



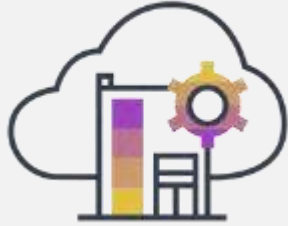
# SAP Business Process Intelligence (BPI)

Salvatore De Caro, SAP BPI Architect  
February, 2022

INTERNAL – SAP and Customers only

# Le principali sfide della digitalizzazione

Le organizzazioni non riescono a innovare alla velocità richiesta dal business



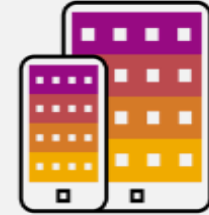
Requisiti dei clienti in rapida evoluzione che accelerano la domanda di soluzioni cloud

"La pandemia sta accelerando la domanda di cloud, con il 59% delle aziende che prevede che l'uso del cloud superi i piani a causa del COVID-19."<sup>1</sup>



Risorse di sviluppo limitate, inibiscono la digitalizzazione

"La mancanza di competenze è stata citata come la sfida numero uno in un recente sondaggio del Gartner Research Circle e i CIO hanno identificato la "mancanza di competenze e risorse" come il più grande ostacolo al successo".<sup>2</sup>



Infrastrutture IT complesse, con un numero crescente di applicazioni gestite dalle aziende

Le grandi aziende gestiscono in media 129 applicazioni diverse, con un numero totale in aumento del 68% dal 2015.<sup>3</sup>

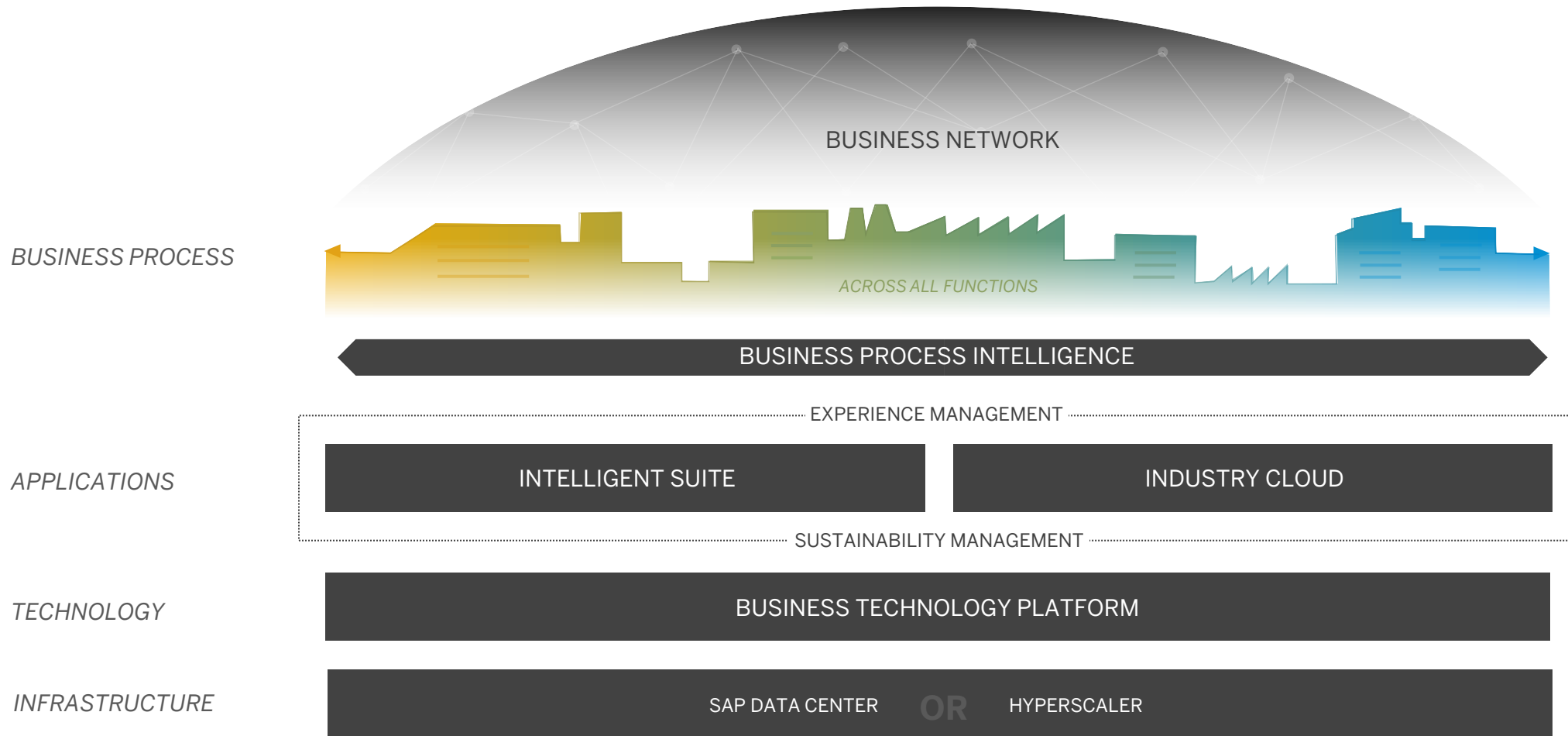
1. "Maximizing the Impact of Technology Investments in the New Normal," CIO Insider, Deloitte, 03 February, 2021, Khalid Kark, Jagjeet, Gill, and Tim Smith.

