



Customer Council

SAP Business ByDesign – Highlights & Outlook

Rainer Zinow, Stefanie Hager, SAP
July, 2019

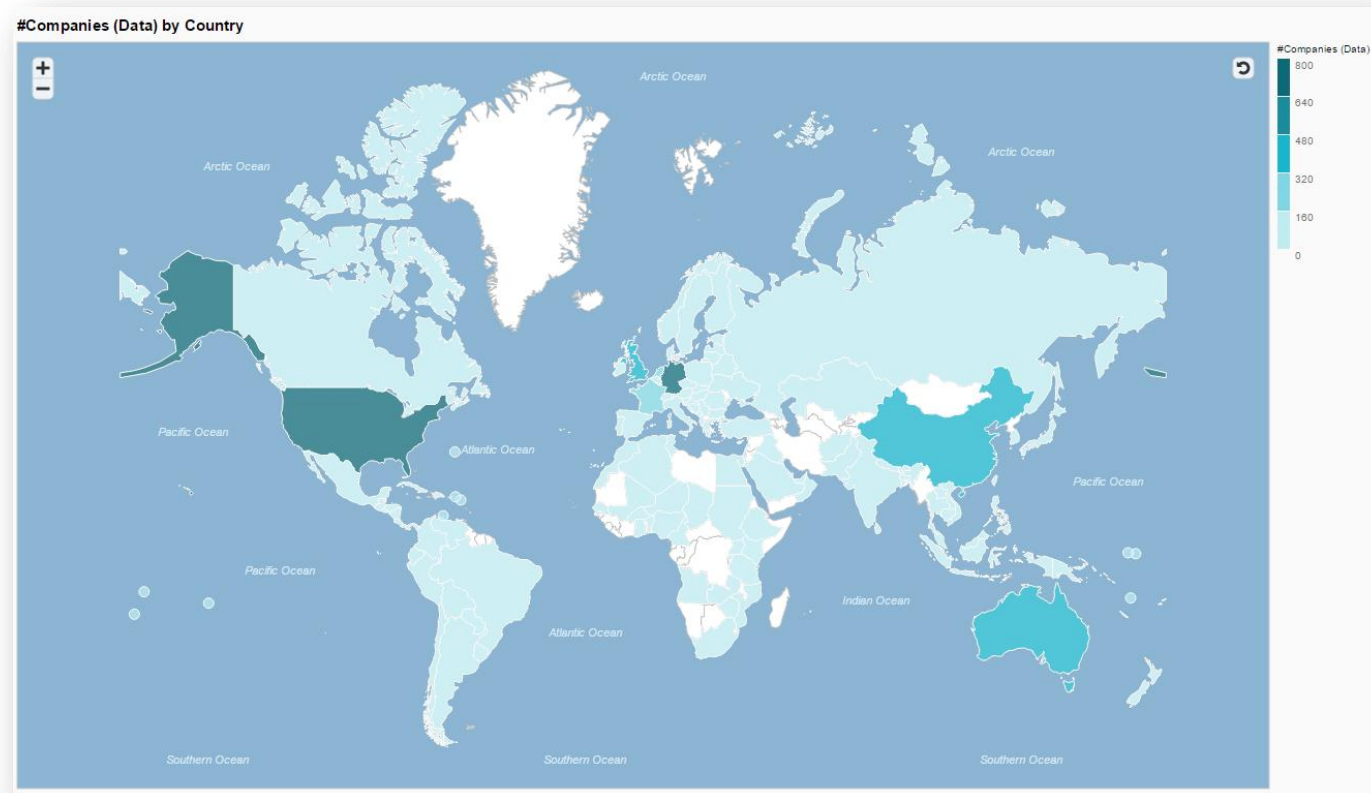
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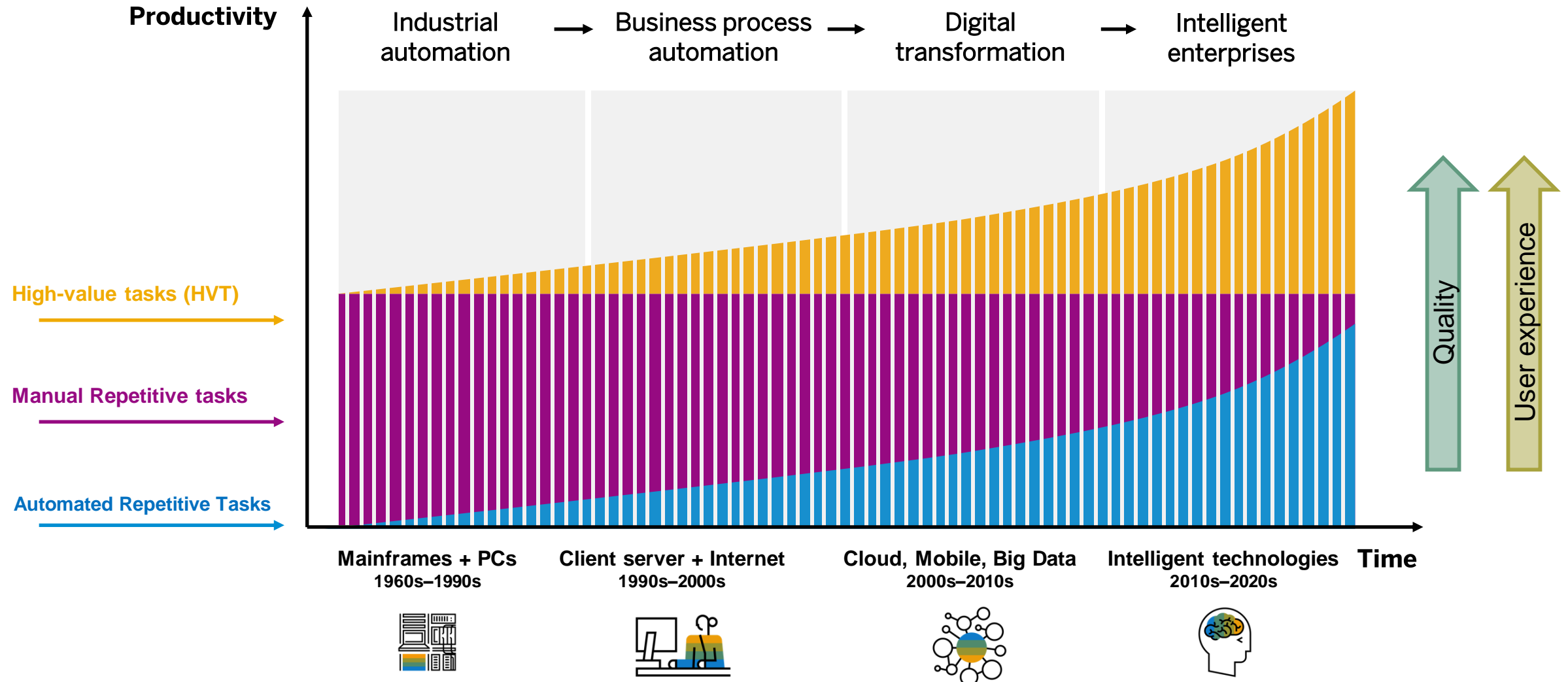
SAP Business ByDesign – proven Public Cloud ERP Suite

