RISE WITH SAP | **Intelligent Robotic Process Automation**

Introduction SAP BTP

Quick Win Intelligent RPA Use Cases for RISE

Andre Borchert

VP, Head of SAP Intelligent RPA Solution Management

RISE WITH SAP

Business Transformation as a Service

Intelligent
ENTERPRISE

Build Your Intelligent Enterprise

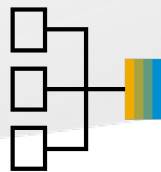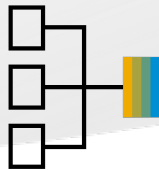INDUSTRIES*   LINES OF BUSINESS*

Business Foundation

S/4HANA & NETWORKS

Technical Migration

TOOLS & SERVICES

Business Process Redesign

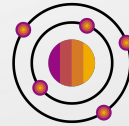BUSINESS PROCESS INTELLIGENCE

Starting Point

Lean vs. Complex

APPLICATIONS & NETWORKS

PLATFORM

INFRASTRUCTURE

*Customer can choose from 5 industries (Auto, Retail, Utilities, Consumer products, IM&C) and 1 Line of business (HXM) as RISE extensions.

RISE WITH SAP | **E**mpowered by **S**AP **I**ntelligent **R**obotic Process Automation

Intelligent ENTERPRISE

Build Your Intelligent Enterprise

INDUSTRIES*   LINES OF BUSINESS*

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BEFORE I DURING I AFTER - Automate your journey to the Intelligent Enterprise

*Customer can choose from 5 industries (Auto, Retail, Utilities, Consumer products, IM&C) and 1 Line of business (HXM) as RISE extensions.

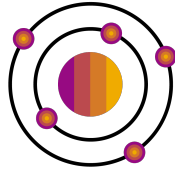RISE WITH SAP | Intelligent Robotic Process Automation

How to utilize Cloud Platform Enterprise Agreement Credits (CPEA) credits with SAP Intelligent RPA?

Hemant Rachh

APJ/GC GTM Lead, SAP Intelligent RPA

How to utilize "RISE with SAP CPEA Credits" with SAP Intelligent RPA?

SAP S/4HANA CLOUD
Deployment of choice

S/4HANA Public Cloud
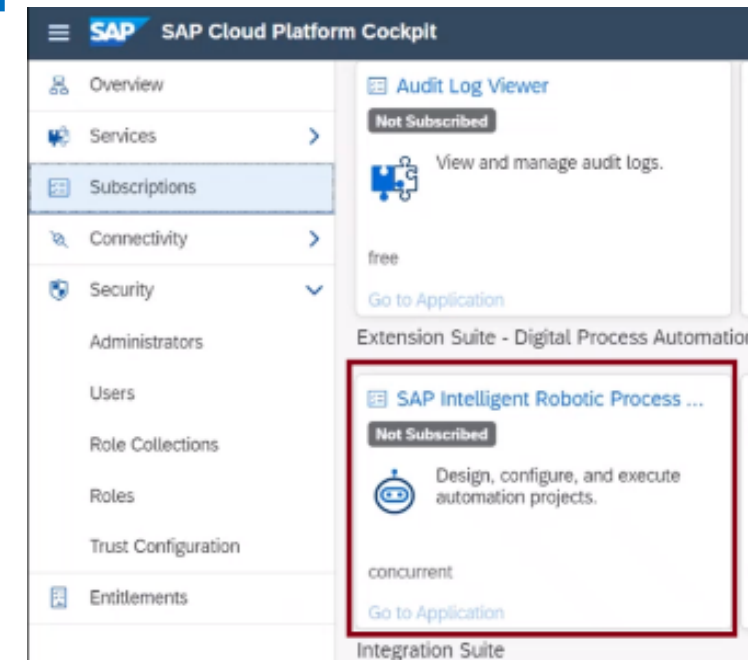Or
S/4HANA Private Cloud

+

SAP BUSINESS TECHNOLOGY PLATFORM
Platform Services

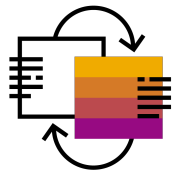**Cloud Platform Enterprise Agreement Credits (CPEA)**

- **For Public Cloud:**
  min 2k annual credit value, max cap 16K, computed as 1% of annual net public cloud value

- **For Private Cloud:**
  min 4k annual credit value, max cap 16K, computed as 1% of annual net private cloud value

Subscribe to SAP Intelligent RPA Service from BTP Cockpit

1. Solution that helps in digital transformation and has applicability across Lines of Businesses

2. Quick implementation & Quicker RoI

3. Start using from Day One for data configuration or data migration using RPA Bots


SAP Cloud Platform Cockpit with Overview, Services, Subscriptions, Connectivity, Security, Administrators, Users, Role Collections, Roles, Trust Configuration, Entitlements; Audit Log Viewer (Not Subscribed); Extension Suite - Digital Process Automation; SAP Intelligent Robotic Process ... (Not Subscribed); Integration Suite

How to utilize "RISE with SAP" CPEA Credits with SAP Intelligent RPA?

