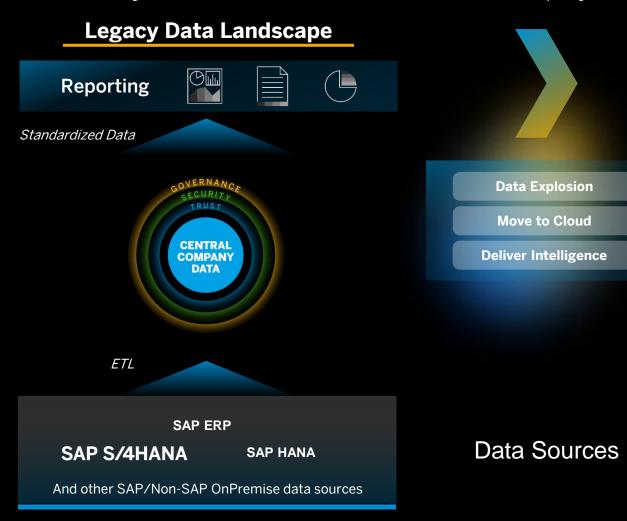
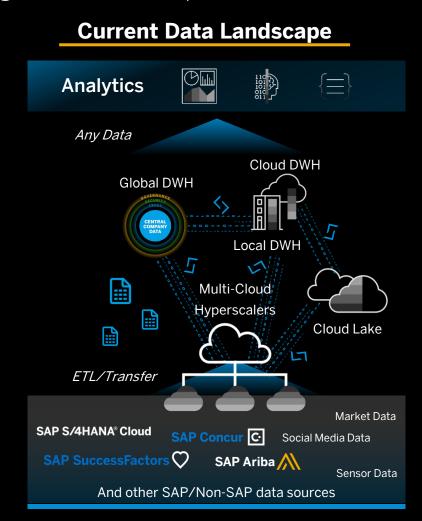


Trends and Challenges in Data Management

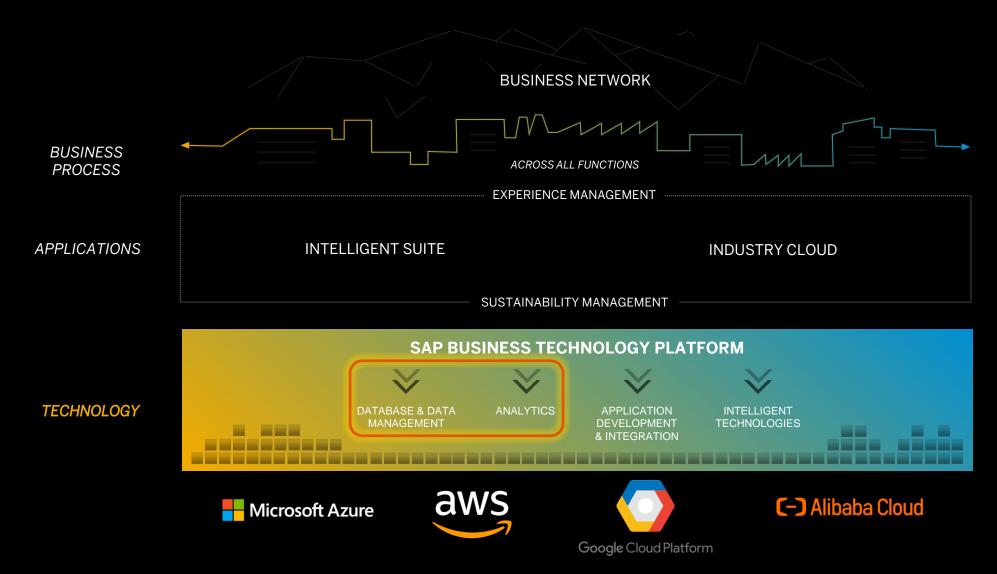
By 2022, 75% of all databases will be deployed or migrated to a cloud platform¹







SAP Business Technology Platform



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Give data purpose, with SAP's Unified Data and Analytics UNITE **TRUST** both SAP and non-SAP data your data-driven insights together with one unified foundation to make an impact CHAMPION and take charge of your transformation to the cloud

SAP Analytics Cloud



Business Intelligence Enterprise Planning

Business Intelligence, planning and predictive analytics

3rd Party

ΔPIs

SAP Data Warehouse Cloud



Business Layer

Spaces

Cloud



Orchestratio

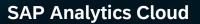
Integratio

Self-service modeling, data democratization, end-to-end data warehouse



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Business Intelligence Enterprise Planning

