



# Roadmap: The SAP Ariba Supply Chain Collaboration for Buyers Solution and Customer Adoption Update

Raj Alluri & Arun Thiyagarajan, SAP Ariba Product & Innovations

ASUG84161

# Presentation Materials

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# About the Speakers

## **Raj Alluri**

VP, Ariba Network Solutions Management, SAP

- Has been with SAP since 1997 and has extensive experience in guiding customers globally across manufacturing, consumer, and retail industries with their digital supply chain transformation journeys.
- Current responsibilities include solution strategy, road map, and GTM activities for the SAP Ariba Network Solutions.

## **Arun Thiyagarajan**

VP, Ariba Network Product Management, SAP

- Has been with SAP since 2004, started as a developer in the Automotive IBU and then moved to consulting to help global customers in supply chain implementations across Supply Chain Planning, Execution and Collaboration solutions.
- Currently, leading a global team of Ariba Network Product Management for Supply Chain and PO Automation.

# Agenda for today

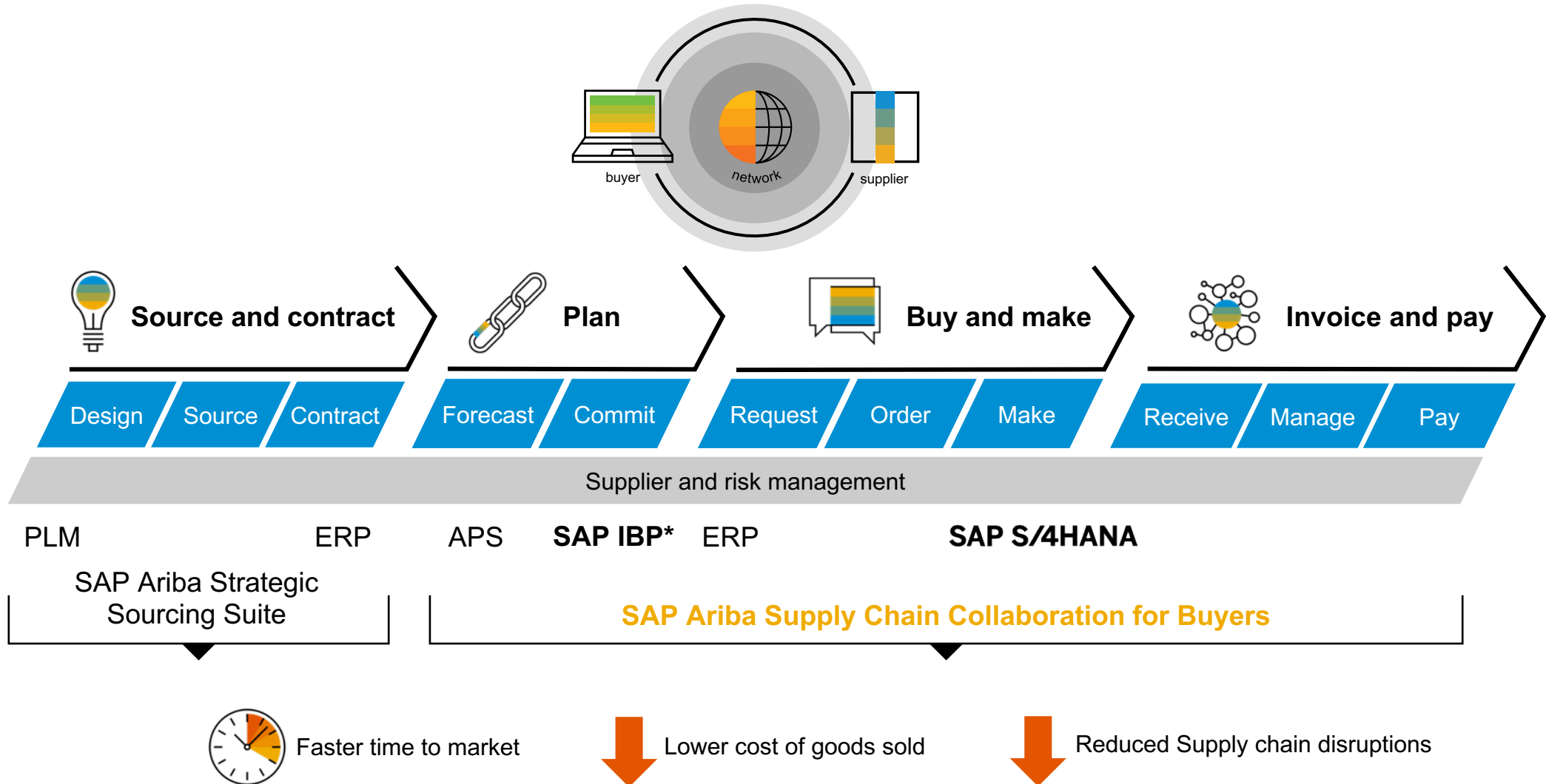
- ❖ Brief Solution Overview
- ❖ Update on Current Roadmap & highlights of upcoming Innovations
- ❖ Customer Adoption Status
- ❖ Q&A

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# SAP Ariba solutions for direct spend



# SAP Ariba Supply Chain Collaboration for Buyers

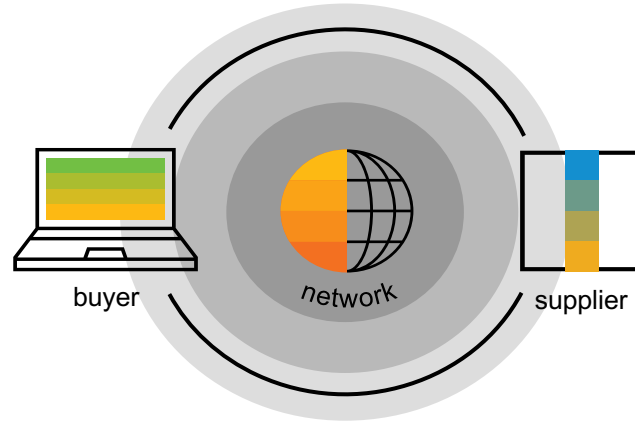
Brings real time visibility and efficiency for your supply chains






## Your company










## Your trading partners

## Any Channel

### Any Backend




-  Raw material suppliers
-  Component suppliers
-  Subassembly suppliers
-  Contract manufacturers
-  3PL/Distribution centers

- PORTAL 
- EDIFACT 
- X12 
- OAGIS 
- GUSI 
- EANCOM 
- PIDX 
- xCBL 
- cXML 

  
One Platform

  
Quicker onboarding

  
Improved Compliance

  
Faster response

  
Build-in Intelligence



# SAP Ariba Supply Chain Collaboration for Buyers

## Business Process Coverage



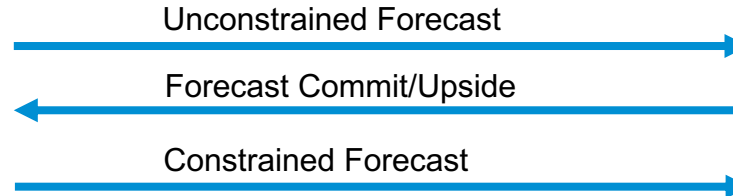
# SAP Ariba Supply Chain Collaboration for Buyers

