# Limited Ability to Innovate

**28%** Drive business innovation

**72%** Keep the lights on

*Forrester IT Survey, 2013*
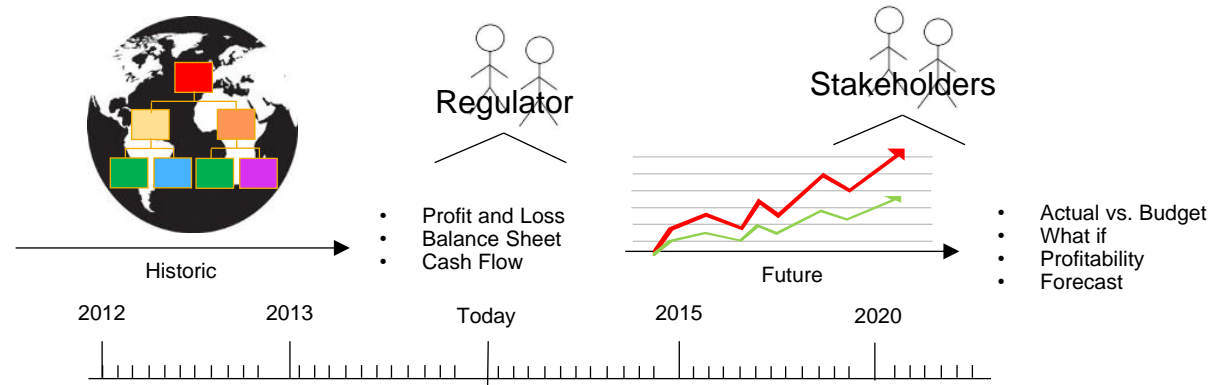
Drive business innovation

