Welcome to SAP Innovation And Optimization Pathfinder!

This report will help you:
- Explore the value from your SAP solutions
- Receive tailored guidance and recommendations
- Realize the full potential of your investment in software and support services by SAP

What we know about Sample Inc.:
- We analyzed the data you provided about your main SAP ERP system PRD
- Currently PRD is on SAP ERP 6.0 and SAP Enhancement Package 7
- 7 lines of business use PRD, including Finance, Supply Chain, Procurement, Manufacturing & Sales, Services & Marketing

Personalized innovation recommendations based on your current SAP system usage for:
- SAP enhancement packages
- SAP Fiori
- SAP cloud extensions
- SAP S/4HANA

Focus on impactful business process improvement by combining findings from your SAP applications with benchmarks against industry peers:
- Top 3 areas with potential for future process improvements across all lines of business

Recommendations on how SAP can help automate and improve your IT activities:
- Top 3 areas with potential for future IT improvements
- Automation with SAP Solution Manager
Digital business models are disruptive. The rules have changed.

The consumer products industry is rapidly transforming to become the consumer outcomes industry.

Digital Transformation

18.7% Annual growth in e-commerce sales from 2000 to 2013 versus the average 3.2% annual growth across all channels

Digital Consumers

82% of smartphone users say they consult their phones on purchases they’re about to make in a store

Digital leaders deliver outcomes in moments of opportunity through new business models

New competitors are redefining the landscape at unprecedented rates. Building and keeping trust means delivering exceptional brand experiences every time through agile processes that balance consumer needs with cost to serve.

How can SAP enable you to change the game?

Only SAP has the end-to-end digital solutions to interconnect all aspects of your industry’s value chain to drive business outcomes in real time.

Learn more about consumer products industry for the digital economy »
Sample Inc. | System: PRD
Consumer Products Industry

EXECUTIVE SUMMARY – KEY FINDINGS

**Recommended Improvements and Innovations**

*Key recommendations for Sample Inc.*:

- **Enhance your existing SAP ERP system**
  - Relevant enhancements for:
    - Finance
    - Manufacturing
    - Sourcing & Procurement

- **Cloud extensions**
  - Relevant enhancements for:
    - SAP Ariba Contracts
    - SAP Ariba Catalog
    - SAP Ariba Buying

- **Digital core**

- **Simplified User Experience**
  - Relevant SAP Fiori Apps for:
    - Field Sales Representative
    - Quality Engineer
    - Manager

**Improve Business Processes**

*Key findings for Sample Inc.**:

- **Areas with potential for business improvement**:
  - Order to Cash, Finance: Overdue customer payments
  - Procure to Pay: Overdue purchase order items
  - Order to Cash: Overdue outbound deliveries

**Optimize IT and Accelerate Innovation**

*Key findings for Sample Inc.*:

- **Areas with potential for IT improvement**:
  - Users with extended usage rights
  - Database growth per month
  - Total number of Z-transaction out of overall (%)
Discover functional enhancements

- SAP enhancement packages provide improved functionality for SAP ERP, which can be activated based upon business demand.
- Most business functions in SAP enhancement packages for SAP ERP are included with your underlying SAP software license and maintenance agreement.*

Simplified User Experience

- SAP Fiori is the personalized and intuitive user experience for SAP software across devices.
- It will help your users gain productivity, save training costs and increase user adoption.
- SAP Fiori apps for SAP Business Suite are included with your underlying SAP software license**

Cloud extensions

- SAP offers cloud apps (SaaS) for all lines of business, a market-leading cloud platform (PaaS), and flexible on-demand infrastructure (IaaS).
- SAP has already 110+ million cloud subscribers and 41 state-of-the-art data centers around the world.

Digital core

- SAP S/4HANA is the next-generation business suite designed to help you run simple in the digital economy.
- SAP S/4HANA is the “digital core” of your entire enterprise and natively supports the Internet of Things, Big Data, real-time analytics, mobile, business networks, and more.

SAP Cloud Extensions

- Relevant extensions
- 26 recommendations

SAP Cloud

- 26 recommendations

Enhance your existing SAP ERP system

- Functional Enhancements
- Relevant innovations
- 18 on your current SAP enhancement package 7

Cloud extensions

- Simplified User Experience
- Relevant SAP Fiori apps
- 25 on your current database
- 68 on SAP HANA

* Details can be found in SAP Note 152246

** http://news.sap.com/sapphire-now-sap-fiori-user-experience/
Activate new functionality from SAP enhancement packages

Customers can selectively implement these software innovations from SAP and activate the enhancements upon business demand.

Explore each line of business to discover what is relevant for you, currently and in the future.

Overview of relevant SAP enhancement package innovations for Sample Inc.:

**Finance**
- Available innovations: 350+
- 7 relevant Business Functions on your current EHP 7

**Human Resources**
- Available innovations: 100+
- 0 relevant Business Functions on your current EHP 7

**Sourcing & Procurement**
- Available innovations: 150+
- 3 relevant Business Functions on your current EHP 7

**Manufacturing**
- Available innovations: 150+
- 6 relevant Business Functions on your current EHP 7

**Supply Chain**
- Available innovations: 250+
- 0 relevant Business Functions on your current EHP 7

**Service, Sales, Marketing and Commerce**
- Available innovations: 200+
- 2 relevant Business Functions on your current EHP 7

**R&D, Engineering**
- Available innovations: 50+
- 0 relevant Business Functions on your current EHP 7

**Asset Management**
- Available innovations: 100+
- 0 relevant Business Functions on your current EHP 7

Available innovations: 350+
Available innovations: 100+
Available innovations: 150+
Available innovations: 150+
Available innovations: 250+
Available innovations: 200+
Available innovations: 50+
Available innovations: 100+

See the full list of recommended Business Functions »
Based on Sample Inc.'s current system usage of system PRD shown here are a list of relevant enhancements which could be valuable for you. Learn more about recommended innovations by clicking directly on the provided links.

### Most relevant SAP EHP innovations for Sample Inc.:

<table>
<thead>
<tr>
<th>Line of Business</th>
<th>Business Function</th>
<th>Version</th>
<th>Relevance based on usage of transaction</th>
</tr>
</thead>
<tbody>
<tr>
<td>Procurement</td>
<td>Item Unique Identification (Additional Functions)</td>
<td>EHP4</td>
<td>MI04</td>
</tr>
<tr>
<td>Procurement</td>
<td>Item Unique Identification</td>
<td>EHP3</td>
<td>VL31N, IQ09, IQ02, VL01N, VL03N, IQ03, ME32L, ME33L, VL32N, AS01</td>
</tr>
<tr>
<td>Finance</td>
<td>FSCM Integration</td>
<td>EHP2</td>
<td>FBL5N, FB03, FB05, FB02, FDM_COLL01, F-32, F-30, FBZ1</td>
</tr>
<tr>
<td>Procurement</td>
<td>Procurement - SRM Integration</td>
<td>EHP4</td>
<td>ME01, MD03, MD12, MD11, MD02, MD13, ME03</td>
</tr>
<tr>
<td>Sales, Service,</td>
<td>Contract-to-Cash for Commodities</td>
<td>EHP6</td>
<td>VF03, VF01, VF02</td>
</tr>
<tr>
<td>Marketing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Finance</td>
<td>FI-BL, Importing and Postprocessing of the Electronic Bank Statement</td>
<td>EHP6</td>
<td>FF_5</td>
</tr>
<tr>
<td>Finance</td>
<td>FI, Enablement for Financial Shared Services</td>
<td>EHP5</td>
<td>CK13N, F110, CK11N</td>
</tr>
<tr>
<td>Finance</td>
<td>FI, Enterprise Service for Sending Payment Advice Notes</td>
<td>EHP5</td>
<td>FK02, FK03, FK01, FD03, FD02</td>
</tr>
<tr>
<td>Finance</td>
<td>New General Ledger Accounting</td>
<td>EHP3</td>
<td>FS00, FSS0</td>
</tr>
<tr>
<td>Finance</td>
<td>Operation Account Assignment</td>
<td>EHP5</td>
<td>MB21, KO88, KO8G, FB50, KB11N, FB70</td>
</tr>
</tbody>
</table>
### Most popular Business Functions in the consumer products industry:

<table>
<thead>
<tr>
<th>Number</th>
<th>Line of Business</th>
<th>Name of Business Function</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Finance</td>
<td>Order-to-Cash Simplification</td>
</tr>
<tr>
<td>2</td>
<td>Finance</td>
<td>Reporting Financials</td>
</tr>
<tr>
<td>3</td>
<td>Finance</td>
<td>New General Ledger Accounting</td>
</tr>
<tr>
<td>4</td>
<td>Sales</td>
<td>Sales and Distribution</td>
</tr>
<tr>
<td>5</td>
<td>Manufacturing</td>
<td>Manufacturing Information System</td>
</tr>
<tr>
<td>6</td>
<td>Sales</td>
<td>Sales and Distribution Simplification 2 (Order-to-Cash)</td>
</tr>
<tr>
<td>7</td>
<td>Finance</td>
<td>MM, Integration of MM and FI</td>
</tr>
<tr>
<td>8</td>
<td>Others</td>
<td>Shift Report Notes and Confirmation</td>
</tr>
<tr>
<td>9</td>
<td>Finance</td>
<td>Procure to Pay</td>
</tr>
<tr>
<td>10</td>
<td>Others</td>
<td>Operations, Enterprise Services</td>
</tr>
</tbody>
</table>

It is important to review industry trends and look for both risks and growth opportunities.

