Internet of Things – Why should you care?

Update on Status Quo and Roadmap

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SAP Labs India

July 15, 2016

Source: Hagleitner

Big Washroom Data powers Hagleitner‘s business transformation towards being THE data driven washroom operator.

Source: http://www.harley-davidson.com/

Reduced lead time to produce customized motorbikes from 21-day cycle to 6 hours!

Source: http://www.vespa.com/

PIAGGIO®

Making commuting better and better, even fun for their customers.

Source: https://www.deere.de

JOHN DEERE

Driving the evolution from a product company to a solutions provider.

Source: http://www.kaeser.de/

KAESER KOMPRESSOREN

The predictive maintenance solution coupled with usage monitoring as prerequisite for Kaeser's innovative SIGMA AIR UTILITY Pay per Use Business Model.

Source: http://www.still.co.uk/

Integrating their products into the customer's Internet of Things, driving efficiency and integration into business processes.

Source: Siemens

Source: http://www.trenitalia.com/

Anticipating 8-10% reduction of overall maintenance costs, while improving reliability and customer satisfaction.

Source: https://www.alliander.de

Being the European frontrunner, Alliander uniquely enables the energy transition for its Dutch customers.

Maximizing the utilization of resources – 5 minutes driving saved per truck and tour, equaling 5,000 hours per day over 40,000 trips.

Source: http://www.roche.de/

Creating a package for patients and physicians to provide a better prevention program for diabetes.

Customers are engaging with SAP for better outcomes

Selected SAP IoT References

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From “Things” to “OUTCOMES”

Lower cost	Increased uptime	Improved customer loyalty
Optimized productivity	Less waste	Improved turnarounds
New revenue	Faster deliveries	Usage-based pricing
Greater capacity	Better efficiency	New business models

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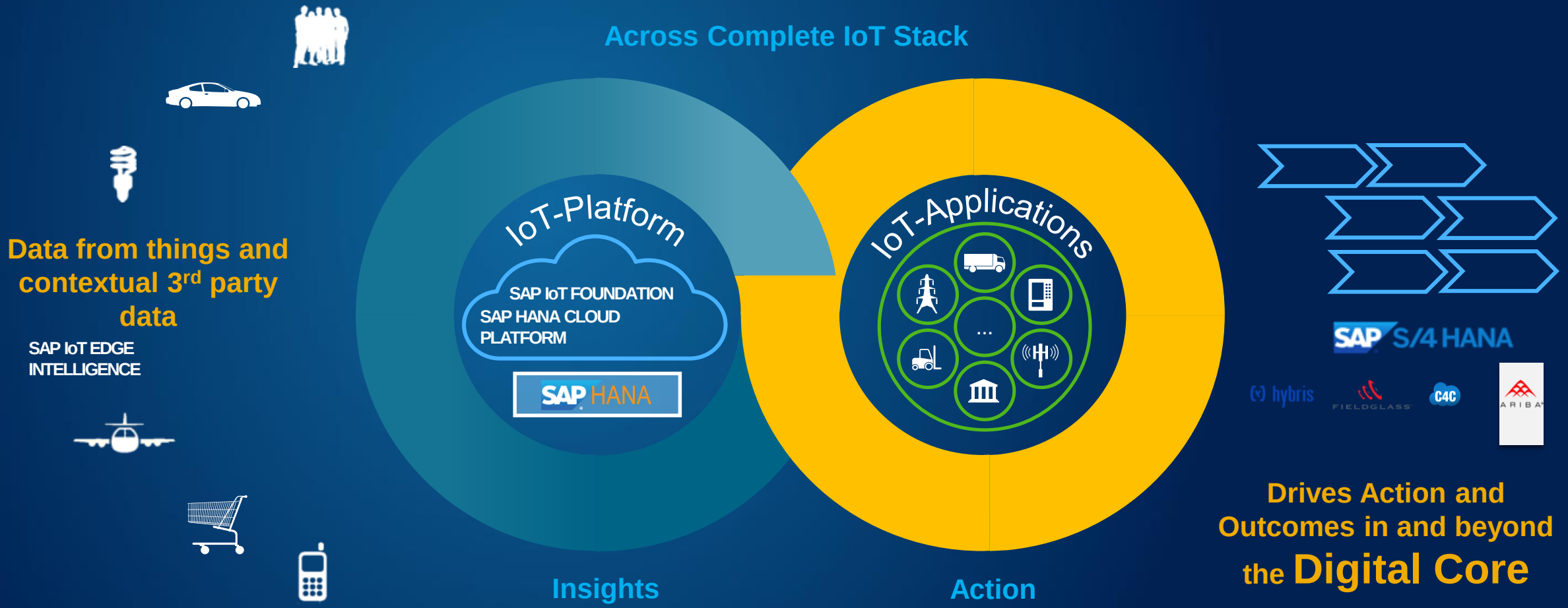
SAP's Vision for the Internet of Things – THINGS to OUTCOMES