Automate pre and post-migration tasks in SAP S/4HANA projects

Consume ready to use S/4HANA pre-built bots for core processes
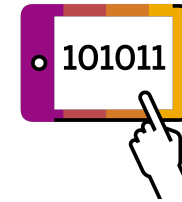
101011 Create custom bots in jiffy with Low-Code / No-Code Cloud Studio

Record to Report
| Account & Financial Close | Account Receivable & Treasury | Account Payable |

Source to Pay
| Onboarding | Contract/Quote | PR & PO Processing | Goods Receipt, Invoice process |

Lead to Cash
| Lead & Sales inquiry creation | Sales Orders, Claims | Billing, Invoicing, Payment Reconciliation |

Recruit to Retire
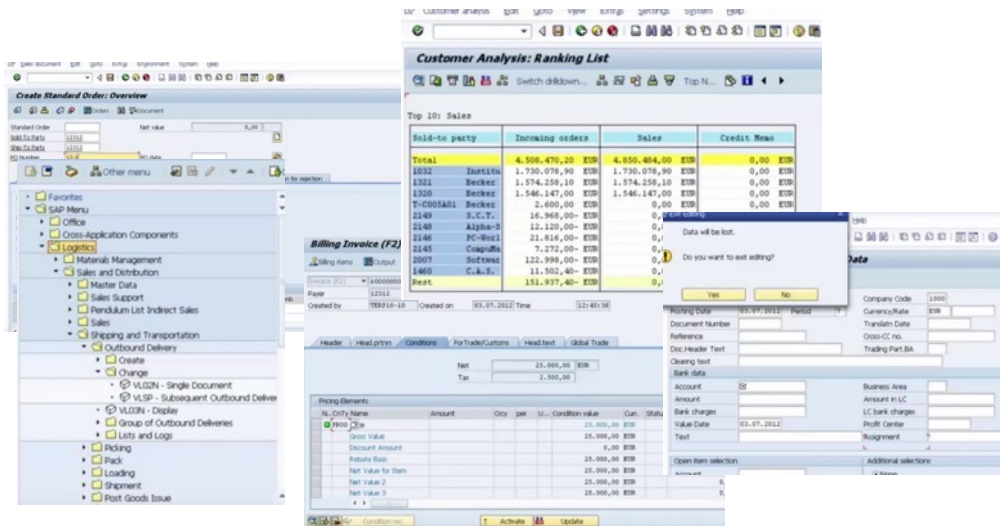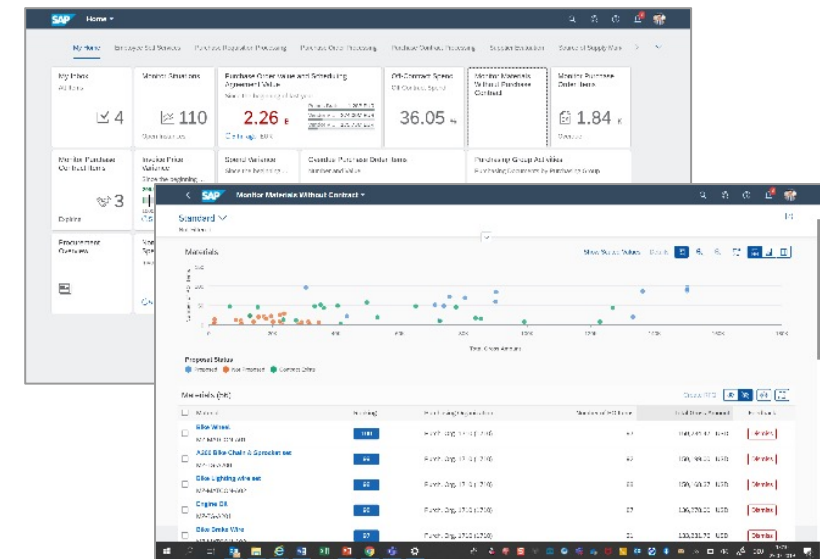| Recruitment & Onboarding | Learning, Benefits & Operations | Settlement & off-boarding |

How to utilize "RISE with SAP" CPEA Credits with SAP Intelligent RPA?
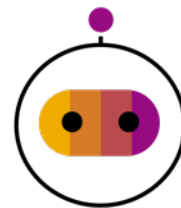## Automate pre and post-migration tasks in SAP S/4HANA projects

SAP ECC

SAP S/4HANA®

Pre-conversion

- Consistency checks
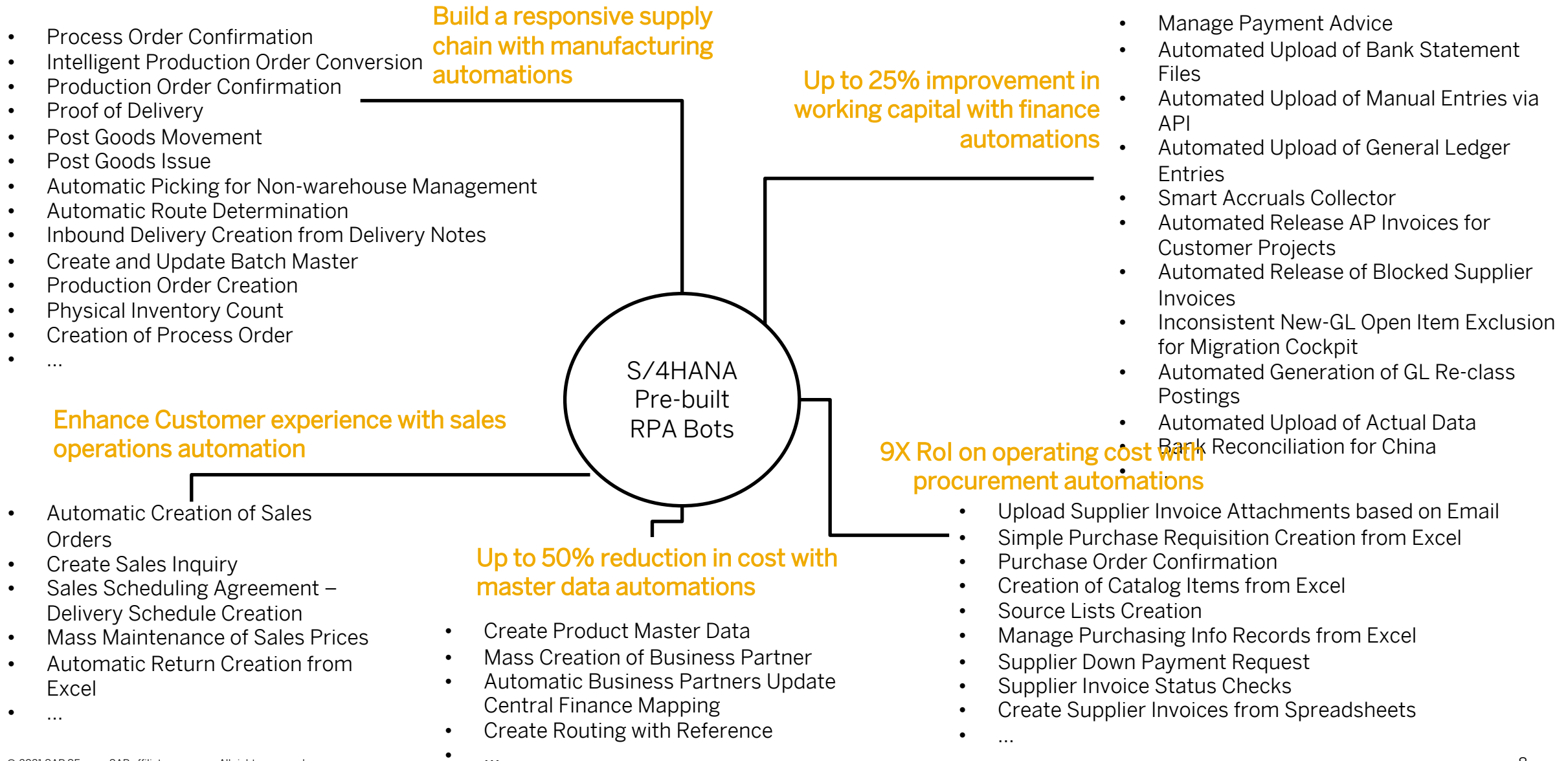- Data clean up
- Automation of test-cycles