Here you can see the most popular innovations in the consumer products industry.
To maximize the return on your SAP investment, identify available SAP business function enhancements and engage the valuable SAP service and support activities in these next steps:

1. Discover value opportunities.
2. Prepare using SAP support engagements and best practices.
3. Realize value.

**ADDITIONAL OFFERINGS***:

**Strategic roadmap for ALM and Testing**

This service is designed to ensure business continuity and reduce risk and total cost of ownership (TCO) in IT. Additionally, a testing strategy assessment can help to reduce costs associated with developing and maintaining manual and automated test artifacts.

*Service offerings, not included in your maintenance agreement

**Test Management for SAP Solutions**

With testing services for SAP Solutions, customers can move quickly starting with testing of their solution based on best-practice approaches. The relevant testing tool for the chosen test approach will be configured. Customer's key users will get trained and initial tests are executed.

*Service offerings, not included in your maintenance agreement
Overview of relevant SAP Fiori apps for Sample Inc.: 

**Finance**
- Available SAP Fiori apps: 500+
- 2 on your current release level and database
- 20 on SAP HANA

**Human Resources**
- Available SAP Fiori apps: 500+
- 2 on your current release level and database
- 0 on SAP HANA

**Sourcing & Procurement**
- Available SAP Fiori apps: 250+
- 7 on your current release level and database
- 22 on SAP HANA

**Manufacturing**
- Available SAP Fiori apps: 250+
- 6 on your current release level and database
- 16 on SAP HANA

**Supply Chain**
- Available SAP Fiori apps: 550+
- 1 on your current release level and database
- 2 on SAP HANA

**Service, Sales, Marketing and Commerce**
- Available SAP Fiori apps: 150+
- 7 on your current release level and database
- 6 on SAP HANA

**R&D, Engineering**
- Available SAP Fiori apps: 100+
- 0 on your current release level and database
- 1 on SAP HANA

**Asset Management**
- Available SAP Fiori apps: 150+
- 0 on your current release level and database
- 1 on SAP HANA

SAP Fiori is the new user experience for SAP software.

SAP Fiori will help your users gain productivity, save on training costs and increase user adoption.

SAP Fiori is included with your underlying SAP software license*.

Explore each line of business to discover which SAP Fiori apps are currently, and in the future, relevant for you.

Based on Sample Inc. current system usage of system PRD, we have created a list of relevant SAP Fiori Apps which could be highly relevant for you.

Learn more about recommended innovations by clicking directly on the provided links.

Note that those recommendations take into account your current database Oracle.

### Most relevant SAP Fiori Apps for Sample Inc.:

<table>
<thead>
<tr>
<th>Line of Business</th>
<th>Name of Role</th>
<th>Name of App</th>
<th>Relevance Based on Usage of Transaction</th>
<th>Database</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>Field Sales Representative</td>
<td>Change Shipping Address</td>
<td>VA02</td>
<td>Any DB</td>
</tr>
<tr>
<td>Sales</td>
<td>Field Sales Representative</td>
<td>Create Sales Orders</td>
<td>VA01</td>
<td>Any DB</td>
</tr>
<tr>
<td>Sales</td>
<td>Field Sales Representative</td>
<td>Customer Invoices</td>
<td>VF03</td>
<td>Any DB</td>
</tr>
<tr>
<td>Sales</td>
<td>Field Sales Representative</td>
<td>Check Price and Availability</td>
<td>VA03</td>
<td>Any DB</td>
</tr>
<tr>
<td>Sales</td>
<td>Field Sales Representative</td>
<td>Track Sales Orders (ERP)</td>
<td>VA03</td>
<td>Any DB</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>Quality Engineer</td>
<td>Report Quality Issue</td>
<td>QM01</td>
<td>Any DB</td>
</tr>
<tr>
<td>Finance</td>
<td>Manager</td>
<td>My Inbox</td>
<td>SBWP</td>
<td>Any DB</td>
</tr>
<tr>
<td>Human Resources</td>
<td>Manager - Travel Info</td>
<td>My Inbox - Approve Travel Expenses</td>
<td>SBWP</td>
<td>Any DB</td>
</tr>
<tr>
<td>Human Resources</td>
<td>Manager - Travel Info</td>
<td>My Inbox - Approve Travel Requests</td>
<td>SBWP</td>
<td>Any DB</td>
</tr>
<tr>
<td>Supply Chain</td>
<td>Transportation Manager</td>
<td>Track Shipments</td>
<td>VT03N</td>
<td>Any DB</td>
</tr>
</tbody>
</table>

Get the details from SAP Fiori Apps Library »
It is important to review industry trends. Look for how SAP Fiori can help improve user’s productivity and improve user’s access to company data using mobile technologies.

Here you can see the most popular Fiori Apps in the consumer products industry.

<table>
<thead>
<tr>
<th>Number</th>
<th>Line of Business</th>
<th>Name of Role</th>
<th>Name of App</th>
<th>Database</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Sourcing and Procurement</td>
<td>Purchaser</td>
<td>Approve Purchase Orders</td>
<td>Any DB</td>
</tr>
<tr>
<td>2</td>
<td>Sourcing and Procurement</td>
<td>Manager - Procurement</td>
<td>Approve Requisitions</td>
<td>Any DB</td>
</tr>
<tr>
<td>3</td>
<td>Sourcing and Procurement</td>
<td>Purchaser</td>
<td>Approve Purchase Contracts</td>
<td>Any DB</td>
</tr>
<tr>
<td>4</td>
<td>Finance</td>
<td>Cash Manager</td>
<td>Approve Bank Payments</td>
<td>SAP HANA</td>
</tr>
<tr>
<td>5</td>
<td>Human Resources</td>
<td>Manager - HR Info</td>
<td>Approve Leave Requests (Version 2)</td>
<td>Any DB or SAP HANA</td>
</tr>
<tr>
<td>6</td>
<td>Human Resources</td>
<td>Employee - HR Info</td>
<td>My Leave Requests (Version 2)</td>
<td>Any DB or SAP HANA</td>
</tr>
<tr>
<td>7</td>
<td>Finance</td>
<td>Accounts Payable Accountant</td>
<td>Revise Payment Proposals</td>
<td>SAP HANA</td>
</tr>
<tr>
<td>8</td>
<td>Finance</td>
<td>Accounts Receivable Accountant</td>
<td>Manage Customer Line Items</td>
<td>SAP HANA</td>
</tr>
<tr>
<td>9</td>
<td>Finance</td>
<td>Accounts Receivable Accountant</td>
<td>Display Customer Balances</td>
<td>SAP HANA</td>
</tr>
<tr>
<td>10</td>
<td>Finance</td>
<td>Accounts Payable Accountant</td>
<td>Manage Supplier Line Items</td>
<td>SAP HANA</td>
</tr>
</tbody>
</table>
Simplified User Experience

Enjoy a new user experience with SAP Fiori and engage the valuable SAP service and support activities in these next steps:

1. Discover how to drive quick time-to-value
2. Prepare using SAP Enterprise Support value map for Digital Innovation
3. Realize value by achieving your productivity improvements for savings and profits

SAP ENTERPRISE SUPPORT*:

1. Discover
   - Learn about SAP Fiori »
   - Discover available SAP Fiori apps and get customer-specific recommendations »

2. Prepare
   - Join openSAP course “Introduction to SAP Fiori UX” »
   - Read success stories from other customers »

3. Realize
   - Join openSAP course “Build your own Fiori App in the Cloud” »

Join SAP Enterprise Support value map for Digital Innovation* »

Access learning program or journey:
- Digital Innovation Learning Journey – SAP Fiori »

ADDITIONAL OFFERINGS »

*Exemplary excerpt of services, value map learning programs or journeys
**ADDITIONAL OFFERINGS**:  

1. **Advise**
   - User Experience (UX) Advisory Service: Identify use cases, business case and roadmap

2. **Realize and Empower**
   - SAP Rapid Deployment Solutions for SAP Fiori Apps: Deploy SAP Fiori foundation and SAP Fiori apps
   - SAP Rapid Deployment Solutions for SAP Screen Personas: Coach customer and deploy Screen Personas
   - UX-Driven productivity optimization
   - Training service for SAP Screen Personas

3. **Innovate and Enhance**
   - Design Thinking workshop for business innovation: Identify business use cases for UX
   - Design service for user experience
   - Custom Development (e.g. new SAP Fiori app): Build a custom developed SAP Fiori app or solution

*Service offerings, not included in your maintenance agreement*
### SAP Cloud Extensions Overview

Extend your on-premise systems with SAP cloud solutions

SAP's cloud portfolio delivers flexibility, choice, and control. SAP's plug-and-play cloud solutions enable you to leverage your existing environment while unlocking new levels of agility and performance for the business.

