

SAP IoT Solutions

Connect the World of
Things to Live Business

Digital Transformation Led by the Internet of Things

As objects become intelligent and interconnected, business processes will improve and change dramatically. New business models will emerge based on the information generated by goods, machines, and vehicles. These models will impact industry structures and require an entirely new collaboration paradigm among enterprises.

Given the abundance of contextual information on weather, traffic, social media trends, and demand signals, those who manage operations will have to rely on instant information to anticipate new opportunities and challenges. This is the entry point to Live Business, where entire value chains will become fully transparent, and where machine learning will allow us to predict trends and optimize operations. And it will revolutionize the world of business.

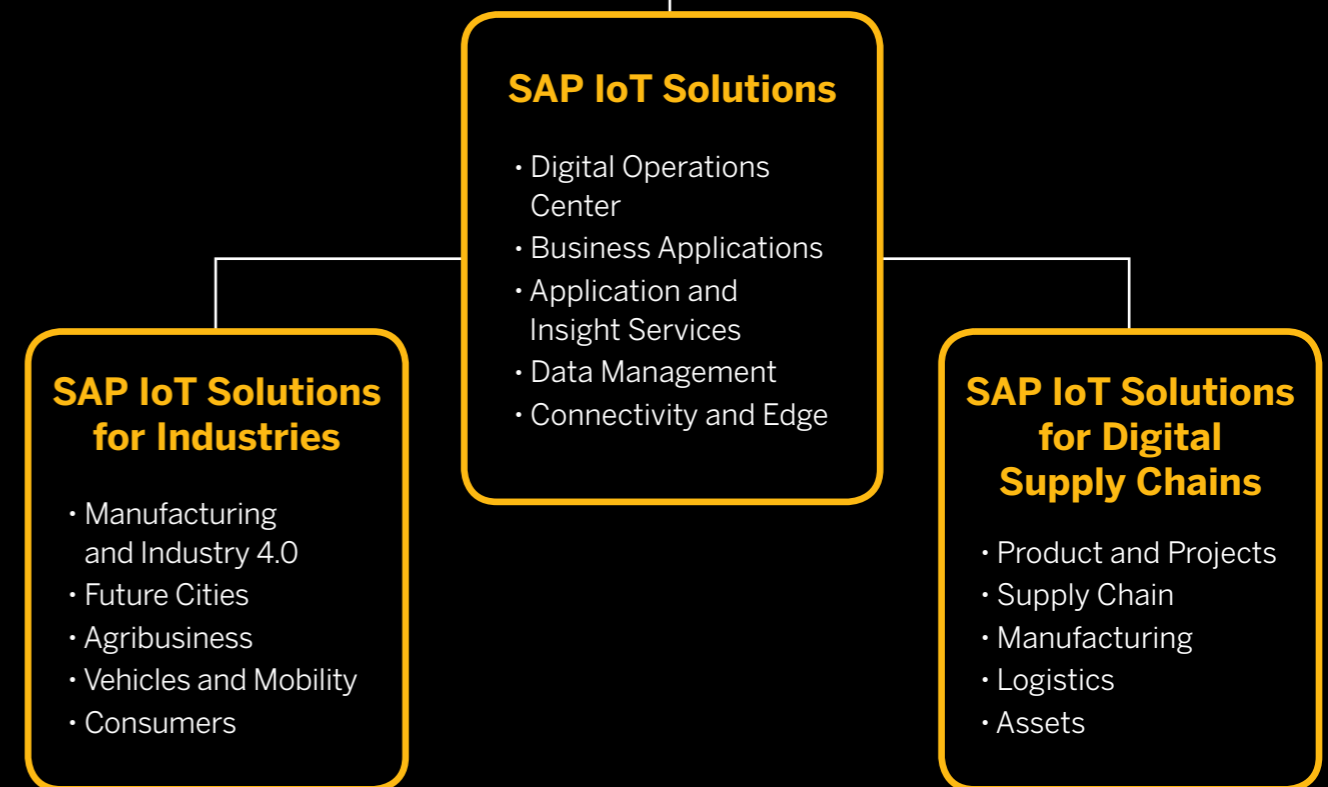
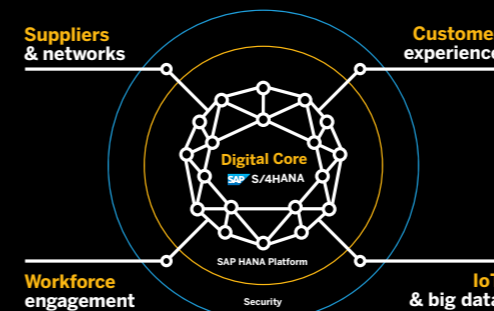
Leveraging the Internet of Things (IoT) for Live Business will require enterprises to connect things to business processes.

