

Enhance Your Business Performance with Integrated Cloud Solutions

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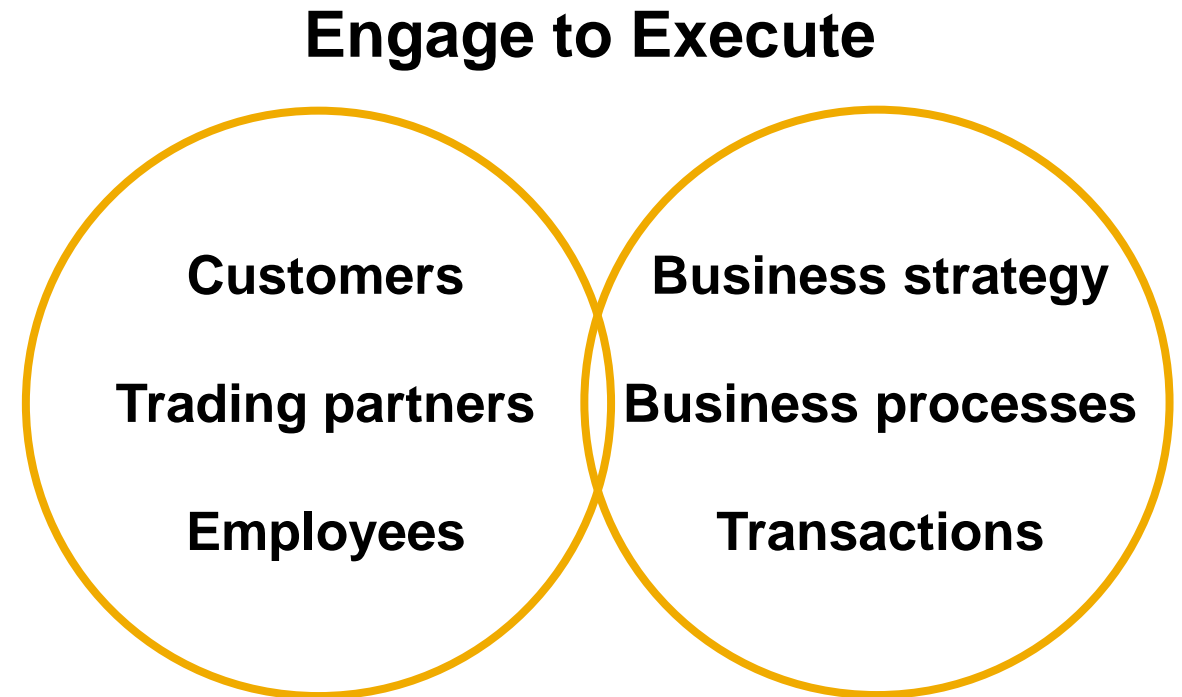
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Business Velocity

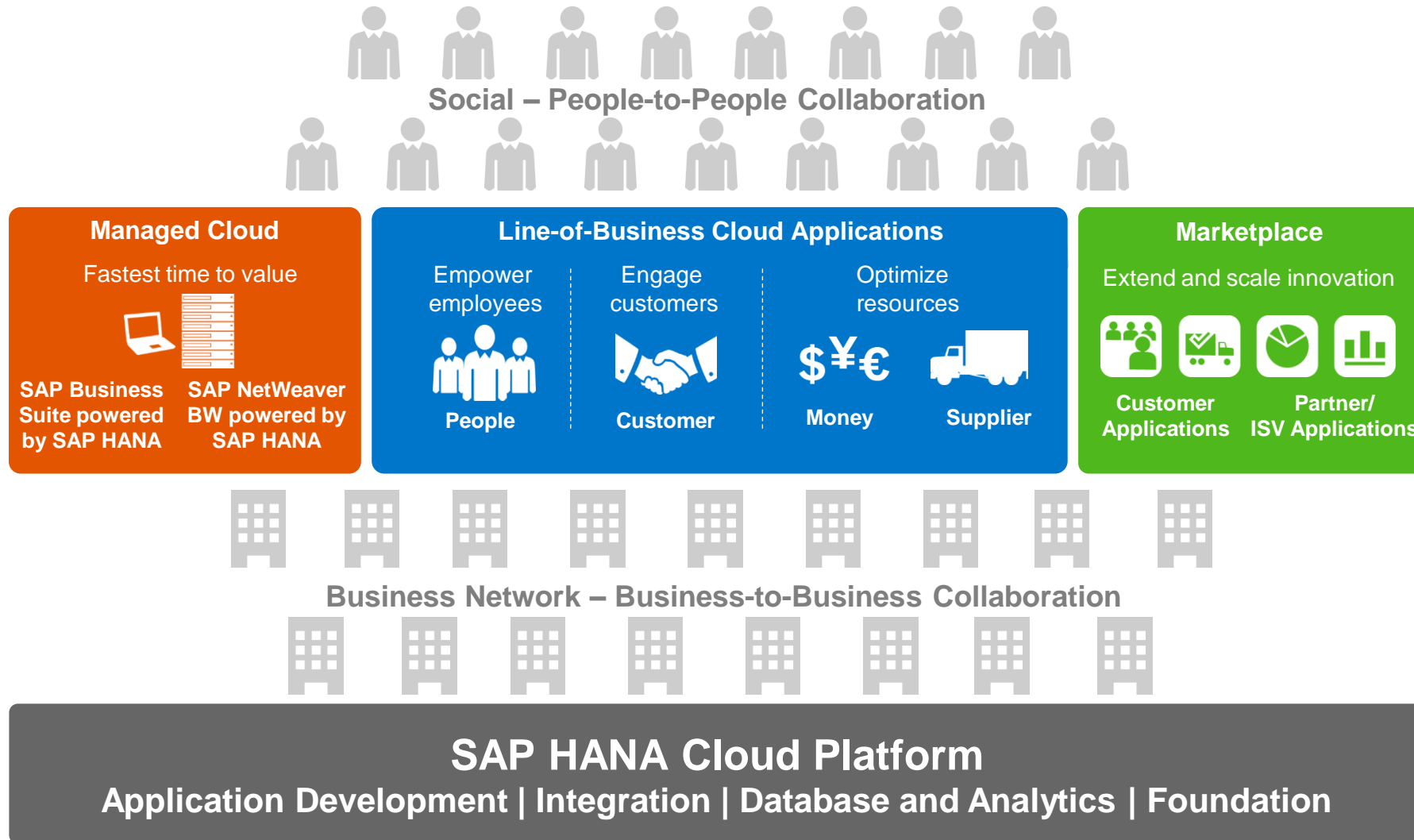
It's about leveraging state-of-the-art technology to run your business at the right speed, in the right direction, to succeed – for every strategic function inside and outside your enterprise.

