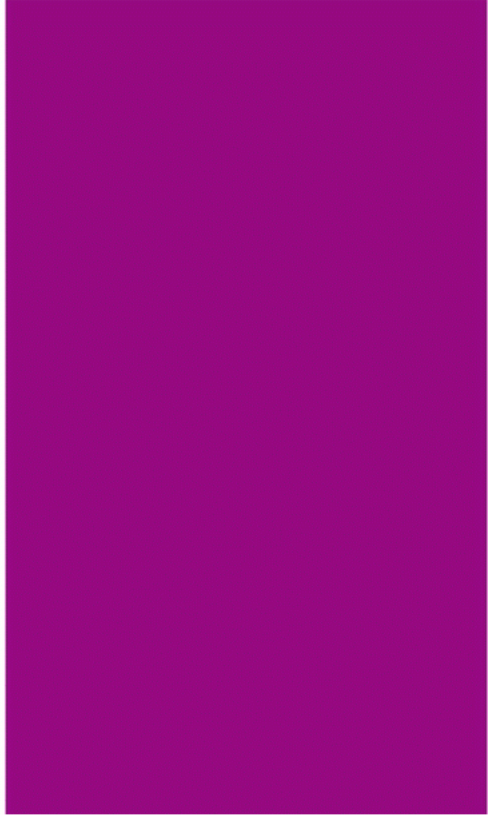




The secret of successful
transformations - unleash the
combined power of business
and IT

Fabian Erbach
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September 2023

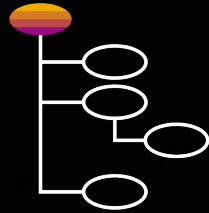




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LeanIX



How do I stay on top of issues that jeopardize corporate performance and security?



How can I make "change" easier for my organization?



How do I ensure my IT strategy is in sync with business strategy?



How can I keep business and IT changes in sync?



Where do I focus my efforts to best support business requirements today and business requirements tomorrow?

There is a secret for successful business process transformations



VISIBILITY



STRUCTURE

From Strategy to Execution: Approach

Continuously transform successfully by connecting the three key dimensions



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Get out-of-the-box guidance, metrics, analyses, and recommendations to quickly identify and tackle improvement potentials

The screenshot displays the SAP Signavio Process Insights interface. The left sidebar shows the 'Start' page with an 'Entry Point' dropdown set to 'Source to Pay'. The main content area is divided into 'Processes to Analyze' and 'Immediate Actions to Take'. The 'Processes to Analyze' section shows 7 process flows and 6 process flows with 3 or more blockers. The 'Immediate Actions to Take' section shows 31 correction recommendations and 2 correction recommendations for automation. The right sidebar shows the 'Process Flows' section for 'Supplier invoice issuing to FI-AP clearing' (28.2K Documents). A yellow callout box points to a specific issue: 'FI-AP items not cleared via payment run' (3%, 782 items). A red callout box points to another issue: 'FI-AP items cleared more than 3 days before net due date and no discount' (15%, 4.3K items). A blue callout box points to a third issue: 'Payment terms different in FI-AP and purchase order' (< 1%, 253 items). The bottom of the interface shows 'Most Frequent Blockers and Other Information' with a 'Hide' button.

Start

Entry Point
Source to Pay

Processes to Analyze

View predefined process flows that visualize performance for typical business processes and their phases.

7 Process flows **6** Process flows with 3 or more blockers

Immediate Actions to Take

Learn about immediate actions your organization can take in your ERP system.

31 Correction recommendations **2** Correction recommendations for automation

11 Correction recommendations for master data **6** Correction recommendations for transactional data

Performance Info across E2E processes out-of-the-box

Process Flows Performance Indicators Correction Recommendations Innovation Recommendations

Supplier invoice issuing to FI-AP clearing 28.2K Documents

Reference Guide with Guided Analysis

FINANCE
Supplier Invoice

FI-AP items not cleared via payment run
3%
782

FI-AP items cleared more than 3 days before net due date and no discount
15%
4.3K

Payment terms different in FI-AP and purchase order
< 1%
253

Most Frequent Blockers and Other Information Hide

Supplier invoices issued before purchase order Supplier invoices created via BAPI interface Supplier invoices created after posting date

Get out-of-the-box metrics and analyses to quickly identify and tackle improvement potentials with industry benchmarks