## Integration with SAP SAP Integrated Business Planning – Supply Side

### Your company



### Forecast Commit Scenario



### Inventory/Manufacturing Visibility Scenarios



### Your trading partners



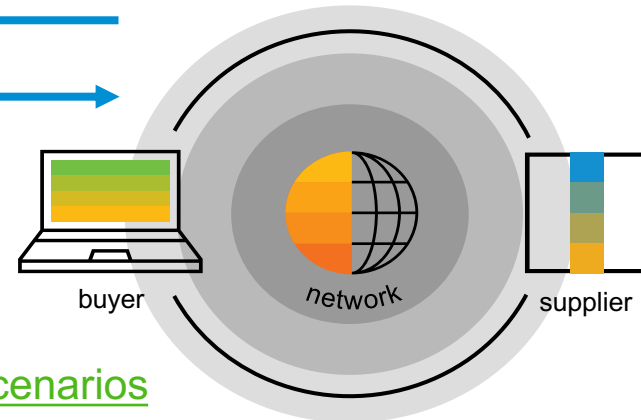
#### Portal/ Web UI



#### Partner enablement



#### Cloud integration gateway



Companies with enterprise wide collaboration with trading partners have

**4 - 12%** lower DIO

**2 - 5%** higher On-Time Delivery

# SAP Ariba Network: Analytics Strategy



## Embedded

Provide analytics around key supply chain metrics natively within the network for all trading partners



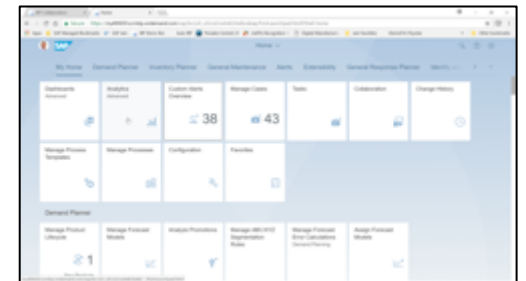
## Extensible

Leverage SAP Analytics Cloud to provide additional custom reporting to meet customers business



## Enabled

Access the network analytics from applications like S/4 HANA and Integrated Business Planning





“Transform a transactional network to an **intelligent business network** that enables strategic relationships between trading partners”

1

Unified User Experience

2

Embedded Intelligence

3

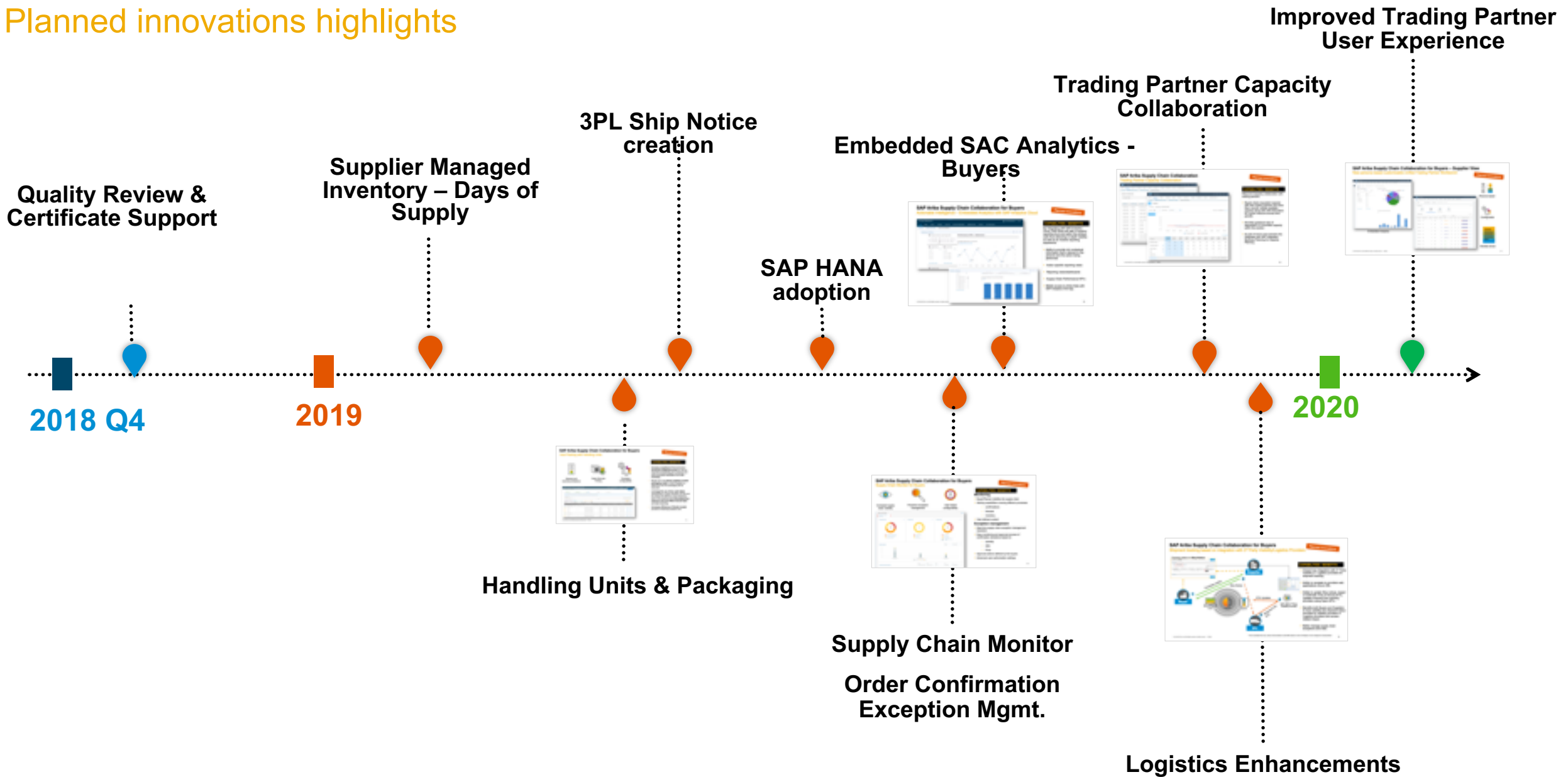
Extended Collaborations

4

Improved Scalability

# SAP Ariba Supply Chain Collaboration for Buyers

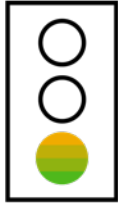
## Planned innovations highlights



# SAP Ariba Supply Chain Collaboration for Buyers

## Auto Packing with Handling Units

Planned Innovations



Shipping and receiving compliance



Easier Barcode Printing



Packaging configurability

### CAPABILITIES / BENEFITS

- **Increase compliance/ Standardization during the shipping process** as well as improved productivity upon receiving and **more accurate handling of arriving inventory.**
- Buyers can now **advise suppliers of their packaging needs** or allow suppliers to determine how the packaging will be executed.
- **Leverage the use of bar code labels** representing a unique handling unit that can be printed and affixed to each individual level of the packing while **eliminating time-intensive and error-filled manual input** and label reprinting.
- **Increases efficiency of Goods receipt process** at receiving locations and

Level	Target	Actual
Level 1 Pallet	1	1
Level 2 Carton	4	4
Level 3 Box	16	16

Level	ASN Item no.	Part no. and description	Batch ID	Quantity	Production date	Expiry date	Action
Level 1 - Pallet							
2.1 Carton (4/4)							
3.1 Box	1	AX3893-3 Sample material	10020012	20 PK	Dec 1, 2017	Dec 1, 2018	Move to...
3.2 Box	1	AX3893-3 Sample material	10020012	20 PK	Dec 1, 2017	Dec 1, 2018	Move to...
3.3 Box	1	AX3893-3 Sample material	10020012	20 PK	Dec 1, 2017	Dec 1, 2018	Move to...
3.4 Box	1	AX3893-3 Sample material	10020012	20 PK	Dec 1, 2017	Dec 1, 2018	Move to...
2.2 - Carton (4/4)							
3.5 Box	1	BXC3893-3 Electrical harness	10020013	20 PK	Dec 1, 2017	Dec 1, 2018	Move to...
3.6 Box	1	BXC3893-3 Electrical harness	10020013	20 PK	Dec 1, 2017	Dec 1, 2018	Move to...

