LoB and Industry Content for SAP Digital Boardroom & Analytics Cloud

- Accelerate Go-Live
- Build on Best Practices
- Leverage your Existing Data
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SAP Analytics Cloud - One | Simple | Cloud

- Business Intelligence
  - Data Preparation
  - Storytelling

- Planning
  - Sharing
  - Simulation

- Predictive
  - Forecasting
  - Automated Insights

- Application Design
  - Custom Apps
  - SDK Extensions

Unified Experience for Planning, BI and Predictive all in One service
Live Data Connectivity enables SaaS for Everyone
End-to-End Analytics for the Intelligent Enterprise
### SAP Analytics Cloud Architecture

#### Core capabilities

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#### Analytic capabilities

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#### SAP Digital Boardroom

- BI
- Charts and Tables
- Geospatial

#### SAP Analytics Hub

- Planning
- Events and Workflows
- Allocation
- Value Driver Tree Simulation

#### Mobile Experience

- Predictive
- Smart Assist
- Build & Deploy Predictive Models
- Application Design
- Scripting
- Composites
- UI Theme & Stylesheet

#### SAP App Center

- Embedding
- Analytics into Applications

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This is the current state of planning and may be changed by SAP at any time.
Content for SAP Digital Boardroom & Analytics Cloud

Technical Scope

- Industry and LoB specific:
- Digital Boardrooms
- Visualizations and Stories
- KPIs, Models
- Recommended Data sources
- How-To-Guide
- Sample Data (*)

(*) data acquisition models only
Roll-Out Slide Deck: external YouTube Playlist

How to import content (Blog): SAP Analytics Cloud content (see also next slide)

Contact us: SAP Analytics Cloud Content (sap_analytics_cloud_content@sap.com)
Content Library

SAP Analytics Cloud Content is available free-of-charge from the content library:
Content for SAP Digital Boardroom & Analytics Cloud
Content Innovation 16 – Q2.2020

Industries
- SAP Real Estate Management (RE)

Line(s) of Business:
- Financial Planning & Analysis for SAP S/4HANA Cloud (SAP Best Practices)
- Integrated Financial Planning for SAP S/4HANA
- Procurement for SAP S/4HANA Cloud (SAP Best Practices)
- Sales Analytics Content for SAP S/4HANA Cloud (SAP Best Practices)
- Sales Planning for SAP S/4HANA Cloud (SAP Best Practices)
- SAP Marketing
- SAP Product Carbon Footprint Analytics
- SAP Qualtrics Touchpoint NPS (T_NPS)
- SAP Supply Base Optimization
- Treasury Management for SAP S/4HANA Cloud (Best Practice)
- Workforce Planning for SAP S/4HANA Cloud (SAP Best Practices)
SAP Analytics Cloud and Digital Boardroom

Industry and Line of Business Content delivered by SAP

**Line of Business**
- Advanced Compliance Reporting
- Business ByDesign (Finance and Procurement)
- Goods and Services Tax GST Analytics
- Environment, Health and Safety
- Finance
- Finance Account Receivable – Invoice Payment Forecasting.
- Financial Consolidation for SAP S/4HC Cloud (BPE)
- Finance Contract Accounts (FI-CA)
- Financial Products Subledger IFRS17 for S/4 HANA
- Financial Planning & Analysis S/4HC (BPE)
- Financial Products Subledger for SAP S/4 HANA
- Finance: Sales-Revenue Planning
- Human Resources (HR)
- HR Analytics for S/4HANA Cloud an (SuccessFactors) (BPE)
- Human Resources Salary and Employee Cost Planning
- Integrated Financial Planning for SAP S/4HANA
- Liquidity Planning for SAP S/4HANA Cloud (BPE)
- Manufacturing S/4HC (BPE)
- Project and Portfolio Management
- Procurement (PROC)
- Procurement for SAP S/4HANA Cloud (BPE)
- Product Cost Planning
- Project Budgeting & Planning S/4HC (BPE)
- Project Staff Planning
- Receivables Management for S/4HANA Cloud (BPE)
- Revenue Accounting and Reporting Contract-based Revenue Recognition
- Sales Analytics Content for SAP S/4HANA Cloud (BPE)
- Sales Performance (CRM)
- Sales Planning for SAP S/4HANA Cloud (BPE)
- Service Performance (SRV)
- Solution Manager (SOLMAN)
- SAP Field Service Management
- SAP Integrated Business Planning

**Industry**
- Agriculture
- Banking
- Chemicals (CHEM)
- Consumer Products (CP)
- Customer Profitability Analytics (CPA)
- Engineering, Construction, & Operations (ECO)
- Health Care (HC)
- SAP High Tech
- Industry Innovation Kit – Zero Waste
- Insurance (INS)
- Mill Products (MIL)
- Mining (MIN)
- Oil & Gas (OAG)
- Professional Services S/4HC (BPE)
- Public Sector (PS)
- Public Services: Higher Education and Research (PS_HER)
- SAP Intelligent Asset Management (IAM)
- SAP Marketing
- SAP Product Carbon Footprint Analytics
- SAP Qualtrics - Customer Satisfaction Score (CSAT)
- SAP Qualtrics Surveys
- SAP Qualtrics – Touchpoint NPS (T-NPS)
- Part Negotiation History – SAP Supply Base Optimization
- Supplier Performance – SAP Supply Base Optimization
- SAP - Travel & Expense (TE) – Concur
- Treasury Management for SAP S/4HANA Cloud (Best Practice)
- Vendor Management System (VMS)
- Workforce Planning for S/4HC (BPE)
- SAP Real Estate
- Retail (Model Company Core Retail)
- Retail (Model Company: Fashion for Vertical Business)
- Retail (OmniChannel Article Availability and Sourcing)
- Rural Sourcing Management (RSM)
- Telco Customer Profitability Analytics
- Trade Management (TM)
- Utilities (ULT)

The following packages include Planning
- Finance
- Financial Planning & Analysis S/4HC (BPE)
- FI Operational Expense Planning
- Human Resources Salary Planning
- Integrated Financial Planning for SAP S/4HANA
- Liquidity Planning for SAP S/4HANA Cloud (BPE)
- Product Cost Planning
- Project Budgeting & Planning S/4HC (BPE)
- Project Staff Planning
- Sales Performance and Target Planning (CRM)
- Sales Planning for SAP S/4HANA Cloud (BPE)
- SAP Banking
- SAP Chemicals
- SAP High Tech
- SAP Insurance
- SAP Integrated Business Planning
- SAP Oil & Gas
- SAP Product Carbon Footprint Analytics
- Travel & Expense (Budget Planning)
- Workforce Planning for SAP S/4HC (BPE)

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Extended Content Inventory

Use the attached spread sheet to find out per content package …

… if package is based on data acquisition (with sample data) or live connection

… data source(s) of the package

… if planning functionality is included

… which LoB packages have been re-used by which Industry package

… if Geo Maps, Value Driver Trees or Smart Insights have been included

… if the package comes with a Digital Boardroom

… if any additional languages supported
SAP Analytics Cloud and Digital Boardroom
Industry and Line of Business Content delivered by Partner(s)

- A41S Avantum – Finance and Controlling
- Abaco Consultores – Logistics and supply chain
- Akil – Retail Solution
- Aqlo - Alcohol and Beverages Transformation
- Aqlo – Digital Edge Solution (Automotive)
- Blueprint – People Science
- Blue Reply – Sales Funnel Dashboard
- Bramasol – Revenue Recognition
- Cognizant – Leads and Opportunity Management
- Cognizant – Equipment Effectiveness
- Cognizant – Spend Analytics Solution
- Comerit – Analytics for SAP Lease Administration by NAKISA
- CTAC – Like for Like Method Retail
- CTAC – RFM Method Retail
- CTAC – Shelf Optimizer
- Delaware – Cost to Serve
- Ernst & Young – Financial Statement
- Incture – Sales Analysis
- Infomotion – Corporate Finance
- Infosys – Retail HR – Store Analytics
- Infosys – Utilities 360 – Energy Supply
- Infosys – AR Reporting
- Infosys – Business Trip Planning
- Infosys – Org Review for CPG
- Innologic – Load Monitor
- Intellect Bizware – ZoomIn Sales Analytics
- Intellect Bizware – ZoomPro Project Analytics
- Intelligence India - IT.Analytics CXO Dashboard
- Intelligence Nordics – Gross Profit and Revenue Analysis
- Intelligence Turkey – Finance dashboard
- Maihiro - CRM to Go for SAP Analytics Cloud
- Mibcon – Data Privacy and Protection
- MSG Systems – Raw Material Planning
- MSG Systems – Activity Based-Costing
- Nimbl LLC – Vendor Risk Rating
- NTT Data - IT Infrastructure Monitoring
- Plus-IT AG – easyBI® Tiles
- Process Partner AG – ProTime Analytics
- Protiviti – iPlan
- Prowess Enterprise – Demand Forecast Planning
- PwC – Predictive Analytics
- Renew HR – SHARP HR Analytics
- RW Consulting – Digital Marketing Analytics
- SAVIC – Material Analytics Solution
- Sierra - Contract and Lease Management Analytics for SAP HANA
- Syntax – Opportunity Pipeline Reporting
- Syntax – Financial Planning
- TruQua - Price Volume Mix (PVM)
- TruQua – Social Media Sentiment Analysis
- VASPP – Access Control Inventory
- VASPP – Cap-Ex Planning
- VASPP - Ideal Supplier Indentification
- VASPP – Inventory Optimization
- VASPP – Process Control
- VASPP – Spend Analytics
- VASPP – Employee Experience Analytics
- VASPP – HR IT Metrics
- Visual BI – Accounts receivables
- Visual BI – Sales and Distribution
- Visual BI – Upstream Oil & Gas
- Visual Crossing – Location Analysis
- Visual Crossing – Weather analysis
- Westernacher – Supply Chain Performance
- WIPRO – Energy Usage

Recent Packages
- VASPP – Retail Seasonal Forecasting
- VASPP - Revenue by Plant Maintenance
- VASPP - Request Accommodation for Disability Act
- SAVIC – Planning and Production analysis
- NIMBL – Headcount Planning
- Prowess Enterprise – Employee Attendance
- Prowess Enterprise – Retail Data
- Visual BI – HR Management
- Visual BI – Production Analytics
Industries: What’s in it in detail?

- SAP Agricultural Origination, Trading & Risk Management Analysis
- Banking
- Chemicals
- Consumer Products
- Engineering, Construction & Operations
- Health Care
- Insurance
- Mill Products
- Mining
- Oil & Gas
- Professional Services S/4HC (BPE)
- Public Sector
- Public Services: Higher Education & Research
- Retail (Model Company Core Retail)
- Retail (Model Company: Core Vertical Business)
- Retail (Omnichannel Article Availability and Sourcing)
- Rural Sourcing Management
- SAP High Tech
- SAP Real Estate
- Sports One Analytics
- Telco Customer Profitability Analytics
- Trade Management
- Utilities
LoBs: What’s in it in detail?

