



Infuse transparency, resilience, and sustainability into your supply chain with **SAP Business Network**

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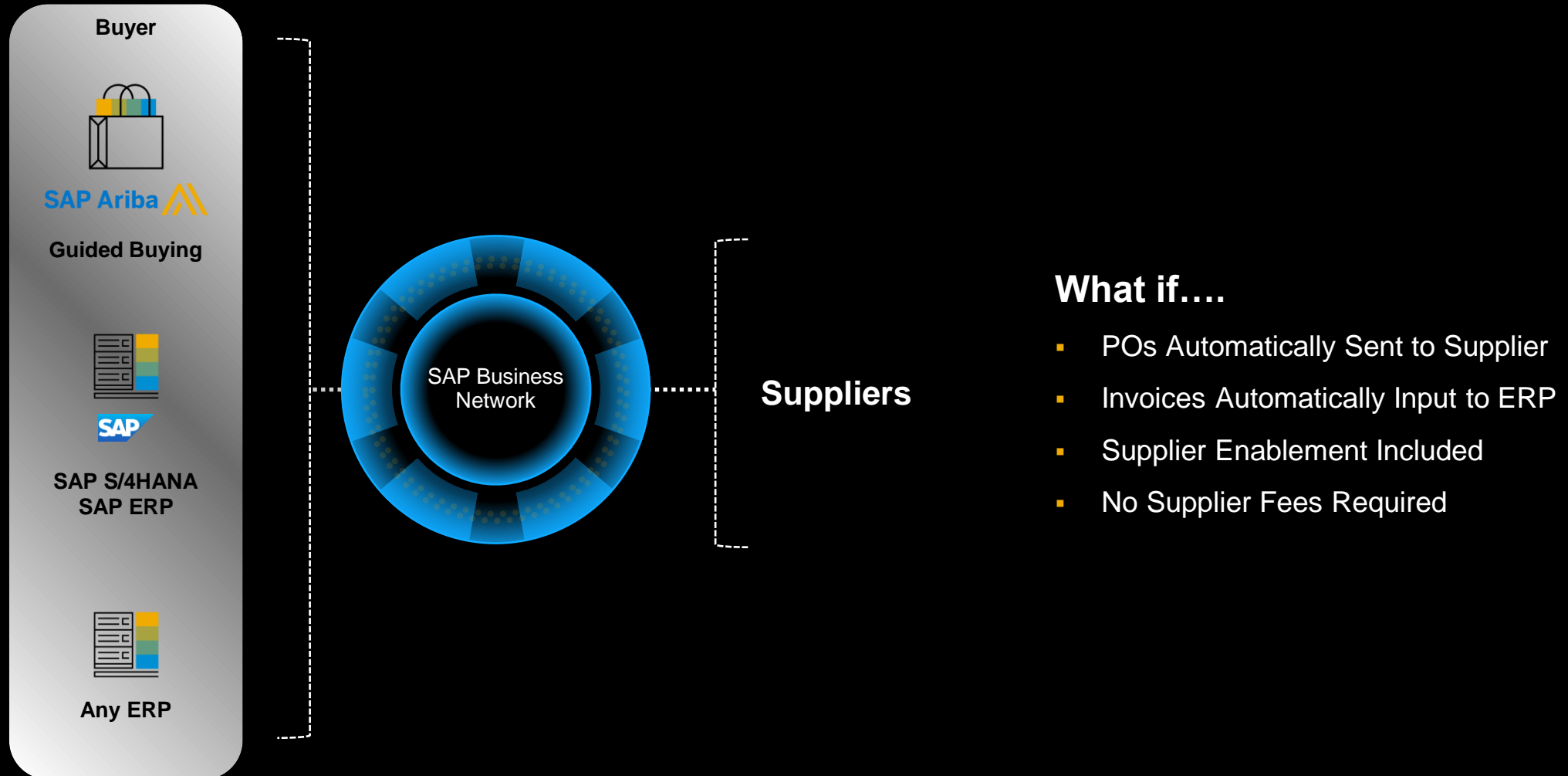