The screenshot displays the SAP Signavio Process Insights interface. The main navigation bar includes 'SAP Signavio Process Insights', 'Start', and 'End-to-End Processes > Lead to Cash > All Modular Processes > Financial'. The left sidebar contains navigation icons. The main content area is titled 'Start' and features an 'Entry Point' dropdown set to 'Source to Pay'. A yellow callout bubble points to the 'Processes to Analyze' section, containing the text: 'Compare own process performance with industry peers to calculate value potential'. Below this, there are two cards: '7 Process flows' and '6 Process flows with 3 or more blockers'. The 'Immediate Actions to Take' section provides information on ERP system actions. At the bottom, a black callout bubble states: 'Performance Info across E2E processes out-of-the-box'. On the right, a 'Performance Indicator' panel for 'Automation rate: Supplier invoice clearing' shows a value of 54.47 Percent and 99.4K EUR. It includes a 'Reference Guide' link and a currency selector set to 'EUR - Euro'. An 'Industry Benchmark' chart shows a scale from 57% (Bottom 25%) to 95% (Top 25%), with the current performance at 54%. A red callout box explains: 'With an overall automation rate of 54%, your performance is significantly below the industry median. Check out the correction and innovation recommendations to see how you can improve'. A table on the right lists '15 Objects' with columns for 'Object Number' and 'Company Code'.

Object Number	Company Code
00011	JCM1
00026	CZ01
00107	CIT1
0000109	PLI1
0100000116	PLI2
0100000263	PHU1
0100000264	PHU1
0100000268	TH01
0100000269	TH01
0100000270	TH01

Analyze all process variants - incl. fast data preparation for process mining

Process Variant Analysis

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Early Payments

Manually paye... Context Box - FI-AP ... ≥ 1 AUGBL_FIAP - Clrng... "null" excluded STBLG - Reversed by null

Manually payed invoices

Process Discovery for AP

123 Event count

- Issue Supplier Invoice: 417
- Manually enter Supplier Invoice in S/4 HANA System: 283
- Post Supplier Invoice: 417
- Release FI-AP Item for Payment: 273
- Clear open FI-AP Item w/o Payment Run: 417
- Enter Clearing Document for open FI-AP Item: 417

Understand the as-is accounts payable process

Process Variants - All manual payments

Generate BPMN

Start

Create Purchase Order Item

Issue Supplier Invoice

Automatically enter Supplier Invoice in S/4 HANA System

Post Supplier Invoice

Manually enter Supplier Invoice in S/4 HANA System

Release FI-AP Item for Payment

Enter Clearing Document for open FI-AP Item

Clear open FI-AP Item w/o Payment Run

End

Variants

123 %

↓ Cases

1	28.3%
2	25.9%
3	18.0%
4	4.1%
5	1.7%
6	1.4%
7	1.4%
8	1.2%
9	1.2%
10	1.0%

Set selected variants as chapter filter

Deep dive into the process variants leading to early payments

Drill deep into process behavior and understand root causes for process performance

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Journey to Process Analytics

NPS vs Cycle Time

[B073] Fausto Coppi bike
 [B062] Eddy Merckx bike
 [B047] Raymond Poulidor bike

Net Promoter Score [NPS]

cycle_time

Average cycle time

50d 6h

Net Promoter Score

17.59

100

Delivery On Time

Delivery On Time [%]
 Delivery Delay [%]

Delivery Delay [%] 28

NPS by Plant

NPS for ship goods

Plant

Report Details

Case ID	Cycle time	Net Promoter Score [NPS]	Order Type
0000105f	95d 2h	2	PP02
0002fe0b	40d 14h	10	PP02
00058456	40d	9	PP01
00063861	39d 13h	8	PP01
0009a45d	82d 1h	2	PP03

New Process Discovery Show Case Show Case (Copy) Drill Down Report

Best practice guidance, collaborative process design & continuous process improvement