Business Intelligence, planning and predictive analytics

3rd Party

APIs

SAP Data Warehouse Cloud



Business Layer

Spaces

Data Flow

SAP Data Intelligence Cloud



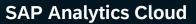
Orchestration

Integration

8

Self-service modeling, data democratization, end-to-end data warehouse

Powered by SAP HANA Cloud





Business Intelligence Enterprise Planning

Business Intelligence, planning and predictive analytics

3rd Party

APIs

SAP Data Warehouse Cloud



Business Layer

Spaces

Data Flow

SAP Data Intelligence Cloud



Orchestration

Integration

9

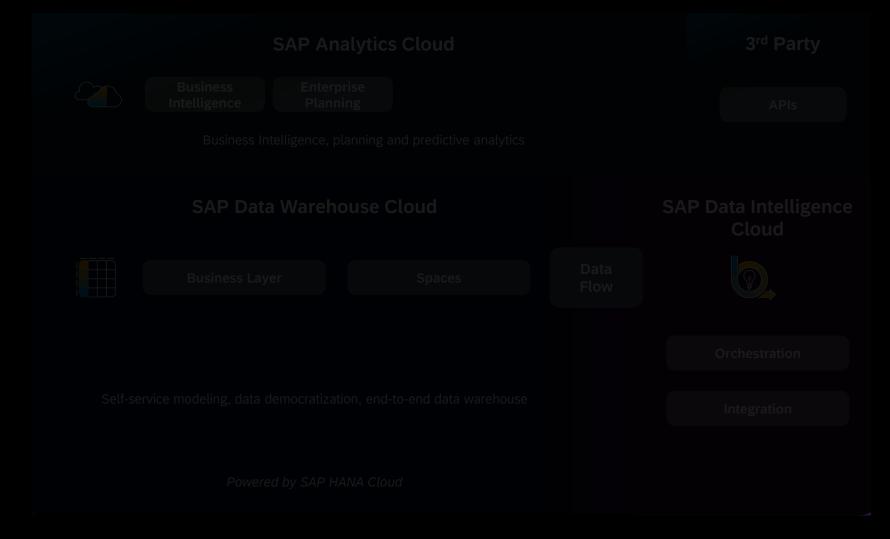
Self-service modeling, data democratization, end-to-end data warehouse

Powered by SAP HANA Cloud

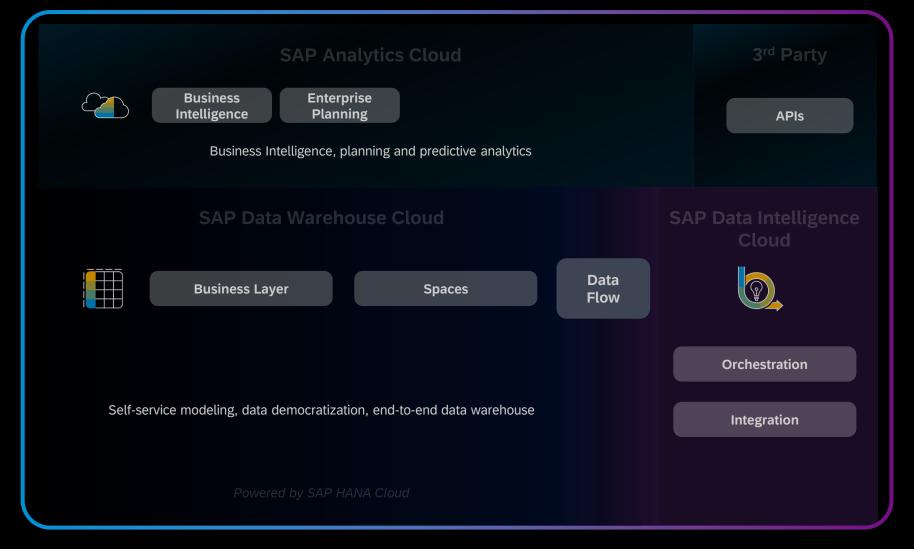


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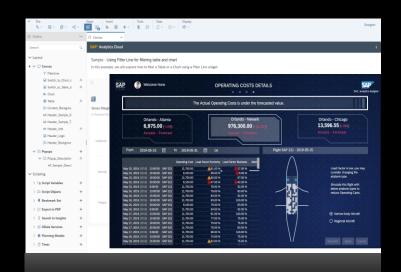
10



SAP's Data-to-Value Portfolio



Empower Business Users and Analysts with the Agility of self-service Bl



Analytic Applications

Fulfill unique and advanced use cases and workflows with analytic applications built with Analytics

Designer



Dashboards & Visualizations

Deliver stories to end users that enable them to discover, analyze, plan, and predict all in one seamless user experience.

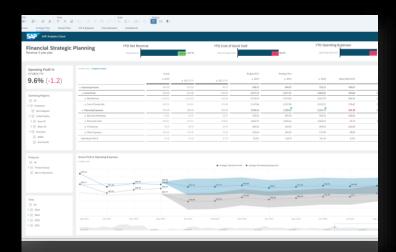


Enterprise Reporting

Design formatted, multi-page reports, that users can consume on desktop or mobile, or schedule for offline viewing.

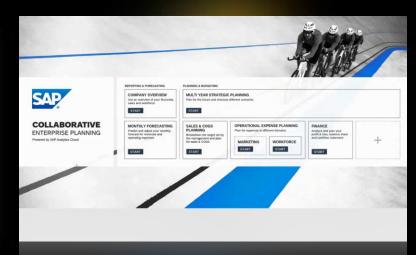
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Extended Planning & Analysis



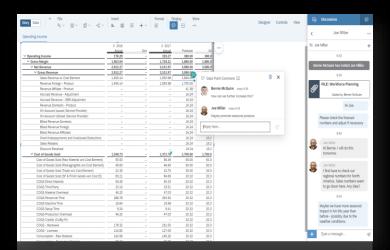
Company-wide analytics

Create and modify versions of a planning model for data-driven budgeting, forecasting, and analysis from one cloud interface.