- Focuses on the **right mix of cloud, hosted, and on-premise technology**
- Offers a **dynamic adoption** model based on your unique situation, challenges, and existing investments
- Your starting point helps define what is **right** for you



SAP Cloud Strategy and Positioning

One common cloud platform



SAP Cloud Applications

SOCIAL COLLABORATION WITH SAP JAM

LINE OF BUSINESS CLOUD APPS



PEOPLE

Core HR Cloud

- Employee Central (EC)
- EC Payroll

Performance Cloud

- Performance & Goals
- Compensation
- Succession & Development

Learning Cloud

Recruiting Cloud

HR Analytics Cloud

- Workforce Analytics
- Workforce Planning



CUSTOMER

Customer Cloud

- Cloud for Sales
- Cloud for Service
- Cloud for Marketing
- Cloud for Social Engagement
- Social Media Analytics by Netbase



MONEY

Financial Cloud

- Cloud for Financials
- Cloud for Travel
- Invoice Pro (Ariba)
- Business ByDesign
- Business One Cloud
- Sales & Operations Planning



SUPPLIER

Sourcing Cloud

- Sourcing Pro
- Discovery
- Contract Pro
- Supplier Info Management

Procurement Cloud

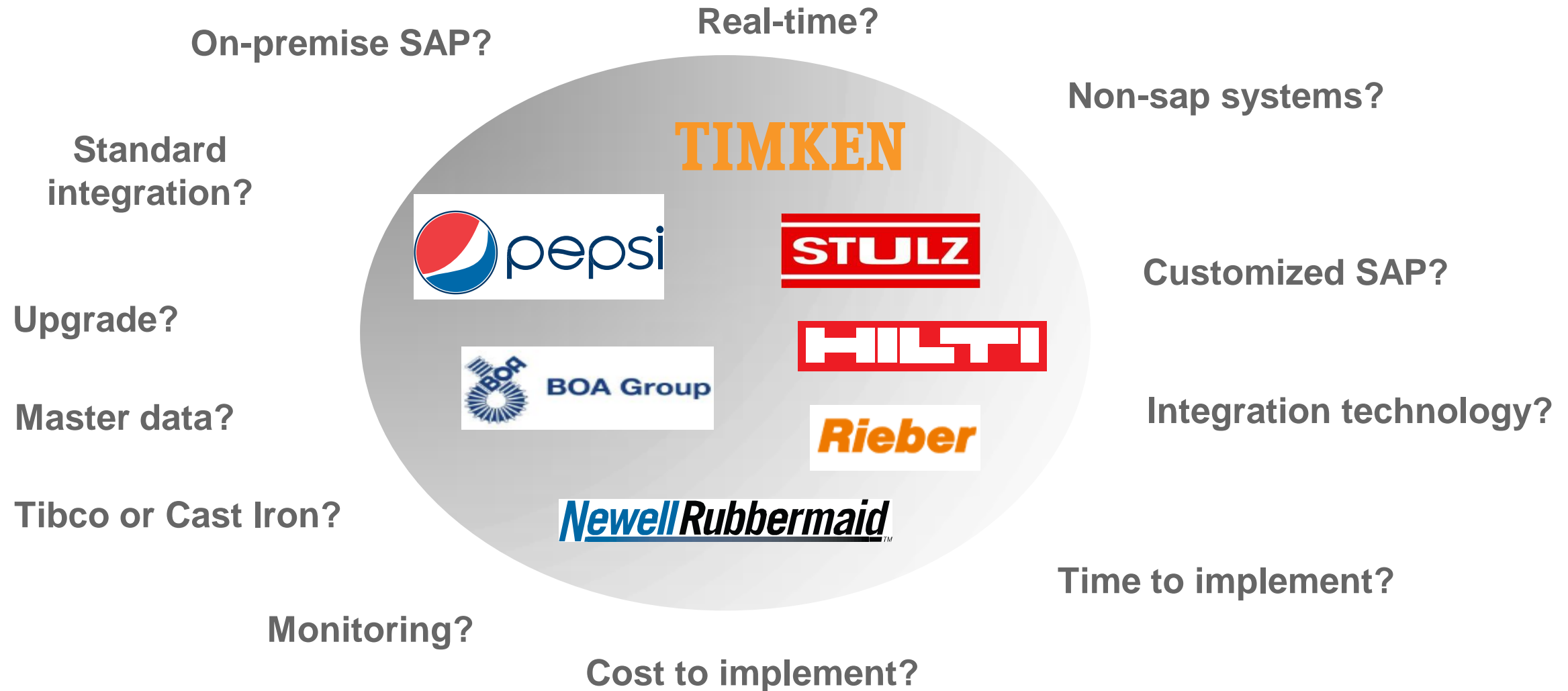
- Procure to Pay Pro
- Services Procurement
- Procurement Content

Spend Analytics Cloud

- Spend Visibility

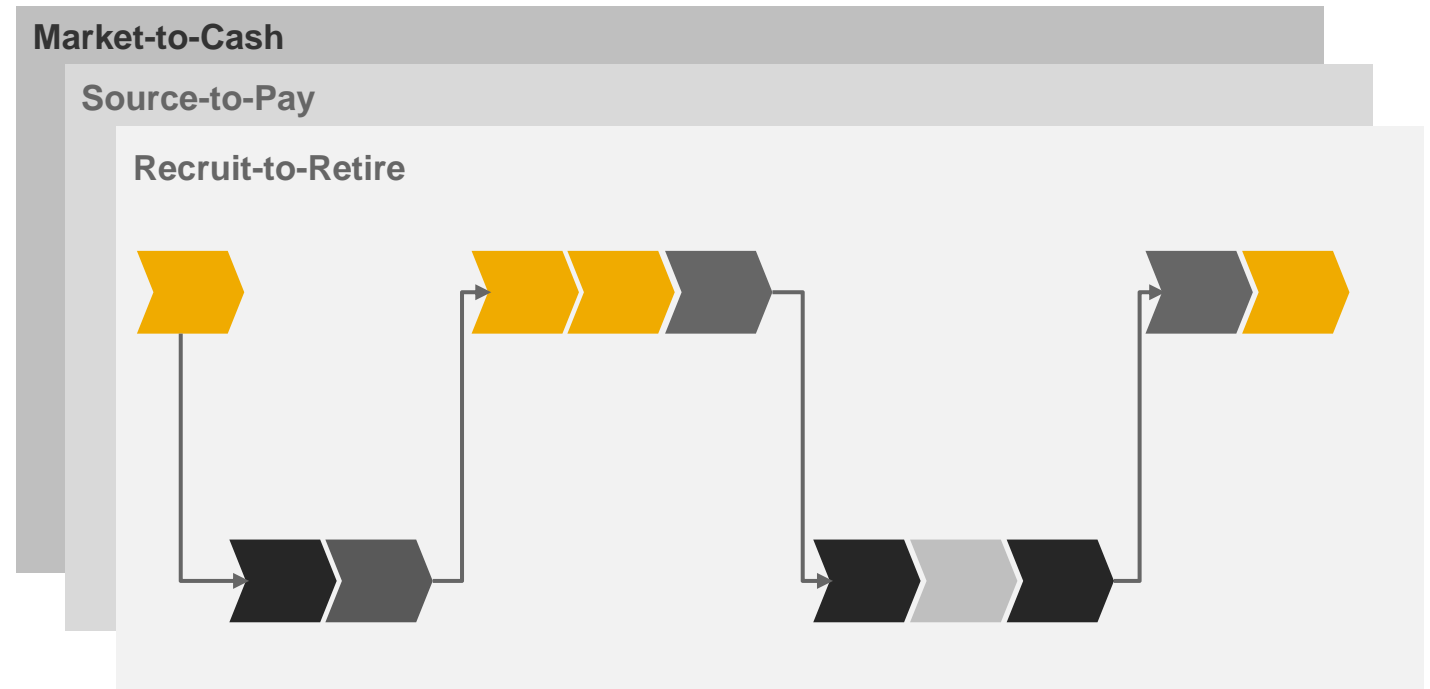
BUSINESS COLLABORATION WITH THE Ariba NETWORK

