Amplify. Innovate. Empower.

Intelligent Enterprise - Source to Pay (S2P)

Sourabh Kothari | SAP Procurement Solutions
March 2020

THE BEST RUN **SAP**

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For all recent and planned innovations, potential data protection and privacy features include simplified deletion of personal data, reporting of personal data to an identified data subject, restricted access to personal data, masking of personal data, read access logging to special categories of personal data, change logging of personal data, and consent management mechanisms.
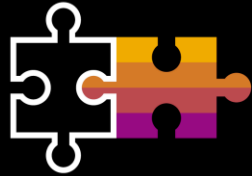
Agenda

- **Motivation & Overall Strategy**

- **Source to Pay: E2E processes**

- **Adoption of Suite Qualities**
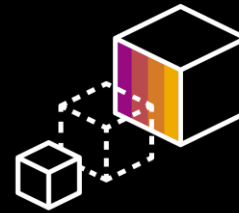
- **Roadmap**

- **Summary / Key Takeaways**

Problem Statement: Customer

User experience is inconsistent and disconnected.

Overlapping capabilities and lack of deep Integration
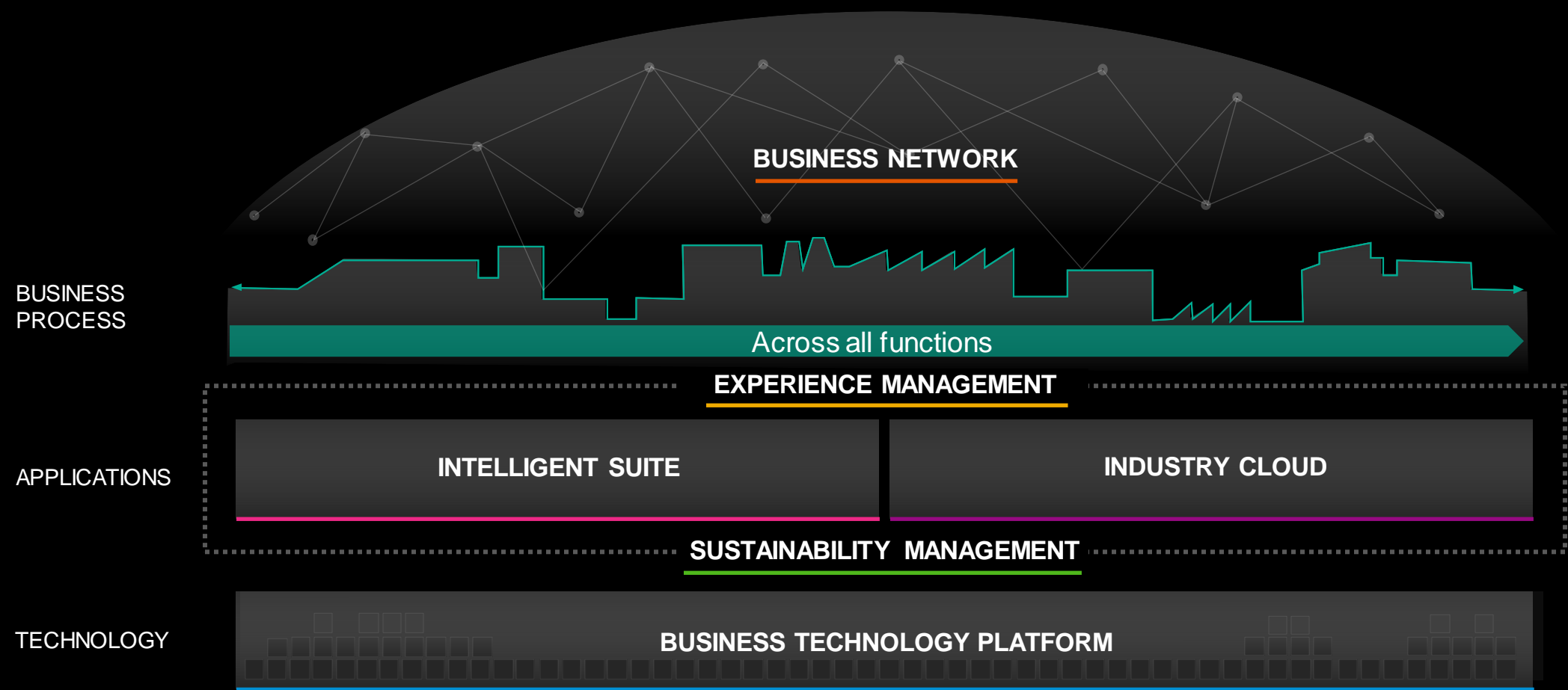
Scattered application management slows the time to value.

Lack of cross product analytics impacts visibility and decision making

Intelligent Enterprise - Framework

BUSINESS NETWORK

BUSINESS PROCESS

Across all functions

EXPERIENCE MANAGEMENT

APPLICATIONS

INTELLIGENT SUITE	INDUSTRY CLOUD

SUSTAINABILITY MANAGEMENT

TECHNOLOGY

BUSINESS TECHNOLOGY PLATFORM

SAP Intelligent Enterprise – Business Process Integration

Lead to Cash
Deliver unprecedented customer experience

C/4 S/4 •••

Source to Pay
Manage procurement and spend like never before

S/4 IBP •••

Recruit to Retire
Attract, manage and retain the best talent

S/4 •••

Design to Operate
Develop and manufacture the most innovative products

S/4 IBP DMC AIN •••

Suite Qualities

Seamless user experience

One workflow inbox

End-to-end process blueprints

Aligned domain models

Consistent security & identity management

Harmonized provisioning, setup & operations

Embedded & cross-product analytics

Business Technology Platform

Source: Strategy Paper on SAP's Integration Plan in the Cloud   6

Suite Qualities

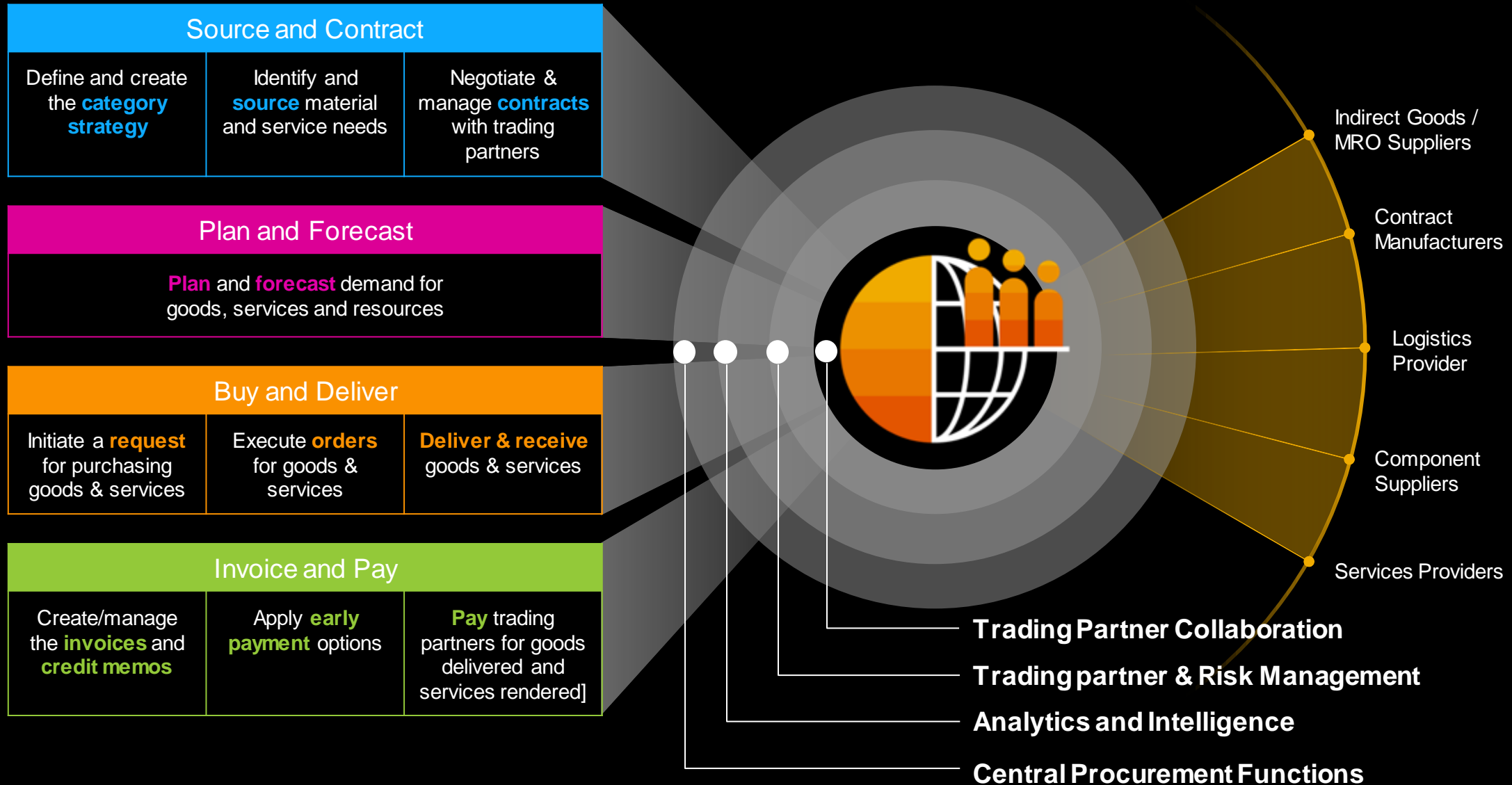| REFERENCE ARCHITECTURE	CORE INTEGRATION	APPLICATION LIFECYCLE MANAGEMENT	SECURITY & IDENTITY MANAGEMENT	EXPERIENCE	ANALYTICS
TG05 Industry Reference Architecture	TG03 Aligned Business APIs	TG04 Automated System Landscape Provisioning and Integration Setup	TG02 Identity Authentication and Single Sign-On (SSO)	TG10 Consistent User Experience	TG07 Cross Application Analytics
	TG22 Master Data Services	TG11 Integration Monitoring	TG16 Identity Provisioning and Lifecycle Management	TG01 Cross Product Navigation	TG32 Application Analytics
	TG 23 Domain Model Alignment	TG 31 One Business Configuration	TG18 Business User Role Management	TG13 Central Inbox	
	TG28 Code Lists			TG14 Central Entry Point / Product Switcher	
	TG12 Field Extensibility				

Our Goal

➢ Deliver, Provision, Implement and Manage as one product easing journey to cloud for our customers

➢ Intelligent suite helps organizations run agile and integrated business processes.

