

SAP Signavio for improved business processes

Success factors and customer experiences



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Westernacher Consulting and SAP Signavio

Your enabler towards a successful business transformation



Why Westernacher?

Embracing the topic

- ⌚ Certified consultants with deep expertise
- ⌚ Trusted partnership with SAP Signavio Team
- ⌚ Clients from various industries
- ⌚ Process Discovery to Modeling (E2E)
- ⌚ Extensive training & support material

Value proposition

Improve operational & customer excellence

- ⌚ Initial process screening
- ⌚ Process analysis and mining
- ⌚ Process and journey modeling
- ⌚ Workflow and automation execution
- ⌚ Enhanced process collaboration

Value delivery

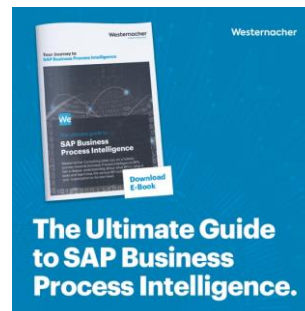
Emphasize on added value

- ⌚ Process assessment starter packages
- ⌚ Identify & investigate urging improvement areas
- ⌚ Covering 6 LOBs, 7 E2E processes
- ⌚ Complete business transformation
- ⌚ Cross-/multifunctional performance initiatives

Westernacher's core competency

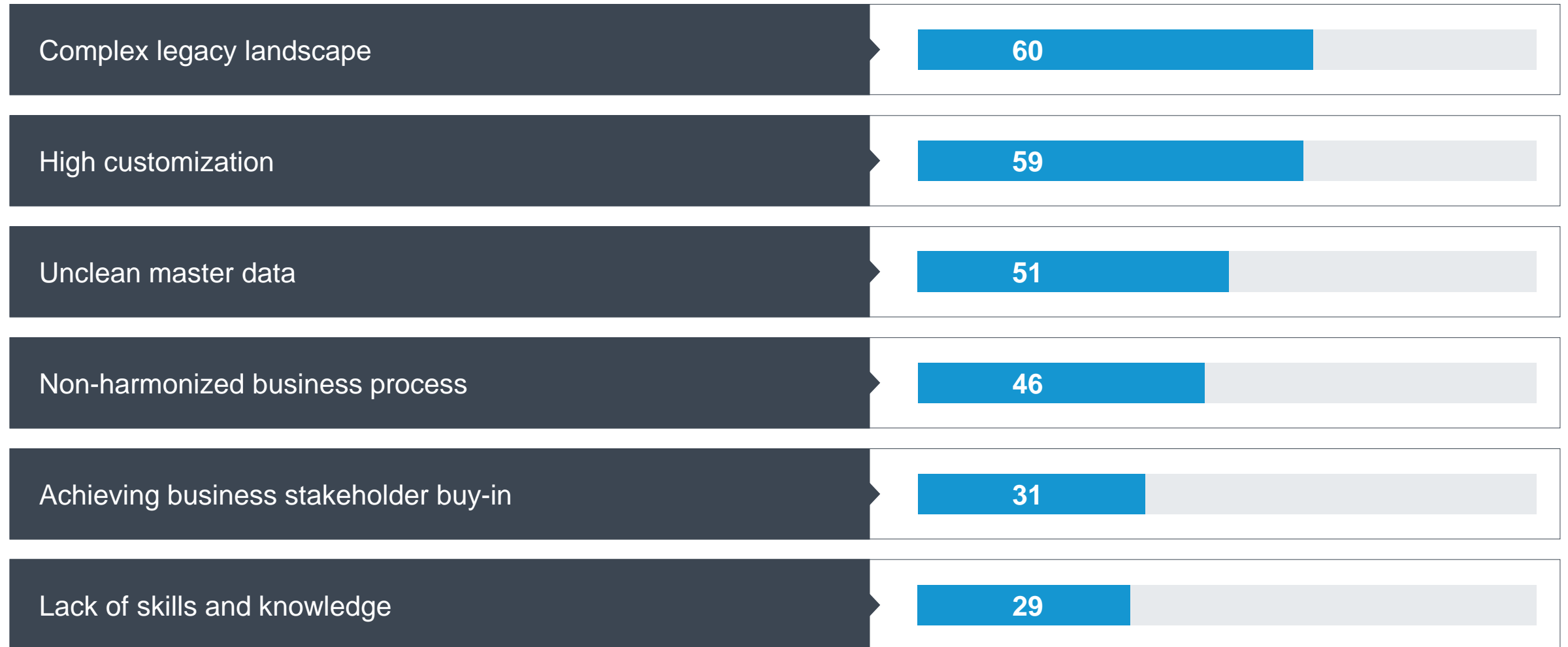
Enabling your SAP S/4HANA migration with SAP Signavio

- ⌚ Tailored improvement recommendations covering SAP S/4HANA capabilities
- ⌚ Insights into current business process performance and industry benchmarks
- ⌚ Identification of areas for improvement and automation potential considering best practice process flows
- ⌚ Tool-based support to identify ERP utilization and standardization opportunities
- ⌚ Helping you to build your specific case for SAP S/4HANA and secure business buy-in



