

Release 10.0 of SAP BusinessObjects EPM Solutions

Bryan Katis, VP and GM EPM Solutions
November 2011

Delivering on a promise

Announced our road map

We first announced our enterprise performance management (EPM) road map in June 2008 following the acquisition of the BusinessObjects portfolio.

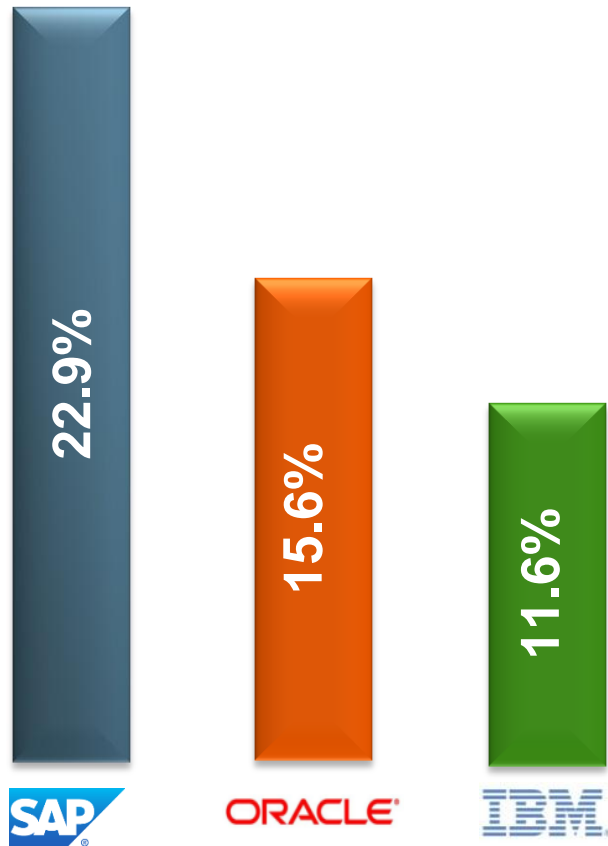


Delivered three major releases

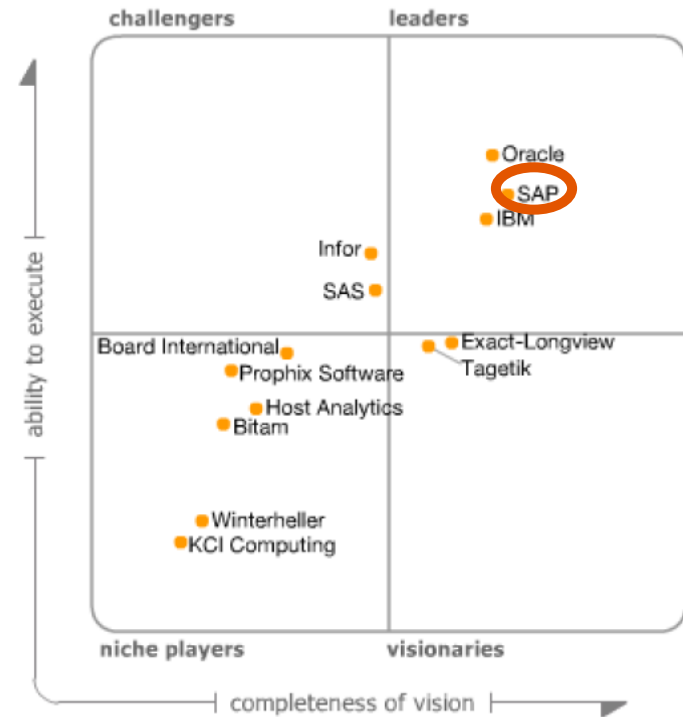
Since then we have delivered every release as promised, making good on our commitment to our customers.