2. "Forecast Analysis: Low-Code Development Technologies," 22 January 2021, Fabrizio Biscotti, Paul Vincent, Jason Wong, Laurie Wurster. GARTNER is the trademark and service mark of Gartner Inc., and/or its affiliates and has been used herein with permission. All rights reserved.

3. "Employees Are Accessing More and More Business Apps, Study Finds," The Wall Street Journal, 07 February, 2019, Angus Loten.

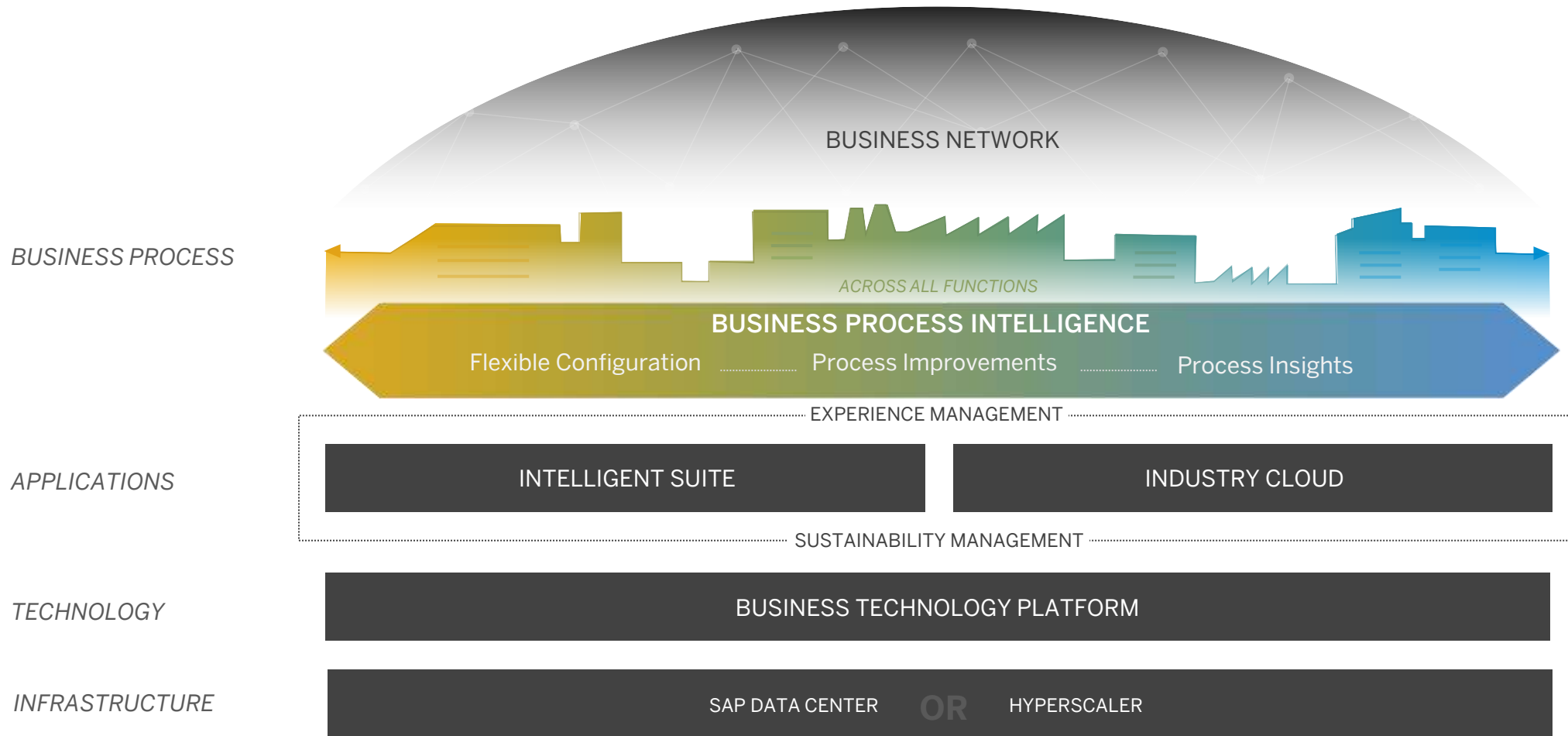
# INTELLIGENT ENTERPRISE

Evolved Vision.



