

# Learn about the broad business benefits when aligning your SAP System with Microsoft Power Platform

**Sonja Gu, Product Marketing Manager**  
**Prakash Pattaiyan, Principal Product Manager**

Microsoft

SAPinsider  
Las Vegas

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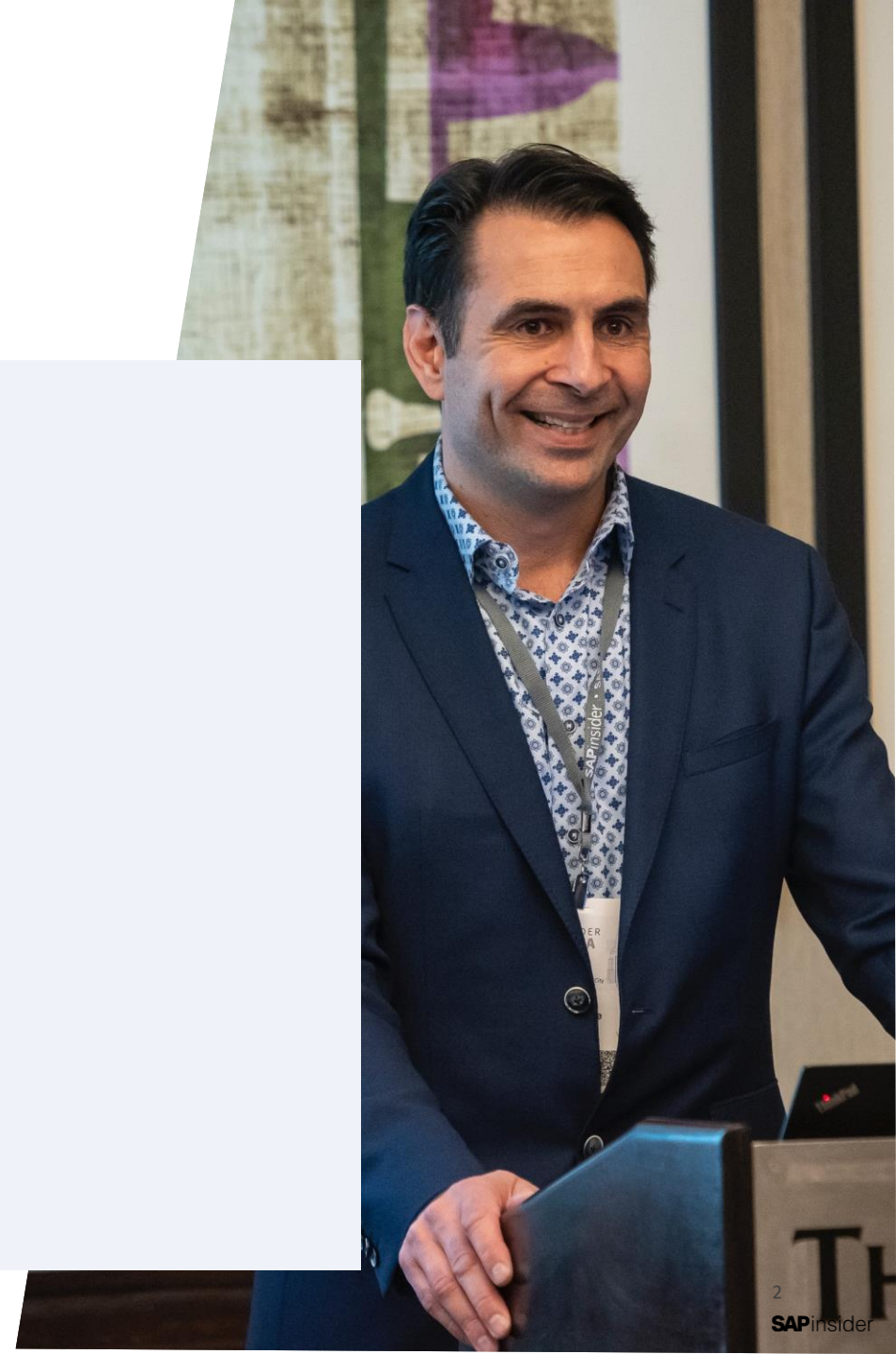
**2023**

**SAP**insider

# What We'll Cover

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- Better together: Microsoft + SAP
- Better together: Power Platform + SAP
- Power Platform + SAP in action
- Wrap up



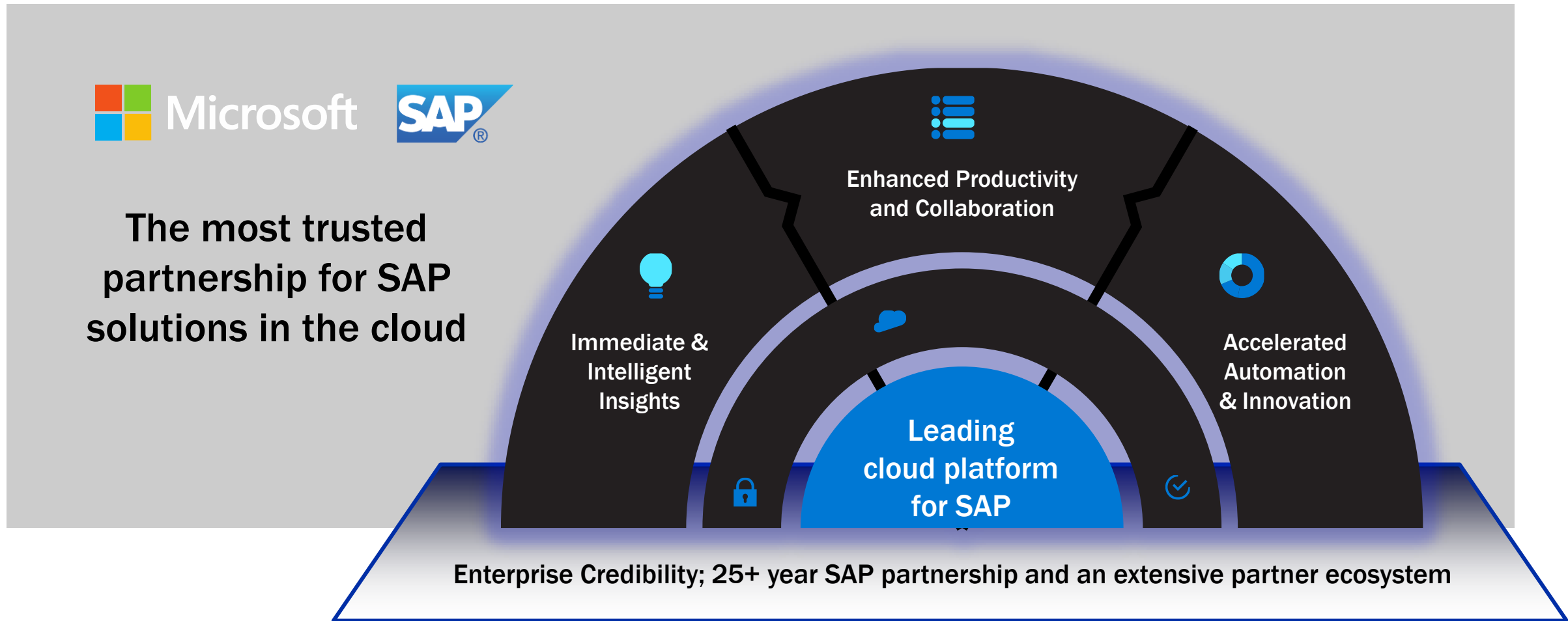
## Topic 1

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# Better together: Microsoft + SAP



# Better Together

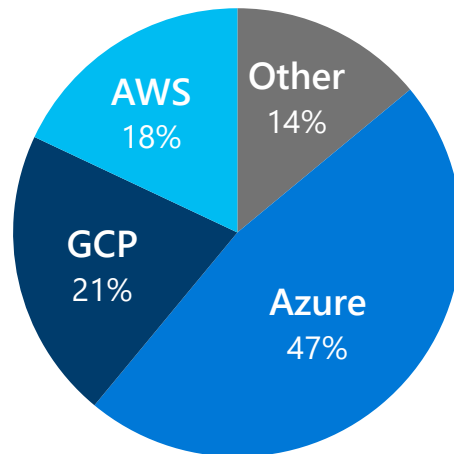


# The # 1 cloud platform SAP customers prefer



## 1 Preferred

SAP customers broadly favor Microsoft Azure\*



\*Source: SAPinsider Benchmark Report: Deployment Approaches for SAP S/4HANA, 2020

## 2 Trusted

Most Fortune 500 companies run SAP on Azure

Most SAP RISE customers run on Azure

Largest network of specialized partners, who choose Microsoft for their own SAP landscapes

## 3 Reliable

SAP chooses Azure to run its internal business processes

Microsoft runs its own SAP landscapes on Azure



“It was Microsoft’s history of providing technology and services to huge enterprises that made the difference and gave us the confidence to embrace the Azure cloud....”

– Joerg Bruch,  
Global VP for IT Operations, SAP



**Customer:**

SAP SE

**Industry:**

Other

**Size:**

10,000+ employees

**Country:**

Germany

**Products and services:**

Microsoft Azure

Microsoft Azure Active Directory

[Read full story here](#)



**“Microsoft understands the hybrid world; it’s in its DNA. It provides a unique enterprise readiness that works best for us while also pressing on with innovation.”**

—Joerg Bruch, Global Vice President for IT Operations, SAP

Renowned for its enterprise application solutions, SAP offers its software for on-premises, hybrid, and cloud environments. It sought the agility, security, and cost-effectiveness of the cloud. Which hyperscaler would SAP IT trust with its own critical business systems?

The company chose Microsoft Azure. **SAP has shifted 42 landscapes to the Azure cloud platform, with 21 more migrated in 2021.**

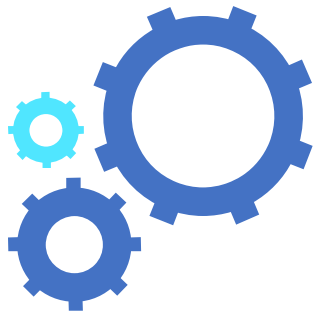
SAP IT achieved the agility and heightened security it sought, in addition to saving about 10 percent of its previous operating expenses. And as a bonus, its IT teams are captivated by the technology and enjoy the ease of use. As always at SAP, innovation continues.

# Azure Center for SAP Solutions

Complete experience to deploy and manage SAP in the cloud



Guided SAP  
deployment



Intelligent, seamless  
SAP management



Foundation for  
innovation



Modular and extensible



# Azure Center For SAP Solutions

## Products and services

Fully integrated first-party Azure services that are fully supported, always up-to-date, and incorporate the latest cloud innovations

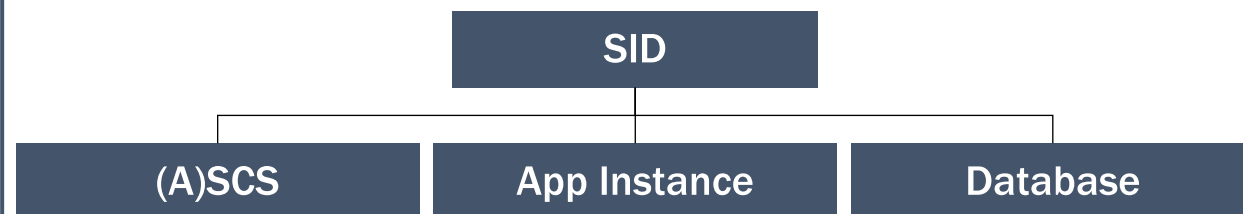
## Tools

Ongoing integration with Products

## Frameworks

Governance and guidance frameworks are updated periodically as required

Azure Virtual Instances for SAP solutions:  
Bringing SAP workload awareness to Azure



Compute

Storage

Networking

Quality Check for  
SAP workloads on  
Azure



Open source

Enterprise scale  
for SAP on Azure Assessment



Well-Architected Framework  
for SAP on Azure



Deployment Checklist  
for SAP on Azure



SAP Deployment  
Automation Framework  
(open source)



Available

Azure Monitor for  
SAP Solutions  
(preview)



ACSS preview

Azure Backup for  
SAP



Integration coming soon

Azure Cost  
Management +  
Billing



Integration coming soon

Microsoft Sentinel  
solution for SAP  
(preview)



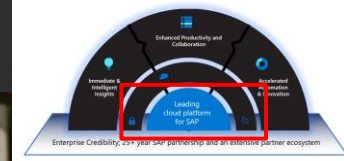
Integration coming soon

Azure Inventory  
Checks for SAP



Azure workbook

Seamless integration with virtual instance



## Campari Group accelerates innovation with move to SAP on Azure and the Microsoft Cloud

# CAMPARI GROUP

Perhaps some of the biggest gains Campari Group has realized through its shift to the Microsoft Cloud have been security based. **In 2020, the company experienced a major cybersecurity incident that demonstrated the power and value of its cloud-based Microsoft security features. At the time of the incident, most of the workloads that Campari Group had been running on-premises were affected by ransomware encryption. But everything it had already migrated to Azure and architected through a security-by-design, Zero Trust approach remained untouched.** Zeidler states, “From a business standpoint, this incident gave us the confidence that running SAP on Azure and integrating additional elements of the Microsoft Cloud was the right direction. It solidified our effort and made us truly realize the value.”

