Working in an international enterprise software company

PUBLIC

THE BEST RUN SAP

Who am I?

Massimo Vignali

Presales Senior Specialist @SAP Italia

massimo.vignali@sap.com

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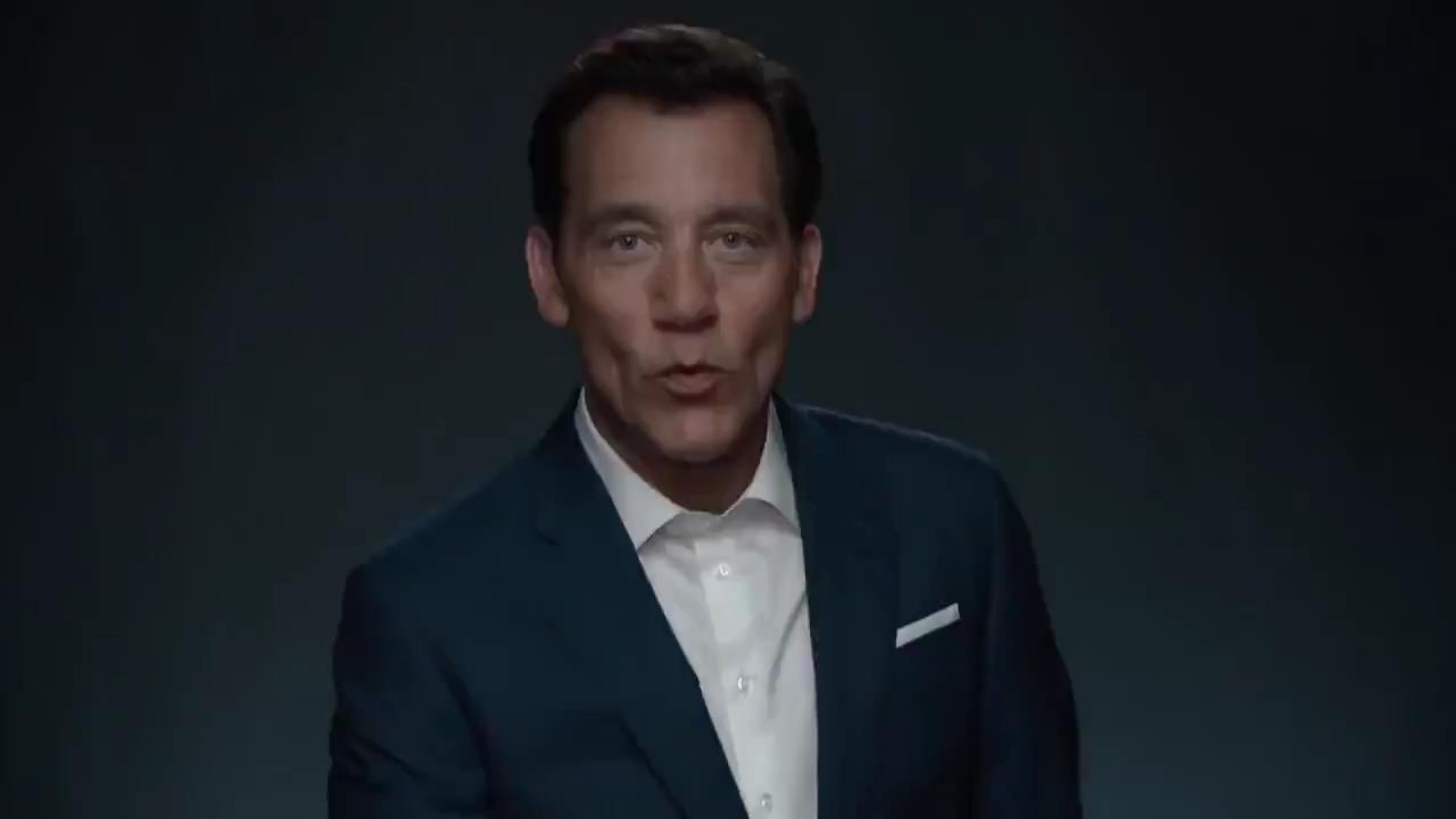

What do you know about SAP?

“Help the world run better and improve people’s lives”

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THIS IS US!

Did you know?

- SAP SE was named the world's **most sustainable software company** in the Dow Jones Sustainability Indices for the 12th consecutive year.
- SAP employees spent **339,000 hours in volunteering** activities in 2016.
- **Engaging with Refugees**: 100 internship and 14 vocational training offered to refugees in Germany each year, and more than 10.000 refugees trained to coding in the middle east.
- SAP won 159+ **Best Employer Awards** in 2016 and is globally recognized employer of choice
- SAP is the first multinational technology company to be awarded the Economic Dividends for Gender Equality certificate, with **25% of women in management**, and 32.9% in workforce.
- SAP's strong **LGBT employee network**, called Pride@SAP, started in 2001 in Germany, and now counts more than 8,000 members worldwide.

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SAP

Systeme, Anwendungen, Produkte in der Datenverarbeitung

Sistemi, Applicazioni, Prodotti nell‘elaborazione dei Dati

Nasce a Walldorf, in Germania, nel 1972

SAP in numbers worldwide

437,000

Customers in more than 180 countries

98,000+

Employees in 130+ countries

€24.74b€

Total Revenue (Non-IFRS) in FY2018

92%

Of Forbes Global 2000 are SAP customers

47 yrs.

Of history and innovation

100+

Innovation and development centers

19,800+

SAP partner companies globally

186 mil.