Predictive planning

Understand your business today and tomorrow with predictive forecasting and machine learning tools.



Collaborative planning

Plan across all lines of business to turn real-time insight into action, ensure strategic alignment, and decide confidently.

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Predictive Planning automates Roche Planning ProcessSAP Analytics Cloud

66

Our 10-year ambition requires a radical shift in the way we work. I am excited to see Finance at the forefront of this digital transformation.

Alan Hippe, Chief Financial and IT Officer

"



Hours to generate a
CHF 4 billion financial
forecast vs several
weeks involving 30
Finance resources

14k

Out of 20k forecast entry data points now automated with SAP Analytics Cloud

7%

Improvement in forecast accuracy using predictive planning vs manual process



Finalist!



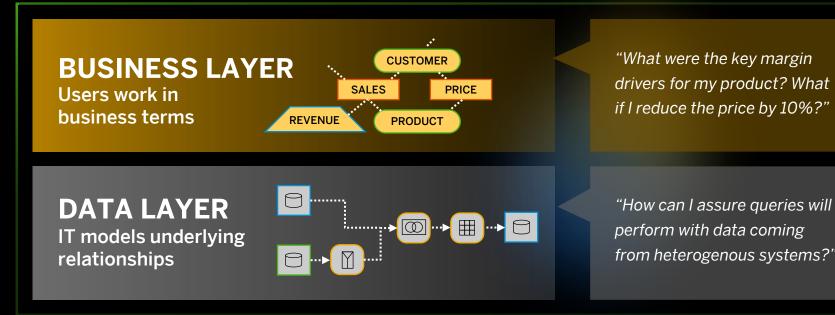
A new Paradigm: SAP Data Warehouse Cloud



SAP Data Warehouse Cloud goes beyond classical Data Warehousing and brings IT and Business together



Collaborate in Business Terms



drivers for my product? What if I reduce the price by 10%?"

from heterogenous systems?"

BUSINESS CATALOG

Users discover available assets & work on common KPIs

> "How is the margin of the product calculated? Where do I find it?"

- Business entities and relationships with business language
- Model standardization and reuse for efficiency
- Independence for business users from IT

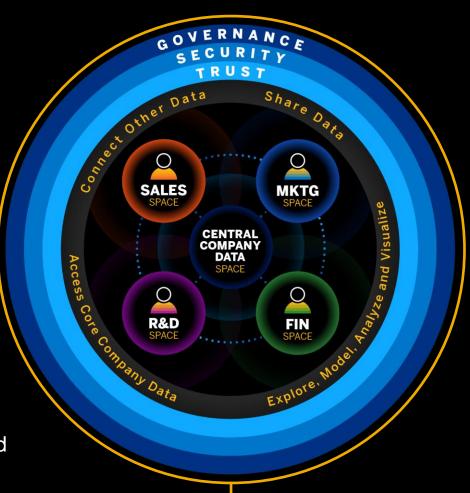
Empowering Business Users: Introducing Spaces



Connect own data from files and third-parties with company data within the zone of trust



Access core company data for self-service analytics – flexibly and securely





Share data and results with other user groups – with data remaining in the zone of trust



Explore, model, analyze and visualize data – working with data in business terms

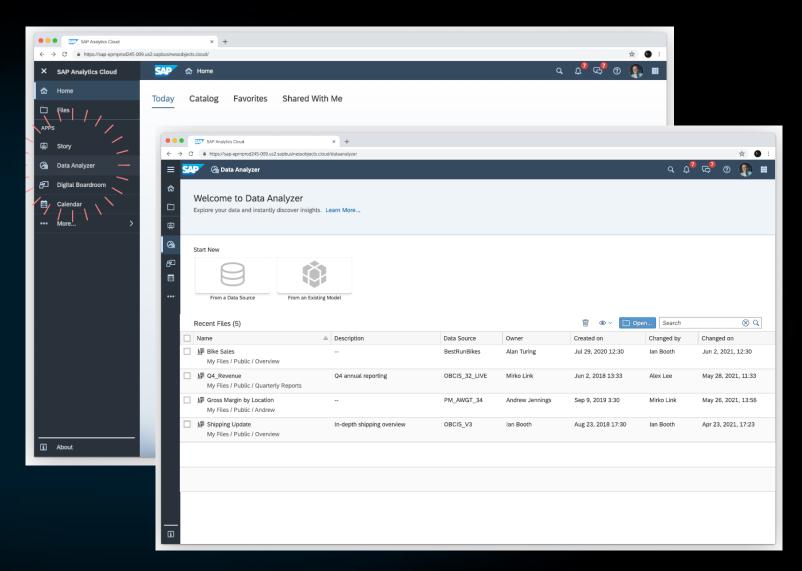
Spaces **empower business users** and enable self-service modeling and data integration while **ensuring governance**