Post-conversion

- Conversion checks
- Custom-UI testing
- Custom Code Checks

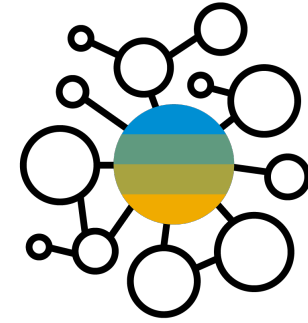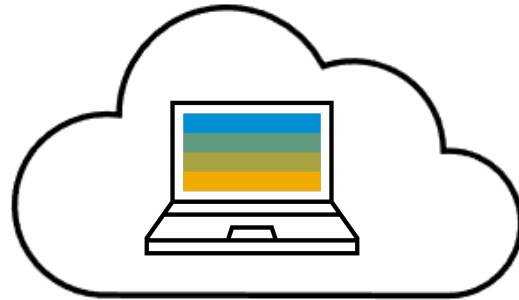# How to utilize "RISE with SAP" CPEA Credits with SAP Intelligent RPA?
Consume ready to use S/4HANA pre-built bots for core processes

- Process Order Confirmation
- Intelligent Production Order Conversion
- Production Order Confirmation
- Proof of Delivery
- Post Goods Movement
- Post Goods Issue
- Automatic Picking for Non-warehouse Management
- Automatic Route Determination
- Inbound Delivery Creation from Delivery Notes
- Create and Update Batch Master
- Production Order Creation
- Physical Inventory Count
- Creation of Process Order
- ...

Build a responsive supply chain with manufacturing automations

Up to 25% improvement in working capital with finance automations

- Manage Payment Advice
- Automated Upload of Bank Statement Files
- Automated Upload of Manual Entries via API
- Automated Upload of General Ledger Entries
- Smart Accruals Collector
- Automated Release AP Invoices for Customer Projects
- Automated Release of Blocked Supplier Invoices
- Inconsistent New-GL Open Item Exclusion for Migration Cockpit
- Automated Generation of GL Re-class Postings
- Automated Upload of Actual Data
- Bank Reconciliation for China
- ...

S/4HANA Pre-built RPA Bots

Enhance Customer experience with sales operations automation

- Automatic Creation of Sales Orders
- Create Sales Inquiry
- Sales Scheduling Agreement – Delivery Schedule Creation
- Mass Maintenance of Sales Prices
- Automatic Return Creation from Excel
- ...

9X RoI on operating cost with procurement automations

Up to 50% reduction in cost with master data automations

- Create Product Master Data
- Mass Creation of Business Partner
- Automatic Business Partners Update Central Finance Mapping
- Create Routing with Reference
- ...

- Upload Supplier Invoice Attachments based on Email
- Simple Purchase Requisition Creation from Excel
- Purchase Order Confirmation
- Creation of Catalog Items from Excel
- Source Lists Creation
- Manage Purchasing Info Records from Excel
- Supplier Down Payment Request
- Supplier Invoice Status Checks
- Create Supplier Invoices from Spreadsheets
- ...

Benefits* : These numbers are for illustration purposes only. Please analyze use cases independently for true impact analysis

How to utilize "RISE with SAP" CPEA Credits with SAP Intelligent RPA?
Create custom bots in jiffy with Low-Code/No-Code Cloud Studio

Capture Applications

- Capture from Cloud Studio
- Process Recorder
- Desktop Agent + extension required

Build Automation

- Web-based design experience
- Leverage activities from SDK
- Leverage Loops, conditions …
- Test, Debug …

New SDK

- Rewritten SDK
- More modular
- Decoupled from Agent

Process Automation with SAP Business Technology Platform
SAP Intelligent RPA – SAP Workflow Management – SAP AI Business Services