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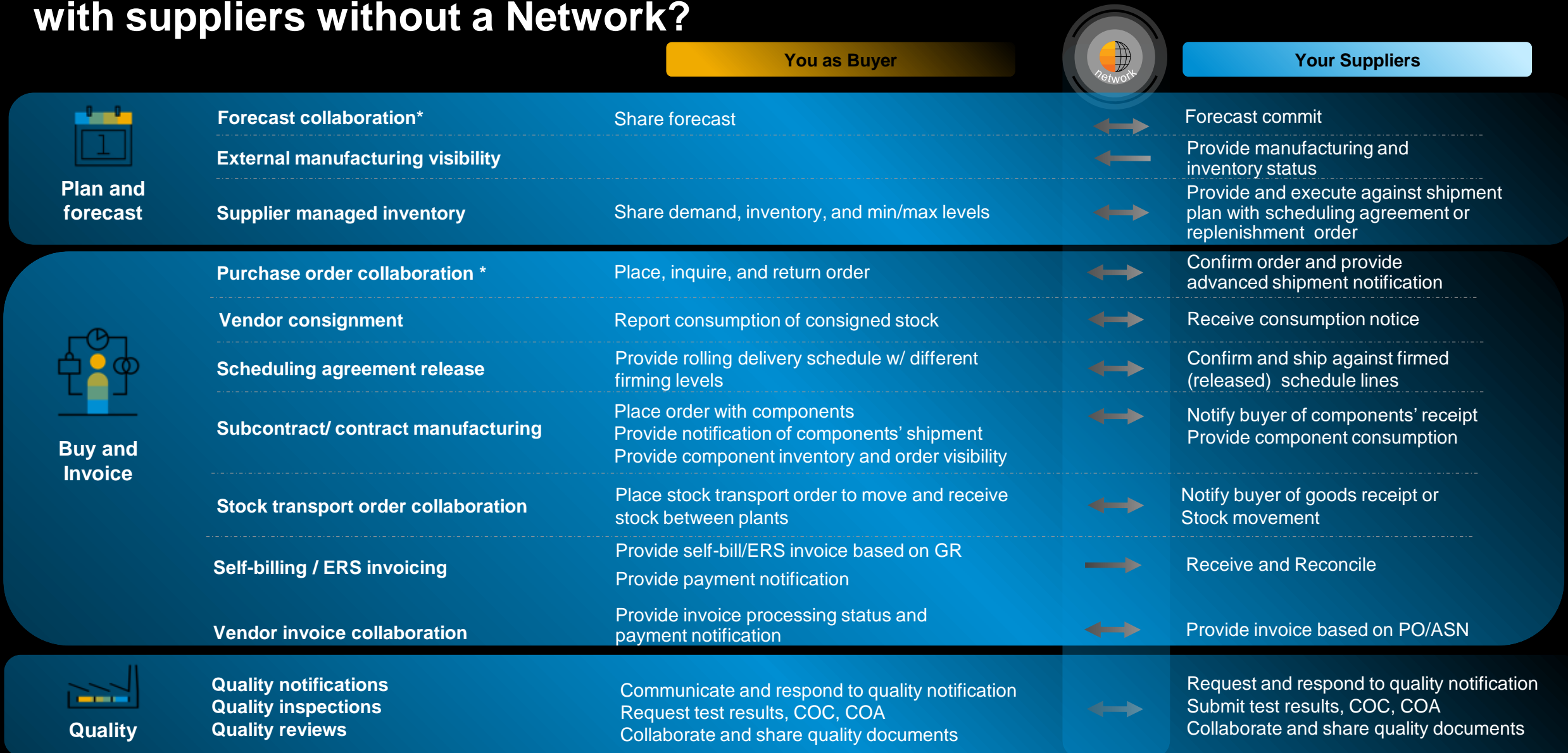
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Sending a Purchase Order (PO) from ANY ERP can be challenging

