



SAP Signavio 

Transform your business by transforming your business processes

SAP Signavio Business Process Transformation solutions in RISE with SAP

Public



Presenting today



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Disclaimer

This document contains forward-looking statements, which are predictions, projections, or other statements about future events. These statements are based on current expectations, forecasts, and assumptions that are subject to risks and uncertainties that could cause actual results and outcomes to materially differ. Additional information regarding these risks and uncertainties may be found in our filings with the Securities and Exchange Commission, including but not limited to the risk factors section of SAP's 2021 Annual Report on Form 20-F.

Agenda

- What type of transformation do you want?
- Business Process Transformation
- SAP Signavio Business Process Transformation Suite
- SAP Signavio Solutions in RISE with SAP
- Q&A session

An aerial photograph of a two-lane road cutting through a dense, lush green forest. A small white car is visible on the road, moving from left to right. The text is overlaid on the lower half of the image.

How do you ensure that
your transformation adds
value?



How do you make your transformation as **fast** as possible?



How do you ensure that
change is **manageable**?



TRANSITION



VALUE

RISE WITH SAP + SAP Signavio



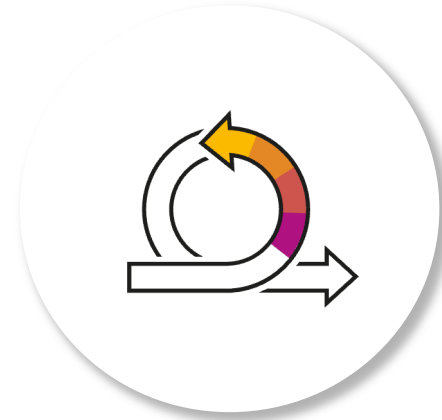
Intelligent and sustainable enterprise as the **north star**



