



SAP Business Scenario Recommendations for SAP S/4HANA

Customer Name: Sample Inc.

Customer Number: 12345

Date of analysis: 13 Nov, 2020

Country/Region: Germany

System ID: PRD

Current Release: SAP ERP - EHP6

Database: Oracle

Consumer Products Industry

**Interactive Sample Report:
View in “Full Screen Mode” with Adobe Acrobat Reader**

What's in it for you:

This report will help you to receive:

- Insights on your current SAP ERP system and industry trends
- Relevant SAP S/4HANA business scenarios by line of business
- Tailored guidance and recommendations to realize the value from SAP S/4HANA



What we know about Sample Inc.:

- We analyzed business process performance and usage data provided from your SAP ERP system PRD
- 6 lines of business use PRD, including Finance, Sourcing & Procurement, Sales & Service, Supply Chain, Manufacturing & Asset Management

Business Opportunities with SAP S/4HANA

SAP Business Scenario Recommendations on Spotlight:

Your SAP Business Scenario Recommendations report is enriched with an online version:

SAP Business Scenario Recommendations on Spotlight

In addition to this PDF report, Spotlight delivers a lightweight, data-driven report on transaction and process usage in your ERP system

- Understand which ERP components, transactions and processes are heavily used
- Identify areas with highest potential for process improvement and automation
- Find out which SAP solutions can bring immediate value to your business operations

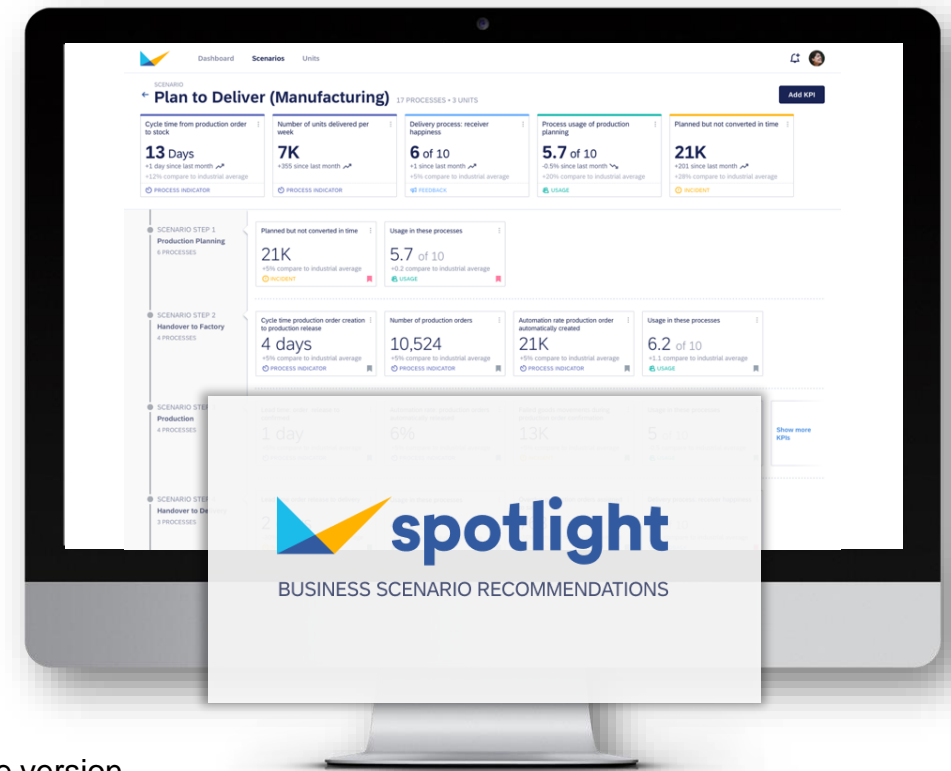


[Click here to access your free SAP Business Scenario Recommendations on Spotlight](#)

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Password: Demo1234!



The Spotlight logo in this report indicates jump-offs to the BSR on Spotlight online version



Trends in Consumer Products Industry:



Key Challenges within your industry

Empowered consumers

- Consumers are informed, empowered and always on
- They can shop and buy from anywhere and make choices about where and how they would like to take

Expanding ecosystems

- Deliver the supply chain transparency that today's shoppers demand
- Reach consumers across channels directly in moments of need

Extraordinary innovators

- Building innovative business models
- Redefining customers expectations and gaining market shares



Key Trends within your industry

Enabling new business models

- Monetizing content or data
- Pursuing innovative partnerships

Delivering personalized outcomes

- Build enduring customer and consumer relationships
- By delivering on a set of outcomes, often service driven, that go well beyond traditional product focus

Competing as an ecosystem

- Expand the boundaries of consumer products
- By teaming with non-traditional ecosystem partners
- To deliver higher value at no or low incremental cost



Key Value Drivers within your industry

Reimagine order to delivery

- Improve customer service
- Reduce inventory carrying costs
- Reduce logistics costs

Reimagine personalized products

- Increase revenue from new products
- Increase revenue growth
- Reduce research and development expense

Reimagine operational procurement

- Reduce procurement function costs
- Improve compliance on supplier and price policies, taxation, and regulations
- Improve cash flow with faster payments

Accelerators for your Value and Innovation Discussion in the Consumer Products Industry:

1

**Understand the
Industry Strategy**

- Get a business overview on what moves your industry
- Understand the SAP approach and products to drive industry innovation

[Read the industry whitepaper »](#)

2

**Leverage
Intelligent Technologies**

- SAP point of view towards technological impacts
- Understand how these intelligent technologies improve everyday business

[SAP industry point of view »](#)[SAP industry value paper »](#)

3

**See target architecture with
SAP Industry Digital
Transformation**

- Explore a full proposed architecture in the industry poster
- Choose from the full set and focus on processes and options relevant for you

[Get the poster »](#)

4

**Plan with
SAP Capabilities**

- Understand industry related abilities and offerings with SAP value maps
- Plan your innovation program mid-term with SAP road maps

[SAP capabilities overview »](#)[Get the SAP road map »](#)

5

**Implement smoothly with
SAP Model Company**

- SAP Model Company services contain ready-to-use, preconfigured processes to accelerate your deployment
- Choose the SAP Model Company for your industry and lines of business

[SAP Model Company
for your industry »](#)[SAP Model Company overview »](#)

Lines of Business

SAP S/4HANA helps you achieve your business goals.

For selected lines-of-business and business goals, this report provides you with insights and tailored SAP S/4HANA recommendations.

Click one of the lines of business on the right to discover how you can benefit from using SAP S/4HANA today.

Finance



- Reduce G/L efforts and financial closing time
- Reduce finance costs
- Reduce days sales outstanding



13 Customer-specific recommendations



High
usage

Sourcing & Procurement



- Reduce procurement function costs



6 Customer-specific recommendations



Medium
usage

Sales



- Improve on-time delivery performance
- Increase sales force efficiency
- Reduce complaints and return costs



12 Customer-specific recommendations



High
usage

Supply Chain



- Reduce days in inventory



7 Customer-specific recommendations



Medium
usage

Manufacturing



- Reduce total manufacturing costs
- Accelerate manufacturing cycle time



13 Customer-specific recommendations



High
usage

Asset Management



- Reduce unplanned downtime or outage
- Reduce asset data management cost



4 Customer-specific recommendations



Low
usage

OPTIMIZE FINANCE:**Reduce G/L Efforts And
Financial Closing Time**

- Reduction of G/L efforts is related to simplification of processes within G/L and increased automation
- Reduce financial closing time is about the reduction of days to close annual books and to complete the annual hard close on entity and corporate level, and includes the time for regulatory disclosures such as a 10-K report in the United States or similar financial statements in other countries

**Reduce Finance Costs**

- Finance costs include all finance function-related costs such as cost of finance staff (headcount costs), external spend, technology spend and all other finance function-related spend

[Go to findings »](#)**Reduce Days Sales
Outstanding**

- Days sales outstanding is a measure of the average number of days that a company takes to collect revenue after a sale has been made
- A low number means that it takes a company fewer days to collect its accounts receivable
- A high number shows that a company is selling its product to customers on credit and taking longer to collect money
- Days sales outstanding calculation: $[\text{Accounts Receivables} / \text{Total Credit Sales}] \times \text{Number of Days}$

[Go to findings »](#)









OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
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INTRODUCTION	FINDINGS	RECOMMENDATIONS
REDUCE FINANCE COSTS & CLOSING TIME	REDUCE DAYS SALES OUTSTANDING	DETAILS

Demo User: demo.user@getspotlight.io
Password: Demo1234!

Finance: Your Current Process Performance in SAP ERP System “PRD”



	Accounts Receivables	Accounts Payables	General Ledger Accounting	Product Cost Controlling
Value Drivers:				
 Reduce G/L Efforts And Financial Closing Time	18.201 <u>Overdue & open finance AR items »</u>	80.102 <u>Overdue & open finance AP items »</u>	8.235.129 <u>Open items on finance general ledger accounts »</u>	331 <u>Failed component consumptions during prod. order confirmation »</u>
 Reduce Finance Costs	24% <u>Customer payments autom. cleared »</u>	96% <u>Vendor payments autom. cleared »</u>	28.739 <u>Open items on goods receipt/invoice receipt clearing accounts »</u>	No data Errors during production order settlement
How SAP helps:				
Build an intelligent enterprise with recommended SAP S/4HANA business scenarios. All innovation recommendations »	Cash Management » 			
	Payments and Bank Communications » 			
	Financial Shared Services Management » 			
	Financial Accounting » 			Product Costing » 
	Entity Close »			

INTRODUCTION

FINDINGS

RECOMMENDATIONS

REDUCE FINANCE COSTS & CLOSING TIME








REDUCE DAYS SALES OUTSTANDING

DETAILS

Demo User: demo.user@getspotlight.io
Password: Demo1234!

Finance: Your Current Process Performance in SAP ERP System "PRD"



	Sales Order Creation	Outbound Delivery Creation	Posting Goods Issue	Invoice Creation	Incoming Payment
Value Driver:  Reduce Days Sales Outstanding	<div>44.543</div> <u>Sales order items overdue for invoicing »</u>		<div>61.111</div> <u>Delivery items shipped and not billed »</u>	<div>23 days</div> <u>Lead time: Invoice creation to clearing »</u>	<div>24%</div> <u>Customer payments automatically cleared »</u>
How SAP helps: Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.				<div>18.201</div> <u>Overdue & open finance AR items »</u>	<div>1.905</div> <u>Bank statements not completed posted »</u>
All innovation recommendations »			Sales Billing » 	Payments and Bank Communications » 	
				Accounts Receivables » 	
		Sales Order Management and Processing » 			
		Delivery Management » 		Collections Management » 	

Overdue & open finance AR items

Findings and Benchmark

What we measured

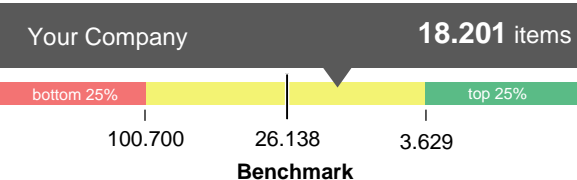
18.201 items

Overdue & open finance AR items

Absolute number of open FI-AR items, which are not cleared yet and the net due date is already in the past.

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
959	210	588	304	16.140
5%	1%	3%	2%	89%

Top 5 Company Codes:

Company Code		Items	Percent
HQR	Headquarter	8.889	49%
SA02	Sales Area France	3.205	18%
SA01	Sales Area Germany	1.395	8%
SA06	Sales Area USA	975	5%
SA09	Sales Area Japan	629	3%

Implication

Understand the problem

Possible Root Causes:

- Delayed incoming payments
- Incoming payments could not be matched against open items in finance AR
- No dunning procedures in place

Possible Business Impact:

- Working capital: Delayed incoming cash
- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs

Back to overview
,Reduce Finance Cost' »

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,Reduce DSO' »

Customer payments automatically cleared



Findings and Benchmark

What we measured

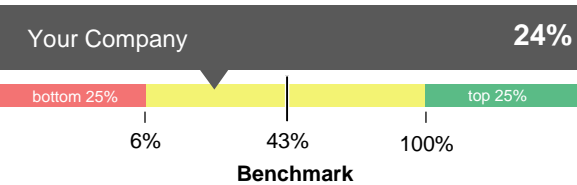
24%

Customer payments automatically cleared

Share of FI-AR customer items cleared last week by system/communication users or processed via batch input or via F110.

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation



Details

What we measured

Top 5 Company Codes:

Company Code		Total Items	Automation Rate
SA01	Sales Area Germany	3.861	18%
HQR	Headquarter	936	57%
SA14	Sales Area China	492	83%
SA15	Sales Area Sweden	392	76%
SA13	Sales Area Indonesia	333	0%



Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or inaccurate invoice matching
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:

- Unnecessary high manual workload
- Higher finance process operations costs

Electr. bank statements not completely posted

Findings and Benchmark

What we measured

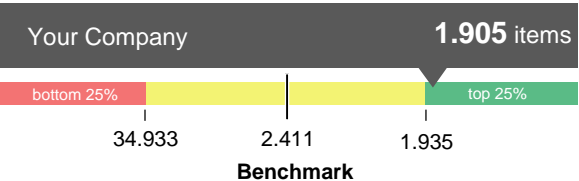
1.905 items

Electr. bank statements not completely posted

Absolute number of open electronic bank statement items not completely posted and were created more than 5 days ago.

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
335	185	385	165	835
18%	10%	20%	9%	44%

Top 5 Company Codes:

Company Code		Items	Percent
SA10	Sales Area Brazil	899	47%
SA07	Sales Area Netherland..	581	30%
HQR	Headquarter	236	12%
SA06	Sales Area USA	55	3%
SA11	Sales Area Argentina	18	1%

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or inaccurate invoice matching
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:

- Working capital: Delayed incoming cash
- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs

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,Reduce Finance Cost‘ »](#)

[Back to overview
,Reduce DSO‘ »](#)

Overdue & open finance AP items



Findings and Benchmark

What we measured

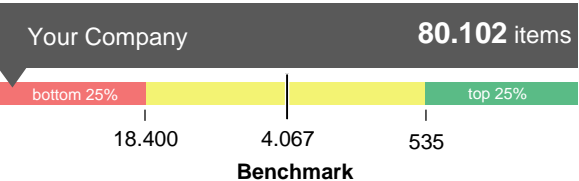
80.102 items

Overdue & open finance AP items

Absolute number of open FI-AP items, which are not cleared yet and the net due date is already in the past.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
13.580	2.920	7.916	8.034	47.652
17%	4%	10%	10%	59%

Top 5 Company Codes:

Company Code		Items	Percent
HQR	Headquarter	53.905	67%
SA02	Sales Area France	9.148	11%
SA06	Sales Area USA	3.641	5%
SA07	Sales Area Netherland..	1.748	2%
SA08	Sales Area UK	1.325	2%



Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or inaccurate invoice matching
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:

- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs
- Lost cash discount

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Vendor payments automatically cleared



Findings and Benchmark

What we measured

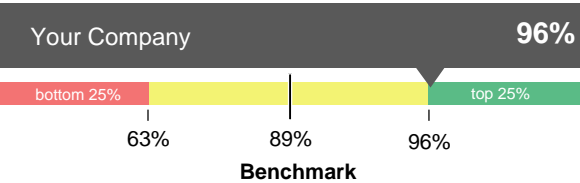
96%

Vendor payments automatically cleared

Share of FI-AP vendor items cleared last week by system/communication users or processed via batch input or via F110.

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation



Details

What we measured

Top 5 Company Codes:

Company Code		Total Items	Automation Rate
HQR	Headquarter	1.151	95%
SA13	Sales Area Indonesia	501	96%
SA01	Sales Area Germany	349	79%
SA04	Sales Area Italy	236	81%
SA14	Sales Area China	169	91%



Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or inaccurate invoice matching
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:

- Unnecessary high manual workload
- Higher finance process operations costs
- Lost cash discount

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Purchase order items created after invoice

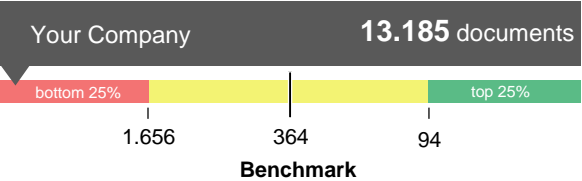
Findings and Benchmark

What we measured

13.185 documents
Purchase order items created after invoice

Absolute number of purchase order items, which were created (SAP system date) after the invoice (invoice date) within the last 30 days.
[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Company Codes:

Company Code		Documents	Percent
SA01	Sales Area Germany	2.850	22%
HQR	Headquarter	2.810	21%
SA04	Sales Area Italy	1.257	10%
SA02	Sales Area France	1.107	8%
SA23	Sales Area Australia	929	7%

Implication

Understand the problem

- Possible Root Causes:**
- Speeding up of purchasing by by-passing the SAP purchasing process
 - Buyers lacking knowledge of SAP purchasing process
- Possible Business Impact:**
- Unnecessary high manual workload
 - Higher finance process operations costs
 - Lost cash discount
 - Process incompliance (maverick-buying)

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Open items on finance general ledger accounts



Findings and Benchmark

What we measured

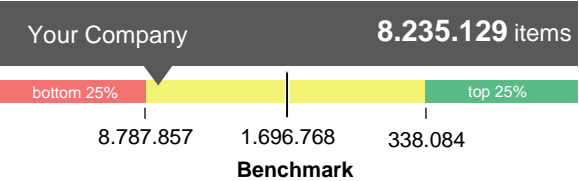
8.235.129 items

Open items on finance general ledger accounts

Absolute number of open items on open item managed accounts which were not cleared yet.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Company Codes:

Company Code		Items	Percent
SA02	Sales Area France	6.954.478	84%
HQR	Headquarter	483.250	6%
SA09	Sales Area Japan	201.355	2%
SA10	Sales Area Brazil	160.081	2%
SA01	Sales Area Germany	125.374	2%



Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:

- Unnecessary high manual workload
- Higher finance process operations costs

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Open items on goods receipt/invoice receipt clearing accounts

Findings and Benchmark

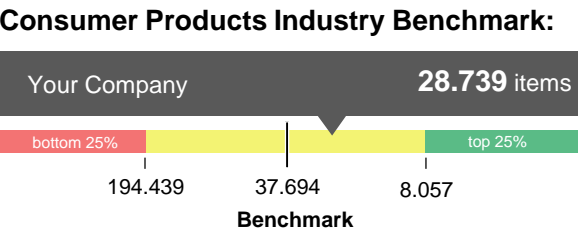
What we measured

28.739 items

Open items on goods receipt/invoice receipt clearing accounts

Absolute number of open items on GR/IR clearing accounts which were not cleared yet and were created more than 30 days ago.

[Learn more »](#)



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
7.471	2	6	770	20.490
26%	0%	0%	3%	71%

Top 5 Company Codes:

Company Code	Items	Percent
SA02 Sales Area France	9.086	32%
SA06 Sales Area USA	7.369	26%
SA01 Sales Area Germany	4.318	15%
SA11 Sales Area Argentina	2.799	10%
SA12 Sales Area South Afric..	941	3%

Implication

Understand the problem

- Possible Root Causes:
- Missing or inaccurate master data
 - Missing or inaccurate GR/IR matching information
 - Missing or wrong configuration of automation capabilities
 - Automation capabilities are not or not correctly enabled in all organizational units
- Possible Business Impact:
- Unnecessary high manual workload
 - Higher finance process operations costs

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Failed component consumptions during prod. order confirmation

Findings and Benchmark

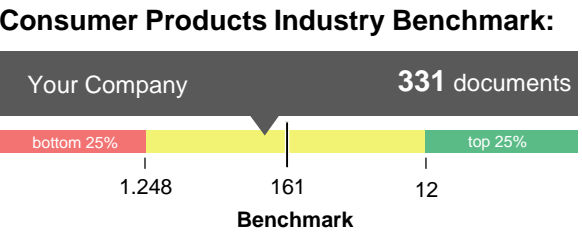
What we measured

331 documents

Failed component consumptions during prod. order confirmation

Absolute number of failed automatic goods movements (goods receipts and component consumption postings) during production order confirmation.

[Learn more »](#)



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
114	15	31	12	159
34%	5%	9%	4%	48%

Top 5 Plants:

Plant	Documents	Percent
F01 Factory China I	115	35%
F02 Factory Germany II	103	31%
F03 Factory Italy II	44	13%
F04 Factory Portugal	32	10%
F05 Factory India	15	5%

Implication

Understand the problem

- Possible Root Causes:**
- Missing or inaccurate master data
 - Temporarily missing stock of production components
- Possible Business Impact:**
- Inconsistent stock information for components between the SAP book stock and the real world
 - Wrong and inaccurate supply chain planning data
 - Incorrect production costs (COGM, COGS)

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Sales order items overdue for invoicing

Findings and Benchmark

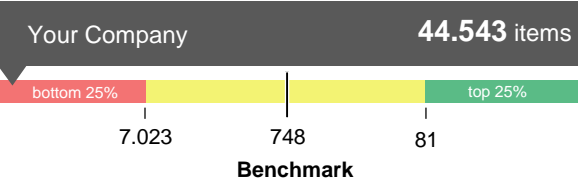
What we measured

44.543 items
Sales order items overdue for invoicing

Absolute number of sales order items (order-related billing), which are not or only partially billed and the planned billing data is overdue for more than one day.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
3.563	2.900	5.646	17.101	15.333
8%	7%	13%	38%	34%

Top 5 ERP Sales Organizations:

ERP Sales Organization		Items	Percent
SROC	MU Oceania	22.105	50%
SRAS	MU Africa South	9.581	22%
SRCN	MU China South	8.672	19%
SRLA	MU Latin America	861	2%
SRES	MU Europe South	546	1%

Implication

Understand the problem

- Possible Root Causes:**
- Missing or inaccurate master data
 - System configuration does not reflect business reality
 - Failure of automatic billing

- Possible Business Impact:**
- Working capital: Delayed incoming cash
 - Inaccurate cash & liquidity planning data
 - Unnecessary high manual re-processing workload

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Delivery items shipped and not billed

Findings and Benchmark

What we measured

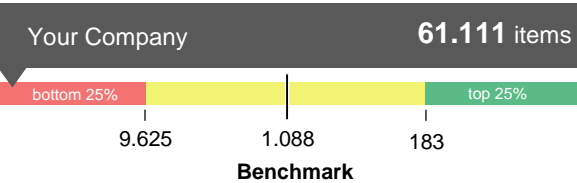
61.111 items

Delivery items shipped and not billed

Absolute number of delivery items, which are already shipped but not billed and the planned billing date is overdue for more than one day.

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
23.121	2	116	170	37.702
38%	0%	0%	0%	62%

Top 5 ERP Sales Organizations:

ERP Sales Organization		Items	Percent
SRU2	MU US South-West	38.488	63%
SROC	MU Oceania	17.016	28%
SRNA	MU North Africa	1.950	3%
SRU1	MU US South-East	531	1%
SRCN	MU China South	312	1%

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- System configuration does not reflect business reality
- Failure of automatic billing

Possible Business Impact:

- Working capital: Delayed incoming cash
- Inaccurate cash & liquidity planning data
- Unnecessary high manual re-processing workload

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Lead time: Invoice creation to clearing

Findings and Benchmark

What we measured

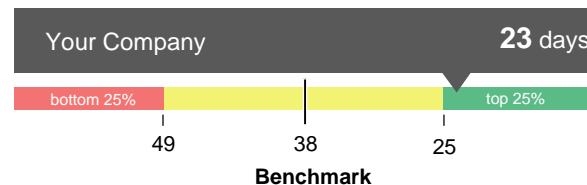
23 days

Lead time: Invoice creation to clearing

Duration (in days) between customer invoice creation and clearing for invoices that were cleared last week.

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Company Codes:

Company Code		Total Items	Days
SA01	Sales Area Germany	3.750	14
HQR	Headquarter	592	43
SA14	Sales Area China	450	5
SA15	Sales Area Sweden	371	25
SA02	Sales Area France	315	0

Implication

Understand the problem

Possible Root Causes:

- Delayed incoming payments
- Incoming payments could not be matched against open items in finance AR
- No dunning procedures in place

Possible Business Impact:













- Working capital: Delayed incoming cash
- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs

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OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS							
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS	EXAMPLE	CUSTOMER REFERENCE					

Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage

The table below shows SAP S/4HANA business scenarios that are enhancing process areas which you are already running.


























SAP S/4HANA BUSINESS SCENARIO	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Financial Accounting	★★★	76	★★★	Details	
Delivery Management	★★★	27	★★★	Details	
Sales Billing	★★★	10	★★★	Details	
Accounts Payable	★★★	10	★★★	Details	
Profitability Analysis	★★★	9	★★★	Details	
Accounts Receivable	★★★	8	★★★	Details	
Overhead Cost Management	★★★	4	★★★	Details	
Financial Reporting	★★★	4	★★★	Details	
Cash and Liquidity Management	★★★	4	★★★	Details	
Entity Close	★★★	1	★★★	Details	
Sales Order Management and Processing	★★★	20	★★★	Details	
Product Costing	★★★	3	★★★	Details	
Advanced Compliance Reporting	★☆☆	Usage of related application area	New	Details	

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS	EXAMPLE	CUSTOMER REFERENCE					

Additional SAP S/4HANA Business Scenarios*

The table below shows additional SAP S/4HANA business scenarios you could benefit from.

SAP S/4HANA BUSINESS SCENARIO	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Cash Management	★ ★ ★		
Collections Management	★ ★ ★		
Commodity Sales	★ ★ ★		
Convergent Invoicing	★ ★ ★		
Corporate Close	★ ★ ★		
Credit and Collection Management	★ ★ ★		
Credit Evaluation and Management	★ ★ ★		
Debt and Investment Management	★ ★ ★		
Dispute Resolution	★ ★ ★		
Financial Risk Management	★ ★ ★		
Financial Shared Services Management	★ ★ ★		
Joint Venture Accounting	★ ★ ★		
Payments and Bank Communications	★ ★ ★		
Revenue and Cost Accounting	★ ★ ★		

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.

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Financial Accounting

Business Scenario Description

Provide a single source of truth for general ledger and subledger applications and real-time integration to logistics with a full audit trail.
Enable self-service analytics directly from highly-granular operational data.



Your usage intensity based on
[76 used transactions »](#)



Industry popularity

Value Drivers

- **Reduce G/L & financial closing costs**
Support fast, peer-to-peer intercompany reconciliation, single source of truth and automating closing tasks
- **Reduce audit costs**
Enable standardization and automation within audit management processes
- **Reduce days to close annual books**
Support fast, peer-to-peer intercompany reconciliation; automating closing tasks; and increasing user efficiency

What's new in SAP S/4HANA

- **Universal journal**
SAP S/4HANA provides a single, universal journal that simplifies all accounting processes.
- **Simplified and streamlined processes**
Massive efficiencies are enabled by removing redundant steps and streamlining integration.
- **Built-in innovations**
Built-in innovations such as SAP CoPilot and machine learning apps further increase the release of tremendous value by freeing up scarce human capital to focus on producing real business insight rather than mere data manipulation.

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Delivery Management

Business Scenario Description

Deliver enhanced orders with integrated delivery management processes. Increase process transparency through stakeholder communication, for example, by sending and receiving advance shipping notifications.



Your usage intensity based on
[27 used transactions »](#)



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
Integrate pick, pack, and ship processes.
- **Reduce order fulfillment lead time**
Use real-time information on timely completion of picking, packing and, shipping activities

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Enhancements for schedule delivery creation app**
Two enhancements are now available: new job template to schedule the creation of deliveries for return purchase orders and stock transport orders. In addition a new feature now lets you schedule recurring jobs with dynamic calculated date values.
- **Superior data model**
The data model has been considerably improved and the superior data model includes improved handling and no more table locks.
- **Embedded analytics**
Embedded analytics are available with SAP S/4HANA.