6,312 companies use ByDesign every day to run their business

- Deployed in 142 countries
- 126 countries with > 1000 FIN documents
- 27.2 Mio sales orders
- 1.15 Mio projects
- 46.4 Mio customer invoices
- 58.2 Mio time recordings
- 581 Mio accounting documents
- 9.2 Mio purchase orders
- 2.6 Mio fixed assets
- 661 K employees
- 5.95 Mio production orders
- 5,287 add-ins

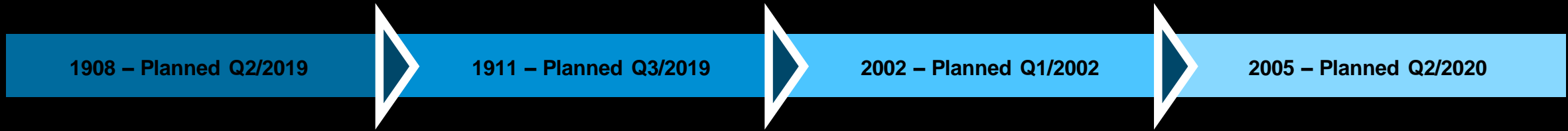


Intelligent enterprises key changes



SAP Business ByDesign – Roadmap

Compliance
 Licensing
 Openness & Solution Completeness
 Features & Functions
 User Experience
 Leverage X4 Capabilities



Legal requirements from SAP localized countries			
Lease Accounting (IFRS 16 / ASC 842) Controlled Availability	Lease Accounting (IFRS 16 / ASC 842) General Availability		
Price component analysis	Enablement of country-specific e-Invoicing	ML-based supplier invoice recognition & creation	Kits Return
Intercompany project handling in Concur integration	State-of-the-art authentication & encryption support	Revenue Recognition improvements	Consumption-based pricing
Enhanced Report-Report Navigation	Functional enhancements driven by customer influence		
Mobile app dev code samples	Solution completeness process		
API usage sample publications	API Business Hub content and Integration documentation, publish samples & Odata readiness on request		
Localization Toolkit & Language Adaptation Tool enhancements			
	Improvements in User eXperience based on CEI results		
	Process map based navigation	Simplifications / Templates	
	Adopt X4 One Configuration	Adopt further X4 Topics	

1. This is the current state of planning and may be changed by SAP at any time without notice.

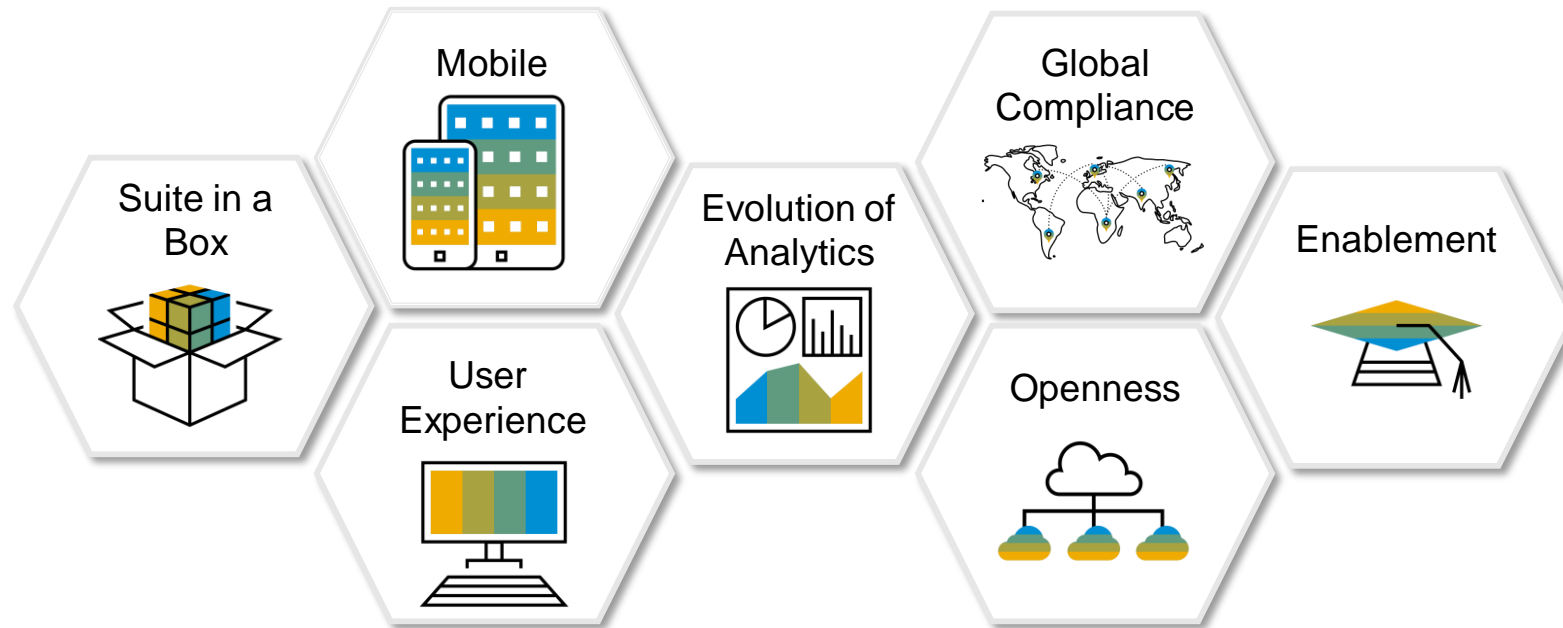
Head of User Experience: Isabel Ostermeier



Isabel Ostermeier

*"The most creative ideas are of no use if they are not implemented.
Believe in the idea, fight for it, make it alive and touchable."*

SAP Business ByDesign – Areas of Investment



Customer Influence - SAP Business ByDesign session

Contribute and Influence

Global co-operation of customers in the projects via the collaboration site

Customer Influence:

- **Search** and **Vote** for improvement requests
- **Submit** your own improvement request
- Comment on improvement requests
- Follow improvement requests to get notified
- Choose your areas of interest to get notification on any projects that might interest you in the future
- Collaboration language is English

The screenshot displays the SAP Business ByDesign Customer Influence session interface. On the left, an 'Overview' section shows a table with the following data:

Icon	Category	Count
💡	Improvement Requests submitted	3185
📄	Delivered Improvements	695
📝	Blogs	3

Below the table are buttons for 'Submit Improvement' and 'Follow'. A 'Contact us' section at the bottom left shows a profile icon and the text 'SAP Business ByD...' with an email icon.

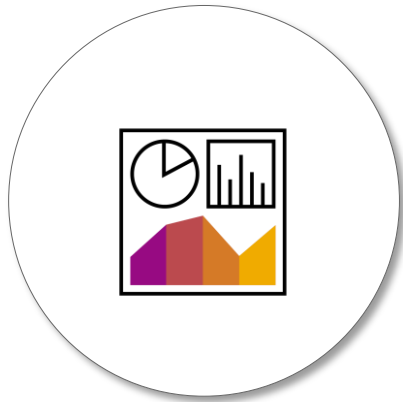
The main content area features a blue header with 'Continuous Influence Session' and 'SAP Business ByDesign'. Below this, it states 'Collect continuously open', 'Status: Continuously running', and provides statistics: '💡 3185', '👁️ 6466', and '👤 1277'. To the right is a large image of the Golden Gate Bridge at night.

