



Automate, Digitalize & Extend S/4HANA Processes **with SAP Process Automation**

SBN Finance Function Day 2022

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PUBLIC



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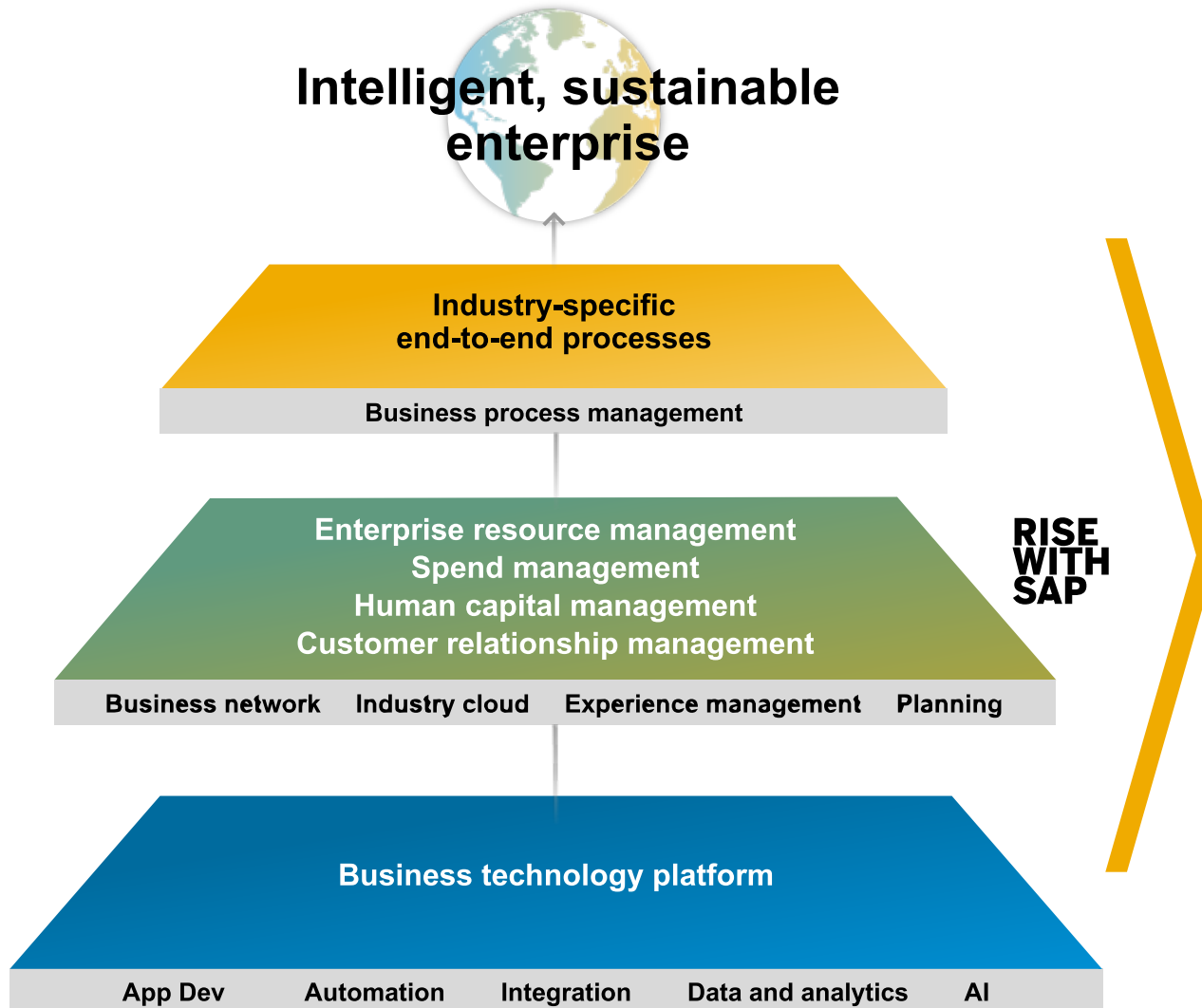
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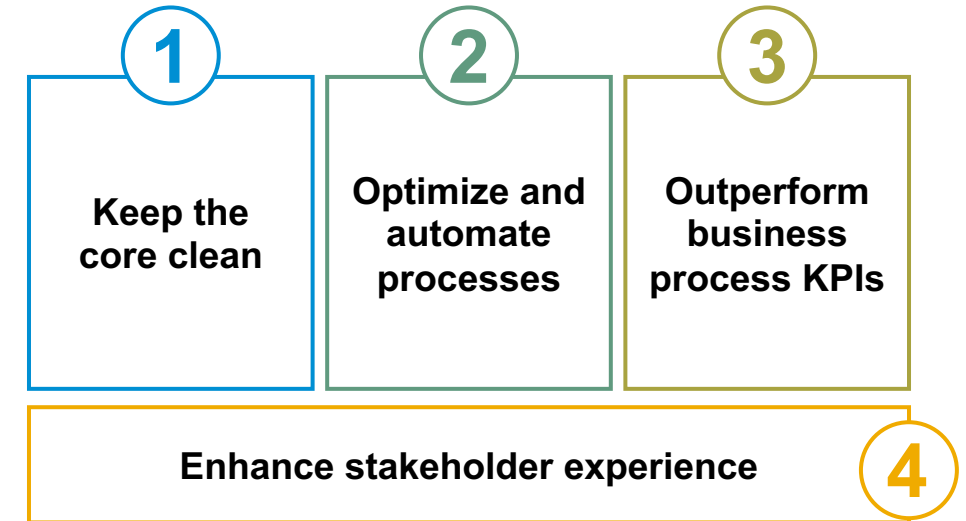
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SAP Process Automation provides differentiating value with S/4HANA RISE



SAP Process Automation



Accelerate S/4HANA journey with SAP Process Automation

Move



Accelerate, simplify, and de-risk migration

Automate pre and post-migration tasks in SAP S/4HANA projects. For example, consistency checks, automate configurations, automate access management & monitoring etc.



Operate



Best practices for automating business processes

Leverage 100s of pre-built best practice content for S/4HANA from SAP and partners to quick start journey and realize business efficiency.