#### Recommended Cloud Extensions by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Recommended Cloud Extensions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>0</td>
</tr>
<tr>
<td>Human Resources</td>
<td>9</td>
</tr>
<tr>
<td>Sourcing &amp; Procurement</td>
<td>16</td>
</tr>
<tr>
<td>Service, Sales, Marketing and Commerce</td>
<td>1</td>
</tr>
</tbody>
</table>

#### Overview of relevant SAP cloud extensions for Sample Inc.:

- **Finance**: 0 recommended cloud extensions
- **Human Resources**: 9 recommended cloud extensions
- **Sourcing & Procurement**: 16 recommended cloud extensions
- **Service, Sales, Marketing and Commerce**: 1 recommended cloud extensions

See the full list of recommendations »
### Most relevant SAP cloud solutions for Sample Inc.:

<table>
<thead>
<tr>
<th>Line of Business</th>
<th>Description</th>
<th>SAP Cloud Application</th>
</tr>
</thead>
<tbody>
<tr>
<td>Procurement</td>
<td>Contract Management</td>
<td>SAP Ariba Contracts</td>
</tr>
<tr>
<td>Procurement</td>
<td>Operational Procurement</td>
<td>SAP Ariba Catalog</td>
</tr>
<tr>
<td>Procurement</td>
<td>Operational Procurement</td>
<td>SAP Ariba Buying</td>
</tr>
<tr>
<td>Procurement</td>
<td>Operational Procurement</td>
<td>SAP Ariba Buying and Invoicing</td>
</tr>
<tr>
<td>Procurement</td>
<td>Strategic Sourcing</td>
<td>SAP Ariba Sourcing</td>
</tr>
<tr>
<td>Procurement</td>
<td>Strategic Sourcing</td>
<td>SAP Ariba Spend Analysis</td>
</tr>
<tr>
<td>Procurement</td>
<td>Supplier Management</td>
<td>SAP Ariba Supplier Lifecycle and Performance</td>
</tr>
<tr>
<td>Procurement</td>
<td>Business Network</td>
<td>Ariba Network for Suppliers</td>
</tr>
<tr>
<td>Procurement</td>
<td>Business Network</td>
<td>SAP Ariba Commerce Automation</td>
</tr>
<tr>
<td>Procurement</td>
<td>Strategic Sourcing</td>
<td>SAP Ariba Strategic Sourcing, advanced edition</td>
</tr>
</tbody>
</table>

Learn more about recommended SAP cloud solutions by clicking directly on the provided links.
Sample Inc. | System: PRD
Consumer Products Industry

**Most popular SAP cloud solutions in the consumer products industry:**

<table>
<thead>
<tr>
<th>Number</th>
<th>Line of Business</th>
<th>Solution Explorer Reference</th>
<th>SAP Cloud Application</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Sales</td>
<td>Sales Planning and Performance Management</td>
<td>SAP Sales Cloud</td>
</tr>
<tr>
<td>2</td>
<td>Procurement</td>
<td>Invoice Management</td>
<td>SAP Ariba Invoice Management</td>
</tr>
<tr>
<td>3</td>
<td>Procurement</td>
<td>Contract Management</td>
<td>SAP Ariba Contracts</td>
</tr>
<tr>
<td>4</td>
<td>Procurement</td>
<td>Operational Procurement</td>
<td>SAP Ariba Catalog</td>
</tr>
<tr>
<td>5</td>
<td>Procurement</td>
<td>Operational Procurement</td>
<td>SAP Ariba Buying</td>
</tr>
<tr>
<td>6</td>
<td>Procurement</td>
<td>Operational Procurement</td>
<td>SAP Ariba Buying and Invoicing</td>
</tr>
<tr>
<td>7</td>
<td>Procurement</td>
<td>Strategic Sourcing</td>
<td>SAP Ariba Sourcing</td>
</tr>
<tr>
<td>8</td>
<td>Procurement</td>
<td>Strategic Sourcing</td>
<td>SAP Ariba Spend Analysis</td>
</tr>
<tr>
<td>9</td>
<td>Procurement</td>
<td>Supplier Management</td>
<td>SAP Ariba Supplier Lifecycle and Performance</td>
</tr>
<tr>
<td>10</td>
<td>Procurement</td>
<td>Business Network</td>
<td>Ariba Network for Suppliers</td>
</tr>
</tbody>
</table>

Here you can see the most popular SAP cloud solutions in the consumer products industry. The benefits of using cloud solutions includes rapid deployment which gives you business agility, speed to market. With this you can more easily try new business ideas and have more efficient project at lower operational costs.
Implement SAP cloud solutions with the valuable SAP service and support activities in these next steps:

1. **Discover** how to drive quick time-to-value
2. **Prepare** using SAP Enterprise Support value map and best practices
3. **Realize** value from SAP cloud solutions

**SAP ENTERPRISE SUPPORT***:

1. **Discover**
   - New: Further enhance your business with SAP Pathfinder, line of business editions »

2. **Prepare**
   - Getting started: SAP Enterprise Support cloud and hybrid edition »

3. **Realize**
   - Best practices: Integrate cloud hybrid landscapes in your SAP Solution Manager »

**Join SAP Enterprise Support value map for SAP SuccessFactors, SAP Cloud for Customers and Digital Innovation*** »

Access learning program or journey:

- SAP SuccessFactors: Choose the appropriate integration methodology and data migration strategy »
- Use machine learning functionality to enhance opportunity management »
- Digital innovation learning journey – SAP Cloud Platform »

**ADDITIONAL OFFERINGS »**

*Exemplary excerpt of services, value map learning programs or journeys*
**SAP Cloud Extensions**

Additional SAP Digital Business Services offerings that can accelerate your time to value when it comes to implement new solutions on cloud or hybrid environments:

1. **Advise** on how to develop your business and IT strategy leveraging cloud solutions

2. **Implement** new SAP cloud solutions as an extension

3. **Run and Optimize** your cloud or hybrid landscapes

**PLAN YOUR DIGITAL TRANSFORMATION: SAP TRANSFORMATION NAVIGATOR »**

**SAP ENTERPRISE SUPPORT »**

**ADDITIONAL OFFERINGS*:**

1. **Advise**
   - Cloud advisory and strategy services »
   - Cloud designs and assessment services »
   - Cloud computing catalyst services »

2. **Implement and Extend**
   - Cloud implementation and migration services »
   - SAP Cloud Platform »
   - Cloud integration services »

3. **Run and Optimize**
   - Application management services for cloud »

*Service offerings, not included in your maintenance agreement
Overview of relevant SAP S/4HANA business scenarios for Sample Inc.:

**Finance**
10 recommended business scenarios

**Sourcing & Procurement**
4 recommended business scenarios

**Sales**
5 recommended business scenarios

**Supply Chain**
4 recommended business scenarios

**Manufacturing**
2 recommended business scenarios

**Asset Management**
2 recommended business scenarios

Explore SAP’s next generation business suite

SAP S/4HANA simplifies and accelerates key business scenarios with in-memory technology.

This list shows business areas that could be simplified or improved with SAP S/4HANA.

Order your free next generation SAP S/4HANA Business Scenario Recommendations report »
Based on Sample Inc. current system usage of system PRD, we have created a list of relevant SAP S/4HANA innovations which could be highly relevant for you.

Learn more about recommended innovations by clicking directly on the provided links.

### Most relevant SAP S/4HANA business scenarios for Sample Inc.:

<table>
<thead>
<tr>
<th>Line of Business</th>
<th>Business Scenario</th>
<th>Related Fiori Apps</th>
<th>Your Currently Most Used Transactions That Generated This Recommendation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>Financial Accounting</td>
<td></td>
<td>ABAON, AS01, AS02, AS03, AW01N</td>
</tr>
<tr>
<td>Finance</td>
<td>Accounts Payable</td>
<td></td>
<td>F110, F-31, F-43, FB1K, FB60</td>
</tr>
<tr>
<td>Finance</td>
<td>Accounts Receivable</td>
<td></td>
<td>F-26, F-28, F-32, F-65, FB10</td>
</tr>
<tr>
<td>Sales</td>
<td>Sales Master Data Management</td>
<td></td>
<td>FD02, FD03, MM01, MM02, MM03</td>
</tr>
<tr>
<td>Sourcing &amp; Procurement</td>
<td>Purchase Order Processing</td>
<td></td>
<td>ME21, ME21N, ME22N, ME23, ME23N</td>
</tr>
<tr>
<td>Finance</td>
<td>Profitability Analysis</td>
<td></td>
<td>2KEE, KB11N, KCH6N, KE53, KE5Z</td>
</tr>
<tr>
<td>Sourcing &amp; Procurement</td>
<td>Invoice Processing</td>
<td></td>
<td>MIR4, MIRO, MR8M, COOIS</td>
</tr>
<tr>
<td>Supply Chain</td>
<td>Extended Warehouse Management</td>
<td></td>
<td>LS01N, LS03N, LS23, LS24, LT01</td>
</tr>
<tr>
<td>Supply Chain</td>
<td>Warehouse Management</td>
<td></td>
<td>LS01N, LS03N, LS23, LS24, LT01</td>
</tr>
<tr>
<td>Sourcing &amp; Procurement</td>
<td>Spend Visibility</td>
<td></td>
<td>MCDB, MCDC, MCE3, ME80FN, ME80RN</td>
</tr>
</tbody>
</table>

Order your free next generation SAP S/4HANA Business Scenario Recommendations report »
## Most popular SAP S/4HANA business scenarios in the consumer products industry:

<table>
<thead>
<tr>
<th>Number</th>
<th>Line of Business</th>
<th>Business Scenario</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Finance</td>
<td>Financial Accounting</td>
</tr>
<tr>
<td>2</td>
<td>Supply Chain</td>
<td>Extended Warehouse Management</td>
</tr>
<tr>
<td>3</td>
<td>Finance</td>
<td>Profitability Analysis</td>
</tr>
<tr>
<td>4</td>
<td>Supply Chain</td>
<td>Warehouse Management</td>
</tr>
<tr>
<td>5</td>
<td>Finance</td>
<td>Accounts Receivable</td>
</tr>
<tr>
<td>6</td>
<td>Sales</td>
<td>Sales Master Data Management</td>
</tr>
<tr>
<td>7</td>
<td>Sales</td>
<td>Available to Promise</td>
</tr>
<tr>
<td>8</td>
<td>Sales</td>
<td>Advanced Available to Promise</td>
</tr>
<tr>
<td>9</td>
<td>Finance</td>
<td>Sales Order Management and Processing</td>
</tr>
<tr>
<td>10</td>
<td>Sales</td>
<td>Price Management</td>
</tr>
</tbody>
</table>

It is important to review industry trends and look for both risks and growth opportunities. Here you can see the most popular SAP S/4HANA scenarios in the consumer products industry.
Unlock the potential of your IT spend to drive business innovation: Invest today in preparing your infrastructure, review your business processes, and accelerate time to value through the SAP Enterprise Support value map for SAP S/4HANA.

