



Transform Sourcing and Procurement on S/4HANA

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October, 2017

PUBLIC

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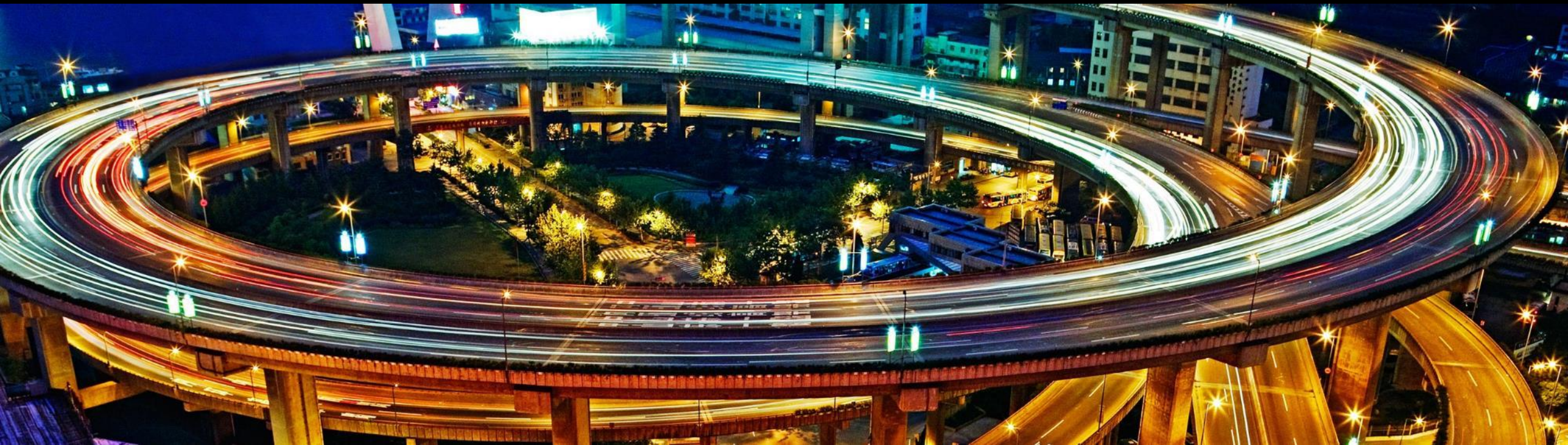
Agenda

Value and Scope of S/4HANA Sourcing and Procurement

Release Highlights SAP S/4HANA 1709

Roadmap S/4HANA Sourcing and Procurement

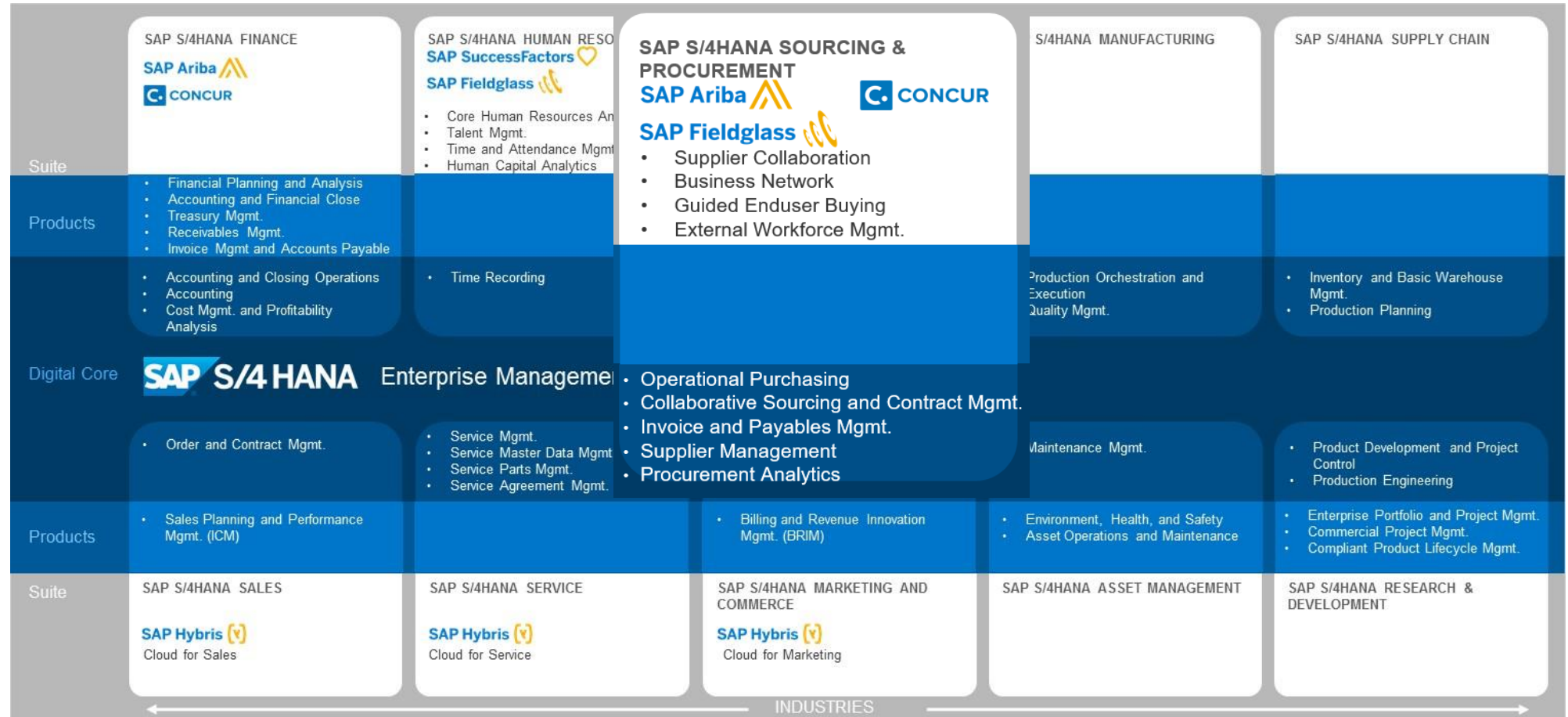
Value and Scope of S/4HANA Sourcing and Procurement



