DIGITAL CORE FOR ENTERPRISE - CXO PLAY

DIGITAL CORE WITH SAP S/4HANA®

ENGAGING CxOS FOR FUNCTIONAL TRANSFORMATION

A FOCUSED APPROACH TO ADDRESS PRIORITIES ON EACH CXO's AGENDA

Digital Core for Enterprise
Supply Chain

Digital Core for Enterprise
Manufacturing

Digital Core for Enterprise
Finance

Digital Core for Enterprise
Sales & Services

Digital Core for Enterprise
HR

DRIVING FORCES IN THE MARKET IMPACT DIFFERENTLY EACH CXO

- Agility
- Flexible industry ecosystems
- Forward-looking capabilities
- Resilience

SPEED OF CHANGE/ VOLATILITY ①

- Virtual customer/partner/ employee engagement
- Client centricity
- Brand
- Personalization

MULTICHANNEL EXPERIENCE ②

- Subscription vs product selling
- Focus on outcomes
- Connect with assets (Digital Twin)
- SW and infrastructures beyond enterprise boundaries – extending to the edge

NEW BUSINESS MODELS ③

- Transition to more sustainable products/services
- Improve sustainability in business operations (SCOPE 1-2-3)
- IT sustainability

SUSTAINABILITY ④

MARKET TRENDS

- DevOps
- Data & Insights
- Cloud and Edge
- Composable Architectures
- Green Products, Processes, IT

DIGITAL CORE FOR ENTERPRISE CxOs – SUPPLY CHAIN

CHIEF SUPPLY CHAIN OFFICER DEMAND FORECASTING, INVENTORY, SUSTAINABILITY

Improve order fulfillment – increased revenue

Supply chain resilience	Inventory optimization	Effective capacity utilization	Profitability
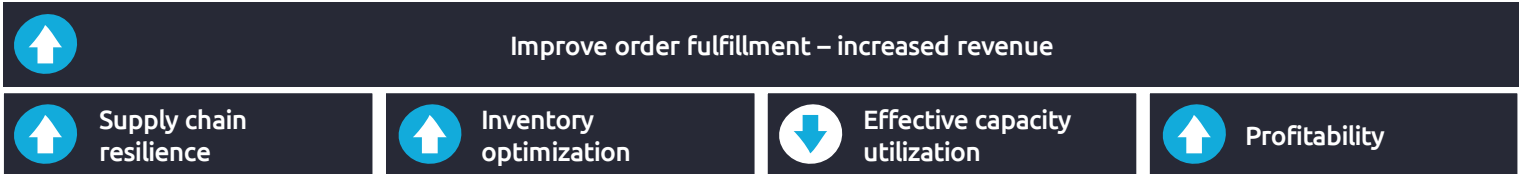
SUPPLY CHAIN OBJECTIVES

- How would you outline your supply chain objectives and how well do they align with the organization's vision and target operating model?

DEMAND MANAGEMENT

- What are your current levels of unfulfilled demand?
- Do you have a measure of your forecast accuracy and the impact that it has on your inventory levels?

SUPPLIER COLLABORATION

- How effective is your collaboration with your key suppliers?
- Do you have a set of KPI's against which you measure your supplier performance?

SUSTAINABILITY

- What are your transportation costs as a percentage of your overall sales?
- Is there a significant percentage of your shipments which go out as rush orders?
- How do you currently measure waste in your supply chain ?

INVENTORY OPTIMIZATION

- Is there a case of inventory expansion with an increasing level of unfulfilled demand?
- Are you able to fulfil demand most often from the nearest distribution centre?

DIGITAL CORE FOR ENTERPRISE CxOs – MANUFACTURING

**COO
TRANSFORMING END-TO-END MANUFACTURING PROCESSES BY LEVERAGING LATEST DIGITAL TECH**

⬆ Speed to Market	⬆ Customer Satisfaction	⬆ Higher Productivity	⬆ Quality
⬆ Increased OEE	⬆ Enable New Business Models		

HEAD OF MANUFACTURING ENGINEERING

1. Do you want to connect the golden triangle of PLM, ERP and MES for truly concurrent engineering?
2. Do you want to move towards Global Engineering delivered by Local Manufacturing?
3. Would you like to collaborate more with your partners and have, even better visibility of your R&D pipeline?
4. Do you capture the performance data you want from your products once sold, so you can improve them?

HEAD OF PRODUCTION PLANNING

1. Do you have the (near) real time visibility of demand needed for effective production planning and scheduling?
2. Do Engineering, Sales and Manufacturing always effectively align around new Product introductions?
3. Can you run the supply chain simulations and risk assessments needed to have confidence in your lead times?
4. Do your plans align with your predicted plant manufacturing asset availability?