Integration is top-of-mind for every customer



Integration key to achieve desired business outcomes from cloud

- Customers have complex on-premise landscapes
- As customers adopt cloud solutions, hybrid landscapes will become a norm
- Integration across the boundaries of cloud and on-premise is a must to prevent application silos



As companies adopt cloud, real-time end-to-end business process integration is critical

Integration requirements for cloud deployments

LOB*



Single source of truth and master data synchronization



Real-time business process integration



Integrated user experience



Rapid deployment

*Line of business

IT



Data security and compliance



Support for complex landscapes



Choice of integration technology



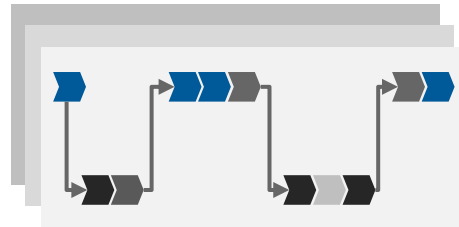
End-to-end monitoring and support

SAP's cloud integration strategy

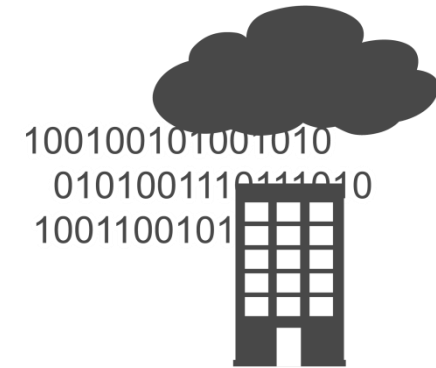
Your business, connected your way



**SAP HANA Cloud
Integration
technology**



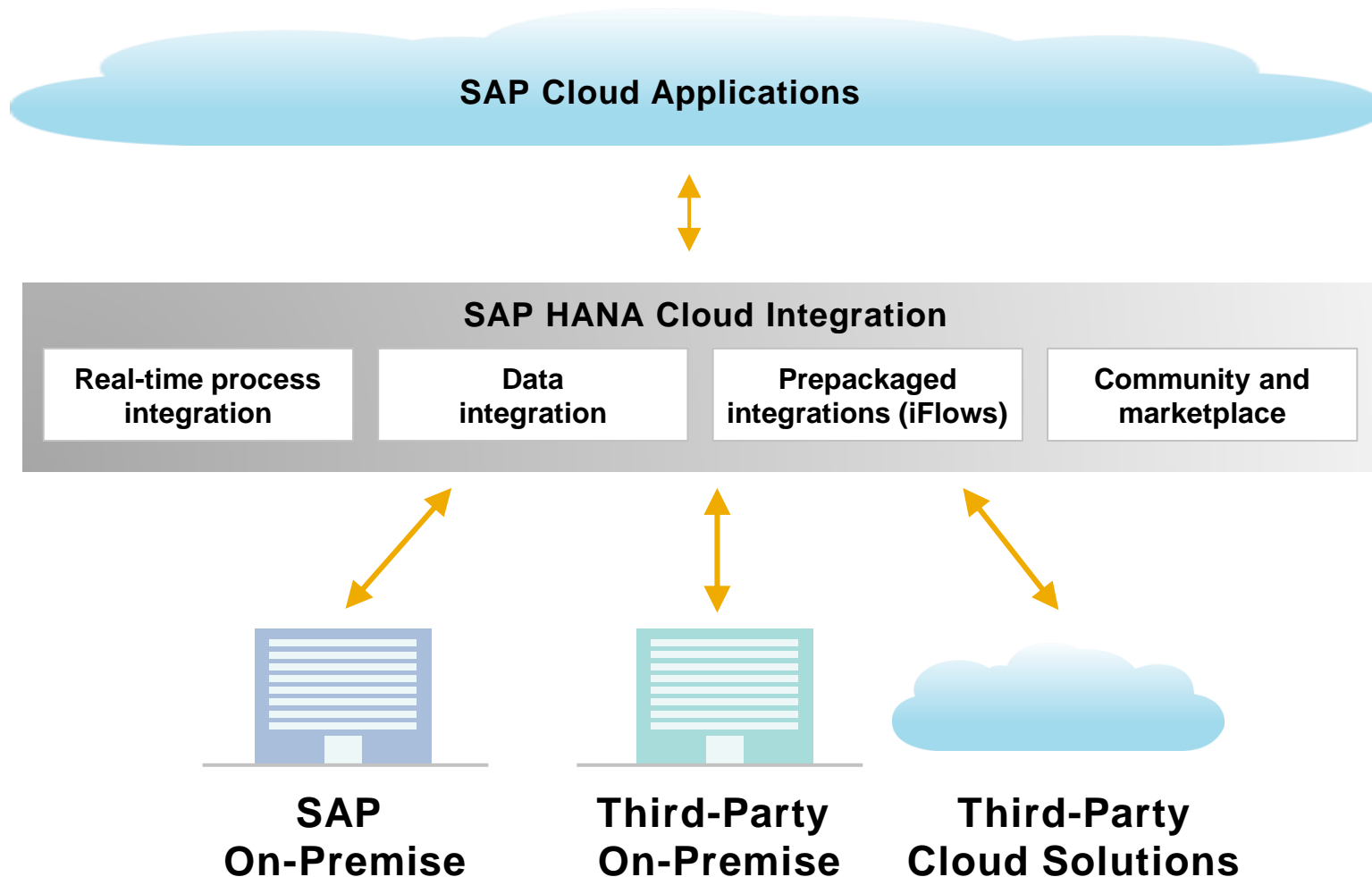
**iFlows
(prepackaged
integrations)**



**Open APIs and
deployment
choice**

SAP HANA Cloud Integration technology

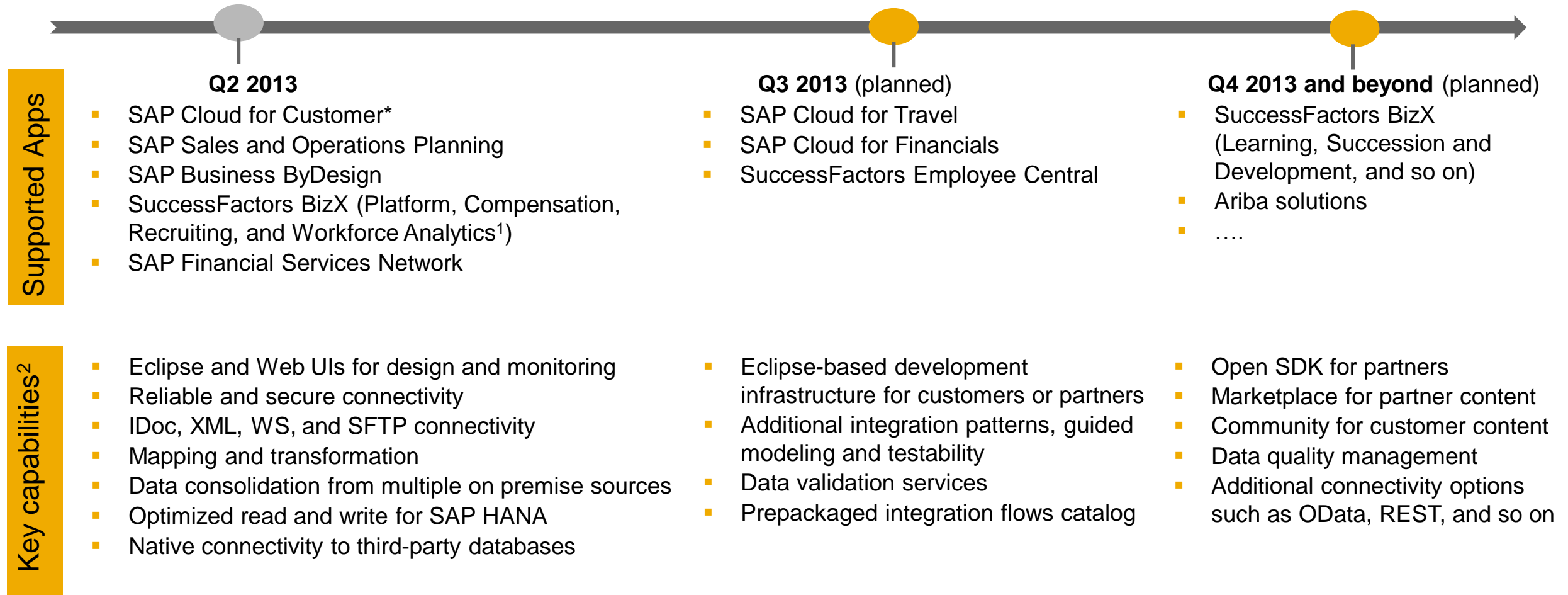
Build, deploy, and monitor



