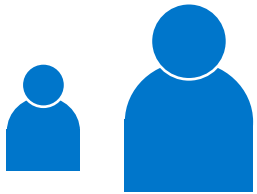
SAP – Run Simple

Peter Maier - General Manager Energy and Natural Resources Industries, SAP SE
September 2014



The world around us drives business change

Middle class rising



5 billion
people worldwide will become middle class

Young workforce



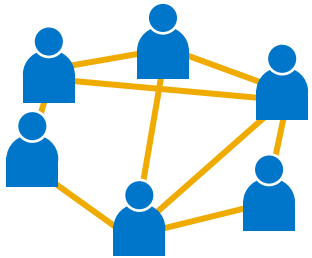
75 %
of global workforce will be millennials

Resource pressure



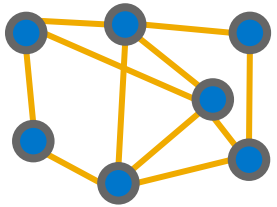
50 %
of the world population will suffer water shortage

Networked people



1.3 billion
people in business and social networks - today

Connected Things



50 billion
devices in the Internet of Things by 2030

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Technology trends shape our world



Internet of Things



Big Data



Cloud



Mobile

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Complexity – The most intractable CEO challenge

70 %

say complexity is increasing costs

Bain 2005 Survey

50 %

are unsure who is accountable

Economist 2010

40 %

worry whether their organization can keep pace

McKinsey Study 2013

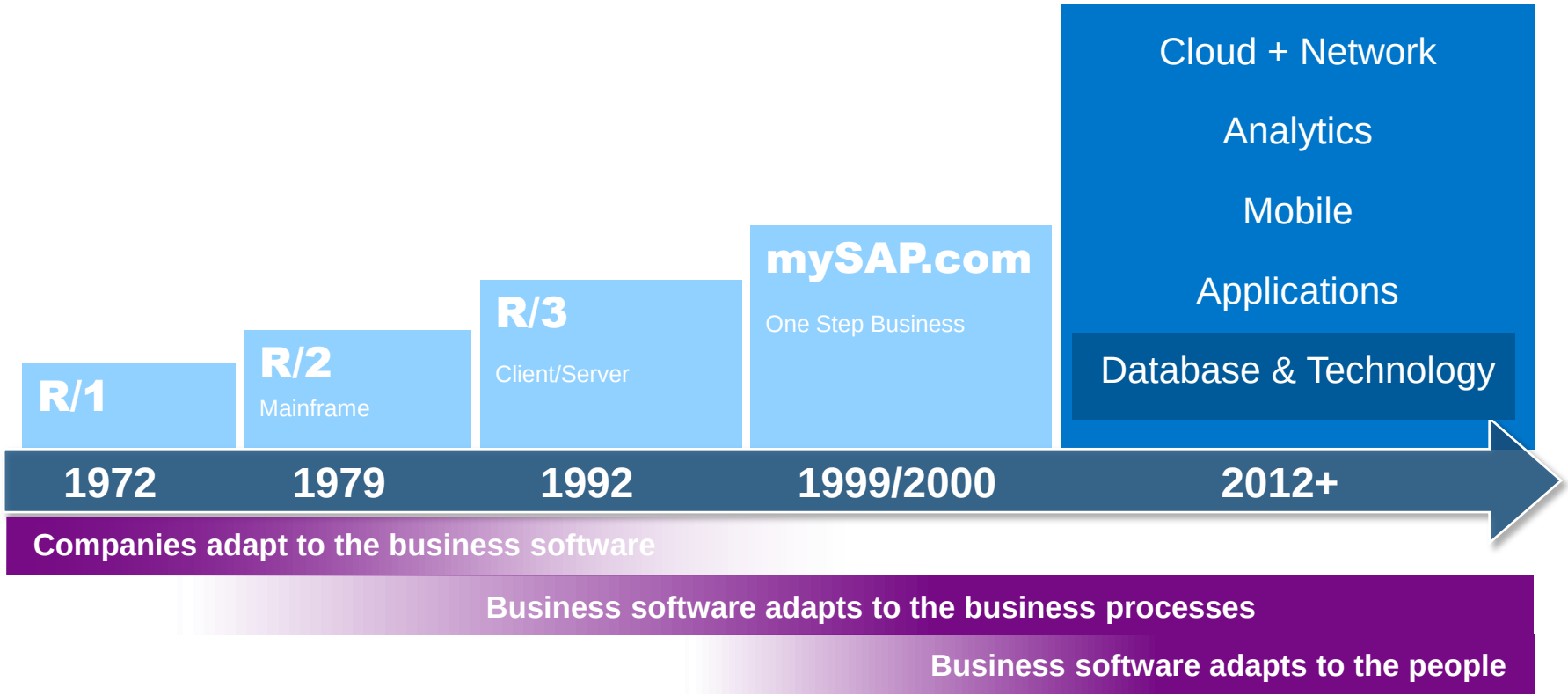
90 %

say business is growing more complex

Economist 2010

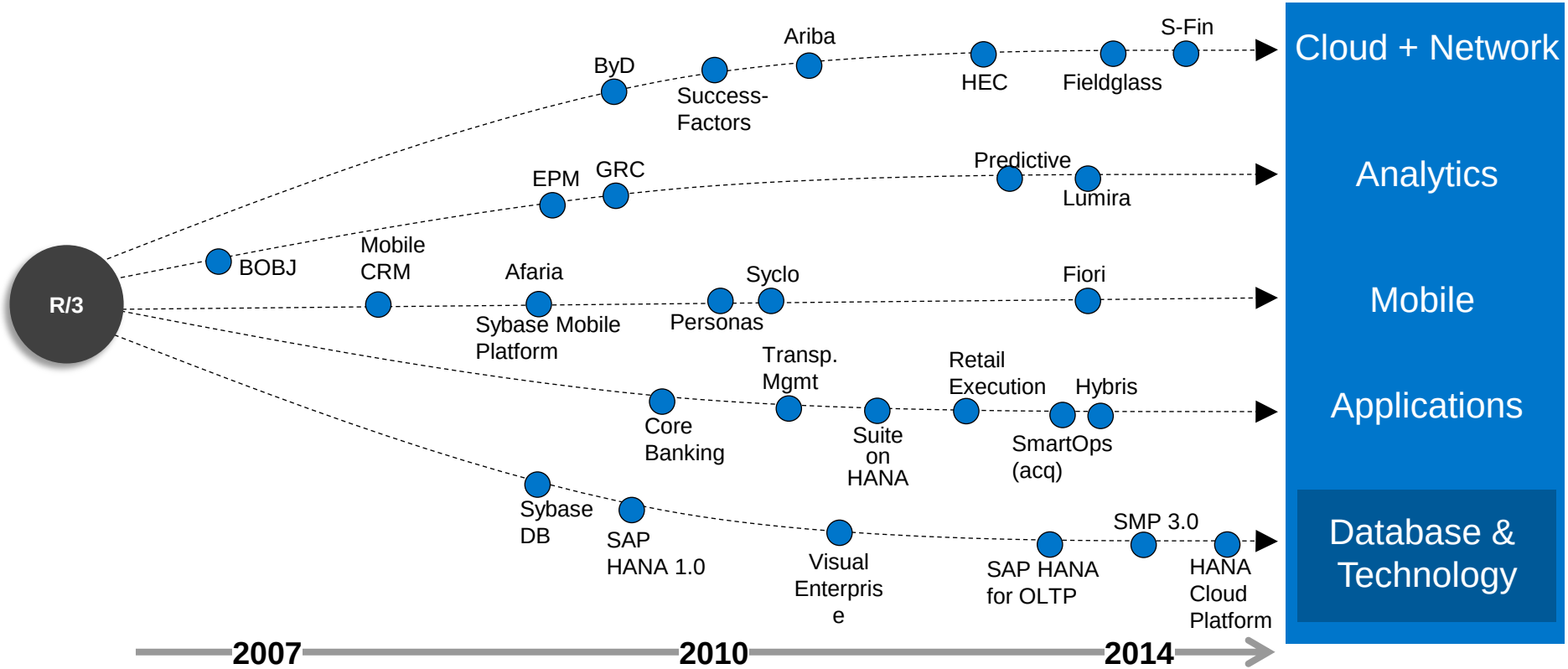
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SAP Theme: run business better in real-time.
Technology shifts the boundary of what is possible.