➢ The Business Technology Platform to provide excellence in data management, intelligence and analytics capabilities

➢ The SAP Business Network helps our customers, trading partners work together to build flexible value chains.

➢ Experience management helps evaluate and act on customer, partner, and employee sentiment.

➢ SAP's industry cloud will allow customers to discover and deploy vertical solutions from SAP and partners.

Resilient   Successful   Sustainable

Source to Pay process overview

Source and Contract

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

Plan and Forecast

Plan and **forecast** demand for goods, services and resources

Buy and Deliver

Initiate a **request** for purchasing goods & services	Execute **orders** for goods & services	**Deliver & receive** goods & services

Invoice and Pay

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

Indirect Goods / MRO Suppliers

Contract Manufacturers

Logistics Provider

Component Suppliers

Services Providers

Trading Partner Collaboration

Trading partner & Risk Management

Analytics and Intelligence

Central Procurement Functions

IES Source to Pay – Processes and Suite Qualities

■ Process
■ Suite Quality

Hybrid scenarios

2NV Guided Buying

3EN Guided Buying w/ Central procurement

4A1 sell side integration

4BL Sourcing

4AZ Contracts

4BO Contracts w /Central Procurement

4QN Sourcing w /Central Procurement

42K Commerce and Quote Automation w ith discount mangement

APIs and Business Events

SAP S/4HANA   ● 2020   ● FPS1   ● FPS2

2NV Guided Buying

4BL Sourcing

42K Commerce and Quote Automation, Discount Management

3EN Guided Buying w/ Central procurement

4AZ Contracts

4A1 SD Integration

4BO Contracts w/Central Procurement

4QN Sourcing w/ Central Procurement

42K Commerce and Quote Automation for **indirect, direct, SCC …**

4R2 Complex Services

SCC- MRP Exceptions & Basic Subcontract process + Further enhancements of processes

SAP S/4HANA Cloud   ● 1911   ● 2002   ● 2005   ● 2008   ● 2011   ● 2102   ● 2105

E2E Process Blueprints

Consistent Security & Identity Management

Seamless User Experience

Embedded Analytics

Coordinated Lifecycle Management

Aligned Domain Models

MDI for Supplier / Product using SCP BP Service

Supplier MDI BuPA (SOAP)

Integration monitoring – Ariba Network

Product with MDI Rest API via MDCS

Cost center with MDI Rest API via MDCS

Integration monitoring – Ariba Buying, Sourcing and Contracts
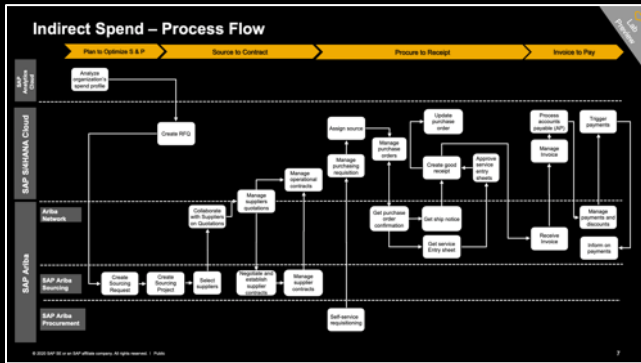
Task Center

Cloud scenarios

*22K – External workforce procurement with SAP Fieldglass available since 1809
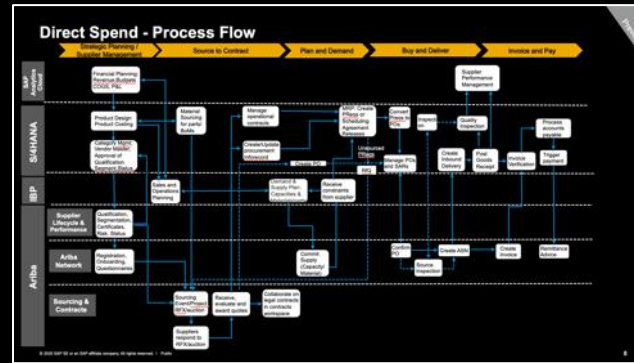
IE - S2P E2E Sub-processes

2019 / 2020 Focus

Indirect

2021 Focus

Direct

2021 Focus

Services

Indirect	Direct	Services
▪ Guided Buying / PO	▪ Direct Material Sourcing	▪ Service Estimates
▪ Sourcing	▪ Forecast / MRP	▪ Service PO
▪ Contract Management	▪ Contract Manufacturing	▪ Work orders
▪ Commerce Automation	▪ Supplier Managed Inventory	▪ Statement of work
▪ Quote Automation	▪ Quality Management	▪ Proof of Service / SES
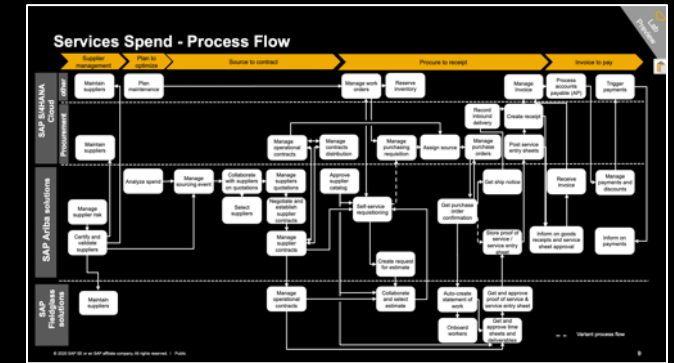
SAP **UX**
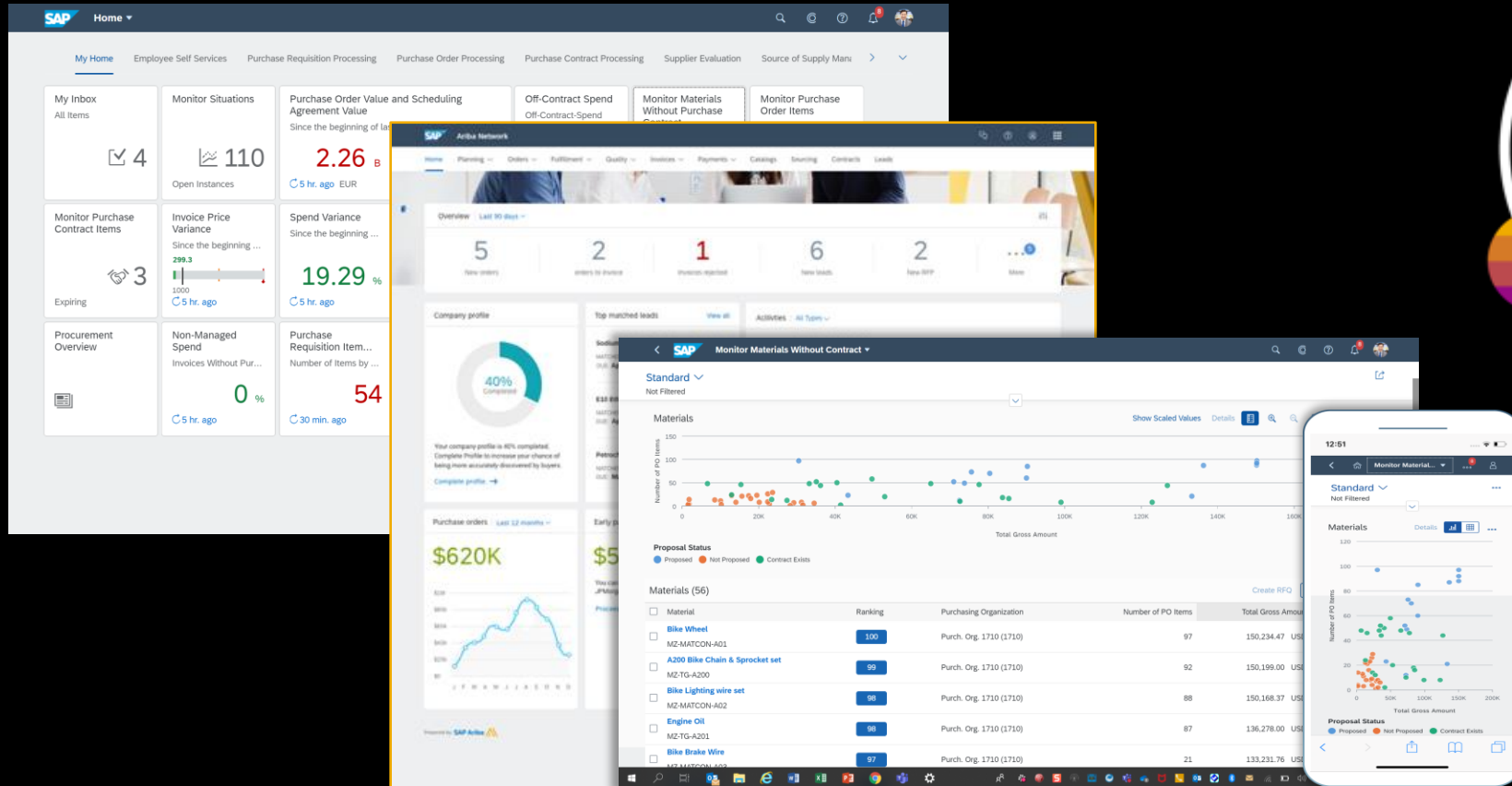
Consistent   **Intelligent**   **Integrated**

