SAP

Solution Strategy
SAP Solution Strategy – Intelligent Enterprise & S/4HANA

Business PROCESSES

S/4HANA and LOB Solution Suite

Business APPLICATIONS

S/4HANA and LOB Solution Suite

Business TECHNOLOGY

SAP S/4HANA

INTELLIGENT SUITE

design buy supply make sell
people finance maintain service cross

BUSINESS NETWORK

EXTEND PROCUREMENT, TRAVEL, AND CONTINGENT WORKFORCE SOLUTIONS

25 INDUSTRIES AND SAP INDUSTRY CLOUD

Evaluate and act on customer, partner, and employee sentiment

BUSINESS TECHNOLOGY PLATFORM

SUSTAINABILITY MANAGEMENT

EXTEND PROCUREMENT, TRAVEL, AND CONTINGENT WORKFORCE SOLUTIONS

25 INDUSTRIES AND SAP INDUSTRY CLOUD

Evaluate and act on customer, partner, and employee sentiment
SAP S/4HANA will run your business different than before

On any device, use role based cockpits with digital assistant

Embedded analytics for simulation, prediction & insight-to-action

Machine learning for automated processing & decision support
SAP Fiori

SAP Fiori Launchpad as single point of entry

Domain-specific information and actions

Enter details and explore in depth

Start from an individual home page:
- Role-based spaces and pages NEW 2020
- Customization via dedicated apps NEW 2020
- First insights with KPI tiles

Investigate and drill-down from:
- Overview pages (graphical)
- Analytical list pages (hybrid)
- List report/worklist (list)

Carry out transactions:
- Combined in reimaged native SAP Fiori apps
- Based on insights from embedded analytics
- With the SAP Fiori visual theme

SAP Fiori Elements: https://sapui5.hana.ondemand.com/sdk/#/topic/645e27ae85d54c8bbc3f6722184a24a1
Release Strategy SAP S/4HANA

1) New release naming convention:

Cloud:  [ YYMM ] 2 Digit Year | 2 Digit Month

On premise:  [ YYYY ] 4 Digit Year

2) Feature Package Schedule SAP S/4HANA 2020

3) SAP S/4HANA Maintenance Commitment 2040

Announcement on news.sap.com
SAP S/4HANA Demo Videos

Comparison

- E2E Procurement
- Inventory Management
- Produce with Real-time MRP Insights
- SAP S/4HANA Sales Order Fulfillment
- Financial Analysis

Machine Learning

- Intelligent ERP – Monitor Materials without Purchase Contracts
- Intelligent ERP - SAP S/4HANA Predict Arrival of Stock in Transit
- Intelligent ERP – SAP S/4HANA Invoice and Goods Receipt Reconciliation

Blog Series

- Display Journal Entries in T-Account View / Blog
- Resolve Sales Order Fulfillment Issues / Blog
- Predictive Material and Resource Planning / Blog
- Ensure Product Marketability / Blog
- Integration with SAP C/4HANA Field Service Management / Blog
- Analyze Actual Maintenance Costs / Blog
- Optimize Corporate Purchasing with Machine Learning / Blog
SAP S/4HANA Reference Content

Fiori Apps Library

Best Practice Explorer

S/4HANA Roadmap Explorer
SAP S/4HANA Sourcing and Procurement Overview
SAP S/4HANA Sourcing and Procurement Overview

- Augmented Decision-making for Purchasing
- SAP Intelligent Robotic Process Automation integration with SAP S/4HANA
- Procurement Planning
- SAP Ariba
- SAP Fieldglass

Integrate the SAP S/4HANA hub system with multiple SAP ERP and SAP S/4HANA back-end systems. Optionally you can leverage SAP Ariba solutions: e.g. guided buying capability and catalog.

Operational Procurement

Streamline the buying process by integrating automated or manual function.
Support human decision making by analytical visualization embedded within transactional applications.
Determine the actual cost of product-based purchasing rebate agreements with suppliers.

Sourcing and Contract Management

Ensure delivery of committed quantities and values.
Find, negotiate, and contract the most qualified, reliable sources and suppliers efficiently.

Invoice Management

Get accurate invoices to accounts payable faster with electronic invoicing and automated verification.

Supplier Management and Procurement Analytics

Improve the invoice processing lifecycle with higher transparency and at faster rate/pace.

