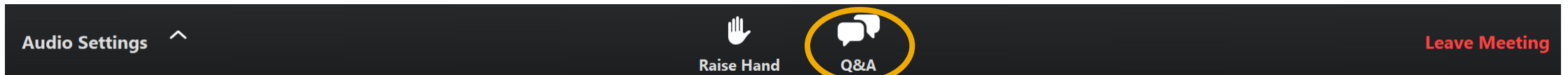# Enable the Intelligent Enterprise with SAP Services
the webinar will start at 12:00 GMT+2

Welcome!

You can start writing your questions using the command at the bottom of the screen

Audio Settings ^

Raise Hand

Q&A

Leave Meeting

Intelligenza e **Velocità** per immaginare ed implementare **la Supply Chain del futuro, oggi**

PUBLIC

Massimo Mattioli, Solution Architects Manager, Digital Supply Chain, SAP Services
Andrea Pigozzi, Principal Solution Architect, SAP Services
Paolo Catagnoli, IoT and Digital Supply Chain, Business Development

November , 2020

THE BEST RUN **SAP**

Today's Speakers

Chiara De Maria

**Business
Development ConsultantS
SAP Services**

Massimo Mattioli

**Solution Architects Manager
Digital Supply Chain
SAP Services**

Andrea Pigozzi

**Principal Business Process
Architect
SAP Services**

Paolo Castagnoli

**IoT and Digital Supply Chain
Business Development
SAP Services**

Let's Build the Intelligent Enterprise Together

Gennaio	Febbraio	Marzo	Aprile	Maggio	Giugno	Luglio	Settembre	Ottobre	Novembre	Dicembre
Customer Experience	S/4	Manufacturing & Supply Chain	Dati	Intelligent Technologies	Appl. Devl. & integration	S/4	Dati	Customer Experience	Manufacturing & Supply Chain	Appl. Devl. & integration

Novembre: il mese del Manufacturing e della Supply Chain

Come rendere intelligente la Supply Chain: il **Demand Driven MRP**
5 novembre

Le **funzionalità** che fanno la differenza in **S/4** in ambito Digital **Supply Chain** e come adottarle generando **valore**
12 novembre

Come migliorare l'efficienza dei tuoi **Assets** attraverso la **manutenzione predittiva** e il **controllo della qualità**. Tecnologie e approcci progettuali a supporto
19 novembre

Intelligenza e **Velocità** per immaginare ed implementare la **Supply Chain del futuro, oggi**
26 novembre

Dicembre: Il mese dell'Application Development & Integration
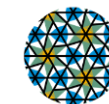
Utilizzare in modo consapevole la **SAP Cloud Platform** per disegnare l'Intelligent Enterprise **Architecture**
1 dicembre

Rendere il codice ABAP al passo con i tempi grazie **all'ABAP Environment** di **SAP Cloud Platform**
3 dicembre

Estendere le funzionalità e costruire **applicazioni innovative** con **SAP Cloud Platform**
10 dicembre

Soddisfare le esigenze di **integrazione** dell'Intelligent Enterprise con **SAP Cloud Platform**
17 dicembre

SUPPLY CHAIN, MANUFACTURING & MAINTENANCE
INNOVATION DAY
May 6th

INTELLIGENT ENTERPRISE INNOVATION DAY
April 16th

VIRTUAL DATA
INNOVATION TOUR
July 9th

CUSTOMER EXPERIENCE
INNOVATION DAY
September 10th

INTELLIGENT SPEND MANAGEMENT
INNOVATION WORKSHOP
November 11th

SAP S/4 MOVE INNOVATION WORKSHOP

November 18th

SAP Services

"Together, we make it happen"

Let's Build the Intelligent Enterprise Together

SAP S/4HANA

S/4 innovation cannot wait – the **system conversion**
March 17th

S/4 innovation cannot wait – the **Cloud option**
March 31st

The **capabilities** that make the difference in **S/4**
April 14th

Customer Experience

The right **Customer Experience platform** for your business
April 28th

Integrate the **SAP C/4HANA** Suite in the enterprise **architecture**
May 12th

Innovate and accelerate time to value with a **subscription** based **SAP Commerce Cloud** implementation
May 26th

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Intelligence and **Speed** to imagine and deploy the **Supply Chain** of the future, **today**
June 9th

How to exploit **IoT data** to benefit different **roles** in the organization, in a **fast** and **effective** way
June 23rd

Business Technology Platform

An ocean of **corporate data**: diving in to discover hidden worlds. **Data management** and **priorities** in the Intelligent Enterprise
July 7th

SAP Analytics Cloud. The innovation of the Analytics App
July 21st

COVID-19 Our Customers Need Our Help

Survival Mode

- Customers in **Survival Mode** are severely affected by the economic consequences of the coronavirus.
- **Examples:**
  - **Airline and Travel** industry, is seeing 70-80% of its near-term demands collapse.*
  - **Oil & Gas** market are hard hit with Oil futures dropping 43%

Slowed or in some cases stalled growth - experts fear delayed recovery potentially with long-term consequences

Growth Mode

- Customers in **Growth Mode**, challenged beyond their normal capacity struggling to fulfill (critical) demand.
- **Examples:**
  - **Pharmaceutical & health** industries
  - **Supermarkets and Consumer Products**
  - **Safety & health**.
  - **Internet & New Media**

Growing heavily and disproportionally due to consumers' changing buying behaviors

Retooling Mode

- Customers in **Retooling Mode** are supporting the fight against COVID-19 by adjusting their production to manufacture essential and much-needed assets.
- **Examples:**
  - **Automotive Manufacturers** creating ventilators,
  - **Spirits Manufacturers** creating sanitizers
  - **Sportswear Manufacturers** creating PPE.

Realigning business models temporarily and long term to respond to the market and Pandemic demands

*McKinsey Study

The **client is expecting fast outcomes** to address their business priorities

*"During the current crisis, businesses have **worked faster and better** than they dreamed possible just a few months ago. Maintaining that sense of possibility will be an enduring source of competitive advantage… What's important is to **identify the primary sources of revenue** and, on that basis, **make the "now or never" moves** that need to happen before the recovery fully starts"**

SPEED

OUTCOMES

Structure of the Approach

1 **Overview by Industries**

2 **Detailed Industry View: from Impact to Customer Conversation, to Solution, to Fast Implementation Services**

3 **Cross Industry View**

Overview – Selection of Core Industry Related Services (1/4)
(Cross LoBs Serivces, like for HR are in the details per Industry)

Industry	Covid Impact	Packages	Duration
Healthcare	★	Ariba Discovery / Ariba FTV Service / Quick-start service for SAP Digital Boardroom / Quick-start service for SAP Analytics Cloud / Quick-start for SAP Logistics Business Network	1-3 days / 10 weeks / 4 weeks / 10 weeks
CP	★	Ariba Discovery / Ariba FTV Service / Commerce Cloud quick set-up / Quick-Start Service for SAP Service Cloud / Quick-start service for SAP Digital Manufacturing Cloud for insights / Quick-start for SAP Logistics Business Network	1-3 days / 10 weeks / 6 weeks / 7 weeks / 4 weeks
Telco	★	Quick-start Service for Conversational AI / Quick-Start Service for Service Ticket Intelligence / Quick-start service for SAP Digital Boardroom / Quick-start service for SAP Analytics Cloud / Quick-Start Service for SAP Service Cloud	8 weeks / 7 weeks / 4 weeks / 10 weeks / 7 weeks
Lifescience	★	Ariba Discovery / Ariba FTV Service / Best Practices Implementation for SAP Integrated Business Planning / Quick-start service for SAP Digital Manufacturing Cloud for insights / Quick-start for SAP Logistics Business Network	
Retail	★	Ariba Discovery / Ariba FTV Service / Commerce Cloud quick set-up / Quick-Start Service for SAP Service Cloud / What-if Analysis Forecasting&Replenishment / Deployment of inventory diagnostics for Retail / SAP Assortment Planning, omnichannel content add-on / SAP Merchandise Planning, omnichannel content add-on	

★ Strong Positive Impact   ★ Positive Impact   ● No significant impact   ● Negative Impact   ● Strong

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- Healthcare
- Lifescience
- Consumer Products
- Retail
- Insurance
- Utilities
- Transportation
- Oil & Gas
- Manufacturing

Fast Services covering the Intelligent Enterprise spectrum

Enable the Intelligent Enterprise with SAP Services

People
- Front Office
- Marketing
- Sales
- Service & Support
- Production & Logistics
- Supply Chain
- Procurement & Finance
- Back Office
- HR
- Essential Operations

COVID-19
Essential business services from SAP

SUPPLY CHAIN

50109250 Inventory Optimization	50129762 Best Practices Implementation for SAP IBP - Integrated Business Planning
50109770 ACS Service Sales and Service (Automotive)	50145941 Quick-start SAP Digital Manuf. Cloud insig.
50109768 ACS Service JIT/JIS (Automotive)	50122875 What-if Analysis Forecast&Replenishment
50151180 Accelerated implementation service for SAP Ariba Sourcing and SAP Ariba Procurement	50118344 Deployment of inventory diag. for Retail
50110859 Enhancement Services for SAP PLM – Product Lifecycle Management	50112882 Implem. of SAP Multiresource Scheduling
50109202 Enhancement Services for SAP PPM - Project Portfolio Managment	50144808 Quick-start for SAP Logistics Business Network
New - Quick-start Service Package for Ariba (Sourcing, Contracts, Supplier Risk)	50150228 Implementation for Integrated Operations Mgmt
50112974 Implementation of Health and Saf. for SAP EHS	

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Cross Industries

P/ Cross-industry View

SAP Solution

Qualtrics Remote Work Pulse that allows organizations to better understand and take action on organizational readiness for remote work. It quickly assesses workforce morale and well-being, and understand potential implications for culture, productivity, and the business overall.

Qualtrics Customer Confidence Pulse is a pre-built solution, available and free for all organizations. It helps organizations monitor custo stror

SAP Services for a Quick Start
- Employee Pulse Survey Package
- Customer Pulse Survey Set-up

SAP Quick-Start Service for SAP Analytics Cloud

▶ The SAP Quick Start Service is aimed to achieve technical and functional readiness for SAP Analytics Cloud based on a defined, high value use case. It provides fast time to value, with a standardized, proven approach to create a baseline for large scale product deployments.

Business needs
- Need for an integrated BI, Planning and Predictive capability to understand and predict business drivers, adjust and monitor business plans and provide transparency across the organization to help improve business outcome.
- Quick time to value after purchase of SAP Analytics Cloud.
- Maximize (early) product utilization
- Foundation for large scale deployments

Delivery approach and scope
The service is structured along the following key phases:
- **Explore & Prepare:** On-site scoping workshop to define the use case and delivery (scoped to budget), design solution & prepare delivery.
- **Realize:** Remote activities including: data modeling, configuration, UX optimization and testing to realize functional and technical readiness for the identified use case in two time-boxed sprints.
- **Deploy:** Demonstrate functional readiness

Value and benefits
- Make a confident start to your delivery program supported by our SAP Analytics Cloud experts based on SAP Best Practices.
- Fast user adoption of the new solution based on a business led approach
- Focus on realizing a first high value use case.

Related Services
- Enablement Service for SAP Analytics Cloud and SAP Digital Boardroom – CRM 50124568
- Content Orchestration for SAP Digital Boardroom – CRM 50133151

Internal Information
- Service No.: 50139403
- Contact: Pieter de Haij (0052407)
- Duration: 20 days
- Service Price: Market Unit adds if required

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The Intelligent Enterprise framework

Experience

Operations

Agenda

Intelligence and Speed to imagine and deploy the Supply Chain of the future, today

1) SAP Vision for Industry 4.0 and Digital Supply Chain

- Market Dynamics
- The SAP Strategy for Industry 4.0: Industry 4.Now
- Vision of a modern supply chain

2) SAP DSC Solutions and the Intelligent Enterprise

- SAP Solutions for the Intelligent Digital Supply Chain
- SAP DSC Vision: Network of Networks

3) Close the GAP and ACT: SAP Services for the Intelligent Digital Supply Chain

- COVID-19 Essential Business Services
- YOUR path to the Intelligent DSC: SAP DSC innovation Workshop

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What's on people's mind at the beginning of this **new decade**?

Global Risks 2020: An Unsettled World - *The Global Risks Report*
World Economic Forum

Supply chain disruptions continue to grow at an alarming rate - *Article on Forbes*
Preparing For The Unknown In Your Supply Chain

To be able to manage what is **in your control,** you need to connect your supply chain ecosystem for **collaboration** and **transparency**

Industry 4.0 Potential and Status

USD 3.7 trillion

Value creation potential of manufacturers and suppliers implementing Industry 4.0 in 2025

68%
consider Industry 4.0 **as top priority**

41%
are still **piloting** Industry 4.0

29%
are **deploying** Industry 4.0 **at scale**

Source: McKinsey & Company Industry 4.0 - Capturing value at scale in discrete manufacturing, July 2019

Market Dynamics

How successful organizations leverage new technologies and focus, to stay ahead of the curve

Business Performance

Increase productivity

Adoption to change

Global competition

Customer Experience

Individualized products & services

Speed to market

Trust

Product Excellence

Innovation

Sustainability

Quality

Technology Enablers

Cloud Orchestration

Autonomous systems

Edge computing

Industrial Data Management

Industry 4.0 - An Evolution to the Future of Productivity Platform

Industry 4.0 has developed from an academic debate to a crucial strategic differentiator

2011

The concept of Industry 4.0 is "born" as an **academic discussion**

SAP is a leader in defining Industry 4.0

The New **High-Tech Strategy**

2013

1st Industry 4.0 Platform focused on **technical development**

SAP actively participates in the I4.0 working group

1st Generation Platform

Industry 4.0

2015

The 2nd Industry 4.0 Platform initiates structural changes for digitization **of all areas of life**

SAP is instrumental in defining the I4.0 technical architecture - (RAMI)

2019

The I4.0 platform formulates the future **vision for Industry 2030**

SAP launches I4.0 solutions – Industry 4.Now

2020 **SAP Introduces Industry 4.Now**

18

Industry 4.0 - by SAP
Leveraging Intelligent Enterprise Technologies and Applications

