



DRIVING WORLD'CLASS TREASURY TRANSFORMATION

26 JANUARY 2016 / BRUSSELS



Opening Keynote: Future of Finance

26th of January 2016

Public





Run Simple.

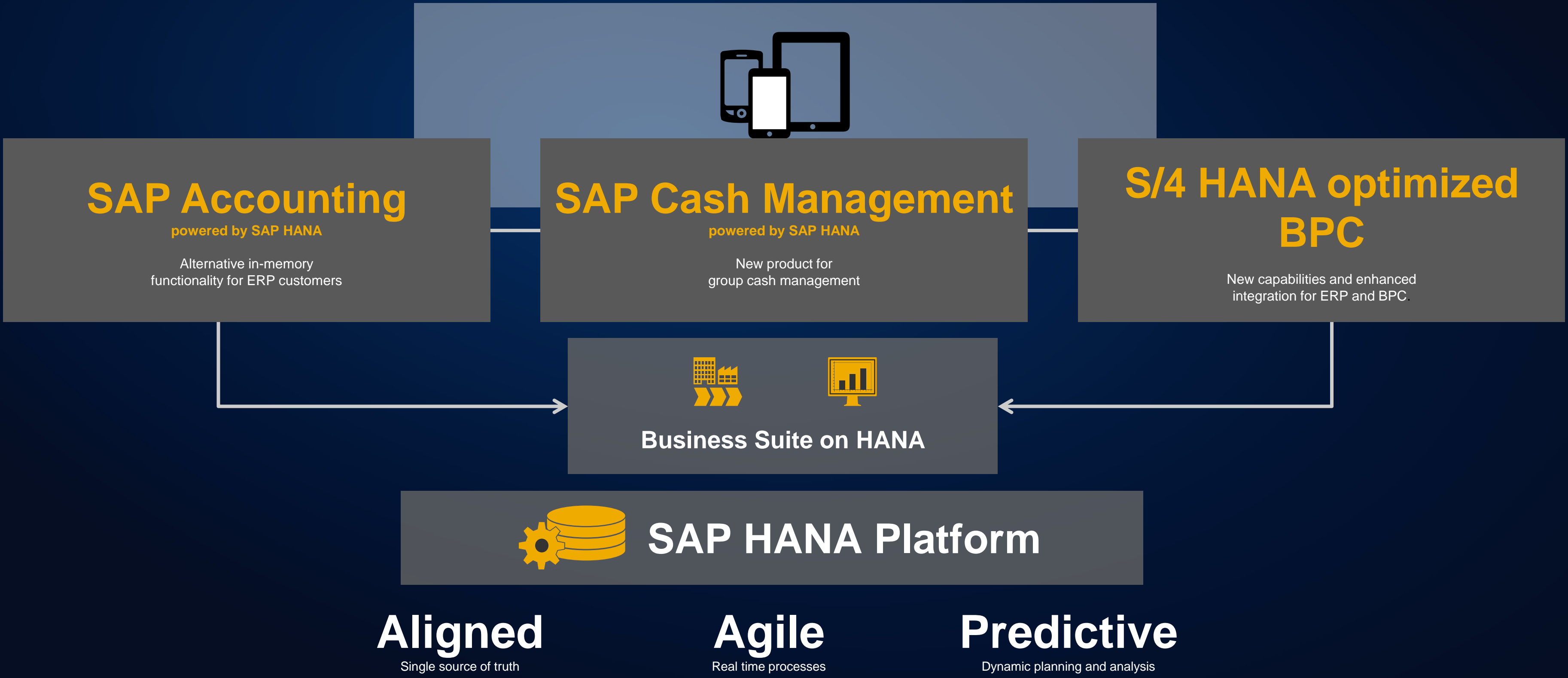


New Reality for Achieving Financial Excellence



SIMPLIFY

SAP S/4 HANA Finance: SAP's Next Generation Business Suite



SAP Accounting

powered by SAP HANA

Alternative in-memory functionality for ERP customers

SAP Cash Management

powered by SAP HANA

New product for group cash management

S/4 HANA optimized BPC

New capabilities and enhanced integration for ERP and BPC.