Innovation in SAP's Data-to-Value Portfolio



Data Exploration for Information Consumers

- With the release of the <u>New</u>
 <u>Product Navigation</u>, SAC
 now follows a modular
 design paradigm
- Data exploration will have its own Starting Page
- Data Analyzer can be accessed independently and at any stage of the Analytics workflow



Data Marketplace: From Demand to Product

1. I need data



2. Explore data products



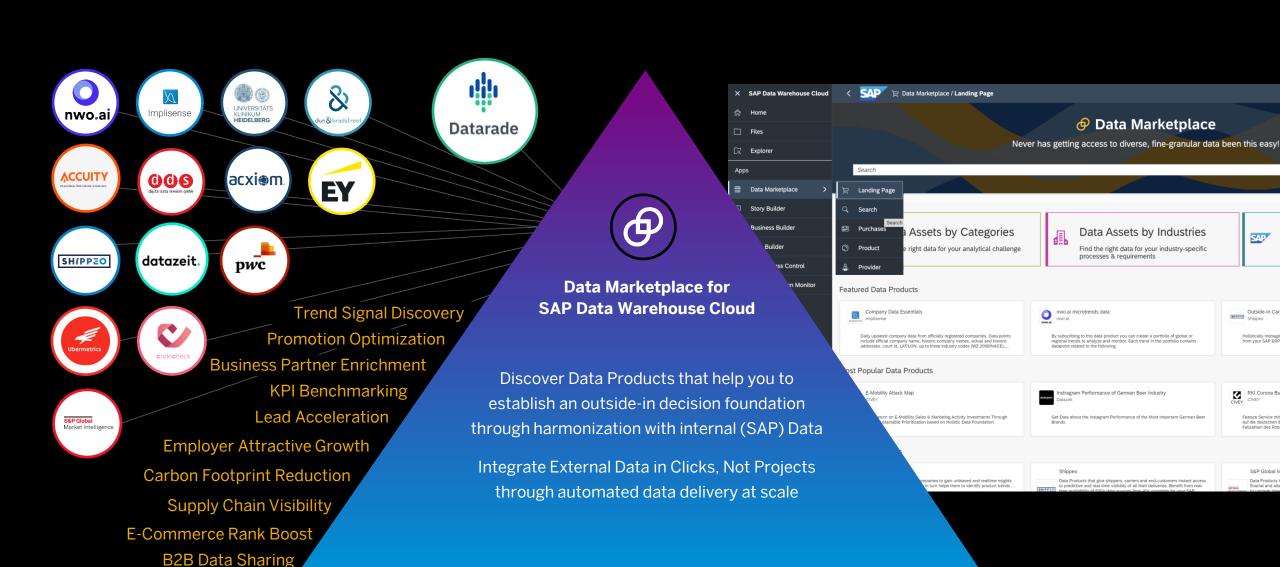
3. Understand and test

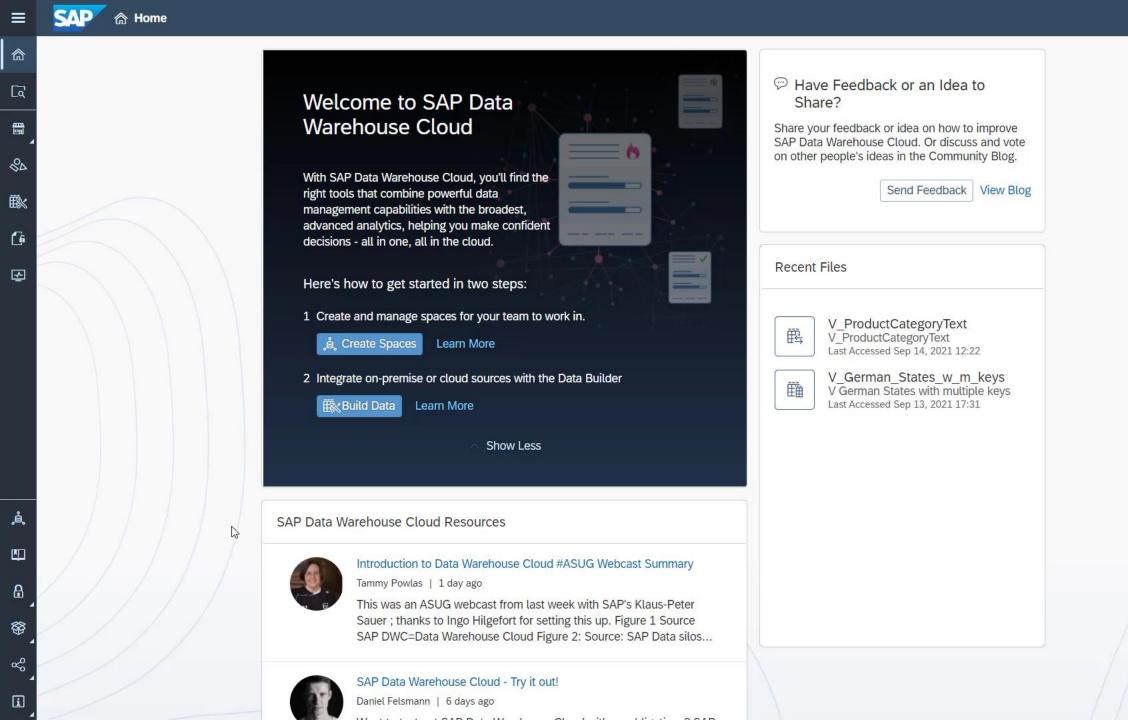


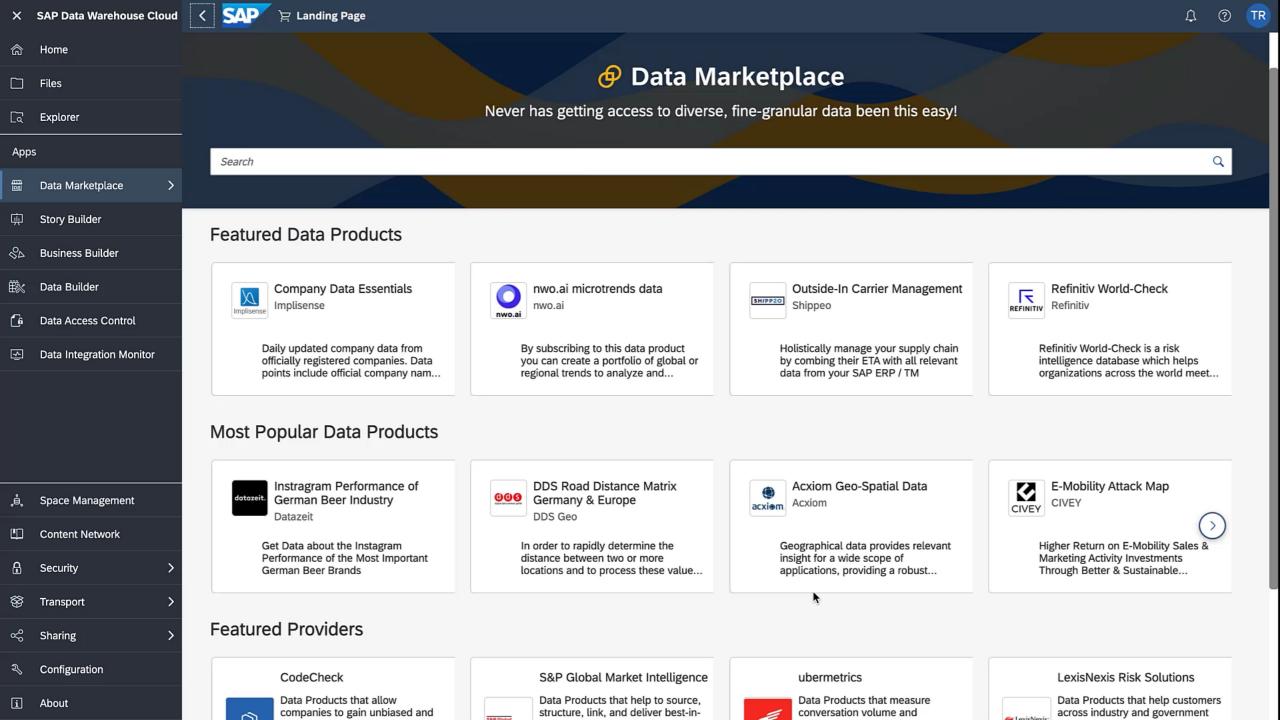
4. Load data product

