

Source to Pay: Application Landscape at Florida Crystals

ASUG Florida Chapter Meeting – February 2024

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Agenda



- **Florida Crystals & American Sugar Refining (ASR) Group** – *2 min*
- **S2P Application Snapshot** – *5 min*
- **S2P Process Overview** – *13 min*
- **Invoice Conversion Service with RelishIQ** – *5 min*
- **Process Mining with Celonis** – *5 min*

Florida Crystals & American Sugar Refining

Vertically-Integrated From Farm to Table

Sugarcane Farming & Milling



- One of largest sugarcane farming groups globally
- 2 sugar mills + 4 affiliate-owned mills
- Sugarcane crushing capacity p.a. - 2.5 MMT + 12.65 MMT by affiliates
- Energy from biomass p.a. - 240,000 MWhr + 500,000 by affiliates

Sugar Refining



- #1 global cane sugar refiner
- 9 refineries + 2 affiliate-owned refineries
- Sugar refining capacity p.a. - 5.7 MMT + 570,000 MMT by affiliates

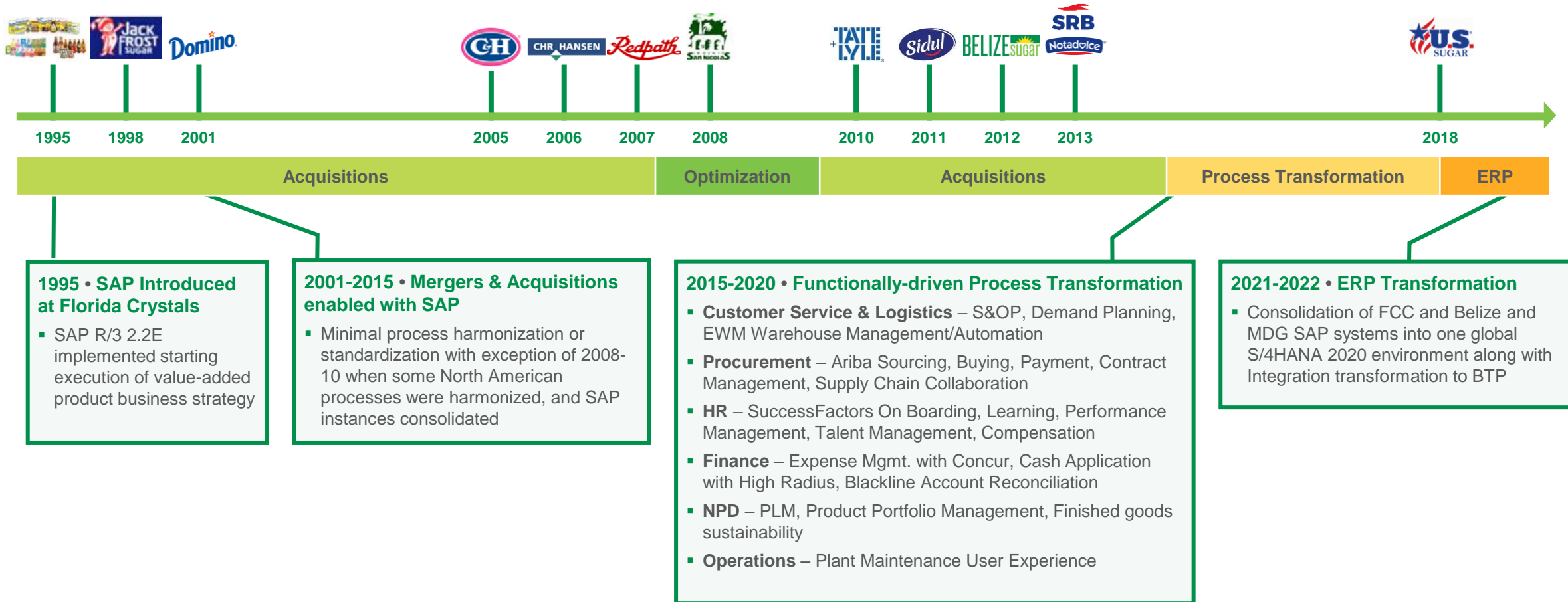
Packaging & Distribution



- Leading marketer and distributor of packaged sweeteners globally
- Manage 50+ facilities throughout the Americas and Europe