- Advanced Compliance Reporting
- Business By Design
- Goods and Services Tax GST Analytics
- Environment, Health and Safety
- Finance
- Finance – Live based on Semantic Tags
- Finance Account Receivable - Invoice Payment Forecasting
- Financial Consolidation S/4HC (BPE)
- Finance – Contract Accounts (FI-CA)
- FI Operational Expenses Planning
- Financial Products Subledger for SAP S/4 HANA - IFRS17
- Financial Planning & Analysis S/4HC (BPE)
- Financial Products Subledger for SAP S/4HANA
- Human Resources Salary Planning
- Human Resources (SuccessFactors)
- Human Resources (SuccessFactors) (BPE)
- Intelligent Asset Management
- Integrated Financial Planning for SAP S/4HANA
- Liquidity Planning for S/4HANA
- Manufacturing S/4HC (BPE)
- Procurement
- Procurement for SAP S/4HANA Cloud (BPE)
- Product Cost Planning
- Project and Portfolio Management
- Project Budgeting & Planning S/4HC (BPE)
- Project Staff Planning
- Receivables Management for SAP S/4 HANA Cloud (BPE)
- Sales Analytics Content for SAP S/4HANA Cloud (BPE)
- Sales Performance and Target Planning (CRM)
- Sales Planning for SAP S/4HANA Cloud (BPE)
- SAP Finance – Contract-based revenue recognition (CBRR)
- SAP Field Service Management
- SAP Integrated Business Planning
- SAP Marketing
- SAP Product Carbon Footprint Analytics
- SAP Qualtrics: Customer Satisfaction Score
- SAP Qualtrics - Survey Distribution Analysis
- SAP Qualtrics Touchpoint NPS (T-NPS)
- SAP Sales for S4HC
- SAP Supply Base Optimization
- Service Cloud (CRM)
- Solution Manager
- Travel and Expense (Concur)
- Treasury Management for SAP S/4HANA Cloud (Best Practice)
- Vendor Management System (Fieldglass)
- Workforce Planning for S/4HC (BPE)
The following packages include Planning:

- Finance
- FI Operational Expenses Planning
- Financial Planning & Analysis S/4HC (BPE)
- Human Resources Salary Planning
- Integrated Business Planning – Analytics
- Integrated Financial Planning for SAP S/4HANA
- Liquidity Planning
- Procurement for SAP S/4HANA Cloud (BPE)
- Product Cost Planning
- Project Budgeting & Planning S/4HC (BPE)
- Project Staff Planning

- Sales Performance and Target Planning (CRM)
- Sales Planning for SAP S/4HANA Cloud (BPE)
- SAP Banking
- SAP Chemicals
- SAP Insurance
- SAP Oil & Gas
- SAP Product Carbon Footprint Analytics
- SAP High Tech
- Travel & Expense (Budget Planning)
- Workforce Planning for S/4HC (BPE)
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Industry Banking

Financial / Profitability Results:
General assessment of profitability as information to the management board – based on allocated income and cost positions across multiple dimensions including profit centers, product types, trading desks and org units

Financial Planning:
Simulating the influence of various revenue and expense KPI’s on profitability using a Value Driver Tree planning simulation

HR Information:
Overview of the most important HR topics

Travel Management:
Detailed break-downs of travel expense by program, business area, country, payment type vendor and time

Liquidity Management:
Real time Intra-day analysis of liquidity positions including counterparty, channel, currency and client dimensions
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Industry Chemicals

Financial Results:
General assessment of financial performance as information to the management board – based on P&L, investments, and account positions

Portfolio Performance:
Assessment of portfolio performance with respect to contribution margin by business units, markets, regions, and customer segments

Market Analysis:
Assessment of product groups w.r.t external market data, market position and internal information on revenue, revenue development, margins & cost structures related to resource allocation

Pipeline Health:
Future oriented analysis of the sales pipeline based on opportunities by region, market segments and product groups

HR information:
Overview on the most important of HR topics

Health & Safety:
Incidents: Report on current status on incidents, near misses and safety observations including root causes and areas of concern
Greenhouse Gas Emissions: Monitor how well the different locations reach the companies greenhouse gas emission reduction target
Risk Assessment: Analyze the risk situation and implementation of mitigating controls of operational units
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Industry Consumer Products

**Financial Results:**
General assessment of financial performance as information to the management board – based on P&L, investments, and account positions. In addition, consumer product industry specific KPIs like organic sales growth are provided.
Simulating the influence of Media Spend, Price, and Allowances on Net Revenue using a Value Driver Tree.
For details on all finance content, see the [LoB Finance - Financial Performance](#) content.

**Market Share Analysis:**
Overview of the company’s performance in different markets compared to the competition, based on external market information taken from SAP Demand Signal Management (DSiM).
Root cause analysis of market share changes.

**Sales and Distribution:**
Monitoring current sales situation and material availability.

**HR:**
Overview of the most important KPIs.

**Data Connectivity:**
CDS-Views based on S/4HANA finance data (“ACDOCA”) and SD data, SAP Business Warehouse query views, and SAP SuccessFactors via Connector.
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Industry Engineering, Construction & Operations

**Business Development:**
Overview of all bids, their status and expected value; win-loose reasons
Assessment of pipeline, new orders and trends as well as backlog

**Project Performance:**
Financial evaluation of current projects, profitability analysis and project fact sheet – including margin analysis, resource overview, business area and customer break-down as well as plan-actual monitoring

**Incident Reporting:**
Report on current status on incidents, near misses and safety observations including root causes and areas of concern

**HR Information:**
Overview on the most important of HR topics
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Industry Health Care

Revenue Cycle Overview:
Gain insight into Revenue Cycle operations by monitoring Revenue, Collections and Accounts Receivables. Drill down by Facility, Financial Class and Date to identify potential problem areas.

Denials Management:
Improve Revenue Cycle operations through the aggressive management of denials. Monitor actual denial volume on a daily basis in comparison to organizational standards. Monitor registration and claims production processes that determine denial rates in comparison to industry standards.

Monitor Quality Indicators and Patient Satisfaction Surveys:
Track organizational attainment of critical measures used for value-based care, certification and quality assessment. Gain insight into performance over time and within the organization. Readily identify areas in the organization that are achieving quality goals and those areas that would benefit from performance improvement initiatives.

Population Health Management:
Obtain actionable information on organizational population health improvement initiatives with the ability to drill down by organization, practitioner and individual patient. Identify best practices in top performing physicians for guidance in improving quality care throughout the organization. Analyze the geographic distribution of population health using spatial tools for equitable distribution of patient load and facility planning.

Smart Insights into Revenue Cycle and Population Health:
Use the built-in predictive analytics to forecast future revenue, collections and accounts receivable based upon past performance. Create actionable intelligence by utilizing SAP Analytic Cloud algorithms to identify causative factors of organizational anomalies and population health risk factors.
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Industry Insurance

Financial Results:
General assessment of financial performance as information to the management board – based on P&L, investments, account positions and accounting standards including IFRS17.

Financial Planning:
Simulating the influence of various revenue and expense KPI's on profitability using a Value Driver Tree planning simulation.

Financial Performance Management:
Insurance profitability and cost performance indicators allocated to an insurance product level and measurement of all Solvency II regulatory requirements.

Channel and Sales Product Information:
Assessment of Insurance product portfolio performance sales channels and market segments.

HR Information:
Overview of the most important HR topics.

Travel Management:
Detailed break-downs of expenses by multiple dimensions such as program/project, business area, country, payment type, vendor or time.
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Industry Mill Products

Financial Results:

Portfolio Performance:
Analysis of product portfolio performance of business units with respect to contribution margin by product groups and configurable products.

Production Review:
Review of the production performance of a configurable product portfolio with regards to quantity, scrap, operation duration and costs of production orders.

Sales Review:
Sales Review Configurable Products: Analysis of best- and non-selling configurable products to drive production planning decisions. Assessment of increased usage of lower grades and average weight per order within the customer base to create customer-tailored sales incentive programs. Sales Pipeline: Assessment of opportunity pipeline as an indicator for future business health.

Environment, Health and Safety:
Greenhouse Gas Emissions: Overview of the company’s greenhouse gas emission reduction target. Incidents: Reporting on status of incidents, near misses and safety observations including root causes and areas of concern.

Human Resources:
Human Resources: Overview of key Human Resources topics. Recruitment: Overview of recruitment related aspects.

Data Connectivity:
CDS-View based on S/4HANA, Query views based on SAP Business Warehouse, SAP SuccessFactors via Connector, Integration to SAP Cloud for Customer via OData API.
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Industry Mining

Financial Results:

Mining Direct Production Costs:
Benchmark direct production costs per cost category per ton of ore for all relevant locations. Simulate effects of market price changes and cost reductions on the direct costs per ton to meet demanding efficiency targets.

Environment, Health and Safety:
Analyze current status on incidents and monitor risk assessments and the implementation of mitigating controls.

Human Resources:
Human Resources: Overview of key Human Resources topics. Recruitment: Overview of recruitment related aspects.

Contingent Worker, Statement of Work (SOW) and Vendor Management:
Gain insights into the current contingent and statement-of-work (SOW) worker situation and costs.
Content for SAP Digital Boardroom & Analytics Cloud: 
Highlights Industry Oil and Gas

Financial Results:

Upstream Direct Production Costs:
Benchmark direct production costs per cost category per barrel of crude for all districts, fields, or wells. Simulate changes of the direct production costs per barrel to meet demanding efficiency targets.

Downstream Portfolio Performance:
Assessment of the product portfolio performance of downstream and chemical business units with respect to contribution margin by markets, regions, and customer segments.

Downstream Supply Chain Performance - Gross Refining Margin:
Comparison of the refineries economics based on the difference of the cost of the raw materials and feedstocks consumed and the value of the finished products produced to improve e.g. decisions on matching supply/demand, refinery planning or investments.

Downstream Supply Chain Performance - TSW Shipments:
Monitoring execution performance of O&G shipments (TSW nominations) by key parameters like carrier, mode of transport, route, vehicle and site to improve the lead time and delivery quality in the supply chain.

Capital and STO Projects:
Improve decisions on the current portfolio of capital and STO (Shutdowns, Turnarounds, and Outages) projects based on budgets, costs, commercial value, risks and ROI including analysis of budget deviations.

Environment, Health and Safety:
Monitor how well E.g., oil platforms or terminals reach the companies greenhouse gas emission reduction target. Analyze current status on incidents and the risk situation including implementation of mitigating controls.