Full customer story: [Microsoft Customer Story-Campari Group accelerates innovation with move to SAP on Azure and the Microsoft Cloud](#)

An aerial photograph of Milan, Italy, showing a dense urban landscape with numerous buildings and a winding river. The text "MILAN ITALY" is overlaid in the center.

# MILAN

## ITALY



## Topic 2

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# Better together: Power Platform + SAP



**Demand grows.  
Resources are limited.**

**4 Million**

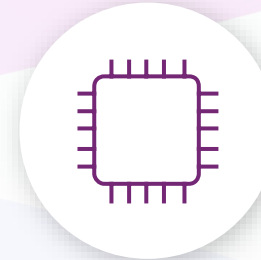
shortfall of developers by 2025<sup>3</sup>

1. Gartner 2019 Magic Quadrant for Enterprise Low Code Application Platforms
2. IDC: [Updates Its Future of Digital Innovation Framework](#), Oct 2022
3. IDC: [Quantifying the Worldwide Shortage of Full-Time Developers](#), Sept 2021

**65%+** of application development activity will be low-code by 2024 – Gartner<sup>1</sup>



Ground up  
software  
development  
takes time



Tech talent  
is limited



Digital  
demand  
surges



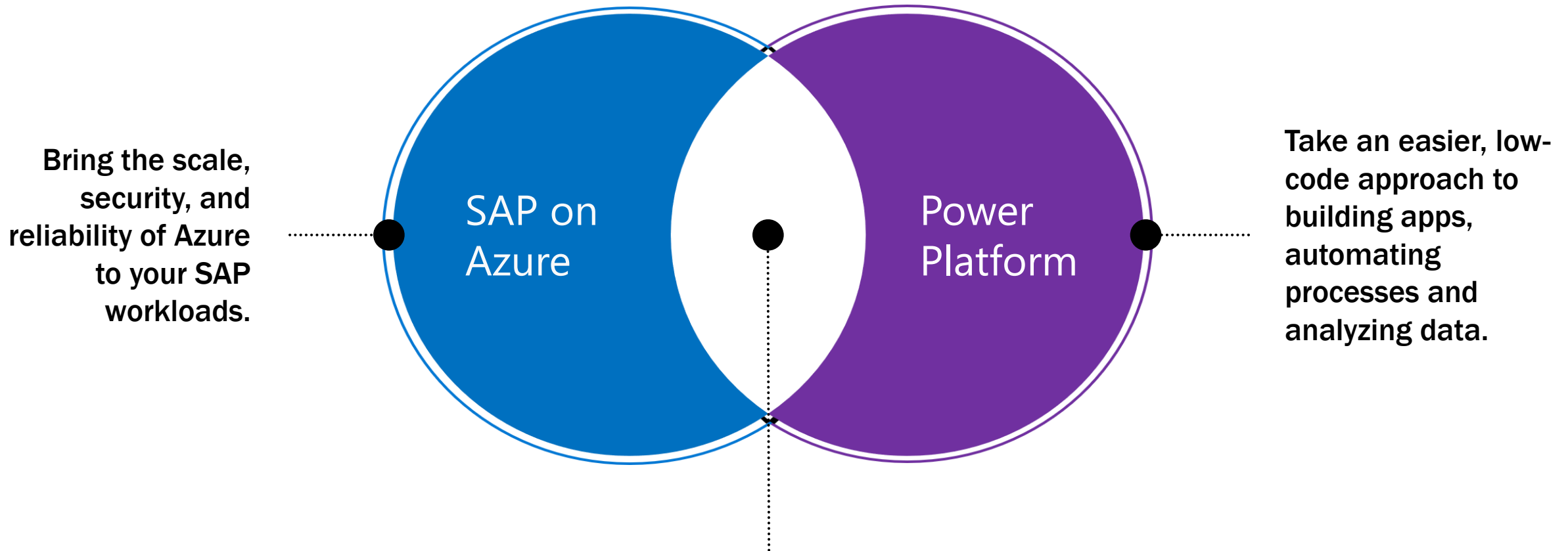
Risks in  
security &  
compliance  
are strong

**750M**

new apps will be created by 2025,  
more than the number built over  
the past 40 years<sup>2</sup>

# Powerful Platforms, Better Together

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Empower everyone in your organization to build more productive SAP solutions, from deeper analytics to more efficient business processes - all while protecting mission critical SAP data.

# Microsoft Power Platform

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Do more with less using the world's most complete set of integrated, low-code development tools



**Power Apps**  
for  
web and mobile  
application  
development



**Power Automate**  
for  
process  
or workflow  
automation



**Power Virtual Agents**  
for  
chatbots and  
conversational  
agents



**Power Pages**  
for  
building secure,  
data-centric  
business websites



**Power BI**  
for  
data exploration,  
analytics and  
reporting



**Data  
connectors**



**AI Builder**



**Microsoft  
Dataverse**



**Power Fx**



**Managed  
Environments**

"Today, we announce the **third** phase of our long-term partnership with OpenAI through a **multiyear, multibillion dollar investment** to accelerate AI breakthroughs to ensure these benefits are broadly shared with the world."

- Microsoft Corporate Announcement  
January 23<sup>rd</sup> 2023



The New York Times

<https://www.nytimes.com> › 2023/01/23 › business › micr... ⋮

### Microsoft to Invest \$10 Billion in OpenAI, the Creator of ...

Jan 23, 2023 — The tech giant aims to remain at the forefront of generative artificial intelligence with its partnership with **OpenAI**.

New AI-powered experiences

Supercomputing at scale

Exclusive cloud provider







## Topic 3

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# Customer Stories: Power Platform + SAP





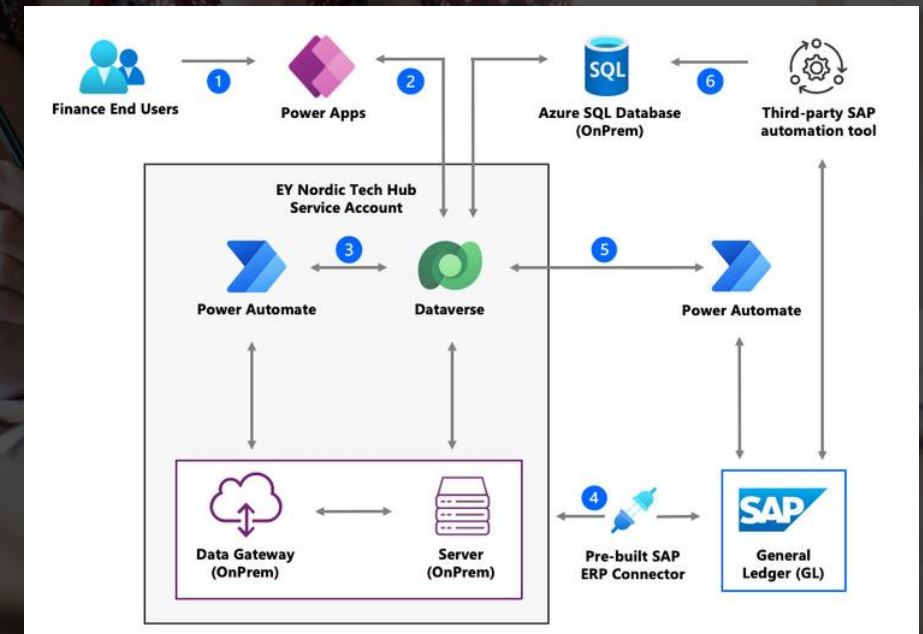
EY helps enable entry at source for a global finance process with Power Platform and SAP, reducing lead times by 95 percent.

POWERPOST DASHBOARD NEW DOCUMENT Environment: PET

NOT YET POSTED (53) TO APPROVE (1) POSTING HISTORY

ID	Form	Co. Code	Doc.Date	Posting Date	Doc. Type	Currency	Date Submitted	Assigned Approver	Status
2838003	FB50	DK88	2021-10-28	2021-10-28	SA	USD	2021-10-28	Matthew Lynch	Pending approval
58194907	FB50	DK72	2021-10-28	2021-10-28	SA	USD	2021-10-28	Rachel Maria Martinez	Returned to submitter
22588683	FB50	DK95	2021-10-28	2021-10-28	YQ	USD	2021-10-28	Matthew Lynch	Posting Error
77583388	FB50	DK01	2021-10-28	2021-10-28	YU	EUR	2021-10-28	Matthew Lynch	Pending approval
95975508	FB50	DK36	2021-10-28	2021-10-28	SA	EUR	2021-10-28	—	Posted
31479443	FB50	DK35	2021-10-28	2021-10-28	YQ	USD	2021-10-28	Bert Jensen	Pending approval
55765895	FB50	DK87	2021-10-28	2021-10-28	SA	USD	—	—	Draft
93473885	FB50	DK19	2021-10-28	2021-10-28	YL	EUR	2021-10-28	—	Posted
79343858	FB50	DK31	2021-10-28	2021-10-28	YL	USD	2021-10-28	Bert Jensen	Posted
64062728	FB50	DK27	2021-10-28	2021-10-28	YU	USD	2021-10-28	Rachel Maria Martinez	Pending approval
77583388	FB50	DK01	2021-10-28	2021-10-28	YU	USD	2021-10-28	Matthew Lynch	Pending approval
31479443	FB50	DK35	2021-10-28	2021-10-28	YQ	EUR	2021-10-28	Rachel Maria Martinez	Pending approval

53 documents in filter









# Automate order processing, like Coca-Cola UNITED



"We explored open source options but these platforms keep changing. We like the low-code simplicity of the Power Platform and how it integrates with Azure. Today, it's the preferred platform for all our ERP analysts."

**Tommy Ammons**

Mobile Computing Manager, Coca-Cola UNITED

## ORDER ENTRY



Logic App



Azure storage



## ORDER VALIDATION



App Services



Azure SQL Database



## INVENTORY



SAP on Azure

## Situation

Coca-Cola UNITED is the third largest bottler of Coca-Cola products in the United States. The company wanted a faster way to process on-demand shipment requests (or "forced shipments") from customers. Previously, account reps had to submit orders and check inventories manually, which often led to errors and shipping delays.