# SAP Ariba Supply Chain Collaboration for Buyers

## Supply Chain Monitor for Buyers

Planned Innovations



Increased supply chain visibility



Proactive exception management



User based configurability

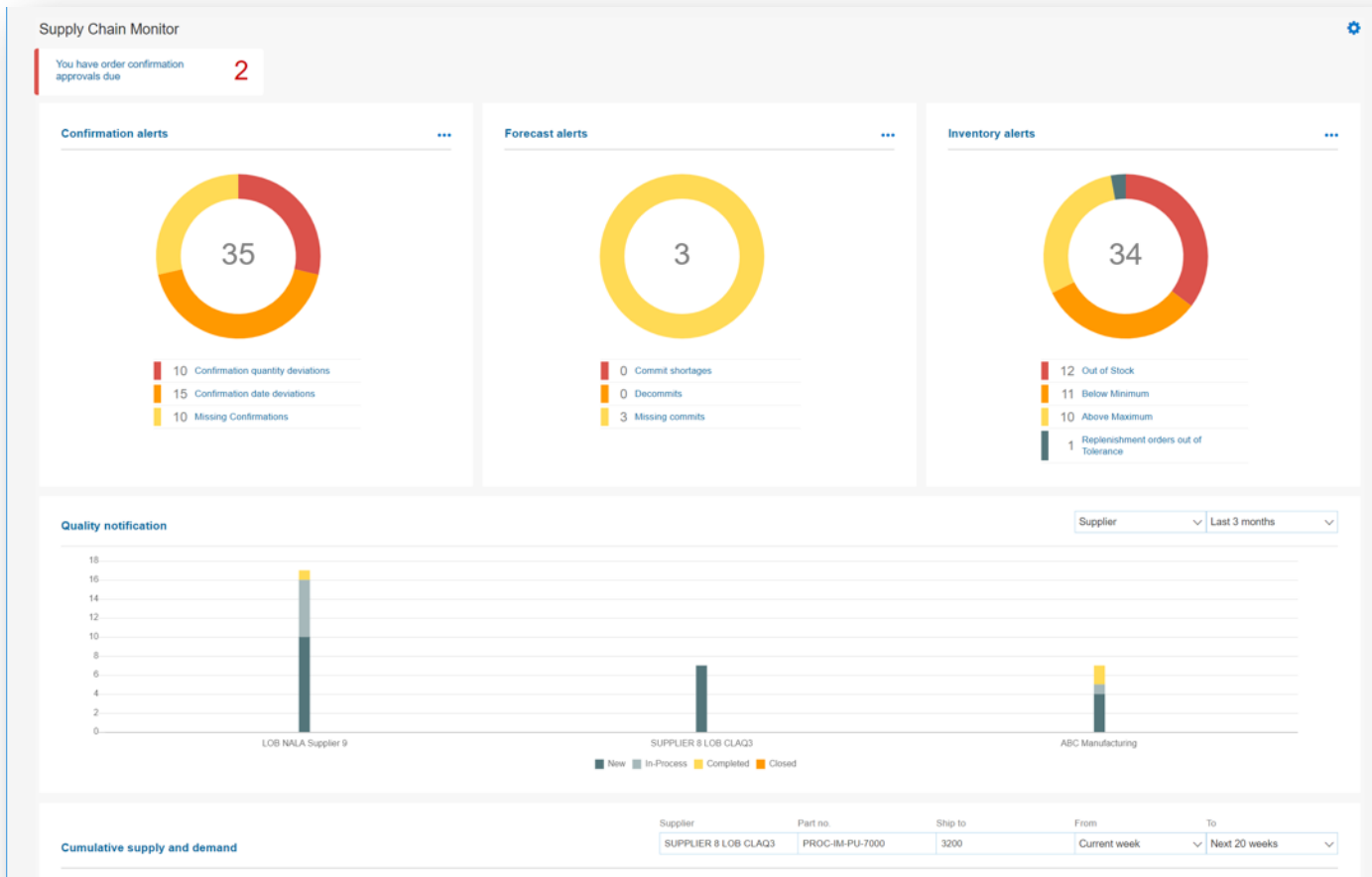
### CAPABILITIES / BENEFITS

#### Monitoring

- Buyer/Planner visibility into supply chain
- Alerting capabilities covering different processes
  - ✓ confirmations
  - ✓ forecast
  - ✓ inventory
- User defined content

#### Exception management

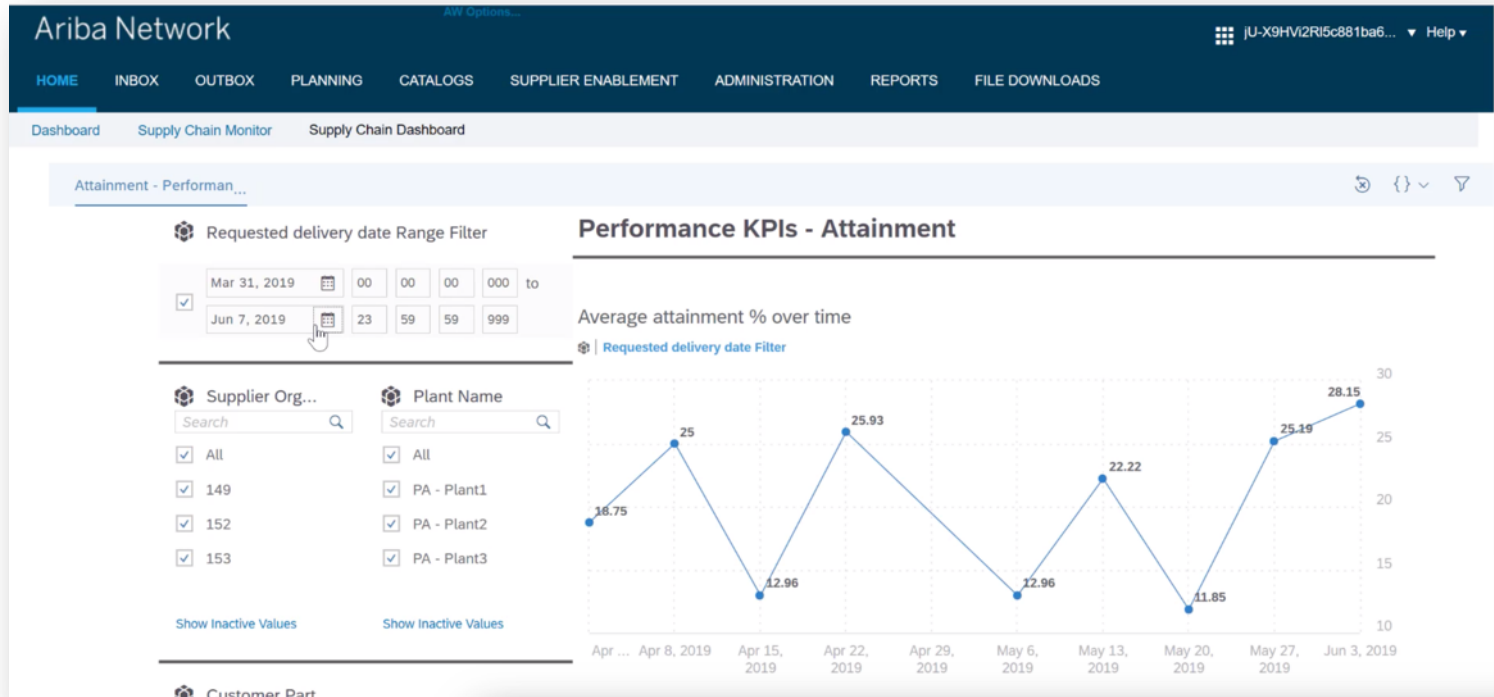
- Real time supply chain exception management resolution
- Easy monitoring and approval process of confirmation deviations based on
  - ✓ quantity
  - ✓ date
  - ✓ Price
- Approval actions defined by the buyers
- Advanced user authorization settings