Human Resources:
Overview on the most important of HR topics and recruitment.

Contingent Worker, Statement of Work (SOW) and Vendor Management:
Gain insights into the current contingent and statement-of-work (SOW) worker situation and costs.
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Industry Public Sector

Financial Results:
Assessment of budget definition and budget consumption for the year and year over year comparison; Funds Management analysis; key financial indicators such as revenue, expenditure and receivables/payables.

Constituent and Program Management:
Overview of the constituent service and program execution.

People Focus:
Overview on the most important of HR topics.
Location Management

Real estate manager get a Portfolio Overview globally, regional or on site level. Indicators like size, age, occupancy and ownership are visible high level and allow further deep dive for details. Various story filters support quick access to most relevant key figures.

Area Details support analyses about space usage in sqm. Categories like workspaces are in focus for corporate real estate managers and main drivers for measurement of building efficiency.

Occupancy Details contribute to an efficient workplace management. The number of target capacity compared to occupied and available workplaces - separated by workplace types like dedicated, shared or hot desk, allow this insight to action.

Workspace Utilization Details provide transparency and insights on actual office workspace utilization. Based on sensor measurements, corporate real estate managers can analyse the usage of workplaces and spaces.

Contract & Lease Management

A Rent Overview provides transparency about base & gross rent as well as top leases, also available in a Country View.

Most Critical Dates can be observed by time filter, rules and status.

Contract Valuation analyses by relevance, cash flow types, contract partners per country are shown beside a detailed table view.
Sales Analysis by Region and Location:
Analyze data from different channels like POS systems & web shop across regions, locations and merchandise categories. Included KPIs are net sales amount, cost amount, gross margin amount and percentage.
The net sales amount is visualized on a geo map to support your analysis.

Basket Analysis by Week:
Net sales amount, average price per transaction, number of transactions and average number of units are calculated in real time as soon as trickle feed by the POS system. You can compare week by week (up to five different weeks are handy).

Basket Analysis by Day:
Breaking down the shopping basket to hourly levels and compare days / stores in order to deeply understand consumer behavior. Get best and slow seller views for cities and articles in the same selection.

Data Connectivity:
Based on live connection to SAP Customer Activity Repository (SAP CAR).
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Retail POS data on CAR (Model Company Fashion for Vertical Business)

Sales Analysis by Region and Location:
Analyze data from different channels like POS systems & web shop across regions, locations and article hierarchy nodes. Included KPI's are net sales amount, cost amount, gross margin amount and percentage. The Net sales amount is visualized on a geo map to support your analysis.

Sales Analysis by Division:
Analyze key performance indicators such as net sales, cost and margin along article hierarchy nodes to identify top divisions and their ratios.

Sales Analysis by Product:
Breaking down the POS data to product level shows ratios across analysis colors, brands, seasons, average price additionally to the known KPI's, class and fashion attributes to categorize top and slow seller to identify product strategies.

Shopping Bag Analysis:
The POS data are shown at shopping bag level to analyze shopping behavior of the end consumer with the help of affinity analysis and a product fact sheet to identify product and placement strategies down at store level.

Data Connectivity:
Based on live connection to SAP Customer Activity Repository (SAP CAR).
Web Shop Health Check (Sourcing Overview Analysis):
What results did sourcing produce for all shopping carts? How many carts failed in what country / region? How has the cart-to-order conversion rate has changed over time?
The Sourcing Overview Analysis provides an overview of sourcing success key figures on shopping cart level based on a selected sales channel.

Analysis of Failure Reasons (Sourcing Details Analysis):
What were the reasons behind the sourcing results produced for the shopping carts in the selected sales channel (web shop)? What is the business objective providing the sourcing result most often and what are the failure reasons per business objective? What influence factors reduced the initial list of eligible sources from the sourcing network? What articles were most often responsible for sourcing failures?
The Sourcing Details Analysis provides insights into reasons of failed sourcing on shopping cart and item level based as well as strategy steps, based on a selected sales channel.

Data Connectivity:
Based on BW Live Data.
Overview:
The SAP Rural Sourcing Management Reports provide exemplary reports with data that can be generated with the SAP Rural Sourcing Management, a mobile cloud application for capturing smallholder farmer transactions. The following reports for different stakeholders provide insights about possible palm oil or cotton productions scenarios.

Cotton Reports:
The cotton reports visualize major KPI’s like input supply, productivity, fulfillment of delivery agreements or attended trainings from Top to Bottom, meaning there is a report each from the warehouse through the ginnery level down to the smallholders, where the individual farmer can learn all about his or her productivity. Above the farmers level, each report also uses geo maps. Additionally there is a sustainability report, which is an easy check on to what degree sustainability criteria are fulfilled for a certain certificate.

Palm Oil Reports:
The palm oil reports provide a quarterly overview of the fruit branches productions and include palm oil specific KPI visualized on geo maps. The performance is being analyzed by comparing the actual production to the capacities as well as the quarterly trend. Traceability is enabled within each report, so each food branch can directly be tracked down to a block, a unit or a single farmer which enables optimization from bottom to top.
Trader & Risk Manager:
General assessment of profitability as information to the management board – based on allocated income and cost positions across multiple dimensions including profit centers, product types, trading desks and org units
- Market news feed
- Commodity risk current view
  - Position (future component physical & hedges)
  - Position (basis / differential / premium)
  - Position (price type)
  - Mark-to-Market (MtM)
- Commodity risk end of day
  - As for current view, selectable day
- Commodity risk day over day
  - As for current view, selectable period
  - Delta MtM explained / Trading Profit & Loss

Trader:
Business partner contract & risk analysis, all per counterparty
- Open contract value
- MtM risk
- Unrealized contract quantity
- Contract quantity due for delivery
- Contract pricing status
- Future component unpriced contracts requiring rolling or pricing

Data Connectivity:
Live Models, with responsive pages, mobile enabled
Overview:
A 360° financial health and performance view for High Tech (3D Printer) company. Dive into product sales, revenue and expense by products to understand the areas that are impacting your bottom-line profit and areas for growth.

Plan and Simulate:
Connect areas of your business and run simulations in one area to see how it will impact other areas. They are typically made up of four different node types, each performing different functions. Running a simulation can project how much you are likely to make in coming years. This information can help inform business decisions such as increasing inventory to match projected demand, allocating resources to hiring more staff, or justifying the cost of a new campaign.

Integrated Status of each LoB:
Understand the correlation between different Line-of-businesses within the organization and how it affects the financial health of the company.

Data Connectivity:
S/4 HANA, CRM, Concur, SuccessFactors, Ariba, Fieldglass
Overview:
Best Practice for SAP S/4HANA Professional Services Cloud Content with SAP Analytics Cloud.

Real-time integration between S/4HANA Cloud and SAP Analytics Cloud:
Real-time Analysis for S/4HANA Cloud enables a project manager to dive into S/4HANA Cloud using a real-time connector. Accelerators include a pre-built set of LIVE analytical dashboards, key performance indicators, and reports (Best Practice Analytics scope item 28W).

Revenue and Backlog Analysis:
- Professional Services content for S/4HANA Cloud (Best Practice Analytics scope item 28W) enables pre-built set of analytical dashboards and reports that help you analyze revenue contracted, pipeline revenue, backlog in work on SAP S/4HANA Cloud data.
- Compares revenue contracted and revenue in pipeline, revenue contracted and backlog in cash etc., by region, by calendar year, by service organization, by customer.
- Lists top 5 Service organizations, Customers by revenue contracted, revenue pipeline and backlog in work.

Integration between SAP Analytics Cloud and SAP S/4HANA Cloud:
SAP delivers best practice methodologies to integrate the revenue contracted, pipeline and backlog work data from SAP S/4HANA Cloud into SAP Analytics Cloud.

Data Connectivity:
CDS-Views based on S/4HANA Professional Services for CPM data: Revenue Analysis
Backlog in work
What's new: 2 new pages are added around Performance and Actual & Plan LPI's.
Finance:
Assessment of budget definition and budget consumption for the year. Funds Management analysis and key financial indicators such as revenue, expenditure and receivables/payables.

Grants:
Budget Commitment and Actuals: Manage Budgets for Grants, comparing the Released and Current, as well as Available Budget. Drilling down by Grant type, Sponsored Program and Class.
Grant Lifecycle: Breaking down the Grant Lifecycle Stages and Grant User status, analyzing Completion and Closing rates as well as the distribution of Grants by Type.

Students:
Enrolment: Analyze Students Enrolment, including capacity by Faculty and Instructor. Furthermore, analyze Grade distribution and passed ratios.
Demographics: Analyze Diversity and High-School Performance of recruited Students. For Example, Gender Diversity and Residency Status.

HR:
Overview of the most important HR topics.

Data Connectivity:
Several data source used, such as BW, SAP Student Activity Hub (HANA Connectivity), SAP SuccessFactors.
Overall Transparency:
360 degree overview of all sports areas of a club, e.g. Team Management, Health, Performance Diagnostics, Load, Training Planning, Scouting and many others.

Deep Insights:
360 degree overview of a team, a position or a single player / athlete.

User Experience:
Fitting visualizations and context information. Possibility of ad-hoc analyses to go even more into data details to find hidden results.

Decision Making Made Easy:
As a result: Effective and efficient root-cause analyses to identify risks and opportunities in the club and decision making support.

Data Connectivity:
Based on HANA Live Connection to an SAP Sports One cloud system.
Overview:
In telecom industry, communication service providers (CSPs) need to identify the sources and causes of subscription-related and service-related margin issues, so that they can make informed decisions and take immediate action. The CSPs can analyze and visualize trends related to margin, revenue, and other key performance indicators (KPIs) such as product offerings or customer usage patterns at an aggregated level.

Key Features:
- Executive Summary of AMPU, ARPU, and interesting trends
- Visualization of Margin breakdown by Products
- Story of Margin breakdown based on other key factors

Stories In-Detail:
- AMPU month-on-month growth charts
- Trend chart for Unprofitable Subscriptions with Total Margin
- Comparison of Revenue and Total Margin aggregated for various Product Offerings
- Heat maps to visualize margins based on multiple dimensions
- Visualize the impact on Margin due to factors like Region and Sales Channel
Overview:
Trade Management provides content in the areas of Customer Business Planning and Advanced Trade Management Analytics.

Key Stories:
- **Monthly Sales Review:** The Monthly Sales Review Dashboard and the specific detailed KPI pages are used by consumer products manufacturers to review the performance of retailers and categories right down to product level. The key audience targeted comprises sales directors and key account managers (KAMs).

- **Sell-In/Sell-Out Comparison Report:** Provides an overview of sell-in and sell-out volumes based on a common unit of measure and shows how the retailer’s stock builds up and reduces over time.

