



# Deep Dive into Business Process Intelligence SAP Signavio Process Transformation Suite

Wassilios Lolos, SAP BPI Center of Excellence  
March 2022

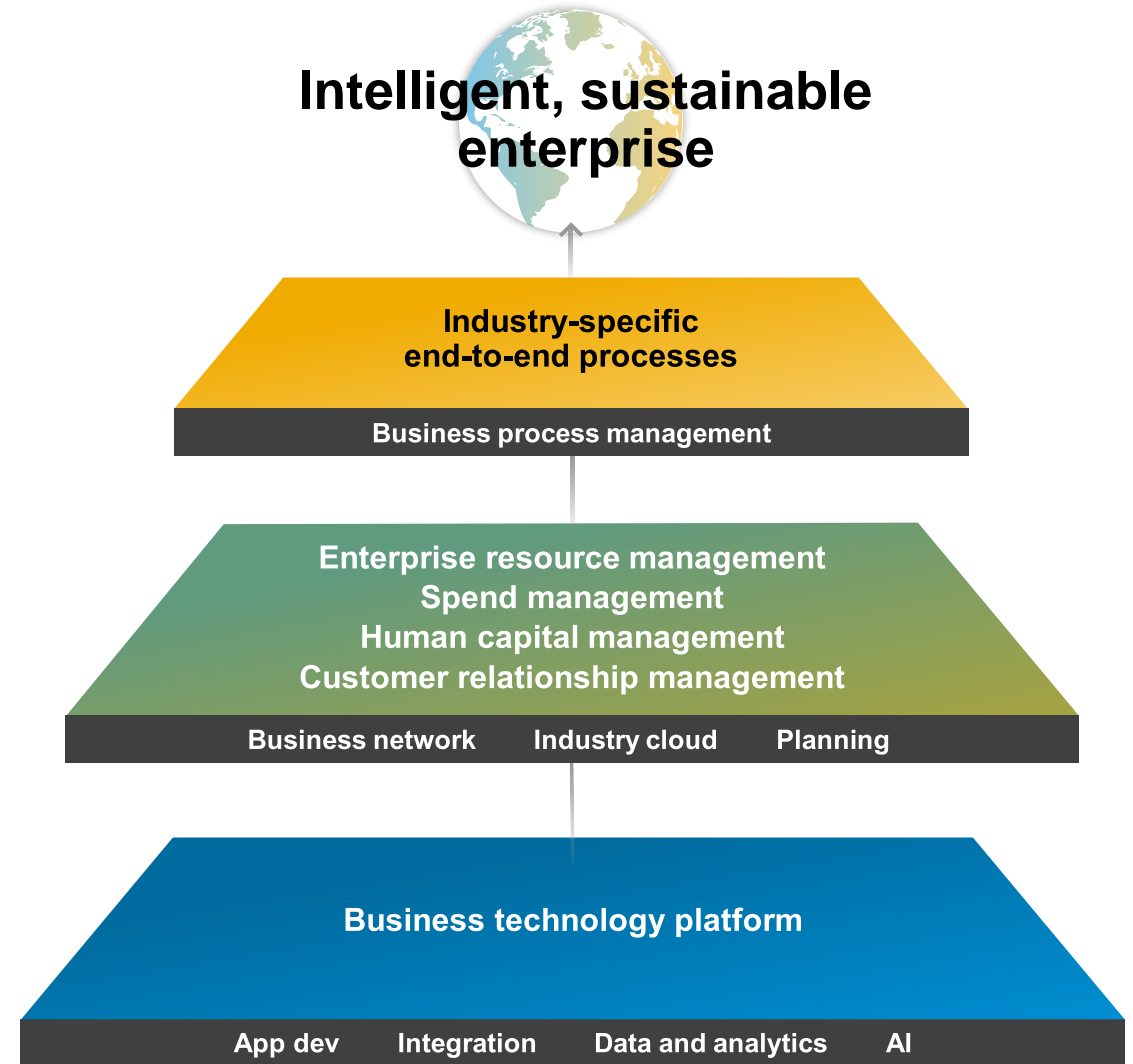
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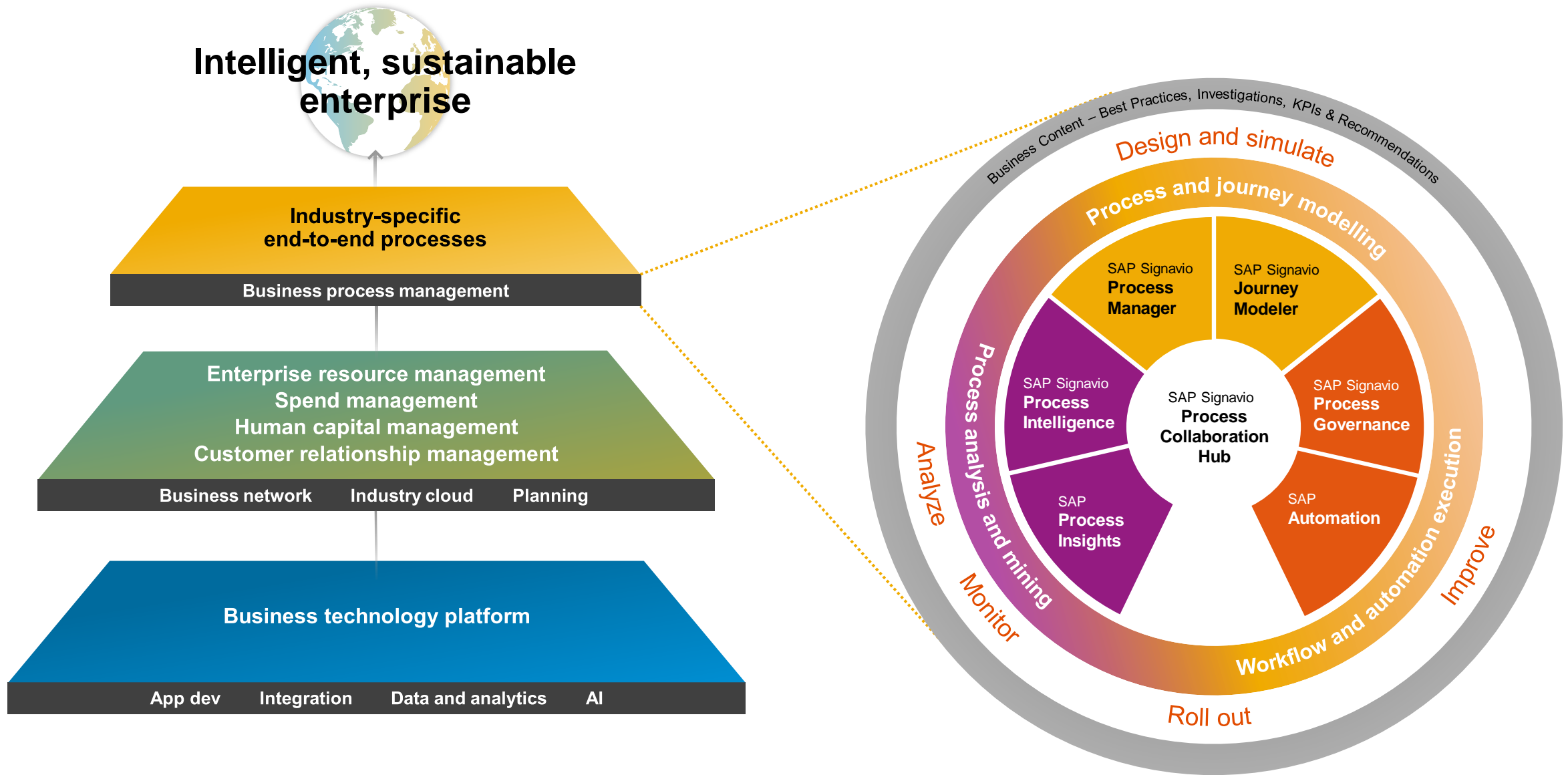
You have the **opportunity** to  
dramatically **improve**  
**how you shape**  
**the future** of your company.



# Enable every enterprise to become an intelligent, sustainable enterprise



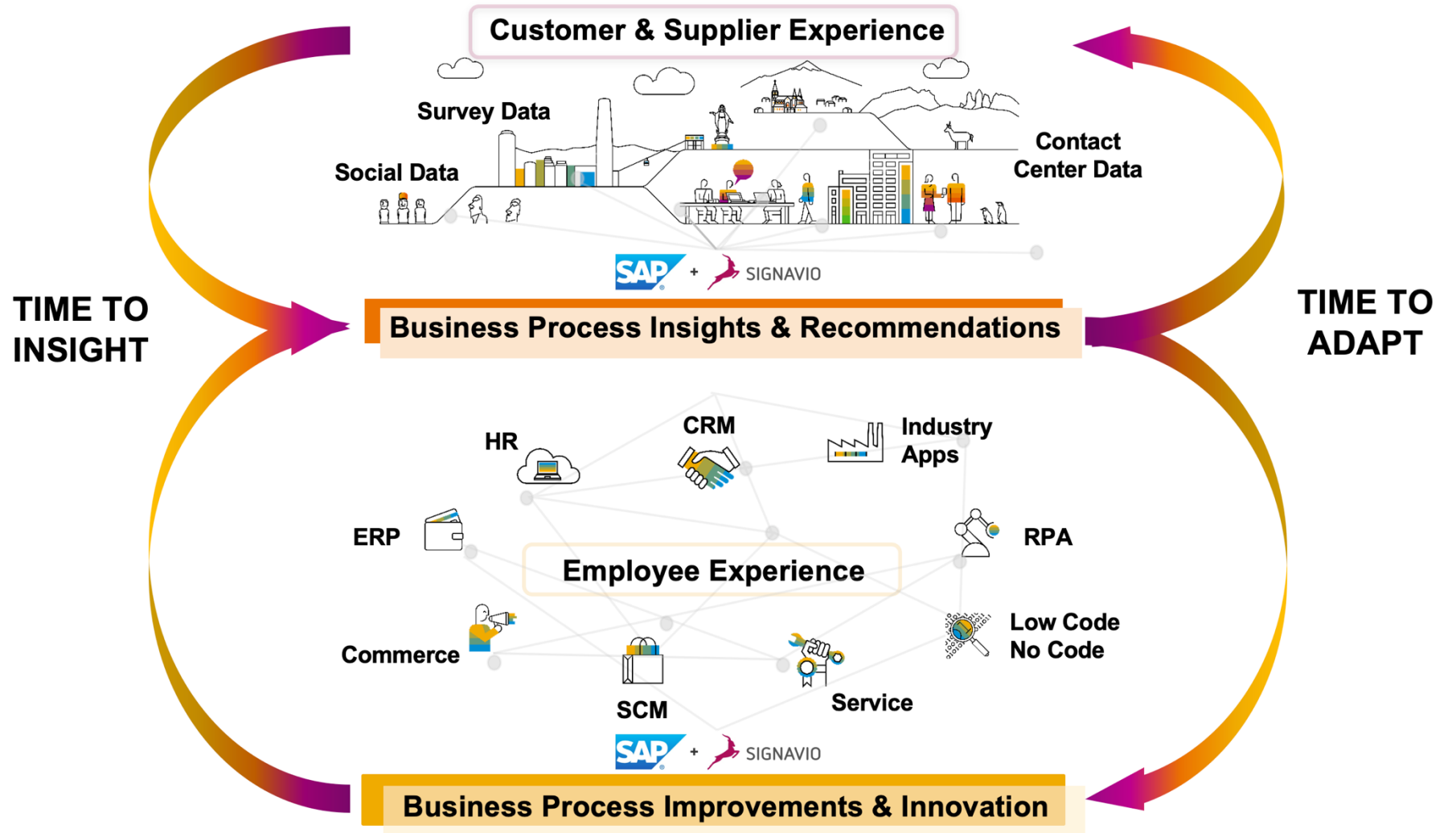
# Managing business processes is an essential component of the Intelligent Enterprise



# Our vision on business process improvement

Continuous process transformation becomes a source of sustained competitive advantage.

In this context, **time to insight** and **time to adapt** are key to becoming intelligent enterprises.



# SAP Signavio supports both enterprise transformation and process excellence initiatives

## Business Transformation

- New business models
- Process harmonization and simplification
- Process consolidation inc. shared services
- Equip for mergers and acquisitions
- RISE with SAP transformation project...



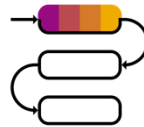
## IT Transformation

- Conversion to SAP S/4HANA
- Return to standard code
- ERP consolidation
- Digital foundation
- ...

