

創新驅動未來

AWS生成式AI與現代化應用解決方案研討會



Unlock Innovation with SAP and GenAI

Michael Lin

Sr. Solutions Architect
Amazon Web Services

Agenda

- AWS generative AI and SAP partnership
- AWS generative AI for SAP use cases
 - New experiences
 - Productivity
 - Insights
 - Creativity
- Next steps

AWS Generative AI Stack

Applications to boost productivity



Amazon Q Business
Insights and automation



Amazon Q Developer
Software development lifecycle

Models and tools to build generative AI apps

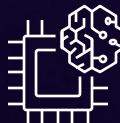


Amazon Bedrock
Amazon models | Partner models

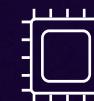
Infrastructure to build and train AI models



Amazon SageMaker
Managed infrastructure

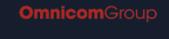
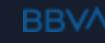


AWS Trainium
AWS Inferentia
High performance compute



GPUs

Tens of thousands of customers are already using Amazon Bedrock



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"

Partnerships like this collaboration with AWS are critical as we embed generative AI solutions across our ERP applications so that customers can drive innovation at an accelerated pace.



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Christian Klein

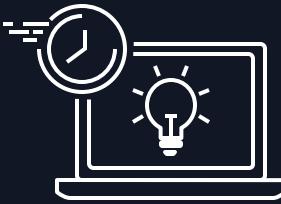
CEO & Member of the Executive Board of SAP SE

Accelerate your transformation with AWS



Harness the value of cloud infrastructure

- Improve Performance, Reliability & Agility
- Improve Security
- Reduce Cost



Reimagine your business processes

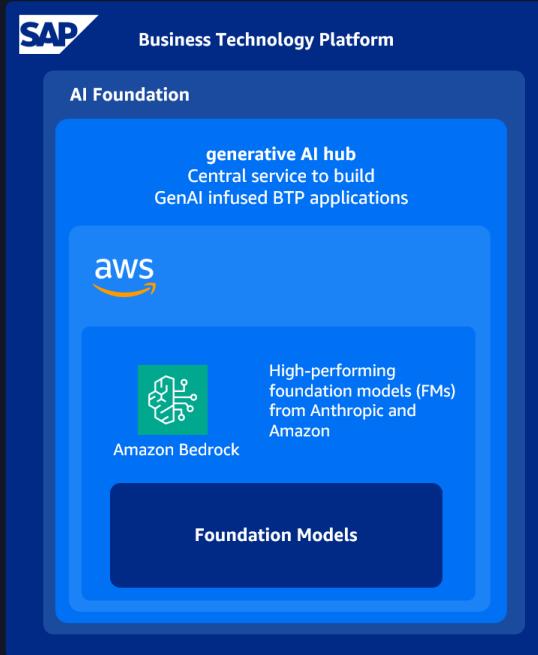
- Simplify Procurement and Supply Chain using Pan-Amazon capabilities (Amazon Business, Multi-Channel Fulfillment)
- Implement Connected Factory using AWS Industrial Services



Unlock the power of data

- Provide visibility to business metrics combining SAP and non-SAP data
- Apply Generative AI to improve productivity, extract insights and create new experiences

AWS and SAP unlock innovation with generative AI



SAP Generative AI Hub

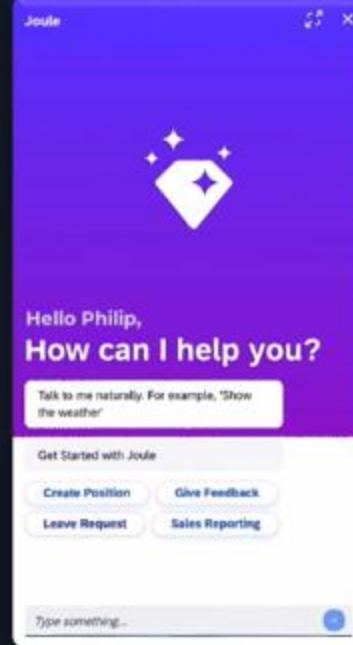
Access leading foundation models from Amazon Bedrock in your SAP BTP environment



AWS Trainium
AWS Inferentia

SAP Business AI

SAP to use AWS chips to train and deploy future SAP Business AI offerings¹



Joule

SAP's AI assistant Joule runs on AWS data centers²:

SAP Business AI strategy

Amazon Bedrock in generative AI hub

Build and scale generative AI applications with foundation models – now in SAP BTP

The slide features the SAP logo at the top left and the text "Business Technology Platform" above a blue header bar. The header bar contains the text "SAP AI Core" and "Generative AI hub". Below the header, the text "Central service to build gen AI infused BTP applications" is displayed. A large blue rounded rectangle contains the AWS logo and the text "Amazon Bedrock". To the right of the Bedrock icon, the text "High-performing foundation models (FMs) from Anthropic and Amazon" is shown. At the bottom right, a dark blue callout box lists "Foundation models: Amazon Titan Family", "Anthropic Claude Family", and "Amazon Nova Family" in white text.

Business Technology Platform

SAP AI Core

Generative AI hub

Central service to build gen AI infused BTP applications

aws

Amazon Bedrock

High-performing foundation models (FMs) from Anthropic and Amazon

Foundation models:
Amazon Titan Family
Anthropic Claude Family
Amazon Nova Family



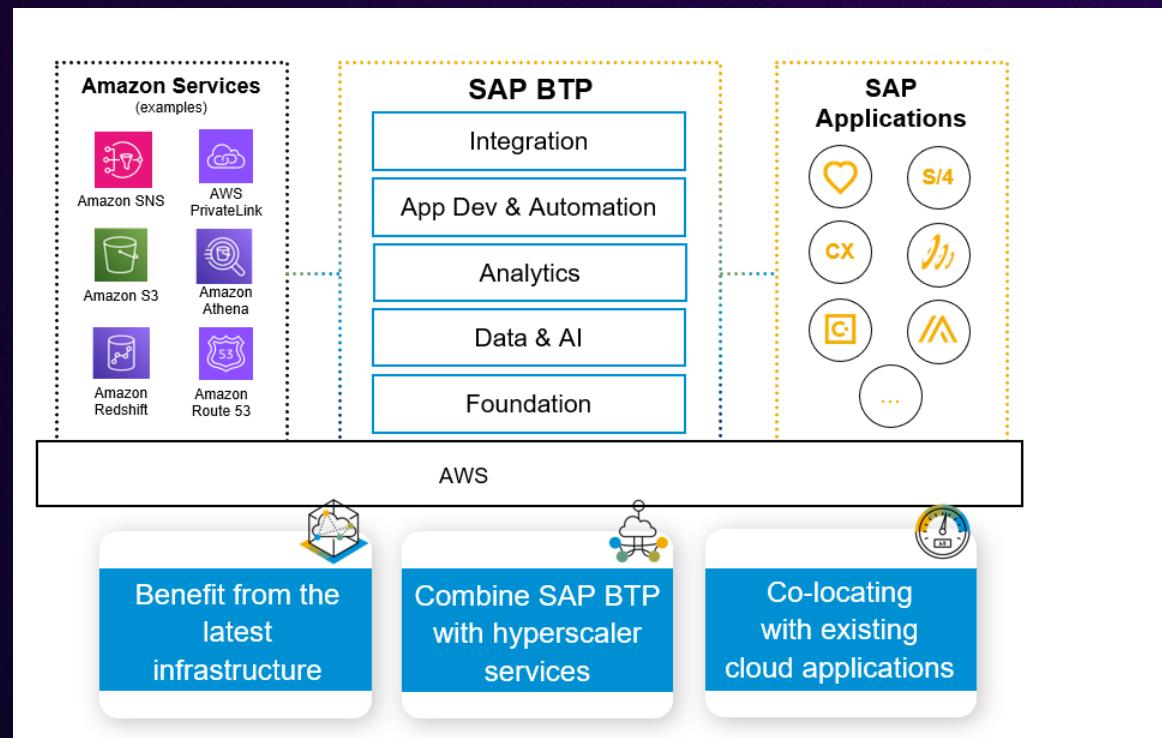
SAP BTP and AWS Joint Reference Architecture

Joint reference architecture (JRA) introduced to address questions coming from customers and partners on architectural choices for solving business needs

Solution recommendations are based on foundation, data, integration, and application development capabilities

Guiding principles by capability for customer and partner decision-making

Customers benefit from faster time-to-value and lower total-cost-of-ownership



AWS missions on SAP Discovery Center

IMPLEMENT USE CASES ON SAP BUSINESS TECHNOLOGY PLATFORM WITH STEP-BY-STEP GUIDANCE

Foundation

Secure connectivity with Private Link Service



Demonstrates how SAP Private Link service can be used to securely communicate with an SAP S/4HANA from SAP BTP, Cloud Foundry environment on AWS

Integration

Integrate events from Amazon Monitron with SAP S/4HANA using SAP BTP



Event-driven architecture based application for integrating events from Amazon Monitron to SAP BTP leveraging SAP Advanced Event Mesh and SAP S/4HANA for business actions

Data & Analytics

Data federation from Amazon Redshift through SAP Datasphere



Build unified data models using data federation from Amazon Redshift to SAP Datasphere using Smart Data Integration.

