

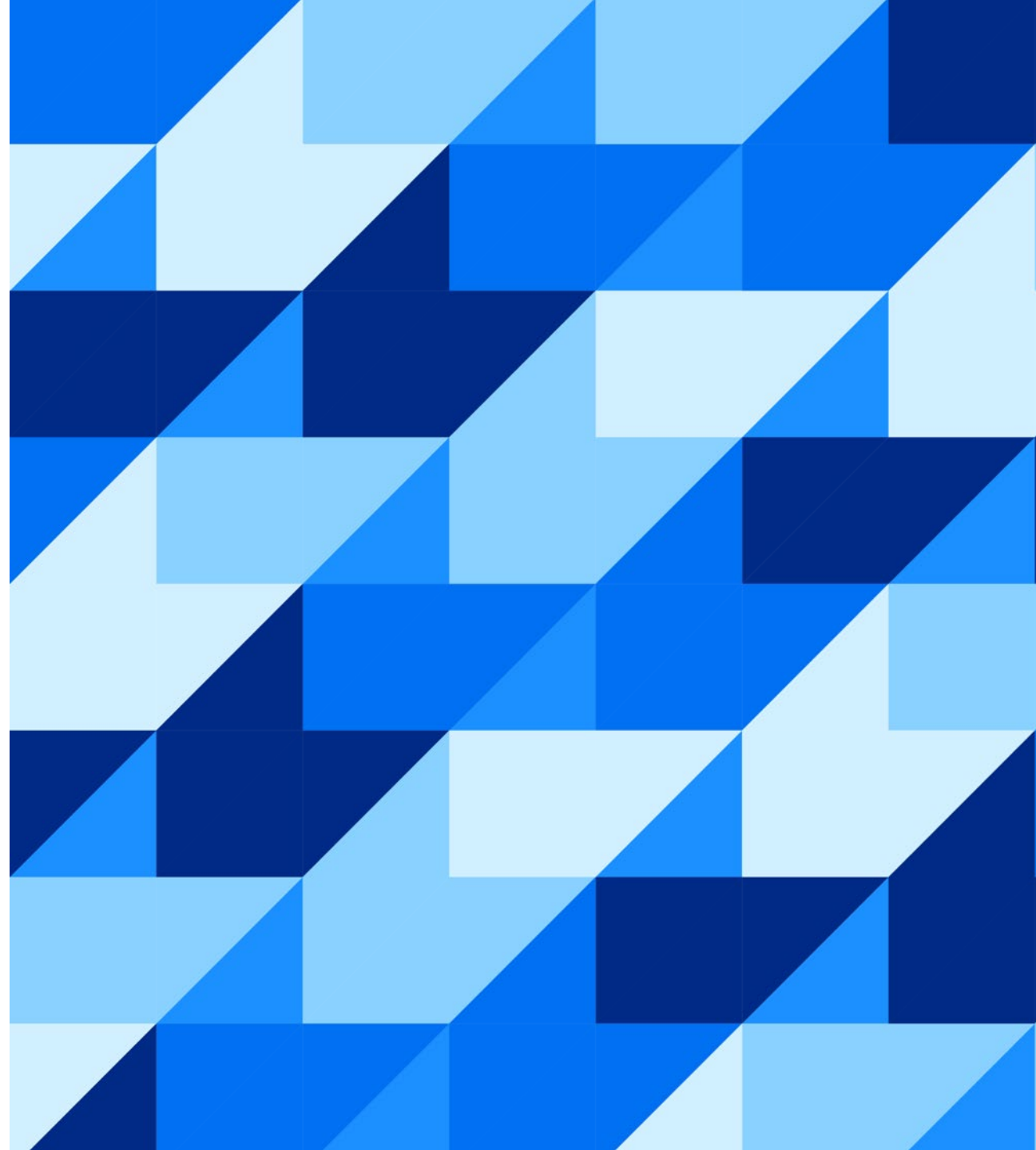


# SAP Signavio

Application Suite for Business  
and Enterprise Architecture

Chet Harter  
SAP Signavio

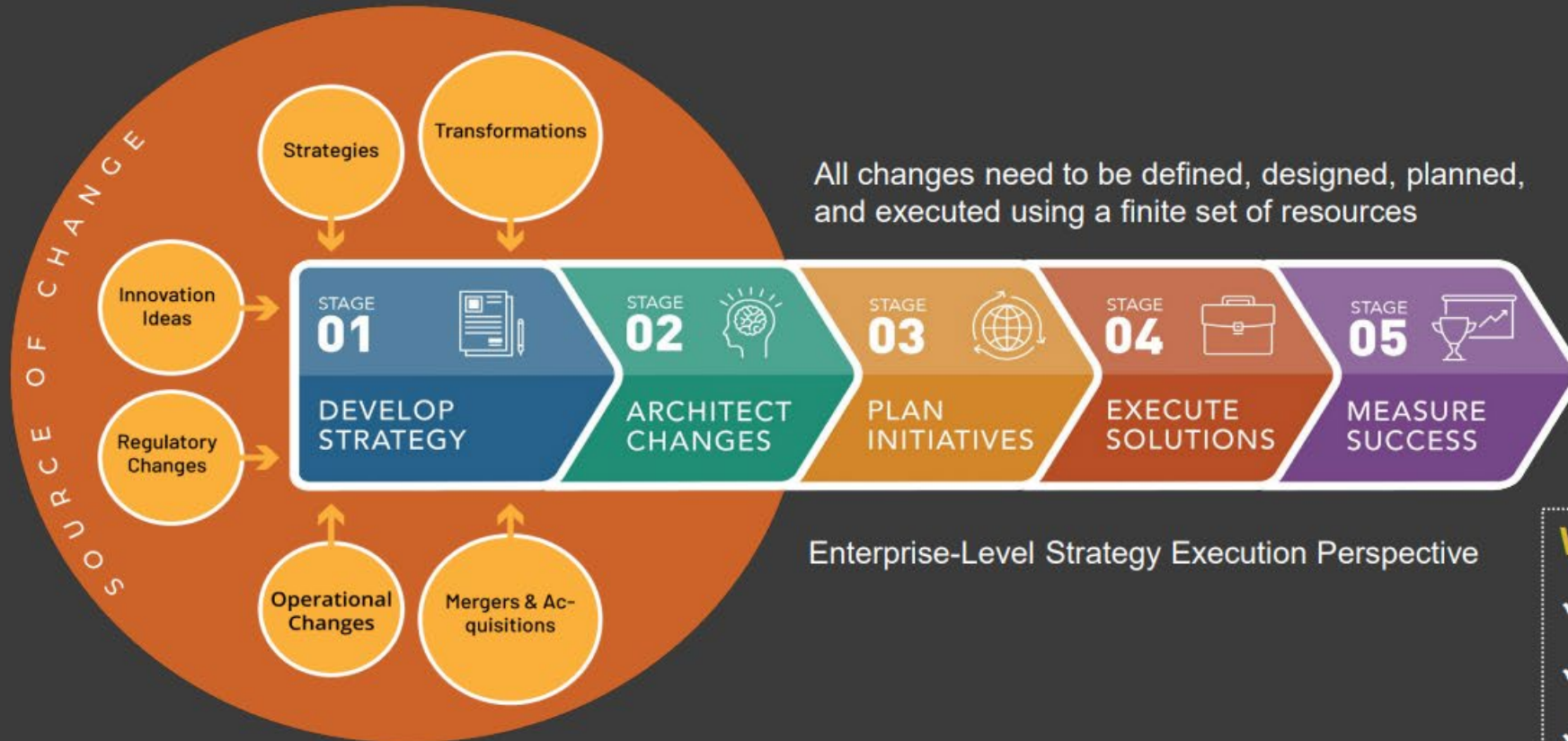
March 2024



At the end of this presentation, I will share a QR code that will provide you with a copy of this deck.

# Why Effective Strategy Execution Matters

Organizations must do continuous change well. Effective strategy execution = competitive advantage.



## Why It Matters Now:

- ✓ Pace of change and disruption
- ✓ Volume of transformation
- ✓ Working in ecosystems



## Primary Themes of Today's Presentation

Improving Performance and **Reducing Uncertainty**

Uncertainty causes **fear** of making the wrong decisions.

SAP Signavio and LeanIX will provide **unprecedented visibility** into the performance and vulnerabilities of your **business processes** and **enterprise architecture** .