Processes > 2023 Plays >

SP1 - VDT - Procurement of Direct Ma

Level 1

Revision 48

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Last author SAP Signavio

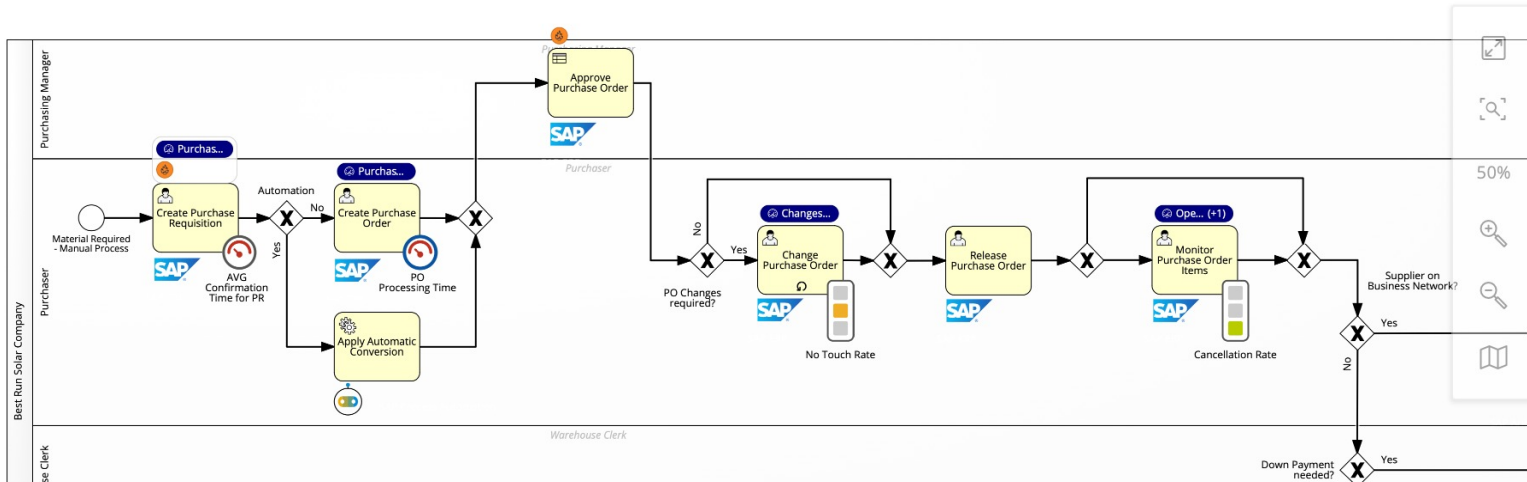
Diagram

No comments

View (Full)

Overlays (3/9 visible)

