Maximize your Enterprise Operations with

SAP BTP Build Process Automation

Presenters

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Agenda

1. **Words of Welcome**

2. **SAP BUILD Process Automation Session**

3. **International Tractors (Sonalika) Customer Success Story**

4. **PRODUCT DEMO**

5. **Revolutionize your Accounts Payable operations by using SBPA**

6. **Expert Q&A**

SAP Build Process Automation

Hemant Rachh, SAP

August 2023

SAP Build Process Automation

Automate processes and tasks with drag-and-drop-simplicity

Integration, process insights and sentiments

SAP and non-SAP integration

SAP Signavio

Business process transformation

qualtrics.XM

Experience management

Processes and workflows	Forms and multistep approvals	Task automation	Unified launchpad and task center
Business rules and decisions	Prebuilt content	Document understanding	Process visibility and flexibility

Fusion team development

Low-code app dev and business sites
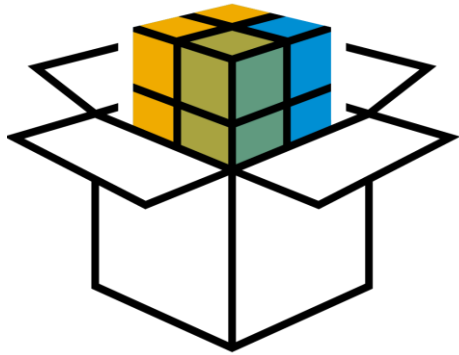
01011
11010
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01101

Pro-code app dev

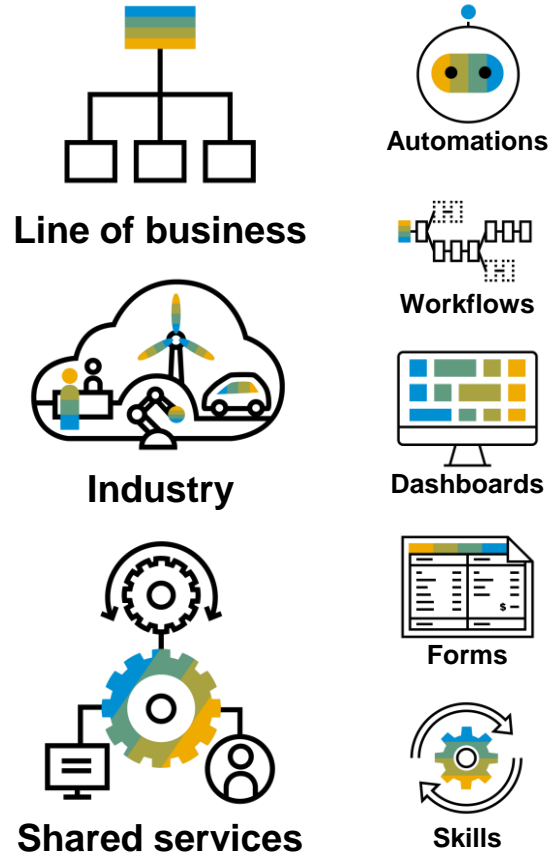**100s of pre-built processes and automations**

Accelerate business transformation with prebuilt content packages

Jump-start automation development while making use of best practices

Hundreds of

content packages

https://store.build.cloud.sap/store

Line of business

Industry

Shared services

Automations

Workflows

Dashboards

Forms

Skills

Increase the power of your business application

Automations and process extensions for:

- SAP S/4HANA
- SAP ECC
- SAP SuccessFactors solutions
- SAP Ariba solutions
- SAP Business ByDesign
- SAP Fieldglass solutions
- Industry cloud solutions for automotive

Covering every LoB and several industry best practices:

- Sales
- Finance
- Procurement
- Human resources
- Supply chain
- Asset management
- Sustainability
- Cross-LoB

- Retail
- Utilities
- Manufacturing
- Automotive
- Real estate and more

SAP Build Process Automation - Typical areas of implementation

	Finance	Procurement	Sales & Service	HR	IT
Key Automation Opportunity Areas	Record to Report	Account Payable	Order to Cash	Recruitment	Cross-app integration
	Treasury, Risk & Compliance	PR to PO	Customer Experience	Shared Services	Data Management
Use Case Examples	1. Automatic posting of payment advices 2. Financial closing tasks 3. Automated collection reminders	1. Purchase requisition creation 2. Paper based invoice posting 3. PO creation & confirmation	1. Zero touch sales order creation 2. Returns creation & processing 3. Onboarding & service requests	1. Offer letter distribution 2. Employee onboarding 3. Automate benefit claims	1. Master data updates 2. Configurations and updates into systems 3. Testing, auditing & reporting
SAP Process Automation Benefits*	**5%-50%** reduction in customer billing, credit, and collections costs	**Up to 80%** reduction in manual, repetitive tasks	**ZERO** Manual errors	**2%-20%** Improved cost efficiency	**Up to 100%** Audit & Governance compliance as per policy