Subscribers in our cloud user base

SAP | in numbers - Italy

Last update: May 2019

ITALY

730
Dipendenti

€ 563,3 M
2018 fatturato

8.000+
Clienti

3
Uffici: Vimercate|Roma|Genova

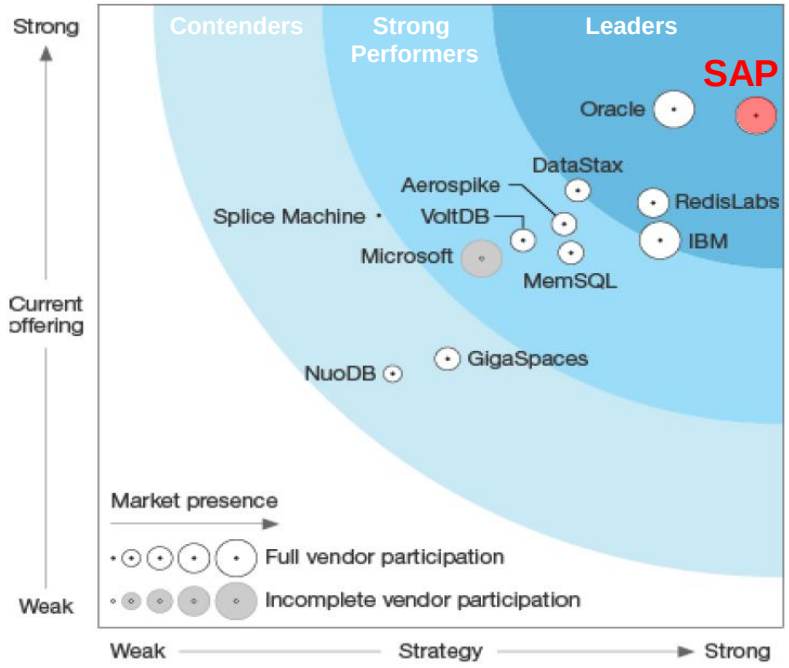
400
Partner

31
Anni di storia di innovazione

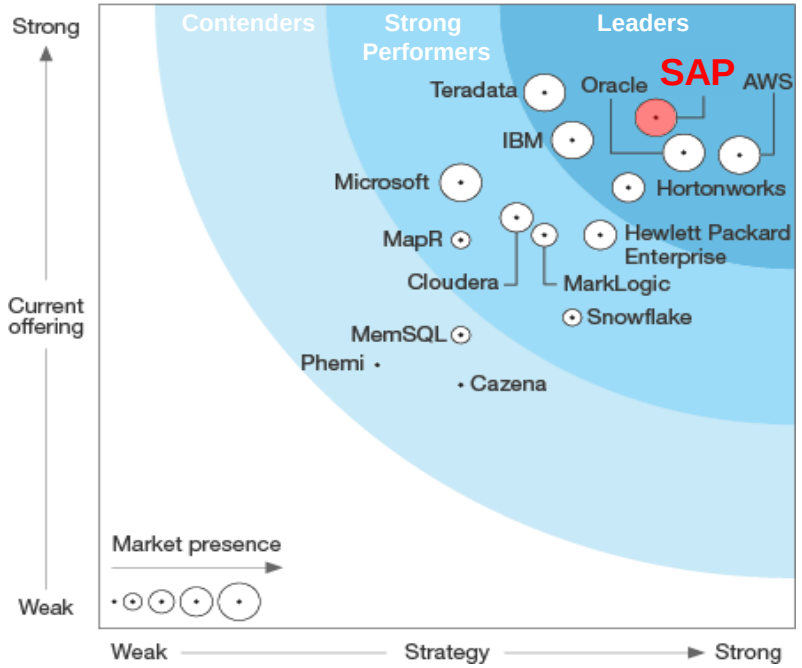
THE BEST RUN SAP

SAP is (also) a leading Database and Data Management vendor!

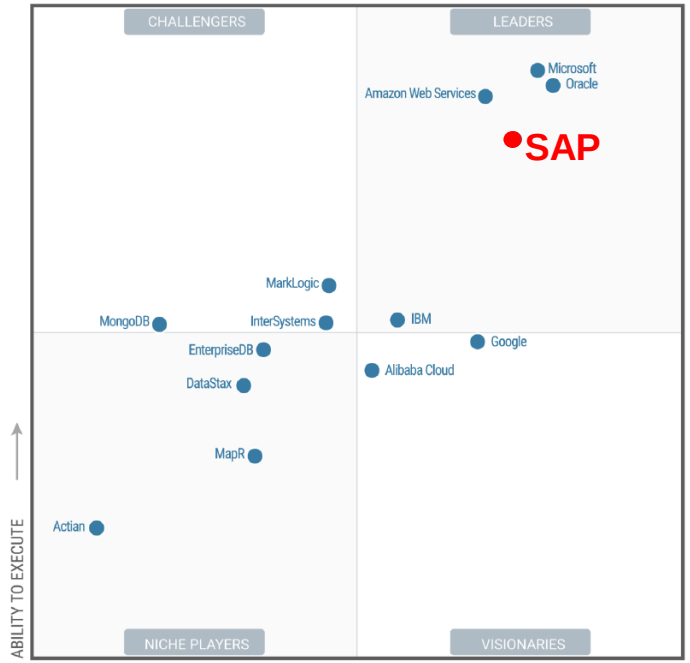
Forrester Wave
Translytical Data Platforms, Q4'17



Forrester Wave
Big Data Warehouse, Q2'17



Gartner Magic Quadrant
Operational Database Management, Q4'18



Recognized as a Leader in 2017 by Forrester:

- The Forrester Wave™: Translytical Data Platforms, Q4 2017
- The Forrester Wave™: Enterprise Data Virtualization, Q4 2017
- The Forrester Wave™: Streaming Analytics, Q3 2017
- The Forrester Wave™: Big Data Warehouse, Q2 2017
- The Forrester Wave™: In-Memory Databases, Q1 2017
- The Forrester Wave™: Predictive Analytics and Machine Learning, Q1 2017

Recognized as a Leader in 2018 by Gartner:

- Gartner Magic Quadrant for Operational DB Mgmt. Systems, Nov. 2018
- Gartner Magic Quadrant for Data Integration Tools, Aug. 2017
- Gartner Magic Quadrant for Data Quality Tools, Oct. 2017
- Gartner Magic Quadrant for Data Mgmt. Solutions for Analytics, Feb. 2017

innovation

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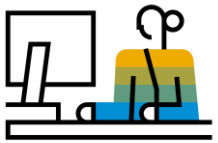
Some Classic SAP Modules

BC:	Basic Component	Componenti di base e trasversali
FI:	Financial Accounting	Contabilità
AM:	Asset Management	Gestione Cespiti
CO:	Controlling	Controllo di Gestione
CS:	Customer Service	Assistenza Clienti
MM:	Materials Management	Gestione Materiali
WM:	Warehouse Management	Gestione del Magazzino
SD:	Sales and Distribution	Gestione Vendite
LE:	Logistic Execution	Esecuzione Logistica
PP:	Production Planning	Pianificazione della produzione
PS:	Project System	Gestione delle Commesse
PM:	Plant Maintenance	Manutenzione degli impianti
QM:	Quality Management	Gestione della Qualità
FI-CA:	Contract Accounts	Gestione dei contratti
HR:	Human Resources	Gestione delle Risorse Umane

FULL INTEGRATION

The Digital Era is evolving into The Intelligence Era

Mainframe & PCs
1960s – 1980s



Client Server & Internet
1990s - 2000s

Cloud, Mobile & Big Data
2000s - 2010s

Intelligent Technologies
2010s - 2020s

ENABLING TECHNOLOGIES

- Transistors & silicon revolution
- Large scale Mainframe Computing adoption
- Emergence of PC's
- Plant floor automation

- Widespread PC adoption
- Broadband Internet
- ERP and business process technologies

- Mobile & Smartphone ubiquity
- Cloud Computing
- Social Networks
- Big Data

- Machine learning (ML) and artificial intelligence (AI)
- Internet of things (IoT) and distributed computing
- Blockchain