Source to Pay – Core Integration (Business API's)
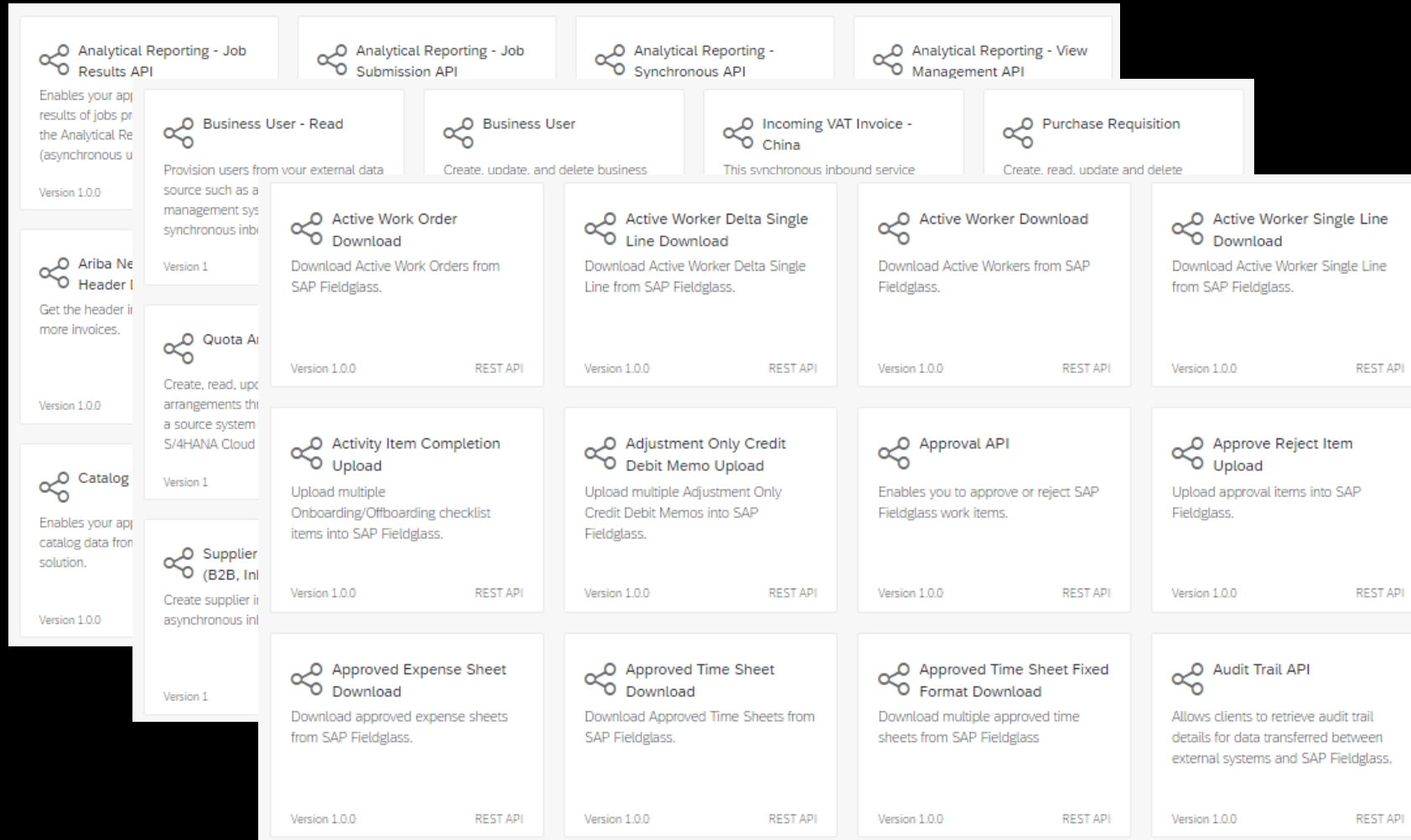
Customer pain point

- Integration between application often involved complex mappings and had to be managed by customers

Outcome

- Growing number of aligned business APIs available on the SAP API Business Hub.

- User can rely on aligned APIs for the integration between applications.
Ideally no need to make any additional mappings.

Source to Pay – Business process blueprints / Reference Architecture
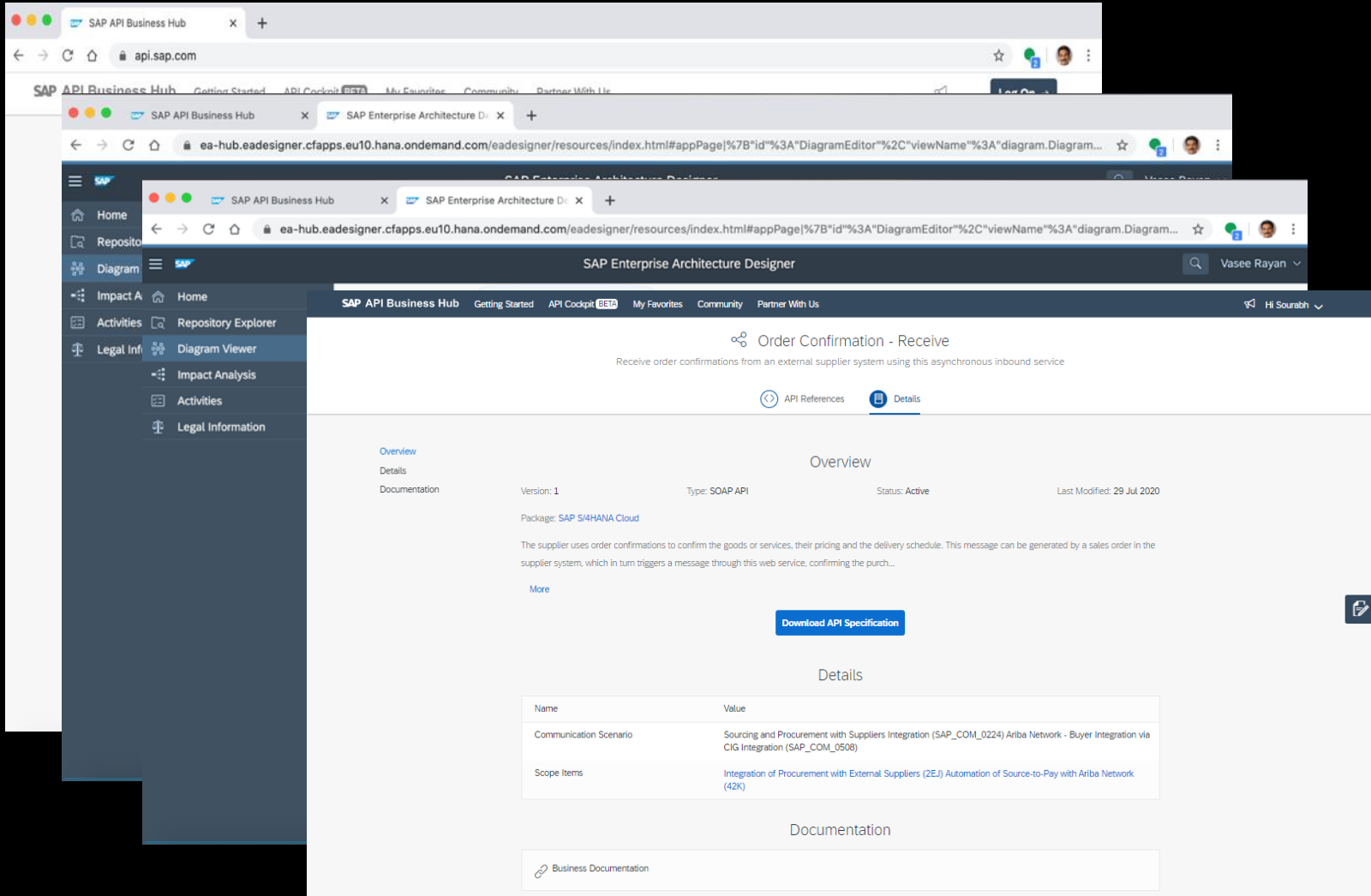
Customer Pain Point

- Explore how E2E scenarios decompose into applications, modules, business services, technologies and integrations

- Map out the roadmap to adopt the solution and transition from current solution landscape to target

Target

- Scope definition as per business capabilities

- Defines how to capture cross-unit architecture decisions

- Data flow across applications

- Provide aligned business APIs for application-to-application communication, i.e. provider and consumer must agree on a common API via the API requisition process

Source to Pay – Automated Provisioning and Integration Setup
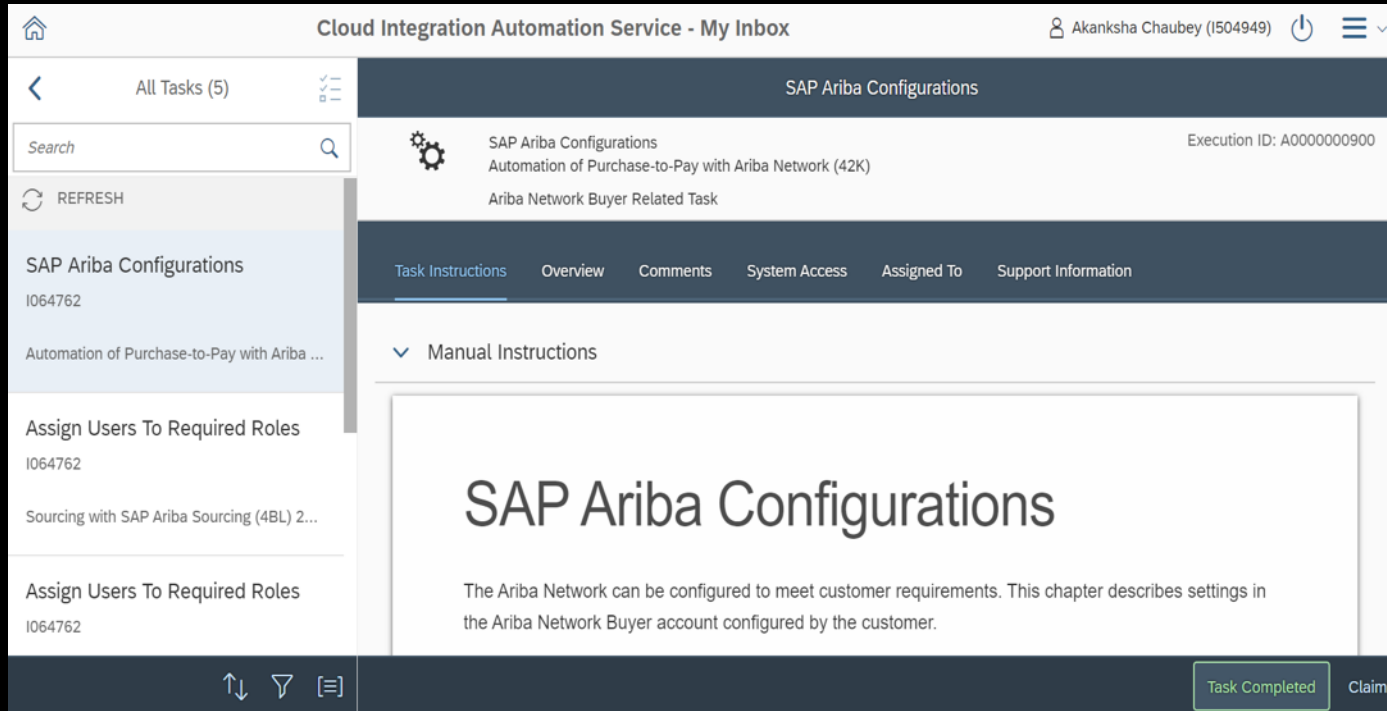
Customer Pain Point

- Integration scenarios are mostly customer managed and therefore need to be setup by the customer

- Most of connections and integration scenario setups have to be done manually.