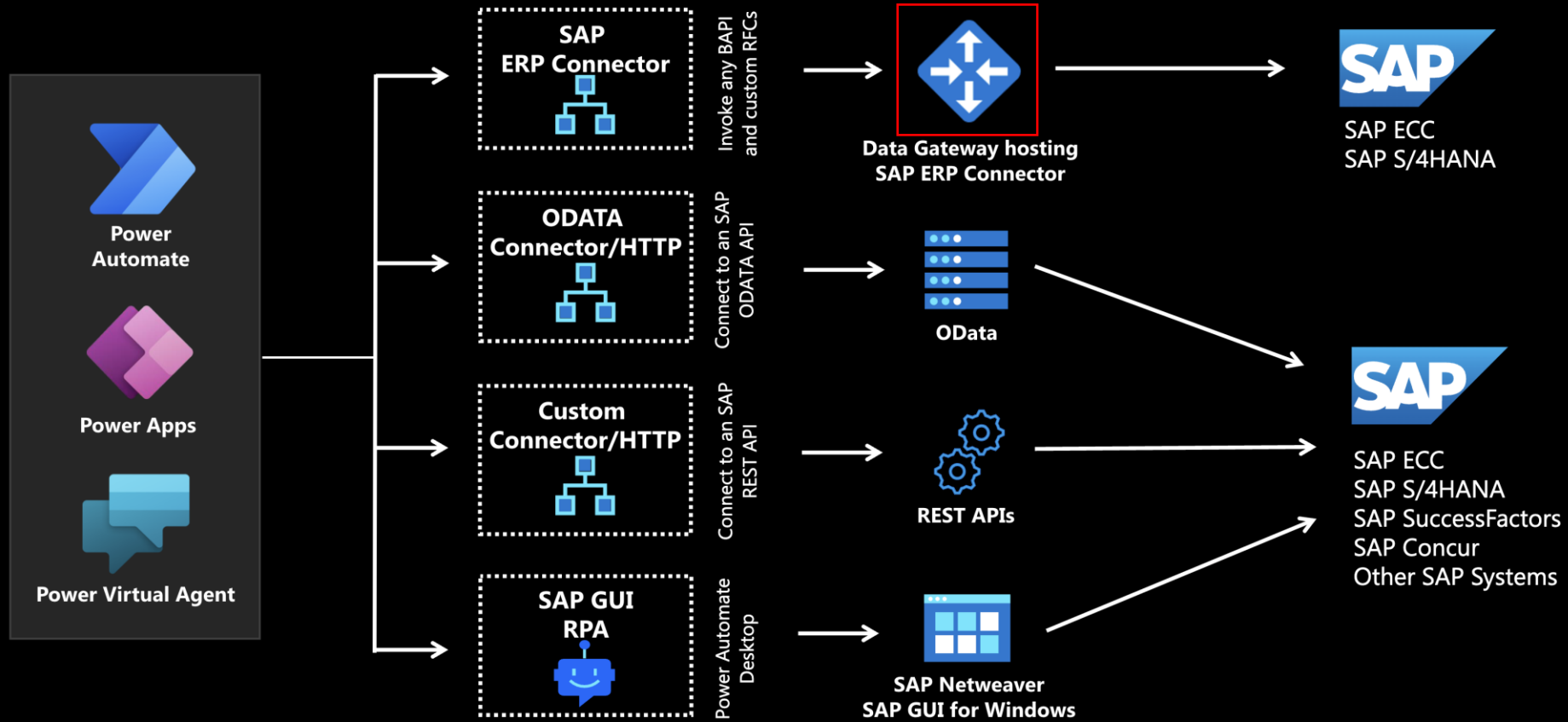
## Solution

A new solution built using Power Apps and Azure services automates the forced shipment process. A field rep enters a file with order details directly into a mobile app. This data is sent to a WebJob in Azure App Services which validates the order against inventory data in SAP on Azure and also updates a local SQL database with the order.

## Impact

Order processing has gone from hours to seconds with the automated solution. Today, the company is processing ten times more forced shipment orders - all with better tracking, fewer errors, faster delivery times, and higher customer satisfaction. Faster time to market has also driven higher sales.

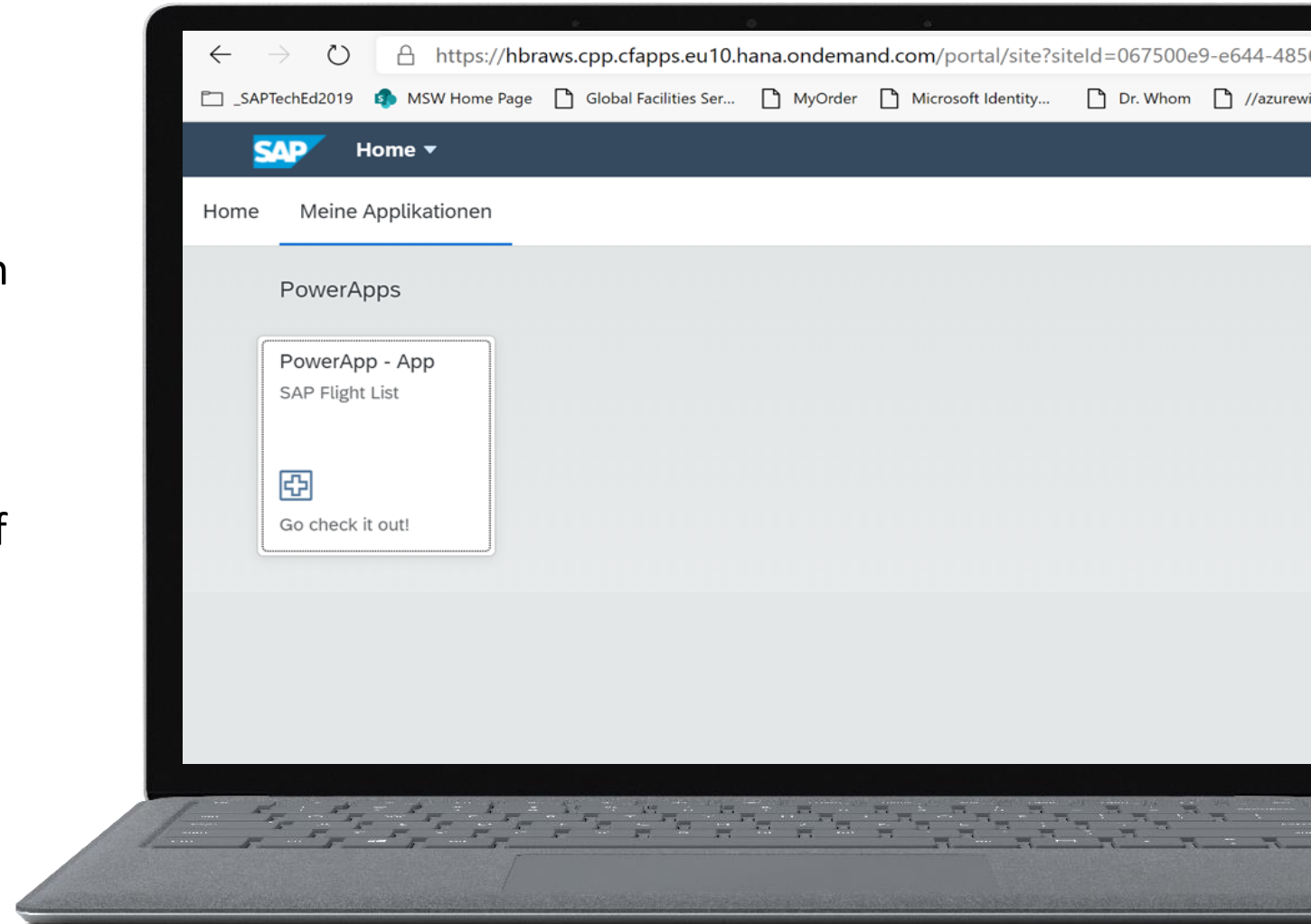
# SAP connectivity options



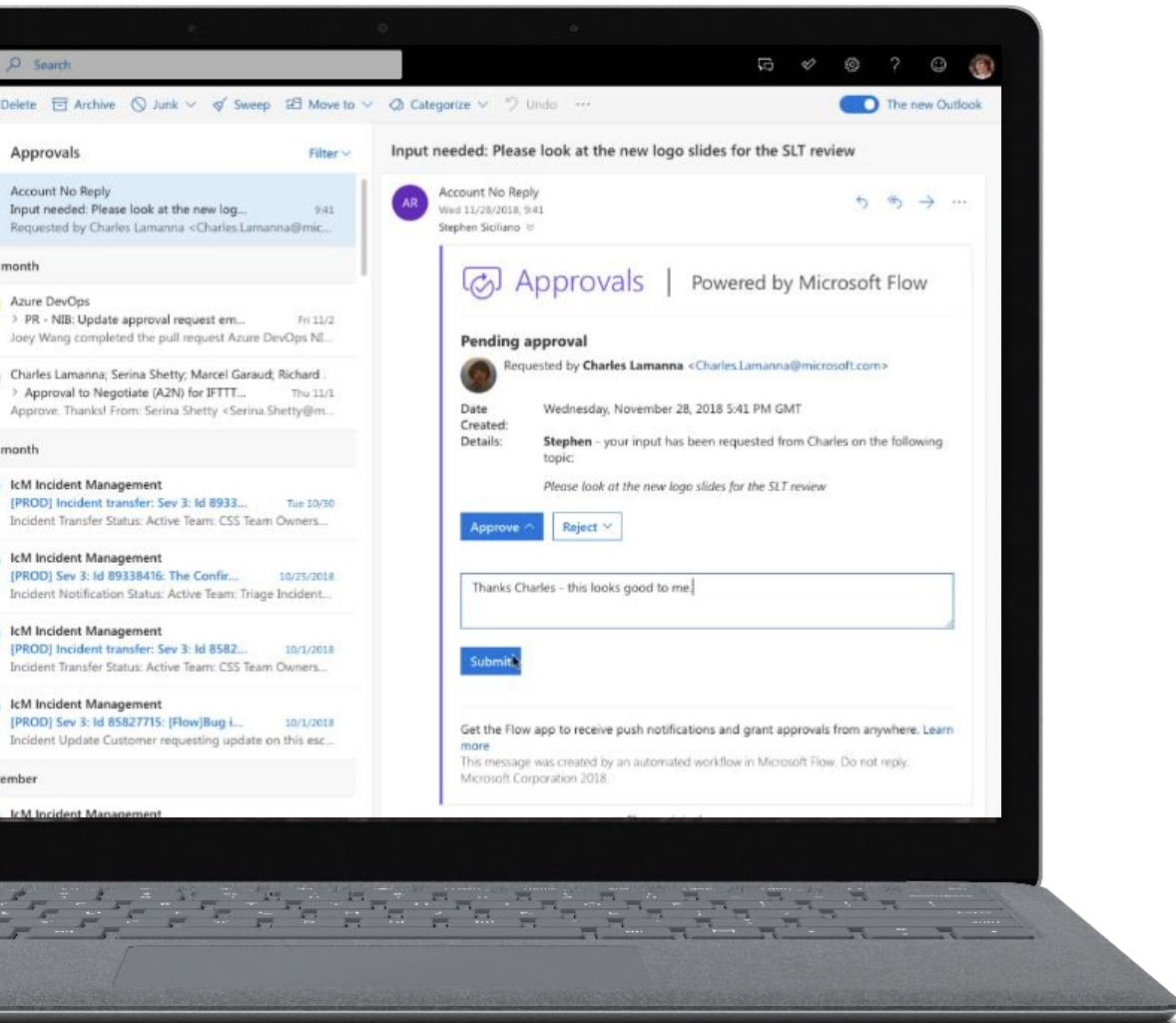
# Integrate Power Platform into your SAP world

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- Add Power Apps tiles to an SAP Portal to launch a Power Platform experience.
- Data can be presented inside the application and can be used for data modifications, analysis or updates and patched back to the SAP backend.
- The Power Apps app can be fully used out of the SAP Portal user experience.



