



Exploring the Universe of SAP BTP Use Cases

Digital Supply Chain Transformation with SAP BTP

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Customers and Partners

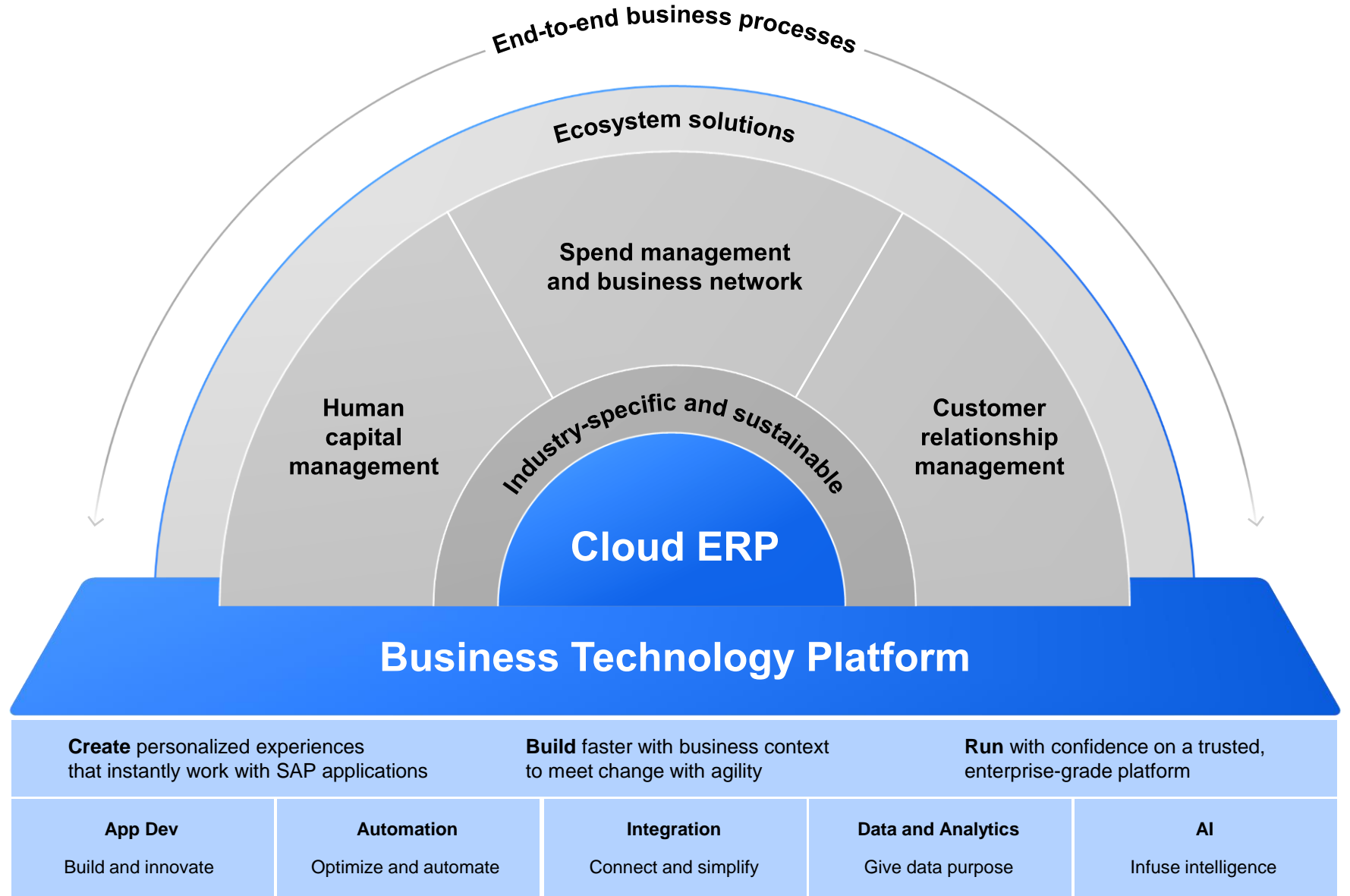
By the end of this session you will ...