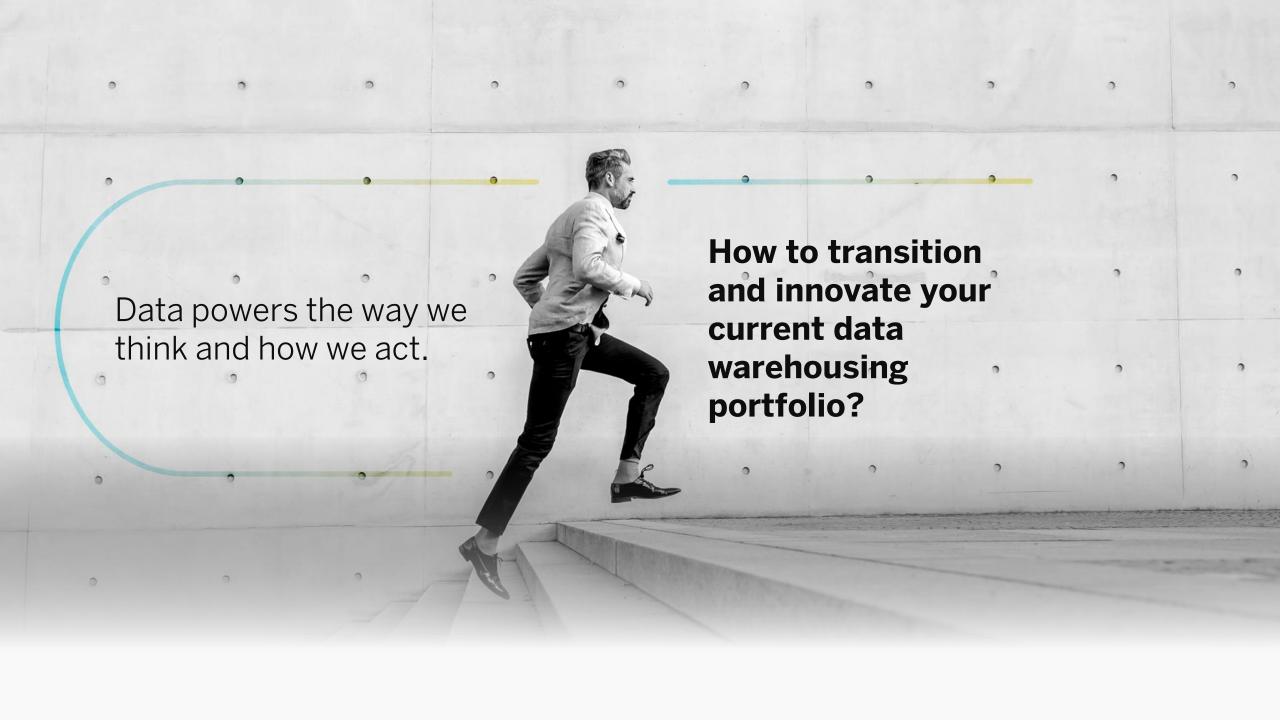


Data Marketplace for SAP Data Warehouse Cloud









The Challenge for SAP BW users

Embracing innovation in the cloud with self service while preserving existing investments

How to leverage existing SAP BW assets and skills?

- How to retain instant access to SAP data while expanding data reach?
- How to empower users and scale insights across the enterprise?



SAP and non-SAP data

Rapid Innovation







SAP Data Warehouse Cloud, SAP BW Bridge

With SAP BW bridge for SAP Data Warehouse Cloud, you can reuse your existing SAP BW investments to innovate and extend