

# Quo Vadis SAP Supply Chain?

A journey from SAP MM, SCM, APO, and SRM  
to SAP S/4HANA with SAP IBP and SAP Ariba

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# Session Highlights

New and integrated SAP Digital Supply Chain  
From Sourcing, Production, Planning to Distribution

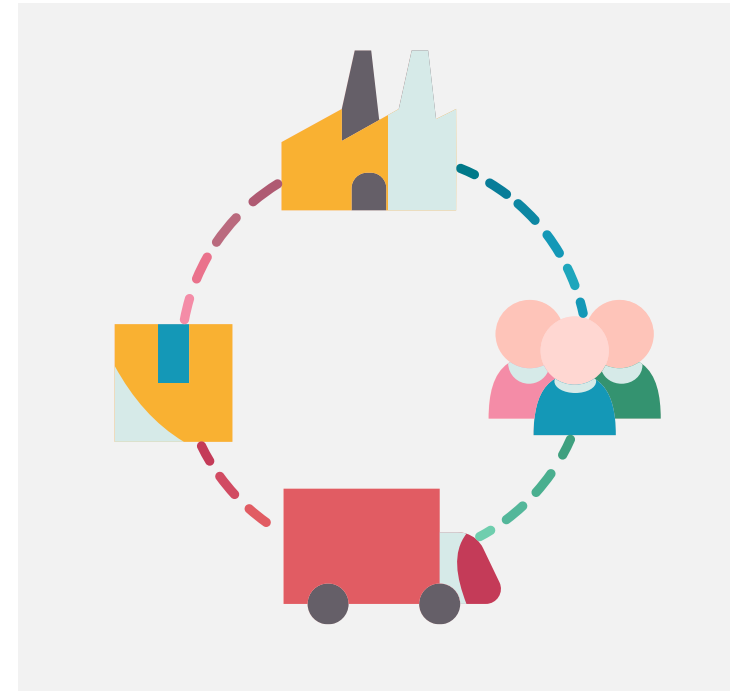
From MM, SCM, APO, SRM  
to S/4HANA, IBP & Ariba

Supply Chain in and  
around SAP S/4HANA

SAP Ariba Highlights  
+ Case Study

SAP IBP Highlights  
+ Case Study

Transition to S/4HANA, Ariba and IBP



- Outline the future of Supply Chains with SAP S/4HANA
- Enable ASUG audience to assess where SAP Ariba and SAP IBP fit in

# Agenda

- Introduction
- SAP Digital Supply Chain Solutions around S/4HANA
- SAP IBP Introduction & Case Study
- SAP Ariba Introduction & Case Study
- Transition to S/4HANA, IBP, and Ariba

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# CNT Management Consulting – By the Numbers



## SAP Business Transformation

- SAP S/4HANA pre-studies and roadmaps
- SAP S/4HANA greenfield implementations
- SAP S/4HANA brownfield conversions
- #rise2s4 conversion package to RISE with SAP
- #run2s4 conversion package ECC to SAP S/4HANA
- Ariba, IBP, and EWM transformation packages

## SAP Consulting

- Functional SAP consulting
- Global business processes and templates
- End-to-end SAP implementations and rollouts
- Integration management
- SAP master data and data migration
- Program-, project-, and change management

