Get to know the latest SAP Technologies ... & more

Dimitrios Athanasiadis, Accenture Greece, SAP Practice Lead

IHU, Thessaloniki, November 3, 2022

accenture

Agenda

- Business Acumen
- IT alignment
- SAP Intro
- SAP Modules & Looks
- The Move to Cloud
- The new SAP Approach & Looks
- Accenture & Thessaloniki
- Some tips!





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1. Business acumen

Industry?

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Industry?

Brand?

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Brand? Jameson, Goody's, Aston Martin, Apple, Accenture, EKO, Masoutis, Panadol, IHU...

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1. Business acumen

Industry?

Various industry classifications
public sector, telcos, energy, services, consulting, IT, auto, fashion, pharma, medical, manufacturing, retail

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Company Org Chat?

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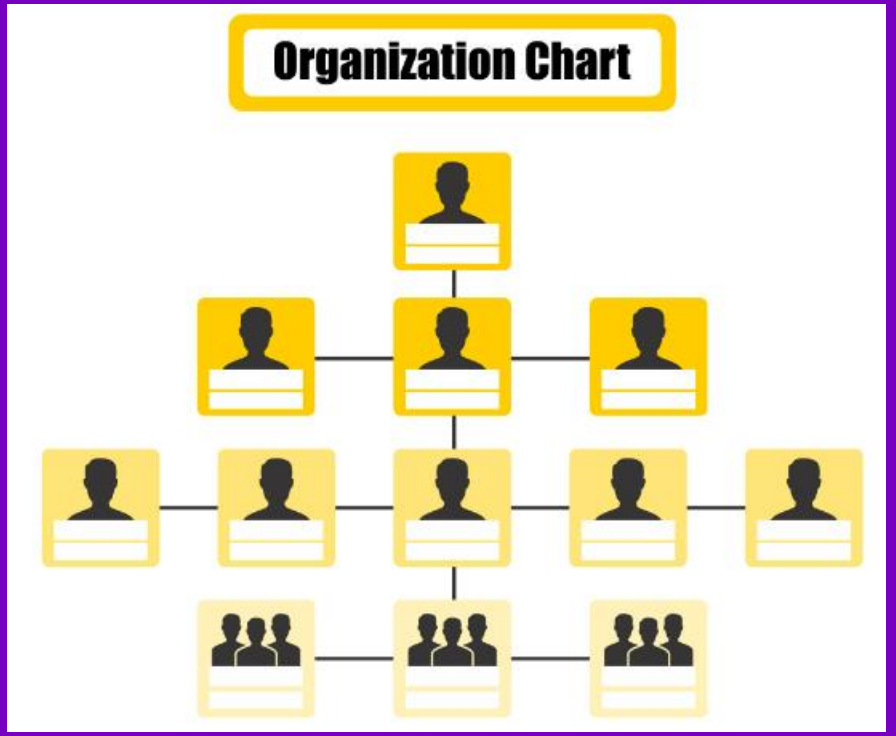
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Sales, Finance, Procurement, Logistics, MKT, Legal, Auditors Operations, President, C-Level suite (and Shareholders)



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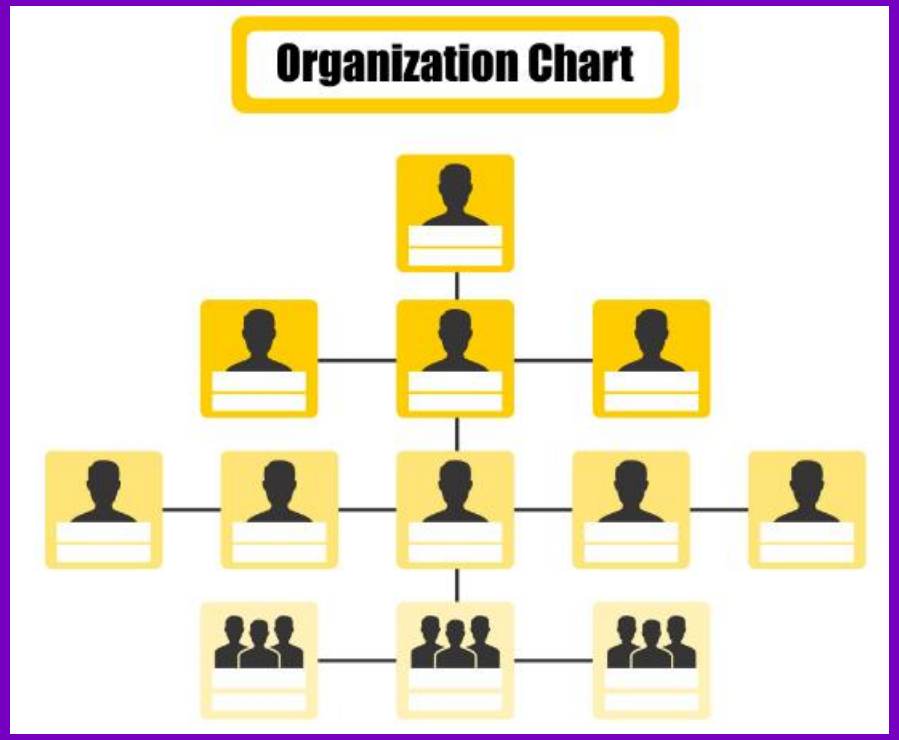
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Business Ecosystem?



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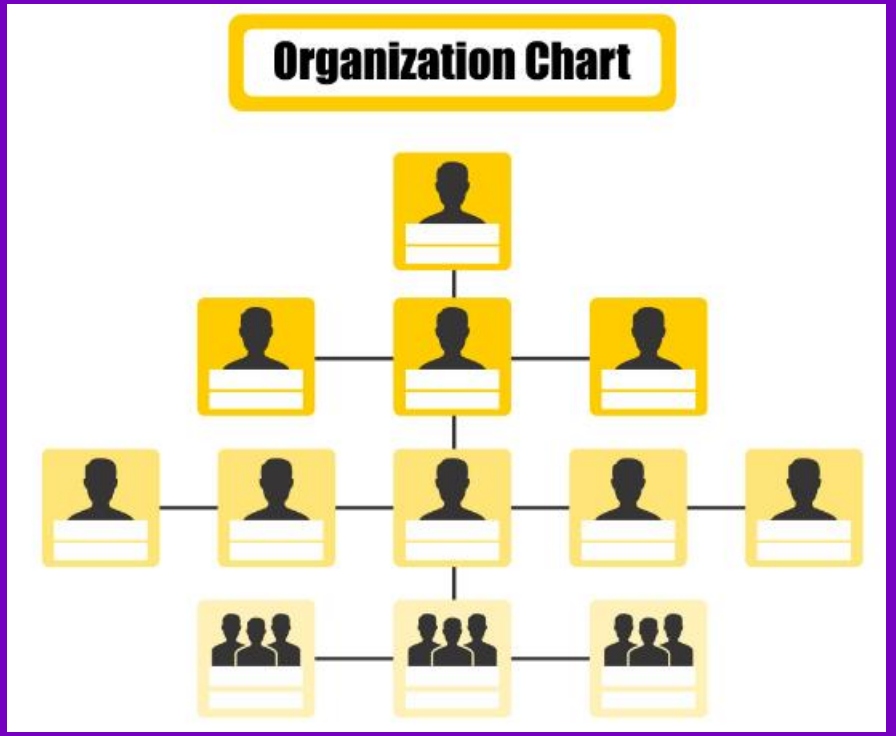
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Business Ecosystem? Customers, Vendors, Partners, Competitors



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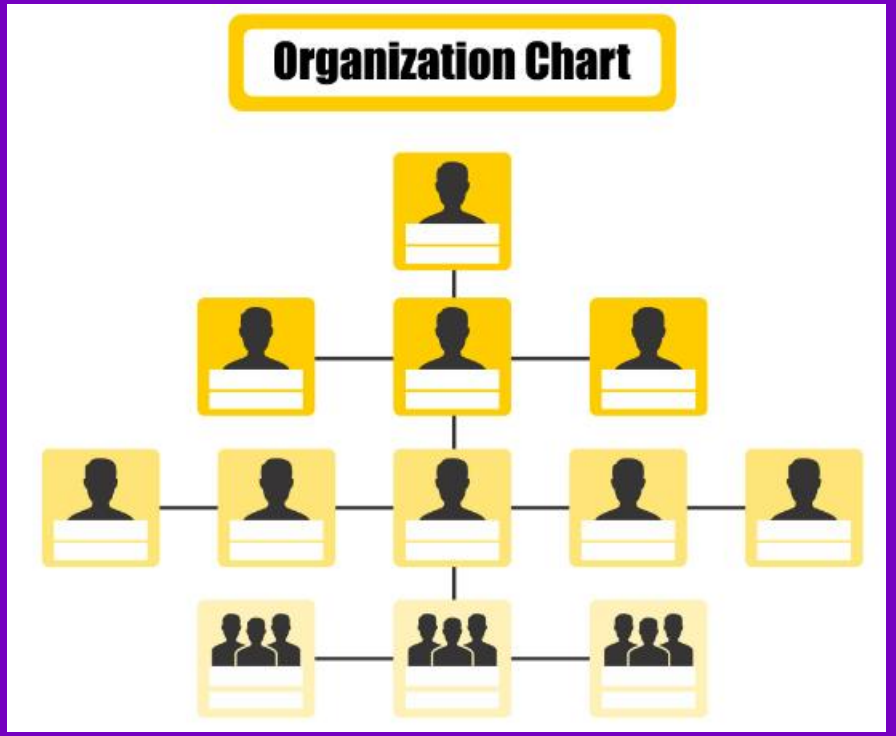
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Ultimate Target?

