

Browse the Book

These chapters discuss two of the core technologies of SAP Leonardo: big data and machine learning. Each chapter provides a general overview of the technology before diving into the specific solutions SAP provides in these areas.



"Big Data"

"Machine Learning"



Table of Contents



Index



The Authors

Pierre Erasmus, Vivek Vinayak Rao, Amit Sinha, Ganesh Wadawadigi

SAP Leonardo:

An Introduction to the Intelligent Enterprise

517 Pages, 2019, \$79.95 ISBN 978-1-4932-1784-7



www.sap-press.com/4787

Chapter 3

Big Data

Data is the currency of today's digital enterprise. Essential to your digital transformation journey is the ability to move, transform, integrate, and improve data quality—any type of data, from any source, at any frequency. You need an enterprise-ready, distributed computing solution to help uncover actionable insights from big data.

Big data is identified with the characteristics of 3Vs: volume, velocity, and variety. Volume refers to the large scale of data, running into multiple terabytes and petabytes; velocity refers to the speed at which the data is generated especially streaming data from sources like Internet of Things (IoT) sensors; and variety refers to the different types of data: structured, unstructured, and semi-structured. Companies now collect data along all these dimensions. Unlike in the past, when most of the data was largely transactional in nature, using a relational database paradigm to store, process, and consume data can't keep up with today's reality of big data.

Your IT strategy must keep up with the latest technological advances to reduce and bridge data silos, manage cloud as well as hybrid deployment strategies, leverage new data architectures like "data lakes" of unstructured data, and handle new types of data such as spatial and streaming IoT data.

In this chapter, we'll first introduce you to big data in general, looking at what big data is and why you need it. Then, we'll introduce the tools and products SAP offers to support this technology, while describing some industry-specific and line of business (LOB) use cases supported by these tools and products.

3.1 What Is Big Data?

Data has become central to any business, especially with the advent of big data from the influx of new sources like streaming data, social media data, and other types of unstructured data. While you may still rely on transactional databases that underpin

your core business processes, new sources of data play an increasingly important role in your business in an unprecedented way. A universal data fabric is an architectural approach and set of data services to provide consistent capabilities and services that spans on-premise and multi-cloud environments and helps simplify the management of data integration and enable digital transformation for your organization. This universal data fabric answers questions that arise in the process, such as the following:

- Should I have different specialty databases for different types of data?
- Should each database operate in its own environment?
- How do I eliminate lag times arising from integrating these different environments?

Such an architecture also addresses the following requirements:

■ Performance

An infrastructure that delivers data at the speed your users and processes require and your business demands.

■ Freedom

As data is generated by your users, systems (both in the cloud and on-premise) and a variety of third parties, you need the data to flow unconstrained and seamlessly.

■ Data models

You'll need to model the data to your specific business goals. With big data, data discovery is critical for finding relationships and unearthing hidden insights.

■ Independence

You'll need to be able to scale; your computing power should not limit your data, and your data should not limit your computing power.

■ Low latency

Though data is being generated at an unprecedented rate, to keep up with the needs of your business, this data needs to be available for incorporation into transactions, automated processes, and analytics as soon as the data is created.

■ Governance

While ensuring data availability and usability needs, data integrity and security cannot be compromised.

■ Frictionless

Ensure seamless interoperability to combine structured data and new data sources as data is created without exposing the underlying complexity of the various data types.

In addition, a typical company's data management landscape will have evolved over the years to address the following individual business needs:

■ Enterprise data warehouses

Generally a single data warehouse to support the entire enterprise; this need arises from the requirement to connect processes across transactional applications and subsequently integrate the transactional processes with enterprise business intelligence.

■ Data marts

Allows you to draw data from multiple sources to optimize and support a business application or business needs. A data mart is often optimized to function operationally to answer business questions that need to be answered right away to take action.

■ Data lakes

Generally on a big data platform like Hadoop or Spark with the intent to store and mine all IoT data streaming from sensors across numerous locations, both within and outside your company, in its raw form. The data is then transferred from the data lake to a data warehouse or a data mart to organize and refine it, so it can be used for decision-making at all levels of an organization.

The SAP HANA Data Management Suite addresses these needs by enabling you to collect and combine all types of data, in real time, on a single platform. The SAP HANA Data Management Suite allows you to reduce data sprawl, analyze data in an instant, and solve previously unsolvable business problems, greatly simplifying your transition to an intelligent enterprise. As shown in Figure 3.1, the SAP HANA Data Management Suite enables secure, governed, enterprise-class applications and analytics by providing an open, hybrid, and multicloud-enabled solution suite that can orchestrate all your data in a trusted, unified landscape.

The SAP HANA Data Management Suite enables you to manage your data end-to-end, from capturing the data; to ingesting and processing the data; and, finally, to orchestrating, computing, and consuming the data. In the process, SAP HANA Data Management Suite can act as your decision factory by taking raw data, cleaning, and bringing it into a trusted format that can be used by applications, analytics, machine learning or a range of other uses. It acts as a development platform for your applications that need analytics on real-time transactions; for data governance, anonymization, and pipeline flow to protect and refine data across the landscape; for modeling across lines of business; for handling different data types and technology architectures; and for providing in-memory, multimodel analytics and data processing on a distributed computing framework.

129

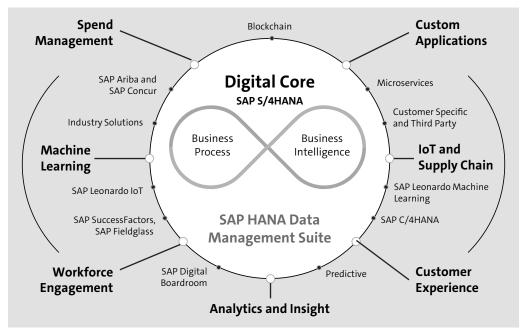


Figure 3.1 SAP HANA Data Management Suite for Intelligent Enterprises

As shown in Figure 3.2, SAP HANA, SAP Data Hub, and SAP Cloud Platform Big Data Services are key tools in the SAP HANA Data Management Suite for addressing big data needs, which we'll cover in the following sections.

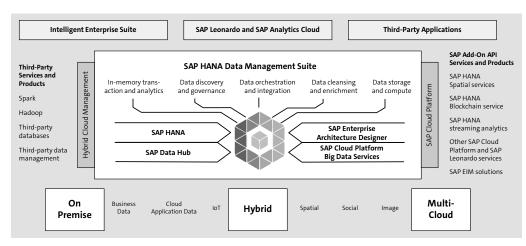


Figure 3.2 SAP HANA Data Management Suite

3.2 Universal Data Management Platform

SAP HANA, shown in Figure 3.3, provides you with a data processing architecture purposely designed to address today's data explosion so you can easily take advantage of new technology breakthroughs. You can run real-time analytics on live transactions without data replication by virtually or physically connecting to all data from any source. In fact, SAP HANA goes a step further and provides next-generation hybrid transactional/analytical processing (HTAP), with its unique ability not only to process operational analytics on structured data, such as business transactions, but also to apply advanced analytics processing, such as predictive machine learning or natural language processing on structured and unstructured data, for example, graph data, spatial data, text, document store, searches, and live data streams.

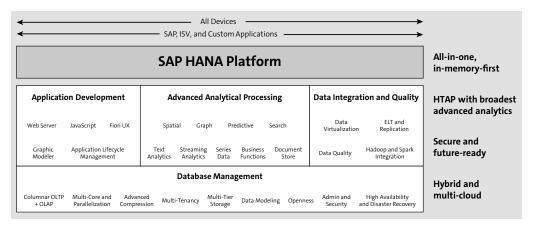


Figure 3.3 SAP HANA as a Business Data Platform for All Applications

SAP HANA also has built-in predictive libraries (SAP Leonardo Machine Learning Foundation) and integration to major machine learning frameworks such R, Tensor-Flow, etc. SAP HANA provides fast machine learning training, validation, and scoring as well as an automated framework to embed machine learning models into applications allowing developers and data scientists to move away from batch machine learning to real-time machine learning.

With built-in advanced analytics and multimodel processing, your application development architectures and IT landscapes will be radically simplified with SAP HANA. Logical data modeling eliminates the need for data stores and data marts, and you won't have to create separate data subsets and special purpose data repositories anymore. Instead, you can create virtual tables on the fly by pulling data from wherever it resides, and you can change virtual tables in response to changing business or

technical requirements. As you develop applications, whether on-premise or in the cloud, openness is essential for fast innovation. SAP HANA supports both open and industry standards such as network protocols (OData); containerization (Cloud Foundry, Docket); security (SAML, LDAP, Kerberos); machine learning (TensorFlow, R); app servers (J2EE, Hibernate); and programing languages (Java, Node.js, Python), to name a few. Such capabilities help you achieve faster time to value and achieve immediate business results by allowing you to act on live intelligence from all your data.

SAP HANA's columnar, in-memory storage provides you the ability to achieve massive compression and computing performance. You'll get real-time performance metrics for analytics and transactions without complex tuning while avoiding data latency. You won't need to create and maintain indexes and aggregates anymore, as you would in relational databases, to fine-tune query and report generation response times. As a result, the time and effort needed to prepare the data for analysis will be greatly reduced, all while flexibility is enhanced for analysis.

SAP HANA offers advanced data security, including a privacy protection framework that supports data masking, encryption, anonymization, and authorization. Given compliance requirements like General Data Protection Regulation (GDPR) and the increasing threat of data breaches, anonymization is becoming increasingly necessary. SAP HANA provides sophisticated algorithms to anonymize data on the fly without altering the original data to ensure specific data points cannot be traced back to specific people. If you plan to share data from your SAP S/4HANA system with new applications you build on SAP HANA, you can automatically take advantage of SAP S/4HANA's authorization settings as already implemented, thus saving you time and effort. These features are key for preserving your customers' trust and for monetizing your data assets.

Finally, SAP HANA allows you to choose your own cloud provider, since SAP HANA is designed to run on major cloud platforms in addition to on-premise.

3.3 Big Data Operations Management

With a deluge of data, as shown in Figure 3.4, data often ends up in silos across the enterprise, resulting in distributed landscapes and manual, siloed data operations. Meeting the data access needs of the various LOBs can be a challenge. Lack of data transparency due to difficulties in managing and orchestrating data across distributed data landscapes and the risk and burden of enforcing compliance across a multitude of corporate and regulatory data policies can make innovating with big data a daunting task.