SAP S/4HANA Business Scope

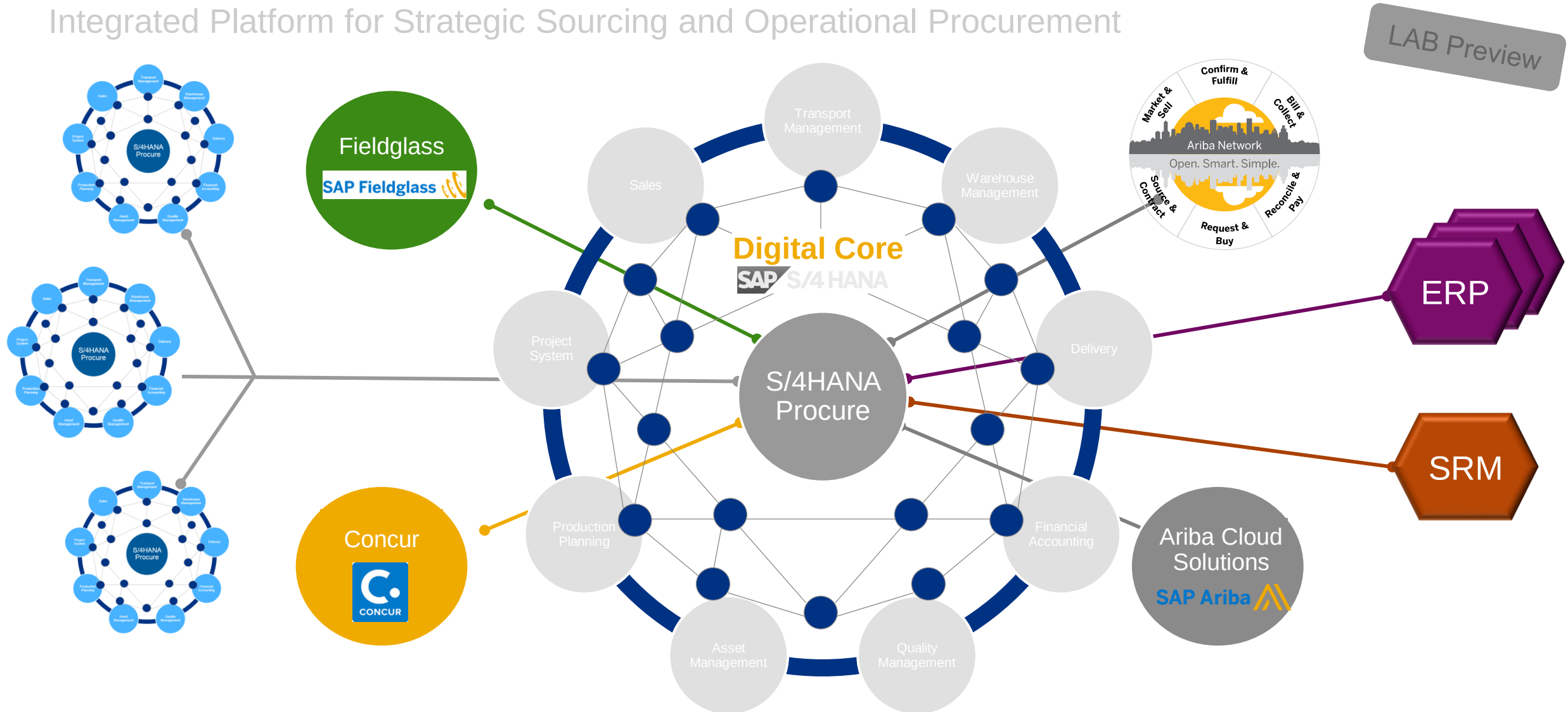
S/4HANA Enterprise Management functional scope

- The **SAP S/4HANA lines-of-business (LoB) solutions** combine a modern and simplified core built on the SAP HANA platform with best-in-class LoB solutions and connection to business networks.
- These solutions are designed to **help meet the new requirements of lines of business in the digital economy**: real-time information on Big Data, personalized customer experiences, omnichannel, connected devices, people, and businesses.
- The LoB solutions can continue to be consumed as standalone solutions or as part of the SAP S/4HANA LoB solutions, **giving more choice to customers, allowing true hybrid scenarios and incremental deployments.**



S/4HANA Sourcing and Procurement

Integrated Platform for Strategic Sourcing and Operational Procurement



SAP S/4HANA and SAP Ariba – Integration Scenarios

Collaborative Sourcing and Contract Management

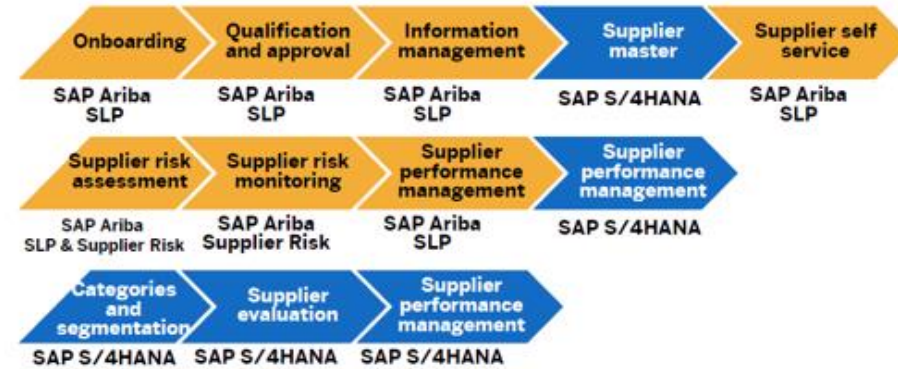


With SAP Ariba Strategic Sourcing, you can combine category and project mgmt., RFX, workflows, commodity intelligence, etc. integrated into S/4HANA Operational Contract, Outline Agreement and Contract Monitoring to drive sourcing efficiency.

Inject supplier innovation into product design process and integrate BOM with Sourcing Events, manage product cost optimization

SAP S/4HANA offers basic RFQs with message-based supplier communication.

