Intelligent Industrial Machinery & Components enterprises play a key role in the digitalization of businesses across all industries:

1. They provide the digitally enabled machinery and equipment so that other companies can innovate their business - driving bottom line cost savings.

2. They are spearheading innovative processes themselves leveraging digital capabilities they use - achieving bottom line cost savings.

**Typical business benefits**

- **R&D**
  - New product introduction: +10-30%
  - R&D cost: -20-30%
  - Research and development productivity: +50%

- **Sales & Marketing**
  - Customer acquisition costs: -10-20%
  - Conversion rates: +15%

- **Supply Chain**
  - Total manufacturing cost: -10%
  - Average cycle time: -10-15%
  - Inventory turnover: +5%

- **Procurement**
  - Days payable outstanding: -2-5 days
  - Worker acquisition time: -30-40%

- **Finance**
  - Cash application: -20-40%
  - Accounts payable: -20-40%
  - Borrower revenue productivity: +60%

- **Human Resources**
  - HR full-time equivalents: -44%
  - Time and attendance management: +20-30%

They pursue five key initiatives which require new business capabilities along the value chain:

1. **Customer Centricity**
   - Co-create with customers
   - Customer-centric innovations resulting from actual-use and incident real
   - Collect structured requirement based on active and engaged with customers and design partners

2. **Servicing and the Segmentation of One**
   - Modular product concepts and well-defined business models
   - Use platform models across product families
   - Select end-to-end orders across the digital configuration process

3. **Digital Supply Chain & Smart Factory**
   - Integrate manufacturing engineering with enterprise and customer-facing systems
   - Visualize manufacturing processes digitally using real-time production data
   - Calculate actual use equipment
   - Other digital services with data platform

4. **SAP Cloud Platforms**
   - SAP Cloud Platform: SAP HANA, SAP Data Hub, SAP Vora, SAP Orchestration & Governance, Smart Data Integration
   - SAP Business Technology Platform: SAP HANA, SAP Data Hub, SAP Vora, SAP Orchestration & Governance

5. **Digital Core**
   - Core solution capabilities delivered as part of SAP S/4HANA Enterprise Management
   - Extensions: SAP C/4HANA, SAP Cloud Platform, SAP HANA, SAP Data Hub, SAP Vora, SAP Orchestration & Governance
   - SAP Ariba: Procurement, Financials, and Human Capital Management
   - SAP Concur: Expense management and travel and entertainment
   - SAP S/4HANA: ERP, CRM, SRM, CEE, 3PL, S/4HANA Cloud
   - SAP Commerce: Commerce, Marketing Cloud, and Customer Engagement
   - SAP Analytics Cloud: Analytics and BI, Planning, and Planning for CRM

6. **Analytics**
   - Data Intelligence: 360° view of business analytics
   - Blockchain: Secure, transparent, and auditable transactions

7. **Human Resources**
   - SAP SuccessFactors: Performance and talent management, learning, and workforce analytics
   - Workday: Human Capital Management, Payroll, and Talent Management
   - Workday: Human Capital Management, Payroll, and Talent Management

8. **Finance**
   - Cash application: -20-40%
   - Accounts payable: -20-40%
   - Borrower revenue productivity: +60%

9. **Procurement**
   - Days payable outstanding: -2-5 days
   - Worker acquisition time: -30-40%

10. **Distribution**
    - Supply Chain: Sales, inventory, and operations planning
    - Procurement and material requirements planning
    - Supply chain the agility and intelligence to respond to changing

11. **Manufacturing**
    - Complex manufacturing with extended ecosystem
    - Manufacturing intelligence with embedded data
    - Manufacturing operations with embedded analytics

12. **Sales & Marketing**
    - Customer acquisition costs: -10-20%
    - Conversion rates: +15%

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    - Days payable outstanding: -2-5 days
    - Worker acquisition time: -30-40%

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    - Accounts payable: -20-40%
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