your data reach in the public cloud without compromising instant connectivity to SAP Business Suite & SAP S/4HANA data









Planned availability from Q4 2021 (tool-supported move from Q1 2022)

Why SAC Planning and SAP Data Warehouse Cloud are growing together

Use Data Warehouse Cloud as the data access layer to any source system.



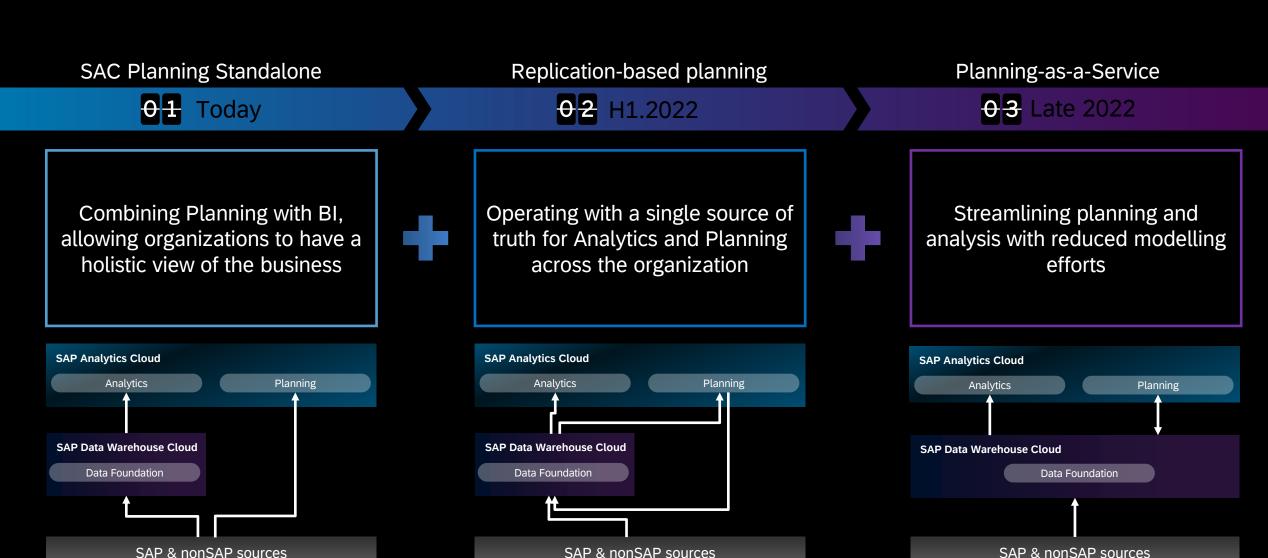
Establishing one harmonized data repository is needed and reducing modelling efforts for planning



Support SAC planning on live and acquired data alike.



SAP Analytics Cloud and SAP Data Warehouse Cloud growing together.