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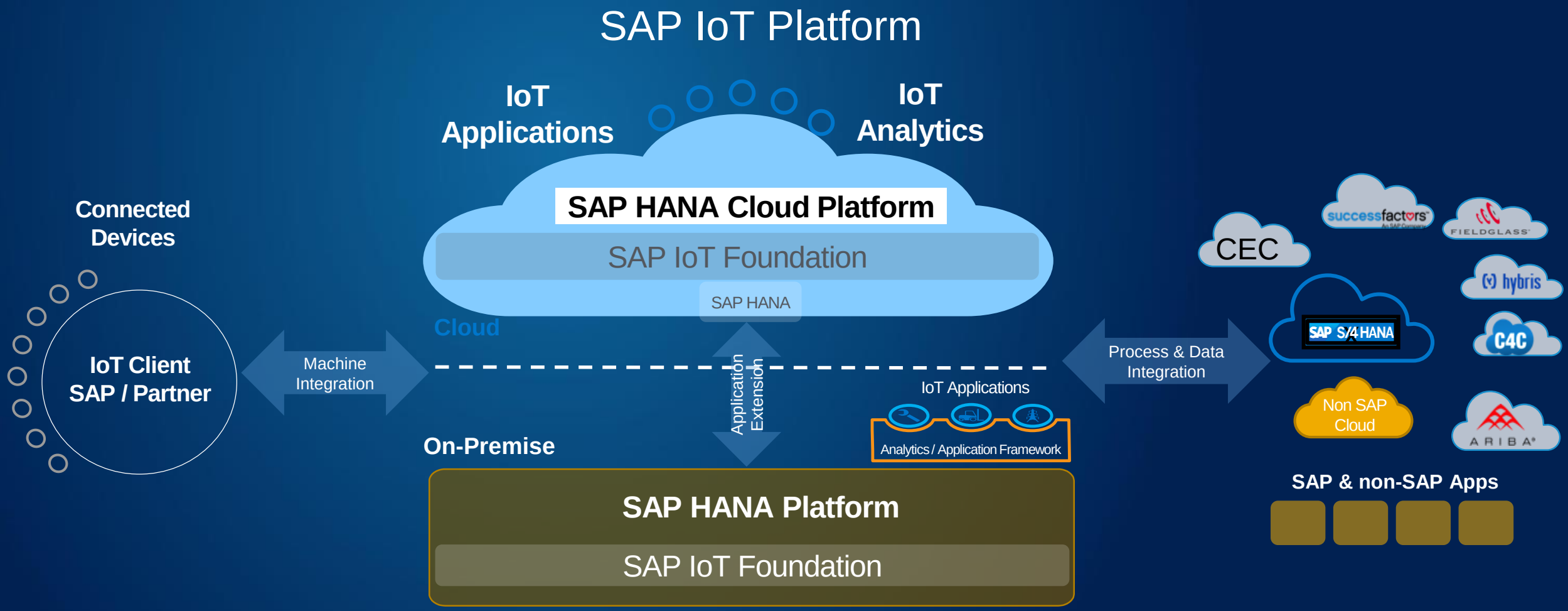
SAP offers both: Cloud and On-Premise options