# Integrate SAP data and flows into Microsoft 365

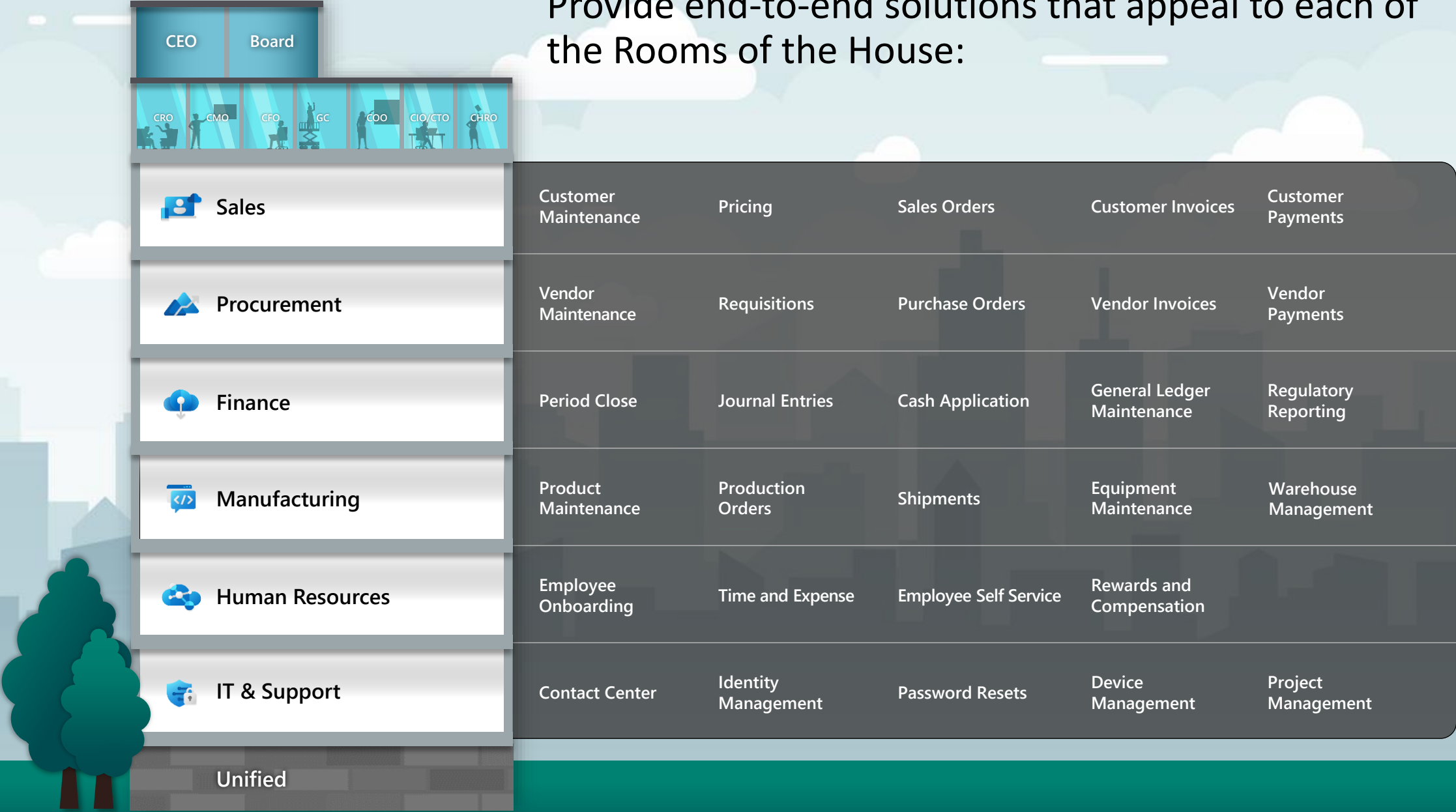


- Embed SAP-connected approvals and workflows into Outlook.
- Customize and automate SharePoint Lists with Power Apps and Power Automate.
- Build a Power Apps app from an Excel sheet or automate on an Excel sheet with Power Automate.
- Build custom connectors in Azure API Management and distribute through Power Apps in Teams.

# Power Platform Enterprise Solutions



Provide end-to-end solutions that appeal to each of the Rooms of the House:



# Purpose

1. Provide exciting content for customers and partners
2. Demonstrate value of Power Platform to increase adoption
3. Accelerate Time to Value
4. Create an ecosystem of 3<sup>rd</sup> party apps and solutions

Microsoft

Jon Gilman

Sales

Quotes

Sales Orders

Deliveries

Customer Invoices

Customer Payments

Mass Update Pricing

Purchasing

Finance

Production

Tools

+ Create

Change

200007370

Details

Attachments

Customer \*

Customer name

Order type \*

Sales org \*

Delivery date

Header text

284

THE HOME DEPOT

SOFT

GLOB

7/1/2022

Ship to \*

Ship to name

Customer's PO

Created By

Total Price

284

THE HOME DEPOT

6546456

JON

\$ 4,223.76

Items

Item ↑	Material	Plant	Description	Quantity	Unit	Unit Price	Total Price	Details
1	PRODUCT1	SOFT		10	EA	\$ 19.12	\$ 191.16	<a href="#">View</a>
2	PRODUCT2	SOFT		10	EA	\$ 42.46	\$ 424.60	<a href="#">View</a>
3	PRODUCT3	SOFT		10	EA	\$ 63.66	\$ 636.60	<a href="#">View</a>
4	PRODUCT4	SOFT		10	EA	\$ 84.90	\$ 849.0	<a href="#">View</a>
5	PRODUCT5	SOFT	Product 5	20	EA	\$ 106.12	\$ 2,122.40	<a href="#">View</a>

Partners

Role ↑	Description	Customer	Name	Street	City	State	Zip Code
AG	Sold-To Party	284	THE HOME DEPOT	777 PEACHTREE AVE	ATLANTA	GA	25736

## Topic 4

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### Wrap Up

Learn more about SAP integration with Power Platform:

[aka.ms/sapandpowerplatform](https://aka.ms/sapandpowerplatform)

Read the Total Economic Impact study:

[aka.ms/PowerPlatformTEI](https://aka.ms/PowerPlatformTEI)

Low-Code Trend Report 2022: Building a learning culture on a low-code platform

[aka.ms/lcnctrends](https://aka.ms/lcnctrends)

Microsoft Power Platform AI announcement:

[aka.ms/ppai](https://aka.ms/ppai)

# Where to Find More Information

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Attend our sessions below to learn more:

- **March 22, 2:30PM** - Tips and tricks for successful digital transformation through RISE with SAP

**Visit us at our Booth (#230) for demos and a chance to win an Xbox.**

Learn more

Power Platform: [powerplatform.microsoft.com](https://powerplatform.microsoft.com)

SAP ERP Connector: <https://powerapps.microsoft.com/en-us/blog/introducing-the-sap-erp-connector/>

SAP on Azure: [azure.com/sap](https://azure.com/sap)

Find a Partner

Power Apps: [powerapps.microsoft.com/find-a-partner/](https://powerapps.microsoft.com/find-a-partner/)

Power BI: [powerbi.microsoft.com/en-us/find-a-partner/](https://powerbi.microsoft.com/en-us/find-a-partner/)

SAP on Azure: [azure.microsoft.com/solutions/sap/partners](https://azure.microsoft.com/solutions/sap/partners)

# Thank you! Any Questions?

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[Prakash.Pattaiyan@microsoft.com](mailto:Prakash.Pattaiyan@microsoft.com)

[LinkedIn](#)

Please remember to complete  
your session evaluation.

# SAPinsider



## SAPinsider.org

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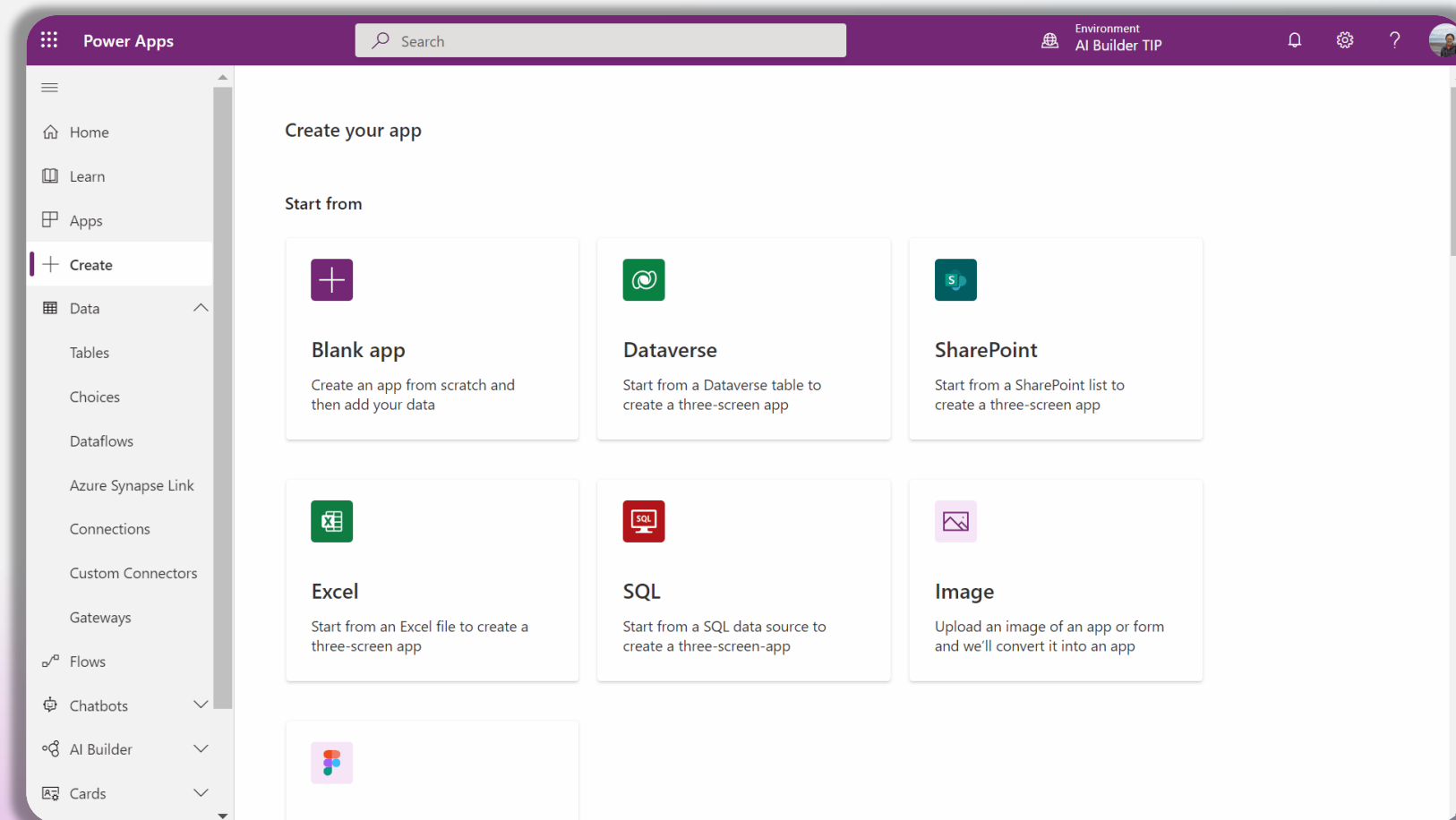
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SAPinsider comprises the largest and fastest growing SAP membership group worldwide, with more than 600,000 members across 205 countries.

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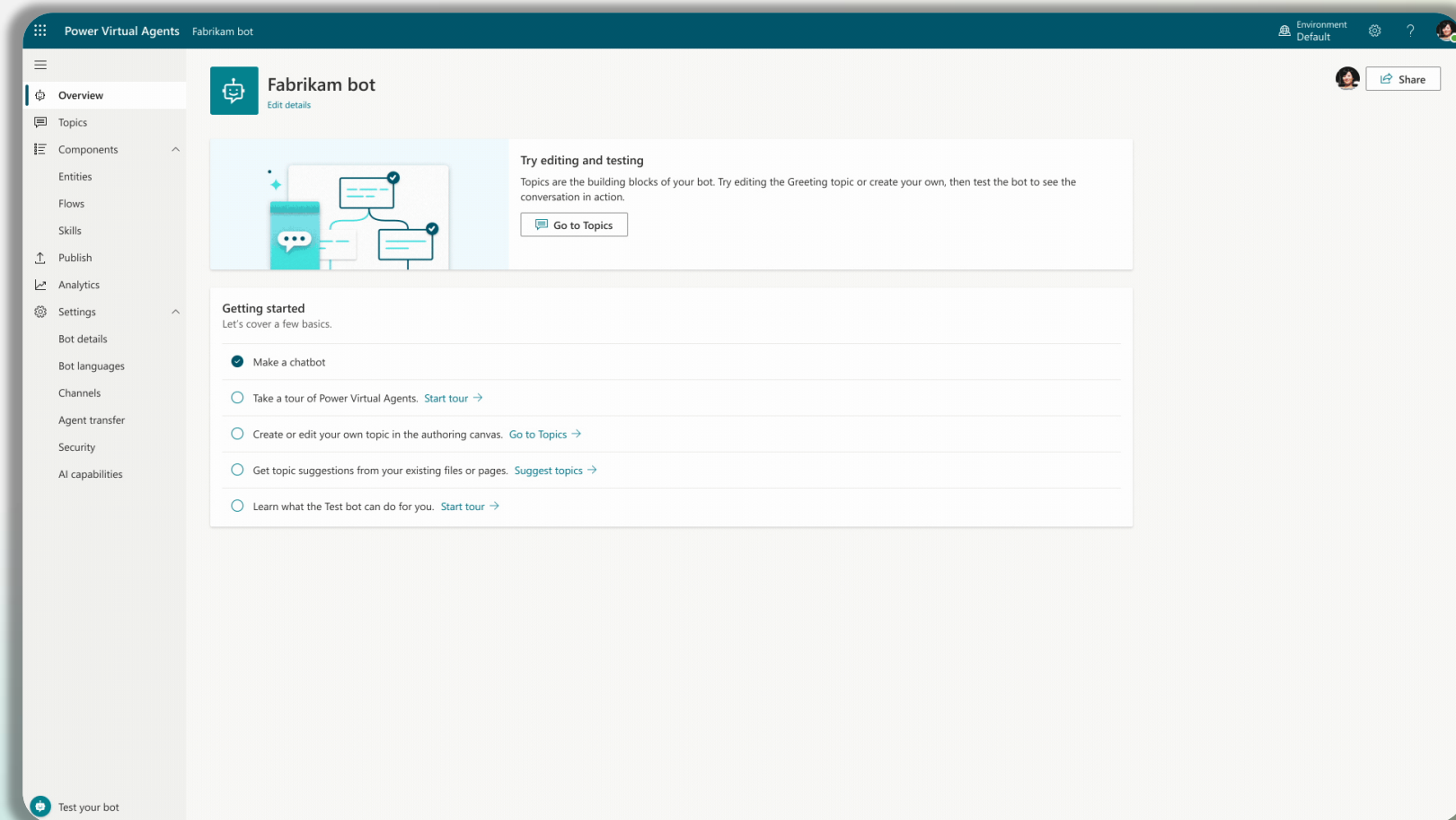


