



Innovation Recommendations

Discover which innovations are right for your organization

Software vendors offer their customers new functionality in the form of cutting-edge products like SAP HANA. Or they supply upgrades and extensions. All of these can add business value. But unless organizations can assess innovations – their relevance to and impact on the company's processes – they cannot accurately predict whether new products will benefit them. And they cannot properly plan the implementation of these innovations.

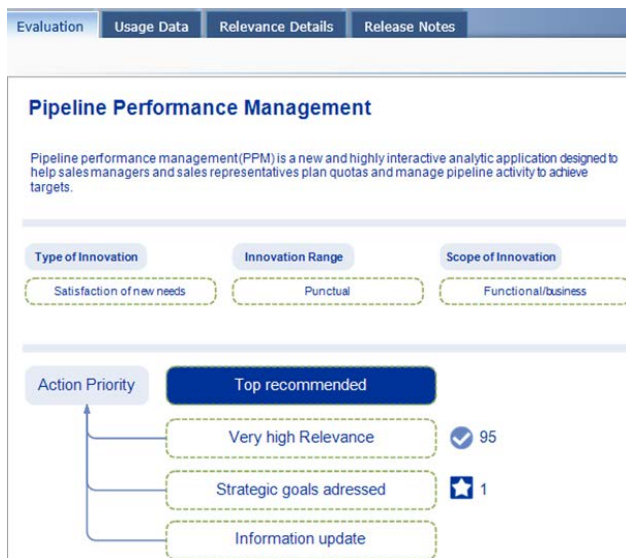
The Innovation Recommendations analysis helps you discover which of the innovations included in regular SAP upgrades would benefit you. Recommendations are based on a specialized usage analysis of your live system, with focus on your strategic goals. This helps you assess and prioritize innovations based on solid data. The recommendations are transparent and well documented, enabling you to decide for yourself whether you wish to implement the recommended innovations.

> YOUR NEED

- To plan an upgrade to a new release
- To prepare for an extension of business-related functionality
- To make the most of functionality offered in enhancement packages (EHPs)
- To find out whether business-related innovations are lying undiscovered in all the technical upgrades you've implemented
- To assess your system's degree of innovation and spot untapped potential
- To determine whether company-own developments can be replaced with default innovations

> OUR SERVICE

- Assesses innovations relevant for your organization, based on your system usage
- Delivers SAP release notes in structured form
- Recommends the innovations that will help you meet your strategic goals
- Takes into consideration dependencies between innovations
- Indicates requirements, such as software licenses, hardware, etc.



The screenshot shows a web interface for 'Pipeline Performance Management'. At the top, there are tabs for 'Evaluation', 'Usage Data', 'Relevance Details', and 'Release Notes'. Below the title, a brief description states: 'Pipeline performance management (PPM) is a new and highly interactive analytic application designed to help sales managers and sales representatives plan quotas and manage pipeline activity to achieve targets.' The interface features three filter sections: 'Type of Innovation' with 'Satisfaction of new needs', 'Innovation Range' with 'Punctual', and 'Scope of Innovation' with 'Functional/business'. Under 'Action Priority', there are three options: 'Top recommended' (selected), 'Very high Relevance' (with a checkmark and '95'), and 'Strategic goals addressed' (with a star and '1'). 'Information update' is also listed but not selected.

> Excerpt of the RBE Plus Browser:
The picture shows the recommendations of innovations.

> YOUR BENEFIT

- Saves time and effort in identifying which innovations (already implemented or included in future upgrades) would benefit your organization
- Determines relevance of innovations – quickly, thoroughly and based on your organization's specific business processes
- Uses assessment criteria that are objective and replicable
- Prioritizes innovations in line with your corporate strategy
- Suggests persuasive arguments for user departments
- Delivers SAP release upgrades in a time-saving format
- Uncovers company-own developments that can be replaced with SAP default functions
- Delivers a documented basis for making decisions about which innovations to implement - it can be edited and used for presentations
- Identifies quick wins

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