

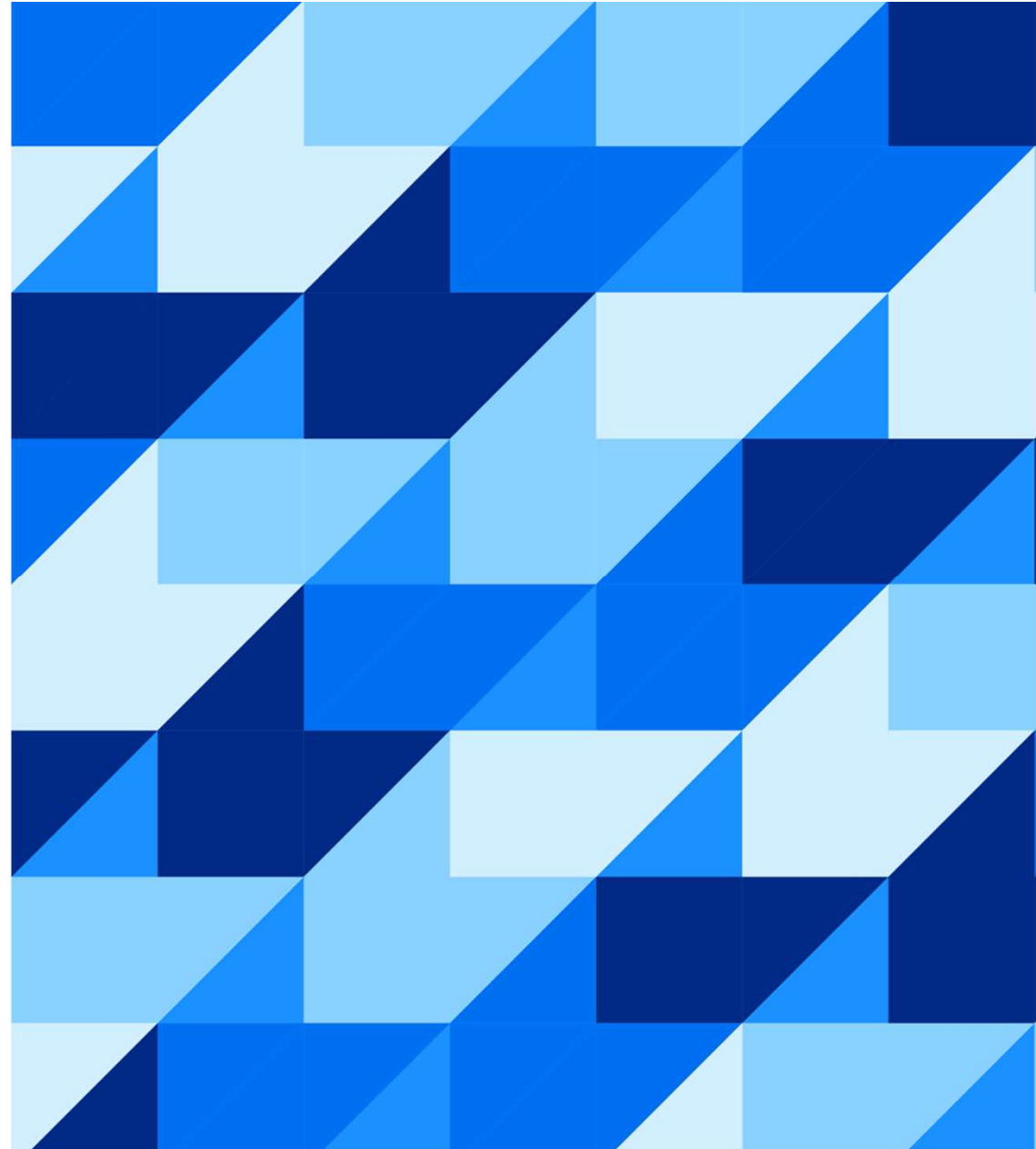


# SAP ERP transformation with **SAP Signavio** **Process Transformation** **Suite**

Name, SAP  
Month 00, 2024

Public

Add partner  
logo and alt text



# Ensure agility and smooth operations

SAP Signavio provides a holistic solution that helps you decide with confidence and execute with speed. It also ensures not only a more agile and smoother transformation of your ERP to the cloud, but also long-term value through improved process efficiency, compliance and continuous improvement, while giving you the ability to manage your costs and boost innovations.

**Execute**

**Decide**



## Sometimes there are challenges to overcome

How do you make your SAP ERP transformation successful as fast as possible?

How do you ensure that a transformation add value to your organization?

How do you ensure that change is safeguarded and manageable?

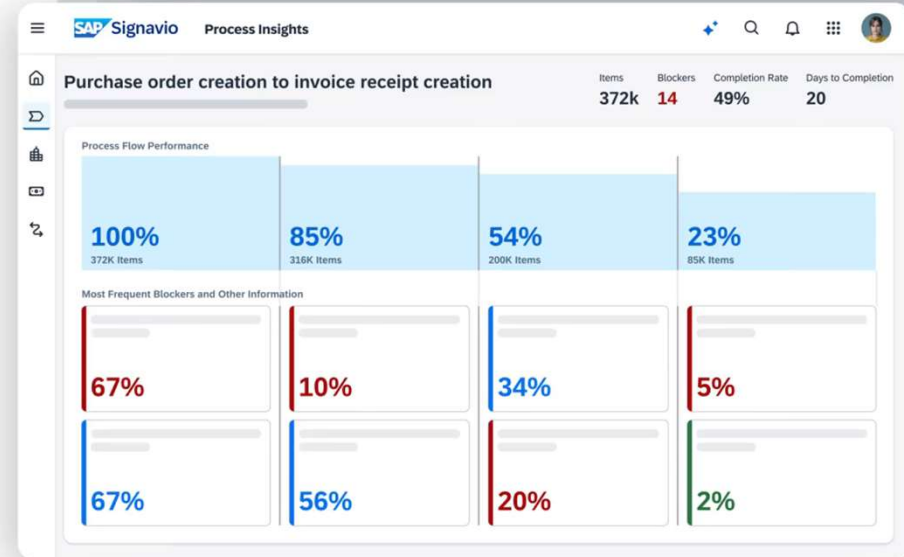


# SAP Signavio Process Transformation Suite

## Our offering

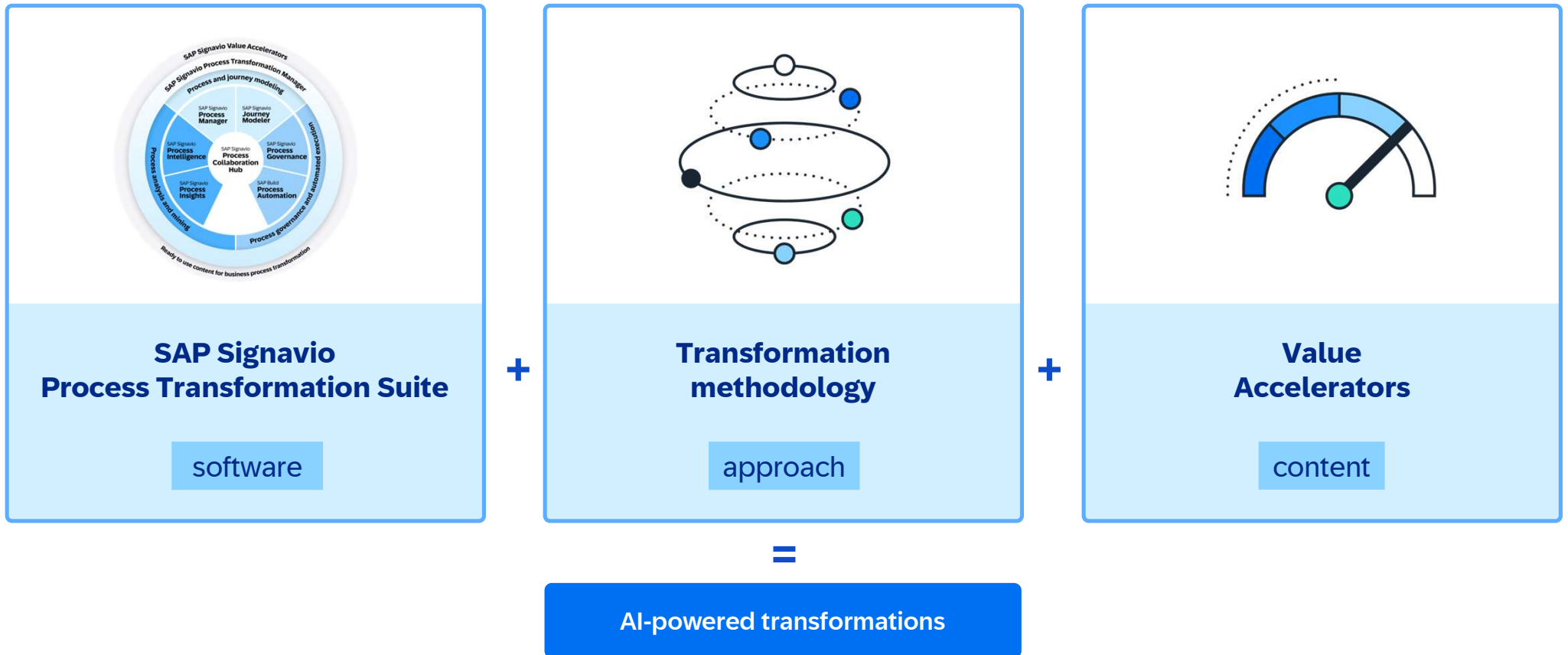
# SAP Signavio Process Transformation Suite

A cloud-based process transformation solution that gives companies the ability to **understand, improve, and transform all their business processes,** fast and at scale



Our approach

# Process Transformation on one page



SAP Signavio

# Main capabilities overview



## Process analysis and mining

---

Complete process analysis and mining for enterprise transformations and operational excellence programs



## Process and journey modeling

---

Standardized process and journey management, simulation and modeling



## Process governance and automated execution

---

Maintain organizational and regulatory compliance of all documented processes



## Process transformation management and collaboration

---

Collaborative planning, management and execution of transformations



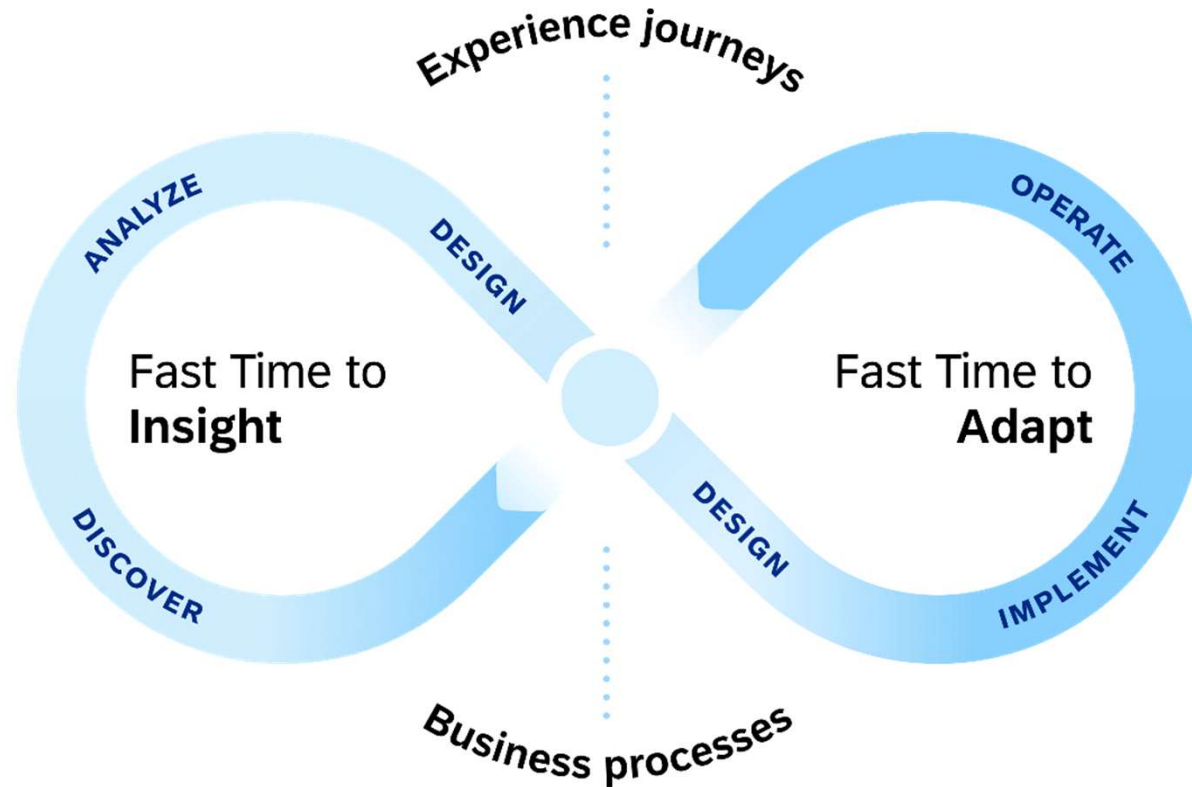
## Value acceleration and artificial intelligence

---

Speed up time to value and increase the quality of output with pre-built sets of content and generative AI

SAP Signavio

# Methodology



**Continuous process transformation** becomes a source of sustained competitive advantage.

In this context, **time to insight** and **time to adapt** are key to becoming an agile, resilient and sustainable enterprise.

SAP Signavio

# Value Accelerators

**SAP Signavio Value Accelerators are sets of content that are specific for a theme – such as a business objective, process, product, industry and can be consumed/integrated with SAP Signavio solutions**

- Capability maps and reference architectures
- Business process models
- Ready to use metrics, dashboards and data transformation templates
- Innovation and correction recommendations
- Best practices, deployment details and localization requirements for SAP products
- Connectors, integrations, other technical enablers and more...