# SAP Ariba Supply Chain Collaboration for Buyers

## Actionable Intelligence – Embedded Analytics with SAP Analytics Cloud

Planned Innovations



### CAPABILITIES / BENEFITS

By integrating with SAP Analytics Cloud, SAP Ariba will offer a superior reporting front end within the product suite thus delivering in-depth visibility as well as an intuitive reporting experience.

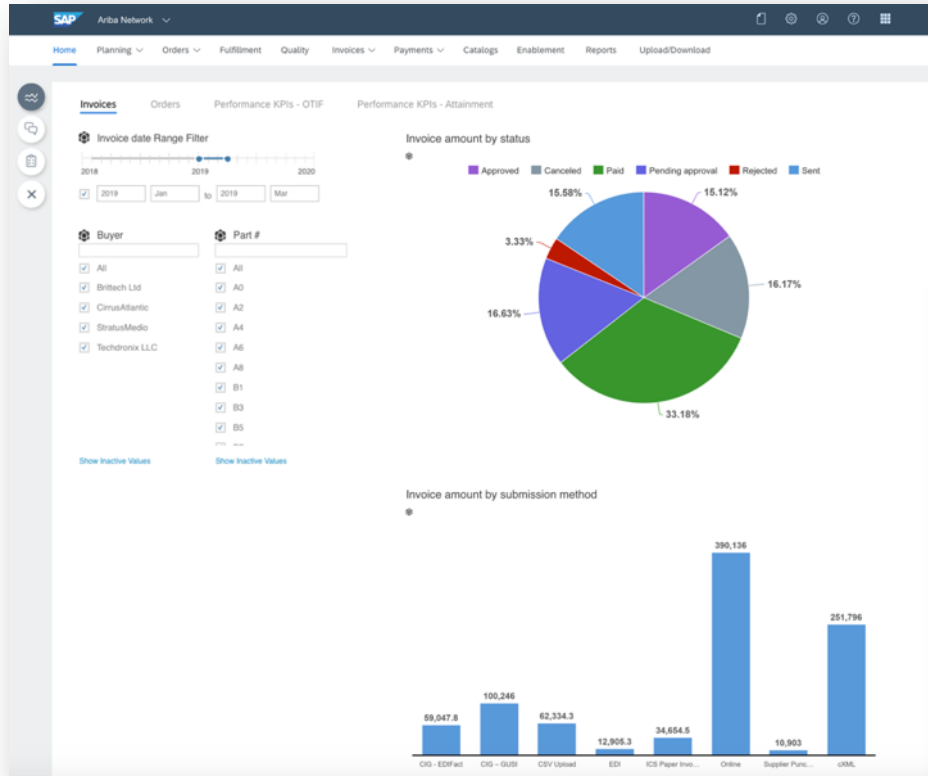
- Ability to provide rich contextual information that's relevant to the persona and the action being performed
- Action specific reporting views
- Reporting views/dashboards
- Supply Chain Performance KPI's
- Mobile access to Ariba Data with SAP Analytics IOS App.



# SAP Ariba Supply Chain Collaboration for Buyers – Supplier View

New persona based customizable Unified Trading Partner Workbench

Planned Innovations



Embedded Analytics

Customer	Customer part no.	Lead time	Part status	Quantity	Status	Stock on hand			Projected stock - 10 weeks
						Min.	Max.	Unit	
TechDronix	dd-2	10	Active	239	Below minimum	300	600	EA	
TechDronix	dd-4	10	Active	239	Below minimum	300	600	EA	
TechDronix	dd-5	10	Active	548	Above maximum	200	400	EA	
TechDronix	dd-7	10	Active	580	Above maximum	200	500	EA	
TechDronix	dd-9	10	Active	610	Above maximum	200	600	EA	
TechDronix	dd-10	10	Active	400	Above maximum	150	300	EA	
TechDronix	dd-11	10	Active	248	On track	200	500	EA	
TechDronix	dd-2	10	Active	248	On track	200	600	EA	
TechDronix	dd-2	10	Active	509	On track	500	800	EA	



