SAP Business ByDesign Road Map

September 2019

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About SAP road maps

Companies today are planning their digital journeys – transforming business models, reengineering business processes, and reimagining work.

SAP road maps highlight innovations that may help you plan and implement your digital journey. They span products relevant to lines of business in your industry and explain how our innovations may add value to your business.

In our road maps, you can learn about our innovations along four different timelines:

1. **Recent innovations** for our products that have been launched in the past weeks or months and can already be purchased
2. **Planned innovations** for our products that are intended to be launched in the short term or midterm
3. **Product direction**, providing a long-term perspective on high-level development plans for innovations for our solutions – inspired by your requirements
4. **Product vision**, providing a high-level and long-term business perspective on innovations for our products

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Product road map

- Recent innovations
- Planned innovations
- Product direction

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SAP Business ByDesign

A full public cloud ERP suite

A quick-to-implement, holistic cloud ERP suite that enables companies to grow

Combining best-practice business processes and flexibility

- Proven best practices for companies (39 built-in business scenarios such as order-to-cash, procure-to-pay, and project-based services)
- Quickly configurable, easy to adopt and to extend
- Always up-to-date: Automatic quarterly product updates deliver new features but keep custom extensions stable

Ease of use, insightfulness, and openness

- Modern HTML5 user interface that is consistent across the entire suite
- Built-in, real-time analytics with more than 500 standard reports, dozens of prebuilt KPIs, and Microsoft Excel integration
- Connectivity: Open interfaces for quick connections to existing solutions and to build custom integrations

Global footprint and scalability

- Expand business operations to international markets without barriers:
  - Deployed in 144 countries
  - Available in 12 languages
  - Localized for >50 countries: 20 SAP-delivered countries and >30 prelocalized and partner localized countries
- Scalable: Easy to go from 20 to 10,000 users without any constraints

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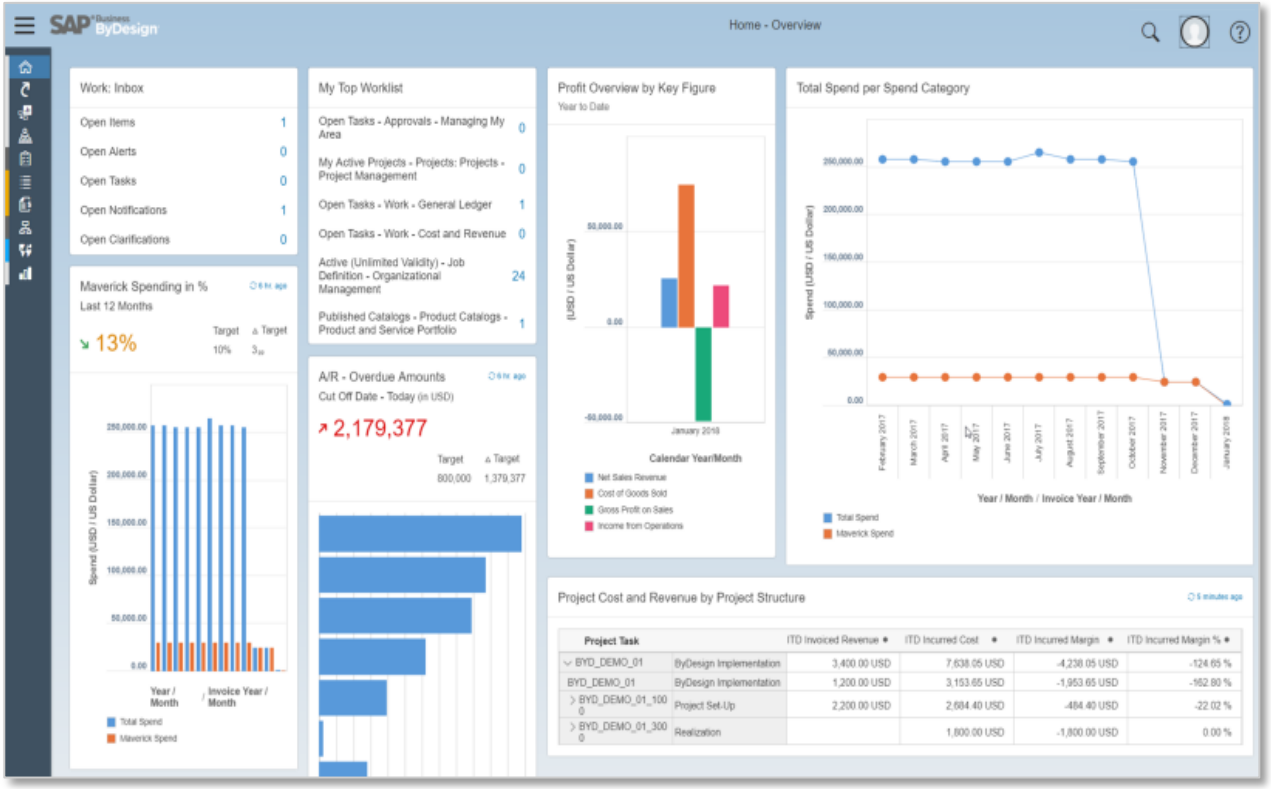
SAP Business ByDesign

