



Do what matters

Enhancing SAP with Power Platform

People-first solutions to get more
from your SAP investments

Challenges and the value of low-code

Digital Transformation Challenges



Business climate is putting pressure on budgets and capital spend



Customers and users expect more at an **accelerating pace**



Incremental, agile initiatives are favored over **large-scale implementations**



Increased collaboration and productivity is required



Untapped value locked within **SAP investments**



Data security requirements drive the need for **comprehensive governance**



Embracing low-code transformation



Low-code platforms enable a **visual approach** to building apps and workflows.



Lower the technical barrier to solving business challenges with technology.



Reduce the time and effort spent wrangling your data and gather AI-driven insights to make confident decisions.



Bridge the gap between IT, pro dev, and the business, driving a collaborative approach to problem solving.

Microsoft is best positioned for low-code transformation



Enterprise reliability via 100+ data centers and Microsoft's global network edge



Most complete and integrated solutions and experiences powered by persistent, AI-fueled insights



Compliance leadership with standards and commitments including ISO 27001, FedRamp, and EU model clauses



Industry leader in low-code development platforms according to leading analyst reports from Forrester and Gartner



Hyper-scale infrastructure to enable innovations at scale while maintaining governance, security, and quality standards



One single enterprise-level customer support network for all your workloads for optimized operations and cross-functional teams

Low-code for SAP

Get more from SAP investments

Unlock the full value of SAP with Microsoft's low-code tools and Avanade's industry expertise, bringing the best of SAP and Power Platform together



Do more with less

- Faster time to value with low-code
- Increase collaboration around SAP's data with native M365 integrations (Office, Teams)
- Clear backlogs and better serve the business by offloading collaborative apps to low-code



SAP Compliant by Design

- Avanade's SAP integration approach is designed to align with SAP's licensing rules
- Our pre-built integration patterns make leveraging the full capabilities of Power Platform seamless



Reduce Costs

- Lower complexity in primary business processes with always-on, end-to-end automations
- Leverage lower cost, more abundant resources to scale beyond SAP

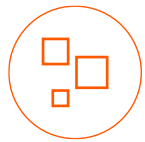
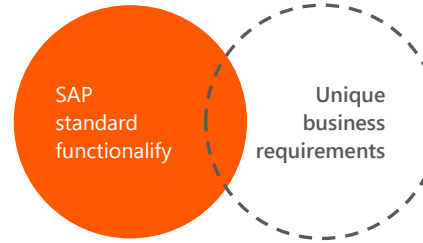


Safe Citizen Development

- Comprehensive platform governance reduces risk when enabling business users to build apps & automations
- Unlock organizational capabilities

Unlock new business value through seamless and secure collaboration in the flow of work

Power Platform and SAP



Versatile UI apps

- UI focused on ease of use and productivity
- Multidevice oriented: mobile, web, teams, portals.
- Governance, Security and Monitoring .



M365/Teams/X integration

- Full Integration with M365 and Teams
- Connecting with other 3rd parties and different data sources via Power Platform connectors (800+)



AI, IOT, Mixed Reality

- Unrivalled low-code AI capabilities including Cognitive Services, Azure ML and IoT, Bot Framework and AI Builder



End to End Automation

- Always on, end-to-end automation with RPA, DPA, AI and Process Mining in Power Automate
- Centralized management of workloads across systems



Analytics @ scale

- Powerful business intelligence with Power BI
- Enterprise analytics, insights, and reporting using across SAP and non-SAP workloads

