

The Digital Automotive Industry

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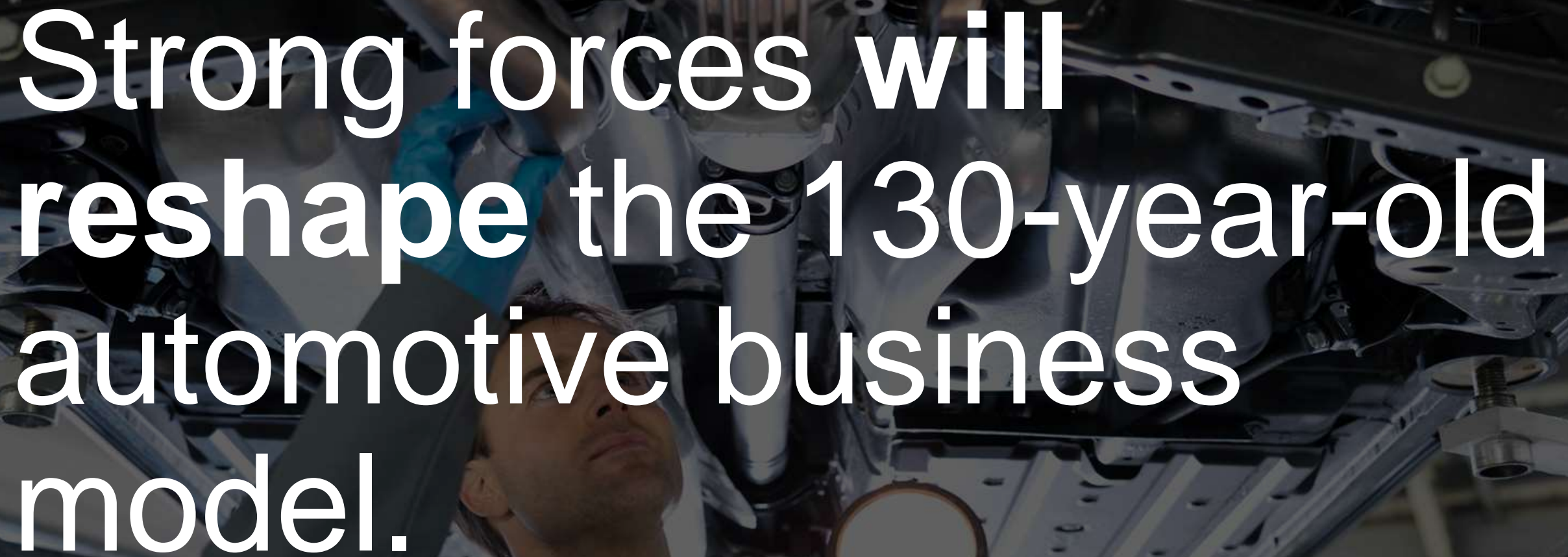
There will be more than **US\$100 billion** in potential value of mobility services by 2035.



More than **250 million** connected vehicles will be on the road in 2020.

The image is a vertical collage of three distinct scenes. The left panel shows a high-angle view of a parking lot densely packed with cars of various colors. The middle panel features a woman with blonde hair, wearing a yellow top and blue jeans, kneeling to charge a blue car with a yellow charging cable. The right panel depicts a vibrant city skyline at night, with numerous buildings illuminated and lights reflecting on the streets. Overlaid on this collage is the text 'Automotive is entering a new age of mobility.' in a large, white, sans-serif font.