- **Cloud-based technology**
- **Real-time, bidirectional process integration**
- **Data integration**
- **Graphical flows and mappings**
- **Centralized monitoring and administration**
- **Prebuilt adapters**
- **Community marketplace (future)**
- **Compatible with content (mappings, for example) of SAP NetWeaver PI and SAP Data Services (planned)**
- **Lower cost of change over time**

Road map for SAP HANA Cloud Integration

Available today with select apps; evolving to an advanced cloud integration service



Planned innovations

¹ Limited availability, not GA

² All capabilities may not be available with every application

This is the current state of **planning** and may be changed by SAP at any time.

Partnerships for integrating SAP Cloud Applications

Supporting customer choice

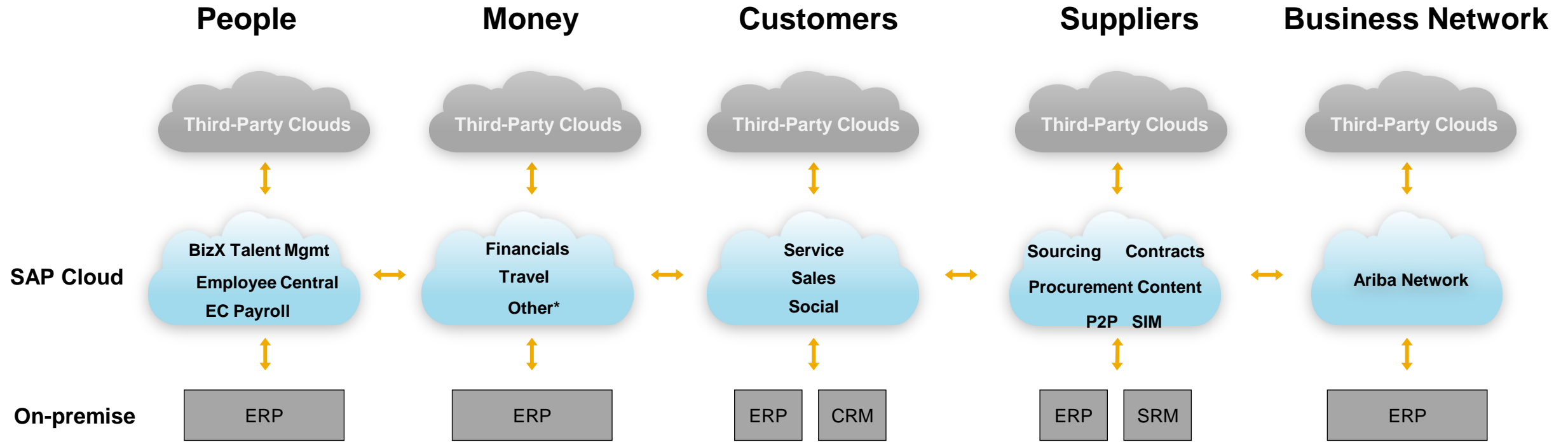
- SAP will support a partner ecosystem (Boomi, Cast Iron, Mulesoft, and others), to provide choice to customers that need to integrate our cloud solutions to third-party on-premise and cloud solutions



- SAP will leverage the existing Boomi partnership for Employee Central and Payroll Integration to SAP on-premise and third-party software systems.