RISE with SAP as the **vehicle**

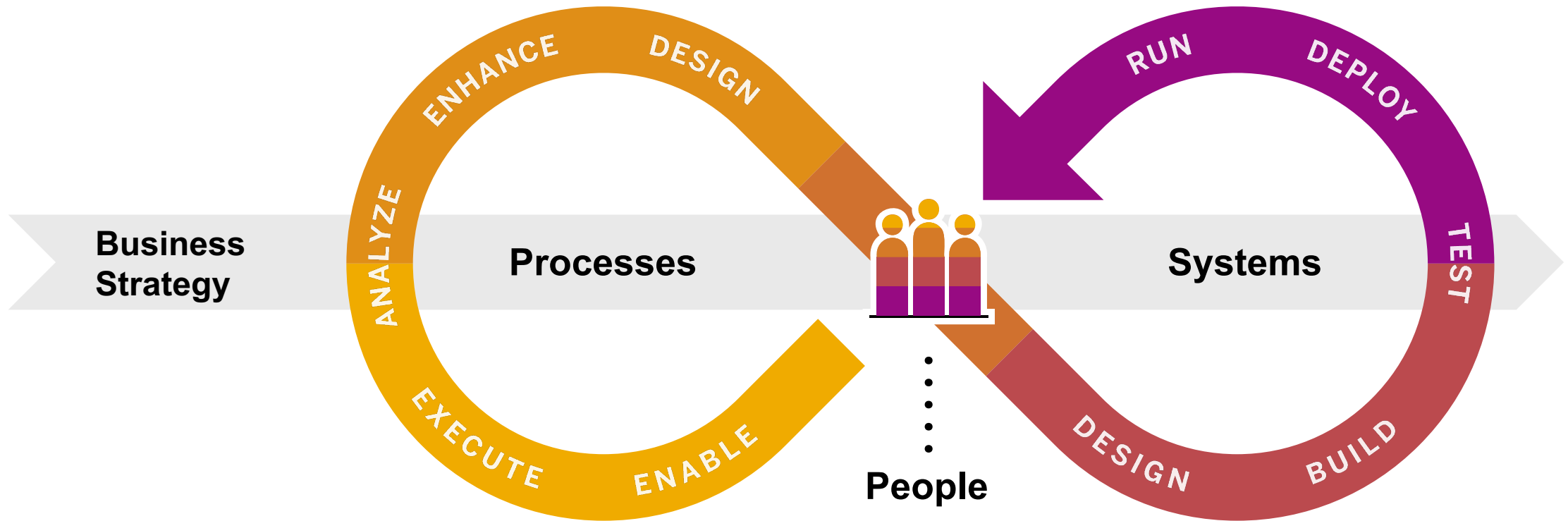


SAP S/4HANA as the **core foundation**

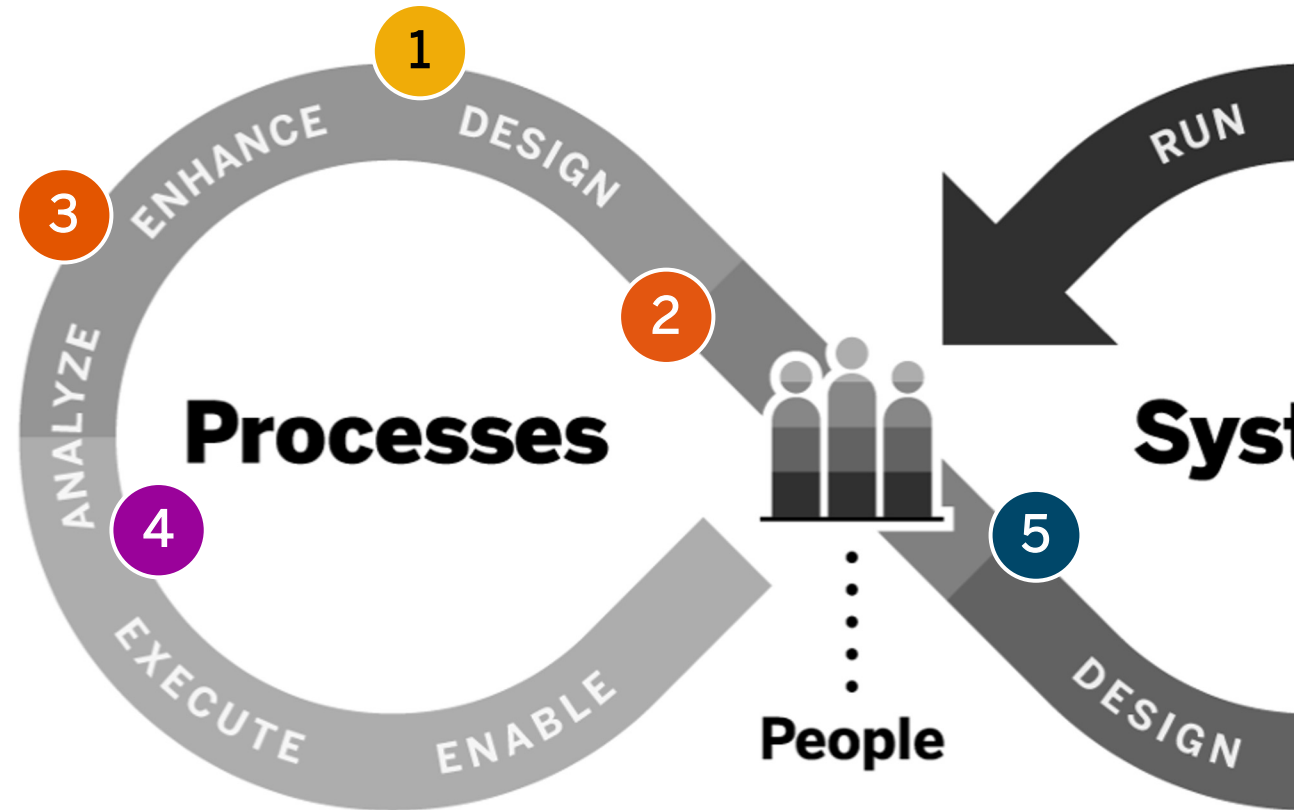
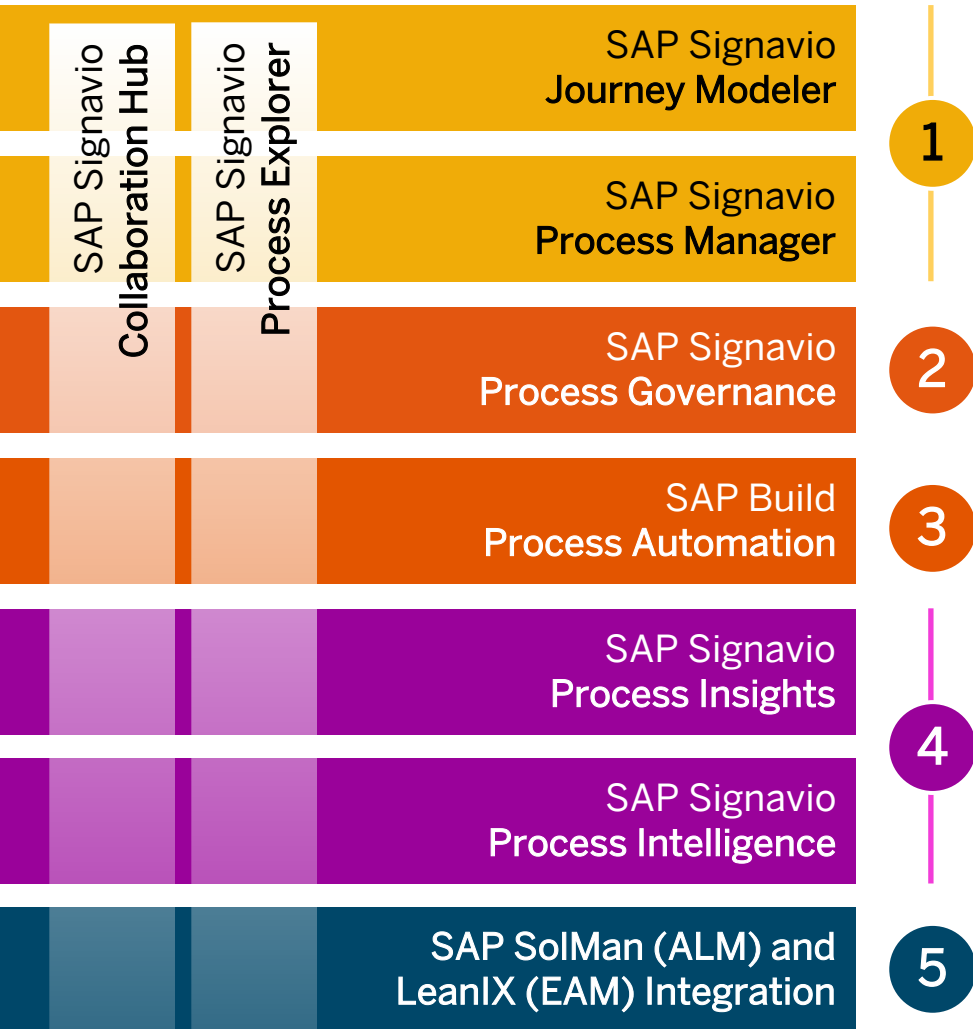


