SAP

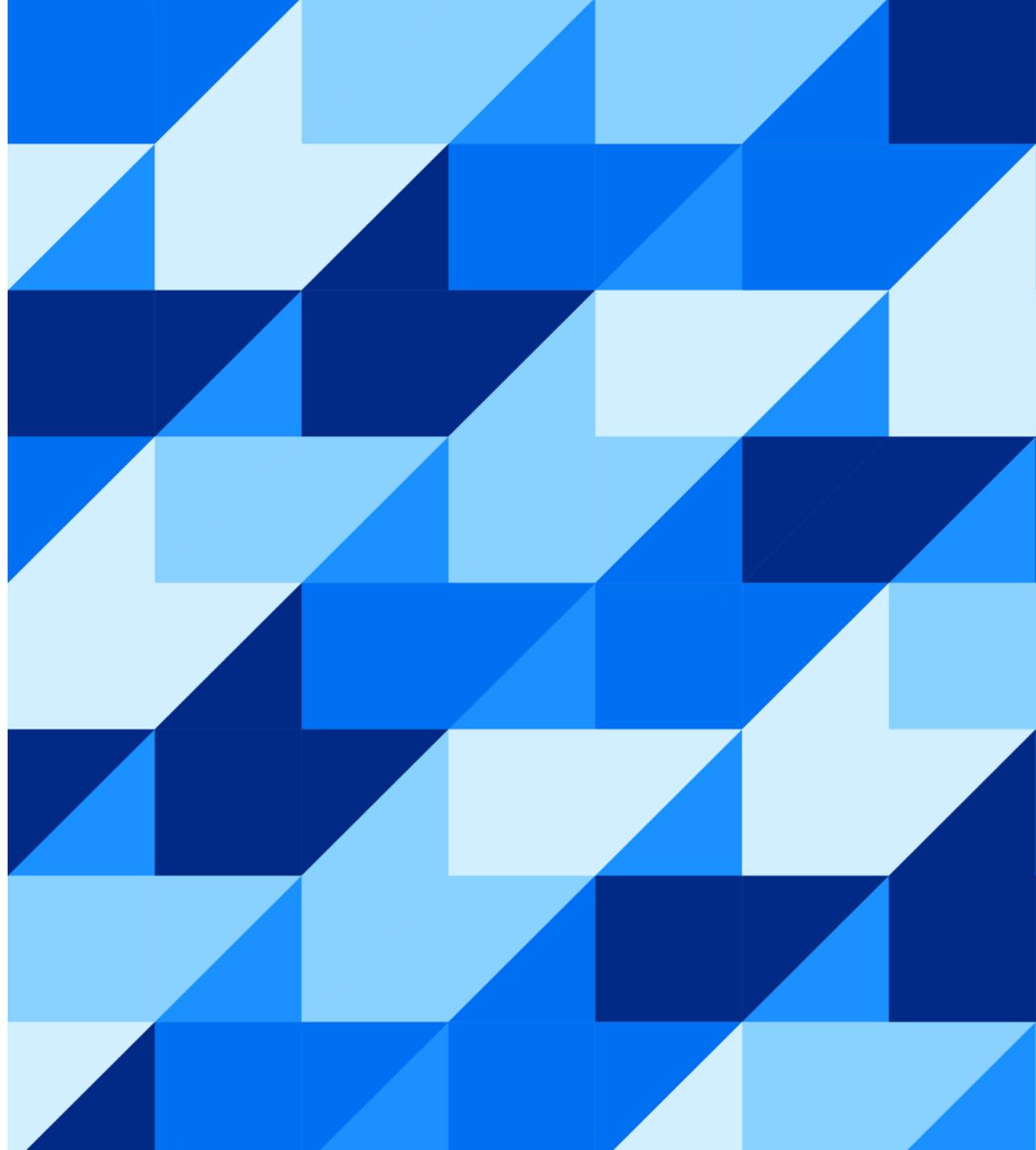# Mastering business transformation: From daunting projects to strategic transformation capability

with SAP LeanIX, SAP Signavio and WalkMe

October 16, 2025

Josèphe Blondaut, VP Product Marketing
Mat Love, Principal Product Marketing Manager

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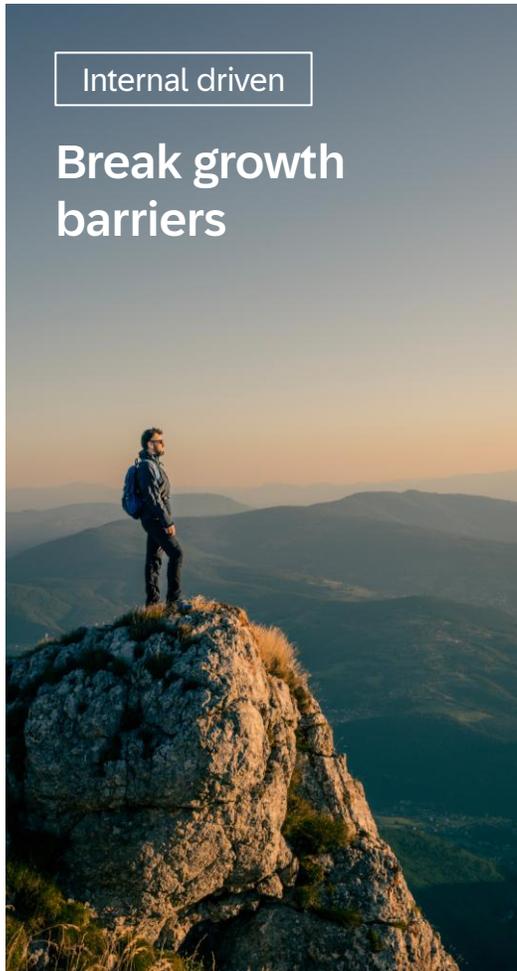
Business Transformation Management Sessions Overview
Join us in the upcoming weeks!

Session	Date & Time CET	Title	Speakers
1	Thursday, 16 October 15:00-16:00	Mastering business transformation: From daunting projects to a strategic transformation capability	Josèphe Blondaut & Mathew Love
2	Thursday, 23 October 14:00-15:00	Experience the role of SAP Signavio, SAP LeanIX and WalkMe in the integrated toolchain	Vijay Mandeep
3	Thursday, 30 October 15:00-16:00	Streamline data-driven business transformation with SAP Signavio process analysis and mining solutions	Silvio Arcangeli
4	Thursday, 06 November 15:00-16:00	Value-driven business process transformation with SAP Signavio	Jane Fu, Diana Veit
5	Wednesday, 12 November 15:00-16:00	Optimizing IT Spending Through Application Rationalization	Ruslan Shogenov
6	Wednesday, 19 November 15:00-16:00	Top ten ways WalkMe helps users complete critical tasks in any app	Arik Abel
7	Wednesday, 26 November 15:00-16:00	Visibility, governance and impact: Maximize the value of your AI agent strategy with SAP LeanIX and SAP Signavio	Seth Lippincott, Noor Naqvi & Patrizia Calvia

Register Now

Why companies transform

Internal driven

Break growth barriers

Market driven

Be ready, always

Tech driven

Stay ahead of the technology curve

In 2025
companies will invest

$5.26 trillion*

in digital transformation
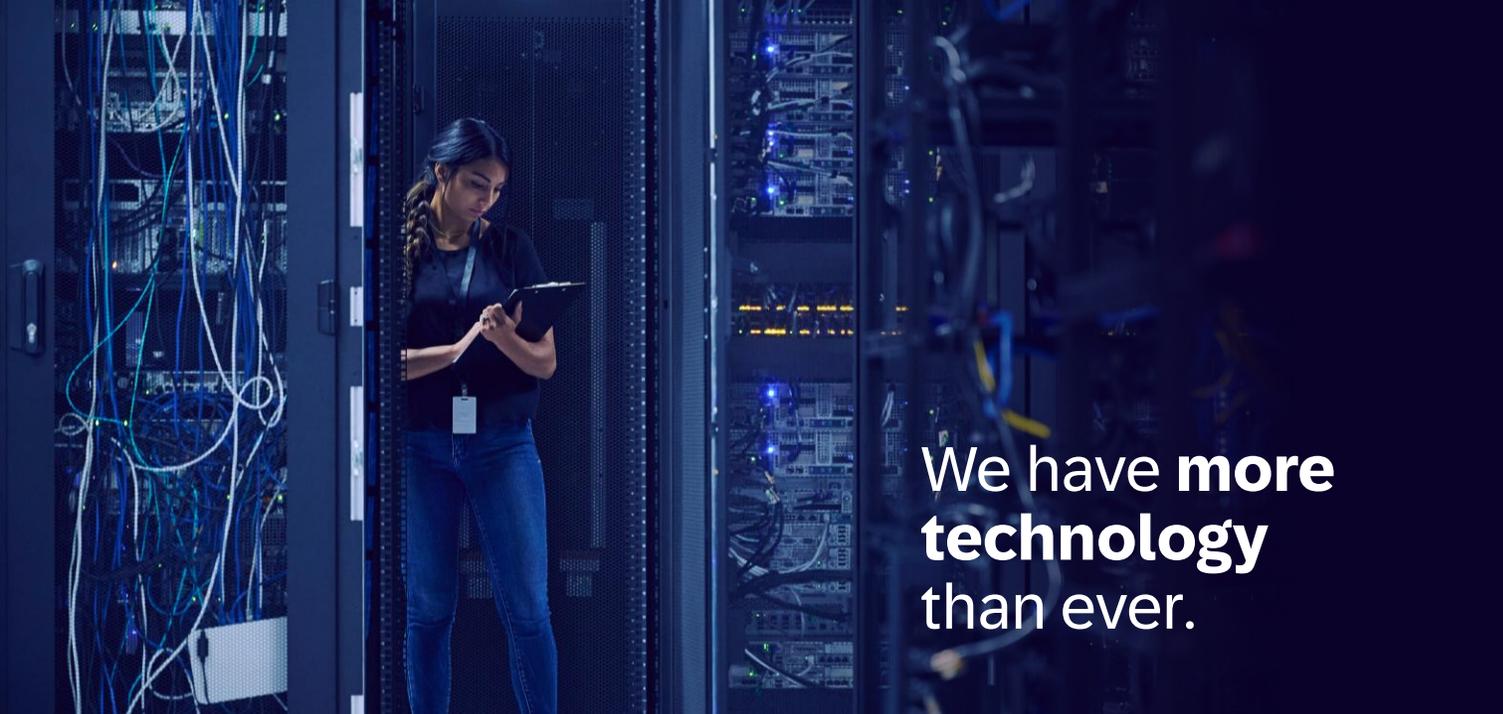
We have **more technology** than ever.