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SAP product portfolio evolution – powered by SAP HANA



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Our portfolio: next-generation technology for business

Mobile

Unwire your business to deliver secure, real-time, business-critical information – anytime, anywhere, to anyone, on any mobile device.

Cloud

Capture the power of the cloud – while fully integrating with on-premise investments. Empower your employees, engage customers, and collaborate with partners across business networks.

Applications

Run your business smarter, faster, and simpler, with an integrated suite of applications powered by SAP HANA – delivering long-term predictability and nondisruptive innovation.

Analytics

Explore and exploit data, find answers in real time, and make confident decisions. Harness visually compelling, easy-to-use tools on the devices of your choice.

Database & Technology

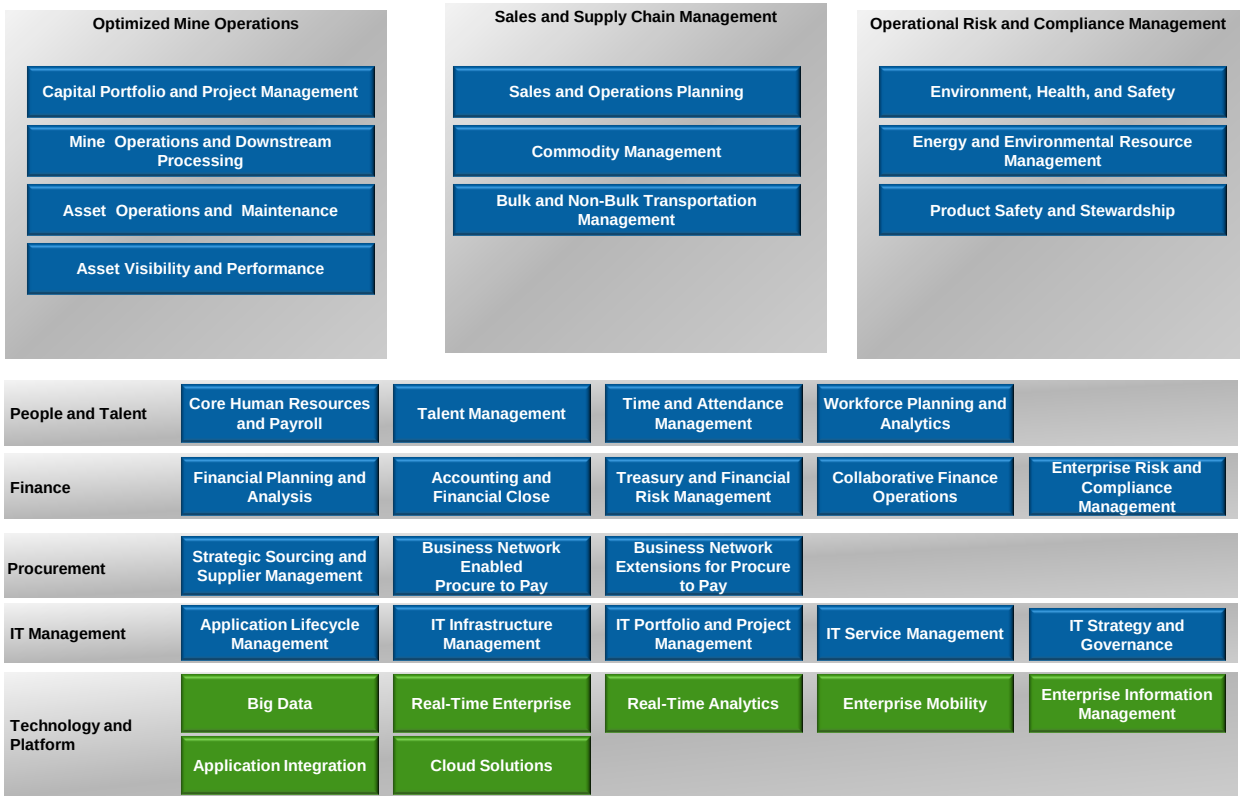
Simplify your IT infrastructure dramatically and drive high-value innovation by exploiting across structured and unstructured data sources.

