



Intelligent Suite Scenarios for Spend Management
Dennis Bruder, Chief Product Owner S/4HANA Procurement,
SAP SE
Session ID 82762

About the Speaker

Dennis Bruder

- Chief Product Owner
S/4HANA Procurement

SAP S/4HANA®

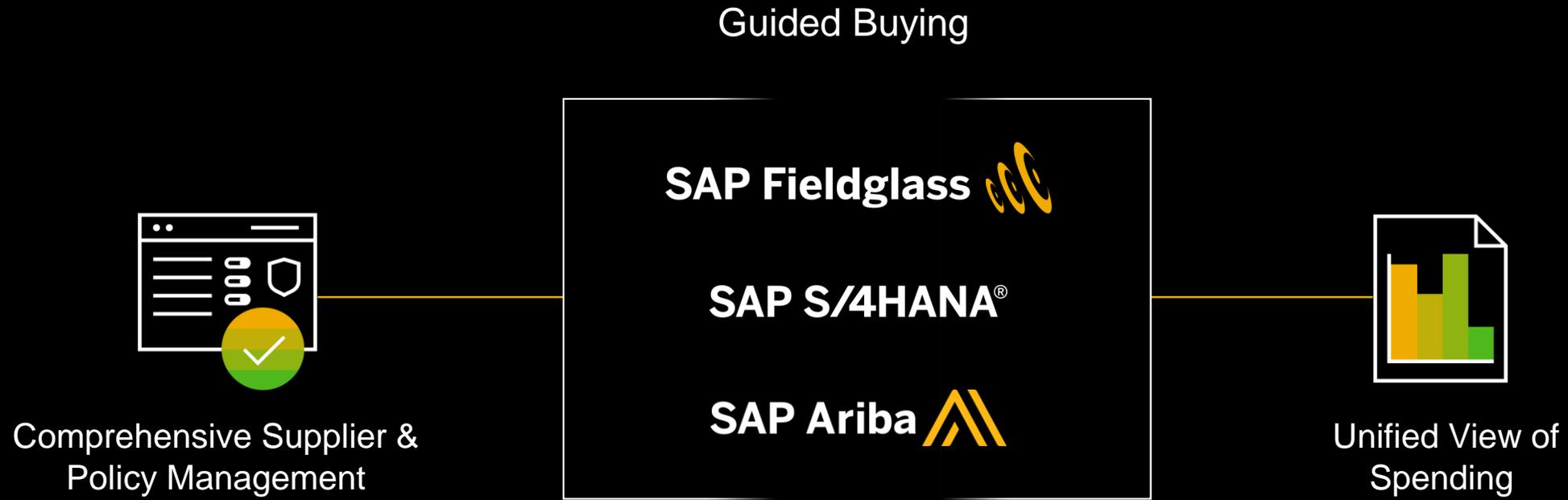
SAP Ariba 

SAP Fieldglass 

**Intelligent Spend
Management**



Complete Spend Coverage Bringing Services, Direct and Indirect spend together



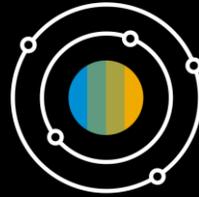
Business Network & Seller Experience

Supplier Lifecycle and Performance, Sourcing, Contracting, Supplier Risk Management