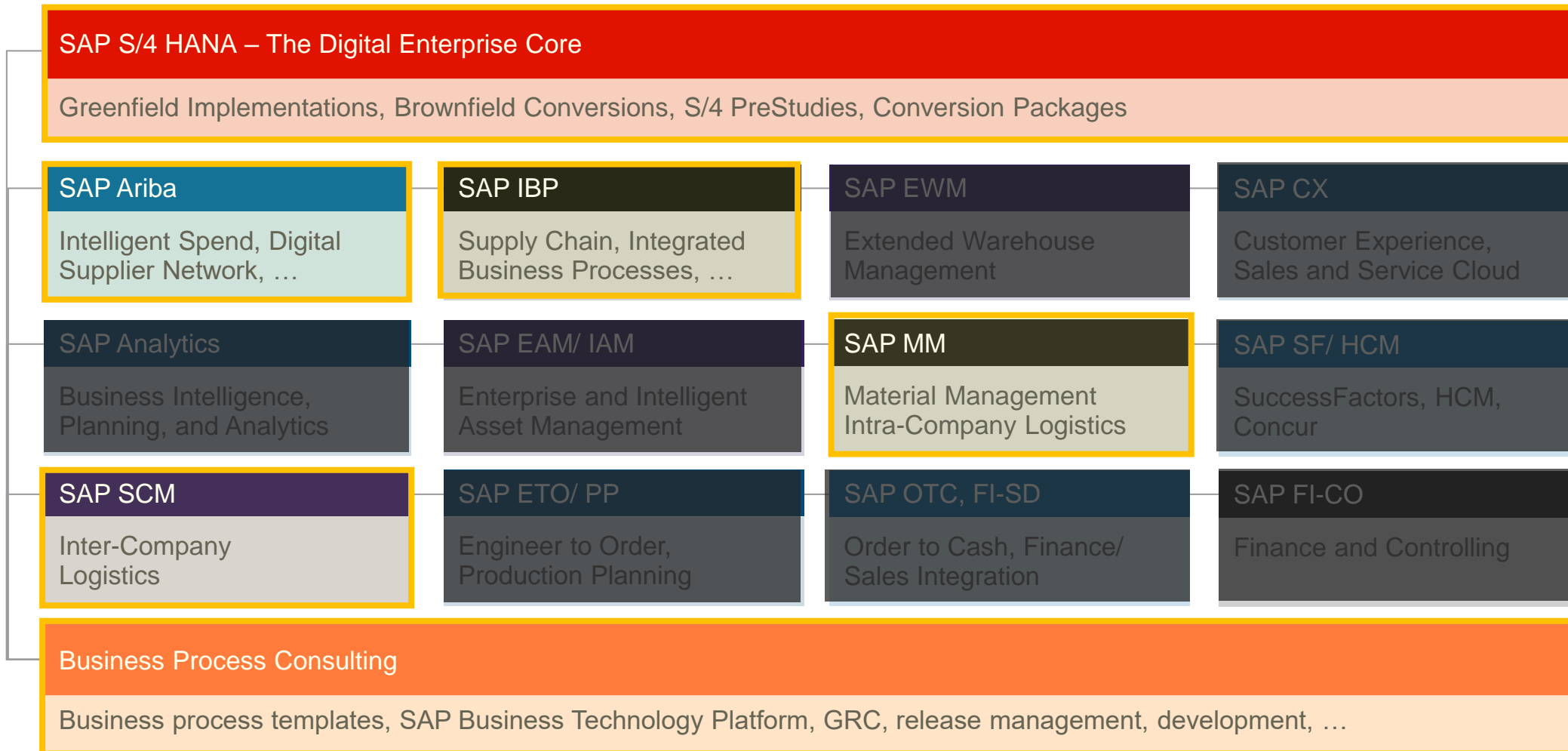
## SAP Cloud Solutions

- SAP S/4HANA Cloud and RISE with SAP PCE
- SAP Ariba / Spend and SAP Business Networks
- SAP IBP/ Integrated Business Planning
- SAP DMC/ Digital Manufacturing Cloud
- SAP CX, CS / Customer Experience, Service Cloud
- SAP SuccessFactors and Concur
- SAP BTP/ Business Technology Platform

## SAP Industry Best Practices

- Industry-specific end-to-end processes
- Plug-in solutions for industrial manufacturing
- Industries: Manufacturing, Industrial Manufacturing, Regulated Industries (Life Science, Medical, Chemical), various others

