

Supercharging ECC and S/4HANA with the SAP Business Network

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About Optima

150+ Global Clients	80%+ Large Enterprises	20+ Industries
435,000+ Hours of quality services delivered	440+ High Impact Implementations	~3 implementations per Client

What we do

SAP Spend Management	SAP Content Management
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Client Success

Technology



Manufacturing



Utilities



Chemicals



Retail



Consumer Packaged Goods



Pharma/Medical



Transportation/Defense



Finance and Insurance



Construction



Oil and Gas



Public Sector





Business innovation is necessary for survival

- Since 2000, **52% of companies in the Fortune 500** have gone out of business
- From 1955 to 2011, it took Fortune 500 companies an average of 20 years to reach a billion-dollar valuation; **today's digital startups are getting there in four.**
- Businesses everywhere face unprecedented change, and the **future will be dictated by those who innovate first.**



Three key strategies with proven success

- Companies from most industries are exploring **new business models** or have already evolved theirs to avoid disruption
- Operational efficiency has become more important than ever as a **key enabler for innovation**
- +SBMs & ESG strategies are not nice-to-haves anymore, today are a **source of competitive advantage**

S/4HANA is great

The best ERP in the world.

But an ERP is not enough to win today.

77%

of the world's transaction revenue touches an SAP system in over 180 countries

94%

of the world's 500 largest companies are SAP customers

85 of the 100

largest companies in the world are SAP S/4HANA customers

~80%

of SAP's customers are mid-size enterprises

22,500+

partner in SAP ecosystem across 140 countries



Imagine trying to run an intelligent enterprise...

... collaborating with suppliers via email, phone & paper

... having partial visibility of your supply chain with limited capacity to anticipate and resolve problems

... not being able to take advantage of working capital optimization to invest in innovation

... missing the opportunity to proactively build a more sustainable supply chain on the go



Digital Transformation with World's Largest Business Network

8 M

Suppliers globally
transact through
this network

\$ 4 T

Worth of money
being transacted
globally every
year

270+ M

Documents are
transacted
globally in a year

14M

Global users are
using this platform
to simplify their
business process

3000+

Customers across
the globe have
partnered with
SAP to be part of
this network

Connect, Transact and Collaborate in real-time

Three strategies to quickly supercharge your S/4HANA

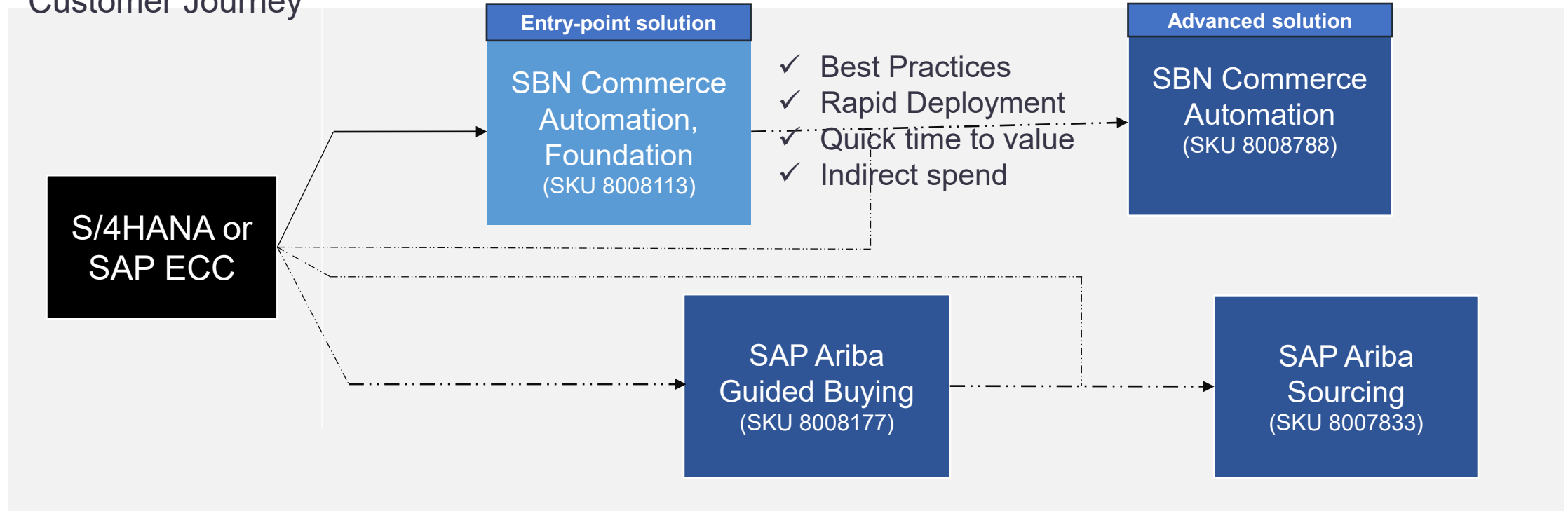
Three strategies to quickly supercharge your S/4HANA