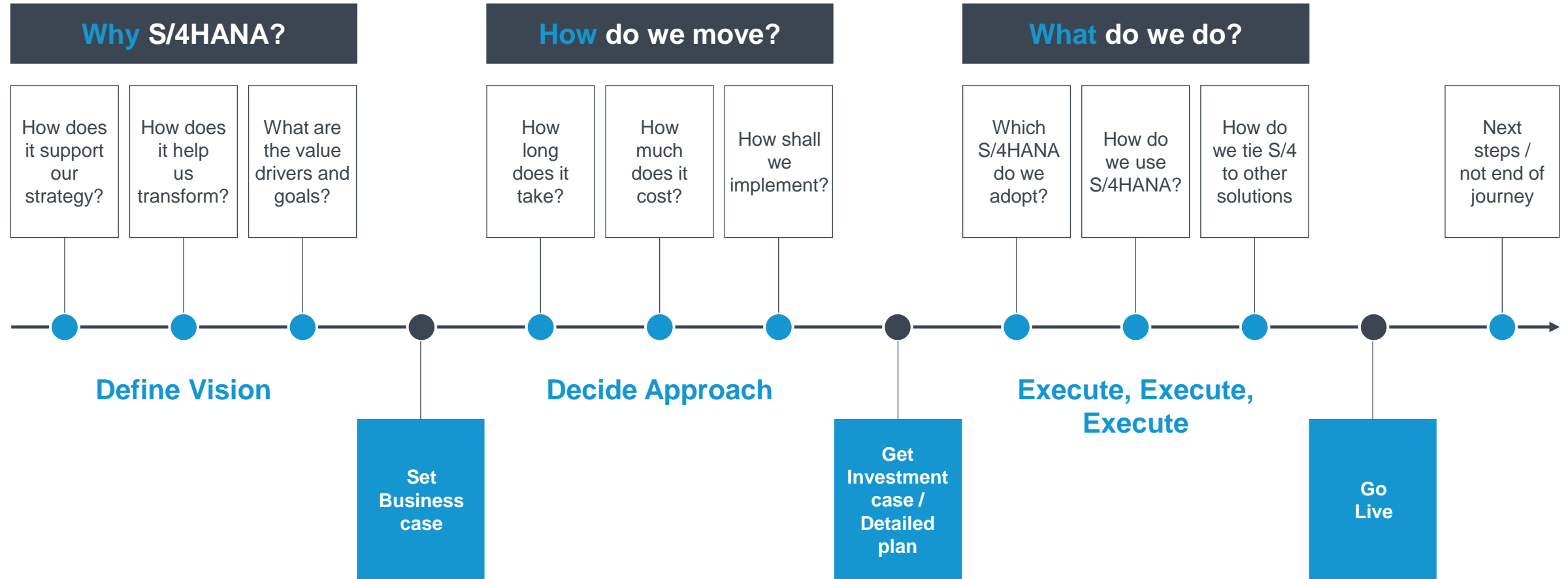
Transforming your ERP is a lucrative, yet undoubtedly risky endeavor, With a diverse set of key challenges

(PwC & LeanIX Study – The state of SAP S/4HANA Transformation)



SAP Signavio brings a product AND supports your project methodology ...

... during every phase of your SAP S/4HANA transformation journey



SAP S/4HANA Transformation with SAP Signavio

1. Define Goals & KPIs

DISCOVER

PREPARE

EXPLORE

REALIZE

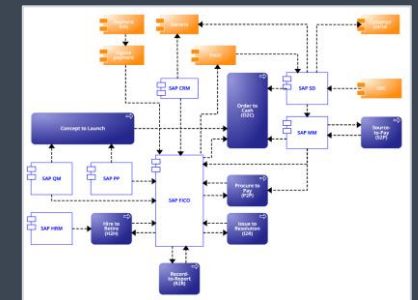
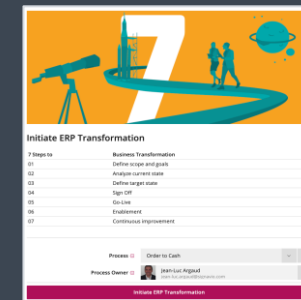
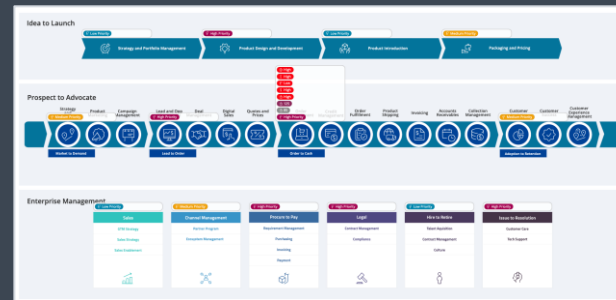
DEPLOY

