



# Process Discovery

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PUBLIC

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# 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](http://www.s4hana.com)



Register

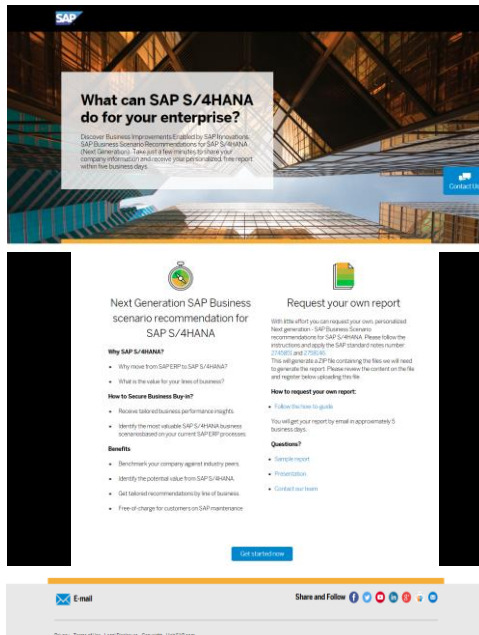
upload



confirmation e-mail



Have the report  
generated and delivered



Register

Arbeitsanforderung

Location

Country:

Phone Select:

City:

About You

First Name:

Last Name:

E-Mail:

Customer number:

Required SAP Installation Information

System ID:

Installation number:

To request the Next Generation SAP Business Scenario Recommendation for SAP S/4HANA, please follow the instructions and click the SAP standard menu number 1121021 and 1121022.

This will generate a ZIP file containing the files we will need to generate the report. Please review the content on the file and register before uploading the file.

How to request your own report:

- Follow the how-to guide
- You will get your report by email in approximately 5 business days.

Questions?

- Sample report
- Registration
- Contact our team

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](https://sapvideoa35699dc5.hana.ondemand.com/?entry_id=1_jz1yh6fa)



- **Blog article (from 1st Dec 2020):**  
<https://blogs.sap.com/2020/12/01/new-version-available-sap-business-scenario-recommendations-on-spotlight/>



- **Analyst's view on SAP Business Scenario Recommendations – Forrester study:**  
<https://www.sap.com/documents/2020/07/fc6b527b-a67d-0010-87a3-c30de2ffd8ff.html>



- **Frequently asked questions:**  
<https://d.dam.sap.com/a/isu93iz/BSR%20on%20Spotlight%20FAQ%20-%20external%20-%20V2.0.pdf>

