



Bring out your best.

SAP PLM Roadshow 2024

SAP PLM Strategievortrag

Tim Roettger, Wolfgang Hilgenhaus
SAP Deutschland
Haiger, 01.10.2024

PUBLIC



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PLM within the SAP Portfolio

SAP PLM – Overview & Strategy

PLM is Teamplay

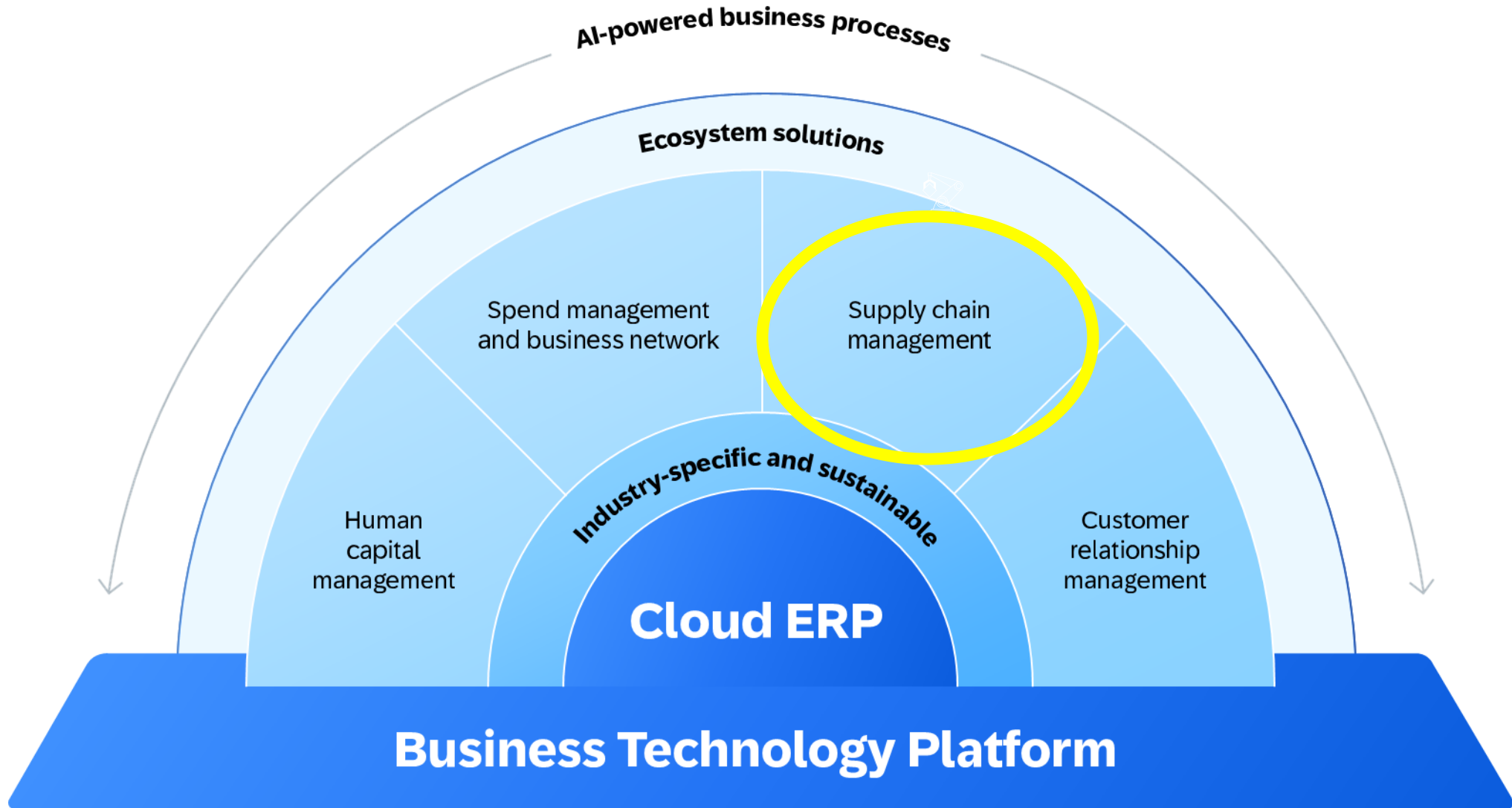


PLM within the SAP Portfolio

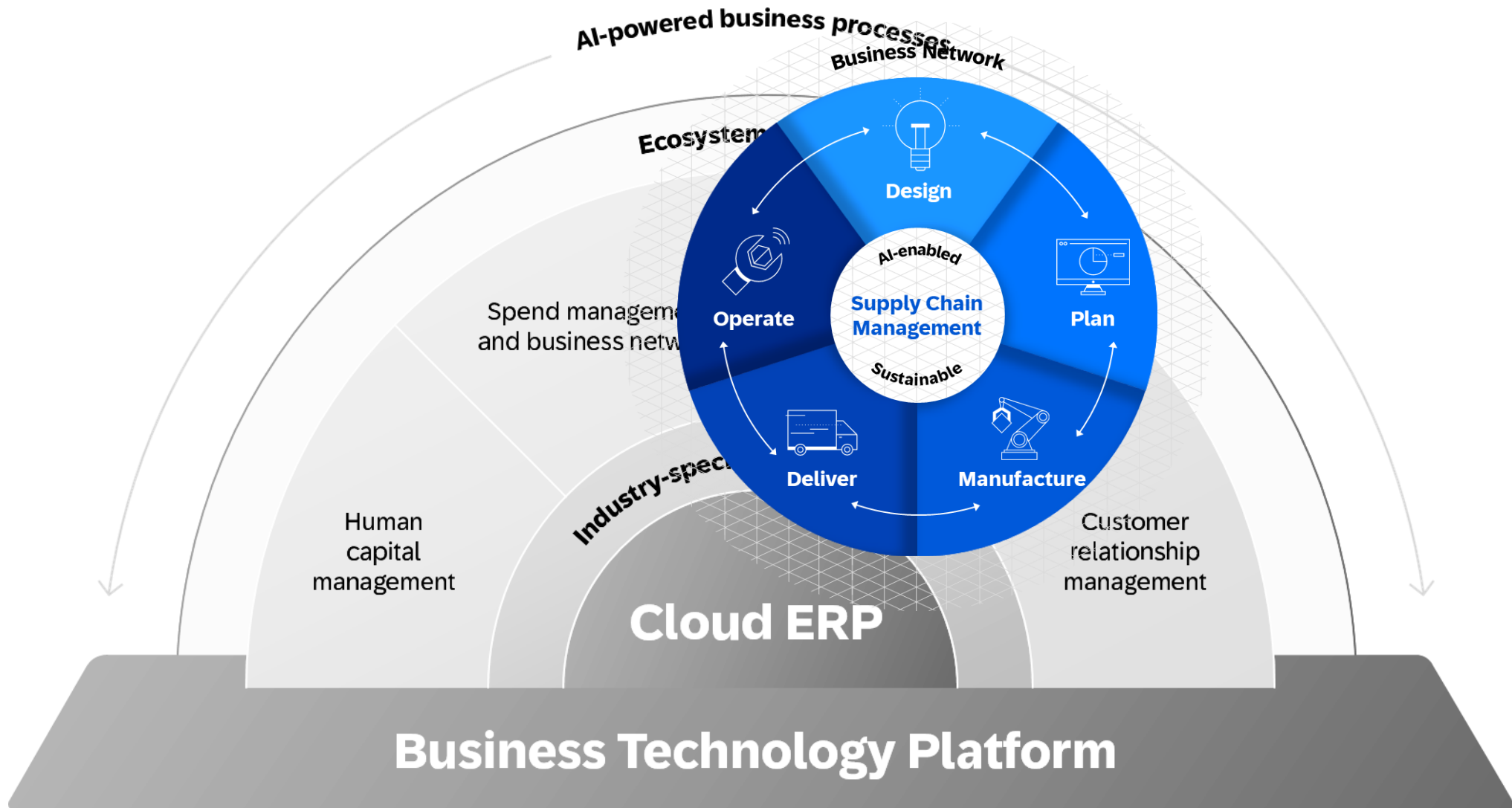
PLM is part of something bigger...