## Enterprise Transformation

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## Process Excellence



## Process focus

*(to address a particular process area)*

- Order to cash (O2C)
- Purchase to pay (P2P)
- Lean manufacturing
- Service management

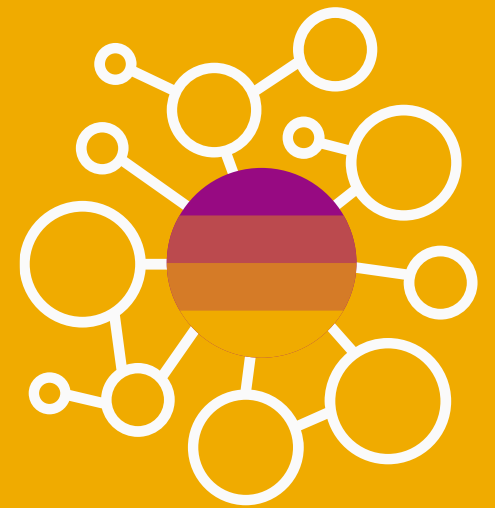
## Performance initiatives

*(cross- or multi-functional)*

- Customer Excellence
- Efficiency
- Cycle time acceleration
- Governance, risk, and compliance

# SAP Signavio Process Transformation Suite

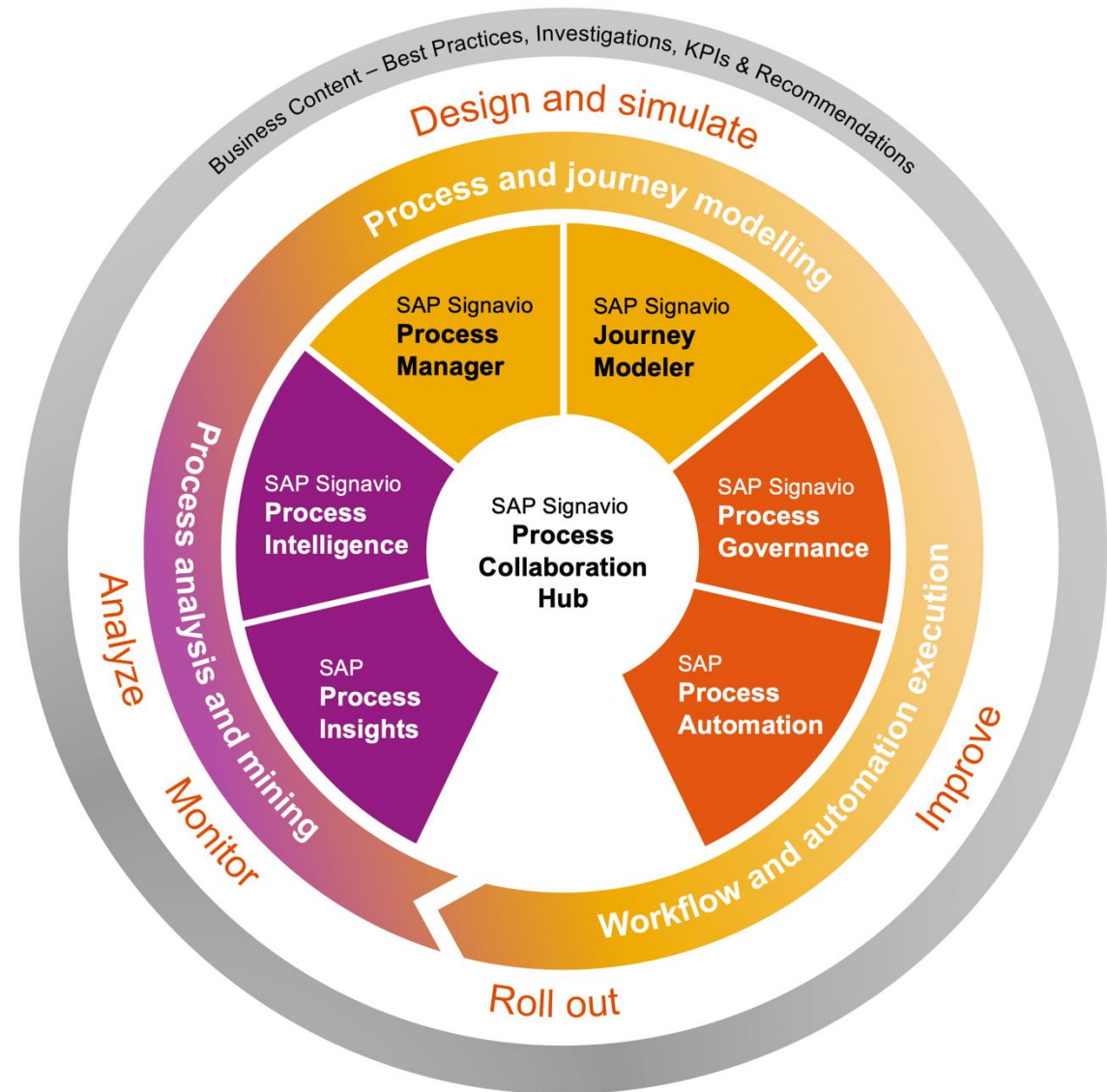
## Main capabilities



# SAP Signavio Process Transformation Suite

## Our offering

A cloud-based  
**process management platform**  
that gives companies  
**the ability to understand, improve, and transform all their business processes** –  
fast and at scale





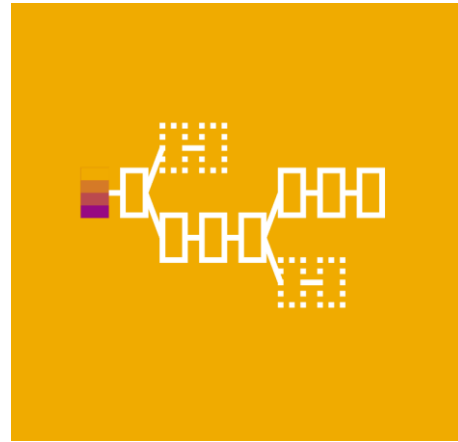
# SAP Signavio Process Transformation Suite

## Main capabilities overview



### Process analysis and mining

End-to-End process analysis for enterprise transformation and operational excellence programs



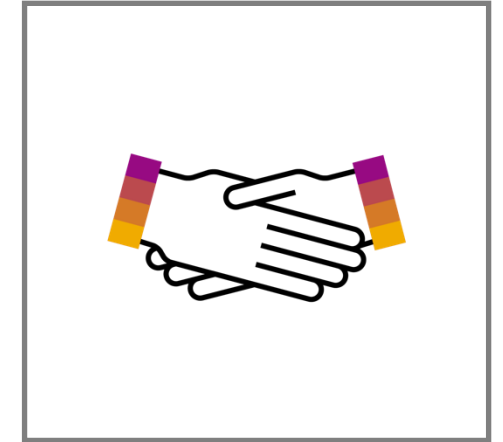
### Process and journey modeling

Standardized process and journey management, simulation and modelling



### Process governance and automated execution

Maintain organizational and regulatory compliance of all regulated processes



### Process collaboration

Stakeholder alignment and active collaboration across departments

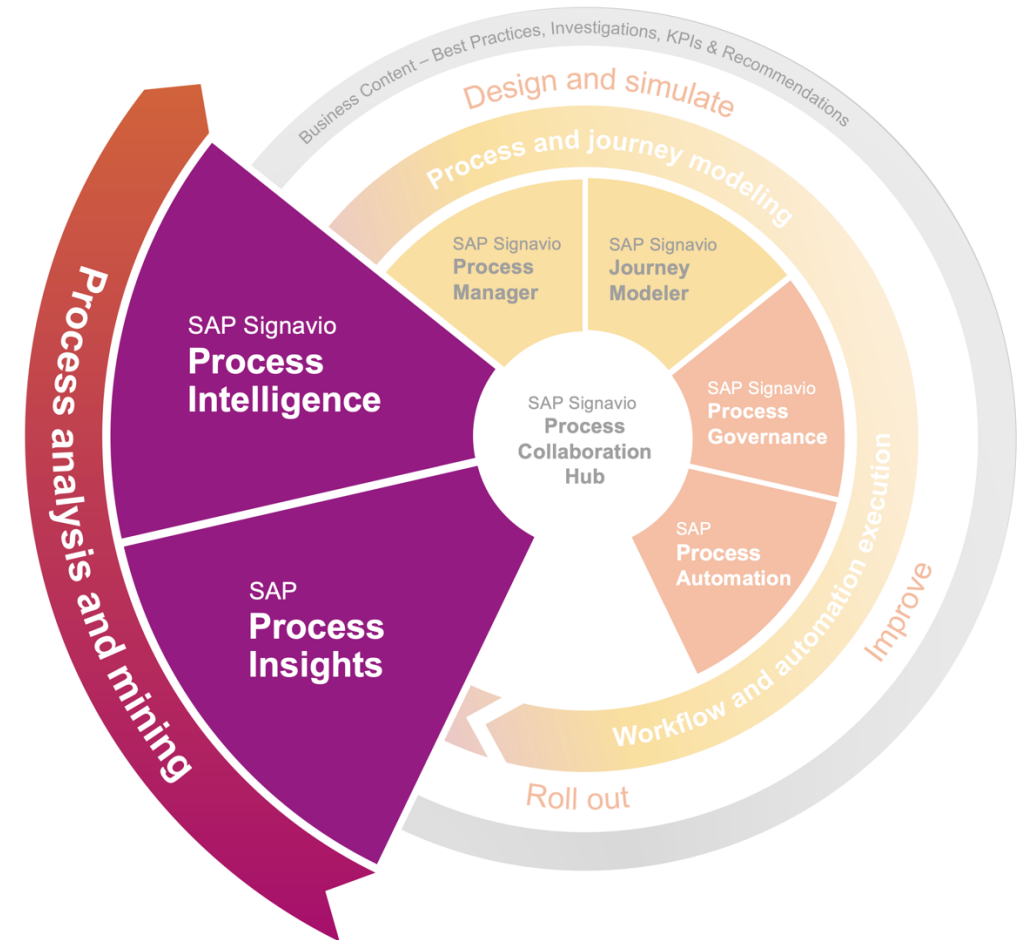
# Process analysis and mining

## Challenges:

- Visibility into actual operations
- Inefficiencies in business processes (delays, long lead times)
- Process compliance
- Understanding where in the process is the root cause problem
- Visibility into areas of improvement

## Benefits:

- Have visibility into the real process execution and process inefficiencies
- Get recommendations for improvements
- Pinpoint improvement potential and drive transformative changes
- Gain visibility into process paths that lead to cumbersome experiences



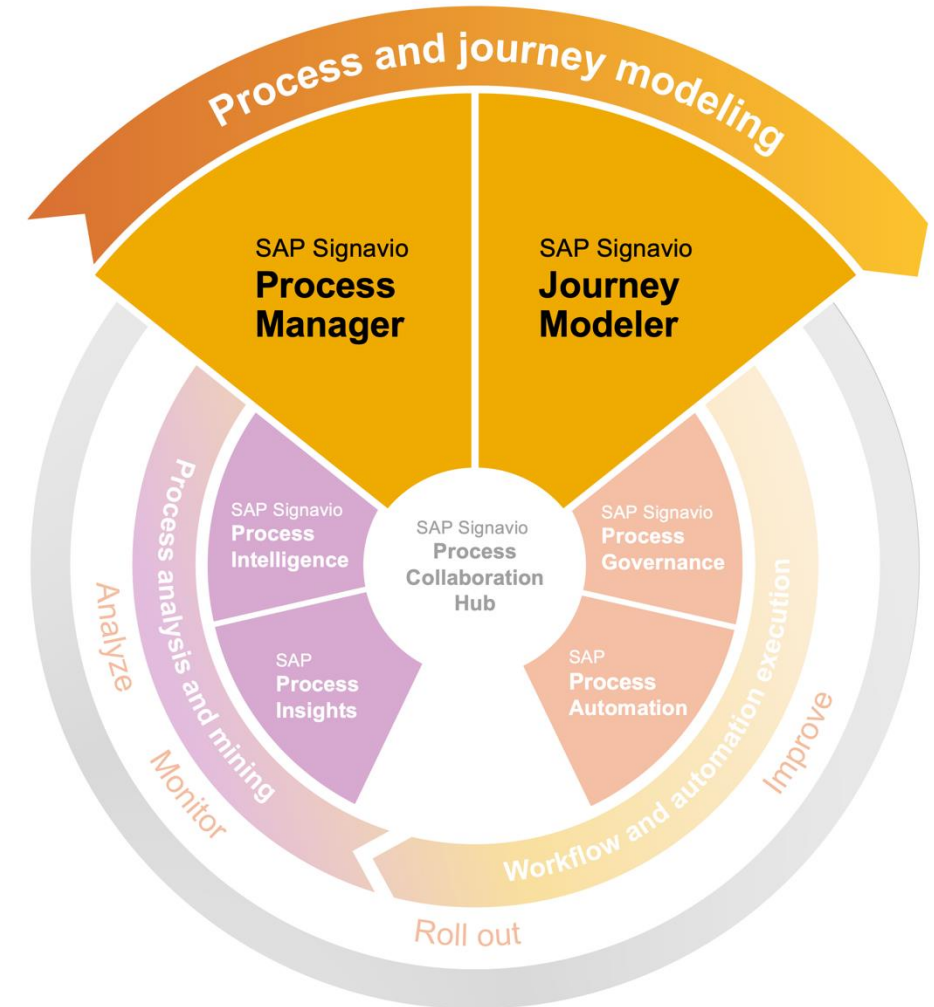
# Process and journey modeling

## Challenges:

- Potential improvements to existing processes to be more efficient and achieve broader alignment across the organization.
- Transparency into various stages of a customer journey and processes that are involved in the steps with least satisfaction.
- Impact of change to the process landscape.
- Confidence that processes are being adhered to in a compliant way.

