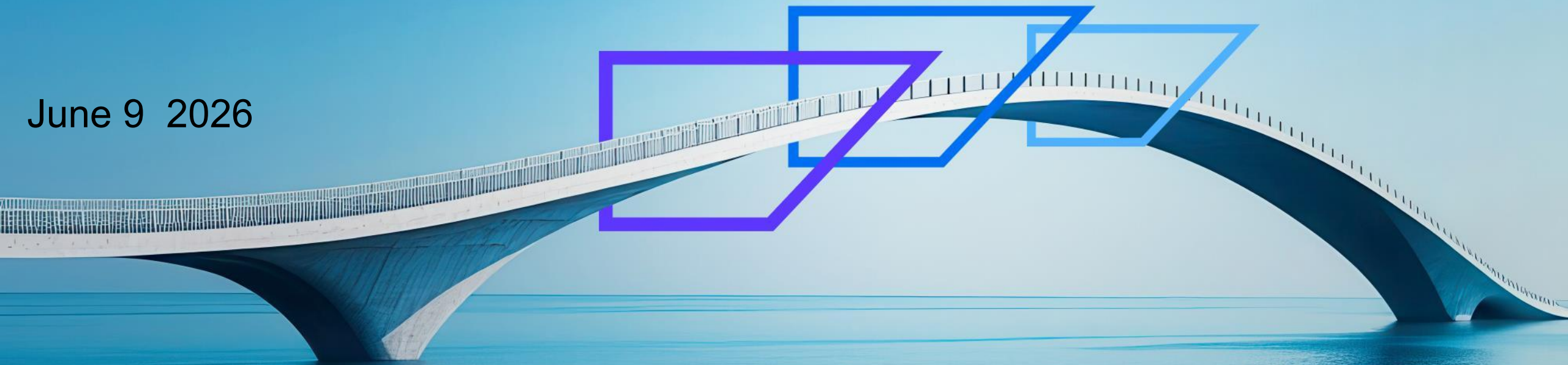
Accelerate to Cloud:

Move from SAP APO to SAP integrated Business Planning

June 9 2026



SAP CUSTOMER EVOLUTION

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Agenda

01 SAP IBP Innovations , Adoption and Product Strategy

02 AI in SAP Integrated Business Planning

03 Customer Evolution Program

04 Customer Evolution Kit

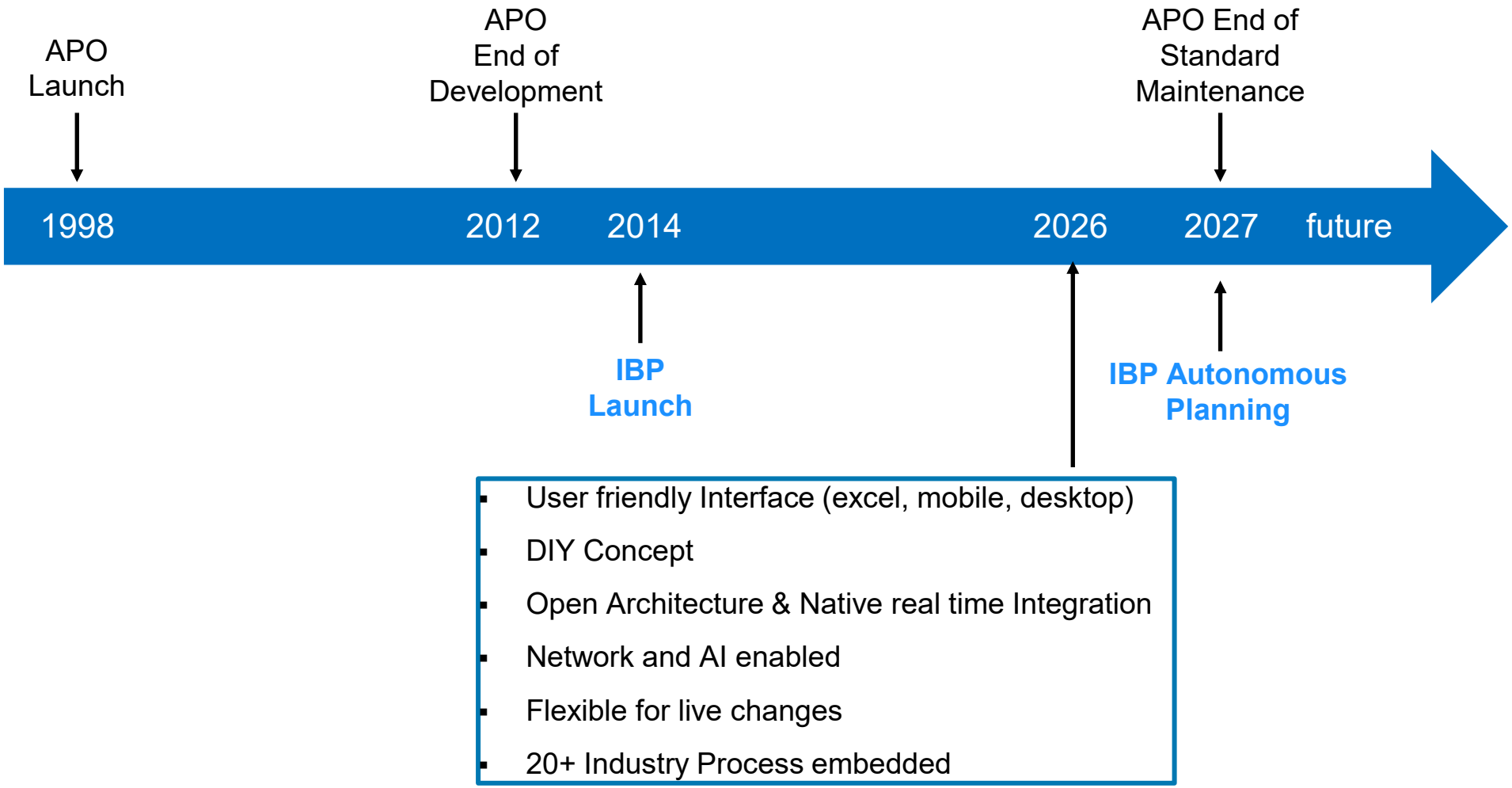
05 Partner Support and Resources

06 Value Content and Customer Stories

SAP Integrated Business Planning

Innovations and Adoption

SAP Innovations in SCM Plan



Where Are Our Customers?

50%
EMEA/MEE

36%
AMERICAS

14%
APAC



79
Countries

24
Industries

10
of Gartner's Top 25 Supply Chains use SAP IBP

~USD 6.6 Trillion
Planned value for SAP IBP customers globally

SAP IBP Customers Feedback

We achieved **top customer choice status** across major software review platforms.
SAP IBP has emerged as the clear leader in supply chain planning, receiving top ratings consistently across Gartner Peer Insights, Trust Radius, and G2!

Gartner Peer Insights

SAP IBP achieved the highest customer satisfaction rating at

4.8/5

over the past 12 months.

4.8 rating on **Gartner** Peer Insights highlights **strong customer satisfaction and successful implementations.**

TrustRadius

SAP IBP wins 'Buyer's Choice' 2026 and 'Top Rated' 2025 awards rating:

8.4/10



Winning the **TrustRadius Buyer's Choice Award** for 2026 validates our **customer-centric approach and reinforces our market leadership.**

G2

SAP IBP was identified as a leading solution rating:

4.3/5

G2 "Leader" status, backed by the largest review community, demonstrates our **broad market reach and consistent customer satisfaction.**

Scalability and Growth

Unprecedented volume

SAP IBP productive systems collectively managed **8.1 trillion planning points*** in 2025.

Scalability & growth

The total data volume of all SAP IBP productive systems grew by **29% year-on-year**.

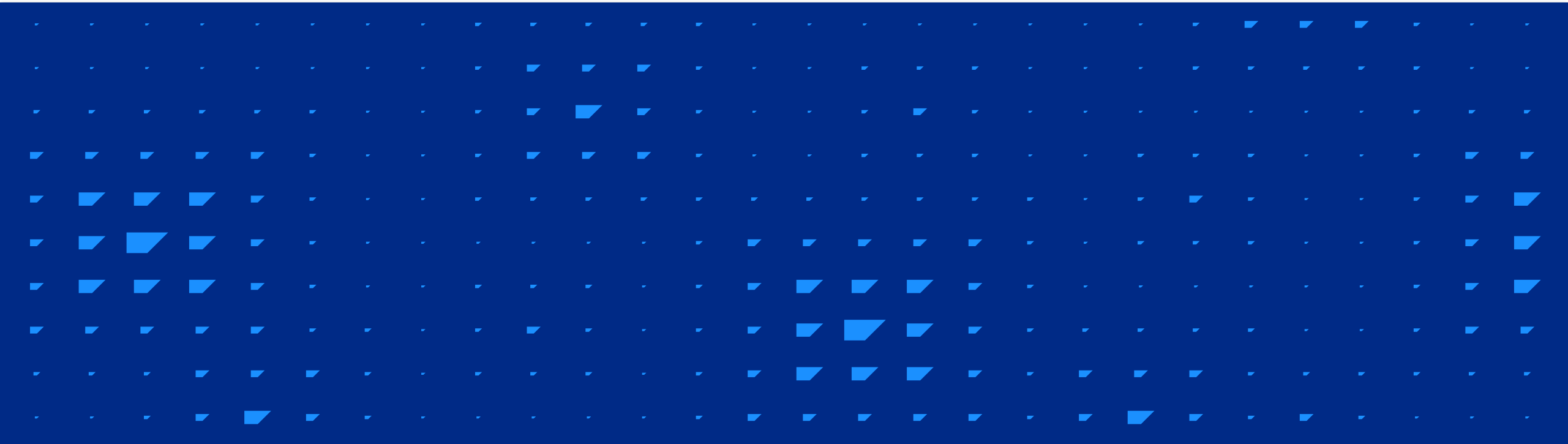
Record data handling

Each customer manages an average of **7.5 billion planning points.**

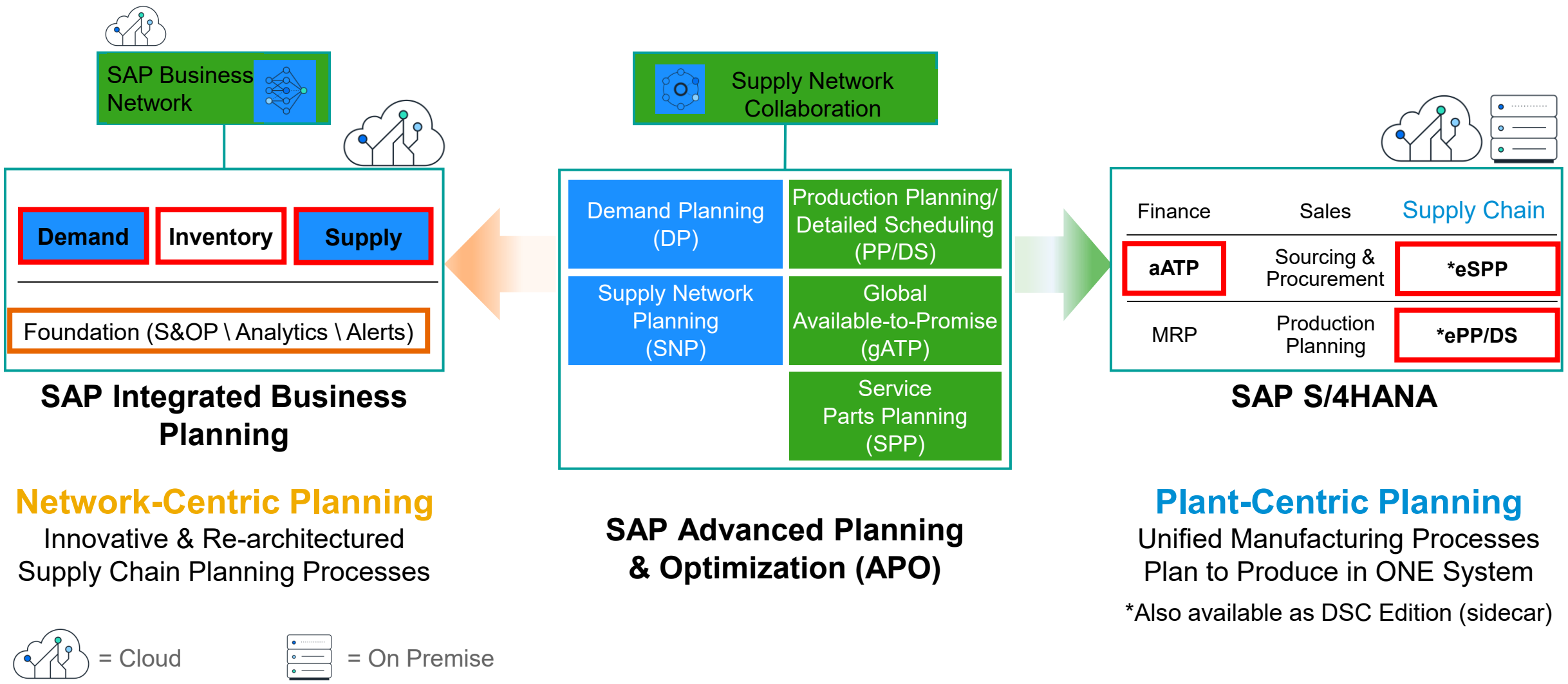
The largest individual customer handled **300 billion planning points,** with the largest single productive system reaching **150 billion points**.

***Planning points** are defined as the total number of stored key figure values in the SAP IBP system, taking into consideration the number of stored key figures, planning combinations, time periods and scenarios/versions. A planning point is similar to a planning cell in a spreadsheet.*

Innovations in SAP Integrated Business Planning



APO Transformation Strategy



What is new in IBP for demand?

In comparison to APO DP

Demand Sensing



Create short-term forecast to drive better fulfillment and inventory reduction

Statistical Models



Additional forecasting algorithms, including ARIMA and Machine Learning techniques

Time Series Analysis



Determine data patterns as part of a more robust best-fit methodology

Segmentation



Robust segmentation tools based on volume and variability

Forecast Accaccuracy



Flexible forecast accuracy calculations and support for Forecast Value Add analysis.

