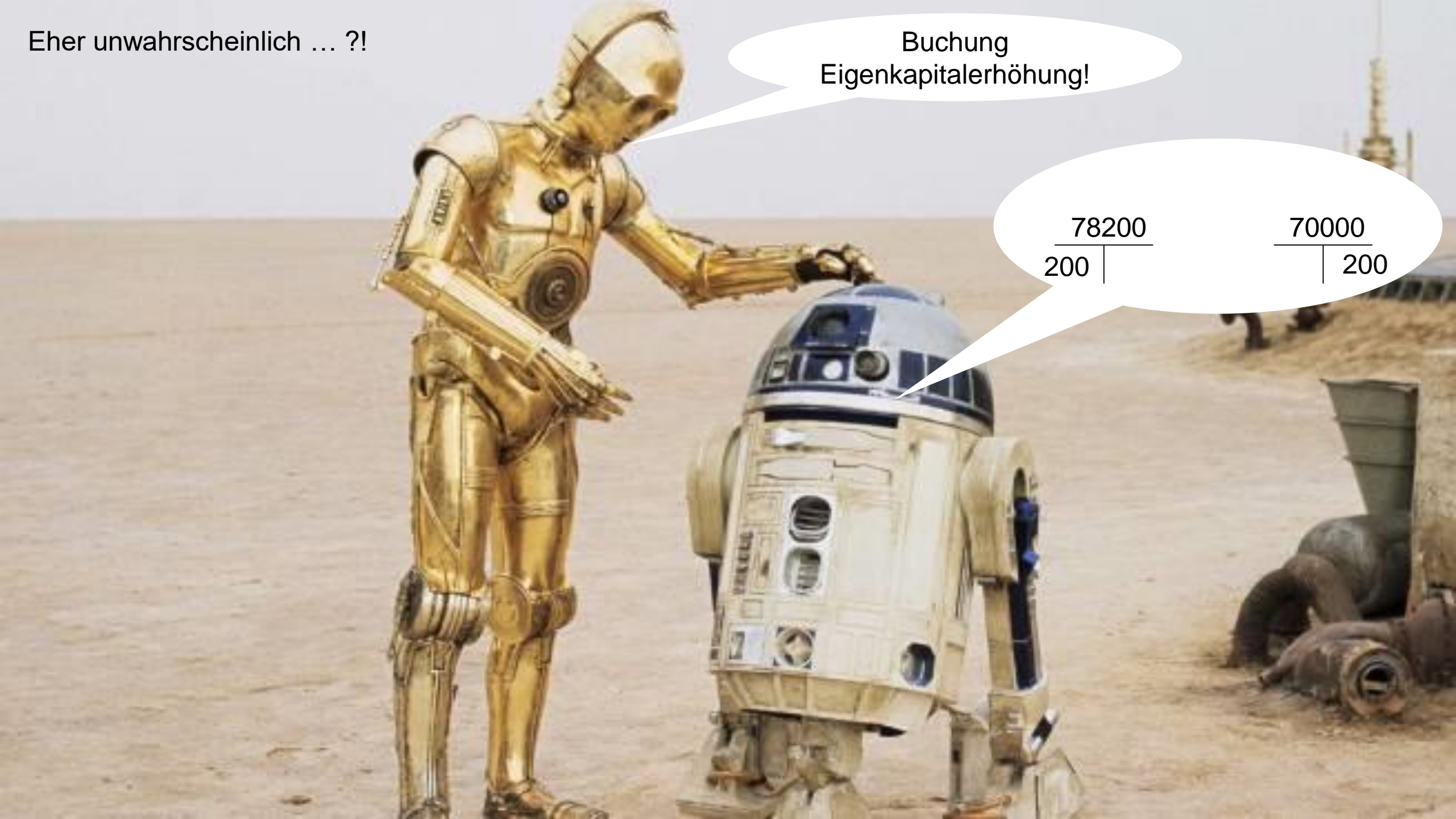
Select by Rule Apply Rule Applied Rules Log Manage Rules Post in Bank Accounting Change Status