CUSTOMER VALUE CREATION

Industrial Automation

Business Process Automation

Digital Transformation

Intelligent Enterprise

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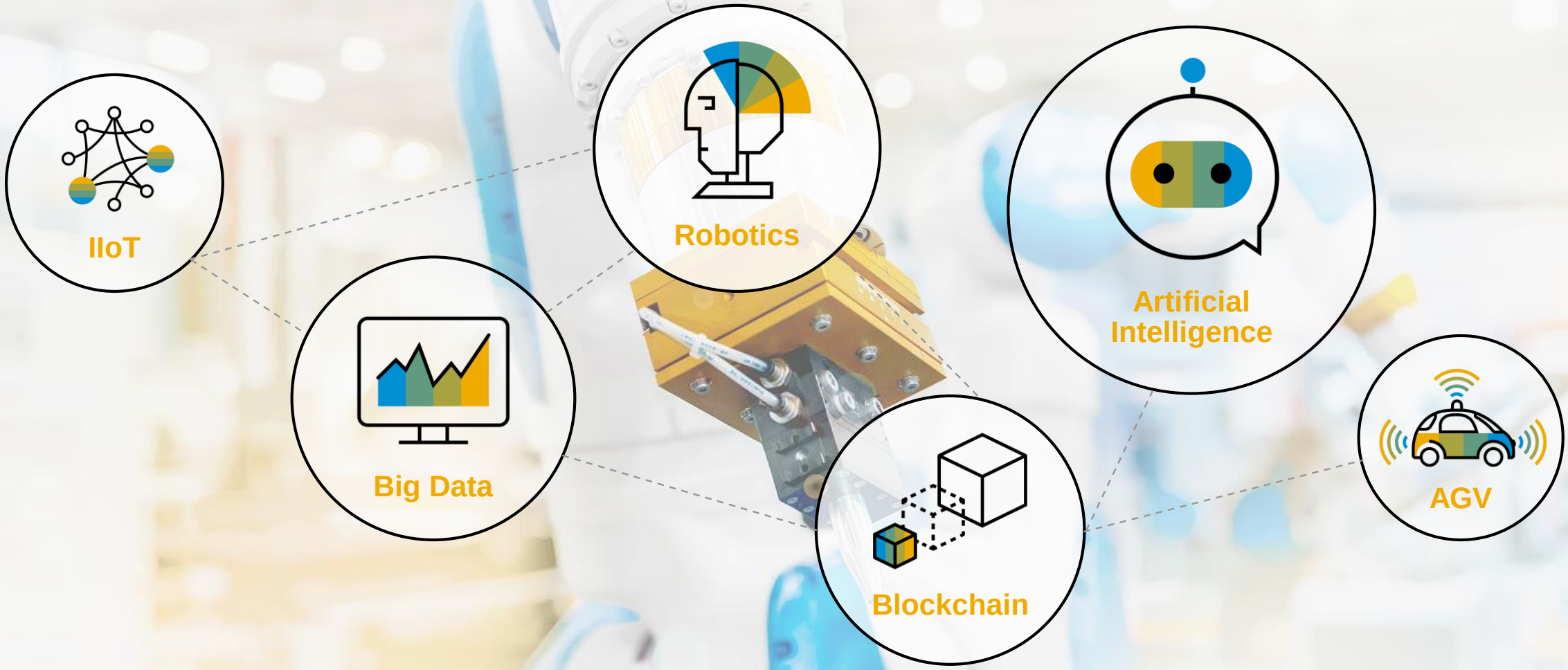
Today's Most Powerful Technologies

are the Key to Solving Tomorrow's Challenges…



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ADVERTISEMENT

Technology

Microsoft pips Amazon for $10bn AI 'Jedi' contract

27 October 2019 Share

The Pentagon wants to replace ageing computer networks with a single cloud system

Top Stories

Record bushfire emergencies hit Australian state
40 minutes ago

Vietnamese lorry death victims named
22 minutes ago

Billionaire Bloomberg considers run for president
11 minutes ago

Features

Megan Rapinoe's fight for equality

What is Jedi?

The Department of Defense wants to replace its ageing computer networks with a single cloud system.

Under the contract, Microsoft will provide artificial intelligence-based analysis and host classified military secrets among other services.

- **Pentagon pushes pause on $10bn AI tech deal**
- **Google drops $10bn battle for Pentagon data**

It is hoped that Jedi will give the military better access to data and the cloud from battlefields.

https://www.bbc.com/news/technology-50191242

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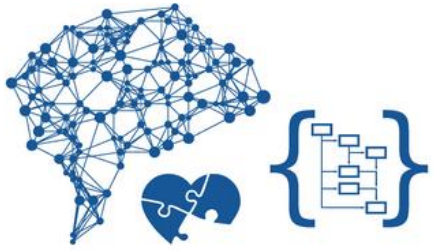
Top 10 Skills

in 2020

1. Complex Problem Solving
2. Critical Thinking
3. Creativity
4. People Management
5. Coordinating with Others
6. Emotional Intelligence
7. Judgment and Decision Making
8. Service Orientation
9. Negotiation
10. Cognitive Flexibility

in 2015

1. Complex Problem Solving
2. Coordinating with Others
3. People Management
4. Critical Thinking
5. Negotiation
6. Quality Control
7. Service Orientation
8. Judgment and Decision Making
9. Active Listening
10. Creativity



