

Cloud is the future云是未来?

You wait and you'll lose你等着,你会输

CUSTOMER





SAP Analytics Cloud (SAP 分析云)

一个未来分析的集成解决方案

分析●预测●规划

什么是SAP分析云?

- ✓ SAP Analytic Cloud(SAP 分析云)解决方案为一个产品中的所有用户提供所有分析功能。 在董 事会会议室,办公室或客户面前,您可以发现,分析,规划,预测和协作一个为云设计的集成体验
- ✓ 访问所有数据并将分析直接嵌入到业务流程中,以便将即时洞察力转化为快速操作。因为我们建立 在高性能SAPHANA®Cloud Platform上,您可以信赖该解决方案快速可靠地工作。

如何定位?

- ✓ 分析+预测+规划的一个集成解决方案
- ✓ 数字会议室 下一代董事会会议
- ✓ SAP在云上的现代化规划解决方案
- ✓ 无缝集成SAP BPC ,将BPC扩展到非财务规划
- ✓ 仅适用于跨SAP云解决方案的解决方案。 Concur, SuccessFactor, Ariba等
- ▼ 支持SAP和非SAP数据的解决方案,例如 SAP ERP, S / 4HANA, BW, HANA, BPC, RDBMS,
 文件等
- ✓ 价值驱动树 (VDT) 提供KPI类型的分析和假设假设
- ✓ 预测 引导机器发现,揭示数据中隐藏的任何模式/趋势





价值

- 完整的透明度 降低业务和运营分析报告成本,消除数据验证和分离系统之间的对帐
- ✓ 即时数据驱动的洞察力 提高预测的及时性和有效性
- ✓ 简化会议室流程 降低执行会议成本
- ✓ 单一版本的真相为所有级别

亮点

- 800 paying customers
- √ 431 high touch PoCs to-date. 56 have been completed.
- 28 partners purchased a test and demo license
- 99 Official References
- ✓ Get SAP Analytics Cloud for iOS



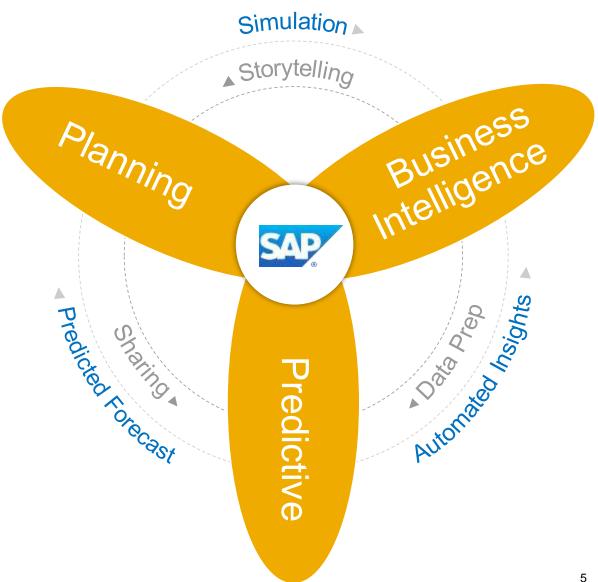
Find additional information here:

Overview SAP Analytics Cloud

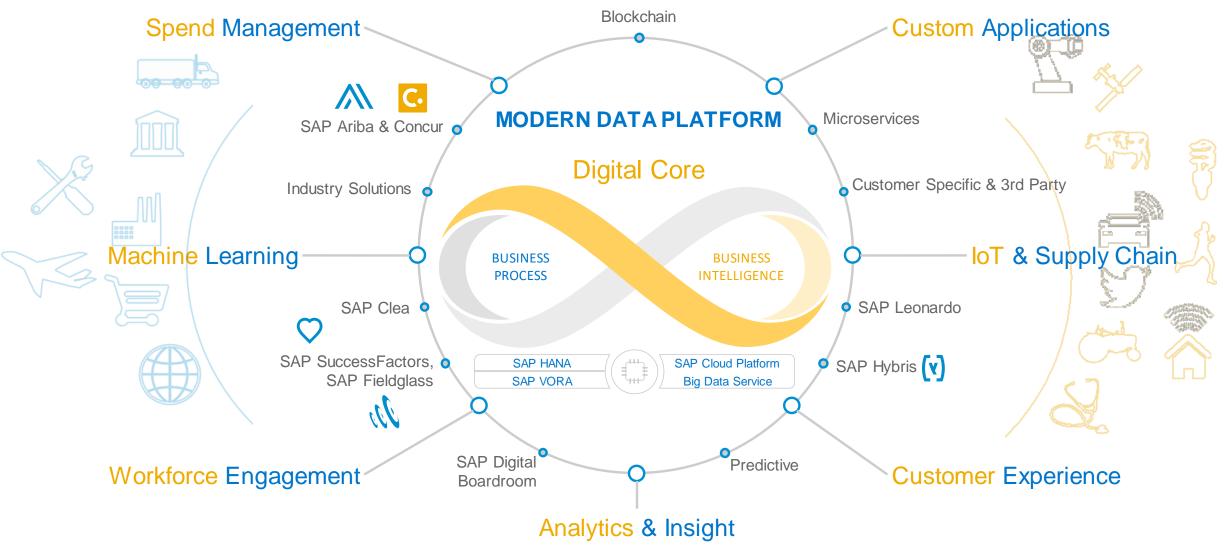
Pricing/Selling Analytics Cloud

To stay ahead, our customers need to:

