



以AI为翼 迈向流程优化的新时代
构建企业现代卓越

2024 SAP 卓越流程训练营

5月23日 上海

日程安排 – 第一天

▪ 开场	09:30-09:45	Tony Zheng
▪ SAP Enterprise Automation 数字化企业新标签 构建AI赋能的企业自动化模式	10:15-10:45	Rebecca Yang
▪ 创新之道—— SAP 商业AI重塑企业生产力	10:15-10:45	Alex Dong
休息	10:45-11:00	
▪ AI内嵌问诊—— 利用SAP Signavio 持续优化企业流程	11:00-11:30	Wendy Lei
▪ 小快灵AI赋能—— SAP Build 流程自动化推动企业效能优化	11:30-12:00	Danny Yan
午餐	12:00-13:30	
▪ 云上体验环境准备--数字证书获取	13:30-14:15	Robin Qiu
▪ 商业AI动手做—— 低代码无代码构建自动化流程	14:15-17:00	Claire Tseng Robin Qiu
▪ 专家1对1—— 企业持续流程优化的场景和路径	17:00-17:30	
▪ 活动总结	17:30-17:45	

5月23日-24日
SAP EA Workshop



扫描二维码
进入微信群

日程安排 – 第二天

■ AI助力 颠覆创新—— SAP Build Code重塑应用开发模式	09:30-10:00	Jacky Liu
■ 众生归云 集成一切—— SAP 集成套件构建现代混合数字化架构	10:00-10:30	Bavi Cheng
休息	10:30-10:45	
■ 跨越鸿沟 筑桥成功—— SAP集成套件企业实践案例分享	10:45-11:15	Kobe Lu
■ 数字门户 增强交互—— SAP Build Work Zone 构建企业门户实践	11:15-11:45	Tao Zhang
■ SAP中国研究院 “穿越科技-相遇2050” 未来之旅	11:45-12:15	
午餐	12:15-13:30	
■ 云上体验环境准备	13:30-14:00	
■ 商业AI动手做——快速配置跨系统集成	14:00-15:00	Eric Hong
■ API Management 功能介绍	15:00-15:45	Eric Hong
茶歇	14:45-15:00	
■ 商业AI动手做——快速搭建业务站点	15:00-17:00	Tao Zhang
■ 专家1对1——企业持续流程优化的场景和路径	17:00-17:30	
证书发放	17:30-17:45	

5月23日-24日
SAP EA Workshop



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进入微信群

开场



郑磊 Tony
SAP中国研究院
战略业务总监



SAP Enterprise Automation

数字化企业新标签

构建AI赋能的企业自动化模式

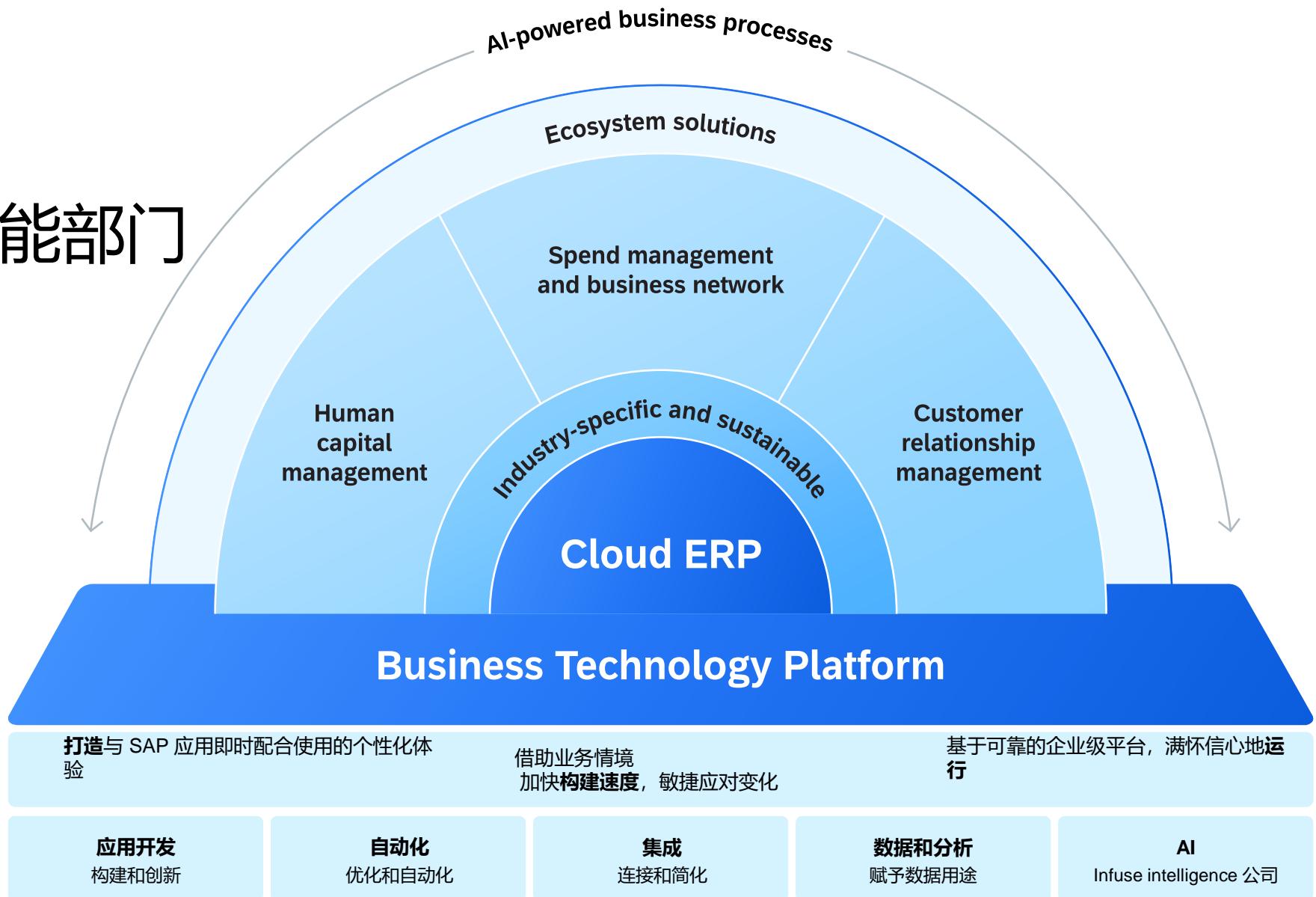


杨慧媛 Rebecca
SAP 企业集成开发与自动化
大中华区产品负责人



SAP BTP

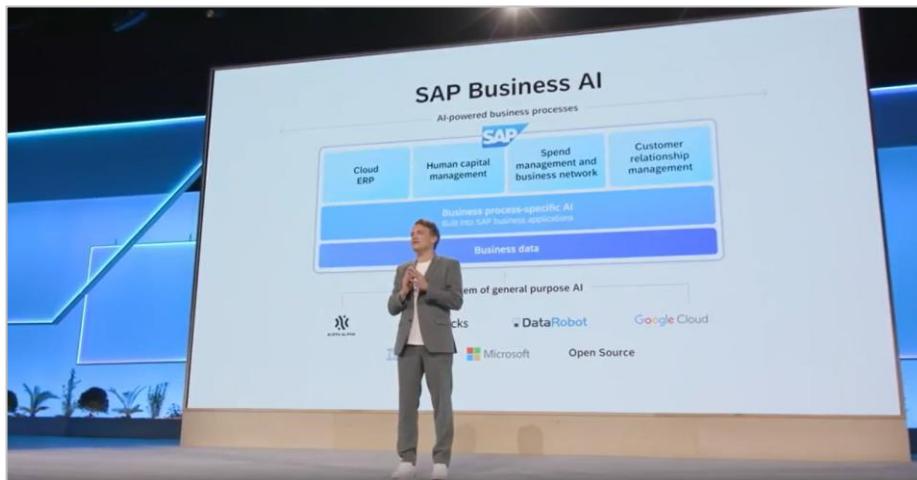
助力各个业务职能部门
开展数字化创新



SAPPHIRE 2023 发布：商业AI + Enterprise Automation (企业自动化)

“AI将改变我们如何开发、部署和运行软件，因此对SAP影响重大。而把AI嵌入解决方案，也将改变客户的业务。”

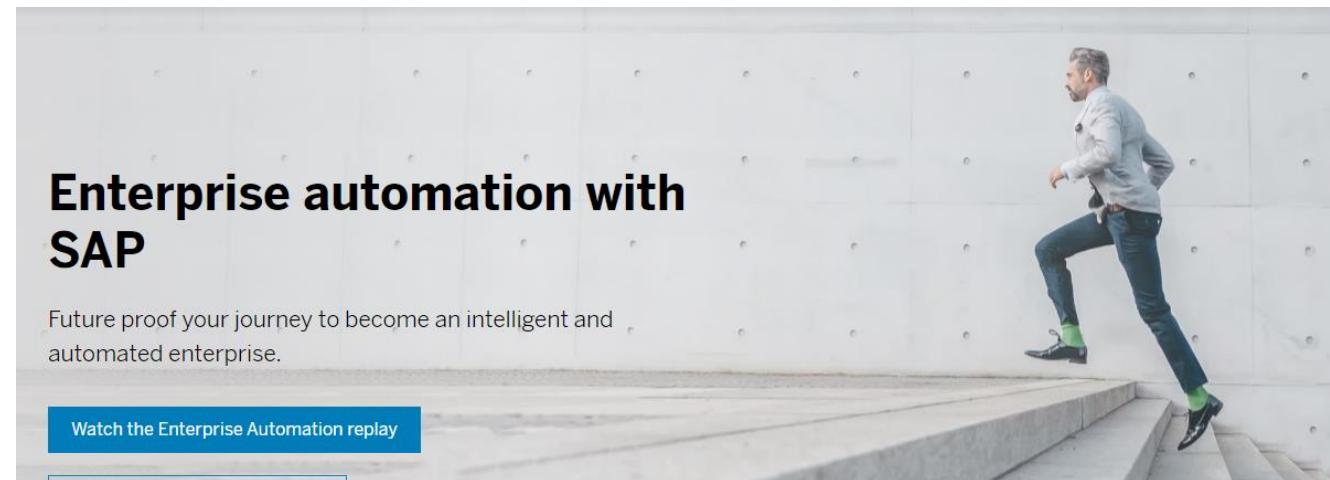
——SAP CEO 柯睿安 (Christian Klein)
@2023全球蓝宝石峰会



Enterprise Automation是一种融合的解决方案，使用集成、低代码和人工智能等多种先进技术来帮助连接和自动化复杂的端到端业务流程。

- SAP集成套件 (SAP Integration Suite)
- SAP Build低代码开发解决方案
- SAP Signavio流程优化解决方案

使用户能够快速轻松地连接任何内部部署或云IT环境，获得业务流程的可见性，然后无缝地自动化企业内部的各项流程。



Enterprise automation with SAP

Future proof your journey to become an intelligent and automated enterprise.

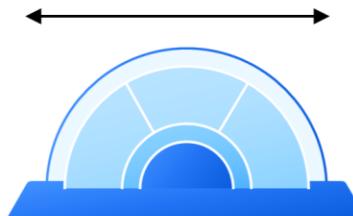
[Watch the Enterprise Automation replay](#)

2023年5月 SAP发布新企业级AI解决方案



- 改善客户的软件和服务体验
 - 使用自然语言与软件交互
 - 客户支持自动化
 - 会话式信息检索
- 协助内容创作和知识管理
 - 提高开发人员的速度和效率
 - 生成或改进营销及其他内容
 - 文件和数据的汇总
- 提高开发人员的速度和效率
 - 从自然语言生成代码及自动完成
 - 自动生成文档

在所有云解决方案组合中 融入并实现生成式AI能力



Joule

一个数字助手，在跨众多场景中，用无缝的 用户体验，提供智能洞察和快速交付业务成果



能力组合

业务流程

基于独有的业务数据
和业务流程上下文，
来完成AI优化。

解决方案

通过AI赋能全新业务模
型，实现每个解决方案
中的新业务能力

SAP BTP

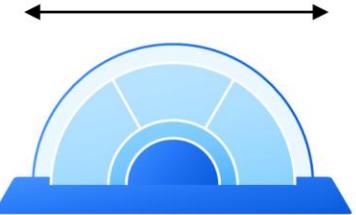
AI融入进所有BTP组
件，从代码开发到集
成与分析。



在SAP BTP上 构建AI基础层

SAP BTP作为跨生态系统,开发AI驱动的业务应用的推动者

Joule —— 跨业务场景全面赋能



HXM

招聘

CX

销售管理

Cloud ERP

采购营运

BTP

代码生成

ISBN

差旅费用

Available

Preview: Q4 2023

Preview: Q1 2024

Planned: Q1 2024

Planned: 2024

Okay! Here are the new position details based on Liam Samuel:

Position Name	Sustainable Supply Chain Consultant
Job Code	010405
Job Title	Sustainability Supply Chain Consultant
Regular / Temporary	Regular
Company	Best Run
Location	Orlando, FL
Department	Product Engineering
Cost Center	25ef

Which position detail would you like to amend? You can say something like "change location to Florida."

Say "done" to bypass this step.

Position Name Job Code Job Title
Regular / Temporary Company Location
Department Cost Center Done

Type or speak something... ↴

Maria Rodgers is the Merchandising Manager at Kixo Retail, she has placed a total of 8 orders in the past year. As of now, Maria has 3 open cases that are currently being addressed by our customer support team. Her total sales with our company amount to \$700,000.

Maria's role as a Merchandising Manager involves overseeing the selection and purchase of home goods and furniture for Kixo Retail's inventory. Maria is qualified to participate in our yearly customer appreciation gathering.

Today 8:00 AM

What's the first priority for today?

Sure, here is the highest priority item for you to address today.

Dispute case 1000000031 for customer Best Run Production has a high priority which the customer claims that the consulting service has not been concluded since the final result report is still pending the requested changes.

Suggest next steps

Welcome to Joule!

I am your specialized AI assistant, dedicated to enhancing your experience in generating application logic code in SAP Business Application Studio.

Whether you're creating new logic or refining an existing one, I'm here to help.

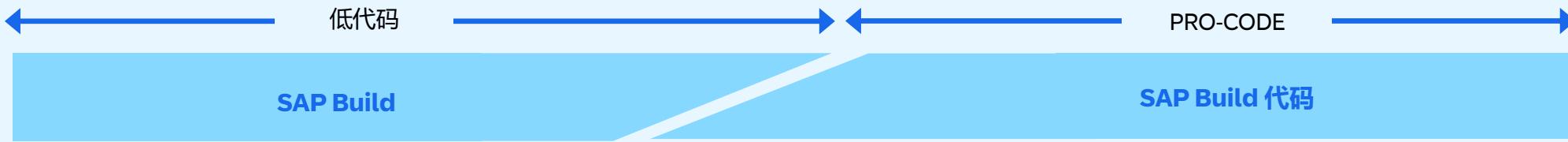
Though I strive for perfection, I might not get everything right all the time.

↳ "Change the 'criticality' value to 1 when the 'impact' value is bigger than 100000, else change to 2."
↳ "Throw an error when the associated status is not 'ACTIVE'."

Ask Joule ↴

通过生成式AI提供支持的集成式解决方案

SAP Build: 利用你选择的工具，开发应用，实现工作流自动化，并创建业务站点



SAP Integration Suite: 集成云和本地的所有应用和系统

SAP 和非 SAP 集成

API 管理

事件网格

基于人工智能的生成开发人员的工作效率

深度集成 SAP 应用

ERP 云

人力资本管理

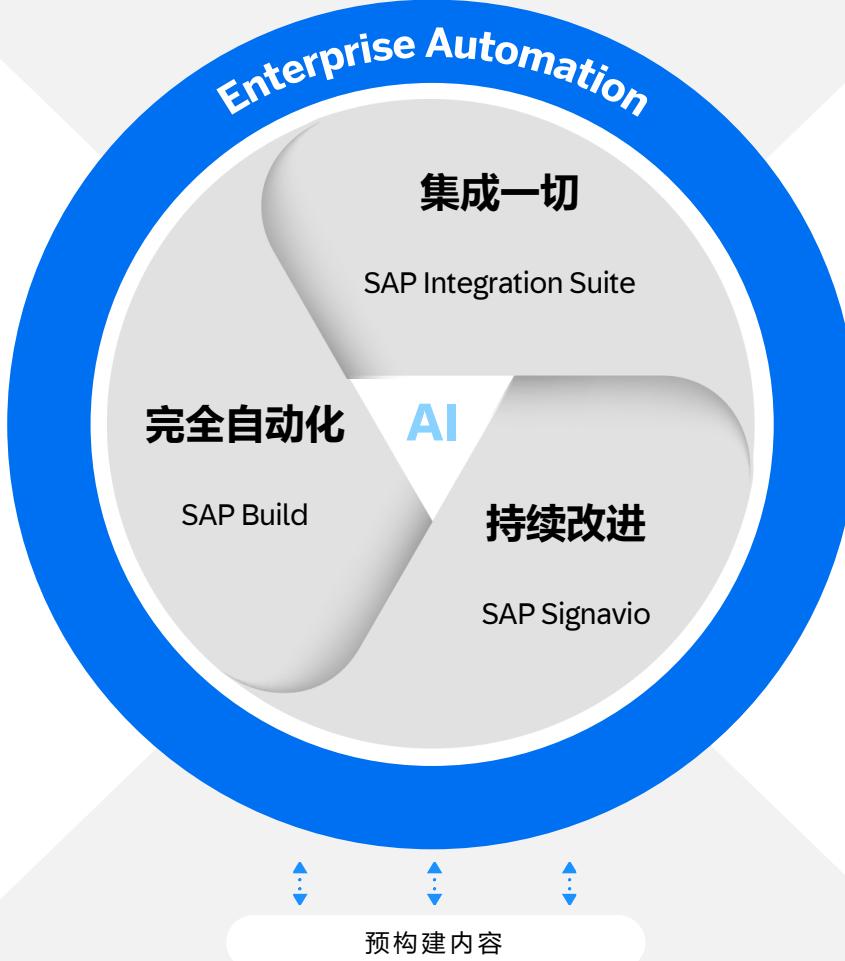
支出管理和商业网络

供应链管理

客户关系管理

借助 SAP 解决方案，实现企业自动化

打造面向未来的智慧企业之旅，打造自动化的智慧企业



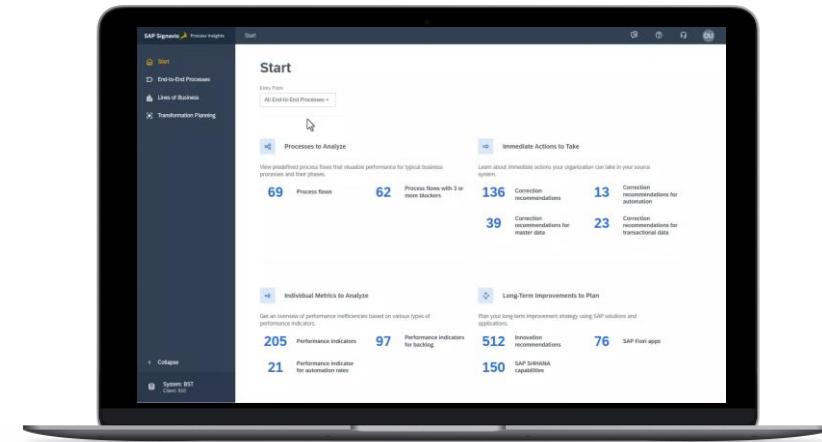
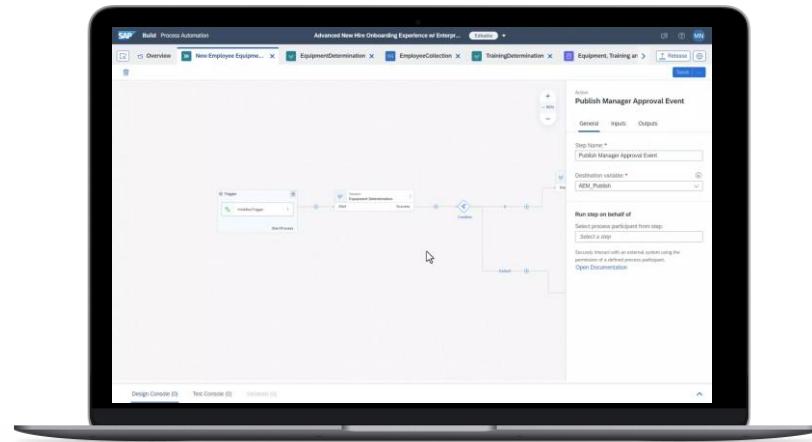
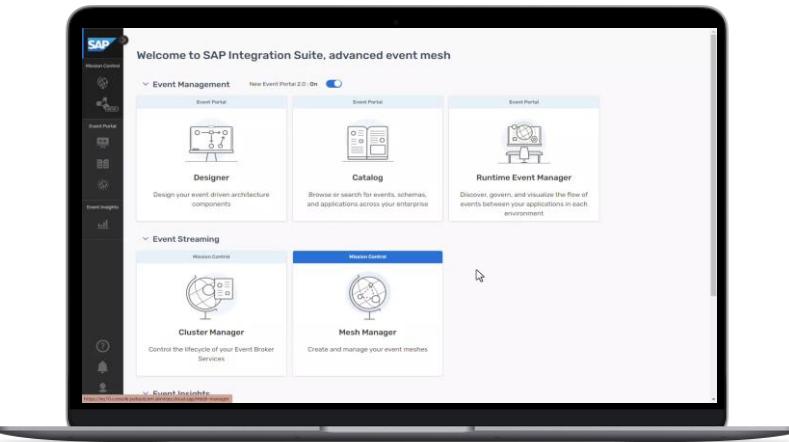
- 集成应用程序
- 发现低效环节
- 实现流程自动化

