

THE DIGITAL ENTERPRISE

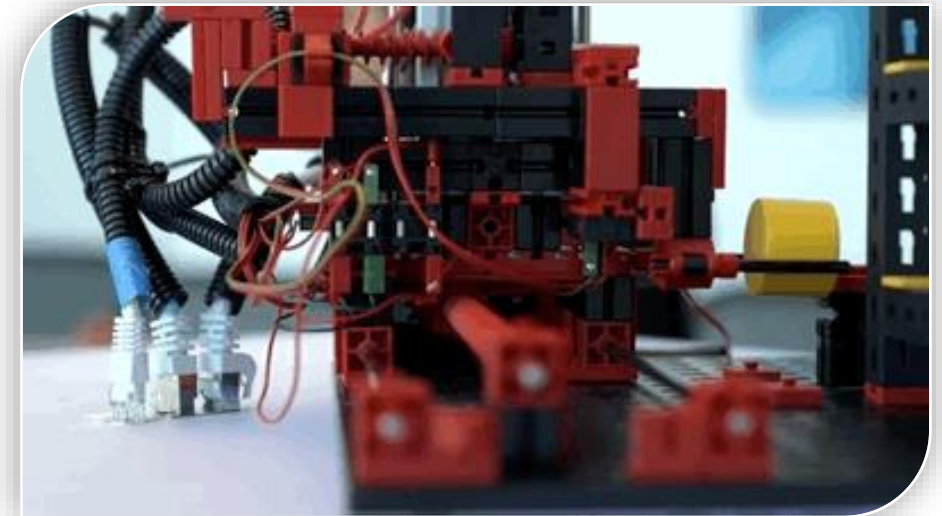
A Manufacturer's SAP Innovation Journey

ASUG Ohio | June 2, 2023

Bernd Baier
SAP Business Development Manager
CNT Management Consulting Inc

Session Highlights

- An SAP Story about how a Manufacturing Company is running completely on SAP Solutions
- Show an end-to-end business process across multiple SAP Solutions, including:
 1. **Quote-2-Plan** (SAP CX/ Sales Cloud, CPQ, ...)
 2. **Source-2-Order** (SAP MM, Ariba, ..)
 3. **Plan-2-Manufacture** (SAP PP/DS, DMC, ...)
 4. **Incident-2-Service** (SAP CX/ Service Cloud, FSM, ...)



The Digital Enterprise Showcase is also available as Live Demonstration

Sponsored by:



Agenda

- **Introduction**
- The Digital Enterprise Story
 - The Sales Story from **Quote to Plan**
 - The Procurement Story from **Source to Order**
 - The Manufacturing Story from **Plan to Manufacture**
 - The Service Story from **Incident to Service Fulfilment**
- Takeaways, Q&A

CNT Management Consulting



SAP Business Transformation

- #rise2s4 conversion package to RISE with SAP
- #run2s4 conversion package ECC to SAP S/4HANA
- SAP S/4HANA pre-studies and roadmaps
- SAP S/4HANA greenfield implementations
- SAP S/4HANA brownfield conversions

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 CX, CS / Customer Experience, Service Cloud
- SAP IBP/ Integrated Business Planning
- SAP SuccessFactors and Concur
- SAP DMC/ Digital Manufacturing Cloud
- SAP BTP/ Business Technology Platform

SAP Industry Best Practices

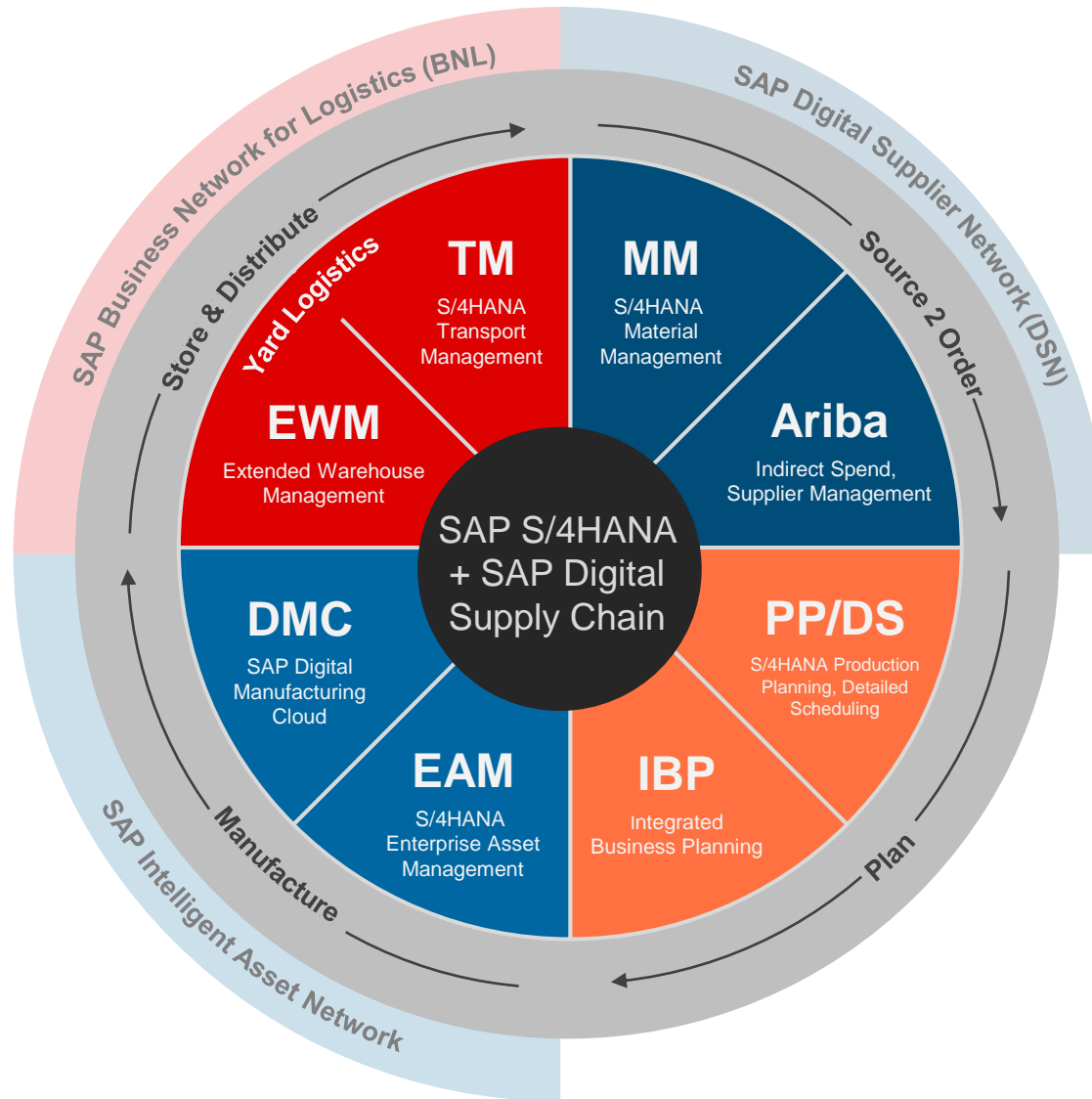
- Industry-specific end-to-end processes
- Plug-in solutions for industrial manufacturing
- Industries: Manufacturing, Industrial Manufacturing, Regulated Industries, and various others

