Intelligent Suite Scenarios for Spend Management
Dennis Bruder, Chief Product Owner S/4HANA Procurement, SAP SE
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About the Speaker

Dennis Bruder

• Chief Product Owner
  S/4HANA Procurement
Complete Spend Coverage
Bringing Services, Direct and Indirect spend together

Guided Buying

SAP Fieldglass
SAP S/4HANA®
SAP Ariba

Comprehensive Supplier & Policy Management
Unified View of Spending

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

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)

3.8 million suppliers on network as core differentiator

3.0$ trillion spend transacted via the network

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End2End Process

**Source and Contract**
- **Sourcing**: Identify material needs and discover market capable suppliers
- **Contracting**: Negotiate and manage agreements with suppliers

**Plan**
- **Forecast**: Buyers forecast demand and suppliers commit to delivery

**Buy and Make**
- **Request**: Internally agree to purchasing needs
- **Order**: Execute purchases of goods and services
- **Make**: Execute build schedules and deliver products

**Invoice and Pay**
- **Receive products and services**
- **Create and manage the invoices and related payments**
- **Pay suppliers for contract performance and delivery**

**Supplier and Risk Management**
- **Manage Supplier relationships**
- **Minimize Risks associated with suppliers**

**Analytics & Intelligence**
- **Leverage Machine Learning and artificial intelligence to improve source to pay process execution**

**Supplier Collaboration**
- **Source to pay visibility and Collaboration with suppliers**
- **Business rules, application and back office integration**

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Integration Scenarios of SAP Fieldglass with SAP S/4HANA

**Fieldglass**
- Org. data
- Cost Objects
- Worker
- User
- SOW
- Job Posting
- Work Order
- Unapproved Time Sheet
- Unapproved Expense Sheet
- Approved Expenses Sheet
- Approved Time Sheet
- Supplier Invoice Entry
- Credit Memo

**S/4HANA**
- HR Mini Master / BP
- Supplier
- Org. data
- WBS Element
- Purchase Requisition (PR)
- Purchase Order (PO)
- Service Entry Sheet (SES)
- Accruals
- Open Text VIM
- Invoice Verification
- Self-Billing (Credit Memo)
- Payment

**SAP S/4HANA**
1. Purchase Requisition
2. Purchase Order
3. Service Entry Sheet
4. Invoice in/outbound
5. Master Data
6. Future Scope: Accruals
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
- **19O**: SAP Ariba Payables Integration
SAP Ariba Complements and Extends the SAP S/4HANA Digital Core

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

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

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

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

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

- 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

*future end2end integration scenario
Centralization with S/4HANA for 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 work-flow for supplier invoices

**Central Analytics**
- Track Central Contract Consumption
- Monitor Central PO Spend

**Central Procurement**

**Local Procurement Processes**

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

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

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

- **Non SAP Legacy Backend ** *
  - Request
  - Source
  - Order
  - Invoice

* future planning

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Integration Qualities

- **Integration Setup**
  - Plug & Play Integration

- **APIs & Open Platform**
  - Ready to use APIs

- **Integration Extensibility**
  - Integration of additional features
  - Integration to non-SAP products

- **Configuration Alignment**
  - Synchronized Configuration across SAP Standard Products

- **Master Data Integration**
  - Master Data Maintenance only once and reuse across SAP Standard Products

- **Analytics Integration**
  - Relevant data and KPIs are available in SAP Analytics Cloud

- **Integration Monitoring**
  - One end-to-end monitoring
  - Solution Manager is supported

- **UX Integration**
  - Visual Design / Interaction
  - Design One Fiori Launchpad

- **Identity Support**
  - Single Sign On
  - SAP Identity Provisioning

- **SAP S/4HANA®**
  - End-2-End Business Processes
  - SAP Ariba
  - SAP Fieldglass

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Reference Landscape for SAP S/4HANA and SAP Ariba
Connect to Differentiate

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

- Protect RFQ Biddings via secure Blockchain
- Smart Buying via Natural Language Processing
- Supplier Master Data Check
- Approval via CoPilot
- Create Purchase Requisition
- Monitor Purchase Requisitions
- Purchase Order Confirmation
- Monitor Purchase Orders
- Analytics in SAP CoPilot
- Blockchain
- Auto bundling of Demands
- Machine Learning
- Automated SoS Assignment
- Natural Language Processing
- Auto close POs/Contracts
- Intelligent Robot Process Automation
- Order Confirmation via Mail
- Supplier Fraud Detection
- Overdue central Purchase Order Items
- Situational Handling
- Propose most optimal Contracts as SoS
- Propose creation of contracts for most frequently ordered materials
- Save spend via Cash Discount at Risk warnings
- Reduce free-text items with recommended catalog items
- Reminder about missing confirmations for SSP PRs
- Predict Delivery Date for Purchase Order Items
- Overdue central Purchase Order Items
- Spend Invoice Classification
- Auto bundling of Demands
- Supplier Risk Adverse Media Reporting
- Automated SOs Assignment
- Guided Buying Recommender
- Auto close POs/Contracts
- External Intelligence News for Sourcing and Contracts
- Auto bundling of Demands
- External Intelligence Commodity Forecasting
- Proposed Account Assignment
- Semantic Contract Repository
- Supplier Risk Adverse Media Reporting
- Predict future consumption of contracts
- Guided Buying Recommender
- Automatically propose Material Groups to casual users
- Summarize Purchasing and Contracting at a glance
- Propose Bidders for RFQ
- Analyze spend by Material Groups
- Automatic BO Matching
- Propose Invoice Approver
- Automatic Line Item Matching
- Supplier Fraud Detection
- Predict Delivery Date for Purchase Order Items
- Auxiliary Intelligence Report for Sourcing and Contracts
- Semantic Contract Repository
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

Access the slides from 2019 ASUG Annual Conference here:
http://info.asug.com/2019-ac-slides
Q&A

For questions after this session, contact us at [email] and [email].
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