



MASTERINGSAP Connect

5 – 6 JUNE 2025

ROYAL PINES RESORT | GOLD
COAST

THE APPIAN AGILITY LAYER: ORCHESTRATE, AUTOMATE AND LEVERAGE ERP

Kal Marshall

Area Vice President
Appian Australia & New Zealand

MASTERINGSAP
An SAPinsider Company
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A modern office interior with large windows on the left side, offering a view of a city. The room features a wooden floor, a low wooden bench, and a glass partitioned area in the background. The ceiling has recessed lighting. The overall atmosphere is bright and professional.

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Agenda

Appian Process Platform to leverage your SAP ERP journey today and into the future

Delivered Client outcomes relevant to today's audience

How to identify when there might be a better way forward

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ERP TRANSFORMATION CHALLENGES



**Difficult to
Innovate**



**Inefficient
Manual
Processes
across SILOS**



**Poor
Experiences**

EMPLOYEES NEED MORE FROM THEIR ERP SYSTEMS

“We can’t wait
another year for this
Finance function!”

“Procurement data
is all over the place,
I can’t get to
the truth.”

“I’m wasting too much
time helping other
users with simple ERP
update tasks.”

“We have customized
our ERP so much that
all of our innovation
budget goes to
maintenance.”



APPIAN'S ERP MODERNIZATION APPROACH

appian



- Designed for **intelligent automation**
- **Unifies** people, process and technology
- Drives enhanced process **optimisation**

- Designed for **accounting and controls**
- Tracking **financial and material ledgers**
- Powers **core transactions**

DISTINCT AND COMPLEMENTARY SOFTWARE CATEGORIES

APPIAN'S CRITICAL CAPABILITIES

DATA FABRIC



AUTOMATION



TOTAL EXPERIENCE



PROCESS INTELLIGENCE



AI-POWERED



LOW-CODE DESIGN



ENTERPRISE-GRADE

AUTOMATE AND OPTIMIZE IN A SINGLE PLATFORM

NEEDS

Accelerate innovation during your SAP ECC to S/4HANA migration

Deliver **modern, intuitive experiences** on top of SAP data

Drive **rapid change** and add new capabilities with **minimal risk**

EXTENDED AGILE ERP BUSINESS OPERATIONS

appian

LAYER OF AGILITY

Tailored Low Code Applications + Process Orchestration at Scale

OUTCOMES

Modernize with **speed, efficiency**, and better **experiences**

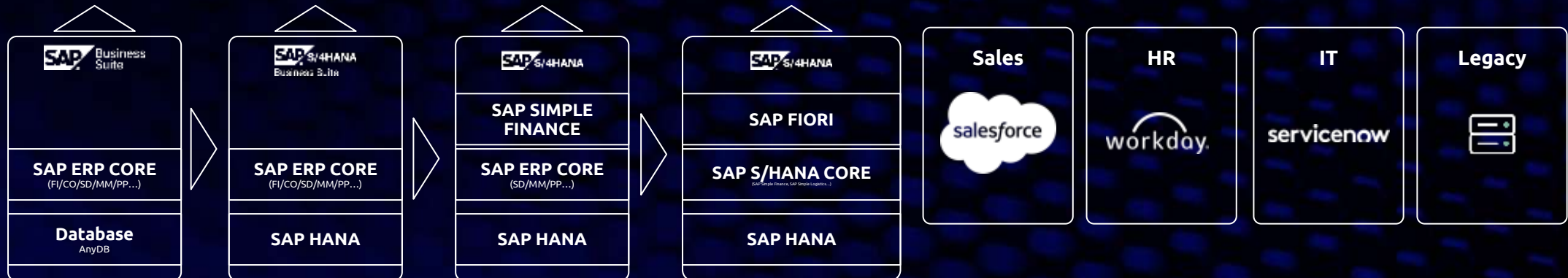
Build new processes fast for **greater agility**

Streamline workflows across SAP and beyond

Deliver optimized, **intuitive experiences** for every user

INTELLIGENT DATA FABRIC

Allows the virtualisation of data from your systems of records, read and write in realtime



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appian the process company ERP MODERNIZATION BEST-FIT USE CASES