An 'Overall Timeline' section shows a horizontal bar with three key events: 'Start of Session' (pink diamond), 'Start of Review' (yellow diamond), and 'Communication of Review Results' (green diamond). A vertical line indicates 'Today: Sep 10, 2018' is positioned between 'Start of Review' and 'Communication of Review Results'. Below the timeline, a welcome message reads: 'Welcome to the SAP Business ByDesign Continuous Influence session.'

<http://influence.sap.com/SAPByDesignImprovements>

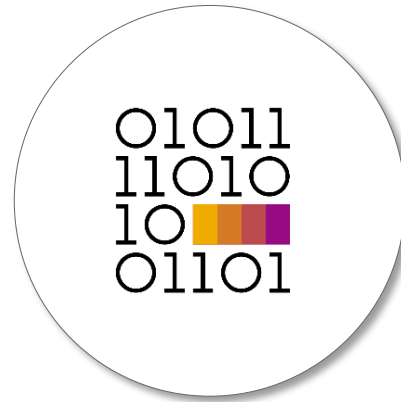
ByD Continuous Influence Session – Facts & Figures

as of June 2019



Key Facts

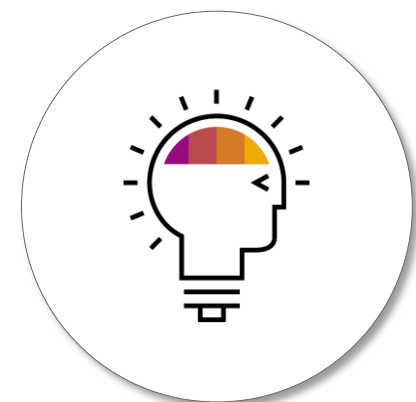
- > 3890 Improvement Requests submitted
- 975 submitted in 2018
- ~ 380 submitted in 2019
- 71 ideas delivered in 2018
- 23 ideas delivered in 2019
- 2.394 Idea views in May 2019
- Voting threshold ≥ 15
- Regular review cycles



Delivered IRs 2018

per release

- Release 1802: 13 IRs
- Release 1805: 19 IRs
- Release 1808: 19 IRs
- Release 1811: 20 IRs



Delivered IRs 2019

per release

- Release 1902: 12 IRs
- Release 1905: 11 IRs

SAP Business ByDesign 1905 – What's New

What's New Blog

SAP Business ByDesign – What's New 1905

0 Likes 0 Views 0 Comments Edit





SAP Business ByDesign 1905 is now ready!

SAP Business ByDesign 1905 is now available and the SAP Business ByDesign What's New blog gives you an overview about the most important new features of SAP Business ByDesign 1905.

These are the so called **Focus Topics** (📌). For these **Focus Topics**, additional in-depth blogs and videos are available – just click the link next to the **Focus Topic** in the What's New blog.

To get an overview about all new features of SAP Business ByDesign in 1905, please go to the [What's New document](#).

Cross Topics	 Improved User Efficiency – Flags, Tags, Favorites & the Activity History To improve the work efficiency, users look for ways to quickly access for example activities that were done on a regular basis or to mark documents for further processing that cannot yet be submitted at the moment (Blog). For detailed information about What's New in the Cross Topics area, please click here .
	 Mobility: Develop custom mobile apps & use analytics content Developers of partners and customers can extend and build own mobile apps using the SAP Cloud Application Studio for the SAP Business ByDesign mobile app (Blog). For detailed information about What's New in the Mobile area, please click here .

What's New Help Document

A screenshot of the SAP Business ByDesign Library 'What's New' document. The page title is 'SAP Business ByDesign Library' and the document title is 'What's New in SAP Business ByDesign'. The document provides an overview of new features and includes a 'Table of Contents' on the left side. The main content area is titled 'What's New' and includes a 'Disclaimer' and a section for 'Deprecated Webservices'. The 'Table of Contents' lists various topics such as 'What's New in Cross-Area Topics', 'What's New in Mobile', 'What's New in Customer Relationship Management', 'What's New in Financial Management', 'What's New in Human Resources', 'What's New in Project Management', 'What's New in Supply Chain Management', 'What's New in Supplier Relationship Management', 'General Concepts', 'Business Areas', 'Key User Administration', 'Business Scenarios', 'Learning Content', and 'Country-Specific Features'. The 'Deprecated Webservices' section states that some APIs will be decommissioned with SAP Business ByDesign Release 2002 and provides a link for more information.

Key Highlights – Latest Releases

Suite-in-a-Box



- Serial Number Management ([details](#))
- Enhancements for Pricing flexibility and Customer Invoicing ([details](#))
- Collection management ([details](#))
- Group reporting with SAP Financial Consolidation offering ([details](#))
- Major improvements in Output Management
- Enhancements in Approvals – functional scope and usability
- Performance improvements in the Projects area
- Google search integration ([details](#))

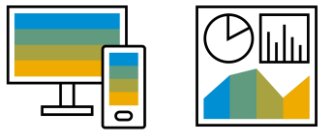
Compliance & Localization



- IFRS15 / ASC606 ([details](#))
- IFRS16 / ASC842 – early adopter
- Data privacy & protection features to enable GDPR compliance ([details](#))
- Language adaptation tool ([details](#))
- Localization toolkit enhancements
- New language: Hebrew
- Country versions, e.g.:
 - Israel as an SAP localized country
 - India GST & Spain SII updates
 - [UK digital tax](#)
 - Several Italy features
 - GCC VAT compliance
 - Switzerland updates
 - India: Define new tax rate types

Key Highlights – Latest Releases

User Experience & Analytics



Desktop

- HTML5 client replaces Silverlight client - [link](#)
- Landing page, Overview pages

Mobile

- 'SAP Business ByDesign Mobile' for iOS & Android with enriched content for CRM, Self-Service and Analytics – [link](#)
- **Develop custom mobile apps**
- Face ID recognition on iOS
- Right-to-left support

Analytics

- KPI & report cards
- Personal & corporate dashboards
- Usability improvements, e.g. streamlined and simplified analysis pattern, interactive charting
- **Semantic colors & new chart types**

Integration / Openness



- Webservice portfolio enhancements
- Publishing of ByDesign SOAP APIs on API Hub ([API Hub](#))
- ByDesign and SuccessFactors employee replication – guidelines for phased implementation ([details](#))
- Unified API Monitoring tool

- SAP Analytics Cloud integration
- **SAP Cloud Platform Integration:**
 - Integration package for SAP Subscription Billing ([details](#))
 - Concur Integration as passthrough scenario ([details](#))
- Enhance OData service access to business objects
- **Vertex/Avalara integration enhancements**

Outlook

Suite-in-a-Box



- Price component analysis
- Machine learning-based supplier invoice creation: beta version
- Improvements in Consolidation preparation
- eInvoicing
- Concur integration for intercompany projects
- Project Checklist Item Extensibility
- Periodic campaigns with dynamic target groups