	Posting Status	Company Code	House Bank	House Bank Account	Bank Statement Date	Bank Statement No.	Line Item No.	Amount	Reprocess
<input type="checkbox"/>	█	1010	DEBK1	DEAC1	01/02/2019	2	1	140.49 EUR	>
<input type="checkbox"/>	█	1010	DEBK1	DEAC1	01/02/2019	2	2	156.10 EUR	>
<input type="checkbox"/>	█	1010	DEBK1	DEAC1	01/02/2019	2	3	417.69 EUR	>
<input type="checkbox"/>	█	1010	DEBK1	DEAC1	01/02/2019	2	4	835.38 EUR	>
<input type="checkbox"/>	█	1010	DEBK1	DEAC1	01/02/2019	2	5	835.38 EUR	>
<input type="checkbox"/>	△	1010	DEBK1	DEAC1	01/03/2019	3	17	362.00 EUR	>
<input type="checkbox"/>	△	1010	DEBK1	DEAC1	01/03/2019	3	18	1,997.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/04/2019	4	1	5,126.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/04/2019	4	2	179.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/04/2019	4	3	9,410.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/04/2019	4	4	100.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/04/2019	4	5	3,880.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/04/2019	4	6	1,160.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	1	550.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	2	555.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	3	552.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	4	550.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	5	1,713.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	6	1,710.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	7	1,725.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	8	1,731.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	9	105.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	10	121.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	11	449.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	12	453.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	13	480.00 EUR	>
<input type="checkbox"/>	⊗	1010	DEBK1	DEAC1	01/05/2019	5	14	462.00 EUR	>

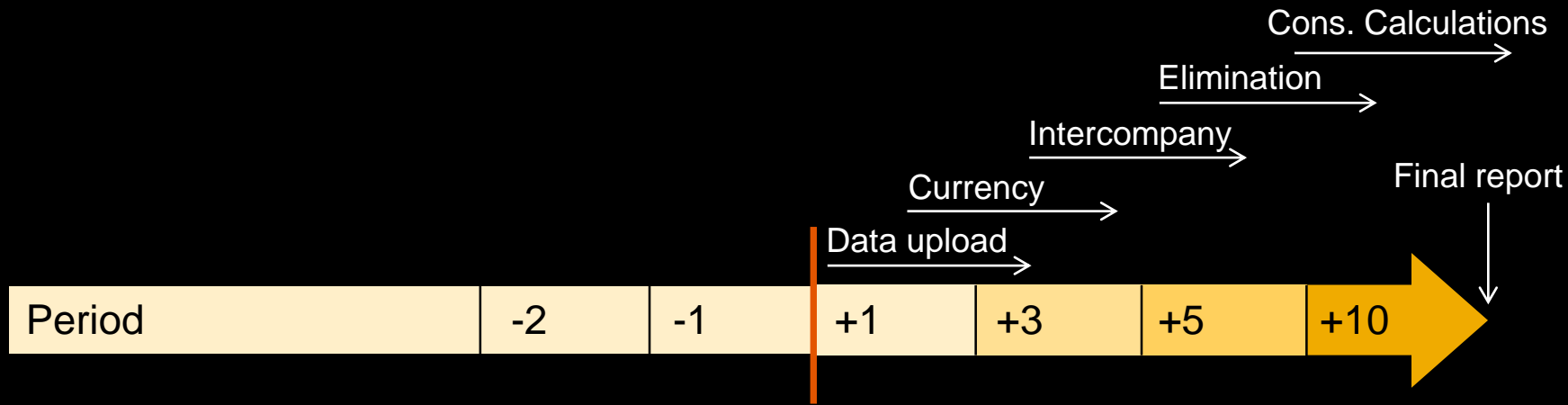
Eher unwahrscheinlich ... ?!

Buchung
Eigenkapitalerhöhung!