That technology is **more powerful** than ever.

Yet...

Only 6%

of organizations are future-built*

What's standing in the way
Transformation debt compounds over time

Rate of
innovation

Realized
value

**Transformation
debt**
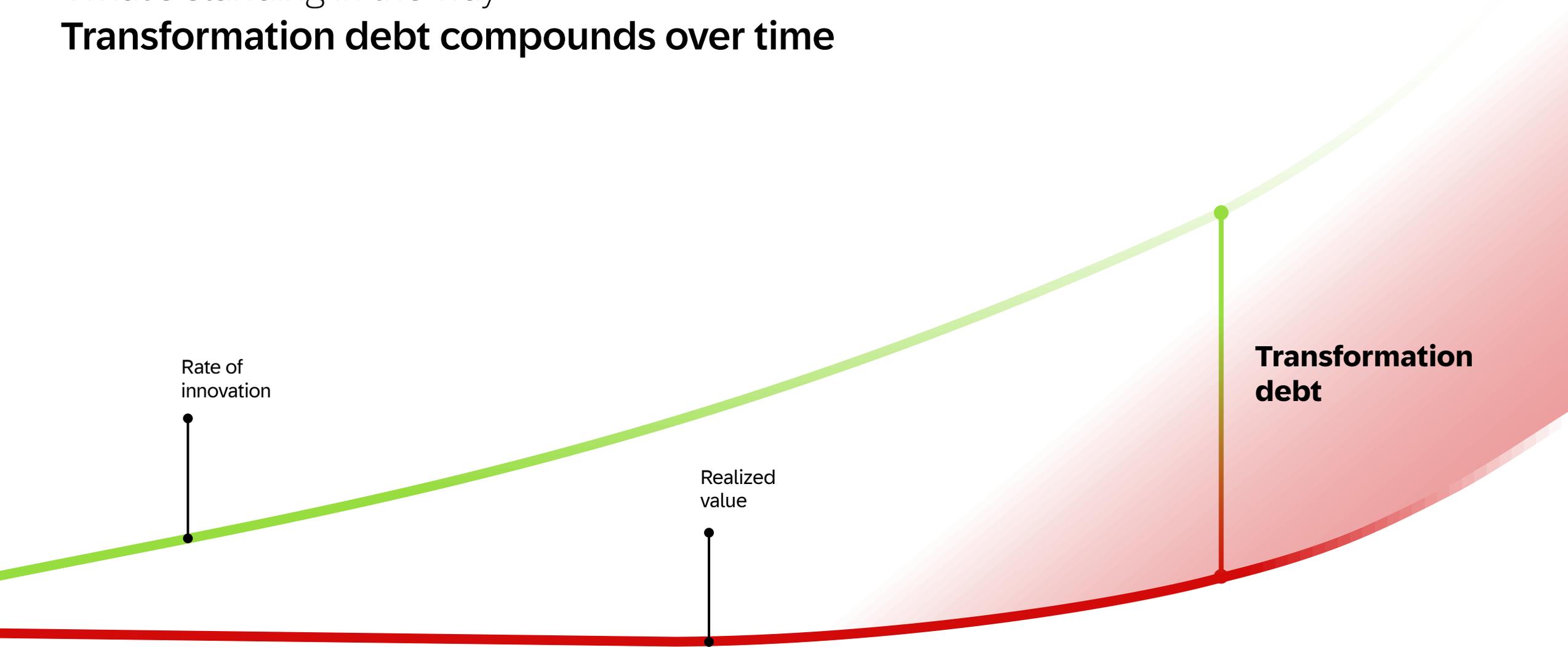
SAP and Oxford Economics research

46% are not completed on time

58% exceed budgets

42% invest in the wrong technology

41% lack agility

59% believe AI will impact transformation

35% Have an AI governance policy

Transformation
is a capability

A transformation capability delivers growth, productivity & adaptivity

People

"

How to move
to the cloud with
**clarity, speed, and
measurable value?"**

Public

Transformation Advisor ✦ powered by AI

Transformation Advisor can help you to identify and improve your business processes based on your business challenges.

Feedback

Get targeted business process improvement recommendations from SAP Signavio prebuilt analysis template

Choose the input method to get started. You can either upload a file containing your company annual financial report or type your existing business challenge in the text input.

File Upload | **Text input**

Settings

Drop file here or use the "Select File" button or "Select Example File"

Upload a company financial report document in PDF format **(Maximum: 20MB or approximately 800K words)**

Click on the file to remove it if you wish to select another file.

Select File or **Select Example File**

Analyze and get recommendations

Transformation Advisor is powered by Generative AI and all outputs should be reviewed before use. Please do not enter any sensitive personal data, and avoid entering any other personal data you do not wish to be processed.

Transformation Advisor ✦ powered by AI

Transformation Advisor can help you to identify and improve your business processes based on your business challenges.

Q2_2025_Company_Report.pdf

✦ Created with AI. Verify results before use. **Export**

7 Business Challenges

High restructuring costs impacting operating profit, affecting financial performance and requiring cost optimization strategies.

Finance ⊚ 1 ⑦

High IT spend and technical debt affecting cost efficiency, necessitating better cost allocation and resource management within IT operations.

Finance ⊚ 1 ⑦

Excessive direct and indirect spending requiring better cost control measures and budget management.

Sourcing & Procurement ⊚ 1 ⑦

Inefficiencies in the source-to-pay process due to overlapping systems, leading to increased operational costs and requiring process optimization.

Sourcing & Procurement ⊚ 2 ⑦

Manual tasks in procurement reducing productivity and increasing costs, indicating a need for automation and process improvement.

Sourcing & Procurement ⊚ 1 ⑦

Challenges in managing cash flow effectively amidst high restructuring payouts, requiring better cash flow forecasting and management strategies.

Finance ⊚ 3 ⑦

Variants and non-conformances in the procure-to-pay process leading to inefficiencies and potentially increasing costs, requiring process standardization and control improvements.

Sourcing & Procurement ⊚ 1 ⑦

Manual tasks in procurement reducing productivity and increasing costs, indicating a need for automation and process improvement.

Source to Pay

1 Recommendation

⊚ **Value Driver**
Improve Procurement FTE Productivity

≫ **Related Process**
Source to Pay

🏛 **Line of Business**
Sourcing & Procurement

📈 **Improvement Opportunities and Analysis Packages**

- Purchase requisition item creation to purchase order item creation.
  🔧 **Improvement Opportunity**
  ⤳ **Process Flow**

- Purchase order item creation to invoice receipt creation.
  🔧 **Improvement Opportunity**
  ⤳ **Process Flow**

- Purchase requisition item creation to purchase order item creation.
  🔧 **Improvement Opportunity**
  ⤳ **Process Flow**

- Purchase order item creation (without account assignment) to invoice receipt creation.
  ☆ **Innovation Recommendation**

Transformation Advisor ✦ powered by AI

Transformation Advisor can help you to identify and improve your business processes based on your business challenges.

Q2_2025_Company_Report.pdf

7 Business Challenges

High restructuring costs impacting operating profit, affecting financial performance and requiring cost optimization strategies.

Finance ◇ 1 ?

High IT spend and technical debt affecting cost efficiency, necessitating better cost allocation and resource management within IT operations.

Finance ◇ 1 ?

Excessive direct and indirect spending requiring better cost control measures and budget management.

Sourcing & Procurement ◇ 1 ?

Inefficiencies in the source-to-pay process due to overlapping systems, leading to increased operational costs and requiring process optimization.

Sourcing & Procurement ◇ 2 ?

Manual tasks in procurement reducing productivity and increasing costs, indicating a need for automation and process improvement.

Sourcing & Procurement ◇ 1 ?

Challenges in managing cash flow effectively amidst high restructuring payouts, requiring better cash flow forecasting and management strategies.

Finance ◇ 3 ?

Variants and non-conformances in the procure-to-pay process leading to inefficiencies and potentially increasing costs, requiring process standardization and control improvements.

Sourcing & Procurement ◇ 1 ?

Manual tasks in procurement reducing productivity and increasing indicating a need for automation and process improvement.

Source to Pay

1 Recommendation

⊙ **Value Driver**
Improve Procurement FTE Productivity

» **Related Process**
Source to Pay

🏛 **Line of Business**
Sourcing & Procurement

📈 **Improvement Opportunities and Analysis Packages**

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- Purchase requisition item creation to purchase order item creation.
  🔧 **Improvement Opportunity**
  ⇥ **Process Flow**

- Purchase order item creation (without account assignment) to invoice receipt creation.
  ☆ **Innovation Recommendation**

Joule

Show me my current state procurement process

Sure thing, here is your most up to date procurement process from your repository
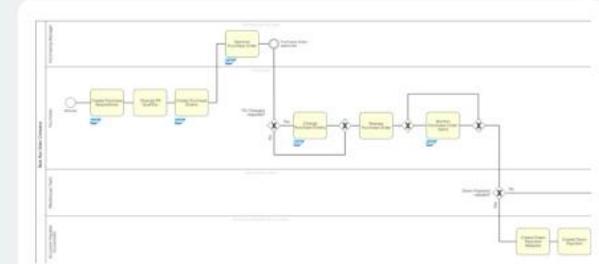
Procurement process

The diagram, conducted in SAP ECC, focuses on our company procurement process...