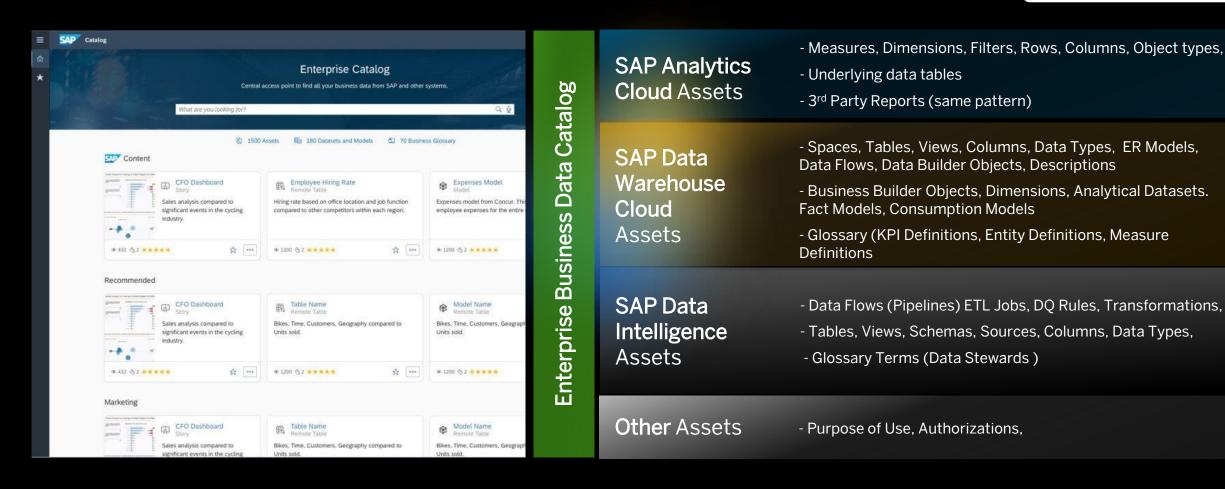


^{*} This is the current state of planning and can be changed at anytime 30

One Catalog Vision: A single View across Data Assets for Transparency &

Collaboration

Planned for H2/2022



A unified enterprise catalog across SAP Data Warehouse Cloud, Data Intelligence & Analytics Cloud helps customers organize for #GenerationData

SAP Data Warehouse Cloud | References & Use Cases

BUSINESS EMPOWERMENT









Empowers Sales with enterprise data with S/4, BW/4, DWC, and SAC

Empowers business users with data access with BW/4, DWC, and SAC

Accelerates real-time finance analytics with S/4, DWC, and SAC

Achieves agile decision making with DWC, SAC, and Digital Boardroom

SAP INTEGRATION



Simplifies data landscape with S/4, SuccessFactors, Concur, DWC, and SAC BI & Planning



Optimize marketing with Marketing Cloud, DWC, and SAC



Builds a resilient Supply Chain with ECC, BW7.5, DWC, and SAC



Optimizes Supply Chain with ECC, DWC, and SAC

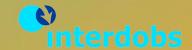
OPENNESS



MBCC GROUP



Connects global data for a single source of truth with BW/4, DWC, and SAC



Deploys a uniform reporting platform with S/4. DWC, and SAC

Empowers finance with profitability insights via S/4, DWC, BOBJ, and SAC

Accelerates analytics across lines of business with S/4 and DWC

SAP Data Warehouse Cloud

CUSTOMER STORIES:



Reduced

prep time for sales calls from days to hours

>6

non-SAP sources connected by 2022

3000

analytics users



Data is an essential part of **Porsche's** mission of intelligent innovation. To get the most out of their data, Porsche successfully modernized their entire data landscape with SAP. First, they deployed SAP Analytics Cloud to streamline sales data for their global network of dealerships. Now, with SAP Data Warehouse Cloud, they brought data-driven capabilities to the rest of the organization.

PAIN POINT

- Lacked efficiency when utilizing multiple spreadsheets to extract and analyze data
- Manual process meant that preparing for sales meetings could take days and slow down the closing of deals.
- X Data was siloed in multiple sources

SOLUTION

- Consolidated all data sources into one end-toend data to analytics solution, SAP Data
 Warehouse Cloud
- Connected non-SAP data (S3, MS SQL Server, Oracle, DynamoDB, Fileshares) with SAP data (BW/4HANA)
- Gained a broader view of sales data and accelerated the closing of deals with all the information presented in one SAP Analytics Cloud dashboard
- Cut prep time for sales meetings from days to a mere hours



