SAP Mobile Solution Portfolio
Key Solutions … and how they support your business

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Telling the Mobile Story...

Deploy Innovation Platform

Mobilize the Enterprise

Enterprise Systems

Transform the Enterprise

Secure the Enterprise
App Strategy: different target user groups for mobile

... not a one size fits all ...

- **Mobile Worker**
  - Mobile worker in plant, etc., but also sales
  - App often supporting complex processes
  - High potential to transform work experience

- **Mobile Employee & Managers**
  - Often casual use, self service
  - High number of users
  - Potential to improve user satisfaction significantly

- **Mobile Consumers**
  - Direct (B2C) or indirect (B2B2C)
  - High expectations regarding ease of use
  - Potentially transformational opportunity
Application Strategy

We are offering choice for our customers!

Buy
Tailor
Build

Mobile (Platform) Services
The Solution Portfolio
Our Application Strategy
Entry point – what is the industry use case?

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Mobile Platform (SMP/ HCPms) & Mobile Secure
SAP Work Manager
Overview

With the SAP Work Manager mobile app, you have the tools needed to improve workforce safety and optimize asset life and reliability, as well as streamline processes by eliminating paperwork and shortening work cycles.

Business Value
• Increase plant and equipment performance
• Improve workforce productivity and safety
• Reduce overtime and cost of maintenance
• Promote a 360° view of operations, Real time

Use Cases
• Enable the maintenance processes
• Install and geo-tag equipment, including meters
• View asset schematics, history, dependencies
• Execute to guided workflows
• Generate notifications and work orders on-the-spot

SAP’s industry leading mobile app maintains, inspects, and repairs mission critical assets
Solid Foundation, plus Innovation to outpace your competition

- Wearables and Augmented reality
- IOT, Predictive maintenance
- Geospatial (GIS) visualization
- Customer Specific requirements
- Live 3D visualization
SAP Direct Store Delivery
Manage the Delivery Chain

Sales and logistics to support the key business processes of Sales Reps, Van Sellers and Delivery Drivers

Use Cases

- Combined sales and logistic business processes
- Route Accounting and Settlement
- On and Off-Line Pricing
- Order and credit management
- Van stock visibility
- Visit planning and execution
- Deliveries & Returns
- Credit checks and collections
- Merchandising
- Surveys, Plan-o-gram checks
- Store audits for pricing, promotions, distribution and more.
Customer Self Service for Utilities
Allow consumer self-service processes and reduce manual customer care


Use Cases
- Managing Online Accounts
- Managing Customer Data
- Managing Utility Contracts
- Managing Meter Reading Data
- Viewing Bills and Consumption
- Managing Budget Billing Plans
- Managing Payments
- Communicating with the Utility Company
- Managing Outages

3 Beautiful Apps
- Mobile App
- Responsive App
- Desktop App

55+ Customer Self-services
SAP City Connect:
an Urban Intelligence Network Platform (Showcase Application BCN4U)

Create a **personalized, premium, context aware** mobile experience for an URBAN networked economy

- **Stakeholders:**
  - Local businesses
  - Tourists
  - City council
  - Citizens
  - Points of Interest
  - Travel Agencies
  - City Infrastructure
  - ...

- **Mid-term goal:** create repeatable and scalable solution for networked economies worldwide
SAP Fiori
Why ‘Mobilizing Fiori’ is a key topic for our customers…

Fiori is THE new SAP User Experience…

Mobile is THE way to consume apps…

Leverage native device features & experience

Ensure Security & Manageability

Optimize Performance
Top Scenarios for mobilizing Fiori
Across lines of business and industries

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*SAP Environmental Health and Safety Management
Focus area: My inbox
Mobilizing workflows

What:
SAP Fiori My InBox is a configurable app for SAP and non SAP workflows, merging the Fiori Approve Request App and Universal Workflow (UWL).

Why:
Almost every customer uses workflow approvals, and most of them want to mobilize that app.

