Digital Transformation Posters

- Summarize your digital transformation with S/4HANA on one page
- Starting with the digital priorities, taking you through the value map showing key value drivers and how SAP S/4HANA fits into a full industry end-2-end solution

Digital Industry Innovation Maps

- Help you to understand the coverage of SAP Model Company in your industry
- Present you the SAP Model Company that fits to your innovation project
They pursue five key initiatives which require new business capabilities along the value chain.

1. They are transforming themselves with innovative digital processes that increase efficiency, lower manufacturing and distribution costs and reduce risk of disruption.

   - Digital components tracking
   - Next-gen spare parts
   - Live Engineering Framework

2. Connected industries, products and consumers are creating new and bigger business models in a digitally networked economy.

   - Verticalization
   - Edge devices
   - Direct-to-consumer
   - Engineer-to-order
   - Part sharing
   - In-vehicle services
   - Usage-based services

Benefits are based on early adopters of SAP S/4HANA or conservative outside-in benefits due to moving from a traditional ERP to enhanced SAP S/4HANA and LOB/cloud capabilities.

- Customer satisfaction: +10-20%
- Total manufacturing cost: -10%
- R&D cost: -20-30%
- HR FTEs: -44%
- DPO on targeted spend: -2-5 days

Typical Benefits from SAP S/4HANA:

- 10-25% shorter time to market
- 10% decrease in savings
- 10-20% lower total cost of ownership
- 50% faster time to market

Supporting SAP solutions:

- SAP S/4HANA
- SAP SuccessFactors
- SAP Ariba
- SAP Field Service Management
- SAP Customer Cloud
- SAP Analytics Cloud
- SAP Business ByDesign
- SAP Hybris
- SAP Concur
DIGITAL INDUSTRY INNOVATION MAPS
AUTOMOTIVE

What’s in for you...
- You can easily identify functionality provided by SAP Model Company in current release as well as future releases.
- Accelerate your innovation journey by connecting your SAP Cloud Account to a preconfigured backend based on SAP S/4HANA.
- Leverage your innovation potential by using SAP Model Company functionality as innovation foundation.
- Benefit from a SAP Model Company that fits best to you innovative ideas.

What’s provided by SAP Model Company for Automotive Suppliers and Connected Manufacturing...

**SAP Model Company for Connected Manufacturing** addresses the following industry challenges:
1. Integration from Top Floor to Shop Floor
2. Real-time Manufacturing platform
3. Real-time process control

**SAP Model Company for Automotive Suppliers** focuses on the following business processes:
1. Procure to Pay
2. Plan to Product
3. Order to Cash
Automotive

Companies play a pivotal transformational role across all industries in the digital economy:

1. They are transforming themselves with innovative digital processes that increase efficiency, lower manufacturing and distribution costs and reduce risk of disruption.

2. Connected industries, products and consumers are creating new and bigger business models in a digitally networked economy.

Collaborative Product Innovation
- Digital components tracking
- 3D Printing for spare parts
- Line Engineering framework connecting idea to service
- Execute End-to-End collaboration

Marketing Sales and Aftermarket
- Vertical components tracking and monitoring
- Manage wired and wireless equipment
- Predictive maintenance
- Reduced CMIT
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Procurement
- Identifies changes of procurement innovation

Digital Services
- Vertical and horizontal product innovation
- Product and component
- Product lifecycle management
- Product quality improvement
- Full transparency of vehicle lifecycle

Finance
- Ability to finance and manage the risk of assets that are operated in a "Product as a Service" contract.

Human Resources
- Maintain top talent pipeline and attract top talent through a "Product as a Service" contract.

Finance
- Digital rights management and compliance.

Show me the preconfigured functionality provided by SAP Model Company for Automotive Suppliers

Functionalities available in SAP Model Company for Automotive Suppliers
- Production flexibility based on master planning
- On-time delivery and advanced planning
- Collaborative customer and supplier teams
- Product usage information for production planning
- Customer Centricity
- Customer Co-innovation
- Product innovations resulting from customer feedback and modern reports.
- End-to-end visibility of orders and deliveries
- Track and trace of individual product
- Real-time visibility of orders and deliveries
- Highest quality requirements
- Availability of manufacturing parameters to service processes
- Product usage information for production planning
- Collaborative workspaces & workflows
- Knowledge sharing and community building
- Real-time insights to deliver omni-channel individualized customer experiences
- Demand driven collaborative supply networks
- Collaborative solution 
- Value creation through harmonized product data
- End-to-end supply chain management
- Integrated software validation and management
- Adaptable sourcing and contract management
- Executive End-to-End collaboration
- Engineering
- Manufacturing
- Aftermarket and Logistics
- Marketing
- Sales and Distribution
- Procurement
- Finance
- Human Resources
- Show me the preconfigured functionality provided by SAP Model Company for Automotive Suppliers
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Automotive

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**Collaborative Product Innovation**
- Systems engineering approach (incl. mechanical, software, electronics, etc.)
- Embedded technologies foundation for virtual networks

**Manufacturing and Logistics**
- In-product software installation and management
- Advanced testing and connectivity management