Driver Based Planning



Model and evaluate impact of events that will affect your demand plans

Improved Usability and User Acceptance



Excel user interface for planning. Web-based Fiori apps for setup of forecast models, segmentation and forecast error calculations

Simulation Capabilities



Easier scenario creation and evaluation

Embedded Analytics



User generated dashboards and ad-hoc analytics for any key figure or KPI

Exception Management



Robust alerting with user subscription model to reduce alert overload*

Process Management



Manage the demand planning process and timing*

*Additional licensing may apply

What is new in IBP for supply? (1/2)

Compared to APO SNP

Aggregated Constraints



Model constraints at a higher level, respected by both the priority and optimization algorithms in order to create a material & capacity constrained supply plan

Response Planning



Fast planning run with aligned prioritization of supply planning and demand / order confirmation. Respond to demand changes instantly (order-based)

Allocations Planning



Creation of product allocations for Available-to-Promise process based on multi-level supply plan considering prioritized demands and pegging functionality (order-based)

Supplier Constraint Integration



Integration of supplier commit via SAP Business Network collaboration and consideration as constraint in planning runs

Load Building



Now supports Inbound scenario from supplier. Supports internal distribution, Outbound with VMI (Roadmap)

Supply Chain Adjustments



Manual adjustments as flexible demands/constraints to create supply receipts where feasible
Source-side manual adjustments to determine where and when to push a product

Switchable Constraints



Switch on/off individual constraint types via a planning run profile to analyze/simulate impacts on planning results or investigate bottlenecks

Pegging



Visibility how supplies are allocated to pegged demands using order networks and dedicated Web UIs for analysis

Exception Management / Gating Factors



Robust alerting with user subscription model to reduce alert overload
Gating factors to provide **root cause analysis** why demands could not be fulfilled or are delayed

What is new in IBP for supply? (2/2)

Compared to APO SNP

Optimization Cost Maintenance



Optimizer cost definition and assignment through flexible rules/attributes using a planning run profile
Override for time dependent cost maintenance through additional cost key figures

Deployment Optimization – Cost Generation



Automatic deployment cost generation based on business attributes

Supply Chain Master Data Dependency Analysis



Show dependencies for finite planning that are based on production data structure, connecting transportation lanes, shared resources, and shared supplier constraints

Improved Usability and User Acceptance



Excel user interface for planning (bucket view). Web-based Fiori apps for setup of profiles and viewing order details (order view)

Simulation Capabilities



Fast scenario creation, sharing and evaluation

Embedded Analytics



User generated dashboards and ad-hoc analytics for any key figure or KPI

Process Management



Manage the supply planning process and timing*

Synchronized Planning



Purpose built process support and real time integration with live updates to and from S/4HANA PPDS

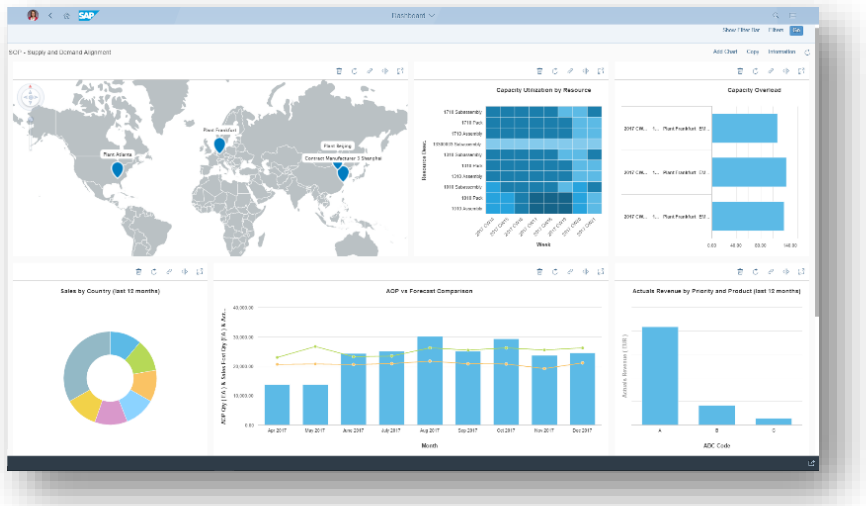
Characteristics Based Planning



Plan at a lower level of granularity, enabling better decisions and improved processes based on specific attributes of products \ resources \ demands

*Part of S&O, additional licensing applies

Unified User Experience



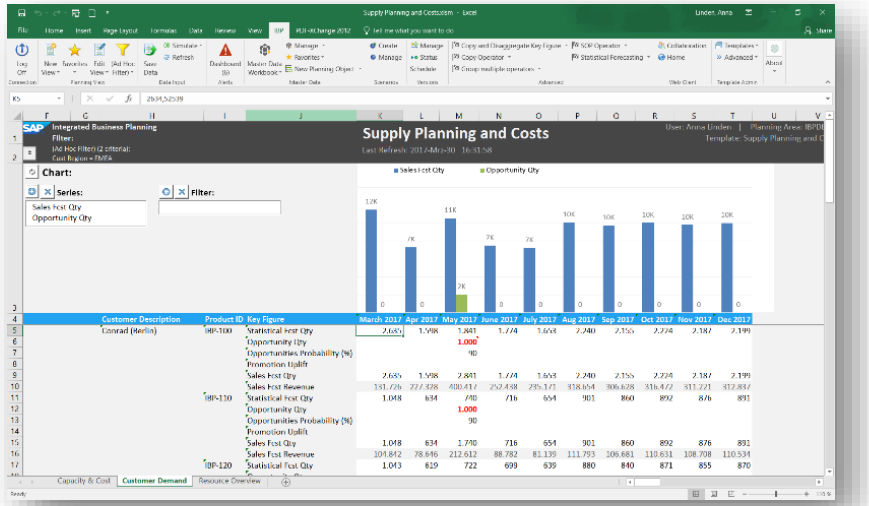
Browser-based WebUI

- Planner's Workspace
- Fiori Apps
- Real time insight & monitoring
- Exception handling & alerts
- S&OP Process & Task Management

Planners and Business Users

Administrators

Consultants



IBP Add-In for Microsoft Excel

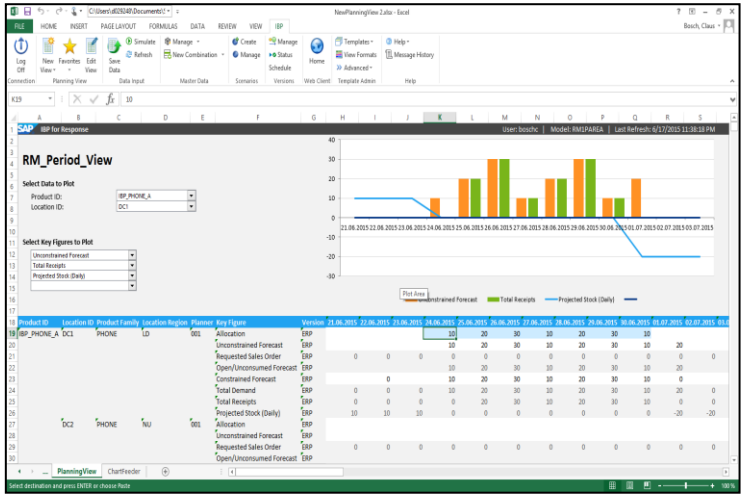
- Real-time insight & monitoring to analyze the data
- Advanced planning and data management
- Real-time what-if scenario simulations
- Master Data Management