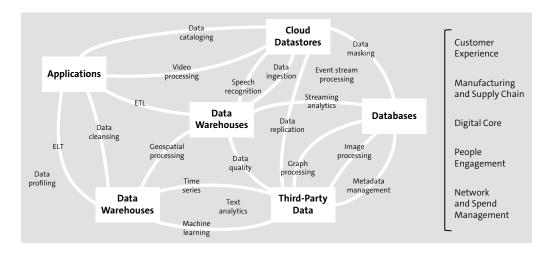


Figure 3.4 Data Deluge Makes Delivering Actionable Information Challenging

A streamlined approach to big data operations is needed to bridge the gap between disparate data sources and the consumption of this data by business processes in your digital core as well as all LOBs. As shown in Figure 3.5, regardless of where the data resides or where it originated, you'll need the ability to centrally orchestrate data and automate the end-to-end process of data discovery, refinement, enrichment, and governance so that you can deliver reliable and trusted data to different users and parts of your organization.

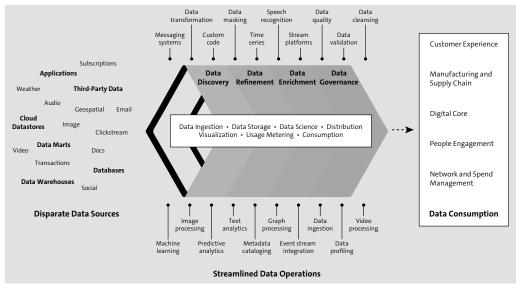


Figure 3.5 Streamlining Data Operations

SAP Data Hub, shown in Figure 3.6, is a multifaceted data operations solution designed to manage the ever-increasing distributed data landscape resulting from big data. SAP Data Hub helps you flexibly scale to orchestrate and automate the flow and refinement process of big data (structured, unstructured, streaming, bulk transfers, etc.), all in a single environment.

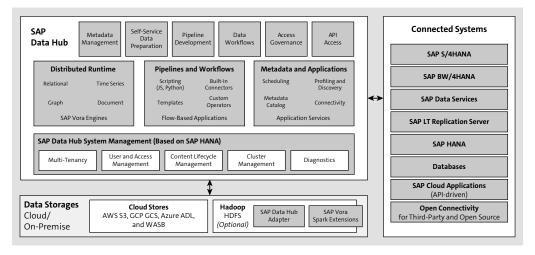


Figure 3.6 SAP Data Hub

To deliver intelligent data with the right context at the right time to the various users in your organization like IT administrators, data administrators, data stewards, data scientists, and business analysts, SAP Data Hub provides the following three building blocks, as shown in Figure 3.7:

■ Data landscape management

SAP Data Hub provides open and flexible end-to-end data landscape management. With a full view of your data landscape, you'll be able to orchestrate all data movements and understand their impact on data models. Data could reside on-premise, in the cloud, in various applications, in data warehouses, in data lakes, and in both SAP or non-SAP sources. Your data won't need to be physically centralized; instead, the orchestration of the data is centralized. You can leverage existing connections and integration tools as well as add new connections easily and flexibly. You can manage security settings for data access and enforce data policies to ensure appropriate data governance and security. A comprehensive view of systems and assets across the entire landscape helps you monitor your data.

■ Data pipelining

You can create, automate, and reuse powerful data pipelines to cleanse, conform, transform, ingest, refine, orchestrate, prepare, and enrich information from a variety of sources across your organization, all while leaving the data where it resides. You can define data operations processes by reusing existing code and libraries consisting of several predefined and customizable operations. You can understand the impact of quality problems on all downstream systems and applications to drive efficient and speedy innovations through the consumption of big data.

■ Data governance

Given the characteristics of the 3Vs of big data, delivering the right data to the right users with the right context at the right time is vitally important. Data profiling helps you analyze data to clarify its structure, uncover its relationships, determine deviation rules, and understand anomalies. Data profiling helps in data discovery so you can evolve data models more quickly. Metadata cataloging helps define, govern, and manage your metadata assets across enterprise systems with disparate sources.

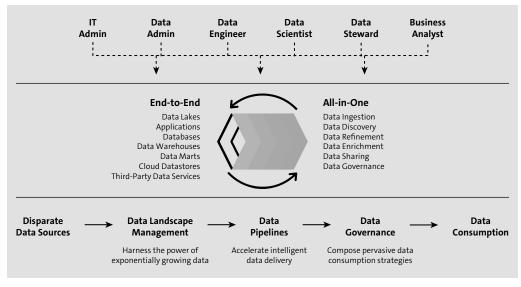


Figure 3.7 SAP Data Hub for Intelligent Data

SAP Data Hub has a cloud-native architecture and is designed to run in any environment—on-premise, cloud, or hybrid. SAP Data Hub can be installed on Kubernetes clusters provided by Google (Google Kubernetes Engine), on Microsoft Azure (Azure

Container Service), and Amazon Web Services (AWS). Apache Hadoop and embedded Apache Spark are optional components.

SAP Data Hub supports numerous data sources, for example, SAP HANA, SAP Vora, SAP Business Warehouse (SAP BW), Hadoop Distributed File System (HDFS), native cloud storage like Amazon S3, Google Cloud Platform, Google Cloud Storage, Microsoft Azure, ADL, and WASB. SAP Data Hub also supports several messaging systems like Kafka, Message Queuing Telemetry Transport (MQTT), NATS, and WAMP. Additional data sources can be connected via SAP Data Services.

With these capabilities, SAP Data Hub can help create value from your various big data initiatives at scale by supporting agile, data-driven applications and processes, for example:

■ Data science and machine learning data management

The use of machine learning on big data has vast applications across all industries, for instance, risk profiling in insurance, credit analysis and generating automated scoring models, predicting failures for automated preventive maintenance of assets, and fraud detection, to name a few. Typically, these applications start as data science projects where data scientists spend considerable time collecting, cleansing, and organizing data from various sources (structured, unstructured, streaming, etc.).

SAP Data Hub can help you move from the prototype stage to production by identifying and refining all relevant data in a reliable and cost-efficient way. SAP Data Hub provides you with a single solution to process machine learning and advanced analytics algorithms using both SAP engines (SAP HANA Predictive Analysis Library, SAP Leonardo Machine Learning Foundation) as well as non-SAP engines (Python, R, SparkML, TensorFlow, etc.) to quickly operationalize machine learning outcomes back into enterprise processes to democratize their usage beyond your data science team. In addition, SAP Data Hub provides extensive data wrangling capabilities out of the box so that your data science team can spend less time collecting and cleansing the data and more time analyzing the data to create algorithms that help you rapidly innovate.

■ IoT data ingestion and orchestration

IoT-enabled devices provide you with real-world performance information that you can use to optimize your supply chain and logistics applications. You can perform on-the-fly, context-aware rerouting and replanning to adjust to changing business conditions, by using the concept of a digital twin to test outcomes and impacts of potential actions. As a result, you could provide better customer

service, create new revenue-generating business models, and/or initiate smart manufacturing by establishing predictive maintenance for your shop floor assets, etc. The challenge you'll need to overcome is integrating and analyzing vast amounts of raw data streams and events from disparate sources with low-level semantics and little or no business context. You must integrate IoT data with enterprise data stored in data warehouses, data marts, enterprise applications, etc. and be able to handle high volumes of data and complex computations. SAP Data Hub helps you meet the challenges of point-to-point integration and allows you to process disparate date from messaging systems, high-volume cloud storage, and enterprise applications with event-based pipelines and can execute thousands of pipelines in parallel at any time across highly distributed landscapes.

■ Intelligent data warehousing

As your business grows, you'll need to rapidly integrate and leverage new data sources with your existing traditional data warehouses, data marts, big data stores, and enterprise applications. Such situations can arise when you acquire or merge with companies or start big data projects like Hadoop. SAP Data Hub's capabilities can help you with these goals.

■ Governance and data cataloging

SAP Data Hub's centralized metadata catalog helps you effectively secure and govern an ever-increasing number of disparate data sources. This solution can crawl through your connected sources automatically to discover entities and their relationships. All the valuable metadata can be gathered and stored in a centralized information catalog so that you can search common data definitions and business rules in a seamless fashion regardless of how diverse and distributed your data source landscape is. The profiling capability helps you gain a deeper understanding of the source data so you can create meaningful pipelines.

■ SAP HANA cold data tiering

SAP Data Hub reduces total storage cost by optimizing integration from SAP HANA into various object storages like HDFS, Amazon S3, ADL/WASB, GSC, etc. You'll be able to offload older, less frequently accessed data to a much lower-cost storage options while still making this data accessible and usable whenever needed.

3.4 Big Data Services

Companies tend to start experimenting with leveraging big data by dipping their toes into Hadoop pilot projects. Soon, they realize the enormous benefits of big data,

and these one-off pilots become larger-scale projects with large Hadoop and Spark big data clusters with multiple compute and storage nodes.

Since Hadoop runs in a distributed manner on multiple nodes, a host of complexities in this process often arise, including hundreds of Hadoop and Spark parameters to configure, troubleshoot, maintain, and upgrade; cluster parameters to fine-tune; and queries to modify to boost performance, among other things. In an on-premise approach, you'll need to consider the cost and lead time required to procure hardware; the effort required to manage the data center daily; the need to keep up with hardware and software installations and upgrades; the need to hire and train staff; and the burden of dealing with evolving computing and storage needs (e.g. data aging, training machine learning models, etc.).

Cloud-based big data platforms help you overcome all these challenges. These platforms help you future-proof your investment in a scalable data platform, allowing you to start small and grow your storage and computing resources over time by leveraging elastic computing and storage capabilities. You can easily onboard new big data sources like IoT, social media, mobile, etc. and quickly transition your proofs of concepts (POCs) to proofs of value at production scale. Last, but not the least, flexible, consumption-based pricing models allow you to efficiently allocate your capital.

SAP Cloud Platform Big Data Services, shown in Figure 3.8, provides all these benefits in a one-stop solution that includes hardware, software, data center operations, and support as well as integration with your SAP landscape. As a result, you can focus your efforts on building big data-driven applications to achieve the desired business outcomes and to reap the benefits of mining big data at petabyte scale.

SAP Cloud Platform Big Data Services run on infrastructure in data centers optimized for big data. These servers provide the right balance of computing power, memory, and disk storage for Hadoop and Spark workloads. The network provides bisectional bandwidth to support high volumes of interserver traffic while lightweight containers avoid the performance penalty common in virtual machines. SAP provides 24/7 operational support to keep your clusters healthy and running. The management tools found in the Unified Control Panel can provision your clusters, grow/shrink them as needed, and monitor them on an ongoing basis.

At the core of SAP Cloud Platform Big Data Services is Apache Hadoop and Spark, which can serve as a platform for you to build applications and run big data workloads. You can run your choice of big data tools on Hadoop like analytics, data exploration, custom applications, etc. Finally, the workbench is a server that acts as an edge or gateway node to access the cluster. SAP provides tools for data transfer

from common data stores like local file systems or Amazon S3. A web-based portal can serve as a central access point for your administrators to manage users and view cluster usage.