View Diagram
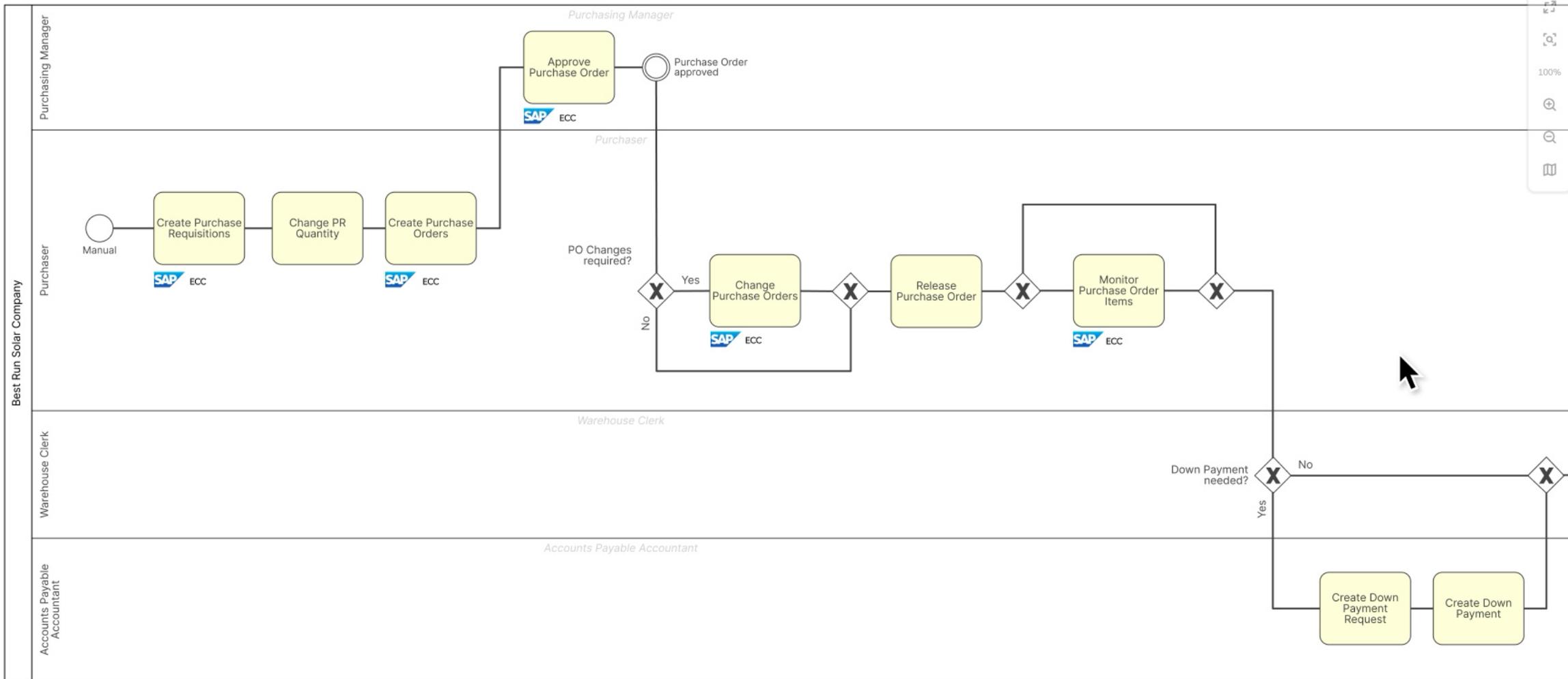
Edit Diagram

Message Joule...

Joule uses AI, verify results.

Shared Documents /

Procurement process

Diagram Page   Fact Sheet

Diagram

No comments   View (Full)   Overlays (0/1 visible)   Legend
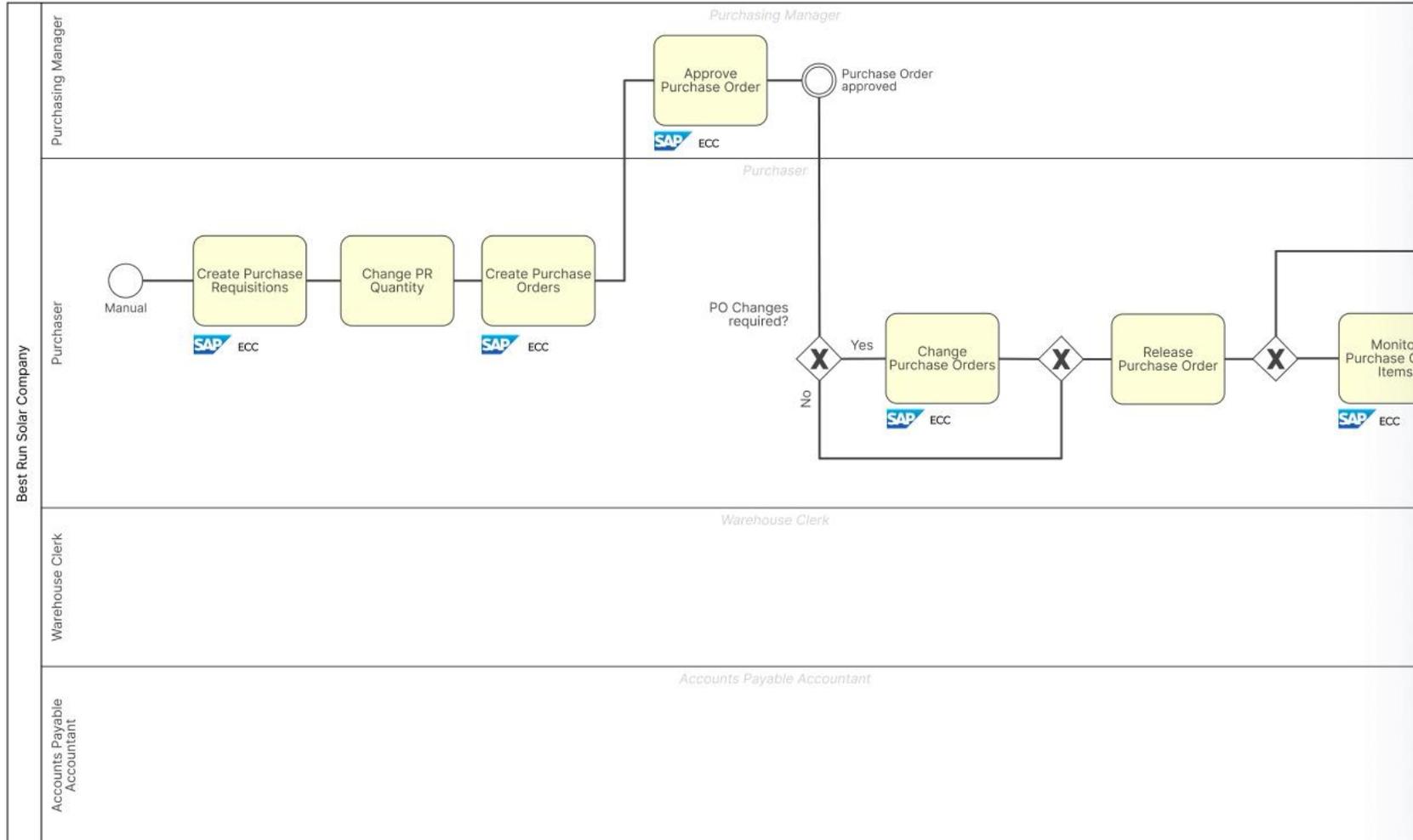
Shared Documents /

Procurement process

Diagram Page   Fact Sheet

- **Diagram**

💬 No comments

Joule

> How can i get quickly get started mining my SAP ECC data?

Start Mining for Procure to Pay in SAP   Open

ERP Central Component

The process aims to manage the procurement of direct materials, involving tasks such as creating purchase orders, predicting supplier delivery, monitoring down payments, posting goods receipt, analyzing and managing stock, and....

Start Mining for Procure to Pay in SAP Open   Open

Industries: Cross Industry

Start your SAP Signavio Process Intelligence journey to operational excellence for the procure to pay process in SAP Ariba. Gain unparalleled visibility into your purchasing workflows, identify...

Start Mining for Invoice to Pay in SAP   Open

ERP Central Component

Industries: Cross Industry Intelligence journey to operational excellence for the invoice to pay process in SAP ERP Central Component. Gain unparalleled visibility into your invoicing

Message Joule...

Joule uses AI, verify results.

Diagram elements (Best Run Solar Company)

Purchasing Manager
- Approve Purchase Order (SAP ECC)
- Purchase Order approved

Purchaser
- Manual
- Create Purchase Requisitions (SAP ECC)
- Change PR Quantity
- Create Purchase Orders (SAP ECC)
- PO Changes required? — Yes / No
- Change Purchase Orders (SAP ECC)
- Release Purchase Order
- Monitor Purchase Order Items (SAP ECC)

Warehouse Clerk

Accounts Payable Accountant

Value Accelerators

Start Mining for Procure to Pay in SAP ERP Central Component

Install   Additional Information ⧉

Description

Start your SAP Signavio Process Intelligence cross-mining journey to operational excellence for the procure to pay process in SAP ERP Central Component and SAP Ariba. Gain unparalleled visibility into your purchasing workflows, identify bottlenecks, streamline processes, and enhance efficiency. Unlock actionable insights and ensure seamless experiences. With this Value Accelerator, jumpstart your procure to pay process analysis, getting you closer to a streamlined and agile operation, driving growth and success for your organization.

The following artefacts are included in this Value Accelerator package:

• Data transformation template
• Overview dashboard (SAP ERP)
• Cycle Times dashboard (SAP ERP)

Do not miss out on checking out the deep dive content packages for procure to pay in our Value Accelerator Library!

Make sure to create a connection to your source system in order to be able to link it to your pipeline, once you have installed your Value Accelerator.

This Value Accelerator should be used with our data transformation template for SAP ERP Central Component and SAP Ariba procure to pay. For any inquiry related to the dashboards template please reach out to our support via https://me.sap.com/home.