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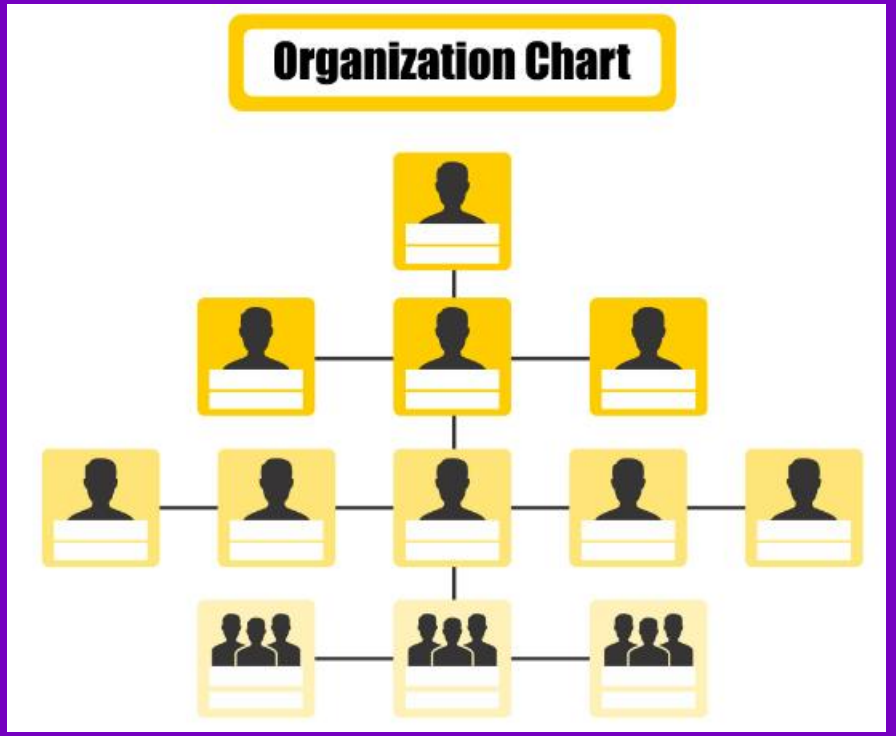
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Ultimate Target? *Revenue – Expenses > 0*

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2. IT Alignment

Aι- τί?

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Αι- τί?

Information technology (IT): the use of computers to create, process, store, retrieve, and exchange all kinds of data and information



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Typical Career Path?

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Typical Career Path?

Technical/Functional → Team Lead, Manager, Executive (Analyst, Consultant, Manager, Director, Partner, CXO)

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Project?

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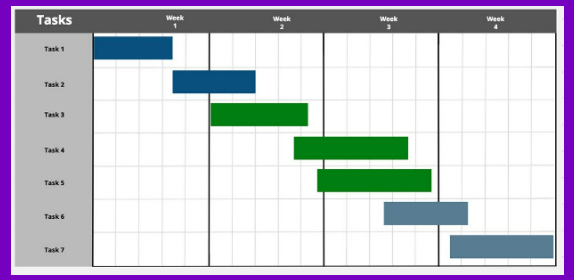
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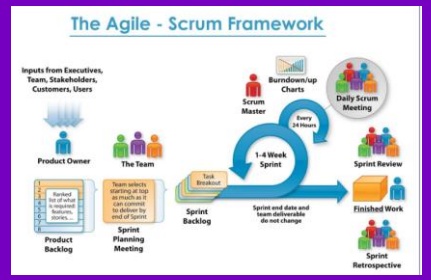
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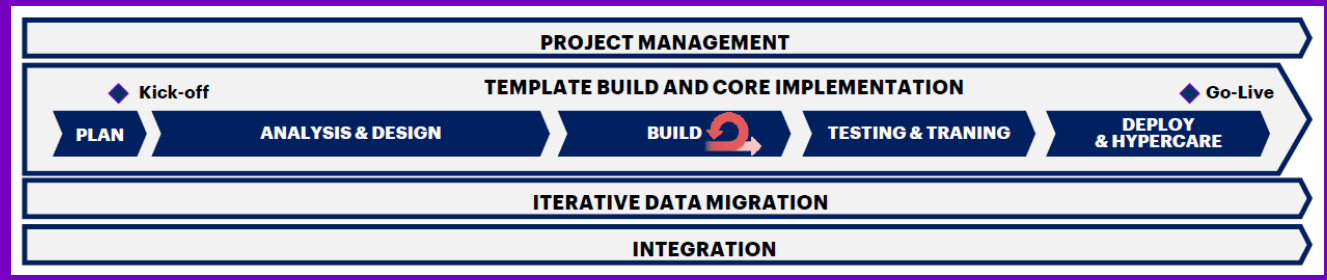
Technical/Functional → Team Lead, Manager, Executive
(Analyst, Consultant, Manager, Director, Partner, CXO)

Project?

4 Pillars: Scope, Time, Financials, Resources
Methodology: Waterfall, Agile, Hybrid
Various buzzwords: Milestones, Deliverables, Risks, RACI Matrix, Gantt Chart, Pareto Analysis, Moscow Analysis, Reports, KPIs







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3. SAP Intro



What is SAP?

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What is SAP?

SAP is one of the world's leading producers of software for the management of business processes, developing solutions that facilitate effective data processing and information flow across organizations – flagship product: the **SAP S/4HANA ERP**.

Systemanalyse Programmentwicklung
(System Analysis Program Development). It is an initialism, not an acronym. It is pronounced as individual letters (S-A-P) and not as a word ("sap").

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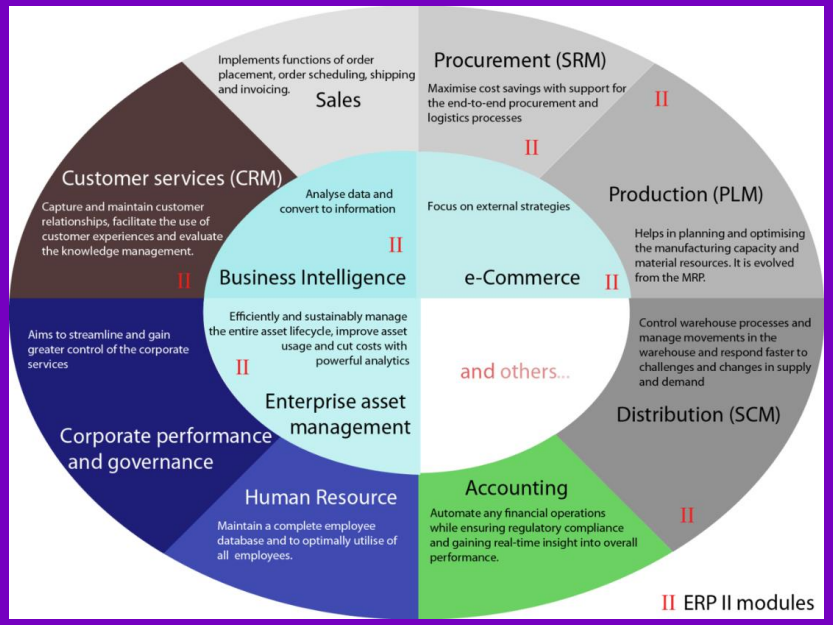
What is ERP?