Gain visibility to determine the right mix of suppliers, best serve to business objectives, and reduce overall supply risk.
Reveal near-real-time insights into organizational spend, suppliers, and market information.
Operational Procurement | Sourcing and Contract Management

**Operational Procurement**

- **Self Service Requisitioning**
  - Consumer-grade UX and cross-catalog search enabling employees to adopt procurement processes and policies.
  - Enhanced workflow to complete purchase requisitions. *NEW 2020*
  - Workflow inbox Fiori app and notification center.

- **Purchase Order Processing**
  - Indirect and direct procurement leveraging integration with other business areas, automation and harmonized UX.
  - **Analytical apps to monitor** the status of POs. Comprehensive business process integration with Business Network.
  - **Flexible workflow enhancements** like maintain deadlines in POs or add tax dates. *NEW 2020*
  - Increased visibility by including **quantity delivery deficit situation** in manage purchase order Fiori app. *NEW 2020*

- **Purchase Order Collaboration**
  - Control over automation and manual intervention where appropriate. Human decision making supported by **analytical visualization** embedded within transactional applications.

- **Requirements Processing**
  - Harmonized UX for both goods & service purchasing processes.
  - **Simplified limit (value-only)** PO items to control over “unplanned” services and record details via Fiori service entry sheet application.

- **Services Purchasing and Recording**
  - Manage the purchasing rebate lifecycle, from planning to tracking, settling, and analyzing rebate agreements.

- **Purchasing Rebate Mgmt.**
  - Harmonized UX for both goods & service purchasing processes.
  - **Unplanned Services** with reference to purchasing contract.

---

**Operational Procurement | Sourcing and Contract Management**

**Sourcing and Contract Mgmt.**

- **Source Assignment**
  - Analytic apps to monitor RFQs and compare supplier quotations. For full online RFQ process support use simple offline RFQ apps to seamlessly integrate with Sourcing in Ariba.

- **Purchase Contract Mgmt.**
  - Analytic apps manage the status of contracts and agreements.
  - **Predictive algorithm** to monitor contracts to help plan contract negotiations.
  - **Templates and mass changes** to increase efficiency in managing a large number of contracts.
  - **Unplanned Services** with reference to purchasing contract. *NEW 2020*
Invoice Management, Supplier Management and Procurement Analytics

**Invoice Mgmt.**
- Invoice Processing
- Invoice Collaboration

**Supplier Mgmt. and Procurement Analytics**
- Classification and Segmentation
- Supplier Evaluation
- Spend Visibility
- Real-time Reporting and Monitoring

- **Invoice Mgmt.**
  - Upload of supplier invoice attachments can be implemented **fully automated** without user interaction. **NEW 2020**
  - Fiori apps to help manage supplier invoices and payment blocks.
  - Upload scanned invoice copies for manual invoice processing (optional integration with OCR via OpenText).
  - Native integration with Business Network

- **Supplier Evaluation**
  - Increased flexibility in supplier evaluation by defining **individual supplier evaluation criteria** like weighting and scoring. **NEW 2020**
  - Analyze in real-time the **parts per million score** to discuss with the suppliers potential activities to improve quality.
  - **Real-time supplier evaluation analytics automatically generated** from transactional data.
  - Manage activities with suppliers, or internal employee survey to additional perspective on supplier evaluations.

- **Spend Visibility**
  - Increased transparency about the automation rate: **high touch – low touch**, how many documents were processed manually instead of automatically. **NEW 2020**
  - **Real-time multi-dimensional spend report** that can be manipulated like “pivot table” with drill-down capability.
  - **KPI tiles and Procurement Overview app** that provide at-a-glance visualization of multiple analytical apps.

**Procurement Overview**

**Automation Rate**

**Supplier Evaluation by User Defined Criteria**
Central Procurement

SAP S/4HANA LoB Solutions in Sourcing and Procurement

**Central Procurement** enables integration of the SAP S/4HANA hub system with multiple SAP ERP and SAP S/4HANA back-end systems. Contract management, purchasing, and requisitioning processes can be centralized with the hub system. Optionally you can leverage SAP Ariba solutions: e.g. guided buying capability and catalog. **Central Purchase Contract Hierarchy** enables large enterprises to consolidate the requirements across various business groups. **New updated source list** in connected backend system after central purchase contract distribution. **NEW 2020**

Extended functionality with **Commodity Management** for Procurement and Sales processing to enable advanced commodity pricing on procurement documents and support provisional, differential, and final invoices; to create commodity sales contracts priced on market quotes, automate price calculations, and streamline invoicing.