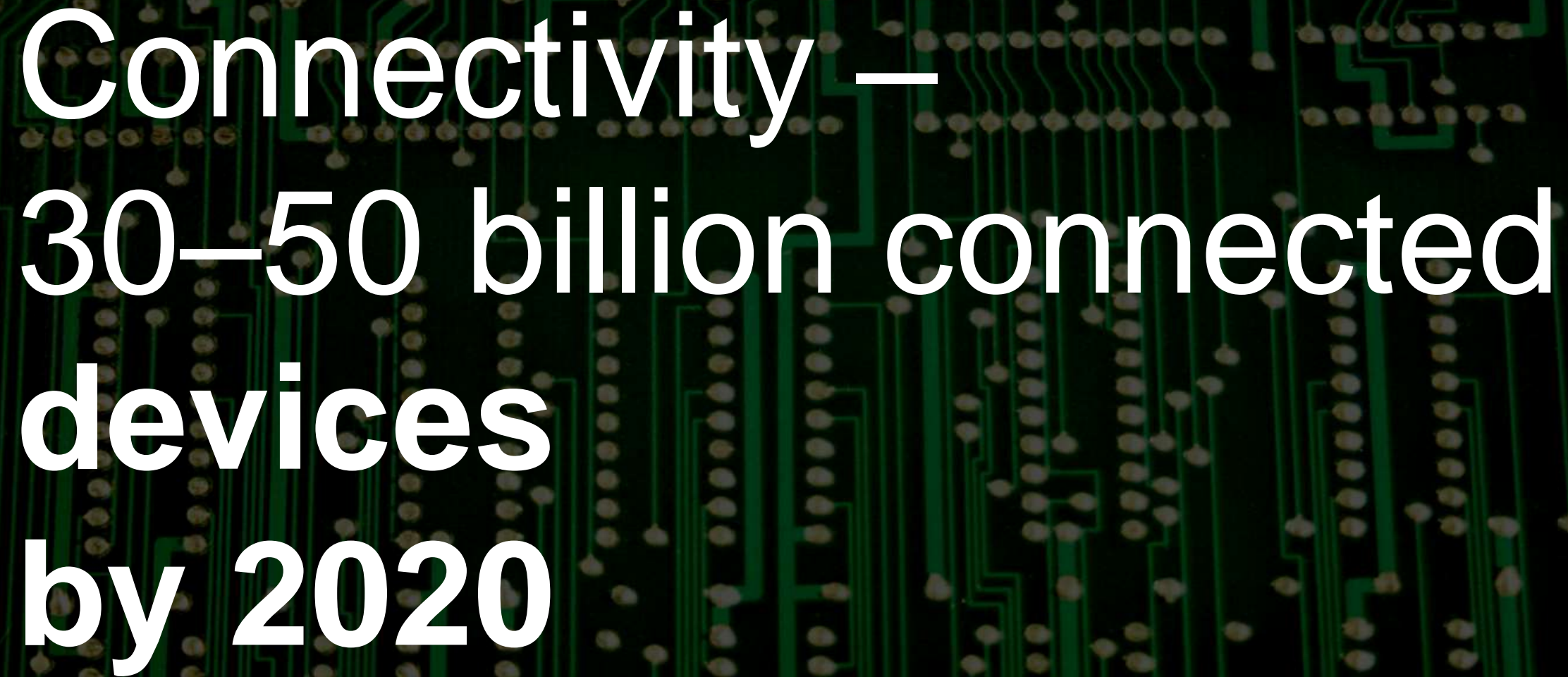
Automotive is entering a new age of mobility.

A close-up photograph of a mechanic in a dark blue uniform working on a car engine. The mechanic is looking upwards and to the right, holding a magnifying glass in his right hand. The engine components are metallic and complex. The background is dark and out of focus. A solid yellow horizontal bar is at the top of the image.

**Strong forces will
reshape the 130-year-old
automotive business
model.**

A person is using a digital caliper to measure a small electronic component on a desk. The background shows a computer monitor displaying a technical drawing, a keyboard, and a mouse. The text is overlaid on the image in a large, white, sans-serif font.

