

Design-Driven Enterprise Design to Sales

Variant-rich MTS or CTO

Gear 7-38 1.2.75

s/n 3941501

MT-450919

Teet

Advanced
Motor 30051

Prototype Phase

Torque

25.3.2022

THE BEST RUN



Our model company

Conveyor Solutions AG is a manufacturer of

- components
- equipments
- systems

for sorting and transporting of luggage or packages.

They

- configure to customers needs (CTO/MTS),
- design customer specific solutions (ETO, CTO+),
- manufacture in large quantities.



Conveyor's Challenge

Senior management would like to

- Become more **customer centric** and **agile**
- Reduce **cost** and **workload**

So, they engage an external consulting company to propose **a new approach**.



Watch the Design-Driven Enterprise Video



Link: https://vods.dm.ux.sap.com/webinars/webinar-series-cto-eto/vods/sap_vision-core_edit04_final_hd_1920x1080_web.mp4

**What capabilities are required to solve
Conveyors' business challenges?**



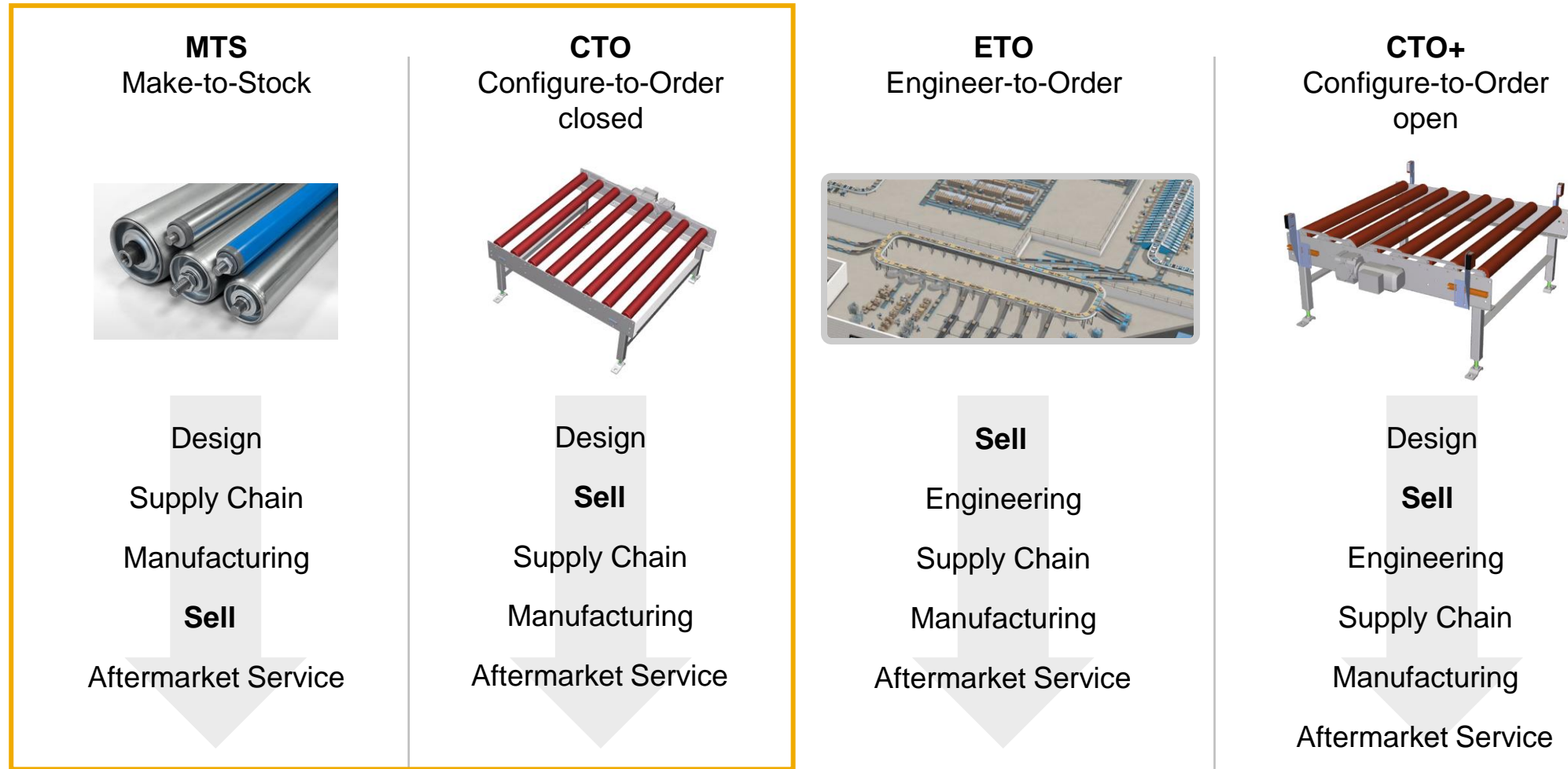
Design-Driven Enterprise

AGIL.EFFICIENT.CUSTOMER-CENTRIC

- **Increase the level of automation** in the process flow from engineering into sales, production, service with **model once configure anywhere.**
- Use a **smart product structure** as **single central solution** to achieve **high level of consistency, automation and accuracy** across all departments.
- Improve the leverage of their existing investment in the **SAP core. Reduce complexity** of applications outside of the core.

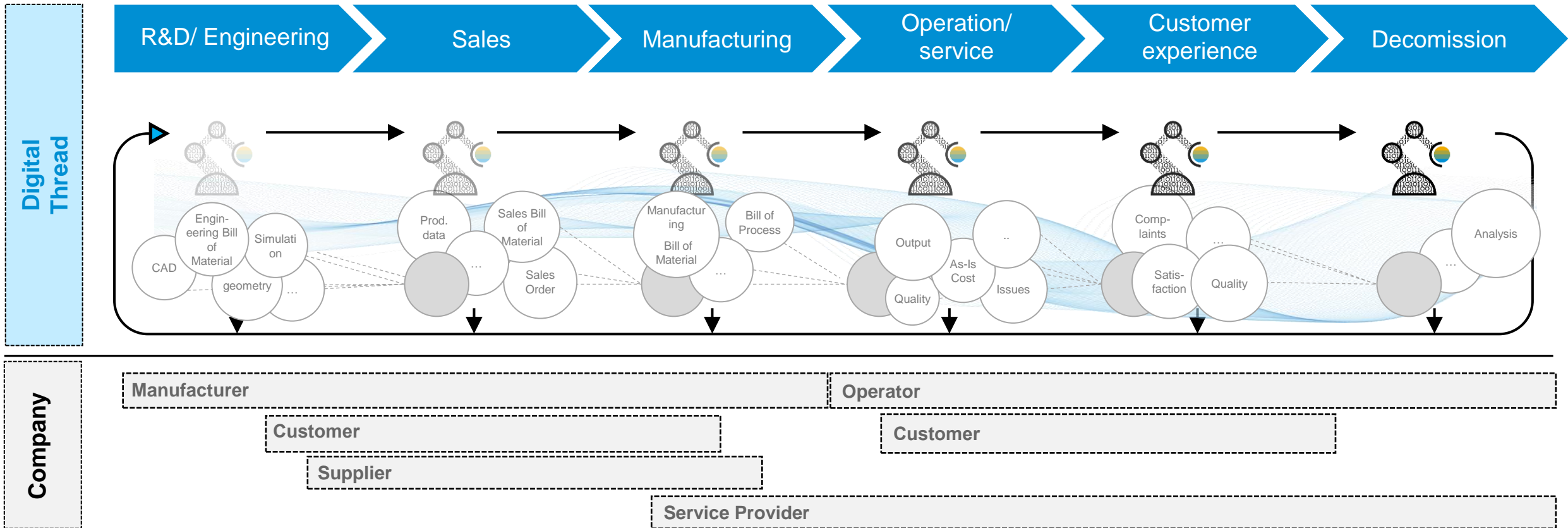


Different Products – Different Value Chains – Different Processes



Since sales, purchasing and planning are deeply embedded in ERP, an ERP-centric approach can provide full flexibility.

The **Digital Thread 4.0** provides engineering knowledge and integration



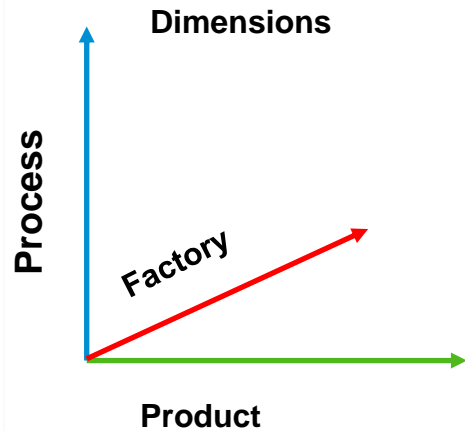
The product data model in ERP needs to include engineering knowledge. Standard integration needs to support the enhanced data model.