With new **Commodity Pricing** capabilities key users can apply complex pricing formulas, commodity weights and price conditions in an easy way in **Central Procurement**. **NEW 2020**
SAP S/4HANA Sourcing and Procurement

Augmented Decision-making For Purchasing

Augmenting procurement capabilities with machine learning
- Propose material group for free-text items
- Propose creation of new catalog items
- Proposal of options for materials without a purchase contract
- Supplier delivery prediction
- Image-based ordering
- Intelligent approval

Procurement Planning

Plan and bundle parts to be procured and handed over to sourcing for further supplier negotiation and awarding.

SAP IRPA integration with SAP S/4HANA

- Purchase Order Confirmations (48K)
- Simple Purchase Requisition Creation from Excel (48M)

SAP Fieldglass

Extend the reach of digital core and effectively manage your external workforce. Find the right mix of talent to create competitive advantage.

Lean service integration with Ariba Network and the guided buying capability: Guidance for employees requesting planned services and Electronic exchange of purchasing documents for lean services with suppliers on Ariba Network
Source to Pay Process – Process Overview

**Source and Contract**
- Define and create the category strategy
- Identify and source material and service needs
- Negotiate & manage contracts with trading partners

**Plan and Forecast**
- Plan and forecast demand for goods, services and resources

**Buy and Deliver**
- Initiate a request for purchasing goods & services
- Carry out orders for goods & services
- Deliver & receive goods & services

**Invoice and Pay**
- Create/manage invoices and credit memos
- Apply early payment options
- Pay trading partners for goods delivered and services rendered

**Trading Partner Collaboration**
- Trading partner & Risk Management
- Analytics and Intelligence
- Central Procurement Functions
Transformation from SAP SRM to SAP S/4HANA for Central Procurement

Current Scenario

• Supports multi-SAP-backend installations
• Is the procurement backbone of every large SAP installed base customer
• End of mainstream maintenance for SAP SRM in 2025

Target Scenario

• SAP S/4HANA system acts as a central system
• Support central requisitioning, central purchase contracts, central purchasing, and central sourcing (RFQ)
• Distribution to local operational systems, such as SAP S/4HANA Cloud, SAP S/4HANA or SAP ERP (starting from SAP ERP enhancement pack 6)
Centralize and Transform Multi-backend Procurement Landscapes with SAP S/4HANA for Central Procurement

**Central Procurement**

- **Central Requisitioning**
  - Ariba Guided Buying (recommended)
  - Central requisitions
  - Approvals & workflows
  - Confirmations & returns

- **Central Purchasing & Sourcing**
  - Manage, approve & automate external PRs
  - Centrally manage RFQs
  - Manage and approve external POs
  - Centrally manage procurement responsibilities

- **Central Purchase Contracts**
  - Create, manage & distribute Central Contracts
  - Monitor Central Purchase Contract Items

- **Central Analytics**
  - Track central contract consumption
  - Monitor central PO spend

**Local Procurement Processes**

- **SAP S/4HANA Cloud – Region A**
  - Request
  - Source
  - Order
  - Invoice

- **SAP S/4HANA – Region B**
  - Request
  - Source
  - Order
  - Invoice

- **SAP SoH / ECC EHP6+ – Division 1**
  - Request
  - Source
  - Order
  - Invoice

- **SAP SoH / ECC EHP6+ – Division 2**
  - Request
  - Source
  - Order
  - Invoice
SAP Payment Block - Cash Discount at Risk

Business scenarios:
Exceptional situation causes payment block for supplier invoices. Which requires manual analysis and operations to resolve. Furthermore, late payment could result in unnecessary cash discount loss.