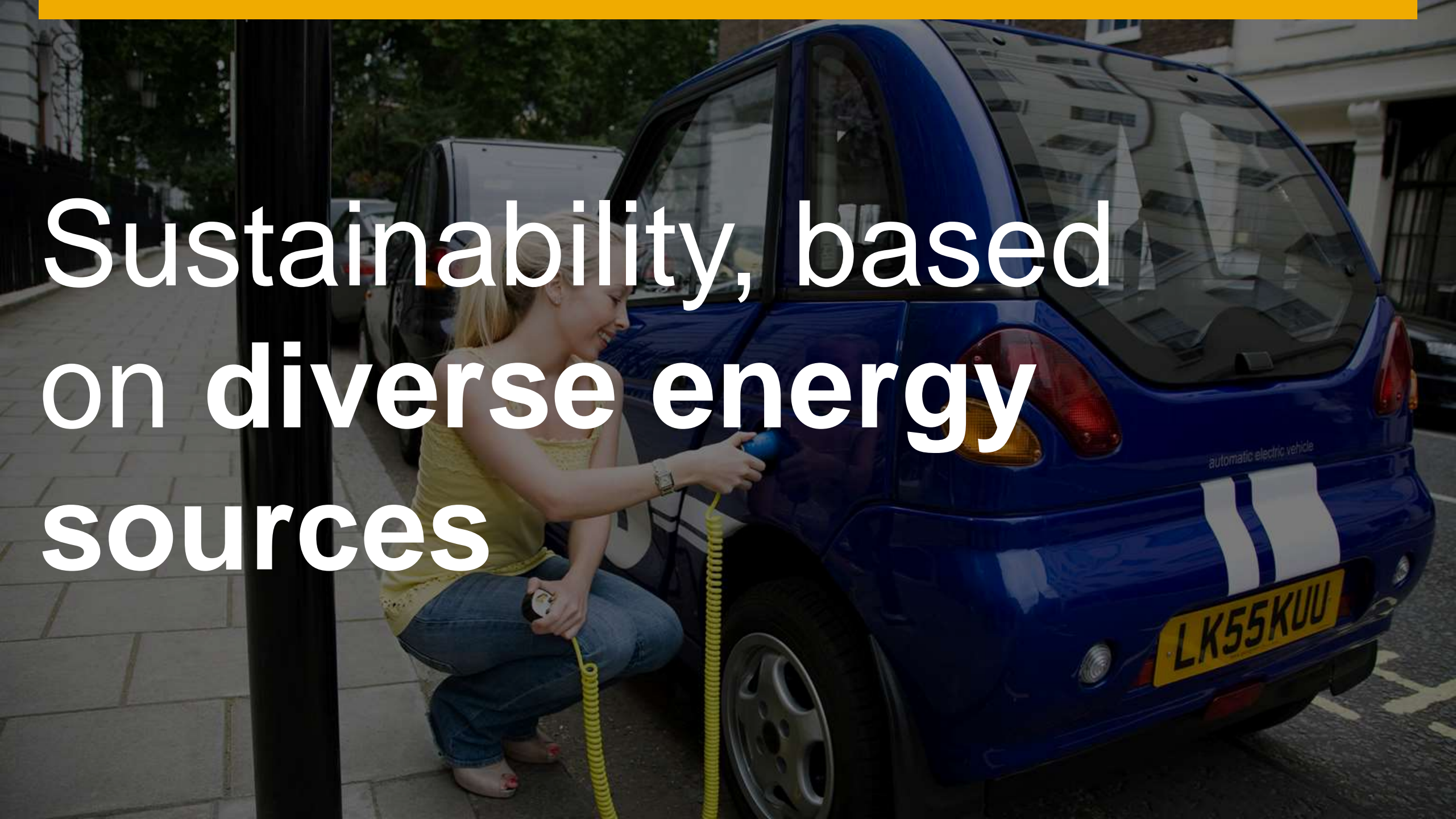
Digital data will continue
to **expand** exponentially.



