

How Procurement Leaders Can Plan for the Future

Mark Harris, SAP September, 2021

PUBLIC



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Agenda

- 1. Collaboration via Systems
- 2. Analytics and Big Data
- 3. Networked Economy
- 4. Culture of Adoption

Collaboration via Systems

Collaboration moves to integrated systems

- Many customers are stuck on disconnected manual processes
 - Email
 - Excel
 - Etc
- SAP answer: the Business Network
 - Real time status of documents/processes
 - In App messaging
 - Theory crafting: hashtags to associate email, tweets, Teams, Slack, et al

e are	the details of the request	you selected	I. Depending on it	ts status, you can ed	lit, change, copy,	cancel, or submit t	he request for M	
Ch	ange Cance		Receive	Print	Create Adv	ance Payment	,	
Sum	mary Approval Flow	Recei	pts Invoice	s Payments	Messages	History		
	Stratus IT	delivery	question					
SI	S 09/14/2021 at 12:22AM upplier delivery question Do you need all of thes e delivered at the same tim	SI	Stratus IT 09/14/2 Do you need all of these delivered at the same time? We can fulfill faster if we shi warehouses across the region, but that means staggered delivery.					

Networked Economy

Everything becomes connected

Interconnected, interoperable

- Consolidation of SAP networks
- Connecting to other networked systems
- API first ecosystems
 - API strategy is a must have, platform, strategy, speed
- Built for flexibility and extensibility
 - Differentiating business processes
 - Localization



Analytics and Big Data Take Over

Analytics Embedded Everywhere

Clean Data

- Always a challenge
- Becoming more as data moves center stage
- Fuels AI/ML scenarios
- Benchmarking
 - Utilize vast network data to provide insight
 - Benchmark pricing across relevant customers
 - Combine with shipping info for carbon footprint insights
- Intelligent Features
 - Possible delivery disruptions based on severe weather or geopolitical events
 - Sourcing suggestions based on benchmarks



Culture of Adoption

SAP Road Maps	DETA	Products Processes Indu	ustries		My Road Maps 🖓 Disclaimer	
Process: Source to Pay X	SAP A	riba Solutions X SAP Fieldglass Solutions X S	SAP S/4HANA Cloud X SAP S/4HANA	× Search S	SAP Road Maps by keyw Q	
Products 🕲 🗸 Processes	0 ~	Industries V More Filters	Q2 2020	0 – Q4 2021 🖽	★ 🛓 ∝% 🖾 Save	
Q2 2020 CURRENT 25 Innovations		Q3 2020 12 Innovations	Q4 2020 59 Innovations		End of 2021 10 Innovations	
Central Purchasing	^ [Purchase Order Processing	Purchase Order Processing	~ [Purchase Order Processing	~
Forward a purchase requisition to + another purchasing group	$\dot{\mathbf{x}}$	Sourcing ^	Payments and Bank Communi	cations ~	Central Purchasing	~
Reassign the purchase requisition from his purchasing group to other purchasing group		Enhanced user experience for + ☆ information discovery and access for SAP Ariba Sourcing	Time and Expense Tracking	^	Indirect Tax	^
 Enter the reason for reassignment View the reason for reassignment for the respective purchase requisition items 		Intuitive and straightforward user interface for the SAP Ariba Sourcing solution	Time Processing service for SAP solutions – reduce redundancy in time management	+ ☆	Streamlined indirect tax + registration for plants abroad Supports companies that have VAT registrations	*
Efficiency SAP SI4HANA Cloud	^	 Persona-based data access and process flows within the user interface 	 Time Processing service that provide single-time, configurable, and layered solution for SAP solutions to address 	consolidated	multiple countries without requiring additional consolidation efforts related to additional compare codes	
Sourcing	~	Effectiveness SAP Ariba Solutions	needs of SAP customers Cloud-native application comprised or administrative and transactional funct	e	Agility SAP S/4HANA	^
Invoice Processing	~	Invoice Processing ~	 Administrative data model consisting configurable and extensible framewo accommodate for both known and ur time management needs 	rk to	Registration for indirect taxation abroad (RITA)	
Accounts Receivable	~	Payments and Bank Communications ~	 Transactional structure that will include objects that will allow for any or all of documents to be used by consuming 	the	Agility SAP S/4HANA Cloud	~
Time and Expense Tracking	^	Guided Buying	 Inclusion of a configurable rule engin translate raw time data into meaning entries 	e that will	Accounts Payable	~
Support for rate schedules and daily rates in the time-entry mobile app		Service Invoicing ~	Effectiveness SAP Fieldglass Solutions	^	Source Assignment	~
Effectiveness SAP Fieldglass Solutions	~	Requirements i rocessing			Reduce process cycle time by	
External Workforce Management	~	Central Purchase Contract Processing Supplier Performance Management	Effectiveness SAP Fieldglass Solutions	~	using robotics process automation (RPA) across procurement in combination with artificial intelligence	
Requirements Processing	Ĵ	Supplier Performance Management			Effectiveness SAP S/4HANA	~

Culture of Adoption is culture of change

Speed of innovation is increasing

- Customers need a continuous improvement/ continuous adoption program
 - Monitor readiness content and roadmap
 - Determine which features are important for your business
 - Connection with IT to leverage APIs, extensions, integrations







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