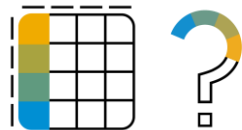# Extend SAP BPC
with SAP Analytics Cloud

Tom Chelednik
SAP Product Strategy
2021

MANY ORGANIZATIONS STILL USE SPREADSHEETS

Spreadsheets are still considered the primary budgeting and planning technology of 50% of companies

Overall, 73% of companies use spreadsheets during planning and forecasting processes

Source: Becoming an Intelligent Enterprise – FP&A Trends Group – 2020

THE AVERAGE VS BEST IN CLASS

AVERAGE ORGANIZATIONS

Only 35% have access to real-time plan data

BEST IN CLASS ORGANIZATIONS

Over 90% have access to plan data in real-time

Source: Becoming an Intelligent Enterprise – FP&A Trends Group – 2020

BE FUTURE READY
WITH PREDICTIVE

30%
Already leveraging AI/ML driven plans

30%
Plan to use in upcoming years

Source: Becoming an Intelligent Enterprise – FP&A Trends Group – 2020

SAP Strategic Direction is Cloud First
Planning and Analysis

SAP is committed to delivering innovative applications in the Cloud. Consistent with this, our strategic direction for planning follows on and aligns with our broader Analytics strategy.

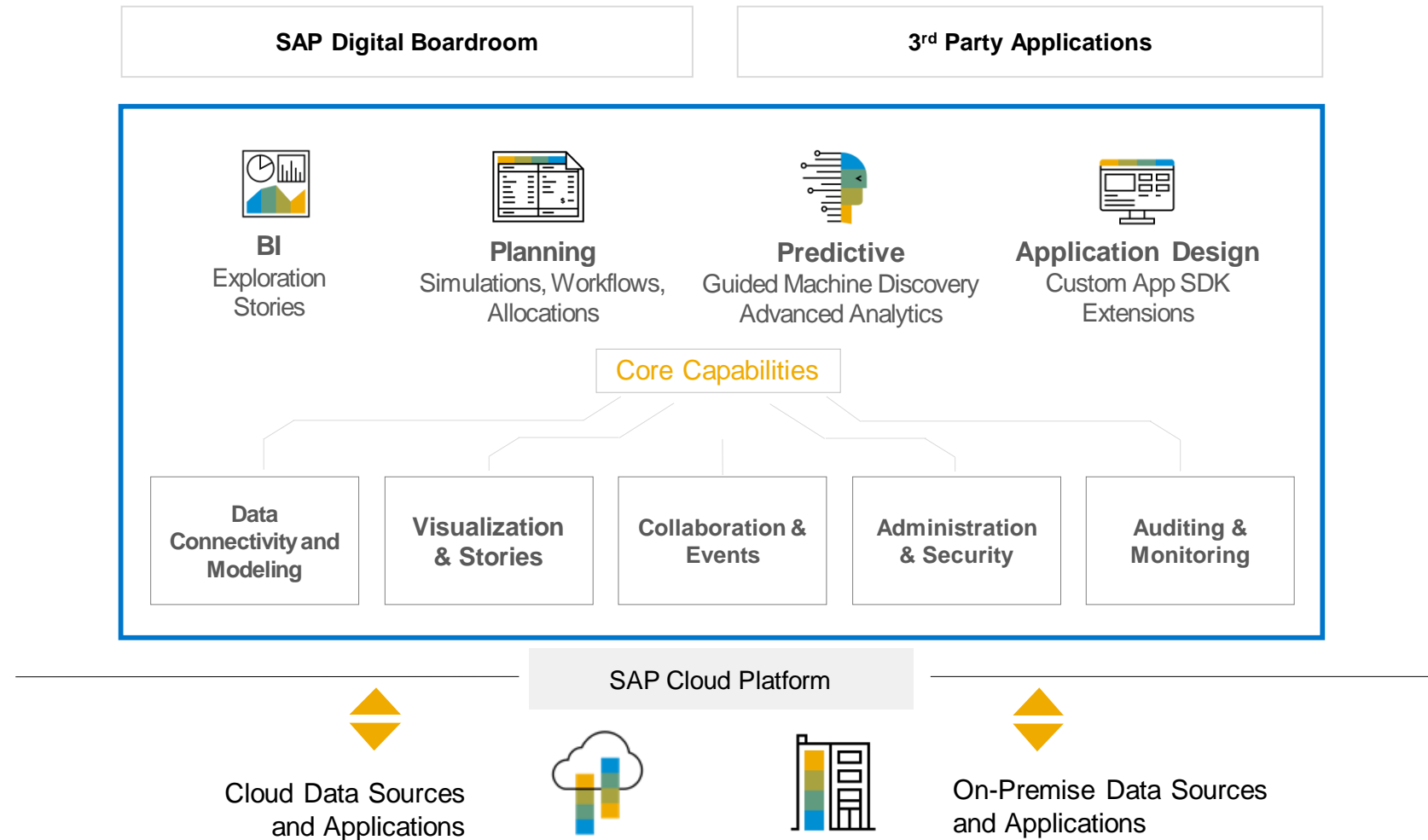Standalone planning and with SAP S/4HANA and other Cloud apps   ❯   SAP Analytics Cloud