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Sales Billing

Business Scenario Description

Manage the complete sales order lifecycle for faster billing with less administrative effort. Integrate the billing management process and streamline the order-to-cash process, and improve customer satisfaction.



Your usage intensity based on
[10 used transactions »](#)



Industry popularity

Value Drivers

- **Improve customer satisfaction**
Automate and reduce the rate of billing errors
- **Improve invoice processing Full-Time Equivalents (FTE) efficiency**
Automate routine tasks and providing intuitive role-based applications

What's new in SAP S/4HANA

- **New user experience**
New SAP Fiori apps have been made available to ensure a better user experience.
- **Delivery block for prepayment request**
There is an automatically set delivery block if a sales line item requires prepayment.

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Accounts Payable

Business Scenario Description

Simplify the way you record and manage accounts payable data from vendors. Streamline accounts payable processes through real-time integration with purchasing.



Your usage intensity based on
10 used transactions »



Industry popularity

Value Drivers

- **Reduce accounts payable and expense costs**
Increase automation and enhance reporting.
- **Reduce supplier discounts lost**
Enhance management of accounts payable process

What's new in SAP S/4HANA

- **Built-in operational reporting**
A built-in operational reporting has been made available in SAP S/4HANA, eliminating the need for data replication and separate, additional reporting cockpits.
- **Posting and clearing outgoing payments**
More-efficient processes have been created for posting and clearing outgoing payments and scheduling automatic payments. This simplifies and accelerates the whole clearing procedure.
- **Integration with discounting capability**
An integration with discounting capability in the SAP Ariba payables solution has been implemented to capture early-payment discounts.

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Profitability Analysis

Business Scenario Description

Identify your most profitable customers, products and channels to make more informed decisions. Reach or exceed performance goals and deliver superior service at lower cost by integrating profitability.



Your usage intensity based on
9 used transactions »



Industry popularity

Value Drivers

- **Reduce business and operations analysis/reporting costs**
Provide flexibility for ad-hoc reporting and analysis.
- **Increase financial forecast accuracy**
Provide real time access to financial data and by integrating profitability and cost analysis into operations for full transparency
- **Reduce budgeting & forecasting Costs**
Provide real-time access to financial data and by integrating profitability and cost analysis into operations for full transparency

What's new in SAP S/4HANA

- **Predefined reports**
This functionality includes a real-time availability of profitability information for reporting during the month, predictive margin information as well as more-efficient month-end closing and faster decision-making.
- **Availability of transfer pricing**
There is a new availability of transfer pricing for clear insight into the internal supply chain.
- **Integrated financial planning**
The integrated financial planning with SAP Analytics Cloud solution for planning is directly connected to the universal journal with SAP S/4HANA. Predictive analytics model training is now available.

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Accounts Receivable

Business Scenario Description

Manage customer accounts receivables. Integrate data for dispute, collections, and credit management applications.
Increase automation and reduce manual effort and cost for running this financial process.



Your usage intensity based on
8 used transactions »



Industry popularity

Value Drivers

- **Reduce days sales outstanding**
Provide additional insight into outstanding and overdue customer positions, identifying accounts to prioritize for contact.
- **Reduce uncollectible debts and bad debt write-offs**
Enable Accounts receivable data integration with SAP or third-party applications for dispute, collections, and credit management
- **Reduce accounts receivable management cost**
Provide automation tools to eliminate manual, error-prone processes, including compliance management

What's new in SAP S/4HANA

- **Built-in operational reporting**
There is a built-in operational reporting eliminating the need for data replication.
- **Posting and clearing outgoing payments**
The processes for posting and clearing incoming payments, including handling of discounts, have been improved and are more efficient.
- **Integration with cloud extensions**
The integration with cloud extensions such as the SAP S/4HANA Cloud for credit integration solution, SAP S/4HANA Cloud for customer payments solution, SAP digital payments add-on, and SAP Cash Application software became available with SAP S/4HANA.

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Overhead Cost Management

Business Scenario Description

Collect, analyze, evaluate, and report profit and loss information to increase overall profitability. Gain an understanding of the drivers of cost and the causes of underperformance by achieving a holistic view.



Your usage intensity based on
4 used transactions »



Industry popularity

Value Drivers

- **Reduce cost accounting and analysis costs**
Provide a holistic view of the drivers of cost and the causes of underperformance.
- **Reduce business and operations analysis/reporting costs**
Reduce the need for manual work through comprehensive built-in automatic functionality
- **Increase financial forecast accuracy**
Provide complete, accurate and real-time information to help managers

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Universal allocations enhanced**
This gets enhanced in rel. 2020 with new contexts: Cost centers, profit centers (both actuals & plan). Margin analysis and new allocation types: e.g. overhead allocation and distribution.
- **Direct reporting abilities**
This gets enhanced in SAP S/4HANA with direct reporting of account assignment as well as a direct reporting of a controlling-profitability assignment.
- **Optimization of plan data and harmonization of allocations**
Optimization of plan data is available through the use of embedded preconfigured planning scenarios for cost center planning and profit center planning. Allocations can be managed better and easier with updates to partner profit centers and functional areas as well as the harmonization of allocations across actual and plan.

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Financial Reporting

Business Scenario Description

Gain insight into financials to reduce the time, cost, and risk of regulatory filings and disclosures. Accelerate financial reporting and disclosure with fact-based decision making.



Your usage intensity based on
[4 used transactions »](#)



Industry popularity

Value Drivers

- **Reduce G/L & financial closing costs**
Streamline financial reporting, disclosure, and filing processes enabled by a single source of truth.
- **Reduce audit costs**
Leverage comprehensive audit trails, audit information functions, and tax data retention and reporting functions

What's new in SAP S/4HANA

- **Financial reporting capabilities**
Financial reporting capabilities have been substantially increased and are integrated throughout all areas of SAP S/4HANA Finance. Actual costing has also been improved.
- **Embedded analytics**
Users can access a huge range of embedded analytics. Additionally, reports can be adjusted to suit by the user - there is no more running to IT for new/changed financial reporting requirements.
- **Information presentation leverages visual formats**
Information is presented in very easy ways to use visual formats making full use of charts, colors and information. All data is real-time with granular drilldown available to the lowest level.

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Cash and Liquidity Management

Business Scenario Description

Gain real-time insight into global cash and liquidity with SAP S/4HANA. Position cash accurately and analyze enterprise-wide cash flows within a timeframe of choice. This includes in-house banking capabilities delivering centralized payments, receipts, cash concentration and inter-company netting.



Your usage intensity based on
[4 used transactions »](#)



Industry popularity

Value Drivers

- **Improve working capital**
Increase liquidity and reduce borrowing costs due to greater cash visibility and control.
- **Reduce operational costs for treasury**
Due to management by exception resulting from high degree of process automation and monitoring capabilities
- **Reduce banking costs**
Through better management of bank accounts and related fees

What's new in SAP S/4HANA

- **Cash position and liquidity forecast**
There is a new cash position and liquidity forecasting available based on SAP Fiori apps. The liquidity planner function is replaced by the SAP Fiori app "Cash Flow Analyzer".
- **Functionality for central bank account management**
A new functionality for central bank account management is available, including bank fee analysis.
- **SAP Business Planning and Consolidation**
This functionality is an embedded planning functionality in SAP Business Planning and Consolidation for SAP S/4HANA. The integration to the SAP Bank Communication Management application as well as to the multi-bank connectivity and advanced payment management has been made possible.

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Entity Close

Business Scenario Description

Increase accuracy, corporate governance, compliance, and efficiency of the entity close with automation and standardization. Accelerate the entity close process through automation and standardization.



Your usage intensity based on
[1 used transactions »](#)



Industry popularity

Value Drivers

- **Reduce G/L & financial closing costs**
Support fast, peer-to-peer intercompany reconciliation, single source of truth and automating closing tasks.
- **Reduce audit costs**
Improve corporate governance, driving efficiency by using templates across multiple entities and closing cycles

What's new in SAP S/4HANA

- **Enhanced and improved group reporting**
There is a huge simplification due to the universal journal being the single source for all financial numbers. Furthermore, the group financial reporting is embedded, fully granular, and real time. This removes the need for off-system, manual data manipulation.
- **Predictive accounting**
With SAP S/4HANA both continuous soft close and predictive accounting are enabled.
- **Cloud-enabled digital platform for extension of innovations and automation**
The cloud-enabled digital platform for extension of innovations and automation allows the connection and control of period end processes across multiple systems.

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Sales Order Management and Processing

Business Scenario Description

Support frictionless order processing from quote to cash. Integrate order management and processing, from quote to shipment and billing to booking revenue, with a high-performance, real-time solution.



Your usage intensity based on
20 used transactions »



Industry popularity

Value Drivers

- **Increase sales force efficiency**
Provide a streamlined and predefined order management process
- **Improve on-time delivery performance**
Improve transparency into the status of orders and accelerating order execution
- **Reduce order management cost**
Enable back-office sales employees to work more efficiently with role-based, insight-to-action cockpits

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Trade compliance issues in the sales order fulfillment cockpit app**
The sales order fulfillment cockpit app has been enhanced. Beyond already available topics like completeness checks and various blocks (e.g. credit / delivery), trade compliance issues are now included in the app.
- **Low touch order management and Intelligent proposals**
The access to increased automation has been enhanced with low touch order management.
NEW with SAP S/4HANA 2020: The intelligent product proposal provides product and quantity proposals to enable faster order entry.
- **Prediction of delivery delay**
A predictive functionality has been made available to get visibility on delivery delays and improve communication. Safety data sheets in sales and dangerous goods in sales are now available.

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Product Costing

Business Scenario Description

Understand detailed costs and margins incurred by your products to manage your product portfolio. Calculate cost of goods manufactured (COGM) or cost of goods sold (COGS) as broken down by each step of the production process.



Your usage intensity based on
[3 used transactions »](#)



Industry popularity

Value Drivers

- **Reduce cost accounting and analysis costs**
Break down cost of goods manufactured and cost of goods sold by each step of the production process.

What's new in SAP S/4HANA

- **Transparency**
Greater transparency into the value chain is now possible by taking advantage of data captured in logistics processes.
- **Integration to material ledger**
The storing of material movements is now available in the material ledger as integrated part of the universal journal, resulting in a single source for product cost and material valuation information.

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Advanced Compliance Reporting

Business Scenario Description

Manage statutory reporting worldwide and enable simple adoption of constant legal reforms. This includes the generation and submission of compliance reports.



Your Usage Intensity

New

Industry popularity

Value Drivers

- **Reduce G/L efforts and financial closing time**
Integrate native statutory reporting subledgers with our financial asset management software to avoid costly interfaces to third-party solutions , use pre-delivered global reporting content.
- **Reduce audit costs**
Centrally manage statutory reporting

What's new in SAP S/4HANA

- **Advanced compliance reporting**
The advanced compliance reporting functionality is available in addition to the basic compliance reporting. This includes: data preview, audit trail, ad hoc reporting and reporting activities.
- **SAP CoPilot**
Smart collaboration using SAP CoPilot is available with this process through SAP S/4HANA.
- **Global compliance monitoring with cloud extension**
Global compliance monitoring is applicable through the SAP Cloud Analytics solution. Manual adjustments can be made to manage tax items.

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Cash Management

Business Scenario Description

Monitor basic cash flows in real-time to manage and maintain sufficient liquidity. Cash management also involves managing cash and liquidity centrally.



Value Drivers

- **Reduce treasury and cash management costs**
Automate cash management processes to reduce demand for cash and banking costs.
- **Increase cash forecast accuracy**
Enable monitoring of basic cash flows in real-time

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Advanced payment management**
This supports the monitoring and approval of payments for both, SAP systems and non-SAP systems. The overall process is seamlessly integrated with cash management. The conversion of various payment formats is supported (for example, converting CSV or TXT files to XML) as well. This is a scope item (Advanced payment management, code 4MT).
- **Integration with a simplified data model and SAP HANA database**
The integration has been made possible with a simplified data model of SAP S/4HANA. The capabilities of the SAP HANA business data platform and database deliver new business insights, such as monitoring liquidity.

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Collections Management

Business Scenario Description

Manage and analyze customer cash collections and customer service proactively with SAP S/4HANA. Deploy a customer-centric process for prioritizing customer accounts in real time.



Value Drivers

- **Reduce days sales outstanding**
Use a strategy-based approach to prioritizing customers for collections activities
- **Reduce uncollectible debts and bad debt write-offs**
Use early-warning indicators like credit score downgrades in strategies to identify troubled customers early
- **Reduce Customer Billing, Credit & Collections Cost**
Improve productivity of collection agents: prioritizing work to providing access to relevant customer service tools

What's new in SAP S/4HANA

- **Collections processes**
Cross-system automation of collections processes to deliver superior customer service. Analytics and workflow alignment with sales, accounts receivables, and executives to reduce the days sales outstanding performance indicator (DSO). Optimized for global business services deployment.
- **Collaboration with external expertise and machine learning**
Automated collaboration with external expertise. Next-generation intelligent invoice matching powered by machine learning.
- **New collections management and dispute resolution and more**
Complete process renovation for collections management and dispute resolution, Fiori apps for accounts receivable managers and accountants deliver real-time operational reporting available on any device.

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Commodity Sales

Business Scenario Description

Manage processes for commodity sales and commodity-dependent goods. Help create commodity contracts based on market quotes. Automate price calculations and streamline the invoicing process.



Value Drivers

- **Increase sales force efficiency**
Simplify the selling process, from contract creation through final invoicing and audits.
- **Reduce risk from commodities exposure**
Increase visibility into unhedged commodity positions from forecasted sales volumes using accurate risk reporting
- **Reduce sales cost**
Expand the ability to fix forecasted prices with financial derivative instruments

What's new in SAP S/4HANA

- **Enhanced commodity pricing engine**
The commodity pricing engine formula assembly is simplified by using Business Rules Framework plus instead of the condition technique.
- **Usage simplification**
An enhanced usage has been made available within SAP S/4HANA. It includes simplified commodity pricing engine formulas, terms, and rules.
- **Improved and enhanced risk data management**
A new approach for the integration of commodity procurement documents into versioned commodity risk data is now available.

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Convergent Invoicing

Business Scenario Description

Enhance accuracy and transparency with subscription and usage-based invoicing through SAP S/4HANA. Improve invoicing by streamlining viewing, adjustment, accuracy, and timely generation.



Value Drivers

- **Improve customer satisfaction**
Generate clear, easy-to-understand invoices for all services on a single bill.
- **Reduce days sales outstanding (one - time benefit)**
Make bills easier to understand to ensure prompt payment without disputes
- **Reduce service and support cost**
Reduce billing-related inquiries with clear, consolidated billing

What's new in SAP S/4HANA

- **Management of billable and consumption items plus event based revenue recognition**
With SAP S/4HANA, manage customer billable items and consumption items processing. Higher volume data can be managed in less time and event based revenue recognition can now be used.
- **Customer billing and invoicing**
This capability allows you to aggregate customer billable items, customer billing, discount revenue recognitions and customer invoicing.
- **Partner payment statements and output management**
This functionality offers partner revenue share postings, customer/partner payout and statements.

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Corporate Close

Business Scenario Description

Enhance the accuracy and timeliness of corporate-close reporting. Accelerate the corporate-close process by automating processes and eliminating time-consuming errors.
Maintain a fully-documented audit trail.



Value Drivers

- **Reduce G/L efforts and financial closing time**
Provide single source of truth that supports continuous soft close and predictive accounting.
- **Reduce audit costs**
Use comprehensive functionality for process governance, validations, sign-offs, and audit trails

What's new in SAP S/4HANA

- **Group reporting and consolidation**
These functions are now leveraging the universal journal. E.g. advanced process monitoring capabilities, advanced intercompany reconciliation and integration of SAP Financial Closing cockpit have been enabled. There is a group reporting for predictive consolidation and matrix consolidation.
- **Integration of the SAP Shared Service Framework**
An expanded automation is now available through this integration.
- **Predictive close and intercompany reconciliation**
A predictive close enables forward-looking enterprise performance management. Intercompany reconciliation is possible with the new release.

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Credit and Collection Management

Business Scenario Description

Tailor credit decisions and collection management processes to customer profiles with SAP S/4HANA. Automate credit and collection management to cut costs, use integrated customer care and dispute management.



Value Drivers

- **Reduce days sales outstanding**
Take a strategy-based approach to prioritizing customers for collections activities.
- **Reduce customer billing, credit & collections cost**
Improve productivity of collection agents: prioritizing work to providing access to relevant customer service tools
- **Reduce uncollectible accounts receivable write-offs**
Use early-warning indicators like credit score downgrades in strategies to identify troubled customers early

What's new in SAP S/4HANA

- **Credit management**
This capability allows you to automate credit management to manage customer credit scores and limits, to monitor customer credit exposure and to provide a fully integrated customer care and dispute management.
- **Collection management**
The integrated customer care and dispute management allows you to automate collection management to cut costs, deliver expert service, and avoid uncollected revenue.

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Video

Collection insight »

Additional SAP products

Integration with external credit score providers »

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Credit Evaluation and Management

Business Scenario Description

Embed automated tasks for credit management into transactional processes to minimize credit risk. Assign credit scores to customers using a scorecard-based approach, and derive and enforce credit limits.



Value Drivers

- **Reduce Customer Billing, Credit & Collections Cost**
Provide automation tools to embed credit checks and follow-on processes in transactional processes
- **Reduce uncollectible accounts receivable write-offs**
Provide automated tools to embed credit checks into transactional processes
- **Reduce days sales outstanding (one - time benefit)**
Improve days sales outstanding by automating, continuously analyzing, and optimizing credit scoring and collections strategies

What's new in SAP S/4HANA

- **Improved core transactions**
The core transactions have been reengineered and improved.
- **Operational reporting and additional cloud accelerators**
Built-in operational reporting, use of additional cloud accelerators in SAP Cloud Platform (SCP) to enhance automation.
- **SAP Fiori-based user experience**
The SAP Fiori-based user experience has been enhanced across all process steps.

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Cloud for credit integration »

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Debt and Investment Management

Business Scenario Description

Achieve lower borrowing costs and secure investment returns at lowest risk with real-time insights from SAP S/4HANA. Improve your capital structure with winning strategies that balance debt against equity, risk, and returns in real time.



Value Drivers

- **Reduce of Cost of Capital and increase ROI**
Optimize the capital structure, balancing trade-offs, debts, equity, and risk.
- **Reduce treasury operational costs**
Automate transaction posting and position reporting in the general ledger

What's new in SAP S/4HANA

- **Simplified management process of foreign exchanges**
The foreign exchange management process has been simplified with SAP S/4HANA.
- **SAP Treasury and Risk Management application**
Most-used trade finance processes are enabled in the SAP Treasury and Risk Management application. In addition, the integration with market data providers has been made available.
- **Reporting**
There are new reporting capabilities with unlimited granularity, simplified front-office integration capabilities e.g. integration for cloud editions of SAP Treasury and Risk Management, and SAP Cash Management applications, as well as a cloud-based enhancement for European Market Infrastructure Regulation (EMIR) reporting.

Further Information

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Video

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Dispute Resolution

Business Scenario Description

Clarify and resolve customer payment disputes automatically to increase productivity. Increase efficiency and customer satisfaction by automating the creation of dispute cases related to invoice and payment discrepancies.



Industry popularity

Value Drivers

- **Reduce days sales outstanding (one - time benefit)**
Establish a single source of truth regarding dispute management with documented resolution history for prompt action
- **Reduce Customer Billing, Credit & Collections Cost**
Automate dispute creation and resolution, while enabling self-service, mobile access to key account receivables information
- **Reduce uncollectible accounts receivable write-offs**
Clarify disputes faster, leading to prompt payments and credits when valid

What's new in SAP S/4HANA

- **Automation, analytics and more**
Cross-system automation of collections processes to deliver superior customer service. Analytics and workflow alignment with sales, A/R, and executives to reduce DSO. Optimized for global business services deployment.
- **Collaboration**
Automated collaboration with external expertise. Next-generation intelligent invoice matching powered by machine learning.
- **Global business services deployment**
Complete process renovation for collections management and dispute resolution, Fiori apps for accounts receivable managers and accountants deliver real-time operational reporting available on any device.

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SAP Cash Application »

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Financial Risk Management

Business Scenario Description

Protect your assets and cash flow with real-time financial risk management using SAP S/4HANA. Assess risks (including foreign exchange, interest rate, price, and credit risks) and manage market conditions using robust analytics.



Value Drivers

- **Reduce financial risks**
Create and implement real-time hedging strategies.
- **Reduce operational costs for treasury**
Automate transaction posting and position reporting in the general ledger

What's new in SAP S/4HANA

- **SAP Fiori-based reporting capabilities**
This functionality allows SAP Fiori-based reporting capabilities with unlimited granularity and furthermore the identification of risk exposures across the organization.
- **Optimized foreign exchange (FX) and liquidity planning**
Hedge management capabilities as well as legal compliance and preparedness for upcoming regulatory challenges such as IFRS (International Financial Reporting Standards) 9 are enabled. Now a liquidity planning is available.
- **Treasury reporting**
This area has been considerably enhanced with a balance sheet and foreign exchange exposure as well as credit line analysis overview pages for the foreign exchange process and interest rate management.

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Financial Shared Services Management

Business Scenario Description

Improve productivity, compliance, and cash flow through financial shared services. Support efficient, scalable operations by simplifying and automating execution of key financial processes across departments.



Value Drivers

- **Reduce finance costs**
Facilitate business process automation, process integration across business systems, and shared services delivery processes.
- **Reduce cost of non-compliance to service contract**
Automate and support delivery performance monitoring and auto-prioritizing time-critical work items
- **Reduce finance cost**
Facilitate business process automation, process integration across business systems, and shared services delivery processes

What's new in SAP S/4HANA

- **Shared services framework**
The shared services framework improves operational excellence by standardizing and syndicating best practices along shared services across departments, including procurement, human resources (HR), and travel and expenses.

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Automate the business partner creation
process »

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Joint Venture Accounting

Business Scenario Description

Increase visibility into joint ventures and production-sharing contracts for billing and reporting. Support timely invoice handling by distributing billable and non-billable costs to different cost centers and projects.



Industry popularity

Value Drivers

- **Reduce G/L efforts and financial closing time costs**
Increase visibility into related costs for joint venture and partner billing. Reduce uncollectible accounts receivable write-offs by capturing detailed joint venture data in real-time.
- **Reduce audit costs**
Process transactions to consistently apply business rules to generate files for auditors of joint-venture partners

What's new in SAP S/4HANA

- **Joint venture accounting data model changed**
Joint venture accounting (JVA) is recording documents in the universal journal instead of the JVA special ledger. The finance document split is now mandatory for venture characteristic venture. Joint venture accounting is now available.
- **Simplified asset transfers**
The methods of asset transfer have been streamlined and simplified.
- **Enhanced options for document splitting**
Implementing this business function provides document splitting at venture, equity group and recovery indicator level in new general ledger. With this function, trail balance at venture, equity group and reinsurance are possible.

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Payments and Bank Communications

Business Scenario Description

Increase compliance and lower fees with better payments and bank communications. Increase transparency based on end-to-end monitoring for bank statements and outgoing payment messages.



Value Drivers

- **Reduce treasury and cash management operational costs**
Provide integrated bank account management capabilities that are linked to payment approvals and rule-based workflows.
- **Reduce uncollectible accounts receivable write-offs**
Provide cash-flow information in real time, integrating with banks, and monitoring end-to-end status

What's new in SAP S/4HANA

- **SAP Bank Communication Management and SAP Cash Management**
The combination of capabilities is now possible for the SAP Bank Communication Management and SAP Cash Management applications.
- **Bank account management capabilities**
There are enhanced integrated bank account management capabilities in the area of authorized approvers per bank group or account.
- **Simplified corporation-to-bank communications**
The corporation-to-bank communications have been simplified using the SAP Multi-Bank Connectivity solution to connect to the SWIFT (Society for Worldwide Interbank Financial Telecommunication) network or directly to banks.

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Revenue and Cost Accounting

Business Scenario Description

Automate and simplify the revenue-recognition and accounting process. Enable businesses to comply with the implementation of revenue-recognition regulations.



Value Drivers

- **Reduce G/L and financial closing costs**
Automate the revenue recognition and accounting process and simplify the tasks.
- **Reduce audit costs**
Deliver a financial audit trail from the general ledger back to subledger posting
- **Reduce costs**
Leverage high automation

What's new in SAP S/4HANA

- **Revenue recognition processes**
The revenue recognition process has been streamlined.
- **Reduced reconciliation efforts**
The integration into the universal journal further reduces reconciliation efforts.

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Reimagine Record to Report | Reimagine Order to Cash

Traditional Scenario:

- **Delayed close activities** that do not begin **until period end**
- **Multiple ledgers** require time-consuming and error-prone **reconciliations**
- Risk of regulatory noncompliance due to lack of transparency and **manual monitoring** of processes
- **Risk of penalties and fines** with insufficient, manual and error-prone tax audit processes
- **Manual, time-consuming and effort-intensive processes**
- Financial data needs to be **replicated** from the financial system into the consolidation system, requiring data aggregation and transformation
- Executive conversation is **limited to static presentations**, and ad hoc questions and analysis need to be taken offline for a later discussion



The New World With SAP:

- **Event-triggered execution** enabled through real-time derivation of profitability characteristics
- **No reconciliation needed** because of one **universal journal entry** that provides a single source of the truth
- **End-to-end visibility** and steering capabilities for local periodic legal reporting
- **Continuous, self-auditing** tax monitoring processes
- **Faster, efficient, and compliant close process**
- **Real-time consolidation** enabled by instant data access from integrating transaction and master data
- **Transformed board room experience** with real-time business intelligence, ad hoc reporting at a granular level, and what-if analysis to make decisions

[Read the whitepaper »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
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Reimagine Record to Report | Reimagine Order to Cash

Traditional Scenario:

- **Inconsistency** of interactions with customers across business
- **Manual**, time-consuming and effort-intensive processes
- Highly technical custom efforts for **building and maintaining interfaces** to external agencies
- **Manual**, costly, and time consuming billing processes
- Increased rate of accounting and settlement errors
- **Disjointed manual** handling, which drives up DSO and puts customer relationships at risk
- **Inconsistent account prioritization**; labor-intensive and long cycles; high costs of collection; increased bad debt risk
- Significant **manual and error-prone** effort required to process payments and handle exceptions
- Rule-based approaches **decline in effectiveness** over time



The New World With SAP:

- **Multichannel, role-based** access to accurate, real-time information on products, pricing, customers, and contracts
- **Event-triggered** execution and full automation of creditworthiness assessment
- Seamless integration to external credit agencies to incorporate **external credit rating information**
- Empowered customers with a **payment portal and e-billing**
- **Real time access** to all transactional details
- **High processing speed** for digital businesses
- Standardized processes that **scale** according to business needs
- **Centralized** information repository for root cause analysis of disputes
- Immediate **visibility** of customer account and status across the company
- **Smarter automation and collaboration** for cash collection
- **Next-generation intelligent invoice-matching powered by machine learning**
- Ability to capture much **richer** detail of customer- and country-specific behavior without the costs of manually defining detailed rules.