**Order page for partners and customers\*: [www.s4hana.com](http://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

INTRODUCTION

ONLINE REPORT

INDUSTRY TRENDS

INDUSTRY ACCELERATORS

## 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](mailto:demo.user@getspotlight.io)  
**Password:** Demo1234!



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

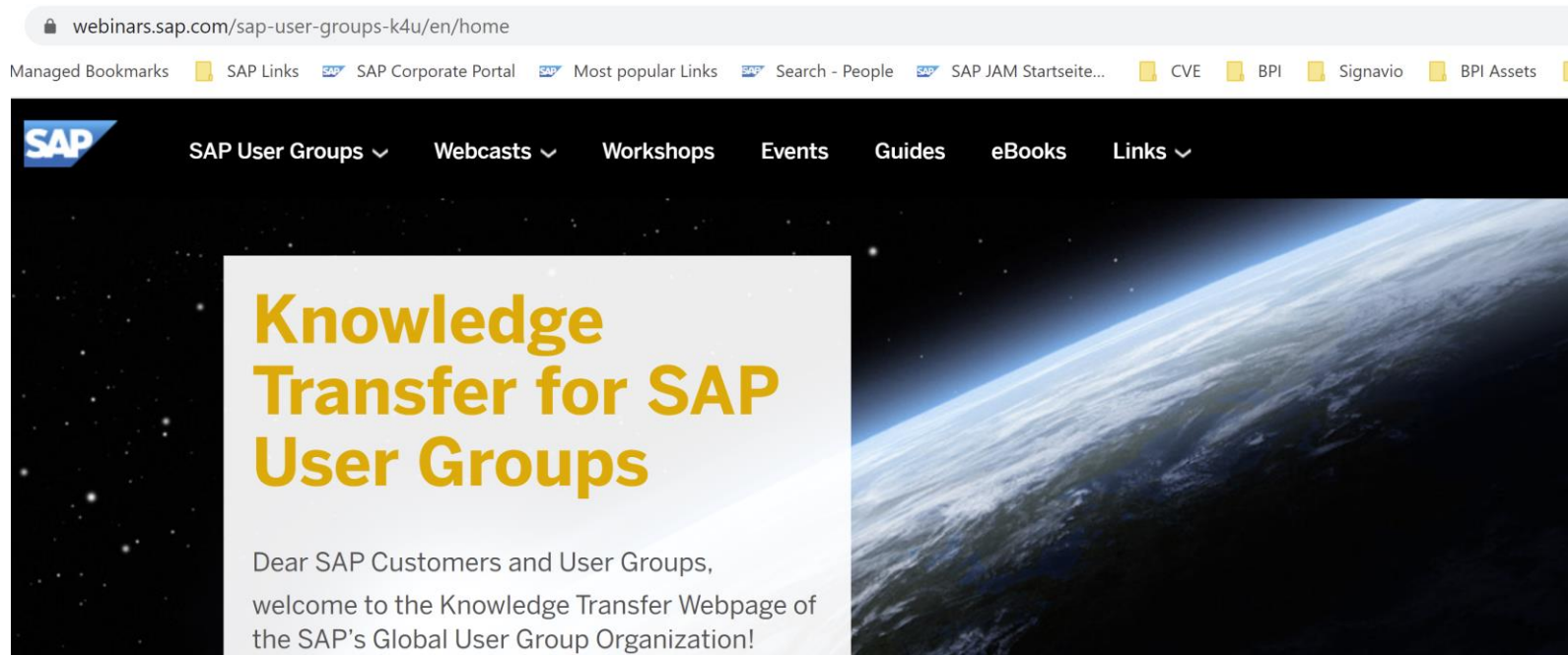
Online sample report link and demo user



[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

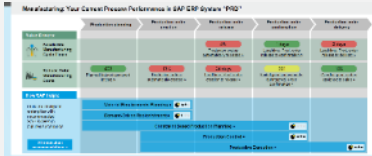
### 1. Vision & Strategy

### 2. Build the Case

### 3. Plan the Path Forward

### 4. Deliver Business Value

#### 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 »](#)

#### Benchmark against peers and build your value case

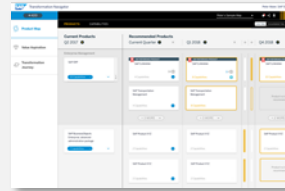


Benchmark business KPIs against peers, assess your opportunity to rethink your business processes, and build your value case

#### SAP Value Lifecycle Management

[Learn more »](#)

#### Design your future solution



Shape your future landscape and build your own transformation road map

#### SAP Transformation Navigator

[Learn more »](#)

#### Evaluate your project complexity

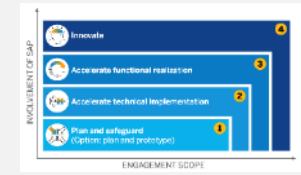


Check the readiness of multiple aspects of your SAP ERP 6.x system to migrate to SAP S/4HANA

#### 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 »](#)

#### 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 »](#)

NEW

\*\* service or support offering

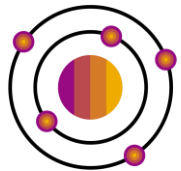


# Where are you in the SAP S/4HANA transformation?

- 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  
PROCESS INTELLIGENCE  
Discovery Reports

- Identify and implement business process improvements through process analysis
- Process Discovery opportunities through [Free Online One Time Report](#)
- Receive tailored Recommendation



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

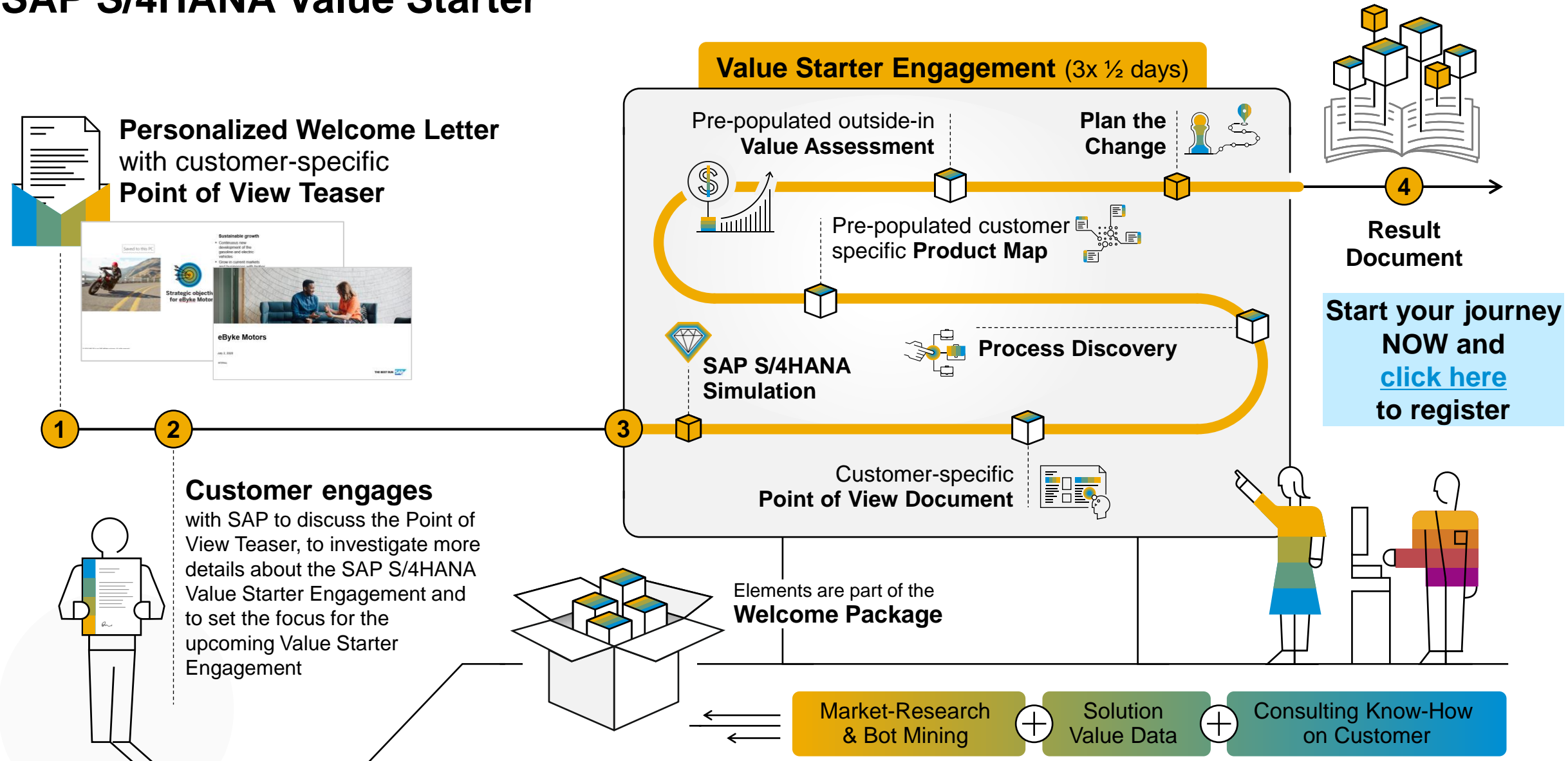
## Asset Intelligence Network:

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

## Logistics Business Network:

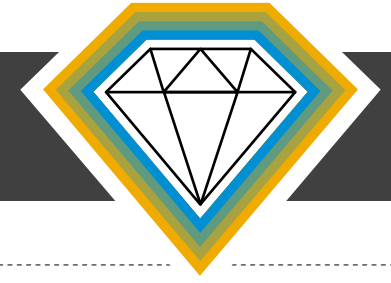
- Included: 1000 documents and either (a) 1 Logistics Service Provider and one digital forwarder or (b) 2 Logistics Service Providers

# SAP S/4HANA Value Starter



# SAP S/4HANA Value Starter Program

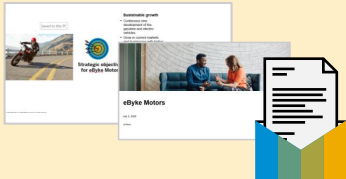
The starting point for your customers SAP S/4HANA journey



## 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**

Customers receive a **Personalized Welcome Letter** with customer-specific **Point of View Teaser** based on **360° analysis** (Welcome Package)



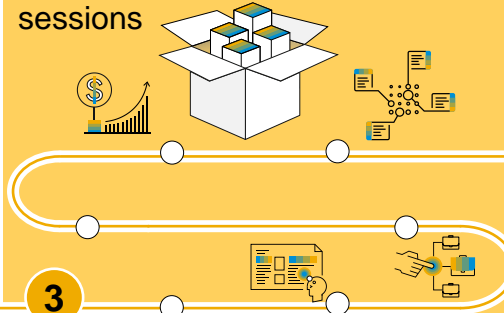
1

**Customer engages with SAP Experts** to set the focus for the upcoming SAP S/4HANA Value Starter Engagement



2

**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



3

### 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

4



## 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



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."

**Start your journey NOW and [click here to register](#)**



# Storyline example for the CFO

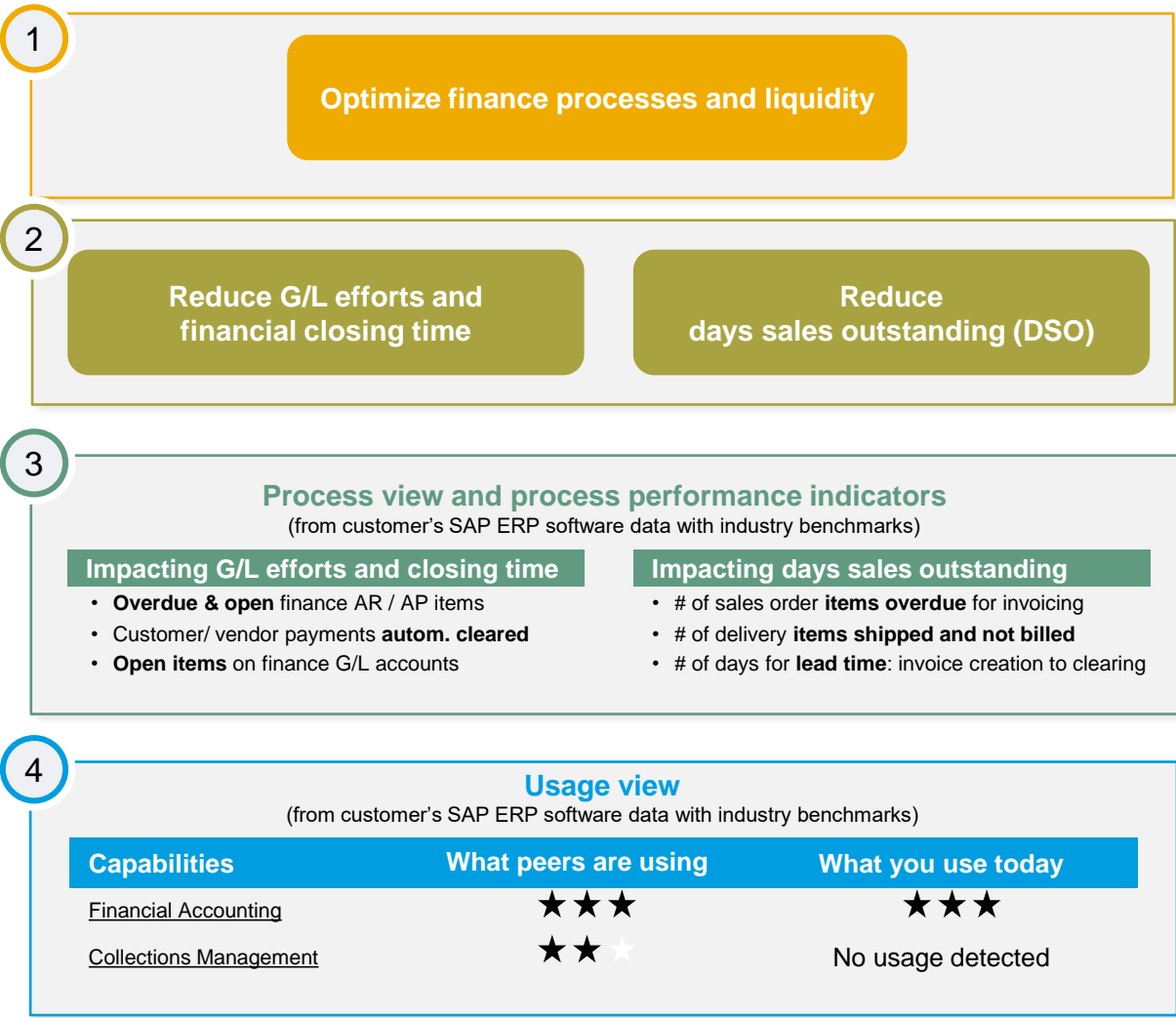
## “Understand how to achieve your business goals with SAP innovations.”

