SAP´s Strategy for Enabling
Integrated Business Planning

Product Management - LoB Digital Supply Chain
April 2018

CUSTOMER

SAP Run Simple

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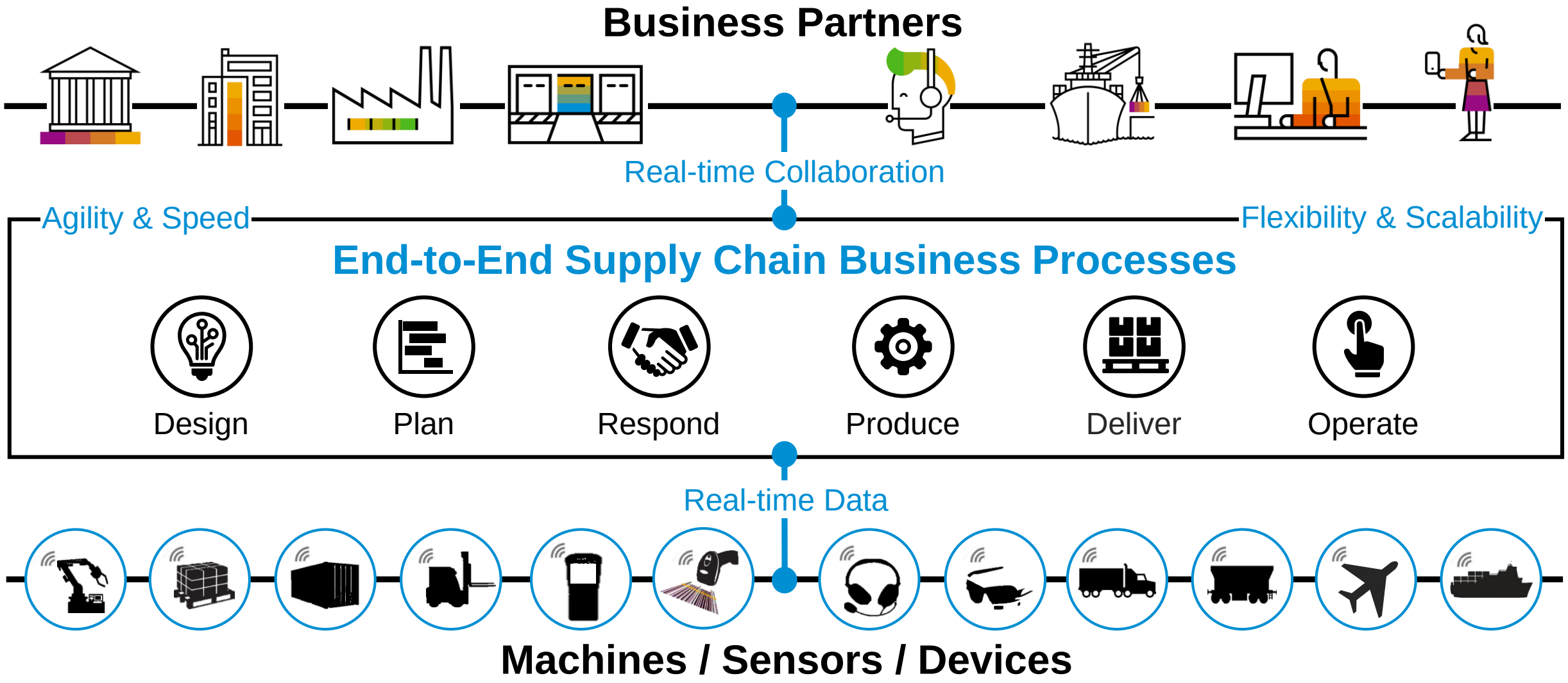
SAP Digital Supply Chain Management Strategy



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SAP Digital Supply Chain Product Investment Focus

Business Network Enablement

SAP Ariba

SAP Supplier Network Collaboration

SAP Global Track and Trace

SAP Logistics Business Network

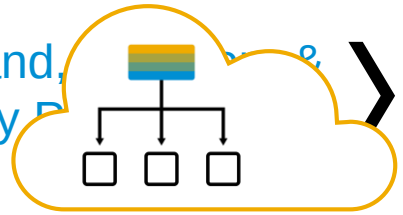
Real-time Collaboration

Agility & Speed

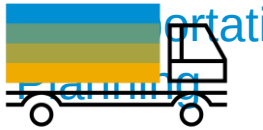
Flexibility & Scalability

End-to-End Supply Chain Business Processes

Demand, [illegible] & Supply P[illegible]

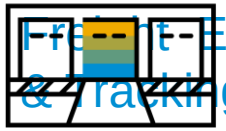


Production Plan./Exec. & Procurement



[illegible]ortation Planning

Warehouse Execution



[illegible] Execution & Tracking

Integrated Business Planning

Transportation Logistics

Warehouse Logistics

Real-time Data

SAP Leonardo

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Unified Platform & Integrated Processes

Plan Respond

Supply Chain Control Tower
Exception Handling and Business Network Collaboration

Sales & Operations
Strategic and Tactical Decision Processes

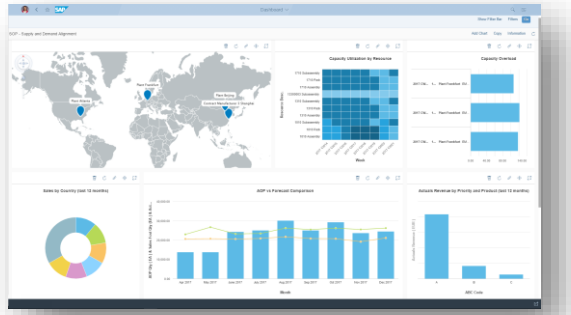
Demand
Demand Sensing, Statistical Forecasting & Consensus Planning

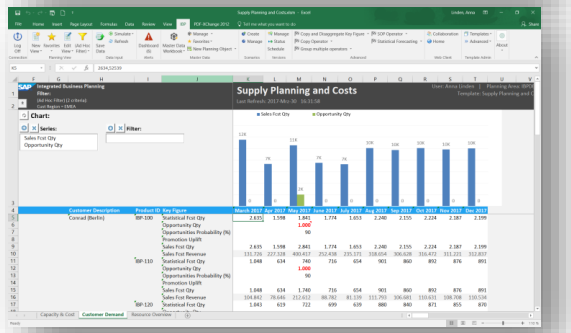
Inventory
Multi-Stage Inventory Optimization

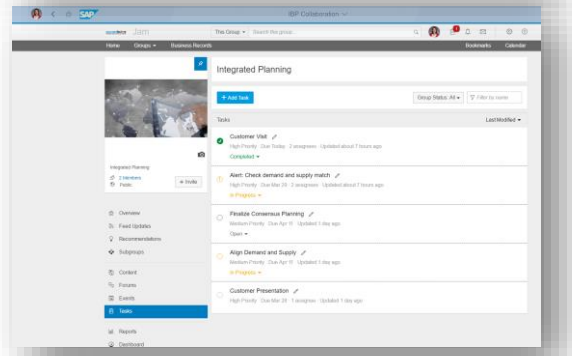
Response & Supply
Allocations & Deployment Planning, Order Rescheduling

Unconstrained & Constrained Supply Planning

SAP HANA







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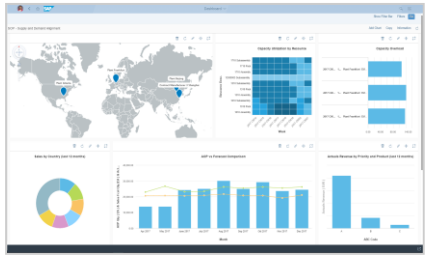
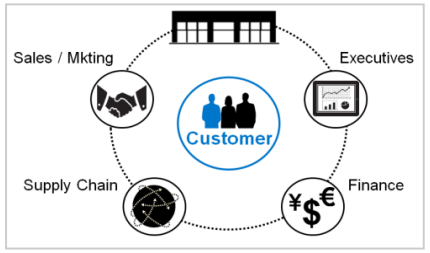
New Generation of Supply Chain Planning from SAP

One Integrated Planning Model

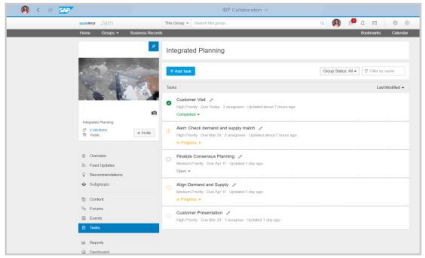
Real-time insight, monitoring & alerting



Integrated business planning SCP processes



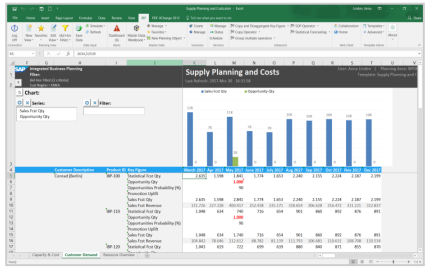
Embedded social collaboration platform SAP JAM



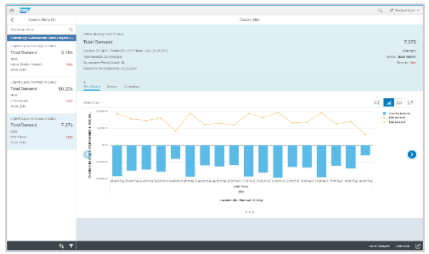
Supply Chain Control Tower

Sales & Operations Planning

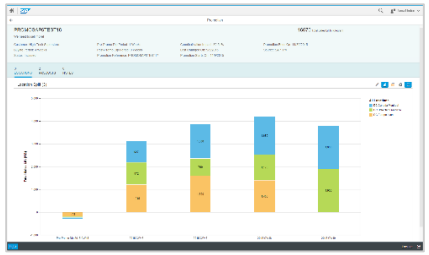
Demand Planning | Inventory Optimization | Response, Deployment & Supply Planning



