# **15<sup>th</sup> SAP Automotive Forum** Transformation in the Driver's Seat

June 15–16, 2016 ICS Stuttgart, Germany

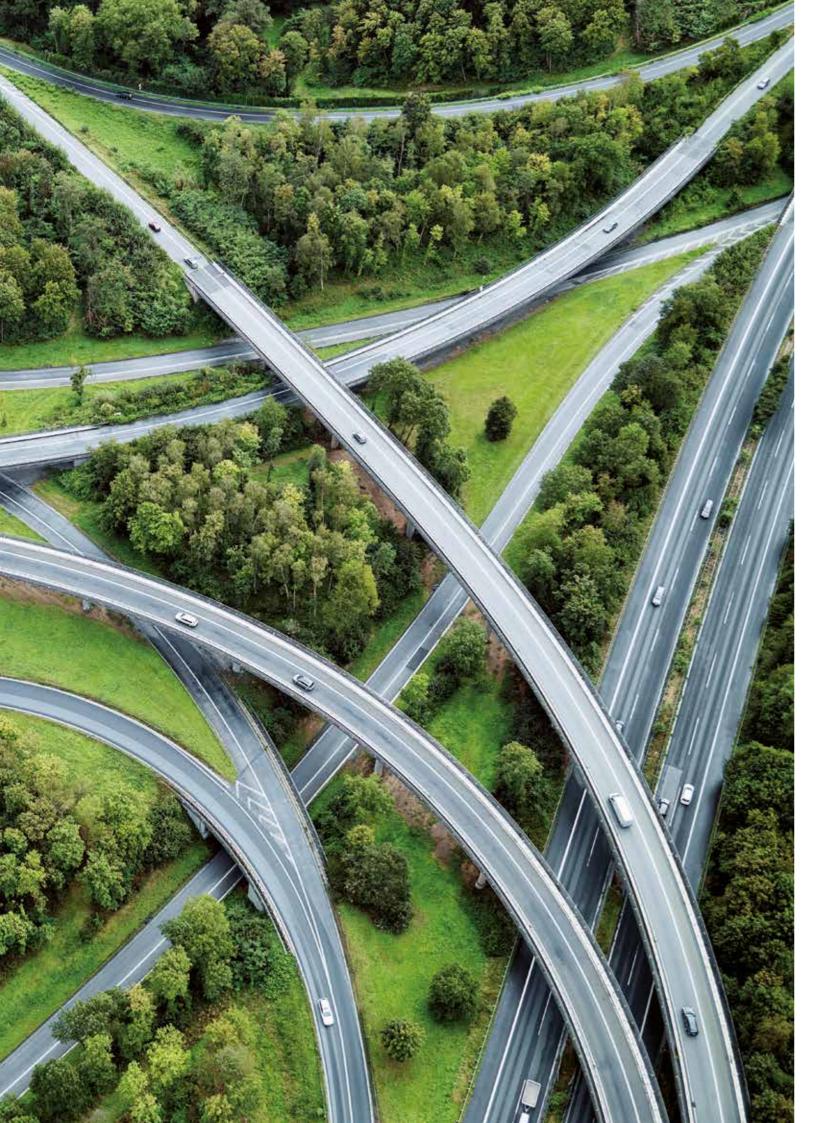
DAIMLER





The Best-Run Businesses Run SAP®

Invitation



# WELCOME

A whole world of opportunity awaits. With digitization, connected cars and real-time telematics, the entire automotive industry is transforming. Customers now demand value-added services and a greater degree of personalization. And flexibility is required in manufacturing and logistics now more than ever.

So how can you generate additional revenue streams and ensure you stay ahead of the competition? It is time to embrace digitization, adopt new analytics and customer engagement technology, and tune up your business models. On June 15 and 16, leading figures and pioneers from all parts of the automotive industry will meet at the SAP Automotive Forum in Stuttgart, Germany. The key topic will be the transformation of the industry. You can look forward to in-depth exhibitions, innovative solutions, live demonstrations, best-in-class strategies, and collaboration with peers. There will be presentations from leading companies such as Daimler, Bosch, BMW and Audi. And you will have the chance to socialize and connect with industry professionals, partners, and experts who use SAP<sup>®</sup> solutions to drive their business.