Supplier Management



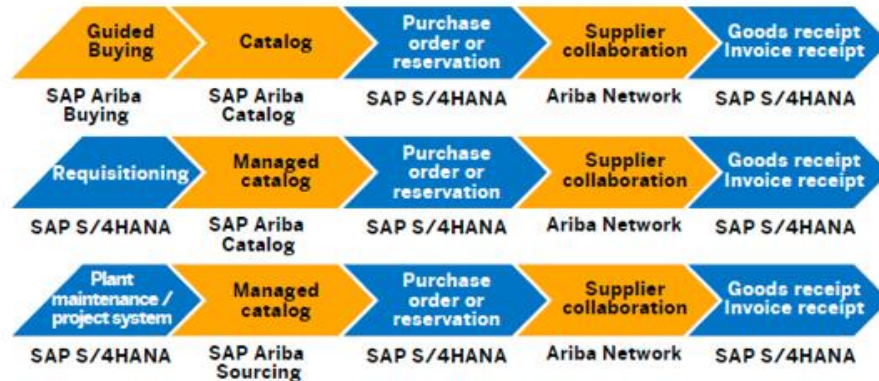
Manage suppliers at scale with SAP Ariba Supplier Management: onboarding, supplier information management, supplier lifecycle for qualification, segmentation, and risk, and vendor master sync.

SAP S/4HANA provides the core functionality to evaluate the supplier performance based on transactional facts and questionnaires

Visualized integration scenarios range from native integration to project based integration. SAP Ariba is enriching every type of procurement combination in SAP S/4 HANA, without requiring customers to use these capabilities.

SAP S/4HANA and SAP Ariba – Integration Scenarios

Operational Purchasing



SAP Ariba Guided Buying provides an intuitive buying experience tightly integrated into SAP S/4HANA. S/4 HANA offers a catalog based requisitioning process, leveraging content from Ariba catalogs and marketplaces, to promote buying channel compliance.

Plan Driven Procurement automates ordering processes for frequently needed production materials integrated into Ariba Network.

Supply Chain Collaboration via Ariba Network



SAP S/4HANA with SAP Ariba Supply Chain Collaboration supports sophisticated supply chain planning and direct procurement processes to reduce inventory levels, and improve order fill rates

Invoice and Payables Management

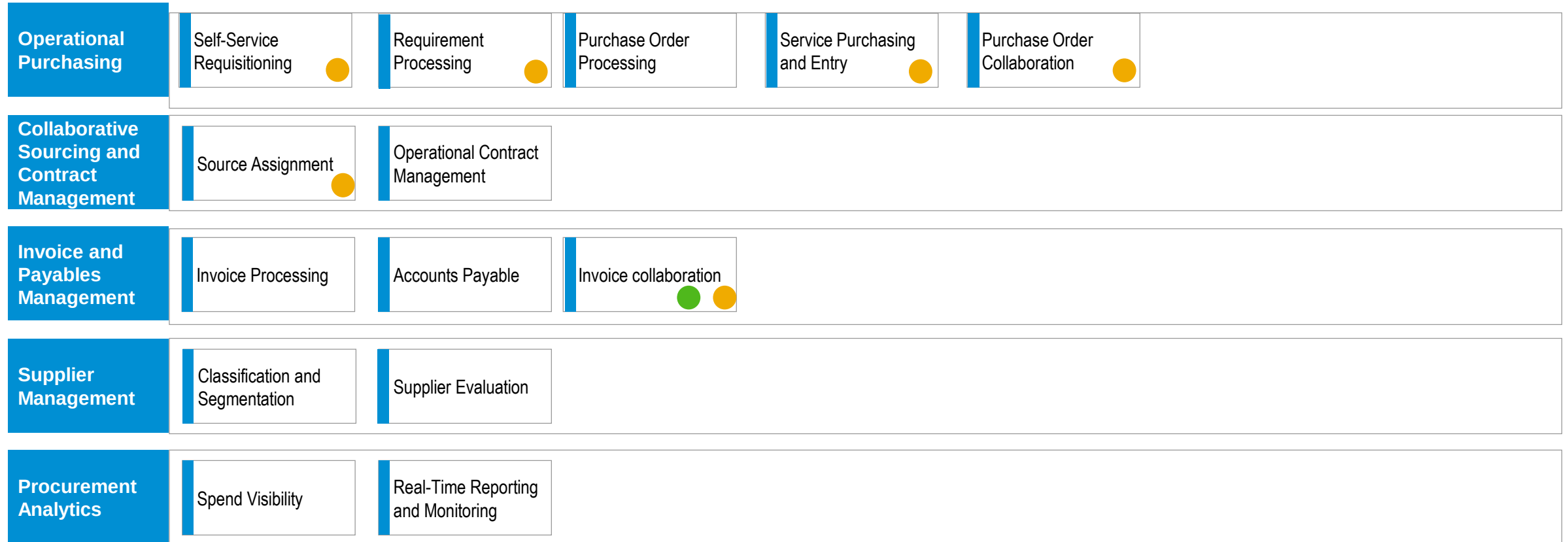


Streamline accounts payables and reduce costs with smart invoicing for 92+% clean invoices into S/4 allowing for short approval cycles to leverage payment terms, dynamic discounts and improving cash flow

Visualized integration scenarios range from native integration to project based integration. SAP Ariba is enriching every type of procurement combination in SAP S/4 HANA, without requiring customers to use these capabilities.

