

SAP a Digitalizace

„Digitální revoluce, na jejímž prahu stojíme, bude stejně hluboká jako předchozí velké civilizační revoluce“

Pavel Kysilka, ex generální ředitel České spořitelny



Hyperconnectivity
Super Computing
Cloud Computing
Internet of Things
Cyber Security



What else...

200 biggest companies..



..losing 10,2% of their
Profit on average each
year



Business Complexity

Good and Bad Complexity...



Start a **Simplicity** revolution in your business

- 1) Start from the TOP
- 2) Engage the Masses
- 3) Enable Change
- 4) Reinforce Simplicity Behaviours

SAP HANA is the Ultimate Simplifier

A New Paradigm in Computing Opens Infinite Opportunities for Innovation and Simplification

Bringing together transactions and analytics on the same platform, uniting structured data (e.g. finance) and unstructured data (text, video, voice) will change the way businesses plan, scale and innovate.



Digital Winners are embarked on a complete re-imagining of their business across three dimensions:

RE-IMAGINE
BUSINESS MODELS

RE-IMAGINE
BUSINESS PROCESSES

RE-IMAGINE
WORK

SAP S/4HANA

Redukce complexity

SAP Simple Finance

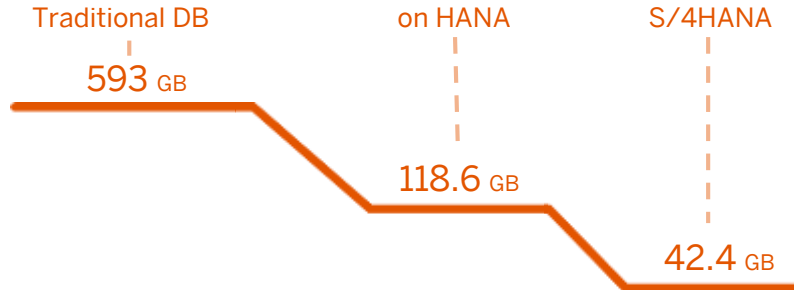
SAP Finance s agregáty a indexními tabulkami