CNT is an SAP implementation firm covering the complete SAP spectrum

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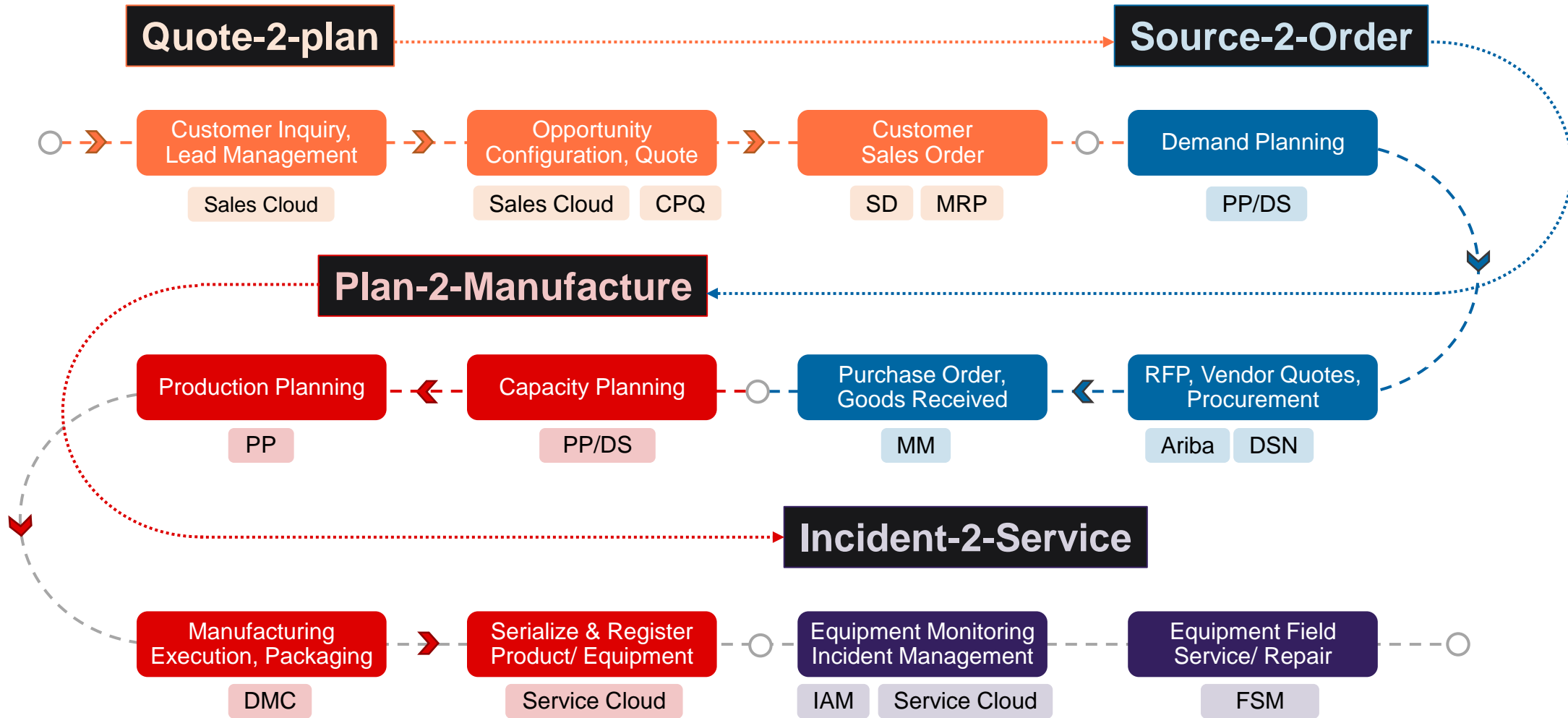
Integrated Digital Supply Chain with and around SAP S/4HANA