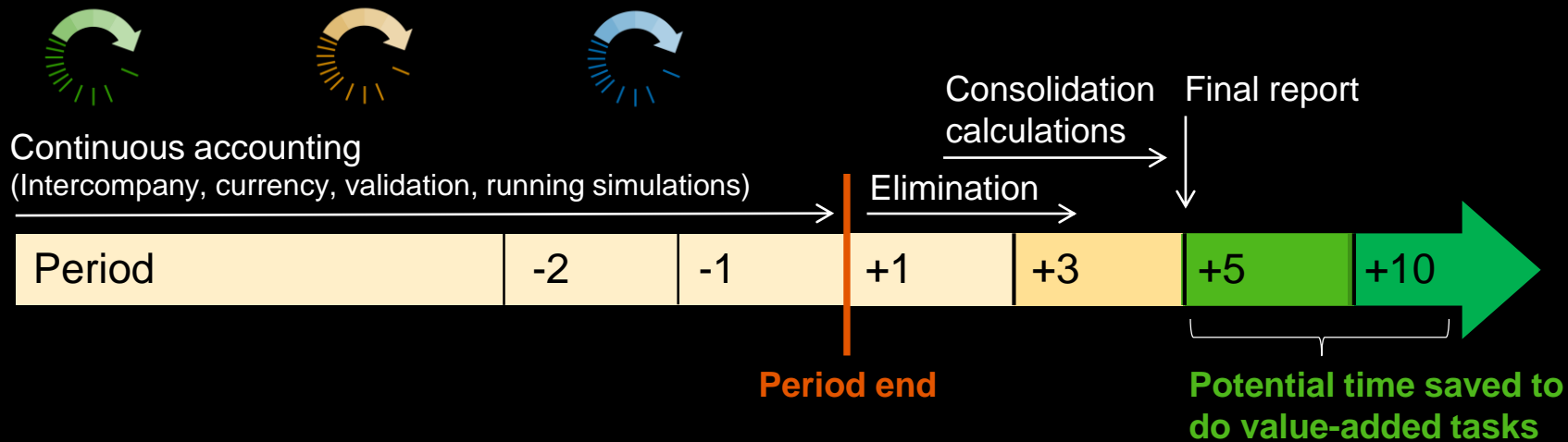
	$\frac{78200}{200}$		$\frac{70000}{200}$



Fast Close: Continuous Accounting and Group Reporting



**Traditional
Group
Reporting**



**Continuous
Accounting and
Group Reporting**

Record-to-Report with SAP S/4HANA: Continuous Accounting

Integrating the transactional and analytics world, based on a single source of truth

Financial Mission Control Center

← *Entity Close* ————— *Group Close* →

SAP S/4HANA Advanced Financial Closing



- Orchestrate closing tasks
- Execute automation jobs
- Manage iRPA bots

SAP Account Substantiation and Automation; SAP Intercompany Financial Hub



- Substantiate Balance sheet accounts
- Match transactions & analyze variances
- Automate journal entries

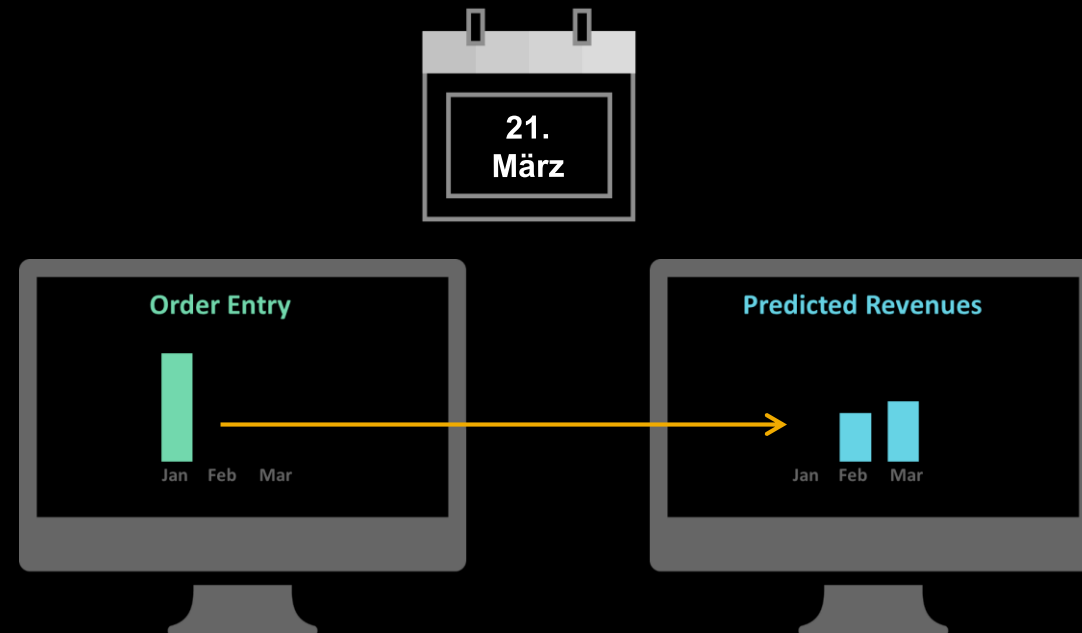
SAP Group Reporting

- Reuse S/4 data model
- Collect and validate data
- Use powerful consolidation tools and analytics



Prediktive Buchhaltung – Pipeline & Angebote

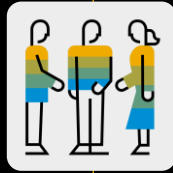
Die Vorhersage ist nachvollziehbar und sogar auditierbar: Ein Beleg-Drill-Down ist jederzeit möglich.