- High expertise required by customer to setup integration scenarios.

Target

- Foundation - Provide customers a framework to automate setup of integration scenarios as far as possible.

- One entry point for process related configuration across products

- The Cloud Integration Automation Service (CIAS) is a tool for describing and executing integration scenarios. CIAS procedures will contain tasks that are either automated or guided manual tasks based on workflows.

Coordinated Application Lifecycle Management
Cloud Integration Automation Service: Automated Integration Setup

- In SAP Maintenance Planner: Choose an integration scenario and select the right systems.

- Use the Cloud Integration Automation Service to generate a role based workflow with predefined tasks.

- In SAP Cloud Platform workflow: Assign the tasks to the right experts.

- Process the tasks from the workflow in the managed systems.

SAP Maintenance Planner

SAP Support Portal

Maintenance Planner

Cloud Integration Automation Service

SAP Cloud Platform

Workflow generator

User inbox

Managed systems
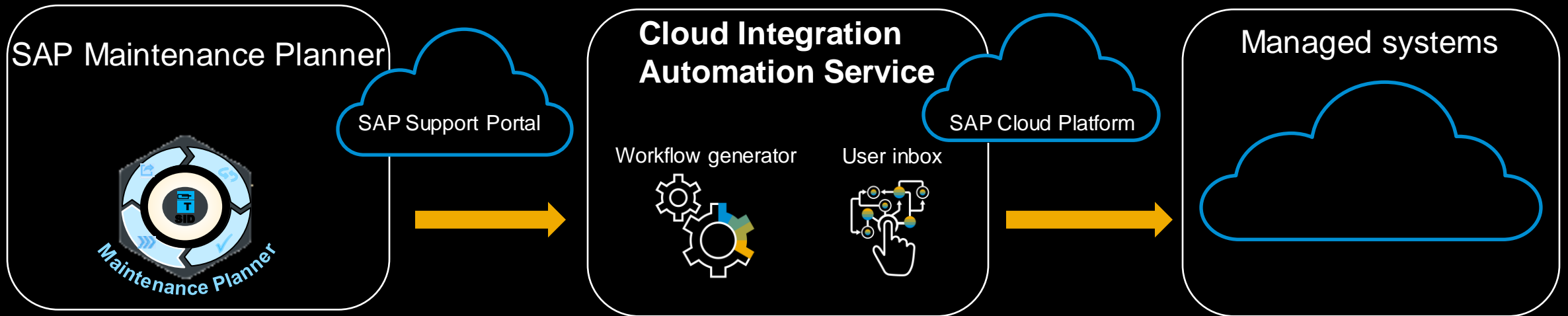
Source to Pay - Consistent Security & Identity Management

Customer Pain Point

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

Target

- Consistent way of enabling Single Sign-On (SSO) and Single Log-Out (SLO)
- Easy, centrally administered user management and identity provisioning
- Users logon only once to execute all steps in the business process

From Manual to Autonomous Procurement

Deal with increased innovation speed

Cope with shorter product lifecycles

Automate procurement and invoicing

Source for best possible suppliers

60% of the P2P processes have the potential to be fully or largely automated

– A roadmap for digitizing source-to-pay – McKinsey 2017

Fully **digitalized** Source-to-Pay process across SAP S/4HANA and SAP Ariba

Realtime **Analytics**

Digital Procurement

Automated process steps by Situations and Machine Learning

Robotic Process Automation (**RPA**) for recurring tasks

IoT and **sensor-based** triggers

Invoice Automation via **OCR**

Automated Procurement

Proactive Insight-to-action based on Situations

Recommendations by Machine Learning

Predictive Analytics

Usage of **Digital Assistants**

Continuous Auditing via **Blockchain**

Intelligent Procurement

Autonomous operational procurement processes by RPA and Machine Learning

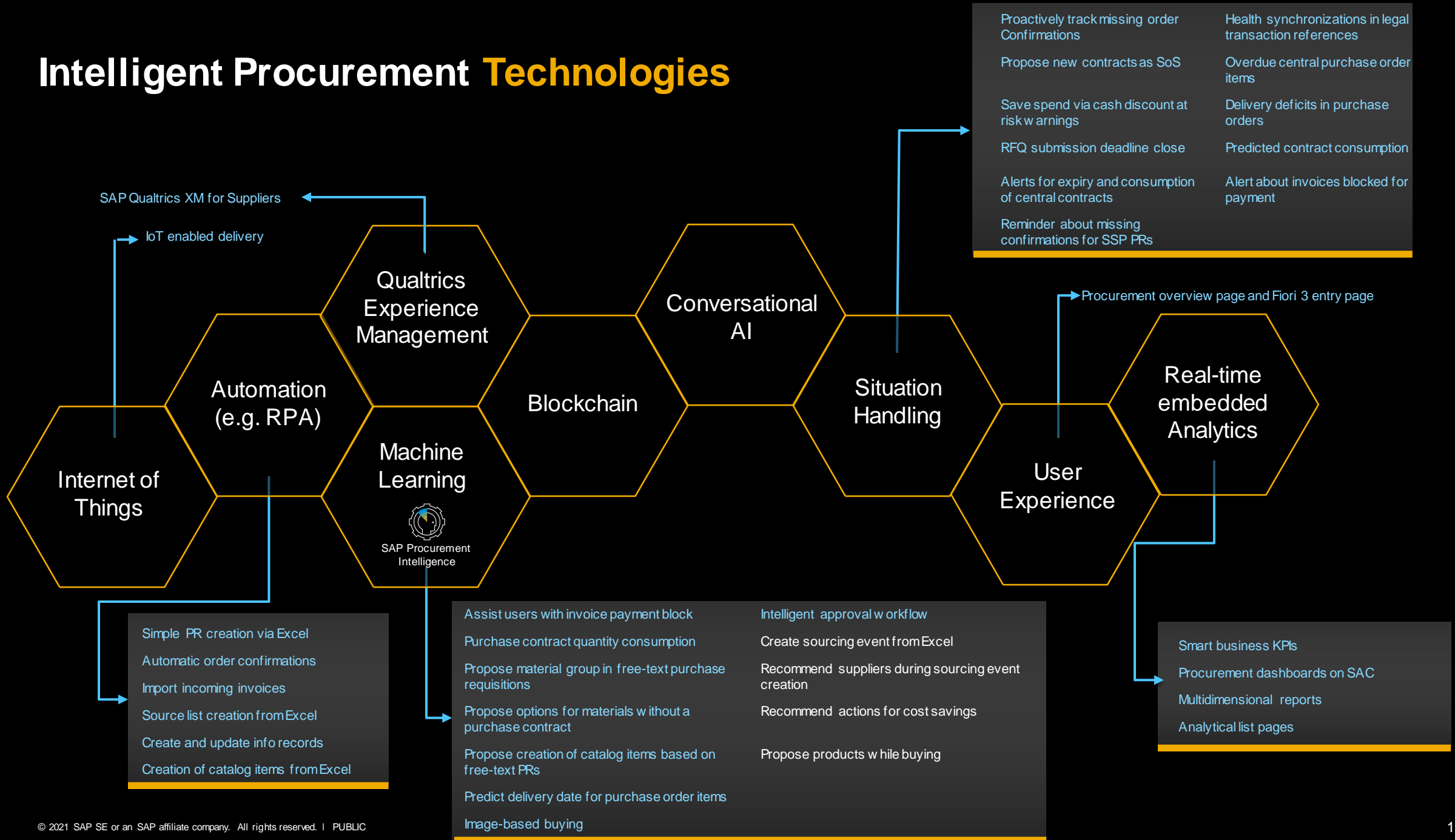Autonomous **sourcing decisions**

Strategic decisions carried out by **intelligent assistants**

Conversational chatbots for proactive procurement decisions
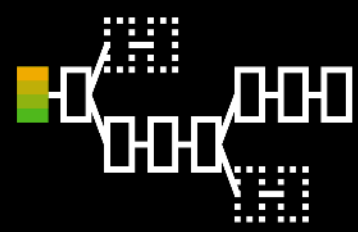
Autonomous Procurement

Intelligent Procurement **Technologies**

SAP Qualtrics XM for Suppliers

IoT enabled delivery

Qualtrics Experience Management

Conversational AI

Automation (e.g. RPA)

Blockchain

Situation Handling

Real-time embedded Analytics

Internet of Things

Machine Learning

SAP Procurement Intelligence

User Experience

Procurement overview page and Fiori 3 entry page

Situation Handling alerts

- Proactively track missing order Confirmations
- Propose new contracts as SoS
- Save spend via cash discount at risk warnings
- RFQ submission deadline close
- Alerts for expiry and consumption of central contracts
- Reminder about missing confirmations for SSP PRs
- Health synchronizations in legal transaction references
- Overdue central purchase order items
- Delivery deficits in purchase orders
- Predicted contract consumption
- Alert about invoices blocked for payment

Automation
- Simple PR creation via Excel
- Automatic order confirmations
- Import incoming invoices
- Source list creation from Excel
- Create and update info records
- Creation of catalog items from Excel

Machine Learning
- Assist users with invoice payment block
- Purchase contract quantity consumption
- Propose material group in free-text purchase requisitions
- Propose options for materials without a purchase contract
- Propose creation of catalog items based on free-text PRs
- Predict delivery date for purchase order items
- Image-based buying
- Intelligent approval workflow
- Create sourcing event from Excel
- Recommend suppliers during sourcing event creation
- Recommend actions for cost savings
- Propose products while buying

Real-time embedded Analytics
- Smart business KPIs
- Procurement dashboards on SAC
- Multidimensional reports
- Analytical list pages

Refer

1. Integration Whitepaper – https://www.sap.com/documents/2020/02/520ea921-847d-0010-87a3-c30de2ffd8ff.html

2. Transform procurement with SAP solutions - https://www.sap.com/documents/2017/05/c6230025-ba7c-0010-82c7-eda71af511fa.html

3. Best practice scope items –

    ➢ 42K - https://rapid.sap.com/bp/scopeitems/42K

    ➢ 4A1 - https://rapid.sap.com/bp/scopeitems/4A1

    ➢ 2NV - https://rapid.sap.com/bp/scopeitems/2NV

    ➢ 4BL - https://rapid.sap.com/bp/scopeitems/4BL

    ➢ 3EN - https://rapid.sap.com/bp/scopeitems/3EN

    ➢ 4AZ - https://rapid.sap.com/bp/scopeitems/4AZ

    ➢ 4B0 - https://rapid.sap.com/bp/scopeitems/4B0

    ➢ 4QN - https://rapid.sap.com/bp/scopeitems/4QN

    ➢ 22K - https://rapid.sap.com/bp/scopeitems/22K

S2P Focus topics 2021

Master Data Integration

Application Lifecycle management

E2E service procurement

Sub-contracting, MRP exceptions

Analytics – Embedded and Cross

Task center

Master Data Integration
One Central Master Data Integration Service across All SAP Business Applications

