



Future of S&OP using Intelligent Technologies

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Session ID # 83751

About the Speaker

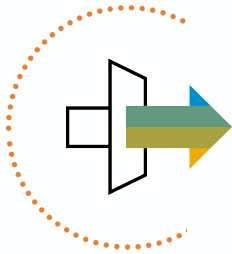
Anand Sundar

- Senior Director Digital Supply Chain and Manufacturing, Chief Customer Office, SAP America
- Accomplished Executive and visionary leader driving innovation and thought leadership in Digital Supply Chain and SAP Technology. Extensive experience advising customers in areas of Supply Chain, Manufacturing, Asset Management, Predictive Analytics (Machine Learning/AI) and Solution Architecture. Worked in multiple manufacturing Industries in business planning leadership/advisory roles and a seasoned practitioner in Sales and Operations Planning processes. Certified SCOR professional that played a key role in defining the SCOR framework for Supply Chain Operations Reference Model.
- Started a consulting firm that is currently a Nasdaq listed company

Key Outcomes/Objectives

1. Supply Chain shifts and blurring of Industry lines
2. Challenges and Opportunities in future supply chain
3. Intelligent Technologies from SAP

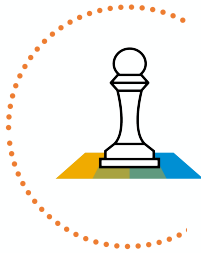
Agenda



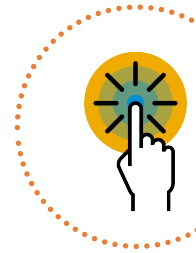
Supply Chain Shifts
Need to transform



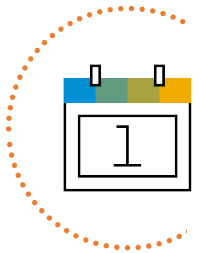
Customer Success Stories



S&OP Challenges
Technology and Mindset

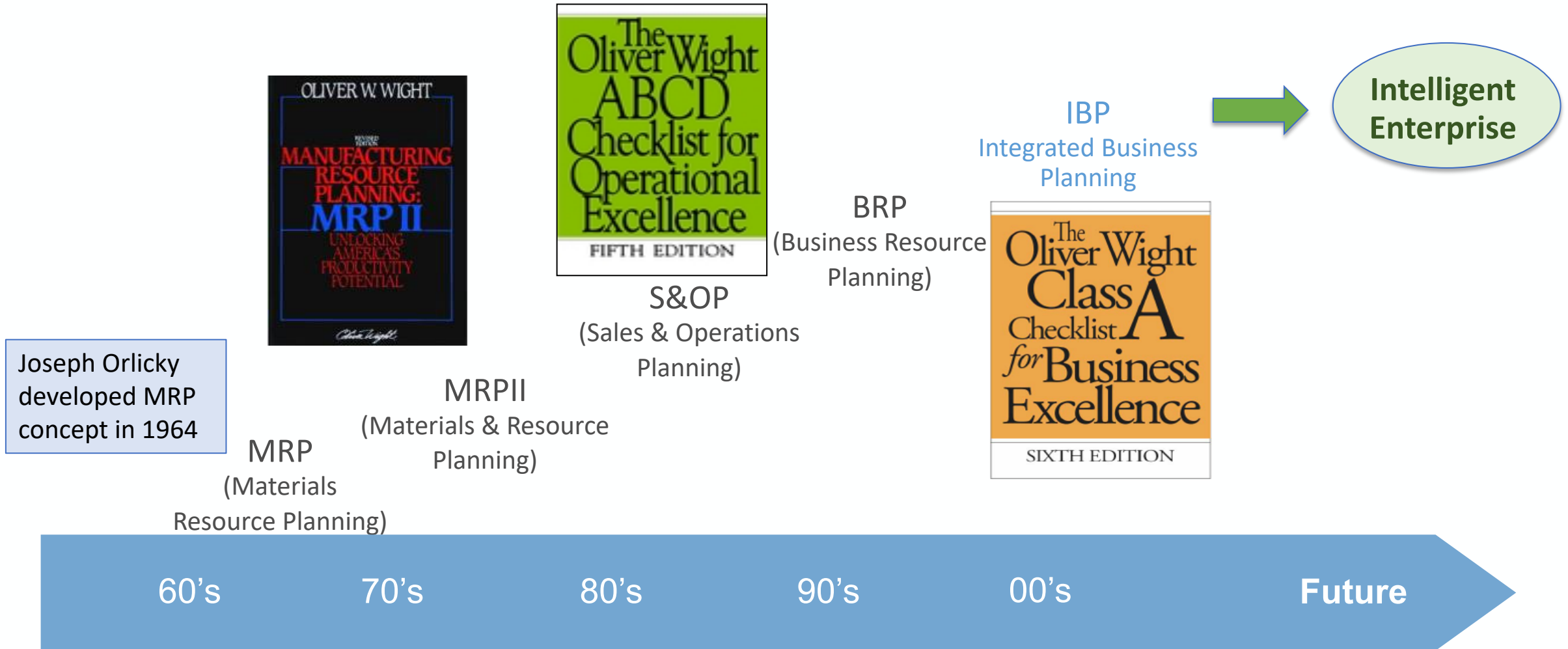


Key take away' s

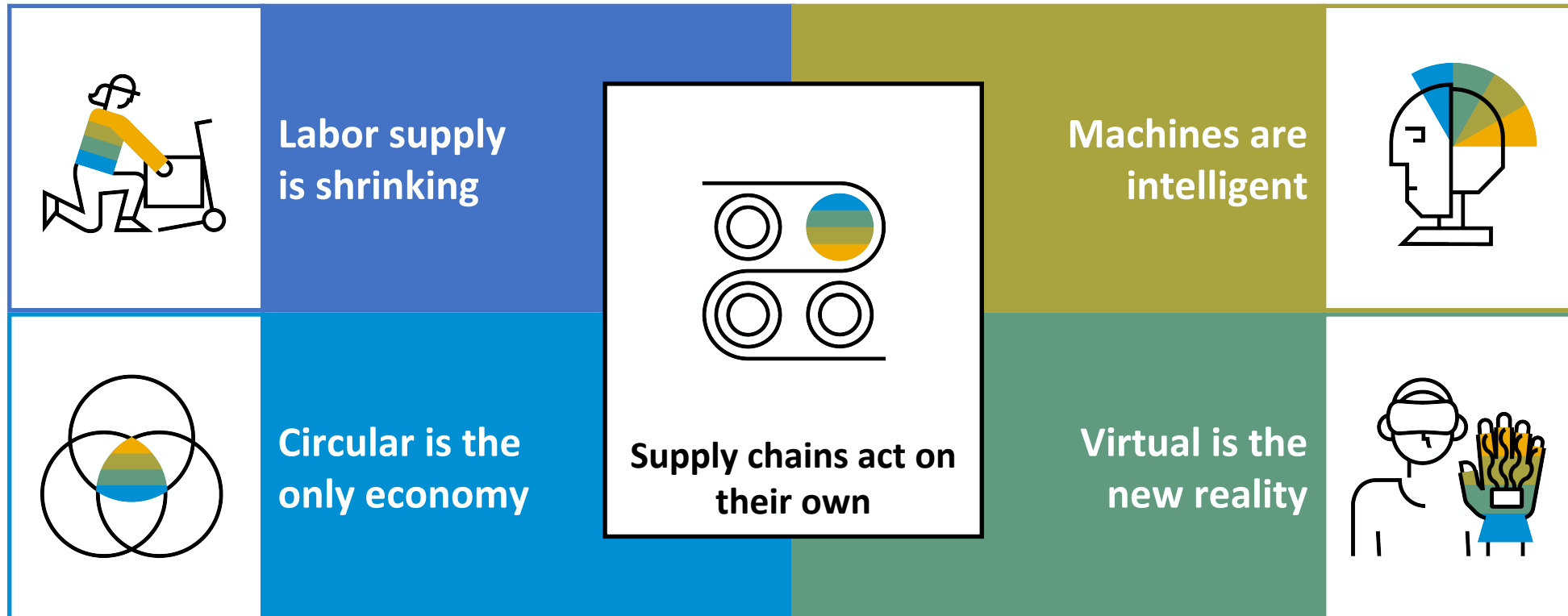


Intelligent Enterprise
Portfolio of Systems, Platform,
and Technology

Evolution of *S&OP*



In the Year 2028



New Business Models are Enabled by Digital

Industry boundaries are blurring



FROM

Wholesale model

Same-day delivery

Physical inventory

Products



TO

Direct-to-consumer model

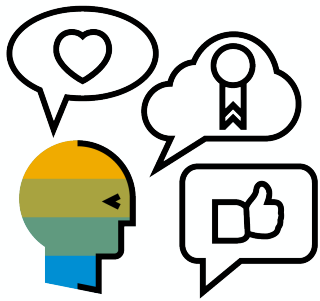
Same-hour delivery

Digital inventory

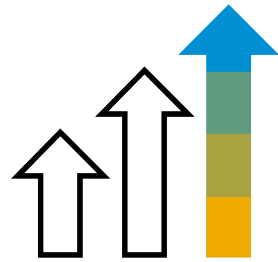
Solutions

CSCOs are growing a culture of Customer Centricity

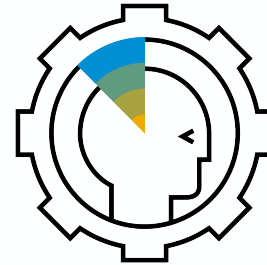
Four Strategy Elements driving future Supply Chain