SAP Enterprise Support and additional offerings provide methods and tools to help you prepare and accelerate your journey to SAP S/4HANA.

### PLAN YOUR DIGITAL TRANSFORMATION: SAP TRANSFORMATION NAVIGATOR

**1. Discover**
- SAP S/4HANA, The Next Generation Business Suite
- Request Business Scenario Recommendations for SAP S/4HANA

**2. Prepare**
- Join openSAP course “SAP S/4HANA in a Nutshell”
- SAP Readiness Check for SAP S/4HANA

**3. Realize**
- SAP Best Practices for SAP S/4HANA, on-premise edition
- Continuous quality check for SAP S/4HANA
- SAP EarlyWatch Alert for SAP HANA

Join SAP Enterprise Support value map for SAP S/4HANA On Premise

Access learning program or journey:
- Plan your digital transformation journey with SAP S/4HANA

### ADDITIONAL OFFERINGS

*Exemplary excerpt of services, value map learning programs or journeys
On top of SAP Enterprise Support, additional services are available to further secure customer investment with pre-defined value assurance packages.

Incremental levels of engagement from planning and foundational implementation to end-to-end setup, service, and support, you can choose the level of service coverage and engagement for SAP S/4HANA that works best for you.

**ADDITIONAL OFFERINGS**: SAP S/4HANA Value Assurance

1. **Plan and safeguard**: Helps define the implementation strategy with a technical quality manager, including dependencies and prerequisites for the target architecture.

2. **Technical implementation**: Focuses on the technical implementation, including data and system migration, high availability, and disaster recovery.

3. **Migrate and implement**: Implements functions with preconfigured setup and ready-to-use business process templates, as well as analyzing operations impact.

4. **Innovate and optimize**: Expands the context of innovation beyond the digital core to reimagine business models across the enterprise. This is the most comprehensive level.

*Service offerings, not included in your maintenance agreement*
BUSINESS GOALS
WITH IMPROVEMENT POTENTIAL

1. Reduce Days Sales Outstanding
   Avoiding of delays, wasted money and errors
   Order to Cash, Finance: Overdue customer payments
   Your company: 43,991 open items
   Industry benchmark: 41,555 (bottom 25%), 12,680 (top 25%)
   - Higher liquidity cost
   - Longer period end closing and year end closing
   - Manual work for tracking / clarification
   - Loss of revenue
   - Maximize cash generation
   - Reduce operating expenses

2. Improve Supply Chain Planning Accuracy
   Predicting the future requirements to balance supply and demand
   Procure to Pay: Overdue purchase order items
   Your company: 211,875 order items
   Industry benchmark: 26,090 (bottom 25%), 18,920 (top 25%)
   - Delay in production and sales delivery
   - Maverick buying (unplanned expensive emergency purchases)
   - Wrong available to promise planning
   - Wrong material requirement planning
   - Optimize Business Processes
   - Reduce operating expenses
   - Details »

3. Optimize Perfect Order Fulfillment
   Avoiding of delays, wasted money and errors
   Order to Cash: Overdue outbound deliveries
   Your company: 14,288 deliveries
   Industry benchmark: 3,238 (bottom 25%), 465 (top 25%)
   - Delay of goods delivery with impact on customer
   - Legal impact with guaranteed delivery
   - Optimize Business Processes
   - Reduce costs for business operations
   - Details »
## SAP Innovation And Optimization Pathfinder

Sample Inc. | System: PRD
Consumer Products Industry

### Top 3 KPI's

<table>
<thead>
<tr>
<th>KPI</th>
<th>Your Value</th>
<th>Industry Benchmarks</th>
</tr>
</thead>
</table>
| Finance      | 43,991 open items | Bottom 25%: 41,555  
Median: 12,680  
Top 25%: 2,754 |
| Overdue customer payments |           |                     |

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
## Order to Cash

### Business Key Figures

<table>
<thead>
<tr>
<th>KPI</th>
<th>Your Value</th>
<th>Industry Benchmarks</th>
</tr>
</thead>
</table>
| Sales orders overdue for billing        | 3,968 deliveries | Bottom 25%: 2,960  
  Median: 1,232  Top 25%: 168 |
| Invoices not posted to finance           | 697 invoices | Bottom 25%: 1,325  
  Median: 791  Top 25%: 151 |
| Missing fields in incomplete sales order items | 9,120 order items | Bottom 25%: 31,584 
  Median: 14,420  Top 25%: 1,181 |
| Orders billed not delivered              | 15,772 orders | Bottom 25%: 731  
  Median: 15  Top 25%: 0 |
| Orders not billed (Order related billing)| 14,653 orders | Bottom 25%: 2,842  
  Median: 433  Top 25%: 49 |
| Overdue outbound deliveries              | 14,288 deliveries | Bottom 25%: 3,238 
  Median: 465  Top 25%: 46 |
| Sales order schedule line items overdue  | 58,127 line items | Bottom 25%: 30,346 
  Median: 7,512  Top 25%: 1,846 |
### Plan To Produce

**Business Key Figures**

<table>
<thead>
<tr>
<th>KPI</th>
<th>Your Value</th>
<th>Industry Benchmarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production orders overdue for delivery completed</td>
<td>1.987 orders</td>
<td>Bottom 25%: 1.177, Median: 288, Top 25%: 74</td>
</tr>
</tbody>
</table>
### Finance: Blocked invoices for payment
- **Your Value:** 343,421 invoices
- **Industry Benchmarks:**
  - Bottom 25%: 377,635
  - Median: 169,614
  - Top 25%: 54,466

### Overdue purchase order items
- **Your Value:** 211,875 order items
- **Industry Benchmarks:**
  - Bottom 25%: 26,090
  - Median: 18,920
  - Top 25%: 4,166

### Overdue purchase requisition items
- **Your Value:** 65,314 items
- **Industry Benchmarks:**
  - Bottom 25%: 45,078
  - Median: 13,521
  - Top 25%: 2,283

### Purchase Order Items without Final Invoice Indicator
- **Your Value:** 87 order items
- **Industry Benchmarks:**
  - Bottom 25%: 19,965
  - Median: 364
  - Top 25%: 0
## Warehouse Management

### Business Key Figures

<table>
<thead>
<tr>
<th>KPI</th>
<th>Your Value</th>
<th>Industry Benchmarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Open outbound transfer orders</td>
<td>1,206 order items</td>
<td></td>
</tr>
</tbody>
</table>

### Industry Benchmarks

- **Bottom 25%**: 549
- **Median**: 82
- **Top 25%**: 22

Sample Inc. | System: PRD
Consumer Products Industry
**BUSINESS GOAL WITH IMPROVEMENT POTENTIAL:**

Reduce Days Sales Outstanding

**Situation:**
"43,991 open customer items in Accounts Receivable in the current were identified".

**Implication:**
All open customer items (i.e. not yet cleared) in FI-AR whose payment due date is overdue, are shown. Open and overdue customer items could indicate that you did not receive a payment from your customer on time, and you are waiting for your money.

**KPI breakdown: “Billing, Invoicing, Order to Cash: Overdue customer payments”**

<table>
<thead>
<tr>
<th></th>
<th>&lt;3 months old</th>
<th>4-11 months old</th>
<th>Older 12 months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer values</td>
<td>30,073</td>
<td>5,192</td>
<td>5,726</td>
</tr>
<tr>
<td>In %</td>
<td>73%</td>
<td>13%</td>
<td>14%</td>
</tr>
</tbody>
</table>

The aging distribution shows open customer items. Review how these numbers can be reduced and how to avoid this trend in future.

**Further business goals which are impacted by this KPI:**
- Cost and duration of periodical end close
- Optimize perfect order fulfillment

**Relevant for:**
- Sales
- Finance

**Future Solution:**
Use business process analytics in SAP Solution Manager to continuously monitor business processes.

- The KPI tree shows all dependencies which influence the business goal “Reduce Days Sales Outstanding”
- The dashboard provides you with a steady control of all dependent KPI’s, providing the transparency for a continuous optimization

Next Steps »
Sample Inc. | System: PRD
Consumer Products Industry

BUSINESS GOAL WITH IMPROVEMENT POTENTIAL: Improve Supply Chain Planning Accuracy

Situation: “211.875 purchase order items are overdue by more than 10 days and are not yet completely delivered”.

Implication: This could indicate current delays in your purchasing process and subsequent ones (sales, production, maintenance/repair). The identified purchase orders could also indicate (old) supplying elements that are considered in current available-to-promise (ATP) and material requirement planning (MRP) calculations, which could lead to inaccurate planning results.

KPI breakdown: “Procure to Pay: Purchase order items open & overdue”

<table>
<thead>
<tr>
<th></th>
<th>&lt;3 months old</th>
<th>4-11 months old</th>
<th>Older 12 months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer values</td>
<td>15.835</td>
<td>10.721</td>
<td>185.319</td>
</tr>
<tr>
<td>In %</td>
<td>7%</td>
<td>5%</td>
<td>87%</td>
</tr>
</tbody>
</table>

The aging distribution shows overdue and open purchase order items. Review how these numbers can be reduced and how to avoid this trend in future.

Future Solution:
Use business process analytics in SAP Solution Manager to continuously monitor business processes.