One Common Procurement Strategy



One Procurement Product Strategy



Digital core in SAP S/4 HANA



Digital Transformation with Ariba, Fieldglass and S/4HANA



Embedded Intelligence



Ariba Network for all Supplier Collaboration



Out-of-box integration for seamless user experience and data flows

SAP's Intelligent Enterprise Strategy



Key Building blocks

Modular

Business Processes

End to End

Unified integration

Out of the box

Harmonized experience

Persona based

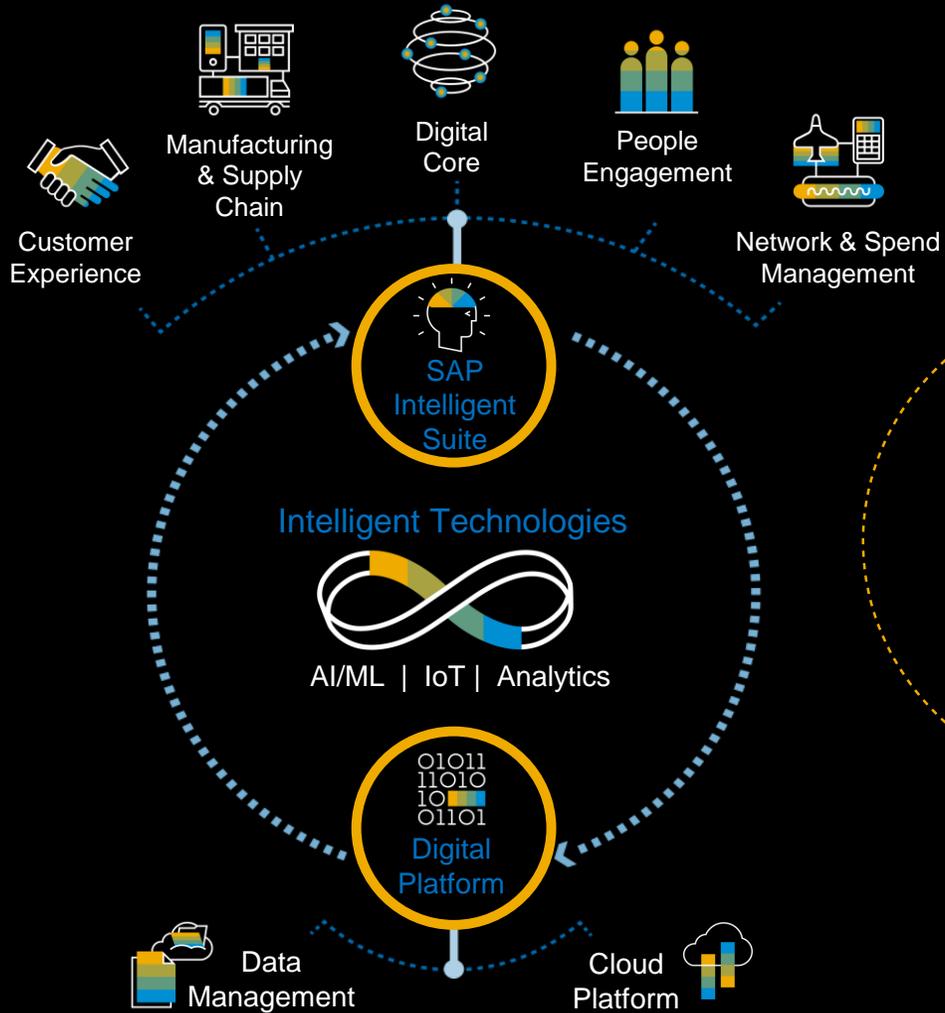
Embedded Intelligence

AI&ML

Digital Platform

Open

Procurement in the Intelligent Enterprise



Source-to-settle for all spend categories (direct, indirect, services) seamlessly integrated into S/4HANA Procurement

Leverage Fieldglass, Ariba and S/4HANA for end-user operational experience, supplier collaboration and Enhanced Sourcing for Services, Direct & Indirect Spend