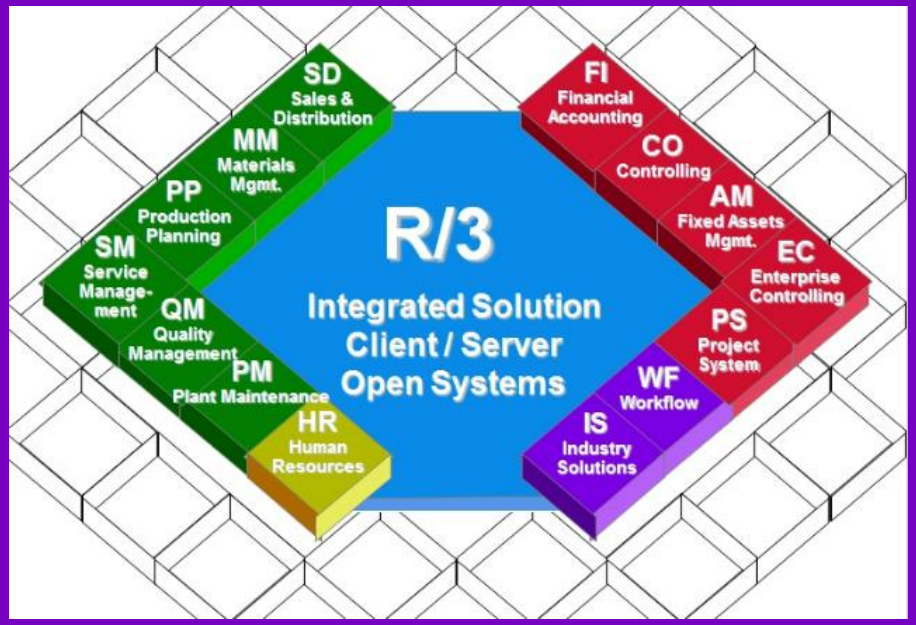
Enterprise resource planning (ERP) is a software suite of integrated applications (let's call them modules) that an organization can use to collect, store, manage and interpret data from many business activities. According to Gartner, the global ERP market size is estimated at $35 billion in 2021.

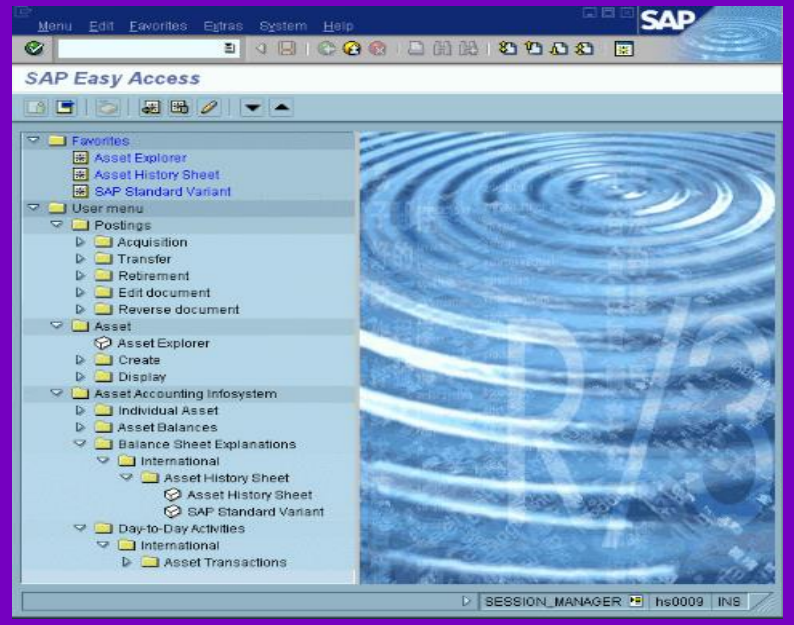
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4. SAP Modules & Looks

Generic ERP and SAP ERP Modules







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5. The Move to Cloud

A strategic necessity, but perhaps later?

Every company running SAP, across industry, is facing:

- **disruption – with market forces and technology innovation continuously igniting exponential transformation**
- **ever-increasing data volumes (typical data growth at 20-30% per year, sometimes by TBs per month; up to 40% of database is filled with infrequently accessed data)**

It's not enough to keep pace anymore—enterprises must now lead the change. Moving to cloud is a strategic necessity for business leaders looking to transform their organizations.

So, what's slowing businesses down?

- **Increased complexity** with new cloud platform & capabilities
- **Performance and scalability** on target environment
- **Overall cost** of the transformation effort
- **Cybersecurity concerns**
- **Sustainability goals**

82% of IT executives reported **ramping up their use of cloud technologies** in direct response to the pandemic

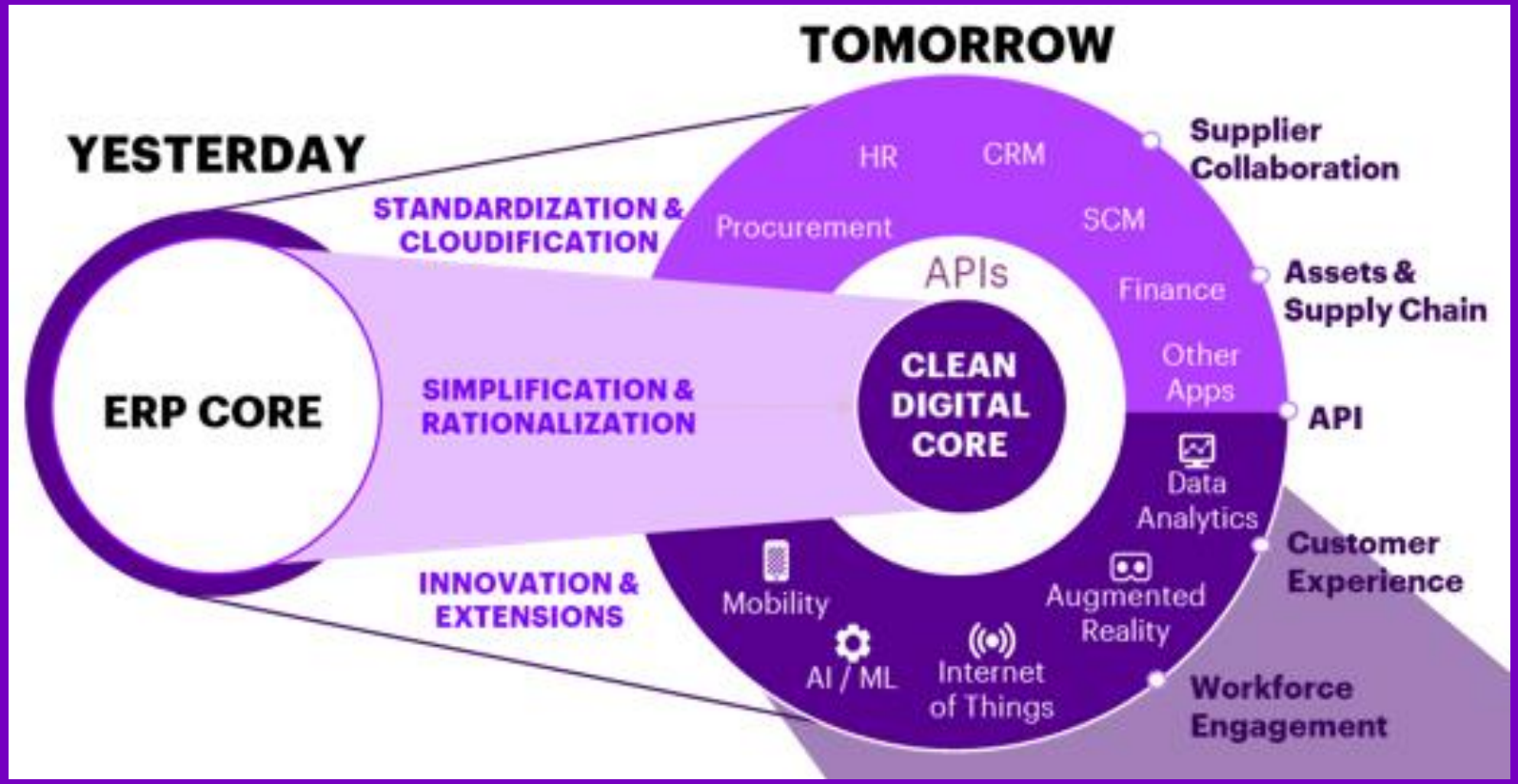
90% of business and IT executives agree that to be agile and resilient, their organization need to fast forward their **digital transformation with cloud at the core**

92% of executives report that their organization is **innovating with an urgency** and call to action this year.