Compliance & Localization



- IFRS16 / ASC842
- Information lifecycle management
- Language adaptation tool enhancements, based on customer feedback
- Localization toolkit enhancements
- State-of-the-art authentication & encryption support
- Country versions, e.g.:
 - South Korea as a pre-localized country
 - Brexit feedback and enhancements
 - China: Golden Tax enhancements
 - India GST updates
 - Japan: Consumption tax
 - Italy: VAT and withholding tax return, Tax exemption certificates

Outlook

User Experience & Analytics



Desktop

- Efficiency improvements, e.g. in number of clicks

Mobile

- Infrastructure enhancements
- Enable partners to develop custom mobile apps using SAP Cloud Application Studio and to extend SAP-delivered mobile apps
- Intelligent usage of device capabilities for lead and activity creation

Analytics

- Best-practice KPI library for upload ([link](#))
- Support semantic coloring and actions on data sources via CAS

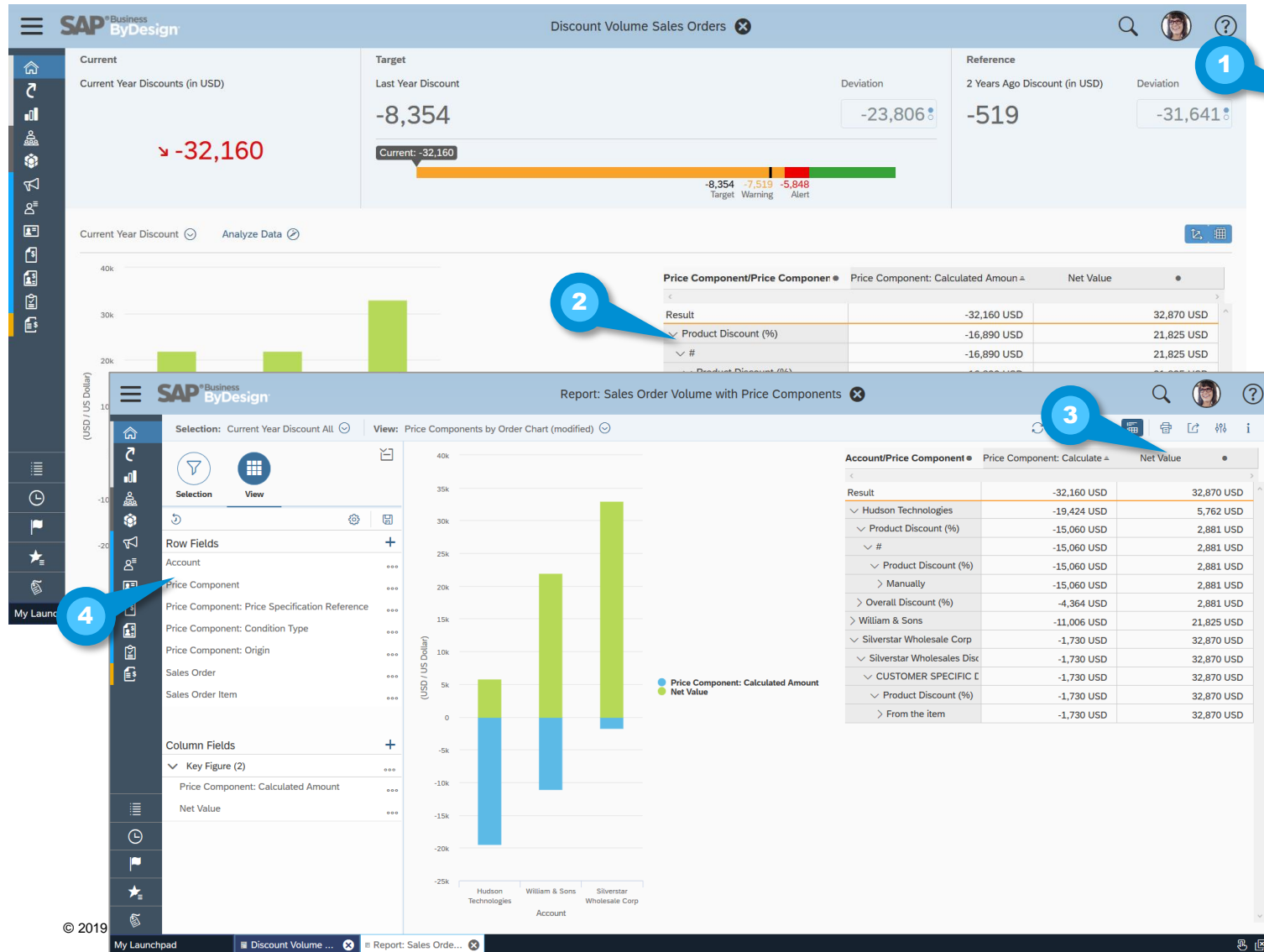
Integration / Openness



- Webservice portfolio enhancements, based on customer feedback
- Predictive and planning scenarios based on integration with SAP Analytics Cloud
- OData API for Partner incident content
- Publication of sample code on [Github](#) and corresponding explanations in the [ByDesign Community](#)

- Event notification in ByDesign
- Enhance OData service access to business objects, continued
- Web service APIs for bank statement and payment order integration scenarios such as treasury integration
- API Business Hub Content for SAP Business ByDesign
- Enhanced Web service APIs for integration with point-of-sales systems

Planned: Focus Topic Customer Relationship Management – Track discounts with price component analysis on sales orders

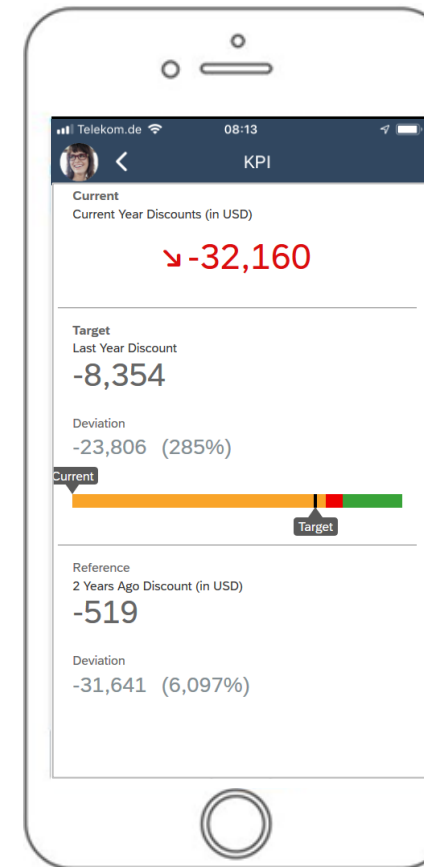


User Story

Managers & employees are able to analyze all price components like discounts from sales orders

Capabilities

1. Predefined Discount KPI and report views
2. Use lots of new price component key figures (e.g. basis amount for discount) and characteristics (e.g. manually changed)
3. Use additional key figures like invoiced amount, quantity, fulfilled quantity
4. Drill-down by account, product, sales unit, sales employee and more
5. Adapt and extend the predelivered data source, report and KPI to your needs
6. Consume KPI and reports on the smartphone



