



# SAP Leonardo Live

North America



# Cargill: Connecting the Supply Chain with Digital Business Planning

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# Cargill's game plan for success

**Purpose**  
Why we exist

**Cargill will be the leader in nourishing the world in a *safe, responsible and sustainable way.***

**Vision**  
Where we are going

**We will be the most trusted partner in agriculture, food and nutrition.**




**Capabilities**  
What will set us apart

 Trading and Risk Management

 Sustainable Supply Chains

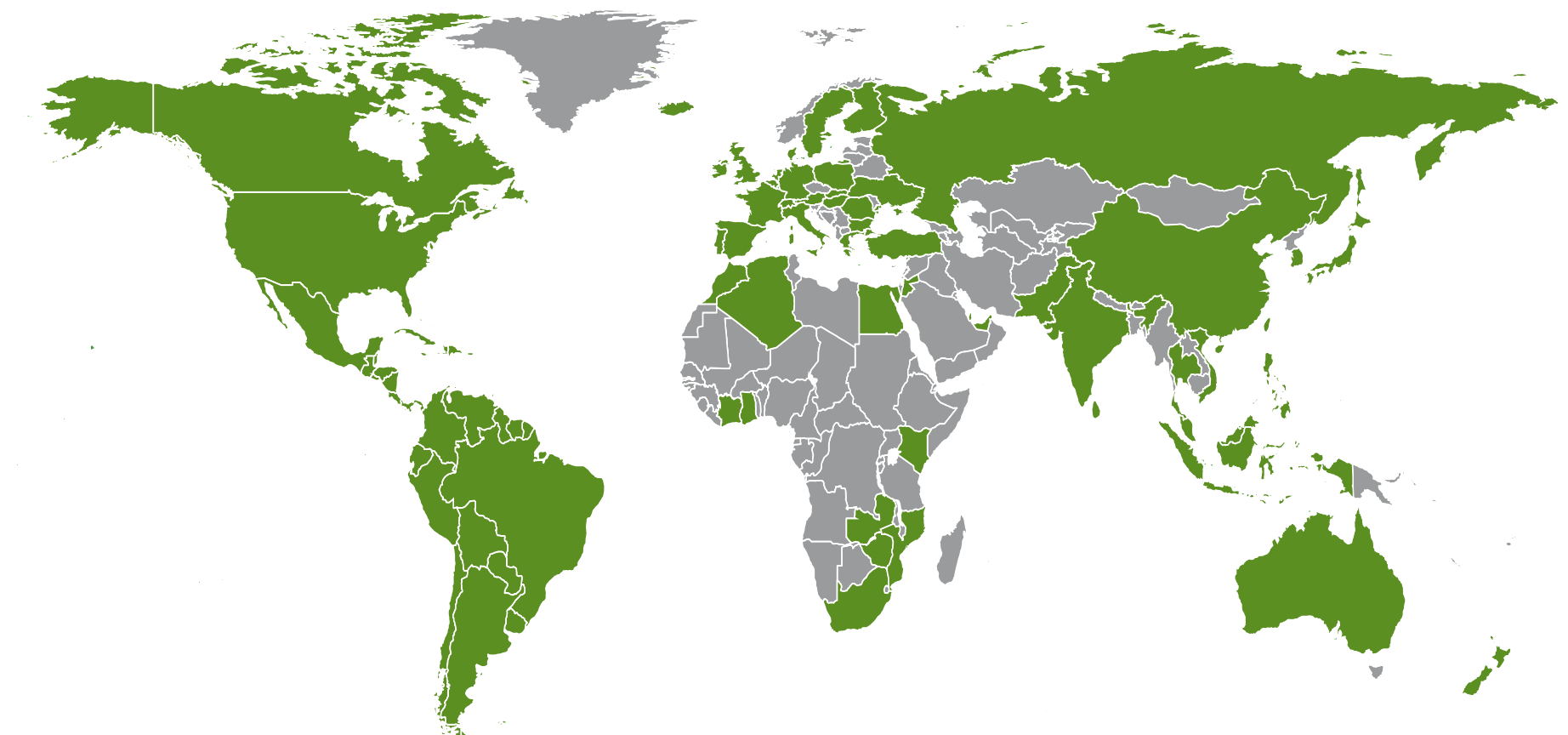
 Digitalization and Analytics

 Market Insights and Innovations

 Thought Leadership and Stakeholder Engagement

# Our core is strong and our reach is global

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**150,000 employees in 70 countries**