Customer and Employee Experience

The Intelligent Enterprise

Front Office

Marketing

Sales

Service & Support

Supply Chain

Production & Logistics

Procure & Finance

Back Office

IT

HR

Industry 4.0 by SAP

Intelligent Product

Intelligent Factory

Intelligent Assets

Empowered People

Artificial Intelligence

Data Driven Processing

Flexible Deployment Options
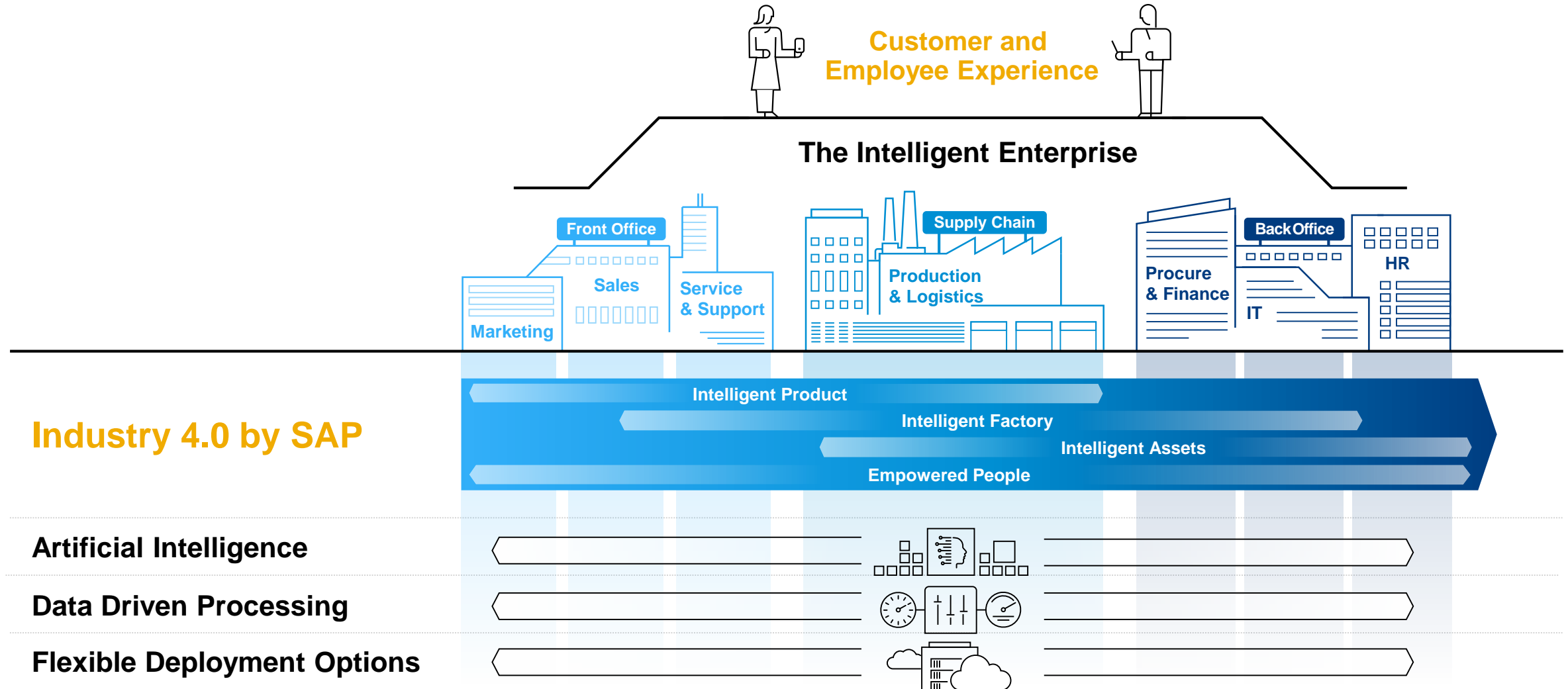
What Does This Mean **for You?**

Top Floor Wants the Connected Supply Chain but

... continues to organize in departmental silos
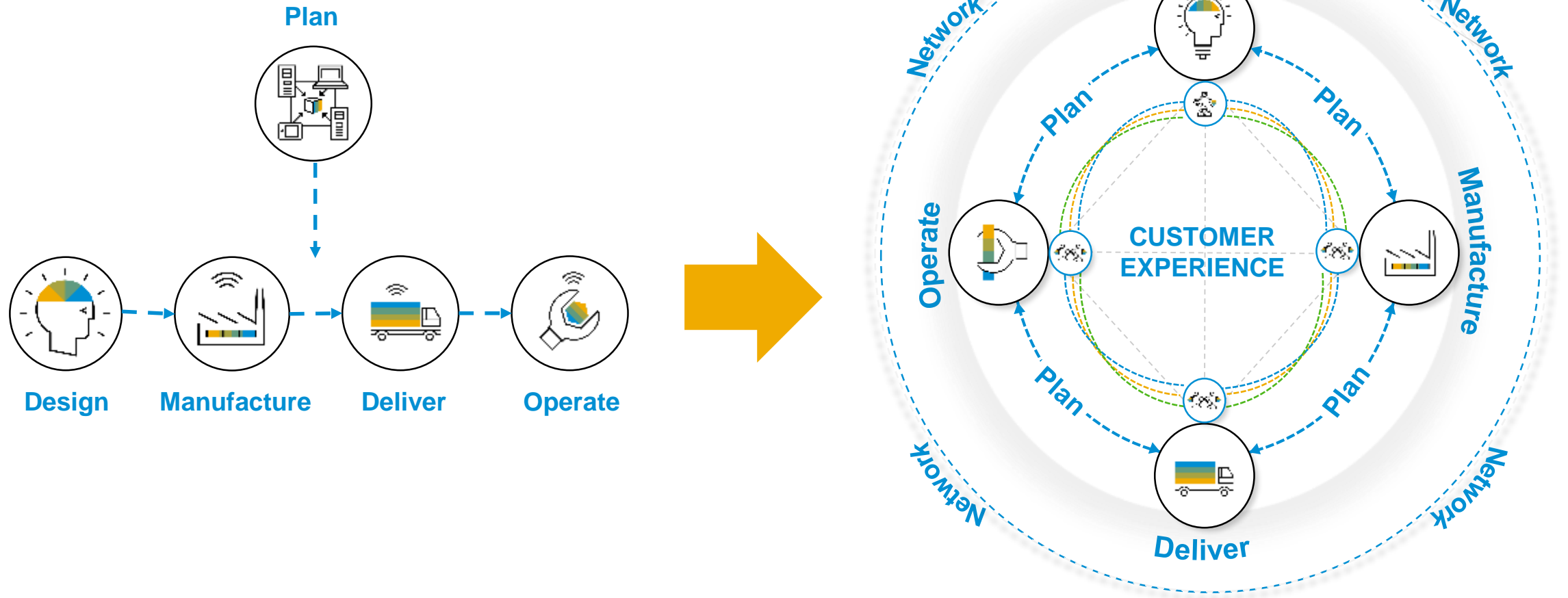
Business Practices to be a best run business for the long term
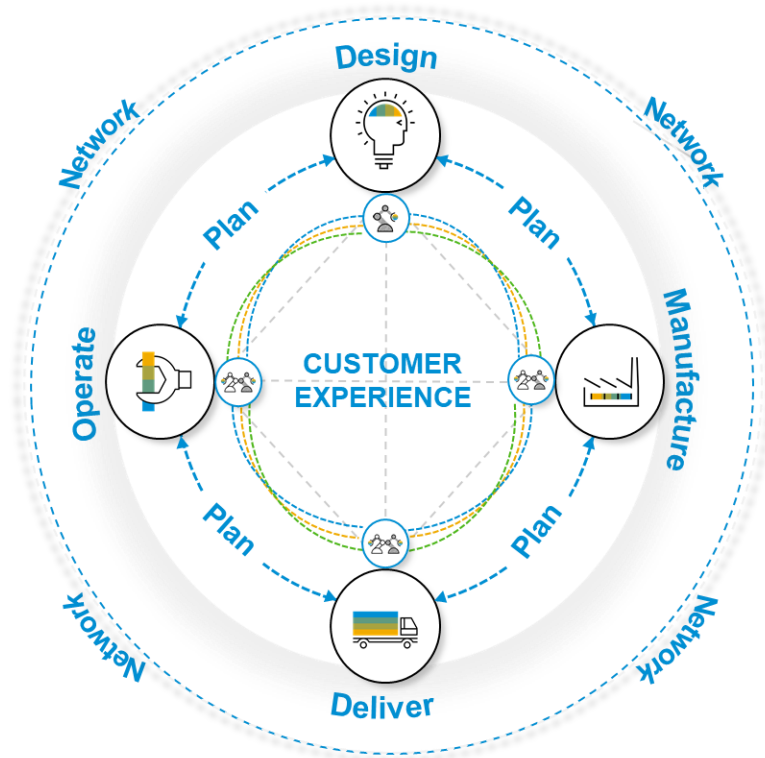
Design
- Reduce time to market
- Continuously and sustainably innovate
- Deliver on customer demand

SAP Intelligent Product Design
SAP Product Compliance
SAP Recipe Development

Plan
- Holistic view of demand
- Improve forecast accuracy

SAP Integrated Business Planning

Manufacture
- Optimize processes and minimize waste
- Improve collaboration with contractors
- Increase agility and responsiveness

SAP Digital Manufacturing Suite
SAP Environment, Health, and Safety

Deliver
- Improve speed, efficiency and sustainability
- Deliver perfect orders consistently and profitably
- Increase warehouse utilization and transportation

SAP Transportation Management
SAP Extended Warehouse Management

Operate
- Manage lifecycle of physical assets efficiently
- Predict and simulate asset behavior
- Avoid unplanned downtime

SAP Asset Performance Management
S/4HANA Operations & Maintenance
SAP Environment, Health, and Safety

Network
- Enable better collaboration between shippers and carriers for improved process efficiency
- Improve collaboration between manufactures and operators for Asset Management

SAP Ariba Business Network
SAP Design & Manufacturing Network
SAP Logistics Business Network
SAP Asset Intelligent Network

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SAP Digital Supply Chain Solutions for Design

Digitally orchestrate product development from Idea to product, resulting in reduced time to market, higher return on investment, higher margins, and reliable product launches

Product Lifecycle Management
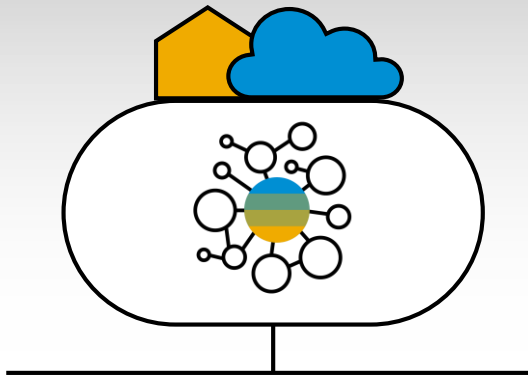
SAP S/4HANA

E2E PLM for Discrete & Process Industries

Engineering Control Center for Mechatronic Products

Advanced Variant Configuration

Product Compliance, Lifecycle Costing and Sustainability

Enterprise Project and Portfolio Management

Visual Enterprise

SAP Enterprise Product Development

Intelligent Product Design

Predictive Engineering Insights

Product Lifecycle Costing

Visual Enterprise

Advanced Variant Configuration and Pricing

Differentiate by using **design data beyond engineering** to simulate and visualize the business impact of product development on costs, supply chain, procurement, manufacturing, and service to
enable fast decision making while reducing time to market, improving profits and design with quality

Product Development and Configuration – Product Visualization

Repurpose 2D and 3D design data to improve how people communicate, collaborate, and make decisions throughout the product lifecycle

Automate paper-based workflows that help increase employee productivity and engagement

Provide non engineering users with access to graphical content that supports work instruction creation and management

Streamline crucial workflows for documenting assembly instructions, defining service procedures, and generating animated, step-by-step processes
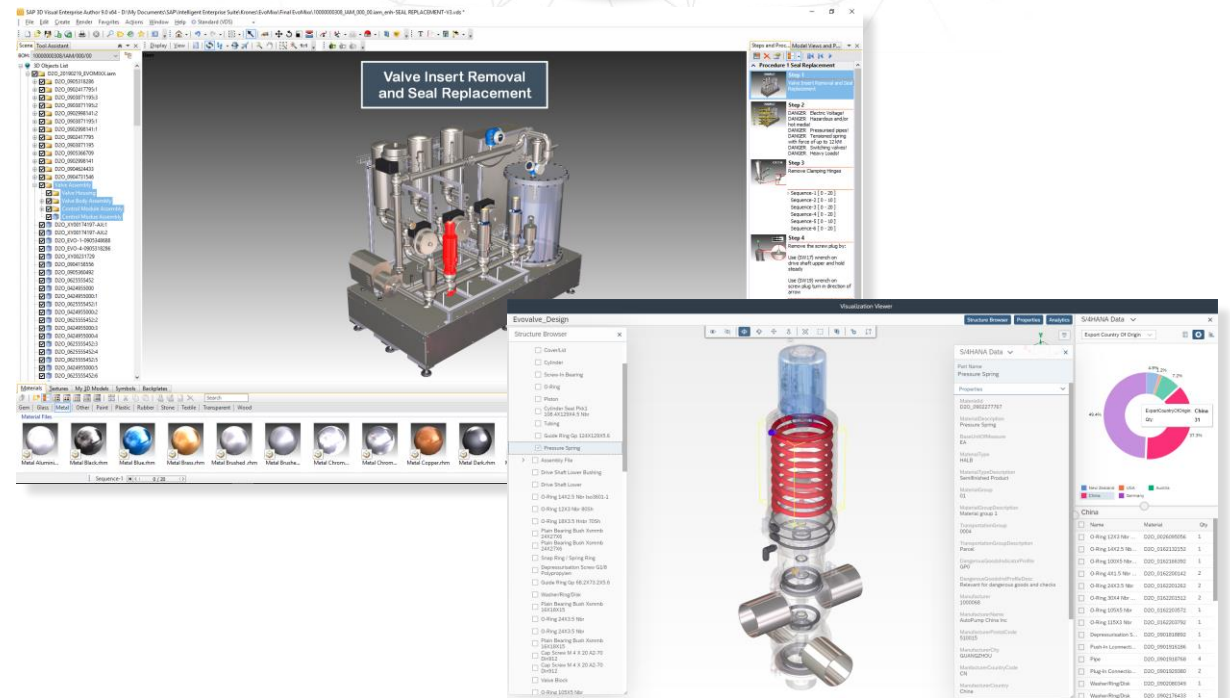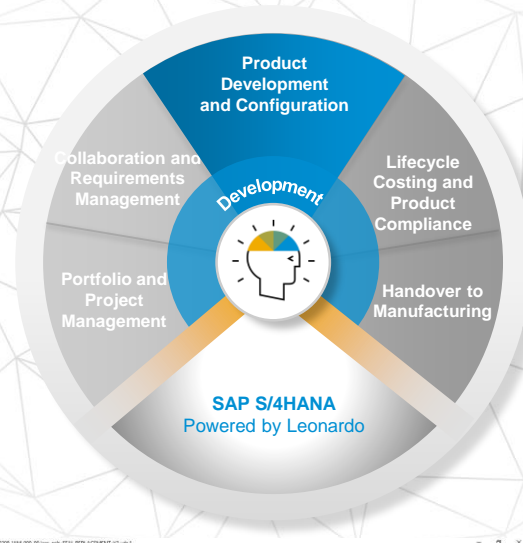
Lifecycle Costing and Product Compliance – Product Cost Control

Manage costs for new product innovations and customer-specific engineered products

Minimize costs by securing future product margins early, when the design is evolving and master data is incomplete
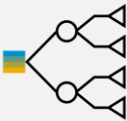
Simulate the impact of cost reduction measures by identifying cost drivers in later stages of the product lifecycle

Gain visibility on cost structures across diverse teams

SAP Digital Supply Chain Solutions for Plan

Connect strategic and operational planning with real-time visibility and execution

Digital Business Planning
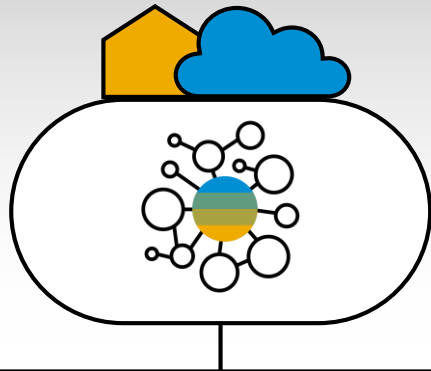
SAP S/4HANA

Production Planning

Available to Promise

(Demand driven) - Material
Requirements Planning

Extended Service Part Planning
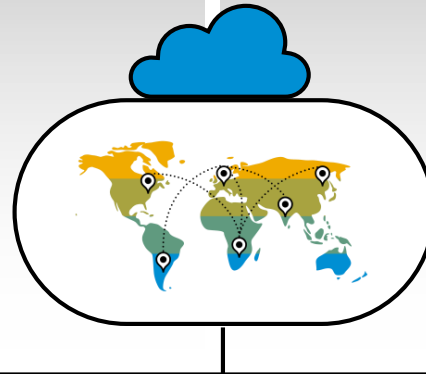
SAP Integrated Business Planning (IBP)

Supply Chain Control Tower

Sales & Operation Planning

Demand

Inventory

Demand Driven Replenishment

Response and Supply
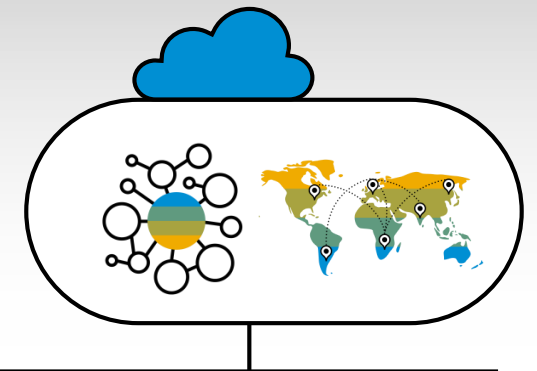
Integrated into SAP Ariba Business Network

Supply Chain Collaboration (SCC)
- Planning Collaboration
- Multi-tier Order Collaboration
- Quality Collaboration

Enable better 'Customer and Product Experience' by staying continuously aligned across departmental silos with a **unified view** of real-time 'demand and supply' of the Extended Supply Chain.