REQUESTS

Master data creation, updates, deletion

Journal entry creation and posting

Supplier data Update Process

APPROVALS

Supplier approvals

Transaction approvals

Master data approvals

Warranty claims
Approvals

Approval matrices

SAP GAPS

Statutory Systems

Customs Reporting

Port Logistics

BOM Stock by supplier



TASKS

Supplier on/off boarding

Order 2 Cash

Procure to pay

Month-end close

Notifications

Asset Management

Invoice payment tracking

MX APPS AND REPORTS

Human-centric web, mobile, and chat end-user experiences

Periodic Government Compliance reporting

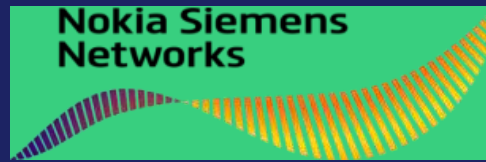
Requisitions

Supply Level Reporting

Modernizing ERP with Appian as Agility Layer



Appian streamlined KONE's project management, integrating **SAP data** for real-time tracking across **700 projects**, enhancing collaboration, efficiency, and **customer service** globally.



Appian enabled NSN to streamline global operations with **real-time project visibility**, agile process development, and **\$16M in annual productivity savings**.

GLOBAL ATHLETIC APPAREL COMPANY

Appian optimized the **global supply chain** for the leading athletic brand by integrating SAP, automating **import/export processes**, and improving efficiency, data quality, and **cargo visibility**.



Well Asset Lifecycle Management and **"Request to Drill"** process integrated with SAP to streamline **drilling operations, compliance, and performance** for a leading Canadian energy company, ensuring data integrity, auditability, and operational efficiency.

FINANCIAL SERVICES COMPANY

Appian enabled a large financial institution and a European development bank to streamline operations by **integrating with SAP systems (HR, CLM, and ECC), automating AP/AR processes,**

MANUFACTURING COMPANY

Integrating with **SAP** to automate key processes, including **order-to-cash, manufacturing workflows, and purchase requisition approvals**, enhancing user experience, efficiency, and global accessibility.

Modernizing ERP with Appian as Agility Layer



Gordon
FOOD SERVICE

Onboarding vendors and performing inventory lookups with Appian that sits on top of **SAP S/4HANA Cloud** and a homegrown ERP system.



MAXIMUS

Invoicing and reconciling customer medical bills using Appian on top of an **SAP By Design** financial module.



FLOWSERVE

Unifies data across ERP systems to improve customer **invoice disputes resolution**, cutting time in half and moving millions of dollars into revenue.



MAGNETI
MARELLI

Application integrates with SAP **purchase requisition** module (assets, materials, suppliers, rates) to simplify interface for **1000+ plant users**.



A European Tire
Company

Verifying **legitimacy of medicine** and resolving alerts using Appian, connected through **a series of custom API gateways to the SAP ATTP portal**.

Application monitors **invoices without a purchase order** in **SAP FI module** to trigger reminders, optimize invoice approvals, and **improve supplier relationships**.

Our Presence in U.S. Defense.



Global Force Information Management

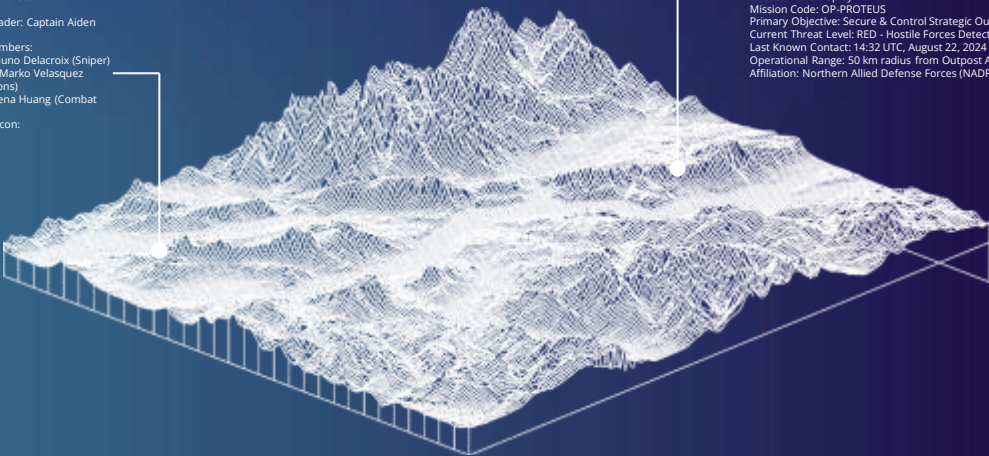
The Global Force Information Management (GFIM) allows Army leaders and commanders to make data-driven force structure decisions faster and with confidence in order to man, equip, train, ready and resource the Army.

