Customer Value Experience
Tools for Support and Innovation Acceleration

Starting Point: Pathfinder
Assess the situation and identify potential value

SAP Innovation and Optimization
Pathfinder for IT
Innovation recommendations, industry benchmarks and recommendations for business and IT to optimize SAP solutions
http://www.sap.com/pathfinder

SAP Innovation and Optimization
Pathfinder for Line of Business
Tailored recommendations by industry and line of business: Finance, sales, procurement, manufacturing, supply chain, and asset management
Questions: pathfinder@sap.com

Detailed Innovation and Improvement Recommendations
Identify relevant innovations and optimize TCO

Business scenario recommendations for SAP S/4HANA
Simplified business processes with SAP S/4HANA
http://www.s4hana.com/

SAP Fiori apps library & recommendations
Recommendation of relevant SAP Fiori apps to enable new user experience
http://www.sap.com/fiori-apps-library
http://www.sap.com/FAR

Innovation Discovery
Improvements, enhancements and new functionality for SAP products
http://www.sap.com/innovationdiscovery

SAP Solution Manager value report
IT TCO optimization with SAP Solution Manager
http://www.sap.com/solman-value

Strategy and Roadmap
Product and landscape roadmap

SAP Transformation Navigator
Build a product roadmap for your digital transformation journey
http://www.sap.com/transformationnavigator

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Explore, plan and implement SAP Fiori Apps

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Discover SAP Fiori

SAP Fiori Apps Library

Goal of the Fiori Apps Library
Enable customers to explore, plan and implement SAP Fiori apps, the new user experience for SAP software.

- Discover all the SAP Fiori apps available today
- Filter by business or technical characteristics to find apps of interest
- Find key information for each app, including all the technical data you need for installation and configuration
- Show aggregated installation and configuration information for a selection of apps
- Navigate directly to related resources, such as app documentation and the Product Availability Matrix

www.sap.com/fiori-apps-library
Get customer-specific SAP Fiori Apps recommendations

1. SAP Fiori Apps Recommendations
   Self Service via SAP Fiori App Library

   - Part of the SAP Fiori apps reference library is the SAP Fiori Apps Recommendations self-service, which provides recommendations for relevant Fiori apps based on the customer's current system usage data.
   - The self-service only contains a list view with filtering but no results document or presentation.

2. SAP Fiori Apps Recommendations report
   Presentable results summary

   - In addition to the self-service, the SAP Fiori Apps Recommendations report provides easy-to-navigate and presentable summary that fit best to a customer's current usage.
   - The interactive results report is available in three versions:
     1. Provide customers guidance on their current SAP ERP release and database (e.g. SAP ERP on Oracle “ANYDB”)
     2. Provide customers guidance on next-generation business suite SAP S/4HANA
     3. Provide customers guidance on their current SAP S/4HANA release.

www.sap.com/fiori-apps-library → SAP Fiori Apps Recommendations

Order via: www.sap.com/FAR
SAP Fiori Apps Recommendations **Self-Service**
Customer-specific recommendations as part of SAP Fiori Apps Reference Library

- **SAP Fiori Apps Recommendations** provides recommendations for Fiori apps based on a list of transaction codes* – these can come from customer's usage data
  - **Input:**
    - List of transactions (CSV) – e.g. ST03 trace
    - System profile (installed software components)
  - **Output:**
    - List of relevant Fiori apps including system readiness status

- **Results list shows:**
  - Relevance score per app
  - System readiness: needed software versions installed?
  - Brief description and screenshot of the app
  - Further information available via Detail View

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www.sap.com/fiori-apps-library
### SAP Fiori Apps Recommendations

#### Relevant Fiori Apps based on system usage

<table>
<thead>
<tr>
<th>App</th>
<th>Relevance</th>
<th>System Readiness</th>
<th>Required Backend</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clear Outgoing Payments</td>
<td>Not installed</td>
<td></td>
<td>HANA DB exclusive</td>
<td>With the transactional app Clear Outgoing Payments, you can clear a payable payment manually, such as an open outgoing payment for a supplier invoice. This system usually clears these payments automatically. However, if you have paid your supplier manually without reference to an open item, you can use this app to find the matching item and clear the payment manually.</td>
</tr>
<tr>
<td>Display Supplier Balances</td>
<td>Not installed</td>
<td></td>
<td>HANA DB exclusive</td>
<td>With the transactional app &quot;Display Supplier Balances&quot;, you can see details, costs, and balances by company code, fiscal year, and supplier. The app allows you to further analyze the amounts by drilling down to the related line items. Furthermore, you can perform calculations between the fiscal years. To adapt the app to your needs, you can hide, activate, and sort columns in addition, you can create search and display variants.</td>
</tr>
<tr>
<td>Manage Automatic Payments</td>
<td>Not installed</td>
<td></td>
<td>HANA DB exclusive</td>
<td>With the transactional app Schedule Payment Payments, you can schedule payment proposals or schedule payments directly and get an overview of the proposal or payment status. The app identifies the overdue invoices and checks whether all the required payment information is complete.</td>
</tr>
</tbody>
</table>