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Already today SAP offers ready-to-deploy solutions for customers' key IoT challenges

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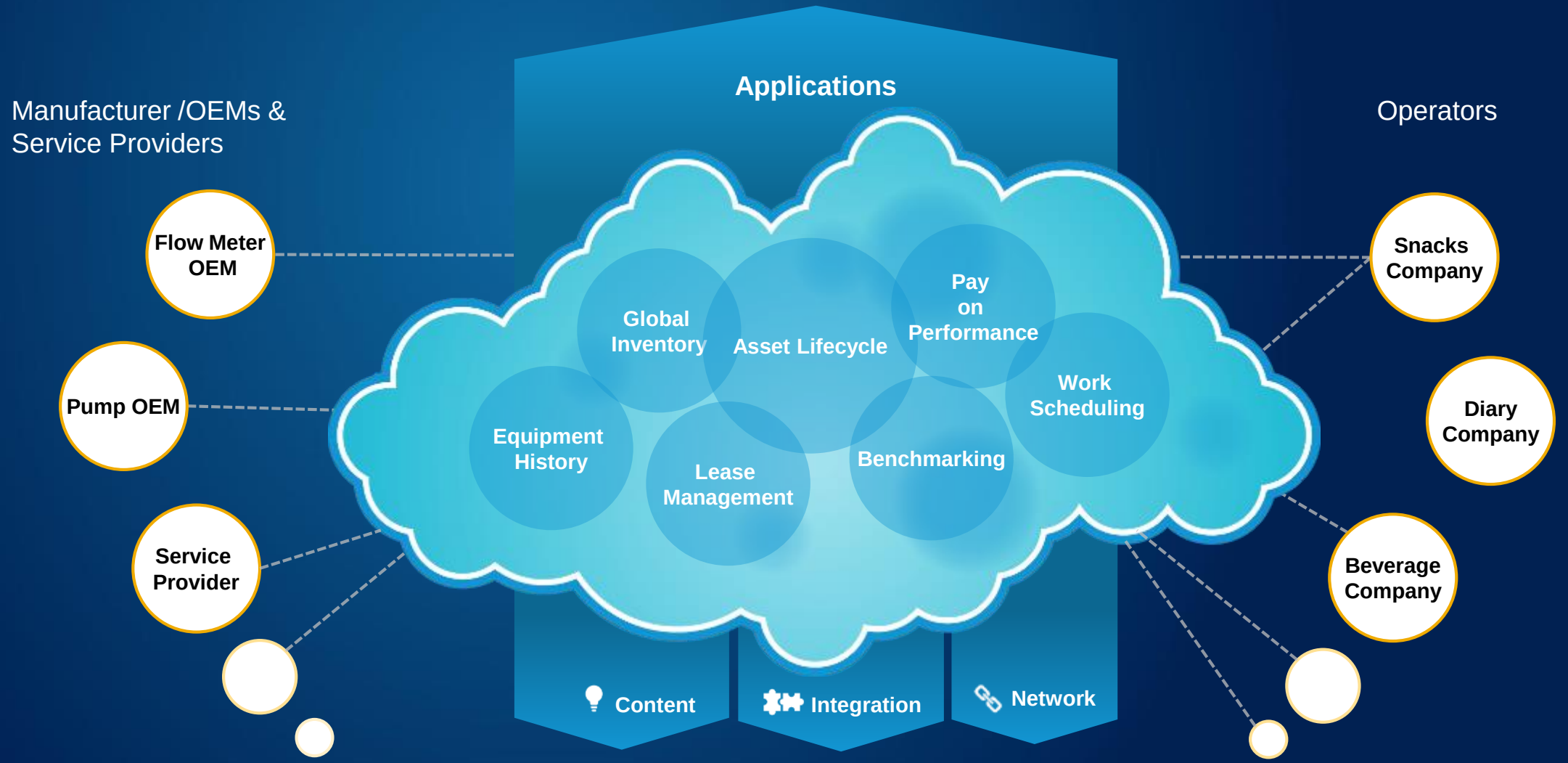
Asset Intelligence Network