# Cargill's Integrated Supply Chain



# Cargill's Process Framework – Supply Chain

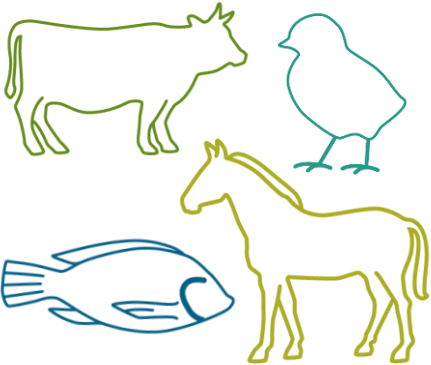


# Plan: Integrated Business Planning



# SAP – IBP activities across Cargill businesses

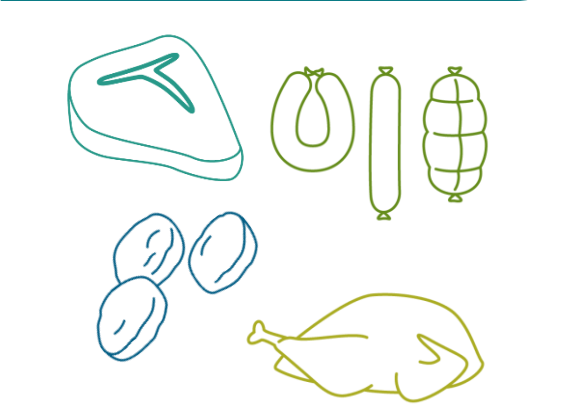
**Agricultural Supply Chain**



**Protein & Salt**



**Animal Nutrition**



**Food Ingredients & Bio-Industrial**



# Supply Chain Planning Priorities

## Cargill Integrated Business Planning (CIBP)



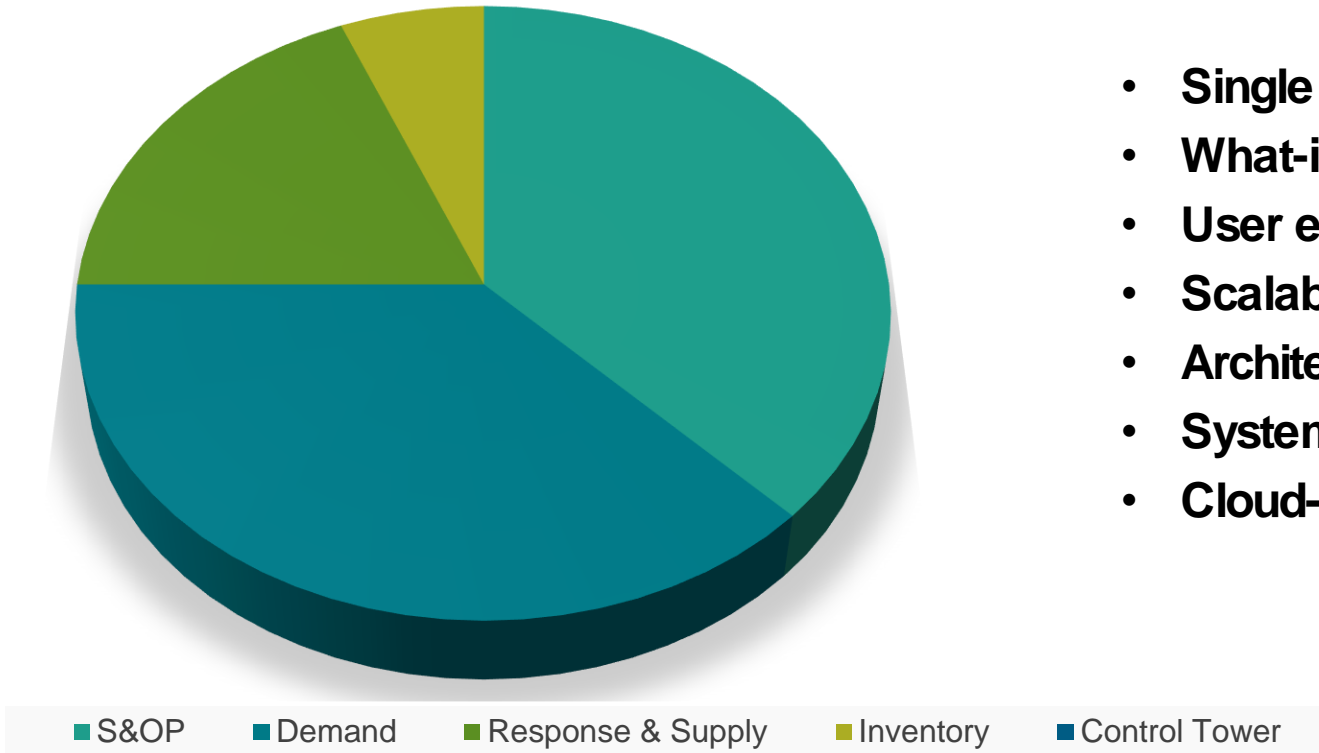
## Foundational Planning Capabilities



- Deploy Standard SCP minimum metrics and standard terminology
- Roll out playbooks for CIBP and foundational processes
- Support enterprise and group CIBP/Foundational process implementation

# SAP IBP chosen ...

IBP modules in use on active projects



- **Single data model**
- **What-if scenario capability**
- **User experience/interface**
- **Scalability**
- **Architecture flexibility**
- **System integration flexibility**
- **Cloud-based solution with SaaS model**

... as needed technology solution

# Source: Sourcing & Procurement



**Design and implement a best practice source-to-pay process using technology solutions with a common data foundation, based on industry benchmarks for efficiency and effectiveness.**

# Achieving best-in-class

## Current State

- Disparate P2P processes
- Inconsistent supplier management
- Varying internal controls
- Inaccurate data