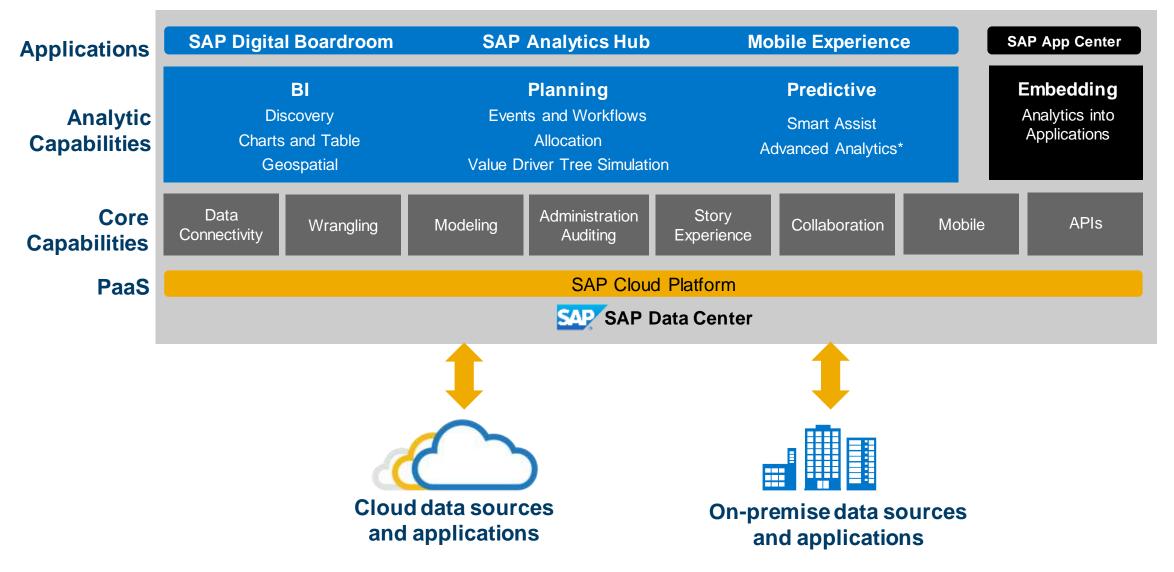
- Give employees the freedom to analyze the specifics of their business
- Simulate and predict what could happen next
- Plan and collaborate on a course of action
- Implement decisions to derive immediate value



Digital Business Framework

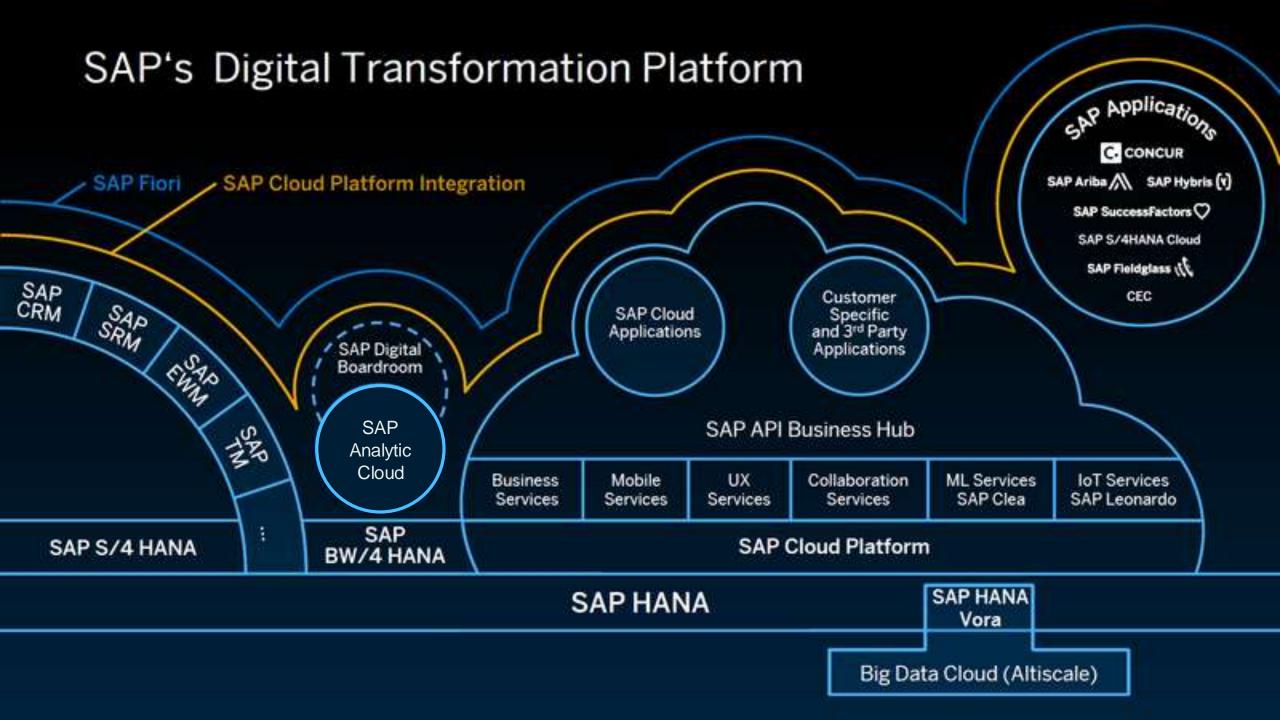


SAP Analytics Cloud SaaS platform



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8



Top 10 Trends For Digital Transformation In 2018

Top 10 Trends for Digital Transformation in 2018 The loT Will Push Us To The Edge **Analytics Edge Computing** 3. 4. 5G Blockchain Finds Its Way 5. Al Goes From Newbie To Mainstream 6. VR go for HERO to ZERO Failure as a Service 8. 9. Culture remains a hurdle 10. Digital Transformation Becomes a Must





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5 cloud computing trends to prepare for in 2018