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Demo

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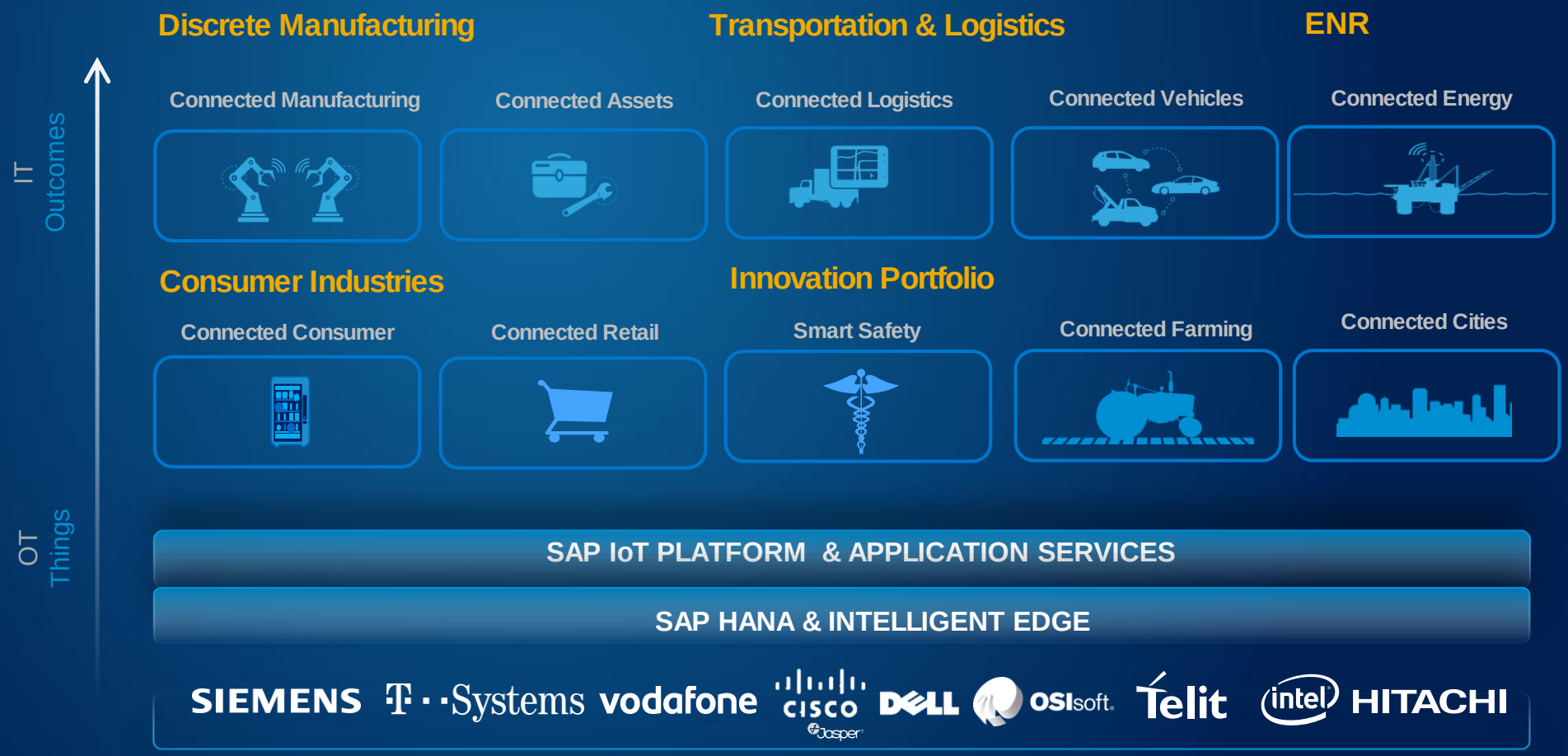
End-to-End Connected Solutions across Industries