**Connectivity –
30–50 billion connected
devices
by 2020**



Mobility and services instead of vehicles

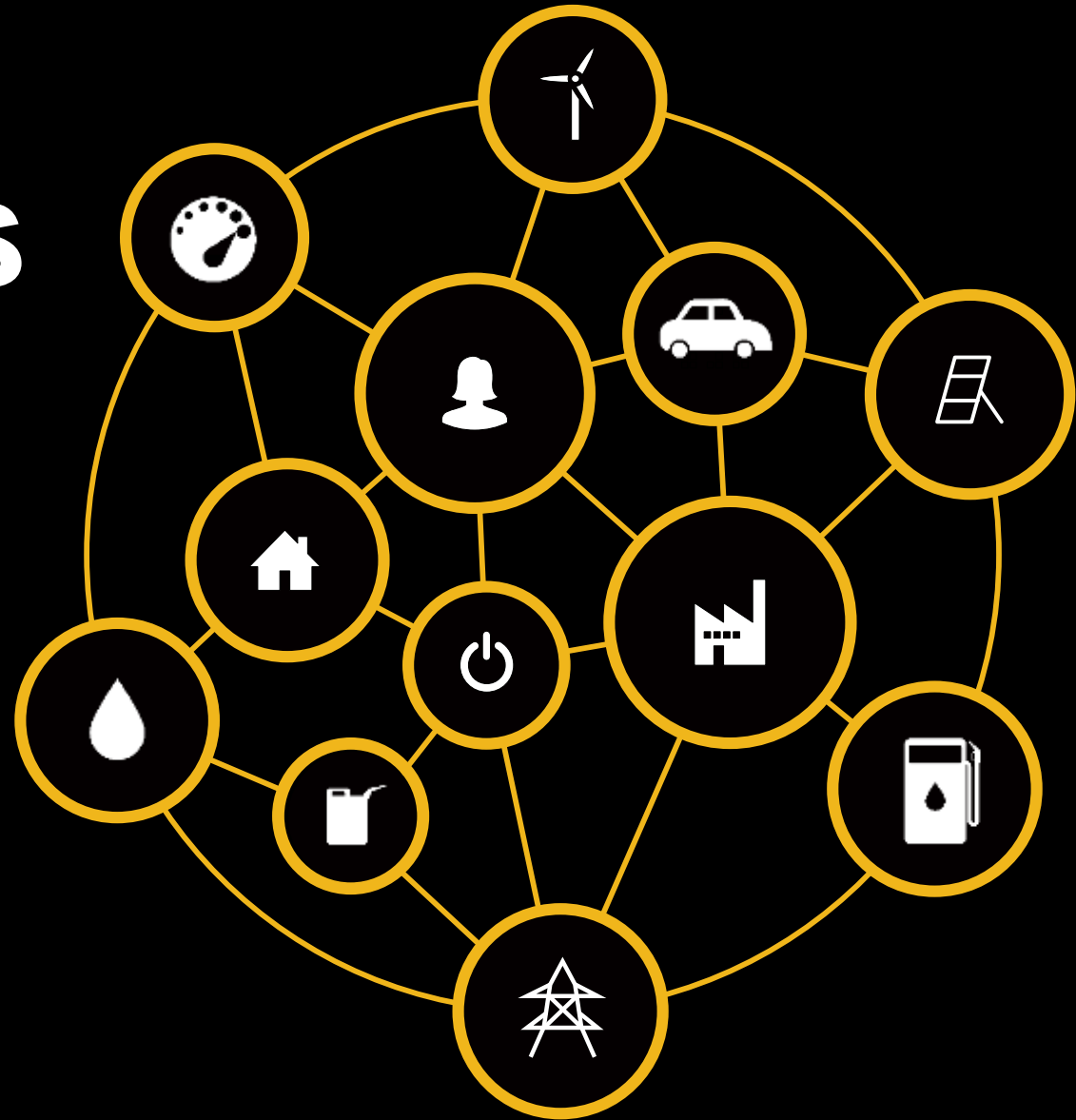


Sustainability, based
on diverse energy
sources

A man in a dark suit and tie is standing in a car dealership, talking to a man and a woman. The man on the right is wearing a light blue shirt and dark trousers, holding a small object. The woman in the middle is wearing a light-colored button-down shirt and a dark skirt. They are standing in front of several cars. The background shows a modern dealership interior with large windows and cars on display.