SAP S/4HANA Sourcing and Procurement

Solution Capabilities and End to End Solutions

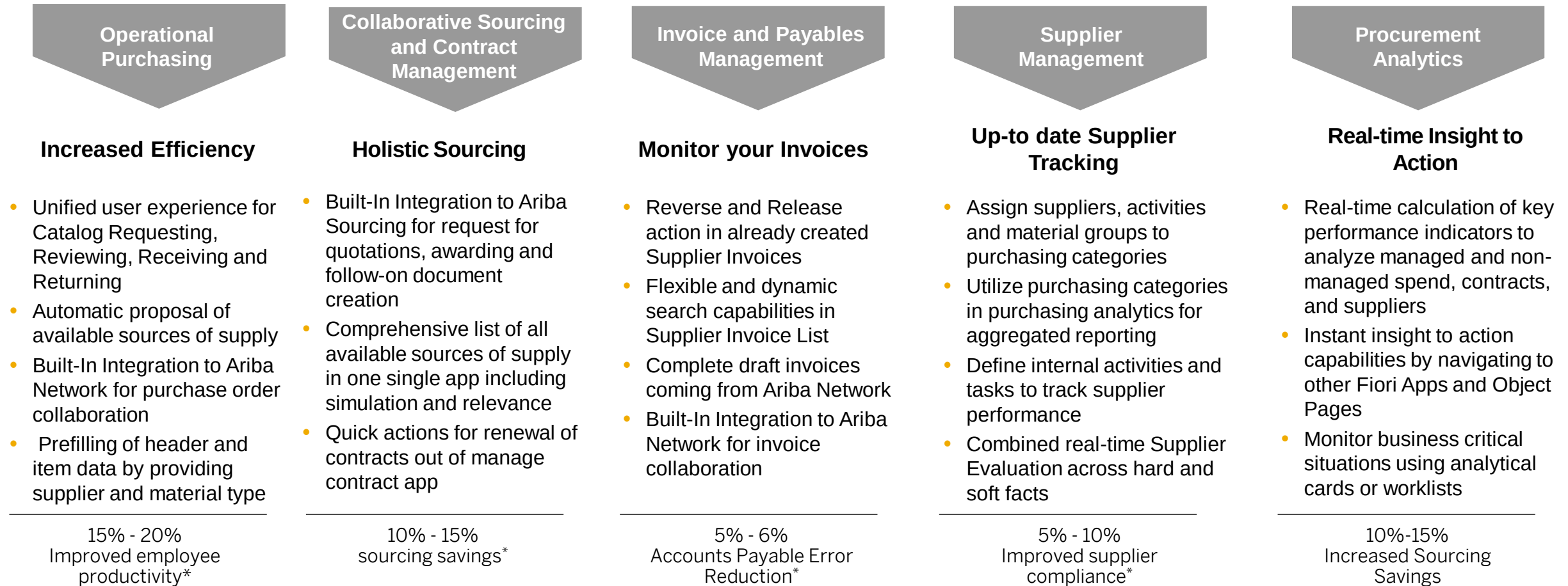


Existing Ariba Integration ●

Existing Fieldglass Integration ●

Why S/4HANA

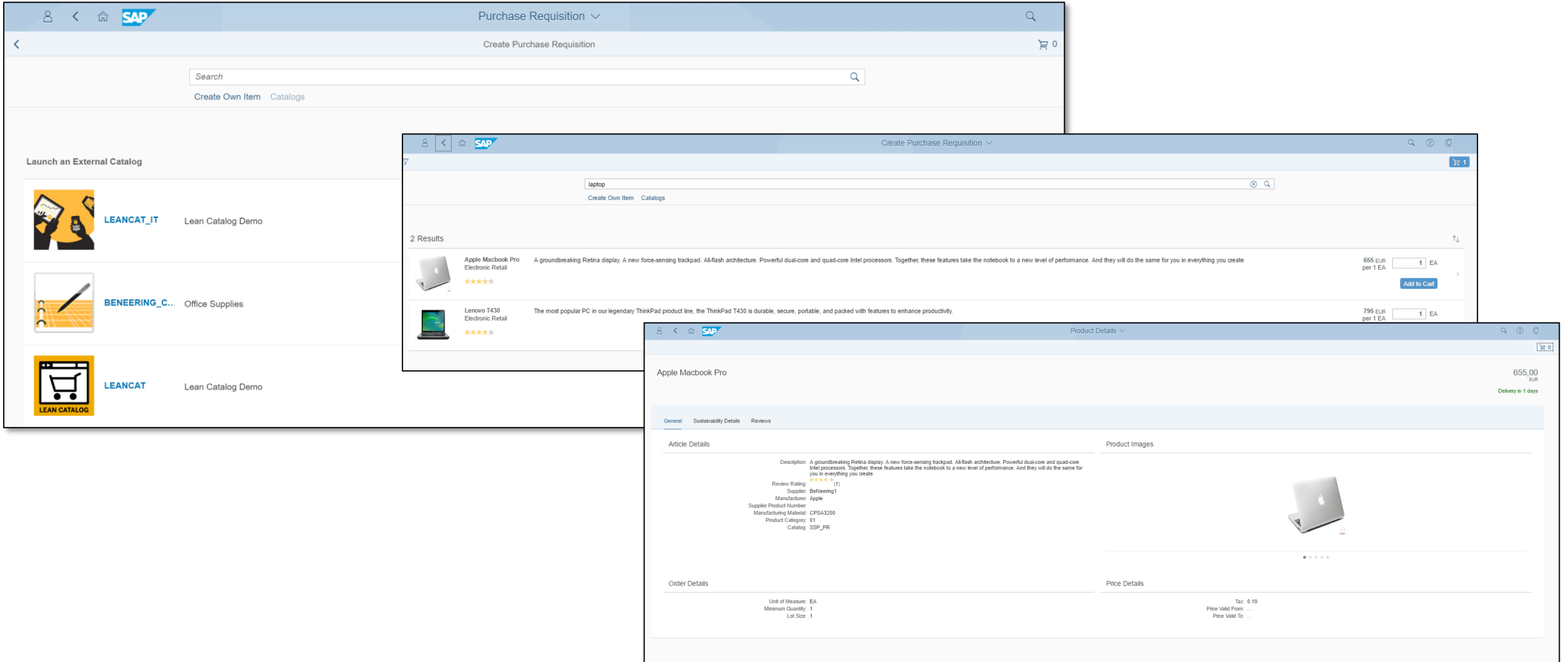
New value scenarios across the entire Procurement landscape



*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 + LoB/cloud capabilities. As each enterprise is at a different level of maturity, our recommendation is to work with them to determine the value proposition for the enterprise.

SAP S/4HANA Sourcing and Procurement

Operational Purchasing



SAP S/4HANA Sourcing and Procurement

Collaborative Sourcing and Contract Management

Manage Sources of Supply

Standard * Search

Material: Supplier: Material Group: Plant: Purch. Organization: Validity Range:

Sources of Supply (34,258)

Source	Material	Supplier	Plant	Material Group	Purch. Organization	Validity Range
Info Record 5300025231	000-PCS-01-ART11-111	Damen Moden AG Mode (PCS-V111)			Purch org DE (R100)	Dec 31, 9999
Info Record 5300025231	000-PCS-01-ART11-111	Damen Moden AG Mode (PCS-V111)	Store 1 (M001)		Purch org DE (R100)	Dec 31, 9999
Contract 4600000313 / 00001	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 08, 2017-Mar 31, 2017
Contract 4600000314 / 00001	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 08, 2017-Mar 31, 2017
Contract 4600000315 / 00005	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 07, 2017-Feb 28, 2017
Contract 4600000316 / 00005	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 07, 2017-Feb 28, 2017
Contract 4600000317 / 00005	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 07, 2017-Feb 28, 2017
Contract 4600000318 / 00005	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 07, 2017-Feb 28, 2017
Contract 4600000324 / 00005	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 07, 2017-Feb 28, 2017
Contract 4600000325 / 00005	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 07, 2017-Feb 28, 2017
Contract 4600000326 / 00005	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 07, 2017-Feb 28, 2017
Contract 4600000327 / 00005	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 07, 2017-Feb 28, 2017
Contract 4600000328 / 00005	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 07, 2017-Feb 28, 2017
Contract 4600000329 / 00005	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 07, 2017-Feb 28, 2017
Contract 4600000330 / 00005	61	FQM_VE01 (FQM_VE01)		Spare parts (04)	Cash SAT (FQM1)	Feb 07, 2017-Feb 28, 2017