Security is an integral part of the SAP Cloud Platform Big Data Services, which is SOC 2 Type II and HIPPA compliant. SAP enables Kerberos on the environment for distributed network authentication if needed.

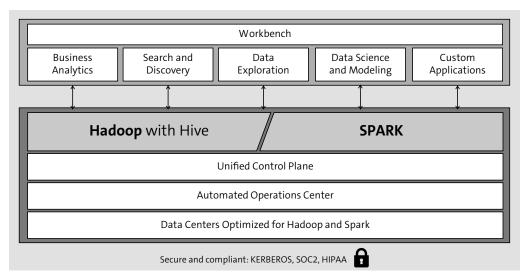


Figure 3.8 SAP Cloud Platform Data Services

With SAP Cloud Platform Big Data Services, you'll have access to fully managed and optimized big data operations for storing and processing structured and unstructured data, for training and scoring machine learning models, for running analytics, and for building IoT use cases, thus allowing you to minimize development and maintenance effort even while engaging in rapid innovation cycles.

3.5 Summary

Regardless of your industry, big data is a treasure trove of information, not only so you can intimately understand your customers' needs and behaviors, but also so you can innovate new business models and outflank your competition. As you embark on your big data journey, you'll need a sound technology strategy for storing, processing, and scaling your operations with big data as well as for helping your business

users leverage big data to make well-informed decisions in real time. Both hardware and software considerations as well as integration tools for your enterprise data and analytics will need to be considered, as will data privacy and security, which are of utmost importance. Taking a cloud approach has numerous advantages, both from a cost perspective and from a scalability perspective, since big data has the power to radically transform your business.

Chapter 5

Machine Learning

Machine learning is a component of artificial intelligence (AI) that provides systems the ability to automatically and continuously learn to improve business understanding with the purpose of driving better outcomes.

Machine learning enables computers to complete operational tasks by learning from large sets of operational data, outcomes, or historical data rather than just being explicitly programmed to perform repeatable tasks. Machine learning often uses a library of complex algorithms to learn from large sets of big data derived from multiple sources. The general rule is that the more comprehensive the data available (for example, larger sets of historical data dating back further in time, more seasons), the more intelligent algorithms become (with better results and more accurate anomaly detection).

This chapter begins by introducing machine learning in general, explaining what the technology is and how it works. We'll then focus on the use of machine learning in the context of enterprise applications. Next, we'll look at SAP Leonardo Machine Learning Foundation, before moving on to the application of machine learning within existing SAP tools and products. In this section, we won't go into depth about each product in which machine learning can be embedded but rather, we'll elaborate on how machine learning can enrich these solutions. Finally, we'll end the chapter with a look at a brand-new offering from SAP: SAP Intelligent Robotic Process Automation.

5.1 What Is Machine Learning?

Data scientists use machine learning to explore, discover, and train algorithms to detect patterns in big data. The goal is to use machine learning to derive new insights and deliver new outcomes, through two categories of algorithms: supervised learning algorithms and unsupervised learning algorithms.

Supervised machine learning is often the starting point for beginners and more commonly used when the context, processes, or outcome are more descriptive or better known by humans. Examples of algorithms used by supervised learning are linear and logistic regression, multiclass classification, and support vector machines. In supervised machine learning, a data scientist takes the lead to decide the inputs and desired outputs to program the algorithm with an end design and expected descriptive result in mind. Therefore, with supervised learning, the algorithm's outputs are already known and require that the input data used to train the algorithm is already labeled. In this case, supervised learning can improve existing processes in terms of performance or efficiency with a focus on automation.

Unsupervised machine learning is closer to what we define as artificial intelligence and emphasizes the exploration of data through continuous learning. In this case, algorithms learn to identify anomalies and patterns in data without human intervention and train themselves through continuous data exploration. Today, we've only just started exploring the possibilities with unsupervised learning, which is often used for simpler use cases. However, this area shows much promise, and unsupervised machine learning may lend itself to solving much more complex problems that humans normally lack the capacity to solve.

In unsupervised learning, new data inputs are identified and relabeled with new categories. For example, IoT sensor data like friction, vibration, and temperature could all be identified as triggers/symptoms related to malfunctioning or incorrectly installed spare parts in machinery. Often, the inputs and outputs are unexpected and have changed over time as the algorithm learns or accesses more relevant inputs and delivers more valuable results. The outcome of unsupervised learning can result in creating new business processes and/or inspire a process change. In reality, a combination of both supervised and unsupervised learning is used for executing machine learning principles.

At a broad level, the output of a machine learning algorithm is based on the algorithm used with the training data. Typical modeling categories include the following:

■ Regression

Regression analysis is based on statistical modeling and is used for causal inferences. Regressions are performed through the usage of independent and dependent variables. Regression analysis determines the correlation between the outcomes by predicting the dependent variable based on the value of independent variables. For training data, values for both variables are provided. The model fits

a regression line, which can be used to predict the value on the test data. Figure 5.1 shows an example of a regression analysis where a regression line is fit for the dependent variable of sales revenue based on the independent variable values of the sales promotion budget and the new product research budget. This regression line can be used to predict future sales revenue based on the sales promotion and product research budget. SAP Leonardo Machine Learning Foundation and solutions like demand sensing include various sophisticated regression models for predictive analytics.

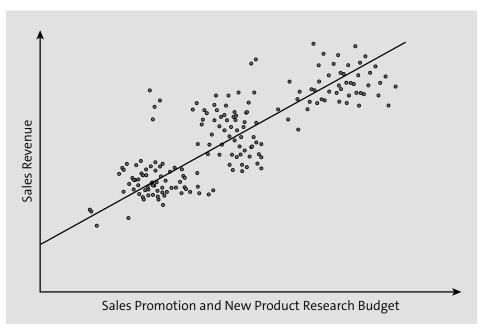


Figure 5.1 Machine Learning Regression Example

Classification

The goal of a classification model is categorizing an object into a group of preidentified categories based on its attributes. Thousands of fraudulent credit card transactions are now checked through machine learning classification models, where, based on attributes of the transaction, fraudulent transactions are flagged from thousands of transactions in real time. Another example, shown in Figure 5.2, is based on image recognition to identify a product. In this example, the asset maintenance team takes a picture of a worn-out part and feeds the image into the SAP Leonardo system.

Using the classification algorithm, machine learning can identify the critical part and monitors its current inventory in the plant from among thousands of the other parts. Then, through the integrated enterprise system, machine learning can offer the option to order additional quantities from inventory at the warehouse or to create a purchase order to procure from a supplier so that no production stoppages occur due to the part not being available in a timely manner. This example demonstrates the huge transformative potential of machine learning in inventory management for maintenance parts and the associated process efficiency gains.

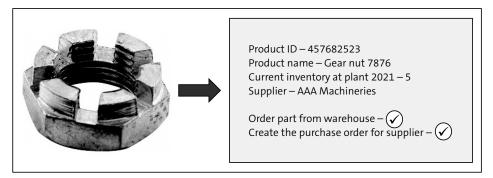


Figure 5.2 Machine Learning Classification Example

Clustering

Clustering is an example of unsupervised learning aimed at grouping a population into meaningful clusters relevant for business actions and decision-making. The expectation is that members of the same cluster or group will share more similarities than members of the other clusters. The number of clusters for a population size can be either provided to the algorithm or can be calculated by the machine learning cluster modeling algorithm. Figure 5.3 shows the example of a cluster algorithm output by SAP Leonardo in which for an online retail company, customers are grouped based on their yearly income and the yearly purchase amount. As shown in Figure 5.3, customers can be grouped into three separate identifiable clusters; these clusters can be used for targeted sales promotion programs, focused advertising, or creating upsell opportunities. Such intelligence enhances the effectiveness of sales and marketing budgets, creates revenue, generates opportunities, lowers the revenue-to-cost ratio for each customer, and generates long-term customer loyalty.



Figure 5.3 Machine Learning Cluster Example

Two types of machine learning approaches exist, as follows:

■ Embedded machine learning

This approach is appropriate for simple cases like trending or forecasting or for algorithms with low CPU/RAM/data demands. Data located in S/4HANA is sufficient for model training—no need for massive amounts of external data for training. The required algorithms are provided by SAP HANA (e.g. the Predictive Analysis Library, the Automated Predictive Library (APL), text analysis) and handled by the SAP Predictive Analytics integrator in terms of machine learning model lifecycle management.

■ Side-by-side machine learning

This approach is appropriate for deep learning cases like image or language processing or neural networks with high CPU/RAM/data demands. The machine learning logic resides in the SAP Cloud Platform while the business logic can be based on SAP S/4HANA or SAP Cloud Platform. Huge volumes of external data are required for model training, with a focus on processing unstructured data.

Figure 5.4 shows the architecture involved in machine learning; on the center left, you'll see an example of embedded machine learning used within SAP S/4HANA or applications whereby machine learning runs side-by-side, such as the case in the upper right corner where SAP S/4HANA machine learning applications use SAP Leonardo Machine Learning Foundation's business and technical services.

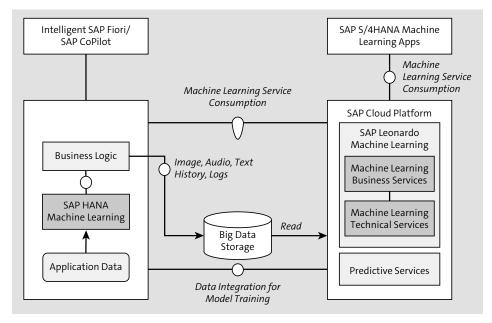


Figure 5.4 Machine Learning Architecture

5.2 Machine Learning Foundation

The solution of choice for building, creating, and testing machine learning algorithms for applications is SAP Leonardo Machine Learning Foundation, which provides users and companies the ability to build, test, execute, modify, and maintain algorithms.

SAP Leonardo Machine Learning Foundation is used for creating customized machine learning applications. Users of all levels, including novice beginners with no data-science skills, can use the toolset and library of existing templates and algorithms to experiment, edit, modify, and test, while advanced users can use the platform to create sophisticated algorithms. SAP Leonardo Machine Learning

Foundation can also connect multiple stakeholders, including developers, partners, and customers, to share machine learning technologies through the SAP Cloud Platform.

SAP Leonardo Machine Learning Foundation is a cloud-based product with a ready-to-use services library with prebuilt algorithms to train, test, and execute algorithms using custom data sources or multiple data sources. The ability to integrate third-party solutions and data sources for data flow streams, such as Google TensorFlow models, is also possible. The solution can help you easily develop and improve customized applications processes with machine learning rules and provides the option of using different data types with algorithms specializing in image, speech, text, and time-series data.