Real-time planning and what-if scenario simulation



Smart algorithms incl. machine learning



Simplified User Experience with SAP Fiori and Microsoft Excel

State-of-the-Art Architecture based on SAP HANA

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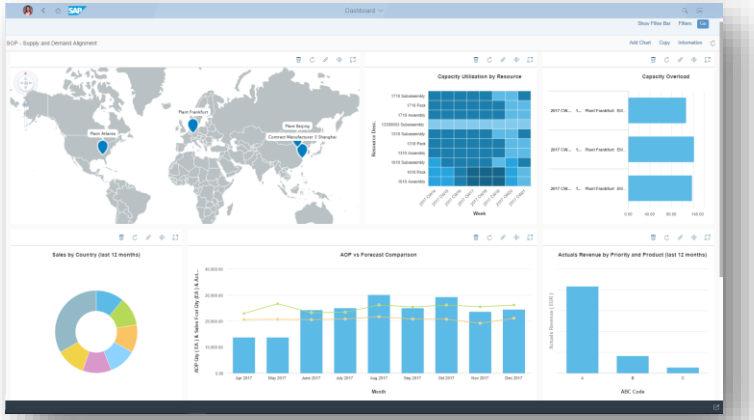
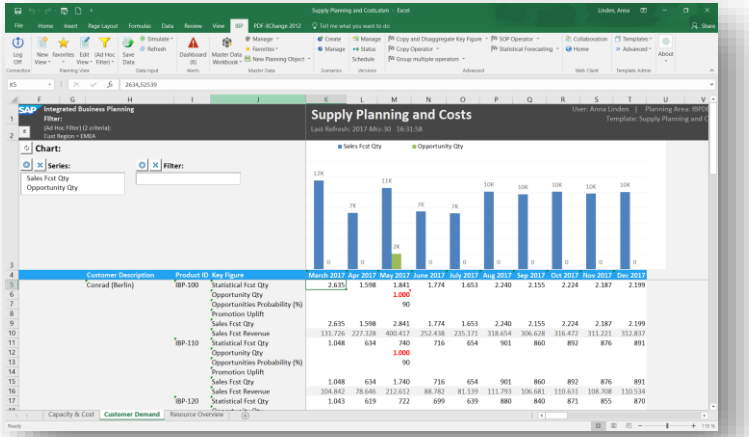
Unified User Experience



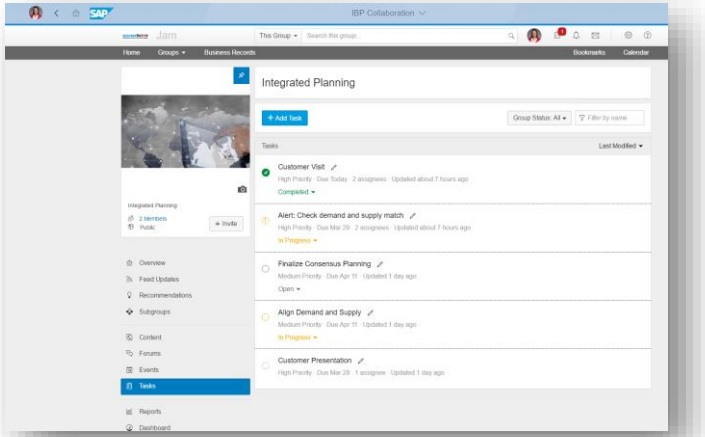
Browser-based WebUI

- Real-time insight & monitoring
- Exception handling / alerts
- S&OP Process & Task Management
- Model Configuration
- Job Scheduling



IBP Add-In for Microsoft Excel

- Real-time insight & monitoring to analyze the data
- Advanced planning and data management
- Real-time what-if scenario simulations
- Master Data Management



SAP JAM

- Embedded social collaboration platform
- Exchange ideas
- Keep all stakeholders informed about the latest activities
- S&OP Task Management

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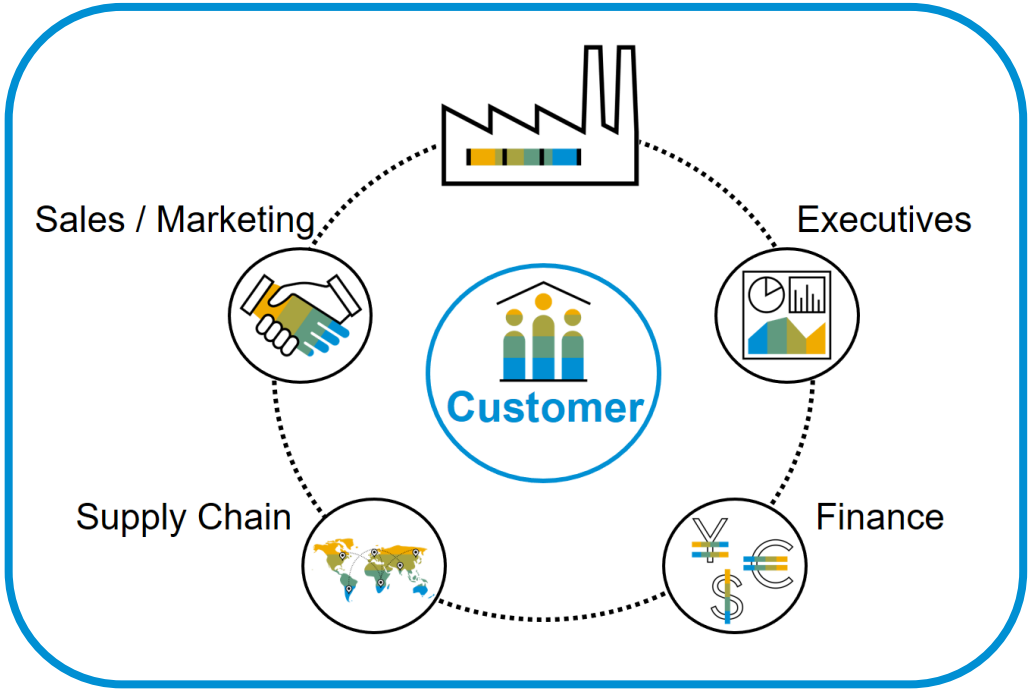
One Harmonized Data Model

All modules are running on same data model with no need for Data Transformations



Key enabler for more frequent and integrated planning cycles on all levels and across all areas

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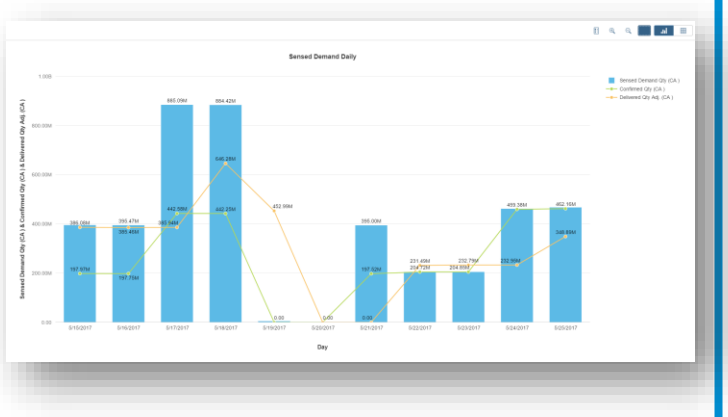
New Planning Algorithms

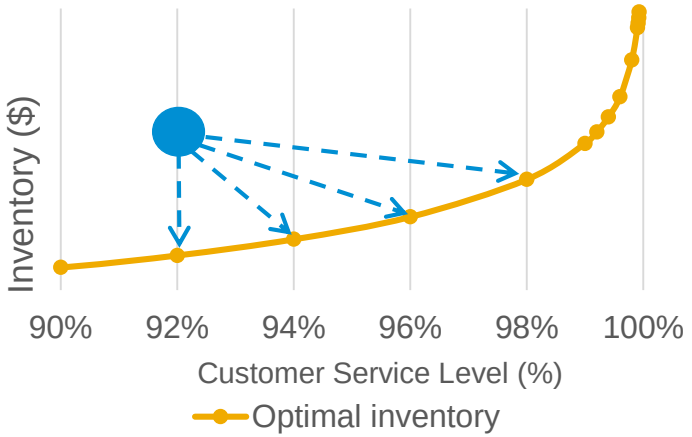
New and sophisticated planning algorithms address the changing focus in supply chain planning

Demand Sensing



Increase forecast accuracy in the short term horizon and plan your demand in daily buckets

Inventory Optimization



Most-efficient inventory deployment to meet service level targets

Fast, priority-based Response Management

React to short term changes in demand or supply with adjustments

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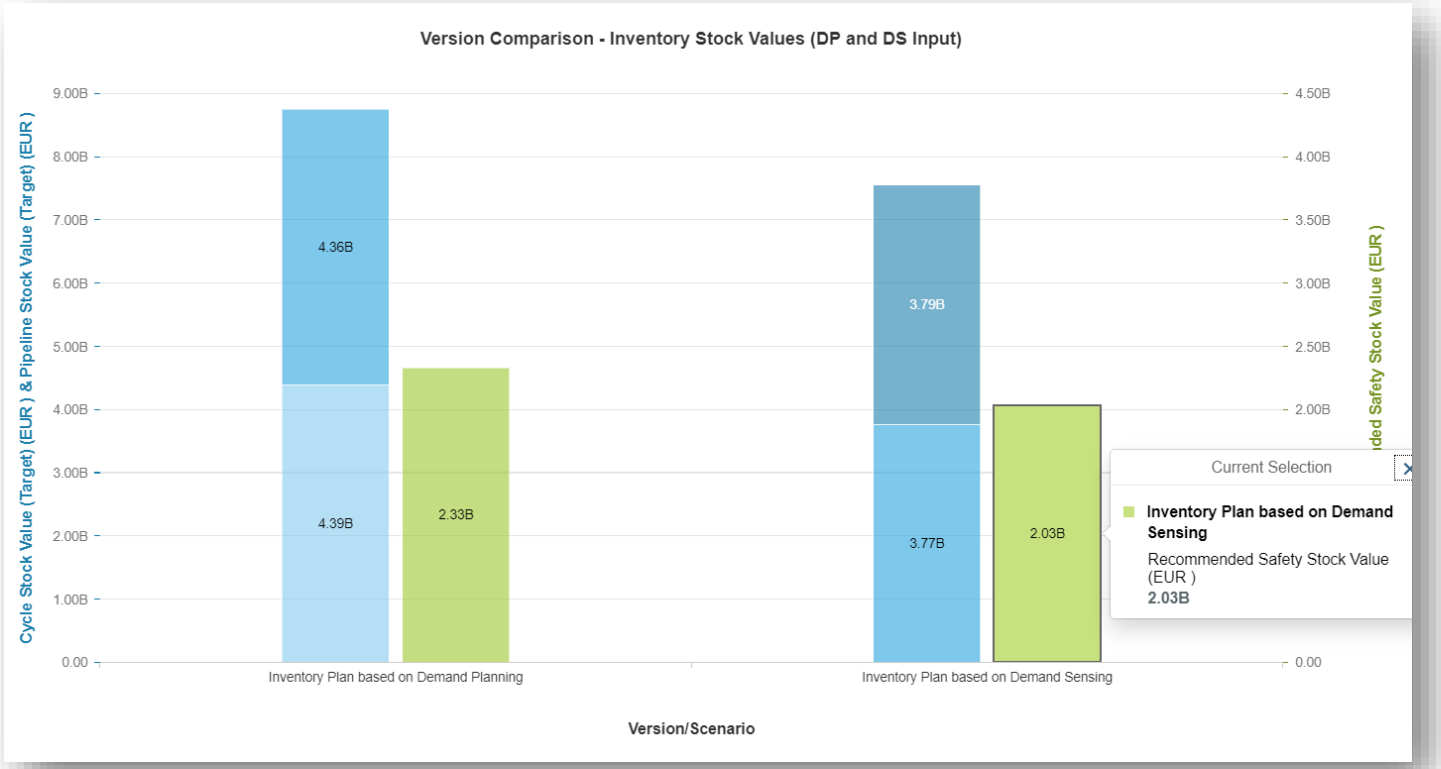
Real-Time “What-If” Simulation and Comparison