Why is the SAP Product Structure able to solve Conveyors' business challenges?

The Capabilities of the SAP Product Structure

Powerful Embedded Integrated Data and Business Applications in SAP ERP or S/4HANA



Dimensions of PPG

allow to use configuration to automatically derive a routing, work instructions or any other documents from the product BOM configuration.

Virtual Structure



Real Documents/Master Data in any

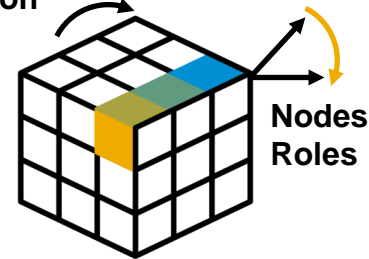
SAP Core and Applications

Integration

of business applications with node types ensures seamless integration between data and business processes. (e.g. publish a configured manufacturing data package for the production order).

Structure

Relation

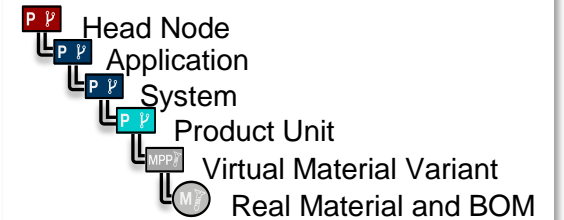


Nodes, Roles

Relationships and roles

determine how the dimensions of the product structure are assigned.

Node type



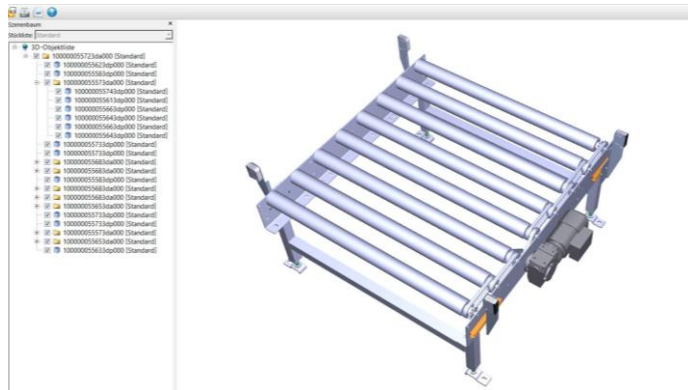
Characteristic values

can be inherited to all subordinate objects with the classification tab of each node.

Relationship between CAD, Classic BOM and Product Structure

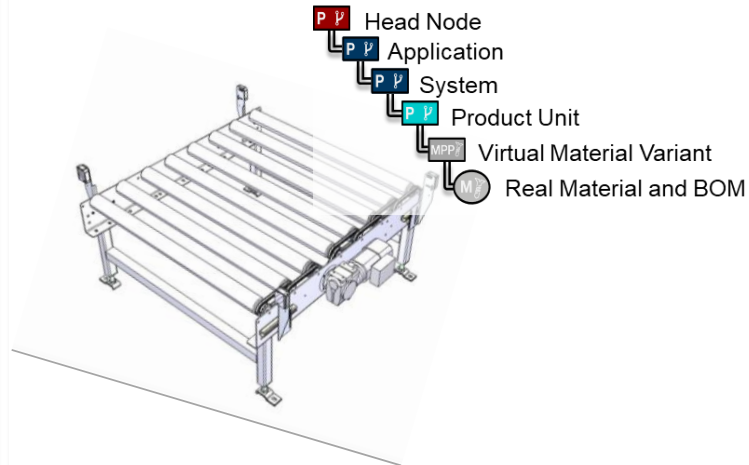
Why can't I use the CAD or Classic BOM instead?

CAD Structure



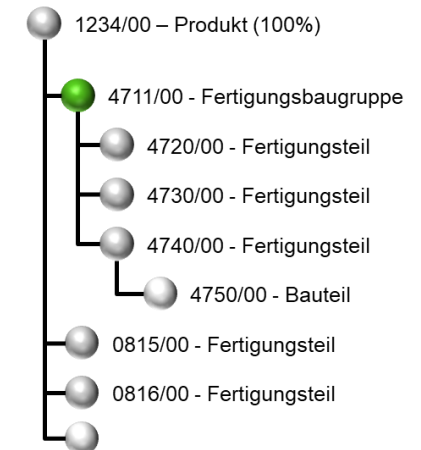
The **CAD Structure** describes the geometrical relationships between the BOM elements. The **variance** therefore is **implicitly described**.

Product Structure



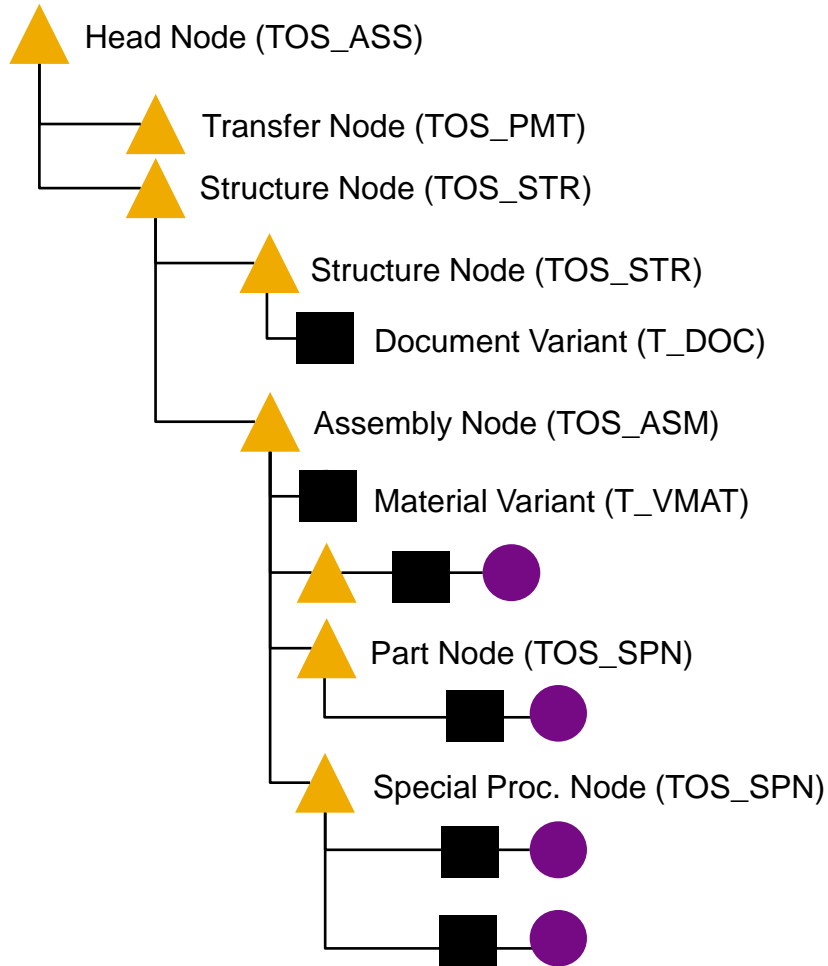
The **Product Structure** models variance structurally and thus is **able to incorporate variance information directly** and link it to CAD documents.

Classic BOM



The **Classic BOM models** variance on a material level and therefore **does not scale very well**.

Node Structure and Types (2D View)



Head

- Used for opening the technical order structure.
- All project relevant nodes are linked below.



Transfer

- Used to store ECP information which cannot assigned to a specific part of the product.



Structure

- Used to divide products in segments. Complex Customer Systems have more segments.
- Can have n Structure nodes or n Assembly nodes below.
- No material master information is stored here.



Assembly

- Used for structure information regarding assemblies.
- Can have n Assembly nodes or n Part nodes below.



Part

- Used for structure information regarding assemblies.
- Lowest Level of an assembly structure. Can not have nodes below.



Special Procurement

- Used for long lead items.



Material Variant (MPP = Material Planning Position)

- Used for storing material master information, even without a material master attached.
- Materials can be created from this variant.



Document Variant (DPP = Document Planning Position)

- Used for storing document information.
- Documents can be planned from this variant.

How will Conveyor work in the future?



DESIGN-DRIVEN ENTERPRISE MTS/CTO

From Design to Sales



Product

- Variant Management
- Configuration Management
- Innovation Management
- Requirements Management
- Systems-Engineering
- Product Validation

Detailed Engineering

- Material Management
- Component Classification
- E-BOM
- 3D-Model

Internal/external Collaboration

- Design Collaboration
- Document Collaboration
- Systems Engineering

in Production

- Routing Management
- Integration of MTM
- Work Instruction Management
- Change Mgmt and Integration across and within different SAP BOM-types
- BOM Knowledge Management, Conversion and Configuration
- Configuration of Quality Management

in Service

- Configuration of services, documents, and service-BOM

in Sales

- Enhancement of configuration with application knowledge

Modelling

- Life Cycle Management of Product model
- Management of Variant Configuration with Engineering Knowledge

Customer Order - Configuration

Document Collaboration
Supplier Collaboration (only with Ariba)
Visual Product Analysis

Short- to Midterm- Planning and Optimization

- Order network
- Production Optimization considering product configuration dependent routing capacity, demand, takt times, set up times, man power and tooling while also considering material availability.