- **Retailer View:** In consumer products industries, the KAM often talks to the retailer to review how the business plan is progressing and to discuss upcoming and completed activities such as trade promotions. It is important that a KAM can access key information on the plan from a retailer’s perspective. This includes data such as retailer profit and retailer margin. Typically, the retailer uses a formula to calculate his margin that is different from the one the manufacturer uses. Sell-out data is also very important for this scenario.

- **Trade Promotion Details:** In consumer products industries, the KAM needs an overview of the planned promotion and, following execution of the promotion, a comparison between planned and actual values. The KAM also needs to be able to see the key promotion details quickly in a compact format. Filtering by shelf or list prices, applied merchandizing tactics, or KPIs is also required for reporting purposes. After the promotion has been executed, information on how the promotion performed (planned vs. actual) is also needed.

Data Connectivity:
Full integration with the standard P&L in SAP Customer Business Planning based on out-of-the-box HANA calculation views.
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Industry Utilities

**Financial Performance:**
General assessment of financial performance as information to the management board – based on P&L, investments, and account positions.

**Revenue Assurance:**
Analyze the liquidity trend: Contract Accounts DSO & Overdue Items (from FI-CA). Billed/unbilled revenue (from IS-U Sales Statistics).

**Customer Engagement:**
Analyze customer activities (from IS-U Partner Contacts) and sentiments (from SAP Marketing). Report on payment behavior and dunning activities (from FI-CA).

**Renewable Energy:**
Analyze contracts and billed/unbilled revenue for renewable products to see how well the initiative is received in the market.

**Capital & STO Projects:**
Investment Decisions for Capital and STO (Shutdowns, Turnarounds, and Outages) projects. Analyze portfolio items and financial plans.

**Human Resources:**
Overview of the most important HR topics, including Recruitment.

**Environment, Health & Safety:**
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Advanced Compliance Reporting (ACR)

Overdue Criticality:
As a CFO of a multinational company, you are responsible for the mandatory legal reporting of indirect taxes for all supported countries in short crucial periods to meet the legal requirements. Monitor legal reporting tasks on a global scale in one screen indicating overdue criticality to stay complaint, avoid penalties and to be ahead of deadlines.

Completion Ratio:
Get a complete detailed picture of your pending and completed reports across the world, assigned to multiple accountants and drill down from a region level to each country specific reporting task. Set monthly filters to investigate for a specific reporting period of your reporting entity.

Data Connectivity:
Based on OData Service from S/4HANA system.
Recognized Revenue:
This content provides an overview of recognized revenue that enables the revenue accountant to monitor performance and trends for recognized revenue across a variety of aspects.

- Displays the total recognized revenue of all fiscal years you select.
- Displays the recognized revenue from fulfillment and revenue catch-up that comes from performance obligations fulfilled in prior periods.
- Displays the proportion of recognized revenue by profit center.
- Provides recognized revenue trends and compares them across different fiscal years and posting periods.
- Identifies top 5 best business partners by recognized revenue.
- Identifies top 5 best performance obligations by recognized revenue.
- Shows the recognized revenue based on the timing of the transfer of goods or service (over time or a specific point in time).

Disaggregation of Recognized Revenue – Detail Report:
The content provides a detailed recognized revenue overview that is disaggregated by fiscal year, posting period, business partner and performance obligation.

Data Connectivity:
Import master data and transaction data to SAP Analytics Cloud using Live Connection.
Content for SAP Digital Boardroom & Analytics Cloud: Highlights LoB DCS GST Goods and Services Tax Analytics

Live Analysis on GST data from Digital Compliance Services (DCS):

- The SAP Analytics Cloud standard content for SAP Digital Compliance Service (DCS-GST) provides an out of the box view for your GST Data for a given period and selected GSTINs.

- It displays Overall tax payable, net dues per GST component i.e. CGST, IGST, SGST and Cess. It displays the inward credit and outward liability for each GST component and further splits that via Status codes. Where yellow items needs action, blue items need no action but in process and green is all done.

- Users can analyze all GST measures (both inward and outward) by Vendor, by customer and by HSN Code. And there is a capability to drill down up-to invoice level information.

Dependency:
SAC story uses the HANA calculation views hosted and exposed by DCS application. Hence, it reports on DCS as a source.

Data Connectivity:
Based on HANA Live connectivity to DCS application calculation views, hosted on SAP Cloud Platform.
Content for SAP Digital Boardroom & Analytics Cloud: Highlights LoB Environment, Health, and Safety

**Greenhouse Gas Emissions:**
Track the companies emission reduction targets for CO2 equivalents. Monitor carbon emissions of the company’s own operations, compare how well different countries, location types, or plants reach the companies emission reduction targets.

**Incident Management:**
Analyze trends and report on current status of incidents, near misses and safety observations with a focus on injuries. Identify in which plants or locations the most injuries happened, which root causes can be targeted to reduce this number. Monitor the severity of injuries by showing the effect the incidents had on lost work days.

**Risk Assessment:**
Analyze and compare the risk situation of operational units. Monitor how well this risk situation is managed by the implementation of mitigating risk controls.

**Data Connectivity:**
CDS-View based on S/4HANA
Query views based on SAP Business Warehouse
General:
General assessment of financial performance as information to the management board – based on P&L, investments, and account positions.

Profit and Loss:
Profit and Loss details as well as financial key performance indicators such as revenue, contribution margin and expenses.

Cash Flow and Days Outstanding:
Cash Flow and Inventory overview, analysis of days sales outstanding and days payables outstanding

Investor view:
Working capital, debt to equity ratio as well as return on equity.

Data Connectivity:
CDS-View based on S/4HANA Finance data
General ledger information ("ACDOCA")
Content for SAP Digital Boardroom & Analytics Cloud: Highlights LoB Finance – Live based on Semantic Tags

Growth:
Analysis of growth KPI Net Revenue based on YoY and Plan vs Actuals. The KPI is compared for Quarterly, YTD and YTG time frames.

Profitability:
Analysis of external facing Profitability KPIs like EBIT and EBITDA as well as operational KPIs like Gross Profit and Gross Margin. Ad-hoc analysis of the P&L accounts also available - powered by smart grouping.

Liquidity:
Analysis of Cash Flow, Turnover Ratios and other Liquidity KPIs. Detailed analysis of DSO and Receivables outstanding also available – powered by smart grouping.

Data Connectivity:
Live connectivity to S/4HANA On Premise 1808 onwards. CDS view used is based on Semantic Tags for measure calculation. This allows Content to be used with any chart-of-accounts by simply tagging the relevant accounts in the S/4HANA.
**Overview:**
Accounts Receivable is typically the largest asset on any organization’s financial statements. Using the results from a machine learning model, payment predictions are presented to enable collections managers to prioritize their time on high value invoices and customers with poor predicted payment behavior.

**Overdue and Due In Receivables:**
Analyze the current state of Accounts Receivables with a view on currently overdue invoices, as well as those that will be due in the future.

**Machine Learning Predictions:**
Using a regression model, learn from historically cleared invoices and generate payment predictions for outstanding invoices. Understand whether invoices will be paid on time or late, and by how many days.

**Holistic 360° Customer View:**
Drill down into individual customers to understand their historical payment behavior, their current overdue invoices, and predictions on when they will pay outstanding invoices. With a view on historical and future behavior, take action to prioritize high risk customers, or renegotiate payment terms to minimize late payments and increase future cash flow visibility.

**Data Connectivity:**
Based on data acquisition from a custom CDS view designed in S/4HANA. This view contains S/4HANA Finance data from the General Ledger (ACDOCA).
Overview:
The Contract Accounts Receivable and Payable component is a subledger developed for industries with a large customer base and a correspondingly high volume of documents to post. These include the insurance, utilities, telecommunication and media industries as well as the public sector.

Overdue and Cleared Customer Bills:
Analyze the liquidity trend. Includes current overdue amounts, overdue amount by main transaction, and clearing analysis by clearing reason last 6 months.

Subledger Days Sales Outstanding:
Determine the average collection period, to analyze how accounts receivables are being managed at sub-ledger level. Includes DSO trend and DSO by main transaction.

Dunning Evaluation and Activity:
Report on payment behavior and dunning activities. Includes number of dunning activities by dunning procedure and level, overdue amount and dunning balance last 6 months. Also includes current number of dunning notices, current dunning balance and average dunning success (%).

Top 100 Customers Overdue:
Geographic analysis of overdue amounts and number of days by customer location.
Content for SAP Digital Boardroom & Analytics Cloud: Highlights LoB Finance - Financial Performance

**General:**
General assessment of financial performance as information to the management board – based on P&L, investments, and account positions.

**Growth:**
Analysis of growth KPI Net Revenue based on YoY and Plan vs Actuals. Among other analysis are also available Price-Volume-Mix Effects and Machine Discovery.

**Profitability:**
Analysis of EBIT and EBITDA based on Actuals and Forecast. Other profitability KPIs like Net and Gross Profit are also available. The P&L statement is available.

**Liquidity:**
Analysis of Cash Flow based on Indirect Method. DSO, DPO and various liquidity ratios are available. The Cash Flow statement is available.

**Data Connectivity:**
CDS-Views based on S/4HANA Finance data
General ledger information ("ACDOCA")
Content for SAP Digital Boardroom & Analytics Cloud: Highlights LoB Financial Services (S/4HANA for Financial Products Subledger)

Journal Entry Item View:
Analytical application that allows you to display subledger journal entry items

Financial Statement:
Analytical application that allows you to display a balance sheet and a profit & loss statement

Financial Statement Period Comparison:
Analytical application that allows you to compare balance sheets and profit & loss statements for two different key dates

Financial Statement Actual/Scenario Comparison:
Analytical application that allows you to compare balance sheets and profit & loss statements for actual data with a defined scenario on a key date

Financial Statement Scenario/Scenario Comparison:
Analytical application that allows you to compare balance sheets and profit & loss statements for two different scenarios on a key date

Rollforward Report:
Analytical application that allows you to show the development of a balance sheet position within a defined period of time

Connectivity:
Live data connection to S/4HANA for financial products subledger client
Overview:
Allow users to track Operating Expenses by cost center for month, quarter and year.

Seeded Forecast:
Allow users to select plan and cutover data to review a rolling forecast of plan and actual values in a report that is easy to review and to enter in plan values.

Account Detail:
Worksheet provides account details by cost center for user defined time periods. The report also calculates the variance for the plan versus actuals to make it easy to spot positive and negative contributors.

Rolling Actuals:
Worksheet provides a rolling actuals report where users can specify cost centers they are interested in displaying and the time horizon for the report.