## Benefits:

- Understand who does what, when and how within a process.
- Identify the inputs and outputs of individual processes.
- Standardize process practice, ensure high-quality of modeling standards, and educate your organization.
- Leverage the wisdom of the crowd and involve key stakeholders in the transformation process.
- Visualize the journeys your customers, suppliers, and employees take and the impact your business processes have on their experience.
- Understand how changes will impact process outcomes using process simulation



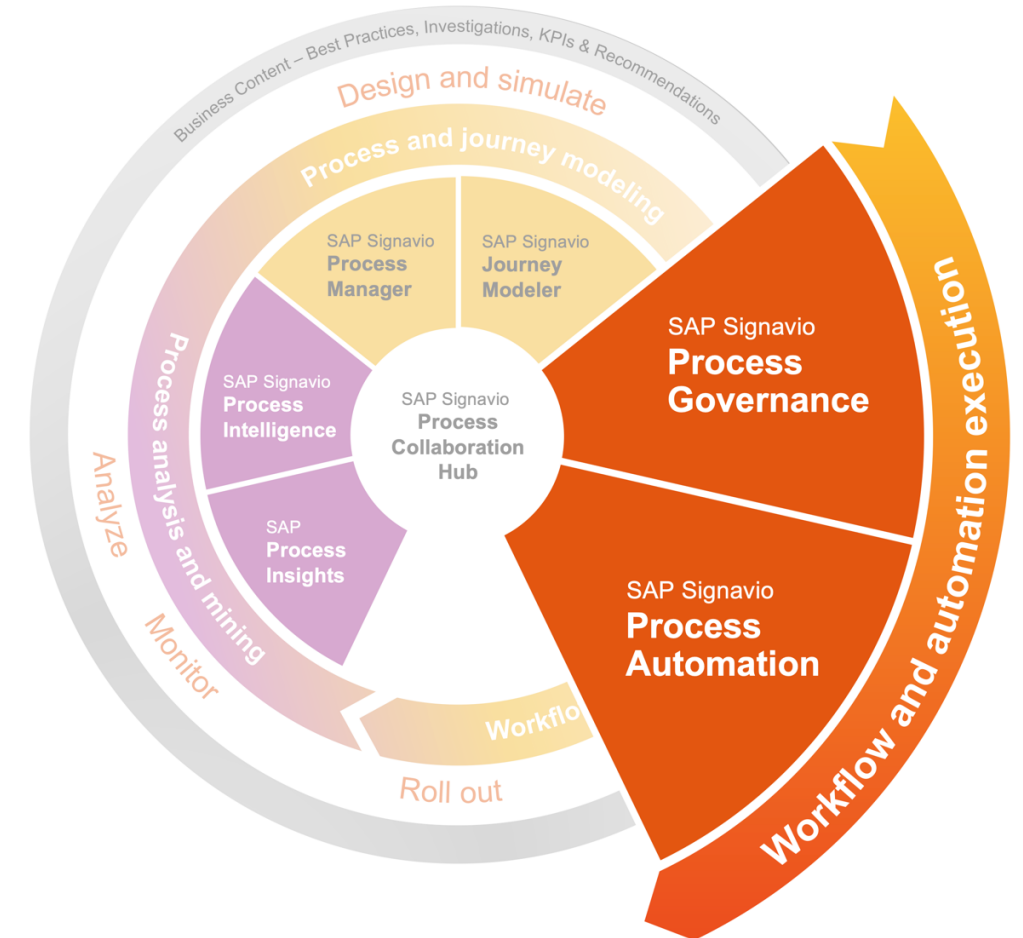
# Process governance and automated execution

## Challenges:

- Definition of overall guidelines of the process management and process control model.
- Compliance with internal and external governance requirements and regulatory needs.
- Transparency into the maturity of a documented business process and the associated risks.
- Error-prone and repetitive manually executed processes.

## Benefits:

- Maintain organizational and regulatory compliance of all documented processes.
- Conform to your governance standards with process approval workflows assigned to key stakeholders on all documented processes.
- Maintain process relevance and maturity with regular process reviews.



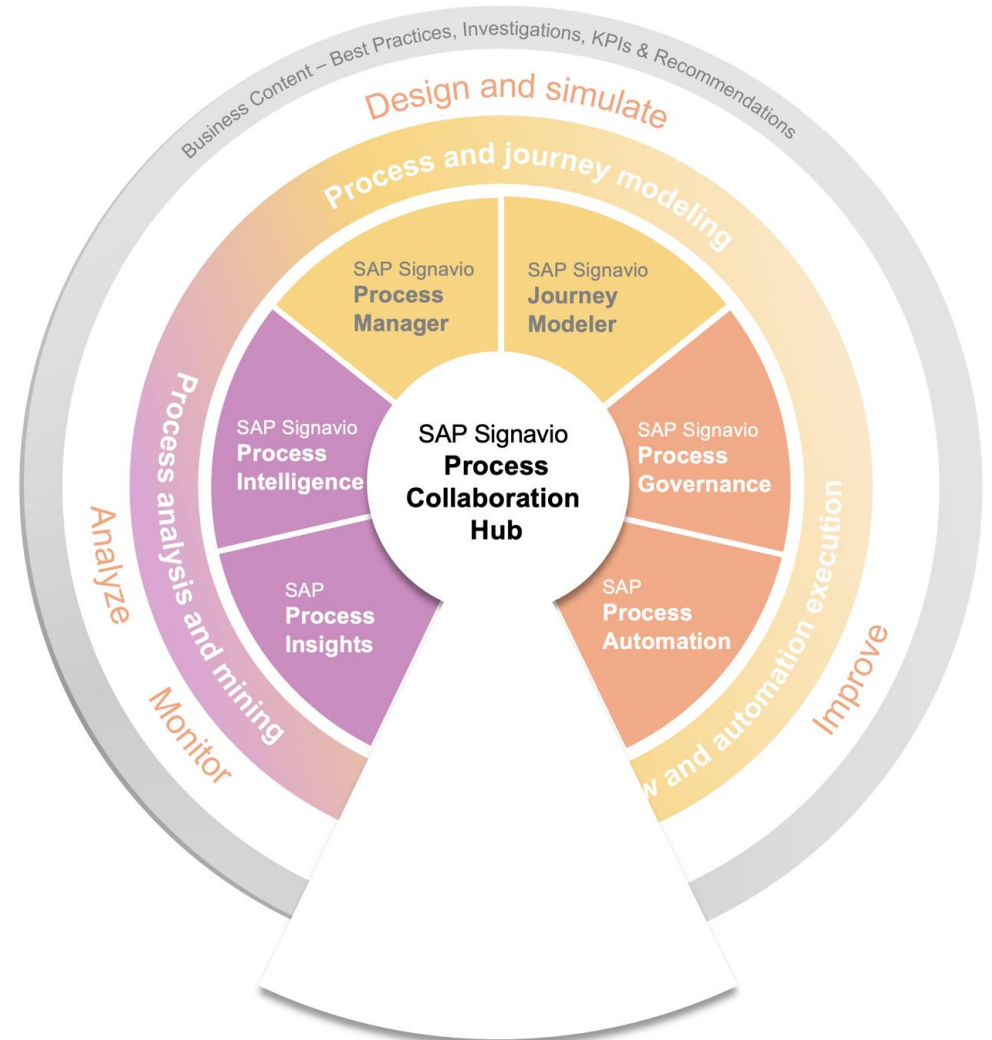
# Process collaboration

## Challenges:

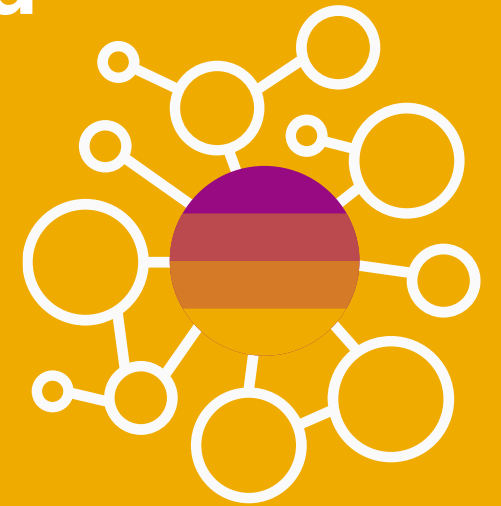
- Lack of visibility into and understanding of company-wide and locally defined processes and best practices.
- Misalignment on crucial transformation activities in the organization.
- Disjointed analysis and identification of local inefficiencies.

## Benefits:

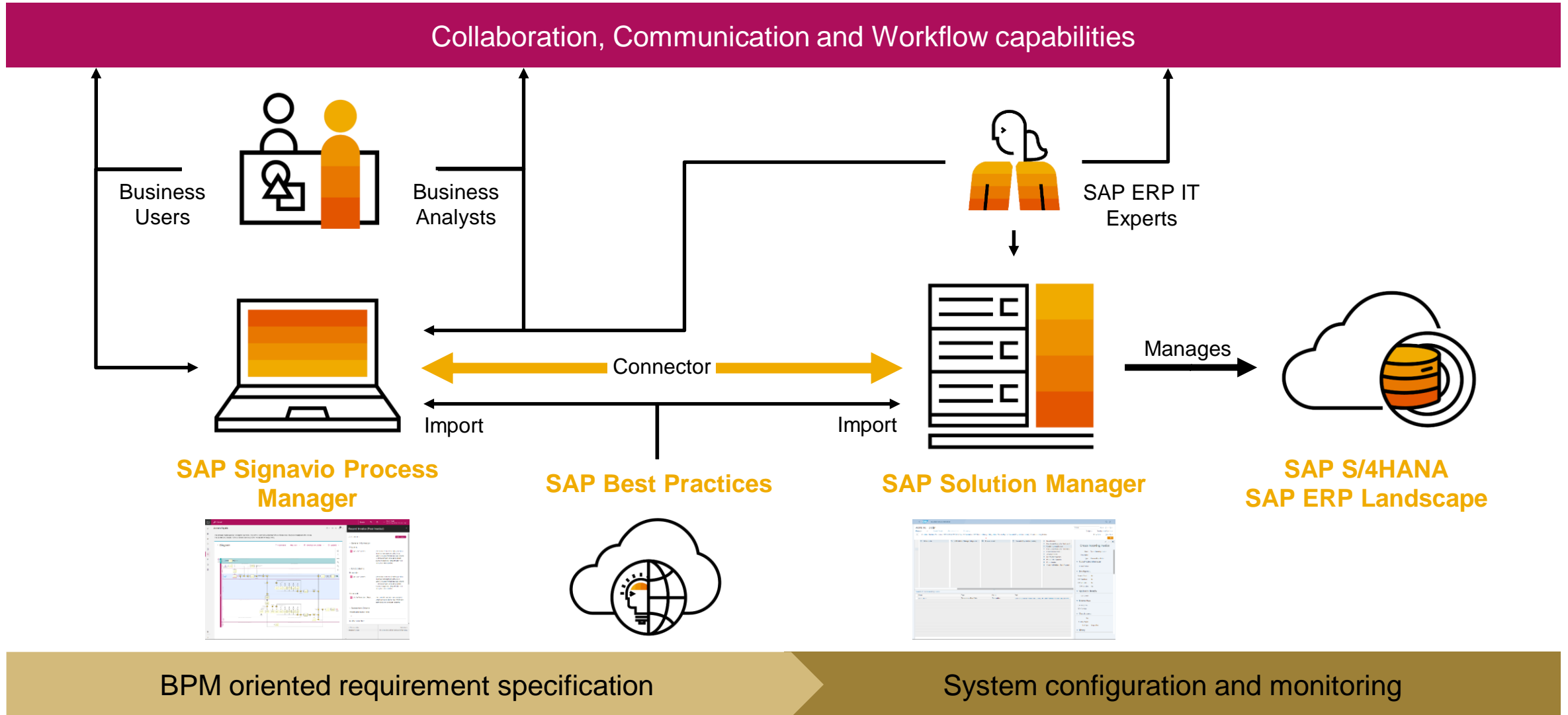
- Utilize published processes to inform and train employees on process execution.
- Align with key stakeholders by sharing process changes and improvements.
- Curate process-related content for specific audiences – such as functions and departments.
- Have full visibility on your entire process landscape.
- Single source of truth for process knowledge.



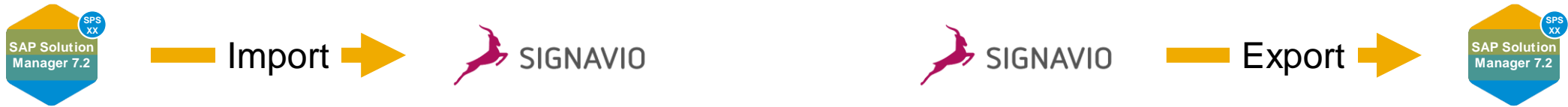
# SAP Signavio Process Transformation Suite Integration into Enterprise Architecture and Application Lifecycle Management