[Read the whitepaper »](#)

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS	EXAMPLE	CUSTOMER REFERENCE					

Company

Woowa Brothers Corp

Headquarters

Seoul, South Korea

Industry

Professional services –
food tech

Products and Services

Mobile apps

Employees

343

Revenue

US\$43.8 million (2015)

Web Site

www.woowahan.com

Partner

LG CNS

www.lgcns.com

Objectives

- Reliable financial data to drive business decisions
- Ease and consistency of business tasks with systems that are user friendly
- More-efficient management through standardized information
- System configuration and standard processes that can scale with a growing business

Why SAP

- Proven success of SAP® solutions globally, locally, and among industry peers
- SAP S/4HANA® to simplify the IT landscape, increase efficiency, and enable active planning, simulations, and decisions based on real-time data

Resolution

Worked with SAP partner LG CNS to deploy SAP S/4HANA

Benefits

- Strengthened claim and obligation management and automated settlement processing
- Accelerated the processing of expense accounting and improved efficiencies in electronic payments
- Provided a user-friendly personnel, time card, and compensation management system, increasing the efficiency of employees and managers
- Increased standardization across IT systems and secured operational stability through better monitoring

“In our business there is no room for error. When using our apps, vendors and customers need to be sure that their orders are processed correctly and payments are fast and accurate. With SAP S/4HANA, we can handle transactions automatically and securely – and we can continue to do so as the business grows.”

Hyunjun Yoon, COO, Woowa Brothers Corp

6.3 million

Transactions processed
automatically in the first
seven months

7 days

For account closing –
down from 20 days

0 errors

In vendor receipts, thanks to
automated reimbursements

Real-time

Fund balance through the
daily-balance closure
system

OVERVIEW

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SUMMARY

FINANCE

SOURCING AND
PROCUREMENT

SALES

SUPPLY
CHAIN

MANUFACTURING

ASSET
MANAGEMENTNEXT
STEPSSample Inc.
System: PRD

INTRODUCTION

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RECOMMENDATIONS

OPTIMIZE SOURCING AND PROCUREMENT:



**Reduce Procurement
Function Cost**

Procurement function cost includes all sourcing and procurement related costs such as:


- Cost of sourcing and procurement staff (headcount costs)
- External costs (for companies providing procurement-related goods/ services to support the sourcing and procurement process)
- Technology spend and all other sourcing and procurement organization related costs

[Go to findings »](#)









INTRODUCTIONFINDINGS**RECOMMENDATIONS**

OVERVIEWDETAILS

Demo User: demo.user@getspotlight.io
Password: Demo1234!

 »

Sourcing & Procurement: Your Current Process Performance in SAP ERP System “PRD”

	Purchase Requisition Creation	Purchase Order Creation	Posting Goods Receipts
Value Driver:			
 Reduce Procurement Function Costs	<div>99% <u>Purchase requisitions automatically created »</u></div> <div>131 <u>Manual changes on purchase requisitions »</u></div>	<div>9.854 <u>Manual changes on purchase orders »</u></div> <div>0 days <u>Lead time: Purchase requisition creation to PO »</u></div> <div>42% <u>PO's automatically created »</u></div>	<div>31 days <u>Lead time: Purchase order creation to goods receipt »</u></div>
How SAP helps:			
Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.	Requirements Processing »  ★★ ★	Purchase Order Processing »  ★★ ★	
	Central Requisitioning »  ★★ ★	Central Purchasing »  ★★ ★	
		Purchase Contract Management »  ★★ ★	
		Central Purchase Contract Processing »  ★★ ★	
	All innovation recommendations »	Real-Time Reporting and Monitoring »  ★★ ★	

Purchase requisitions automatically created

Findings and Benchmark

What we measured

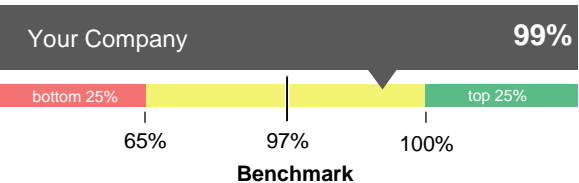
99%

Purchase requisitions automatically created

Share of purchase requisitions created last week by system/communication users or were created via SAP APO, MRP, the sales or production module.

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 5 Plants:

Plant		Total Items	Automation Rate
F32	Factory China II	577	100%
F38	Factory Norway	180	95%
F41	Factory Korea	79	0%
F02	Factory Germany II	13	100%
F40	Factory Japan	11	100%

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:

- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Unnecessary high manual workload
- Higher procurement operations costs

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Manual changes on purchase requisitions

Findings and Benchmark

What we measured

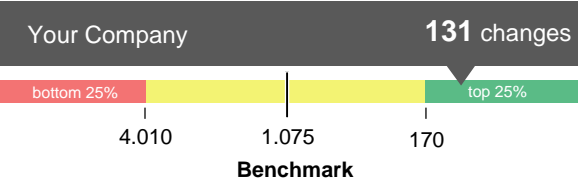
131 changes

Manual changes on purchase requisitions

Absolute number of changes on purchase requisitions made by dialog users within the last 7 days.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Plants:

Plant		Changes	Percent
F38	Factory Norway	51	39%
F05	Factory India	38	29%
F39	Factory CIS	12	9%
F22	Factory Brazil II	10	8%
F40	Factory Japan	5	4%

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Low trust on system-based planning data
- Missing or wrong configuration

Possible Business Impact:

- Low reliability of Material Requirements Planning
- Unnecessary high manual workload
- Higher procurement operations costs
- Delays in subsequent supply chain processes (production, sales replenishment)

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Manual changes on purchase orders

Findings and Benchmark

What we measured

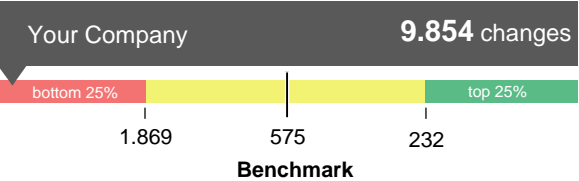
9.854 changes

Manual changes on purchase orders

Absolute number of changes on purchase orders made by dialog users within the last 7 days.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Plants:

Plant		Changes	Percent
F27	Factory France I	1.359	14%
F28	Factory Germany III	685	7%
F29	Factory Netherlands	612	6%
F30	Factory USA III	598	6%
F31	Factory Romania	514	5%

Implication

Understand the problem

- Possible Root Causes:
- Missing or inaccurate master data
 - Low trust on system-based planning data
 - Missing or wrong configuration
- Possible Business Impact:
- Low reliability of Material Requirements Planning
 - Unnecessary high manual workload
 - Higher procurement operations costs
 - Delays in subsequent supply chain processes (production, sales replenishment)

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Lead time: Purchase requisition creation to PO

Findings and Benchmark

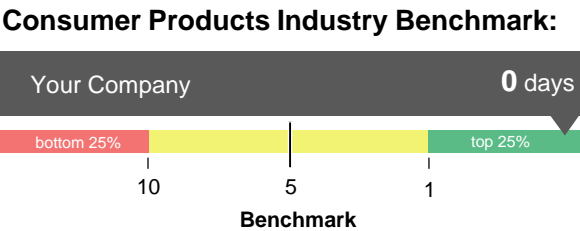
What we measured

0 days

Lead time: Purchase requisition creation to PO

Duration (in days) between purchase requisition creation and purchase order creation for purchase orders that were created last week.

[Learn more »](#)



Details

What we measured

Top 5 Plants:

Plant		Total Items	Days
F41	Factory Korea	79	0
F38	Factory Norway	17	0
F02	Factory Germany II	14	0
F32	Factory China II	11	0
F39	Factory CIS	9	0

Implication

Understand the problem

- Possible Root Causes:**
- Missing or inaccurate master data
 - Missing or wrong configuration of automation capabilities
 - Automation capabilities are not or not correctly enabled in all organizational units

- Possible Business Impact:**
- Low reliability of Material Requirements Planning
 - Inaccurate supply chain and replenishment
 - Higher procurement operations costs
 - Delays in subsequent supply chain processes (production, sales replenishment)

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PO's automatically created

Findings and Benchmark

What we measured

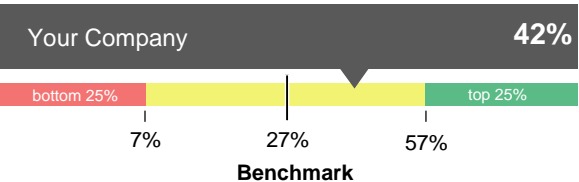
42%

PO's automatically created

Share of purchase order items created last week by system/communication users or created via interface, BAPI call.

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 5 Plants:

Plant		Total Items	Automation Rate
F27	Factory France I	1.247	100%
F20	Factory Mexico	1.107	52%
F32	Factory China II	618	93%
F33	Factory Brazil I	473	27%
F34	Factory Canada	446	67%

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:

- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Unnecessary high manual workload
- Higher procurement operations costs

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Lead time: Purchase order creation to goods receipt

Findings and Benchmark

What we measured

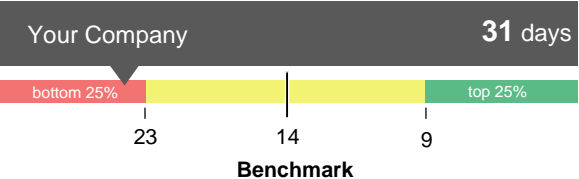
31 days

Lead time: Purchase order creation to goods receipt

Duration (in days) between purchase order creation and goods receipt posting for goods receipts that were posted last week.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Plants:

Plant		Total Items	Days
F35	Factory Australia	169	6
F30	Factory USA III	82	76
F36	Factory South Africa	51	125
F37	Factory France II	28	2
F27	Factory France I	27	1

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or wrong configuration
- Unwanted manual interventions
- Bottlenecks/constraints on supplier-side













Possible Business Impact:

- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Higher procurement operations costs
- Delays in subsequent supply chain processes (production, sales replenishment)

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Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage













The table below shows SAP S/4HANA business scenarios that are enhancing process areas which you are already running.

SAP S/4HANA BUSINESS SCENARIO	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Purchase Order Processing	★★★	13	★★★		
Purchase Contract Management	★★★	13	★★★		
Invoice Processing	★★★	8	★★★		
Real-Time Reporting and Monitoring	★★★	6	★★★		
Spend Visibility	★★★	3	★★★		
Requirements Processing	★★★	2	★★★		

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions »

Additional SAP S/4HANA Business Scenarios*

The table below shows additional SAP S/4HANA business scenarios you could benefit from.

SAP S/4HANA BUSINESS SCENARIO	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Self-Service Requisitioning	★ ★ ★		
Central Purchase Contract Processing	New		
Central Purchasing	New		
Central Purchasing Analytics	New		
Central Requisitioning	New		
Classification and Segmentation	New		

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.

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Purchase Order Processing

Business Scenario Description

Simplify buying with one-stop purchase order processing. Streamline the buying process with one integrated solution to manually and automatically create, display, change, and process purchase orders.



Your usage intensity based on
13 used transactions »



Industry popularity

Value Drivers

- **Reduce procurement function costs**
Transfer sourcing and contracts through your system with increased automation and reduce buyer and supplier time-consuming, manual activities
- **Reduce purchase order error rate**
Create procurement documents through integration
- **Improve operational procurement Full-Time Equivalents (FTE) productivity**
Transfer sourcing and contracts to your system & reducing buyer and supplier time-consuming, manual activities

What's new in SAP S/4HANA

- **Direct material, deadlines, deficit situation**
The procurement of direct materials is automated and integrated directly with material requirements planning (MRP) runs.
NEW with SAP S/4HANA 2020: Flexible workflow enhancements e.g. deadlines in purchase orders or add tax dates. Quantity delivery deficit situation in manage purchase order Fiori app.
- **Automated purchase order processing**
Automatically create, display, change, and process purchase orders. Image-based buying is available.
NEW with SAP S/4HANA 2020: Increased transparency about the automation rate: high touch – low touch, manual versus automatic.
- **Proactive alerts and intelligent workflow**
Reduce errors with proactive alerts like processing supplier confirmations, acknowledgements, and shipping notifications. Intelligent approval workflow is now available.

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Purchase Contract Management

Business Scenario Description

Maximize savings and compliance by optimizing procurement contract management with SAP S/4HANA. Create, renew, and monitor procurement contracts with real-time data augmented by machine-learning-enabled model.



Your usage intensity based on
[13 used transactions »](#)



Industry popularity

Value Drivers

- **Improve cycle time for new contract creation**
Create, renew and monitor procurement contracts with real-time data augmented by machine-learning-enabled model
- **Reduce procurement function costs**
Leverage pre-negotiated discount terms automatically across the organization
- **Reduce maverick spend**
Enhance ability to find contracts and apply them across the organization

What's new in SAP S/4HANA

- **Unplanned services and machine learning**
NEW with SAP S/4HANA 2020: Unplanned services with reference to purchasing contract. Create, renew, and monitor procurement contracts with real-time data augmented by machine-learning.
- **System lead collaboration and central sourcing**
Collaborate internally with peers and partners for contract creation using the system itself using SAP CoPilot. The central sourcing functionality is now newly available.
- **Strengthen compliance**
This functionality includes a visibility into information about contract utilization and validity for compliance. A blockchain-verified RFQ (request for quotation) processing is now available.

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Predictive analytics for contract
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Invoice Processing

Business Scenario Description

Improve the invoice processing lifecycle with higher transparency and pace. Gain more transparency and control assisted by a predictive engine based on machine learning algorithms.



Your usage intensity based on
8 used transactions »



Industry popularity

Value Drivers

- **Improve invoice error reduction**
Increase transparency and control throughout the invoice processing lifecycle, including monitoring invoices blocked for payment assisted by a predictive engine
- **Improve accounts payable (Full-Time Equivalents) FTE productivity**
Provide more transparency and centralizing the recording and management of all accounts payable data

What's new in SAP S/4HANA

- **Machine learning and automated invoice attachments**
Monitoring invoices blocked for payment is now assisted by a predictive engine based on machine learning algorithms.
NEW with SAP S/4HANA 2020: Upload of supplier invoice attachments can be implemented fully automated without user interaction.
- **System invoice matching**
Increase the process speed with matching invoice data against predecessor documents and verify that all legally binding information is included.

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Payment block - cash discount at risk »

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Real-Time Reporting and Monitoring

Business Scenario Description

Gain granular insights with reporting and monitoring of real-time transactional data with SAP S/4HANA. Respond to exceptions in a timely manner by monitoring transactional data through real-time reporting.



Your usage intensity based on
[6 used transactions »](#)



Industry popularity

Value Drivers

- **Increase sourcing savings**
Leverage better spend management
- **Reduce maverick spend - overall**
Increase visibility of transactions, improve monitoring and controlling
- **Reduce procurement function cost**
Leverage reporting for better monitoring and process control

What's new in SAP S/4HANA

- **Role based key performance indicators**
Gain comprehensive information on procurement processes at a glance with role-based key performance indicators, visualizations, and detailed operational reports.
- **Real-time reporting and exceptions handling**
Respond to exceptions in a timely manner by monitoring transactional data through real-time reporting. Increase reliability of information using data from real-time reporting and monitoring.

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Spend Visibility

Business Scenario Description

Gain real-time spend visibility across the organization using SAP S/4HANA. Gain insight into organizational-wide spend by aggregating and analyzing real-time spend data from different locations and business units.



Your usage intensity based on
[3 used transactions »](#)



Industry popularity

Value Drivers

- **Reduce procurement function costs**
Aggregate and analyze real-time spend data
- **Reduce maverick spend**
Increase visibility of transactions

What's new in SAP S/4HANA

- **Real-time spend visibility**
Gain insight into organizational-wide spend by aggregating and analyzing real-time spend from different locations stored in a centralized system.
- **Tailored business reports**
Visualize and access up-to-date and reliable spend data through key performance indicators and reports tailored to business roles.
- **Identify cost savings**
Identify and act on cost savings based on clear spend visibility.

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Procurement analysis and reporting »

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Requirements Processing

Business Scenario Description

Handle a high variety of purchase requirements fast and efficiently. Streamline purchasing processes. Enable users to bundle demands, automate sourcing, and order processing accelerate approval and release.



Your usage intensity based on
[2 used transactions »](#)



Industry popularity

Value Drivers

- **Increase annual savings - total spend**
Leverage better spend management
- **Reduce procurement function costs**
Increase automation of purchasing demands and of additional supporting functions
- **Improve operational procurement Full-Time Equivalents (FTE) productivity**
Leverage high automation

What's new in SAP S/4HANA

- **Streamline purchasing processes**
Enable users to bundle demands, automate sourcing, and order processing and make approval and release procedures easier.
NEW with SAP S/4HANA 2020: Enhanced workflow to complete purchase requisitions.
- **Increase automation**
Increase automation of purchasing demands and of additional supporting functions.
- **Embedded analytics**
The new functionality embedded analytics ensures the best available sources of supply.

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Self-Service Requisitioning

Business Scenario Description

Give employees self-service requisition capabilities to manage their own orders using SAP S/4HANA. Simplify purchasing for casual users and employees using efficient self-service requisitioning.



Value Drivers

- **Improve sourcing savings**
Increase automation and better spot purchases
- **Improve operational procurement Full-Time Equivalents (FTE) productivity**
Leverage self-service requisitioning through an open catalog interface
- **Improve user compliance**
Leverage self-service requisitioning through an open catalog interface

What's new in SAP S/4HANA

- **Simplified purchasing**
Using efficient self-service requisitioning you can simplify purchasing for casual users and employees.
- **Enable employees with more options**
Enable employees to purchase goods and services directly, following purchasing policies and pricing agreements and using preferred suppliers.
- **Catalog driven pricing**
Automate and control purchasing using catalog-driven pricing, contract logic, and an approval workflow.

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Central Purchase Contract Processing

Business Scenario Description

Initiate and manage purchase contracts across multiple business units centrally. Negotiate contracts centrally to global longer-term agreements among purchasing organizations and suppliers.

New

Industry popularity

Value Drivers

- **Improve operational procurement Full-Time Equivalents (FTE) productivity**
Leverage central contract management platform
- **Reduce maverick spend**
Extend category coverage through contracts

What's new in SAP S/4HANA

- **Manage central contracts negotiations and automate source lists centrally**
Negotiate contracts centrally to global longer-term agreements with purchasing organizations and suppliers.
NEW with SAP S/4HANA 2020: New updated source list in connected backend system after central purchase contract distribution.
- **Manage predefined terms and conditions**
Manage the supply of materials or services following predefined terms and conditions.
- **Enable fragmented purchasers**
Enable company purchasers from different locations to take advantage of negotiated terms and conditions.

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Central purchase
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Central Purchasing

Business Scenario Description

Initiate and manage purchase orders across multiple business units centrally. Display purchase orders / requisition details from backend systems in central work lists. Centralize or localize approval.

New

Industry popularity

Value Drivers

- **Increase supplier discounts captured**
Increase buying power by bundling purchase requirements across the organization
- **Reduce procurement function cost**
Support the global purchasing with a centralized and optimized process

What's new in SAP S/4HANA

- **Manage purchase orders and manage complex commodity prices centrally**
It is now possible to manage purchase orders centrally across multiple back-end systems.
NEW with SAP S/4HANA 2020: With new commodity pricing capabilities key users can apply complex pricing formulas, commodity weights and price conditions in an easy way in central procurement.
- **Centralized purchase orders approval**
There are more options for the approval of purchase orders available. A centralized or localized approval of purchase orders can be chosen, dependent on what fits better and is more efficient.

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Central Purchasing Analytics

Business Scenario Description

Increase efficiency with a holistic view of global spending in SAP S/4HANA. Central purchasing analytics involves real-time monitoring and analysis of purchasing across business units and geographies.

New

Industry popularity

Value Drivers

- **Increase annual savings - total spend**
Analyze spend holistically across the organization
- **Improve supplier compliance (spend management)**
Gain access to data on the supplier level

What's new in SAP S/4HANA

- **Real-time monitor central purchasing documents**
Analyze and monitor central purchasing documents, such as central purchase contracts and central purchase orders in real-time.
- **Global spend visibility**
Get transparency about the global spend across your organization.
- **Material price variances**
Provide the capability to check material price variances in purchase orders.

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Monitoring
Materials Without
Purchase
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Central Requisitioning

Business Scenario Description

Simplify requisitioning and reduce TCO by consolidating employee users in a central SAP S/4HANA system. Reduce TCO by setting up one central approval workflow using SAP S/4HANA.

New

Industry popularity

Value Drivers

- **Reduce procurement function cost**
Implement a global requisitioning process and reduce workflow and approval efforts
- **Improve operational procurement Full-Time Equivalents (FTE) productivity**
Provide one central access to all catalogs
- **Improve user compliance**
Leverage central requisition platform using guided buying

What's new in SAP S/4HANA

- **Central approval workflow**
There is a central approval workflow now available instead of multiple approvals in each back-end system using our next-generation, on-premise suite, SAP S/4HANA.
- **Innovative user experience**
By offering an innovative, simple user experience end-user adoption and acceptance can be increased.
- **Central catalog access**
Increase catalog usage by offering one central catalog access across all available catalogs.

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Additional SAP products

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Classification and Segmentation

Business Scenario Description

Classify and segment suppliers for increased transparency and insight. Gain visibility to determine the right mix of suppliers, best serve your business objectives, and reduce your overall supply risk.

New

Industry popularity

Value Drivers

- **Increase sourcing savings by enhanced supplier visibility**
Segment suppliers across spend categories and increase transparency
- **Reduce compliance & risk management costs**
Easily identify high-risk vendors in your supply base
- **Improve supplier compliance**
Route spend decisions to pre-selected supplier groups

What's new in SAP S/4HANA

- **Supplier visibility**
Gain visibility to determine the right mix of suppliers and reduce your overall supply risk.
- **Multi-criteria classification**
Classify and segment your suppliers using multiple criteria to flexibly identify and search vendors.
- **Portfolio-level view of supplier relationships**
Define and monitor relevant sourcing strategies through a portfolio-level view of supplier relationships. The prediction of a delivery date for purchase order items is now available.

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Supplier classification and segmentation »

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Reimagine Strategic Procurement

Traditional Scenario:

- Multiple disconnected data sources
- Disparate and disconnected data sources, and inability to extract meaningful insights
- Manual identification of sources of supply
- Manual and time-intensive supplier discovery and qualification process
- E-mail-based collaboration and manual evaluation of supplier responses
- Inefficient bid management with RFx coordination through e-mails; limited buyer-supplier collaboration; and manual processing and analysis of supplier responses
- Mismanaged and misplaced paper-based contracts
- Manual authoring, longer cycle times, and high legal costs



The New World With SAP:

- 360-degree view** of spend and supplier and market data through **business network integration**
- Access to **global supplier pool** with visibility into preferred and qualified sources
- Embedded capabilities to view additional supplier data for a **better informed decision**
- Comprehensive RFx management** with reverse- and forward-auction capabilities that enables value-optimized cost savings and faster sourcing cycle
- Contract lifecycle management** capabilities including authoring, negotiation, execution and digital signature

[Read the whitepaper »](#)

Convergent IS

Calgary, Canada

Professional services

User experience and mobile solutions for enterprises

30

www.convergentis.com

- Support 200% annual growth as international business expands with multiple currencies and foreign exchange risk
- Create the framework to support a new professional services business line
- Manage business processes like financial close, invoicing, and supply chain

- Moved to a digital business foundation, with SAP S/4HANA® providing the business with a single source of truth
- Rolled out the SAP Fiori® user experience (UX) to support critical business processes
- Used the Build tool to help project teams collaborate with business users and create prototypes of enterprise applications with real data

- Gave the sales team insight into account-specific net margins
- Tracked hours in real time for accurate invoices and project margin analysis
- Improved business asset visibility for informed investment decisions
- Trained new employees with a simple and personalized user experience
- Eliminated business requirement documents and improved the accuracy of application development
- Helped ensure that enterprise applications meet business user needs by allowing them to give detailed feedback early and frequently in the development process for Customer solution to further enhance the ability to respond rapidly to changing business needs

Shaun Syvertsen, Managing Partner, Convergent IS

Reduction in days sales outstanding

Improvement in productivity
for sales order processing

Improvement in vendor spend management compliance

Average time to invoice
(down from 8)

OPTIMIZE SALES:



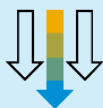
Improve On-Time Delivery Performance

- On-time delivery performance is the percentage of orders that are fulfilled on or before the customer's requested date. Delivery measurements are based on the date a complete order is shipped or the ship-to date of a complete order
- A complete order has all items on the order delivered in the quantities requested. An order must be complete to be considered fulfilled. Multiple line items on a single order with different planned delivery dates constitute multiple orders, and multiple planned delivery dates on a single line item also constitute multiple orders
- On-time delivery performance is calculated as: $\frac{\text{Total number of orders delivered in full and on-time to the customer's request date}}{\text{Total number of orders received}} \times 100$



Increase Sales Force Efficiency

- Sales force efficiency measures the ratio of the cost of 'sales full time equivalent employees' and revenue
- Sales force efficiency is calculated as: $\frac{\text{Sales FTE Cost}}{\text{Revenue}} \times 100$

[Go to findings »](#)

Reduce Complaints And Return Costs

- This value driver focuses on the management of complaints and returns
- The goal is to reduce overall return costs in both frequency of returns and costs per return. This covers the logistics part of returns as well as managing complaints and analytics options to improve overall customer satisfaction
- Related process performance indicators are e.g. the number of sales order items that are rejected, the number of return order items and credit memo requests created

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IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY

REDUCE COMPLAINTS AND RETURN COSTS

Demo User: demo.user@getspotlight.io
Password: Demo1234!

Sales: Your Current Process Performance in SAP ERP System “PRD”



	Sales Order Creation	Outbound Delivery creation	Posting Goods Issue
Value Drivers:			
 Improve On-Time Delivery Performance	6.714 <u>Sales schedule lines could not be confirmed for the requested delivery date »</u>	125 hours <u>Lead Time: Order creation to delivery »</u> 33% <u>Deliveries automatically created »</u>	7 hours <u>Lead time: Delivery creation to goods issue »</u>
 Increase Sales Force Efficiency	9.916 <u>Manual price condition changes on sales orders »</u> 3.942 <u>Missing fields in incomplete orders »</u> 3.579 <u>Rejected sales order items »</u>		
How SAP helps:			
Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.	Sales Monitoring and Analytics »  ★★		
	Sales Order Mgmt. & Processing »  ★	Inventory Analytics and Control »  ★★	
		Delivery Management  ★★★	
	Advanced Available to Promise »  ★		
	Price Management »  ★★★	Transportation Management »  ★	
All innovation recommendations »			

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IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY

REDUCE COMPLAINTS AND RETURN COSTS

Demo User: demo.user@getspotlight.io
Password: Demo1234!

Sales: Your Current Process Performance in SAP ERP System "PRD"



	Sales Order Rejections	Sales Order Returns	Credit Memos	Customer Complaint Management
Value Driver:  Reduce Complaints And Return Costs	<div>3.579</div> <div>Sales order items rejected »</div> <div>1</div> <div>Sales order items deleted »</div>	<div>950</div> <div>Return order items created »</div> <div>115</div> <div>Open return orders »</div>	<div>491</div> <div>Credit memo request created »</div> <div>1.187</div> <div>Credit memos created »</div>	<div>No data</div> <div>QM notifications pending</div> <div>No data</div> <div>QM notifications open & overdue</div> <div>No data</div> <div>Lead time: QM notifications creation to completion</div>
How SAP helps: Build an intelligent enterprise with recommended SAP S/4HANA business scenarios. <div>All innovation recommendations »</div>	<div>Claims, Returns, and Refund Management »</div> <div>Sales Order Management and Processing »</div> <div>Sales Billing</div> <div>Complaints Mgmt. »</div> <div>Sales Monitoring and Analytics »</div>			

Sales schedule lines could not be confirmed for the requested delivery date

Findings and Benchmark

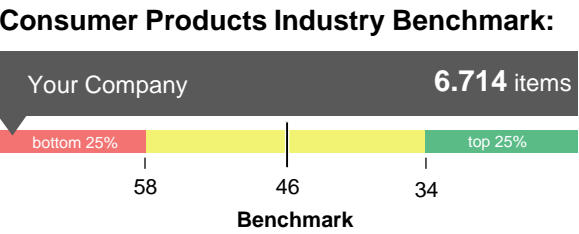
What we measured

6.714 items

Sales schedule lines could not be confirmed for the requested delivery date

Absolute number of sales schedule lines created within the last 30 days, which could not be confirmed for the desired delivery date and where only a date 3 days or later into the future could be confirmed.