Fast and scalable version and scenario planning leads to faster decision processes that are based on profound knowledge



Real-time what-if scenario planning

Real-time scenarios and simulation on entire model

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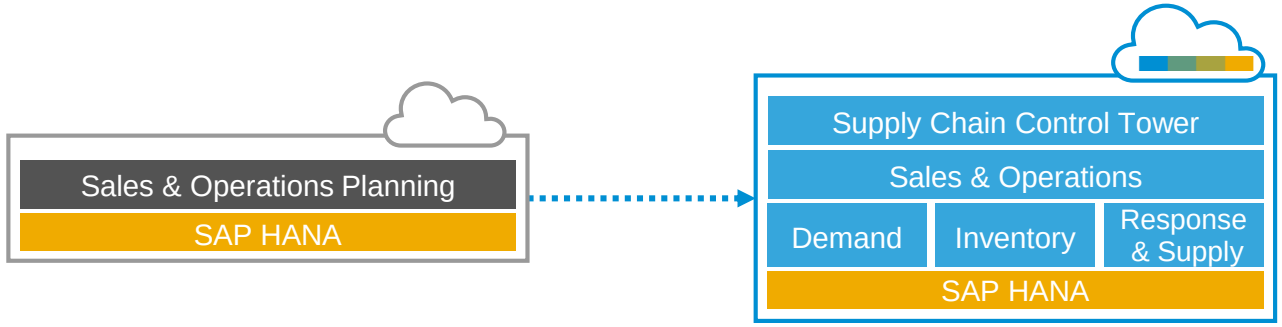
Innovation Progress

2012 - 2013 → **2014 - 2016**



S&OP
Cloud-based,
Strategic Planning

IBP
Unified Platform &
Integrated Processes

Functional, Integration, Industry-specific & Security Enhancements

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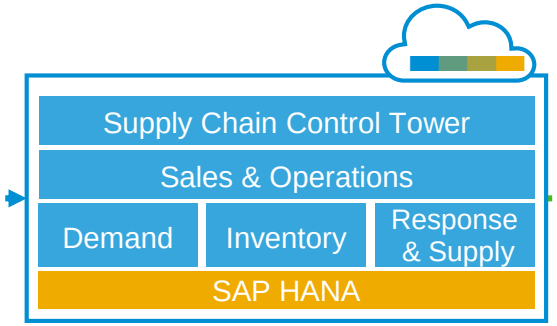
Future Innovation Focus

2012 - 2013

S&OP

Cloud-based, Strategic Planning

2014 - 2016



IBP

Unified Platform & Integrated Processes

2017 +

IBP

Business Networks, Advanced Planning, Machine Learning, and Smart Extensions

Functional, Integration, Industry-specific & Security Enhancements

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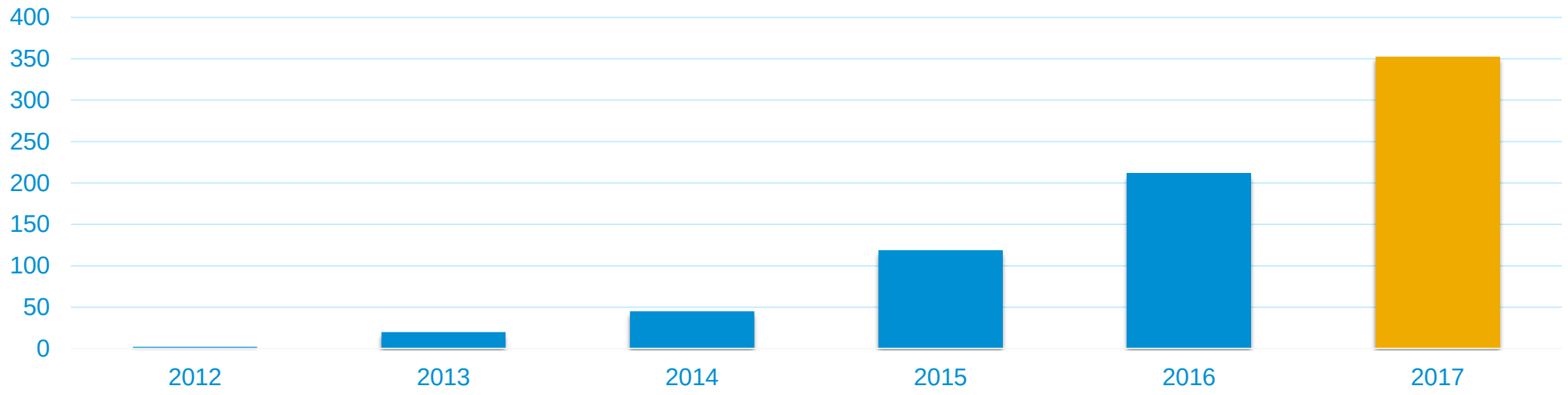
Exponential Growth Continued in 2017

Testament to a Solid Strategy and Strong Product

Exponential Growth of New Customers with 350+ IBP Customers Worldwide



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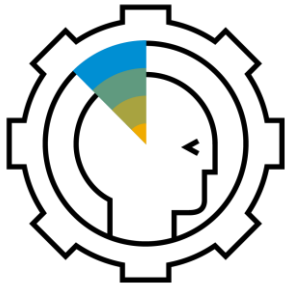
Future Innovation Focus
Details

Usability
- Visualization
- Process Automation
- Exception Handling
- Stakeholder Management

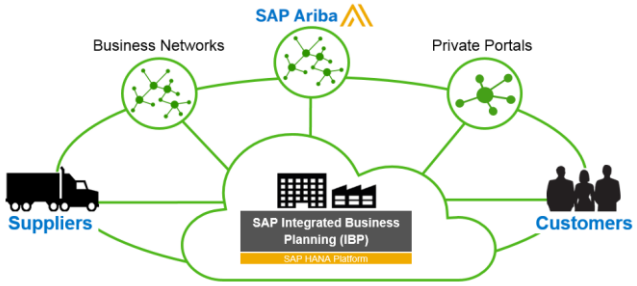
Machine Learning



Advanced Planning
- Sophisticated Algorithms
- Integration
- Flexible Modelling & Configuration

Cloud Operations
- Scaling & Performance
- Security
- Test Automation
- Extensibility

Business Network Collaboration



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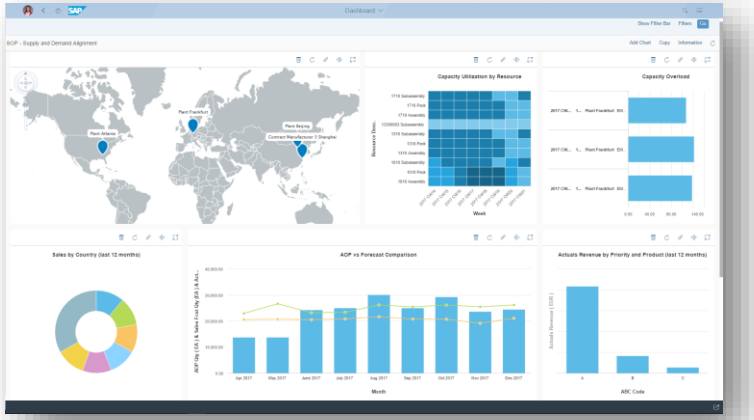
This is the current state of planning and may be changed by SAP at any time.

Usability

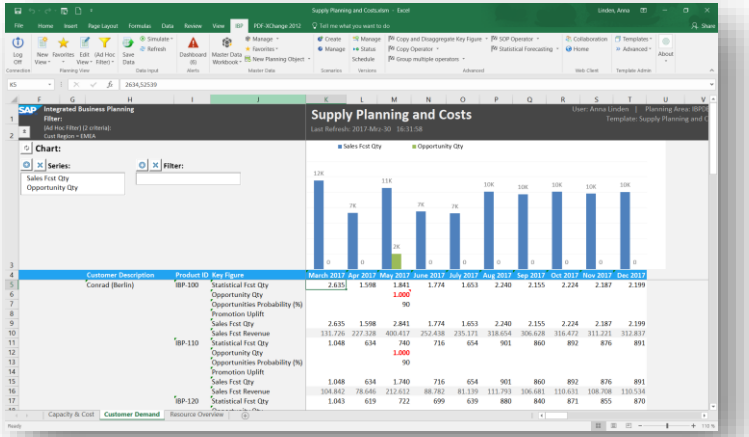
SAP Integrated Business Planning
SAP HANA
11001
01010
10001

