



**SAP**insider  
**SUMMIT**SERIES  
**Finance &  
Innovation**

October 15-16, 2024 | Dallas

**SAP Finance Vision,  
Strategy, and Roadmap:  
Unlock the Future of  
Digital Finance**

**Anurag Barua**

Transformation Leader, SAP America

# What We'll Cover

- SAP's dynamic vision for the next era of finance
- Overview of SAP's finance portfolio
- Finance innovations/next generation finance
- Wrap-up



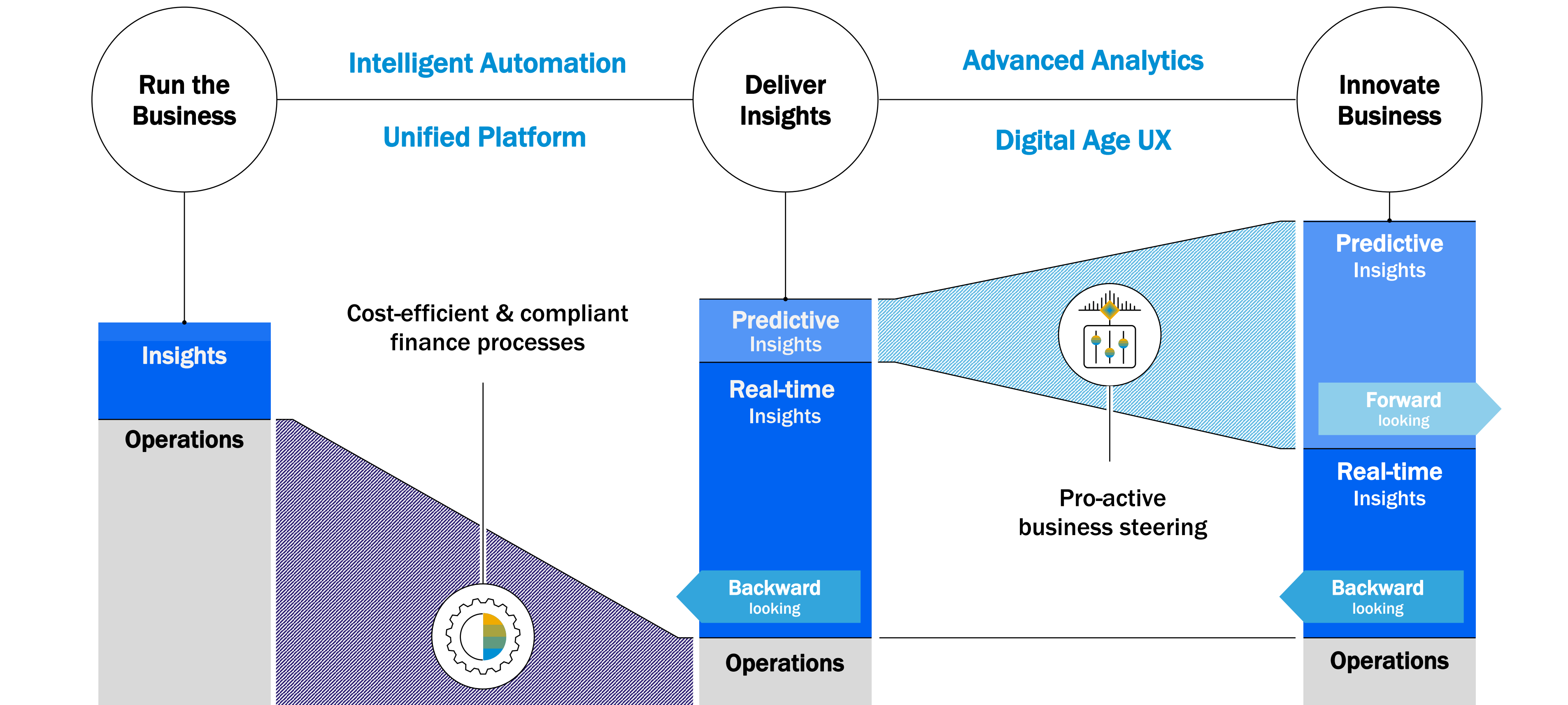
- ✓ 25+ years of SAP experience in a career of 31 years in a variety of roles including SAP product development, delivery/advisory/consulting, pre-sales, & sales; currently work for the SAP S/4HANA Center of Excellence, North America
- ✓ Served nearly 100 clients globally & across multiple industry verticals including Public Sector, Utilities, Media, Manufacturing, Pharmaceuticals, Oil & Gas, & Hi-tech among others
- ✓ Areas of expertise include SAP Financials, Logistics/Supply Chain, Reporting & Analytics, Data Management & Governance, Cloud technologies, User Experience, & Project/Program Management
- ✓ Prolific thought leader: Published over 100 articles & white papers for SAP publications; written 5 SAP books; spoken at over 100 SAP conferences globally

# SAP's Dynamic Vision for Next-Generation Finance

# Business Transformation | CFO Priorities

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## Finance supports business strategy and innovation with forward-looking insights