How:
Start with the very powerful out of the box scenarios. Third party workflow integration & push can be customized in project
Focus Area: Build your own FIORI APP
Endless possibilities…

What:
Full set of tools to build and extend Fiori apps (SMP/HCPms, Web IDE…)

Why:
Typically large amount of apps required

How:
Leverage enablement, e.g. OpenSAP courses (6 weeks). Leveraging large ecosystem
E2E: Transforming the way you mobilize your employees
Combining the Power of Fiori, SMP, and Web IDE

**Web IDE**
- ✔ Tool set to adapt or build new apps
- ✔ Significant value with reuse and templates

**Fiori**
- ✔ 500 + out of the box business scenarios
- ✔ This is where business value is created (for LOB)

**SMP/HCPms**
- ✔ Optimize apps for mobile usage
- ✔ Significant value with administration, push & off-line, device capabilities, etc.

**PLUS Mobile Secure**
- ✔ Simplify configuration & deployment of Fiori apps
- ✔ Simplify enterprise integration & connectivity
Delivering a Mobile Experience
Key Elements for taking advantage of mobile capabilities

- Device capabilities
  Camera, Location, Barcode, and more ...

- Mobile Experience
  Exceeding user expectation

- Third party apps
  Access attachments, calendar, and more ...

- Push *
  Get notified...

- Secure
  Secure backend access, app, data.

- Manage
  Lifecycle and more

- Offline *
  Continue Working

- Optimize
  Understanding usage

* - might require customization
SAP Fiori Client
Easy way of trying out Mobilized Fiori

SAP Fiori Client was created to provide additional capabilities to the Fiori Applications such as:

- Native – Bar Code Scanner, Camera, GPS…
- Improved Cache Management
- Additional Security
- Provisioning user certificate via Mobile Platform

New with Fiori Client 1.3

- Support for Windows – 8.1/Phone 8.1
- Ability to enable and disable features e.g. camera
- Security Enhancements
- Demo Mode
Mobile Platform Roadmap
Continuous innovation... on premise and in the cloud

Portfolio Today

- HCP Mobile Services
- Mobile SDK
- Mobile Platform SMP 3.0
- Additional Tools & Technology

HCPms launched
- Fiori Mobile
- Build cross platform apps quickly
- Online, offline and hybrid
- Securely mobilize SAP and 3rd party
- Leverage HCP capabilities, rapid innovation cycles

Future

- Continuous Innovation without Disruption

SMP
New SMP 3.0 release
- Fiori Mobile
- Build cross platform apps quickly
- Online, offline and hybrid
- Securely mobilize SAP and 3rd party
- Innovations for Agentry (‘Syclo’)

One Strategy, One SDK, One Codebase
What is HANA Cloud Platform? …and where does Mobile fit in?

- Develop Mobile First Enterprise Apps
- Develop Modern Web-based UX for Legacy Systems (UI5)
- Provide integrated Views of Company Data from Multiple Sources
- Enhance & mobilize Cloud Solutions for Customer
- External Portals (Customers and Partners)

HANA Cloud Platform

- Transactions
- Analytics
- Streaming
- Predictive
- Spatial
- Text Mining

Integration to On Premise Data Sources & Cloud Systems

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SAP Mobile Platform 3.0
Key Highlights

SMP supports native, Hybrid, Web, Metadata-driven and SMS app types on one platform.
Separate Release cycles for ‘Server’ and SDK

Innovations with SMP 3.0:
- Offline capabilities with Odata
- Metadata-driven (Agentry) for extending Syco Apps, extensions with OpenUI
- Connecting with SAP Fiori Client or SMP SDK (Kapsel) for SAP Fiori
- Hybrid (Kapsel SDK) for cross-platform applications built using HTML5 technologies
- Significant investment in simplification and core mobile services
SAP Mobile App Development Choices
The right tool for the job

**Native Apps**
- OS Vendor IDE
- SAP SDK
- SAP Gateway for Microsoft

**Hybrid Apps/Fiori UX**
- Unmodified Apache Cordova
- SAP Web IDE
- SAP SDK plug ins

**Mobile Web Apps**
- OpenUI5 / SAPUI5
- Bring your own frameworks

**Meta-Data Driven Apps**
- Codeless modifications
- Non-developer use
Vision: One Integrated End to End Mobile Experience
Combining SMP/HCPms and SAP Mobile Secure

Develop/Extend
Build
Test
Administer
Discover

SAP Web IDE/SMP SDK
Central Admin
Mobile Place
Cloud Build
Mobile Test Cloud*
The results...
The journey continues...

Perfect Meeting

Mobilizing Fiori

City Connect / BCN4U

Work Manager with Beacons

E2E app Development

Health Link
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