The US Army selected Appian as the agility layer to drive this initiative. Using Appian's data fabric, the US Army is able to unify multiple legacy applications and have a holistic view of its global force structure, supply real-time data to Army users, and automate tasks.

Personnel Roster:

Squad Leader: Captain Aiden Malik
Team Members:
Corporal Juno Delacroix (Sniper)
Sergeant Marko Velasquez (Demolitions)
Private Elena Huang (Combat Medic)
Intel & Recon:

Unit Profile: Bravo-9 Tactical Division
Unit ID: 76324-B9
Location: Nairobi, TN (Territory North)
Command: Colonel Zara Renshaw
Status: Active Deployment
Mission Code: OP-PROTEUS
Primary Objective: Secure & Control Strategic Outpost Alpha-7
Current Threat Level: RED - Hostile Forces Detected
Last Known Contact: 14:32 UTC, August 22, 2024
Operational Range: 50 km radius from Outpost Alpha-7
Affiliation: Northern Allied Defense Forces (NADF)





USAF: CON-IT



U.S. AIR FORCE

The USAF wanted to reimagine the way they managed contracts, from ordering new supplies to hosting data and providing clear audit trails. Previously, they relied on seven separate legacy systems that required a large amount of paper-based work.

They chose Appian as their tool for digital transformation and created CON-IT (Contracting Information Technology system). CON-IT standardized and streamlined contracting all of their lengthy procedures in a single system and automated previously manual tasks.

7 Systems

Consolidated into one interface

~9 Months

From Development to Production

\$80M+

Initial Cost Avoidance Achieved

As of April 1, 2024, CON-IT has over 7,000 users at over 270 procurement locations with 335,000 completed contracting actions totalling \$112 Billion.

US Army: ACWS



The US Army needed to modernize its contract writing system and provide a reliable, centralized application that could be utilized across a wide range of locations to manage contract writing.

By leveraging the existing US Air Force's Contract Information Technology (CON-IT) application—a successful US Air Force program built on the Appian Platform— as a foundation, **the Army was able to develop and deploy ACWS in just 23 weeks.**

PEO MLB NABS: ePS



The electronic Procurement System (ePS) is the Department of the Navy's third — and importantly, **successful** — attempt to modernize its contract writing system and overall electronic procurement system.

The Navy's ePS solution is a resounding success, and continues to gain momentum; **ePS recently onboarded its 1,500th user!**

From its initial deployment in September 2023, **ePS has migrated over 19,000 open contracts worth more than \$110 Billion and executed over 3,200 actions worth over \$860 Million.**

Contract Acquisition Suite on Appian





Enterprise Business Systems - Convergence (EBS-C)

EBS-C is the Army's business modernization and transformation effort to simplify, streamline, standardize and unify business operations while improving auditability.

The US Army manages trillions in global assets (ammunition, vehicles, personnel) through their full lifecycle on 5 outdated ERP systems undergoing modernization. Personnel spent weeks learning to use these systems then hours every day on basic tasks to get assets ready for the frontlines, threatening national security with every minute of inaction.

EBS-C will converge enterprise business systems into a common, modernized platform that will more effectively enable multi-domain operations in large scale combat operations, by seamlessly integrating 24 major Army capabilities across the finance and logistics enterprise.