AGENDA

SAP @ HHN

05.05.2020



18:00 – 18:05

Vorstellungsrunde

Alle



18:05 – 18:45

Das Neue ERP – SAP S/4HANA

Moritz Back, SAP



18:45 – 19:00

SAP Digital Boardroom

Moritz Back, SAP



19:00 – 19:15

SAP Academy Programm

Moritz Back, SAP



19:15 – 19:30

Q&A

Moritz Back, SAP



DEMO

Company Overview

Finance

Operating Profit

Current Quarter; in mEUR (% YoY Growth)

1,868 (+2%)

Total Revenue

Current Quarter; in mEUR (% YoY Growth)

7,112 (+6%)

Sales & Marketing

OnPremise Forecast

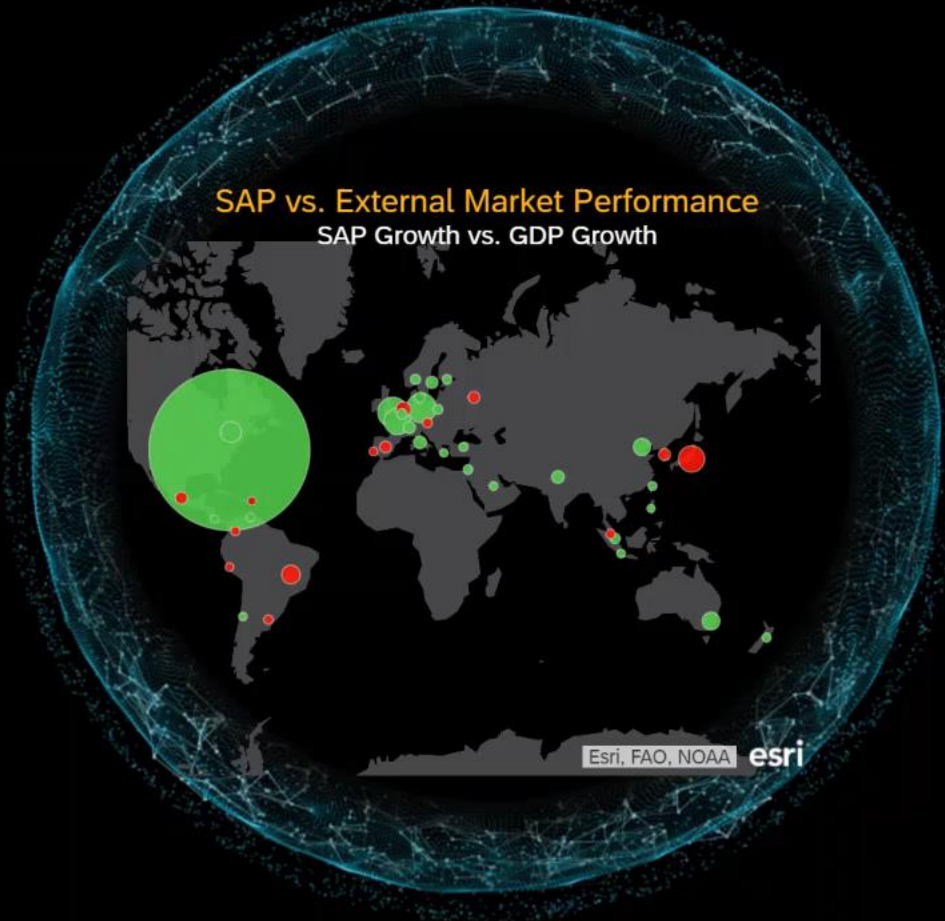
Current Quarter; in mEUR (% YoY Growth)

979 (-11%)

Verbal

Cloud Bookings Forecast

Current Quarter; in mEUR (% YoY Growth)



People

Total Headcount

Current Quarter; in FTE (YoY Growth)

101,668 (+1,582)

Leadership Trust Index

Current Year; NPS (% YoY Growth)

81 (+1%)

Customer Success

Total Customer

Current Quarter; in #(% YoY Growth)

395,123 (+7%)



Data Insights

Data Quality

Current Quarter

Data Operations

Satisfaction in %

Renewal Rate

Current Quarter (% YoY Growth)

Real-Time Finance Analytics



in mEUR; in %

Total Revenue
in mEUR; 2017-Q1
5,082 (+8%)