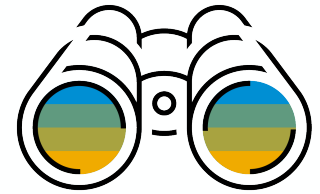
Customer centricity



Predictive business



Smart automation



Total visibility

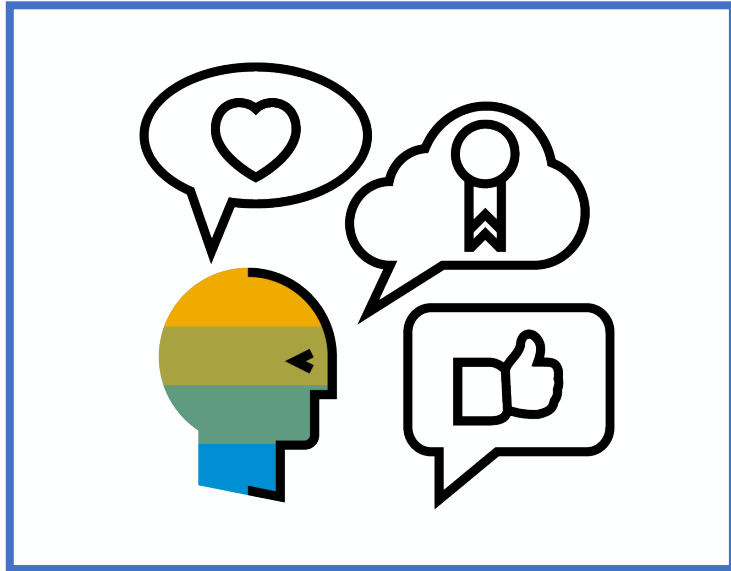


By 2020, **60 percent** of G2000 manufacturers will rely on digital platforms that enhance their ecosystems and support **30 percent** of overall revenue.

IDC: Worldwide Supply Chain 2018 Predictions

Customer Centricity

Plan and deliver to the customer segment of ONE



- Touchless Supply Chain
- Drive processes based on real time demand
- Responsive and flexible planning
- Network of business partners
- Omni-Channel Logistics

Predictive Business

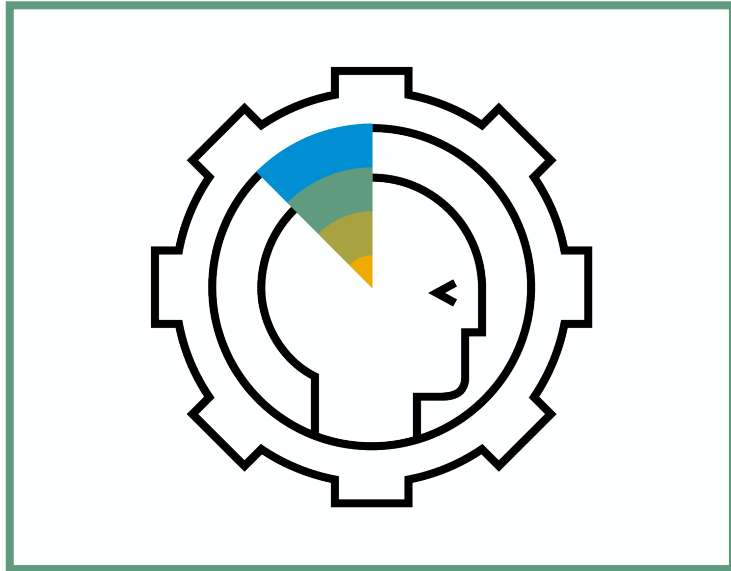
Design and maintain the product of ONE



- Network of Digital Twins
- Digital copy of physical asset or product
- Product Intelligence
- Asset Intelligence
- New service and business model

Smart Automation

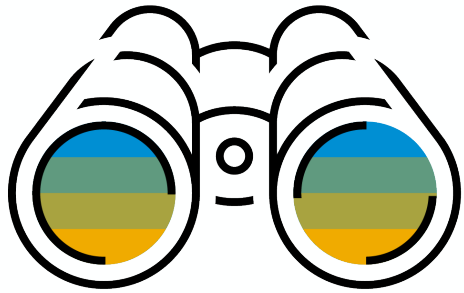
Manufacture the lot size of ONE



- Personalized products
- Flexible manufacturing cells
- Automated activities and processes
- Machine learning and AI
- 3D printing and Additive Manufacturing

Total Visibility

Analyze and manage the supply chain of ONE



- Create a digital mirror of your business
- Connect with your business network
- Ensure sustainability and compliance
- Perform risk management
- Analyze, search and discover in real-time

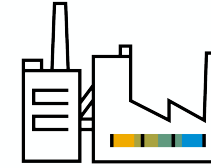
Challenges faced by Supply Chain Leaders



Shifting market dynamics drive opportunities for cost management and margins



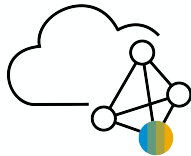
Aging workforce and the need to attract and train young talent



Lack of Integration between Manufacturing, Maintenance and Supply Chain



Greater risk and regulatory changes increase urgency of increasing visibility to monitor suppliers and 3PLs