# SAP Competences



Supply Chain Topics

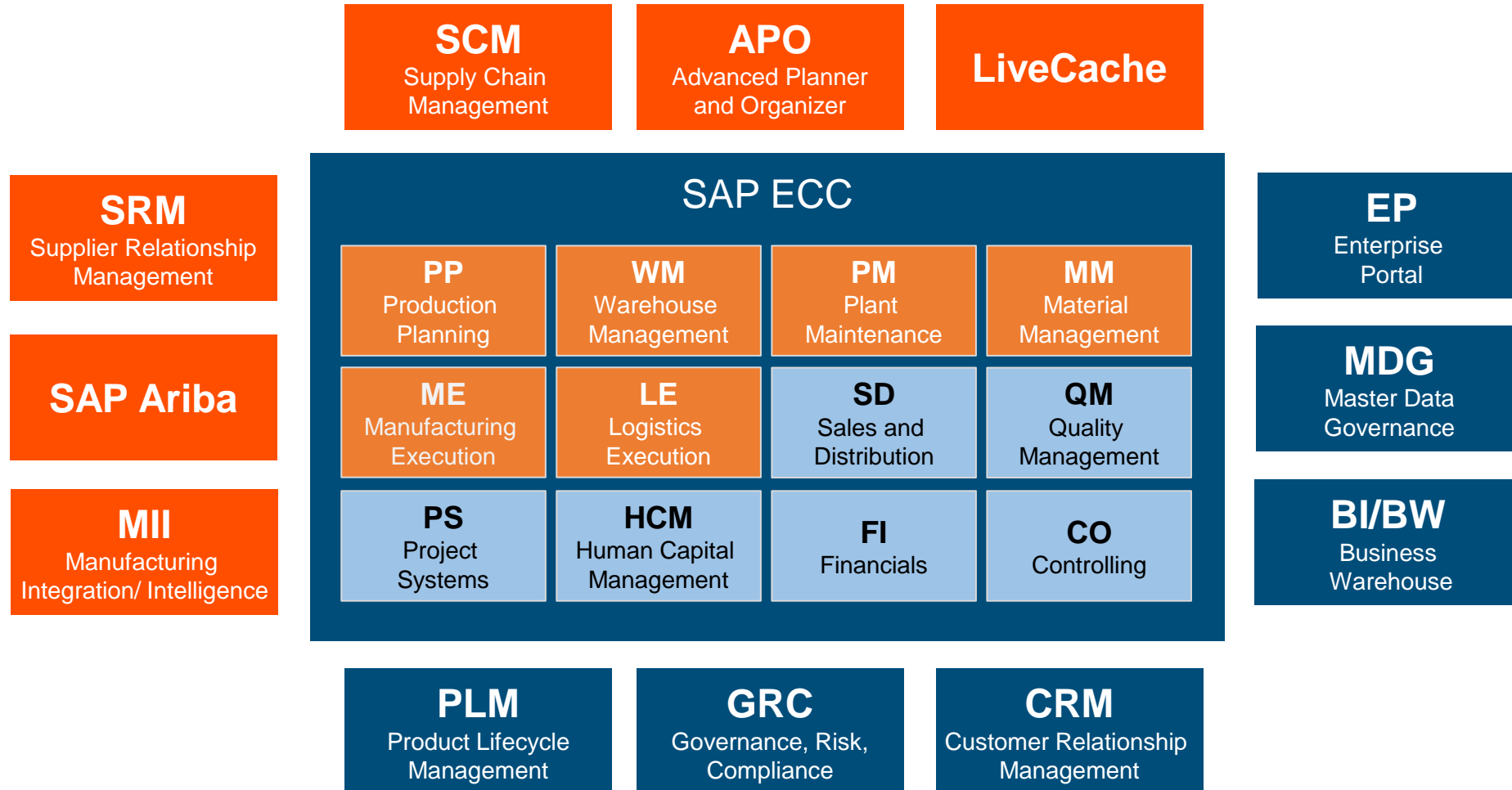


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The supply chain is the system  
**of producing and delivering products,**  
**from sourcing raw materials**  
**to the final delivery of the product**