SAP IoT Solutions help you do so.

Sample outcomes achieved by enterprises that have adopted SAP IoT Solutions:

Industries	Digital Supply Chains	IoT Infrastructure
30% improvement in distribution	5,000 hours less truck time each day	76% improved processes
99% inventory accuracy	50% reduction in inventory stock	94% faster runtimes
17% lower annual service and maintenance costs	5 minutes waiting time saved per driver and tour	20% more testing capacity
(Outcomes from SAP customers in the consumer industries)	(SAP Networked Logistics Hub customer case)	(SAP HANA platform customer case)

SAP IoT Solutions



SAP IoT Solutions is the first IoT suite in the market equipped with an IoT foundation based on the SAP HANA Cloud Platform. It will provide companies across industries with business solutions that connect assets, goods, customers, and employees. Based on SAP IoT Solutions application services for IoT, SAP partners and customers will be able to extend SAP IoT Solutions and build their own IoT-enabled solutions.

Connect Things Realize Outcomes

Run Live With SAP IoT Solutions

Outcomes



Things

Seize the moment



With live business data, make in-the-moment decisions to proactively seize fleeting market opportunities and predict business challenges



Digital Operations Center



Work real-time



Generate live business value with real time data and live business modeling through monitoring, track and trace, and predictive algorithms



Business Applications



Develop openly



Build and integrate all your IoT applications with one homogenous, reusable development layer



Application and Insight Services



Leverage big data



With SAP's unparalleled experience in business process automation, machine learning can be used to leverage the power of big data



Data Management



Connect things



Through a powerful harmonizing layer, SAP can help you connect the broadest amount of fixed and movable assets



Connectivity and Edge



SAP IoT Solutions

Innovation Highlights

SAP IoT Solutions provide a first step to customers looking to transform their digital supply chains. It encompasses entirely new IoT solutions as well as IoT application enablement for existing supply chain solutions. In the first wave, SAP IoT Solutions are available for manufacturing, logistics, assets, business planning, responses, and project management. In addition, SAP IoT Solutions address key IoT industry trends for Industry 4.0; automotive, oil and gas, and utilities sectors; as well as for cities and agribusiness.

Connecting all of these solutions, SAP introduces the Digital Operations Center as a digital control center to manage operations of the IoT-enabled supply chain. SAP IoT Infrastructure allows customers and partners to extend and build IoT applications quickly based on IoT Application Services. It includes SAP HANA Cloud Platform to leverage Big Data and machine learning capabilities of SAP HANA, SAP HANA Vora, and SAP BusinessObjects™ Cloud. It extends the reach of applications by providing connectivity and edge computing capabilities based on the SAP® Dynamic Edge Processing solution and SAP's new acquisition of PLAT.ONE.

SAP IoT Solutions for Industries

SAP IoT Solutions for Industry 4.0 <ul style="list-style-type: none"> • Connectivity for Industry 4.0 • Paperless for Industry 4.0 • Insights for Industry 4.0 	SAP IoT Solutions for Consumers <ul style="list-style-type: none"> • Connected Goods • Digital Spaces* • Digital Marketing (SAP XM) • Advanced Track and Trace for Serialization
SAP IoT Solutions for Automotive <ul style="list-style-type: none"> • Vehicle Networks • Vehicle Insights • TwoGo 	SAP IoT Solutions for Oil & Gas <ul style="list-style-type: none"> • Transaction Availability for Remote Sites • Predictive Maintenance for Oil and Gas* • FEDEM ("Digital Twin")*
SAP IoT Solutions for Cities <ul style="list-style-type: none"> • Energy Management* • Infrastructure* • Mobility and Parking • Logistics Network Hub* • Transportation Safety (NTT)* 	SAP IoT Solutions for Utilities <ul style="list-style-type: none"> • Predictive Maintenance for Utilities* • Digital Twin for wind power (FEDEM)*
SAP IoT Solutions for Agribusiness <ul style="list-style-type: none"> • Digital Farming Platform* • Vehicle Insights for Agribusiness 	SAP IoT Solutions for Insurance <ul style="list-style-type: none"> • Vehicle Insights for Usage based insurance*