# **SAP Signavio Process Transformation Suite**

## **How we can help to move your SAP ERP to the cloud**

# How does SAP Signavio help you make your transformation successful and fast as possible?

## SAP Signavio accelerates transformations by:

Identifying opportunities for process improvements and sharpening the transformation scope

Designing to-be process fast by combining SAP best practices and reverse engineered company best run process execution

Providing transparency and accessibility of process model to all stakeholders, reducing complexity and minimizing the risk of misalignment and iterations



# How does SAP Signavio ensure that your transformation adds value?

## SAP Signavio adds value for transformations by:

Providing a data-driven analysis determining the value potential accurately, based on evidence

Showing actionable insights, guidance, and recommendations

Ensuring that values and metrics are considered during process design and meticulously monitored for value realization throughout the run phase



# How does SAP Signavio ensure that change is manageable for you?

## SAP Signavio manages change during transformations by:

Securing management buy-in based on identified value potential

Ensuring strong support for the transformation process

Involving all relevant parties and fostering collaboration

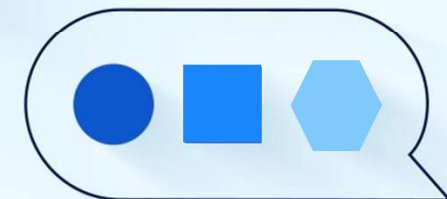
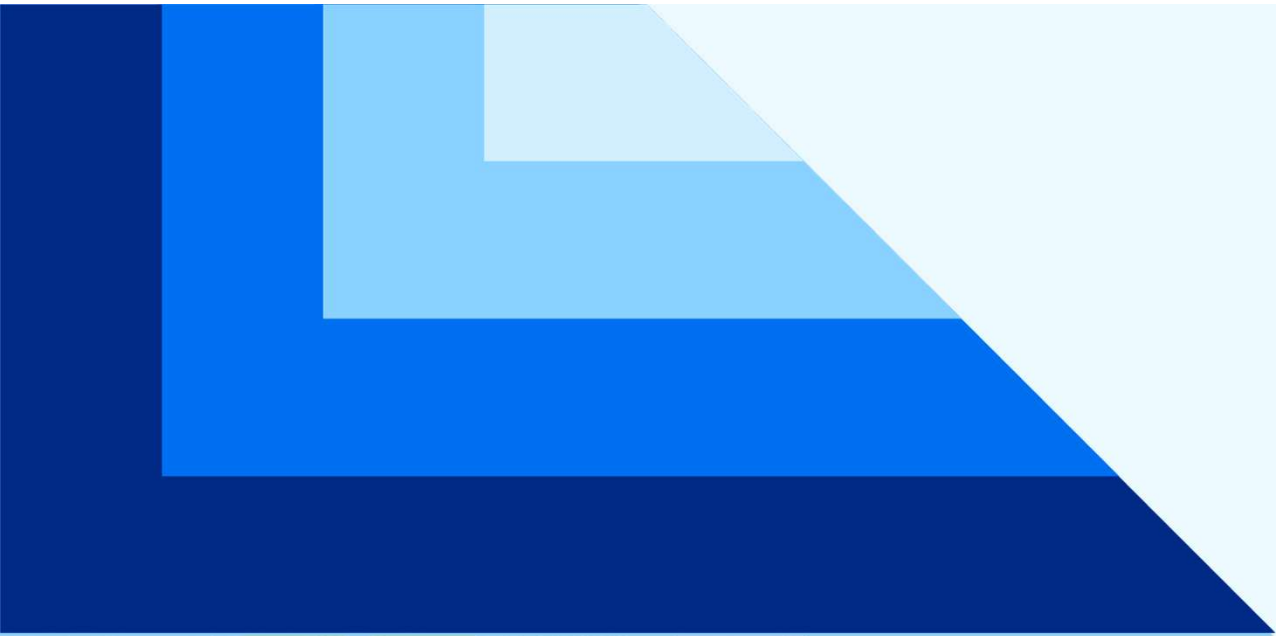
Mitigating risks of misalignment between business and IT leveraging strong integration of process and solution worlds while driving successful outcomes





# **SAP Signavio Process Transformation Suite**

**Our approach radically changes the way how you transform  
you SAP ERP**







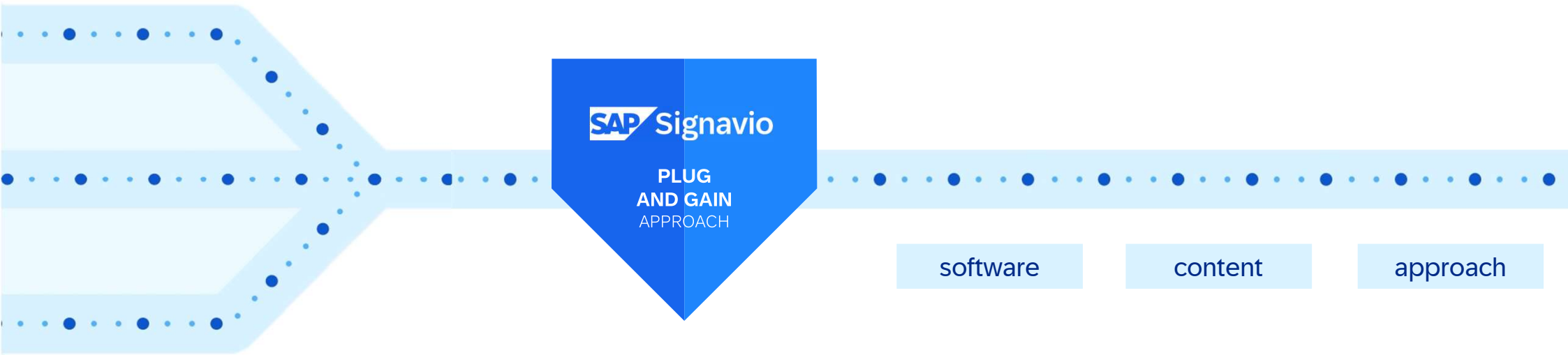
**SAP** Signavio

PLUG  
AND GAIN  
APPROACH

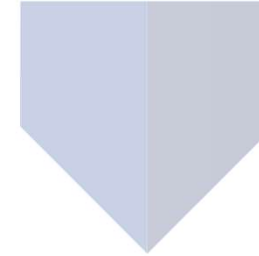
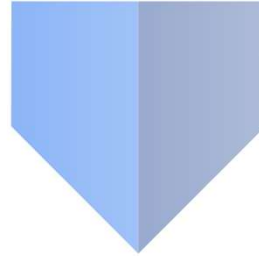
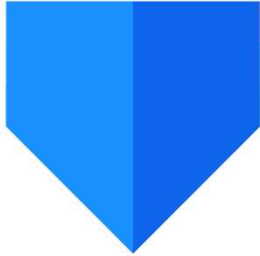




SAP ERP Central Component ECC, SAP S/4HANA Private Cloud and on-premise



SAP ERP Central Component ECC, SAP S/4HANA Private Cloud and on-premise



**DISCOVER and ANALYZE**  
in hours, not months

**DESIGN and IMPLEMENT**  
with confidence

**OPERATE**  
towards continuous  
improvements

Process analysis and mining

Process and journey modelling

Value acceleration and artificial intelligence

Process transformation management and collaboration

Process governance and  
automated execution



# Discover almost all SAP ERP processes at once

Kickstart your transformation project

Discover SAP ERP processes almost  
simultaneously

Realize fast time to insights with predefined  
content

Make fast, data-driven decision making

Understand value potential

Obtain a valid business case

Obtain a valid business case



## Discover your as-is

Visibility into true process execution

Get AI-powered recommendations

Run Performance Benchmarking

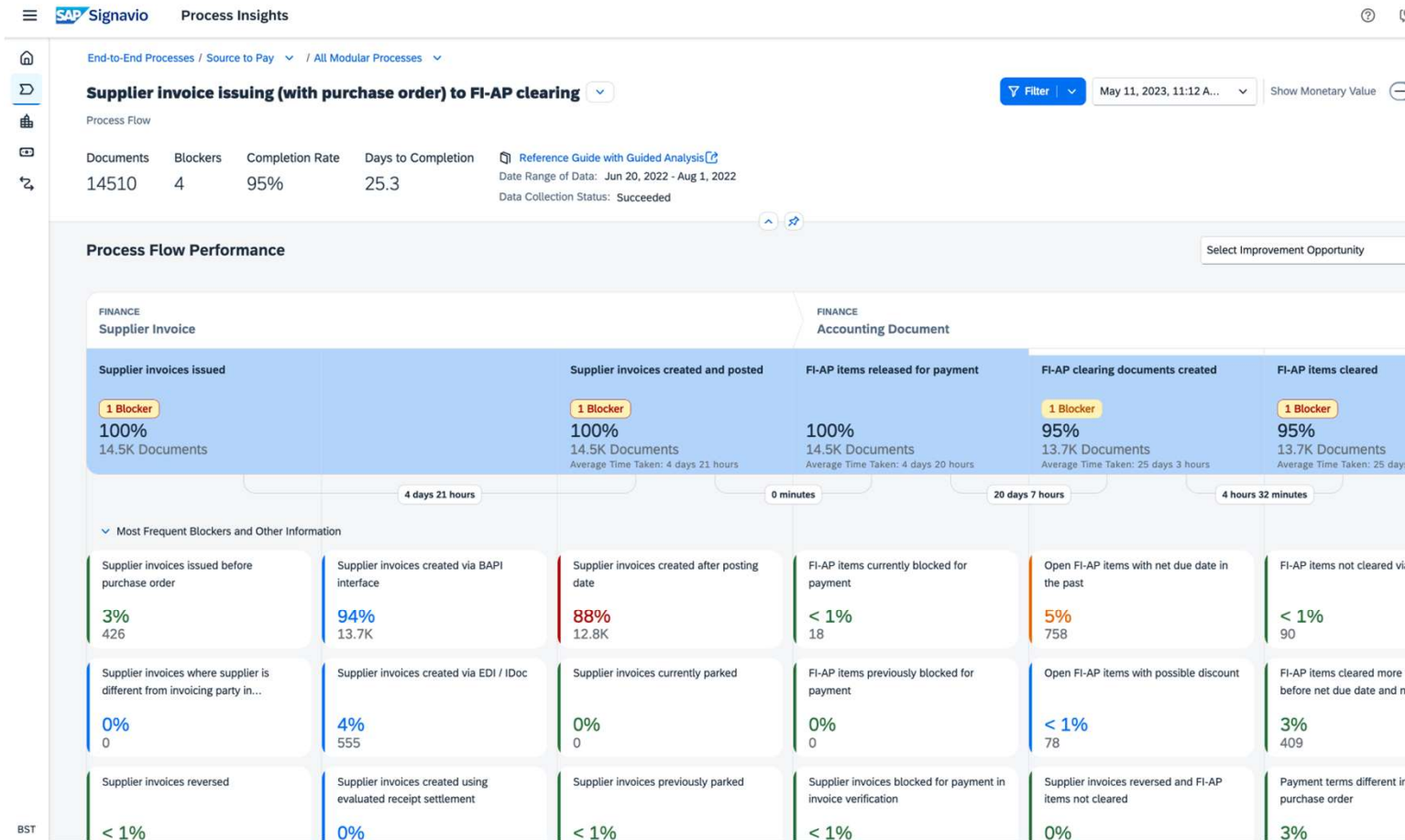
Run Value Discovery

Create digital Single source of truth

Benefit from our content

Understand current process performance

Get visibility into your organizational process execution to understand bottlenecks



Get AI-powered recommendations to quickly understand your potential

SAP Signavio Process Insights

End-to-End Processes / Source to Pay / All Modular Processes

### Source to Pay

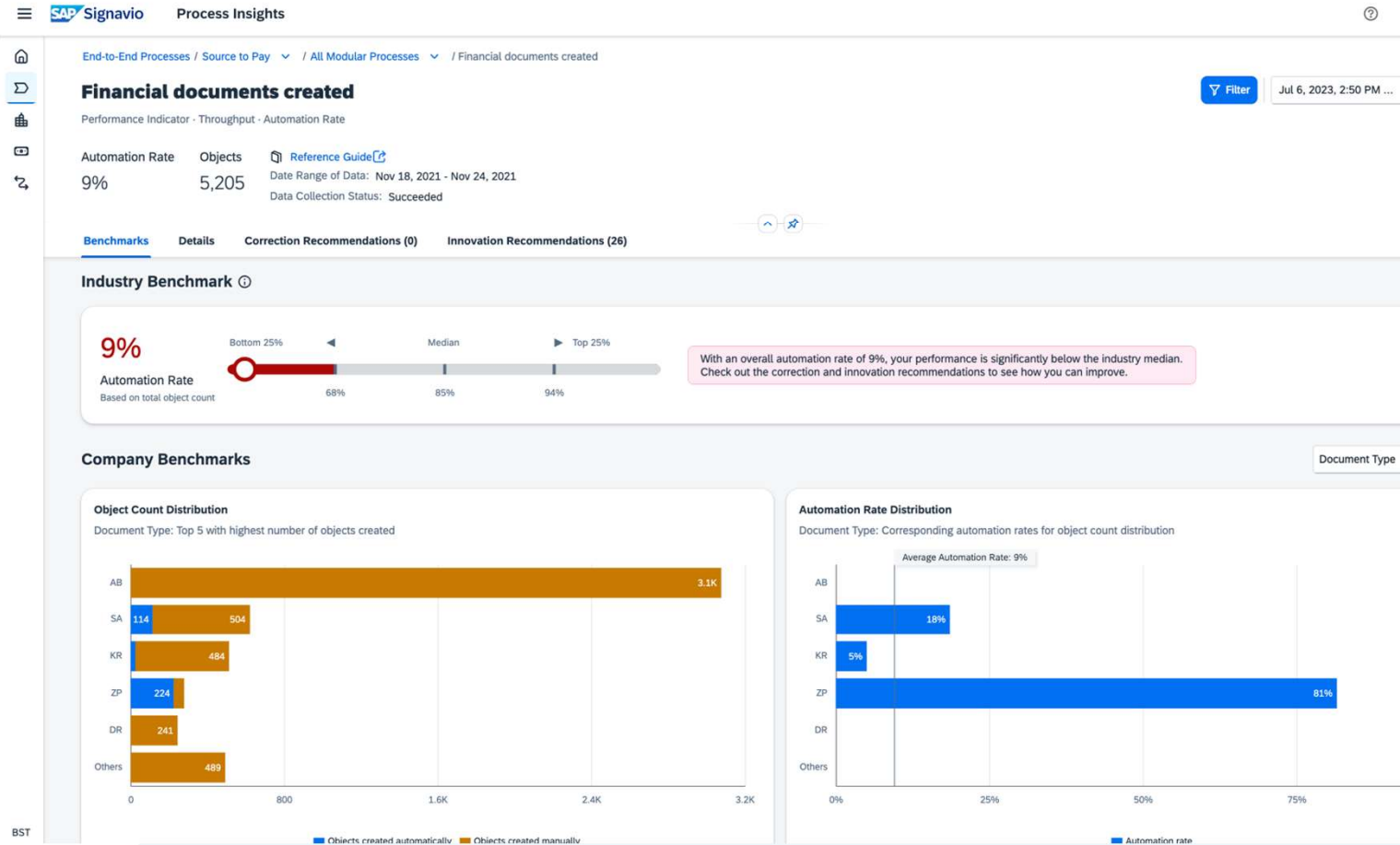
Process Flows Performance Indicators Correction Recommendations Innovation Recommendations