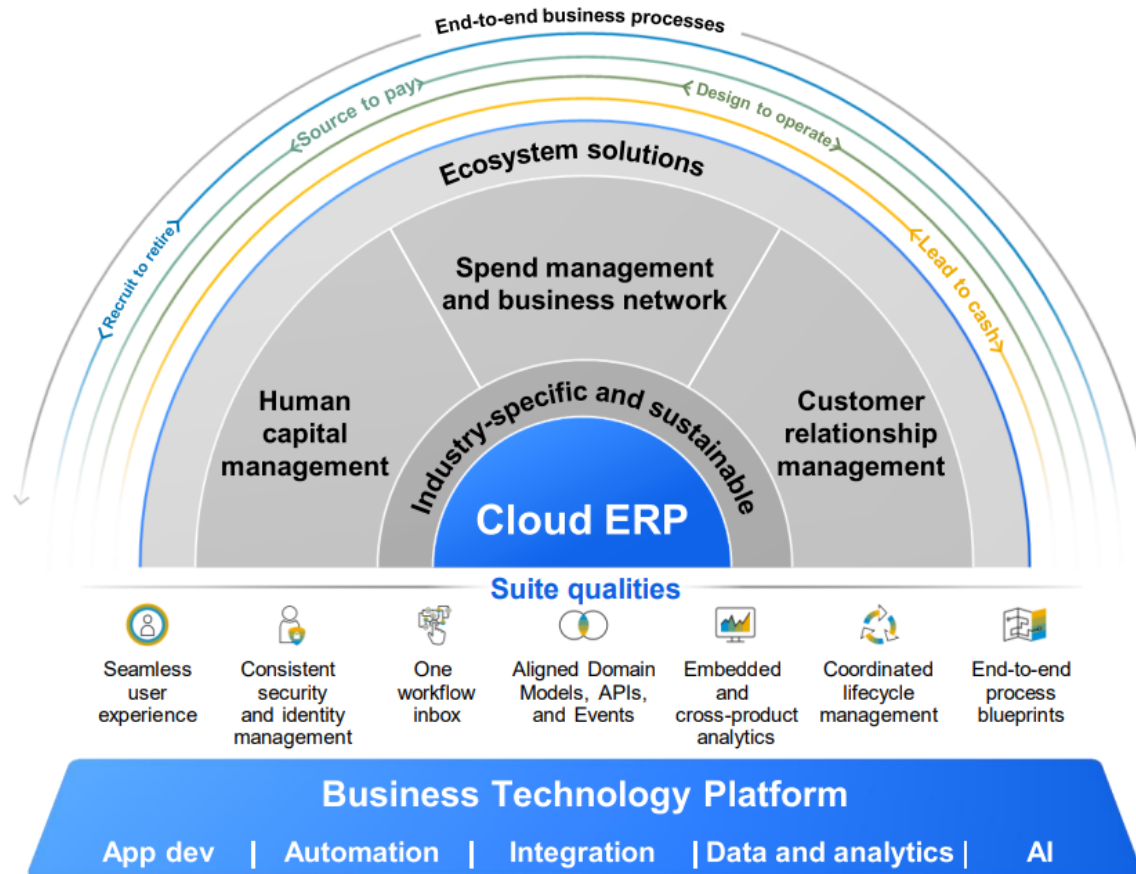
With the Digital Supply Chain, SAP integrates multiple solutions, including S/4HANA, Ariba, DMC, IBP, EWM, and the three business networks DSN, IAN, and BNL.

With the Digital Enterprise, CNT expanded the Digital Supply Chain to add more SAP components and add Quote-2-Plan for Sales, and Incident-2-Service for Services.

The Digital Enterprise Processes



Powered by SAP Business Technology Platform



Unified Platform

- Innovation along end-to-end processes
- Embedded in SAP's LoB and industry solutions
- Seamlessly integrated services



Openness

- Interoperability with open-source and best-of-breed
- Easy integration to 3rd party apps & data
- Flexibility for multi-cloud deployment



Business Centricity

- Actionable use cases
- Semantic data access
- Pre-built content
- Ease of use

Source: www.sap.com

BTP is the current and future technological foundation for all SAP applications and enables 'keeping the core clean' paradigm with S/4HANA.

Model Company “CNT Industries”

Model Company: CNT Industries



- Manufacturer of solutions for **intra-company logistics**
- Portfolio includes **warehouse robots** and storage bays
- Driven by fully digitalized integrated processes

Runs completely on SAP



Model Customer: Local Brewery



- Startup beer brewery and client of CNT Industries
- Uses new brewing techniques to improve quality
- Requires products agitated/ moved during fermentation

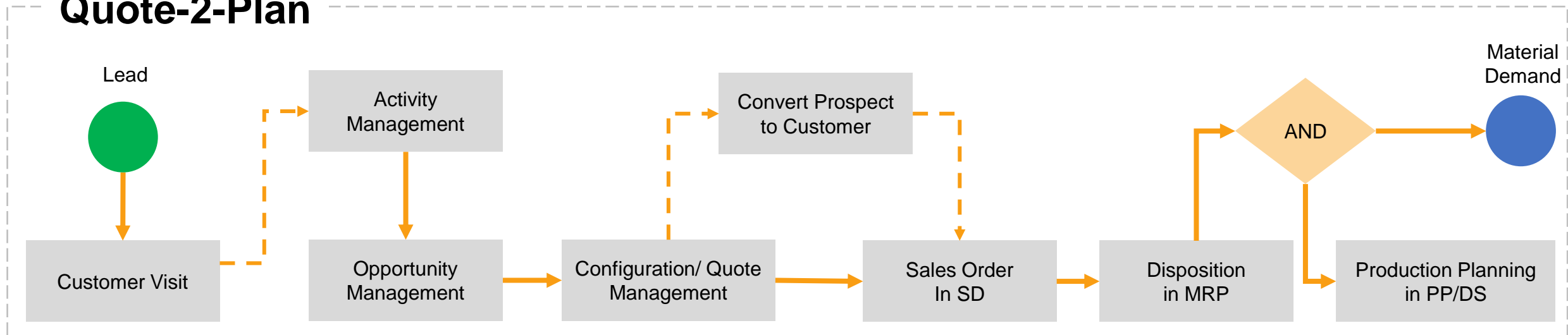
Seeks new warehouse robots to move products continuously and extend high-bay storage

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The Sales Story – Workflow

Quote-2-Plan



The Sales Story – Components

1

SAP CX – SAP Sales Cloud

- Cloud-based CRM Solution
- End-to-End Customer Experience solution
- Integrated with SAP Service Cloud
- **Integrated into SAP S/4HANA**

2

SAP CPQ – Configure Price Quote

- Cloud-based SAP Configuration Solution
- Formerly Callidus Software
- Falls between Sales and Sales Order
- **Integrated into SAP Sales Cloud and S/4HANA**