Business Suite on HANA



SAP HANA Platform

Aligned

Single source of truth

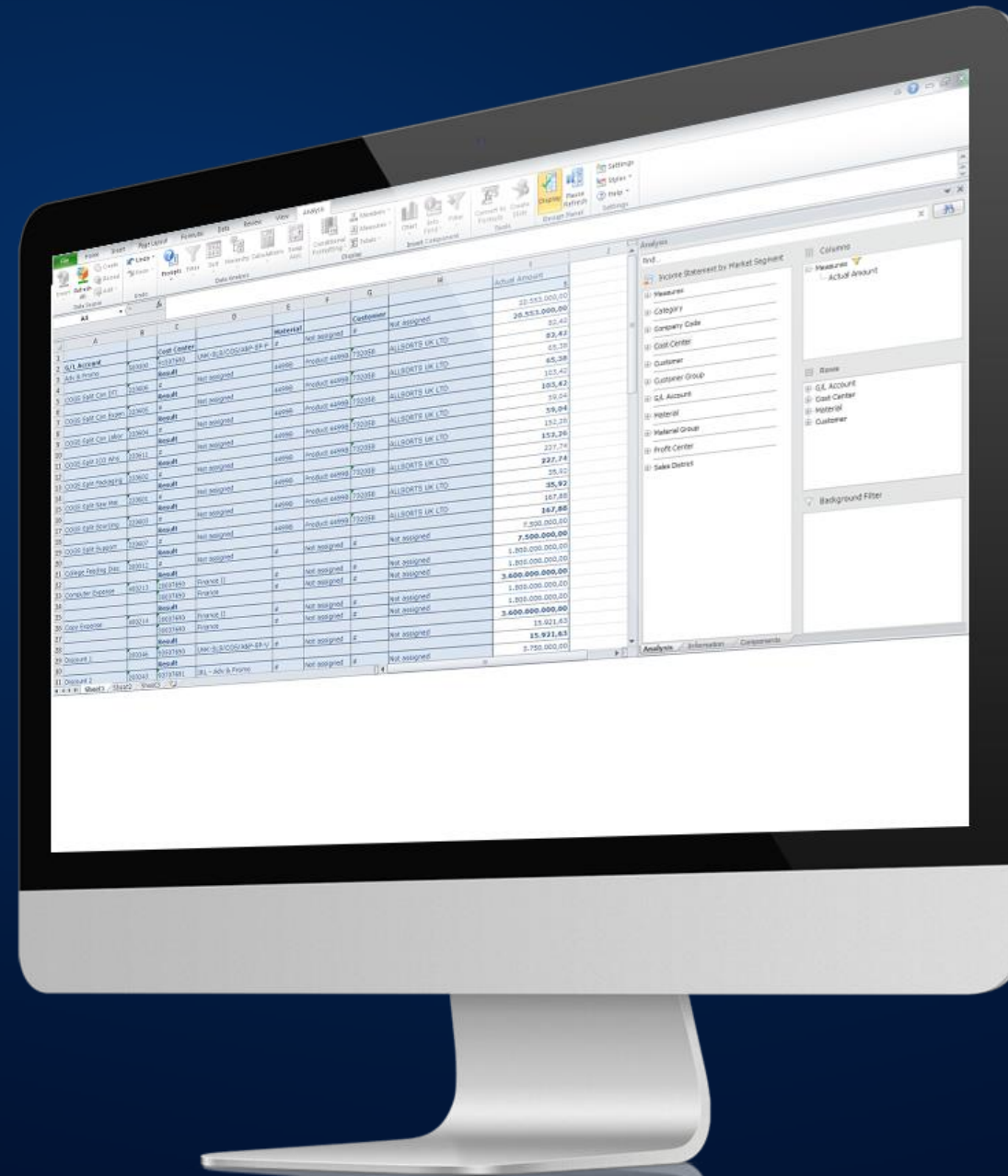
Agile

Real time processes

Predictive

Dynamic planning and analysis

Personalized, instant insight across finance and controlling



- Leverage the same information for external disclosures and for management reporting
- One logical view across finance (FI) and controlling (CO)
- Aggregation on the fly across all balances and dimensions based on transactional data
- Personalized reports across finance, controlling, and operations

Real-time processes enable Finance transformation

Financial Planning and Analysis

- Provide advice on M&A and divestitures with unlimited simulations and what-if analysis
- Improve managerial group reporting and processing across matrix organization



Accounting and Financial Close

- Enable a “soft close” by solving issues throughout the month
- Leverage integrated managerial and financial accounting to reduce reconciliation



Treasury and Financial Risk management

- Instant visibility into working capital to support real-time liquidity planning
- Make investment decisions to fund corporate growth to manage financial risk



Collaborative Finance Operations

- Real-Real-time receivables and payables reconciliation for better collaboration with customers and partners
- Immediate reaction to collection



Enterprise Risk and Compliance Management

- Identify and predict potential fraud and define strategies for fraud prevention
- Ensure compliance and improve audit management efficiency





Flexible & Real-time
Reporting



Simplified &
Accelerated Processes



User Experience &
Productivity



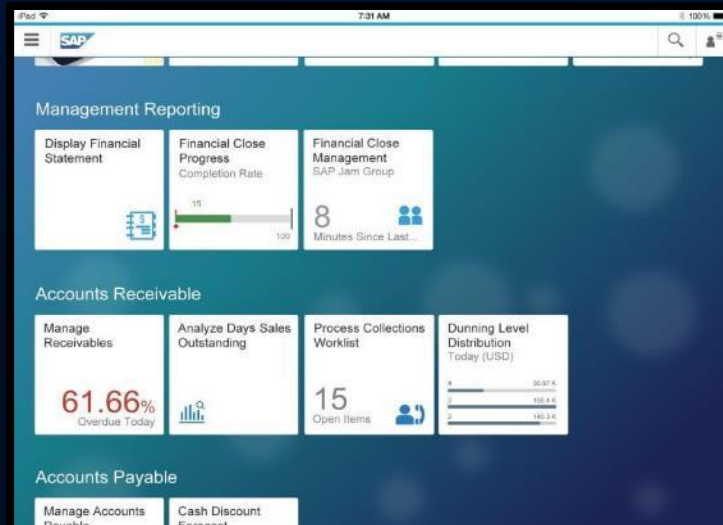
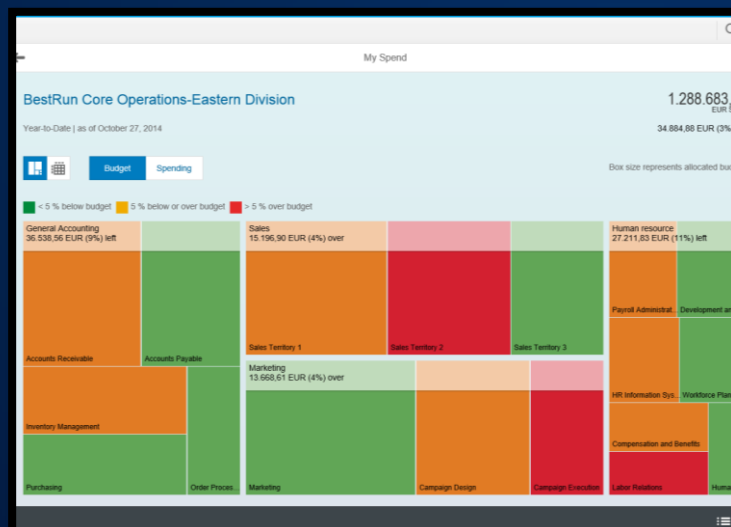
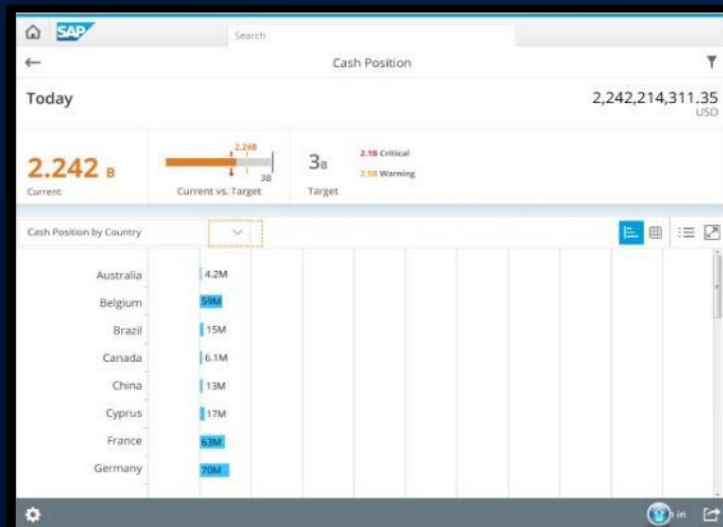
Flexible & Real-time
Reporting