SAP S/4HANA for central procurement for multi-backend landscapes

3.8 million suppliers on network as core differentiator

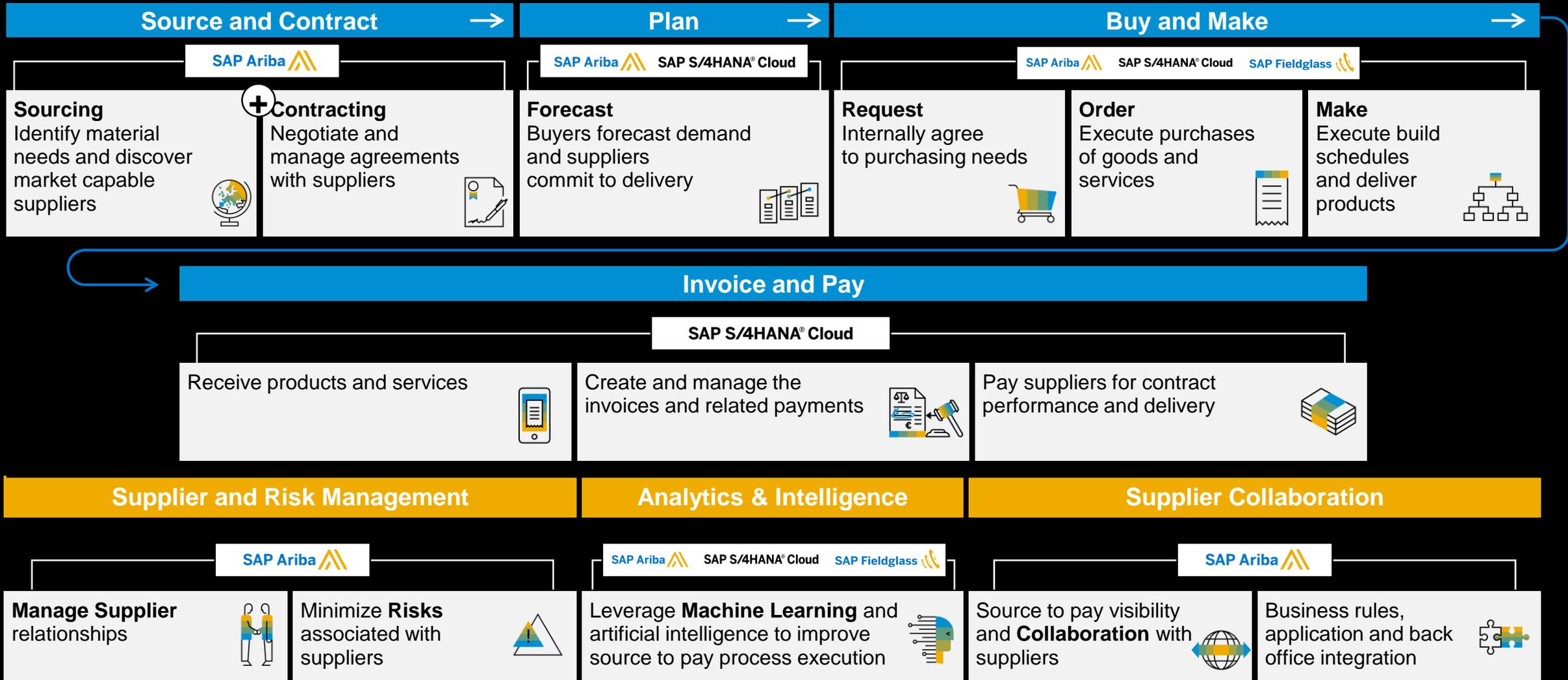


3.0\$ trillion spend transacted via the network

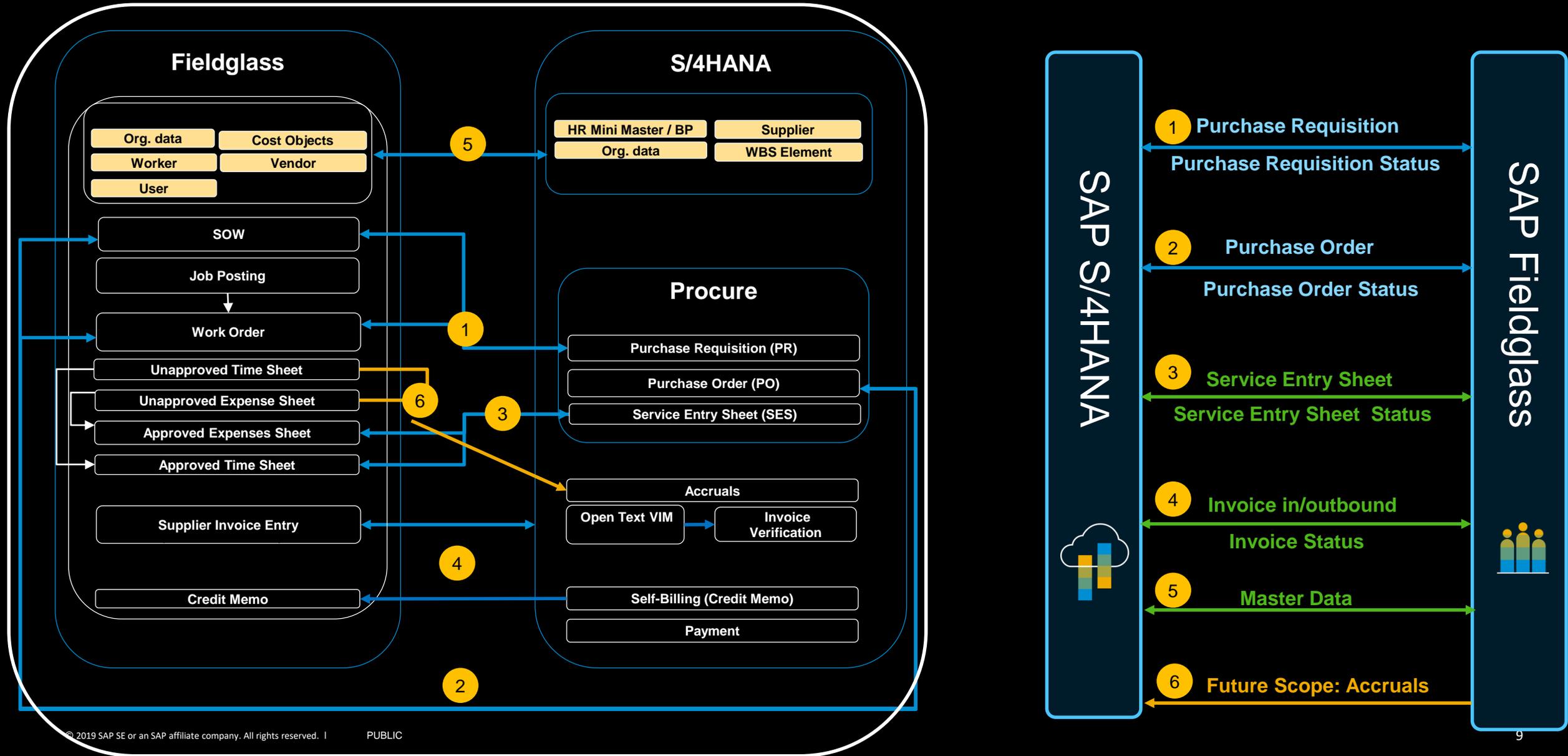
Leverage SAP IBP for supply chain planning, integrated with Ariba Network

Ariba Network as single point of entry for all suppliers (on-boarding, enablement, information management)

