

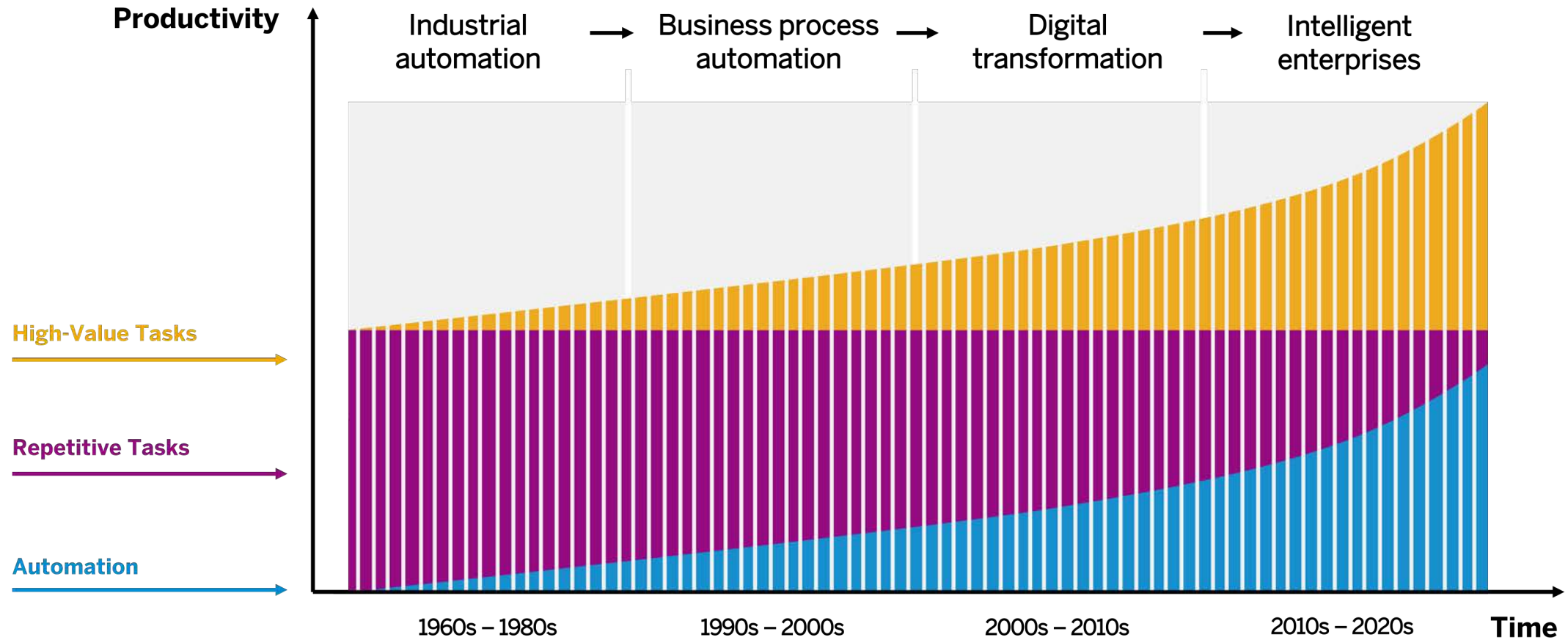


Driving Towards the Intelligent Enterprise From Big Data to Smart Government

THE BEST RUN



A Data Driven culture elevates employees to focus on higher-value tasks



Capabilities and outcomes from a Data Driven Platform for the Federal Government

Capabilities



Visibility
the ability to collect and connect data that was previously siloed and to recognize unseen patterns



Focus
the ability to simulate the impact of potential options and direct scarce resources to the areas of maximum impact

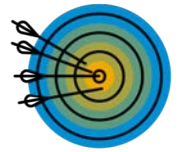


Agility
the ability to respond faster to changes and to pivot processes toward the right citizen outcomes

Outcomes



Do more with less and empower employees
through process automation and by freeing up people to do more meaningful work



Deliver best-in-class customer experience
by anticipating and proactively responding to end-customer needs



Invent new service delivery models
by maximizing data-driven capabilities and applying core competencies in new ways