Order Management

- Generation and Release of production orders

Assembly

- Configuration specific work Instruction

Inline Quality Management

- Collection of configuration specific quality data during each production step.

Machine Integration

- Configuration specific machine control

Intelligent Asset Management

Providing the digital twin to internal and external collaboration partners IOT services

Service-Management

- Ticketing
- Service-Order Mgmt.
- Service Order Execution
- Visual Spareparts
- Visual Service-Instructions
- Digital Twin Insight
- Digital Twin Monetization

From Design to Sales: Detailed Process Flow



Anton
Product Manager



Barbara
Systems Engineer



Carla
Engineer



Daniel
Sales Rep



Overview product portfolio

Map product features

Extend product features

Revise product features

Adjust system models

Complete detailed engineering

Handover to sales

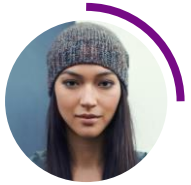
Sell via Configure Price Quote



From Design to Sales: **What do we want to achieve?**

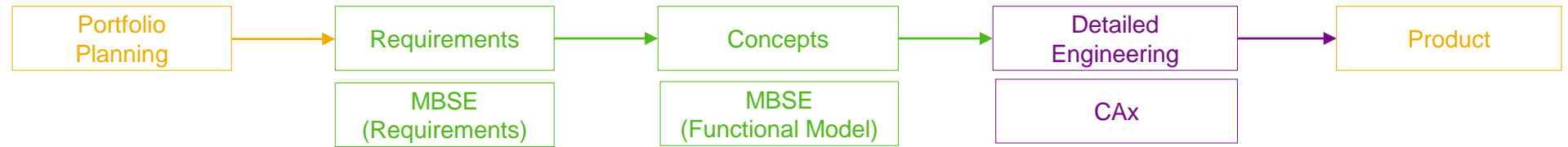


Anton needs a **portfolio structure** which describes the **complete** offering of products and services. The portfolio structure has to cover the needs of sales, (planning, production, purchasing and service) **without creating silos**.

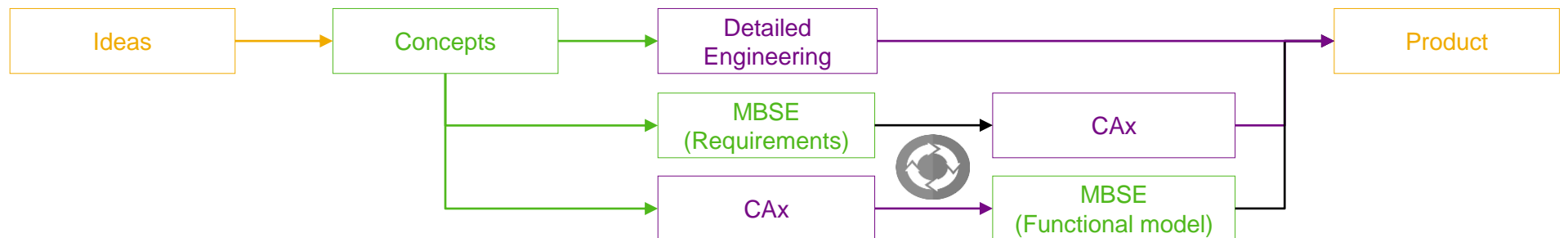


Barabara and Carla work with Anton to create the **product structure** with **embedded knowledge**. to **be able to automate sales (all) business processes**.

Approach A

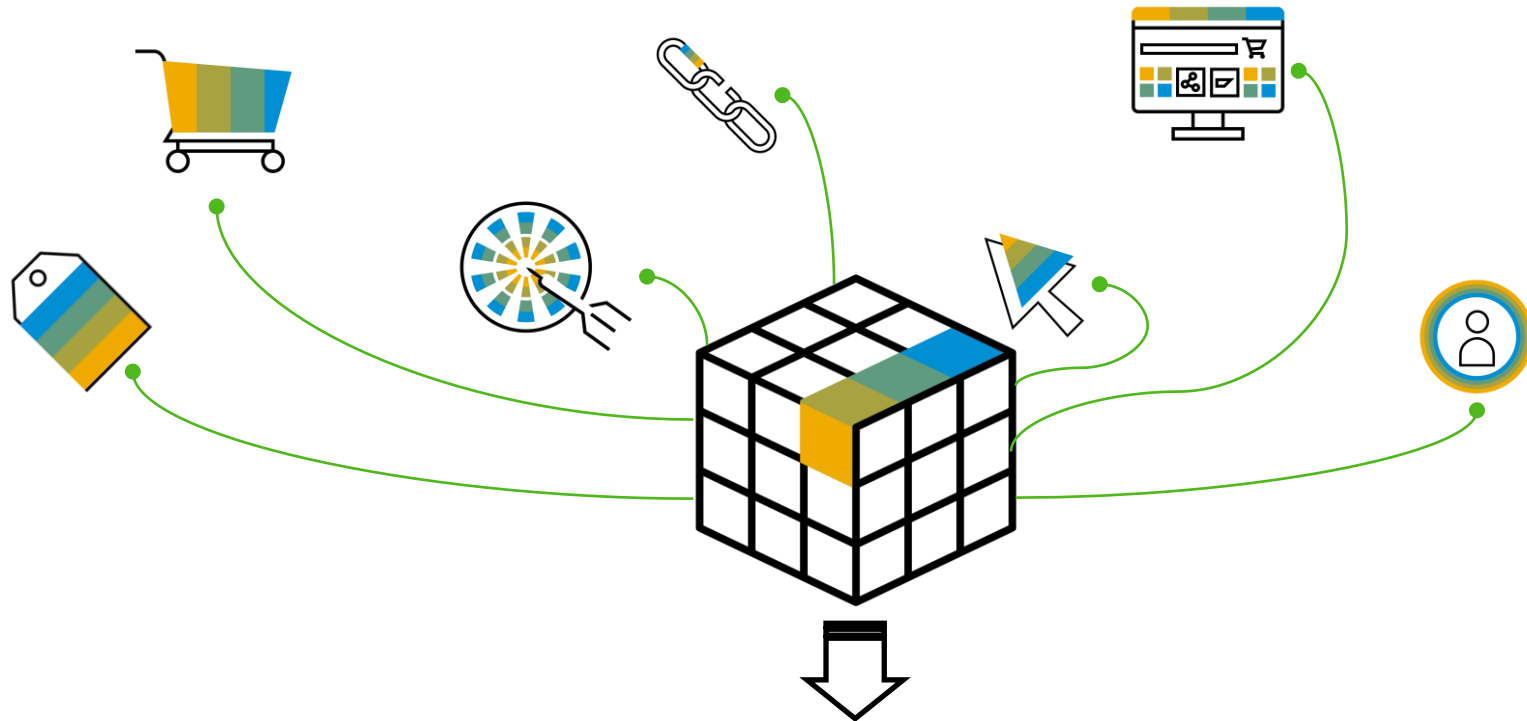


Approach B



Build up product structure and then leverage in CPQ

Example for **Model once configure anywhere**



The product structure enhances the standard capabilities of the sales tool.

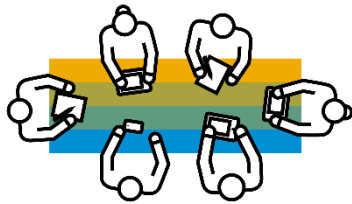
The sales tool is always synchronized with engineering.



Daniel can now support his customers without having to be a technical expert.

Model once **Configure anywhere**

Our Vision: Digital Thread 4.0 automates all business processes



Product Teams...

...feed the product model with new iterations and versions, aligned with customer requirements and compatibility

Feed



Consume

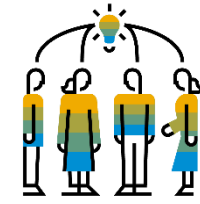


Digital Product Structure

Consume



Feed



Extended Enterprise...

...consumes product model/information to buy, make, sell/configure, simulate or maintain a product.

Webinar 1 – Create Portfolio & Product Structure

Webinar 1 – Consume in Sales

Webinar 2 – Consume in Manufacturing (01.04.2022)

Webinar 3 – Consume in Service (08.04.2022)

How will Conveyor work within SAP in the future?