Emailing the PO as an attachment is the most common method. Or calling the supplier and quoting the details!



Now imagine, how do companies manage these other transactions (& more) with suppliers without a Network?

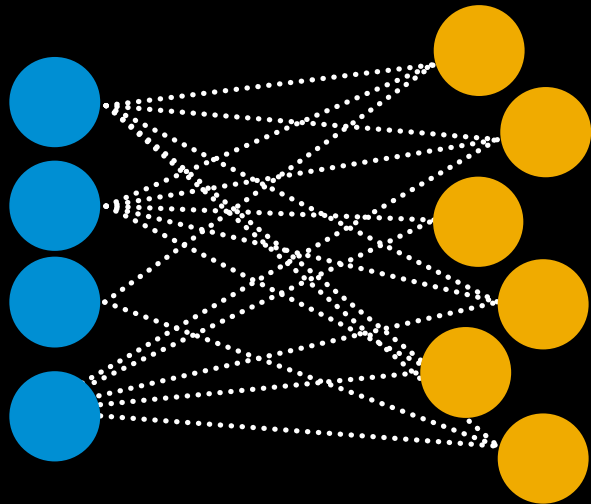


And yet businesses continue to rely on costly and complex point-to-point connections with their trading partners

EDI, E-mail, Phone, FAX, Portals, Paper

Buyer, Shipper, Asset Operator

Trading Partners

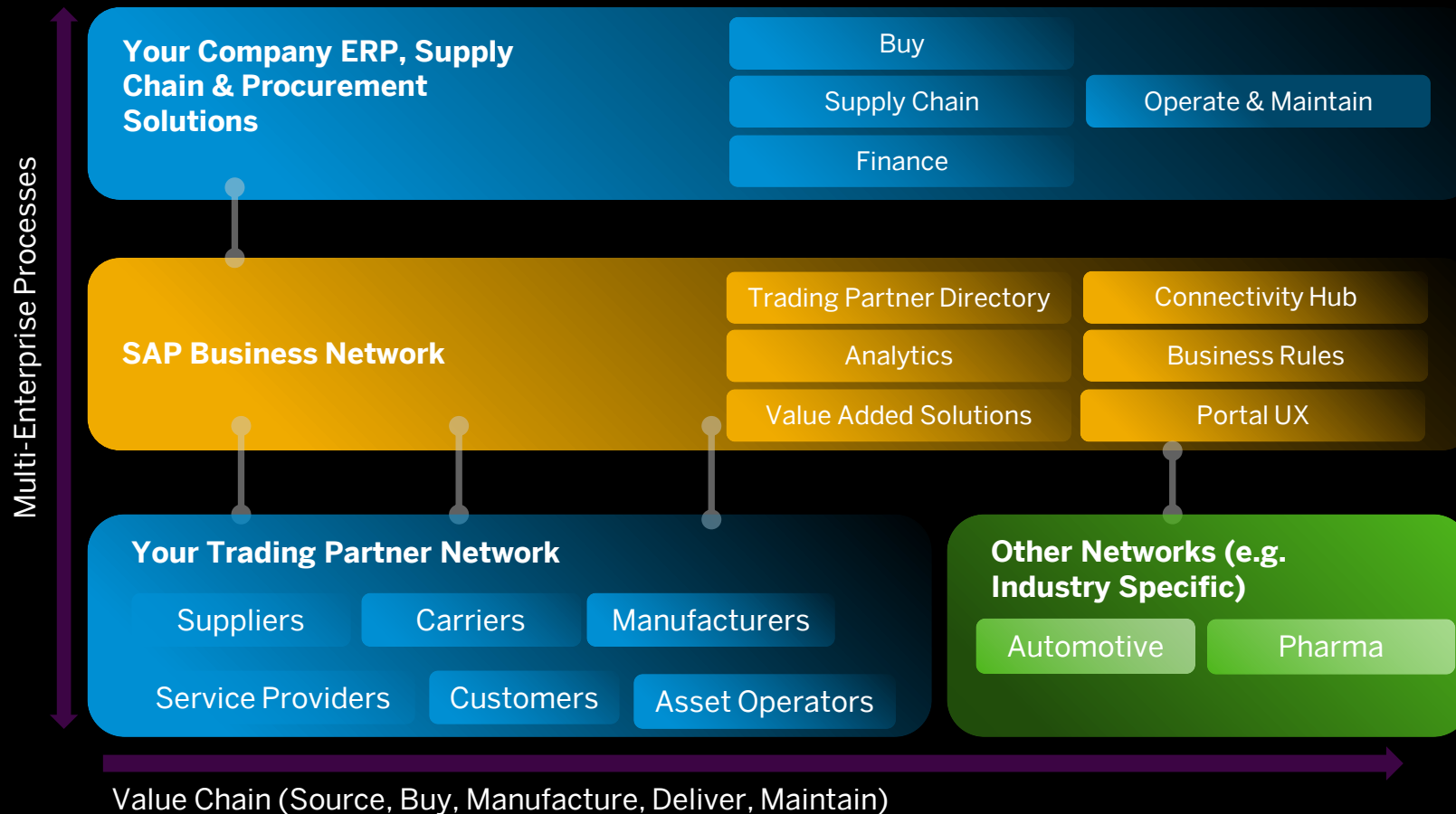


Complicated Point-to-Point Integration

- Processes customized per trading partner
- Not scalable across clients
- Limited visibility
- Limited process coverage
- No aggregated data content
- Low adoption rate, low value, high cost as suppliers mature