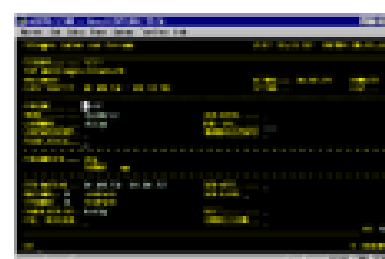
# History & Evolution of SAP ERP

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Before SAP S/4HANA

**SAP R/2**

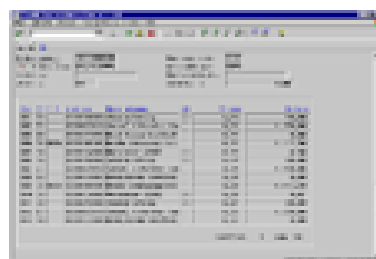
Mainframe



1972

**SAP R/3**

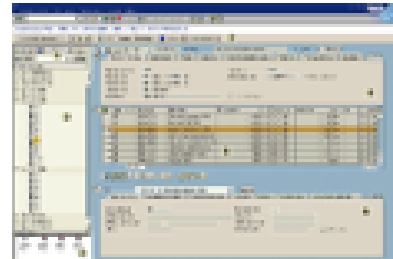
Client/Server



1992

**SAP ERP**

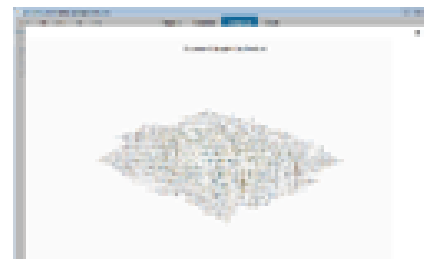
mysap.com



2004

**SAP HANA**

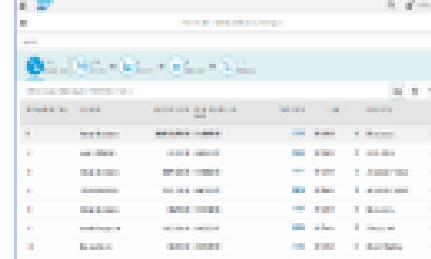
In Memory



2011

**ERP on HANA**

Suite on Hana  
with Fiori UX

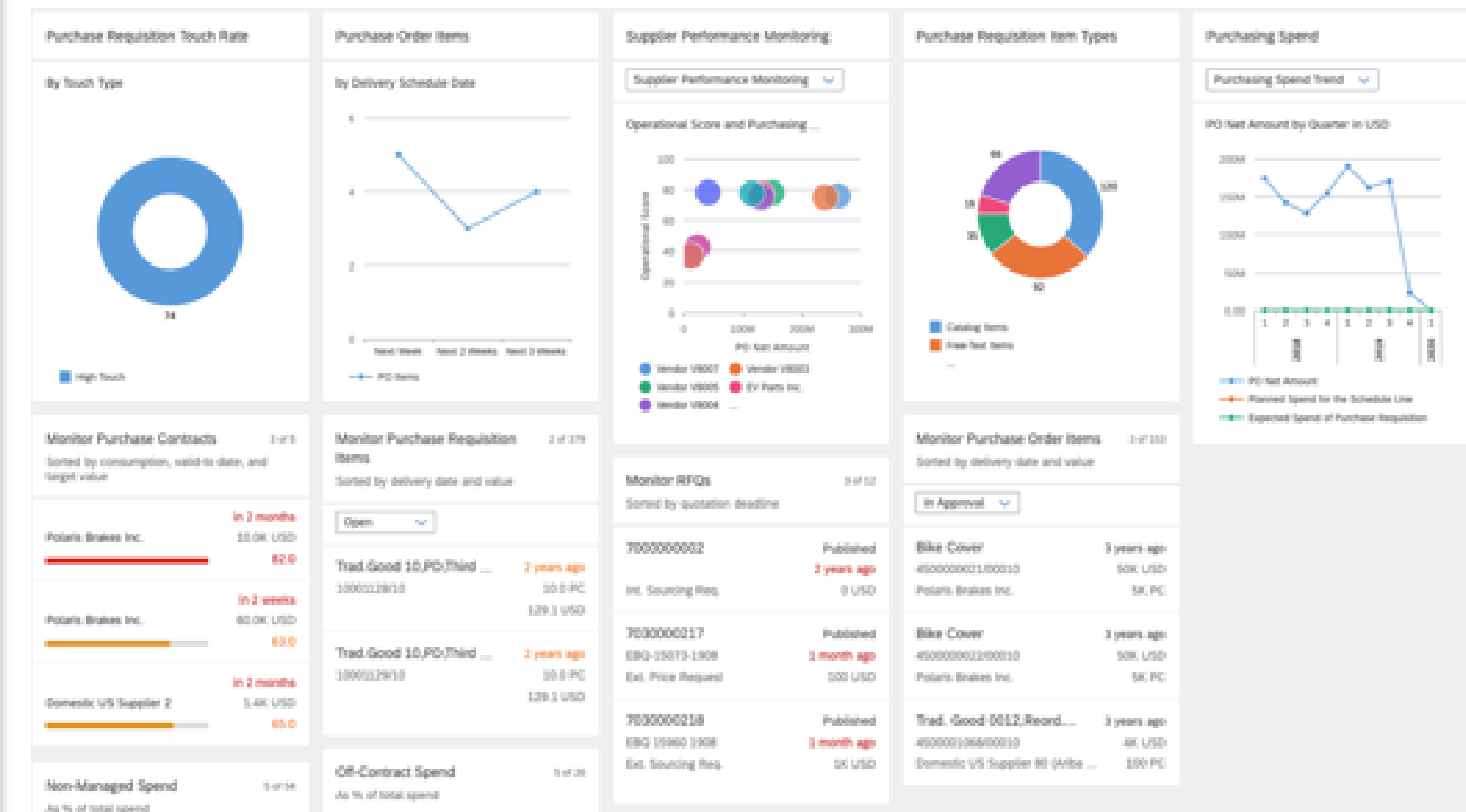


2013

IBP  
**SAP S/4HANA**  
Intelligent Enterprise  
Digital Core

Cloud Platform  
**SAP S/4HANA**  
Business Technology Platform  
Composable

With SAP S/4HANA



2015

2018

2020+

# Next Level Transformation: From Shared Service to Global Finance Success

## SAP Business AI is the Key

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*“We must convince Customers that we are a highly efficient cloud provider, by demonstrating our own productivity in comparison to our competitors.”*

*Dominik Asam, SAP Group CFO*

### Global, Process-driven Organization

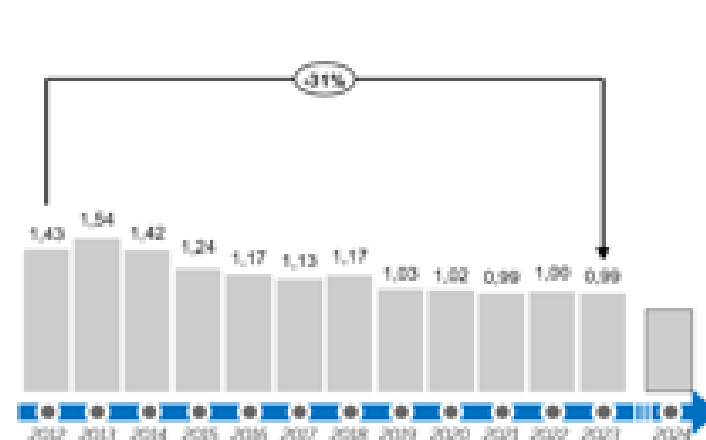
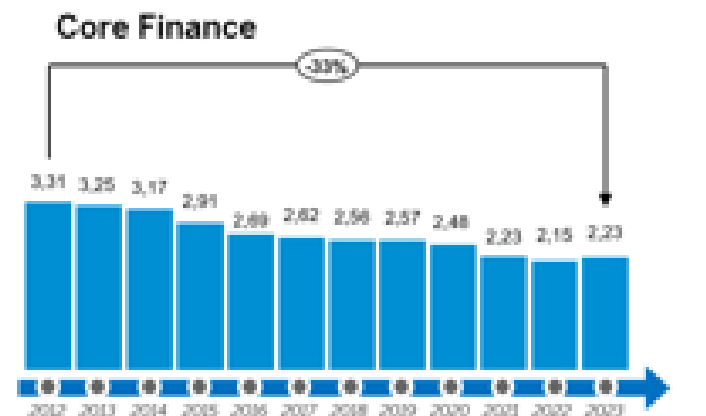
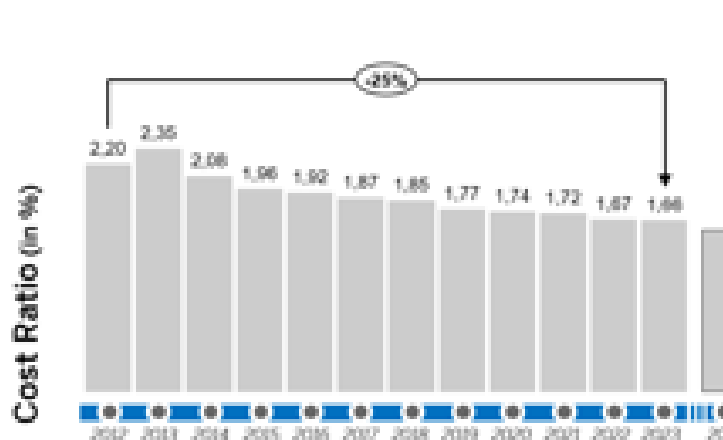
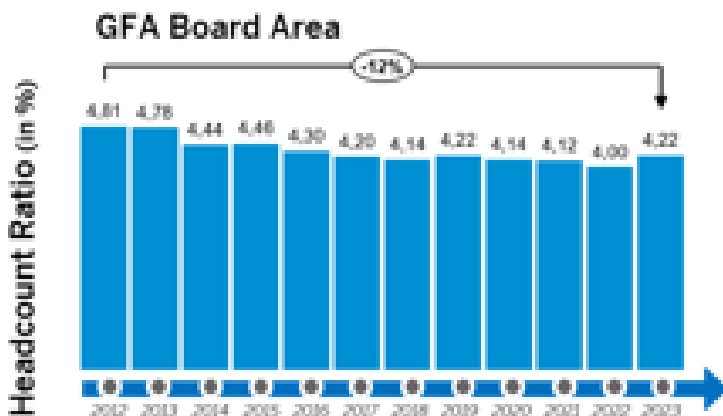
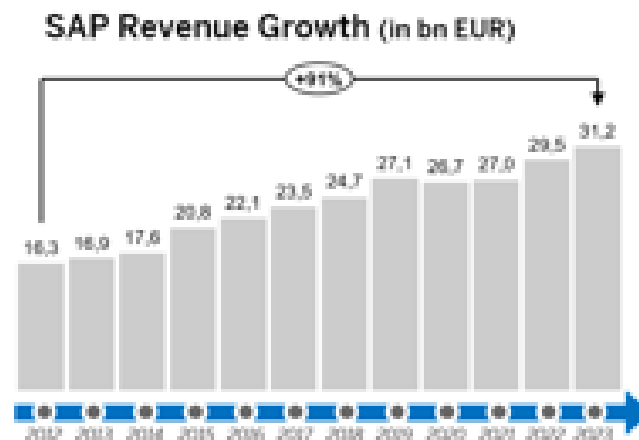
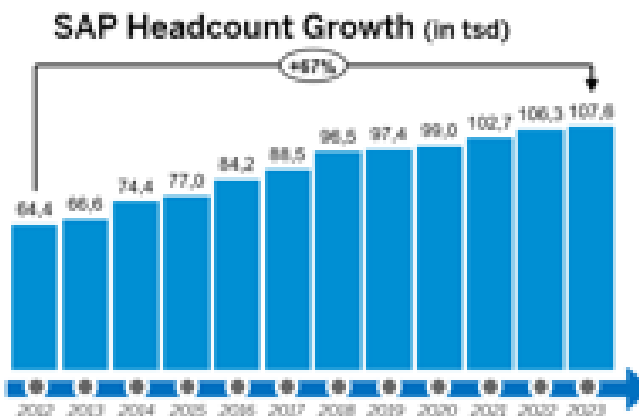
- Global E2E Process Functions – Order-to-Cash, Procure-to-Pay, Record-to-Report.
- Operational Excellence and Customer Centricity
- Creation of Quality Management & Org. Development structure
- Finance Run Better Together as a catalyst for our SSC strategy
- Significant driver for SAP’s and GFA’s cost optimization

### Next Level Transformation with Business AI

- Transformation catalyst with network of innovation hubs across our E2I services
- New operating model – horizontal segmentation with vertical structure of central services; scope expansion for holistic delivery
- Talent engine with focus on skills of the future
- Adopting Business AI integrated/enhances S/4HANA technologies

### How are we managing the Finance Transformation?

\*please note that Concur is subtracted out of the figures below  
\*\*COO GFA is still part of the figures below



GFA Board area Ratio includes Procurement, Legal, Deal Support and others.  
The Core Finance Cost Ratio excludes these elements and is therefore comparable to external benchmarks e.g. The Hackett Group, APQC,...

# Overview of SAP's Finance portfolio

85

of the largest 100 companies use  
use the most powerful finance  
suite with SAP S/4HANA Cloud.

52

years experience in partnering with  
CFOs from leading organizations  
around the world.

AI

Leading Business AI  
capabilities embedded in  
core finance processes.

Scope

Unparalleled depth and  
and breadth of solutions  
across 25+ industries.

Value

Fast time-to-value with  
with RISE with SAP and  
GROW with SAP offerings  
for SAP S/4HANA Cloud.