Hot topics:

- Substantial process improvement reimagine business with SAP S/4HANA across engineering, manufacturing, and logistics
- Enhanced customer centricity improve your interactions with customers with SAP solutions for marketing and commerce
- Platform and technology innovations Accelerate the pace of innovation with SAP HANA platform and learn about trends and roadmaps

Broaden your knowledge of the hottest topics in the automotive industry, exchange knowledge with other users, gain inspiration for new business models, and establish important contacts at the evening reception.

Keep your business in the driver's seat through the digital transformation. We look forward to your visit!

Dr. Daniel Holz Head of Sales, Manufacturing & Automotive Member of the Executive Board SAP Deutschland AG & Co. KG

# **EXHIBITION AND SHOWCASES**

# **PROGRAM OVERVIEW**

## Exciting Live Scenarios

Innovation and experience come together in one place. SAP and its partners present solutions, developments, and use cases to show you the bright future of the automotive industry. How can you benefit from the connected car? What impact will 3D printing have on vehicle servicing? Find the answers in three exciting showcases:

## **Automotive Drivers Portal**

Introducing a next-generation engagement platform for vehicle owners. See how you can use SAP Hybris marketing and commerce solutions to generate new revenue streams. Discover the potential to offer your customers additional services and provide an enhanced, highly integrated user experience. This showcase helps you to take advantage of the wide range of business opportunities by giving insights into your customers' vehicle usage.

## **3D Printing Spare Parts**

Time to cut out the middleman. This showcase, based on an eCommerce B2B platform for automotive spare parts, shows you how 3D printing can revolutionize vehicle servicing. Instead of purchasing a product and waiting for delivery, 3D printing will enable repair shops to manufacture the components they need quickly and easily. They simply pay for the right to print, and mechanics initiate the process themselves. This significantly reduces the costs and work involved in logistics and cuts delivery time to almost zero.

#### SAP Vehicle Insights Live

Racing ahead of the game with SAP Vehicle Insights – demonstrated by the Anki Overdrive racing toy. SAP Vehicle Insights is a cloud-based analytics platform that enables you to combine real-time telematics data with your business processes. This showcase helps you discover new ways of optimizing your connected vehicles and creating value-added services - all while racing fun, innovative toy cars!



#### Presentations from SAP Customers

Automobile and commercial vehicle manufacturers, suppliers, and dealers provide valuable insights into the latest solutions and strategies for complex industry issues. Leading players including Daimler, Bosch, BMW, MAN or Audi share their experiences and explain how they implemented SAP technology. Find out how SAP drives organizational process improvement in production, engineering, and logistics, or improves your management of customer interactions.

### Live Theater

Innovation takes center stage. Experience live demonstrations of the latest SAP solutions for the automotive industry and see what benefits they can bring to your enterprise. You will witness:

- Digitization of the entire product lifecycle: from engineering and production to after-sales.
- End-to-end marketing: put the customer first with SAP Hybris® solutions.
- Enhanced design-to-cost capabilities: with SAP Product Lifecycle Costing, a new solution based on SAP HANA.
- Next-generation finance: prepare for the digital age with SAP S/4HANA® Finance.
- And much more ...

#### Expert Sessions

Gain even more insights into:

- Roadmap to SAP S/4HANA in Logistics (Day 1): Take a closer look at the logistics innovations that SAP S/4HANA has to offer. This session reveals the benefits of the new business suite from SAP and explains the best approaches for a successful transition.
- News and Updates in the Automotive Services Portfolio (Day 2): Want to stay on top of technology trends in the automotive industry and make the right investments? SAP consulting can help. With expert guidance, SAP's IT consulting services help businesses in the automotive industry to choose, implement, customize, and run the right software and technologies for their needs.