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**Responsive Supply Networks**
- Vertical integration up to the customer
- Machine to machine integration
- Digital Twin of manufacturing facilities
- Predictively maintained, connected assets
- Individualized production with high asset utilization & optimal set-up time

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**Marketing Sales and Aftermarket**
- Flexible sales & operations planning
- Flexible demand and supply planning
- Efficient replenishment strategies
- Flexible and fully integrated and external logistics and supplier collaboration
- Real-time visibility and visibility from customers to suppliers

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**Digital Services**
- Optimized supply to line parts delivery processes
- Full visibility of vehicle parts lifecycle
- Network for collaboration on asset data to ensure asset availability

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**Procurement**
- Real-time access to real-time visibility of orders and deliveries
- Optimize cost and capital efficiency
- On-time delivery and advanced payment terms
- Real-time visibility of orders and deliveries

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**Finance**
- Strategic and agile supplier network management enabling economies of scale and flexible supply chains
- Flexible onboarding of alternative suppliers
- Contractual overhead of global supply chains with modular supply chain management

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**Human Resources**
- Training and certification programs
- Workforce flexibility and resourcing
- Customer service and support
- Multi-channel solution selling including selling digital services

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**Show me the preconfigured functionality provided by SAP Model Company for Connected Manufacturing**
Process coverage that fits to your innovation project.....

- Several SAP Model Companies might be relevant for your industry, dependent on your innovation focus
- Benefit from Digital Industry Innovation Maps by identifying the SAP Model Company closest to your business model
- Align innovation trends with functionality provided by SAP Model Companies
Automotive Companies play a key role in the transformation of businesses across industries in the digital economy. They are transforming themselves with innovative digital processes that increase efficiency, lower manufacturing and distribution costs, and reduce risk of disruption.

1. They are transforming themselves with innovative digital processes that increase efficiency, lower manufacturing and distribution costs, and reduce risk of disruption.

   - Modularized product concepts and well-structured product families
   - Platform models cross product families
   - Digitally enabled manufacturing processes based on harmonized product data
   - Vertical integration up to the customer
   - Machine-to-machine integration
   - Digital twin manufacturing facilities
   - Predictively maintained, connected assets
   - Individualized production with high asset utilization & optimal set up time
   - Flexible sales & operations planning
   - Flexible demand and supply planning
   - Efficient replenishment strategies
   - Efficient and flexible internal and external logistics and supplier collaboration
   - Real-time end-to-end SCM visibility from customers to suppliers

2. Connected industries, products and consumers are creating new and bigger business models in a digitally networked economy.

   - Comfort and agility global supplier network management
   - Enabling economies of scale and flexible call orders
   - Flexible on-boarding of alternative suppliers
   - Contractual enablement of global supply chains with multiple suppliers management
   - Strategic and agile global supplier network management
   - Enabling economies of scale and flexible call orders
   - Flexible on-boarding of alternative suppliers
   - Contractual enablement of global supply chains with multiple suppliers management

Show me how the Digital Supply Chain can be covered by different SAP Model Companies.
### Digital Supply Chain & Connected Manufacturing

Coverage by SAP Model Companies for Automotive Suppliers and Connected Manufacturing

<table>
<thead>
<tr>
<th>Sustainable product Innovation</th>
<th>Manufacturing and logistics</th>
<th>Responsive Supply Networks</th>
<th>Marketing sales and aftermarket</th>
<th>Digital Services</th>
<th>Procurement</th>
<th>Finance</th>
<th>Human Resource</th>
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</thead>
<tbody>
<tr>
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<td>- Strategic and agile global supplier network management enabling economies of scale and flexible call orders</td>
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<td>- Identify, forecast and address skill gaps</td>
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### Additional functionalities

- Show me which additional functionalities are provided in SAP Model Companies to cover the Digital Supply Chain

- Traceability of individual Shop Floor Control Units. Lot size one production.
- Work in Process/WIP Management.
- Non-conformance Management.
- Shop Floor Inventory Management.
- Machine Integration & Data Collection.
- Statistical Process Control.
- Overall Equipment Effectiveness.
- Batch Management.
- Machine to order, Make-to-stock & Repetitive Manufacturing.
- Scheduling agreements directly integrated into MRP.
- Monitoring of incoming delivery schedules.
- Product quality control by issuing quality inspection.
- Adjustment of quantities for synchronization.
- Advanced Rework order management.
- Advanced Rework order management.
- WIP control management.
- Warranty/Repair cost management.
- Scheduling of rework orders.
- Inventory management for repair parts.
- Control of rework process.
- Visibility into stock requirements and order situations.
- Real-time visibility into Shop Floor including Machine availability.
- KPIs to adjust the production.
- Lot size one production.
- Machine to machine communication.
- Product quality control.
- Control production processes.
- Device History Records.
- Product Genealogy.
- Self-service composition environment.

- Scheduling Agreements.
- JIT / JIS Inbound Processing.
- Customer consignment.
- JIT/JIS – Distribution Center Replenishment.
- Onboard and train employees quickly and seamlessly.
- Empower employees to make decisions in real-time.
- Identify, forecast and address skill gaps.
- Onboard and train employees quickly and seamlessly.

- Intercompany Stock Transfer.
- Subcontracting.
- Vendor Consignment.
- Self-billing.
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