SAP Portfolio



SAP Portfolio





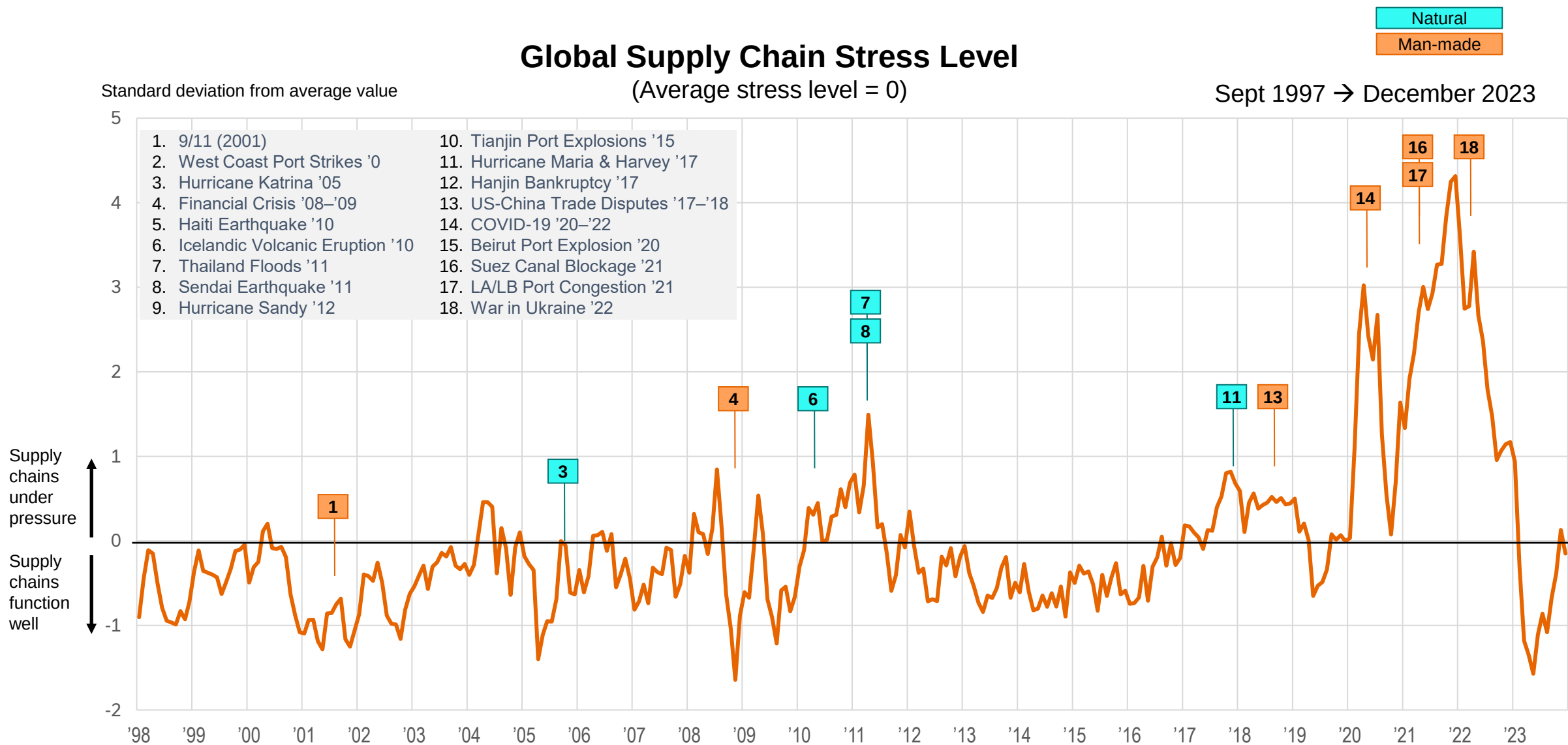
Zunehmender Druck auf produktorientierte Unternehmen

- Ein nie zuvor gesehenes Tempo des Wandels
- Steigende Kosten
- Unterbrechungen der Lieferkette
- Fachkräftemangel
- Steigende Konzentration auf Nachhaltigkeitsziele

Reaktive Reaktionen können grundlegende Probleme nicht beheben

- Vorhersehbarkeit von Marktbedingungen
- Ergebnisbasierte Entscheidungen
- Risiken und Unterbrechungen verwalten
- Erweiterte Intelligenz und Automatisierung
- Nachhaltigkeitsverfolgung und Zielerreichung

The impact of global **disruptions** - volatility requires resiliency



Source: Federal Reserve Bank of New York, Global Supply Chain Pressure Index (GSCPI), [link](#)

[Link](#) to interactive graphic

Eine **resiliente** Lieferkette ist **synchronisiert** und **nachhaltig**

1

Verbinden Sie alle Prozesse

in Ihrer Lieferkette und im gesamten Unternehmen

2

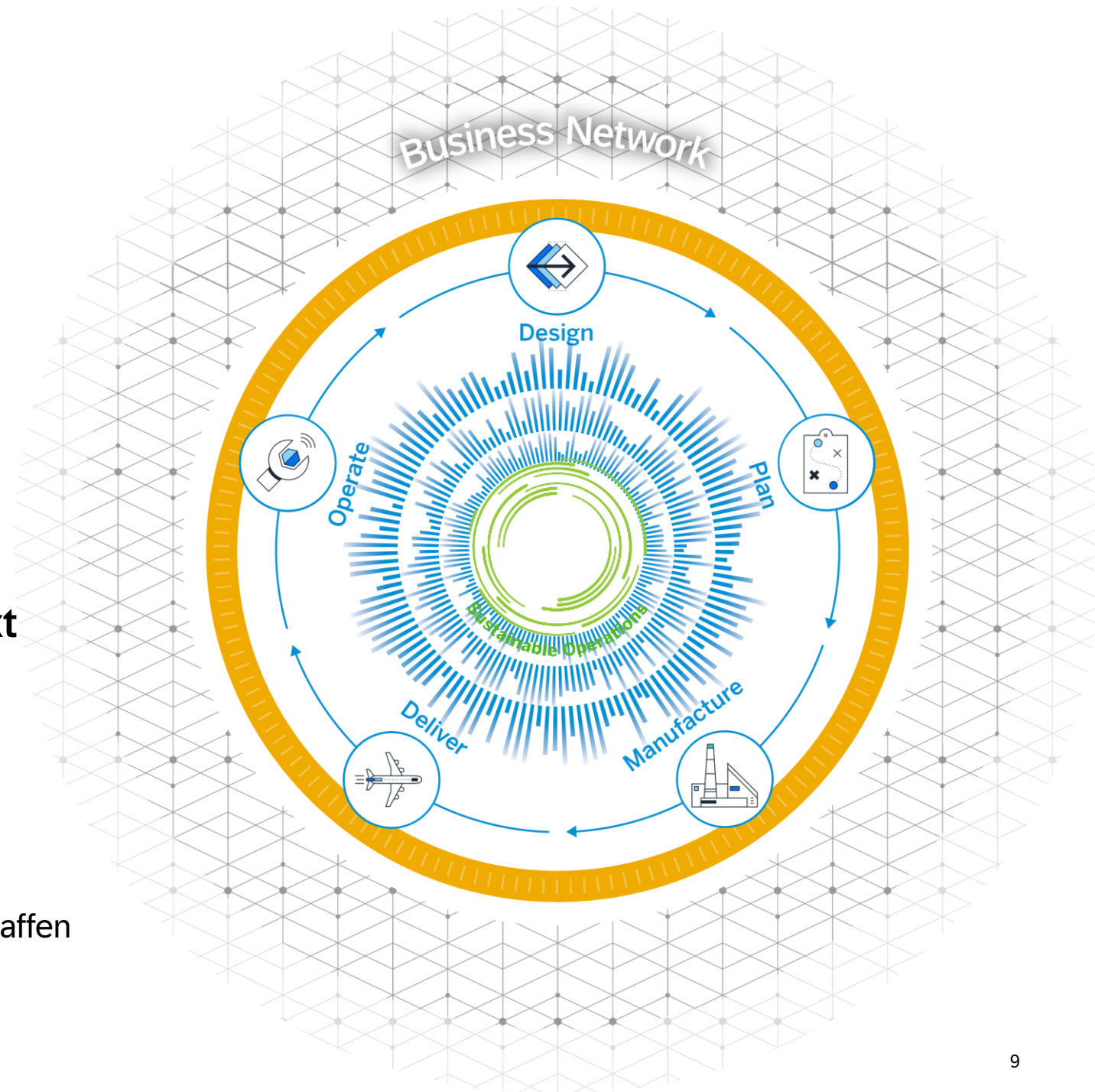
Stellen Sie alle Entscheidungen in Kontext