Data Trends in the Federal Government

President Management Agenda

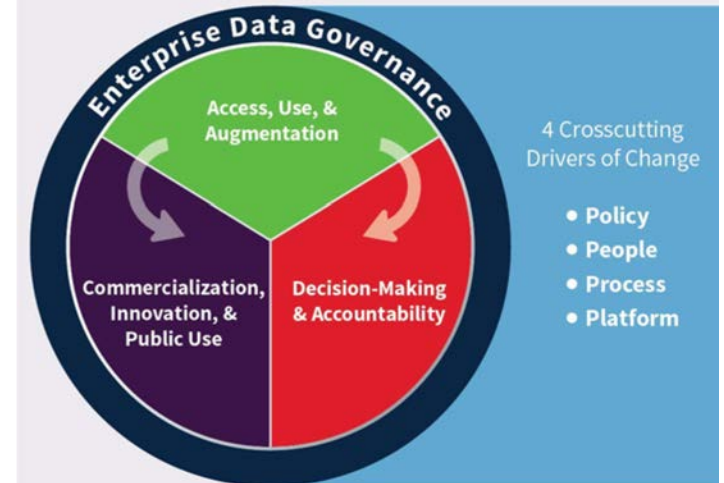
- A. Data Driven Decision Making
- B. Data, Accountability, and transparency
- C. Workforce for the 21st Century

Federal Data Strategy

- A. Enterprise data Governance
- B. Access, Use, and Augmentation
- C. Decision Making and Accountability