SAP Payment Block - Cash Discount at Risk allows Accountants and Purchasers to:
• Proactively display payment block and analyze the underlying issues with detailed data context
• Receive recommendations based on historical system data
• Avoid loss of cash discounts
Condition Contract Settlement by Settlement Management

**SAP S/4HANA settlement management** (SAP Note 2481672) uses **Central Contract Administration** as the single point of entry for contract data and contract related conditions for:
- Full support of business volume related scenarios
- Calendar based settlement
- Accrual conditions can be defined independent from settlement conditions
- Intuitive data entry of settlement information with full transparency of involved documents

**Customization**
- Spilt Criteria's Header and Item Level | Condition and Scale Base
- Business Volume Table | Transfer Rules for Document creation

**Settlement Program**
- Business Volume Determination | Calculation via Pricing
- Settlement Document creation

**Data Source**
- Sales Order | Purchase Orders | Deliveries | Invoices | Goods Movements
- Settlement Management Documents | External Systems | POS Data

**Detail Statement**
- Settlement Documents
- Document Collection
- Output | FI/CO Messaging
Supplier Delivery Prediction

Machine Learning

Will the supplier deliver the ordered item in time as requested?

- Support procurement professionals with accumulated historical data
- Predict if the ordered item is likely to arrive on time or not

Historical Transactions → Predict Likely Delivery Date → Monitor Purchase Orders
Image-Based Buying

Machine Learning

I have “this” in front of me, and order it again from the corporate catalog. Can I get the machine to recognize it for me?

- Ease the process of creating a purchase request by getting the machine to recognize the item by camera or photo
- Match the image with a picture of catalog item to order it
Intelligent Approval

Machine Learning

Which requests for approval should I spend time to carefully review?

• Assist managers shift through requests for approvals
• Use historical data to automatically “tag” incoming requests for approval

Purchase Requisition → Approval → Purchase Order
Proposal of Options for Materials without a Purchase Contract

Machine Learning

How can I reduce non-managed spend?

High-level architecture

ML-based Automatic Data Analysis e.g. materials without contracts

Human Decision

SAP Ariba Sourcing

SAP Ariba Award

Operational Contract

Contract Monitoring

SAP S/4HANA

SAP Cloud Platform

mat4contract application

Training Data

Model

Training Service

ML Foundation

Proposal

Procurement Data

Training Data Extraction via CDS

Monitor Materials Without Contract

Proposal

Procurement Data
Propose Material Group for Free-text Items

Machine Learning

Which material group do I need for this free-text item? Can the system help to follow the corporate purchasing policy?

- Choosing the correct material group is critical when creating a free-text item to be compliant with a corporate purchasing policy.
- You often end up putting sticky notes next to the PC monitor for the most frequently used material groups.

You can let the system propose a material group appropriate for the free-text item you are creating based on the historical data within your organization – no more sticky notes.
Propose Creation of New Catalog Items

Machine Learning

Which items are frequently purchased as free-text items?

Which items should be considered for the corporate procurement catalogs?

- Free-text purchasing items from end users require buyers’ manual intervention
- To maximize automation in the purchasing process, coverage of frequently purchasing items by corporate procurement catalogs is important consideration
Procurement Integration SAP S/4HANA with SAP Ariba

Example integration scenarios with Ariba

- Leverage **Business Network and the intuitive guided buying capability** integrated with SAP S/4HANA core procurement processes.

- Leverage **digital handshakes** between the buyer and supplier to take more control of your business network in procurement.

- **Generate sourcing request** out of SAP S/4HANA and conduct sourcing events within Ariba. Bring the outcomes back to SAP S/4HANA core procurement processes as info records or contracts.
### SAP Ariba Complements and Extends SAP S/4HANA

#### SAP Ariba

**Supplier Management**
- Supplier self service
- Supplier profile
- Supplier information management
- Supplier risk

**Strategic Sourcing**
- Project management based sourcing
- Category sourcing templates
- Savings planning and tracking
- Reverse and forward auctions with multi-round bidding

**Contract Management**
- Contract authoring
- Workflow reviews and approval
- Document collaboration
- eSignature

**Procurement**
- Guided buying
- Spot Buy
- eForms and templates
- Business user managed workflow
- Supplier managed catalogs

**Supply Chain Collaborator**
- Ariba Network 1-NNN
- Electronic collaboration
- Supplier enablement
- Help Desk / Support Desk

**Invoice & Payables**
- Electronic invoicing
- Invoice pre-validation business rules
- Discount management
- Supply Chain finance

---

#### SAP S/4HANA

- Vendor master maintenance
- Account data
- Sources of supply
- Source determination
- Source list
- Operational contract management
- Outline agreement maintenance
- Purchase info record maintenance
- Central Procurement
- Operational purchasing
- Requisition a. purchase order processing
- Operational reporting & analysis