Agile Reporting

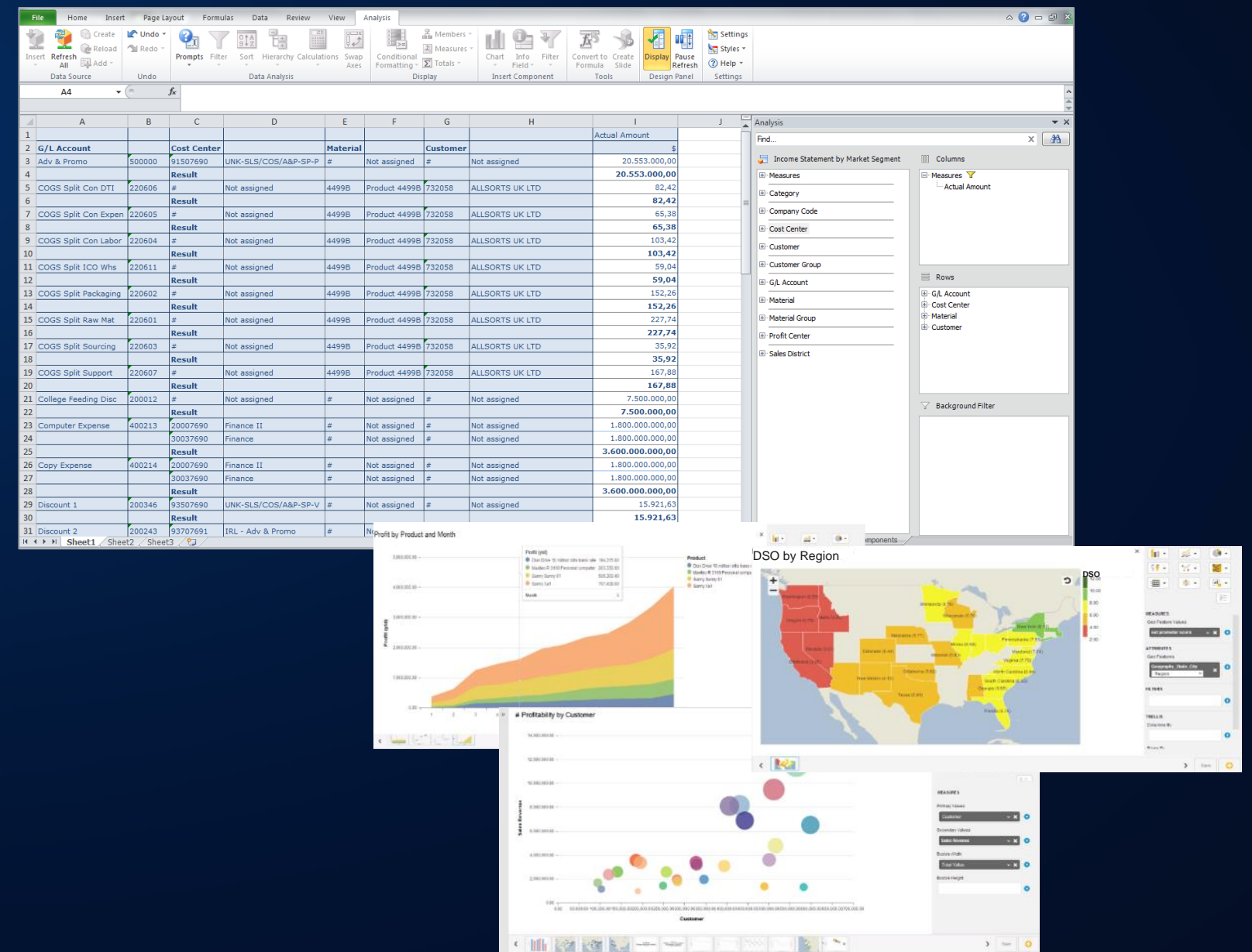
Out-of-the-box

Self-Service



SAP Financial Statement report. Balance Sheet table:

Name	Period Balance	Comparison Perio	Difference	% Dif.
ASSETS	1,089,525,147.44	895,478,167.34	294,046,980.10	35.3
CURRENT ASSETS	624,982,865.91	419,495,970.37	205,486,895.54	49.0
NON-CURRENT ASSETS	464,542,281.53	385,982,196.97	78,560,084.56	20.4
LIABILITIES	-1,089,525,147.44	-895,478,167.34	-294,046,980.10	-35.3
CURRENT LIABILITIES	-825,277,615.55	-566,255,209.41	-259,022,406.14	-45.7
NON-CURRENT LIABILITIES	-4,853,792.83	-18,583,130.18	26,430,662.75	143.0
SHAREHOLDER'S EQUITY	-219,293,738.96	-220,719,827.75	1,426,088.79	0.6



CFO Dashboard

iPad 8:26 AM Not Charging

SAP

SAP Simple Finance

Kixu LLC Goes From Growth to Growth
Cloud Revenue Up

State of Finance

CFO

CFO Dashboard

Cash Discount Forecast
Expiring in 1 month

3.9M
USD

Manage Cash
Today's Cash Position

2.24B
USD

Liquidity Forecast

Management Reporting

Display Financial Statement

Financial Close Progress

Financial Close Management

iPad 11:39 AM 69%

State of Finance

Details - State of Finance

YTD (As of 20.06.2013)

Profit & Loss

Total Revenue - YTD vs. LYTD

+5.1 % ▲ € 7,6 BN

Legend: Compare Year (grey), Current Year (blue)

Cash Flow

Cash Position - today vs. last period

+56.3 % ▲ €315 MM

Legend: End of Period Balance (blue line)