Differentiate



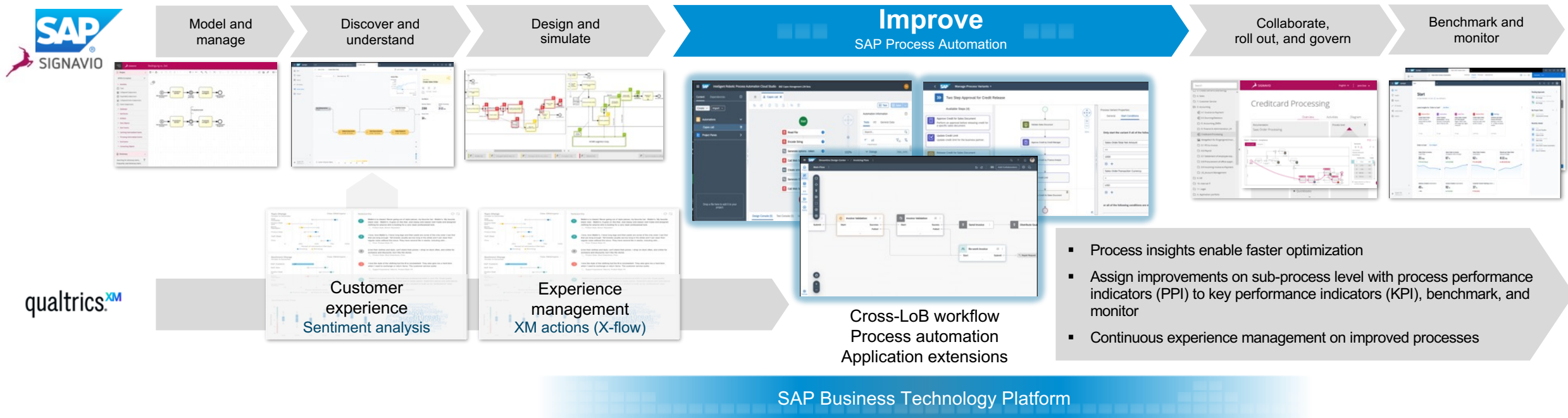
Differentiate to gain competitive advantage

Low-code/No-code capability provides opportunity for all Citizen Developers in the organization to be creative & automate tasks to bring differentiation.

The end-to-end value of business process intelligence

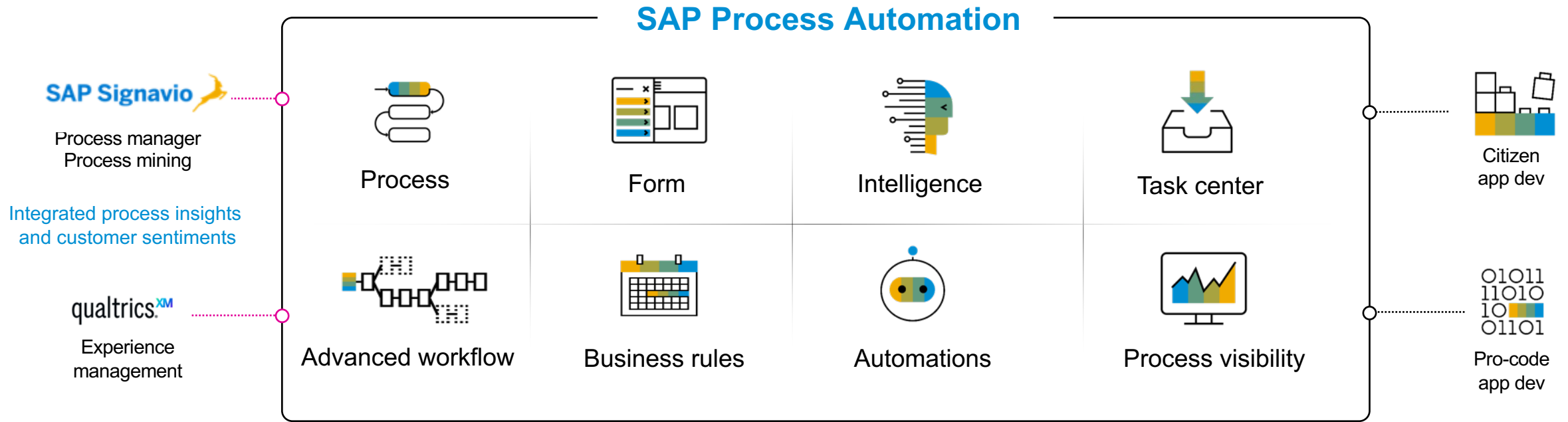
From process insights and customer experience to process automation and improvement

Business process intelligence



Introducing SAP Process Automation

Capabilities: citizen automation for line-of-business builders



- New **citizen automation user experience** (process builder, forms builder)
- All **advanced workflow management** capabilities available (rules, process visibility, process flexibility, AI)
- Embedded **RPA capabilities** to readily combine bot automations with workflows
- Content and **reusable artifacts** (such as bots, workflow components, process steps, actions)
- **Unified launchpad and task center** for citizen developer applications and automations

Citizen developer workflow and automation in ONE product experience

One Lobby across Process Automation & Application Development

Lobby

One Process Project with a simple life cycle and fast time to value across all artifacts

Project

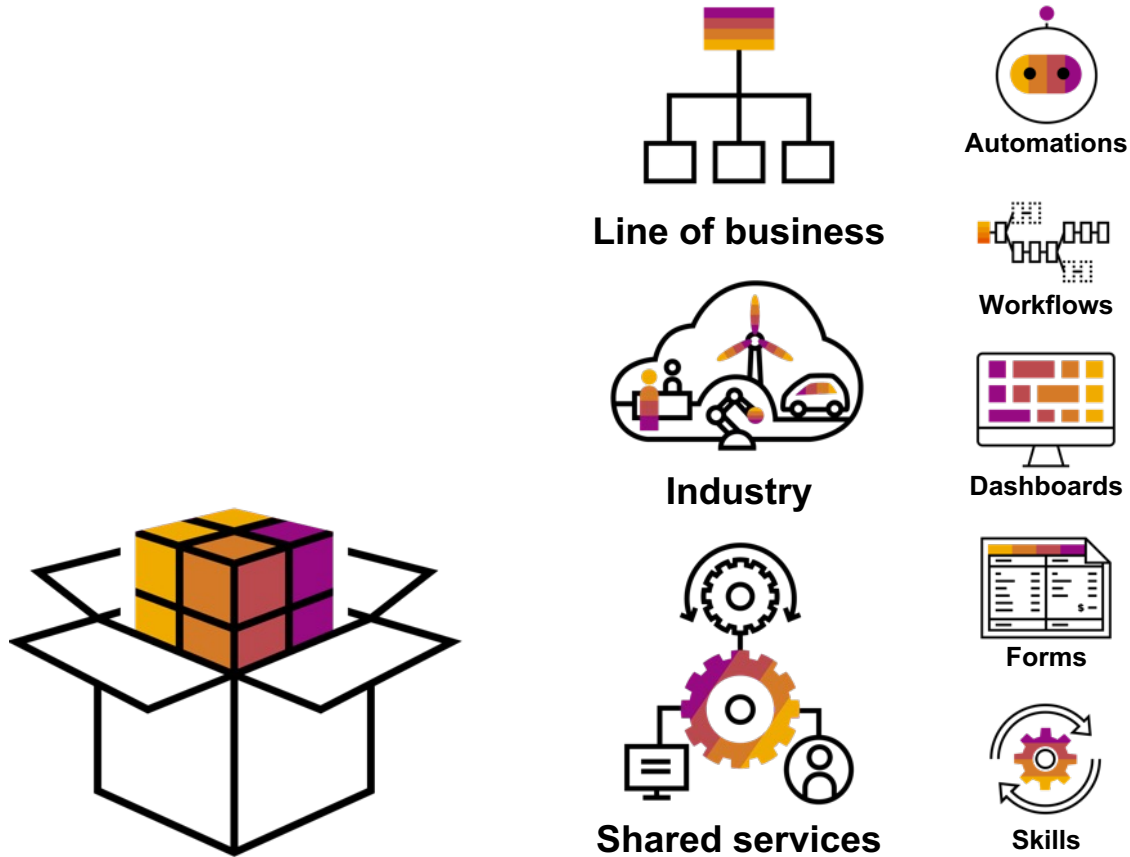
One Process Builder combining Workflow steps with Automations in a simple intuitive language