As shown in Figure 5.5, SAP Leonardo Machine Learning Foundation empowers end users to execute machine learning processes embedded through applications. Some capabilities are as follows:

- Developers can use reusable machine learning services to build into their applications.
- Data scientists can perform the training of models as a service by implementing their own models.

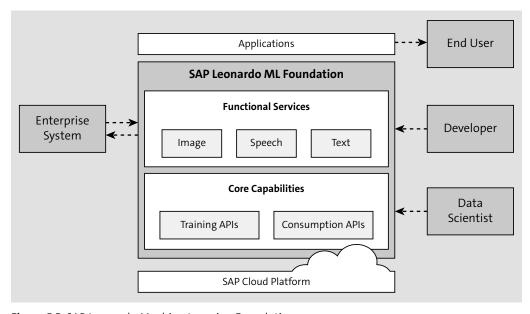


Figure 5.5 SAP Leonardo Machine Learning Foundation

- Retraining as a service can be used to customize or modify existing machine learning models.
- You can bring your own model and deploy existing results as a service.
- Services can be embedded into business applications.

Enterprise systems can serve as data sources via the cloud connector in SAP Cloud Platform Connectivity, or you can use SAP Data Hub to connect to an SAP S/4HANA or SAP HANA database system.

The main functional services in SAP Leonardo Machine Learning Foundation include algorithms for image, text, and speech processing. Customized machine learning services can be used with your own data using training APIs and custom models. You can also consume the services via REST APIs using the consumption APIs.

SAP Leonardo Machine Learning Foundation's image processing capabilities include the following functionalities:

■ Image classification

Classifies an image into generic categories, such as attribute types, color, size, image theme, etc.

■ Customizable image classification

Create a custom image classification service with your own data to recognize your own classification types.

■ Customizable image object detection

Create a service that localizes and recognizes custom objects in images.

■ Image feature extraction

Represents the content of an image as a vector, which can be used for search or finding pictures with similar content.

■ Optical character recognition (OCR) and scene text recognition

Processes document scans or images containing text and extracts texts and numbers.

Human detection and face detection

Detect pictures that show humans or human faces.

■ Face feature extraction

Represents a picture of a face as a vector, which can be used to find pictures with matching faces.

■ Multi-instance image segmentor

Partitions an image into multiple segments, typically used to detect boundaries or locate objects.

Figure 5.6 shows SAP Leonardo Machine Learning Foundation's image processing capabilities and examples of image processing microservices.

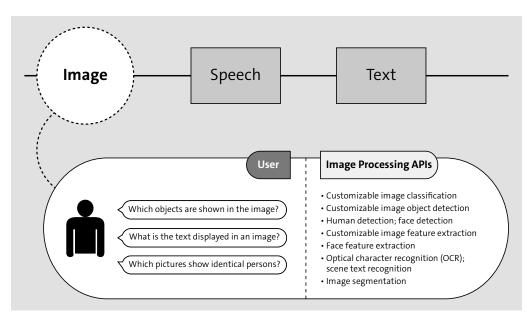


Figure 5.6 Machine Learning Image Classification

SAP Conversational AI is a platform to include capabilities for natural language processing technology. This platform can be used to create custom bots that can understand and communicate with customers and automate repeatable tasks efficiently. Industry-specific, off-the-shelf customer support bots make for quick and easy implementation. Speech capabilities include the following:

- Speech-to-text processing: Converting speech into text.
- Text-to-speech processing: Converting text into speech.

Figure 5.7 shows SAP Leonardo Machine Learning Foundation's speech processing capability and example microservices.

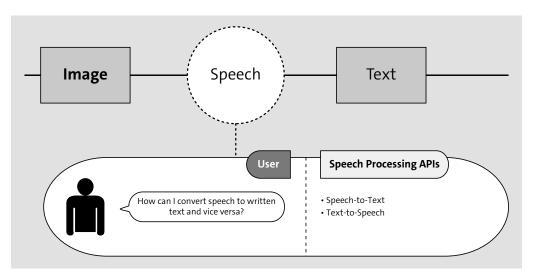


Figure 5.7 SAP Leonardo Machine Learning Foundation Speech Processing

Finally, text processing services include the following:

■ Topic detection services

Extracts topics and keywords from documents and assigns the documents to the most relevant topics.

■ Customizable text classification

Use custom text data to create your own text classification service.

■ Text feature extraction

Represent the content of a text document as vector, which you can be used for retrieving similar documents.

■ Language detection

Detects the language of a given text.

Translation

Translate texts into different languages, specifically suited for SAP-related content to provide accurate terminology.

Figure 5.8 shows SAP Leonardo Machine Learning Foundation's text processing capabilities and its related microservices.

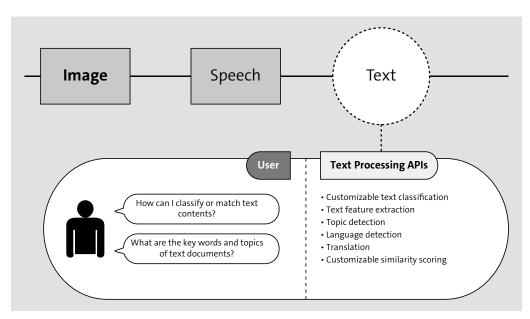


Figure 5.8 SAP Leonardo Machine Learning Foundation Text

5.3 Embedded Machine Learning

Machine learning technology is currently embedded in several SAP solutions, from the digital core to planning, execution, and innovation platforms, and will be embedded in additional solutions in the future. Figure 5.9 shows some areas where machine learning is planned to be embedded into existing solutions.

SAP Leonardo Machine Learning Foundation as a technology is presented as a toolkit to create applications or services or to be embedded into existing products. The three main categories are:

- Conversational experience, through SAP Conversational AI
- Intelligent applications and embedded solutions
- Machine learning and data science platform (SAP Leonardo Machine Learning Foundation)

In the following sections, we'll walk through a nonexhaustive sample of products and new capabilities derived from machine learning. Figure 5.10 shows a summary of machine learning process improvements by product.

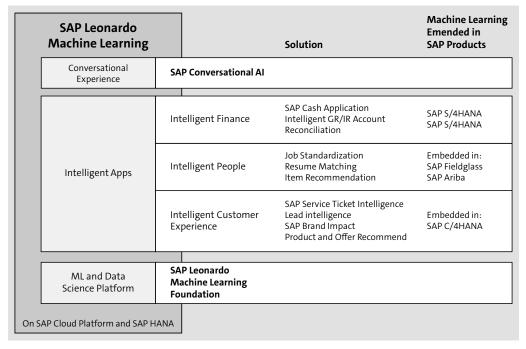


Figure 5.9 SAP Leonardo Machine Learning Foundation Solutions

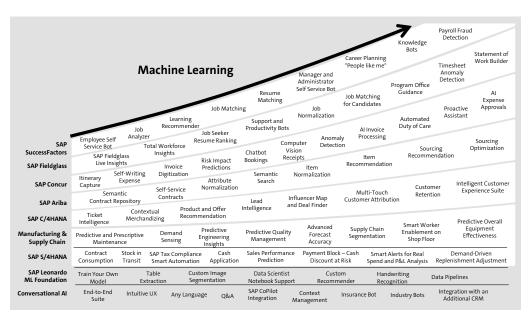


Figure 5.10 SAP Machine Learning Roadmap

5.3.1 Machine Learning with SAP Concur

SAP Concur has continuously looked for opportunities to reduce manual processes via machine learning and intelligence. The SAP Concur team started with eliminating the manual processes associated with expense reports. Using SAP Leonardo Machine Learning Foundation's image processing services, a user can take a picture of a receipt, and the service will automatically add the receipt to an expense report with the right amount, description, and expense classifications. The same capabilities were also used for other expense processes, invoice processing, and travel expenses. These processes now recognize receipt images and automatically create expense report entries via machine learning.

Expense processes automatically sense and process the text of a receipt, deriving currency, amount, dates, supplier, location, and the type of receipt to be included in your expense report. Some additional areas where SAP Concur is using machine learning are as follows:

- Concur Expense uses machine learning technologies in conjunction with Office 365 to enable users to create expense report entries directly from emailed receipts.
- Concur Detect uses machine learning to uncover expense fraud, errors, and compliance issues in real time, therefore auditing 100% of your expense reports.
- Concur Locate builds on machine learning to predict where employees are located through credit card data, itineraries, and other sources, enabling companies to help keep their employees safe in the event of an emergency.
- Hipmunk's Natural Language Processing (NLP) uses AI-powered travel search and travel bots to integrate with your calendar and provide travel advice and recommendations.
- TripIt leverages machine learning to give users a mobile interface experience by automatically integrating emails from travel bookings, Airbnb, Uber, flights, and hotel data.
- Concur Slack Beta allows users to type natural language commands into Slack, like "expense \$5 to Uber" and populate expense reports in near real time.
- Concur Invoice uses machine learning to extract data from invoices and scale their managed invoice capture service. An area experiencing growth, higher-volume OCR extraction can be accomplished with lower technology and operational costs.

Figure 5.11 show the main capabilities for invoicing, expense, and travel associated with SAP Leonardo Machine Learning Foundation.

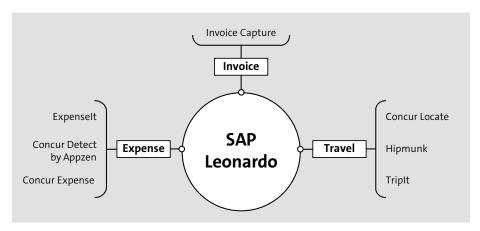


Figure 5.11 SAP Concur with Embedded Machine Learning Capabilities

5.3.2 Machine Learning with SAP SuccessFactors

SAP SuccessFactors is a cloud-based human resource (HR) management solution that covers multiple features, from payroll to employee engagement, scorecards, and performance management.

With SAP Leonardo Machine Learning Foundation embedded into SAP SuccessFactors, the following functional improvements were made:

■ People insights

The ability to use historical data provides the ability to simulate and predict what could happen next. Better understand your people, the organization, and how they behave and evolve. HR and management can analyze the effects of, for example, organizational change and determine what positive or negative effects certain actions have on employees, including providing flight risk predictions and influencer analysis.

■ Learning

Personalized learning recommendations can assist individual employees with a focused development path. In this case, all new personalized learning recommendations are powered by machine learning capabilities with SAP Leonardo. These targeted recommendations are based on taking what an organization knows about an employee, such as their learning history, and apply machine learning algorithms.

Employees can maximize relevance by indicating topics of interest, which helps to focus the recommendation engine on delivering the best courses that match their preferences.