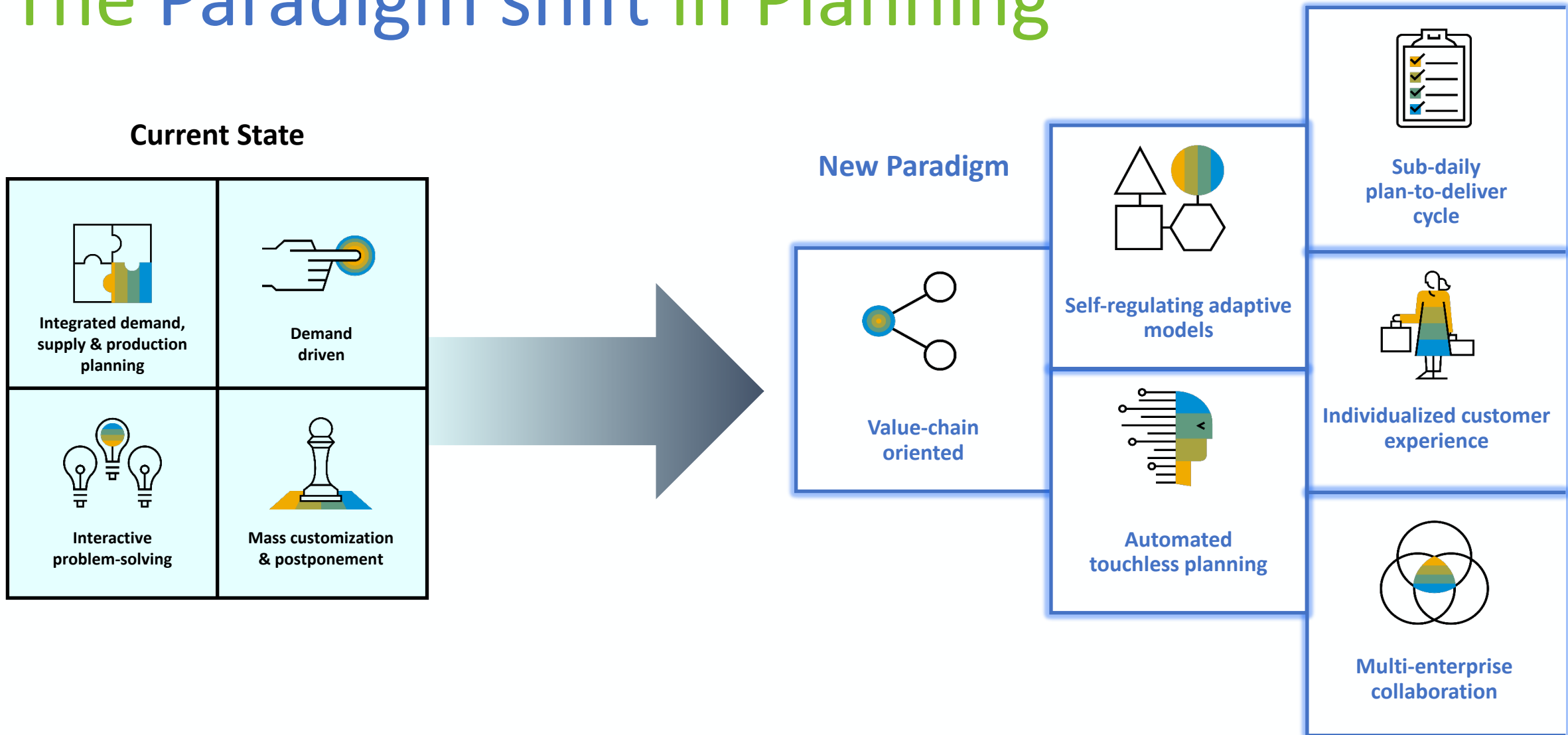


Digitization and hyper-connectivity disrupting traditional business models and creating opportunities - shift from product selling to product-plus-services package selling