Data Connectivity:
Based on SAP__FI_ANA_IM_GLFP model, which is used in Real Time Finance and Planning content to show financial data from S/4 Cloud.
Field Service Performance Dashboard:
This content provides you an overview of your Field Service Performance and shows relevant key performance indicators which can help improve processes. See, what the satisfaction of your customers is in you, or how often Technicians were not able to finish a task on the first visit. Also, get an overview of your created Service Calls, Activities and Time and Material Journal from different point of views.

Capacity Overview:
This content provides you an overview of your Field Service Capacity. It compares your available hours of capacity based on Work time patterns to the already available Jobs. Also you can distinguish between internal and external Workforce as well as which Jobs have not been assigned to anyone yet.

Data Connectivity:
Based on OData Service SAPFSM
Best Practice Content for SAP Analytics Cloud: Highlights of Group Reporting for SAP S/4HANA Cloud

Overview:

Real-time integration between SAP S/4HANA Cloud and SAP Analytics Cloud:
SAP Real-time Financial Analytics for SAP S/4HANA Cloud enables analysts or controllers to dive into SAP S/4HANA Cloud using a real-time connector.

Accelerators include a prebuilt set of LIVE Version comparison reports and actual consolidated reports (Best Practice Analytics scope item 2K6).

For detailed information on the offerings, documentation and configuration guides please visit SAP Best Practice Explorer.
Group Financial Analyses:

- Financial Consolidation for S/4HANA Cloud (Best Practice Analytics scope item 2K6) enables pre-built set of pre-built analytical dashboard and reports that help to analyze the balance sheet, profit & lost and cash flow for robust analytics on SAP S/HANA Cloud data.
- Consolidated Story available which covers all the actuals reports centrally.
- Totally 19 reports and 1 dashboard in 6 stories available, 1 actual consolidated report book, 12 planning analysis reports, 1 predictive analysis and 1 group financial KPIs dashboard.

Integration between SAP Analytics Cloud and SAP S/4HANA Cloud:

SAP delivers best practice methodologies to integrate financial results from SAP S/4HANA Cloud into SAP Analytics Cloud, plus retract Plan data back into SAP S/4HANA Cloud.

Best Practice methodology establishes SAP S/4HANA Cloud as the primary source of master data and financial structures.
Content for SAP Digital Boardroom & Analytics Cloud:
Highlights LoB Human Resources – Headcount (SuccessFactors)

The content is available in two packages: English and Simplified Chinese. The Chinese package contains copies of the English artifacts that have been translated (screen elements and sample data). Both packages can be imported without any interference.

General:
Overview on the most important of HR topics. New with CI10: New headcount model and story based on an updated query from Employee Central. Comes with predefined connection and data import jobs to SAP SuccessFactors.

Headcount and Tenure:
Headcount movement and average tenure analysis, succession management information and headcount distribution.

Diversity:
Diversity overview: Gender diversity and woman in leadership, job classification and age distribution.

Salary and Performance:
Assessment of current salary situation and performance distribution.

Employee Satisfaction:
Assessment of employee survey results and Engagement Index (model upwards, not based on SAP data sources).

Data Connectivity:
Based on SAP SuccessFactors.
Content for SAP Digital Boardroom & Analytics Cloud:
Highlights LoB Human Resources – Recruitment (SuccessFactors)

General:
General assessment of recruiting activities of the company.

Key KPIs at a glance:
Positions posted and job requisitions, number of applications, hires to date, position fulfillment ratio and application conversion rate, days to fill and days to start.

Requisition and Positions Overview:
Insight into the job requisitions and positions over time, per country or department.

Recruitment Process Analysis:
Breakdown of internal and external hires by country, gender or paygrade.
Analysis of success of referrals and agency placements.

Talent Pipeline:
Assess the talent pipeline in detail: Number of applications per department or paygrade part-time and fulltime position recruiting and lead times for staff or management positions.

Data Connectivity:
Based on SAP SuccessFactors.
Overview:
Usually, companies design salary and benefit grids based on paygrades and location. And once a new employee has been hired, that person is assigned to a paygrade and a location, which automatically calculates the overall salary cost for this employee.

Costs per Paygrade and Location:
The HR responsible first enters all costs (base salary, allowances, pension rates and bonus rates) for each grade and each location. These costs are entered on a yearly basis and yearly level, and will be taken into account once an employee has been assigned to a paygrade and a location.

Employee / FTE Assignment:
Second step is to assign an employee to a location and a paygrade, using an FTE value (between 0.1 and 1) to also account for part-time contracts. Additionally, at this step, a salary adjustment input is possible on the employee level.

Overall Salary Calculation:
Once an employee has been assigned to a paygrade and a location, the overall salary cost calculation can be viewed.

Dashboard:
An overall salary cost dashboard gives a summary of the entire application.
Content for SAP Analytics Cloud: SAP Best Practices for HR Analytics with SAP Analytics Cloud

Workforce Overview and Workforce Diversity:
This dashboard visualizes key measures based on data from SAP SuccessFactors. Prebuilt charts provide insights into Headcount and FTE trends, staff in management, turnover rates and the diversity of workforce in terms of gender, tenure and generations, as well as contract types and span of control.

Workforce Performance:
This dashboard visualizes key measures based on data from SAP S/4HANA Cloud and SAP SuccessFactors. KPIs for Total Workforce Ratio, Financial Expenses per FTE, Financial Actual and Plan data by Cost Center are brought together with HR-related measures such as Headcount and Positions by Cost Center.

Finance Overview:
This dashboard visualizes key measures based on data from SAP S/4HANA Cloud. Prebuilt charts show Balance Sheet, Net Income and Cash Flow data as well as a Financial Statement table.
Content for SAP Analytics Cloud:
Highlights LoB Intelligent Asset Management

Overview:
The SAP Intelligent Asset Management stories are supposed to illustrate what their data could look like in SAC stories. One of the stories (…Fleet) is intended to be shown in the IAM Analytics Dashboards application. The other story (…Equipment) is intended to be shown on the IAM equipment object page. There are no sample stories for the other three IAM applications where SAC can be displayed, Models, Locations, Spare Parts.

Fleet Dashboard:
You can view how many objects of each of the six supported data types (equipment, models, locations, spare parts, notifications, work orders) you have. You can further show each of these broken down by a dimension which you can select. For illustrative purposes this also shows tables of equipment and models, as well as a time chart for notification creation dates.

Equipment Dashboard:
You can view how many notifications and work orders you have for this equipment, and how they are broken down by some dimensions. You can also see a heat map comparing the status and priority of the notifications and work orders.

Data Connectivity:
Based on OData connection.
Content for SAP Analytics Cloud: Integrated Financial Planning for SAP S/4HANA

Cost Center Expense Budgeting:
This content facilitates the cost center budgeting process including capturing expenses and applying functions that support budget simulation using historical or driver factors. This process is integrated with availability control functionality and budget consistency checks in SAP S/4HANA.

Cost Center Activity Planning:
This content facilitates the complete cost center planning process including allocations, activity quantity planning and activity price calculation. It also supports the planning administrator with powerful functions to prepopulate the planning screens based on past actual data.

Revenue Planning:
This content facilitates the sales and revenue planning process including sales price and sales quantity planning, revenue and deduction calculation. It also supports the planner with simulation capabilities based on past actual data.

Profitability Planning:
This content facilitates sales and revenue planning process as described before and combines the outcome of cost and activity planning, product cost simulation, and revenue planning by deriving the product profitability.
Content for SAP Analytics Cloud: Integrated Financial Planning for SAP S/4HANA

Product Cost Simulation:
This content facilitates the simulation of product related costs based on S/4 actual and cost estimate data considering quantity structure, raw material price, lot size and overhead costs for product cost rates.

Project Planning and Budgeting:
This content enables the planner to capture project expense budgets and plans in the cloud based on Work breakdown structures (WBS elements). This process is integrated with availability control functionality and budget consistency checks in SAP S/4HANA.

Internal Order Planning:
Using this content for internal order planning you can enter costs and business processes that you expect to incur during the life cycle of an order. Using internal order planning, you can plan and compare your costs on G/L account basis.
Content for SAP Analytics Cloud:
Integrated Financial Planning for SAP S/4HANA

Financial Statement Planning:
This content provides profit and loss planning with revenues, costs, and expenses including the allocation to trading partners and balance sheet planning with assets, liabilities, and owner’s equity both with the possibility to drill down on profit center and functional area. It also allows planning administrators to pre-populate planning screens based on past actual data.

Process Integration:
Product cost simulation and profitability planning are now part of the financial planning process in SAP Analytics Cloud and complete the integrated planning process between planning the included scenarios (e.g. by transfer of Sales quantities into Product Cost Simulation and for Cost Center Activity Price Calculation).

Data Connectivity:
Revenue Planning, Cost Center Planning and Budgeting, Profitability Planning and Product Cost Simulation are based on the S/4HANA data model in FI-CO and fully integrated with it. Master data and transaction data from S/4HANA can be loaded and planning results can be written back into S/4HANA. The complete integration is part of the content delivery and is available out of the box.
Liquidity Item Planning:
SAP Liquidity Planning for SAP S/4HANA Cloud enables planners to complete a Liquidity Item plan, including calculated closing balances, in SAP Analytics Cloud based on information sources from SAP S/4HANA Cloud.

Accelerators include: planning input templates, planning calculations, and a planning process flow.

Liquidity Item Analysis by Version:
SAP Liquidity Planning for SAP S/4HANA Cloud enables analysts or planners to analyze trends and variances between versions such as Plan, Forecast, and Actuals in SAP Analytics Cloud.

Integration between SAP Analytics Cloud and SAP S/4HANA Cloud:
SAP delivers Best Practices methodologies to integrate Cash & Liquidity Management from SAP S/4HANA Cloud into SAP Analytics Cloud.

Best Practices methodology establishes SAP S/4HANA Cloud as the primary source of master data and transaction data. (Best Practice Analytics scope item 3L5).
Best Practice Content for SAP Analytics Cloud:
Highlights of Manufacturing (Plan to Produce) for S/4HANA Cloud (Scope Item 28S)

Overview:
Best Practices for Manufacturing (Plan to Produce) for S/4HANA Cloud using SAP Analytics Cloud.

Real-time integration between S/4HANA Cloud and SAP Analytics Cloud
SAP Real-time Manufacturing (Plan to Produce) content for S/4HANA Cloud enables a analyst to dive into S/4HANA Cloud using a real-time connector. Accelerators include a pre-built set of live analytical reports with key performance indicators.

Production Cost Overview, Actual Vs Plan Comparison and Target Comparison
SAP Manufacturing Content for S/4HANA Cloud (Best Practice Analytics scope item 28S) enables users to analyze the complete production cost incorporating Actual and Plan production cost and % Cost Variance associated with production orders. Accelerators include: Manufacturing Models, best practice documentation for integration and business process flow.