SAP Signavio is the **enabler** for transformation and continuous improvement

From strategy to execution: Transform successfully by connecting the four dimensions



SAP Signavio: a process transformation suite for collaborative change



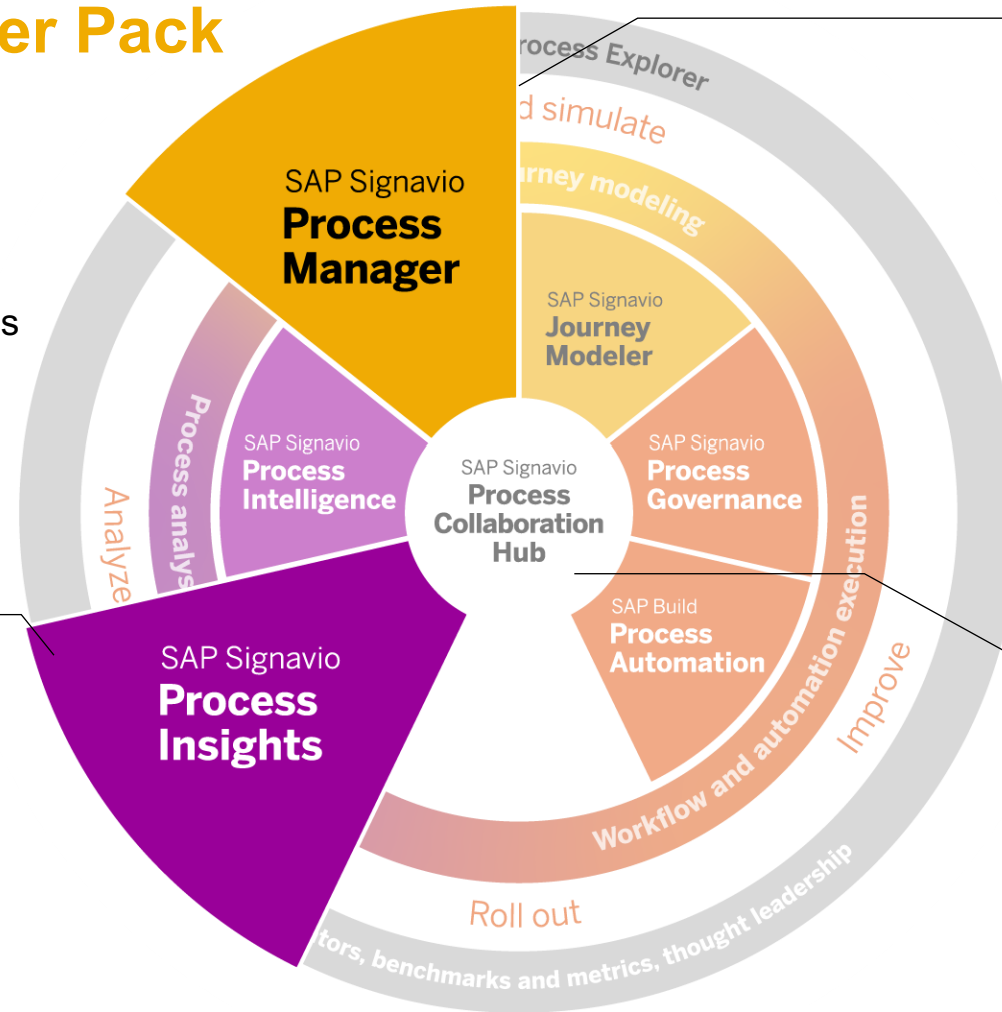
Business Process Transformation Starter Pack is included in RISE with SAP

Identify and implement business process improvements through process analysis!

SAP Signavio Process Insights

- **Instant insights** into your current process performance¹ to understand where to transform
- **Individual recommendations** to understand how to improve

50 GB data volume and one time data load



SAP Signavio Process Manager

Single source of truth to **model, redesign, store and collaborate** on your future business processes

3 users

SAP Signavio Process Collaboration Hub

Provide transparency and engage all stakeholders to continuously improve processes together

10 users

¹ Managed ERP System Requirements, [see here](#)

Questions?