Chief Operating Officer

1. Are you looking to move your customer base more to a "pay for use" model?
2. Do you want to offer new services to your customers using Data Insights?
3. Are you looking to increase your market share of the service sector around your products?
4. Do you need to know more about how your products perform after you have sold them?

Head of Production Operations

1. Do you want to simulate future Manufacturing throughput with a Digital Twin?
2. Do you struggle to scale your Industry 4.0 PoCs into real Smart Factory Operations?
3. Do you need to track and trace your products through the entire supply chain?
4. Do you have clear line of sight from Top to Shop-floor to enable quick decision making?

DIGITAL CORE FOR ENTERPRISE CxOs - FINANCE

↑	A more efficient and effective finance function, leading from the front and driving change

↑ Revenue	↓ Costs	↑ Margin	↑ Automation

AUTOMATION

- Automation and optimisation of processes enables the business to reimagine their operating models
- Leveraging digital technology and automation significantly reduces finance operating costs and improves accuracy

FUTURE FOCUSED FINANCE

- Shift from rear-view mirror to looking at the road ahead
- Working capital and cash improvements through real time analytics
- Placing data and analytics at the core of finance to make accurate strategic and tactical decisions

AGILE FINANCE

- The operating model and corporate structure can change rapidly
- M&A are a routine challenge for business. There is a requirement to enable the M&A process from strategy and inception through to execution

FASTER FINANCIAL CLOSING

- Speed up even the most complex closing cycles, while meeting regulatory requirements and financial reporting standards
- Gain greater transparency on month end processes
- Attain a faster closing cycle by 15-25%

COSTING AND PROFITABILITY

- Get reliable and timely Contribution Margin reporting by products and market segments
- Understand the impact of pricing strategy
- Allocate costs fairly and transparently

CFO
AUTOMATION AND AGILE FINANCE FOR FAST CLOSE

DIGITAL CORE FOR ENTERPRISE CxOs - SALES AND SERVICES

CSO
PROVIDING SEAMLESS CPQ EXPERIENCE, GENERATE NEW REVENUE STREAMS

Increase and stabilize Revenue Stream

Customer Focused offerings	Accelerate Sales Cycle	Reduced time to market	Reduced Customer acquisition cost

SILOED SALES AND SERVICES TEAM

- Sales and after sales teams are siloed and lack visibility across the sales lifecycle between sales and post sales services

FASTER TIME TO MARKET

- Does the team struggle with pricing complex configurable products
- Challenged on converged invoicing for products and services
- How many deals are being lost as it took too long to price?

UNIFIED CUSTOMER VIEW

- Are you able to integrate customer insights across channels and offer a unified view of the customers?
- Can Do your field service agents have real-time information access and sharing to solve service issues?
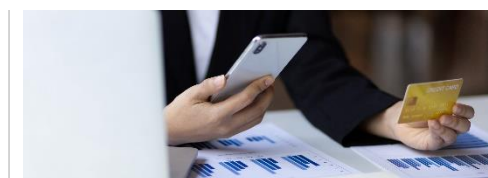
TRANSITION TO NEW BUSINESS MODELS

- Are you contemplating on new business models which are subscription driven or outcome based contracts

DIGITAL CORE FOR ENTERPRISE
CxOs - HR

⬆	Employees productivity and retention rate

⬆ Productivity and wellbeing	⬆ Knowledge and expertise	⬇ Culture and communications	⬆ Skilling and growth

ARE YOU RETHINKING HOW YOUR WORKFORCE CAN ALIGN WITH CORPORATE STRATEGY?

- Are employees collaborating across business units and engaging with the wider ecosystem?
- Imagine if you could present employees with development opportunities that are aligned to the future skill requirements

ARE YOUR EMPLOYEES ENGAGED?

- Engagement of your workforce is key to determine whether your organization succeeds or fails
- The experience you deliver and how you address the moments that matter for every individual impact your business growth and how quickly your organization adapts to change

TAILORED LEARNING EXPERIENCE

- Build a future-ready workforce to help ensure business resilience
- Provide a learning strategy that includes e-learning, classroom & virtual instructor-led training, mentoring, experiential on-the-job training and collaboration
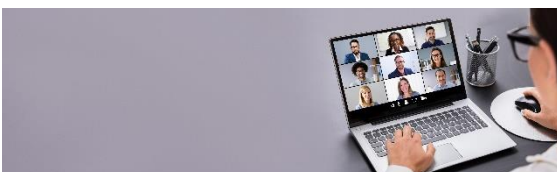
UNLEASHING HUMAN ENERGY THROUGH TECHNOLOGY, IN THE PURSUIT OF A MORE INCLUSIVE AND SUSTAINABLE FUTURE

- Use technology to meet employees' rising engagement expectations while exploring long-term business goals of HR functions, enabling the enterprise to navigate ever-changing and complex compliance requirements.

CHRO
BETTER EMPLOYEE EXPERIENCE AND WORKFORCE AGILITY

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