2017-Oct-18

5 cloud computing trends to prepare for in 2018

- 1. Exponential growth in cloud services solutions
- 2. Increased cloud storage capacity
- 3. The Internet of Everything (IoE) will take center stage
- 4. Enhanced internet quality and the rise of 5G
- 5. Security challenges and the cloud



https://www.networkworld.com/article/3233134/cloud-computing/5-cloud-computing-trends-to-prepare-for-in-2018.html

The top trends shaping the face of cloud services by 2020

http://www.zdnet.com/article/the-top-trends-shaping-the-face-of-cloud-services-by-2020/

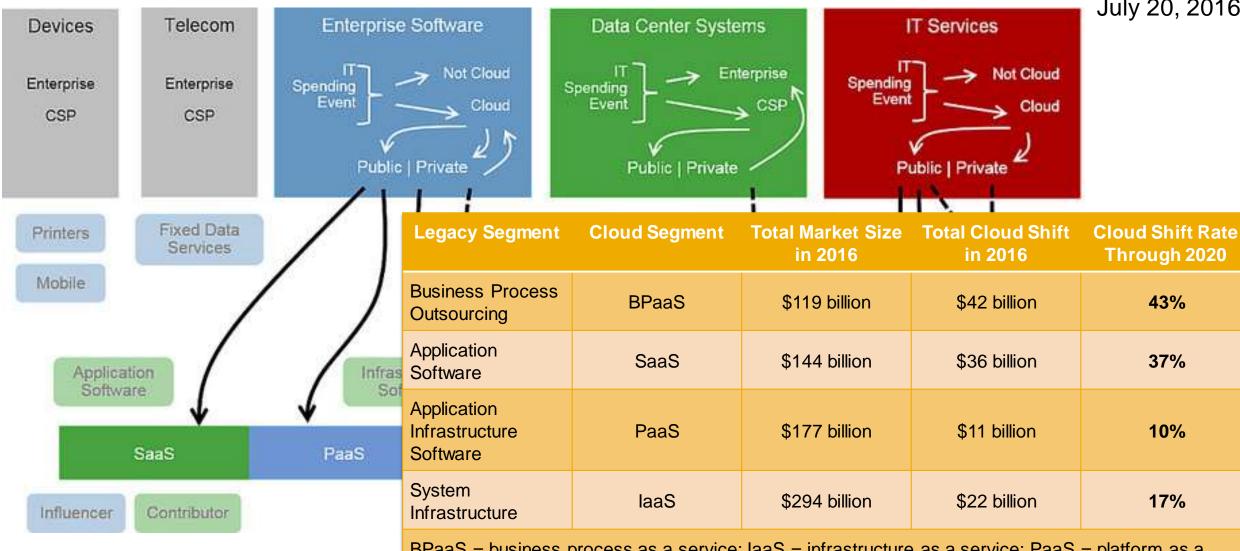
	The top trends shaping the face of cloud services by 2020		
1.	Cloud has become the platform for the next transition		
2.	By 2017, 75 percent of IT organizations will have a bimodel capability and half will make a mess trying to maintain this balance		
3.	Digital business incompetence will cause a quarter of organizations to lose their market position by 2017		
4.	The Internet of Things (IoT) will be the driving force behind business and technological change for the foreseeable future		
5.	The most important, disruptive thing in the cloud market today is not actually technology but rather the customer		
6.	Technology is altering competitive forces and moving success from products to customer experience innovations		
7.	Every interaction, touch point makes an impression		

Gartner Says by 2020 "Cloud Shift" Will Affect More Than \$1 Trillion in IT

Spending

https://www.gartner.com/newsroom/id/3384720

July 20, 2016



BPaaS = business process as a service; laaS = infrastructure as a service; PaaS = platform as a service; SaaS = software as a service

Forrester's 10 Cloud Computing Predictions For 2018

Forrester's 2018 cloud computing predictions

- 1 Don't' expect any new global megaclouds, and plan for lock-in
- 2 SaaS vendors transform into platform providers and expand deployment options.
- 3 Cloud fragmentation outside North America heralds more focused solutions
- 4 Kubernetes will win the war for container orchestration dominance
- 5 Cloud security become integrated with and integrated to cloud platforms.
- 6 Azure stack sparks a jump in private and hybrid cloud spending.
- 7 Private cloud gets new life as an app creation and modernization platform.
- 8 Hybrid cloud management solutions will be sold in parts or included for free.
- 9 Enterprise will shift 10% of their traffic from carrier backbones to other providers.
- 10 Immersive training programs will skyrocket to drive cultural change.

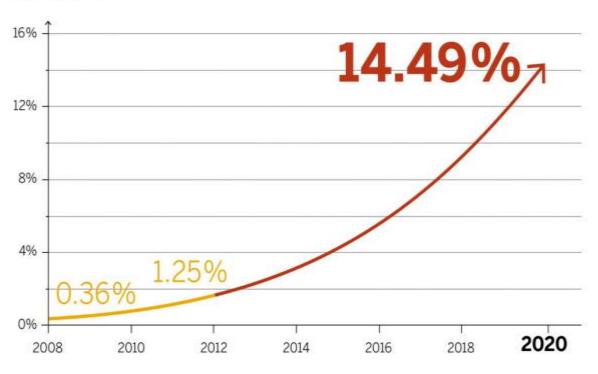


Cloud is growing drastically

Percent of On-Premise Spending Replaced by Cloud Computing

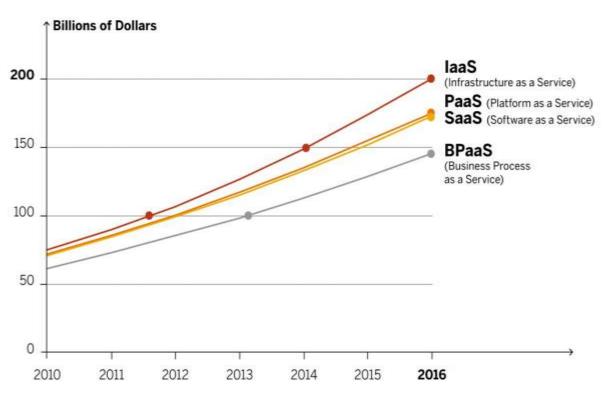
Extrapolation based on time-series analysis, assuming that factors promoting Cloud Computing through 2008 – 2013 (—), remain constant beyond 2013 until 2020 (—).