Thank you.

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Appendices



Get ready for transformation with process analysis

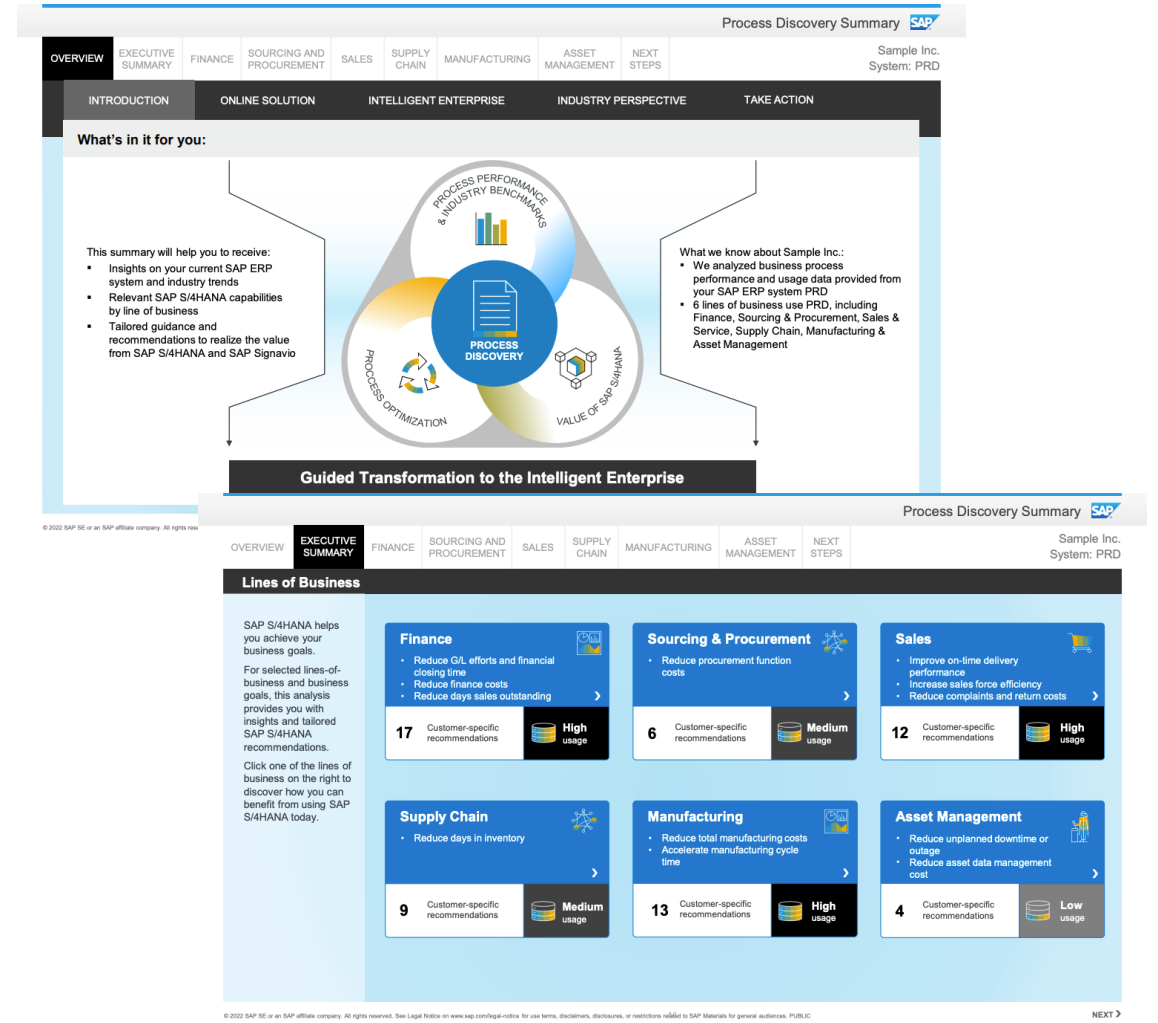
Free Process Discovery report

Get your free Process Discovery report today

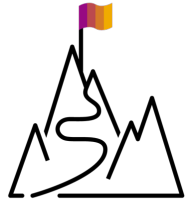
- Get instant insights into the core business processes of your SAP ERP application
- Rapid identification of focus areas
- Correction and innovation recommendations for process improvements

• What does a Process Discovery report look like:

- [Sample Process Discovery report](#)

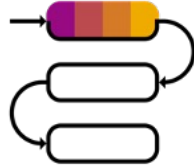


Four dimensions to transform successfully



Business Strategy

Execute on the **company's business strategy to enable business outcomes** such as agility, resilience, transparency, collaboration and governance.



Processes

Ensure **customer value adding, efficient, reliable and scalable business operations** by driving optimization and harmonization in line with compliance and regulatory requirements.