3

S/4HANA SD – Sales Distribution

- Core functional module in S/4HANA
- Covers all selling, shipping, and billing

4

S/4HANA MRP – Material Requirement Planning

- Core functional module in S/4HANA
- Plan material supply based on requirements

5

S/4HANA PP/DS – Planning/Detailed Scheduling

- Core functional module in S/4HANA
- Functionality previously in APO
- Covers finite production planning







6


SAP Cloud Integration

- Connect cloud and on-premise applications with other SAP and non-SAP cloud and on-premise applications

- Startseite
- Kalender
- Feed
- Analyse
- Kunden
- Wettbewerber
- Aktivitäten
- Besuche
- Verkauf
- Tickets
- Verträge
- Produkte**
- Installation
- Bibliothek
- Vertreter

Alle Produkte - CNT IoT Showcase (8)

 <p>CNT IoT Lagerroboter C1X 1377</p> <p>Externe Nummer 000000000000001377 Sparte Maschinenbau Kategorie Fertigungskomponente</p>	 <p>CNT IoT Zahnrad Z40/32, schwarz 1382</p> <p>Externe Nummer 000000000000001382 Sparte Allgemein Kategorie Elektronisches Bauteile</p>	 <p>CNT IoT Robotic proSo 1387</p> <p>Externe Nummer 00 Sparte Ma Kategorie Ele</p>
 <p>CNT IoT Motor XS 9V, schwarz 1380</p> <p>Externe Nummer 000000000000001380</p>	 <p>CNT IoT - Querträger 10er Bohrung 1563</p> <p>Externe Nummer 000000000000001563</p>	 <p>CNT IoT - Längsträger 2 1562</p> <p>Externe Nummer 00</p>

**SAP Sales Cloud**
With product data from the S/4HANA backend

[Aktuelles Angebot](#) / [Startseitenkategorie](#) / [CNT Lagerroboter](#) / [CNT Roboter](#) / [CNT Lagerroboter CNT1](#)

CNT Lagerroboter CNT1 Unvollständig 📄 ☆

Produktbeschreibung Roboter Eigenschaften Aufbau des Roboters Zubehör Software Services

Wählen Energieversorgung *



CNT USV Anlage
[€7,000.00]

Wählen Steuerungssystem



CNT Steuerungssystem CS9 [€1,296.00]



CNT Steuerungssystem CS8 [€1,200.00]

Wählen Handsteuerung




CNT Handgerät CU1
[€270.00]

< Zurück
Weiter >

Konfigurationsübersicht Konfigurationsbaum

Teilenummer	1377	
Grundpreis	€541,296.00	
Wiederkehrender Grundpreis	€0.00	
Positionen	NRC	MRC
Steuerungssystem		
CNT Steuerungssystem CS9	€1,296.00	
Software		
CNT Robotic proSoftware		
Energieversorgung		
CNT USV Anlage	€7,000.00	
Produktabmessungen		
<p>Als Hochregallager bezeichnet man ein Lagersystem, in dem die Waren vollautomatisch ein- und ausgelagert werden. Große Hochregallager können bis zu 50 Meter hoch sein und bieten Platz für mehrere tausend Paletten. Anhand der Bauanleitung baust du das Modell „Hochregallager“ auf und verdrahtest die elektrischen Elemente. Im</p>		



SAP CPQ

Customer Quotation- and Configuration Management

IoT-Showcase

Gefiltert nach (2): Anzeigewährung, Auftraggeber

Gesperrte Gutschriftenanforderungen

Sortiert nach: Zuletzt geändert/Angelegt am

Gutschriftenanforderung	Gesamtstatus	Nettowert
Keine Daten		

Kundenkontakte (abgekündigt)

Sortiert nach: Klassifikation/Kunde

Kunde	Klassifikation	Ansprechpartner
Keine Daten		

Kundenretouren

Sortiert nach: Zuletzt geändert/Angelegt am

Aktive Retouren

Keine Daten	
-------------	--

Offene Verkaufsangebote

Sortiert nach: Zuletzt geändert/Angelegt am

Angebot	Gültig bis	Nettowert
20000001	vor 8 Monaten	385.967 EUR
20000000	vor 10 Monaten	120.000 EUR

Offene Kundenaufträge

3 von 13

Sortiert nach: Zuletzt geändert/Angelegt am

731	Nicht relevant	vor 2 Wochen	0 EUR
790	offen	vor 2 Wochen	1.499 EUR
724	Nicht relevant	vor 3 Wochen	0 EUR

Schnellaktionen

- Kundenauftrag anlegen
- Verkaufsangebot anlegen
- Gutschriftenanforderung anlegen

Verkaufsangebotspipeline

Abgelaufen/Läuft heute ab



S/4HANA SD

Client Quotes and Sales Orders overview

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SAP Ariba Components

Digital Supplier Network

Ariba Buying

[Procurement and Invoicing]

Ariba Catalog

[Simplified Shopping experience]

Ariba Contracts

[Contract management]

Supplier Management

SLP

[Supplier Lifecycle Performance]

Risk

[Supplier Risk, Monitor Issues]

Ariba Sourcing

[RFI, RFP, RFQ, Auctions, etc]