Prepackaged integration flows (iFlows) from SAP

Fully supported, certified and tested across updates and patches by SAP



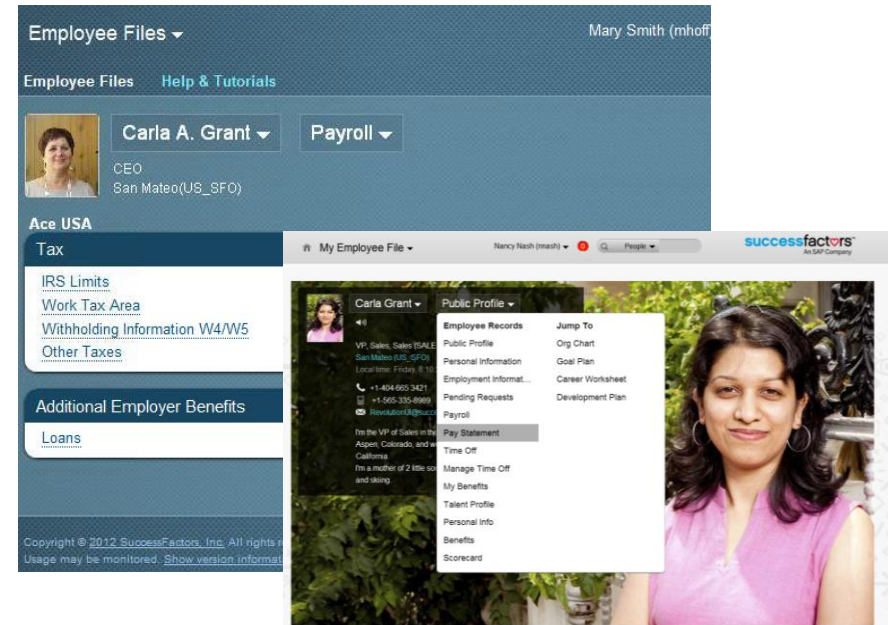
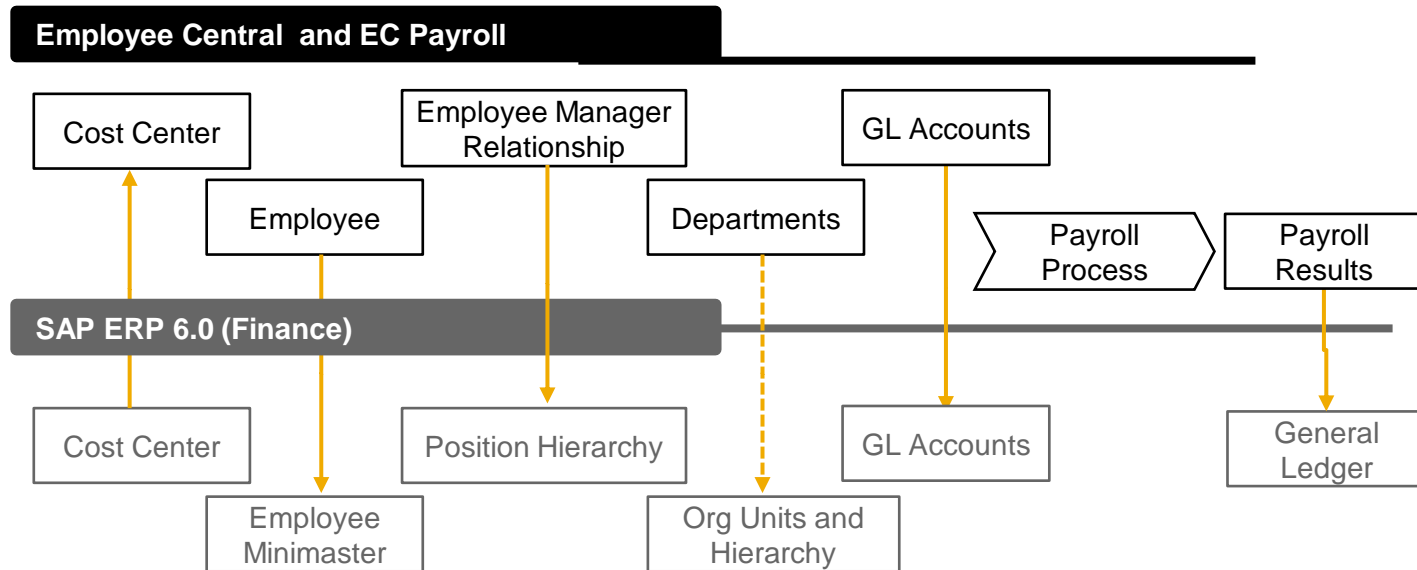
**80% Reduction in
Implementation
Time and Cost**