- Automated requirements planning
- Document outputs: Mail, eMail, fax, EDI
- Invoice reception
- Invoice reconciliation
- Supplier payment

---

© 2021 ASUG Confidential
Operational Procurement is now Simpler and Smarter with Guided Buying

Guided Buying ➔ Catalog ➔ Purchase Order ➔ Supplier Collaboration ➔ Goods Receipt

- **SAP Ariba Buying**
  - One stop shop for all buying
  - Consumer-grade user experience
  - Policy driven compliance
  - Workflow & status
  - Follow-on documents reference
  - Can be launched from SAP Fiori Launchpad

- **SAP Ariba Catalog**
  - Supplier managed content with contracted terms
  - Spot Buy marketplace
  - Contract compliance

- **SAP S/4HANA**
  - PO creation and execution

- **Ariba Network**
  - Network-based PO confirmation, ASN, smart invoice, invoice status, payment advice

- **SAP S/4HANA**
  - Goods receipt, invoice receipt
  - Invoice workflow

**Value Drivers**
- Simplicity & end user adoption
- Contract compliance
- Policy enforcement
- Process efficiency
- Supplier compliance
Guided Buying Integration with SAP S/4HANA for Central Procurement

Ariba Network

Suppliers

Commerce Automation

SAP S/4HANA Central Procurement

SAP S/4HANA / ERP

SAP Ariba Guided Buying

Purchase Order

Advanced Ship Notice

Invoice

Order Confirmation

Add items to shopping cart

Requester submits Requisition

Receive PR Status

Validate Requisition

Receive PR # & submit GB Requisition for approval

Approval (Manual / Auto-approval)

Simulate PR Creation

Simulate PR Creation

Receive PR Status

Create Central Requisition & Send PR #

Receive Central Requisition

Receive PR Status

Approval

Trigger PR Replication

Receive & Create PR

Create PO

Create Goods Receipt

Create Invoice

Create ERP Confirmation of PR Receipt & Creation

Receive & Create PR

Receive PO

Receive Goods Receipt

Receive Invoice

Receive & Create PR

Receive ERP Confirmation of PR Receipt & Creation

Receive PO

Receive Goods Receipt

Receive Invoice

Create Invoice

Update PR

Update PR with approved status & set status to Ordering

Update PR with PO #

Update PR with GR #

Update PR with INV #

Invoice
SAP S/4HANA Sourcing and Procurement Solution Simplification

• **Self Service Procurement** replaces ERP shopping Cart and MDM Catalog (via search function)
• **Business Partner** approach replaces vendor master
• **Replacement of classical GUI transactions** (SAP Note 2267449)
• **Live Supplier Evaluation** now real-time on source data w/o data replication
• **Pricing Data Model Simplification** (SAP Note 2267442)
• **New Optional Output Management** in Purchase Order including cloud qualities such as extensibility enablement, multi tenancy enablement and **modification free configuration**
• **SAP Ariba Cloud Integration Gateway**, and **native Integration with Ariba** (SAP Note 2341836)
• Complete list of simplifications see [here](#)
Customers are Achieving Value from SAP S/4HANA Procurement

Danfoss GmbH

**Industry**
Industrial Machinery and Components

**Additional SAP Solutions**
SAP Ariba solutions, and SAP Concur solutions

**With SAP S/4HANA, Danfoss achieved:**
- Better visibility into total company expenditures
- 45% of procurement-related processes automated
- Improved vendor and contract management

With its tagline, “Engineering tomorrow,” Danfoss A/S is known for its top strategic priorities of efficiency and innovation. People recognize the company name primarily for the thermostatic valves on radiators and other home heating appliances. But Danfoss also manufactures and markets cooling solutions, power mechanisms for hydraulic systems, and drives for variable-speed motors.

Deloitte LLP

**Industry**
Professional Services

**Additional SAP Solutions**
SAP Ariba solutions

**With SAP S/4HANA, Deloitte LLP achieved:**
- Enhanced procurement processes
- Saving over £10 million per year on procurement
- Improved spend visibility and control

Deloitte LLP, through its subsidiaries, provides audit, tax, consulting, and financial advisory services to clients across the world. As the firm increasingly advises clients on implementing successful digital transformations, it is embarking on its own transformation journey to enable it to provide the multifaceted advice that clients require.