Content Preview

SAP Signavio — Process Intelligence

Processes / Procure to Pay

Overview

Published by SAP Signavio

Number of Purchase Orders	Number of Purchase Order Items	Total PO Net Order Value	Number of Invoices
188.377	768.032	46,2T $	147.840

Average Cycle Time	Automation Rate	On-Time Delivery Rate	Late Payment Rate
7d <your target>	30% <your target>	80% <your target>	20% <your target>
2d 11h	1,9%	85,44%	24,59%

Change Rate	Conformance Rate	Maverick Buying Rate	Number of overdue invoices
5% <your target>	30% <your target>	10% <your target>	20,000 <your target>
1,64%	0,00%	0%	54.286

Current State Analysis

Create Widget | 💡 2 | 👁 | 📅 | ✨ | ⚙ Settings

Total PO Net Order Value

€874,212,956

Days Payables Outstanding

8w 5d

Ø Automation Rate Overall

💡 1

70 Target

28.70%

Ø Conformance Rate Overall

70 Target

46.09%

Variant Explorer

Generate BPMN

Start → Create PR Item → Release PR Item → Create PO Item → Delete PR Item → Release PO → Create Goods Receipt → Create FI Invoice → Set Payment Block → Change Invoice Payment Method → Change Invoice Payment Terms → Remove Payment Block → Clear Invoice → End
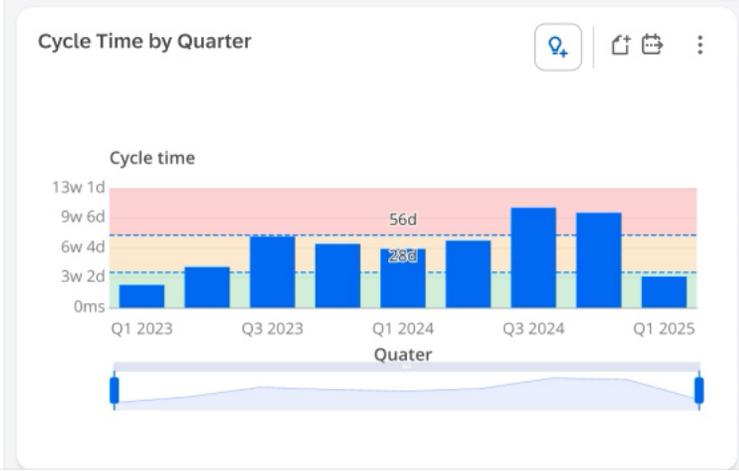
Variants

123 %

↓ Cases

1	15,450
2	7,080
3	1,995
4	1,600
5	1,592
6	1,267
7	1,251

Apply selection as filter to current dashboard

Listed variants

— 10   7   + 10

of 1220 displayed

Key Performance Indicators by Quarter

Quater	Late Payment Rate	Automation Rate	Conformance Rate	Late Delivery Rate
Q4 2024	94.04 %	26.26 %	46.16 %	20.87 %
Q3 2024	98.98 %	28.01 %	40.19 %	24.26 %
Q2 2024	96.07 %	27.68 %	38.04 %	23.75 %
Q1 2024	90.47 %	27.92 %	39.68 %	23.75 %

Cycle Time by Quarter

Cycle time

56d

288

13w 1d
9w 6d
6w 4d
3w 2d
0ms

Q1 2023   Q3 2023   Q1 2024   Q3 2024   Q1 2025

Quater

Automation By Business Object

Group of Events	# Events	Automation Rate
PR events	526,194	23.69 %
PO events	458,834	31.82 %
Invoice events	252,202	27.58 %
GI/GR events	103,902	43.00 %

Processes / Current State Analysis ∨

Current State Analysis

Total PO Net Order Value					
€874,212,956					

Days Payables Outstanding

8w 5d

Ø Automation Rate Overall   ⚲ 1

70 Target

28.70%

Variant Explorer
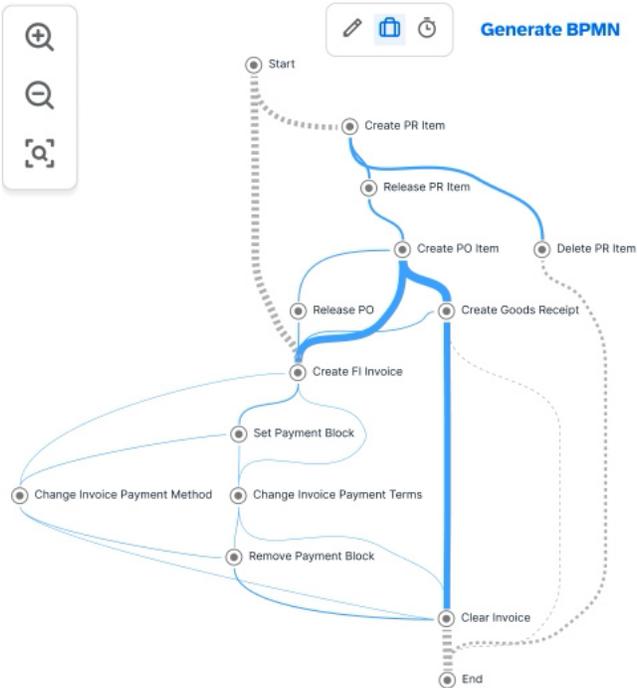
Generate BPMN

◉ Start
◉ Create PR Item
◉ Release PR Item
◉ Create PO Item   ◉ Delete PR Item
◉ Release PO   ◉ Create Goods Receipt
◉ Create FI Invoice
◉ Set Payment Block
◉ Change Invoice Payment Method   ◉ Change Invoice Payment Terms
◉ Remove Payment Block
◉ Clear Invoice
◉ End

Variants

123 %

↓ **Cases**

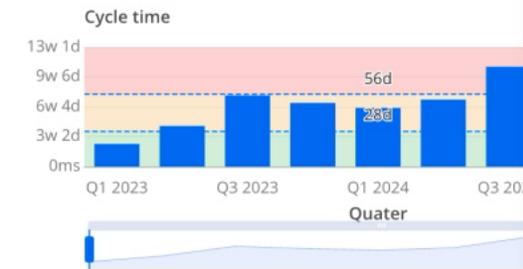|	
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▽ **Apply selection as filter to current dashboard**

Listed variants

— 10   7   + 10

of 1220 displayed

Key Performance Indicators by Quarter

Quater ⚙	Late Payment Rate ⚙
Q4 2024	94.04 %
Q3 2024	98.98 %
Q2 2024	96.07 %
Q1 2024	90.47 %

Cycle Time by Quarter

Cycle time

13w 1d	
9w 6d	56d
6w 4d	
3w 2d	28d
0ms	

Q1 2023   Q3 2023   Q1 2024   Q3 202

Quater

← ⤴ ✕

Automation rate:
Purchase requisition items created

Status	● Open
Initiative	⊞ Futurescence25 / 3.4 - Sourcing and Procurement
Assignee	DS David Smith

Details   Comments

During the initial baselining assessment, we were in the last quartile. An important improvement has been realized, we are currently in the 3rd quartile.

Business Impact	Urgency
■■■■■	■■■■■

Snapshot

Automation rate: Purchase order items created

Percentage

Your company

28.7%

9%   •   30.20%   •   65.10%

Median

⎘ New   Introduction ∨   **Overview** ∨   Purchase Requisitions ∨   Purchase Orders ∨   Invoicing ∨   Value Analyis ∨   Monitoring ∨

Initiatives / Futurescence25 / 3.4 - Sourcing and Procurement

Futurescence25 / 3.4 - Sourcing and Procurement

💬 1

Status
● In Progress

Members
MI NE DS +2

About
Owner: David Smith
Start / End: 1 Apr 2025 / 30 Oct 2025
Last update: 2 Apr 2025

Description
The goal of the sourcing and procurement implementation phase is to establish efficient and effective procurement processes within SAP S/4HANA that support the organization's strategic objectives.

Total Potential Value
EUR 57.62M

Total Value Realized
EUR 324K

Insights (18)   **Value Cases (12)**   Tasks

Profit & Loss - Total Potential Value: **EUR 57.62M**   Working Capital - Total Potential Value: **EUR 17.7M**

Value Driver [≡]	Metric / PPI Name		Baseline Date Range	Baseline	Current	Target		Source
∨ **Improve Procurement FTE Productivity (5)**							Profit & Loss EUR 43.72M	
☐	PR item creation automation rate	⧉	Nov 1, 2023 – Nov 1, 2024	9.46%	28.7%	70%	EUR 11.38M	Process Intelligence
☐	PO item creation automation rate	⧉	Nov 1, 2023 – Nov 1, 2024	10.89%	22.1%	70%	EUR 10.75M	Process Intelligence
☐	Number of manual PR changes	⧉	Nov 1, 2023 – Nov 1, 2024	33,664	1,651	500	EUR 8.25M	Process Intelligence
☐	Manual PO changes rate	⧉	Nov 1, 2023 – Nov 1, 2024	89.89%	34.2%	20%	EUR 7.24M	Process Intelligence
☐	Manual PR changes rate	⧉	Nov 1, 2023 – Nov 1, 2024	94.79%	51.18%	30%	EUR 6.1M	Process Intelligence
› **Improve Days Payable Outstanding (4)**							Working Capital EUR 17.7M	
∨ **Increase Adherence to Standardized SAP Business Processes (2)**							Profit & Loss EUR 12.21M	
☐	Non-conformance rate	⧉	Nov 1, 2023 – Nov 1, 2024	53%	53%	20%	EUR 8.21M	Process Intelligence
☐	Average Time to Adopt the Procurement Proc...	⧉	Nov 1, 2023 – Nov 1, 2024	1 month 10 days	1 month 10 days	7 days	EUR 4M	Process Intelligence
› **Reduce Overall Supply Chain Planning Cost (1)**							Profit & Loss EUR 1.69M	

Description

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2025 / 30 Oct 2025

2025

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Baseline Date Range	Baseline	Current	Target		
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Initiatives / Futurescence25 / 3.4 - Sourcing and Procurement