Process

Embedded AI capabilities with immersive modeling experience to add intelligent automations into process

Process with intelligent Automation

Accelerate business transformation with prebuilt content packages

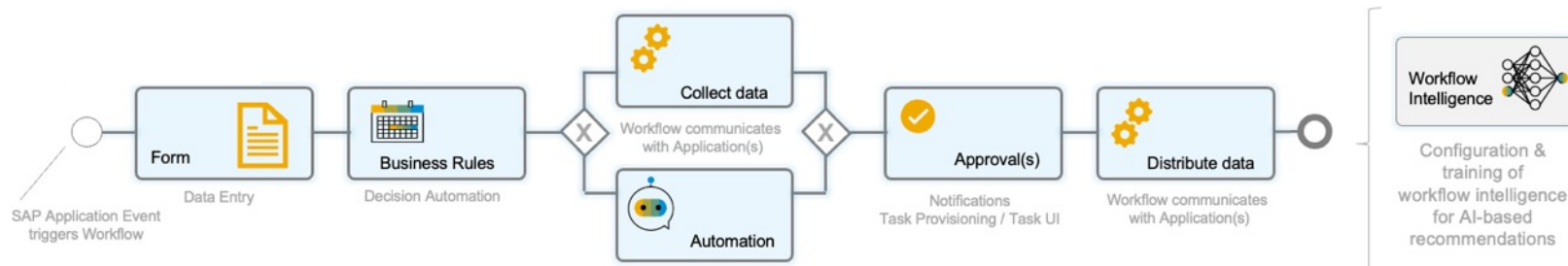


- **Jump-start automation development** while making use of **best practices**
- Select from a wide variety of **prebuilt, directly usable packages**
 - across lines of business
 - industries
 - shared functions
- Content ranges from
 - **templated automations** (bots)
 - **processes** (workflows)
 - **process visibility dashboards**
 - **form** templates
 - **actions** (called skills) to **complete automation packages combining artifacts**

Process Automation is at the core of cloud business applications

Expanding from embedded to cross-LoB is an imperative to serve customer needs

SAP Process Automation combines established Workflow Management and Robotic Process Automation capabilities to enable processes with automated **application service invocations** or event handlers, **manual forms-based steps** for data collection and multi-step **approvals**. A process can utilize **automated bots**, dynamic **business rules** and **embedded intelligence** from AI Services.



Embedded Application Process

Line of Business Application



Examples:
One-step sales order approvals
...

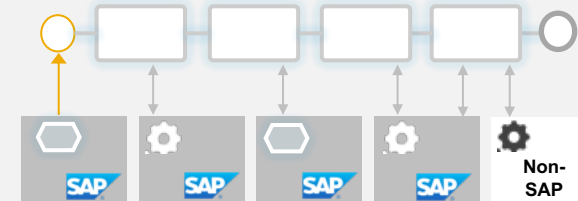
Extension Process

Line of Business Application



Examples:
Automatic creation of Sales Orders from XLS
Multi-step approval of Sales Orders
Multi-approval steps to manage Credit Block on Sales Orders (S/4HANA)

Cross LoB Process



Example:
Lead-to-Order Workflow: orchestration of lead creation, opportunity conversion, sales quotation creation in SAP Configure, Price, Quote (CPQ) to posting the newly created order in S/4HANA Sales Cloud.

Bring efficiency in processes across the business operation

Data Collection



Consolidate and manipulate data & documents from multiple data sources, e.g., employees, vendors, websites, applications

High Volume Transactions



Handling process steps multiple times, like copy & paste e.g., data entry, report generation, data migration

Extended Core Business Processes



Digitize the entire journey across multiple applications during process execution e.g. web application, SAP S/4HANA, and non-SAP systems

Approvals



Dynamic workflows for various processes that help collect necessary approvals, update system of records and manage initiatives & budgets

Simplify New Processes



Elevate employee experience by creating new extended digitized processes with seamless integration with SAP and non-SAP applications

Process Visibility



Get visibility of live process journey, time taken at each step & entire process, where are requests, SLAs breached, escalations

Use Cases

Get inspired, pick yours and start today



S/4HANA Finance

	Financial Operations	Accounting & Financial Close	Treasury	Tax	Enterprise Risk & Compliance
Key Automation Opportunity Areas	Receivables Management	Financial Accounting	Payment	Tax Filing	Identity & Access Governance
	Payables Management	Financial Accounting	Bank Communication	Tax Reconciliation	International Trade Management
Use Case Examples	1. Automatic posting of payment advices 2. Automatic posting of invoices 3. Automated collection reminders	1. Automatic GL entries with approval workflow 2. Financial closing tasks	1. Bank statement upload 2. Reconciliation & reporting	1. Reconciliation between forms 2. Fill-in tax returns & upload 3. Collection of tax certificates	1. Crawling agency portals to retrieve data 2. Automated generation of an audit plan
SAP Process Automation Benefits	5%-50% reduction in customer billing, credit, and collections costs	40%-70% reduction in days to close annual books	ZERO Manual errors	2%-10% Improved working capital	Up to 100% Audit & Governance compliance as per policy