indem Sie operative und Geschäftsdaten in Echtzeit während des gesamten Arbeitsprozesses miteinander verknüpfen

3

Arbeiten Sie mit Ihrem Partnernetz

um digitale Verbindungen mit all Ihren Partnern zu schaffen



SAP Business AI - Ansatz



Relevant

| Zuverlässig

| Verantwortungsvoll



Joule

Der KI-Assistent, der Ihr Unternehmen wirklich versteht.

Eingebettete KI-Fähigkeiten

Cloud ERP

Supply Chain
Management

Human Capital
Management

Spend Management
& Business Network

Customer Relationship
Management

AI Foundation on SAP BTP

All-in-One-KI-Toolkit

Partnerschaften und Investments im KI-Umfeld

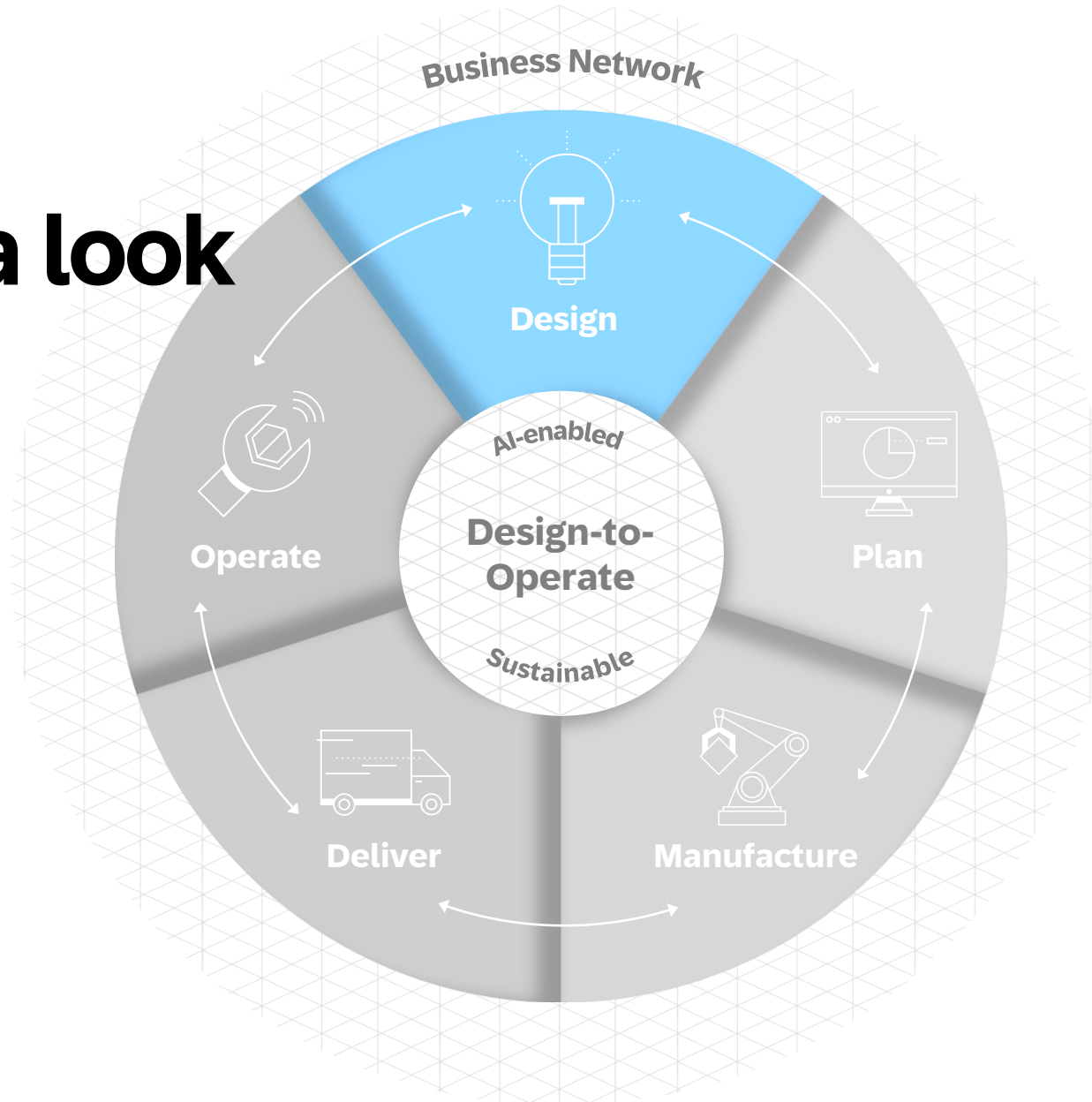


ANTHROPIC



SAP PLM – End-to-End

**Let's have a look
into Design**