A real-time business platform, powered by **SAP HANA**

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SAP Value Map for Mining

Enable Safe and Profitable Mineral Production



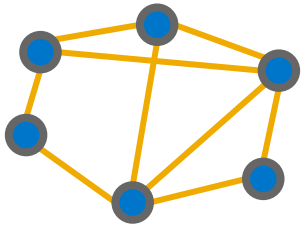
https://rapid.sap.com/se/executive

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SAP Portfolio Priorities

LAB PREVIEW

Network



- Business Network
- Internet of Things

People



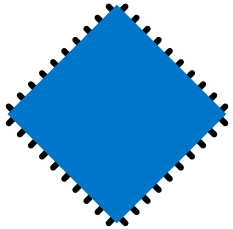
- ONE User Experience
- Customer Engagement and Commerce
- Human Resources

Cloud



- Core to Cloud
- HANA Enterprise Cloud
- Industry Cloud

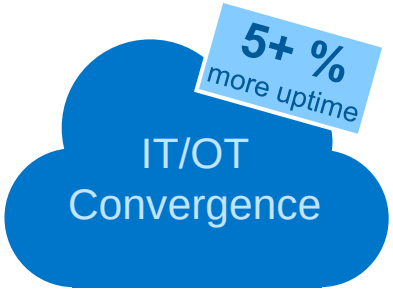
Platform



- ONE platform and integration
- Globalization
- Business Innovation

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Industry Cloud Initiatives



Customer Value

- Real time view into the state, health and financial disposition of assets, customers & operations



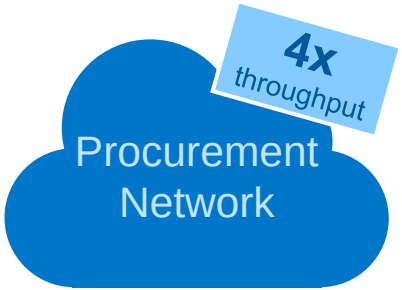
Customer Value

- Removes issues and overhead in creating, managing and sharing information in context of asset development and operations.
- Enables collaboration between asset owners, operators, and providers.



Customer Value

- Integrates and automates the management of contractors and their workers to drive efficiency ensure compliance by maintaining contractor data and history across multiple clients.