Futurescence25 / 3.4 - Sourcing and Procurement

💬 1 ⤢

Status	Members	About	Description	Total Potential Value	Total Value Realized
● In Progress	MI NE DS +2	Owner: David Smith Start / End: 1 Apr 2025 / 30 Oct 2025 Last update: 2 Apr 2025	The goal of the sourcing and procurement implementation phase is to establish efficient and effective procurement processes within SAP S/4HANA that support the organization's strategic objectives.	EUR 57.62M	EUR 324K

⌃

Insights (18)   **Value Cases (12)**   **Tasks**

Profit & Loss - Total Potential Value: **EUR 57.62M**   Working Capital - Total Potential Value: **EUR 17.7M**
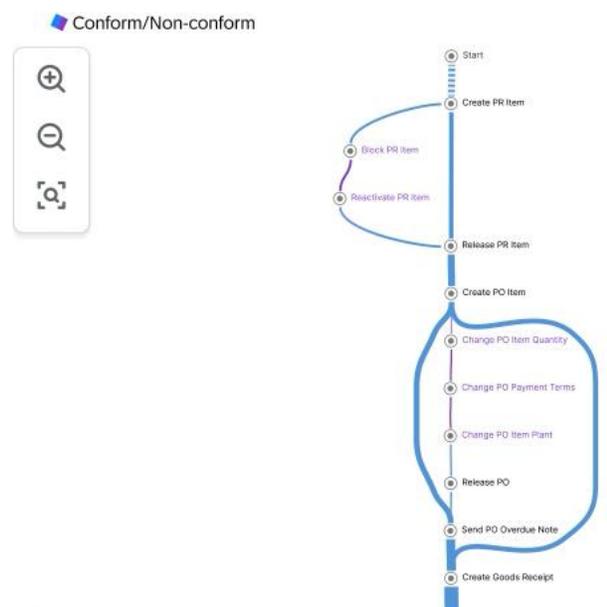
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› **Reduce Overall Supply Chain Planning Cost (1)**						Profit & Loss EUR 1.69M	

Processes / Overview ⌄

Overview

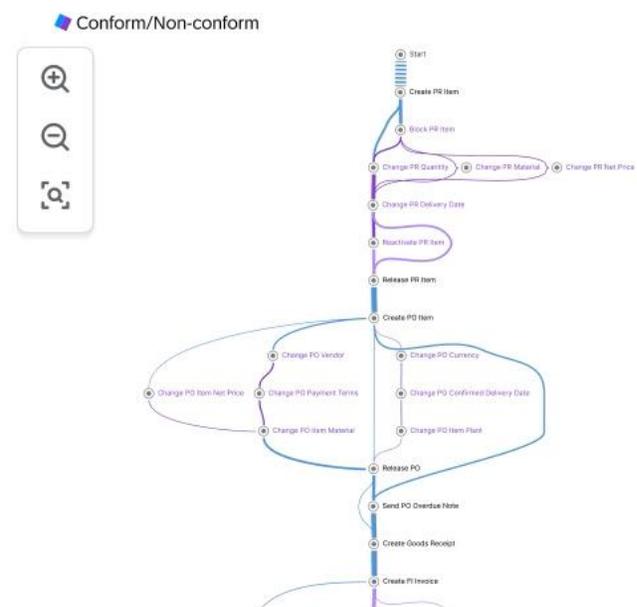Save **Create Widget** 💡 5 👁 📅 •••

Purchase Requisition by Application

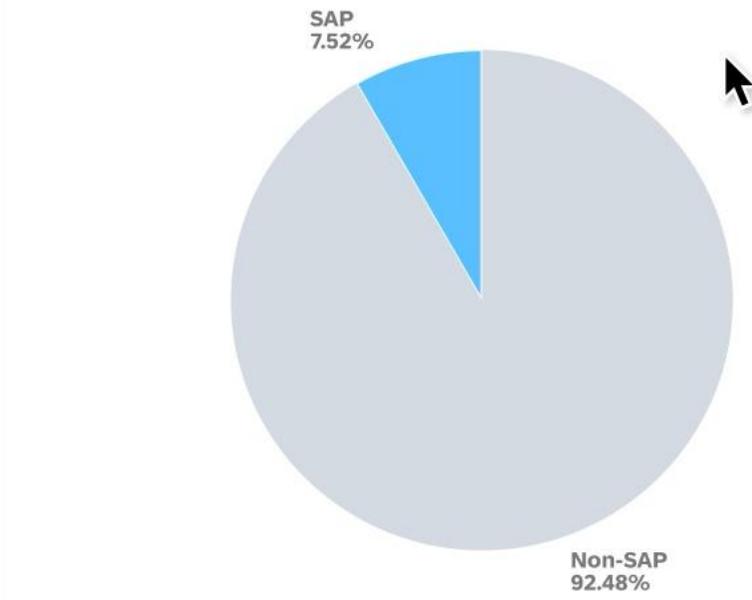| Application	Automation rate % ⚙	Change rate % ⚙	Maverick buying rate % ⚙	Conformance rate % ⚙	Average cycle time ⚙	# of PO Items ⚙
ECC	16.36	19.12	9.74	26.80	4w 6d	16150
S06	21.16	18.71	11.73	26.02	7w 2d	27356
S01	21.30	18.30	14.06	23.99	6w 4d	31475
S05	17.02	17.61	14.43	24.58	6w 2d	53761

SAP-Only Variants

🔷 Conform/Non-conform

Cross Application Variants

🔷 Conform/Non-conform

Purchase Requisition by Application (SAP or Non-SAP)

SAP
7.52%

Non-SAP
92.48%

New | Introduction ⌄ | Discovery ⌄ | Overview ⌄ | Analysis ⌄ | Side-by-side ⌄ | Value analysis ⌄

Processes / Overview ⌄

Overview

💡 5   Save   Create Widget   💡 5   👁   🗓   ⋯

Purchase Requisition by Application

Application	Automation rate % ⚙	Change rate % ⚙	Maverick buying rate % ⚙	Conformance rate % ⚙	Average cycle time ⚙	# of PO Items ⚙
ECC	16.36	19.12	9.74	26.80	4w 6d	16150
S06	21.16	18.71	11.73	26.02	7w 2d	27356
S01	21.30	18.30	14.06	23.99	6w 4d	31475
S05	17.02	17.61	14.43	24.58	6w 2d	53761

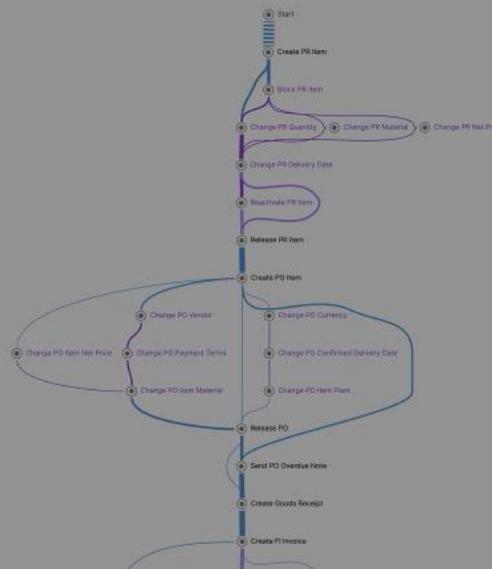### SAP-Only Variants

🔶 Conform/Non-conform

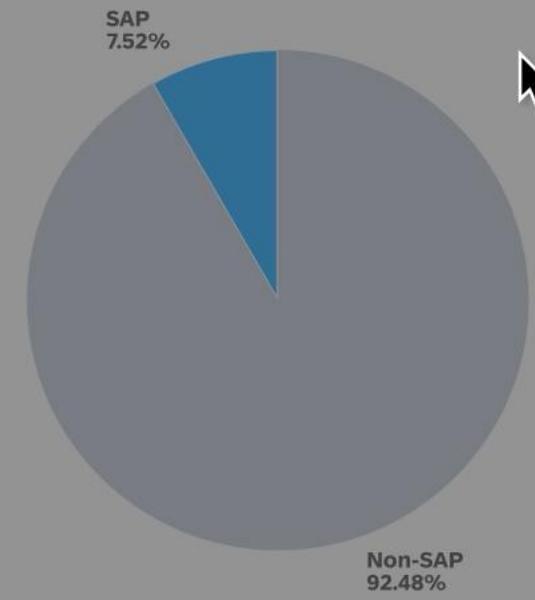### Cross Application Variants

🔶 Conform/Non-conform

Purchase Requisition by Application (SAP or Non-SAP)

SAP
7.52%

Non-SAP
92.48%

New   Introduction ⌄   Discovery ⌄   Overview ⌄   Analysis ⌄   Side-by-side ⌄   Value analysis ⌄

Application Portfolio Management ☆

+ New Dashboard · ✎ Edit Dashboard

IT Portfolio

○ n/a · ⬤ Administrative Service · ⬤ Business Operational · ⬤ Business Critical · ⬤ Mission Critical

B Corporate Services

Enterprise Strategy

Game changer 2.0
★★ ★★

Enterprise Strategy and Planning

EXCEL Planning Tool
★ ★

Idea Management

Imagine
★★★ ★★★

Innovation Management

HypeCollab · OpenInno
★ ★ · ★★ ★★

Fleet Management

Ultimo · FMS
★★★ ★★★ · ★★★ ★★★

Legal

Corporate Governance Policies

Law+
★★★ ★★★

Intellectual Property Management

AttorneyNet

B Customer Relationship

After Sales Service

Call Center Management 2.0
★★★★ ★★★

Retention & Loyalty Programs

Revenue Collector
★★ ★★

B Enterprise Strategy

SAP LeanIX · SAP Signavio Process... Suite · WalkMe
★★★★ ★★★★ · ★★★ ★★★★ · ★★★★ ★★★★

Business Process Management

SAP Signavio Process... Hub
★★★ ★★★★

Business Process Improvement

SAP Build Process Automation · SAP Signavio Process... Manager · Automate.io
★★★★ ★★★★ · ★★★ ★★★★ · ★★★ ★★★