## Live Influencing with DSAG

Join us for 45-minute workshops on selected industry topics. SAP users will get together to discuss and prioritize ideas for new SAP solutions. Share your innovation demands and have your say in the future product development of SAP.

#### **Guided Tours**

Take a guided tour through the exhibition and experience the latest solutions from SAP partners in live demonstrations. Each tour lasts approximately 25 minutes and gives you a concise summary of the most important information at each stand.

### 'Beyond CRM' Truck in Stuttgart

Exclusive to the SAP Automotive Forum 2016: the SAP 'Go Beyond CRM Truck' will be making a stop in Stuttgart on June 15. Visit the mobile showroom to see innovative solutions in action, covering everything to do with CRM, commerce, and customer interaction. Make sure you don't miss the truck!

#### **Evening Reception**

After an inspiration-filled day, you have the chance to experience the unique atmosphere of the Wagenhallen venue in Stuttgart and network with other visitors. In addition, we will be showing a soccer match from the European Championship live from 9 pm.

# **KEYNOTE SPEAKERS**

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# Dr. René Deist, Executive Vice President Application, Robert Bosch GmbH

Dr. René Deist is responsible for the development and maintenance of commercial applications for Robert Bosch worldwide. In addition, he is Executive Sponsor on the CI board for the Asia/Pacific region. He studied mathematics, business sciences and computer science. After graduating, he started a research initiative in the area of applied and practical computer science. Today, he supports the universities of Stuttgart, Karlsruhe and Pforzheim in various roles.



# Helmut Schütt, CIO Daimler Trucks, Buses & Vans, Daimler AG

Since January 1st, 2014, Helmut Schütt has been CIO of the Trucks, Buses & Vans business unit at Daimler AG. The qualified management expert began his career in telecommunications at Standard Elektrik Lorenz. In 1986, Schütt was employed as a system analyst in engineering IT at Daimler-Benz. He subsequently worked in Argentina and Brazil. In 2003, Schütt took on the role of CIO at Mitsubishi Fuso in Japan for five years before becoming Head of IT at Mercedes-Benz Cars & Vans until 2013.



## Reinhard Breyer, CIO Mercedes AMG GmbH

Reinhard Breyer has been CIO at Mercedes AMG GmbH since 2005. After receiving a degree in business administration and computer science from the University of Cologne, he worked as a consultant at Debis Systemhaus. In 1998, he took on a management position at Springer Verlag. Breyer became Senior Manager at Bertelsmann Media Systems in 2000, where he was responsible for the global IT infrastructure of Bertelsmann Springer Scientific Publishing. In 2004 he assumed the role of Head of IT Operations at Mercedes AMG.



## Dr. Wieland Schreiner, Executive Vice President SAP S/4HANA, SAP SE

Dr. Wieland Schreiner leads the development and applications of the next-generation business suite from SAP. With his deep understanding of supply chain execution and manufacturing processes coupled with his extensive technological expertise, he plays a crucial role in supporting customers who want to digitally transform their business processes with SAP S/4HANA and achieve competitive advantages. Dr. Schreiner has over 20 years of experience in a variety of management positions.



# Rolf Schumann, Chief Technology Officer and Head of Innovation EMEA & MEE, SAP SE

Rolf Schumann works closely with SAP customers to understand their business needs and requirements and align them with SAP's technology and overall strategy. In addition, he advises executives and IT managers on matters concerning digital transformation. His book, "Update – Why the Data Revolution Affects Us All", received the prestigious getAbstract International Book Award as the best business book of 2015.



Stephan Brand, Senior Vice President Product & Innovation, Internet of Things (IoT) Moving Assets, SAP SE Stephan Brand is responsible for the development and go-to-market strategy for innovative solutions in this field. He joined SAP in 1996 and has held various management positions in sales and development in Europe and the Asia-Pacific region.



