



SAP Signavio Foundations Series

How to Ensure Your SAP S/4HANA Transformation Is an Investment That Adds Value

Public



How to Ensure Your SAP S/4HANA Transformation Is an Investment That Adds Value

Today's speakers



John Lertola

Senior Business Process Architect
Qorvo



Michael Sokollek

Senior Direct, Strategic Customer
Transformation
SAP Signavio

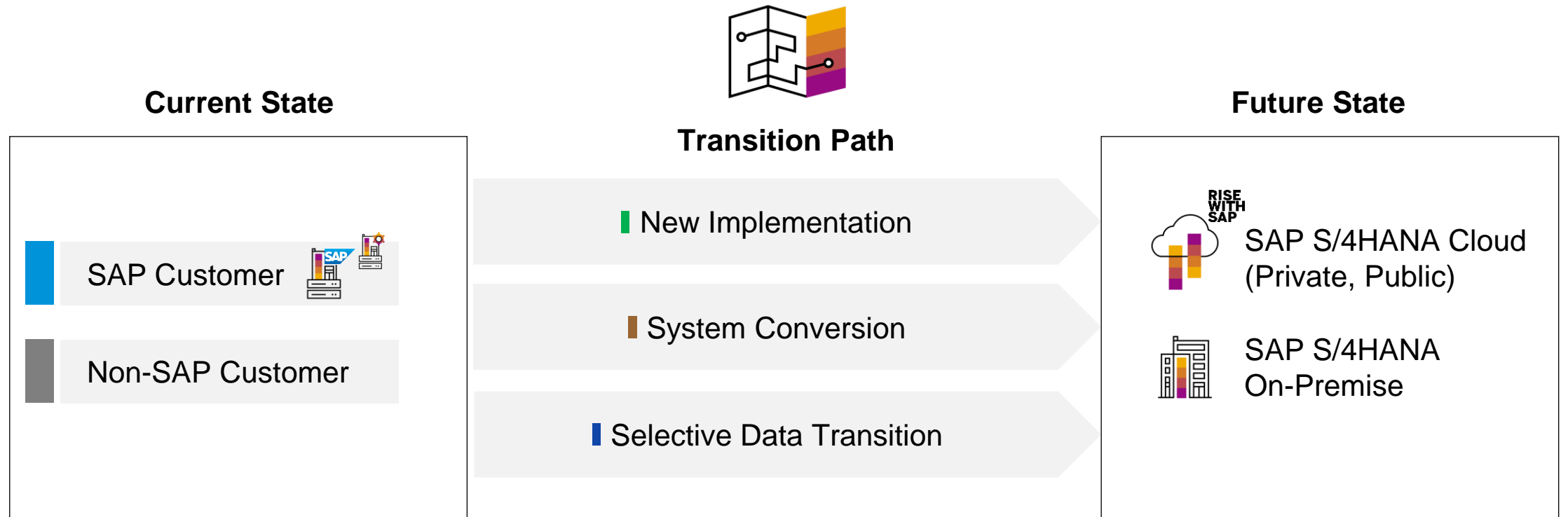


Jean Patrick Ascenci

Principal Solution Architect
SAP Signavio

**Transform your business by transforming
your business processes**

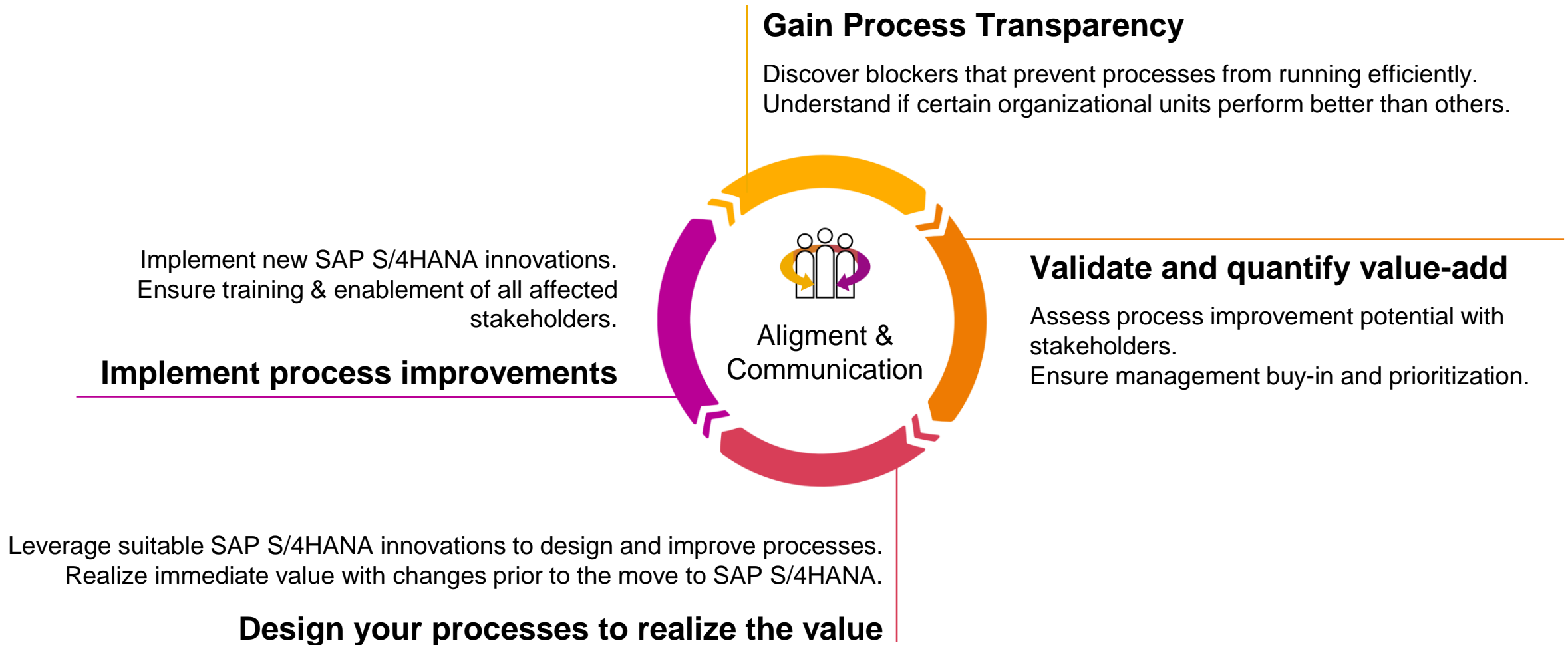
SAP S/4HANA Transformation Paths



An aerial photograph showing a two-lane asphalt road cutting through a dense, lush green forest. A small white car is visible on the road, moving from left to right. The text "How do you ensure that your transformation adds value?" is overlaid on the lower half of the image. The words "How do you ensure that" and "your transformation adds" are in white, while the word "value" is in a bold yellow font, and the question mark is in white.