Planners and Business Users

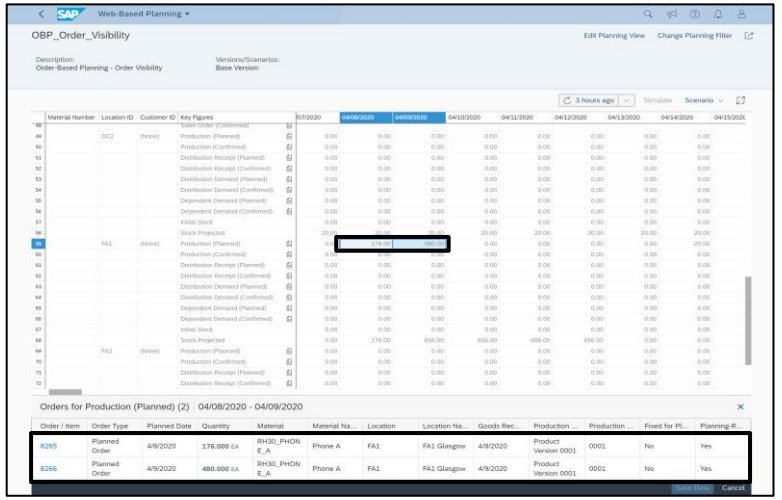
Consultants

Data Visibility apps for Supply Planning

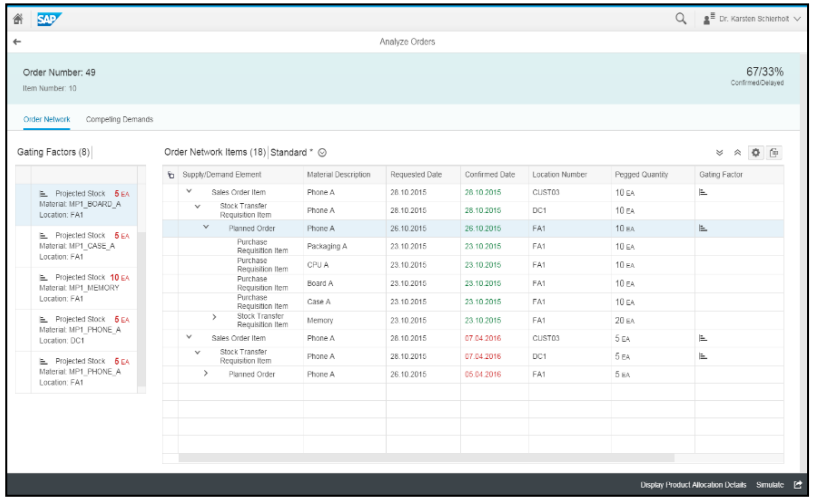
View Planning Results in Excel



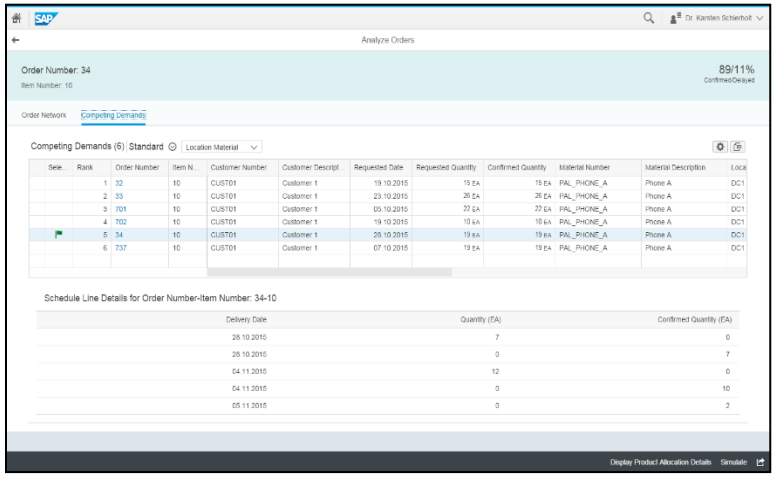
Web Based Planning View



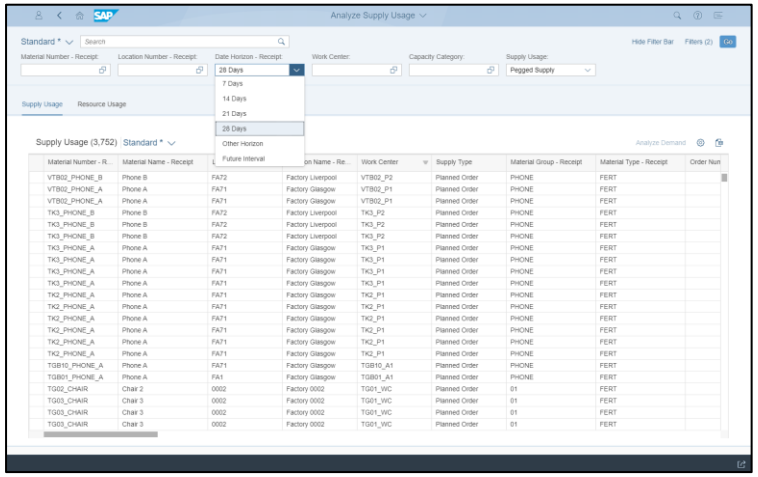
Gating Factor and Order Network



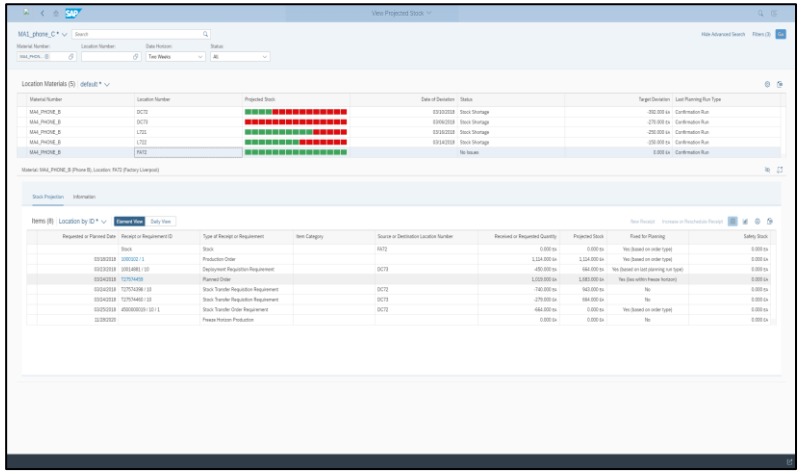
Analyze Competing Demands



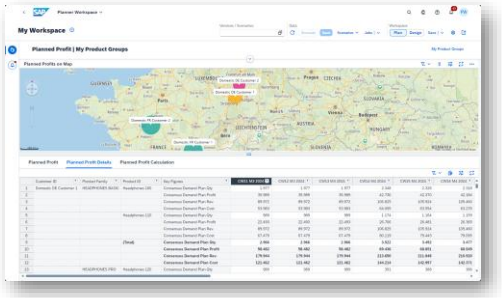
Analyze Supply Usage



Projected Stock

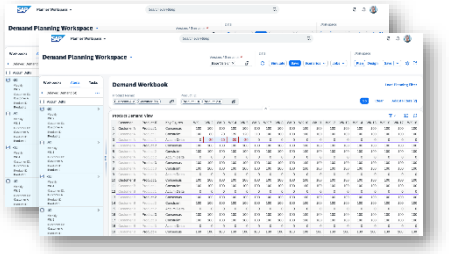


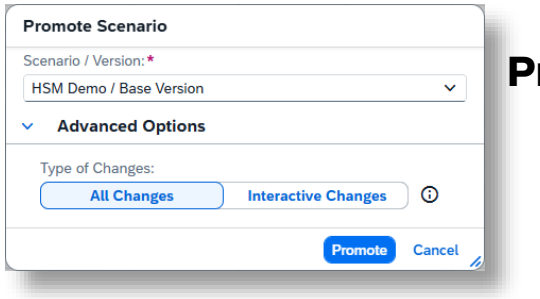
Harmonized Scenario Management



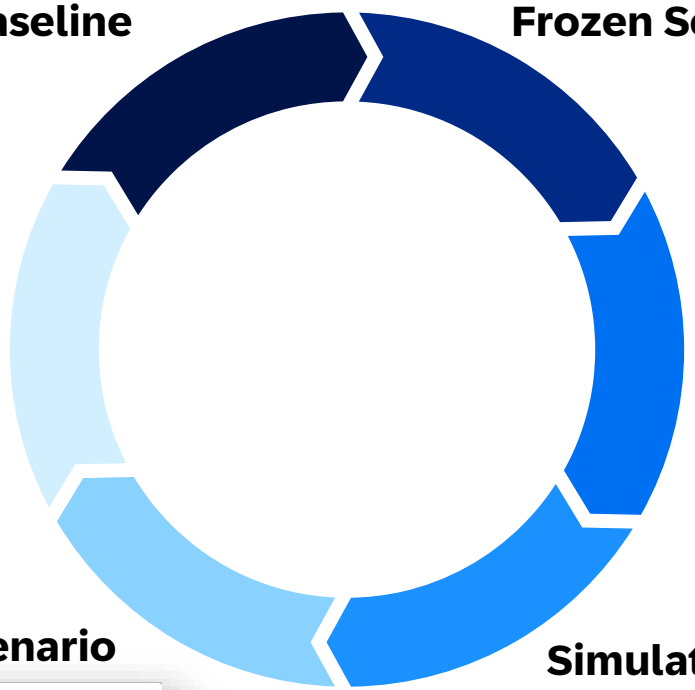
Planning Baseline

Shine-Through Scenario
Frozen Scenario



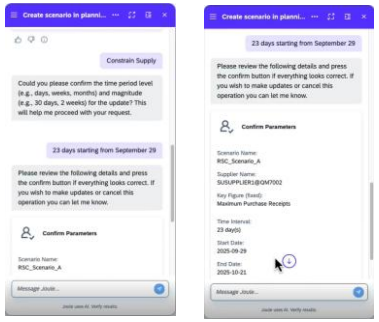


Promote Changes to Baseline



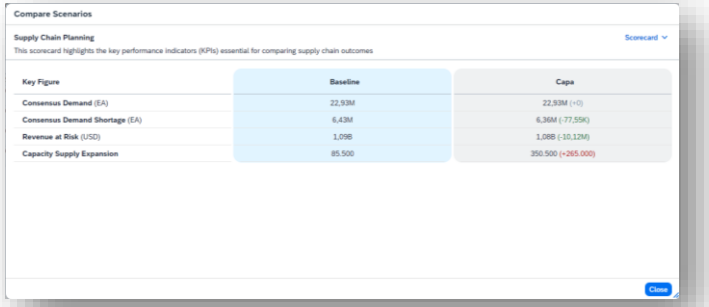
Change What-If Situation

Transactional Data
Master Data



Supported by SAP Joule

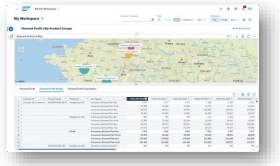
Compare Scenario



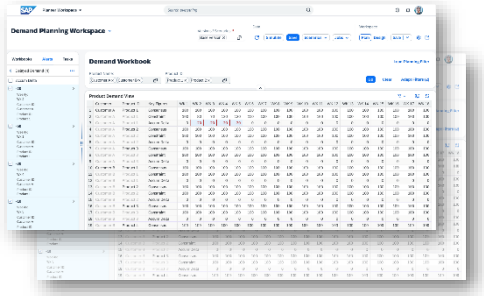
Simulate Impact

Your Use Case Determines the Type of Scenario

Shine-Through Scenario



Baseline

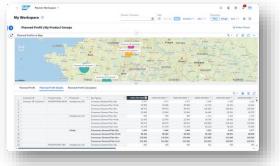


Shine-Through Scenarios

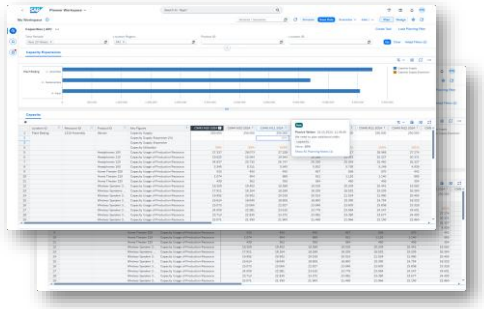
Ideal for short-term, operational scenarios

- Baseline changes “shine through” during scenario planning
- Planner works with latest updates within the scenario
- User interactions and planning changes in scenario overrule updates from baseline

Frozen Scenario (Planned Future Capability)



Baseline

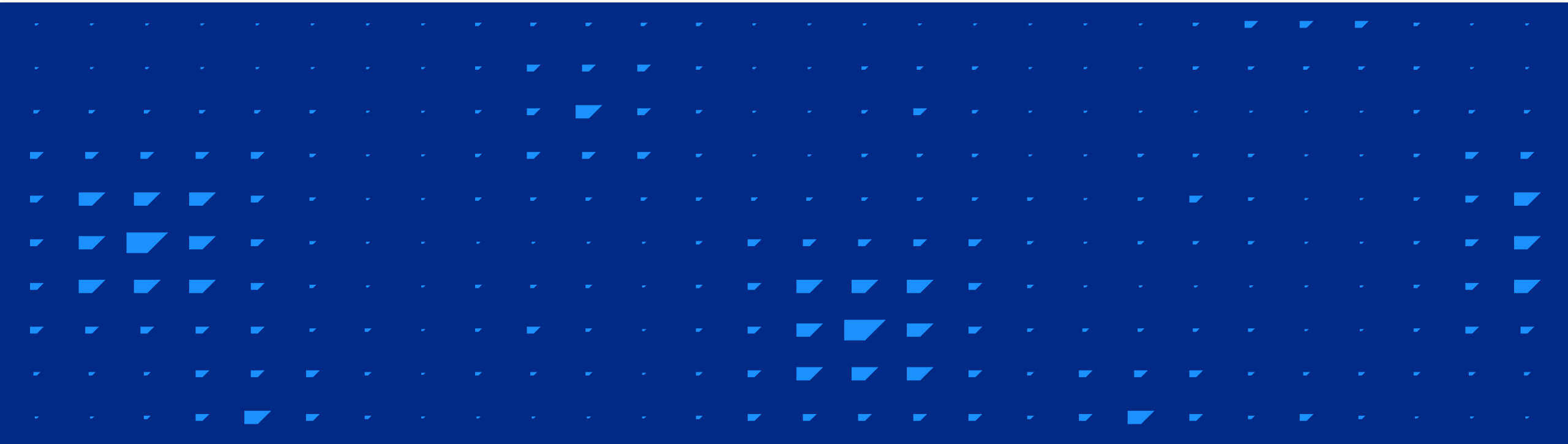


Frozen Scenarios

Ideal for mid- to long-term, tactical scenarios

- Frozen scenarios are isolated from changes in the baseline
- Planner works in a stable planning environment
- One or many scenarios are based on the same version snapshot

AI in SAP Integrated Business Planning



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People direct. Assistants orchestrate. Agents execute.

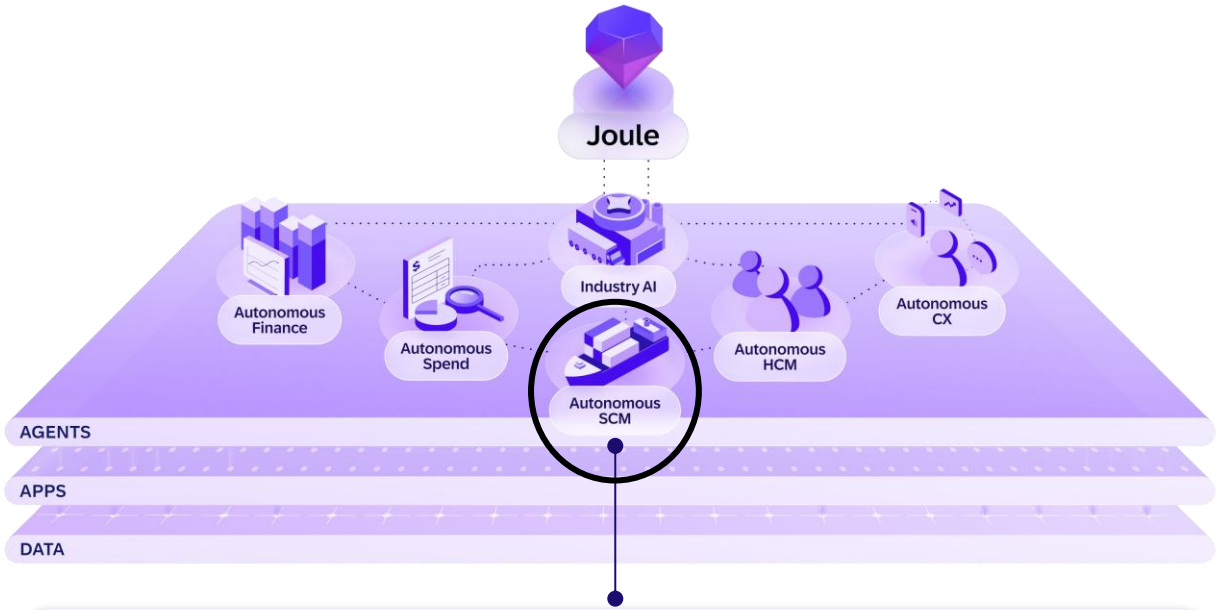
Autonomous Suite

Autonomous SCM is where applications, data, and AI agents come together to run supply chains end to end.

It sits within an Autonomous Suite, alongside Finance, Spend, HCM, and CX, so supply chain decisions are never disconnected from the business signals that drive them.

The business moves as a single system.
A supplier disruption automatically surfaces in Finance and Procurement, triggering the necessary workflows before anyone picks up the phone. No integration tax. No stitched-together stack.

The result: a supply chain that is designed to **anticipate, absorb**, and **adapt** in real time.





Inside each function, the cycle is continuous. People set the direction. Applications generate signals. Data provides context. Agents take action. **Value compounds.**

Supply Chain Planning Reimagined:

Confident decisions, autonomous planning, and reliable execution

Decision-centric planning

1. Strategic business planning

2. Execution-aware planning



5. Unified supply chain leader and planner experience

3. Post planning decision intelligence and actioning

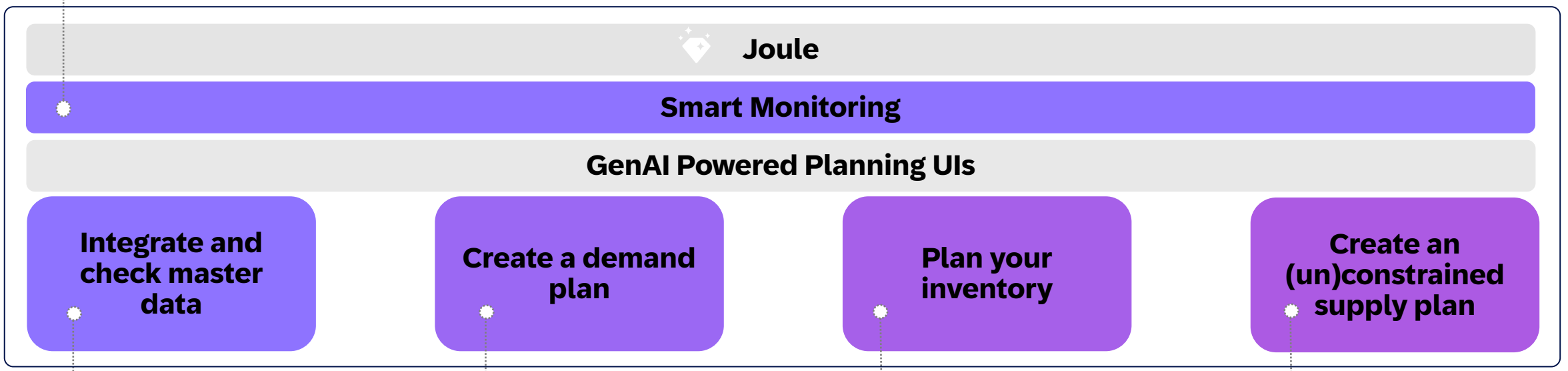
6. People at the center of the transformation

4. Convergence of supply chain silos supported by:

- Supply chain management solutions from SAP
- SAP Business Suite
- SAP Business AI

Embedded AI in SAP IBP

✓ Automatic threshold detection for alerts

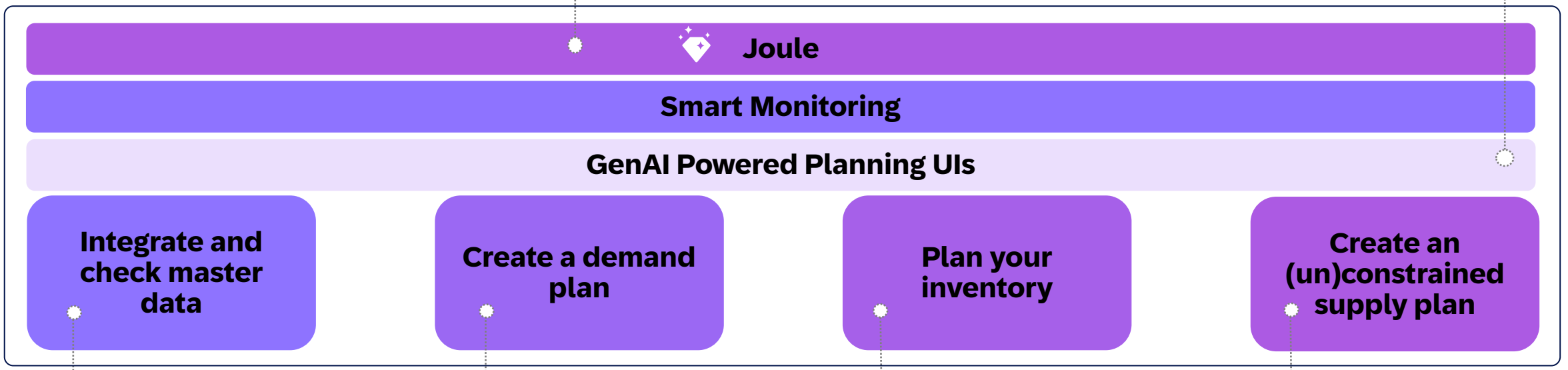


- ✓ Machine Learning pattern recognition in master data and recommendations to fix incorrect master data
- ✓ Advanced forecast for short- and long-term using external signals
- ✓ Automated outlier handling
- ✓ Improve your dynamic master data through Supply Lead Time calculation
- ✓ Create a cost-optimized supply plan that considers all your constraints via mixed integer linear programming

Generative AI in SAP IBP

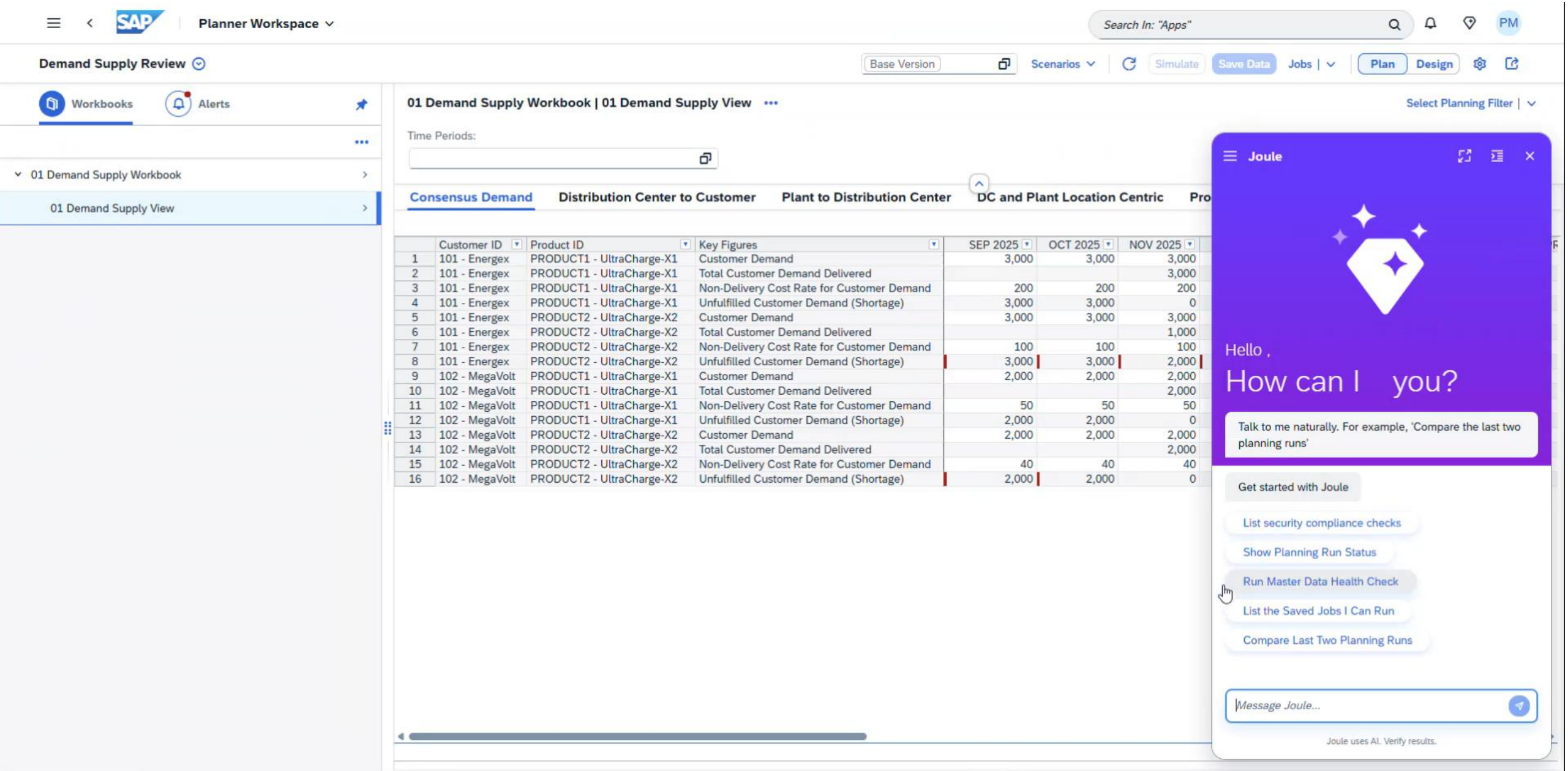
- ✓ Retrieve the information from SAP Help
- ✓ Navigate to the needed functionality

