Process Discovery

Thomas Grande, Business Support Senior Expert, SAP SE
April 13th, 2021
The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. Except for your obligation to protect confidential information, this presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this presentation or any related document, or to develop or release any functionality mentioned therein.

This presentation, or any related document and SAP’s strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this presentation is not a commitment, promise or legal obligation to deliver any material, code or functionality. This presentation is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This presentation is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this presentation, except if such damages were caused by SAP’s intentional or gross negligence.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.
Who is in the call, what role do you have? (multiple answers possible)

- IT
- Customer COE for SAP
- Line of business
- Process organization / responsibility
- SAP Partner / external consulting
Simple order process: Request the Process Discovery Report

Registration process for customers / partners

Visit www.s4hana.com

Register

upload

confirmation e-mail

Have the report generated and delivered

Steps:

Step 1: Visit www.s4hana.com
Step 2: Register and upload
Step 3: Receive a confirmation e-mail
Step 4: Have the report generated and delivered

How to request your own report:
Follow the how-to-guide

Want to know more?
Demo Video
Sample report
Presentation

Questions?
Contact our team

http://www.sap.com/processdiscovery
SAP Business Scenario Recommendations on Spotlight – latest updates

- Overview video, new Spotlight by SAP version (5 mins):
  https://sapvideoa35699dc5.hana.ondemand.com/?entry_id=1_jz1yh6fa

- Blog article (from 1st Dec 2020):

- Analyst’s view on SAP Business Scenario Recommendations – Forrester study:

- Frequently asked questions:

Order page for partners and customers*:
www.s4hana.com

*) There is also a sample report and the How-to-manual on this webpage
Your access to the Spotlight demo – see here or pdf report

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

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

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

Online sample report link and demo user

pdf sample report
Related webinars for additional information

- **Knowledge Transfer for SAP User Groups**

- **Upcoming Webcasts**

- **Webinars with SAP S/4 HANA migration focus ("sap s4hana movement")**
A comprehensive set of tools and services from SAP for a customer’s journey

SAP’s CORE Customer Experience

1. Vision & Strategy
   - Identify opportunities with the Intelligent Enterprise
     - Find out how SAP S/4HANA and the intelligent enterprise supports your business goals
     - Process Discovery
       - Spotlight *
       - Value Mining Service**
         Learn more »

2. Build the Case
   - Benchmark against peers and build your value case
     - Benchmark business KPIs against peers, assess your opportunity to rethink your business processes, and build your value case
     - SAP Value Lifecycle Management
       Learn more »

3. Plan the Path Forward
   - Design your future solution
     - Shape your future landscape and build your own transformation road map
     - SAP Transformation Navigator
       Learn more »

4. Deliver Business Value
   - Evaluate your project complexity
     - Check the readiness of multiple aspects of your SAP ERP 6.x system to migrate to SAP S/4HANA
     - SAP Readiness Check for SAP S/4HANA
       Learn more »

   - Plan and execute your project
     - Accelerate and secure the planning and execution of your transformation
     - SAP Adoption Starter** (link)
     - SAP Enterprise Support** (link)
     - SAP Model Company** (link)
     - SAP Value Assurance** (link)

   - Continuously optimize and innovate
     - Optimize and use better your SAP S/4HANA, and upgrade to the latest release
     - SAP Innovation and Optimization Pathfinder
       Learn more »

   - Understand the SAP product road map
     - Find out which features and innovations are planned to be delivered with future releases and plan your transition accordingly
     - SAP Road Map Explorer
       Learn more »

- Self-Discovery Relevant Scope & Initial Value Map
  - SAP S/4HANA Cards Game
    Learn more »

** service or support offering
Where are you in the SAP S/4HANA transformation?

- We will stay on ERP and do not explore SAP S/4HANA currently
- SAP S/4HANA exploration is ongoing
- Pre-project has started
- Transition project has started
- SAP S/4HANA is live with at least one production system
- All systems already on SAP S/4HANA
- SAP S/4HANA includes a lot of innovation (e.g. machine learning, intelligent enterprise, apps, redesigned processes)
RISE with SAP: What’s really included?
All components included in RISE with SAP offering

SAP S/4HANA CLOUD
Deployment of choice

S/4HANA Public Cloud
Or
S/4HANA Private Cloud

TOOLS & SERVICES

Embedded Services & Tools:
- Readiness Check
- Custom Code Migration App
- Learning Hub – Auto Attached as of RD02

SAP BUSINESS TECHNOLOGY PLATFORM
Platform Services

Cloud Platform Enterprise Agreement Credits (CPEA)
- For Public Cloud:
  min 2k annual credit value, max cap 16K,
  computed as 1% of annual net public cloud value
- For Private Cloud:
  min 4k annual credit value, max cap 16K,
  computed as 1% of annual net private cloud value

