

Can't Escape AI?

Elevate Your Finance Strategy with AI

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The Association of
Accountants and
Financial Professionals
in Business



Featured Presenter

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Topics

- What is important to the CFO?
- How can finance help increase communication and collaboration across your organization?
- How can finance teams take advantage of opportunities with AI?
- How can your organization use advances in process automation, machine learning, and GenAI to grow your business (organically and through M&A)?



What is important to
the CFO?

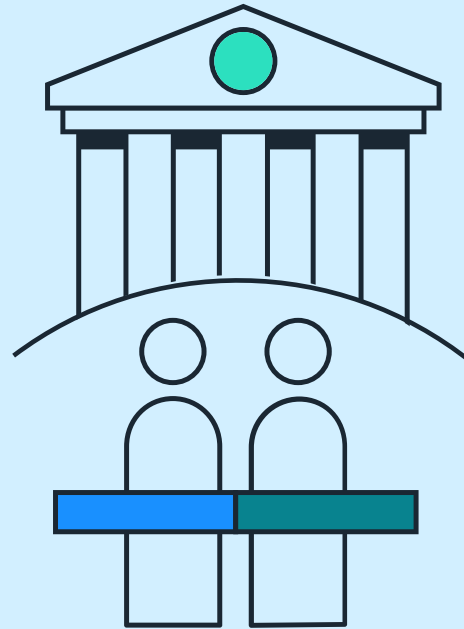


Finance organizations face internal and external challenges...

Internal challenges are often within your control...

- **Manual**, error-prone processes
- **Lack** of real-time visibility
- **Multiple** legacy systems
- **Reactive**, "putting out fires" mode
- **Difficult** to run reports and forecasts
- **Duplicate**, inconsistent data

...all while taking on more
and more responsibilities.

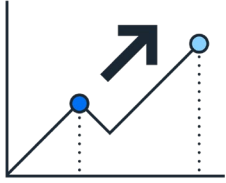


Finance team

External factors can be unpredictable and uncontrollable...

- **Geopolitical** shifts
- **Disruptions** from AI
- **Higher cost** of capital
- **Staff** retention
- **Competitive** threats
- **Shareholder** pressures
- **Cybersecurity** threats
- **Sustainability**
- **Business model** disruptions
- **Low-growth**, inflationary economy

Your finance team focuses on new strategic objectives
Finance measures value in terms of **Worth** and **Usefulness**



Agility

Drive growth with agility

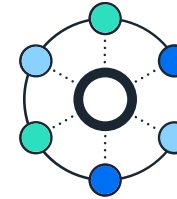
- **Create** an authoritative foundation of financial data
- **Streamline** accounting and financial close and consolidation activities
- **Use** predictive analytics
- **Accelerate** adoption of innovative business models



Resilience

Boost financial resilience

- **Access** a centralized, real-time view of cash
- **Optimize** working capital
- **Reduce** the impact of volatile markets
- **Comply** with regional and global standards and regulations
- **Use** embedded, intelligent controls to reduce risk



Sustainability

Prioritize sustainable outcomes

- **Record** sustainability data accurately
- **Streamline** reporting process
- **Utilize** more sustainable products and services with actionable insights
- **Manage** sustainably by evaluating the consequences of business actions

Poll question #1:

What is most important to your business?

1. Agility
2. Boosting financial resilience
3. Sustainability



What is in it for me?

Strategies top of mind for the typical CFO

*Ask the Game Master
for a clue!*

1. Innovate with AI
2. Improve operational effectiveness
3. Improve analysis, and insights
4. Increase accuracy and precision in reporting
5. Improve planning, forecasting & predictive models
6. Enhance company-wide visibility & collaboration
7. Increase decision-making agility
8. Seamlessly integrate and analyze new businesses (M&A, sell-offs, carve-out)
9. Enhance scalability for future growth (new business models, IPO)
10. Minimize regulatory risk
11. Ensure effective compliance
12. Improve controls (Cybersecurity and fraud)



How can your finance team **increase**
communication and collaboration **across**
your organization
and become a more
strategic partner?




What our finance customers are focused on
Finance has evolved to be strategic partner...