Architecting multi-Region resiliency for SAP BTP use cases



Leverage Amazon Route 53 traffic management service to route the traffic intelligently to different SAP BTP services

Gen AI

Build gen AI application with RAG on SAP BTP and Amazon Bedrock



Implement Retrieval Augmented Generation (RAG) gen AI applications on SAP BTP using LLM models from Amazon Bedrock

Learn more



Integrate Amazon Athena with Datasphere

Integrate Amazon S3 data with SAP Business Data in SAP Datasphere thought federated Amazon Athena queries

Accessing data in Amazon S3 from SAP Datasphere

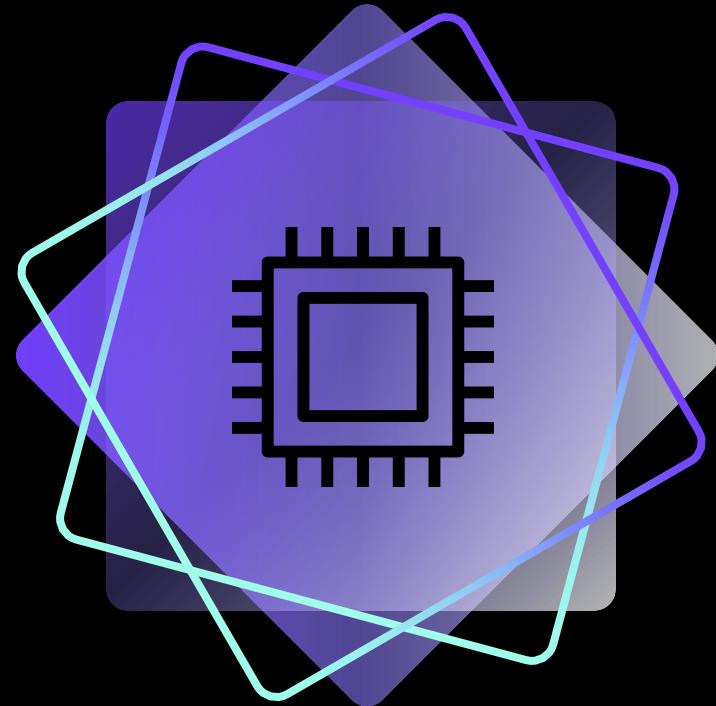


Access Amazon S3 data in SAP Datasphere by configuring direct connections for data federation



SAP plans use of AWS AI/ML chips

SAP plans to use AWS Trainium and AWS Inferentia chips for training and deploying future SAP Business AI offerings.

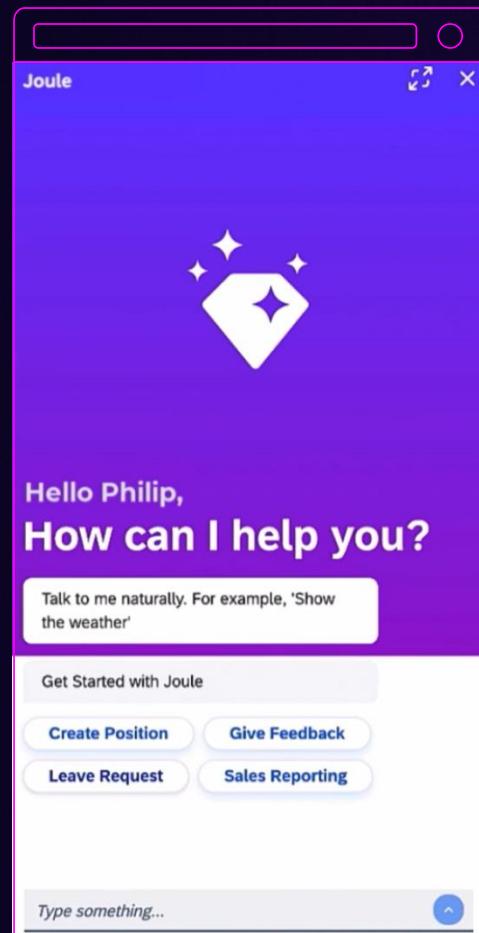


AWS Trainium
AWS Inferentia

Joule on AWS

Joule revolutionizes how you interact with SAP business systems, making every touchpoint count and every task simpler.¹

Joule supports more AWS data centers than any other CSP²:



Joule supports the following data centers:

Region Name	Region	Infrastructure Provider	Application Identifier	Subprocessor Region
Australia (Sydney)	AP10	Amazon Web Services (AWS)	das-application!b36397	Australia
Europe (Frankfurt) EU access only	EU11	Amazon Web Services (AWS)	das-application!b7331	Europe
Europe (Frankfurt)	EU10	Amazon Web Services (AWS)	das-application!b188376	Europe
Europe (Frankfurt)	EU30	Google Cloud Platform (GCP)	sb-das-application!b7641	Europe
Europe (Netherlands)	EU20	Microsoft Azure	sb-das-application!b61066	Europe
US (Virginia)	US10	Amazon Web Services (AWS)	das-application!b170816	US
US East (VA)	US21	Microsoft Azure	sb-das-application!b18572	US
US Central (IA)	US30	Google Cloud Platform (GCP)	sb-das-application!b19666	US
Japan (Tokyo)	JP10	Amazon Web Services (AWS)	das-application!b15448	JP

1: <https://www.sap.com/assetdetail/2023/11/a003a27c-9b7e-0010-bca6-c68f7e60039b.html>

2: <https://help.sap.com/docs/joule/serviceguide/data-centers-supported-by-joule>

Generative AI has potential to create significant business value



NEW EXPERIENCES

Create new innovative and engaging ways of interacting with your customers and employees



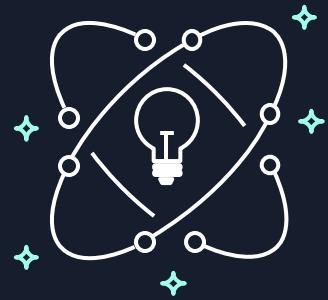
PRODUCTIVITY

Radically improve productivity across all lines of business



INSIGHTS

Extract insights and clear answers from all your corporate information, enabling faster and better decisions



CREATIVITY

Create new content and ideas, including conversations, stories, images, videos, and music

Generative AI for SAP – Use Cases



Generative AI has potential to create significant business value



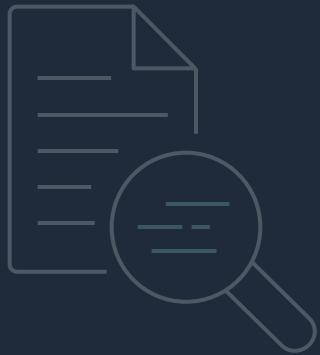
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CREATIVITY

Create new content and ideas, including conversations, stories, images, videos, and music

Deliver new experiences with generative AI for SAP



Finance Manager

Gather real-time finance insights with natural language



Sales Inventory Analyst

Identify insights on inventory with natural language



Legal or Policy Manager

Summarize and gain insights from policy documents to service customers



Shop Floor Employees

Receive real-time guidance from document stores with natural language

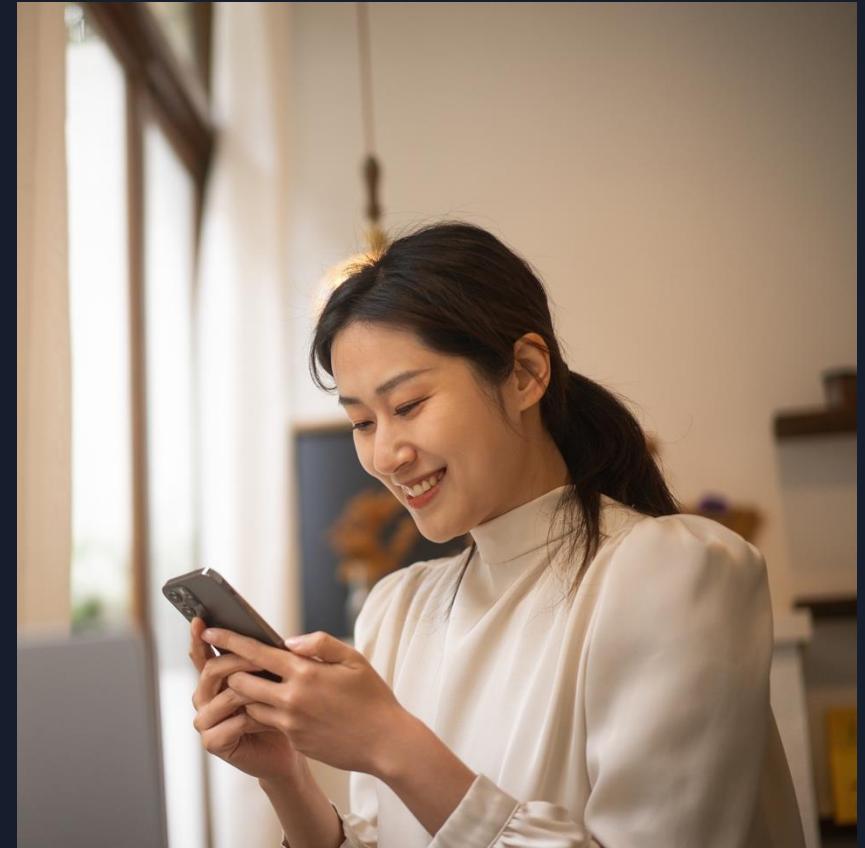
Executive SAP insights and E-mail Generation

Key Challenges

- E-mail notification, alerts, and reports consume resources to manually review, analyze and summarize
- Lack of agility in responding to business problems

Benefits of Generative AI

- Create insights from SAP reports, reducing time writing commentary and interpreting SAP information
- Generate actionable insights with generative AI
- Share summarized content and E-mail messages with leadership