[Click here for Danfoss GmbH source reference](#)

[Click here for Deloitte LLP source reference](#)
Contract Manager - Settlement Management
- Manage Supplier Condition Contracts

Configuration Expert - Business Process Configuration
- Default settings for users
- External Catalog Interface
- Manage Workflow for Purchase Requisitions
- Manage Workflows for Purchase Orders
- Manage Workflows for Service Entry Sheets - Lean Services
- Manage Workflows for Supplier Invoice
- Schedule Import of Catalog Data
- Schedule Transfer of PR for Intelligent Approval

Employee - Procurement
- Confirm Receipt of Goods
- Manage Service Entry Sheets - Lean Services
- My Inbox - Approve Service Entry Sheets
- Purchase Requisition
- Return Delivery

Manager - Finance Info
- My Inbox - Approve Supplier Invoice

Manager - Procurement
- Edit and Approve Purchase Requisition
- My Inbox – Approve Purchase Contract
- My Inbox – Approve Purchase Order
- My Inbox – Approve Purchase Requisitions
- Account Assignment
- Manage Purchase Orders
- Manage Output Items

Strategic Buyer
- Monitor Responses
- Overdue Purchase Order Items
- Purchasing Group Activities

Purchaser
- Cross-Catalog Search
- Manage Catalog Item Recommendations
- Manage Purchase Orders (Version 2)
- Manage Purchase Requisition Professional
- Manage Purchase Requisitions
- Manage Purchasing Info Records
- Manage Quota Arrangements
- Manage Scheduling Agreement
- Manage Source Lists
- Manage Sources of Supply
- Mass Changes to Purchase Orders
- Mass Changes to Purchase Requisitions
- Mass Changes to Purchasing Info Records
- Monitor Mass Changes - Purchase Requisitions
- Monitor Purchasing Info Records Price History
- Monitor Purchase Order Items
- Monitor Subcontracting Documents
- Monitor Subcontracting Orders
- Monitor Supplier Confirmations
- My Purchasing Document Items
- Purchasing Documents by Requirement Tracking Number
- Purchase Order
- Purchase Requisition Item
- Purchasing Info Record
- Redistribute Workload
- Schedule Purchasing Jobs

Sourcing and Contract Mgmt.

Configuration Expert - Business Process Configuration
- Manage Workflows for Supplier Quotation
- Manage Workflows for Purchase Contracts
- Manage Workflows for Request for Quotations
- Manage Credit Memo Request Workflow
- Manage Workflows for Scheduling Agreements
- Compare Supplier Quotations

Purchaser
- Manage Purchase Contracts
- Manage Purchase Requisitions
- Manage Requests for Quotation
- Manage Scheduling Agreement
- Manage Sources of Supply
- Manage Supplier Quotations
- Mass Changes to Purchase Contracts
- Mass Changes to Scheduling Agreements
- Monitor Mass Changes
- Monitor Mass Changes - Purchasing Info Records
- Monitor Purchase Contract Items
- Monitor Purchase Requisition Items
- Monitor Request For Quotation Items
- Monitor Scheduling Agreement Items
- Purchase Contract
- Purchase Contract Item

Strategic Buyer
- Contract Expiry
- Contract Leakage
- Display Suppliers – Procurement
- Non-Managed Spend
- Off-Contract Spend
- Quantity Contract Consumption
- Unused Contracts
- Value Contract Consumption
SAP S/4HANA Sourcing and Procurement: Fiori Apps 2/3

Supplier Mgmt.

**Employee - Procurement**
- Evaluate Suppliers
- Process Tasks

**Master Data Specialist - Business Partner Data**
- Manage Business Partner Master Data
- Manage Customer Master Data
- Manage Supplier Master Data

**Master Data Specialist – Product Data**
- Manage Product

**Purchaser**
- Adjust Operational Supplier Evaluation Score
- Supplier
- Supplier Evaluation Score History

**Strategic Buyer**
- Display Scorecards
- Manage Activities
- Manage Purchasing Category
- Manage Questionnaires
- Manage Templates
- Monitor Tasks
- Operational Supplier Evaluation
- Overall Supplier Evaluation
- Procurement-Related Activity (Quick Create)
- Procurement-Related Activity (Quick View)
- Purchasing Category
- Supplier Evaluation
- Supplier Evaluation by Price
- Supplier Evaluation by Quality
- Supplier Evaluation by Quality Notification