BUSINESS NETWORK

ACROSS ALL FUNCTIONS

BUSINESS PROCESS INTELLIGENCE

EXPERIENCE MANAGEMENT

INTELLIGENT SUITE

INDUSTRY CLOUD

SUSTAINABILITY MANAGEMENT

SAP BUSINESS TECHNOLOGY PLATFORM

DATABASE & DATA MANAGEMENT

ANALYTICS

APPLICATION DEVELOPMENT & INTEGRATION

INTELLIGENT TECHNOLOGIES

Microsoft Azure   aws   Google Cloud Platform   Alibaba Cloud
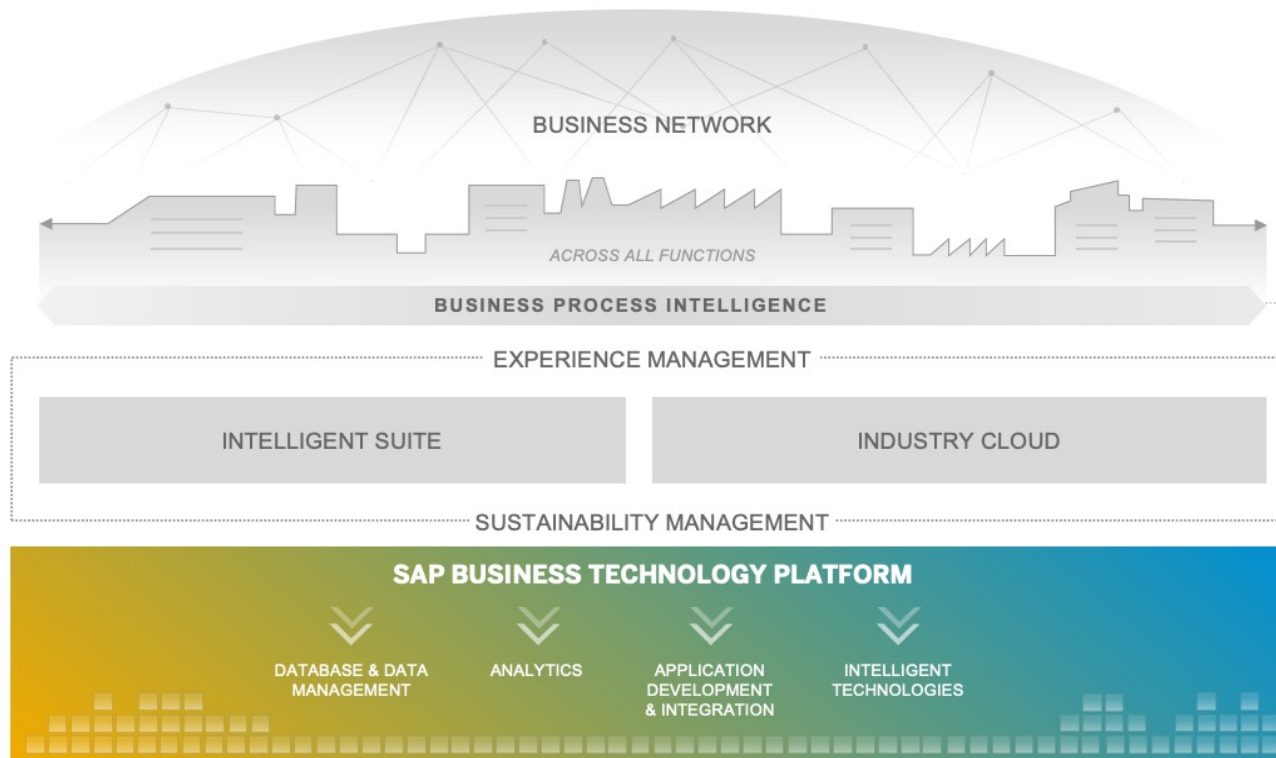
Process automation with SAP works with a set of automation solutions that enable business process improvements as part of SAP´s **Business Process Intelligence** strategy, covering end-to-end process excellence across **Analyze – Design & Simulate – Improve – Rollout and Govern – Monitor**.

SAP Business Technology Platform is the technical foundation for the Citizen Automation layer and includes SAP Intelligent RPA, SAP Workflow Management, SAP AI Business Services, SAP Conversational AI and leverages the full set of foundational services from SAP Integration Suite & SAP Extension Suite.

SAP Business Technology Platform is closely integrated with
- SAP Business Process Intelligence (e.g., Signavio by SAP)
- SAP S/4HANA, SAP SuccessFactors, SAP Ariba, SAP Fieldglass, etc.
- SAP Analytics Cloud
- SAP Cloud Application Lifecycle Management

Accelerate Digital Transformation by Automating Repetitive Tasks
SAP Intelligent Robotic Process Automation (RPA)