How do you ensure that
your transformation adds
value?

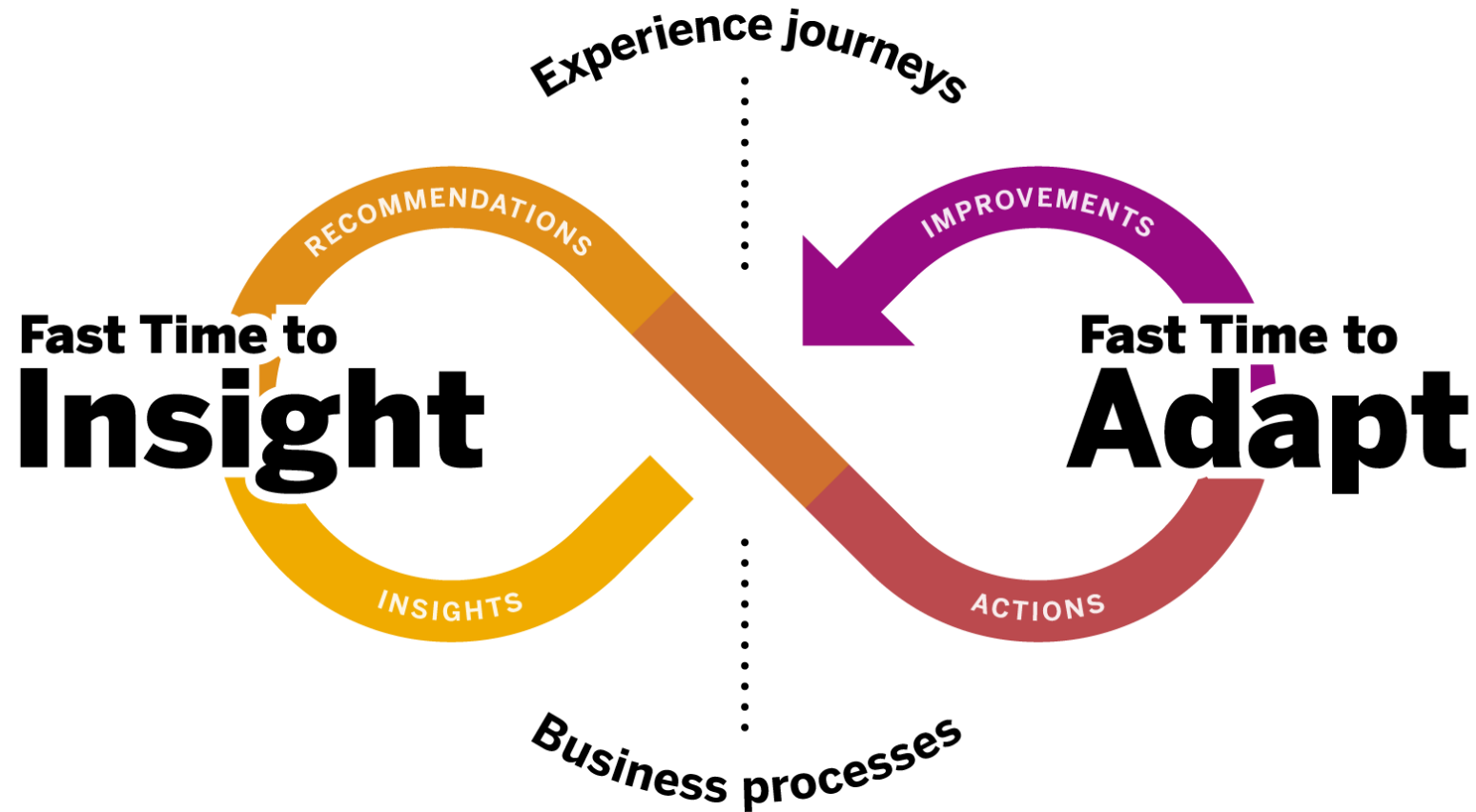
How do you ensure that your transformation adds value?





How do you make your
transformation as **fast** as
possible?

How do you make your transformation as fast as possible?



Continuous process transformation becomes a source of sustained competitive advantage.

In this context, **time to insight and time to adapt** are key to becoming an intelligent enterprise.



How do you ensure that
change is manageable?

How do you ensure that change is manageable?



Transformation approach



Break downs silos



Transformation targets



Sufficient resources



Management buy-In



Change management and enablement

A long-exposure photograph of a night sky over a frozen lake. The sky is filled with numerous concentric star trails, indicating a long exposure time. The lake is frozen, and its surface reflects the lights from a small building or cabin on the right side of the frame. The overall scene is dark and serene, with a cool blue and white color palette.

SAP S/4HANA
transformations are
business initiatives

Demonstration

Business Transformation Readiness

We Are Qorvo®

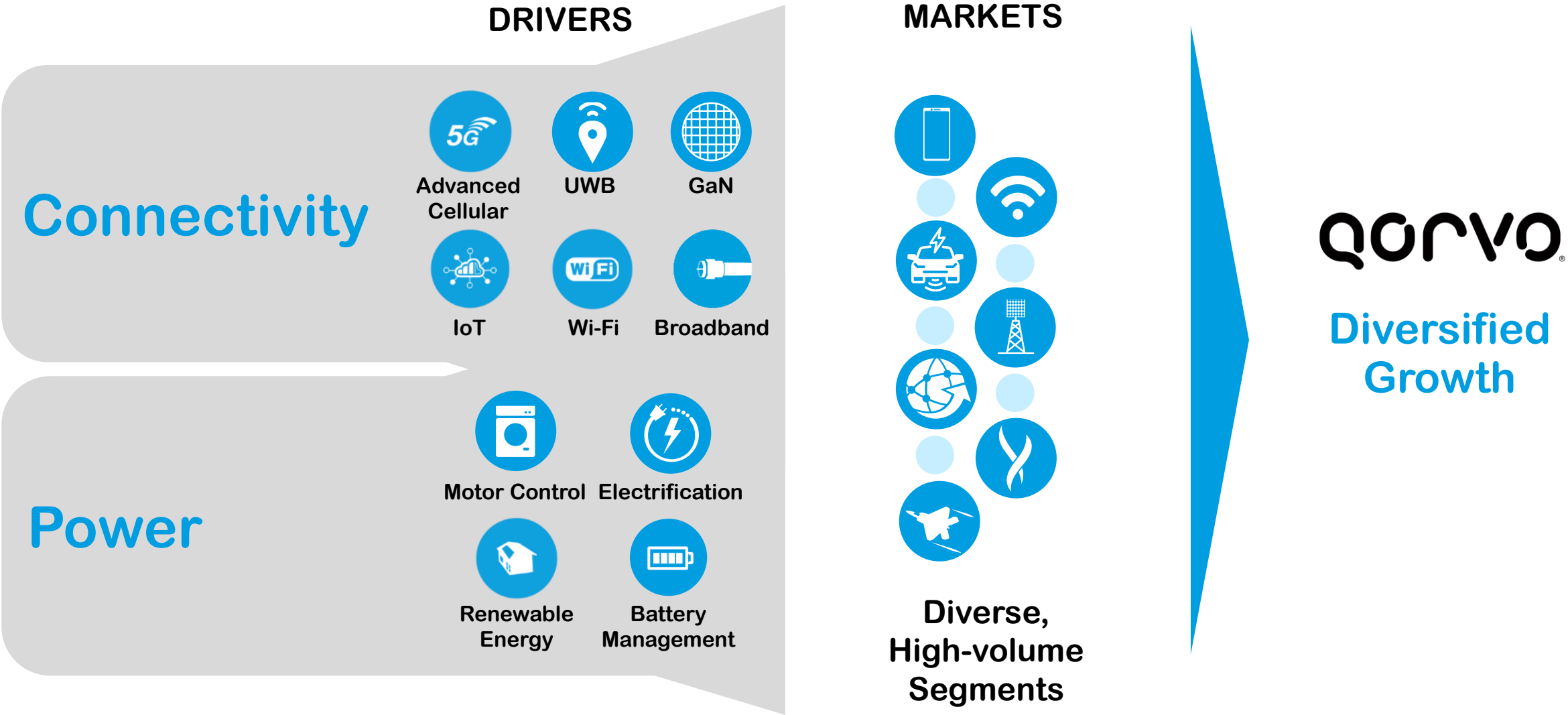
Leading global provider of connectivity and power solutions