Introducing Power Platform

Everyone's platform for transformation



No Code

Drag and drop experiences that are like PowerPoint



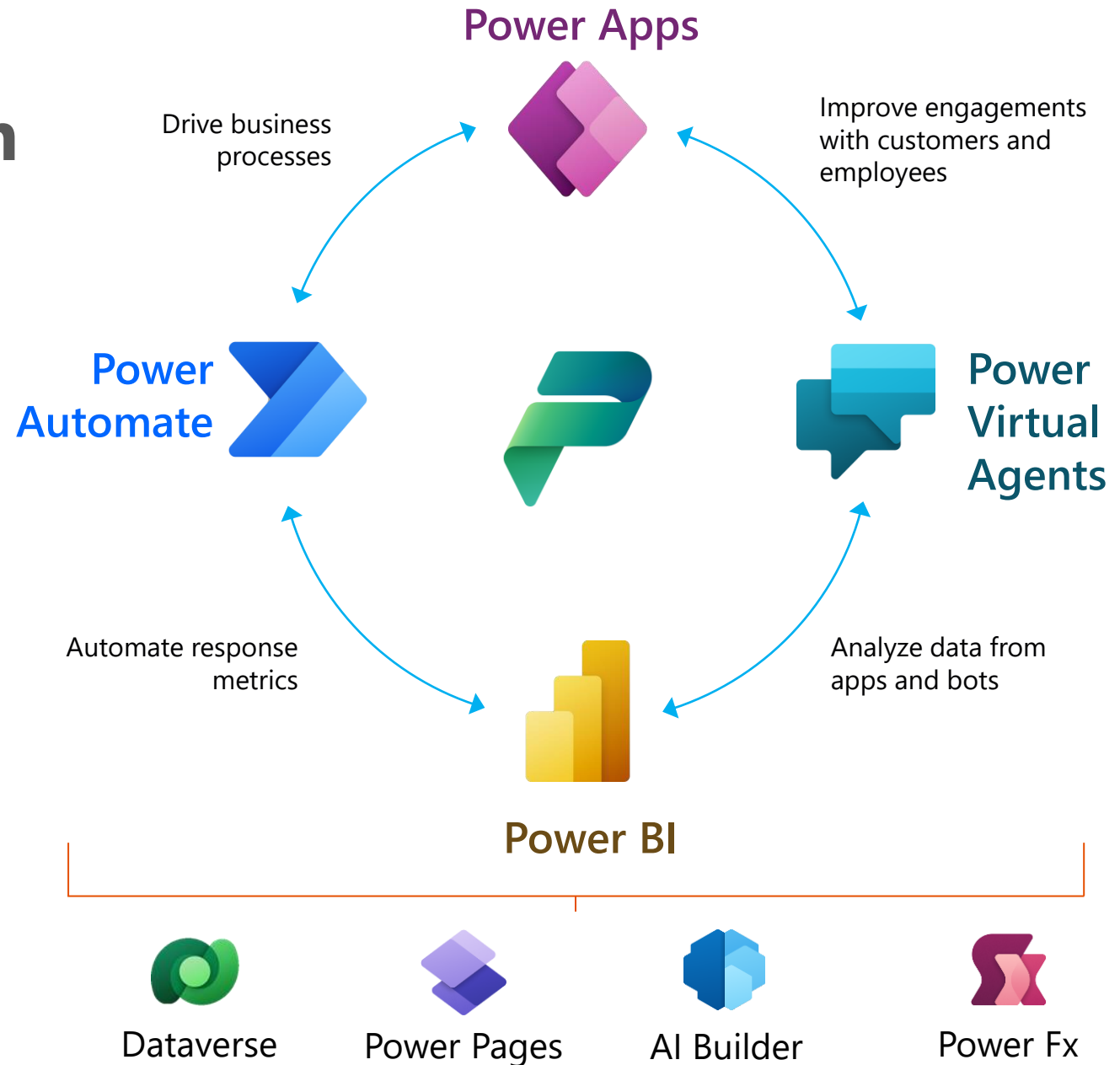
Low Code

Drag and drop plus Excel-like formulas for functionality



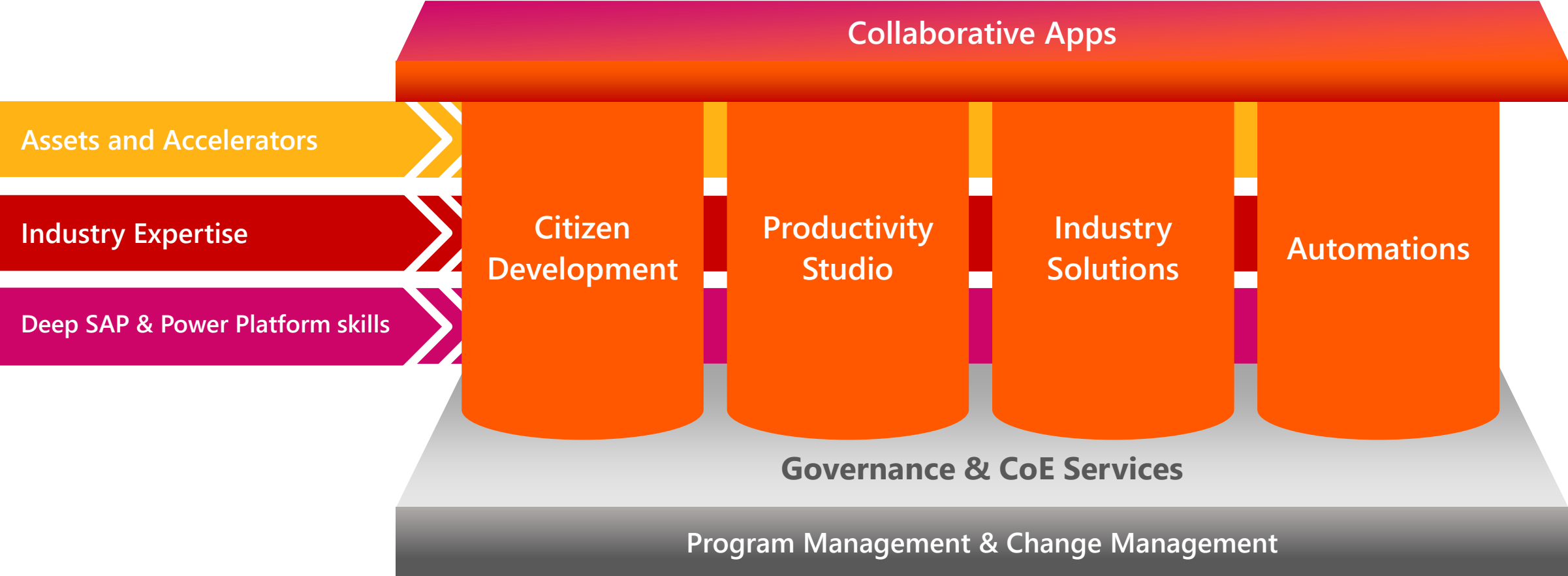
Code First

Professional development and extensibility across Microsoft



Avanade's Comprehensive Power Platform Offerings

4 pillars to unlocking full value



Enhance and protect SAP Data

Protect your SAP data

ENHANCE / OPTIMIZE



Interact

SAP data via low-code apps (i.e., Frontline support)



Automate

SAP Integrations, Business processes, RPA (Order Processing)



Analyze

Reporting, Dashboards, DataFlows, AutoML



Assist

SAP-connected bot and chat experiences (Customer Service)



PROTECT



Govern

DLP Policies



Control

Azure AD







Monitor

Power Platform admin Center

Sample Use Cases

SAP and Power Platform Use Cases (Industries samples)

Energy	Financial Services	Manufacturing	Retail
 Service Desk  Approval Scenario  Scheduling	 Project Management  Approval Scenario  Budget Management	 Inspection and Audits  Approval Scenario  Shift Management	 Inspection and Audits  Approval Scenario  Scheduling
 Field Services  AI-document Processing  Network Performance	 Loan Services  Compliance Management  Processing Claims	 Communication  Quality Control  Tracking Production	 Asset Management  Quality Control  In-store Management