Spend Analysis

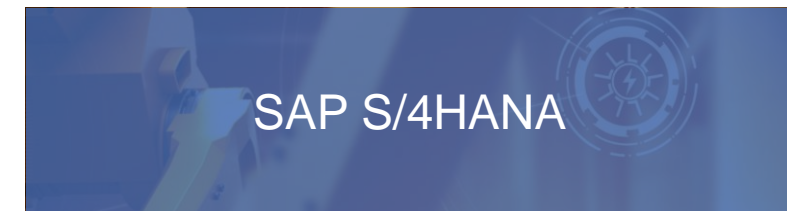
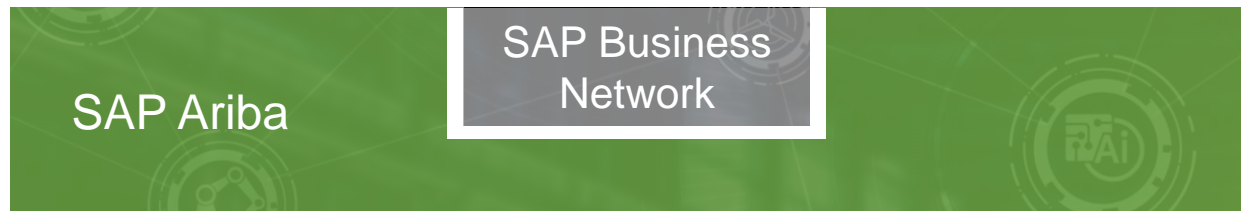
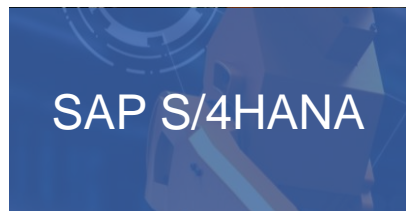
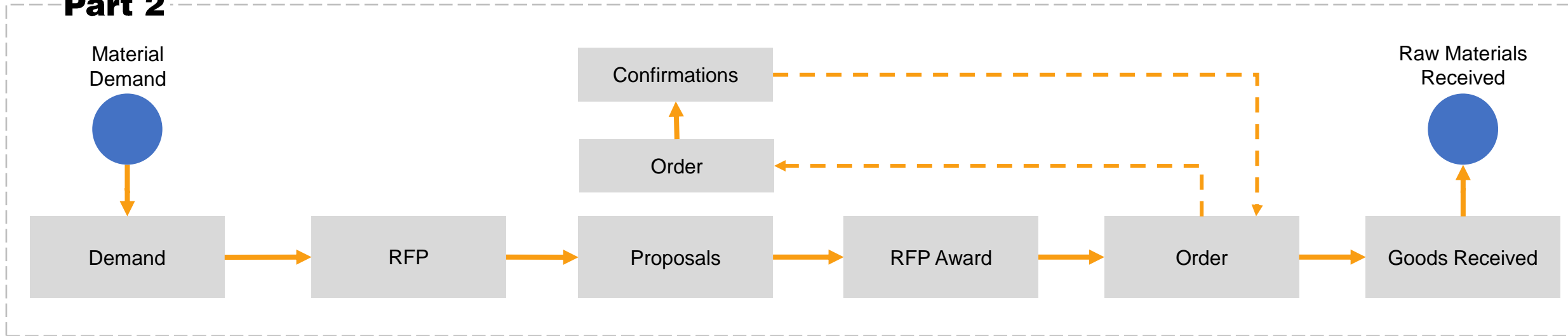
[Classifications, benchmarks, ...]

SAP ERP Integration

[CGI, SAP Cloud Connector, Commerce Automation, ...]

The Procurement Story – Workflow

Part 2



6000000143 / Rohstoffanforderung Hochregallager (MID) Schließen

Übersicht Artikel, für die Angebote benötigt werden Fragen, Voraussetzungen und Anlagen Nachrichten

Lieferantenteilnahme

3 Eingeladene Lieferanten

[Weitere Informationen](#)

- Noch nicht angezeigt
- Teilnahme abgelehnt
- Angezeigt, aber noch nicht teilgenommen
- Gebote abgegeben

Ereignisdauer

29.09.2022, 12:22 Uhr - 30.09.2022, 12:22 Uhr

19 : 57 : 31

Stunden Minuten Sekunden

[Bearbeiten](#)

Gesamtartikelabdeckung

2 Artikel oder Lose mit mindestens 1 Gebot

[Weitere Informationen](#)

- Artikel oder Lose mit mindestens 1 Gebot
- Noch nicht erhalten

	Cornelson AG ...	Tempo GmbH ...	Nestlé Suisse SA ...
2 Artikel und 12 Bedingungen 👁	1.332.420 € EUR	1.872.340 € EUR	4.684.990 € EUR
> 1.0 CNT IoT - VERARBEITUNGSSTAHL 🔗 CNT IoT - Verarbeitungsstahl			
Preis ...	1.306,75 € EUR <small>Rang 1 Niedrigster Wert</small>	1.844,23 € EUR <small>Rang 2 ↗ 41,1 %</small>	1.855,99 € EUR <small>Rang 3 ↗ 42,0 %</small>
> 2.0 CNT IoT - Palettenträger 🔗 CNT IoT - Palettenträger			
Preis ...	51,34 € EUR <small>Rang 1 Niedrigster Wert</small>	56,22 € EUR <small>Rang 2 ↗ 9,5 %</small>	5.658 € EUR <small>Rang 3 ↗ 10.920,6 %</small>

[Alle erweitern](#) [Alle reduzieren](#)

SAP Ariba

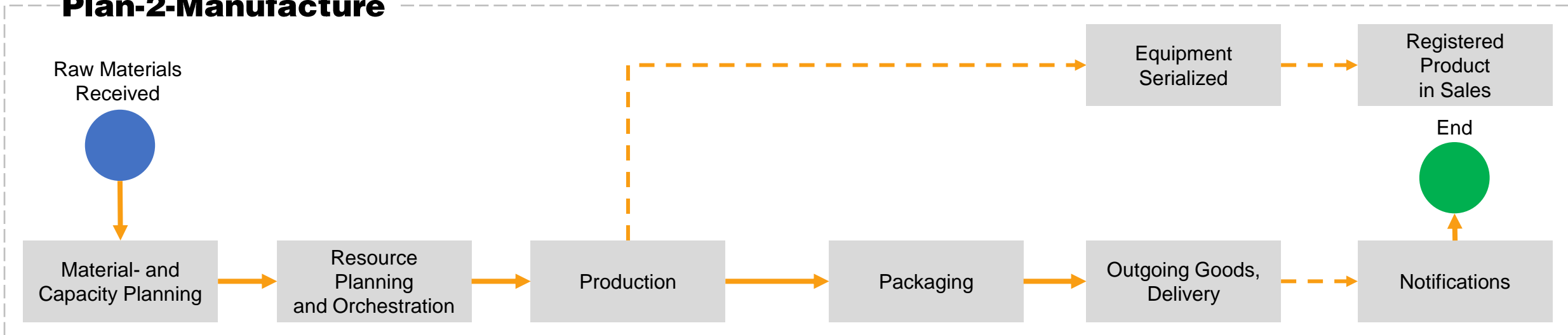
Raw Material Request Overview

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The Manufacturing Story - Workflow