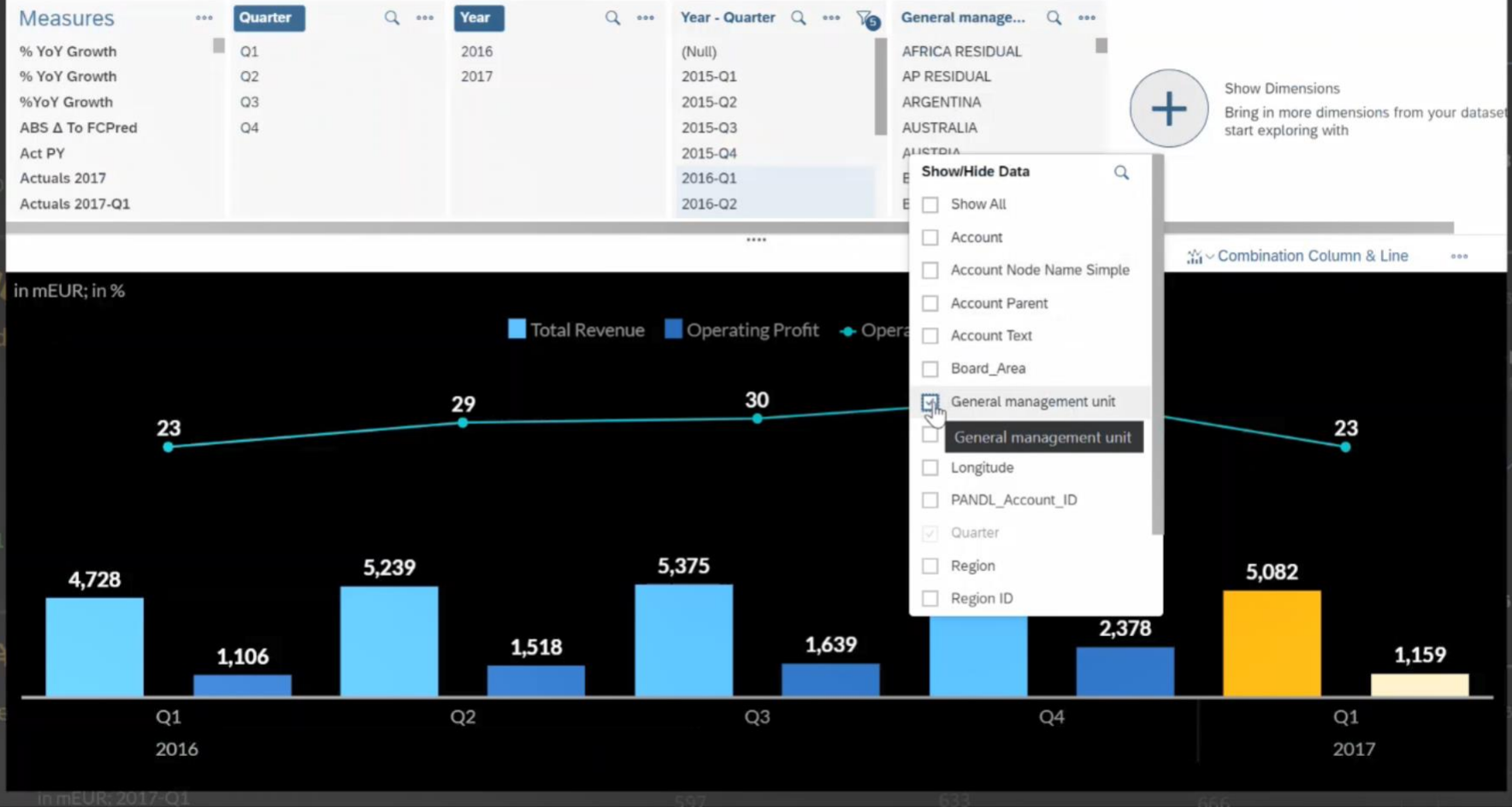
Δ BUD +0

New Cloud Bookings
in mEUR; 2017-Q1
213 (+54%)