Amazon SES



Amazon SDK



Amazon Bedrock



Example: Finance Report and Insights

From SAP data

To actionable insights

Company Code 1010 Walldorf Ledger: GL Carryforward Periods 01-16 2023 Reporting Periods 01-16 2023						
G/L Account	Short Text	Ccy	Bush	Balance Carryforward	Balance of Prior Periods	Debit Since of Reporting Period
1010 1210000000 BookIn Domestic USD		USD		0.00	0.00	626.35
1010 1360000000 Inventory Trading&D EUR		EUR		0.00	5,971.28	5,841.46
1010 1111000000 GR/JR EUR		EUR		0.00	340.50	340.50
1010 1290000000 Payable Affiliate EUR		EUR		0.00	0.00	4,212.00
1010 1290000000 Rev Domestic NetWk USD		USD		0.00	0.00	100.55
1010 2850010000 Zero Balance Clrg EUR		EUR		0.00	4,082.18	4,082.18
1010 4100000000 Rev Domestic Prod EUR		EUR		0.00	0.00	526.50
1010 5160000000 Compan Trade Gds EUR		EUR		0.00	2,920.73	0.00
1010 5201100000 Less Frc Var PRD EUR		EUR		0.00	1,161.45	1,161.45
1010 5201100000 G/L Account		EUR		0.00	15,102.49	15,102.49
Company Code 1710 Walldorf Ledger: GL Carryforward Periods 01-16 2023 Reporting Periods 01-16 2023						
G/L Account	Short Text	Ccy	Bush	Balance Carryforward	Balance of Prior Periods	Debit Since of Reporting Period
1710 1200000000 Petty Cash USD	Petty Cash	USD		93,321.68	0.00	0.00
1710 1202000000 Petty Cash Journal USD		USD		70.00	0.00	0.00
1710 1203000000 Petty Cash Collateral USD		USD		201,661.00	0.00	0.00
1710 1205000000 Material Stock C/GD USD		USD		15,227,463.00	0.00	0.00
1710 11051010 Rev Domestic Prod USD		USD		790.00	0.00	0.00
1710 11051020 Bankt Bank Transfer USD		USD		152,401,598.61	0.00	0.00
1710 11051030 Bankt Other Transfer USD		USD		110.00	0.00	0.00
1710 11051040 Bankt Check In USD		USD		4,922,350.44	0.00	0.00
1710 11051060 Bankt Check In USD		USD		1,526.97	0.00	0.00
1710 11051080 Bankt Cash Receipts USD		USD		303,077,649.26	0.00	0.00
1710 11051099 Bankt Techn. Accounts USD		USD		6,570.00	0.00	0.00
1710 11051100 Bankt Foreign Currency USD		USD		25,066.87	0.00	0.00
1710 11051105 Bankt Inv USD		USD		0.00	0.00	0.00
1710 11052000 Bankt Main Account USD		USD		5,470,666.48	0.00	0.00
1710 11052000 Rev Bank Transfer USD		USD		298,766,784.99	0.00	0.00
1710 11052090 Bankt Check Out USD		USD		1,875,996.32	0.00	0.00
1710 11052090 Rev Bank Cash Receipt USD		USD		201,121,876.31	0.00	100,569,599.95
1710 11052090 Rev Bank Transf. C/GD USD		USD		17,000.00	0.00	0.00
1710 12021000 Short T Invess Unaff USD		USD		2,000,000.00	0.00	0.00
1710 12021000 Bond Inv Shrs T Inv USD		USD		99,850,906.15	0.00	0.00
1710 12040000 Derivt Cash Unaff USD		USD		1,679,261.18	0.00	0.00
1710 12040000 Derivt Cash Inv USD		USD		1,993,254.13	0.00	0.00
1710 12100000 Revbale Domestc C USD		USD		287,275.20	0.00	36,666.87
1710 12100100 Revbale Domestic 1 USD		USD		15,297.33	0.00	4,223,344.26
1710 12100200 Revbale Domestic Adj USD		USD		2,451,324.00	0.00	0.00
1710 12100200 Revbale Domestic Payment USD		USD		34,354.32	0.00	0.00
1710 12110000 Revbale Recv. Inv USD		USD		0.00	0.00	0.00
1710 12110000 Revbale Recv. Inv USD		USD		150,447.37	0.00	0.00
1710 12112000 Revbale Foreign USD		USD		12,800.00	0.00	0.00
1710 12112000 Revbale Foreign Adj USD		USD		100.00	0.00	0.00
1710 12112000 Revbale Inv USD		USD		28,576.14	0.00	0.00
1710 12120000 Revbale Affil. Inv USD		USD		10,460.40	0.00	421.20
1710 12461100 Doubtfull Recbil/Val USD		USD		1,200.00	0.00	723,619.31
1710 12531000 A/R - Unappd Checks USD		USD		322.40	0.00	723,619.31
1710 12580000 Unbilld Revenue USD		USD		11,498.98	0.00	0.00
1710 12580000 Repaid Expenses USD		USD		0.00	0.00	11,498.98
1710 12580000 Vchr Inv Detai Bal USD		USD		1,005.23	0.00	0.00
1710 12651000 Bond Inv Rev Oba USD		USD		50,000.00	0.00	0.00
1710 13100000 Inventory Raw Mat. USD		USD		33,415,509.08	0.00	11,157,600.32
1710 13200000 Inventory WIP USD		USD		456,159.22	0.00	0.00
1710 13300000 Interest Inv Fin USD		USD		9,974,441.00	0.00	150.00
1710 13400000 Inventory Finished&D USD		USD		1,455,551.76	0.00	2,336,251.45
1710 13600000 Inventory Trading&D USD		USD		6,905,771,176.58	0.00	1,154,241.68
1710 13600900 Invent. Rev. Trading&D USD		USD		6,620.50	0.00	693,062.08
1710 13701400 WIP Def Rev USD		USD		4,402,142.35	0.00	0.00
1710 13701400 WIP Inv Rev USD		USD		0.00	2,270.20	0.00
1710 13711400 WIP Inv Rev USD		USD		4,401,708.70	0.00	4,401,708.70

Executive Summary:

Based on the G/L Account Balances report, here are the key insights:

1. Revenue:

- The company generated domestic product revenue of \$4,223,226 and affiliate product revenue of \$526.50 during the reporting period.
- There were revenue adjustments of \$2,270.20 recorded.

2. Cost of Goods Sold (COGS):

- COGS components like direct materials (\$1,694,481.95), material overhead (\$247,723.20), personnel time (\$195,400.00), and shipping costs (\$1,161,871.90) were recorded.
- Consumption of raw materials (\$1,615,871.90) and trading goods (\$694,369.42) was recorded.

3. Inventory:

- Significant inventory balances were reported for raw materials (\$42,959,620.51), work-in-progress (\$456,789.22), and finished goods (\$1,455,551.76).

4. Receivables and Payables:

- Domestic receivables stood at \$33,895,279.56, while domestic payables amounted to \$64,988,323.14.
- Affiliate receivables were \$561.60, and affiliate payables were \$4,212.00.

5. Cash and Investments:

- The company had significant cash balances in various bank accounts, totaling over \$300 million.
- Short-term investments in unaffiliated entities were \$2,000,000, and long-term investments were \$10,000,000.
- Bond investments, both short-term (\$99,850,906.15) and long-term (\$199,700,000), were substantial.

6. Debt:

- Short-term bond payables were \$600,000,000, while long-term bond payables were \$100,000,000.

7. Other Expenses:

- Bad debt expense of \$724,659.31 was recorded.
- Interest income from unaffiliated sources (\$23,233.28) and bonds (\$873,113.14) was recognized.
- Realized price gains on unaffiliated investments were \$1,873,553.53.
- Commission/charges related to treasury operations were \$1,259,450.00.

Overall, the report highlights the company's significant inventory levels, substantial cash and investment position, and strong financial performance across all business units.

Finance manager

SAP FINANCE INSIGHTS WITH CHATBOT AND NLP

Key challenges

- Long lead time to analyze data and uncover insights
- Inability to quickly relay resulting insights
- Ever-changing reporting requirements add complexity to report development

Benefits of generative AI

- Generate insights dynamically based on natural language prompt
- Provide near real-time insights from SAP data for CFO and Finance team to accelerate decision making
- Create and share summarized insights via e-mail



Amazon Lex



Amazon Kendra



Amazon S3



Amazon Bedrock



Manage Finance in new ways with generative AI

Generative AI Assistant for SAP Finance

What are the top 5 revenue regions for q3 2023 in descending order also provide corresponding revenue?

Based on the context provided, here are the top 5 revenue regions for Q3 2023 in descending order with corresponding revenue in millions of dollars: 1. North America: \$98.53 million North America remained the company's strongest market, contributing the highest revenue of \$98.53 million. 2. Europe: \$67.22 million The European region was the second-highest revenue contributor, with a substantial revenue of \$67.22 million. 3. Asia Pacific: \$44.99 million The Asia Pacific region secured the third position in terms of revenue generation, bringing in \$44.99 million. 4. Latin America: \$19.87 million Latin America was the fourth-highest revenue-generating region, with a revenue of \$19.87 million. 5. Middle East & Africa: \$8.93 million The Middle East and Africa region rounded out the top 5, contributing revenue of \$8.93 million.

Manage Finance in new ways with generative AI

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Within North America Region list top 5 territories in descending order by Revenue for q3 2023 and also provide corresponding revenue of those territories

Based on the provided context and the information that North America was the highest revenue-generating region for the company in Q3 2023 with a revenue of \$98.53 million, here's a breakdown of the top 5 territories within North America in descending order by revenue for Q3 2023, along with their corresponding revenue figures: 1. United States: \$50.00 million 2. Canada: \$10.00 million 3. Mexico: \$4.50 million 4. Puerto Rico: \$2.00 million 5. Costa Rica: \$1.50 million Total revenue from the top 5 territories: \$68.00 million which is less than 70% of total revenue for North America

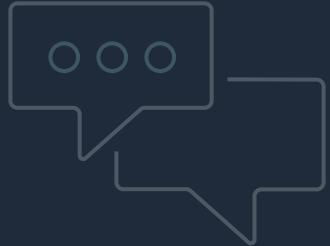
Manage Finance in new ways with generative AI

Generative AI Assistant for SAP Finance ?