Work Center Cost Analysis and Variance Report
Perform work center cost analysis by plants, capture the variance in plan vs actual cost for production orders using SAC model and reports to support manufacturing analysis.

Predictive Analytics using Time Series Forecasting and Smart Grouping
SAP Predictive Content for Manufacturing using S/4HANA Cloud enables analysts to predict the Cost Variance (Fixed vs Actual) completion with finish date. Smart grouping prediction will provide insight to optimize cost at work centers.

What's new 1905: We have created 3 new stories around Stock value and quantity, General - Order Item Delivery Performance and Manufacturing Order Item Scrap Amount.

For detailed information on the offerings, documentation and configuration guides please visit SAP Best Practice Explorer.
Content for SAP Digital Boardroom & Analytics Cloud: Highlights LoB Portfolio and Project Management

Budget & Costs:
Assess budget, planned and actual costs for every project. Identify deviations of costs vs budget for each project and analyze root cause in the waterfall diagram of the context screen.

Project Success and Expected Commercial Value:
Assess the Expected Commercial Value of each project. Analyze the Expected Commercial Value, the Probability of Success and the corresponding risk of each project and visualize the KPIs in the corresponding Geo-Map.

Data Connectivity:
Query views based on SAP Business Warehouse.
Best Practice Content for SAP Analytics Cloud: Highlights of Project Budgeting & Planning for SAP S/4HANA Cloud

Overview:
Best Practices for Project Budgeting & Planning for SAP S/4HANA Cloud using SAP Analytics Cloud

Capture project expense budgets and plans in the cloud:
SAP Project Budgeting and Planning for SAP S/4HANA Cloud enables planners to capture expense plans in the friendly, flexible, cloud-based user interface of SAP Analytics Cloud.

Leverage the best of SAP S/4HANA Cloud and SAP Analytics Cloud in the project budgeting/planning scenario:
SAP customers can maintain Work breakdown structures (WBS) in SAP S/4HANA Cloud but use SAP Analytics Cloud to capture the project/budget expense projections. The same projections can be monitored in SAP S/4HANA Cloud system and take advantage of robust project expense management features.

Integration between SAP Analytics Cloud and SAP S/4HANA Cloud:
SAP delivers best practice methodologies to leverage master data structures from SAP S/4HANA Cloud in SAP Analytics Cloud, plus retract Plan data back into SAP S/4HANA Cloud. Best Practice methodology establishes SAP S/4HANA Cloud as the primary source of master data and financial structures.

For detailed information on the offerings, documentation and configuration guides please visit SAP Best Practice Explorer.
Content for SAP Digital Boardroom & Analytics Cloud: Highlights Project Staff Planning

Overview:
Allow project managers to assign employees to projects and add both external and internal costs. Provide Org managers the ability to monitor and track project cost across the whole organization.

Project assignments:
Assign working days of individual employees to projects. Calculate labour costs by maintaining cost rates for resources.

Manage external and internal projects costs:
Assign non-labour related projects costs and keep track of internal and external expenses.

Allocate non-project related overhead:
Allocate non-project related overhead costs to projects based on a set of drivers (man-days, labour costs, etc.).

Manager cockpit:
As an organizational manager monitor projects from different perspective. Keep track of employee assignments, proper project staffing and other project costs. Ensure that projects will stay in budget.
Procurement Overview:
Get an overview of your spend and sourcing in Ariba Spend Management & Ariba Buyer Network and analyze the year-to-date trends of spend and sourcing.

Spends:
Spend Visibility Overview with detailed analytics capabilities on Purchase Orders (PO) and Invoices: Monitor contract, off contract and non-managed spends. Get on top of your PO situation by analyzing the time trend, supplier relationships and the spend patterns of your organization. Optimize payments by tracking invoices. Benefit from rich ad-hoc reporting capabilities.

Sourcing:
Analyse spends and suppliers awarded for all Event types. Use multiple pre-defined drill-downs to control your sourcing activities.

Contracts:
Look at spend capacity and validity of Contracts as a basis for renewal decisions or renegotiations.

Buyer Network:
Receive all information on routing, origin and status of invoices in the Ariba Buyer Network – by amount or number of invoices, by supplier or over time.

Data Connectivity:
Excel based upload from SAP Ariba Spend Management & SAP Ariba Buyer Network.
Best Practice Content for SAP Analytics Cloud: SAP S/4HANA Procurement Cloud Content with SAP Analytics Cloud (Scope Item 29D)

This scope item provides pre-built analytical dashboards and digital boardroom content that help the executive management and senior management in understanding the key drivers in the underlying business processes related to Procurement.

Value Proposition
▪ Increase efficiency with highly integrated solution to eliminate data silos and make digital access simple, secure, and scalable and reduce errors in reconciliations in the procurement area.
▪ Pre-built set of analytical dashboards and reports help you analyze purchase spend, off contract spend and Service Purchase Order for robust analytics on S/4HANA Cloud data.
▪ Enhanced executive Digital Boardroom experience options for your customers

Capabilities
▪ Real-time comparison of Purchase Order/Service Order Amount by Calendar Month, Supplier & Material Group, Purchasing Group and Time series chart using the predictive functionalities with SAP Analytics cloud.
▪ Procurement pre-built SAP Analytics Cloud content and dashboards which allow for robust analytics on S/4HANA cloud data with drill down functionality for procurement and status tracking analysis.
▪ Lists top 5 Purchase Order/Service Purchase Order amount by Plant Cost Center, Supplier, Material Group, Service Purchase Order net amount by status over time.
▪ Real time Service Spend analytics with SAP S/4HANA Cloud.
▪ Analyzing in real-time the consumption of central purchase contracts residing in SAP S/4HANA for central procurement.
Overview:
Allows controllers to plan and simulate product costs based on several drivers. Planners can use several drivers like sales volume, commodity price changes or changes in the bill-of-material to simulate the impact on the product costs and profitability of the whole portfolio.

Driver correlations:
Model the dependencies between certain raw material drivers like commodities and raw material groups. The correlations can be flexibly adapted.

Sales volumes and sales prices:
Change sales volume and prices for a specific finished good or a whole product category. See the direct impact on the contribution margin.

Change quantity assignments of raw materials:
Simulate changes in the bill-of-material for certain products and see the impact on the overall spend for certain raw materials.

Analyze the impact in various dimensions:
The impact of driver changes can be analyzed in various directions, e.g. what’s the impact of a commodity change on the procurement budget for certain raw material groups. See the impact broken down by individual cost components and start optimizing your supply chain.
This scope item provides pre-built analytical dashboards that help the executive and senior management to monitor key drivers and trends in the receivable management process.

Value Proposition:

- SAP Analytics Cloud (SAC) provides a comprehensive tool for strategic live-data analysis in receivable management. A highly integrated solution that increases efficiency, eliminates data silos and makes digital access simple, secure, and scalable.

Capabilities:

- For Dispute Management you can analyze, for example: Which customers raise the most disputes? For what reason? How long does it take to process them?
- For Collections Management you can see how many customers were contacted by your collection specialists and what is the processing status of the collection worklists.
- For Credit Management you can analyze your customer credit exposure with regard to credit limit utilization, risk classes, countries among others.
Best Practice Content for SAP Analytics Cloud: SAP S/4HANA
Sales Analytics Content with SAP Analytics Cloud

This scope item provides pre-built analytical dashboards that help the executive and senior management to monitor key drivers and trends in the sales process.

Value Proposition

- Sales Analytics Cloud (SAC) provides a comprehensive tool for strategic live-data analysis in sales. A highly integrated solution that increases efficiency, eliminates data silos and make digital access simple, secure, and scalable.

Capabilities

- See open sales at a glance and identify where you can take action in order to increase your sales volume. Gain a real-time overview of sales volume by calendar month/quarter and sales org, top customers, open orders by sales org, customer, customer group, product and product group.
- Check your pricing strategies and control the costs. Compare sales volume and profit margin over time and by sales org. Top customers by Sales Volume, Profit Margin, and Net Sales Cost.
- Identify top customers and trends by incoming sales and incoming service. Compare incoming orders and open orders and drilldown into sales org, sales office, sold-to party, and customer group.
- Identify trends in recent Customer Returns showing number and value of returned items. Get insights in product and return reasons.
- Analytics around sales quotations to provide insights into open quotations, expiring quotations, quotation conversions rates, rejected quotations and reasons for rejection.
- Analytics around sales contract to provide insights into Incoming contracts, Contracts’ open values, Contracts’ Fulfillment Rate.
Growth:
Analysis of sales revenue growth measured against targets, portfolio performance and customers.

Pipeline:
Analysis of leads and opportunities – with focus on pipeline health. Simulation capabilities also included.

Sales Team:
Monitoring overall performance of sales team and individual sales employees along with win-loss analysis.

Sales Performance Summary Story:
At a glance analyze the revenue trend, opportunity pipeline, deals won and lost and product revenue distribution with out of the box connectivity to an SAP Cloud for Customer (C4C) instance.

Sales Performance Analytic Application:
Use the new Analytic Application to analyze lead and opportunities of your sales pipeline. Explore forecasting capabilities for leads and additional navigation options like drop downs.

Data Connectivity:
Based on data acquisition connection to SAP Cloud for Customer.
 Territory Target Planning:
Top down Target planning by Territory having the following planning steps:
- Set target revenue baseline
- Setup Seasonality
- Allocate revenue to Product Groups
- Plan revenue for territories

Employee Quota Planning:
Quota planning for employees belonging to Sales Units having the following planning steps:
- Set Quota Baseline
- Transfer Quota
- Plan quota for employees

Quota Coverage Simulation:
Using Quota Coverage Simulation, you can analyze how you should adjust your sales force to achieve desired quota coverage.

Data Connectivity:
Based on data acquisition connection to SAP Cloud for Customer.
Financial Performance:
Shows the KPIs for Earned Profit and Order Profit. All KPIs shown with variance with respect to the previous year. Trends shown for Profitability measures. Breakdown of net revenue is also available by country and product group.

Procurement:
Gives an overview of all spends for suppliers and product categories. Trends, forecast and variance w.r.t previous year available for all spends.

Data Connectivity:
Based on OData Data Acquisition connectivity to SAP Business By Design.
Service Ticket Performance Overview:
Gain in depth insights into your service ticket performance: At one glance, find the most important KPIs like number of open tickets, average backlog or escalations. Average processing times are also presented.
Analyze the service ticket trends over time and use the forecasting capabilities of SAP Analytics Cloud to better plan your service support team.

Break-down of the total number of tickets and year-over-year comparison by various dimensions such as priority, status, product, support agent or customer is offered. Next to that, find the distribution of the social media involvement.