 Facility Management  Hiring & Onboarding  3D / Mixed Reality	 AI-document Processing  Hiring & Onboarding  Client Relations	 Context IQ Scenarios  ESG Reporting  AI-document Processing	 Facility Management  Hiring & Onboarding  Supply Tracking
 Client Relations  ESG Reporting  Control Tower	 Resource Management  Reporting Automation  Intelligent Chatbots	 Onboarding Employees  Forecasting Supplies  Control Tower	 Product Placement  ESG Reporting  Forecasting

Automate Email to Purchase Order

Order processing from Email

Scenario

- Purchase Order is managed with emails and telephone calls
- Involves receiving incoming orders via email in various formats
- Relies on human action to read data and type into SAP which introduces potential inefficiency and errors

Solution

- Automate the process capturing data automatically from documents attached and using automated workflows and approvals
- Faster end to end order processing with fewer errors – improved customer experience
- Process Automation with AI (Power Automate, AI Builder)
- Vendors can access their POs via Power Pages
- Procurement Agents can query and supervise POs using Power Apps, BOT, and Teams



AI-document
Processing



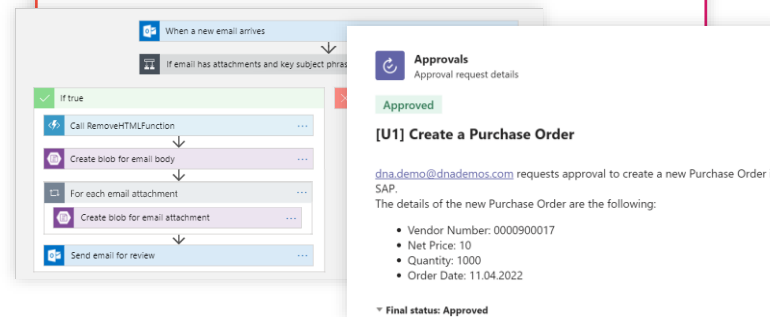
Approval
Scenario



Reporting
Automation



Intelligent
Chatbots



Approvals
Approval request details

Approved

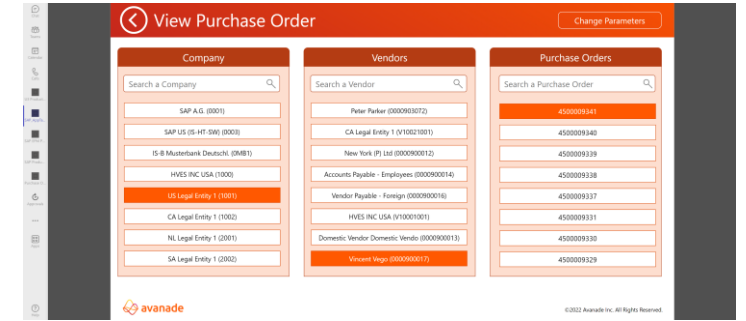
[U1] Create a Purchase Order

dna.demo@dnademos.com requests approval to create a new Purchase Order in SAP.