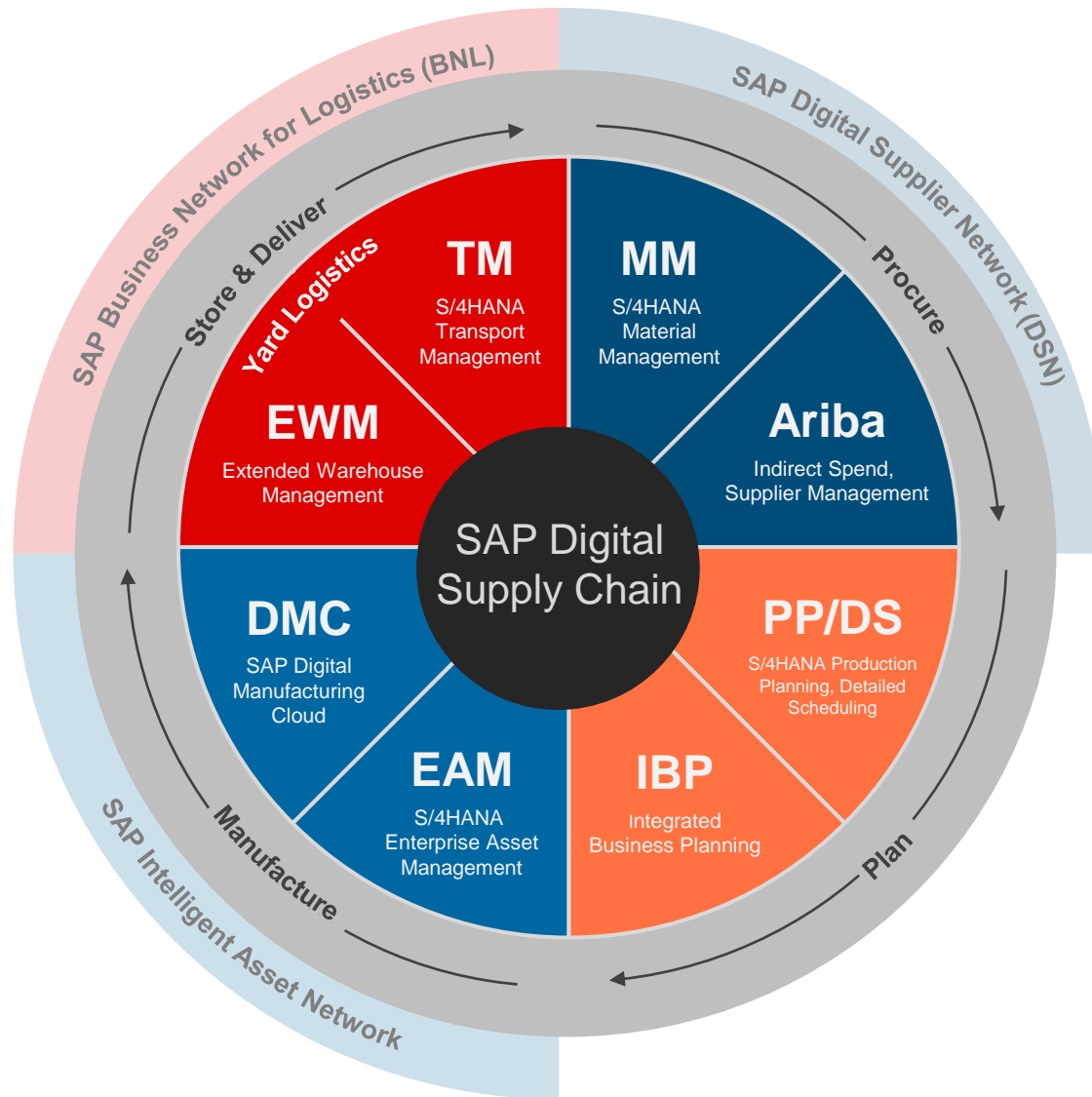
# Supply Chain Components with “the old” SAP ECC



# What is new with SAP S/4HANA?

- SAP undertook the **single largest simplification initiative** to date across all SAP modules **into the digital enterprise core with and around SAP S/4HANA.**
- **SAP launched the “Digital Supply Chain”.** A modular approach that can operate in parallel with implementing SAP S/4HANA.
- SAP solutions are/will be **fully SaaS-based** (e.g., Ariba, IBP, S/4HANA Cloud) or, at a minimum, IaaS and PaaS-based (S/4HANA PCE).
- **SAP is dead-serious about RISE with SAP.** Considering standardization with S/4HANA, it makes perfect sense to streamline the operational model.
- SAP deploys its simplification strategy holistically across its portfolio and organization.

# Integrated Digital Supply Chain with SAP S/4HANA



With S/4HANA, Ariba, DMC, IBP, EWM, and the three business networks DSN, IAN, and LBN, SAP delivers the most integrated digital supply chain to date.

Diagram by CNT and loosely based on the [SAP Digital Supply Chain Management, Edition for SAP S/4HANA](#)

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# SAP Integrated Business Planning Basics

## What is SAP IBP?

Cloud-based solution for **requirement- and stock planning** across Supply Chain

Enables companies to **react fast to changes** in their supply chain

Combines **Classic Planning and predictive functions** with AI and ML

IBP is SAP's consolidated Planning Software of the Future



## SAP IBP Components

Sales and Operations Planning (S&OP)