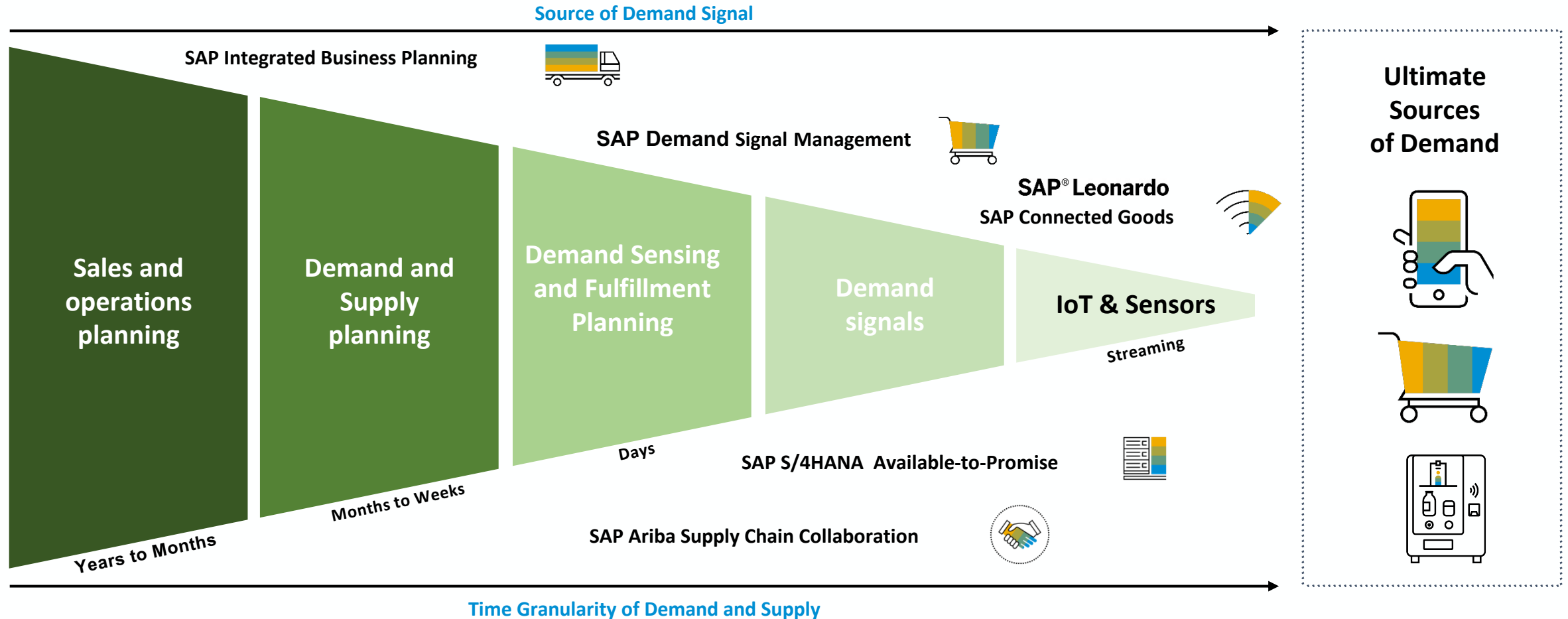
Global competitors, rapid product commoditization, and shorter product lifecycles demanding more agility

The Paradigm shift in Planning



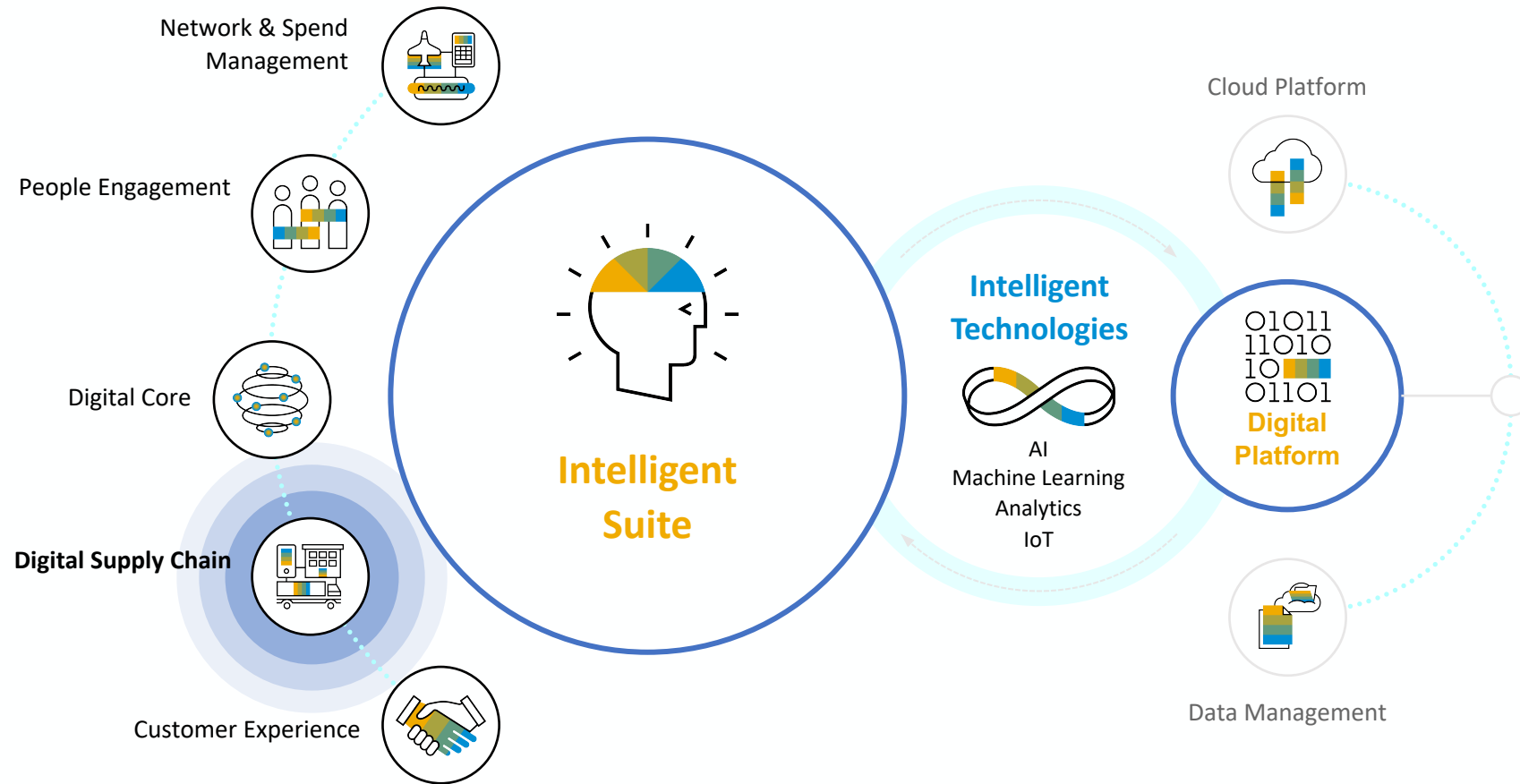
S&OP Framework for Intelligent Enterprise