1:1 integration
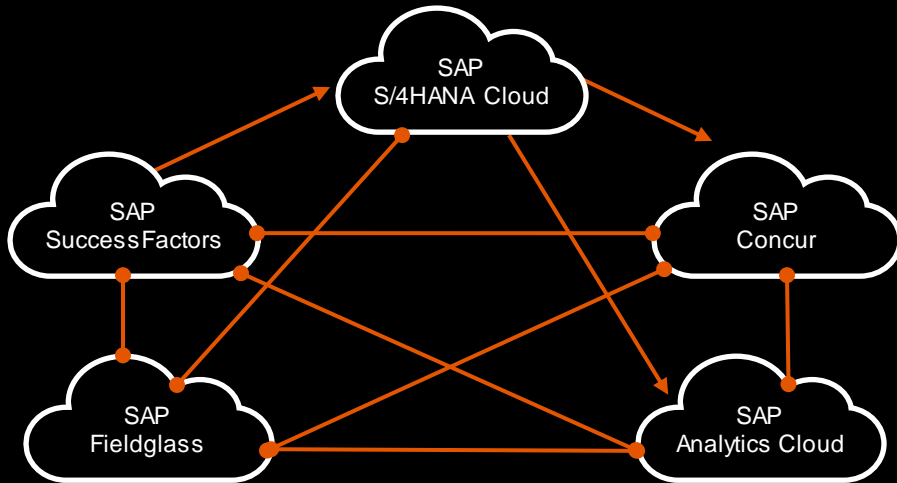
- Point to point; hard to synchronize; high maintenance

- Expensive; integration effort required for every implementation

- Inconsistent

- Basic csv load capabilities

1:many integration
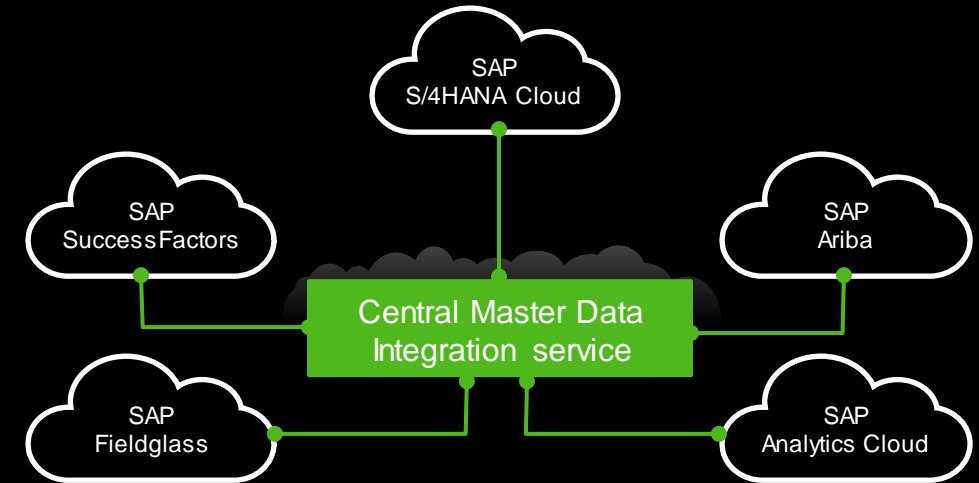
- **Faster**: Efficient centralized distribution

- **Cheaper**: Standardized, out-of-the-box, reusable

- **Better**: Consistent, scalable, compliant: purpose-driven master data replication

Embedded and Cross Product Analytics and Insights
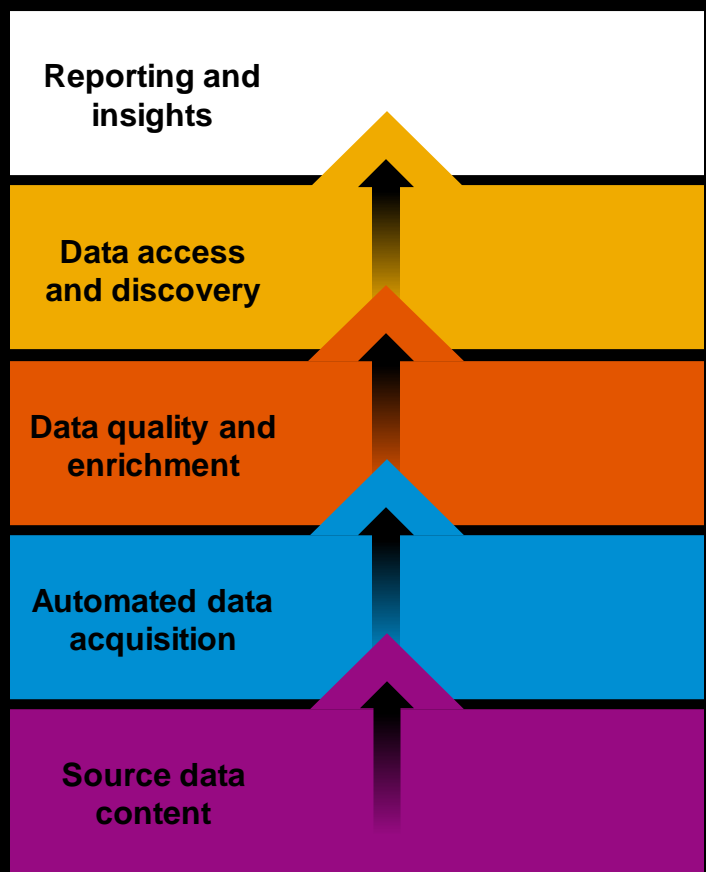
- Multiple point analytics solutions across applications
- Lack of real-time data and insight across the entire source-to-pay processes
- Predictive analytics enabled by ML/AI limited to data scientists

- 360 view of supply chain and spend with out-of-the-box analytic insights, KPIs, embedded within or integrated with individual SAP apps
- Real-time insights shared with direct spend suppliers and networked-generated data intelligence
- Faster time-to-value with prebuilt content for cross-application analytics

The future of intelligent approvals – "My Tasks" - *One Workflow Inbox*
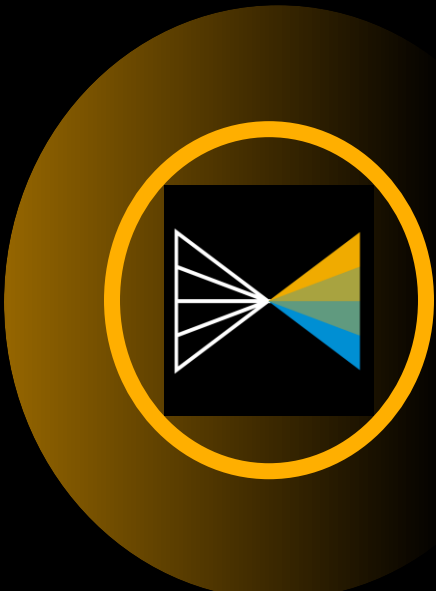
Universal messaging inbox (My Tasks) inbox

Smart policy and recommendations

Spend visibility across all spend categories

Digital assistant and bot integration (Slack, Teams, SAP CoPilot, et cetera)

APIs connecting to partners and customer systems

3:27

190
new approvals

$89k
over budget in Finances

39
items have high risk

$4,212,340 remaining

17 days left $11.2M

● $3.6M spent   ● $2.8M committed
● $1.3M pending

Spending vs. Budget

Sales
Marketing
Finances
Services
Travel
Other

0    $1M $2M $3M $4M $5M

Home   Analytics   Approvals

3:28

| Travel Request | $26,716 |
| Hawaii Vacation Trip |
| May 6, 2019 |

| Purchase Order | $40,000 |
| Indigo Slate - Video |
| May 11, 2019 |

| Grace Hopper Conference | $456 |
| May 8, 2019 |

| SAP Sapphire | $26,716 |
| May 7, 2019 |

| Invoice | $1,500 |
| Initech |
| May 8, 2019 |

| Temp Workers | $45,500 |
| Grace Hopper Conference |
| May 12, 2019 |

| Spend Request | $23,395 |
| Field Service |
| May 15, 2019 |

Home   Analytics   Approvals

3:28

Items by Risk

1180 total items

Future Spend

● Remaining $1M
● Pending $1.4M
● Committed $2.8M
● Spent $3.8M

Home   Analytics   Approvals

Summary | Key Takeaways
Deliver significant value to your business through true end-to-end business process integration

SAP'S INTEGRATED INTELLIGENT SUITE

PROCESS PROCESS PROCESS PROCESS

BUSINESS APPLICATIONS

INTEGRATED SUITE

BUSINESS TECHNOLOGY PLATFORM

Seamless	User experience	**Disconnected**
One	Workflow inbox	**Multiple**
End-to-end	Process blueprints	**Scattered**
Aligned	Domain models	**Unaligned**
Consistent and out-of-the-box	Security & identity management	**High effort to implement**
Harmonized provisioning & operations	Setup & lifecycle management	**Multiple technology stacks**
Embedded & cross-product	Analytics	**High effort due to scattered applications**

SOLELY TECHNICALLY INTEGRATED SOLUTIONS

PROCESS PROCESS PROCESS

APPLICATION APPLICATION APPLICATION

TECH. STACK TECH. STACK TECH. STACK

Source to Contract

Business Scenario Description

Using SAP suite of solutions extend your SAP S/4HANA operational procurement processes with SAP Ariba Strategic Sourcing Suite and select the most cost-effective bids from millions of suppliers on Ariba Network. Leverage SAP Ariba Contracts to automate and accelerate entire contract lifecycle and strengthen operational, contractual and regulatory compliance

Value Drivers

1. Increased sourcing savings
2. Reduction in maverick spend
3. Increased compliance
4. One platform to manage all spend categories – Direct, Indirect, Critical MRO and Services
5. One platform for suppliers to collaborate on all spend
6. Faster time to value and lower TCO with end-to-end process leveraging suite qualities
7. Enhanced usability and experience

What's New

1. Sub-processes for Sourcing (4BL) and Contracts (4AZ)
2. Sourcing (4QN) and Contract process (4B0) with central procurement rolled out
3. 4BL, 4AZ, 4QN and 4B0 available for hybrid landscape with SAP S/4HANA on premise as of 2020 FPS1 release
4. Embedded Intelligence capabilities such as propose RFQ creation & predicted contract consumption available
5. Adoption of 5 suite qualities - Reference Architecture, Aligned Business APIs, Identity Authentication and SSO, Identity Provisioning and Lifecycle Mgmt., Consistent User Experience.