Systems

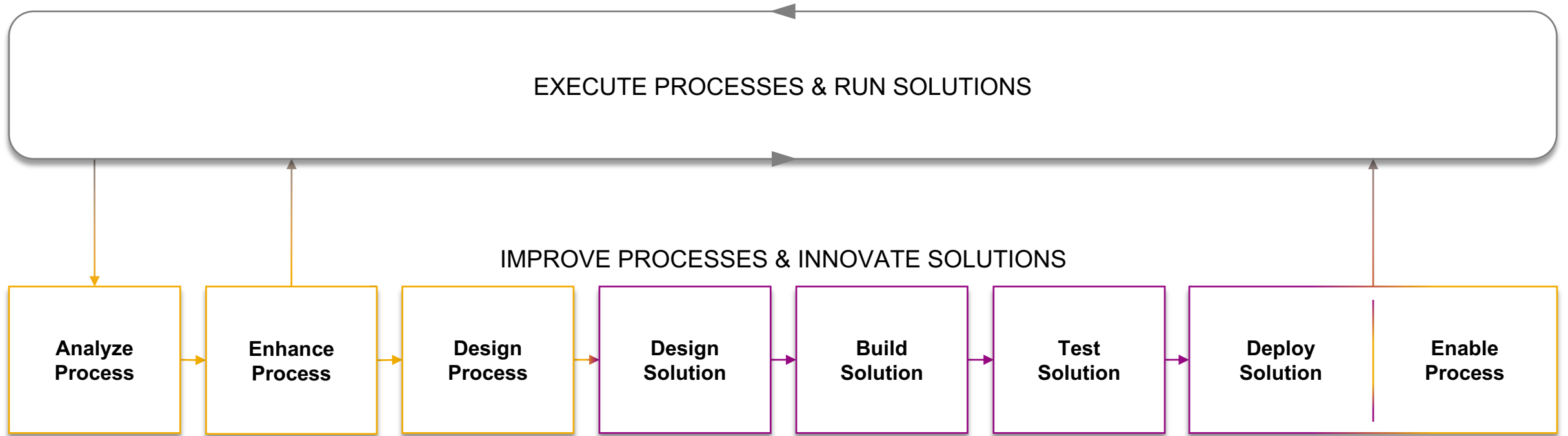
Leverage **technology innovation and automation capabilities** across core applications and extensibility platforms.



People

Collaboration breaks down barriers and is the prerequisite for change

End-to-end business process transformation methodology

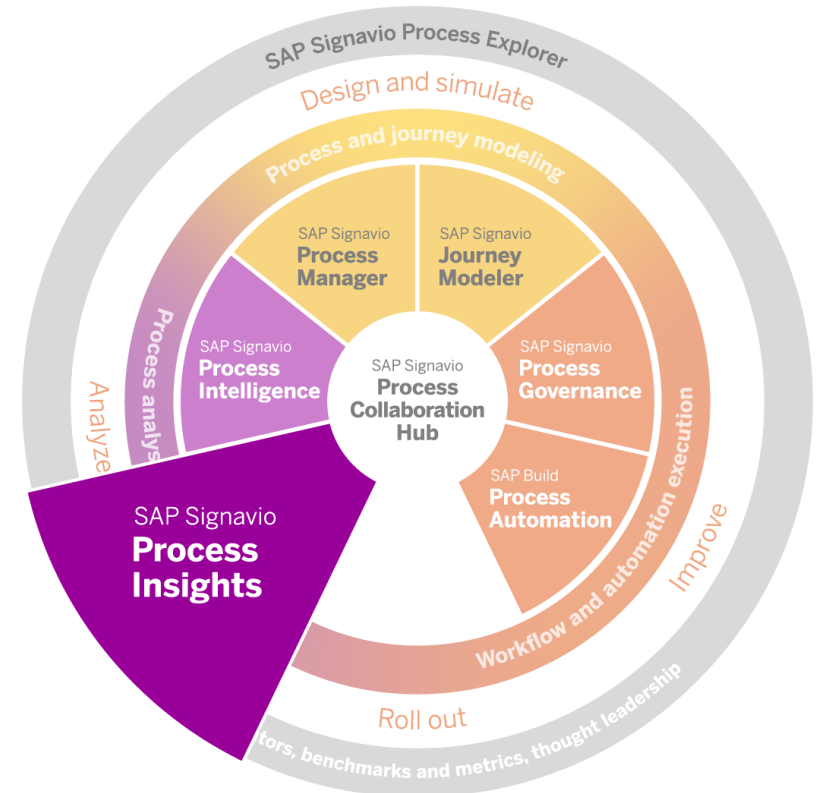


SAP Signavio Process Insights

Our offering

SAP Signavio Process Insights is a process analytics solution for business executives, process owners, and transformation centers that provides:

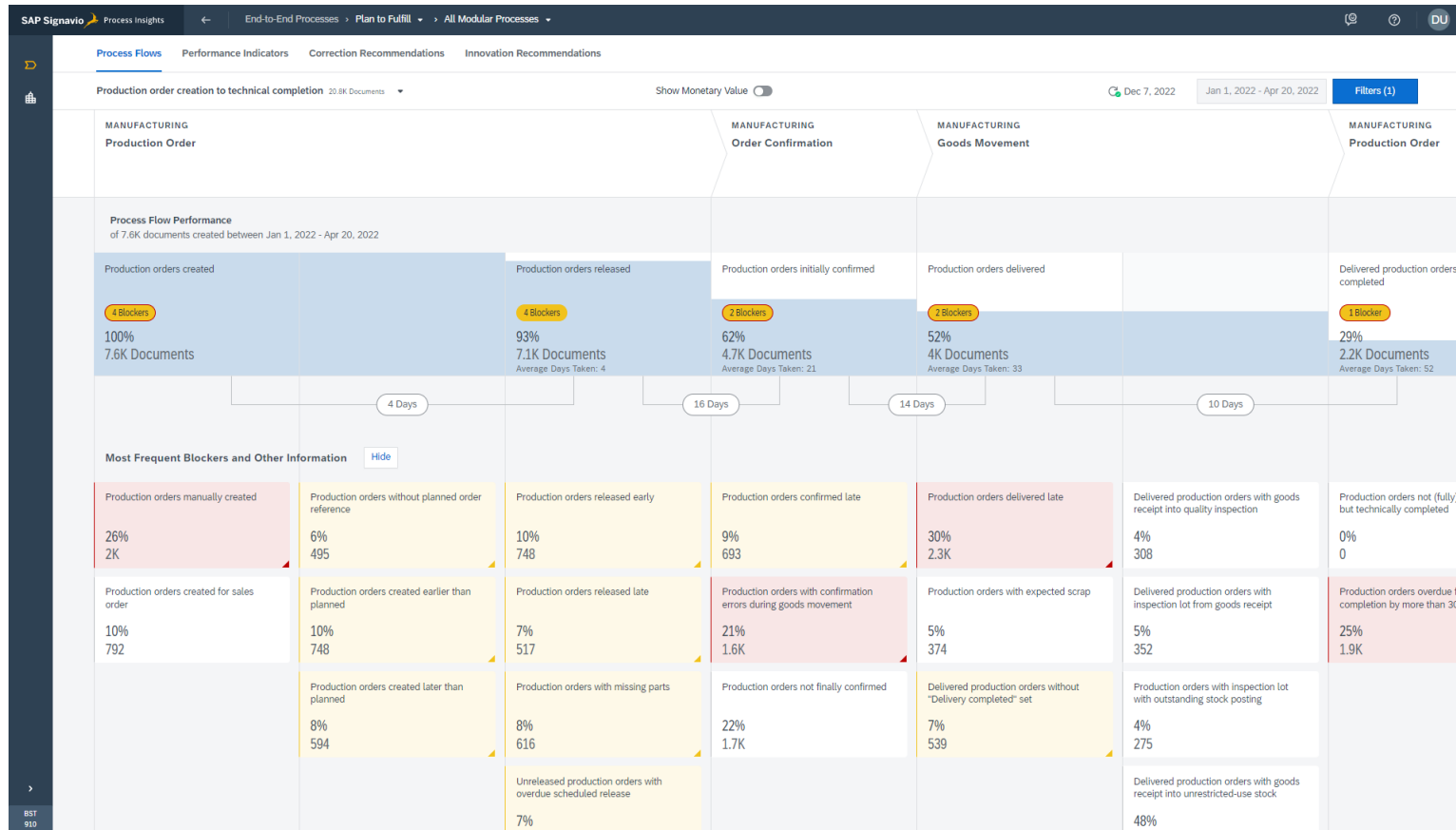
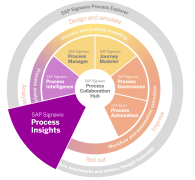
- A **quick start** with fast data extraction from SAP ERP environments
- Content giving **instant insights into the core business processes of the SAP ERP application**
- **Rapid identification of focus areas** with powerful functionality to **drill down** to potential root causes
- Recommended **actions and technologies for process improvements**
- **Benchmarking KPIs** with industry best practices