Usability Today



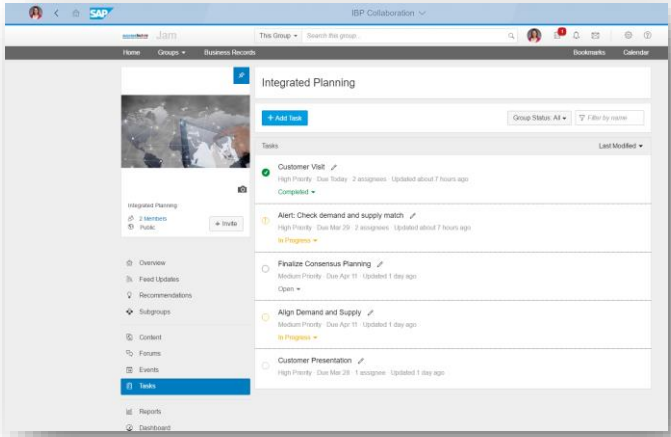
Browser-based WebUI

- Consultants
- Administrators
- Planners and Business Users



IBP Add-In for Microsoft Excel

- Planners and Business Users



SAP JAM

- Planners and Business Users

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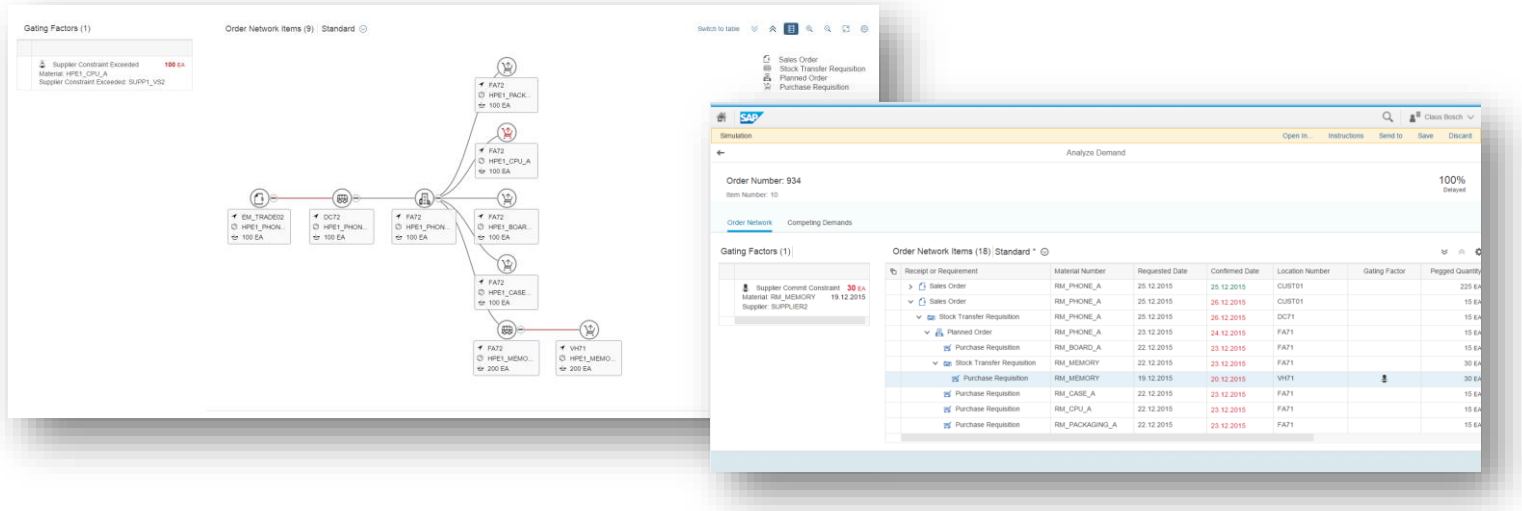
WebUI for Business Users and Planners

Easy Consumption of Data via Dashboards and other SAP Fiori apps



- Creating real-time reports, including user-defined charts and dashboards
- Visualize the order network, analyze the supply usage or gating factors and perform order confirmations
- Visualization capabilities via mobile devices

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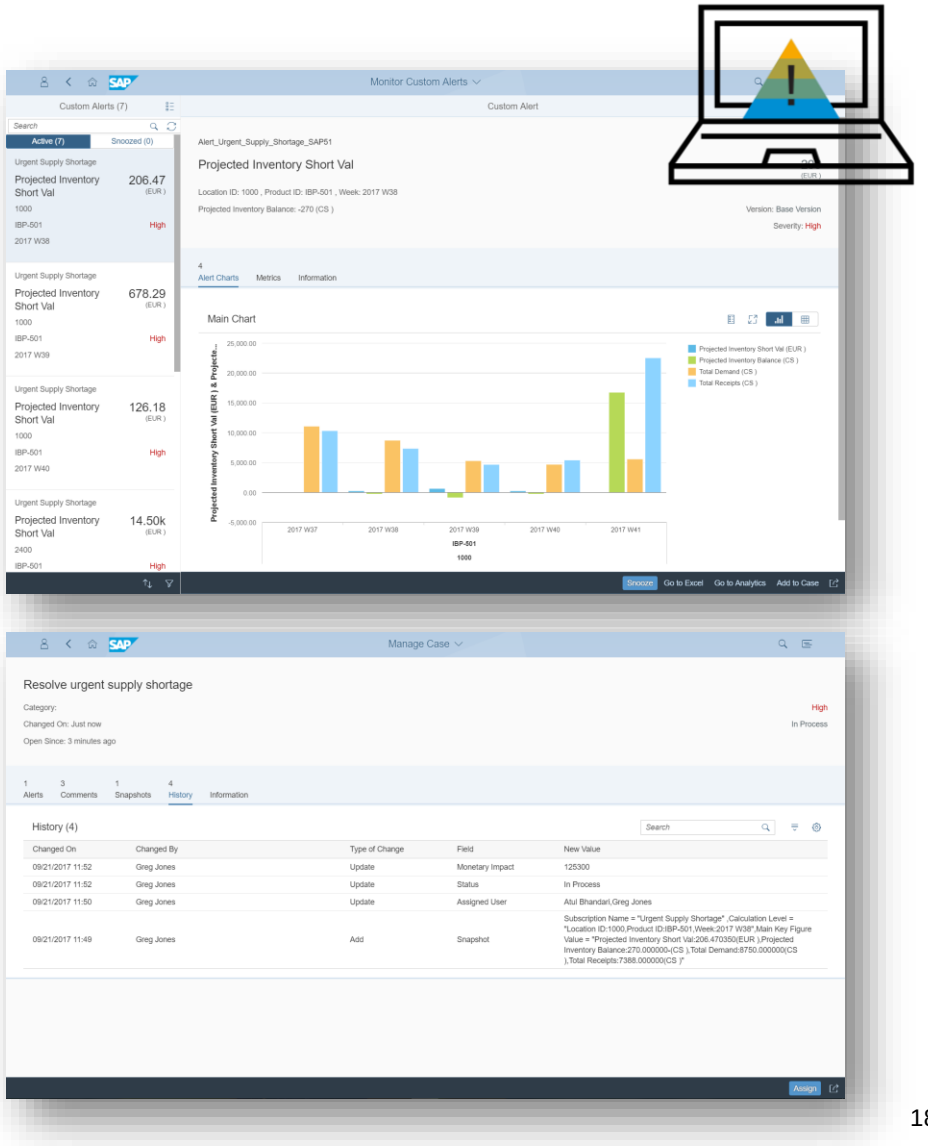
WebUI for Business Users and Planners

Exception Handling & Case Management

- Real-time alerting on critical situations within your planning processes
- Smart alerts and actionable analytics to understand the root causes of the exception
- Lean, case-based exception handling that drives collaborative actions to ultimately resolve the issue
- What-if simulation capabilities supporting robust decision processes



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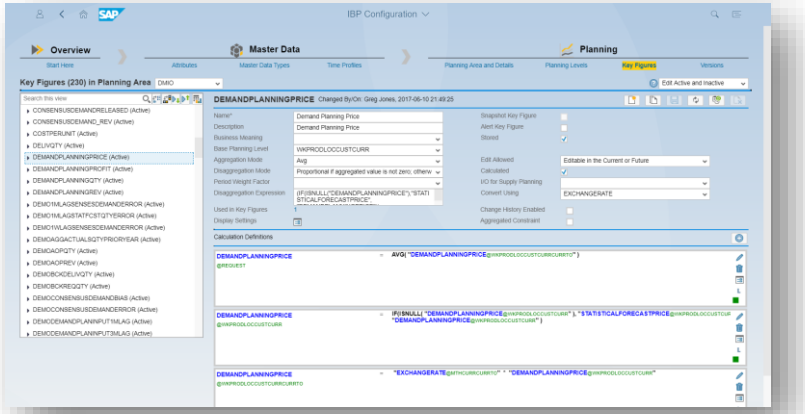
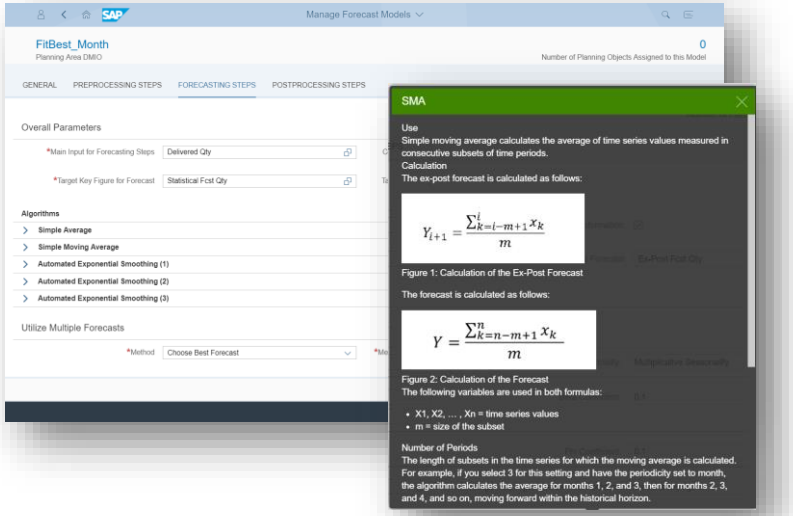
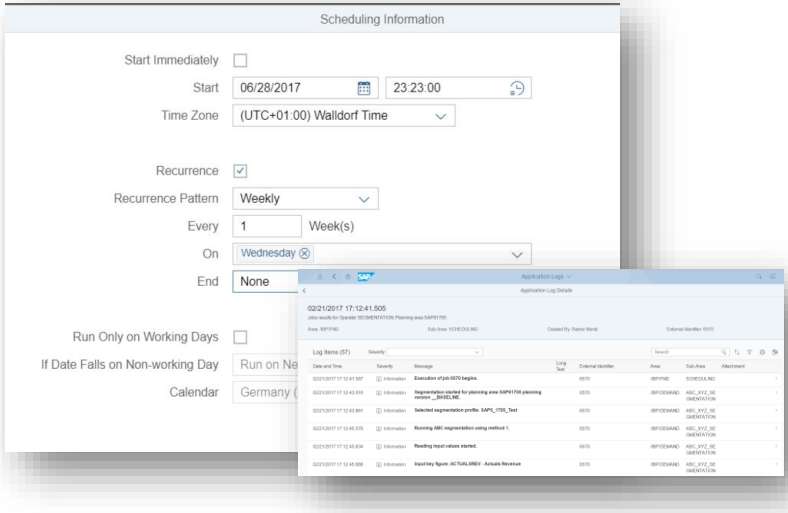
WebUI for Consultants and Administrators –
Define how your system and processes are running every day







Model Configuration

- Flexible Planning Area set-up incl your own master data structure
- Define custom key figure calculations and disaggregation rules

System Setup

- Users, roles and authorizations
- Planning operators such as statistical forecast models and supply optimizer