Benefits for Customers

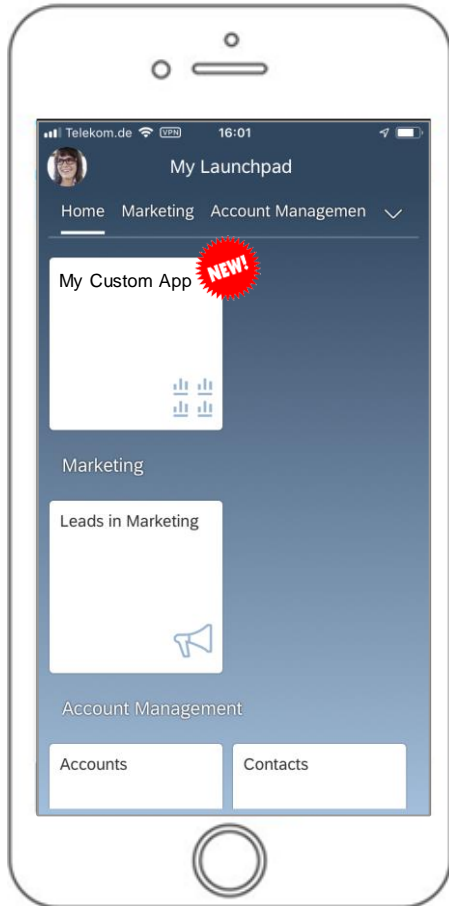
Flexible built-in monitoring on price components and discounts for sales orders

APPENDIX



Focus Topic Mobility –

Develop custom mobile apps & use analytics content



•The newly introduced SAP Business ByDesign Mobile (first introduced in 1811) app has been enhanced:

1. **Developers** of partners and customers can **extend and build own mobile apps** using the SAP Cloud Application Studio for the ByD Mobile app
2. **General enhancements** in ByD Mobile app:
 - **Right-to-left** support
 - Lists can be **refreshed by pull-to-refresh** and search has been enhanced
 - Authentication by **Face ID on iOS**
 - **Android back button** support
3. **Standard KPIs and Reports for mobile consumption e.g. for Leads, Campaigns, Sales**
4. **ByD Mobile expense reports** now supports settlement amount, tax region and total reimbursement
5. **SAP Manager Approvals** app now supports the approval of **service orders**
6. **SAP Time Recording** has several usability and security enhancement:
 - Change and request a new password
 - Authentication by Face ID on iOS
 - Android back button support



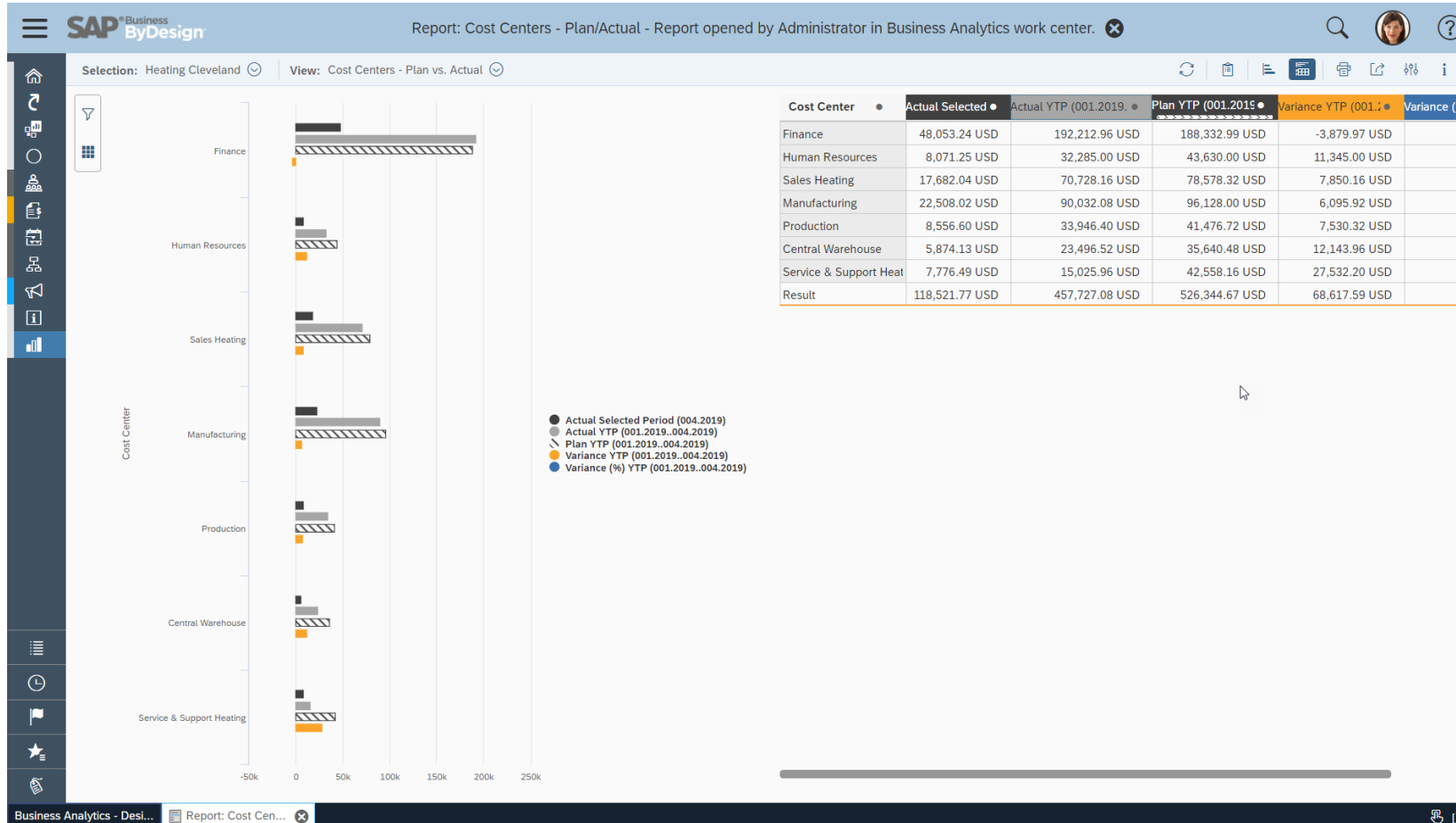
ByD Mobile Manager Approvals¹ Project Cockpit Projects To Go Time Recording ...more



[Topic Blog](#)