Innovation Recommendations (167) Filter by Categories

| Recommendation                                | Relevance | Industry Popularity (Consumer Pro... | Type                         | Related Blockers | End-to-End Processes                  | Lines of Business            |
|---|-----------|--------------------------------------|------------------------------|------------------|---------------------------------------|------------------------------|
| Create Sales Orders from Unstructured Data    | 4/5       | -                                    | AI Scenarios                 | 63               | Lead to Cash Source to Pay            | S... Sourcing & Proc...      |
| Contract is Ready as Source of Supply (Dat... | 4/5       | -                                    | Situation Handling           | 5                | Lead to Cash Source to Pay            | Sales Sourcing & Procurement |
| Contract Is Ready as Source of Supply         | 4/5       | -                                    | Situation Handling           | -                | Source to Pay                         | Sourcing & Procurement       |
| Purchase Order Processing                     | 4/5       | 4/5                                  | SAP S/4HANA Capabilities     | -                | Plan to Fulfill Source to Pay         | Sourcing & Procurement       |
| SAP Ariba Supplier Lifecycle and Performa...  | 4/5       | 4/5                                  | Intelligent Spend Management | -                | Source to Pay                         | Sourcing & Procurement       |
| SAP Ariba Catalog                             | 4/5       | 4/5                                  | Intelligent Spend Management | -                | Source to Pay                         | Sourcing & Procurement       |
| SAP Ariba Buying and Invoicing                | 4/5       | 4/5                                  | Intelligent Spend Management | -                | Finance Source to Pay                 | Sourcing & Procure... Sup    |
| SAP Ariba Buying                              | 4/5       | 4/5                                  | Intelligent Spend Management | -                | Source to Pay                         | Sourcing & Procurement       |
| SAP Business Network Commerce Automat...      | 4/5       | 4/5                                  | SAP Business Network         | -                | Fina... Lead to C... Source to ...    | F... Sourcing... Sustainabil |
| SAP Fieldglass Contingent Workforce Man...    | 4/5       | 1/5                                  | Intelligent Spend Management | -                | Source to Pay                         | Sourcing & Procurement       |
| SAP Fieldglass Services Procurement           | 4/5       | 1/5                                  | Intelligent Spend Management | -                | Source to Pay                         | Sourcing & Procurement       |
| Taulia Dynamic Discounting                    | 4/5       | 1/5                                  | Finance Optimization         | 8                | Finan... Governa... Source to ...     | Finance Sourcing & Procure   |
| Taulia Supply Chain Finance                   | 4/5       | 1/5                                  | Finance Optimization         | 8                | Finan... Governa... Source to ...     | Finance Sourcing & Procure   |
| MRP Material Exceptions                       | 3/5       | -                                    | Situation Handling           | 7                | Lead to ... Plan to ... Source to ... | Man... S... Sourcing ...     |
| Manage Purchase Orders                        | 3/5       | 4/5                                  | SAP Fiori Apps               | -                | Source to Pay                         | Sourcing & Procurement       |

BST

# Run Performance Benchmarking



BST

# Run Value Discovery

SAP Signavio Process Insights

EUR - Euro

## Value Analysis

Line of Business

Recurring Value (EUR / Year)  
 Total Realized / Total Potential  
**0 / 736.3K**

One-Time Value (EUR / Year)  
 Total Realized / Total Potential  
**0 / 900.6K** ▲

Performance Indicators (75)

| Value Driver   | [=] | Performance Indicator  | Baseline Date Range         | Baseline        | Current         | Target                               |
|--|-----|--|-----------------------------|-----------------|-----------------|--------------------------------------|
| ▼ Reduce Uncollectible Accounts Receivable ... <span style="color: blue;">Fina...</span> |     | Overdue and open Accounts Receivable items                   | Apr 12, 2019 - Jan 4, 2022  | 112292 Items    | 112292 Items    | 89834 Items                          |
| ▼ Reduce Finance Cost <span style="color: blue;">Finance Sales</span>                    |     | Electronic bank statements not completely posted             | Nov 2, 2000 - Feb 18, 2022  | 38283 Documents | 38283 Documents | 50 Documents                         |
|  |     | Financial documents created                                  | Nov 18, 2021 - Nov 24, 2021 | 9%              | 9%              | <span style="color: red;">30%</span> |
|  |     | Open items in general ledger accounts (aggregated)           | -                           | 1394310 Items   | 1394310 Items   | 976017 Items                         |
|  |     | Changes in internal orders                                   | Apr 23, 2021 - Jul 14, 2022 | 143 Changes     | 143 Changes     | 100 Changes                          |
|  |     | Automation rate: Customer invoice clearing                   | Nov 18, 2021 - Nov 24, 2021 | 61%             | 61%             | <span style="color: red;">98%</span> |
|  |     | Automation rate: Supplier invoice clearing                   | Dec 3, 2021 - Dec 9, 2021   | 54%             | 54%             | <span style="color: red;">95%</span> |
|  |     | Changes in supplier invoices                                 | Jun 21, 2022 - Sep 2, 2022  | 43 Changes      | 43 Changes      | 30 Changes                           |
|  |     | Changes in financial documents                               | Jul 22, 2022 - Jul 27, 2022 | 31 Changes      | 31 Changes      | 22 Changes                           |
|  |     | Canceled supplier invoices                                   | Feb 18, 2021 - Dec 1, 2021  | 16 Documents    | 16 Documents    | 11 Documents                         |
|  |     | Open items in goods receipt/invoice receipt clearing account | May 27, 2000 - Jan 13, 2022 | 12160 Items     | 12160 Items     | 7335 Items                           |
|  |     | Delivery items shipped and overdue for billing               | Nov 19, 2015 - Nov 24, 2021 | 2522 Items      | 2522 Items      | 2161 Items                           |
|  |     | Sales invoices not posted to accounting                      | Sep 20, 2021 - Sep 14, 2022 | 638 Documents   | 638 Documents   | 0 Documents                          |

BST

Create digital Single source of truth as a central source of truth for your transformation projects

SAP Signavio Process Collaboration Hub

Shared Documents > 2023 Plays > plug and gain > Process House (Current)

### End-to-End Processes

Revision 10

**Diagram** No comments Overlays (0/1 visible) Legend

| Category  | Process                 | Best-Run Score |
|---|-------------------------|----------------|
| Products & Services (Develop products and services) | Idea to Market          | -              |
| Customer (Generate demand)                          | Lead to Cash            | 65%            |
| Supply (Fulfill demand)                             | Plan to Fulfill         | -              |
| Supply (Fulfill demand)                             | Source to Pay           | 59%            |
| -   | Governance              | -              |
| -   | Finance                 | 92%            |
| -   | Recruit to Retire       | -              |
| -   | Acquire to Decommission | -              |

SAP Signavio Process Intelligence

### Best-Run Score

0 comments

Best-Run Score: Source to Pay

Pay

59.00%

Benefit from content, best practices and value accelerators to learn from the best


SAP Signavio Process Collaboration Hub

### Value Accelerator Library


Ready-to-use Value Accelerators that support your business process transformation and continuous improvement journey.

Publisher:  Product:  Process:  Industry:  Type:  [Clear Filters](#)


#### 26 Accelerators




**Improve Days Payable Outstanding for Procure to...**  
Harness SAP Signavio Process Intelligence to tackle finance cost in your SAP procure to pay process....  
SAP




**Identify Value Cases for Procure to Pay in SAP...**  
Unlock the true potential of your procure to pay process with SAP Signavio Process Intelligence and...  
SAP




**Start Mining for Procure to Pay in SAP ERP Central...**  
Start your SAP Signavio Process Intelligence journey to operational excellence for the procure to pay...  
SAP



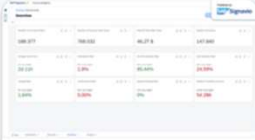
**Start Mining for Procure to Pay in SAP S/4HANA**  
Start your SAP Signavio Process Intelligence journey to operational excellence for the procure to pay...  
SAP




**Reduce Finance Cost for Procure to Pay in SAP Ariba**  
Leverage SAP Signavio Process Intelligence to refine finance cost in your SAP Ariba procure to pay...  
SAP




**Start Mining for Procure to Pay in SAP Ariba**  
Start your SAP Signavio Process Intelligence journey to operational excellence for the procure to pay...  
SAP




**Start Cross Mining for Procure to Pay in SAP ERP Central...**  
Start your SAP Signavio Process Intelligence cross-mining journey to operational excellence for the...  
SAP



**Start Cross Mining for Procure to Pay in SAP S/4HANA and...**  
Start your SAP Signavio Process Intelligence cross-mining journey to operational excellence for the...  
SAP