Generate an email for me to write to CFO summarizing the revenue by region and territories for Q3 2023, with details on revenue numbers and observations around revenue growth

Here's a draft email that you can send to the CFO, summarizing the revenue by region and territory for Q3 2023, with details on revenue numbers and observations around revenue growth: Subject: Q3 2023 Revenue Summary and Observations Dear [CFO's Name], I hope this email finds you well. I wanted to provide you with a comprehensive summary of our revenue performance for the third quarter of 2023, highlighting the key figures and observations across regions and territories. Regional Revenue Breakdown: 1. North America: \$98.53 million North America continues to be our strongest market, contributing the highest revenue of \$98.53 million. This remarkable performance showcases the strength of our brand and operational excellence in this region. 2. Europe: \$67.22 million The European region secured the second-highest revenue, generating \$67.22 million. While this figure represents a solid performance, we notice a slight slowdown compared to the previous quarter, potentially due to economic headwinds in certain European markets. 3. Asia Pacific: \$44.99 million The Asia Pacific region delivered \$44.99 million in revenue, solidifying its position as the third-largest contributor. We observe promising growth in key markets like China and India, which bodes well for our future expansion plans in this region. 4. Latin America: \$19.87 million Latin America generated \$19.87 million in revenue, reflecting a steady performance. However, we see opportunities for further growth by strengthening our presence in emerging markets within the region. 5. Middle East & Africa: \$8.93 million The Middle East and Africa region contributed \$8.93 million to our overall revenue. While this figure is modest, we are encouraged by the positive traction we are gaining in select markets, laying the foundation for future growth. Territorial Highlights: Within North America, the United States continues to be our powerhouse, contributing \$50.00 million in revenue. Canada (\$10.00 million) and Mexico (\$4.50 million) also delivered strong performances. In the United States, California (\$12.00 million), Texas (\$9.50 million), and New York (\$7.00 million) were the top-performing states, showcasing the robustness of our operations in these key markets. Overall, we witnessed a healthy revenue growth of 8% compared to the same quarter last year, driven by our unwavering focus on innovation, operational efficiency, and customer-centric strategies. As we move forward, we remain committed to capitalizing on emerging opportunities, addressing challenges proactively, and delivering exceptional value to our stakeholders. Our teams across regions and territories are dedicated to sustaining this momentum and propelling our company to new heights. Please let me know if you need any additional information or have any specific areas you would like me to elaborate on. I would be happy to provide further insights or arrange a detailed presentation for the leadership team. Best regards, [Your Name] [Your Title]

Generative AI has potential to create significant business value



NEW EXPERIENCES

Create new innovative and engaging ways of interacting with your customers and employees



PRODUCTIVITY

Radically improve productivity across all lines of business



INSIGHTS

Extract insights and clear answers from all your corporate information, enabling faster and better decisions



CREATIVITY

Create new content and ideas, including conversations, stories, images, videos, and music

Increase productivity with generative AI for SAP



Accounts Payable Manager/Auditor

Detect anomalies in accounts payable transactions in near real-time



ABAP Development Team

Accelerate SAP ABAP Assistant code generation and documentation



SAP System Administrator

Accelerate SAP-related administration tasks to save effort



SAP Enterprise Leader

Accelerate development for SAP BTP and AWS services

Intelligent document processing

- Document processing is essential to business, serving as a primary tool in many mission-critical processes in industries as varied as finance, insurance, medical, legal, and more
- Faster processing time
- Improved accuracy
- Lowered personnel costs



Example: invoice automation

From hard copy

INVOICE									
Diesel Parts & Truck Specialists									
BIG TRUCK REPAIR SHOP									
800 E. 21st Street									
Anytown, TN 37615									
Phone: 222-333-4444 Fax: 222-555-6767									
Invoice: 905264									
Cust No: 1823									
Inv Date: 8/24/2017									
Shop WO: 32603									
Ticket No: AUT 935DZW									
Bill to: AARON RICHARD PO BOX 555 KNOXVILLE, MI 53812									
Ship to: AARON RICHARD PO BOX 555 KNOXVILLE, MI 53812									
Cust Ph: 111-568-7938									
Make	Model	Year	Miles	Eng Num	Eng Serial	Eng Hrs			
GMC	YUKON	2001	2,222,222	XX-ENGNUM-123	XX-12345	0.00			
P.O. No.	VIN:	Unit #	License	SWO Date	Terms	Plug Chk			
111111	1GKEK13T4J313581	YUKON	AUT 935DZW	7/20/2017	Net/30 Days				
Ship Qty	Parts	Description		Unit Price	Ext Price				
11.00	-10751-1	FITTING, ANCHOR 3/8		6.83	75.13				
1.00	-10744-5	UNION, 1/8" #2		3.71	3.71				
2.00	-10748-1	SLEEVE, 3/4"		4.00	8.00				
7.00	10987	NIPPLE, HOSE		4.00	28.00				
THIS WILL PRINT UNDER THE LINE ITEM ON THE WORK ORDER AND INVOICE.									
2.00	91-13	WIPER BLADE, 13"		8.09	16.18				
1.00	920049GL	LENS, RED BETTS		4.00	4.00				
1.00	G SERVICE MTRHM-GAS	SERVICE MOTORHOME-GAS		400.00	400.00				
CHANGE OIL AND FILTERS, GREASE, CHECK NITRATE LEVEL IN COOLING SYSTEM, CHECK LIGHTS, TIRES, BELTS, HOSES AND ALL FLUID LEVELS. CHECK BRAKE AND CLUTCH ADJUSTMENTS. XXXXXXXXXXXX									
2.50	LABOR	LABOR		500.00	1,250.00				
THIS SECONDARY DESCRIPTION IS IMPORTED AUTOMATICALLY INTO THE WORK ORDER. IT MAY BE MODIFIED AS NECESSARY.									
THIS WILL PRINT ON THE INVOICE.									
THIS IS A TEST FOR THE 1st INVOICE MESSAGE									
This is the 2nd Invoice Message field in the SysMgr setup.									
Thank you for your business!									
Parts:	135.02								
Labor:	1,650.00								
Sales Tax:	4.33								
Total:	1,789.35								
Page: 1	Items processed: 8								

To system data



Data Entry View			
Document Number:	1900000053	Company Code:	1710
Document Date:	08/24/2017	Posting Date:	04/10/2025
Reference:	905264	Cross-Comp.No.:	
Currency:	USD	Texts Exist:	<input type="checkbox"/>
C...	Item	Key	Account
1710	1 40	12119200	FITTING, ANCHOR 3/8
	2 40	12119200	UNION, 1/8" #2
	3 40	12119200	SLEEVE, 3/4"
	4 40	12119200	NIPPLE, HOSE
	5 40	12119200	WIPER BLADE, 13"
	6 40	12119200	LENS, RED BETTS
	7 40	12119200	SERVICE MOTORHOME-GAS
	8 40	12119200	LABOR
	9 40	12119200	Tax/Others
	10 31	17300273	



Accounts Payable Manager

INTELLIGENT INVOICE AUDITING WITH GENERATIVE AI

Key challenges

- Maintaining compliance with time-consuming audit processes
- Gathering insights from documents and non-structured data

Benefits of generative AI

- Create generative AI audit assistants leveraging your financial data
- Gain insights on payments and receipts from invoices and other documents
- Create agents to perform complex tasks on unique processes at scale



Amazon Textract



Amazon Translate



Amazon S3



Amazon Bedrock



Accelerate AP audits with intelligent assistants

Accounts Payable Invoice Audit Assistant

Finance Audit assistant

Are there any trends or patterns in the types of services, suppliers, or payment methods over time?

Based on the provided context, which includes several invoices, there are a few trends and patterns that can be observed:

1. Types of Services:
 - The invoices cover a variety of utility-related services, such as wave energy system construction, solar panel maintenance, water purification system maintenance, power plant maintenance, and green energy system installation.
 - The services span different time periods, ranging from 2026 to 2031.
2. Suppliers:
 - The invoices involve several different suppliers, including Wave Energy System Construction, SunPower Dynamics Inc., WaterGen Tech Ltd., PowerTech Solutions Inc., GreenWorks Ltd., and HydroCare Inc.
 - The suppliers appear to be specialized in the respective utility-related services they provide.
3. Payment Methods:
 - The payment status for the invoices varies, with some being "Paid", others "Processing", and some "Pending".
 - The payment methods mentioned include payment via cheque and payment processing pending.

Your message >

which invoices were not paid on time , provide detailed information about those invoices ?