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Context of current IT infrastructure and IoT

Future may require ‘IoT Platform’ as System of Analysis, Insight and Prediction

Technical IoT Integration into System of Analysis, Insight & Prediction

Asset Intelligence Network

Connected Energy

Connected X

Networked Logistics Hubs

Vehicles Insights

SAP IOT FOUNDATION

IoT Integration Services | HANA Cloud Integration | HANA Cloud Connector | IoT App Services | IoT Analytics

SAP HANA CLOUD PLATFORM

Edge

Technical integration

Gateway

Moving Asset

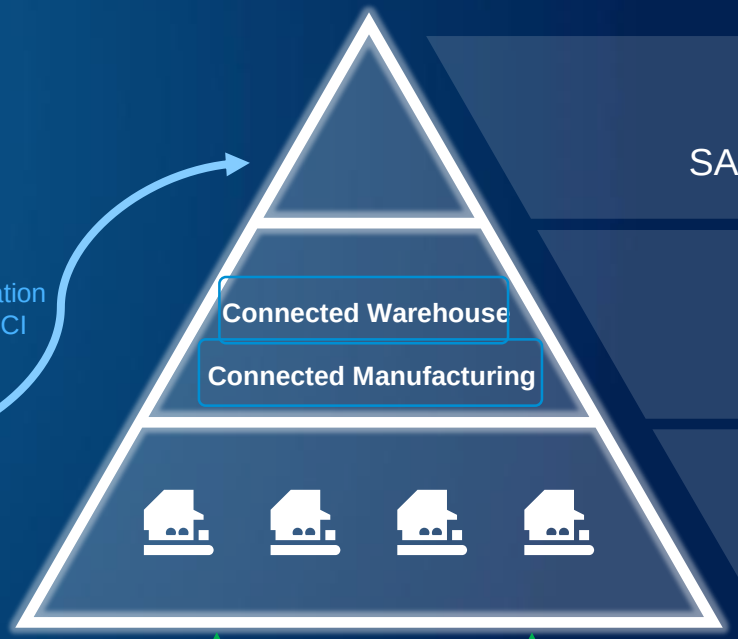
Fixed Asset

High Volume / Low Value

Spaces

Technical IoT Integration PLUS Business Integration into System of Record – MES Scenario

Integration via HCI



S/4 HANA or

SAP ERP, PLM, APO

SAP Manufacturing Execution Suite (ME, MII; PCo)

Machine Layer

Business integration

Warehouse

Factory

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SAP has a strong set of partnership related to Internet of Things

Selected Partnerships

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SAP is driving standards relating to the Internet of Things