■ Service ticket intelligence

SAP SuccessFactors can now provide HR services with intelligent, automated processes which include capabilities to read, categorize, solve, route, and propose solutions for HR ticketing tasks. The SAP SuccessFactors digital assistant is a personalized HR resource for all employees, which enables instant access to information and actions across a broad range of HR activities though a conversational interface. In this case, machine learning speech services can be used to retrieve Q& A information via speech-to-text user interactions on mobile or desktop devices. These capabilities are now accessible through the SAP SuccessFactors solution as well as through other solutions like Slack and Microsoft Teams.

Recruiting

An intelligent job analyzer reviews and recommends the proper length of job descriptions and scans for gender bias to identify and recommend replacements for unconscious bias. Other suggested recommendations, such as salary band recommendations, can be based on a machine learning analysis of salary data by comparing salary to job difficulty.

■ Resume matching

Resume matching capabilities compare and pick appropriate applicants' resumes with open positions, based on skills, location, and experience. SAP Leonardo Machine Learning Foundation provides capabilities for finding suitable candidates based on job requirements for open positions. Scoring metrics and quantification scores with matching visualization assist managers to filter to a shortlist of suitable candidates.

5.3.3 Machine Learning with SAP Fieldglass

SAP Fieldglass Live Insights is a new machine learning-based solution to use datadriven insights and services to help decision-makers benchmark, plan, predict, and simulate talent processing.

The solution focuses on a recruiter's skills and soft skills, not just their previous job titles, by using machine learning algorithms. SAP Fieldglass is one of the world's largest source of transactional workforce data, which makes it ideal for machine learning services to derive new insights. These machine learning services now simulate primary and alternative suggested job locations and predict alternative roles based on the ideal talent you're looking to hire.

These machine learning services provide skills-matching algorithms provided by a rule-based engine that allows you to define which skills are most critical versus skills

that are optional for the role. The machine learning service can then source millions of records to display alternative roles that best match the ideal skillset, using analytics. With this new insight, decision-makers can determine which skills are in short supply and determine a competitive salary for a job vacancy, including time to fill and candidates per role, for both permanent and talent options.

Executives can strategize by simulating and predicting in real time. SAP Data Network can assist with data-driven hiring decisions and help determine a corrective placement approach. Within a single view, decision-makers can see:

- Total cash to acquire a new hire
- Time required to fill a position
- Your successful hiring rates
- Alternative roles and locations for lowest total cash and shortest time-to-fill values

Machine learning can provide decision-makers with certainty and factual insights to make informative decisions, therefore enhancing confidence in their business case. SAP Data Network, live insights for workforce, is integrated with hiring processes running in the SAP Fieldglass solution, so once an decision-maker decides on an approach for hiring, the necessary workflows are triggered.

5.3.4 Machine Learning for Enterprise Applications

SAP delivers enhancements that enable companies to act on live data by integrating new intelligent applications using SAP Leonardo Machine Learning Foundation and predictive capabilities directly into the digital core. In this section, we'll only showcase a few, selects example of new enterprise applications created through the use of machine learning:

■ SAP Cash Application

You can consult the SAP Cash Application to see the number of invoices to be processed. This application uses machine learning to automatically clear matching payments with invoices. If the payments cannot clear automatically, the algorithm suggests the best-fitting invoices.

■ SAP Brand Impact

SAP Brand Impact is a product that uses machine learning image recognition services to analyze brand logos within videos to determine their exposure in terms of time and the position they appear on the screen, like upper right or lower left.

■ Digital sales and after sales services

The next enterprise machine learning application is designed to replace spare parts and broken products. You can upload a photo of the broken product and use the machine learning image feature extraction algorithm to determine a similarity score. Also, the image feature extraction algorithm can be used to analyze product catalog images using the feature vectors database to derive similarity scores. You'll then be presented with several materials or products with the highest similarity scores. The product can then be selected and ordered.

■ Legal document classification

This application can identify and rate legal documents relevant for product design and development. Typically, legal documents are available on the publicly accessible servers of governments with over 1,000 legal changes at any given moment. This feature can determine if a new legal change is relevant or important. Missing a legal change can have severe impact on your company.

The solution leverages several SAP Leonardo Machine Learning Foundation text analysis services: language detection, text classification, similarities coding, and text feature abstraction. With integration of these services, new laws and regulations can be immediately detected once documents are published and determined to be relevant. The overview page shows a quick preview of all the legal documents with an assessment of their relevance appearing on the top to the left of the document.

The details of the document show relevance and similar documents while highlighting the importance of the paragraph. The machine learning algorithm's confidence in detecting relevant changes is shown in the intensity of the highlighting. Darker blue indicates more relevant. The machine learning text processing services used in this case are the text feature extraction and text feature classification algorithms. Finally, the solution provides users with a reduction in time, effort, and risk.

5.4 Robotic Process Automation

Robotic process automation (RPA) accelerates the digital transformation of business processes by automatically replicating tedious actions that have no added value. RPA is available in two main types:

Unattended

Fully automated process, where robots are working autonomously with human supervision only

■ Attended

Partially automated process, where robots are coworking with human beings, also called robotic desktop automation

RPA solutions automate repetitive tasks traditionally performed by humans without modifying existing business systems. Some typical RPA activities include the following:

- Extract data through various connectors, for example, Excel files, PDFs, external apps, websites, third-party apps, and enter this data into a finance system
- Log on to enterprise instances, collect purchase requisitions, and distribute to shared service center (SSC) teams
- Download various reports, which can be collated and saved in shared drive
- Check ticket inboxes in a Shared Service Center and route tickets to bots
- Search invoices by reference number in various ERP instances

RPA can impact almost any line of business in just about any industry. Think of situations where someone must access multiple systems or manually process artifacts according to a set of rules. Let's look at a few examples:

■ Procure-to-pay

Many procure-to-pay processes (P2P) span multiple systems including ERPs, CRMs, banks, and logistics companies—systems not easily integrated. You can process invoices with computing power and connect to multiple backend systems while saving time, improving accuracy, enforcing policies, and allocating resources to high-value activities. With RPA, invoices from third parties can be processed with computer vision and connected to multiple backend systems, which saves time, improves accuracy, and easily allows the enforcement of procurement policies.

■ Insurance claims processing

Insurance claims processing is another example of too many manual steps. You can access a dozen or more disparate systems, process unstructured data, interpret text, make decisions, offer suggestions, and track progress in real time.

Access and bring data together

RPA can automatically connect to disparate systems, interpret text, make decisions, and track progress in real time. You're creating more data than ever, all spread across many systems, and bringing that data together for reporting can be

time-consuming. RPA can automatically access these systems; get the data (whether via an API or a manual extraction, for older systems); bring the data together; and based on an understanding of the data, decide how to disseminate the report. RPA can be set up to know that, if certain data sources contain too many error log entries, the report must go to a different distribution list. The options for access and bringing data together include the following:

- Access legacy systems, Excel files, third-party portals, websites, etc.
- Bring together data from disparate systems and generate regular reporting
- Intelligently determine dissemination based on content status

Current RPA systems in the market interact with systems like a user. You're replacing the person using a laptop with a bot, and many times, this bot is interacting with other bots. These bots use the same UI as a person, but you'll need to ask some of the following questions:

- What happens if the UI changes?
- What happens when the system is updated? System maintenance becomes a risk.
- A person can easily relearn, but what about an RPA bot?

These bots typically scrape the UI of systems, like a web crawler looking at webpages. This approach may reduce the manual nature of the previous process, but now, the process is far more complex. That complexity means that an inherent risk exists even updating or upgrading your systems. If one piece changes, the entire thing could break.

When SAP automates systems, the actual APIs behind the UI are being used. Updating the system and breaking the UI has no risk to the bot because the APIs stay stable.

SAP's intent is to deliver an intelligent, integrated automation suite so that you don't spend time and effort resolving deployment/tool issues rather than leveraging the potential of RPA. If the basic expectations of RPA are fulfilled as promised, great opportunities can be opened up for analyzing the process-level data that a process is executed on and for formulating a suggestive/prescriptive mode of process modeling, with self-driving robots unleashing the complete potential of RPA. In this scenario is where SAP's strength of integration and the significance of SAP Leonardo Machine Learning Foundation are more relevant than ever.

SAP has launched the SAP Intelligent Robotic Process Automation solution where RPA is the "hands" and the "legs" of the robot, whereas SAP Leonardo Machine Learning Foundation acts as the "brain" that makes decisions, and where conversational AI

can play an interfacing role to receive and disseminate instructions digitally. Figure 5.12 shows the three groups of capabilities: interact, execute, and optimize.

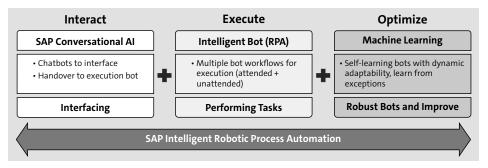


Figure 5.12 SAP Intelligent Robotic Process Automation Scope

The solution has the following key modules:

- Modeler for graphically designing bot workflows
- Repository for storing individual process steps as well as for reusing steps during the design phase
- Runtime environment for managing robot deployments in various virtual/onpremise/hybrid environments
- Monitoring tool for an overview of the robots in action, including work completed, progress, service-level agreement fulfillment, risk mitigation, etc.

Figure 5.13 shows the key modules found in SAP Intelligent Robotic Process Automation.

au	Design Environment	Central Repository	Runtime Environment	Control/ Monitoring Tool
Purpose	Flexibly design robot workflows, record screens	Store atomic steps for full workflow, configuration info	Execution engine for running bot scripts across deployments	Process monitoring, analytics for robot performance/SLAs
Key Capabilities P	End user friendly workflow designer Automation methods: API interfaces OCR/NLP Screen scraping Computer vision Connectors for MS office tools, third-party apps, legacy systems Predefined robot templates	Multi-tenancy Security Bot version control Marketplace for third party/ecosystem bots	Scaling/load balancing Public cloud deployment- orchestrating desktop RPA and cloud runtime WF management machine/human Bot scheduler and time zone manager Bot failsafe engine Multiple channels support such as SAP Conversational AI (chatbots) SAP Leonardo ML Foundation	UX, mobile access Audit trails Process insights Logging and Monitoring cockpit

Figure 5.13 Key Modules

SAP aims to realize their vision for SAP Intelligent Robotic Process Automation in multiple phases. With phase 1, SAP intends to deliver the core solution with four critical components: design, repository, runtime, and monitor. This SAP S/4HANA-focused release will include SAP S/4HANA-specific preconfigured content out of the box and will include the ability to integrate with SAP S/4HANA APIs, machine learning services, and SAP Conversational AI. In phase 2, SAP intends to extend SAP Intelligent Robotic Process Automation for the wider SAP portfolio, including SAP SuccessFactors, SAP Concur, etc., depending upon how use cases are prioritized. Phase 3 move towards cognitive modes after gaining some experience through multiple robot deployments. Thus, SAP can make robots more and more AI enabled with a prescriptive mode that can remodel processes and can self-correct.