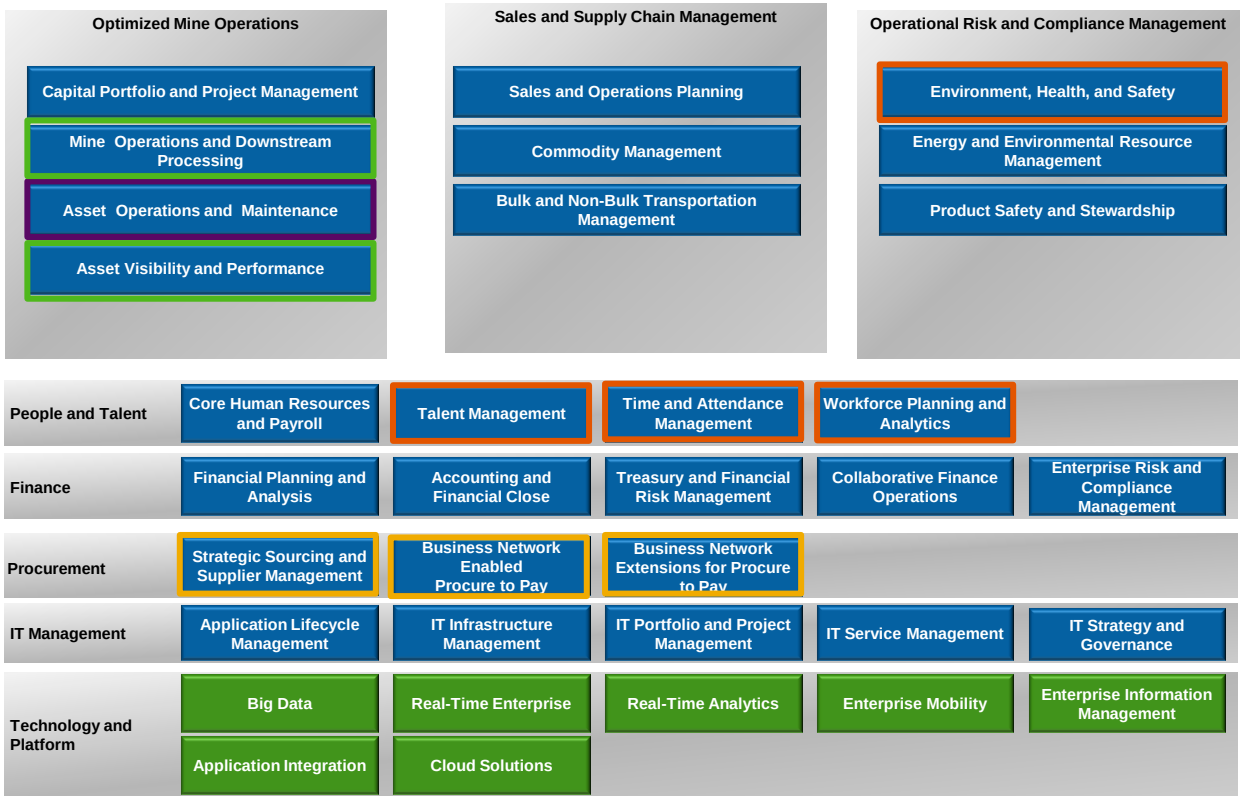


Customer Value

- Reduces procurement cost by automating procurement processes and ensuring quality of purchase orders and invoices.
- Optimizes contingent labor processes globally by integrating all involved parties.

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Innovation Focus -SAP Value Map for Mining



LAB PREVIEW

Total Workforce Management

IT/OT Convergence

Asset Information Network

Ariba Network

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SAP offers broad choice to the customer