- The KPI tree shows all dependencies which influence the business goal “Improve Supply Chain Planning Accuracy”
- The dashboard provides you with a steady control of all dependent KPI’s, providing the transparency for a continuous optimization

Further business goals which are impacted by this KPI:
- Optimize perfect order fulfillment: Avoiding delays, wasted money and errors
- Procurement cost (% of spend)

Relevant for:
- Procurement

...
BUSINESS GOAL WITH IMPROVEMENT POTENTIAL:

Optimize Perfect Order Fulfillment

Situation:
"14.288 outbound deliveries for replenishment that are overdue by more than one day and with no goods issue posting".

Implication:
The identified deliveries could indicate situations where the delivery date cannot be met and the delivery to your customer could be delayed.

KPI breakdown: “Order to Cash: Overdue outbound deliveries”

<table>
<thead>
<tr>
<th>&lt;3 months old</th>
<th>4-11 months old</th>
<th>Older 12 months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer values</td>
<td>14.126</td>
<td>15</td>
</tr>
<tr>
<td>In %</td>
<td>99%</td>
<td>0%</td>
</tr>
</tbody>
</table>

The aging distribution shows overdue outbound deliveries. Review how these numbers can be reduced and how to avoid this trend in future.

Further business goals which may be impacted by this KPI:
- Sales cost (% of spend)

Relevant for:
- Sales
- Finance

Future Solution:
Use business process analytics in SAP Solution Manager to continuously monitor business processes.

- The KPI tree shows all dependencies which influence the business goal "Optimize Perfect Order Fulfillment"
- The dashboard provides you with a steady control of all dependent KPI’s, providing the transparency for a continuous optimization
**BUSINESS GOAL WITH IMPROVEMENT POTENTIAL:**

**Optimize Perfect Order Fulfillment**

**Situation:**

"3,968 open sales items whose planned billing date is already in the past and the invoice is not yet fully created".

**Implication:**

The identified sales order items could indicate situations in which services have been provided to your customer for which you cannot expect a customer payment (lost revenue) because a billing document has not yet been created.

**KPI breakdown: “Order to Cash: Sales orders overdue for billing”**

<table>
<thead>
<tr>
<th></th>
<th>&lt;3 months old</th>
<th>4-11 months old</th>
<th>Older 12 months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer values</td>
<td>1,493</td>
<td>5</td>
<td>2,470</td>
</tr>
<tr>
<td>In %</td>
<td>38%</td>
<td>0%</td>
<td>62%</td>
</tr>
</tbody>
</table>

The aging distribution shows open customer items. Review how these numbers can be reduced and how to avoid this trend in future.

**Further business goals which are impacted by this KPI:**

- Cost and duration of periodical end closing
- Reduce days sales outstanding

** Relevant for:**

- Sales
- Finance

**Future Solution:**

Use business process analytics in SAP Solution Manager to continuously monitor business processes.

- The KPI tree shows all dependencies which influence the business goal "Optimize Perfect Order Fulfillment"
- The dashboard provides you with a steady control of all dependent KPI's, providing the transparency for a continuous optimization
BUSINESS GOAL WITH IMPROVEMENT POTENTIAL: Reduce Days Payables Outstanding

Situation:
"343,421 blocked FI accounts payable (FI-AP) items for payment were identified".

Implication:
The identified vendor items could indicate situations where you already lost or partially lost cash discount.

KPI breakdown: “Procure to Pay, Finance: FI-AP items blocked for payment”

<table>
<thead>
<tr>
<th>Customer values</th>
<th>&lt;3 months old</th>
<th>4-11 months old</th>
<th>Older 12 months</th>
</tr>
</thead>
<tbody>
<tr>
<td>In %</td>
<td>41%</td>
<td>50%</td>
<td>9%</td>
</tr>
</tbody>
</table>

The aging distribution shows a high number of vendor items. Review how these numbers can be reduced and how to avoid this trend in future.

Further business goals which are impacted by this KPI:
• Faster and more efficient periodical end closing
• Process cost in financials
• Avoiding delays, wasted money and errors

Relevant for:
• Finance
• Procurement

Future Solution:
Use business process analytics in SAP Solution Manager to continuously monitor business processes.

• The KPI tree shows all dependencies which influence the business goal "Reduce Days Payables Outstanding"
• The dashboard provides you with a steady control of all dependent KPI’s, providing the transparency for a continuous optimization

No data
No data
No data

Days payable outstanding

434.421
No data

Purchase requisition items open & overdue

Exceptions in incomplete purchase orders

Blocked FI-AP payments

Purchase order items open & overdue

NEXT STEPS »
BUSINESS GOAL WITH IMPROVEMENT POTENTIAL: Reduce Manufacturing Costs (% of Spend)

Situation:
"1.987 production orders whose scheduled finish date is overdue and the final delivery indicator is not set are shown".

Implication:
The identified production orders could indicate current delays in your manufacturing process. This could also indicate (old) supplying elements that are considered in current available-to-promise (ATP) and material requirement planning (MRP) calculations, which could lead to inaccurate planning results.

KPI breakdown: “Plan to Procure: Production orders overdue for delivery”

<table>
<thead>
<tr>
<th>Customer values</th>
<th>&lt;3 months old</th>
<th>4-11 months old</th>
<th>Older 12 months</th>
</tr>
</thead>
<tbody>
<tr>
<td>In %</td>
<td>57</td>
<td>1.776</td>
<td>154</td>
</tr>
<tr>
<td></td>
<td>3%</td>
<td>8%</td>
<td>89%</td>
</tr>
</tbody>
</table>

The aging distribution shows open production orders. Review how these numbers can be reduced and how to avoid this trend in future.

Further business goals which are impacted by this KPI:
• Optimize perfect order fulfillment
• Reduce procurement costs (% of spend)

Relevant for:
• Procurement
• Manufacturing

Future Solution:
Use business process analytics in SAP Solution Manager to continuously monitor business processes.

- The KPI tree shows all dependencies which influence the business goal "Manufacturing Costs"
- The dashboard provides you with a steady control of all dependent KPI's, providing the transparency for a continuous optimization
**BUSINESS GOAL WITH IMPROVEMENT POTENTIAL:**

Reduce Warehouse Costs (% of spend)

**Situation:**
"1,206 open picking transfer order items were found but that still have not been confirmed".

**Implication:**
The identified outbound transfer orders could indicate delays in the picking process in the warehouse which could lead to a delay in the subsequent process steps like goods issue posting and billing. This can lead to differences between the real world and the book stock in the system which can lead to wrong planning or availability to promise (ATP) results in your supply chain.

**KPI breakdown:**

```
<table>
<thead>
<tr>
<th></th>
<th>&lt;3 months old</th>
<th>4-11 months old</th>
<th>Older 12 months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer values</td>
<td>1.107</td>
<td>99</td>
<td>0</td>
</tr>
<tr>
<td>In %</td>
<td>100%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>
```

The aging distribution shows open outbound transfer orders. Review how these numbers can be reduced and how to avoid this trend in the future.

**Further business goals which are impacted by this KPI:**
- Optimize perfect order fulfillment
- Reduce procurement costs (% of spend)

**Future Solution:**
Use business process analytics in SAP Solution Manager to continuously monitor business processes.

- The KPI tree shows all dependencies which influence the business goal "Warehouse costs"
- The dashboard provides you with a steady control of all dependent KPI’s, providing the transparency for a continuous optimization
**BUSINESS GOAL WITH IMPROVEMENT POTENTIAL: Reduce Days Sales Outstanding**

**Situation:**
"697 invoices that have not been posted to accounting and that are older than one day were identified".

**Implication:**
The identified invoices could indicate sales transactions not reflected in accounts receivable (FI-AR). This could lead to a lack of transparency for overdue customer payments, and no dunning is possible. Unallocated cash, since the payment cannot be assigned to an open FI-AR item.

**KPI breakdown: “Order to Cash: Invoices not posted to FI”**

<table>
<thead>
<tr>
<th></th>
<th>&lt;3 months old</th>
<th>4-11 months old</th>
<th>Older 12 months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer values</td>
<td>65</td>
<td>13</td>
<td>619</td>
</tr>
<tr>
<td>In %</td>
<td>9%</td>
<td>2%</td>
<td>89%</td>
</tr>
</tbody>
</table>

The aging distribution shows invoices that have not been posted to accounting. Review how these numbers can be reduced and how to avoid this trend in the future.

**Further business goals which may be impacted by this KPI:**
- Optimize perfect order fulfillment
- Sales cost (% of spend)
- Cost and duration of period end closing

**Relevant for:**
- Sales
- Finance

**Future Solution:**
Use business process analytics in SAP Solution Manager to continuously monitor business processes.

- The KPI tree shows all dependencies which influence the business goal “Reduce Days Sales Outstanding”
- The dashboard provides you with a steady control of all dependent KPI’s, providing the transparency for a continuous optimization
BUSINESS GOAL WITH IMPROVEMENT POTENTIAL:
Reduce Sales Costs (% of spend)

Situation:
"58,127 open sales order schedule line items were found that were not or only partially delivered with at least one schedule line that has a goods issue date in the past".

Implication:
The identified schedule line items could indicate situations where the confirmed delivery date cannot be met and the delivery to your customer could be delayed.

KPI breakdown: “Order to Cash: Sales order schedule line items overdue”

<table>
<thead>
<tr>
<th>KPI Category</th>
<th>&lt;3 months old</th>
<th>4-11 months old</th>
<th>Older 12 months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer values</td>
<td>20,092</td>
<td>412</td>
<td>37,623</td>
</tr>
<tr>
<td>In %</td>
<td>34%</td>
<td>1%</td>
<td>65%</td>
</tr>
</tbody>
</table>

The aging distribution shows open sales order schedule line items. Review how these numbers can be reduced and how to avoid this trend in future.

Further business goals which may be impacted by this KPI:
• Optimize perfect order fulfillment

Relevant for:
• Sales

Future Solution:
Use business process analytics in SAP Solution Manager to continuously monitor business processes.