BKPF	BSEG	BSE T	COSP	BSIS	BSIS	BSIK
LFC1	GLTO	GLTO	GLTO	COBK	COEP	

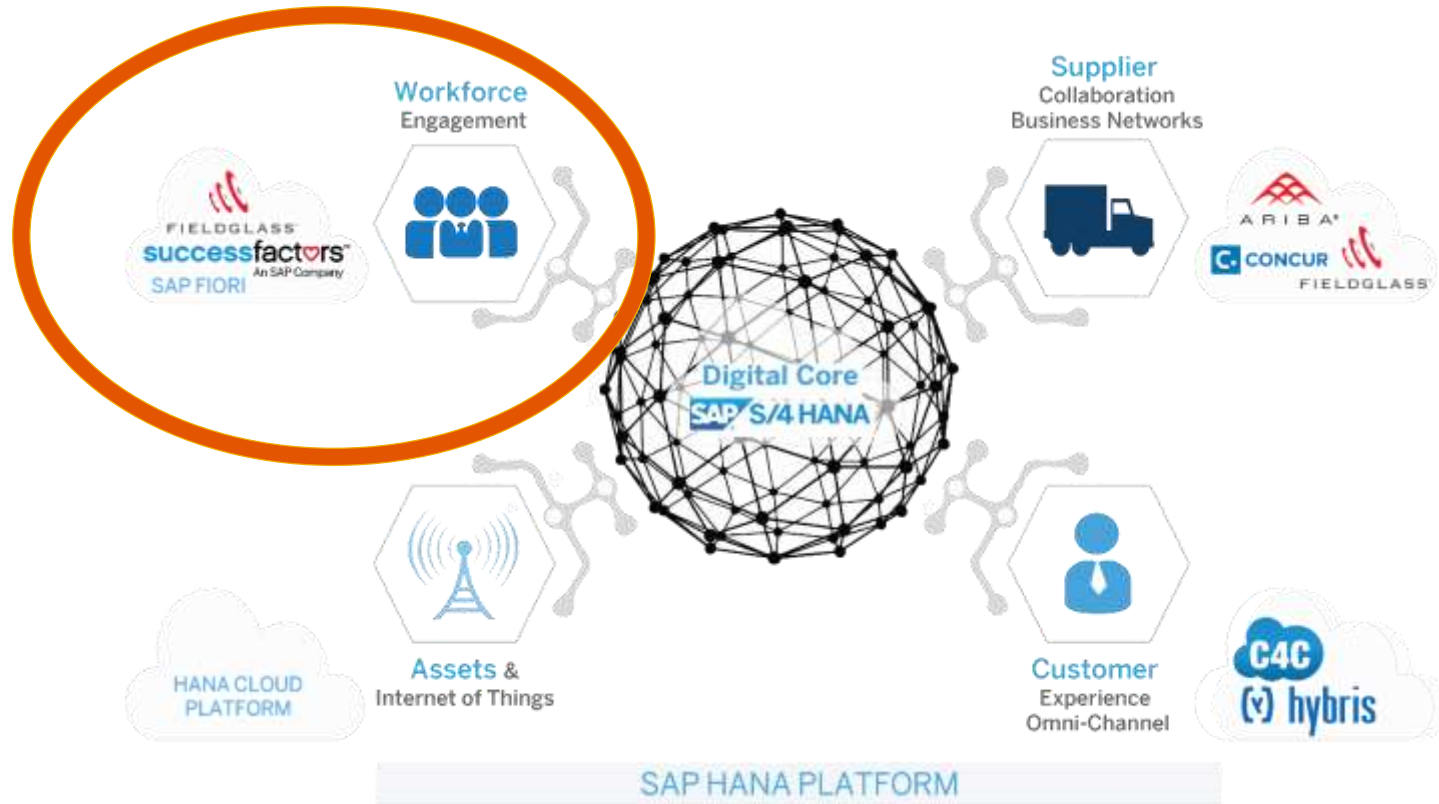
SAP Simple Logistics

indexními tabulkami

MSEG New	Master Data	MSTB	MSKU	MSSQ	MSSA	MSKA
MKPF	MARD	MSTQ	MSPR	MSTE	MSLB	MCHB
MSTQH	MSLBH	MSTEH	MSKUH	MARCH	MSPRH	MKOLH
MSTBH	MSSQH	MSSAH	MSKAH	MCHBH	MARDH	MKOL



SAP HANA Enables Digitization Across 5 Business Pillars





Modern HR Organizations Are Pushed to Rapidly Adapt

Changing business environment requires immediate access to the right talent

Multi-generational, globally diverse workforce expects simplicity, great user experience

Real-time workforce insight needed to increase the business impact of HR

Expansion into new markets requires support for global end-to-end workforce processes

Ever-changing legal requirements, international laws require increased focus on compliance

To execute successfully, **rethinking HR strategies** is a must



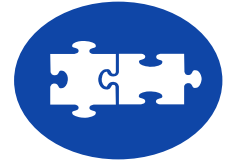
Talent Readiness
Drive growth and
success