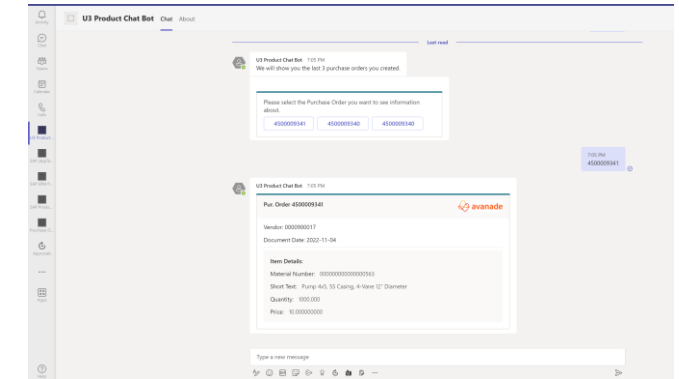
The details of the new Purchase Order are the following:

- Vendor Number: 0000900017
- Net Price: 10
- Quantity: 1000
- Order Date: 11.04.2022

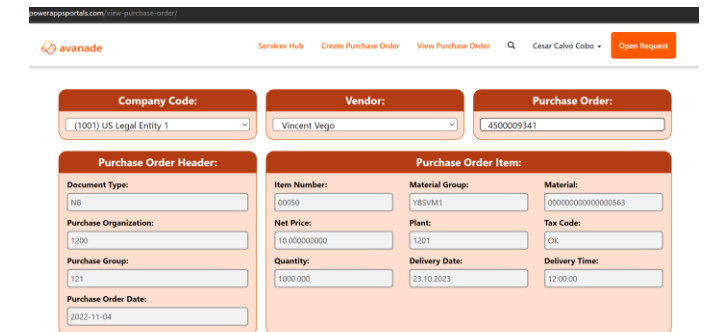
Final status: **Approved**



Tablet / Mobile / Teams



ChatBot



Portal

Complex Purchase Orders or Claims with Collaborative Apps

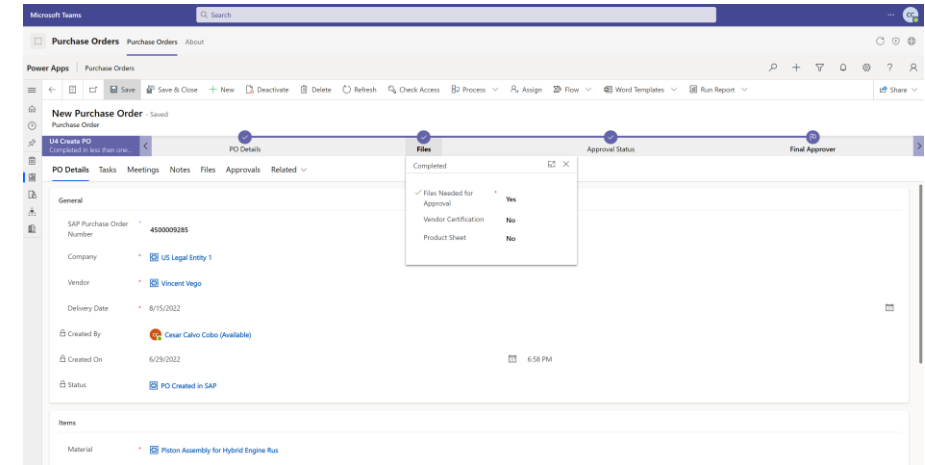
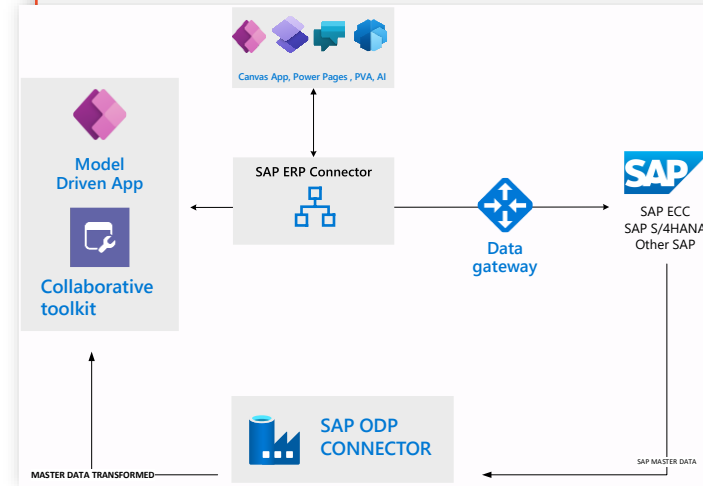
Complex Purchase Orders or Claims

