

Trend tecnologici e trasformazione digitale della funzione Finance

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Public

A note on sources

This presentation draws liberally on primary field research conducted by CFO Research in the past twelve months. Details on several CFO Research studies that figure prominently in this presentation are outlined below:

Title	Methodology	Date
<i>Q2-2015 Business Outlook Survey</i> (CFO Research with Duke University)	<ul style="list-style-type: none">• Survey of 870 senior finance executives• Global response base	June 2015
<i>2015 Global Business and Spending Monitor</i> (CFO Research on behalf of American Express)	<ul style="list-style-type: none">• Survey of 565 senior finance executives• 72% from \$1B+ companies• Global response base	March 2015
<i>The Future of Financial Planning and Analysis</i> (CFO Research on behalf of SAP)	<ul style="list-style-type: none">• Survey of 335 senior finance executives• All responses from \$500M+ companies	May 2015
<i>The Next Generation of Cash Management</i> (CFO Research on behalf of SAP)	<ul style="list-style-type: none">• Survey of 371 senior finance executives• 80% of responses from \$500M+ companies	June 2015

Q2-2015 Business Outlook Survey (CFO Research with Duke University) :

Each quarter, CFO Publishing, in partnership with Duke University

CFOs' Top Concerns—By Region—Ranked—Q2 2015					
	Europe	US	Latin America	Asia (ex China)	China
Economic uncertainty	1	1	1	1	2
Currency risk	2	12	2	8	14
Weak demand for products/services	3	6	4	2	9
Government policies	4	5	3	3	4
Access to capital	5	9	9	5	7
Regulatory requirements	6	4	5	11	11
Attracting /retaining employees	7	3	13	4	3
Employee productivity	8	10	8	6	5
Rising wages/salaries	9	11	14	10	1
Employee morale	10	8	15	7	8
Data security	11	7	16	15	17
Cost of benefits	12	2	11	16	10
Corporate tax code	13	13	6	12	6

