



SAP Leonardo: Transforming Your Agency to an **Intelligence-Driven Enterprise**

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PUBLIC

UBER




TRANSFORMATION

UPS



OPTIMIZATION



Government Must Evolve Their Business Models to Better Serve Their Customers

\$9.6B

In Savings

\$144B

In Improper Payments

Common Approaches



Experiment in a Sandbox

Incubate exploratory skunkworks projects;

Often with no clear plan to integrate into operations



Implement Tactically

Proceed with projects using niche point solutions;

Often without a broader organizational strategy



Launch Massive Initiative

Develop large-scale, bold, multi-year initiative;

Often having multiple goals with unclear achievability




Do Nothing... Yet

Use traditional methods to optimize current operations while monitoring progress of others;

Often surrendering first mover advantage

***Faster Innovation
with Less Risk.***



SAP Leonardo

What We Do



Process Expertise

76% of the World's
Transaction Revenue



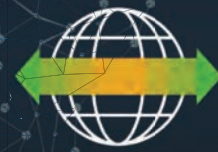
Ecosystem

16,300 SAP
Partner Companies



Industry Experience

25 Industries



Global Reach

355k+ Customers
180 Countries

SAP Leonardo

***Faster Innovation
with Less Risk.***

**Proven Methodology.
Innovative Technology.
Industry Accelerators.
You.**

Innovative Technology.

Proven Methodology.

Industry Accelerators.

You.

Example of Process Innovation



86%
reduction of purchase requisition rejections

Increased
asset, maintenance & people effectiveness

4 Weeks
until prototype was up and running

Optimized Process



Purchase Requisition Issued



Item Ordered



Invoice Sent



Invoice Matched to PR



No Match Found



Machine Learning / Intelligent Matching



Human Intervention

SAP Leonardo Approach

1 Proven Methodology

Solution Ideation & Vision

Rapid Prototyping

Integration Blueprint

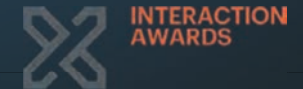
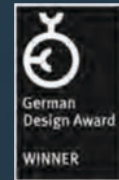
Business Case Development

2 Innovative Technologies

3 Industry Accelerators



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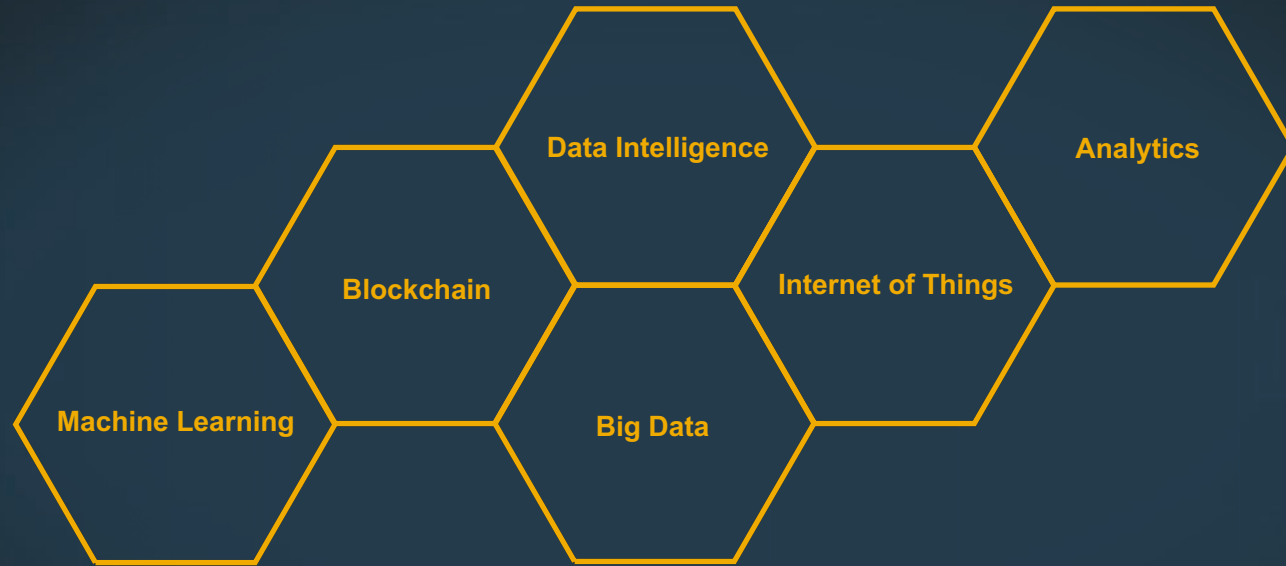


SAP Leonardo Capabilities

1 Proven Methodology

2 Innovative Technologies

3 Industry Accelerators



SAP Cloud Platform	Microservices	Open APIs	Flexible Runtimes	Integration
SAP Database & Data Management	SAP HANA	SAP Data Hub	SAP Vora	Open Source Storages
Multi-Cloud Infrastructure	SAP	Google Cloud Platform	Microsoft Azure	amazon web services

Additional details for Open Source Storages:













- AWS S3
- SWIFT
- Hadoop
- ...

SAP Leonardo Accelerators

1 Proven Methodology

2 Innovative Technologies

3 Industry Accelerators

Retail  <ul style="list-style-type: none">• Assets• Logistics	Consumer Products  <ul style="list-style-type: none">• Assets• Logistics	Discrete Manufacturing  <ul style="list-style-type: none">• Service & Assets• Logistics• Spare Parts	Utilities  <ul style="list-style-type: none">• Service & Assets	Travel and Transportation  <ul style="list-style-type: none">• Logistics	Telecom  <ul style="list-style-type: none">• Big Data Margin Assurance
Chemicals  <ul style="list-style-type: none">• Service & Assets• Spare Parts	Sports & Entertainment  <ul style="list-style-type: none">• Venue• Team silver• Team gold	Life Sciences  <ul style="list-style-type: none">• Assets	Oil & Gas  <ul style="list-style-type: none">• Service & Assets	Mining  <ul style="list-style-type: none">• Fleet Operations	Automotive  <ul style="list-style-type: none">• Fleet Management

COMING SOON!

Case Study: Where Can We Start?

Health & Wellness

- Improve citizen outcomes for government services
- Streamline spend and fund the right programs
- Use IoT cloud connections with sensor monitoring and predictions on live data within healthcare and the medical supply chain

Case Studies: Where Can We Start?

Payment Collection & Defaults

SAP Citizen Engagement platform is back-end agnostic allowing Governments to enhance citizen-facing experience without replacing existing backend systems.

SAP Leonardo

***Faster Innovation
with Less Risk.***

**Proven Methodology.
Innovative Technology.
Industry Accelerators.
You.**

Let's Get Started



SAP Leonardo Center

Thank You.

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