**Minimized
Implementation Risk**

**Reliable
Upgrades**

*SAP Business ByDesign and SAP Business One

Example: Integration of Employee Central and EC Payroll with SAP ERP

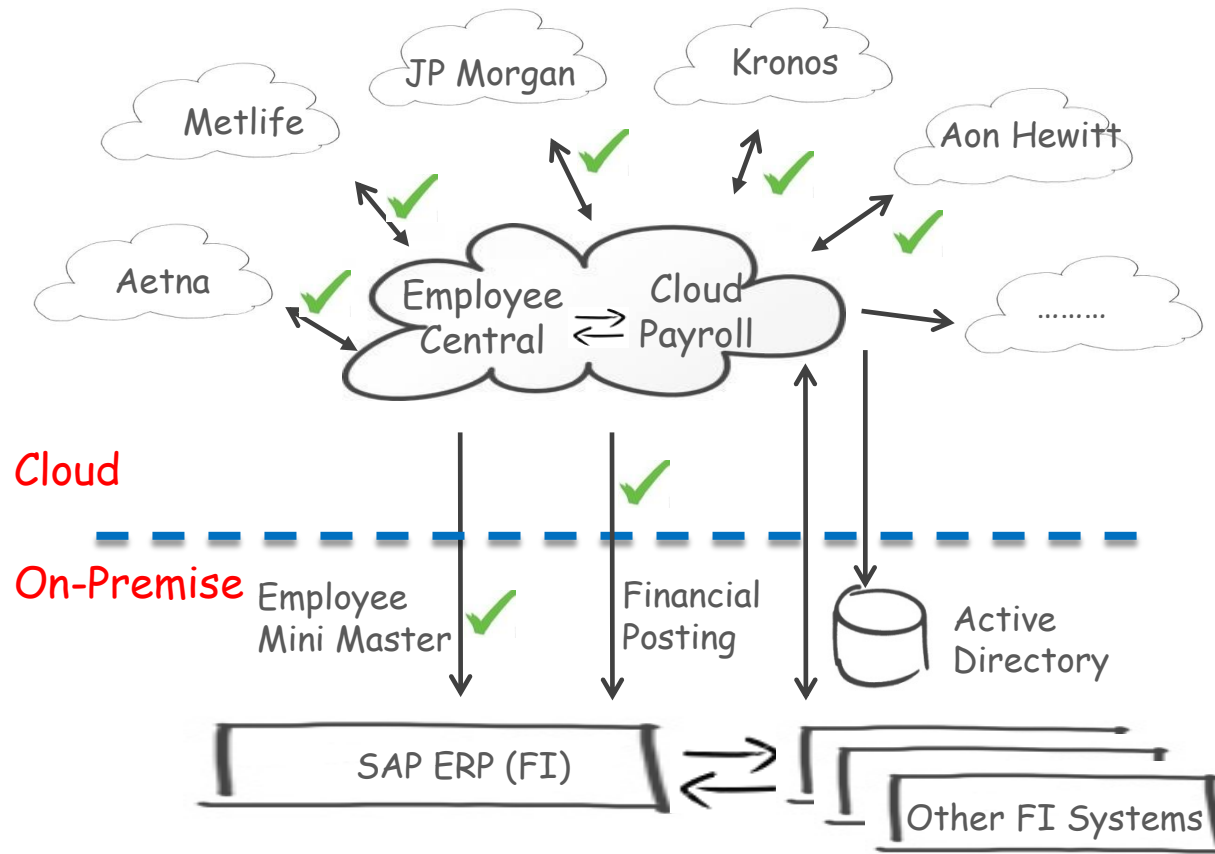


- Unidirectional synchronization of employee minimaster (job and personal information) from Employee Central to EC Payroll and/or SAP ERP
- Automated synchronization of financial data (cost centers) from SAP ERP to Employee Central
- Replication of reporting line information (employee manager relationship) from EC to SAP ERP position hierarchy
- UI Integration with Employee Central for payslips and payroll data maintenance UIs (requires EHP6 for SAP ERP and latest SP)

-----> Planned

Example #1: Global manufacturing company

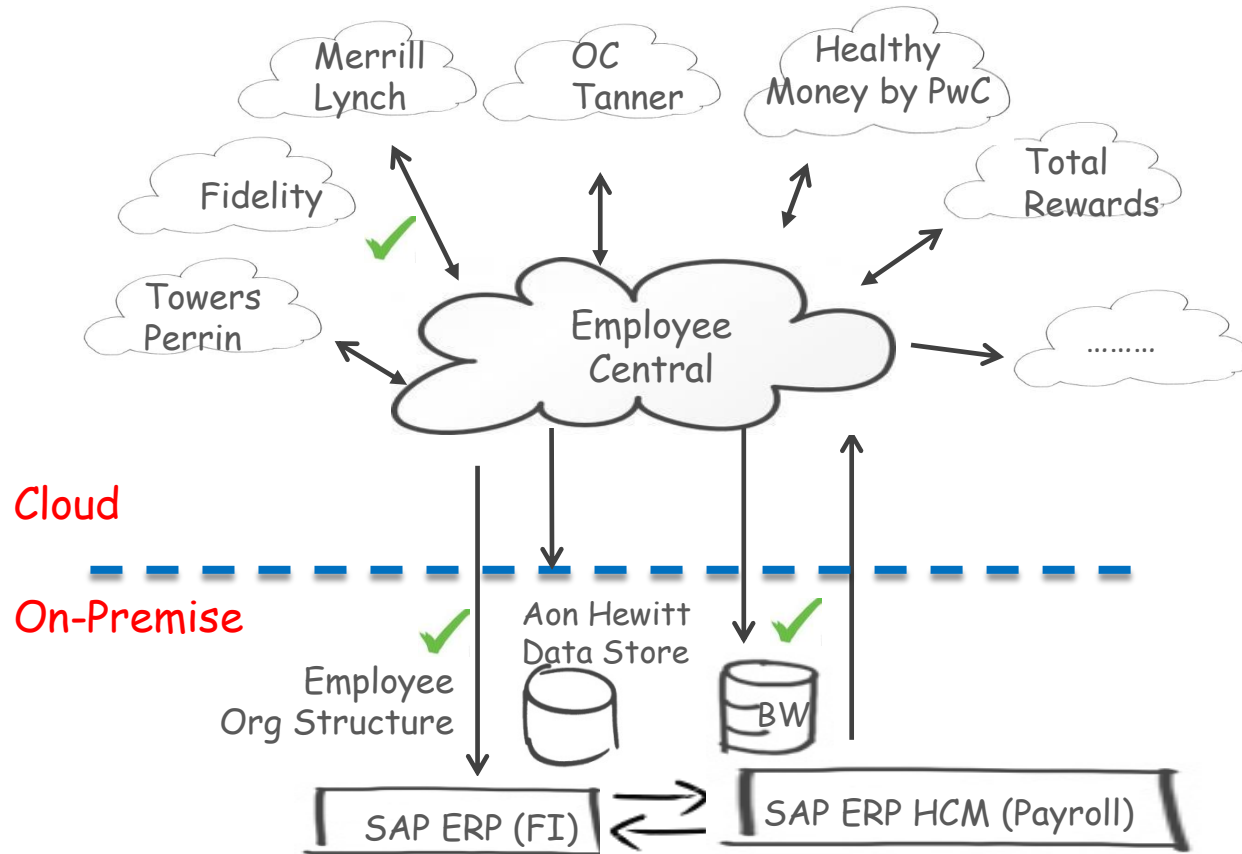
SuccessFactors Employee Central with SAP ERP and third-party systems



- Large manufacturing company with SAP ERP, multiple legacy HR and other financial applications worldwide
- Migration from legacy HR system
- >120 third-party interfaces – Integration of third-party cloud solutions to Employee Central (EC) and EC Payroll
- 100% of SAP-to-SAP integrations and 30% of all integrations covered by prepackaged integration flows (iFlows)