Roadmap 2021:
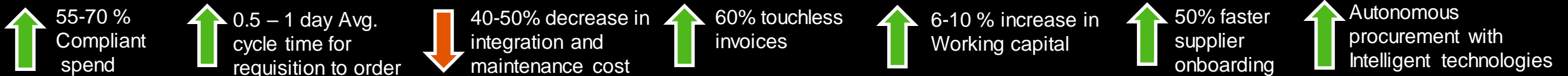1. Sourcing and Contract process enhancements and extensibility planned
2. Adoption of suite qualities such as embedded analytics, auto provisioning and setup and front runner qualities such as OneInbox, MDS and Integration monitoring
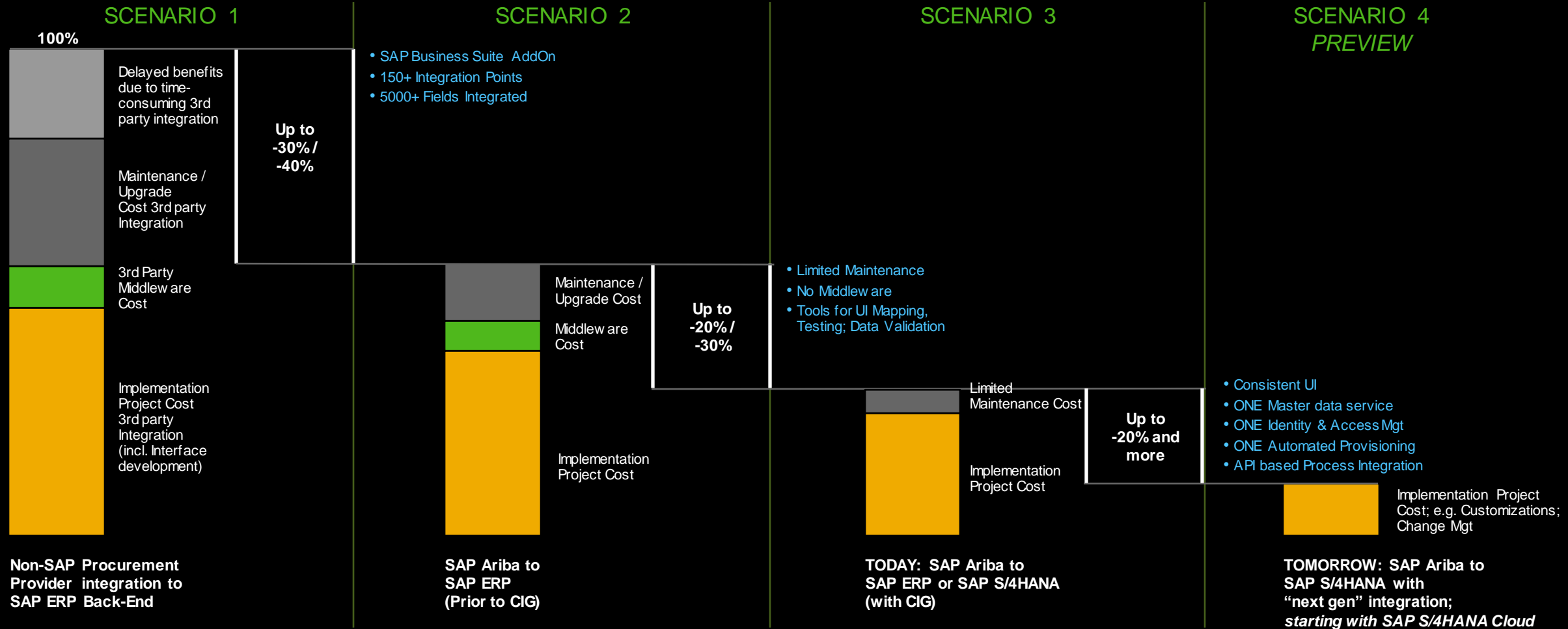
Generic Process Flow

RFQ → Sourcing → Quote Mgmt. → Award → Contract → Operational Contract

Business Outcomes

- ↑ 6-10 % Saving on addressable spend
- ↑ 60-80% spend under management
- ↓ 30-60% reduction in S2C cycle time
- ↑ 8x productivity increase
- ↓ 40-50% decrease in integration and maintenance cost
- ↑ Autonomous procurement with Embedded Intelligence

* Some standard KPI's for greenfield implementation. Refer to SAP Benchmarking assets related to S2P for additional data
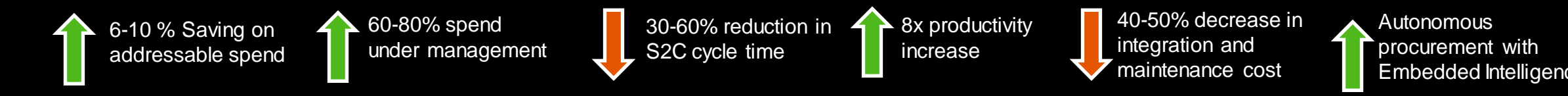
Procure to Pay

Business Scenario Description

Simple, smart and intuitive Guided Buying experience for employees help procurement organizations to scale their purchasing processes across spend categories while enforcing compliance. Users find items across catalogs, including partial items, line of business specific forms, and suppliers in a single search box. The process is seamlessly integration with SAP S/4HANA with purchase requisitions for follow on ordering process. SAP Ariba Commerce Automation integration with suppliers in Ariba Network, lets companies drive productivity with nearly touchless orders and invoices. Because payment is integrated, you can pay your suppliers automatically.

Value Drivers

1. Improved compliance
2. Increased productivity
3. Collaboration automation
4. Better working capital management, digitized invoice processing
5. One platform for trading partners/ suppliers to collaborate on all spends
6. Faster time to value and lower TCO with end-to-end process leveraging suite qualities
7. Best in class user experience

What's New

1. Sub-processes for Guided Buying (2NV), PO Invoice automation, quote automation and lean services collaboration (42K), SoW based procurement with external workforce (22K) and sell side integration (4A1)
2. Central procurement scenario with guided buying (3EN)
3. Embedded Intelligence with Image based buying, Intelligent Approval, Predict delivery of PO items, Catalog item proposals
4. Adoption of 5 suite qualities - Reference Architecture, Aligned Business APIs, Identity Authentication and SSO, Identity Provisioning and Lifecycle Mgmt. (partially, without network), Consistent User Experience

Roadmap 2021:
1. Process enhancements and extensions for commerce automation and guided buying
2. Service procurement and supply chain collaboration processes
3. Adoption of suite qualities such as embedded analytics, auto provisioning and setup and front runner qualities such as OneInbox, MDS and Integration monitoring

Generic Process Flow

Guided Buying → Purchase Requisition → Purchase Order → Goods Receipt → Invoicing → Payment

Business Outcomes

- ↑ 55-70 % Compliant spend
- ↑ 0.5 – 1 day Avg. cycle time for requisition to order
- ↓ 40-50% decrease in integration and maintenance cost
- ↑ 60% touchless invoices
- ↑ 6-10 % increase in Working capital
- ↑ 50% faster supplier onboarding
- ↑ Autonomous procurement with Intelligent technologies

* Some standard KPI's for greenfield implementation. Refer to SAP Benchmarking assets related to S2P for additional data

… Continued Cost (and Risk) Reduction through Standard Integration

Estimated SAP back-end integration TCO (comparison of selected Procurement integration scenarios)

Total cost comparison of SAP back-end integration scenarios (5 yrs, cumulative)

SCENARIO 1

SCENARIO 2

SCENARIO 3

SCENARIO 4
PREVIEW

100%

Delayed benefits due to time-consuming 3rd party integration

Maintenance / Upgrade Cost 3rd party Integration

3rd Party Middleware Cost

Implementation Project Cost 3rd party Integration (incl. Interface development)

Up to -30% / -40%

- SAP Business Suite AddOn
- 150+ Integration Points
- 5000+ Fields Integrated

Maintenance / Upgrade Cost

Middleware Cost

Implementation Project Cost

Up to -20% / -30%

- Limited Maintenance
- No Middleware
- Tools for UI Mapping, Testing; Data Validation

Limited Maintenance Cost

Implementation Project Cost

Up to -20% and more

- Consistent UI
- ONE Master data service
- ONE Identity & Access Mgt
- ONE Automated Provisioning
- API based Process Integration

Implementation Project Cost; e.g. Customizations; Change Mgt

Non-SAP Procurement Provider integration to SAP ERP Back-End

SAP Ariba to SAP ERP (Prior to CIG)

TODAY: SAP Ariba to SAP ERP or SAP S/4HANA (with CIG)

TOMORROW: SAP Ariba to SAP S/4HANA with "next gen" integration; *starting with SAP S/4HANA Cloud*

SAP Road Maps for the Intelligent Enterprise

Thank you !

