

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

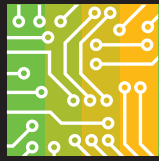
- Digital business processes
- Predictive, self-guided learning
- Interactive technologies

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

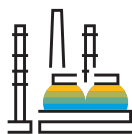
Become the cloud company powered by SAP HANA

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