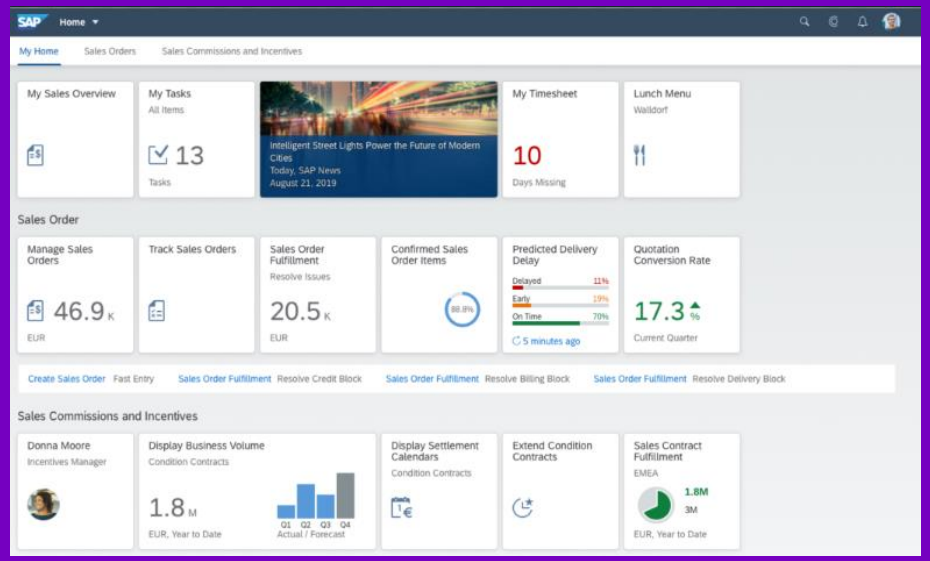
83% of executives agree that their organization's **business and technology strategies are becoming inseparable**—even indistinguishable.

Source: Accenture Technology Vision 2021

6. The new SAP Approach & Looks







SAP ECC → SAP S/4HANA

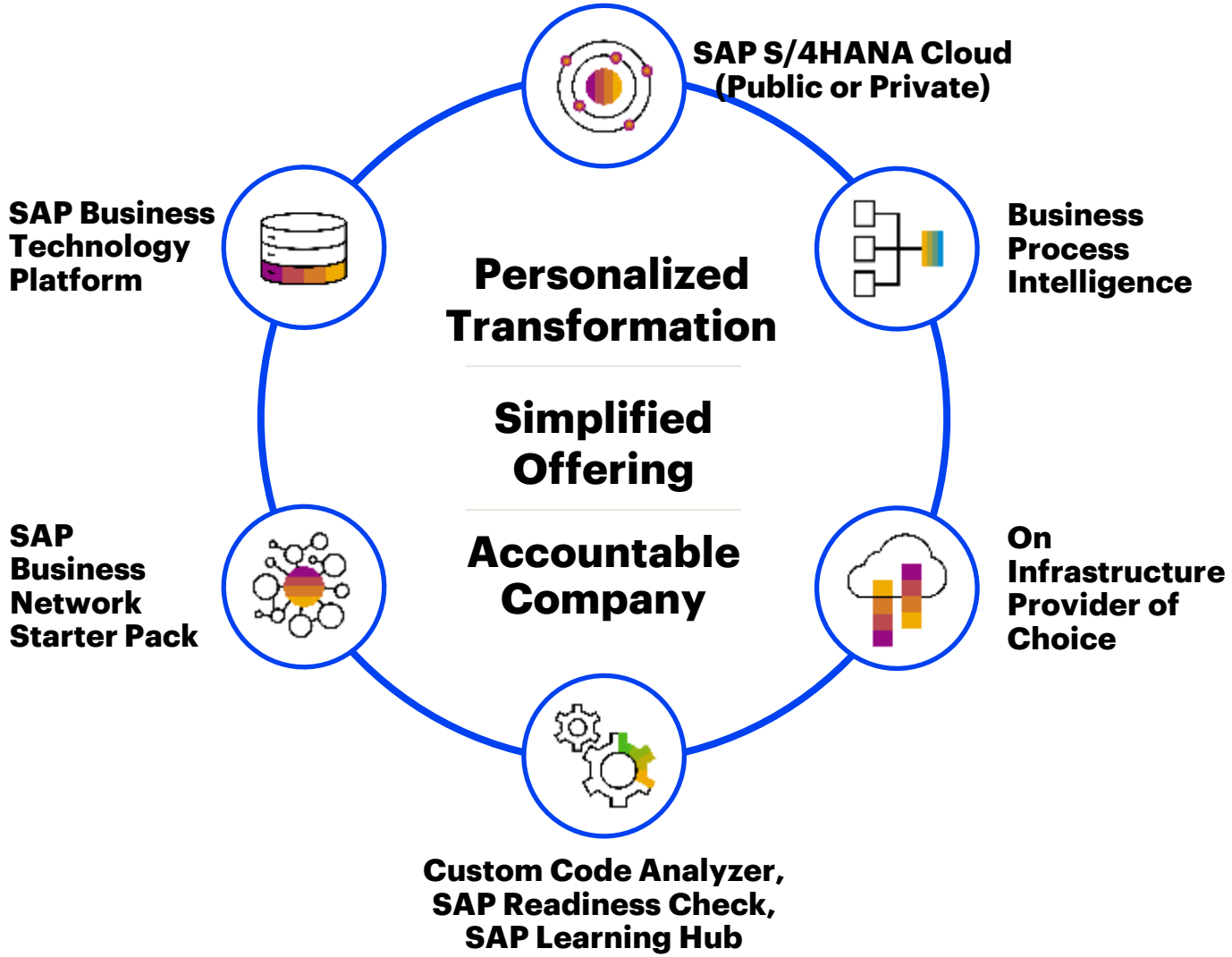
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SAP facilitates the Cloud move with RISE

An SAP offering that simplifies the move to SAP S/4HANA by bundling SAP software, choice of hyperscaler and further business transformation capabilities under a single contract

What's different about RISE with SAP?

- ✓ A new way of working based on proven technologies
- ✓ One hand to shake for software and cloud IaaS
- ✓ A path to accelerate innovation
- ✓ Enabler for industry business transformation