Based on the provided context, the following invoices were not paid on time:

1. "BusinessCode","SupplierID","SupplierName","ItemID","ItemDescription","DueDateOfInvoice","BusinessCode","1710","17300273","BIG TRUCK REPAIR SHOP",-10751-1,"FITTING, ANCHOR 3/8","08/24/2017","2017","08/24/2017","1900000025","03/08/2024","Late payment due to missed submission by vendor verification in progress","Pending","75.1300 ","USD"
2. "BusinessCode","SupplierID","SupplierName","ItemID","ItemDescription","DueDateOfInvoice","BusinessCode","1710","17300273","BIG TRUCK REPAIR SHOP",-10744-5,"UNION, 1/8" #-2,"08/24/2017","2017","08/24/2017","1900000025","03/08/2024","Late payment due to missed submission by vendor verification in progress","Pending","3.7100 ","USD"
3. "BusinessCode","SupplierID","SupplierName","ItemID","ItemDescription","DueDateOfInvoice","BusinessCode","1710","17300273","BIG TRUCK REPAIR SHOP",-10748-1,"SLEEVE, 3/4","",08/24/2017,"2017","08/24/2017","1900000025","03/08/2024","Late payment due to missed submission by vendor verification in progress","Pending","8.0000"

The key details about these invoices are:

- The invoices are from the supplier "BIG TRUCK REPAIR SHOP" with supplier ID "17300273".
- The invoice dates are all "08/24/2017" but the due dates are "03/08/2024", indicating a significant delay in payment.
- The comments state "Late payment due to missed submission by vendor verification in progress", suggesting the payment is pending due to issues with the vendor verification process.
- The status of these invoices is "Pending", meaning they have not been paid yet.

Your message >



Demo: Manage finance with generative AI



Accts. Payable Manager
Detect anomalies in accounts payable transactions

The screenshot shows the AWS Bedrock console interface. On the left, a sidebar navigation menu includes sections like Getting started, Foundation models, Playgrounds, Safeguards, Orchestration, Assessment & deployment, and Model access. The main content area displays a "knowledge-base-overview" for a knowledge base named "knowledge-base-quick-start-9r5ng". The overview shows details such as Knowledge base ID (S56PRH5EFX), Status (Ready), and Created date (March 08, 2024). Below this, a "Tags" section indicates "No tags" and "No tags to display". To the right, a generative AI interface is shown, with a query "Which invoices has been paid on time ?" and a response listing several invoices paid on time, each with a source ID and a brief description. A message input field and a "Run" button are also visible.

knowledge-base-quick-start-9r5ng

Knowledge base overview

Knowledge base name: knowledge-base-quick-start-9r5ng

Knowledge base ID: S56PRH5EFX

Knowledge base description: —

Status: Ready

Service Role: AmazonBedrockExecutionRoleForKnowledgeBase_9r5ng

Created date: March 08, 2024, 11:52 (UTC-06:00)

Tags

No tags

No tags to display

Manage tags

Which invoices has been paid on time ?

Based on the search results, the following invoices have been paid on time:

- Invoice for Solar Energy System Installation from SolarSolutions Technologies Inc. with Accounting Document ID 1323456783 (Source 1)
- Invoice for Wave Energy System Construction from WaveWorks Technologies Inc. with Accounting Document ID 1623456786 (Source 1)
- Invoice for Water Treatment Plant Construction from WaterWorks Solutions Inc. with Accounting Document ID 9023456789 (Source 3)
- Invoice for Hydropower Plant Design from HydroPower Tech Ltd. with Accounting Document ID 9123456789 (Source 3)
- Invoice for Wave Energy System Construction

Enter your message here

Run



ABAP Developer

SPEED ABAP DEVELOPMENT WITH GENERATIVE AI

Key challenges

- Productivity loss incurred searching for ABAP code
- Long lead time to analyze ABAP programs
- Business risk due to lack of ABAP documentation

Benefits of generative AI

- Accelerate ABAP code development and documentation
- Improve productivity of ABAP developers
- Enable path to clean core and transformation



Amazon Bedrock



AWS Identity and
Access Management



AWS IAM Identity
Center



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Innovate with ABAP and 200+ AWS services

Potential use cases

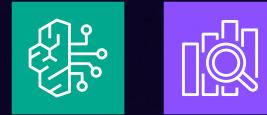
Finance

Accounts payable



Automate paper invoice posting using Amazon Textract and Amazon Bedrock

Sourcing



Automate RFQ/RFX process with Amazon Bedrock and Amazon OpenSearch

Manufacturing

Equipment monitoring



Amazon Monitron and Amazon Lookout for Equipment for predictive maintenance

Intelligent operations



Connected factory using AWS IoT Core and AWS IoT TwinMaker

Supply Chain

Supply chain operations



Mitigate risks and lower costs with ML-powered AWS Supply Chain

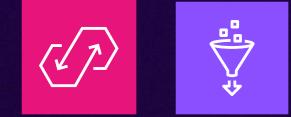
Logistics



Automate the tracking of assets with Amazon Managed Blockchain and AWS IoT Core

Analytics

Data integration



Automate bi-directional data flows and integrate data with Amazon AppFlow and AWS Glue

Analytics and reporting



Get insights faster and make better decisions with Amazon Q in QuickSight

The AWS SDK for SAP ABAP

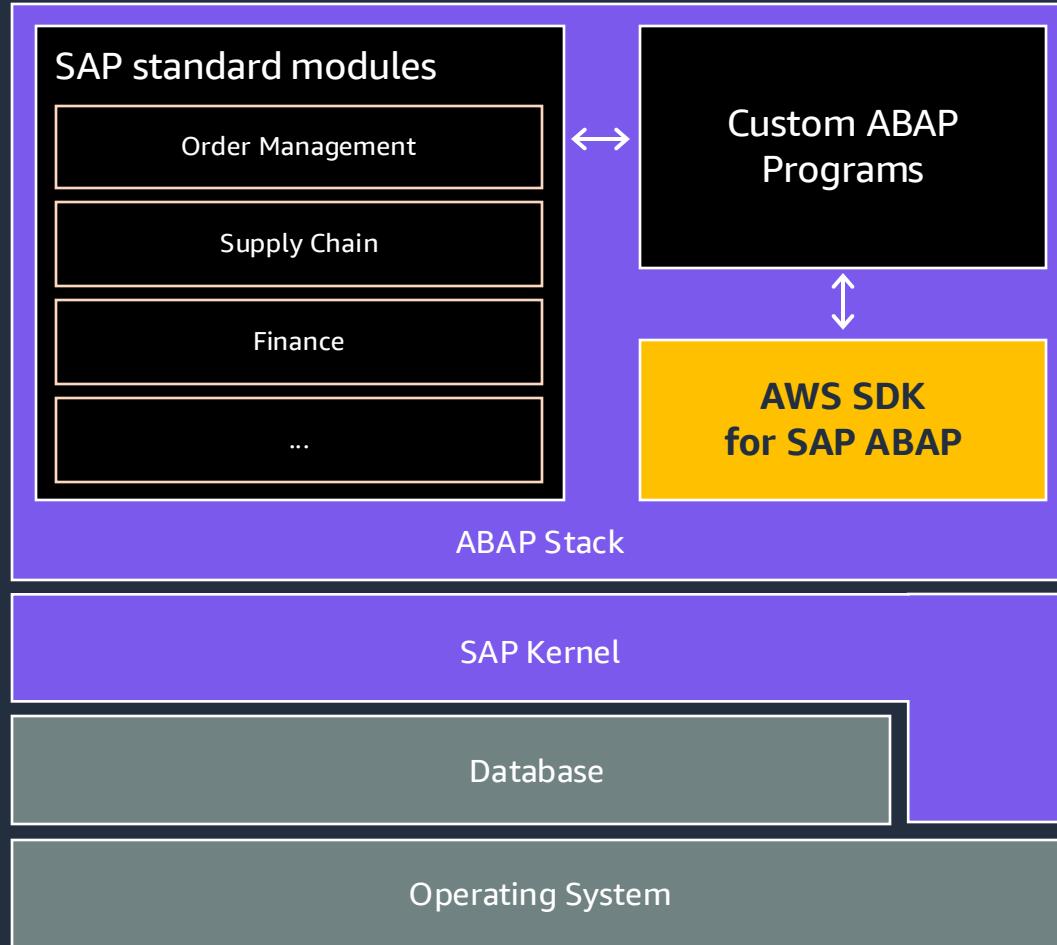


1. AWS SDK for SAP ABAP generally available. BTP edition in developer preview.



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Innovate with the AWS SDK for SAP ABAP



SAP ABAP based applications (SAP S/4HANA, ECC, CRM etc.)