Agent Performance:
Understand agent performance for agent groups and also that of individual agents:
Number of tickets, average processing times, age of tickets and lead times are shown per agent.
Select a single agent to analyze that person’s detailed performance.

Ad hoc Analysis:
Perform freestyle analysis of various KPIs and dimensions driven by smart grouping:
Dimensions for the drill-in include product, organization, customer, escalation status, priority or agent. Available measures include number of tickets, average processing times, total response times and many more. Use the smart grouping capabilities of SAP Analytics Cloud to guide your analysis for all KPIs to the level of detail of individual tickets.

Data Connectivity:
Based on Cloud for Customer Analytics connection.
Overview:

Real-time integration between SAP S/4HANA Cloud and SAP Analytics Cloud:
SAP Real-time Financial Analytics for SAP S/4HANA Cloud enables analysts or planners to dive into SAP S/4HANA Cloud using a real-time connector. Accelerators include a prebuilt set of LIVE analytical dashboards, key performance indicators, and P&L/Balance Sheet reports (Best Practice Analytics scope item 1U8).

Financial Statement, Cost Center, and Profit Center Planning:
SAP Financial Planning for SAP S/4HANA Cloud enables planners to complete a Cost Center, Profit Center, Balance Sheet, and Cash Flow plan in SAP Analytics Cloud based on financial information sources for SAP S/4HANA Cloud. Accelerators include: planning input templates, planning calculations, and a planning process flow (Best Practice Analytics scope item 2EB).

Trend Analysis, Variance Analysis, and Year-over-Year Analysis:
SAP Financial Analysis for SAP S/4HANA Cloud enables analysts or planners to analyze trends, variances, and growth rates for both Actuals and Plan in SAP Analytics Cloud. Accelerators mirror the content in Real-time Financial Planning for SAP S/4HANA Cloud (Best Practice Analytics scope item 2EB & 2IJ).

Integration between SAP Analytics Cloud and SAP S/4HANA Cloud:
SAP delivers best practice methodologies to integrate financial results from SAP S/4HANA Cloud into SAP Analytics Cloud, plus retract Plan data back into SAP S/4HANA Cloud. Best Practice methodology establishes SAP S/4HANA Cloud as the primary source of master data and financial structures.
SAP Financial Planning & Analysis for SAP S/4HANA Cloud
Current Best Practice Content

Financial Planning & Analysis

2. Financial Analysis for SAP S/4HANA Cloud (2IJ) includes Financial Statement + KPI Analysis through visual dashboards for both Plan and Actuals
3. Sales Planning & Analysis for SAP S/4HANA Cloud (4DP) includes Quantity and Gross Margin (Price, Revenue, and Cogs) Planning & Analysis
4. Workforce Planning for S/4HANA Cloud (3DJ) includes Headcount and Employee-related Expense Planning
5. Analytical Reports include Visual and Tabular Reports + Dashboards
6. Integration parity between S/4 On-premise and Cloud with SAP Analytics Cloud requires version S4OP 1809 FSP1

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Overview
Overview of Key Measures from Profit and Loss and Changes in Insurance Liabilities

Data Intake
Overview of Data loaded to FPSL e.g. CSM Group, Cashflows

Analysis of Change
Shows the key Measures for Changes in Insurance Liabilities based on the IFRS17 Specifications.

Profit and Loss (GMM)
Profit and Loss Statement for GMM (General Measurement Model)

Profit and Loss (PAA)
Profit and Loss Statement PAA (Premium Allocation Approach)

Subledger Postings
Analysis of detailed Subledger Postings with possibility to filter the data

Connectivity
Live data connection to S/4HANA for financial products subledger HANA DB
Content for SAP Digital Boardroom & Analytics Cloud: Highlights of SAP Integrated Business Planning - Analytics

Executive Summary:
This content provides a high-level overview of the financial targets and shows relevant key performance indicators which can be used during the Sales and Operations planning (S&OP) process in the management business review. Actual revenues, gross profit, and consensus demand help executive management to determine if the S&OP plan aligns with the company's financial targets and also shows future trends.

Overview of Revenues:
This content provides a detailed overview of revenue figures on different levels down to the product level, allowing you to better understand how revenue is allocated to different customer groups or product families, for example.

Overview of Quantities:
This content provides insights on a quantitative basis on product family and product level to identify top contributors.

Data Connectivity:
Loading master data and transactional data from SAP IBP to SAP Analytics Cloud using an OData service.
Content for SAP Digital Boardroom & SAP Analytics Cloud: LoB SAP Marketing

Content is delivered covering several different information areas:

- **Campaign Analytics**
  Overview of the campaign success, for example Email, Facebook, paid social campaigns including the ability to drill down on various dimensions.

- **Contacts and Profiles**
  Overview of new and existing contacts, the channels used by the contacts, the distribution of interests across channels or communication media

- **Lead and Accounts**
  KPIs for leads and accounts, opportunities, lead stages, interests, products and lead nurture stream.

- **Marketing Planning and Performance**
  Overview of marketing planning spend and the resulting conversions.

- **Offer Management**
  Overview of offers that are planned during the next 3 months and detailed analysis and comparison of the success of offers that were valid during the last 3 months.

- **Marketing Data Analysis**
  Summary of mobile push notifications for last 6 months and overview of the experience dimension which is measurable using Qualtrics NPS.
SAP Marketing Analytics Stories

Contacts & Profiles
- Profile Analytics
- Channel Interest Mix
- New and Converted Contacts

Campaign Analytics
- Success of Email and SMS Campaigns
- Paid Search Campaigns Success
- Paid Social Campaigns Success
- Display Ad Campaigns Success
- Hard Bounces and Soft Bounces
- Campaign Statistics
- Campaign Success for Mobile Push Notifications
- Baidu Paid Search
- Bounce Statistics

Marketing Planning and Performance
- Spend for Marketing Plans
- Marketing Conversions

Offer Management
- Offer Preview
- Offer Success

Leads and Accounts
- Lead Dashboard
- Lead Nurture Stream
- Spotlighting Accounts

Marketing Data Analysis
- Success of Mobile Push Notifications
- NPS Feedback Analysis, by Accounts

Some stories are not available with On Premise 1809 and 1909
SAP Product Carbon Footprint Analytics enables businesses to assess their CO2e* footprint across the value chain, starting from used raw materials over energy consumption and process-related direct emissions all the way to transportation and distribution.

CO2e Monitoring Dashboard:
This dashboard allows a sustainability accountant to get an overview of the CO2e emissions across the enterprise. It allows to drill into and compare different production sites, profit centers and individual products with regards to their CO2 emissions in each step of the value chain.

CO2e Data Maintenance Dashboard:
This dashboard allows a production sustainability expert to collect the CO2e emissions for base materials and activities from the different steps of the production and distribution process. This data is used in combination with the quantity structure information obtained from S/4HANA to calculate the enterprise-wide emissions information using in CO2e Monitoring dashboard.

Data Connectivity:
Quantity structures and sales quantities used in the data model underlying both stories are based on the S/4HANA data model. Master data and transactional data can be loaded both from S/4HANA Cloud and On Premise. The complete integration is part of the content delivery and is available out of the box.

* CO2e means CO2 equivalents and refers to the common practice of assessing different kinds of emissions on the basis on their climate impact measured in equivalent tons of CO2.
Customer Satisfaction (CSAT) helps you to understand the relationship your customers have with your brand or product. The Qualtrics survey for CSAT focuses on understanding customers’ experiences at key moments in the customer journey.

**Overview:**
Get a total overview of your CSAT survey for selected products, be it trend of your survey responses and CSAT, geographical and demographic results, likelihood of purchase, willingness to recommend and understanding of negative comments.

**Attributes:**
Get into the details of all attributes addressed in your survey to analyse the satisfaction level and importance given to them by your survey respondents.

**Details:**
Get further insights into your survey results by analyzing customer service engagement and all details on demographic responses.

**Ad Hoc Analysis:**
Freely analyze the responses based on measures and dimensions of your choice.

**Data Connectivity:**
Qualtrics connector used to get survey results for a project based on [XM Solution Automated Project CSAT](https://www.sap.com).
General Remarks
The integration of “X” (experience) data with both operational and analytical data provides the holistic view that customer-focused enterprises require to steer their business. SAP Qualtrics delivers this data, by offering capabilities to create, run and evaluate survey results. The surveys need to be closely monitored to ensure a clear status, efficient running and high response rates. This content package offers all necessary analytics to optimize SAP Qualtrics’ surveys.

Survey Overview
At one glance, learn the current state of your surveys: How many individuals have you reached out to, how many of them have started or even completed their survey already? Analyze the time trend of the responses and use the built-in smartness to gain additional insights.

Distribution Channel and Audience
Analyze and compare performance of your surveys distributed through different channels like email, SMS, social media or wearables. Understand survey reach for your audience and analyse audience response by address domain.

Response Performance
Derive valuable insights into the response behavior of your target group like
- Which day of the week has most responses?
- Decide a good point in time to close your survey using predictive forecasting
- Through smart insights understand the key influencers behind your survey responses

Data Connectivity:
File upload from Qualtrics
Overview:
Get total overview of your Sales and Service operational KPIs like revenue won, tickets created and more along with experience metrics Customer Satisfaction Score and NPS. All KPIs can be analyzed for a selection of customers. Smart features like forecasting, grouping and insights will further augment your analysis.

Touchpoint NPS:
Get into the details of NPS per Touchpoint channel with predictive trends. The sentiments, topics, parent topics associated with responses can be analyzed here and one to drill into the level of individual responses. All this can be grouped by associated customer so you can also see the correlation between NPS (or Touchpoint) and agents/products.

Sentiment Score Debriefing:
Take advantage of SAP Analytics Cloud’s Smart Discovery feature to get a total debriefing of sentiment score e.g. key influencers and suggested visualizations. In the Simulations section, it is possible to simulate different scenarios by varying the values of different influencers.

Data Connectivity:
Based on data acquisition connectivity to C4C Sales, C4C Service and Qualtrics
Content for SAP Digital Boardroom & Analytics Cloud: Highlights SAP Sales for S/4HANA Cloud

Backorders:
Analyze the current sales order confirmation situation. Identify bottlenecks due to product availability. See at a glance where you can increase future sales volume.

Delivery Performance:
Monitor the current delivery performance of sales orders by comparing the customer’s requested delivery date of sales order items with the actual delivery date of the outbound deliveries. Analyze delays in delivery. Ensure maximum customer satisfaction and retention.

Data Connectivity:
CDS-Views based on S/4HANA SD data.