Florida Crystals & SAP: 25-Year Partnership of Growth

After many years of M&A and technical upgrades, recent focus and investment has been on transformation



Florida Crystals Cloud Journey

Movement to cloud for Enterprise systems to drive simplicity, efficiency, and adoption

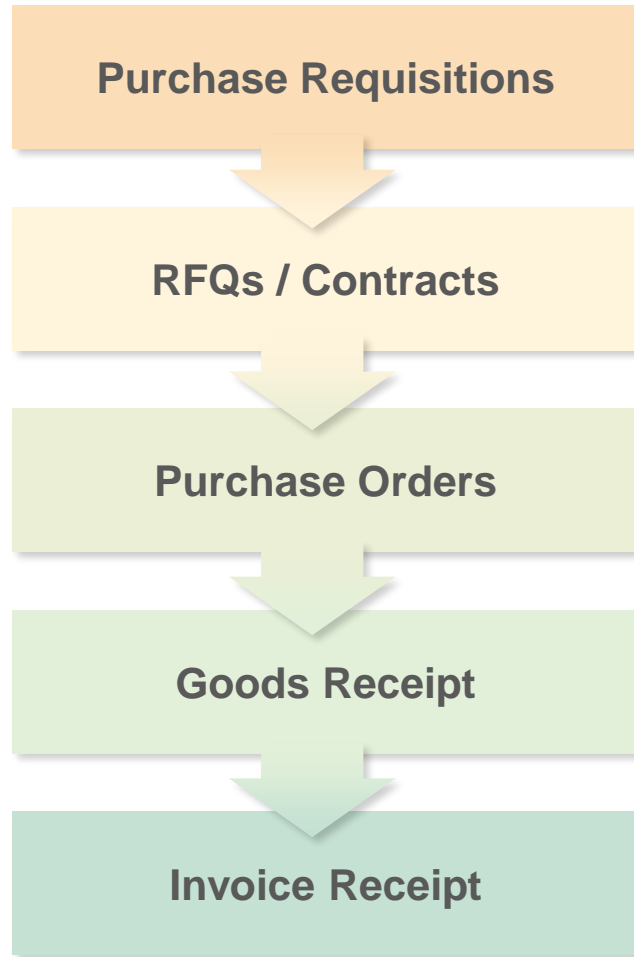


2010 Move to Cloud	2013 Move to HANA	2015 Move to S/4 HANA	2017 Move to Public Cloud	2018 S/4 HANA 1709	2019 Ariba Source-to-Pay	2021 Cloud Platform EA	2022 S/4 HANA 2020
First Enterprise SAP to Cloud	First Suite on HANA	First S/4FINANCE for HANA	S/4HANA Public Cloud	S/4HANA 1709	Ariba Source to Pay	Cloud Platform Enterprise Agreement	S/4HANA 2020 on AWS
<ul style="list-style-type: none"> Hosted, managed data center Hosted, managed enterprise SAP systems 	<ul style="list-style-type: none"> BW on HANA SAP ECC on HANA 	<ul style="list-style-type: none"> S/4 Finance HANA 1503 SAP Business Objects Cloud SAP S&OP IBP SuccessFactors & Concur 	<ul style="list-style-type: none"> S/4 Finance Cloud for ASR Belize SAP Analytics Cloud SAP HANA Cloud Platform 	<ul style="list-style-type: none"> Upgrade from S/4HANA 1605 to 1709 Furthering of SAP Analytics Cloud 	<ul style="list-style-type: none"> Ariba Source to Pay Process Transformation 	<ul style="list-style-type: none"> 200+ interfaces migrated DI Pilot 	<ul style="list-style-type: none"> Migration to AWS Upgrade to S/4HANA 2020 SAP Global Consolidation BTP Integration consolidation PI, MII & BODS consolidated to Integration Suite Embedded MDG BOBJ retired