RUN

1) Define Goals and Scope

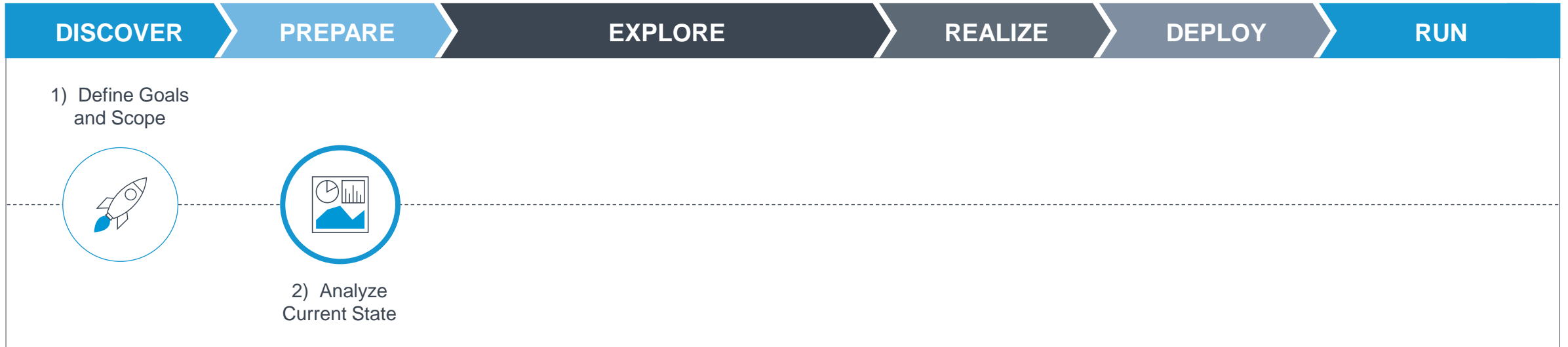


- Introduce project methodology & governance
- Model Business & IT landscape diagrams
- Do interface impact analysis
- Prioritize migration by business area

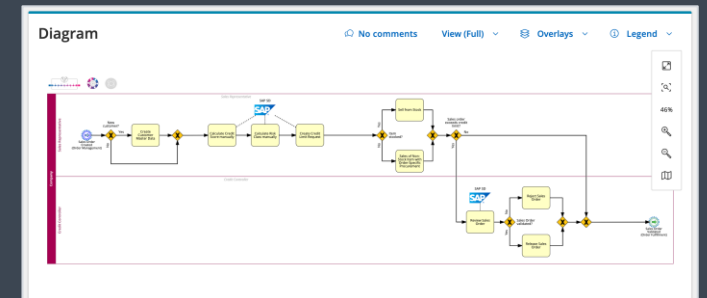
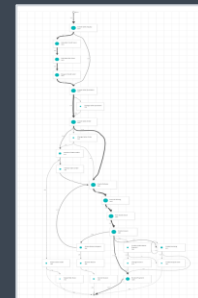
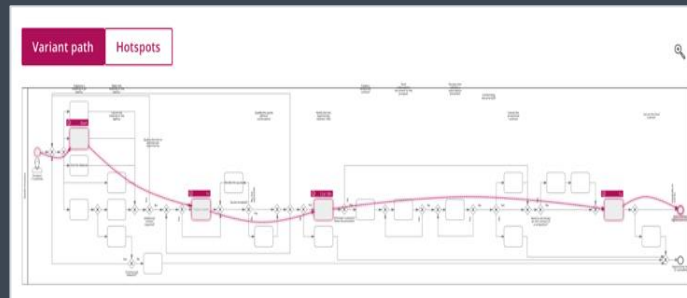


SAP S/4HANA Transformation with SAP Signavio

2. Analyze Current State

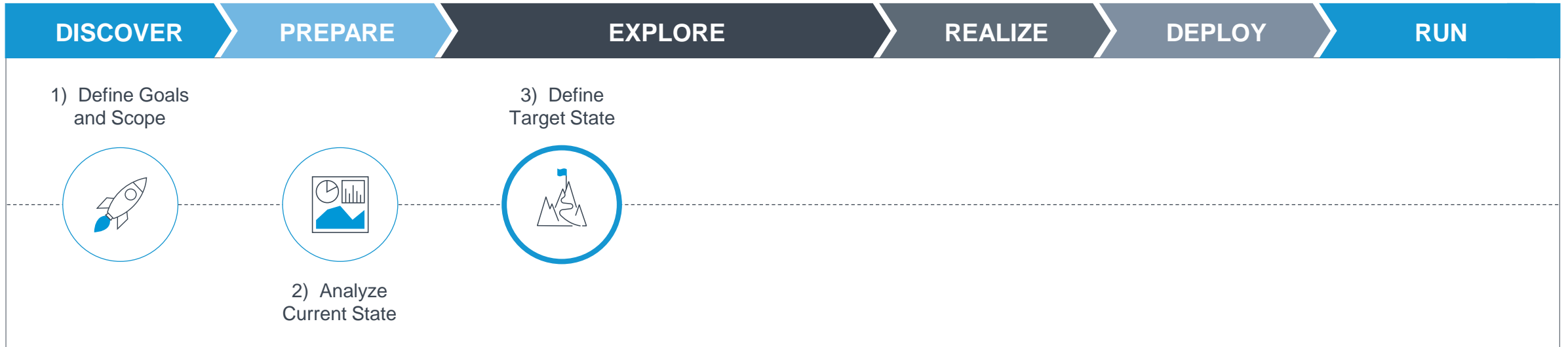


- Check real execution with Process Intelligence
- Understand how the process should run
- Check custom code use