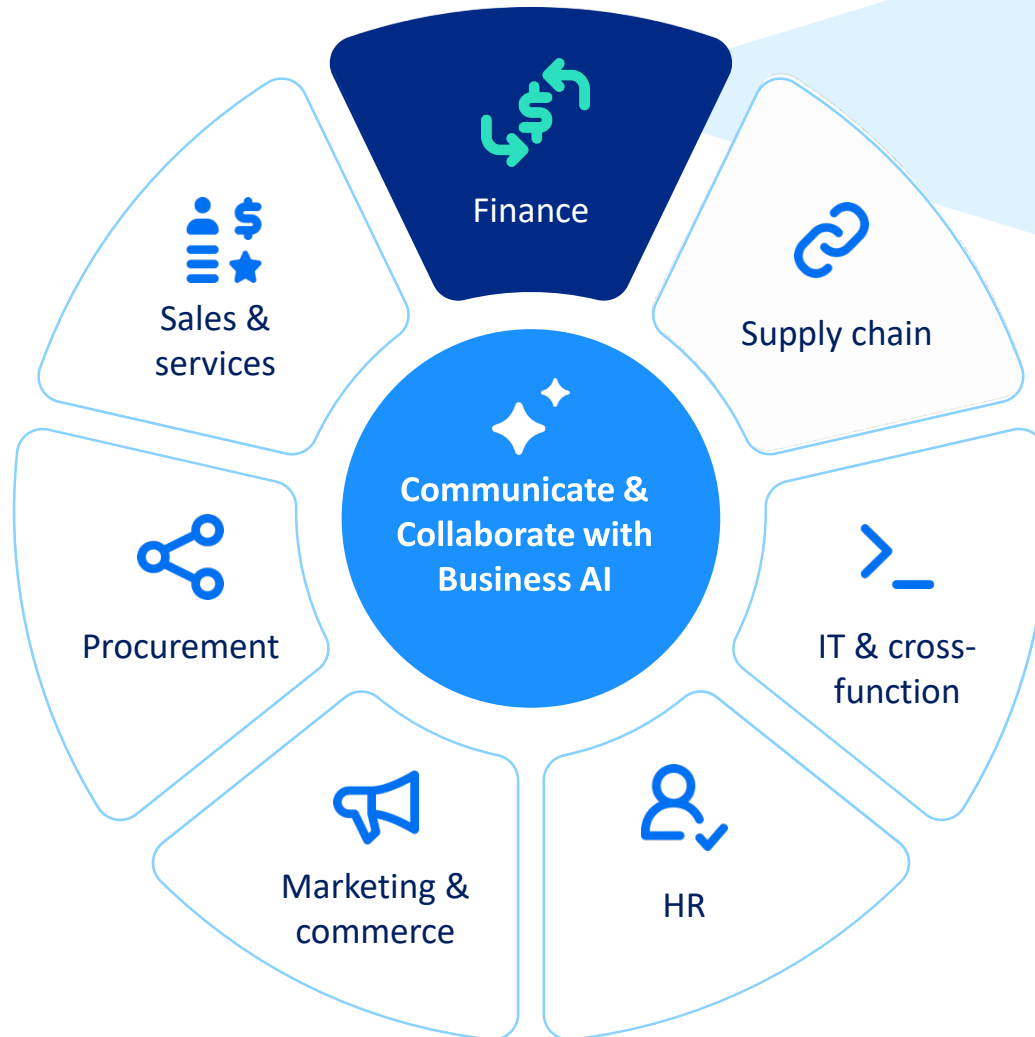
Identify your players

Who will be participating in the Future of AI?

Finance & Risk		Chief Financial Officer									
Vice President, Finance		Head, Corporate Reporting		Head, Finance Operations		Head, Corporate Treasury		Risk, Compliance & Audit Officer		CISO, CIO	
Financial Planning & Analysis		Accounting & Financial Close		Finance Operations		Treasury Management		Enterprise Risk & Compliance		Cybersecurity & Data Protection	
Planning, Budgeting, and Forecasting		Financial Accounting		Record to Report		Payments and Bank Communications		Enterprise Risk Management		Access Governance and Identity Management	
Profitability and Cost Management		Entity Close		Order to Cash		Cash and Liquidity Management		Controls and Compliance Management		Single Sign-on	
Management Reporting		Corporate Close		Procure to Pay		Debt and Investment Management		Automated Monitoring and Screening		Access Monitoring	
		Financial Reporting		Indirect Tax Management		Financial Risk Management		Policy Lifecycle Management		Data Loss Prevention	
		Direct Tax Management		Real Estate Management		Risk Management for Commodities		Audit Management			
		Financial Close Governance		Travel and Expense Management		Treasury Governance		International Trade Management			
				Financial Shared Service Management							
				Financial Process Governance							