Extending our leadership in EPM, business intelligence, and analytics



Gartner BI, Performance Management and Analytic Applications Market Share, 2010



Gartner

Gartner CPM Suites Magic Quadrant, 2011

Enabling our customer success

60%

faster
reporting cycle
time



66%

less time to
forecast monthly
revenue



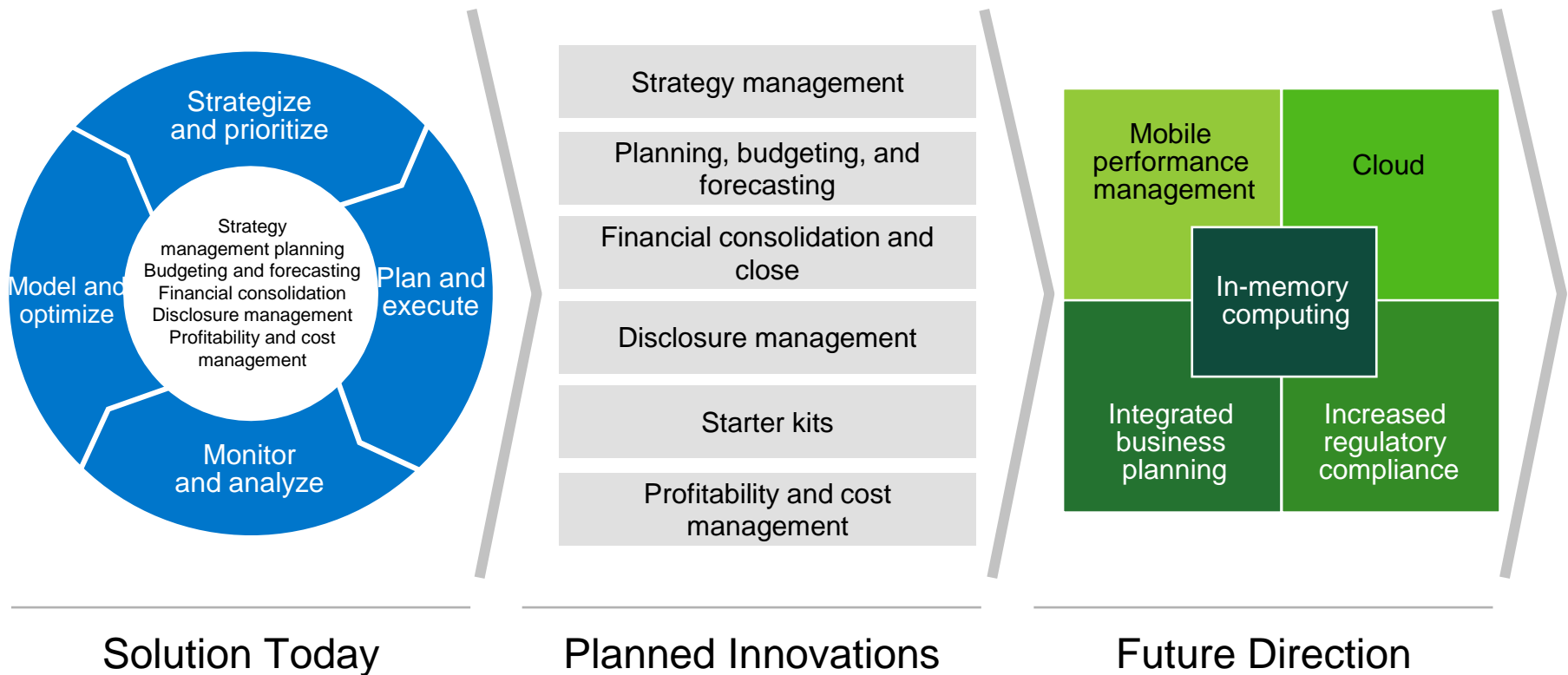
55%

reduction in time
to allocated
product costs



Source: SAP BusinessObjects Business Transformation Studies Case from www.sap.com/epm

Overview of SAP road map for enterprise performance management for finance



SAP BusinessObjects Enterprise Performance Management solutions 10.0



Unified

Common interfaces for a positive user experience that leads to quicker adoption and improved productivity

Deeper integration with SAP NetWeaver technology platform, SAP ERP, and other business analytics applications improves manageability and reduces cost of ownership



Comprehensive

Prepacked best practice-based solutions for specific industries and lines of business deliver faster time to value with better results

Most complete suite of EPM solutions including disclosure management functionalities that accelerate the “last mile of finance”