*SAP internal estimates based on various customer projects and public sources

Start your journey

1 **Sign up to SAP BTP and Activate Service Boosters**

- Apps
- Process Automation
- Work Zone

2 **Learning and Get Certified**

- Citizen Developer
- Certification Exam

3 **Join our Communities**

- Apps
- Process Automation
- Work Zone

4 **Get Social**

5 **Start Building Tutorials**

- Apps
- Process Automation
- Work Zone

6 **Become an evangelist for Low-Code in your organization:**

- Join SAP Builders group

Thank you.

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SBPA Implementation at International Tractors Ltd.

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International Tractors Limited

- Sonalika Tractors, the **No.1 tractor export brand** from India, is rapidly expanding globally with heavy-duty and customized tractors and farm equipment.

- They adopt a "**farmer-centric**" approach, serving more than 14 lakh farmers in 150 countries.

- Sonalika's widest tractor portfolio (20-120 HP range) is manufactured at the **world's No.1** vertically integrated tractor manufacturing plant in Hoshiarpur, Punjab, ensuring top-quality with advanced technology and automation.

- Through a **partnership with SAP**, they implement superior technology for increased efficiency in finance, procurement, and invoice processing, delivering innovative budget and premium tractors and agri-products.

- Their goal is to become the world's leading tractor manufacturer and farm mechanization company, aiming for '**Mission 2 Lakh tractors.**'

- Sonalika has received prestigious awards, including 'Iconic Brand of the Year' and '**Most Trusted Brand**.'

- They are actively involved in NITI Aayog's initiative to double farmers' income, showcasing their dedication to supporting farmers.

Key Pain Points

Invoice entry & validation was manual

Data entry was not accurate

Retrieving the invoices was difficult

System was not integrated with SAP

Load/Truck tracking through the premises was not clear

Invoice Scanning

- Information is captured at the gate through scanning, ensuring the integrity of goods receipt documents.

- OCR technology ensures accurate data extraction, contributing to the overall reliability of the process.

- Vehicle No. & Bar-code-based stamps are assigned to vehicles to enhance store processes like docking, undocking, and material receipt.

~1000 **Invoices in multiple templates are auto-detected daily by OCR and processed.**

Data Entry

- Operator confirms the receipt & invoice gets posted automatically.

- Scanned invoices are stored in the DMS folder, forming a secure and easily accessible repository.

- The fully automated process ensures 100% accurate posting of gate entry in SAP.

- Manual data entry errors are eliminated, contributing to the reliability of the process.

99% **accurate information at gate by scanning and posting goods receipt document.**

Data Handling

- Invoices are moved directly from Store to Record Room (DMS)

- DMS repository improves auditability by linking invoices with goods receipt numbers.

- Easy to track and refer invoices for audit purposes.

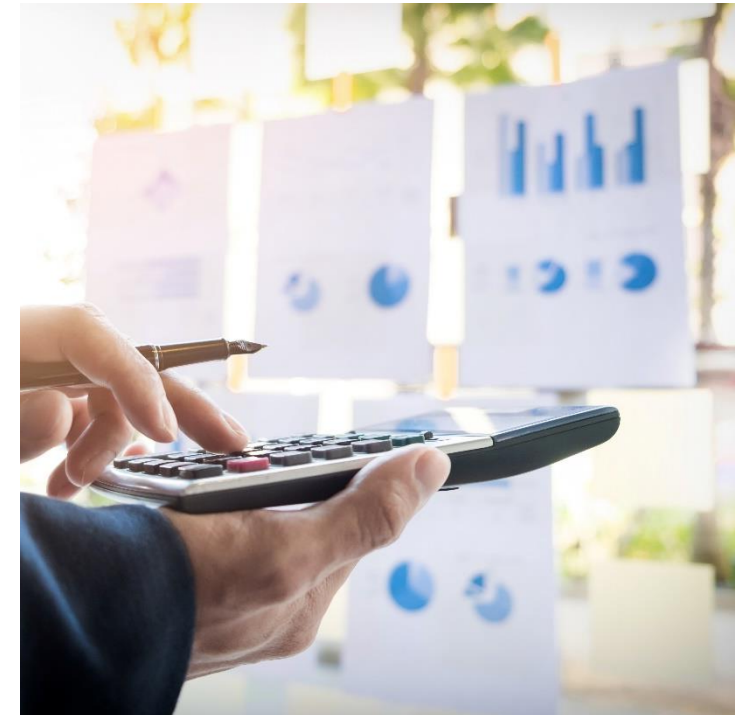- Secure access to selected staff

80% savings in moving the invoice files from store to record room due to process automation

Automation for Accounts Payable Process

- Fully automated with Posting/Parking of Invoice

- Posting credit memos in case of value difference.

