

Welcome to the SAP Innovation Adoption – Webinar Series

SAP Global User Groups Organization
Knowledge Transfer
September 29, 2016

Customer

SAP Innovation Adoption – 30 Minute Webinar Series

SAP Innovation Guide & Landscape Management	 	Wolf Hengevoss & Pedro Arrontes	Sep. 27, 2016 16:00 (CEST)
SAP Release Strategy Brochure		Heike Steck	Sep. 28, 2016 11:00 (CEST)
SAP Solution Explorer		Dietmar Maier	Sep. 29, 2016 10:00 (CEST)
SAP Product Availability Matrix		Susanne Schneider	Oct. 04, 2016 10:00 (CEST)
SAP Innovation Discovery		Susanne Schneider	Oct. 06, 2016 10:00 (CEST)
SAP Maintenance Planner		Wolf Hengevoss	Oct. 11, 2016 10:00 (CEST)
Business Scenario Recommendations		Steffen Thiem	Oct. 13, 2016 10:00 (CEST)
Fiori Fit Analysis		Wassilios Lolas	Nov. 3, 2016 10:00 (CET)

Webinar for SAP Groups

SAP Solution Explorer: Where Can I Find What?

Sept 29, 2016 - Dietmar Maier, SAP SE

SAP Solution Explorer and Value Maps

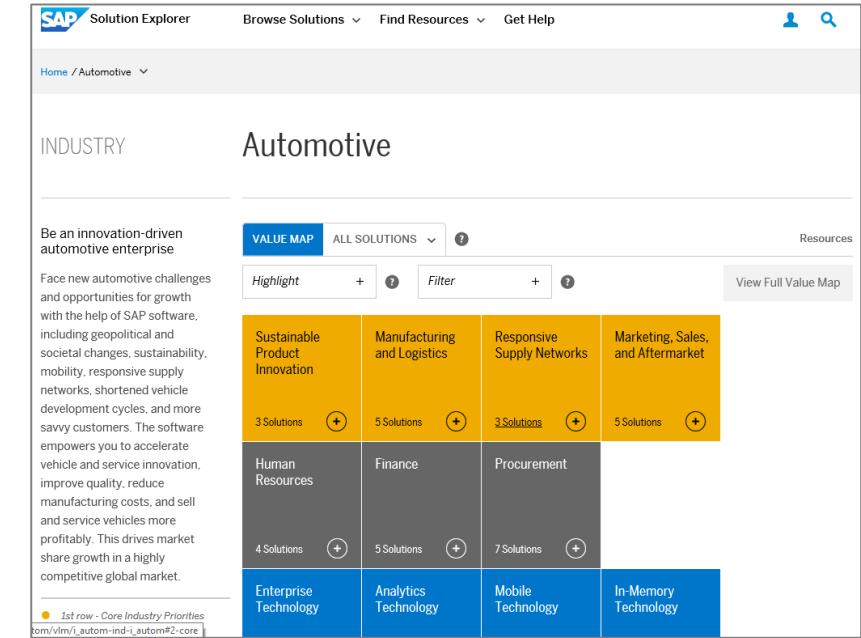
SAP Solution Explorer and Value Maps offer an easy way to explore which business needs can be addressed with SAP Software. Participants will learn how to navigate through Value Maps, which represent SAP's recommended offering for "best run" businesses, and how to access SAP's full set of solutions. Using the information provided in SAP Solution Explorer, users can evaluate if and which SAP solutions are most suitable to meet their needs.

Key take-aways:

- Making it easy to find SAP solutions that are relevant for actual business needs
- Understanding the difference between Value Maps and All Solutions Catalog
- Understanding of different levels of Solutions and how to find additional information
- Tips and tricks for power users

Presenter:

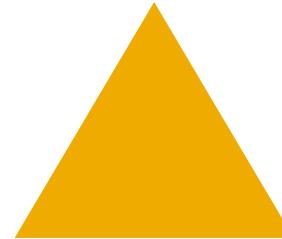
Dietmar Maier, Project Lead Business and Solution Reference (BSR),
SAP Portfolio Strategy and Pricing, SAP SE



Why do we need Solutions? To answer key customer questions!

„Can SAP solve my business problem?“

Solution



Software Product

What do I need to install?

License Material

„What do I need to purchase?“

Why do we need Solutions?

Just a little example

... a customer in the life science industry wants to know what SAP offers to run his order to cash process

Would he (or you) be able to assemble the License Materials and Products he needs?