Source to Pay – Applications Snapshot



S2P Process Overview



S2P Process Overview: Purchase Requisitions (PRs)

Purchase Requisitions

RFQs / Contracts

Purchase Orders

Goods Receipt

Invoice Receipt

Creation

- S4HANA – *Realtime / PM / 3rd party / MRP*
- IMP – *BOM components demand*
- Ariba – *B&I (Buying & Invoicing) / catalogs*
- Whatfix – *Create/Edit B&I PRs*

Approval

- BTP
- Outlook – *CPI*
- Ariba – *B&I / invoice management*
- S4HANA – *Manual / individual & collective*

SAP Ariba



opentext™

SAP S/4 HANA

SAP® Business Technology Platform

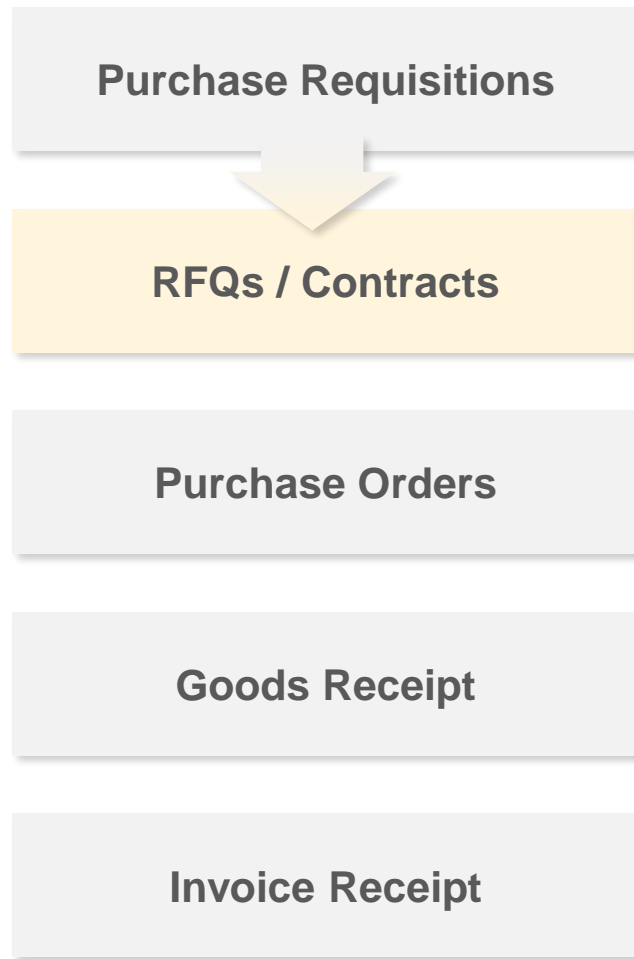
whatfix™

SAP® Analytics Cloud