Include business AI capabilities

Finance Innovations



- Financial business insights
- Natural language queries
- Automated error explanation and guided resolution
- Cash application
- Intelligent collections and dispute resolution
- Tax compliance
- Shared services automation
- Fraud detection
- AI-driven analytics and visualization
- Pre-built RPAs to automate manual tasks
- Green ledger

The background is a dark blue field filled with faint, pixelated white text of financial data, including numbers like 74.88, 21.88, 15.00, 10.00, 08.00, 07.00, 06.00, 05.00, 04.00, 03.00, 02.00, 01.00, 00.00, 99.00, 98.00, 97.00, 96.00, 95.00, 94.00, 93.00, 92.00, 91.00, 90.00, 89.00, 88.00, 87.00, 86.00, 85.00, 84.00, 83.00, 82.00, 81.00, 80.00, 79.00, 78.00, 77.00, 76.00, 75.00, 74.00, 73.00, 72.00, 71.00, 70.00, 69.00, 68.00, 67.00, 66.00, 65.00, 64.00, 63.00, 62.00, 61.00, 60.00, 59.00, 58.00, 57.00, 56.00, 55.00, 54.00, 53.00, 52.00, 51.00, 50.00, 49.00, 48.00, 47.00, 46.00, 45.00, 44.00, 43.00, 42.00, 41.00, 40.00, 39.00, 38.00, 37.00, 36.00, 35.00, 34.00, 33.00, 32.00, 31.00, 30.00, 29.00, 28.00, 27.00, 26.00, 25.00, 24.00, 23.00, 22.00, 21.00, 20.00, 19.00, 18.00, 17.00, 16.00, 15.00, 14.00, 13.00, 12.00, 11.00, 10.00, 9.00, 8.00, 7.00, 6.00, 5.00, 4.00, 3.00, 2.00, 1.00, 0.00. Overlaid on this is a teal-colored triangle pointing towards the bottom right corner.

How do you crack
the code with
Finance AI?



Launch AI video

Poll question #2:

Does your company have an AI strategy?

1. Yes, we have a robust strategy that we have been implementing
2. Yes, we have a strategy, but we haven't begun implementation yet
3. No, we do not have an AI strategy yet, but we have started conversations around this topic
4. No, AI is not on our list of topics to handle in the near future



How to use advances in process
automation, machine learning, and
GenAI to grow your business
(organically
and through M&A)



Mergers, acquisitions, and divestitures

M&A is very significant, particularly in industries where market disruption and business changes continue to drive growth strategies. M&A agendas are looking for access to or are driven by several strategic business factors:

- New technologies
- New business models
- Desire for broader geographic footprints
- Differentiation and/or competitive edge



Global disruptions are powering unprecedented opportunity for businesses to out-execute their competition



Accelerating **global disruptions** continuously and increasingly evolve the business environment...

- **Geopolitical tensions**
Protectionism, sanctions
- **Supply chain bottlenecks**
Transportation, availability shortages
- **Technology evolution**
Cloud, AI, RPA, Quantum computing
- **Consumer behavioral shifts**
Shifting brand loyalty, Segment of one
- **Talent constraints**
Shortages, Retention, Working from home
- **Climate change**
Sustainability & purpose commitments
- **Macro-economical swings**
Inflation, slow-downs