SAP BUSINESS NETWORK
Starter Pack*

Ariba Network
- Included: 2,000 documents

Asset Intelligence Network:
- Included: 200 equipments,
  2 connections, and 10 partner portal invitees

Logistics Business Network:
- Included: 1000 documents and either (a) 1
  Logistics Service Provider and one digital
  forwarder or (b) 2 Logistics Service Providers

SAP BTP and Network Starter Pack Accelerator packages are delivered provided customers do not already have the same already licensed
SAP S/4HANA Value Starter

1. Personalized Welcome Letter with customer-specific Point of View Teaser

2. Customer engages with SAP to discuss the Point of View Teaser, to investigate more details about the SAP S/4HANA Value Starter Engagement and to set the focus for the upcoming Value Starter Engagement

3. SAP S/4HANA Simulation

4. Start your journey NOW and click here to register

Value Starter Engagement (3x ½ days)

- Pre-populated outside-in Value Assessment
- Pre-populated customer specific Product Map
- Process Discovery
- Plan the Change

Result Document

© 2021 SAP SE or an SAP affiliate company. All rights reserved. | CUSTOMER
SAP S/4HANA Value Starter Program

The starting point for your customers SAP S/4HANA journey

SAP S/4HANA Value Starter Program in a Nutshell

- Focuses on **WHY** move now to SAP S/4HANA
- Fosters the understanding of the **incremental value** that customers will gain by implementing SAP S/4HANA
- Offers customers a tailored business value focused point of view through an **outside-in perspective**

1. Customers receive a **Personalized Welcome Letter** with customer-specific **Point of View Teaser** based on **360° analysis** (Welcome Package)
2. Customer engages with SAP Experts to set the focus for the upcoming SAP S/4HANA Value Starter Engagement
3. **Value Starter Engagement** in a 3 x ½ day engagement, SAP combines the results from the Welcome Package with the insights from remotely offered workshop sessions
4. **Outcome = Case for Change**
   - Priorities for the Intelligent Enterprise and SAP S/4HANA strategy
   - **Improvement potential** linked to value drivers and incremental capabilities of SAP S/4HANA
   - Individual incremental possible financial benefit of SAP S/4HANA

---

**The Program offers...**

- Customer-specific point of view based on 360° analysis
- Guided 1-to-1 engagement
- Customer-specific benefit case
- 1.5 day effort engagement free of charge

---

**Start your journey NOW and click here to register**

---

*Project Sponsor, High Tech Company, Singapore*

„The SAP S/4HANA Value Starter Program is informative and engaging. This program will be a good starting point for any company who is considering to embark on SAP S/4HANA.”
Storyline example for the CFO
“Understand how to achieve your business goals with SAP innovations.”

1. Business goal
“What does my CEO want me to achieve?”

2. Value drivers
“What should we improve?”

3. Deep dive into performance
“Where are issues in today’s processes?”

4. Deep dive into usage
“How are we working today?”

5. How SAP helps
and what’s different to SAP ERP?
SAP S/4HANA capabilities

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

- **Cash & Liquidity Management**
  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.

- **Additional SAP products**
  - SAP Cash Application
  - Financial Statement Insights
  - SAP Multi-Bank Connectivity

---

<table>
<thead>
<tr>
<th>Capabilities</th>
<th>What peers are using</th>
<th>What you use today</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Accounting</td>
<td>★★★★</td>
<td>★★★★</td>
</tr>
<tr>
<td>Collections Management</td>
<td>★★★</td>
<td>No usage detected</td>
</tr>
</tbody>
</table>
Introducing Process Discovery

Executive summary
Starting point to build a case for SAP S/4HANA
Easy to share including direct links to Process Discovery solution

Audience: Business executives
Audience: Process Experts

Process Discovery Solution

Online application
(Currently named Spotlight)

Deep-dive into process performance and efficiency
Identification of areas for improvement and automation potential
Tool-based support to identify standardization opportunities

Process Discovery Summary
Interactive PDF document
(Evolution of SAP Business Scenario Recommendations)

Process Discovery for SAP S/4HANA Transformation

Process Discovery free of charge for customers on SAP Maintenance
Request process overview for Customers and Partners

1. Extract data from customer system
   - Implement SAP Notes 2745851 and 2758146 in productive SAP ERP system
   - Run data extraction report and download ZIP file

2. Initiate your request
   - Initiate your request – go to: www.s4hana.com
   - Fill in the form with your data and select the option “Customer” or “Partner” in the Relationship box
   - Upload the file and submit

3. Confirm your request
   - After submitting your request you will receive an e-mail to confirm your e-mail address
   - SAP will start to generate the report after your confirmation

4. SAP will share results report
   - SAP will send you the results report via e-mail

5. Discuss the result with your customer
   - Share the report result with your customer involving Business and IT stakeholders together with your solution experts

How-To Guide ➤
What’s new in Process Discovery?