借助 SAP 解决方案，实现企业自动化 未来成为智慧企业

集成一切

完全自动化

持续优化



借助 SAP Integration Suite

- 通过满足您**所有集成需求的单一解决方案**，降低复杂性
- 通过预构建的集成和**SAP 和非 SAP 应用程序**的业务环境加速连接
- 支持**实时自动化**以响应大量业务事件，并在工作流中包括集成

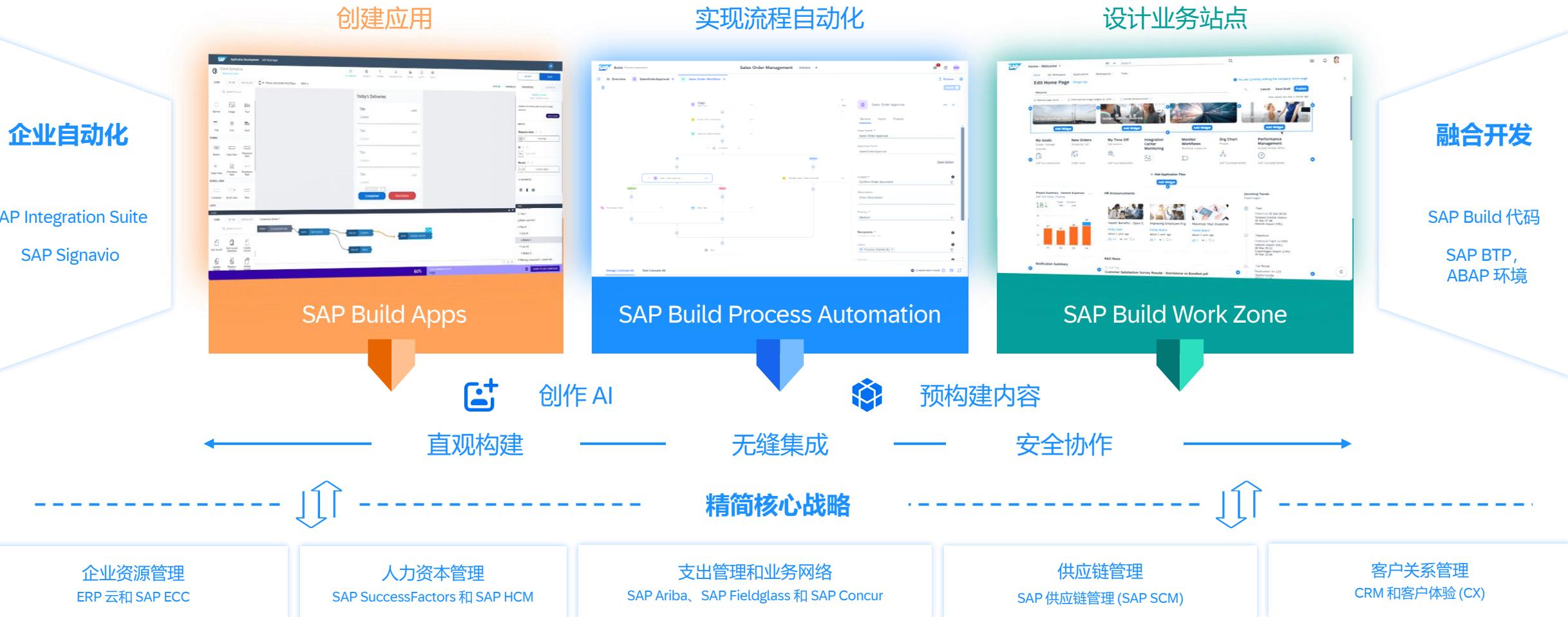
使用 SAP Build

- 借助面向**工作流、RPA、业务规则、低代码应用**和**业务站点**的统一解决方案，简化自动化流程
- 促进**融合团队**发展，同时确保安全性和合规性
- 利用**预构建的自动化软件包**和**内置的人工智能**，加速实现价值

使用 SAP Signavio

- 面向**流程挖掘、分析和建模的完整解决方案**
- 利用针对**预构建自动化的建议**，基于洞察采取行动
- 基于**行业基准和卓越实践**

SAP Build





客户案例

客户借助企业自动化获得成功



AVAYA

300%

提高生产力和效率

审计流程和事故管理跟踪等领域。

观看客户案例



100万美元

节省

年度运输费用中所占的比例

观看客户案例



10%

加快项目实施进度

(权限角色自动创建、关联公司自动对账、自动更新汇率)

阅读客户案例



BOSCH

72%

加快订单处理时间

阅读客户案例

客户挑战和业务优势



市民开发人员/业务用户

挑战

- 耗时、容易出错的手动任务
- 用于标准化活动的大量流程步骤
- 需要交付业务成果
- 确保运营可靠

优势

- 用于简化流程开发的 LCNC 环境
- 预开发的流程内容可加快上线速度
- 跨多个应用程序简化流程和自动化
- 减少重复性任务和人为错误

建议的组件

市民开发人员可以利用面向 LCNC 流程开发和自动化的 **SAP Build Process Automation**。
业务用户可以使用这些自动化和工作流，并从中受益。
可以使用 **SAP Integration Suite** 补充开发项目。



流程负责人 人

挑战

- 确保合规性和责任感
- 确保业务用户的可靠运营
- 降低运营成本，提高效率
- 缺乏透明度，无文档

优势

- 提高整体流程架构的透明度
- 管理整个企业的所有数据
- 提高业务灵活性，让 IT 部门高枕无忧
- 借助预构建的 SAP 卓越实践内容，实现卓越运营

建议的组件

流程负责人或合规官可以与 **SAP Signavio Transformation Suite** 合作，发现和挖掘低效的流程，发现瓶颈和自动化潜力。
发现问题后，即可利用 **SAP Build Process Automation** 和 **SAP Integration Suite** 生成新的自动化项目。



IT 部门/集成专家

挑战

- 不同应用程序中运行的流程阶段脱节
- 频繁交付创新
- 缩短开发项目的周期
- 削减 IT 成本并确保保护和安全

优势

- 利用基于云的集成平台，集成分散的流程和工作流
- 数字化解耦和更快的创新生命周期
- 访问 SAP 的集成内容和连接器
- 可以支持历史通信协议

建议的组件

IT 部门和集成专家的主要组件是 **SAP Integration Suite**，用于补充自动化项目并实现集成的端到端体系结构。
传统代码开发人员还可以利用 **SAP Build Process Automation** 和 **SAP Build Apps** 等 LCNC 工具，缩短开发生命周期。

SAP 企业自动化 – 用例示例

员工体验管理

实现高级入职体验和共享服务自动化



可持续性

借助智能流程，优化废物管理



财务

自动执行发票审计流程，确保合规性



财务

在 SAP S/4HANA 中简化基于审批的日记账分录过账



财务

数字化纸质发票处理并过账到 SAP S/4HANA



实用程序

优化电表读数并确保主数据质量



采购

丰富和识别采购订单处理缺少的主数据

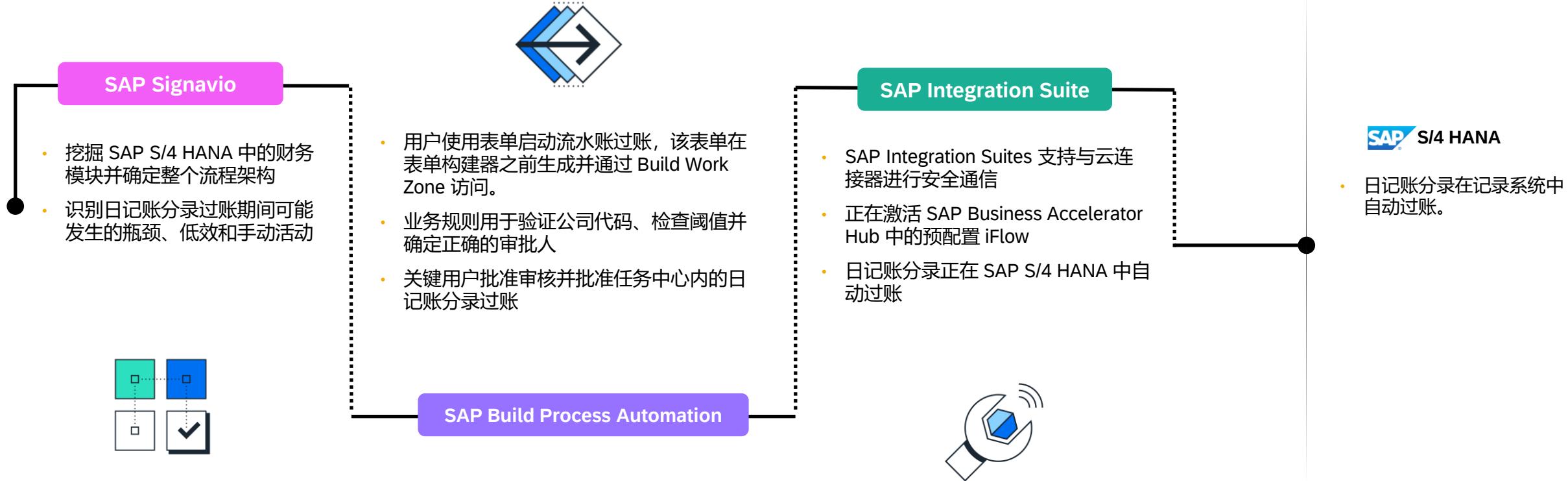


销售

根据流程结果简化销售订单信用额度并根据创建



S/4HANA 中基于审批的日记账分录过账



提高效率
业务流程自动化，减少手动步骤

高质量输出
消除潜在的人类错误

加速实现价值
易于实施和推广

员工满意度
简化和加快流程

业务挑战

如果没有简化和自动化过账新日记账分录等财务流程，则可能需要手动和重复活动

解决方案

- 现在，我们可以管理到总账科目的过账，例如在期末关账期间进行调整输入，或记录没有凭证源的业务交易
- 企业通过使用事务 FB50 过账手动分录来使用日记账分录方法，或使用含有必填信息的预填写交易数据的上载模板
- SAP Build Process Automation 有助于用户表单、审批步骤和文档上传，而 SAP Integration Suite 负责通过 RFC 将这些凭证过账到 S/4 HANA

优势和价值

- 更好地监控记录系统中的财务流程。简化中间的审批流程，通过集中式文档管理确保合规性
- 通过 SAP Integration Suite 实现全面连接

S/4HANA 中基于审批的日记账分录过账

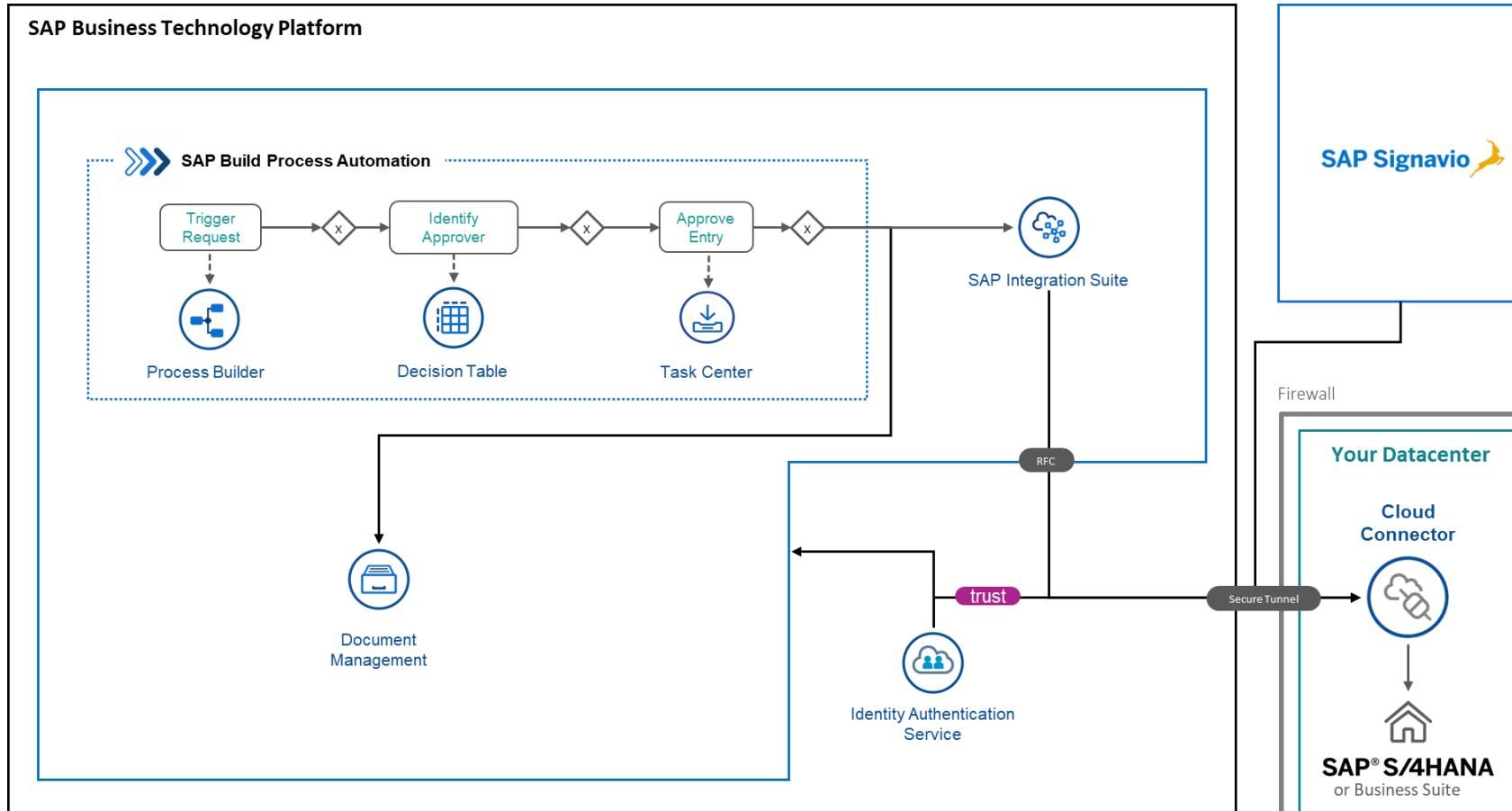
The screenshot shows the SAP Journal Entry Posting interface. At the top, it says "Journal Entry Posting" and "Posting via: Upload". Below this is the "Headers (1)" section, which includes fields for Journal Entry Date (01.11.2022), Posting Date (01.11.2022), Period (1), Journal Entry Type (KR), Company Code (4501), Transaction Currency (EUR), Ledger Group, Reference, Header Text, Exchange Rate, and Translation Date (dd.MM.yyyy). The "Line Items" section contains two entries: one for Company Code 4501 with G/L Account 4501, Debit*, Credit* 114; and another for Company Code 4501 with G/L Account 6104800, Debit* 100, Credit*. A "Submit" button is located at the bottom right.

请求审批日记账分录的工作流公式

S/4HANA 中基于审批的日记账分录过账

业务挑战

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解决方案

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SAP Business Accelerator Hub

用于快速启动自动化的预构建内容

The screenshot shows the SAP Business Accelerator Hub homepage. At the top, there's a navigation bar with links for 'Resources', 'Discover Integrations', and 'Partner with Us'. Below the navigation is a search bar with placeholder text 'Find integrations between different products'. A large grid of integration partners is displayed, with 'S/4HANA® Cloud' selected. The grid includes icons for various partners like Ariba, Concur, Fieldglass, Jira, and many government entities. A feedback button is visible on the right side of the grid.

The screenshot shows a detailed integration guide titled 'Italy elinvoice: Setting up SAP Integration Suite (SAP S/4HANA Cloud) - Cloud Foundry Environment'. The page header includes the title, a date (2022-03-10), and a 'Feedback' link. The main content area is titled 'Content' and lists several sections with their page numbers: 1 Disclaimer (3), 2 Introduction (4), 3 Prerequisites (5), 4 Connectivity Steps (6), 4.1 Set Up a Secure Connection (6), 4.1.1 Retrieve and Save Public Certificates (7), 4.1.2 Upload the Certificates (7), 4.1.3 Authenticate Integration Flows (8), 4.2 Set Up Aruba Connection (9), and 4.2.1 Create Aliases and their Credentials (9).

