



# The Intelligent Enterprise

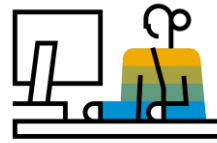
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PUBLIC

# The Digital Era is evolving into The Intelligence Era



**Mainframe & PCs**  
1960s – 1980s



**Client Server & Internet**  
1990s - 2000s



**Cloud, Mobile & Big Data**  
2000s - 2010s



**Intelligent Technologies**  
2010s - 2020s

## ENABLING TECHNOLOGIES

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

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

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

- Machine Learning & Artificial Intelligence
- IoT & Distributed computing
- Blockchain

## CUSTOMER VALUE CREATION

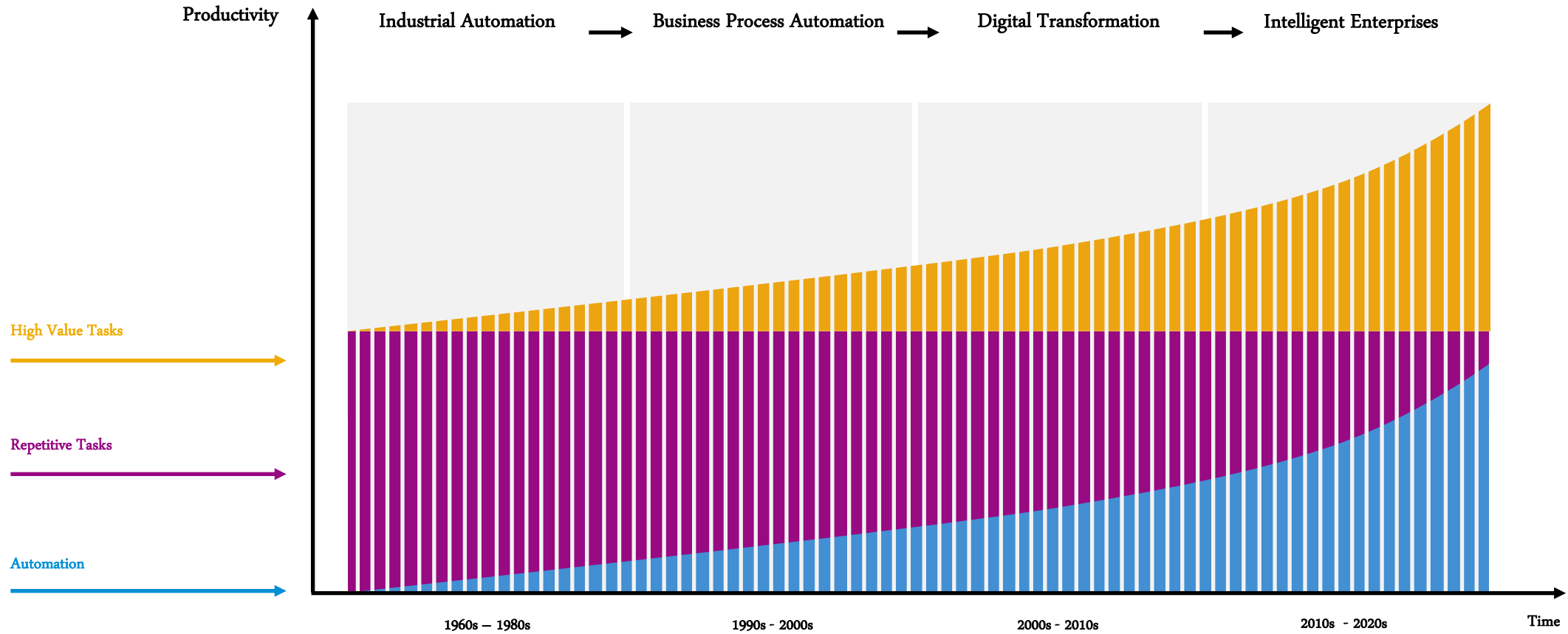
**Industrial Automation**

**Business Process  
Automation**

**Digital Transformation**

**Intelligent Enterprise**

# Intelligent Enterprises elevate employees to focus on higher-value tasks



# Businesses face new challenges amidst digital disruption

*“How do I fund innovation for tomorrow while still running today’s business and delivering profitable growth?”*

- CEO, CFO

*“How can I draw more actionable insights from my enterprise data to help my business partners react faster to new opportunities?”*

- CIO



*“How do we better understand what our consumers really want and how do we deliver the best experience for them?”*

- CMO, CRO, Head of Sales

*“How can we use our data create an engaging employee experience across all groups of employees?”*

- CHRO

# The Intelligent Enterprise Accelerates Value Creation

## Capabilities



### Visibility

the ability to collect and connect data that was previously siloed and recognize unseen patterns



### Focus

the ability to simulate the impact of potential options and direct scarce resources to the areas of maximum impact