Working Capital

Days Sales Outstanding

66.0 days

Legend: Current Year (blue bars)

Operating Margin - YTD vs. Budget

-13 bps ▼ 24.5%

Cash inflow - today vs. last period

-79.0 % ▼ € 6,0 BN

Overdue Accounts Receivable

€ 7,4 BN

Total Operating Expenses - YTD vs. Budget

+0.1 % ▲ €-5,8 BN

Cash Outflow - today vs. last period

-86.1 % ▼ € 4,0 BN

Days Payable Outstanding

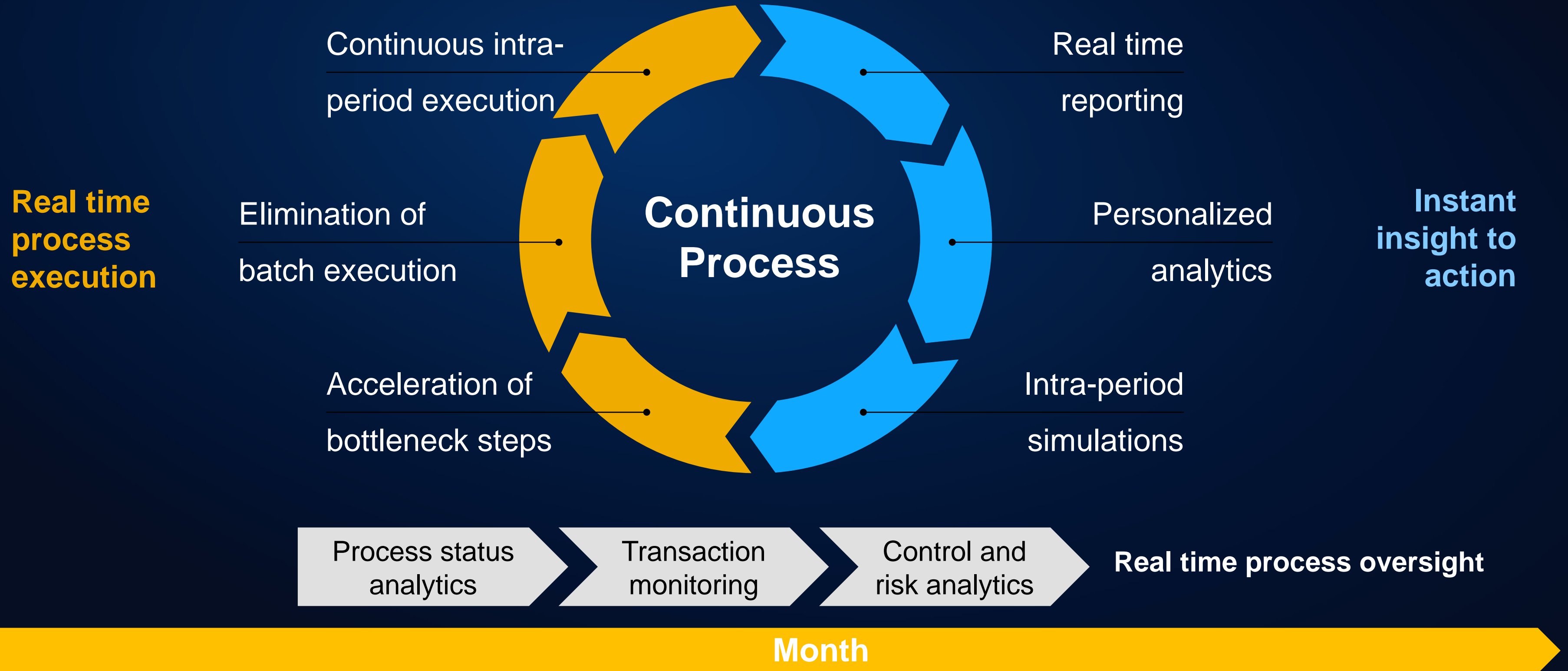
68.4 days



Simplified &
Accelerated Processes



Towards Real Time Finance Processes: Real Time Close



Entity Close Traditional Process

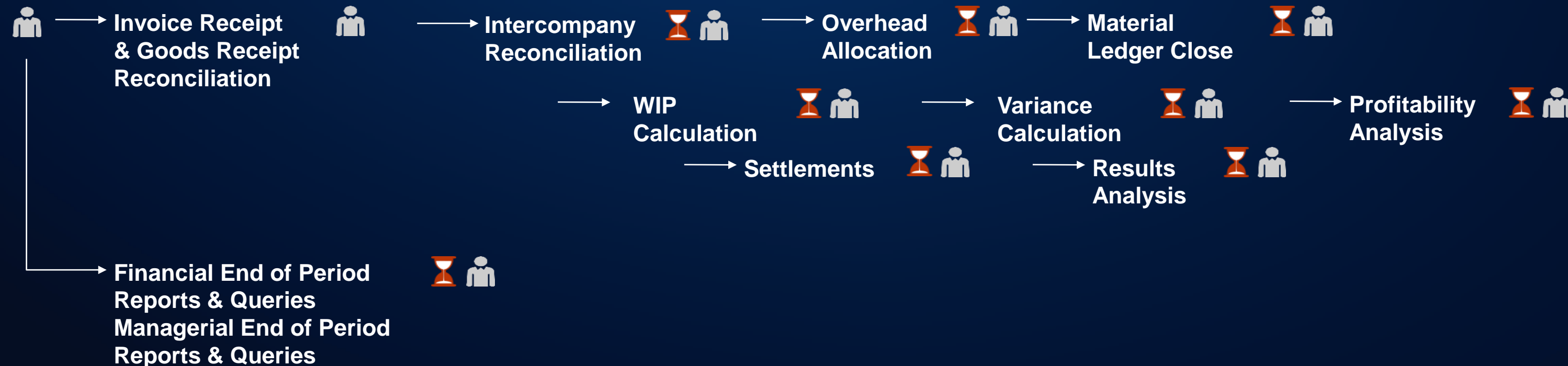
Non-HANA

Key Process Characteristics

- Long process cycle time (multiple days)
- Many long running batch jobs
- Delays in identifying and resolving issues
- Multiple manual processes with high effort