SAP has innovated its portfolio to provide E2E demand signal spectrum



SAP Vision for the Intelligent Enterprise

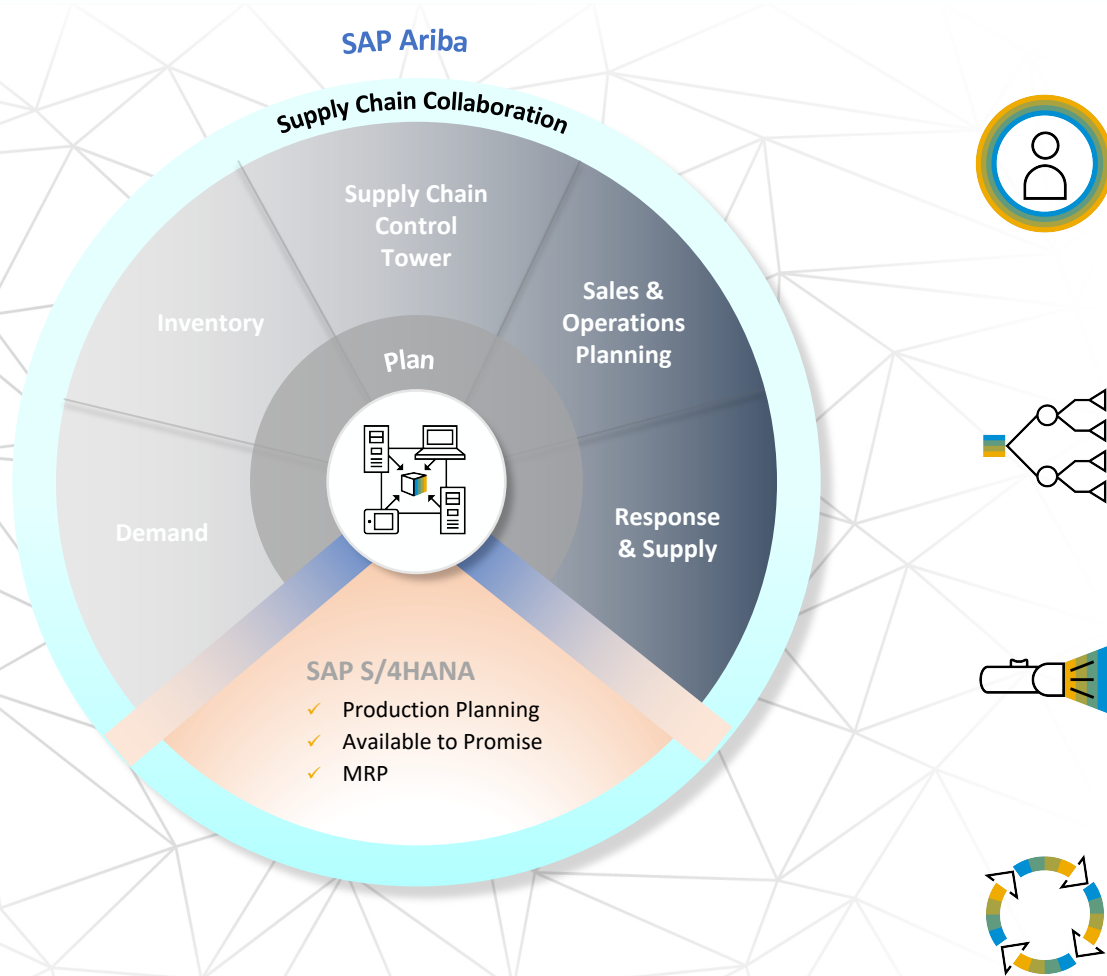
The Foundation of a Digital Supply Chain



The Intelligent Enterprise features **3 key components**:

- 1 **Intelligent Suite**
- 2 **Intelligent Technologies**
- 3 **Digital Platform**

Digital Business Planning in the Intelligent Enterprise



- **State-of-the-art business processes**
Leverage SAP solutions to enable new end-to-end business processes, new business models and new revenue streams
- **Synchronized planning processes**
Break down planning silos through connected and integrated planning processes
- **Leverage end-to-end visibility**
End-to-end visibility on strategic, tactical and operational level and across siloed or external data
- **Faster planning cycles**
React faster to changes in the business through complete integration