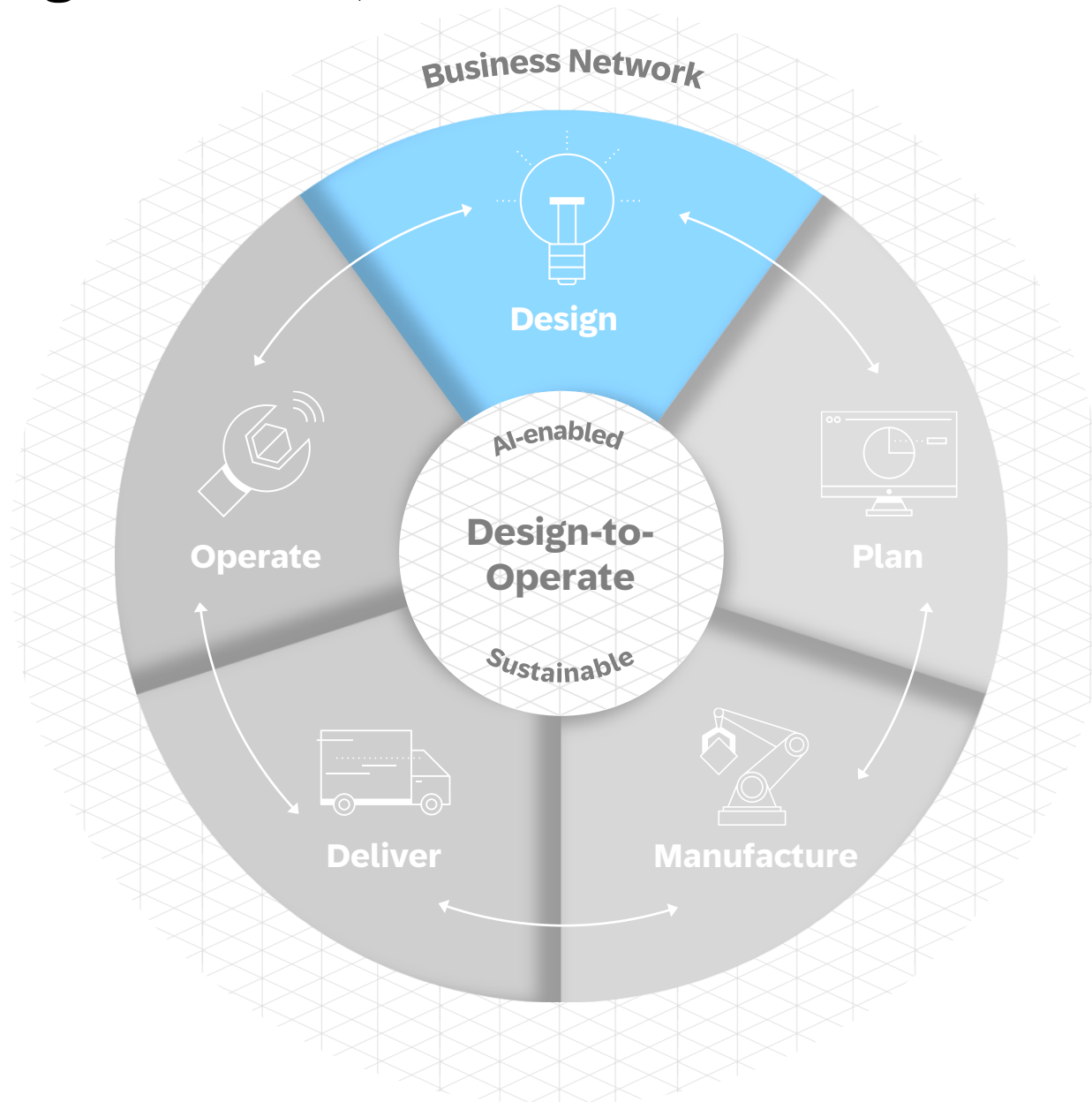


SAP PLM

Overview & Strategy



SAP PLM is not a single Solution, it's a Portfolio of Solutions



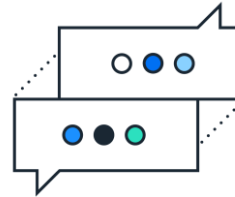
Our Roadmap Priorities



Expand functional coverage
and differentiate through a
deep connectivity with
S/4HANA and Digital Supply
Chain



**Connecting PLM processes with
Cloud ERP and Digital Supply Chain**



Infuse SAP PLM with business
AI & analytics



**Autonomous AI services across the
Idea-to-Market Process**

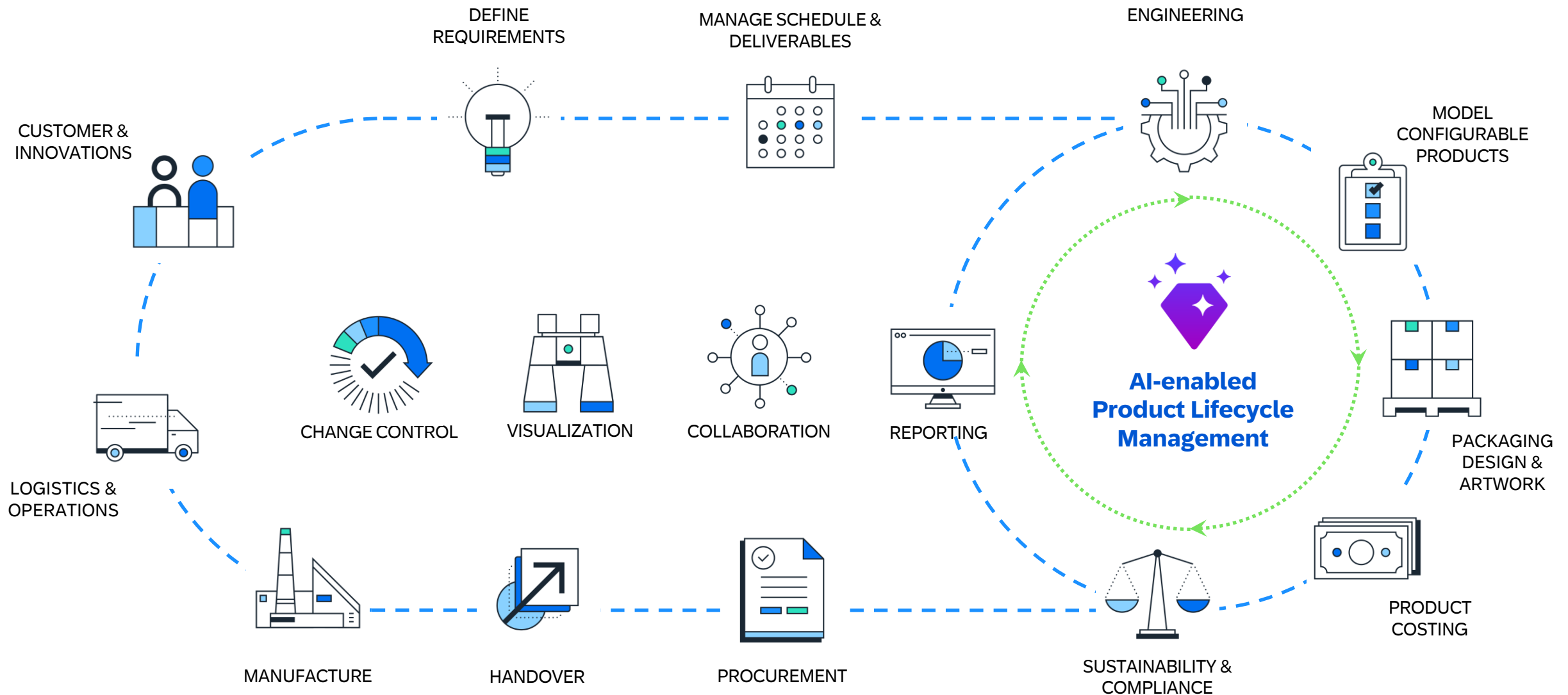


Make SAP PLM network
centric



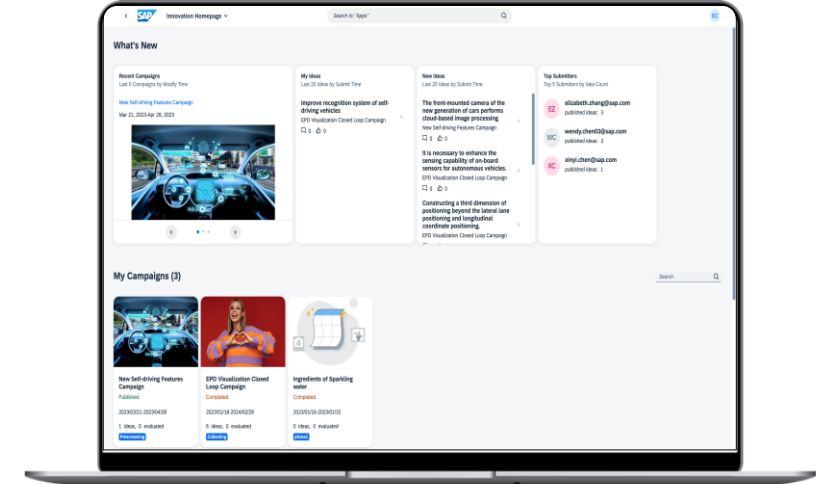
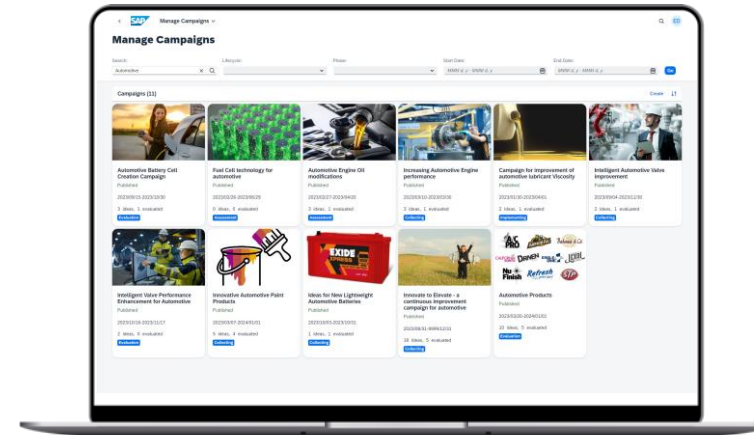
**Connecting beyond four walls with
embedded collaboration**