celonis

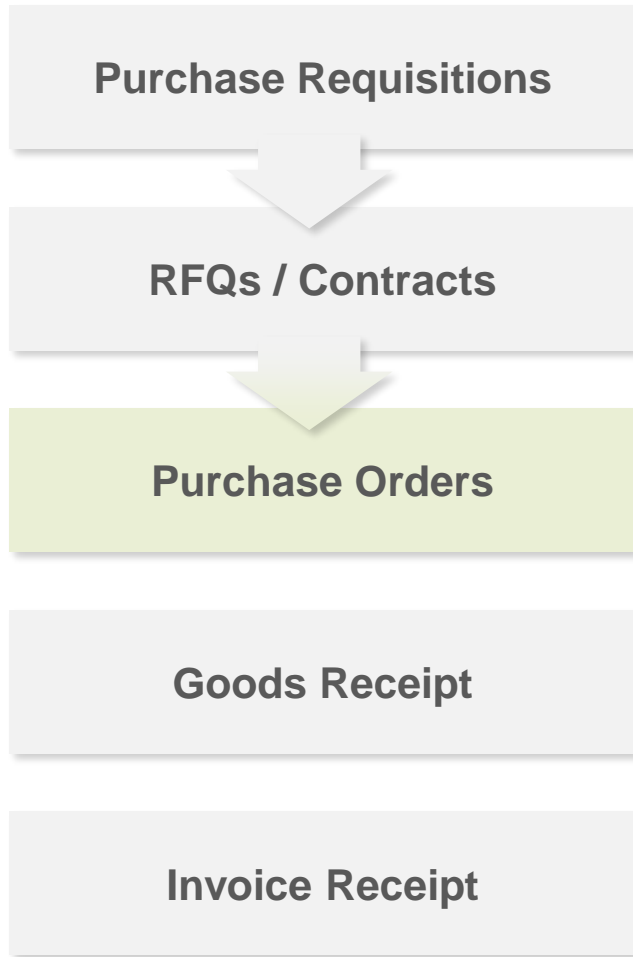
S2P Process Overview: Sourcing



- **S4HANA** – *Outline agreements, RFQs, source lists*
- **IMP** – *Strategic sourcing suite (guided sourcing / contracts)*



S2P Process Overview: Purchase Orders (POs)



Creation

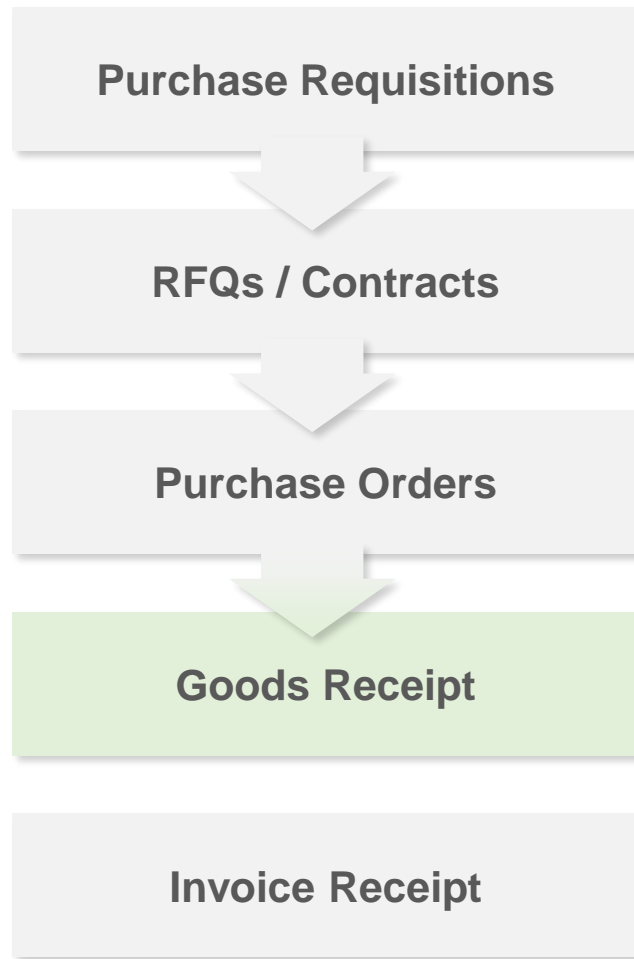
- S4HANA – Manual / automatic / ERS / invoice plans
- Ariba – B&I (automatic from PR) / SCM (monitor)

Approval

- S4HANA – Manual / individual & collective
- Outlook – CPI
- BTP



S2P Process Overview: Good Receipt



- S4HANA – MIGO (101), SES, GRs referenced to POs
- Ariba – B&I; GRs referenced to POs / automatic GRs