**Simplified
Processes**
Realize HR efficiency
and ensure
compliance



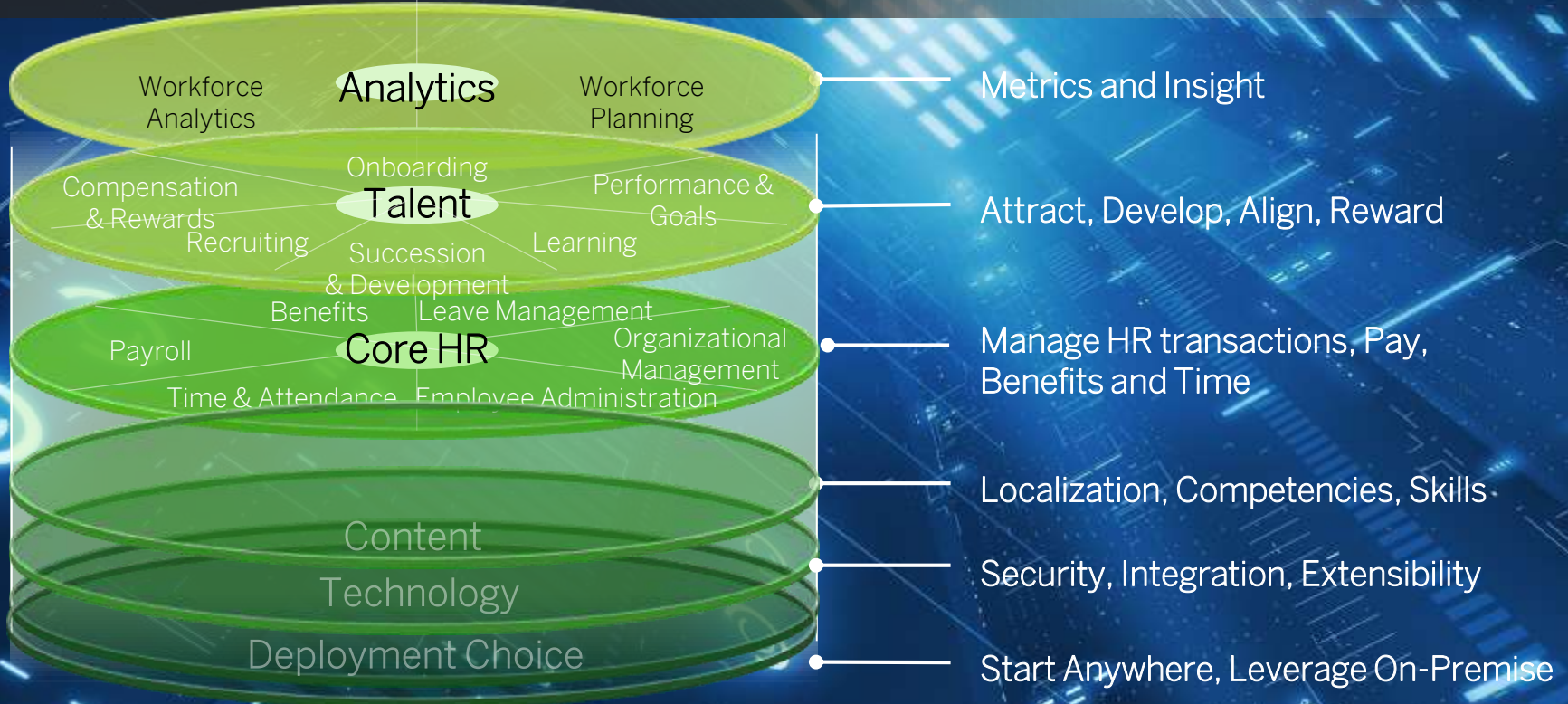
Engaged Workforce
Gain higher
productivity and
profitability