SAP PLM enables the Collaborative **Product Development** Process



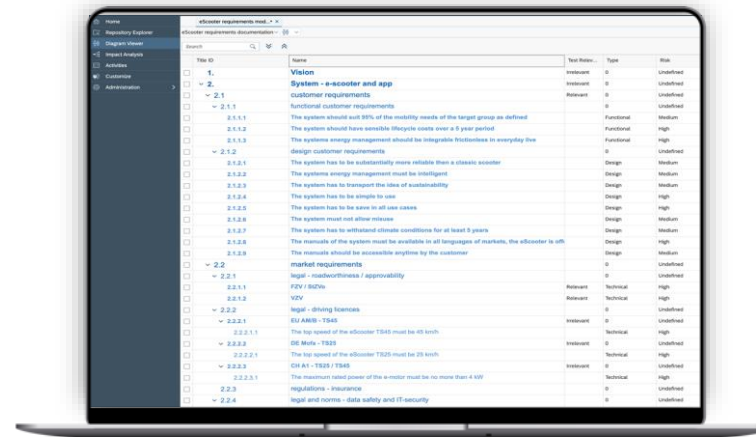
Manage the Innovation Pipeline

- **Idea Management**
Capture, structure, enrich and evaluate ideas to generate a continuous innovation pipeline
- **Campaign Management**
Run crowd innovation campaigns to identify new product development needs
- **Idea Evaluation**
Assess and evaluate ideas through questionnaires and expert ratings
- **Collaboration**
Collaboratively enhance ideas and rank them to find the most promising ideas for further processing

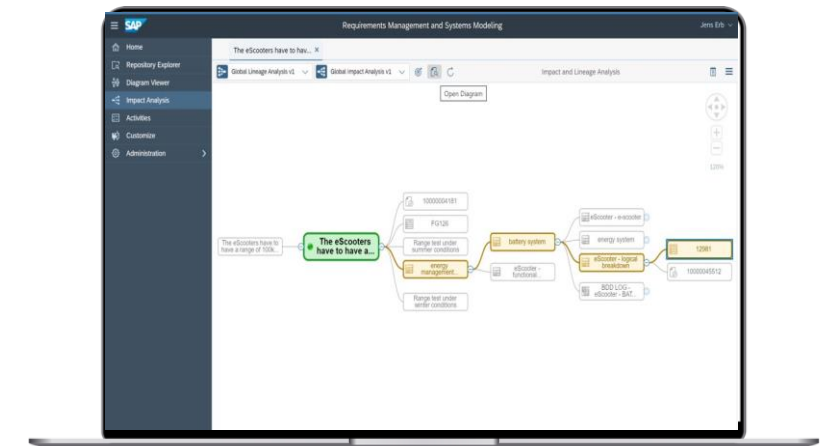


Capture and Manage Product Requirements

- **Develop right products** for right market by capturing the ‘Voice of Customer’ as products requirements.
- **Translate product requirements** into multi-disciplinary detailed digital models for further synthesis, simulation and optimization.
- **Accomplish multi-discipline collaboration** and embrace a systems engineering approach for modern day smart product development.
- **Achieve full traceability and transparency** by linking requirements to product and business data.

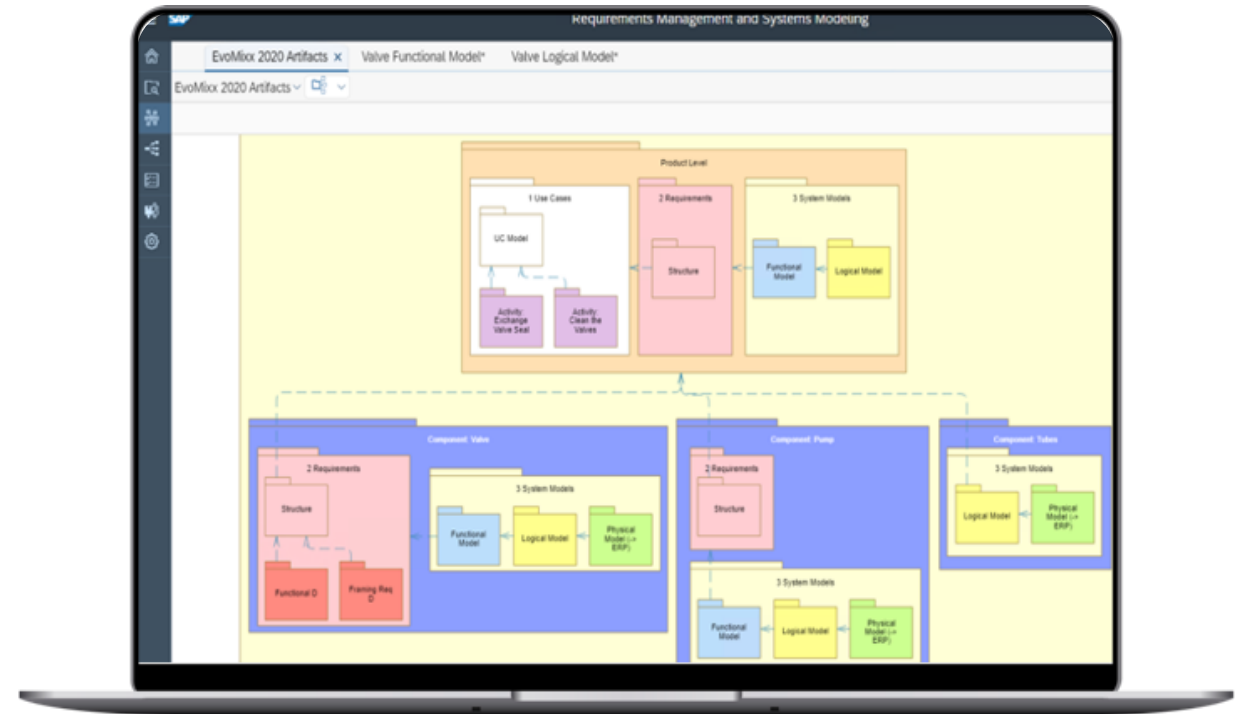


Title ID	Name	Req. Status	Type	Risk
1	Vision	Released	0	Unchanged
2	System - e-scooter and app	Released	0	Unchanged
2.1	customer requirements	Released	0	Unchanged
2.1.1	functional customer requirements	Released	0	Unchanged
2.1.1.1	The system should suit 90% of the mobility needs of the target group as defined	Functional	Medium	Unchanged
2.1.1.2	The system should have accessible (discrete) mode over a 5 year period	Functional	High	Unchanged
2.1.1.3	The systems energy management should be integrable (continuous) in everyday live	Design	Medium	Unchanged
2.1.1.4	design customer requirements	Design	Medium	Unchanged
2.1.1.5	The system has to be substantially more reliable than a classic scooter	Design	High	Unchanged
2.1.2	The systems energy management must be intelligent	Design	Medium	Unchanged
2.1.2.1	The system has to transport the idea of sustainability	Design	High	Unchanged
2.1.2.2	The system has to be simple to use	Design	High	Unchanged
2.1.2.3	The system has to be safe in all use cases	Design	Medium	Unchanged
2.1.2.4	The system must not allow misuse	Design	Medium	Unchanged
2.1.2.5	The system has to withstand climate conditions for at least 8 years	Design	High	Unchanged
2.1.2.6	The manuals of the system must be available in all languages of markets, the eScooter is sold	Design	Medium	Unchanged
2.1.2.7	The manuals should be accessible anytime by the customer	Design	Medium	Unchanged
2.2	market requirements	Released	0	Unchanged
2.2.1	legal - roadworthiness / approval	Released	0	Unchanged
2.2.1.1	CE / FCC / RoHS	Released	0	Unchanged
2.2.1.2	CE / FCC / RoHS	Released	0	Unchanged
2.2.2	legal - driving licenses	Released	0	Unchanged
2.2.2.1	EU ADR - 1585	Released	0	Unchanged
2.2.2.1.1	The top speed of the eScooter 1585 must be 45 km/h	Released	0	Unchanged
2.2.2.1.2	EU ADR - 1585	Released	0	Unchanged
2.2.2.1.3	EU ADR - 1585	Released	0	Unchanged
2.2.2.1.4	EU ADR - 1585	Released	0	Unchanged
2.2.2.1.5	The maximum rated power of the e-motor must be no more than 4 kW	Released	0	Unchanged
2.2.3	regulations - insurance	Released	0	Unchanged
2.2.4	legal and norms - data safety and IT security	Released	0	Unchanged