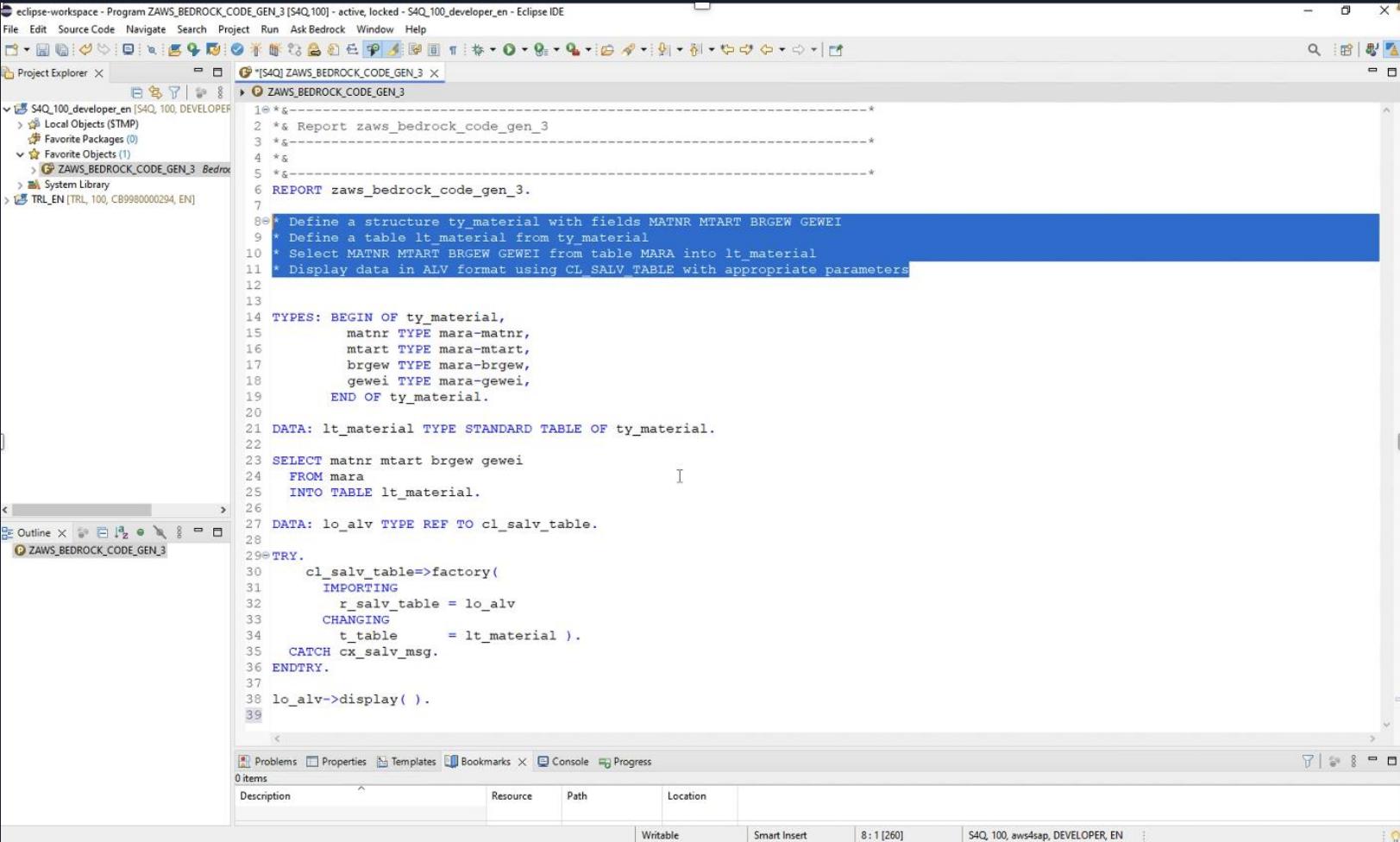


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Accelerate ABAP code generation

IMPROVE PRODUCTIVITY OF ABAP DEVELOPERS AND ENABLE A PATH TO CLEAN CORE



The screenshot shows the Eclipse IDE interface with the title "eclipse-workspace - Program ZAWS_BEDROCK_CODE_GEN_3 [S4Q_100] - active, locked - S4Q_100_developer_en - Eclipse IDE". The Project Explorer view on the left lists several objects under the project "S4Q_100_developer_en". The central editor window displays ABAP code for a program named "ZAWS_BEDROCK_CODE_GEN_3". The code includes comments defining a structure "ty_material" with fields MATNR, MTART, BRGEW, and GEWEI, and a table "lt_material" derived from the MARA table. It also shows logic for selecting data into "lt_material" and displaying it using CL_SALV_TABLE. The code is color-coded for syntax highlighting. The bottom of the screen shows the Eclipse status bar with information like "8:1[260]" and "S4Q_100, aws4sap, DEVELOPER, EN".

```
1 *-----*
2 * Report zaws_bedrock_code_gen_3
3 *-----
4 *-
5 *-----
6 REPORT zaws_bedrock_code_gen_3.
7
8* Define a structure ty_material with fields MATNR MTART BRGEW GEWEI
9* Define a table lt_material from ty_material
10* Select MATNR MTART BRGEW GEWEI from table MARA into lt_material
11* Display data in ALV format using CL_SALV_TABLE with appropriate parameters
12
13
14 TYPES: BEGIN OF ty_material,
15   matnr TYPE mara-matnr,
16   mtart TYPE mara-mtart,
17   brgew TYPE mara-brgew,
18   gewei TYPE mara-gewei,
19 END OF ty_material.
20
21 DATA: lt_material TYPE STANDARD TABLE OF ty_material.
22
23 SELECT matnr mtart brgew gewei
24   FROM mara
25   INTO TABLE lt_material.
26
27 DATA: lo_alv TYPE REF TO cl_salv_table.
28
29 TRY.
30   cl_salv_table=>factory(
31     IMPORTING
32       r_salv_table = lo_alv
33     CHANGING
34       t_table      = lt_material ).
35   CATCH cx_salv_msg.
36 ENDTRY.
37
38 lo_alv->display( ).
```



Accelerate ABAP program documentation

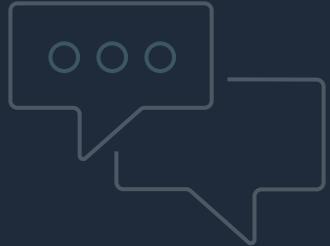
IMPROVE PRODUCTIVITY OF ABAP DEVELOPERS AND ENABLE A PATH TO CLEAN CORE

The screenshot shows the Eclipse IDE interface with the following components:

- Top Bar:** workspace-2023-09 - Function Module RH_READ_INFNTY_1001 [S4Q] - active - S4Q_100_developer_en - Eclipse IDE
- Menu Bar:** File Edit Navigate Search Project Run Ask Bedrock Window Help
- Project Explorer:** Shows the project S4Q_100_developer_en [S4Q_100, DEVELOPER, EN] with Local Objects (STMP), Favorite Packages, Favorite Objects, and System Library.
- Editor Area:** Displays ABAP code for function module RH_READ_INFNTY_1001. The code includes table descriptions, IF statements, and a PERFORM loop.
- ABAP ASSISTANT CONSOLE:** A panel below the editor showing step-by-step documentation for the provided ABAP code, listing 7 numbered steps with explanations.
- Outline View:** Shows the outline of the current file RH_READ_INFNTY_1001.



Generative AI has potential to create significant business value



NEW EXPERIENCES

Create new innovative and engaging ways of interacting with your customers and employees



PRODUCTIVITY

Radically improve productivity across all lines of business



INSIGHTS

Extract insights and clear answers from all your corporate information, enabling faster and better decisions



CREATIVITY

Create new content and ideas, including conversations, stories, images, videos, and music

Uncover insights with generative AI for SAP



Order-to-Cash Analyst

Accelerate decision making from Sales Order data



Procurement Manager

Analyze and optimize supplier spend with insights from procurement data



Sales Account Manager

Identify new customer insights by summarizing and analyzing documents



LOB Leaders/Executives

Accelerate decision making with notifications from SAP reports



Generative AI
application

Data
foundation

STORAGE

GOVERNANCE
AND COMPLIANCE

DATABASES,
ANALYTICS,
AND DATA LAKES

DATA
INTEGRATION



Your data is the differentiator



Generic
generative AI



Generative AI that
knows your business
and your customers

AWS Analytics Fabric for SAP

Accelerated yet **simple path** to get started on AWS with your **data assets**

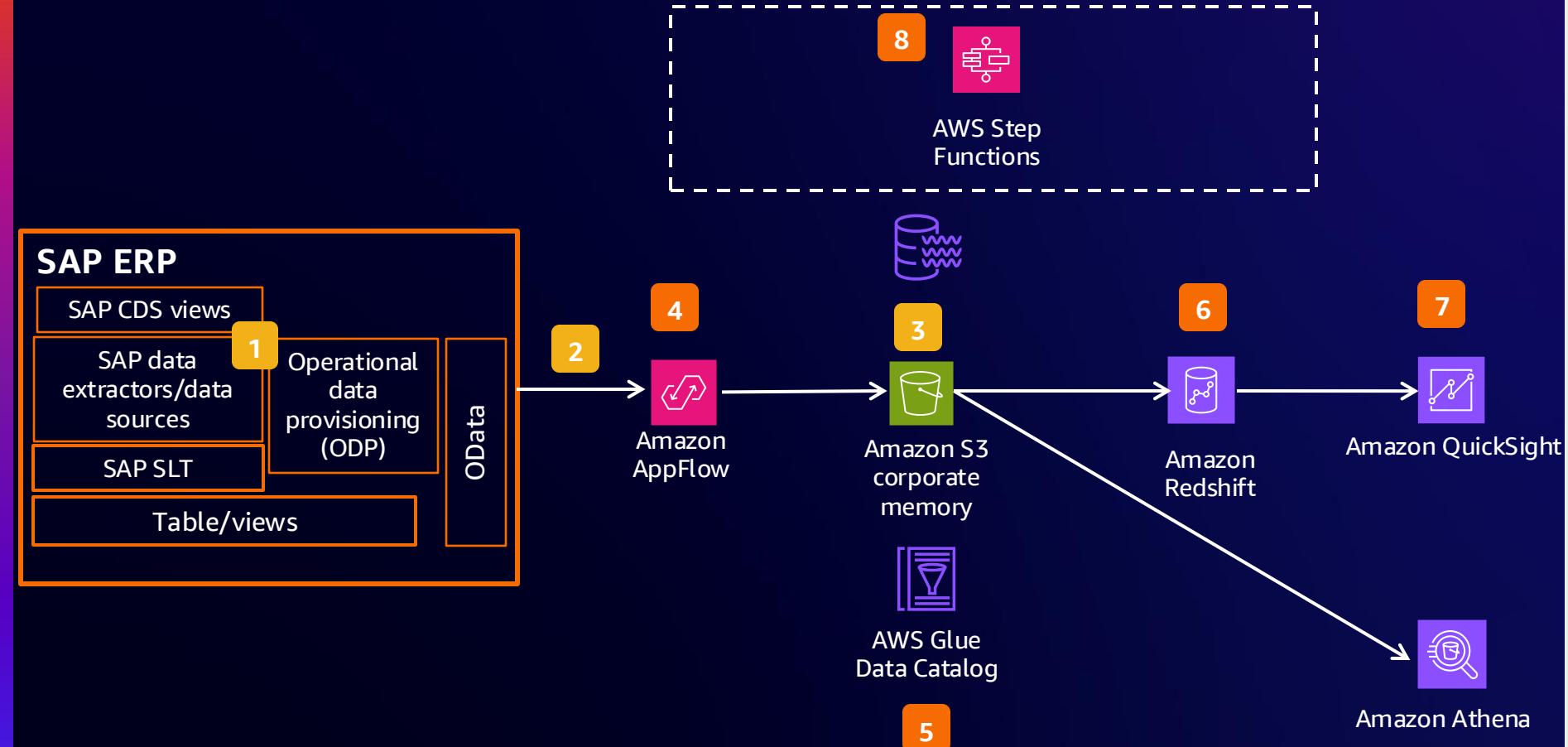
Pre-built ingestion, cataloging, modelling and consumption

