Intelligent Enterprise - Source to Pay (S2P)

Manish Jaiswal | Global Vice President, SAP Procurement Engineering
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For all recent and planned innovations, potential data protection and privacy features include simplified deletion of personal data, reporting of personal data to an identified data subject, restricted access to personal data, masking of personal data, read access logging to special categories of personal data, change logging of personal data, and consent management mechanisms.
Agenda

- Motivation & Overall Strategy
- Source to Pay: E2E processes
- Source-to-Pay: E2E Demo
- Adoption of Suite Qualities
- Roadmap
- Summary / Key Takeaways
Motivation: Common Customer Feedback

- Inconsistent User Experience
- Redundant Functionality
- Duplicated Master Data
- Limited Integration
- Fragmented Stack
- Multiple Platforms
SAP’s Integrated Intelligent Suite

**Lead to Cash**
Deliver unprecedented customer experience

**Source to Pay**
Manage procurement and spend like never before

**Total Workforce Management**
Attract, manage and retain the best talent

**Design to Operate**
Develop and manufacture the most innovative products

**Suite Qualities**
- Seamless user experience
- One workflow inbox
- End-to-end process blueprints
- Aligned domain models
- Consistent security & identity management
- Harmonized provisioning, setup & operations
- Embedded & cross-product analytics

**Business Technology Platform**

Source: *Strategy Paper on SAP’s Integration Plan in the Cloud*
The Journey to the Integrated Intelligent Enterprise

E2E Business Processes
S2P E2E Processes
Source to Pay process overview

Source and Contract
- Define and create the category strategy
- Identify and source material and service needs
- Negotiate & manage contracts with trading partners

Plan and Forecast
- Plan and forecast demand for goods, services and resources

Buy and Deliver
- Initiate a request for purchasing goods & services
- Execute orders for goods & services
- Deliver & receive goods & services

Invoice and Pay
- Create/manage the invoices and credit memos
- Apply early payment options
- Pay trading partners for goods delivered and services rendered

Trading Partner Collaboration
- Trading partner & Risk Management
- Analytics and Intelligence
- Central Procurement Functions

Indirect Goods / MRO Suppliers
Contract Manufacturers
Logistics Provider
Component Suppliers
Services Providers
IE - S2P E2E Processes

- Guided Buying / PO
- Sourcing
- Contract Management
- Commerce Automation
- Quote Automation

- Direct Material Sourcing
- Forecast / MRP
- Contract Manufacturing
- Supplier Managed Inventory
- Quality Management

- Service Estimates
- Service PO
- Work orders
- Statement of work
- Proof of Service / SES
From Integration to Integrated Business Processes

Illustrative approach

End-to-End Business Process

- Source
- Plan
- Buy
- Pay

LoB Business Applications
- ARIBA
- S/4HANA
- APIs

Unified User Experience

Analytics

SCP Business Services & Applications
- Supplier Master Data Service
- Cost Object Service
- Timesheet Service
- ...

SCP Platform Services
- Cloud Platform Integration
- SSO
- Workflow
- Identity Access Governance
- ...

Provisioning
- Customer Setup & Configuration
- Integration Qualities & Operations

Design of integrated Business Process Solution... while addressing non-functional requirements

Benefits/Improvements:

- Increase end-user adoption and satisfaction through harmonized user-interfaces
- Support intelligent decision-making by providing cross-analytics capabilities
- Reduce TCO by leveraging SCP Services & Applications
- Decrease integration effort by leveraging SCP Platform Service across SAP Solutions
- Reduce Time to Go-Live by simplifying IT Operations
Intelligent Enterprise: S2P Accomplishment
August 2020

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* Limited scope
Guided Buying for Central Procurement with SAP Ariba Buying (3EN, 42K Scope)

Suppliers
Ariba Network

Commerce Automation

SAP S/4HANA
Central Procurement

Open Guided Buying on Fiori Dashboard
Validate Requisition
Receive PR Status
Create Central Requisition & Send PR #
Receive Central Requisition
Receive PR Status
Approval
Trigger PR Replication
Receive PR Confirmation of PR Receipt & Creation
Receive PO
Receive Goods Receipt
Create Invoice
Receive Invoice

SAP ERP

Receive & Create PR
Create PO
Create Goods Receipt
Create Invoice

SAP Ariba
Guided Buying

Add items to shopping cart
Requester submits Requisition
Receive PR & submit GB Requisition for approval
Approval (Manual / Auto-approval)
Update PR
Update PR with approved status + set status to Ordering
Update PR with PO #
Update PR with GR #
Update PR with INV #

Order Confirmation
Advanced Ship Notice
Purchase Order
Invoice

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Adoption of Suite Qualities
Source to Pay – **Consistent User Experience**

**Customer Pain Point**
- Different look and feel of user interfaces leads to interruption during execution of business tasks.

**Outcome**
- Consistent User Experience across the Intelligent Suite
Customer pain point

- Aligned Business APIs shall simplify the integration between applications. Complex mappings or orchestrations should be avoided.

Outcome

- Growing number of aligned business APIs available on the SAP API Business Hub.
- User can rely on aligned APIs for the integration between applications. Ideally no need to make any additional mappings.
Customer Pain Point

- Explore how E2E scenarios decompose into applications, modules, business services, technologies and integrations
- Map out the roadmap to adopt the solution and transition from current solution landscape to target

Target

- Value Flow
- Scenario Implementation
- Software Product Collaboration
Source to Pay – Automated Provisioning and Integration Setup

Customer Pain Point

- Integration scenarios are mostly customer managed and therefore need to be setup by the customer
- Most of connections and integration scenario setups have to be done manually.
- High expertise required by customer to setup integration scenarios.

Target

- Provide customers a framework to automate setup of integration scenarios as far as possible.
- The Cloud Integration Automation Service (CIAS) is a tool for describing and executing integration scenarios. CIAS procedures will contain tasks that are either automated or guided manual tasks based on workflows.
Source to Pay - Consistent Security & Identity Management

Customer Pain Point

- Multiple sign-on’s in one business process
- Multiple authentication mechanism need to be maintained and supported
- Heterogeneous identities and user identifiers between applications

Target

- Consistent way of enabling Single Sign-On (SSO) and Single Log-Out (SLO)
- Easy, centrally administered user management and identity provisioning
- Users logon only once to execute all steps in the business process
Real-time Synchronisation and distribution of transactional data
Roadmap
Intelligent Enterprise: S2P H2 2020 – H1 2021 Focus (High Level)

7
SUITE QUALITIES
... extended wave 1 tg's

2
SPEND TYPES
... Complex services
... Supply chain collaboration

4
SAPPHIRE NOW
FRONTRUNNERS
... one inbox
... cross analytics
... one mds
... int monitoring

CLOUD → HYBRID

4
TECHED
MINI PILOTS
... extensibility
... switcher
... graph
... zones

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SAP Road Maps for the Intelligent Enterprise

SAP Road Maps support the journey to SAP’s future. Explore our road maps, webinars, and transformation guides to learn more.

Search SAP Road Maps by keywords, topics, processes or products.

- LEAD TO CASH
- SOURCE TO PAY
- RECRUIT TO RETIRE
- DESIGN TO OPERATE
Summary | Key Takeaways
Deliver significant value to your business through true end-to-end business process integration
Thank you!

Contact information:

Manish Jaiswal
Global Vice President, Engineering
m.jaiswal@sap.com