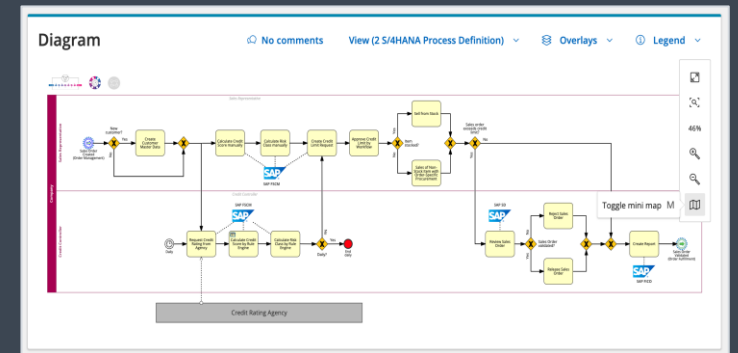
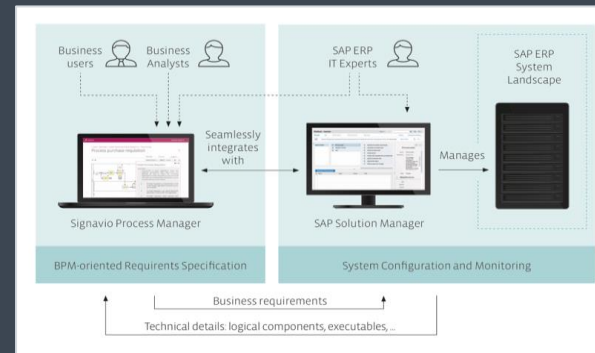


SAP S/4HANA Transformation with SAP Signavio

3. Define Target State



- Import of SAP S/4HANA best practices
- Import via SAP Solution Manager: transactions, links, folder structure

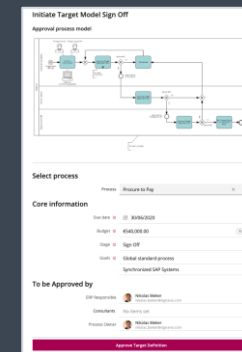


SAP S/4HANA Transformation with SAP Signavio

4. Sign-off / Agree on Target State Processes



- Approve the target
- Generate to-be RACI
- Generate project Blueprint



Process	Account Management Manager	Chief Financial Officer (CFO)	Chief Information Officer (CIO)	Chief Marketing Officer (CMO)	Chief Human Resources Officer (CHRO)	Chief Legal Officer (CLO)	Chief Risk Officer (CRO)	Chief Sustainability Officer (CSO)	Chief Security Officer (CSO)	Chief Compliance Officer (CCO)	Chief Data Officer (CDO)	Chief Innovation Officer (CIO)	Chief Experience Officer (CEO)	Chief Customer Officer (CCO)	Chief Supply Chain Officer (CSO)	Chief Operations Officer (COO)	Chief Executive Officer (CEO)
Request Credit Rating from Agency	A	C	C	A													
Calculate Credit Score by Rule Engine	A		C	A													
Calculate Risk Score by Rule Engine	A		C	A													
Approve Credit Limit by Workflow	C	A	I														
Set Risk Score																	
Review of Risk Score from other Orders																	
Review Status Order	A			A													
Reject Status Order	A			A													
Rejection Status Order	A			A													
Generate Report	A			A													

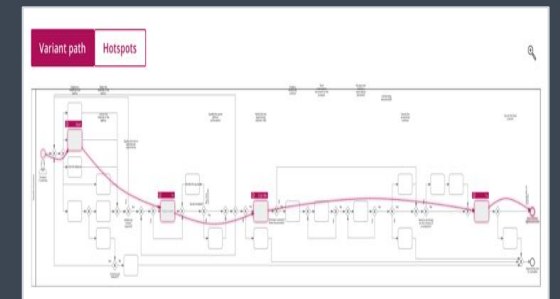
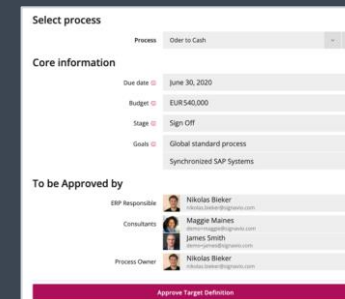
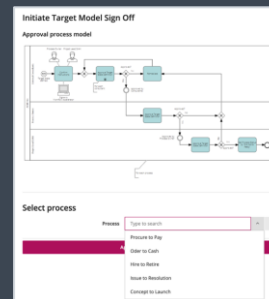
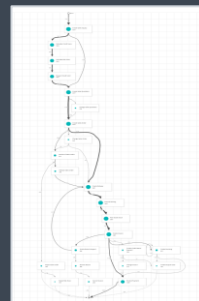