- ✓ Create local formulas via GenAI
- ✓ Conditional formatting via GenAI



- ✓ Master Data Consistency Check via Joule
- ✓ Intelligent analysis of Forecast results
- ✓ Intelligent analysis of inventory optimization results
- Intelligent analysis of supply optimization plan

Joule Digital Assistant



Agentic Use Cases

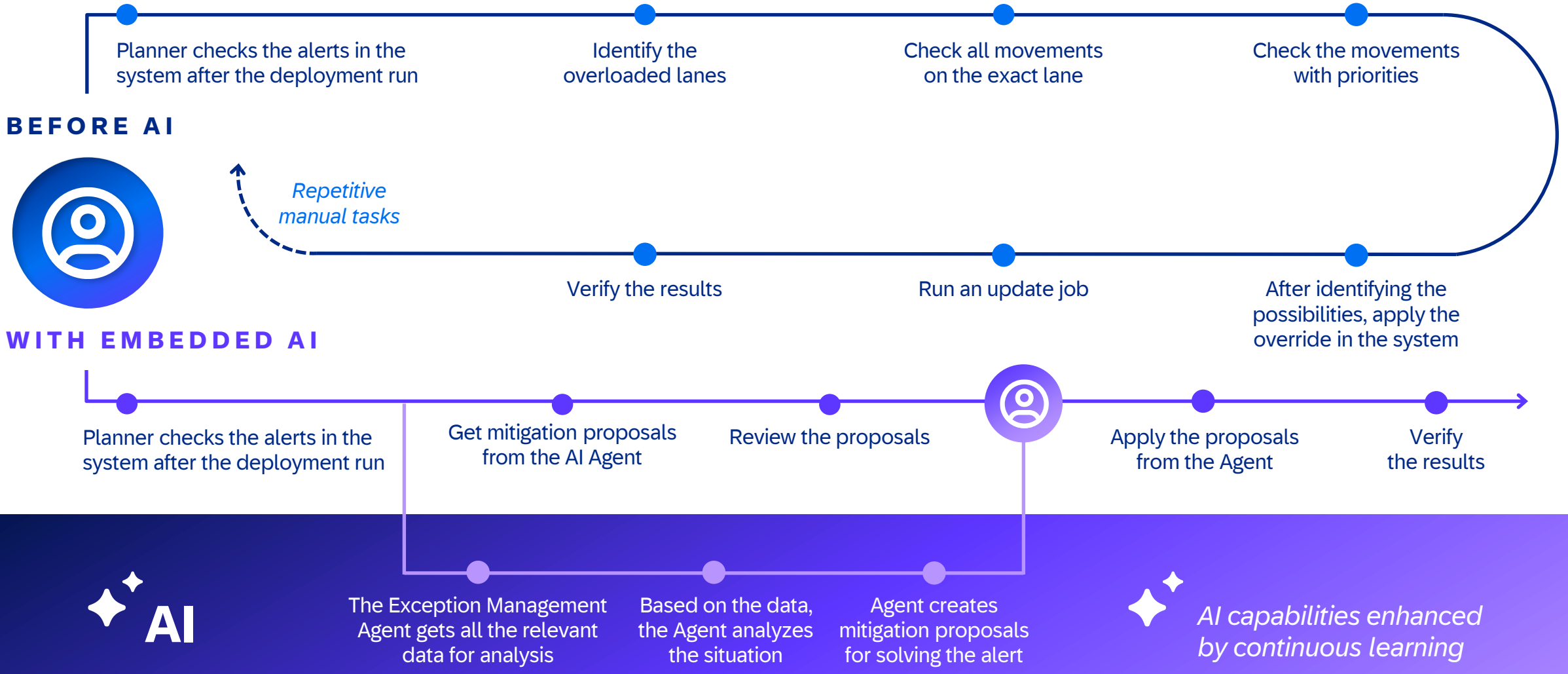
Agents showcased at Sapphire planned to be delivered for productive customer use via Early Adopter (EA) or General Availability (GA) in H2 of 2026.

Planned Delivery Scope:

1.Exception Management Customer Order Confirmation
2.Exception Management Order Deployment Confirmation
3.Exception Management Component Shortage Monitoring
4.Exception Management Resource Capacity Shortage Resolution
5. Inventory Investment Allocation Agent

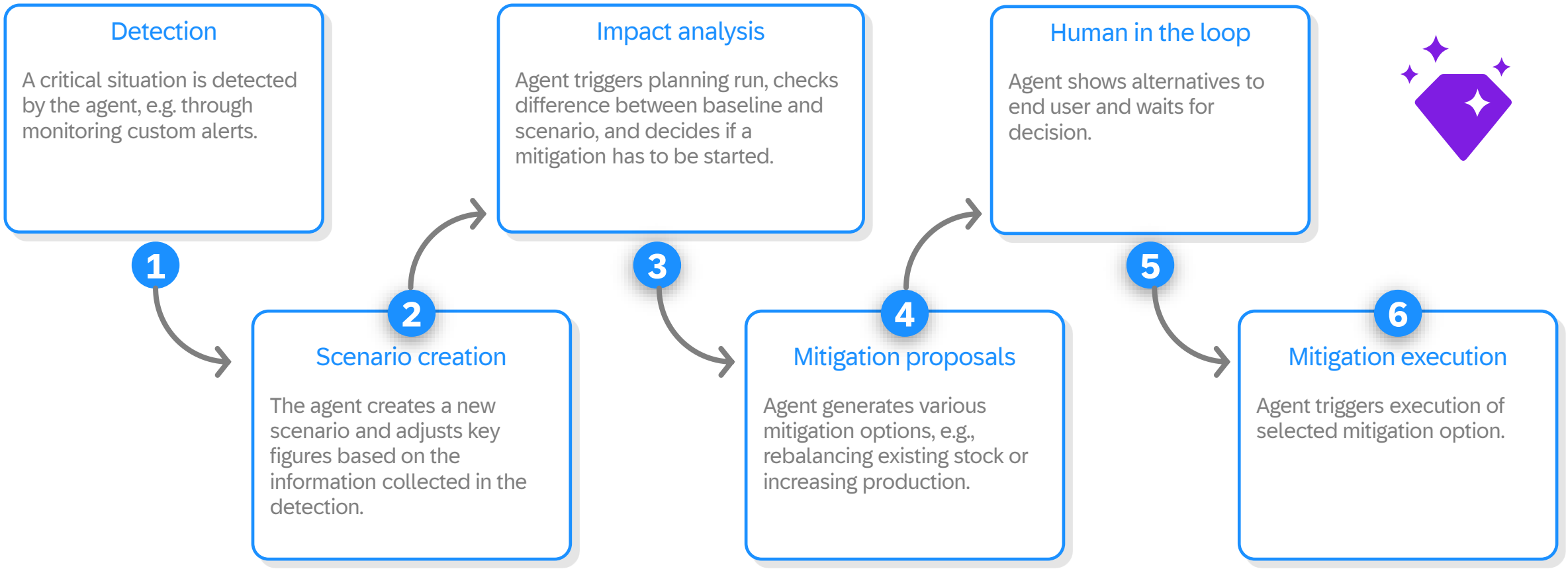
This is the current state of planning and can be changed by SAP at any point in time.

Exception Management Agent
Before and After



This is the current state of planning and can be changed by SAP at any point in time.

Exception Management Agent Process



This is the current state of planning and can be changed by SAP at any point in time.

Component Shortage — Playbook flow

A component is short against production demand.

The Exception Management Agent reviews the alert, the component's full demand and supply situation, and suggests resolution options.

The planner is presented with three opportunities for handling the alert: expedite an existing purchase requisition, transferring intercompany stock, moving to an alternative supplier. The planner makes the final call.

Alert Message

Requested component demand exceeds planned component supply for a product-location in the alert period (AIOAIUC2).

Review Component Demand and Supply

Read gating factor key figures for component distribution gating factor qty, the affected independent demand qty and planned vs. requested component demand across the 30-day horizon. Read master data for root-cause context.

Opportunity A: Expedite Purchase Requisition

Identify supply qty scheduled late that could be pulled forward to cover the component shortage.

Opportunity B: Intercompany Stock Transfer

Check for available component stock in alternative locations. Check transportation lane master data for blocked lanes. List T-Lanes with sources that can be unblocked to partially or fully cover shortage with internal inventory.

Opportunity C: Alternative Supplier

Check for alternative suppliers. Check for potential suppliers with vendor T-Lanes that are currently blocked. Unblock the lane(s) from potential suppliers, qualify the source and lead-time, and reduce single-supplier dependency.

Planner in the Loop

Agent surfaces the opportunities with concrete actions. Planner decides and executes the change in IBP.

Response and Supply Planning

Select Planning Filter

Versions / Scenarios: Base Version

Time Periods:

Location Description:

Location ID:

Product Description: Memory

Product ID: DEMO_MEMORY

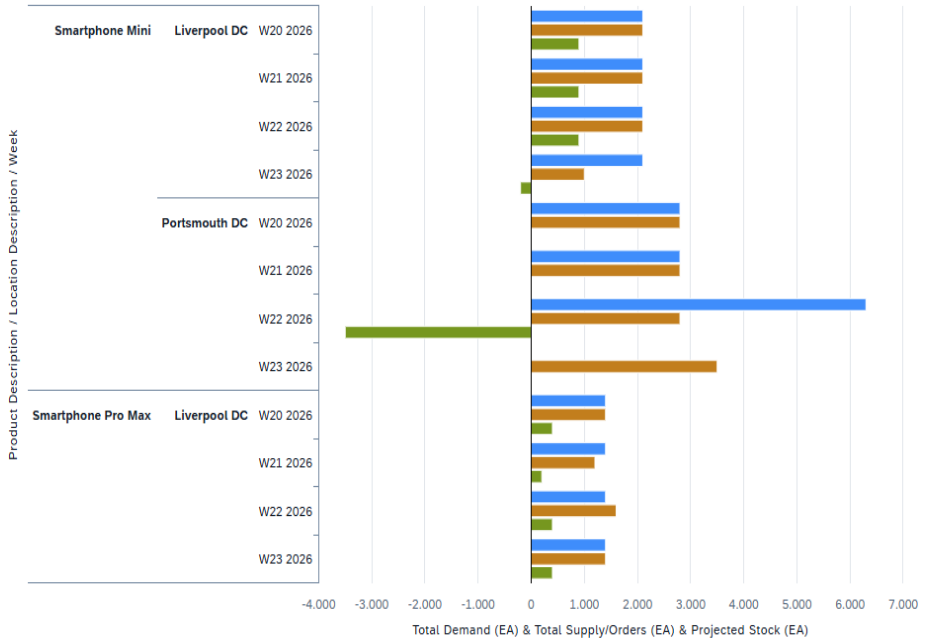
Go | Clear | Adapt Filters (3)

Supply & Demand - Projected Stock

Component View | Projected Stock

	Product...	Location Description	Key Figures	W18 2026	W19 2026	W20 2026	W21 2026	W22 2026	W23 2026	W24 2026	W25 2026	W26 2026	W27 2026	W28 2026	W29 2026	W30 2026	W31 2026	W32 2026	W33 2026	W34 2026	W35 2026	W36 2026	W37
1	Memory	Factory Manchester	Requested Component Demand	5.600	5.600	11.200	7.000		5.600	5.600	5.600	5.600	5.600	5.600	5.600	5.600							
2			Component Demand (EA)	5.600	5.600	11.200		7.000	5.600	5.600	5.600	5.600	5.600	5.600	5.600	5.600							
3			Distribution Supply (EA)					7.000	5.600	5.600	5.600	5.600	5.600	5.600	5.600	5.600							
4			Affected Demand Gating Factory Quantity				3.500																
5			Distribution Gating Factor Quantity				7.000																
6			Projected Stock (EA)	16.800	11.200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
7		Shanghai Vendor Hub	Requested Component Demand																				
8			Component Demand (EA)																				
9			Distribution Supply (EA)	5.600	5.600	5.600	5.600		5.600	5.600	5.600	5.600											
10			Affected Demand Gating Factory Quantity																				
11			Distribution Gating Factor Quantity																				
12			Projected Stock (EA)	32.200	32.200	32.200	32.200	32.200	32.200	32.200	32.200	32.200	32.200	32.200	32.200	32.200	32.200	32.200	32.200	32.200	32.200	32.200	

Projected Stock



Exception Management

Procedure Playbook

Component Shortage Agent Expedite Purchase Requisition

Mitigation

Analysis of product DEMO_MEMORY at location FA1 confirms that both the product and location are valid master data entities with an established location-product relationship. A critical component shortage has been identified: there is a Requested Component Demand of 7,000 units due on 2026-05-21, but the earliest planned order fulfillment is not until 2026-05-27 (7,000 units), creating a 6-day supply gap. Additional planned component demand extends through mid-June 2026, with orders of 5,600 units scheduled on 2026-06-01, 2026-06-09, and 2026-06-16. Planners should expedite the purchase requisition to cover the 7,000-unit shortfall due on 2026-05-21, ensuring the planned order is brought forward to meet the requested demand date and avoid production disruption. The insight has been successfully saved to the planning system for planner review and action.

Show Details

Component Shortage Agent Evaluate intercompany transfers from other locations

Mitigation

Analysis of the Component Shortage alert for product DEMO_MEMORY at Factory Manchester (FA1) has been completed through master data validation and transportation lane inspection. All master data records were confirmed valid. Three transportation lanes were identified for product DEMO_MEMORY using mode of transport DEF (lane type 7): VH1→FA1 is active, VH2→FA2 is active, but the lane VH2→FA1 is currently BLOCKED (I_TLANEBLOCKED = 'X'), which is preventing a intercompany transport from location VH2. To resolve the component shortage at Factory Manchester, the blocked transportation lane from VH2 to FA1 should be unblocked bringing forward stock for DEMO_MEMORY and enabling replenishment from the VH2 source location.