# Market leaders rely on SAP to optimize finance

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 **accenture**

**Lenovo**

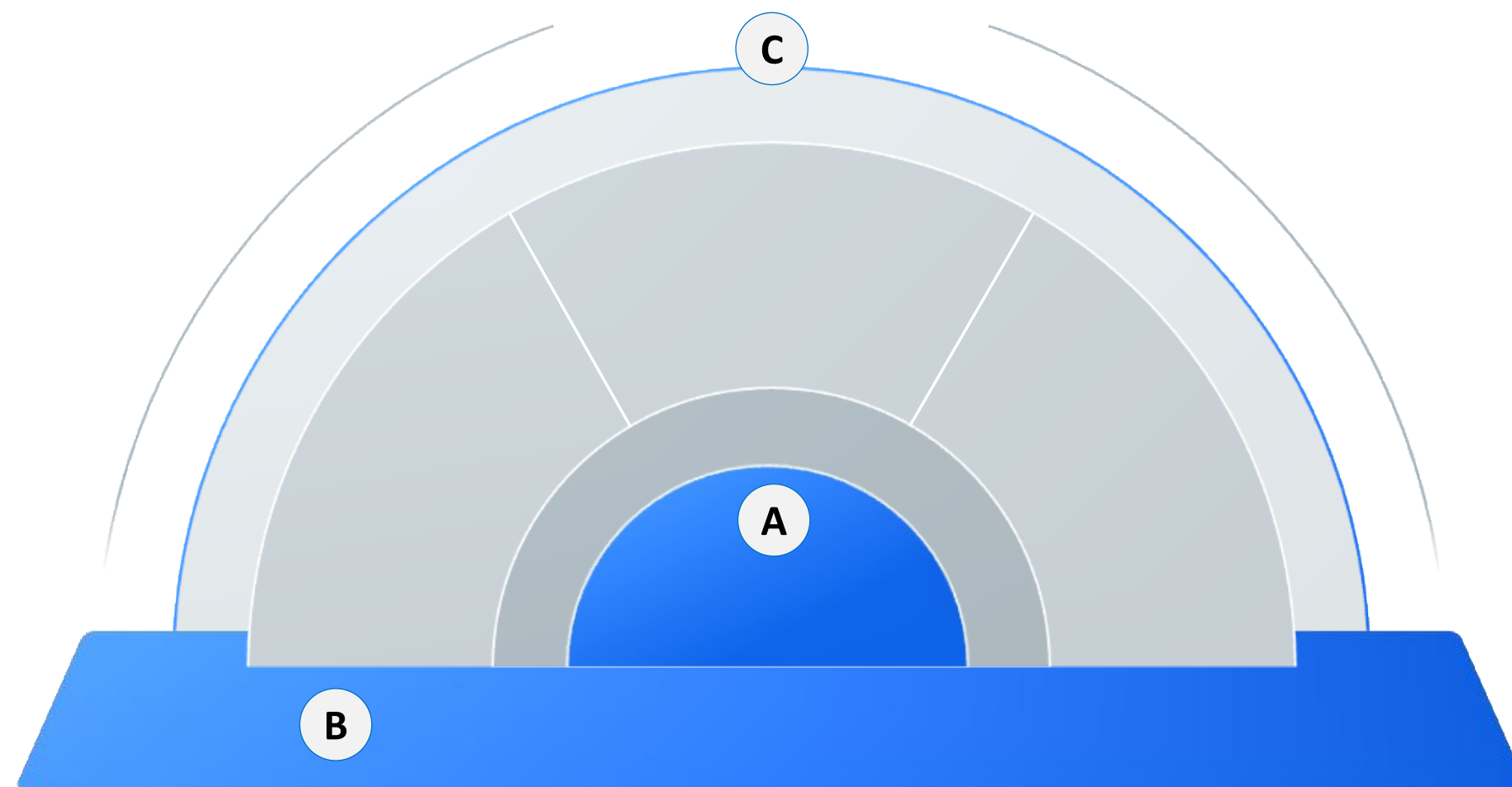
**mahindra** *Rise*



 **SBB CFF FFS**

 **Pfizer**

## SAP Enterprise Cloud



A



Cloud ERP powered by AI and analytics

**Proven** industry specific **processes**

**Innovative business models at scale**

**Sustainability** embedded in core processes

B



State-of-the-art platform

**Entry point for innovations** along the core

**Actionable digital use cases** for business

**Enables clean ERP core**

C



Cloud solutions for multiple business needs

SuccessFactors  Ariba  Concur 

 taulia

Signavio 

Fieldglass 

Customer Data Platform

Business Networks

Commerce Cloud

Sales & Service Cloud

Office of CFO

D



Services to maximize value realization

**Foundation** content and services

**Enhanced** success plan and services

**Dedicated** attention

D

**Cloud Enabling Services**

# A Unique Formula for Finance and Risk that Drives Business Innovation



## Finance and Risk Priorities

Strategy execution, insights, agility, & governance



### Steering effectiveness

Analysis and Prediction

Integrated value creation cycle along the value chain



### Process efficiency

Productivity

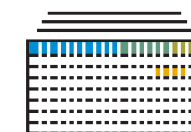
Automated processes with embedded AI and Analytics