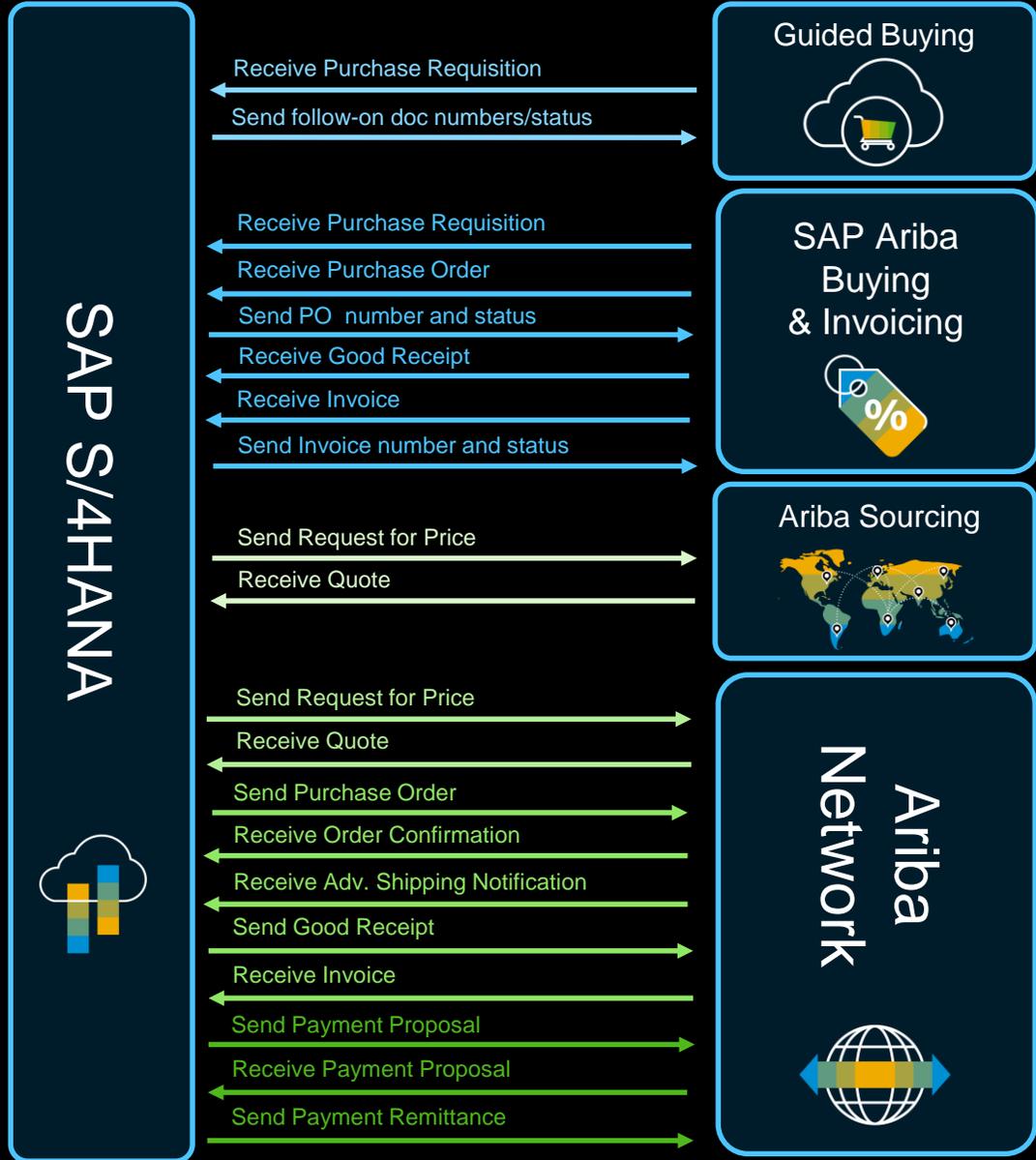
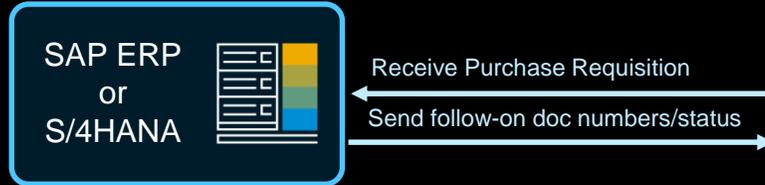
End2End Process



Integration Scenarios of SAP Fieldglass with SAP S/4HANA



Integration Scenarios of SAP Ariba with SAP S/4HANA



Buying Integration

- 3EN Guided Buying Integration for Central Procurement
- 2NV Guided Buying Integration with single S/4HANA
- 1ZM SAP Ariba Buying and Invoicing Integration

Sourcing Integration

- 1A0 SAP Ariba Sourcing Integration
- 1L2 Quote Automation Integration for Procurement

Supplier Collaboration

- J82 Ariba Network Integration
- 190 SAP Ariba Payables Integration

SAP Ariba Complements and Extends the SAP S/4HANA Digital Core

SAP Ariba Supplier Management

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

SAP Ariba Strategic Sourcing

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

SAP Ariba Contract Management

- Contact authoring
- Workflow reviews and approval
- Document collaboration
- eSignature
- Invoice against contract

SAP Ariba Procurement

- Guiding Buying
- Spot Buy
- eForms and Templates
- Business user managed workflow
- Supplier managed catalogs
- Procurement Desk*

SAP Ariba Supply Chain Collabor.