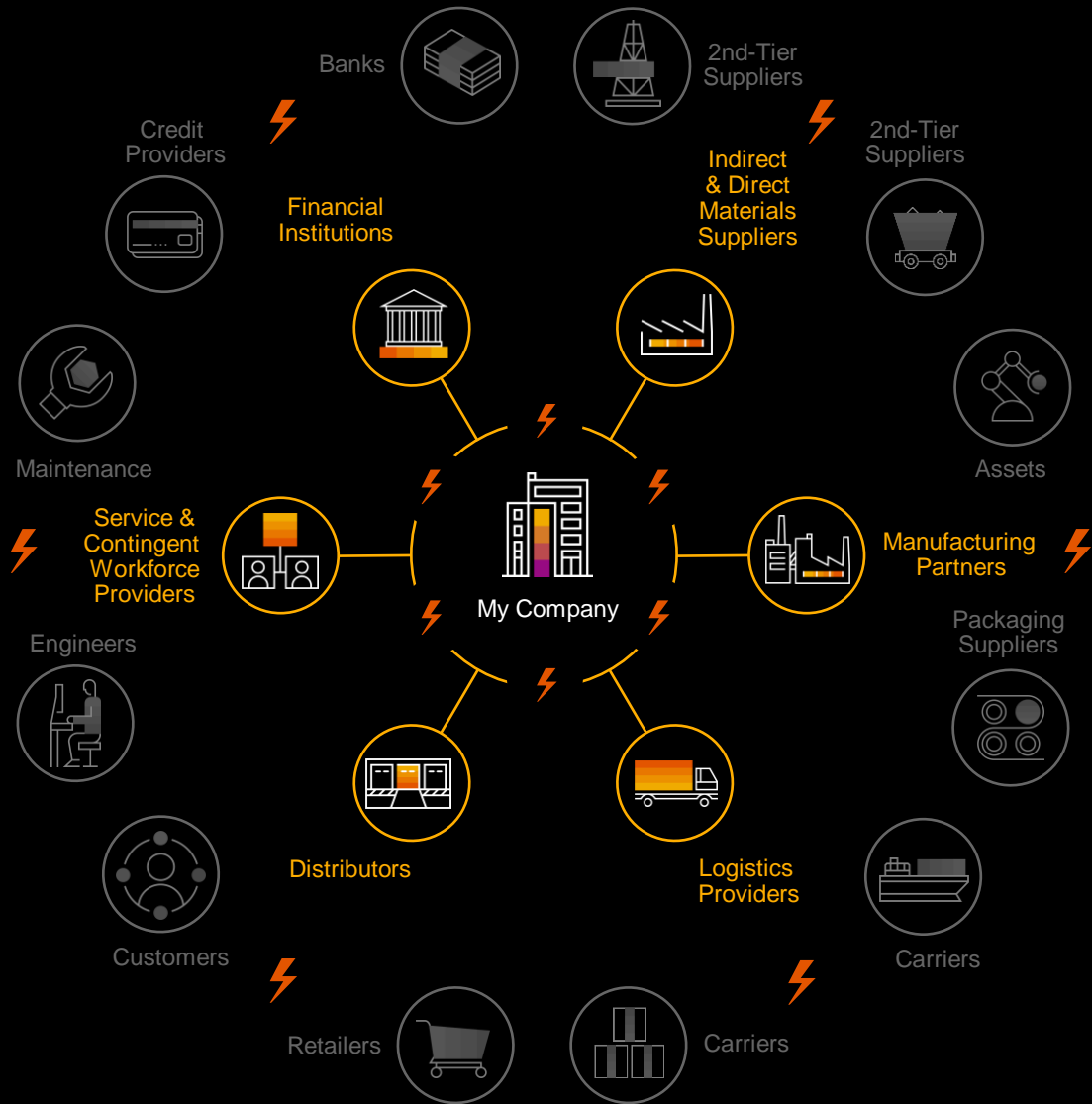
Where does SAP Business Network Fit?