SAP S/4HANA Transformation with SAP Signavio

5. Implementation



- Custom transactions are tested
- SAP Signavio Process Intelligence visualizes the real execution
- SAP S/4HANA content is approved

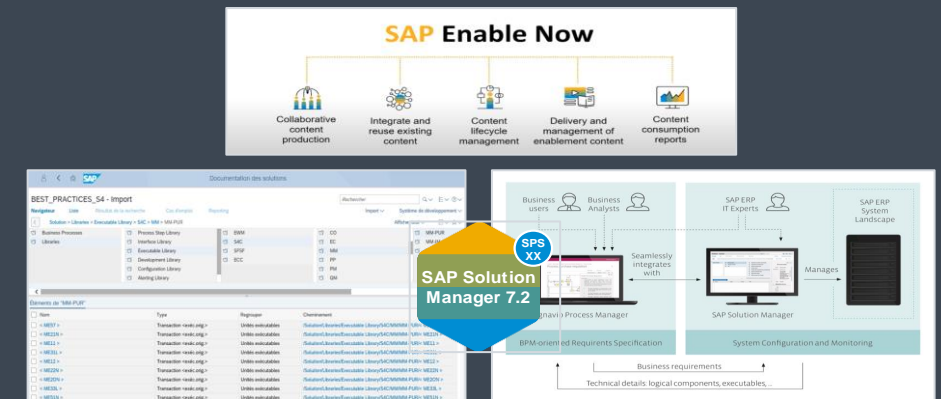


SAP S/4HANA Transformation with SAP Signavio

6. Enablement



- Add technical Information and doc. to support design
- Share & transfer knowledge (To-Be) for departments
- Deviations can be quickly adapted by the specialist departments
- Align business and IT sending back processes in SolMan

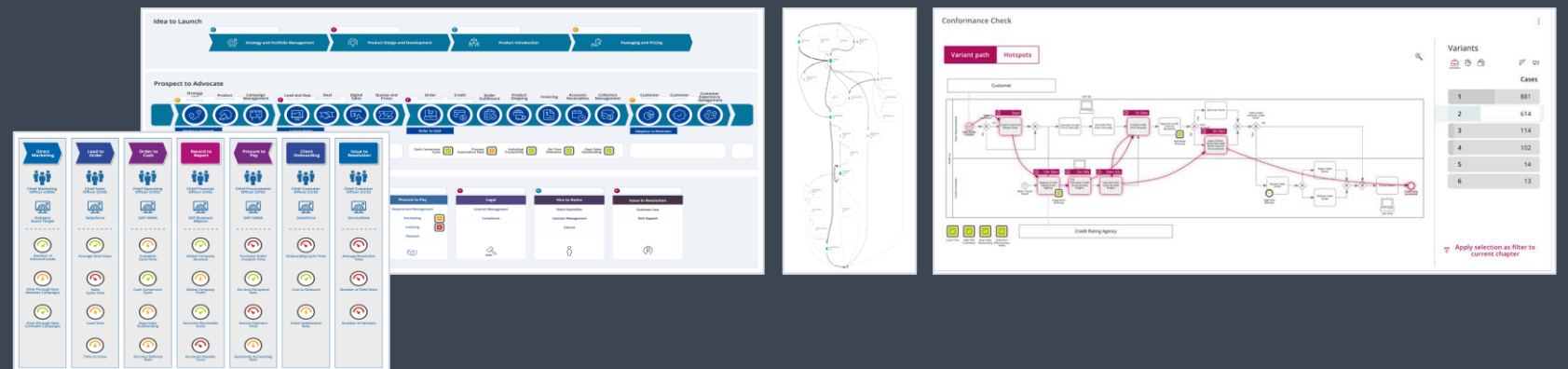


SAP S/4HANA Transformation with SAP Signavio

7. Continuous Improvement



- Process analysis & mining
- Journey-to-process analytics
- Customer excellence
- Company on a page



The background of the slide is a deep blue, monochromatic image of Earth as seen from space. The horizon of the planet is visible, with a bright, glowing light source (like the sun or moon) positioned just above it, creating a lens flare effect. The surface of the Earth shows swirling cloud patterns and the curvature of the globe. The overall mood is futuristic and high-tech.