Focus Topic Built-in Analytics

Semantic Colors to improve Information Design



User Story

Meaningful colors improve your ability to digest numbers

New Capabilities

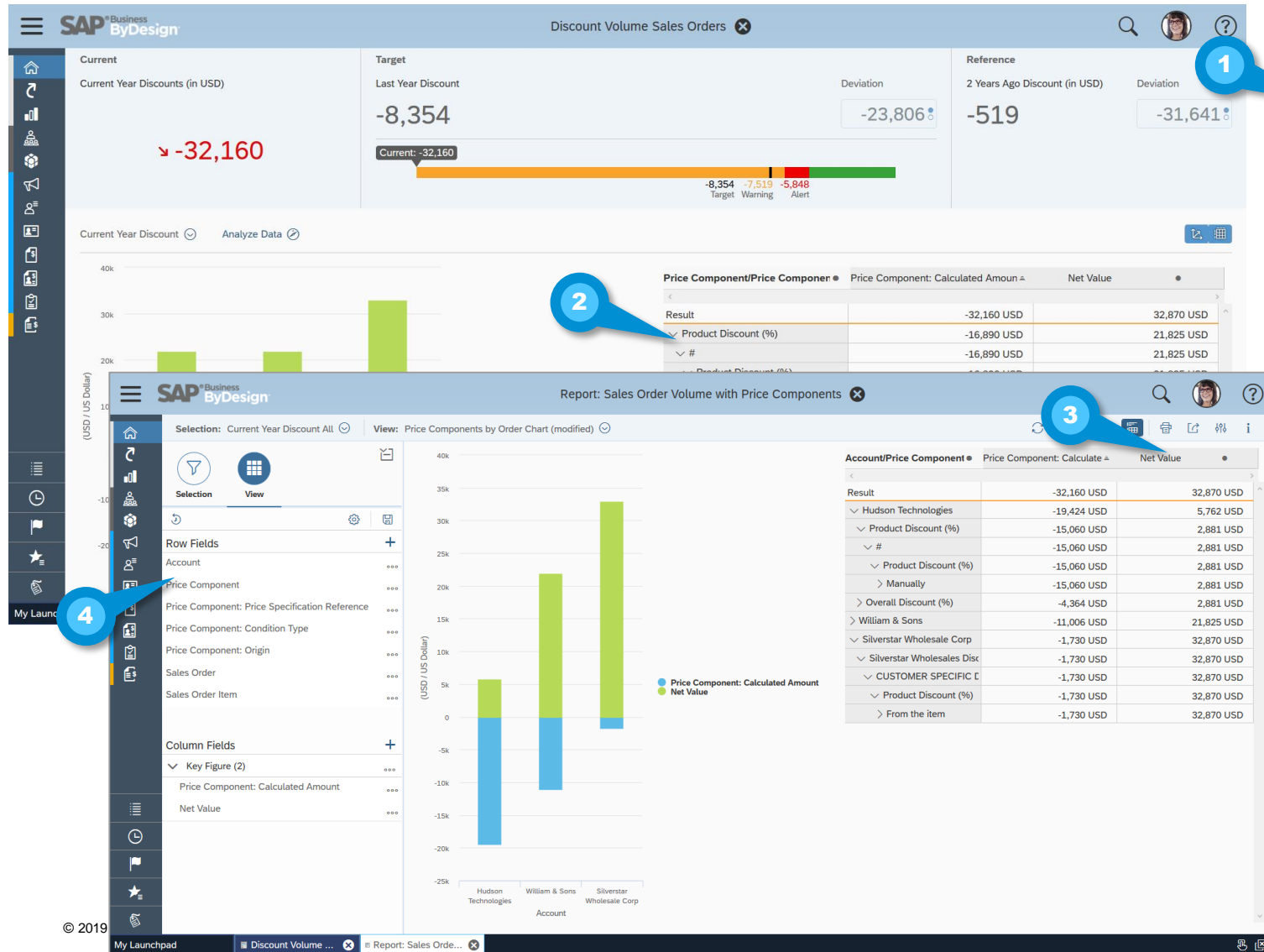
1. Assign key figures to a semantic tag
2. Define custom corporate design

Benefits for Customers

Semantic colors help to visualize the meaning of key figures for your business



Planned: Focus Topic Customer Relationship Management – Track discounts with price component analysis on sales orders

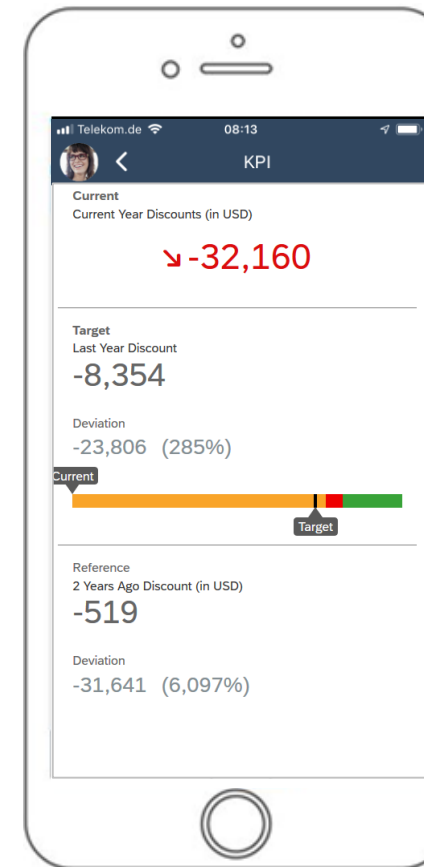


User Story

Managers & employees are able to analyze all price components like discounts from sales orders