### Continuous Compliance

Assurance

Value protection and 24/7 compliance in a secure Cloud of your choice



## Business Foundation

A Single Financial Truth



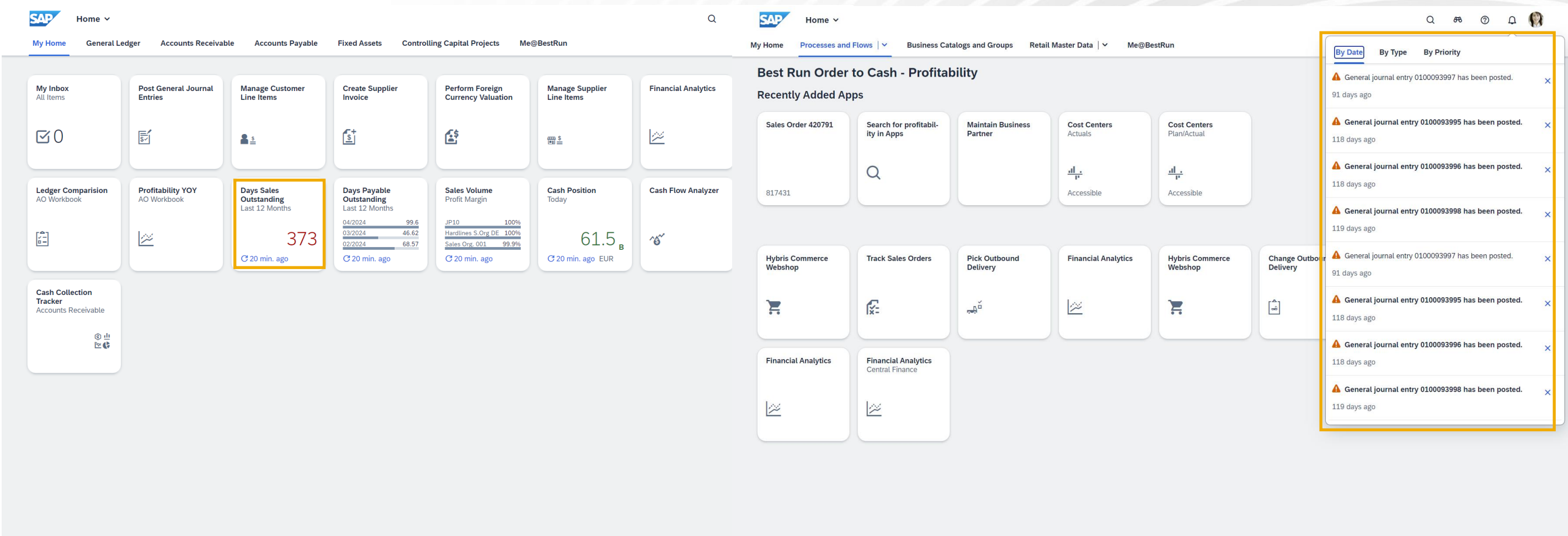
## Sustainability

Embedded green line enabling sustainable business performance

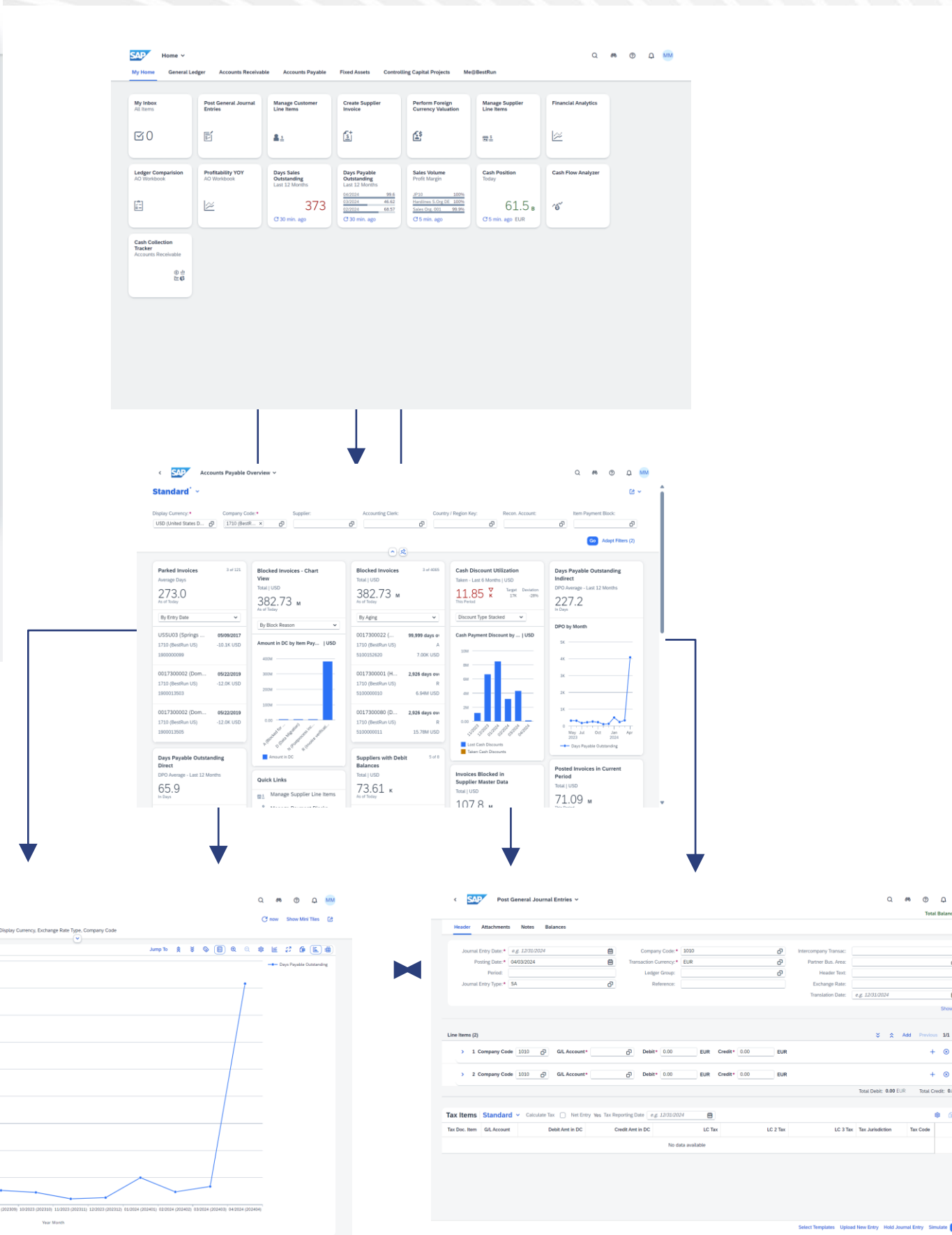
# Intuitive Assisted User Experience

## Fiori will help extend the use of SAP S/4HANA to even casual users...

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- Single Entry Point
- Domain-specific information and actions
- Enter details and explore in depth
- 1700+ Fiori apps for SAP S/4HANA, 600+ specific to Finance
- Fiori *does need* to be switched on and deployed...



Find out how you can take advantage of SAP Fiori with our [SAP Fiori lighthouse scenarios](#) designed to deliver immediate business benefit to SAP S/4HANA customers.

The screenshot displays the SAP S/4HANA Embedded Analytics interface. The top navigation bar includes the SAP logo, a 'Home' dropdown, and a search bar. Below this, a secondary navigation bar shows 'My Home', 'General Ledger', 'Accounts Receivable', 'Accounts Payable' (highlighted), 'Fixed Assets', 'Controlling Capital Projects', and 'Me@BestRun'. The main content area is titled 'Accounts Payable Overview' and includes a sidebar with options like 'Aging Analysis', 'Manage Supplier Line Items', 'Display Process Flow - Accounts Payable', 'Manage Journal Entries', and 'Display Journal Entries - In T-Account View'. The central panel shows a 'Standard' view with filters for 'Journal Entry', 'Currency Type', 'Company Code', 'Fiscal Year', and 'Ledger'. The 'Journal Entry' filter is set to '5200001144/1710/0L/...'. The 'Fiscal Year' is set to '2024'. The 'Ledger' is set to '0L'. The 'Total Balance' is shown as '-'. The 'Accounting Impact' section displays a table with columns for 'Debit' and 'Credit'. The table shows a credit of 1,040.00 USD for 'Paybls Domestic' and a debit of 1,040.00 USD for 'GR/IR'. The 'Profit and Loss Accounts' section is also visible.

**Journal Entries...**

**Journal Entry 5200001144**  
Company Code: 1710  
Fiscal Year: 2024  
Ledger: 0L  
Creation Time: 04/03/2024, 04:48:58 pm  
Tag: [icon]

**Accounting Impact**

**Balance Sheet Accounts**

Account	Debit	Credit
21100000 Paybls Domestic 1710/0L/2024		1,040.00 USD
21120000 GR/IR 1710/0L/2024	1,040.00 USD	

**Profit and Loss Accounts**

Account	Debit	Credit

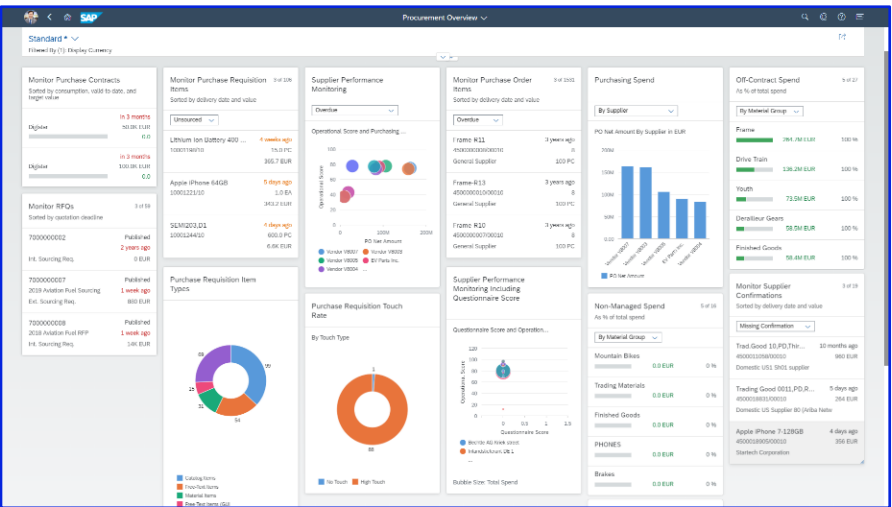
- **Role based analytical insights**
- **One company wide KPI repository**
- **Based on SAP Virtual Data Models**
- **One click away from the Fiori Launchpad**

# Derive real-time financial insights

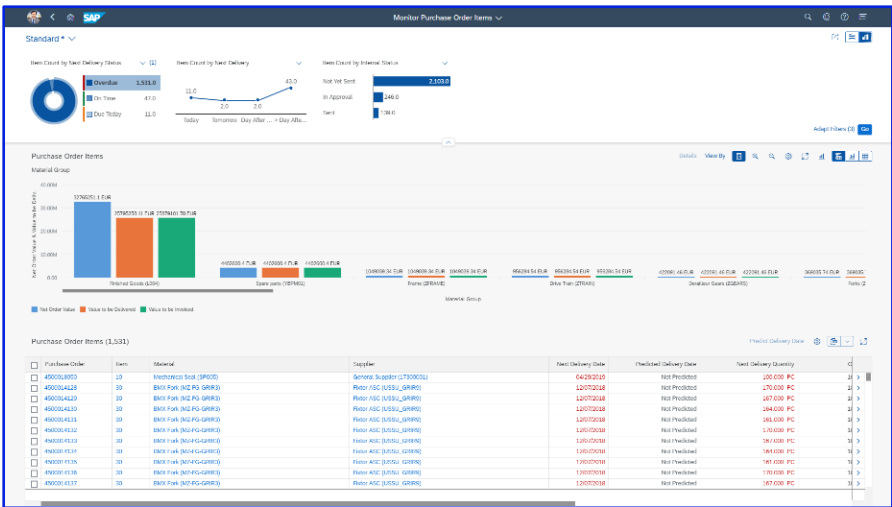
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## 360° Cockpits and Analytical Views

for comprehensive and customizable insights that allow anyone to take immediate action