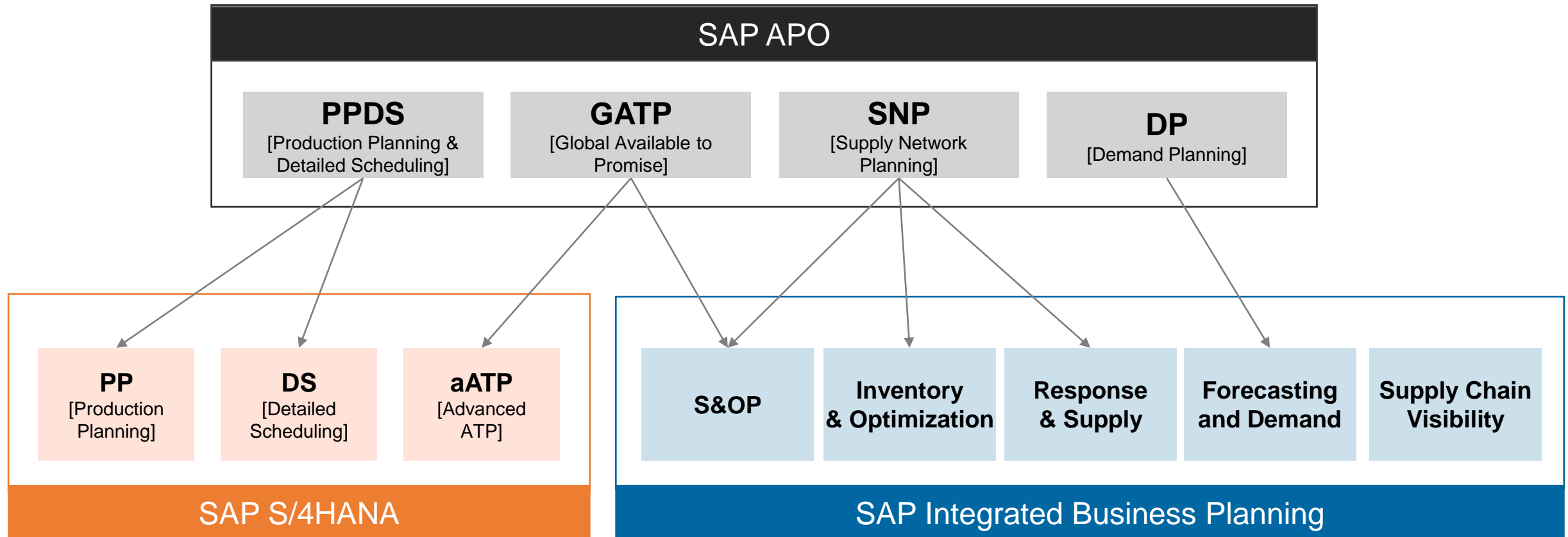
Forecasting and Demand

Inventory Planning and Optimization

Response & Supply

Supply Chain Visibility

# SAP APO vs SAP S/4HANA with SAP IBP





# IBP Planning Features

## Sales and Operations Planning (S&OP)



- Combined financial/operational planning
- Real-time planning & scenario simulating
- Performance monitoring

## Inventory Planning and Optimization



- Automated statistical forecasting
- Predict demand and reduce inventory
- Visualize supply chain network

## Forecasting & Demand



- Demand planning
- Demand sensing & statistical models
- Time-series analysis

## Response & Supply



- Multilevel supply planning
- Rough-cut capacity planning
- Response management

## Supply Chain Visibility



- IBP Control Tower
- Simulation and what-if analysis
- Event-driven exception management

# SAP IBP Implementation Case Study

## Project Goals

- Harmonize sales planning processes
- Implement an S&OP process
- Integrate departments into a central system
- Consider varying business units requirements
- Create a technical concept for implementation

## Solution

- Define a global, standardized model based on the IBP Demand module
- Business-specific process definition for order-based and serial production
- Best practices as a basis for the definition of the business processes
- Development of a system template based on IBP + S/4HANA PP/DS

## Highlights

- Automated statistical forecast generation considering best-fit models
- Modeling of product life cycles for better handling and better control of product variety
- Simulations in IBP and S/4HANA PP/DS
- Automatic alert generation for problems
- Implement a scheduled monthly process to create for a global feasibility plan

## CNT Contributions

- Technical concepts for implementation
- Setup up and configure IBP
- Setup cloud interface CPI-DS
- IBP module training for key users
- Business process modeling based on BPMN

## CNT Client

- **Fränkische, Germany**
- Annual revenue: € 600m
- Employees, 5,000
- Manufacturing/ Automotive
- 17 countries
- 22 production facilities

**FRÄNKISCHE**

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- Introduction
- The S/4HANA Digital Supply Chain Solutions
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# SAP Ariba Basics

## What is SAP Ariba?

Ariba is a cloud-based **suite of solutions** for **Intelligent Spend Management**