A full public cloud ERP suite

Key capabilities

- **Financials:** Get a real-time view on your financials, streamline core accounting processes including cash and liquidity management.
- **Customer relationship management:** Master marketing, sales, and service by integrating front- and back-office processes in a single solution.
- **Project management:** Manage projects of any size across all functional areas by enabling teams to deliver, invoice, and monitor in real time.
- **Supplier relationship management:** Organize sourcing, contracting, RFQ processing, supplier management, and empower employees with self-services.
- **Supply chain management:** Model your internal and external supply with and end-to-end value chain. Achieve transparency on cost and inventory valuation.
- **Human resource management:** Streamline people engagement with central organization management, workforce administration, time management, and employee self-services.



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SAP Business ByDesign

Ease of use, insightfulness, and openness

Ease of use

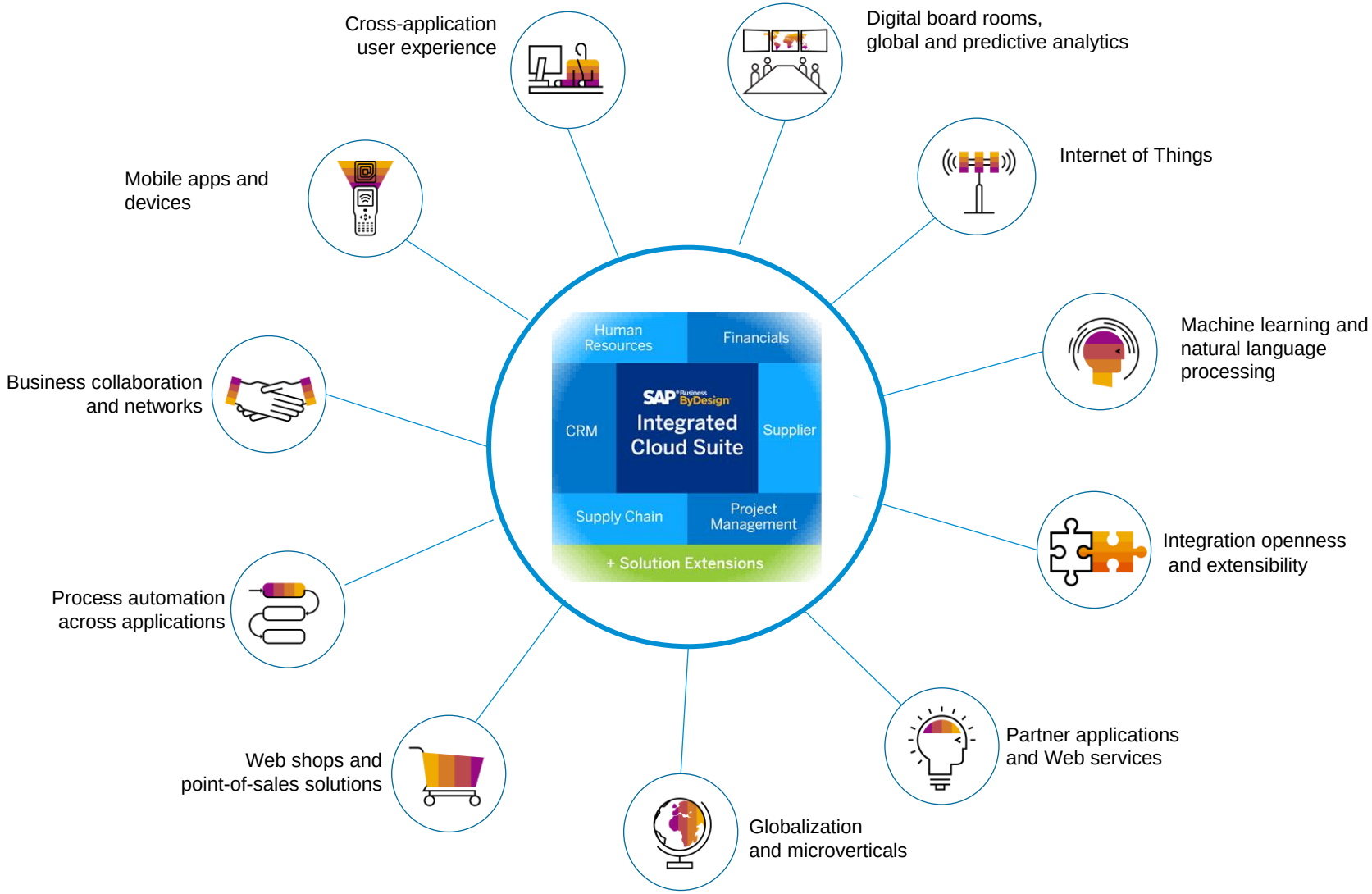
- A modern intuitive user interface that is consistent across the entire suite for instant productivity
- Accessibility anywhere anytime through mobile apps

Insightfulness

- Built-in, real-time analytics with more than 500 standard reports, dozens of prebuilt KPIs, and Microsoft Excel integration

Openness

- Open interfaces for quick connections to existing solutions and to build custom integrations



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SAP Business ByDesign

Digital transformation is the prerequisite for an intelligent enterprise

Key needs of midmarket organizations

Visibility and transparency
Enabling intelligent decision-making in global operations

Efficient business processes
Best-practice procedure automating repetitive tasks and enabling focus on value-adding activities

IT cost and security
Affordable, compliant, and secure digitalization without the need for deep expert know-how

SAP Business ByDesign value proposition

Built-in analytics for real-time data across all functional areas of the business for **intelligent decision-making**

Time-tested best practices connecting every function across the company

A **mobile-connected**, empowered workforce that makes **fast decisions**

Technology that **scales** with the business and is always up-to-date with **quarterly upgrades**

Software that is **easy** to learn, **quick** to implement, easy to use, and **simple** to support

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Intelligent Enterprise

Enabled by SAP Business ByDesign

Next-gen user experience

New way of interaction driven by natural language processing and intelligent assistants

Mobile

Digital assistants

Process automation

Elimination of repetitive, predictable tasks to allow focus on value-adding activities