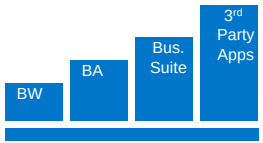
Solutions
Packaged
Custom

Deployment
On Premise
Cloud
- Private
- Public
- Managed

Licensing
Perpetual
Subscription

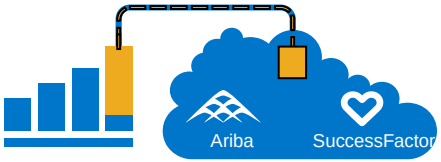
Consumption
Desktop
Mobile

Flexible deployment options



On Premise

Run all SAP solutions on SAP HANA



Hybrid

Leverage SAP Cloud



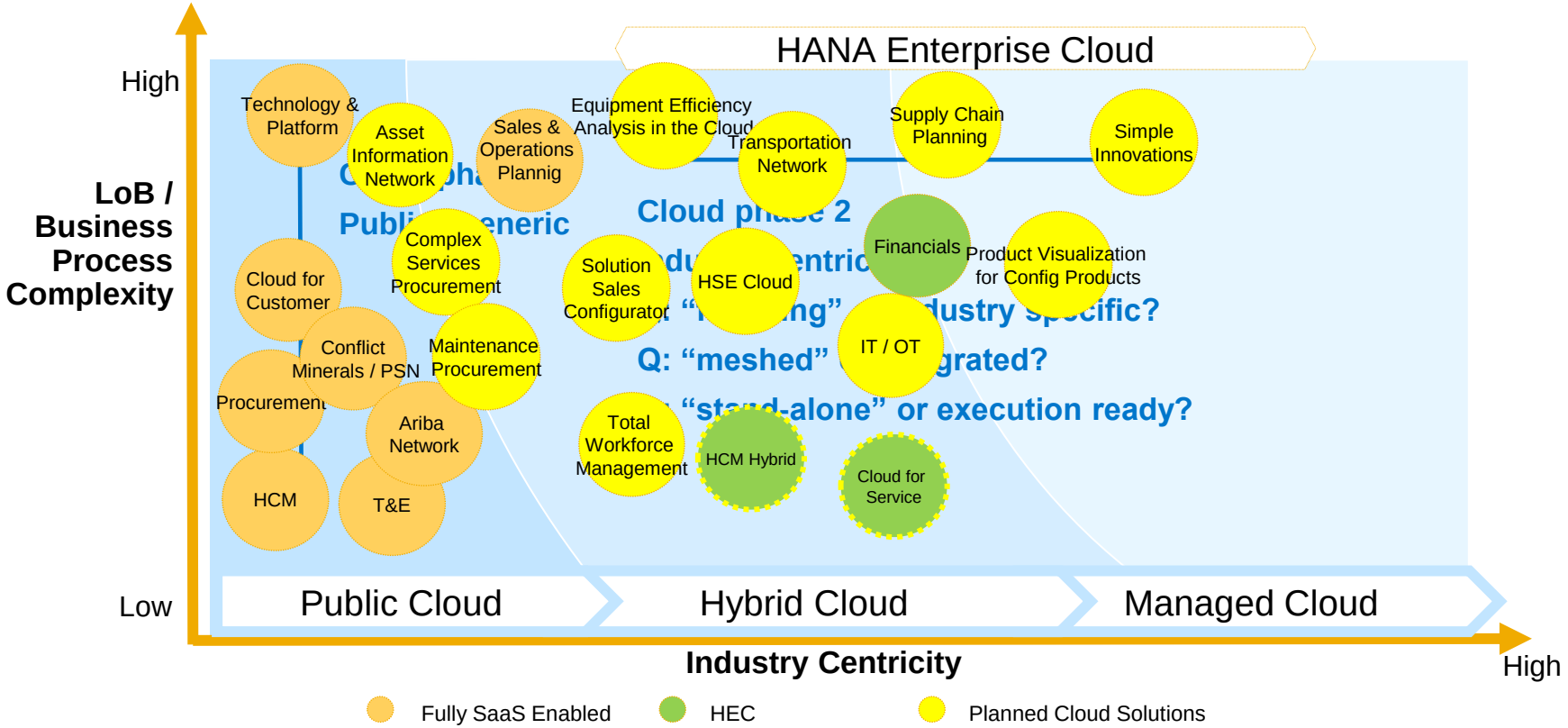
Cloud

Build, run, deploy all applications in the Cloud

Complete, integrated functionality – delivered the way customers want

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SAP for Metals – Transforming to the Cloud