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

**Value drivers**  
“What should we improve?”

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

**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.

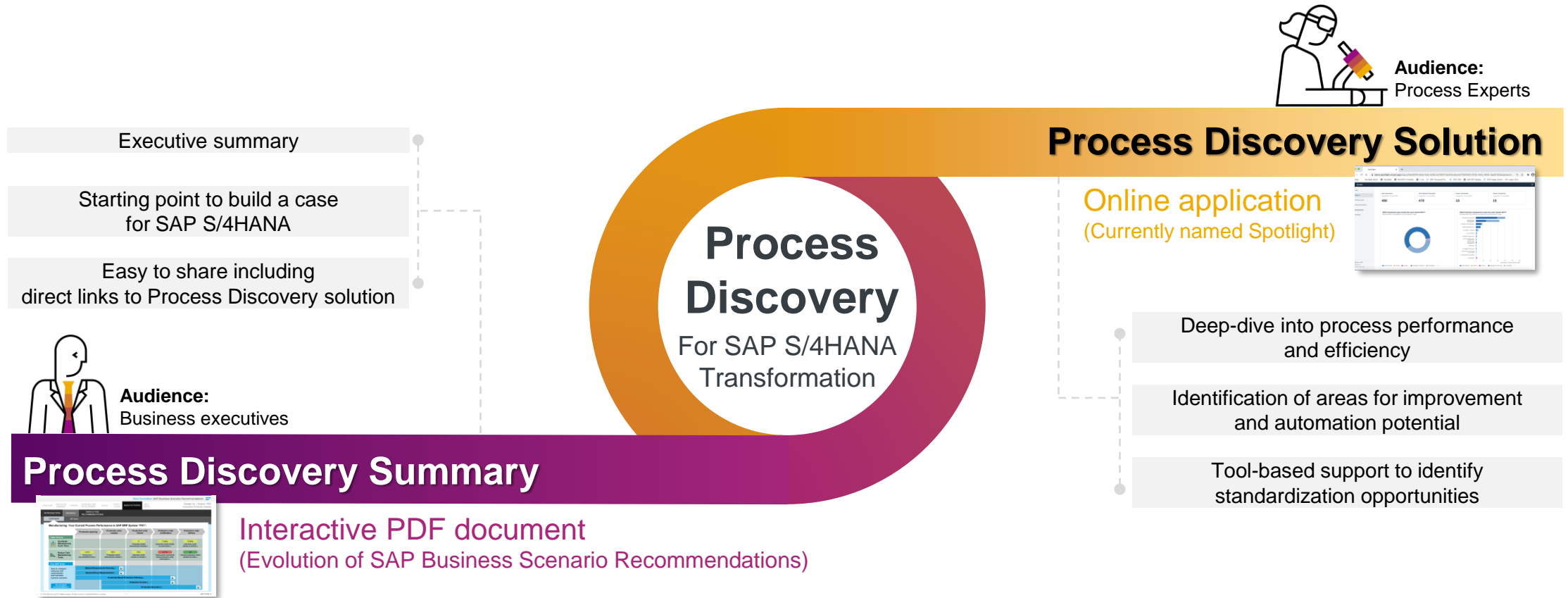
**Cash & Liquidity Management**  
Gain real-time insight into global cash and liquidity with SAP S/4HANA. Position cash accurately and analyze enterprise-wide cash flows within a timeframe of choice.

+

Additional SAP products

SAP Cash Application  
Financial Statement Insights  
SAP Mult-Bank Connectivity

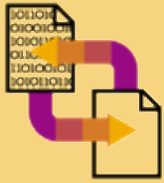
# Introducing Process Discovery





# 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

**How-To Guide »**

## 2 Initiate your request



- Initiate your request – go to: [www.s4hana.com](http://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



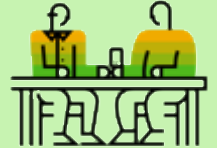
- After submitting your request you will receive an e-mail to confirm your e-mail address
- SAP will start to generate the report after your confirmation

## 4 SAP will share results report



- SAP will send you the results report via e-mail

## 5 Discuss the result with your customer



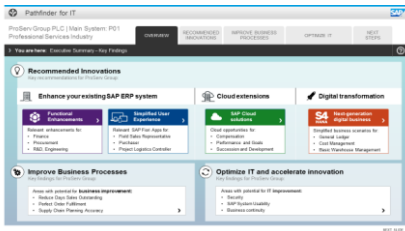
- Share the report result with your customer involving Business and IT stakeholders together with your solution experts

# Customer Value Experience (external links)

## Tools for Support and Innovation Acceleration

### Starting Point: Pathfinder

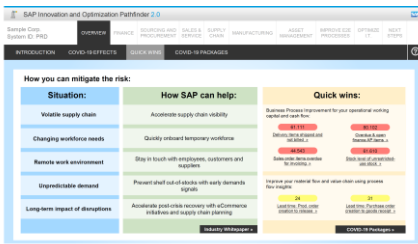
Assess the situation and identify potential value



#### SAP Innovation and Optimization Pathfinder *for IT*

Innovation recommendations, industry benchmarks and recommendations for business and IT to optimize SAP solutions

<http://www.sap.com/pathfinder>



#### SAP Innovation and Optimization Pathfinder *2.0 (now entering pilot phase – please reach out to t.grande@sap.com for Pilot participation)*

Updated version of the SAP Pathfinder – launched in pilot mode in July 2020.