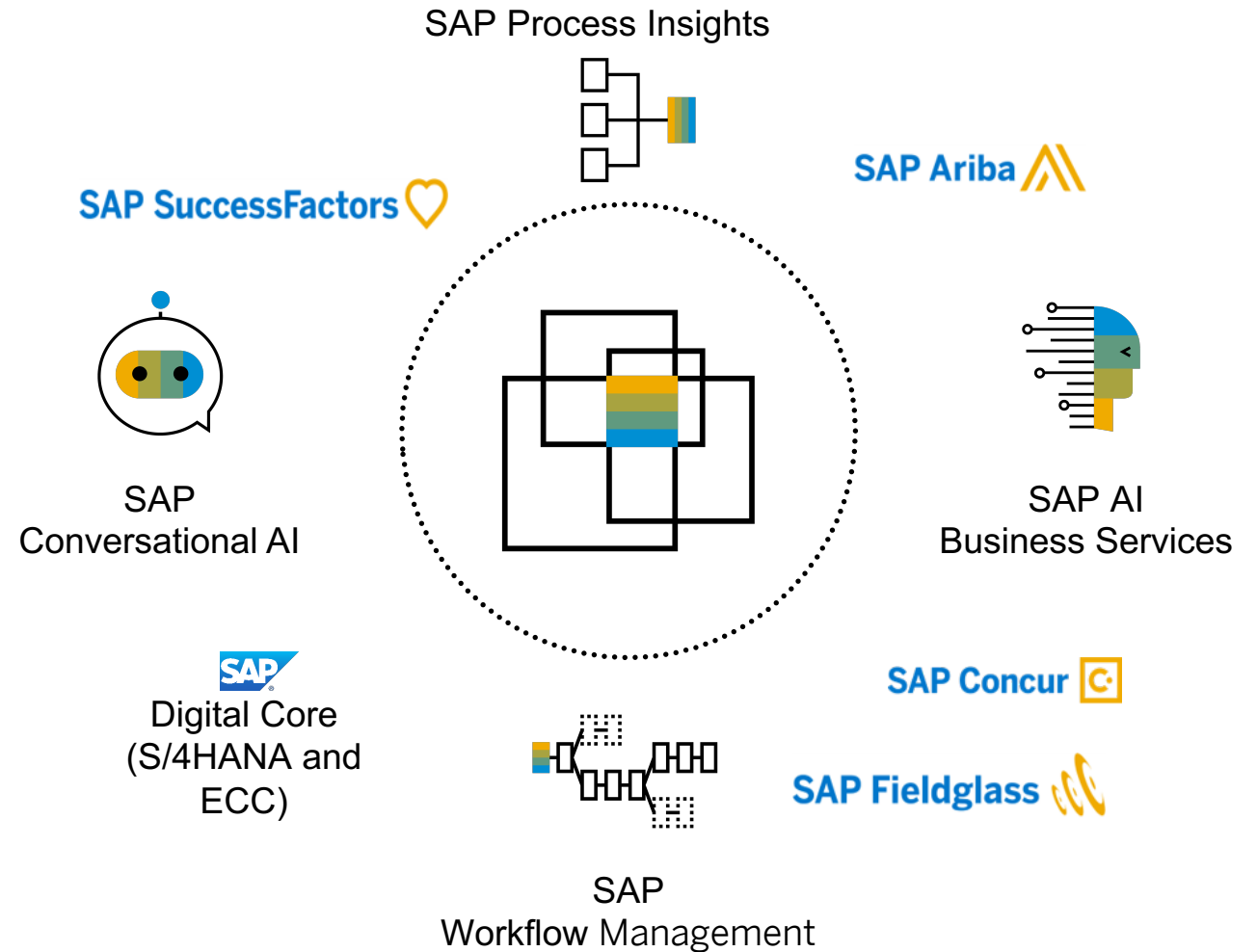**Who**   **Expert** developers, **citizen** developers and **business process** experts

What   Build bots to **augment** and **automate** human tasks across LoBs and Industries

Why   **Save time**, **costs** and **reduce human errors** in business operations.

Design with Studio

Run with Agents

SAP Intelligent RPA 2.0

Orchestrate and Monitor with Cloud Factory
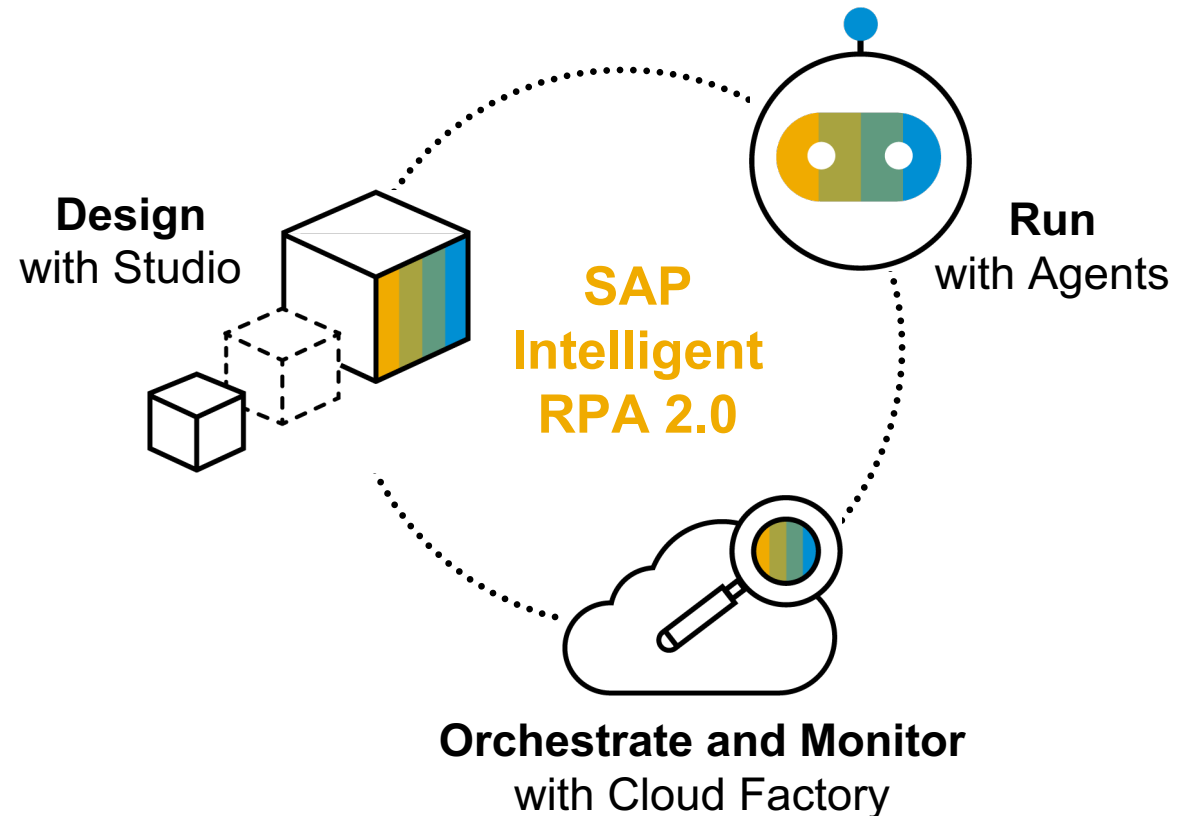
Purpose Built Integration for SAP Applications