Harmonized Supply Chain Planning

INSIGHT

SAP Analytics Cloud

Supply Chain Control Tower
Intelligent Visibility

Executive visibility and KPIs

Financial and value-based assessments

ACTION

Execution Layer

Planning Layer

Manufacturing

Supplier Risk

Transportation

Logistics

Inventory

S&OP

Demand Planning

Synchronized Planning

Supply Planning

End to End Visibility

Simulation

Insight to Action

DETAILS

Assets Management   Logistics   Manufacturing   Sales Execution   Supply

Detail insights

Domain-specific visibility and alerting

Intelligent Visibility - Order based alerts

By selecting a location that has alerts, a **detail screen** is open. A **summary** of the alerts is displayed in a list

Total alerts per locations displayed in red

By selecting an alert from the list you can see **details** (i.e the sales order that are unconfirmed for the selected location)

Contextual navigation between IBP and ERP

Contextual navigation between IBP and ERP

Synchronized Planning – Planner Workspace

Synchronized Planning provides a tight integration between IBP and S/4HANA embedded PPDS under one common Planners Workspace.
It provides a consistent platform for end-to-end planning in the supply chain
from customer demand to deployment.

SAP IBP
Planner Workspace

SAP S/4HANA
Embedded PP/DS

SAP IBP
Response & Supply

Synchronized Planning
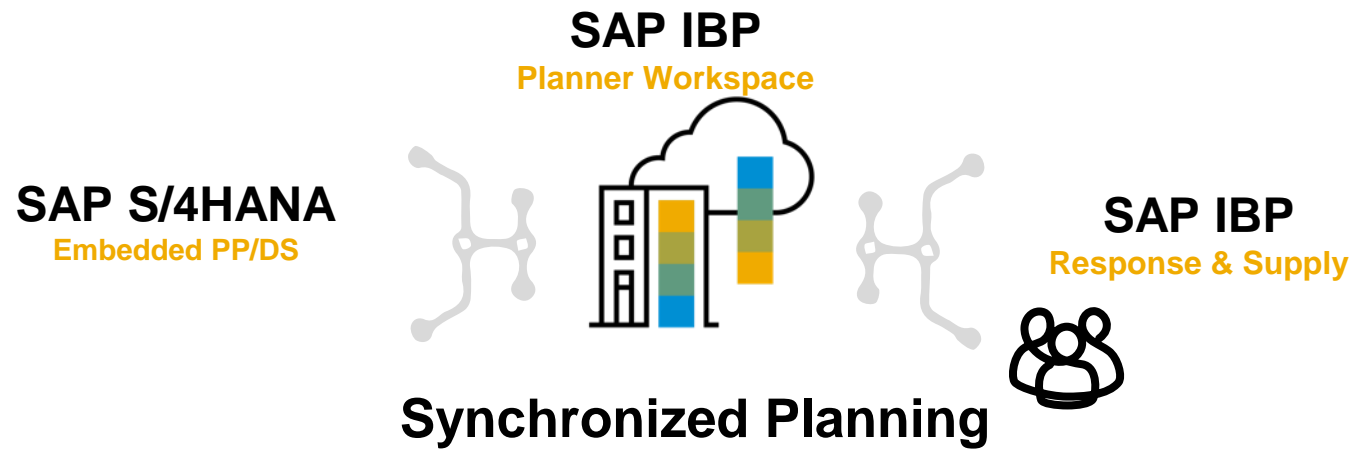
Centralized User Interface	Resolve exceptions and replan	What-if & Simulation Capabilities	Integration IBP & S/4HANA
One UI across IBP and PP/DS	Enable **exception based planning and resolving** across applications supported by **seamless orchestration of planning** between IBP and S/4 HANA embedded PP/DS	On the fly **Simulation capabilities across applications** and ability to either promote or discard the simulations in a central UI	**Direct integration** of IBP and S/4 HANA embedded PP/DS to enable seamless business processes and integration capabilities in **real time**

Synchronized Planning – Planner Workspace

> Provides a unified workspace for planners to complete their job in a single configurable UI.

- **One consistent UI** across different planning steps across IBP and S/4 HANA embedded PP/DS

- Configurable to support **different business scenarios** (Deployment, Production, S&OP, etc.)

- **Different layout and components** for different scenarios (Alerts, Planning Views, Charts, PP/DS Gantt Chart)

- **High level of personalization** to support planner specific working style based

- **Interactivity** between components and features like filters that apply to all components on the screen

- System delivered **workspace templates**.

- **Cross system data visibility and scenario planning**
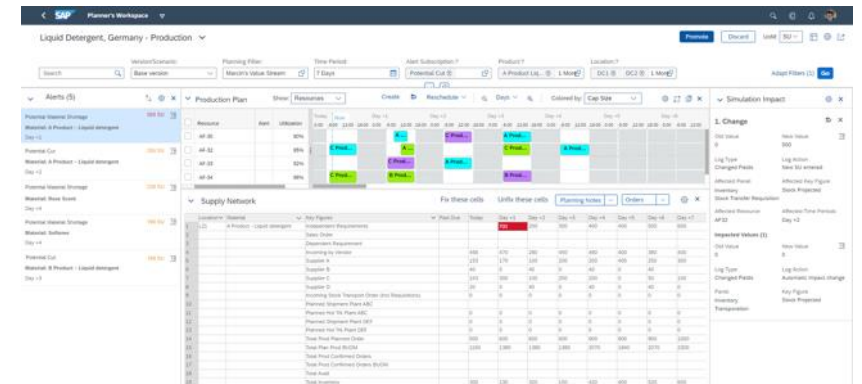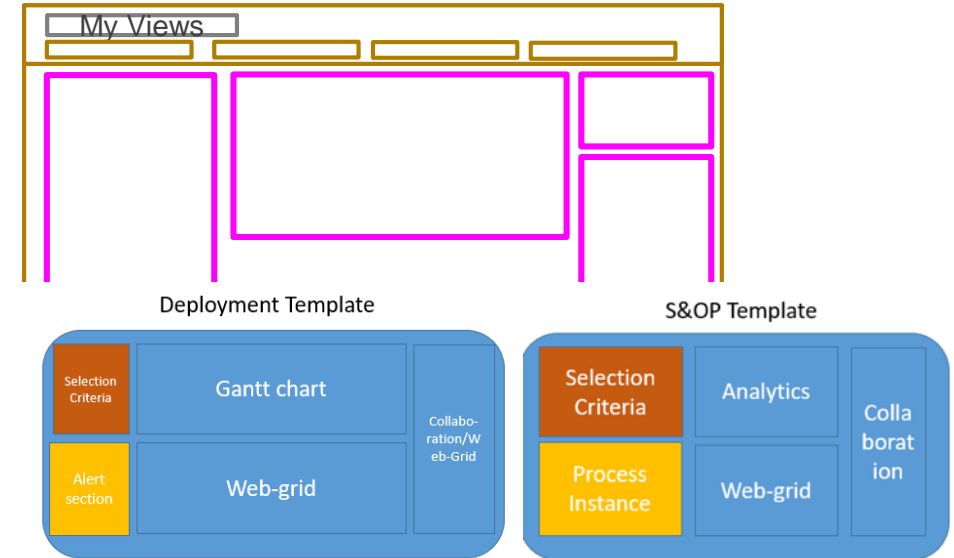
Synchronized Planning – Planner Workspace

Selection scope filter

Configurable and savable Views

Alert Monitor

Collaboration

Selectable and collapsible grid views

Transactional Exceptions

Planning and Simulation across IBP and Scheduling, Business network

Execute option in S/4HANA

Collaborate

Synchronized Planning – Planner Workspace

Synchronized Planning – Current and Future

Now

- **Integration of IBP order based planning** with ePPDS in S/4, released as part of IBP 2008 and 2020 S/4HANA
- **New order categories** introduced so both system remain in sync
- Hand over **master production plan from IBP t**o enable **scheduling** in ePPDS

Mid 2021

- **Tight integration** between mid-term IBP plan with short-term production plans in S/4 HANA embedded PPDS
- Define **configurable and personalizable planner workspace view**
- **Pre-defined templates for planner workspace** consisting of alert and web-grid components

End 2021

- **Planner's Workspace** as common UI across IBP and S/4 HANA embedded PPDS
- Enable **synchronized planning** process with **additional component**: Gantt chart, process management in planner workspace
- **Joint simulation capabilities** between IBP and PPDS
- Deliver pre-defined **template** for planners workspace including Gantt chart and S&OP templates

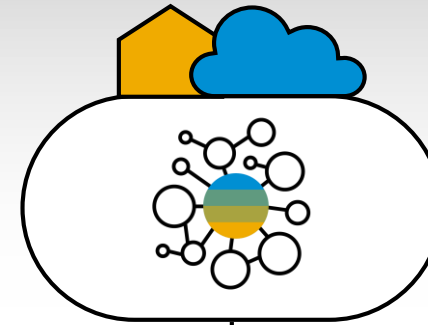# SAP Digital Supply Chain Solutions for Manufacture

Digitally orchestrate manufacturing operations, resulting in better customer service levels, higher margins, lower Cost-of-Goods Sold, and higher return on assets
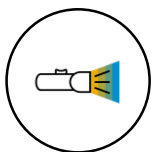
Digital Manufacturing

SAP S/4HANA Manufacturing
Production Engineering & Operations (PEO)
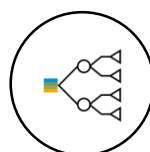Planning & Scheduling (PP/DS)
Quality Management

SAP Digital Manufacturing Suite
Digital Manufacturing Cloud
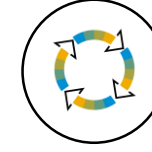
Intelligent Visibility Across the Business

Machine to Machine Automation

Complete E2E Supply Chain Integration

Predictive Service & Maintenance

Flawless Supplier Collaboration

Integrate and connect Engineering and Operations to meet Production requirements
SAP S/4HANA for Manufacturing Production Engineering and Operations

Converts product design into production process design that is the basis for production order management and shop floor execution

Optimize engineering to manufacturing BOM's and manage routings and operations with 3D visuals, work instructions, and data collection parameters to gain process efficiency
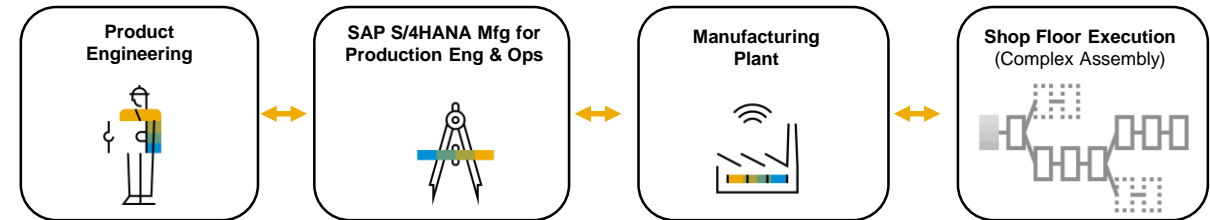
Manage and analyze the impact of change to minimize production disruption from revised routings, work instructions and production orders

Production Order Management & Control: including shop floor production activities, production monitoring for detecting exceptions, providing decision support and immediate actions

Extends Manufacturing Execution giving tools to manages work assignments, work queues, perform operations and activities and defect handling

Product Engineering → SAP S/4HANA Mfg for Production Eng & Ops → Manufacturing Plant → Shop Floor Execution (Complex Assembly)

SAP Digital Manufacturing Cloud

Automate processes and resources to improve manufacturing efficiency, quality and productivity

Paperless production with intuitive user interfaces for production operators, automatic data collections and set machine parameters, thereby lowering cost, increasing productivity and quality.

Design, distribute and dynamically control manufacturing shop floor activities enabling a smart factory.
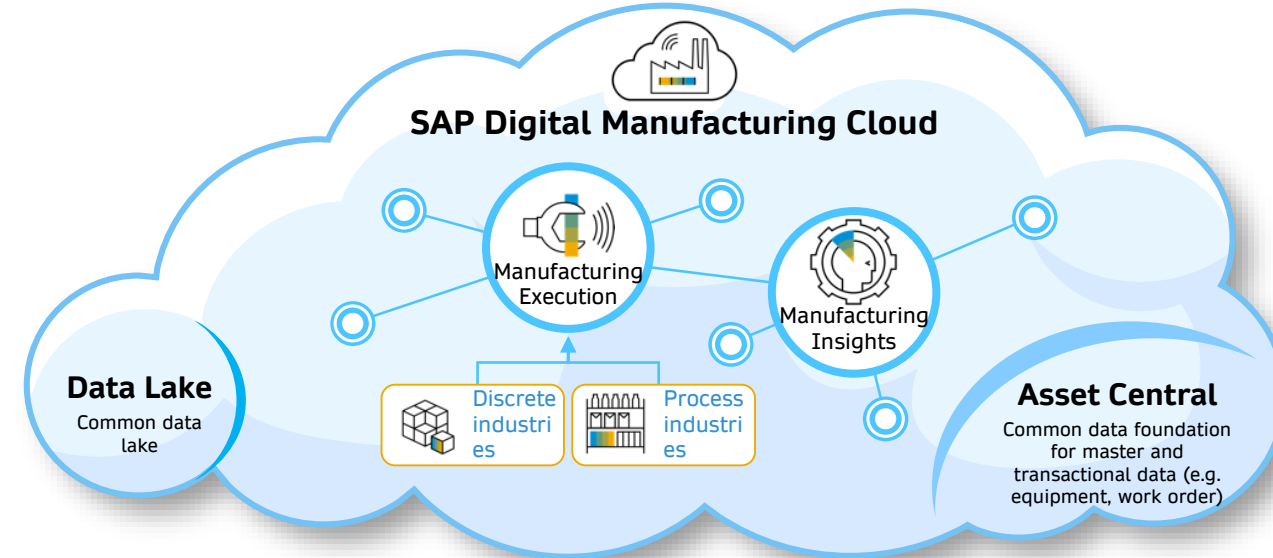
Shift and Labor planning to ensure business operations with right qualifications. Production Order scheduling and dispatching considering labor, resource and maintenance constraints to plan operations and adopt to short term changes.