Covers sourcing, **strategic reporting, governance, competitive bidding and contract management**

Connects to the **Digital Supplier Network**, a global solution for buyers and sellers with over 4 million companies

Integrates **seamlessly into SAP ERP**



## SAP Ariba Components

Supplier Management

Strategic Sourcing

Digital Supplier Network

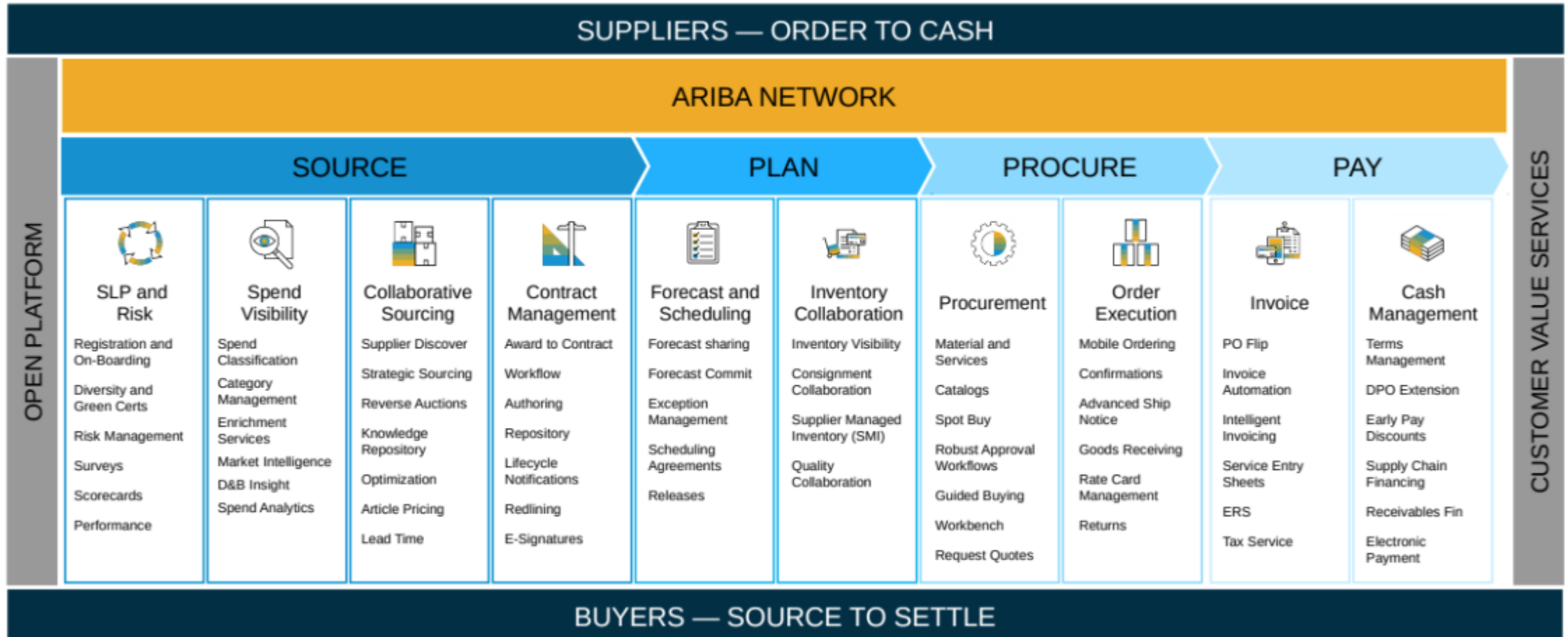
Supply Chain Collaboration

Procurement

Financial Supply Chain

SAP Integration

# SAP Ariba Components



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# SAP Ariba Implementation Case Study

## Project Goals

- Introduce user-friendly interface for procurement of indirect materials and services
- Optimize service procurement with focus on service recording
- Automate procurement processes through electronic document exchange
- Simplify exchange of documents with suppliers (manuals, certificates, etc)

## Solution

- Implement SAP Ariba Buying and Commerce Automation
- Integrate SAP Ariba with SAP ERP
- Connect SAP ERP to the Ariba network to digitalize procurement docs for direct materials
- Activate purchasing catalogues

## Highlights

- Simplify purchasing processes for requesters through user-friendly UI in Guided Buying
- Optimize processes for capturing order confirmations, shipping notifications, invoices
- Simplify document sharing with suppliers
- Reduce costs for handling service entries