Source: The Future of Jobs Report, World Economic Forum

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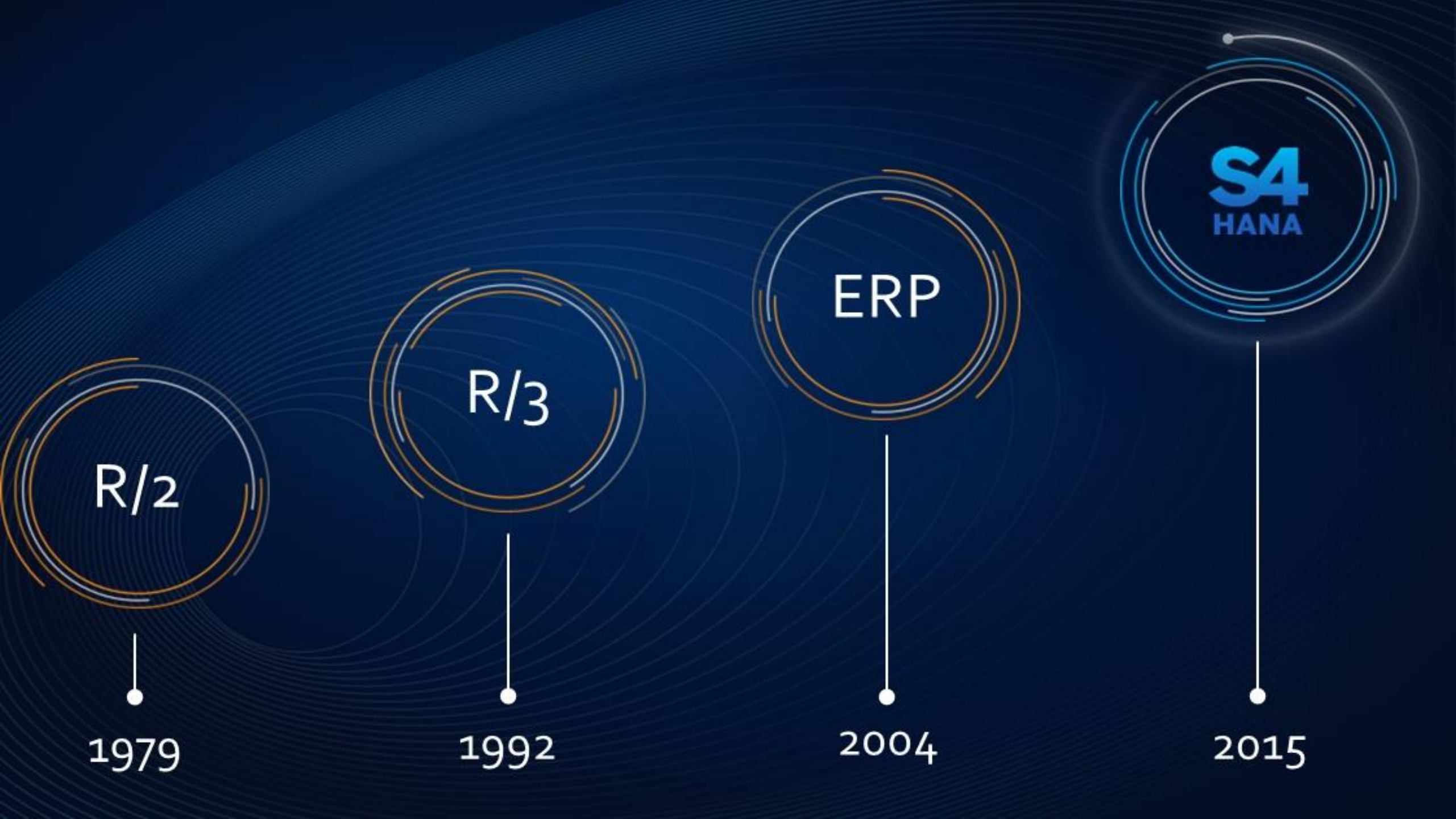
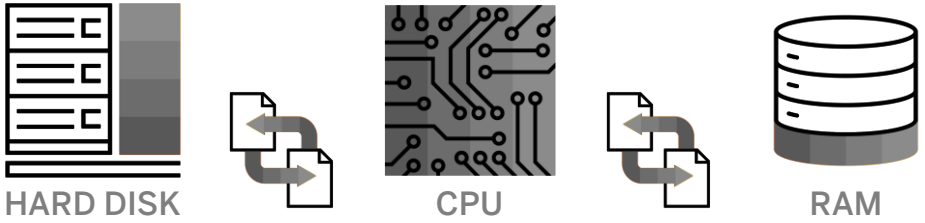
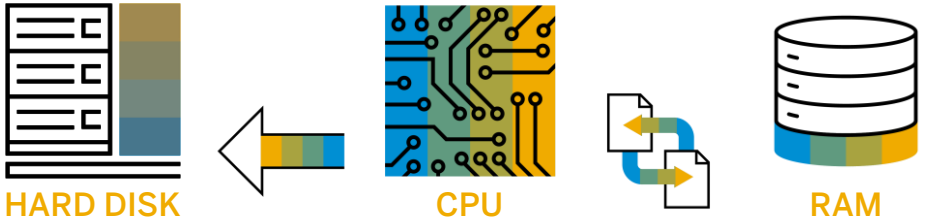