- We supply innovative semiconductor solutions that make a better world possible
- 8,900 global employees
- FY22 revenue: \$4.65 billion
- An S&P 500 company – Nasdaq: QRVO
- Recognized by the Global Semiconductor Alliance (GSA) as the most respected public semiconductor company in 2022



Multiple Long-Term Growth Drivers

Optimizing product portfolio to leverage technology leadership



Business Process Framework



Value of American Productivity & Quality Center (APQC)

- APQC is a recognized authority on benchmarking, best practices, process and performance improvement, and knowledge management (KM).
- PCF is the framework developed by APQC in 1992. The PCF is the most widely used business process model. It has since been adopted by hundreds of successful organizations worldwide (including some of our Peer Hi-tech companies).
- High-level Categories break down into increasingly granular units
 - Process Group
 - Process
 - Activity
 - Task
- APQC – A non-profit organization include
 - Over 1800 defined processes
 - Over 2600 associated metrics
 - Membership includes
 - Third-Party Research and data
 - Benchmarks of member companies
 - Professional Services

American Productivity & Quality Center (APQC)* Process Classification Framework

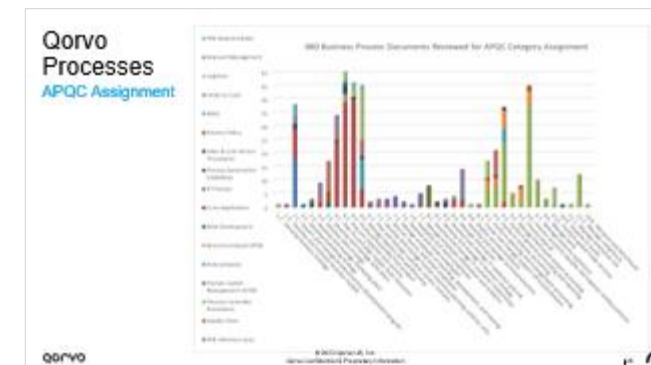
Overview

APQC Levels
1 - Categories
2 - Process group
3 - Process
4 - Activity
5 - Task

Categories	
ID	Name
1	Develop Vision and Strategy
2	Develop and Manage Products and Services
3	Market and Sell Products and Services
4	Deliver Physical Products
5	Deliver Services
6	Manage Customer Service
7	Develop and Manage Human Capital
8	Manage Information Technology (IT)
9	Manage Financial Resources
10	Acquire, Construct, and Manage Assets
11	Manage Enterprise Risk, Compliance, Remediation, and Resiliency
12	Manage External Relationships
13	Develop and Manage Business Capabilities

*APQC was founded in 1977 by Jack Grayson. APQC provides the information, data, and insights organizations need to work smarter, faster, and with greater confidence.

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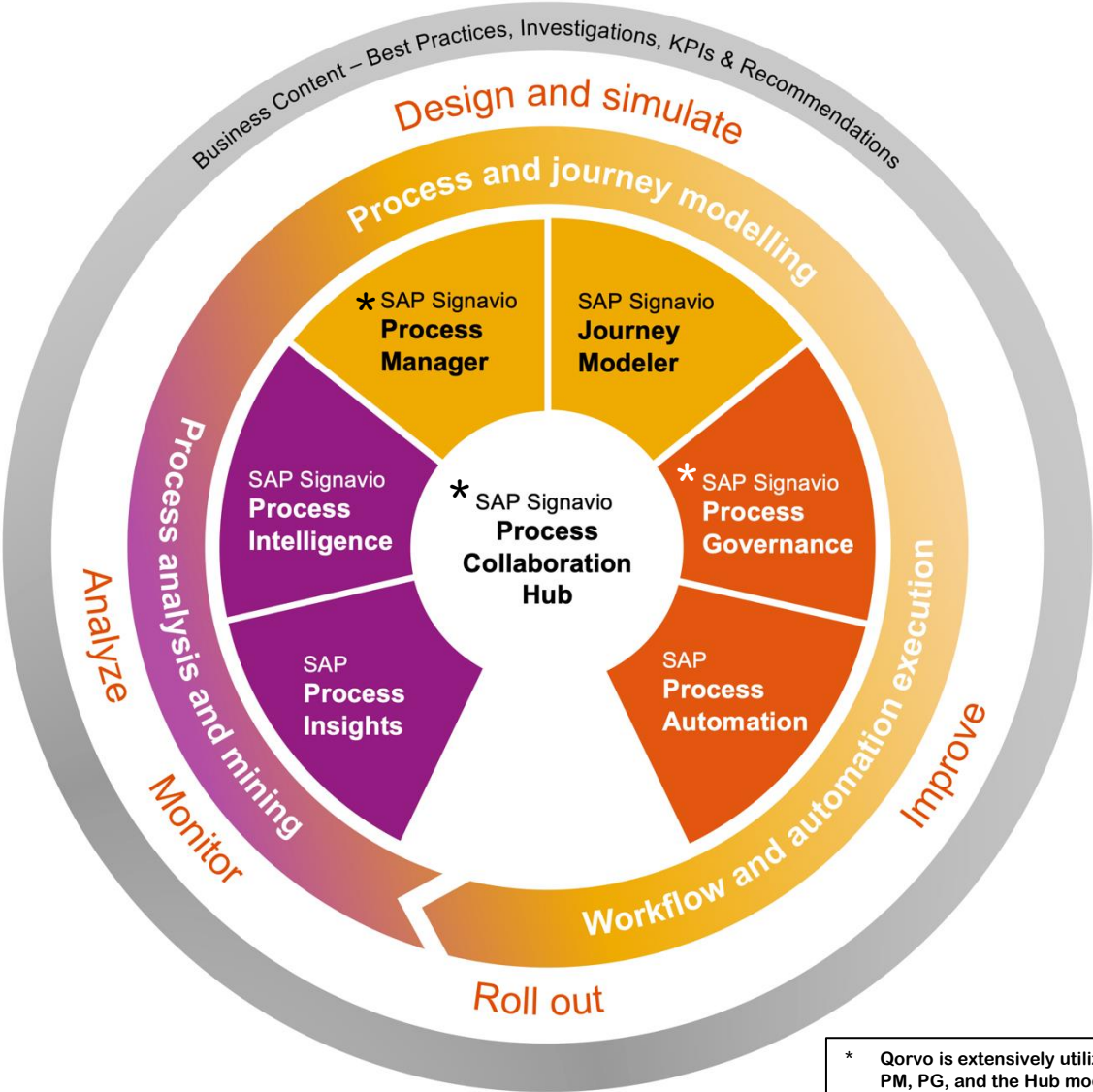