Customers requiring an on premise solution   ❯   SAP BPC

Click HERE for Deep dive into SAP's Strategy for Enterprise Planning.

SAP Analytics Cloud

SAP Digital Boardroom	3rd Party Applications

BI
Exploration
Stories

Planning
Simulations, Workflows,
Allocations

Predictive
Guided Machine Discovery
Advanced Analytics

Application Design
Custom App SDK
Extensions

Core Capabilities

Data Connectivity and Modeling	Visualization & Stories	Collaboration & Events	Administration & Security	Auditing & Monitoring

SAP Cloud Platform

Cloud Data Sources
and Applications

On-Premise Data Sources
and Applications

Unified experience for Planning, BI and Predictive all in one service

SAP Analytics Cloud: Make Fast, Confident Decisions
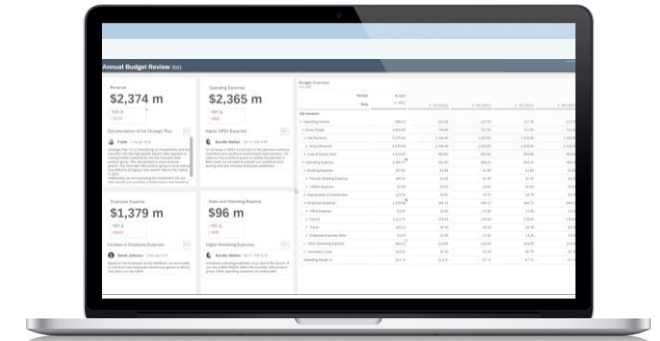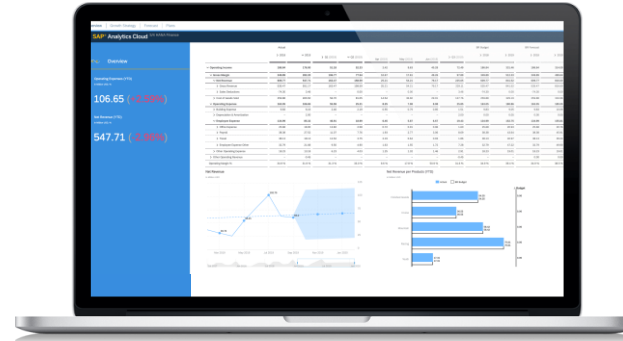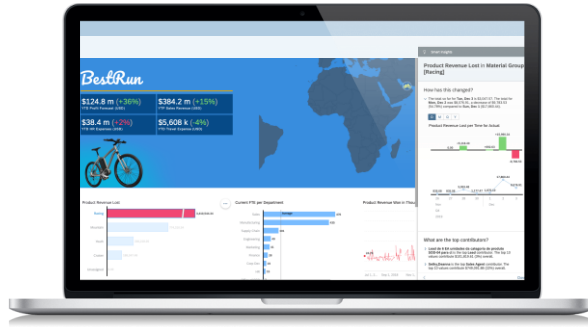
BI & Predictive