Δ BUD +41

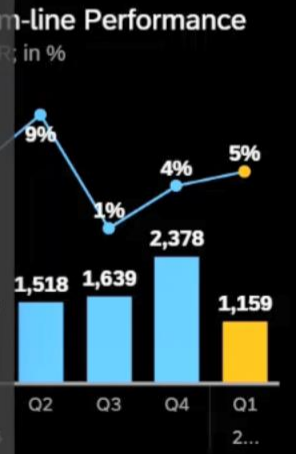
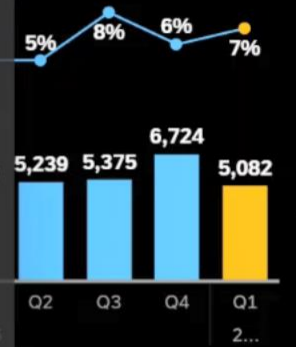
Software License
in mEUR; 2017-Q1
635 (+4%)

Δ BUD -0



Quarterly View

Topline Performance
in mEUR; in %



Income Statement
in mEUR



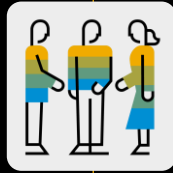


- Integration von internen und externen Echtzeitdaten in eine „Single source of truth“
- Möglichkeit von Drill-downs um Ad-hoc Fragen während eines Meetings beantworten zu können
- Holistische und harmonisierte Sicht auf die Daten - Keine Diskussion über Datenhoheit
- Planungs-, Simulations- sowie Vorhersagemöglichkeiten
- Schnellere Entscheidungen von höherer Qualität
- Mehr Teaminteraktivität sowie -produktivität
- Self-service Analytics für Fachbereiche
- Viele Visualisierungsmöglichkeiten
- Kein Programmieren
- Intuitiv

AGENDA

SAP @ HHN

05.05.2020



18:00 – 18:05

Vorstellungsrunde

Alle



18:05 – 18:45

Das Neue ERP – SAP S/4HANA

Moritz Back, SAP



18:45 – 19:00

SAP Digital Boardroom

Moritz Back, SAP



19:00 – 19:15

SAP Academy Programm

Moritz Back, SAP



19:15 – 19:30

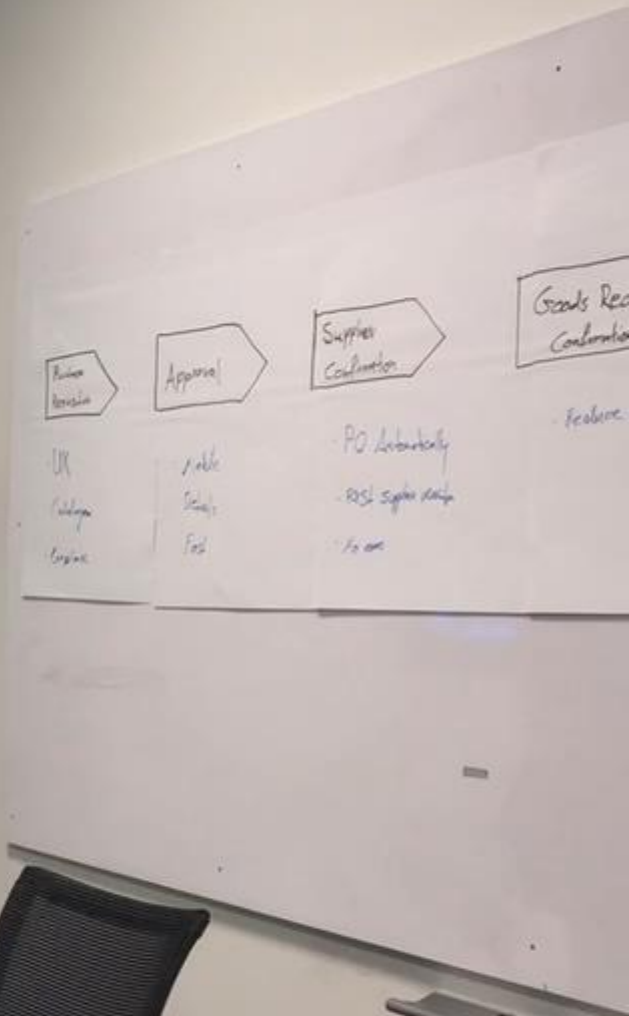
Q&A

Moritz Back, SAP

Your Journey Begins Here!