Housekeeping

- Define and schedule application jobs and job chains
- Analyze application logs

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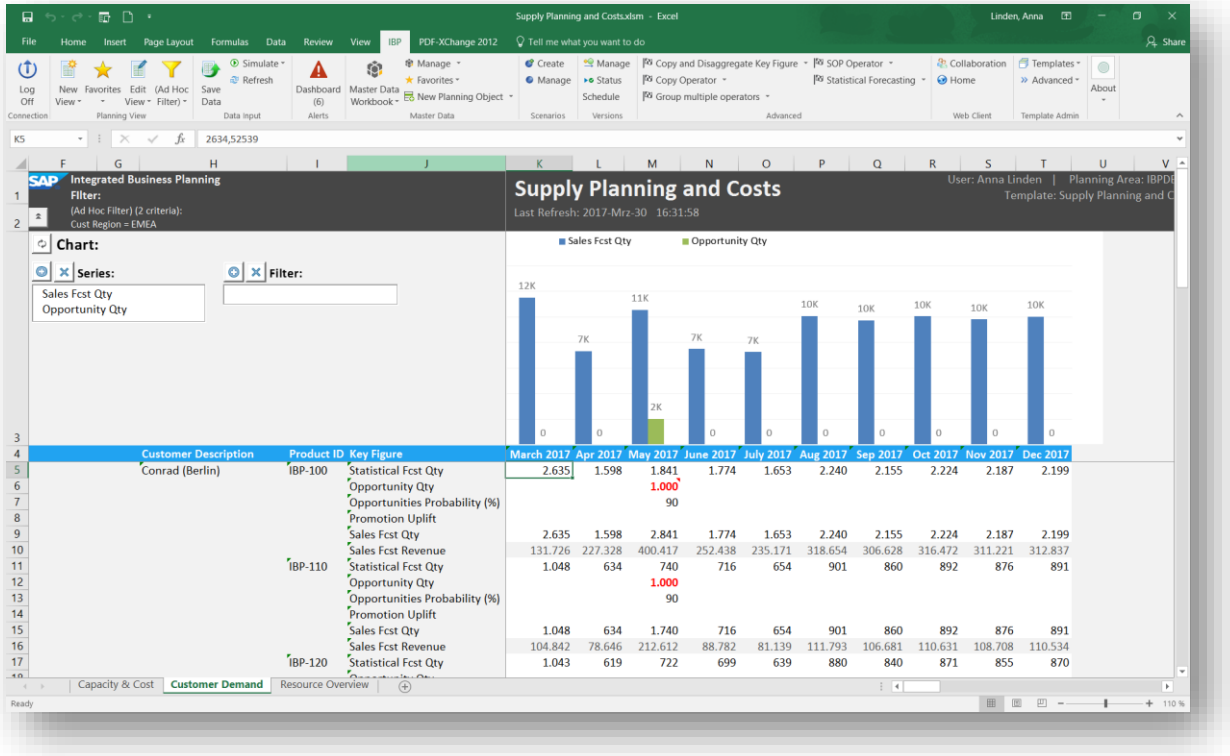
Planning in Microsoft Excel for Professional Planners



- Real-time access to your IBP system and data, directly in Microsoft Excel
- Easily create custom Planning Views
- Visualize, analyze and adapt your master and time series data
- Simulate planning jobs for ad-hoc “what-if” analysis and create your own scenarios
- Use local key figures to quickly use your custom excel formulas on IBP data
- Use own VBA coding to further finetune your planning views and planner interaction

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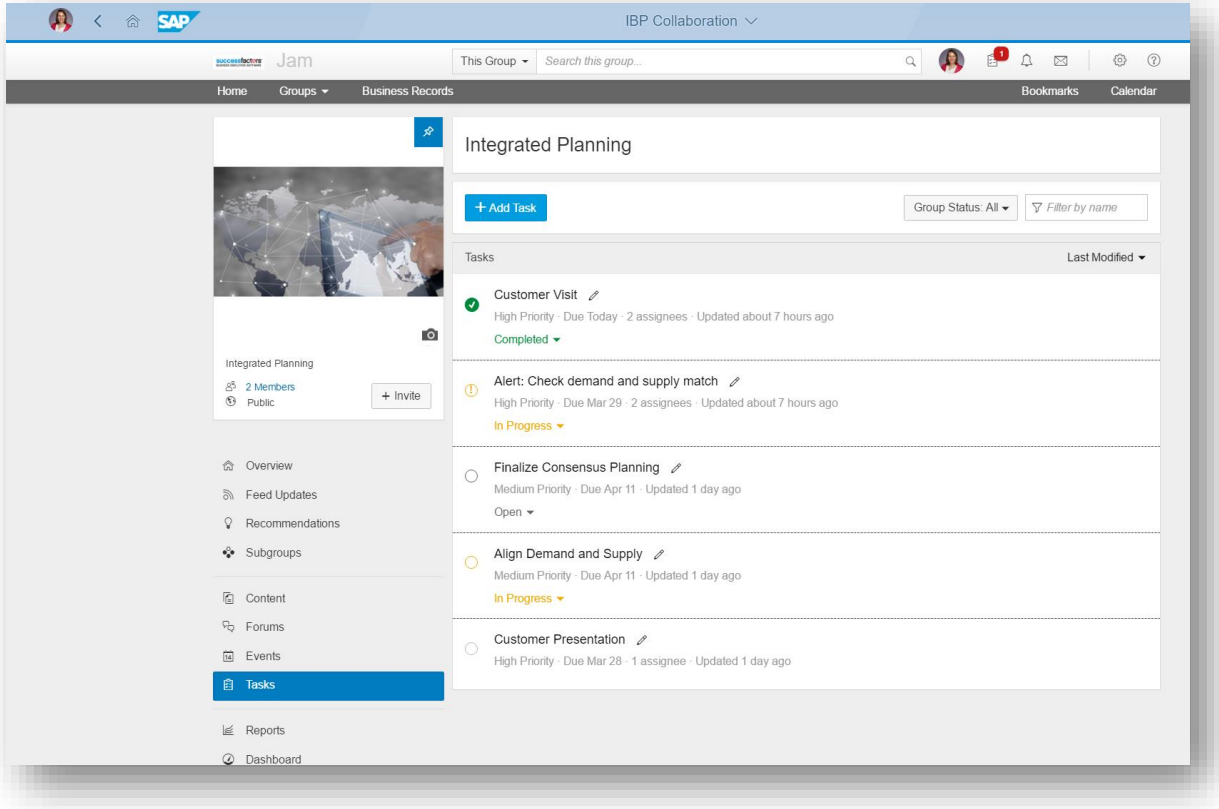
Social Collaboration with SAP JAM



- Embedded social collaboration platform
- Share ideas, actions and documents
- Work and report your individual tasks from the S&OP process
- IBP can post information about jobs that were run with the reason codes and comments from the planners

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Advanced Planning

Advanced Planning
Different Planning Horizons

Strategic Level
- Strategic Sales & Operations Planning
- Strategic Inventory Management
- Business Planning

Tactical Level
- Sales & Operations Planning
- Inventory Optimization
- Demand Planning
- Supply and Allocations Planning

Operational Level
- Demand Sensing (Short-term Forecasting)
- Response Management:
  Supply Priorities & Order Confirmation
- Deployment Planning

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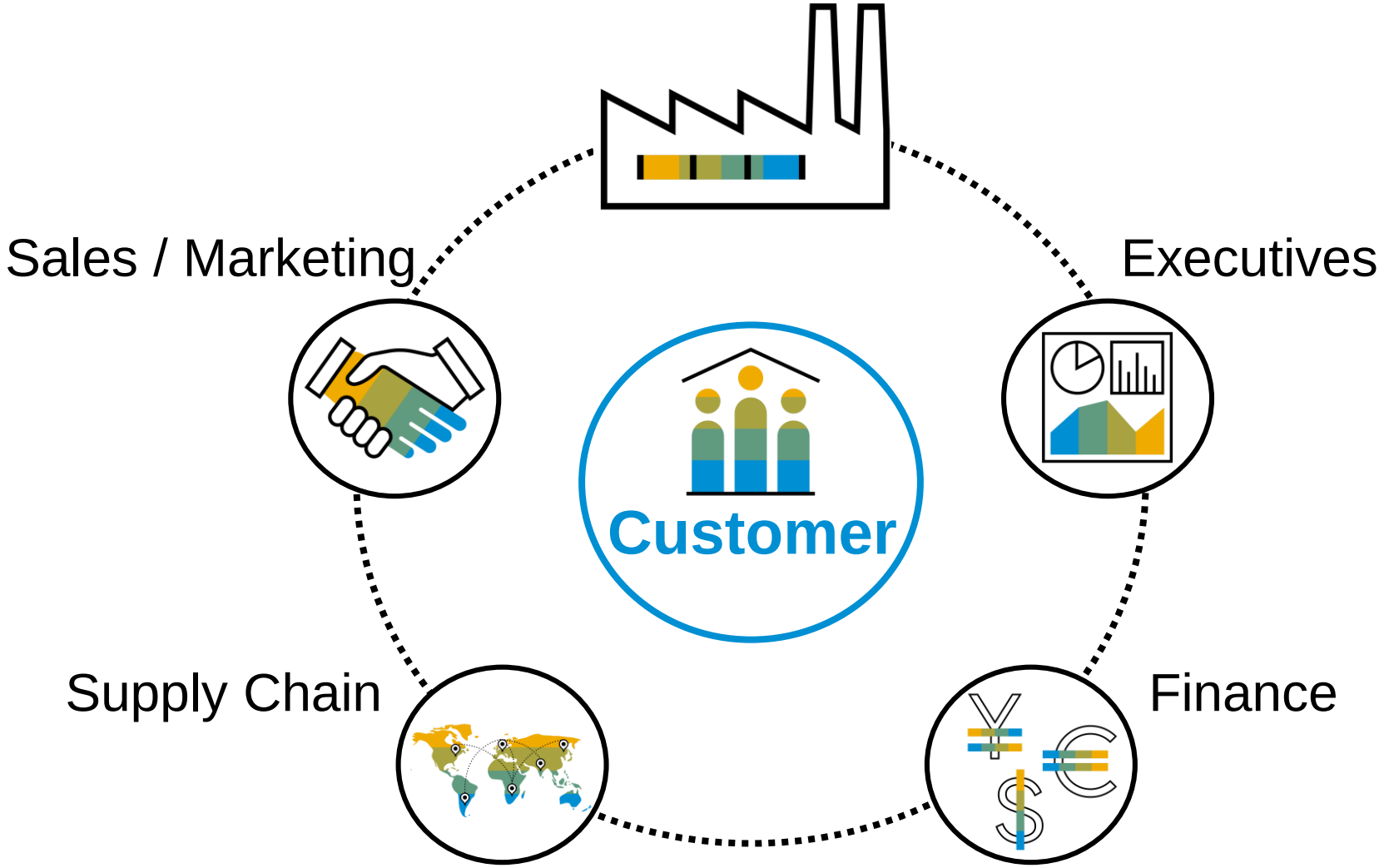
Advanced Planning