Source: Deloitte, 2012



Public Cloud Services Market Size by Segment

Source: Gartner, 2012



Top 10 Strategic CIO Priorities For 2017

https://www.forbes.com/sites/oracle/2017/01/17/top-10-strategic-cio-priorities-of-2017/#123baba44e42

	Top 10 Strategic CIO Priorities For 2017			
1	Lead your company's digital transformation, don't just facilitate it.			
2	Stop just talking about "customer-centricity" and the "customer experience" and start living it.			
3	Put software and data analytics at the center of your company: the IoT challenge.			
4	Do everything faster.			
5	Give your developers the gift of agility.			
6	Recruiting, developing, motivating, and retaining highly skilled,			
7	Put what data you can in the cloud—to shore up security			
8	Start closing or consolidating your own data centers			
9	Figure out what artificial intelligence can do for your company and organization.			
10	Finally lay out a plan for escaping the 80/20 trap			

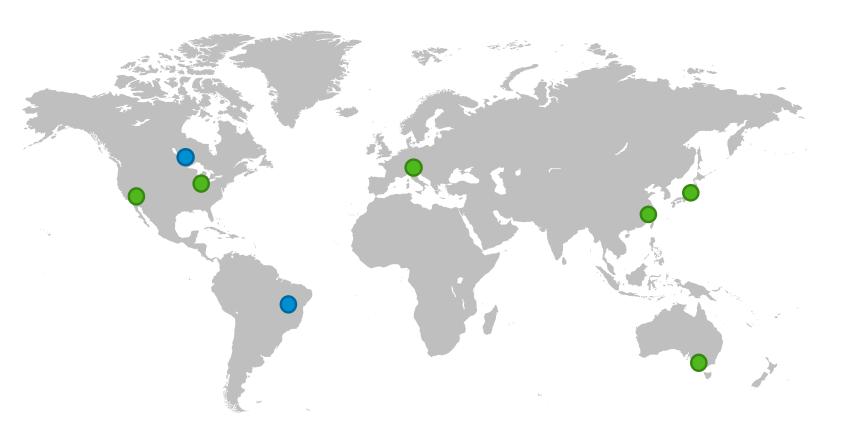
Comparison of OnPremise, Hosting, and Cloud

	OnPremise	Hosting	Cloud
Server Room / DC	Customer	SAP/Partner	SAP
Hardware Provisioning	Customer	SAP/Partner	SAP
HW Maintenance	Customer	SAP/Partner	SAP
HW Upgrades	Customer	SAP/Partner	SAP
Software Provisioning	Customer	Customer/SAP/Partner	SAP
SW Maintenance/Upgrades	Customer	Customer/SAP/Partner	SAP
SW Operation	Customer	Customer/SAP/Partner	SAP
Implementation	Customer	Customer/SAP/Partner	SAP
License	Yes	Mostly Yes	No
Subscription	No	Mostly No	Yes
Customer/System Access	In-House	Remote	Remote – only as a service

SAP Analytics Cloud - Data Center Locations

SAP Analytics Cloud delivery options

Customer can select their data center – or the closest center will be used



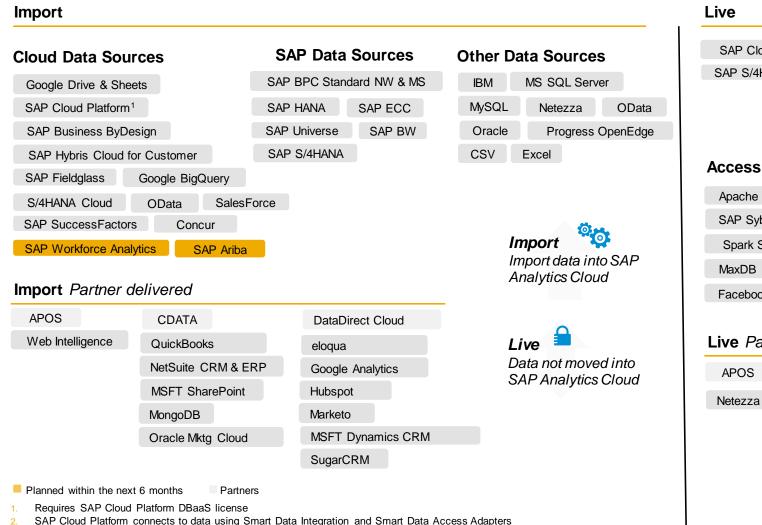
- Current SAP Analytics Cloud locations
 - Australia
 - China
 - Japan
 - Germany
 - US-East
 - US-West
- Planned SAP AnalyticsCloud locations
 - Canada
 - Brazil