Business Process Modeling



SAP Signavio Process Management Platform

A cloud-based **process management platform** that gives companies **the ability to understand, improve, and transform all their business processes**

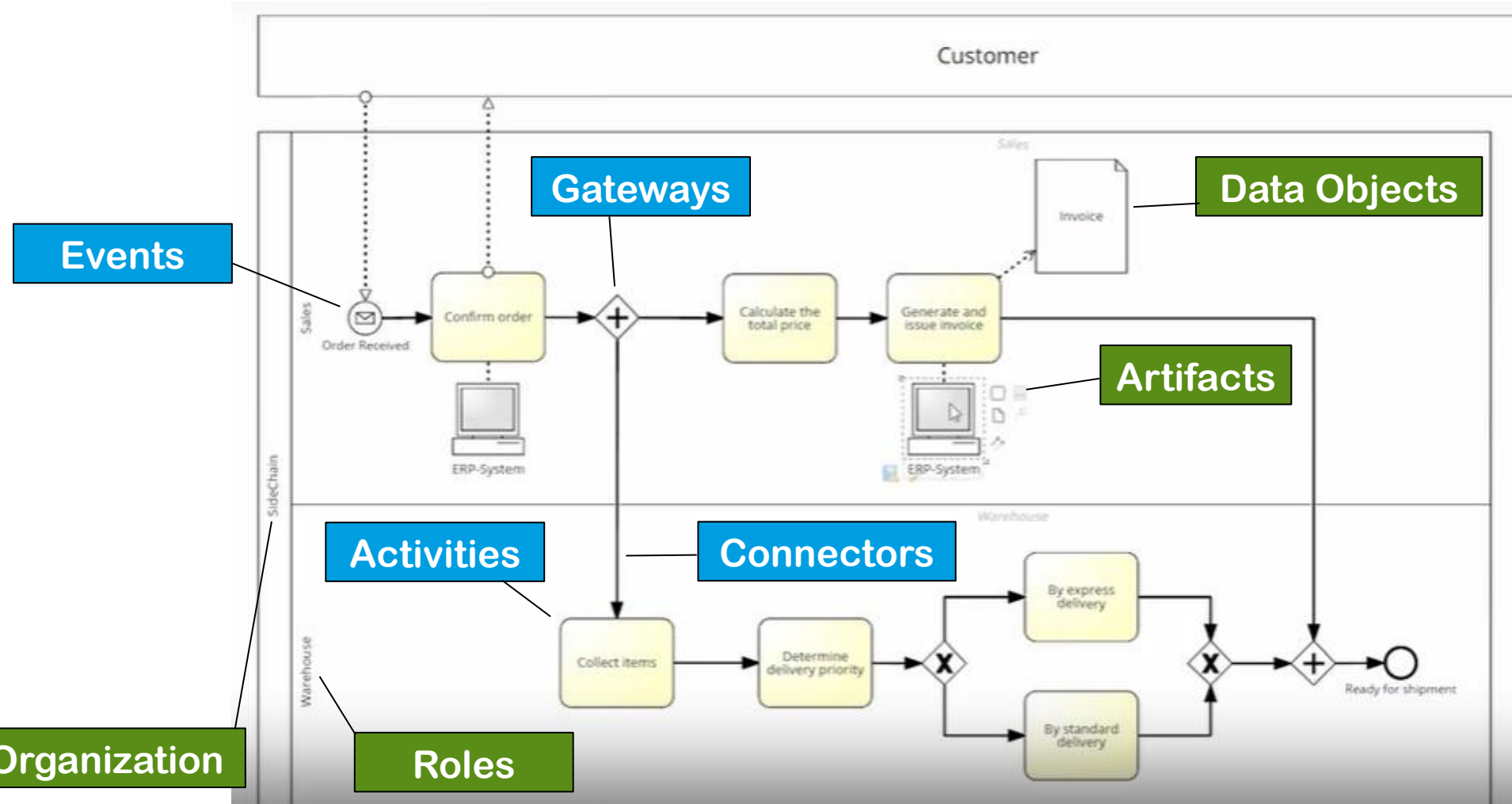


* Qorvo is extensively utilizing PM, PG, and the Hub modules

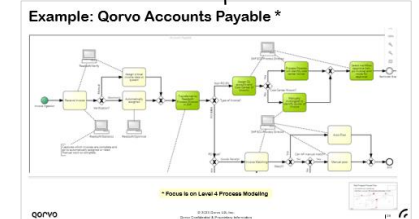


Signavio Business Process Modeling & Mining

Guidelines and Process Elements



AP Example

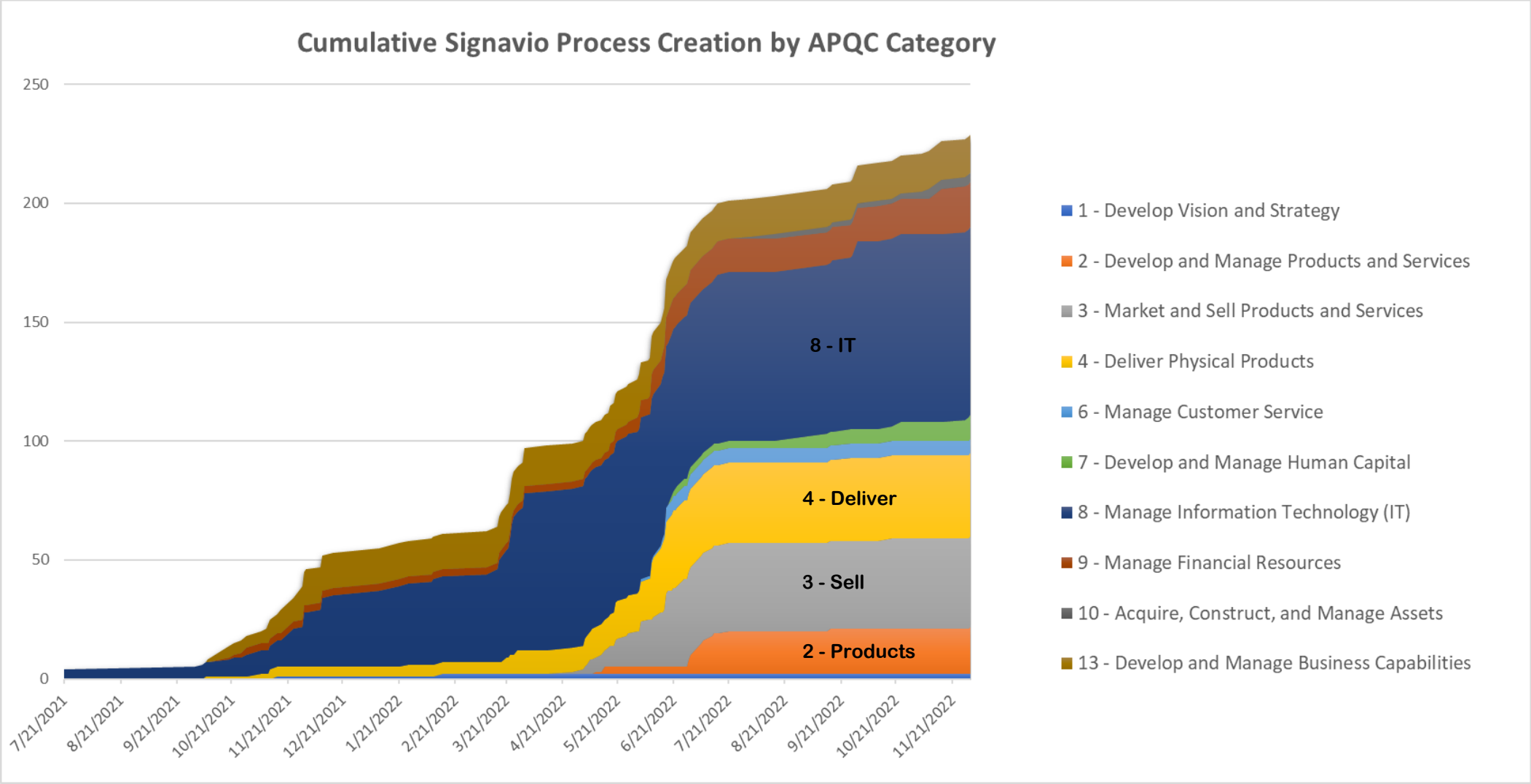


Best Practices



Process Modeling Status

Building a Foundation of To-Be Processes



Q & A

Find more information:

Websites

- [Business Process Transformation](#)
- [SAP Signavio](#)
- [SAP Signavio Community](#)

Watch SAP Signavio Foundations

1. [Why Every Successful Business Transformation is Data-Driven and Continuous?](#)
2. [How to Ensure Your SAP S/4HANA Transformation Is an Investment That Adds Value](#)
3. [Move from Strategy to Execution by Aligning Enterprise Architecture with Business Process Management](#)
4. [Gain Visibility into Your Transformation: Drive Value, Uncover Opportunities and Improve Continuously with Process Data-Driven Insights](#)
5. [Why Does Every Organization Need a Business Process Center of Excellence?](#)



Thank you.