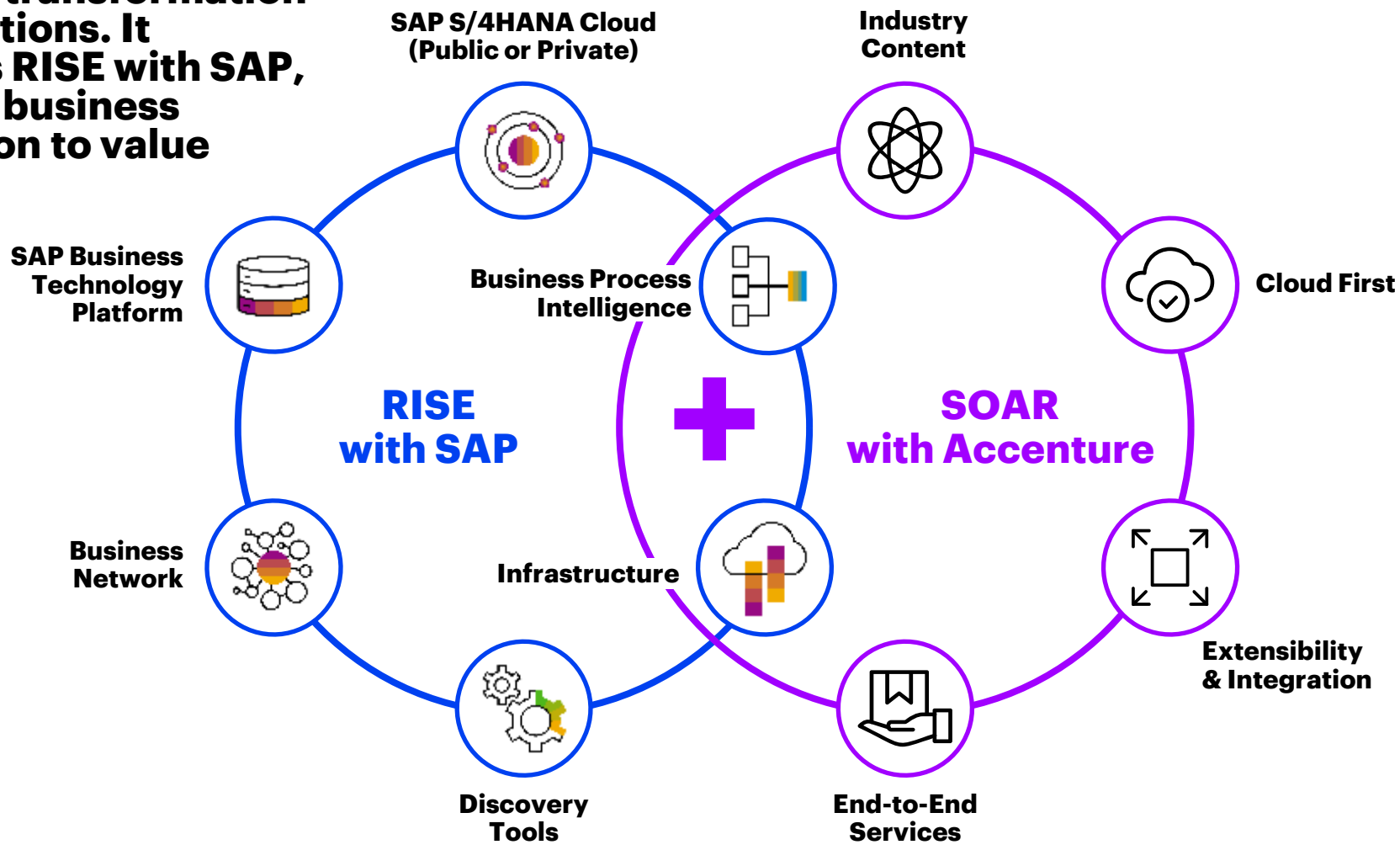


Accenture facilitates extra with: SOAR

A collection of assets and services that enable cloud-led business transformation across industries and functions. It complements and extends RISE with SAP, enabling and accelerating business transformation – from vision to value

RISE with SAP.

SOAR with Accenture.



BTP, a dev platform aside S/4HANA ERP

A key concept of a cloud-first strategy is a "clean core", that's why SAP introduced BTP, a development platform that helps extend, integrate and innovate an organization's digital core to both keep it clean and realize differentiating business outcomes

Clean Core ERP

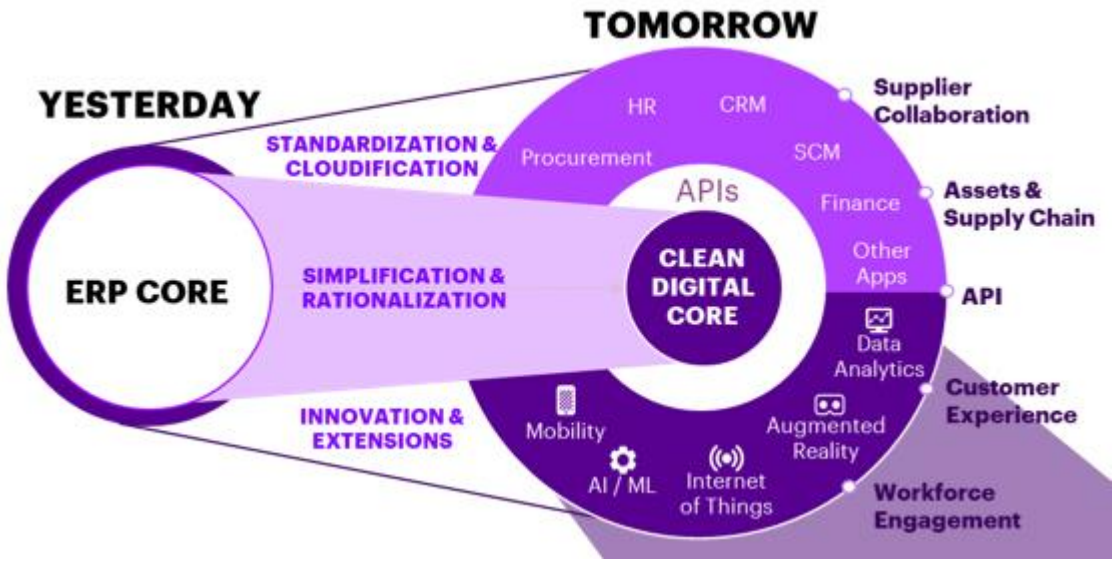
- Customizations removed from core ERP to a side-by-side solution (BTP)
- Allows businesses to incrementally innovate

✓ **Easily upgradeable**
✓ **Flexible**
✓ **Intelligent** (automated processes easily added)
✓ **Agile DevOps-based releases** deliver business value faster
✓ **Keep it standard…**

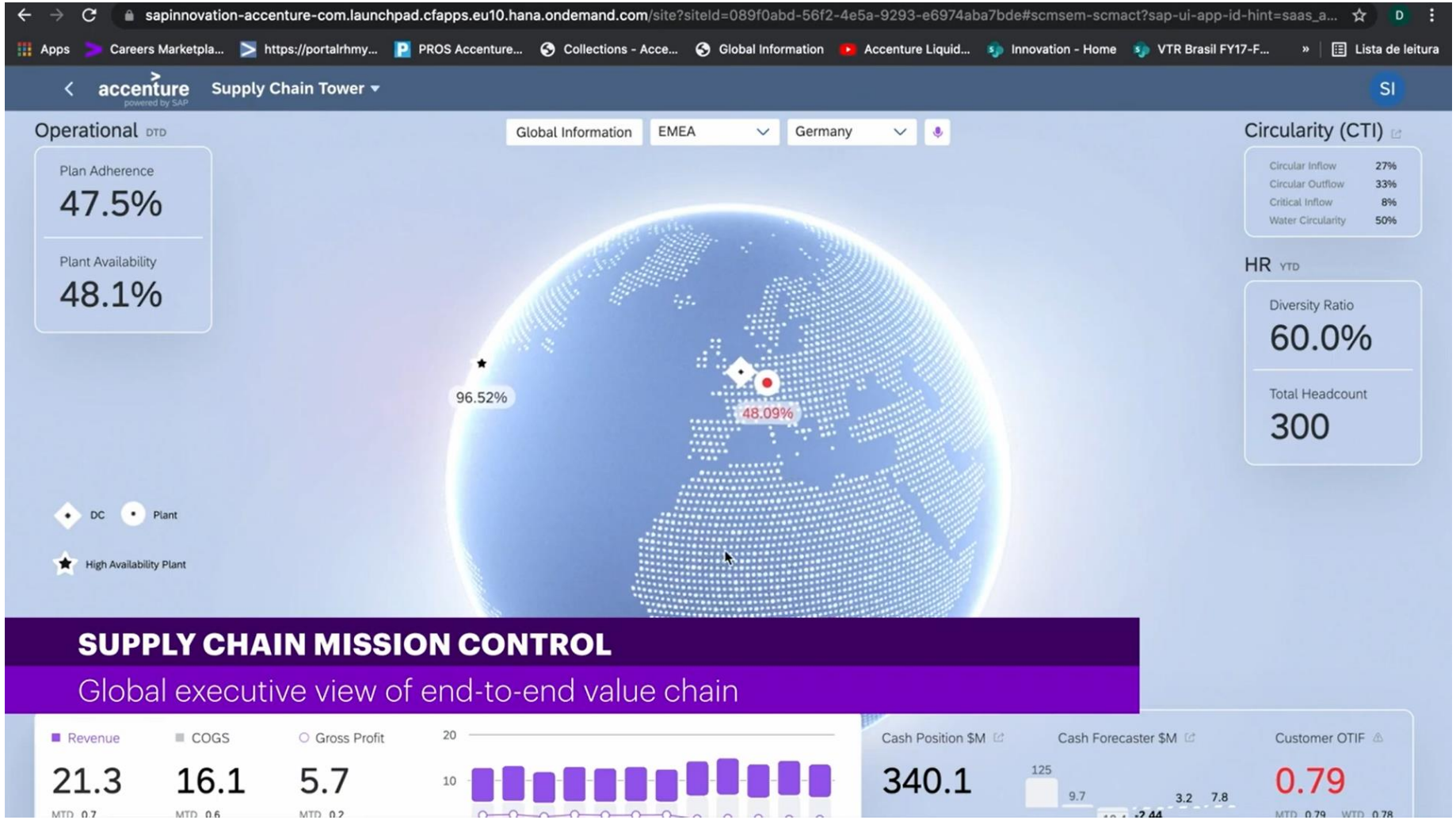
BTP

- Database & Database Mgmt
- Analytics
- App Dev & Integration
- Intelligent Technologies