Plan-2-Manufacture



SAP S/4HANA

SAP Digital Manufacturing Cloud

SAP S/4HANA

Sales Cloud

SAP Cloud Integration (BTP)

Manufacturing Story – Components

1

S/4HANA PP/DS – Planning/Detailed Scheduling

- Core functional module in S/4HANA
- Covers finite production planning
- Final production planning

2

S/4HANA PP, QM, WM/EWM, TM

- Core functional modules in S/4HANA covers Production Planning, Quality-, Warehouse- and transport management

3

SAP Cloud Integration

- Connect SAP cloud and on-premise applications with other cloud and on-premise applications

4

SAP Digital Manufacturing Cloud

- Manufacturing Execution
 - Resource Orchestration
 - Manufacturing
 - Packaging
 - Quality Management
 - Create Serialization
- Manufacturing Insights, OEE, etc.
- Digital Manufacturing Cloud Network (DMCn)

5

SAP CX – SAP Sales + Service Cloud

- Register serialized product
- Connect with SAP Service Cloud
- Integrated into SAP S/4HANA

Plantafel Bearbeiten Springen Funktionen Zusätze Einstellungen System Hilfe

SAP Feinplanungsplantafel, Planversion 000

Optimieren... Umlanzen Ausplanen DS-Strategie... Profile... Protokolle... Mehr

Ressourcenvorrat

Ressource	Kurzbeschreibung	KW 40				
Ressource	Kurzbeschreibung	05.10.2022	06.10.2022	07.10.2022	08.10.2022	09.10.2022
W50500_100	CNC-S800 V1 (Schneid & Bohr...)	[Gantt chart bars]				
W50520_100	CNC-S800 V1 (Schneid & Bohr...)	[Gantt chart bars]				
W60500_100	Montagebereich	[Gantt chart bars]				

Ressourcenauflastung

Ressource	Kurzbeschri		KW 40				
Ressource	Kurzbeschri		05.10.2022	06.10.2022	07.10.2022	08.10.2022	09.10.2022
W50500_100	CNC-S800 V1	1.50 0.50	[Load bars]				
W50520_100	CNC-S800 V1	0.60 0.20	[Load bars]				
W60500_100	Montagebere	0.60 0.20	[Load bars]				

Produktvorrat



S/4HANA PP/DS

Detailed Planning



Auftrag Produktheuristik Strategie Variable Heuristik Mehr

Produkt: * 1560 CNT IoT - Hochregal 2x3
Lokation: 1000 CNT
Kontierung:

Elemente Perioden Mengen Bestand Pegging-Übersicht Produktstamm Vorplanung

1560 in 1000 (Lagerfertigung)

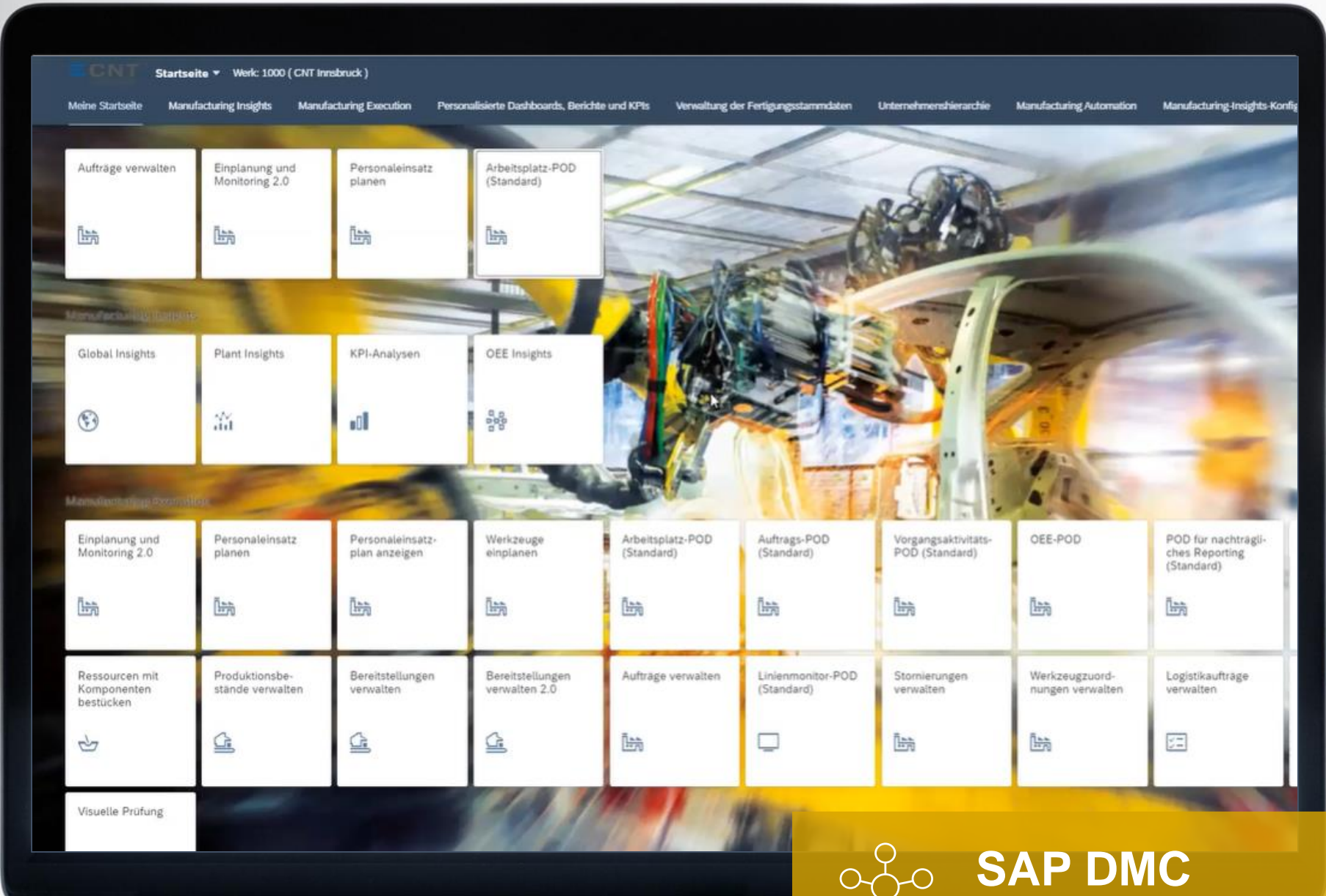
Mehrstufige MRP Planung Materialstamm Auftragsbericht Stammdatenübertragung