**Actionable
Insight**
Predict, plan, take
action, and
measure

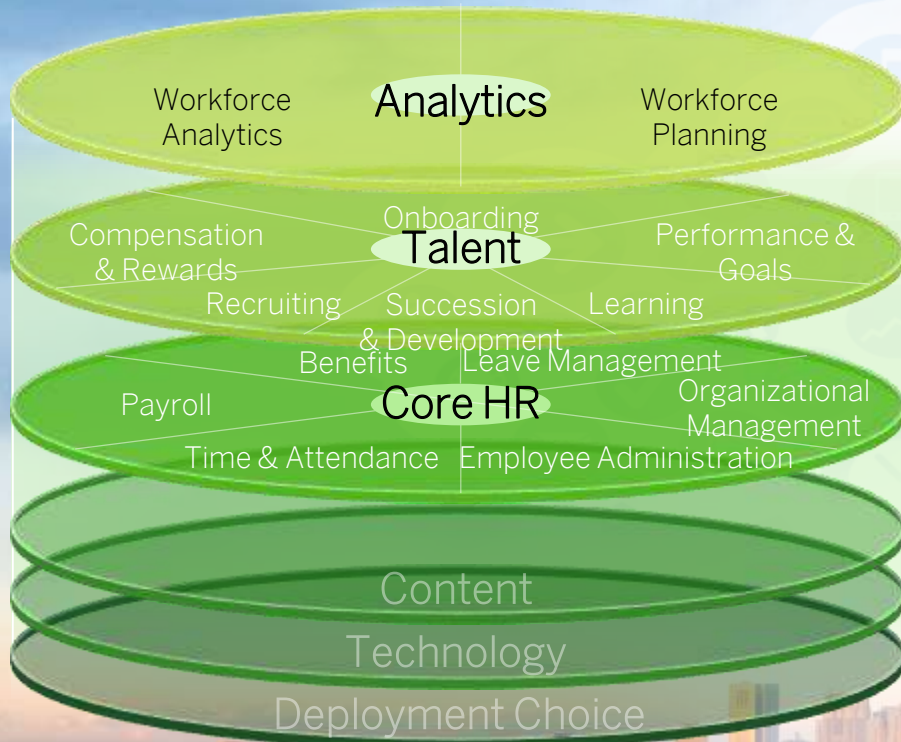
State of the Art HCM Platform

A complete platform to support HR strategies



State of the Art HCM Solutions

End-to-end across the entire Employee Lifecycle



The most comprehensive set of HCM solutions available today

Incorporating the experience of:

- More than 25 years global HCM leadership
- More than 10 years cloud HCM leadership

Across 25 industries

As global as you need to be:

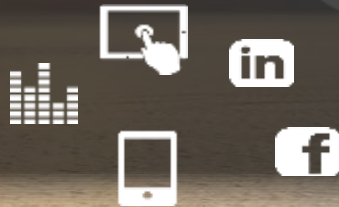
- Manage employees in every country
- HR localization and compliance in over 60 countries
- Payroll localization and compliance for over 25 countries

State of the Art HCM Experience

Consumer-grade



Social



Collaborative



SAP®
Jam

Analytics
Talent
Core HR
Content
Technology
Choice

Workforce Engagement: Next Competitive Advantage



Total Workforce Engagement with SAP

- **#1 in total workforce management** including HR, talent management across your employees + contingent workforce
- **15M+** users on the largest social business platform

Proven Transformation. Proven Impact. Proven Outcome.

Cost Savings

(15.2)%
decrease in
turnover

(13.8)%
decrease in low
performers

Strategic Alignment

5.5%
increase in time
spent on strategic
priorities

1 - 8+
weeks faster
communication
of strategy

Productivity

3%
average increase
in productivity

14%
increase in
project
completion

Business Outcome

1%
revenue added
back to profit

SIEMENS

Allianz



Nestlé

Coca-Cola

VALE

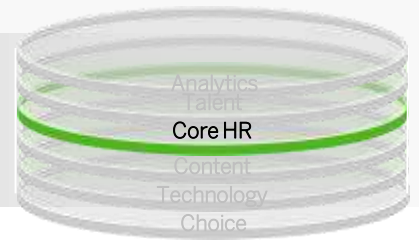
KRAFT



Over **3,700** customers and **25** million subscribers

Core Human Resources and Payroll

Drive efficiency and global compliance



34% Fewer paycheck errors

for organizations where a single point-of-contact is established for all payroll related questions

10% Lower HR cost

for organizations where a single point-of-contact is established for all payroll related questions

Global compliance and
data quality

Efficiency of service
delivery

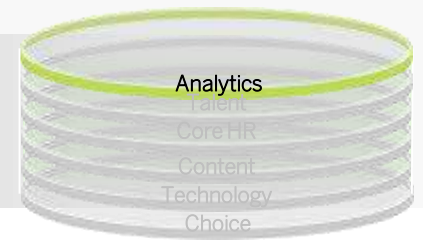
"We see SuccessFactors as a partner in meeting our high expectations for developing an effective global workforce. Throughout the implementation of Employee Central, SuccessFactors has demonstrated the ability to share our vision for DENTSPLY's future. We look forward to working with them to meet our workforce management goals in the years to come."