[Learn more »](#)



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Items	Percent
SRES	MU Europe South	1.987	30%
SRCN	MU China South	1.755	26%
SRLA	MU Latin America	641	10%
SRU1	MU US South-East	555	8%
SRCE	MU China East	187	3%

Implication

Understand the problem

- Possible Root Causes:**
- Missing information in sales orders
 - Materials are not available
 - Missing or inaccurate master data
- Possible Business Impact:**
- Low reliability of Material Requirements Planning
 - Inaccurate supply chain and replenishment
 - Delayed delivery to customers
 - Decrease in customer satisfaction

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Manual price condition changes on sales orders

Findings and Benchmark

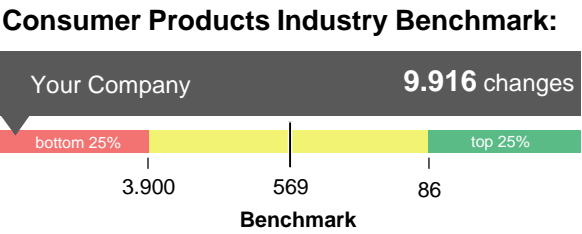
What we measured

9.916 changes

Manual price condition changes on sales orders

Absolute number of price condition changes made on sales orders by dialog users within the last 7 days.

[Learn more »](#)



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Changes	Percent
SRCN	MU China South	7.930	80%
SRES	MU Europe South	132	1%
SRNA	MU North Africa	99	1%
SRU3	MU US North-East	81	1%
SRLA	MU Latin America	70	1%

Implication

Understand the problem

- Possible Root Causes:**
- Missing or inaccurate master data
 - Missing or wrong configuration
- Possible Business Impact:**
- Higher sales operations costs
 - Inaccurate pricing
 - Delayed delivery to customers
 - Decrease in customer satisfaction

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IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENYREDUCE COMPLAINTS AND RETURN COSTSDetails 3/12

Missing fields in incomplete orders

Findings and Benchmark

What we measured

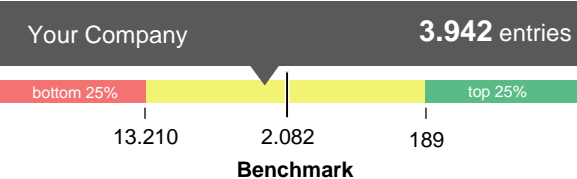
3.942 entries

Missing fields in incomplete orders

Absolute number of missing fields in incomplete sales orders, which were created more than 3 days ago.

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
691	300	17	380	2.554
18%	8%	0%	10%	65%

Top 5 ERP Sales Organizations:

ERP Sales Organization		Entries	Percent
SRES	MU Europe South	942	24%
SRLA	MU Latin America	452	11%
SRAS	MU Africa South	214	5%
SRAE	MU Asia East	99	3%
SRCN	MU China South	85	2%

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or wrong configuration

Possible Business Impact:

- Unnecessary high manual workload
- Higher sales operations costs
- Inaccurate pricing
- Delayed delivery to customers

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Rejected sales order items

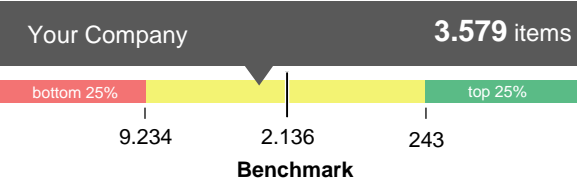
Findings and Benchmark

What we measured

3.579 items
Rejected sales order items

Absolute number of rejected sales order items within the last 30 days.
[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Items	Percent
SRCN	MU China South	1.852	52%
SRNA	MU North Africa	357	10%
SRES	MU Europe South	218	6%
SREC	MU Europe Central	74	2%
SRU1	MU US South-East	12	0%

Implication

Understand the problem

- Possible Root Causes:
- Desired delivery date cannot be met
 - Inaccurate pricing
 - Order entry errors

- Possible Business Impact:
- Unnecessary high manual workload
 - Higher sales operations costs
 - Decrease in customer satisfaction

INTRODUCTIONFINDINGSRECOMMENDATIONS

IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCYREDUCE COMPLAINTS AND RETURN COSTSDetails 5/12

Lead time: Order item creation to delivery creation

Findings and Benchmark

What we measured

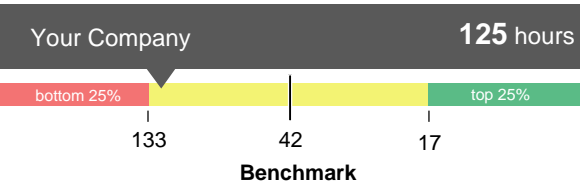
125 hours

Lead time: Order item creation to delivery creation

Duration (in hours) between sales order item creation and outbound delivery creation for deliveries that were created last week.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Total Items	Hours
SRNA	MU North Africa	5.854	37
SRCN	MU China South	2.665	452
SREC	MU Europe Central	2.000	20
SRME	MU Middle East	707	14
SRU1	MU US South-East	533	63

Implication

Understand the problem

Possible Root Causes:

- Missing information in sales orders
- Missing or inaccurate master data
- Slow warehouse operation tasks
- Unwanted manual interventions in sales process

Possible Business Impact:

- Delayed delivery to customers
- Decrease in customer satisfaction

[Back to Overview »](#)

Deliveries automatically created



Findings and Benchmark

What we measured

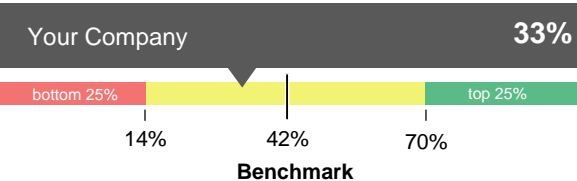
33%

Deliveries automatically created

Share of outbound deliveries created last week by system/communication users or via transaction code VA01/VA02.

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Total Items	Automation Rate
SRNA	MU North Africa	3.520	77%
SREC	MU Europe Central	1.221	64%
SROC	MU Oceania	787	52%
SRU1	MU US South-East	717	56%
SRCN	MU China South	552	56%



Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:

- Unnecessary high manual workload
- Higher shipment operations costs
- Delayed delivery to customers

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Lead time: Delivery creation to goods issue

Findings and Benchmark

What we measured

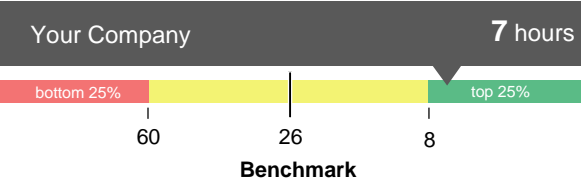
7 hours

Lead time: Delivery creation to goods issue

Duration (in hours) between outbound delivery creation and posting the goods issue for goods issues that were posted last week.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Total Items	Hours
SRNA	MU North Africa	2.022	1
SREC	MU Europe Central	888	1
SRCN	MU China South	526	2
SROC	MU Oceania	469	0
SRME	MU Middle East	468	0

Implication

Understand the problem

Possible Root Causes:

- Materials are not available in storage bins
- Missing or inaccurate master data
- Missing information in deliveries
- Slow warehouse operation tasks

Possible Business Impact:

- Delayed delivery to customers
- Decrease in customer satisfaction

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Sales order items deleted

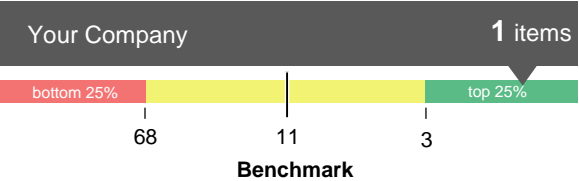
Findings and Benchmark
What we measured

1 items
Sales order items deleted

Absolute number of sales order items deleted within the last 30 days.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details
What we measured

Top 1 ERP Sales Organization:

ERP Sales Organization		Items	Percent
SRCN	MU China South	1	100%

Implication
Understand the problem

- Possible Root Causes:
- Desired delivery date cannot be met
 - Inaccurate pricing
 - Order entry errors

- Possible Business Impact:
- Decrease in customer satisfaction
 - Unnecessary high manual workload
 - Higher sales operations costs
 - Inaccurate pricing

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Return order items created

Findings and Benchmark

What we measured

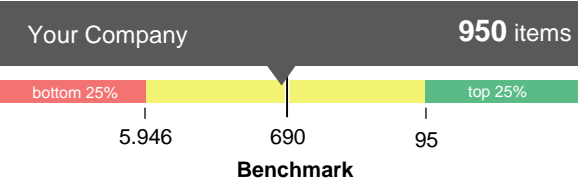
950 items

Return order items created

Absolute number of return order items created within the last 30 days.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Items	Percent
SRNA	MU North Africa	203	21%
SRU3	MU US North-East	168	18%
SRCN	MU China South	104	11%
SREW	MU Europe West	99	10%
SREE	MU Europe East	80	8%

Implication

Understand the problem

Possible Root Causes:

- Quality of products
- Wrong material delivered
- Order entry errors

Possible Business Impact:

- Decrease in customer satisfaction
- Unnecessary high manual workload
- Higher sales operations costs
- Inaccurate pricing

[Back to Overview »](#)

Open return orders



Findings and Benchmark

What we measured

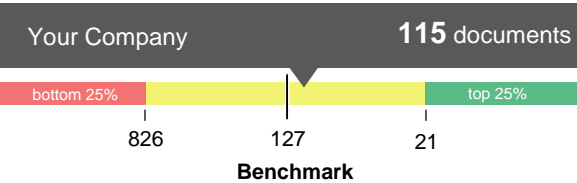
115 documents

Open return orders

Absolute number of return orders with a delivery date in the past and no return delivery was created yet.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
17	10	0	3	85
15%	9%	0%	3%	74%

Top 5 ERP Sales Organizations:

ERP Sales Organization		Documents	Percent
SREN	MU Europe North	49	43%
SRAS	MU Africa South	13	11%
SRU3	MU US North-East	11	10%
SRU4	MU US North-West	8	7%
SRNA	MU North Africa	6	5%



Implication

Understand the problem

Possible Root Causes:

- Missing information in return orders
- Materials are not available
- Missing or inaccurate master date

Possible Business Impact:

- Unnecessary high manual workload
- Higher sales operations costs

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Credit memo requests created

Findings and Benchmark

What we measured

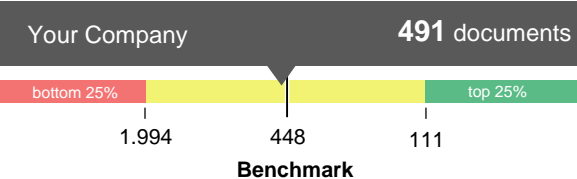
491 documents

Credit memo requests created

Absolute number of credit memo requests created within the last 30 days.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Documents	Percent
SRNA	MU North Africa	83	17%
SRAS	MU Africa South	77	16%
SRJN	MU Japan	69	14%
SRAE	MU Asia East	61	12%
SRLA	MU Latin America	30	6%

Implication

Understand the problem

Possible Root Causes:

- Quality of products
- Wrong material delivered
- Order entry errors
- Inaccurate pricing

Possible Business Impact:

- Decrease in customer satisfaction
- Unnecessary high manual workload
- Higher finance process operations costs

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Credit memos created

Findings and Benchmark

What we measured

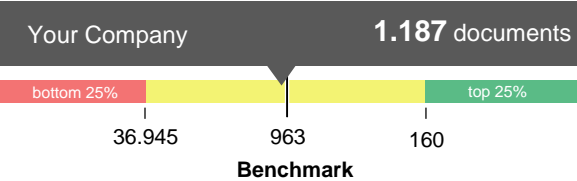
1.187 documents

Credit memos created

Absolute number of credit memo items created within the last 30 days.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Documents	Percent
SRNA	MU North Africa	275	23%
SRU3	MU US North-East	113	10%
SRAS	MU Africa South	90	8%
SREC	MU Europe Central	89	7%
SRJN	MU Japan	84	7%

Implication

Understand the problem

Possible Root Causes:

- Quality of products
- Wrong material delivered
- Order entry errors
- Inaccurate master data
























Possible Business Impact:

- Decrease in customer satisfaction
- Unnecessary high manual workload
- Higher finance process operations costs

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Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage









The table below shows SAP S/4HANA business scenarios that are enhancing process areas which you are already running.

SAP S/4HANA BUSINESS SCENARIO	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Sales Master Data Management	★★★	35	★★★		
Delivery Management	★★★	27	★★★		
Price Management	★★★	13	★★★		
Sales Billing	★★★	10	★★★		
Sales Monitoring and Analytics	★★★	4	★★★		
Sales Order Management and Processing	★★★	20	★★★		
Sales Quotation Management	★★★	5	★★★		
Sales Contract Management	★★★	2	★★★		
Available to Promise	★★★	1	★★★		
Sales Rebate Management	★★★	1	★★★		
Advanced Available to Promise	★★★	Usage of related application area	New		
Transportation Management	★★★	Usage of related application area	New		

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions »

Additional SAP S/4HANA Business Scenarios*

The table below shows additional SAP S/4HANA business scenarios you could benefit from.

SAP S/4HANA BUSINESS SCENARIO	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Complaints Management	★★★		
Claims, Returns, and Refund Management	★★★		
Account and Contact Management	New		
Activity Management	New		
Inventory Analytics and Control	New		
Opportunity Management	New		
Sales Lead Management	New		
Solution Billing	New		

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 1/20	EXAMPLE	CUSTOMER REFERENCE					

Sales Master Data Management

Business Scenario Description

Improve sales processes with accurate, structured, and accessible master data. Collect, analyze, organize, and deliver a single version of sales master data across the company.



Your usage intensity based on
[35 used transactions »](#)



Industry popularity

Value Drivers

- **Increase order management full-time equivalents (FTE) productivity**
Reduce the time and effort associated with manual corrections
- **Increase revenue from cross-sell/up-sell**
Accurately target your marketing campaigns
- **Increase sales force efficiency**
Make better and more accurate sales data available anytime and anywhere

What's new in SAP S/4HANA

- **New user experience**
New SAP Fiori apps have been made available to ensure a better user experience.

Further Information

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Business
scenario details »

Related
SAP Fiori apps »

Additional SAP products

SAP Marketing Cloud »

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 2/20	EXAMPLE	CUSTOMER REFERENCE					

Delivery Management

Business Scenario Description

Deliver enhanced orders with integrated delivery management processes. Increase process transparency through stakeholder communication, for example, by sending and receiving advance shipping notifications.



Your usage intensity based on
[27 used transactions »](#)



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
Integrate pick, pack, and ship processes.
- **Reduce order fulfillment lead time**
Use real-time information on timely completion of picking, packing and, shipping activities

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Enhancements for schedule delivery creation app**
Two enhancements are now available: new job template to schedule the creation of deliveries for return purchase orders and stock transport orders. In addition a new feature now lets you schedule recurring jobs with dynamic calculated date values.
- **Superior data model**
The data model has been considerably improved and the superior data model includes improved handling and no more table locks.
- **Embedded analytics**
Embedded analytics are available with SAP S/4HANA.

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SAP Fiori apps »

Additional SAP products

Yard logistics / gate automation »

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 3/20	EXAMPLE	CUSTOMER REFERENCE					

Price Management

Business Scenario Description

Help ensure higher customer satisfaction by managing consistent, accurate pricing across all channels. Leverage configurable pricing management to maintain customer relationships and strengthen loyalty.



Your usage intensity based on
[13 used transactions »](#)



Industry popularity

Value Drivers

- **Increase sales force efficiency**
Capture more value through improved pricing practices across your organization
- **Reduce customer churn**
Give customers consistent, accurate pricing data across channels and integrating campaign and contract pricing

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Price elements – flexible analysis and new SAP Fiori app to manage prices**
With SAP S/4HANA rel. 2020 there is a new flexible analysis of price elements. There is also the new manage price Fiori App.
- **Open application programming interfaces**
With SAP S/4HANA the new open application programming interfaces (APIs) are now available. This functionality allows an external system to read the SAP S/4HANA pricing data.

Further Information

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scenario details »

Video

SAP Market Rates
Management »

Additional SAP products

SAP CPQ (Configure price and quote) »

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 4/20	EXAMPLE	CUSTOMER REFERENCE					

Sales Billing

Business Scenario Description

Manage the complete sales order lifecycle for faster billing with less administrative effort. Integrate the billing management process and streamline the order-to-cash process, and improve customer satisfaction.



Your usage intensity based on
10 used transactions »



Industry popularity

Value Drivers

- **Improve customer satisfaction**
Automate and reduce the rate of billing errors
- **Improve invoice processing Full-Time Equivalents (FTE) efficiency**
Automate routine tasks and providing intuitive role-based applications

What's new in SAP S/4HANA

- **New user experience**
New SAP Fiori apps have been made available to ensure a better user experience.
- **Delivery block for prepayment request**
There is an automatically set delivery block if a sales line item requires prepayment.

Further Information

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scenario details »

Related
SAP Fiori apps »

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 5/20	EXAMPLE	CUSTOMER REFERENCE					

Sales Monitoring and Analytics

Business Scenario Description

Plan and monitor sales with greater accuracy and completeness. Predict sales accurately and set realistic goals with real-time planning and analysis.



Your usage intensity based on
[4 used transactions »](#)



Industry popularity

Value Drivers

- **Reduce ad-hoc report generation effort**
Access role-based, real-time data at any time
- **Reduce marketing analytics spend**
Use high-quality, readily available customer data
- **Reduce sales and operations planning cost**
View historical, real-time, and projected operational performance

What's new in SAP S/4HANA

- **New user experience**
New SAP Fiori apps have been made available to ensure a better user experience.
- **Real time embedded analytics**
Analytics capacities have been optimized and enhanced with real time analytics which is embedded into SAP S/4HANA.
- **Predictive analytics**
Added intelligence enhances the sales and distribution processes. Monitoring delivery performance using predictive analytics in SAP S/4HANA allows for in-time supply of procurement processes to transportation planning, picking, packing, and shipping in the delivery process.

Further Information

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Video

Related
SAP Fiori apps »

Additional SAP products

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Launchpad »

Predictive Analytics model training -
Sales »

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 6/20	EXAMPLE	CUSTOMER REFERENCE					

Sales Order Management and Processing

Business Scenario Description

Support frictionless order processing from quote to cash. Integrate order management and processing, from quote to shipment and billing to booking revenue, with a high-performance, real-time solution.



Your usage intensity based on
20 used transactions »



Industry popularity

Value Drivers

- **Increase sales force efficiency**
Provide a streamlined and predefined order management process
- **Improve on-time delivery performance**
Improve transparency into the status of orders and accelerating order execution
- **Reduce order management cost**
Enable back-office sales employees to work more efficiently with role-based, insight-to-action cockpits

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Trade compliance issues in the sales order fulfillment cockpit app**
The sales order fulfillment cockpit app has been enhanced. Beyond already available topics like completeness checks and various blocks (e.g. credit / delivery), trade compliance issues are now included in the app.
- **Low touch order management and Intelligent proposals**
The access to increased automation has been enhanced with low touch order management.
NEW with SAP S/4HANA 2020: The intelligent product proposal provides product and quantity proposals to enable faster order entry.
- **Prediction of delivery delay**
A predictive functionality has been made available to get visibility on delivery delays and improve communication. Safety data sheets in sales and dangerous goods in sales are now available.

Further Information

Details

Business
scenario details »

Related
SAP Fiori apps »

Additional SAP products

SAP Marketing Cloud »

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 7/20	EXAMPLE	CUSTOMER REFERENCE					

Sales Quotation Management

Business Scenario Description

Accelerate your sales cycles and win more deals with integrated sales quotation management. Hit sales goals every time by delivering compelling sales quotations to customers.



Your usage intensity based on
[5 used transactions »](#)



Industry popularity

Value Drivers

- **Increase order management Full-Time Equivalents (FTE) productivity**
Integrate quotation processing within the order cycle
- **Increase win rate**
Deliver compelling sales quotations quickly and accurately
- **Reduce sales cycle time**
Provide accurate and relevant quotations to customers

What's new in SAP S/4HANA

- **New user experience**
New SAP Fiori apps have been made available to ensure a better user experience.
- **Analytics**
The analytics abilities have been simplified and it is easier to access them.
- **Prediction of quotation to order conversion rate**
A predictive functionality has been made available to get visibility on quotation to order conversion rate.

Further Information

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Related
SAP Fiori apps »

Additional SAP products

SAP Marketing Cloud »

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 8/20	EXAMPLE	CUSTOMER REFERENCE					

Sales Contract Management

Business Scenario Description

Negotiate winning, long-term sales agreements with a holistic approach to sales contract management. Manage long-term sales contracts holistically with a high-performance, real-time solution.



Your usage intensity based on
2 used transactions »



Industry popularity

Value Drivers

- **Increase customer interactions which result in a sale**
Live monitoring of contract fulfillment and renewal processes
- **Increase sales forecast accuracy**
Base revenue predictions on long-running sales agreements that define special conditions on pricing and products
- **Reduce customer churn**
Tailor sales agreements to focus on unique customer needs

What's new in SAP S/4HANA

- **New user experience**
New SAP Fiori apps have been made available to ensure a better user experience.
- **Enhanced analytics**
An embedded flexible analytics capability for sales contract key performance indicators can now be used, allowing the sales clerk to quickly find the most relevant information and personalize his own report.

Further Information

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scenario details »

Related
SAP Fiori apps »

Additional SAP products

Sales Contract Management »

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 9/20	EXAMPLE	CUSTOMER REFERENCE					

Available to Promise

Business Scenario Description

Promise order commitments based on actual stock information to enhance customer satisfaction; according to business rules, taking into account material availability, and enforcing allocations.



Your usage intensity based on
[1 used transactions »](#)



Industry popularity

Value Drivers

- **Reduce order fulfillment lead time**
Use real-time information on inventory availability, and projected availability, to provide accurate order commitment dates.
- **Improve customer satisfaction**
Fulfill orders as promised, thanks to real-time information

What's new in SAP S/4HANA

- **New algorithm**
An algorithm that calculates faster and more efficiently has been implemented.
- **Extended functionality available**
This functionality is available with the new SAP S/4HANA solution for advanced available to promise.

Further Information

Details

Business
scenario details »

Related
SAP Fiori apps »

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 10/20	EXAMPLE	CUSTOMER REFERENCE					

Sales Rebate Management

Business Scenario Description

Manage the sales rebate lifecycle from planning to tracking, settling, and analyzing rebate agreements. Define, monitor, and modify them flexibly based on customer, product, and volume-based sales commitments.



Your usage intensity based on
[1 used transactions »](#)



Industry popularity

Value Drivers

- **Increase revenue from higher effectiveness of sales rebate programs**
Provide flexible and transparent rebate programs
- **Increase revenue growth**
Provide incentives to purchase additional quantities of goods/services
- **Reduce sales rebate overpayments**
Accurately calculate and validate earned rebate revenues and liabilities based on sales rebate agreements

What's new in SAP S/4HANA

- **New user experience**
The user interface has been improved with new SAP Fiori apps that are available.
- **Additional process flexibility**
Flexibility is key in successful rebate management. This flexibility has been further enhanced with SAP S/4HANA.

Further Information

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scenario details »

Related
SAP Fiori apps »

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 11/20	EXAMPLE	CUSTOMER REFERENCE					

Advanced Available to Promise

Business Scenario Description

Commit to orders accurately to meet business rules in real time and enhance customer satisfaction. Order promising involves providing commitment dates to orders, reflecting material availability, and enforcing allocations.



Your Usage Intensity

New

Industry popularity

Value Drivers

- **Reduce days in inventory**
Leverage real time information regarding inventory availability to shortening replenishment cycles and to respond to demand on a frequent basis.
- **Reduce order fulfillment lead time**
Use real-time information on inventory availability, and projected availability, to provide accurate order commitment dates
- **Improve on-time delivery performance**
Replenish inventories frequently based on the latest information about stock levels and demand forecasts

What's new in SAP S/4HANA

- **Extended functionality for advanced available to promise (aATP) and more**
Extended functionality for advanced available to promise. This allows further vertical consumption strategies within product allocation sequences. In the backorder processing, we support re-evaluation of alternatives in backorder processing.
- **Back-order processing and release for delivery**
Improved with an automation on fallbacks, visualization for constraints and multiple time zones.
- **Alternative-based confirmation**
This is available to configure alternative control and substitution strategy, determine the delivering plant with best availability.

Further Information

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Related
SAP Fiori apps »

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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 12/20	EXAMPLE	CUSTOMER REFERENCE					

Transportation Management

Business Scenario Description

Streamline your company's transportation planning and execution for better process efficiency. Center transportation around sales orders, taking transportation constraints into consideration.



Your Usage Intensity

New

Industry popularity

Value Drivers

- **Improve on-time delivery performance**
Integrate pick, pack and ship processes.
- **Reduce transportation spend**
Automate processes for inbound and outbound shipment
- **Improve supply chain full-time equivalents (FTE) productivity**
Provide transaction access and information that matters in real-time

What's new in SAP S/4HANA

- **Integration of process substantially increased**
The integration of the whole process has been largely enhanced providing integration between the activities in the warehouse; including pick & pack and the shipping execution.

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Intelligent allocation management »

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Complaints Management

Business Scenario Description

Improve complaints management with full-service and maintenance history and standard follow-up actions. Initiate follow-up actions with service contracts based on standardized task lists to manage complaint resolution.



Industry popularity

Value Drivers

- **Reduce cost of researching and assisting customers**
Provide employees with service and maintenance history, customer, and service contract data.
- **Reduce operations cost (Services)**
by automatically adding follow-up activities through the standardized task list
- **Increase service contract renewals**
by increasing the employees' capability of responding to customers' needs when interacting with them

What's new in SAP S/4HANA

- **Functionality in compatibility scope**
This functionality is part of the SAP S/4HANA compatibility scope. This allows customers to continue using the classical ERP capability in an SAP S/4HANA system.

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Claims, Returns, and Refund Management

Business Scenario Description

Accelerate complaint and returns processing with optimized claims and refund management. Automatically process warranty claims, meeting the needs of manufacturers, importers, and vendors of complex products.



Value Drivers

- **Reduce complaints and returns cost**
Accelerate handling process due to logically triggered follow-ups
- **Reduce service and support cost**
Facilitate the complaints processed to trigger service improvements
- **Reduce warranty cost**
Streamline issue resolution and refund management

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Manage customer returns**
Compensate customers with replacement products that are different from the returned products. You can choose a supplying plant which can be different from the receiving plant for the returned goods. Create and process customer returns for bills of materials (BOM). View approval status or delete customer returns. This is an app (scope item BKP).
- **Enhanced analytics**
Embedded flexible analytics capability for returning key performance indicators, allowing the sales clerk to quickly find the most relevant information and personalize own report.
- **Accelerated customer returns**
An improved process with new user experience has been made possible with SAP Fiori apps. Return order processing for non-stock material is available.

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Account and Contact Management

Business Scenario Description

Manage and provide easy access to all accounts and contacts and gain visibility into relevant details. This includes the determination and creation of compensation and incentive programs.

New

Industry popularity

Value Drivers

- **Increase sales force efficiency**
Enhance efficiency by being able to see and manage all the details of the contact and account
- **Increase customer interactions which result in a sale**
Support visit preparation through an understanding of past interactions with each customer

What's new in SAP S/4HANA

- **Business partner**
The business partner is the new and leading object in SAP S/4HANA, combining vendor and customer data in one central object and thus simplifying the data structure and master data management.
- **Improved user experience**
Sales clerk can access account and contact details directly in Fiori App and start communication (email, phone call) immediately.
- **NEW with SAP S/4HANA 2020: Gender options for business partners**
With this feature, you can add an attribute to custom configurations in account and contact management. The attribute provides the gender options male, female, unknown, nonbinary, and not specified.

