Run Better, Faster With Cloud Solutions

From

SAP + SuccessFactors
SAP is uniquely positioned to unlock the value of the Cloud

… by combining SAP’s traditional strengths with SuccessFactor’s DNA

• Enterprise depth
• End to end business process expertise
• Technology expertise
• Developer bench strength

• Complete focus on customer success
• Experience building solutions that touch everyone in the Cloud
• Solutions that work the way people do
• Fast pace of innovation

Three Key Trends Shaping The Future

Devices Expand
- 1 billion+ connect to the internet on non-PC platforms today
- 7x more mobile internet than broadband

Data Expand
- Data doubles every 18 months
- 72% of all workers agree it is easier to locate “knowledge” on the Web that IT systems

Decision Points Expand
- Growth in corporate applications accessed from smart phones went up by 43%
- 60% of Fortune 1000 will deploy collaboration tools by 2013
SAP + SuccessFactors provides what customers seek with Cloud Solutions

Reach
People Centric

Always On
Mobile

Insight
Analytics

Agility
Platform, fast

Complete
Integrated

Collaborative
Network

Real Time
Elastic, Secure

Orchestrated
SAP Cloud Focus Areas

- People
- Customers
- Suppliers
- Money

Evolution of Enterprise Software

1st Generation Cloud

- **Purpose**: Automation of Transactions
- **Need**: Efficient transaction engine in Cloud
- **Benefits**: Cost, Speed
HR is increasingly essential to business execution

- 95% of the workforce does not understand the company strategy and goals
  - Norton & Kaplan

- 84% of companies aren’t using their workforce to its full potential
  - Saratoga Institute

- 50% of the average workforce’s capacity is wasted on non-productive work
  - Corporate Strategy Board Research: Measures that Matter

The workforce represents 40 – 60% of operating expenses
What If You Could See The Bigger Picture…

Understand your organization's revenue per employee across different lines of business?
Compare ROI on Human Capital with working capital, invested capital, or plant & equipment?
Understand the causes and costs of voluntary turnover among critical roles & top performers?
Compare the strength and productivity of your workforce with that of your competitors?
Find consistent patterns in what top performers do differently than lower performers?
Measure the effectiveness and speed with which projects are completed?
Predict how your workforce will need to evolve in order to meet specific business goals?

Customers Choose SFSF For Business Execution

5.5% increase in time spent on strategic priorities
1–8+ weeks Faster communication of strategy
4.9% Increase in high performers
13.8% Decrease in low performers
15.2% Decrease in turnover
17% Increase in people getting the right training
13.7% Increase in internal job fill rate
14% Increase in project completion
5.4% High-end increase in productivity

Source: Top 3 Strategy Consulting firm survey of CxO’s at 500+ SuccessFactors Customers

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Is the Cloud right for me?

But Does The Cloud Make Sense For Me?

Security
- Cost associated with security breach
- Data segmentation
- Data privacy
- Business continuity

Scalability
- Can the system meet demands?
- Performance loss at peak utilization
- Ability to meet future growth
- Cost of expansion

Integration
- Poor integration = failed project
- Ability to leverage existing data stores
- Capacity for integration project
- Alignment to integration strategy

Extensibility
- Configurability & Customization
- Application flexibility
- Time & resource constraints
- Upgrade impacts

Will I lose my job?! Will I lose control?!
• End-To-End Security: ISO 27002, Auditing, Monitoring, Accountability
• SSAE 16 SOC 2 across ALL products
• Global data protection and privacy compliance
• Ongoing application, PCI-DSS, and infrastructure penetration testing
• Active contributor to cloud security standards
- Supports 3500+ Customers, and over 15M users running on Fraction of Hardware Compared to Other SaaS Providers
- Largest deployment: 2M users
- Global platform: 34 languages, 168 countries
- Ability To Support Growth of any Organization
- Excess Capacity to Handle Peak Loads without Sacrificing Performance
- Industry Leading Load Balancing and Failover – No Single Point of Failure
SuccessFactors BizX Platform