- Simplify UI integration with dedicated connectors to SAP Fiori and SAP GUI

- Automate data collection with SAP and third-party applications

- Accelerate bot development with best-in-class integration with SAP applications

- Automate processes with unstructured information using embedded AI and intelligent services

- Native Integration with SAP Workflow Management and Spotlight

- Using Machine Learning and Artificial with SAP AI Business Services and SAP Conversational AI

- Technology connectors to ensure clean application drive

SAP Process Insights

SAP SuccessFactors

SAP Ariba

SAP Conversational AI

SAP AI Business Services

SAP Digital Core (S/4HANA and ECC)

SAP Concur

SAP Fieldglass

SAP Workflow Management

Automation Opportunities in Order Management
BTP@Work

Order Capture	Check Credit	Handle Payments	Resolve Disputes	Collect Cash	Settle, Reconcile, Account

Order Capture
- Download and import Pos from websites or mail accounts
- Upload data to S/4HANA
- Extract data from structured Sources
- Extract data from unstructured sources
- Recommend values for missing data

Check Credit
- Download and import credit documents from external agency websites
- Import Credit ratings
- Credit limits approvals
- Automated risk classification and limit determination

Handle Payments
- Customer Invoice Inquiry chat
- Import bank statements
- Process digital payments
- Electronic bill presentment

Resolve Disputes
- Respond to customer questions
- Create dispute cases out of customer conversations
- Internal & external Dispute creation and processing
- Processor & SLA determination
- Root cause analysis
- Approve dispute resolution
- Collaboration on disputes

Collect Cash
- Cash Collection based on strategy
- Collect payment commitments
- Correspondence management

Settle, Reconcile, Account
- Remittance Advice download from vendor portals
- Remittance advice document information extraction
- Intelligent Line-Item matching
- automated reconciliation
- posting rule execution

- Rule-based engines / Workflow Management
- Machine Learning
- Robotics Process Automation

Automation of PTP/Accounts Payable Process in SAP S/4HANA

Business Partner - Mass Creation from Excel

Purchase Order Confirmation

Inbound Delivery Creation from Delivery Note

Create **Supplier Invoices** from Spreadsheet

Automated Upload of **Manual Entries**

Example with **SAP Standard Bots** available in Bot Store for **SAP S/4HANA**

Custom Bots can be easily built with low code/no code approach

Automated Release of Blocked **Supplier Invoices**

Real time **Reporting** with **Embedded Analytics**

Advanced Payment Management

Business Partner Master Data Check

GR/IR Reconciliation with **Machine Learning & Situation Handling**

Supplier **Down Payment** Request

Supplier Invoice Status Checks

Automation of OTC/Accounts Receivable Process in SAP S/4HANA

Business Partner - Mass Creation from Excel

Mass Maintenance of **Sales Prices**

Create **Sales Inquiry**

Automatic Creation of **Sales Orders** from Excel

Outbound Delivery - **Post Goods Issue** for Non-Warehouse Management

Automated Upload of **Manual Entries – Customer Invoices**

Automated Upload of **Bank Statement Files**

Example with **Standard Bots** available in Bot Store for **SAP S/4HANA**

Custom Bots can be easily built with **low code/no code** with SAP Intelligent RPA 2.0

Manage **Payment Advice**

Real time **Reporting** with **Embedded Analytics**

Dispute Management – Manage Customer Email Response

Situation Handling **Invoice skipped** in Payment Advice

Cash Application – Reconcile Open Invoices & payments

Automatic Upload **Down Payments**

Cash Application – Payment Advice Extraction

Automation of RTR Process in SAP S/4HANA

Automated Upload of **General Ledger** Entries

Smart **Accruals Collector**

Automated Generation of **GL Re-class** Postings

Embedded Analytics

Analytical Apps
General Ledger Overview

Dashboards
Group Financial Statements

Data Analyzer
Group Data Analysis
Cash Flow Comparison by Time

Example with **Standard Bots** available in Bot Store with **SAP S/4HANA**

Custom Bots can be easily built with **low code/no code** with SAP Intelligent RPA 2.0

Example – Exchange rate look-up and system updates

Bot downloads latest currency exchange rate from approved websites e.g. Xe.com

Bot uploads exchange rates into systems based on defined rules

Bot sends confirmation to stakeholders with exceptions if any

Finance team verifies and handles exception if any.

Multiple applications, websites, emails, excels, documents.

SAP Intelligent RPA – Official Customer References

Villeroy & Boch 1748

Boosting operational efficiency in Europe's leading ceramic manufacturer

REHAU

Reducing redundancies in providing exemplary polymer products

Hewlett Packard Enterprise

Empowering outstanding user experiences in IT with hyperautomation

DAEWOONG PHARMACEUTICAL CO.,LTD.

Bolstering the mission to become a top 50 healthcare brand

uniper

Enhancing customer service in utilities powerhouse with 11,000 employees

ZUELLIG PHARMA making healthcare more accessible

Achieving zero touch order process in healthcare during COVID-19

WANHUA

Reshaping financial reporting by reassigning 4,700 labor hours each year to high value activities

MAIF

Elevating the employee experience with more than 15 Bots to better serve >3 million policyholders

SAP

Transforming data management and simplifying account creation

Kanton Zürich

Enhancing efficiency by 85% by digitizing working hours processing

BG

Enabling Thailand's leading glass manufacturer improve sustainability and affordability

nagarro ES

Attaining best-in-class compliance and efficiency for IT services provider

Solla Nutrición Animal

Improving business processes to enable quality and reliable end-products for consumers

pci

Taking COVID-19 contact tracing to the next level with intelligent technologies

DÖHLER NATURAL FOOD & BEVERAGE INGREDIENTS

Eliminating human errors in pricing calculations for a leading food manufacturer globally

中華電信 Chunghwa Telecom

**Innovating the billing systems** for the largest telecommunications company in Taiwan

Full deck available here

Capital Expenditure Approval Process

Capital investments are part of every enterprise as part of their business strategy. Capital investments could be acquisitions, purchase of new assets including software and services.