- The system automatically segregates invoices, enhancing accuracy and reducing errors.

- It creates a standardized process for all transactions.

+95% **automation is achieved in custom transaction posting, reducing the need for manual intervention**

Supplier Communication & Credit Note handling

- The BOT automates credit note processing, ensuring accuracy and reducing processing time.

- Automation streamlines credit memo posting, ensuring timely and accurate corrections.

- Emails are automated in facilitating communication with suppliers.

+80% **Improvement in average time from goods receipt to payment which was average 3 months, now reduced to 15 days**

Product Demo

Crave Expertise

Why Crave InfoTech?

We Are In It For Joint Success!

We are an award-winning SAP PE-build, PE-Sell & PE-Services partner who can successfully implement complete enterprise solutions, minimizing total cost of ownership, with rapid deployment and a lasting impact for efficiency and total audit-ready compliance.

15+ Years of providing niche SAP consulting across industries

50+ Pre-packaged products for SAP EWM, IAM, AIN, PDMS & ASPM

50+ Enterprise customers served successfully

300+ Team size ensuring service delivery round the clock

Partners

SAP | ZEBRA | here | aws | Google Partner

Certifications

WOMEN OWNED CERTIFIED BY WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL | ISO 27001 International Organization for Standardization | NMSDC MBE Certified | NYC Small Business Services New York City Certified MWBE Minority and Women-owned Business Enterprise | Supplier Clearinghouse Est. 1989 Pursuant to CPUC General Order 156 | WOSB Woman Owned Small Business

Awards

SAP Pinnacle Awards 2015 Finalist — SAP Pinnacle Award Finalist | INDUS Presents SAP ACE 2018 — Winner SAP ACE 2018 | Awards & Recognition Hack2Build Winner SAP | Awards & Recognition Hack2Build 2nd Runner Up SAP | SAP Business One SEED DEVELOPMENT CHALLENGE — SAP Business One Seed award finalist | VALIDATED ZEBRA — App application valid on ZEBRA devices | SAP Google — Runner up in SAP And Google App Contest | SAP — Application Listed in top 5 globally

Crave is the Right Partner to Embark with You on Your Digital Journey

Crave InfoTech offers **50+ pre-packaged applications** focused on multiple industry use cases around SAP. Our applications are **80%-90% implementation ready** with the least deployment time or customizations required. Our pre-packaged apps compliment SAP's standard offerings, enabling 100% operational automation.

Our Core Competencies!

CRAVE **BUSINESS TECHNOLOGY PLATFROM (BTP)**	CRAVE **INTELLIGENT ASSET MANAGEMENT**	CRAVE **INTELLIGENT WAREHOUSE MANAGEMENT**	CRAVE **INTELLIGENT SUPPLY CHAIN AUTOMATION**	CRAVE **INTELLIGENT ENTERPRISE**
• Keep S/4 Clean • Side by Side Extensions – CAPM & RAP • Design Thinking • Process Automation Powered by iRPA, Workflow, Chat Bot (CAI) • Integration Suite • Enterprise Mobility – SAP MDK, SDK, Fiori, UI/UX • HANA Database and Data Science • AI, ML, and Predictive Analytics • CALM	• SAP EAM offerings – SAP PM/SM Implementation, Asset Manager, Work Manager, SAP IAM, & Predictive Maintenance • SAP MRS • SAP FSM • Crave Field Workforce Management apps – Planner Workbench, Maintenance, Calibration & Approvals • Barcode, QR Code and RFID enablement	• Barcode, QR Code and RFID enablement • RF devices in Warehouse • ITS Mobile • BTP Powered Mobile App • Voice enabled order picking • Smart order picking using Augmented reality • Streamlined picking using indoor forklift mapping and forklift integration	• Proof of Delivery • Transport Management • SAP Direct Delivery, Visit Management • Picking & Truck Loading • Last Mile Tracking • Truck Latency Management • Yard Management • Venue mapping and inside plant routing • Barcode & RFID enablement	• RISE with S/4 HANA Cloud • Fiori and UI/UX • Ariba • Implementation • AMS Support • Resource augmentation