# Bring your ideas to life with Power Apps



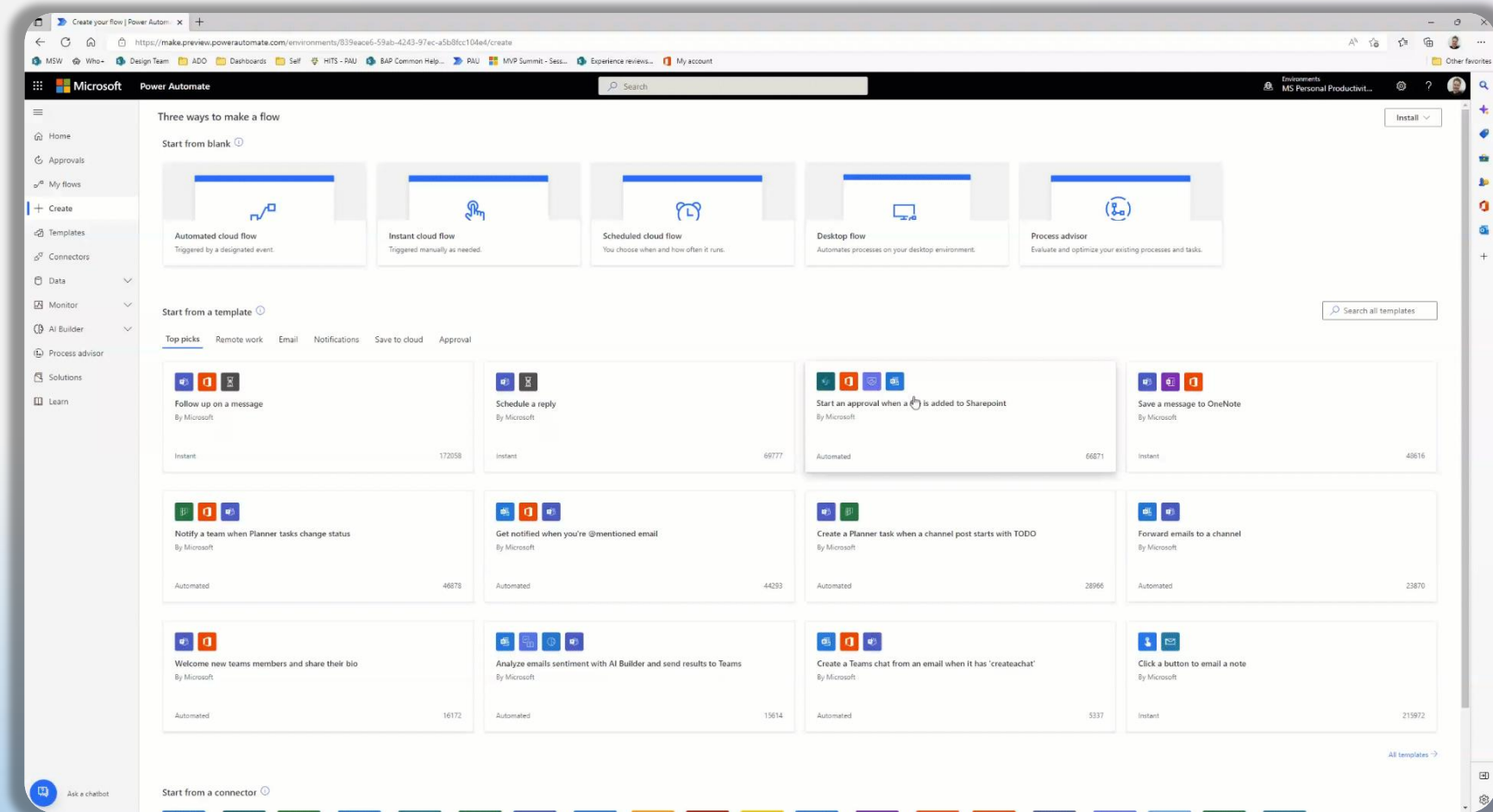
[aka.ms/innovate-with-apps](https://aka.ms/innovate-with-apps)

# Create the extra help you need with Power Virtual Agents



<https://aka.ms/innovate-with-bots>

# Act on every opportunity to innovate with Power Automate



<https://aka.ms/innovate-with-automation>

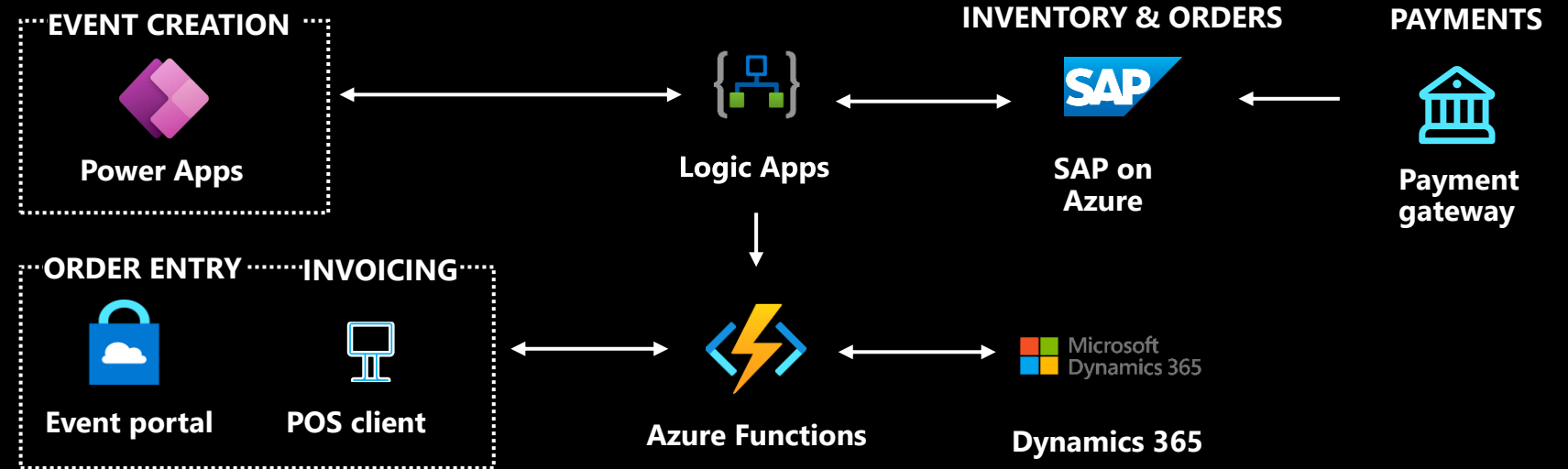
# Streamline event management, like Coca-Cola UNITED



“Power Apps has enabled us to create a more modern and efficient method of charitable event fundraising for our customers with Azure providing the ERP connections for convenient payment processing.”

**Bob Means**

Director of Business Solutions  
Coca-Cola UNITED



## Situation

Coca-Cola UNITED works directly with consumers to provide products for events, such as charity fundraisers. Previously, business development managers would manually collect order sheets from customers and manage invoicing in Excel. Payment collection was managed separately by event organizers.

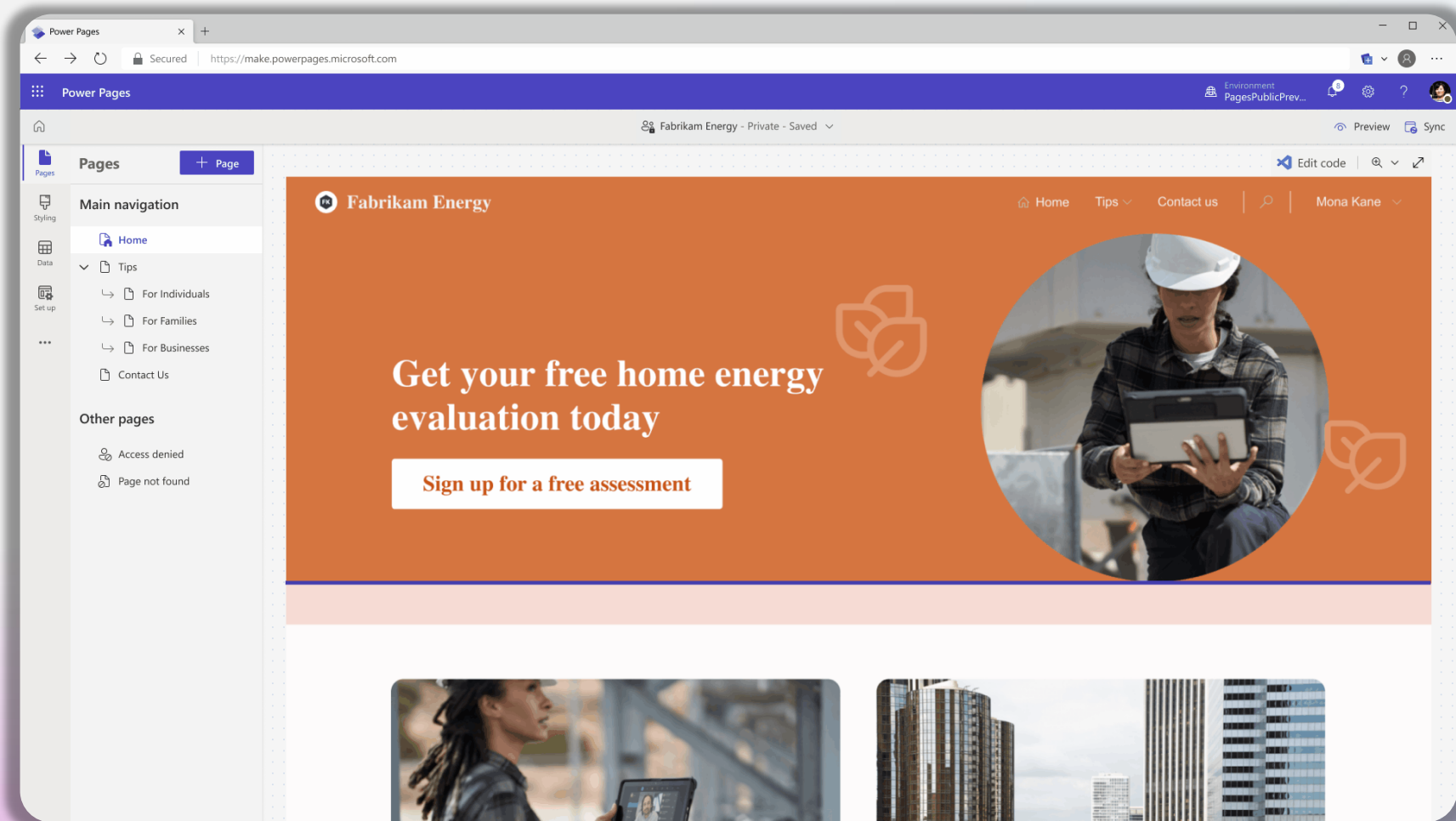
## Solution

A manager uses the Power Apps app to enter an event which triggers creation of a consumer website for orders. These orders are added to Dynamics 365 and SAP on Azure. Invoices are sent to a POS client and credit card payments are managed through a payment gateway.