- The KPI tree shows all dependencies which influence the business goal "Reduce Sales Costs (% of spend)"
- The dashboard provides you with a steady control of all dependent KPI’s, providing the transparency for a continuous optimization
BUSINESS GOAL WITH IMPROVEMENT POTENTIAL: Optimize Perfect Order Fulfillment

Situation:
"65,314 purchase requisition items were identified that are open and overdue by more than 10 days".

Implication:
All purchase requisition items whose planned delivery date is in the past, and for which no purchase order item has yet been created, or not all quantities were converted into purchase order items, are shown. Only those items with no deletion flag are considered.

KPI breakdown: "Procure to Pay: Overdue purchase requisition items"

<table>
<thead>
<tr>
<th></th>
<th>&lt;3 months old</th>
<th>4-11 months old</th>
<th>Older 12 months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer values</td>
<td>1,889</td>
<td>4,461</td>
<td>58,964</td>
</tr>
<tr>
<td>In %</td>
<td>3%</td>
<td>7%</td>
<td>90%</td>
</tr>
</tbody>
</table>

The aging distribution shows open and overdue purchase requisition items. Review how these numbers can be reduced and how to avoid this trend in future.

Future business goals which may be impacted by this KPI:
- Procurement cost (% of spend)

Relevant for:
- Procurement

Future Solution:
Use business process analytics in SAP Solution Manager to continuously monitor business processes.

- The KPI tree shows all dependencies which influence the business goal "Optimize Perfect Order Fulfillment"
- The dashboard provides you with a steady control of all dependent KPI's, providing the transparency for a continuous optimization
SAP ENTERPRISE SUPPORT*:

1. Discover
   - SAP Solution Manager Value Report helps you build your business case for SAP Solution Manager
   - Further enhance your business processes leveraging SAP Pathfinder, line of business editions

2. Prepare
   - Video: Introduction of Business Process Improvement in SAP Solution Manager
   - Introduction Session for the value map for Business Process Improvement
   - Meet the expert: How to use business process analytics

3. Realize
   - Meet the expert: How to use business process operations work center
   - Expert-guided-implementation: Business process improvement and analytics

Join SAP Enterprise Support value map for Business Process Improvement*

Access learning program or journey:
   - Realize the business process improvement project
   - Set up business process improvement suite tools
   - Analyze the improvement potential of your SAP solution

ADDITIONAL OFFERINGS

*Exemplary excerpt of services, value map learning programs or journeys
SAP ENTERPRISE SUPPORT »

ADDITIONAL OFFERINGS FOR BUSINESS PROCESS IMPROVEMENTS*:

**Premium Engagement Service for Business Process Improvement for SAP Solutions**
- Support customers to maximize the value of their current SAP Business Suite or SAP S/4HANA implementation
- Initial process health check and mapping of Business Process Analytics key figures to customer business goals (e.g., perfect order fulfillment)
- Best Practice implementation of Business Process Analytics and management tools for status and progress tracking in customer SAP Solution Manager
- Ongoing Best Practice knowledge regarding root cause analysis, ongoing support to track improvement progress and value realization

ADDITIONAL OFFERINGS FOR BUSINESS PROCESS ASSESSMENT*:

**Business Assessment for Finance**
- Business assessment and roadmap of your financial processes with in-depth analysis of the financial organization
- Provide flexible transformation path to meet business needs and regulations
- Outcome: Better compliance with financial regulations and more timely decision making due to faster financial reporting

**Business Assessment for Supply Chain Management**
- Helps to cope with industry trends like increasing product variety, shortened product life cycles and fragmentation of the supply chain
- Improve customers’ SCM processes and support IT applications
- Outcome: Target SCM processes are defined plus transformation roadmaps are developed based on SAP Best Practices

*Service offerings, not included in your maintenance agreement*
Sample Inc. | System: PRD
Consumer Products Industry

SAP Innovation And Optimization Pathfinder

OVERVIEW EXECUTIVE SUMMARY RECOMMENDED INNOVATIONS IMPROVE BUSINESS PROCESSES OPTIMIZE I.T.

Top KPI's All KPI's Recommendations Next Steps

1. Improve Security
   Improve application security, compliance and data security along the build, set-up and operation phases
   - Users with extended usage rights
     - Your company: 43 users
     - Industry benchmark: 37 users
     - Top 25%
     - Bottom 25%
   - Legal risk from unauthorized data access
   - Business continuity risk from uncontrolled customizing changes
   - Ensure business continuity
   - Reduce operational cost
   - Details »

2. Improve Data Volume Management
   Database growth and control with the correct system settings and archiving procedures
   - Database growth per month
     - Your company: 68 GB
     - Industry benchmark: 14 GB
     - Top 25%
     - Bottom 25%
   - Reduction of application performances
   - Increase in operation costs
   - Ensure business continuity
   - Reduce operational cost
   - Details »

3. Prepare For New SAP Digital Core
   Reducing your custom code will enable an easy transition to SAP S/4HANA
   - Total number of Z-transaction out of overall (%)
     - Your company: 88%
     - Industry benchmark: 18%
     - Top 25%
     - Bottom 25%
   - Safeguard your implementation project timeline
   - Reduce cost of upgrade and application changes
   - Innovation agility
   - Reduce implementation cost
   - Details »

YOU VS. INDUSTRY PEERS IMPACT ON BUSINESS VALUE FOR YOU

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
### Top 3 KPI's

<table>
<thead>
<tr>
<th>IT Key Figures</th>
<th>Your Value</th>
<th>Industry Benchmarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of ABAP dumps per week</td>
<td>197 dumps</td>
<td></td>
</tr>
<tr>
<td>Database growth per month</td>
<td>68 GB</td>
<td></td>
</tr>
<tr>
<td>Total number of Z-transaction out of overall (%)</td>
<td>88%</td>
<td></td>
</tr>
<tr>
<td>Total processing time of dialog Z-transaction out of overall (%)</td>
<td>6%</td>
<td></td>
</tr>
<tr>
<td>Users with extended usage rights</td>
<td>43 users</td>
<td></td>
</tr>
<tr>
<td>Emergency changes: Transports with short transition time</td>
<td>83%</td>
<td></td>
</tr>
</tbody>
</table>

**Bottom 25%**

- Number of ABAP dumps per week: 209
- Database growth per month: 16 GB
- Total number of Z-transaction out of overall (%): 18%
- Total processing time of dialog Z-transaction out of overall (%): 14%
- Users with extended usage rights: 36
- Emergency changes: Transports with short transition time: 55%

**Median**

- Number of ABAP dumps per week: 35
- Database growth per month: 4 GB
- Total number of Z-transaction out of overall (%): 10%
- Total processing time of dialog Z-transaction out of overall (%): 9%
- Users with extended usage rights: 23
- Emergency changes: Transports with short transition time: 36%

**Top 25%**

- Number of ABAP dumps per week: 19
- Database growth per month: 0 GB
- Total number of Z-transaction out of overall (%): 3%
- Total processing time of dialog Z-transaction out of overall (%): 4%
- Users with extended usage rights: 14
- Emergency changes: Transports with short transition time: 18%
Future Solution:
Use SAP Solution Manager IT services and operations management.

Relevant SAP Solution Manager capabilities:
- Security compliance
- Secure operation
- Secure setup
- Secure code
- Infrastructure security

IT GOAL WITH IMPROVEMENT POTENTIAL: Improve Security

Situation:
"43 users with extended usage rights in SAP ERP system PRD".

Implication:
Recent customer examples show that espionage, sabotage and fraud can cause severe damage to an SAP system and to the customer’s business. We found several severe security issues in your productive SAP systems.

<table>
<thead>
<tr>
<th>KPI Details</th>
<th>Additional critical usage rights</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of super users accounts (SAP_ALL)</td>
<td>% of total users vs. users having extended usage rights</td>
</tr>
<tr>
<td>43 users</td>
<td>10%</td>
</tr>
</tbody>
</table>

Users with listed above critical profiles can endanger the business continuity and shall be taken under control.

Total Cost of Ownership
System activities performance can have a high impact on the IT cost of operation, therefore it is paramount to leverage automation as offered by Solution Manager.
- Impacted cost driver → Cost of system and application administration
Situation:
"68 GB database growth over last month in SAP system PRD".

Implication:
Shrinking the overall database size helps keep maintenance efforts to a minimum, lower costs for backup/recovery and refresh of test systems.

KPI details: "Database growth per month"

<table>
<thead>
<tr>
<th>Database growth (GB)</th>
<th>Database size (GB)</th>
<th>% of database growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>68 GB</td>
<td>960 GB</td>
<td>7%</td>
</tr>
</tbody>
</table>

We recommend to keep the database growth always under control not only in relationship with potential need of new hardware but also to keep the system performances in good conditions.

$ Total Cost of Ownership
System activities performance can have a high impact on the IT cost of operation, therefore it is paramount to leverage automation as offered by Solution Manager.

• Impacted cost driver → Cost of monitoring

Future Solution:
Use SAP Solution Manager IT services and operations management.

Relevant SAP Solution Manager capabilities:
• New infrastructure for technical monitoring and alerting
• Technical analytics
• Extended root cause analysis
• Technical administration
• Data volume management

• Represent all capabilities for monitoring, alerting, analysis and administration of SAP solutions, and allow customers to reduce TCO by predefined content and centralized tools for all aspects of SAP Solution Manager operations.

NEXT STEPS »
3. IT GOAL WITH IMPROVEMENT POTENTIAL: Prepare For Digital Transformation

**Situation:**
"Your total number of 566 custom transactions/programs represents 88% of your total number of transactions/programs in use on your ERP system".