# INTELLIGENT ENTERPRISE

## Evolved Vision.



# BPI = Intelligent Business process management

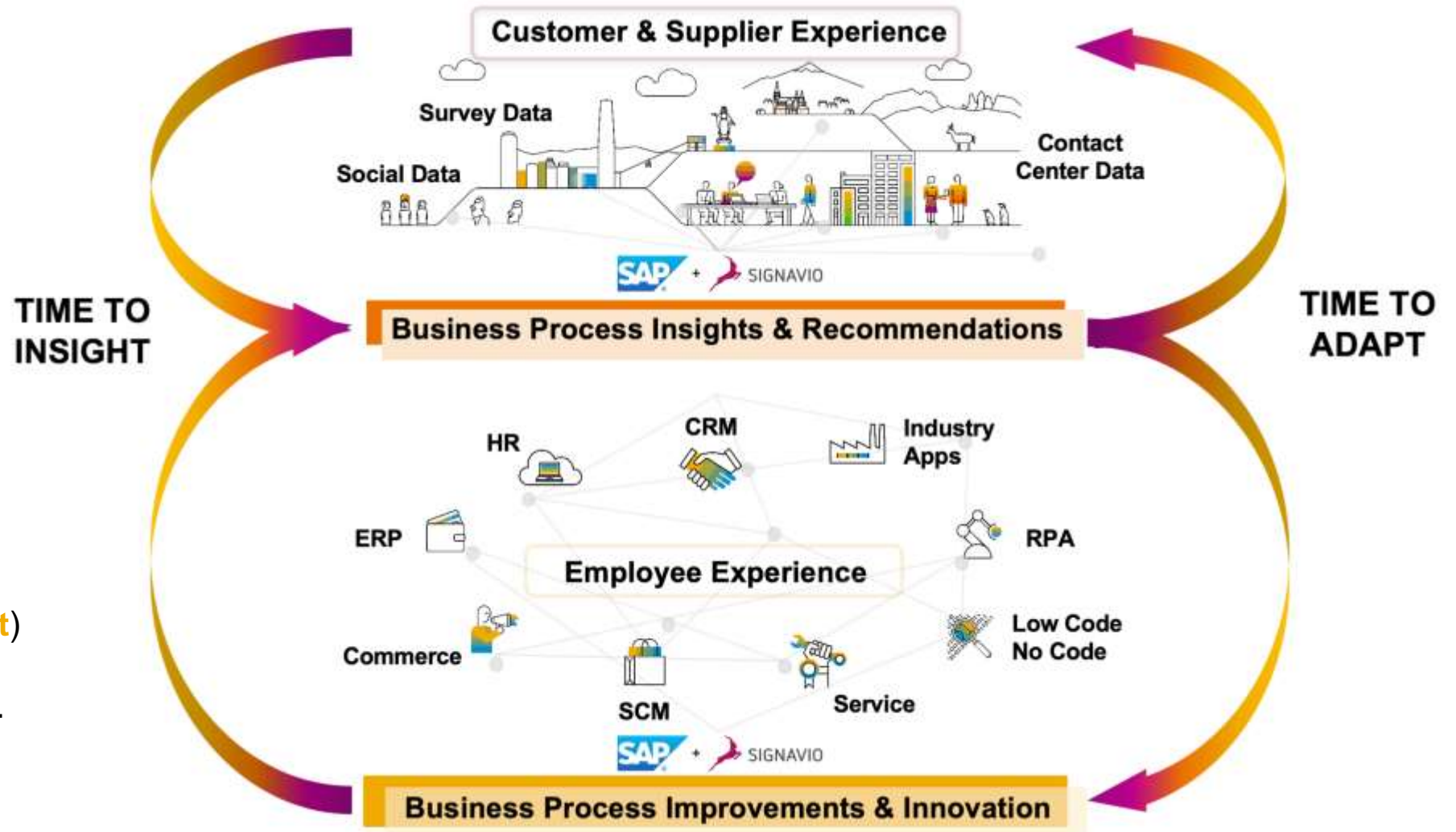
- ❑ **Il compito della BPM** è scoprire, analizzare, progettare, monitorare, gestire e ottimizzare i processi
- ❑ **Il principale valore** che BPM offre per il successo operativo di qualsiasi azienda è la modellazione, il miglioramento e la gestione dei processi interfunzionali per generare migliori risultati di business.
- ❑ **Perché è importante**
  - ❑ Si tratta di gestire il business nel modo più efficiente ed efficace possibile.
  - ❑ Può essere sfruttato per aumentare la qualità del servizio, l'efficienza e l'agilità operativa, la conformità alle normative o l'esperienza del cliente e altri scenari.
  - ❑ Stabilisce un linguaggio comune tra IT e business per promuovere il miglioramento continuo.

# SAP Signavio Process Transformation Suite

## La nostra vision per il business process management

La trasformazione continua dei processi diventa una fonte di vantaggio competitivo duraturo.

In questo contesto, il tempo per acquisire informazioni (**Time To Insight**) e il tempo per adattarsi (**Time To Adapt**) sono fondamentali per diventare imprese intelligenti.



# SAP Signavio supporta enterprise transformation & process excellence

## Enterprise Transformation

### Business Transformation

- New business models
- Process harmonization and simplification
- Process consolidation inc. shared services
- Equip for mergers and acquisitions
- RISE with SAP transformation project...