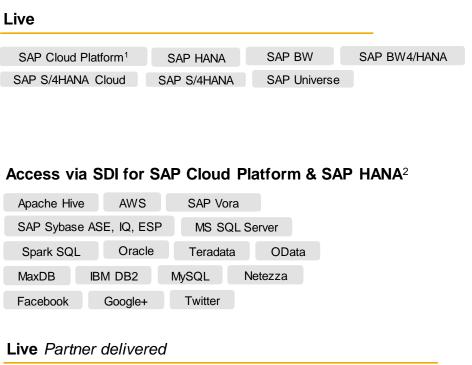
Recent Innovations

Planned Innovations

Product Direction

SAP Analytics Cloud and Digital Boardroom - Data Sources Supported





Microsoft SQL Server

Sybase IQ

Microsoft Analysis Services

Teradata

Sybase SQL Anywhere

DB2

Oracle

Digital Boardroom Industrial & LOB Template for DEMO



RETAIL esCO ptBR



PUBLIC SECTOR



PUBLIC SECTOR (INTERNAL SECURITY) DE 650



JF TECHNOLOGIES 3.0



CONSUMER PRODUCT



UTILITIES



DEFENSE AND SECURITY



LIFE SCIENCE



MINING



AEROSPACE AND DEFENSE



MERGERS & ACQUISITIONS



PROFESSIONAL SERVICES



TELCO esCO ptBR



OIL AND GAS esCO



MANUFAC-TURING RU JA esCO ptBR zhHansCN



INDUSTRY MACHINERY



AIRWAYS



VEHICLE



CHEMICALS esCO JA



SAP SUPERVISORY BOARD



SuccessFactors-HUMAN RESOURCE esCO ptBR zhHansCN



VELOTICS



AUTOMOTIVE



SPORTS



HEALTHCARE
esCO ptBR



FINANCE



FINANCE (CAPITAL MARKET)



ENTERTAIN-MENT



IT SECURITY



CONGLOMERATES



BANKING esCO ptBR



PROCURE-MENT



SUPPLY CHAIN



BETTING



TRADE SHOW



GRC zhHansCN



INSURANCE



WHOLESALE



JF TECHNOLOGIES 2.0 2hHansCN



PUBLIC TRANSPORTATION



GOVERNANCE EDITION



SAP RUNS SAP

INDUSTRIES

LINES OF BUSINESS

https://www.sapanalytics.cloud/resources/business-content/

Chemical +	Environment, Health and Safety +
Consumer Products +	Finance +
Engineering, Construction & Operations +	Financial Performance +
Higher Education & Research +	Human Resources, Headcount - SAP SuccessFactors +
Insurance +	Human Resources, Recruitment - SAP SuccessFactors +
Mill Products +	Incident Analytics - SAP Solution Manager IT Service Management +
Oil & Gas +	IT Service Management +
Professional Services +	Marketing - SAP Hybris +
Public Sector +	Portfolio and Project Management +
Retail +	Real Time Finance & Planning - S/4 HANA Cloud +
Utilities +	Sales and Distribution +
ction	Sales Performance (CRM) - SAP Hybris Cloud for Customer +

SAC Resources

	Hyperlink
SAP Data Center	http://www.sapdatacenter.com/
SAC Data Connectivity (PAM)	https://help.sap.com/doc/00f68c2e08b941f081002fd3691d86a7/release/en- US/11b4e5ff76eb4747bc255d7037be1f01.html
SAC Sample Content and Business Content	https://help.sap.com/doc/00f68c2e08b941f081002fd3691d86a7/release/en- US/078868f57f3346a98c3233207bd211c7.html
SAC License Model	https://help.sap.com/doc/00f68c2e08b941f081002fd3691d86a7/release/en- US/b51b338827764edc847a6c1d6b8d7ed5.html?
SAC Training	https://wiki.scn.sap.com/wiki/pages/viewpage.action?pageId=449906578



Product Training 产品培训(http://www.sap.com/LearnBl)

Product	https://wiki.scn.sap.com/wiki/display/BOBJ/SAP+Analytics		
SAP Analytics Cloud	https://wiki.scn.sap.com/wiki/pages/viewpage.action?pageId=449906578		
Predictive Analytics	https://wiki.scn.sap.com/wiki/pages/viewpage.action?pageId=448476816		
Lumira	https://wiki.scn.sap.com/wiki/pages/viewpage.action?pageId=449287573		
Design Studio	http://scn.sap.com/docs/DOC-30272		
Crystal Reports	http://scn.sap.com/community/crystal-reports http://scn.sap.com/docs/DOC-50471 (sample reports)		
BI Platform	http://scn.sap.com/community/bi-platform http://help.sap.com/bobip42?current=bowebi41 http://scn.sap.com/docs/DOC-8292		
SAP Analytics Cloud	http://scn.sap.com/community/cloud-for-analytics http://scn.sap.com/community/cloud-for-analytics/blog/2015/12/17/official-product-tutorials-sap-cloud-for-analytics https://www.youtube.com/playlist?list=PLs5htBlwERYWSixKSqQHzndop33aBCz1U		
Web Intelligence	https://blogs.sap.com/2010/08/21/official-product-tutorials-sap-businessobjects-web-intelligence-4x/ http://help.sap.com/bowebi41/ http://scn.sap.com/docs/DOC-7819 http://scn.sap.com/docs/DOC-50171 (webi tricks summary)		

Spaces

Community WIKI

https://wiki.scn.sap.com/wiki/pages/viewpage.action?pageId=449906578

...

SAP BusinessObjects Cloud

SAP Analytics Cloud (formerly SAP BusinessObjects Cloud)

Created by Moshe Naveh, last modified by John Leggio on Jun 27, 2017

Home **Tutorials Events**

SAP® Analytics Cloud

What is SAP Analytics Cloud? ◀

- SAP Analytics Cloud is an all-in-one cloud platform for business intelligence, planning, and predictive analytics.
- Take a look at the official documentation on the <u>Help Portal</u>, <u>Request a trial</u>, or suggest an <u>enhancement request</u>.
- See the Enterprise Readiness WIKI to review typical steps and processes to fully utilize it in an enterprise environment.
- Need help? Please ask a question on our forum here (Previously posted questions can be found here).