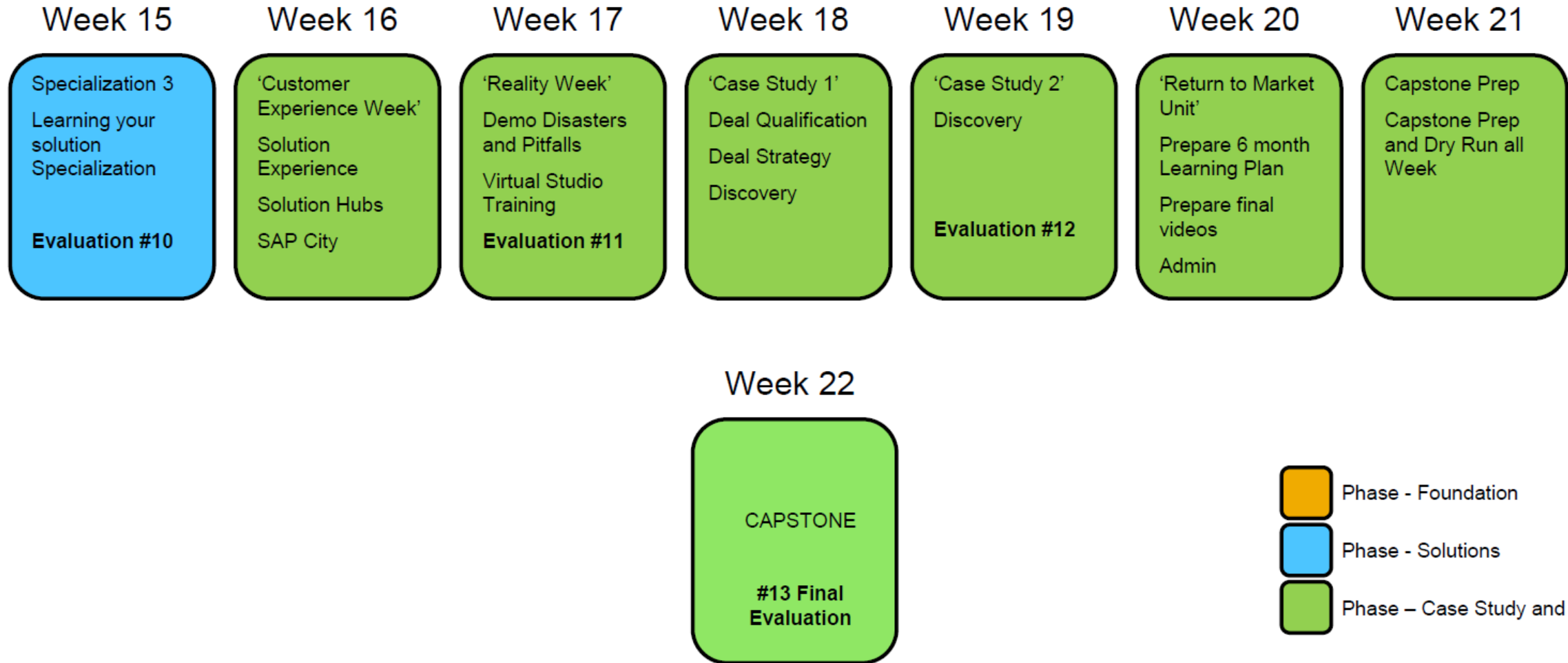
! *idm*
Challenges
Manual Search
Supplier Transparency



Class 9 – What Will I Learn at the Academy?

Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7
<p>Presentation Skills SAP Strategy Presentation Framework</p> <p>Evaluation #1</p>	<p>Account Research Business Acumen Financial Acumen Storytelling Sketching</p>	<p>Video Techniques Presales Services Overview Digital Business SAP Solution Portfolio</p> <p>Evaluation #2</p>	<p>Leonardo 1 (IoT, Blockchain, ML, Big Data, etc) Tech 101 Design Thinking Digital Boardroom</p>	<p>Leonardo 2 Palo Alto Visit Customer Use Cases Leonardo Certification</p> <p>Evaluation #3</p>	<p>Digital Core TS410 aka TERP</p>	<p>Digital Core TS410 aka TERP TS410 Certification Exam</p> <p>Evaluation #4</p>
Week 8	Week 9	Week 10	Week 11	Week 12	Week 13	Week 14
<p>Line of Business: Supplier Engagement Main focus is Ariba</p> <p>Evaluation#5</p>	<p>Line of Business: Supply Chain Management SCM Factory Tour (Jelly Belly)</p> <p>Evaluation #6</p>	<p>Line of Business: Workforce Engagement Main focus is SuccessFactors</p> <p>Evaluation #7</p>	<p>Mid-Term Break Free Time July 2 - 6</p>	<p>Line of Business: Customer Engagement Main Focus is Hybris</p> <p>Evaluation #8</p>	<p>Specialization 1 Learning your solution Specialization</p> <p>Evaluation #9</p>	<p>Specialization 2 Learning your solution Specialization</p> <p>Evaluation #10</p>

Class 9 – What Will I Learn at the Academy?