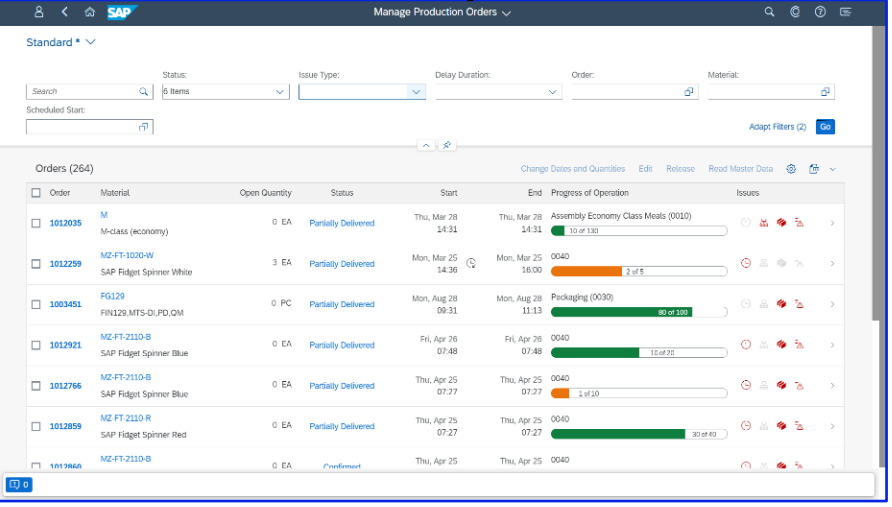
DSO / DPO Insight to action



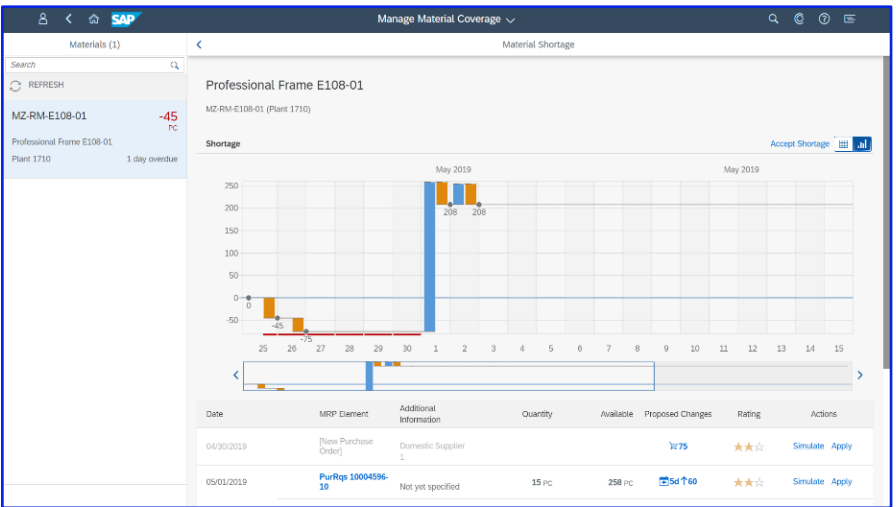
Monitor Financial Close

## Embedded Analytics

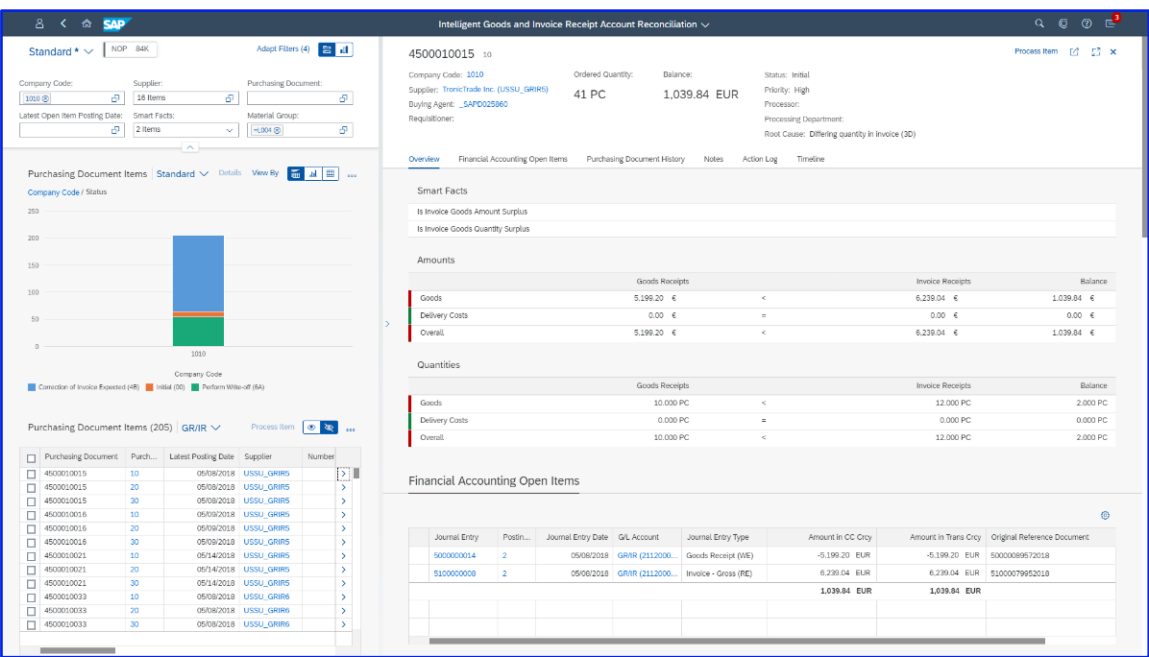
for simulation, prediction and real-time decision making to improve revenue or decrease cost



Manage Spend

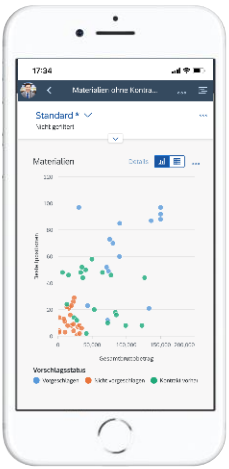
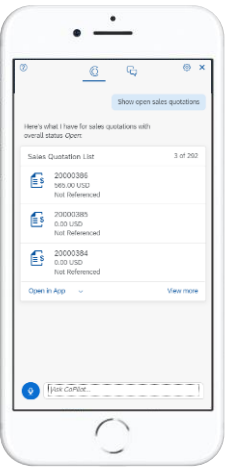


Manage Collections



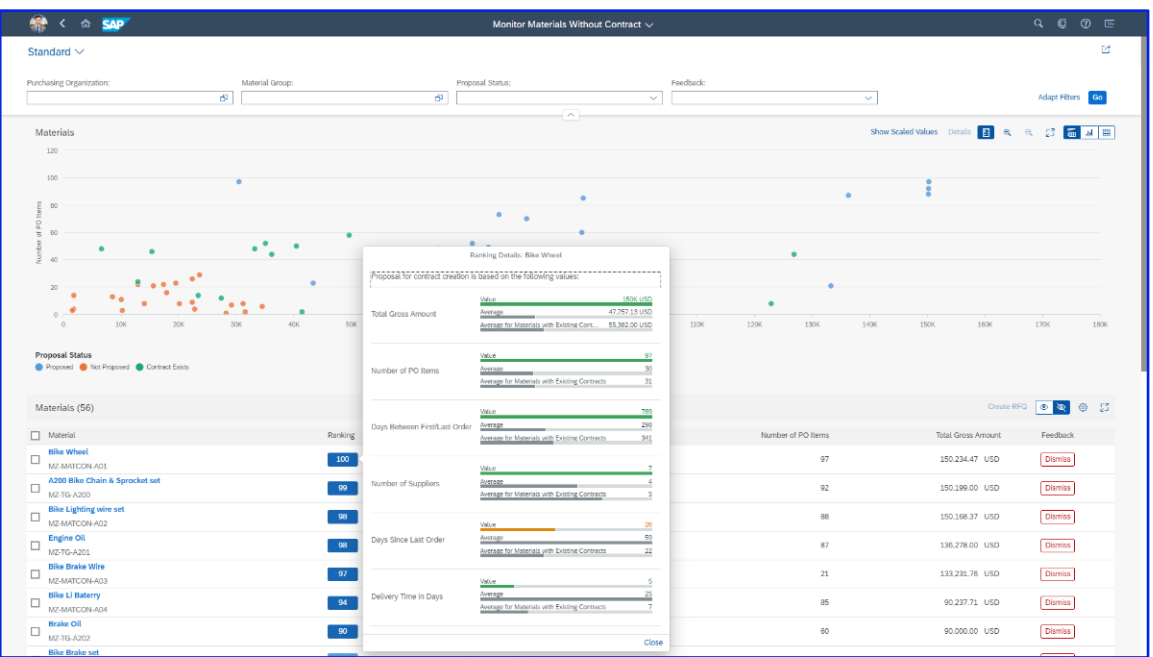
Monitor GR/IR Account Reconciliation

# SAP S/4HANA & Universal Journal



## Digital Assistant and Mobile UX

for device-independent use anywhere & any time



Monitor Intercompany

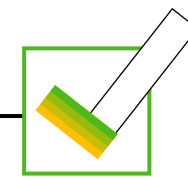
## Machine Learning

for automation and decision support, reducing errors and improving customer support

## Role-based applications

for user/task-related optimization  
reducing non-value added activities

## Process receivables



[Click-through video\\*](#)

### SAP GUI

Duration: 2:12 min

Clicks: 39

Screen changes: 8

Fields filled: 5

### SAP Fiori

Duration: 0:47 min

Clicks: 11

Screen changes: 2

Fields filled: 2

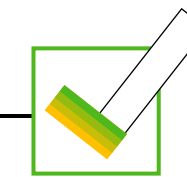
**64%** (85 sec) reduction in duration

**71%** (28) reduction of clicks

**75%** (6) reduction in screen changes

**60%** (3) reduction of fields filled

## Clear incoming payments



[Click-through video](#)

### SAP GUI

Duration: 2:25 min

Clicks: 49

Screen changes: 26

Fields filled: 9

### SAP Fiori

Duration: 1:07 min

Clicks: 22

Screen changes: 1

Fields filled: 3

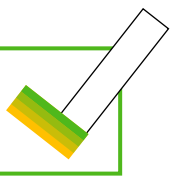
**53%** (78 sec) reduction in duration

**55%** (27) reduction of clicks

**96%** (25) reduction in screen changes

**66%** (6) reduction of fields filled

## Post incoming payments



[Click-through video](#)