**Uncertainty
provides
opportunity**



... resulting in a range of **strategic priorities**

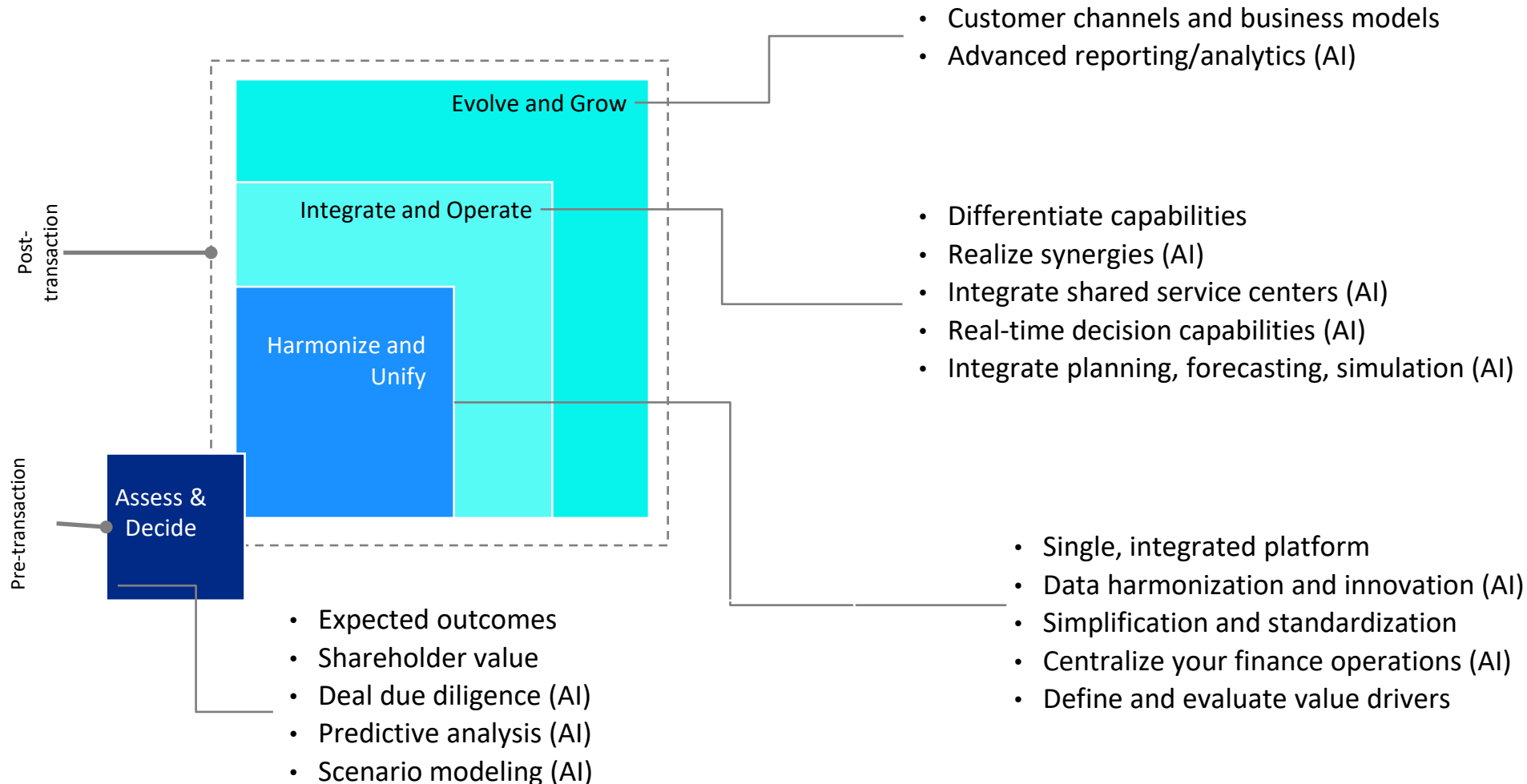
- **Business model expansion**
M&A, IPO, Direct to consumer, Platform businesses
- **Operating model change**
Cloud, as a service models, ...
- **Autonomous processes**
Self optimizing processes, self healing anything, ...
- **Sustainable operations**
Green ledger accounting, Green supply chain, ...
- **Ecosystem synergies**
Ecosystem networks, Platforms, ...



Technology remains THE key enabler

Stages of M&A experiences for our customers

A well-executed integration strategy is one of the most critical factors in a successful M&A journey



Lets look at what is important to the
CFO and CIO



CFO

Integrated Platform for accelerated onboarding

Harmonized data for accelerated decision-making

Standardized processes for timely integration

Seamless move to Cloud and AI capabilities



CIO

Consolidation of system landscape for continuous onboarding

Governance and access controls

Seamless move to Cloud and AI capabilities



...allowing finance teams opportunities they didn't have in the past



- ✓ Planning and Budgeting
- ✓ Intercompany Reconciliation
- ✓ Group Consolidation
- ✓ Disclosure Management
- ✓ Sustainability Reporting

Faster Closing

- ✓ Real-time Financial Reporting
- ✓ Real-time Management Reporting
- ✓ Real-time Business Analytics
- ✓ Cash Management

Faster Decision Making

Trust, Transparency, Collaboration

- ✓ Financial Accounting
- ✓ Management Accounting
- ✓ Central Payables
- ✓ Central Receivables
- ✓ Credit Management
- ✓ Treasury Management
- ✓ Dispute Management

Operational Excellence

Poll question #3:

What does your company care most about?

1. Operational excellence
2. Faster decision making
3. Trust, transparency, collaboration
4. Faster close and consolidation





You cracked the code!
Don't Escape AI,
Embrace It

Poll question #4:

Would you like to hear more about SAP's opportunities related to AI in Finance?

1. Yes, please contact me to hear more
2. Maybe, I'm still thinking about it
3. No, I'm just here for the CPE



Questions and Answers

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Thank you!

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