Example #2: Global CPG company

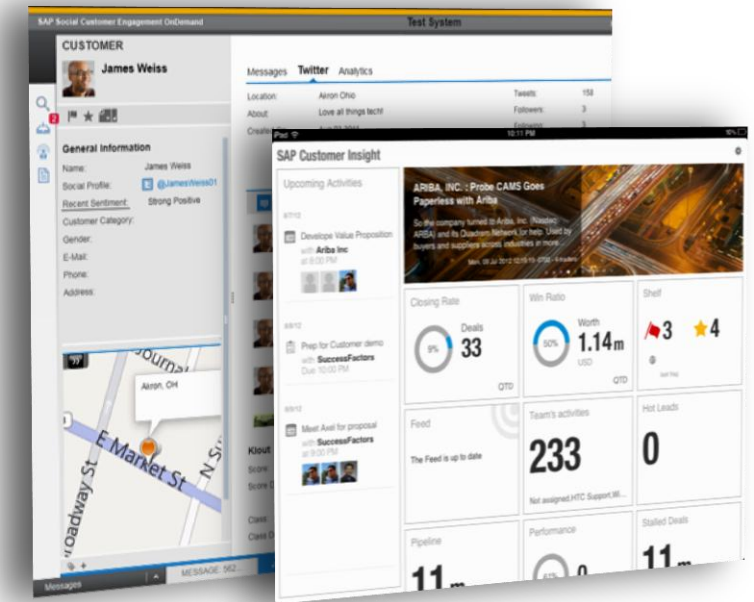
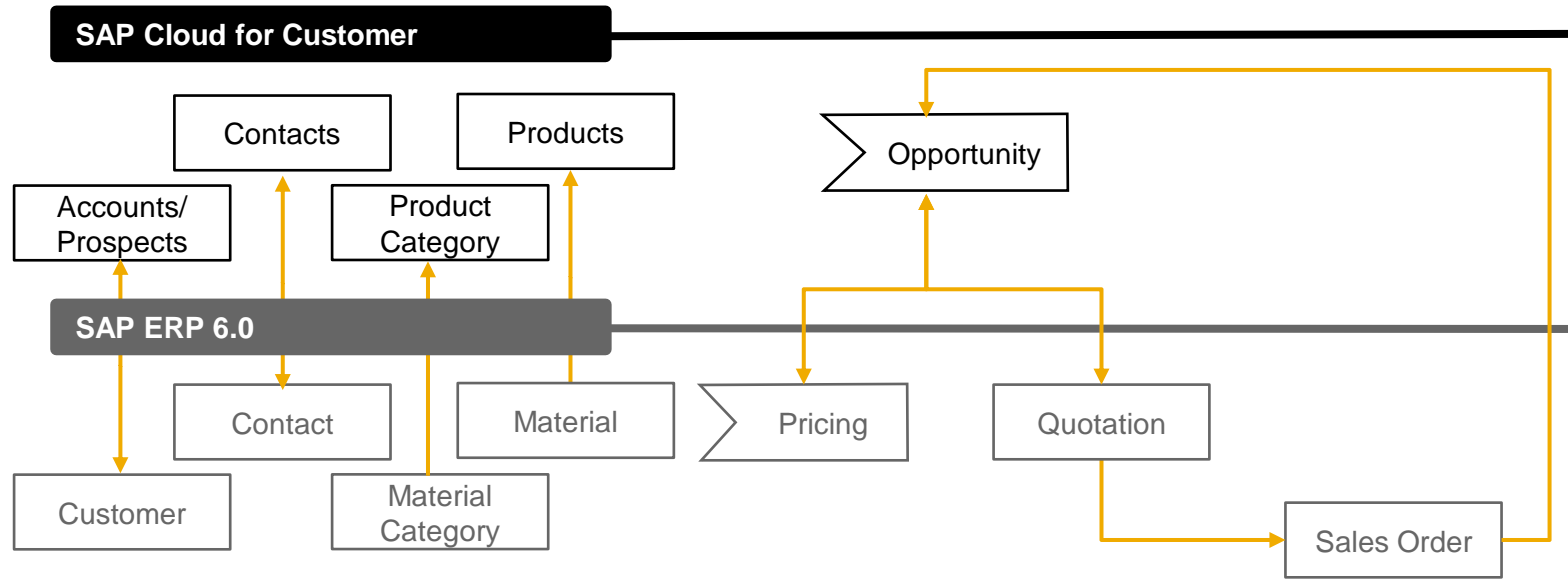
SuccessFactors Employee Central with SAP ERP, HCM and third-party systems



- Large consumer products company with SAP ERP and SAP HCM
- Consolidating on Employee Central as global HR platform
- 100% of Employee Central to SAP on-premise addressable through iFlows
- Third-party cloud integrations using generic connectors planned
- Centralized orchestration of global integrations resulting in overall operational efficiency

Example: Integration of SAP Cloud for Customer with SAP ERP 6.0

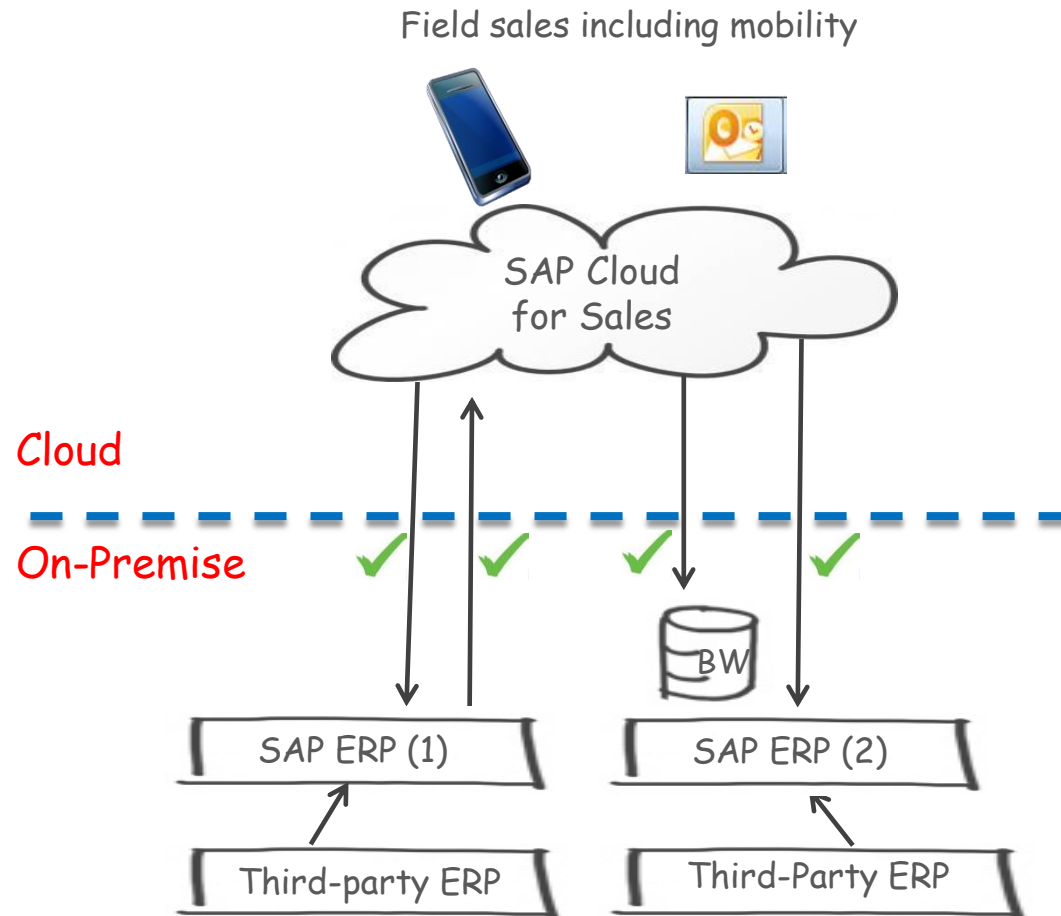
Complete integration with master data synchronization and process integration



- Complete master data synchronization and process integration
- Synchronization of master data (customers, contacts, and material)
- Opportunity to sales document processing in SAP ERP
- Accurate opportunity pricing via price requests in SAP ERP

Example #3 : Industrial manufacturer with 2,000 employees

SAP Cloud for Sales (formerly SAP Sales OnDemand) with SAP ERP



- Industrial manufacturer with multiple subsidiaries on different SAP ERP clients as well as third-party ERP systems
- Rapid implementation with small IT team
- Delivered improved usability for field sales and collaboration between field sales and back office
- Integration of accounts, materials, sales quotes and sales orders