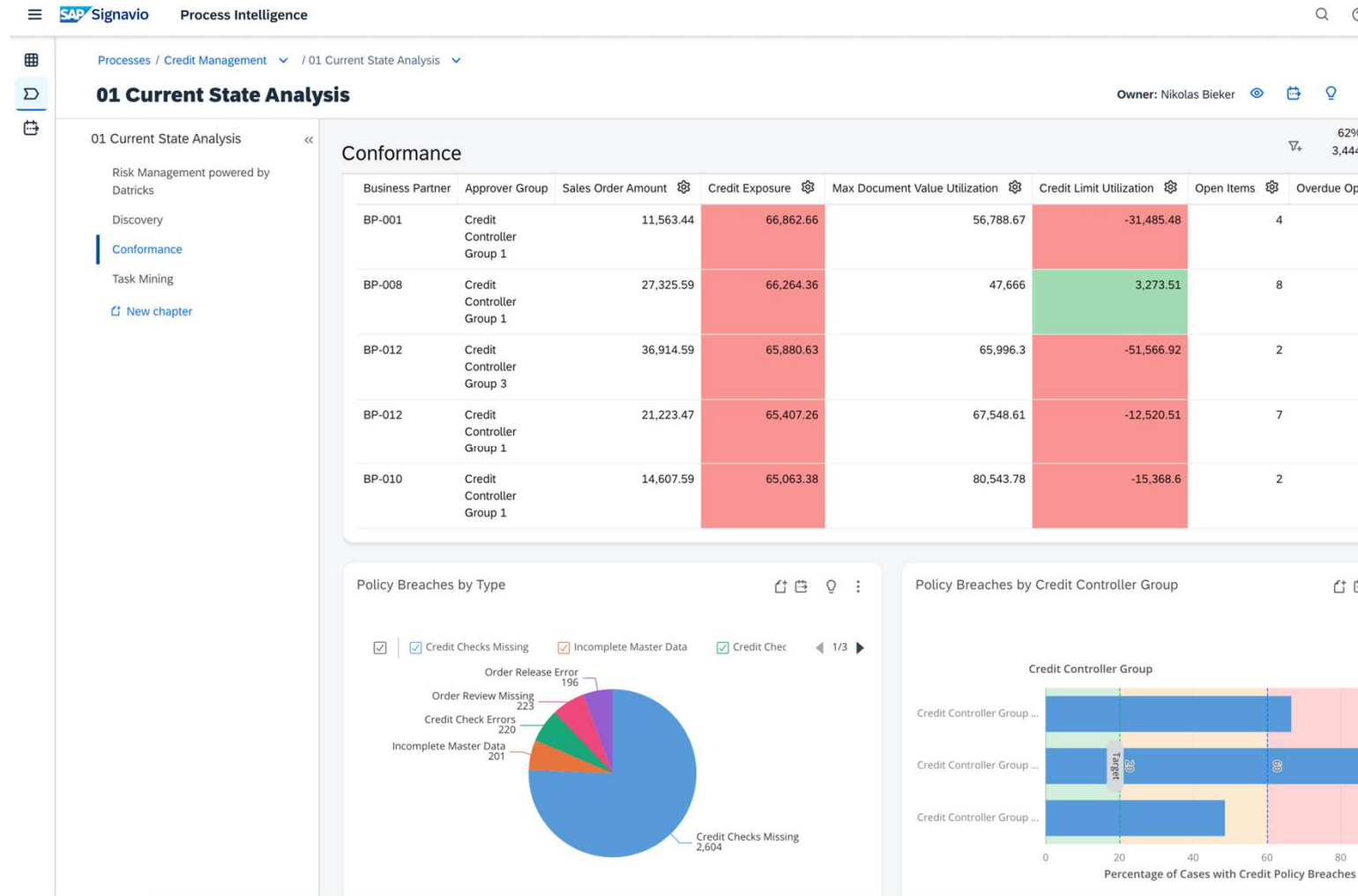


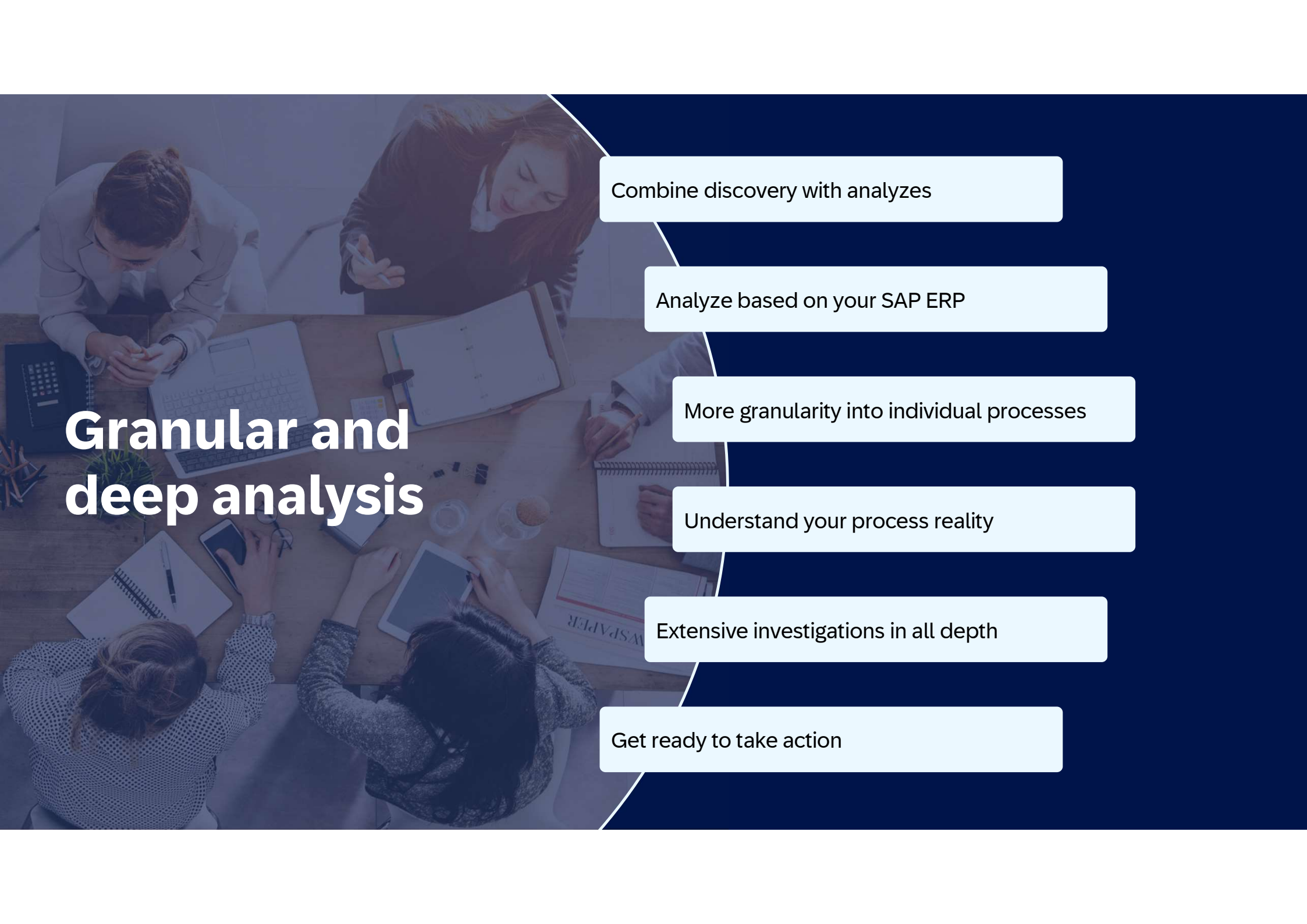
**Start Mining for Vendor Invoice Management...**  
Start your SAP Signavio Process Intelligence journey to operational excellence for the vendor invoice...  
SAP



**Improve Accounts Payable FTE Productivity for Vendor...**  
Transform your vendor invoice management and invoice to pay process through the strategic...  
SAP

Understand current process performance to understand how your individual processes are running





# Granular and deep analysis

Combine discovery with analyzes

Analyze based on your SAP ERP

More granularity into individual processes

Understand your process reality

Extensive investigations in all depth

Get ready to take action

**Discover your as-is**

## Analyze the details

Gain comprehensive insights into individual processes

Uncover your improvement potential

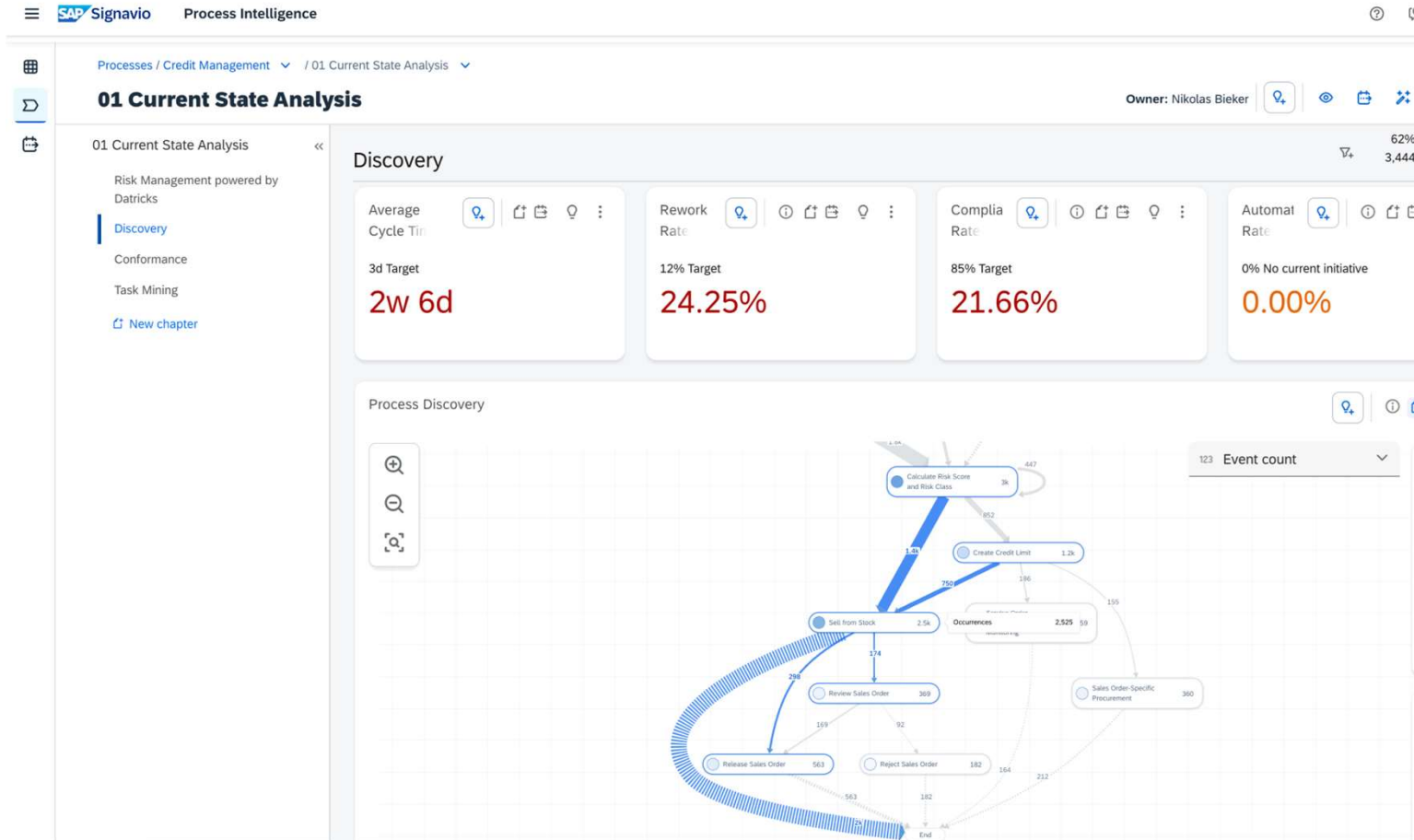
Develop and document BPMN models out of analysis

Compare actual process execution against the “best possible” way

Simulate impact of changes

Measure process performance

Gain granular insights into individual processes and how they are executed across your organization



Uncover your improvement potential with a detailed analysis of your current process execution

SAP Signavio Process Intelligence

Processes / Credit Management / 01 Current State Analysis

Owner: Nikolas Bieker

### 01 Current State Analysis

Risk Management powered by Datricks

Discovery

**Conformance**

Task Mining

[New chapter](#)

#### Conformance

Process Conformance

Variant path Hotspots

Customer

Start

1d 3h

21h 30m

Set Item Stock

Release Sales Order

Hotspots

Variant path

Variants

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8

Set selected variant chapter filter

Listed variants

10 20

of 370 displayed

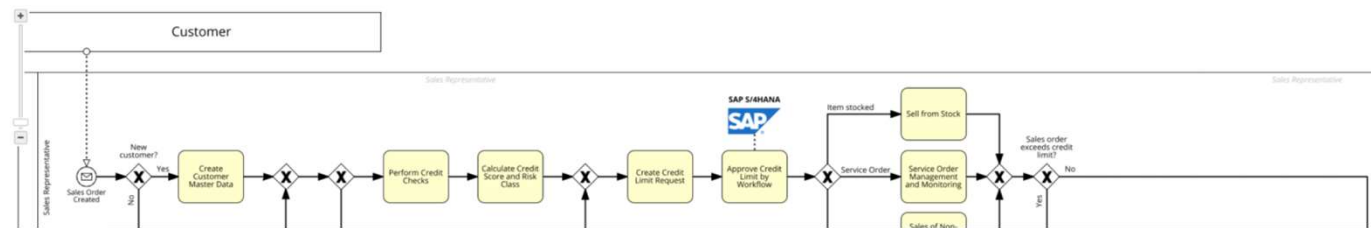
Develop and document BPMN models out of analysis that reflect your current process landscape

Activities

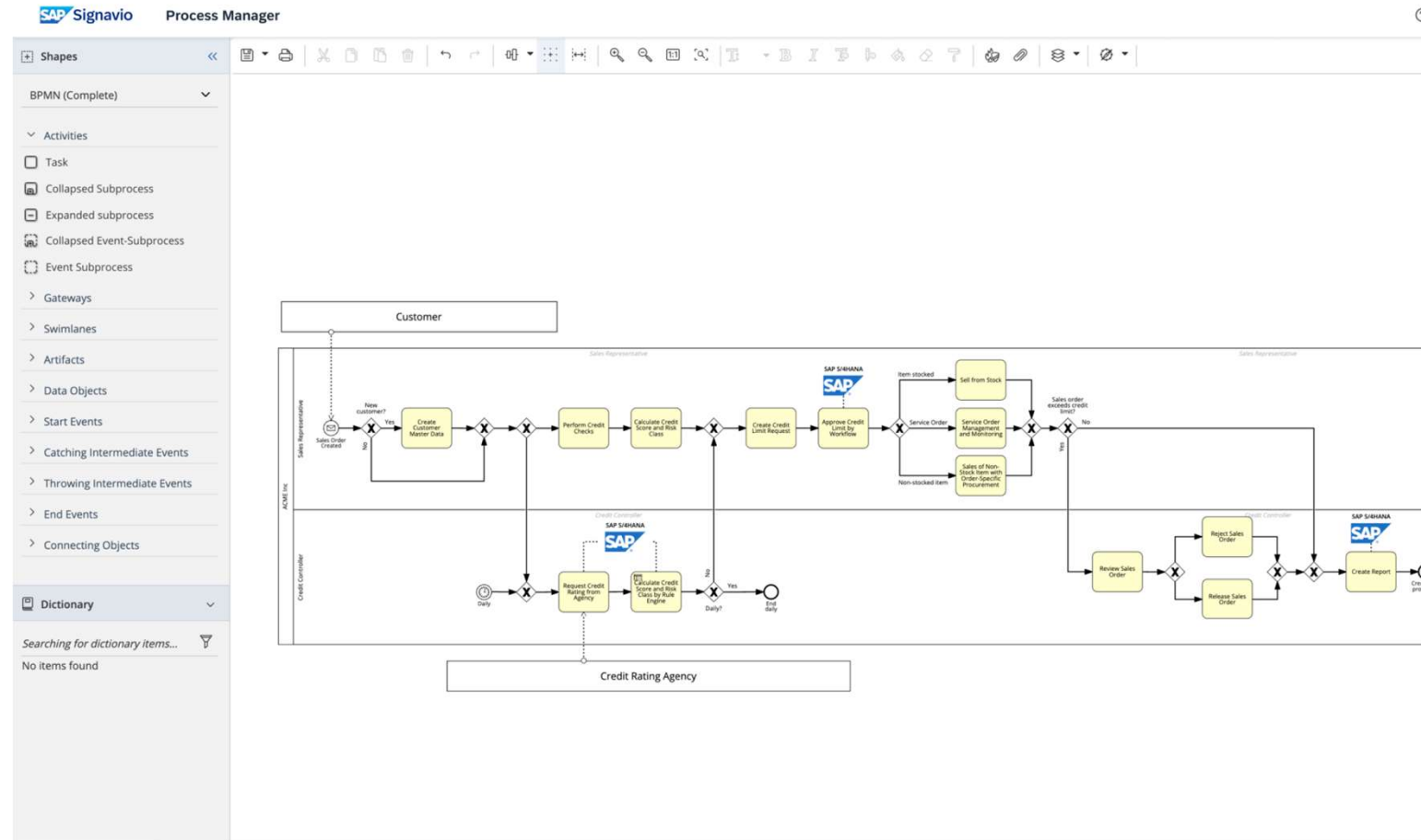
Here you can view and edit activity attributes.