# Business Process Management

# Cohesively design the to-be state

Establish a transparent and agile improvement plan

Involve business and IT stakeholders

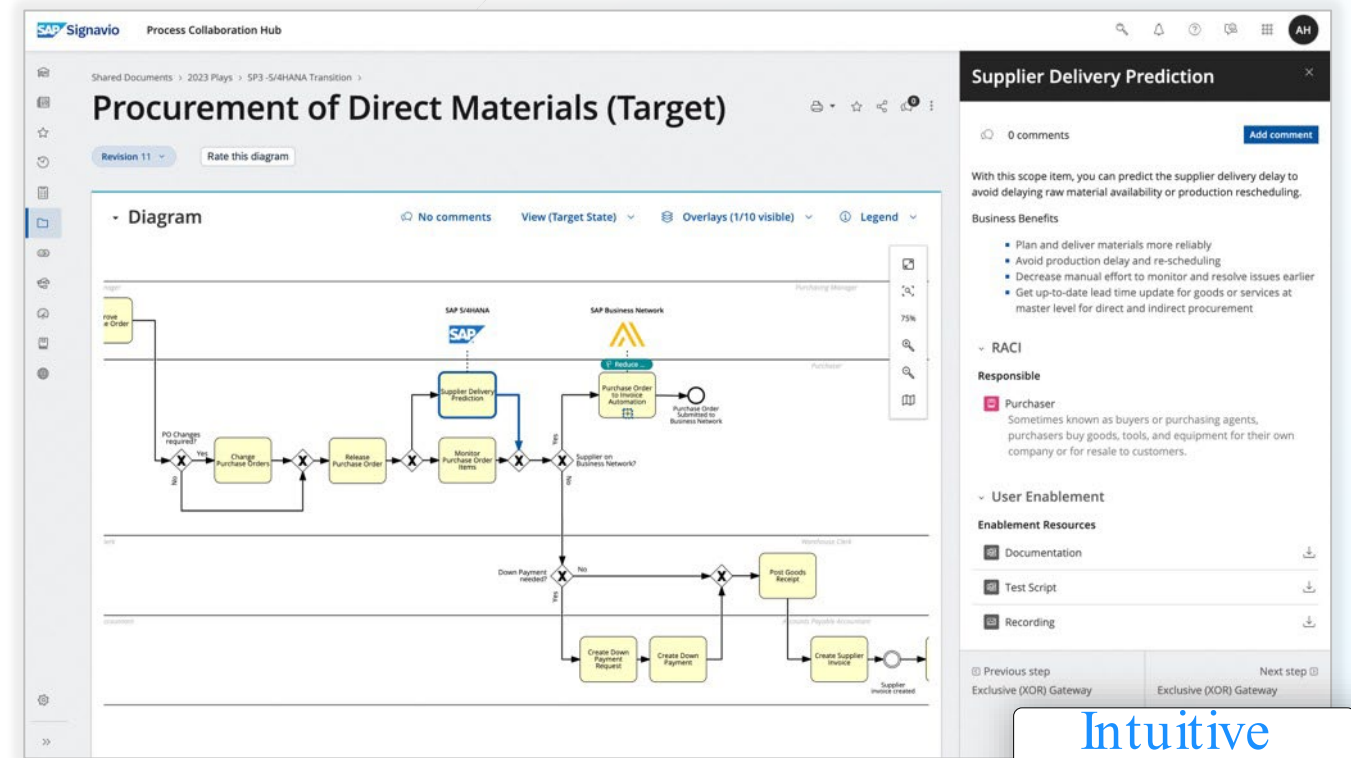
Break down projects into smaller, incremental initiatives that prove value

Foster **seamless process collaboration** to comprehensively understand process content, gather valuable feedback, and collaboratively design an optimized future state.

## Benefits

- Get a 360-degree view of process content and key metrics
- Keep your teams informed within a single source of truth
- Increase transparency within and outside the organization

SAP Signavio Collaboration Hub



The above is applicable to SAP and non-SAP applications.

Intuitive  
user experience

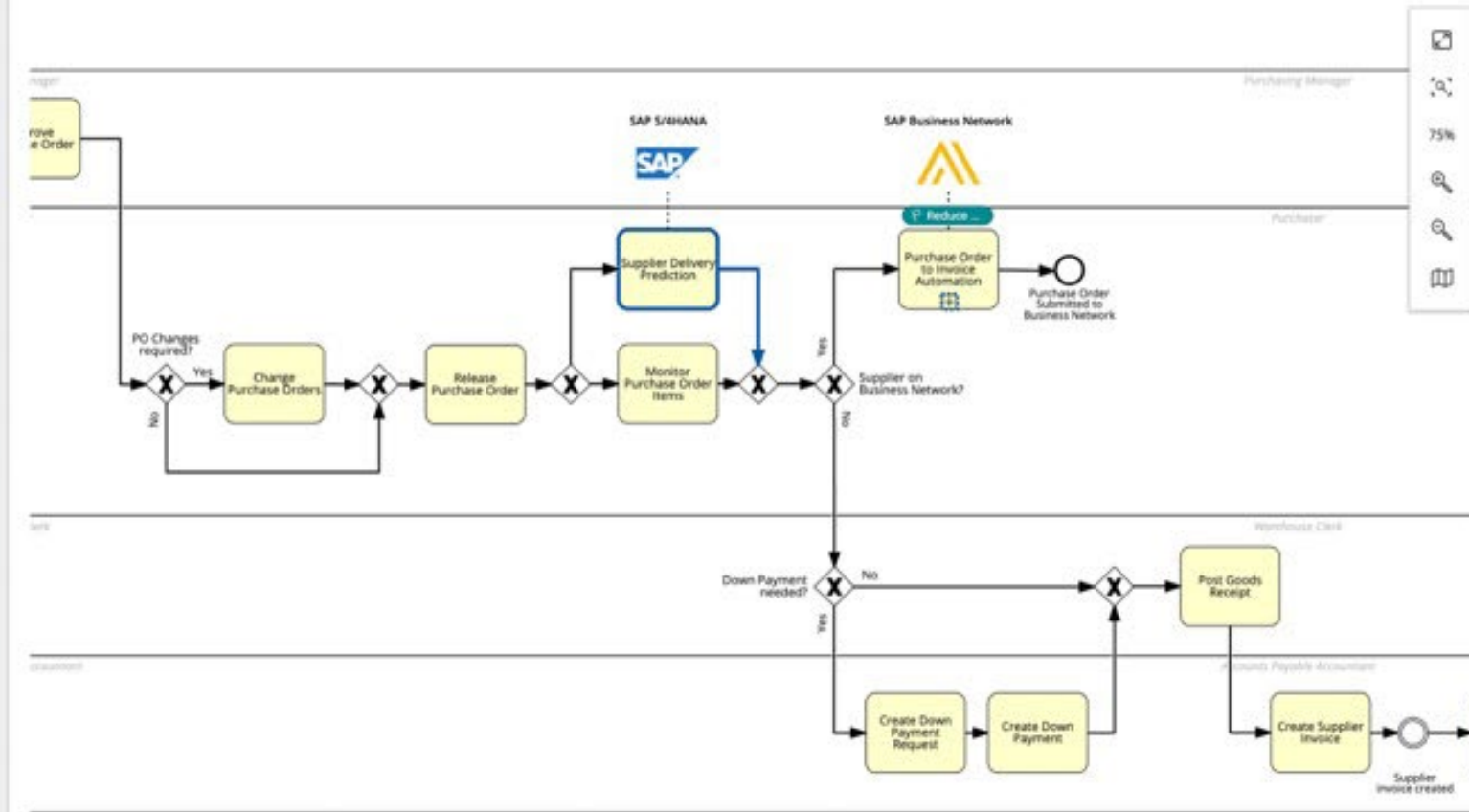
Shared Documents > 2023 Plays > SP3 - S/4HANA Transition >

# Procurement of Direct Materials (Target)

Revision 11 | Rate this diagram

## Diagram

No comments | View (Target State) | Overlays (1/10 visible) | Legend



## Supplier Delivery Prediction

0 comments | Add comment

With this scope item, you can predict the supplier delivery delay to avoid delaying raw material availability or production rescheduling.

### Business Benefits

- Plan and deliver materials more reliably
- Avoid production delay and re-scheduling
- Decrease manual effort to monitor and resolve issues earlier
- Get up-to-date lead time update for goods or services at master level for direct and indirect procurement

### RACI

#### Responsible

- Purchaser**  
Sometimes known as buyers or purchasing agents, purchasers buy goods, tools, and equipment for their own company or for resale to customers.

### User Enablement

#### Enablement Resources

- Documentation
- Test Script
- Recording

Previous step  
Exclusive (XOR) Gateway

Next step  
Exclusive (XOR) Gateway

54%  
24%  
10%

## Key Point #1

**Managing business processes** is essential.

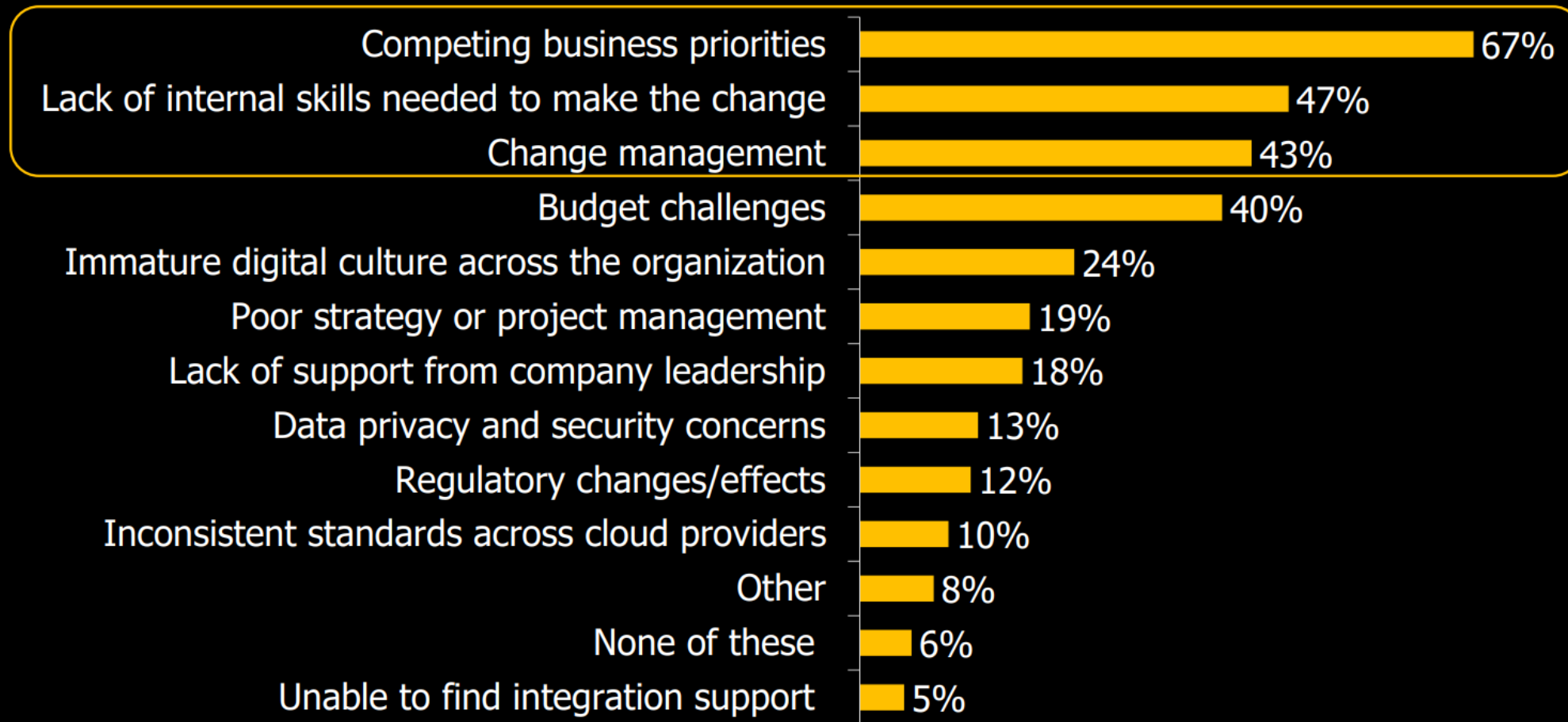
Organizations need to specify how work is to be executed.