由 SAP 全面维护和更新

3200+

预构建集成

300+

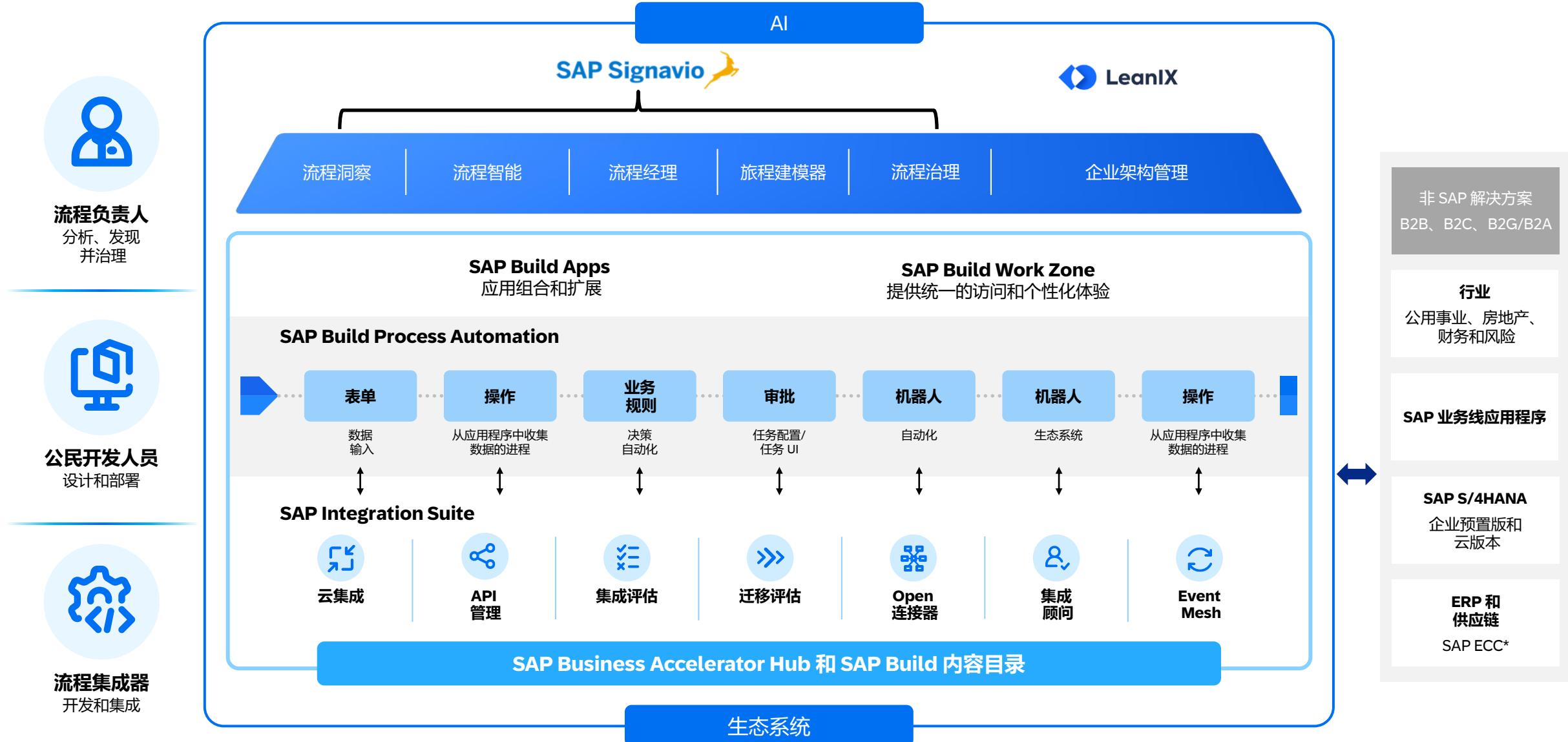
业务事件

1200+

自动化内容

[访问 SAP Business Accelerator Hub](#)

企业自动化之路



企业自动化如何支持 SAP S/4HANA RISE with SAP 转型

1

流程改进

- 利用 **SAP Signavio** 评估 ECC 中的流程架构
- 确定瓶颈和最大的**自动化潜力**
- 获取有关 SAP S/4HANA 模块或 SAP Build 中预先开发内容的基于情境的**卓越实践和建议**
- 基于 SAP Signavio 中发现的低效环节，在 SAP 内部版本中触发**智能行动**

2

简化迁移

- 自动化技术迁移活动
- 所有迁移阶段的**自动化场景**，包括系统分析、探索、实现以及部署和执行
- 支持转换前和转换、质量验证和文档更新

3

清洁核心

- 将 ECC 中的**自定义代码替换为** SAP Build Process Automation 中的自动化
- 为已确定适合性/差距分析的 SAP 流程和应用程序**生成扩展**
- 包括具有**低代码工具**和**预开发内容**的平民开发人员
- 确保合规性，降低向 SAP S/4 HANA 迁移期间的风险

从何处着手？SAP 助力企业交付出色的业务成果

产品页面	引导式体验	SAP Learning	预构建内容	免费试用	SAP Builders 社区
<ul style="list-style-type: none">您可以通过中央访问点了解有关 SAP Build Process Automation 的所有信息：<ul style="list-style-type: none">概览功能技术信息定价入门	<ul style="list-style-type: none">观看向导浏览，熟悉主要功能试用有关如何构建流程和表单的引导式练习。访问示例数据和模板进行实践试验	<ul style="list-style-type: none">开启学习之旅，了解如何利用简单的拖放功能，构建自己的流程和自动化流程作为“SAP 认证的公民开发人员助理”，获得 SAP 认证访问 SAP Discovery Center，探索我们的任务，获取分步指导和专家支持	<ul style="list-style-type: none">利用预构建内容，快速启动项目充分利用数百个流程内容包、RPA 机器人和连接器按业务范围、应用程序、项目类型等轻松筛选和浏览内容包。	<ul style="list-style-type: none">免费试用 SAP Build Process Automation 以及 50 多项 SAP BTP 服务构建并测试自动化场景，达到指定的容量限制轻松切换到付费服务计划，而不会丢失您的工作。	<ul style="list-style-type: none">了解 SAP 的路线图如何支持未来的 SAP 产品组合之旅查看最新的 SAP BTP 路线图，了解即将推出的平台创新成果
了解更多信息	立即亲自体验		浏览内容目录	了解如何入门	成为 SAP Builder
					
扫描此代码以了解更多信息	扫描此代码以了解更多信息	扫描此代码以了解更多信息	扫描此代码以了解更多信息	扫描此代码以了解更多信息	扫描此代码以了解更多信息

Thank you.

sap.com/enterprise-automation



创新之道 SAP商业AI重塑企业生产力



董聪 Alex

SAP BTP Customer Success Partner
SAP BTP 客户成功顾问

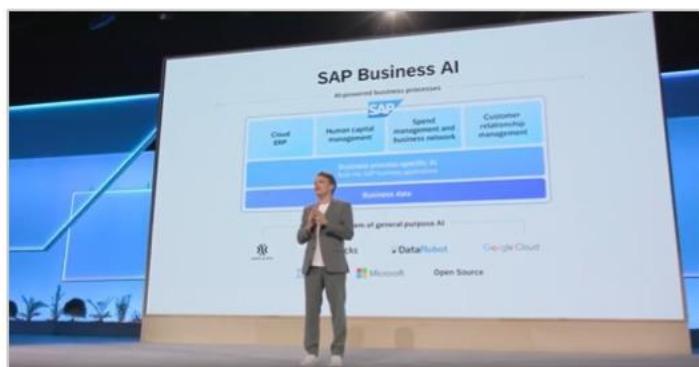


SAP向客户交付价值的范式发生转变



“AI将改变我们如何开发、部署和运行软件，因此对SAP影响重大。而把AI嵌入解决方案，也将改变客户的业务。”

——SAP CEO 柯睿安 (Christian Klein)
@2023全球蓝宝石峰会

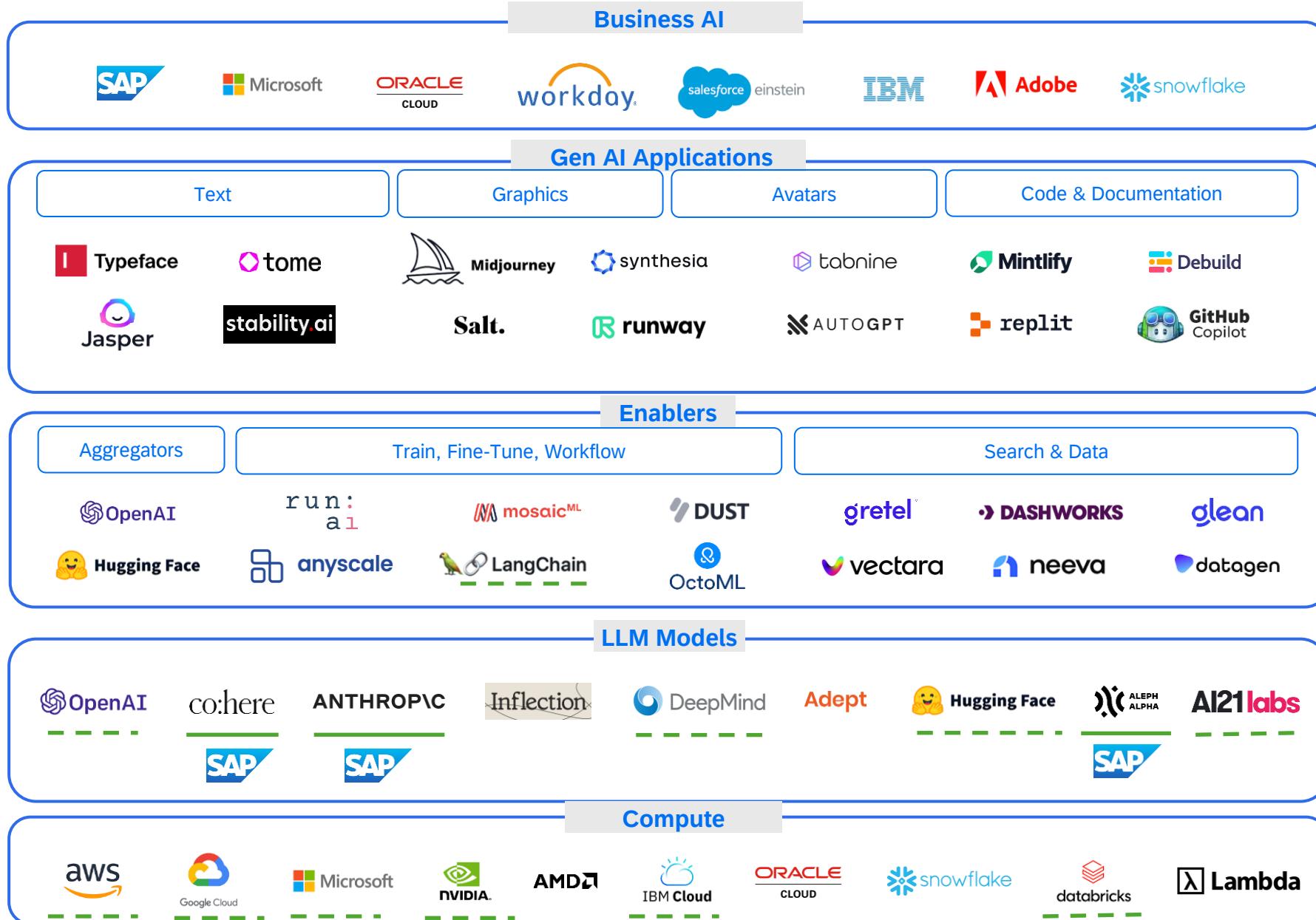


生成式AI

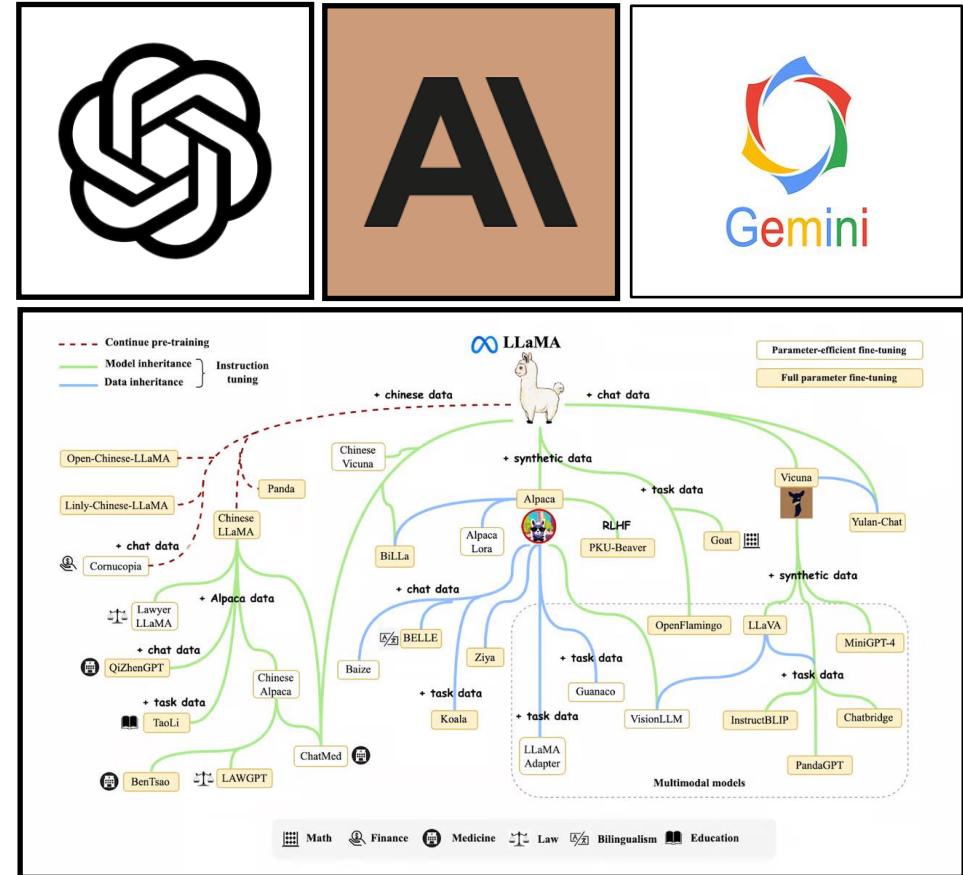
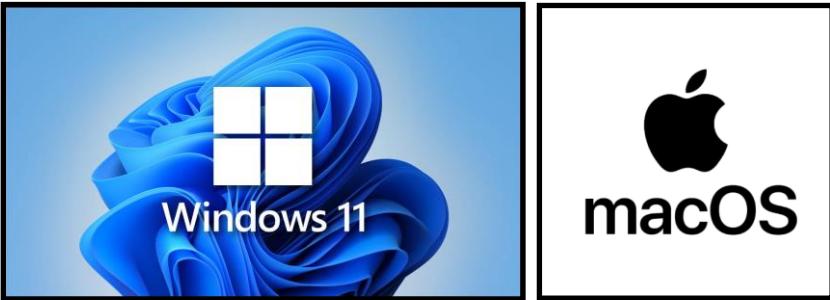
机器学习

数理统计

Gen AI Stack



操作系统 & LLMs





Relevant
业务相关

在您的业务流程上下文中交付最相关的AI



Reliable
结果可靠

在行业最广泛的商业数据集上
训练的独特可靠的AI



Responsible
合规负责

在领先的道德规范
和数据隐私标准之上构建AI



真实业务结果

SAP 商业AI 架构总览

业务相关. 结果可靠. 合规责任.

财务 | 供应链 | 人力资源 | 采购 | 市场营销 | 销售与服务 | IT信息技术



Joule
一位真正了解您业务的数字助手

嵌入式AI能力

云ERP

人力资本管理

支出管理和业务网络

客户关系管理

业务技术平台

AI基础
@业务技术平台

AI生态系统伙伴和投资



ANTHROPIC



cohere

databricks

DataRobot

Google Cloud

IBM

Microsoft

SAP业务技术平台上的AI基础技术栈

为SAP BTP上的AI开发人员提供的完整服务



Joule - AI 数字助手，真正了解您的业务

- AI助手**简化任务**，了解您的角色，并充当您跨SAP应用的数字助手
- 按需获得快速答案和**智能见解**，加速更快的决策
- 在创建内容、产生代码等方面**交付更棒**的结果
- 保持对决策和数据隐私的**完全控制**，同时在安全的环境中访问生成式AI

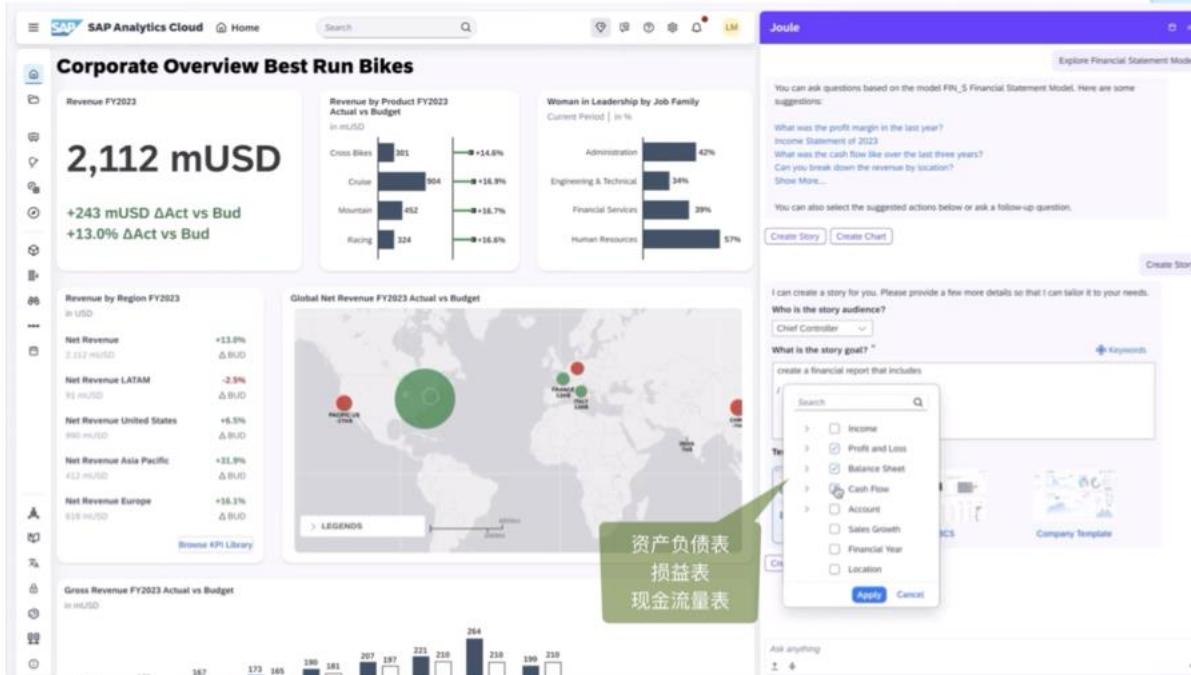
The screenshot displays the SAP Joule AI digital assistant interface. At the top, there's a header with the SAP logo, a search bar, and user profile icons. Below the header, a banner features three people in a professional setting with the text "Fri, Sep 22 Hello, Philipp!". The main content area is divided into several sections:

- To Dos:** A grid of four cards showing tasks:
 - Procurement Purchase Requisition by Kevin Hudemann (1 week ago) for a Replacement Laptop worth 2,450.00 EUR. Actions: Approve, Deny.
 - Expense Report Approval by Stephan ABmrus (1 week ago) for Travel to Munich worth 843.37 EUR. Actions: Approve, Send Back.
 - Time Off Requests by Carmen Rannefeld (1 week ago) for Vacation from Jul 26 – 28, 2023, lasting 3 days. Actions: Approve, Decline.
 - Time Off Requests by Carmen Rannefeld (1 week ago) for Vacation on Aug 4, 2023, lasting 1 day. Actions: Approve, Decline.
- Insights:** Two cards:
 - Incoming Sales Orders: By Month | EUR. Shows 289.1 K (Target: 266.1K, Deviation: 8.6%) over 4 Months.
 - Open Purchase Orders: In Approval. Shows 4 of 35 items, 2 months ago, 2.5K EUR.
- SAP 的生成式 AI 助手**: A prominent yellow banner at the bottom of the insights section.