Show Details

Component Shortage Agent Evaluate alternative Supplier

Mitigation

An analysis was conducted for product 'DEMO_MEMORY' (Memory) at Factory Manchester (FA1) as part of evaluating alternative supplier options due to a component shortage. The investigation revealed that the transportation lane connecting supplier location 'SUPPLIER1' to factory 'FA1' is currently BLOCKED, meaning no supply can flow through this lane using the default mode of transport. Action is recommended to unblock this transportation lane from SUPPLIER1 to ensure that that the component shortage for the current period (05/21/2026) is resolved. Or an alternative supplier with a viable transportation lane to Factory Manchester to ensure continuity of supply for DEMO_MEMORY.

Show Details

Created with AI. Verify results before use.

Workbooks | Alerts | Tasks (5)

AP – Projected Missed Delivery (SE)

Active(47) Snoozed(19)

Product...	Locatio...	Operati...	Base Unit
24633	Y103	Y103_CA	COL
04-02-2026			
27816	Y100	Y100_LA	PAL
04-02-2026			
05-02-2026			
27816	Y103	Y103_LA	PAL
10-02-2026			
18-02-2026			
19-02-2026			
27816	Y106	Y106_LA	PAL
15-02-2026			
16-02-2026			
32839	Y106	Y106_LA	COL
337907	Y103	Y103_LA	P4
337907	Y100	Y100_LA	P4
57361	Y103	Y103_LA	KAR
590967	Y106	Y106_LA	KAR
592036	Y106	Y106_LA	KAR
592044	Y106	Y106_LA	KAR
594973	Y106	Y106_LA	KAR
597220	Y106	Y106_LA	KAR
03-02-2026			
597220	Y100	Y100_LA	KAR
04-02-2026			

Total_Overview

Select Planning Filter

Version / Scenario: Base Version

Time Periods: 04-02-2026 ×

Available Planner: Y_OLIPJ_1 ×

Operational Network Planner: Y100_CAH... ×

Base Unit of Measure: KAR ×

Product Descr: AKK Sause... ×

Product ID: 5976220 ×

Location ID: Y100 ×

Go | Clear | Adapt Filters (2)

Exception Management

Procedure Playbook

Please give a thumbs up or thumbs down on the proposed mitigation. Your feedback helps our AI agent learn and improve mitigation proposals.

Insufficient supply inside frozen horizon

Redistribute stock in local market — Recommended

Mitigation

Move stock from A to B.

Show Details

Offer lower dated stock

Mitigation

Use stock of expiry date 03-05-2026. Check if stock exists but is restricted by MRSL rules. Read Expired Total by Min MRSL Date UoM (ZEXPTOTALOFFSETMIN) to identify usable lower-dated stock. Verify remaining shelf life against demand date. Confirm product is not expired and legally deliverable. Align with sales if customer can accept lower shelf life. Override MRSL and allocate stock if approved.

Show Details

Move delivery date of Sales Order

Mitigation

Move delivery date of sales order 100500 to 27-02-2026. Read Distribution Receipt UoM and Distribution Receipt (Lane) for incoming supply within 10 days. If needed, check Production Receipt UoM to validate production timing. Confirm quantity fully covers the shortage and receipt timing is reliable. Check freeze horizon constraints and coordinate STR to STO conversion if required.

Details

Action 1 – Identify local market locations

The system looks up terminals in the same market using master data type **OB1LOCATION**, filtered by **Location Country/Region.**

Result 1

All Swedish locations (SE) are identified.

Action 2 – Check available stock

The system checks projected available stock at the identified locations using key figure **Stock Projected Pegged UoM (STOCKPROJECTEDPEGGED – DAYPRODLOC).**

Mitigation is suggested.

Created with AI. Verify results before use.

Total_Overview | Total_Overview_Weeks | Order Management | Min.Lot Size & Rounding Value MD | Transport Lot Size

	Location ID	Product ID	Product Description	Key Figure	04-01-2026	05-01-2026	06-01-20				-01-2026
1	Y100	597220	AKK Sauce Morney Org 4% UH..	Total Unfulfilled Forecast UoM	0						0
2	Y100	597220	AKK Sauce Morney Org 4% UH..	Unfulfilled Sales Order UoM	0						0
3	Y100	597220	AKK Sauce Morney Org 4% UH..	Unfulfilled Sales Order Outbound Delivery...	0		0	0	0	0	0
4	Y100	597220	AKK Sauce Morney Org 4% UH..	Unfulfilled Distribution Demand Confirmed..	0		0	0	0	0	0
5	Y100	597220	AKK Sauce Morney Org 4% UH..	Unfulfilled Total Demand Customer UoM	0		0	0	0	0	0

Capacity Overview

Resource ID	Resource Location ID	Key Figures	W24 2026	W25 2026	W26 2026	W27 2026	W28 2026	W29 2026	W30 2026	W31 2026	W32 2026	W33 2026	W34 2026	W35 2026	W36 2026
A1	FA1	Capacity Available Adjusted	500	500	500	500	500	500	500	500	500	500	500	500	500
		Capacity Available Final	500	500	500	500	500	500	500	500	500	500	500	500	500
		Capacity Consumption	50	500	450	400	155	200	190	210	530	500	300	155	180
		Capacity Consumption (%)	10%	100%	90%	80%	31%	40%	38%	42%	106%	100%	60%	31%	36%
M1	FA1	Capacity Available Adjusted	500	500	500	500	500	500	500	500	500	500	500	500	500
		Capacity Available Final	500	500	500	500	500	500	500	500	500	500	500	500	500
		Capacity Consumption	600	480	499	500	200	350	300	100	300	500	500	450	500
		Capacity Consumption (%)	120%	96%	100%	100%	40%	70%	60%	20%	60%	100%	100%	90%	100%
P1	FA1	Capacity Available Adjusted	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	500	500	500
P1	FA1	Capacity Available Final	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	500	500	500

Exception Management

Procedure Playbook

Please give a thumbs up or thumbs down on the proposed mitigation. Your feedback helps our AI agent learn and improve mitigation proposals.

Pull Forward Demand

Mitigation

A1 has 450 idle hours in Week 24. Three Planned Orders in Weeks 25 and 26 could together fill 380 of them, leaving the week largely balanced.

Two of the three candidates come from source weeks already above 90% utilization — pulling them forward relieves downstream pressure at the same time.

Show Details

Absorb Overloaded Sibling

Mitigation

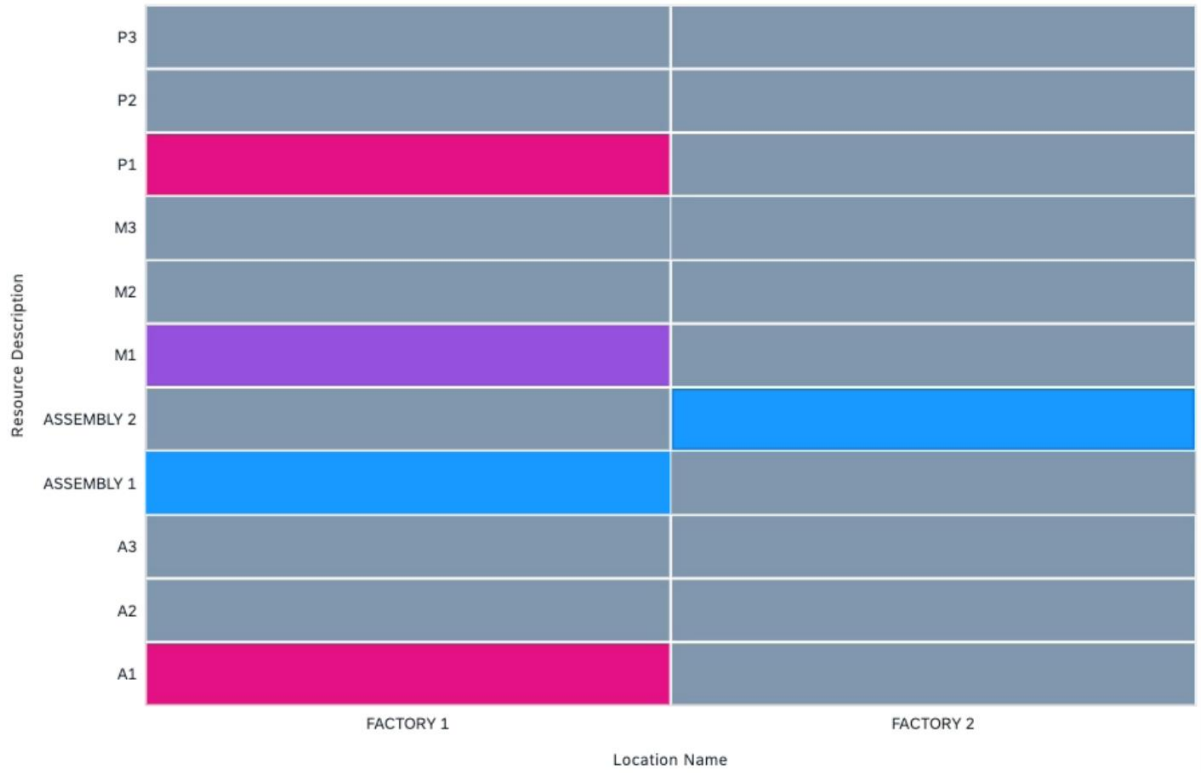
M1 is running at 120% capacity in Week 24 — overloaded. Product PRD-2400 can be produced on either line, and A1 has the spare capacity to absorb 45 hours of M1's load.

Moving this load would bring M1 from 120% down to roughly 103%, pre-empting a capacity shortage alert that would otherwise fire tomorrow. One action, two alerts resolved

Show Details

Created with AI. Verify results before use.

Capacity Heatmap



Demand Fulfilment

Supply Overview

	Product ID	Key Figures	Q2 2026	Q3 2026	Q4 2026	Q1 2027	Q2 2027	Total	W27 2026	W28 2026	W29 2026	W30 2026	W31 2026	W32 2026
1	LS1_DP10	Forecast (EA)	400.700	453.426	535.578	442.457	524.363	**2.356.524**	158.209	34.500	34.500	34.500	34.500	34.500
2		Unfulfilled Forecast (EA)	168.071	113.356	133.895	110.614	131.091	**657.027**	139.727	8.625	8.625	8.625	8.625	8.625
3		Unfulfilled Sales Order (EA)			0			**0**						
4		Sales Order Requested (EA)												
5	LS1_DP20	Forecast (EA)	405.109	357.522	447.867	362.948	393.192	**1.966.638**	149.117	27.203	27.203	27.203	27.203	27.203
6		Unfulfilled Forecast (EA)	0	0	0	0	0	**0**	0	0	0	0	0	0
7		Unfulfilled Sales Order (EA)												
8		Sales Order Requested (EA)												
9	LS2_DP10	Forecast (EA)	246.976	273.409	286.699	238.175	236.599	**1.281.858**	101.286	20.803	20.803	20.803	20.803	20.803
10		Unfulfilled Forecast (EA)	106.352	68.352	71.675	59.544	59.150	**365.072**	90.142	5.201	5.201	5.201	5.201	5.201
11		Unfulfilled Sales Order (EA)												
12		Sales Order Requested (EA)												
13	LS2_DP20	Forecast (EA)	722.915	692.065	623.099	738.030	645.446	**3.421.555**	53.656	52.657	52.657	52.657	52.657	52.657
14		Unfulfilled Forecast (EA)	0	0	0	0	0	**0**	0	0	0	0	0	0
15		Unfulfilled Sales Order (EA)												
16		Sales Order Requested (EA)												

Exception Management

Procedure Playbook

Please give a thumbs up or thumbs down on the proposed mitigation. Your feedback helps our AI agent learn and improve mitigation proposals.

FG-Layer Opportunity

Mitigation

Norway's local DC can release 58.220 units of Finished Drug Product 2400 — 23.288 surplus plus 34.932 from coverage. Norway stays above the floor. Finland and Denmark surfaced as alternatives.
Shelf life validated end-to-end.

Show Details

Drug Product-Layer Opportunity

Mitigation

81.507 units of unfulfilled demand remain after the FG-layer transfer (58.220 of 139.727 closed). One BOM level deeper, 81.507 units of Drug Product 100 are transferable from the plant in Germany — 46.576 from surplus, 34.932 from coverage buffer (floor held at 50%).
Shelf life survives transit and packaging with 231 days vs MRSL of 180.

Show Details

Donor Site Recovery

Mitigation

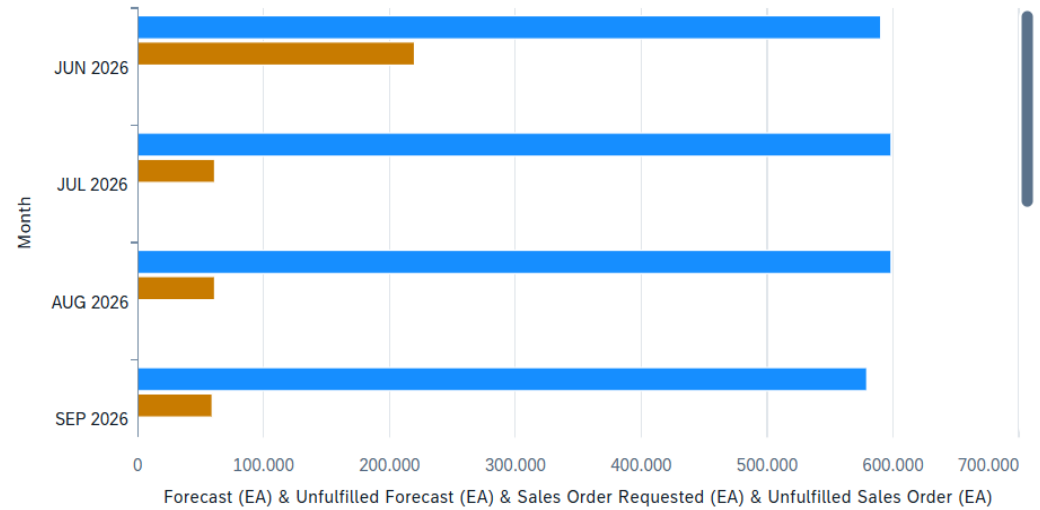
Drawing this drug product opens a Week 30 gap at the plant. The agent has surfaced the recovery quantity: a 34.932-unit planned order, 21-day lead time.