Cross plant real-time analytics for manufacturing performance e.g. Perfect Order Fulfillment, Overall Equipment Effectiveness, loss analysis along with machine data to identify improvement opportunities.

Ability to collect and share product genealogy data between members of the network to trace accountability and provide transparency.

SAP Digital Manufacturing Cloud

Manufacturing Execution

Manufacturing Insights

Data Lake
Common data lake

Discrete industries

Process industries

Asset Central
Common data foundation for master and transactional data (e.g. equipment, work order)

99.5   43.1   1187   6455   26.0

SAP Digital Manufacturing Cloud
Machine Model & Shop Floor Integration (with Asset Central)
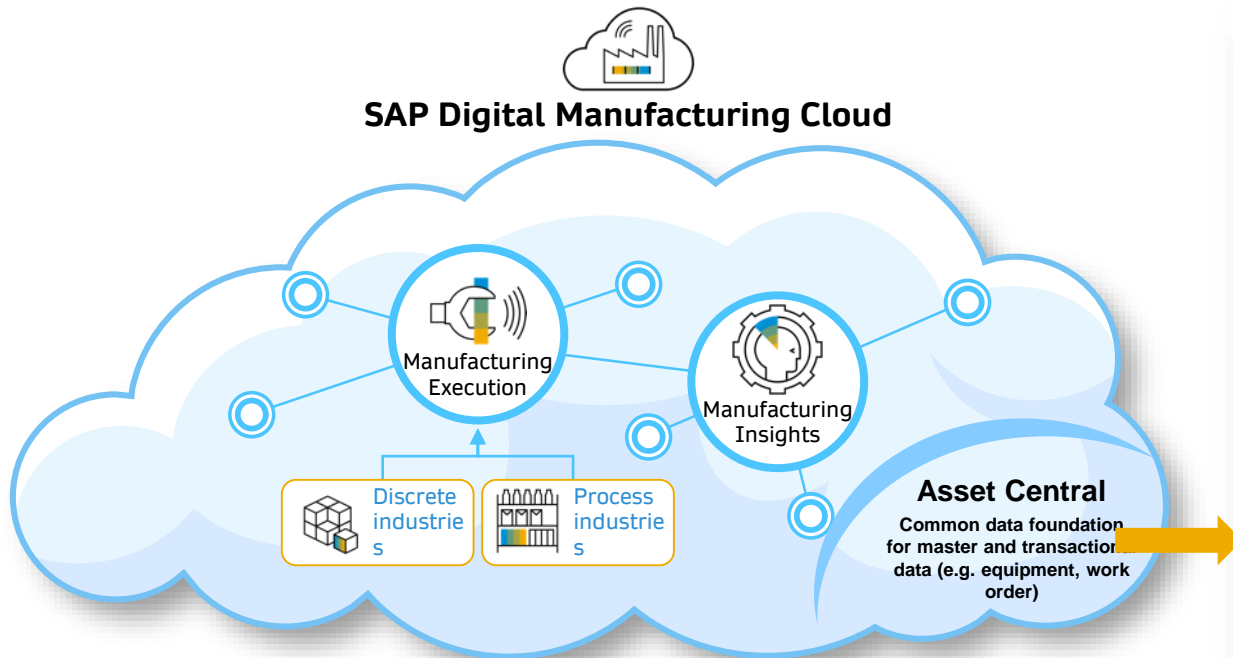
Define Equipment/Machine

- Model the digital twins of machines in the plant based on industry standard class, sub class, model and equipment template as per the OEM specification
- Capture the capabilities of the machines as well as communication interfaces
- Simplified onboarding of Machine object with connection to the shop floor
- Simplified machine integration by abstracting the technical aspects of machine configuration with remote configuration of Plant Connectivity (PCo)

SAP Digital Manufacturing Cloud
Machine and Process Orchestration – Shop Floor Designer

Design the optimal manufacturing process flow integrating MES system with machine orchestration and easily deploy it throughout the different SAP runtimes (on the cloud and different SAP Plant Connectivity instances)
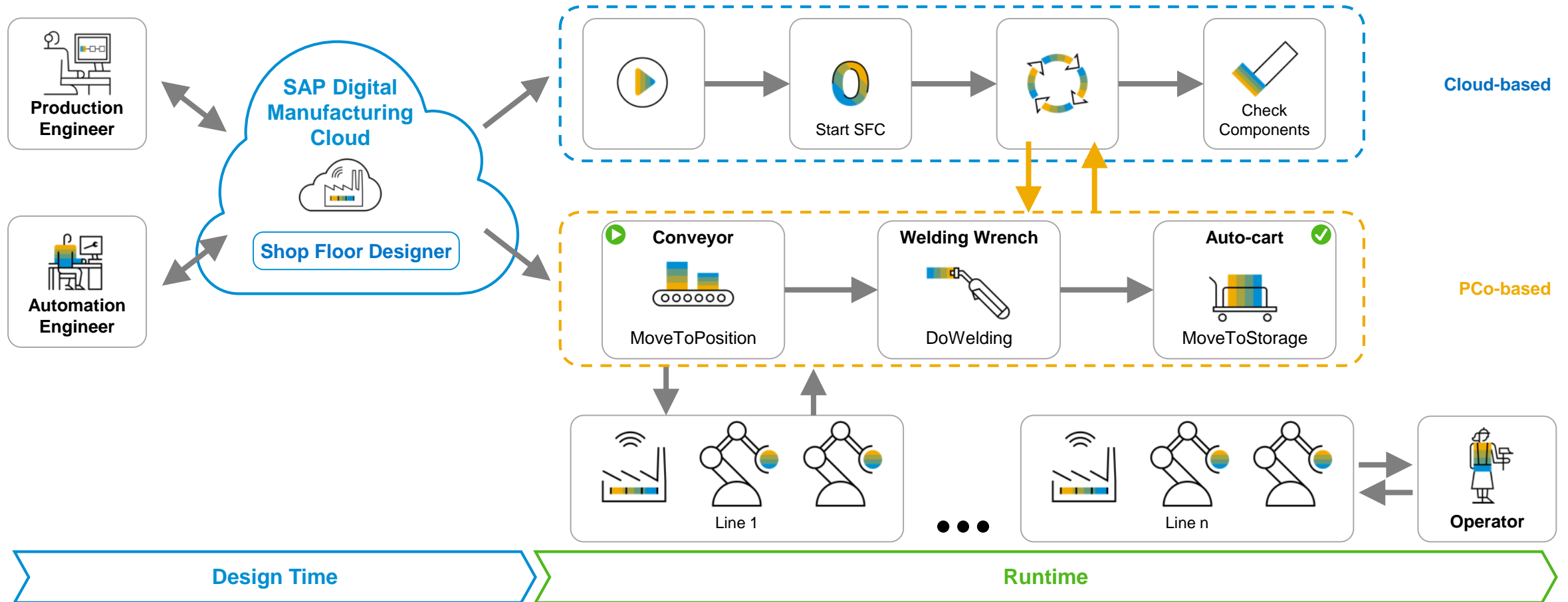
SAP Digital Manufacturing Cloud for Execution

Extended Warehouse Management (EWM) Integration

- The ERP integration has been enhanced to enable scenarios related to integration with EWM and shop floor inventory in DMCe:

  o **Single Order Staging Request** provides for sending a request for the components to be staged for a specific order. You can stage packed or unpacked materials pallet-wise (handling unit after handling unit) from a warehouse managed with SAP Extended Warehouse Management (EWM) to a production supply area (PSA).

  o **Single Order Staging Confirmation** will allow the transfer of shop floor inventory data from SAP EWM to SAP DMCe when the warehouse task of component staging is confirmed by the warehouse operator in SAP EWM.

  o **Component Consumption to EWM** supports the reporting of Component Consumption w/o yield/scrap confirmation directly to SAP EWM.

  o **Goods Receipt Upon Packing Unit Completion** will transfer a goods receipt message from DMCe to SAP EWM.
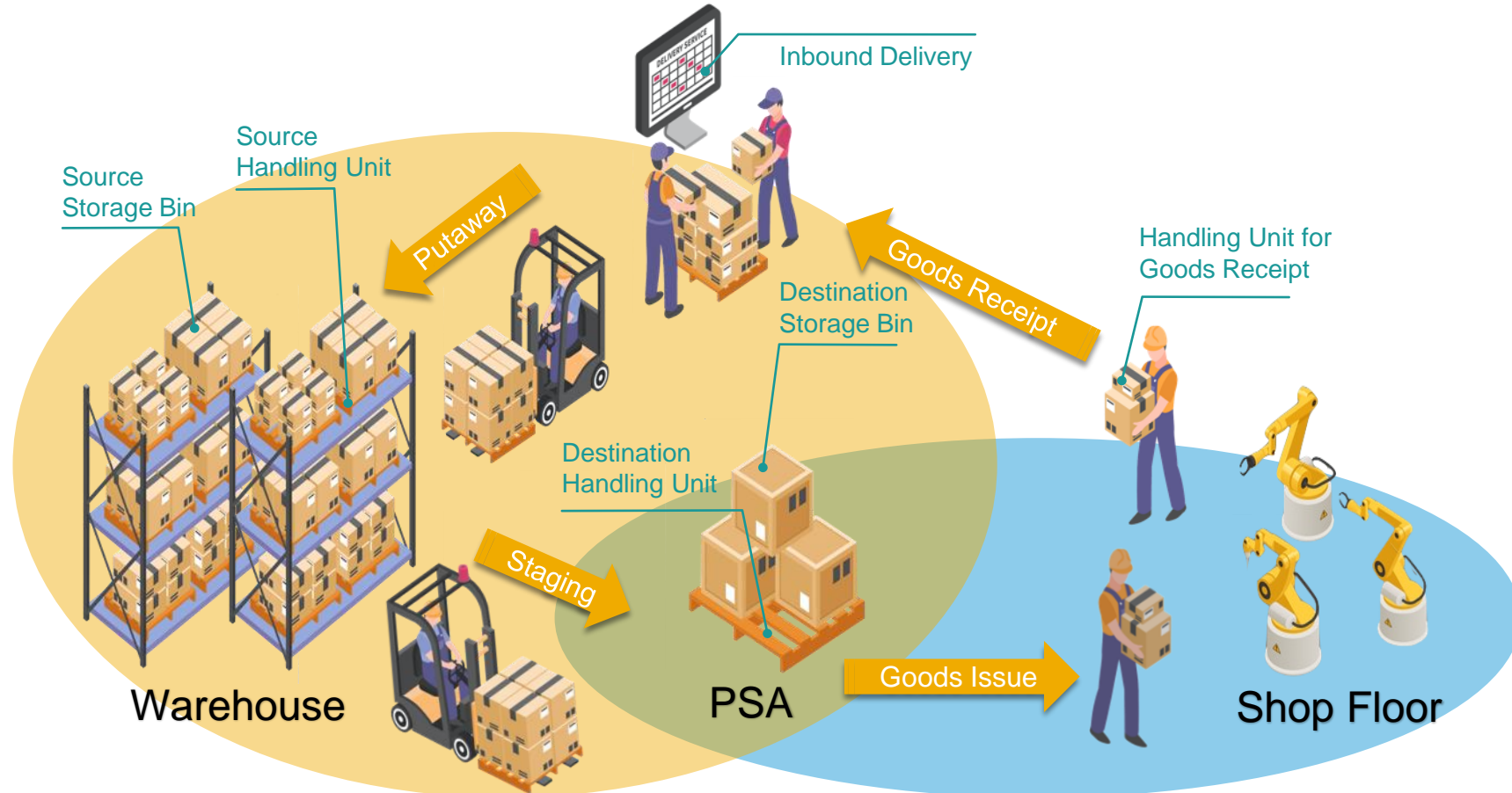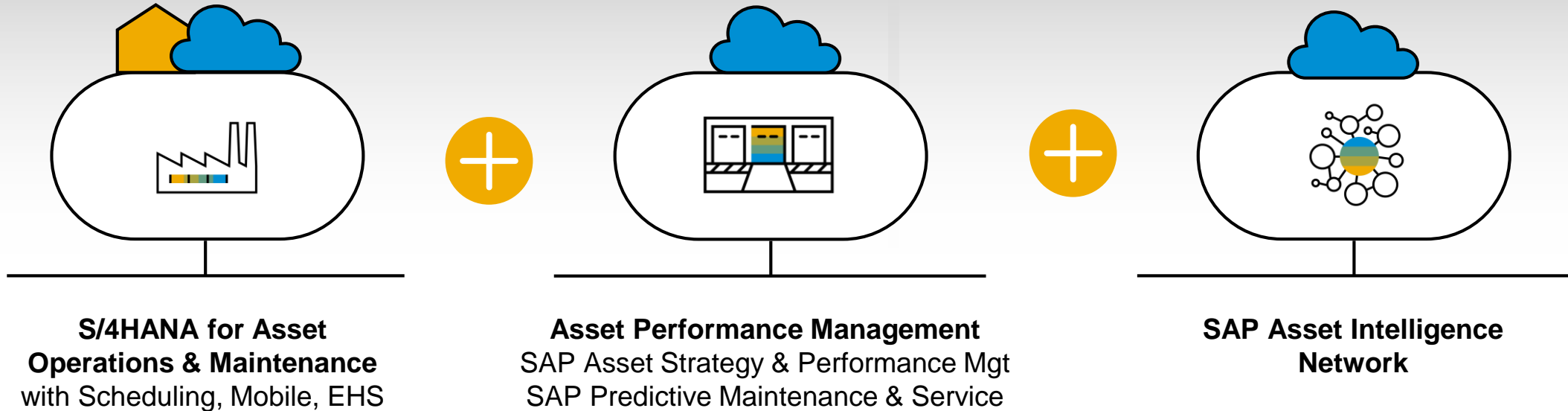
Example for Hybrid Digital Manufacturing Landscape
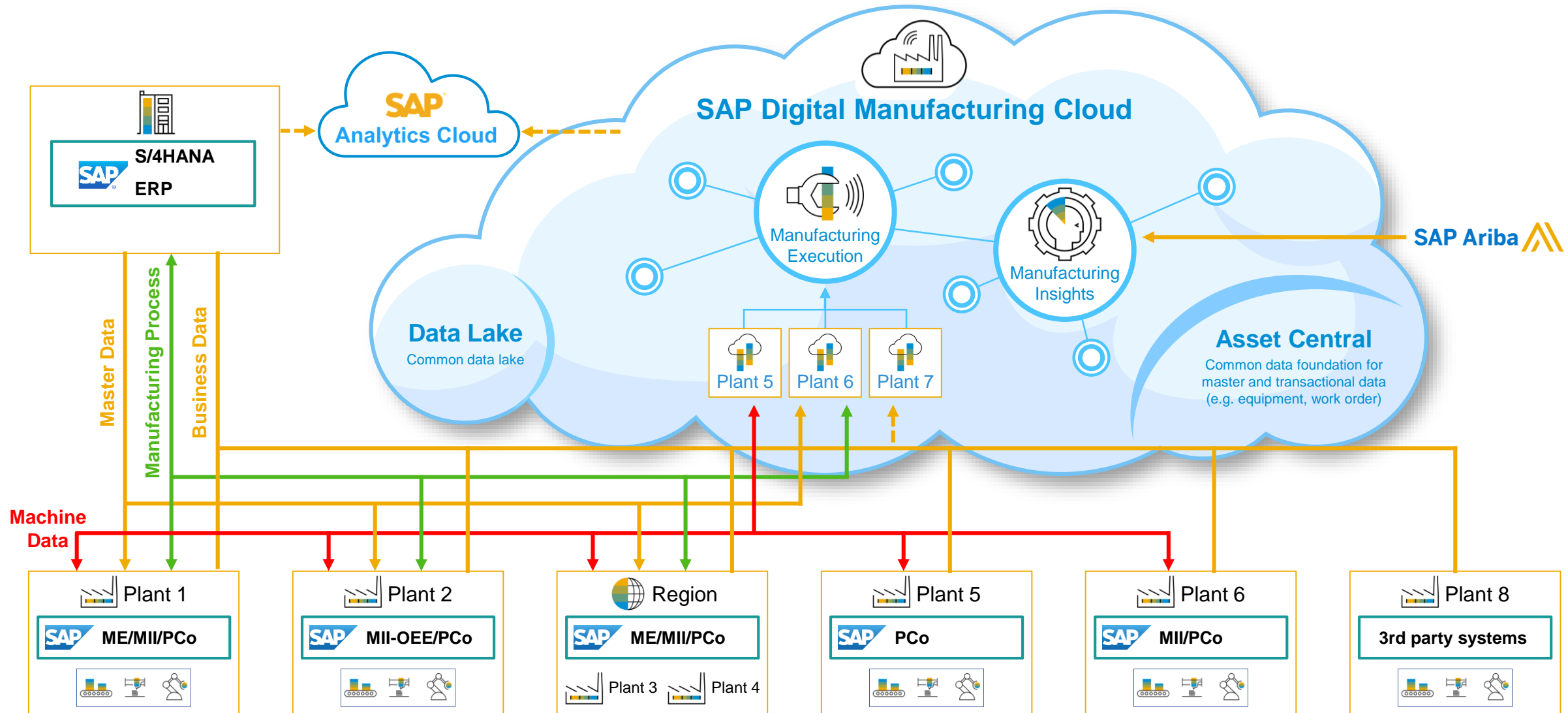
SAP Digital Supply Chain Solutions for Operate

