

# Is your Distribution company ready for Digital Transformation?

## Business models



Expand beyond traditional boundaries

- Value-added services
- Real-time distribution
- Infinite inventory

## Business processes



Operate proactively and driven by insight

- Business networks
- Predictive analytics
- Detail-driven customer engagement

## Workforce productivity



Allocate people and work for optional engagement

- Digital business processes
- Predictive, self-guided learning
- Interactive technologies

## Five trends that are changing the world for distribution companies



### HYPERCONNECTIVITY

In a digital economy, we are witnessing an explosion in connections at the business, individual, and machine level, enabling new insights and agile business processes across the complete value chain.



### SUPER COMPUTING

In-memory computing enables managers to make informed decisions based on real-time information, identifying challenges and solving them before they become a problem.



### CLOUD COMPUTING

Cloud computing and hybrid deployment models accelerate time to value, drive higher adoption of new technologies, and connect value chains in real time.



### SMARTER WORLD

Robots, artificial intelligence, and smarter products reshape value chains and enable new business models. Drones enable not only a different delivery method, but also completely new service and maintenance models.



### CYBER SECURITY

Several recent high-profile and massive data breaches have made securing customer and financial data a top priority for CIOs. Technology and proper governance are required for all data, interactions, identities, and business partners – any vulnerability could lead to catastrophe.



## Why SAP?

BUSINESS DIGITIZATION IS A NATURAL NEXT STEP FOR THE **#1 BUSINESS APPLICATION COMPANY**

It took years of innovation, strategic investment, and the forging of new strategic relationships to build the end-to-end digital business platform.

### Vision

Help the world run better and improve people's lives

### Mission

Help our customers run at their best

### Strategy

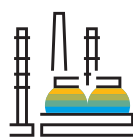
Become the cloud company powered by SAP HANA

### GLOBAL PRESENCE AND RELEVANCE



- **75K employees** representing 120 nationalities
- **295K customers**
- SAP operates in **191 countries**

### INDUSTRY AND LOB FOCUS



- Over **100 Industry Solutions for SMB's**
- Trusted by **60,000+ SAP Business One Customers**
- **75% of the world's transactions** run on SAP systems

### DIGITAL ECONOMY - READY



- **80 million** business cloud users
- **1.9 million connected** businesses
- **\$800 billion+** in B2B commerce
- **97%+** of mobile devices connected with SAP messaging

### INNOVATION LEADER



- 2012 **SAP Business One, version for SAP HANA** launched
- 2013 **SAP Business One Cloud** launched
- 2016 **SAP Business One 9.2** was the fastest adopted version ever