Moderators: John Leggio, Julian Jimenez

WIKI Space Editor: John Leggio

How to contribute:

· Click here to submit content



How to contribute

Staging Area for non SAP employees

Submit content for SAP employees

Getting Started Introduction to the JF Tech BOC Administration Series Analytics – What's the big deal? 5 Practical Tips for BusinessObjects Cloud Beginners Getting started with Cloud for Analytics: Part 3 -Creating a Story (Dashboard) Create your own hierarchy in Cloud for Analytics Getting started with Cloud for Analytics: Part 2 -Loading the Model Getting Started - Using Google Sheets with Cloud for Analytics Getting Started - Data Connectivity Getting started with Cloud for Analytics: Part 1 -Creating an Analytic Model SAP Cloud for Analytics Expert Series Webinars -Kicking-off for 2016!

Administration / Security **Embedding SAP Analytics Cloud Story with URL** API and SAML2 SSO based on WSO2 Identity Server Direct Live HANA Connections in the Internet Scenario Introducing Direct Live HANA Connections in SAP **Analytics Cloud** Creating an End-to-end SSO Experience to SAP BusinessObjects Cloud and HANA with Client Certificate and SAML Authentication Creating an End-to-end SSO Experience to SAP BusinessObjects Cloud and HANA with Kerberos and SAML SAP Analytics Cloud: Live Data Connection to HANA in SAP Cloud Platform With SSO SAP BusinessObjects Cloud "Simple URL + HCP access" system upgrade – Instructions for admins Single Sign-On from BusinessObject Cloud to HANA - Reverse Proxy Rules for SAP Cloud Identity Guide to installing Apache Reverse proxy on Redhat Linux for use with SAP BusinessObjects Cloud

What's New in SAP Analytics Cloud and SAP Digital Boardroom Release 2017.20 What's New in SAP Analytics Cloud and SAP Digital Boardroom Release 2017.19 What's New in SAP Analytics Cloud and SAP Digital Boardroom Release 2017.18 What's New in SAP Analytics Cloud and SAP Digital Boardroom Release 2017.17 What's New in SAP Analytics Cloud and SAP Digital Boardroom Release 2017.16 What's New in SAP Analytics Cloud and SAP Digital Boardroom Release 2017.15 What's New in SAP Analytics Cloud and SAP Digital Boardroom Release 2017.14 What's New in SAP Analytics Cloud and SAP Digital Boardroom Release 2017.13 What's New in SAP Analytics Cloud and SAP Digital Boardroom Release 2017.12 What's New in SAP Analytics Cloud (formerly BusinessObjects Cloud) and SAP Digital Boardroom Release 2017.11

Release Information

Data (Modelling / Acquisition)

Display Unbooked Data in SAP BusinessObjects
Cloud with Live HANA Connection

Planning

Easy data communication with deeper integrated hybrid solution of SAP Business Planning and

What's Changed – Setup Remote HANA Connection with SAML SSO in SAP

BusinessObjects Cloud

Visualizations

Embedding SAP Analytics Cloud Story with URL
API and SAML2 SSO based on WSO2 Identity

SAC Pricing

CUSTOMER



SAC Capabilities by License Type功能按许可证类型

https://uacp2.hana.ondemand.com/doc/00f68c2e08b941f081002fd3691d86a7/release/en-US/6b9a653782194273bfaf1cc351552cf7.html

Features by License Type for Analytics Models

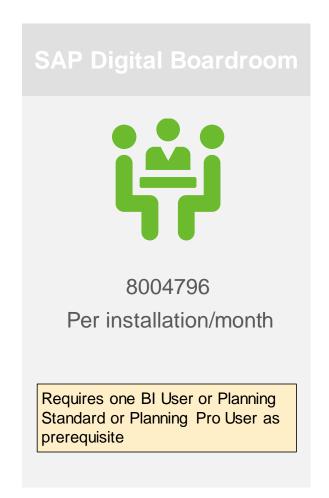
Features by License Type for Planning Models

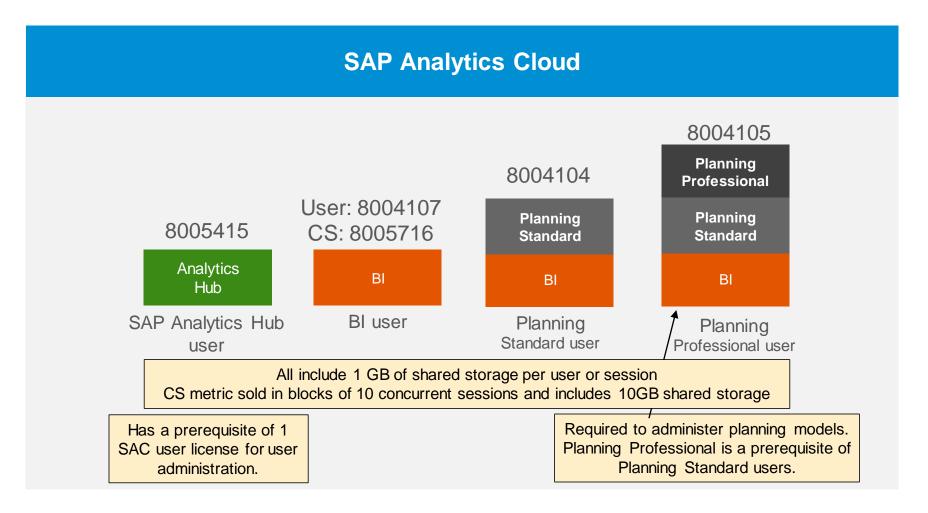
System Requirements and Technical Prerequisites