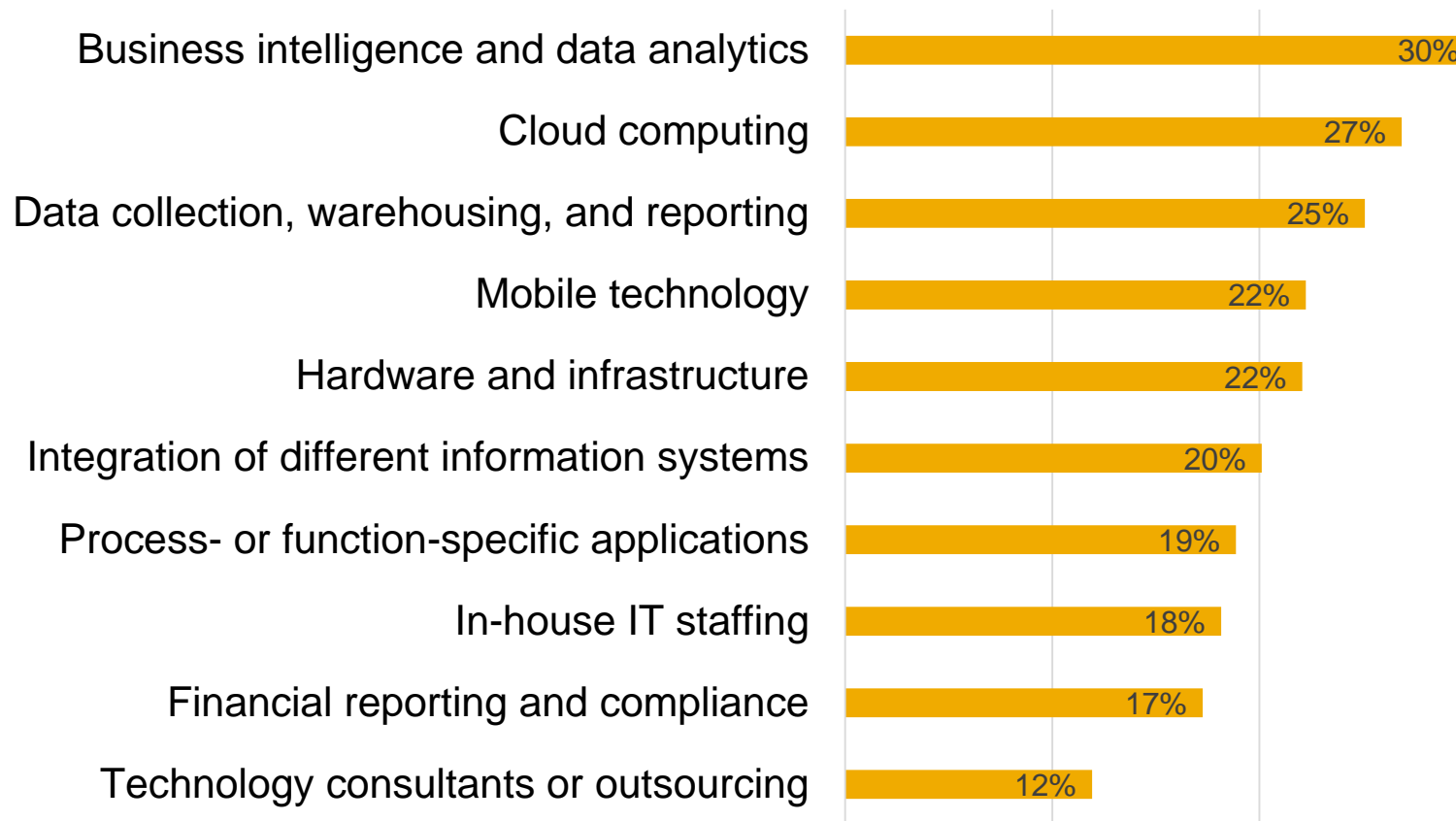
Source: CFO/Duke University Outlook Survey

In the Q2 2015 survey, 870 respondents from around the world weigh in on the macroeconomic and firm-specific matters that matter the most.

The data reveals noteworthy regional distinctions, along with a few common concerns among regions.

Priorities for IT spending suggest that CFOs seek sophisticated applications for business analysis

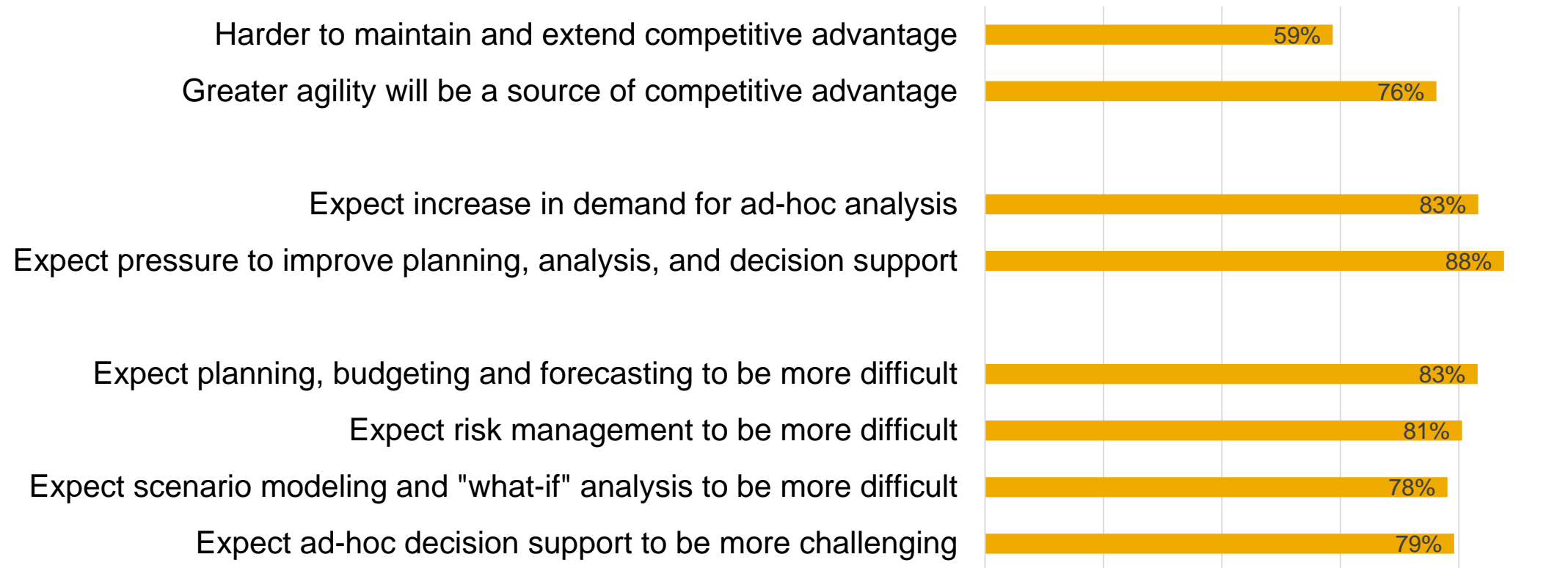
Most critical needs for increasing IT spending