## CNT Contributions

- Experienced SAP Ariba consultant team
- Project management and coordination
- Implement Ariba SNAP! Method
- Activate suppliers for document exchange and provision catalogues via Ariba network
- Integrate SAP ERP with Ariba network and as SAP Ariba Buying
- End-to-end system configurations

## CNT Client

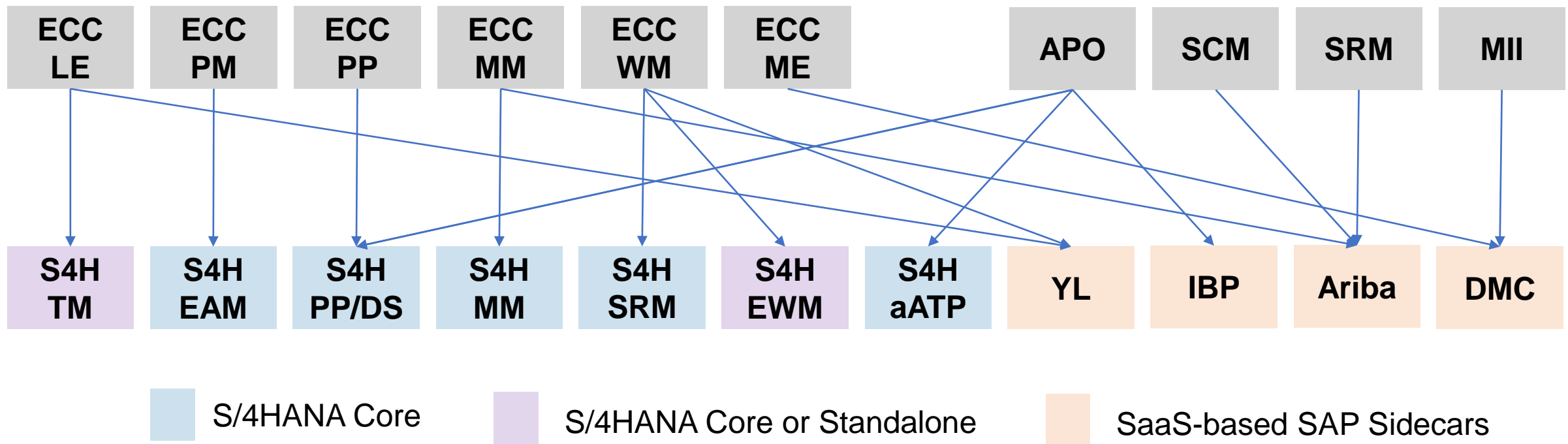
- **Sandvik, Austria**
- Annual revenue: € 3.8b
- Employees, 15,000
- Leading manufacturer of Mining and Construction Supplies



# Agenda

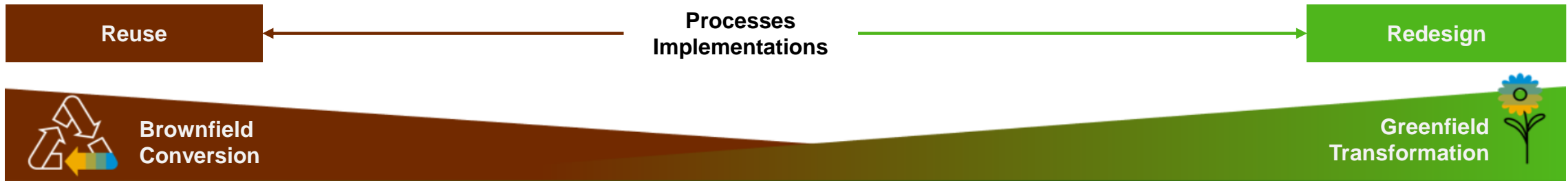
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# SAP Supply Chain Components Transformation Paths (Simplified Perspective)