SAP Analytics Cloud Support Matrix for Importing Data from SAP NetWeaver BW

SAP Analytics Cloud Support Matrix for Live Connectivity to SAP NetWeaver BW

SAP Analytics Cloud public editions





SAP Analytics Cloud private editions

For more product information:

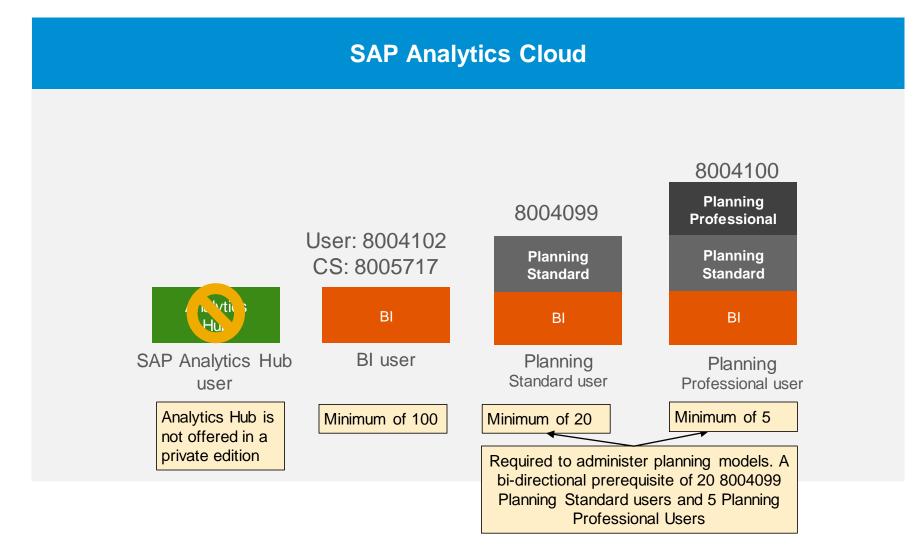
https://partneredge.sap.com/products/analyticscloud.html

SAP Digital Boardroom



8004797
Per installation/month

Requires one BI User or Planning Standard or Planning Pro User as prerequisite



Choosing public edition or private edition

Public Edition	Private Edition	
Shared HANA system with multiple tenants.	Dedicated HANA system per tenant. Not shared with other tenants.	
Partitioned to ensure data security.	Default system is 128 GB memory	
	Upgrades to larger systems are available – max system size is 1024 GB HANA memory	
	Single tenant still hosted in SCP data centers	

Both Public and Private editions share the same:

- Security standards
- Data privacy and protection standards
- Support SLA's

Neither Public or Private edition can offer:

A defined update schedule. All updates happen as soon as possible after each release becomes GA.









SAP Analytics Cloud

Try it free

SAP Analytics Cloud for BI

Answer complicated questions in just a few clicks – with real-time business intelligence capabilities in SAP Analytics Cloud. These cloud BI tools can help you blend data from different sources, create compelling data visualizations, run ad hoc reporting, and more.



Buy now

Product

Plans and Pricing

Resources

Customer Stories

Log In

Try it free

BUSINESS

\$21

Per user/month*

- · Business Intelligence functionality only
- Smart Assist features, powered by Predictive Analytics
- Up to 20 users (\$21 per user/month)
- Basic data source connections (excel, csv, and Google Sheets)
- Enterprise-level data source connections (SAP HANA, SQL, OData Services, and more)
- · Team collaboration features
- · 1 on 1 training with a product coach
- 24/7 SAP Support

*billed quarterly or annually in USD

30-DAY TRIAL

\$0

Free for 30 Days

- 1 user
- · Business Intelligence functionality
- Smart Assist features, powered by Predictive Analytics
- Basic data source imports (excel, csv, and Google Drive)