From Design to Sales: Detailed Process Flow



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Product Manager



Barbara
Systems Engineer



Carla
Engineer



Daniel
Sales Rep



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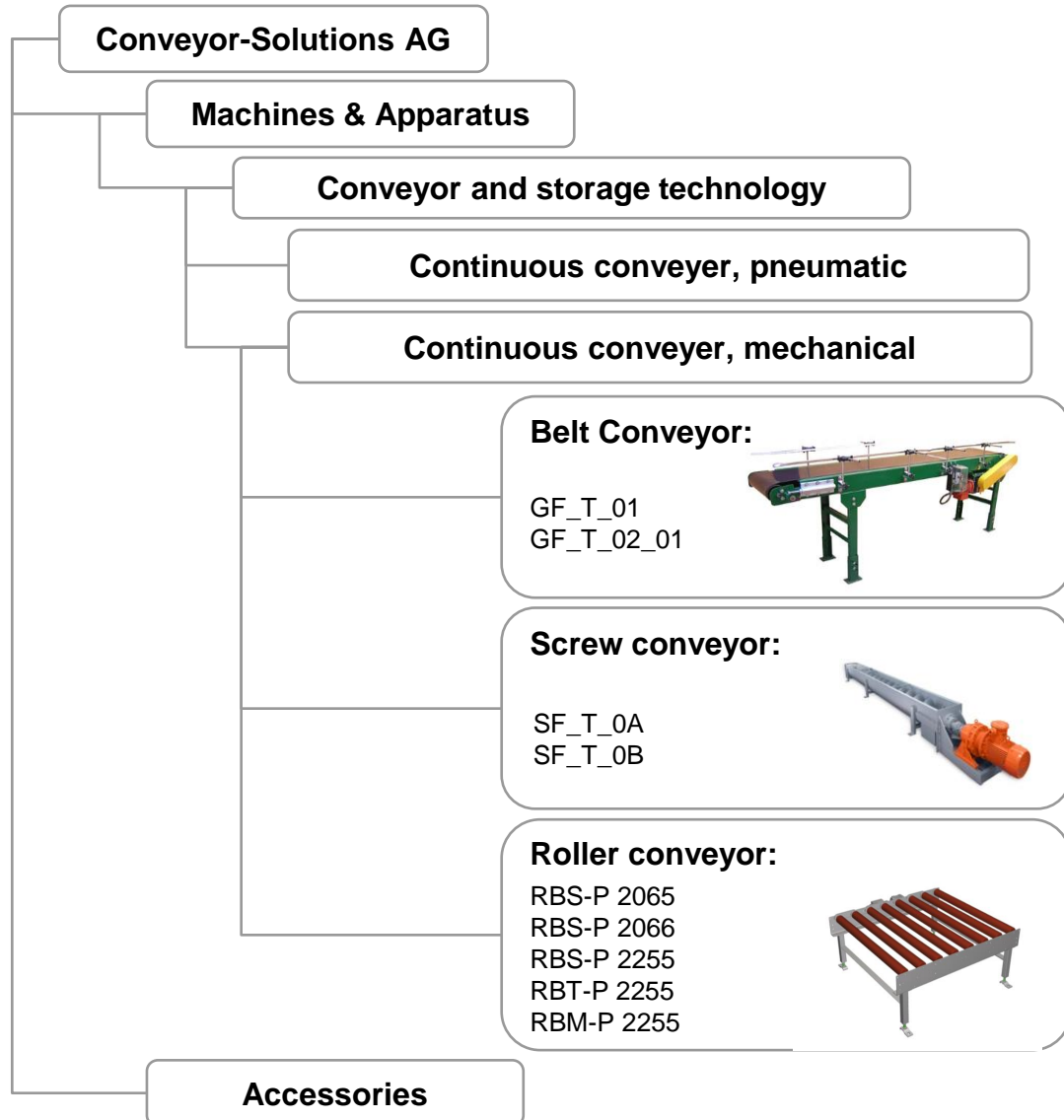
Complete detailed engineering

Handover to sales

Sell via Configure Price Quote



Conveyor Solutions AG's Product Portfolio Structure



Profile: Portfolio Structure		D.. Description
<input checked="" type="checkbox"/>	▼ P00001000	Portfolio Knowledge Management
<input type="checkbox"/>	▼ P00000367	Machines & Apparatus
<input type="checkbox"/>	▼ P00000368	Conveyor and storage technology
<input type="checkbox"/>	▼ P00000369	Continuous conveyor (pneumatic)
<input type="checkbox"/>	▼ P00000370	Continuous conveyor (mechanical)
<input type="checkbox"/>	▼ P00000371	Belt conveyor
<input type="checkbox"/>	🔗 E00000508	Conveyor segment Type CTO 0000
<input type="checkbox"/>	🔗 E00000837	Conveyor segment Type CTO 0001
<input type="checkbox"/>	🔗 E00000839	Conveyor segment Type CTO 0002
<input type="checkbox"/>	🔗 E00000840	Conveyor segment Type CTO 0003
<input type="checkbox"/>	🔗 E00000844	Conveyor segment Type CTO 0004
<input type="checkbox"/>	🔗 E00000943	Conveyor segment Type CTO 0005
<input type="checkbox"/>	🔗 E00000945	Conveyor segment Type CTO 0007
<input type="checkbox"/>	🔗 E00000946	Conveyor segment Type CTO 0008
<input type="checkbox"/>	🔗 E00000947	Conveyor segment Type CTO 0009
<input type="checkbox"/>	🔗 E00001211	Conveyor segment Type CTO 0011
<input type="checkbox"/>	🔗 E00001212	Conveyor segment Type CTO 0012
<input type="checkbox"/>	> P00000372	Screw conveyor
<input type="checkbox"/>	> P00002011	Roller conveyor
<input type="checkbox"/>	> P00002012	Accessories

Modelling of product portfolio

Business Outcomes

“As a **Product Manager**, I want to structure my product portfolio such that **all enterprise business units are covered and all processes can be accelerated.**”



Anton
Product Manager

Profile: Portfolio Structure	D.. Description
<input checked="" type="checkbox"/> P00001000	Portfolio Knowledge Management
<input type="checkbox"/> P00000367	Machines & Apparatus
<input type="checkbox"/> P00000368	Conveyor and storage technology
<input type="checkbox"/> P00000369	Continuous conveyor (pneumatic)
<input type="checkbox"/> P00000370	Continuous conveyor (mechanical)
<input type="checkbox"/> P00000371	Belt conveyor
<input type="checkbox"/> E00000508	Conveyor segment Type CTO 0000
<input type="checkbox"/> E00000837	Conveyor segment Type CTO 0001
<input type="checkbox"/> E00000839	Conveyor segment Type CTO 0002
<input type="checkbox"/> E00000840	Conveyor segment Type CTO 0003
<input type="checkbox"/> E00000844	Conveyor segment Type CTO 0004
<input type="checkbox"/> E00000943	Conveyor segment Type CTO 0005
<input type="checkbox"/> E00000945	Conveyor segment Type CTO 0007
<input type="checkbox"/> E00000946	Conveyor segment Type CTO 0008
<input type="checkbox"/> E00000947	Conveyor segment Type CTO 0009
<input type="checkbox"/> E00001211	Conveyor segment Type CTO 0011
<input type="checkbox"/> E00001212	Conveyor segment Type CTO 0012
<input type="checkbox"/> P00000372	Screw conveyor
<input type="checkbox"/> P00002011	Roller conveyor
<input type="checkbox"/> P00002012	Accessories

Belt Conveyor:

GF_T_01
GF_T_02_01



Screw conveyor:

SF_T_0A
SF_T_0B



Roller conveyor:

RBS-P 2065
RBS-P 2066
RBS-P 2255
RBT-P 2255
RBM-P 2255



Process Highlights



Complete and consistent across all products, components and services



Portfolio structure can be **exported into online presence**



Portfolio structure **supports the different needs of services, strategic and tactical planning, production, service, ..**



Change Management is complete and consistent across all products, components and services. Standardization is encouraged



New products can be launched quickly.