Show Details

show Ai generated Scenarios

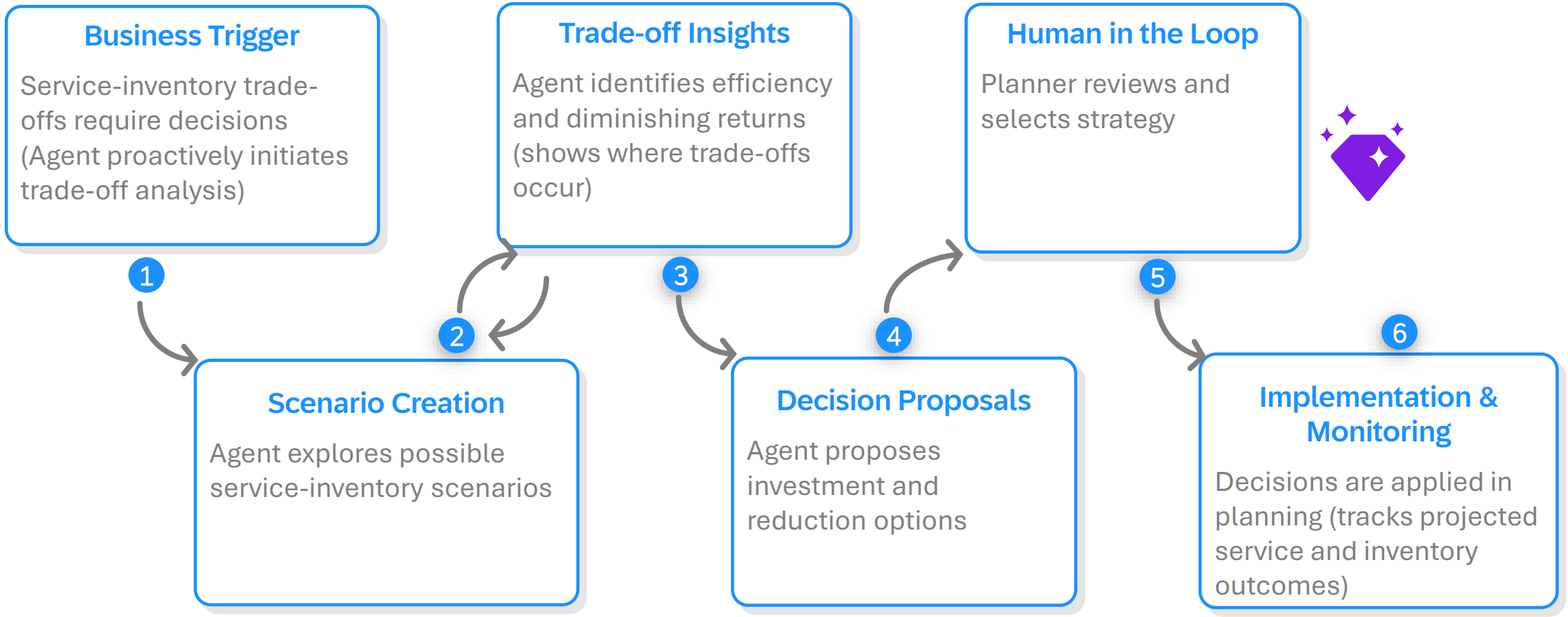
Created with AI. Verify results before use.

Chart: Demand Fulfilment



Inventory Investment Decision Agent

Service-Inventory Trade-off Decisions



This is the current state of planning and can be changed by SAP at any point in time

Q2 2026 Investment Analysis

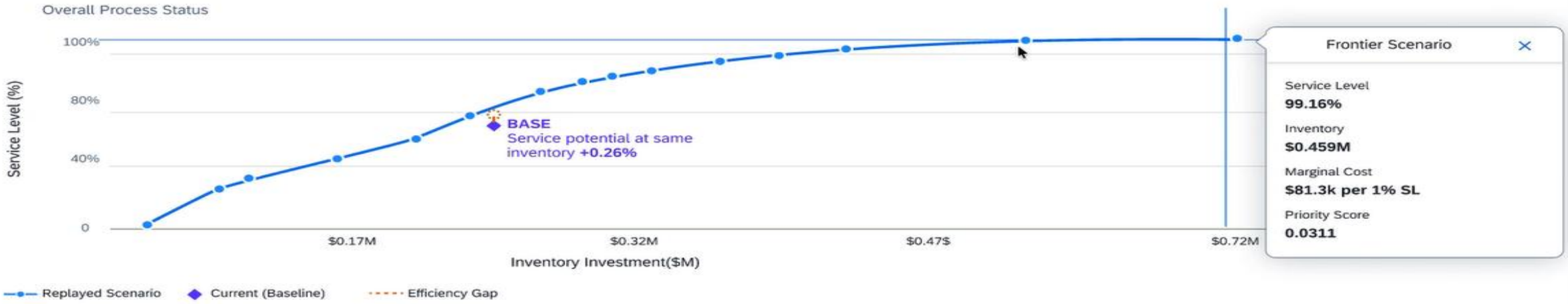
View Configuration

Inventory Investment Analysis | Key Insights | Recommendations | Agent Progress

Inventory Investment Analysis

Inventory Saving | Service Potenial

Min Service 93.14% · Max Service 99.99% · Min Investment $0.22M · Max Investment $0.68M



Key Insights

BEST NEXT MOVE — Highest SL/Cost

+0.59 PP per Service

Target SL 96.63% | SL +0.59 pp

For **$14.1k** additional inventory

CHEAP WINS — MC,0.5 Avg

4 Opportunities

SL Range 96.63% -97.90%

4 low-cost improvements available

EFFICIENCY GAP — vs.frontier

+0.26 PP Service Achievable

Save **$11.1k** while maintaining current service level

DIMINISHING RETURNS — 3 scenarios

99.37% Service Level Threshold

Higher service levels beyond this point require significantly more inventory. Focus below for efficiency.

Recommendations

Created with AI. Verify results before use.

Conversational agents and agentic AI enablement

- What-if scenario management
- **Recommender system** (Revenue Growth Management <> IBP Integration)
- **Integrated, decision-centric planning**

- Supplier disruption response
- Master data health
- **Autonomous planning and decisioning**

- **Inventory Investment Allocation Agent**
- **Exception Management Agent**

- **Existing AI** capabilities
- *Planned or in progress*
- **Agentic AI** capabilities
- *Planned or in progress*



Unified supply chain leader and planner experience

Agentic exception and alert management

- **Post-planning decision intelligence and actioning**
- Lead time intelligence
- Forecast analysis
- Supply optimization
- Inventory analysis
- **Gating factor analysis**

- Running jobs
- Document grounding
- Planning area configuration

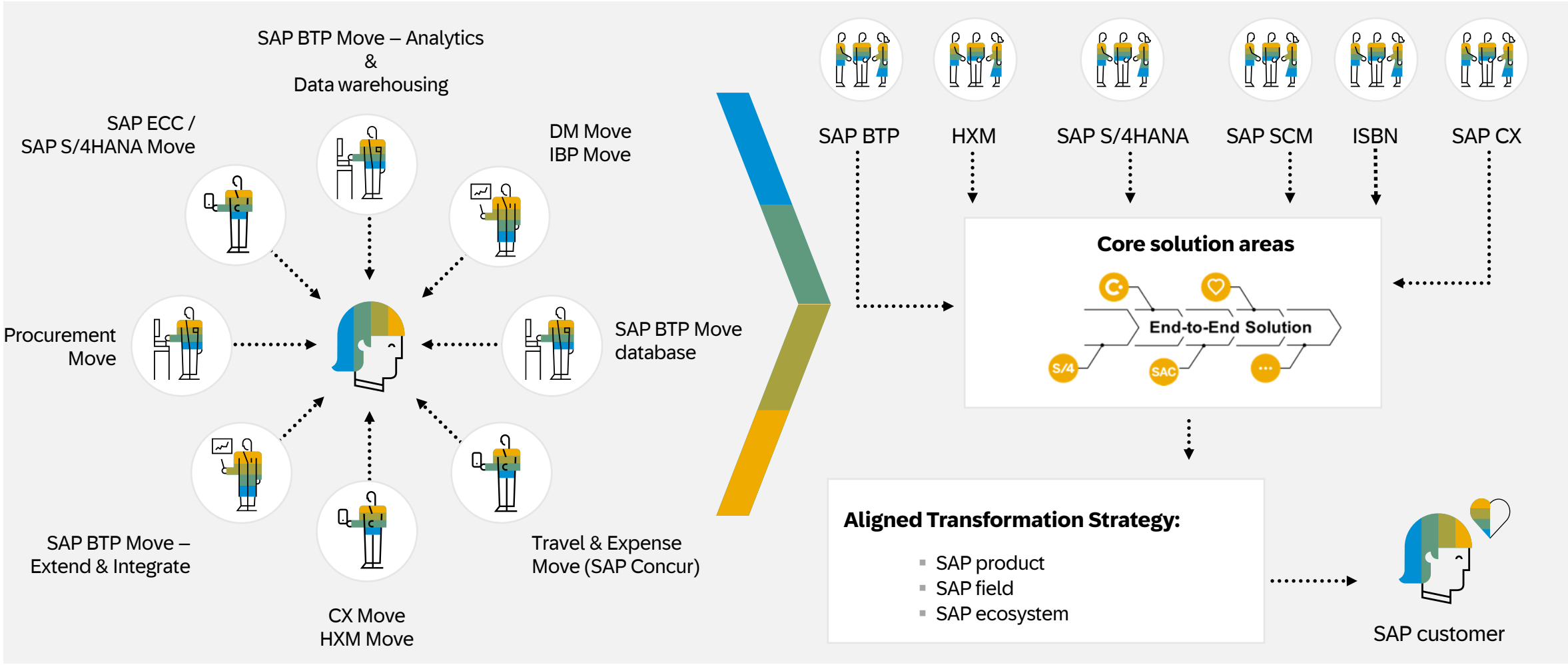
People at the center of the transformation

- **Convergence of supply chain silos**
- **Production Planning and Operations Agent** (SAP Cloud ERP)
- **Commerce Automation Agent** (SAP Business Network)

SAP Customer Evolution Program

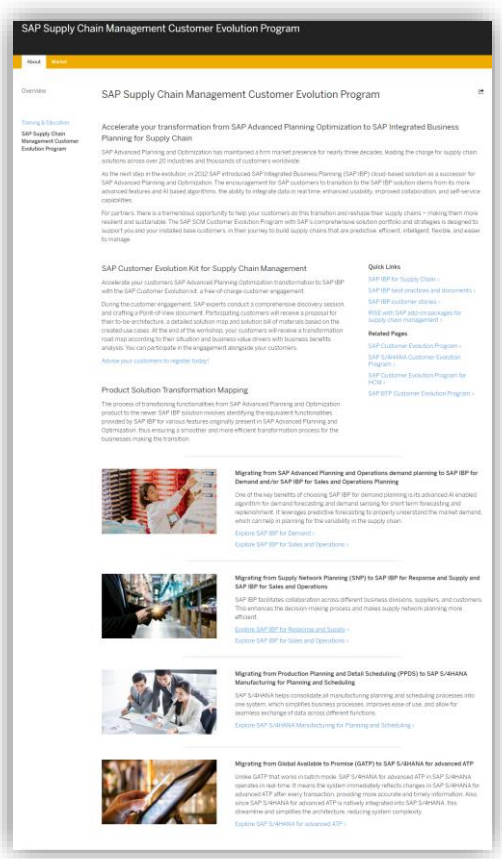
SAP Customer Evolution Program

Setting **SAP in One Formation** Towards Installed Base Transformation

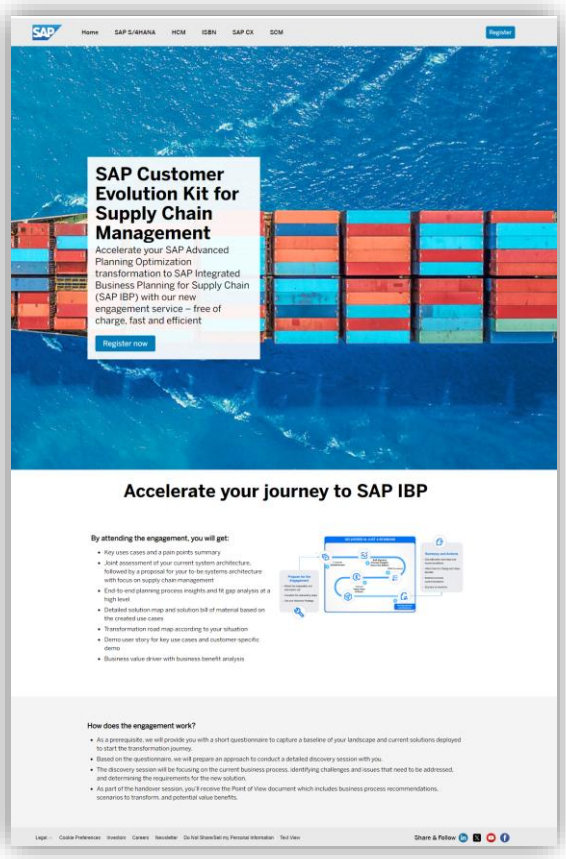


SAP SCM Customer Evolution:

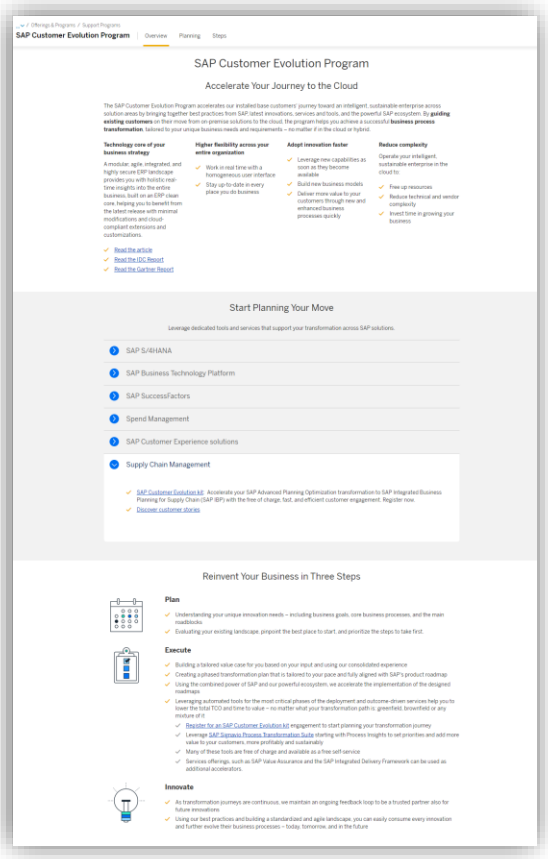
Represented on external and partner platforms



[SAP Partner Portal]

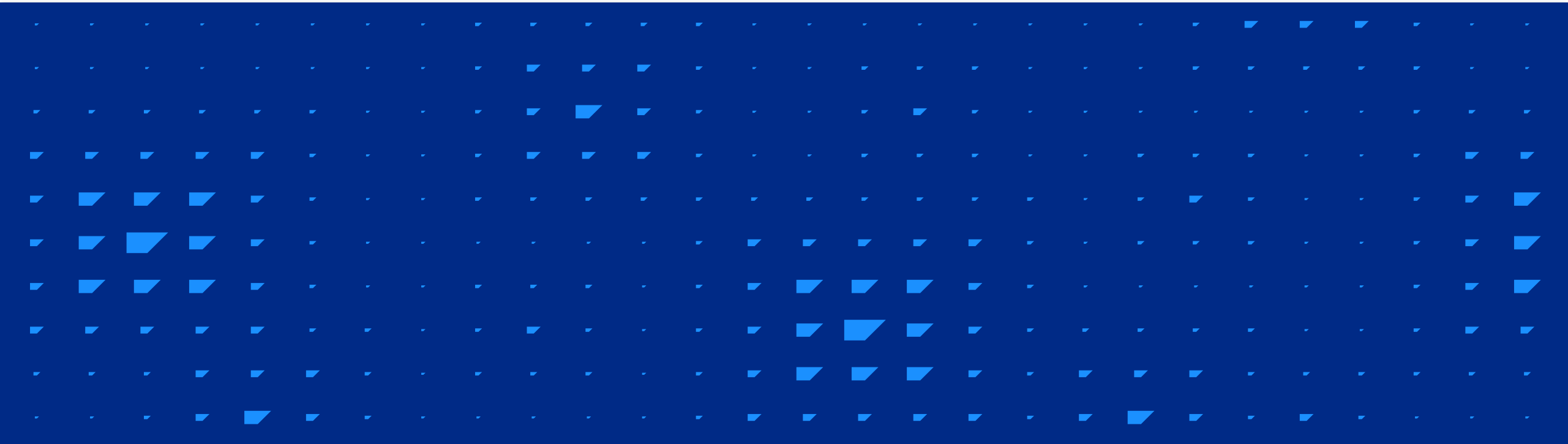


[Registration Page]