- Ariba Network
- Electronic collaboration
- Supplier Enablement
- Help Desk / Support Desk

SAP Ariba Invoice & Payables

- Electronic invoicing
- Invoice pre-validation business rules
- Discount management
- Supply Chain Finance



- Vendor master maintenance
- Account data

- Sources of supply
- Central Procurement*
- Source determination
- Source list
- Contracts
- Info Records
- Direct Materials*

- Operational contract management*
- Outline agreement maintenance
- Legal Content Management*

- Central Procurement
- Operational purchasing
- Requisition a. purchase order processing
- Operational reporting & analysis

- Automated requirements planning
- Document Outputs: Mail, eMail, fax, EDI
- IBP
- Supply Chain Mgmt

- Invoice reception
- Invoice reconciliation
- Supplier payment



*future end2end integration scenario

Centralization with S/4HANA for Central Procurement

Labs Preview

Central Procurement



Central Requisitioning

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



Central Purchasing

- Manage, approve & automate external PRs
- Manage, approve & send out * external POs
- Centrally manage Procurement Responsibilities



Central Sourcing

- Create Central RFQs from external PRs
- Publish Central RFQs to Ariba Sourcing *
- Create follow-on backend PO or Central Contract from quotation



Central Purchase Contracts

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



Central Invoice Monitoring *

- Central Invoice List of all backend supplier invoices
- Direct UI-navigation from Hub into backend invoice
- Central approval workflow for supplier invoices



Central Analytics

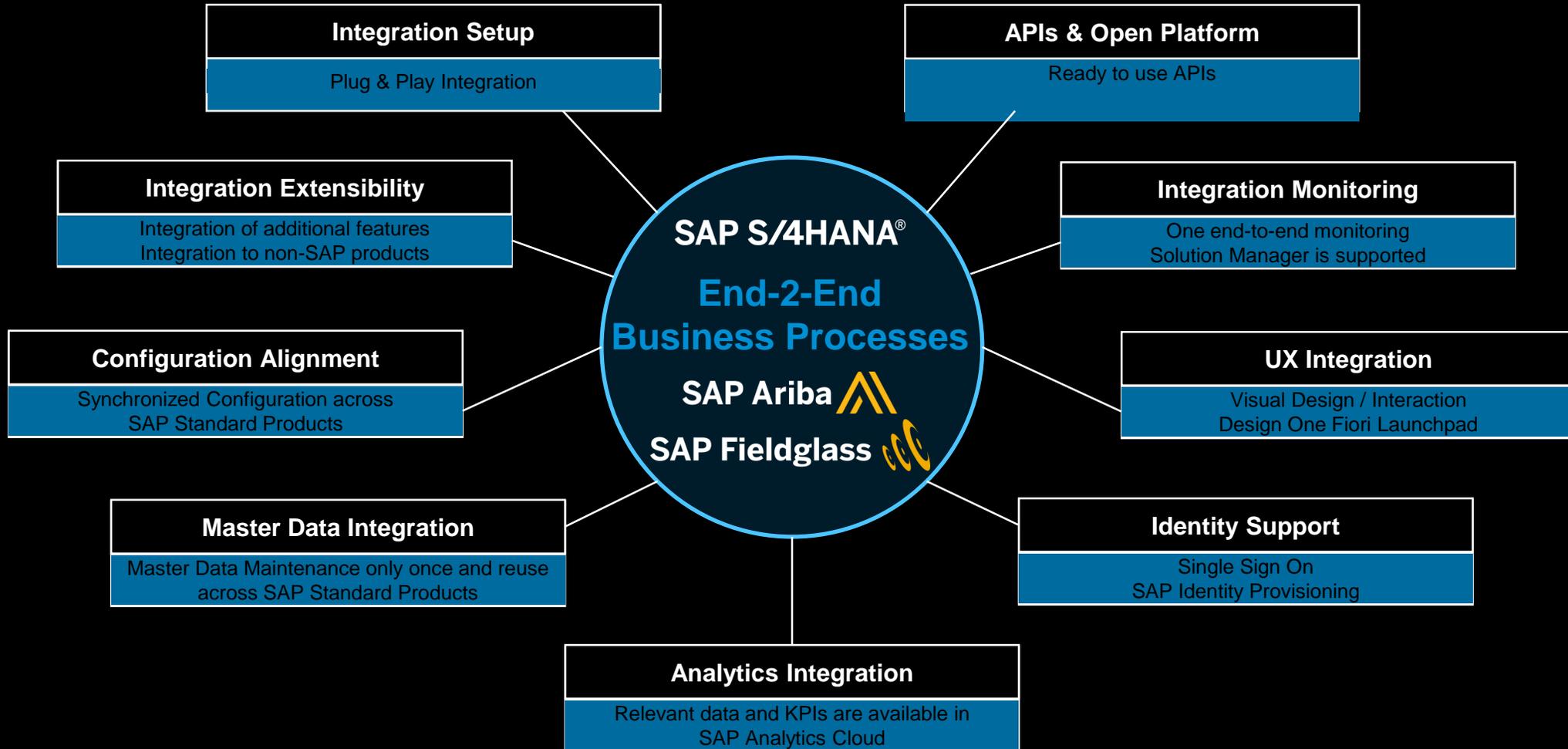
- Track Central Contract Consumption
- Monitor Central PO Spend