B Finance

Oracle E-Business Suite (EBS) · SAP ECC / SAP ECC -... (FI)
★ ★★ · ★★ ★★★

Accounting & Financial Close

CIS
★★★ ★★★

Investor Relations

WebTime
★★★ ★★★

Enterprise Risk and Compliance

DocuSign · QMCheck
★★★★ ★★★★ · ★★★ ★★

Financial Operations

eBanking / CitiDirect · eBanking / CreditSuisse · eBanking / HSBC
★★★ ★★★ · ★★★ ★★★ · ★★★ ★★★

B Human Resources

Employee Experience Management

SAP SuccessFactor... HXM Suite · SAP SuccessFactor... Onboarding
★★★ ★★★★ · ★★★ ★★★

Employee lifecycle Management

Salary Compact · SAP SuccessFactor... Onboarding · EmpAppraise
★★★ ★★ · ★★★ ★★★ · ★★ ★★

HR Admin · Payroll
★ · ★ ★ ★

Expense Management

SAP Concur / Expense
★★★★ ★★★

Time Recording

Time Track
★★★ ★★★

Training & Skills Enhancements

ExecuTrack · SAP SuccessFactor... Learning
★★★★ ★★★ · ★★★ ★★★

Travel Management

SAP Concur / Expense · SAP Concur / Travel
★★★★ ★★★ · ★★★★ ★★★

Workforce Management

B IT Management

Administration and Usability

Exchange · RIM · Video Conferen
★★★★ ★★★★ · ★★★ · ★★★ ★★★

Datadog
★★ · ★★

Collaboration

Microsoft Teams · Zoom
★★★★ ★★★★ · ★★★ ★★★

Desktop services & Help desk

HP Service Desk
★★★ ★★★

Information Management

ServiceNow · Tableau · Box
★★★ ★★★ · ★★★ ★★★ · ★★★ ★★★★

BYOD Directory
★★ · ★★

Summary

🔗 Relations **25**
Ⓐ Application **7**
Ⓘ Interface **9**
Ⓑ Business Capability **1**

Source File

⧉ IT Porfolio Manual Map.png

Sourcing and Procurement

BuyingStuff2019.9 · Ivalua · MyProcurement2010.3 · Procurify · Coupa · SAP ECC – Materials Management (MM) · SAP Fieldglass

Supplier · Purchase Requisition · Purchase Order · Good Receipt · Supplier Invoice
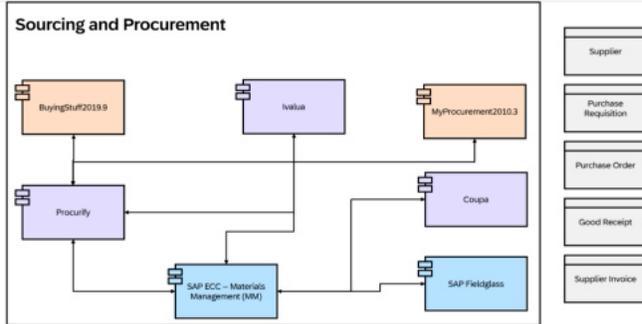
Prompt

Fact Sheets to Extract

Ⓐ Application Ⓘ Interface Ⓓ Data Object Ⓑ Business Capability

Text Prompt

Here is a map of Applications. All of the applications must be associated to the Sourcing and Procurement Business Capability. Create Interfaces for each connection between the Applications represented by the lines, link the Applications to the Interfaces.
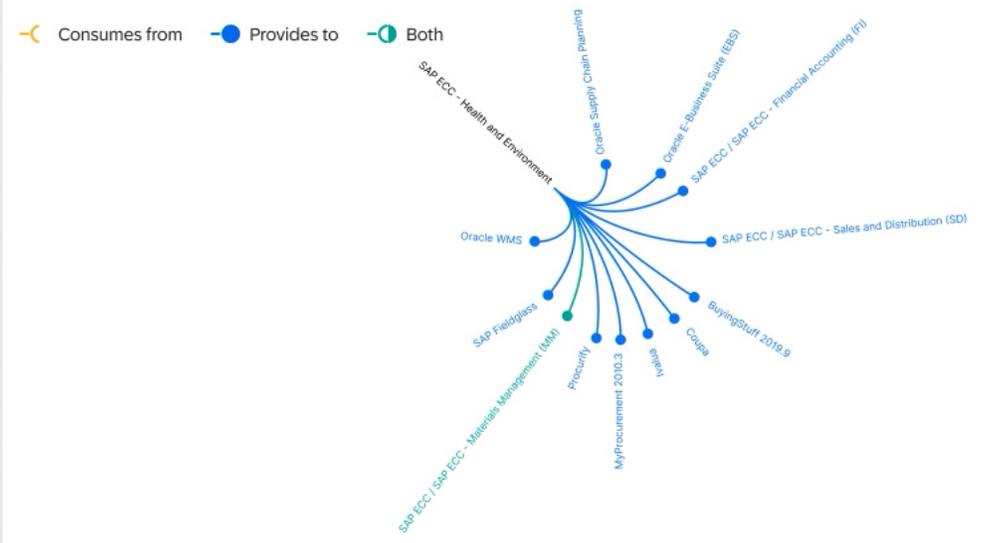
Results

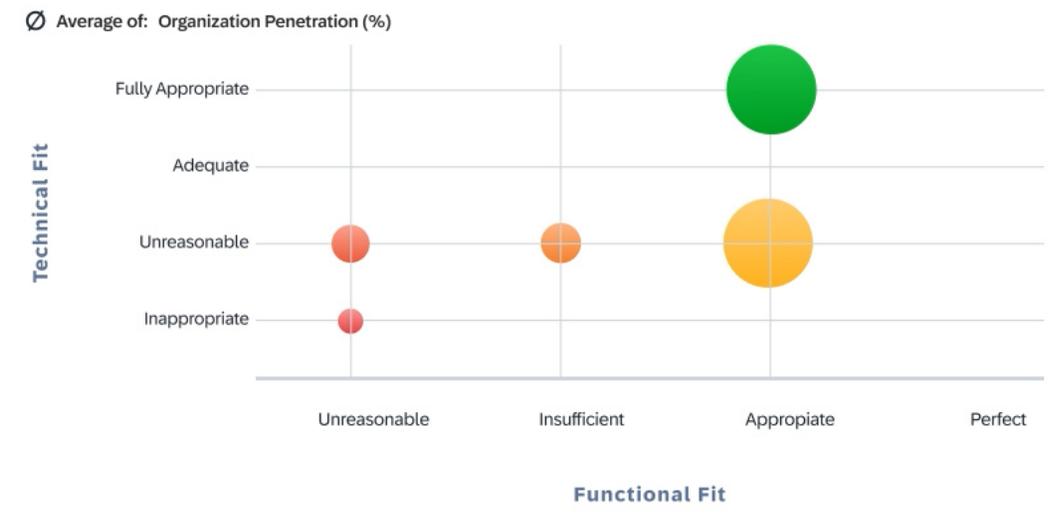| Discovered Fact Sheets **17**	Discovered Relations **25**

Name

Ⓐ BuyingStuff2019.9
Ⓐ Procurify
Ⓐ Ivalua
Ⓐ MyProcurement2010.3
Ⓐ Coupa
Ⓐ SAP ECC – Materials Management (MM)
Ⓐ SAP Fieldglass
Ⓘ Interface1
Ⓘ Interface2
Ⓘ Interface3
Ⓘ Interface4
Ⓘ Interface5
Ⓘ Interface6
Ⓘ Interface7
Ⓘ Interface8
Ⓘ Interface9
Ⓑ Sourcing and Procurement

✦ Analyze Again | Push to Inbox

Application Portfolio Management ☆

+ New Dashboard   ✎ Edit Dashboard   ⋮

Sourcing and Procurement Interfaces

◖ Consumes from   ● Provides to   ◑ Both

- SAP ECC - Health and Environment
- Oracle Supply Chain Planning
- Oracle E-Business Suite (EBS)
- SAP ECC / SAP ECC - Financial Accounting (FI)
- SAP ECC / SAP ECC - Sales and Distribution (SD)
- Oracle WMS
- BuyingStuff 2019.9
- SAP Fieldglass
- Coupa
- Procurify
- MyProcurement 2010.3
- Ivalua
- SAP ECC / SAP ECC - Materials Management (MM)

Sourcing and Procurement Applications - Fitness Analysis

Ø Average of: Organization Penetration (%)

Technical Fit (vertical axis): Fully Appropriate, Adequate, Unreasonable, Inappropriate

Functional Fit (horizontal axis): Unreasonable, Insufficient, Appropiate, Perfect

TIME assessment ⑦

Pie chart showing the TIME assessment classification for applications.