### IT Transformation

- Conversion to SAP S/4HANA
- Return to standard code
- ERP consolidation
- Digital foundation

### Process focus

*(to address a particular process area)*

- Order to cash (O2C)
- Purchase to pay (P2P)
- Lean manufacturing
- Service management



### Performance initiatives

*(cross- or multi-functional)*

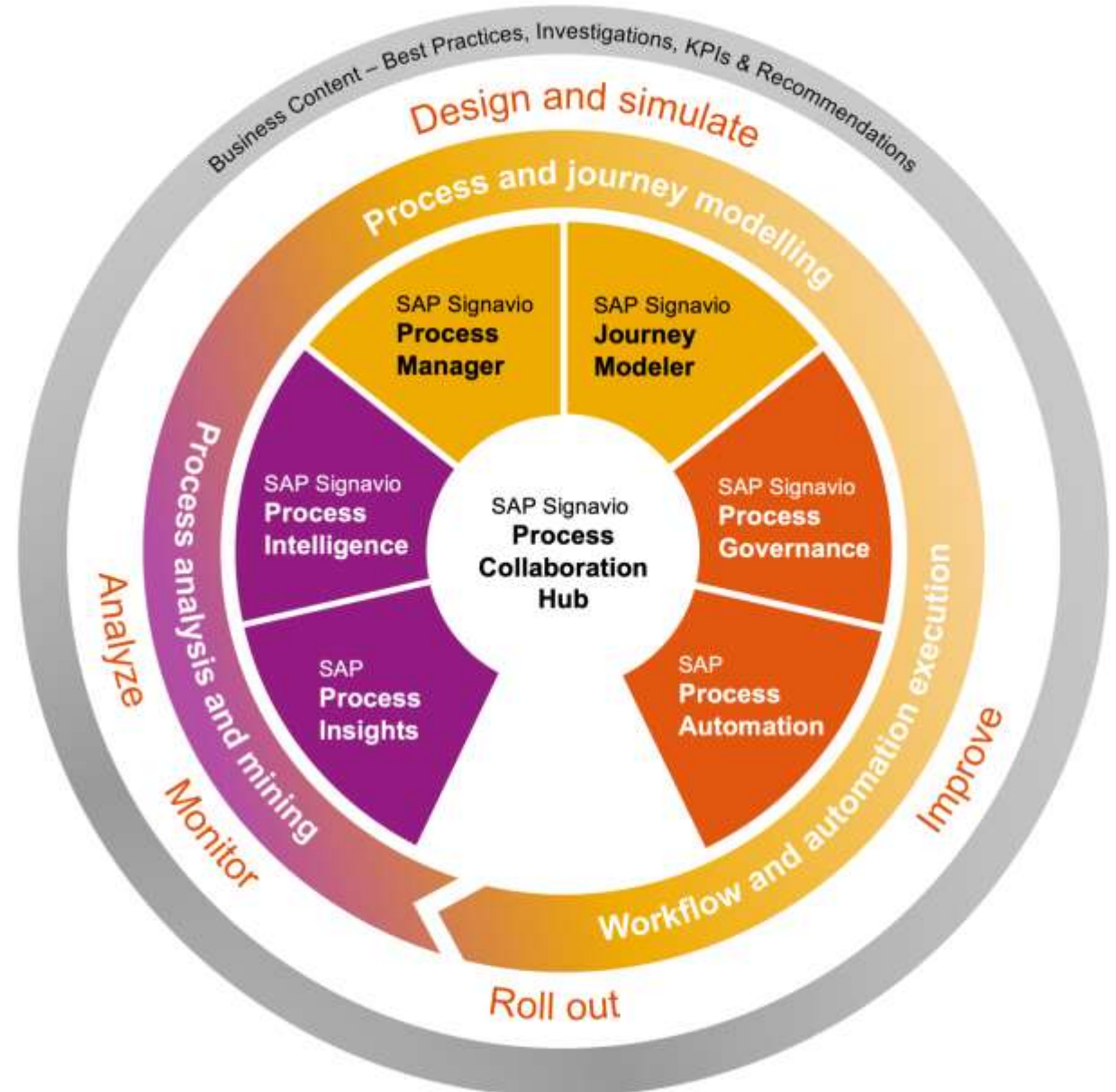
- Customer Excellence
- Efficiency
- Cycle time acceleration
- Governance, risk, and compliance

## Process Excellence



# SAP Signavio Process Transformation Suite

Una piattaforma di gestione dei processi basata su cloud che offre alle aziende la possibilità di comprendere, migliorare e trasformare tutti i processi aziendali - velocemente e su larga scala