Transformational

Mobile performance management increases productivity and helps organizations become more agile, more responsive, and better equipped to succeed

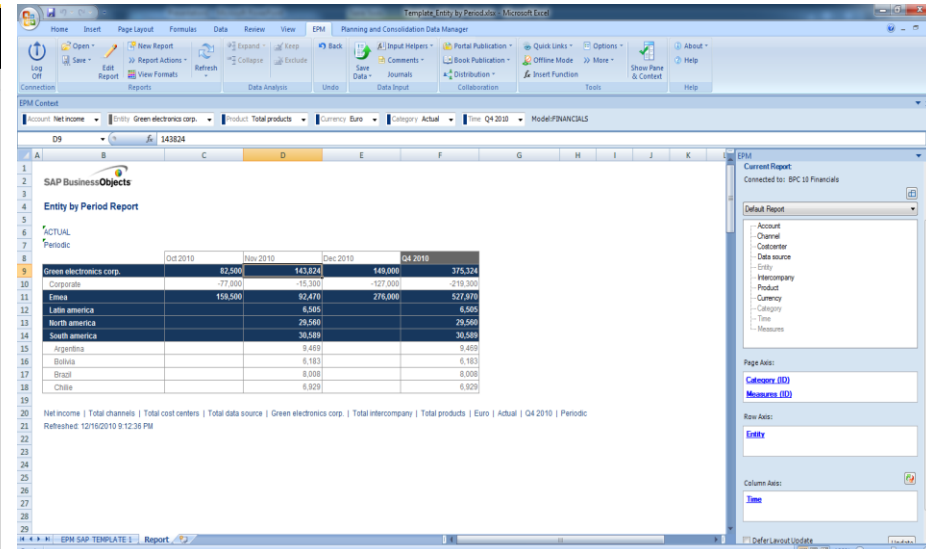
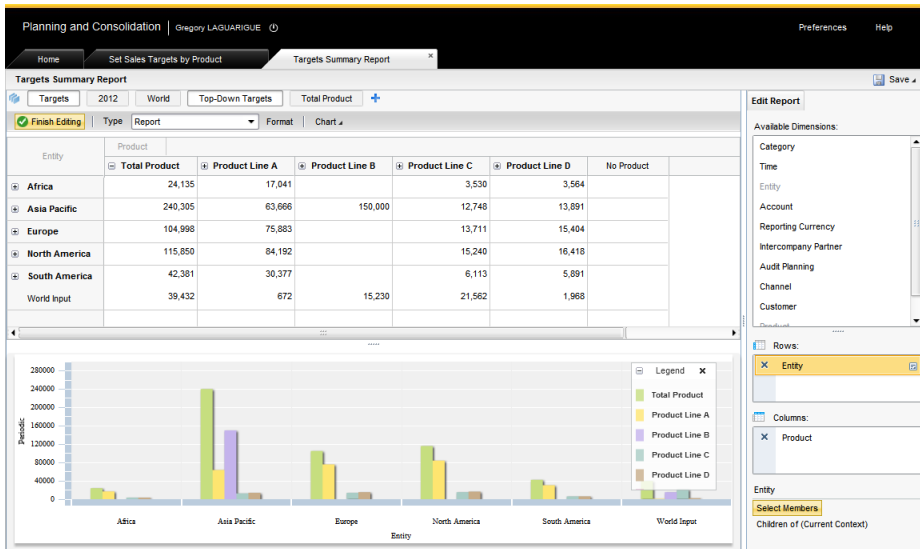
Powered by SAP HANA, applications provide instant insight and allow users to plan at levels of detail never before possible

SOLUTION TODAY

Unified

New, common interfaces and standards create a positive user experience.

Integration with SAP NetWeaver, SAP ERP, and other business analytics applications improves manageability and reduces cost of ownership.