Example #4 : Leading provider of kitchen solutions

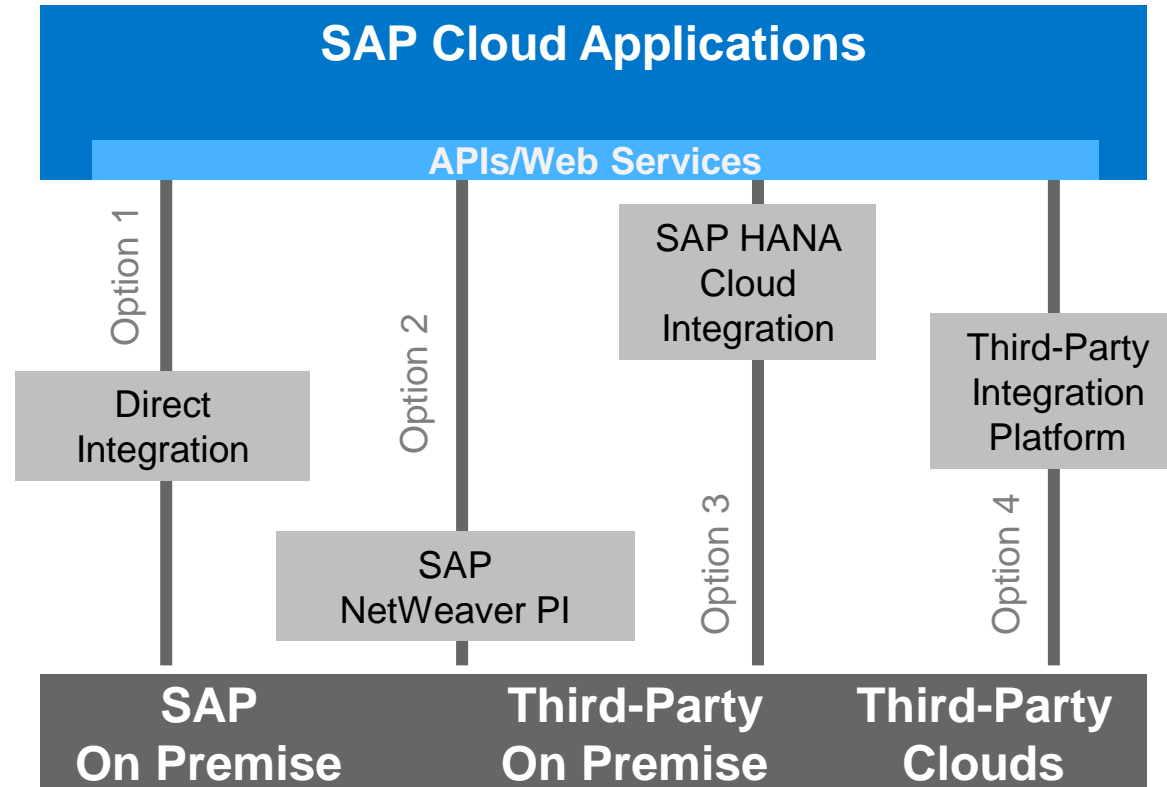
SAP Cloud for Customer (formerly SAP Customer OnDemand) with SAP ERP



- Integration to single instance of SAP ERP for master data, transaction data, and dynamic pricing and product documentation
- User interface integration or mash-up with SAP NetWeaver BW
- Increase in sales productivity and better visibility across divisions
- Better collaboration and positive attitude in sales team – “share one - get three”
- 15%–20% reduction in inventory due to real market demand forecast accuracy vs. historical planning

Open APIs and deployment choice

Connect your way



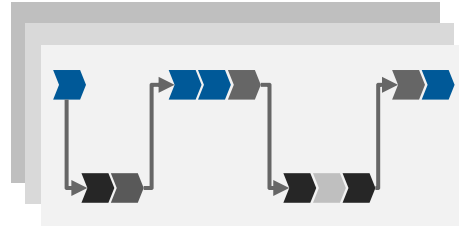
Customers have a choice to deploy integrations on-premise or in the cloud

Recap: SAP's cloud integration strategy

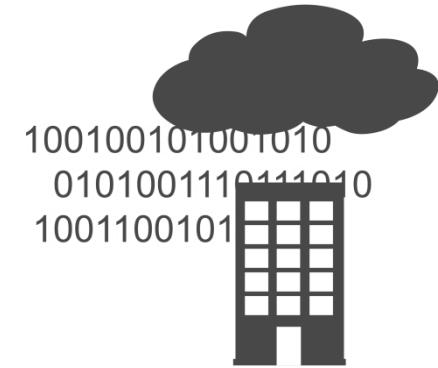
Your business, connected your way



**SAP HANA Cloud
Integration
technology**



**iFlows
(prepackaged
integrations)**



**Open APIs and
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Explore cloud integration at Expert Tables all day and in dedicated Cloud Integration sessions

Time	Tuesday, May 14	Wednesday, May 15	Thursday, May 16
11:00 a.m.– 11:30 a.m.	Microforum: (38499) Maximize HR Efficiency with Integrated SuccessFactors Cloud Solutions @CL312	Demo Theater: (38300) Streamline Lead-to-Cash with Integrated CRM Cloud solutions from SAP @CL310	Microforum: (38513) Simplify integration of SAP cloud solutions with SAP HANA Cloud Integration @CL312
1:00 p.m.– 1:30 p.m.		Demo Theater: (38500) Extend Core HR Cloud Solutions with SAP and third-party solutions @CL310	Demo Theater: (38501) Improve cloud-based Talent Management by Integrating with SAP software @CL311
1:30 p.m.– 2:00 p.m.	Demo Theater: (38281) Maximize Sales Efficiency with Integrated Sales Cloud Solutions from SAP @CL310		
2:30 p.m.– 3:00 p.m.		Demo Theater: (38281) Maximize Sales Efficiency with Integrated Sales Cloud Solutions from SAP @CL310	
3:00 p.m.– 3:30 p.m.	Demo Theater: (38278) Improve cloud-based Travel Management by Integrating with SAP software) @CL311		Demo Theater: (38500) Extend Core HR Cloud Solutions with SAP and third-party solutions @CL310
3:30 p.m.– 4:00 p.m.		Theater Presentation: (35465) Enhance Your Business Performance with Integrated Cloud Solutions	
4:30 p.m.– 5:00 p.m.	Demo Theater: (38501) Improve cloud-based Talent Management by Integrating with SAP software @CL311	Microforum: (35466) Connect Your Cloud and On-Premise Solutions Without Disruption @CL312	Demo Theater: (38300) Streamline Lead-to-Cash with Integrated CRM Cloud solutions from SAP @CL310



Thank You

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