**People, applications, and data** ; the elements of business processes all need to be managed.



# Change Management

# Business Transformation Challenges



# Cloud Adoption is Key to Innovation & Optimization

## 1. On Premise Customers Often Struggle with Technical Upgrades & Functionality Adoption

Limited resources and technical complexities have impacted the rollout of innovation into the landscape. Oftentimes, on-prem customers are behind by multiple versions.

## 2. Lack of Innovation & Adoption Leads to Sub-Optimal Business Outcomes

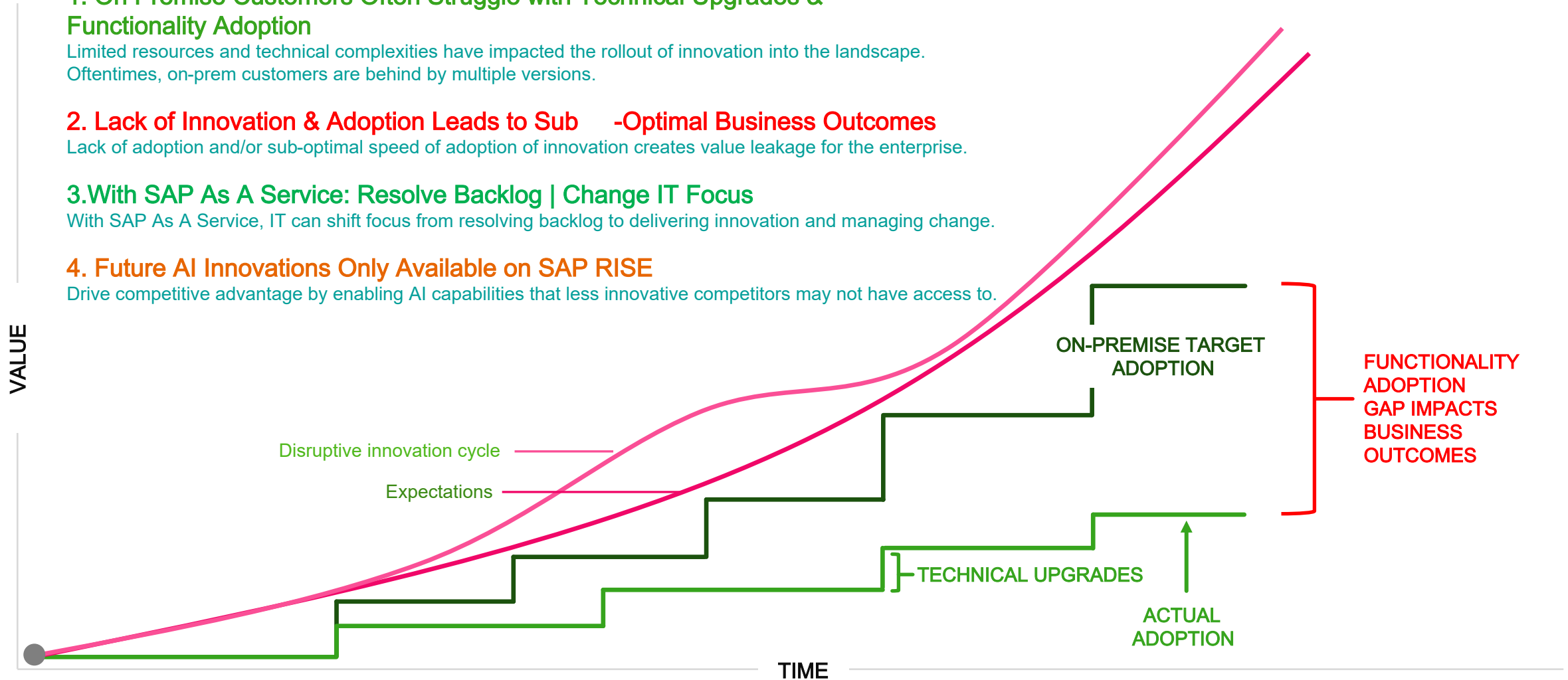
Lack of adoption and/or sub-optimal speed of adoption of innovation creates value leakage for the enterprise.

## 3. With SAP As A Service: Resolve Backlog | Change IT Focus

With SAP As A Service, IT can shift focus from resolving backlog to delivering innovation and managing change.

## 4. Future AI Innovations Only Available on SAP RISE

Drive competitive advantage by enabling AI capabilities that less innovative competitors may not have access to.



## Key Point #2

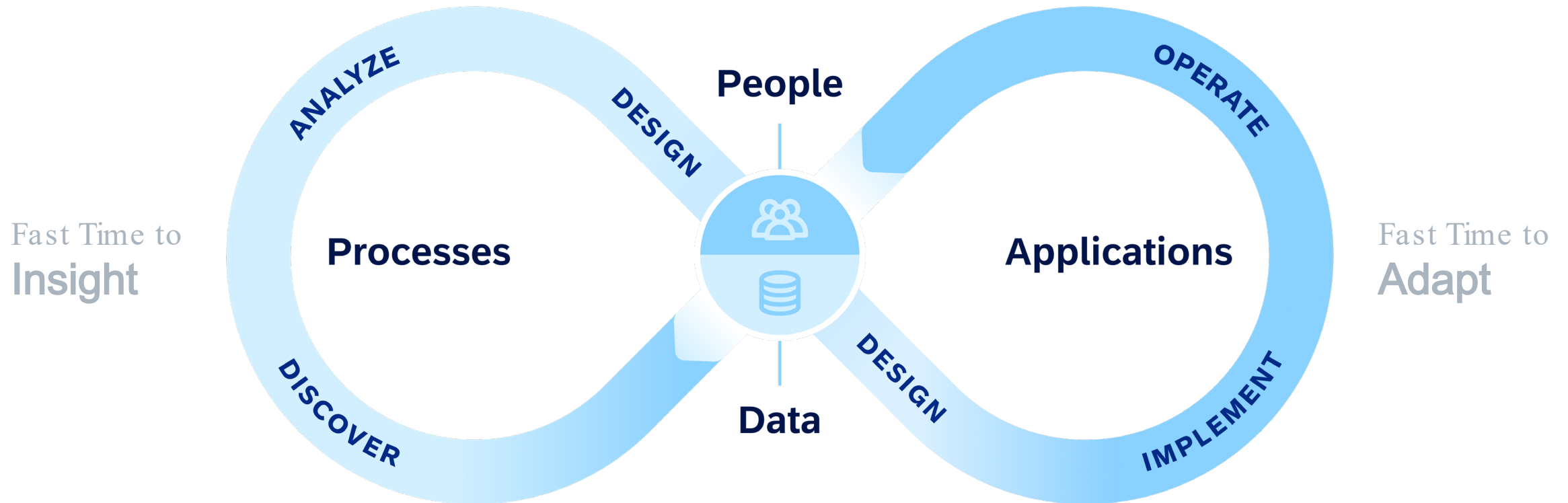
Managing change is also **essential** .

Companies have identified “**Change Management** ” as one of their biggest, most prevalent challenges.

Yet, very few know what to do about it.

SAP Signavio and LeanIX

# Continuous Improvement of Business Performance



Methodology | Best Practices | Automation | Integration  
*Powered by Business AI*

# Business Architecture Bridges Worlds

### BUSINESS ARCHITECTURE ROLE:

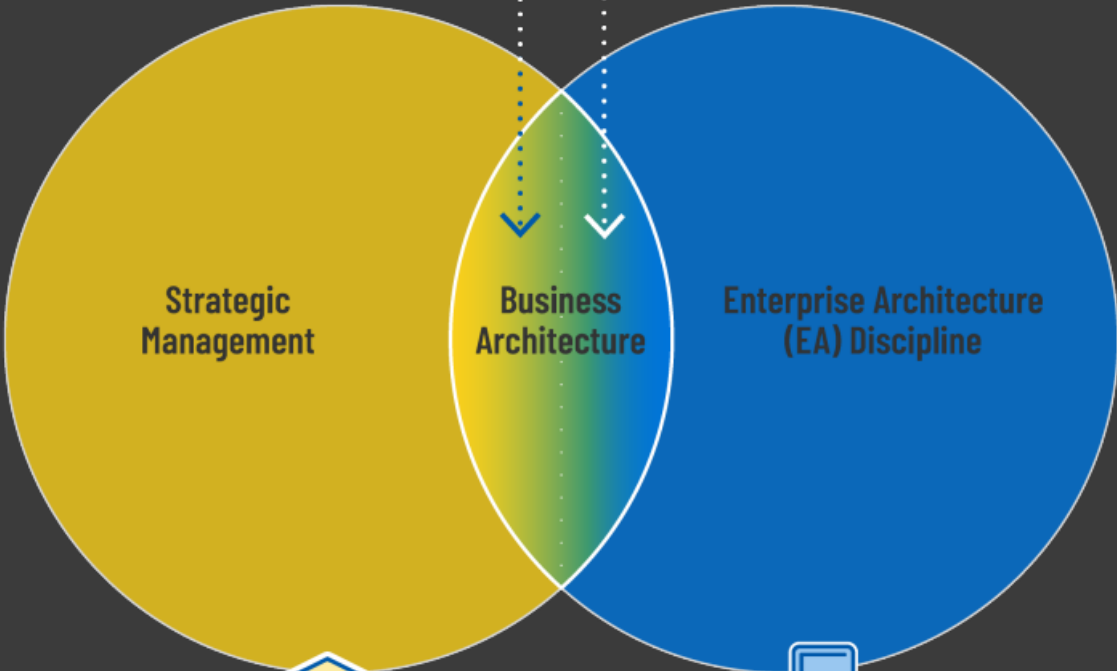
- Provides missing role to translate strategy cohesively and align to execution (capability-lens)
- Integrative role/framework across silos
- Decision support