Example: Automated collections internal reminder

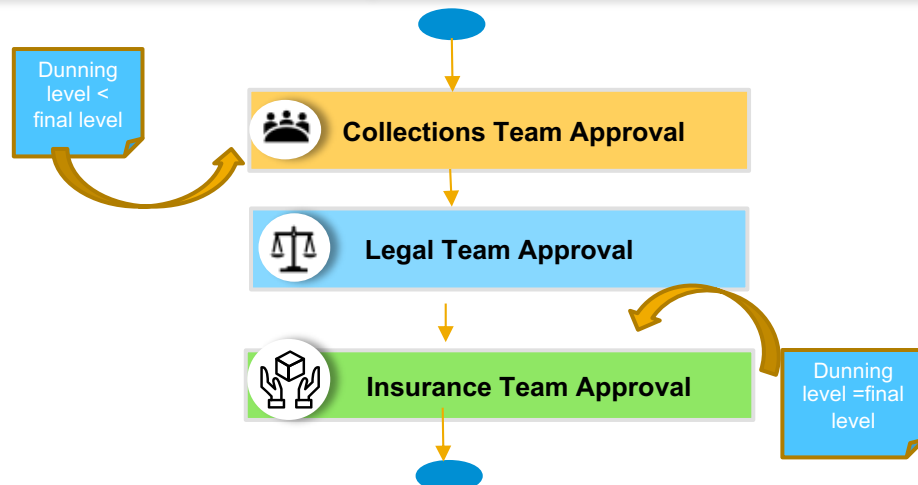


Line of Business:
Finance – Accounts
Receivables (applicable
to all Industries)

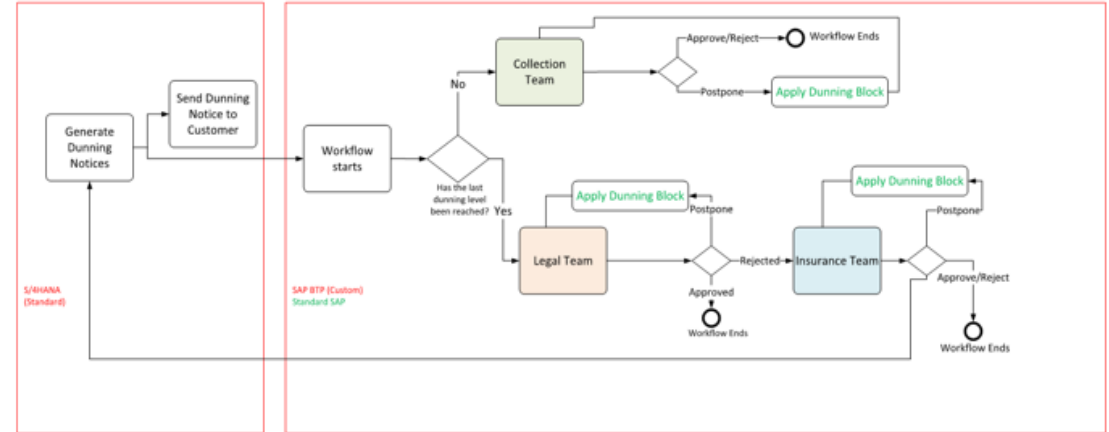
Problem being Solved

While Dunning notices are generated in S4 for customer overdue invoices and notices sent to them, Internal Collections Team do not have required information flow and visibility to have smooth interaction with customers.

Proposed solution



Simplified process flow



Key Business Benefits

- ✓ Improves Daily Sales Outstanding and Days Beyond Terms
- ✓ Notify internal teams
- ✓ Postpone feature helps to block the invoice for future dunning
- ✓ Helps to prioritize collections calls, set call-back reminders
- ✓ Record invoice disputes

S/4HANA Finance Accelerators (1/2)

Available on SAP Process Automation Store or SAP API Hub



Capital Expenditure Approval Process

Managing investment decisions in a transparent way



Purchase Requisition Approval and Release

Automate approval and release of line items



Business Partner Payment Data Change Approval

Manage payment data changes and approvals



Purchase Requisition Header Approval and Release

Automate approval and release at header level by including all line items



Document Centric Approval

Automate document approvals.



Manage Invoices without Purchase Orders

Manage the posting of invoices without purchase orders



Visibility on Order to Cash

Improve time to delivery



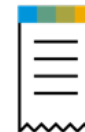
Visibility on Accounts Payable

Establish accuracy in invoice processing



Visibility on Accounts Receivable

Gain visibility into debt management practices



Maintain Purchase Info Record

Avoid any rework towards the end of the purchasing process



Visibility on Procure to Pay

Avoid delays in receiving goods



Vendor Onboarding

Automate with approvals from the respective departments

S/4HANA Finance Accelerators (2/2)

Available on SAP Process Automation Store or SAP API Hub



Accrual Object Creation Approval

Manual Accrual Objects created in the S4HANA system with approvals through the Workflow.



Cancel Customer Invoice

manage cancellation of customer invoices with required validations, approvals



Customer Business Discontinuation Accounts Receivable

Automates account receivable business discontinuation



Direct Supplier Down Payment Request

Automates creation, validation and approval of Down Payment Request



Fixed Assets Transfer

Accelerates automation of Approval process for Inter-company and Intra-Company Asset transactions for high value items



General Ledger Master Record Creation Process

helps the users to create a General Ledger account in a transparent way



Automate Manual Entries

Automated Upload of Manual Entries via API



Manage Posting Period Approval

Accelerate automation of Approval process to open the already closed periods due to some adjustments or corrections



Monitor Collection Reminders

Automate Collection Reminders approval where user can raise approval for customer invoice collection