Scenario

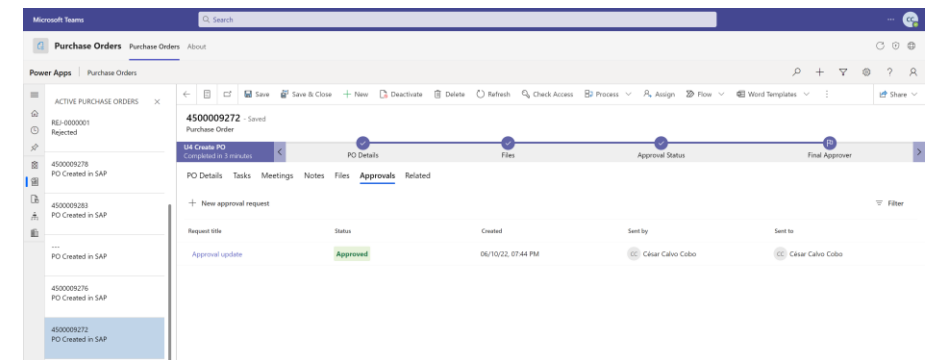
- Dealing with Complex Purchase Orders or Claims (Amounts over limits, vendors not approved, articles not in catalogue...)
- Tasks, meetings, files related to purchase orders issues are managed separately and with no link or traceability to the record
- Introduces siloes and untraceable communications (emails , calls, approvals)

Solution

- Business Process Flow guiding employees through complete process and requirements
- All related actions and approvals in a single view
- Removing Siloes and improving efficiency using collaborative controls and model driven app



Teams App with Business Process Flow



Files, Approvals , Meetings , Tasks in a single pane of glass

New Products creation in catalogue

Product catalogue

Scenario

- New products from suppliers are sent via email or updated in supplier's catalogue
- Involves receiving new products via email in various formats, and calls to clarify and approval processes
- Relies on human action to read data and type into SAP which introduces potential inefficiency and errors

Solution

- Create products automatically from documents received, from application in Teams or bot
- New products have better tracking throughout the process
- Suppliers can access their catalogue via Power Pages
- Procurement Agents can query and supervise products using Power Apps, BOT, and Teams



AI-document
Processing




Approval
Scenario




Compliance
Management

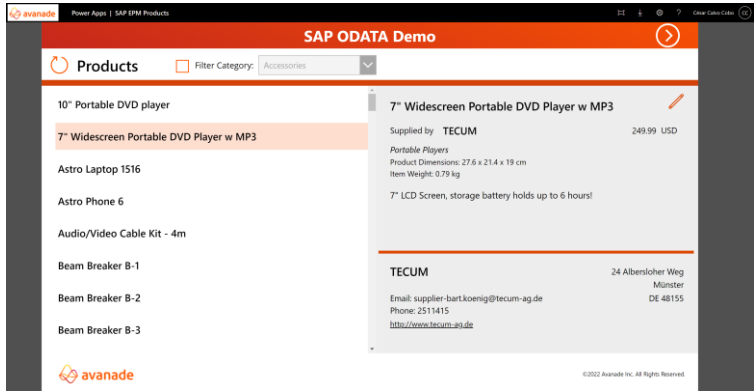


Intelligent
Chatbots

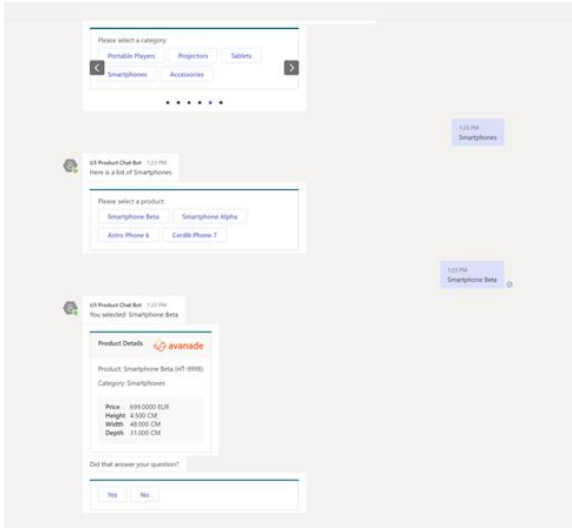


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Mobile/Teams application to query and create new products