Capital expenditures (CAPEX) involve reviews and decisions across different levels of an organization depending on the type and nature of the investment. Companies are looking for **managing investment decisions** in a transparent way by **automating all the steps of this process.**

This will not only enable them to **track every step and decision,** but also ensure the **corporate policies are followed** as part of an investment decision.
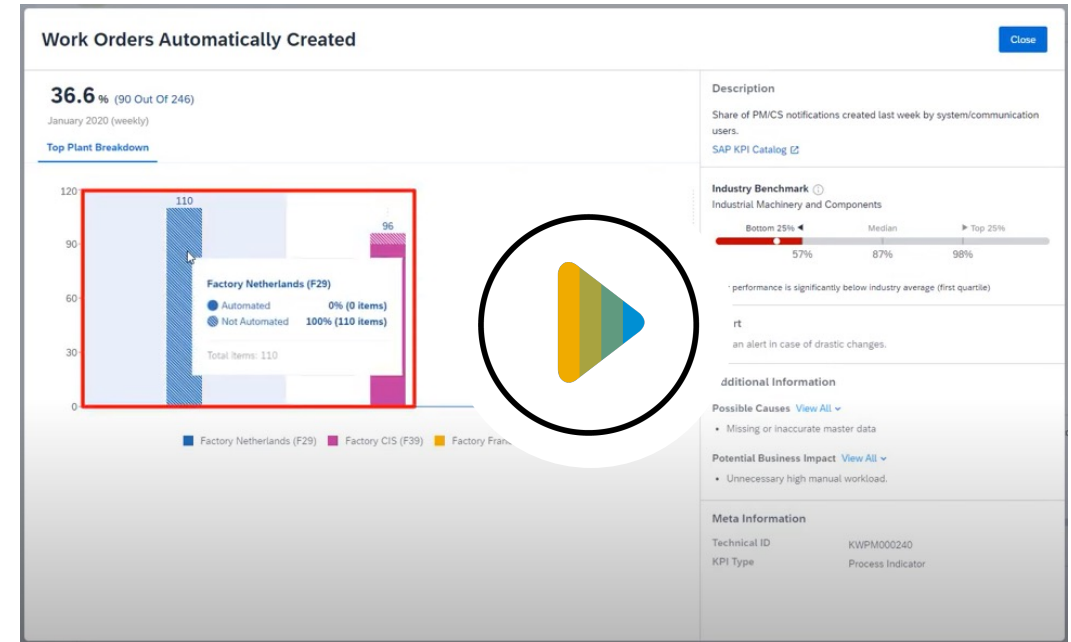
SAP API Business Hub:
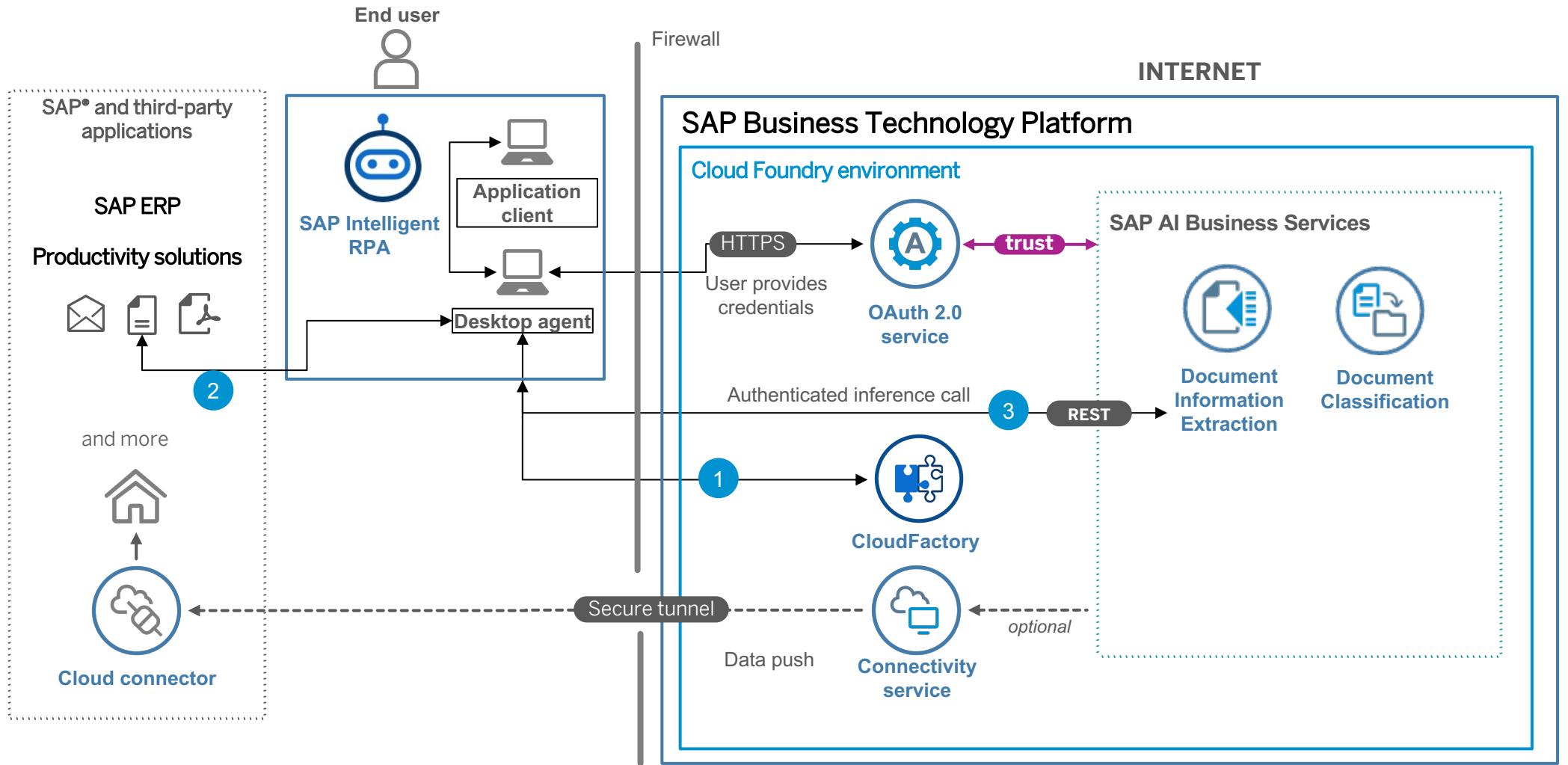[Capital Expenditure Approval Process](#)