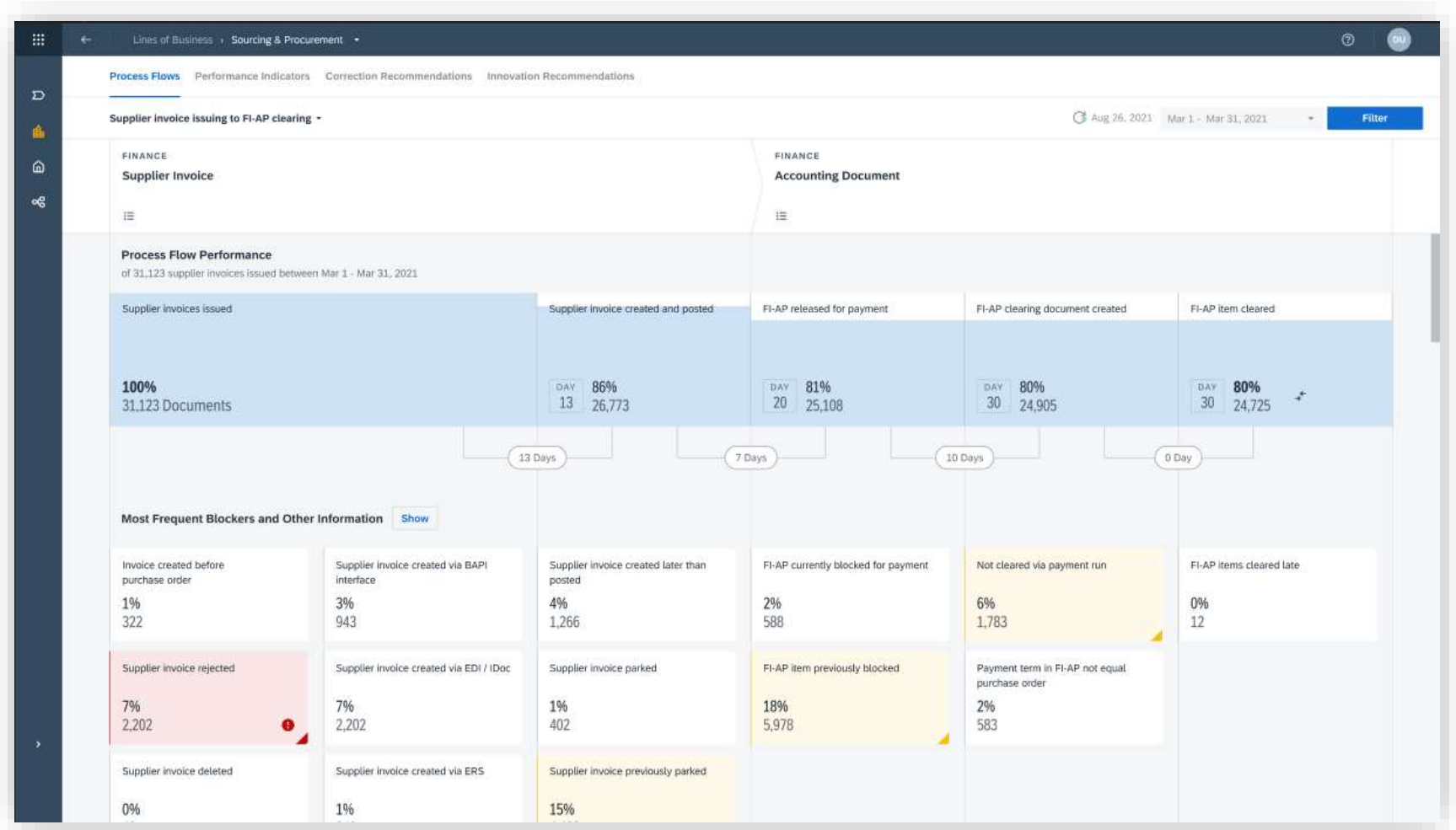




# SAP Process Insights



Analisi "out of the box" dei principali processi su **SAP ERP**, con suggerimenti per correzioni ed innovazioni volte a migliorare le performance