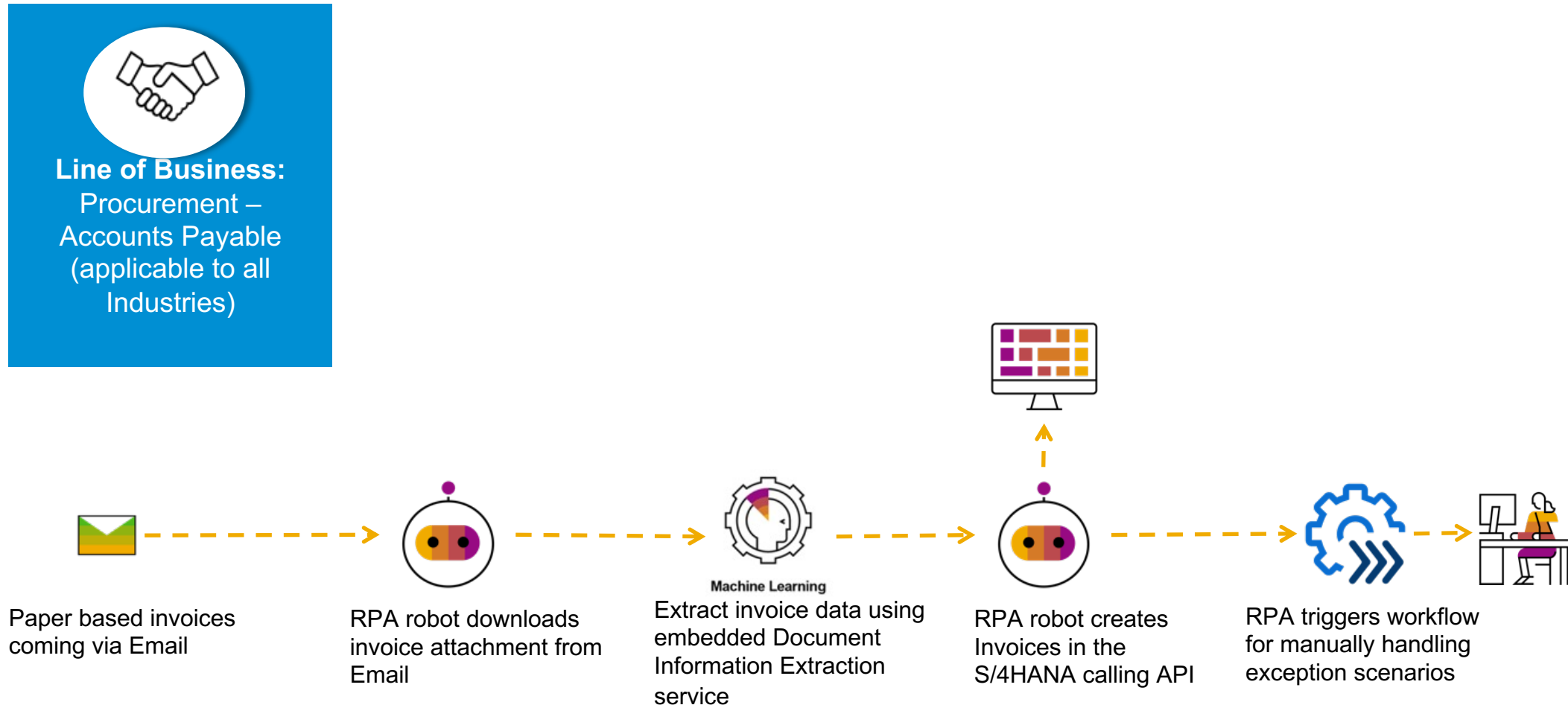
Non Operated Joint Venture Cash Call Approval

Automate workflow for Non-operator cash call/Billing invoice and invoice requests

S/4HANA Sourcing and Procurement

Key Automation Opportunity Areas	Supplier Management	Sourcing & Contract Management	Operational Procurement	Invoice Management	
	Supplier Evaluation	Source Assignment	Requirement Processing	Invoice Posting	
	Supplier Payment	Purchase Contracts	Purchase Order Management	Supplier Payment	
Use Case Examples	1. Automatic periodic update of vendor master 2. Supplier down-payment requests	1. Quotation management 2. Contraction management	1. Purchase requisition creation 2. Purchase order confirmation 3. Goods receipt inspection	1. Automated posting of invoices 2. Invoice processing without PO	
SAP Process Automation Benefits	2%-10% Improved annual spend cost saving	Up to 100% Reduction in manual data entries	ZERO Manual errors	9X Improved Rol on procurement operating cost	100% Procurement compliance as per policy

Example – Automate paper based invoice posting in S/4HANA



S/4HANA Sourcing and Procurement Accelerators

Available on SAP Process Automation Store or SAP API Hub



Capital Expenditure Approval Process

Managing investment decisions in a transparent way



Purchase Requisition Approval and Release

Automate approval and release of line items



Business Partner Payment Data Change Approval

Manage payment data changes and approvals



Purchase Requisition Header Approval and Release

Automate approval and release at header level by including all line items



Document Centric Approval

Automate document approvals.



Manage Invoices without Purchase Orders

Manage the posting of invoices without purchase orders



Purchase Requisition Creation

Automatically performs the creation of purchase requisitions from excel



Visibility on Accounts Payable

Establish accuracy in invoice processing



Goods Receipt Inspection Lot

Automate the negotiation process with Supplier and move the material from blocked stock to unrestricted stock



Maintain Purchase Info Record

Avoid any rework towards the end of the purchasing process



Visibility on Procure to Pay

Avoid delays in receiving goods



Vendor Onboarding

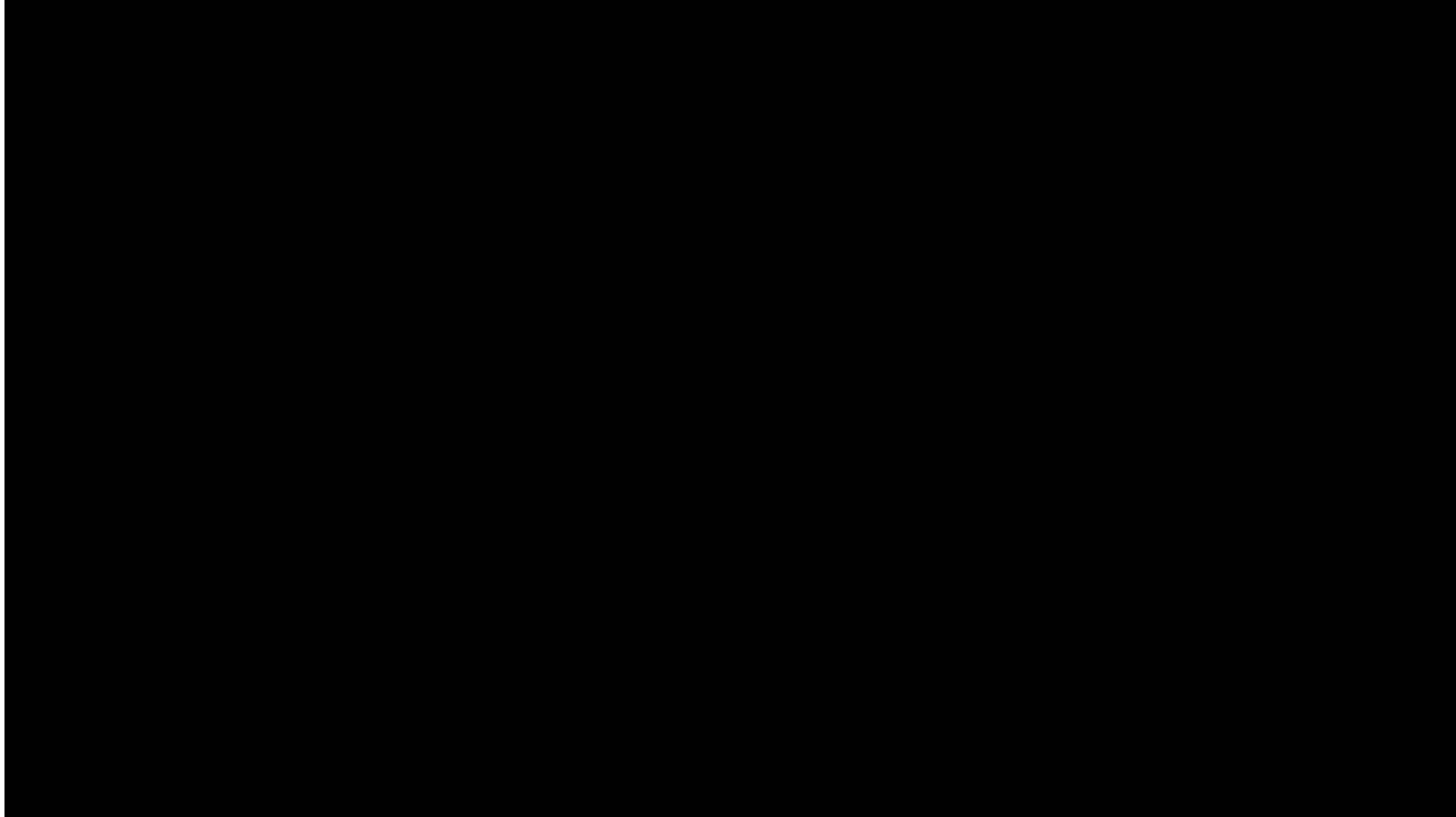
Automate with approvals from the respective departments