R/2
1979
R/3
1992
ERP
2004
S4
HANA
2015

What is HANA ? HAsso New Architecture

how an “old” IT architecture works

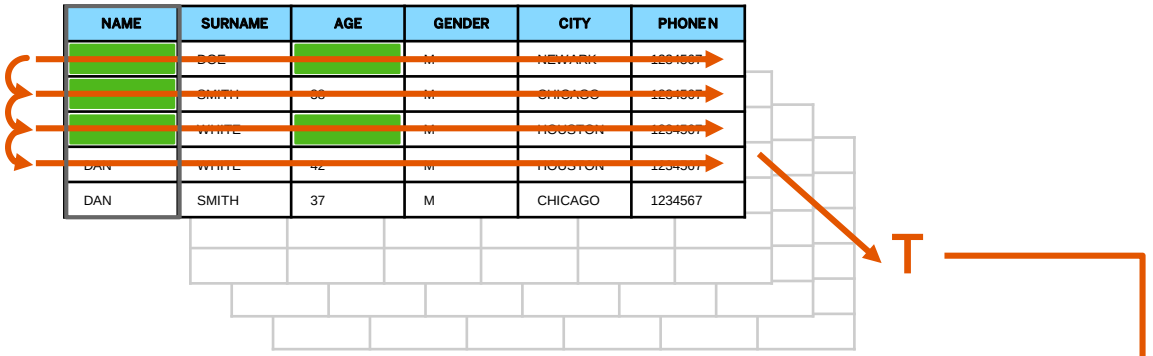


how the NEW IT architecture works

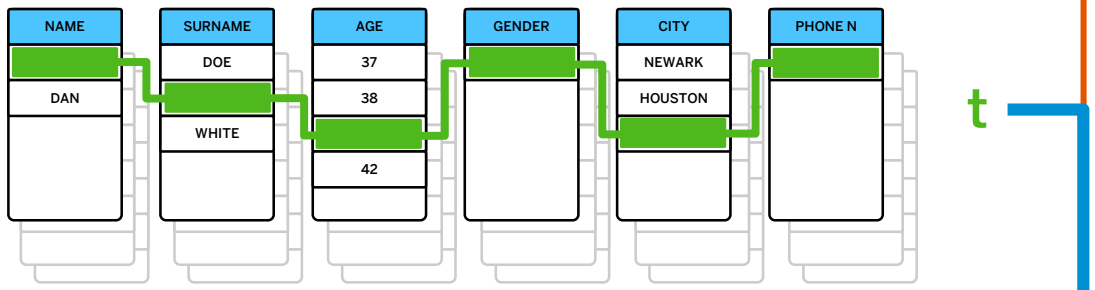


That’s how an in-memory technology roughly works

how an “old” database works



how the NEW database works



That’s how a column-oriented database roughly works

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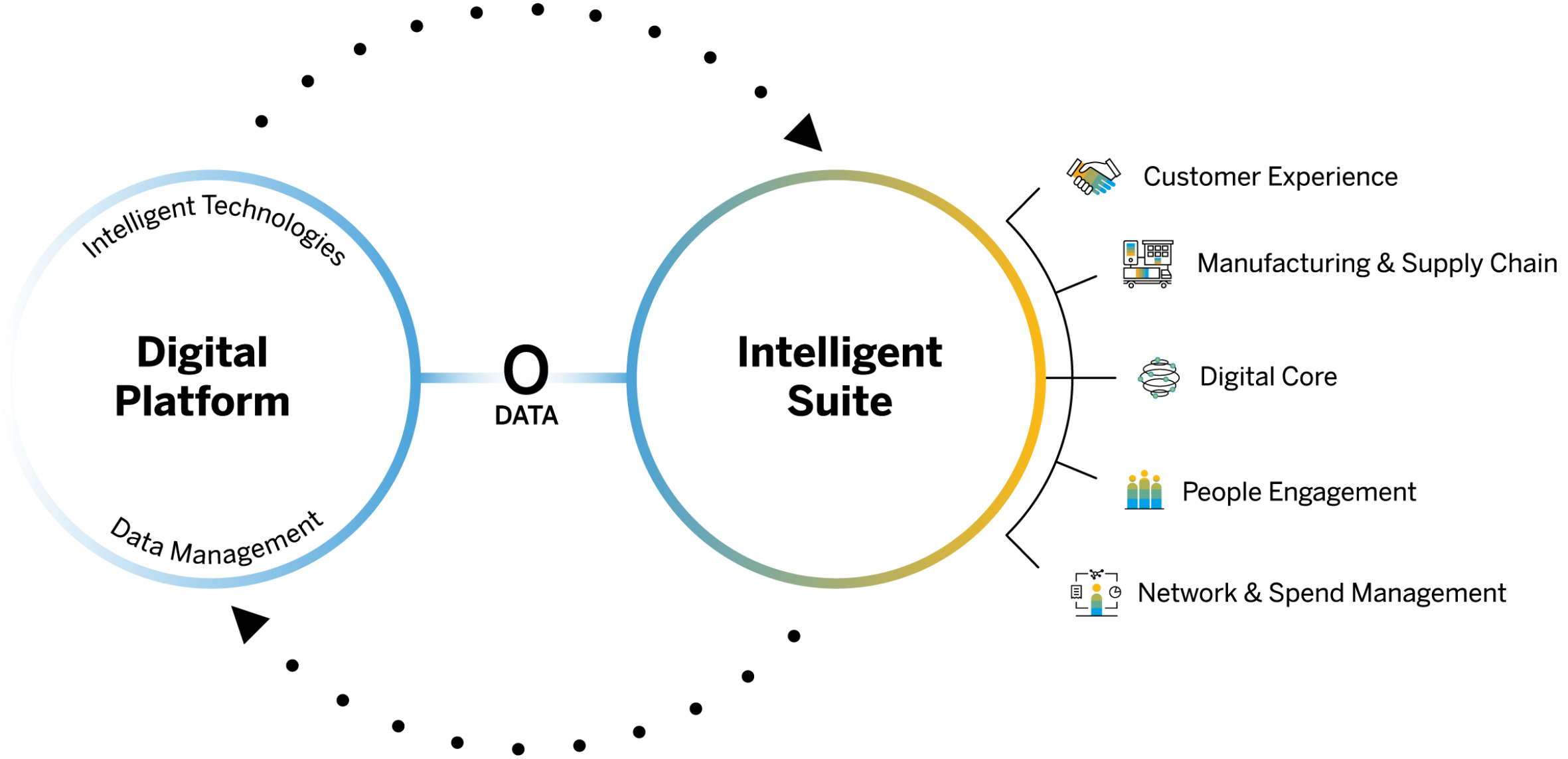
In 2018, SAP announced its strategy to Deliver the Intelligent Enterprise



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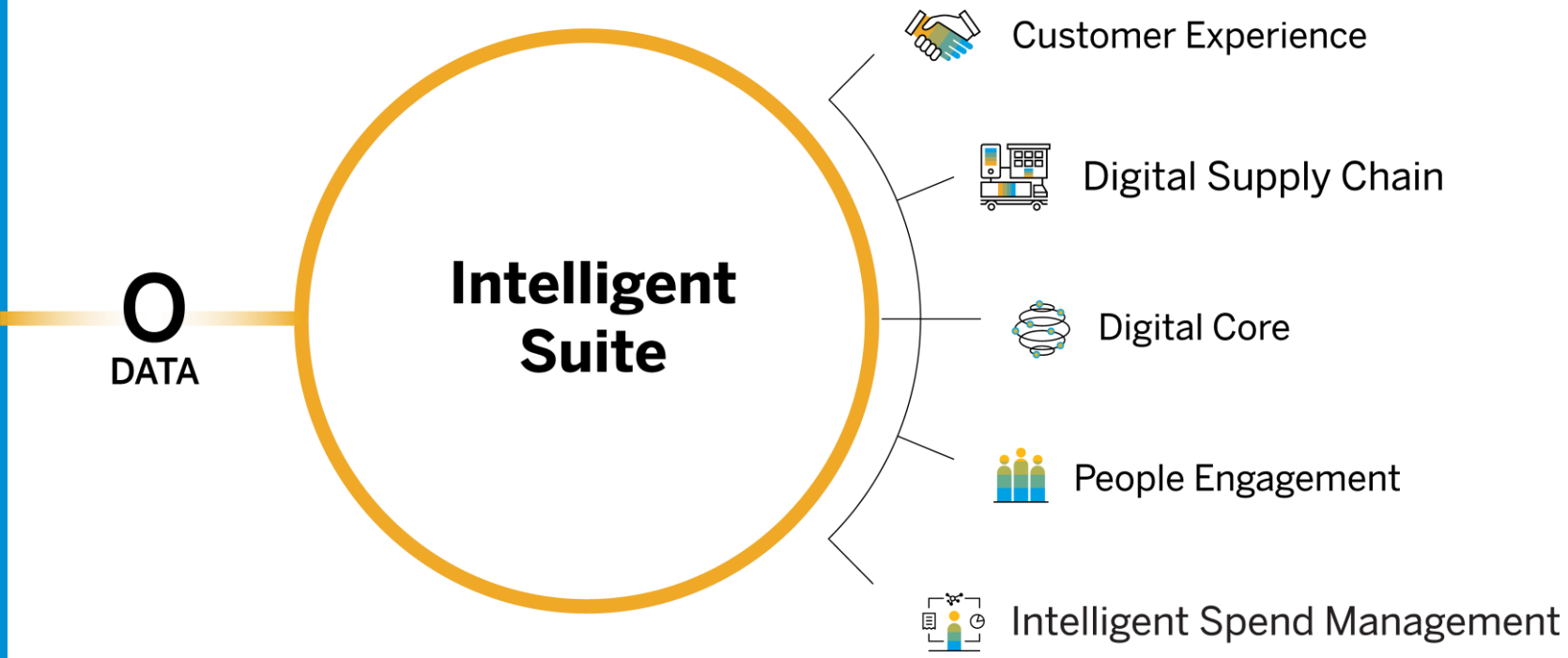
Intelligent Suite: Deliver intelligence across value chains