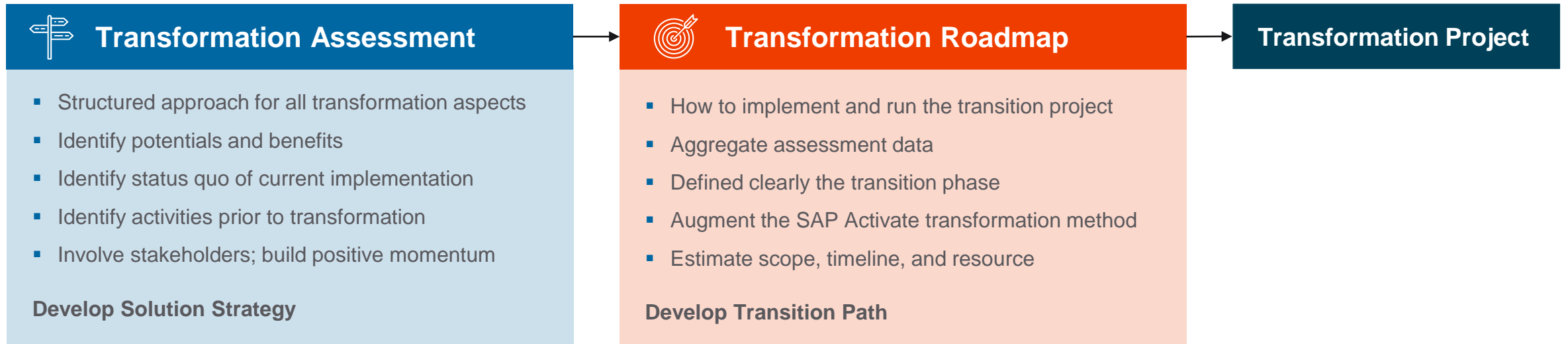


# Deployment Options



Brownfield Conversion	Empty Shell Conversion	Mix & Match	Greenfield Transformation
Reuse >90% of existing processes/implementation	Reuse >50% of existing processes/implementation	Reuse <50% of existing processes/implementation	Redesign of processes / implementations
<div style="display: flex; justify-content: space-between; align-items: center;"> <span>←</span> <span><b>SAP S/4HANA Conversions</b></span> <span>→</span> </div>			
<div style="display: flex; justify-content: space-between; align-items: center;"> <span>←</span> <span><b>IBP and Ariba Deployments</b></span> <span>→</span> </div>			

# Transformation via an Assessment Approach



## Assessment Approach Benefits

- Answer the “Why” and “How” of the transformation
- Structure approach for critical transformation aspects
- Get good data from stakeholders with the right questions
- Stakeholder focus during and after the assessment
- Set expectations for the transition
- Better decision on the transformation approach
- Have a ready-to-go transformation template
- Get the transformation project off on the right foot

# Example for simplified S/4HANA or RISE Conversion via CNT #run2S4 or #rise2S4

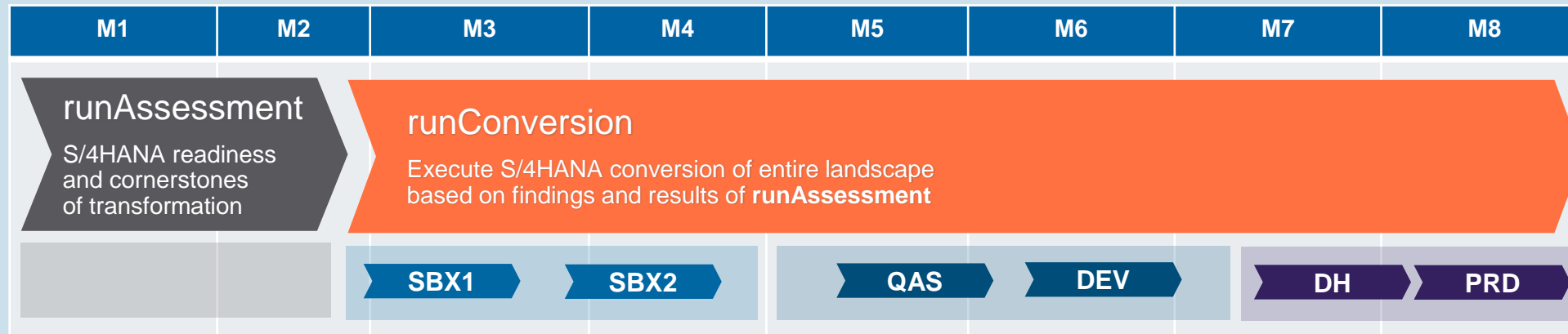
## Highlights

- ✓ Predefined and standardized scope project.
- ✓ **runAssessment** as S/4HANA conversion launchpad
- ✓ **runConversion** for end-to-end conversion.

## Benefits

- ✓ Fixed scope and timeline
- ✓ Convert first, innovate second
- ✓ Predictable outcome

## Conversion Milestones and Timeline



# Questions?

For questions after this session, contact us at

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**Thank you.**