Appendix



American Productivity & Quality Center (APQC)* Process Classification Framework

Overview

APQC Levels

1 - Categories

2 - Process group

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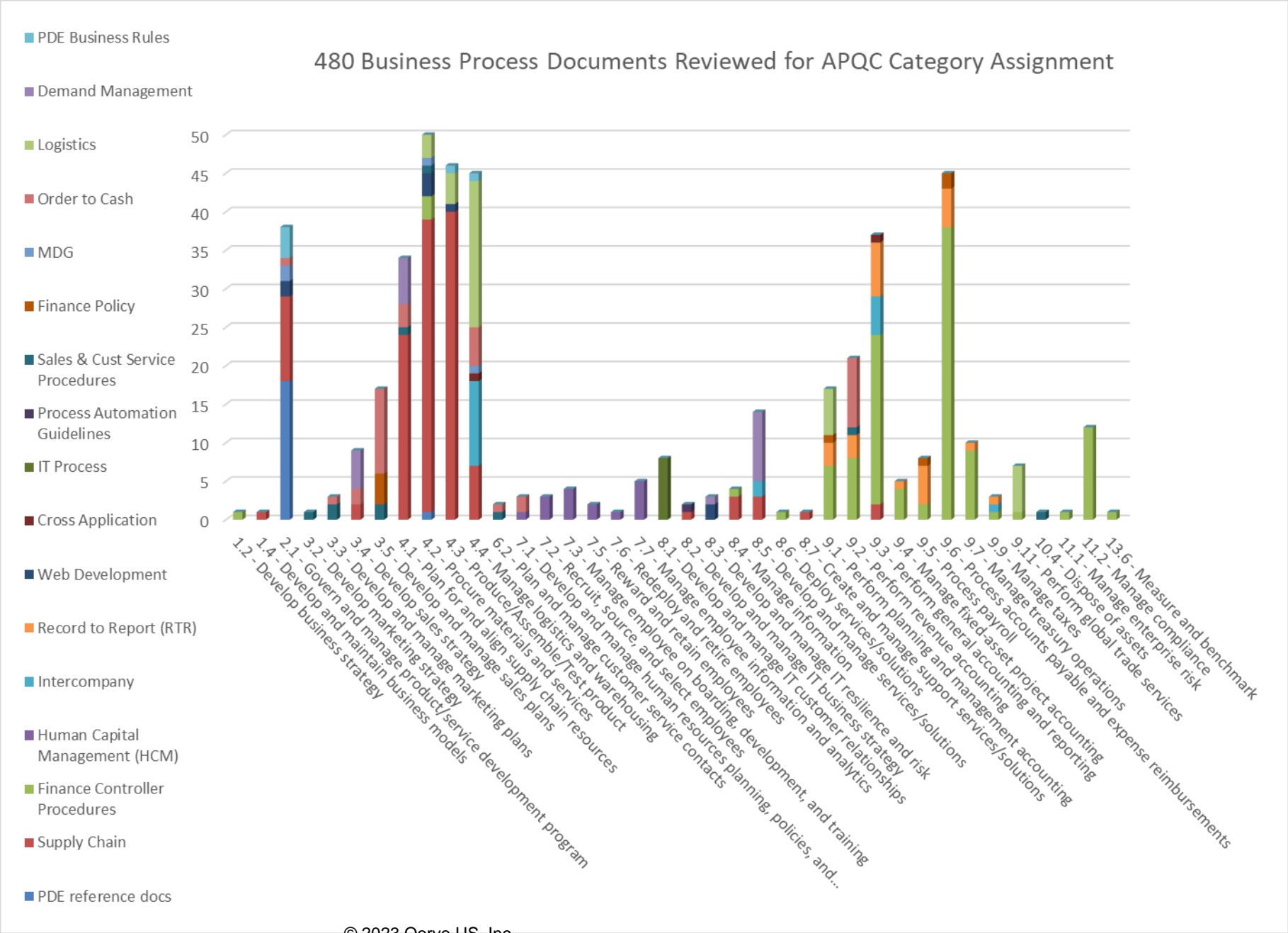
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ID	Name