# Integrate SAP Signavio with SAP Solution Manager



# Details of the synchronization between SAP Signavio and SAP Solution Manager

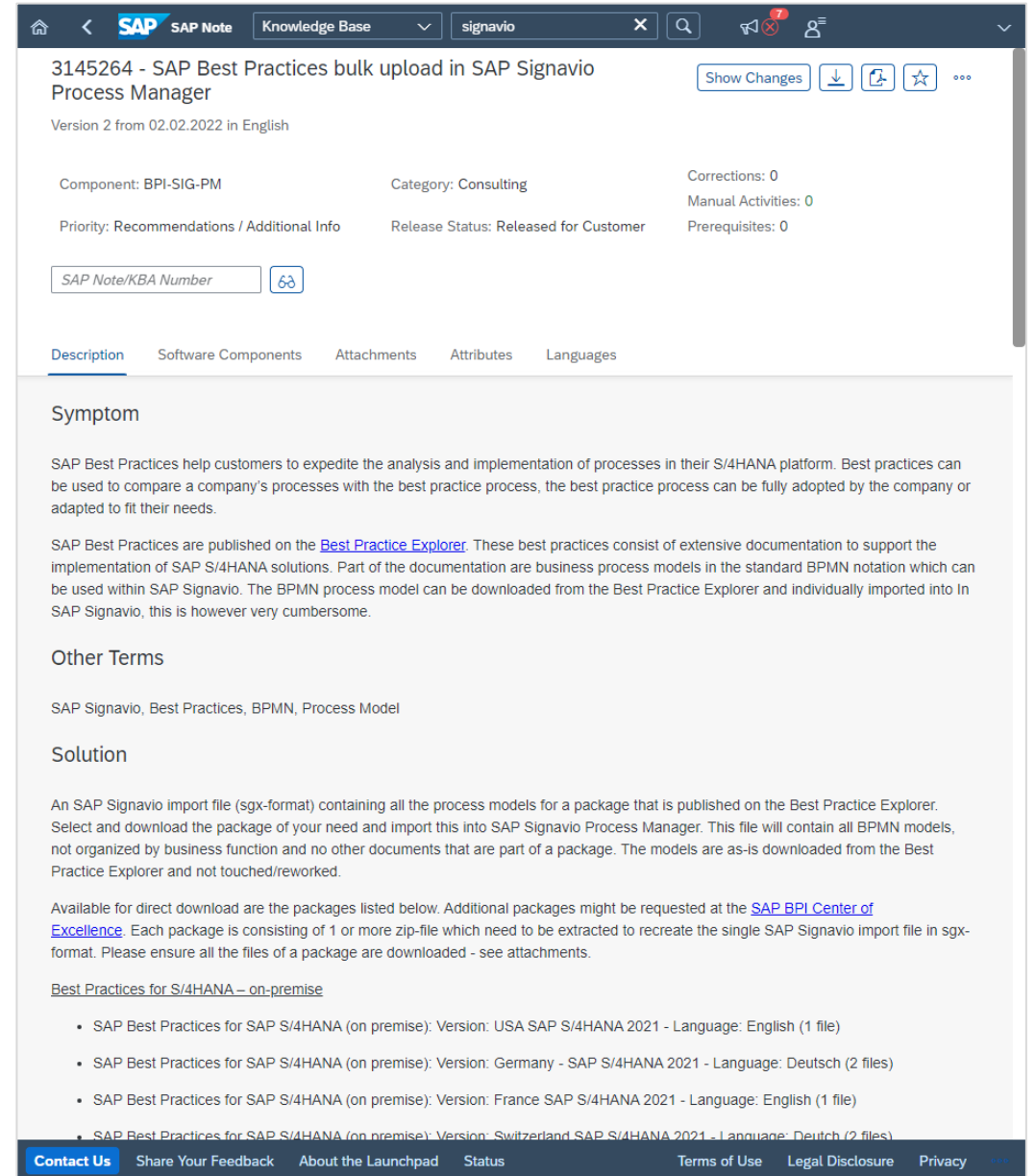


- Executable / Transaction Library as Dictionary entries (for reuse in Process Models)
  - Process Step Library as Dictionary entries (for reuse in Process Models)
  - Copy (aka one-time import) of Folder structure, Scenarios, Processes & Process Steps including Custom Attributes
- Folder structure as in Signavio exported folders
  - Sub-Folders as Scenarios
  - BPMN Diagrams as Processes
  - BPMN Tasks as Process Steps
  - References to Process Steps
  - References to Executables
  - Custom Attributes on Process and Process Steps



# SAP Best Practices

- Leverage SAP Best Practices during a SAP S/4HANA transformation
- Import best practice process models into SAP Signavio Process Manager:
  - Directly via [note](#) instructions
  - Via SAP Solution Manager
- Evaluate best practices with existing process models using SAP Signavio Process Manager



The screenshot shows the SAP Signavio Knowledge Base interface for article 3145264. The article title is "SAP Best Practices bulk upload in SAP Signavio Process Manager". It is version 2, dated 02.02.2022, in English. The component is BPI-SIG-PM, category is Consulting, and release status is "Released for Customer". The article includes a search bar for SAP Note/KBA Number and a list of tabs: Description, Software Components, Attachments, Attributes, and Languages. The main content is under the "Description" tab, which is divided into sections: Symptom, Other Terms, and Solution. The "Symptom" section explains that SAP Best Practices help expedite analysis and implementation. The "Other Terms" section lists "SAP Signavio, Best Practices, BPMN, Process Model". The "Solution" section describes the import file (sgx-format) and provides a list of available packages for direct download, including those for USA, Germany, France, and Switzerland.

3145264 - SAP Best Practices bulk upload in SAP Signavio Process Manager

Version 2 from 02.02.2022 in English

Component: BPI-SIG-PM Category: Consulting Corrections: 0  
Manual Activities: 0

Priority: Recommendations / Additional Info Release Status: Released for Customer Prerequisites: 0

SAP Note/KBA Number

Description Software Components Attachments Attributes Languages

### Symptom

SAP Best Practices help customers to expedite the analysis and implementation of processes in their S/4HANA platform. Best practices can be used to compare a company's processes with the best practice process, the best practice process can be fully adopted by the company or adapted to fit their needs.

SAP Best Practices are published on the [Best Practice Explorer](#). These best practices consist of extensive documentation to support the implementation of SAP S/4HANA solutions. Part of the documentation are business process models in the standard BPMN notation which can be used within SAP Signavio. The BPMN process model can be downloaded from the Best Practice Explorer and individually imported into In SAP Signavio, this is however very cumbersome.

### Other Terms

SAP Signavio, Best Practices, BPMN, Process Model

### Solution

An SAP Signavio import file (sgx-format) containing all the process models for a package that is published on the Best Practice Explorer. Select and download the package of your need and import this into SAP Signavio Process Manager. This file will contain all BPMN models, not organized by business function and no other documents that are part of a package. The models are as-is downloaded from the Best Practice Explorer and not touched/reworked.

Available for direct download are the packages listed below. Additional packages might be requested at the [SAP BPI Center of Excellence](#). Each package is consisting of 1 or more zip-file which need to be extracted to recreate the single SAP Signavio import file in sgx-format. Please ensure all the files of a package are downloaded - see attachments.

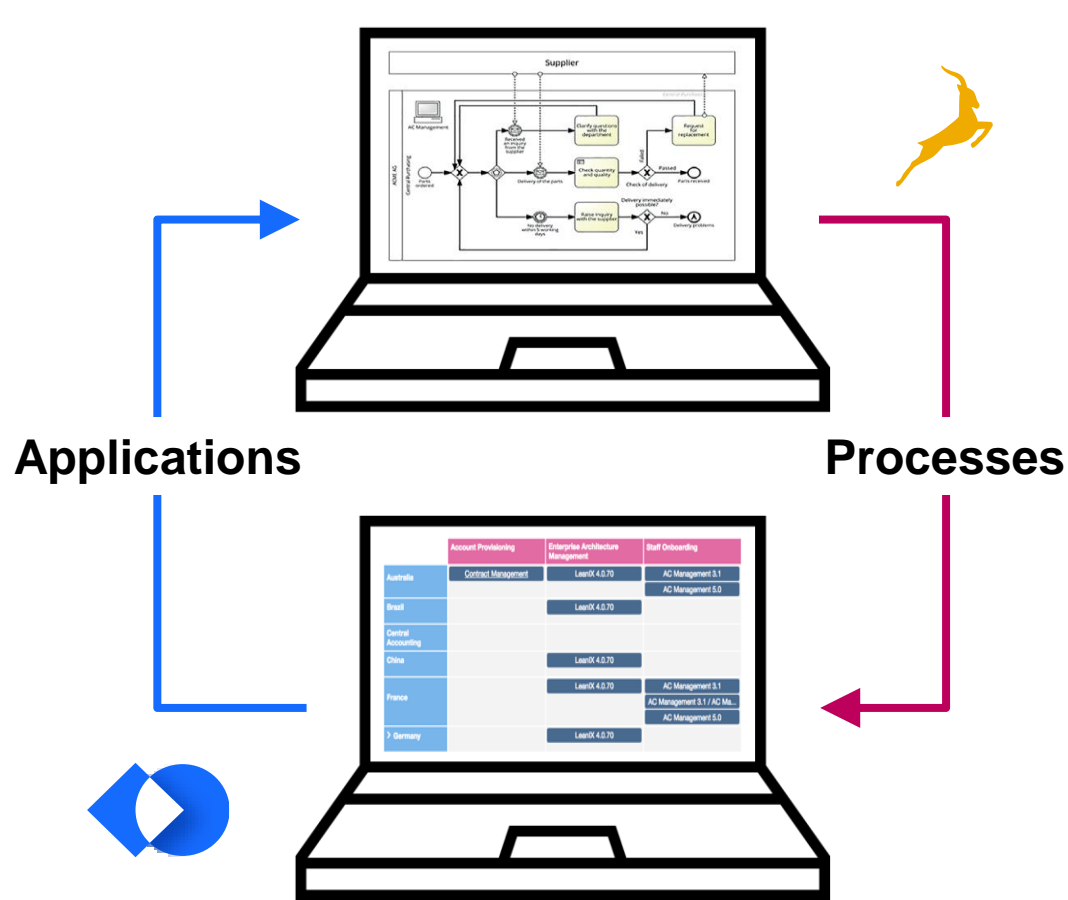
#### Best Practices for S/4HANA – on-premise

- SAP Best Practices for SAP S/4HANA (on premise): Version: USA SAP S/4HANA 2021 - Language: English (1 file)
- SAP Best Practices for SAP S/4HANA (on premise): Version: Germany - SAP S/4HANA 2021 - Language: Deutsch (2 files)
- SAP Best Practices for SAP S/4HANA (on premise): Version: France SAP S/4HANA 2021 - Language: English (1 file)
- SAP Best Practices for SAP S/4HANA (on premise): Version: Switzerland SAP S/4HANA 2021 - Language: Deutsch (2 files)

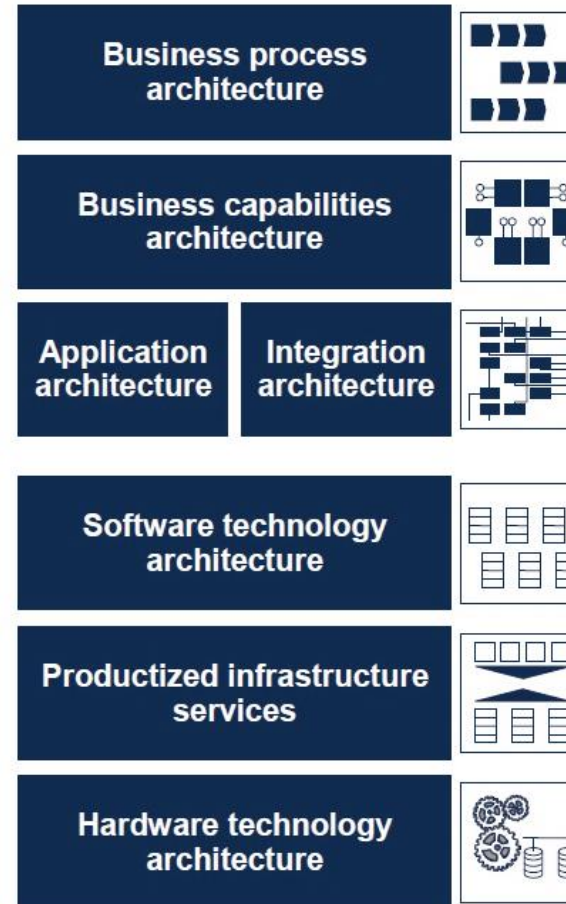
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# Enterprise Architecture Management with LeanIX

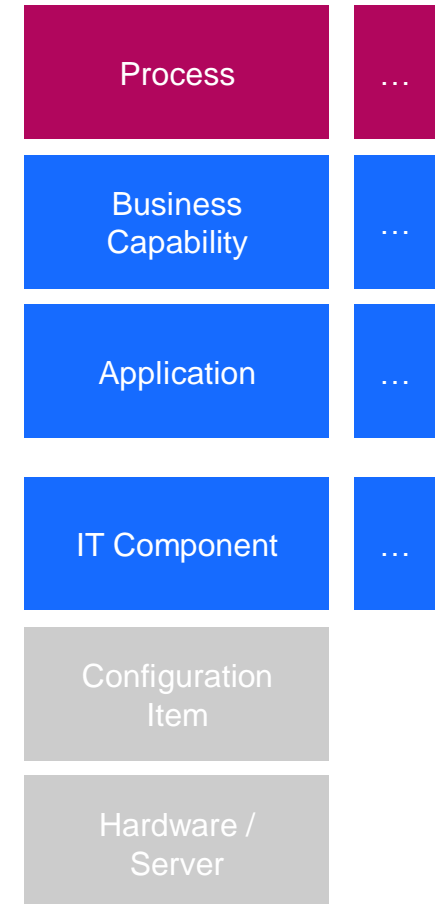
Complementing capabilities and seamless integration between SAP Signavio and LeanIX



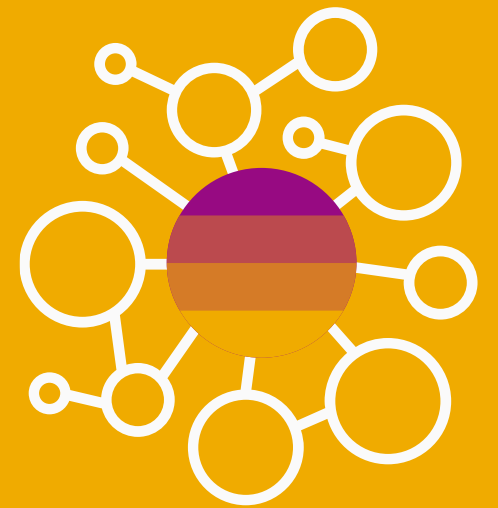
## Architecture Stack



## Key Object



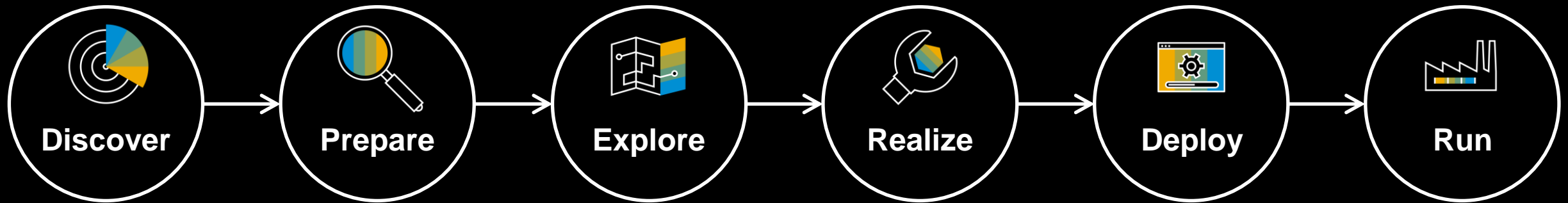
# **SAP Signavio Process Transformation Suite** for enterprise transformations with SAP S/4HANA following SAP Activate