From Design to Sales: Detailed Process Flow



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Engineer



Daniel
Sales Rep



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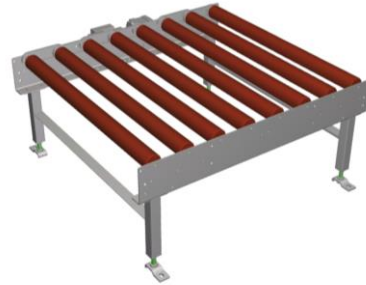
Handover to sales

Sell via Configure Price Quote

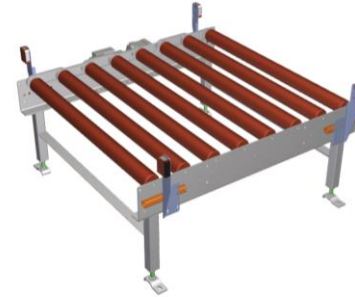


Overview of product variants and customizability

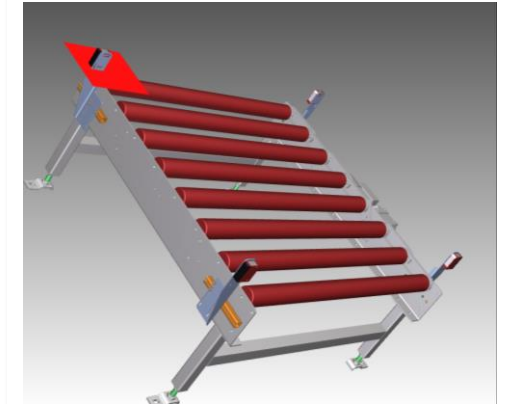
Catalog variant RF17
RF17_EV01



Catalog variant RF18
RF18_EV01



Customer Feature
RF18_EV02 with sheet



Photoelectric barrier

no

yes

yes

Motor power

240V or 380V

240V or 380V

240V or 380V

Height and width

1.00 to 2.00 m

1.00 to 2.00 m

1.00 to 2.00 m

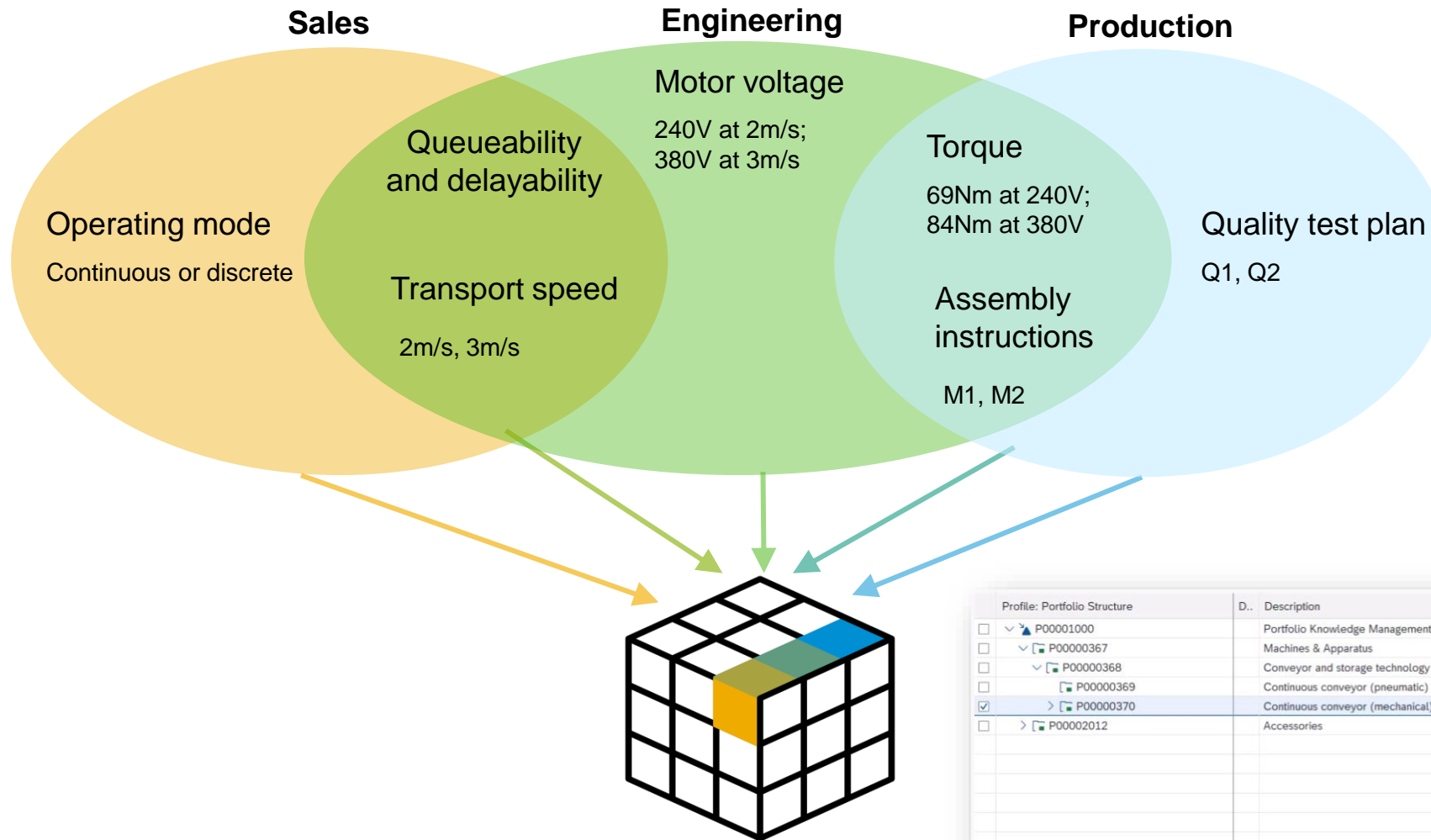
Adaptable to customer requests

no

no

yes

Mapping of product features to portfolio



Profile: Portfolio Structure	D.. Description	Structure Node:	Description:
<input type="checkbox"/> P00001000	Portfolio Knowledge Management	P00000370	Continuous conveyor (mechanical)
<input type="checkbox"/> P00000367	Machines & Apparatus		
<input type="checkbox"/> P00000368	Conveyor and storage technology		
<input type="checkbox"/> P00000369	Continuous conveyor (pneumatic)		
<input checked="" type="checkbox"/> P00000370	Continuous conveyor (mechanical)		
<input type="checkbox"/> P00002012	Accessories		

Exc.	feature sp	descript.	Characteristic	Char. description	Inherited
<input checked="" type="checkbox"/>	STV	P_02_AAD2202	Operating voltage		<input type="checkbox"/> <input checked="" type="checkbox"/>
<input type="checkbox"/>	STV	P_02_AAF442	Motor power		<input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/>	STV	P_02_AAP026	coating material description		<input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/>	STV	P_02_AAP097	Material of supports		<input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/>	STV	P_02_BAH926	Segment width		<input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/>	STV	P_02_BAI020	Ground clearance		<input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/>	STV	P_02_BAI021	conveying length		<input type="checkbox"/> <input type="checkbox"/>

Mapping of product features

Business Outcomes

“As a **Product Manager**, I want to manage the product features such that I capture all business department needs and dependencies.”



Anton
Product Manager

Profile: Portfolio Structure	D.. Description
<input checked="" type="checkbox"/> P00001000	Portfolio Knowledge Management
<input type="checkbox"/> P00000367	Machines & Apparatus
<input type="checkbox"/> P00000368	Conveyor and storage technology
<input type="checkbox"/> P00000369	Continuous conveyor (pneumatic)
<input checked="" type="checkbox"/> P00000370	Continuous conveyor (mechanical)
<input type="checkbox"/> P00000212	Accessories

Exc.	feature sp	descript.	Characteristic	Char. description	Inherited
<input checked="" type="checkbox"/>	STV	P_02_AAD2202	Operating voltage		<input checked="" type="checkbox"/>
<input type="checkbox"/>	STV	P_02_AAF442	Motor power		<input type="checkbox"/>
<input type="checkbox"/>	STV	P_02_AAP026	coating material description		<input type="checkbox"/>
<input type="checkbox"/>	STV	P_02_AAP097	Material of supports		<input type="checkbox"/>
<input type="checkbox"/>	STV	P_02_BAH926	Segment width		<input type="checkbox"/>
<input type="checkbox"/>	STV	P_02_BAI020	Ground clearance		<input type="checkbox"/>
<input type="checkbox"/>	STV	P_02_BAI021	conveying length		<input type="checkbox"/>

Process Highlights



Central management of product features



Reuse of existing product features



Turning product features into (technical) characteristics



Structure product features efficiently.



Speed up the change management process.

From Design to Sales: Detailed Process Flow



Anton
Product Manager



Barbara
Systems Engineer



Carla
Engineer



Daniel
Sales Rep



Overview product portfolio

Map product features

Extend product features

Revise product features

Adjust system models

Complete detailed engineering

Handover to sales

Sell via Configure Price Quote



Extend product features & classification

Business Outcomes

“As a **Product Manager**, I use **extend product features** to add engineering knowledge to model dependencies beyond classical BOM configuration.”