Legend



SAP Signavio Process Intelligence

PO Processing Time

0 comments

Add comment

Average Processing Time

Open investigation

for Purchase Orders

5d 4h



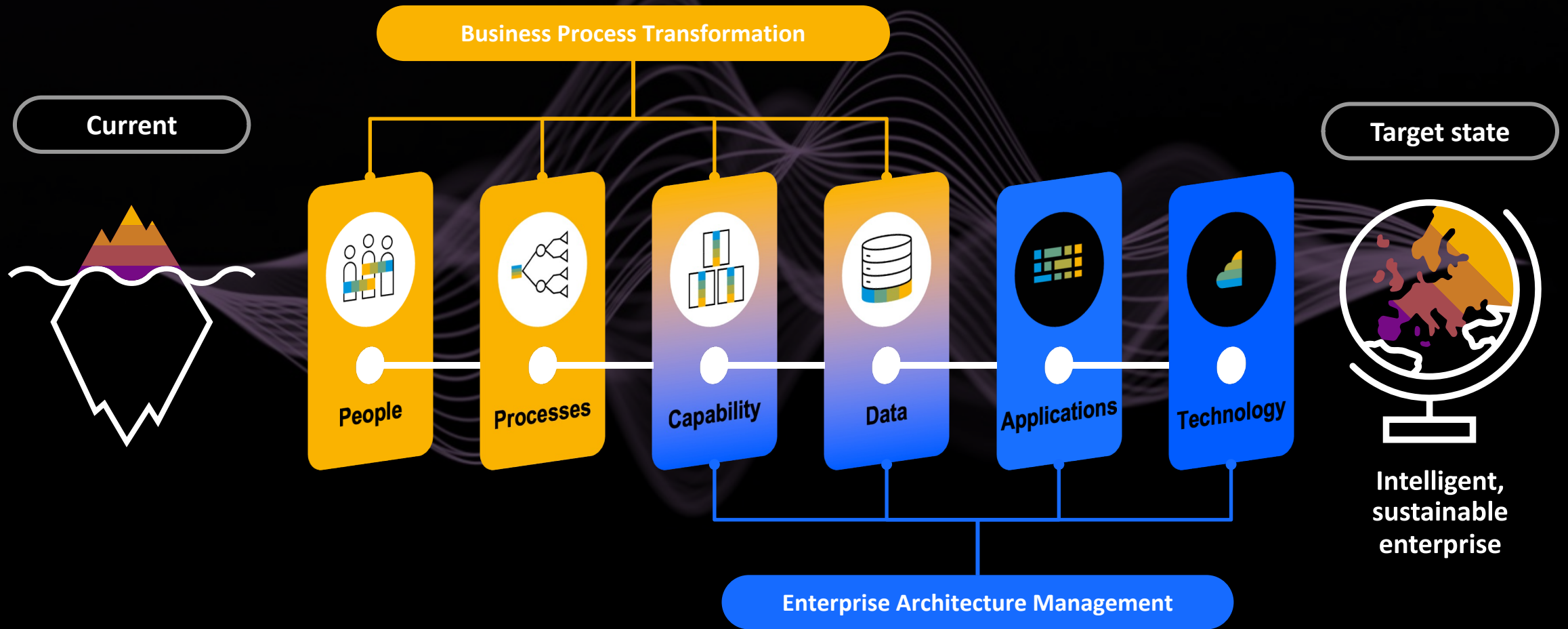
PO Automation Rate

Open investigation

30% Target

27,36%

A successful approach needs to bridge Business Process Transformations & Enterprise Architecture Management



The Handshake between Business and IT

Use Cases of combined Business Process Management and Enterprise Architecture

Business Process Management



Enterprise Architecture

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 LeanIX



Process improvements aligned with existing and future architecture



Accelerate root cause analysis with transparency on business processes and IT landscape



Holistic business continuity management with process and IT architecture combined



Portfolio & roadmap planning, investments based on business process insights

Accelerate your transformation with value accelerators

Integration of out-of-the-box content across BPM and EAM

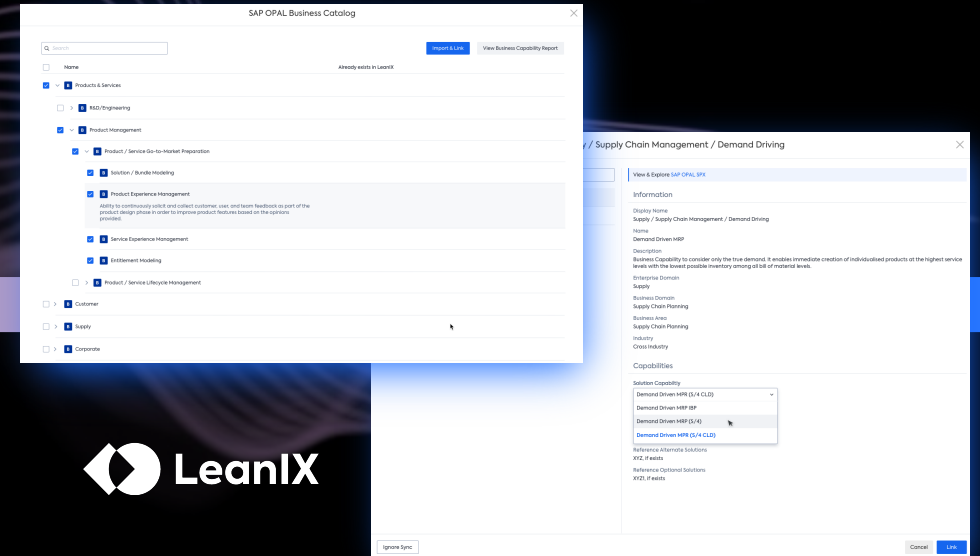
Business Process Management



Enterprise Architecture



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SAP Signavio Process Explorer feat. value accelerators

SAP Reference Architecture Content

Business Capability Maps

End-to-End Processes

SAP Solution Architecture

Business Process Metrics and KPIs

(*) current state of planning; MVP between SAP Signavio and LeanIX ongoing

LeanIX Reference Catalog

Leverage build-in SAP Signavio reference content to LeanIX fact sheets*

*planned 2023.

“Linking **Enterprise Architecture** with **Business Process Management** connects strategy with execution and helps us continuously drive transformation and value realization.”

- Marco Michel, Chief Enterprise Architect, SAP IT

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THE BEST RUN







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