SAP IoT Solutions for Digital Supply Chains

SAP IoT Solutions for Business Planning <ul style="list-style-type: none"> • Demand Signal Management • Connected Goods 	SAP IoT Solutions for Products & Projects <ul style="list-style-type: none"> • Connected Products and Projects* • Engineering Control Center
SAP IoT Solutions for Response <ul style="list-style-type: none"> • Supply Chain Control Tower 	SAP IoT Solutions for Manufacturing <ul style="list-style-type: none"> • Manufacturing Execution • Manufacturing Integration and Intelligence • Distributed Manufacturing* Machine Manufacturing Analytics
SAP IoT Solutions for Logistics <ul style="list-style-type: none"> • Track and Trace • Logistics Network* • Warehouse Automation • Yard Logistics • Vehicle Insights • Networked Logistics Hub 	SAP IoT Solutions for Assets <ul style="list-style-type: none"> • Predictive Maintenance and Services • Asset Intelligence Network • Digital Twin for Assets (FEDEM)*

SAP IoT Infrastructure

IoT Application and Insights Services <ul style="list-style-type: none"> • IoT Developer Experience • IoT Application Services (including Predictive Analytics) • IoT Big Data and Analytic Services • SAP HANA Cloud Platform for IoT (including Machine Learning) • Digital Assistant*
IoT Connectivity and Edge Computing <ul style="list-style-type: none"> • Plant Connectivity • IoT SIM Management • Dynamic Edge Processing • Transaction Availability for Remote Sites • PLAT.ONE* • OSI Soft IoT Connector • Telit
IoT User Experience <ul style="list-style-type: none"> • Digital Operations Center* • Knowledge Workspace*

* Soon to come.

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“With billions of connected devices, we now have the potential to reshape society, the economy and the environment. SAP HANA® is the data platform we knew would unlock the Internet of Things. Only SAP empowers businesses to innovate from the core to the edges to the networks.”

Bill McDermott, CEO of SAP

Customer and Partner Ecosystems Newly Defined

The Internet of Things (IoT) is changing the way companies do business, requiring companies to come together in new ways and collaborate in networks and combine multiple sets of expertise. Handling the IoT successfully has created a need for new types of partnerships that will span from devices, connectivity, and infrastructure-as-a-service to engineering expertise related to specific assets.

As customers leverage SAP IoT Solutions to serve their own customers, their products will become “smart” products and services. In essence, SAP IoT Solutions becomes a part of their portfolios. As such, SAP customers will become SAP partners. In the case of IoT networks, multiple customers will come together in new partnerships.

SAP has one of the greatest ecosystems ranging from leading system integrators, software and technology companies, management consulting firms, sensor producers, telecommunication companies and industry players in the IoT space. Driving co-innovation and standards jointly with new coalitions between these partners remains key – as SAP already does with leading organizations in the Industrial Internet Consortium, OPC Foundation, and the Platform Industry 4.0.

Get Started

Many companies understand the value of IoT for their businesses and want to find out where and how to get started. To provide these customers with an access point for their initiatives, SAP will introduce SAP IoT labs around the globe. Here, customers can collaborate with SAP development and consulting experts to start their innovation journey based on SAP IoT Solutions. SAP IoT labs will open in Palo Alto (USA), Shanghai (China), San Leopoldo (Brazil), Johannesburg (South Africa), Berlin and Munich (Germany), starting October 2016.

More information on
SAP IoT Solutions:
www.sap.com/iot

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