With just a few simple clicks, you will be able to **deploy pre-defined data pipelines** into your AWS account

Fast access to AWS analytics, **AI**, and **ML** capabilities

Get **near-real-time insights** within minutes from the data being updated

Data Lakehouse on AWS with SAP



- 1 Pre-req. – Install and activate standard SAP Business Content Extractors. Configure ODP for extraction in the SAP gateway of your SAP system
- 2 Pre-req. – Create the OData system connection from Amazon AppFlow to your SAP source system. This can be over PrivateLink for SAP on AWS/connect with AWS via VPN/direct connect, or over the internet
- 3 Pre-req. – Create an S3 bucket to store data
- 4 In Amazon AppFlow, create the Flow using the SAP source created in step 3. Run the flow to extract data from SAP and save to an S3 bucket
- 5 Create a data catalog entry with metadata for the extracted SAP data in your S3 bucket
- 6 Load data into Amazon Redshift through "COPY" commands. Model the data appropriately, enable the capability for visibility on historical movement of data
- 7 Create the dataset in QuickSight with Amazon Redshift as your data source. Create a dashboard to visualize the business data as per requirements
- 8 Orchestrate end-to-end process

O2C and P2P Insights

INSIGHTS ON-DEMAND WITH AMAZON Q IN QUICKSIGHT

Key challenges

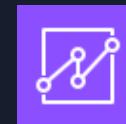
- Discrepancies in order fulfillment
- Unable to measure supplier spend and performance

Benefits of generative AI

- Automatically generate insights from Order-to-Cash and Procure-to-Pay data
- Accelerate decision making to improve order fulfillment and on-time delivery rate
- Analyze and optimize supplier spend and performance



Amazon Bedrock



Amazon QuickSight



Amazon Q in
QuickSight



AI-powered dashboard authoring experience

A NEW DASHBOARD BUILDING EXPERIENCE POWERED BY GENERATIVE BI

Build visuals

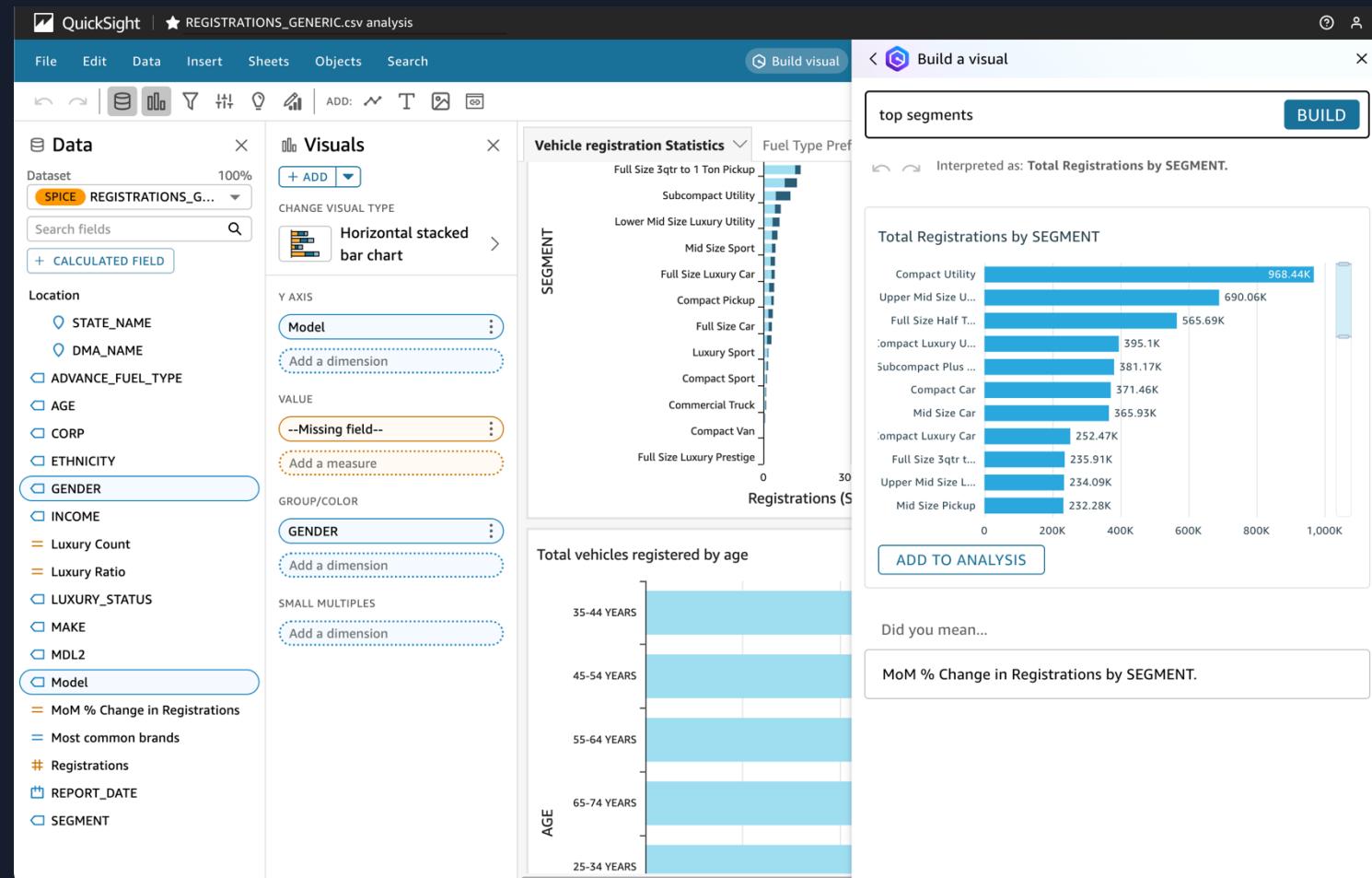
Use natural language to quickly build visuals for dashboards and reports

Create calculations

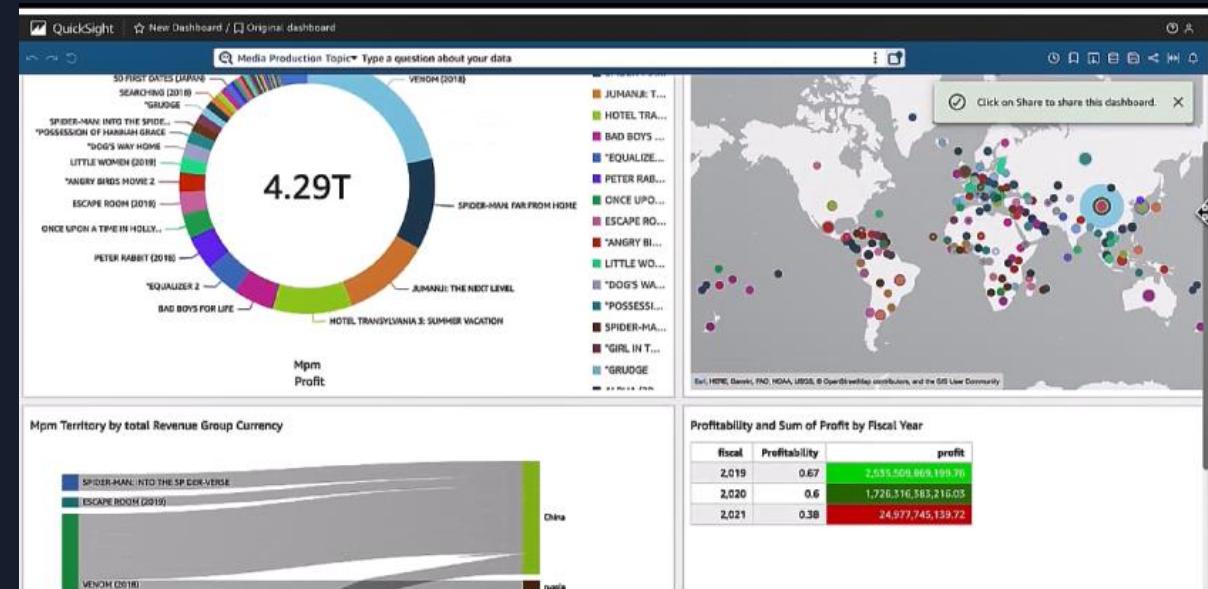
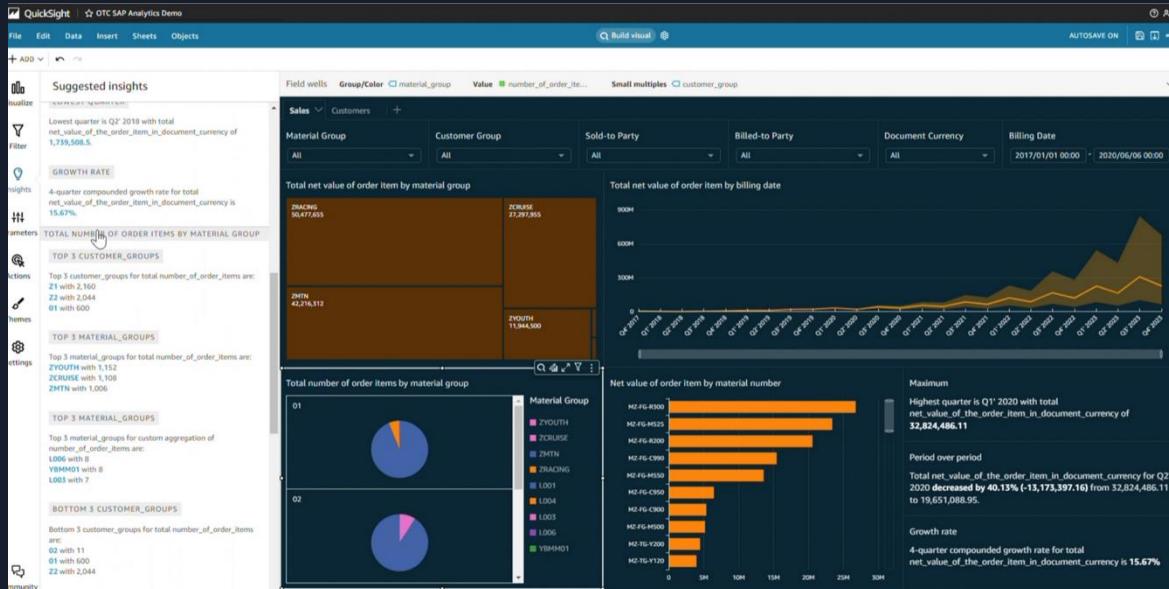
Build calculations using natural language without looking up or learning specific syntax