- Improve your understanding of the value proposition for SAP BTP within the context of Digital Supply Chain (DSC)
- Be able to better articulate, SAP BTP + SAP DSC as one solution to meet specific customer needs
- Know where you can go for further information

We are committed
to helping our
customers become
**Intelligent, Sustainable
Enterprises.**



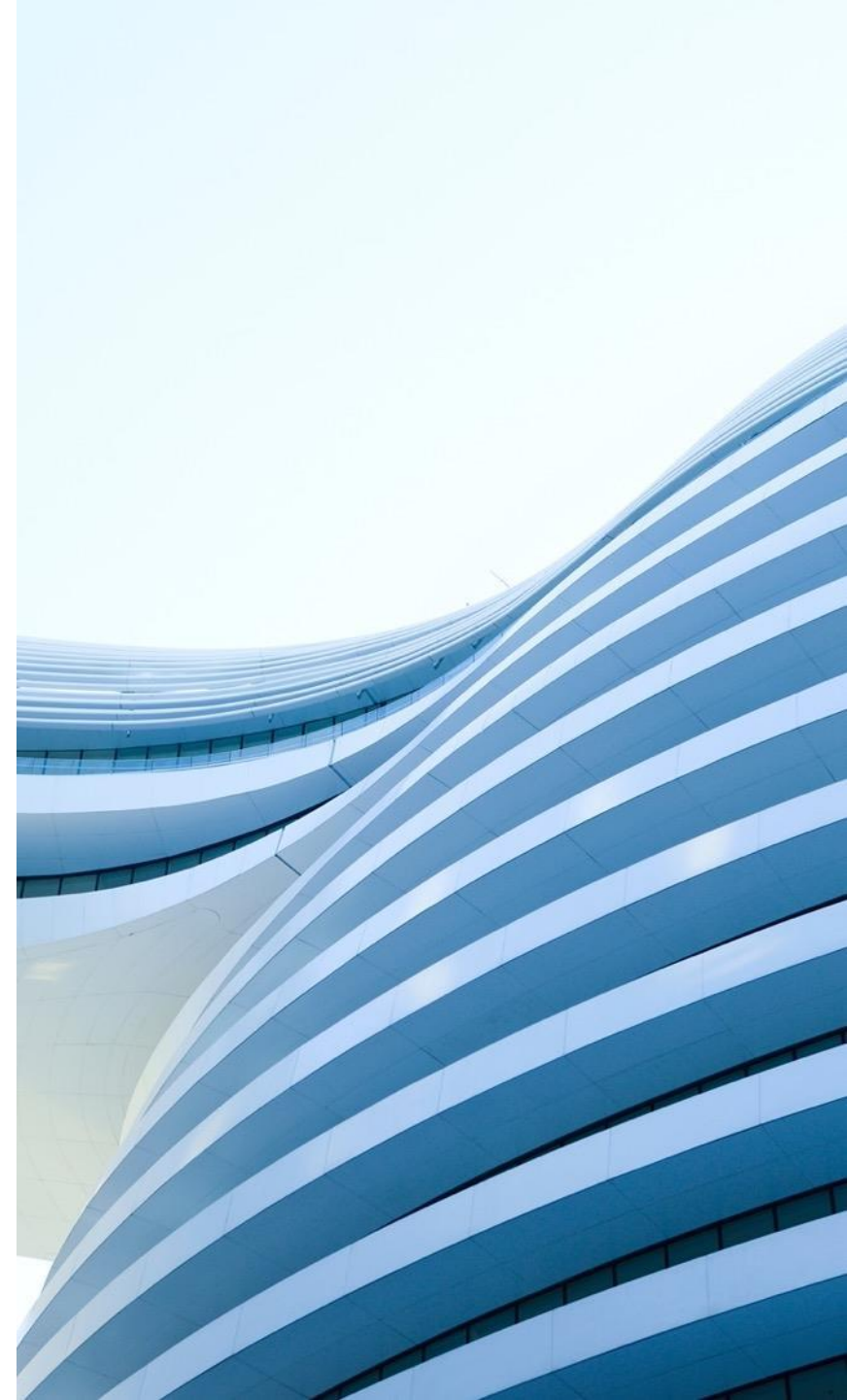
SAP BTP is a technology platform which brings together into one place: analytics, integration, application development and automation



SAP BTP builds upon current functionality to meet the specific needs of customers

Focus is on business value:

- An intuitive, modern development environment for both, professional IT and business developers
- Prebuilt data models, integrations, workflows, app templates, and AI business services
- Low code/no code which empowers users to develop applications quickly and cheaply to meet needs of supply chains
- Self-service data discovery, modeling, planning and analytics, for business users in a governed environment
- Availability on Microsoft™ Azure™, AWS™, Google Cloud™ and Alibaba Cloud™