8x efficiency

Projected in getting
assets to the
frontlines

500,000 hours

Projected savings
throughout asset
lifecycle

\$73M+

Projected savings in
automating ERP tasks

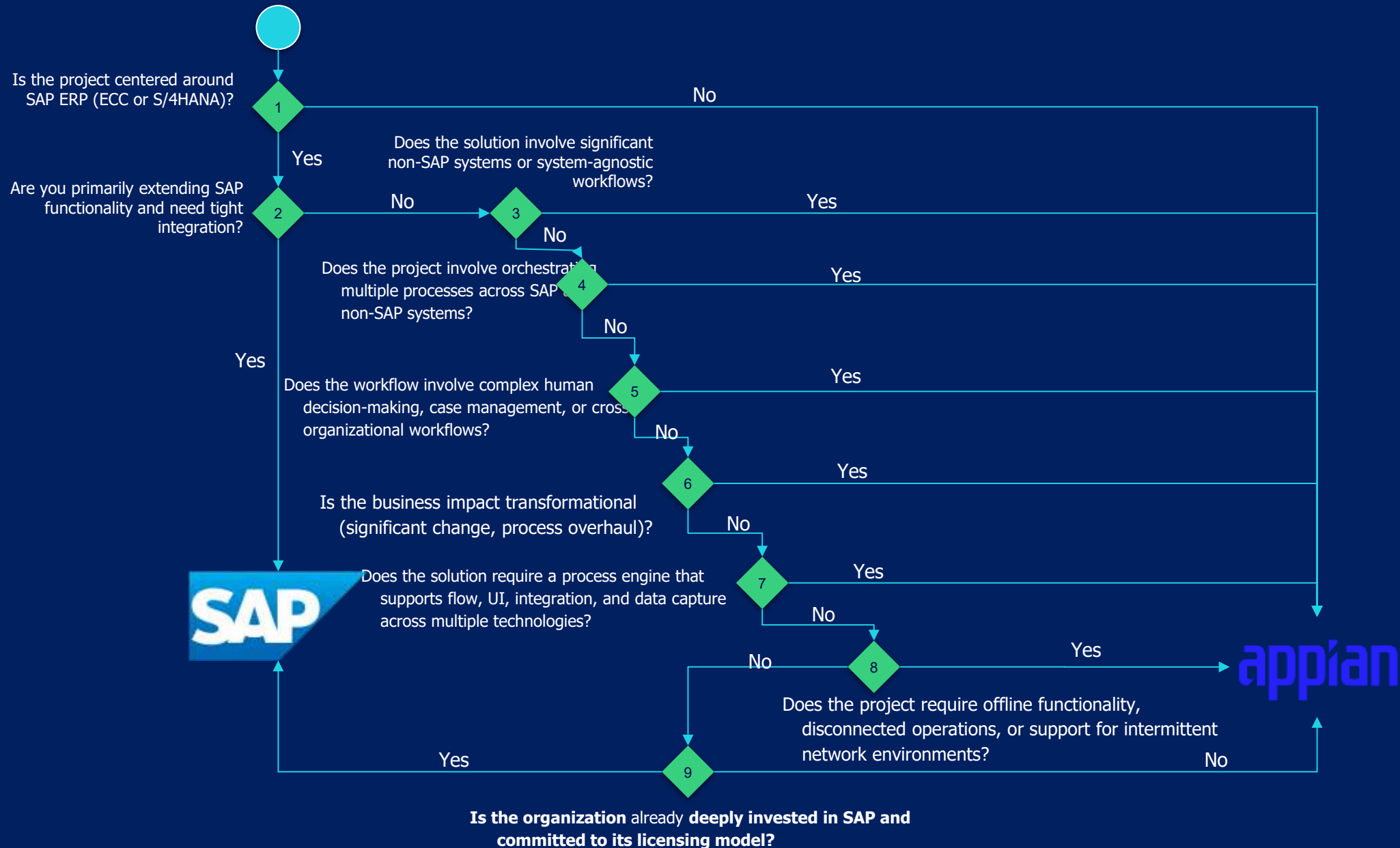
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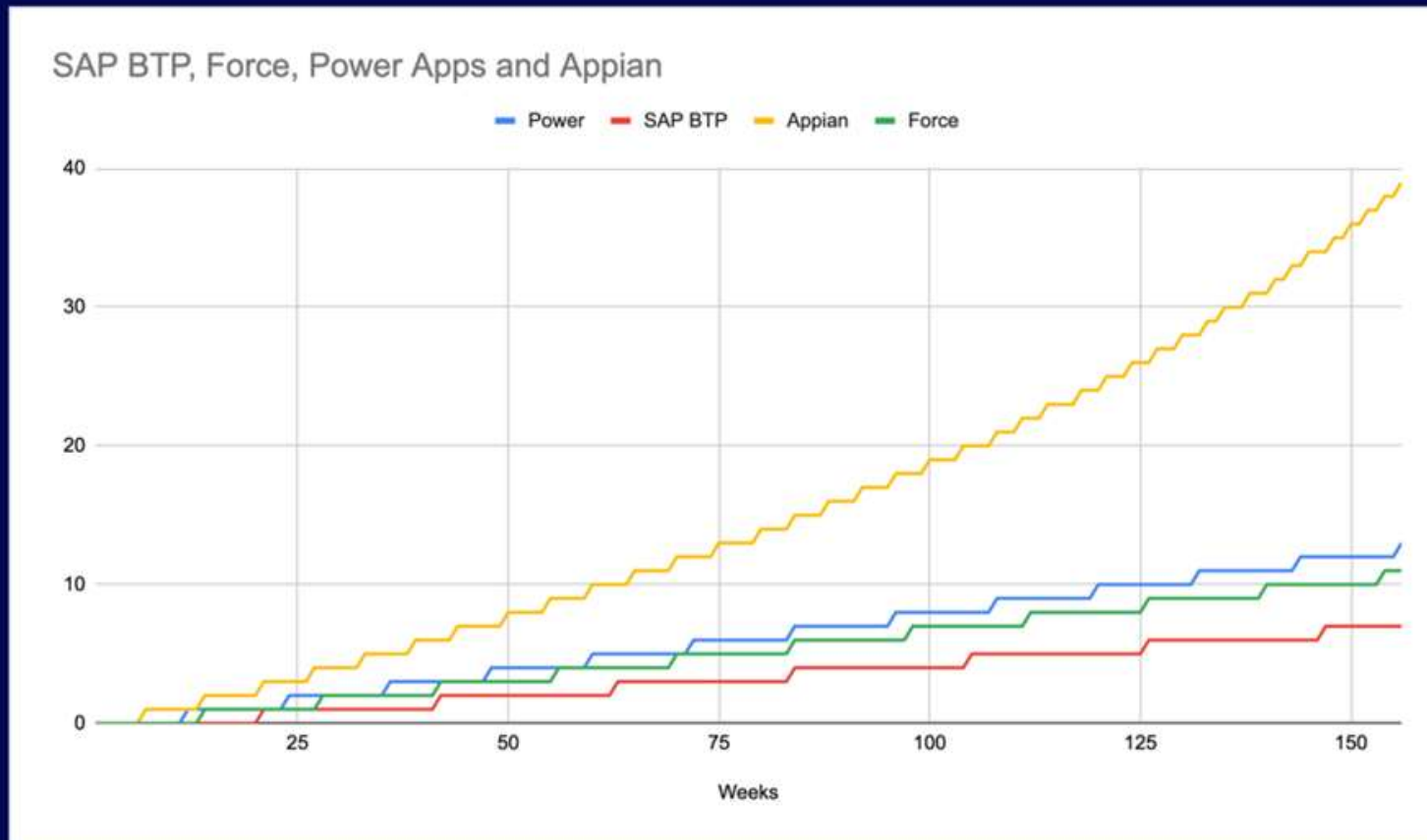
Decision Tree: SAP Build vs Appian Configure



Appian Development Productivity

Number of Appian Apps delivered in 3 years

Illustrative for 1 development team



Additional Business Applications delivered over **3 years**

32

Average number of weeks to build Application			
	Year 1	Year 2	Year 3
Weeks per App - SAP BTP	21	21	21
Weeks per App - Force	14	14	14
Weeks per App - Power Apps	12	12	12
Weeks for App Appian	7	4	2

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