### Core Pillars

Data, Procurement, Invoice-to-Pay



### Ideal Technologies & Integrations

Ariba, OpenText,  
Existing ERPs



### Strong Partnerships

CSSP, CBS Finance, Legal,  
D&BI, Businesses, Suppliers



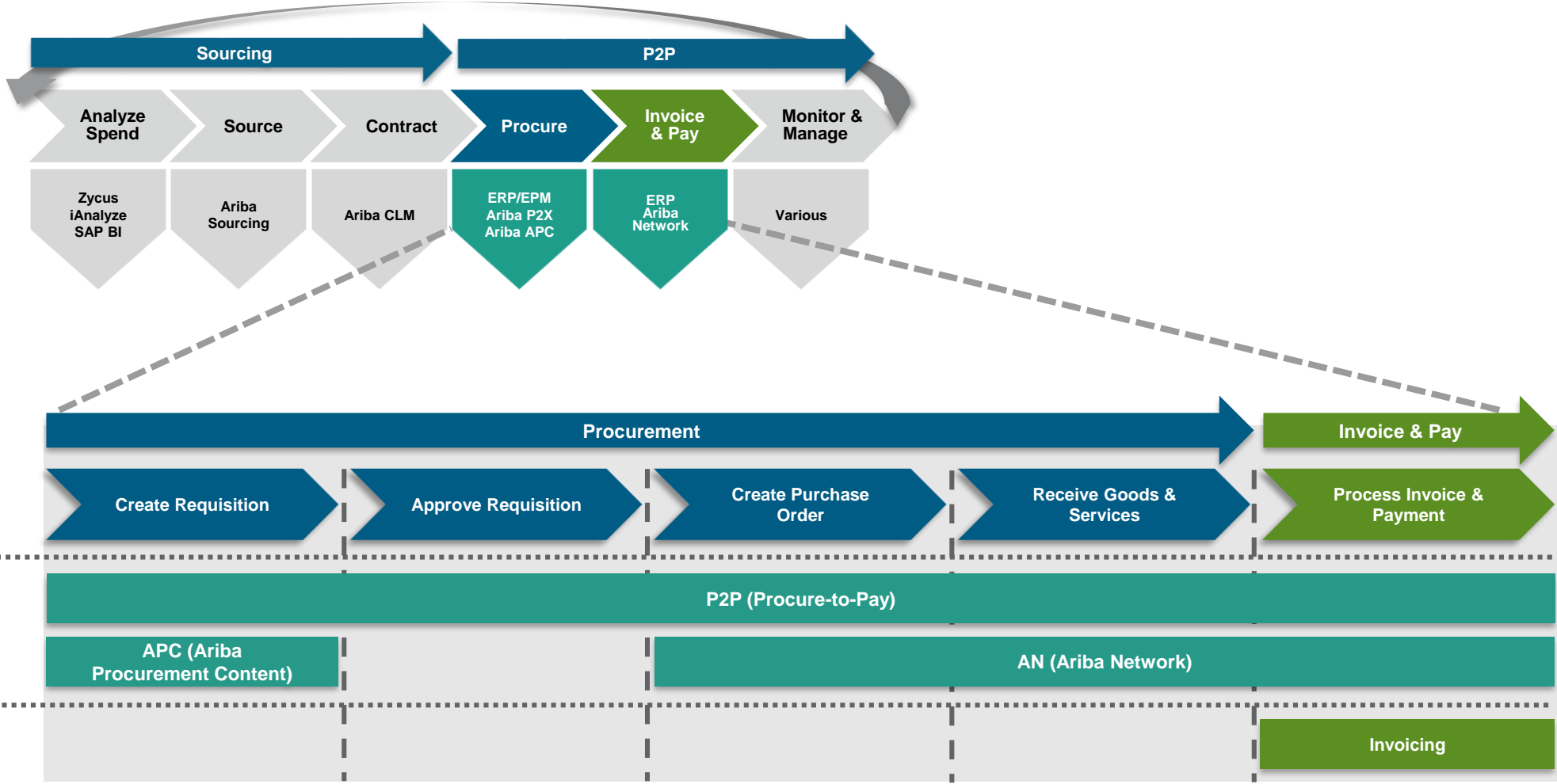
### People Strategy

Change, Communication, Education

## Future State

- Standardization
- Compliance
- Governance