Capabilities

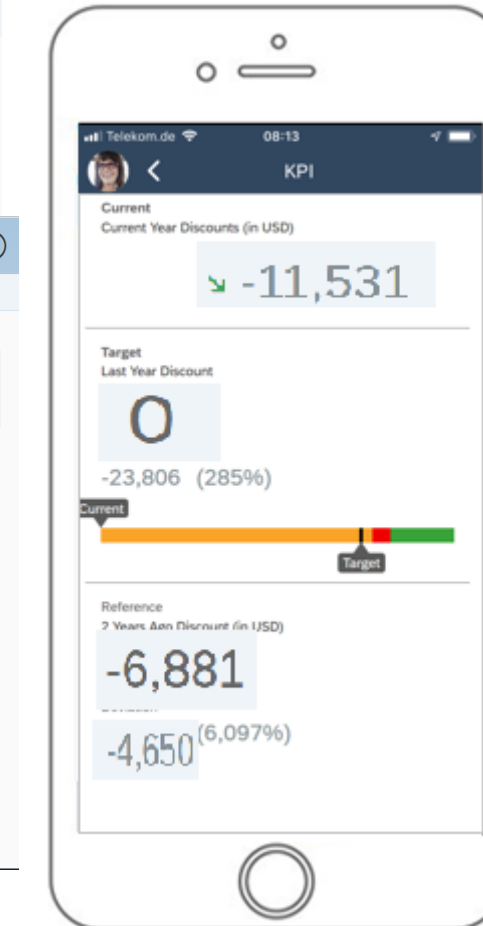
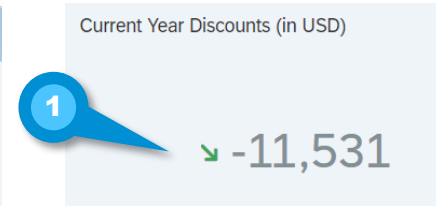
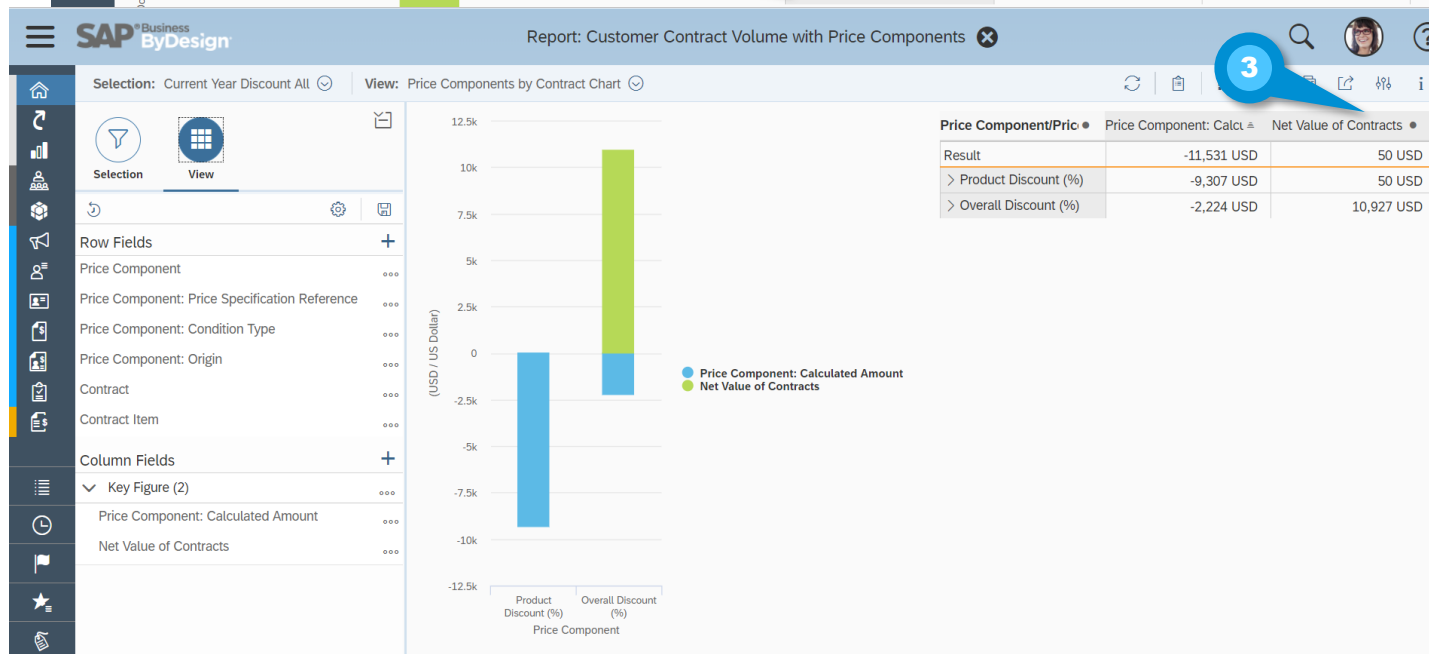
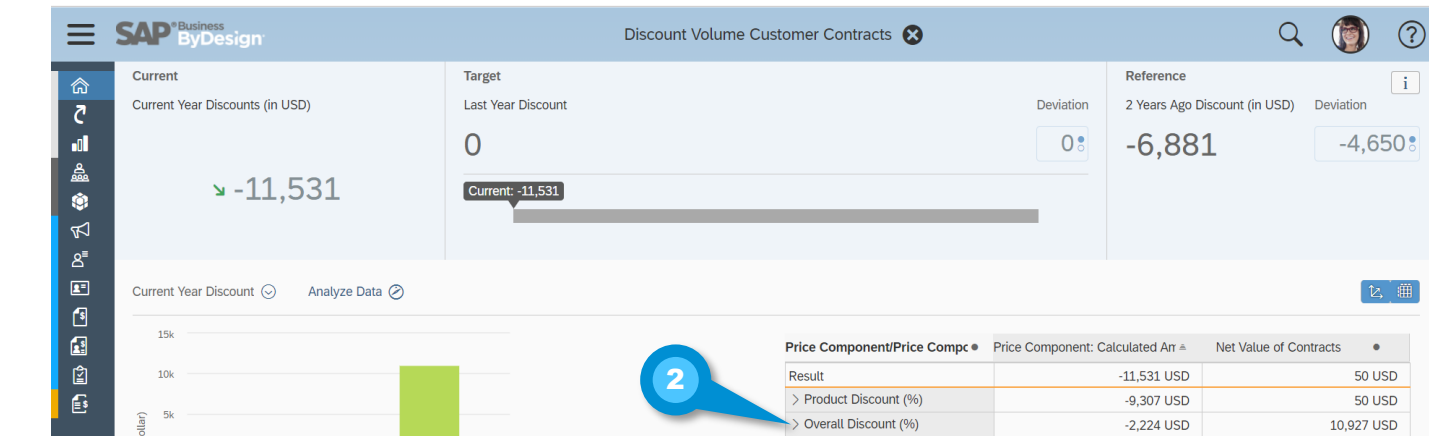
1. Predefined Discount KPI and report views
2. Use lots of new price component key figures (e.g. basis amount for discount) and characteristics (e.g. manually changed)
3. Use additional key figures like invoiced amount, quantity, fulfilled quantity
4. Drill-down by account, product, sales unit, sales employee and more
5. Adapt and extend the predelivered data source, report and KPI to your needs
6. Consume KPI and reports on the smartphone



Benefits for Customers

Flexible built-in monitoring on price components and discounts for sales orders

Planned: Focus Topic Customer Relationship Management – Track discounts with price component analysis on contracts



User Story

Managers & employees are able to analyze all price components like discounts from customer contracts

Capabilities

1. Predefined Discount KPI and report views
2. Use lots of new price component key figures (e.g. basis amount for discount) and characteristics (e.g. manually changed)
3. Use additional key figures like invoiced amount, quantity, fulfilled quantity
4. Drill-down by account, product, sales unit, sales employee and more
5. Adapt and extend the predelivered data source, report and KPI to your needs
6. Consume KPI and reports on the smartphone

Benefits for Customers

Flexible built-in monitoring on price components and discounts for contracts

Planned: Focus Topic Customer Relationship Management – Build your own price component analysis for service orders