VIDEO

[Blog](#)

SAP BTP Architecture for Hyperautomation Use Case

21

SAP Intelligent RPA - Pre-built Content

Investment areas until end of the year:

HXM	8+
Retail	2+
Procurement	6+
CXM	1+
CFin	5+
S/4HANA	20+

+42

Q2 / 2021

ECC Top 25 ECC Store Bots in V2
(GL / MIGO / MIRO / VA01)

HXM

- Recruitment – Candidate Interview Scheduling
- Recruitment – Interview confirmation / Gate pass

Retail

- Price list comparison

225

Pre-built bots in store
13 LoBs | 24 Industries

Q3 / 2021

ECC – Top 50 V2 Bots

- **RISE Opportunity (S4 migration / C-Fin)**
- Reconciliation check for GL
- Business Partner master data checks
- Open Item Migration verification
- Financial reporting / Adjustment postings

HXM

- Onboarding – Offer letter
- Onboarding – Employee data validation, creation
- Final settlement (checklist, WF, verification)
- Recruitment – Profile matching / Resume Scanning
- ESS Use cases (Learning plan / benefits)

Procurement

- ARIBA PO Verification for payment
- PO Flip and Invoice upload to Ariba network
- PO from requisition / Catalogue Management

Q4 / 2021

RISE / CFIN

- Technical Migration checks (SLT / oData)

HXM

- Payroll data verification

Procurement

- ASN – Info extraction and update in ECC
- External Catalogue search
- Material master synchronization

CXM

- Lead to opportunity

Travel & Expense

- Invoice Entry

RISE WITH SAP | **Intelligent Robotic Process Automation**

Resources for your Success

Hemant Rachh

APJ/GC GTM Lead, SAP Intelligent RPA

Enablement & Support

Dedicated Training:

- [Virtual Class Room Training](#)

Open SAP Courses:

- [SAP Intelligent Robotic Process Automation in a Nutshell](#)

- [How to build Bots with SAP Intelligent RPA](#)

- [What's New with Bot Building in SAP Intelligent RPA](#)

- [Enter Next-Level Bot Building with SAP Intelligent RPA 2.0](#)

→ From introductory training up to deep dive topic training, supported by Free Trial system for easy education access

Support:

➢ Max Attention/Preferred Success
➢ [Enterprise Support Advisory Council](#)
➢ Technical expert support during initial project via RIG (2-3 hours every week)

Resources:

- SAP Help Portal: [Product Documentation](#)

- SAP Intelligent RPA Website [sap.com/rpa](#)

Leverage Strong SAP Community & Content

- Topic Page:
 https://community.sap.com/topics/intelligent-rpa

  - Follow the tag: *SAP Intelligent Robotic Process Automation*

- Community Calls
  - What's New
  - Technical Webinars

- Blog Posts:
  - Series on New Version SAP Intelligent RPA 2.0
  - Series Bot Templates: SAP Intelligent RPA – Templates
  - Series on Customer Stories: SAP Intelligent RPA Success Stories
  - Post on ECC Bots: SAP ECC Bot Store Content

- Q&A:
  https://answers.sap.com/tags/73554900100800002142

- RPA Talk: Series of Video Interviews

Twitter   LinkedIn   YouTube

We Need You!

~3m
Community members

~300
blog posts

~760
questions

~480
contributors

Intelligent RPA **Bot Store** – Enabled for Partner Content (beta)

220+ bots available
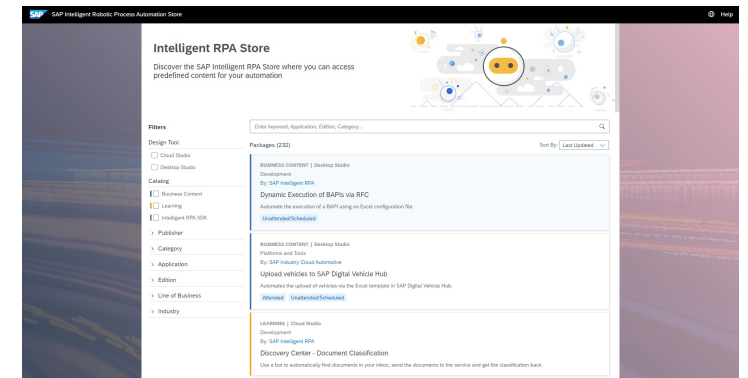
SAP Intelligent RPA
Start your journey today for FREE:

Set Up your SAP
Intelligent RPA Trial!

Join OpenSAP Course:
Next Level Bot Building!

Explore Prebuilt Bots on
RPA Store

Join our Communities:

RISE WITH SAP | **Intelligent Robotic Process Automation**

Hemant Rachh

APJ/GC GTM Lead, SAP Intelligent RPA

Expert Q&A

Peter Engel

Solution Owner SAP Intelligent RPA

Andre Borchert

VP, Head of SAP Intelligent RPA Solution Management