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Activity Management

Business Scenario Description

Activity management and visit planning involves optimized planning, creation, conduction, capturing, and tracking of customer visits and sales activities.

New

Industry popularity

Value Drivers

- **Increase sales force efficiency**
Support sales reps to effectively capture and track their activities and interactions

What's new in SAP S/4HANA

- **Capture and track activities**
Support effective customer engagements by enabling sales resources to quickly capture and track activities and interactions.
- **Embedded activities management capability**
Fully integrated activity management enabling sales office to track the complete customer engagement details.

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Customer activity and visit planning »

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Inventory Analytics and Control

Business Scenario Description

Enable real-time reporting in inventory management with SAP S/4HANA. Better-informed inventory management decisions with real-time and historical data.

New

Industry popularity

Value Drivers

- **Improve on-time delivery performance**
Analyze deviations in delivery plans and schedules and making timely adjustments.
- **Reduce days in inventory**
Analyze inventory coverage and ensuring inventory is aligned with demand
- **Reduce spare parts inventory carrying cost**
Take informed spare parts inventory management decisions based on real-time and historical data

What's new in SAP S/4HANA

- **Real-time inventory management**
An overview page presents selected and relevant key performance indicators and charts at a glance.
- **Improved analysis of goods movements**
This includes the analysis of both the goods receipt blocked stock and stock in transit (as part of predictive analytics and machine learning).
- **"slow or non-moving materials" and "dead stock analysis"**
Enhancements were made to the SAP Fiori app "slow or non-moving materials" enabling users to display a prediction for slow or non-moving materials with regard to the future development of a material. The new app for inventory analysis displaying obsolete stock is called the "dead stock analysis" app.

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Opportunity Management

Business Scenario Description

Drive sales from lead to close with opportunity and pipeline management. Leverage a tailored and structured approach to engage with customers regarding longer-term or high-value opportunities.

New

Industry popularity

Value Drivers

- **Increase sales force efficiency**
Analyze the sales pipeline to identify gaps and critical opportunities

What's new in SAP S/4HANA

- **Opportunity management**
The opportunity management becomes available with SAP S/4HANA and allows a more integrated management of the sales process.
- **Efficiently manage sales opportunity**
Capture information about sales prospects, their requested products and services, the sales prospects' budget, the potential sales volume and an estimated sales probability. Track sales opportunity status along the sales cycle.

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Sales Lead Management

Business Scenario Description

Streamline lead management to improve sales efficiency and revenue. Gain a complete view across the enterprise by accessing a single source of customer and lead information.

New

Industry popularity

Value Drivers

- **Improve quality of leads generated**
Generate highly qualified leads based on accurate account information and relevant interactions
- **Increase sales force efficiency**
Provide key support in generating high quality leads

What's new in SAP S/4HANA

- **Lead generation**
Generate high-quality leads by coordinating and executing marketing activities. Presales management is now available.
- **Improved lead conversion**
Improve lead conversion and avoid losing prospects to competitors by accelerating follow-on activities.

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Solution Billing

Business Scenario Description

Enable business model transformation through a flexible billing process for outcome-based services. Reduce days sales outstanding with accurate and timely billing.

New

Industry popularity

Value Drivers

- **Increase accounts receivable Full-Time Equivalents (FTE) productivity**
Leverage an efficient solution billing process
- **Reduce days sales outstanding (one - time benefit)**
Reduce both the bill-creation time and customer complaints
- **Reduce revenue leakage**
Enable flexible approval process before the bill is created

What's new in SAP S/4HANA

- **New billing capabilities**
The billing capacities have been enhanced with new capabilities to base billing on usage data.
- **Integrate invoices**
With SAP S/4HANA it is possible to combine usage billing with physical goods and services into one invoice.

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SAP Marketing Cloud »

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Reimagine Order to Delivery

Traditional Scenario:

- Little visibility into the order-to-delivery process
 - Many manual steps that slow down the process
- Delivery commitments based on a separate system and outdated data resulting in cancelled or delayed orders
- Complex and time-consuming process to get a holistic view of all process-related issues
 - Prior communications and decisions cannot be tracked in the system
- Increased safety buffers to make up for the lack of inventory invisibility, locking up capital
 - Interface needed between ERP and extended warehouse management
- Transportation process taking place in disparate systems with inefficient business partner collaboration
 - Limited optimization possibilities
- No out-of-the-box event-tracking capabilities
 - Analytics and reporting done in a separate business warehousing system with no real-time data update

Sales order Capture



Sales Order Confirmation



Sales Order Tracking & Collaboration



Inventory Management



Outbound Delivery, Transport Planning & Dispatch



In-Transit Tracking



The New World With SAP:

- An **intuitive user experience** on any device providing real-time insights into the order to delivery process
- **Up-to-date inventory information** resulting in realistic fulfillment commitments
 - **Advanced ATP** with allocation enforcement and management
- Monitoring of fulfillment status of all sales orders over the whole process
 - **Relevant insights**, contacts, and collaboration features for internal sales
- **Single warehousing platform for all warehousing operations**
 - Minimized safety stock with just-in-time material availability
- **Single platform for transportation management** with real-time embedded analytics
 - **Capacity management**, planning, collaboration, execution, charge management
- **Insights into transportation execution**, tracking of goods and assets in transit
 - Analysis of vehicle and sensor data in real time, optimizing logistics and improving service

[Read the whitepaper »](#)

CJ Logistics

CJ Logistics

Seoul, South Korea

Seoul, South Korea

www.cjlogistics.com

www.cjlogistics.com

Wholesale distribution

Wholesale distribution

Courier and transportation services

Courier and transportation services

5,330

5,330

US\$2.3 billion

US\$2.3 billion

- Increase process consistency and improve reporting capabilities
- Mitigate operational risk and facilitate mergers and acquisitions
- Integrate overseas subsidiaries and address the needs of aging IT infrastructure and software

- Increase process consistency and improve reporting capabilities
- Mitigate operational risk and facilitate mergers and acquisitions
- Integrate overseas subsidiaries and address the needs of aging IT infrastructure and software

- Powerful, unified software for finance and controlling, sales, materials management, process orchestration, and master data and landscape management
- Straightforward implementation and expert support from SAP and Woongjin
- Enablement workshops for SAP S/4HANA and knowledge transfer to CJ Logistics' customers
- Premium engagement services from the SAP Value Assurance program for SAP S/4HANA that provide comprehensive business, product, and system support

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- Connected and aligned processes and improved governance across the distributed enterprise
- Created an organization-wide framework to enable profit and loss management
- Simplified and accelerated reporting with flexible, agile functionality
- Integrated financial and controlling data and standardized transaction processing
- Enabled mergers, acquisitions, and incorporation of new company codes, thanks to a unified template for rapid system integrations with SAP S/4HANA

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Eung Joon Lee, Operations Officer, CJ Logistics

Eung Joon Lee, Operations Officer, CJ Logistics

Customer satisfaction on
reported
surveys
Featured Partner

Customer satisfaction on
reported
surveys
Featured Partner

Faster average reporting performance

Faster average reporting performance

Visibility into overseas subsidiaries

Visibility into overseas subsidiaries

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MANUFACTURING

ASSET
MANAGEMENTNEXT
STEPSSample Inc.
System: PRD

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OPTIMIZE SUPPLY CHAIN:



**Reduce Days In
Inventory**

- Days in Inventory defines the average number of days that the company holds its inventory (finished goods, work-in-progress goods and raw materials) before selling it
- Days in inventory is calculated as: $\text{[Average Annual Inventory} \times 365] / \text{[Cost of Goods Sold]}$

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Demo User: demo.user@getspotlight.io
Password: Demo1234!

Supply Chain: Your Current Process Performance in SAP ERP System “PRD”



	Unrestricted Stock	Sales Order Stock	Customer Consignment Stock	Project Stock
Value Driver:				
 Reduce Days In Inventory	<div>61.610</div> <div>Stock level of unrestricted-use stock »</div>	<div>28</div> <div>Stock level of sales order stock »</div>	<div>No data</div> <div>Stock level of customer consignment stock</div>	<div>5</div> <div>Stock level of project stock »</div>
How SAP helps:				
Build an intelligent enterprise with recommended SAP S/4HANA business scenarios. <div>All innovation recommendations »</div>		Inventory Analytics and Control » 		
		Warehouse Management » 		
		Extended Warehouse Management » 		
		Available to Promise » 		
		Advanced Available to Promise » 		

Stock level of unrestricted-use stock

Findings and Benchmark

What we measured

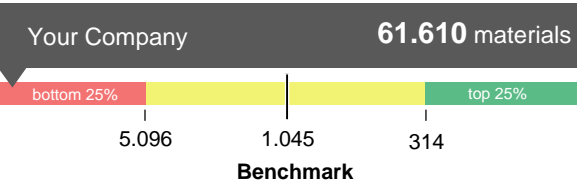
61.610 materials

Stock level of unrestricted-use stock

Absolute number of material/plant/storage location combinations in unrestricted-use stock, which were not moved within the last 6 months.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
0	0	19.662	21.918	20.030
0%	0%	32%	36%	33%

Top 5 Material Types:

Material Type		Materials	Percent
DIST	Other stock	57.885	94%
HAWA	Trading goods	1.491	2%
FERT	Finished products	708	1%
HALB	Semifinished products	497	1%
HIBE	Operating supplies	200	0%

Implication

Understand the problem

Possible Root Causes:

- Wrong or inaccurate supply chain planning data
- Wrong or inaccurate master data
- Low trust on system-based planning data
- Inconsistencies between the SAP book stock and the real world

Possible Business Impact:

- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment

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Stock level of sales order stock

Findings and Benchmark

What we measured

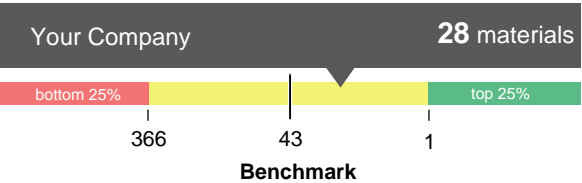
28 materials

Stock level of sales order stock

Absolute number of material/plant/storage location combinations in sales order stock, which were not moved within the last 3 months.

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
0	0	28	0	0
0%	0%	100%	0%	0%

Top 3 ERP Sales Organizations:

ERP Sales Organization		Materials	Percent
SRAE	MU Asia East	26	93%
SROC	MU Oceania	1	4%
SRAS	MU Africa South	1	4%

Implication

Understand the problem

Possible Root Causes:

- Wrong or inaccurate supply chain planning data
- Wrong or inaccurate master data
- Low trust on system-based planning data
- Inconsistencies between the SAP book stock and the real world

Possible Business Impact:

- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Unnecessary blocked special stock is not available for other transactions

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Stock level of project stock

Findings and Benchmark

What we measured

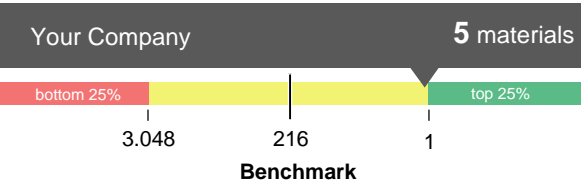
5 materials

Stock level of project stock

Absolute number of material/plant/storage location combinations in project stock, which were not moved within the last 6 months.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
0	0	5	0	0
0%	0%	100%	0%	0%

Top 1 Plant:

Plant	Materials	Percent
F06 Factory Poland	5	100%

Implication

Understand the problem

Possible Root Causes:

- Wrong or inaccurate supply chain planning data
- Wrong or inaccurate master data
- Low trust on system-based planning data
- Inconsistencies between the SAP book stock and the real world















Possible Business Impact:

- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Unnecessary blocked special stock is not available for other transactions

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Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage

The table below shows SAP S/4HANA business scenarios that are enhancing process areas which you are already running.

SAP S/4HANA BUSINESS SCENARIO	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Warehouse Management	★★★	57	★★★		
Delivery Management	★★★	27	★★★		
Goods Movement	★★★	7	★★★		
Available to Promise	★★★	1	★★★		
Extended Warehouse Management	★☆☆	Usage of related application area	New		
Advanced Available to Promise	★☆☆	Usage of related application area	New		
Transportation Management	★☆☆	Usage of related application area	New		

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions »

Additional SAP S/4HANA Business Scenarios*

The table below shows additional SAP S/4HANA business scenarios you could benefit from.

SAP S/4HANA BUSINESS SCENARIO	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Inventory Analytics and Control	New		

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.

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Warehouse Management

Business Scenario Description

Deliver the right products to the right place, on time, with integrated logistics execution processes. Automate operations to improve asset usage, increase throughput, and support on-time, accurate order fulfillment.



Your usage intensity based on
[57 used transactions »](#)



Industry popularity

Value Drivers

- **Reduce warehouse management costs**
Improve workforce productivity and automate warehouse operations.
- **Reduce days in inventory**
Conduct real-time reports on inventory positions and flows leading to insight to action
- **Reduce inventory carrying costs**
Identify mismatches in inventory levels and turnover rates using intuitive visualizations

What's new in SAP S/4HANA

- **Embedded analytics**
Process control and monitoring is simplified and enhanced with new embedded analytics functionality in SAP S/4HANA.
- **Superior data model**
With an improved data model the past table locks can be avoided and processes are accelerated with SAP S/4HANA.
- **Automation**
Automation of warehouse operations to improve asset usage has been increased with SAP S/4HANA. This increases throughput, and supports on-time, accurate order fulfillment.

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SAP Fiori apps »

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Delivery Management

Business Scenario Description

Deliver enhanced orders with integrated delivery management processes. Increase process transparency through stakeholder communication, for example, by sending and receiving advance shipping notifications.



Your usage intensity based on
[27 used transactions »](#)



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
Integrate pick, pack, and ship processes.
- **Reduce order fulfillment lead time**
Use real-time information on timely completion of picking, packing and, shipping activities

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Enhancements for schedule delivery creation app**
Two enhancements are now available: new job template to schedule the creation of deliveries for return purchase orders and stock transport orders. In addition a new feature now lets you schedule recurring jobs with dynamic calculated date values.
- **Superior data model**
The data model has been considerably improved and the superior data model includes improved handling and no more table locks.
- **Embedded analytics**
Embedded analytics are available with SAP S/4HANA.

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Yard logistics / gate automation »

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Goods Movement

Business Scenario Description

Streamline inbound and outbound logistics processes. Integrate barcode and RFID technology to manage just-in-time availability, unit handling, serial numbers, electronic data exchange, and proof of delivery.



Your usage intensity based on
[7 used transactions »](#)



Industry popularity

Value Drivers

- **Improve supply chain Full-Time Equivalents (FTE) productivity**
Provide transaction access and information that matters in real-time.
- **Improve on-time delivery performance**
Improve shipping performance, streamlining material flow and establishing transparency across the outbound logistics operations

What's new in SAP S/4HANA

- **New business insights**
Operational excellence has been improved here with operational analytics, enhancements to work-in-process batch functionality for order combinations and the inclusion of batch selection into the goods receipt process.
- **Predictive analytics and machine learning**
The predictive analytics and machine learning for decision support has been made available with SAP S/4HANA through the inclusion of the predicted delivery date into the creation of stock transport orders.

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Available to Promise

Business Scenario Description

Promise order commitments based on actual stock information to enhance customer satisfaction; according to business rules, taking into account material availability, and enforcing allocations.



Your usage intensity based on
1 used transactions »



Industry popularity

Value Drivers

- **Reduce order fulfillment lead time**
Use real-time information on inventory availability, and projected availability, to provide accurate order commitment dates.
- **Improve customer satisfaction**
Fulfill orders as promised, thanks to real-time information

What's new in SAP S/4HANA

- **New algorithm**
An algorithm that calculates faster and more efficiently has been implemented.
- **Extended functionality available**
This functionality is available with the new SAP S/4HANA solution for advanced available to promise.

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SAP Fiori apps »

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Extended Warehouse Management

Business Scenario Description

Deliver the optimal order through extended warehouse management. Streamline location management and material handling operations with predefined business process integration.



Your Usage Intensity

New

Industry popularity

Value Drivers

- **Reduce warehouse management cost**
Improve workforce productivity and automate processes for full control of warehouse operations.
- **Reduce days in inventory**
Provide real-time visibility into inventory positions
- **Reduce revenue loss due to stock-outs**
Improve accuracy and visibility of warehouse inventory and activities as well as of impacting supply and demand

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Enhanced picking, new rack, manage towing vehicles**
Picking confirmation on desktop as alternative to confirmation via RF (radio frequency). New RF transaction "NEXT" to create new rack with same attributes automatically, if a rack is full. Seamless parking and switching of towing vehicles in case of break, shift change or damage.
- **Enhanced posting and analysis**
Synchronous stock postings between inventory management and SAP Extended Warehouse Management. The alternative-based confirmation analysis of products is based on confirmed warehouse tasks.
- **New replenishment strategy using Kanban**
With the usage of Kanban in warehouse, the tasks to replenish a Kanban container are automatically created, when you set the Kanban container to empty.

Further Information

Details

Business
scenario details »

Video

Enhanced
outbound
processing »

Additional SAP products

SAP Global Batch Traceability »

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Advanced Available to Promise

Business Scenario Description

Commit to orders accurately to meet business rules in real time and enhance customer satisfaction. Order promising involves providing commitment dates to orders, reflecting material availability, and enforcing allocations.



Your Usage Intensity

New

Industry popularity

Value Drivers

- **Reduce days in inventory**
Leverage real time information regarding inventory availability to shortening replenishment cycles and to respond to demand on a frequent basis.
- **Reduce order fulfillment lead time**
Use real-time information on inventory availability, and projected availability, to provide accurate order commitment dates
- **Improve on-time delivery performance**
Replenish inventories frequently based on the latest information about stock levels and demand forecasts

What's new in SAP S/4HANA

- **Extended functionality for advanced available to promise (aATP) and more**
Extended functionality for advanced available to promise. This allows further vertical consumption strategies within product allocation sequences. In the backorder processing, we support re-evaluation of alternatives in backorder processing.
- **Back-order processing and release for delivery**
Improved with an automation on fallbacks, visualization for constraints and multiple time zones.
- **Alternative-based confirmation**
This is available to configure alternative control and substitution strategy, determine the delivering plant with best availability.

Further Information

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scenario details »

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SAP Fiori apps »

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Transportation Management

Business Scenario Description

Streamline your company's transportation planning and execution for better process efficiency. Center transportation around sales orders, taking transportation constraints into consideration.



Your Usage Intensity

New

Industry popularity

Value Drivers

- **Improve on-time delivery performance**
Integrate pick, pack and ship processes.
- **Reduce transportation spend**
Automate processes for inbound and outbound shipment
- **Improve supply chain full-time equivalents (FTE) productivity**
Provide transaction access and information that matters in real-time

What's new in SAP S/4HANA

- **Integration of process substantially increased**
The integration of the whole process has been largely enhanced providing integration between the activities in the warehouse; including pick & pack and the shipping execution.

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scenario details »

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Additional SAP products

Intelligent allocation management »

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Inventory Analytics and Control

Business Scenario Description

Enable real-time reporting in inventory management with SAP S/4HANA. Better-informed inventory management decisions with real-time and historical data.

New

Industry popularity

Value Drivers

- **Improve on-time delivery performance**
Analyze deviations in delivery plans and schedules and making timely adjustments.
- **Reduce days in inventory**
Analyze inventory coverage and ensuring inventory is aligned with demand
- **Reduce spare parts inventory carrying cost**
Take informed spare parts inventory management decisions based on real-time and historical data

What's new in SAP S/4HANA

- **Real-time inventory management**
An overview page presents selected and relevant key performance indicators and charts at a glance.
- **Improved analysis of goods movements**
This includes the analysis of both the goods receipt blocked stock and stock in transit (as part of predictive analytics and machine learning).
- **"slow or non-moving materials" and "dead stock analysis"**
Enhancements were made to the SAP Fiori app "slow or non-moving materials" enabling users to display a prediction for slow or non-moving materials with regard to the future development of a material. The new app for inventory analysis displaying obsolete stock is called the "dead stock analysis" app.

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SAP Global Track and Trace »

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Reimagine Plan to Position

Traditional Scenario:

- Alignment between sales plan and capacity plan excluding inventory targets
- Limited financial alignment with business plan
- Classical statistical forecasting and consensus demand planning process based on historical data, often leading to unsatisfactory accuracy
- Propagation of supply requirements through company's network with limited consideration of business priorities and no connection to fulfillment planning
- Use of emails, phone calls, and spreadsheets to resolve issues when there is a supply disruption or a demand change to determine how to respond



The New World With SAP:

- Holistic alignment to business plan** including financials and inventory target setting, supported by internal collaboration
- Demand plans consider demand signals from orders, shelf, and web with intelligent adjustments to eliminate bias and determine **optimum forecast parameters**
- Finite planning based on optimization or business priority rules**, coordinated electronically with trading partners, with full pegging visibility and generation of allocation plans to govern order promising
- Full visibility to demand and supply across the extended network**, to simulate changes to plan, with root cause analysis to understand and resolve issues

[Read the whitepaper »](#)

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<p>Company Lohiya Group</p> <p>Headquarters Hyderabad, India</p> <p>Industry Consumer products</p> <p>Products and Services Shortening, table oils, margarine, and other edible fats and oils</p> <p>Employees 500</p> <p>Revenue Rs 22 billion (US\$232 million)</p> <p>Web Site www.lohiyagroup.in</p> <p>Partner Infiniti Techlabs LLP www.infinititl.com</p>			<p>Objectives</p> <ul style="list-style-type: none">• Simplify, automate, and streamline business processes• Achieve real-time integration of business processes across logistics, supply chain, manufacturing, and finance• Determine profitability of different product categories across regions <p>Resolution</p> <ul style="list-style-type: none">• Deployed SAP S/4HANA by partnering with Infiniti Techlabs LLP• Integrated the manufacturing business process with other areas of logistics, procurement, and finance• Automated freight determination based on customer region from point of delivery, as well as order-wise tracking in pricing, enabling immediate reconciliation of bills payable to the freight vendor• Implemented controlling and profitability analysis, enabling top managers to evaluate market segments across products, customers, and orders• Automated the contract management system through SMS and e-mails <p>Benefits</p> <ul style="list-style-type: none">• Reduced reconciliation efforts by integrating the weighbridge with SAP solutions for all inward and outward goods movement• Eliminated the need for reconciliation between warehouse and accounts, resulting in fully integrated inventory and accounting transactions• Eliminated the need to exercise credit controls manually through the automation of blocking and unblocking customers by system		<p>>1,200 Worker days saved per year</p> <p>60% Faster transaction processing time</p> <p>100% Visibility of inventory across all locations</p> <p>Clear Visibility for customers into material deliveries and payment realization through automated SMS alerts</p>			<p>"SAP S/4HANA is very strategic to our current operations and growth plans. The simplicity of usage and real-time visibility has greatly improved our operational efficiency and overall productivity."</p> <p>J. Gopala krishna, CFO, Lohiya Group</p>	

OPTIMIZE MANUFACTURING:



Accelerate Manufacturing Cycle Time

- Manufacturing cycle time is the time of actual production from when a customer order is released to the plant floor for a particular product through to the completion of all manufacturing, assembly, and testing for that specific product (does not include front-end order-entry time or engineering time spent on customized configuration of nonstandard items, or time in finished goods inventory)



Reduce Total Manufacturing Costs


- Total manufacturing cost is the sum of costs of all resources consumed in the process of making a product
- The manufacturing cost is classified into the following categories:
 - Direct materials cost
 - Direct labor cost
 - Manufacturing overhead
 - Manufacturing extraordinary costs
 - Outsourced manufacturing costs

[Go to findings »](#)








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Demo User: demo.user@getspotlight.io
Password: Demo1234!



Manufacturing: Your Current Process Performance in SAP ERP System “PRD”

	Production planning	Production order creation	Production order release	Production order confirmation	Production order delivery
Value Drivers:					
 Accelerate Manufacturing Cycle Times			4% <u>Production orders automatically released »</u>	1 days <u>Lead time: Prod. order release to confirmation »</u>	2 days <u>Lead time: Prod. order release to delivery »</u>
 Reduce Total Manufacturing Costs	409 <u>Planned but not converted in time »</u>	13% <u>Production orders automatically created »</u>	24 days <u>Lead time: Prod. order creation to release »</u>	331 <u>Failed goods movements during prod. order confirmation »</u>	133 <u>Overdue prod. orders assigned to sales »</u>
How SAP helps:					
Build an intelligent enterprise with recommended SAP S/4HANA business scenarios. All innovation recommendations »	Material Requirements Planning » 				
	Demand-Driven Replenishment » 				
	Constraint Based Production Planning »				
	Production Control »				
	Production Execution »				

Planned but not converted in time

Findings and Benchmark

What we measured

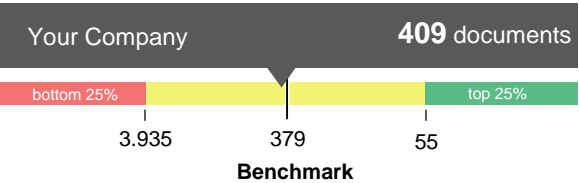
409 documents

Planned but not converted in time

Absolute number of planned orders not converted into production orders, although the planned delivery date is already in the past.

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
18	0	0	0	391
4%	0%	0%	0%	96%

Top 5 Plants:

Plant	Documents	Percent
F04 Factory Portugal	299	73%
F05 Factory India	49	12%
F20 Factory Mexico	16	4%
F21 Factory Spain	12	3%
F22 Factory Brazil II	1	0%

Implication

Understand the problem

Possible Root Causes:

- Low trust on system-based planning data
- Production without production planning or outside of SAP-system
- Poor housekeeping: Non-deleted documents from inactive plants and/materials

Possible Business Impact:

- Inaccurate supply chain and replenishment
- Low production control (e.g. risk of double production)
- Higher workload for manual planning and production order entry

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Production orders automatically created

Findings and Benchmark

What we measured

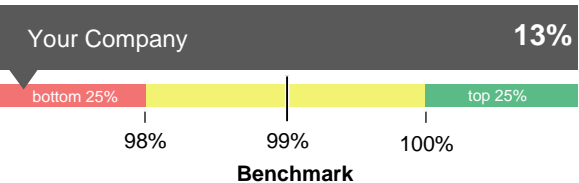
13%

Production orders automatically created

Share of production orders created last week by system versus communication users.

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 5 Plants:

Plant		Total Items	Automation Rate
F05	Factory India	133	31%
F25	Factory USA I	37	41%
F24	Factory Italy I	20	30%
F22	Factory Brazil II	9	11%
F02	Factory Germany II	2	0%

Implication

Understand the problem

Possible Root Causes:

- Low trust on system-based planning data
- Production without production planning
- Production planning outside of SAP system

Possible Business Impact:

- Low reliability of Material Requirements Planning
- High manual workload

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Lead time: Prod. order creation to release

Findings and Benchmark

What we measured

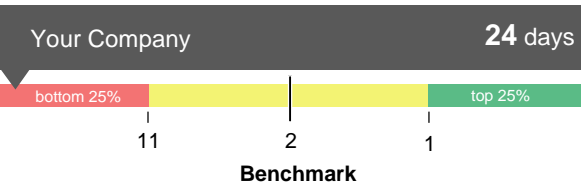
24 days

Lead time: Prod. order creation to release

Duration (in days) between production order creation and release for orders that were released last week.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Plants:

Plant		Total Items	Days
F05	Factory India	266	1
F23	Factory Turkey	45	42
F25	Factory USA I	23	0
F26	Factory Argentina	20	48
F24	Factory Italy I	20	0

Implication

Understand the problem

Possible Root Causes:

- Production planners lack trust on system-based planning data
- Production without production planning or outside of SAP-system

Possible Business Impact:

- Working capital: Higher safety stock for components
- Lower flexibility for production adjustments
- Production resources blocked unnecessarily

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Production orders automatically released

Findings and Benchmark

What we measured

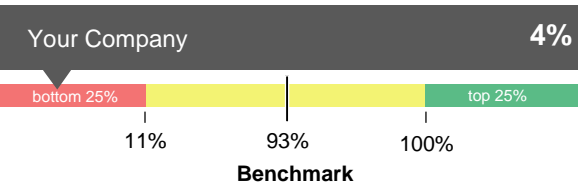
4%

Production orders automatically released

Share of production orders immediately released last week when saving the order.