Procurement Analytics

**Administrator**
- Schedule Migration of Purchasing Data for Analytics

**Accounts Payable Accountant - Procurement**
- Monitor Purchase Order Down Payments
- Purchase Contract Items By Account Assignment
- Purchase Order Items by Account Assignment
- Purchase Requisition Items By Account Assignment

**Configuration Expert - Business Process Configuration**
- Analyze Missing Exchange Rates
- Monitor Procurement Analytics Operations
- Schedule Extraction of Purchase Orders for Central Procurement Analytics

**Purchaser**
- Manage Purchase Requisitions
- Manage User-Defined Criteria for Supplier Evaluation
- Procurement Overview Page

**Strategic Buyer**
- Central Purchase Contract Consumption
- Central Purchase Requisition Item types
- Invoice Price Variance
- Material Price Variance
- Parts Per Million
SAP S/4HANA Sourcing and Procurement: Fiori Apps 3/3

Invoice Mgmt.
Accounts Payable Accountant - Procurement
- Edit Supplier Invoice Settings
- Manage Supplier Invoices
- Schedule Supplier Invoice Jobs – Advanced
- Supplier Invoice (SAP S/4HANA)
- Supplier Invoice Items by Account Assignment
- Supplier Invoices List
- Supplier Invoices List (Version 2)

Accounts Payable Accountant - Procurement for China
- Process Incoming VAT Invoices - China

Accounts Payable Accountant for China
- Input VAT Deduction - China
- Input VAT Transfer - China
- Manage Incoming VAT Invoices - China
- Manage Input VAT Declaration – China

Configuration Expert - Business Process Configuration
- Manage Workflows for Supplier Invoices

Employee - Procurement
- Upload Supplier Invoices

Purchaser
- Manage Catalog Items

Central Procurement
Configuration Expert - Business Process Configuration
- Central Procurement Interface Monitor
- Central Procurement Job Monitor
- Central Procurement Operations Monitor
- Default settings for users
- Manage Workflows for Central Purchase Contracts
- Manage Workflows for Centrally Managed Purchase Orders
- Manage Workflows for Centrally Managed Purchase Requisitions
- Monitor Compatibility of Central Procurement Operations
- Schedule Import of Catalog Data
- Schedule Import of Purchasing Documents
- Schedule Import of Release Orders

Employee - Procurement
- Confirm Receipt of Goods
- Create Purchase Requisitions
- My Purchase Requisitions

Purchaser
- Create Purchase Order Centrally
- Create Purchase Orders from Central Quotations
- Global Purchasing Spend
- Manage Central Purchase Contracts
- Manage Central RFQs
- Manage Purchase Orders Centrally
- Manage Purchase Requisitions Centrally
- Manage Central Supplier Quotations
- Mass Changes to Central Purchase Contracts
- Monitor Central Purchase Contract Items
- Monitor Mass Changes - Central Purchase Contracts
- Monitor Purchase Requisition Items Centrally

Monitor Materials Without Purchase Contract

Augmented Decision-making For Purchasing

Exemplary view, most current list see Fiori Apps Library
SAP Ariba

Supply Chain Collaboration
Our Vision
Transform today's fragmented supply chains into unified, collaborative and intelligent networks.
SAP Business Network is key component of SAP’s Strategy
SAP Digital Supply Chain solutions for plan and forecast
Connect strategic and operational planning with real-time visibility and execution

Digital business planning

SAP S/4HANA
- Production planning
- Available to promise
- (Demand-driven) material requirements planning
- Extended service part planning

SAP Integrated Business Planning (SAP IBP)
- Supply chain control tower
- Sales and operation planning
  - Demand
  - Inventory
  - Demand driven replenishment
  - Response and supply

Integrated into SAP Ariba business network
- Supply chain collaboration (SCC)
  - Planning collaboration
  - Multi-tier order collaboration
  - Quality collaboration

Enable better “customer and product experience” by staying continuously aligned across departmental silos with a unified view of real-time “demand and supply” of the extended supply chain.
SAP Ariba Supply Chain Collaboration - Journey