5.5 Summary

Machine learning technologies enable computers to complete operational tasks by learning from large sets of operational data, outcomes, or historical data. Machine learning opens up a dialogue around using automated machine-driven to repurpose human effort to more high-value tasks, while automation focuses on areas characterized by a high degree of repetition.

SAP Leonardo Machine Learning Foundation as technology is present as a toolkit to create new applications, services or embedding machine learning into existing products. SAP Leonardo Machine Learning Foundation is used for building, creating, and testing machine learning algorithms for applications. Machine learning in enterprise applications delivers enhancements that make have made it easier than ever for companies to run on live insights by integrating new, intelligent applications using SAP Leonardo Machine Learning Foundation and predictive capabilities directly into the digital core.

Contents

PA	RT I	Digital Transformation and the Intelligent Enterprise	
1	Intr	oduction	3
1.1	Intro	duction to SAP Leonardo	3
	1.1.1	Technology and Components	3
	1.1.2	Intelligent Enterprise Components	3
	1.1.3	Adoption Options	3
1.2	Benef	fits of SAP Leonardo	3
1.3	Digita	al Transformation	3
	1.3.1	Digital Disruption	3
	1.3.2	Business Process Innovation	4
	1.3.3	Workplace Innovation	4
	1.3.4	Business Usage	4
1.4	SAP C	loud Platform	4
	1.4.1	Business Services	5
	1.4.2	Platform Services	5
	1.4.3	Data and Storage Services	5
	1.4.4	SAP Edge Services	5
1.5	Assoc	iated Technology	5
	1.5.1	Big Data	5
	1.5.2	Data Intelligence	5
	1.5.3	Data Analysis	5
	1.5.4	Machine Learning	6
	1.5.5	Blockchain	6
	1.5.6	Internet of Things	6
1.6	Sumn	nary	7

2	Digi	tal Transformation: Ecosystem and Approach	73
2.1	Intelli	gently Connected People	73
	2.1.1	Collaboration	75
	2.1.2	User Interfaces	78
	2.1.3	Real-Time Analytics	84
2.2	Intelli	gently Connected Things	88
	2.2.1	Connected Products	89
	2.2.2	Connected Assets	90
	2.2.3	Connected Fleet	91
	2.2.4	Connected Infrastructure	92
	2.2.5	Connected Markets	92
2.3	Intelli	gently Connected Processes	94
	2.3.1	Integrated Processes	94
	2.3.2	Process Automation	100
	2.3.3	Microservices	103
2.4	Design	n Thinking	104
	2.4.1	Design Thinking at SAP	104
	2.4.2	Approach	109
	2.4.3	Design-Led Development	119
2.5	Summ	ary	121
PAI	RT II	Technologies	
3	Big [Data	125
3.1	What	Is Big Data?	125
3.2	Unive	rsal Data Management Platform	129
3.3	Big Da	ta Operations Management	130
3.4	•	ta Services	135
3.5	•	ary	137
ر.ر	Julilill	ary	T 3/

+	Analytics	139
l.1	What Is Analytics?	140
1.2	Business Intelligence Portfolio	141
1.3	Planning and Analysis	145
	4.3.1 SAP Analytics Cloud	
	4.3.2 SAP Digital Boardroom	147
	4.3.3 SAP Business Planning and Consolidation	148
	4.3.4 SAP Profitability and Performance Management	148
1.4	Predictive Analytics	149
1.5	Summary	152
5	Machine Learning	153
5.1	What Is Machine Learning?	153
5.2	Machine Learning Foundation	158
5.3	Embedded Machine Learning	163
	5.3.1 Machine Learning with SAP Concur	165
	5.3.2 Machine Learning with SAP SuccessFactors	
	5.3.3 Machine Learning with SAP Fieldglass	
	5.3.4 Machine Learning for Enterprise Applications	168
5.4	Robotic Process Automation	169
5.5	Summary	173
5	Data Intelligence	175
5.1	What Is Data Intelligence?	
5.2	Data-Driven Business	177
5.3	Data Monetization Strategies	179
5.4	Data-as-a-Service	180
5.5	Summary	184

11

7	Bloc	kchain	185
7.1	What	Is Blockchain?	185
7.2	Enterp 7.2.1 7.2.2	Foundational Services	190 191 192
7.3	7.3.1 7.3.2 7.3.3 7.3.4	Consumer Products, Agribusiness, and Retail	196 197 198 199 200
7.4	7.4.1 7.4.2 7.4.3	Procurement Logistics Finance	201201202203
7.5	Summ	nary	205
8	Inte	rnet of Things	207
8.1	What	Is the Internet of Things?	208
8.2	Refere 8.2.1 8.2.2 8.2.3 8.2.4	Connecting Assets and Processing on the Edge Data Processing and Storage Analytics Reusable Business Services	211 212 213 214 215
8.3	Applic	ations	215
8.4		rm and Foundation Services	218
8.5	_	Computing	220
8.6		ation Enablement	221
8.7	Summ	ary	223

PART III SAP Leonardo Business Processes

9	Prod	ucts and Inventory	227
9.1	•	Product Management	229
	9.1.1	Compliant Product Lifecycle Management	229
	9.1.2	Intelligent Enterprise Portfolio and Project Management	232
	9.1.3	Product and Project Insights	236
9.2	Demar	nd Management	242
	9.2.1	Consensus Demand Planning	245
	9.2.2	Sensing Short-Term Demand Patterns	251
	9.2.3	Incorporating Demand Influencing Factors	254
9.3	Invent	ory Optimization	260
	9.3.1	Accounting for Inherent Variabilities in the Supply Chain	261
	9.3.2	Establishing Multistage Inventory Targets	263
	9.3.3	Meeting Customer Service Levels	263
9.4	Conne	cted Products	266
	9.4.1	Network of Digital Twins	266
	9.4.2	Connecting IoT Sensors to the Enterprise	267
	9.4.3	Operationalizing Sensor Data and Establishing New Business	
		Models	269
9.5	Summ	ary	271
10	Man	ufacturing and Assets	273
10.1	Smart	Manufacturing Optimization	273
	10.1.1	Factory Automation	274
	10.1.2	Building Blocks of a Smart Factory	276
10.2	Digital	Manufacturing and Operations	277
	10.2.1	Characteristics of a Smart Factory	278
	10.2.2	Smart Shop Floor Overview	279
	10.2.3	Shop Floor Control Tower	282

	10.2.4	Material Availability	284
	10.2.5	Floorplan View	285
	10.2.6	Dynamic Routing	288
	10.2.7	Production Planning and Detailed Scheduling	291
10.3	Digital	Asset Network and Operations	292
10.4	Predict	ive Maintenance	297
	10.4.1	On-Demand Spare Parts through 3D Printing	298
	10.4.2	Building Blocks of Predictive Maintenance	299
	10.4.3	Digital Dashboard	306
	10.4.4	Machine Learning Service	309
10.5	Digital	Twins	313
	10.5.1	Digital Twins of a Physical Objects	313
	10.5.2	Varieties of Digital Twins	315
	10.5.3	Digital Twin Integration in SAP Leonardo	316
	10.5.4	SAP Leonardo Digital Twin Portfolio	318
10.6	Summa	ary	320
	_		
11	Tran	sportation and Warehousing	321
11 11.1		sportation and Warehousing	
			322
	Transp	ortation Logistics	322
	Transp 11.1.1	ortation Logistics Digitalizing Transportation with Dynamic Planning	322 325
	Transp 11.1.1 11.1.2	ortation Logistics Digitalizing Transportation with Dynamic Planning Logistics 4.0 and the Connected Fleet	322 325 325
	Transp 11.1.1 11.1.2 11.1.3	Digitalizing Transportation with Dynamic Planning	322 325 325 330
	Transp 11.1.1 11.1.2 11.1.3 11.1.4	Digitalizing Transportation with Dynamic Planning	322 325 325 330
	Transp 11.1.1 11.1.2 11.1.3 11.1.4 11.1.5	Digitalizing Transportation with Dynamic Planning	322 325 325 326 327 330 330 330 330 330
	Transp 11.1.1 11.1.2 11.1.3 11.1.4 11.1.5 11.1.6 11.1.7	Digitalizing Transportation with Dynamic Planning	322 325 329 330 331 335
11.1	Transp 11.1.1 11.1.2 11.1.3 11.1.4 11.1.5 11.1.6 11.1.7	Digitalizing Transportation with Dynamic Planning Logistics 4.0 and the Connected Fleet Inbound Transportation Outbound Transportation SAP Leonardo Integration with SAP S/4HANA SAP Transportation Management SAP Leonardo for Transportation	322 323 329 330 331 335 343 343
11.1	Transp 11.1.1 11.1.2 11.1.3 11.1.4 11.1.5 11.1.6 11.1.7 Intralo	Digitalizing Transportation with Dynamic Planning	322 325 325 330 330 331 343 343
11.1	Transp 11.1.1 11.1.2 11.1.3 11.1.4 11.1.5 11.1.6 11.1.7 Intralo 11.2.1	Digitalizing Transportation with Dynamic Planning	322 323 329 330 331 335 343 344 344 344
11.1	Transp 11.1.1 11.1.2 11.1.3 11.1.4 11.1.5 11.1.6 11.1.7 Intralo 11.2.1 11.2.2	Digitalizing Transportation with Dynamic Planning	322 323 325 330 331 343 344 344

11.3	Logistic	s Network	362
	11.3.1	Supply Chain Visibility	362
	11.3.2	SAP Global Track and Trace	363
	11.3.3	SAP Logistics Business Network	364
11.4	Summa	ary	367
12	Finar	nce	369
12.1	Financi	al Planning and Analysis	370
	12.1.1	Budgeting and Forecasting	371
	12.1.2	Planning and Predictive Finance	375
	12.1.3	Dynamic Reporting	378
12.2	Financi	al Accounting	380
	12.2.1	Accounts Receivable and Digital Automation	380
	12.2.2	Accounts Payable and Digital Automation	384
12.3	Accoun	ting and Financial Close	391
	12.3.1	Reconciliation and Year-End Reporting	391
	12.3.2	Continuous Soft Close	395
12.4	Financi	al Controls	397
	12.4.1	Audit and Compliance Management	397
	12.4.2	Fraud Management	400
	12.4.3	Risk Management	402
12.5	Summa	ary	404
13	Asso	rted Business Processes	405
13.1	Reimag	gined Solution Architecture	405
	13.1.1	Architecting the Digital Core	406
	13.1.2	Microservices	416
13.2	Human	Resource Management	419
	13.2.1	Intelligent HR Solutions	420
	13.2.2	Examples and Use Cases	424