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 5 Plants:

Plant		Total Items	Automation Rate
F05	Factory India	266	22%
F23	Factory Turkey	45	0%
F25	Factory USA I	23	0%
F24	Factory Italy I	20	0%
F26	Factory Argentina	20	0%

Implication

Understand the problem

Possible Root Causes:

- Low trust on system-based planning data
- Production without production planning
- Production planning outside of SAP system

Possible Business Impact:

- Low reliability of Material Requirements Planning
- High manual workload

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Lead time: Prod. order release to confirmation



Findings and Benchmark

What we measured

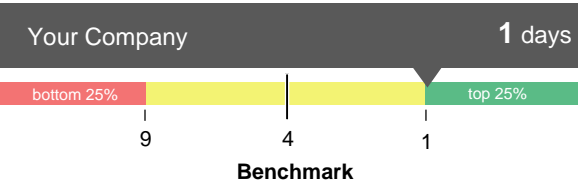
1 days

Lead time: Prod. order release to confirmation

Duration (in days) between production order release and confirmation for orders that were confirmed last week.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Plants:

Plant		Total Items	Days
F05	Factory India	195	1
F23	Factory Turkey	70	1
F24	Factory Italy I	23	9
F22	Factory Brazil II	15	4
F25	Factory USA I	11	2



Implication

Understand the problem

Possible Root Causes:

- Missing or unavailable production resources (components, machine/labor capacities)

Possible Business Impact:

- Working capital: Higher safety stock for components
- Lower flexibility for production adjustments
- Production resources blocked unnecessarily
- Delays in production process

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Failed component consumptions during prod. order confirmation

Findings and Benchmark

What we measured

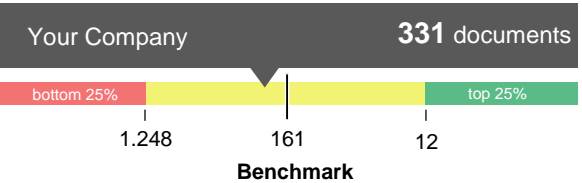
331 documents

Failed component consumptions during prod. order confirmation

Absolute number of failed automatic goods movements (goods receipts and component consumption postings) during production order confirmation.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
114	15	31	12	159
34%	5%	9%	4%	48%

Top 5 Plants:

Plant	Documents	Percent
F01 Factory China I	115	35%
F02 Factory Germany II	103	31%
F03 Factory Italy II	44	13%
F04 Factory Portugal	32	10%
F05 Factory India	15	5%

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Temporarily missing stock of production components

Possible Business Impact:

- Inconsistent stock information for components between the SAP book stock and the real world
- Wrong and inaccurate supply chain planning data
- Incorrect production costs (COGM, COGS)

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Lead time: Prod. order release to delivery

Findings and Benchmark

What we measured

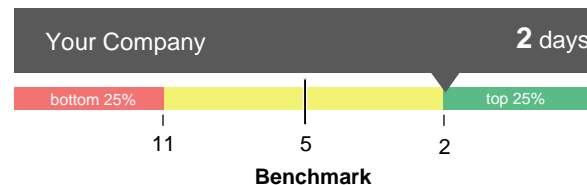
2 days

Lead time: Prod. order release to delivery

Duration (in days) between production order release and delivery for orders that were delivered last week.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Plants:

Plant		Total Items	Days
F05	Factory India	122	1
F23	Factory Turkey	25	1
F22	Factory Brazil II	22	14
F24	Factory Italy I	21	14
F25	Factory USA I	11	2

Implication

Understand the problem

Possible Root Causes:

- Missing or unavailable production resources (components, machine/labor capacities)

Possible Business Impact:

- Working capital: Higher safety stock for components
- Lower flexibility for production adjustments
- Production resources blocked unnecessarily
- Delays in production process

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Overdue production orders assigned to sales

Findings and Benchmark

What we measured

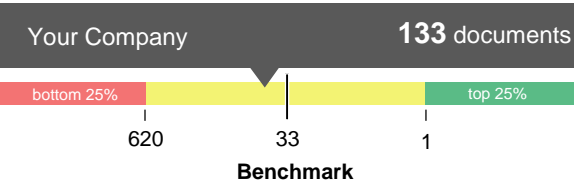
133 documents

Overdue production orders assigned to sales

Absolute number of production orders neither finally delivered nor technically closed assigned to sales orders (make to order) where the basic finish date is already in the past.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
133	0	0	0	0
100%	0%	0%	0%	0%

Top 4 Plants:

Plant	Documents	Percent
F05 Factory India	85	64%
F23 Factory Turkey	15	11%
F24 Factory Italy I	9	7%
F25 Factory USA I	1	1%

Implication

Understand the problem

Possible Root Causes:

- Low trust on system-based planning data
- Production without production planning
- Production planning outside of SAP system
- Missing information exchange between sales and production departments























Possible Business Impact:

- Lower flexibility for production adjustments
- Production resources blocked unnecessarily
- Delays in production process and in delivery to customer
- Incorrect production costs (impact on COGM, COGS)

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Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage










The table below shows SAP S/4HANA business scenarios that are enhancing process areas which you are already running.

SAP S/4HANA BUSINESS SCENARIO	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Production Execution	★ ★ ★	30	★ ★ ★		
External Processing	★ ★ ★	6	★ ★ ★		
Quality Inspection	★ ★ ★	6	★ ★ ★		
Production Control	★ ★ ★	4	★ ★ ★		
Subcontracting	★ ★ ★	1	★ ★ ★		
Material Requirements Planning	★ ★ ★	6	★ ★ ★		
Capacity Planning	★ ★ ★	2	★ ★ ★		
Just-In-Time Processing	★ ★ ★	1	★ ★ ★		
Manufacturing Analytics	★ ★ ★	1	★ ★ ★		
Quality Improvement	★ ★ ★	1	★ ★ ★		
Production BOM Management	★ ★ ★	1	★ ★ ★		
Quality Planning	★ ★ ★	1	★ ★ ★		
Demand-Driven Replenishment	★ ★ ★	Usage of related application area	New		

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions »

Additional SAP S/4HANA Business Scenarios*

The table below shows additional SAP S/4HANA business scenarios you could benefit from.

SAP S/4HANA BUSINESS SCENARIO	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Recipe/Routing Management	★ ★ ★		
Repetitive Manufacturing	★ ★ ★		
Constraint Based Production Planning	New		
Extended Production Operations	New		
Kanban	New		
Manufacturing Engineering	New		

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.

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Production Execution

Business Scenario Description

Move quality products faster through production execution. Streamline production schedules based on real-time data. Monitor released production and process orders efficiently.



Your usage intensity based on
[30 used transactions »](#)



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
Adjust capacity planning to demand.
- **Reduce manufacturing cycle time**
Ensure optimal resource commitments
- **Reduce total manufacturing costs**
Integrate all required information to reduce buffer times

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Reference designators for visual instances of components**
For serialized products, you can now use reference designators to define a meaningful name for visual instances of components to better track and trace the physical location of visual instances of components.
- **Material requirements planning (MRP with demand-driven MRP and cockpit) and dashboards**
Production planning and demand scheduling (PPDS) integrated into SAP S/4HANA. New demand-driven material requirements planning (MRP). New dashboards for manufacturing process tracking are available.
- **New functions for process manufacturing**
A new make-to-stock production is available for process manufacturing. Notably with co- and by-products, silo materials and more.

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Related
SAP Fiori apps »

Additional SAP products

SAP Manufacturing Execution »

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External Processing

Business Scenario Description

Manage external processing – from planning to execution and monitoring. Avoid capacity bottlenecks and reduce inventory volumes. Integrate financials and other business areas with external manufacturing processes.



Your usage intensity based on
[6 used transactions »](#)



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
Improve the electronic data interchange infrastructure.
- **Reduce days in inventory**
Optimize inventory volumes at required locations
- **Reduce procurement function costs**
Automate and streamlining standard processes

What's new in SAP S/4HANA

- **Processing of sourcing procedures**
With SAP S/4HANA, the processing of sourcing procedures has been simplified.
- **Analytical dashboards**
New and enhanced analytical dashboards are now available and increase monitoring capacities of this process with SAP S/4HANA.

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Quality Inspection

Business Scenario Description

Increase efficiency through rigorous quality management execution. Prepare, execute, and monitor different types of quality inspections, for example, in purchasing, production, or sales scenarios.



Your usage intensity based on
[6 used transactions »](#)



Industry popularity

Value Drivers

- **Reduce complaints and returns cost**
Improve responsiveness and accuracy of information.
- **Reduce the cost to support quality management**
Improve quality processes and information

What's new in SAP S/4HANA

- **Improved processes**
The quality inspection related processes have been optimized and enhanced.
- **Improved user interface (UI)**
The usability has been enhanced and improved using modern UI-technology.
- **New enhancements: Machine learning propose perfect codes in QM and more**
New machine learning scenario to propose defect codes while creating a defect notification in the system. Nonconformance management and SAP Fiori analytical apps for quality management are now available.

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SAP Fiori apps »

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Production Control

Business Scenario Description

Take control of production to support high-quality, efficient manufacturing. Coordinate manufacturing with engineering, sales, purchasing, and production.



Your usage intensity based on
[4 used transactions »](#)



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
Adjust capacity planning to demand.
- **Reduce manufacturing cycle time**
Ensure optimal resource assignments
- **Reduce order fulfillment lead time**
Leverage real-time information to control your production hence reducing buffer times

What's new in SAP S/4HANA

- **Dashboards for manufacturing process**
New dashboards for manufacturing process tracking are now available with SAP S/4HANA.
- **Material requirements planning cockpit; embedded production planning and scheduling**
A fully new material requirements planning (MRP) cockpit is available, along with production planning and demand scheduling (PPDS) integrated into SAP S/4HANA, which was previously in a separate system.
- **Demand driven material requirements planning (MRP), new production engineering and operations**
This functionality includes a new demand-driven material requirements planning (MRP) and new production engineering and operations.

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Related
SAP Fiori apps »

Video

IoT driven supply
chain »

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Subcontracting

Business Scenario Description

Manage the subcontracting process from planning to execution and monitoring and integrate your business network. Plan, execute, and monitor the entire subcontracting process flawlessly.



Your usage intensity based on
[1 used transactions »](#)



Industry popularity

Value Drivers

- **Reduce total manufacturing costs**
Outsource activities that are not the company's core competency. Increase flexibility of production capacities.
- **Reduce procurement function costs**
Automate basic processes
- **Improve on-time delivery performance**
Provide an electronic data interchange infrastructure

What's new in SAP S/4HANA

- **Simplified sourcing procedures**
The processing of sourcing procedures has been optimized and simplified with SAP S/4HANA.
- **Analytical dashboards**
New and enhanced analytical dashboards are available to better control this process within SAP S/4HANA.
- **New subcontracting cockpit**
New subcontracting cockpit in procurement available to prioritize outsourcing of production scenarios.

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Material Requirements Planning

Business Scenario Description

Use sophisticated material requirements planning balances to optimize services and cost reduction. Gain visibility across the supply chain to monitor stock-outs and automatically create procurement proposals.



Your usage intensity based on
6 used transactions »



Industry popularity

Value Drivers

- **Reduce days in inventory**
Consider all inventory data, lead times, and procurement timing in calculations.
- **Reduce revenue loss due to stock-outs**
Monitor inventory and automating the creation of procurement proposals
- **Improve on-time delivery performance**
Leverage MRP logic to ensure that materials are in stock and manufacturing is scheduled on time to meet delivery goals and order commitments.

What's new in SAP S/4HANA

- **New material requirements planning cockpit**
The whole material requirements planning cockpit has been renewed and redesigned.
- **Embedded production planning and demand scheduling**
With SAP S/4HANA the production planning and demand scheduling (PPDS) functionality is now embedded in the SAP S/4HANA core.
- **Predictive material and resource planning (pMRP) application and process manufacturing**
A completely new predictive material and resource planning (pMRP) application is available incl. simulation which reduces inventory carrying costs. Also the make-to-stock production - process manufacturing is now available.

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Capacity Planning

Business Scenario Description

Help ensure the feasibility of production plans with integrated production scheduling. Gain a real-time view of inventory, capacity, and material flow.



Your usage intensity based on
2 used transactions »



Industry popularity

Value Drivers

- **Reduce days in inventory (work-in-progress)**
Integrate scheduling and execution to gain a consistent, real-time view of inventory and product data.
- **Reduce manufacturing cycle time**
Instantly adapt production schedules to current plant conditions

What's new in SAP S/4HANA

- **New MRP cockpit**
The whole material requirements planning cockpit has been renewed and redesigned.
- **Embedded production planning and demand scheduling**
With SAP S/4HANA the production planning and demand scheduling (PPDS) functionality, which was outside the ERP system in APO-PPDS is now embedded.
- **New demand driven MRP & capacity production visualization**
The material requirements planning run has now been enhanced with demand-driven material requirements planning. Capacity production visualization was not available in ERP. Production capacity leveling is now available.

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Just-In-Time Processing

Business Scenario Description

Synchronize the flow of components with consumption using just-in-time processing to reduce inventory levels. Request and replenish components just-in-time for production from internal sources or external suppliers, according to lean principles.



Your usage intensity based on
[1 used transactions »](#)



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
Monitor production supply in real time.
- **Reduce days in inventory**
Optimize inventory levels to meet customer demand
- **Reduce revenue loss due to stock-outs**
Replenish stock based on your customers' production planning demand

What's new in SAP S/4HANA

- **Out-of-the-box just-in-time process**
The out-of-the-box just-in-time process is supported with simplified user experience. Just-in-time supply to customer from stock is now available.
- **Non-automotive customers**
This functionality becomes available also for non-automotive customers with SAP S/4HANA.
- **NEW with SAP S/4HANA 2020: Just-In-Time (JIT) supply to production and to customer enhancements**
To production: You can e.g. map control cycles to communication group for external replenishment from a supplier. There are also more replenishment control options available. To customer: You can now track components, component groups assigned to JIT calls. You can maintain delivery sequences to ensure that deliveries in response to sequenced JIT calls.

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Manufacturing Analytics

Business Scenario Description

Leverage out-of-the-box analytics for key manufacturing figures, amounts, and product specifications. Close the loop between global enterprise strategy and execution at local plants.



Your usage intensity based on
[1 used transactions »](#)



Industry popularity

Value Drivers

- **Reduce business & operations analysis/reporting costs**
Use out-of-the-box analytics and functionality to create your own reports.

What's new in SAP S/4HANA

- **Dashboards for manufacturing process**
New dashboards for better monitoring of the manufacturing process tracking have been made available.
- **New material requirements planning cockpit, production planning, demand scheduling and predictive material requirements planning**
A new material requirements planning (MRP) cockpit is available in SAP S/4HANA with a fully embedded production planning and demand scheduling (PPDS) and not in a separate system.
- **Demand driven material requirements planning, new production engineering and operations**
This has been fully reengineered and improved and can now be used to optimize these processes.

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Quality Improvement

Business Scenario Description

Enable quality improvement through more visible key performance indicators. Improve your processes and products by gaining better insights into your quality-related data and thereby reach your corporate quality goals.



Your usage intensity based on
[1 used transactions »](#)



Industry popularity

Value Drivers

- **Improve customer satisfaction**
Reduce quality issues and increase responsiveness.
- **Reduce total manufacturing costs**
Improve quality monitoring and control across the manufacturing function

What's new in SAP S/4HANA

- **Improved processes**
The quality improvement related processes have been optimized and enhanced. SAP Fiori analytical apps for quality management is now available.
- **Improved user interface (UI)**
The usability has been enhanced and improved using modern UI-technology.
- **Machine learning and nonconformance management**
New machine learning scenario to propose defect codes while creating a defect notification in the system. Nonconformance management is now available.

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Production BOM Management

Business Scenario Description

Accelerate time to market with efficient production BOM management. Improve transfer of design intent to distributed manufacturing sites. Synchronize master data and product structures continuously.



Your usage intensity based on
[1 used transactions »](#)



Industry popularity

Value Drivers

- **Reduce engineering change costs**
Leverage enhancements in product structure management.

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Migration of classic bills of materials (BOMs) and routings for unitized materials**
This feature enables you to migrate your classic bills of materials (BOMs) and routings for unitized materials into unitized version-controlled BOMs and routings used in SAP S/4HANA Manufacturing for production engineering and operations (PEO).
- **Analytics**
Analytics capacities have been optimized and simplified.
- **Structured handover between bills of material**
This functionality includes a structured handover from engineering bill of material to manufacturing bill of material. Change manufacturing bill of material for production and mass change manufacturing bill of material for productions are now available.

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Quality Planning

Business Scenario Description

Support sophisticated quality planning from the start. Ensure the quality of your products, processes, and services right from the start.



Your usage intensity based on
1 used transactions »



Industry popularity

Value Drivers

- **Increase customer satisfaction**
Reduce quality issues and increase responsiveness.
- **Optimize total PLM costs**
Embed quality engineering in the product design process
- **Reduce the cost to support quality management**
Improve quality processes and information

What's new in SAP S/4HANA

- **Improved processes**
The quality planning related processes have been optimized and enhanced.
- **Improved user interface (UI)**
The usability has been enhanced and improved using modern UI-technology.
- **Machine learning propose defect codes in quality management**
New machine learning scenario to propose defect codes while creating a defect notification in the system.

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Demand-Driven Replenishment

Business Scenario Description

Promote material flow with strategically-placed buffers, reducing inventory and improving service. Manage variability by strategically locating and sizing stock buffers to decouple the supply chain into segments.



Your Usage Intensity

New

Industry popularity

Value Drivers

- **Improve on-time delivery performance**
Replenish buffers based on a consumption logic and make clear replenishment priorities to production and procurement.
- **Reduce days in inventory**
Size stock buffers based on demand-and-supply variability, dynamically adjusting them as demand and lead time change
- **Reduce inventory obsolescence**
Uncouple supply chain with strategically placed stock buffers

What's new in SAP S/4HANA

- **New demand-driven material requirements planning (MRP) embedded in SAP S/4HANA**
Use demand-driven replenishment to flexibly prebuffer components based on incoming and predictive demand.
- **Strategic inventory planning through demand-driven material requirements planning**
Demand-driven material requirements planning (MRP) is fully embedded in existing material requirements planning (MRP) run logic.

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Recipe/Routing Management

Business Scenario Description

Accelerate time to market with recipe/routing management. Enable production planning by specifying details about work centers where operations are carried out and listing required production resources and tools.



Value Drivers

- **Reduce engineering change cost**
Leverage enhancements in product structure management.
- **Reduce penalties and costs of product recalls/design issues**
Handle accurately the distribution of any changes in recipe or bill of material
- **Reduce time to market for new products**
Use granular recipe/routing information to accelerate hand-over

What's new in SAP S/4HANA

- **Simplified user interface**
A simplified user interface allows easier access and better usage of the recipe.
- **Analytics**
The analytics abilities have been simplified and it is easier to access them.
- **Improved processes and visualization**
Structured engineering processes are available and 3D visualization is possible.

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Repetitive Manufacturing

Business Scenario Description

Adjust your repetitive manufacturing production schedules flexibly. Support both configurable and non-configurable products with control in repetitive, make-to-stock, or make-to-order environments.



Industry popularity

Value Drivers

- **Improve profitability**
Adjust production to market demand.
- **Reduce inventory carrying cost**
Provide increased visibility of exact line-side stock
- **Reduce manufacturing cycle time**
Automate data capture and integration into associated business processes

What's new in SAP S/4HANA

- **Incoming and outgoing payments**
With SAP S/4HANA, a new variant configuration has been made available for make-to-order production and simulation.
- **Dashboards for manufacturing**
The dashboards for manufacturing have been enhanced to allow process tracking.
- **New material requirements planning cockpit with embedded production planning and demand scheduling**
The material requirements planning cockpit has been completely redesigned. Production planning and demand scheduling has been embedded in SAP S/4HANA.

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Constraint Based Production Planning

Business Scenario Description

Shorten lead times at low cost with constraint-based production planning using SAP S/4HANA by linking advanced planning processes to manufacturing execution.
Instantly react to changes on the plant floor using one system.

New
Industry popularity

Value Drivers

- **Reduce manufacturing cycle time**
Transition from infinite to finite planning and instantly identify production bottlenecks.
- **Reduce raw material & work in progress days in inventory**
Integrate scheduling and execution to gain a consistent, real-time view of inventory and product data
- **Reduce revenue loss due to stock-outs**
Improve flexibility through fast and responsive production planning closely linked to manufacturing execution

What's new in SAP S/4HANA

- **New material requirements planning cockpit**
A new material requirements planning (MRP) cockpit with enhanced / improved functions and embedded production planning and demand scheduling (PPDS) is available.
- **Predictive material requirements planning**
Simulate potential capacity & planning issues, before they arise and fix it, before material requirements planning creates the orders.
- **Visualize capacity issues in web based Gantt charts**
Embedded production planning and demand scheduling (PPDS) and predictive material requirements planning runs the material requirements planning in simulation mode to evaluate the impact on fixed capacity & constraints.

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Extended Production Operations

Business Scenario Description

Manage shop-floor operations with real-time insight, monitoring, data collection, and analytics. Optimize monitoring with automatic issue detection, root-cause analysis, and decision support.

New

Industry popularity

Value Drivers

- **Reduce days in inventory (raw material)**
Improve material flow.
- **Reduce manufacturing cycle time**
Prioritize operations based on product and material availability and reducing idle time
- **Reduce total manufacturing costs**
Get near real-time insight on resource and process availability

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Core data services views for shop floor control**
Several CDS (Core Data Services) views to manage data for shop floor control have now been released.
- **Production engineering & operations and new embedded scenario**
Production engineering & operations (PEO) is fully embedded in SAP S/4HANA for enhanced functionalities like three-dimensional (3D) models, embedded instructions, signoff procedures and change logs. The new embedded scenario can cover complex manufacturing scenarios.
- **New functionality in production processes**
The production operations have been enhanced with a new functionality which allows a structured handover from development BOM to manufacturing BOM.

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Kanban

Business Scenario Description

Drive lean Kanban execution that reduces operating costs. Establish a continuous Kaizen improvement approach; use Kanban processing in lean replenishment for external and internal material flows.

New

Industry popularity

Value Drivers

- **Reduce inventory carrying cost**
Determine production supply according to the actual demand of the customer.
- **Reduce manufacturing cycle time**
Ensure optimal resource commitments and continuous process improvements
- **Reduce total manufacturing costs**
Support lean execution principles based on standardized pull processes and tight integration of lean execution to IT

What's new in SAP S/4HANA

- **Out-of-the-box Kanban process**
The out-of-the-box Kanban process is supported with simplified user experience.
- **Non-automotive customers**
This functionality becomes newly available also for non-automotive customers with SAP S/4HANA.
- **New replenishment strategy**
A new replenishment strategy is available for stock transfer, using Kanban. Having this replenishment strategy in place, warehouse tasks to replenish a Kanban container are automatically created when you set the Kanban container to empty.

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Manufacturing Engineering

Business Scenario Description

Simplify, enrich, and extend digital collaboration between product design and manufacturing engineering. Facilitate digital collaboration of manufacturing master data, design structures handovers and process planning.

New

Industry popularity

Value Drivers

- **Improve manufacturing planning function efficiency**
Integrate design, process planning and manufacturing change management collaboration capabilities.
- **Reduce engineering change cost**
Provide a real-time, integrated environment that enables all stakeholders to collaborate in the change process
- **Reduce time to market for new products**
Create dramatic efficiencies that accelerate innovation and expedite production operations

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Additional production engineering and operations (PEO) features in the SAP 3D Visual Enterprise Manufacturing Planner**
You can now use a range of new PEO-specific features in the SAP 3D Visual Enterprise Manufacturing Planner.
- **Simplified user interface and analytics**
The user interface has been simplified and streamlined. Analytics capacities have been optimized and simplified.
- **Structured handover between bills of material**
Manufacturing engineering is enhanced with a new functionality which allows a structured handover from development bill of material (BOM) to manufacturing bill of material (BOM).

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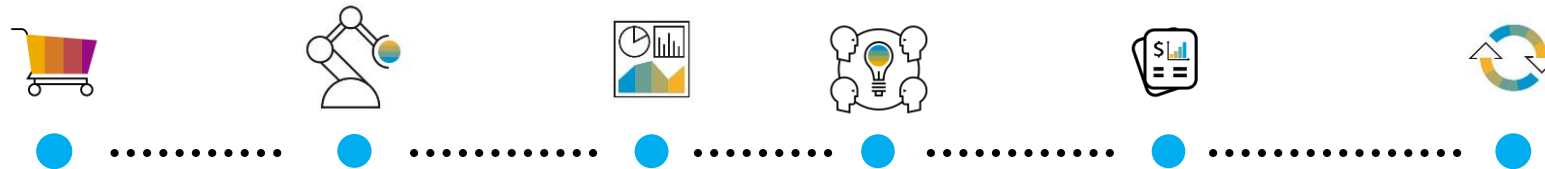
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Reimagine Personalized Order to Production

Traditional Scenario:

- Customer can select only from defined product variants
- Additional personalization requires engineering effort. It is delivered with high cost, long lead time, and varying quality
- Significant investment of labor and resources to fulfill the order
- Low customer satisfaction and inability to scale personalized offerings



The New World With SAP:

- Personalized order from customer through e-commerce; **real-time feedback on feasibility**
- Confirmation of commitment and **lead time based on manufacturing/supplier network guidance**
- **Advanced variant configuration** enables real-time product and production engineering
- Scheduling production in a single system
- Traceability and serialization enabled by **integration of SAP Manufacturing Execution with digital core**
- Fulfilment of **personalized order** with short lead time, low cost and high customer satisfaction

[Read the whitepaper »](#)

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Company

Isgec Hitachi Zosen Ltd. (IHZL)

Headquarter

Gujarat, India

Website

www.isgec.com
/processequipment
/ba-pe-hitachi.php

Industry

Mill products

Products and Services

Manufacture of critical equipment for refinery, fertilizer, and petrochemical industries

Employees

4,000

Revenue

US\$450 million

SAP® Solutions

SAP S/4HANA®, SAP Fiori® apps

Before: Challenges and Opportunities

- Accurately track the availability of material for made-to-order products
- Migrate from an Oracle-based PowerTerm solution for better insight into financial and procurement operations
- Gain better control over inventory using live tracking and valuation
- Reduce supply chain risk and the risk of procurement errors

Why SAP and KPIT Technologies

- SAP S/4HANA for a single source of data on inventory turnover, material flow, and stock transfers
- SAP Fiori apps for an any-device, mobile-first, role-based user experience that simplifies employee engagement and boosts productivity
- Faster project completion with expertise and best practices from KPIT Technologies

After: Value-Driven Results

- Optimized supply chain with real-time inventory visibility, from purchase requisition to goods receipt
- Faster production using touch-screen technology that allows workers to order consumables instantly
- Improved visibility of raw-material consumption and goods-in-transit stock
- Better non-destructive testing quality controls using automated monitoring and reporting

50%

Reduction in manufacturing cycle time

30%

Reduction in order lead time

50%

Faster material requirements planning

“Real-time intelligence helps us eliminate errors and reduce risk.”