Keep the lights on
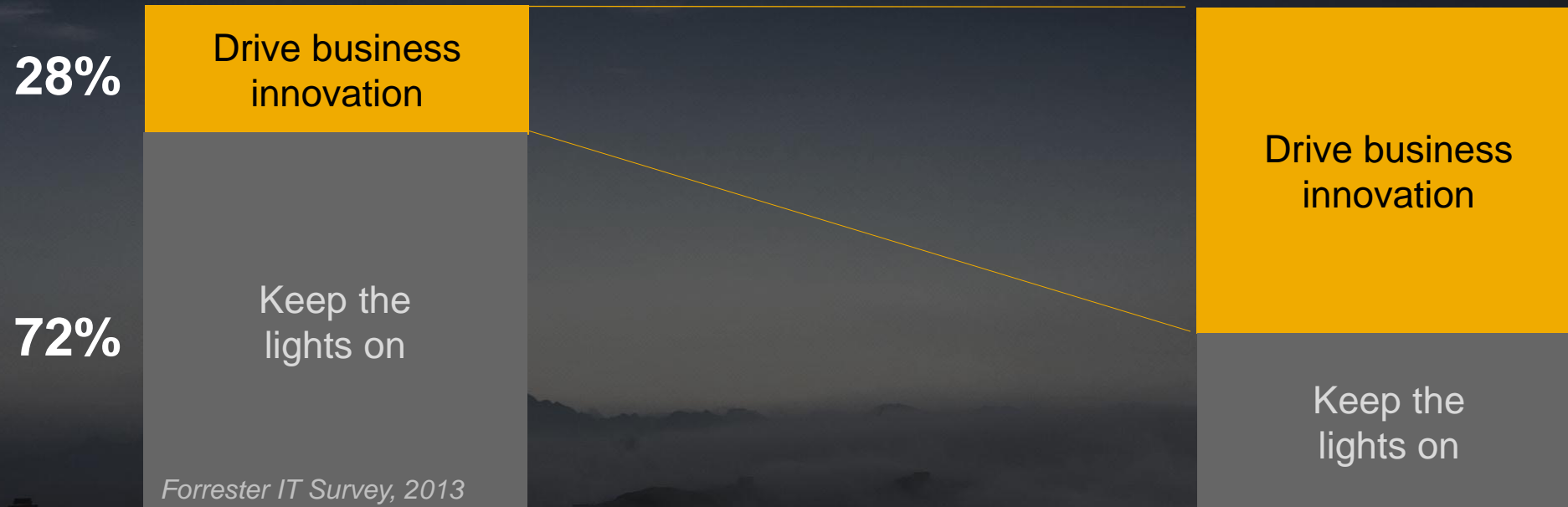
> " 76% of Finance executives believe at least half their time should be on **high-value planning and