在SAP Analytics Cloud中以自然语言获取业务问题的答案

基于人工智能的自然语言分析查询

业务用户



挑战

- 信息消费者几乎没有使用分析工具的经验
- 信息消费者对洞察的访问仅限于现有的仪表板
- IT团队面临着跟上不断增长的洞察业务需求的挑战

解决方案

SAP Analytics Cloud

- 授权信息消费者自己获得答案
- 使用扩展分析并充分利用企业数据资产
- 分析团队可以专注于提供战略见解

收益

加速

获取相关洞察

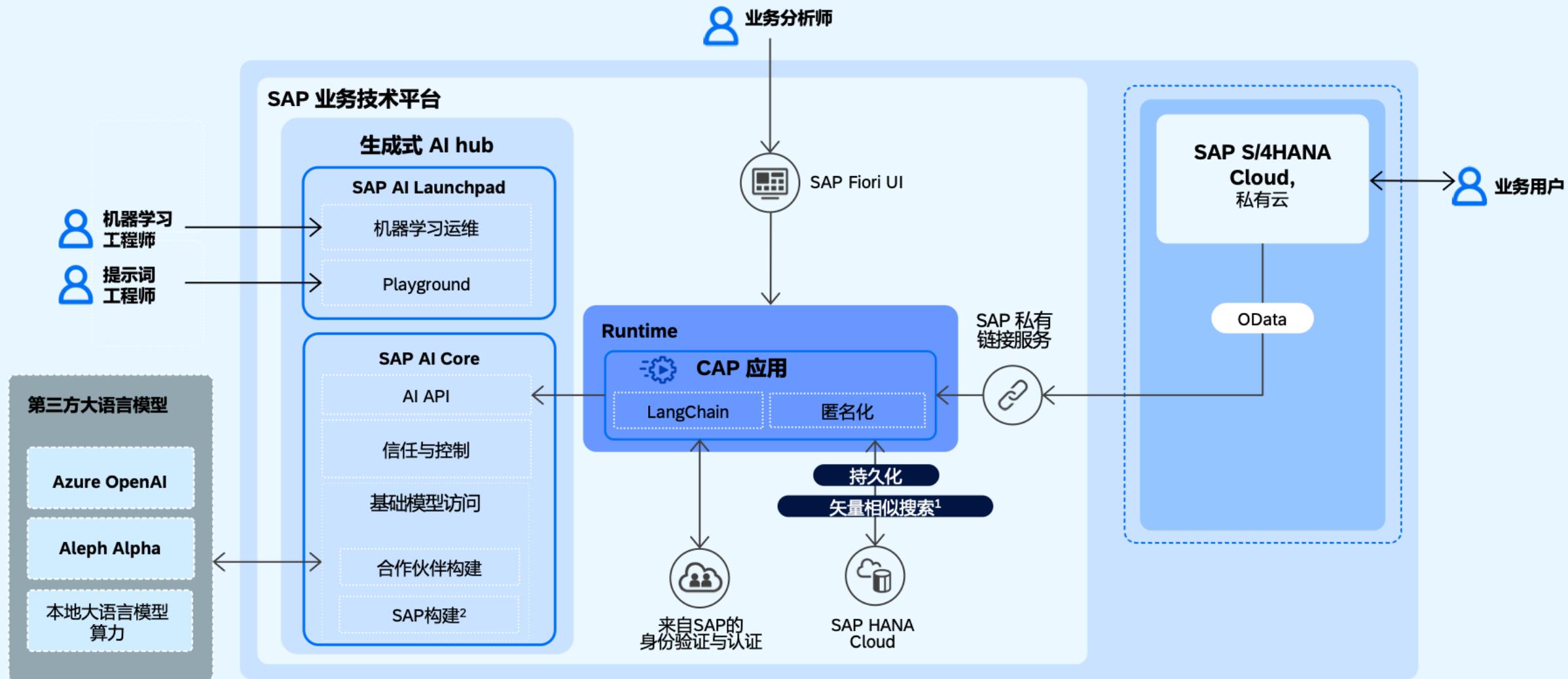
增加

80%临时采用
分析技术的用户

授权

用户回答
自己的业务问题

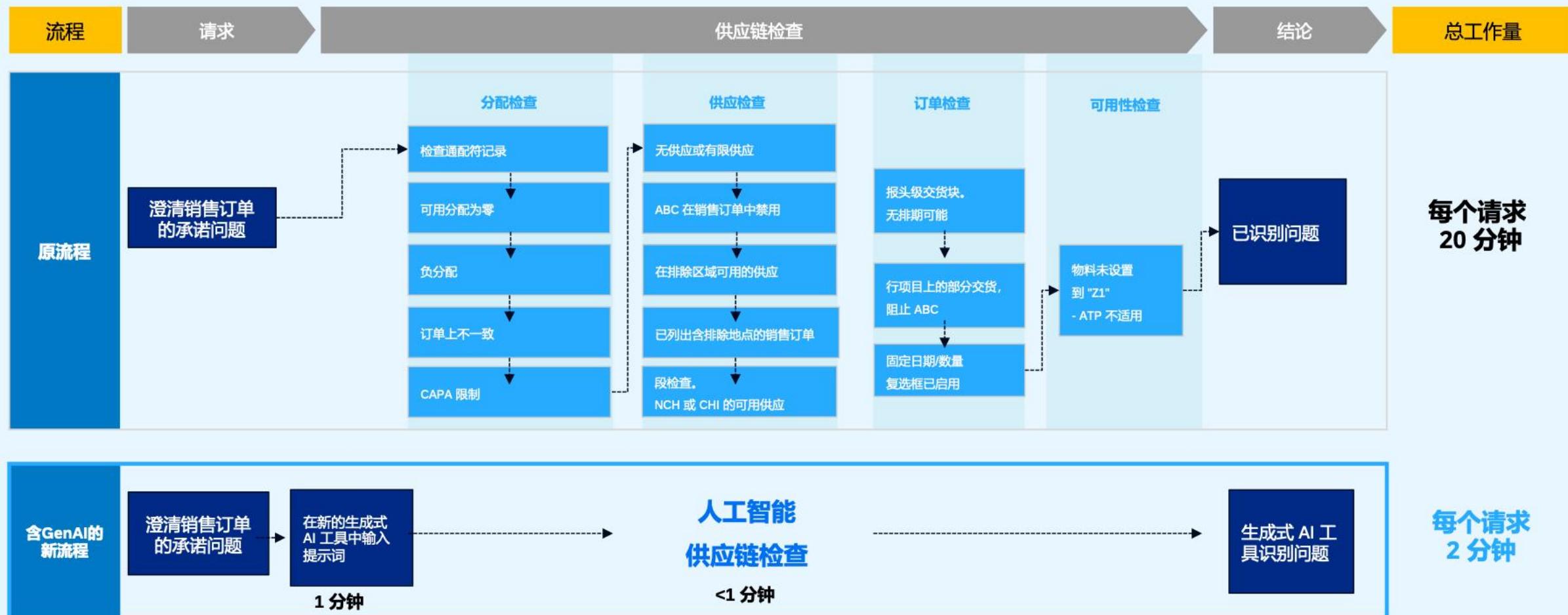
SAP业务技术平台对接大语言模型引擎



生成式 AI 助力供应链故障断点识别

AI数字助手加速确定订单阻塞的原因

利用生成式AI能够提高**10 倍的流程效率***
预计总节省成本为 **120 小时/月***



* 考虑每周 100 个请求，每个请求 20 分钟



SAP 商业AI
@ 业务技术平台

SAP

SAP业务技术平台是将生成式AI，注入SAP整个产品组合的推动者和基础



SAP BTP + Gen AI

支持SAP和合作伙伴充分利用
生成式AI技术强大功能

- 提供可靠、合规的企业即时可用的集成，
支持生成式AI合作伙伴服务。
- 遵循SAP先进的AI伦理道德指导原则，以
数据隐私和保护为核心，确保负责任AI。
- 减少对单一供应商的依赖，并帮助确保访问
LLM API的非功能质量。
- 根据业务数据和上下文训练和微调现有第三方
模型，以获得更准确的结果。

Thank you.

Contact information:

Speaker's Name

Email:



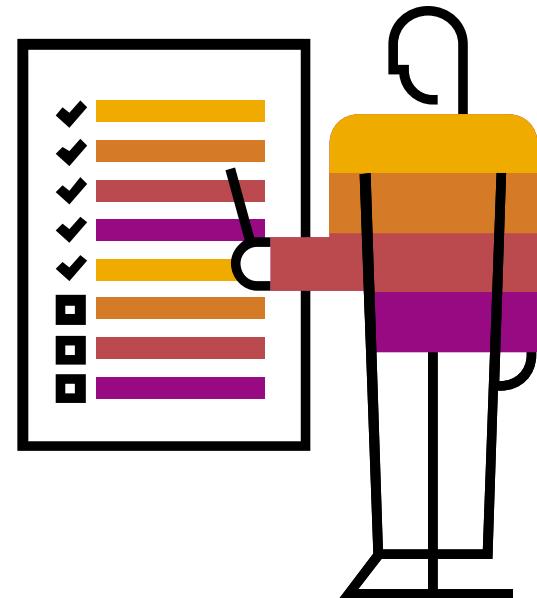
AI内嵌问诊——利用SAP Signavio持续优化企业流程

Wendy Lei, 业务流程咨询顾问
SAP全球专家中心大中华区卓越流程团队

公共

议程

- SAP Signavio Process Transformation Suite 功能概览
- 基于SAP Signavio Process Insights的流程分析
- S4S (SAP Signavio for Services) - Process Insights



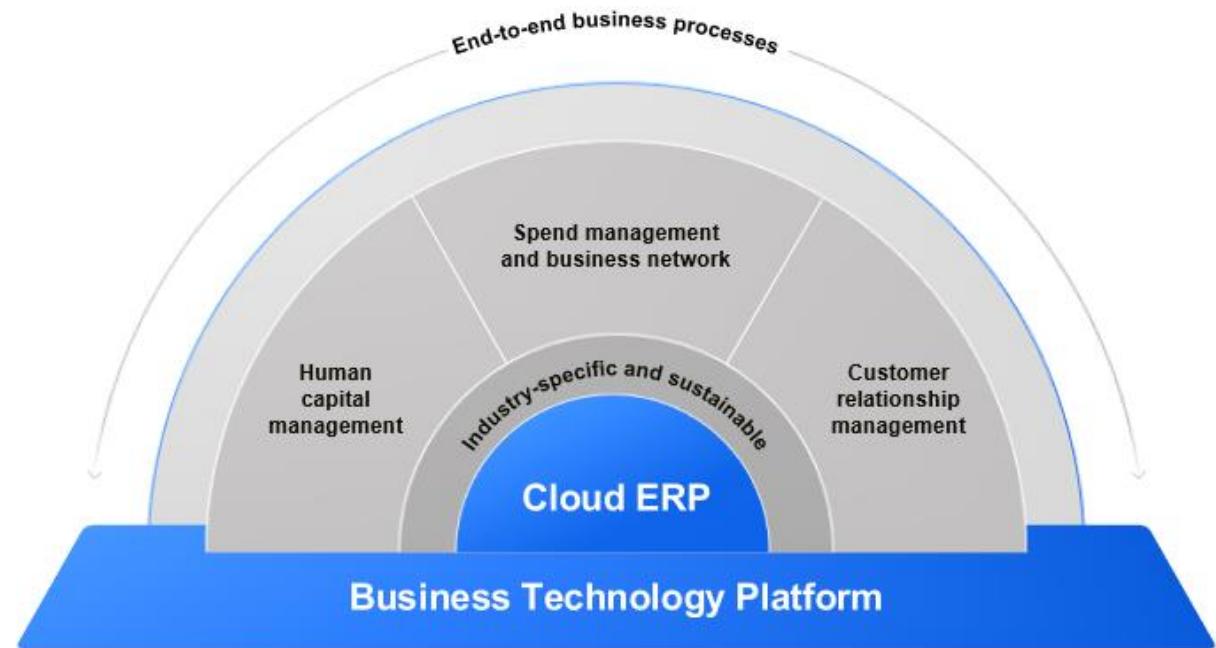
SAP Signavio – 愿景

帮助每个组织和每个行业都能成为可持续发展的智慧企业

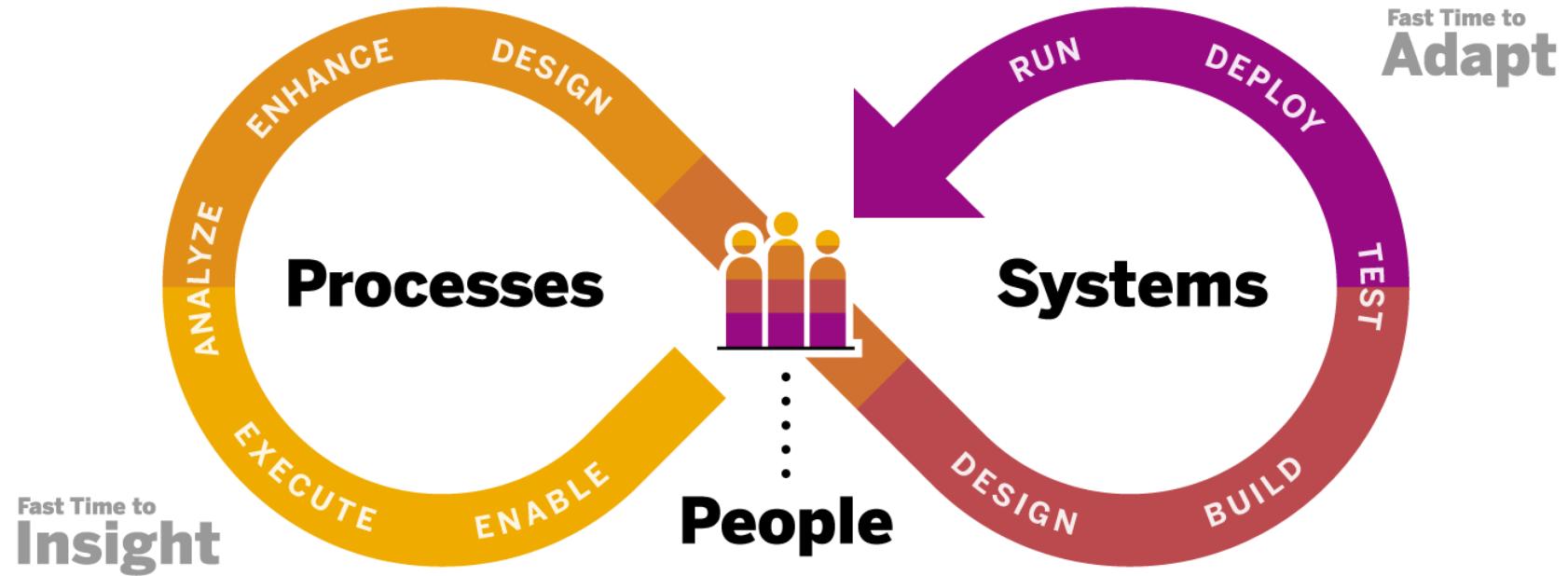


A cloud-based process transformation suite that gives companies the ability to understand, improve and transform all of their (end-to-end) business processes, fast and at scale

(across SAP and non-SAP solutions)



大规模快速将洞察转化为行动



SAP Signavio Process Transformation Suite

产品组件及功能概览

协作 (Collaboration)

帮助各部门之间的利益相关方进行协调和积极协作

流程分析和挖掘 (Process analysis and mining)

全面分析企业流程，帮助企业快速转型和达成卓越运营计划

流程和旅程建模 (Process and journey modeling)

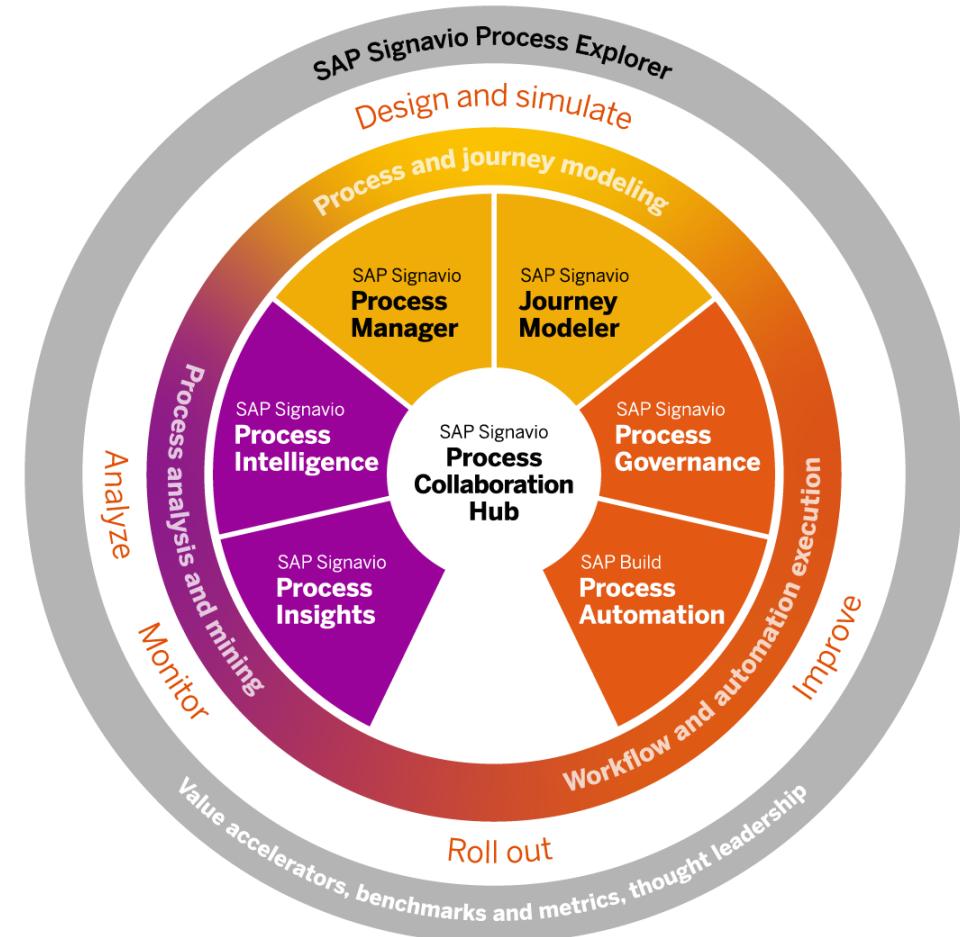
标准化的流程和旅程管理、 模拟和建模

流程治理和自动化执行 (Process governance and automated execution)

维护流程合规性

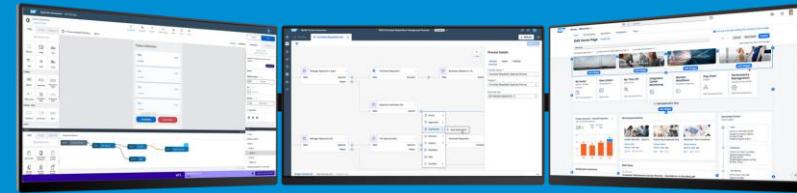
价值加速器 (Value accelerators)

轻松获取预配置的价值加速器和资源，加速实现价值

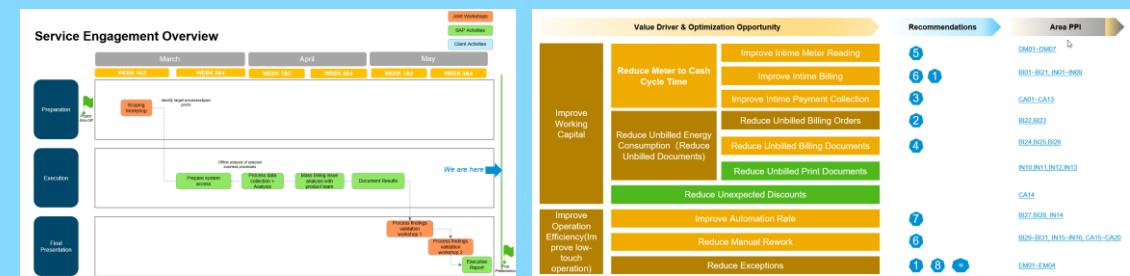


业务流程管理 (Process Performance Management)