### BUSINESS ARCHITECTURE ROLE:

- Tip of the spear for EA scenarios to provide -
- Business direction
  - Business language and context
  - Business lens (e.g., APM)



*Business Focus and Context*



*Technology Relevance and Learning*



*University*

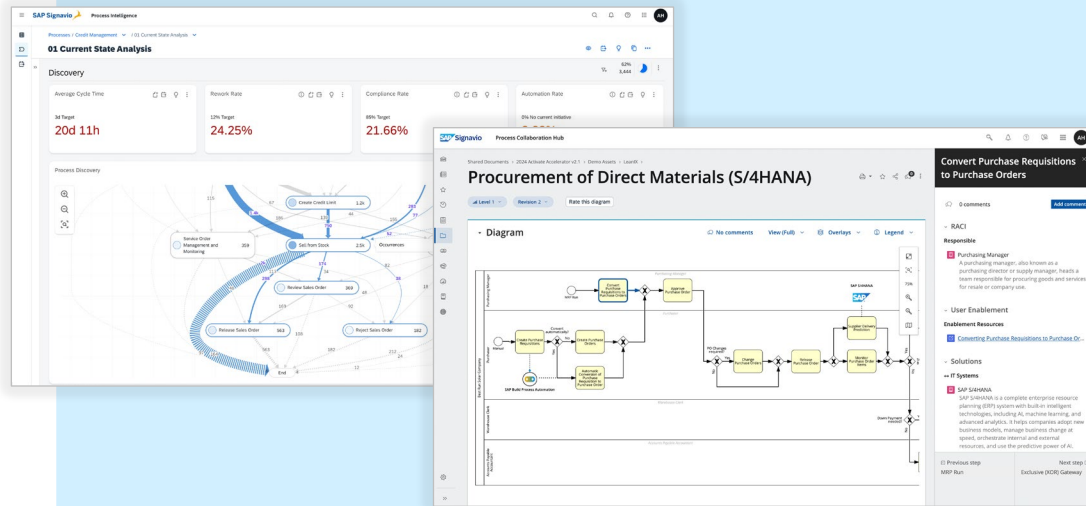


*EA Profession*

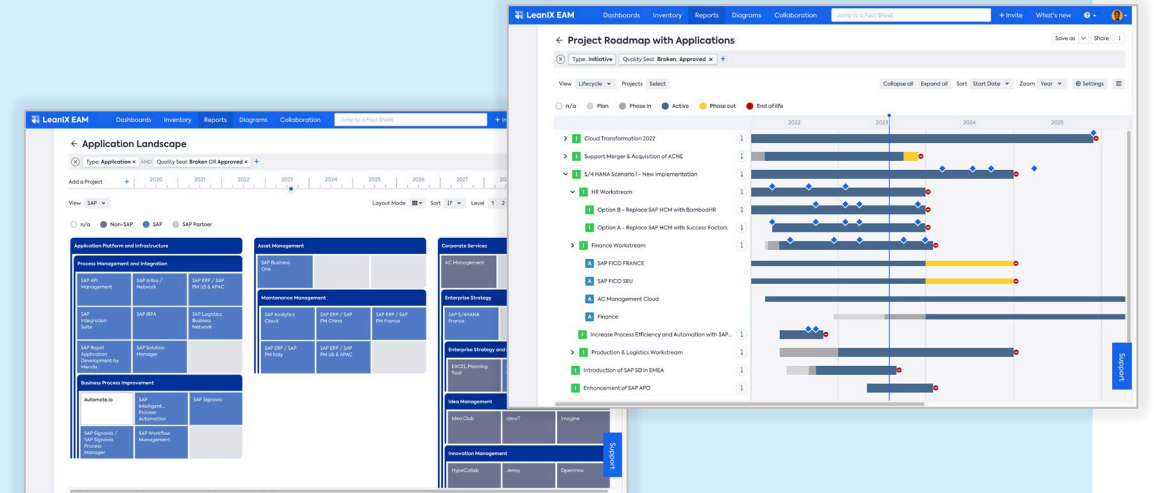


# SAP Signavio and LeanIX: Solutions for the agile enterprise

## Powered by Business AI



Analyze, optimize, and manage your processes fast and at a scale to become an agile and resilient enterprise.



Visualize and assess the as-is landscape and confidently navigate towards your to-be IT architecture.

**SAP** Signavio



**LeanIX**

Bring business and IT together with SAP Signavio and LeanIX, empowering organizations to transform their businesses end-to-end.



## Key Point #3

Signavio and LeanIX provided **data -driven visibility** ...

And **collaborative** process design and architecture planning

And serve to **bridge the gap** between IT and the business community.

Visibility for Reducing Uncertainty

# Transforming towards agile, sustainable and resilient enterprise

Enable every organization and every industry to become a network of sustainable enterprises



**Every organization  
becomes an agile  
enterprise**

Business agility



**Every organization  
benefits from  
connected networks**

Supply chain resilience



**Every organization  
builds sustainable  
operations**

Sustainability outcomes

# But there are hurdles to overcome



## Uncertainty

Where does the value lie? What am I missing? There is no way I can sell another big project internally.



## Shortages

How do I manage and prioritize my resources and the improvements I make to ensure they have the most impact?



## Inconsistency

How do I get business and IT on the same page? They want different things and speak different languages.

Companies have been “flying blind” with little or no visibility for years. And for so long, they don’t even realize they are vision-impaired.

We are too lean to bite off such a big implementation project (and I have no idea how we could efficiently and effectively manage this change across 800 users).

We’re going to stay on ECC as long as we can. We really don’t see the value in S/4 (because we have no visibility of how good or bad things are today.)

We like what you’ve shown us, but we need a cost/benefit analysis to show our management (because we have no idea what these improvements would be worth to us.)

We’re going to do a technical upgrade without changing any business processes (because we don’t know which of our processes should be improved or how to improve them.)

# Analyze and scope optimization potential during daily operations

Proactively identify opportunities to improve

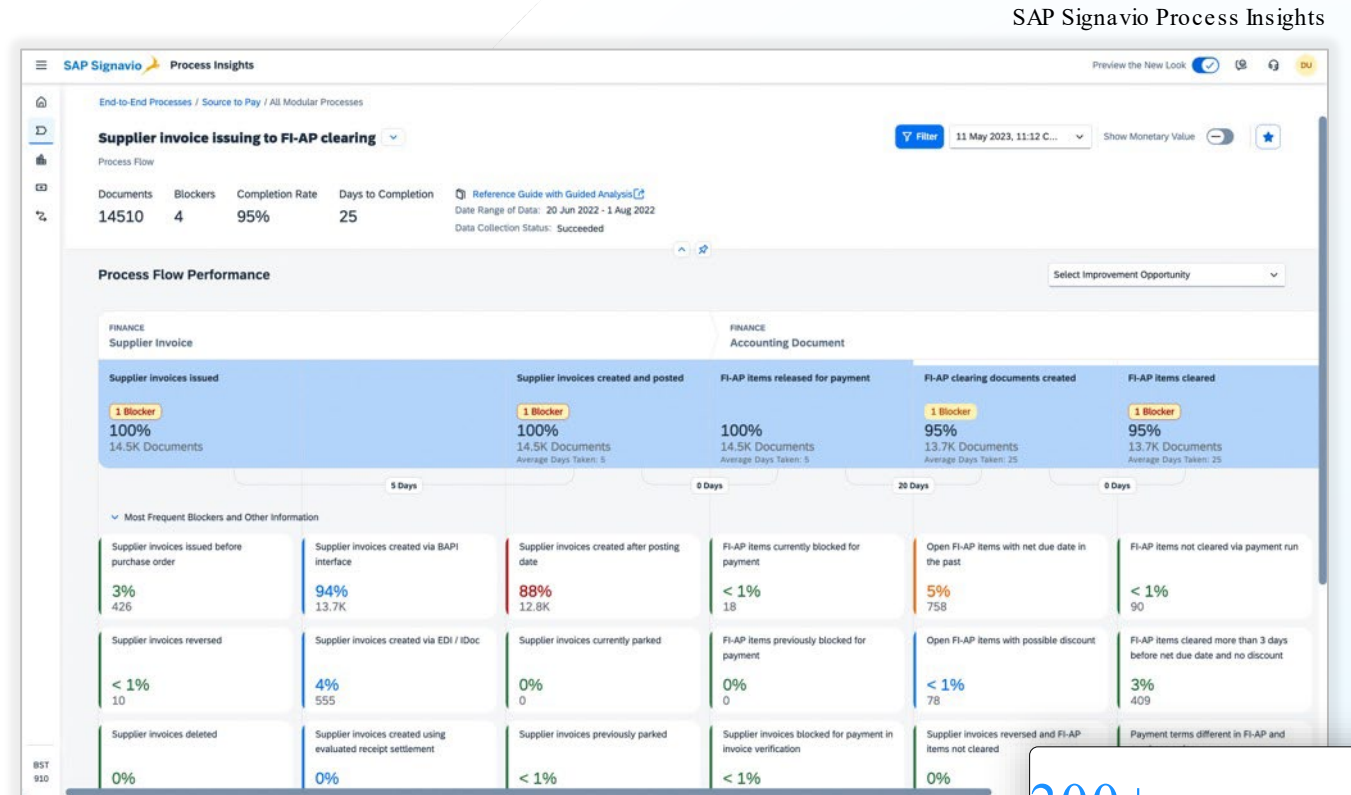
Prioritize optimizations according to business strategy

Make data-driven decisions, fast

Discover your SAP ECC, SAP S/4HANA and SAP Ariba processes in a data-driven way to quickly identify your business potential, added value and improvement opportunities.