Anton
Product Manager

Profil: Portfoliostruktur	D.. Beschreibung	Strukturknoten Portfolio: P00000371
▼ P00001000	Portfolio - Wissensmanagement	Beschreibung: Gurtförderer
▼ P00000367	Maschinen und Apparate	
▼ P00000368	Fördertechnik u. Lagertechnik	
▼ P00000369	Stetigförderer (pneumatisch)	
▼ P00000370	Stetigförderer (mechanisch)	
▼ P00000371	Gurtförderer	
▼ P00000372	Schneckenförderer	
▼ P00002011	Rollenförderer	
▼ E00000941	RF17	
▼ E00000942	RF18	
▼ E00000954	RF17: Roller Conveyor	
▼ E00001524	Roller Conveyor	
▼ E00001744	Roller Conveyor	
▼ E00001745	Roller Conveyor	
▼ E00001746	Rollen C	
▼ E00001751	RF17: Roller Conveyor	
▼ E00001769	RF18: Roller Conveyor & Blech	
▼ E00002020	BDF_KK_40000213726_sea_000	
▼ P00002012	Zubehör	

Exc.	Merkm	Raum	Beschreib	Merkmname	Merkmbezeichnung	Verer
<input type="checkbox"/>	STL		Stetigförderer Logist.	P_02_AAO674	Zulässige Fertigungswerke	<input type="checkbox"/>
<input type="checkbox"/>	STV		Stetigförderer Vertrl.	P_02_AAD2202	Betriebsspannung	<input checked="" type="checkbox"/>
<input type="checkbox"/>	STV		Stetigförderer Vertrl.	P_02_AAF442	Motorleistung	<input checked="" type="checkbox"/>
<input type="checkbox"/>	STV		Stetigförderer Vertrl.	P_02_AAP026	Beschichtungsbezeichnung	<input checked="" type="checkbox"/>
<input type="checkbox"/>	STV		Stetigförderer Vertrl.	P_02_AAP097	Werkstoff der Stützen	<input checked="" type="checkbox"/>
<input type="checkbox"/>	STV		Stetigförderer Vertrl.	P_02_BAH926	Breite	<input checked="" type="checkbox"/>
<input type="checkbox"/>	STV		Stetigförderer Vertrl.	P_02_BAI020	Bodenabstand	<input checked="" type="checkbox"/>
<input type="checkbox"/>	STV		Stetigförderer Vertrl.	P_02_BAI021	Förderlänge	<input checked="" type="checkbox"/>
<input type="checkbox"/>	STV		Stetigförderer Vertrl.	P_02_BAI022	Höhe	<input type="checkbox"/>

Process Highlights

You can **link product features to application knowledge**. This allows later CPQ to help sales configure the product application orientated.



Sales can ask the customer how many luggage pieces do you need to transport per minute? What is the average weight of the luggage? Will you transport non-standard sized luggage? How fast should the luggage arrive at the pick up area? What screening steps do you need to take?

You can **link product features to manufacturing, service or any other form of knowledge** to link the product features to quality planning, routing, packaging, service planning,



This allows for seamless integration with other departments, a high level of automation, seamless change process and optimized manufacturing and service processes.

From Design to Sales: Detailed Process Flow



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Product Manager



Barbara
Systems Engineer



Carla
Engineer



Daniel
Sales Rep



Overview product portfolio

Map product features

Extend product features

Revise product features

Adjust MBSE Models

Complete detailed engineering

Handover to sales

Sell via Configure Price Quote



Revise product features

Business Outcomes

“As a **Systems Engineer**, I want to revise product features so that the requirement structure is up to date.”



Barbara
Systems Engineer

Title ID	Name	Code	Priority	Workload	Risk	Status
1.	Funktionale Anforderungen	REQ_0...	Undefin...	0	Undefin...	Draft
1.1	Material- und Teileanforderungen	REQ_0...	Undefin...	0	Undefin...	Draft
1.2	Teilespezifische Anforderungen	REQ_0...	Undefin...	0	Undefin...	Draft
1.3	Transportgeschwindigkeit	REQ_0...	Undefin...	0	Undefin...	Draft
1.3.1	Werkstoffanforderungen	REQ_0...	Undefin...	0	Undefin...	Draft
1.3.2	Korrosionsschutz	REQ_0...	Undefin...	0	Undefin...	Draft
2.	Nichtfunktionale Anforderungen	REQ_0...	Undefin...	0	Undefin...	Draft
2.1	Unfallverhütungsmaßnahmen	REQ_0...	Undefin...	0	Undefin...	Draft
2.2	Betriebskosten	REQ_0...	Undefin...	0	Undefin...	Draft
2.3	Bauraum	REQ_0...	Undefin...	0	Undefin...	Draft
2.4	Zugänglichkeit	REQ_0...	Undefin...	0	Undefin...	Draft
3.	Rahmenbedingungen	REQ_0...	Undefin...	0	Undefin...	Draft
3.1	Regulatorische Vorgaben	REQ_0...	Undefin...	0	Undefin...	Draft
3.2	Betriebliche Vorgaben	REQ_0...	Undefin...	0	Undefin...	Draft
3.3	Wirtschaftliche Vorgaben	REQ_0...	Undefin...	0	Undefin...	Draft

Process Highlights



Manage requirements in a central repository and share requirements with suppliers & business partners



Assess the **quality of requirements** based on defined criteria



Launch an impact and lineage analysis on requirements, model objects and associated objects



Edit one requirement model concurrently across the extended enterprise



Import and export requirements based on standard formats, like Requirements Interchange Format

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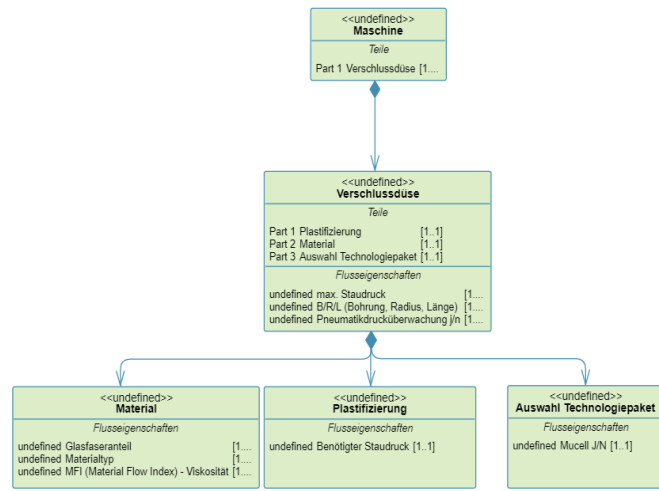
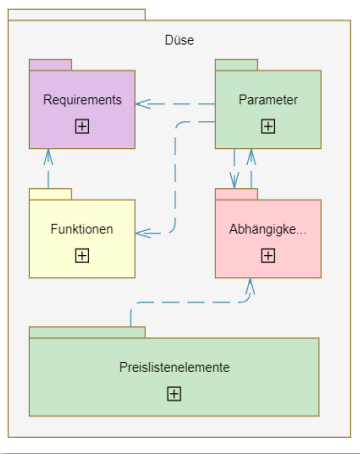
Adjust system models

Business Outcomes

“As a **Systems Engineer**, I want to adjust the MBSE artifacts so that I have systematically captured my product.”



Barbara
Systems Engineer



Process Highlights



Create and manage system architectures and behavior based on the standard language SysML



Define and visualize object links on the objects and in a dependency matrix



Analyze change impacts on various business objects to boost product quality and lower change costs by identifying potential product flaws early



Collaborate with system engineering partners across the extended enterprise



Define product features and variants in an early development phase to make sure your product complies with the original customer demand

From Design to Sales: Detailed Process Flow



Anton
Product Manager



Barbara
Systems Engineer



Carla
Engineer



Daniel
Sales Rep



Overview product portfolio

Define product features

Extend product features

Revise product features

Adjust system models

Complete detailed engineering

Handover to sales

Sell via Configure Price Quote



Complete product data

Business Outcomes

“As an **Engineer**, I want to complete the product data so that downstream processes can be executed.”



Carla
Engineer

The screenshot displays the SAP TOS Industrial Engineering interface. On the left, a hierarchical tree shows the product structure for 'KW_GLOBAL', including components like 'KW_ANTRIEBSKETTEN', 'KW_FAHRTREPPEN', and 'KW_INNENGLIED'. The right pane shows detailed data for a work order, including 'Beschreibung: Arbeitsplan „Buchse mit Gleitlager“', 'Klasse: KW_FAHRTREPPEN', and 'TOS Workingplanposition: 10'. It also lists various parameters such as 'Vorgang: 0010', 'SteuSchlüssel: PP01', and 'ObjektId: 0'. A table at the bottom shows 'Leistungsart' and 'Vorgabewert Eh.' values.