AI/ Chatbot to query or create new products

Business Partners creation and validation processes

Creation of new business partner

Scenario

- New Business Partners need to send data and SAP user fulfils transaction in SAP
- Involves receiving data via email in various formats, approval processes and usage of different systems to validate
- Relies on human action to read data and type into SAP which introduces potential inefficiency and errors



Resource Management



Approval Scenario



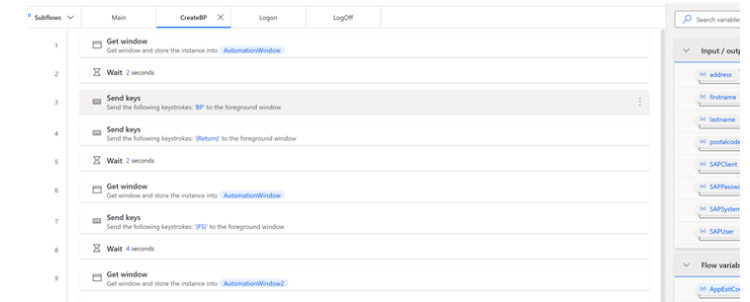
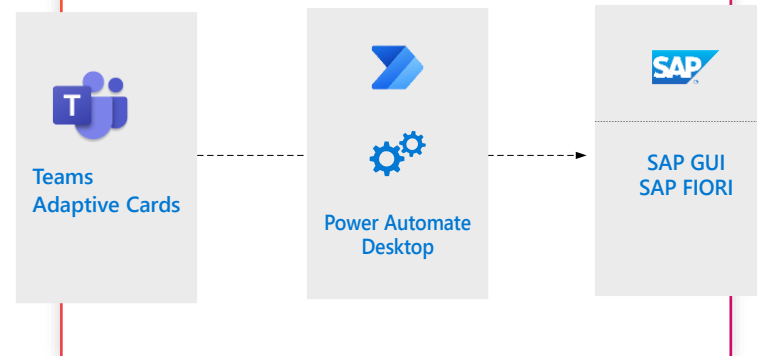
Compliance Management



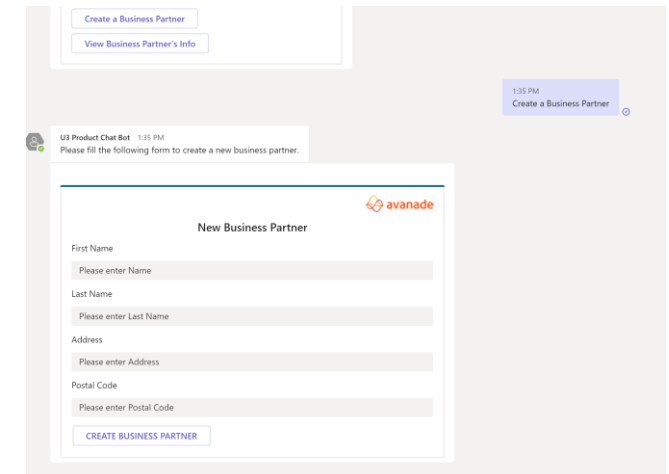
Client Relations

Solution

- Automate creation through Bots and adaptive cards, Teams app, AI
- Process improves tracking and efficiency – all actions related can be audited and involve external validations systems
- Complex processes can leverage collaborative tools and orchestration of validation processes
- Business partners can access and modify their data through Power Pages or different systems



Automate actions through RPA and flows



Interface via Teams and chatbot (adaptive cards)