Driving Supply Chain Transformation with SAP BTP

1 ANALYTICS
Provide access to reliable data and in real-time

2 INTEGRATION
Connect and simplify supply chain processes and systems

3 APP DEVELOPMENT AND AUTOMATION
Build new capabilities to make supply chains more agile

1

Access to Reliable Data and in Real-time

Analytics can be enhanced with SAP BTP to enable supply chain functions to be more efficient through access to data which is reliable and in real-time e.g. e.g. improved planning and forecasting, additional insights into plant performance, etc.

ANALYTICS

- Support robust, flexible analytics which enable total visibility across regions and business units
- Provide insights and predictions that help ensure optimal supply chain management and performance
- Enhance operations reporting and tracking of KPIs



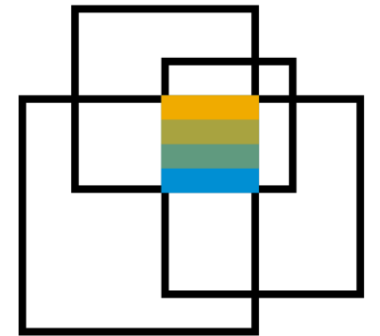
Connect and Simplify Supply Chain Processes and Systems

2

Supply chain functions are typically challenged with complex workarounds to due to legacy solutions or recently acquired solutions which are not integrated. SAP BTP provides integrated business processes to drive efficiencies and improve user experience e.g one single landing page with consistent user experience

INTEGRATION

- Connect data from applications across the IT landscape so that all supply chain processes can be integrated
- Provide lean, automated, and integrated workflows to provide a better overview of labour and equipment utilization to meet demand
- Allow previous investments in supply chain solutions to be leveraged whether “best of breed” or legacy systems



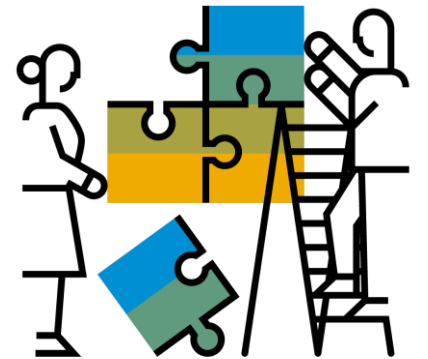
New Capabilities to Make Supply Chains More Agile

3

Today, supply chain functions are required to expand their remit to include digital transformation, and working more closely with strategic customers and suppliers to foster innovation, reduce time to market, and drive sustainability. Extensions to current supply chain solutions are required to meet these strategic and broader challenges.

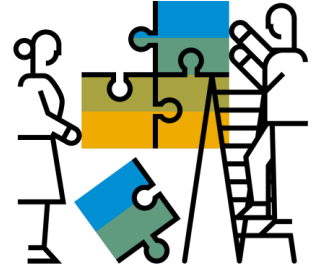
APP DEVELOPMENT AND AUTOMATION

- Tailor supply chain processes and adapt solutions to business needs
- Automate and create new supply chain processes to enhance the user experience
- Transform supply chain processes to make leading practices a reality, and not just fill gaps in solution capabilities