Major Business Issues

- Not enough time to resolve issues and inconsistencies
- No time to provide insights & analysis
- Delayed business decision



Disclaimer: process steps not exhaustive

 Batch Job

 User Interaction

Entity Close

Re-engineered Suite on HANA-based Process

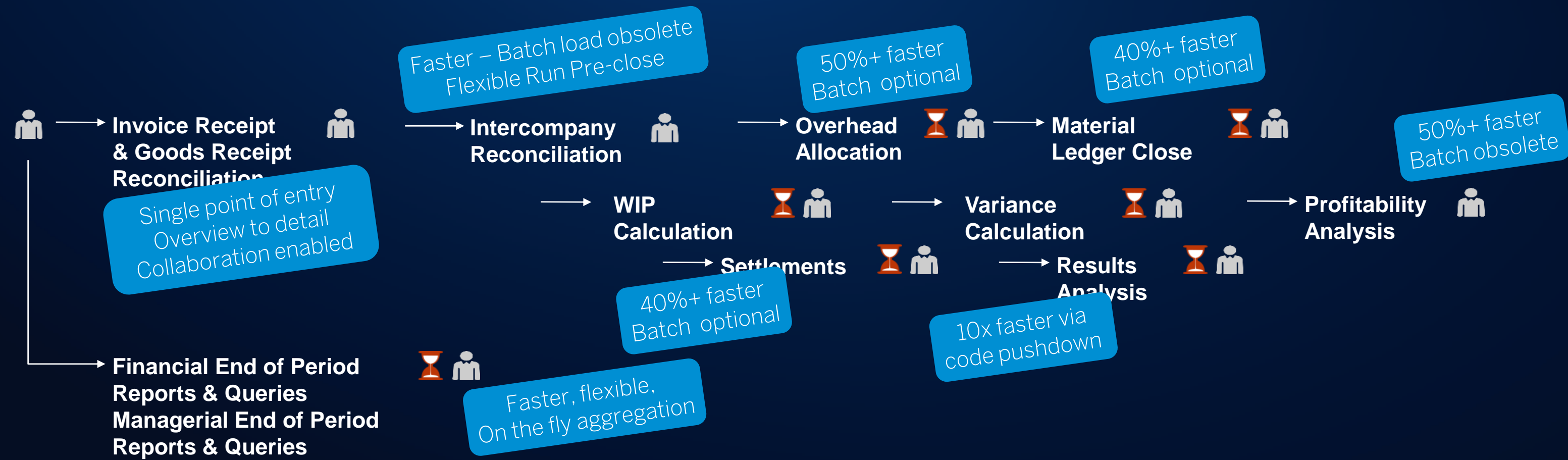
HANA-based

Key Process Characteristics

- Less manual steps via automated data preparation
- 30%+ improvement on processing time
- Manual activities focus on analysis and interpretation and not on data preparation

Major Business Benefits

- Reduced time to close
- Flexibility to run financial activities “pre-close”
- Detailed analysis available real time