Customer Cases

Customer Case #1: Banking Industry

Supporting SAP S/4HANA capabilities with SAP Signavio Process Insights

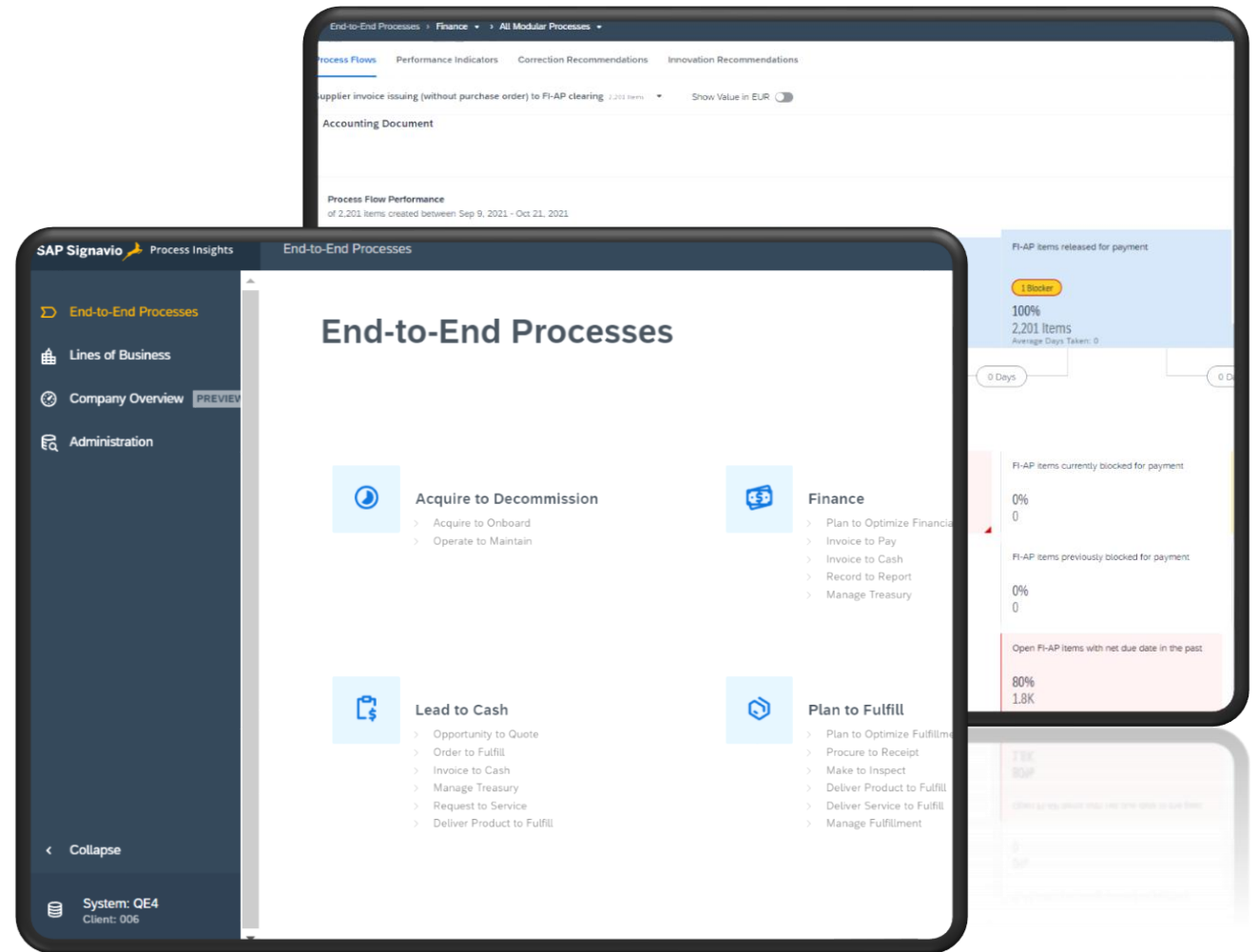
Initial Challenges:

- Visibility into actual business operations
- Inefficiencies in certain business processes (delays, long lead times, long cycle times)
- Process compliance
- Visibility into areas of process improvement

Solution

Maximizing returns across business areas with SAP Signavio Process Insights

- Deep-dive into process performance and efficiency
- Identification of areas for improvement and automation potential
- Tool-based support to identify standardization opportunities
- Identification of key value drivers for optimizations
- Tailored recommendations covering SAP S/4HANA capabilities
- Step-by-step resolutions and self-healing actions
- Results presentation, documentation, training & on-going support