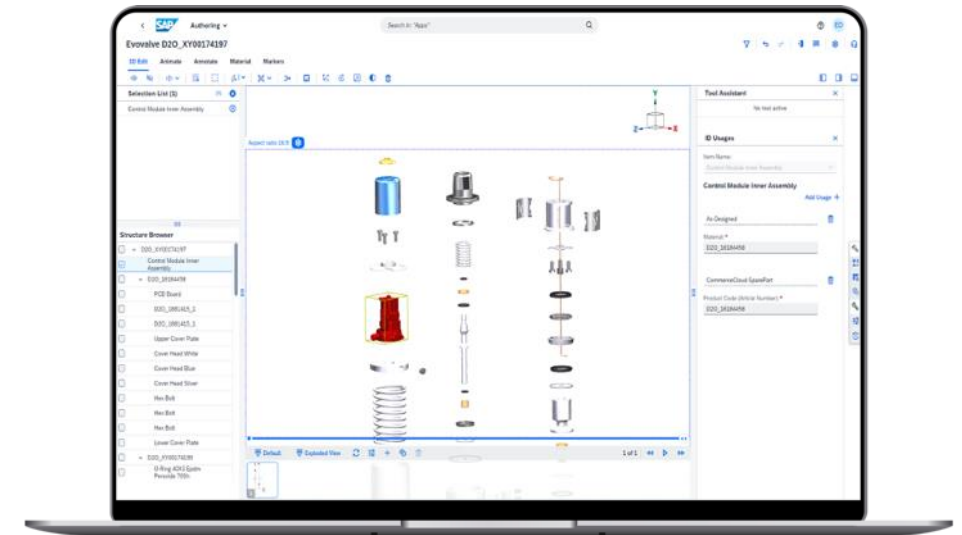
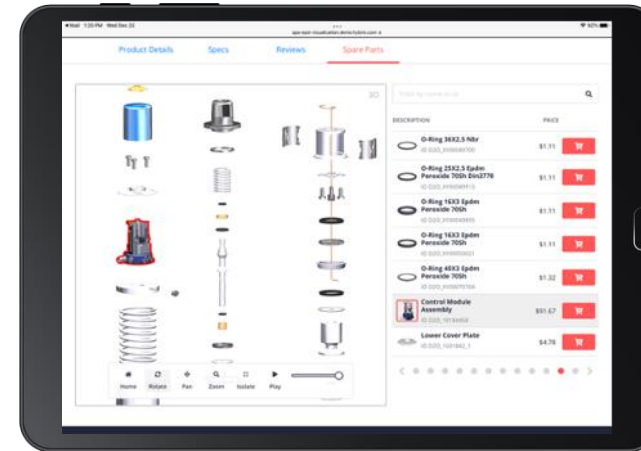
Define Complex Systems Interactions

- **Define and manage system models** that are relevant at engineering and enterprise levels.
- **Drive transparency** into enterprise business data and enable relevant trade studies and optimizations by combining engineering and business data.
- **Translate high level product requirements** into multi-disciplinary digital models to drive simulation and optimization in development of detail digital designs in mechanical, electrical/electronic and Software disciplines.
- **Accomplish Model Based Systems Engineering** approach by verifying and validating the product performances against its requirements with reduced latency between engineering and business.



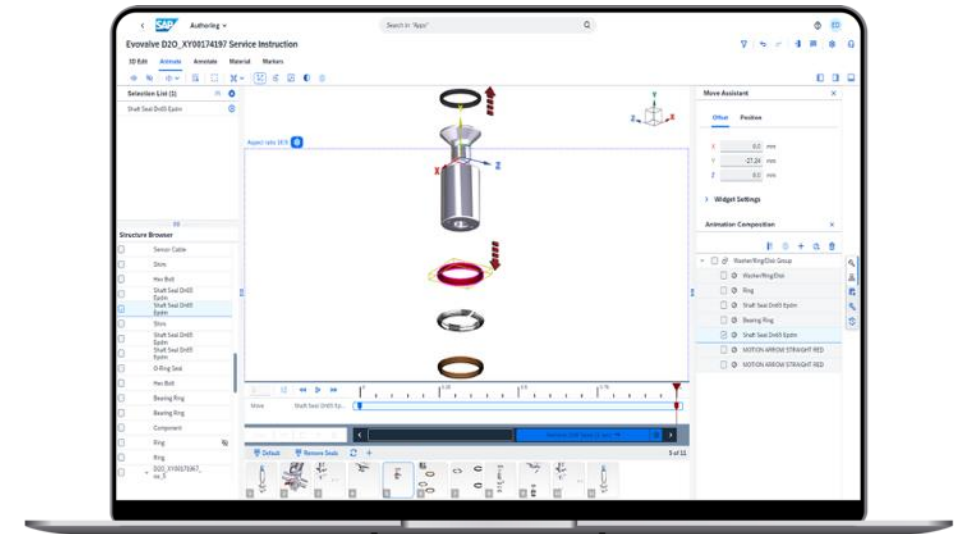
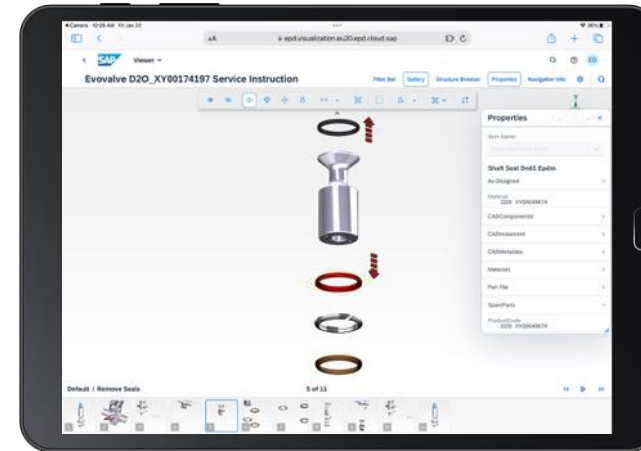
Transform 2D & 3D Product Data Into Interactive Spare Parts Catalogs

- **Grow revenue and increase brand loyalty** by digitally transforming aftermarket sales and service providers into profit centers
- **Turn 2D & 3D product data into interactive spare parts catalogs** to increase aftermarket revenues & reduce return rate of incorrectly ordered parts
- **Maximize first time fix rates and increase customer satisfaction** by quickly identifying the correct spare parts and confidently ordering and installing via a mobile device