Out-of-the-box integration leveraging SAP Cloud Platform, SAP Analytics Cloud, and a common data foundation

Best-in-class UX with **consistent experience** across the entire portfolio

Modular, making it easy to consume and cost-effective to operate

Easy to extend, allowing customers and partners to customize solutions quickly

Intelligence embedded in the applications making the workflows smarter

Intelligent Suite

- SAP S/4HANA®
- SAP C/4HANA®
- SAP Digital Supply Chain
- SAP SuccessFactors
- SAP Ariba
- SAP Fieldglass
- SAP Concur

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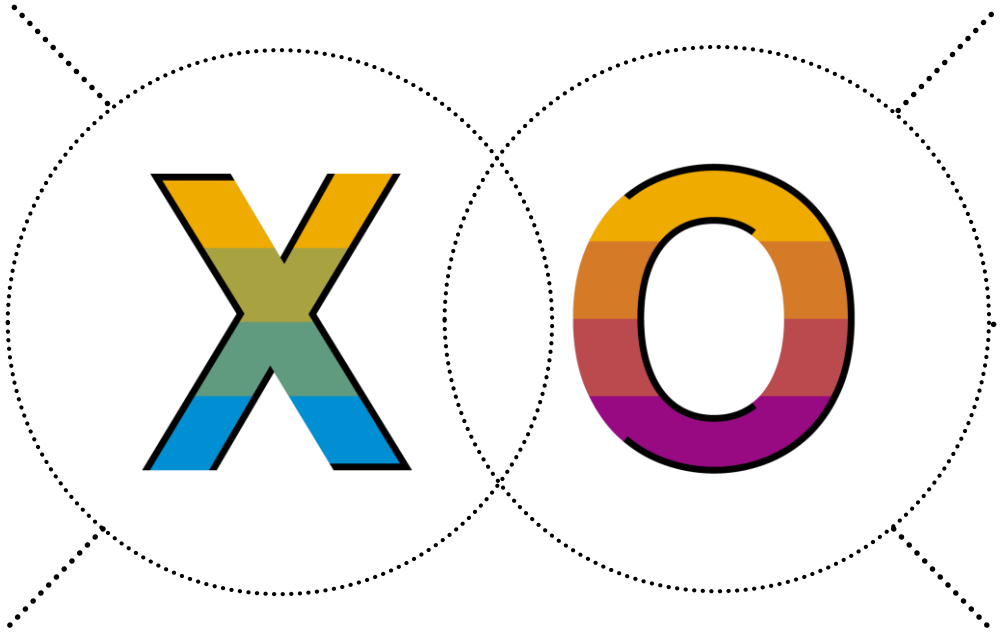
Connecting the X's and O's

Experience

Why things are happening

Operational

What's happening



The human factor: feedback, emotions, and sentiments.

Insights from your day-to-day operations, like sales, finance, win rates, time to close.

X-data helps to uncover what matters most to customers and employees.

O-data helps you run your business.

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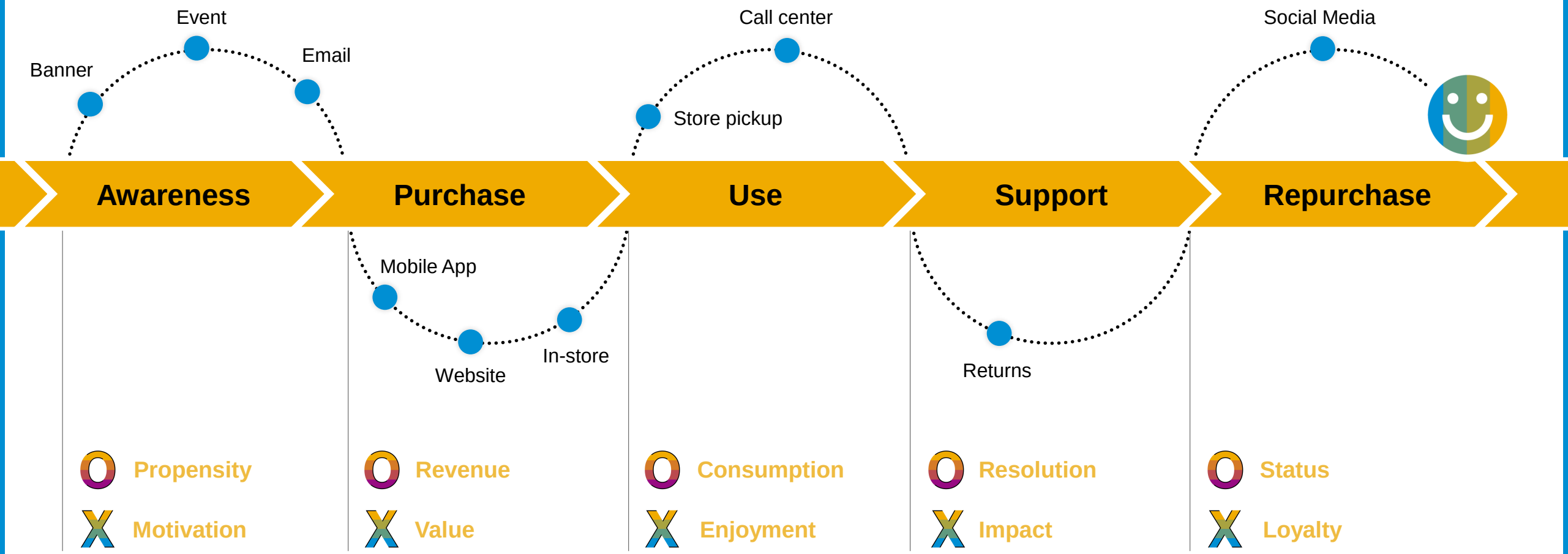
CUSTOMER JOURNEY