Products:

SAP CRM
SAP Configure, Price, and Quote for solution sales configuration
SAP ERP
SAP ERP Order Status
SAP Price and Margin Management by Vendavo (partner product)
SAP Process Integration
SAP Cloud for Customer

License Materials:

SAP CRM Sales
SAP Configure, Price, and Quote for solution sales configuration
SAP CRM Services
SAP Sales and Services Order Processing
ERP_Package SAP ERP Foundation Starter
SAP Price and Margin Management by Vendavo
SAP Price and Margin Management by Vendavo, deal management
SAP Price and Margin Management by Vendavo, price management
SAP Price and Margin Management by Vendavo, pricing analytics
SAP Commodity Sales: base package
SAP Commodity Sales & Procurement: various Licenses available for specific commodities
SAP Cloud for Sales, User
SP-Jam, Enterprise, User



END-TO-END SOLUTION

Order to Cash

Quotation Management (On Premise)
Product Configuration (On Premise)
Solution Sales Configuration
Package and Solution Offering
Sales Contract Management (CRM)
Order Capture and Management (CRM)
Order Management and Processing (ERP)
Price and Margin Management (Vendavo)
Commodity Sales
Sales Collaboration
Sales Order Billing and Payment Management

In Solution Explorer he finds an End-to-End solution „Order to Cash“ in his industry Life Science with the needed products and License Materials attached.

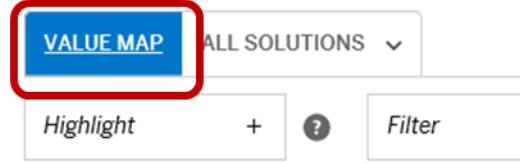
→ Related Products (+)

→ Related License Materials (+)

Objects featured in SAP Solution Explorer

(www.sap.com/solutionexplorer)

Value Maps



- Subset of SAP Solutions
- recommended for „best run“ businesses



some



or



some



all



all

Solution Capabilities include links to related

- Software products (what to install/run)
- License materials (what to acquire)

All Solutions Catalog



- Complete portfolio of SAP Solutions
- Including alternative solutions (e.g. cloud / on premise)
- Possible navigation paths:
LOB>E2E Solutions>Sol.Cap.
LOB>Sol.Area –Sol.Cap.
LOB>Business Driver>Sol. Cap.

Different Ways to navigate Solutions To better support your use cases!

VALUE MAP

[ALL SOLUTIONS](#) ^

End-to-End Solutions

Solution Capabilities

Business Drivers

SAP Value Maps – SAPs recommendation

Visual GTM framework for each Industry, LoB, Technology and SAP Suite, for telling a relevant, integrated solution story based on a **prioritized** set of solutions

End-to-End Catalog – All integrated stories

List of ALL End-to-End Solutions for an Industry, LoB, Tec or SAP Suite, Integrated end-to-end solutions that drive a strategic business outcome

Solution Capability Catalog – All solutions that SAP offers

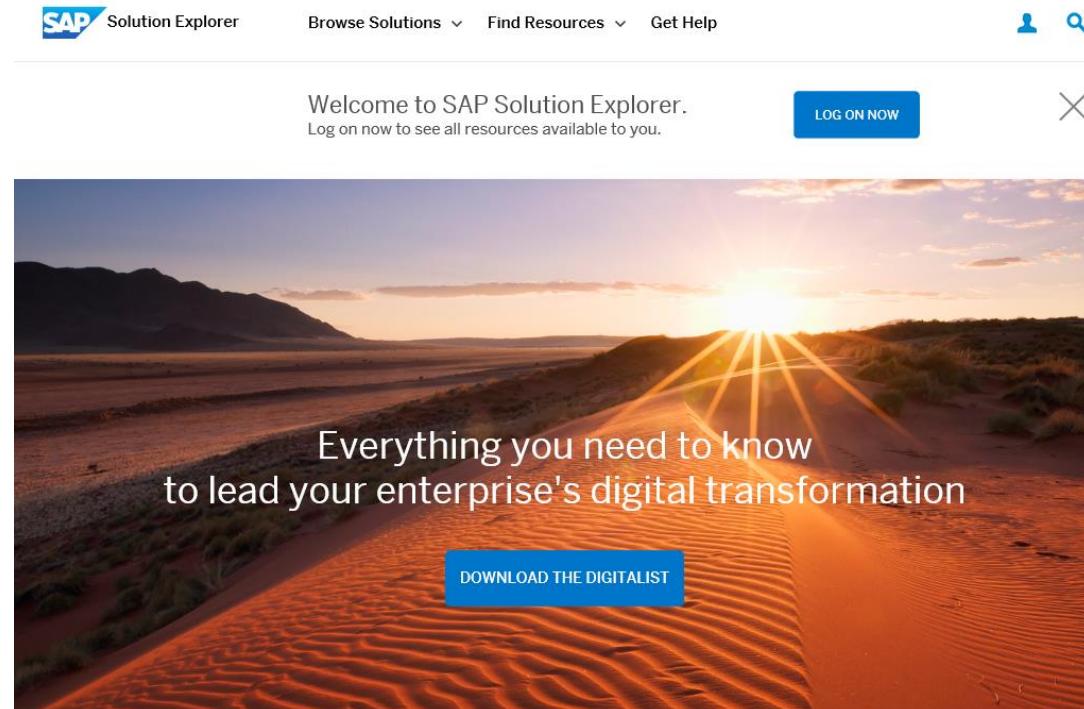
List of ALL Solution Capabilities for an Industry, LoB, Tec or SAP Suite, Solutions to a business issue in the form of a concrete product-specific realization of a low-level capability