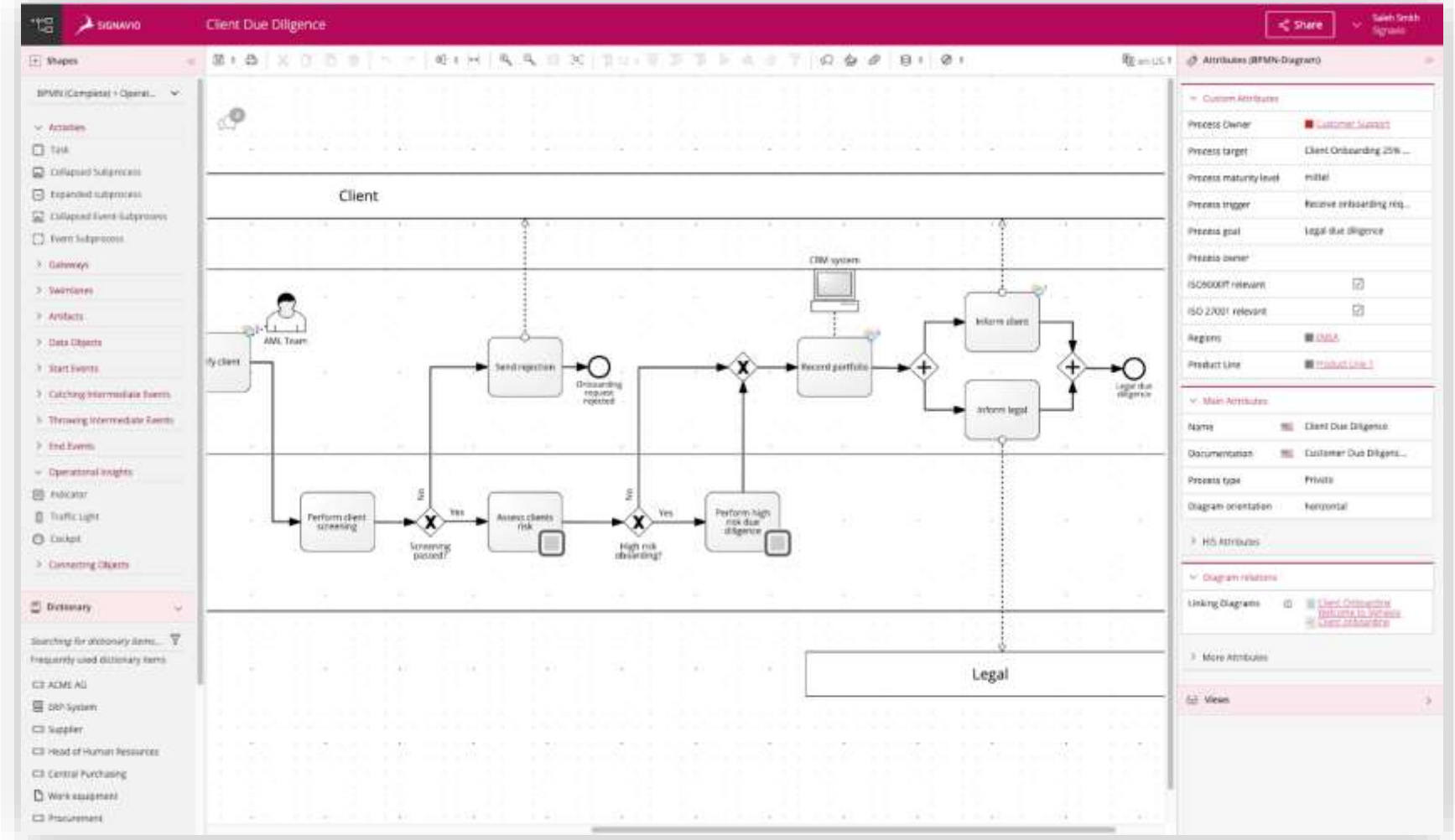
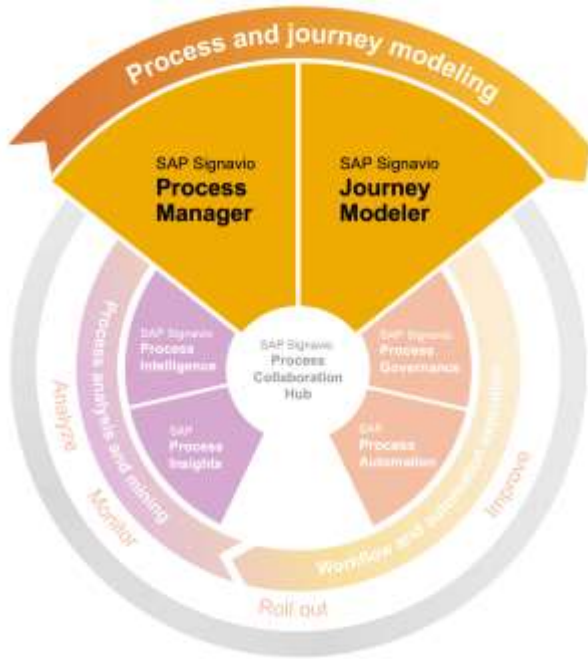


# SAP Signavio Process Intelligence



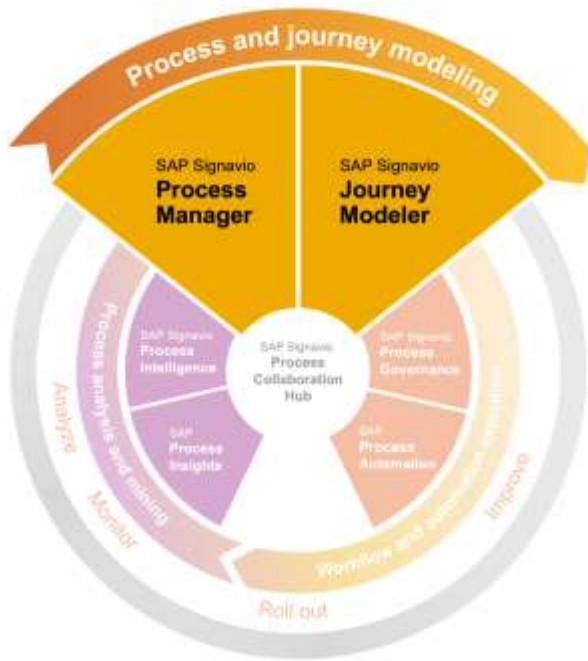
Scavare nei dati di processo generati nei sistemi IT per ottenere **visibilità** approfondita e identificare le leve per il miglioramento