ENTERPRISE

Custom pricing

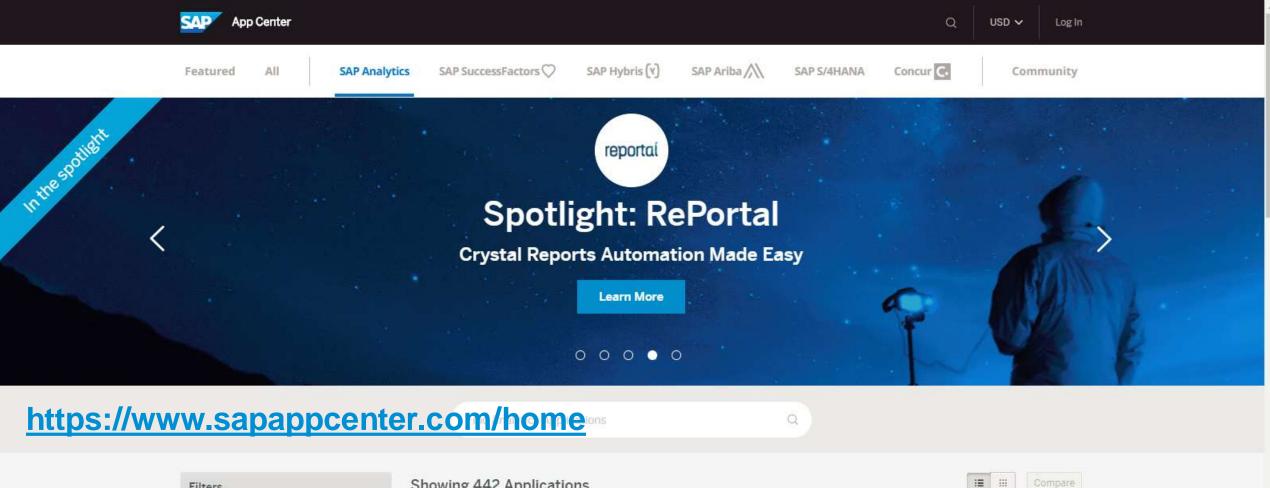
Contact for details

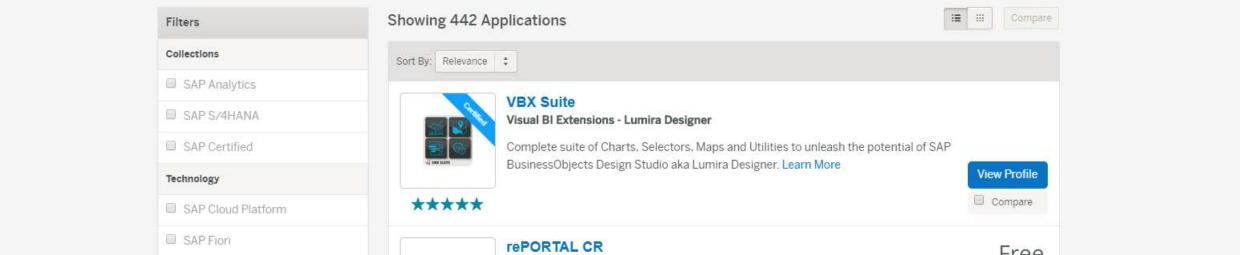
- · All Business plan features plus:
 - Unlimited users
 - Optional upgrade for Planning and full Predictive Analytics
 - Personal customer success manager

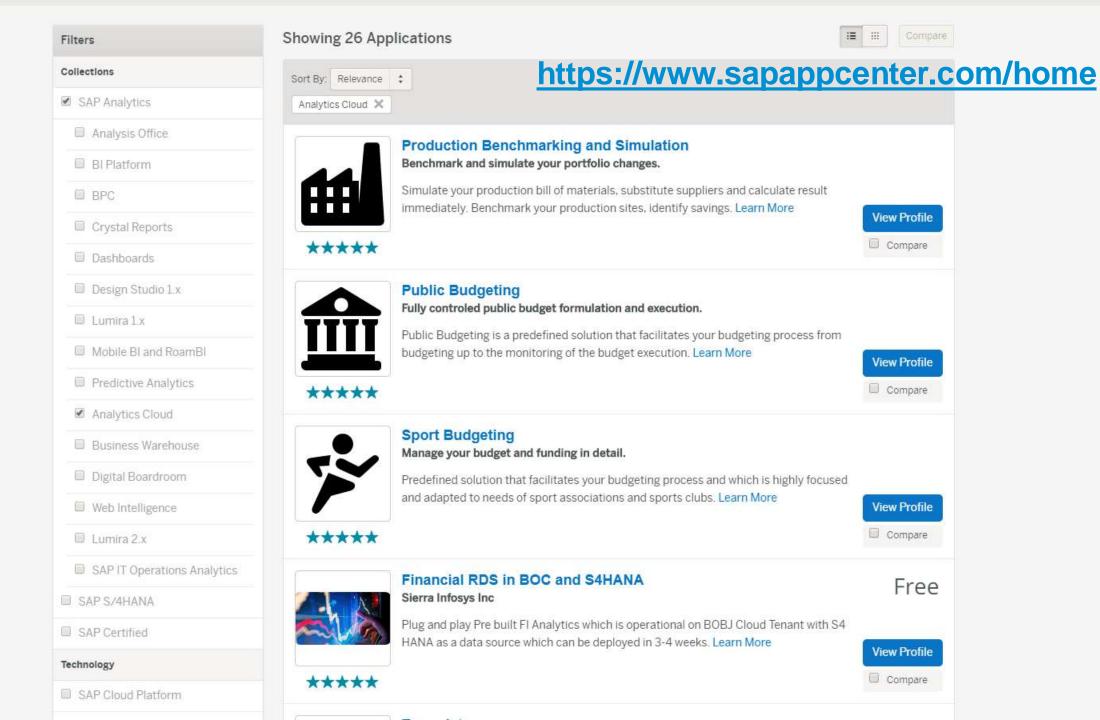
Purchase now

Try it free

Contact us to learn more







谢谢!!!



BW 维护到期日

- SAP BW 7.0: Maintenance ends on December 31, 2017
- SAP BW 7.3: Maintenance ends on December 31, 2020
- SAP BW 7.4: Maintenance ends on December 31, 2020
- SAP BW 7.5: Maintenance ends on December 31, 2022

Financial Situation

	2014	2015	2016	2017	News
Qlik 3.1B	Rev: 556.8M Net Income: 24M 2013 9.979M 2012 3.8M 2011 9M	Rev: 612.7M Net Income: 36M	Q1, Rev: 138M Net Income: 27M Q2, Rev: 180.6M Net Income: 6.7M Q3, Rev: 206.1M Net Income: 29.4M		 2016-Jun-2 PE firm Thoma Bravo bought Qlik at 3B
Tableau 6B	Rev: 412.6M Net Income: 5.87M 2013 7.067M 2012 1.427M 2011 3.379M	Rev: 653.6M Net Income: 83.7M	Q1, Rev: 171.7M Net Income: 45.6M Q2, Rev: 198.5M Net Income: 46.9M Q3, Rev: 206.1M Net Income: 29.4M Q4, Rev: 206.1M Net Income: 22.5M 2016:Net Loss 144.4M	Q1: Rev: 199.9M Net Loss: 54.6M Q2: Rev: 212.9M Net Loss: 44.9M GAAP Loss: 42.5M Q3: Rev: 214.9M Net Loss: 49M GAAP Loss: 46.6M	 2016-Mar, acquired HyPer (main-memory database) New CEO Adam Selipsky just on-board 2017-Aug-9, acquire ClearGraph (Natural Language Query)