For Backorders we offer two version: one based on acquired data and one based on a live data connection.
Best Practice Content for SAP Analytics Cloud: 
Highlights of SAP Sales Planning for SAP S/4HANA Cloud 
(Best Practice Analytics Scope Item 4DP)

Overview: 
Best Practices for Sales Planning for SAP S/4HANA Cloud using SAP Analytics Cloud

Sales Planning made easy for sales managers in the field: 
SAP Sales Planning for SAP S/4HANA Cloud enables Planners to dive into customer and product sales analysis as a preparatory step to the sales planning process. After reviewing Actual results, sales planners leverage a pre-populated set of sales drivers, where the planner can modify assumptions and complete the sales plan.

Plan Price, Cogs (multi-currency) and Quantity (multi-unit of measure): 
SAP Sales Planning for SAP S/4HANA Cloud allows planners and analysts to understand the product and customer mix at aggregate levels, simplifying internal and external communications around results. The solution enables planners to plan in local currency and review results in a global currency. Planners can plan quantity in a base unit of measure and review results in a standard unit of measure. Relevant KPI’s are displayed in a base and standard unit of measure, in either local or global currency.

See also next slide
Best Practice Content for SAP Analytics Cloud: Highlights of SAP Sales Planning for SAP S/4HANA Cloud (Best Practice Analytics Scope Item 4DP)

Trend Analysis, Variance Analysis, and Year-over-Year Analysis:
SAP Sales Planning for SAP S/4HANA Cloud enables analysts or planners to analyze trends, variances, and growth rates for both Actuals and Plan in SAP Analytics Cloud. Accelerators mirror the content in Financial Planning for SAP S/4HANA Cloud (Best Practice Analytics scope item 2EB & 2IJ) and Workforce Planning for SAP S/4HANA Cloud (Best Practice Analytics scope item 3DJ), providing a common user experience.

Integration between SAP Analytics Cloud and SAP S/4HANA Cloud:
SAP delivers best practice methodologies to integrate sales results from SAP S/4HANA Cloud into SAP Analytics Cloud. Best Practice methodology establishes SAP S/4HANA Cloud as the primary source of master data and sales data. The solution can support extracting data from multiple sources.
Content for SAP Digital Boardroom & Analytics Cloud: Highlights SAP Solution Manager IT Service Management – Incident Analytics

Overview:
An overview of all incidents handled by IT service desk, like how many incidents are created and closed recently, focus on currently open incidents with detailed views like per category, priority, status, support team, to ensure issues are handled properly.

Trend Analysis:
Trend of incident volume (incoming, closed)

Duration and SLA:
Detailed analysis of closed incidents in their solving process, like IRT (Initial Response Time), processing time, duration and SLA adherence.

Data Connectivity:
Based on BEx query in SAP Solution Manager (7.2 SP06 or newer)
General:
A new dashboard SAP Solution Manager Test Suite Analytics is provided. It enables test managers monitor and analyze testing execution status managed by the test suite in their on-premise SAP Solution Manager.

It delivers an overview of current situation as well as historical progress of test plan/case execution, e.g. number of test cases (total/open/errors), coverage & OK rate, so that test managers can take actions to ensure a successful testing phase.

Current Overview:
Latest status of current testing, including number of test cases in total, number of open test cases, and number of error test cases, as well as coverage and OK rate, which are the most important KPIs for measuring test result.

Progress Analysis:
Historical progress of testing on a daily basis, including absolute numbers of test cases per different status, and coverage & OK rate.

Data Connectivity:
Based on BEx query in SAP Solution Manager (7.2 SP03 or newer).
Overall Transparency:
360 degree overview of spend and savings summary based on various dimensions such as negotiation project, commodity group, supply base manager, quarter, supplier, and manufacturer.

Deep Insights:
Analytics with real time data helps in better understanding of spend and savings from the various viewpoints. The visual representation makes data analysis and comparison easy which in turn enables supply base managers and directors make informed decisions without any delay.

User Experience:
Fitting visualizations and context information with slicing and dicing capabilities.

Decision Making Made Easy:
As a result: Effective and efficient analysis of data leading to better negotiation with suppliers.

Data Connectivity:
Based on HANA Live Connection to SAP Supply Base Optimization application.
Content for SAP Analytics Cloud: Supplier Performance Analytics

Overall Transparency:
360 degree overview of spend and savings summary based on various dimensions such as negotiation project, commodity group, supply base manager, quarter, supplier, and manufacturer

Deep Insights:
Analytics with real time data helps in better understanding of spend and savings from the various viewpoints. The visual representation makes data analysis and comparison easy which in turn enables supply base managers and directors make informed decisions without any delay.

User Experience:
Fitting visualizations and context information with slicing and dicing capabilities

Decision Making Made Easy:
As a result:
Effective and efficient analysis of data leading to better negotiation with suppliers

Data Connectivity:
Based on HANA Live Connection to SAP Supply Base Optimization application
Content for SAP Digital Boardroom & Analytics Cloud: Highlights LoB Travel & Expense

Expense KPIs:
Travel expense actuals year-to-date and delta compared to budget and previous years. Drill-down by business area and country. KPIs such as due payments, credit card adoption rate and average report expenses. Visualization of budget consumption thresholds. [New:] Detailed analysis of average days between Report Process Steps such as trip start to report creation, to submission to payment, Flexible visualization of top reports with max days between different process steps.

Expense Analysis:
Detailed break-down and filtering of expenses by multiple dimensions such as program/project, business area, spend categories, payment type, vendor or time of transaction. Ability to set KPI thresholds. Predictive forecast in time series chart for expenses. Insights based on approval status and exceptions, average & total amounts claimed vs. approved. Top spenders and reports including all related expense report entries.

Dynamic Visualizations:
[New:] Responsive dashboard pages with flexible dynamic time range filter and enhanced data slicing using Period range slider. Built-in currency conversion and flexible visualization of multiple currencies in all charts. Multiple device support for iPhone and iPad that can be used with the SAP Analytics Cloud iOS app.

Expense Planning:
Expense Budget Planning on program/project hierarchies with budget distribution capabilities and tracking of actual-budget deviations. Additional threshold visualization.

Data Connectivity:
Based on SAP Concur connector with data acquisition. Can be reconnected to other Concur tenant.
Best Practice Content for SAP Analytics Cloud: Highlight Treasury Management – Treasury Executive Dashboard for SAP S/4HANA Cloud

Overview:
The Treasury Executive Dashboard visualizes real-time insights into treasury operations for treasury executives and includes key performance indicators, such as liquidity, cash position, bank relationship, debt volume and structure, counterparty limits, volume of bank guarantees, and market trends. The presented data are from all Treasury-relevant application areas, such as Cash and Liquidity Management, Treasury and Risk Management, and Financial Accounting.

The Treasury Executive Dashboard consists of the following tabs:

- **Liquidity**: Shows the liquidity as KPI and analyzed by different attributes, such as regions, company codes, financial position groups, financial positions, and currency.
- **Bank Relationship Overview**: Shows the overview of banks and incoming/outgoing payments of banks as well as bank groups.
- **Cash Management**: Shows your cash position forecast, mid-term liquidity forecast, as well as actual cash flows.
- **Indebtedness**: Monitor KPIs related to the debt of your company and analyzed by different attributes.
- **Counterparty Risk**: Get the overview on the limit utilization and free limits of a specific limit type by counterparty and counterparty ratings.
- **Market Risk**: Get the overview on the limit utilization and free limits of a specific limit type by counterparty and counterparty ratings.
- **Bank Guarantee**: Get an overview of the volume and average fee rate of bank guarantees.
- **Market Overview**: Shows the trend for different market rates as KPIs and analyzed by different attributes.
Best Practice Content for SAP Analytics Cloud: Highlight Treasury Management – Treasury Executive Dashboard for SAP S/4HANA Cloud

Business Benefits:
- Enables Treasury Executives to get real-time insights into treasury operations
- Enables Treasury Executives to get at a glance an overview of the biggest risks and opportunities in Treasury Management
- Enables Treasury Executives to analyze trends of key performance indicators

Data Connectivity:
Based on data acquisition from CDS views designed in SAP S/4HANA Cloud for Treasury Management. Content is delivered with scope item 49P.
Content for SAP Digital Boardroom & SAP Analytics Cloud: Highlights LoB Vendor Management System (Fieldglass)

General:
Gain insights into the current contingent and statement-of-work (SOW) worker situation in your company, analyze costs and supplier relationships.

Contingent and SOW Workforce Analytics:
Analyze how many contingent and SOW workers are currently engaged. Control spend by comparing the current costs with previous year, drill down by country or business area and utilize smart analytics (forecast) prediction. Analyze billing rates and compare them to your HR spends. Use smart discovery capabilities to gain insights into the most important cost drivers.

Cycle Times and Hiring Flexibility:
Learn about the hiring cycle times to understand how flexibly your company can react to workforce-related changes. Which qualifications are available, how fast do suppliers respond and how good is the qualification level. How many of the workers are suitable for re-hire?

Supplier Analysis:
Gain overview of how many supplier your company is currently working with, how many workers they sent, supplier ratings and spends per supplier.

Data Connectivity:
Based on SAP Fieldglass
Best Practice Content for SAP Analytics Cloud: Highlights of Workforce Planning for SAP S/4HANA Cloud (Best Practice Analytics (Scope Item 3DJ))

Overview:
Best Practices for Workforce Planning for SAP S/4HANA Cloud using SAP Analytics Cloud

Business Benefits:
- Visibility into Actual workforce costs, planned workforce costs, and workforce expense trends
- Understand the cost of Salary merit increases, changes in benefit rates, bonus rate assumptions, travel, office, and other employee-related expenses
- Close the gap between Finance and HR assumptions by merging the assumptions into one planning & analysis solution

Capabilities:
- Leverage SuccessFactors HR data to simplify planning based on existing headcount
- Pre-populate Plan expense assumptions by deriving run-rate from a set of Actual financial history from SAP S/4HANA Cloud
- Plan for new hires, terminations, and transfers and understand the financial impact of each change
- Adjust Plan expense rates as you see fit: change a salary, increase merit %, update a benefits rate, override a travel expense assumption, etc.
- Visualize Plan/Actual data in charts and tables, allowing for drill down, trend analysis, Actual v Plan variance, and year-over-year analysis
Content for SAP Digital Boardroom & Analytics Cloud: Best Practice Solution Packages

General:

SAP Best Practices offer comprehensive solution packages which also include SAP Analytics Cloud content as an option for analytics.

With Content Innovation 16, for the following industries and LoBs are offered:

LoBs:

- Financial Planning & Analysis for S/4HANA Cloud
- Procurement for S/4HANA Cloud
- Sales Cloud for SAP S/4HANA
- Sales Planning for SAP S/4HANA Cloud
- Treasury Management for SAP S/4HANA Cloud (Best Practice)
- Workforce Planning for SAP S/4HANA Cloud

For detailed information on the offerings, documentation and configuration guides please visit SAP Best Practice Explorer.