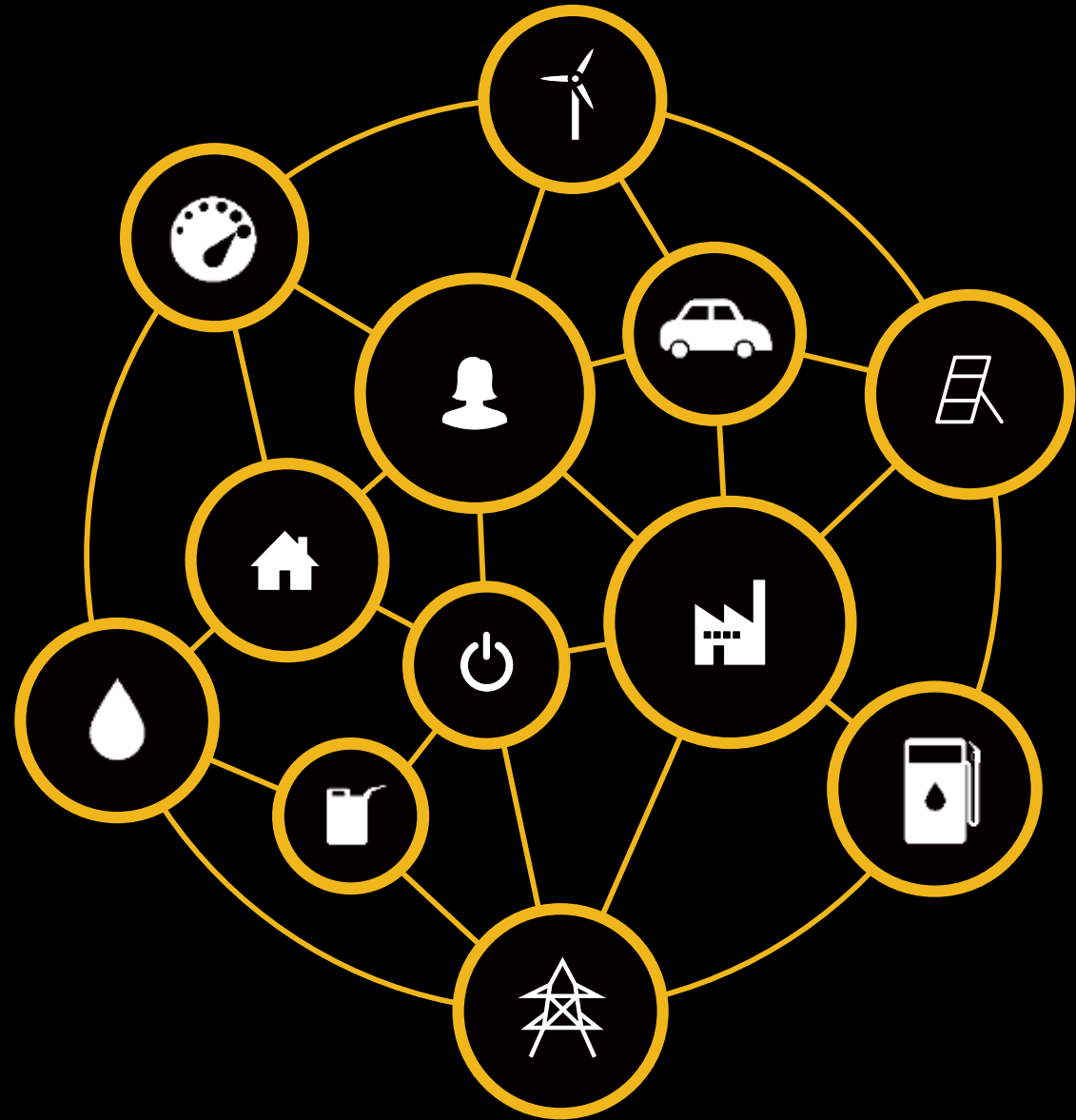
Consumer behavior
will change to desire
transportation rather
than ownership.

**SAP envisions
the digital
automotive
network.**



Reevaluate

Business models
Business processes
Work



Reimagine



Reimagine



Business models

Multimodal with integrated services
Energy efficient
Digitally connected
Omnichannel



Business processes

Business efficiency
Accelerated breakthrough technology
Lower cost of operations



Work

Engagement transformed
Predictive, automated, and self-learning
Customers becoming advisors



E-car driver logs on to
the onboard system
and enters desired
destination



Navigation system compares calculated distance with available battery power

E-car driver logs on to the onboard system and enters desired destination



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Navigation system compares calculated distance with available battery power

Available battery power does not cover the required distance



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SAP Vehicle Insights application and SAP Vehicle Network solution analyze data and provide a solution