Selected Memberships

industrial internet® CONSORTIUM

ITU

W3C®

openstack

BITKOM

OASIS
Advancing open standards for the information society

OPC FOUNDATION
The Interoperability Standard for Industrial Automation™

CLOUD FOUNDRY™ COMMUNITY

oneM2M

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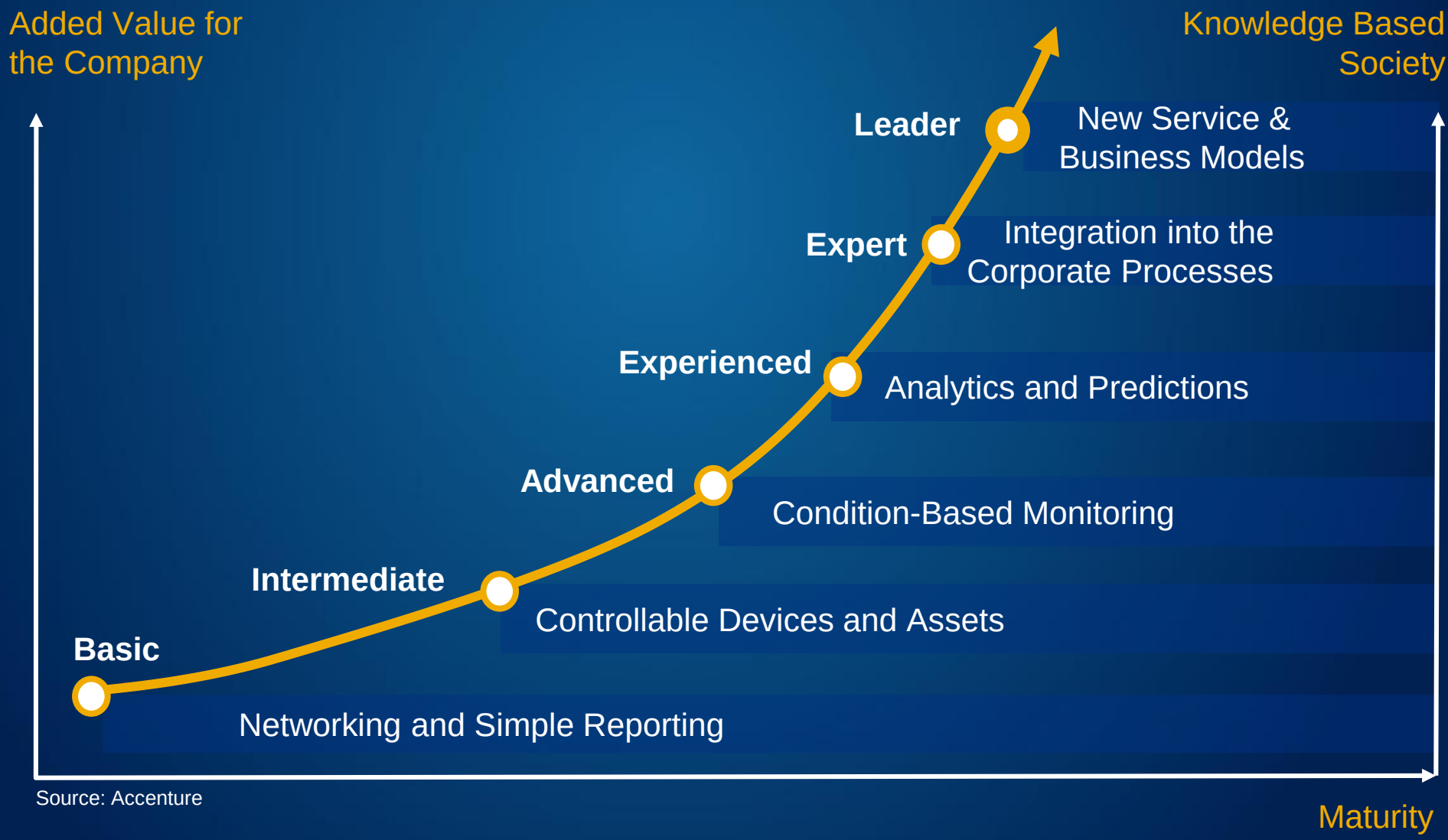
“Data is the fuel of the 21st century.”

Be realistic about your capabilities ….



Supporting Technologies:

- Big Data
- Internet of Things
- Cloud
- Mobile
- Analytics
- Integration

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Call to Action for the Internet of Things …

Identify areas where IoT brings highest value

Look at the E2E vision cross areas in your company

Leverage existing Infrastructure

You can start SMALL, think BIG and start NOW!

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Thank you

SAP Executive Summit
Internet of Things