- BI, Visualization, Data Discovery
- Live Connection vs Data acquisition
- Smart Insights
- Smart Discovery (R|C)
- Smart Predict (R|C|T)
- Natural Language Query
- Digital Boardroom
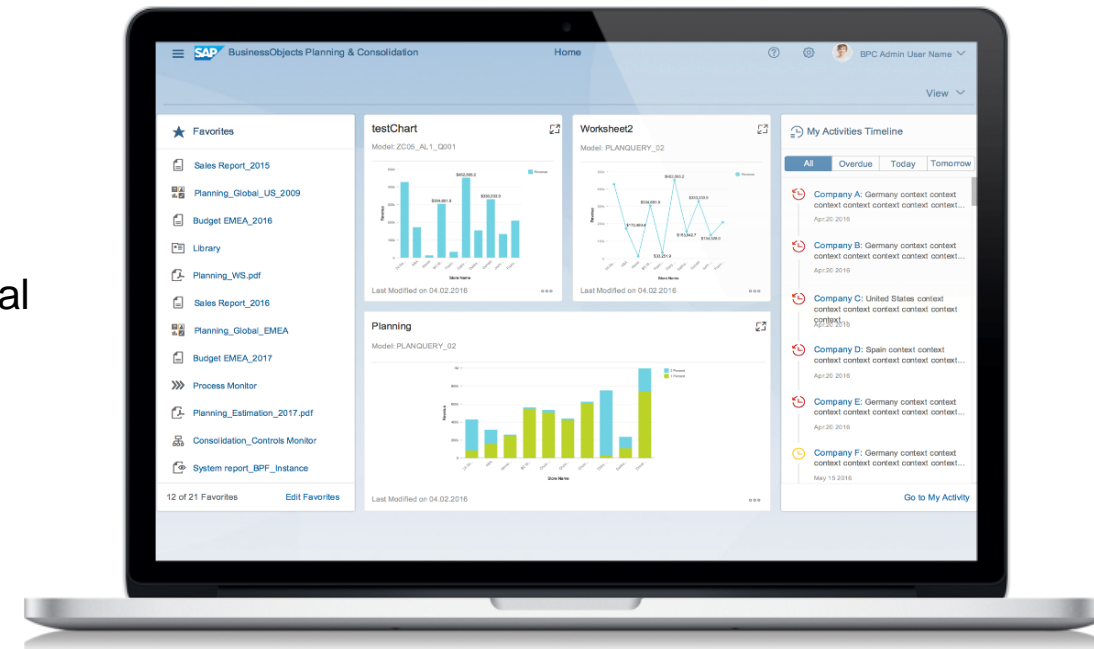- Analytics Hub
- Mobile
- AO read and write

Planning
- Version Management
- Driver Based
- Multi model pickup
- Currency translation
- Data Action
- Allocations
- Spreading | Distribution
- Forecasting Algorithm
- Value Driver Tree
- SFSF integration
- S/4 Integration

Collaboration
- Chat in context
- Object comments Cell | Chart
- Calendar Events | Task
- Gant View
- Notifications
- Workflow
- Data approval simulation

What is the future of SAP Business Planning and Consolidation

- **SAP Business Planning and Consolidation (BPC)** continues to be a key part of our Analytics portfolio, specifically for those requiring an on-premise planning application.