# SAP Signavio Process Manager



Gestione, simulazione e modellazione standardizzate del processo

# SAP Signavio Journey Modeler

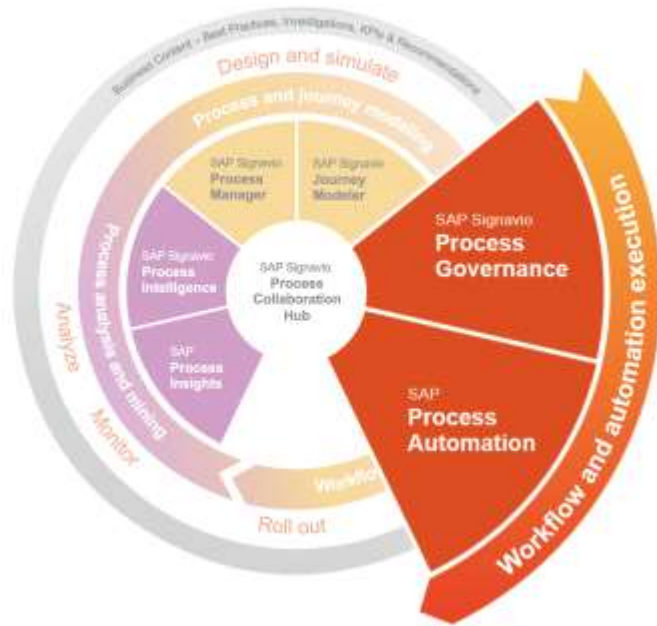


Stages	EXPLORATION	AWARENESS	CONSIDERATION	PURCHASE	DELIVERY	
Storyboard	[Icon: Person in hammock]	[Icon: Person reading newspaper]	[Icon: Person at computer]	[Icon: Person with stars]	[Icon: Shopping cart]	
Steps	Search for a product	Know the product	Compare	Evaluate	Add products to cart	
Customer Goals	Lower the stress	Know about the product	Research alternatives	Decide on the best option	Order effortlessly	
Customer Thoughts	With this Covid-19 thing, I'm completely stressed. I find baking relaxing but I need new inspiration	I learned of this new product to create cakes with outstanding shapes while browsing Pinterest	I started searching the web for competitors and alternatives. Eventually I used some comparison sites	To get more information I went to their websites. How many cake molds...and check the reviews!!	I added a couple of products to the shopping cart while browsing their catalog. I'm excited, I could buy everything	I checked out from my shopping cart with my preferred payment method. Everything went smooth

Collegare le interazioni dei clienti con dati esperienziali, ruoli, modelli e performance di processo



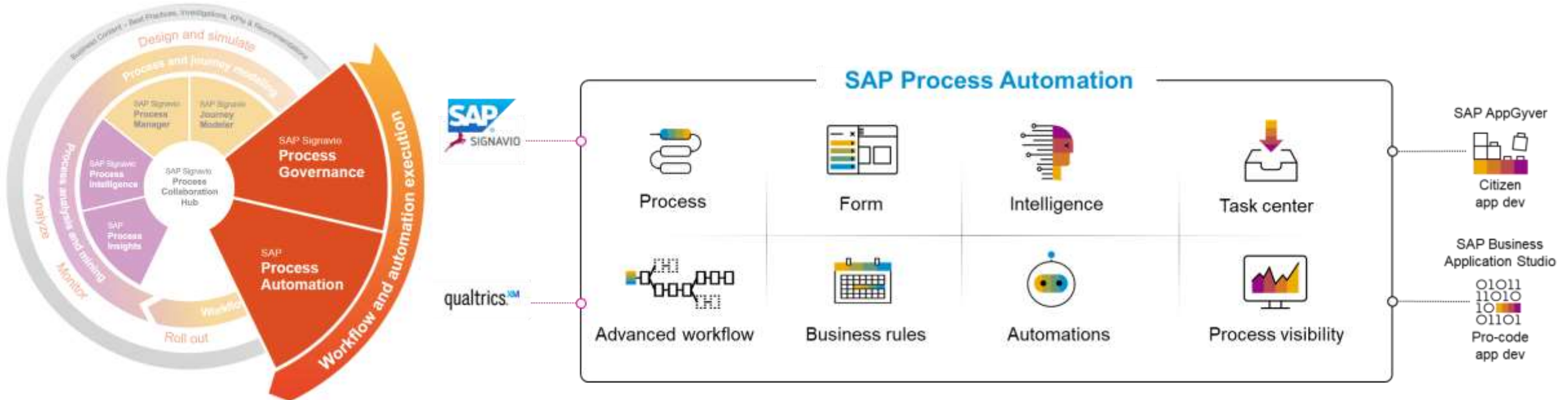
# SAP Signavio Process Governance



Mantenere la conformità organizzativa e normativa di tutti i processi documentati

# SAP Process Automation

Introdurre miglioramenti nel flusso di processo attraverso la tecnologia



Introdurre **miglioramenti** nel flusso di processo attraverso la tecnologia

- Tutte le funzionalità avanzate di gestione del flusso di lavoro disponibili (regole, visibilità dei processi, flessibilità dei processi, AI)
- Funzionalità RPA integrate per combinare prontamente le automazioni dei bot con i flussi di lavoro
- Contenuto e artefatti riutilizzabili (come bot, componenti del flusso di lavoro, fasi del processo, azioni)
- Integrato con le applicazioni SAP, sfruttando gli strumenti di sviluppo di applicazioni SAP per le estensioni (da LCNC a pro-code)



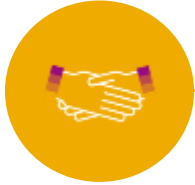
# SAP Signavio Process Collaboration Hub



Coinvolgere l'intera organizzazione in iniziative di trasformazione e di eccellenza dei processi e favorire la condivisione della conoscenza in un ambiente di collaborazione cloud-native

# SAP Signavio Process Transformation Suite

## Principali benefici



### Allineamento in tutta l'organizzazione

- Coinvolgere tutte le parti interessate nella progettazione delle evolutive. Ottenere il consenso sulle proposte di miglioramento. Stabilire metodologie di processo.
- Modellare, governare, condividere e collaborare a processi e azioni con una soluzione all-in-one.