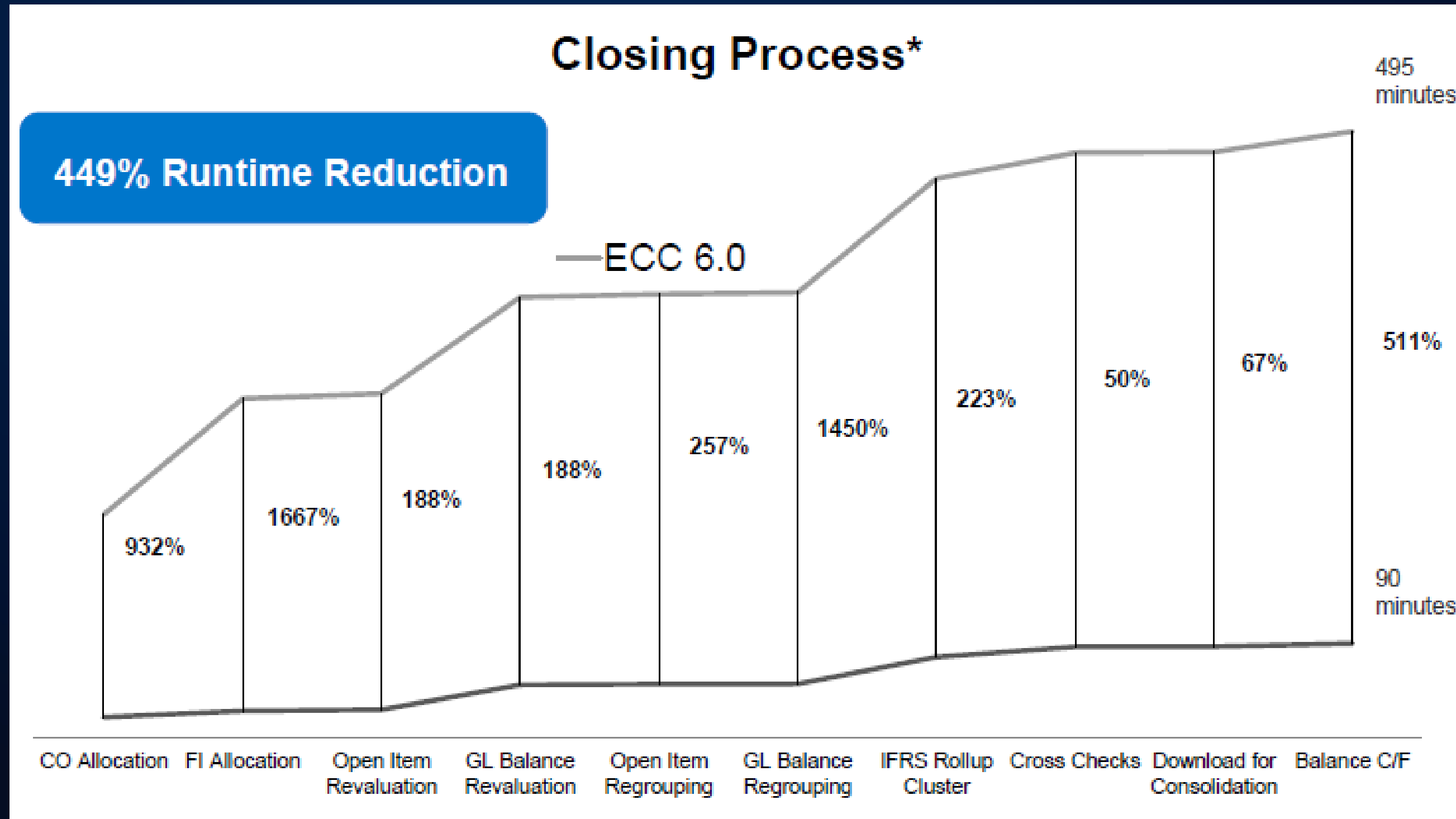


Disclaimer: process steps not exhaustive

Batch Job User Interaction

SAP S/4 HANA Finance @ Zurich Insurance Group

Closing Runtime Comparison



Simplification of Processes, an example

Demo

1. GR/IR Clearing Account
2. G/L Account Line Item Display
3. Vendor Master Record Display
4. Purchase Order Display
5. FI Document Display
6. Material Display
7. Invoice Document Display
8. Manual table extraction to Excel
9. Manual Excel Pivot set-up
10. Reconciliation



All Purchase Orders	Change Status	Edit Comment	Assign Processor	Delete									
Order ID	Date	Vendor	Number of GRs	Number of IRs	Difference in GR/IR Quantity	Balance in EUR	Processor	Status	Comment				
100011			4	2	20	23,589.48		MR open					
100011			3	1	100	-15,998.20	PURCHASING	MR open					
100021			5	4	-10	979.90	PURCHASING	MR cleared					
450000209	19 Feb 25, 2013	100021	6	3	30	-488.00	PURCHASING	another great status					
450000209	19 Feb 25, 2013	100021	1	1	0	0.00	PURCHASING	MR open					
450000204	19 Feb 2, 2013	100021	0	1	-10	1,047.00	PURCHASING	MR open					
450000203	19 Feb 2, 2013	100013	0	1	-5	543.00	PURCHASING	Expired Date					
450000202	19 Feb 25, 2013	100021	1	1	0	0.00	0027132	another great status					
450000201	19 Feb 26, 2013	100021	-1	-1	0	0.00	0027132	MR cleared					
450000208	19 Feb 1, 2013	100010	1	1	0	0.00	0030004	MR cleared					

Document Number	Item	Document Date	Account	GR/IR	Amount	C.	Account LC	LC	Reference Document
510000216	2	Mar 5, 2013	102100	Invoice - Gross	660.90	GBP	606.90	EUR	5100002162013
510000215	2	Mar 5, 2013	101100	Invoice - Gross	12,890.90	GBP	14,548.44	EUR	5100002152013
500000405	2	Mar 5, 2013	101100	Goods Receipt	-24,090.90	GBP	-28,290.88	EUR	5000004052013
500000406	8	Mar 5, 2013	102100	Goods Receipt	-1,200.90	GBP	-1,484.84	EUR	5000004062013
500000404	2	Mar 5, 2013	101100	Goods Receipt	-12,900.90	GBP	-14,548.44	EUR	5000004042013
500000404	8	Mar 5, 2013	102100	Goods Receipt	-600.90	GBP	-732.42	EUR	5000004042013



User Experience &
Productivity

Business Cockpits and Transactional Apps for all Finance Roles

Accounts Payable Manager

- Aging Analysis Payable Amount (Today): 1.27
- Days Payable Outstanding Last 12 Months (Days): 63
- Cash Discount Utilization Last 60 Days
- Cash Discount

Accounts Receivable Manager

- Future Receivables Today: 823.5 k USD
- Credit Limit Utilization Customers > 80%, Today: 5 Cust
- Open Disputes Today: 42.9 k EUR
- Days Sales Outstanding Last 12 Months
- Dunning

Controlling

- Financial Close Overall Delay: 1448 Hour
- Financial Close Delayed Tasks: 218
- Financial Close Progress: Oct 2013 Closing
- GROUP CLOSE: 22
- Entity Close: 14


North American Support

- Month-to-Date | as of 09.04.2014
- 2,599 EUR spent
- 359 EUR (12.1%) left
- Department: Budget
- Repairs Department: Pump Production
- Western Development: Sales
- Eastern Sales: Purchasing

Financial Statement

Description	G/L Account	Period Balance	Comp. Period Balance	Absolute Difference	Relative Difference
Current assets		28.139,55	190.302.459,56	-190.274.320,01	-100,0
Inventories		-77.014,28	23.255.297,90	-23.332.312,18	-100,3
Raw materials, factory and operating supplies		-72.212,77	2.243.000,00	-2.315.212,77	-103,2
Raw material 1	300000	-72.266,77	2.243.000,00	-2.315.266,77	-103,2
Spare parts	304000	54,00	0,00	54,00	0,0
Unfinished products, unfinished services		-10.911,47	-2.000.000,00	1.989.088,53	99,5
Unfinished products	790000	88,53	0,00	88,53	0,0
Initial entry of stock balances(own/trading goods)	799999	-11.000,00	-2.000.000,00	1.989.000,00	99,5
Finished products and merchandise		6.109,96	23.012.297,90	-23.006.187,94	-100,0
Finished goods	792000	6.109,96	23.012.297,90	-23.006.187,94	-100,0
Accounts receivable and		1.547.620,76	459.747,91	1.087.872,85	236,6
Accounts receivable from deliveries and		274.449,53	459.625,91	-185.176,38	-40,3
Due within one year		274.449,53	459.625,91	-185.176,38	-40,3
Customers - Domestic Receivables	140000	274.449,53	527.711,54	-252.842,01	-47,9
Customers - domestic receivables	140030	100,00	-68.085,63	68.185,63	100,1
Customer receivables, domestic (adjustment acct)	140099	-1.020,00	0,00	-1.020,00	0,0
Security deposit (customers)	197000	500,00	0,00	500,00	0,0
Other assets		1.273.171,23	122,00	1.273.049,23	1.043.483,0
Due within one year		1.273.171,23	122,00	1.273.049,23	1.043.483,0
Other accounts receivable		1.273.171,23	122,00	1.273.049,23	1.043.483,0