### Agility

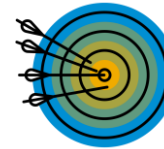
the ability to respond faster to changes in the marketplace or the business and pivot business processes towards the right customer outcomes

## Outcomes



Do more with less and empower employees

through process automation and freeing up people to do more meaningful work



Deliver best-in-class customer experience

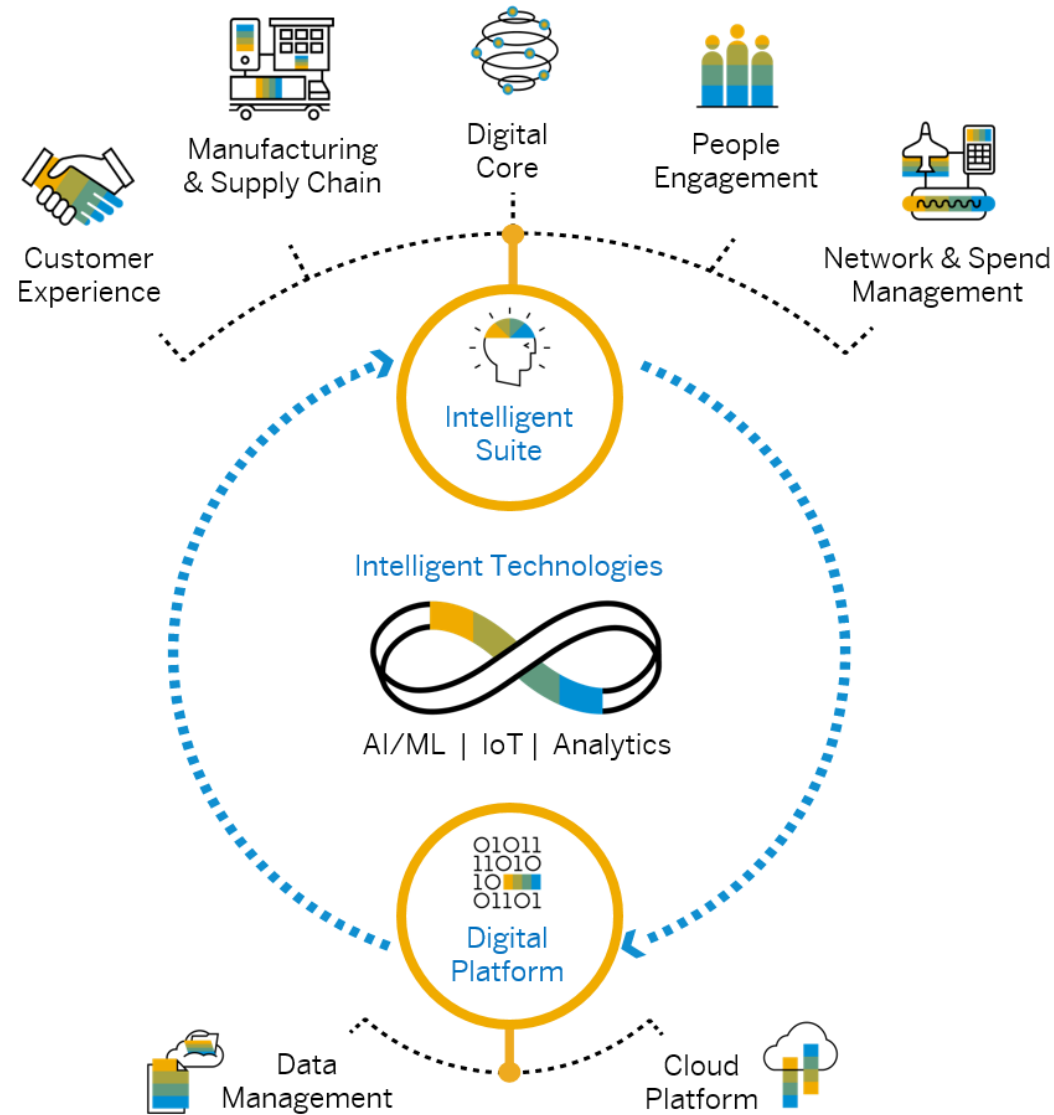
by anticipating and proactively responding to end-customer needs



Invent new business models and revenue streams

by monetizing data-driven capabilities and applying core competencies in new ways

# The Intelligent Enterprise Framework



THE INTELLIGENT ENTERPRISE features **3 KEY COMPONENTS**:

- 1 Intelligent Suite
- 2 Digital Platform
- 3 Intelligent Technologies

# SAP is uniquely positioned to deliver the Intelligent Enterprise



## **Integration End-to-End**

Across the processes that matter most to your business



## **Industry Expertise**

To help make sense of your data in the context of your business.



## **Intelligence Embedded**

Directly into core solutions as part of our standard roadmap

# Thank you.

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