External CRM data update (Salesforce, Dynamics) from SAP

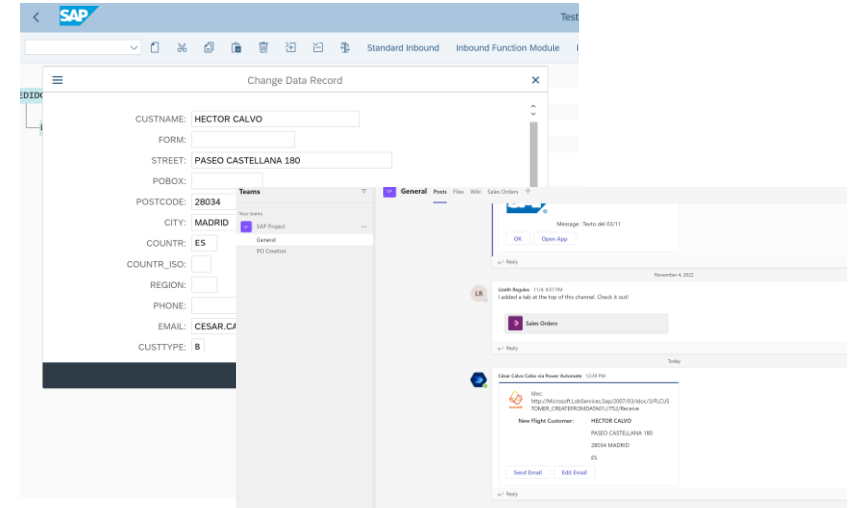
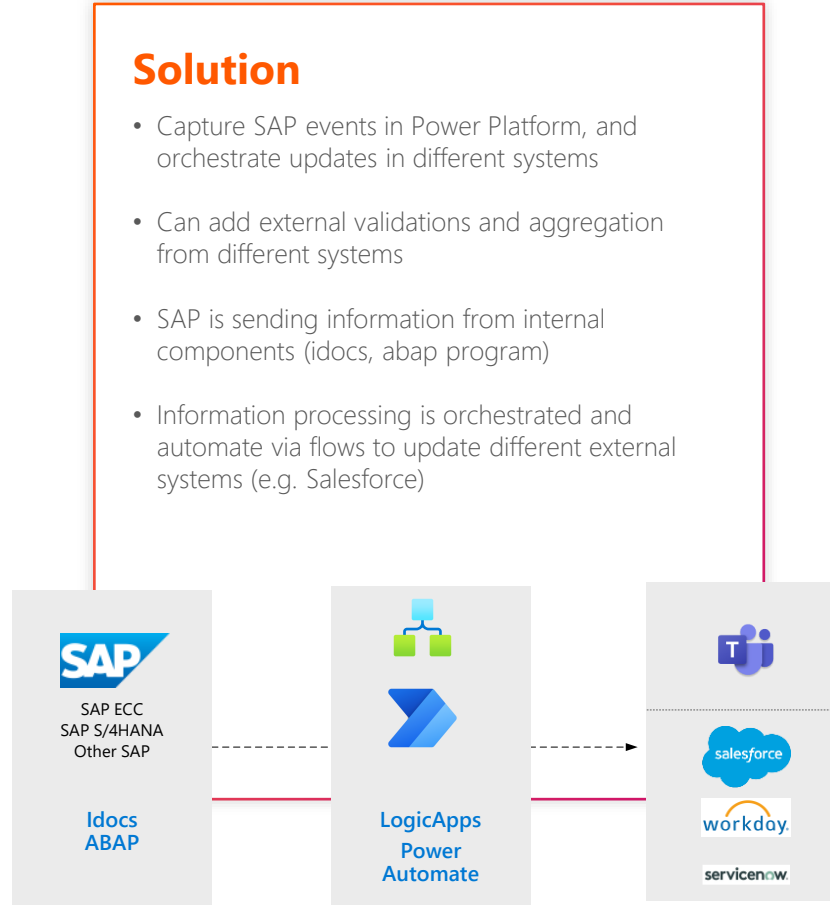
External system update

Scenario

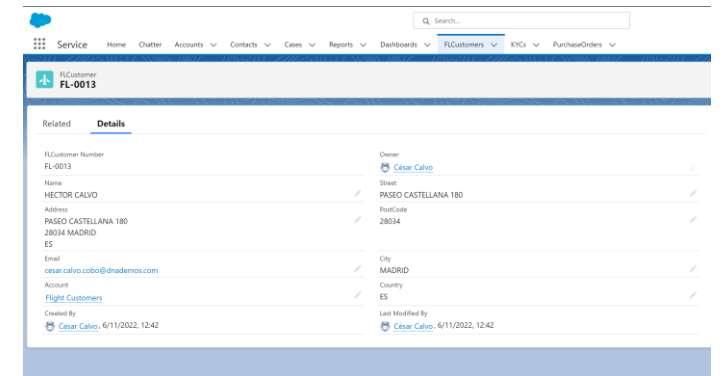
- Creation of new records in SAP creates the need to update external systems (CRM, Marketing Tools, Databases)
- Involves copying data in external system or send an email with data to the person in charge
- Relies on human action to read data and type into the external system which introduces potential inefficiency and errors

Solution

- Capture SAP events in Power Platform, and orchestrate updates in different systems
- Can add external validations and aggregation from different systems
- SAP is sending information from internal components (idocs, abap program)
- Information processing is orchestrated and automate via flows to update different external systems (e.g. Salesforce)



Information is sent from SAP Idocs or ABAP program and captured and presented in Teams



Curated and enriched data is sent to external systems like Salesforce, Dynamics, etc.