- Efficiency

# Ariba to drive our procure-to-pay process



Invoice-to-Pay Solution

# Make: Plant Operations



# Data drives results in Plant Operations



**Operators**  
**Craftsmen**  
**Supervisors**



**Process Engineers**  
**Production Superintendents**  
**COE Experts**

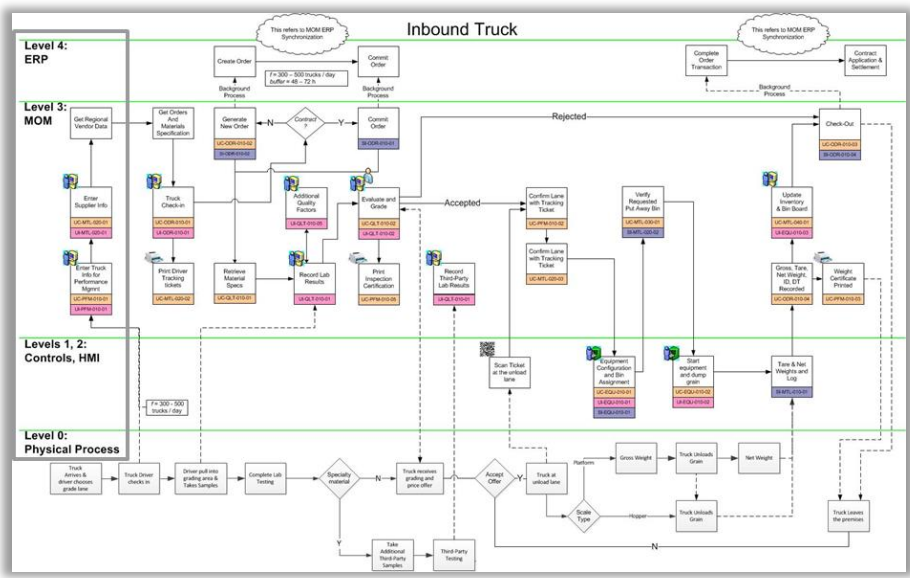
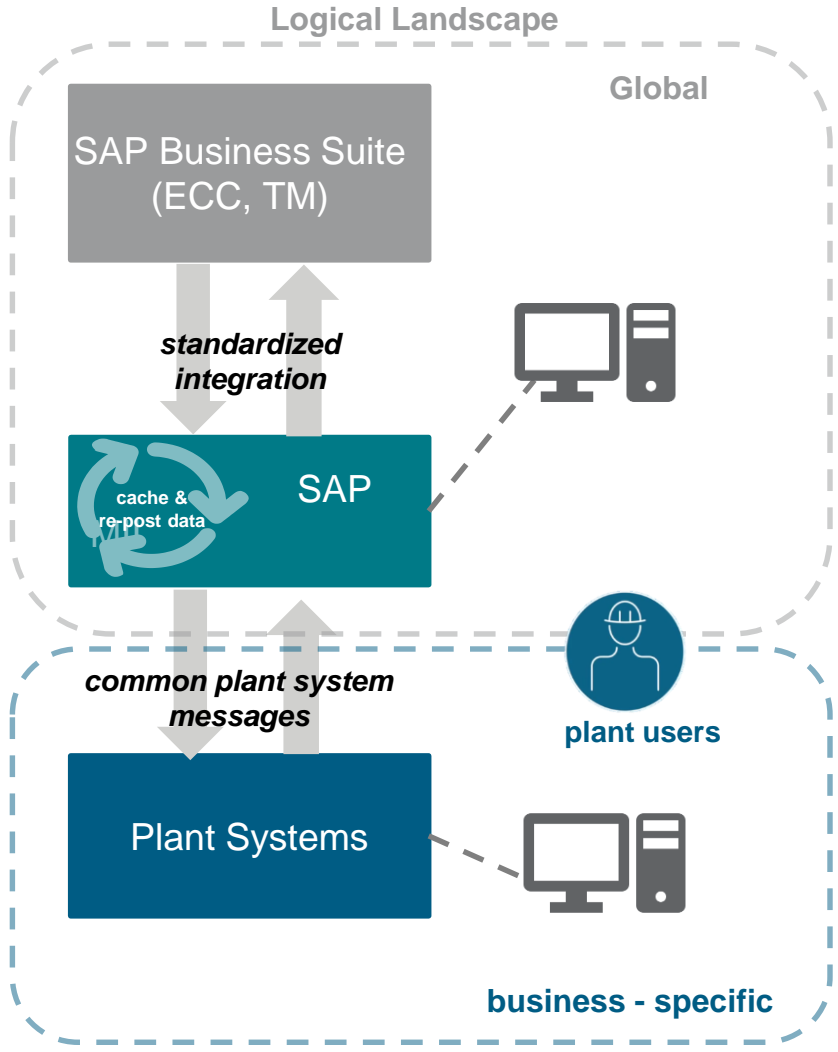