|    | What?  | Who?*                | How?   | IT Systems  | Risks and Controls | Process Links | Responsible | ↔ IT Systems |
|----|--|----------------------|--|-------------|--------------------|---------------|-------------|--------------|
| 1  | Create Customer Master Data                      | Sales Representative |  |             | 0 Risks            |               |             |              |
| 2  | Perform Credit Checks                            | Sales Representative |  |             | 0 Risks            |               |             |              |
| 3  | Calculate Credit Score and Risk Class            | Sales Representative |  |             | 0 Risks            |               |             |              |
| 4  | Request Credit Rating from Agency                | Credit Controller    | Scoring rules engine allows creation of customer score...    | SAP S/4HANA | 0 Risks            |               |             |              |
| 5  | Calculate Credit Score and Risk Class by Rule... | Credit Controller    | Automatic calculation of scoring/risk class/limit using c... | SAP S/4HANA | 0 Risks            |               |             |              |
| 6  | Create Credit Limit Request                      | Sales Representative |  |             | 0 Risks            |               |             |              |
| 7  | Approve Credit Limit by Workflow                 | Sales Representative |  | SAP S/4HANA | 0 Risks            |               |             |              |
| 8  | Sell from Stock                                  | Sales Representative |  |             | 0 Risks            |               |             |              |
| 9  | Service Order Management and Monitoring          | Sales Representative |  |             | 0 Risks            |               |             |              |
| 10 | Sales of Non-Stock Item with Order-Specific ...  | Sales Representative |  |             | 0 Risks            |               |             |              |
| 11 | Review Sales Order                               | Credit Controller    |  |             | 0 Risks            |               |             |              |
| 12 | Reject Sales Order                               | Credit Controller    |  |             | 0 Risks            |               |             |              |
| 13 | Release Sales Order                              | Credit Controller    |  |             | 0 Risks            |               |             |              |
| 14 | Create Report                                    | Credit Controller    | New Credit Manager Analytics Under the Group Analyti...      | SAP S/4HANA | 0 Risks            |               |             |              |

Diagram preview

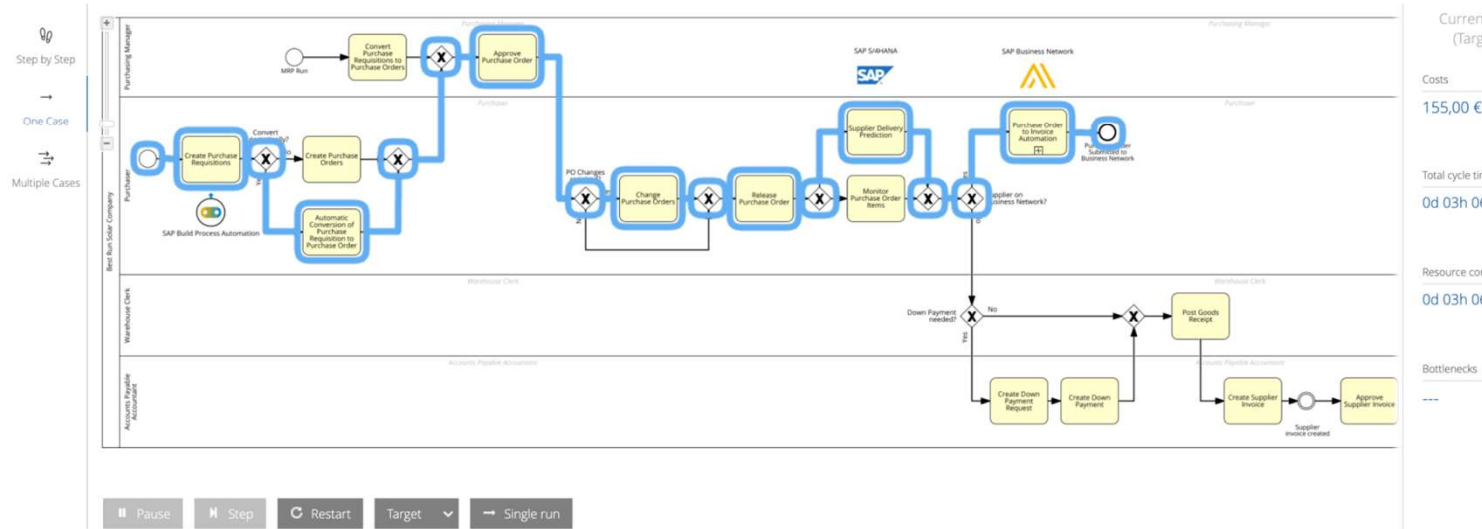


# Compare actual processes and their execution against the “best possible” way



Simulate impact of changes to be able to understand the impact of changes

Procurement of Direct Materials (Target)



Current (Target)  
 Costs  
 155,00 €  
 Total cycle time  
 0d 03h 06m  
 Resource consumption  
 0d 03h 06m  
 Bottlenecks  
 ---

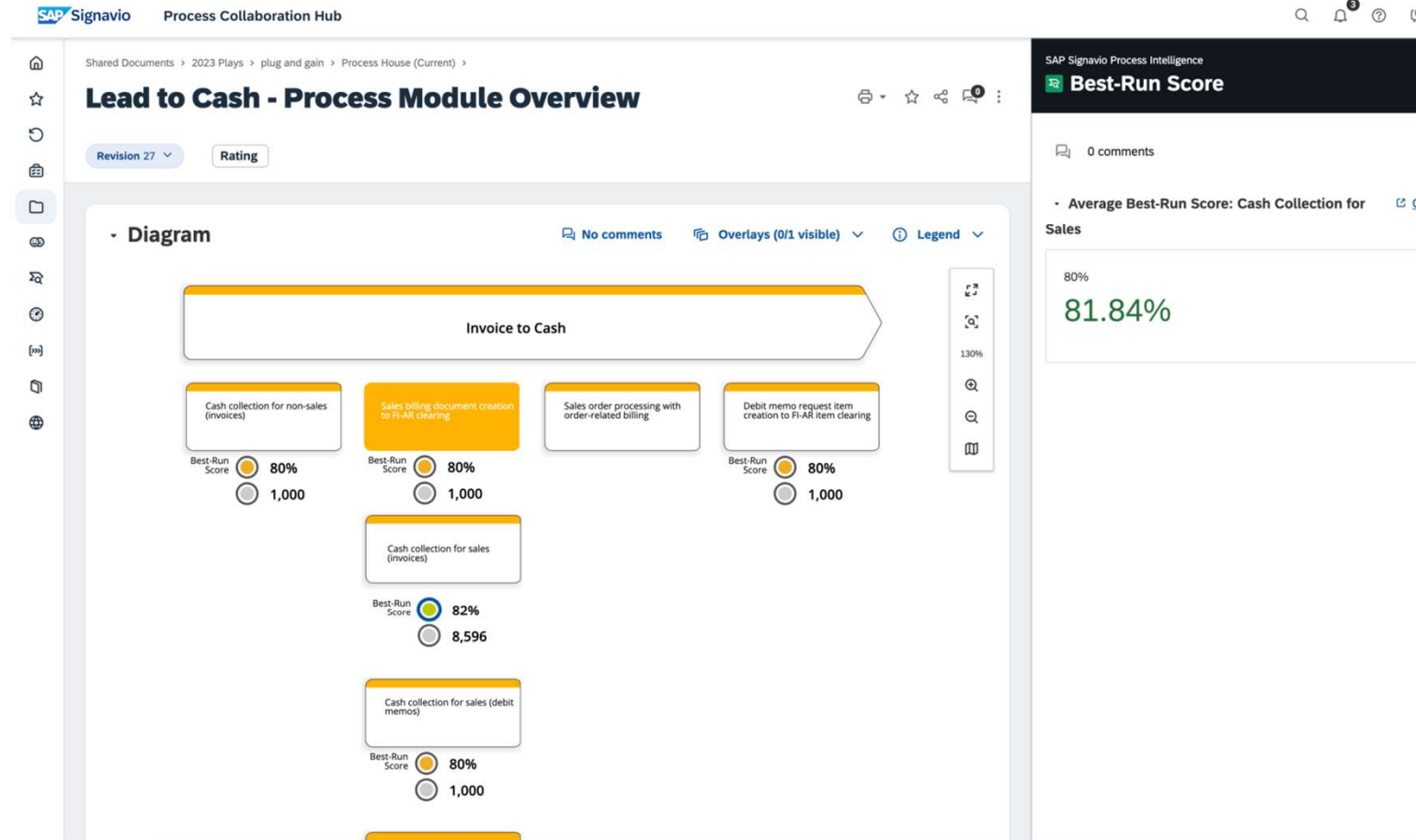
Scenarios

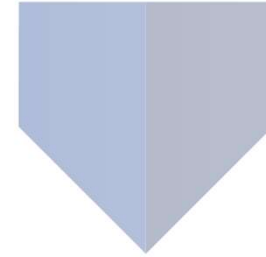
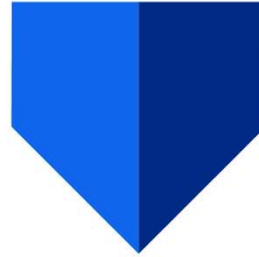
Current Target +

| Role                           | Work schedules                        | Costs / hour |
|--------------------------------|---------------------------------------|--------------|
| 1. Accounts Payable Accountant | 3 resources, 120:00:00 hours per week | 50,00 €      |
| 2. Purchaser                   | 4 resources, 160:00:00 hours per week | 50,00 €      |
| 3. Purchasing Manager          | 3 resources, 120:00:00 hours per week | 50,00 €      |
| 4. Warehouse Clerk             | 3 resources, 120:00:00 hours per week | 50,00 €      |

Remove scenario Save

Measure the performance of your process execution and leverage KPIs and scoring to maximize the impact and be able to adjust if needed.





**DISCOVER and ANALYZE**  
in hours, not months

**DESIGN and IMPLEMENT**  
with confidence

**OPERATE**  
towards continuous  
improvements

Process analysis and mining

Process and journey modelling

Value acceleration and artificial intelligence

Process transformation management  
and collaboration

Process governance and  
automated execution

A man in a grey sweater and plaid shirt is holding a white marker and a pink sticky note. He is in a meeting room with other people in the background. The text "Design fast" is overlaid on the left side of the image.

# Design fast

Use a ready-made framework for the start

Accelerate time to adapt

Define your to-be status with maximum transparency

Reduce risks and avoid errors

Build bridge between business and IT

Govern your processes holistically

Take all stakeholders on the journey

Discover and analyze

## Design fast

Use best practice content

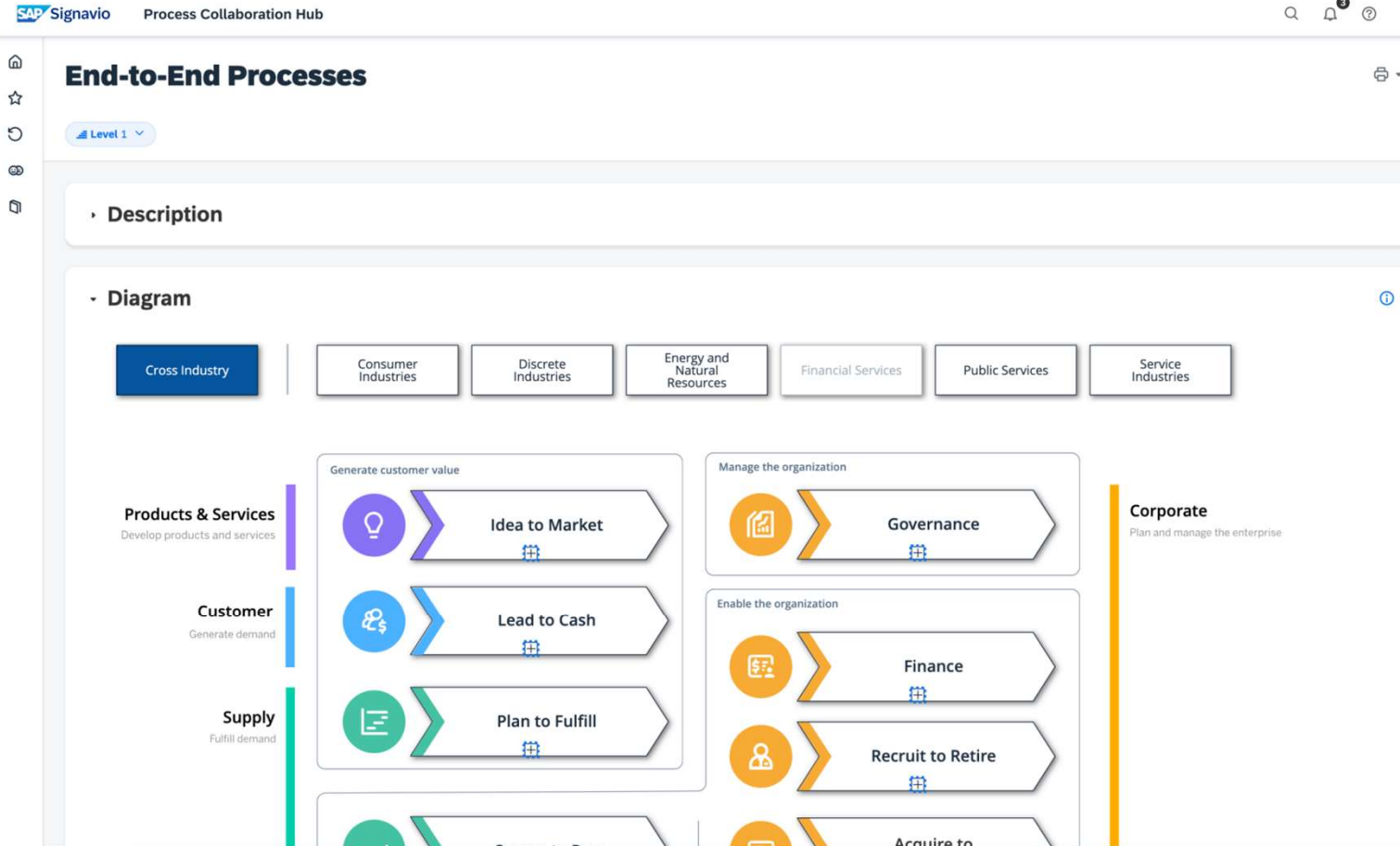
Empower agility

Connect with your IT

Monitor workflows, record changes, and  
manage approvals

Involve all relevant stakeholders

Use best practice content to not start from scratch



Empower agility to be able to adopt to changes during your project

SAP Signavio Process Collaboration Hub

Shared Documents > SAP Signavio Solutions (v4.0 EU) > 01. Business Processes > Lead-to-Cash > Credit Management >

### Credit Management

Level 3 Revision 6

For this Diagram, a more current revision is available. You are viewing the last published revision. Latest revision

#### Diagram

3 comments View (Full) Overlays Legend

```
graph LR
    subgraph Sales_Representative [Sales Representative]
        D1{New customer?}
        T1[Create Customer Master Data]
        T2[Calculate Credit Score manually]
        T3[Calculate Risk Class manually]
        T4[Check for Sales Order in Credit Management]
        T5[Approve Credit Limit by Workflow]
        D1 -- Yes --> T1
        T1 --> D2{ }
        D2 --> T2
        T2 --> T3
        T3 --> T4
        T4 --> T5
    end

    subgraph Credit_Controller [Credit Controller]
        T6[Request Credit Rating from Agency]
        T7[Calculate Credit Score by Rule Engine]
        T8[Calculate Risk Class by Rule Engine]
        D3{Daily?}
        E1((End daily))
        T6 --> T7
        T7 --> T8
        T8 --> D3
        D3 -- Yes --> E1
    end

    D2 --> T6
    D3 -- No --> T4
```

Comments 3

Status: Open Filter by: - Select -

Commenting on Diagram

Add a comment. Type @ to mention

- NP Nick Parra 06/05/2024, 16:21  
I think we need to add the work instructions
- PV Patricia Verde 25/03/2024, 16:14  
@Feren McNeil Let's update this to the new system
- NP Nick Parra 30/06/2023, 19:42  
This is looking good.