SAP Business Network connects your company applications and your trading partners, extending processes beyond the 4 walls of your organization



Core Capabilities

- Network-enabling ERP and other operational systems
- Supporting Multi-Tiered Value Chains
- Covering multiple business processes
- Direct integration and Portal experience
- Business rules-driven Intelligent orchestration
- Additional capabilities provided by Value Added Solutions ecosystem



Today's enterprise-centric systems **restrict visibility & collaboration**

Across your supply chain, SAP Business Network can help...



Level-up supplier collaboration

Connect with all your suppliers, regardless of type or size with a flexible and scalable network



Execute with Transparency

Share critical information between your company and your trading partners to improve forecasting, track KPIs, and assure supply



Drive supply chain resiliency & address risk

Identify and respond to risks in your supply chain in tight coordination with suppliers



Promote Sustainability

Trace product genealogy and manage suppliers against human rights and other ESG metrics

Broad process coverage with SAP Business Network

**Procurement
Collaboration**



**Supply Chain
Collaboration**

Integration

Native integration with
S/4HANA / ECC

Smart

120+ Business
Rules

Free

To join & transact on
Standard Supplier account

Supply Chain

Expandable to 50+ supply
chain transactions

**Logistics
Collaboration**



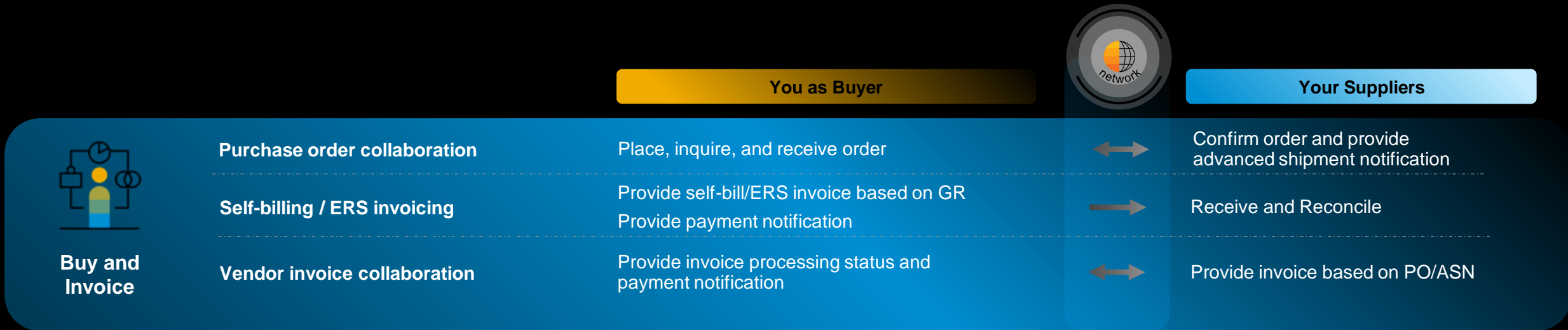
**Asset Management
Collaboration**

SAP Business
Network

Procurement



Digitizing Procurement and Supplier Collaboration



SAP Business Network for Procurement

Gain efficiencies in your procurement processes, improve supply assurance, and achieve business process and regulatory compliance



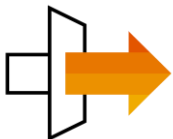
Automate your processes

Gain process efficiencies with automation and standardized workflows



Achieve procurement transparency

Improve spend visibility and supplier management



Take the complexity out of compliance

Achieve regulatory and process compliance with configurable business rules and network validation