**Location Managers**  
**Regional/Global Ops**  
**Business leadership**

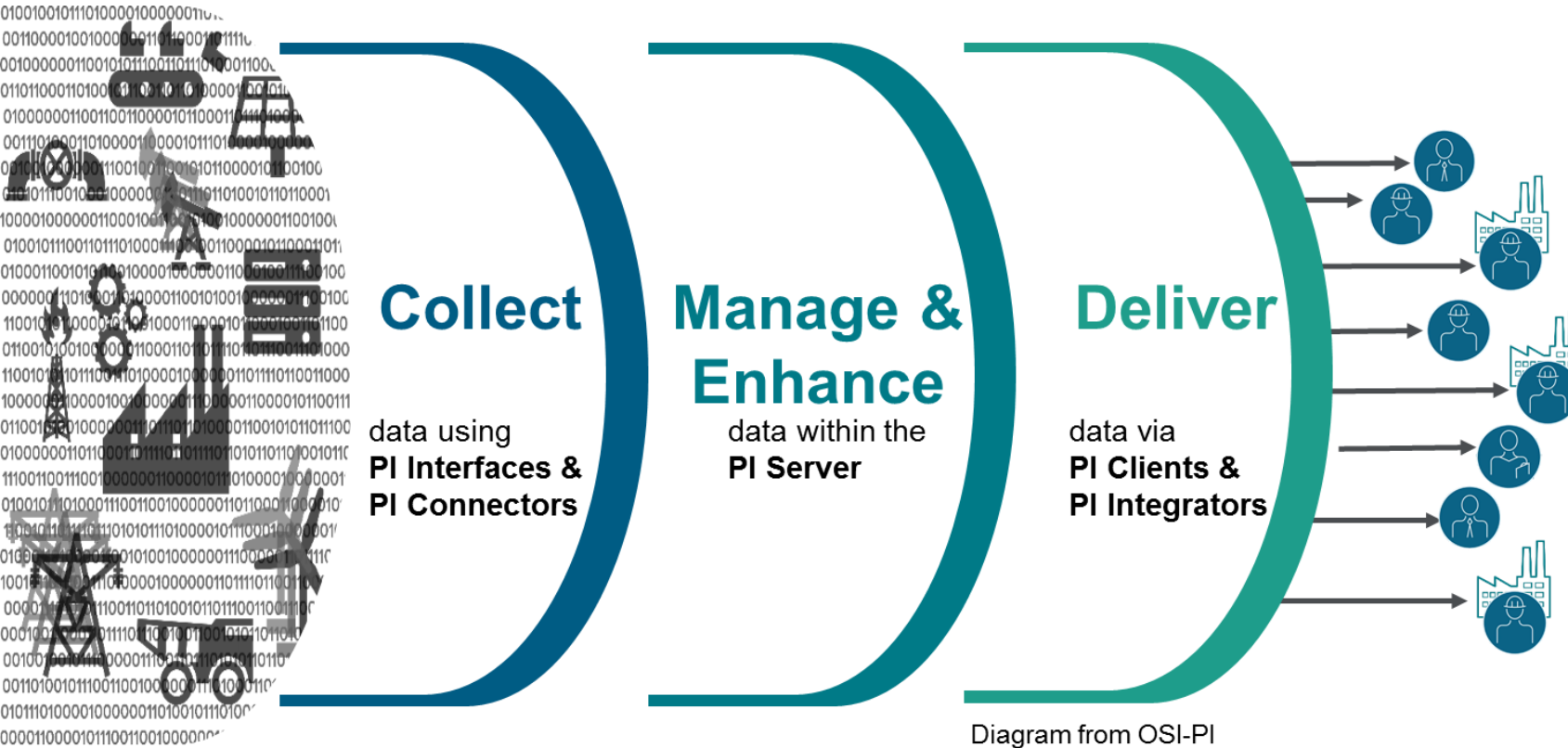




# Shop Floor Solution – MII, Savigent



# In combination with OSi-PI Data collection



**Commonality increases the speed at which we can mitigate risks and realize value**

# Deliver:

## Transportation & Logistics Management



# Why SAP Transportation Management?

## Desired common global TM:

- Leverage Consolidation activities
- Provide clear visibility to freight spend
- Harmonize carrier experience across Cargill

## TM was selected due to:

- Tight integration with ECC
- Ability to support multiple modes
- Optimization capabilities
- Capitalize on ROI



**6,300**  
users

**875**  
carriers

**~1.5 million**  
freight orders

# What Transportation Management Brings to Cargill

## Automation and Standardization

- Automatic freight order planning
- Automatic tendering or carrier assignment
- EDI and portal access for carriers to reduce phone calls
- Reporting of exception cases
- Invoice screen helps resolve discrepancies with carriers
- Match pay and tolerance process reduces manual effort





**Gaining  
experience with  
Warehouse  
Management**



**Goods receipt & put-away to bins**

**Stock transfers**

**Picking for staging & shipping**

**Product dispositioning**

**Inventory counting**

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Trading and  
Risk  
Management



Sustainable  
Supply  
Chains



Digitalization  
and  
Analytics



Market  
Insights and  
Innovations



Thought Leadership  
and Stakeholder  
Engagement



Helping the world *thrive*





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