# Frank M. Rinderknecht, CEO Rinspeed AG, Founder and CEO, Rinspeed Inc. Frank M. Rinderknecht is the founder and CEO of Rinspeed Inc., which he has established in 1977. As pioneer and first mover in the tuning industry, Rinspeed started to build proprietary prototypes and concept cars in 1995. The invention of the steering wheel with integrated controls for radio, sustainable powertrains and driver assistance systems are amongst noteworthy milestones in the company's history. Rinderknecht's activities are centered today on being a think tank of the automotive industry and create and promote innovative technologies, materials and mobility means of tomorrow.







Dr. Oliver Kelkar, Head of Innovation Management, MHP – A Porsche Company As Head of Innovation Management, Dr. Oliver Kelkar drives innovative products for the automotive and manufacturing industries. He is responsible for topics relating to digitization and Industry 4.0 and works with innovation communities to develop effective strategies, solutions, and services for the digital age. Dr. Kelkar is also a member of the board for Industry 4.0 at Bitkom.



Michael Zimmermann, Director of the Technical Unit for ADAS, Altran Germany Michael Zimmermann is the head of the German technical unit for driver assistance systems at the engineering and consulting firm Altran. In this role, he is responsible for the advanced development of next-generation driver assistance and connectivity technology. Zimmermann holds a Master of Science degree in aerospace engineering and has 30 years of experience working with computers that are used in devices, systems, and machines for the aerospace and automotive industries



# JP Gotter, Director of Global SAP Center of Excellence, Dell | Engineered Solutions and Cloud

As a member of Dell's Engineered Solutions and Cloud Group, JP Gotter is the head of the Global SAP Center of Excellence – Dell's think tank for the latest SAP technology and Dell's global SAP strategy. In this role, he leads the development of new solutions in the SAP environment, driving and supporting the digital transformation of businesses. Gotter has over 18 years of experience in technology and the IT industry, having