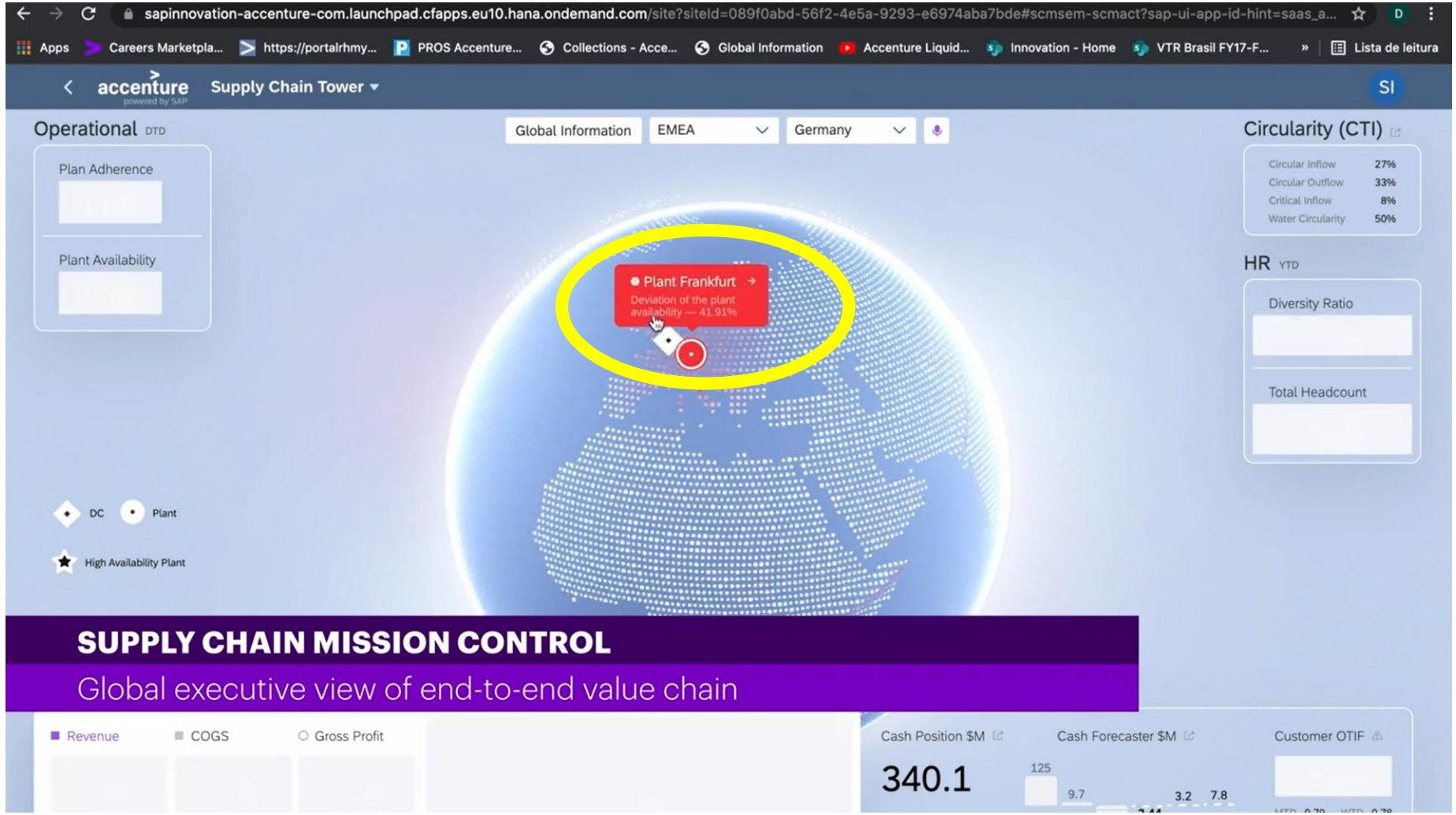
✓ **Open platform** compatible with any programming language
✓ **Out of the box integration** and business content.
✓ **Intelligent services:** AI, ML, RPA, chatbots, and blockchain.
✓ **Secure encrypted platform**