Demo

Experience the difference



[Link to Video](#)



Success Stories

Learn & gain insights



Improving Finance Productivity with SAP S/4HANA® and SAP® Intelligent Robotic Process Automation



Before: Challenges and Opportunities

- Slow, inflexible legacy ERP system
- Inefficient key tasks and processes, including refreshing reports for financial closing, which took an hour or more

Why SAP

- SAP S/4HANA® to help Alma Media transform into an intelligent enterprise with digitalized finance processes
- Further development opportunities with SAP® offerings, including SAP Intelligent Robotic Process Automation (SAP Intelligent RPA) services, SAP Fiori® apps, and the SAP Analytics Cloud solution
- Less work required for integrating SAP S/4HANA with its current systems, as Alma Media is an existing user of SAP solutions

After: Value-Driven Results

- Faster report refreshing, helping the finance team verify data in a timely manner
- Time savings on key tasks so finance personnel can better support the business
- More detailed and expansive reporting, enabling new insights for Alma Media
- Ability to add more self-service reporting capabilities for use in day-to-day operations
- New RPA initiatives, for example for sales order processing, to further improve productivity across finance functions

“SAP S/4HANA is key for us in **realizing our finance function strategy**. Together with SAP Intelligent RPA, it is a true game changer on our journey to fully automated financial processes.”

Juho-Jussi Renvall, Lead Reporting Solution Architect, Alma Media Oyj

6x

Faster refreshing of reports during closing, with the ability to refresh every 10 minutes

20%

Faster overall closing activities, saving time for key finance personnel

100%

Replacement of legacy solution

60%

Automation rate in sales order processing

Alma Media Oyj
Helsinki, Finland
www.almamedia.fi

Industry
Media

Products and Services
Newspaper and online media

Employees
1,530

Revenue
€250 million

Featured Solutions and Services
SAP S/4HANA and SAP Intelligent RPA
(part of SAP Extension Suite)

THE BEST RUN 

Transforming Business Operations with SAP S/4HANA® and SAP® Intelligent Robotic Process Automation



Before: Challenges and Opportunities

- Fluctuating demand for cleaning and sanitizing products during the COVID-19 pandemic, making it more difficult to manage business operations
- Inability to forecast accurate demand for inventory and production optimization
- Requirement to reduce human dependency in these tasks and enable remote working

Why SAP and Round 2 Solutions Co. Ltd.

- SAP S/4HANA® as its ERP digital foundation and SAP® Intelligent Robotic Process Automation (SAP Intelligent RPA) services to automate tedious, time-consuming administrative tasks
- Understanding of the consumer products industry and capabilities for business process automation
- Impressive ideas of SAP and partner Round 2 Solutions in providing solution templates, including intelligent business processes to operate with more efficiency and flexibility to support business growth
- Proven performance of Round 2 Solutions in the implementation and adoption of solutions in various types of businesses

After: Value-Driven Results

- Smarter and faster operational processes, from material planning to production output
- Improved ability to cope with massive amounts of data, using automation and intelligent technologies offered through SAP Intelligent RPA
- Significant decrease in workload, allowing the sales team to focus more on customer engagement, rather than sales operations, and provide faster responses to customers
- More visibility into what the company is doing, with real-time insights for faster decision-making

“We decided to **transform our business process with intelligent automation** using SAP Intelligent RPA. This helps us stay ahead of the game during times of uncertainty.”

Jiraroj Lanchanavanich, CEO, Standard Manufacturing Co. Ltd.

2.7x

Year-over-year improvement in inventory turnover

28%

Increase in revenue, with a lower operations expense-to-revenue ratio

Featured Partner



Standard Manufacturing Co. Ltd.
Samutprakarn, Thailand
www.standardmanu.com

Industry
Consumer products

Products and Services
Cleaning goods, including laundry and household-cleaning products, sprays, and insecticides

Employees
1,000

Featured Solutions
SAP S/4HANA and SAP Intelligent RPA

THE BEST RUN

REHAU automated its business workflows to boost efficiency and enable employees to **focus on fulfilling strategic goals**.

The SAP Innovation Services team enabled REHAU to implement **SAP® Intelligent Robotics Process Automation** (SAP Intelligent RPA) services on SAP S/4HANA® Cloud and:

- Become the first go-live of SAP Intelligent RPA and Intelligent Technologies packages in the Asia Pacific Japan region
- Achieve greater process efficiency through automatic billing workflows
- Upload 1,000 financial accounting documents automatically, turning four days of work into a 10-minute task
- Create a bot that automatically processes 3,000 production orders to be technically completed, and another 3,000 to be closed and deleted
- Process 500 orders per batch for improved order closing, transforming an entire day's work for one employee into a two-minute task for a bot

“We used SAP Intelligent RPA to automate use cases that required significant manual intervention and redundant work. This **saves us time and cuts down on human error**, and our employees are spending more time on innovative work.”