SAP S/4HANA

Local Procurement Processes

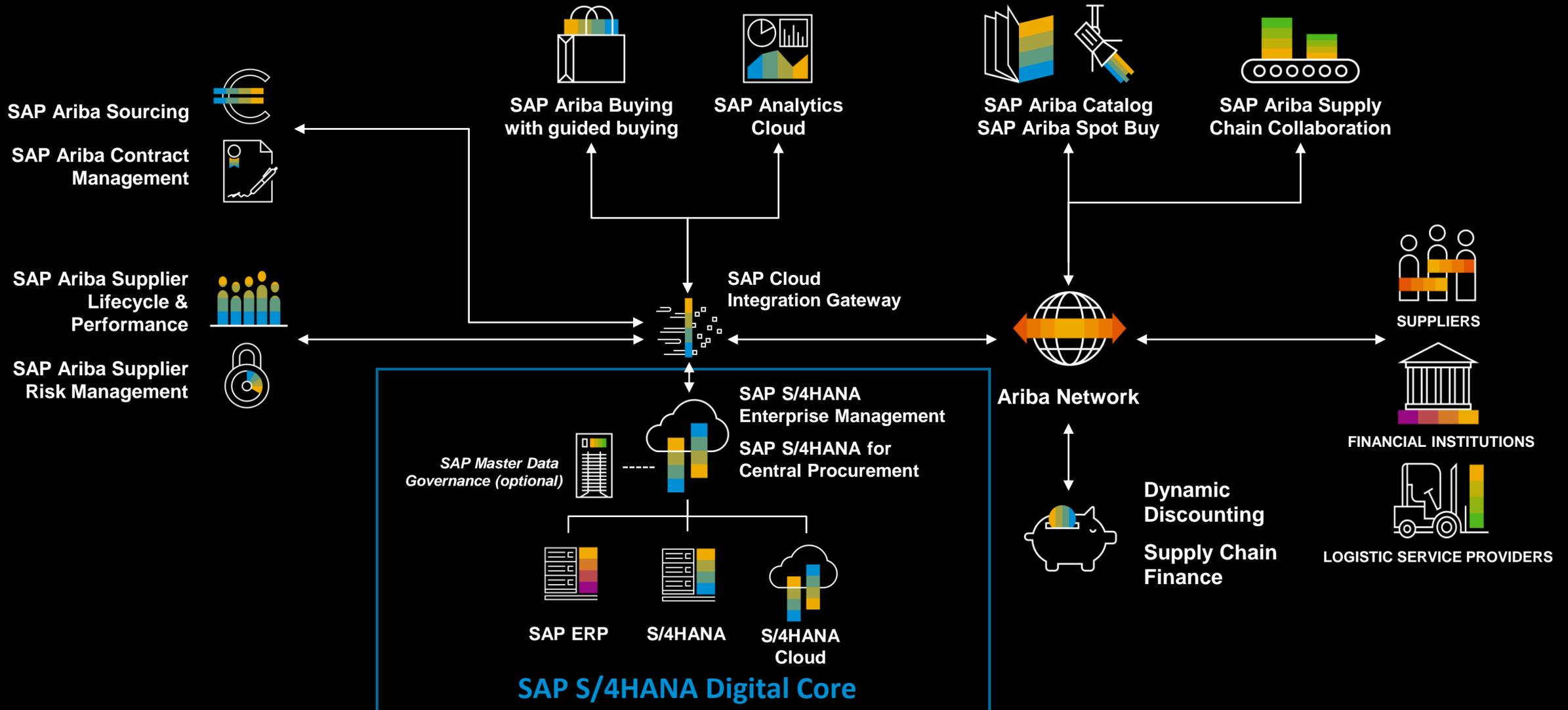


Integration Qualities

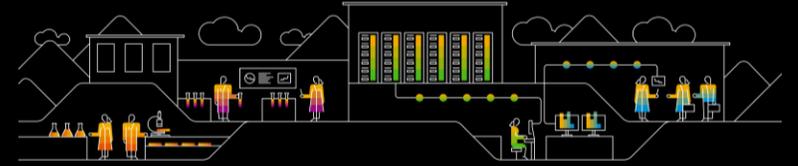
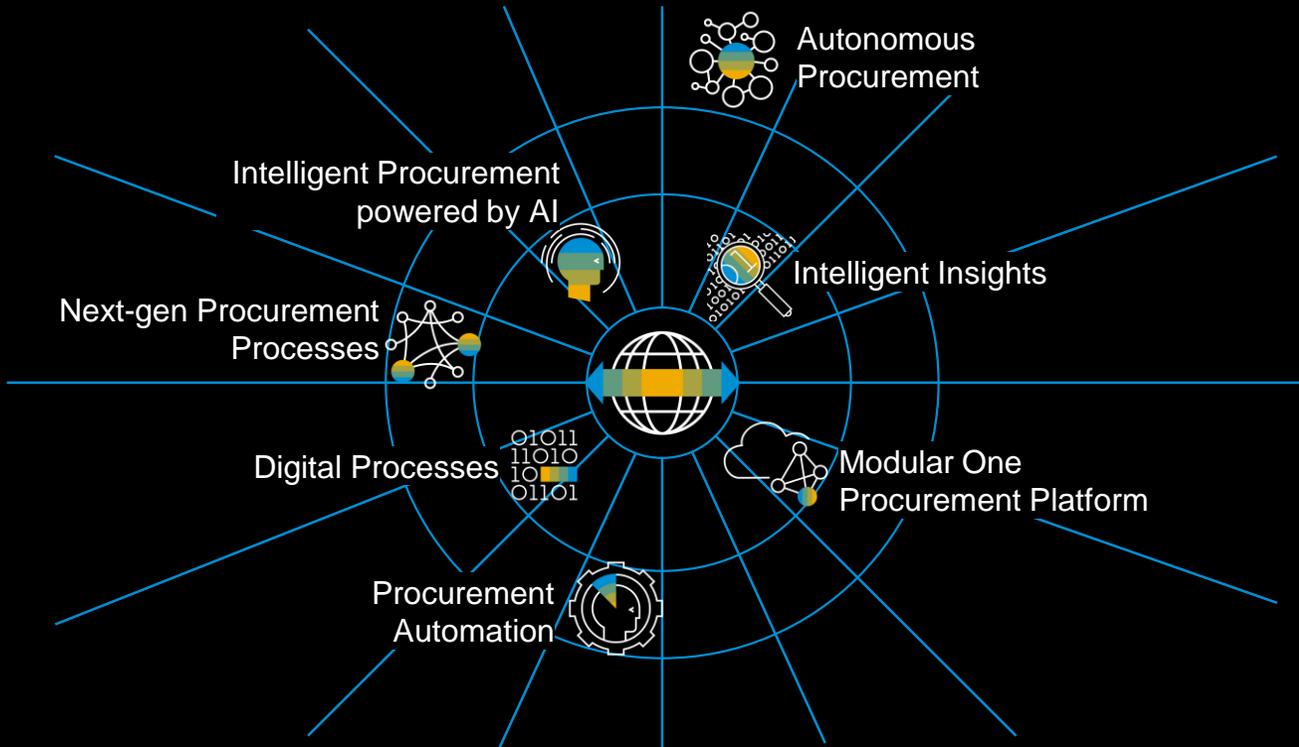


Reference Landscape for SAP S/4HANA and SAP Ariba

Labs Preview



Connect to Differentiate