The screenshot shows the SAP Business Analytics - Design Data Sources interface. The top navigation bar includes the SAP logo, 'Business Analytics - Design Data Sources', and search and help icons. The main area is titled 'Design Data Sources' and contains a search bar with 'Service*Price*' and a 'Group By' dropdown set to 'None'. Below this are buttons for 'Preview', 'Edit', 'New', 'Copy', 'Delete', 'Expose', 'Build OData Queries', 'Adapt', and 'View Logs'. A table lists existing data sources, with 'Service Order Price Components' selected. A context menu is open over this entry, showing options: 'Combined Data Source', 'Joined Data Source', 'Report', and 'Cloud Data Source'. A blue callout '1' points to the 'New' button, and another callout '2' points to the 'Joined Data Source' option. Below the table, the 'Data Source: Service Order Price Components Joined Data Source' configuration screen is visible. It has tabs for 'Selection' and 'View'. The 'View' tab is active, showing a table with columns: 'Service Order', 'Service Order (Item)', 'Price Component', 'Net Value', and 'Price Component: Calculated Amount'. A blue callout '5' points to the 'Price Component' column. The table contains 20 rows of data, including items like 'State sales tax (%)', 'County sales tax (%)', 'Cost', 'Base PL All Customers', 'Total Item Net Value', 'Total Net Value', 'Profit Margin', 'Profit Margin (%)', 'Tax Values', 'Total', 'Item Discounts', 'Header Discounts', 'Total Given Discounts (%)', 'IFRS15:List Price', 'IFRS15:Product Discount (%)', 'IFRS15:Working Condition (%)', 'IFRS15:Surcharge (%)', 'IFRS15:Surcharge', 'IFRS15:Goodwill (%)', 'IFRS15:Warranty (%)', and 'Rebate Settlement Due Rate (%)'. On the left side of the configuration screen, there are sections for 'General Information', 'Join Type', 'Description', 'Choose Data Source', 'Row Fields', 'Column Fields', and 'Key Figures (2)'. A blue callout '3' points to the 'Row Fields' section, and another callout '4' points to the 'Key Figures (2)' section. The bottom of the screen shows a taskbar with several open windows, including 'ByDAlexa - Report Revenue by Team Member - advanced', 'Joined Data Sour...', 'Discount Volume...', and 'Report: Custome...'. The copyright notice '© 2019 SAP SE or an SAP affi' is visible in the bottom left corner.

User Story

Managers & employees are able to analyze all price components like discounts from Service Orders

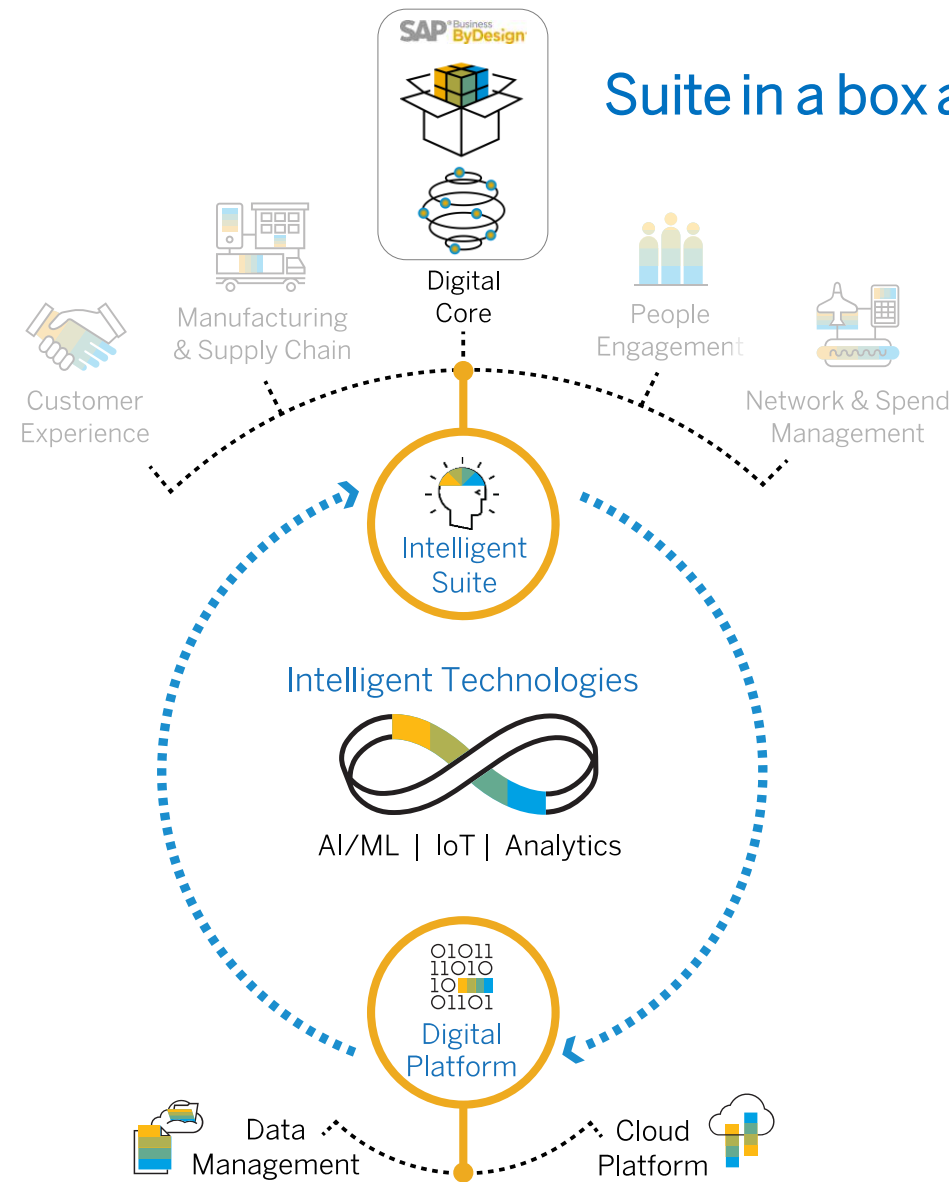
Capabilities

1. Adapt and extend the pre-delivered data source to build custom joined data source with service order item data source and build custom reports
2. Select the new data source and use lots of new price component key figures (e.g. basis amount for discount) and characteristics (e.g. manually changed)
3. Select the joining condition and use additional key figures like invoiced amount, quantity, fulfilled quantity
4. Select characteristics and key figures to allow Drill-down by account, product, sales unit, sales employee and more

Benefits for Customers

Flexible built-in monitoring on any device on price components and discounts for Service Orders

Deliver the Intelligent Enterprise with Business ByDesign



Suite in a box as Digital Core

THE INTELLIGENT ENTERPRISE features 3 KEY COMPONENTS:

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

SAP Business ByDesign – The foundation for an Intelligent Enterprise



Built-In Analytics



E2E Processes



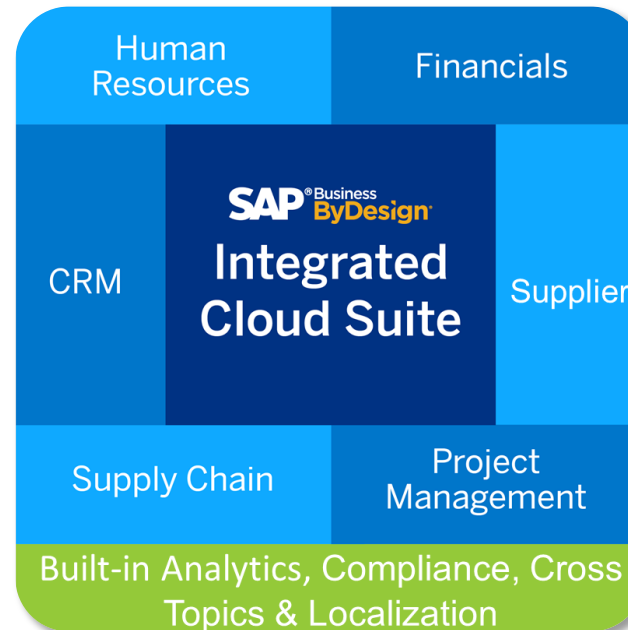
Integration



Consistent User Experience



Mobile



Task management & workflows



Exception-based

Enablement Offering – Online learning resources overview