Simulate SoS Assignment

Request for Quotation Preview

General Information

RFQ Type: RFQ Description: Ext. Sourcing Req. Ext. Price Request

Submission Deadline: Purchasing Group: Group 001 (001)

Purchasing Organization: Purch. Org. 1010 (1010)

Bidders

Company	Address	Country	Email
No Bidders Invited			

Purchase Requisition Items

Item	Description	Material Group	Quantity	Delivery Date
1000000310	Trading Good, Resender Paint TO-D112	Trading Materials (L001)	10.000 PC	Aug 31, 2017

Ariba Discovery

IM BUYING

IM SELLING

Home Leads

Back

RD10001871

This posting is for test purposes only.

Company 1010 - TEST - The buyer has personally invited you to submit a quote.

Posted On: 13 Sep 2016
Open for Bidding on: 12 Sep 2016
Response Deadline: 15 Sep 2016 7:09 PM EDT

Click to view the details Add to Watchlist Not Interested

Leave feedback

Opportunity Amount: 15000000.00 USD
Response Deadline: 15 Sep 2016 7:09 PM EDT
Posting ID: 4348000
Business Contact: Reinhard Dorer
Posting Type: Request for Quotation (RFQ)
Company Public Profile: <http://discovery.ariba.com/profile/00010210074151>

Product and Service Categories
• Projection Issues

Ship-to or Service Locations
• Germany

Details

Lines Bid History

Line Item No.	Name	Commodity	Estimated Price	Quantity	Deliver by	Ship-to or Service Location
10	Trading Good 9011,FD,Regular Proc.	Projection Issues	0.00 EUR	36 PCE	09/21/2016	

Quote Submitted

FAQ
What is an RFQ?
Request for Quotations (RFQs) are business opportunities that buyers create to gather bids to fulfill immediate needs. RFQs provide you with a great opportunity to win new business or expand your business with an existing customer.

SAP S/4HANA Sourcing and Procurement

Supplier Management

	Purchasing Category	Evaluation Scorecard: Inlandslieferant DE 1 km (10300001), 01/01/2016 - 01/01/2017	
GSP Category (GSP Category) 451			
Total Order Value:: 289,605,867.39 USD			
General Information	Suppliers	Activities	Material Groups
Planned Spend			
Basic Data	Supplier Information		
Responsible Spyropoulos Georgios	Total Number 2		
Status Active	Preferred 0		
	Blocked 0		
Suppliers			
Supplier	Address	Preferred Supplier	Strategic Partner
Inlandslieferant DE 1 (10300001)	Hüllemmer Straße 23, 45721 Haltern am See, Germany	No	No
Inlandslieferant DE 2 (10300002)	Kirchhöf 78, 99867 Gotha, Germany	No	No
Activities			
Activity	Responsible	Status	End Date
		No entries found	
Material Groups			
Material Group	Description	Assigned Materials	
Trading Materials (L001)	Material group Trading Materials (L001)	574	
Planned Spend			
	Spend: Valid From	Spend: Valid To	
	03/02/2017	03/31/2017	

Score Details

Expand All Collapse All

Name	Score	Target Score	Minimum Score Accepted	Weighting	Responses
DW_Questionnaire_3110_No1	63	95	55	1	
1 DW_Scd_No1	42	0	0	1	
1.1 DW_FT_No1					1
Question Text: DW_FreeText_No1 - Text					Appraiser Answer Score
Explanation: DW_FreeText_No1 - Explanation					John Employee_procurement I am entering an explanation 0
Question Type: Free Text					
1.2 DW_FT_NO2					1
Question Text: DW_FT_NO2 - Question Text					Appraiser Answer Score
Explanation: DW_FT_NO2 - Explanation					John Employee_procurement I am entering an explanation again 0
Question Type: Free Text					
1.3 DW_SA_No2	100	0	0	1	1
1.4 DW_SA_NO3	25	0	0	1	1
Question Text: DW_SA_NO3 - Question Text					Appraiser Answer
Explanation: DW_SA_NO3 - Explanation					John Employee_procurement SA4
Question Type: Single Answer					
1.5 DW_YESNO_No1	0	100	100	1	1
2 DW_Scd_No2					

CG EXT Name

Supplier: Supplier_Draft 2

Purchaser Responsible: Buyer John

Appraiser: Employee_procurement John

Overall Score: 25

Overall Target Score: 0

Overall Minimum Score: 0

Overview DW_Questionnaire_3110_No1 - External Name Noch einQuestionnaire - External Name EN