Customer Case #2: Beverage Industry

Process Mining for O2C process pre-SAP S/4HANA migration

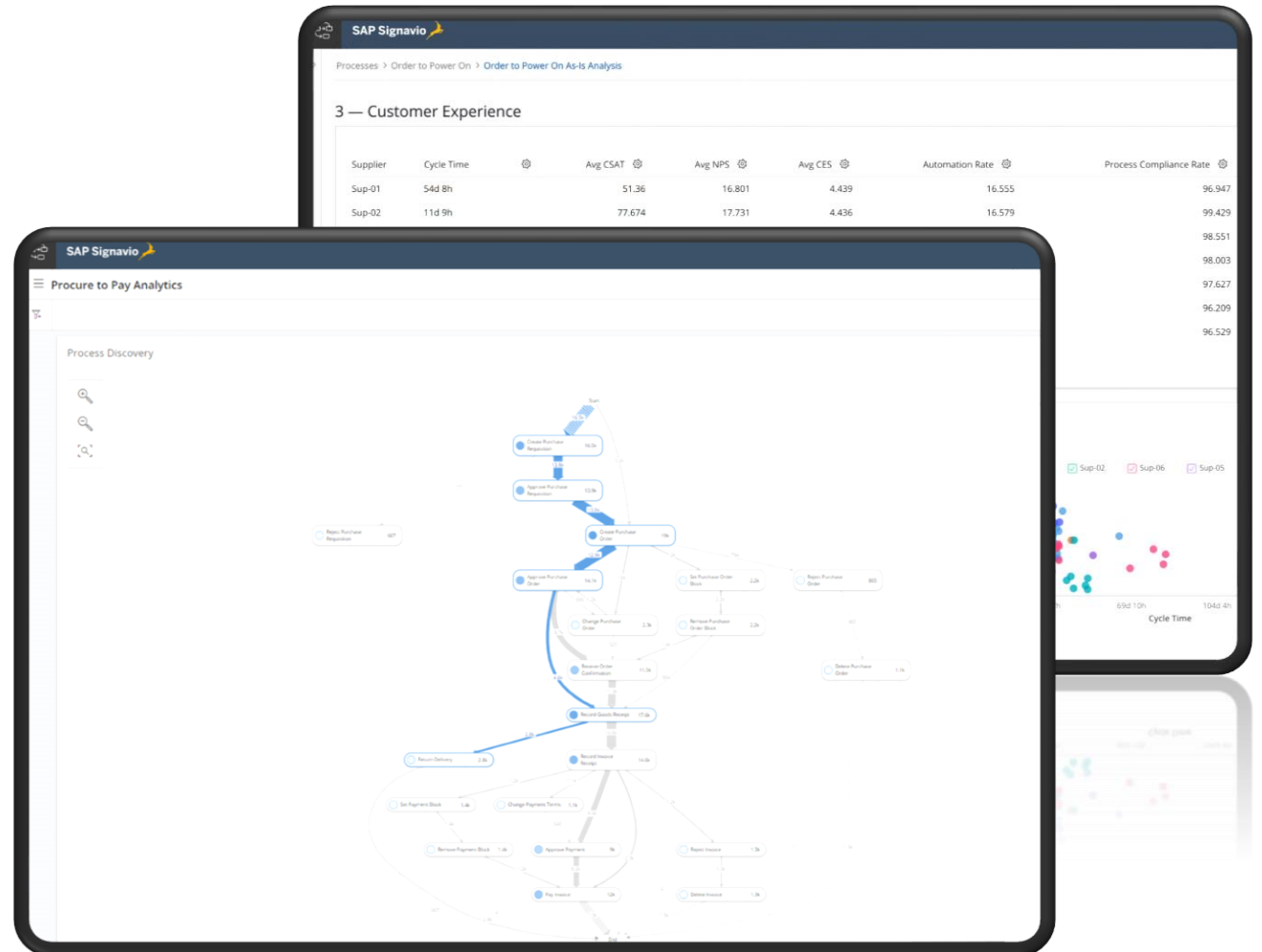
Initial Challenges:

- ⌕ Uncover detailed process inefficiencies
- ⌕ Understand why process problems occur
- ⌕ Identify process variations
- ⌕ Make data-driven process decisions with confidence
- ⌕ Empower process teams and foster collaboration

Solution

Increasing business performance for Order-to-Cash with SAP Signavio Process Intelligence

- ⌕ Process modeling in SAP Signavio Process Manager
- ⌕ Connect process model to SAP Signavio Process Intelligence
- ⌕ Establish connection to data source
- ⌕ Perform ETL in SAP Signavio Process Intelligence
- ⌕ Dashboard creation and KPI investigation
- ⌕ Support process performance indicator analysis
- ⌕ Share investigations in SAP Signavio Collaboration Hub