13.3	Sourcir	ng and Procurement	427
	13.3.1	Cognitive Procurement	428
	13.3.2	Examples and Use Cases	432
13.4	Sales a	nd Marketing	436
	13.4.1	Sales and E-Commerce	437
	13.4.2	Smart Campaigns	438
	13.4.3	Examples and Use Cases	440
13.5	Summa	ary	443
14	Digit	ization of Industries	445
14.1		e Manufacturing Industry	446
	14.1.1	Digital Innovation Use Cases	446
	14.1.2	Business Examples	448
14.2	Process	Industry	453
	14.2.1	Digital Innovation Use Cases	454
	14.2.2	Business Examples	455
14.3	Consur	ner Products and Retail Industries	458
	14.3.1	Digital Innovation Uses Cases	459
	14.3.2	Business Examples	460
14.4	Other I	ndustries and Sectors	463
	14.4.1	Digital Innovation Use Cases	463
	14.4.2	Business Examples	465
14.5	Summa	ary	468
15	Road	lmap and Outlook	469
15.1	SAP Le	onardo Technological Innovation Roadmap	469
15.2	SAP Le	onardo Process Innovation Roadmap	471
15.3	SAP Le	onardo loT Roadmap	472
15 /	Summ	NV.	17/

4pp	Appendices		
_			
4	Future Cities	475	
3	The Authors	507	
ndex		509	

Index

BD printing29	8 Blockchain (Cont.)
	finance 20
Α	financial accounting38
	food traceability 19
ABC and XYZ segmentation24	6 high-tech19
Accounts payable38	
Accounts Payable service 10	
Accounts receivable38	
Advanced variant configuration 23	
Airbnb 17	
Analytics 139, 145, 214, 45	
maturity curve14	1 .: 1
Anomaly detection28	1 . 1 11:0 :
Apache Hadoop45	1.0 1 . 1
Application integration services	
Application Programming Interfaces (APIs) 3	
61	RFQ20
Asset central foundation	use cases18
Asset health monitoring	utilities and anaray 10
Asset management44	variations 19
Asset Manager	Rring your own model (RVOI)
Asset utilization	Rudgeting
Auditing39	Ruffer levels 26
Autonomous assets	Ruilding insights
Autonomous assets	Business intelligence 17
	Business object service 19
3	
Best fit algorithm24	_
Big data 56, 125, 132, 182, 222, 457, 46	
3 Vs 50, 123, 132, 182, 222, 437, 40	(apital expenditure ((apix) 270 44
operations management	Case management 25
overview	charts 28
services	('itizen engagement 46
streamlined operations	t lassification model 15
Blockchain 63, 185, 38	Clean ERP 40
	Cloud Foundry
accounts receivable factoring	CIOUG-HISLADDIOACH 41
auditing	Cognitive procurement42
collections20	Cold chain logistics 45
ecosystem	COIU Stole
enterprise	Collaboration
explanation	Cross-enternrise 4
farm-to-consumer POC 19	8 types7

ompliance	219, 397	Data warehousing	135
oncur Detect	165	Data-as-a-service (DaaS)	176, 180
oncur Expense	165	Data-driven business	177
oncur Invoice	165	Days sales outstanding (DSC)380
oncur Locate	165	Decentralized ledger	196
connected assets90,	212, 215	Decoupling points	262
onnected communities		Delivery logistics	463
connected fleet 91, 216, 323,		Delivery performance	465
capabilities	327	Demand	462
integration		Demand management	
connected infrastructure		network	243
onnected markets		Demand planning	
onnected people		big data	255
Connected processes		factors	
connected products89,		network analytics	
Connected things		Demand segmentation	
onnected trings		Demand sensing	94, 252
onnectivity		example	95
onsensus demand planning		machine learning	
onstruction		patterns	
onsumables on-demand		Demand signals	
		Demand-driven material red	quirements
onsumer products	458	planning (DDMRP)	262
content management interoperability	220	Design gates	
(CIMS)		Design thinking	34, 94, 104, 458
ontinuous soft close		ideate	106
reate, read, update, delete (CRUD)		phases	105
ryptography		prototype	107
ustomer experience		testing	
shopping		Design-led development	34, 119
ustomer segmentation model		phases	120
ustomer service		Detailed scheduling board .	291
ustomer service levels	227, 263	Device management	219
		Digital asset network	292
		Digital assistant	423
		Digital disruption	39
oata analytics	58	Digital manufacturing	277
Oata governance	127, 181	Digital sales services	169
Oata intelligence58,		Digital transformation	38, 39, 73
data analyzation techniques		business processes	41
Oata lake		readiness	228
oata landscape management		Digital twins	266, 296, 313, 451
Pata management		applications	
Pata monetization		integration	
Data pipelining		model	313
Data provisioning		network	
Pata sharing		overview	313
Data transparency		varieties	315
/u.uu.i.paiciic /			

Digital workplace4	4. 75
Discrete manufacturing	
Distributed ledger63	
Document Management System (DMS)	
Dynamic planning	
Dynamic planning algorithm	
Dynamic reference line	
Dynamic reporting	
Dynamic route planning	
Dynamic routing	
Dynamic time filters	
,)	. 5.0
Earth mover's distance (EMD)	311
Employee productivity	
Employee retention	
Empty travel	
nergy grids	
Interprise asset management (EAM)	
Interprise data warehouse (EDW)	
Entity extraction	
Equipment health	
quipment notifications	
Event management	. 341
-	
-	
actory automation	2.74
armin	
inance	
inancial accounting	
inancial close	
Financial controls	
Financial planning and analysis (FP&A)	
it-to-standard	
Fixed asset insights	
Plact against against	
Eleet economics	
Good manufacturing	
Forecasting	
Forecasting algorithms	
orklift Analytics app	. 355
raud management	
reight costing	
reight management 332	
reight request	0.65

G	
General Data Protection Regulation	
(GDPR)	190
Geofencing	
Global accounting hierarchy	
Global delivery	
Google TensorFlow	
Governance, risk, and compliance	
GR/IR clearing	
GR/IR monitor 384,	
Gradient boosting decision tree	
Graphical scheduling board	280
Н	
Hadoop 127, 136,	183
Hash	
Hipmunk	
Human resource management (HRM)	
Hybrid transactional/analytical processing	113
(HTAP)	129
Hyperledger Fabric on SAP Cloud	
Platform 187, 191,	202
Hyperledger Foundation	
) [8	
<u> </u>	
Image-based requisition	384
Inbound processing	
Inbound transportation	
Incremental revenue	275
Industry 4.0	273
Industry case studies	445
Infrastructure management	315
Innovation architecture	
Insight-to-action	49
Insurance claims processing	170
Intelligent enterprise	
Intent matching	
Inter-bank payment processing	
Internet of Things (IoT)	
connectivity sensors	
data ingestion	
data processing	

Internet of Things (IoT) (Cont.	Machine learning (Cont.)		
energy usage70	3		
example 69	text processing16		
features 67	train model30		
goods and equipment89	Maintenance, repair, and overhaul (MRO) 29		
industries 208			
overview	Manufacturing and assets27		
Intralogistics	Manufacturing execution9		
SAP Leonardo	Manufacturing networks9		
Inventory 227	Market insights9		
Inventory optimization 260	Market opportunities 4		
Invoice matching	Master data47		
	Material availability28		
K	Material availability checking28		
	Means of transport28		
Key performance indicators (KPIs) 50,145,	Meat processing industry31		
250, 360	Microservices		
	Mobile asset insights9		
L	Monitoring and Tracking app9		
	Monolithic architecture41		
Legal document classification 169	Moving assets		
Live asset tracking	Multichain blockchain45		
Live Product Cockpit	MultiChain on SAP Cloud Platform 187, 19		
Load planning 335, 336	Multidrop delivery33		
Local delivery	Multistage inventory targets26		
Logistic regression (LOR) 312	Multivariate autoregression (MAR)31		
Logistics 4.0			
Logistics networks 91, 328, 362	N		
Logistics safety			
	Network model management35		
M			
	0		
Machine learning 60, 61, 62, 134, 150, 153,			
235, 247, 250, 269, 309, 385, 430, 438, 461	Operational expenditure (OpEx) 270, 44		
algorithms 60, 62, 236, 311	Optical character recognition (OCR)16		
architecture 158	Order management		
embedded 157, 163	Outbound processing		
enterprise applications 168	Outbound transportation		
image processing160	Overall equipment effectiveness (OEE) 450		
overview	_		
pattern recognition-based254	P		
SAP Analytics Cloud			
SAP Concur	Package building		
SAP Fieldglass	Pay-as-you-drive		
SAP SuccessFactors	Pay-for-outcome business model44		
side-hv-side 157	Payment block 150		

Index

Permissioned blockchain	64 Q
Persona1	10
Physical-digital-physical data	Quality enhancement
transfer 276, 2	77 Quality inspection
Planning 1	45 Quantity contract consumption 150
Platform-as-a-service (PaaS)	Quorum on SAP Cloud Platform 187, 192
Platform-first approach 4	10 Quotation conversion probability rate 150
decision tree4	
Portfolio and project management 2	32 app
Predict arrival of stock in transit 1	
Predictive analytics	75 R
Predictive insights	
Predictive maintenance	97 Real-time business
Predictive model 3	76 Real-time monitoring
Principal component analysis (PCA) 3	
Private blockchain	
Process automation 100, 3	
Process industry 4	53 Recruitment
Process segmentation 4	07 Regression analysis 154
Procurement4	
Procurement bot 4	Requirements management
Procure-to-pay (P2P) 170, 384, 4	27 Rerouting production order
Product and service digitization	
Product costing	Resource utilization
Product development	Resume matching 167
big data4	Resume Matching service
Product lifecycle management 229, 3	14 Retail
compliant2	29 Reusable business services
Product management2	29 Risk management
Production Planning and Detailed Scheduling	
(PP-DS)	P1 Robotic process automation (RPA) 102,169,
Production transparency 2	78 422, 433
Productivity2	
Products 2	27 Run to failure strategy
insights	89
integrated development2	31 S
lifecycle2	
safety2	
Project cost forecasting 1	
Project cost prediction2	
Project insights	
Project types2	
Proof of history service 1	
Proof of state service 1	
Public blockchain	2111 1111111/2010 101 111101 00011 0111100 1111111111
Purchase order management 3	89 SAP Analytics 141, 143