Business Driver – Drive the value!

Don't know which solution you search for but your customer wants to influence a certain KPI? The Business Drivers lead you to the right solution to start a value-driven customer conversation!

SAP Solution Explorer - Demo

www.sap.com/solutionexplorer



SAP Solution Explorer and Value Maps

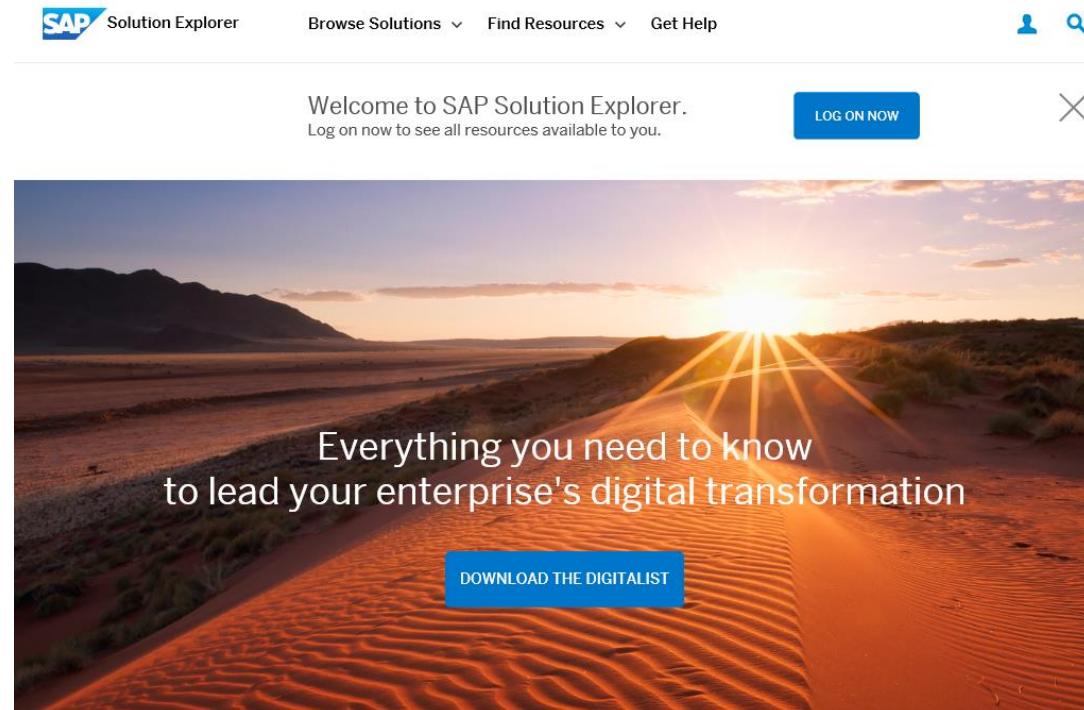
Tips and Tricks for Power Users

In order to get the next value and user experience out Value Maps and SAP Solution Explorer...

- **If you want an overview of a hot topic:** use highlights and check out related help texts
- **If you want to focus on a specific business area:** select it in the filter
- **If you don't want to browse but search for something specific:** use search
- **If you are interested in different views:** navigate by role (LOB) and your industry/industries
- **If you want to find specific materials:** use “Find Resources”
- **If you get lost:** remember the meta model and value map vs. catalog
- **If you want to come back to specific pages:** save deep links as favourites in your browser
- **If you find a solution you want to buy:** contact your SAP sales representative!

And most importantly: Keep coming back. SAP Solution Explorer is continually enhanced to cover the latest content and improve the user experience!

Thank You
www.sap.com/solutionexplorer



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