3:30 a.m.	Check-In and Business Breakfast				Expert Session	Live Theater
9:30 a.m.–	Welcome				1:00 p.m.–2.15 pm.	1:30 p.m.–1:50 p.m.
9:45 a.m.	Dr. Daniel Holz, Head of Sales Manufacti Stefan Krauss, Global Head of Discrete I	uring and Automotive, Member of the Mar ndustries, SAP	agement Board, SAP Germany		SAP S/4HANA in Automotive • SAP <sup>®</sup> S/4HANA Manufacturing	Enhance Your Product Quality with Predictive Quality Methods
9.45 a.m		the Digital Core for the Automotive Indu	stry		<ul> <li>SAP<sup>®</sup> S/4HANA Logistics</li> <li>Transition to SAP S/4HANA</li> </ul>	Timo Deiner, Solution Advisor Expert, SAP
10:30 a.m.	Dr. Wieland Schreiner, Executive Vice Pre	esident SAP S/4HANA, SAP SE			Jürgen Helmle, Product Manager Logistics, SAP	
10.30 a.m.– 11:00 a.m.	Keynote: Opportunities and Challenges of Digitalization Dr. René Deist, Executive Vice President Application, Robert Bosch GmbH				Frank Wagner, Product Expert, SAP	
	Forum 1	Forum 2	Forum 3			2:00 p.m2:20 p.m. End-to-End Marketing with SAP Hybris: From Tweet to Receipt
	Manufacturing and Logistics	Customer Experience	Technology and Platform			Martin Irle.
11:15 a.m.– 11:45 a.m.	Digitized Procurement Processes at BMW Group: Direct Material Procure- ment and Multi-Backend Integration with the SAP SRM Application on the	Chong Liu	Journey to SAP Business Suite Software on SAP HANA: A Full-Scale Migration from Infrastructure to Application Jeff Heyde, Senior Director Global Systems, Dana Holding Corporation Simon Spence, Global SAP Practice Director, Dell Services			Director Business Development, Customer Engagement and Commerce, SAP
	SAP HANA <sup>®</sup> Platform				Forum 1	Forum 2
	Alexander Scholz, Head of Project Management Global				Manufacturing and Logistics	Customer Experience
	Supply Chain, BMW AG Volker Popp,			2:30 p.m.– 3:00 p.m.	Factor of Success – Digital Production	Key Trends Shaping the Automotiv Industry – SAP Hybris Customer Engagement for Automotive Indus
	Head of Customer Office Business Suite Procurement, SAP				Fred Schulemann, Head of Digital Production, AUDI AG	Birgit Hess, SAP Hybris Customer Engagement and Commerce, SAP
12:00 p.m.– 12:30 p.m.	Driving Digital Performance: AMG's Road to SAP S/4HANA Dirk Zeller,	Experiencing Fast Business Transformation in Automotive Retail at AAB by Implementing 10 Principles of SAP Quality Award Alexious Mulemba, Director Information Technology, AAB	Jürgen Rentschler,	3:15 p.m.–	Real-Time Production Control Cockpit	
	Head of IT Consulting, Mercedes-AMG GmbH Michael Vogl,			3.45 p.m.	Insights at the BMW Group Karin Peisl, Section Manager Order to Delivery,	Data Analytics at Continental Frank Pischulti, Head of BA Cross Applications,
	Head of IT Consulting, Mercedes-AMG GmbH	Adeeb Salam, Deputy Manager – SAP Projects, AAB Grzegorz Buhl, Project Manager, Hicron	Matthias Füßer, Process Manager Samples, both Business Sector Mobility Solution,		Shared Service Center, Americas, BMW Group	Continental Automotive GmbH Clemens Paulus, Business Process Consultant,
12:30 p.m	Lunch and Exhibition			3:45 p.m		SAP
2:30 p.m.				4:45 p.m.	Coffee and Exhibition	
	Live Influencing	Live Theater	Guided Tours		Live Influencing	Live Theater
	1:00 p.m1:45 p.m. Supplier Logistics 4.0: • New Collaboration in Logistics • Intelligent Container Handling • Batch Traceability Hosts: Dr. Volker Vogelgesang, Director of Business Systems, Brose Gruppe, Brose Fahrzeugteile GmbH & Co. KG, and Spokesman DSAG Working Group Automotive	1:00 p.m.–1:20 p.m. How to Model One-Piece-Flow in a Digitized Supply Chain with SAP S/4HANA Boris Kopp, Business Development Manager Extended Supply Chain, SAP	1:00 p.m.–1:25 p.m. Guided Tour		4:00 p.m-4:45 p.m. Digital Manufacturing • Visual Assembly Planning • 3D Visual Work Instruction: From Product Visualization to Production Virtualization Host: Dr. Stephan Kohlhoff, Visual Enterprise Manufacturing Integration, SAP	4:15 p.m.–4:35 p.m. Production Planning and Executio the Digital Factory in the Era of Industry 4.0 Boris Kopp, Business Development Manager Extended Supply Chain, SAP
	Horst Eissfeller,			4:50 p.m	Panel Discussion: Can We Ignore How	the Car of Tomorrow Will Change O
	VP Business Solution Architect, Global Service and Support, SAP			5:15 p.m.	Michael Zimmermann, Altran Germany,	
	Service and Support, SAP			5:15 p.m	Keynote: The Future of Enterprise Mol	-
				5:45 p.m.	Stephan Brand, Senior Vice President Pro	
				5:45 p.m	Keynote: Driver's Seat? Which Seat fo	
				6:15 p.m. 6:30 p.m	Frank M. Rinderknecht, C.E.O., Rinspeed AG Shuttle to the Evening Reception	
				7:00 p.m. 7:30 p.m.		

# 50 p.m. r Product Quality with uality Methods

#### 20 p.m. Marketing with SAP n Tweet to Receipt

2:00 p.m.-2:25 p.m.