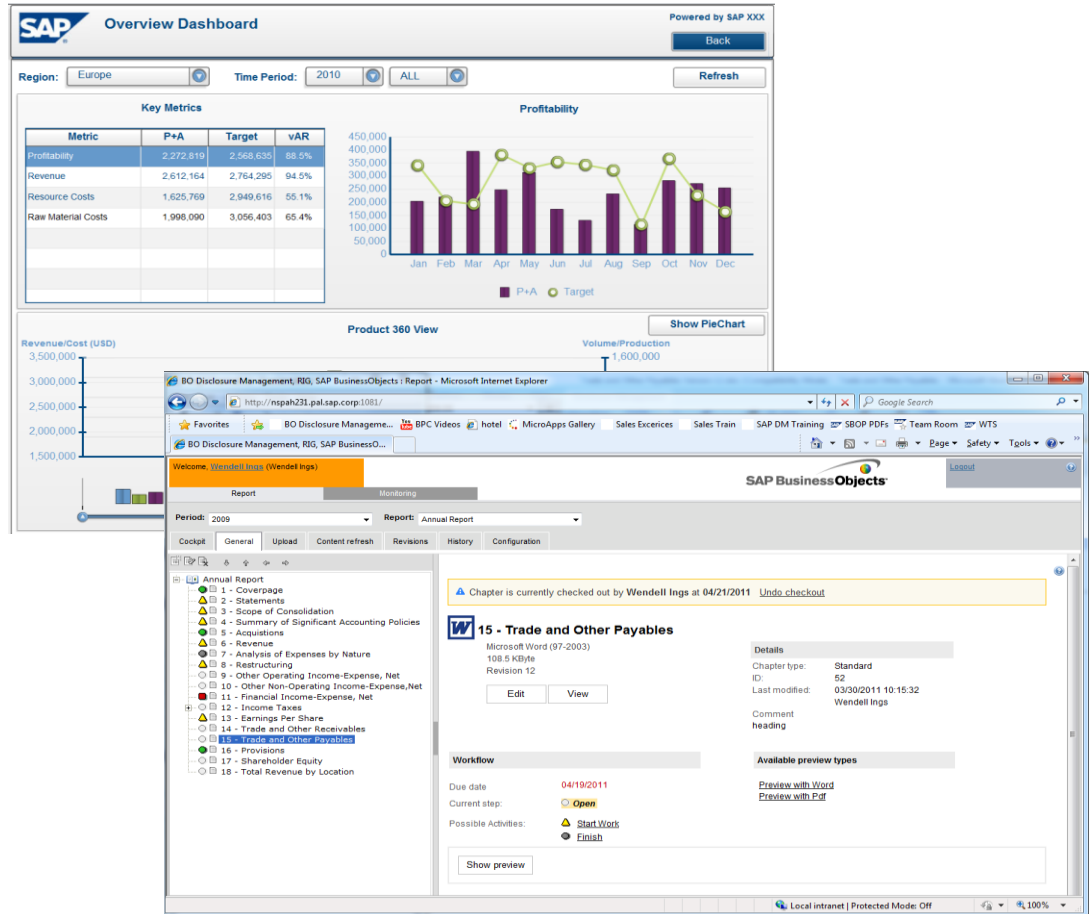


SOLUTION TODAY

Comprehensive

Ready-to-use solutions for industries and lines of business reduce time to value and help organizations run better.

New features and functions including disclosure management to support the last mile of finance.



SOLUTION TODAY

Transformational

Mobile technologies and in-memory computing transform the way people work, helping them and their organizations become more agile, more responsive, and better equipped to succeed.



SOLUTION TODAY

INSERT DEMO SLIDE

SOLUTION TODAY

Planned key innovations for enterprise performance management for finance

	Key Needs	Key Innovations
Strategy management	<ul style="list-style-type: none"> • Desire to leverage industry best practices and learn from peers 	<ul style="list-style-type: none"> • Improved ease of use, lower cost of ownership with industry-specific content
Planning, budgeting, and forecasting	<ul style="list-style-type: none"> • Growing aspiration to integrate planning processes across the organization • Need to address increasing data volumes 	<ul style="list-style-type: none"> • In-memory enabled planning processes
Financial consolidation and close	<ul style="list-style-type: none"> • Increased pressure for an integrated end-to-end financial close and reporting solution to accelerate the closing process without sacrifice of compliance, control, or flexibility 	<ul style="list-style-type: none"> • Enhanced integration of master data, intercompany and disclosure management • Performance enhancements in reporting via SAP HANA and improved support for time-dependent reporting
Disclosure management	<ul style="list-style-type: none"> • Need to cope with an ever more complex “last mile of finance” process changing regulatory reporting rules 	<ul style="list-style-type: none"> • Planned support for additional regulatory formats and filings
Financial close starter kits	<ul style="list-style-type: none"> • Ability to speed deployments and effectively comply with financial regulations 	<ul style="list-style-type: none"> • Enhancements to the scope of delivered content and the regularly supported rules
Profitability and cost management	<ul style="list-style-type: none"> • Increasing focus on analysis and decision making requires greater insight across broader teams 	<ul style="list-style-type: none"> • Advanced integration with best-in-market business intelligence solutions