Efficiency

Maximize **Operational efficiency** by Digitizing B2B collaboration with the SAP Business Network (CA.F)

Indirect Spend

Customer Journey



SAP Commerce Automation, Foundation (formerly DSN)

SAP Supplier Portal for customers running S/4HANA and SAP ECC – Indirect Spend

#1

An easy, frictionless way to Digitalize Transactions with suppliers from Day 1

#2

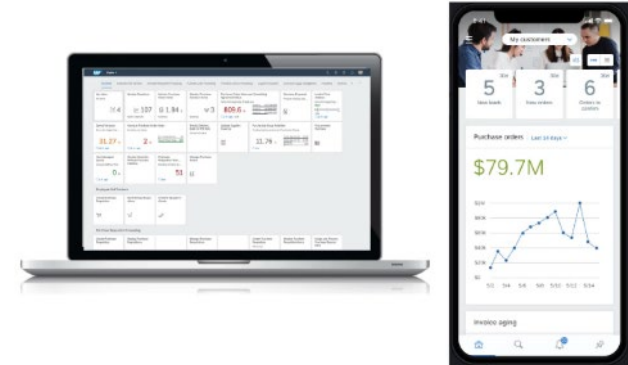
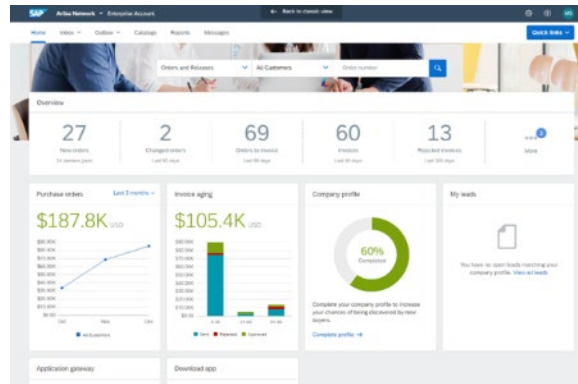
Reduce the costs of managing processes and speed up cycle times

#3

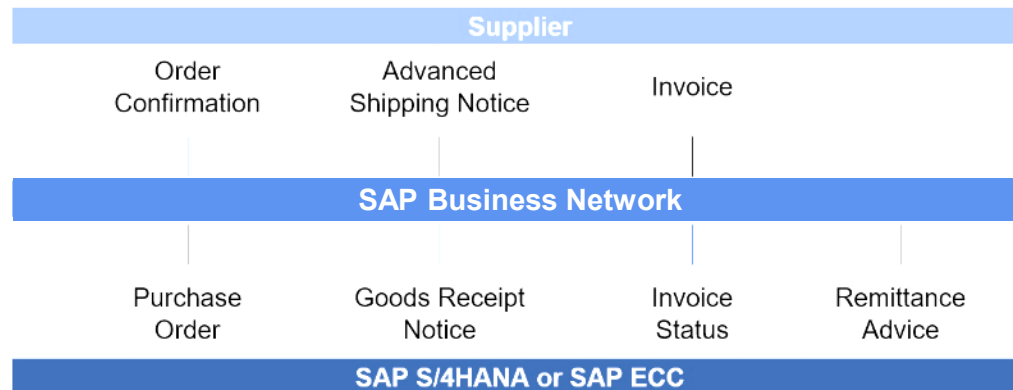
Improve Invoice Accuracy and Supplier Relationships