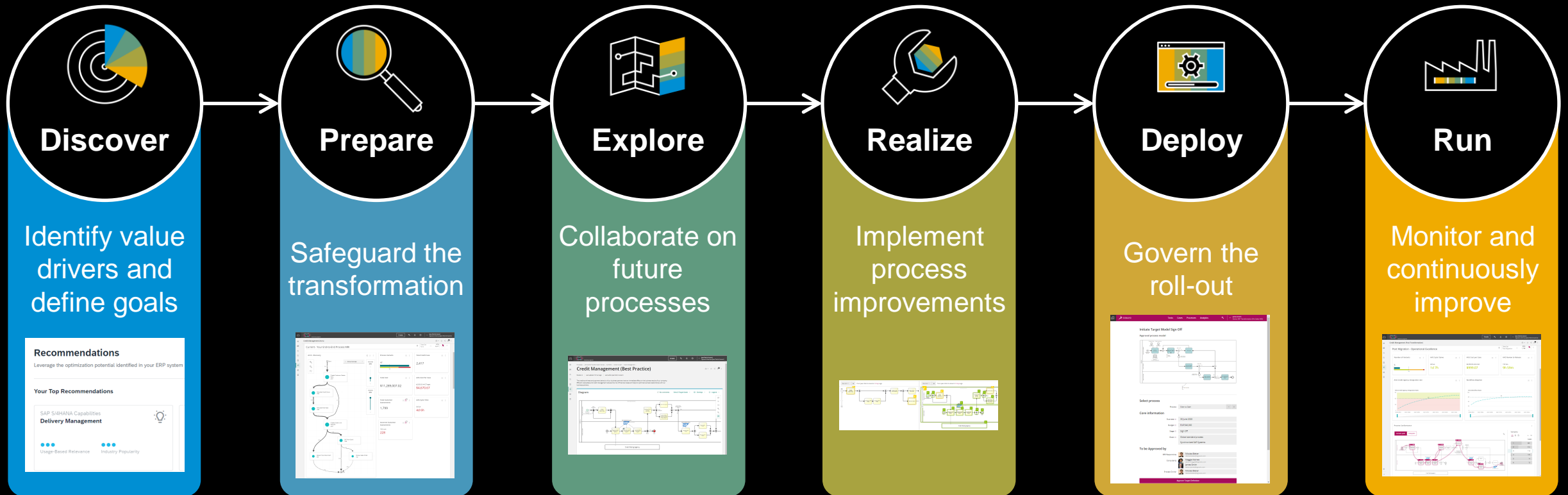
# SAP's transformation methodology SAP Activate is now enhanced with SAP Signavio



**SAP Activate** is the innovation adoption framework that expedites SAP S/4HANA deployments throughout the customer lifecycle.



# Driving your SAP S/4HANA transformation with SAP Signavio



# Driving your SAP S/4HANA transformation based on SAP Activate with BPI

SAP  
ACTIVATE

## Recommendations

Leverage the optimization potential identified in your ERP system

### Your Top Recommendations

SAP S/4HANA Capabilities  
**Delivery Management**



Usage-Based Relevance



Industry Popularity

Discover

Identify value drivers and define goals

Prepare

Safeguard transformation

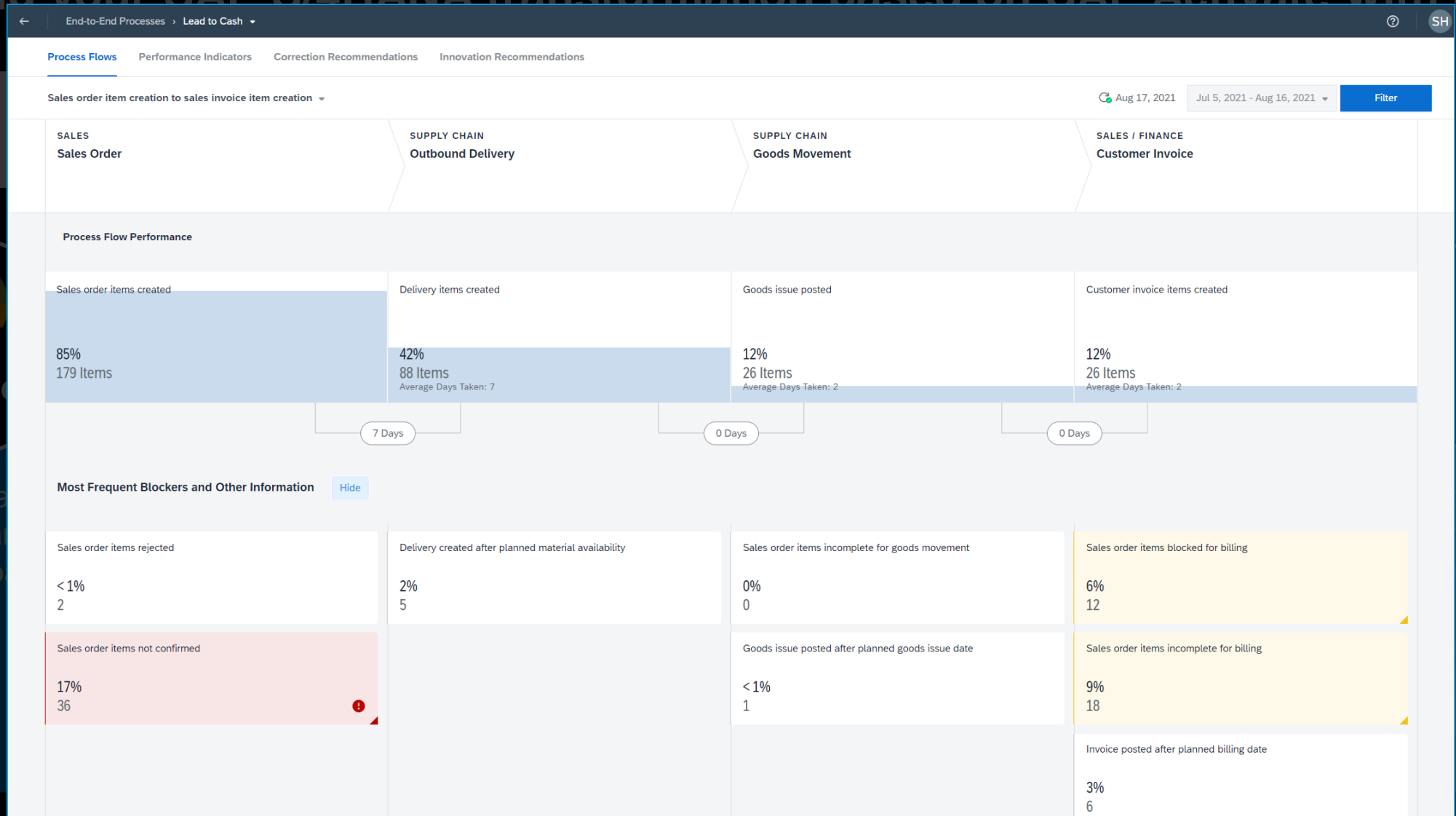
Deploy

Govern the roll-out

Run

Monitor and continuously improve

# Driving your SAP S/4HANA transformation based on SAP Activate with BPI



SAP  
ACTIVATE

Discover

Identify value drivers and define goals

Run

Monitor and continuously improve

# Driving your SAP S/4HANA transformation based on SAP Activate with BPI

The screenshot shows the SAP Process Insights interface. The top navigation bar includes the SAP logo, 'Process Insights', and a breadcrumb trail: 'End-to-End Processes > Lead to Cash'. Below the navigation bar are four tabs: 'Process Flows', 'Performance Indicators' (which is selected), 'Correction Recommendations', and 'Innovation Recommendations'. The main content area is titled 'Performance Indicators: Lead to Cash' and displays a table with the following data:

Performance Indicator	Amount	Unit
Automation rate: Customer invoice clearing	100.00	Percent
Changes in sales documents	0	Changes
Credit memo request item creation to FI-AR item clearing	68	Items
Debit memo request item creation to FI-AR item clearing	37	Items
Delivery items shipped and overdue for billing	175895	Items
Financial documents created	356	Docume...

The left sidebar contains navigation options: 'End-to-End Processes' (selected), 'Lines of Business', 'Company Overview' (with a 'PREVIEW' tag), and 'Activity Viewer' (with a 'PREVIEW' tag). The background of the slide features a dark blue vertical bar on the left with the text 'SAP ACTIVATE', 'Discover', and 'Identify value drivers and define goals'. On the right, there is a circular graphic with the text 'Run' and 'Monitor and continuously improve'.



# Driving your SAP S/4HANA transformation based on SAP Activate with BPI

← End-to-End Processes > Lead to Cash ▾ ? SH

Process Flows Performance Indicators **Correction Recommendations** Innovation Recommendations

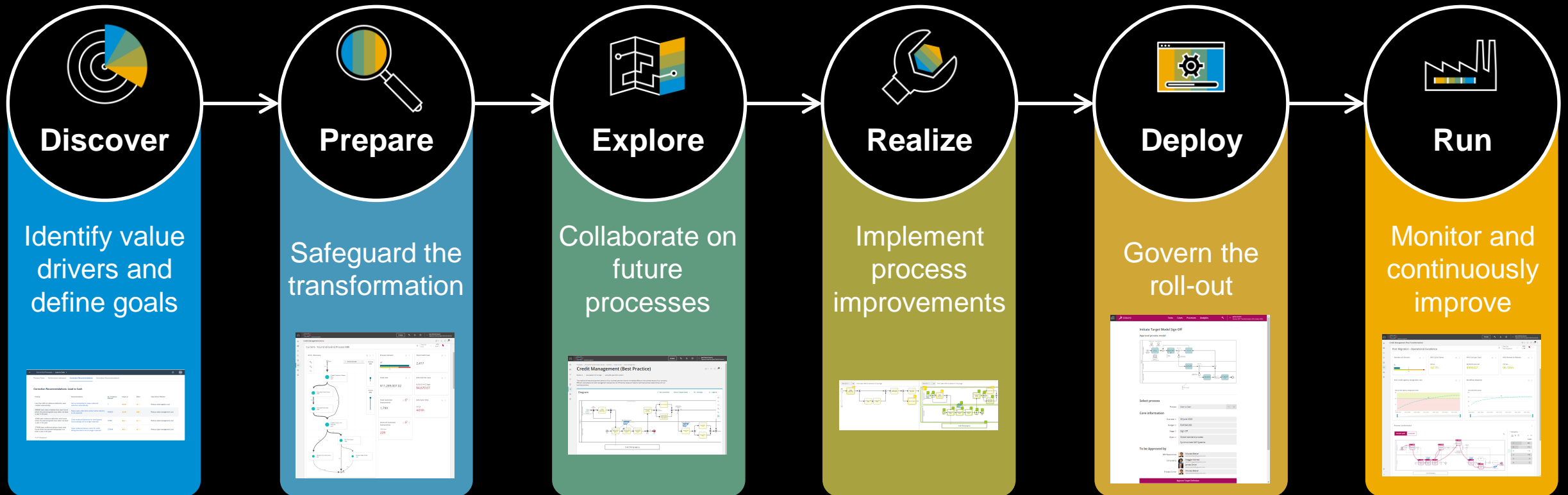
## Correction Recommendations: Lead to Cash

Finding	Recommendation	No. of Objects Affected	Impact	Effort	Value Driver Affected
Less than 30% of outbound deliveries were created automatically.	<a href="#">Set up scheduling to create outbound deliveries automatically</a>	7	■■■	■□□	Reduce total logistics cost
459620 open sales schedule lines were found where the planned goods issue date is at least 1 year in the past.	<a href="#">Reject sales order items where further delivery is not expected</a>	459620	■■■	■■□	Reduce data management cost
17060 open outbound deliveries were found where the planned goods issue date is at least 1 year in the past.	<a href="#">Close outbound deliveries for which goods issue postings are no longer expected</a>	17060	■■□	■□□	Reduce data management cost
175648 open outbound delivery items were found where the planned billing date is at least 1 year in the past.	<a href="#">Close outbound delivery items for which billing documents are no longer expected</a>	175648	■■□	■□□	Reduce data management cost