Connects people and processes across the enterprise and networks, and connects them with assets through Industry 4.0

Intelligent Asset Management

S/4HANA for Asset Operations & Maintenance
with Scheduling, Mobile, EHS

+

Asset Performance Management
SAP Asset Strategy & Performance Mgt
SAP Predictive Maintenance & Service

+

SAP Asset Intelligence Network

Manage NEW Business Models

| From…		To…
Selling equipment	→	**Pay per use** / equipment as a Service
Untrusted asset information	→	**Collaborative** Single source of truth
Limited analytical capabilities	→	**Real time analytics** with simulation
Reactive maintenance	→	**Prescriptive** maintenance

Applied Machine Learning:
Spare Parts detection

Identification of products/materials on images is relevant in

- Customer service/repair centers,

- Online shops,

- Maintenance (identification of spare parts).
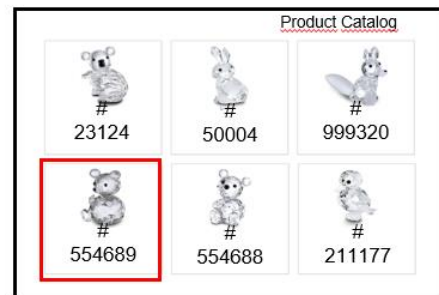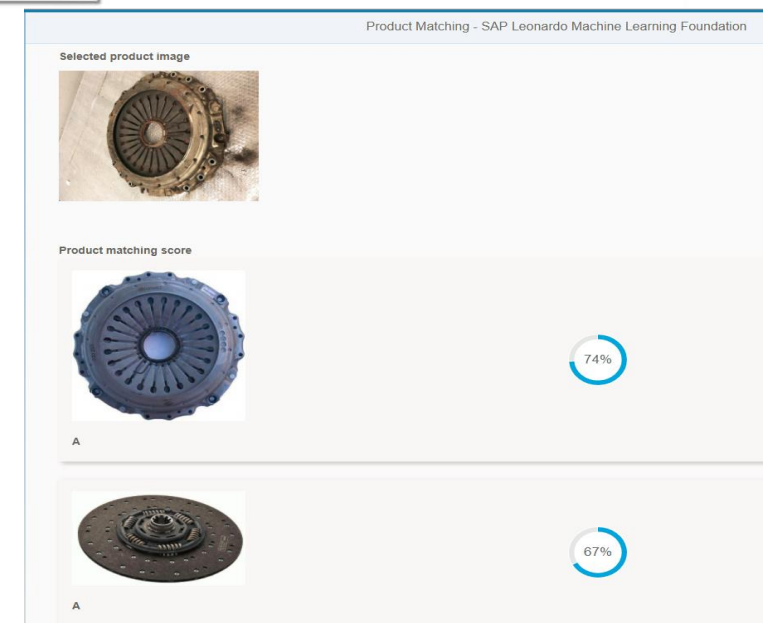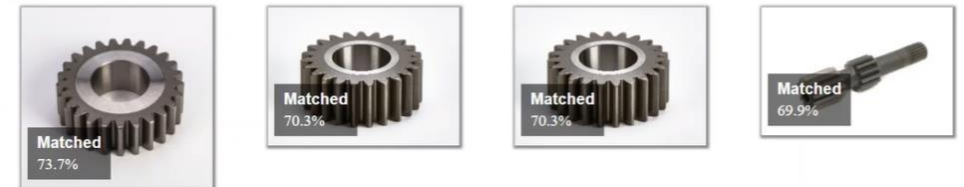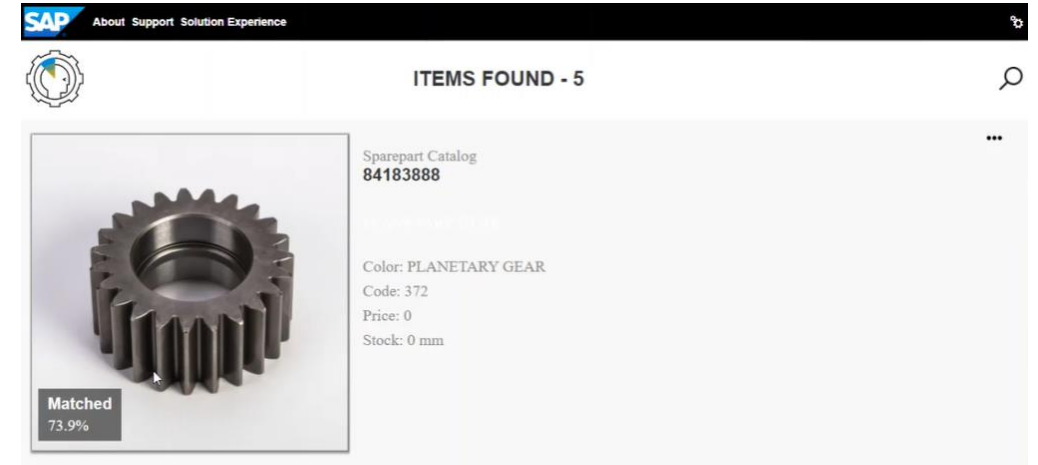
Spare Parts Detection:
example based on Railway Company

Objective:

The mechanic/field worker has an application on his mobile device

- 1. Take a picture of the broken spare part

- 2. The app identifies product on the picture

- 3. Suggest a list of identical materials (plus additional information like short description and catalog pictures)

Outcome:

Less orders with wrong materials,

Faster identification of spare parts,

Shorter maintenance times.

Spare Parts Detection:
Model LifeCycle

Initial training set
New training set
30 Images

Operator Feedback

Model Training

Algorithm definition

Model Versioning

Model Inference

Spare Part Suggestion

Old model decommission

Material Number: XYZ
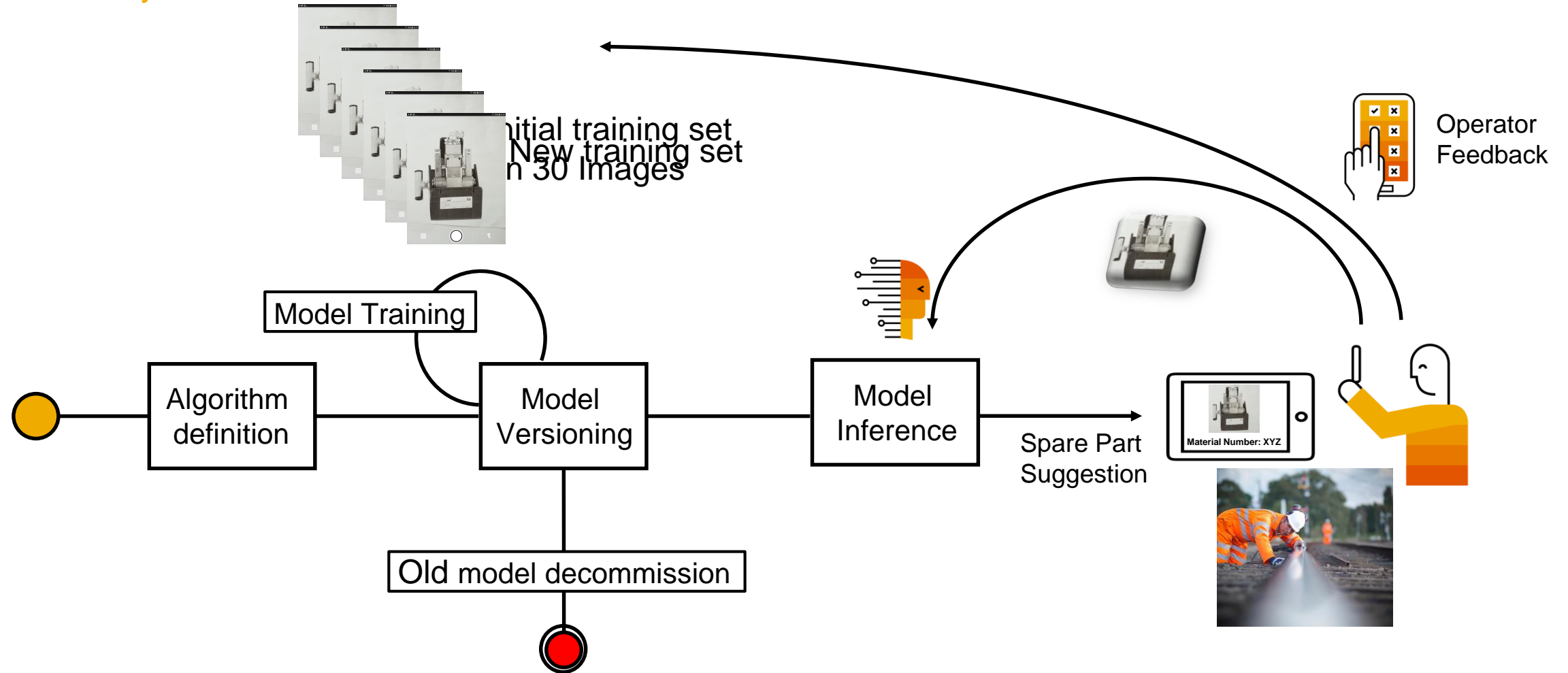
- 30 Images were enough for the initial Model Training
- With 100 Images the model is able to recognize the spare part with appropriate reliability

SAP Digital Supply Chain Solutions for Deliver

Enables just-in-time consumption creating the product experience by making delivery part of the promise

Digital Logistics Real-time Data

SAP S/4 HANA Advanced Available-to-Promise

SAP S/4 HANA Extended Warehouse & Yard Management

SAP S/4 HANA Transportation Management

SAP Logistics Business Network

SAP® Cloud Platform
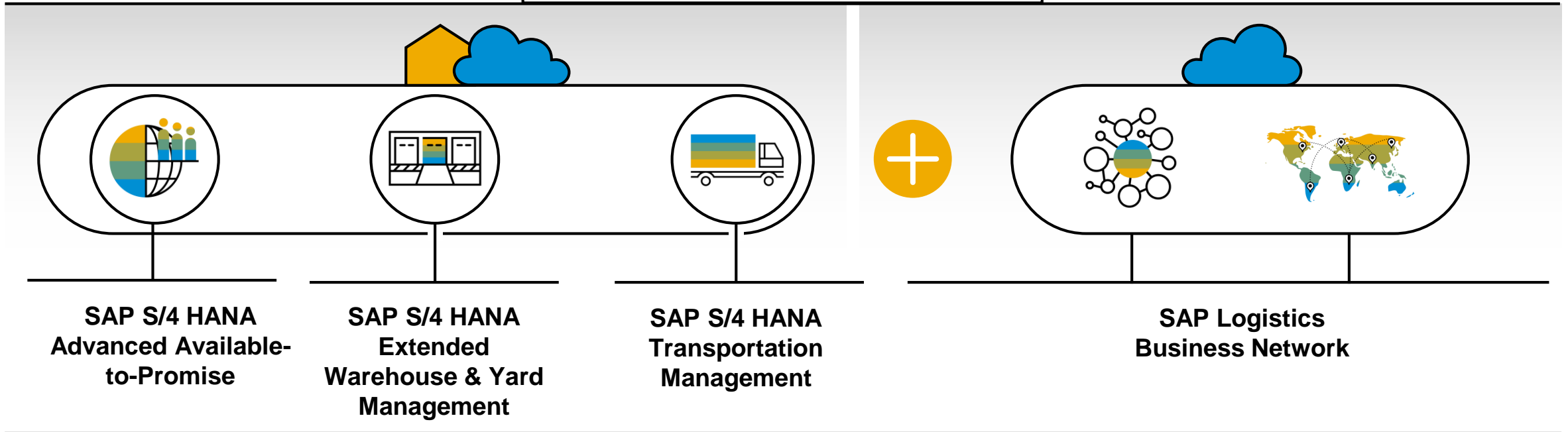
Challenges and trends in logistics