Persona based



Configurable

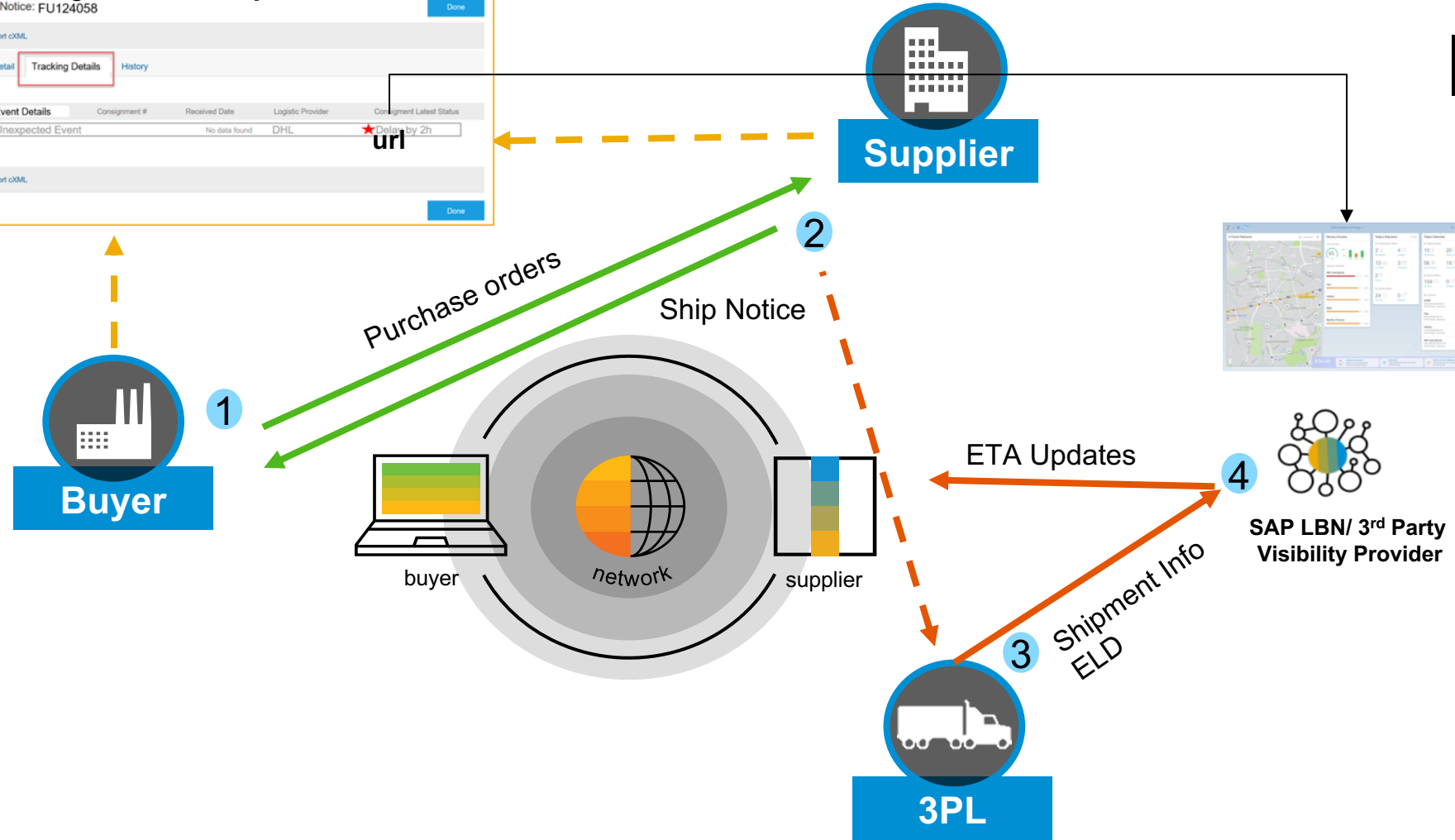
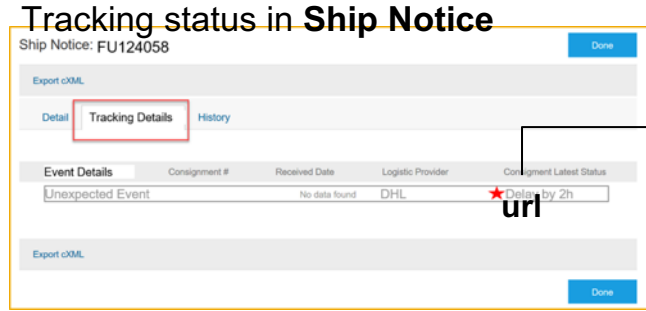


Worklist driven

# SAP Ariba Supply Chain Collaboration for Buyers

Shipment tracking based on integration with 3<sup>rd</sup> Party Visibility/Logistics Providers

Planned Innovations



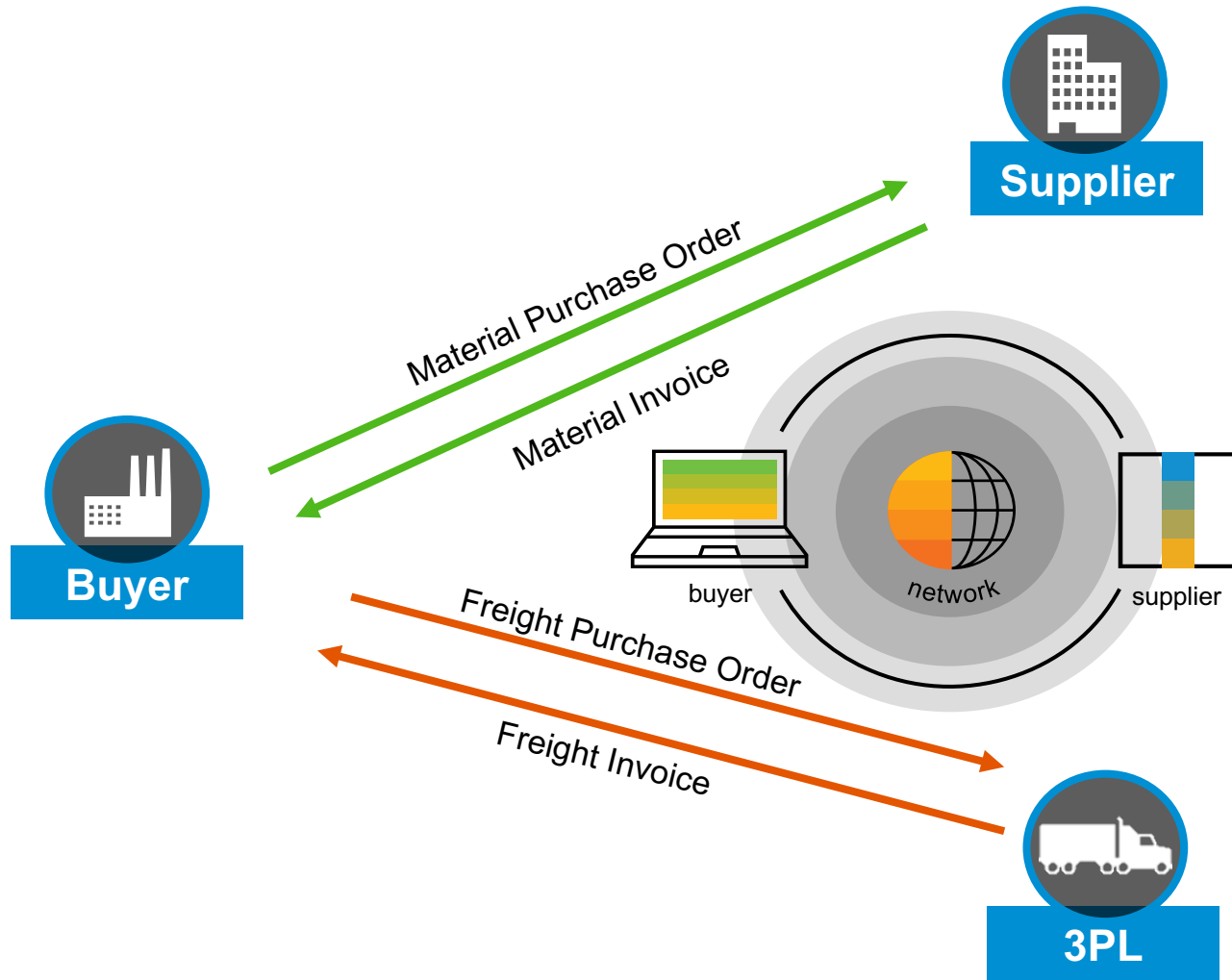
## CAPABILITIES / BENEFITS

- Closed loop integration with 3<sup>rd</sup> Party Visibility or Logistics providers for shipment tracking
- Ability to navigate to providers web applications via an URL
- Ability to update Ship notices based on Estimate Time of Arrival (ETA) updates received from tracking providers using Open API's.
- Benefits both Buyers and Suppliers to have visibility into shipment status provided by visibility providers or Logistics providers and access related impact.
- Better manage supply chain exceptions and risks

# Ariba Network

## Freight PO & Invoice collaboration with logistics providers

Planned Innovations



### CAPABILITIES / BENEFITS

- Ability for Buyers to share predetermined freight conditions in ERP Purchase Orders as Freight Purchase orders with known logistics providers
- Logistics providers can create Freight Invoices based on Freight Purchase orders received and send them to buyers
- Benefits buyers to have an integrated close loop collaboration with both material suppliers and logistics providers on Ariba Network

# SAP Ariba Supply Chain Collaboration

## Trading Partner Capacity Collaboration

Planned Innovations

The screenshot displays the SAP Ariba Capacity Collaboration interface. On the left, a table lists various resources with columns for Resource no., Resource type, and Description. The main area shows a detailed view for 'TechDronix Resource no. DICE-DP-0700'. It includes a 'View by' dropdown set to 'Daily' and a 'Starting from' date of '03/10/2019'. A line chart compares 'Requested Capacity' (blue line) and 'Committed Capacity' (red line) over time from March 10 to May 12. Below the chart is a data table with columns for weeks and rows for Key figure, Requested Capacity, Committed Capacity, Upside Capacity, Shifts, and Utilization rate.