Beyond organizational boundaries



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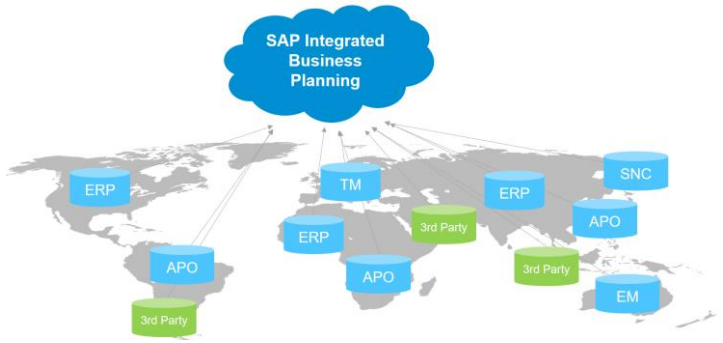
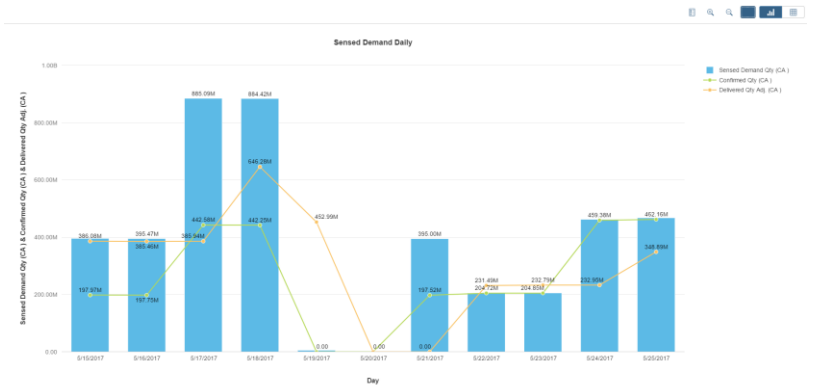
Advanced Planning
Enablers

Robust Data Integration



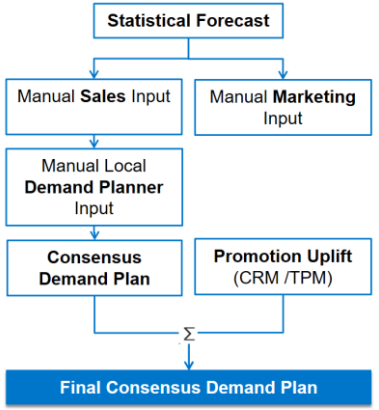
- Leverage data from different systems in your landscape,
  e.g. ERP, BW, or other solutions

Fast Data Processing



- Automatically cleanse your data and compute the best possible plan
- Sophisticated algorithms determine patterns in constantly growing data

Flexible Process Modelling



- Tailor the solution towards your individual process flows
- Easily drive key decisions and planning assumptions and gather information from different stakeholders

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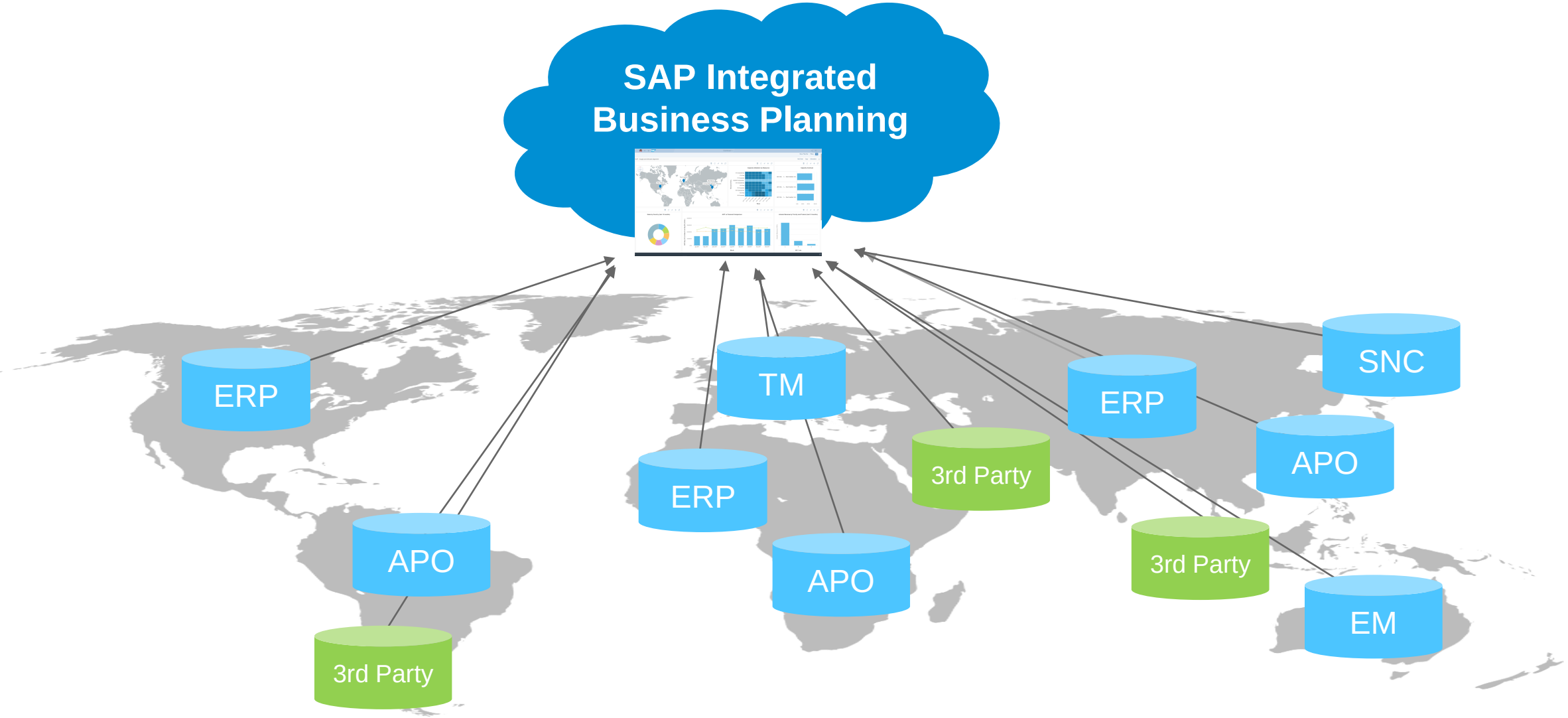
Time Series- Based Integration using SAP CPI-DS Technology

Integrating data from multiple systems



* Multiple Systems can be connected to IBP. This requires additional work in implementation projects. Effort depends on customer scenario. Templates are available for some standard processes.

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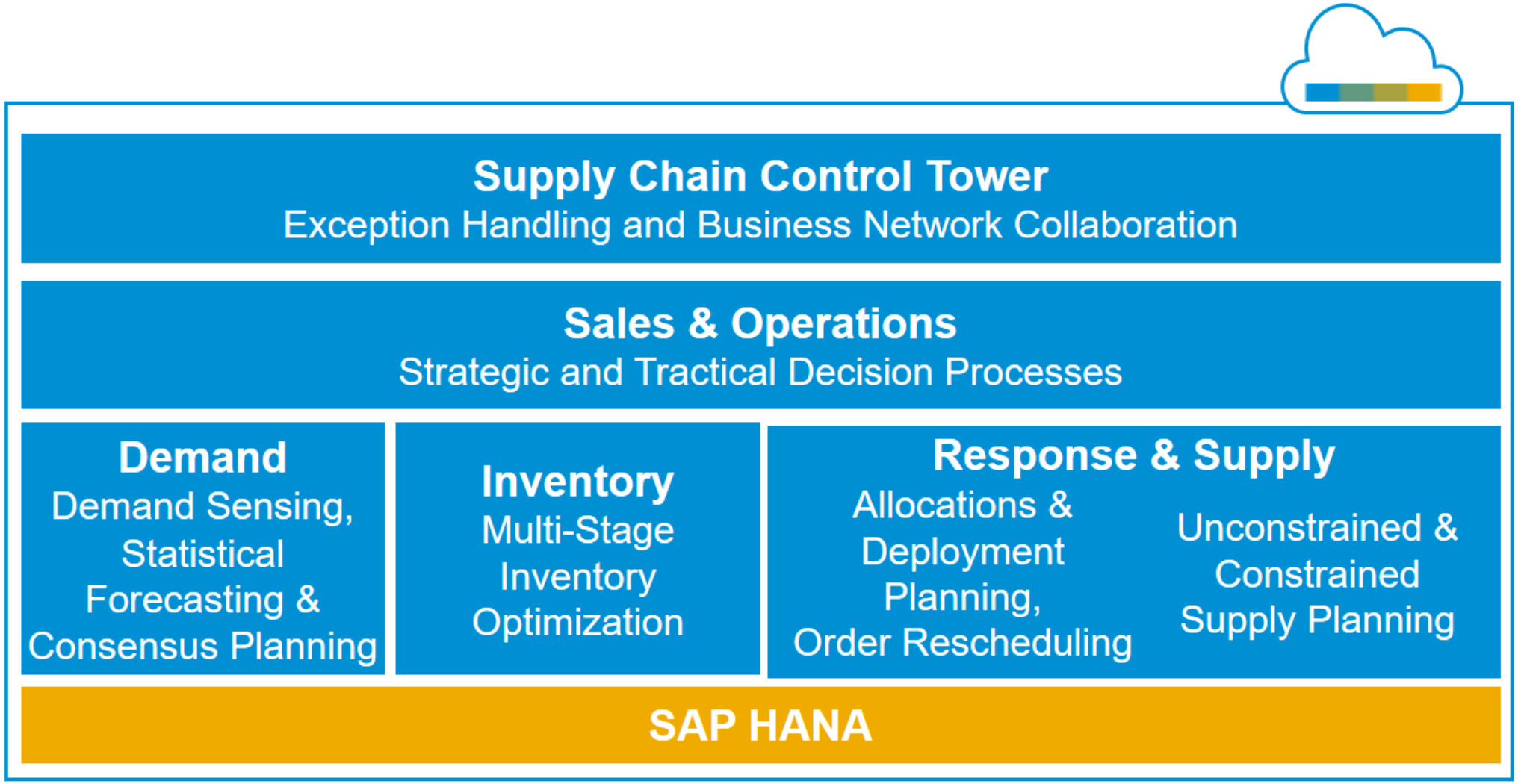
Data Processing