Verf/BedD.	Ver/BedZ	Langtext der Kategorie	Zug-/BedEimt.	Zg./BdMg	Verfügbar	Über/Unter	BME	PP-fixiert	Umsetzkzn.	N. peg-rei	Fehlteil	ATP-Status	Priorität	Startdatum	Startzeit	Ver	Sublok.	Ziel / Quelle
<input type="checkbox"/>	04.10.2022	16:13:42	Bewerteter, frei verwendbarer Bestand /1000/CC		0	0	0 ST				<input type="checkbox"/>							1000
<input type="checkbox"/>	13.10.2022	12:18:45	Planauftrag (nicht fixiert, unbestätigt)	18042	1	1	0 ST	<input checked="" type="checkbox"/>			<input type="checkbox"/>	Nicht geprüft	0	05.10.2022	07:00:00			1000 /1000
<input type="checkbox"/>	14.10.2022	00:00:00	Kundenauftrag	797/000010/1	1-	0	0 ST				<input type="checkbox"/>		3	14.10.2022	00:00:00			
<input type="checkbox"/>	28.06.2025	23:59:59	Ende des PP/DS-Horizonts	PP/DS-Horizont	0	0	0 ST											
<input type="checkbox"/>					0	0	0 ST											
<input type="checkbox"/>					0	0	0 ST											
<input type="checkbox"/>					0	0	0 ST											
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S/4HANA PP

Production Planning in PP/DS



Aufträge verwalten	Einplanung und Monitoring 2.0	Personaleinsatz planen	Arbeitsplatz-POD (Standard)
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Manufacturing Insights

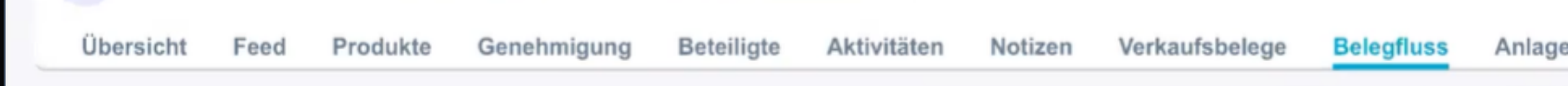
Global Insights	Plant Insights	KPI-Analysen	OEE Insights
-----------------	----------------	--------------	--------------


Manufacturing Execution

Einplanung und Monitoring 2.0	Personaleinsatz planen	Personaleinsatzplan anzeigen	Werkzeuge einplanen	Arbeitsplatz-POD (Standard)	Auftrags-POD (Standard)	Vorgangsaktivitäts-POD (Standard)	OEE-POD	POD für nachträgliches Reporting (Standard)
Ressourcen mit Komponenten bestücken	Produktionsbestände verwalten	Bereitstellungen verwalten	Bereitstellungen verwalten 2.0	Aufträge verwalten	Linienmonitor-POD (Standard)	Stornierungen verwalten	Werkzeugzuordnungen verwalten	Logistikaufträge verwalten
Visuelle Prüfung								



SAP DMC
Start Window



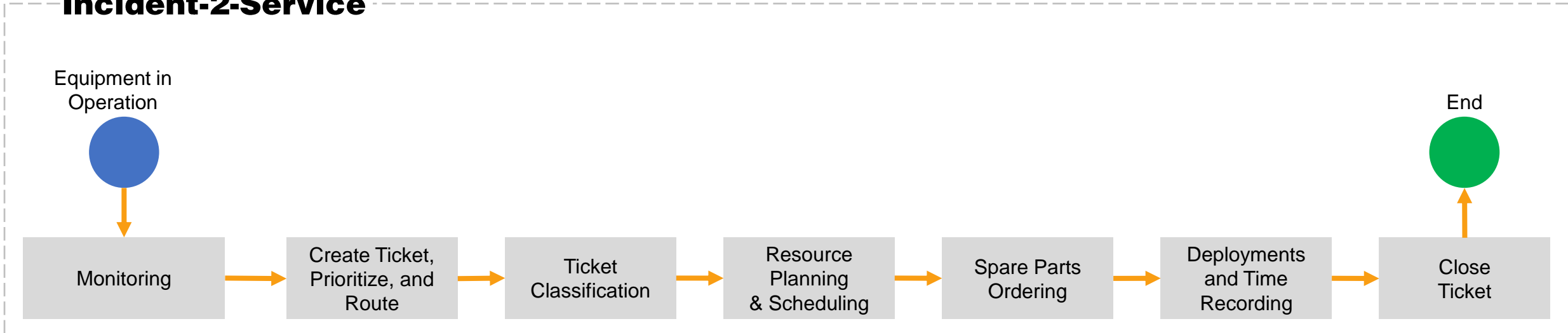
 **SAP Sales Cloud**
Monitor Document Flow
from S/4HANA and DMC

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The Service Story - Workflow

Incident-2-Service



SAP Intelligent Asset Management



SAP Service Cloud

SAP Field Service Management

SAP Cloud Integration

Service Story – Components

1

SAP Intelligent Asset Management

- Suite of Cloud Solutions for Asset Management
- SAP PM is a subset of EAM

2

SAP Service Cloud

- Cloud-based service solution
- Part of SAP CX portfolio
- Deliver personalized customer service
- Increase service efficiency

3

SAP Field Service Management

- Cloud-based solution for professional deployment of technicians, vehicles, materials and tools

4

SAP Cloud Integration

- Connect SAP cloud and on-premise applications with other cloud and on-premise applications



CNT Equipment

CNT_MODEQUI_00005 / Lagerroboter CNT1 ✓

CNT_EQUI_00024

INFORMATIONEN | STRUKTUR & TEILE | DOKUMENTATION | **MONITORING** | INSTANDHALTUNG & SERVICE | RISIKOBERWACHUNG

Keine Daten verfügbar.