Predictive analytics

Digital boardroom

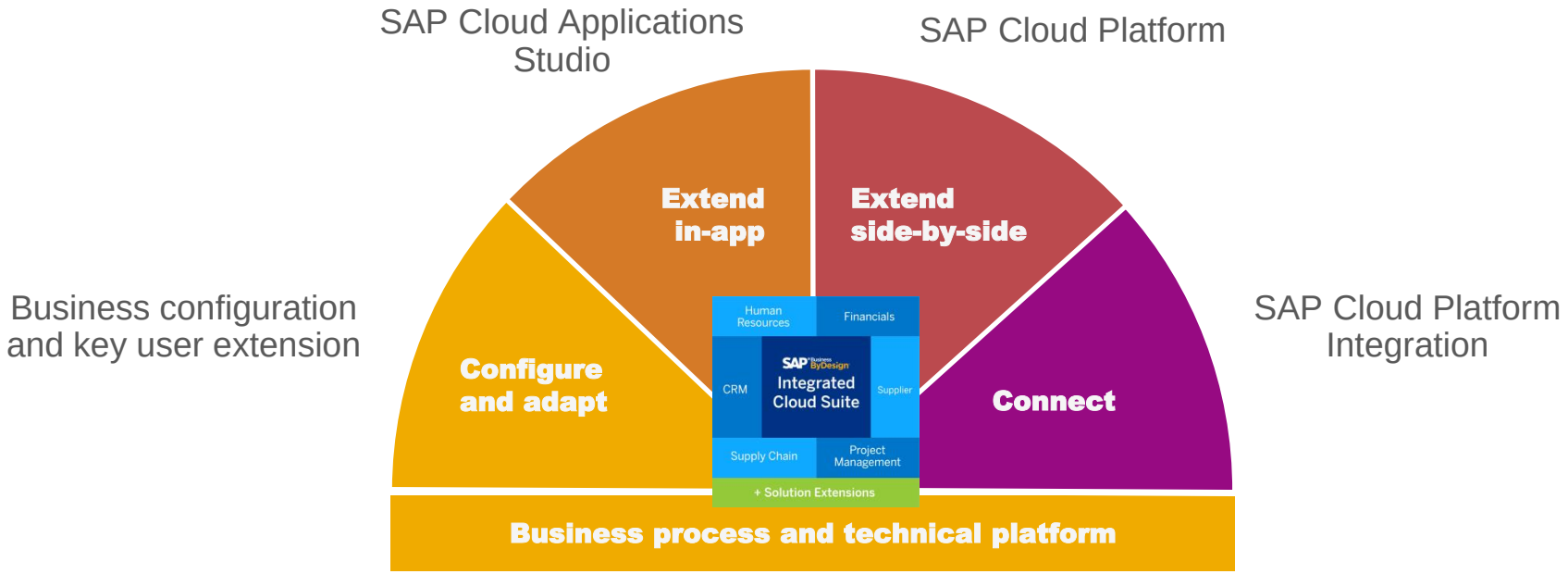
Next-gen best practices

New business models and processes enabled by digitalization and new technology

Machine learning

Internet of Things

Blockchain



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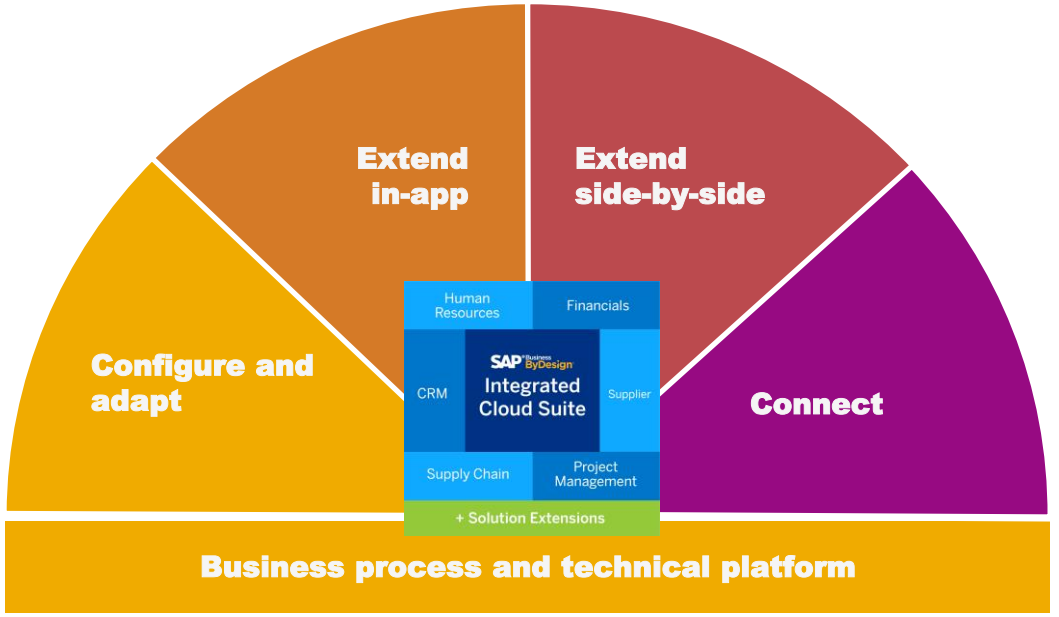
General directions for SAP Business ByDesign