### SAP GUI

Duration: 1:26 min

Clicks/Tabs: 27/2

Screen changes: 14

Fields filled: 14

### SAP Fiori

Duration: 0:59 min

Clicks/Tabs: 17/2

Screen changes: 2

Fields filled: 7

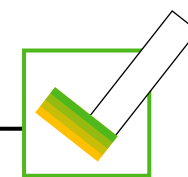
**31%** (27 sec) reduction in duration

**37%** (10) reduction of clicks/tabs

**86%** (12) reduction in screen changes

**50%** (7) reduction of fields filled

## Post General Journal Entry



[Click-through video](#)

### SAP GUI

Duration: 49 sec

Clicks: 12

Screen changes: 7

Fields filled: 17

### SAP Fiori

Duration: 49 sec

Clicks: 13

Screen changes: 4

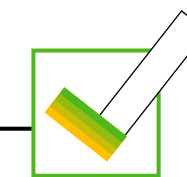
Fields filled: 12

**0%** (0) reduction of clicks

**43%** (3) reduction in screen changes

**29%** (5) reduction of fields filled

## Analyze Financial Balance Sheet



[Click-through video](#)

### SAP GUI

Duration: 7:10 min

Clicks: 97

Screen changes: 7

Fields filled: 7

### SAP Fiori

Duration: 4:40 min

Clicks: 57

Screen changes: 4

Fields filled: 2

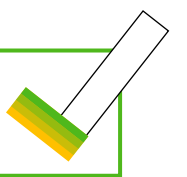
**35%** (150 sec) reduction in duration

**41%** (40) reduction of clicks

**43%** (3) reduction in screen changes

**71%** (5) reduction of fields filled

## Manage vendor line item



[Click-through video](#)

### SAP GUI

Duration: 52 sec

Clicks: 26

Screen changes: 9

Fields filled: 7

### SAP Fiori

Duration: 50 sec

Clicks: 11

Screen changes: 2

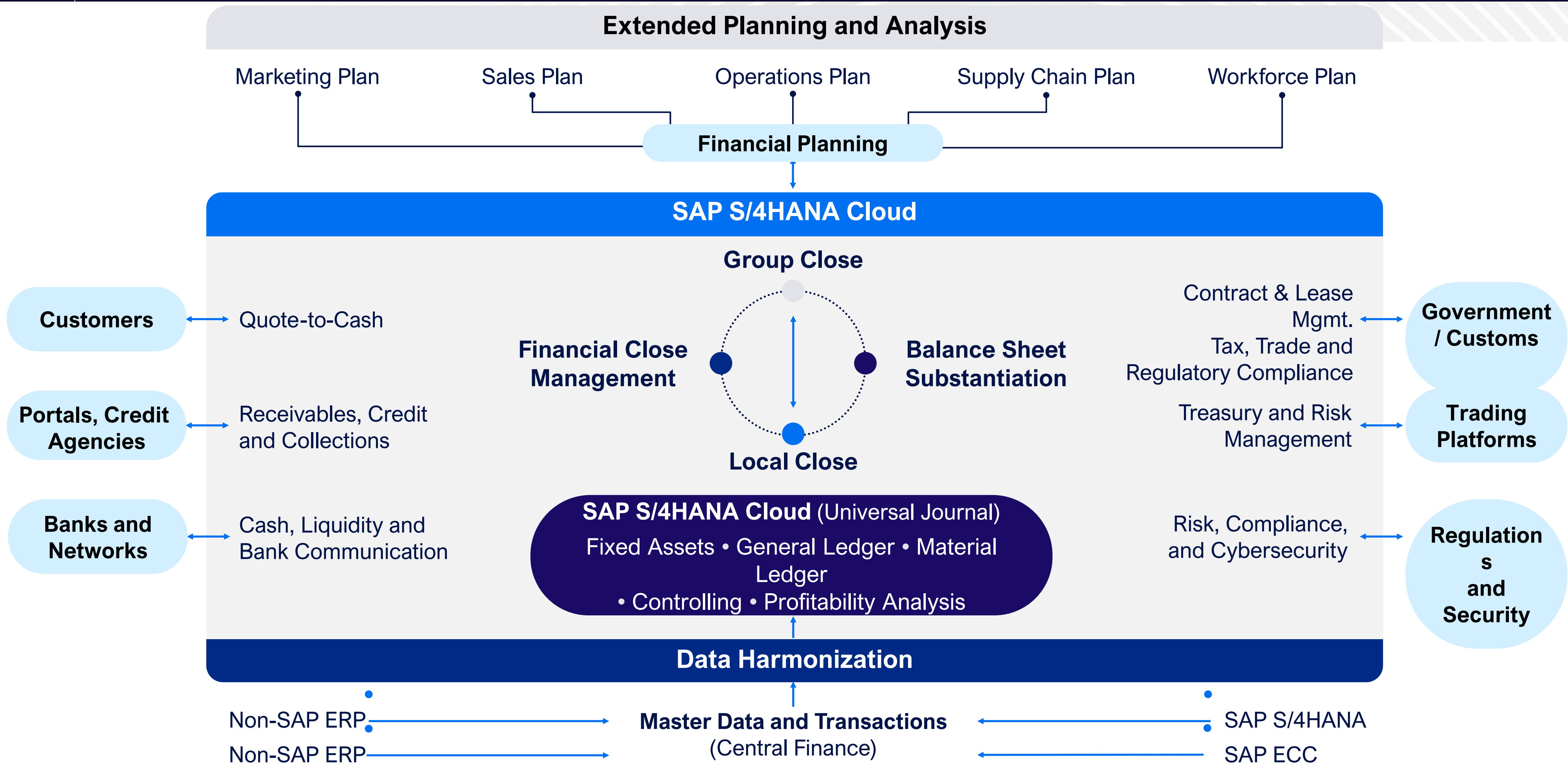
Fields filled: 2

**4%** (2 sec) reduction in duration

**58%** (15) reduction of clicks

**78%** (7) reduction in screen changes

**71%** (5) reduction of fields filled

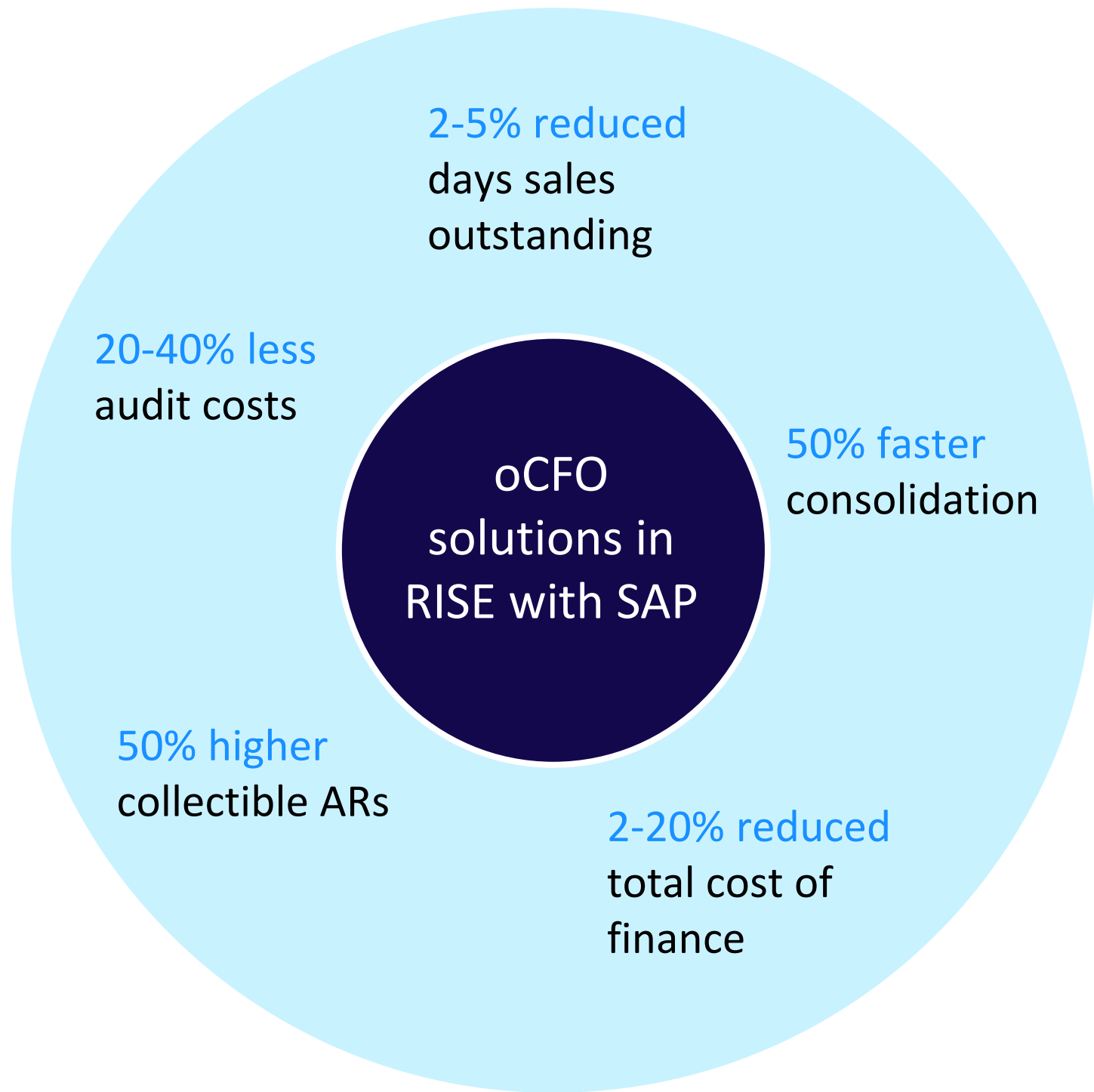


# Adapt to Dynamic Markets with Enhanced oCFO Solutions

## Create a more agile, resilient, and sustainable finance function

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Companies benefit from embedded finance processes that deliver:



Source: SAP Value Engineering

### Cash management

Centralize cash operations

Get real-time cash visibility and payment traceability for fast analysis and actions.