Task Approve Credit Limit by Workflow

See all comments

Connect to IT colleagues and systems like Enterprise Architecture to build a bridge between everyone involved

**SAP ERP** ✓ 43%

Application Company A ERP On Premise SAP Migrate

ERP stands for enterprise resource planning, which helps run core processes in a single system for dep... Show more

Fact Sheet Subscriptions Comments To-Dos Resources Transformations Metrics Surveys Last Update (about 2 months ago)

Information 68%

| Name & Description | Name:         | SAP ERP  |
|--------------------|---------------|--|
|                    | Alias:        | SAP Enterprise Resource Planning   |
|                    | External ID:  | APP-1234   |
|                    | Description:  | ERP stands for enterprise resource planning, which helps run core processes in a single syste... Show more |
|                    | LeanIX v3 ID: | 100000111  |

Lifecycle

Phase in 2007-03-12 Active 2008-06-04

2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024 2025

Relations Explorer

SAP ERP

- 1 Successors
- 12 Children
- 1 Projects
- 1 Processes

SAP S/4HANA Cloud

Successors (1)

What are the successors?

- SAP S/4HANA Cloud
- Company B
- Public Cloud
- SAP
- Process: L2C
- Gold
- Invest

Predecessors

What are the predecessors?

Monitor workflows, record changes, and manage approvals for the best possible transparency

SAP Signavio Process Governance

## Process Approval

Governance × [Click to add labels](#)

Trigger **Actions** Details Versions

### Main actions

- User task
- Multi-user task
- Send Email
- JavaScript
- Sub-process

### Services & other actions

- Create document
- Document template
- Map variables
- Box
- Google Drive
- Process Manager

### Events & Gateways

- Start
- Exclusive gateway
- Parallel gateway
- Intermediate timer event
- Milestone
- Set core information
- Intermediate link event
- End

```
graph LR; Start(( )) --> S1[set state to "in progress"]; S1 --> S2[formal approval]; S2 --> G1{ }; G1 -- Approve --> S3[business approval (process owner)]; G1 -- Reject --> S4[set state to "rejected"]; S3 --> G2{ }; G2 -- Approve --> S5[set state to "approved"]; G2 -- Reject --> S4; S4 --> End(( ));
```

Involve all relevant stakeholders, keep them informed and make sure you have their buy-in

SAP Signavio Process Collaboration Hub

### SAP Signavio Process Collaboration Hub

Shared Documents [See all](#)

#### Company on a Page

| Process Areas              | STRATEGY  | HIRE TO RETIRE   | IDEA TO MARKET  | MARKET TO DEMAND   | PROCURE TO PAY  | LEAD TO CASH   | CUSTOMER EXPERIENCE   |  |
|----------------------------|---|--|---|--|---|--|---|--|
| Key Performance Indicators | <ul style="list-style-type: none"><li>1.2 Current Ratio</li><li>1.8 Working Capital Ratio</li><li>65d Cash Conversion Cycle</li></ul> | <ul style="list-style-type: none"><li>28d Requisition to Acceptance</li><li>14% Employee Turnover Rate</li><li>9% Voluntary Terminations</li></ul> | <ul style="list-style-type: none"><li>65d Time to Market</li><li>9% Average Product ROI</li></ul> | <ul style="list-style-type: none"><li>3.6 CLV / CAC</li><li>132 Monthly Leads</li></ul>                  | <ul style="list-style-type: none"><li>47d Days Payable Outstanding</li><li>68% Compliance Rate</li><li>76% On Time Payment Rate</li></ul> | <ul style="list-style-type: none"><li>3.6 Lead to Order Conversion Rate</li><li>59d Days Sales Outstanding</li><li>35% Automation Rate</li></ul> | <ul style="list-style-type: none"><li>4% Churn Rate</li><li>47% Repeat Purchase Ratio</li></ul> | <ul style="list-style-type: none"><li>2d 17h First Response Time</li><li>9d 6h Average Resolution Time</li></ul> |
| Customer Experience (CX)   | <ul style="list-style-type: none"><li>8 eNPS</li><li>89% ESAT Score</li></ul>   | <ul style="list-style-type: none"><li>79% Monthly Happiness Index</li></ul>  | <ul style="list-style-type: none"><li>79% TPE</li></ul>   | <ul style="list-style-type: none"><li>15% Campaign Effectiveness</li><li>67% Leads by Referral</li></ul> | <ul style="list-style-type: none"><li>89% SSAT Score</li></ul>  | <ul style="list-style-type: none"><li>6 CES</li><li>61% CSAT Score</li></ul>   | <ul style="list-style-type: none"><li>7 Net Promoter Score</li><li>84% CSAT Score</li></ul>     | <ul style="list-style-type: none"><li>8 SERVQUAL</li><li>91% CSAT Score</li></ul>                                |

#### Recently visited [See all](#)

- [Process Flow Diagram]
- [Dashboard]
- [Process Flow Diagram]
- [Process Flow Diagram]
- [Dashboard]
- [Placeholder]

- BPMN
- QuickModel
- Value Chain
- Enterprise Architecture Diagram (Arch)
- Customer Journey Map
- Navigation Map
- Business Decision Diagram (DMN 1.2)
- Event-driven process chain (EPC)
- Organisation Chart
- Process Documentation Template
- Journey Model

A man in a white shirt and glasses is standing and presenting to a group of people in a meeting room. He is holding a tablet and gesturing with his right hand. The room has a whiteboard and a laptop on a table. The background is dark blue.

# Implement with confidence

Roll out in an agile way

Run training and enablement

Increase adaption

Ensure measurement while implementing

Appreciate the value of feedback on the changes

Establish a culture of change

**Design fast**

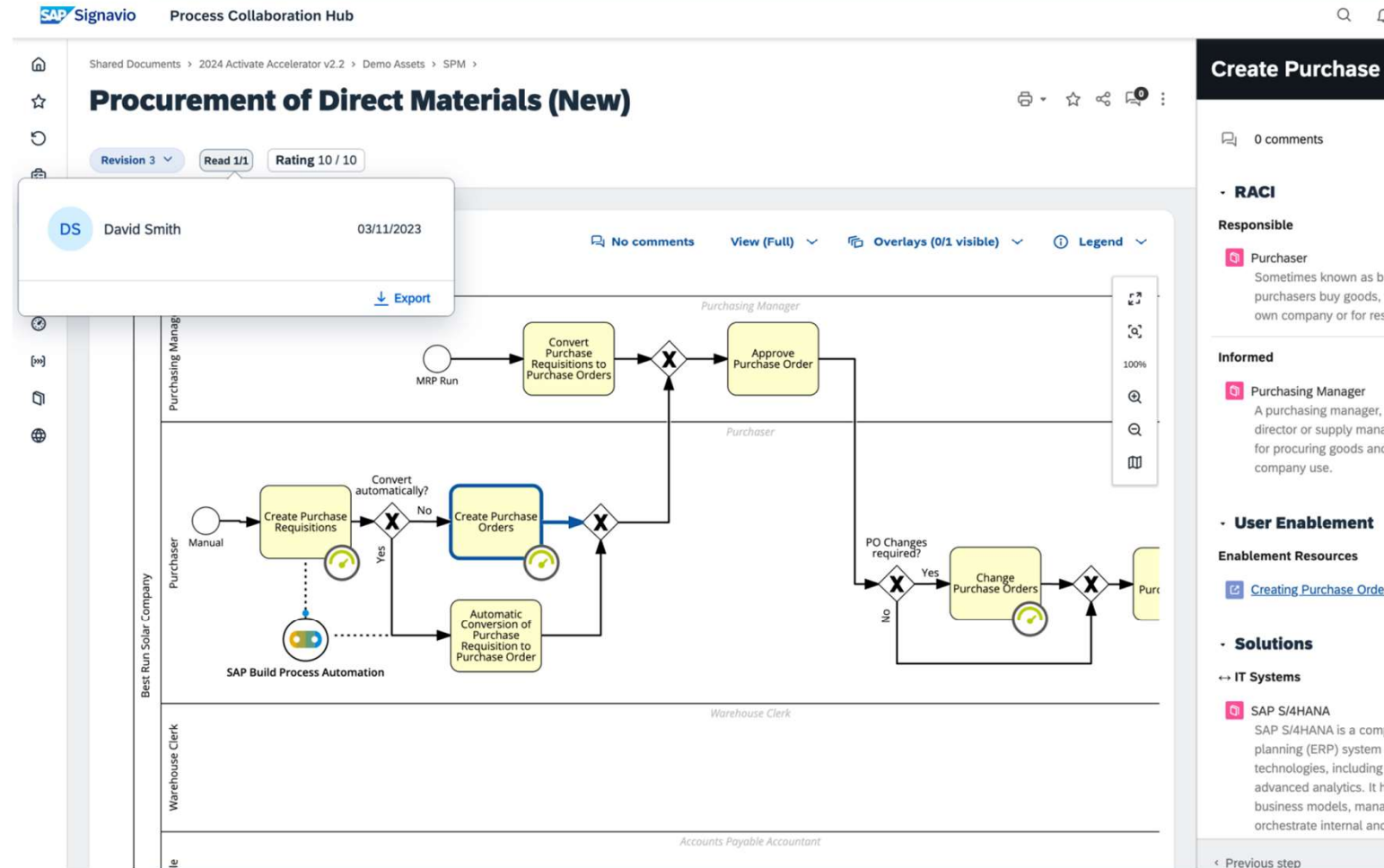
## **Implement with confidence**

Foster collaboration

Monitor process conformance

Track and measure improvements

Involve stakeholders and collaborate proactively to benefit from the best ideas and communicate progress