**Implication:**
When it comes to adoption of new SAP Innovation as SAP S/4HANA, used custom code is one important point to analyze to be sure to plan the project in the best way.

<table>
<thead>
<tr>
<th>% of CPU time on z-transactions</th>
<th>% of database time on z-transactions</th>
</tr>
</thead>
<tbody>
<tr>
<td>45%</td>
<td>50%</td>
</tr>
</tbody>
</table>

Measurement from your current used custom transaction and their related impacts on CPU and database are shown in the table. In addition we recommend to analyze custom transaction that are not used anymore as they might be removed upfront and simplify your project plan reducing costs coming from not needed test cases.

**Innovation Agility**
Custom code can have a significant impact on your IT goals of being able to adopt SAP innovation to unleash new business opportunities.

**Future Solution:**
Use SAP Solution manager to plan your transition to SAP's digital core.

Relevant SAP Solution Manager capabilities:
- SAP readiness check for S/4HANA
- Custom code management

- Leverage SAP Solution Manager capabilities to start planning your journey to SAP S/4HANA. The S/4HANA readiness check running on SAP Solution Manager will provide all needed information to assess the impact of your migration project.
- Additional services will also help you to understand if some of the custom code in your system is not used at all and can be removed to simplify your project.
**Future Solution:**
Use SAP Solution Manager IT services and operations management.

**Situation:**
“83% emergency change transport requests with short transition time in SAP system PRD.”

**Implication:**
End-to-end change process shall be managed in a structured way, ranging from gathering business requirements up to the final configuration move into production with clear defined approval processes to avoid impact on running businesses.

**KPI details: “Emergency changes with short transition time in SAP system”**

<table>
<thead>
<tr>
<th></th>
<th>Emergency changes</th>
<th>Failed changes</th>
<th>Overall changes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emergency changes</td>
<td>6</td>
<td>0</td>
<td>8</td>
</tr>
</tbody>
</table>

Emergency changes are considered when duration between the export from the development system and the import into the production system was shorter than one day. We also recommend to analyze your improvement potential in this area in conjunction with your test management process.

**Total Cost of Ownership**
System activities performance can have a high impact on the IT cost of operation, therefore it is paramount to leverage automation as offered by Solution Manager.

- Impacted cost driver → Cost of system and application software change management
  - Workflow-based management of business- and technology-driven solution improvement changes with integrated project management, quality management, and synchronized deployment capabilities to best manage the risks associated with the implementation of the solution.

**Relevant SAP Solution Manager capabilities:**
- Process flexibility
- Dual landscape synchronization mechanism
- Change diagnostics and configuration validation
The metric shown in the table is only related to the period analysed and therefore shall be considered in a wider perspective and also in conjunction with the number of active users and business transactions periodicity.

**Total Cost of Ownership**
System activities performance can have a high impact on the IT cost of operation, therefore it is paramount to leverage automation as offered by Solution Manager.

- Represented cost driver: Cost of productivity loss
**Situation:**
“6% of your total dialog processing time is run on custom transactions (z-transactions). 1% is generated by the top 3 custom transactions.”

**Implication:**
An extended usage of customer transactions might increase operational costs and the risk of reduced performance and system stability.

<table>
<thead>
<tr>
<th>% of CPU time on z-transactions</th>
<th>% of database time on z-transactions</th>
</tr>
</thead>
<tbody>
<tr>
<td>19% (3% from top 3 transactions Z_Custom_Code_01, Z_Custom_Code_02, Z_Custom_Code_03)</td>
<td>29% (4% from top 3 transactions Z_Custom_Code_04, Z_Custom_Code_05, Z_Custom_Code_06)</td>
</tr>
</tbody>
</table>

Measurement of current usage of customer transactions is analysed in the table above according to different perspectives: Number of steps, CPU usage and DB usage. In addition it is recommended to also analyse the custom transactions and reports that are not used anymore to immediately reduce costs and application complexity.

**Total Cost of Ownership**
Custom code can have a significant impact on your IT goals of reducing your operational costs as well as guaranteeing the business continuity.
SAP ENTERPRISE SUPPORT*:

1. Discover
   - SAP Solution Manager Value Report helps you build your business case for implementing new functional areas

2. Prepare
   - Expert-guided-implementation: End-user experience monitoring reporting analytics
   - Expert-guided-implementation: Business intelligence monitoring & troubleshooting

3. Realize
   - Meet the expert: Guided procedures for regular administrative tasks and alert resolution

Join SAP Enterprise Support value map for Application Lifecycle Management* »

Access learning program or journey:
   - Application operations

ADDITIONAL OFFERINGS »

*Exemplary excerpt of services, value map learning programs or journeys
SAP ENTERPRISE SUPPORT*:

1. Discover
   - SAP Solution Manager Value Report helps you build your business case for implementing new functional areas
   - Review the overview presentations for change request management

2. Prepare
   - Understand the use cases, general functions, and features of change request management
   - Meet the expert: Change & release management with SAP Solution Manager

3. Realize
   - Technical configuration of a change request management proof of concept
   - Expert-guided-implementation: Change Control Management III: Change Request Management

Join SAP Enterprise Support value map for Application Lifecycle Management* »

Access learning program or journey:
   - Change control management

ADDITIONAL OFFERINGS »
*Exemplary excerpt of services, value map learning programs or journeys
SAP ENTERPRISE SUPPORT*:

1. Discover
   - SAP Solution Manager Value Report helps you build your business case for implementing new functional areas
   - Meet the expert: Understand your current custom code footprint

2. Prepare
   - Meet the expert: Learn about the benefits of retiring custom code
   - Identify unused objects using custom code lifecycle management (CCLM) decommissioning cockpit

3. Realize
   - Expert-guided-implementation: Custom code quality and clones
   - Expert-guided-implementation: SAP HANA make your custom code ready

Join SAP Enterprise Support value map for Application Lifecycle Management* »

Access learning program or journey:
- Custom code management

ADDITIONAL OFFERINGS »

*Exemplary excerpt of services, value map learning programs or journeys
SAP ENTERPRISE SUPPORT*:

1. Discover
   - SAP Solution Manager Value Report helps you build your business case for implementing new functional areas »
   - Wiki: Data Volume Management »

2. Prepare
   - What is data volume management (DVM) »
   - Meet the expert: Data volume management »

3. Realize
   - Meet the expert: Archiving of basis tables »
   - Review progress using DVM work center »

Join SAP Enterprise Support value map for Data Volume Management* »

Access learning program or journey:
   - Introduction to data volume management »
   - Discover your data volume management quick wins »
   - Establish a data volume management strategy »

ADDITIONAL OFFERINGS »

*Exemplary excerpt of services, value map learning programs or journeys
**SAP ENTERPRISE SUPPORT***:

1. Discover
   - [SAP Solution Manager Value Report](#) helps you build your business case for implementing new functional areas
   - Meet the expert: Evaluation critical authorizations for business users

2. Prepare
   - Expert-guided-implementation: Security optimization service
   - Meet the expert: Configuration validation for security

3. Realize
   - Meet the expert: [SAP Solution Manager security dashboard](#)
   - Meet the expert: [Implementing SAP security notes: Tools and best practices](#)

---

**Join SAP Enterprise Support value map for Security**

Access learning program or journey:
- [General data protection regulation at SAP](#)
- [Security for SAP solutions](#)

---

**ADDITIONAL OFFERINGS**

*Exemplary excerpt of services, value map learning programs or journeys*
**SAP ENTERPRISE SUPPORT »**

**ADDITIONAL OFFERINGS FOR IT Optimization*:**

**UX Advisory service for Business Value**

- Develop a user experience (UX) roadmap to improve user engagement by leveraging SAP's user experience strategy
- Modular, data-driven approach identifies key UX improvements using solutions and benefit cases
- Successful UX projects can drive faster and wider user adoption of SAP solutions to boost business value, improve operational efficiencies, reduce data and process challenges, and minimize training costs

**Technical Architecture Assessment for SAP Landscapes**

- Technology architecture assessment for SAP landscapes is an end-to-end evaluation of a customer's technology architecture according to two primary facets:
  - System landscape strategy: System concept, client structure, change management, information lifecycle management
  - Technical infrastructure architecture, including high availability & disaster recovery and scalability/capacity planning, platform evaluation

**Data Volume planning & Enablement service**

- Develop a data volume strategy and practice to lower your IT operational costs and reduce the risk of system performance deterioration
- Evaluate technical best practices and archiving projects to get the most out of your system database with SAP experienced consultants

**Custom code migration for SAP Business Suite on SAP HANA**

- SAP provides expert guidance for customers who are migrating to SAP Business Suite on HANA, ensuring customer's custom ABAP code is HANA compliant when migrating to SAP Business Suite on HANA
- This service covers the analysis, the actual migration of custom code and can ensure customer's custom ABAP code is HANA optimized for high value/critical business process

Reach out to your service account manager for more details »
Sample Inc. | System: PRD
Consumer Products Industry

HOW CAN WE HELP YOU?
CONTACT US!

HELP TOPICS

- How to use the SAP Innovation and Optimization Pathfinder
- Enhancement Package Recommendations
- Innovation Discovery
- SAP Pathfinder, Line of Business Editions
- Customer Value Experience Tools

CONTACT INFORMATION

Customer Value Experience
SAP Digital Business Services

Mail: Pathfinder@sap.com
What’s new and relevant for my core SAP ERP system?