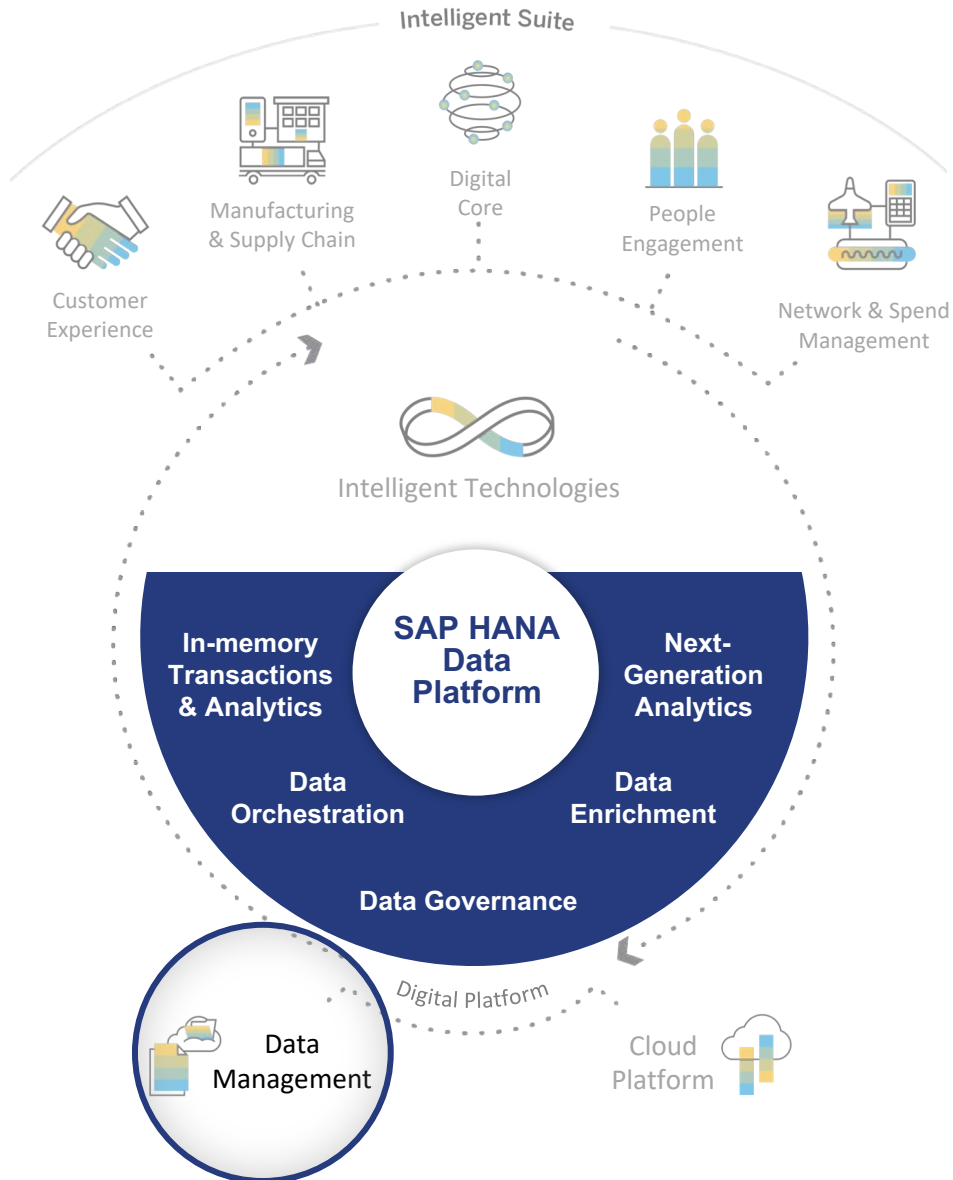


A Federal Data Strategy for Today's Work Environment



73% of federal IT managers report that their agency not only struggles with harnessing and securing data, but also faces challenges analyzing and interpreting it¹.

SAP HANA Data Driven Platform for the Federal Government, Trusted, Connected Data



Simplified data landscape

Reduce complexity by merging transactional and analytical workloads onto a single data source and data management suite.

"SAP crushes translytical workloads."

The Forrester Wave™: [Translytical Data Platform](#), Q4 2017

Increased flexibility on-premise and in the cloud

Modernize your data architecture and data orchestration to enable business decisions to be based on accurate and up-to-date data.

Greater visibility via connected, intelligent data

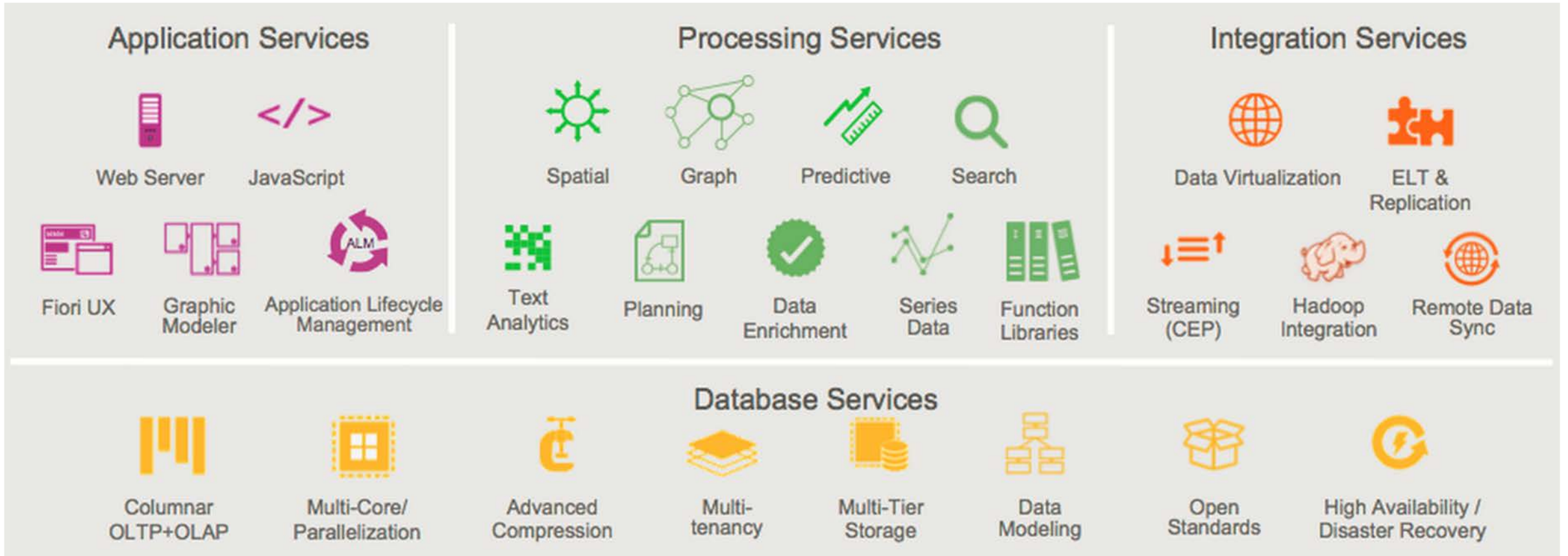
Enable managers with a 360° view of capacity utilization, in real-time

Trusted data

The latest services and technology, such as Internet of Things and Machine Learning, are very data intense. SAP HANA Data Management Platform delivers comprehensive, high quality data these for new applications to be successful.