Source: "2015 Global Business and Spending Monitor," CFO Publishing and American Express, March 2015.

CFOs expect challenging conditions; foresee greater pressure on finance to improve its response

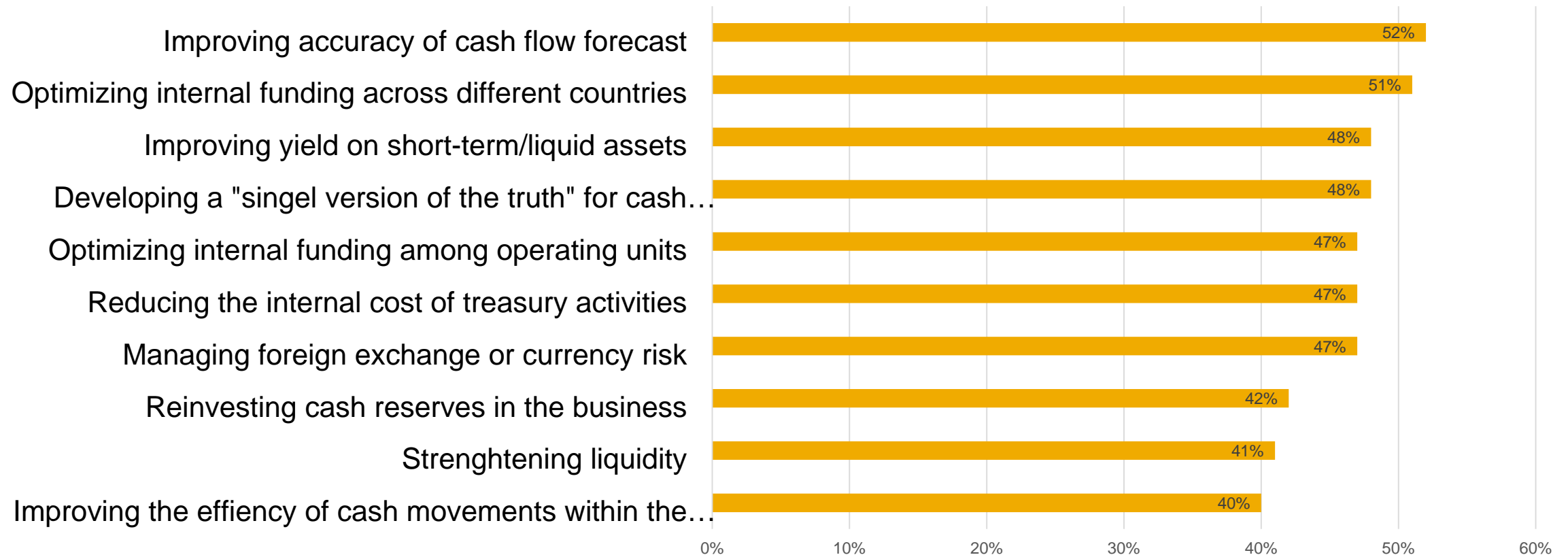
In the next two years...