- Migrate (1) — 14%
- Invest (1) — 14%
- Eliminate (5) — 71%
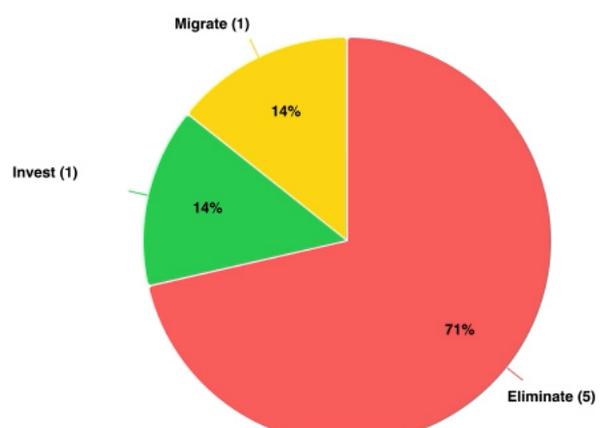
Sourcing and Procurement Applications List

Display Name	Active Users	Business Criticality	Organization Penetrat	Functional Fit	Technical Fit	Risk / Complexity	Hosting Type
⬈ BuyingStuff 2019.9	400	🔥🔥◌◌ Business Operational	5	⭐☆☆☆ Unreasonable	⭐☆☆☆ Inappropriate	❗❗❗❗ Medium	On-Premise
⬈ Coupa	250	🔥🔥◌◌ Business Operational	10	⭐☆☆☆ Unreasonable	⭐⭐☆☆ Unreasonable	❗❗❗❗ Low	SaaS
⬈ Ivalua	500	🔥🔥◌◌ Business Operational	14	⭐⭐☆☆ Insufficient	⭐⭐☆☆ Unreasonable	❗❗❗❗ Very High	SaaS
⬈ MyProcurement	250	🔥🔥◌◌ Business Operational	4	⭐☆☆☆ Unreasonable	⭐☆☆☆ Inappropriate	❗❗❗❗ Low	On-Premise
⬈ Procurify	1250	🔥🔥◌◌ Business Operational	15	⭐☆☆☆ Unreasonable	⭐⭐☆☆ Unreasonable	❗❗❗❗ Medium	SaaS
⬈ SAP ECC	3000	🔥🔥🔥🔥 Mission Critical	69	⭐⭐⭐☆ Appropriate	⭐⭐☆☆ Unreasonable	❗❗❗❗ Very High	On-Premise
⬈ SAP Fieldglass	2500	🔥🔥🔥◌ Business Critical	70	⭐⭐⭐⭐ Perfect	⭐⭐⭐⭐ Fully Appropriate	❗❗❗❗ High	SaaS

Support

Project Roadmap and Impact Analysis ☆

+ New Dashboard   ✎ Edit Dashboard   ⋮

Portfolio Impacts
Relates to Business Capabilities, Applications and their Technical Fit

○ n/a   🔴 Inappropriate   🟡 Unreasonable   🔵 Adequate   🟢 Fully Appropriate

B Sourcing and Procurement

SAP Ariba Procurement Cloud Edition	SAP Fieldglass	SAP S/4HANA - Sourcing and Procurement	Coupa	Ivalua	Procurify
★★★★	★★★★	★★★★			
added		added	removed	removed	removed
			★	★★	★

SAP ECC - Materials... (MM)	BuyingStuff	MyProcurement			
★	removed	removed			
	★	★			

Portfolio Evolution
Relates to the impacts at the Portfolio level

○ n/a   🔵 Tolerate   🟢 Invest   🟡 Migrate   🔴 Eliminate

B Asset Management	B Customer Relationship	B Customer Success Mana...	B Enterprise Strategy
+1	+1	+1	+2

B Finance	B Human Resources	B IT Management	B Manufacturing
+1 -1 -1	-2 +2 -2 -2	-1 +2 -2	+1 -1

B Marketing	B Sales	B Sourcing and Procurement	B Supply Chain
+1	+1	+2 -5	+1 -1 -1

Project Roadmap

⎆ Open in SAP Cloud ALM   ↻

Initiative	Q1-2025	Q2-2025	Q3-2025	Q4-2025	Q1-2026	Q2-2026	Q3-2
A SAP ECC - MM							
A Coupa							
A MyProcurement 2010.3							
A Procurify							
A Ivalua							
A SAP S/4HANA - Sourcing and Procurement							
A SAP Ariba							

← **Project Roadmap and Impact Analysis** ☆   + New Dashboard   ✎ Edit Dashboard   ⋮

Portfolio Impacts
Relates to Business Capabilities, Applications and their Technical Fit

Portfolio Evolution
Relates to the impacts at the Portfolio level

○ n/a ● Inappropriate ● Unreasonable ● Adequate ● Fully Appropriate

○ n/a ● Tolerate ● Invest ● Migrate ● Eliminate

B Sourcing and Procurement

SAP Ariba Procurement Cloud Edition	SAP Fieldglass	SAP S/4HANA - Sourcing and Procurement	Coupa
★★★★	★★★★	★★★★	removed
added		added	★

SAP ECC - Materials... (MM)	BuyingStuff	MyProcurement
★	removed	removed
	★	★

Sync With SAP Cloud ALM   ✕

Link to Existing Project in SAP Cloud ALM

Select project

| Futurescence25 / 3 - Implementation / 3.4 - Sourcing and Procurement   ✕ ⌄ |

Back   Cancel   **Start Syncing**

B Customer Success Mana...   +1

B Enterprise Strategy   +2

B IT Management   -1 +2 -2

B Manufacturing   +1 -1

B Sourcing and Procurement   +2 -5

B Supply Chain   +1 -1 -1

Project Roadmap   ⟲ Open in SAP Cloud ALM   ⟳

Initiative		Q1-2026	Q2-2026	Q3...
A SAP ECC - MM			🔴	
A Coupa		🔴		
A MyProcurement 2010.3			🔴	
A Procurify			🔴	
A Ivalua	🔴			
A SAP S/4HANA - Sourcing and Procurement				
A SAP Ariba				

Shared Documents

Procurement process

Diagram Page   Fact Sheet

· Diagram

💬 No comments

Purchasing Manager

Purchasing Manager

Approve Purchase Order

○ Purchase Order approved

SAP ECC

Purchaser

Purchaser

○ Manual

Create Purchase Requisitions

Change PR Quantity

Create Purchase Orders

SAP ECC   SAP ECC

PO Changes required?

✕ — Yes — Change Purchase Orders — ✕ — Release Purchase Order — ✕ — Monitor Purchase Order Items

No

SAP ECC

Best Run Solar Company

Warehouse Clerk

Warehouse Clerk

Accounts Payable Accountant

Accounts Payable Accountant

Joule

I am looking for procurement best practice processes

These are the most relevant processes from SAP best practices.
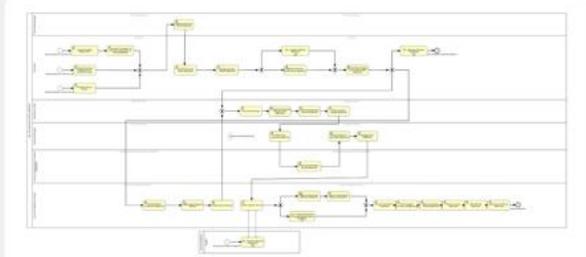
J45 - Procurement of Direct Materials

SAP Best Practices

The process aims to manage the procurement of direct materials, involving tasks such as creating purchase orders, predicting supplier delivery, monitoring down payments, posting goods receipt, analyzing and managing stock, and....

Preview Diagram

Save and Edit in Workspace

Message Joule...

Joule uses AI, verify results.

Revision 3 ⌄

Revision 4 ⌄

78%

78%

Revision 3 (left panel):

Release Purchase Order

Monitor Purchase Order Items

Down Payment needed? No

Yes

Post Goods Receipt

Create Down Payment Request

Create Down Payment

Revision 4 (right panel):

SAP S/4HANA

SAP Ariba

Supplier Delivery Prediction

Purchase Order to Invoice Automation

Purchase Order Submitted to Business Network

Yes

Change Purchase Orders

Release Purchase Order

Monitor Purchase Order Items

Supplier on Business Network?

No

Down Payment needed? No

Yes

Post Goods Receipt

Create Down Payment Request

Create Down Payment

Legend:

- Added (13)
- Attribute changed (12)
- Dictionary link changed (49)
- Element moved/role changed (26)
- Deleted (3)
- Synchronized scrolling

103 changes between Procurement process (Revision 3) and Procurement of Direct Materials * (Revision 4)

Choose revisions/
diagrams

Revision 3 ⌄

Revision 4 ⌄

78%

78%

SAP S/4HANA

SAP Ariba

Release
Purchase Order

Monitor
Purchase Order
Items

Supplier Delivery
Prediction

Purchase Order
to Invoice
Automation

Purchase Order
Submitted to
Business Network

Change
Purchase Orders

Release
Purchase Order

Monitor
Purchase Order
Items

Supplier on
Business Network?

Yes

No

Down Payment
needed?

No

Post Goods
Receipt

Yes

Down Payment
needed?

No

Post Goods
Receipt

Yes

Create Down
Payment
Request

Create Down
Payment

Create Down
Payment
Request

Create Down
Payment

■ Added (13)   ■ Attribute changed (12)   ■ Dictionary link changed (49)   ■ Element moved/role changed (26)   ■ Deleted (3)   ■ Synchronized scrolling

All ⌄ | Search

Procurement of Direct Materials ⓘ

Authoring | **Detail**

Scope

🔵 Source to Pay Optimization

Status

Design ⌄

Solution Value Flow | **Solution Process Flow**

🔲 Procurement of Direct Materials (Target) ⌄

Search 🔍 ⤓ 🖥️

➕
➖
52%

Default Flow

Create ⌄
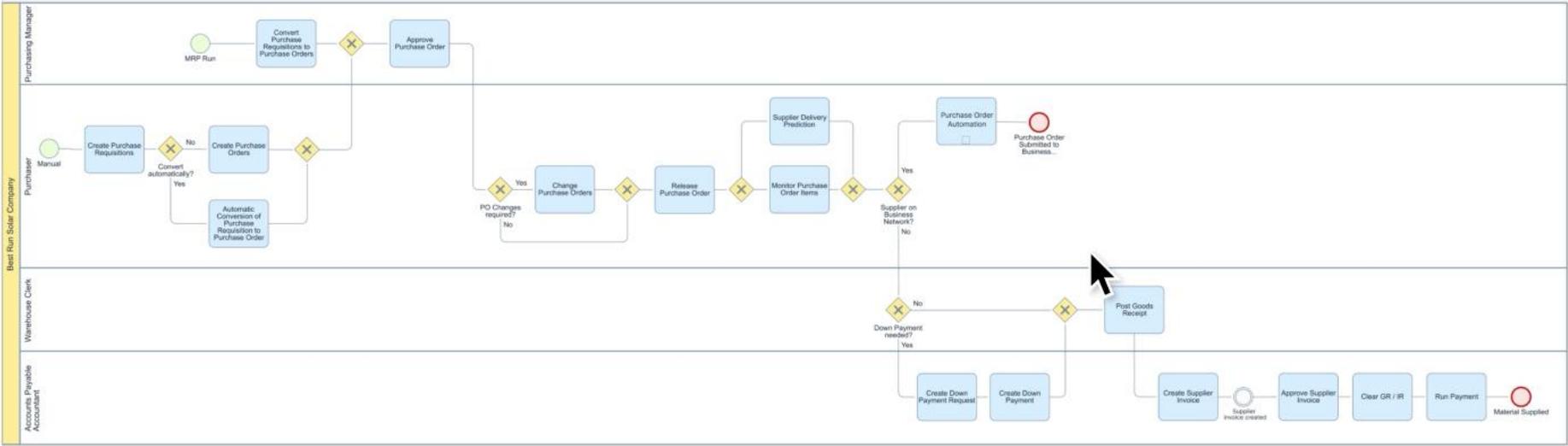
Solution Process Flow

Description | **Documents (0)** | **Requirements (4)**

Requirements (4)