E-car driver logs on to the onboard system and enters desired destination

Navigation system compares calculated distance with available battery power

Available battery power does not cover the required distance

SAP Vehicle Insights application and SAP Vehicle Network solution analyze data and provide a solution

Reachable recharging station is checked for availability and reserved



E-car driver logs on to the onboard system and enters desired destination

Navigation system compares calculated distance with available battery power

Available battery power does not cover the required distance

SAP Vehicle Insights application and SAP Vehicle Network solution analyze data and provide a solution

Reachable recharging station is checked for availability and reserved

Solution for alternative mobility options is provided to the driver



E-car driver logs on to the onboard system and enters desired destination

Navigation system compares calculated distance with available battery power

Available battery power does not cover the required distance

SAP Vehicle Insights application and SAP Vehicle Network solution analyze data and provide a solution

Reachable recharging station is checked for availability and reserved

Solution for alternative mobility options is provided to the driver

TwoGo ridesharing is offered



E-car driver logs on to the onboard system and enters desired destination

Navigation system compares calculated distance with available battery power

Available battery power does not cover the required distance

SAP Vehicle Insights application and SAP Vehicle Network solution analyze data and provide a solution

Reachable recharging station is checked for availability and reserved

Solution for alternative mobility options is provided to the driver

TwoGo ridesharing is offered

TwoGo ridesharing is accepted, and the driver is billed



E-car driver logs on to the onboard system and enters desired destination

Available battery power does not cover the required distance

Navigation system compares calculated distance with available battery power

Reachable recharging station is checked for availability and reserved

SAP Vehicle Insights application and SAP Vehicle Network solution analyze data and provide a solution

TwoGo ridesharing is offered

Solution for alternative mobility options is provided to the driver

The driver is taken to the final destination; other products and services are offered to the driver

TwoGo ridesharing is accepted, and the driver is billed



**Engaged providers across the network
to serve customer**

Faster response to customer needs

**Higher profits with smarter and more
timely services**

New revenue streams

**Opportunity for additional revenue
from selling and up-selling services**

**Higher customer satisfaction and
loyalty**

SAP Business One Key Functions

 SAP Business One Client		 Mobile		 Analytics / Dashboards		 Multilingualism / Localizations	
 Financials	 Sales	 Service	 Purchasing	 Inventory	 Production		
<ul style="list-style-type: none"> • Chart of accounts • Journal entries • Posting templates • Recurring postings • Exchange rates in multiple currencies • Financial reports • Budget mgmt • Cost accounting • Multiple posting periods • Incoming payments • Outgoing payments • Payment run • Bank statement processing • Checks • Credits • Deferred payments • Account reconciliation • DATEV / ELSTER • Fixed Assets • SEPA 	<ul style="list-style-type: none"> • Opportunity and pipeline mgmt • Contact mgmt • Activities mgmt • Calendar • Campaign mgmt • Blanket agreements • Quotations • Purchase orders • Deliveries • Returns • Invoices • Dunning • Price lists in multiple currencies • Special prices • Period and volume discounts • Customer mgmt • Gross profit calculation • Microsoft Office integration 	<ul style="list-style-type: none"> • Service mgmt • Service planning • Tracking across multiple customer interactions • Equipment card handling • Service Dashboards • Service contracts • Mobile Interaction • Recurring transactions • Human resource integration • Knowledge database • Service calendar • Service call processing 	<ul style="list-style-type: none"> • Purchase request • Purchase quotations • Web-enabled RFQ • Purchase orders • Goods receipt POs • Goods returns • A/P Invoice • A/P Reserve Invoice • Down-payment Invoice/Request • Cancel Marketing Documents • A/P credit memos • Landed costs • Intrastat • Import Process • Workflow 	<ul style="list-style-type: none"> • Item mgmt • Item lists • Price lists • Goods receipts • Goods issues • Inventory transactions • Transfers • Serial number mgmt • Batch number mgmt • Pick and pack • Recurring transactions • Inventory Tracking • Bin Location • Multiple Measurements • Inventory Counting • WMS • Container Management 	<ul style="list-style-type: none"> • Bills of material • Item Sets • Production orders • Goods issues • Goods receipts • Production Dashboards • GL Account Determination • Life Cycle mgmt • Item cost calculation • Forecasts • MRP • Drop Ship • Make to order • Order recommendations 		