IBP Covering an Extensive Set of Planning Capabilities



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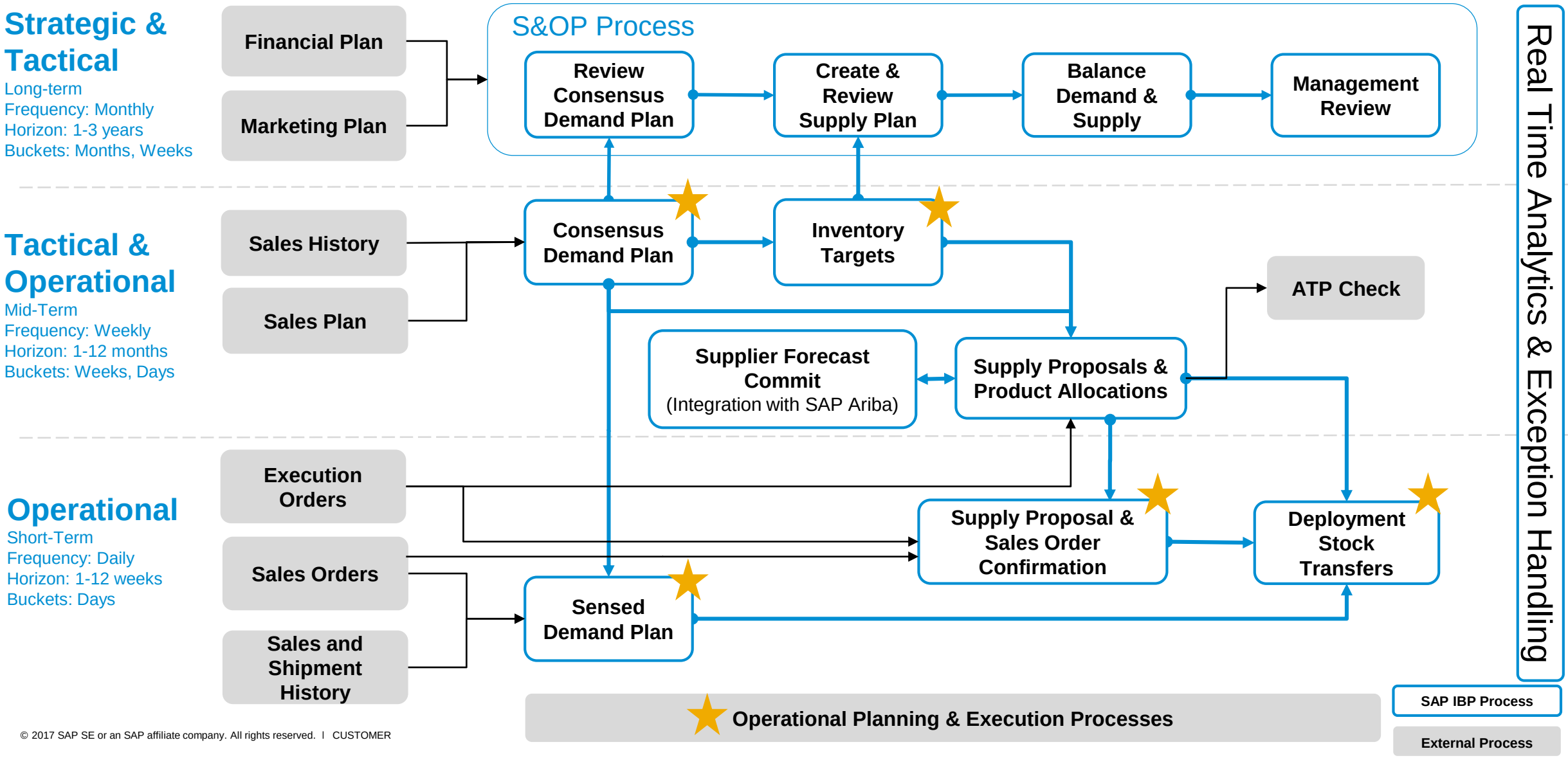
End to End Process Modelling Example



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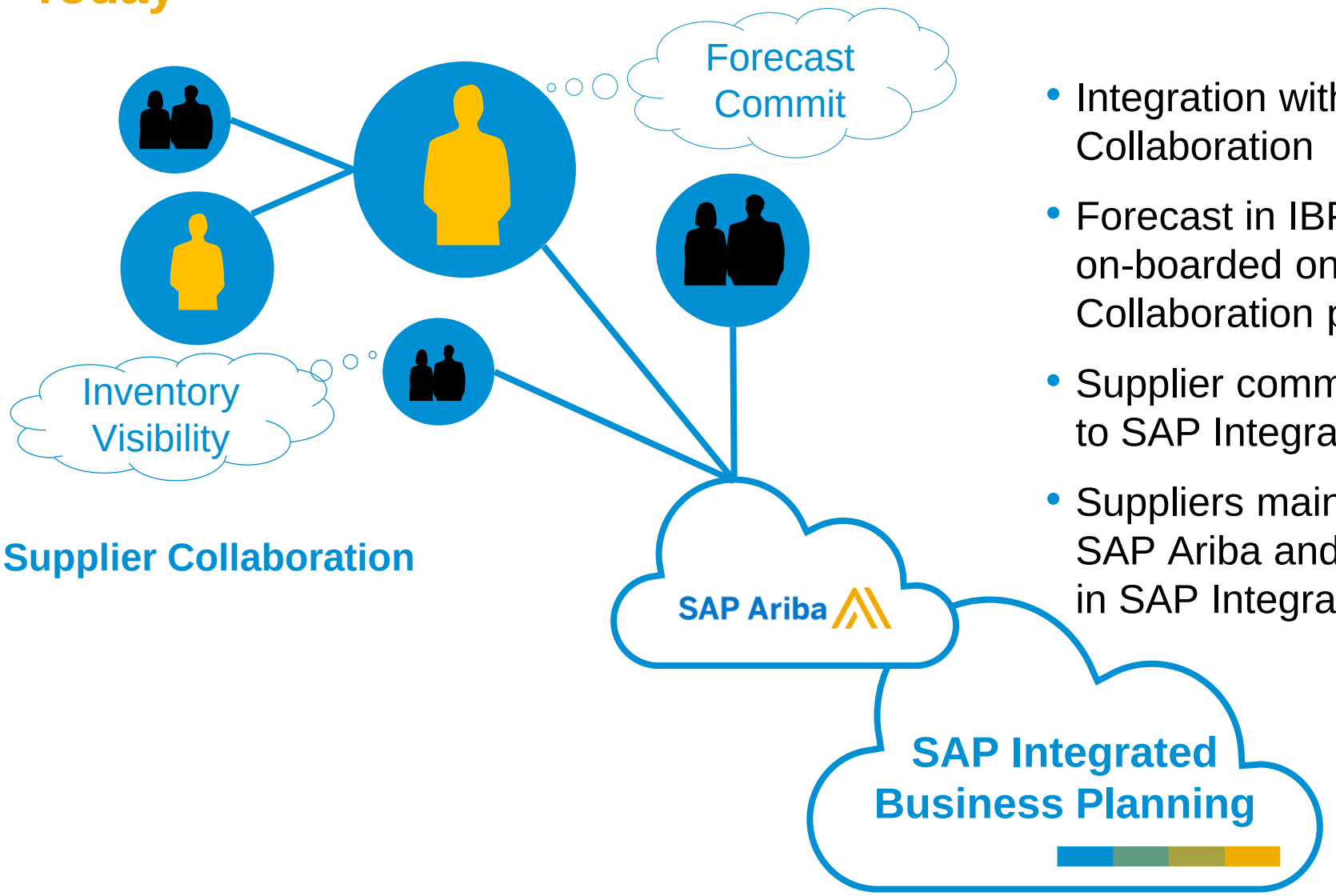
Business Network Collaboration

Business Network Collaboration with IBP

Today



- Integration with SAP Ariba Supply Chain Collaboration
- Forecast in IBP is send to suppliers who are on-boarded on the SAP Ariba Supply Chain Collaboration platform
- Supplier commits forecast and sends it back to SAP Integrated Business Planning
- Suppliers maintains their stock on-hand in SAP Ariba and this would then get published in SAP Integrated Business Planning

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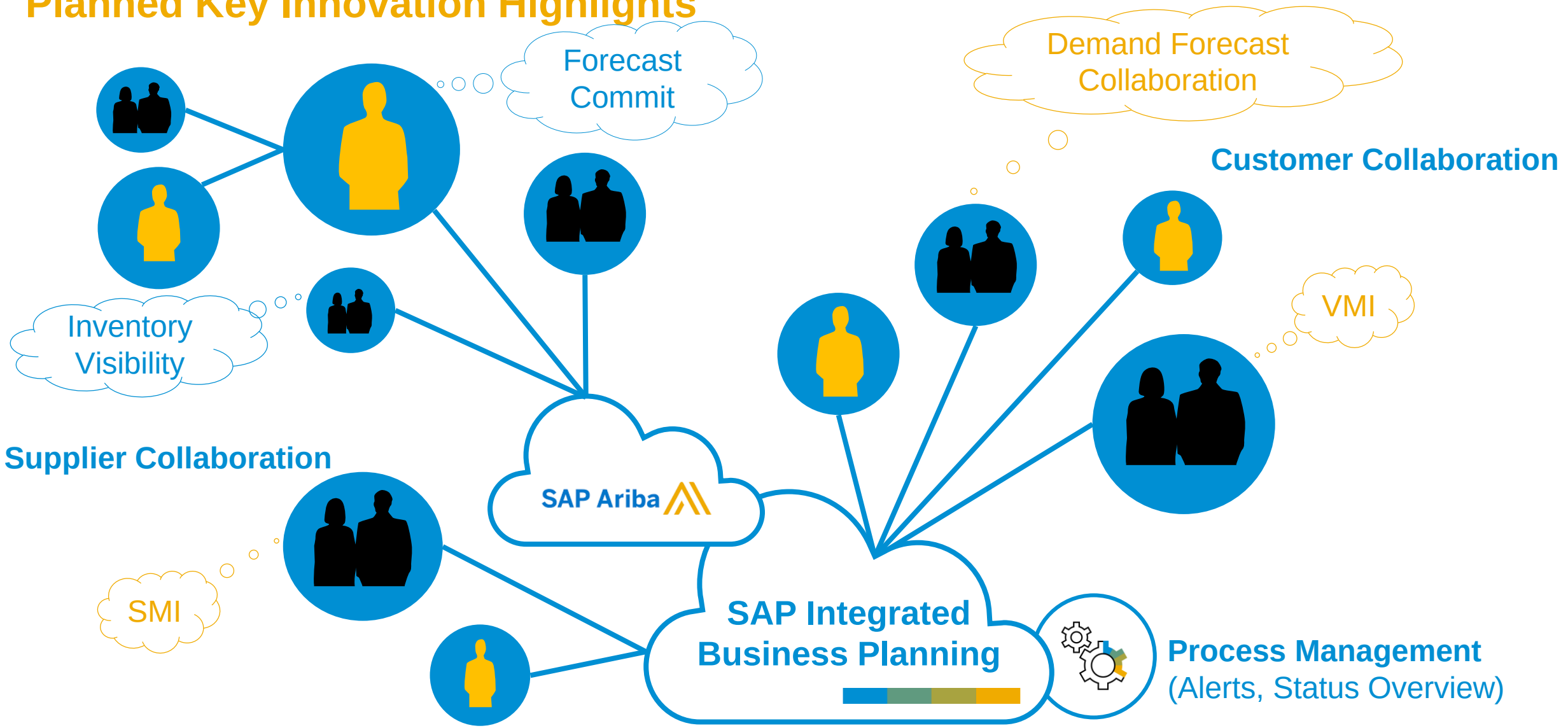
Business Network Collaboration with IBP

Planned Key Innovation Highlights

Product direction



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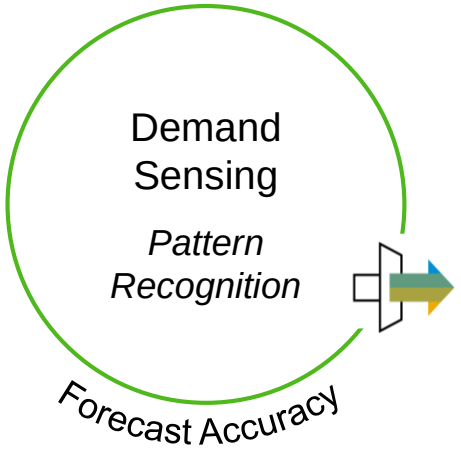
This is the current state of planning and may be changed by SAP at any time.