Source: "The Future of Financial Planning and Analysis," CFO Publishing and SAP, May 2015.

Treasurers say they will need a better understanding of the company's cash position and forecasts, across all groups and business units

"How would you rate your treasury function on the following capabilities?" : "Needs Improvement"



Source: "Next-Generation Needs for Cash Management", CFO Publishing and SAP, June 2015.

SAP's Response: Helping Finance Run Simple



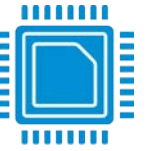
We attacked **complexity** in finance by re-building our global, comprehensive solution to take advantage of SAP HANA.

With the resulting **simplicity**, IT enables finance to operate more strategically.

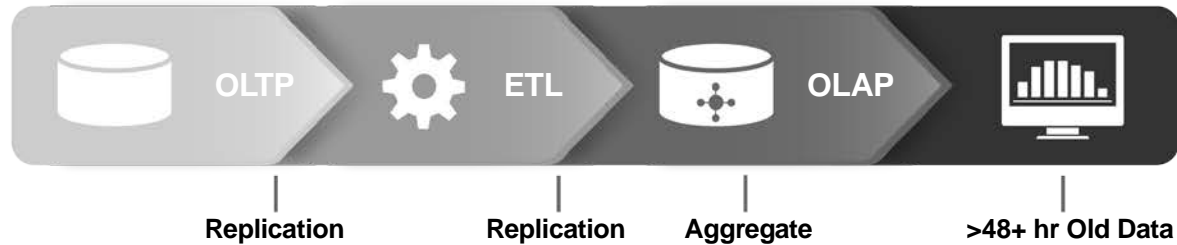
SAP CEO Bill McDermott announces SAP Simple Finance at the 2014 SAPPHIRE NOW conference

Why is SAP HANA essential to finance?

The uniqueness of the SAP HANA platform



Complex



Redundant data tied together by ETL processes keeps finance in a reactive stance

- ❑ **Disparate:** must find, reconcile data manually between systems
- ❑ **Batch oriented:** inherent latency with scheduled jobs
- ❑ **Inefficient:** must create many inflexible structures and interfaces to boost performance

Simple



One in-memory platform to drive strategic financial insight on live data

- ❑ **OLTP and OLAP together:** one copy of data for simplified landscape, processes, and analysis
- ❑ **Real-time:** no more batch—instant access to any financial insight, plus prediction and simulation
- ❑ **Columnar data store:** boosted analytical performance and reduced resource use

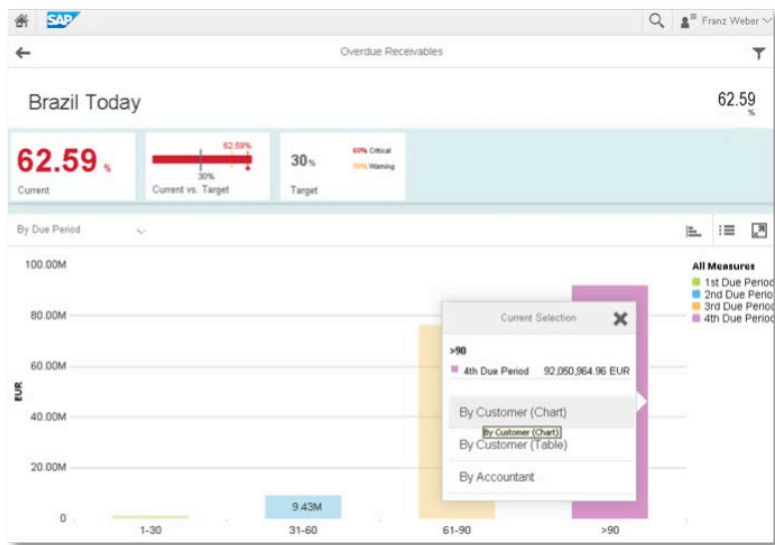
Personalized, instant insight across finance and controlling.