[Learn more](#)

### Receivables management

Improve working capital

Accelerate cash collections and dispute resolution; create adaptive credit processes.

[Learn more](#)

### Group reporting

Report with confidence

Streamline financial consolidation and unify operational and group reporting.

### Group reporting data collection

Improve data quality

Collect non-financial and non-ERP data quickly and with easy auditability.

[Learn more](#)

### Analytics cloud for planning

Forecast with precision

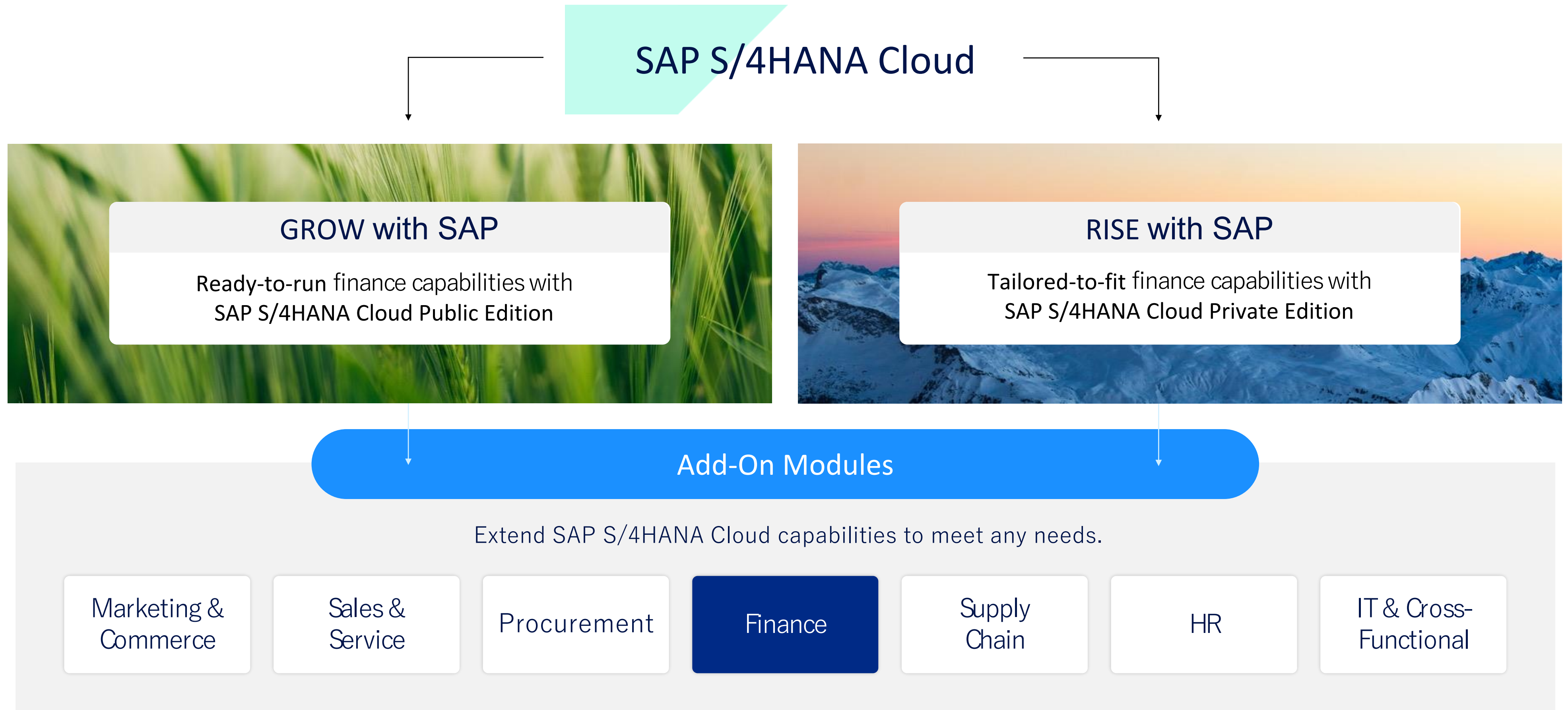
Deliver smart planning that combines predictive and real-time insights.

[Learn more](#)

## Office of the CFO | Key Benefits

Accounting and Financial Close	Finance Operations	Financial Planning and Analysis	Treasury Management	Quote-to-Cash Management	GRC, Tax and Trade
Soft or virtual close	Automated finance	Collaborative Enterprise Planning	Real-time actual-to-plan cash management	Close complex deals faster with guided selling	Holistic view of risk with reduced exposure
Foundation for “soft close”	Simplify and improve collaboration in operations	Faster M&A integration	Real-time integrated liquidity planning	Offer any type of recurring revenue models	Conversion from manual to automated controls
Instant profit/loss insights and real-time cost control	Buyer-supplier integration with business networks	Rapid design of new business models	Improved liquidity forecasting accuracy	Drive continuous customer adoption with personalized offers	Compliance with e-documents & tax reporting
One universal journal for a single source of the truth	Improved budget and spend tracking	Closed-loop, real-time planning at any level	Instant visibility into working capital	Quickly create and update offerings in real-time	Reduced duties for import and export of goods
Embedded real-time consolidation	Reduced reconciliations	Drill-down customer and product profitability	Predictive and automated forecasting	Bundle products, services, and/or subscriptions	Streamlined identity and access governance
Multidimensional reporting on the fly	Improved real estate management	Predictive forecasts and dynamic simulation	Simplified and automated bank processes	Automate partner revenue-share settlement	Detection of cyber threats in the application layer
Integrated statutory and managerial reporting	<b>10–25% reduction in A/R management costs</b>	Visual analysis of financial statements**	Higher transparency on financial exposure risk	Offer customer-preferred payment options	Management of encryption keys
<b>40–50% reduction in days to close books</b>		<b>50–100% reduction in financial forecasting error rate</b>	Single source of the truth for all financial risks	Minimize revenue leakage with integrated quote-to-cash process	Support privacy framework and requirements
			<b>25–35% reduction in unnecessary capital requirements</b>	<b>95% reduction in time-to-market</b>	<b>25–30% reduction in risk management</b>

# New ERP Cloud Commercial Offerings & GenAI



## Cloud ERP Solutions to future-proof and elevate business processes

- **Improve productivity by using a modern cloud ERP that automates processes and supports users with a digital assistant based on generative AI**
- **Make better and faster decisions** with insights from real-time analytics based on a single source of truth
- **Build applications** for automation, integration, data and analytics, and leading-edge AI
- **Gain visibility** into the environmental impact of manufacturing and supply chain processes

## Management and optimization services to operate at cloud speed while maintaining security or compliance

- **Run your technology operations** in a managed secure cloud infrastructure with one trusted partner
- **Stay secure** with built-in cybersecurity and data protection based on the latest standards
- **Gain peace of mind** with 24x7 surveillance and security updates
- **Improve risk and compliance transparency** and consistently adhere to local and global regulations

## Migration and modernization program to migrate with confidence and drive continuous innovation

- **Accelerate your path to the cloud** with the RISE with SAP Migration and Modernization program
- **Unlock the potential of a modern ERP system** with transforming your business processes
- **Access best practice guidance** in RISE with SAP Methodology through a conversational chat-based experience that helps accelerate implementation
- **Tap into a global ecosystem** with SAP and partner data centers with support for 25 industries in more than 100 countries

## THREE PRIORITY OPPORTUNITIES

1

### Joule Co-Pilot

The [new co-pilot for SAP](#) that helps users deliver work faster, with smarter insights and better outcomes

2

### Business AI

AI infused across SAP's cloud portfolio with 250+ out-of-the-box use cases available on Day 1 and [ongoing investments in excess of billions](#) of dollars annually to continue expanding our innovations in this space

3

### Enterprise Transformation

The ecosystem of SAP has begun advancing new tools and capabilities to leverage GenAI [to deliver SAP in a faster](#) and more consistent way

GENERATING BUSINESS VALUE THROUGH...

Productivity Gains

Cost Savings

Insight to Action



“How do I restate my consolidated financial statements after a spin-off?”

Joule Today 17:58

How do I restate my consolidated financial statements after a spin-off?

To restate consolidated financial statements after a spin-off, you can use the restatement process. Restatement involves making adjustments to the previously published financial statements to reflect changes in accounting standards, group structures, or reported data. By restating the statements, you can compare them with the current year's statements. You can create an extension version based on the original version and make the necessary changes. The extension version stores delta values and allows for independent consolidation at a different point in time. For more detailed information and step-by-step instructions, you can ch... [View More](#)

Informational Pattern



“Where can I see my cost center?”