## Impact

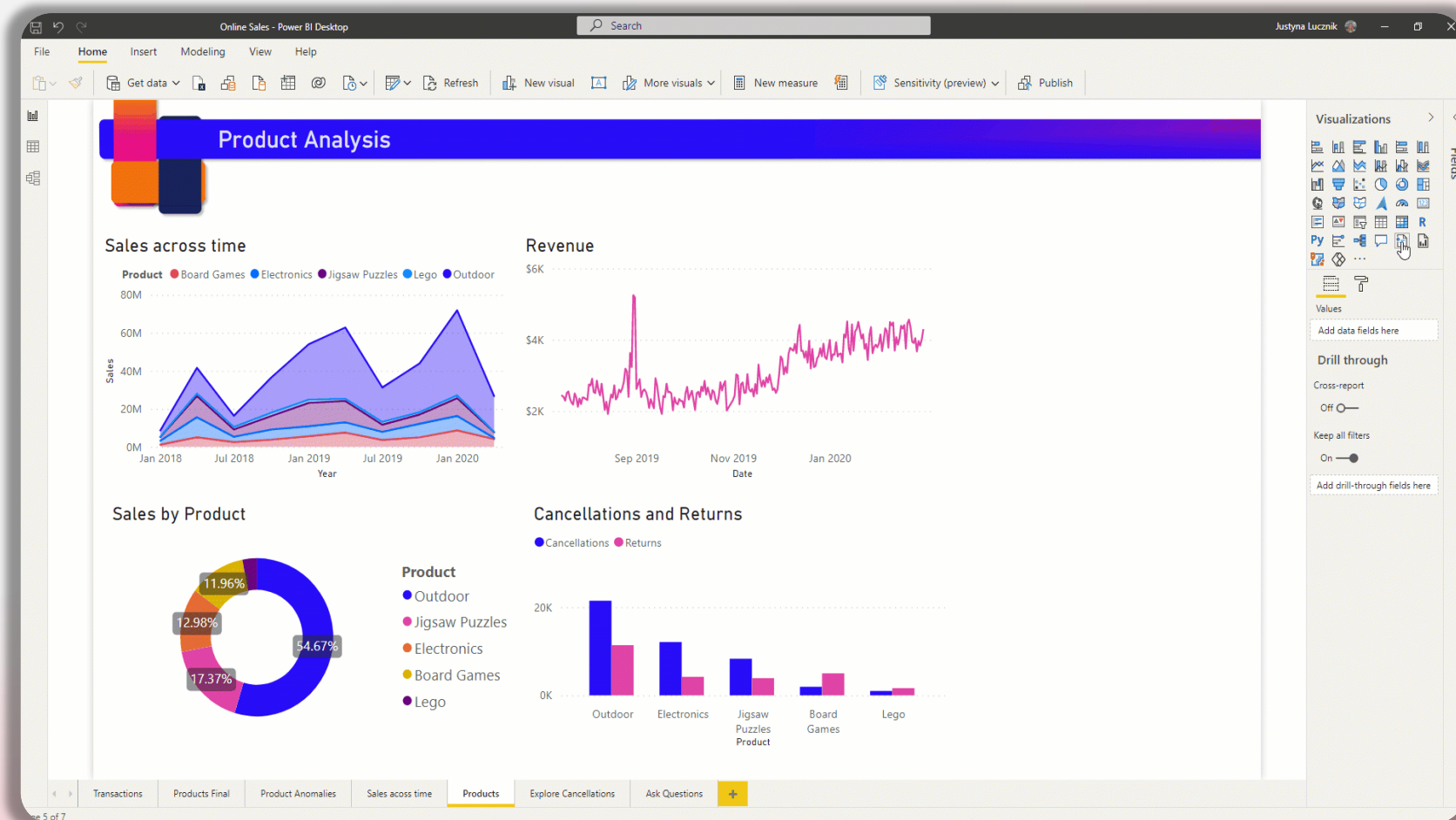
The new digital system provides customers with contactless event management, eliminating the need to submit paper order forms and collect payments from attendees. Now, customers simply submit an order online and wait for a check from Coca-Cola UNITED once the event has been completed.

# Build engaging site experiences with Power Pages



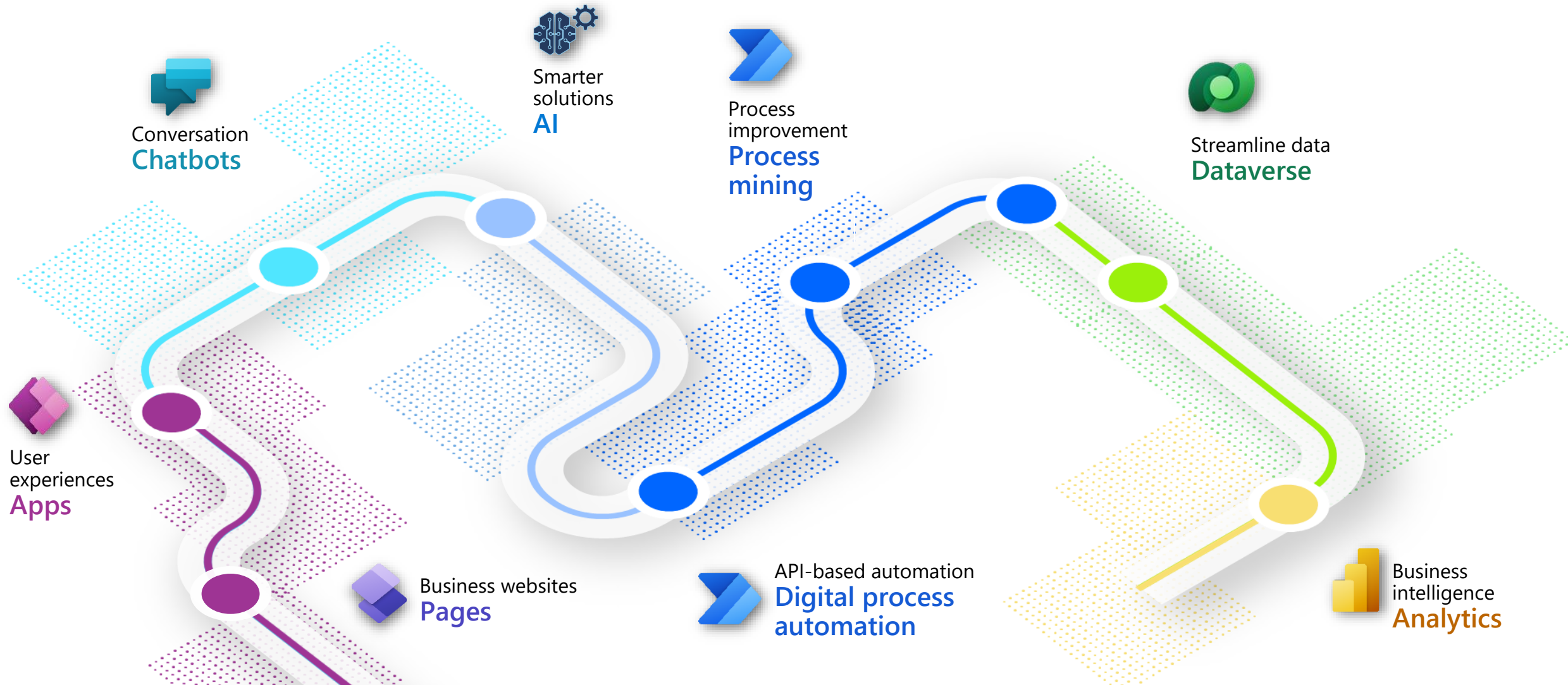
<https://aka.ms/innovate-with-pages>

# Find clarity when you need it most with Power BI



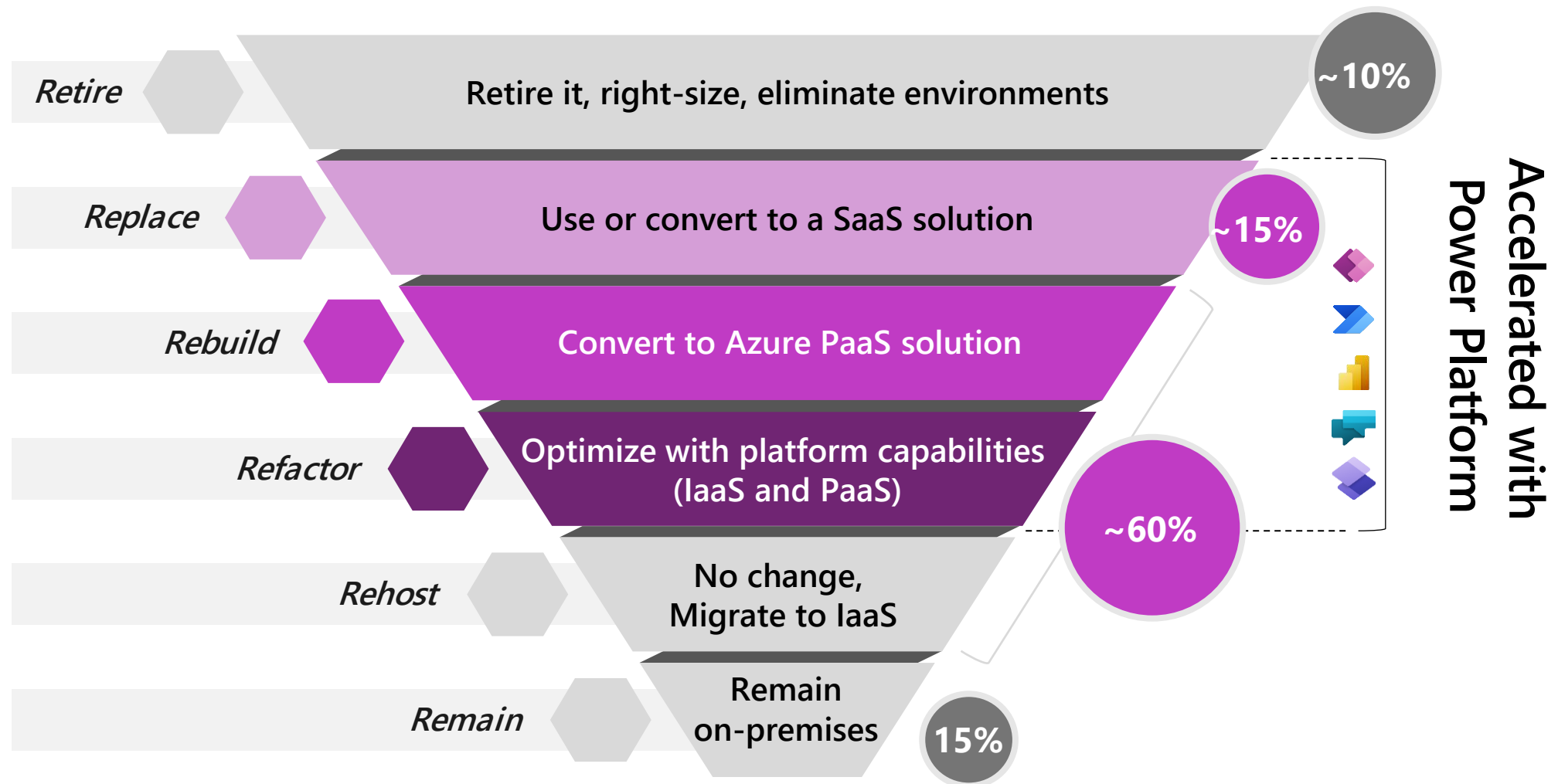
# Microsoft looks at Low-Code differently

It's about a single platform for everyone to build solutions, not siloed tools



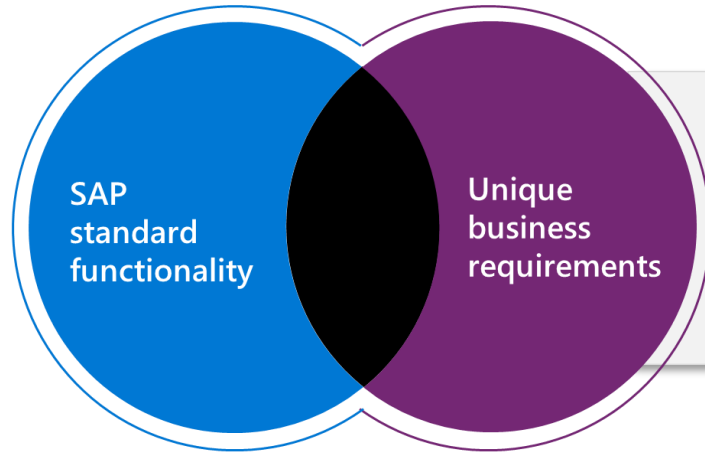
# App Portfolio Rationalization

75% of legacy apps can be modernized faster with Power Platform



# The opportunity with SAP + Power Platform

*Maximise SAP value with the world's leading low code platform*



**Build connected solutions with and around SAP – faster.  
Simplify the UX of working with SAP for non-SAP users – in the flow of work.  
Meet customer business needs faster with apps, workflows, bots, AI, and analytics –  
simplify the UX of working with SAP - where people work every day (Teams & Outlook)**