Introduction

Period to Be Evaluated: November 11, 2016 - November 12, 2016

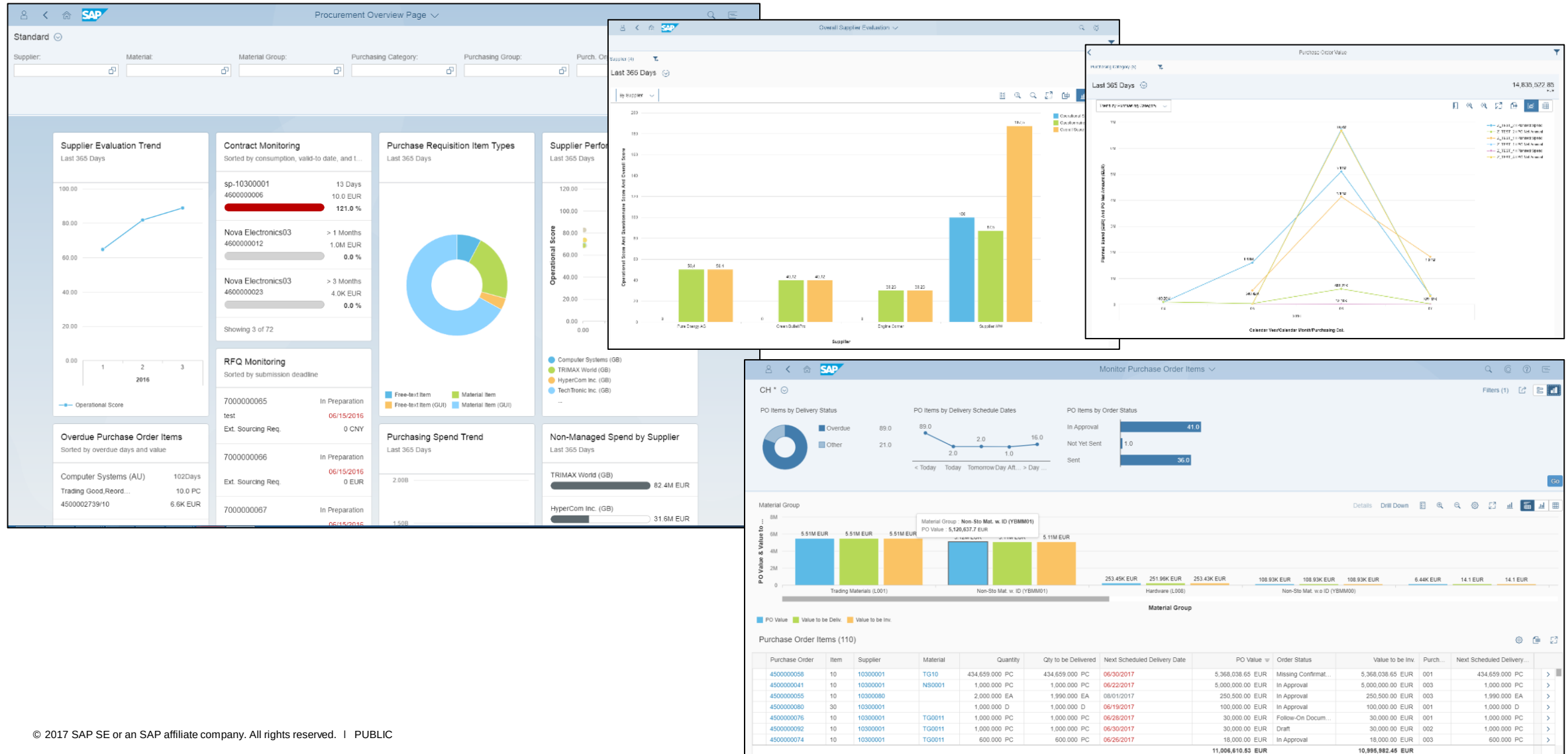
Deadline: November 21, 2016

Submission Date: November 21, 2016

Language: English

Questionnaire Name	Questions	Answered	Disqualifying	Scoring	Weighting
DW_Questionnaire_3110_No1 - External Name	9	2	0		1
Noch einQuestionnaire - External Name EN	9	3	0		1

SAP S/4HANA Sourcing and Procurement Purchasing Analytics



SAP S/4HANA Sourcing and Procurement CoPilot

LAB Preview

My Home

- Create Information Record ME11
- Manage RFQs
- Manage Supplier Quotations
- Manage Purchasing Info Records
- Manage Quota Arrangements
- Manage Source Lists
- Create Scheduling Agreement
- Manage Scheduling Agreements 17 Expiring
- Manage Purchase Requisitions
- Procurement Overview
- Manage Sources Of Supply

Purchase Contract Processing

- Create Purchase Contract
- Create Scheduling Agreement
- Manage Purchase Contracts
- Change Purchase Contract
- Print Purchase Contracts
- Change Scheduling Agreement
- Print Scheduling Agreement Releases
- Print Scheduling Agreements

Employee Self Service

- Confirm Receipt of Goods
- Create Purchase Requisition
- My Purchase Requisitions

Purchasing Analytics

- Unused Contracts Last 365 Days: 5
- Contract Expiry In 120 Days: 53
- Invoice Price Variance Last 365 Days: 17,45K
- Non-Managed Spend Last 365 Days: 49,39 %
- Purchase Order Average Delivery Weighted (In Days): -23,3
- Purchasing Group Activities Purchase Orders in Last 365 Days: 4,26 K
- Value Contract Consumption Last 365 Days: 4800000132 3,8K; 4800000128 328; 4800000184 88
- Quantity Contract Consumption Last 365 Days: 4800000283 142,96K%; 4800000128 2002%; 4800000138 479,9%
- Purchase Requisition Item Last 365 Days: 409
- Purchase Requisition No Touch Rate Last 365 Days: 84 %
- Purchase Requisition Average Approval Time Last 365 Days: 0,26
- Purchase Requisition To Order Cycle Time Last 365 Days: 1,79
- Purchase Requisition Item Last 365 Days: 128

CoPilot

- Supplier Evaluation Mar 16 Me: Check questionnaires
- Supplier Performance Mar 8 Me: Discuss Damen Moden Performance
- Supplier Evaluation Mar 8 Me: Bad performance of Damen Mode
- Purchase Requisition Changes Feb 22 Me: Please evaluate
- PR Changes Feb 22 Me: Please check about high changes
- Supplier Activity Supplier Activity Feb 20
- Standard PO why so high? Nov 30

SAP S/4HANA Sourcing and Procurement

Business Workflow for Purchase Requisitions

Manage Workflows for Purchase Requisition



Release of Purchase Requisition Item / Workflow for Marketing Material

Edit Activate Copy Delete

Properties Preconditions Step Sequence

General

Description

Here the approval process for marketing material is defined

Valid From

11/29/2016

Valid To

01/01/2017

PRECONDITIONS

Only start the workflow if the following preconditions are met:

Material Group of Purchase Requisition Item is equal to Marketing

STEP SEQUENCE

Steps

Name	Recipients	Preconditions
1. Accounting Object Manager	Accounting Object Responsible	
2. Chief Marketing Officer	Manager of workflow initiator's manager	
3. Marketing Area Manager	Manager of Workflow Initiator	

SAP

Home

Processing Source of Supply Management Purchase Order Processing Supplier Evaluation Purchasing Configura