High-level road map

Our strategy remains to focus on **requests that receive high numbers of votes on the Customer Influence** site. In addition we will put a special focus on:

- Providing best of breed, built-in **Intelligent Enterprise analytics**
- **Expanding openness** for customer and partner-specific enhancements
- Enhancing **cross-industry capabilities for process optimization**
- **Enhancing and extending the technical foundation** of our successful business process platform

Legal and compliancy requirements will continue to be our focus in all releases.



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SAP Business ByDesign

Product road map overview – Business scenarios

Intelligent Enterprise analytics

Extend returns, approvals, invoicing, and master data management

Recent innovations

Financial management
- IFRS 15 / ASC 606
- IFRS 16 / ASC 842

Marketing-to-opportunity scenario
- New standard KPIs and report views
- Mobile lead management

Order-to-cash scenario
- New standard KPIs and report views
- Price component analysis for sales orders, service orders, and contracts
- Mass cancellation of invoice schedule items

Procure-to-pay scenario
- Edit supplier invoice with original document

Project-based services
- Enhanced team member work analysis
- Restrict cost assignment of expense claims

1911/2002 – Planned[1]

Financial management – EXTENDED
- IFRS16: Enhanced lease contracts, posting runs, assignment to free cost object, liability termination posting
- E-Bilanz: Download enhancement and Taxonomy 6.2 Germany

Procure-to-pay scenario – NEW
- Approval by cost center limit for supplier invoice
- Purchase request/order, shopping cart analytics
- Automation by supplier invoice scan
- Intrastat partner enablement

Order-to-cash scenario – NEW
- Enhanced price component analysis

Project-based services – EXTENDED
- Retention periods for project templates

People engagement – NEW
- Lean employee data source
- Lean business partner data source

Supply chain management – EXTENDED
- Customer return of expired i-stock
- Out/inbound delivery analytics

2005/2008 – Planned[1]

Financial management – SIMPLIFIED
- Approvals for payment reversal
- Optimization of revenue recognition

Master data management – EXTENDED
- Approvals for products and business partner changes

Marketing-to-opportunity scenario – NEW
- Insight to action: Dynamic target groups
- Mobile lead creation from business card scan

Order-to-cash scenario – EXTENDED
- View status of automatic contract renewals
- Mobile customer contract approval
- Automatic release of sales orders after approval

Returns management – EXTENDED
- Kits for customer and supplier returns
- Customer returns with external payment methods

Project-based services – SIMPLIFIED
- Time sheet approval by person responsible at project task level

2011/2102 – Planned[1]

Master data management – EXTENDED
- Flexibility of product and business partner master data

Invoice management – SIMPLIFIED
- Enhanced flexibility for customer and supplier invoicing

All business scenarios – NEW
- Topics that receive a high number of votes on the Customer Influence site
- Expand openness
- Enabling service-oriented businesses

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SAP Business ByDesign

Product road map overview – Cross-scenario features, extension, and platform

Intelligent Enterprise analytics

Extend technical platform

Recent innovations

Analytics
- New corporate dashboards
- Semantic colors and new chart types with interactive zoom and filter
- Consume and adapt standard KPIs by SAP
- Integration to SAP Analytics Cloud