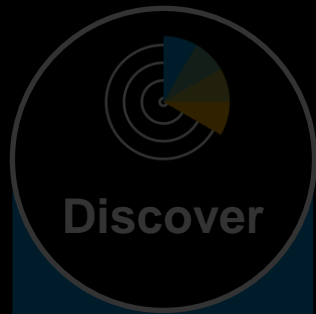
4 of 4 displayed

# Driving your SAP S/4HANA transformation with SAP Signavio

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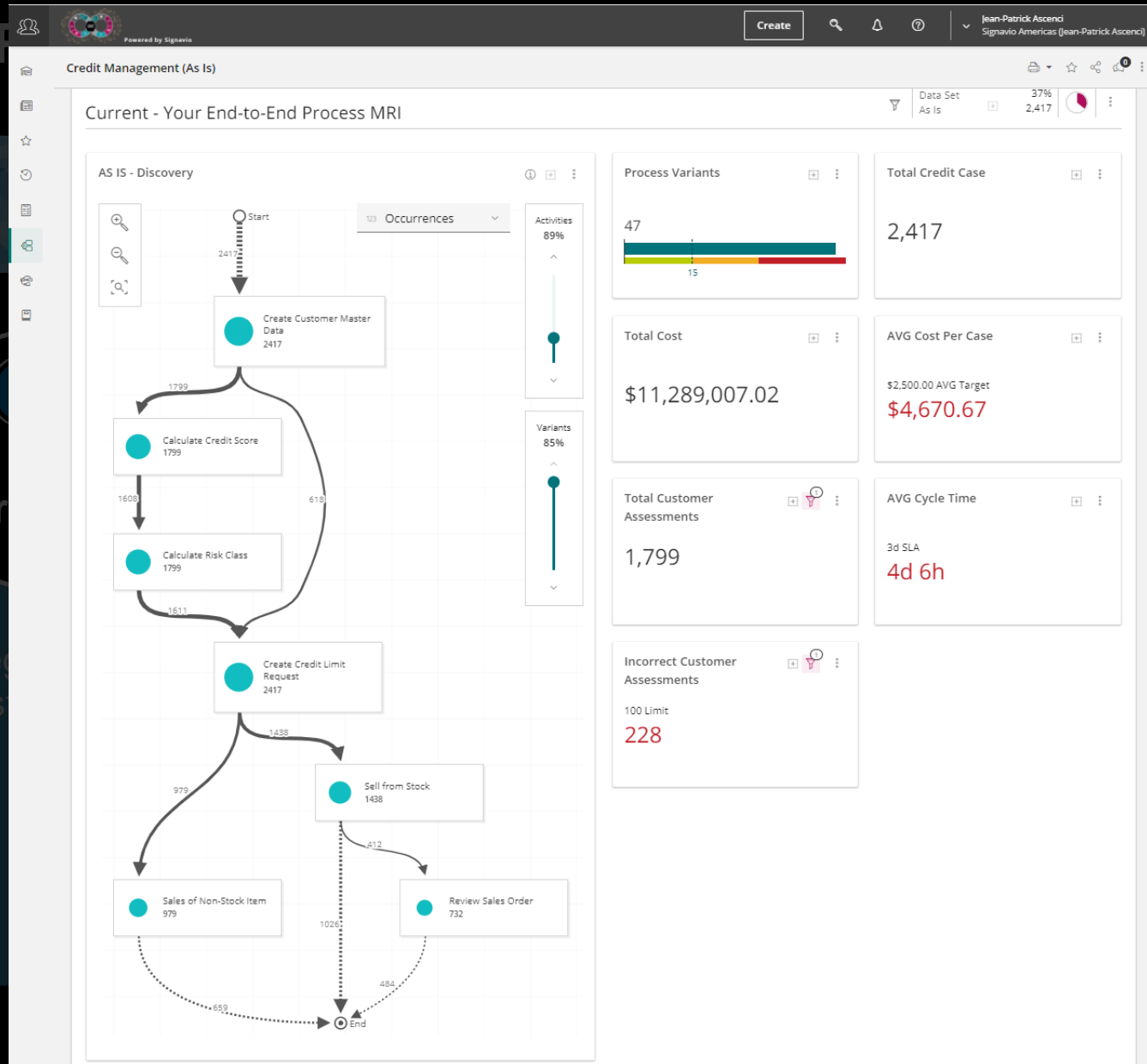
SAP  
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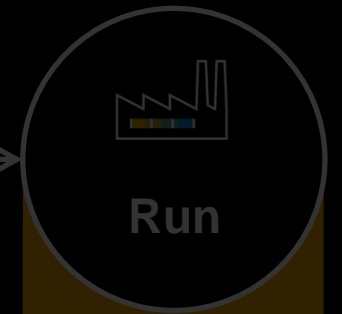
Identify value drivers and define goals



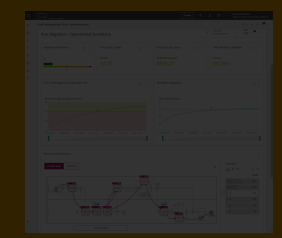
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Monitor and continuously improve



# Driving your SAP S/4HANA transformation based on SAP Activate with BPI

SAP  
ACTIVATE

Discover

Identify value drivers and define goals

Prepare

Safeguard transformation

Process Variants



Generate BPMN

Variants

↓ 123

Cases

1	623
2	384
3	253
4	174
5	165
6	142
7	74
8	72
9	68
10	64
11	49

Apply selection as filter to current chapter

Deploy

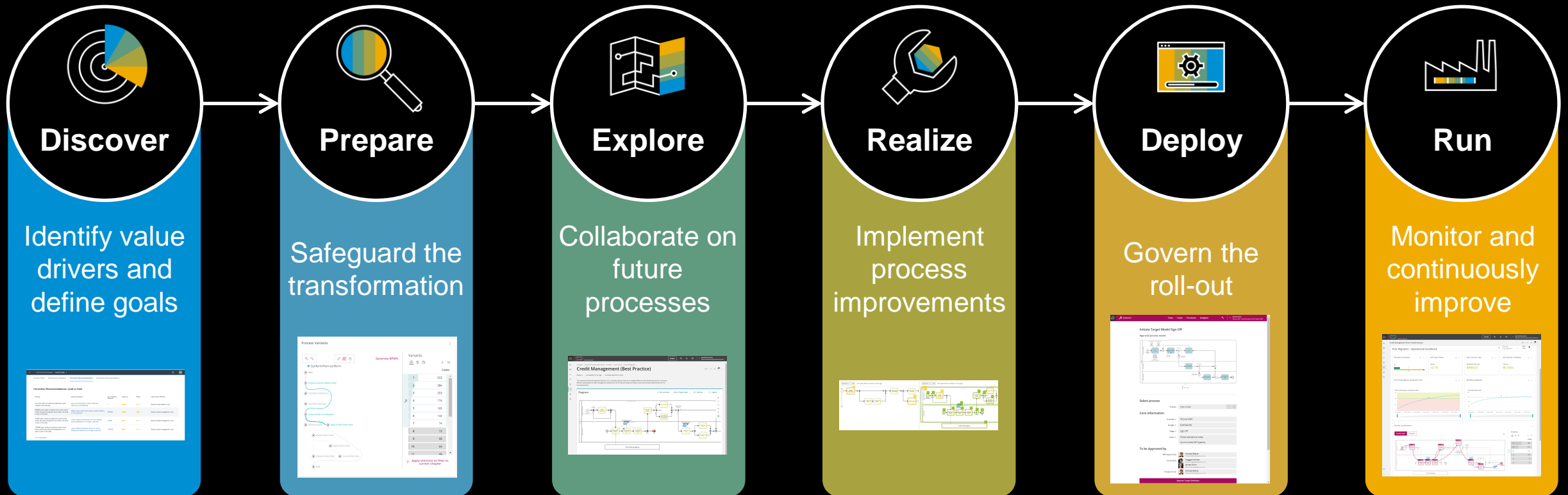
Operationalize the roll-out

Run

Monitor and continuously improve

# Driving your SAP S/4HANA transformation with SAP Signavio

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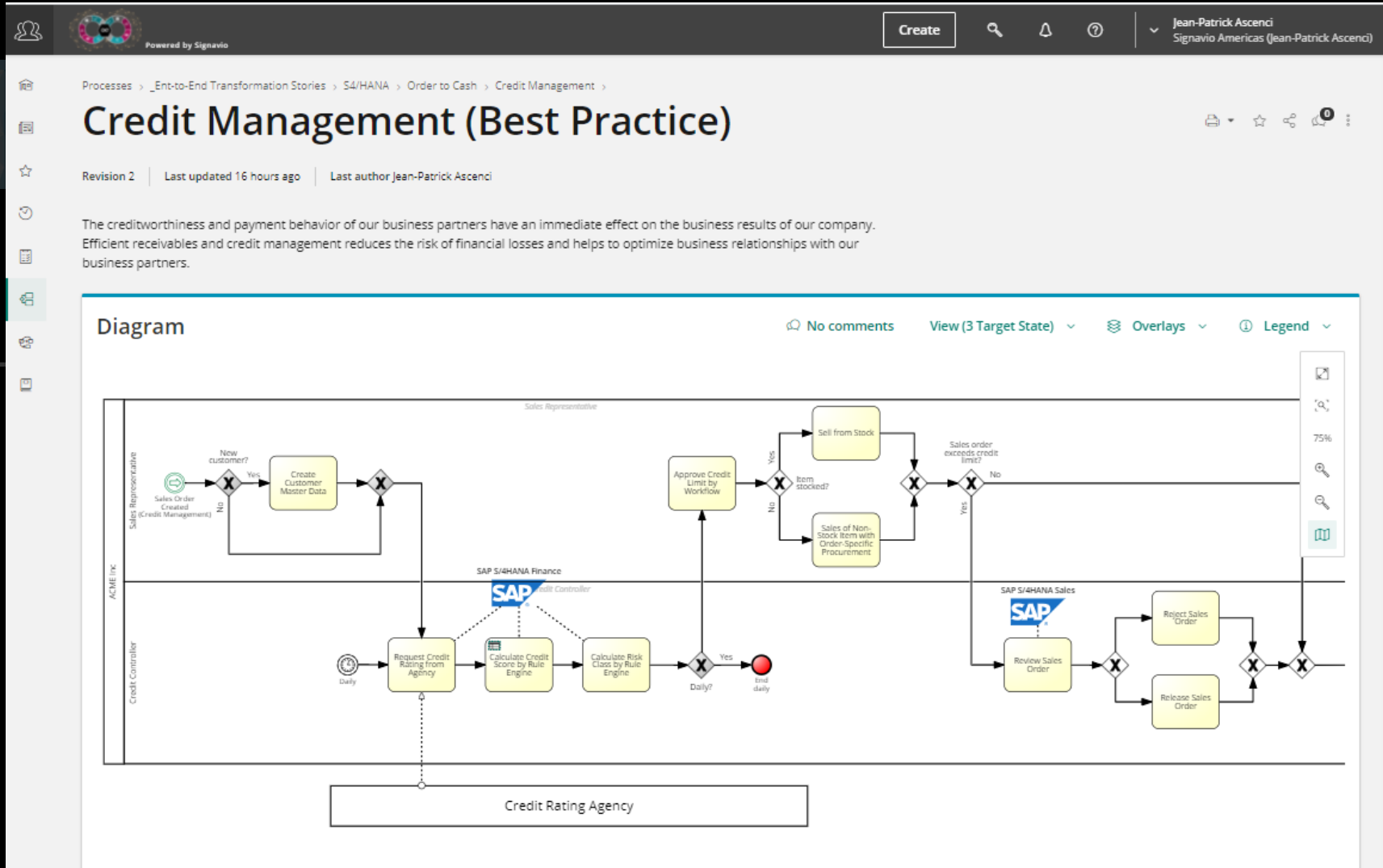


# Driving your SAP S/4HANA transformation based on SAP Activate with BPI

SAP  
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Discover

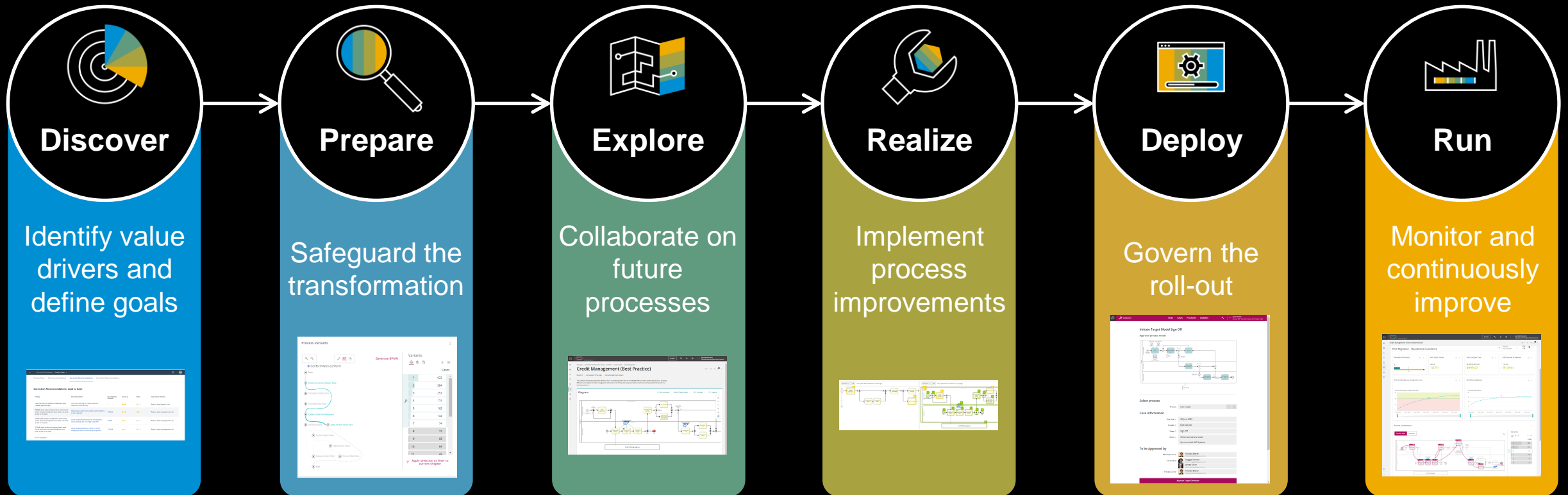
Identify value  
drivers and  
define goals