analytic activities,** though only 55% achieve this
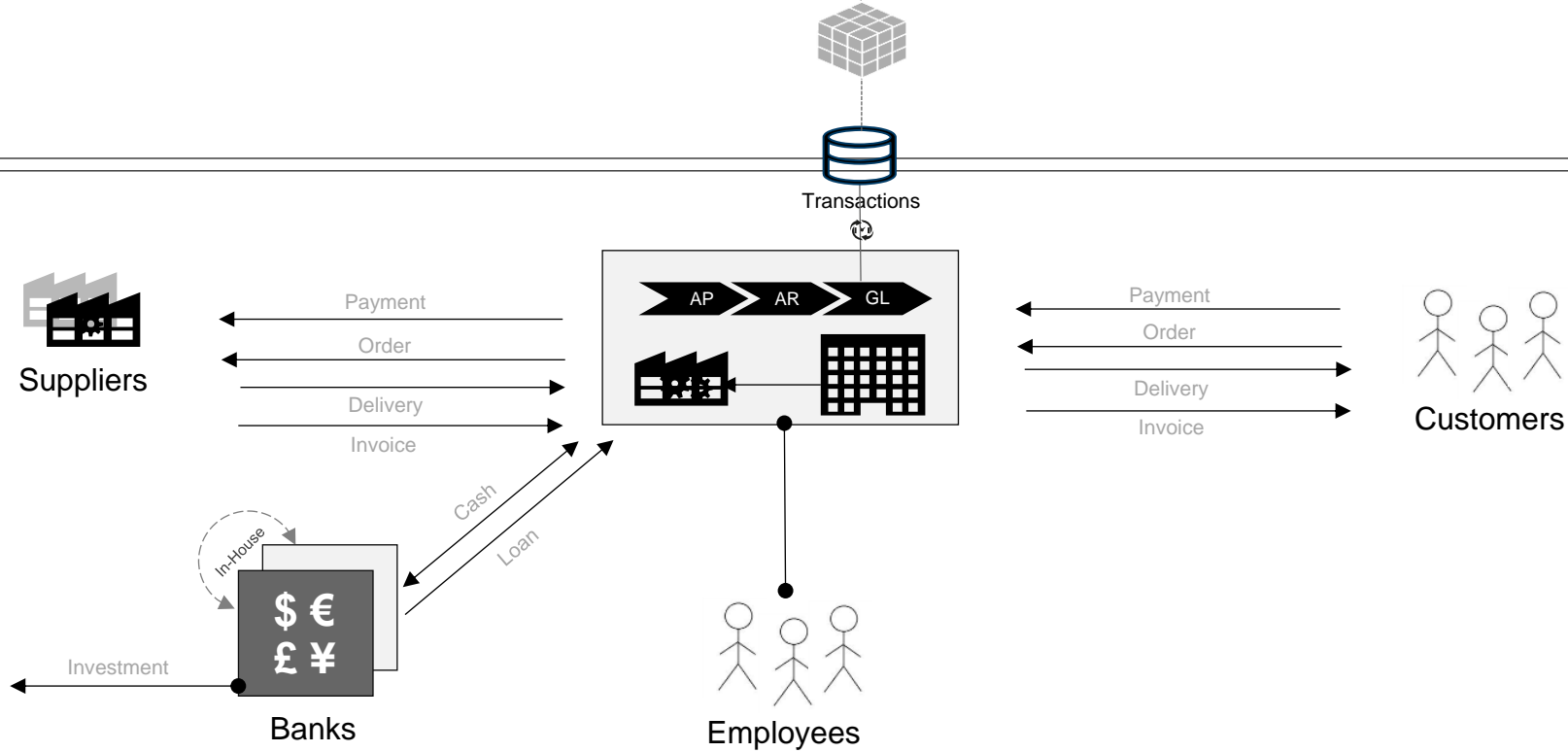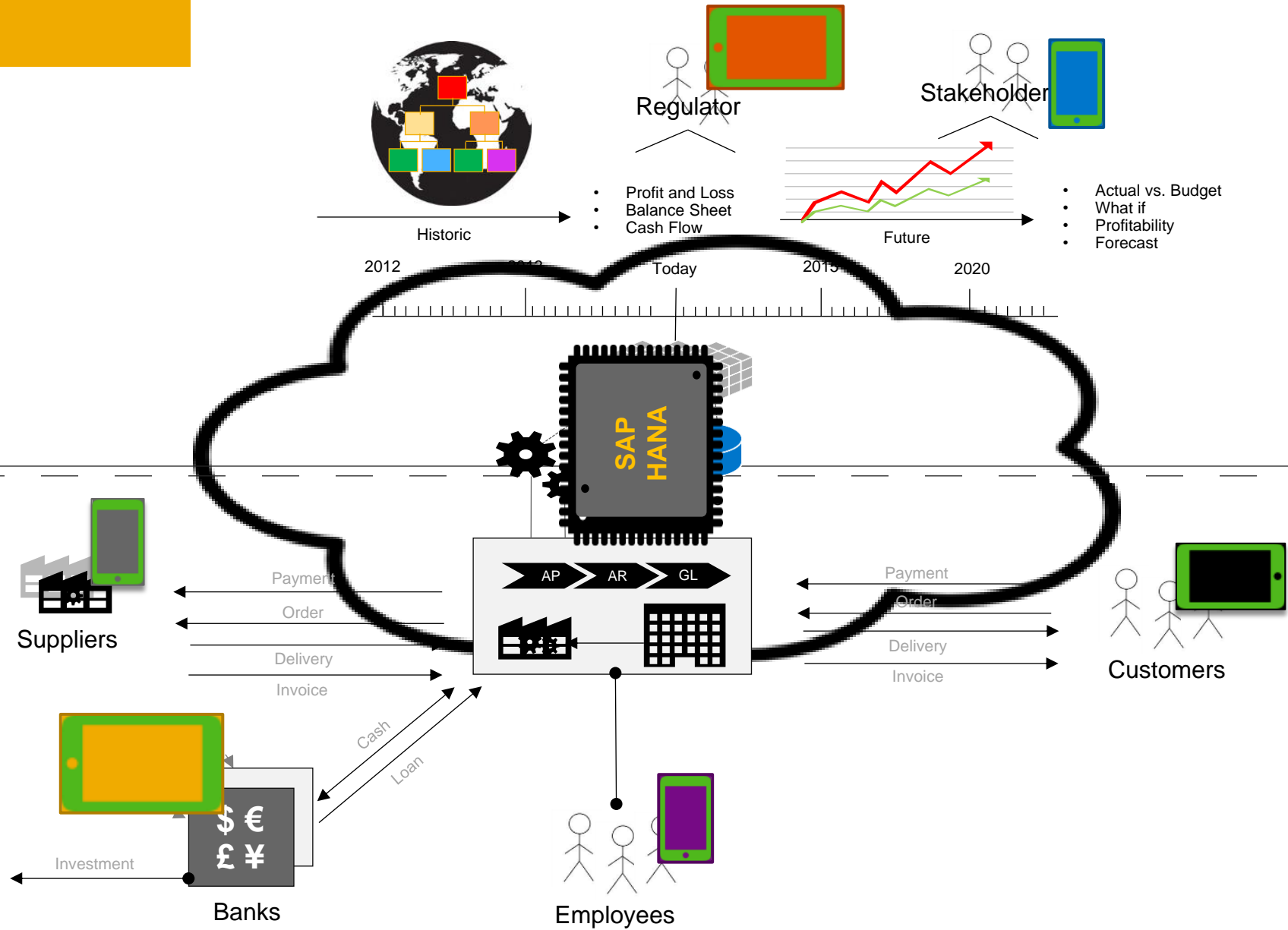>
> *Source CFO.com Research 2013* "