## Extend



## Automate



## Empower



## Safeguard

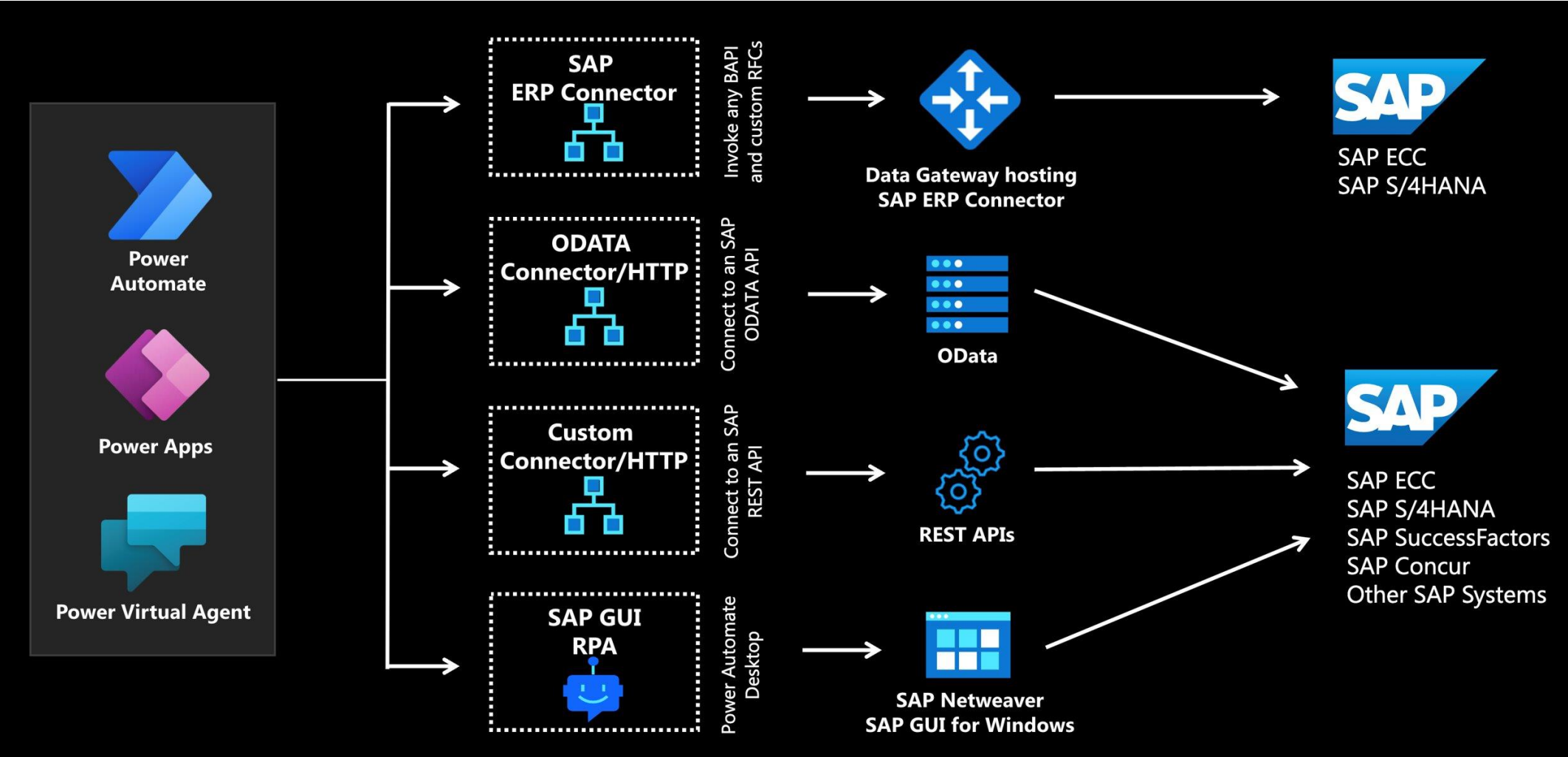


Schlumberger



# SAP connectivity options

Update this slide – get newer version



# Power Platform + SAP in action



# Innovation example: automating order processing

## Situation

Coca-Cola UNITED wanted a faster way to process on-demand shipment requests (or “forced shipments”) from customers.

Previously, account reps had to submit orders and check SAP inventories manually, often leading to errors and shipping delays.

## Solution

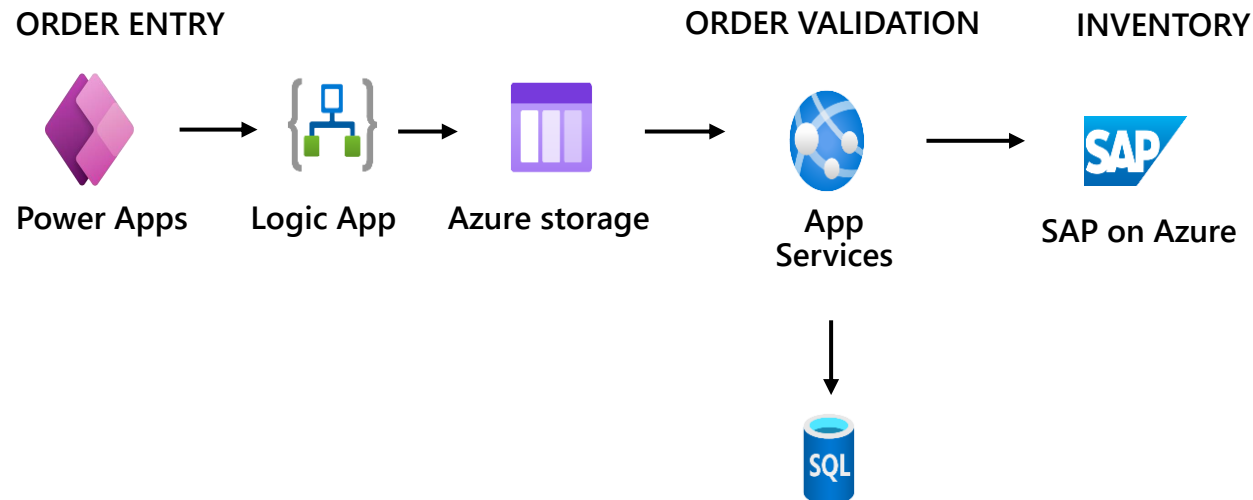
A new solution built in a few weeks using PP and Azure automates the forced shipment process.

A field rep enters order details through a mobile app. Azure App Services then validates the order against inventory data in SAP, writes all details to a SQL database and sends to SAP for processing.

## Impact

Order processing has **gone from hours to seconds** with the automated solution.

The company is now **processing ten times more** forced shipment orders - with better tracking, fewer errors, faster delivery times, and improved customer satisfaction.



- Pre-Delivered Power Apps for Common SAP Processes
- Order to Cash

Microsoft

Jon Gilman

Sales

Quotes

Sales Orders

Deliveries

Customer Invoices

Customer Payments

Mass Update Pricing

Purchasing

Finance

Production

Tools

+ Create

Change

200007370

Details

Attachments

Customer \*

Customer name

Order type \*

Sales org \*

Delivery date

Header text

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THE HOME DEPOT

SOFT

GLOB

7/1/2022

Ship to \*

Ship to name

Customer's PO

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THE HOME DEPOT

6546456

JON

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5	PRODUCT5	SOFT	Product 5	20	EA	\$ 106.12	\$ 2,122.40	<a href="#">View</a>

Partners

Role	Description	Customer	Name	Street	City	State	Zip Code
AG	Sold-To Party	284	THE HOME DEPOT	777 PEACHTREE AVE	ATLANTA	GA	25736

Objects

Search

All (69)

Apps (22)

Chatbots (0)

Cloud flows (34)

Connection references (4)

Environment variables (5)

Tables (4)

+ New

Add existing

Publish all customizations

SAP Integration > Apps

Display name	Name
Attachments Component	gilman_attachmentscomponent_6ad77
Bank Statement Search	sap_bankstatementssearch_c1799
Common Components	gilman_commoncomponents_971b0
Cost Center Search	sap_costcentersearch_9c888
Customer Payment Search	sap_customerpaymentssearch_ea967
Customer Search	sap_customersearch_28642
Delivery Search	sap_deliverysearch_abb8a
Equipment Search	sap_equipmentsearch_e1862
Financial Documents Search	sap_financialdocumentssearch_9dc29
GL Account Search	sap_glaccountsearch_33c72
Goods Movement Search	sap_goodsmovementssearch_52832
Header and Menu Components	sap_headerandmenucomponents_ae407
Material Search	gilman_materialsearch_c63b3
Profit Center Search	sap_profitcentersearch_c6694

- Pre-Delivered Power Apps for Common SAP Processes
- Procure to Pay

Microsoft

Jon Gilman

Sales

Purchasing

Requisitions

Purchase Orders

Goods Receipts

Vendor Invoices

Vendor Payments

Finance

Production

Tools

Create

Change

Confirm

4500000571

Details

Attachments

Vendor \*

88

Vendor Name

AMAZON

Order Type \*

NB

Purch Org \*

HLTH

Header Text

Purch Group \*

HLT

Created On

9/11/2022

Created By

JON

Total Price

\$ 100.00

Approved By

JON

Items

Item	Material	Plant	Description	Quantity	Unit	Unit Price	Total Price	Requisition	Details
1	OFFICE SUPPLIES	0001	OFFICE SUPPLIES	1.000	EA	\$ 100.00	\$ 100.00		<a href="#">View</a>

Objects

Search

All (69)

Apps (22)

Chatbots (0)

Cloud flows (34)

Connection references (4)

Environment variables (5)

Tables (4)