Get started



Get started

1 Strategy alignment



Get started

1 Strategy alignment



2 Opportunity assessment

Get started

1 Strategy alignment



2 Opportunity assessment



3 Solution road map and ROI

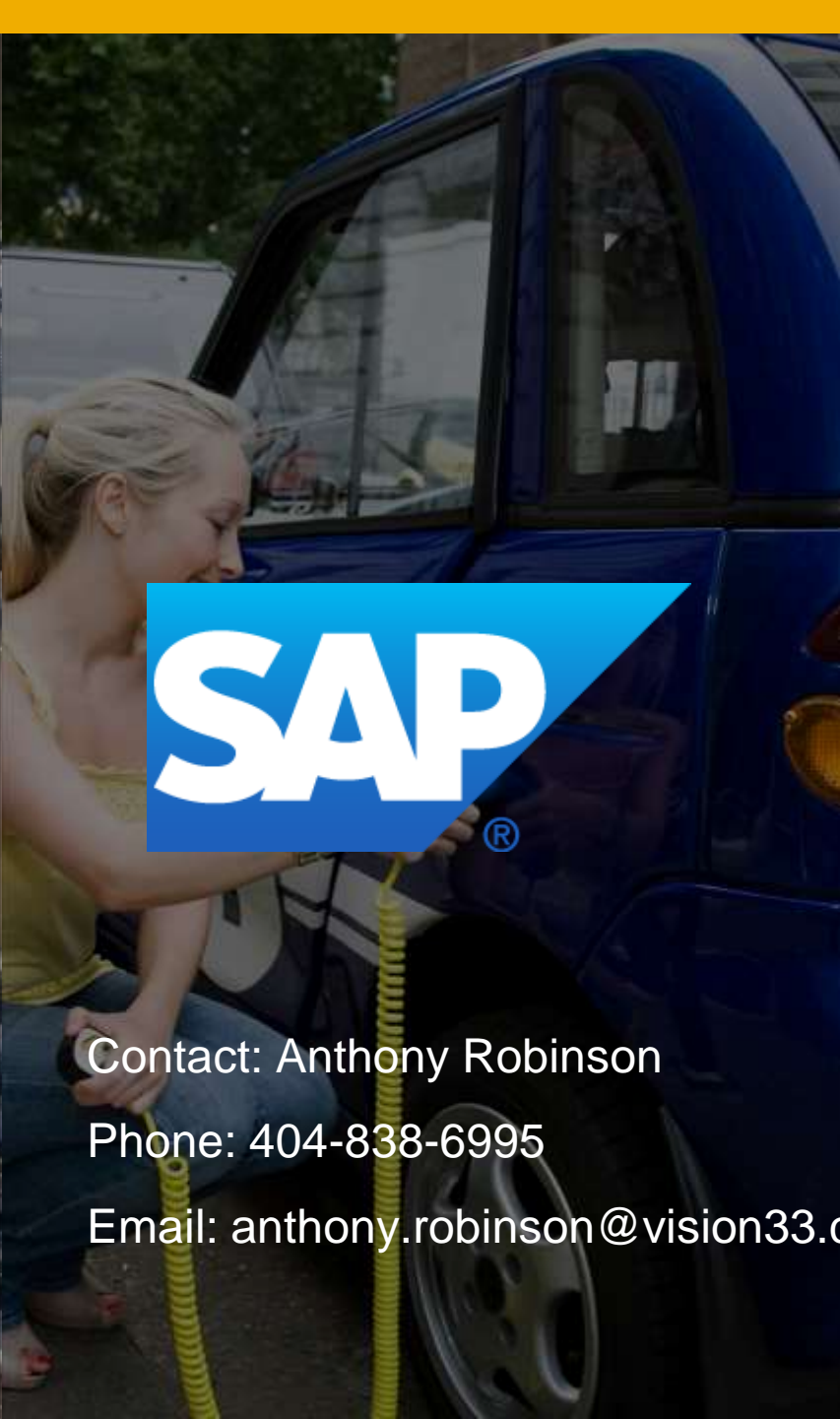


Get started



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SAP

®

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