Key figure	Mar 10 Week 34	Mar 17 Week 35	Mar 24 Week 36	Mar 31 Week 37	Apr 7 Week 38	Apr 14 Week 39	Apr 21 Week 40	Apr 28 Week 41	May 5 Week 42	May 12 Week 43
Requested Capacity	100	100	100	100	100	100	100	100	100	100
Committed Capacity	100	100	50	20	200	150	100	100	100	100
Upside Capacity	120	120	120	120	120	120	120	120	120	120
Shifts	2	2	2	2	2	2	2	2	2	2
Utilization rate	1	1	2	5	0.5	0.66	1	1	1	1

### CAPABILITIES / BENEFITS

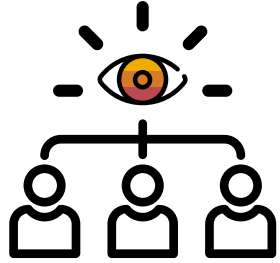
Resource Capacity collaboration with trading partners

- Buyers share requested capacity with their trading partners and have them commit, upside available capacity along with shift information for a given resource across time periods
- Provides graphical view of Requested vs Committed capacity within the solution
- As part of end to end scenario this integrates with SAP Integrated Business Planning for Capacity Planning

# SAP Ariba Supply Chain Collaboration for Buyers

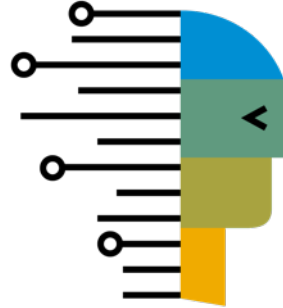
## Planned innovation highlights summary

Planned Innovations



### New Business Process Innovations

- Logistics enhancements
  - *Shipment tracking based on integration with 3rd party visibility/logistics providers*
  - *Freight PO & Invoice collaboration with logistics providers*
- Resource capacity collaboration with trading partners



### Embedded Intelligence

- Alerts for Order Confirmation, Forecast and Inventory
- Exception Management for Order Confirmation deviations
- Advanced Embedded Analytics using SAP Analytics Cloud
- Supply Chain Performance KPI's



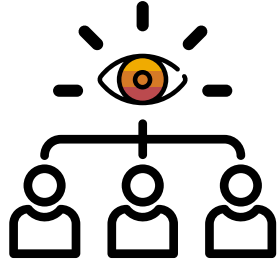
### Better User Experience

- Persona based customizable unified user experience
- New unified landing page along with re-designed simplified transaction workbench

# SAP Ariba Supply Chain Collaboration for Buyers

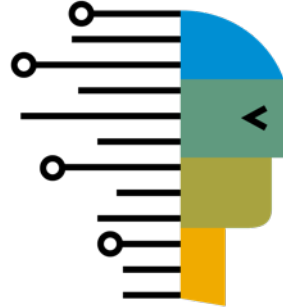
## Future Direction

Future Direction



### New Business Process Innovations

- Comprehensive Incident/Issue Management
- Enhanced Multi-tier Collaborations
- MRP Cockpit & DDMRP Integration
  - *MRP Exception collaboration with Integrated order priority and exception mgmt.*
  - *DDMRP integration scenarios with S4HANA and SAP IBP*
- Distributor Collaboration
  - *Sell-side order execution and planning collaboration B2B support*



### Embedded Intelligence

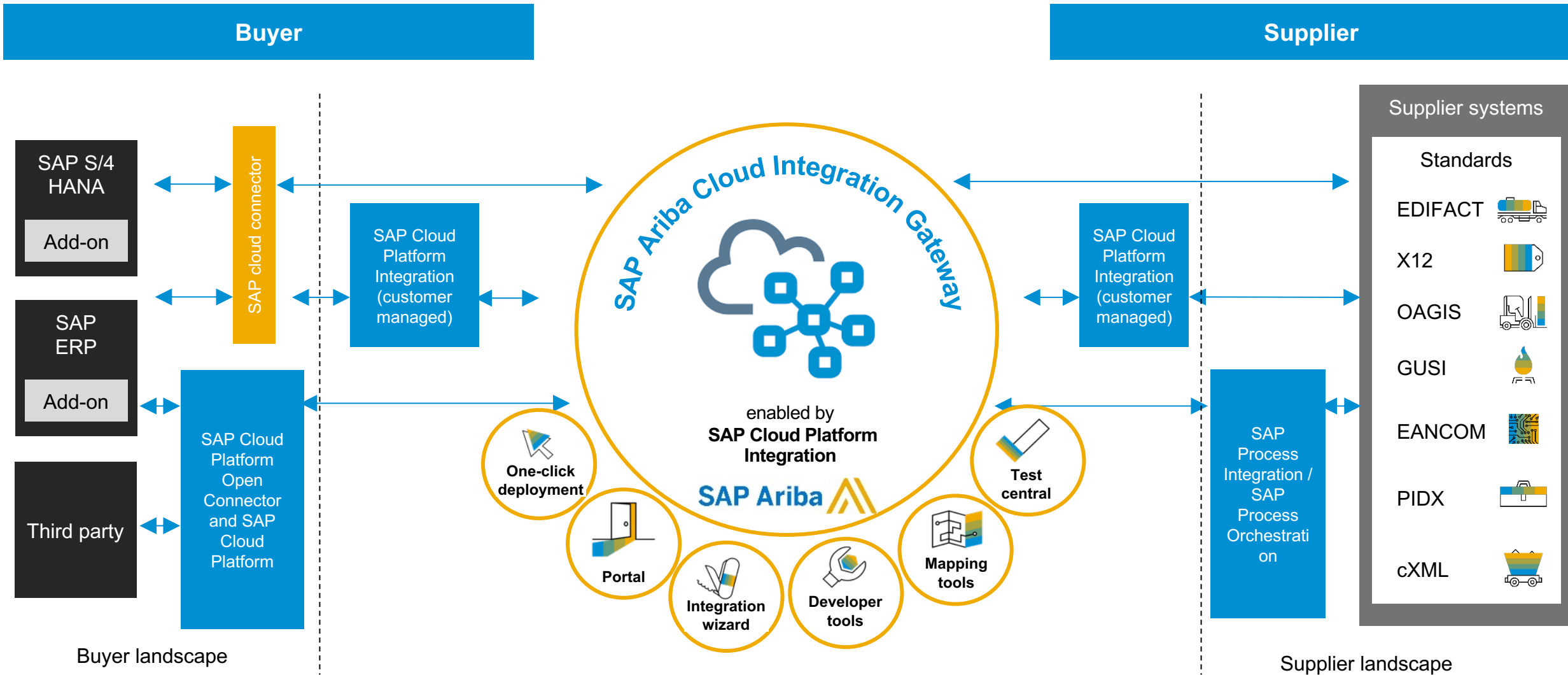
- AI/ML based proactive transaction monitoring and alerts
- Predictive demand and supply views
- Integrated Supplier Performance & Risk monitoring