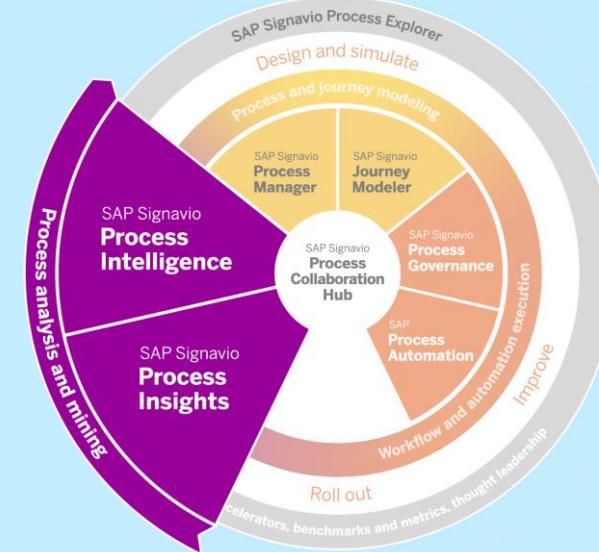
明确的问题，需要解决？



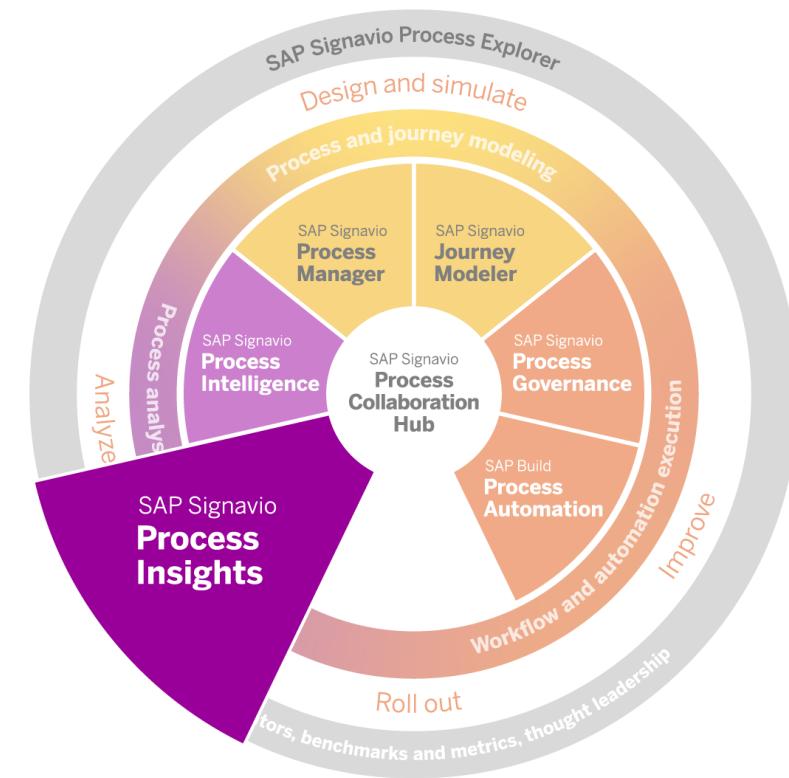
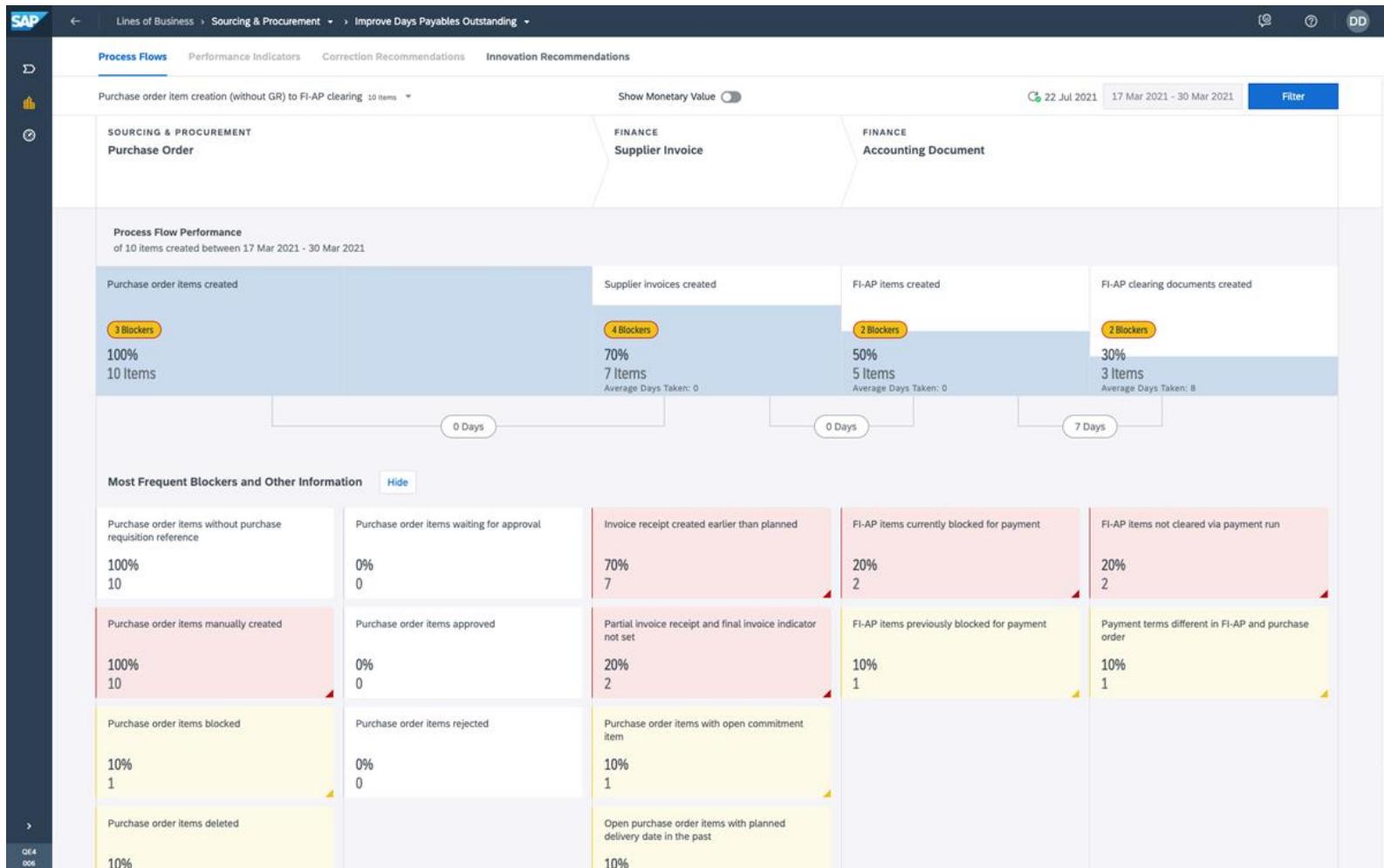
知道有问题，不清楚出了什么问题？



不确定是否有问题？



流程分析和挖掘



SAP Signavio Process Insights

对SAP ERP系统或S4系统中的业务流程进行快速洞察和分析，识别流程执行痛点，问题，并提供优化建议。

SAP Signavio Process Insights

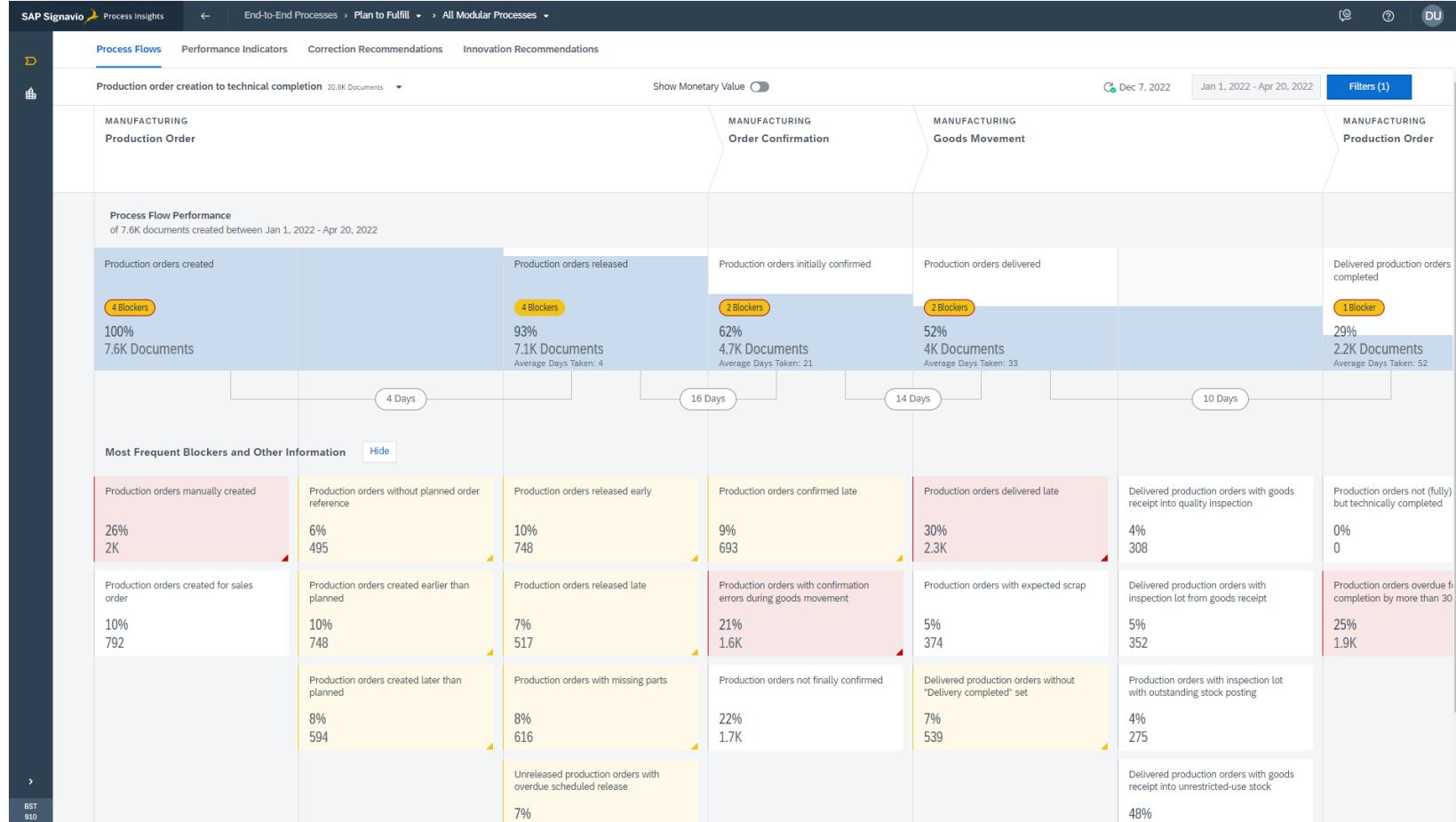
主要功能

- 实时的流程性能指标 (PPI) 分析
 - Process Flow
 - Standard PPIs
- 流程优化建议 (Correction Recommendation)
- 创新建议 (Innovation recommendations)
- 内外部标杆对比
- 价值分析
- S4 Transformation Planning



SAP Signavio Process Insights

Process flows: Data-driven decisions to prioritize process improvements



100+ delivered process flows and
1000+ typical issues and
inefficiencies

Make **data-driven decisions** about
which business areas to **prioritize** for
improvement.

Get insights fast. Updates happen
daily.

There is more to come. The number
of available process flows **increases**
with every release.

SAP Signavio Process Insights

Process performance indicators: Monitor process performance

The screenshot shows a list of performance indicators for the "Plan to Fulfill" process. The table has columns for the indicator name, amount, and unit. Some entries include an automation rate or exception count.

Performance Indicator	Amount	Unit
Configuration check: Document flow update from MM to LE	87	Items
Customer service notifications created	91	Documents
Customer service notifications open and overdue	206	Documents
Customer service notifications pending	233	Documents
Customer service orders created	94	Documents
Customer service orders not settled	16	Documents
Customer service orders overdue for release	792	Documents
Customer service orders released and overdue for technical completion	567	Documents
Failed goods movements during process order confirmation	1,620	Exceptions
Failed goods movements during production order confirmation	1,620	Exceptions
Inbound deliveries created	91	Documents
Inbound deliveries overdue for goods receipt posting	11,159	Documents
Inspection lots with outstanding quantities	399	Documents
Inspection lots without inspection completion	6,166	Documents
Inspection lots without usage decision	6,189	Documents
Materials with MRP list error messages	49	Exceptions
MRP area planning file - materials marked for deletion	94	Materials
MRP area planning file - status does not allow planning	1	Materials
MRP elements to be canceled per material	133	Entries
MRP planning file - materials marked for deletion	94	Materials

180+ delivered metrics

Make **data-driven decisions** about which business areas to **prioritize** for improvement.

Get insights fast. updates happen **daily**.

There is more to come. The number of process performance indicators **increases** with every release.

SAP Signavio Process Insights

Powerful drill-down functionality: Filtering for the greatest impact

The screenshot shows the SAP Signavio Process Insights interface. On the left, there is a sidebar with a 'Filters' section containing various checkboxes for different SAP modules like Material, Plant, and Order. The main area displays a hierarchical tree of objects under 'Objects (2,200)'. The first node is 'Material PLNBEZ' with 7,634 objects. It has two children: 'Plant WERKS' (2,200 objects) and 'Other' (6,842 objects). 'Plant WERKS' has four children: 'DE01 Hamburg' (1,100 objects), 'DE02 Stuttgart' (1,100 objects), 'US01 New York' (1,034 objects), 'US02 Atlanta' (946 objects), 'CA01 Montréal' (935 objects), 'CA02 Vancouver' (891 objects), 'US03 Portland' (825 objects), and 'US04 San Francisco' (803 objects). An 'OK' button is visible at the top right of the tree view.

Narrow your **focus** to discover where your issues really lie.

Fix the **root cause** instead of just applying band-aids.

SAP Signavio Process Insights

Correction recommendations: Start improving right away

The screenshot displays the SAP Signavio Process Insights interface, specifically the 'Plan to Fulfill' module. The main view shows a list of '828 Objects' affected by various issues, such as 'Delete old and obsolete records'. A detailed 'Recommended Action' dialog box is open, providing specific steps to resolve the issue. Below this, a table lists several recommendations with columns for 'Finding', 'Recommendation', 'No. of Objects Affected', 'Impact', 'Effort', and 'Value Driver Affected'. The interface includes navigation bars at the top and bottom, and a sidebar on the left.

**130+ Correction
Recommendations available**

Get tailored **recommendations** specifically linked to previously identified issues.

Select by **comparing the expected impact** on your process performance and execution effort.

SAP Signavio Process Insights

Innovation recommendations: Innovate your processes with new technologies

The screenshot shows the SAP Signavio Process Insights interface. The top navigation bar includes links for SAP Signavio, Process Insights, End-to-End Processes, Plan to Fulfill, All Modular Processes, and a search bar. Below the navigation is a secondary header with tabs: Process Flows, Performance Indicators, Correction Recommendations, and Innovation Recommendations (which is currently selected). A sidebar on the left lists categories: SAP S/4HANA Capabilities (62), SAP Process Automation (6), Intelligent Technologies (23), User Experience (36), and Other SAP Solutions (7). The main content area displays a table of innovation recommendations. The columns are: Recommendation (list of process names), Relevance (represented by a grid of colored squares), Industry Popularity (represented by a grid of colored squares), and Lines of Business (represented by small circular icons). The table lists various SAP S/4HANA Capabilities, such as Purchase Order Processing, Extended Warehouse Management (marked as NEW), Delivery Management, Warehouse Management, Commodity Procurement, Kanban Manufacturing, Outsourced Manufacturing, Goods Movement, Production Execution, Yard Logistics (marked as NEW), Quality Improvement, Capacity Planning, Product Development Foundation, Production Control, Project Financials Control, Requirements Processing, and Authoring Tool Integration. Most recommendations have a relevance score of three stars or higher and are categorized under Supply Chain, Manufacturing, or R&D/Engineering.

**750+ Innovation
Recommendations available**

Get recommendations for best-practice SAP technology and SAP solutions, for example, robotic process automation (RPA) bots or SAP S/4HANA capabilities.

Choose the improvement path that is right for your organization.

SAP Signavio Process Insights

External benchmarking*: compare performance against industry peers

The screenshot shows a SAP Signavio Process Insights interface. The top navigation bar includes 'SAP Signavio Process Insights', 'End-to-End Processes', 'Plan to Fulfill', 'All Modular Processes', and 'Outbound deliveries created'. The left sidebar has sections for 'Performance Indicator' (Outbound deliveries created, 111 Documents, Automation Rate: 11%), 'Industry Benchmark' (a red box notes performance is significantly below industry median), and 'Additional Information' (KPI Catalog). The main area is titled 'Detail List' with tabs for 'Correction Recommendations' and 'Innovation Recommendations'. It displays 111 Objects in a table with columns: Delivery, Sales Org., Shipping Point, Receiving Plant, Delivery Type, Transaction Code, Ship-to Party, Sold-to Party, and Net Value. The table lists various delivery details. At the bottom, there's a page navigation bar showing '1 - 15 of 111 total' and numbered buttons from 1 to 8.

*Currently only available for selected automation rate PPIs

Get a better understanding of your performance.

Learn if you're performing **well or badly**.

Better interpret your performance by providing you with a peer group you can compare against.

Set informed **improvement targets**.

Live Demo



Value-Driven SAP Transformations

Lead-to-Cash



Key Business Objectives

Reduce days sales outstanding

Reduce customer churn

Reduce data management cost

- | | | | | | |
|---|---|---|--|--|---|
| Analyse the process flow and identify improvement opportunities | Isolate and assess performance gaps between distribution channels | Identify master data issues and engage with the correction recommendations to reduce data management cost | Assess the transactions and leverage innovation recommendations to reduce sales cost | Detect improvement opportunities, select the prebuilt solution to increase the automation rate | Filter all the relevant S/4HANA capabilities to support accounts receivable |
|---|---|---|--|--|---|

A photograph of two women in a warehouse setting. One woman, on the left, is wearing a dark blue long-sleeved shirt and holding a white tablet computer. The other woman, on the right, has red hair tied back in a ponytail and is wearing an orange high-visibility vest over a grey t-shirt; she is holding a blue smartphone. They are both smiling and appear to be engaged in a conversation. In the background, there are shelves filled with boxes and packages, typical of a distribution center.

77% of all worldwide business transactions touch an SAP ERP system*

*Source

HELLER

4 hours

To go live with the SAP Signavio Process Insights solution, with ready-to-use analysis

Less

Manual interventions in complex operational processes, more value-adding activities

SAP Signavio Process Insights



HELLER

“SAP Signavio Process Insights has opened up completely new ways of thinking for us. For the first time, we have a holistic overview of our business process landscape, which will enable us to **make decisions based on hard data, rather than gut feeling.**”

Sebastian Fügner,
Inhouse Consultant BI & Analytics,
Gebr. Heller Maschinenfabrik GmbH

SAP Signavio Process Insights



S4S Seeding Model – Process Insights

What:

- 通过SAP 服务的形式，为客户申请免费的Process Insights Tenant，做一次性ERP/S4系统的全面流程诊断。

How:

- 前提：由于一些legal 和revenue层面的考量，为客户申请免费tenant前，需要满足如下条件：
 - we need to have an active SAP Services engagement (contract)
 - tenants can be requested only once (1x) per customer
 - only SAP employees (@sap.com) are allowed to log on to CUSTOMER project tenant
 - no customer users can be invited to the Process Insights tenant - share result in screen sharing sessions
 - only a one-time (1x) data load is allowed
 - the duration to use the tenant is limited to the duration of the SAP Services engagement but max. 6 month
 - the tenant will be deleted after the max. usage time
 - we ask you to include the **DPP statement** in the SOW
- [Apply for SAP Signavio Process Insights \(office.com\)](#)

S4S Seeding Model– Process Insights

Configuration & Cost:

- Connecting a Process Insights tenant to an SAP ERP source system and executing the one-time data load can be done in a very short time. Experience has shown that it takes the longest to check and implement the prerequisites in the ERP system (on customer side). **BEFORE you start the workflow**, please contact a technical contact person at the customer who can check the necessary requirements and implement them if necessary. The "[Administration Guide for SAP Signavio Process Insights](#)" contains a detailed description, which is publicly available.