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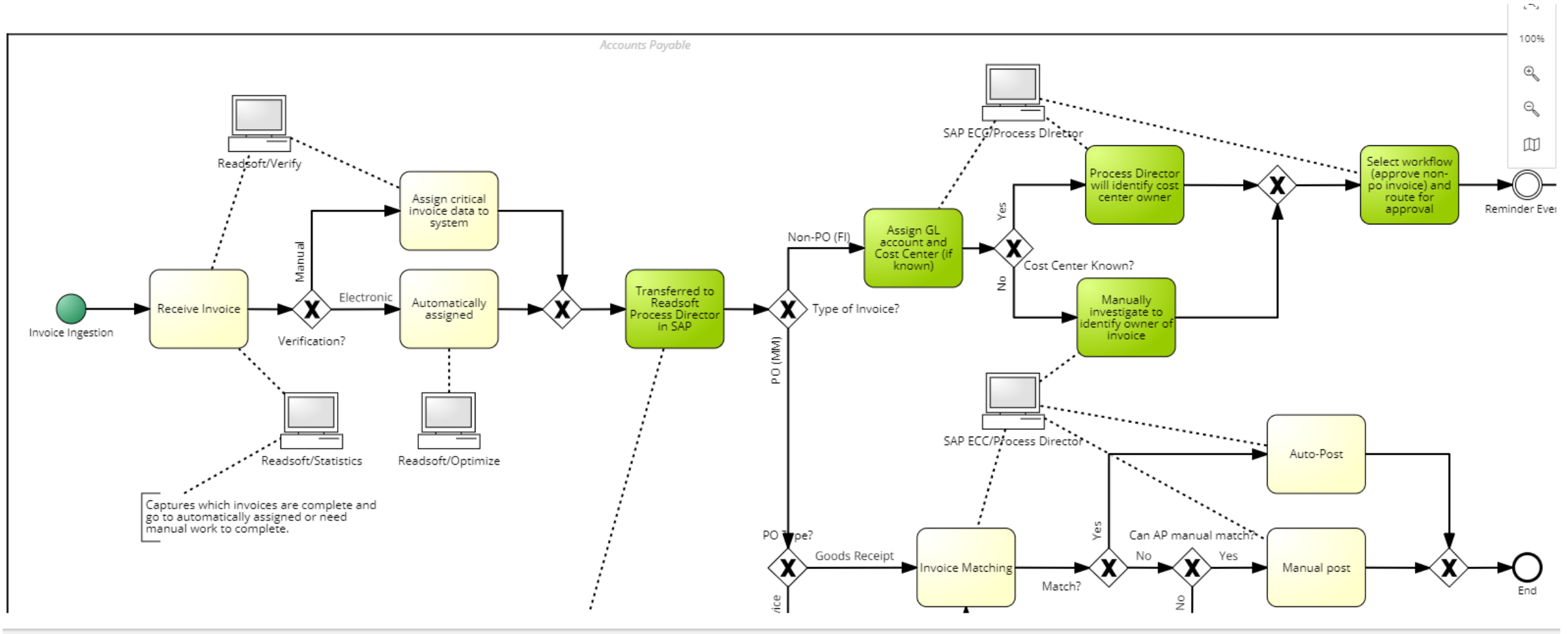
Qorvo

Processes

APQC Assignment



Example: Qorvo Accounts Payable *

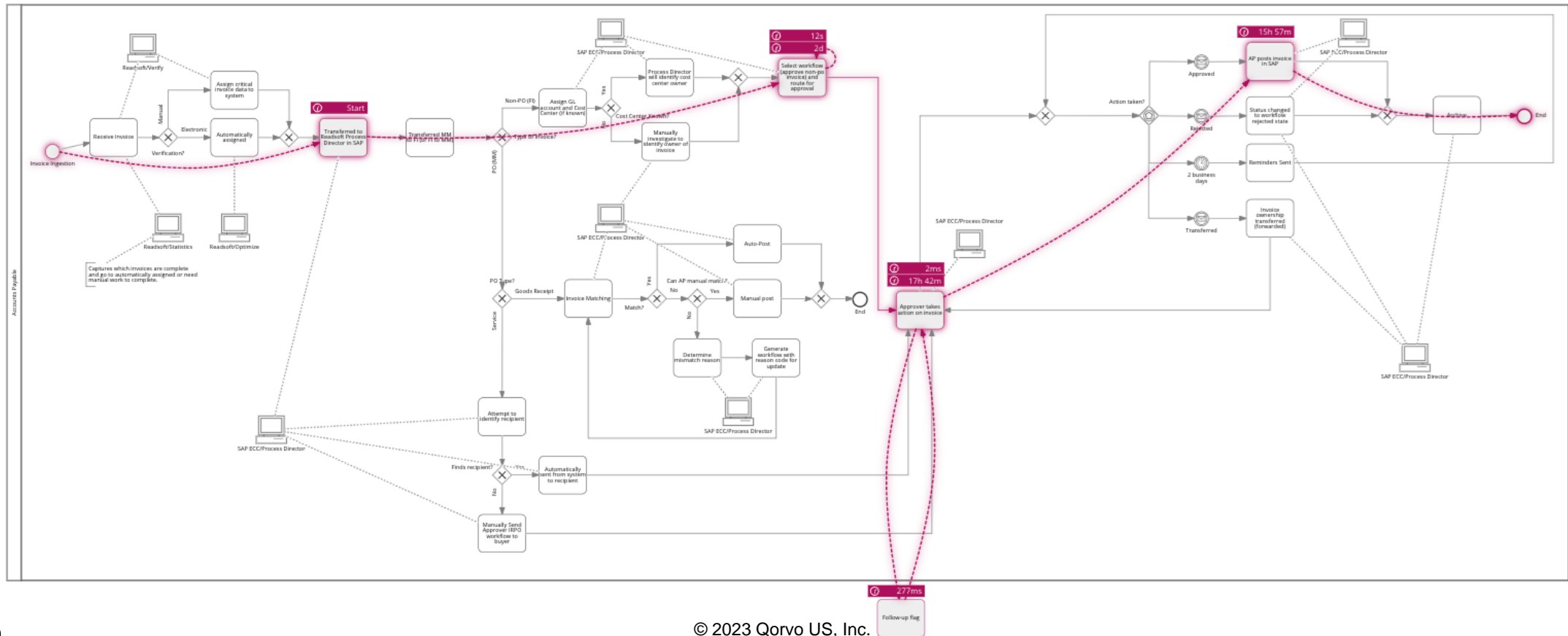
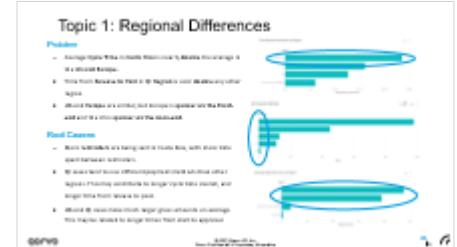