Enhancement recommendations
Focus: SAP Fiori and functional enhancements

Ideas for breakthrough innovation
Focus: cloud extensions and SAP S/4HANA

Optimization recommendations for LoB and IT
Focus: business process optimization, IT TCO reduction
Structure of innovations and improvement area:

All four innovations areas follow the same structure:

1. Functional Enhancements
2. Simplified User Experience
3. SAP Cloud Solutions
4. Next-Generation Digital Business

- Customer-specific Recommendations
  - Line of business overview and top recommendations
- Industry Top 10
  - What are your industry peers adopting?
- Next Steps
  - Realize the value of SAP innovations with this SAP Enterprise Support and additional offerings
Structure of innovations and improvement area:

3. Improve Business Processes

Business or IT Goals with Improvement Potential

Next Steps

• Realize the value of SAP innovations with SAP Support and additional offerings

Top 3 Goals With Improvement Potential

YOU VS. INDUSTRY PEERS

Example: Overdue purchase order items

<table>
<thead>
<tr>
<th></th>
<th>Your company</th>
<th>worst 25%</th>
<th>5.768</th>
<th>best 25%</th>
<th>3.869</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overdue</td>
<td>65.613 items</td>
<td>38.883</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

• Selected from your SAP EarlyWatch Alert
• Benchmarking your performance against industry peers

KPI Details (Aging) and Future Solution

• Additional information about the KPI
• Outlining future solutions
### Executive Summary

**Recommended Innovations**

**Improve Business Processes**

**Optimize I.T.**

### Functional Enhancements

#### Line of Business: Finance
- **Name of Business Function: FSCM Integration**
- **Name of Business Function: FI-BL, Importing and Postprocessing of the Electronic Bank Statement**
- **Name of Business Function: FI, Enablement for Financial Shared Services**
- **Name of Business Function: FI, Enterprise Service for Sending Payment Advice Notes**
- **Name of Business Function: New General Ledger Accounting**
- **Name of Business Function: Operation Account Assignment**
- **Name of Business Function: Sustainable Sourcing and Procurement**
- **Name of Business Function: Shift Report and Notes, Confirmation**
- **Name of Business Function: Quality Management, Extensions**
- **Name of Business Function: Quality Management: Enhanced Functions in Quality Notifications**
- **Name of Business Function: Integration of Production Processes with an MES**
- **Name of Business Function: Enhancements in FMEA and QM Notifications**
- **Name of Business Function: Direct Store Delivery Process Improvements**
- **Name of Business Function: LE, Extended Warehouse Management Integration**
- **Name of Business Function: Item Unique Identification (Additional Functions)**

#### Line of Business: Procurement
- **Name of Business Function: Item Unique Identification**
- **Name of Business Function: Procurement - SRM Integration**
- **Name of Business Function: Contract-to-Cash for Commodities**
- **Name of Business Function: Generic Automotive Innovations**

#### Line of Business: Operations
- **Name of Business Function: Item Unique Identification**
- **Name of Business Function: Procurement - SRM Integration**
- **Name of Business Function: Contract-to-Cash for Commodities**
- **Name of Business Function: Generic Automotive Innovations**

### Help

- **How To Use Pathfinder**
- **EHP Recommendations**
- **Innovation Discovery**
- **Cloud Recommendations**
- **Further Value Tools**
- **Pathfinder LOB**

### Go back to Functional Enhancements – Overview
In order to get a more personalized view on innovations, you can get customer-specific recommendations via Innovation Discovery self-service for your productive SAP Business Suite systems based on SAP EarlyWatch Alert data.

→ Details can be found in Innovation Discovery 2.0 documentation.

How to get customer-specific recommendations:

1. Check first if you meet the prerequisites, most importantly you need SAP Solution Manager 7.1, activated SAP EarlyWatch Alert and a user with read or write authorization for SAP systems.
   On the landing page of the Innovation Discovery, you can define which tiles show up. Here you need to add “customer-specific insights” (see screenshot on the right side):
   → "High Business Impact" = transactions used by the highest number of users in the specific system for which new functionality is available
   → "Ready to Use" = innovations that can be used without any upgrade in the specific system

2. In case you have questions please write to the Innovation Discovery mailbox: innovation-discovery@sap.com.
**SAP Innovation And Optimization Pathfinder**

**Sample Inc. | System: PRD**  
**Consumer Products Industry**

### OVERVIEW

<table>
<thead>
<tr>
<th>Line of Business</th>
<th>Name of SAP Cloud Application</th>
</tr>
</thead>
<tbody>
<tr>
<td>Human Resources</td>
<td>SAP Jam</td>
</tr>
<tr>
<td>Human Resources</td>
<td>SuccessFactors Compensation</td>
</tr>
<tr>
<td>Human Resources</td>
<td>SuccessFactors Learning</td>
</tr>
<tr>
<td>Human Resources</td>
<td>SuccessFactors Onboarding</td>
</tr>
<tr>
<td>Human Resources</td>
<td>SuccessFactors Performance and Goals</td>
</tr>
<tr>
<td>Human Resources</td>
<td>SuccessFactors Recruiting</td>
</tr>
<tr>
<td>Human Resources</td>
<td>SuccessFactors Succession and Development</td>
</tr>
<tr>
<td>Human Resources</td>
<td>SuccessFactors Workforce Analytics</td>
</tr>
<tr>
<td>Procurement</td>
<td>Ariba Network for Suppliers</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Buying</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Buying and Invoicing</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Catalog</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Commerce Automation</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Contract Invoicing</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Contracts</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Invoice Management</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Payables</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Sourcing</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Spend Analysis</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Spot Buy Catalog</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Strategic Sourcing, advanced edition</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Supplier Information and Performance Management</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Supplier Lifecycle and Performance</td>
</tr>
<tr>
<td>Procurement</td>
<td>SAP Ariba Supply Chain Collaboration</td>
</tr>
<tr>
<td>Sales</td>
<td>SAP Sales Cloud</td>
</tr>
</tbody>
</table>

Go back to **Simplified SAP Cloud Extensions – Overview**
SAP Innovation and Optimization Pathfinder

Provides a summary and key recommendations from:

- Innovation Discovery
- SAP Fiori Recommendations
- Business Scenario Recommendations
- And other SAP tools and services

Guides customers directly to plan phase

SAP Solution Manager Value Report »
Business case for SAP Solution Manager

SAP Fiori Apps Recommendations »
Improvement through SAP Fiori Apps

Innovation Discovery »
Improvement through software enhancements

Business Scenario Recommendations »
Recommendations for SAP S/4HANA and Cloud

SAP Transformation Navigator, SAP S/4HANA Readiness Check, … »
Sample Inc. | System: PRD
Consumer Products Industry

Get recommendations about simplified business processes with SAP S/4HANA

Business Scenario Recommendations for SAP S/4HANA

www.s4hana.com

Learn more

Get full and in-depth recommendations for relevant SAP Fiori Apps

SAP Fiori Apps Recommendations Report

www.sap.com/FAR

Request your report with just one click

Build a business case for implementing SAP Solution Manager

SAP Solution Manager Value Report

www.sap.com/SolMan-Value

Learn more
NEW: SAP Pathfinder, Line of Business Editions
Focused insights & recommendations for decision makers from lines of business

Recommended Pathfinder, Lines of Business editions for Sample Inc.

- Finance
- Sales

Order your free reports »
Sample Inc. | System: PRD
Consumer Products Industry

Disclaimer & Terms Of Use

By ordering a pathfinder report, you agree to the applicable terms and conditions available on the Pathfinder Website (and provided to you in writing upon request).

Please be aware that the pathfinder report is a high-level planning tool to get an overview of the relevant innovations, potential business processes improvements and IT optimizations for SAP Software. It does not cover all functional benefits that may be relevant for planning of your implementation. Data contained in the pathfinder report may be changed without prior notice and is provided for informational purposes to SAP customers only. For more detailed information, especially with respect to process or scenario-specific information, please refer to the SAP HANA website located at www.sap.com/pathfinder.

Before you perform any tasks related to the software lifecycle, you still have to consult the relevant documentation, such as Master Guides, documents provided in SAP Service Marketplace, support package stack guides, and SAP Notes. You cannot rely on the results of the pathfinder report. If you need individual guidance and support for your installation, upgrade or improvement project, please contact your local SAP consulting organization for further advice. The pathfinder report and its content are provided by SAP SE and its affiliated companies (‘SAP Group’) for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. SAP does not warrant the accuracy or completeness of the information, text, graphics, links, or other items contained within these materials and shall have no liability for damages of any kind including without limitation direct, special, indirect, or consequential damages that may result from the use of the tool. Customers remain responsible for their SAP implementation.

By ordering a pathfinder report, you agree that SAP may contact you with solution tailored offers in relation to the implementation of SAP Software. You are required to provide SAP with Company’s historical production usage data and support information & data (“Company Data”) as specified on the Pathfinder Website or communicated to you to enable SAP to use the pathfinder tool and create a pathfinder report. SAP may use Company Data solely for (i) creating a pathfinder report and (ii) the purpose of testing and improving SAP’s software, products or services. Company Data shall be considered the Proprietary Information of Company and shall be protected from disclosure in accordance with the terms of the License and this Agreement. Company will not provide SAP with Company Data that contains any information about an identifiable individual (“Personal Information”). Company will ensure that Company Data is cleansed of all Personal Information prior to providing such Company Data to SAP. SAP may elect to provide Company with results (“Results”) of tests performed on SAP’s software, products or services using Company Data. Company may use Results solely for the purpose of evaluating the Results. Company may not use Results in a production environment or to support its business processes, planning or decisions. Results shall be considered the Proprietary Information of SAP and shall be protected from disclosure in accordance with the terms of the License and this Agreement. Company Data and Results are provided at the sole discretion of the disclosing party on an “AS IS” basis. Neither party makes any express or implied representations or warranties as to the accuracy, completeness, reproducibility or availability of Company Data or Results.