- Because the “customer SAP system” which should be analyzed needs to be connected to the “SAP Signavio Process Insights Tenant” provided free of charge you need to engage a technical team to support the customer with the BTP connectivity work. You need to cover the cost via IO (Internal Order) or SO (Sales Order).
 - For technical support please send the request:
 - for Premium Engagement project to
 - sap_sig_pe_services_global@global.corp.sap
 - for Professional Services project to
 - sap_asc_clouderp_sig_services_global@global.corp.sap

S4S Seeding Model– Process Insights

Sample delivery result:

The following table summarizes the numbered screenshots from the grid:

Number	Dashboard/Report Type	Description
5	Process Analysis – Standard Performance Indicators	Standard Performance Indicators dashboard.
6	Main capabilities of SAP Signavio Process Insights	Summary of SAP Signavio Process Insights features.
7	Process Analysis and Improvement – Entry Point	Entry point for process analysis and improvement.
8	Process Analysis – Process Flows	Process flows analysis dashboard.
9	Process Improvement – Correction Recommendations	Correction recommendations dashboard.
10	Process Improvement – Innovation Recommendations	Innovation recommendations dashboard.
11	Transformation Planning	Transformation planning dashboard.
12	Difference overview "IPICK" - "RISE" and Full edition	Difference overview between IPICK and RISE editions.
13	Standard Performance Indicators – Category: Backlog	Standard Performance Indicators by category: Backlog.
14	Standard Performance Indicators – Category: Exception & Throughput	Standard Performance Indicators by category: Exception & Throughput.
15	Process Flow – Supplier invoice issuing to FI AP clearing	Supplier invoice issuing to FI AP clearing process flow.
16	Standard Performance Indicators – Category: Automation	Standard Performance Indicators by category: Automation.
17	Process Flow – Supplier invoice issuing to FI AP clearing	Supplier invoice issuing to FI AP clearing process flow.
18	Process Flow – Supplier invoice issuing to FI AP clearing	Supplier invoice issuing to FI AP clearing process flow.
19	Process Flow – Supplier invoice issuing to FI AP clearing	Supplier invoice issuing to FI AP clearing process flow.
20	Process Flow – Supplier invoice issuing to FI AP clearing	Supplier invoice issuing to FI AP clearing process flow.
21	Correction Recommendations – Immediate actions to improve process efficiency	Correction recommendations for immediate process efficiency improvement.
22	Innovation Recommendations – Long term planning	Innovation recommendations for long-term planning.
23	Value Analysis	Value analysis dashboard.
24	Transformation Planning – Based on 1 process flow	Transformation planning based on one process flow.

➤ Two round sessions

- Round 1, go through the data and discuss on prioritized findinds.
 - Round 2, wrap up with summary report
- Final summary report

谢谢你。

Wendy Lei

Wendy.lei@sap.com

小快灵AI赋能 SAP Build流程自动化 推动企业效能优化



阎韶华 Danny
SAP业务技术平台卓越中心
方案架构师





SAP Build Process Automation

功能介绍和案例分享

Danny Yan, SAP

PUBLIC



数字化的关键挑战

组织未能以业务所需的速度进行创新



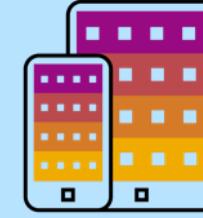
快速变化的客户需求，加速了对云解决方案的需求

“2019，新冠疫情加速了企业的上云需求，59%的企业在原定计划里，加大了云技术的应用投入。”¹



有限的开发资源，阻碍了数字化进程

“在Gartner Research Circle最近的一项调查中，缺乏相应的技能被列为头号挑战，首席信息官认为‘缺乏技能和资源’是成功的最大障碍。”²



企业内部IT环境日渐复杂，耗费了巨额的维护成本

“据统计，目前大公司平均拥有达到129个不同的应用程序，总数量较2015年增加了68%。”³

1. “Maximizing the Impact of Technology Investments in the New Normal,” CIO Insider, Deloitte, 03 February, 2021, Khalid Kark, Jagjeet, Gill, and Tim Smith.

2. “Forecast Analysis: Low-Code Development Technologies,” 22 January 2021, Fabrizio Biscotti, Paul Vincent, Jason Wong, Laurie Wurster. GARTNER is the trademark and service mark of Gartner Inc., and/or its affiliates and has been used herein with permission. All rights reserved.

3. “Employees Are Accessing More and More Business Apps, Study Finds,” The Wall Street Journal, 07 February, 2019, Angus Loten.

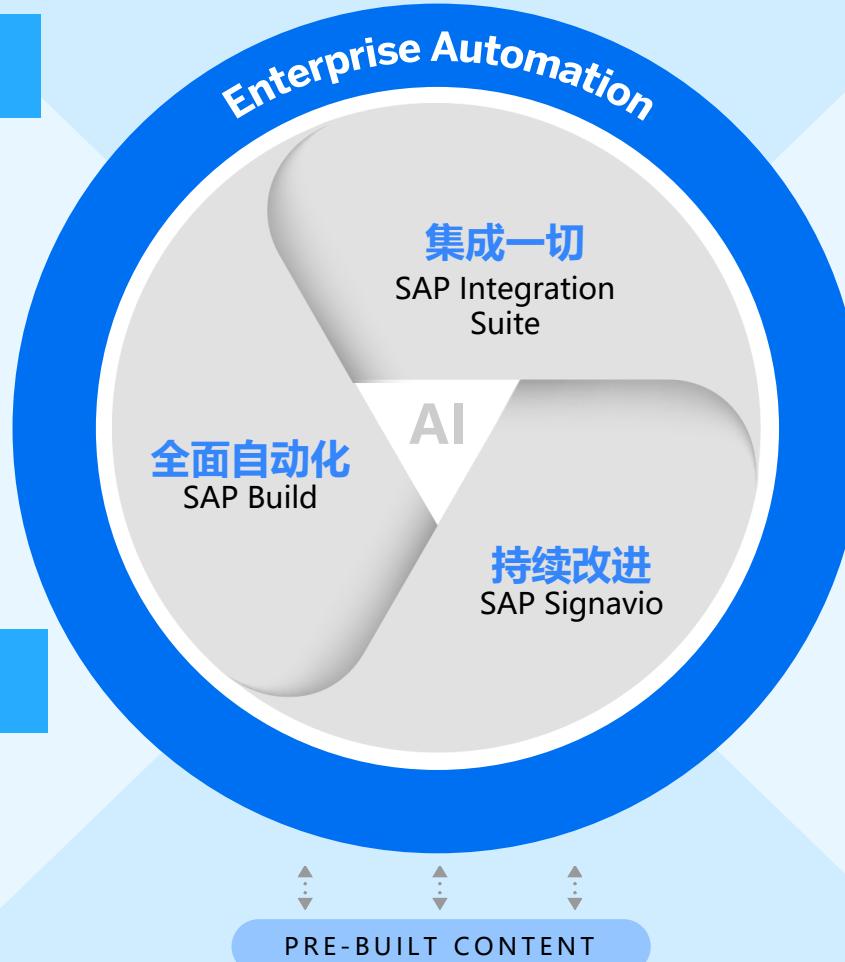
企业级自动化方案组合

SAP Build 开发平台

通过构建人工智能驱动的自动化系统，使用低代码平台和预构建内容扩展应用程序，快速解决流程效率低下的问题。

人工智能与机器学习

人工智能通过基于历史行为的决策支持、处理大量数据的文档提取以及对大型语言模型的支持，增强了企业自动化。



SAP 集成套件

跨本地部署和多云系统，集成 SAP 和非 SAP 应用程序，以全面了解您的企业环境，从而优化端到端流程。

SAP 流程挖掘

利用行业最佳实践和基准发现效率低下的问题。采取行动，创建流程文档，并共享改进以获得更好的业务成果。

SAP Build Process Automation 用例

获取灵感，立即开始



自动执行手动重复性任务



实现大量流程步骤的“无人值守”自动化



自动聚合来自多个系统的数据

销售线索到收款

资本支出审批

发票审批

账户开立

招聘到退休

重新安置

签证许可

HR 员工自助服务

临时员工管理

设计到运维

主数据记录更新

凭证审批

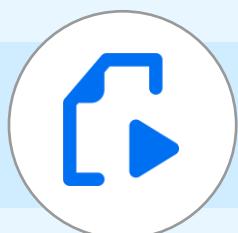
销售线索生成工作流

寻源到付款

退货订单处理

事件管理

采购数据收集



实现手动流程数字化和半自动化流程



扩展和调整标准应用流



实现全面的跨应用工作流自动化

全球 77% 的交易通过 SAP 系统运行

#1 ERP | #1 采购 | #1 供应链 | #1 人力资本 | #2 CRM

利用面向 SAP 和非 SAP 系统的预构建工作流、机器人和连接器，加快开发速度

财务与管控

请参阅
[SAP S/4HANA Cloud Finance & Risk 中的 SAP Build Process Automation](#)

记录到报告

- 财务关账
- 总账条目管理
- 批量清算
- 应计过账

预算到费控

- 计划到行动
- 资本支出审批
- 未来付款审批

发票到收款

- AR 流程自动化
- 托收管理
- 争议管理

发票到付款

- 付款运行
- 冻结供应商发票
- 解冻供应商发票
- 发票状态

资产和资金

- 银行对账单上载
- 资金付款审批

GRG 和税收

- 控制计划自动化
- 审计计划自动化
- 跨应用数据检查

成功案例

- [AutoDesk](#)
- [莱赫电池](#)
- [Alma Media](#)
- [声望集团](#)

采购与物料

申请到订单

- 采购申请创建
- 采购申请审批
- PO 创建/更改
- 服务条目

订单到收货

- 运行付款流程
- 在系统中处理收货

收货到收票

- 发票审批和过账
- 账龄分析
- 自动付款

供应商主数据

- 维护货源清单
- 维护业务伙伴

采购合同

- 维护采购合同

报告和合规

- 生成和分发报表
- 发票合规性管理

成功案例

- [罗仕](#)
- [DIGIX](#)
- [Avaya 发票审计自动化](#)

产品与制造

产品生命周期管理

- 产品变更管理
- 产品定价审批

项目

- 工作包维护
- 时间表条目
- 合同更改

生产

- 生产订单创建
- 生产订单更改
- 维护质量信息

物流

- 内向/外向交货
- 过账货物移动

库存

- 库存审批
- 库存转储和更新

资产

- 批准、创建和修改
- 固定资产管理，例如转移、租赁

成功案例

- [雷豪行政管理](#)
- [标准制造](#)
- [汉莎航空公司](#)

销售与信息化

销售订单

- 创建销售订单
- 管理销售合同和开票冻结

退货

- 创建客户退货
- 管理货运凭证

客户对账

- 贸易促销对账
- 付款对账

客户主数据

- C-FIN 配置
- 主数据创建/修改

访问管理

- 创建/更改权限
- 离职员工清单

审计

- 审计和日志监控
- 报告创建和分发

成功案例

- [东芝高科技](#)
- [Mahindra 集团](#)

SAP Build Process Automation

利用简单的拖放功能，实现流程和任务自动化

企业自动化



SAP Build Process Automation



流程和
工作流



表单和
多步审批



业务规则
和决策



预构建
内容



任务
自动化



文档
了解



统一快速启动板
和任务中心



流程可见性
和灵活性

融合团队
开发



低代码
应用开发和
业务站点
SAP Build

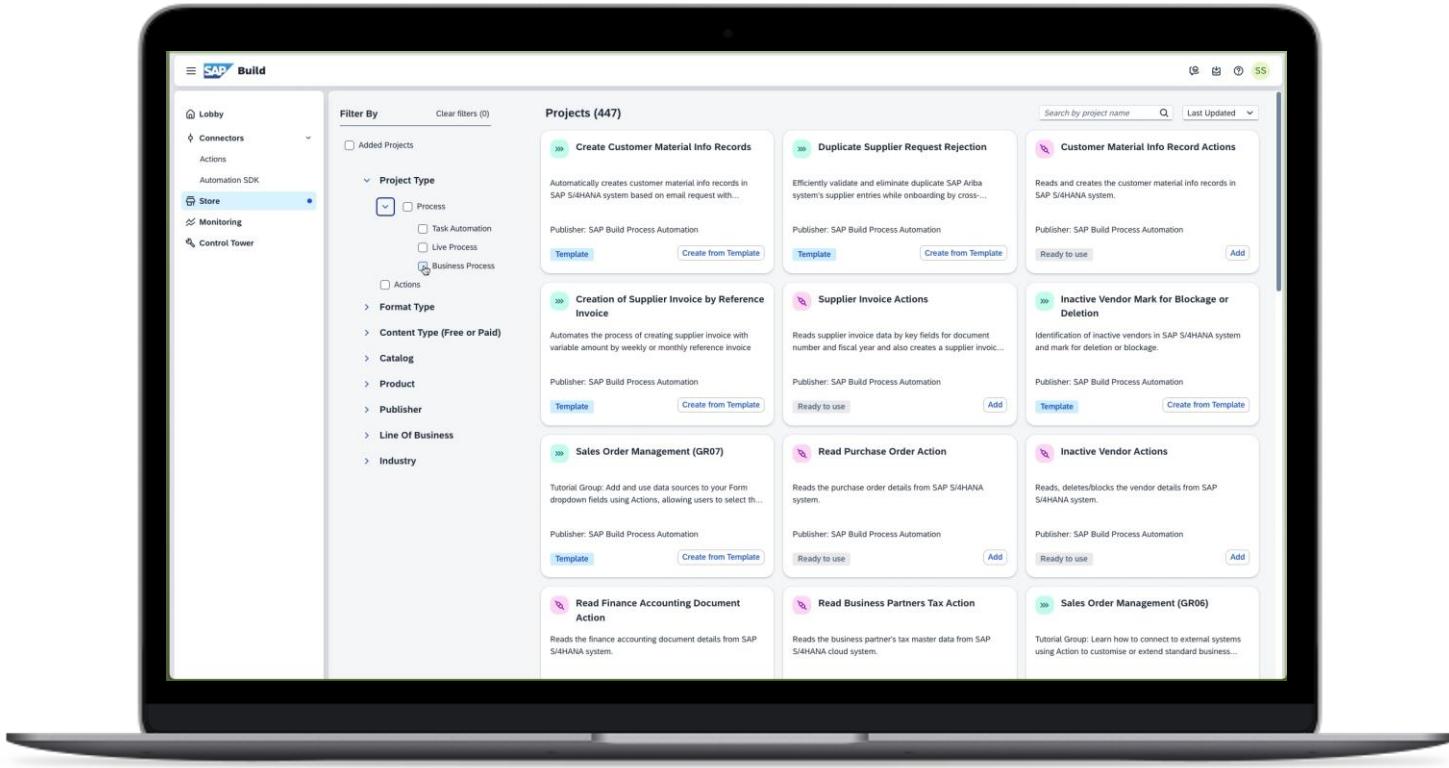


Pro-code
app dev
SAP Build 代码

超过 430 个预构建
流程和自动化

无缝集成

利用面向 SAP 和非 SAP 系统的预构建工作流、机器人和连接器，加快开发速度



内容商店

超过 430 个流程内容包、RPA 机器人和连接器

连接 SAP 和非 SAP 系统中的应用程序、流程和数据

在不丢失上下文和含义的情况下使用业务数据



[访问 SAP Business Accelerator Hub](#)

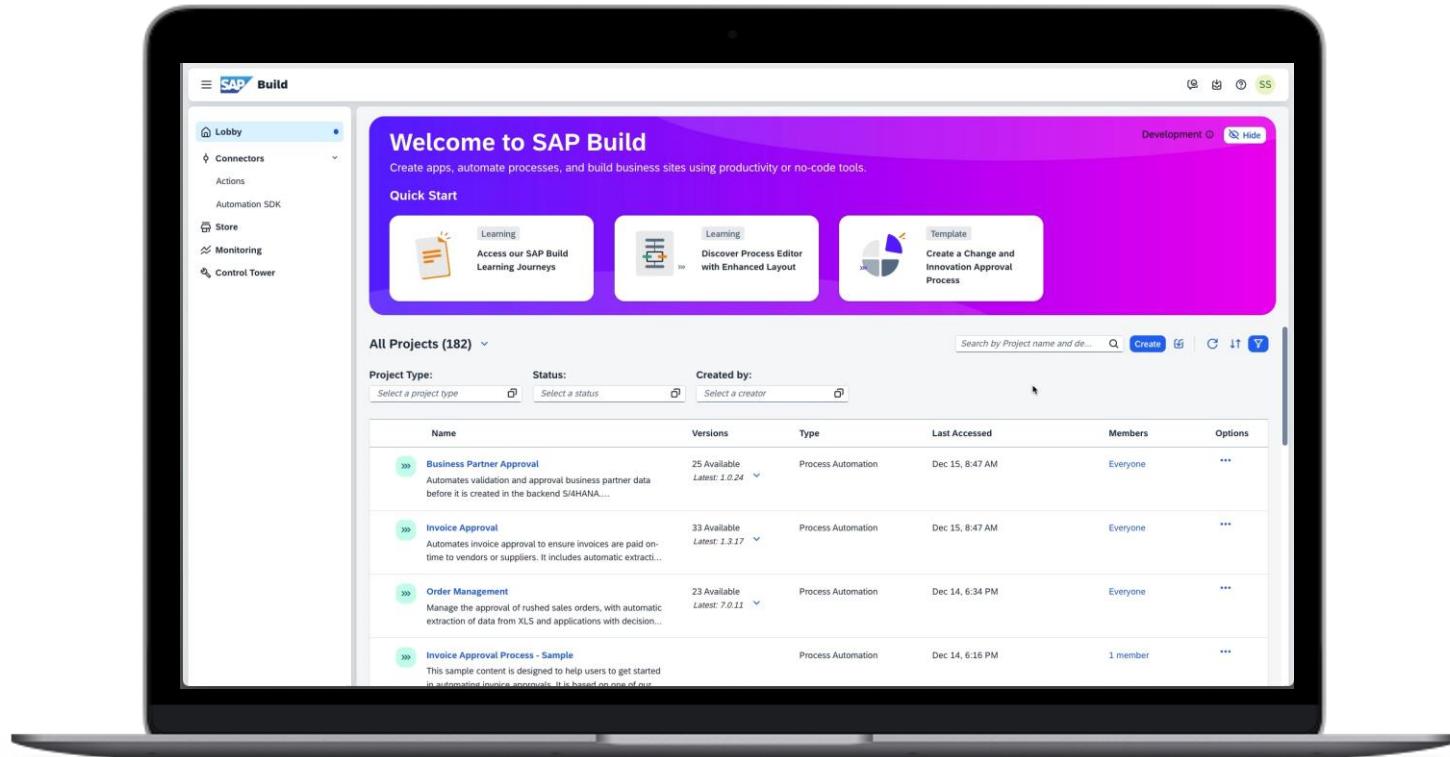
可视化自动化

简化流程和任务自动化

利用简单的拖放功能，实现流程和任务自动化

将工作流管理、机器人流程自动化 (RPA) 和嵌入式人工智能整合到单一解决方案中

无需编码即可利用流程专业知识



流程构建器

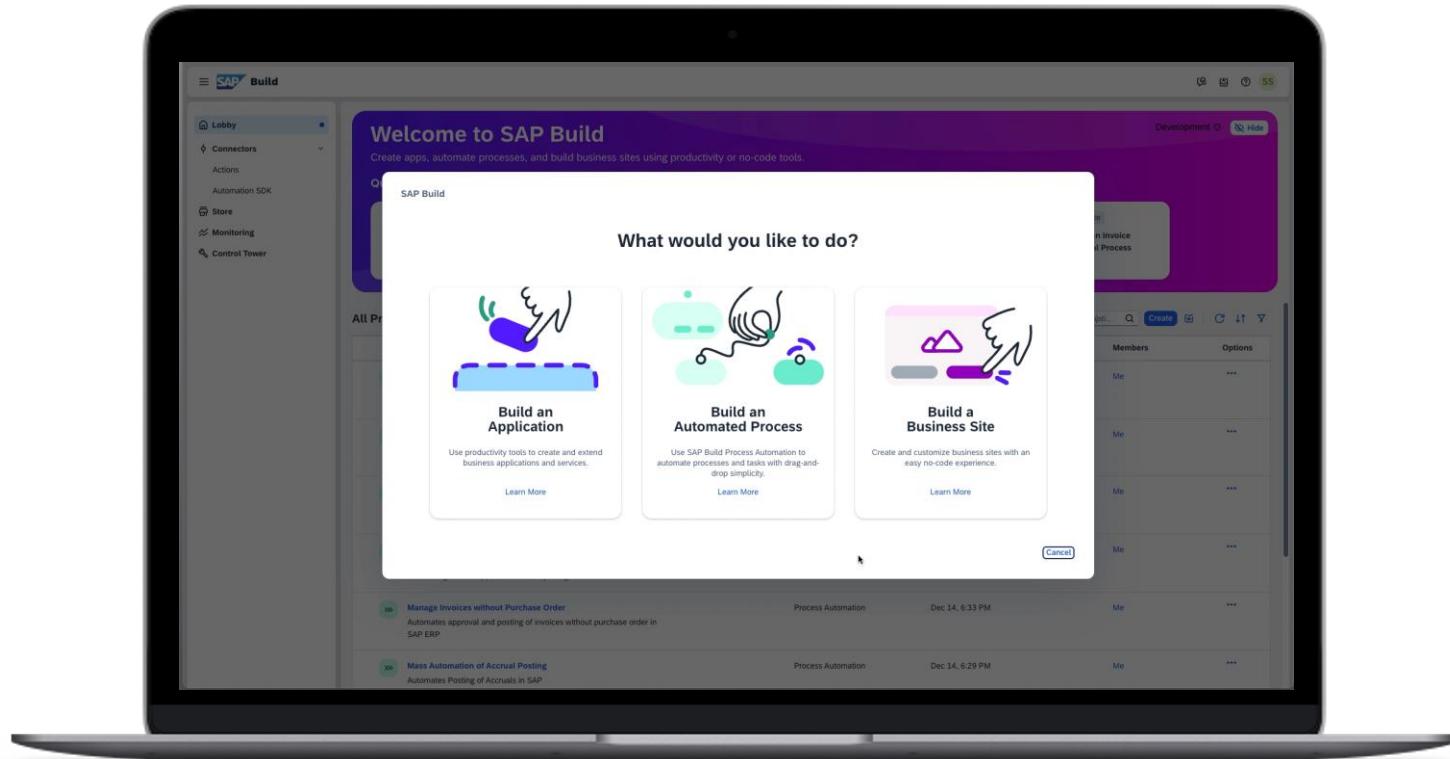
在融合团队中开展协作

促进协作，实现自信运营

支持融合团队开发

共享部件，并利用专业开发人员贡献的复杂逻辑

集中生命周期管理、监控和治理



统一的入口



SAP Build Process Automation
AI 助力敏捷流程优化

本Demo为各位演示利用生成式AI技术，增强SAP爱普SAP Build流程自动化，使流程开发更轻松的能力。

机器人流程自动化 (RPA) 的常见用例



自动执行手动重复性任务

挑战

耗时、易出错的手动任务，例如复制和粘贴操作、数据提取、数据输入和数据创建

解决方案

使用机器人流程自动化 (RPA) 自动化流程流中的重复性任务

示例



理士电池 自动执行重复性任务，加速ECC到 SAP S/4HANA升级

[阅读客户案例](#)