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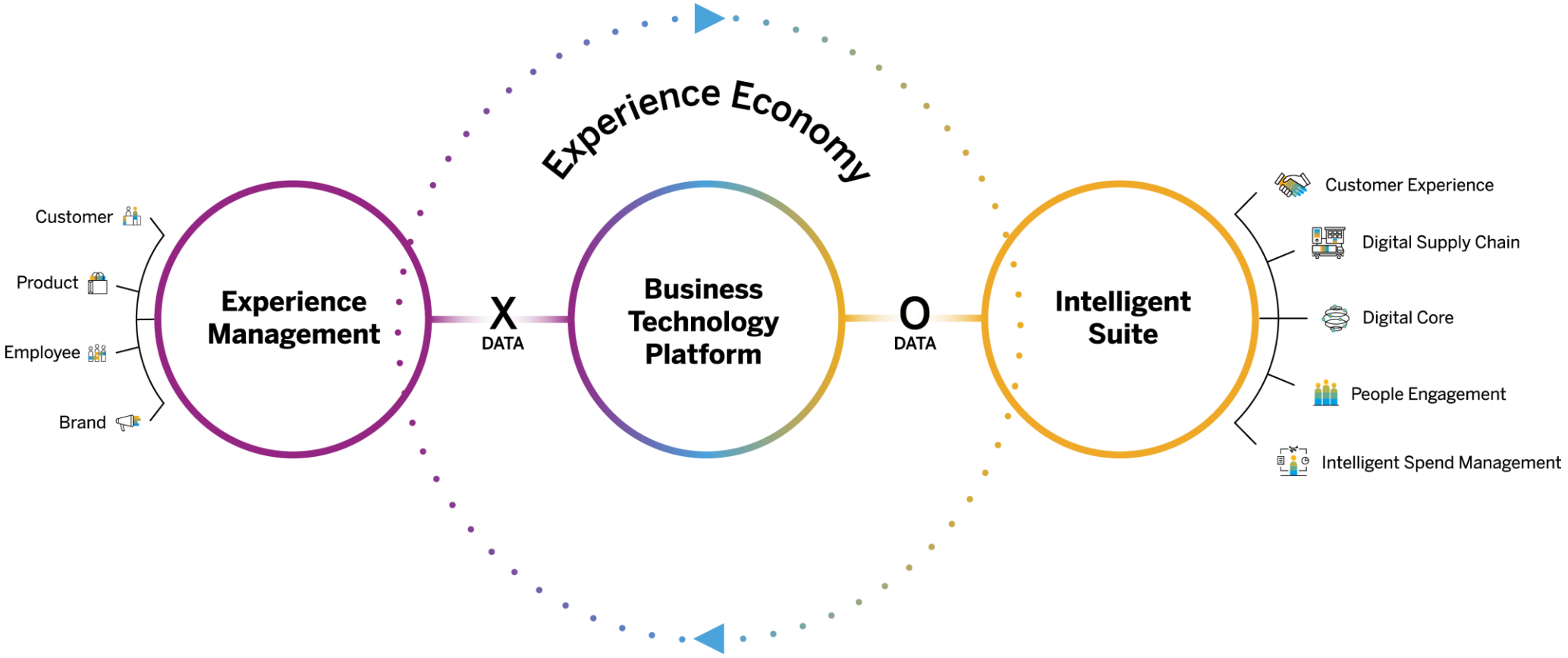
SAP is evolving its strategy to be "The Experience Company powered by the Intelligent Enterprise"



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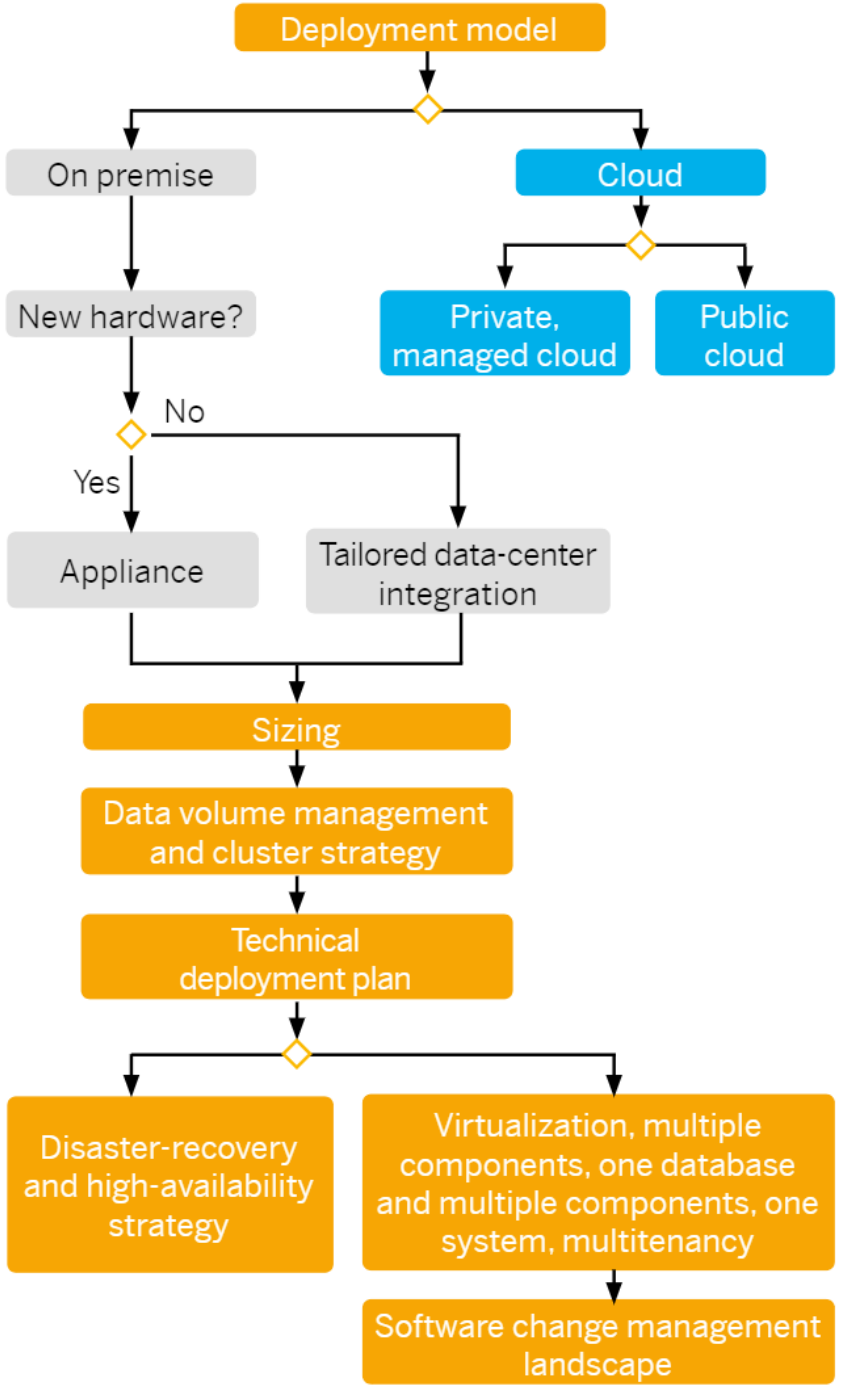
SAP Deployment Solutions

On-Premise

Cloud



The Change in the Company

Often CHANGE feels STRANGE at the Beginning…

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SAP implementation project steps

1. **Start up**

   Presentation, PM and Steering Committee definition, key users identification

2. **Gap Analysis**

   Analysis of processes, gaps identification

3. **Model implementation**

   Preparation of an SAP test environment

4. **Customization**

   Implementation of all personalizations

5. **Data migration**

   Static data (master data, hystorical data…)

6. **Prototyping**

   Completion of all processes in prototype system

7. **Training**

   Training to users

8. **Integration test**

   Integration test of all processes in prototype system

9. **Go Live preparation**

   Dynamic data migration

10. **Go Live**

    Good Luck!