Contact information:

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Senior Director, Solution Strategy

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THE BEST RUN SAP

Integration of SAP S/4HANA Cloud with SAP Ariba Guided Buying (1911)

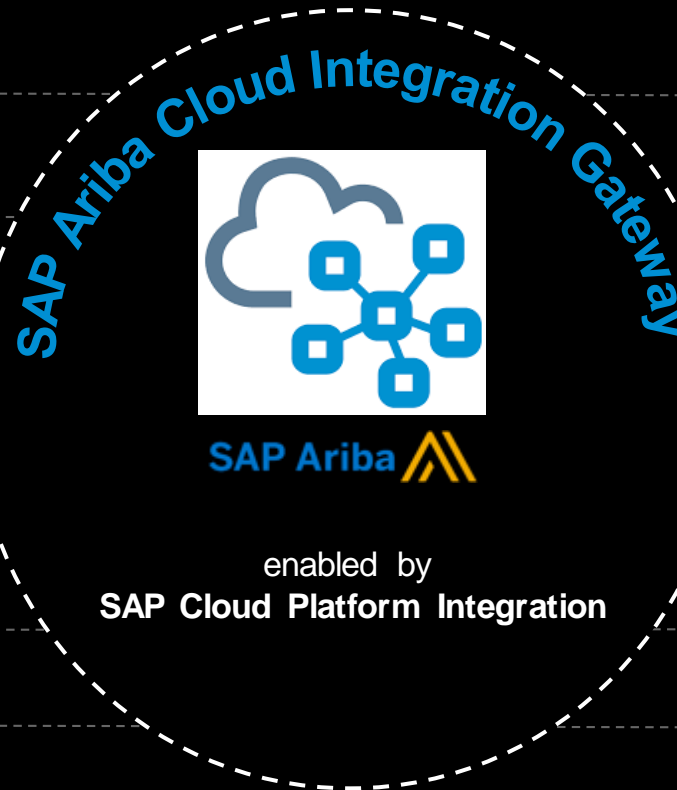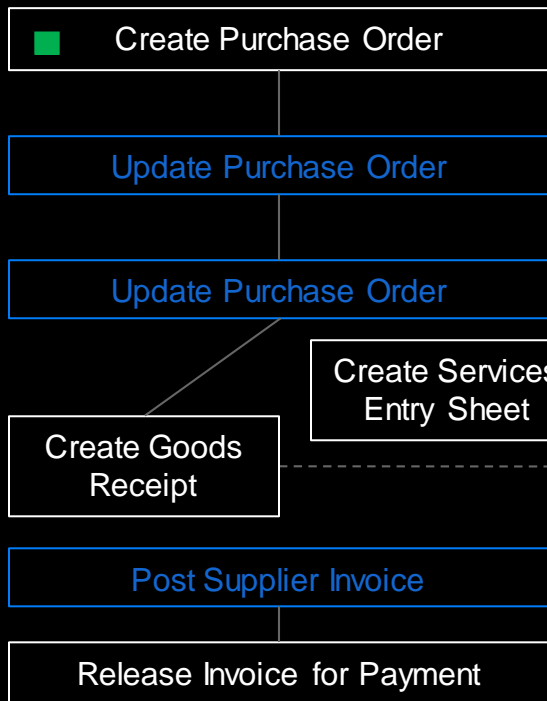**Legend:** ☐ Process step (mainly manual)   ☐ Process step (mainly automatic)   ■ Start process   ■ End Process
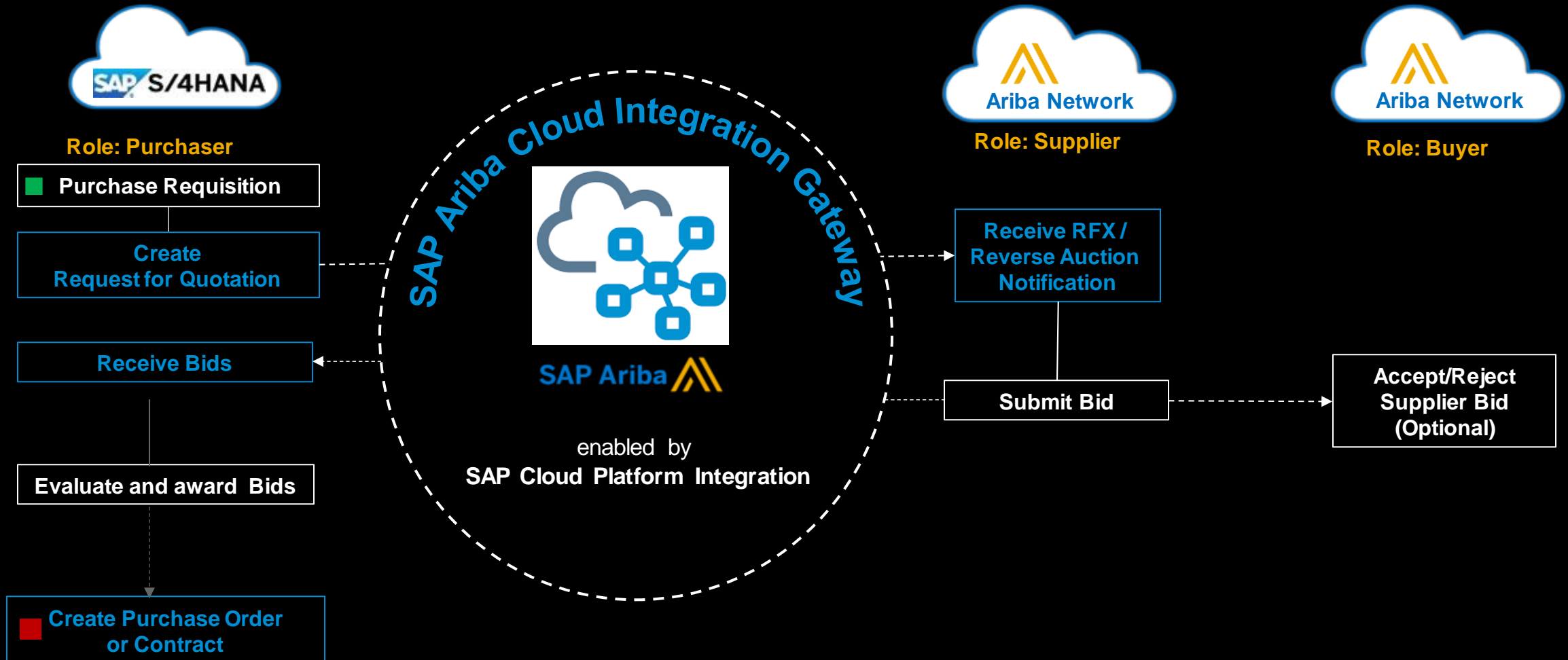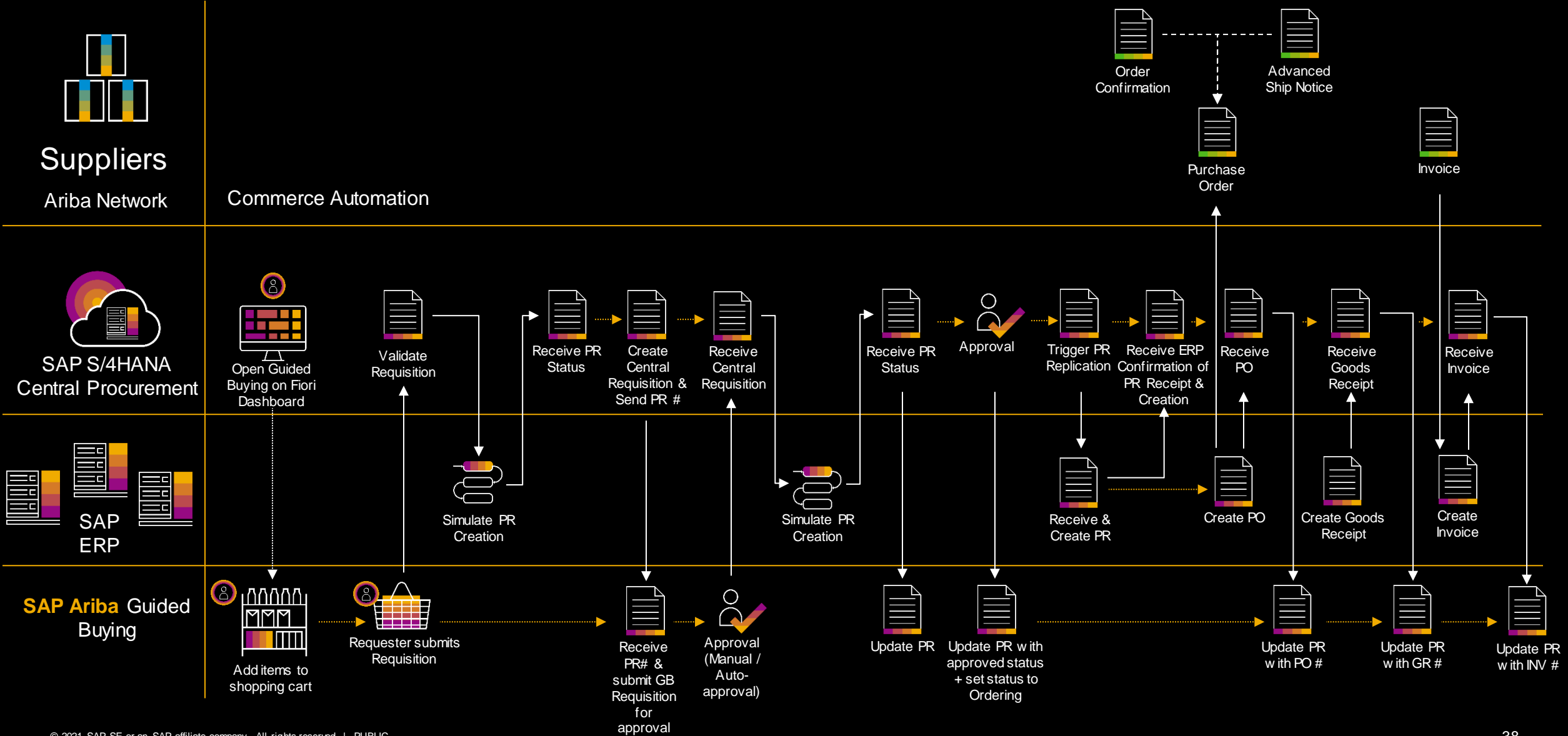
SAP S/4HANA

Buyer Role: Employee
Warehouse Clerk
Accounts Payable Accountant

■ Launch Guided Buying

Check Budget /
Create Purchase Requisition

Release Purchase Requisition

Create Purchase Order

Receive items

Receive Supplier Invoice ■

SAP Ariba Cloud Integration Gateway

SAP Ariba

enabled by
SAP Cloud Platform Integration

SAP Ariba Guided Buying

Buyer Roles: Employee
Approver

Select items into shopping cart

Check and submit shopping cart

Approve shopping cart

Track status updates

Integration of SAP S/4HANA Cloud with SAP Ariba Sourcing (1911)