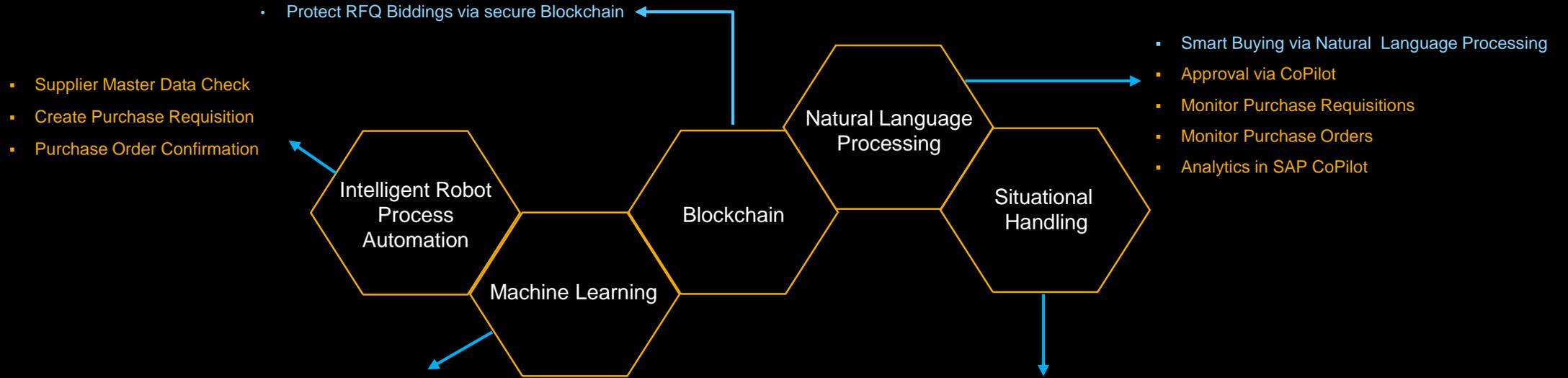


SAP has the most complete Procurement Suite in the market and covers all spend categories

It has **Breadth** , **Depth** and **Reach**

- Intelligence and automation are fueled by data
- End2End integration is a prerequisite for digital process chains