PLANNED INNOVATIONS

Key trends driving the future for enterprise performance management

Growing need for integrated business planning

- Enabling planning processes spanning strategic planning, financial planning, and sales and operations planning

Increased regulatory complexity

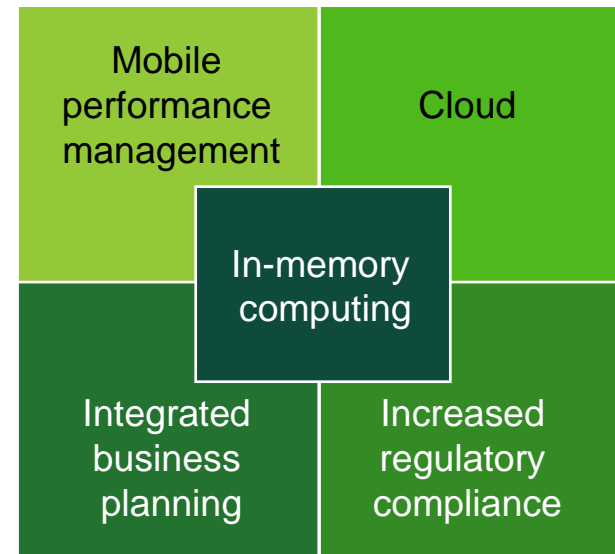
- Support adoption of changing standards such as XBRL and IFRS and changing attitudes toward risk

Increasing number of deployment options and need to manage processes anytime, anywhere

- On-premise, hosted, virtual, and cloud
- EPM solutions on mobile devices and tablets

Growing challenge of “big data”

- Increased organizational complexity requires organizations to collect, analyze, and report on increasing volumes of data to spot key business trends



FUTURE DIRECTION

Summary

Delivering on our commitments to customers

A unified, comprehensive and transformational EPM suite

Leverages new and exciting technologies and delivers brand new functionalities to customers

Supported by a long-term strategic road map focused on delivering game-changing innovations

Find out more about our EPM and finance solutions at www.sapcfo.com

The screenshot shows the SAP CFO and Finance Leadership Center website. At the top, the SAP logo and tagline 'The Best-Run Businesses Run' are visible, along with the location 'United States' and links for 'Contact Us' and 'Visit SAP.com'. The navigation menu includes 'CFO and Finance Leadership Center' and several sub-links: 'Manage Financial Performance', 'Learn About Finance Transformation', 'Manage Risk & Compliance', 'CFO Case Studies/Videos', 'Manage Efficiency in Finance', and 'All CFO Events & Downloads'. A 'Finance News' section is also present. The main content area features a large banner with the headline 'Giving CFOs the visibility to lead' and a sub-headline: 'Learn how to achieve a 360-degree view of the enterprise and drive financial excellence. Gain insights and strategies to increase total shareholder value, maintain both external and internal confidence, and improve finance efficiency.' Below the banner is a 'Learn about finance transformation' button. The page is divided into three columns of content: 'Manage Financial Performance' (Outperform stakeholders' financial expectations with performance management solutions that ensure a predictable performance. Learn more), 'Manage Compliance & Risk' (Effectively manage risk and compliance and deliver a fast and accurate financial close. Learn more), and 'Manage Efficiency in Finance' (Improve service for business users while gaining efficiencies that drive down the cost of finance. Learn more). A green box on the right contains the text 'How do best-in-class CFOs lead? See how top CFOs are leading their companies through today's challenges. Access our CFO Resources'.



Thank You

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