Legend: ☐ Process step (mainly manual) ☐ Process step (mainly automatic) ■ Start process ■ End Process
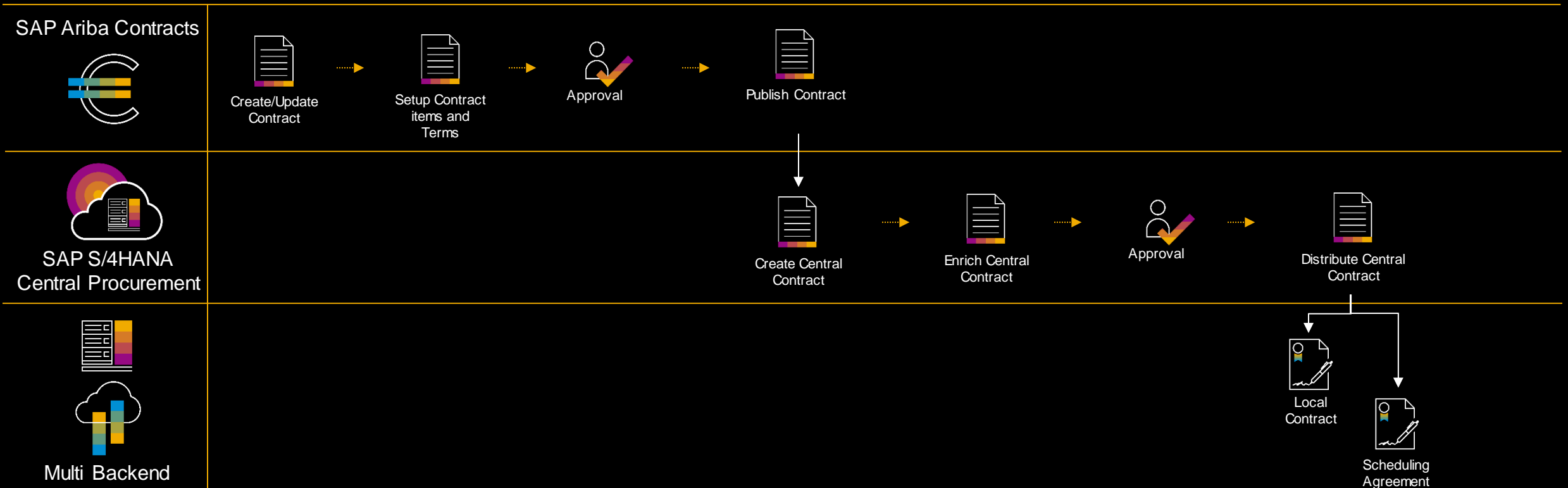
SAP S/4HANA

Role: Purchaser

■ Purchase Requisition

Create Request for Quotation

SAP Ariba Cloud Integration Gateway

enabled by
SAP Cloud Platform Integration

SAP Ariba Sourcing

Role: Sourcing Manager

Create Sourcing Request

Initiate Sourcing Project

Create RFX / Reverse Auction

Receive Bids

Evaluate and award Bids

Forward Quote

Ariba Network

Role: Supplier

Receive RFX / Reverse Auction Notification

Submit Bid

Receive Award Notice

■ Create Purchase Order or Contract
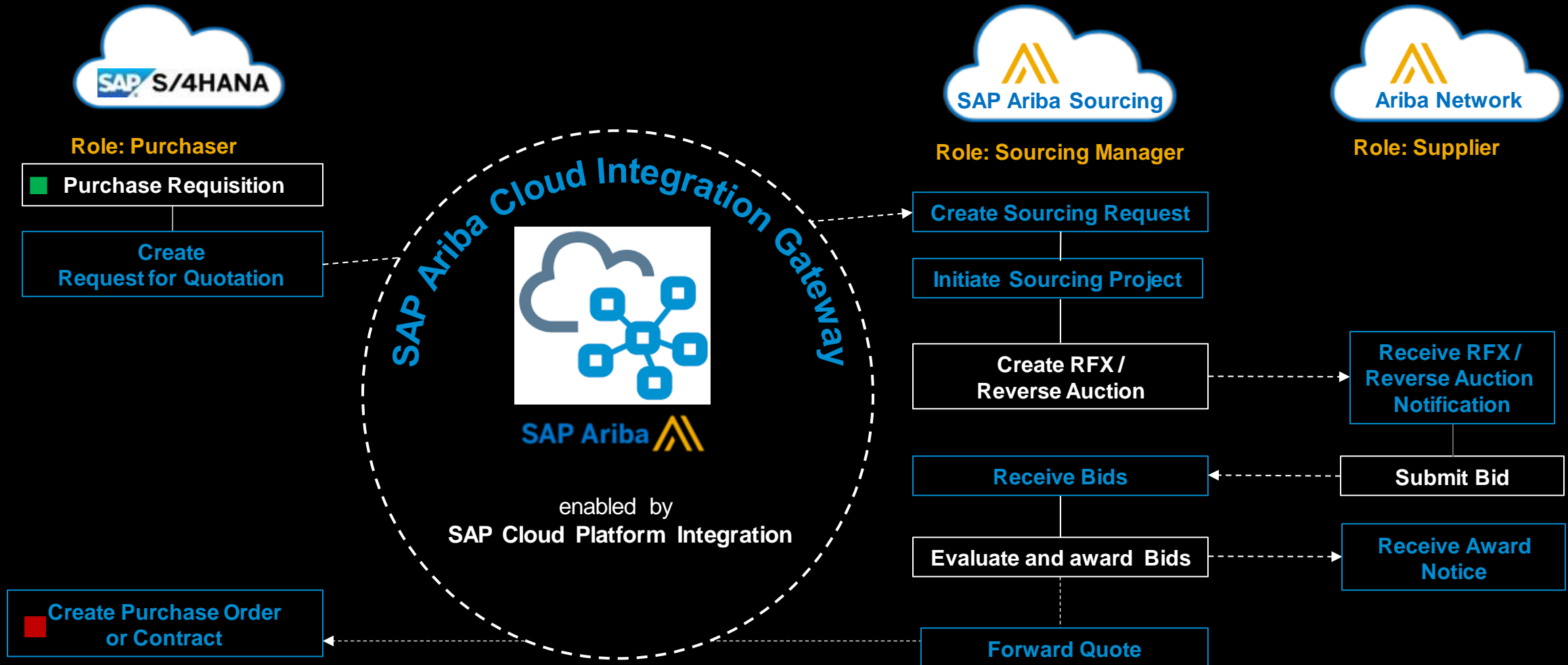
Integration of SAP S/4HANA Cloud with SAP Ariba Commerce Automation

Legend: ☐ Process step (mainly manual) ☐ Process step (mainly automatic) ■ Start process ■ End Process

SAP S/4HANA Cloud

Ariba Network

Buyer Roles: Purchaser, Warehouse Clerk

Supplier Roles: Sales Rep, AR Accountant

SAP Ariba Cloud Integration Gateway

enabled by
SAP Cloud Platform Integration

- ■ Create Purchase Order
- Update Purchase Order
- Update Purchase Order
- Create Services Entry Sheet
- Create Goods Receipt
- Post Supplier Invoice
- Release Invoice for Payment

- Receive Purchase Order
- Confirm Purchase Order
- Send Advance Shipment Notice
- Send Service Entry Sheet
- Receive Goods Receipt Notice
- Send Invoice
- Receive Invoice Status Update ■

Integration of SAP S/4HANA Cloud with SAP Ariba Quote Automation (1911)

Process flow: Integration of SAP S/4HANA Cloud with SAP Ariba Contracts (2002)
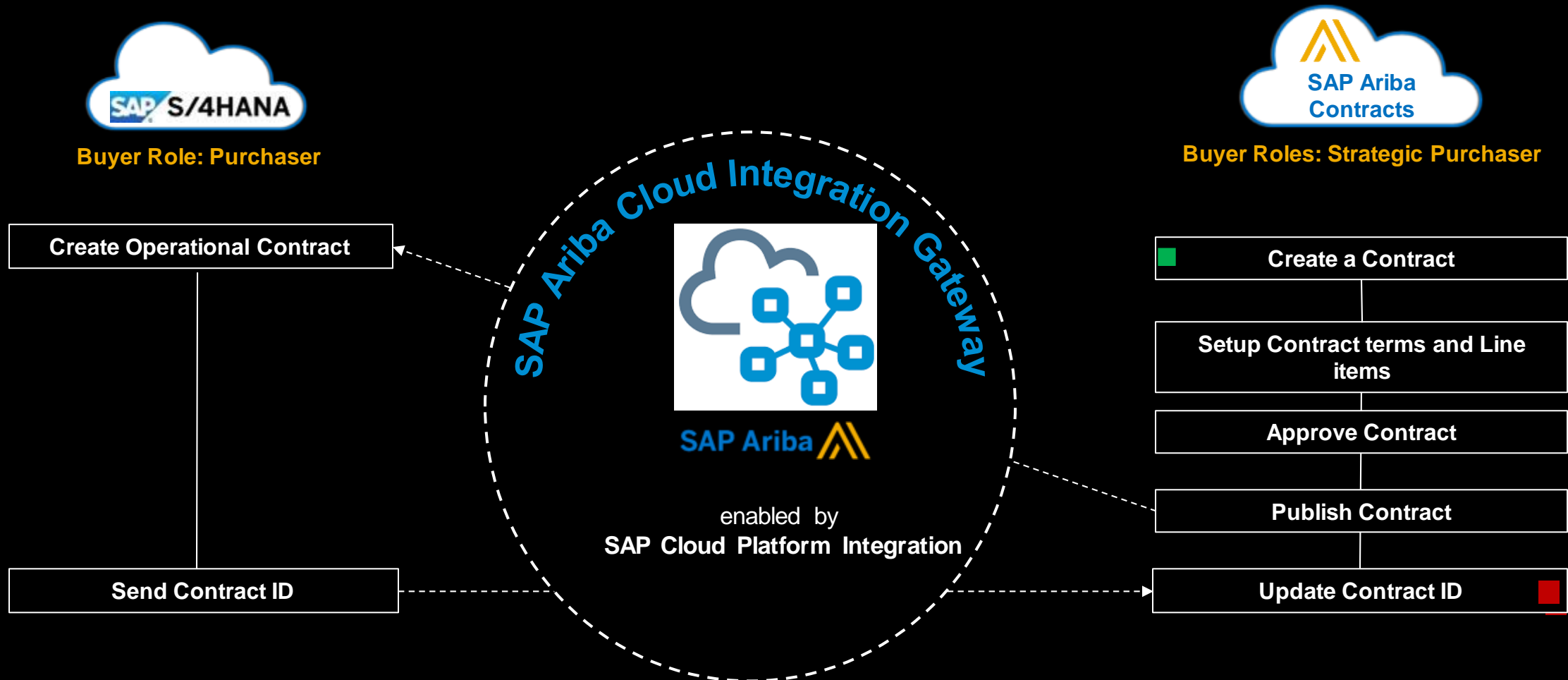
Guided Buying for Central Procurement with SAP Ariba Buying (3EN, 42K Scope)

Ariba Sourcing Integration with S/4HANA Cloud for Central Procurement

Ariba Contract Integration with S/4HANA Cloud for Central Procurement

SAP Ariba Contracts

Create/Update Contract → Setup Contract items and Terms → Approval → Publish Contract

SAP S/4HANA Central Procurement

Create Central Contract → Enrich Central Contract → Approval → Distribute Central Contract

Multi Backend

Local Contract

Scheduling Agreement

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