## Benefits

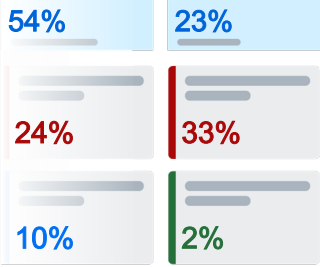
- Get out-of-the-box insights within hours
- Provide a fast-track to process improvements
- Quickly understand potential and value



The above analytical capabilities are available for SAP ECC, SAP S/4HANA on-premise, SAP S/4HANA private cloud and SAP Ariba.

200+ Process Flows

# Analyze and scope optimization potential during daily operations



Proactively identify opportunities to improve

Prioritize optimizations according to business strategy

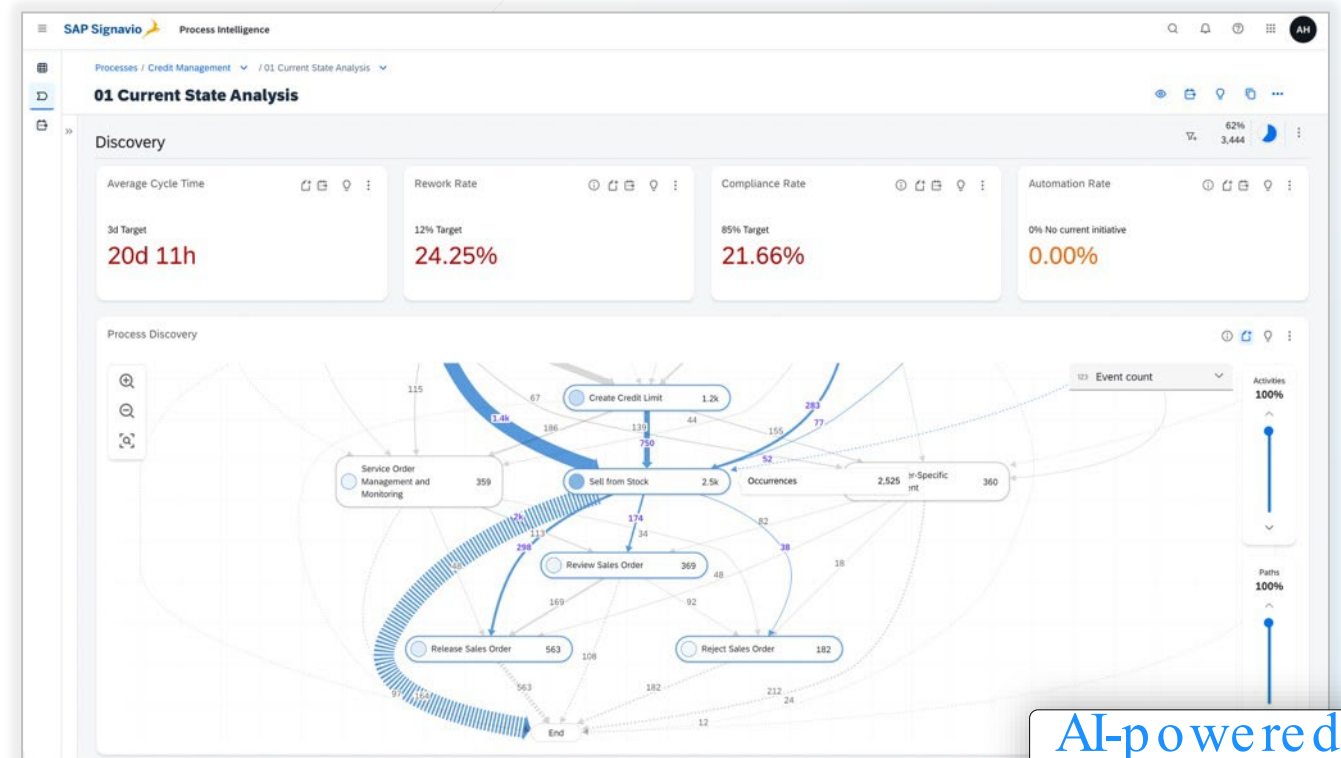
Make data-driven decisions, fast

In-depth analysis of all relevant company processes to establish the current status as a solid digital foundation for prioritizing and understanding future improvements.

## Benefits

- Discover your process reality in a data-driven way
- Establish solid basis for strong process transformation
- Accelerate time to adaption with and end-to-end view

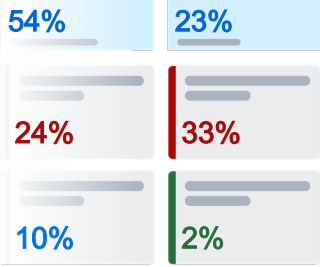
SAP Signavio Process Intelligence



The above is applicable to SAP and non-SAP applications.

AI-powered  
Process Mining

# Analyze and scope optimization potential during daily operations



Proactively identify opportunities to improve

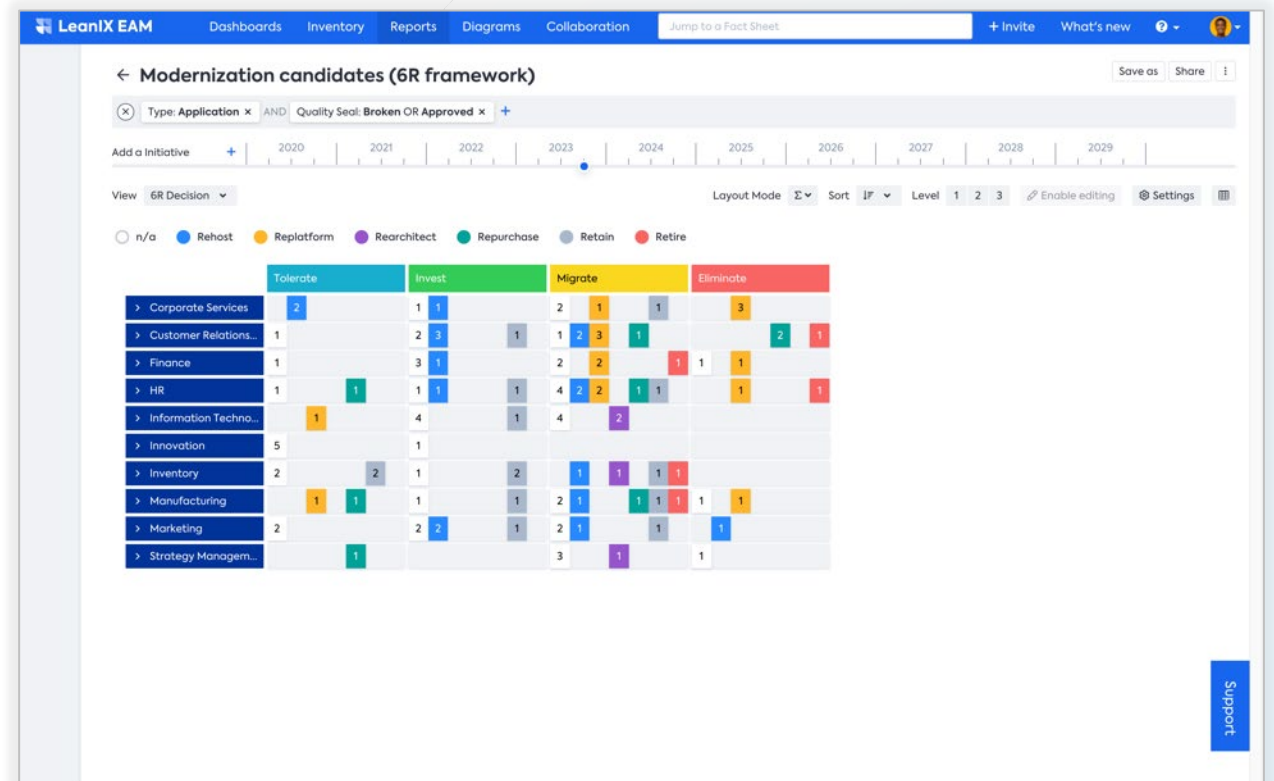
Prioritize optimizations according to business strategy

Make data-driven decisions, fast

Apply recognized and standardized methodology, like the TIME and 6R frameworks, to **strategically guide continuous improvement planning** and ensure the most vital business capabilities are prioritized.

## Benefits

- Get an instant view of the best modernization candidates
- Understand which capabilities will be impacted most
- Prioritize candidates based on business strategy



The above is applicable to SAP and non-SAP applications.



## Key Point #4

“**Uncertainty**” caused by unreliable data (or no data) is a major cause of poor, slow, or no decision making.

To make good business process and architecture decisions, uncertainty needs to be **reduced with data and information** .

*The need for process transparency is a latent need!*

# Business Transformation and Continuous Improvement

# A holistic end-to-end approach for managing change

DISCOVER → ANALYZE → DESIGN → IMPLEMENT → OPERATE

## PROCESSES

Business Process Design

Process and Task Mining

Automation

## PEOPLE

Change Management

Training

## DATA

Data Quality and Observability

Data Governance

## APPLICATIONS

Enterprise Architecture Management

Application Portfolio Management

Application Lifecycle Management

# A holistic end-to-end approach for managing change

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Application Portfolio Management 

Application Lifecycle Management  

 Tricentis

# SAP Signavio for Business Process Management Before, During, and After ERP Implementation

NOW

- Customers seeking to establish a resilient business foundation for managing today's challenging environment and in preparation for tomorrow's unknown and unpredictable challenges.



BEFORE

## Current Assessment and Alignment

- ❑ Determine improvement objectives and performance targets based upon company strategy
- ❑ Assess current processes and available capabilities



## Future-State Process Design

- ❑ Establish process flows using SAP Best Practices (greenfield) and/or previous system processes (brownfield) and Signavio accelerators
- ❑ Collaboratively design, evaluate, and finalize processes in accordance with objectives and improvement targets



DURING

## Change Management

- ❑ Development and execution of training program with objectives (why), process flows (what), and process details (how)



## System Configuration

- ❑ Configure enterprise processes and RICEFW in accordance with approved processes
- ❑ System testing with key users, adjustments as required

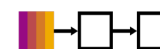
## Process Execution Monitoring

- ❑ Identify process variances, performance issues, and employee compliance
- ❑ Determine root causes of variations and adjust processes accordingly

## Continuous Improvement

- ❑ Ongoing monitoring of process performance, and detection of new requirements and opportunities for improvement
- ❑ Conduct structured program for process redesign and governance

AFTER



202X

## Key Point #5

You have the opportunity to build a **corporate culture** of Continuous Improvement...