Joule Today 17:55

Where can I see my cost center?

Here's what I've found:

Applications 1 of 1  
Filtered By: "Cost Center", "show"

Manage Cost Centers (Version 2) [Open](#)

Navigational Pattern



“Show me sales and profitability over the past 6 quarters.”

Joule Heute 15:41

Please pull the average historical sales and profitability data of our physical stores in Europe over the past 6 quarters

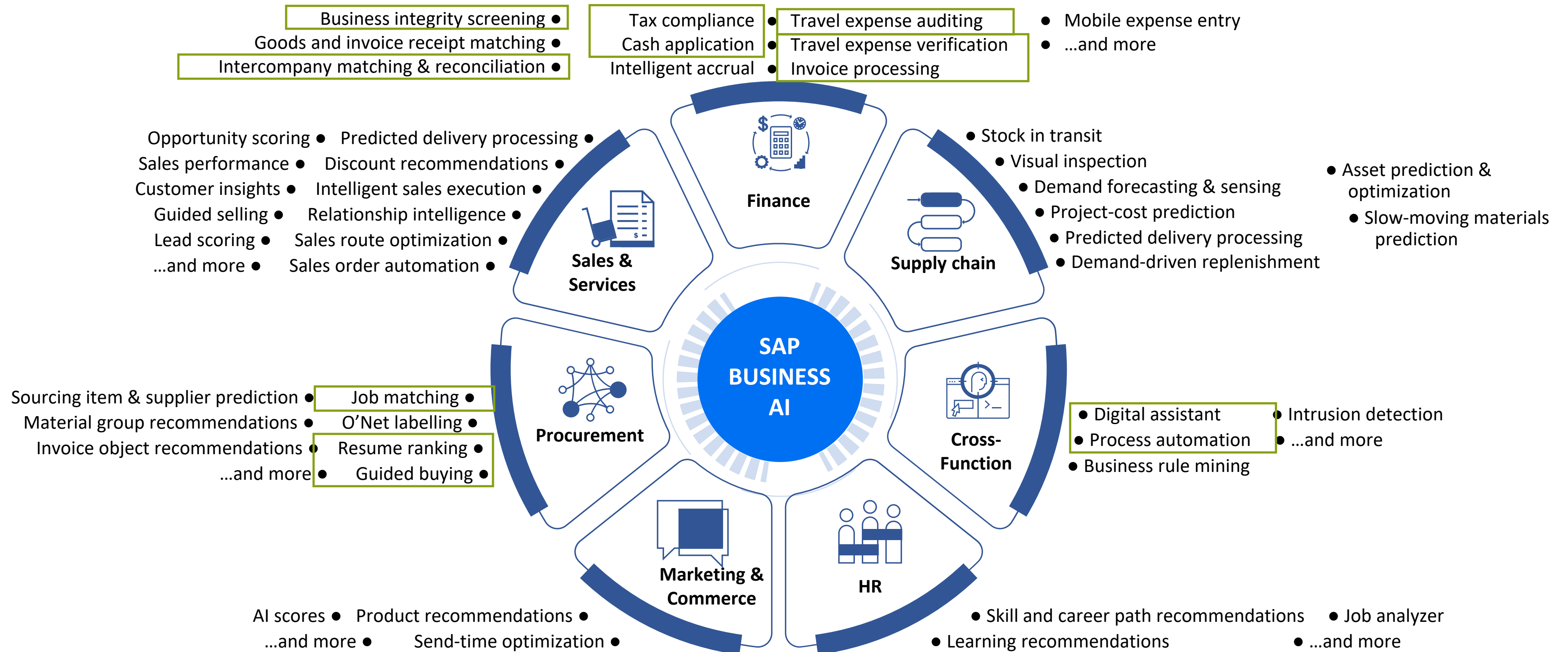
**Revenue & Margin**  
Average revenue and margin data - Last 6 quarters

Quarter	Revenue (€)	Margin (%)
Q1/22	~16.0M	~18%
Q2/22	~16.5M	~22%
Q3/22	~17.0M	~21%
Q4/22	~17.5M	~25%
Q1/23	~16.5M	~20%
Q2/23	~17.5M	~24%

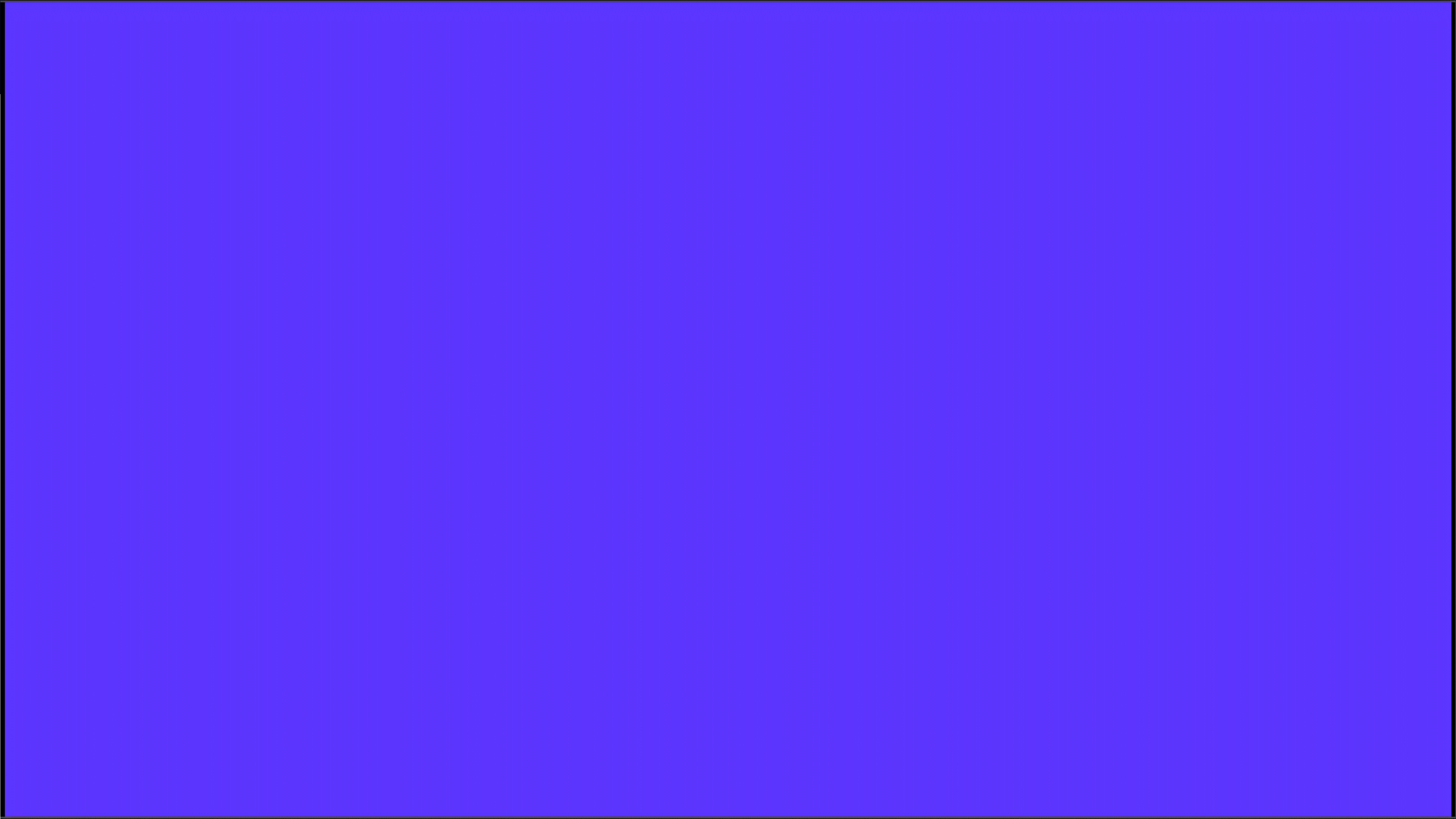
Transactional Pattern

# Business AI in Finance (& other modules)

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In production for Finance



# Wrap-up

- Priorities of CFOs/finance leaders have rapidly evolved over the last few years → from operational to strategic/innovative/intelligent finance
- SAP's approach to & offerings for Finance have been in lockstep with these emerging trends
- Finance is a key driver for cloud-first enterprise transformations → one of the common outcomes of such transformations is an innovative finance organization
- S/4HANA Cloud provides the foundation for innovative finance manifested through SAP's commercial offerings, RISE with SAP & GROW with SAP
- Standard finance capabilities can be augmented with a large set of oCFO cloud applications
- SAP Business AI helps finance organizations automate, optimize, and innovate

- [Finance Solution Details](#)
- [Customer stories](#)
- [How SAP Central Finance & insightsoftware can jumpstart your move to SAP S/4HANA RISE](#)
- [Enterprise Platforms vs Point Solutions: It's obvious, isn't it?](#)
  - ERP Today article by Stephanie Miller
- <https://www.sap.com/products/rise.html>
  - Official SAP RISE product information
- <https://support.sap.com/en/product/onboarding-resource-center/rise.html>
  - RISE with SAP onboarding resource center
- <https://support.sap.com/en/product/onboarding-resource-center/rise/rise-public.html>
  - RISE with SAP S/4HANA Cloud

**Thank you! Any questions?**

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Please remember to complete your session evaluation.

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