Purchase Orders Filter and batch update with Power BI

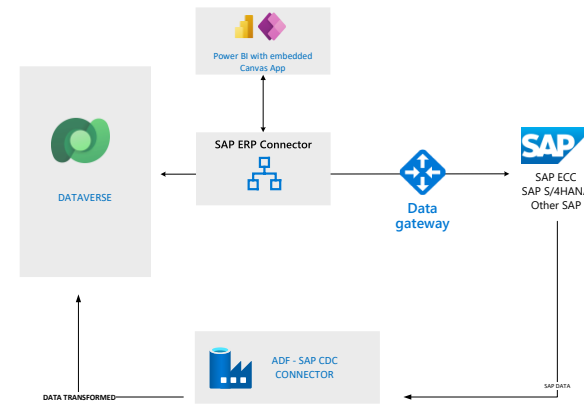
Batch update of PO

Scenario

- New business rules allow to apply price changes to groups of Purchase Orders that follow certain criteria (supplier, units amount, warehouse...)
- Involves updating information of a group of purchase orders based on certain criteria
- Relies on human action to search the specified purchase orders one by one

Solution

- Use Power BI to get insights and filter information, in combination with Power Apps, and aggregating information from different datasources
- Batch operations can be automatically performed with versatile interface
- Power BI can be integrated in Teams and portals



Purchase Orders

Vendor Name: All | Purchase Order Cost: 5.00 | 456,700.00 | Quantity: 1.00 | 4,567.00 | Delivery Date: 1/5/2021 | 6/11/2022

Item Number	Purchase Order Number	Material Description	Net Cost	Purchase Order Cost
00020	4500009184	wafer raw	5.00	Net Cost: \$4,000 Purchase Order: 4500009184
00010	4500009204	Pump 4x5, SS Casing, 4-Vane 12" Diameter	9.00	Net Cost: \$5 Purchase Order: 4500009184
00010	4500009205	Pump 4x5, SS Casing, 4-Vane 12" Diameter	9.00	Net Cost: \$10 Purchase Order: 4500009185
00010	4500009206	Pump 4x5, SS Casing, 4-Vane 12" Diameter	9.00	Net Cost: \$120 Purchase Order: 4500009186
00010	4500009207	Pump 4x5, SS Casing, 4-Vane 12" Diameter	9.00	Net Cost: \$100 Purchase Order: 4500009186
00020	4500009207	Pump 4x5, SS Casing, 4-Vane 12" Diameter	9.00	Net Cost: \$10 Purchase Order: 4500009187

Power BI presents data from SAP and filter criteria can be applied

Vendor Name: Vincent Vego | Purchase Order Cost: 1,283.00 | 1,796.00 | Quantity: 140.00 | 230.00 | Delivery Date: 2/20/2022 | 12/30/2022

Item Number	Purchase Order Number	Material Description	Net Cost	Update Purchase Order
00010	4500009238	Pump 4x5, SS Casing, 4-Vane 12" Diameter	1,283.00	Net Cost: \$1,625 Purchase Order: 4500009211
00050	4500009282	Pump 4x5, SS Casing, 4-Vane 12" Diameter	1,283.00	Net Cost: \$1,706 Purchase Order: 4500009232
00050	4500009275	Pump 4x5, SS Casing, 4-Vane 12" Diameter	1,326.00	Net Cost: \$1,219 Purchase Order: 4500009238
00010	4500009281	Pump 4x5, SS Casing, 4-Vane 12" Diameter	1,419.00	Net Cost: \$1,260 Purchase Order: 4500009275
00010	4500009211	Pump 4x5, SS Casing, 4-Vane 12" Diameter	1,710.00	Discount Percentage: 5% 10% 15% 20%
00010	4500009232	Pump 4x5, SS Casing, 4-Vane 12" Diameter	1,796.00	

CANCEL UPDATE







Embedded Application can interact with selected data – e.g. applying batch discounts-

With Avanade

A Unique Partnership

As the #1 Microsoft strategic partner

we unlock the value of cloud and drive transformative business outcomes at speed and scale for our clients

 <p>20+ Years Accenture, Avanade & Microsoft Have teamed together</p>	 <p>35K Projects delivered</p>	<p>10 Industries Retail, CPG, Health, Banking, Public, Automotive, CMT, Energy, Utilities and CMT</p>
 <p>5K+ Power Platform Specialists</p>	 <p>100K Microsoft-skilled resources</p>	<p>300+ Platforms, Assets and Accelerators</p>
 <p>20+ In this many Industries</p>	 <p>16x Microsoft Alliance SI Partner of the Year</p>	<p>4 Functions Customer Sales & Services, Finance, Supply Chain & Operations and CHRO</p>

A 360° relationship developed over decades to help clients achieve more with innovation



Unrivaled business and industry insights



Deepest Microsoft skills and innovation



Trusted and complete enterprise platform

Together We Power the Global Marketplace