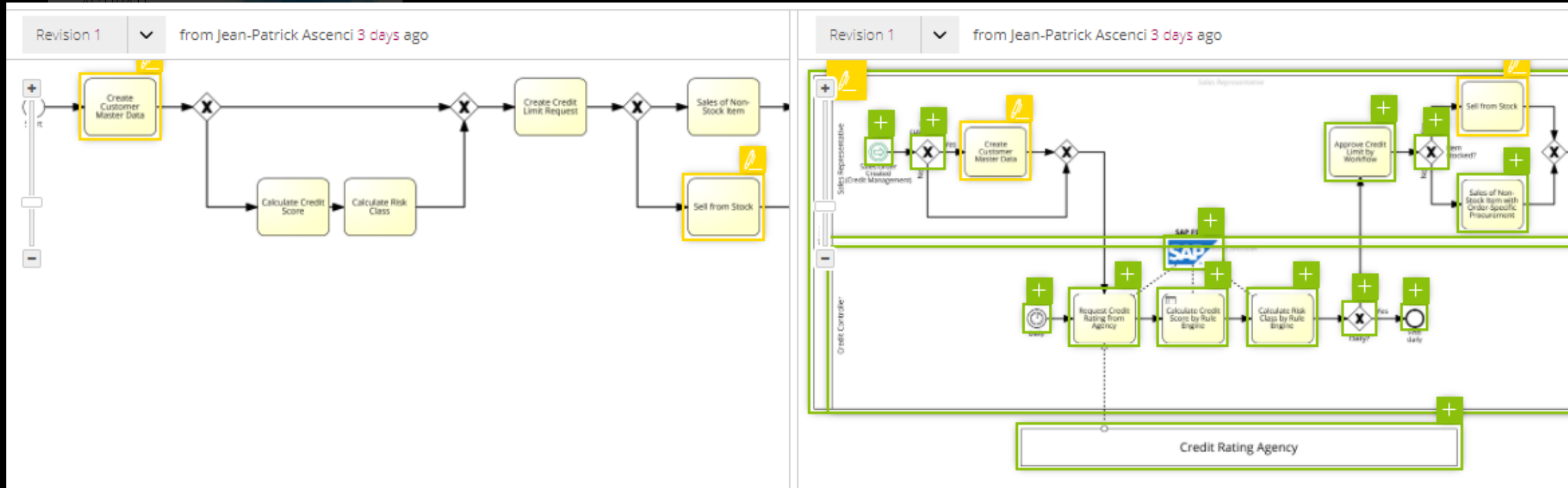
Run

Monitor and  
continuously  
improve

# Driving your SAP S/4HANA transformation based on SAP Activate with BPI



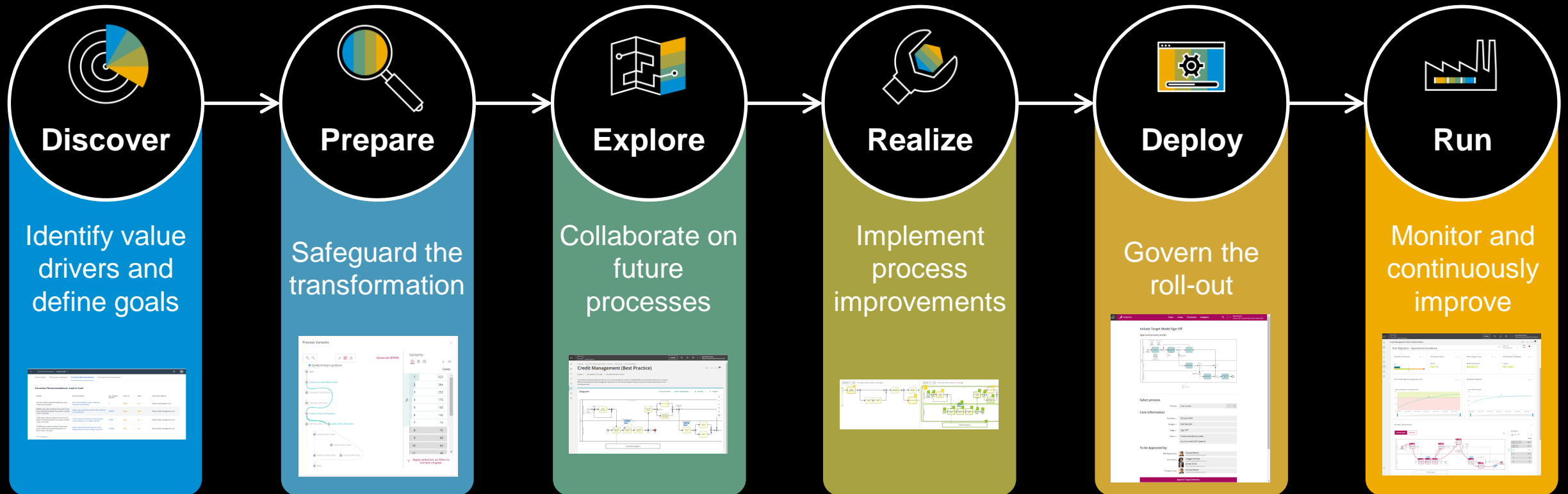
# Driving your SAP S/4HANA transformation based on SAP Activate with BPI





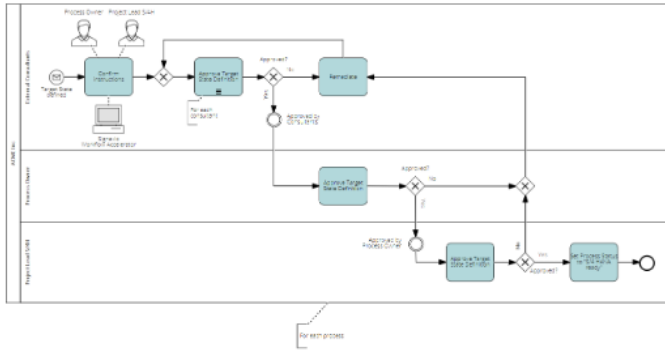
# Driving your SAP S/4HANA transformation with SAP Signavio

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### Initiate Target Model Sign Off

#### Approval process model



#### Select process

Process **Oder to Cash**

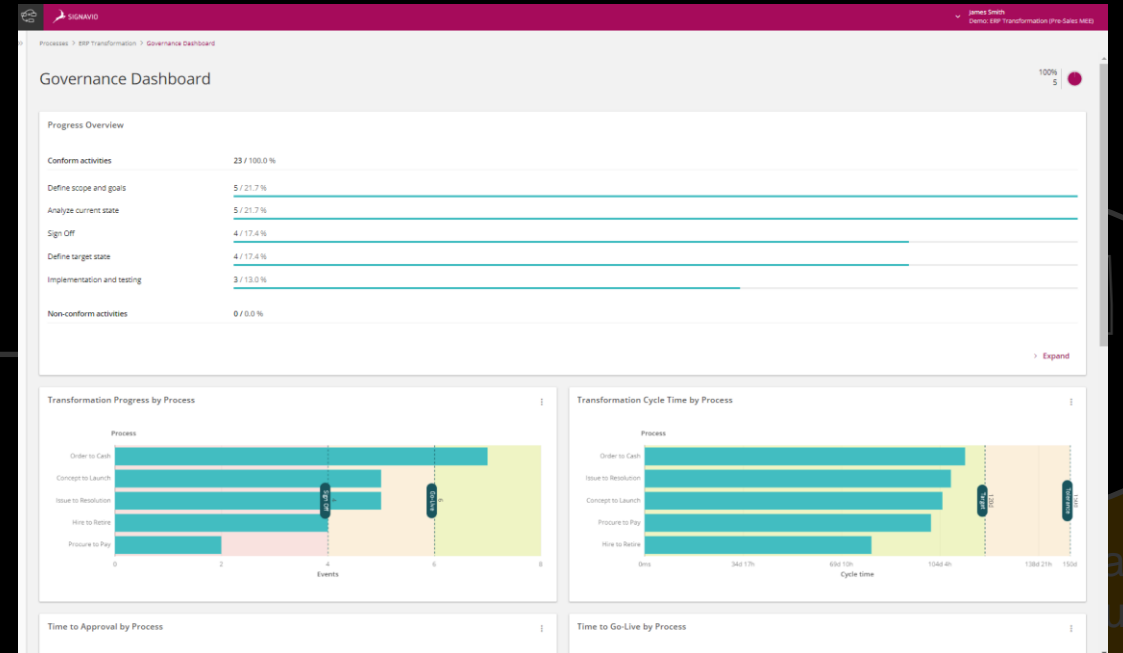
#### Core information

Due date **30 June 2020**  
 Budget **EUR 540,000**  
 Stage **Sign Off**  
 Goals **Global standard process**  
**Synchronized SAP Systems**

#### To be Approved by

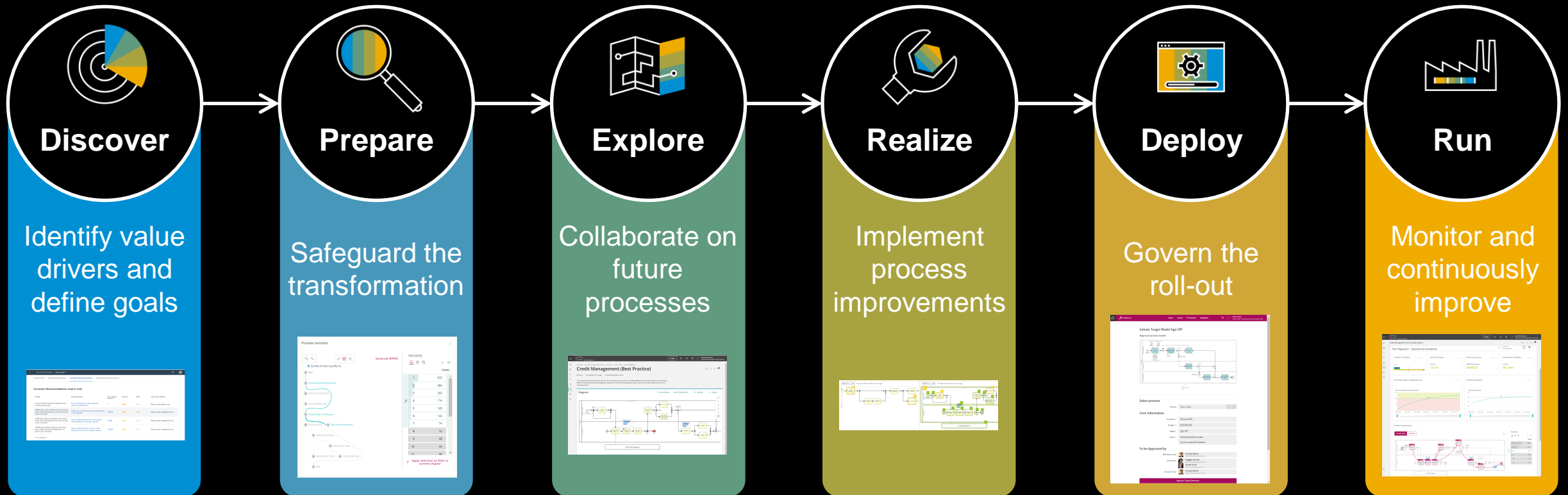
ERP Responsible **Nikolas Bieker**  
 nikolas.bieker@signavio.com  
 Consultants **Maggie Maines**  
 demo+maggie@signavio.com  
**James Smith**  
 demo+james@signavio.com  
 Process Owner **Nikolas Bieker**  
 nikolas.bieker@signavio.com

Approve Target Definition



# Driving your SAP S/4HANA transformation with SAP Signavio

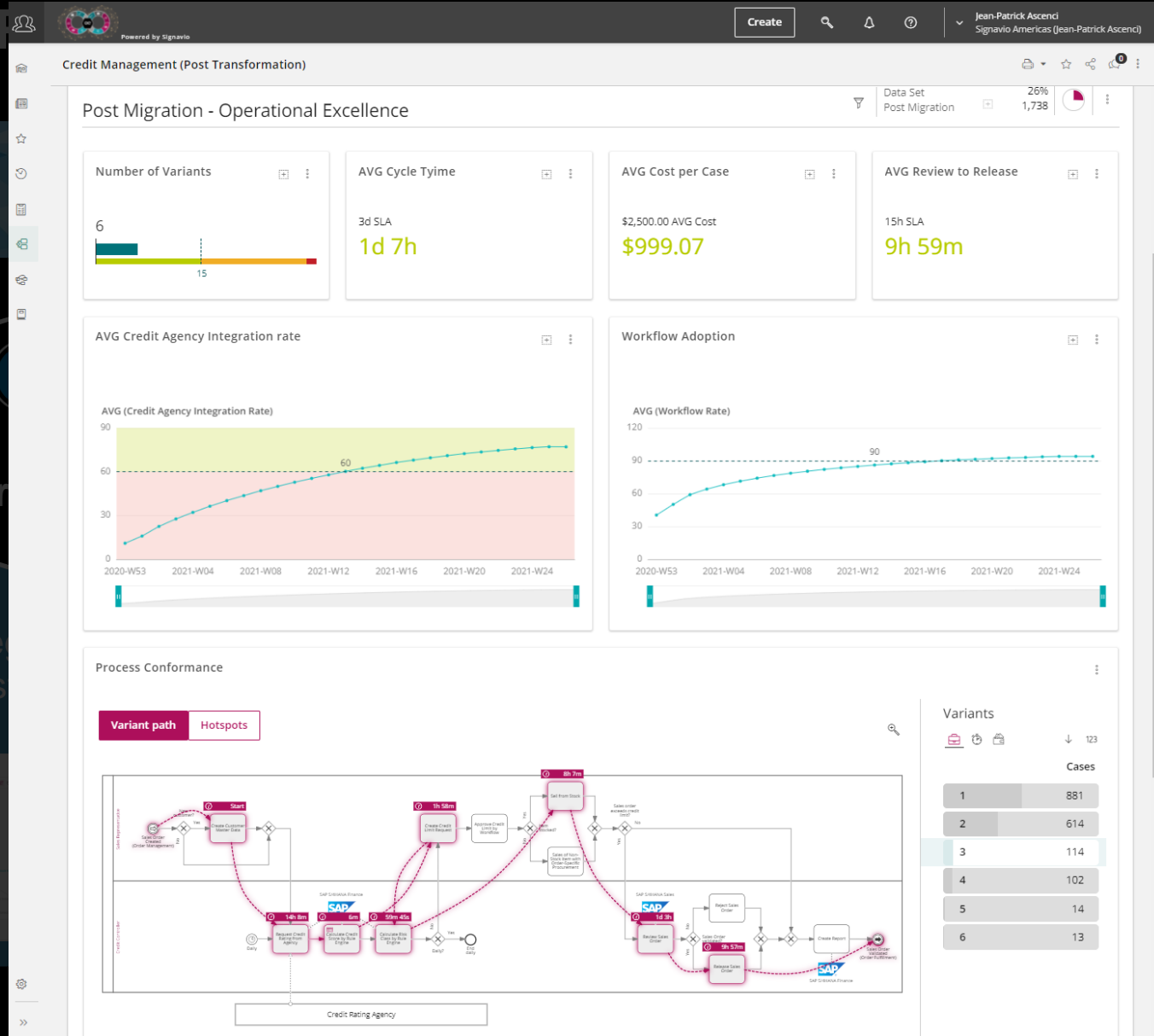
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SAP  
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Discover