Value Drivers for Customers

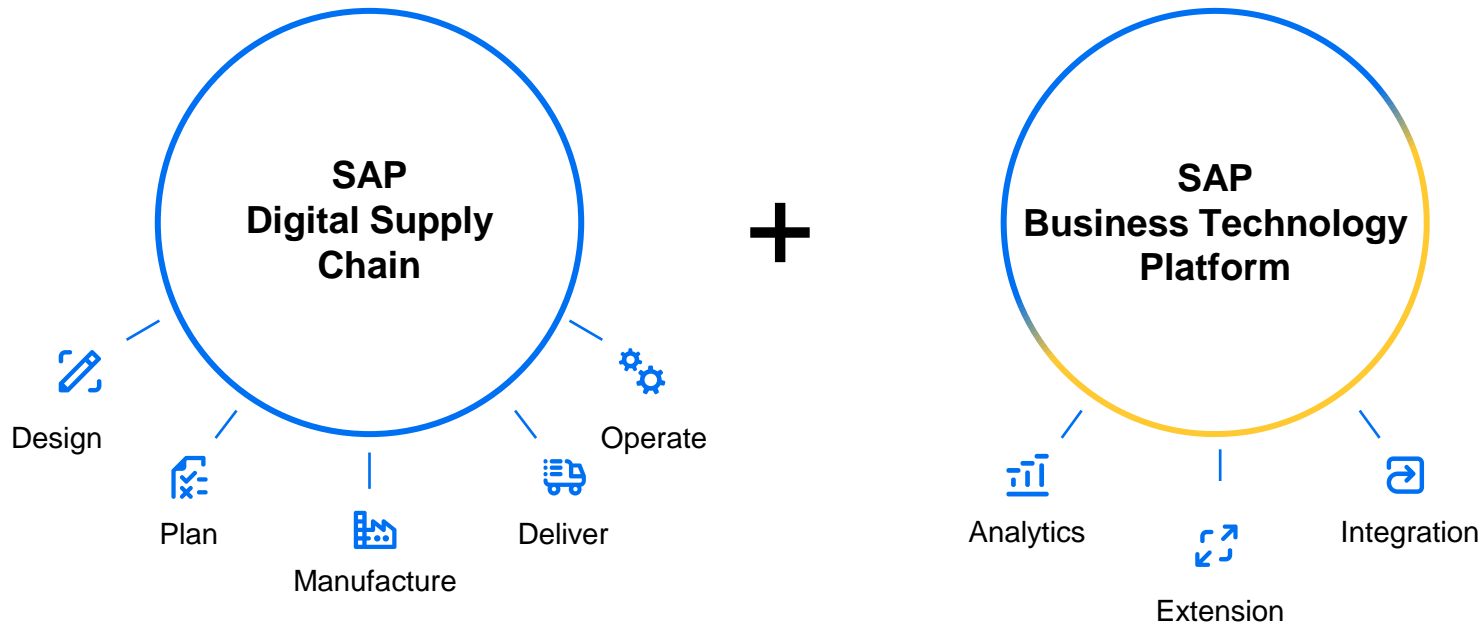
SAP BTP enables organizations to integrate, extend, and build data to value at scale across supply chain activities whilst realising the potential of existing investments, expertise, and supplier network.



Process Area	SAP's Value Proposition	Value Drivers
Analytics Allows access to reliable data and in real-time	<ul style="list-style-type: none"> Enhance analytics in SAP DSC solutions with SAP BTP to provide more powerful insights Improve tracking and analyzing of KPIs at an operational day-to-day level to identify bottlenecks Gain additional insights into plant performance through the ability to pull data from disparate processes 	<ul style="list-style-type: none"> Reduce manual effort in operational data gathering and manipulation Provide real-time insights for forecasting Improve user experience and productivity of operations staff
Integration Achieve integrated supply chain processes and systems	<ul style="list-style-type: none"> Seamlessly link critical data and processes to external sources and third-party systems Provide integrated systems and processes to enable a better overview for labour and equipment utilization to meet demand Develop smart connected factories with advanced automation and integration of shop floor processes that optimize overall performance 	<ul style="list-style-type: none"> Unified real-time view of the entire supply chain Improve collaboration between trading partners and 3PLs digitally and in real-time Eliminate data disconnects and process silos
App Development and Automation Extend current capabilities to make leading practices a reality	<ul style="list-style-type: none"> Augment existing features and functions which bring best practices in supply chain management Create an experience that offers supply chain users with a range of options to improve efficiency and responsiveness Optimize operations by considering multiple scenarios and accommodating new orders on time without increasing costs 	<ul style="list-style-type: none"> Drive specific supply chain performance through tailored solutions (inventory levels, service levels, OEE, OTIF, etc.) Optimize efficiency, cost and responsiveness Overcome operational issues that require new processes, people behaviors, and workforce skills

How you should view and sell SAP BTP

SAP BTP + DSC should be positioned as one SAP solution (#ONESAP) which meets specific needs of customers.