* Focus is on Level 4 Process Modeling



Most Frequent Process Flow

- Out of 2,858 Invoices ~14% 393 cases
- Cycle Time is on average ~32% shorter than overall average (~3.5



Topic 1: Regional Differences

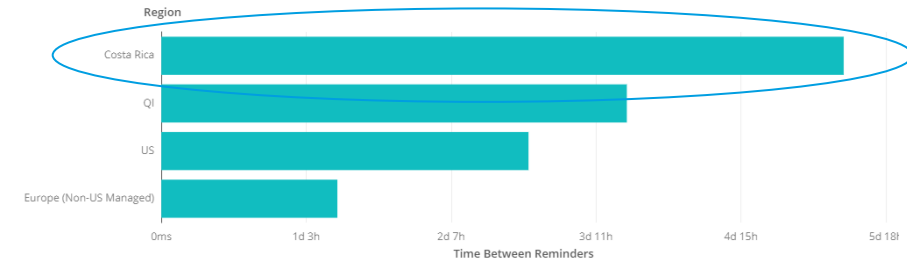
Problem

- Average **Cycle Time** in **Costa Rica** is nearly **double** the average in the **US and Europe**.
- Time from **Release to Post** in **QI Region** is over **double** any other region.
- **US** and **Europe** are similar, but Europe is **quicker on the front-end** and the US is **quicker on the back-end**.

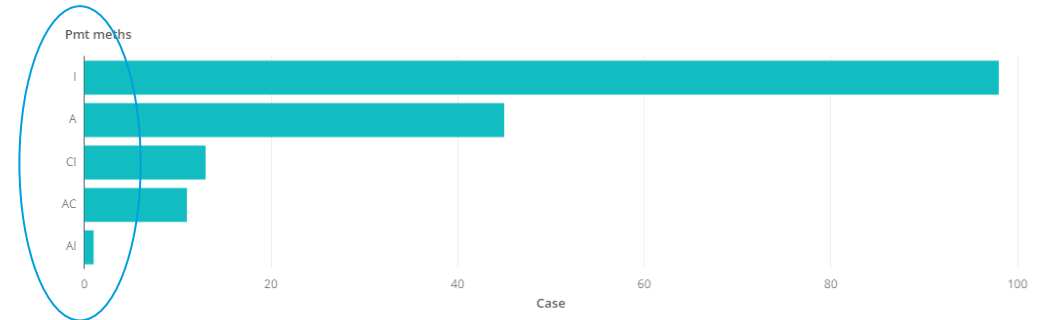
Root Causes

- More **reminders** are being sent in Costa Rica, with more time spent between reminders.
- **QI** cases tend to use different payment methods than other regions. This may contribute to longer cycle time overall, and longer time from release to post.
- **US** and **QI** cases have much larger gross amounts on average. This may be related to longer times from start to approval.