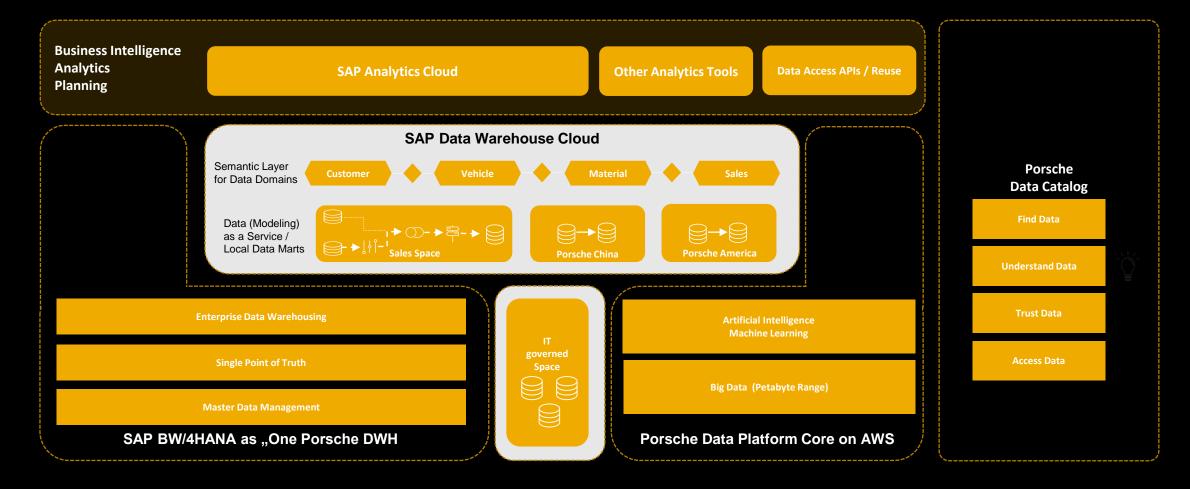
"We used SAP Analytics Cloud and SAP Data Warehouse Cloud to improve efficiency, performance, and intelligence. Together, these two solutions helped us transform our data capabilities throughout the company. We needed to bring together all our existing systems and ensure that the right end-users could easily access the data they needed. SAP Data Warehouse Cloud was the perfect solution to transform our data architecture without a heavy investment."

Markus Hartmann
IT Project Management Lead at Porsche

For more details check out the blog on Porsche and SAP Data Warehouse Cloud

Porsche Data Management Target Architecture





Key Takeaways



E2E converging cloud portfolio drives value in BI, Data Warehousing and Planning



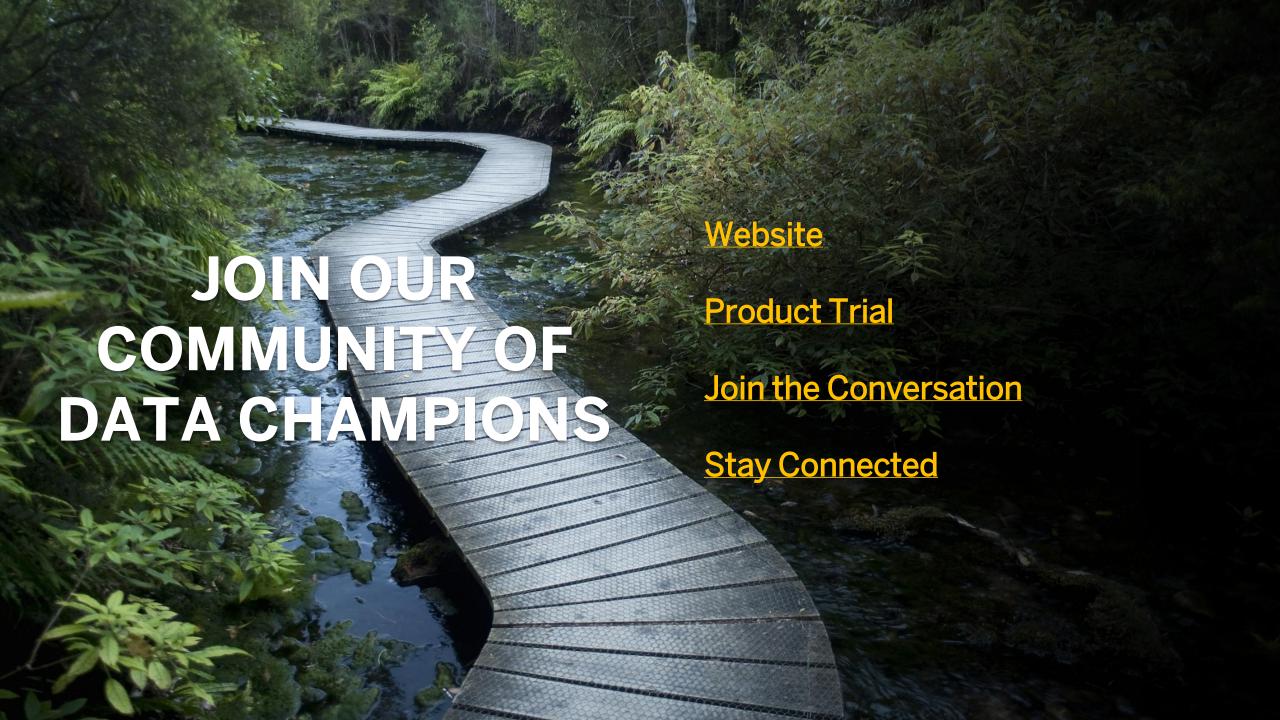
We cater for variety of personas from Technical Expert to Casual Business User



Innovation enables new use cases but also provides seamless way to the cloud



Get in touch with us to discuss your objectives, architecture and potential



Thank you and stay safe!

Mohamed Abdel Hadi

VP Product Management & Strategy SAP Data Warehouse Mohamed.Abdel.Hadi@sap.com

Join me on LinkedIn!