2014 / 2015
- Direct Material Collaboration
- Plan Driven Execution

2016
- Outsourced Manufacturing
- Consignment
- Multi-tier collaboration

2017
- Forecast collaboration
- Quality Notifications
- Quality Inspections

2018
- Supplier Managed Inventory
- Supply Chain Monitor

2019
- Handling Units & Packaging
- Supply Chain Impact Analysis

2020
- Serialized Product
- Stock Transport Order
- MRP Exceptions
- Supply Chain Analytics (Embedded SAP Analytics Cloud)*
- Trading Partner Workbench (Enhanced User Experience for Supply Chain Users)*

2021
- Business Network Unification

Life Sciences
- Sales COE
- Support COE

High Tech

Industrial Manufacturing

Consumer Products

GTM Launch

CONTINUOUS IMPROVEMENTS
Collaborate efficiently with all supply chain partners through a single global solution

Improve visibility into supply with continuous monitoring, benchmarking, and enhancement of supplier performance

Easily manage all direct order collaborative processes – including consigned inventory, rolling delivery schedules, and contract manufacturing – all in one place

Respond intelligently to changes in supply and demand with real-time visibility into supply chain metrics

Rapidly connect to thousands of suppliers with minimal IT costs

Instantly identify errors through configurable business rules with automated validation and reconciliation
Supply Chain Planning Collaboration
- Forecast collaboration – *Visibility, Commit, Upside*
- Inventory collaboration – *Supplier Managed Inventory*
- Manufacturing Visibility

Supply Chain Execution Collaboration
- Direct materials PO collaboration
- Multi-tier collaboration
- Scheduling agreement release collaboration
- Subcontracting order collaboration
- Consignment order collaboration

Supply Chain Quality Collaboration
- Quality Notification collaboration
- Quality Inspection collaboration
- Quality Review collaboration
SAP Ariba Supply Chain Collaboration for Buyers

Business process coverage

**Forecast collaboration***
- Share forecast
  - Forecast commit
  - Provide and execute against shipment plan with scheduling agreement
  - Provide manufacturing and inventory status

**Supplier managed inventory**
- Share demand, inventory, and min/max levels
  - Confirm order and provide advanced shipment notification

**External manufacturing visibility**
- Share forecast
  - No supplier fees

**Plan and forecast**

**Buy and deliver**

**Purchase order collaboration***
- Place, inquire, and receive order
  - Confirm order and provide inventory status

**Vendor consignment**
- Report consumption of consigned stock
  - Execute against firmed orders (released)

**Scheduling agreement release**
- Provide rolling delivery schedule w/ different firming levels
  - Notify buyer of components’ receipt
  - Provide component consumption

**Subcontract/contract manufacturing**
- Place order with components
  - Request and respond to quality notification
  - Submit test results, COC, COA

**Quality notifications**
- Communicate and respond to quality notification
  - Collaborate and share quality documents

**Quality inspections**
- Request test results, COC, COA

**Quality reviews**
- Collaborate and share quality documents

**Self-billing/ERS invoicing**
- Provide self-bill/ERS invoice based on GR
  - Provide payment notification

**Vendor invoice and payment processing**
- Provide invoice processing status and payment notification
  - Provide invoice based on PO/ASN

**Return order collaboration**
- Place return order and provide return ship notice
  - Provide credit memo

---
*With multi-tier orchestration support

---

No supplier fees
SAP Ariba Supply Chain Collaboration for Buyers
Fastest growing spend category on world’s largest b2b network

- 230 Global Customers
- 119 Transacting Customers across > 60K relationships in 5 major industries
  - ~28 active implementations
  - 33 Go Lives in 2020
- 30 Innovations in 2020

Example Customer Stories

- Leading HT Company
  - Integrated ~45 of their strategic trading partners (via b2b, portal)
  - SAP ERP, SAP IBP
- Leading medical technology firm
  - Integrated ~74 of their strategic trading partners (via b2b, portal)
  - SAP S/4HANA, SAP IBP
- Leading CPG Company
  - Integrated ~1503 of their global trading partners (via b2b, portal)
  - SAP ERP
- Leading Industrial Mfr Company
  - Integrated ~4126 of their global trading partners (via portal)
  - SAP & Oracle ERPs

Partners
Questions?
Thank you.

Additional text here.