Source of Supply Management

Manage Sources Of Supply

Manage Sources Of Supply

Manage Sources Of Supply

Purchase Order Processing

Display Purch. Docs by Account Assignment

Create Purchase Order Advanced

Change Purchase Order Advanced

Display Purchasing Documents by Supplier

Create Purchasing Info Record

Change Purchasing Info Record

Schedule Preprocessing for Archiving

Print Scheduled Purchase Orders

Display Subcontracting Stocks by Supplier

Display Purchasing Documents by Material

Manage Purchase Orders

Manage Purchase Requisitions

Please release purchase requisition 10003047

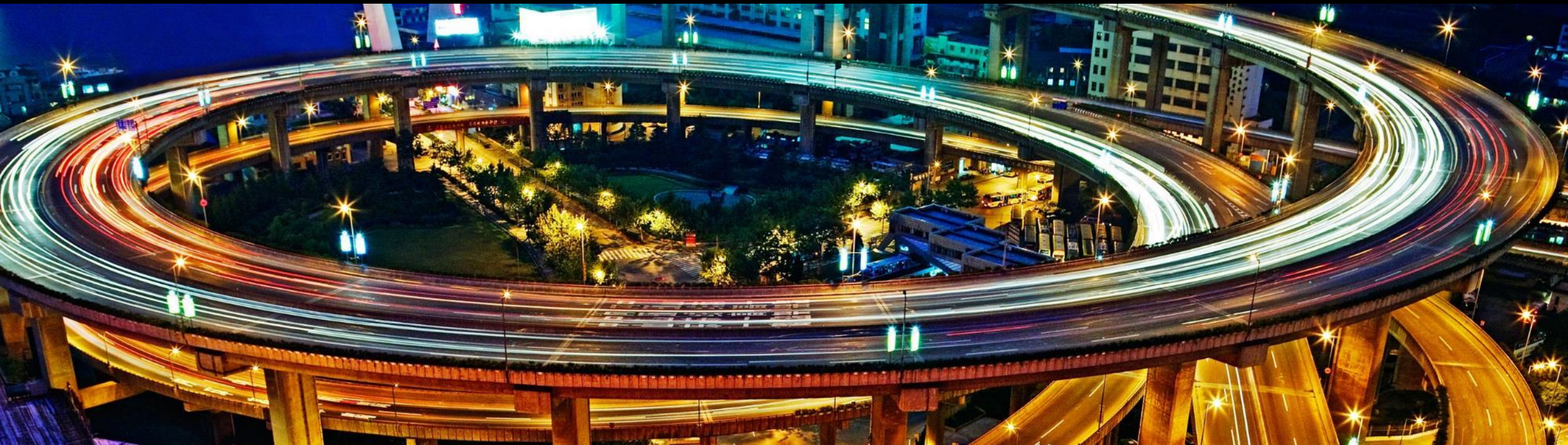
Please release purchase requisition 10007184

Please release purchase requisition 10006615

Please release purchase requisition 10006510

Please release purchase requisition 10006494

Release Highlights SAP S/4HANA 1709



SAP S/4HANA Sourcing and Procurement 1709 On Premise Release Highlights

Operational Purchasing

- Business workflow for purchase requisitions, purchase order and invoices
- SAP Fiori 2.0 UX – notifications for purchase requisition approvals
- Enhanced Document Flow for Requisitions
- Type-Ahead for Free-Texts in Self-Service Requisition
- New Fiori Apps for Monitoring and Mass Change of purchasing documents
- Central Requisitioning in S/4HANA allows for Purchase Order Creation in satellite ERP system***
- Procurement of Unplanned Services
- Integration with Transportation Management

Sourcing and Contract Management

- Request for Quotation and Quote Comparison in SAP S/4HANA
- Integration of S/4HANA and Ariba Network and Ariba Sourcing to conduct sourcing events and create or update follow-on documents in SAP S/4HANA
- Approval for Supplier Quotation Awarding
- Fiori Apps for Scheduling Agreement
- Legal Content Management ***

Supplier Management

- Reminder for evaluation responses and activity management
- Define Supplier evaluation weighting and scoring in general and based on purchasing categories
- Adjust Supplier Evaluation Scoring

Invoice and Payables Management

- Invoice integration to SAP Fieldglass
- Invoice posting with reference to asset
- Upload Supplier Invoices
- Incoming VAT Invoice

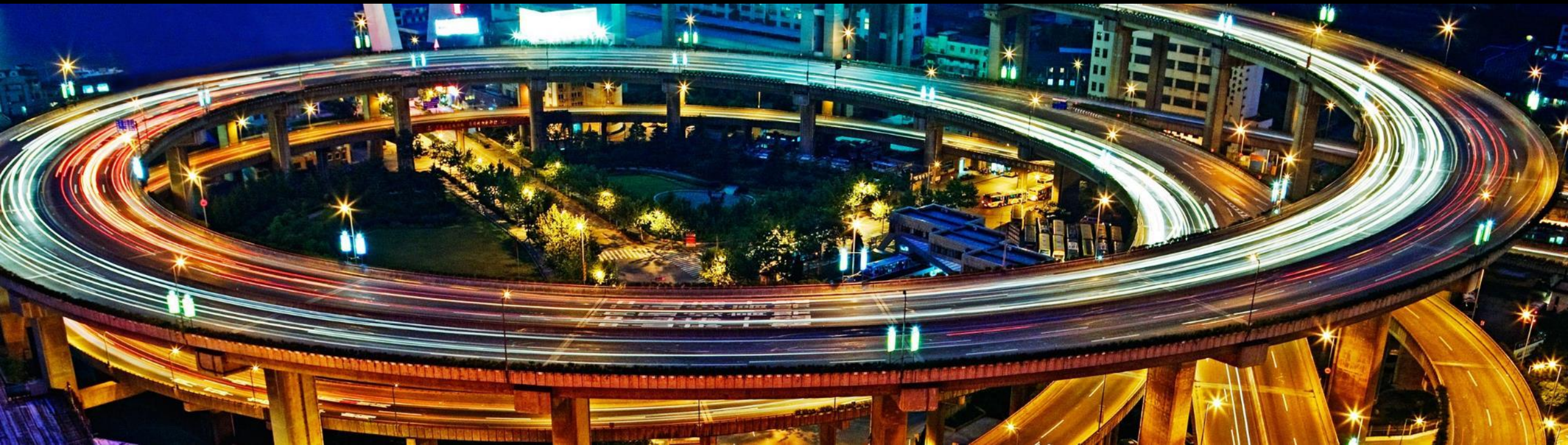
Purchasing Analytics

- Predict purchase-order spend based on open purchase requisitions and delivery schedules
- Supplier performance monitoring for hard and soft facts in the Procurement Overview Page
- Predictive analytics for contract consumption
- Multi-dimensional report for purchasing spend
- Analytical monitoring of request for quotation items and contract items