Process Highlights & Benefits



Unify product development disciplines including mechanical, electronic/electrical & software structures into one product definition



Manage detailed mechatronic engineering data on a single platform



Synchronize product data, structures, access and documents across the extended enterprise



Provide digital twin foundation early in design phase



Better decision-making due to accurate definition of the product that combines design and business information

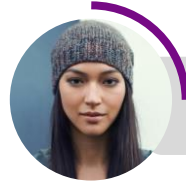
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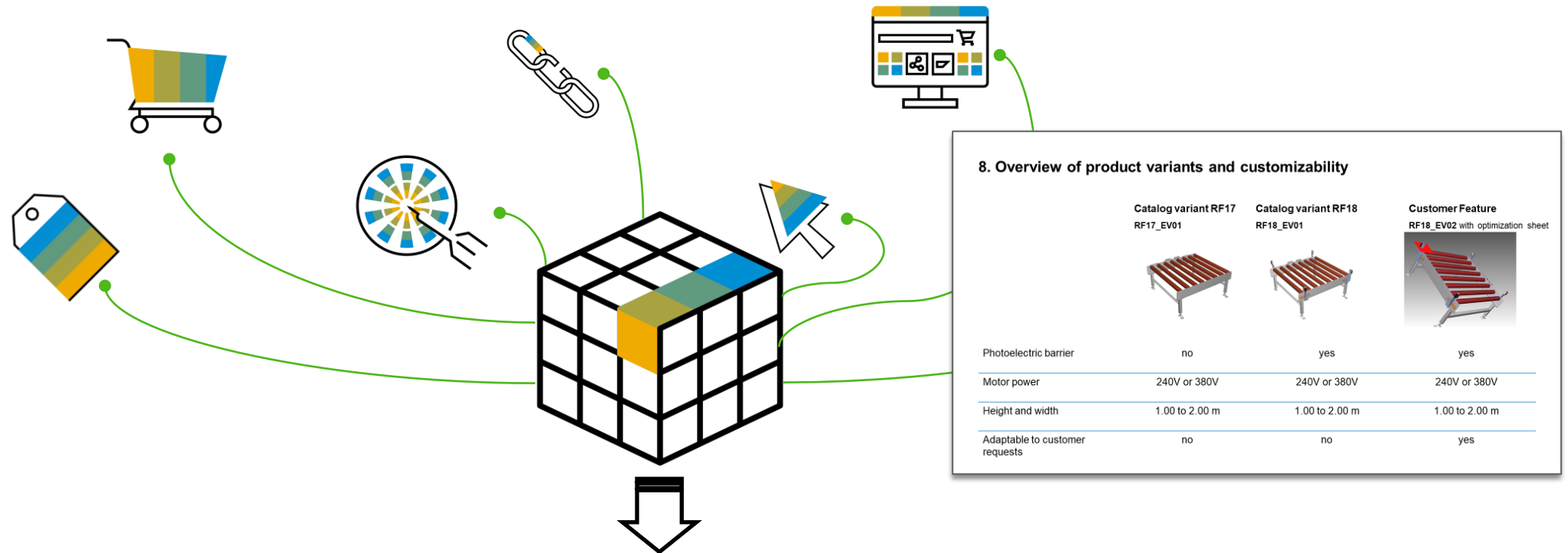
Handover to sales

Sell via Configure Price Quote



Handover to Sales

Example for **Model once configure anywhere**



The product structure enhances the standard capabilities of the sales tool.

CPQ

The sales tool is always synchronized with engineering.



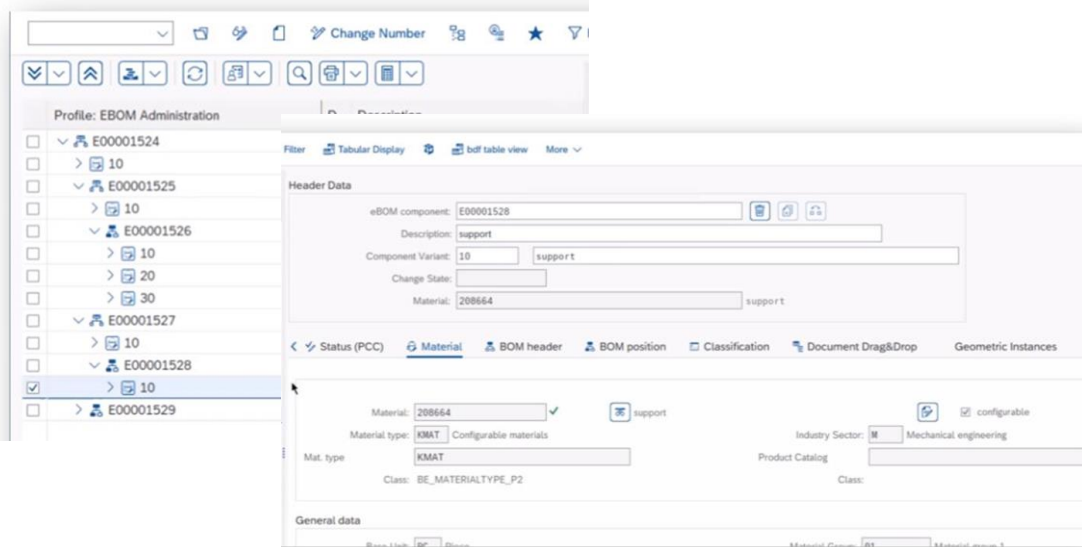
Daniel can now support his customers without having to be a technical expert.

8. Handover to Sales

“As a **Product Manager**, I want to provide data to sales so that the product can be sold.”



Anton
Product Manager



Process Highlights & Benefits



Improved configuration capabilities: The configuration data of the different knowledge types are finally maintained and checked.



Model once configure anywhere



Support of different variant characteristics (open, closed)



Automated generation of ERP data like material masters and configuration profiles



Simulate and visualize configuration

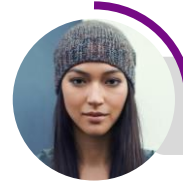
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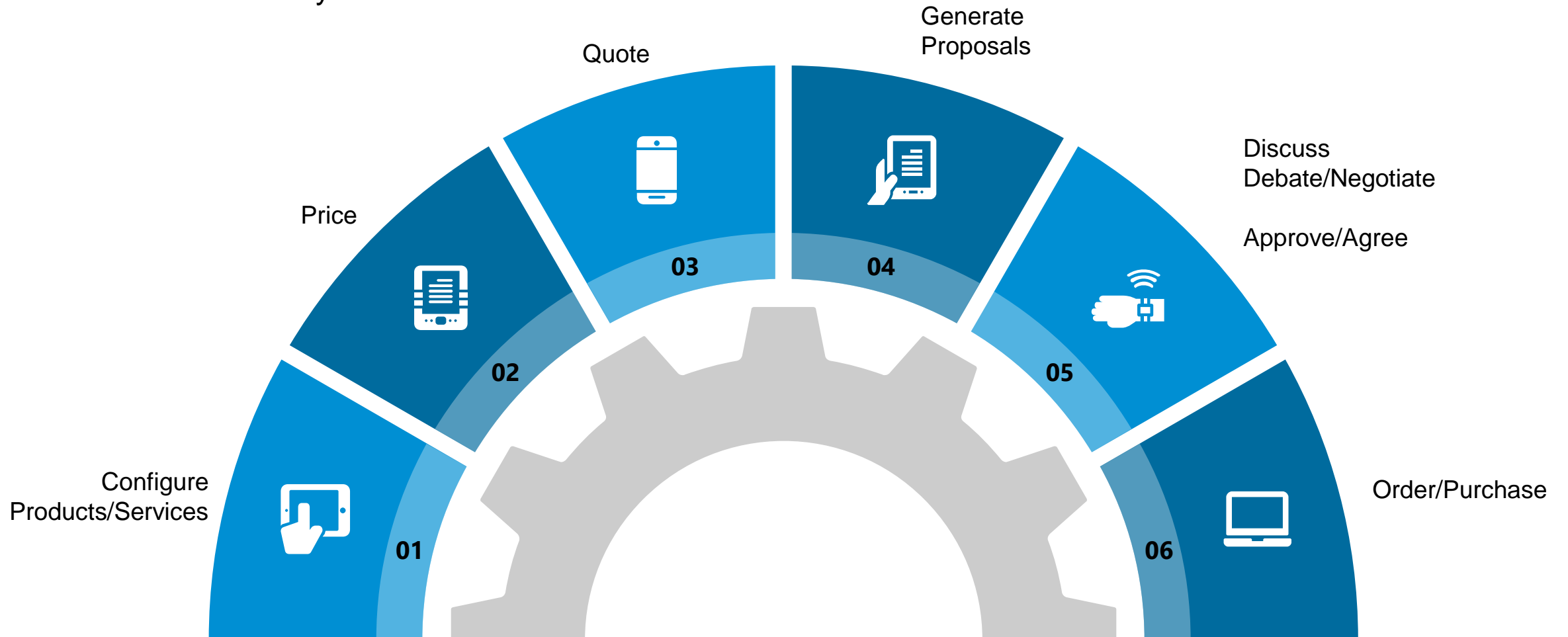
Handover to sales

Sell via Configure Price Quote



Why CPQ?