Komponentenindikatoren

Keine Daten verfügbar.

Indikatordiagramm

SAP Standard | Dauer: 1 Hour | Mehrfachdiagramm | Nachweis hinzufügen

Temperatur (°C)

30

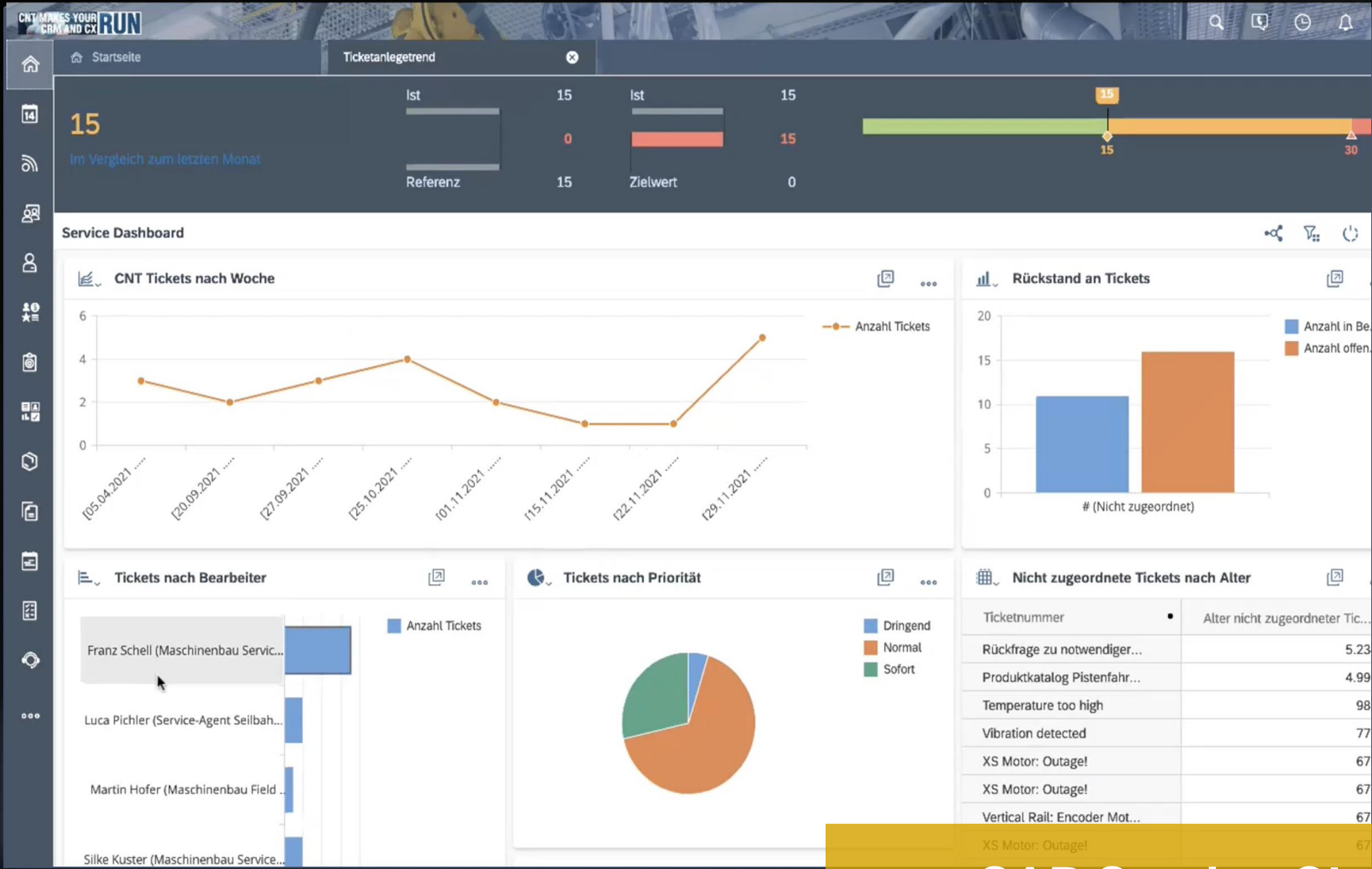
25

15:30 15:45 16:00 16:15



SAP IAM

Equipment Monitoring



SAP Service Cloud
Service Cockpit



Self-Service für
Kunden



Planung und
Verteilung



Crowd Workforce



Smartforms und
Feedback



Analysen und
Berichte



Stammdaten



Grundlegende
Services



Einstellungen und
Konfiguration



Partner-Portal



SAP FSM

Manage Deployment
of Technicians

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Takeaways

- **Completeness** – SAP systematically expanded to the most complete ever ERP portfolio through improvements and new developments (S/4HANA, SAP CX, EWM, IBP, DMC, etc.) or acquisitions (e.g., Ariba, CPQ, FSM).
- **UX Suite quality** – unified user interface using **modern FIORI UI**.
- **Cloud** – All new solutions are cloud-based, with all benefits of SaaS solutions.
- **End-to-end View** – eliminates silos and enables a value-chain perspective
- **Business Value** – Getting passed ECC to S/4 migration allows for more exciting SAP projects.
- **Choice of SI** – Choose an SAP system integration partner that understands the full SAP spectrum, is focused on quality, and is committed to delivering.

Questions?

For questions after this session, contact us at

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**The Digital Enterprise will be presented live
in Late Summer 2023 in a webcast series.**

**Get on the CNT distribution list to reserve
your spot!**

Thank you.