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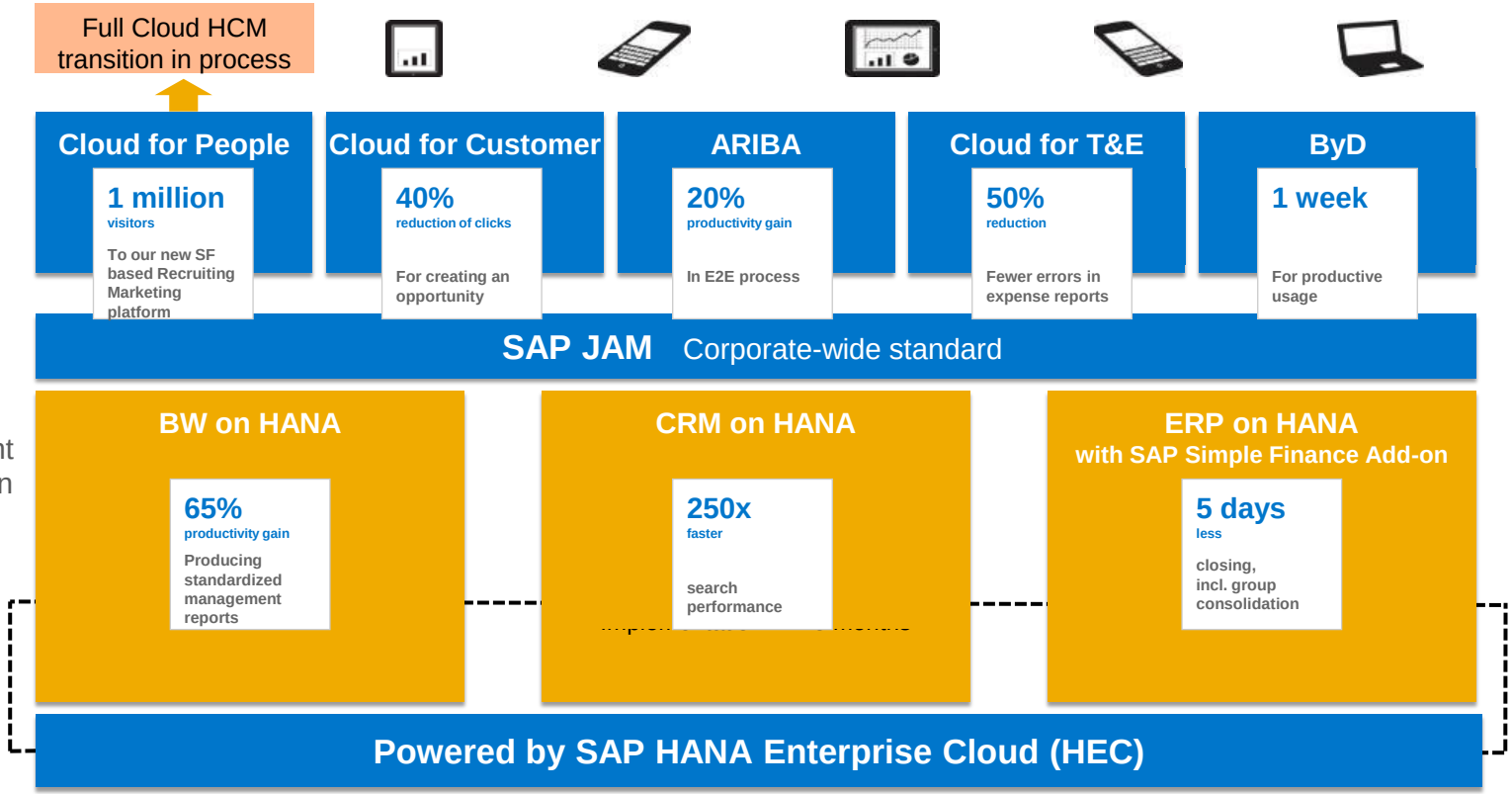
SAP Runs SAP

Public Cloud

- No capital investment
- Cost effective
- SLA‘s, predictable, reliable
- Pay-as-you-go