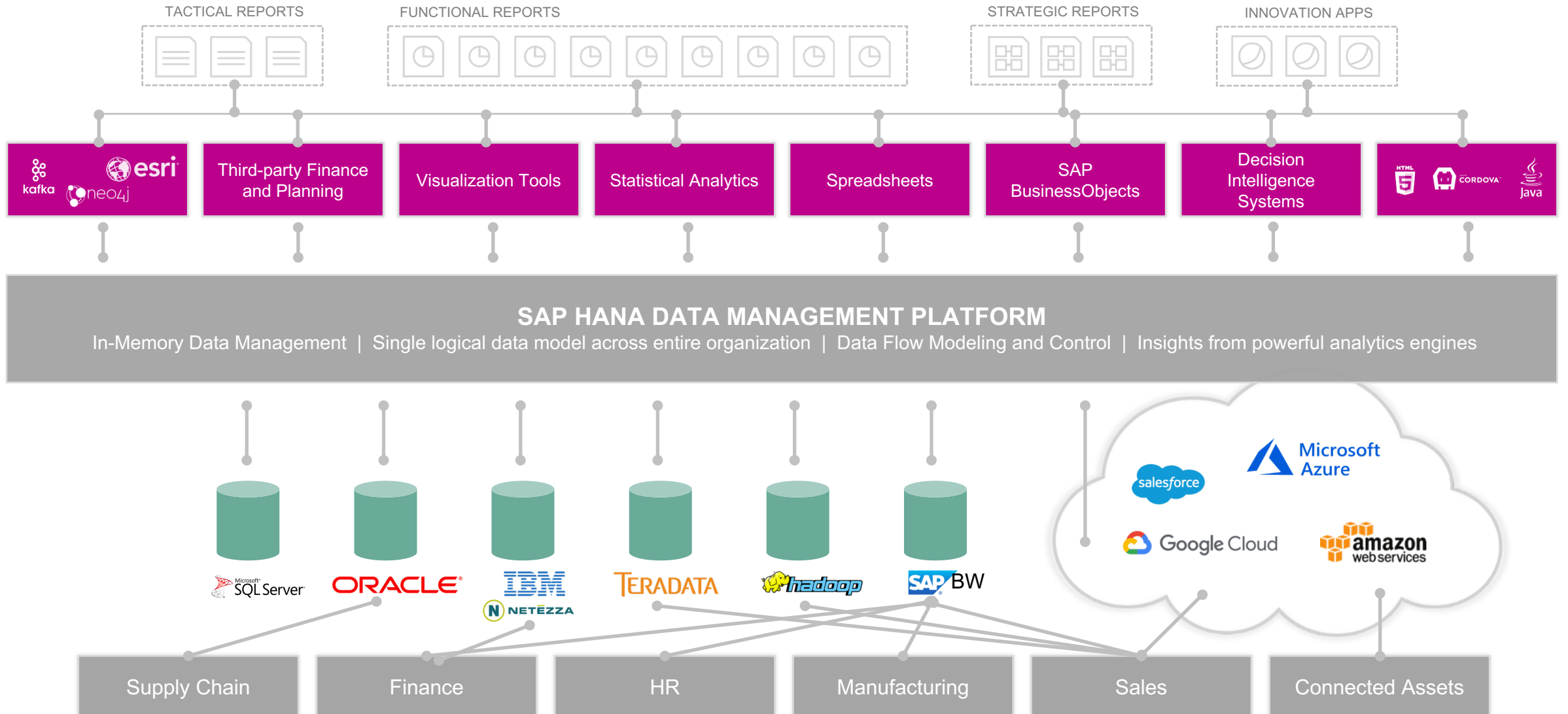
SAP HANA – Data Platform

Key Capabilities



Realizing the Vision of an Intelligent Enterprise

Common data model, all data used by everyone, simple



Example - Situational Awareness in an Intelligent Enterprise - COP

Force Elements

O20000358
LARGE SHIP
COMMANDER NAVAL AIR FORCES

O20000359
LARGE SHIP
COMMANDER NAVAL SURFACE FORCES

O20000360
LARGE SHIP
USS ARLEIGH BURKE

O20000361
LARGE SHIP
ADMINISTRATIVE DEPARTMENT

O20000362
LARGE SHIP
NAVIGATION DEPARTMENT

O20000363
LARGE SHIP
COMBAT SYSTEMS DEPARTMENT

Mission Readiness Cockpit

O20000360

DDG51 USS ARLEIGH BURKE

Location

LARGE SHIP

Navy

Mission Readiness

57%

80%

75%

90%

Personnel

Tasks

Material

Personnel

Equipment

Material

Training

Equipment

Overall Readiness

70%

PMC (Partially Mission Capable). Able to execute all tasks except ASW, due to lack of Towed Array. type here

Authorized vs Actual Material

All authorized material on stock except Towed Array

MPO Description	Min	Normal	Max	Stock	Indicator	Difference
LIFE PRESERVER, VEST	350	400	450	100	●	-300
BREATHING APPARATUS	350	400	450	755	●	355
MACHINE GUN	75	80	85	70	●	-10
ARLEIGH_BURKE	1	1	1	1	●	0
SH60_SEAHAWK	2	2	2	2	●	0

Example - Smart Insights in an Intelligent Enterprise – Spend Analysis

Navigation: Title | Intelligent Enterprise | Flow1 | Overall Spend | Spend Visibility | Purchase Order | Sourcing | PO Adhoc Analysis | Contracts | Flow1 Benefits

Purchase Order Overview

SAP Analytics Cloud content

Commodity (38) (All)

Supplier (40) (All)

Purchasing Group (4) (All)

PO Spend
2018 | in Thousand,Percentage USD,%
597.25 (-1.13%)