2019
- Release 1909 of SAP S/4HANA information is available since October 2019
- LoB Asset Management is available as 6th LoB
- Improved layout and information for process performance indicators

2020
- Sales returns process added
- Video and demo links for many business scenarios
- Enhanced information for SAP extensions outside the SAP S/4HANA core (eg. additional SAP S/4HANA engines, cloud extensions and apps, machine learning)

2021 – and future innovations
- Links to dedicated roles per Fiori
- Best Practices Explorer access per business scenario
- Deep link to the new Roadmap Explorer per business scenario
- SAP Spotlight report in new version
- New recommendations for apps, situation handling and more
- Continuous improvement of KPIs and recommendations
Which innovations are most important for you?

► ERP Enhancement packages
► SAP S/4HANA Core
► Cloud Products (like Ariba, Cloud4Sales, Success Factors)
► Intelligent Enterprise (Machine learning, Robotics automation, Apps)
► Industry specific solutions (e.g. Utilities, Automotive, Oil&Gas)
► SAP Fiori
► Analytics
Example
SAP Business Scenario Recommendations (next generation)
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**
- Increase revenue growth
- Reduce research and development expense
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

2. Leverage Intelligent Technologies
   - SAP point of view towards technological impacts
   - Understand how these intelligent technologies improve everyday business

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

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

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

Read the industry whitepaper »
SAP industry point of view »
SAP industry value paper »
Leverage Intelligent Technologies »
Get the poster »
See target architecture with SAP Industry Digital Transformation »
Get the SAP road map »
Plan with SAP Capabilities »
Implement smoothly with SAP Model Company »
SAP Model Company for your industry »

© 2021 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
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

**Sourcing & Procurement**
- Reduce procurement function costs

6 Customer-specific recommendations

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

12 Customer-specific recommendations

**Supply Chain**
- Reduce days in inventory

7 Customer-specific recommendations

**Manufacturing**
- Reduce total manufacturing costs
- Accelerate manufacturing cycle time

13 Customer-specific recommendations

**Asset Management**
- Reduce unplanned downtime or outage
- Reduce asset data management cost

4 Customer-specific recommendations

Lines of Business:

- **Finance** (High usage)
- **Sourcing & Procurement** (Medium usage)
- **Sales** (High usage)
- **Supply Chain** (Medium usage)
- **Manufacturing** (High usage)
- **Asset Management** (Low usage)
### Manufacturing: Your Current Process Performance in SAP ERP System “PRD”

#### Value Drivers:

<table>
<thead>
<tr>
<th>Value Driver</th>
<th>Description</th>
<th>Focus Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accelerate Manufacturing Cycle Times</td>
<td>2.409 Planned but not converted in time</td>
<td>Production order creation</td>
</tr>
<tr>
<td>Reduce Total Manufacturing Costs</td>
<td>13% Production orders automatically created</td>
<td>Production order release</td>
</tr>
<tr>
<td></td>
<td>24 days Lead time: Prod. order creation to release</td>
<td>Production order confirmation</td>
</tr>
<tr>
<td></td>
<td>2 days Lead time: Prod. order release to delivery</td>
<td>Production order delivery</td>
</tr>
</tbody>
</table>

#### How SAP helps:

- **Material Requirements Planning**: ★★★
- **Demand-Driven Replenishment**: ★★★
- **Constraint Based Production Planning**: ★★★
- **Production Control**: ★★★
- **Production Execution**: ★★★

---

© 2020 SAP SE or an SAP affiliate company. All rights reserved. Confidential limited to customer.
Findings and Benchmark
What we measured

2,409 documents
Planned orders not converted into production orders in time
Absolute number of planned orders not converted into production orders, although the planned delivery date is already in the past.

Learn more »

Aging Distribution:

<table>
<thead>
<tr>
<th>Aging</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 months old</td>
<td>1,052</td>
<td>44%</td>
</tr>
<tr>
<td>3-6 months old</td>
<td>412</td>
<td>17%</td>
</tr>
<tr>
<td>6-12 months old</td>
<td>211</td>
<td>9%</td>
</tr>
<tr>
<td>1-3 years old</td>
<td>80</td>
<td>3%</td>
</tr>
<tr>
<td>3+ years old</td>
<td>654</td>
<td>27%</td>
</tr>
</tbody>
</table>

Top 5 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F04 Factory Portugal</td>
<td>1,299</td>
<td>54%</td>
</tr>
<tr>
<td>F05 Factory India</td>
<td>449</td>
<td>19%</td>
</tr>
<tr>
<td>F20 Factory Mexico</td>
<td>216</td>
<td>9%</td>
</tr>
<tr>
<td>F21 Factory Spain</td>
<td>121</td>
<td>5%</td>
</tr>
<tr>
<td>F22 Factory Brazil II</td>
<td>22</td>
<td>1%</td>
</tr>
</tbody>
</table>

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/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
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.