Assign

Title	Status	
Automate the Invoicing	In Testing	✕
Predict the Delivery Date	In Testing	✕
Provide assistance to convert a PR	In Testing	✕
Track Purchase Order Changes	In Testing	✕

User Stories (2)

Assign

Title	Status	
End-to-End Automated Purchasing .	Blocked	✕
Purchasing Journey without Busine	In Testing	✕

Tasks (1)

Assign

Title	Status	
Prepare the Automated Testing Rou	In Testing	✕

Procurement of Direct Materials

Diagram Page   Fact Sheet

Diagram

No comments   View (Full) ⌄   Overlays   ⌄
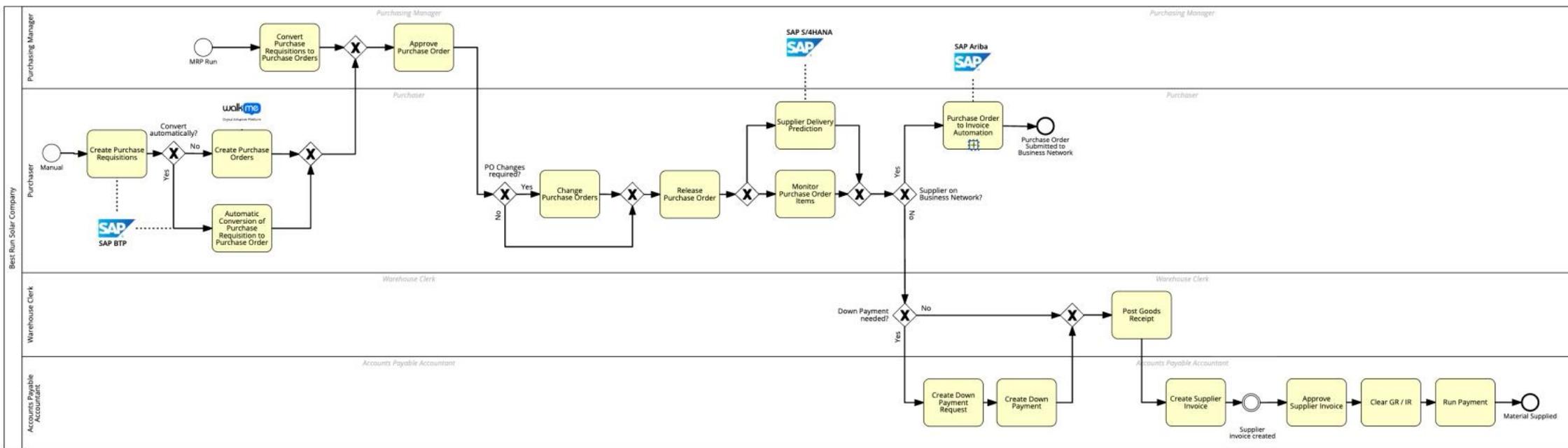
> **Variant Group:** (») 5 variants

New Purchase Order

Display Commitments   Status Details   Display Change Log

Net Value

254,000 United States Dollar (USD)

📌

General Information   Items   Limit Items   Delivery and Invoice   Supplier Contact Data   Product Compliance   Notes   Attachments   Approval Details

Basic Data

Purchasing Doc. Type: *	Currency: *	
Standard PO (NB) ⌄	United States Dollar (USD) ⧉	
Supplier: *	Language Key: *	
ABC Corp. (USSU9021) ⧉	English (EN) ⧉	

Organization

Purchasing Group: *	Company Code: *
Group 001 (001) ⧉	BestRun US (1710) ⧉
Purchasing Organization: *	
Purch. Org. 1710 (1710) ⧉	

Items (1) Standard ⌄

Search 🔍   Add from Document   Block   Unblock   Restore   Delete   Copy   **Create**   ⧉   ⚙   ⧉ | ⌄   ⊞ ⛓

Item	Item Category	Material	Short Text	Material Group	Plant	Order Quantity		Net Order Price	
10	Standard ⌄	QM003 ⧉	QM Regular	Trading Materials …	1710 ⧉	25	PC ⧉	4000.00	USD
20	Standard ⌄	QM001 ⧉	QM Regular	Trading Materials …	1710 ⧉	1.000	PC ⧉	250,000.00	USD

⣿

Limit Items Standard ⌄

Search 🔍   Block   Unblock   Restore   Delete   **Create**   ⧉   ⚙

Item	Short Text	Expected Value	Overall Limit	Contract for Limit	Contract Item f	Account Assignment Category	Product Type Group

No items available.

Transformation capability:
The new operating model for transformation

SAP business transformation solutions

- Adopt a people-centered approach
- Align IT and business
- Increase visibility and measurement
- Develop an AI-ready foundation
- Build for constant change

The outcomes of managing transformation as a capability:

Mining

BHP

$500M

value created by transforming business processes and breaking down silos

Consumer Packaged Goods

Nestlé

1.5M

hours returned to the business

Banking

بنـك أبـوظبـي الأول
FAB
First Abu Dhabi Bank

25%

reduction in applications across enterprise landscape following merger
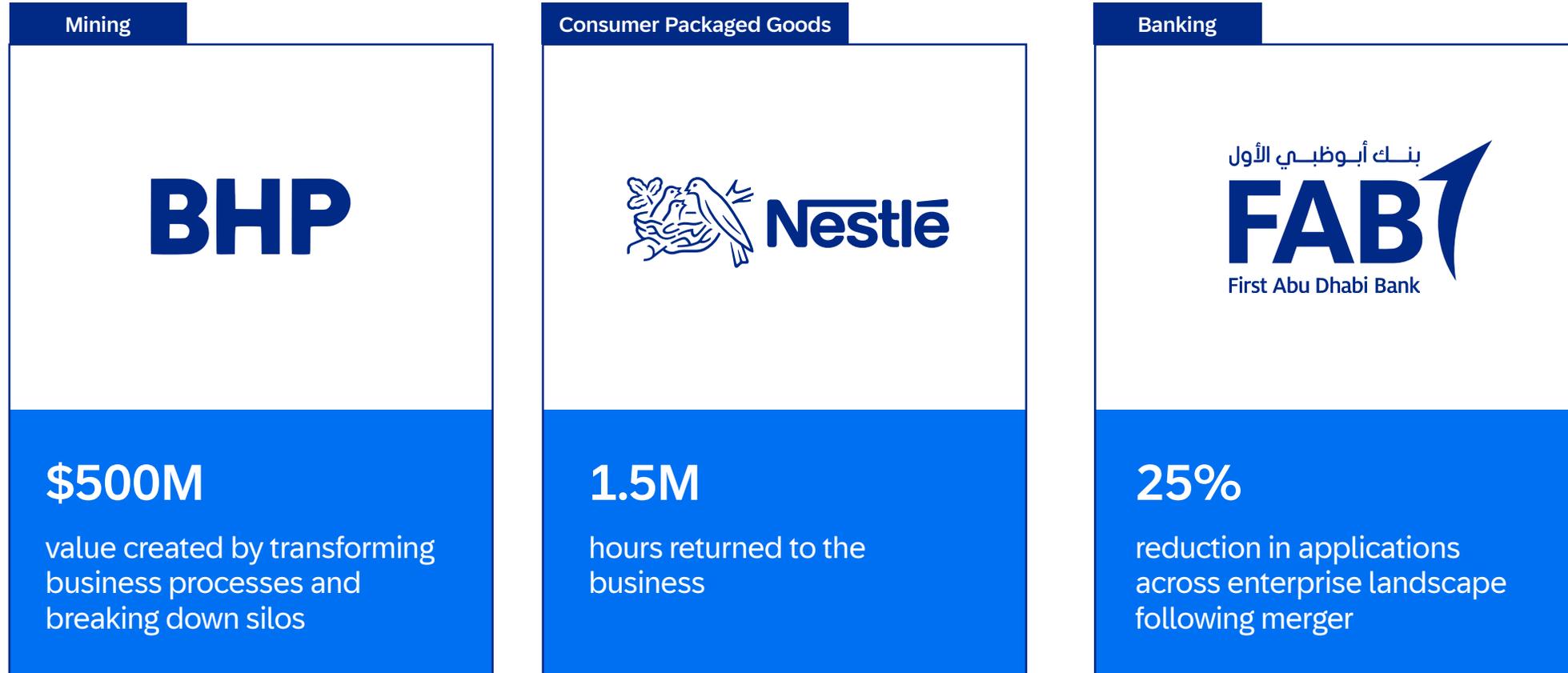
Why Us?

End-to-end transformation capability
built with best-in-class applications

Contextual intelligence
across people, processes, applications
and data

Industry expertise
benchmarks and expert network...

SAP solutions for business transformation management **are required equipment** for any business looking to build a **transformation capability** so that they can continuously navigate **change.**

Time for Q&A

Let's begin shaping our tomorrow.

Contact information:

Name: Josèphe Blondaut, VP Product Marketing
Email: josephe.blondaut@sap.com

Name: Mat Love, Principal Product Marketing Manager
Email: mathew.love@sap.com

SAP Bring out your best.

Follow us

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