- Reasons for requiring an on premise application include:
  - Regulatory requirements related to situs of data storage
  - Corporate policy or contractual agreements
  - Ability to deliver deeply integrated planning capabilities as an integral component of an on premise SAP data warehouse
  - Requirements for customization beyond the scope of a public cloud solution

- Major new planning enhancements will be delivered in SAP Analytics Cloud; BPC customers can leverage these enhancements via "hybrid" integration with Analytics Cloud* ensuring a path of continuous innovation. In addition, BPC will receive incremental enhancements based on customer feedback, and be maintained to ensure compatibility with underlying technology components and legal compliance.

Complement BPC with SAP Analytics Cloud

**Corporate
Planning**

SAP Business Planning
and Consolidation

**Departmental
Planning**

SAP Analytics Cloud
SAP Digital Boardroom

- LOB Planning (HR, Sales, etc.)
- What if Simulations
- Variance Analysis
- Performance Reporting
- Cost Allocations
- Augmented Analytics
- Predictive Planning

BPC Standard and Embedded models are supported for bi-directional integration. Details can be found HERE.

Hybrid Deployment Customer Story
Leading Global Chemical Manufacturing Company

With SAP Analytics Cloud as an extension to an existing
SAP BPC environment the customer is able to:

Eliminate finance overhead effort and costs with Agile Planning

- Simple interface for sales reps to forecast sales volumes

- Low footprint, no excel plugin required

- Minimal training required

- Cost versus on premise licenses

- Integrated sales planning processes between Demand Forecast and Financial Planning & Budgeting in BPC

Hybrid Deployment Customer Story

World's Largest Recycled Paper & Packaging Company

With SAP Analytics Cloud as an extension to an existing
SAP BPC environment the customer is able to:

Build Business Knowledge, Wisdom, and Insight

- Eliminated past-due receivables equivalent to the cost to build another plant

- Improved decision-making due to time saved creating A/R Targets for each analyst from 3 days to 1

- Quickly visualize and compare financial statistics

- Provide consistent planning process for the cash forecasting team

- Streamlined and consistent cash forecasting process

Hybrid Deployment Customer Story
Leading Global LED Lighting Company

With SAP Analytics Cloud as an extension to an existing
SAP BPC environment the customer is able to:

Generate 700K+ new records per Planning Allocation / Month

- Generate cash flow streams between entities and analysis of cost allocations for shared services

- One central and comprehensive book for business drivers

- Transparency and governance using a centralize cost center hierarchy

- Clear and robust audit trail

- Full Integration with their corporate planning platform, SAP BPC

- Business owned, easy to change drivers

Hybrid Deployment Customer Story
Leading Global Automotive & Wiring Company

With SAP Analytics Cloud as an extension to an existing
SAP BPC environment the customer is able to:

Standardize monthly Headcount Reporting and Forecasting Process

- Align and standardize monthly headcount and FTE reporting, forecasting and personnel headcount and budgeting planning process

- Replace excel

- Fully integrate with internal systems

- Give HR the agility needed to perform a critical task to the business

- Intuitive interface for HR planning

Hybrid Deployment Customer Story

Leading Global Food and Beverage Company

With SAP Analytics Cloud as an extension to an existing
SAP BPC environment the customer is able to:

Improving forecast accuracy using predictive capabilities

- SAC generated Sales & Revenue forecasts to be included in the overall plan

- Adding public Consumer Confidence Index data significantly improved the forecast accuracy

- The Time Series Forecast used to create the plan included 6 years of Historical Data

- Results include more accurate downstream opex and capacity planning

Breaking Barriers to Innovation with SAP® Analytics Cloud and SAP Business Planning and Consolidation

AIRBUS

Before: Challenges and Opportunities
- Eliminate process and information barriers that impede innovation
- Empower employees with rapid insight without requiring IT intervention
- Streamline highly manual planning and forecasting processes
- Increase ability to get the right information to different stakeholders