Paula Caya
Corporate HR Director, Dentsply International

DENTSPLY

Workforce Planning and Analytics

Measure workforce strategies, predict workforce needs



22% Lower employee turnover

for organizations which analyze workforce data to align workforce plans with financial budgets, and design, implement and monitor strategies to optimize the workforce

18% Higher revenue per employee

for organizations with lower employee turnover

Insights that impact

“Over the next seven years, 24% of our workforce will be eligible for retirement. We are determined to be prepared for this transition and stay on top of employee development and succession. With the information revealed from the SuccessFactors Analytics tool, we are now armed with the knowledge we need to address this issue – before it can impact our business and service levels.”

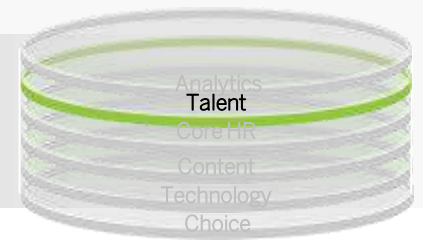
Bob Myer

Senior Vice President and Chief Human Resources Officer



Talent Management

Attract, develop, align, and reward every employee



17%

More employees trained

for organizations where HR works with 'Business Leadership' during business planning process to identify future competency profiles and needs (number, skills, location)

20%

Higher revenue

for organizations which have higher number of employees trained

**Employee engagement
and development**

"With SuccessFactors Learning, every single associate gets the message about our brand in a consistent format. We know our training is producing business results because, for the first time, we can actually measure that."

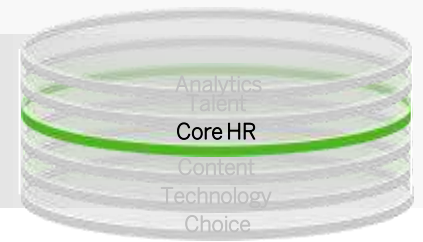
Adam Zaller

Director of Sales Education and Field Learning

EXPRESS

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DENTSPLY

SAP S/4HANA

Spojení transakčního a analytického světa

Zákaznická data
z kmenového
záznamu

The screenshot displays the SAP S/4HANA interface for a customer record. At the top, there are navigation tabs: Home, Products, Customers, Reports, and a user profile for 'Hi, Jes Smith'. Below the navigation, there are three buttons: 'Last 5 Orders', 'Top 10 Products', and 'Order Notes'. The main content area is divided into several sections:

- Customer Header:** Includes the company logo 'Drilling', account details (Acct #: 0000100020, Type: Upstream, Credit Check: ✓), sales org (Sales Org: 1000, Distribution Channel: 10, Division: 10), and contact information (John Howie, Phone: 713-431-4222, Email: jhowie@B60.com).
- Additional Customer Data:** Fields for Purchase Order#, AFE #, Rig #, Field #, WBS #, and Job #.
- Order Products Table:** A table with columns: Part Name, Type, Qty, Cost, Price, Margin(%), Delivery Date, Cust.Tag, CPO Line#, Notes, and Remove. The table contains four rows of product data.
- Summary Metrics (Right Side):** Total Margin (\$): \$750.00, Total Margin (%): 17.65%, Total Cost: \$3500.00, Total Price: \$4250.00.
- Summary Totals (Bottom Right):** Total Products: 4, Total Qty: 35, Subtotal: \$4250.00, Tax (10%): \$425.00, Total: \$4675.00. Below this are 'Submit Order' and 'Submit Quote' buttons.