Role-based view to get the job done the way finance users work

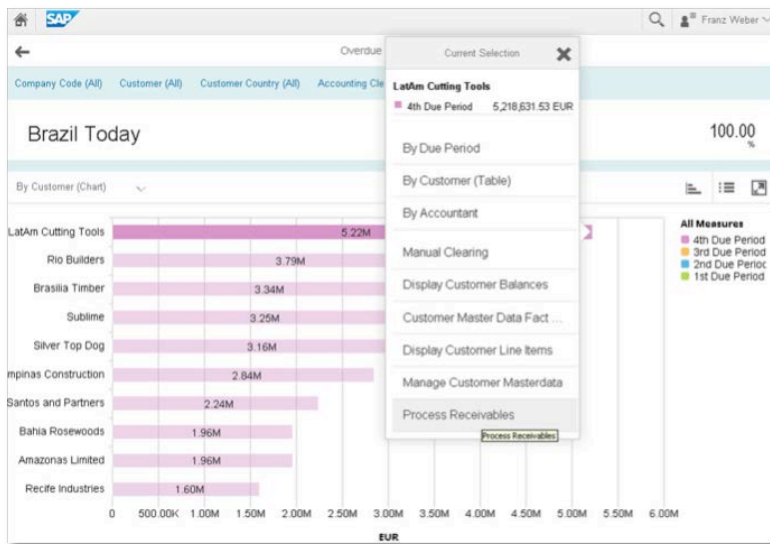




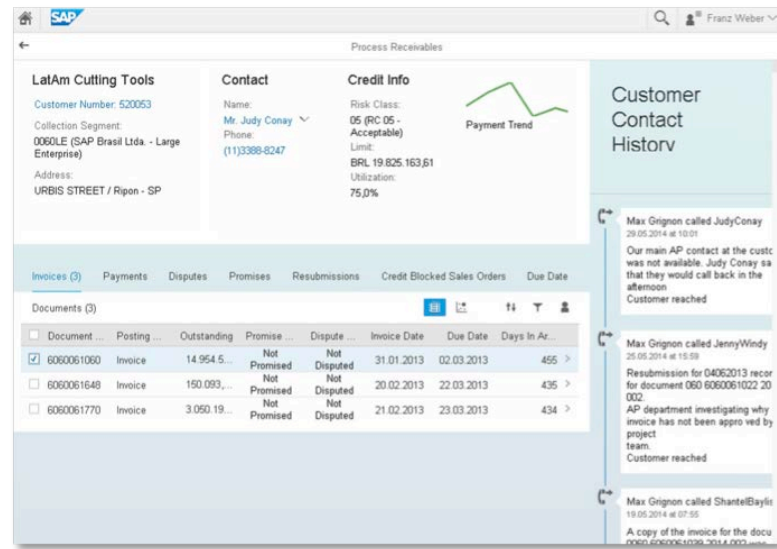
Instant access anywhere with drill-down to lowest detail



All overdue receivables



Drill-down to customer level



Drill-down to invoice details

Innovations of SAP S/4 HANA for Finance:

Transform Finance with instant insight



SAP S/4HANA Finance



Roles

Ensure one source of the truth for finance data for enterprise-wide consistency to minimize reconciliation and errors

Enable real-time processes for instant insight to make timely and relevant decisions

Use prediction, simulation and analysis to evaluate financial implications of strategic business options

SAP S/4 HANA for Finance enables all finance processes





Thank you

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