<http://www.sap.com/pathfinder2>

### Detailed Innovation and Improvement Recommendations

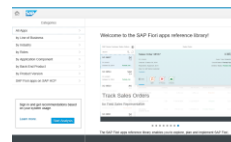
Identify relevant innovations and optimize TCO



#### (Next-Generation) SAP Business scenario recommendations

Simplified business processes with SAP S/4HANA – next generation with usage data and key performance indicators – classic version also still available (but requested much less than new version)

<http://www.s4hana.com/>



#### SAP Fiori apps library & recommendations

Recommendation of relevant SAP Fiori apps to enable new user experience

<http://www.sap.com/fiori-apps-library>

<http://www.sap.com/FAR>



#### Innovation Discovery

Improvements, enhancements and new functionality for SAP products

<http://www.sap.com/innovationdiscovery>



#### SAP Solution Manager value report

IT TCO optimization with SAP Solution Manager

<http://www.sap.com/solman-value>

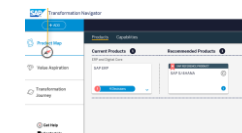
### Strategy and Roadmap

Product and landscape roadmap

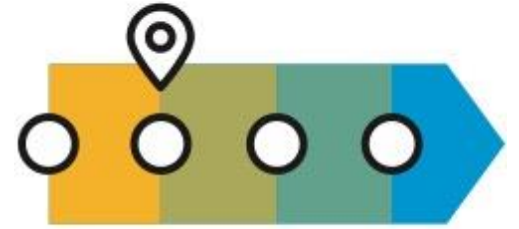
#### SAP Transformation Navigator

Build a product roadmap for your digital transformation journey

<http://www.sap.com/transformationnavigator>



# 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)

- Links to dedicated roles per Fiori
- Best Practices Explorer access per business scenario
- Deep link to the new Roadmap Explorer per business scenario

## 2021 – and future innovations

- 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**



## 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

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	<b>MANUFACTURING</b>	ASSET MANAGEMENT	NEXT STEPS
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**Example: Manufacturing**

INTRODUCTION	FINDINGS	RECOMMENDATIONS
OVERVIEW	DETAILS	

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

	Production planning	Production order creation	Production order release	Production order confirmation	Production order delivery
<b>Value Drivers:</b>					
 <b>Accelerate Manufacturing Cycle Times</b>			<b>4%</b> <u>Production orders automatically released »</u>	<b>1 days</b> <u>Lead time: Prod. order release to confirmation »</u>	<b>2 days</b> <u>Lead time: Prod. order release to delivery »</u>
 <b>Reduce Total Manufacturing Costs</b>	<b>2.409</b> <u>Planned but not converted in time »</u>	<b>13%</b> <u>Production orders automatically created »</u>	<b>24 days</b> <u>Lead time: Prod. order creation to release »</u>	<b>331</b> <u>Failed goods movements during prod. order confirmation »</u>	<b>133</b> <u>Overdue prod. orders assigned to sales »</u>
<b>How SAP helps:</b>					
Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.  <b>All innovation recommendations »</b>	<b>Material Requirements Planning »</b>  ★★ ★				
	<b>Demand-Driven Replenishment »</b>  ★ ★ ★				
	<b>Constraint Based Production Planning »</b>			 ★ ★ ★ ★	
	<b>Production Control »</b>			 ★ ★ ★ ★	
	<b>Production Execution »</b>				 ★ ★ ★ ★

Planned orders not converted into production orders in time

Findings and Benchmark

What we measured

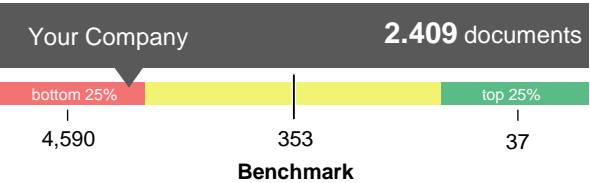
2.409 documents

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](#) »

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
1.052	412	211	80	654
44%	17%	9%	3%	27%

Top 5 Plants:

Plant	Documents	Percent
F04 Factory Portugal	1.299	54%
F05 Factory India	449	19%
F20 Factory Mexico	216	9%
F21 Factory Spain	121	5%
F22 Factory Brazil II	22	1%

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

[Back to Overview](#) »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	Sample Customer System: PRD
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INTRODUCTION	FINDINGS	RECOMMENDATIONS				
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL BUSINESS SCENARIOS	DETAILS 6/19	EXAMPLE	CUSTOMER REFERENCE		

## 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.
- **1909 release highlight: Predictive material and resource planning (pMRP) application and process manufacturing**  
**NEW with SAP S/4HANA 1909:** 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

Details

Business scenario details »

Demo

Related SAP Fiori apps »

Additional SAP products










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.










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

\* = 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.

SAP S/4HANA BUSINESS SCENARIO	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
<a href="#">Recipe/Routing Management</a>	★ ★ ★		
<a href="#">Repetitive Manufacturing</a>	★ ★ ★		
<a href="#">Constraint Based Production Planning</a>	New		
<a href="#">Extended Production Operations</a>	New		
<a href="#">Kanban</a>	New		
<a href="#">Manufacturing Engineering</a>	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.