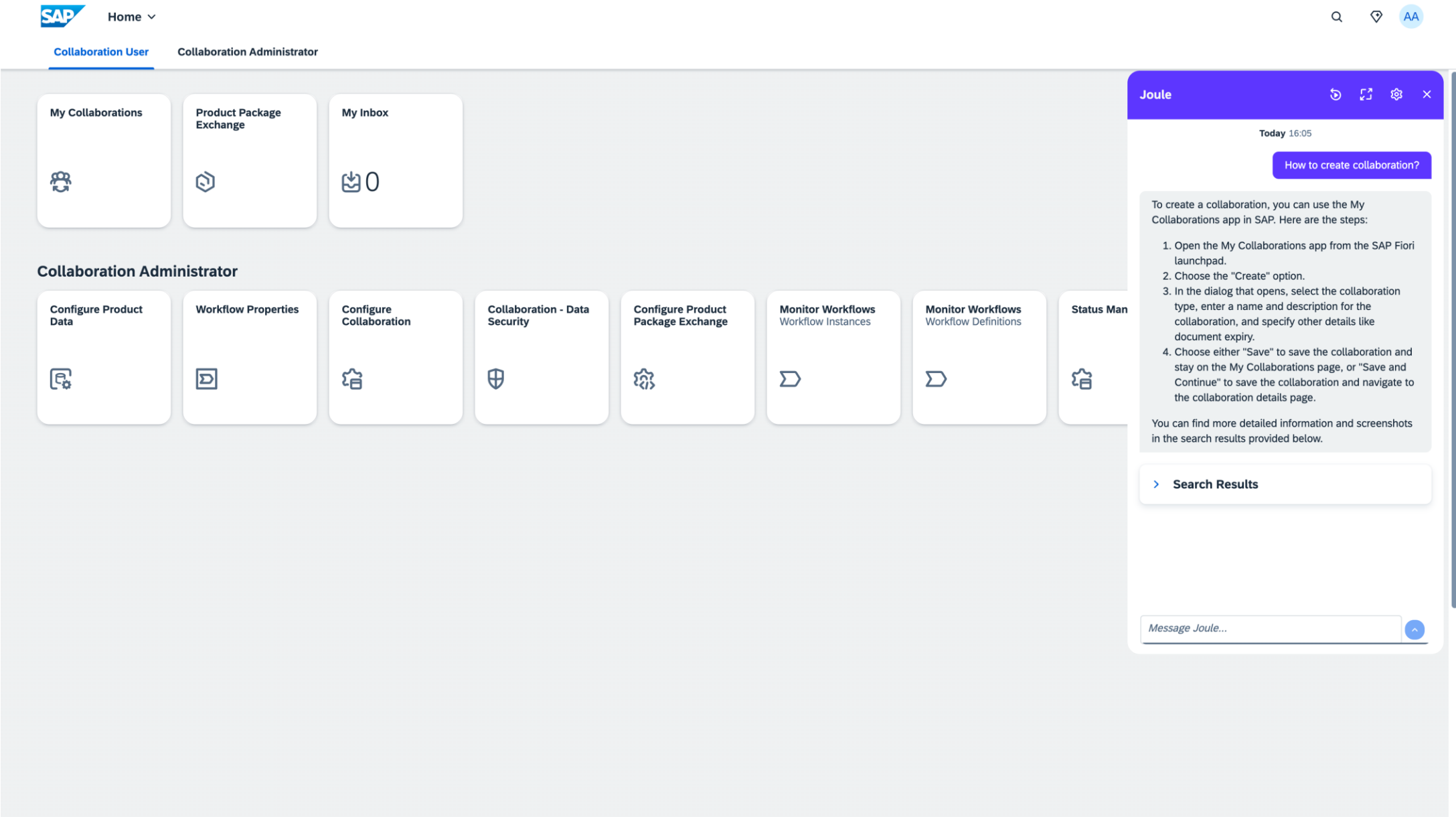


Author & Deploy Visual Work Instructions

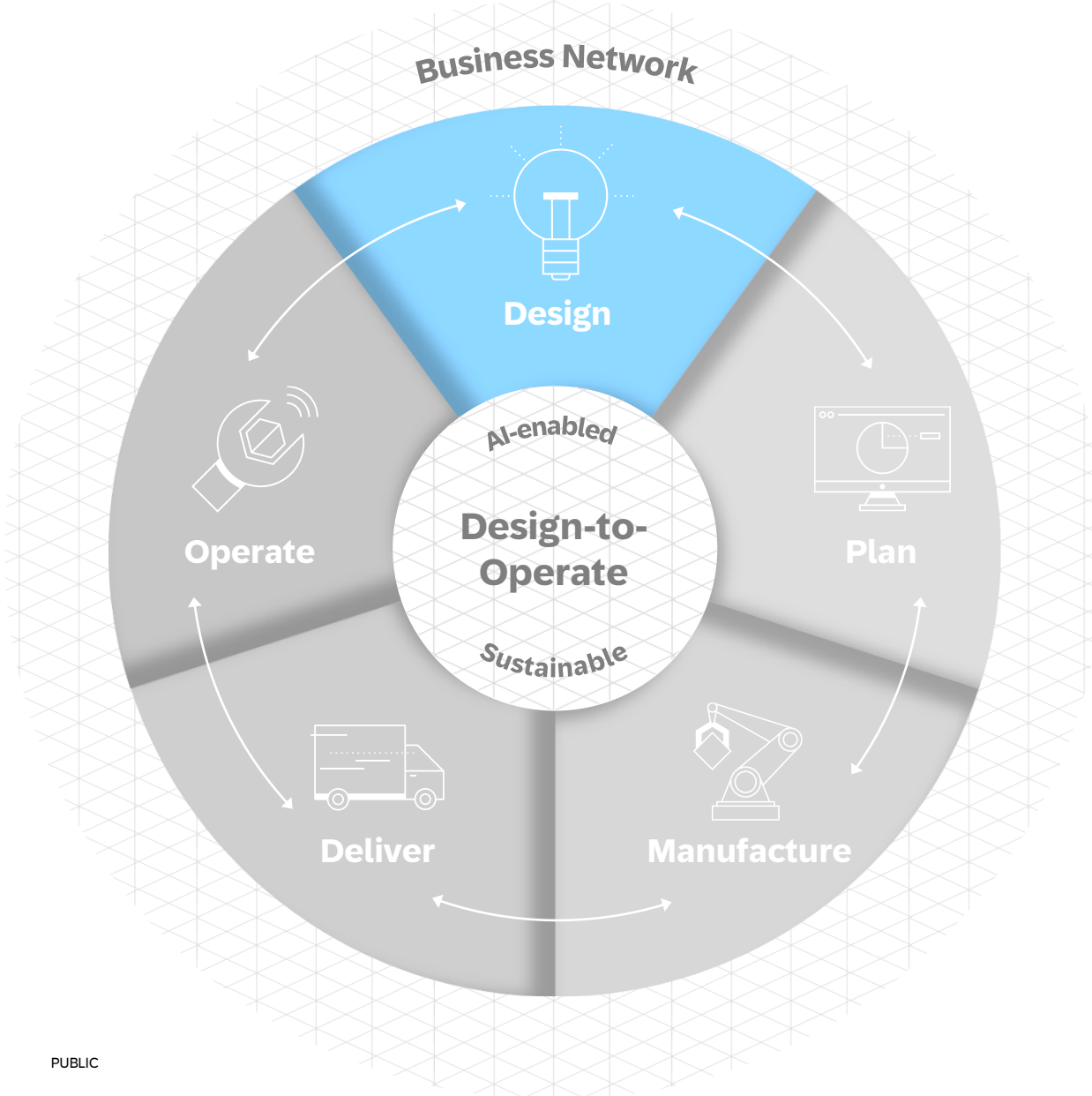
- **Leverage existing 3D product data** to quickly create visual assembly, service and asset instructions to train and upskill frontline workers.
- **Maximize first time fix rates** and increase customer satisfaction by digitally transforming service operations
- **Minimize downtime** and provide the best quality service for customers by optimizing product installations, repairs and service procedures



Use case (vision): Ai-based help and user guidance



SAP PLM is not a single Solution, it's a Portfolio of Solutions



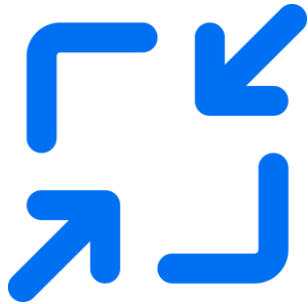
SAP's PLM Mission

**Connect
Engineering best
to the Digital
Enterprise**

SAP PLM Cloud Portfolio

SAP S/4HANA PLM, private cloud

One Central Backbone for ERP & PLM



The foundation of a consistent digitalization strategy, seamlessly integrated into the downstream processes.