Why SAP
- Decades-long partnership focused on enabling rapid innovation
- Industry-leading expertise in manufacturing processes
- Single source for timely planning and financial data with the SAP Business Planning and Consolidation (SAP BPC) application
- Self-service analytics and visualization with the SAP Analytics Cloud solution

After: Value-Driven Results
- Improved speed and accuracy of financial planning and forecasting
- Introduced fast, self-service data analysis and reporting
- Eliminated reliance on IT staff and multiple systems
- Empowered business teams to increase their focus on customer priorities
- Automated consolidation and verification of planning, budgeting, and forecasting data

"From daily postings to monthly close, SAP Analytics Cloud and SAP BPC are **reducing the time we spend gathering and preparing financial data**. This is a huge savings for us."

Richard Masci, Head, Financial Systems Airbus Americas, Airbus

60%
Initial reduction in stakeholder reporting times – increasing to **90%** today

Real-time
Insight for fast, informed decision-making by the executive team

| Airbus	Industry	Products and Services	Employees	Revenue	Featured Solutions
Toulouse, France www.airbus.com	Aerospace and defense	Design, manufacture, and sale of civil and military aerospace products	130,000	€64 billion	SAP Analytics Cloud and SAP Business Planning and Consolidation

THE BEST RUN **SAP**

BPC Customers phased approach to SAP Analytics Cloud

Phase 1 – Quick Wins

SAP Analytics Cloud

BPC Standalone   **BPC Embedded**
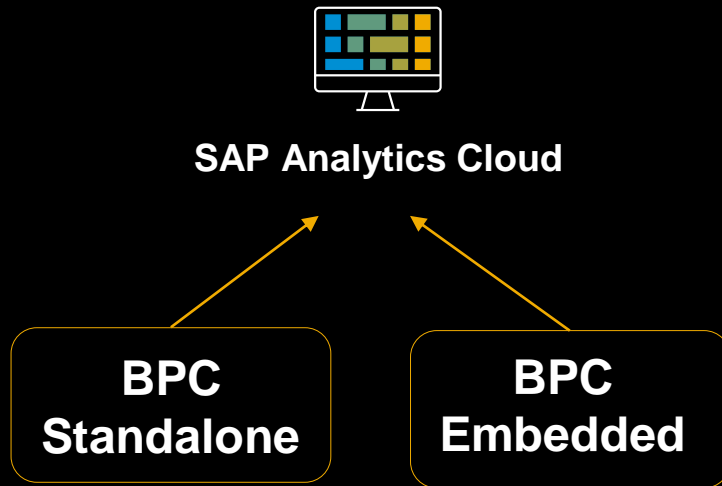
Customer scenario:

- Existing BPC customer
- Replace offline Excel for LOB planning scenarios, enterprise analytics, or use predictive capabilities
- Customer has a strategy to move to the cloud but wants to protect current investment short term
- Timeline – 3 to 6 months

Phase 2 – Greenfield Planning

SAP Analytics Cloud
NEW

BPC Standalone   **BPC Embedded**
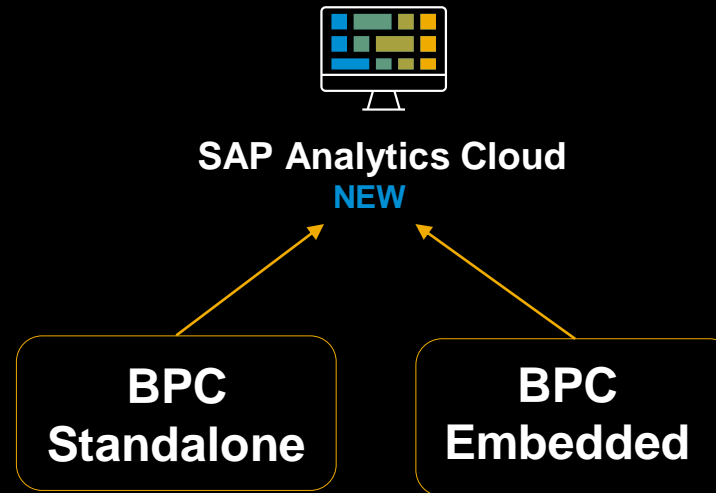
Customer scenario:

- Create all net new models in the cloud
- Start migration of on-premise models to the cloud, one use case at a time
- Timeline – 12 to 18 months

Phase 3 – Full Migration

SAP Analytics Cloud

Customer scenario:

- Full migration to the Cloud for financial planning including LOB HR, Sales, IT, and Marketing Planning
- Retire on premise planning solution
- All net new models created in cloud fully integrated to support collaborative enterprise planning
- Timeline – 18 – 36 months

Why using SAC with BPC makes sense to our customers

➢ **Support the Corporate Plan in BPC** with SAP Analytics Cloud for Agile LOB Planning, Reporting, Analytics, and Smart Data Discovery

➢ Provide business users with a **modern browser based interface** for data input and reporting

➢ **Protect your current investment while innovating** through integration with SAP Analytics Cloud

➢ Non disruptive and phased approach to the Cloud with **quick time to value**

➢ Simply replace Excel **for all offline planning scenarios and feel confident using an enterprise platform**

Workforce Planning
Operational Planning
Profitability Analysis
SAP BPC
SAP S/4HANA
Analytics and Reporting
Marketing Planning
Expense Planning
Revenue Planning
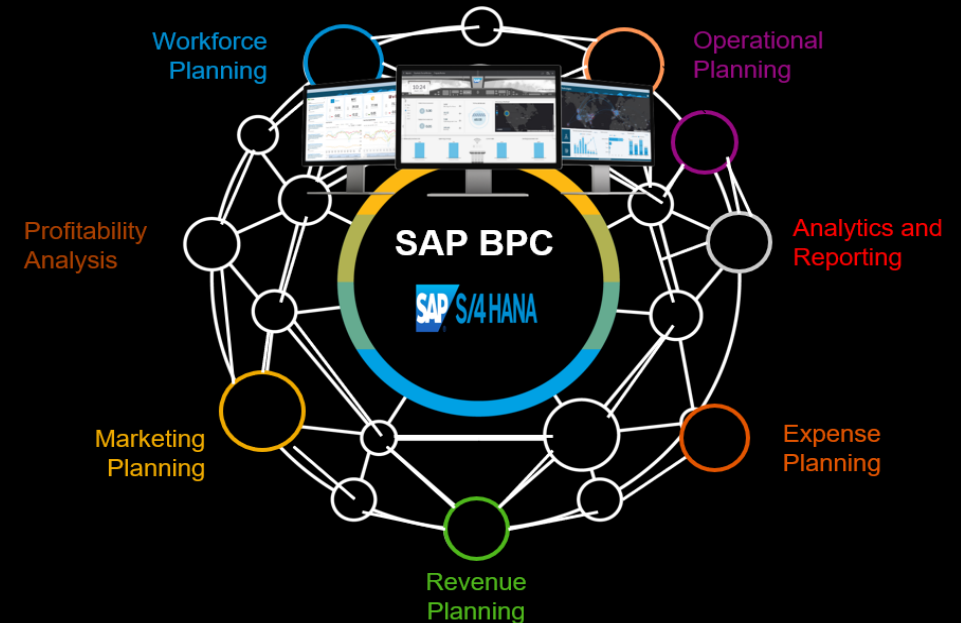
2020 Promotion for BPC Customers
Up to 50 SAC Planning Standard users for $38 each

Thank You

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SAP Run Simple

[DEMO](#)

Find out more
SAP Analytics Cloud for planning

Learn more

Website

Free trial

SAP Analytics Cloud Trial

Customers

Innovation Stories

Join the conversation

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LI @SAPTechnology

SAP is here to help.
Contact your local SAP representative

Get in touch

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