Customer success

Sasol

95%

Of all supplier payments made on time for suppliers on SAP Business Network

Air Canada

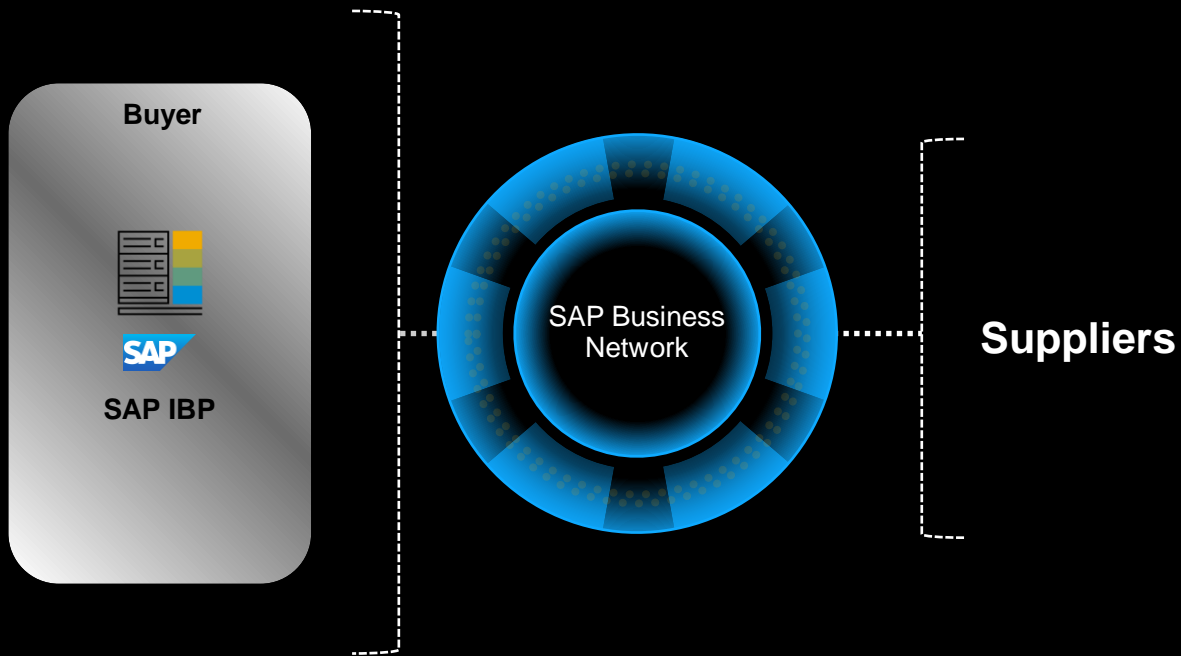
33%

Reduction (in one quarter) in average processing time of non-PO invoices

Supply Chain



Unlock the value from SAP IBP and SAP Business Network



What if....

- IBP Forecasts Automatically Sent to Suppliers
- Forecast Commits automatically sent back to buyer system
- Supplier Publishes Stock On Hand and Buyer automatically receives Supplier Inventory data
- Supplier Enablement Included
- No Supplier Fees Required

SAP Business Network for Supply Chain Business Outcomes

4-12%

Lower days inventory outstanding (DIO)

Inventory Levels

- Real-time information processing
- Transparency of forecasts, supply availability, orders, shipments, quality, and goods receipt

9-25%

Lower FTE cost

Supply Chain Disruptions

- Reduce latency and lead times
- Visibility and control of Tier 2 supplier cost, inventory, material flow
- Decrease operations stoppages due to lack of materials or components

1-3%

Lower logistics cost

Stock-outs

- Reduce production change-over due to material shortages
- Reduce expedited transport costs

8-23%

Lower revenue loss due to stock-outs

Automation and Digital Transactions

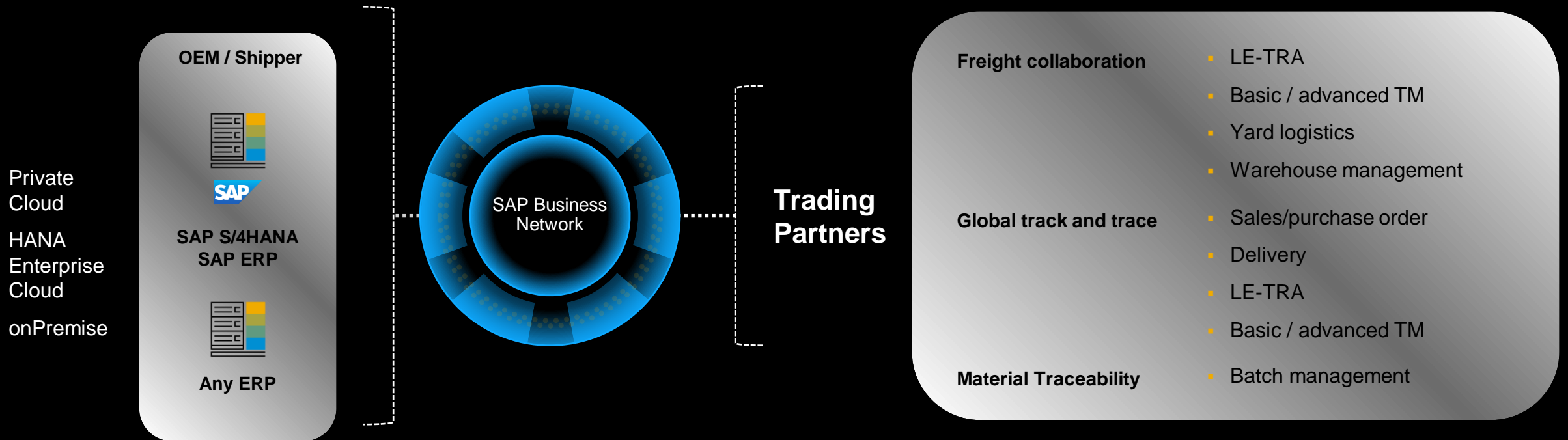
- Track quality characteristics and compliance
- Improve document processing efficiency and effectiveness