Identify value drivers and define goals



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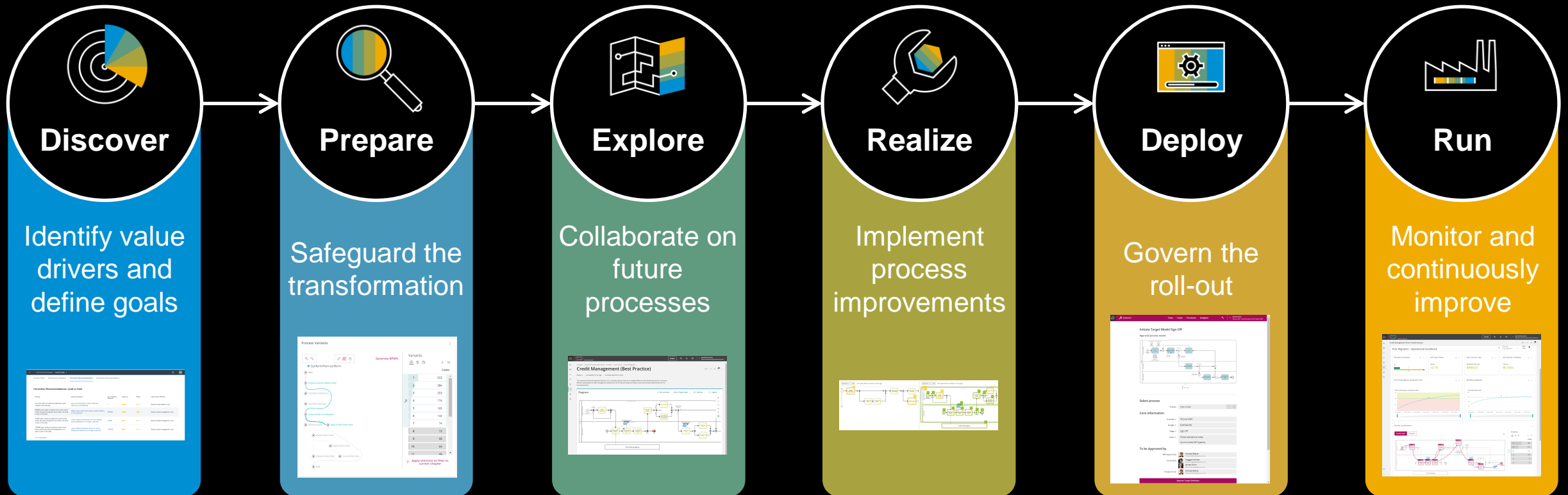
the it

Run

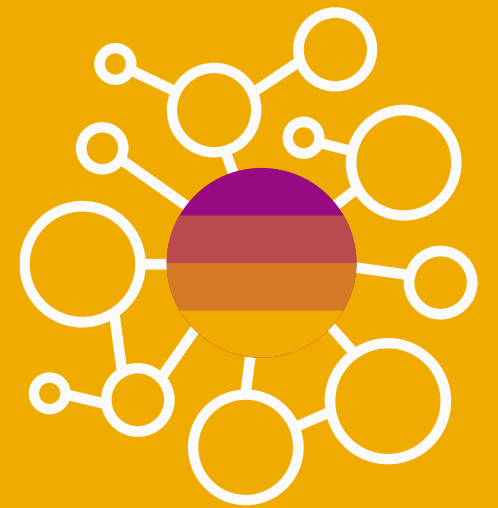
Monitor and continuously improve

# Driving your SAP S/4HANA transformation with SAP Signavio

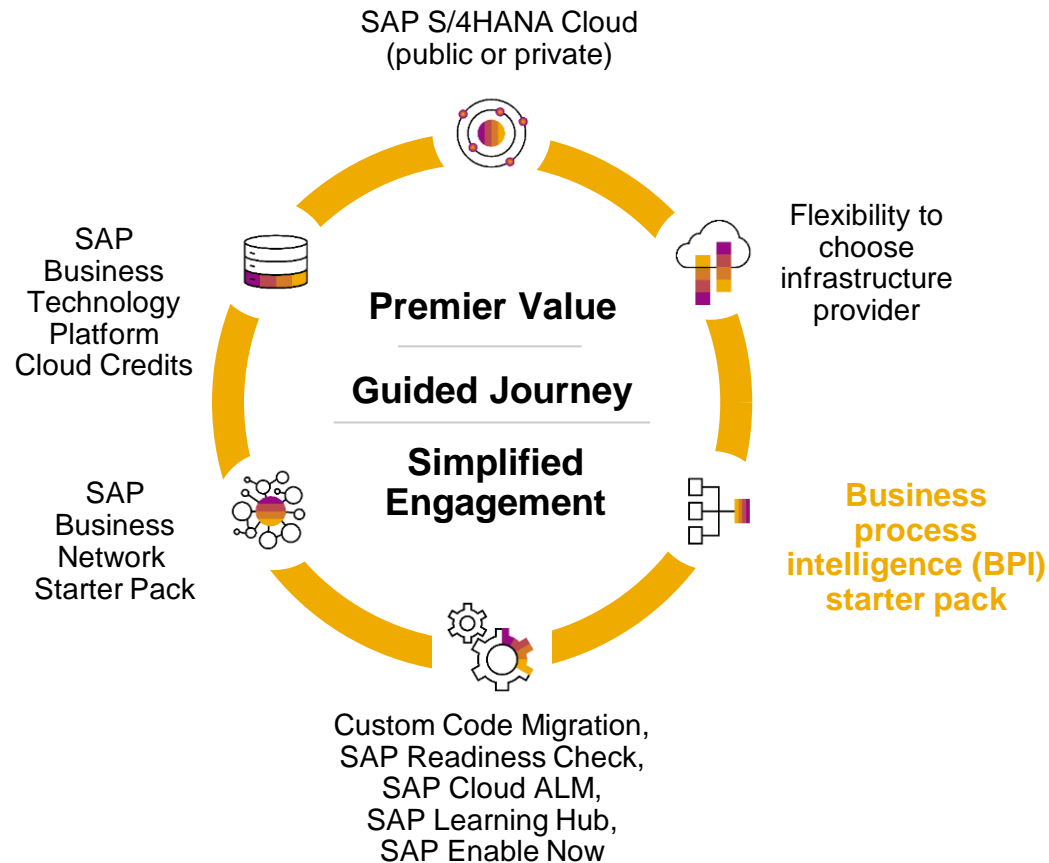
SAP  
ACTIVATE



# RISE and SAP S/4HANA Transformation where to get started



# SAP Signavio Starter Pack included in RISE content and general value



## What is included

- Process Discovery
- SAP Process Insights: 50 GB / one-time load only
- SAP Signavio Process Manager: 3 users
- SAP Signavio Process Collaboration Hub: 10 users

## What is the value

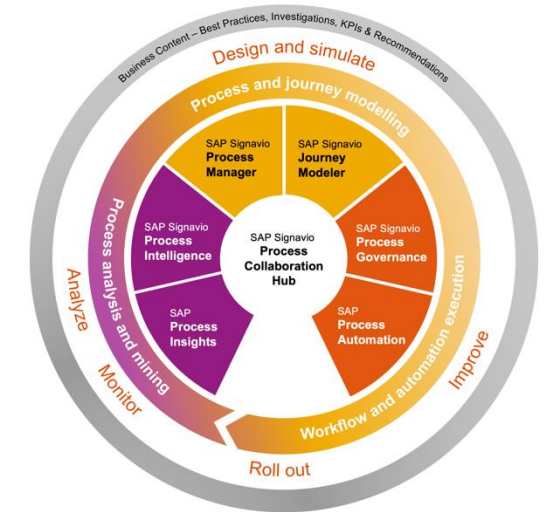
- Use a small sub-set of business process intelligence during your first steps of the RISE with SAP journey evaluating a broader usage (get-to-know, test, decide on use during transformation).
- Identify areas of improvement with SAP S/4HANA

# Where to start your SAP S/4HANA transformation

## Process Discovery for SAP S/4HANA Transformation



## SAP Process Insights for SAP ECC and SAP S/4HANA



## Start with **Process Discovery**<sup>1</sup>

Free of charge

A free tool to help executives get a high-level overview of process performance in the most important areas

Get started here:  
[www.s4hana.com](http://www.s4hana.com)

## **SAP Process Insights** for immediate value

Subscription

Continuous monitoring and improvement of your company's business processes

Preparing your processes for the transformation to SAP S/4HANA

Quick insights leading to quick results

## **SAP Signavio Process Transformation Suite** for full business transformation Subscription

Process design, documentation, and governance

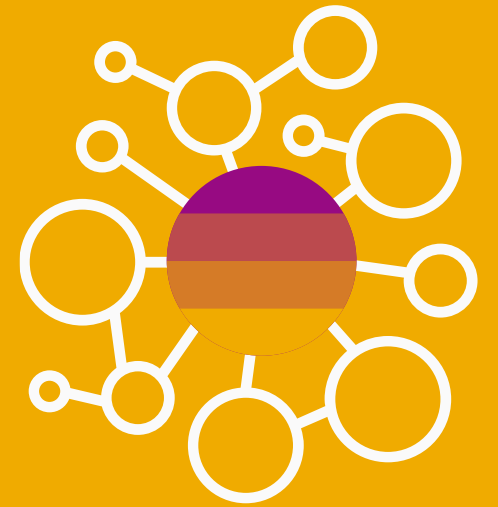
Process mining

Journey modelling

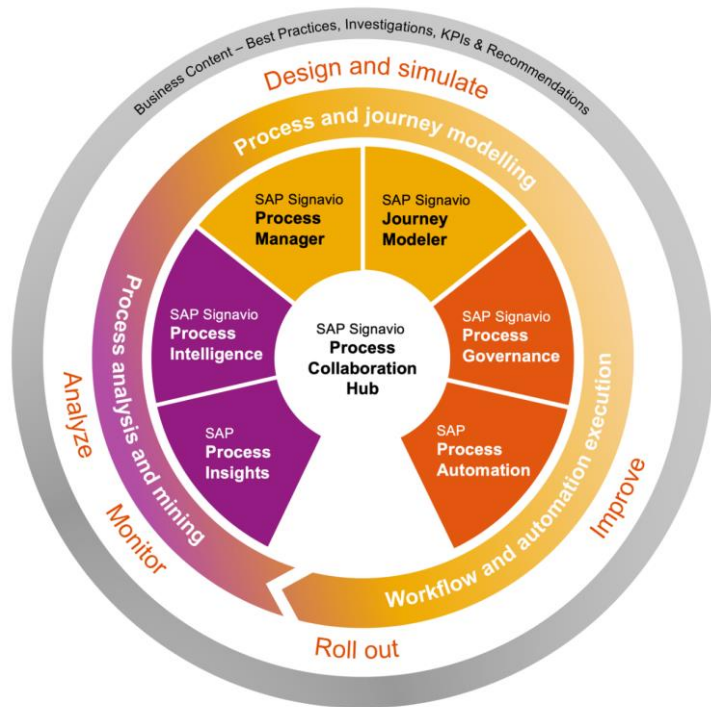
Collaborative business transformation



# In a Nutshell



# Your opportunity: lift your SAP S/4HANA project towards a continuous business transformation with SAP Signavio



1. **Gain executive buy-in for your transformation**  
by facilitating decisions with facts and business-relevant insights
2. **Start improving right away**  
by prioritizing on business critical issues and applying targeted recommendations
3. **Accelerate and de-risk your projects**  
with best practice processes and proven methodologies
4. **Secure the adoption of change**  
through collaboration between decision-makers, business professionals, and IT experts
5. **Drive continuous process excellence**  
with continuous fact-based performance transparency through the BPI toolset

# Thank you

[Wassilios Lolos](#)

Global Vice President, Head of the Center of Excellence

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