Keys for Success:

- ✓ Invoice Automation focus
- ✓ Supplier Onboarding



THE BEST RUN 



Smart
120+
Business
Rules

Deployment Timeline: 8 – 12 Weeks

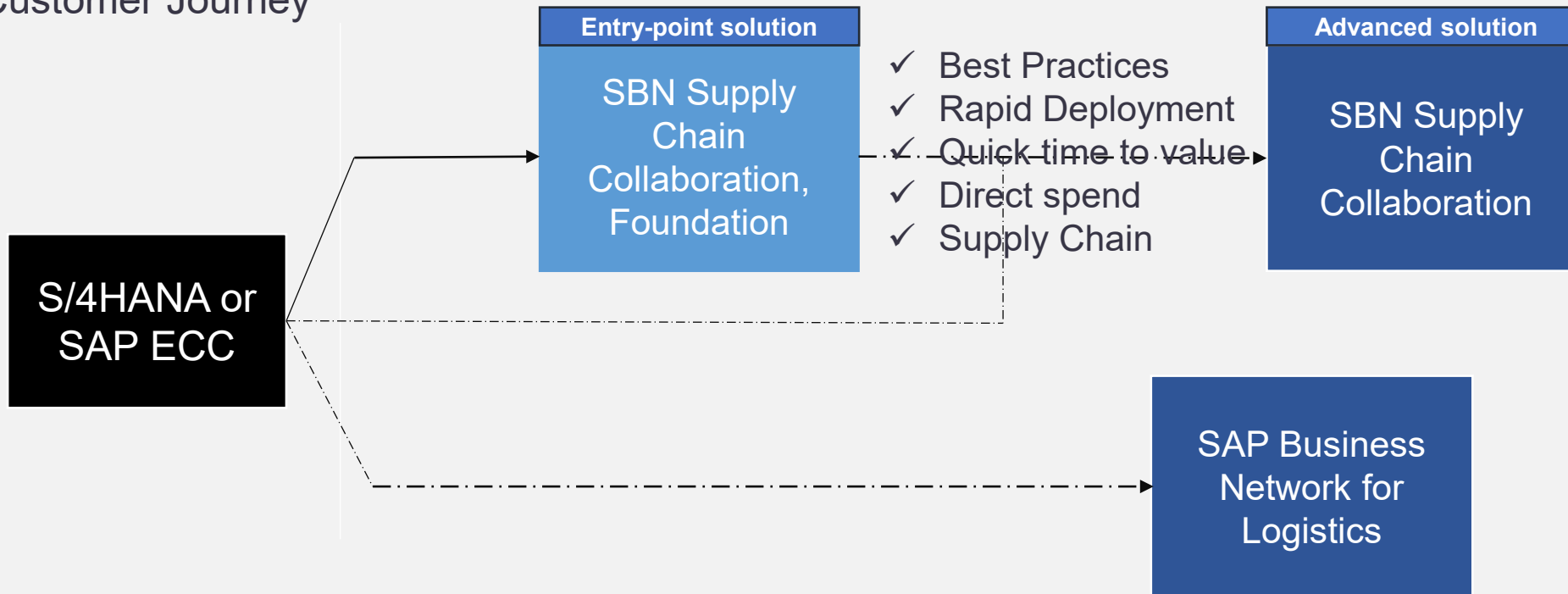
Three strategies to quickly supercharge your S/4HANA

Visibility

Improve your **Supply Chain Visibility** with the SAP Business Network (SCC.F)

Direct Spend

Customer Journey



SAP Supply Chain Collaboration, Foundation (formerly DSN4SC)