Customer Case #3: Consumer Goods Industry

Preparing the SAP S/4HANA migration with SAP Signavio

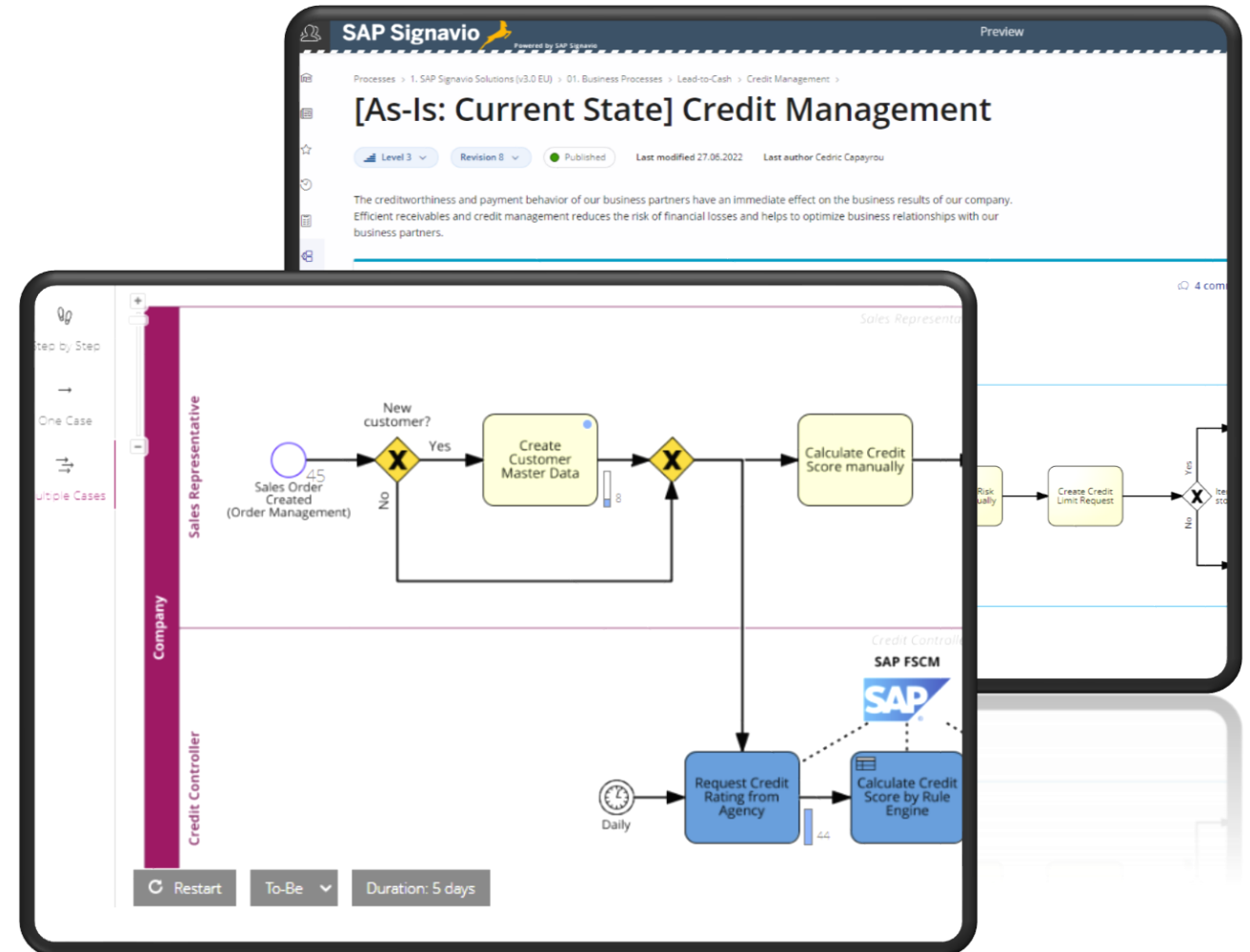
Initial Challenges:

- Potential improvements to existing processes to be more efficient and achieve broader alignment across the organization
- Misalignment on transformation activities in the company
- Visibility and understanding of company-wide and locally defined processes and best practices

Solution

Business process standardization through best practices and securing collective process knowledge with SAP Signavio

- SAP Signavio Process Manager roll-out across business units
- To-be process modeling via industry best practices
- Process standardization based on industry standards
- Process landscape incl. management-, support- & core processes
- Integration with SAP Solution Manager
- Integration with EAM (LeanIX)
- Long-term retention of process knowledge via Collaboration Hub
- Continuous improvement engagements



A blue-toned image of Earth from space, showing the horizon and a bright light source on the horizon creating a lens flare effect. The text "Wrap-up" is centered in white.

Wrap-up

Wrap-up

SAP Signavio supports all your SAP S/4HANA project roles

Executives



- Reduce risk / failure
- Improve ROI
- Make project shorter
- Get visibility / roadmap
- Team synergy
- Rethink operations (better, faster)

Project Managers



- Governance
- Scope
- Planning & prioritization
- Monitoring project progress
- IT & Business communication

Project people



- Understand As-Is & To-Be
- Objectives of the project methodology
- Optimize implementation proposal
- Target customization
- Support business tests

OpEx, Quality



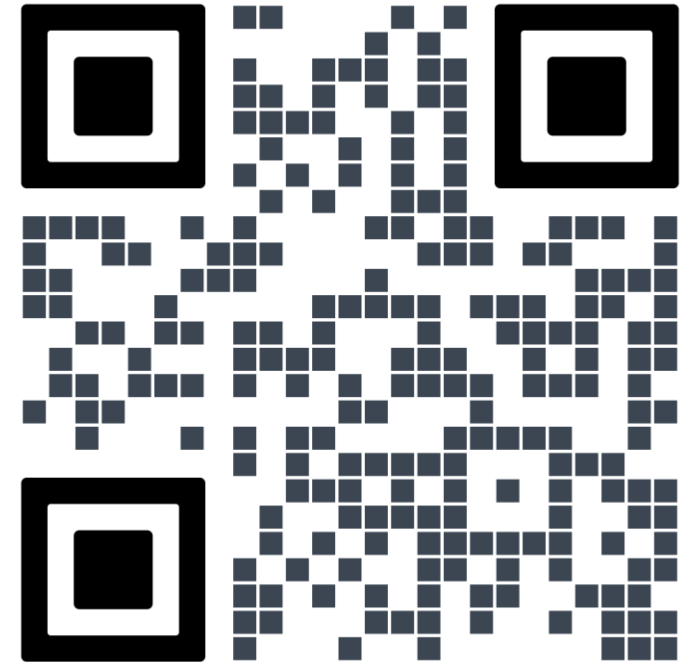
- Monitor activity
- Monitor efficiency
- Manage risks and controls
- Put process under control
- Automate tasks / processes

Time for Q&A.



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