Monitor process conformance to ensure maximal value generation

### 01 Current State Analysis

Owner: Nikolas Bieker

01 Current State Analysis

Risk Management powered by Datricks

Discovery

Conformance

Task Mining

New chapter

#### Conformance

Percentage of Credit Policy Breaches

20% Target  
**78.34%**

Process Variants

81 Operating Model Variants  
**370**

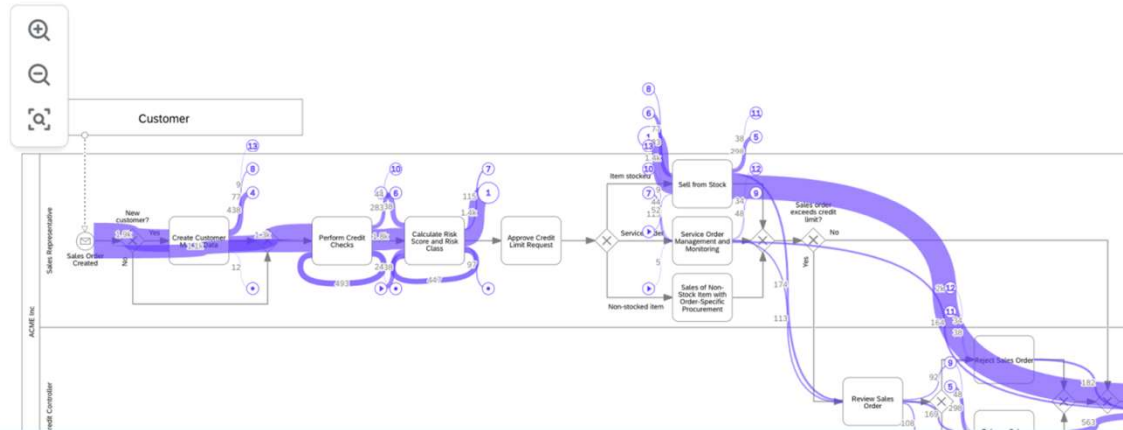
Incorrectly Released Orders

0.3% ± 3σ Threshold  
**14.92%**

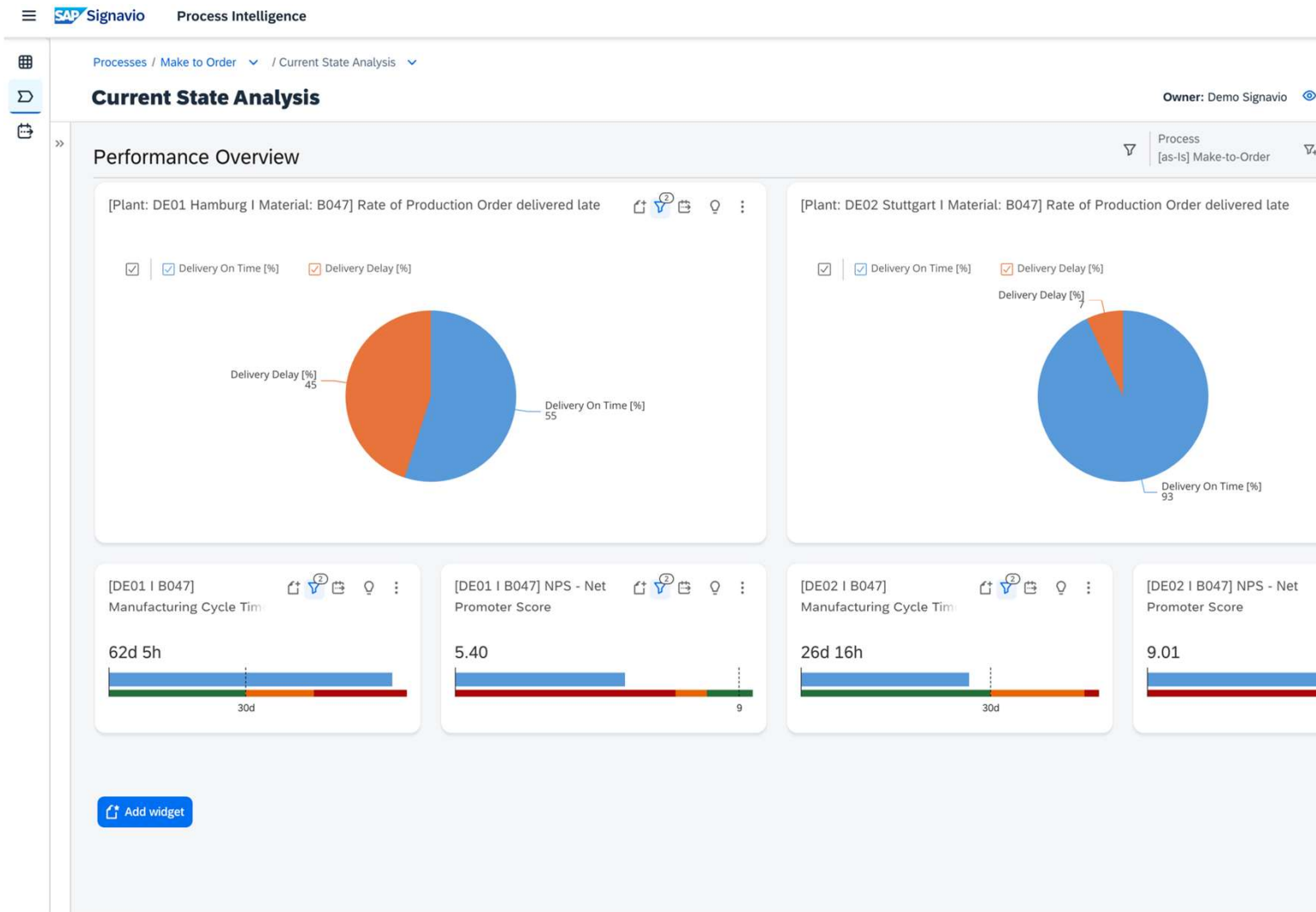
Incorrectly Blocked Orders

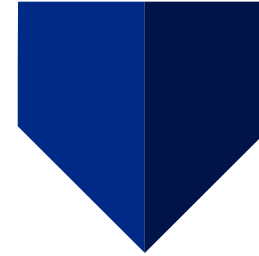
0.3% ± 3σ Threshold  
**4.73%**

#### Throughput



Track and measure improvements to adjust accordingly and be able to report on results instantly





**DISCOVER and ANALYZE**  
in hours, not months

**DESIGN and IMPLEMENT**  
with confidence

**OPERATE**  
towards continuous  
improvements

Process analysis and mining

Process and journey modelling

Value acceleration and artificial intelligence

Process transformation management and collaboration

Process governance and  
automated execution

# Operate towards continuous improvements

Improve step by step through optimization initiatives

Realize sustainable improvements

Establish a continuous loop of process optimization

Understand the value of change

Adapt to agility

Become the next best version of yourself

Discover and analyze

Design and  
Implement

## Operate towards continuous improvements

Combine first hand experience with process reality

Drive change with the power of communication

Plan on measurable initiatives

Streamline and automate

Learn, measure and take the next step.

Combine first hand experience with process reality to understand the impact and need of changes

SAP Signavio Journey Modeler

Processes > Analyst Showcase >

### Prospect to Advocate Journey ✓

Last edited 15/02/2024 Complexity 11.28 / 100 (Low) Journey Model Dimensions 95 / 102

Click to add a description

Personas: Erika - Project Manager Hitesh - Sourcing and Purchasing Manager Nikita - Accounts Payable Accountant [Add persona](#)

**Stages**

ENGAGE → PURCHASE

| Steps        | Awareness   | Receive Online Quote   | Site Assessment   | Sign Co   |
|--------------|---|--|---|---|
|              |   |  |   |   |
| <b>Goals</b> | An explicitly positive image of our products and services should convince the customer from the beginning and create confidence | Develop wide-scale information campaigns to prepare potential system owners and answer their basic questions | Provide roof advice and the perfect solar panel design recommendation | Provide a contract that benefits the customer and financing |

**Complexity: 11.28 / 100** Low

The journey's complexity reflects its total operational complexity across all linked BPMN processes and journeys. The threshold is based on a detailed analysis of relevant SAP Signavio process models.

[Learn more about Model Complexity](#)

**Processes (11.28)**

- ▼ **Linked Processes**
- > Conduct Marketing Campaign
- > Provide Online Quote
- > Assess Site
- > Agree on Contract
- > Order to Power On
- > Order to Power On
- > Debrief
- ▼ **Linked Journeys**
- 🔍 [Link Journeys with BPMN diagrams to calculate complexity](#)

Drive change with the power of communication and involve your organization to participate in success

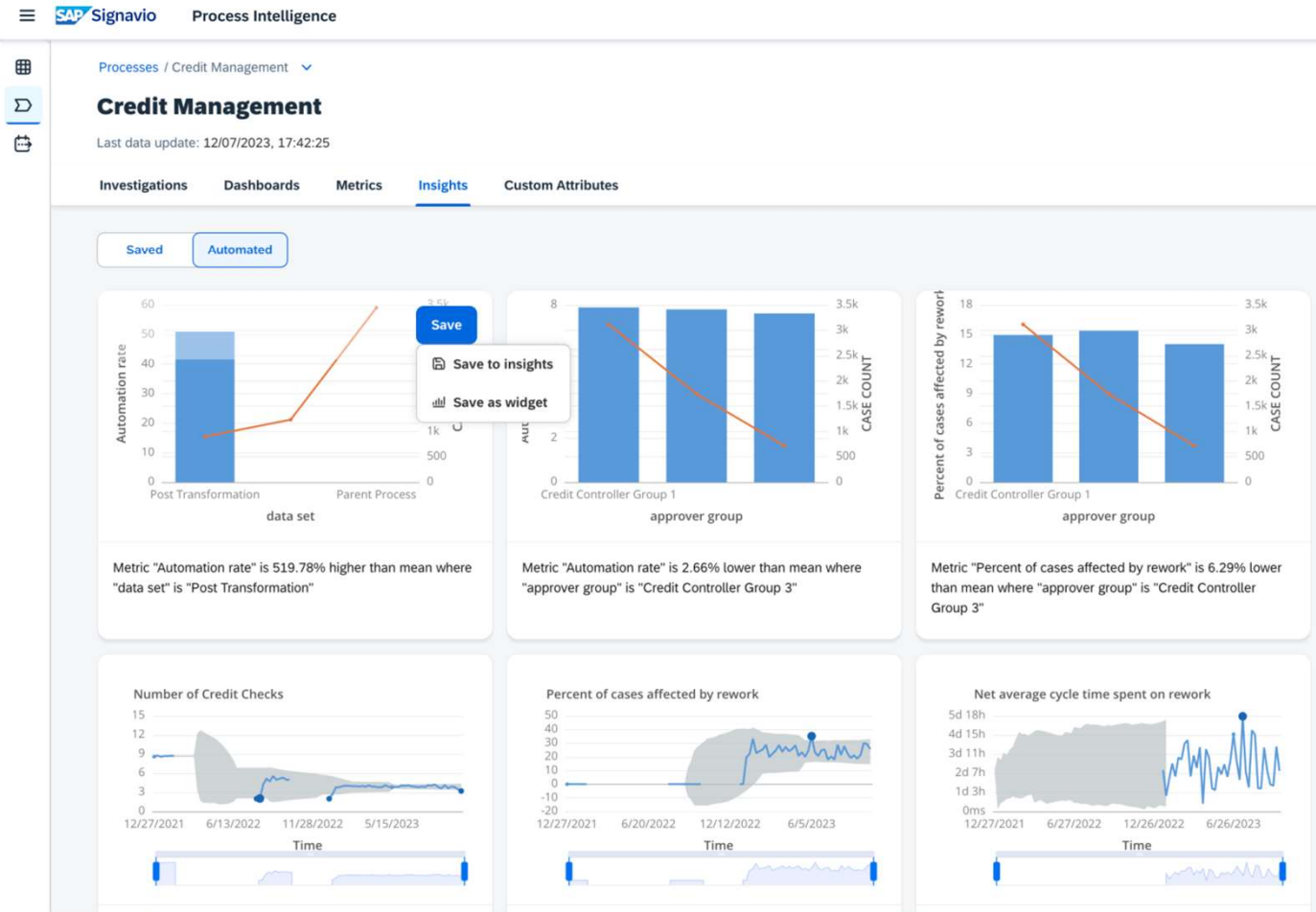
SAP Signavio Process Collaboration Hub

- Home
- Newsfeed
- Favorites
- Recent**
- Tasks
- Shared Documents
- Journey Models
- Investigations
- Dashboards
- Variant Management
- Dictionary
- Value Accelerator Library

### Recent

| Name ↑                             | Type ↑           | Description ↑  | View  |
|------------------------------------|------------------|--|-------|
| Order to Power On ★                | BPMN             | A business process with multiple customer touch points and interactions with 3rd party agent...    | 2 min |
| Company on a Page                  | Navigation Map   | —  | 42 m  |
| Credit Management Simulation       | BPMN             | The creditworthiness and payment behavior of our business partners have an immediate effe...       | 22/02 |
| Procurement of Direct Materials ★  | BPMN             | This purchasing process uses purchase requisitions that are generated either by the Material ...   | 05/02 |
| Lead to Cash ★                     | Navigation Map   | —  | 05/02 |
| SAP FICO                           | Dictionary entry | SAP FICO - Financial Accounting and Controlling - enables enterprises of all sizes to centrall...  | 10/10 |
| Prospect to Advocate Journey ★     | Journey          | —  | 18/07 |
| Better Operating Company on a Page | Navigation Map   | —  | 11/07 |
| Prospect                           | Dictionary entry | This is a persona description  | 05/07 |
| Procurement Post Automation Lode   | BPMN             | —  | 05/07 |
| Business 360°   Performance        | Navigation Map   | —  | 23/06 |
| Accounts Receivable                | BPMN             | —  | 05/05 |
| .com                               | Dictionary entry | Web & Mobile   | 03/01 |
| Order-to-Cash Lifecycle ★          | Value Chain      | Order to cash (OTC or O2C) is a set of business processes that involve receiving and fulfilling... | 03/01 |
| SAP CRM ★                          | Dictionary entry | —  | 03/01 |
| Debrief                            | BPMN             | —  | 03/01 |

Plan on measurable initiatives to further improve step-by-step across your whole organization



Streamline and automate to increase cycle times, reducing errors and creating new resources for more valuable tasks

SAP Signavio Process Collaboration Hub

Shared Documents > 2024 Activate Accelerator v2.2 > Demo Assets > SPM >

### Procurement of Direct Materials (New)

Revision 3 | Read 1/1 | Rating 10 / 10

**Diagram** | No comments | View (Full) | Overlays (0/1 visible) | Legend

```
graph TD; subgraph Purchasing_Manager [Purchasing Manager]; MRP((MRP Run)) --> CPRO[Convert Purchase Requisitions to Purchase Orders]; CPRO --> D1{ }; end; subgraph Purchaser [Purchaser]; Manual((Manual)) --> CPR[Create Purchase Requisitions]; CPR --> D2{Convert automatically?}; D2 -- Yes --> AC[Automatic Conversion of Purchase Requisition to Purchase Order]; D2 -- No --> CPO[Create Purchase Orders]; AC --> D3{ }; CPO --> D3; end; subgraph Clerk [Clerk]; D1 --> D3; D3 --> End(( )); end; D1 --> D3;
```

Best Run Solar Company

Wareh:

SAP Build Process Automation

SAP Signavio Process Intelligence

### Cockpit

0 comments

PO Automation Rate

30% Target

**59.97%**

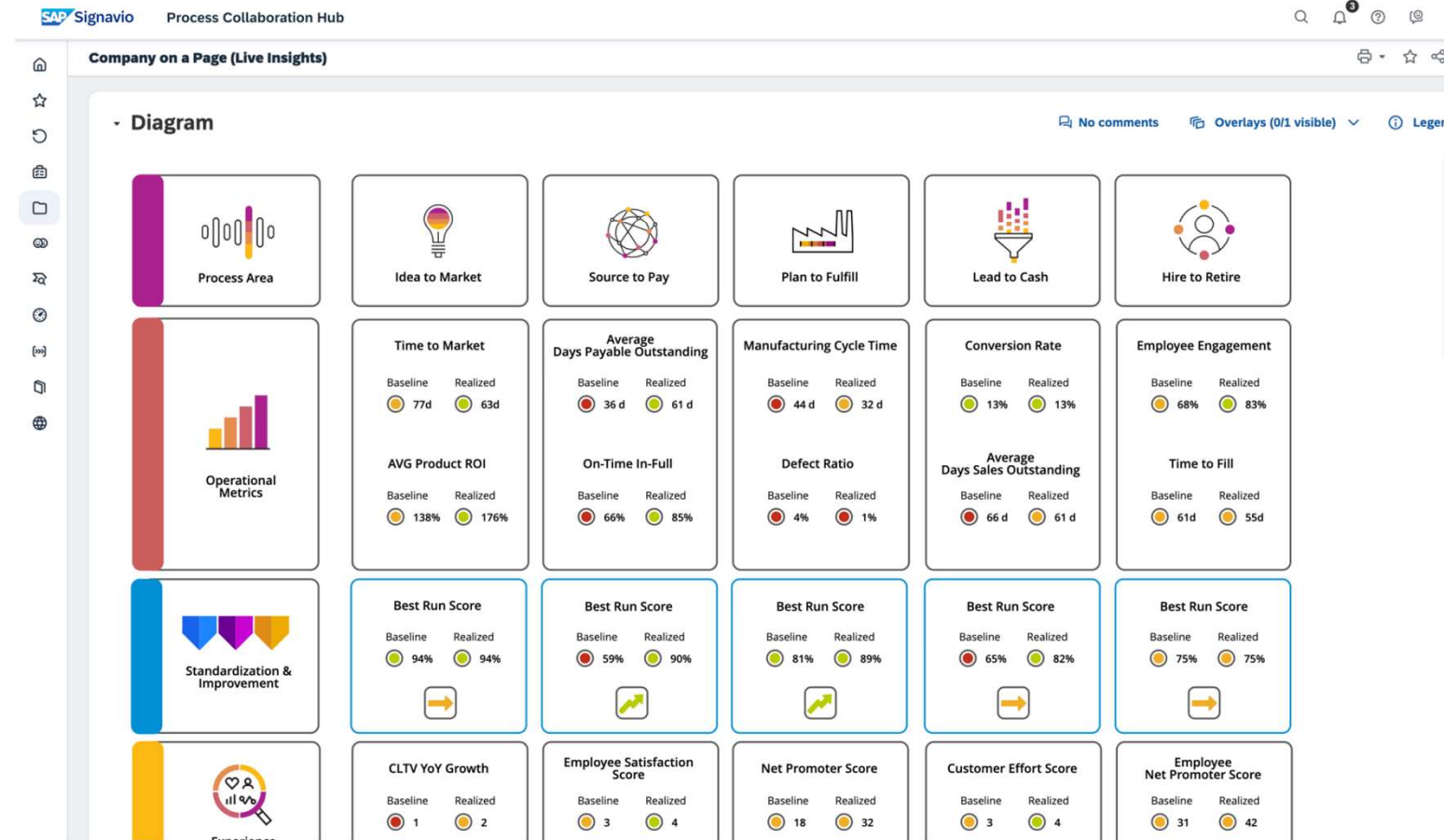
Spend Distribution

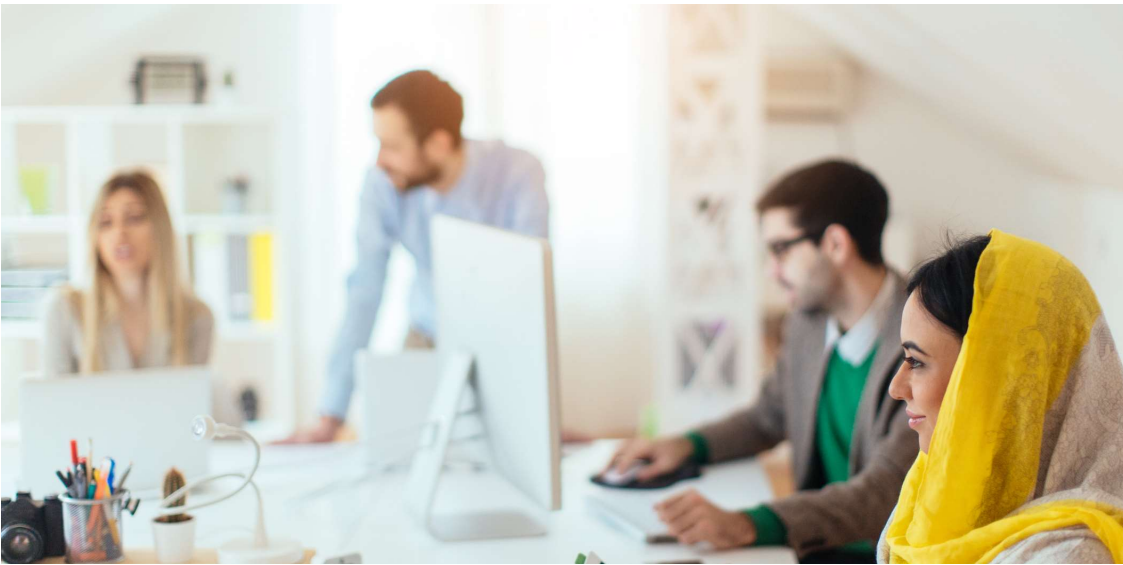
| Business Process | Suppliers                          |
|------------------|------------------------------------|
| BRS-013          | Sup-009, Sup-017, Sup-048, Sup-137 |
| BRS-017          | Sup-033, Sup-091                   |
| BRS-019          | Sup-114, Sup-117, Sup-121          |

Average Processing Time for Purchase Orders

5d 5h

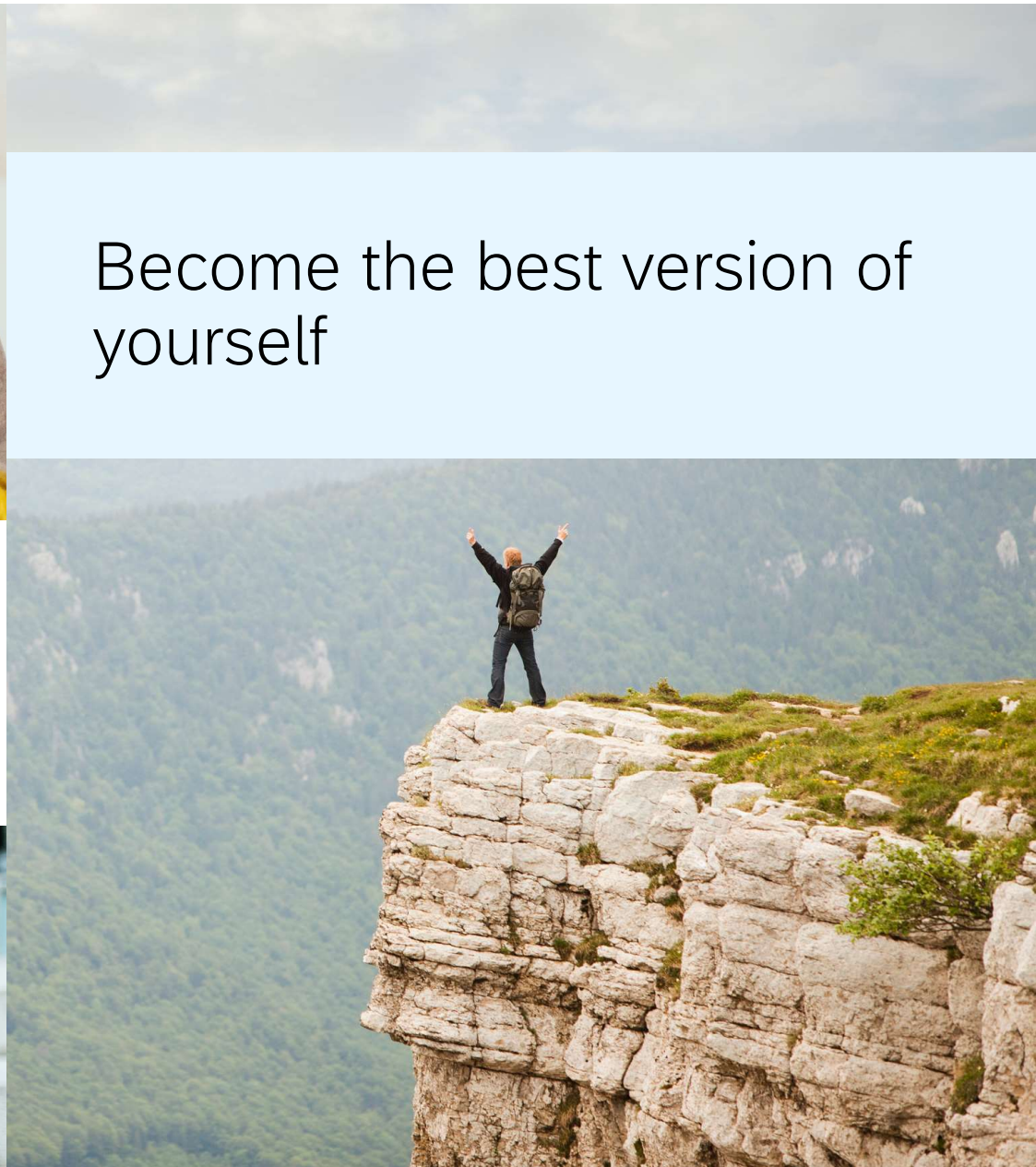
Learn, measure and take the next step and further improve





Become the best version of yourself

SAP and non-SAP systems



**Go beyond business process transformation**

# Thank you.

Contact information:



# SAP Signavio Process Transformation Suite plug and gain approach – Customer Stories

## What customers say

### Analyzing and improving business processes to ease the move to SAP S/4HANA with SAP Signavio solutions

The plug and gain approach is so interesting because it enables us to do two things. First, it provides a very quick and comprehensive analysis of a specific issue or process. Second, it's a great start for more complex use cases, as we can quickly build a prototype out of the existing plug and gain analysis. For our users, it's much easier to explain their requirements when they see an existing analysis of their process.

Fabrice Armbruster, SAP Business Transformation Expert,  
Diehl Aviation Laupheim GmbH



**DIEHL**  
Aviation

Diehl Aviation is a leading partner to the aviation industry, specializing in innovative cabin interiors, avionics, services and advanced air mobility.

**Real-time insight into business process flows**

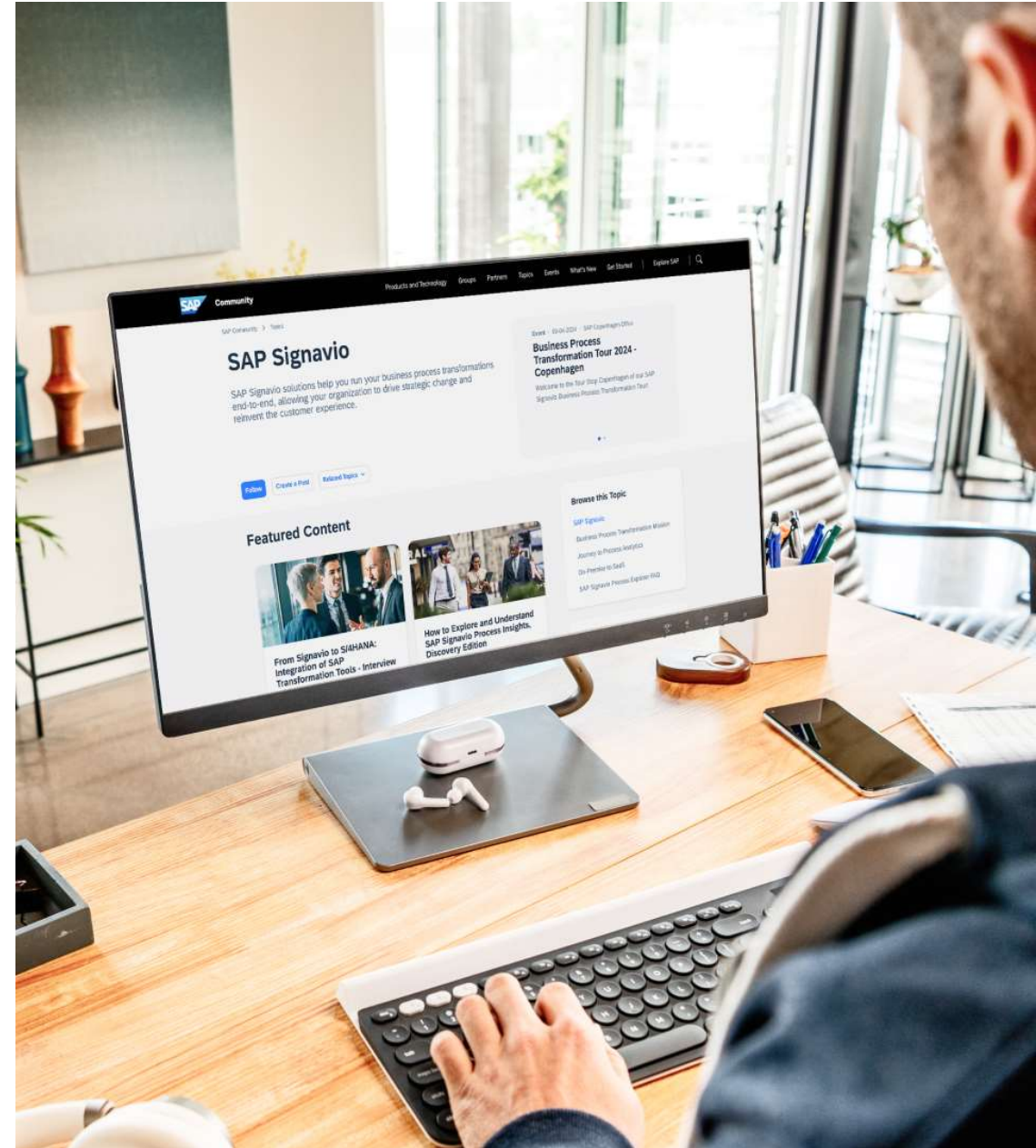
**10%–20% projected improvement in cash flow process cycle time**

# Join the SAP Signavio Community

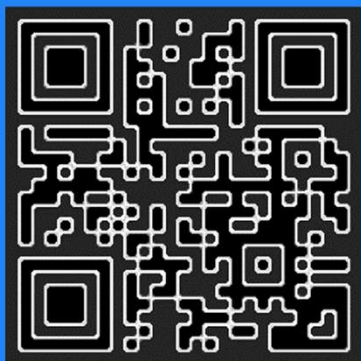
A dedicated space for professionals to share insights and process experience.



Scan the QR code or click [this link](#) to join



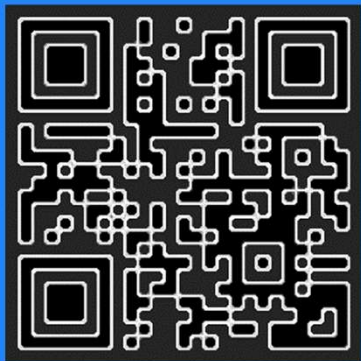
**Request a demo today!**



[Plug and gain  
demo request](#)



# Take a product tour



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