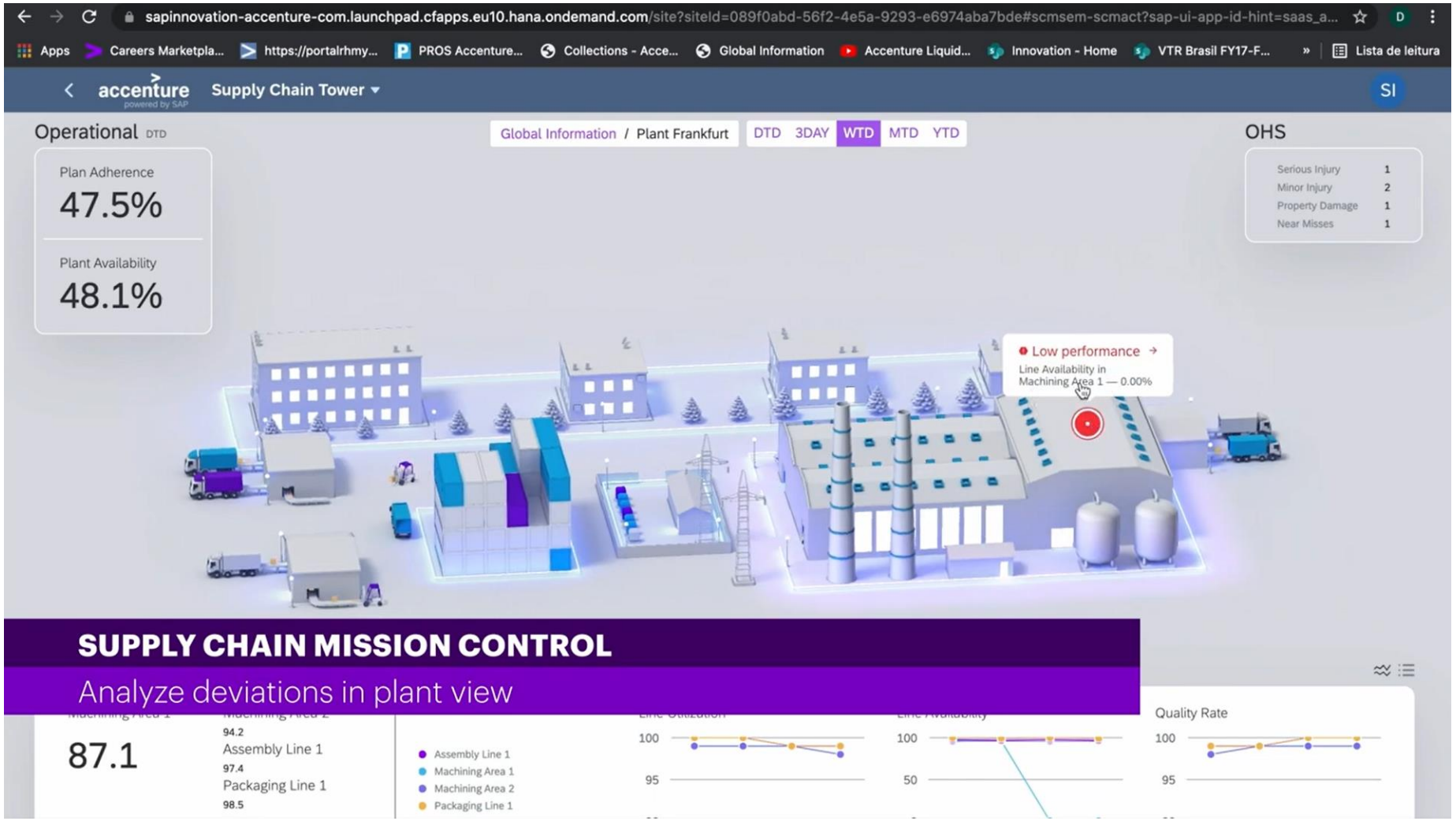
Supply Chain Mission Control + SAP IBP



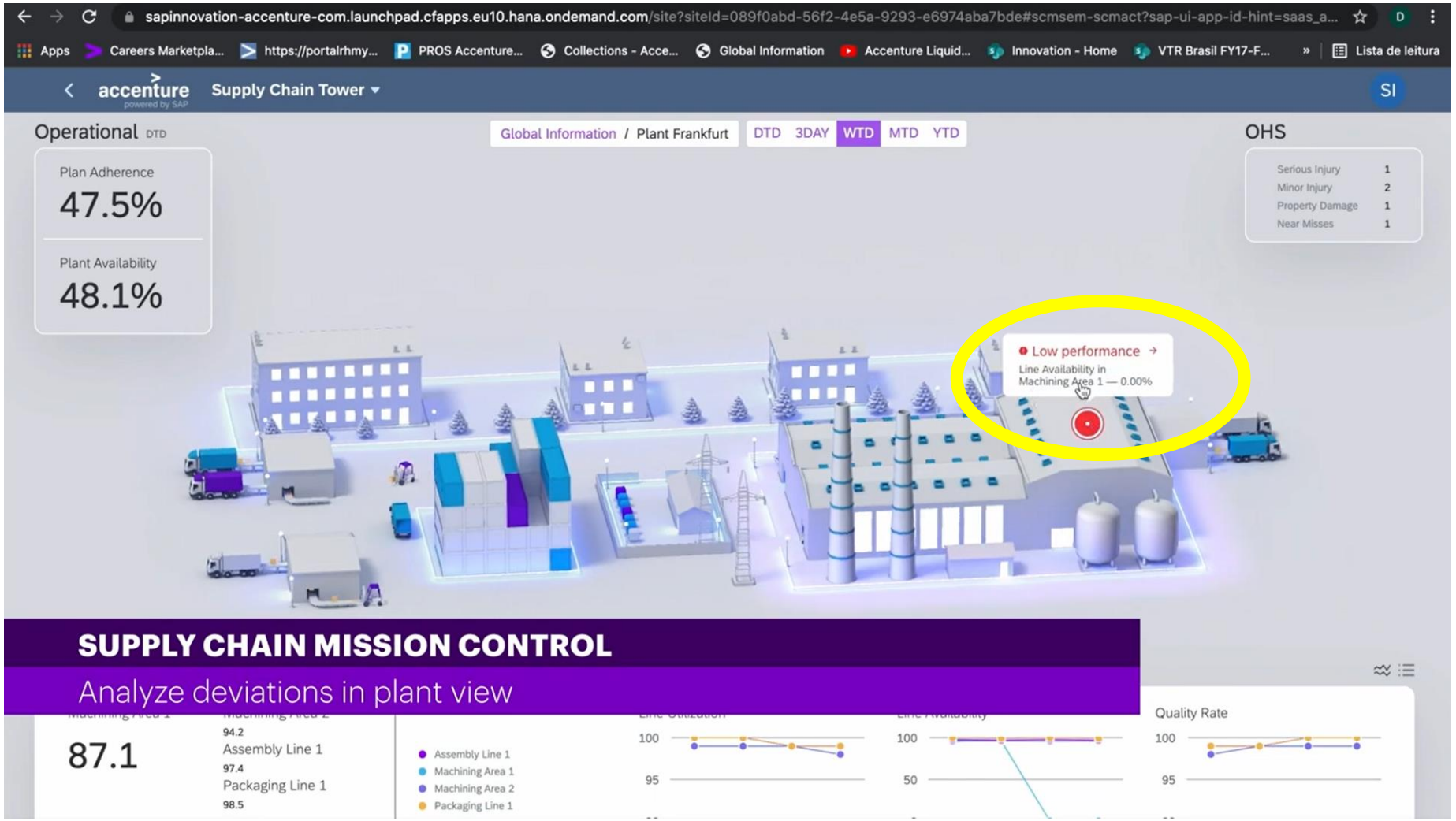
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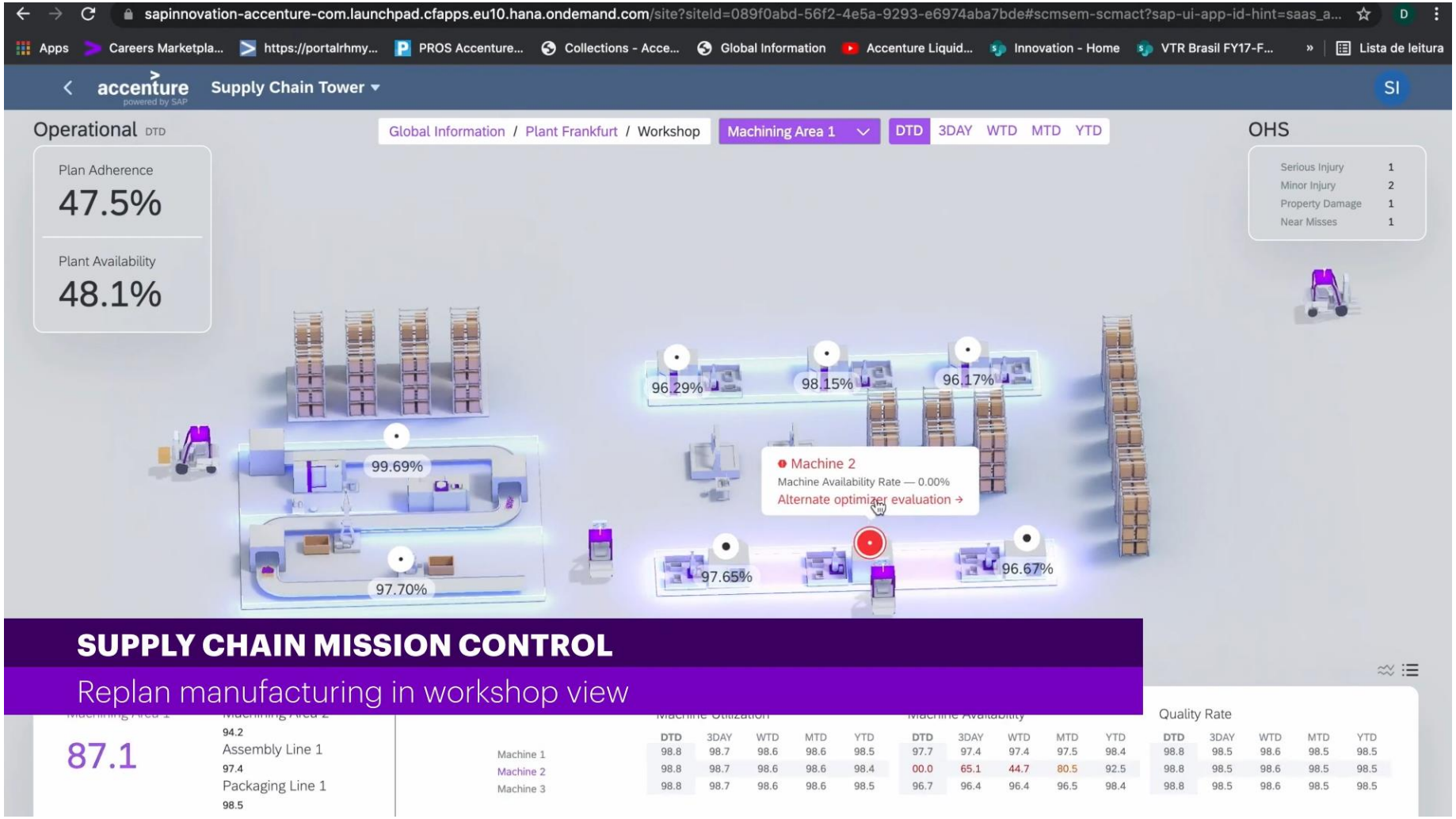
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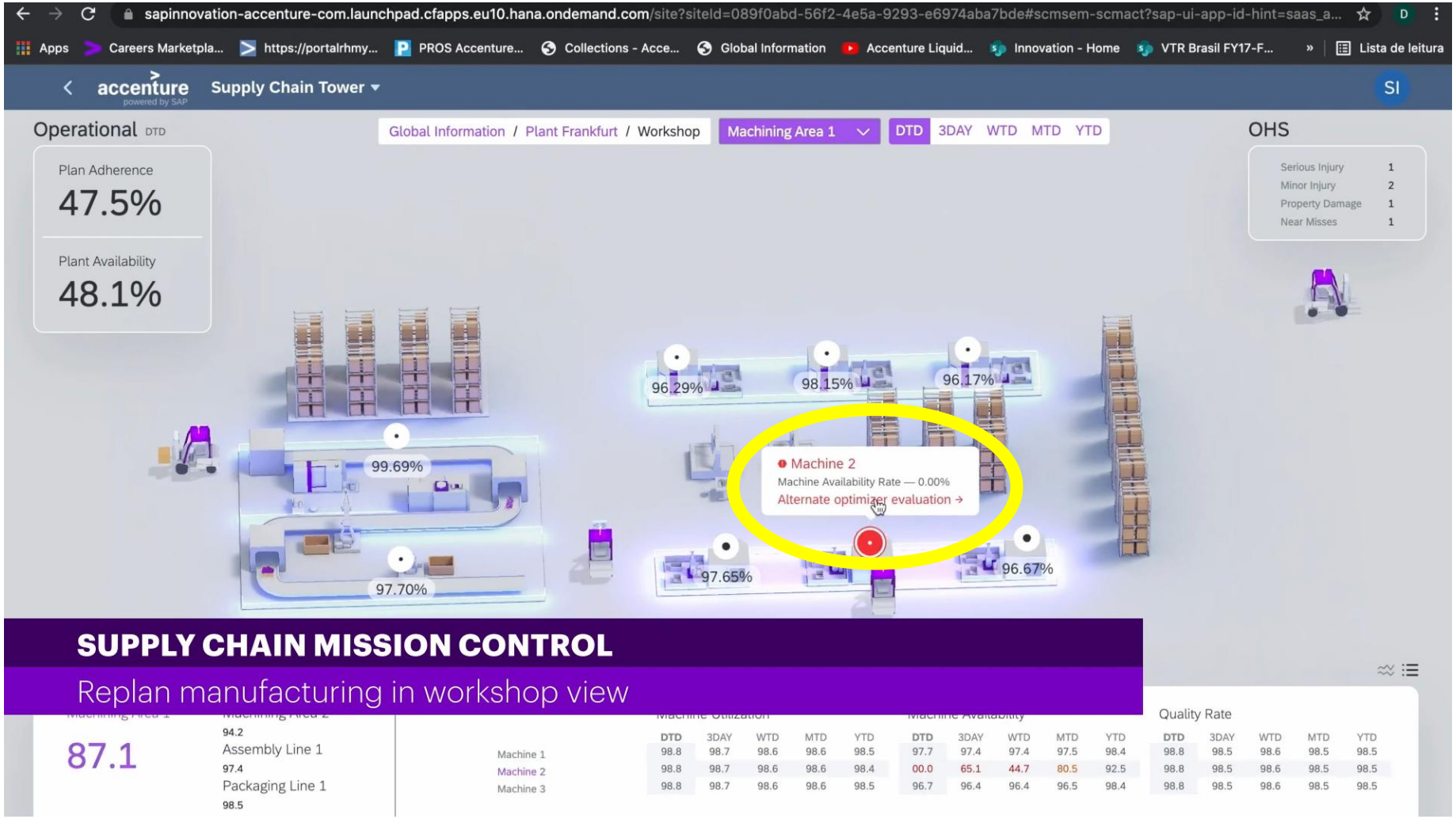
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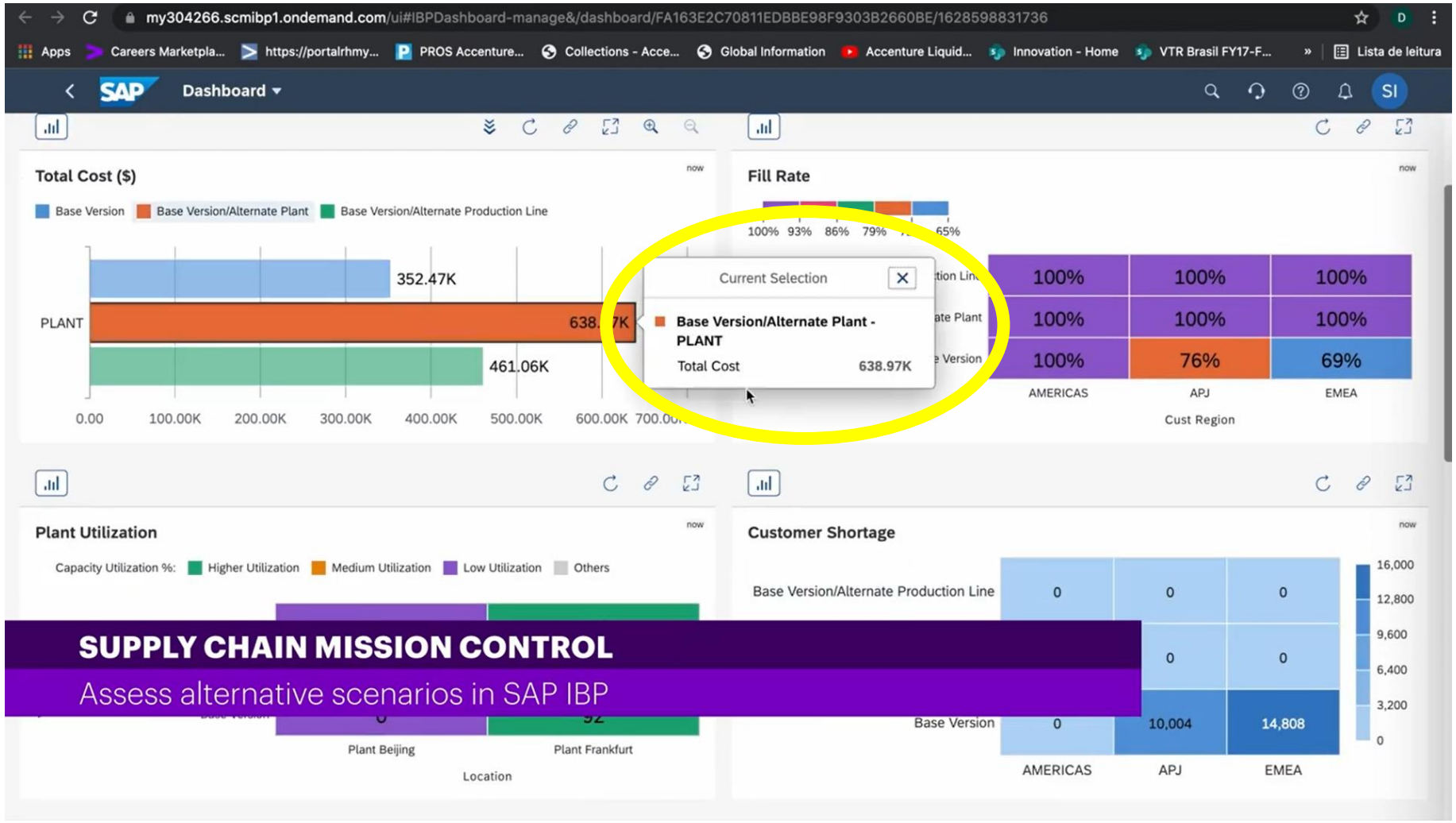
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Supply Chain Mission Control + SAP IBP