Focus is on discovering and solving business problems instead of presenting available products



Why Customers Should Adopt SAP BTP Now

SAP BTP allows organizations to positively review their current investments and build upon these to further their transformation journey:

- 1) Less than 50% of manufacturers have integrated smart devices or embedded intelligence into production and related processes
- 2) Pandemic accelerated the need to update and upgrade supply chains in an increasingly digital world
- 3) Supply chains need to consider broader initiatives such as digital transformation, innovation, supply chain resilience and sustainability



Customer win theme

Extended planning and analysis (APJ)

Challenges and Opportunities

- Long time in preparation of forecast data
- Financial planning prone to errors and data quality issues as many of the processes were manual and done through MS Excel
- Poor alignment between budgeting and planning processes of sales and cost of goods sold (COGS, and roll up to Finance budgets and plans
- Forecasting, what-if scenarios and iterations taking too long during planning cycles

Solution Scope

- SAC Business Intelligence (BI)
- SAP Integrated Business Planning (IBP)
- SAP Analytics Cloud for Planning

Value-Driven Results

- Resolve issues of COGS planning based on commodity pricing
- Automate current manual planning processes in Excel with increased speed, accuracy and ease of scenario planning and simulations
- Create a single source of truth for all their planning data
- Blend forecasting and budgeting processes
- Reduce time for preparing forecast data and running reiterations
- Complement their production volume planning and forecasting performed on SAP IBP with additional breadth

[Read the story](#)



Customer Win Theme

Field Service Transformation (MEE)

Challenges and Opportunities

- Harmonization challenges regarding data, operational tools and processes
- Aging digital solutions cause performance issues and prevent scalability and innovation,
- Need to shift from corrective maintenance process to preventive maintenance process

Solution Scope

- SAP Field Service Management
- SAP Integration Suite
- Other solutions incl. SAP S/4HANA and CRM

Value-Driven Results

- Improve visibility into equipment performance to know early what needs to be addressed before uptime is compromised
- Improve performance and extend the equipment lifecycle with predictive service
- More streamlined field service operations that benefit both customers and field technicians
- Establish solution foundation for service innovation to gradually transition from product to service offering



[Read the story](#)

Customer Win Theme

Supply chain operations transformation (NAMER)

Challenges and Opportunities

- No real time inventory leading to low fulfillment rates and poor customer service
- No ability to allocate orders leading to manual processing and paper based prioritization of picking
- No ability to cross charge shipping charges to customer for expedited shipments creating an opportunity to lower overall shipping costs
- Limited or no tracking of customer shipments from Distribution Centre

Solution Scope

- SAP R&D/Engineering
- Supply Chain Planning
- Digital Logistics
- Asset Management
- SAP BTP

Value-Driven Results

- Up to 20% reduction in days in inventory
- 20-30% reduction in inventory carrying costs
- Improved Supply Chain Operations Efficiency (SC cost as % of revenue)
- 30-40% reduction in total logistics costs
- Higher fulfillment rates leading to lower customer churn
- Increase asset uptime
- Reduced first time fix rates



Where you can go for further information

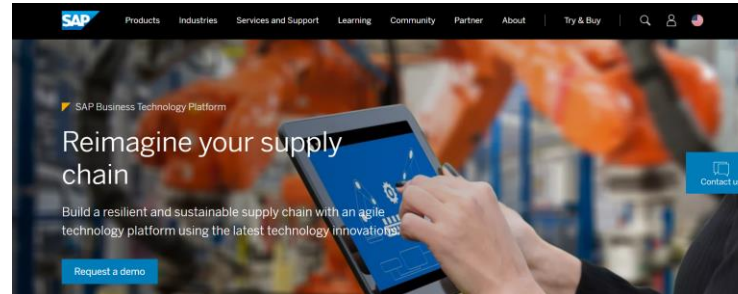
Customer Facing

→ [BTP for DSC Point of View document](#)



- General overview paper for customers to understand BTP for DSC

→ [SAP.com – BTP4DSC section](#)



- Integrated into the SAP BTP page, a BTP for DSC section now exists

Key use cases for digital supply chain management which include customer references:
[SAP Technology Platform: SAP BTP for Supply Chain](#)



Connect field service processes and boost efficiency

→ [Read the use case](#)



Tackle supply chain disruptions with one view for all

→ [Read the use case](#)



Extend SAP Intelligent Asset Management solutions

→ [Read the use case](#)

Key Messages

- 1) SAP BTP is a technology platform which brings together into one place: analytics, integration, application development and automation
- 2) Focus is on discovering and solving business problems instead of presenting available products
- 3) SAP BTP augments and complements SAP DSC solutions to meet the specific needs of customers
- 4) Agenda of supply chain management has broadened which means future needs cannot be met with current processes and solutions
- 5) Enables organizations to future proof their end-to-end supply chain processes without the need to “rip or replace” current solutions



Questions



Thank you.

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