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	<b>MANUFACTURING</b>	ASSET MANAGEMENT	NEXT STEPS	Sample Customer System: PRD
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INTRODUCTION

FINDINGS

RECOMMENDATIONS

CUSTOMER-SPECIFIC RECOMMENDATIONS

ADDITIONAL BUSINESS SCENARIOS

DETAILS

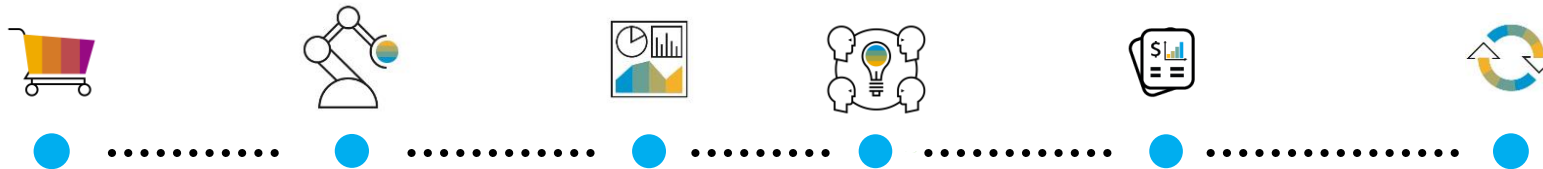
**EXAMPLE**

CUSTOMER REFERENCE

## 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 »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	NEXT STEPS	Sample Customer System: PRD	
INTRODUCTION		FINDINGS	RECOMMENDATIONS							
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL BUSINESS SCENARIOS		DETAILS	EXAMPLE	CUSTOMER REFERENCE			
<p><b>Company</b> Isgec Hitachi Zosen Ltd. (IHZL)</p> <p><b>Headquarter</b> Gujarat, India</p> <p><b>Website</b> www.isgec.com /processequipment /ba-pe-hitachi.php</p> <p><b>Industry</b> Mill products</p> <p><b>Products and Services</b> Manufacture of critical equipment for refinery, fertilizer, and petrochemical industries</p> <p><b>Employees</b> 4,000</p> <p><b>Revenue</b> US\$450 million</p> <p><b>SAP® Solutions</b> SAP S/4HANA®, SAP Fiori® apps</p>			<p><b>Before: Challenges and Opportunities</b></p> <ul style="list-style-type: none"><li>• Accurately track the availability of material for made-to-order products</li><li>• Migrate from an Oracle-based PowerTerm solution for better insight into financial and procurement operations</li><li>• Gain better control over inventory using live tracking and valuation</li><li>• Reduce supply chain risk and the risk of procurement errors</li></ul> <p><b>Why SAP and KPIT Technologies</b></p> <ul style="list-style-type: none"><li>• SAP S/4HANA for a single source of data on inventory turnover, material flow, and stock transfers</li><li>• SAP Fiori apps for an any-device, mobile-first, role-based user experience that simplifies employee engagement and boosts productivity</li><li>• Faster project completion with expertise and best practices from KPIT Technologies</li></ul> <p><b>After: Value-Driven Results</b></p> <ul style="list-style-type: none"><li>• Optimized supply chain with real-time inventory visibility, from purchase requisition to goods receipt</li><li>• Faster production using touch-screen technology that allows workers to order consumables instantly</li><li>• Improved visibility of raw-material consumption and goods-in-transit stock</li><li>• Better non-destructive testing quality controls using automated monitoring and reporting</li></ul> <hr/> <p>“Real-time intelligence helps us eliminate errors and reduce risk.” Harbir Singh, Head of Operations, Isgec Hitachi Zosen Ltd.</p>				<p><b>50%</b> Reduction in manufacturing cycle time</p> <p><b>30%</b> Reduction in order lead time</p> <p><b>50%</b> Faster material requirements planning</p>			
Studio SAP   52037enUS (17/10)   This content is approved by the customer and may not be altered under any circumstances.										

Studio SAP | 52037enUS (17/10) | This content is approved by the customer and may not be altered under any circumstances.