Supply Chain Mission Control + SAP IBP



7. Accenture & Thesaloniki

Accenture is a global professional services (Strategy, Consulting, IT) company with leading capabilities in **digital, cloud and security**

Our purpose is to deliver on the promise of technology and human ingenuity, we help our clients become the next and **best versions of themselves**

720.000 employees, 200 cities with Accenture Locations, across 50 countries – a multicultural inclusion & diversion environment **setting the global standards**

London, Amsterdam or ...Thessaloniki a personal journey full of knowledge, travel, cultural awkwardness and friendships – **a magic bus**

"Thessaloniki what?" From zero to hero, a global IT gateway, a global language, apply for your global passport!

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Accenture's Global SAP Delivery Network

With deep SAP skills and broad experience for high-quality, lower-cost solutions at speed



Locations not exhaustive

8. Some tips!

Interview?

- ✓ Speak the truth no matter how minor “I cut my nails super”
- ✓ Smile when the chit-chat is on, serious on prof parts
- ✓ Be human, we hire people to stand by us for 8 hours

Brand & Network?

- ✓ Build your brand patiently (can-do attitude, positiveness)
- ✓ Word of mouth (let your work do the talking)
- ✓ Be consistent (when line manager gets sick, he turns to you)
- ✓ Be proactive, try to understand the whole picture

- ✓ Socialize and expand your network
- ✓ Respect others & absorb rough behaviors; we all have bad days

CV/Linkedin?

- ✓ Neat (easy to read)
- ✓ Comparable (make use of all std sections) – don’t be very creative and don’t be verbal
- ✓ Be traceable (build up your Linkedin profile)

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