### Better User Experience

- Digital assistant guided scenarios
- Simpler automated process capabilities based on RPA and ML

# Cloud integration strategy for SAP Ariba – a unique innovative approach



# SAP Ariba Cloud Integration Gateway

## SAP Standard integrations – 206

126 = SAP ERP and S/4 HANA On-Premise

80 = Other Formats – Network Sell side

Ariba Applications	Sourcing	Master <b>20</b>	<b>Sourcing and Contracts</b> Purchasing organization Purchasing groups Company code Payment Terms Plants Incoterms Material Master Material Master/Plant Material Groups	<b>Product Sourcing</b> Purchase Info Record Manufacturer Part Number	<b>Supplier Management</b> SLP outbound (pass-through) SLP inbound (pass-through)	<b>Sourcing – Retail</b> Article Master Characteristics Profile (Class) Merchandise Category Display Set Article/Site Generic Article Variant	Transaction <b>4</b>	<b>Sourcing</b> RFQ to Quote request Sourcing Award to PO Sourcing Award to Outline Agreement	<b>Contracts</b> Contract Workspace to Outline Agreement	86
	Procurement	Master <b>38</b>	<b>Buying and Invoicing</b> Account categories Assets Asset Class Company codes Cost centers Cost center languages ERP commodity codes General ledger Internal orders Plant	Payment terms Purchase groups Tax codes WBS elements User data User group mapping Remittance locations Supplier data Supplier location Contracts	Company code internal order mapping Company code WBS element mapping Purchasing organization supplier combo Account category field status Plant to purchasing organization Currency conversion rates Fund management objects Purchasing organizations General ledger languages	Fund FM derive Earmarked Fund Functional Area Funds Center Commitment Item Budget Period FM Area Grant	Transaction <b>24</b>	<b>Buying and Invoicing</b> Material PO Service PO Change PO Cancel PO Close PO Goods Receipt Service Entry Sheet Invoices (Ok-to-Pay) Non-PO Invoice (One Time) Expense report PO status Change PO status	Asset Shell Receipt status Invoice status Remittances Catalog Advance Payment requests Advance Payments Cancel Advance Payment Requisition Change Requisition Budget Check SES Response	

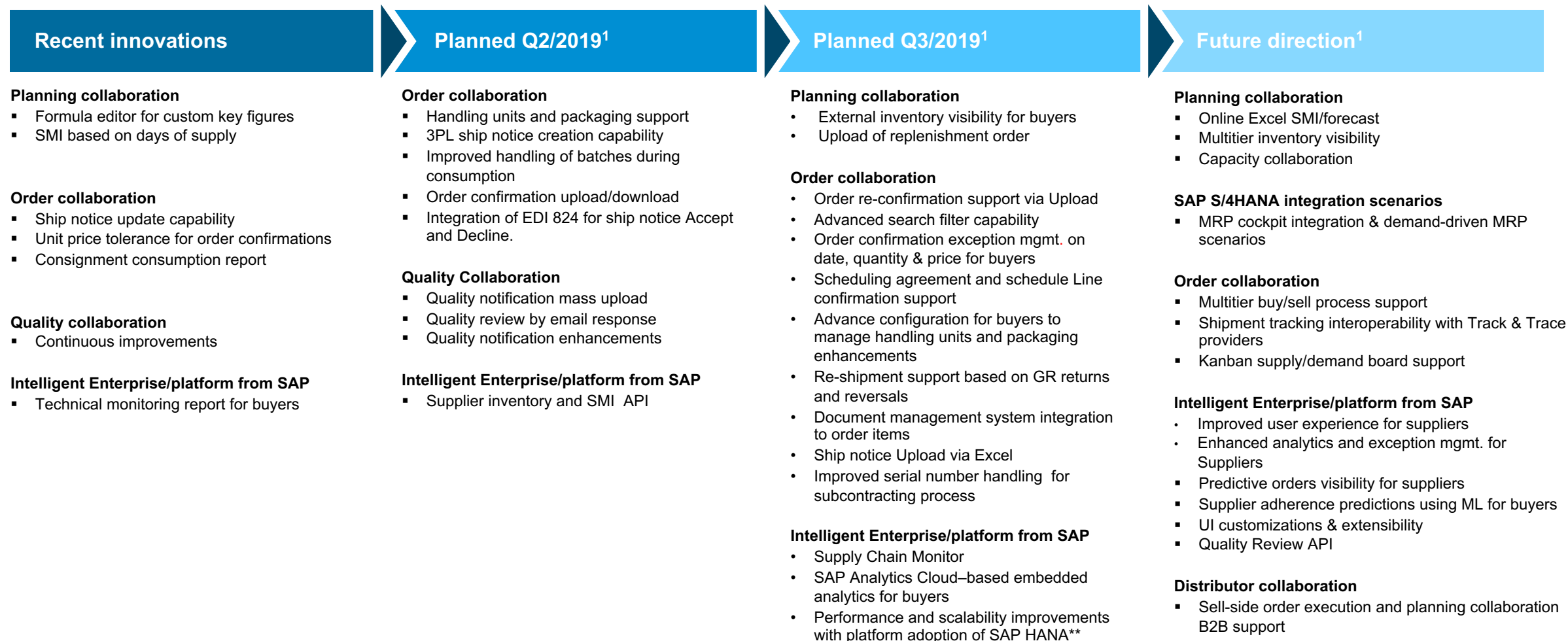
Ariba Network	Buy side	<b>40</b>	<b>Commerce Automation</b> Standard Material PO Service PO Change PO Cancel PO Order Enquiry request Order Confirmation Inbound Ship Notice Outbound ASN Outbound Payment Remittance Inbound Remittance Advice Remittance Cancellation Inbound Receipt Outbound Receipt Service Entry Sheet Carbon Copy (CC) SES Service Entry Status update Invoice (incl. Credit Memo) Invoice status Carbon copy (CC) invoice Quote request Quote message Payment batch file	<b>Discounting</b> Inbound Payment proposal Outbound Payment proposal	<b>80</b>	<b>Supply Chain Collaboration</b> Subcontract PO Multi-Tier Subcontract PO Consignment PO Component consumption Transfer movement (Product Activity) Order Confirmation Approval	<b>Forecast and SMI</b> Scheduling Agreement Forecast Demand (Product Activity) Inventory Levels (Product Activity) Product Replenishment Replenishment Order for SMI	<b>Quality Management</b> Quality Notification Quality Inspection Request Quality Inspection Result Quality Inspection Decision Quality Certificate	<b>120</b>
	Sell side		<b>X12 v4010</b> 810 820 204 214 824 (In & Out) 830 (Forecast) 830 (Commit) 832 842 (In & Out) 846 (In & Out) 850 855 856 860 861 862 864 866 866 (MO/PO) 997 (In & Out)	<b>GS1 EANCOM 97</b> ORDERS ORDCHG ORDERS DESADV INVOIC REMADV		<b>GS1 GUSI</b> MultiShipmentOrder DespatchAdvice ReplenishmentProposal ReplenishmentRequest ProductForecast GoodsRequirement ReceiptAdvice ConsumptionReport InventoryActivityorInventory Status	<b>EDIFACT D01B</b> ORDERS ORDCHG DESADV INVOIC	<b>EDIFACT D96A</b> ORDERS ORDCHG ORDERS INVOIC DESADV CONTRL RECADV INVRPT REMADV DELFOR DELJIT APERAK IFTMIN IFTSTA	