**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.
- **1909 release highlight: 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.

**Further Information**

[Business scenario details »](#)
[Related SAP Fiori apps »](#)
[Plan to product - MRP »](#)
[SAP Integrated Business Planning »](#)

[Back to innovation overview »](#)
## Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage

The table below shows SAP S/4HANA 1909 business scenarios that are enhancing process areas which you are already running.

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

* = In addition to the used SAP transactions, we found overall 29 used custom code transactions.
### Additional SAP S/4HANA Business Scenarios

The table below shows additional SAP S/4HANA 1909 business scenarios you could benefit from.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP FIORI APPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recipe/Routing Management</td>
<td>★ ★ ★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Repetitive Manufacturing</td>
<td>★ ★ ★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Constraint Based Production Planning</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Extended Production Operations</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kanban</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturing Engineering</td>
<td>New</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = 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.
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 manufacturer/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
## CUSTOMER-SPECIFIC RECOMMENDATIONS

### Company
Isgec Hitachi Zosen Ltd. (IHZL)

### Headquarter
Gujarat, India

### Website
www.isgec.com
/processsequipment
/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

---

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

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

---

### CUSTOMER REFERENCE

50% Reduction in manufacturing cycle time

30% Reduction in order lead time

50% Faster material requirements planning
DEMO END

SAP Business Scenario Recommendations (next generation)
Spotlight’s Additional Capabilities

SAP S/4HANA conformity

Usage of custom and partner code

Usage analysis and recommendations
Which other tools would be helpful for your transformation to SAP S/4HANA?

► Kindly respond in the chat!
2 slides on BPI
Which process optimization tools do you use today?

➢ Process Analytics and Mining (PA)
➢ Process Design / Simulation (PS)
➢ Process Robotics (PR)
➢ Process Governance and Monitoring (PG)
Simple order process: Request the Next-Generation SAP Business Scenario Recommendations

Registration process for customers / partners

Visit www.s4hana.com

Step 1
Visit www.s4hana.com

Step 2
Register and upload

Step 3
Receive a confirmation e-mail

Have the report generated and delivered

How to request your own report:
Follow the how-to-guide
Want to know more?
Demo Video
Sample report
Presentation
Questions?
Contact our team
SAP Pathfinder 2.0
- example SAP S/4HANA live customer

What is the value of upgrading to the latest release?
A comprehensive set of tools and services from SAP for a customer’s journey

SAP’s CORE Customer Experience

1. Vision & Strategy
2. Build the Case
3. Plan the Path Forward
4. Deliver Business Value

Identify opportunities with the Intelligent Enterprise
- Benchmark against peers and build your value case
  - Benchmark business KPIs against peers, assess your opportunity to rethink your business processes, and build your value case
  - SAP Business Scenario Recommendations
    + Spotlight *
    + Value Mining Service**
      Learn more »

Design your future solution
- Shape your future landscape and build your transformation road map
  - SAP Transformation Navigator
    Learn more »

Evaluate your project complexity
- Check the readiness of multiple aspects of your SAP ERP 6.x system to migrate to SAP S/4HANA
  - SAP Readiness Check for SAP S/4HANA
    Learn more »

Plan and execute your project
- Accelerate and secure the planning and execution of your transformation
  - SAP Adoption Starter** (link)
  - SAP Enterprise Support** (link)
  - SAP Model Company** (link)
  - SAP Value Assurance** (link)

Continuously optimize and innovate
- Optimize and use better your SAP S/4HANA, and upgrade to the latest release
  - SAP Innovation and Optimization Pathfinder
    Learn more »

NEW

Self-Discovery Relevant Scope & Initial Value Map
- SAP S/4HANA Cards Game
  Learn more »

Understand the SAP product road map
- Find out which features and innovations are planned to be delivered with future releases and plan your transition accordingly
  - SAP Road Map Explorer
    Learn more »

** service or support offering
Why Business Process Intelligence

- A comprehensive portfolio to drive your process transformation beyond functional silos
- Holistic approach supporting transformations and process improvements end-to-end
- Transformation and improvement derived from business strategy into operations and not the other way around
- Seamless handover from process insights to improvement actions
Webinar in the Knowledge for you series:
May 11th, 2021
10 am CEST
(Germany time)

https://webinars.sap.com/sap-user-groups-k4u/en/rise_with_sap#210511
Thank you

Thomas Grande
Business Support Senior Expert
Global Customer Value Services
/ SAP Pathfinder

SAP SE
Dietmar-Hopp-Allee16
69190 Walldorf, Germany
T +49 6227 7 70677
M +49-151-1680 9839
E t.grande@sap.com
http://www.sap.com