Start automating collaboration with direct spend suppliers quickly and cost-effectively

#1

An easy, frictionless way to Digitalize Transactions with suppliers from Day 1

#2

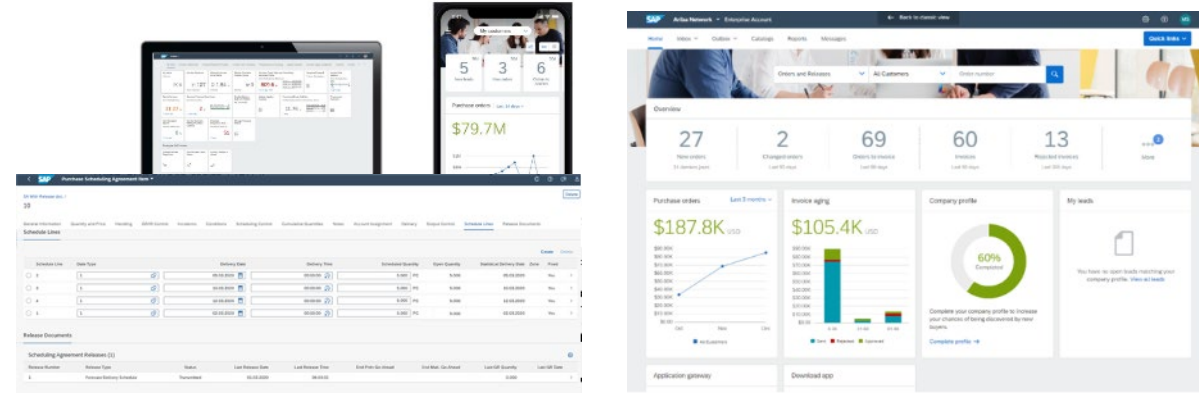
Reduce the costs of managing processes and speed up cycle times

#3

First step toward improving Supply Chain Visibility

Keys for Success:

- ✓ Invoice Automation focus
- ✓ Supplier Onboarding



SCC Foundation

- ✓ PO collaboration (PO, OC, ASN, GR)
- ✓ Order confirmation approvals
- ✓ Subcontracting PO without subsequent process steps
- ✓ Scheduling agreement release collaboration (SAR, ASN, GR)
- ✓ Due-shipments calculations (for rejected items)
- ✓ SCC Monitor (deviations in quantity, dates and overdue OCs)
- ✓ Return-PO
- ✓ Invoice, ERS Invoice, Credit Memo, Payment:

■ Deployment Timeline: 10 to 14 Weeks

Three strategies to quickly supercharge your S/4HANA

Acquired by SAP (Mar 22') – Not only Payables!

WCM &
ESG

Leverage **WCM programs** to free up cash and improve supply chain **ESG performance** with Taulia (SAP's SCF & DD)

S/4HANA or
SAP ECC

SAP's SCF and DD

Taulia Supply
Chain Finance
and Dynamic
Discounting

Expected in SBN by Q1 23'

SAP Taulia Supply Chain Finance and Dynamic Discounting

Deploy a working capital optimization strategy according to your business needs



Define the Working Capital Optimization Strategy you need to achieve your Business and ESG goals with Taulia



Leverage Taulia's WCM programs, (SCF & DD) to optimize your working capital and generate cash to reinvest in the business



Build a more Sustainable SC by encouraging your suppliers to improve ESG performance with financial incentives

Keys for Success:

- ✓ Program Strategy
- ✓ ESG Goals
- ✓ Supplier Adoption



ecovadis
Business Sustainability Ratings

■ Deployment Timeline: 8 to 12 Weeks

Key Takeaways



SAP Business Network is central to supercharge your S/4HANA



Three strategies to address key business priorities

Maximize Operational Efficiency
Improve Supply Chain Visibility
Optimize Working Capital and ESG



Key aspects:

Entry level Solutions & Beyond
Invoice Automation performance
Successful Supplier Onboarding



See us at our Booth!

Start your journey today!

Questions?

Thank you.