Private Cloud

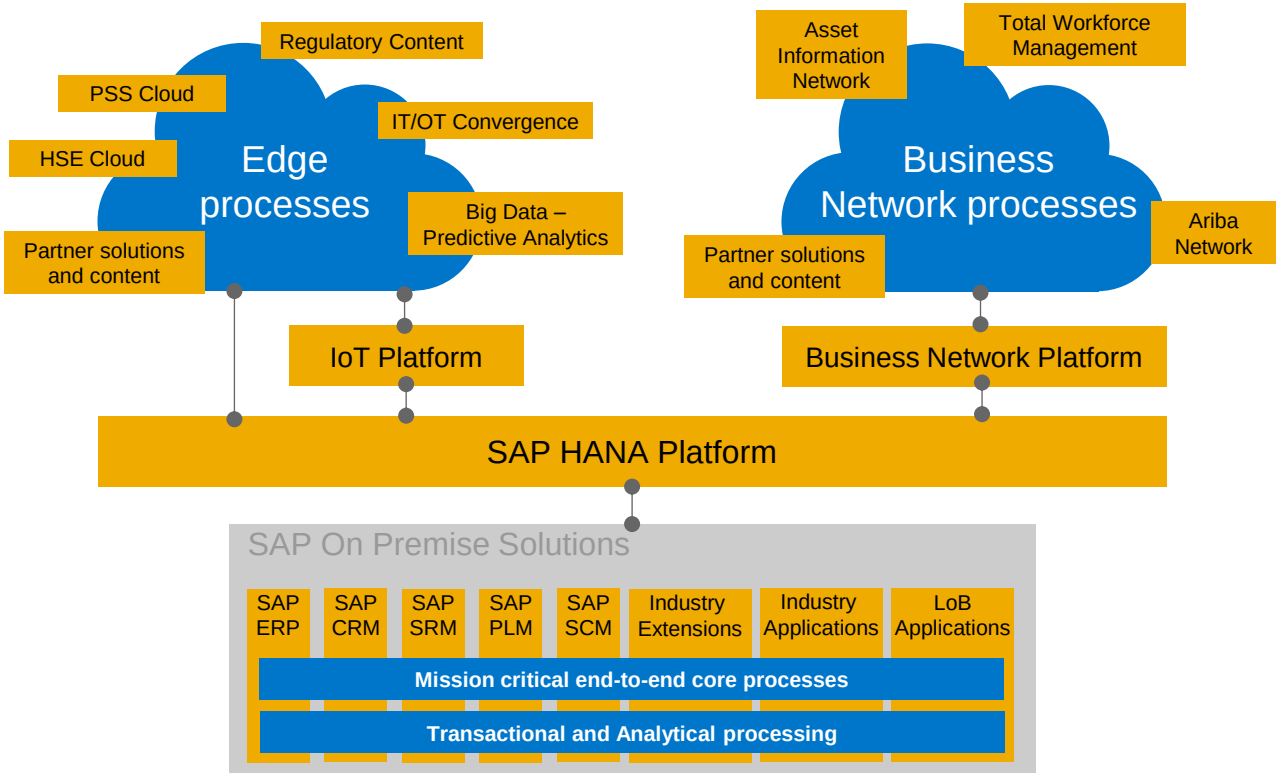
- Dedicated environment
- Control of data location
- Security and control
- Elastic and flexible



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In the core, at the edge, across the network

Systems of record and engagement for integrated business processes



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RUN SIMPLE
SAP
SAP

Fieldglass Value Proposition

Visibility



- Spend Classification
- Solve for “Services” ambiguity
- Total Workforce Management
- Know what we’re buying

Efficiency



- Consistent processes
- Resource allocation
- Contractor on/off-boarding
- One system – one process

Program & Worker Quality



- Quality of services provided
- Supplier “abuse”

Cost Savings



- Visibility
- Rate Rationalization
- Strategic Sourcing
- Decision Support/Options
- Spend Leverage

Risk Mitigation & Compliance



- Worker tracking
- Privacy and Security Compliance
- Contract governance & pricing compliance

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Fieldglass Enables Companies to Maximize ROI on Services Spend

Opportunity to realize 8-12% cost savings

Cost Savings Levers - External Labor / Services											
Nr.	**Criteria**	**Notes**	**Relative Impact**								
			Low			**Medium**			**High**		
			1	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**
1	**Rate Card Enforcement**	6-10% savings. Range targets. Reduce supervisor variances.									
2	**Rate Benchmarking**	5-8% savings. Cross-enterprise & market rate guidance.								X	
3	**SOW Revision Process Control**	2-3% Minimize revisions. Tie revisions to original work scope. Cost reduction,							X		
4	**Early Pay Discounts**	2-3% savings. Applies to subset of the spend.			X						
5	**Volume discounts**	2-3% where applicable					X				
6	**SOW / Contingent Normalization**	4-6% savings with leveling & enforcement						X			
7	**Payment process efficiencies**	1-3% Improve financial processing time and accuracy. Reduce manual intervention.							X		
8	**Onboarding/Offboarding Enforcement**	Compliance driver. Process efficiencies.	X								
9	**Competitive Bidding**	3-5% savings (where applicable). Future consideration? Tied to sourcing strategy.			X						
10	**Process control & compliance**	2-4% reduction in spend. Shutdown 'back door'							X		

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