Analýzy a KPI v
reálném čase a
simulace
profitability
přímo v
transakcích

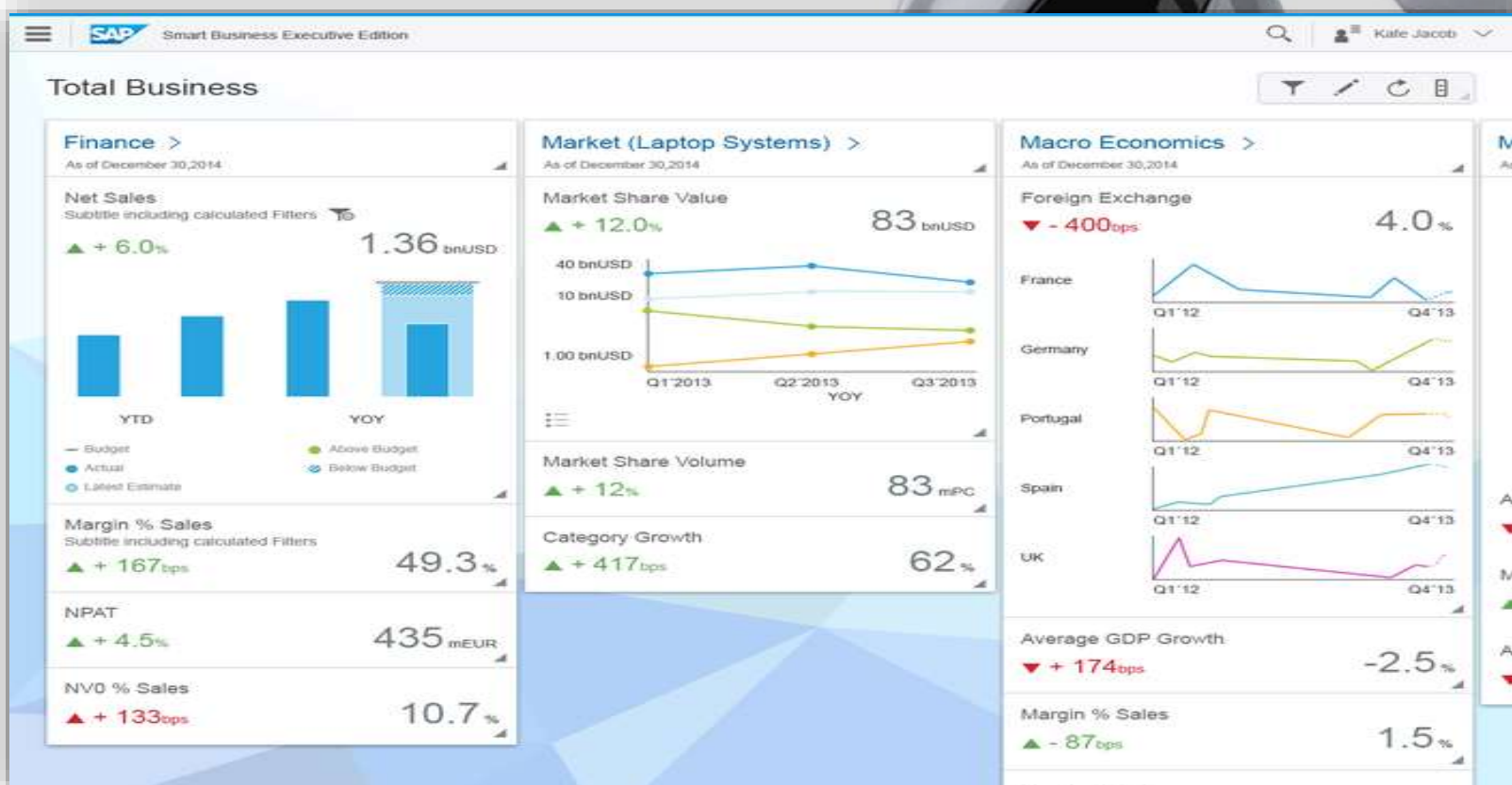
Produkty jsou
vedeny s
příslušnou marží

Simulace

Zdroj: Deloitte

SAP S/4HANA

Nové uživatelské rozhraní



SAP S/4HANA

Nové uživatelské rozhraní

SAP Smart Business for Cash Management



SeaTac Voters OK \$15 Minimum Wage; Recount Requested
Your Money 1 Day Ago

Bank Statement
Import Success Rate

78.12 %

Cash Position
Today

2.2 B
USD

Cash Flow
Week-to-date (USD)

Inflow 496 M
Outflow -411.4 M

Liquidity Forecast
Forecast In 7 Days (USD)



Liquidity Structure
Past 12 Months (USD)

Current Account 1 B
Notice Deposit 554 M
Other Short Term Investment 323.7 M

Bank Risk
Rating A- and below

1.05 M
USD

Deficit Cash Pool
Today

-14 M
USD

Current Account
Today

1.02 B
USD

Financial Cash Manager Group
SAP Jam Group

17

Hours Since Last Activity



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