And make Organizational Change Management **core competency** ...

By investing in OCMskilled **people** , with the right **tools** , and high-quality **data** .

Wrap Up

**“There is a growing need for “intelligent” Business Process Management and Competent Organizational Change Management**





# SAP Transformation Excellence Summit - Chicago



## **Day 1: 16<sup>th</sup> of September, 2024**

Partner day/Masterclass (by invite only) Certifications & Welcome reception

## **Day 2 – 3: 17 -18<sup>th</sup> of September, 2024**

Conference days

### **Attendees**

1000

### **Event objectives**

- Showcase SAP Signavio's & LeanIX latest news & roadmaps
- Deep Dives into technology
- Networking opportunities

**Location to be announced in March!**

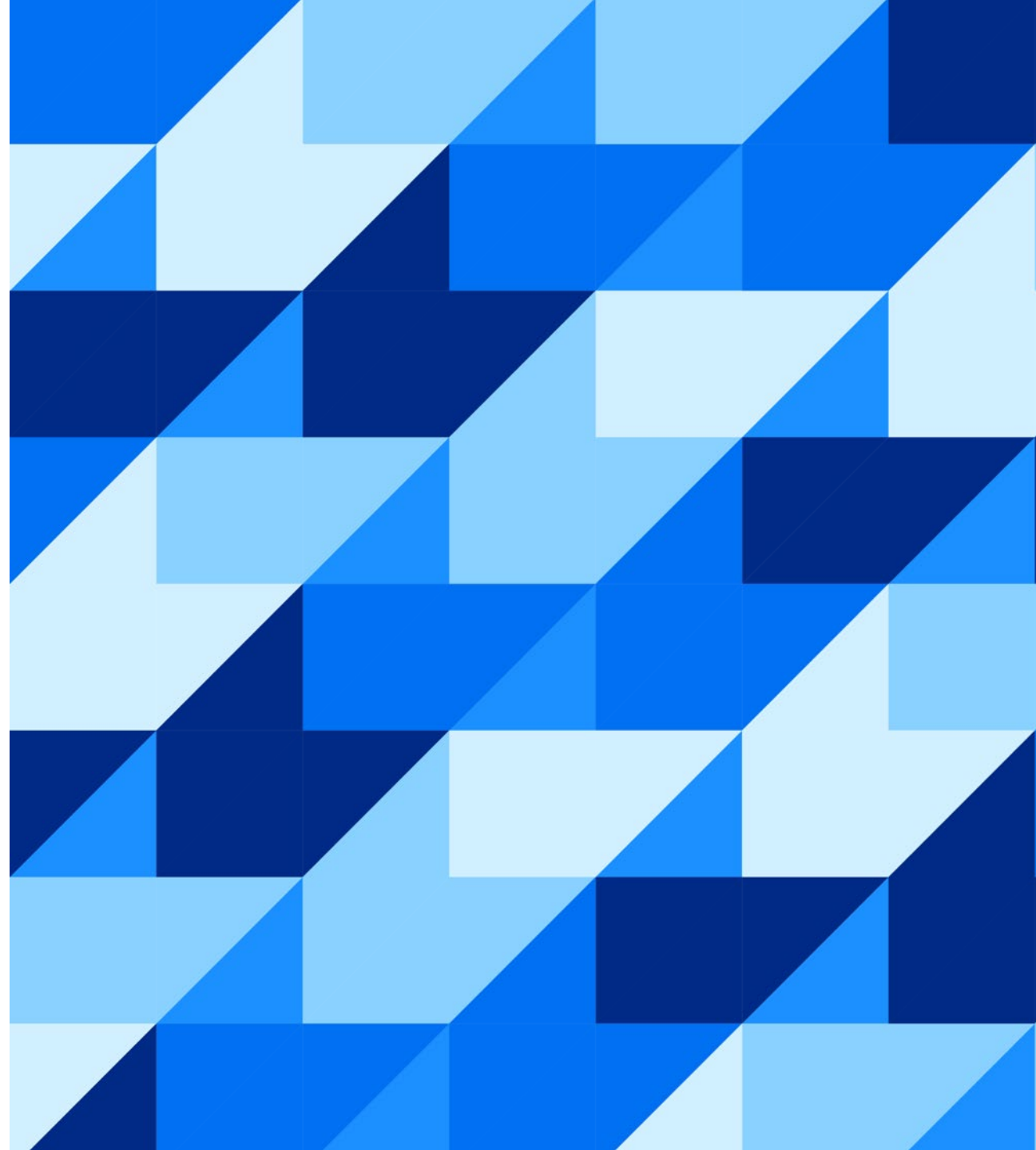


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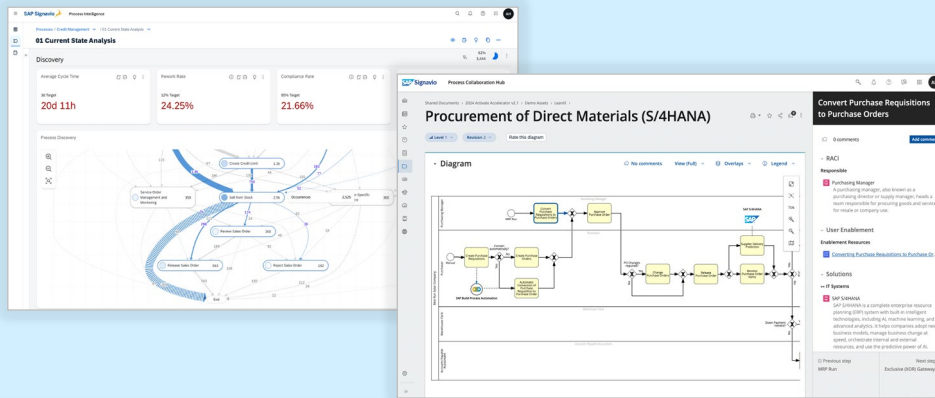
March 2024



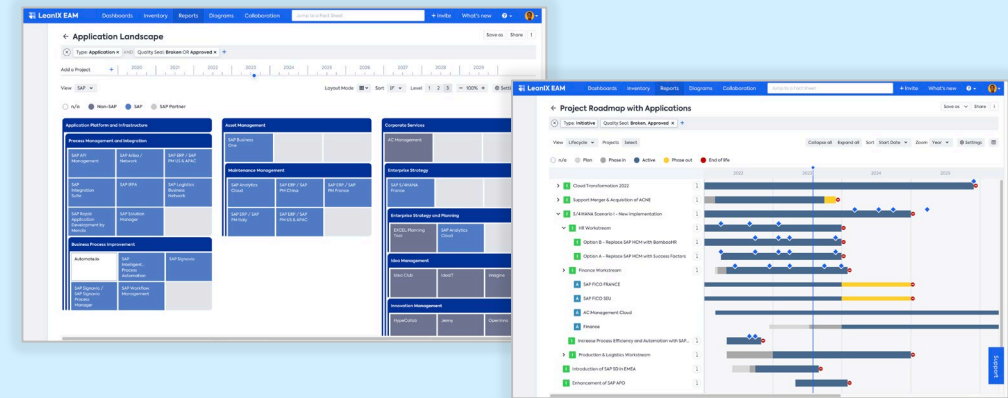
# SAP Signavio and LeanIX: Solutions for the agile enterprise

## Powered by Business AI

Analyze, optimize, and manage your processes fast and at a scale to become an agile and resilient enterprise.



Visualize and assess the as-is landscape and confidently navigate towards your to-be IT architecture.



**SAP Signavio**



**LeanIX**

### SAP Signavio capabilities for business

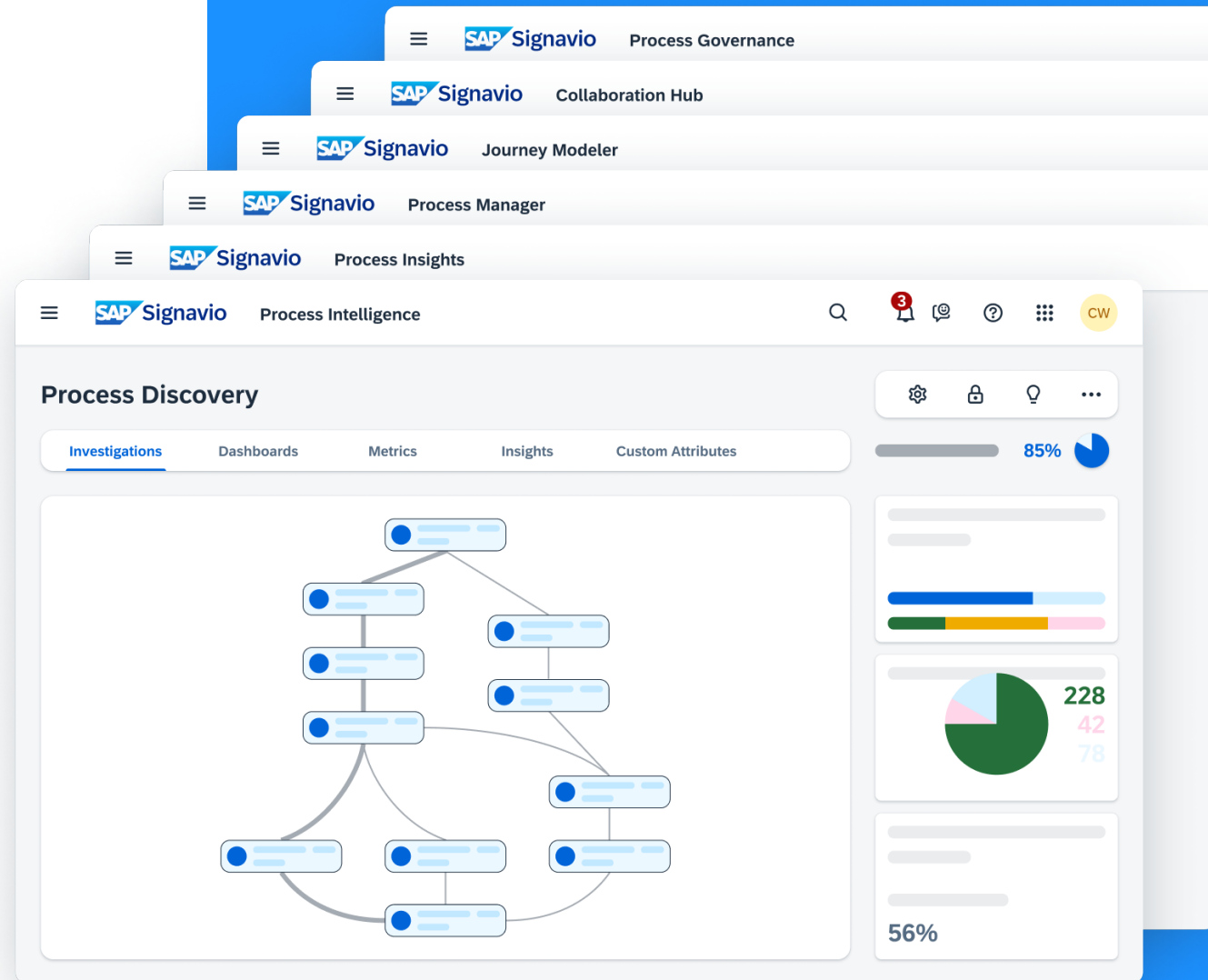
- Data-driven analysis and mining
- Governance and automated execution
- Process and journey modeling
- Process-centric value acceleration and realization
- Integrated Collaboration
- SAP-specific and solution-independent best practices