User experience
- New mobile smartphone app with self-service, analytics, and account 360 including extension
- Mobile lead management
- Flags, tags, favorites, and activity history

Extend and integrate
- Develop custom mobile apps
- SAP SuccessFactors employee integration
- SAP Subscription Billing integration

Platform
- Multichannel and recipient output management

1911/2002 – Planned[1]

Analytics – EXTENDED
- Additional standard content such as KPIs and reports
- Enhanced filtering and embedding of reports and dashboards
- Insight to action: Dynamic target groups

User experience – NEW
- Mobile lead creation from business card scan
- New and updated free online trainings in openSAP

Extend and integrate – EXTENDED
- Web services and extension of lease contract (IFRS 16)

Platform – NEW
- Refresh test tenant with full productive data
- Enhanced encryption and authentication
- Simplified licensing: User-based licensing
- Custom attachment storage

2005/2008 – Planned[1]

User experience – NEW
- New process-based navigation
- New analytics user experience

Extend and integrate – EXTENDED
- API hub content and OData enablement for more business objects

Platform – NEW
- Custom attachment storage on external storage providers
- New technical platform for business configuration

2011/2102 – Planned[1]

User experience – NEW
- General usability enhancements that received many votes
- New and updated free online trainings in openSAP

Extend and integrate – EXTENDED
- API hub content and OData enablement for more business objects

Platform – NEW
- New technical platform for knowledge transfer and learning

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SAP Business ByDesign

Product road map overview – Legal, localization, and languages

Intelligent Enterprise analytics

Increase and sustain global coverage

Recent innovations

Localization

- Localization toolkit and language adaptation tool enhancements
- Regular maintenance and legal change management for SAP existing country versions
- China Golden Tax invoice enhancements
- Canada: Invoice enhancements
- Israel: SHAAM interface
- Italy: Tax exemption certificates
- Mexico: Bank statement enhancements
- New China express edition
  - Statutory reports for China
  - Golden Tax enhancements
- Israel as an SAP localized country
- Brexit readiness*
- UK digital tax

Legal and compliance

- Automatic blocking for obsolete natural persons

1911/2002 – Planned[1]

Legal and compliance – EXTENDED

- Data privacy: Advanced data retention configuration and analysis
- Data privacy: Extended data disclosure for natural persons
- Data privacy: Disclose and delete lease contracts
- E-invoicing: Enhanced output management

Localization – NEW

- Regular maintenance and legal change management for SAP existing country versions
- Country enhancements for:
  - Israel: Masav enhancements
  - Japan: Consumption tax
  - Japan: Summary Invoice enhancements
- India: GST simplified tax return
- India: E-invoicing
- Mexico: Bank statement enhancements
- Italy: VAT and withholding tax return enhancements
- Italy: Article 17 enhancements
- Oman and Qatar: VAT

2005/2008 – Planned[1]

Legal and compliance – EXTENDED

- Data privacy: One-click download for natural persons data

Localization – NEW

- Regular maintenance and legal change management for SAP existing country versions
- Japan: Withholding tax
- Italy: Withholding tax enhancements
- Israel: Form 6111
- Israel: Asset accounting reports
- China: Bank statements Enhancements
- South Korea: General availability
- Switzerland: Payment format enhancements
- Payment flexibility
- Localization tool kit enhancements
- Language adaptation tool enhancements based on customer feedback

2011/2102 – Planned[1]

Legal and compliance – NEW

- Legal and compliance topics for 2021 and beyond

Localization – EXTENDED

- Regular maintenance and legal change management for SAP existing country versions, language adaptation, and localization tool kit
- Localization tool kit enhancements
- Language adaptation tool enhancements based on customer feedback
- Additional languages

* Subject to government notifications

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- SAP User Groups
- SAP Business ByDesign Community
- SAP Business ByDesign Solution Brief
- SAP Business ByDesign Customer Influence
- SAP Business ByDesign Road Map

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