- Build on Web - deploy anywhere
- Any combination of application Integrations
- Enterprise-class capability, security, & scalability
- Get Integrations up and running in weeks not months
- Reuse Data Integration Maps & Pre-built Connectors
- Unlimited access to SFSF library of pre-built integrations

SuccessFactors BizX Platform

- Security
- Scalability
- Integration
- Extensibility

SuccessFactors BizX Platform

Metadata Framework
One set of objects driven by Metadata
Advantages of the Metadata Framework

• Consistency: 100% consistent UI’s, look & feel, across entire suite
• Quality: Significantly smaller code base means fewer bugs
• Pace of innovation: code re-use, rapid roll out of new features across the entire suite
• Extensions: Extend and customize our applications to meet their specific needs
Customers - SAP Sales OnDemand

- SAP Sales OnDemand is focused on the success of the sales representative

The solution is designed for -

- Information
  - Giving sales reps relevant customer and contextual information
- Collaboration
  - Support team selling required to win deals
- Prediction
  - Accurate pipeline forecasts
- Motivation
  - Best HR practices to motivate your sales team

Customers - SAP Social Media Analytics

Driving brand value combining social and execution data

SAP Social Media Analytics
SAP Customer Engagement OnDemand

Listen to Social Media  Analyze with Enterprise Information  Drive value with actionable insight

Protect, Promote and Expand Your Brand Value
SAP II from Crossgate powering the enterprise value chain

Connect Easily
Self Register/Sell On-board
Connect Once

Transact Simply
Execute in Real-time
Complete Visibility

Collaborate Efficiently
Proactive resolution of exceptions
Community interaction for rapid execution

SAP Information Interchange from Crossgate
Enabling The Agile Value Chain
Real-Time Execution, Visibility and Insights

Suppliers - SAP Sourcing On Demand
Enabling the Procurement Network

“Kerry Group realized almost immediate value with SAP Sourcing OnDemand, given the implementation time of less than four weeks.”

- Easy to use:
  Intuitive, complete sourcing and contract management

- Transactions “your way”:
  Suppliers join the network once and configure preferences

- Secure and Hybrid:
  Across cloud and on-premise, standard integration for realized savings results

Nearly 1000 customers already gaining value!
Suppliers - What is SAP Supplier InfoNet?

Cloud-based information network that enables companies to minimize supply chain disruptions and drive stronger supplier performance across their multi-tier supplier network

- Receive and respond to real-time alerts and predictions impacting the supply base before they occur
- Compare supplier performance relative to how they perform for others in your industry
- Gain instant insights into the operational health of the n-tier supplier network
- Save time and cost managing the supply base by using a secure cloud-based service

Money - SAP Financials OnDemand

SAP Financials OnDemand provide you with SAP best practices in the management of your financials

Our solution provides key capabilities in -

- Core Accounting & Control
  - Streamline tasks such as closings via a central cockpit
- Compliance Management
  - Ensure compliance with reporting, regulations & legal requirements
- Prediction
  - Real time access to data you need to keep your finger on the pulse of your business
SAP Cloud Suites

- The most complete suite in the cloud
- Designed to meet the end to end software infrastructure for:
  - LE subsidiaries
  - ME companies

- Suite OnDemand for the SME space – offered by partners

The SAP Cloud Difference

1. Our solutions are “loosely coupled” - they can be consumed as you require, at your own speed - to meet your specific business needs
The SAP Cloud Difference

2. All SAP cloud solutions will leverage and extend your existing on premise investments, with a focus on end to end process management

Money → People → Customers → Suppliers

One Cloud Platform, Social, Mobile, Big Data

On Premise Investments

The SAP Cloud Difference

3. Our solutions offer consumer-grade user experience and are people centric
The SAP Cloud Difference

4. Only SAP combines:

- Application leadership + Mobility = 
  - Open +1 platform

- Analytics + Cloud = competitive advantage for customers and partners

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Accelerating Our Ability To Deliver

10+ years experience in the cloud, delivering enterprise-class SaaS
40 years of business software and solutions experience & expertise

Accelerated delivery of cloud-based business applications
Innovative new, cross-functional business solutions
Thank You!