### LeanIX capabilities for IT

- Data-driven IT insights
- Time-machine-like projections to model target state
- Powerful, out-of-the-box integrations
- Strong collaboration features
- Built-in architecture reference data
- Intuitive and modern user interface

\*Simplified UI, your experience may differ.

# SAP Signavio Business Process Transformation



# SAP Signavio Process Transformation

SAP Signavio, our cloud-based suite for **business process analysis, optimization and management**, you can **optimize your processes, increase efficiency and drive transformation and innovation**.

The market-leading solutions gives your organization the ability to visualize, optimize and transform every aspect of your business processes to **drive sustainable growth and resilience - fast and at scale** to archive a more agile and resilient enterprise.

## Benefits of SAP Signavio

- ✓ Achieve transparency
- ✓ Improve performance
- ✓ Streamline Collaboration
- ✓ Accelerate time to value

## Capabilities of SAP Signavio:

### Process mining and recommendations

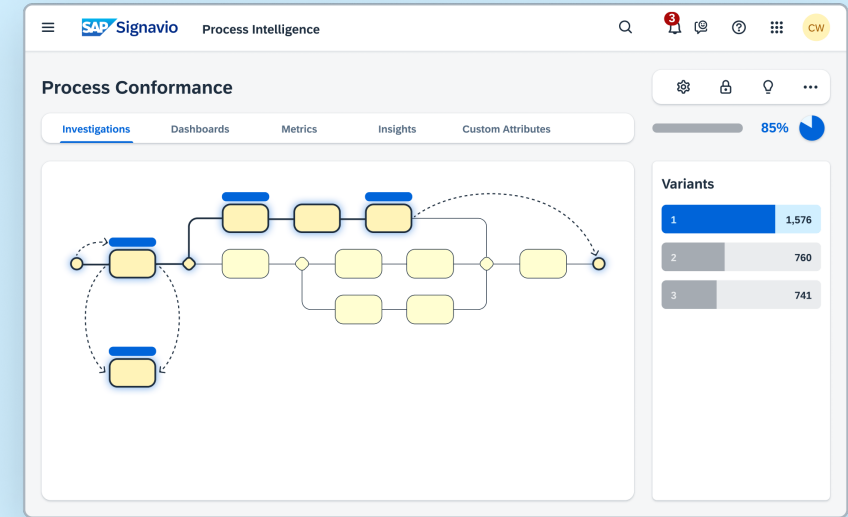
Collaborative process analysis and mining supports continuous business process monitoring, assessment, and improvement to enable operational and experience excellence at scale.

### Business process management

An intuitive and comprehensive modeling platform captures, unifies, and maintains process models to centralize modeling processes and drive collaboration.

### Process best practices and journey modeling

Customer-centric imperatives blended with operational excellence and process best practices connects journeys, processes, and data for ongoing experience improvements.



## Facts and figures

2500+

Customers around the world

Leader

Status in multiple analyst grids

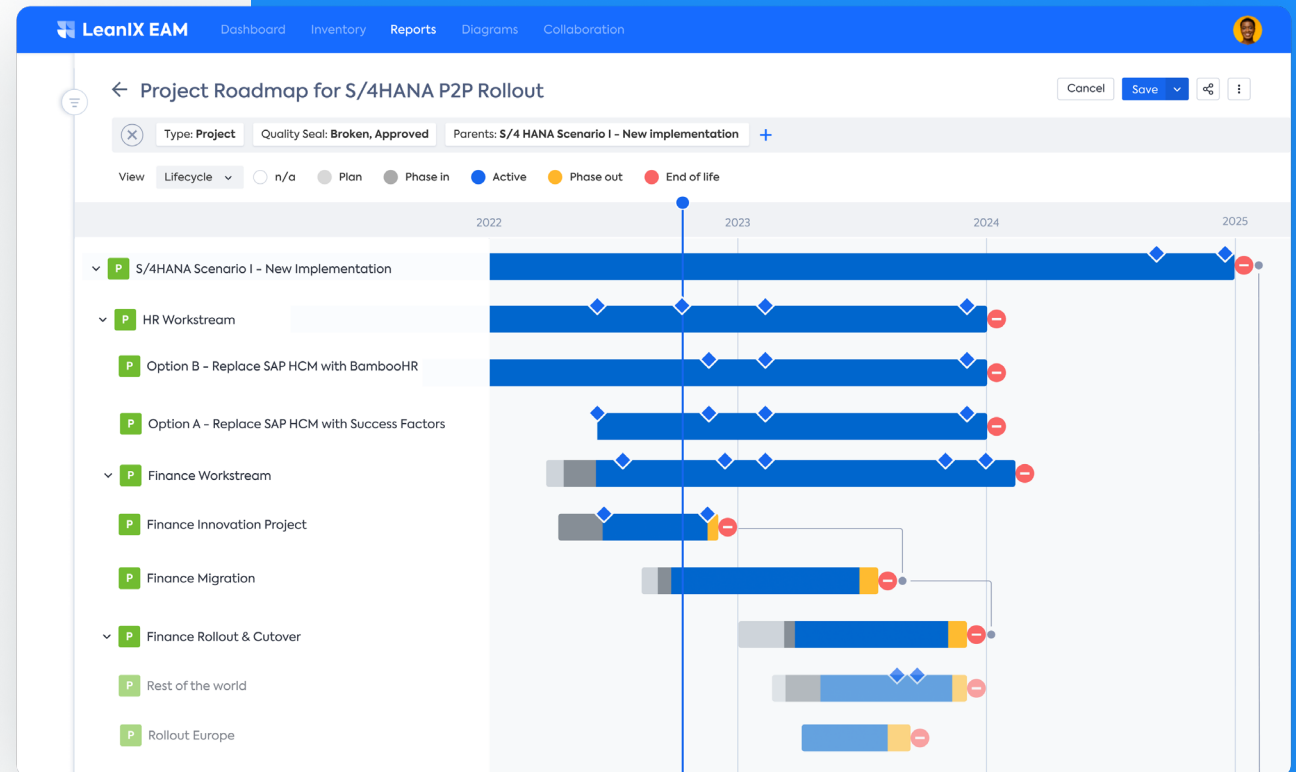
Front-runner

of SAP Business AI

1000+

of Best Practices

# LeanIX Enterprise Architecture Management



# LeanIX Enterprise Architecture Management

LeanIX is a market leader for enterprise architecture management, driving the **modernization of IT landscapes and continuous business transformation**.

Its software-as-a-service solutions empower organizations to **create transparency**, enabling them to **visualize, assess and manage** the transition towards their target IT architecture.

## Benefits of LeanIX

- ✓ **Optimized IT costs**
- ✓ **Increased efficiency**
- ✓ **Enhanced IT sustainability**
- ✓ **Improved security**

## Capabilities of LeanIX:

### Data-driven insights

about enterprise architecture to make transformation decisions with confidence

### Time-machine projections

to visualize the impact of transformations and different scenarios

### Powerful, out-of-the-box integrations

to get all relevant data in one single source of truth

### Strong collaboration features

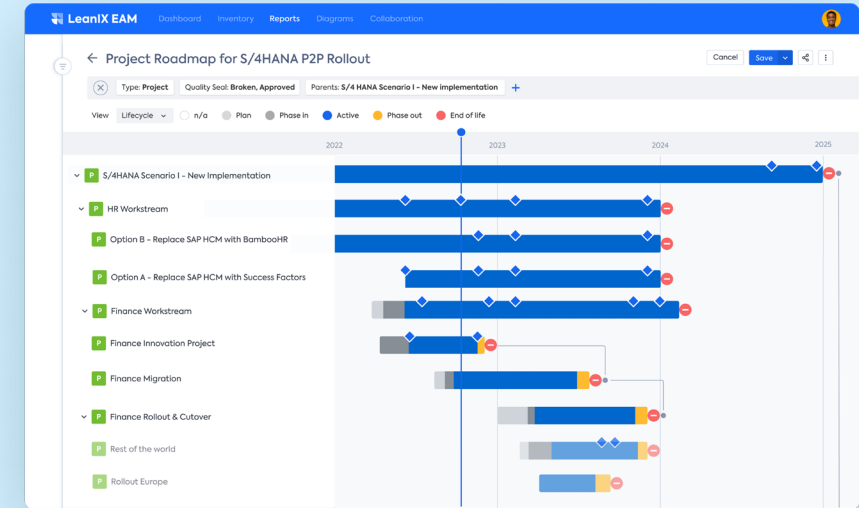
to engage business and IT stakeholders and drive change adoption