[Follow this link](#) for more information on SAP Process Insights

SAP Signavio Process Insights

Data-driven decisions to prioritize process improvements



Process analysis

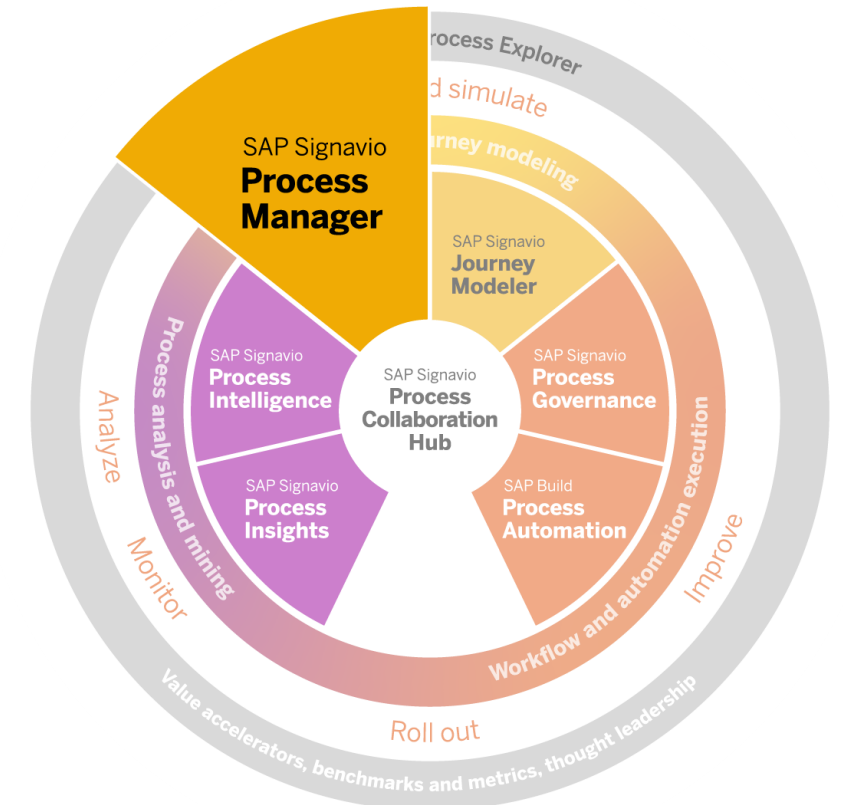
- **Same-day insights:**
Use automated, advance process data extraction and continuous updates
- **Narrow your focus:**
Find out where your issues really are by drilling down to even single document level and using benchmarking capabilities
- **Connect the dots:**
Foster collaboration between decision-makers, business and IT experts
- **Start improving right away**
Leverage process improvement recommendations, focusing on corrective actions for your SAP software system, SAP best practices, and relevant SAP applications

SAP Signavio Process Manager

Our offering

SAP Signavio Process Manager is a comprehensive cloud-based solution that enables organizations to:

- **Model** business process
- **Simulate** business processes
- **Compare** processes
- Outline process **interconnections**
- Create shared **understanding**
- **Create process reports** for analytics, alignment, and governance purposes



SAP Signavio Process Manager

Discover, document, visualize, standardize, collaborate, and optimize your processes



The screenshot displays the SAP Signavio Process Manager interface. The main area shows a BPMN diagram for the process 'Procurement of Direct Materials Target State'. The diagram is divided into swimlanes for different roles: Purchasing Manager, Warehouse Clerk, and Accounts Payable Accountant. Key activities include 'Supplier Delivery Prediction', 'Monitor Purchase Order Items', 'Supplier on Business Network?', 'Purchase Order to Invoice Automation', 'Down Payment needed?', 'Create Down Payment Request', 'Create Down Payment', 'Post Goods Receipt', and 'Create Supplier Invoice'. The diagram also shows external systems like SAP S/4HANA Cloud and SAP Ariba / Business Network, and a 'Supplier' entity.

On the right side, the 'Attributes (BPMN-Diagram)' panel is visible, showing the following details:

Custom Attributes	
Process Maturity	Medium
Process Owner	Purchasing Manager
Process Goals	15%–20% reduction in procur...
Risks and Controls	0 Risks
Purpose	
Workflows	
Process Links	
Status	
Value Drivers	<ul style="list-style-type: none">Improve on-time deliver...Improve procurement F...Reduce days in inventoryReduce revenue loss du...Reduce overall supply c...
End-to-End Process	Source to Pay
Process Modules	Procure to Receipt
Model Type	
Scope Item ID	
Scope Item Activation	Search Link
Benchmarks	
Business Case Validation	VLM Business Case Process Simulation
EAM Domain	
Solution Process Flows	

Process modeling

- Design and model your business processes collaboratively.

- Mitigate business risks using reports. **Simulate** the impact of changes prior to implementation.

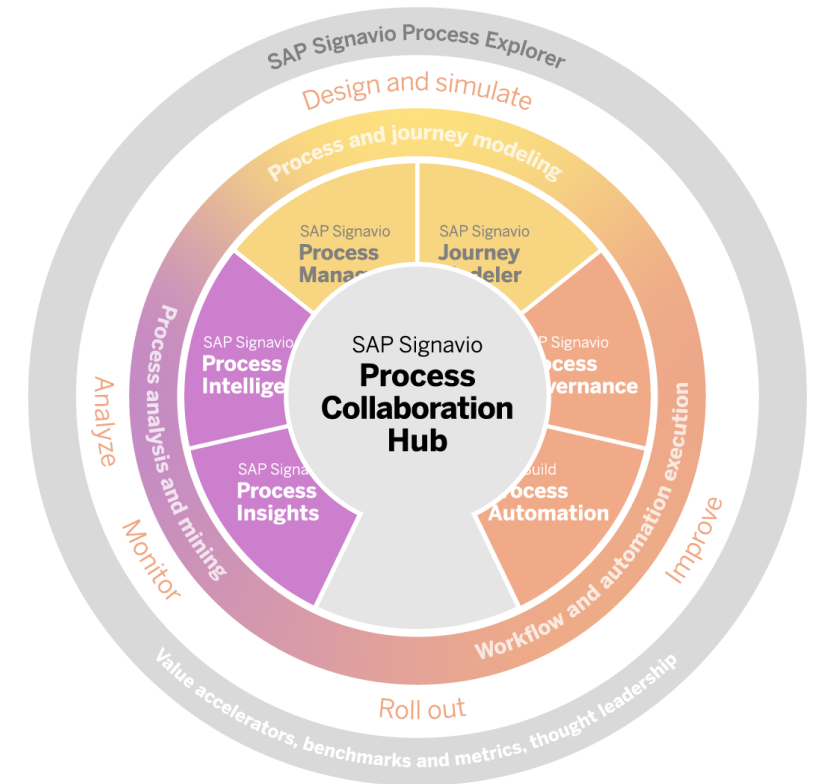
- Provide a **transparent overview** of the process landscape