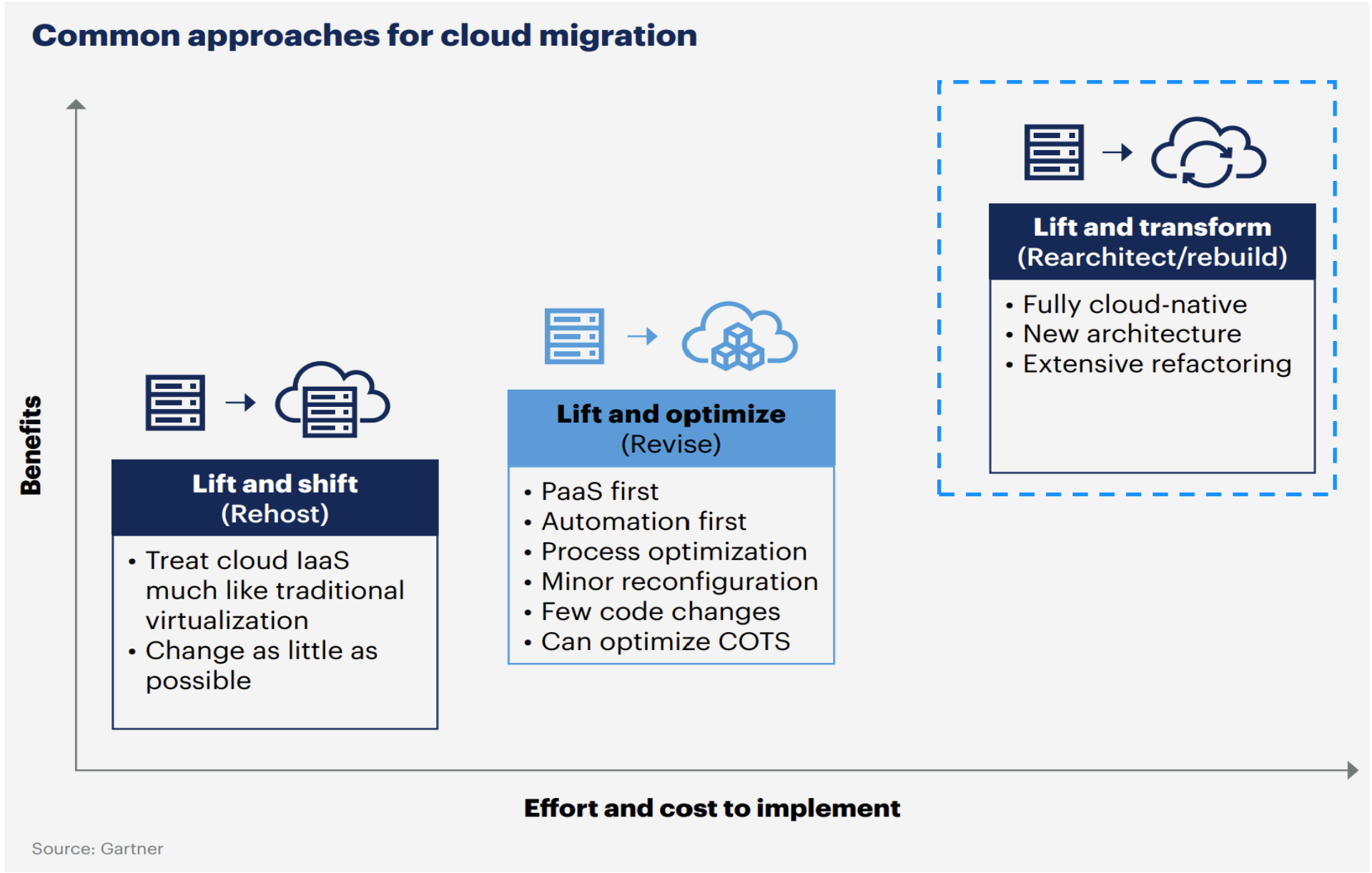


[SAP Support Portal]

Customer Evolution Kit



Gartner Approaches in Cloud Migration



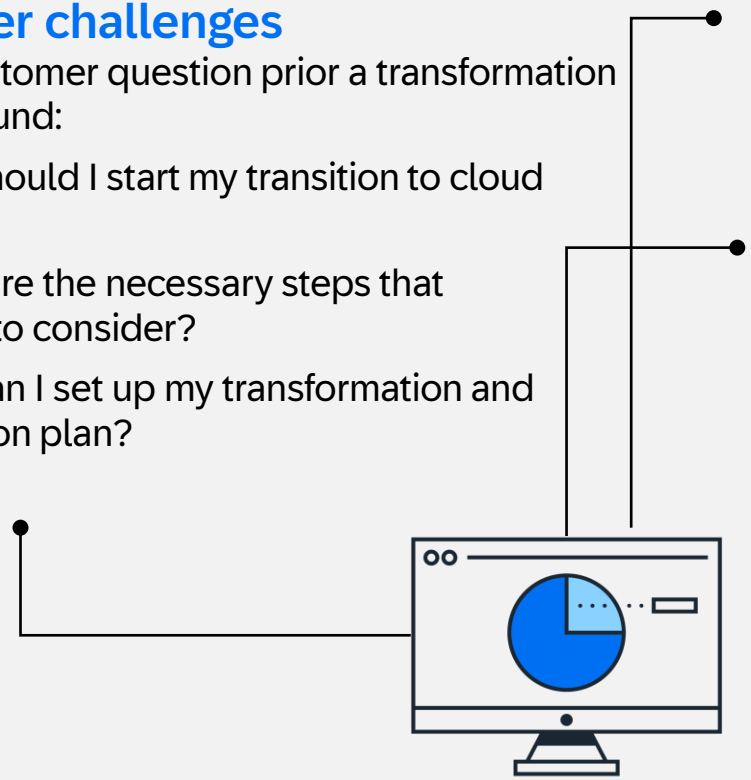
SAP Integrated Business Planning

Why the SAP Customer Evolution Kit for SAP IBP?

Customer challenges

Typical customer question prior a transformation evolve around:

- **Why** should I start my transition to cloud now?
- **What** are the necessary steps that I need to consider?
- **How** can I set up my transformation and transition plan?



SAP Customer Evolution Kit

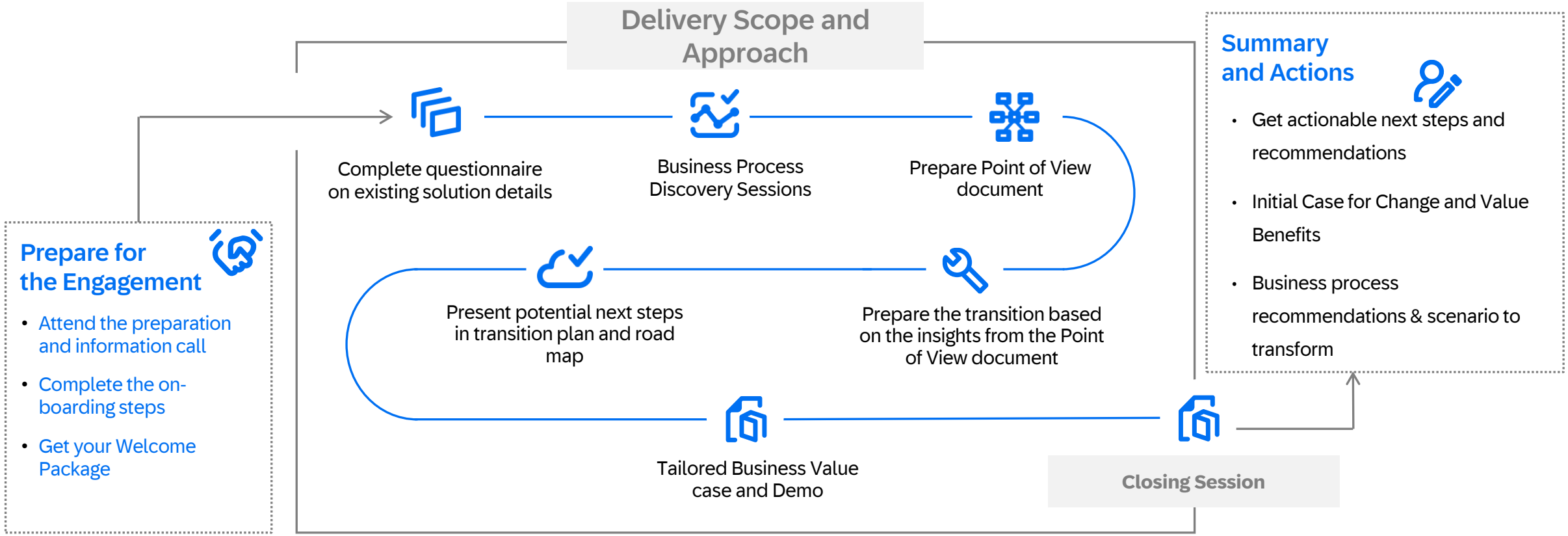
What makes it unique?

It offers high-touch, time-efficient engagement helping customers understand the “why?, ” “what?,” and “how?”

What makes the difference? This program ...

- ...answers the questions **why, what,** and **how.**
- ...is provided at **no additional costs.**
- ...is delivered **remotely** via **1:1 sessions** by a dedicated team.
- ...generates a customer-specific, **high level building blocks of SAP solution components and solution approach** and actionable insights on possible **transition plan or road map.**
- ...significantly **accelerates the path towards adoption of SAP IBP.**

SAP Customer Evolution Kit for SAP IBP



Excited about the SAP Customer Evolution kit? Register now

SAP Customer Evolution Kit for SAP IBP

What is covered?

Overview of topics for the individual days

Day 1

Overview Session – 2 to 4 hrs

- High-level overview of existing implemented SAP Advanced Planning and Optimization*
- Overview of current technical and solution landscape*

Day 2

Business Process Discovery Sessions – 4 to 8 hrs

- Overview of key functionalities and business processes implemented
- Overview of key pain points and planned future requirements

Day 3

SAP Analysis and PoV Document Preparation – 16 hrs

Brief about customer business and their intention for transition from SAP Advanced Planning and Optimization to SAP IBP

- Key uses cases and a pain points summary
- Assessment of your current system architecture, proposal for your to-be systems architecture with focus on supply chain management
- End-to-end planning process insights and fit gap analysis at a high level
- Detailed solution map and solution bill of material based on the created use cases
- Transformation road map according to your situation
- Demo user story for key use cases and customer-specific demo
- Business value driver with business benefit analysis

Day 4

Day 5

SAP PoV Presentation – 1 hr

SAP will present the PoV and recommendations on SAP IBP transition including solution components and high-level solution approach.

Closing Session – 1 hr

Wrap up presentation of executive summary and next steps

Participants

- LoB Leads, Business Process Owners
- IT leads, Enterprise and Solution Architects, In-house Support Experts
- Project Sponsors and key stakeholders
- SAP SCM Planning Architect / SMEs

* The customer is required to provide details about their existing solution to SAP. The sessions will be interactive, allowing the customer to engage with the SAP team in order to clarify any questions or concerns that may arise during the presentation.

Partner Support and Resources

How to Find an SAP IBP Partner on SAP Partner Finder

1



Go to SAP Partner Finder

Visit www.sap.com/partners/find.html

2



Search for Planning

Select under Solutions: Supply Chain Planning

3



Apply Filters

Narrow results by: Partner Type, Focus Industry, Location, Cloud Competency

4



Review & Contact

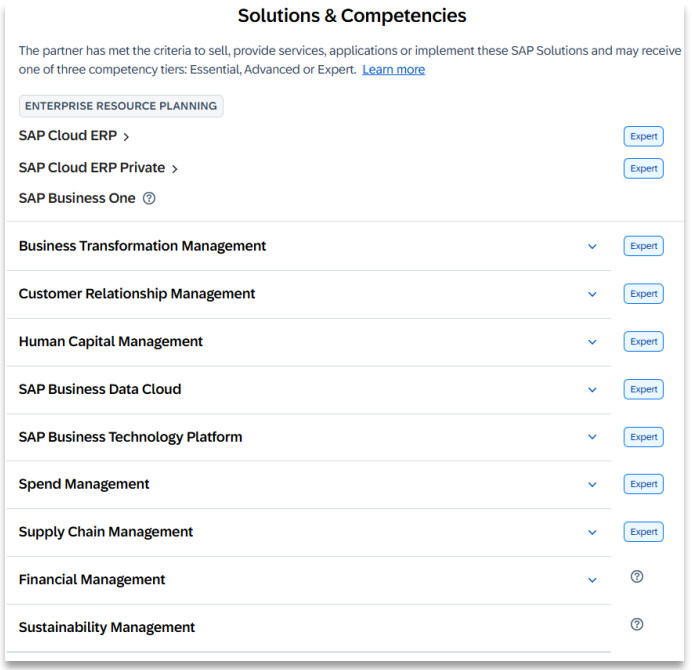
Compare profiles, certifications and then contact your preferred partner directly.

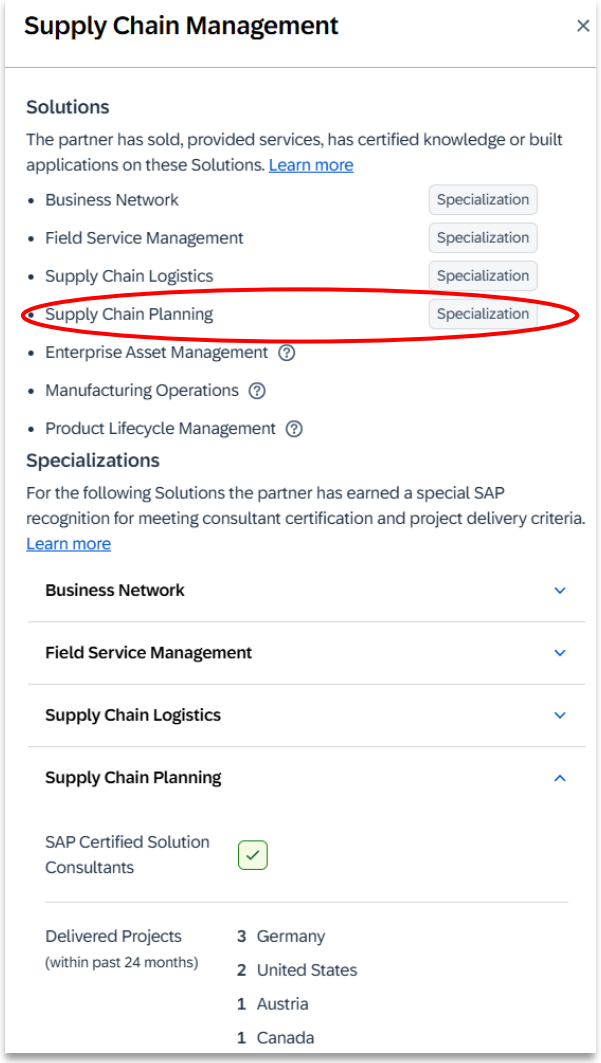
How to Find an SAP IBP Partner on SAP Partner Finder

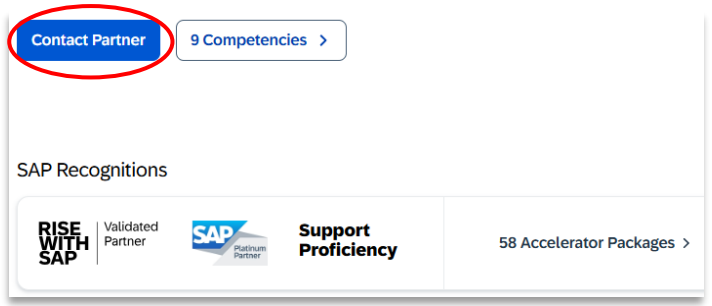
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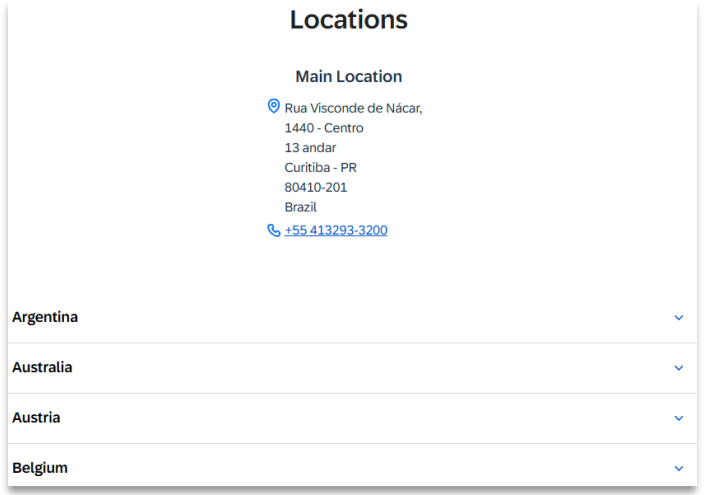
Review & Contact

Compare profiles, certifications and then contact your preferred partner directly.