Intelligent Innovations in SAP One Procurement Strategy



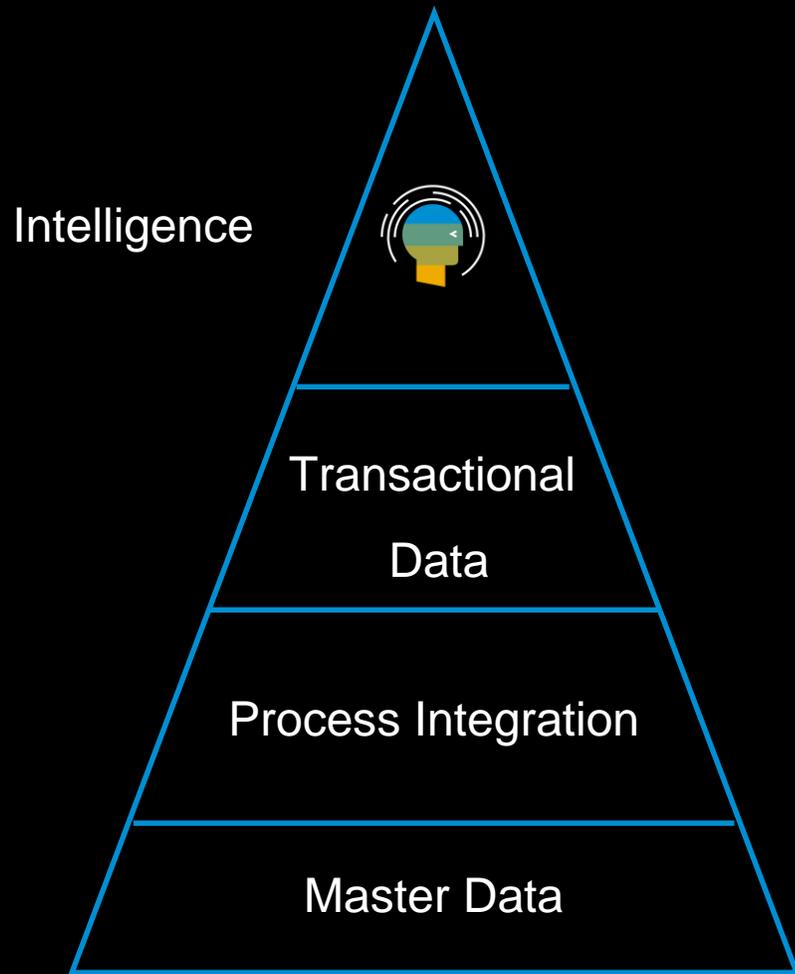
Machine Learning

- Assist users with Invoice Payment Block
- Predict future consumption of contracts
- Automatically propose Material Groups to casual users
- Propose creation of contracts for most frequently ordered materials
- Reduce free-text items with recommended catalog items
- Predict Delivery Date for Purchase Order Items
- Spend Invoice Classification
- Supplier Risk Adverse Media Reporting
- Guided Buying Recommender
- External Intelligence News for Sourcing and Contracts
- External Intelligence Commodity Forecasting
- Semantic Contract Repository
- Supplier Master Cleansing
- Image Based Purchasing
- Intelligent Approval
- Propose Contract Creation
- Propose Bidders for RFQ
- Optimized PO Creation
- Image Based Goods Receipt
- Propose Account Assignment
- Propose Invoice Approver
- Automatic BO Matching
- Automatic Line Item Matching
- Supplier Fraud Detection

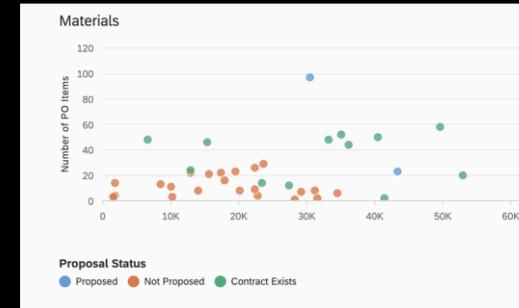
Situational Handling

- Alert about Invoices blocked for Payment
- Delivery Deficits in Purchase Orders
- Proactively track missing Order Confirmations
- Alerts for expiry and consumption of central contracts
- Propose most optimal Contracts as SoS
- Save spend via Cash Discount at Risk warnings
- Reminder about missing confirmations for SSP PRs
- Overdue central Purchase Order Items
- Auto bundling of Demands
- Automated SoS Assignment
- Auto close POs/Contracts
- Order Confirmation via Mail

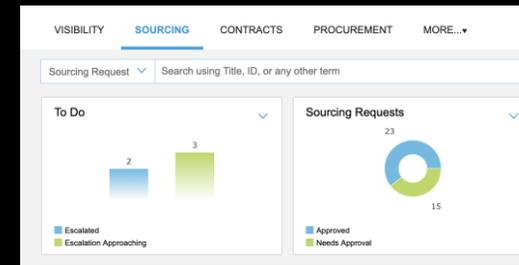
SAP S/4HANA & SAP Ariba Intelligent Contract Negotiation



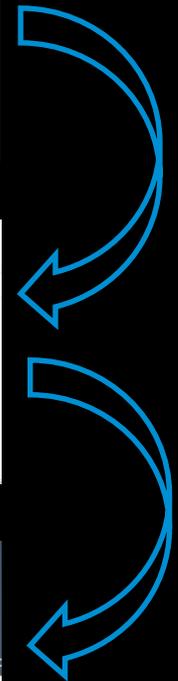
Propose Contract Negotiation



Contract Negotiation with Ariba Sourcing



Contract Creation



Roadmap

<https://www.sap.com/products/roadmaps.html?tag=finder-technical:road-maps/road-maps/road-maps&tag=solution:sourcing-and-procurement>

Positioning Whitepaper

<https://www.sap.com/documents/2017/05/c6230025-ba7c-0010-82c7-eda71af511fa.html>

Key Outcomes/Objectives

1. Show how SAP S/4HANA Procurement, SAP Fieldglass and SAP Ariba form an intelligent Procurement Suite

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Presentation Materials

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Q&A

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