# SAP Ariba solutions for direct spend

## Supply chain collaboration

Official Roadmap  
available at <http://www.sap.com/roadmaps> > Ariba

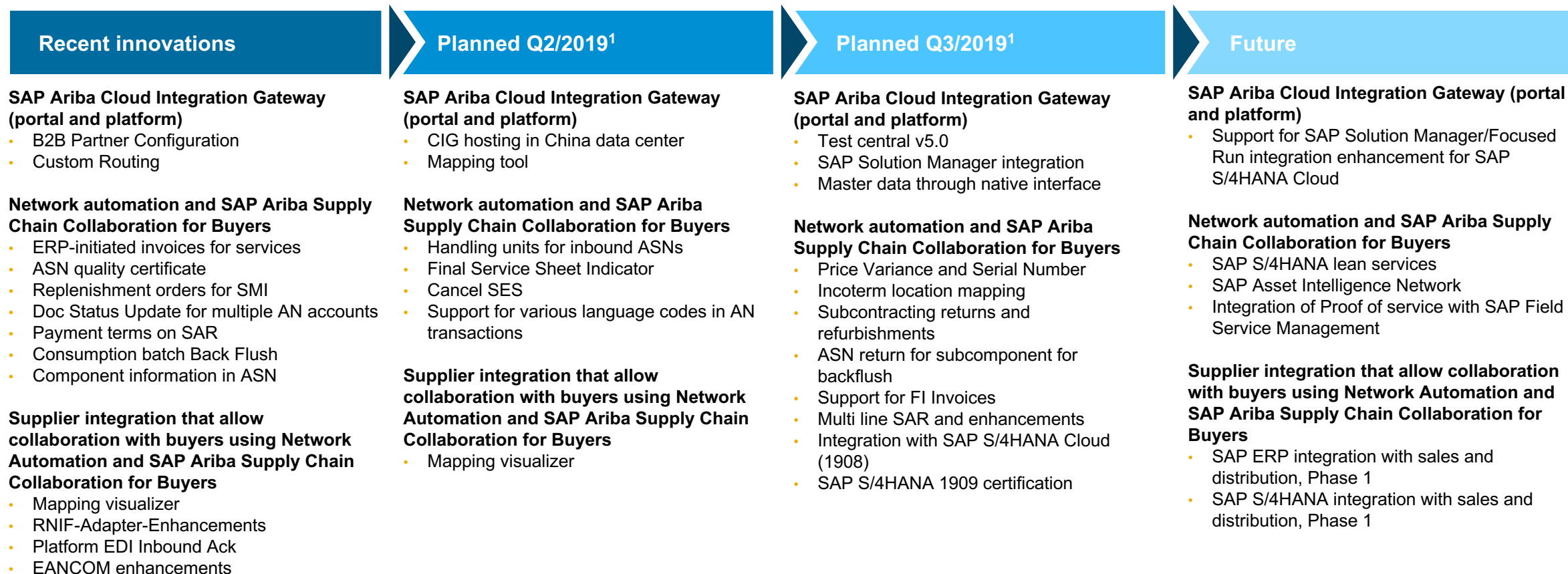


1. This is the current state of planning and may be changed by SAP at any time without notice.

# SAP Ariba solutions

## Cloud Integration Gateway

Official Roadmap  
available at <http://www.sap.com/roadmaps> > Ariba

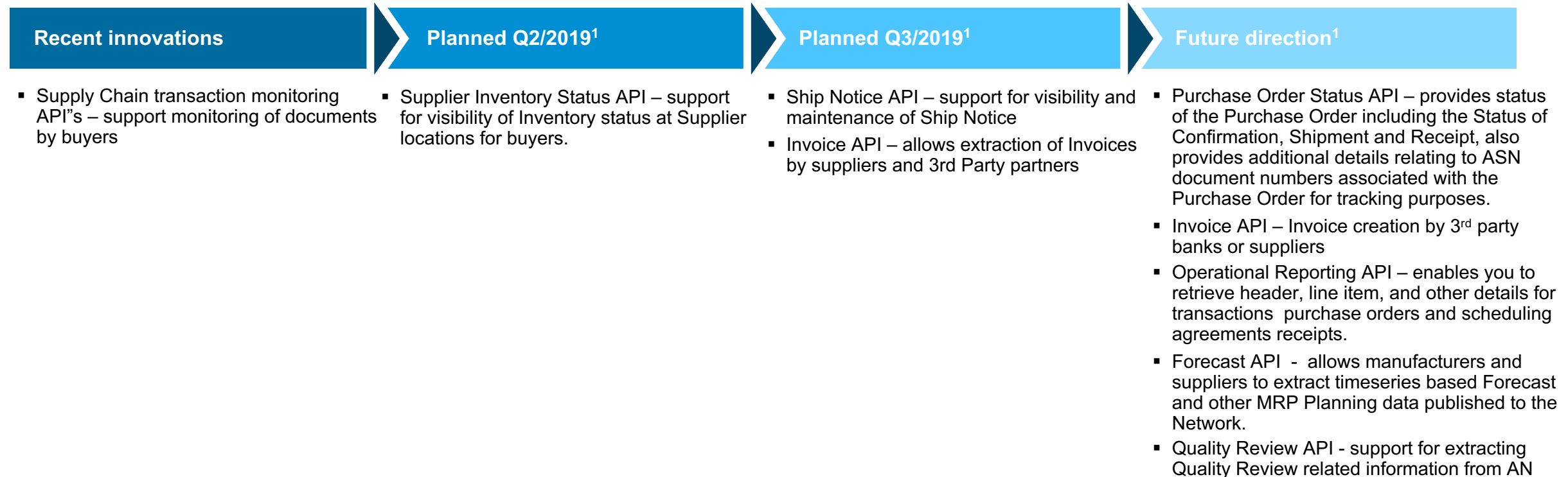


1. This is the current state of planning and may be changed by SAP at any time without notice.

# SAP Ariba Foundation services

## APIs - Network

Official Roadmap  
available at <http://www.sap.com/roadmaps> > Ariba



1. This is the current state of planning and may be changed by SAP at any time without notice.

# SAP Ariba Supply Chain Collaboration for Buyers

Status Update as of March 2019



Global Customers



Transacting Customers across > 50K relationships in 5 major Industries (Plus ~42 active implementations)



Innovations in 2018



- Leading HT Company
- Integrated ~45 of their strategic trading partners (via b2b, portal)
- SAP ERP, SAP IBP



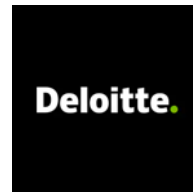
- Leading medical technology firm
- Integrated ~ 74 of their strategic trading partners (via b2b, portal)
- SAP S4HANA, SAP IBP



- Leading CPG Company
- Integrated ~1503 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



BRISTLECONE



# Key Takeaways



Collaborate efficiently across supply chain planning, execution and invoice/payment processes and communication channels through a **single open network solution**



Manage **exceptions** for ongoing changes in supply and demand with real-time visibility



Rapidly connect and transact with trading partners with **embedded on-boarding services**



Instantly identify errors through configurable business rules with **automated validation and reconciliation**

# Q&A

For questions after this session, contact us at [raj.alluri@sap.xom](mailto:raj.alluri@sap.xom) and [arun.thiyagarajan@sap.com](mailto:arun.thiyagarajan@sap.com)

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