Simplified Experience, Unified Empowerment

Unified User Experience



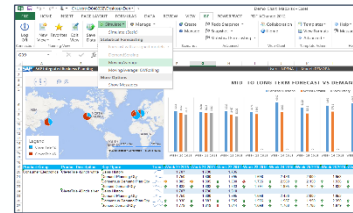
Real-time insight and monitoring on aggregated and detailed levels



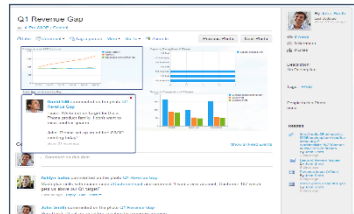
Flexible data model and pre-built templates



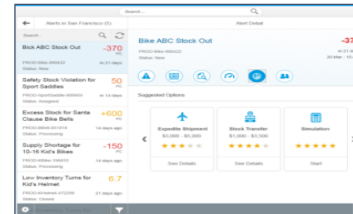
Integrated business processes and value chain



Real-time planning and simulation capabilities



Embedded social collaboration platform for transparent communication, record decisions



Role-based user experience

Real Time Scenario Analysis

Planners Can Do More

Easier

More Productive



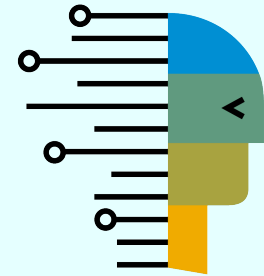
Faster

More Responsive

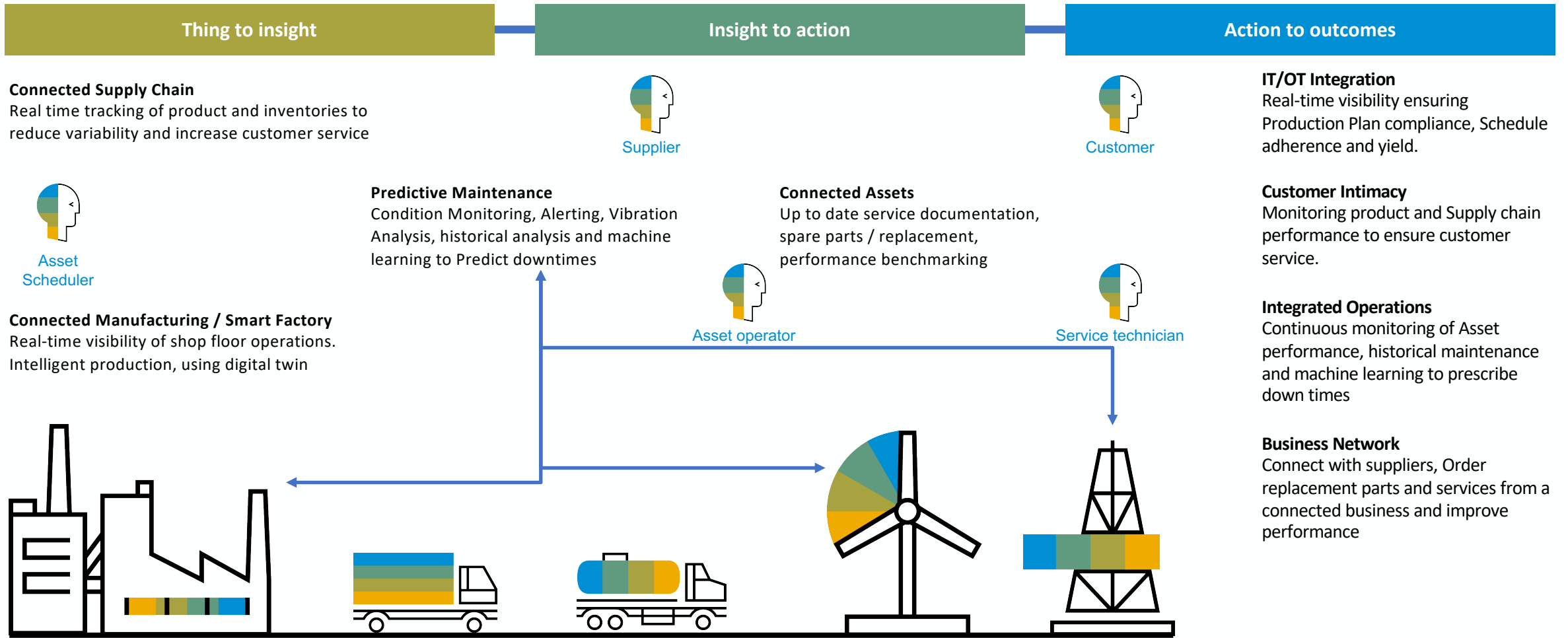


Smarter