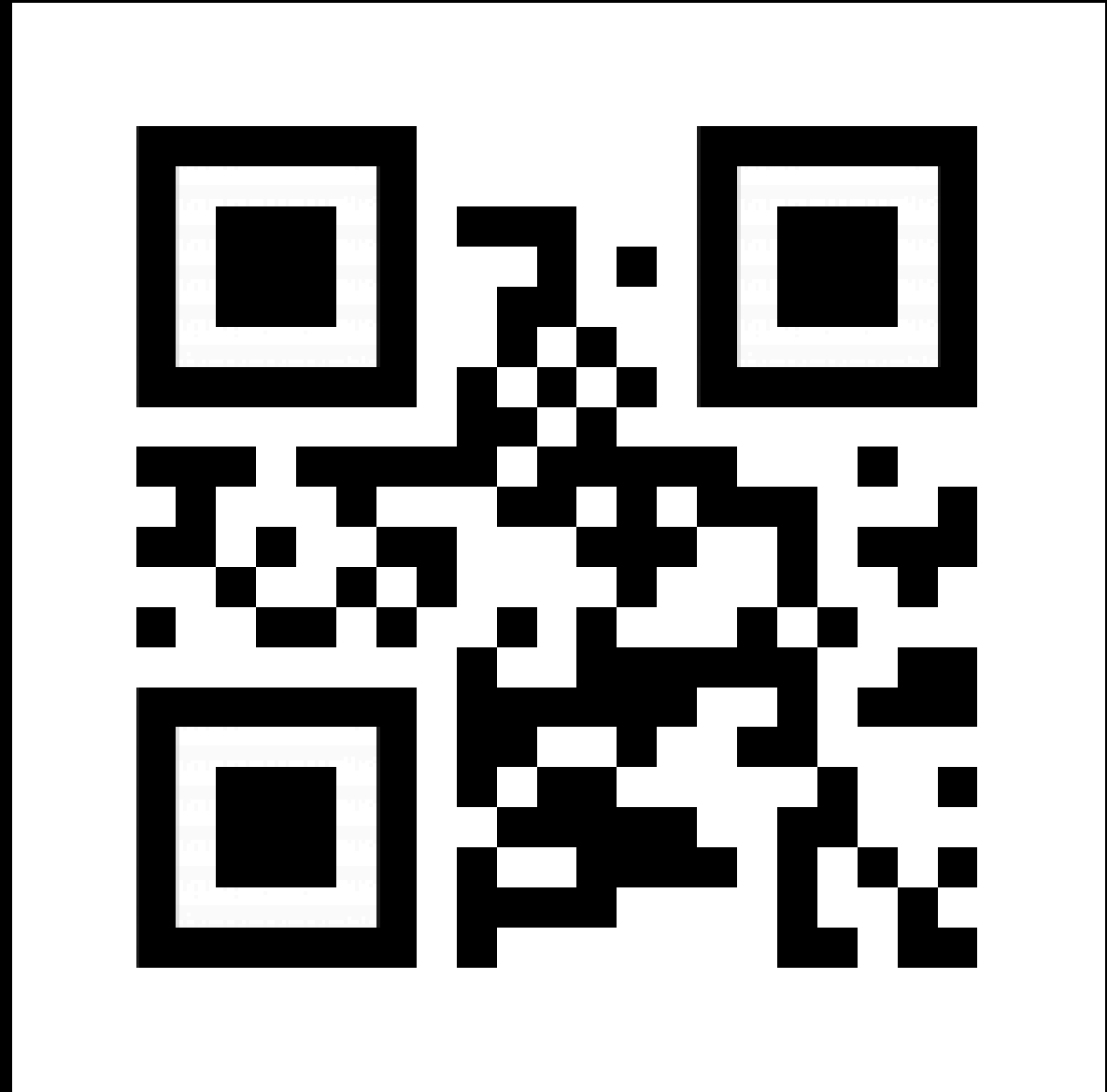


Zusammenfassung

Let's play a game!



www.kahoot.it



Fragen?



Vielen Dank.



Moritz Back

SAP Customer Advisor Finance

Walldorf, Germany

T +49 6227 754 497 M +49 151 188 754 39

moritz.back@sap.com



SAP Deutschland SE & Co. KG

Hasso-Plattner-Ring 7, 69190 Walldorf, Deutschland

© 2017 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See <http://global.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.