## Performance Management

Regulator
- Profit and Loss
- Balance Sheet
- Cash Flow

Historic

Stakeholders
- Actual vs. Budget
- What if
- Profitability
- Forecast

Future

2012    2013    Today    2015    2020

Transactions

## Operational Management

AP → AR → GL

**Suppliers**
- Payment
- Order
- Delivery
- Invoice

**Customers**
- Payment
- Order
- Delivery
- Invoice

Cash
Loan
In-House

$ €
£ ¥

Investment

**Banks**

**Employees**

Regulator

Stakeholder

• Profit and Loss
• Balance Sheet
• Cash Flow

Historic

• Actual vs. Budget
• What if
• Profitability
• Forecast

Future

2012        2012        Today        2015        2020

Performance Management

Operational Management

SAP HANA

AP    AR    GL

Payment
Order
Delivery
Invoice

Suppliers

Payment
Order
Delivery
Invoice

Customers

Cash
Loan

Investment

$ €
£ ¥

Banks

Employees

# SAP FINANCIALS - INVOICE POSTING

## After Simplification

**Customer**

**Supplier**

**General Ledger**

KNA1

LFA1

SKA1

BKPF

BSEG
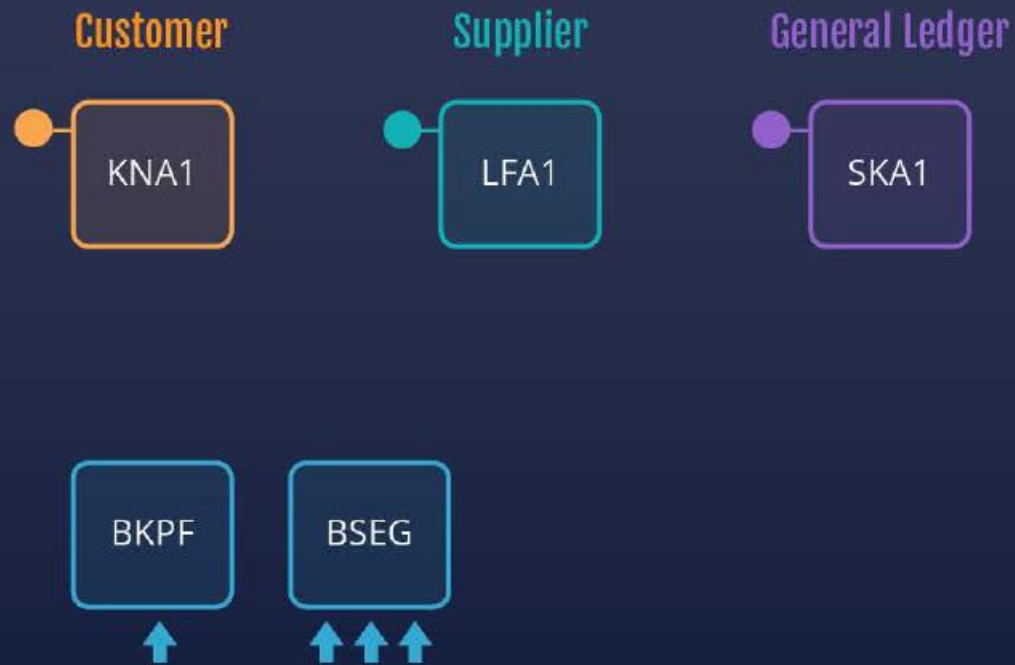
# Aligned

## Single Source of Truth

Provide one-stop access to all financial and non-financial data

Ensure harmonized data without manual reconciliation

Enable flexible data drill-down to actionable information

# Agile

## Real Time Processes

Run event-driven processes with real-time execution

Provide instant insight to action based on real-time information

Reduce operational costs by simplifying landscape

# Predictive

## Dynamic Planning and Analysis

Recognize trends and anticipate future risks earlier