#SAPPartnerSummit

# DEMO END

**SAP Business Scenario Recommendations (next generation)**

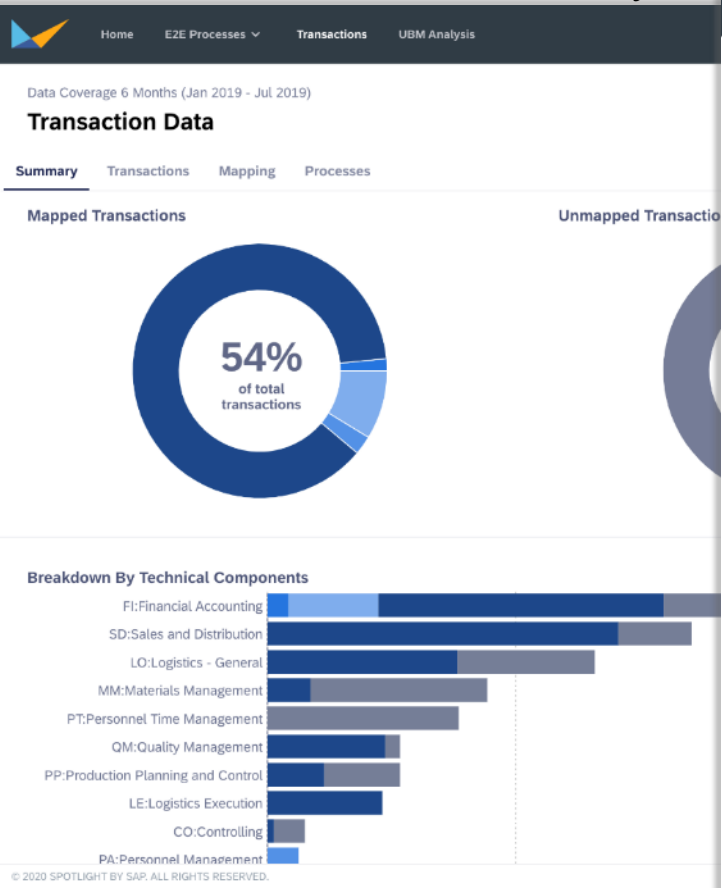




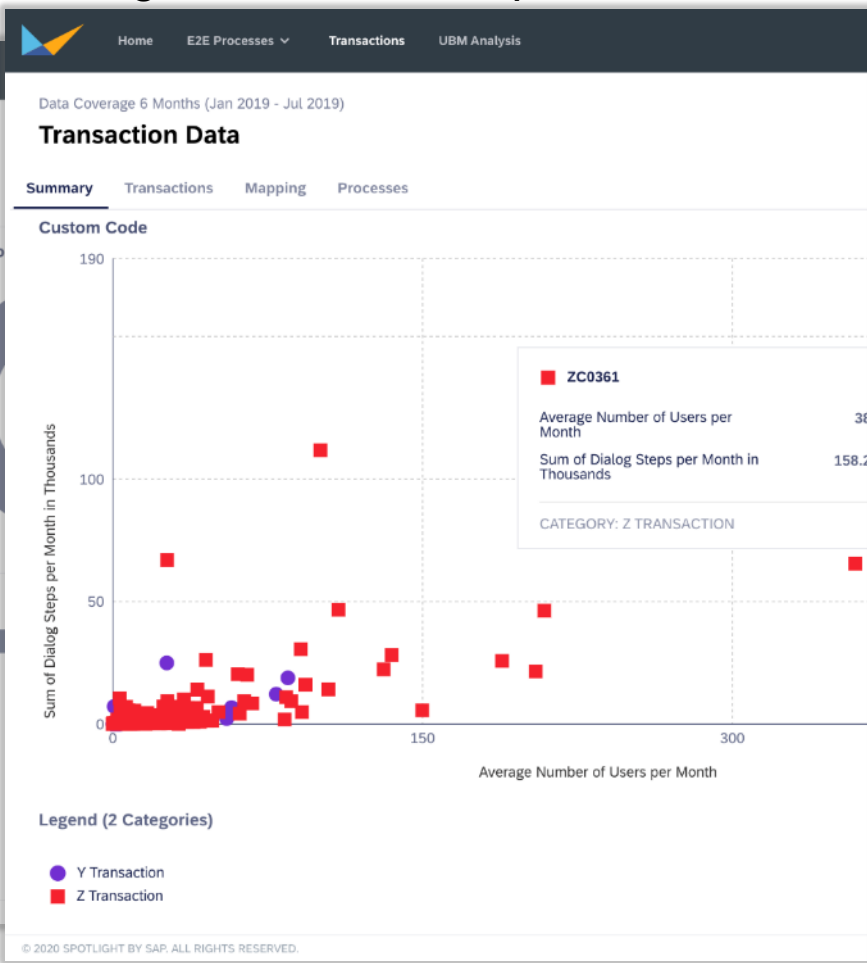
# Spotlight's Additional Capabilities

Sample Spotlight

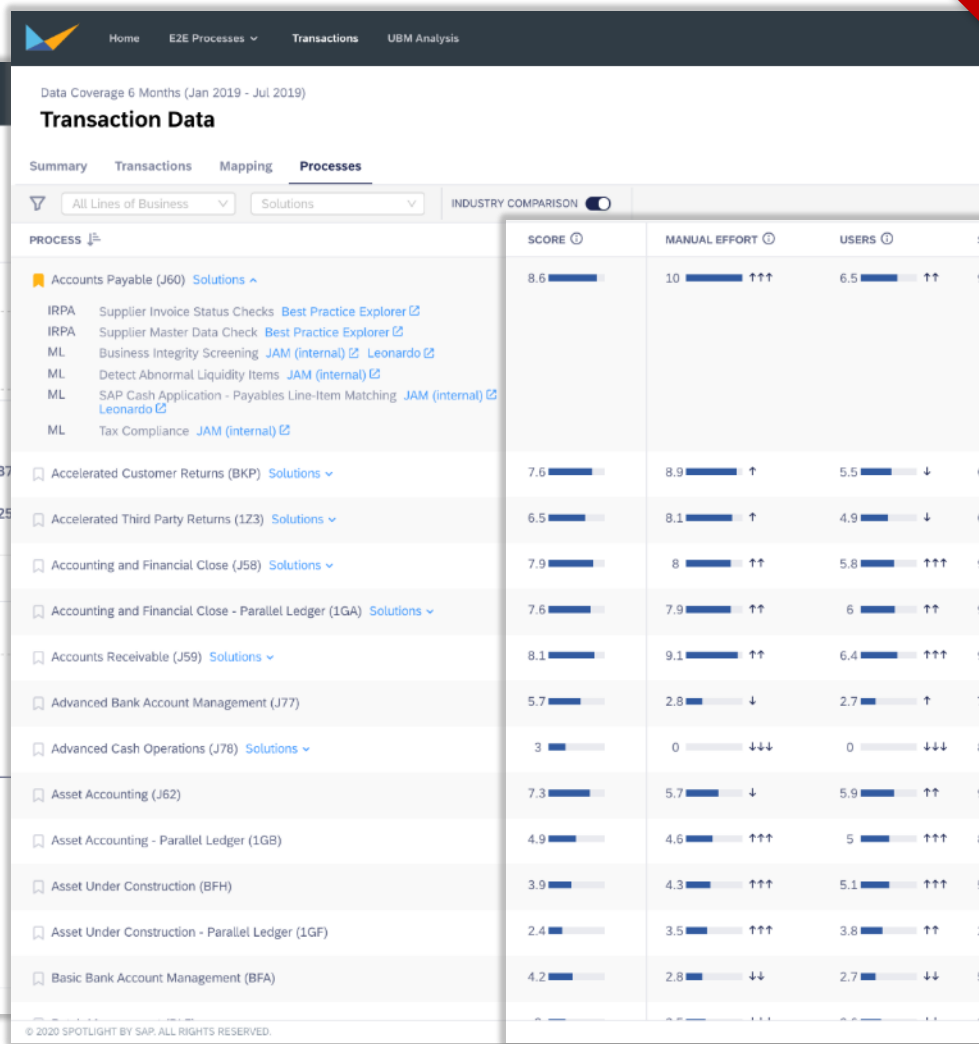
## SAP S/4HANA conformity



## 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

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# Which process optimization tools do you use today?