SAP Integration > Apps

Display name

Name

Attachments Component

gilman\_attachmentscomponent\_6ad77

Bank Statement Search

sap\_bankstatementsearch\_c1799

Common Components

gilman\_commoncomponents\_971b0

Cost Center Search

sap\_costcentersearch\_9c888

Customer Payment Search

sap\_customerpaymentssearch\_ea967

Customer Search

sap\_customersearch\_28642

Delivery Search

sap\_deliverysearch\_abb8a

Equipment Search

sap\_equipmentsearch\_e1862

Financial Documents Search

sap\_financialdocumentssearch\_9dc29

GL Account Search

sap\_glaccountsearch\_33c72

Goods Movement Search

sap\_goodsmovementssearch\_52832

Header and Menu Components

sap\_headerandmenucomponents\_ae407

Material Search

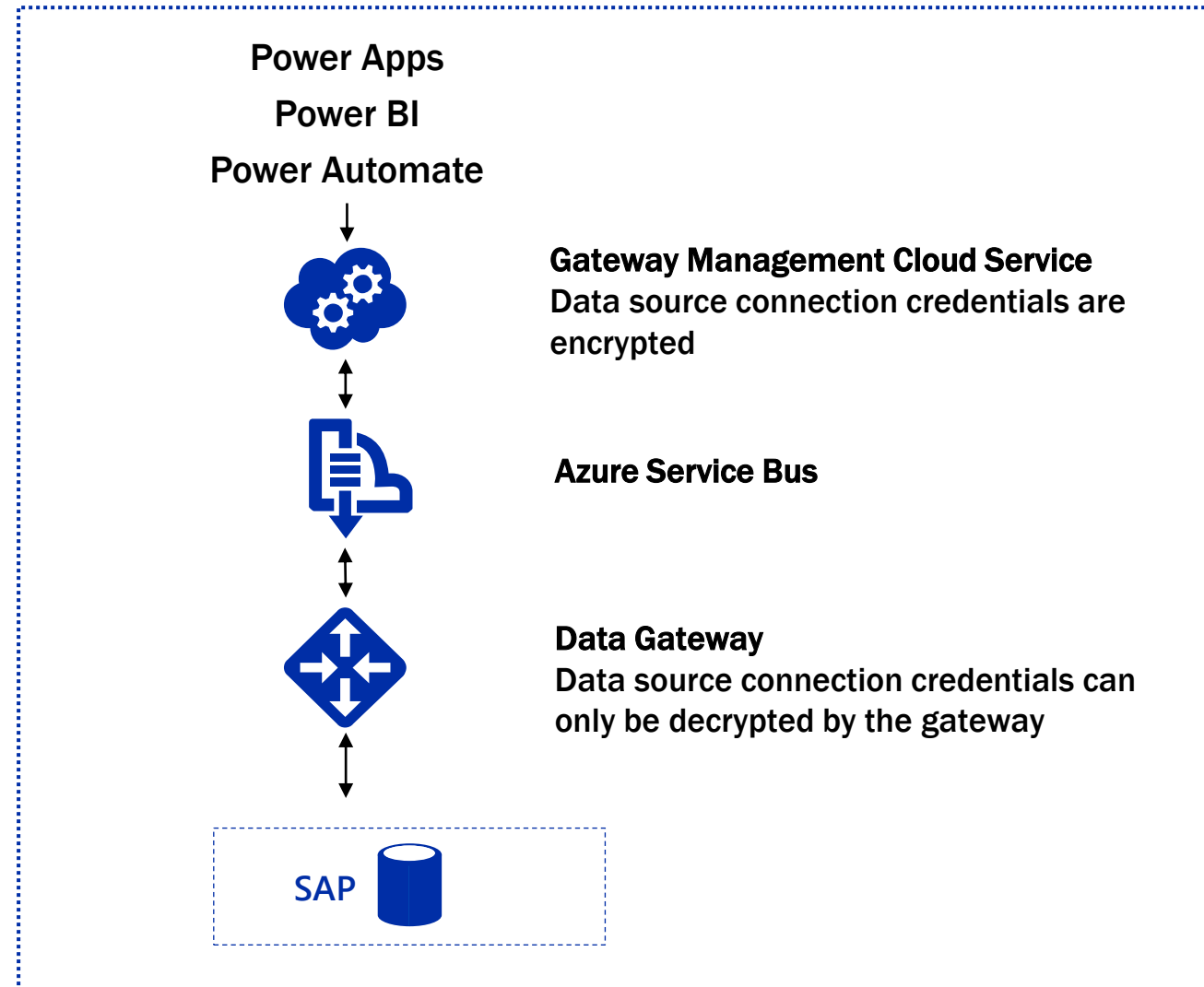
gilman\_materialsearch\_c63b3

Profit Center Search

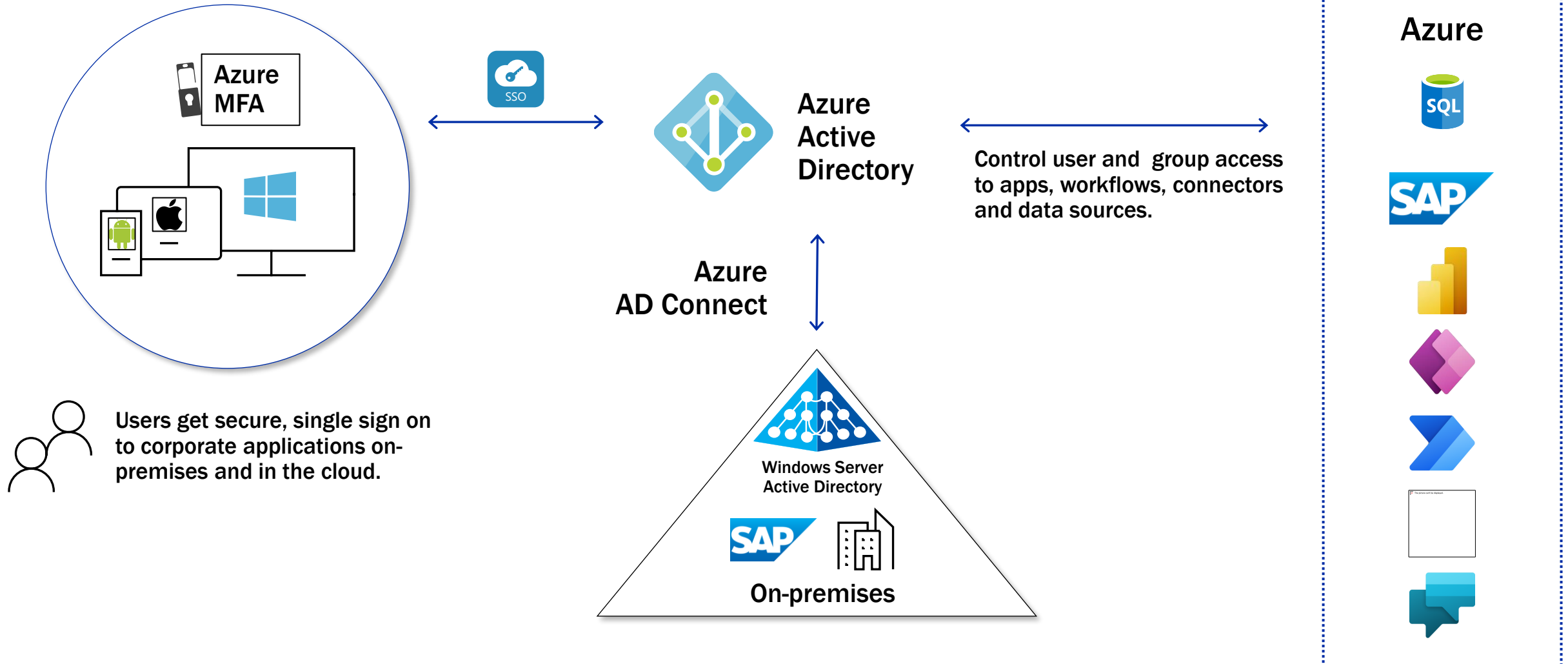
sap\_profitcentersearch\_c6694

# Connect to your on-premises data

- Deploy quickly with a hybrid BI solution
- Manage and secure data on-premises with SQL Server Analysis Services and other data sources
- Optimized query performance for interactive data exploration
- Scheduled refresh from on-premises data sources



# Azure Active Directory for access control



# Microsoft is a leader and a trusted brand

## Platform

### Leader | Gartner

Low Code Applications  
Platform, 2022

### Leader | Forrester Wave

Low-Code Development  
Platforms for Professional  
Developers, 2021

## Automation

### Leader | Gartner

Robotic Process  
Automation Attended &  
Unattended, 2022

### Leader | Forrester Wave

Robotic Process  
Automation, 2022

### Leader | Forrester Wave

Digital Process  
Automation , 2022

## Conversational AI

### Leader | IDC MarketScape

Worldwide General-  
Purpose Conversational AI  
& Bots, 2022

### Leader | IDC MarketScape

Conversational AI Software  
Platforms for Customer  
Service, 2021

## BI & Analytics

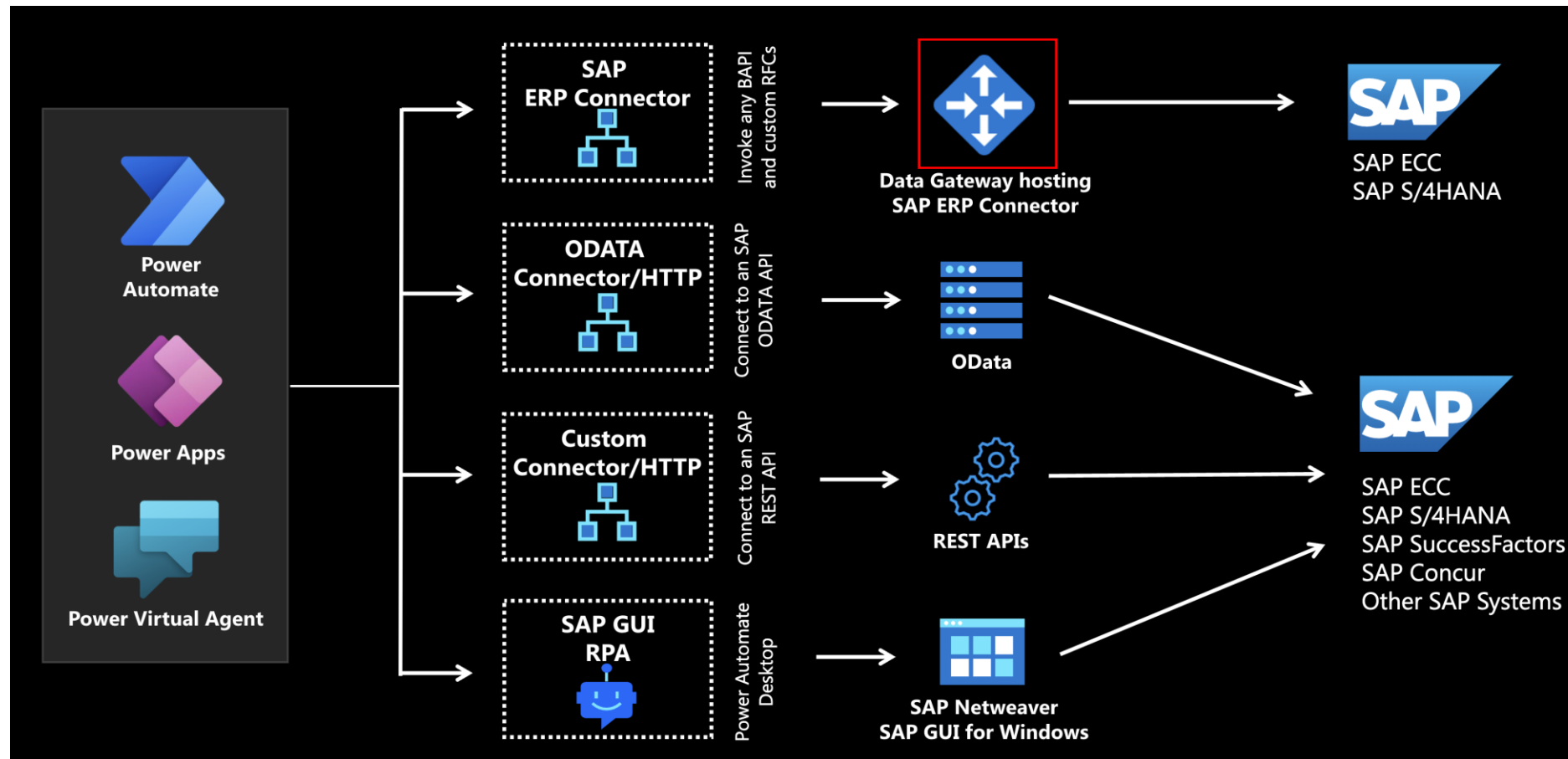
### Top Vendor | Gartner

Analytics & Business  
Intelligence Platforms,  
2022

### Leader | Forrester Wave

Augmented BI Platforms,  
2021

- New On Premises Data Gateway
- Incorporates advanced system connections
- Seamless SSO



- New UX for Complex APIs and Data Sources

When a file is created

Call SAP Function

System \*

SAP

API/Procedure \*

BAPI\_CUSTOMER\_GETDETAIL2

Input parameter

CUSTOMER\_NO \*

fx

Expression

×

ⓘ

CUSTOMER\_CODE \*

Insert a value

ⓘ

+ Add

▼

Output parameter

CUSTOMER\_GENERAL\_DETAIL \*

Insert a value

ⓘ

CUSTOMER\_NAME

Insert a value

⋮

+ Add

▼

Parameter details

General		
Name	Type	Description
CUSTOMER NO	String	Lorem ipsum dolor sit amet, consectetur adipiscing elit.

Power Automate

Home

Action items

My flows

Create

Templates

Connectors

Data

Tables

Data sources

Connections

Custom connectors

# Power Platform use case: planned maintenance

< New SAP Notification

Notification Type

Malfunction Report

Notification Short Text

Hydraulic pump overheated

Functional Location

1010

Back

Submit

## Submit



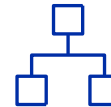
**Power Apps**  
Maintenance request submitted by employees with app access.

## Process



**Power Automate**  
Notification record is created automatically.

## Integrate



**SAP Connector**  
Power Automate creates task in SAP.

## Alert



**Power Apps**  
Task list available to facility lead who can mark task as completed.

## Monitor



**Power BI**  
Power BI dashboard is updated with completed task.