Harbir Singh, Head of Operations, Isgec Hitachi Zosen Ltd.

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OPTIMIZE ASSET MANAGEMENT:



Reduce Unplanned Downtime Or Outage

This value driver focuses on reduction of financial losses caused by asset downtime or outages.

This includes:

- Unplanned outages
- Prolonged downtimes caused by bad asset management
- Better transparency and management of such unplanned outages



Reduce Asset Data Management Cost

Reduction of asset data management cost is about:

- Better control of asset data
- Integrated and automated processes to manage asset data in a lean way

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INTRODUCTION

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OVERVIEW

DETAILS

Demo User: demo.user@getspotlight.io
Password: Demo1234!

Asset Management: Your Current Process Performance in SAP ERP System “PRD”



	Notification creation	Work order creation	Work order release	Work order completion	Work order settlement
Value Drivers: <div>  Reduce Unplanned Downtime Or Outage </div> <div>  Reduce Asset Data Management Cost </div>	<div>3.921</div> <div>Notifications open and overdue »</div> <div>0%</div> <div>Notifications automatically created »</div>	<div>1</div> <div>Work orders created not released »</div> <div>60%</div> <div>Work orders automatically created »</div>	<div>0 days</div> <div>Lead time: Work order creation to release »</div> <div>784</div> <div>Work orders released not completed »</div>	<div>No data</div> <div>Lead time: Work order release to completion</div> <div>No data</div> <div>Lead Time: Notification creation to completion</div>	<div>51</div> <div>Work orders not settled »</div>
How SAP helps: Build an intelligent enterprise with recommended SAP S/4HANA business scenarios. <div>All innovation recommendations »</div>	<div>Maintenance Execution »</div> <div>Maintenance Planning and Scheduling »  ★★ ★</div> <div>Multiresource Planning and Scheduling »  ★★ ★</div> <div>Maintenance Safety and Permit to Work »  ★ ★★</div>				<div>Health & Safety »  ★ ★★</div>

Total number of notifications open & overdue

Findings and Benchmark

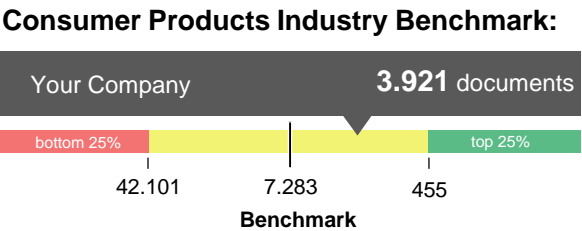
What we measured

3.921 documents

Total number of notifications open & overdue

Absolute number of PM/CS notifications not completed where the required end date is more than 7 days in the past.

[Learn more »](#)



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
125	297	348	1.974	1.177
3%	8%	9%	50%	30%

Top 5 Plants:

Plant	Documents	Percent
F39 Factory CIS	2.273	58%
F27 Factory France I	471	12%
F29 Factory Netherlands	92	2%
F44 Factory USA IV	6	0%
F43 Factory Indonesia	1	0%

Implication

Understand the problem

- Possible Root Causes:**
- Missing or inaccurate master data
 - Users are not completing their tasks in the SAP system
 - Missing or unavailable maintenance/service resources
- Possible Business Impact:**
- Unnecessary high manual workload
 - Un-planned downtime or outages
 - Decrease of asset availability
 - Delays in subsequent supply chain processes (production)

[Back to Overview »](#)

Notifications automatically created

Findings and Benchmark

What we measured

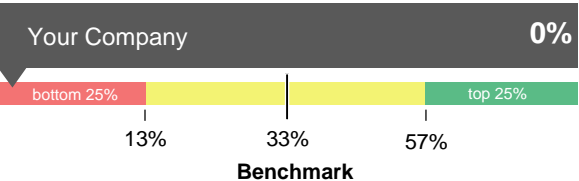
0%

Notifications automatically created

Share of PM/CS orders created last week by system/communication users.

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 3 Plants:

Plant		Total Items	Automation Rate
F39	Factory CIS	92	0%
F27	Factory France I	47	0%
F29	Factory Netherlands	18	0%

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:

- Unnecessary high manual workload
- Higher maintenance/service operations costs

[Back to Overview »](#)

Work orders in phase created

Findings and Benchmark

What we measured

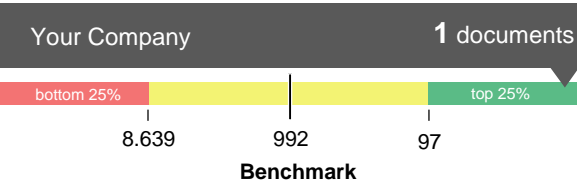
1 documents

Work orders in phase created

Absolute number of PM/CS orders not released where the creation date is more than 7 days in the past.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
0	1	0	0	0
0%	100%	0%	0%	0%

Top 1 Plant:

Plant	Documents	Percent
F39 Factory CIS	1	100%

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Users are not completing their tasks in the SAP system
- Missing or unavailable maintenance/service resources

Possible Business Impact:

- Unnecessary high manual workload
- Higher maintenance/service operations costs
- Decrease of asset availability
- Delays in subsequent supply chain processes (production)

[Back to Overview »](#)

Work orders automatically created

Findings and Benchmark

What we measured

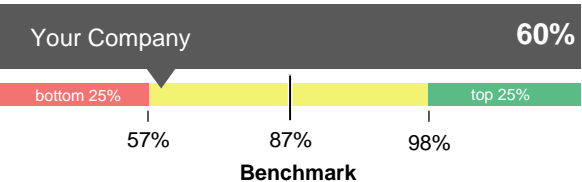
60%

Work orders automatically created

Share of PM/CS notifications created last week by system/communication users.

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 3 Plants:

Plant		Total Items	Automation Rate
F39	Factory CIS	96	94%
F27	Factory France I	40	0%
F29	Factory Netherlands	24	0%

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:

- Unnecessary high manual workload.
- Higher maintenance/service operations costs

[Back to Overview »](#)

Lead time: Work order creation to release

Findings and Benchmark

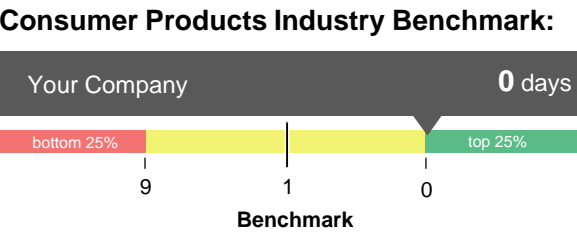
What we measured

0 days

Lead time: Work order creation to release

Duration (in days) between PM/CS order creation and release for orders that were released last week.

[Learn more](#) »



Details

What we measured

Top 3 Plants:

Plant		Total Items	Days
F39	Factory CIS	96	0
F27	Factory France I	40	0
F29	Factory Netherlands	24	0

Implication

Understand the problem

- Possible Root Causes:**
- Missing or inaccurate master data
 - Users are not completing their tasks in the SAP system
 - Missing or unavailable maintenance/service resources
- Possible Business Impact:**
- Higher maintenance/service operations costs
 - Un-planned downtime or outages
 - Decrease of asset availability
 - Delays in subsequent supply chain processes (production)

[Back to Overview](#) »

Work orders in phase released

Findings and Benchmark

What we measured

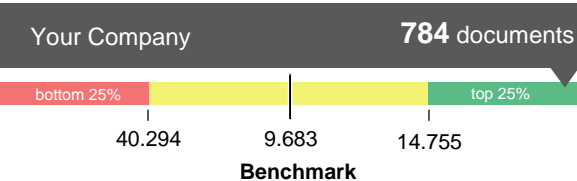
784 documents

Work orders in phase released

Absolute number of PM/CS orders not technically completed where the release is more than 90 days in the past.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
248	0	52	484	0
32%	0%	7%	62%	0%

Top 3 Plants:

Plant	Documents	Percent
F39 Factory CIS	541	69%
F29 Factory Netherlands	135	17%
F27 Factory France I	108	14%

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Users are not completing their tasks in the SAP system
- Missing or unavailable maintenance/service resources

Possible Business Impact:

- Unnecessary high manual workload
- Higher maintenance/service operations costs
- Un-planned downtime or outages
- Delays in subsequent supply chain processes (production)

[Back to Overview »](#)

Work orders not settled

Findings and Benchmark

What we measured

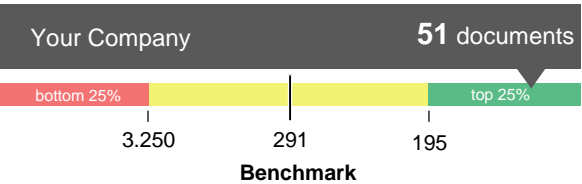
51 documents

Work orders not settled

Absolute number of PM/CS orders not settled where the technical completion is more than 30 days in the past.

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
0	1	2	48	0
0%	2%	4%	94%	0%

Top 1 Plant:

Plant	Documents	Percent
F27 Factory France I	51	100%

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Wrong configuration








Possible Business Impact:

- Unnecessary high manual workload
- Higher maintenance/service operations costs
- Inaccurate maintenance/service costs

[Back to Overview »](#)

Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage









The table below shows SAP S/4HANA business scenarios that are enhancing process areas which you are already running.

SAP S/4HANA BUSINESS SCENARIO	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Multiresource Maintenance Planning and Scheduling	★★★	5	★★★		
Maintenance Planning and Scheduling	★★★	4	★★★		
Maintenance Execution	★★★	4	★★★		
Maintenance Safety and Permit to Work	★★★	3	★★★		

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions »

Additional SAP S/4HANA Business Scenarios*

The table below shows additional SAP S/4HANA business scenarios you could benefit from.

SAP S/4HANA BUSINESS SCENARIO	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
EHS Incident Management	★ ★ ★		
Environment Management	★ ★ ★		
Health and Safety Management	★ ★ ★		
Management of Change	★ ★ ★		

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS							
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL BUSINESS SCENARIOS		DETAILS 1/8	EXAMPLE	CUSTOMER REFERENCE		

Multiresource Maintenance Planning and Scheduling

Business Scenario Description

Plan and schedule maintenance task planning, cost control, and budgeting



Your usage intensity based on
[5 used transactions »](#)



Industry popularity

Value Drivers

- **Increase asset availability**
Manage asset maintenance holistically to lead this process in an integrated way
- **Reduce fixed asset service and maintenance costs**
- **(Value Driver not available in repository)**
Have an efficient maintenance strategy in place and execute it flawlessly

What's new in SAP S/4HANA

- **New SAP Fiori apps**
New SAP Fiori apps for scheduling and dispatching maintenance activities across work centers are now available with the additional license for SAP S/4HANA Asset Management for resource scheduling.
- **Simplified data model**
Full integration and simplification has been made available with the more concise and updated data model of SAP S/4HANA.
- **New transparency level available**
There is now transparency available around workload at work-center level, taking maintenance plans into account.

Further Information

Details

Business
scenario details »

Related
SAP Fiori apps »

Additional SAP products

SAP Asset Intelligence Network »

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OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
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CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL BUSINESS SCENARIOS		DETAILS 2/8	EXAMPLE	CUSTOMER REFERENCE		

Maintenance Planning and Scheduling

Business Scenario Description

Plan and schedule maintenance tasks synchronizing labor, material, equipment and schedules



Your usage intensity based on
[4 used transactions »](#)



Industry popularity

Value Drivers

- **Increase revenue through improved asset utilization**
Know all relevant data and have it at hand to lead the processes in asset handling
- **Reduce fixed asset service and maintenance costs**
Synchronize labor, material, equipment, and schedules based on maintenance requirements
- **Reduce unplanned downtime or outages**
Leverage preventive or condition-based maintenance strategies

What's new in SAP S/4HANA

- **NEW with SAP S/4HANA 2020: Classify operations into pre-, main-, and post- work and new SAP Fiori apps**
As part of the maintenance planning overview page operations can be classified into pre-, main-, and post-work. Several new SAP Fiori apps are available: e.g. view maintenance schedule for assets. Many more SAP Fiori apps have been enhanced.
- **Improved usability with mass update and SAP Fiori-based frontends**
New mass update of the material availability status for maintenance orders. Also the SAP Fiori-based user experience has been made available across all process steps.
- **Overview page to support maintenance planners**
An overview page presents selected and relevant key performance indicators as well as charts at a glance, including technical failure analysis.

Further Information

Details

Business
scenario details »

Related
SAP Fiori apps »

Additional SAP products

SAP Asset Intelligence Network »

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CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL BUSINESS SCENARIOS		DETAILS 3/8	EXAMPLE	CUSTOMER REFERENCE		

Maintenance Execution

Business Scenario Description

Help ensure optimal operation and maintenance execution of enterprise assets



Your usage intensity based on
4 used transactions »



Industry popularity

Value Drivers

- **Reduce unplanned downtimes or outages**
Leverage preventive or condition-based maintenance strategies to keep assets in a high-performance status
- **Reduce fixed asset service and maintenance costs**
Support easy mobile access to work orders from any device, eliminate overhead and delays
- **Increase asset availability**
Use a proactive maintenance strategy to keep assets in top shape and highly available

What's new in SAP S/4HANA

- **New SAP Fiori apps for the maintenance technician**
New SAP Fiori apps for the maintenance technician have been made available also to allow or better enable mobile work.
- **New core data services view**
A core data services view for several objects has been made available with SAP S/4HANA. This includes damage analysis, location analysis, object statistics, planner group analysis, and manufacturer analysis.
- **Enhancement of technical object breakdown analysis**
The technical object breakdown analysis has been enhanced with SAP S/4HANA.

Further Information

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Business
scenario details »

Related
SAP Fiori apps »

Additional SAP products

SAP Asset Intelligence Network »

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OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS							
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 4/8	EXAMPLE	CUSTOMER REFERENCE					

Maintenance Safety and Permit to Work

Business Scenario Description

Controlling maintenance work through clear safety instructions and permits



Your usage intensity based on
3 used transactions »



Industry popularity

Value Drivers

- **Reduce EH&S penalties and fines**
Enable streamlined work order planning and execution, including effective safety measures
- **Reduce fixed asset service and maintenance costs**
Enable streamlined work order planning and execution, while including effective safety measures
- **Reduce unplanned downtime or outages**
Control maintenance work through permits and lock-out or tag-out procedures

What's new in SAP S/4HANA

- **SAP Fiori–based user experience**
The SAP Fiori–based user experience has been enhanced across all process steps.
- **Improved handling for user processing**
Improved handling (notably a more streamlined flow with fewer clicks) for user processing of safety certificates has been made available.
- **New app for dedicated mobile work clearance management**
There is a dedicated mobile work clearance management app available for lock-out/tag-out procedures.

Further Information

Details

Business
scenario details »

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OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
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CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL BUSINESS SCENARIOS		DETAILS 5/8	EXAMPLE	CUSTOMER REFERENCE		

EHS Incident Management

Business Scenario Description

Identifying and resolving safety issues and learning from incidents



Industry popularity

Value Drivers

- **Increase employee engagement**
Encourage employee participation so that they can have a voice and help create a culture of safety
- **Reduce EH&S penalties & fines**
Support comprehensive recording and managing of incidents and safety issues
- **Reduce unplanned downtime or outages**
Proactively address safety issues to help ensure production processes run more smoothly and equipment gets more reliable

What's new in SAP S/4HANA

- **Improved daily incident management data processing**
The performance of daily incident management data processing has been accelerated with SAP S/4HANA.
- **Core data services-based analytics available**
Core data services-based analytics have been made available for the detailed analysis of incidents, injuries, and illnesses data.
- **SAP Fiori-based user experience**
The SAP Fiori-based user experience has been enhanced across all process steps.

Further Information

Details

Business
scenario details »

Related
SAP Fiori apps »

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OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS							
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL BUSINESS SCENARIOS		DETAILS 6/8	EXAMPLE	CUSTOMER REFERENCE		

Environment Management

Business Scenario Description

Reduce your environmental impact with comprehensive environment management



Industry popularity

Further Information

Details

Business
scenario details »

Related
SAP Fiori apps »

Value Drivers

- **Reduce EH&S penalties and fines**
Meet regulatory, industry, and corporate needs for emissions and other environmental regulations
- **Reduce uncollectible accounts receivable write-offs**
Understand and plan for regulatory and emissions risk management properly to avoid unnecessary financial losses

What's new in SAP S/4HANA

- **Enhanced environmental data processing**
The performance of daily environmental data processing has been accelerated.
- **Graphical user interface and delivered example methodologies for greenhouses**
A graphical user interface to manage emission data as well as for delivering example methodologies for greenhouse gas emission calculations have been made available.
- **Emissions forecasting capability**
The new emissions forecasting capability as part of environment, health & safety helps to visualize environmental risks. Based on historical data, the system forecasts the emission data values via machine learning time-series predictive models.

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OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
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CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL BUSINESS SCENARIOS		DETAILS 7/8	EXAMPLE	CUSTOMER REFERENCE		

Health and Safety Management

Business Scenario Description

Reduce risks by taking a proactive approach to health and safety management



Industry popularity

Value Drivers

- **Increase employee engagement**
Provide clear instructions to workers so that they can take proper action to control risks
- **Reduce EH&S penalties & fines**
Provide systematic ways in the system to identify, analyze, and control risks for penalties
- **Reduce unplanned downtime or outages**
Proactively address safety issues to help ensure production processes run more smoothly and equipment gets more reliable

What's new in SAP S/4HANA

- **Detailed analysis of materials and chemicals in stock**
Core data services views for detailed analysis of materials and chemicals in stock have been made available, including greenhouse gas classification and reflecting hazardous ingredients.
- **NEW with SAP S/4HANA 2020: New and enhanced SAP Fiori Apps**
The SAP Fiori-based user experience has been extended with two new apps manage incidents, manage incident summary reports. Many more have been enhanced, e.g. related to import compliance, tasks and risks.

Further Information

Details

Business
scenario details »

Related
SAP Fiori apps »

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OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS							
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL BUSINESS SCENARIOS		DETAILS 8/8	EXAMPLE	CUSTOMER REFERENCE		

Management of Change

Business Scenario Description

Managing operational changes with thorough review, risk mitigation, and documentation approval



Industry popularity

Value Drivers

- **Reduce EH&S penalties and fines**
Approve changes that contain appropriate risk mitigations and help ensure compliance with all defined safety precautions
- **Reduce unplanned downtime or outages**
Plan and properly monitor all necessary actions related to a change and increase process quality and corrective actions
- **Reduce fixed asset service and maintenance costs**
Plan and execute technical changes that increase asset reliability and reduce maintenance inefficiencies

What's new in SAP S/4HANA

- **New core data services view**
A core data services view for several objects has been made available with SAP S/4HANA. This includes damage analysis, location analysis, object statistics, planner group analysis, and manufacturer analysis.

Further Information

Details

Business
scenario details »

Related
SAP Fiori apps »

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OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
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CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS	EXAMPLE	CUSTOMER REFERENCE					

Anticipate Maintenance

Traditional Scenario:

- Work order process is triggered by static preventive maintenance plans or failure notes
- Maintenance work order is manually scheduled and then printed
- Asset status is determined on-site; required spare parts or resources might be missing
- Second visit to the asset is required to perform maintenance work
- Maintenance work is confirmed on paper, and the asset management system is updated the next day.



The New World With SAP:

- Work order process is triggered by asset health predictions based on granular sensor data or by real-time condition monitoring
- Precise knowledge of the asset status allows automatic allocation of the right resources and spare parts and optimizes the route
- Maintenance work is confirmed, and asset status is updated in real time via the mobile asset management application

[Read the whitepaper »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS							
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS	EXAMPLE	CUSTOMER REFERENCE					

Company

Kaeser Kompressoren SE

Headquarter

Coburg, Germany

Website

www.kaeser.com

Industry

Industrial machinery
and components

Products and Services

Compressed air systems
and compressed air
consulting services

Employees

5,500

SAP® Solutions and Services

SAP® Leonardo Internet of Things
(IoT) capabilities, SAP Asset
Intelligence Network, SAP
Predictive Maintenance and Service
solution

Before: Challenges and Opportunities

- Service team unable to access calibration data and other equipment-specific information, which was stored in on-premise systems
- No solution to meet the needs of dealers and companies' service providers
- Need for track-and-trace capabilities with selected suppliers to scale up potential

Why SAP

- Strategic partnership and co-innovation with SAP
- SAP Asset Intelligence Network based on SAP S/4HANA® Cloud for use in maintenance of equipment information and greater transparency over usage
- Standard integration between SAP S/4HANA, SAP Predictive Maintenance and Service, the SAP Manufacturing Execution application, and third-party solutions
- Ability to establish a "digital twin" to build entirely new data-driven business models

After: Value-Driven Results

- Increased service efficiency with one single source of product, component, spare-part, and service information
- Higher customer and dealer satisfaction with an up-to-date digital replica and improved supplier collaboration
- Greater transparency across the company's installed base, enabling it to offer additional digital services and new business models
- Enhanced flexibility of a cloud-based solution

"SAP Leonardo technologies provide the framework for different applications that can be easily combined to orchestrate your own business model."
Falko Lameter, CIO, Kaeser Kompressoren SE

New

Business models based
on real-time data

Higher

Customer lifetime value
and service efficiency

>1 million

Measurements per day
to avoid unplanned
downtime

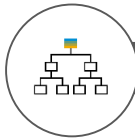
Your Journey to the Transition to the Intelligent Enterprise with SAP S/4HANA has just started!



Get prepared

In preparation for your meeting review the available videos and assets available at:

www.s4hana.com »



Where to start?

Review the content included in the report to identify the most prominent line of business where opportunities are shown.

A good way is to look at the process performance indicators that shows highest improvement potential compared to your industry peers.



What shall I do?

Discuss the report with your line of business stakeholders.

Typical roles to be involved would be:

- Line of business managers and executives
- Business analysts
- Application experts

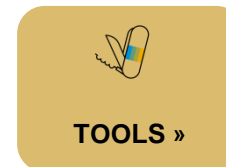
Review the content of the next steps »

The next steps section will guide you through the most relevant offerings from SAP to help you on your journey to the Intelligent Enterprise.

We have grouped the offerings into five different phases:

1. **Analyze** → Understand where you are and how you are running your core processes
2. **Define your strategy** → Understand the potential of the intelligent enterprise
3. **Make the case** → Understand the value and the return of your investment
4. **Consider your options** → Select your technical options to run your project successfully
5. **Build your future** → Start your project in the best way

The possible offerings are grouped into three different options that can be considered either individually or matched together:



TOOLS »



FREE
OFFERINGS »



ADDITIONAL
OFFERINGS »

Join the SAP S/4HANA Movement! »

Find out how SAP can Help

Next Steps:



TOOLS »

In this section you can see what are the available tools you can use by yourself.



FREE OFFERINGS »

Offerings which do not require additional investment. There might be restrictions according to your maintenance contract.



ADDITIONAL OFFERINGS »

These are offerings that will require some additional investment

ANALYZE

SAP Solution Manager

DEFINE STRATEGY

Business Value Advisor

SAP Roadmaps

MAKE THE CASE

SAP Value Lifecycle Manager

SAP Transformation Navigator

CONSIDER OPTIONS

SAP Readiness Check

BUILD FUTURE

SAP Solution Manager

SAP Enterprise Support Value Map for Business process improvement

SAP Enterprise Support Value Map for SAP S/4HANA

SAP Enterprise Support Guides

SAP S/4HANA Value Mining service

Discovery workshop for SAP S/4HANA

Explore services for Intelligent Enterprise

SAP Advanced Deployment

SAP Model Company

SAP Value Assurance

Leverage Self-services and Tools

Next Steps:



TOOLS

As a first step, if you are looking at how you can move forward by yourself leveraging tools that are available from SAP for free, here you can find the most relevant ones that will help along the different phases.

ANALYZE

SAP Solution Manager

- ✓ Business process monitoring
- ✓ Business process improvement

Learn more:

- [Overview](#)
- [Process Wiki](#)
- [Application Help](#)
- [Guided-Discovery Tutorials](#)
- [Expert-Guided Implementation](#)
- [Meet-the-Expert \(replays\)](#)

[Learn more »](#)

DEFINE STRATEGY

Business Value Advisor

Discover and learn how other SAP customer realized value from their transition to SAP S/4HANA and the intelligent enterprise.