Machine Learning

Product direction

Selected Machine Learning (ML) Use Cases in IBP



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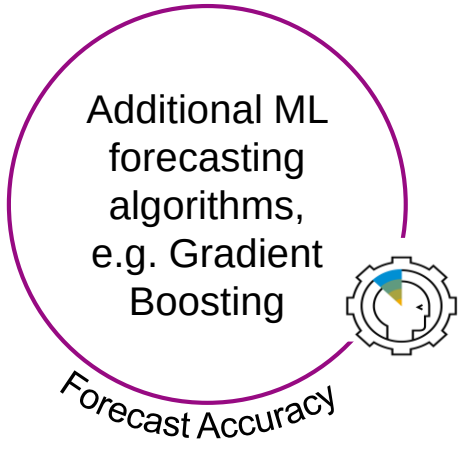
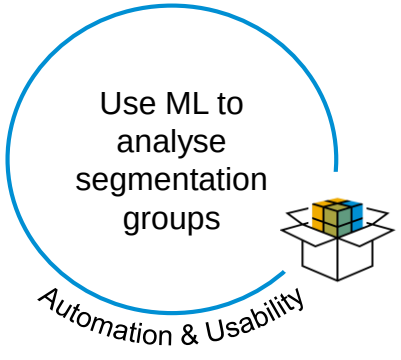
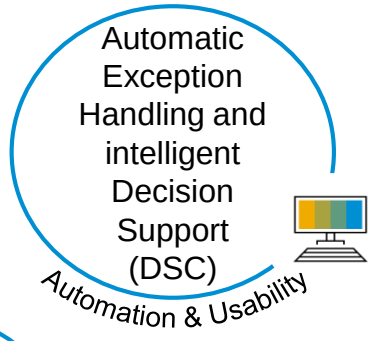
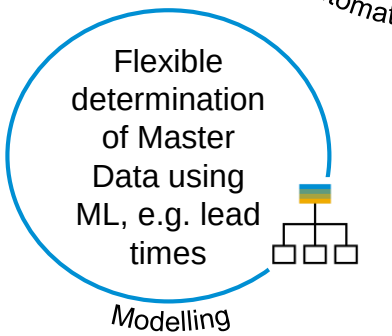


Planned with IBP 1811

PoC with Customer Data







Future / Research Phase

Machine Learning Customer Workgroup Established in January 2018

This is the current state of planning and may be changed by SAP at any time.

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Cloud Operations

SAP Data Centers

Worldwide Coverage

IBP Data Centers running IBP

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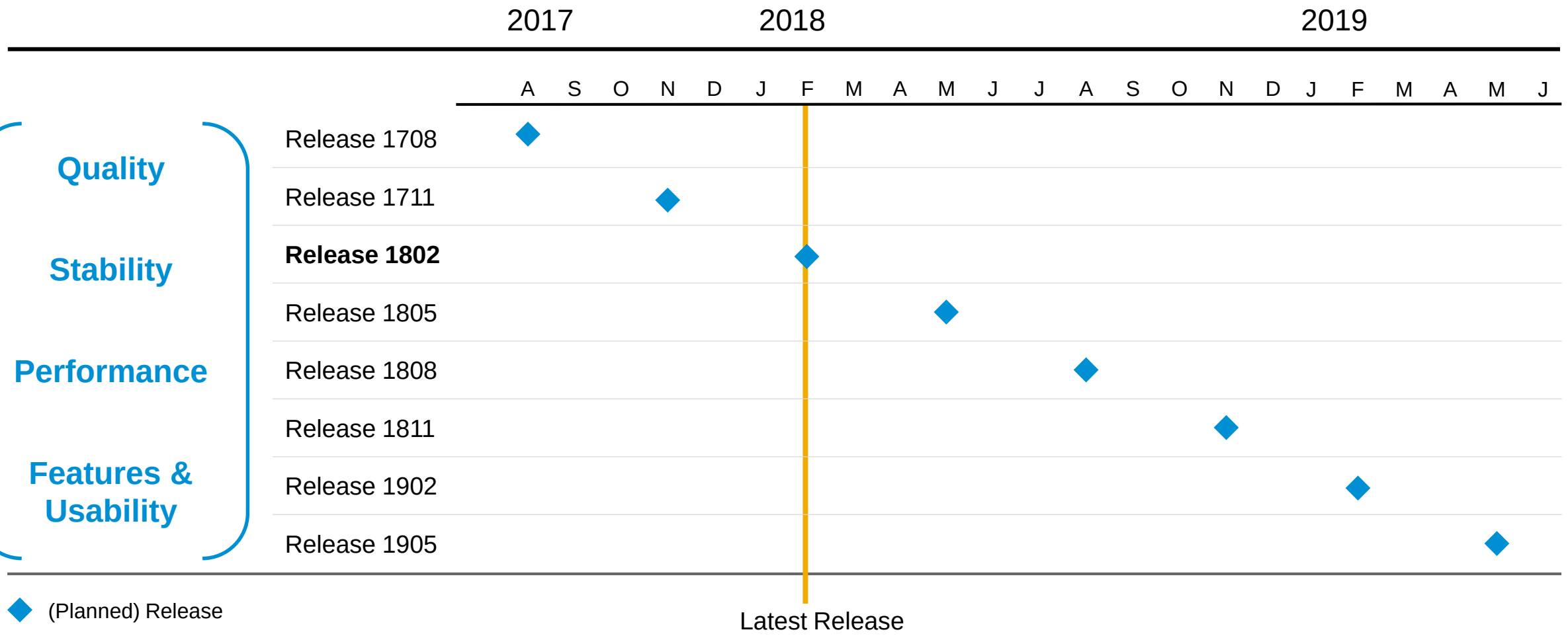
Release Cycles

Continuous Innovation Delivered Quarterly



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Wrap Up

SAP Integrated Business Planning
SAP HANA
11001
01010
10001

SAP‘s Supply Chain Planning Solution in a Nutshell

Supply Chain Planning

SAP is the **market leader** in Supply Chain Management solutions

IBP is the new **world class platform** for end to end supply chain planning on all levels

Integration

End to end integration from planning to execution

User friendly, flexible interfaces with **fast implementation times**

Strategy

SAP offers an innovative solution portfolio that enables companies to realize **digital transformation in their supply chain**

IBP is addressing key strategic topics such as **machine learning**

Analyst Perspective

SAP is a “**Leader**” in the Gartner Magic Quadrant for both Supply Chain Planning and Sales & Operations Planning (S&OP) with its IBP solution

Industries

Major Players from 9 different industries successfully run IBP

Including Automotive, Consumer Products, Chemicals, Distribution/ Retail, High Tech, Life Sciences, Manufacturing, Mill Products & Mining, and Services industries

Partners

> 60 SAP Partners globally, focused on SAP IBP consulting practices and continuous enablement

Support & Maintenance

SAP Service and Support Professionals work **24x7 worldwide**

Highly Secure **Global Data Centers** in different regions are running IBP

Customers

350+ IBP customers live or in implementation since solution launch in 2011

Customer influence program and strong community

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ASUG Annual Conference IBP sessions (June 7, 2018 – Orlando, Florida)

- ASUG10093: **SAP Roadmap: Integrated Business Planning (SAP IBP)**
- ASUG12117 Roundtable: **We Have SAP Advanced Planning & Optimization So Why/When Should We Consider SAP IBP?**
- ASUG9728: **SAP Solution Strategy for Demand-Driven Material Requirements Planning (DDMRP)**
- E61492: **Boost Collaboration with Ariba Network and SAP Integrated Business Planning**
- BA61214: **Integrate Sales and Operations Planning to Foster Collaboration and Growth**
- ASUG11995: **Financial Planning with SAP Business Planning and Consolidation, SAP Integrated Business Planning, and SAP S/4HANA**
- ASUG11619: **Inventory Optimization in SAP Integrated Business Planning in the Consumer Packaged Goods Industry**
- ASUG11042: **SAP Integrated Business Planning for Demand at Syngenta Promises Multimillion Reduction in Inventory**
- BA61215: **Digialtize Your Supply Network Through Integrated Business Planning**
- BA61223: **Address Demand with an Integrated, Real-Time Approach to Business Planning**
- ...

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Easy to Learn More

Recommended links for customers and partners

- **IBP on sap.com**: http://go.sap.com/product/scm/integrated-business-planning.html
- **Upcoming Events, Webinars and Recorded Sessions**: https://wiki.scn.sap.com/wiki/display/SCM/Events+and+Webinars+for+SAP+Integrated+Business+Planning
- SAP Online Help, Documentation & What‘s New: http://help.sap.com/ibp
- Roadmap: https://www.sap.com/products/roadmaps.html
  → Browse all Road Maps → Products and Solutions → Internet of Things and Digital Supply Chain → Supply Chain
- SAP Community Page: http://scn.sap.com/community/scm/ibp
- Customer Influence Program: https://influence.sap.com/sap/ino/#/campaign/21
- Starter Edition Offering, incl RDS content: https://www.sapstore.com/solutions/60032/SAP-Integrated-Business-Planning-starter-edition%2C-non-production
- Innovation Discovery including Early Knowledge Transfer (EKT) content: https://zinnovationdiscovery-supportportal.dispatcher.hana.ondemand.com/#/innovations/searchid=0090FABF323E1ED6939F322BE038E0CA

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Thank you.

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