### Unire esperienza ed eccellenza di processo

- Combinare prospettive esterne e interne per tradurre l'esperienza di clienti, fornitori e dipendenti nella propria realtà operativa.
- Usare l'analisi dell'esperienza e combinala con i dati operativi per capire come vengono percepiti i propri prodotti e servizi.



### Riduci il tempo per ottenere informazioni dettagliate

- Scoprire obiettivamente come si opera oggi e sfruttare i dati per individuare e valutare i potenziali miglioramenti dei processi in base alla simulazione di scenari alternativi.
- Eseguire un benchmark tra unità aziendali, sistemi e sussidiarie per identificare potenziali miglioramenti in base a problemi e incoerenze nell'esecuzione dei processi.



### Aumentare agilità e ridurre tempi di azione

- Costruire una mentalità di miglioramento dei processi e una condivisione mentale collaborativa sulla futura trasformazione dei processi. Costruire resilienza nei propri processi.
- Identificare ed eseguire opportunità di miglioramento con configurazioni, metriche e suggerimenti su misura.

# Business Process Intelligence (BPI) – Partner Survival Links

## LEARNING RESOURCES

### [Learning Journey: Business Process Intelligence - Sales and Presales](#)

Learn about Signavio and Business Process Intelligence for Sales and Presales

### [SAP Training: BPI](#)

- [Introduction into BPMN 2.0 and SAP Signavio Process Manager](#) - This training includes a comprehensive introduction to the SAP Signavio Process Manager and the SAP Signavio Collaboration Hub. Besides the product introduction, it's focused on the basics to model business processes according to the international industry standard BPMN 2.0 by using the features of SAP Signavio Process Manager.
- [Introduction into SAP Signavio Process Intelligence for Analysts](#) - This one-day training introduces process mining and guides through the functionalities of SAP Signavio Process Intelligence by creating an actual analysis based on a training data set. Small exercise are part of the training to analyze a sample process, conspicuous process flows, conformity and key performance indicator.

### [Webinar Enablement Series: Business Process Intelligence](#)

Designed to help SAP Partners understand and effectively position business process intelligence

- [Business Process Intelligence with Signavio](#)
- [Unleash the Power of Process - Introduction to Signavio](#)
- [How Can a Partner Benefit from Business Process Intelligence from SAP?](#)
- [How Does an SAP Partner Set Up a Business Process Intelligence Practice?](#)
- [Hands on with Signavio \(Technical Academy\)](#)
- [How Does Business Process Intelligence from SAP Help Partners Optimize the Purchase to Pay Process?](#)
- [How Does Business Process Intelligence from SAP Help Partners Optimize the Order-to-Cash Process?](#)
- [How to Secure SAP S/4HANA Transformations with BPI and to Accelerate the Project's Sales Cycle?](#)
- [SAP Process Intelligence by Signavio - Quick Overview Access](#)

### [Deep-dive Product Training](#)

- [Replay: SAP Signavio Process Manager and Collaboration Hub - Product Training](#)
- [Replay: SAP Signavio Process Intelligence, Focus Business Analyst - SAP Signavio Solutions Training](#)

[Brochure: Signavio - The Complete Solution to a Fast and Risk-Free SAP S/4HANA Migration](#)

[Video: Business Process Intelligence as Part of RISE with SAP](#)

[BPI BattleCard](#)

## SAP BPI Key events replays

### [Sapphire 2021: BPI content](#)

- [BPI - E2E Vision Demo - Transform your Business Model](#)
- [BPI - E2E Demo - Drive Global Harmonization and Innovation](#)

### [BPI Tour 2021 – Replay](#)

## SAP Signavio Partner Resources

- [Free 30 day Trial Account](#)

## DEMO RESOURCES

### [BPI demos on SAP Demo store](#)

- [BPI Signavio ERP Transformation Demo \(17588\)](#)
- [Order to Cash with SAP Signavio \(18005\)](#)
- [Purchase to Pay with SAP Signavio \(Technical Academy\) \(18006\)](#)
- [Capital Expenditure with SAP Signavio, Workflow, and iRPA \(Technical Academy\) \(18007\)](#)
- [SAP Business Process Intelligence \(Experience Academy\) \(18027\)](#)

[Signavio Partner Sales Materials - How to Pitch High-Level Sales Presentation: Introduction to Business Process Intelligence](#)

## BPI Success Stories

- [Signavio References E-Book](#)
- [How SAP is leveraging BPI for its own transformation by CFO Luka Mucic \(VIDEO\)](#)

# Thank you.



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