Increasing market volatility and complexity | escalating customer expectations

Declining logistics performance | customer satisfaction
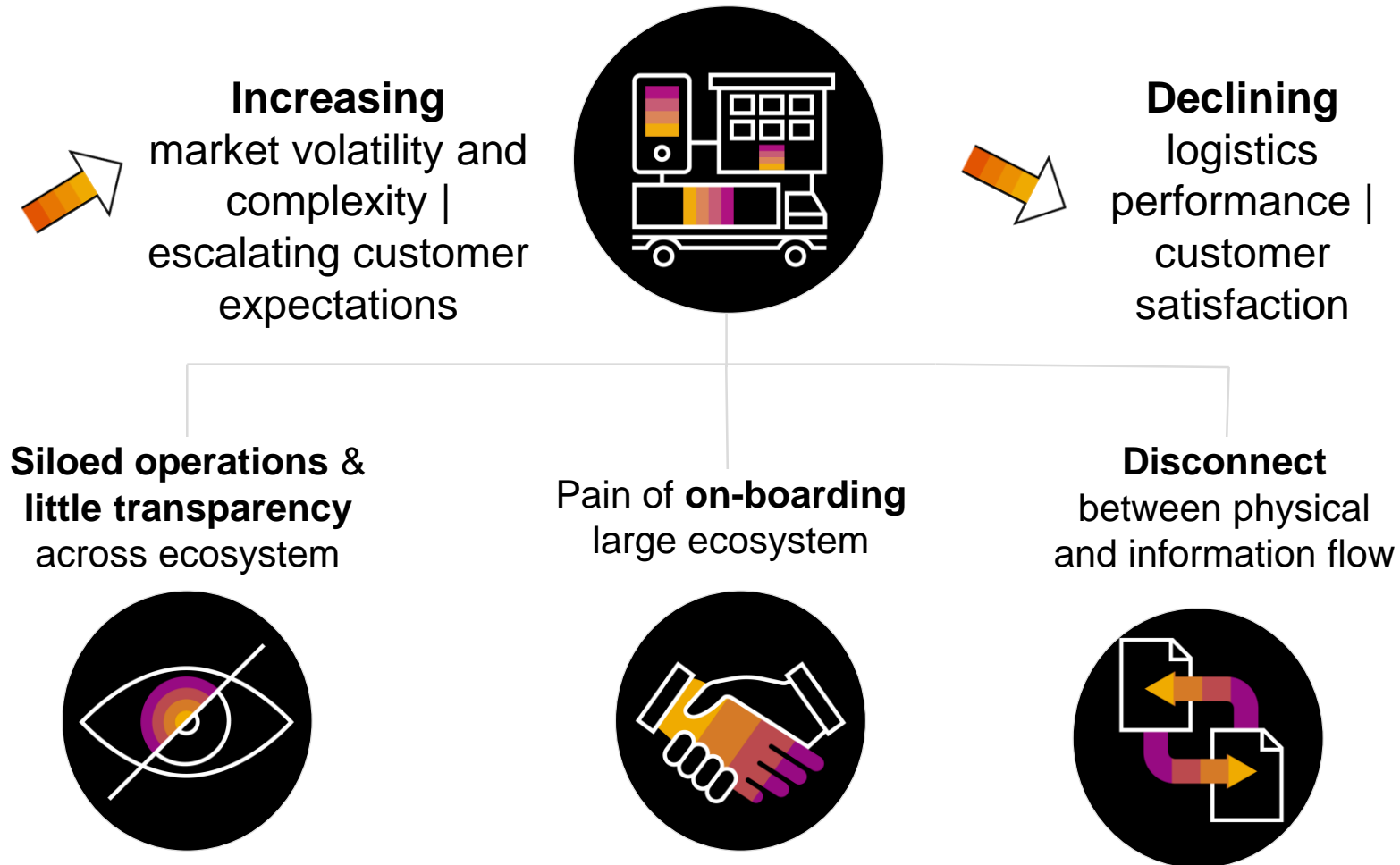
Siloed operations & **little transparency** across ecosystem

Pain of **on-boarding** large ecosystem

Disconnect between physical and information flow

By 2020, half of the large manufacturers will have begun shifting their supply chain applications from enterprise centric to network centric, driving productivity gains of 2 percentage points

IDC FutureScape:
Worldwide Supply Chain 2019 Predictions
Oct 2018 - - Doc # US44376118

SAP Logistics Business Network
Mission and value proposition

SAP Logistics Business Network is an open, secure **multi-capability** and soon **multi-modal** network connecting business partners for inter-company logistics collaboration.
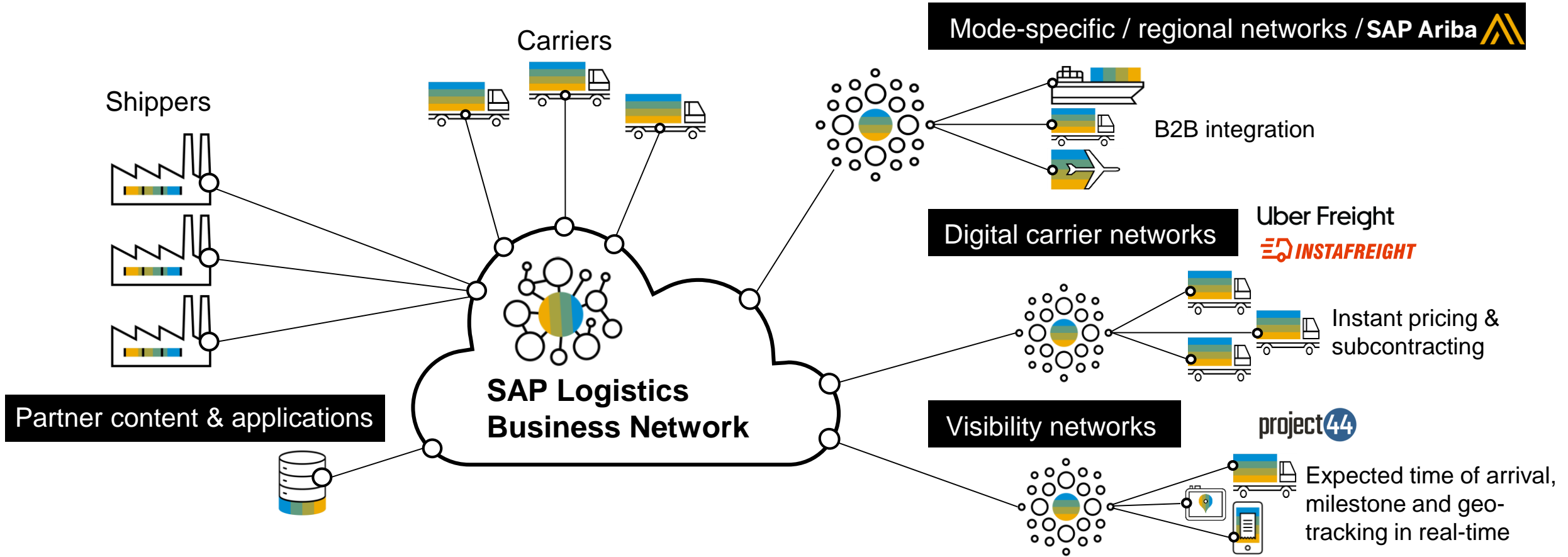In tight integration with the relevant business processes, it allows companies jointly managing logistics transactions and gaining insights across the complete value chain.
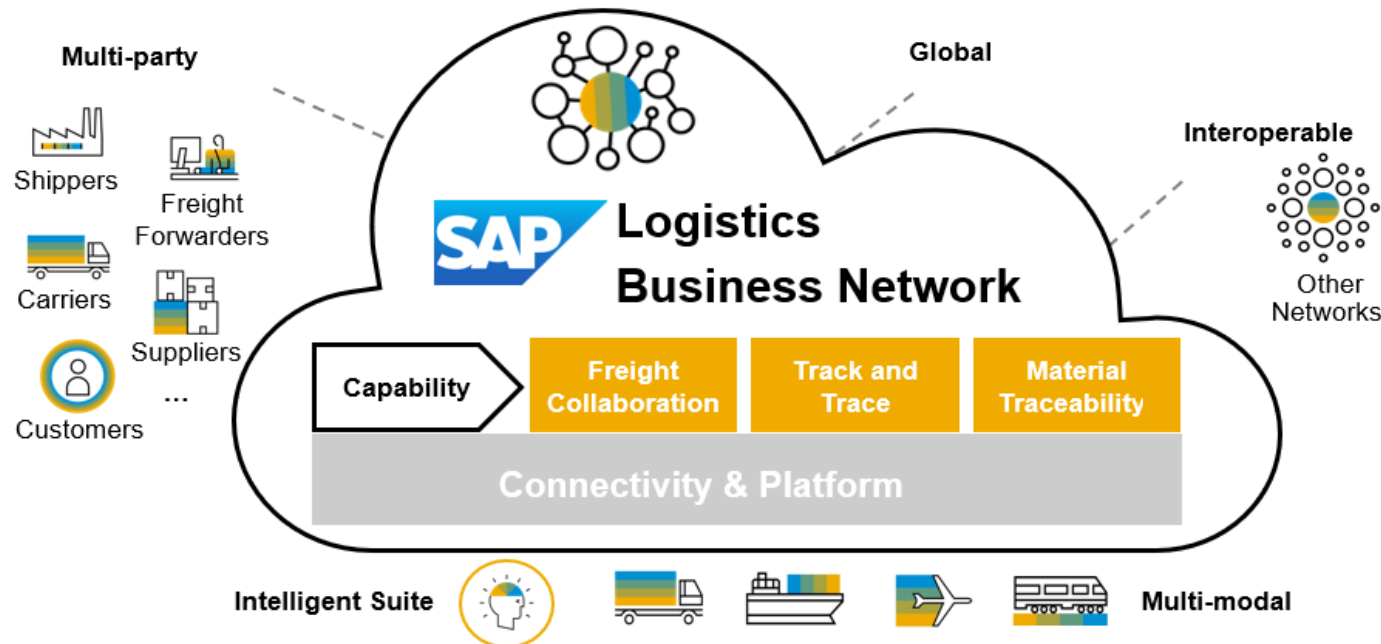
- **Onboard** once and collaborate with many, globally and anytime

- **Connect** businesses (B2B) and things (B2T) to harness technologies of the intelligent enterprise

- **Break** up silos of operation to manage freight more efficiently

- **Benefit** from situational awareness and eased decision making through Track & Trace data, combined with IoT insights.

- **Create** a trust chain by leveraging blockchain-based material traceability for up- and downstream product genealogy

SAP Logistics Business Network openness*
## Extend the reach and accelerate innovation with established partner services

Carriers

Shippers

Mode-specific / regional networks / **SAP Ariba**

B2B integration

Partner content & applications

SAP Logistics Business Network

Digital carrier networks

Uber Freight

INSTAFREIGHT

Instant pricing & subcontracting

Visibility networks

project44

Expected time of arrival, milestone and geo-tracking in real-time

* as per roadmap

Multi-network and partner collaboration for end-to-end logistics execution

Why project44?

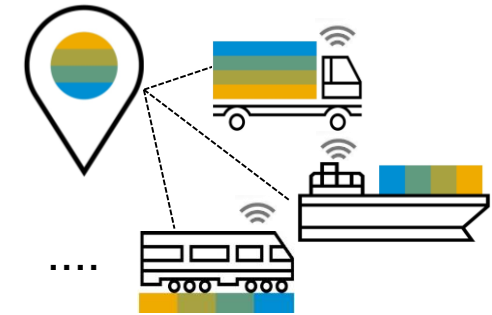## World-leading, global transportation visibility content provider
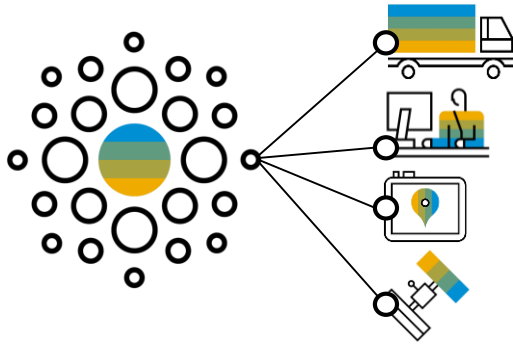
Extensive Network

- Thousands of carriers
- 600+ global telematics / ELD device integrations
- 92% of telematics providers connected
- DriveView mobile app for freight documents digitization

Global Coverage

- 48+ countries
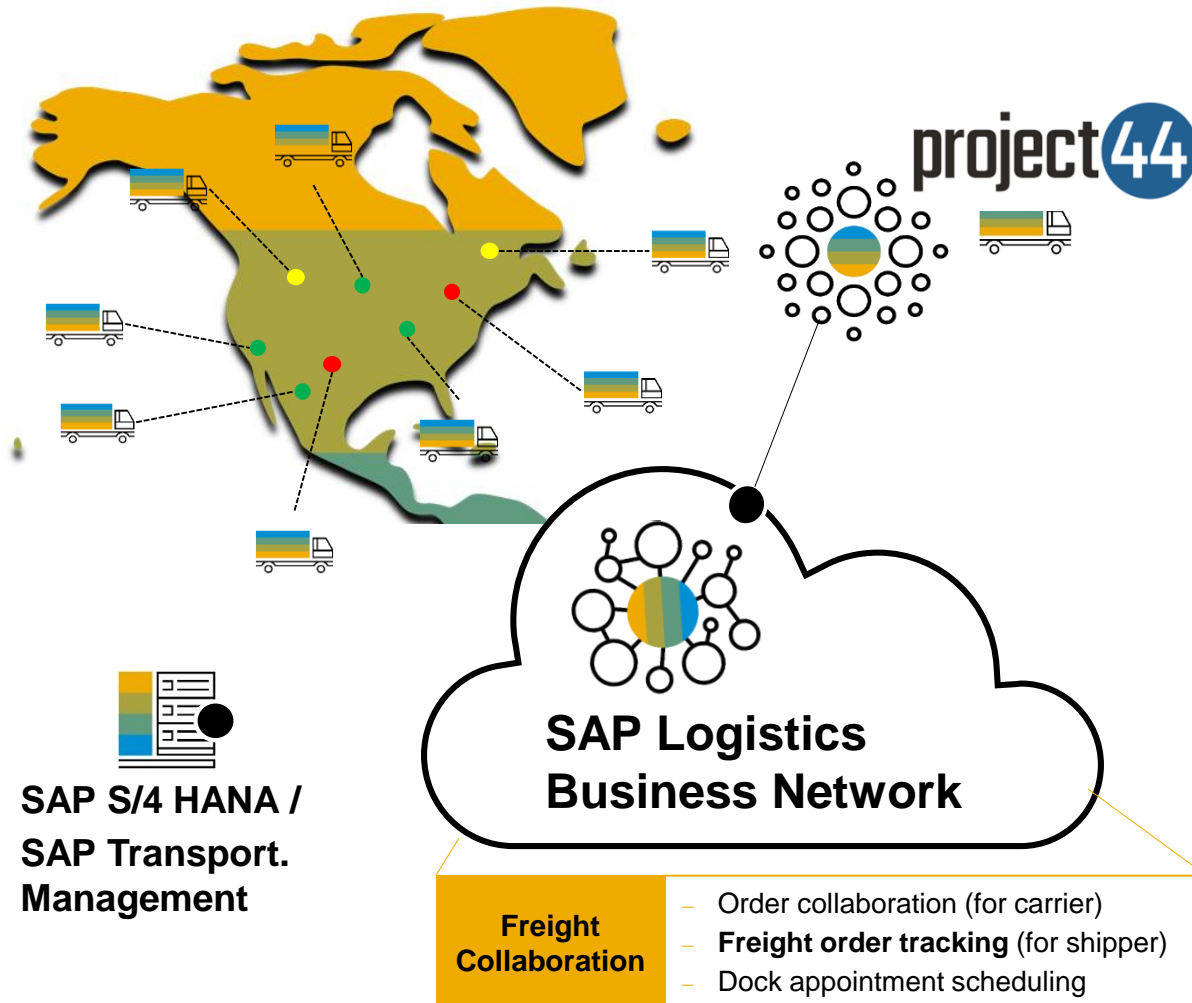- Multi-lingual carrier support