Partner Support: SAP APO to SAP IBP Transition

Key insight: The APO to IBP transition is not a technical migration — it is a **new implementation** as part of the overall on-premise to cloud strategy. Customers have invested years in APO. Partners help protect that investment while building cloud-native planning capabilities.

01

Assessment & Roadmap Planning

- Review current APO landscape, modules & custom objects
- Identify IBP scope: Demand, Supply, Response & Inventory
- Deliver high-level APO-to-IBP transition roadmap
- SAP Preferred Success: APO to IBP Move Session

02

New Implementation Support

- Guide re-implementation (no automated migration tools)
- Leverage SAP Best Practice content for IBP setup
- Master data loading via CPI-DS from APO to IBP
- Map APO key figures to IBP equivalents

03

Training & Change Management

- Adoption Journey: APO DP to IBP DP (SAP Learning Hub)
- Feature mapping workshops for planners & super users
- User acceptance testing & process re-alignment
- Leverage new IBP cloud features to expand adoption

04

Technical Integration & Go-Live

- Integrate IBP with SAP S/4HANA for live plan results
- Connect IBP to ERP and external systems
- Parallel run validation against APO planning results
- Hypercare support post go-live

Partner Support: SAP APO to SAP IBP Transition



all for one Group

GO SCM

MSCG
BY SUPPLY CHAIN GROUP

cbs
Corporate Business Solutions

The Hackett Group
World Class Defined and Enabled

EY
Building a better working world

ArchLynk

IBM

.msg

BRISTLECONE

accenture

FUJITSU

Westernacher
NONSTOP INNOVATION

Deloitte.

Atos

pwc

IM_

NAVIT
CONSULTING

valantic

CONSILIO

HCLTech

CONCIRCLE

DXC
TECHNOLOGY

argano

delaware

Flexso

SAPTOOLS
a valantic company

LeverX

Value Content and Customer Stories

Business Value Calculator for SAP Integrated Business Planning

SAP Integrated Business Planning | ROI Calculator

1 Please share below information about your company

2 Your results will be shown here

General

- Company
- Country

+

Industry

Type of Industry

+

Key values

- Annual Revenue
- Cost of Goods /Service Sold
- Average Annual Inventory

→

Result

Key Value Drivers

---

3 Download results

Input Values

Result

Key Value Drivers

Customer Stories

Learn More

The results of these KPI's are Validated by external analyst firm ESG/Omdia

Economic Validation White Paper for SAP Integrated Business Planning

Customer Interviews and Study conducted by: Enterprise Strategy Group (ESG)



Direct Link in SAP.COM

1. White Paper
2. Executive Summary
3. Infographics

A Strategic Advantage of Transforming Your Supply ... - SAP Community

Complete White Paper

IBP's Economic Overview
ESG Analysis

- Modeled Organization
- Operational and Productivity savings
- Total cost of ownership
- Key Value Drivers

Executive Summary

Summarizing all the key aspects/benefits in two pages

Infographics

Summary of the Entire paper in graphical representation

Customer Success Stories and Quotes







Customer Quotes from
Gartner Peer Insights for SAP IBP

Find a comprehensive compendium of SAP Supply Chain Planning Success Stories here.

SAP Contacts

SAP SCM Customer Evolution Program

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Program Owner & Solution Lead

SCM Customer Evolution

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Melanie Paul

Global Partner Program Lead

Supply Chain Management

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Eric Simonson

Global Product Marketing

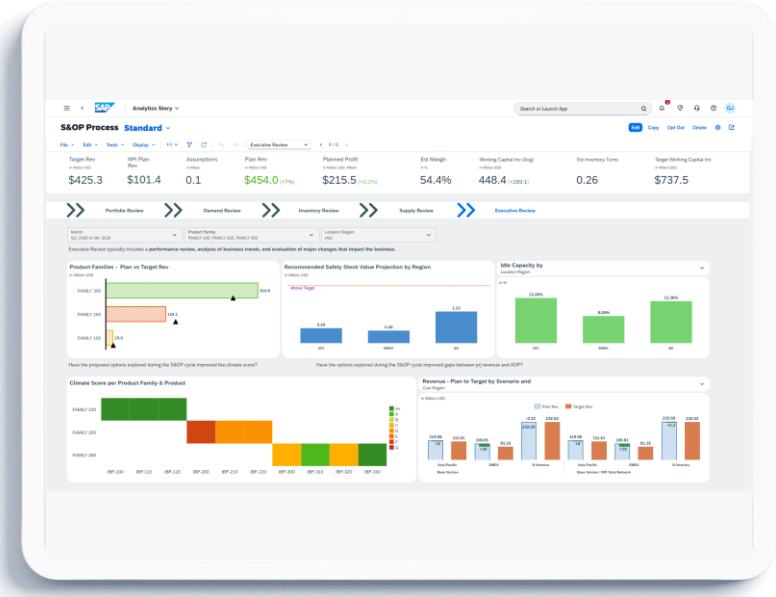
Supply Chain Management

Eric.simonson@sap.com

Appendix

Create the optimal business plan with the S&OP process

S&OP is a forward-looking business process that aligns a company's resources in a coordinated effort to achieve its strategic goals and objectives while balancing demand and supply. It improves collaboration through cross-departmental input and accelerated planning cycles, helping identify risks and threats before they become crises.



Key capabilities:

- Enable decision-centric planning through real-time simulations and scenario comparisons.
- Collaborate across business functions and with trading partners.
- Monitor past and future performance with dynamic alerts and tailored dashboards.

Benefits:

- Vision into future performance
- Shorter, more-effective planning cycles
- Value-based investment decisions
- Improved margins by eliminating costly expediting and related premium pricing
- Reduced risk with coordinated planning activities and resource alignment across the enterprise and value chain

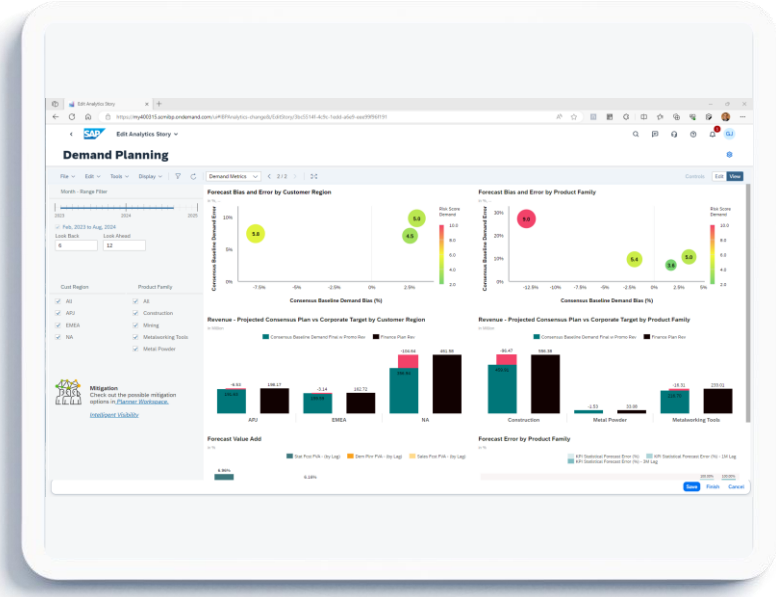
Business value:*

- 1%–2% increase in top-line revenue: A better plan means better return on assets and more product availability in the right place at the right time.
- 5%–10% improvement in customer service levels: More accurate forecasts and aligned production and inventory plans improve on-time, in-full delivery and customer satisfaction.
- 20%–30% reduction in unplanned operating costs: This KPI is achieved through improved planner productivity and effectiveness.

*SAP performance benchmarking

Create more-accurate demand plans
and reduce planning efforts with AI

SAP Integrated Business Planning for demand combines traditional demand planning techniques, advanced demand sensing techniques, and machine learning tools. This allows the move toward autonomous planning and driving business value through more-accurate demand plans.



Key capabilities:

- Use AI to create more-accurate forecasts.
- Analyze demand patterns and apply them to forecasts to enable intelligent segmentation.
- Collaborate internally and externally to create the best demand plan.

Benefits:

- Increased planner productivity through automated statistical forecasting and AI-driven forecast analysis
- More-effective collaboration and inclusion of demand signals, resulting in more-accurate forecasts
- Decreased inventory and higher order fulfillment from more-accurate demand plans

Business value:*

- 6% higher order fill rate (in %) for organizations that develop short-, mid-, and long-term views of their expected demand and create an optimized demand plan
- 5% higher on-time delivery performance for organizations that run a demand-sensing process to manage short-term forecasts daily
- 24% lower days in inventory (raw material) for organizations in North America that have higher forecast accuracy

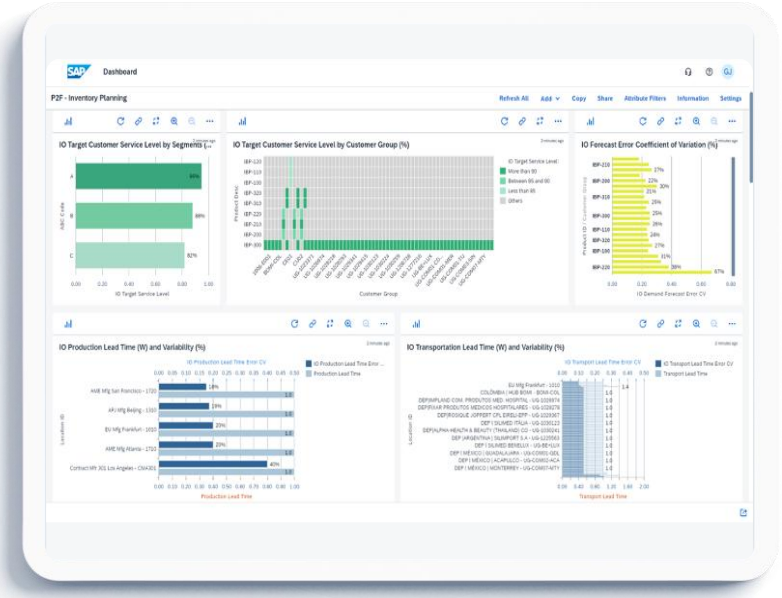
*SAP performance benchmarking

Develop intelligent inventory policies
that help ensure customer service level achievement

SAP Integrated Business Planning for inventory uses sophisticated algorithms to balance service levels and inventory investment across the network and all levels of the bill of materials. It helps ensure safety stock targets are accurately set at the right locations.

Key capabilities:

- Use demand, supply, and production variability to develop inventory plan and buffer against risks at a lower cost.
- Segment inventory intelligently to determine safety stock levels while considering multiple categories and the locations to hold it.
- Provide planners with AI-assisted analysis that explain the rationale behind inventory target results.



Benefits:

- Risk buffering through identification of supply chain variability that impacts safety stock targets and policies
- Decision-centric inventory target planning to support sales and operations planning and meet budget objectives
- Dynamic inventory plan adjustment in response to changing business conditions
- Improved financial inventory forecasting to appropriately align working capital investment with delivery and budget goals

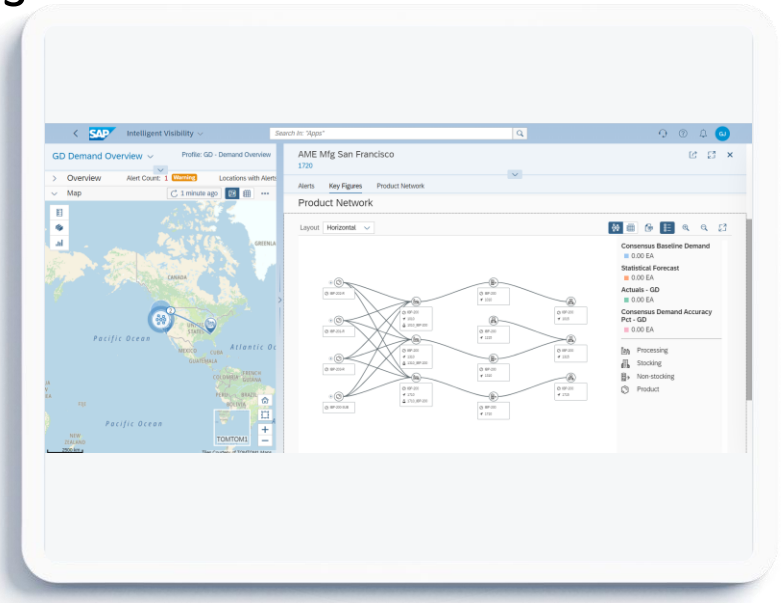
Business value:*

- 10%–30% reduction in inventory for most companies applying multi-echelon inventory optimization techniques
- Up to 40% increase in operating efficiency
- 36% lower inventory carrying costs for organizations with lower days in inventory

*SAP performance benchmarking

Create a supply plan
that synchronizes with upstream and downstream processes

SAP Integrated Business Planning for response and supply enables short- to long-term supply planning while providing a material- and capacity-constrained plan across planning horizons. It uses a trio of algorithms to meet demand requirements and inventory targets.



Key capabilities:

- Consider a model of network constraints across locations and BoM levels to create a feasible supply plan.
- Extend the S&OP process with mid- to longer-term planning and collaboration with suppliers.
- Create allocations for the order-promising process, develop production plans for subsequent detailed scheduling, and deploy with load-building capabilities for post-production activities including the vendor-managed inventory process.

Benefits:

- Generation of feasible supply plans to meet demand and inventory targets on time, supported by AI-assisted analysis
- Realistic supply plan inputs enabled by rough-cut planning and supplier collaboration
- Material- and capacity-constrained planning including sourcing decisions for downstream execution
- Rapid plan-adjustment capabilities using scenarios and simulations to capture revenue upside and competitive advantage

Business value:*

- 15% higher on time delivery performance for organizations with fewer shipments impacted by capacity
- 9% higher order fill rate for organizations that produce a constrained supply plan to manage capacity and sourcing supply across the network
- 48% lower revenue loss due to stock outs for organizations that have end-to-end visibility of the supply chain in real time

*SAP performance benchmarking

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