Refine visuals

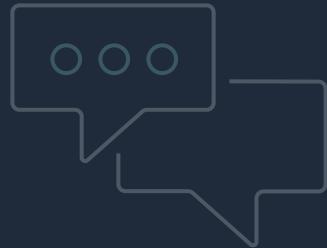
Quickly update visuals by describing desired formats using natural language



Create and share insights with generative AI



Generative AI has potential to create significant business value



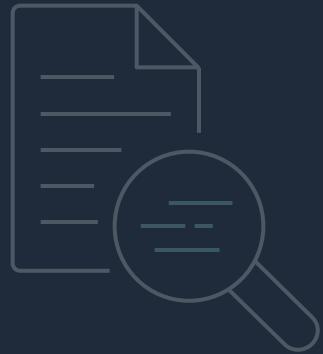
NEW EXPERIENCES

Create new innovative and engaging ways of interacting with your customers and employees



PRODUCTIVITY

Radically improve productivity across all lines of business



INSIGHTS

Extract insights and clear answers from all your corporate information, enabling faster and better decisions



CREATIVITY

Create new content and ideas, including conversations, stories, images, videos, and music

Unleash creativity with generative AI for SAP



Master Data Manager

Generate product descriptions or images to augment master data records



Marketing Manager

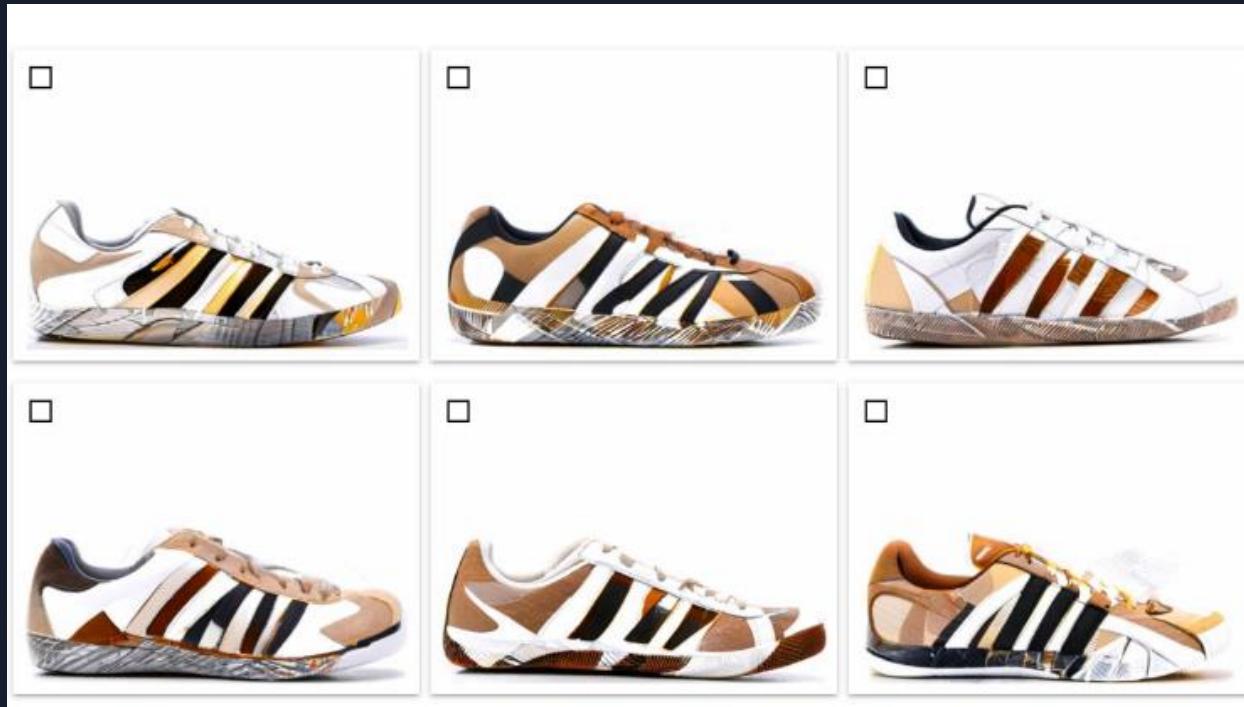
Generate images for sales and marketing materials



Product Development Manager

Generate product alternatives for prototyping

Explore more possibilities with generative AI



adidas

Adidas rapidly explores new design concepts with model trained on 150,000 unique shoe designs in their archive, while powering their enterprise with SAP S/4HANA on AWS.

AWS generative AI capabilities



Amazon Bedrock

The easiest way to build and scale generative AI applications with foundation models (FMs)

Choice of leading FMs through a single API

Model customization

Retrieval Augmented Generation (RAG)

Agents that execute multistep tasks

Security, privacy, and safety



Rapidly and securely utilize Amazon Bedrock with the AWS SDK for SAP ABAP

Accelerate business process innovation

Provide ABAP developers access to **200+ AWS services**—including **Amazon Bedrock**

Reduce architectural complexity

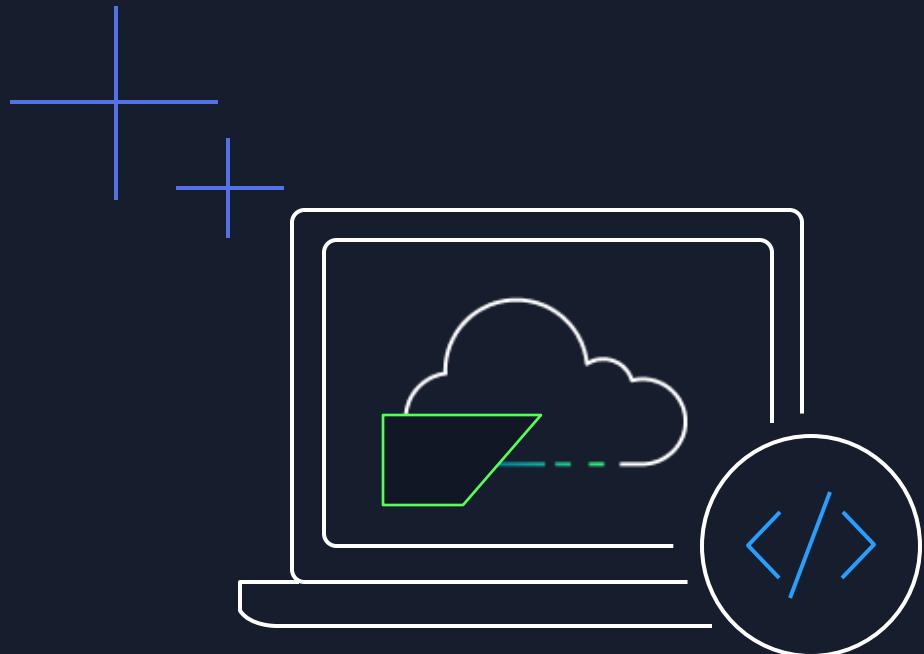
Eliminate complex manually integrations in both **self-managed and RISE with SAP** deployments

Maintain a strong security posture

Encrypt payloads and **enforce SAP-level permissions**

Upskill ABAP development teams

Develop cloud solutions with **familiar ABAP**



Amazon Q in Amazon QuickSight

Generative dashboard authoring

Visually compelling data stories

Reimagined Q&A experience



Next Steps



Embark on generative AI journey



Move quickly

- Identify use cases that are relevant, viable, and impactful
- Leverage your data is the key to maximizing the potential of generative AI
- Empower your entire workforce, regardless of their AI expertise



Customize

- Customize to deliver differentiated experiences
- Ensure your data is readily accessible and ready for AI



Scale

- Measure and track the business value and ROI as you scale
- Optimize for your cost, latency, and accuracy needs
- Manage risk, maintain trust, and build responsibly with strong compliance & governance

Thank you!

Michael Lin

linmicht@amazon.com



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