实现大量流程步骤的“无人值守”自动化

挑战

大量流程步骤，必须及时完成，但不需要人工干预

解决方案

使用无人值守机器人实现自动化，可根据需要计划或触发

示例



永新光学自动维护超级BOM，大幅提升管理精细度

[阅读客户案例](#)



自动聚合来自多个系统的数据

挑战

涉及访问多个应用程序（不提供合适的 API）的任务

解决方案

模仿用户界面上的用户交互，自动传输数据

示例



汉莎航空公司 (Lufthansa Technik) 实现了不同系统中数据收集和对账的自动化，从而加快材料管理

[阅读客户案例](#)

理士电池SAP Build流程自动化项目

合同开通仅一周，有4个流程自动化场景于2022年9月成功上线



场景列表

- 刻工单自动化
- 汇票收入自动化
- 汇票支出排票自动化
- 关联交易差异汇票比对自动化

增强RISE

- 在某些测试和配置场景中，借助SAP流程自动化加速实施**S/4HANA Cloud, private edition**
- 通过使用SAP流程自动化的AI、自动化和表单功能构建智能共享金融服务中心，更好地运营
- 优化销售、生产和采购等等各业务线的整体流程

项目价值

成功上线使理士能够实现以下战略目标：

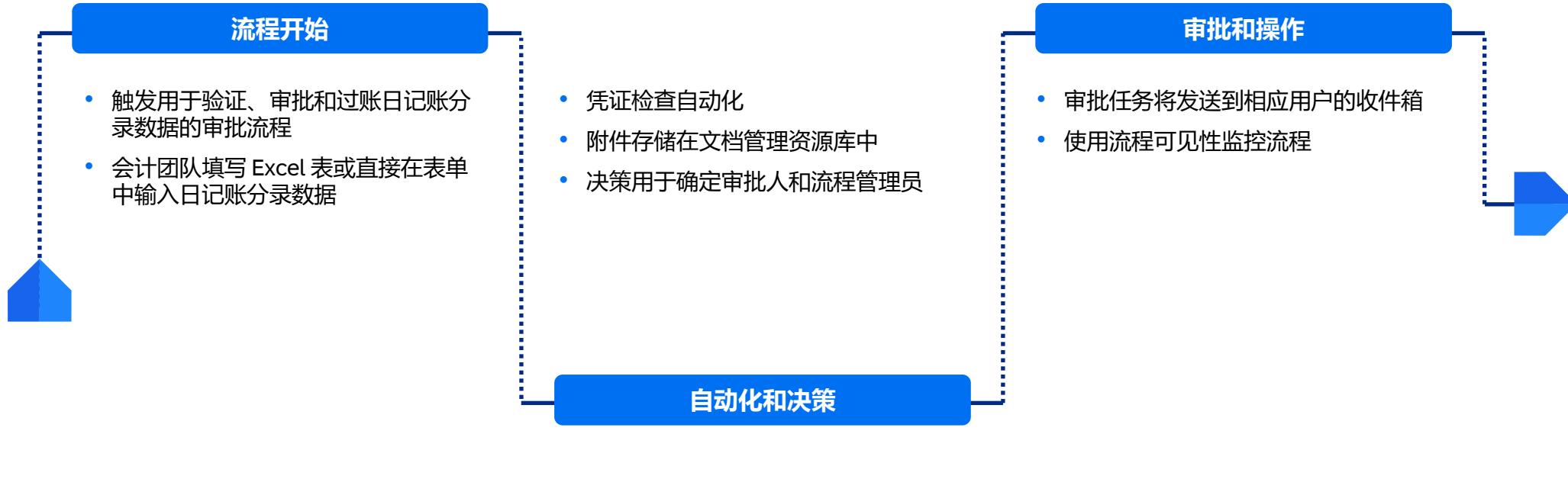
- 将员工从重复作业上解放出来
- 加快业务流程的数字化转型
- 自动化没有附加值的重复任务
- 改善运营和合规性，减少周期时间

客户收益

- 利用SAP流程自动化的低代码/无代码功能，加速了项目实施周期，4周内上线
- 产品成功团队和SAP RIG项目成员赋能客户使用SAP流程自动化，逐步积累经验扩大应用范围
- 每个场景的平均实施周期约为2周，提高了80%的效率，减少了70%的人工工作量

简化日记账分录审批和过账

利用预构建的内容包



观看演示视频

SAP S/4HANA

日记账分录在 SAP S/4HANA 中过账



发现内容包：日记账分录过账审批



缩短处理时间
更快地处理日记账分录过账



减少错误率
最大限度地减少潜在的人为错误



减少手动工作
让员工从手动任务和月经任务中解放出来



员工满意度
简化和加快流程



Supplier Portal ☆

Portal for suppliers

Public 1 Member

+ Invite

Quick Access

...

Overview

+

⚙️

☰

**Upload Invoice for Approval
without the need for any manual
entries. All the invoices have to
be in PDF or DOC formats**



Upload Invoice

Select invoice:

....

Browse...

Submit Invoice

SAP TechEd

Learning Zone

Make your career growth real. Join the community of experts and build the skills that can shape your future.



SAP Build流程自动化助力S/4HANA转型进程，增强S/4HANA

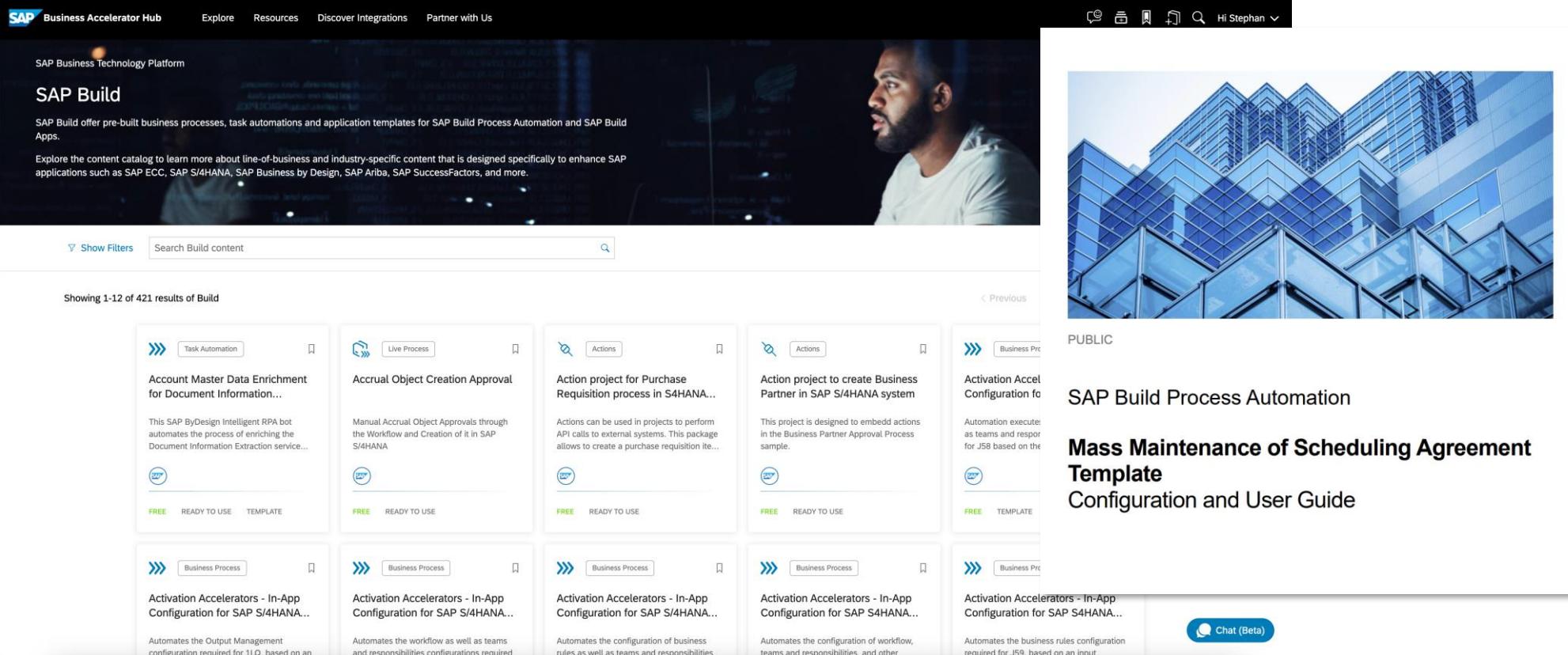


SAP Build Process Automation - 典型的实施领域

	财务	采购	销售和服务	人力资源	IT
关键自动化机会范围	记录到报告	应付账款	订单到收款	招聘	跨应用集成
	资金、风险与合规性	PR 到 PO	客户体验	共享服务	数据管理
用例示例	<ul style="list-style-type: none">1. 自动过账付款通知2. 财务关账任务3. 自动收集提醒	<ul style="list-style-type: none">1. 采购申请创建2. 纸质发票过账3. 采购订单创建和确认	<ul style="list-style-type: none">1. 零接触销售订单创建2. 退货创建和处理3. 上线和服务请求	<ul style="list-style-type: none">1. 录用通知书分发2. 员工入职3. 自动化福利申请	<ul style="list-style-type: none">1. 主数据更新2. 配置和更新到系统中3. 测试、审计和报告
SAP Build Process 自动化优势*	5%-50% 客户计费、信贷和收款成本	手动重复性任务减少 80%	零 手动错误	2%-10% 改善运营资本	最高 100% 审计与治理合规性政策

SAP Business Accelerator Hub

用于快速启动自动化的预构建内容



The screenshot shows the SAP Business Accelerator Hub interface. At the top, there's a navigation bar with links for 'Explore', 'Resources', 'Discover Integrations', and 'Partner with Us'. On the right side of the header, there are icons for notifications, messages, and user profile ('Hi Stephan'). Below the header, there's a large banner image of a man looking at a screen. The main content area displays a grid of 12 automation templates. Each template card includes a title, a brief description, and a status indicator ('FREE', 'READY TO USE', 'TEMPLATE'). The templates are categorized as follows:

- SAP Build**: Account Master Data Enrichment for Document Information..., Accrual Object Creation Approval.
- Actions**: Action project for Purchase Requisition process in S4HANA..., Action project to create Business Partner in SAP S/4HANA system.
- Business Process**: Activation Accelerators - In-App Configuration for SAP S/4HANA..., Activation Accelerators - In-App Configuration for SAP S/4HANA..., Activation Accelerators - In-App Configuration for SAP S/4HANA..., Activation Accelerators - In-App Configuration for SAP S/4HANA...

On the right side of the page, there's a sidebar with a large image of a modern glass building, the text 'PUBLIC', and a section titled 'SAP Build Process Automation' with a link to 'Mass Maintenance of Scheduling Agreement Template Configuration and User Guide'. A 'Chat (Beta)' button is also present in this sidebar.



[访问 SAP Business Accelerator Hub](#)

由 SAP 完全维护和更新

3200 个
预构建集成器

300+
业务事件

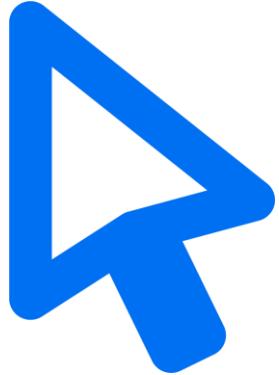
1200+
430+ 内容包中的自动化部件

从何处着手？SAP 助力企业交付出色的业务成果

产品页面	引导式体验	SAP Learning	预构建内容	免费试用	SAP Builders 社区
<ul style="list-style-type: none">您可以通过中央访问点了解有关 SAP Build Process Automation 的所有信息：<ul style="list-style-type: none">概览功能技术信息定价入门	<ul style="list-style-type: none">观看向导浏览，熟悉主要功能试用有关如何构建流程和表单的引导式练习。访问示例数据和模板进行实践试验	<ul style="list-style-type: none">开启学习之旅，了解如何利用简单的拖放功能，构建自己的流程和自动化流程作为“SAP 认证的公民开发人员助理”，获得 SAP 认证访问 SAP Discovery Center，探索我们的任务，获取分步指导和专家支持	<ul style="list-style-type: none">利用预构建内容，快速启动项目充分利用数百个流程内容包、RPA 机器人和连接器按业务范围、应用程序、项目类型等轻松筛选和浏览内容包。	<ul style="list-style-type: none">免费试用 SAP Build Process Automation 以及 50 多项 SAP BTP 服务构建并测试自动化场景，达到指定的容量限制轻松切换到付费服务计划，而不会丢失您的工作。	<ul style="list-style-type: none">了解 SAP 的路线图如何支持未来的 SAP 产品组合之旅查看最新的 SAP BTP 路线图，了解即将推出的平台创新成果
了解更多信息	立即亲自体验		浏览内容目录	了解如何入门	成为 SAP Builder
					
扫描此代码以了解更多信息	扫描此代码以了解更多信息	扫描此代码以了解更多信息	扫描此代码以了解更多信息	扫描此代码以了解更多信息	扫描此代码以了解更多信息

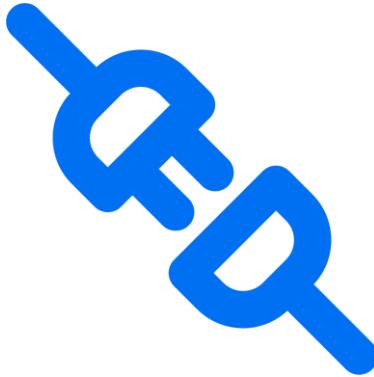
SAP Build Process Automation

更简单、更快速地实现业务流程自动化



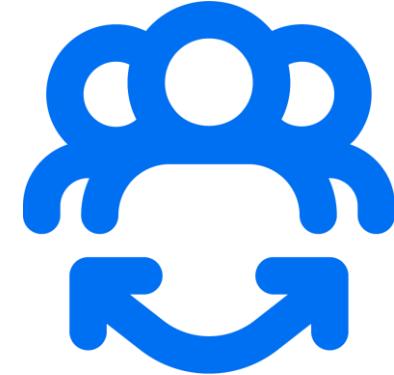
直观地实现自动化

借助拖放和人工智能功能
，简化自动化



无缝集成

利用面向 SAP 和非 SAP 系统的预
构建工作流、机器人和连接器，
加速实现自动化



安全协作

以安全、敏捷的方式支持融合
团队开发

Thank you.

sap.com/enterprise-automation



日程安排 - 下午

- 云上体验环境准备--数字证书获取 13:30-14:15 Robin Qiu
- 商业AI动手做——低代码无代码构建自动化流程 14:15-17:00 Claire Tseng
Robin Qiu
- 专家1对1——企业持续流程优化的场景和路径 17:00-17:30
- 活动总结 17:30-17:45

5月23日-24日
SAP EA Workshop



扫描二维码
进入微信群

云上体验环境准备



仇唯贤 Robin
SAP业务技术云平台
方案架构师



SAP 构建企业现代卓越流程 体验营

- SAP Build 流程自动化开发环境准备及证书&徽章

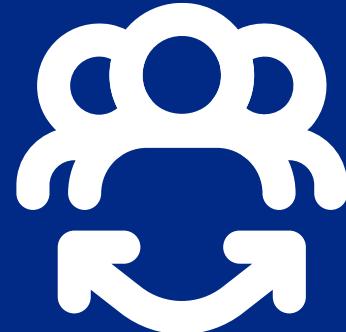
SAP BTP Adoption & Consumption Center

仇唯贤 (Robin Qiu)

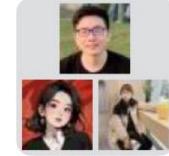
Adoption
Services Center



“体验营”学习微信群



SAP



群聊: 5月23日-24日 SAP
EA Workshop



该二维码7天内(5月27日前)有效，重新进入将更新

日程

- SAP Build 流程自动化入门包 **5 min**
- SAP Build 流程自动化开发环境配置 **15 min**
- 证书及数字徽章 **10 min**



入门包

Adoption
Services Center

GROW & RISE with SAP - SAP Build 流程自动化 入门包

是什么

GROW with SAP
包含 SAP Build Process Automation 的基本许可集，用于创建第一个流程和自动化

RISE with SAP
包括基于层级的 SAP Build Process Automation 许可证集，以创建您的第一个流程和自动化

SAP Build Apps、SAP Build Workzone、SAP Signavio 和 SAP BTP CPEA [云平台企业协议]积分的其他权利，具体取决于 GROW/RISE edition

为什么

利用智能自动化和工作流，革新和创新流程

利用先进的工具，加速云迁移

利用最佳实践模板快速入门

如何做

在 SAP Business Technology Platform³ 上激活您的 SAP Build 租户

部署预构建的流程和自动化

扩展预构建的流程并构建新场景



更多 SAP Build 流程自动化信息参考：sap.com

¹ SAP S/4HANA Cloud, Public Edition, Base & Premium

² SAP S/4HANA Cloud, Private Edition, Premium

³ How to activate your SAP Build with GROW and RISE

GROW with SAP 的自动化入门包

SAP Build Process Automation入门包，已包含在 GROW with SAP S/4HANA Cloud 公共版中。现在开始购买GROW with SAP S/4HANA Cloud 公共版的**新客户无需额外付费**。此优惠旨在帮助企业快速开启自动化之旅，并推动流程专家和 IT 用户之间的协作效率。

入门包包括：



- 2 个可以创建工作流程和构建自动化的高级账户
- 20 个可以启动和参与高级用户创建工作流的标准账户
- 1 个无需人工即可触发的无人值守自动化

A screenshot of the SAP News Center website. The top navigation bar includes links for Press, Features, Video, Topics, Follow, Corporate Blog, Explore SAP, a search icon, and a globe icon. Below the navigation, a banner features a woman working at a computer. The main content area has a dark overlay with white text: "Features" at the top, followed by "New Automation Starter Pack for SAP S/4HANA Cloud, Public Edition" in large bold letters, and "Feature by Angela Harvey" and "January 5, 2023" at the bottom. A small row of social media icons (Facebook, Twitter, LinkedIn) is also visible.