Configure Price Quote (CPQ) is a powerful sales tool that enables companies to produce accurate and highly configured sales quotes for customers. It allows sales to sell more and faster as it speeds up and automates the sales cycle.



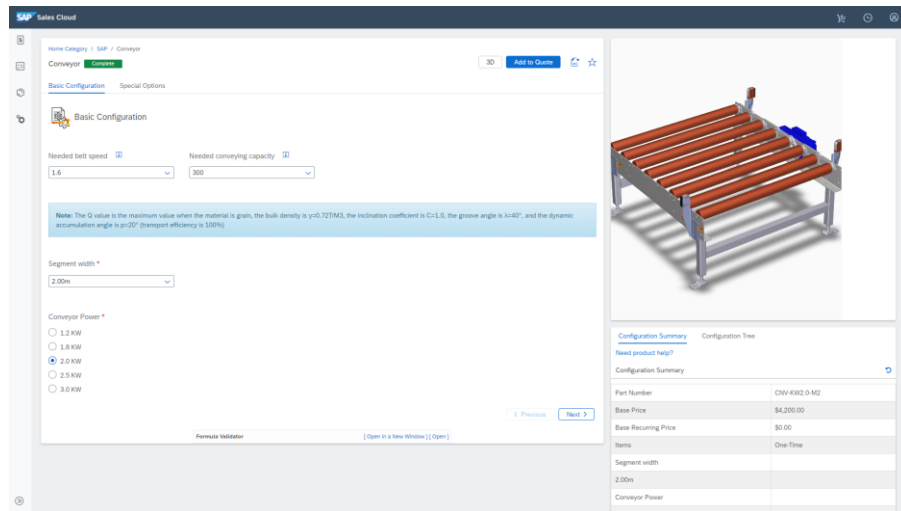
Sell via Configure Price Quote

Business Outcomes

“As a **Sales Rep**, I want to be supported in generating a quote, **fast and error free.**”



Daniel
Sales Rep



Process Highlights



Reduced quoting time



Error free quotes



Automated document generation

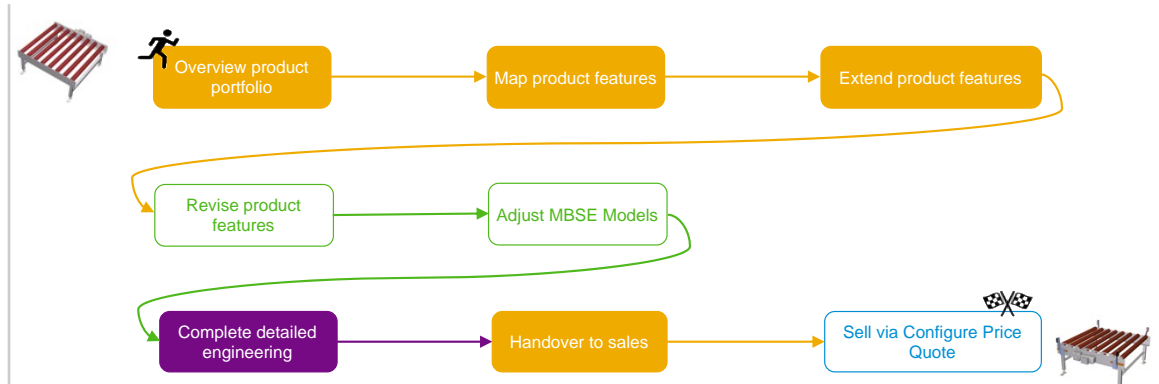
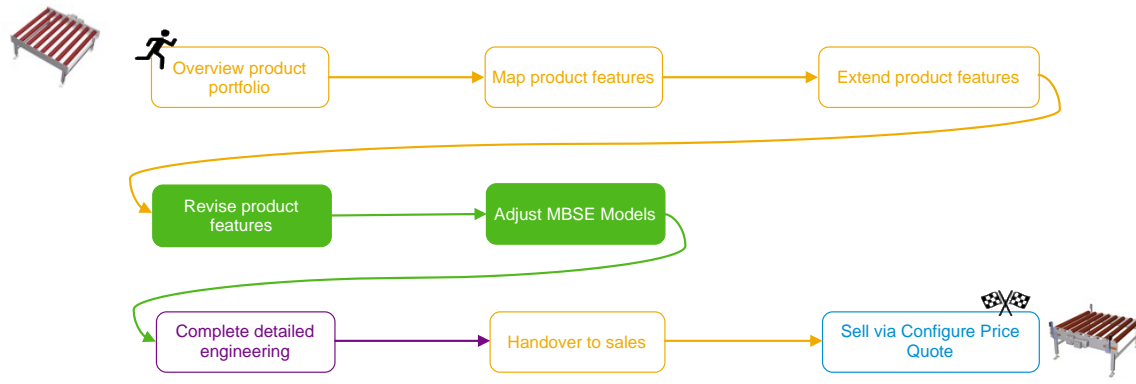


AI supported

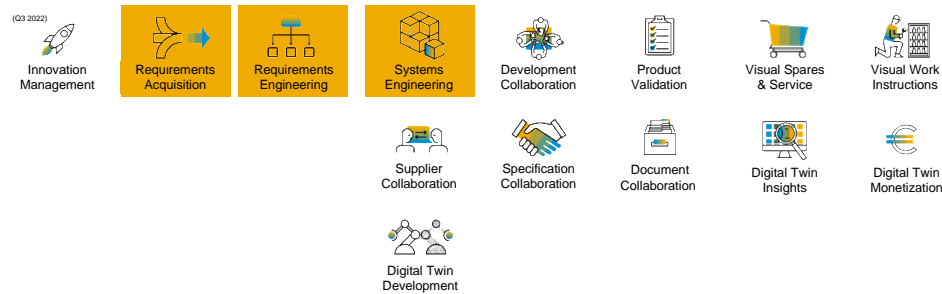


Integrated into Front- and Backend Systems

Running Business Processes with SAP

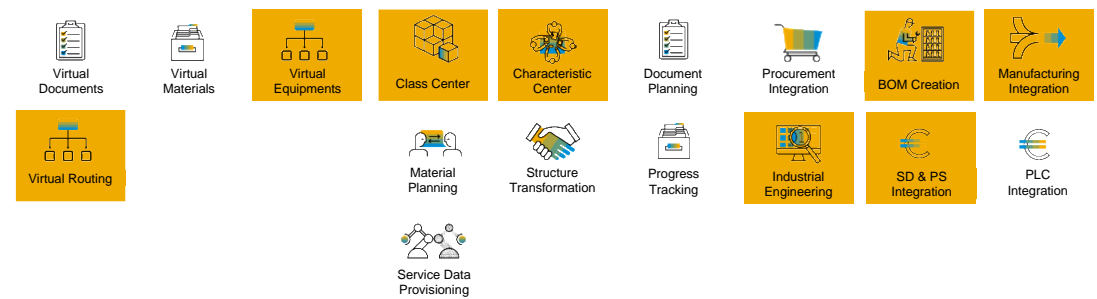


Business Processes in SAP Enterprise Product Development



↑
SAP PPG | SAP ECTR | SAP Teamcenter by Siemens

Business Processes in SAP Product Process and Governance



↑
SAP EPD | SAP ECTR | SAP Teamcenter by Siemens

Summary

The Design-Driven Enterprise is
AGIL.EFFICIENT.CUSTOMER-CENTRIC

- ✓ **Increased the level of automation** in the process flow from engineering into sales, production, service with **model once configure anywhere.**
- ✓ Using a **smart product structure** as **single central solution** to achieve **high level of consistency, automation and accuracy** across all departments.
- ✓ Improved leverage of their existing investment in the **SAP Core. Reduce complexity** of applications outside of the core.



Outlook

Our Vision: Digital Thread 4.0 automates all business processes



Product Teams...

...feed the product model with new iterations and versions, aligned with customer requirements and compatibility

Feed



Consume

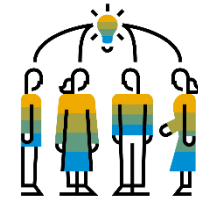


Digital Product Structure

Consume



Feed



Extended Enterprise...

...consumes product model/information to buy, make, sell/configure, simulate or maintain a product.

Webinar 1 – Create Portfolio & Product Structure

Webinar 1 – Consume in Sales

Webinar 2 – Consume in Manufacturing (01.04.2022)

Webinar 3 – Consume in Service (08.04.2022)



Design-Driven Enterprise Engineering to Manufacturing

Varianten-reiches MTS oder CTO

1.4.2022

Thank you & see you soon.

Contact Information:



Sunita Mathur
Business Development
Digital Supply Chain



SAP I M.: +43 664 8289569
Email: sunita.mathur@sap.com
LinkedIn: [Sunita Mathur](#)

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