Multi-mode Visibility

- Real-time shipment tracking
  - Truck (NA & Europe); Ocean (Global); Rail (North America) Air (planned)
- High quality, normalized, cleansed & enriched data
- Access to 8.5M+ vehicles worldwide

Freight collaboration scenario:
Traceability and Visibility: Extended Network, SAP LBN and Project44

project44

**SAP S/4 HANA /
SAP Transport.
Management**

**SAP Logistics
Business Network**

**Freight
Collaboration**
- Order collaboration (for carrier)
- **Freight order tracking** (for shipper)
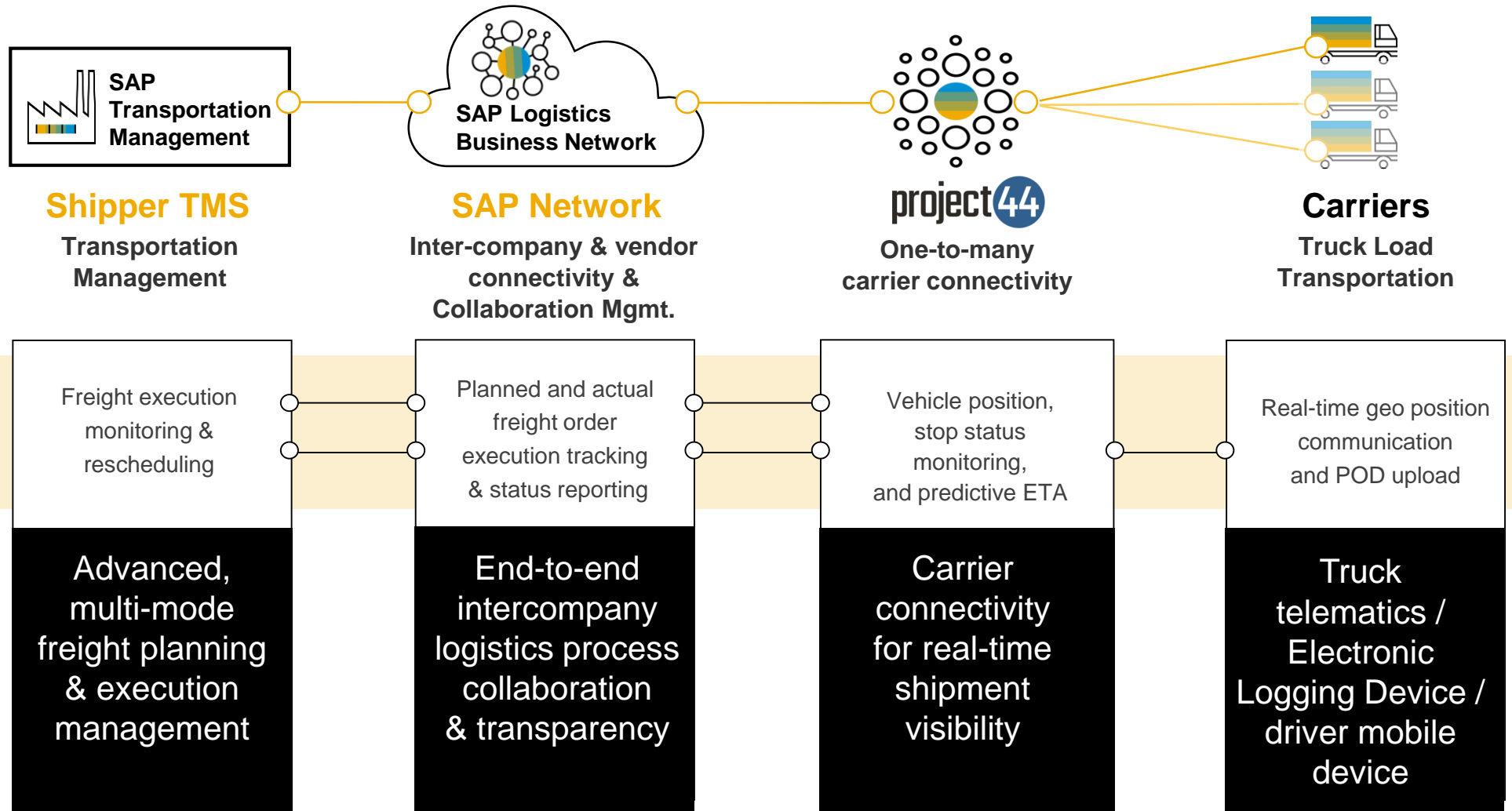- Dock appointment scheduling

How
- B2B connectivity for real-time shipment visibility
- Complement milestone tracking by exact geo position, allowing for automatic business event detection
- Leverage **real-time, predictive ETA considering actual traffic and other conditions**

Benefits
- Keep control of transportation processes even though these have been outsourced
- Offer a holistic and consistent experience
- Allow for real-time transportation planning
- Support evolution **from a reactive to a predictive supply chain**
- Increase customer service level whilst decreasing costs

SAP and Project44 Integration Scenario Overview

Real-time visibility for full truck load truck transportation

SAP Transportation Management

Shipper TMS
Transportation Management

SAP Logistics Business Network

SAP Network
Inter-company & vendor connectivity & Collaboration Mgmt.

project44
One-to-many carrier connectivity

Carriers
Truck Load Transportation

Freight Order Execution

Freight execution monitoring & rescheduling	Planned and actual freight order execution tracking & status reporting	Vehicle position, stop status monitoring, and predictive ETA	Real-time geo position communication and POD upload
Advanced, multi-mode freight planning & execution management	End-to-end intercompany logistics process collaboration & transparency	Carrier connectivity for real-time shipment visibility	Truck telematics / Electronic Logging Device / driver mobile device

Freight collaboration scenario:
Project44 data integrated to SAP S/4HANA for Transportation Management

Embedded project44 real-time data:

Actual shipment location, transportation route, event status, estimated time of arrival (ETA)

General Information   **Execution Flow**   **Map View**

ETA for next stop

Event status &
Actual timestamp

Current location &
actual route

project44

General Information
Full freight order details with shipment status and next stop estimated time of arrival (ETA)

Predicted estimated time of delivery

Execution Flow
Execution progess monitoring with planned & actual stop events
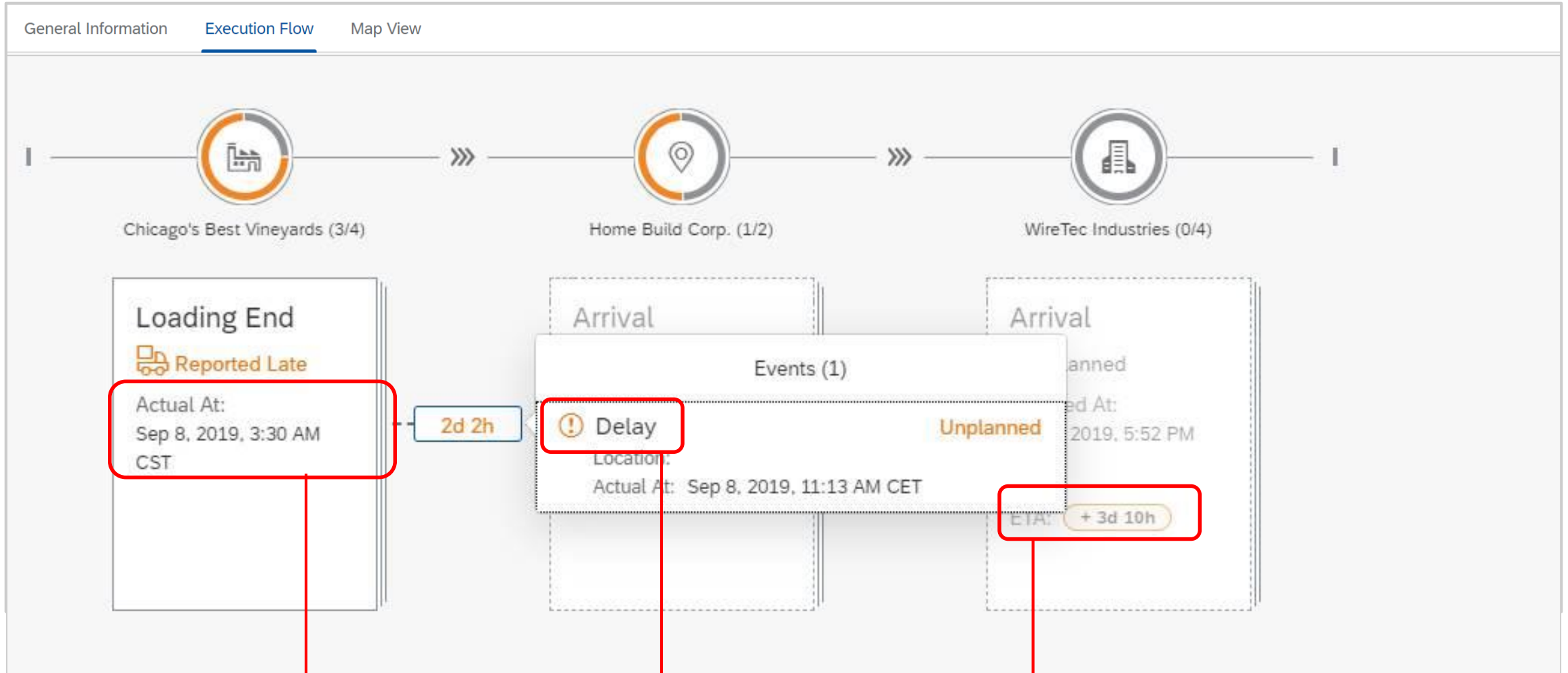
Map View

Map-based shipment monitoring with event status & shipping route tracking

Legend

Location
- Source
- Intermediate Stop
- Destination
- Current
- Event

Route
- ━━ Actual
- ···· Planned

Status
- Exceptional
- Normal

Current Location

Location:
Nearby Somewhere
(27.210333, -80.329649)

Last Updated At:
May 8, 2019, 2:50 PM EST

Last Updated By:
P44

Next Stop:
WireTec Industries

Planned Arrival At:
May 8, 2019, 5:00 PM EST

ETA of Next Stop:
May 8, 2019, 6:15 PM EST

Event

Departure
Location: WireTec Industries
Planned At: Jan 23, 2019, 2:00 PM EST
Actual At:

Actual transportation route & location
(from 15 minute location updates)

Current shipment location (every 15 mins)
(Geo-coordinates & timestamp)

Next stop predicted ETA
(Estimated Time of Arrival)

Need to move from linear, siloed systems to network-centric system

Linear, siloed systems

Network-centric system

	Linear, siloed systems	Network-centric system	
Partner Mgmt. & Connectivity	• Enterprise responsibility • One-to-One / One-to-Many • Multiple custom integrations	• Network managed • Many-to-Many • Standardized integration	**4% to 6%** increase in revenue* due to increase in the level of demand fulfilled
Visibility & Insights	• Limited visibility • High information latency • Siloed insights	• End-to-end visibility • Real-time information • Comprehensive insights	**7% to 20%** decrease in cost* due to reduced manufacturing, warehousing, distribution, and IT costs
Collaboration & Response	• Limited collaboration • Delayed response • Unsynchronized responses	• End-to-end collaboration • Real-time response • Coordinated response	**15% to 30%** decrease in working capital* due to better response to demand and supply fluctuations

*BCG report on Turning Visibility into Value in Digital Supply Chains, 2018

SAP Digital Supply Chain **Network** Solutions

Design Network

Collaborate with your design partners and suppliers

Ariba Network

Collaborate with your n-tier suppliers of raw materials

Manufacturing Network

Collaborate with your additive manufacturing partners, manufacturing contractors, and suppliers

Logistics Business Network

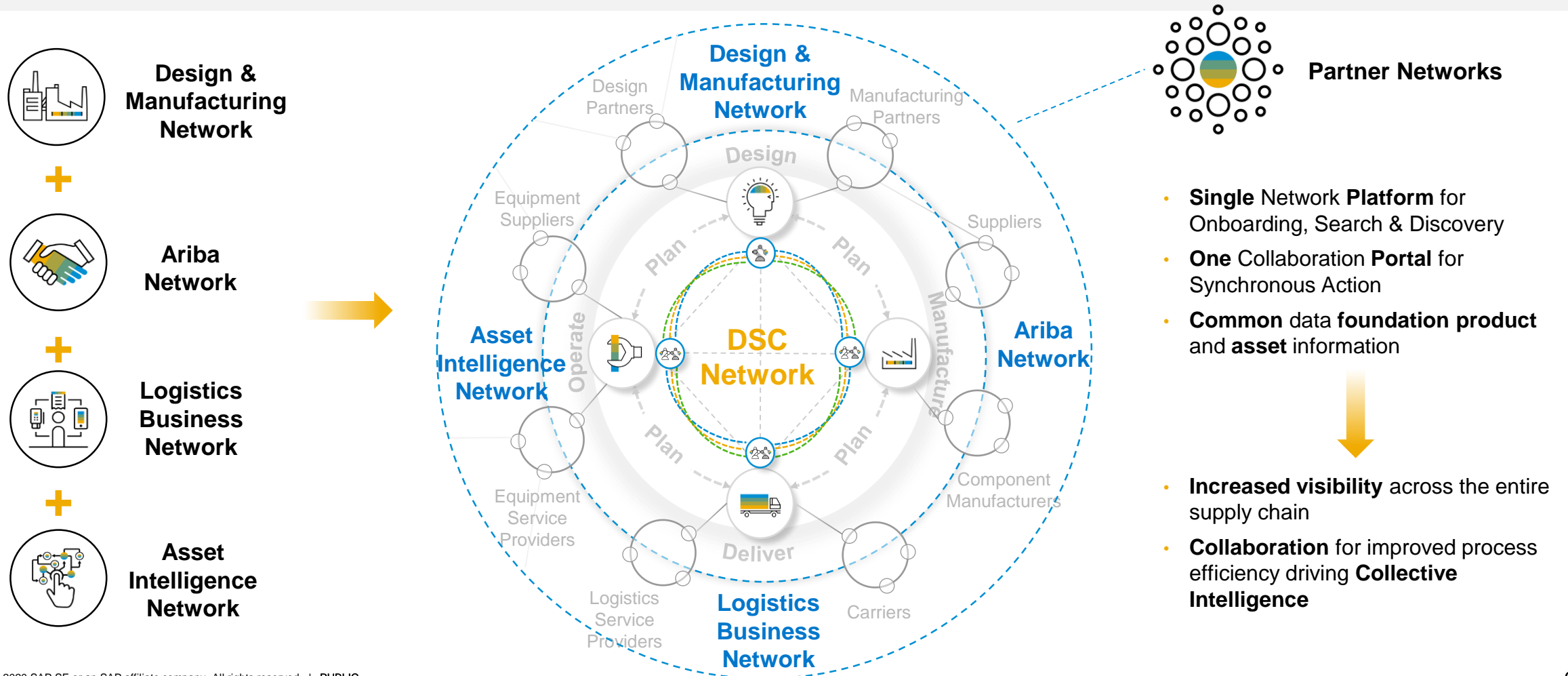Collaborate with your carriers, logistics service providers