Better understand the impact of changes to your business

Adapt more dynamically to external shifts with a joint plan

# Who runs Simple Finance
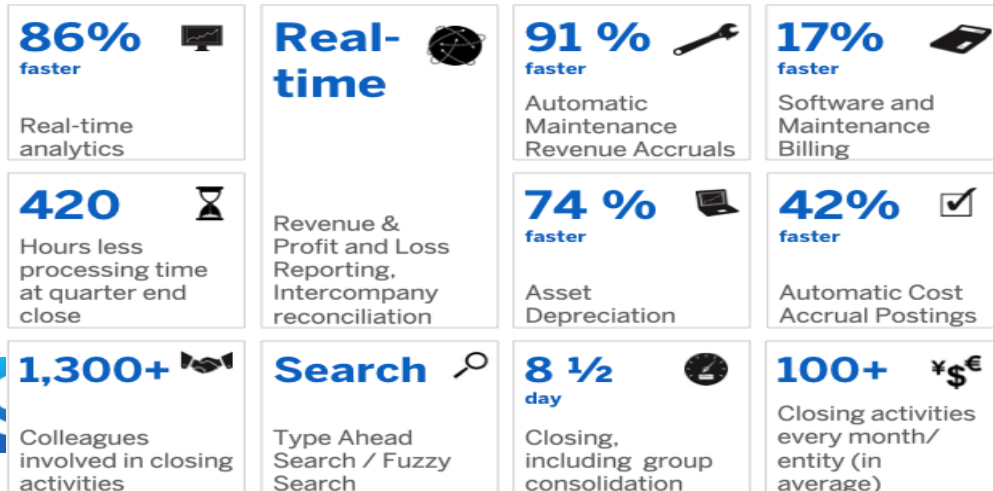
# SAP Business Suite powered by HANA
# SAP Simple Finance

## SAP Business Suite powered by HANA

- SAP Business Suite on HANA (ERP) went live in August 2013 in just 5 months
- Global, single-instance system
- First global Go-Live of ERP on HANA

## BUSINESS BENEFITS

- **Financial close processes** streamlined and with higher quality
- **SAP TOP in FAST CLOSE** is the first DAX 30 company to report
- **Batch jobs eliminated** cutting cycles to real-time (e.g. Inter/Co)
- **Effective collaboration** between LoB's, e.g. Receivables Manager
- **Risk & compliance** via real-time fraud detection management
- **Radical simplification** of the technology stack

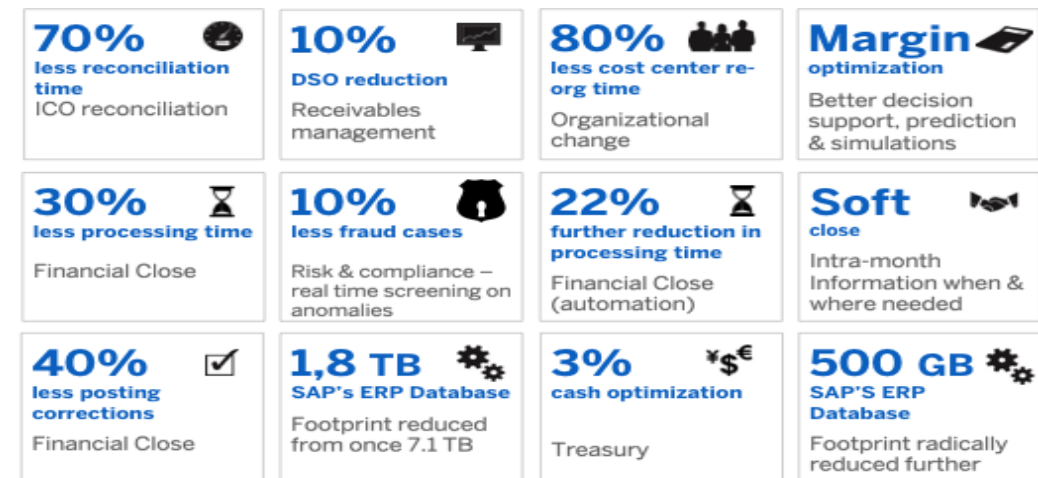| | | | |
|---|---|---|---|
| **86%** faster<br>Real-time analytics | **Real-time**<br>Revenue & Profit and Loss Reporting, Intercompany reconciliation | **91 %** faster<br>Automatic Maintenance Revenue Accruals | **17%** faster<br>Software and Maintenance Billing |
| **420** Hours less processing time at quarter end close | | **74 %** faster<br>Asset Depreciation | **42%** faster<br>Automatic Cost Accrual Postings |
| **1,300+** Colleagues involved in closing activities | **Search**<br>Type Ahead Search / Fuzzy Search | **8 ½** day<br>Closing, including group consolidation | **100+** Closing activities every month/ entity (in average) |