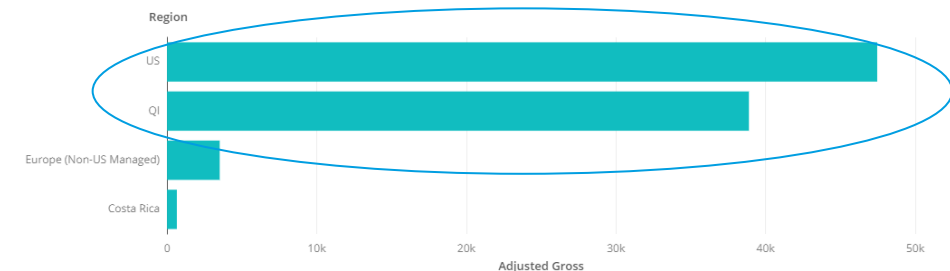
Time Between Reminders by Region



QI Payment Methods



Average Adjusted Gross by Region

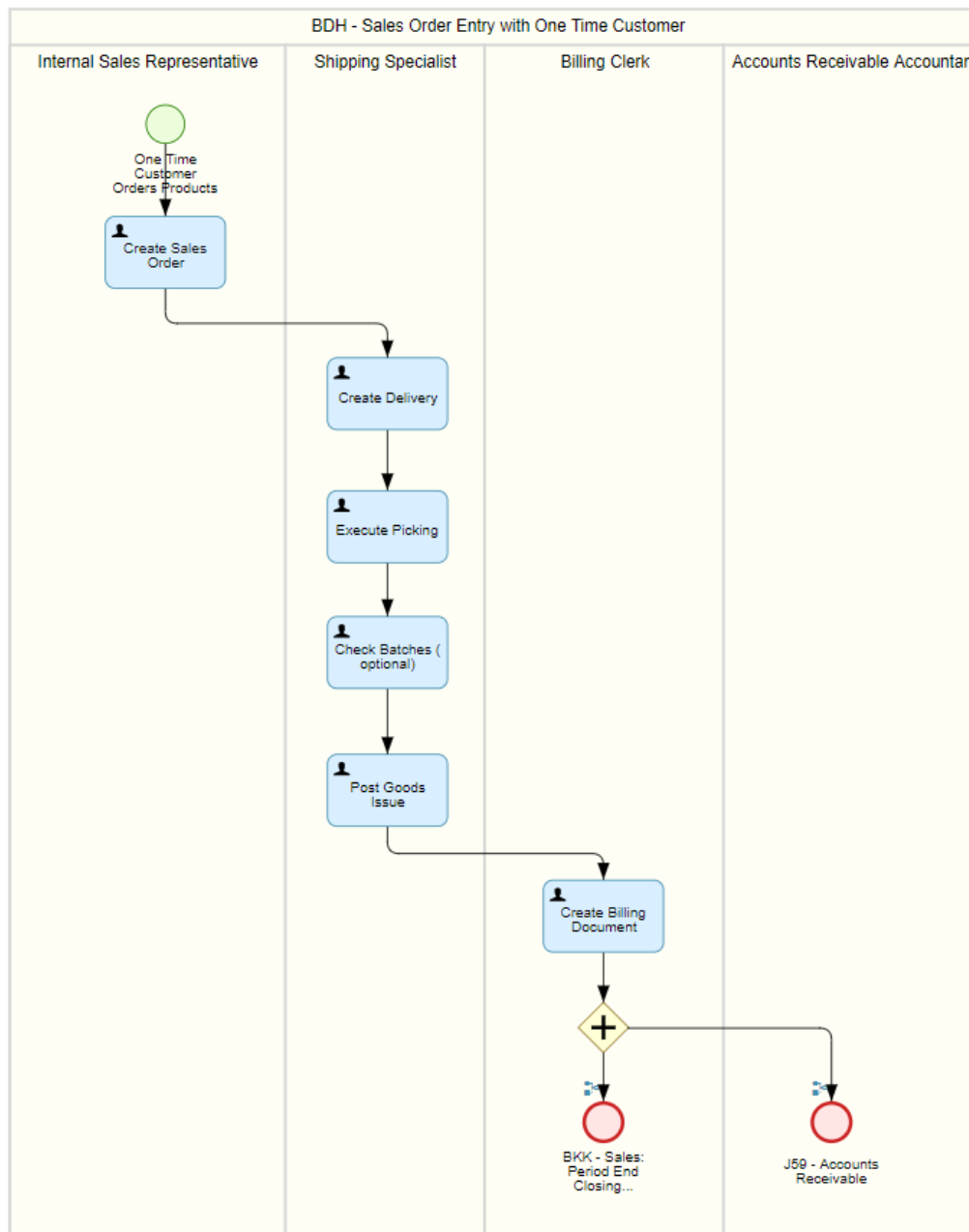


SAP Best Practices

Sales Order Entry Example

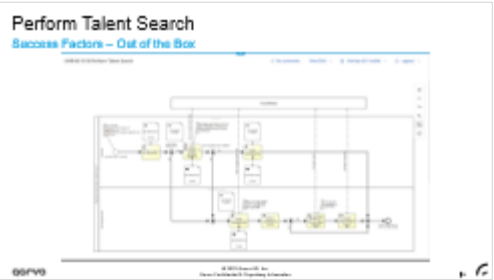
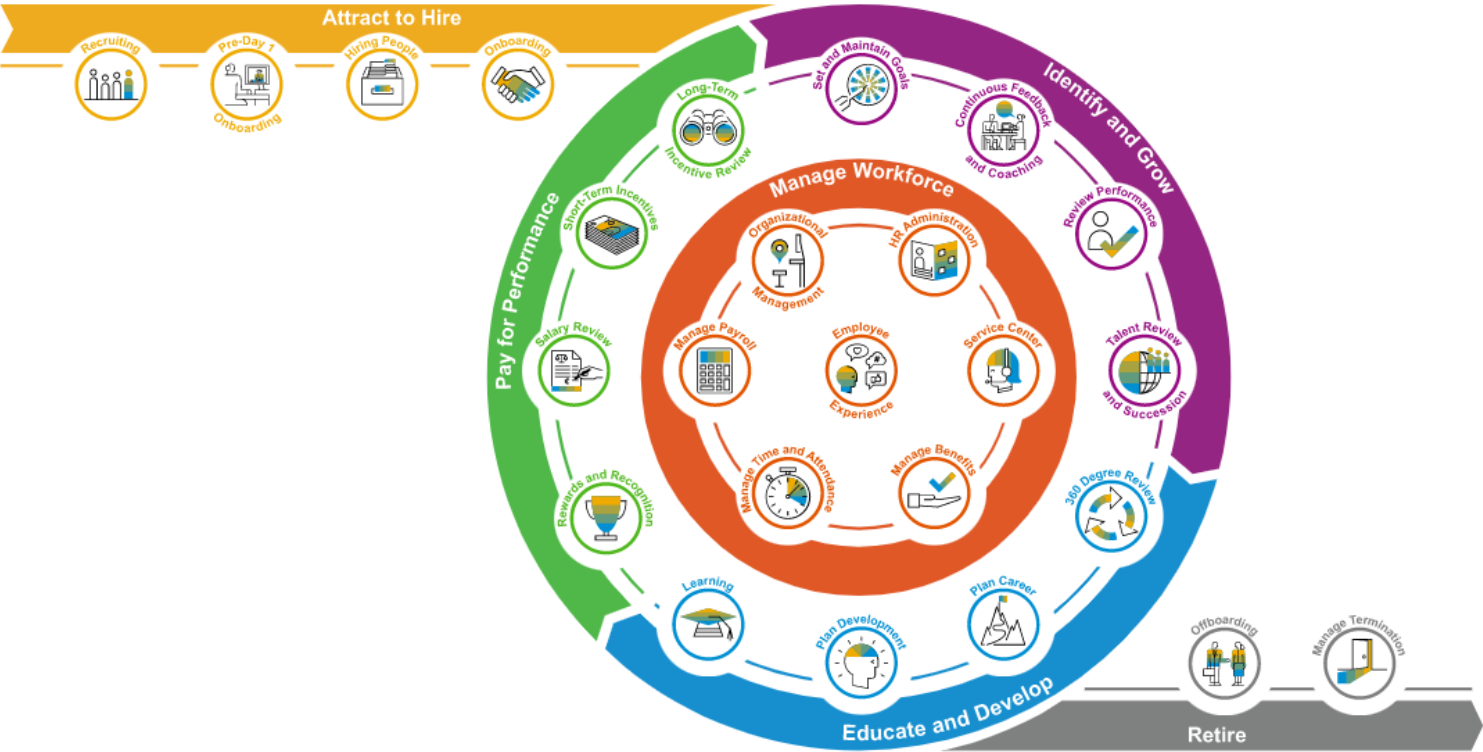
1. Best Practices available for core processes
2. Process flows can be loaded into Signavio using the BPMN standard
3. Once augmented, process modelers will be loaded into SAP Solution Manager
4. Out-of-the-Box test scripts available

Test Step #	Test Step Name
1	Log On
2	Access the App
3	Create Sales Order
4	Enter Sales Data
5	Enter Customer Information
6	Press Enter
7	Fulfill Dummy Customer Information
8	Enter Order Details
9	Confirm
10	Save



SAP Success Factors

Example #2



Leverage Best Practices



Perform Talent Search

Success Factors – Out of the Box