新闻链接

激活自动化入门包

RISE with SAP 的自动化入门包

SAP Build Process Automation入门包，已包含在 RISE with SAP S/4HANA Cloud 私有版中。现在开始购买 RISE with SAP S/4HANA Cloud 私有版的**新客户无需额外付费**。此优惠旨在帮助企业快速开启自动化之旅，并推动流程专家和 IT 用户之间的协作效率。

入门包包括：



- 5 个可以创建工作流程和构建自动化的高级账户
- 20 个可以启动和参与高级用户创建工作流的标准账户
- 2 个单元无需人工即可触发的无人值守自动化
- 1 个单元人工触发的有人值守自动化

Product Information

Yita Liu SAP
December 15, 2022 | 1 minute read

如何使用RISE软件包激活SAP Build流程自动化入门包

Follow Like RSS Feed

此文章为翻译文，翻译原文为 [How to activate your SAP Build Process Automation starter pack with your RISE package](#)，原文作者为 [Loujein Mouammer](#)。

想听到惊人的消息吗？SAP Build流程自动化（SAP Build Process Automation）现已成为您的RISE with SAP S/4HANA Cloud公共版的一部分，无需额外的费用。现在是时候精简那些大量的、重复性的、手动的业务流程了，这样您就可以快速扩展。SAP Build流程自动化使得流程专家和IT用户之间进行有意义的合作，以识别、简化和自动化流程中的低效率。我们希望帮助您的组织快速启动自动化之旅，为员工节省宝贵的时间。

您的入门包里有什么？

2名高级用户

激活自动化入门包



开发环境配置

SAP Build 流程自动化 | 环境配置

桌面代理 (Desktop Agent)
在 Windows PC 上下载并安装桌面代理



创建租户

在 BTP 子账户中创建 SAP Build Process Automation 实例



注册桌面代理

将桌面代理注册到 SAP Build Process Automation 租户中

开发环境配置 | 创建租户

桌面代理 (Desktop Agent)
在 Windows PC 上下载并安装桌面代理



创建租户

在 BTP 子账户中创建 SAP Build Process Automation 实例



注册桌面代理

将桌面代理注册到 SAP Build Process Automation 租户中



创建租户 | 创建 SAP Build Process Automation (无需练习操作)

The screenshot shows the SAP BTP Service Marketplace interface. On the left, a sidebar menu includes '概览' (Overview), '服务' (Services) with a dropdown for 'Service Marketplace' (highlighted with a yellow box and a red '1'), '实例和租用' (Instances and Leases), 'HTML5 应用程序' (HTML5 Applications), '连接性' (Connectivity), '安全性' (Security), '用户' (Users), '角色集合' (Role Collections), '角色' (Roles), '信任配置' (Trust Configuration), '设置' (Settings), '授权' (Authorization), and '使用情况分析' (Usage Analysis). The main content area displays the 'Service Marketplace' for the account '2023 LCNC Training'. A modal window titled '新建实例或租用' (Create Instance or Lease) is open, showing the 'SAP Build Process Automation' service details. The service information includes:

计划: standard	创建日期: 16 Oct 2023
状态: 已租用	更改日期: 16 Oct 2023

The '概述' tab is selected, showing a brief description: 'SAP Build Process Automation 是一款公民开发解决方案, 可利用 SAP Web IDE 和 SAP Cloud Platform 提供的云原生功能。' Below this are sections for '角色' (Roles) and '标签 (0)' (Tags). The '租用 (3)' (Leases) section lists three instances of the SAP Build Process Automation service, all marked as '已租用' (Leased). The '实例 (0)' (Instances) section indicates no instances have been created.

创建租户 | 分配权限 (无需练习操作)

The screenshot displays two SAP BTP interfaces side-by-side, illustrating the process of creating a tenant and assigning permissions.

SAP BTP 主控室 (Top Left):

- 左侧导航栏:** 包含“概览”、“服务”、“实例和租用”、“HTML5 应用程序”、“连接性”、“安全性”（当前选中）和“用户”。
- 右侧主区域:** 显示“子账户: 2023 LCNC Training - 用户”列表。一个名为“robin.qiu@sap.com”的用户被选中并高亮显示，带有数字“2”。
- 右侧弹窗:** 提供“创建”按钮、邮箱输入框“robin.qiu@sap.com”、删除按钮以及“身份提供者: Default identity provider”信息。

SAP Build (Bottom Right):

- 左侧导航栏:** 包含“概览”、“服务”、“实例”（当前选中）、“HTML5 应用程序”、“连接性”、“安全性”和“授权”。
- 中心区域:** 欢迎使用 SAP Build，显示快速启动图标，如“访问我们的 SAP Build 学习旅程”、“创建变更和创新审批流程”等。
- 右侧搜索结果:** 显示“所有项目 (0)”，搜索框“按项目名称和描述搜索”，以及“创建”、“刷新”、“上一页”、“下一页”按钮。

Bottom Left Overlay (Large Blue Box):

SA

分配角色集合

名称: process

PI_Read_Only

ProcessAutomationAdmin

ProcessAutomationDeveloper

ProcessAutomationParticipant

ProcessAutomationAdmin x | ProcessAutomationDeveloper x | ProcessAutomationParticipant x

环境配置 | 桌面代理 (Desktop Agent)

桌面代理 (Desktop Agent)
在 Windows PC 上下载并安装桌面
代理



1

创建租户

在 BTP 子账户中创建 SAP Build Process
Automation 实例

3

注册桌面代理

将桌面代理注册到 SAP Build Process
Automation 租户中

桌面代理 | 安装

Search for apps, settings, and documents



Pinned



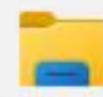
Microsoft Store



Notepad



Paint



File Explorer

Share Copy link Download

My files > zWorkshop > BTP S

Name

SAPDesktopAgentSetup

Name

SAPDesktopAgentSetup

SAPDesktopAgentSetup

SAPDesktopAgent Setup

SAPDesktopAgent Setup

Completing SAPDesktopAgent Setup

SAPDesktopAgent has been installed on your computer.

A

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...

"SAP Build Process Automation extension Edge" added to Microsoft Edge

Another program on your computer added an extension that may change the way Microsoft Edge works.

The extension can:

- Access the page debugger back end
- Read and change all your data on all websites
- Manage your apps, extensions, and themes
- Communicate with cooperating native applications

Turn on extension

Remove extension

环境配置 | 注册桌面代理



注册桌面代理 | 配置

The screenshot displays the SAP Build interface with several windows open, illustrating the process of registering a new desktop agent.

- Left Sidebar:** Shows navigation links: 前厅 (Home), 连接器 (Connectors), 操作 (Operations), 自动化 SDK (Automation SDK), 商店 (Store), 监控 (Monitoring), and **控制塔 (Control Tower)**.
- Top Left Window:** A modal titled "注册新代理" (Register New Agent) is shown. It includes tabs for "代理" (Agent) and "其他" (Other). The "代理" tab is selected, showing a placeholder image and a "下一步" (Next) button. The "其他" tab shows a "API 密钥" (API Key) section.
- Top Center Window:** A modal titled "Control Tower / 代理" (Control Tower / Agent) shows a "租户" (Tenant) section with a "租户详细信息" (Tenant Details) card and a "环境" (Environment) card.
- Middle Left Window:** A modal titled "管理匹配属性" (Manage Matching Properties) shows a "选择要分配的属性" (Select properties to assign) section with a dropdown menu set to "PC-Owner".
- Middle Center Window:** A modal titled "添加代理" (Add Agent) is open. It has tabs for "代理" (Agent) and "代理组" (Agent Group). The "代理" tab is selected, showing a table with one item:

项目 (1)	匹配属性:	键入并选择
搜索... <input checked="" type="checkbox"/> 登录/组名称	机器/别名	属性
<input checked="" type="checkbox"/> I:12594	Robin PC	
- Bottom Center Window:** A modal titled "控制塔 / 环境 / Public" (Control Tower / Environment / Public) shows environment details: 最后更新 (Last updated) 4月 28 2024, 12:04 下午, 作者 (Author) 无人值守触发器 (Unattended Trigger), and 项目 (Project) 无人值守触发器 (Unattended Trigger).
- Bottom Right Buttons:** "添加代理" (Add Agent) and "取消" (Cancel) buttons.

证书及数字徽章



Adoption
Services Center

证书 | 如何获取?

- 全勤参与训练营学习
- 完成练习内容



Certificate of Completion



SAP Enterprise Automation User Empowerment Workshop

This document acknowledges that the following individual(s)

<<Participant Name>>

from

<<Company Name>>

has participated in the

**SAP Enterprise Automation
User Empowerment Workshop**

in Shanghai, China during the month of October 2023.

This workshop covered the following areas of SAP Enterprise Automation:

- Deep dive overview of SAP Build Process Automation
- Deep dive overview of SAP Build Work Zone
- Deep dive overview of SAP Integration Suite
- Hands-on exercise(s) of SAP Build Process Automation
- Hands-on exercise(s) of SAP Integration Suite

The organizers and facilitators of this workshop not only acknowledge but appreciate the participants contribution and efforts during the prescribed sessions. After completion, it is now expected that knowledge and expertise have been attained which will help accelerate advancement in the topic area of SAP Build Process Automation and SAP Integration Suite.

Borchert, Andre
Vice President
SAP Build Process Automation, Product Success, SAP SE



Disclaimer: Participation in SAP Enterprise Automation User Empowerment Workshop does not replace enrollment in SAP educational offering, and therefore this document does not certify the level or quality of skills of the participant.

数字徽章 | 如何获取?

- 例举一个适用 SBPA 的公司内部潜在业务场景
- 提交场景描述和简易流程示意图



SAP Microsoft 365

Download

My files > zWorkshop > BTP SPA Workshop > 1.4 - XXX 业务场景描述及简易自动化流程图 - 模板

Name

- 1.1 - SAPDesktopAgentSetup-3.21.45-win-ia32.exe
- 1.2 - 4CA-Workshop Hands-on practice中文版.pdf
- 1.2 - Worksheet in Automated Upload of Manual E
- 1.3 - Invoice_template.pdf
- 1.3 - Invoice_test.pdf
- 1.3 - SPA Hands-on Experience Guide_Invoice_Pro
- 1.4 - XXX 业务场景描述及简易自动化流程图 - 模板

XXX 潜在业务场景 (示例)

业务痛点

- 每月初财务结账期间，待所有涉及关联交易的业务入账后，客户财务需要核对各次时间，来核对11家公司间关联交易的差异及修正（其中汇票的差异比对大约占80%）。
- 财务需要查询关联交易余额，导出总计余额，关联公司维护对方总计余额，发现差异。
- 整个对账过程重复繁琐，花费时间久，并且可能出现人为错误。

流程自动化方案

- SAP流程自动化根据预设的往来公司代码清单，进入SAP系统查询当月客户与供应商，生成含所有差异汇票清单的excel至相关财务人员审阅。
- 通过机器人自动化和表单的功能，将整个繁琐的流程自动化，助力财务人员月结工作。
- 流程优化建议：机器人每天定时执行关联交易汇票对账，及时通知业务人员处理。

业务价值

- 极大降低财务人员月结中关联交易对账的重复且费时工作，从而使财务人员能快速完成月结工作。
- 减少手工操作差错，提高数据准确性。
- 提高关联交易对账效率，从而加速月结出具财务报告。

INTERNAL – SAP and Customer Only

XXX 业务场景自动化流程图 (示例)

```
graph LR; A[财务人员维护对账公司代码列表] --> B(( )); B --> C[机器人自动进行关联交易汇票对账]; C --> D[财务人员确认对账清单，确定后点击确认]; D --> E[机器人发送对账清单到对应入账处理财务人员邮箱]; F[机器人登录SAP系统，查询当月客户与供应商明细项目] --> G[机器人逐条比对客户已入账但供应商未入账的汇票]; G --> H[机器人生成比对结果表单]; H --> I[机器人发送对账清单到财务人员邮箱];
```

INTERNAL – SAP and Customer Only

数字徽章 | 如何获取?

The image displays three main components illustrating the digital badge workflow:

- SAP Fiori Application:** Shows the "提交作业 - 场景" (Submit Assignment - Scenario) screen. It includes fields for "公司名称" (Company Name: SAP), "姓名" (Name: Robin Qiu), and "E-mail" (Email: robin.qiu@sap.com). A checkbox "是否完成文档上传?" (Is the document uploaded?) is checked.
- BPMN Process Diagram:** A business process flowchart titled "发放数字徽章" (Award Digital Badge). The process starts with a "触发器" (Trigger) step, followed by "决策" (Decision: 检查文档是否已经上传), "审批表" (Approval Form: 检查作业各场景文档内容), another "审批表" (Approval Form: 发放数字徽章), and ends with "发送通知邮件" (Send Notification Email).
- Microsoft Outlook Inbox:** Shows an incoming email from "sap_workshop@outlook.com" to "Robin Qiu". The subject is "数字徽章已发放: SAP - Robin Qiu". The email body contains:

数字徽章已发放: SAP - Robin Qiu

To: sap_workshop@outlook.com <sap_workshop@outlook.com>
Cc: Qiu, Robin; Yang, Rebecca

This message appears to be Junk. Links and other functionality will not work.
Retention: Junk Email Expires: 2023/11/22.

Some people who received this message don't often get email from sap_workshop@outlook.com. [Learn why this is important](#)

尊敬的Robin Qiu , 您好:

首先, 感谢您积极参与“SAP 构建企业现代卓越流程体验营”活动, 并恭喜您完成了相应的学习任务, 并成功运用所学尝试解决现实中的业务痛点。

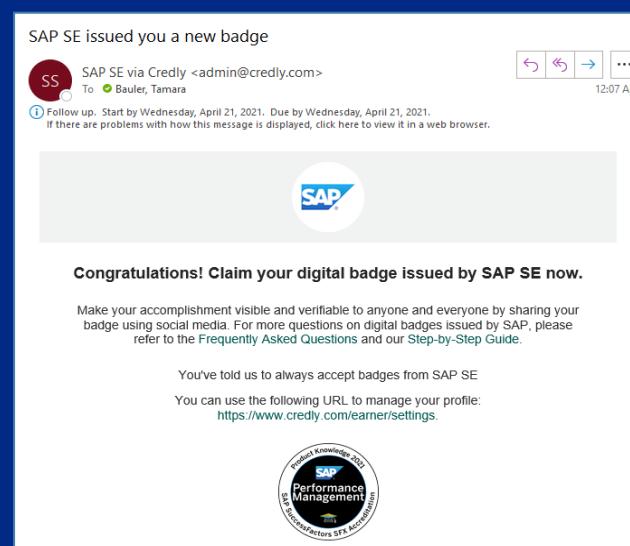
为鼓励您的“学以致用”, 特提供数字徽章一枚, 请于邮箱中查收 Credly 发出的通知邮件, 如若有问题可联系 Rebecca.

顺祝商祺!

SAP 业务技术云平台 团队

“学以致用” | 数字徽章

- 数字徽章用以证明你已充分掌握所学 SAP 流程自动化相关产品的知识。
- 你可以将数字徽章分享到社交媒体 (LinkedIn, Twitter, Facebook),
也可以添加到邮件签名等。
- 提交作业一周左右，你会收到 SAP 通过 Credly 发出的数字徽章邮件通知。
 - o 注意：你需要先按邮件说明创建Credly 账号，然后才能下载或分享徽章。
 - o 徽章含有相关产品名称和获取年份相关信息。



SAP 社区

- 数字徽章也可以在SAP社区上可见：
<https://people.sap.com/>

The screenshot shows a SAP People profile for "Robin Qiu" (@robin.qiu2). The profile picture is a photo of a man with glasses. The sidebar includes tabs for Overview, About, Content, Connections, and Reputation. The main area is titled "Achievements" with a "FILTER BY" dropdown set to "Status". It shows 12 results, with the first few listed:

- Implementation Knowledge 2023 - Baseline Activation for GROW with SAP S/4HANA Cloud - Public Edition (Issued on: September 05, 2023)
- SAP Certified Development Associate - Side-by-Side Extensibility Based on SAP BTP - Kyma Runtime (Issued on: July 07, 2023 - Expires on: July 08, 2028)
- SAP Certified Citizen Developer Associate - SAP Build Low-code/No-code Applications and Automations (Issued on: January 19, 2023 - Expires on: January 20, 2028)
- SAP Certified Development Associate - SAP BTP Extensions with SAP Cloud Application Programming Model (Issued on: January 19, 2023 - Expires on: January 20, 2028)
- Innovation & Advisory Knowledge - Industry Cloud for Channel Partners (Issued on: August 15, 2022)

SAP

Thank you.

**Adoption
Services** Center



SAP

云上体验 低代码无代码构建自动化流程

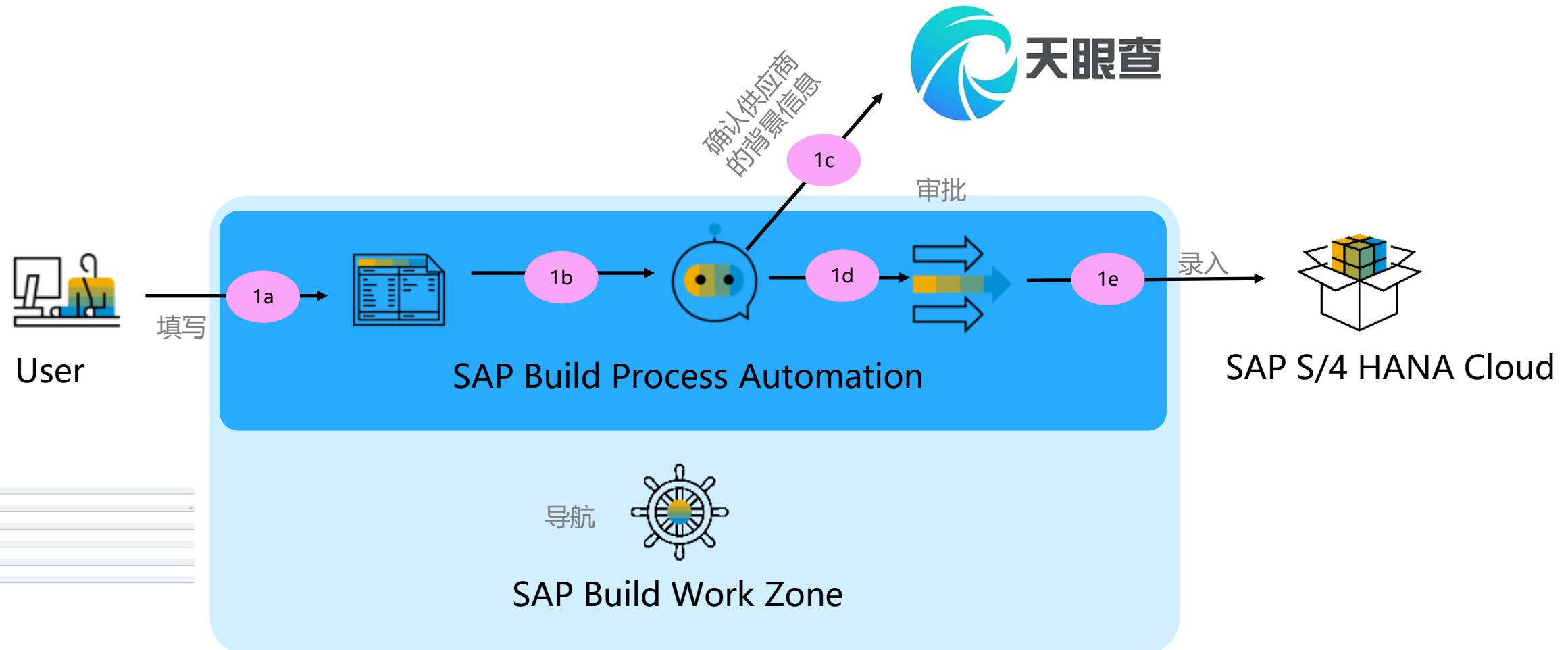


Ching Wei “Claire” Tseng
SAP Build全球产品沟通经理



SAP企业级自动化体验场景 – 采购自动化

场景：供应商信息审核和录入



专家1对1 企业持续流程优化的场景和路径