[Learn more »](#)

SAP Road Maps

SAP Road Maps support the journey to SAP's future product portfolio and the intelligent enterprise

[Learn more »](#)

MAKE THE CASE

SAP Value Lifecycle Manager

- Assess process maturity
- Benchmark with industry peers
- Build your business case

[Learn more »](#)

SAP Transformation Navigator

Choose the right SAP products and solutions for your journey to the intelligent enterprise

[Learn more »](#)

CONSIDER OPTIONS

SAP Readiness Check

Evaluate the steps Needed for your Move to SAP S/4HANA with SAP Readiness Check

[Learn more »](#)

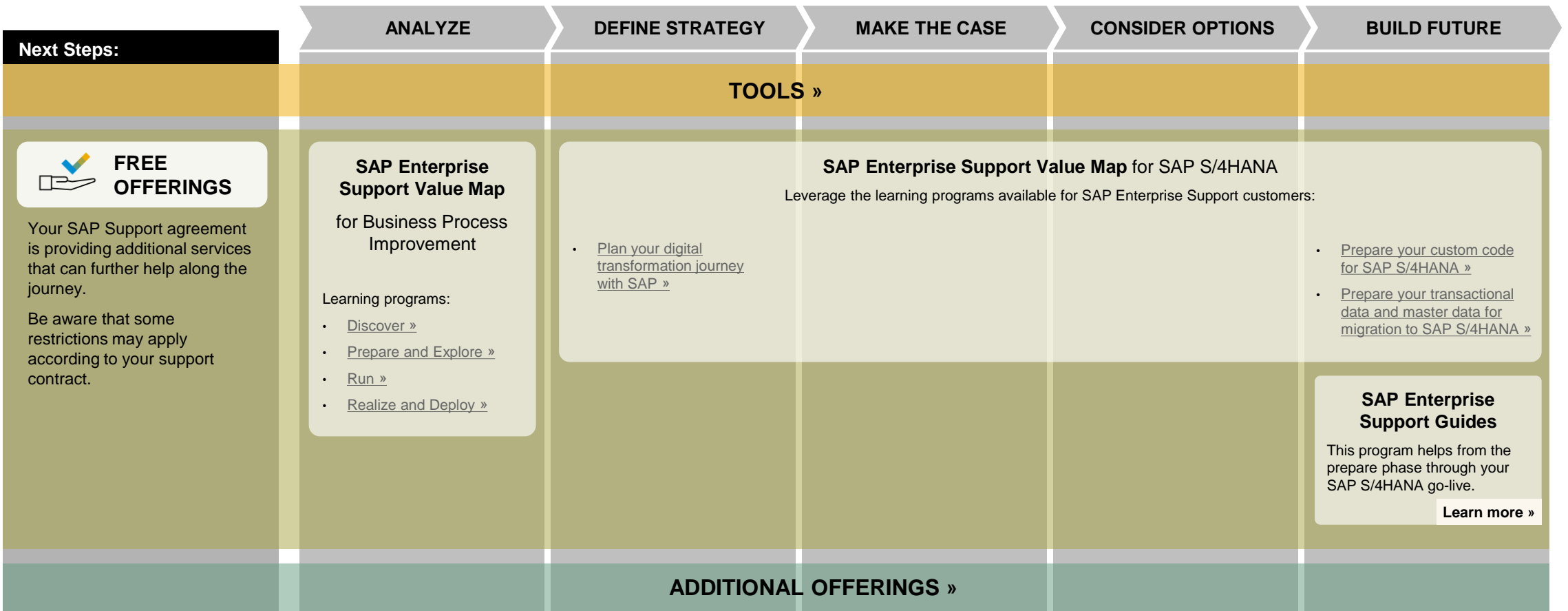
BUILD FUTURE

SAP Solution Manager

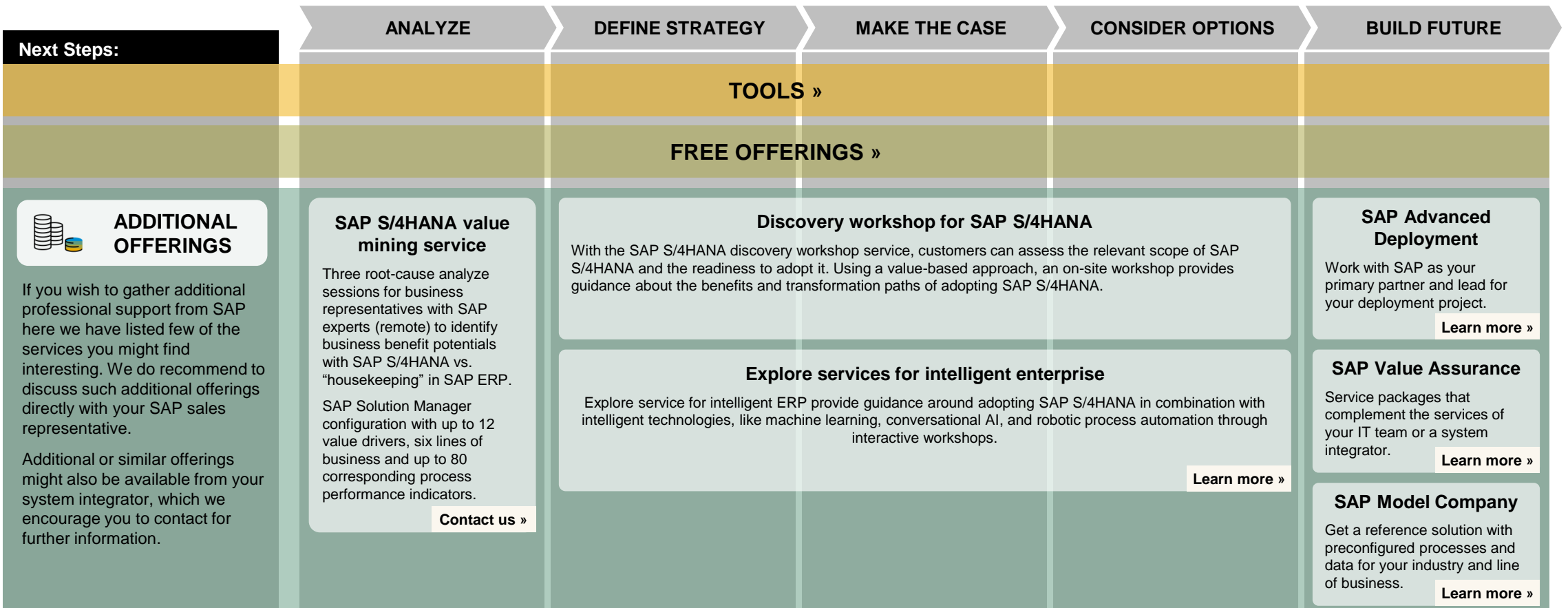
- ✓ Custom code management
- ✓ Project management
- ✓ Process management
- ✓ Test suite

[Learn more »](#)[FREE OFFERINGS »](#)[ADDITIONAL OFFERINGS »](#)

Take Advantage of your SAP Support Agreement



Get some extra help from SAP Services



OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	Sample Inc. System: PRD
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Appendix – All Relevant Transactions*

Financial Accounting

Transaction Code	Transaction Name
ABAON	Asset Sale Without Customer
ACACPSDOCITEMS	Display Line Items in ACAC
ACACTREE02	Edit Accrual Objects
AR01	Call Asset List
AS01	Create Asset Master Record
AS02	Change Asset Master Record
AS03	Display Asset Master Record
AW01N	Asset Explorer
CO43	Act. Overhead: Prod.Ordr Col.Pro.
F.05	Foreign Currency Valuation
F.08	G/L: Account Balances
F.13	Automatic Clearing without Currency
F.14	ABAP/4 Report: Recurring Entries
F.80	Mass Reversal of Documents
F-01	Enter Sample Document
F-02	Enter G/L Account Posting
F-03	Clear G/L Account
F-04	Post with Clearing
F-47	Down Payment Request
F-51	Post with Clearing
F-53	Post Outgoing Payments
F-58	Payment with Printout

Transaction Code	Transaction Name
F-59	Payment Request
FB00	Accounting Editing Options
FB01	Post Document
FB02	Change Document
FB03	Display Document
FB05	Post with Clearing
FB08	Reverse Document
FB41	Post Tax Payable
FB50	G/L Acct Pstg: Single Screen Trans.
FBD1	Enter Recurring Entry
FBD2	Change Recurring Entry
FBD3	Display Recurring Entry
FBD5	Realize Recurring Entry
FBD9	Enter Recurring Entry
FBL1N	Vendor Line Items
FBL3	Display G/L Account Line Items
FBL3N	G/L Account Line Items
FBL5N	Customer Line Items
FBR2	Post Document
FBRA	Reset Cleared Items
	... and 34 additional transactions

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Delivery Management

Transaction Code	Transaction Name
COWBPack	Packing in production orders
HU02	Creating and Changing Handling Units
HU03	Display of HUs
HU04	Creation of HUs with stock
HUMO	HU Monitor
POF1	Create Pkg Instruction Determination
POP1	Create Packing Instruction
V.21	Log of Collective Run
VL01	Create Delivery
VL01N	Create Outbound Div. with Order Ref.
VL01NO	Create Outbound Div. w/o Order Ref.
VL02N	Change Outbound Delivery
VL03	Display Outbound Delivery
VL03N	Display Outbound Delivery
VL04	Process Delivery Due List
VL06	Delivery Monitor
VL06L	Outbound Deliveries to be Loaded
VL06O	Outbound Delivery Monitor
VL10	Edit User-specific Delivery List
VL10A	Sales Orders Due for Delivery
VL10B	Purchase Orders Due for Delivery
VL10C	Order Items Due for Delivery

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

Transaction Code	Transaction Name
VL10D	Purch. Order Items due for Delivery
VL32N	Change Inbound Delivery
VL33N	Display Inbound Delivery
VL71	Output from Outbound Deliveries
VL74	Output from Handling Units

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Appendix – All Relevant Transactions*

Sales Billing

Transaction Code	Transaction Name
VF01	Create Billing Document
VF02	Change Billing Document
VF03	Display Billing Document
VF04	Maintain Billing Due List
VF05	List Billing Documents
VF07	Display bill. document from archive
VF11	Cancel Billing Document
VF23	Display Invoice List
VF25	List of Invoice Lists
VFX3	List Blocked Billing Documents

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Accounts Payable

Transaction Code	Transaction Name
F110	Parameters for Automatic Payment
F-43	Enter Vendor Invoice
FB60	Enter Incoming Invoices
FBL1	Display Vendor Line Items
FBZ0	Display/Edit Payment Proposal
FCH2	Display Payment Document Checks
FCH8	Reverse Check Payment
FDTA	TemSe/REGUT Data Administration
FK01	Create Vendor
FKMT	FI Acct Assignment Model Management

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Profitability Analysis

Transaction Code	Transaction Name
KB11N	Enter Manual Repostings of Costs
KB13N	Display Manual Repostings of Costs
KB14N	Reverse Manual Repostings of Costs
KB63	Display Reposting of CO Line Items
KCH6N	EC-PCA: Display Standard Hierarchy
KE30	Execute profitability report
KE52	Change Profit Center
KE53	Display Profit Center
KE5Z	Profit Center: Actual Line Items

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Accounts Receivable

Transaction Code	Transaction Name
F-22	Enter Customer Invoice
F-28	Post Incoming Payments
F-32	Clear Customer
FBL5	Display Customer Line Items
FD01	Create Customer
FD10N	Customer Balance Display
OB52	C FI Maintain Table T001B
OBVU	C FI Maintain View

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Overhead Cost Management

Transaction Code	Transaction Name
KO8G	Act. Settlement: Int.-/Maint. Orders
KSB1	Cost Centers: Actual Line Items
KSU5	Execute Actual Assessment
OKB9	Change Automatic Account Assignment

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Financial Reporting

Transaction Code	Transaction Name
FS10	G/L Account Balance
GR33	Display report
GRR3	RW: Display formula
RFBILA00	Financial Statements

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Cash and Liquidity Management

Transaction Code	Transaction Name
FB03	Display Document
FD33	Display Customer Credit Management
FEBAN	Bank statement postprocessing
FI12	Change House Banks/Bank Accounts

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Entity Close

Transaction Code	Transaction Name
F.01	ABAP Report: Financial Statements

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Sales Order Management and Processing

Transaction Code	Transaction Name
V.15	Display Backorders
V_V2	Updating Sales Documents by Material
VA01	VA01 new
VA02	Change Sales Order
VA03	Display Sales Order
VA05	List of Sales Orders
VA05N	List of Sales Orders
VA21	Create Quotation
VA22	Change Quotation
VA23	Display Quotation
VA25	Quotations List
VA31	Create Scheduling Agreement
VA32	Change Scheduling Agreement
VA33	Display Scheduling Agreement
VA35	List of Scheduling Agreements
VF31	Output from Billing Documents
VKM1	Blocked SD Documents
VRRE	Returns Delivery for RMA Order
VV22	Change output: Shipping
VV33	Display Output: Billing
V.14	Sales Orders Blocked for Delivery
V.15	Display Backorders

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

Transaction Code	Transaction Name
V.23	Release Orders for Billing
V.25	Release Customer Expected Price
V.26	Selection by Object Status
V_R2	Display List of Backorders
V_RA	Backorder Processing: Selection List
V_V2	Updating Sales Documents by Material
V-02	Create Quotation
V23	Sales Documents Blocked for Billing
VA01	VA01 new
VA02	Change Sales Order
VA03	Display Sales Order
VA05	List of Sales Orders
VA05N	List of Sales Orders
VA07	Compare Sales - Purchasing
VA08	Compare Sales - Purchasing
VA11	Create Inquiry
VA12	Change Inquiry
VA13	Display Inquiry
VA15	Inquiries List
VA21	Create Quotation
... and 26 additional transactions	

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Appendix – All Relevant Transactions*

Product Costing

Transaction Code	Transaction Name
CK11N	Create Material Cost Estimate
KKAO	WIP Calc.: Collective Processing
KKS1	Variances - Product Cost by Lot

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Purchase Order Processing

Transaction Code	Transaction Name
ME21	Create Purchase Order
ME21N	Create Purchase Order
ME22	Change Purchase Order
ME22N	Change Purchase Order
ME23N	Display Purchase Order
ME27	Create Stock Transport Order
ME2A	Monitor Confirmations
ME2C	Purchase Orders by Material Group
ME2K	Purch. Orders by Account Assignment
ME2L	Purchase Orders by Vendor
ME2M	Purchase Orders by Material
ME2N	Purchase Orders by PO Number
MEB2	Change Reb. Arrangs.

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Purchase Contract Management

Transaction Code	Transaction Name
ME11	Create Purchasing Info Record
ME12	Change Purchasing Info Record
ME13	Display Purchasing Info Record
ME15	Flag Purch. Info Rec. for Deletion
ME1L	Info Records per Vendor
ME1M	Info Records per Material
ME31K	Create Contract
ME32K	Change Contract
ME33K	Display Contract
MEK1	Create Conditions
MEK2	Change Conditions
MEK3	Display Conditions
MEK4	Create Conditions

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Invoice Processing

Transaction Code	Transaction Name
MIR4	Call MIRO - Change Status
MIR6	Invoice Overview
MIR7	Park Invoice
MIRO	Enter Incoming Invoice
MR8M	Cancel Invoice Document
MR90	Messages for Invoice Documents
MRBR	Release Blocked Invoices
MRRL	Evaluated Receipt Settlement

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Real-Time Reporting and Monitoring

Transaction Code	Transaction Name
MC\$4	PURCHIS: Vendor PurchVal Selection
MCE3	PURCHIS: Vendor Analysis Selection
MCSK	Call Standard Analyses of Stocks
ME2O	SC Stock Monitoring
ME80	Purchasing Reporting
ME80FN	General Analyses

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Spend Visibility

Transaction Code	Transaction Name
MCE3	PURCHIS: Vendor Analysis Selection
ME80	Purchasing Reporting
ME80FN	General Analyses
MCD9	PURCHIS: Display Eval. Structure
MCE+	PURCHIS: Reporting - Subseq. Settlmt
MCE3	PURCHIS: Vendor Analysis Selection
MCE5	PURCHIS: MatGrp Analysis Selection
MCE7	PURCHIS: Material Analysis Selection
ME06	Analyze Source List
ME80	Purchasing Reporting
ME80F	Purchasing Reporting: POs
ME80FN	General Analyses
ME80RN	General Analyses
OMRY	EDI Program Parameters

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Requirements Processing

Transaction Code	Transaction Name
ME51N	Create Purchase Requisition
ME52N	Change Purchase Requisition

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Sales Master Data Management

Transaction Code	Transaction Name
BUBA	BuPR: Relationship Categories
FD01	Create Customer
FD02	Change Customer
FD03	Display Customer
FD05	Block Customer
MM01	Create Material &
MM02	Change Material &
MM03	Display Material &
MM04	Display Material Change Documents
MM17	Mass Maintenance: Indus. Matl Master
MMPV	Close Periods
V/I6	Display conditions using index
V/LD	Execute pricing report
V+21	Create Sales Prospect
VBN1	Free goods - Create
VBN2	Free goods - Change
VBN3	Free goods - Display
VBO1	Create Rebate Agreement
VBO2	Change Rebate Agreement
VBOF	Rebate: Update Billing Documents
VD01	Create Customer
VD02	Change Customer

Transaction Code	Transaction Name
VD03	Display Customer
VK11	Create Condition
VK12	Change Condition
VK13	Display Condition
VK14	Create Condition with Reference
VK33	Condition Maintenance: Display
VMG4	Create Material Group 4
XD01	Create Customer
XD02	Change Customer
XD03	Display Customer
XD05	Block customer
XD06	Mark customer for deletion
XD99	Customer master mass maintenance

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Delivery Management

Transaction Code	Transaction Name
COWBPack	Packing in production orders
HU02	Creating and Changing Handling Units
HU03	Display of HUs
HU04	Creation of HUs with stock
HUMO	HU Monitor
POF1	Create Pkg Instruction Determination
POP1	Create Packing Instruction
V.21	Log of Collective Run
VL01	Create Delivery
VL01N	Create Outbound Div. with Order Ref.
VL01NO	Create Outbound Div. w/o Order Ref.
VL02N	Change Outbound Delivery
VL03	Display Outbound Delivery
VL03N	Display Outbound Delivery
VL04	Process Delivery Due List
VL06	Delivery Monitor
VL06L	Outbound Deliveries to be Loaded
VL06O	Outbound Delivery Monitor
VL10	Edit User-specific Delivery List
VL10A	Sales Orders Due for Delivery
VL10B	Purchase Orders Due for Delivery
VL10C	Order Items Due for Delivery

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

Transaction Code	Transaction Name
VL10D	Purch. Order Items due for Delivery
VL32N	Change Inbound Delivery
VL33N	Display Inbound Delivery
VL71	Output from Outbound Deliveries
VL74	Output from Handling Units

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Price Management

Transaction Code	Transaction Name
V/I6	Display conditions using index
V/LD	Execute pricing report
VBN1	Free goods - Create
VBN2	Free goods - Change
VBN3	Free goods - Display
VBO1	Create Rebate Agreement
VBO2	Change Rebate Agreement
VBOF	Rebate: Update Billing Documents
VK11	Create Condition
VK12	Change Condition
VK13	Display Condition
VK14	Create Condition with Reference
VK33	Condition Maintenance: Display

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Sales Billing

Transaction Code	Transaction Name
VF01	Create Billing Document
VF02	Change Billing Document
VF03	Display Billing Document
VF04	Maintain Billing Due List
VF05	List Billing Documents
VF07	Display bill. document from archive
VF11	Cancel Billing Document
VF23	Display Invoice List
VF25	List of Invoice Lists
VFX3	List Blocked Billing Documents

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Sales Monitoring and Analytics

Transaction Code	Transaction Name
MCSI	Call Standard Analyses of Sales
MCTA	SIS: Customer Analysis - Selection
MCTE	SIS: Sales Org. Analysis - Selection
MCTG	SIS: Sales Office Analysis Selection

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Sales Order Management and Processing

Transaction Code	Transaction Name
V.15	Display Backorders
V_V2	Updating Sales Documents by Material
VA01	VA01 new
VA02	Change Sales Order
VA03	Display Sales Order
VA05	List of Sales Orders
VA05N	List of Sales Orders
VA21	Create Quotation
VA22	Change Quotation
VA23	Display Quotation
VA25	Quotations List
VA31	Create Scheduling Agreement
VA32	Change Scheduling Agreement
VA33	Display Scheduling Agreement
VA35	List of Scheduling Agreements
VF31	Output from Billing Documents
VKM1	Blocked SD Documents
VRRE	Returns Delivery for RMA Order
VV22	Change output: Shipping
VV33	Display Output: Billing
V.14	Sales Orders Blocked for Delivery
V.15	Display Backorders

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

Transaction Code	Transaction Name
V.23	Release Orders for Billing
V.25	Release Customer Expected Price
V.26	Selection by Object Status
V_R2	Display List of Backorders
V_RA	Backorder Processing: Selection List
V_V2	Updating Sales Documents by Material
V-02	Create Quotation
V23	Sales Documents Blocked for Billing
VA01	VA01 new
VA02	Change Sales Order
VA03	Display Sales Order
VA05	List of Sales Orders
VA05N	List of Sales Orders
VA07	Compare Sales - Purchasing
VA08	Compare Sales - Purchasing
VA11	Create Inquiry
VA12	Change Inquiry
VA13	Display Inquiry
VA15	Inquiries List
VA21	Create Quotation
	... and 26 additional transactions

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Sales Quotation Management

Transaction Code	Transaction Name
V+21	Create Sales Prospect
VA21	Create Quotation
VA22	Change Quotation
VA23	Display Quotation
VA25	Quotations List
V+21	Create Sales Prospect
V+22	Create Competitor
V-02	Create Quotation
VA21	Create Quotation
VA22	Change Quotation
VA23	Display Quotation
VA25	Quotations List
VA25N	List of quotations

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Sales Contract Management

Transaction Code	Transaction Name
VA41	Create Contract
VA42	Change Contract

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Available to Promise

Transaction Code	Transaction Name
IR03	Display Work Center

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Sales Rebate Management

Transaction Code	Transaction Name
VBOF	Rebate: Update Billing Documents
OV20	Condition Table: Create Rebate
VB01	Create Material Listing/Exclusion
VBOF	Rebate: Update Billing Documents

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Warehouse Management

Transaction Code	Transaction Name
LB03	Display Transfer Requirement
LM00	Logon RF
LM01	Dynamic Menu
LN08	Number range maintenance: LVS_LENUM
LRF1	RF Monitor, Active
LRF2	RF Monitor, Passive
LS03N	Display Warehouse Master Record
LS23	Display Quants
LS24	Display Quants for Material
LS25	Display Quants per Storage Bin
LS26	Warehouse stocks per material
LS33	Display storage unit
LT01	Create Transfer Order
LT02	Create TO for Inventory Difference
LT03	Create TO for Delivery
LT04	Create TO from TR
LT05	Process Posting Change Notice
LT06	Create TO for Material Document
LT09	ID point function for storage units
LT0G	Return delivery to stock
LT0S	Create TO for multiple deliveries
LT10	Create Transfer Order from List

Transaction Code	Transaction Name
LT12	Confirm transfer order
LT21	Display Transfer Order
LT22	Display Transfer Order / Stor. Type
LT24	Display Transfer Order / Material
LX02	Stock list
LX29	Fixed bin supervision
MB02	Change Material Document
MB03	Display Material Document
MB21	Create Reservation
MB23	Display Reservation
MB51	Material Doc. List
MB52	List of Warehouse Stocks on Hand
MB54	Consignment Stocks
MB5B	Stocks for Posting Date
MB5SIT	MB5SIT
MB5T	Stock in transit CC
MB5TD	Stock in Transit on Key Date
MB90	Output Processing for Mat. Documents
MBBS	Display valuated special stock
MBLB	Stocks at Subcontractor
	... and 15 additional transactions

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Delivery Management

Transaction Code	Transaction Name
COWBPack	Packing in production orders
HU02	Creating and Changing Handling Units
HU03	Display of HUs
HU04	Creation of HUs with stock
HUMO	HU Monitor
POF1	Create Pkg Instruction Determination
POP1	Create Packing Instruction
V.21	Log of Collective Run
VL01	Create Delivery
VL01N	Create Outbound Div. with Order Ref.
VL01NO	Create Outbound Div. w/o Order Ref.
VL02N	Change Outbound Delivery
VL03	Display Outbound Delivery
VL03N	Display Outbound Delivery
VL04	Process Delivery Due List
VL06	Delivery Monitor
VL06L	Outbound Deliveries to be Loaded
VL06O	Outbound Delivery Monitor
VL10	Edit User-specific Delivery List
VL10A	Sales Orders Due for Delivery
VL10B	Purchase Orders Due for Delivery
VL10C	Order Items Due for Delivery

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

Transaction Code	Transaction Name
VL10D	Purch. Order Items due for Delivery
VL32N	Change Inbound Delivery
VL33N	Display Inbound Delivery
VL71	Output from Outbound Deliveries
VL74	Output from Handling Units

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Appendix – All Relevant Transactions*

Goods Movement

Transaction Code	Transaction Name
MB1A	Goods Withdrawal
MB1B	Transfer Posting
MB1C	Other Goods Receipts
MIGO_GI	Goods Movement
VL01N	Create Outbound Dlv. with Order Ref.
VL02N	Change Outbound Delivery
VL32N	Change Inbound Delivery

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Available to Promise

Transaction Code	Transaction Name
IR03	Display Work Center

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Production Execution

Transaction Code	Transaction Name
CA03	Display Routing
CK11N	Create Material Cost Estimate
CK24	Price Update with Cost Estimate
CO01	Create production order
CO02	Change Production Order
CO03	Display Production Order
CO08	Production order with sales order
CO11N	Single Screen Entry of Confirmations
CO12	Collective Entry of Confirmations
CO13	Cancel confirmation of prod. order
CO14	Display confirmation of prod. order
CO15	Enter Production order Confirmation
CO24	MissingPartsInfoSyst
CO40	Converting Planned Order
CO48	Conv.plan.ord.to prod.ord.part.redct
CO60	Find PI Sheet
COFC	Reprocessing Errors Actual Costs
COGI	Postprocess Faulty Goods Movements
COHV	Mass Processing Production Orders
COOIS	Production Order Information System
CR02	Change Work Center
CR03	Display Work Center

Transaction Code	Transaction Name
CS01	Create Material BOM
CS02	Change Material BOM
CS03	Display Material BOM
MB56	Analyze batch where-used list
MR21	Price Change
MSC1N	Create Batch
MSC2N	Change Batch
MSC3N	Display Batch

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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External Processing

Transaction Code	Transaction Name
CO01	Create production order
CO02	Change Production Order
CO03	Display Production Order
ME21N	Create Purchase Order
ME22N	Change Purchase Order
ME23N	Display Purchase Order

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Quality Inspection

Transaction Code	Transaction Name
QA01	Create Inspection Lot
QA02	Change Inspection Lot
QA03	Display inspection lot
QAC3	Reset sample
QE01	Record characteristic results
QE51	Results recording worklist

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Production Control

Transaction Code	Transaction Name
CO01	Create production order
COOIS	Production Order Information System
CS01	Create Material BOM
MM01	Create Material &

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Subcontracting

Transaction Code	Transaction Name
ME21N	Create Purchase Order
ME21N	Create Purchase Order

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Material Requirements Planning

Transaction Code	Transaction Name
MD02	MRP - Single-item, Multi-level -
MD04	Display Stock/Requirements Situation
MD07	Current Material Overview
MD12	Change Planned Order
MDBT	MRP Run In Batch
WVM7	Assignment of PO Data to Vendor

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Capacity Planning

Transaction Code	Transaction Name
CO01	Create production order
COOIS	Production Order Information System

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Just-In-Time Processing

Transaction Code	Transaction Name
COOIS	Production Order Information System

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Manufacturing Analytics

Transaction Code	Transaction Name
KKS1	Variances - Product Cost by Lot

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Quality Improvement

Transaction Code	Transaction Name
IQS3	Display Notification - Extended View

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Production BOM Management

Transaction Code	Transaction Name
CS14	BOM Comparison

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Quality Planning

Transaction Code	Transaction Name
QI03	Display quality info. - purchasing

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Multiresource Maintenance Planning and Scheduling

Transaction Code	Transaction Name
IW21	Create PM Notification - General
IW22	Change PM Notification
IW31	Create Order
IW33	Display PM Order
IW38	Change PM Orders
IW21	Create PM Notification - General
IW22	Change PM Notification
IW31	Create Order
IW33	Display PM Order
IW38	Change PM Orders

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Maintenance Planning and Scheduling

Transaction Code	Transaction Name
IW21	Create PM Notification - General
IW22	Change PM Notification
IW31	Create Order
IW38	Change PM Orders
IW21	Create PM Notification - General
IW22	Change PM Notification
IW31	Create Order
IW38	Change PM Orders

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Maintenance Execution

Transaction Code	Transaction Name
IQ02	Change Material Serial Number
IQ03	Display Material Serial Number
IW31	Create Order
IW45	Cancel PM Order Confirmation
IQ01	Create Material Serial Number
IQ02	Change Material Serial Number
IQ03	Display Material Serial Number
IW31	Create Order
IW45	Cancel PM Order Confirmation

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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Appendix – All Relevant Transactions*

Maintenance Safety and Permit to Work

Transaction Code	Transaction Name
IQ02	Change Material Serial Number
IQ03	Display Material Serial Number
IW45	Cancel PM Order Confirmation
IQ01	Create Material Serial Number
IQ02	Change Material Serial Number
IQ03	Display Material Serial Number
IW45	Cancel PM Order Confirmation

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.

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OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	Sample Inc. System: PRD
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Appendix – Top Custom Code Transactions By Number Of Dialog Steps

The table below shows the top custom code transactions and reports (Z- and Y-objects) by number of dialog steps. All custom code objects need to be assessed for potential adjustment needs during an SAP S/4HANA transformation project. We recommend to start with these heavily used objects.

Report or Transaction Name	Number of Dialog Steps
Z_Custom_Code_01	7003118
Z_Custom_Code_02	1255443
Z_Custom_Code_03	961889
Z_Custom_Code_04	522286
Z_Custom_Code_05	520803
Z_Custom_Code_06	501117
Z_Custom_Code_07	460772
Z_Custom_Code_08	398307
Z_Custom_Code_09	383027
Z_Custom_Code_10	361786
Z_Custom_Code_11	311223
Z_Custom_Code_12	221134
Z_Custom_Code_13	219734
Z_Custom_Code_14	200764
Z_Custom_Code_15	192516
Z_Custom_Code_16	185406
Z_Custom_Code_17	167757
Z_Custom_Code_18	142158
Z_Custom_Code_19	132158
Z_Custom_Code_20	129452
Z_Custom_Code_21	127956
Z_Custom_Code_22	119532
Z_Custom_Code_23	118167

Report or Transaction Name	Number of Dialog Steps
Z_Custom_Code_24	113847
Z_Custom_Code_25	109130
Z_Custom_Code_26	107607
Z_Custom_Code_27	102266
Z_Custom_Code_28	100027
Z_Custom_Code_29	94636
Z_Custom_Code_30	90634

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS		Sample Inc. System: PRD
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