SAP Analytics Cloud 60, 84, 141, 146, 149,	SAP Conversational AI 100, 161, 426, 470
151, 258, 360, 370, 385, 457, 463, 470	SAP CoPilot 100, 234, 423, 426
dashboards 386	UI234
data sources 143	SAP Customer Business Planning259
features 85	SAP Data Hub 52, 128, 132, 133, 134,
forecasting techniques 374	160, 178, 181, 212, 213
LOB 144	architecture182
model creation 372	capabilities181
SAP Analytics Hub143	SAP Data Intelligence
SAP API Business Hub 178	SAP Data Network168
SAP API Management 180	SAP Data Network, live customer cloud 179,
SAP Ariba	180
SAP Ariba Supplier Risk 430	SAP Data Network, live insights for
SAP Asset Intelligence Network 231,293,	workforce 179
295, 301, 447, 451	SAP Data Services 134, 181
dashboard296	SAP Demand Signal Management 95,255,
digital twins296	258, 259
SAP Asset Strategy and Performance	machine learning257
Management 294	SAP Digital Boardroom 47, 60, 85, 147,
SAP Brand Impact 168	148, 370, 403
SAP Build 109, 112	functionality86
SAP Business Explorer (SAP BEx) 145	risk analysis404
SAP Business Integrity Screening 151, 400	use cases
SAP Business Planning and Consolidation (SAP	SAP Digital Supply Chain
BPC) 148, 457	SAP Edge Services53, 54, 55, 452
SAP BusinessObjects Enterprise 143	SAP EHS Regulatory Documentation
SAP BW/4HANA141, 148	OnDemand232
SAP C/4HANA35, 437, 438	SAP Enterprise Asset Management (SAP
SAP Cash Application 101, 168, 381, 471	EAM)309
SAP Cloud Platform 32, 35, 48, 70, 103,	SAP ERP
141, 144, 159, 189, 190, 213, 281, 411	SAP Extended Warehouse Management (SAP
business services50	EWM)346
data and storage services51	SAP Fieldglass Live Insights167
integration49	SAP Fiori
platform services50	app recommendations analysis79
SAP Cloud Platform API Management 418	app strategy79
SAP Cloud Platform Big Data Services 51,58,	custom tiles83
128, 136, 137	images 82
SAP Cloud Platform Blockchain 191, 388	tiles 81
application enablement services 192	SAP Fiori launchpad 81
SAP Cloud Platform Blockchain Services 448	SAP Fraud Management
SAP Cloud Platform Document service 52	SAP Global Batch Traceability454
SAP Cloud Platform Internet of Things 220	SAP Global Track and Trace 65, 198, 338, 363
SAP Cloud Platform Workflow 221, 241	SAP Global Trade Services
SAP Cloud Platform, SAP HANA service 51	SAP Governance, Risk, and Compliance 403
SAP Concur 165	SAP Guided Outcomes

SAP HANA 128, 129, 178, 1	.95	SAP Leonardo IoT 68, 88, 96, 209, 268, 270,
security1	30	298, 447, 452, 460, 465, 472
SAP HANA Automated Predictive Library		applications216
(APL) 1	51	areas215
SAP HANA Blockchain service 1	94	dashboards219
SAP HANA cold data tiering1	.35	edge processing219
SAP HANA Data Management Suite 58, 1	27	inventory monitoring270
SAP HANA IoT Integrator by OSIsoft 4	55	reference architecture211
SAP IBP for demand 245, 247, 250, 252, 4	61	security 219
SAP IBP for inventory 260, 261, 263, 2	65	SAP Leonardo IoT Bridge 68, 462
SAP IBP for response and supply4	61	SAP Leonardo IoT Edge 210, 212, 220, 231,
SAP IBP for sales and operations2	62	268, 456, 473
SAP Information Collaboration Hub for Life		SAP Leonardo IoT for SAP Distributed
Sciences 2	01	Manufacturing
SAP Information Steward 1	.81	SAP Leonardo IoT Foundation 209, 210, 218
SAP Integrated Business Planning		SAP Leonardo Machine Learning 100,101,
(SAP IBP) 56, 2	45	163, 214, 230
analytics2		SAP Leonardo Machine Learning
Excel 2		Foundation 129, 155, 158, 159, 160,
SAP Intelligent Robotic Process Automation		447, 460, 469
171, 173, 470		SAP Logistics Business Network 364, 365
scope 1	72	SAP Marketing Cloud 439, 442, 443
SAP IoT Application Enablement 2		SAP Plant Connectivity
capabilities2		SAP Portfolio and Project Management for SAP
SAP Jam		S/4HANA234
actions	76	SAP Predictive Analytics 151, 376, 401, 470
example	76	SAP Predictive Analytics integrator 149, 157
tasks	77	SAP Predictive Engineering Insights 267, 294
SAP Leonardo		SAP Predictive Maintenance and Service 267,
accelerator packages	33	280, 283, 285, 294, 318, 434, 447, 451
adoption		alerts 307
benefits		building blocks299
components		classes 301
engagement track		digital dashboard306
intelligence technologies		documentation 303
open innovation		equipment304
overview		groups 305
roadmap4	69	location
smart shop floor2		machine learning 300, 309
technologies		machine learning algorithms 311
use cases		master data 305
SAP Leonardo Analytics59, 1		model 302
SAP Leonardo Big Data57,		monitoring 307
SAP Leonardo Blockchain 462, 4		notifications 309
SAP Leonardo Data Intelligence		predictions 310
C		spare parts

SAP Product Lifecycle Costing	231
SAP Product Stewardhips Network	232
SAP Profitability and Performance	
Management	148
SAP S/4HANA35, 50, 56, 79, 130, 1	141,
390, 411, 413	
procurement	428
SAP S/4HANA Asset Management	331
SAP S/4HANA Cloud 381, 413, 417,	
SAP S/4HANA Cloud for intelligent product	
design 231, 237, 238, 242,	462
collaboration	
compatability checks	241
document sharing	240
systems engineering	
SAP S/4HANA Cloud, single tenant	
edition	413
SAP S/4HANA embedded analytics	393
SAP S/4HANA Finance for group reporting	
392, 394, 395, 396	
SAP S/4HANA Manufacturing	331
SAP S/4HANA Manufacturing for planning	
and scheduling	291
SAP S/4HANA Supply Chain	
SAP Smart Business	50
SAP SMS 365	452
SAP SuccessFactors 166, 423, 424,	471
digital assistant	167
intelligent services	
SAP Tax Compliance	151
SAP Transportation Management 203,	331,
336, 338, 341	
SAP Vora	214
SAP Warehouse Insights	346
SAP Web Analytics	52
SAP Web IDE116,	241
SAP Yard Logistics	353
Semi-finished goods	284
Semi-private blockchain	64
Sensor data268, 269, 276,	
Sentiment media analysis	
Service tickets	449
Shared documents	240
Shared economy	41
Shop floor navigation	280
Shopfloor dashboard	
Short-term demand	251

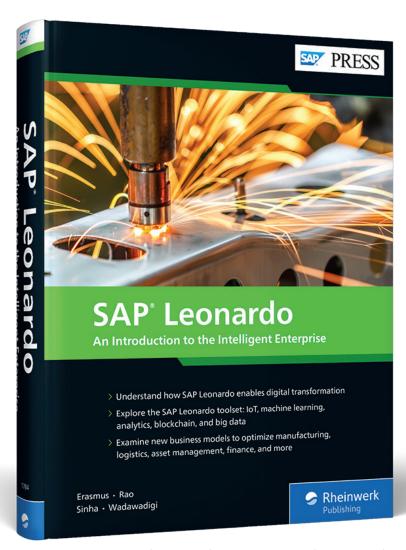
-1	
Short-term forecasts	
Smart alerts	
Smart Assist	
Smart buildings	
Smart campaigns43	
Smart cities47	
Smart contracts 18	
Smart factory	
building blocks27	76
characteristics27	
processes9	
Smart home 6	
Smart manufacturing 273, 27	74
benefits27	75
Smart monitoring6	57
Smart plants44	19
Smart Predict15	
Smart Shop Floor tool	92
capabilities28	30
control tower28	
floorplan28	35
overview27	
Solution architecture 405, 40	
golden principles40	
Solution map 408, 40)9
Sourcing and procurement42	
Sourcing intelligence42	
Spare parts	
Spark	
Spend analysis	
Static route plans	
Statistical forecasts	
Strategic sourcing	
Structured data	
Supervised machine learning	
Supplier risk	
Supplier risk management (SRM)	
Supplier selection	
Supply chain	
stages	
transparency	
variability26	
visibility	
Supply networks	
Support vector machines (SVM)	
Systems of record3	56

T	
Telematics	329
Three-way invoice matching	384
Time series analysis	246
Time series management	473
Time stamp service	192
Time-series chart	
Transportation and logistics	
Transportation Cockpit	
Transportation logistics	
Tree ensemble classifier (TEC)	
TripIt	
1	
U	
0	
Universal Journal	393
Unstructured data	56
Unsupervised machine learning	154
Usage-based billing	
User experience (UX)	
enterprise architecture	
strategy	
User interface (UI)	

V	
Vehicle diagnostics	327
Vehicle maintenance	328
Virtual fencing	329
VR technology	336
W	
Warehouse layout	348
Warehouse management	
heat maps	351
live optimization	353
Warehouse optimization	357
Waste minimization	
Weibull algorithm	311
What-if scenarios	265
Workforce data	179
Workforce dynamics	45
Workplace innovation	43







Pierre Erasmus, Vivek Vinayak Rao, Amit Sinha, Ganesh Wadawadigi

SAP Leonardo: An Introduction to the Intelligent Enterprise

517 Pages, 2019, \$79.95 ISBN 978-1-4932-1784-7



www.sap-press.com/4787



Pierre Erasmus is a specialist in the Internet of Things. He is an expert in SAP Leonardo supply chain and logistics technologies like network logistics, vehicle insights, and moving assets. He has led organizations in IoT go-to-market and SAP solution strategy.



Vivek Vinayak Rao is a consulting managing director and SAP digital transformation leader at Deloitte Consulting, LLP. He has extensive experience in developing IT optimization strategies, providing both advisory and implementation services. Vivek has over 18 years of global technology consulting

experience and has presented on topics ranging from traditional SAP technologies to the latest trends such as SAP S/4HANA, cloud, and SAP Leonardo.



Amit Sinha is a leader in SAP supply chain practices at Deloitte Consulting, LLP. He has over 14 years of experience in supply chain planning and business transformation projects. He has worked extensively with different industry sectors across the globe in the areas of sales and operations plan-

ning, demand planning, supply planning, inventory optimization, and supply chain analytics. He is an expert in SAP IBP and other SAP supply chain applications.



Ganesh Wadawadigi is a chief demand insight expert for IoT and digital supply chain solutions at SAP, responsible for the global roll-out of solutions that help companies derive actionable insight from demand signals. He has over two decades of experience in the areas of supply chain manage-

ment and manufacturing.

We hope you have enjoyed this reading sample. You may recommend or pass it on to others, but only in its entirety, including all pages. This reading sample and all its parts are protected by copyright law. All usage and exploitation rights are reserved by the author and the publisher.