Our Unique BTP Offerings

Extensibility

- Side by Side Extensions
- ABAP on BTP
- CAPM
- HANA Database and Data Science

Build

- Build App development
- Process Automation Powered by SBPA (iRPA), and Workflow
- Work Zone

Integration Suite – CPI

- PI_PO to Integration API Assessment
- PI_PO to Integration API Migration
- Web Method/MQ Series/Dell Bhoomi to Cloud Integration
- NEO to CF Migration

Digital Enterprise

- SAP MDK, SAP iOS and Android SDK
- Enterprise Mobility – Mobile Service
- SMP to Mobile Services migration
- Fiori and UI/UX

Analytics

- BPC to Planning
- BI_BO to SAC
- AI, ML, and Predictive Analytics

Design Thinking

- Discover
- Design
- Deliver

Crave InfoTech's Pre-packaged Product Suite to Enable Robust Implementation of SAP BTP

Enterprise Asset Management (EAM)

- cMaintenance
  (Breakdown & Preventive)
- cCalibration
- cFlexibleScheduling
- cPlanningWorkbench

- cFSM
- cFacility
- cWCM
- cInspect
- cDispatch

Supply Chain

- cWarehouse
- cSDC
- cDSD
- cTruckloading

Connected Assets & IOT (cTrack)

- Cold Regulatory Compliance
- Telematics
- Geo Enablement
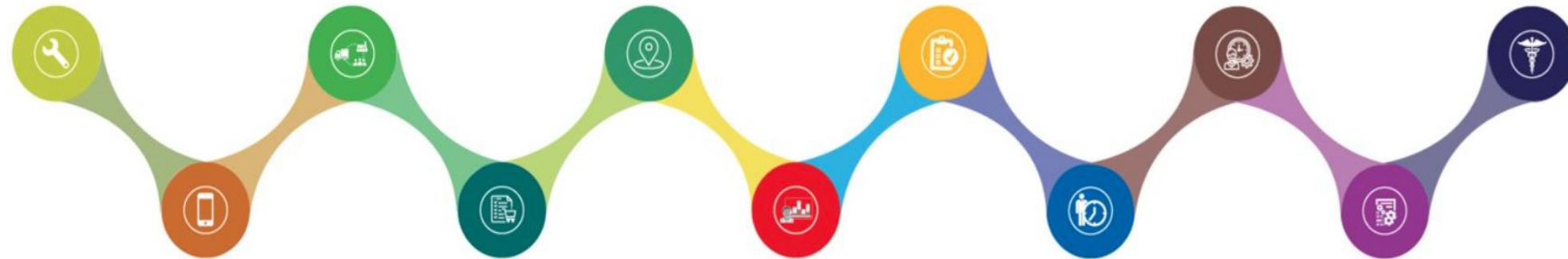- Route Optimization

Omni-channel (cApprovals)

- PR & PO
- Service Entry
- Payments
- Cart
- Invoice

- Notification
- Work Order
- Sales Order for Credit
- Leave & Timesheet

MDM

- cBP
  (Business Partner Management)
- cMaterial
  (Material Management)

Healthcare

- cEMR
  (Doctor Console, Nurse Console, Registration, Billing)
- cIHMS
  (Integrated Healthcare Management Solution)
- cMedbilling
- cClinical

Product Life-cycle Management

- cPOM
  (Production Order Management)
- cEforms
  (Production Order Management)
- cAHUFM
  (Air Handling Unit Filter Management)

Order to Cash

- cSFA
  (Sales force Automation)
- cDCN
  (Digital Customer Network)

Management Dashboard

- cCCM
  (Change Control Management)
- cProjects
  (Project Management)
- cDashboards

Human Capital Management

- cEmployeePerformance
- cITdeclaration
- cEmployeeConfirmation

Dynamic Modeler

- Agile and rapid Fiori application Building platform
- Build your SAP Fiori App in 10 minutes

Some of our key Customers

Key Takeaways

- SBPA can be used to root out discrepancies quicker and efficiently as compared to manual processes.

- SBPA streamlines AP processes by removing redundant paths, which improves performance, and incurs substantial cost savings.

- Templatization & OCR capabilities in SAP BTP have real world improvement in automation and process-driven decision making.

- Successful implementation of SBPA can lead to quickening of strategical & technological advancement resulting in efficient resource reallocation.

- Implementation of SBPA can reduce the enterprises carbon footprint by digitising and automating previously paper based manual tasks.

Q & A

SEND US AN EMAIL
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CALL US
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VISIT OUR WEBSITE
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