### Built-in architecture reference data

to speed up SAP transformations and to get in line with market standards

### Intuitive and modern user interface

to allow broad organization-wide usage with minimum training



## Facts and figures

1200+

Customers around the world

NPS 70+

Customer satisfaction score

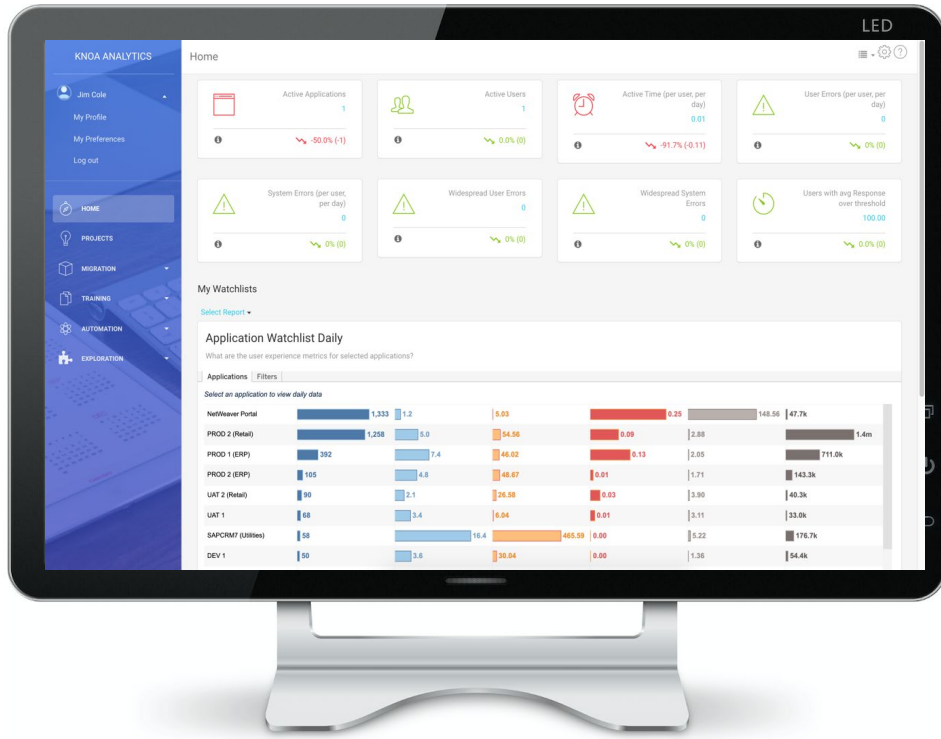
Leader

Status in multiple analyst grids

SaaS Native

Solution available across the globe

# SAP User Experience Management by Knoa Product Highlights



- ✓ SAP resells Knoa solution as “SAP User Experience Management by Knoa”
- ✓ Knoa product is certified to SAP standards via the Premium Qualification process
- ✓ Support is provided jointly by SAP & Knoa
- ✓ Knoa is part of the SAP Partner Managed Cloud (PMC) program

## Patented Monitoring Technology

- Knoa provides a complete view of user experience across all end users and all business processes
- Knoa is “plug and play” – no customization or development is needed.

## Visibility into all SAP Processes

- Knoa provides a complete and accurate representation of how tasks are executed in SAP across all business processes.
- The Knoa user experience metrics are available across the entire SAP application landscape.

## Extensible Monitoring Platform

- Knoa works with standard, off-the-shelf applications and custom applications.
- Knoa makes available an SDK, which enables a non-programmer to extend Knoa’s unique discovery to any web-based applications.

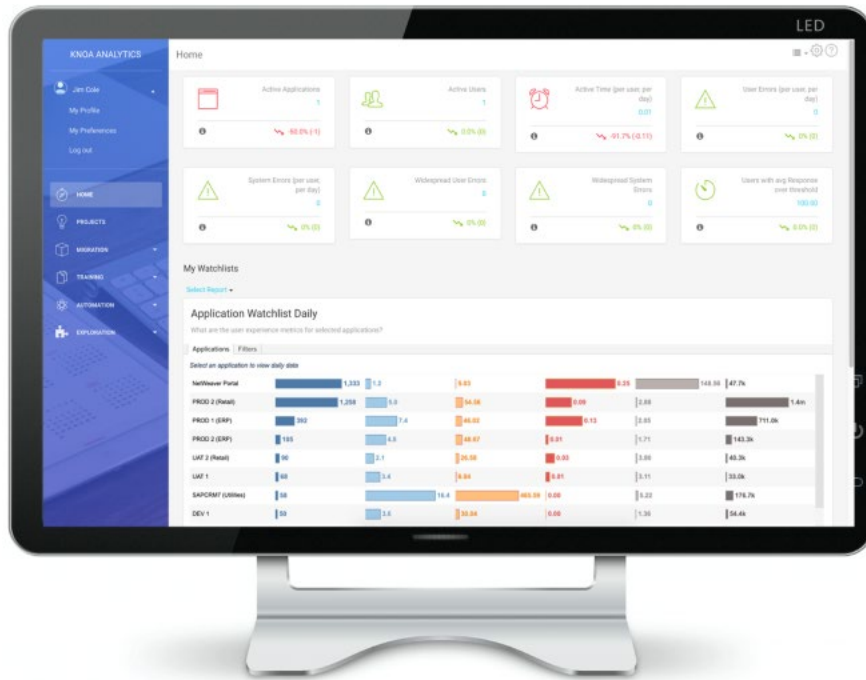
## Integration with SAP Signavio

- Integration of Knoa task metrics with Signavio’s process-centric metrics provides end-to-end visibility into actual process execution.



# SAP User Experience Management by Knoa - Task and User Analytics

## Get visibility into end-to-end SAP process execution



SAP User Experience Management by Knoa enables customers to analyze business processes at a deeper level. Granular user activity logs enrich process data with detailed task and user behavior analytics.



## Task Mining Goals

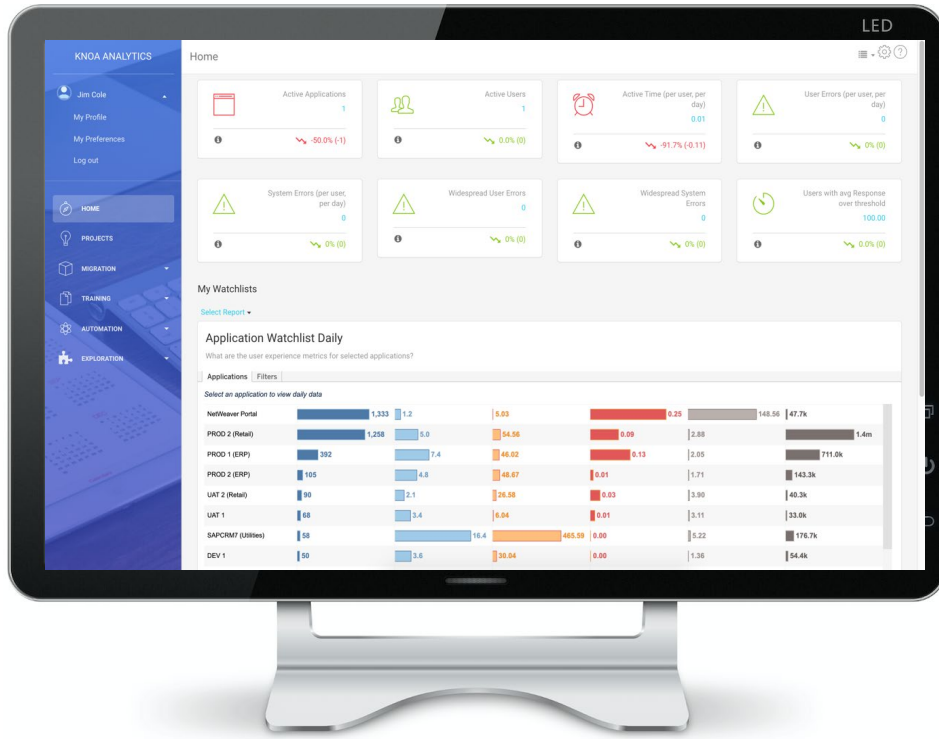
SAP User Experience Management by Knoa's unique task mining solution helps enterprises gain micro-level visibility into SAP processes to improve overall execution and performance.



## Data-Driven Approach

Task mining complements process mining by capturing detailed metrics of how users execute business processes through corporate applications.

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# Successful business transformation becomes reality

## From the business perspective...

“SAP Signavio and LeanIX play a pivotal role in these transitional phases by providing insights into process and application dependencies. They empower us to assess change impacts and associated risks, facilitating informed decisions and expeditious progress.“

### René Westphal

Lead of Process Excellence & Digital Solutions,  
KWS SAAT SE & Co. KGaA

## From the IT perspective...

“Using SAP Signavio and LeanIX in concert helps us relate our business processes to the supporting IT architecture with keeping the big picture of our enterprise in sight.“

### Dr. Henk Groth

Enterprise Architect,  
KWS SAAT SE & Co. KGaA

**KWS**



KWS SAAT SE & Co. KGaA is a European independent and family - owned company based in Germany that focuses on plant breeding, with activities in about 70 countries.

Insights into both processes and applications and their dependencies.

Brings business and IT together with a full picture of the enterprise.

SAP Signavio and LeanIX  
are positioned as Leaders  
across different market categories  
by customers and various analysts

SAP Signavio is a market leader  
in **Process Transformation**

LeanIX is a market leader  
in **Enterprise Architecture**

Process Mining Tools  
[Gartner](#)

Enterprise Architecture Tools  
[Gartner](#)

Digital Twin of an Organization  
[Spark](#)

Enterprise Architecture  
[G2 Grid](#)

Customer Journey Mapping  
[Spark](#)

Application Portfolio Management  
[G2 Grid](#)

Leaders

SAP Signavio and LeanIX believe that placement in the various quadrants as Leaders is a testament to our continued commitment to providing customers with innovative world-class solutions.