Chengbo Yu, CIO, Asia Pacific Region, REHAU Polymer China Co. Ltd



REHAU Polymer
China Co. Ltd
Taicang, China
www.rehau.com

Industry
Mill products

Employees
452

Revenue
US\$99.75 million
(2018)

Featured Solutions and Services
SAP Intelligent Robotic Process
Automation, SAP S/4HANA Cloud, and
SAP Innovation Services



Taronga: Enabling Zoo Keepers to Spend More Time with Animals



Before: Challenges and Opportunities

- Streamline time-consuming admin tasks for areas such as HR, finance, and procurement
- Provide notifications and updates on zoo activities, such as closures, on a common application
- Provide simple, secure access to core functions and content from any device at anytime using existing corporate credentials

Why SAP

- Unify access to cloud-based SAP S/4HANA and SAP SuccessFactors solutions, as well as on-premise SAP Business Suite applications and other non-SAP systems using SAP Cloud Platform
- Enable standardized workflow and approvals for common tasks using the SAP Cloud Platform Workflow service
- Build Stax Staff experience app to enable access to content and corporate functions through a simple, secure, and intuitive mobile and desktop experience

After: Value-Driven Results

- Increased mobile access to core functions
- Reduced onboarding time for new staff through one application
- Improved staff productivity by enabling them to complete core functions in the field
- Standardized workflow and approvals for process integrity and simplification
- Reduced demand for IT support resources through improved user experience
- Empowered staff to focus on guest experience and animal welfare
- Improved staff engagement and awareness of zoo notifications

“Taronga has a new partnership with its sponsor SAP to **uplift core business systems to continuously updated cloud systems** for finance, procurement, payroll, and human resources. The project will provide current and continuously updated cloud systems for Taronga’s new phase of commercial growth, as well as expanded education and conservation programs.”

Cameron Kerr, CEO, Taronga Conservation Society Australia

87%

Guest satisfaction with helpfulness of staff

33%

Of staff users are now mobile first

Find out more

[SAP Innovation Award Use Case](#)

Taronga Conservation
Society Australia
Sydney, Australia
www.taronga.org.au

Industry
Public sector

Products and Services
Animal conservation

Featured Solutions
SAP Cloud Platform and
SAP Cloud Platform Workflow



THE BEST RUN



[More information](#)

Hyperautomating Repetitive, Manual Processes with SAP® Intelligent Robotic Process Automation



Before: Challenges and Opportunities

- Significant numbers of complicated, manual tasks performed daily, weekly, or monthly to get data into SAP S/4HANA®
- High levels of human error introduced into manual processes
- Need to increase data accuracy and process compliance
- Desire to eliminate burdensome tasks to free up staff for work that adds more value to the business and improves their employee experience

Why SAP

- Ability to empower employees to easily build intelligent bots with a low-code design using SAP® Intelligent Robotic Process Automation services
- Cost-effective, proven way to cost-effectively hyperautomate processes
- Ability to send instant notifications about errors and messages as processes run

After: Value-Driven Results

- Successfully eliminated repetitive manual processes of targeted scenarios such as daily imports of external orders received in e-mail into Microsoft Excel and monthly imports of employee social insurance and housing fund information into SAP S/4HANA
- Reduced human errors and increased accuracy, speed, compliance and analysis capabilities
- Freed up employees for higher-value and strategic tasks that add more value to the business

“Using intelligent bots, we’ve freed up several hundred person hours each month for strategic work – all while **increasing efficiency and accuracy**.”

Jin Hui, IT Senior Manager, Shenzhen Linglue Numerical Control Equipment Co. Ltd.

300

Hours per month of pure manual work saved

Reduced

Human errors impacting data accuracy

Shenzhen Linglue
Numerical Control
Equipment Co. Ltd.
Shenzhen, China
www.lingyuitech.com

Industry
Industrial
machinery and
components

Products and Services
Precision manufacturing
of magnetic materials,
precision components,
and structural parts

Employees
80,000

Revenue
¥ 30 billion
(US\$4.7 million)

Featured Solutions and Services
SAP S/4HANA and SAP Intelligent
Robotic Process Automation



SAP® solutions allowed Grupo El Rosado to automate important processes within the organization.

Before: Challenges and Opportunities

- Operational processes were carried out manually.
- Large amount of information that took a long time to manage.
- Large volumes of repetitive manual processes.
- The organization previously evaluated and used other automation tools, which did not meet our expectations for sustainable growth over time

Why SAP

- Professional and organized work.
- Timely technical support needed to resolve concerns.
- Training and constant monitoring for the implementation of the tool.
- Quick and efficient response.

After: Value-Driven Results

- The organization recognizes the potential and easy applicability of automations with Intelligent RPA in both SAP R/3 and S/4HANA environments.
- Significant time reduction.
- Simplification of processes.
- Timely and continuous monitoring of processes.
- Greater efficiency in operations.
- Tool safety.
- Identify and prioritize business processes.
- Controlled and monitored automations.
- High value add-on to automate processes in standard SAP R/3 and S/4HANA transactions.
- In the, 305,555 electronic documents were processed through automated processes.



“Working with SAP and GAIA Consultores has allowed us to implement a secure tool that has **exceeded our expectations**. The support of these organizations was essential to achieve these results.”

Ángel Bonilla, Project Manager, Corporación El Rosado.

100%

Simplification of company processes.

95%

Greater efficiency in the operations of automated processes.

300,000+

electronic documents processed automatically during second half of 2021

Customer Name	Industry	Products and Services	Employees	Featured Solutions and Services
Grupo El Rosado Guayaquil, Ecuador https://www.elrosado.com	Retail	Department stores, supermarkets, home centers, toy stores, music and video stores.	11.000 + employees	SAP Intelligent RPA.



Automating User Onboarding in a Hybrid System Landscape with SAP® Intelligent Robotic Process Automation



Before: Challenges and Opportunities

- Highly manual, time-consuming, and error-prone processes for onboarding new employees – from creating users and assigning roles to sending e-mails with initial access details
- Opportunity to benefit from automating user onboarding while gaining experience in deploying intelligent solutions as a growing company hiring many new employees

Why SAP

- SAP® Intelligent Robotic Process Automation (SAP Intelligent RPA) technology, enabling automated onboarding across a hybrid system landscape comprising SAP S/4HANA® Cloud, SAP Solution Manager, and SAP Cloud Identity Services
- Scalable, versatile solution for automating administrative processes in a variety of business functions, such as HR and finance

After: Value-Driven Results

- Reduction in onboarding time for each new employee, from an hour to a couple of minutes
- Well-documented, end-to-end user creation process in each system, regarding auditability and results
- Foundation for additional RPA projects, such as streamlining a critical finance process that is executed weekly or copying several hundreds of PDF document entries to a Microsoft Excel spreadsheet

“SAP Intelligent RPA is an ideal extension of our state-of-the-art IT landscape because it enables us to automate and scale business processes impacting several solutions, resulting in **increased efficiency and improved compliance**.”