Asset Intelligence Network

Collaborate with your equipment / spare parts suppliers and equipment service providers
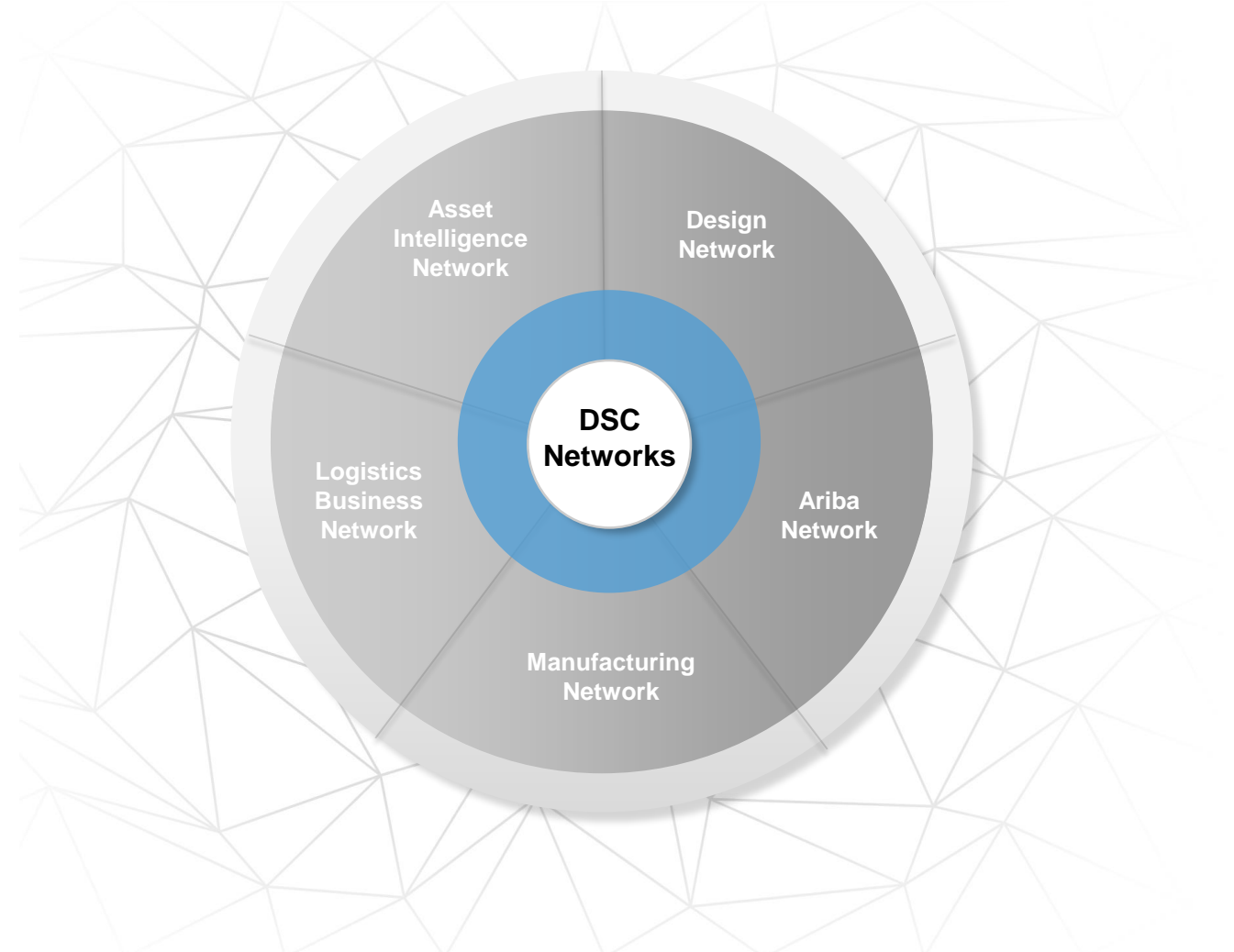
Vision: Evolve into "one" Digital Supply Chain Network

- Networks improve visibility, efficiency and collaboration in all stages/phases of planning in the continuous improvement loop from design, manufacture, deliver to operate.

- SAP is reducing 'friction' by orchestrating specific networks across the supply chain to improve stakeholder visibility and collaboration for improved process efficiency with collective intelligence

Design & Manufacturing Network

+

Ariba Network

+

Logistics Business Network

+

Asset Intelligence Network

Design Partners
Manufacturing Partners

Design & Manufacturing Network

Equipment Suppliers

Suppliers

Design

Plan   Plan

Asset Intelligence Network

Operate   DSC Network   Manufacture   Ariba Network

Plan   Plan

Deliver

Equipment Service Providers

Component Manufacturers

Logistics Service Providers

Logistics Business Network

Carriers

Partner Networks

- **Single** Network **Platform** for Onboarding, Search & Discovery
- **One** Collaboration **Portal** for Synchronous Action
- **Common** data **foundation product** and **asset** information

- **Increased visibility** across the entire supply chain
- **Collaboration** for improved process efficiency driving **Collective Intelligence**

Agenda

Intelligence and Speed to imagine and deploy the Supply Chain of the future, today

1) SAP Vision for Industry 4.0 and Digital Supply Chain

- Market Dynamics
- The SAP Strategy for Industry 4.0: Industry 4.Now
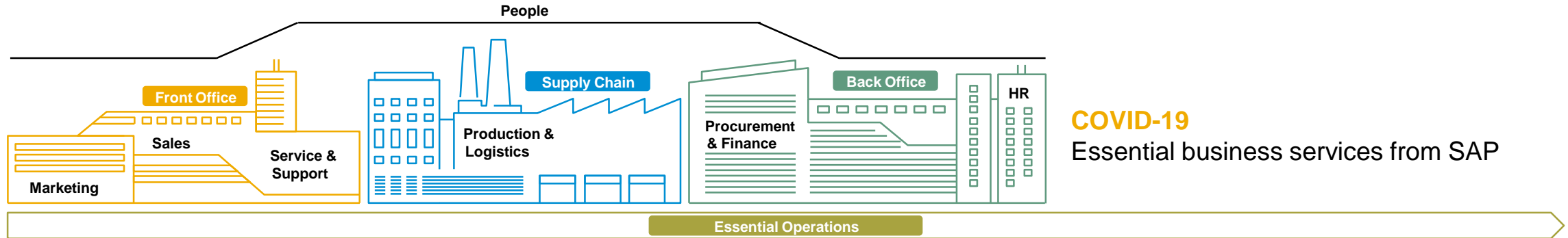- Vision of a modern supply chain

2) SAP DSC Solutions and the Intelligent Enterprise

- SAP Solutions for the Intelligent Digital Supply Chain
- SAP DSC Vision: Network of Networks

3) Close the GAP and ACT: SAP Services for the Intelligent Digital Supply Chain

- COVID-19 Essential Business Services
- YOUR path to the Intelligent DSC: SAP DSC innovation Workshop

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Fast Services covering the Intelligent Enterprise spectrum

People

Front Office

Supply Chain

Back Office

HR

Sales

Marketing

Service & Support

Production & Logistics

Procurement & Finance

COVID-19
Essential business services from SAP

Essential Operations

SUPPLY CHAIN

50109250 Inventory Optimization	50129762 Best Practices Implementation for SAP IBP - Integrated Business Planning
50109770 ACS Service Sales and Service (Automotive)	50145941 Quick-start SAP Digital Manuf. Cloud insig.
50109768 ACS Service JIT/JIS (Automotive)	50122875 What-if Analysis Forecast&Replenishment
50151180 Accelerated implementation service for SAP Ariba Sourcing and SAP Ariba Procurement	50118344 Deployment of inventory diag. for Retail
50110859 Enhancement Services for SAP PLM – Product Lifecycle Management	50112882 Implem. of SAP Multiresource Scheduling
50109202 Enhancement Services for SAP PPM - Project Portfolio Managment	50144808 Quick-start for SAP Logistics Business Network
New - Quick-start Service Package for Ariba (Sourcing, Contracts, Supplier Risk)	50150228 Implementation for Integrated Operations Mgmt
50112974 Implementation of Health and Saf. for SAP EHS	

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How we can support you: Digital Supply Chain "Discovery workshop" service

What is it about?

Built around a 2-day workshop, with an extended use of collaborative techniques, the service allows to exploit opportunities to innovate, extend, and optimize the **Supply Chain Processes**, adopting the **latest SAP capabilities and technologies**

Using a practical "**use case**" approach, a SAP team of experts in Supply Chain Business Transformation and authorities in SAP Architectures collaborates with the customer team of selected Supply Chain Experts and stakeholders to both achieve "**quick wins**" for the business and develop the **innovation roadmap** to a "Intelligent Supply Chain"

What is in for me?

- **"Health status"** of the company Supply Chain Processes, compared with Industry Best Practices, state of the art project experiences and SAP Best Practices
- Assessment of customer **key Supply Chain pain points**, addressed with an optimization, extension or transformation path
- **Increased awareness** on the way latest technologies (including Machine Learning, Situation Handling and conversational UI) can bring in **intelligence and automation** to Supply Chain processes, making it relevant to the identified hot topic
- Tailored evaluation of the way the use of **Supply Chain Networks** can benefit current operations

- Insights to **reimagine business processes**, transforming Supply Chain around **real-time operational data** for real-time decisions, and **experience data** for improved customer centricity

Digital Supply Chain "Discovery workshop" service
Process Scope

Design	Plan

Receive customer feedback – define **requirements** and **system concept** for new/changed product.

Create **product design, early cost estimates** and master data for new/changed product.

Hand over to manufacturing and service to manage BOM and routing.

Plan **demand** for new / changed components.
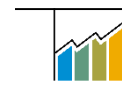
Plan **supply** for new/changed components.

Create master **production schedule.**

Procure	Manufacture (subassemblies)

Procure **components** to build subassemblies.

Manage and track inbound delivery.

Receive procured components into warehouse.

Schedule subassembly production.

Produce subassemblies and track progress.

Receive subassemblies into warehouse.

Sell	Manufacture (finished product)	Deliver

Receive customer **sales order. (assemble to order)**

Schedule finished product production.

Produce finished product and track progress.

Register serialized finished product.

Receive finished product into warehouse.

Plan transport, pick, pack, and load product for **delivery.**

Perform and track **outbound transportation** and receive proof of delivery.

Operate

Receive asset master data and **onboard** asset.

Monitor assets with IoT data, perform analysis, **predict** asset failure.

Plan asset mainte-nance.

Perform inspection, **maintenance,** and repair.

Request **product improvement**.

Decommission asset.

Digital Supply Chain "Discovery workshop" service
Approach, Output and Actions

INITIAL PREPARATION

DISCOVER CURRENT & FUTURE NEEDS

ANALYZE & DEFINE

FINAL ALIGNMENT

Optimize

Extend

Transform
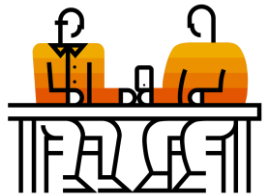
ACTIONS
- Share methodology & Deliverables
- SAP Spotlight analysis (if applicable)
- SAP Readiness Check / BSR (if applicable)

ACTIONS
- Introduce Business map for the brainstorm
- Collaborative session to gather key points additional needs

ACTIONS
- Discussion of outcome of Discover (Journey)
- SAP capabilities proposal: best practice, customer use cases
- Discussion of architecture impact

ACTIONS
- Assessment presentation

OUTPUT
- Business Areas
- Meeting participants
- Detailed Planning
- View of current DSC processes usage

OUTPUT
- Opportunities with assigned business relevance
- Process oriented reclassification of findings (Journey)

OUTPUT
- SAP capability Journey
- Possible Vertical Exploration scenarios identification
- Validated Heat-Map

OUTPUT
- Agreed roadmap
- Single Journey next steps

3 weeks prior to workshop　　　　　　*2-days workshop*　　　　　　*2-3 weeks after workshop*

Digital Supply Chain "Discovery workshop" service
Reference Deliverable Content

1. Introduction & customer situation

2. Preliminary Data Usage Analysis (optional, for SAP customers – SAP Spotlight)

3. Preliminary Process Usage Analysis (optional, for SAP customers - SAP Spotlight)

4. Structured, innovation driven mapping of identified business needs

5. Supply Chain readiness self assessment for S/4 processes (optional)

6. Reference industry trends and vision (additional to Spotlight)

7. Process summary with opportunities by Supply Chain Areas

8. Solution Heatmap

9. Roadmap (S/4 and S/4 enabler)

9. Next steps

Intelligent Enterprise starts with

SAP Digital Supply Chain

SAP S/4HANA learning&enablement
Start with a solid understanding via free Open SAP courses

Courses for New Customers and Partners:

MOOC	SAP S/4 HANA in a Nutshell
MOOC	Building Tomorrow's ERP with SAP S/4HANA
MOOC	How to Deliver a Great User Experience with SAP S/4HANA
MOOC	Migrating Your Business Data to SAP S/4HANA – New Implementation Scenario
MOOC	System Conversion to SAP S/4HANA and Data Migration to SAP S/4 HANA
MOOC	Find Your Path to SAP S/4HANA
MOOC	The Internet of Things with SAP and Touch Iot with SAP Leonardo
MOOC	Business Process Automation in SAP S/4HANA with SAP Intelligent RPA

Access to free training OPEN SAP: https://https://open.sap.com/

SAP S/4HANA Supply Chain Execution:
Learning Journey and Available Courses

|		Courses for New Customers and Partners:
	S4601	Business Processes in SAP S/4HANA Supply Chain Execution
	S4610	Delivery Processing in SAP S/4HANA Sales
	S4611	Basic Shipping in SAP S/4HANA
	EWM100	Processes in SAP Extended Warehouse Management (EWM)
	EWM110	Basic Customizing in SAP Extended Warehouse Management (EWM)
	EWM120	Customizing Additional Topics in SAP Extended Warehouse Management
	EWM125	Labor Management in SAP Extended Warehouse Management
	EWM130	Production Integration with SAP Extended Warehouse Management
	EWM140	Quality Management in SAP Extended Warehouse Management
	EWM900	SAP Extended Warehouse Management – Developer Workshop

Access to Learning Journey for SAP S/4HANA Supply Chain Execution:
https://help.sap.com/doc/221f8f84afef43d29ad37ef2af0c4adf/HP_2.0/en-US/7d4969ff429a4e73b9bb79be7390d257.html
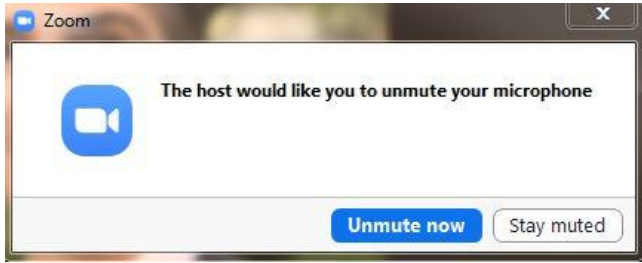
Questions & Answers

Raise your hand and talk live with us
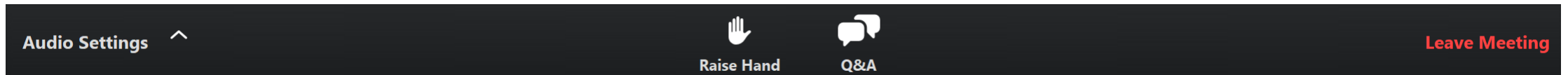
Raise your hand to be unmuted and ask your question

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Thank you.

THE BEST RUN **SAP**