SAP Signavio Process Collaboration Hub

Our offering

SAP Signavio Process Collaboration Hub is your personalized entry point to SAP Signavio solutions to:

- **Have full visibility** on your entire process landscape
- **Single source of truth** for process knowledge
- Utilize published processes to **inform and train employees** on process execution
- **Align with key stakeholders** by sharing process changes and improvements



SAP Signavio Process Collaboration Hub

360-degree view of process content and key metrics



SAP Signavio

Create

Jane Collings
SAP Signavio

SAP Signavio Process Collaboration Hub

Processes [See all](#)

Company on a Page

Process Areas	STRATEGY	HIRE TO RETIRE	IDEA TO MARKET	MARKET TO DEMAND	PROCURE TO PAY	LEAD TO CASH	CUSTOMER TO ADVOCATE	ISSUE TO RESOLUTION
Key Performance Indicators	<ul style="list-style-type: none"> 1.2 Current Ratio 1.8 Working Capital Ratio 65d Cash Conversion Cycle 	<ul style="list-style-type: none"> 28d Requisition to Acceptance 14% Employee Turnover Rate 9% Voluntary Terminations 	<ul style="list-style-type: none"> 65d Time to Market 9% Average Product ROI 	<ul style="list-style-type: none"> 3.6 CLV / CAC 132 Monthly Leads 	<ul style="list-style-type: none"> 47d Days Payable Outstanding 68% Compliance Rate 76% On Time Payment Rate 	<ul style="list-style-type: none"> 3.6 Lead to Order Conversion Rate 59d Days Sales Outstanding 35% Automation Rate 	<ul style="list-style-type: none"> 4% Churn Rate 47% Repeat Purchase Ratio 	<ul style="list-style-type: none"> 2d 17h First Response Time 9d 6h Average Resolution Time
Customer Experience	<ul style="list-style-type: none"> 8 eNPS 89% ESAT Score 	<ul style="list-style-type: none"> 79% Monthly Happiness Index 	<ul style="list-style-type: none"> 79% TPE 	<ul style="list-style-type: none"> 15% Campaign Effectiveness 67% Leads by Referral 	<ul style="list-style-type: none"> 89% SSAT Score 	<ul style="list-style-type: none"> 6 CES 61% CSAT Score 	<ul style="list-style-type: none"> 7 Net Promoter Score 84% CSAT Score 	<ul style="list-style-type: none"> 8 SERVQUAL 91% CSAT Score

Benefit from a 360-degree view of your entire process landscape – documentation, analysis, and key metrics.

– **Publish** diagrams to inform the entire organization about important processes

– **Create** and share navigation maps to guide employees through key process-related information and metrics

– **Provide** access to all SAP Signavio solutions for process experts and professionals from one single location

Scenario 1

System Conversion

Transformation activities where to leverage the Starter Pack:

Set the right transformation focus

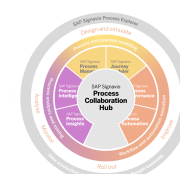
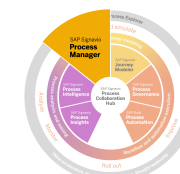
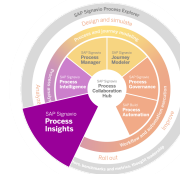
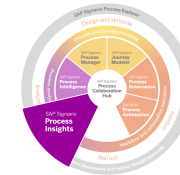
Assess your current process performance to identify where to improve and why

Understand how to improve with tailored recommendations, e.g. innovative capabilities

Prepare your systems for migration

Gain insight where to clean-up data before migration

Model future processes with relevant stakeholders in a collaborative way



Scenario 2

New Implementation

Transformation activities where to leverage the Starter Pack:

Fit-to-Standard – Compare current processes with SAP Best Practices to understand differences and manage the change

Model future processes (based on SAP Best Practices) with stakeholders in a collaborative way

Establish a single-source-of-truth of all processes to **establish transparency and get buy-in** from relevant stakeholders

After implementation – **initiate (first) process monitoring** to identify continuous improvement opportunities