SAP ACADEMY PROGRAM

Sales

6 weeks onboarding in local SAP office
3 months classroom learning in California
4 months on-the-job field training

- Creativity and Design Thinking
- Sales Strategy and Digital Selling
- On-the-Job Training and Mentoring
- Communication and Presentation Skills

Presales

4 weeks onboarding in local SAP office
6 months classroom learning in California
5 months on-the-job field learning

- Presentation Skills
- Industry Knowledge
- SAP Solutions and Strategy
- Business and Technology Acumen

Commercial Sales

1 month classroom learning in California
5 months on-the-job field learning

- Business and Technology Acumen
- Innovative Digital Selling Techniques
- Executive Presence and Communication
- SAP Solutions and Customer Engagement Strategies

Three tips for your careers as young

Learn to teach and share!

Focus on the thin line between Business and IT/Technology

The human factor always matters more than what you think.

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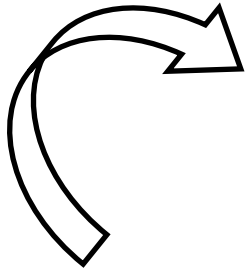
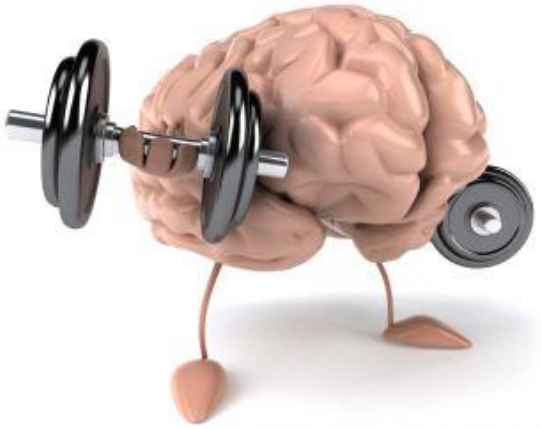
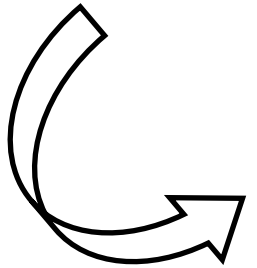
How to work in ICT

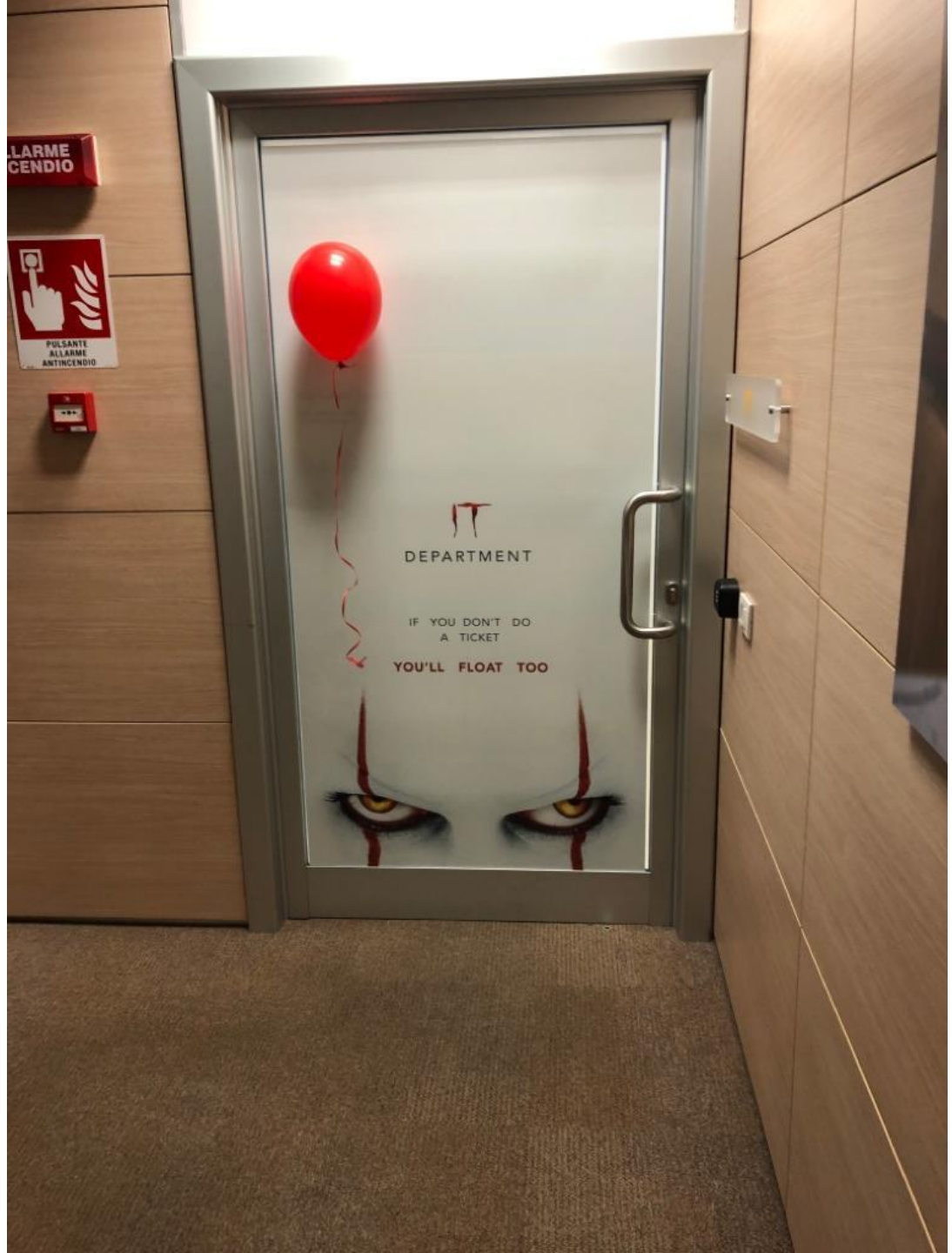
Speak! Fu..ing bastard!!!

How to work in ICT








LLARME
CENDIO
PULSANTE
ALLARME
ANTINCENDIO
IT
DEPARTMENT
IF YOU DON'T DO
A TICKET
YOU'LL FLOAT TOO

Thank You

Help the world run better and improve people's lives

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