SAP Product Lifecycle Management, public cloud

Software as a Service offered on BTP



Innovative cloud capabilities as ideal expansion to the entire SAP PLM solution portfolio.

PLM with a Two-System-Landscape

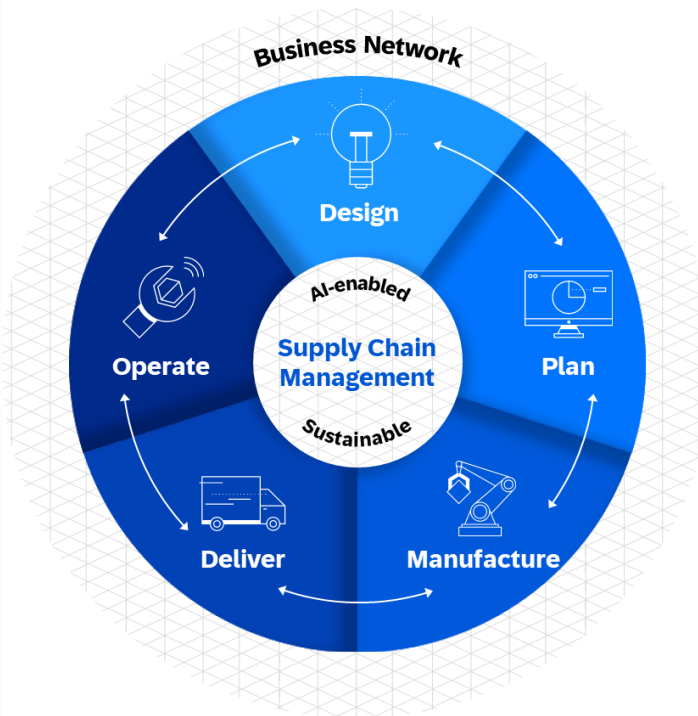
Best-in-Class Process Integration



SAP Design to Operate with a Two-System-Landscape. Best possible 3rd Party PLM Solution Integration made possible by a predefined solution integration.

Three points to remember

End-to-End is Key



SAP has the best suitable offer for every customer situation

SAP S/4HANA PLM, private cloud
One Central Backbone for ERP & PLM



The foundation of a consistent digitalization strategy, seamlessly integrated into the downstream processes.

SAP Product Lifecycle Management, public cloud
Software as a Service offered on BTP



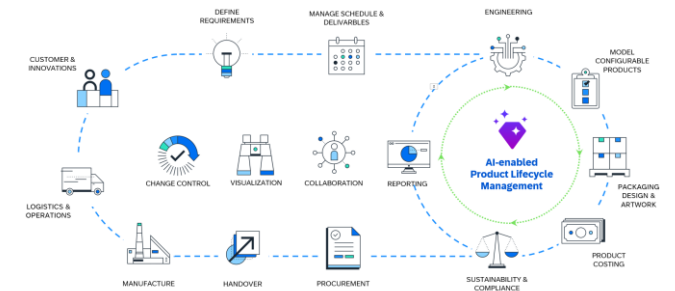
Innovative cloud capabilities as ideal expansion to the entire SAP PLM solution portfolio.

PLM with a Two-System-Landscape
Best-in-Class Process Integration



SAP Design to Operate with a Two-System-Landscape. Best possible 3rd Party PLM Solution Integration made possible by a predefined solution integration.

PLM is not just an application, it's a journey



PLM is Teamplay

Many are involved for a final Success



PLM is Teamplay...

... and teamwork has many facets

1. Customers and their different business areas ... End-to-End
2. Customers' networks - their customers, suppliers and partners
3. SAP as a solution provider with its partner network

**For SAP and our customers,
PARTNERS are the key to success!**



Thank You.



Tim Roettger

Head of DSC Germany and Member of the
Management Board of SAP Germany

 tim.roettger@sap.com
 www.linkedin.com/in/timroettger



Wolfgang Hilgenhaus

SAP PLM Solution Advisor
Solution Advisory Digital Supply Chain

wolfgang.hilgenhaus@sap.com
www.linkedin.com/in/wolfganghilgenhaus

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Invite your colleagues
from the PLM space to
join the group!



You are invited to join the
new SAP PLM Experts Forum
group on LinkedIn

PLM-Roadshow 2024

Fachvorträge, Kundenberichte, Dialog und Austausch.

Wir machen an **verschiedenen Stationen** Halt, um Ihnen zu ausgewählten Schwerpunktthemen **spannende Fachvorträge und Praxisberichte** vorzustellen. Erfahren Sie, wie SAP und unsere Partner Ihr Unternehmen dabei unterstützen, einzelne **Prozessschritte pragmatisch und effizient** umzusetzen.

Von der **Ideenfindung und Konzepterstellung** bis hin zur **Markteinführung und Optimierung** – wir spannen den Bogen über den gesamten Produktentwicklungsprozess. Nutzen Sie die Gelegenheit, sich in einer angenehmen Atmosphäre mit **Fachexperten, Referenzkunden und anderen Teilnehmern** zu vernetzen und auszutauschen.

Die Haltestellen

- 10. September: **CENIT** – Innovation and Requirements Management, München
- 12. September: **Gramont** – PLM in der Prozessindustrie, Zürich
- 24. September: **All for One Group** - Variantenkonfiguration, Kollaboration, Produkt & Projektmanagement, Filderstadt
- 01. Oktober: **Cideon** - CAD Integration, Haiger
- 08. Oktober: **Emixa** - Innovationen und Partnerschaften im Fokus, Frankfurt
- 15. Oktober: **.riess** - PLM Integration (Fokus Windchill), Walldorf
- 22. Oktober: **valantic** – Teamcenter & SAP RDP, Mannheim
- 24. Oktober: **BDF EXPERTS**- Product & Process Governance: Von ETO zu CTO+, Düsseldorf
- 29. Oktober: **DSC Software AG** - Integratives PLM in SAP, Ettlingen



[Mehr erfahren und anmelden](#)



SAP Innovation Day PLM 2024

Produktentwicklung neu begreifen und clever umsetzen

Nach fünf Jahren sind wir zurück und laden Sie sehr herzlich ein zum SAP Innovation Day PLM!

Treffen Sie **PLM-Profis von SAP und Partnern** wieder live und entdecken Sie, wie durchgängige, digitale Prozesse in Ihrem gesamten Netzwerk Sie dabei unterstützen, Ihre **Produktentwicklung leistungsstark und zukunftsfähig aufzustellen**.

Verpassen Sie nicht unser **Vorabendevent am 20.11.2024** als aktiven Einstieg in das Networking mit Peers und PLM-Profis von SAP und Partnern.

Highlights

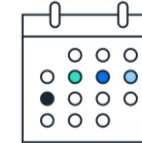
- **Spannende Keynotes** zu den neuen Horizonten, die intelligente Technologien für die Produktentwicklung eröffnen
- Praxisberichte von unseren Kunden in den beiden **Tracks Fertigungsbranche und Prozessindustrie** sowie topaktuelle Infos im Track **SAP-PLM-Innovationen**
- Panel-Diskussion mit tiefen Einblicken in die SAP-PLM-Roadmap von unseren Vordenkern aus der PLM-Entwicklung

PUBLIC



Wo?

SAP University
SAP-Allee 27
68789 St. Leon-Rot



Wann?

21. November 2024



Termin jetzt [vormerken](#)