**** Not part of SAP S/4HANA shipment; requires additional products.

Roadmap

S/4HANA Sourcing and Procurement



SAP S/4HANA

LoB: Sourcing and Procurement

1709– Recent innovations*

- Type ahead for free text items and enhanced document flow for purchase requisitions
- Enablement of SAP S/4HANA as central self-service hub with central purchase requisitions
- New Fiori Apps for Monitoring and Mass Change of purchasing documents
- New simplified service process in SAP S/4HANA
- Business workflow for purchase requisitions, purchase order and invoices
- Contract Templates and Navigation to Legal Transaction*** from Purchasing Contract
- New solution capability for legal content management supported by SAP Fiori apps
- Simple request for quotation process with integration option to quote automation in Ariba Network***
- Fiori apps for Category and Activity Management, Supplier Evaluation and Supplier Scorecard processing in SAP S/4HANA
- Upload Supplier Invoices and Invoice posting with reference to an asset
- Purchase order and Invoice processing with integration to Transportation Management
- Embedded and predictive analytics for contract consumption
- Procurement application programming interfaces (APIs) for side-by-side extensibility

2018 – Planned innovations**

- Enablement of SAP S/4HANA as central contract management hub with contract hierarchies, distribution, and annual contract negotiation capabilities
- Situation Handling for contract consumption and purchase requisition processing
- Increased invoice automation with machine learning and efficient invoice monitoring for exception handling
- Integration of SAP Ariba Buying*** with SAP S/4HANA
- Simplified service procurement integrated with preceding and subsequent business processes in SAP S/4HANA and SAP Fieldglass*** solutions
- End-to-end smart contracting scenario integrating with Legal Content Assembly on SAP Cloud Platform*** to generate, process and archive legal content based on pre-approved Clauses and Templates
- Analytics for Scheduling Agreements
- Material Price Variance Analytics

2019 – Product direction**

- Semantic, multiple, back-end process capabilities: procurement shared services center with SAP S/4HANA
- Holistic supplier and category monitoring
- Inclusion of social media platforms and sentiment analysis in procurement analytics
- Established partner ecosystem-building procurement extensions in SAP S/4HANA Cloud Platform***
- Conversational voice interfaces and machine learning
- Auditing of procurement collaboration with block chain
- Enhanced semantic analysis of legal documents to clean up Legacy Content archives

2020 – Product vision**

- Transform manual procurement processes in requisitioning, ordering and sourcing to system operated automatic processes based on machine learning and data prediction
- Highly integrated internal and external collaboration accelerates and improves procurement business decisions
- Innovation and business value drive and determine supplier selection and relationship
- Transparent, real-time insight into supply-chain processes

*** Not part of SAP S/4HANA shipment; requires additional products.

** This is the current state of planning and may be changed by SAP at any time without notice.

SAP S/4HANA Cloud

LoB: Sourcing and Procurement (1/2)

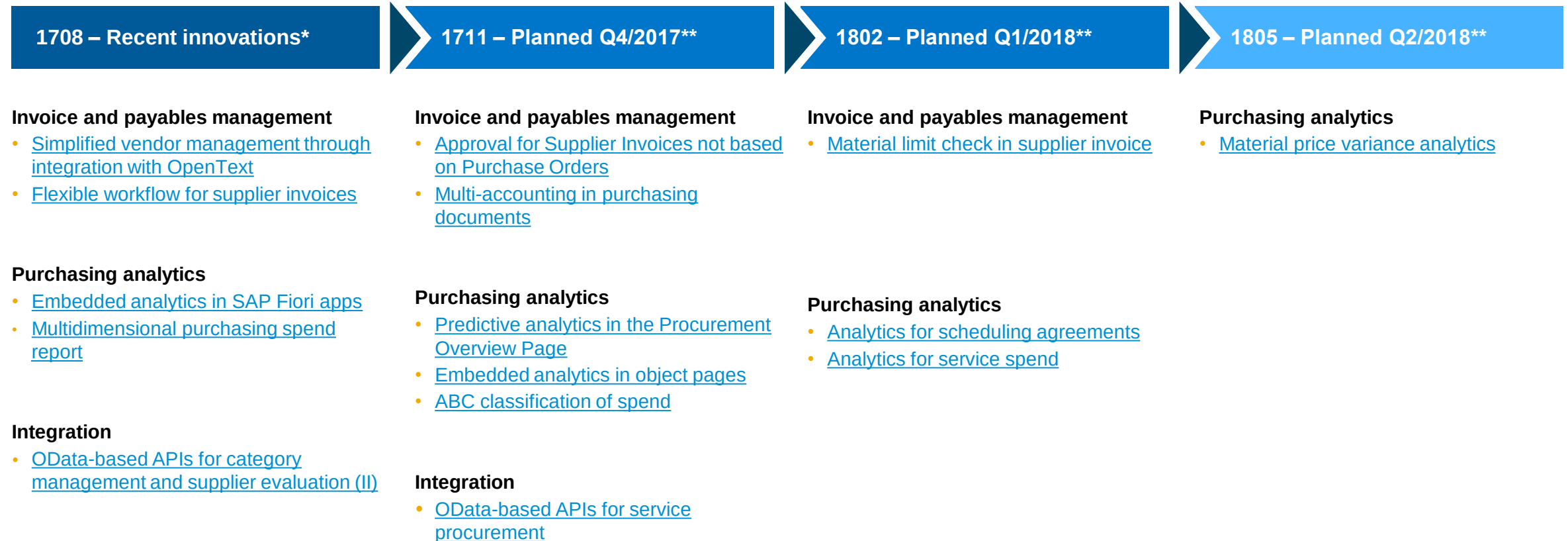


**This is the current state of planning and may be changed by SAP at any time without notice.

* Feature highlights for SAP S/4HANA Cloud 1708. See [Feature Scope Description of SAP S/4HANA Cloud 1708](#) for full scope.

SAP S/4HANA Cloud

LoB: Sourcing and Procurement (2/2)



**This is the current state of planning and may be changed by SAP at any time without notice.

* Feature highlights for SAP S/4HANA Cloud 1708. See [Feature Scope Description of SAP S/4HANA Cloud 1708](#) for full scope.

Thank you.

Please check:

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