## Simple Finance

- Simple Finance Add-On went live in April 2014 in just 55 days
- Global, single-instance ERP system
- First global Go-Live of Simple Finance

## BUSINESS BENEFITS

- **Financial close processes** radically streamlined with high quality
- **Financial Insights** – Reporting with no limitations – elimination of aggregates and indices allows full reporting flexiblity
- Combined External and internal accounting
- **Role based user interface** – easy to consume and effective to use
- **Business agility** – Org. changes reflected in 1 day (vs. 1 week)
- **Soft Financial Close** - Intra month where & when needed

| | | | |
|---|---|---|---|
| **70%** less reconciliation time<br>ICO reconciliation | **10%** DSO reduction<br>Receivables management | **80%** less cost center re-org time<br>Organizational change | **Margin** optimization<br>Better decision support, prediction & simulations |
| **30%** less processing time<br>Financial Close | **10%** less fraud cases<br>Risk & compliance – real time screening on anomalies | **22%** further reduction in processing time<br>Financial Close (automation) | **Soft** close<br>Intra-month Information when & where needed |
| **40%** less posting corrections<br>Financial Close | **1,8 TB** SAP's ERP Database<br>Footprint reduced from once 7.1 TB | **3%** cash optimization<br>Treasury | **500 GB** SAP'S ERP Database<br>Footprint radically reduced further |

# Zurich Insurance Group: Testing and Validating the SAP HANA® Platform for Finance Transformation

**Company**
Zurich Insurance
Group (Zurich)

**Headquarters**
Zurich

**Industry**
Insurance

**Products and Services**
General and Life insurance

**Employees**
55,000

**Profit**
US$4.7 billion

**Web Site**
www.zurich.com

**Objectives**
- Drive a global finance transformation to align with strategic group priorities
- Deliver one common consolidated accounting system for all countries
- Enable highly integrated and standardized processes
- Accelerate key processes like financial close and reporting
- Roll out globally consistent accounting and operational procedures that comply with company standards

**Resolution**
- Implement a common SAP® software platform, chart of accounts, and reporting dimensions across the globe
- Test and validate the financials add-on for SAP Business Suite powered by SAP HANA®
- Simplify IT by removing data replications and redundancies

**Benefits validated**
- Ability to redesign finance processes to make them simpler and allow them to be completed on the fly
- Completed a prototype for accelerating financial close processes and reporting and to achieve greater granularity within reports
- Potential to use general ledger postings directly as one source of data for consolidation with no data replication or redundancy
- Removal of restrictions on data volume, enabling a one-client strategy
- Fast deployment of the add-on with limited effort

**>50%**
Faster runtime for foreign currency revaluation*

**1,000x**
Faster reporting (from 15 minutes to 1 second)*

**>65%**
Faster financial close processes*

**4 hours**
Saved on allocation runtime*

*Results of a validation project by Zurich.

"Zurich wanted to be one of the first customers to evaluate the financials innovation delivered with SAP HANA. Deployed as a simple add-on for SAP Business Suite powered by SAP HANA, we are really impressed by the results in terms of the performance, simplification, and agility it could bring to our finance community".

Wilco Boosman, Director SAP Convergence, Zurich Insurance Group (Zurich)

# Thank You!

Gugliemo Persani

VP Business Analytics South EMEA
e-mail: gugliemo.persani@sap.com

# Teatro Finance @ SAP Forum – Sessioni Pomeridiane

| Orario | Partner | Titolo | Caso Cliente |
|---|---|---|---|
| 14.30 – 14.55 | Qintesi | Ottimizza i tuoi processi di Group Closing & Reporting con SAP HANA | Il caso Saipem |
| 15.10 – 15.35 | PWC | Governare il processo di gestione dei crediti nelle utilities con gli Analytics. | Il caso TEA |
| 15.50 – 16.15 | Exprivia | Dietro ogni problema c'è un'opportunità". Coglila grazie all'innovazione di SAP orientata ai processi Finance. | |
| 16.30 – 16.55 | SAP | Simplify Finance – Silvia Populin | |

# © 2014 SAP SE or an SAP affiliate company. All rights reserved.