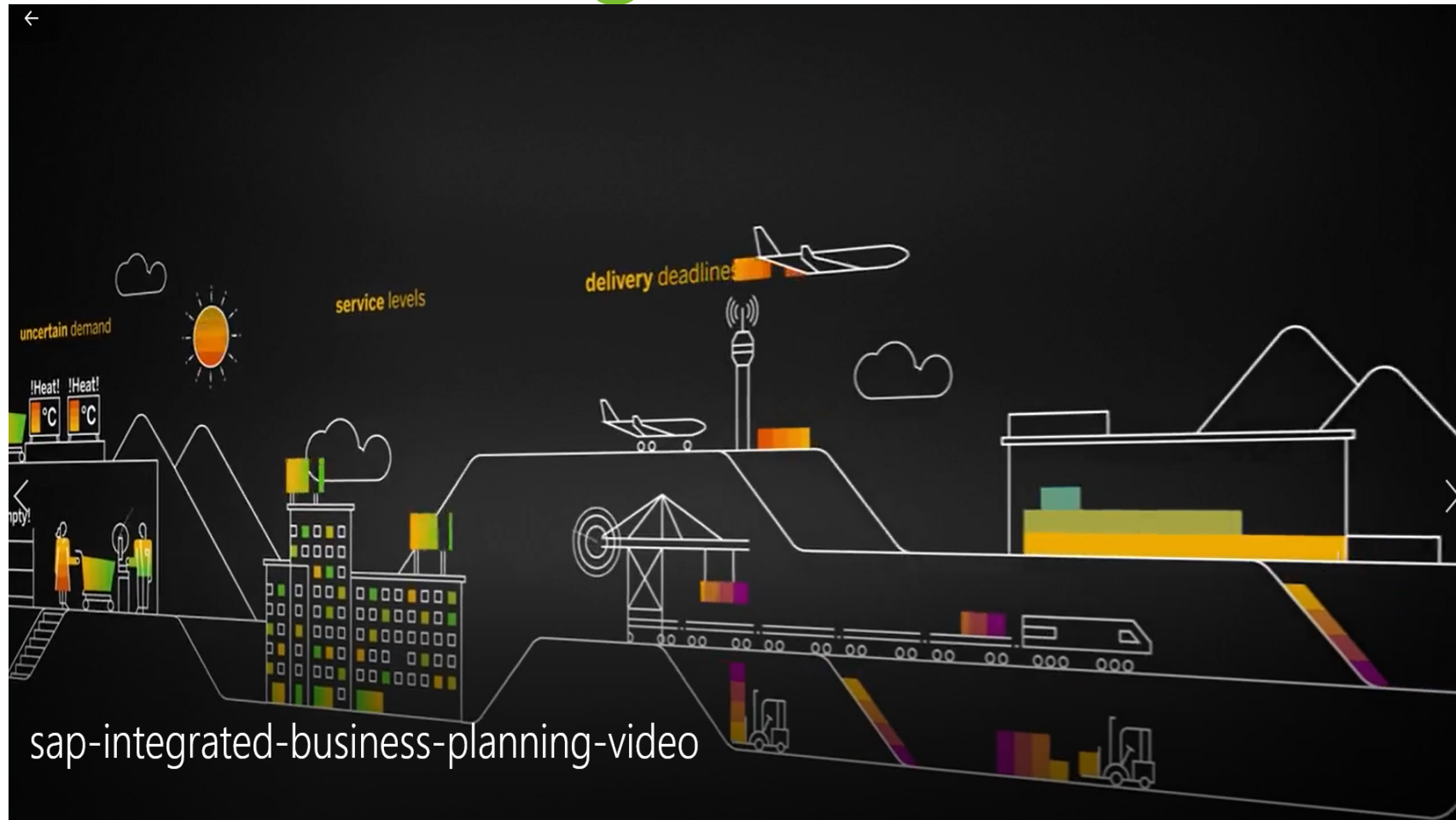
More Strategic



Intelligent Supply Chain Connected and Automated



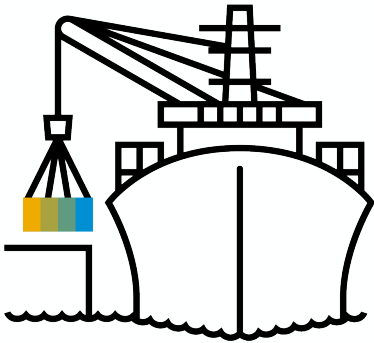
Customers realizing value



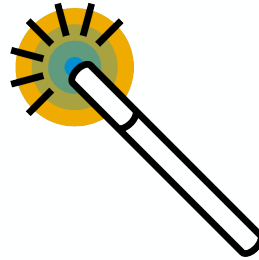
Nissan use of Intelligent Technologies



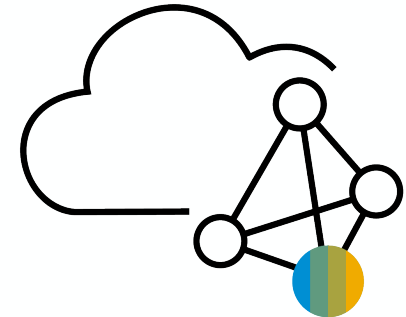
Key takeaways



Supply chain shifts
and challenges



Paradigm shift in planning and
Digital framework for S&OP



SAP Vision for Intelligent Enterprise
and portfolio of applications to
innovate and transform

Thank you.

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Presentation Materials

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Q&A

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