Δ Previous Year%

Contract Based Spend
2018 | in Thousand USD
85.39 (+64.89)
Δ Previous Year

PO Count
2018
121 (+54)
Δ Previous Year

Distinct Parts Ordered
2018
61 (-3)
Δ Previous Year

Dimension Selection **PO Spend Trend**
in Thousand,USD,Count | 2 Filters applied

Explorer

Measures: PO Spend, PO Count, Item Count, PO Spend YoY, PO Count YoY, Contract Based Spend

Version: Actual

Supplier: MILLWARD BROWN, Linden Company, MINDTREE LTDGLOBAL..., Flying Dutchman Company, Software House Internatio..., R S COMPONENTS LTD

Time: > (all)

PO Spend per Supplier
2018 (Δ Previous Year) | in USD | 2 Filters applied | Top 5

Supplier	PO Spend (USD)	Δ Previous Year
Eurolabs SE	196,638.63	-99,064.53
HEX1	-77,784.82	
Myriad	130,661.78	
Eurolabs Company	-1,129,734.92	
Willow Supplier	112,345.00	

Smart Insights to Find Non-Catalog Spend Influencers

Visualize on the Fly Using Other Dimensions

Smart Insights

What are the top contributors to PO Spend in Supplier [Eurolabs SE]?

- Management and Business Professionals and Administrative Services is the top Commodity contributor, 234% above average.
- Purchasing Group Germany is the top Purchasing Group contributor, 124% above average.
- Unassigned is the top Contract contributor, 64% above average.

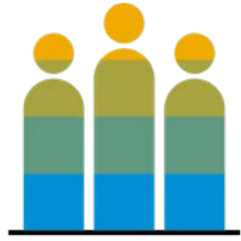
in USD

AXIMA REFRIGERATION
Zhoul02 Inc.

Legend: Non Contract Spend (Blue), Contract Based Spend (Light Blue)



SAP HANA – Federal & Defense Customers



10,000+ SAP
HANA Customers



1,800+ startups
from **57** countries



HANA @ Fed
~20 Agencies



U.S. Customs and
Border Protection



U.S. AIR FORCE



NORTHROP GRUMMAN