#### Filtering, e.g. DB or backend version

### Download information to Excel
SAP Fiori Apps Recommendations Report → Interactive results presentation

2. SAP Fiori Apps Recommendations report

- **SAP Fiori Apps Recommendations report** provides customers guidance for selecting the relevant SAP Fiori apps based on the SAP Fiori Apps Recommendations self-service.
- Proposes the SAP Fiori apps that fit best to a customer’s solution usage according to the transactions actually used.
- Customer needs to provide Excel with Fiori Relevance and Readiness Analysis results or ST03N usage.
- Three versions available:
  1. SAP ERP (current database and SAP HANA)
  2. SAP S/4HANA guidance for current SAP ERP system
  3. SAP S/4HANA (as current solution)

Order via: [www.sap.com/FAR](http://www.sap.com/FAR)

Questions: FAR@sap.com
**SAP Fiori Apps Recommendations Report versions for three different scenarios**

**Current Environment**

- **For SAP ERP**
  Find out the right SAP Fiori apps for your organization, based on how you are using your SAP ERP system today.

- **From SAP ERP to SAP S/4HANA**
  Find out the right SAP Fiori apps for SAP S/4HANA, based on how you are using your SAP ERP system today.

- **For SAP S/4HANA**
  Find out the right SAP Fiori apps for your organization, based on how you are using your SAP S/4HANA system.

All three reports will suggest SAP Fiori apps, based on the transaction used from the source system.
Click one of the Lines of Business to the right to discover how you can benefit from using SAP Fiori today.

- **Finance**
  - 58 Recommended Fiori Apps

- **Human Resources**
  - 0 Recommended Fiori Apps

- **Sales & Marketing**
  - 0 Recommended Fiori Apps

- **Procurement**
  - 28 Recommended Fiori Apps

- **R&D, Engineering**
  - 2 Recommended Fiori Apps

- **Asset Management**
  - 11 Recommended Fiori Apps

- **Supply Chain**
  - 1 Recommended Fiori Apps

- **Manufacturing**
  - 11 Recommended Fiori Apps
Click on one of the roles to the right to discover how you can benefit from using SAP Fiori today.
### Sourcing and Procurement | Purchaser

The table below shows the transactions and reports in your processes that could be improved with Fiori and impact your business value:

<table>
<thead>
<tr>
<th>Name of Role</th>
<th>Name of App</th>
<th>App Details</th>
<th>Relevance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchaser</td>
<td>Order from Requisitions</td>
<td>With the transactional app Order from Requisitions, you can convert approved purchase requisitions into purchase orders. The app assigns matching suppliers to each purchase requisition, and then bundles the requisitions to create a purchase order for each supplier.</td>
<td>Usage of transactions belonging to Purchasing (MM-PUR)</td>
</tr>
<tr>
<td>Purchaser</td>
<td>My Purchasing Document Items</td>
<td>With this app you can create quickly search through big amounts of purchasing documents you are responsible for, namely purchase requisitions, purchase orders, goods receipts, and supplier invoices. This app is available for the role Purchaser.</td>
<td>Usage of transaction ME2L</td>
</tr>
<tr>
<td>Purchaser</td>
<td>Contract Usage</td>
<td>With Contract Usage, you can compare the expected release amount against the actual release amount of contracts in a specific time frame.</td>
<td>Usage of transactions belonging to Purchasing (MM-PUR)</td>
</tr>
<tr>
<td>Purchaser</td>
<td>Purchase Order</td>
<td>Purchase Order</td>
<td>Usage of transaction ME23N</td>
</tr>
<tr>
<td>Purchaser</td>
<td>Purchase Requisition Item</td>
<td>Purchase Requisition Item</td>
<td>Usage of transaction ME53N</td>
</tr>
</tbody>
</table>
Delivery Process Overview

1. **Extract SAP transaction usage**
   - Extract the list of used SAP transactions from your productive SAP ERP or SAP S/4HANA system collected by workload monitor

2. **Initiate your request**
   - Go to [www.sap.com/FAR](http://www.sap.com/FAR) to initiate your request
   - Please answer the questions in the form and upload the list of used SAP transactions extracted in step1

3. **SAP will send you the results report**
   - SAP will send you the results report usually within one week via email

Duration: approximately 5 days

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Summary

Easy and Free of Charge
- Intuitively get recommendations for business scenarios

Efficient
- You only spend minutes to request a report

Transparent
- You’ll get a list of relevant SAP Fiori Apps and other recommendations

Order your free report at www.sap.com/FAR
Questions?

SAP Fiori App Recommendations report mailbox: FAR@sap.com