# Forum 3

#### Technology and Platform perience haping the Automotive How to Build a Cloud-Based Web Shop AP Hybris Customer Based on New Technologies and Agile for Automotive Industries Software Development Processes SAP Hybris Customer David Huperz, and Commerce, SAP

Director IT Media and Service Desk, BPW Bergische Achsen

Status and Lessons Learned

SAP HANA Migration at Volvo Group:

Pascal Cesar, Enterprise Architect SAP and BI, CIO Office, Volvo Group IT

## anagement and Warranty ics at Continental

# **Guided Tours**

4:00 p.m.-4:25 p.m. Planning and Execution in 4:10 p.m.-4:35 p.m. 4:20 p.m.-4.45 p.m. Guided Tours

norrow Will Change Our Business IT?

nd Dr. Oliver Kelkar, MHP – A Porsche Company

r Vehicles into Business

vation, Internet of Things (IoT) Moving Assets, SAP SE

# Guided Tours 1:30 p.m.–1:55 p.m. **Guided Tour**

Guided Tour

9:00 a.m.	Business Breakfast								
9:30 a.m.– 9:45 a.m.	Welcome Day 2								
9:45 a.m.–	Keynote: How Connectivity Changes the World								
10:15 a.m.	Helmut Schütt, CIO Daimler Trucks, Buses, and Vans, Daimler AG								
10:15 a.m.–	Keynote: Drive Live – Drive Simple								
10:45 a.m.	Rolf Schumann, Chief Technology Officer and Head of Innovation Europe, the Middle East and Africa (EMEA) and Middle and Eastern Europe (MEE), SAP SE								
	Forum 1		Forum 2 For		Forum 3				
	Manufacturing and Engineering		Customer Experience T		Trends and Innovations				
11.00 a.m.– 11:30 a.m.	Future Material Requirement Planning at Mercedes-Benz Trucks with SAP HANA Platform Architecture		Implementation of the SAP Hybris <sup>®</sup> A Cloud for Customer Solution at MAN		SAP's Strategy and Road Map for the Automotive Industry Holger Masser, Vice President, Global Head of Industry Business Unit Automotive, SAP				
	Roland Antoni, Senior Manager, Information Technology Mercedes-Benz Trucks CoC Logistics and Shopfloor, Daimler AG		Diesel & Turbo SE						
	Holger Herrmann, Chief Product Owner, SAP								
11:30 a.m.– 1:45 p.m.	Lunch and Exhibition								
	Live Influencing	Expert Ses	sion	Live Theater	Guided Tours				
	the Digital Economy • Handling the Increasing Number of Different Components • Rethinking Traditional Automotive Solutions (		Updates in the e Services Solution Based on SAP Product Lifecy Costing: A New Cos Solution Based	on SAP HANA – Impro Your Design-to-Cost	e Guided Tour ng				
	Just-in-Time (JIT) Processes		ality Manage-	Petra Köpfer-Behnke, Program Manager, SAF	p				
	Host: Hans-Helmut Graef, Product Manager, SAP		ering Manager, ring Industries						
				12:30 p.m.–12:50 p.m. Collaboration Process with Ariba® Network	12:30 p.m.–1:00 p.m. s Guided Tour				
				Rolf Weiland, Vice President Busines Networks, SAP	SS				
				1:00 p.m.–1:20 p.m. Next-Generation Fina	1:00 p.m.–1:30 p.m. nce Guided Tour				
				Eric Bauer, Solution Advisor CFO Solutions, SAP					