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- **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](http://www.s4hana.com)



Register

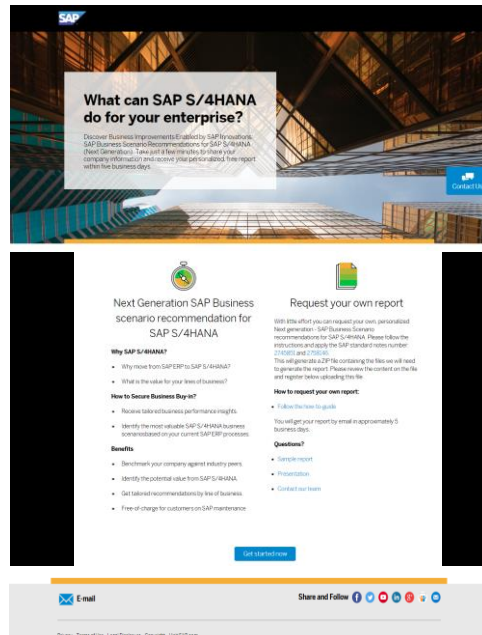
upload



confirmation e-mail



Have the report generated and delivered



Register

Arbeitsanforderung

Location

Country:

Phone Street:

City:

About You

First Name:

Last Name:

E-Mail:

About Your Company

Company:

Phone:

Industry:

Postal Street:

Required SAP Installation Information

System ID:

Installation number:

Customer number:

To request the Next Generation SAP Business Scenario Recommendation for SAP S/4HANA, you will need upload the ZIP file that has been generated during the activation program from your Production SAP S/4HANA system. Please after inspecting the content of the ZIP file included, upload the ZIP file to the ZIP file upload area.

Upload the ZIP file (zip only)

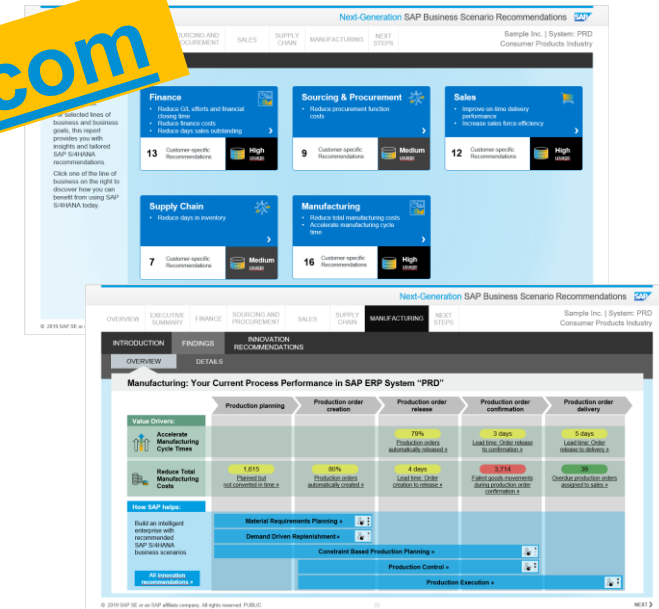
Choose a file:

Upload and Review: Submit or Open and Review for the upload

Would you like to receive additional SAP communications related to this request?

By E-Mail: ☐ Yes ☐ No

By Phone: ☐ Yes ☐ No



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

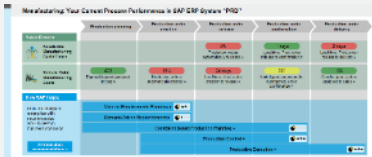
### 1. Vision & Strategy

### 2. Build the Case

### 3. Plan the Path Forward

### 4. Deliver Business Value

#### Identify opportunities with the Intelligent Enterprise



Find out how SAP S/4HANA and the intelligent enterprise supports your business goals

#### SAP Business Scenario Recommendations

- + Spotlight \*
- + Value Mining Service\*\*

[Learn more »](#)

#### Benchmark against peers and build your value case

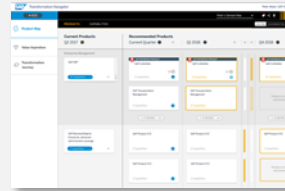


Benchmark business KPIs against peers, assess your opportunity to rethink your business processes, and build your value case

#### SAP Value Lifecycle Management

[Learn more »](#)

#### Design your future solution

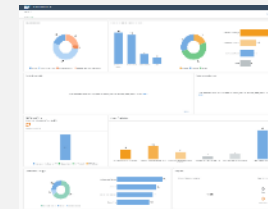


Shape your future landscape and build your own transformation road map

#### SAP Transformation Navigator

[Learn more »](#)

#### Evaluate your project complexity

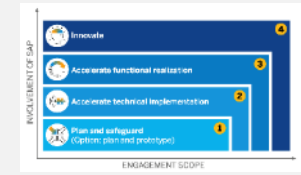


Check the readiness of multiple aspects of your SAP ERP 6.x system to migrate to SAP S/4HANA

#### 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 »](#)

#### 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 »](#)

NEW

\*\* 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

**Holistic Transformation**

**Insights & Action**

**Fast Time to Value**

**Guided Recommendations**

Analyze

Design &  
Simulate

Improve

Roll-Out &  
Govern

Monitor



**Webinar in the  
Knowledge for you  
series:**

**May 11<sup>th</sup>, 2021  
10 am CEST  
(Germany time)**

[https://webinars.sap.com/sap-user-groups-k4u/en/rise\\_with\\_sap#210511](https://webinars.sap.com/sap-user-groups-k4u/en/rise_with_sap#210511)

# Thank you



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