Increasing Productivity with SAP Fiori



Clear Incoming Payments

SAP GUI

Analyze/Contact Customer

Add Customer Account

Apply Cash Discount

Attach Document

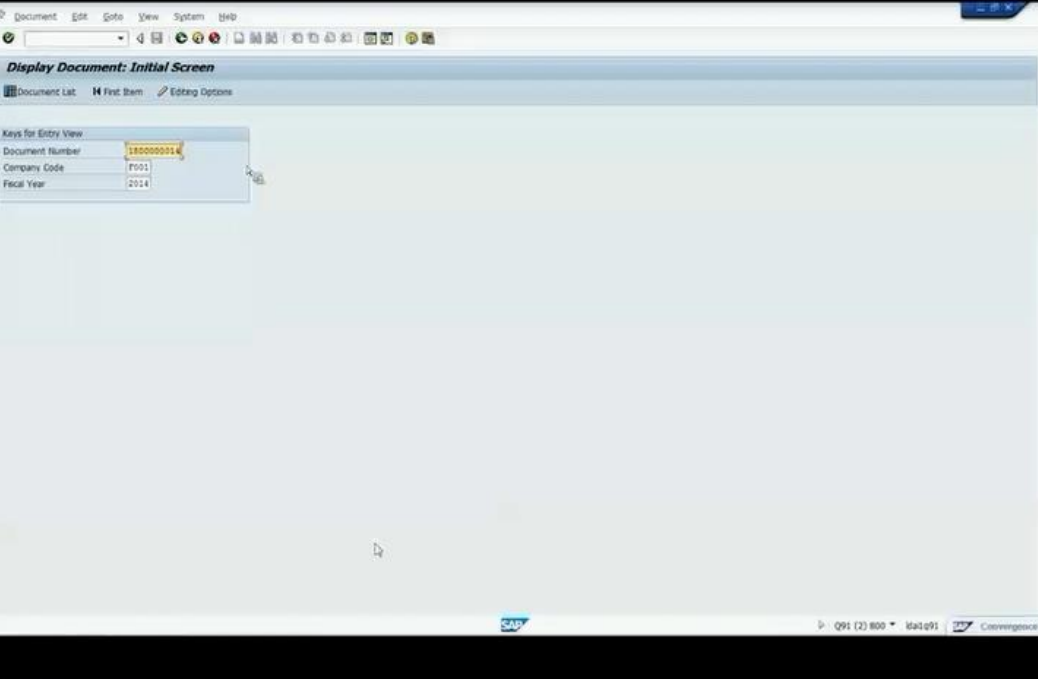
Fiori

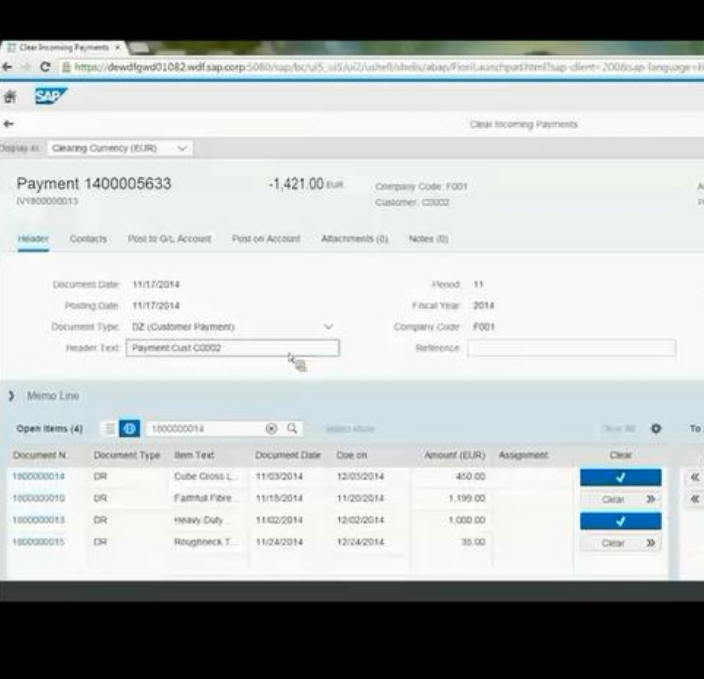
Analyze/Contact Customer

Add Customer Account

Apply Cash Discount

Attach Document






Duration: 00:00:41:08 Clicks: 11

Screen changes: 7 Fields filled: 4

Duration: 00:00:41:08 Clicks: 11

Screen changes: 1 Fields filled: 4



Clear Incoming Payments

Click-Through Video

SAP GUI

Duration: 2:25 mins

Clicks: 49

Screen changes: 26

Fields filled: 9

Fiori

Duration: 1:07 mins

Clicks: 22

Screen changes: 1

Fields filled: 3

53% (78 secs) reduction in duration

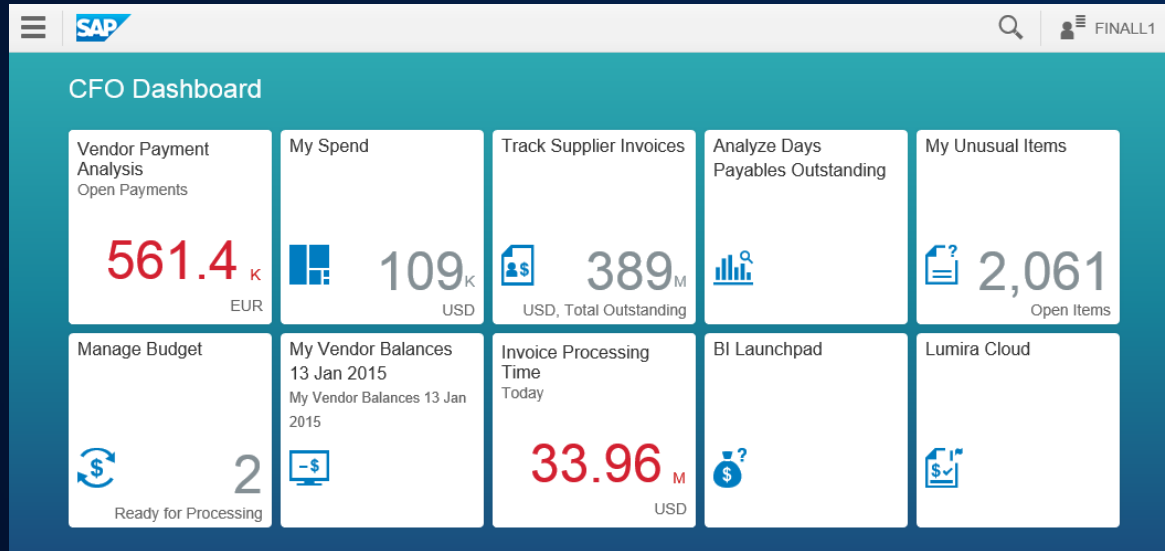
55% (27) reduction of clicks

96% (25) reduction in screen changes

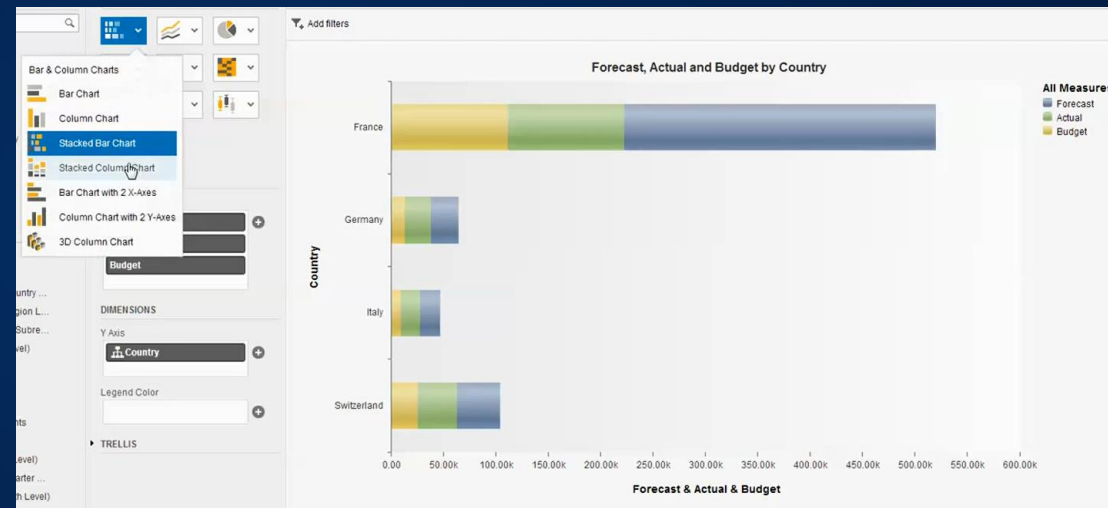
66% (6) reduction of fields filled



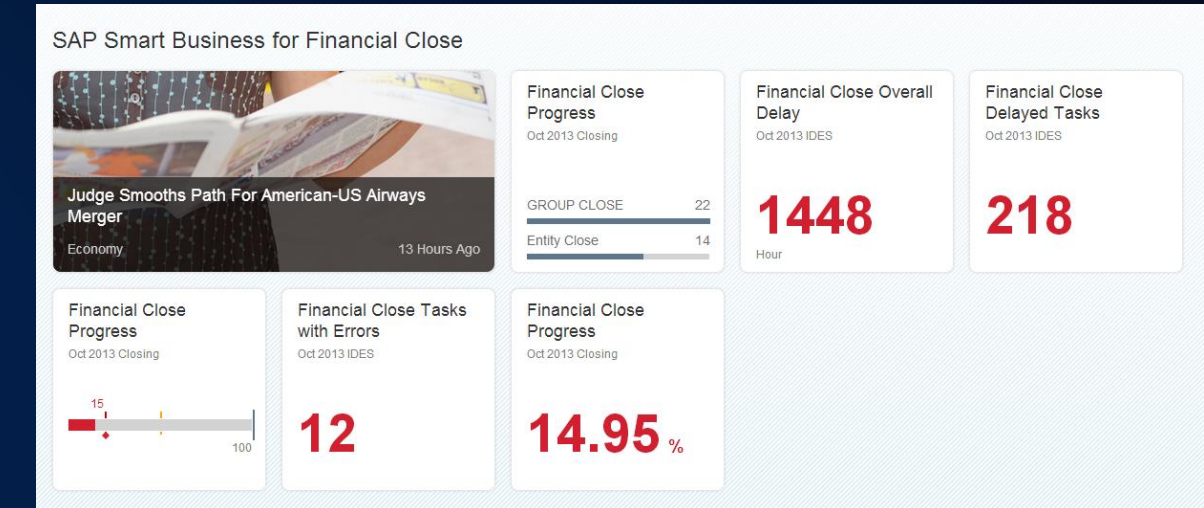
Summary: Accelerating Finance Transformation with SAP S/4 HANA



Real-time management of business processes



Immediate overview of commitments, actuals, and budget consumption



Modernized User Interface drives productivity & adoption

Real-time business processes

Optimized financial and budget processes

Single source of truth with Instant Insight

Analytic, search, and reporting functions & detailed line item browsing

Personalized & modern user experience

SAP S/4 HANA Finance Success

>40%
Faster cost postings

50%
Faster MRP runtimes

33%
Faster monthly closing

20x
Search performance
boost due to SAP
HANA



50%
Faster production
planning operations

83%
Faster fixed asset
processing

49%
Complaint processing
performance

>85%
Faster real-time
analysis of financial
data



>70%
Faster ad hoc requests
against balance sheet
and P&L

80%
Faster material
requirements planning

>70%
Faster batch input
processing

100x
Improved and faster
fraud detection
process



>2,000x
Faster intercompany
reconciliation.
Eliminates the need for
batch processing

80%
Faster report
execution, saving lots
of time for users and
managers

20-30%
Average performance
boost on key
applications

93.75%
Faster reporting on
aging and rediscount
processes (from 2
working days to 1
hour)

45%
Faster execution of
business operations

>90%
Less time and effort
with automatic
revenue reconciliation

80%
Reduction in backup
and restoration
requirements achieved
without any downtime

>50%
Faster tax reporting



* S/4 HANA Project ongoing

Thank You



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