	Forum 1	Forum 2
	Manufacturing and Engineering	Customer Exp
1:45 p.m. – 2:15 p.m.	Visual Support for Processes and Applications in Engineering and Production	Porsche Delig with the SAP Solution and
	Dr. Markus Niklaus, Software Engineer, ZF Friedrichshafen AG	Kai Grünholz, G tion Systems C CRM, Dr. Ing. h.
		Dr. Robert Mar Experience an MHP – A Porse
2:15 p.m. – 2:45 p.m.	SAP Product Lifecycle Costing on SAP HANA: From Co-innovator to Ramp-Up Customer	
	Philipp Feger, Business Process Manager, Progress- Werk Oberkirch AG	Otto Schell, GM Global SAI and Head of S. General Motor
3:00 p.m. –	Keynote: Driving Digital Performance – Opportunities	How AMG IT N
3:30 p.m.	Reinhard Breyer, CIO, Mercedes-AMG Gr	пbН
3:30 p.m. – 3:45 p.m.	Farewell	



#### xperience

# lights Customers P Hybris Marketing d MHP Analytics

Iz, Global IT-Manager Informa-s Customer-Service-Processes h.c. F. Porsche AG

larek, Head of Customer and CRM Consulting, sche Company

## ie Game: Process – tors' SAP Journey

AP Business Architect SAP CCoE, ors

# Forum 3

# Trends and Innovations The Future of Truck Parking:

Compliant, Secure, Convenient

## The Future of the Automotive Industry: Trends and Implications

Franck Leveque, Partner and Business Leader, Automotive and Transportation, Frost & Sullivan

# Makes the Most out of Business Strategy and Digitization

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# **Our Custom Partners**



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# ORGANIZATIONAL INFORMATION

Key Information at a Glance

Ridesharing with TwoGo by SAP: https://www.twogo.com/de



# Event Location

ICS Internationales Congresscenter Stuttgart Messepiazza 1 70629 Stuttgart Germany www.ics-stuttgart.de

# **Opening Times**

The SAP check-in desk, coat check, and exhibition are open at the following times: Wednesday, June 15, 2016: 8:00 a.m. through 6:30 p.m. Thursday, June 16, 2016: 8:00 a.m. through 5:00 p.m.

# **Overnight Accommodation**

For a list of recommended hotels, see: www.sap.com/automotive-forum

# Arrival and Parking

For information on directions, see: www.messe-stuttgart.de/besucher/anreise-und-unterkunft/ anfahrt Please use the signposted visitor parking spaces at the convention and exhibition center.

# Ridesharing with TwoGo by SAP

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# REGISTRATION

SAP Automotive Forum ICS International Congresscenter Stuttgart, Germany June 15-16, 2016

Register online now at: www.sap.de/automotive-forum

# **Registration Office and Organizational Information**

SCHERER Werbung GmbH Vaihinger Markt 12 70563 Stuttgart Germany T +49 (0)711 716 88-10 F+49(0)71171688-01 E sap@scherer-werbung.de

If you have any further questions or would prefer to register by fax, please send an e-mail to sap@scherer-werbung.de. We will be glad to offer prompt assistance.

# **Registration Fee**

Congress ticket: € 790 DSAG ticket: € 650 Day ticket June 15: € 450 Day ticket June 16: € 400 All prices excluding 19% value-added sales tax.

The registration fee includes admission to the lectures and the exhibition, the conference documents, refreshments, lunch, and attendance at the evening event. All prices are per person and subject to value-added sales tax. The registration fee does not include the costs of travel, accommodation, or other expenses.

# Cancellation

Participation may be canceled free of charge in writing until May 31, 2016. If you cancel later, or are prevented from attending on the day of the event, we will charge the entire registration fee. Naturally, you are entitled to send a proxy in place of the original participant providing this is announced in advance in writing to our registration office.



# Information about the Event

SAP Deutschland SE & Co. KG Sonja Becher Hasso-Plattner-Ring 7 69190 Walldorf Germany T +49 (0)6227 7-62632 E sonja.becher@sap.com

# Event Location

ICS Internationales Congresscenter Stuttgart Messepiazza 1 70629 Stuttgart Germany www.ics-stuttgart.de

# 15<sup>th</sup> SAP Automotive Forum

Transformation in the Driver's Seat



www.sap.de/automotive

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