Logistics



SAP Business Network for Logistics

Integration by design



SAP Business Network for Logistics

Gain supply chain resiliency and efficiency by connecting your key logistics stakeholders for seamless collaboration



Streamline freight collaboration

Connect with all your logistics service providers, regardless of type or size, with a flexible and scalable network that allows you to exchange all relevant business data and discover new trading partners and communities



Provide insight-to-action for goods in-transit

Track shipments enriched by real-time visibility, sustainability, and risk data, and evaluate the impact of deviations from the plan for order fulfillment



Create a chain of trust for product genealogy

Achieve high levels of consumer confidence through transparency and commitment to quality products while ensuring sustainability and compliance to industry standards and regulations

Customer success

Döhler

EFFICIENCY

Increase efficiency through automated inter-company collaboration and insights

Bumble Bee Seafoods

SUSTAINABILITY

Facilitate a market premium for fair-trade

Asset Management



Asset Management Challenges



CHANGING ROLES

The increasing complexity of products and services is resulting in evolving roles of manufacturer, operator, and service providers



NO COMMON ASSET DEFINITION

The lack of standardization and common asset definitions leads to inefficient and inconsistent collaboration across business partners



LACK OF READINESS

A lack of complete and consumable asset information when buying and using equipment, undermines informed decision making

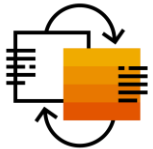


SILOS ACROSS SUPPLY CHAIN

Silos across the supply chain and the enterprise increase operational costs and downtime, and reduce service levels

SAP Business Network for Asset Management

Gain efficiency, reliability, and asset visibility through collaboration to deliver what your business needs and ensure business continuity and growth



Establish and hand over a digital replica

Build entirely new data-driven business models based on digital representations of your equipment



Enable a collaborative asset network

Enable a collaborative network for sharing asset definitions, maintenance collaboration and performance analytics with manufacturers, operators, and service providers



Gain an agile approach to meeting customer needs

Develop a digital asset network that leads to outstanding customer focus and new business models

Customer success

KAESER KOMPRESSOREN SE

ONE

Data source for engineers, suppliers, service teams, and technicians

KUKA

REDUCED

IT costs due to the cloud-based SAP Asset Manager mobile app

Bitzer

SATISFACTION

Increased among business partners who now have an innovative means to help them digitalize their businesses

RISE with SAP includes collaboration with Trading Partners on SAP Business Network

Components of the RISE with SAP offering



- Process Discovery report, part of the business process intelligence portfolio from SAP



- Custom Code Migration app, SAP Readiness Check tool, SAP Learning Hub



- SAP S/4HANA with deployment model of choice (public or private)



- Cloud credits available through CPEA for SAP Business Technology Platform



- SAP Business Network Starter Pack



- On infrastructure provider of choice



SAP Business Network Starter Pack*

Business Network for Procurement:

- Included: 2,000 documents, 1 ERP
- Invoice Status Portal for all suppliers

Business Network for Asset Management:

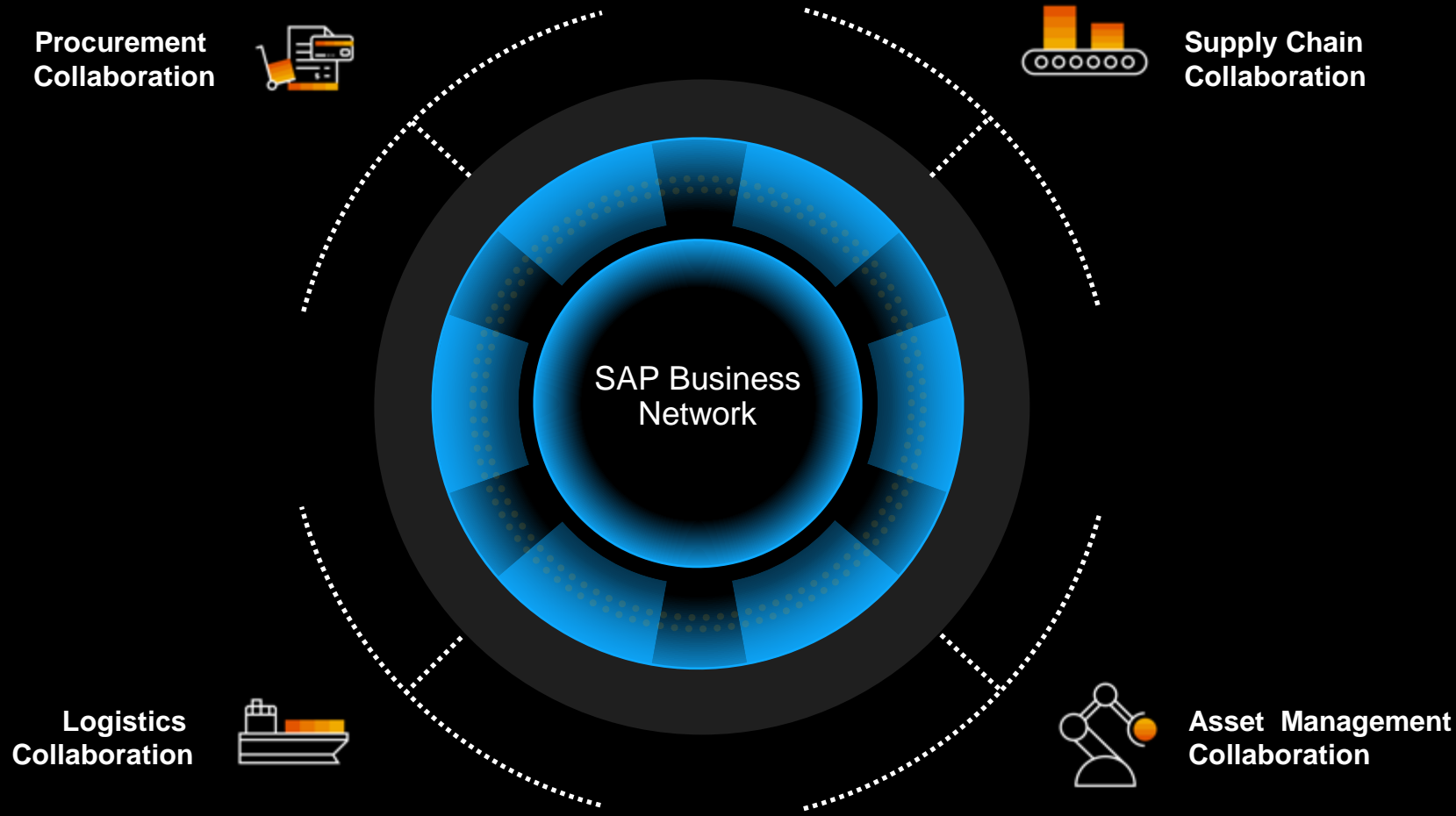
- Included: 200 equipment units, 2 connections, and 10 partner portal invitees

Business Network for Logistics:

- Included: 1,000 documents and either (a) 1 Logistics Service Provider and one digital forwarder or (b) 2 Logistics Service Providers

**Network Starter Pack Accelerator packages are delivered provided customers do not already have the same already licensed*

Broad process coverage with SAP Business Network



Breakout Sessions

Breakout session 1 - Ensure Accurate Supply Planning and Reliable Fulfilment with Forecast and Logistics Collaboration

Breakout session 2 - Optimize Inventory Efficiency using Consignment and Supplier Managed Inventory

Breakout session 3 - Drive Increased External Manufacturing Success using Networked Multi-tier PO Collaboration and Visibility

Breakout session 4 - Driving Procurement efficiency through Digitization

Poll Question

Now that you know more about SAP Business Network, do you see this offering improving business processes in your organization?



Event Survey

Please scan the QR with your smartphone and kindly let us know your feedback:



Thank you.



Thank you.

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