Karsten Hainke, Team Leader Compliance Services, Nagarro ES

10

Hours per month saved on average by automatically creating users

45

Minutes less needed for process execution

Nagarro ES
Kronberg im Taunus, Germany
www.nagarro-es.com

Industry
Professional services

Products and Services
IT services

Employees
600

Featured Solutions and Services
SAP Intelligent RPA, SAP S/4HANA Cloud, SAP Solution Manager, and SAP Cloud Identity Services



A new digital core supports Daewoong Pharmaceutical's future growth and mission to **become a top 50 healthcare brand by 2020.**

Daewoong Pharmaceutical selected **SAP S/4HANA®** to replace its legacy ERP system and implemented additional **SAP® offerings**, with help from technology partner **idsTrust Co. Ltd.**, to achieve:

- Improved sales policies, products, and channels based on more-accurate profit-and-loss information informed by fully digital processes powered by intelligent technologies
- Better business forecasting with SAP Predictive Analytics software, which estimates profit and loss for products
- Savings of 5,720 person-hours by launching 22 projects with SAP Intelligent Robotic Process Automation (RPA) services to download external open-market order information and create sales orders
- More-strategic distribution of company resources, thanks to Big Data insights supported by predictive analytics
- Advanced performance of risk management activities that enable managers to act ahead of time
- An optimized, company-wide value chain comprising order, production, sales, and closing processes
- An improved foundation for employees' work processes, including a personalized dashboard that provides individual task performance analysis and feedback
- Better customer management processes and improved workforce productivity, saving 1,820 person-hours
- Integration of data from five subsidiary companies of the parent group Daewoong Co., Ltd.

“We laid the foundation for becoming a global pharmaceutical company in 1997 by introducing the SAP ERP application. Today, we are responding **to the new challenges of Industry 4.0** by integrating agile and modern SAP technology.”

YoungHo Park, Director of Global SCM Innovation, Daewoong Pharmaceutical Co., Ltd.



Daewoong Pharmaceutical
Co., Ltd.
Seoul, South Korea
www.daewoong.com

Industry
Life sciences

Employees
1,500

Revenue
US\$868 million

Featured Solutions and Services
SAP S/4HANA, SAP Predictive Analytics,
and SAP Intelligent RPA

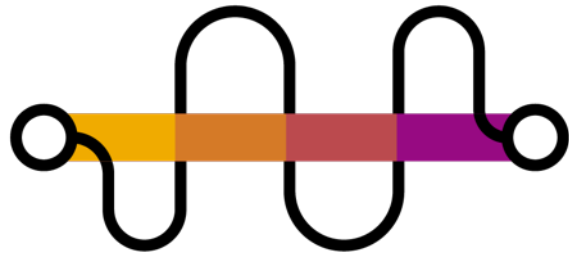


Summary

Automate simpler, faster and confidently



Automate, Digitalize and Extend S/4HANA Processes with SAP Process Automation



Build with Simplicity

Simplify automation with visual drag-and-drop tools and industry specific content



Automate Faster

Automate faster with business context in a unified workflow management and robotic process automation solution

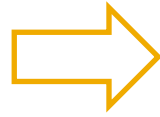


Operate Confidently

Operate confidently on a trusted, enterprise-grade multi-cloud platform

Experience the S/4HANA process automation benefits today

1. Subscribe to SAP Process Automation [Free-tier](#)



OR



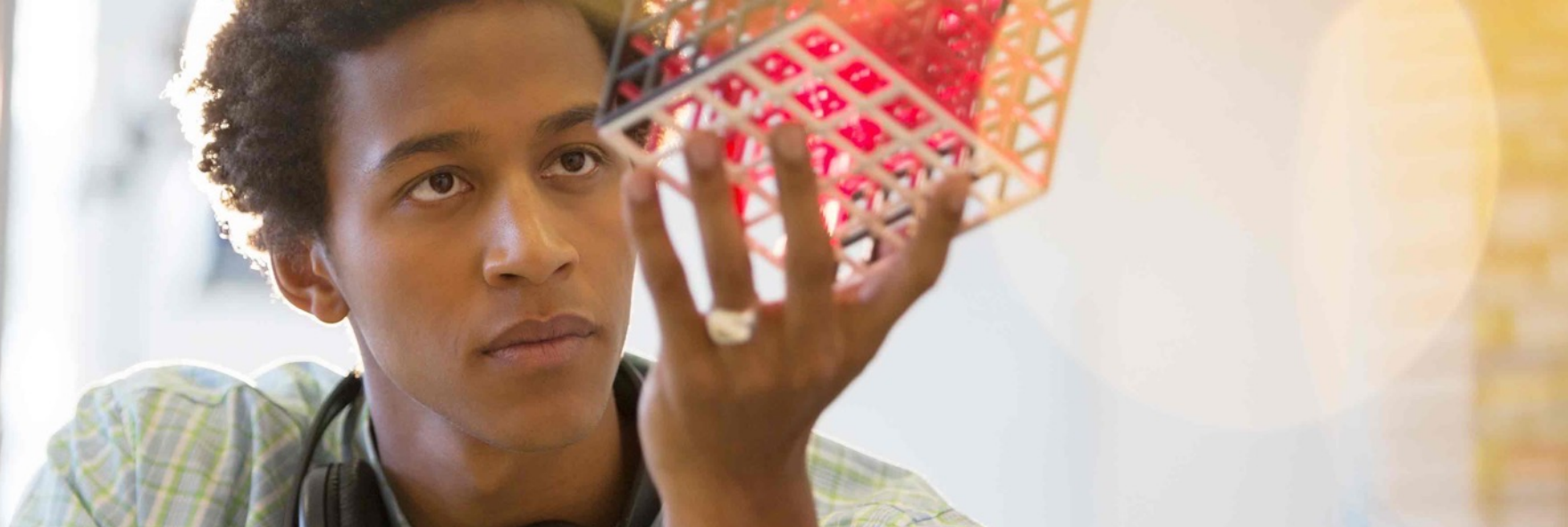
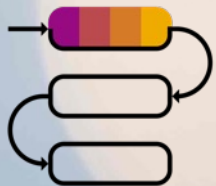
2. Try any S/4HANA accelerator from [SAP Process Automation Store](#) with your S/4HANA instance

2. Go through [tutorial](#) to try build a custom automation for your S/4HANA



3. Realize the potential of SAP Process Automation





For More Information on SAP Process Automation:

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Thank you.

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