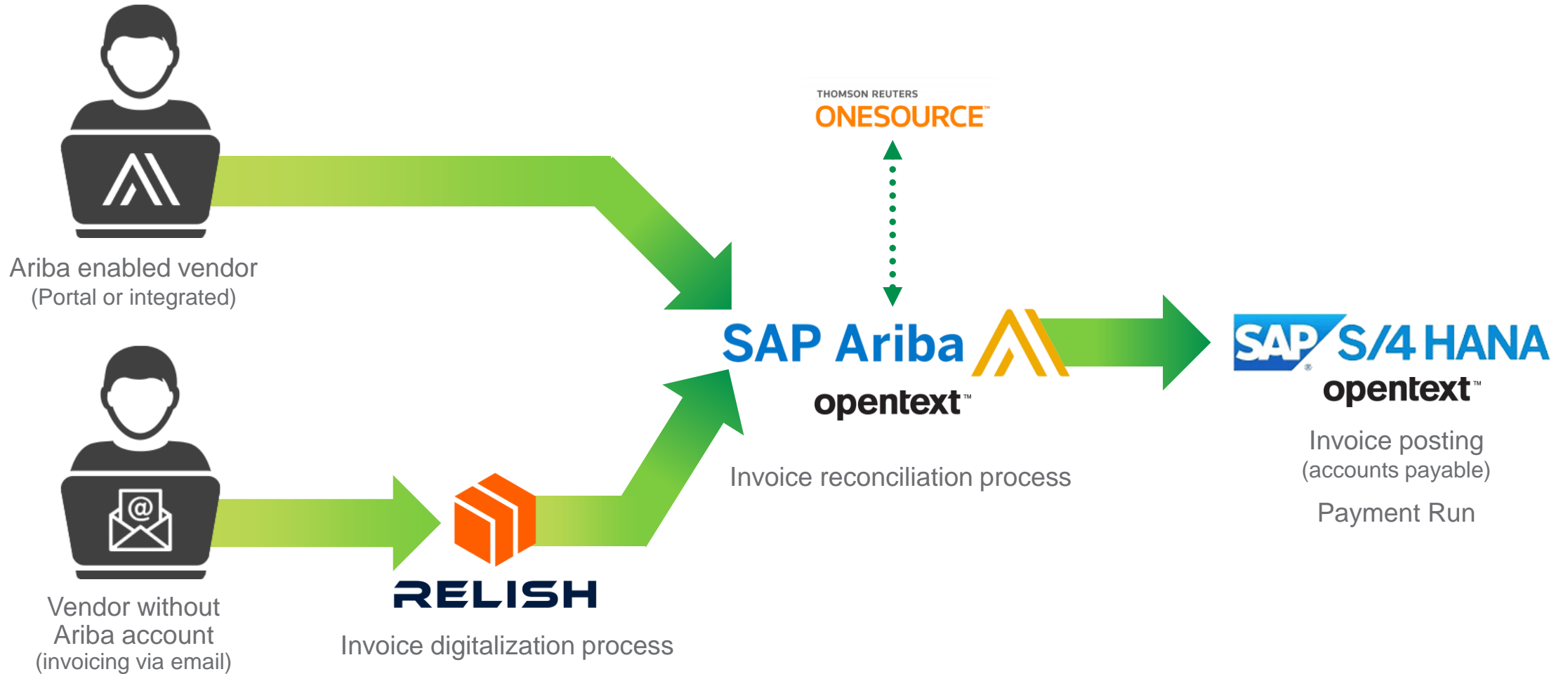
S2P Process Overview: Invoice Receipt (IRs)



- **S4HANA** – MIRO, FB60, ERS, invoicing plans
- **Ariba** – B&IM; approval workflows
- **Relish** – Invoice conversion service (non-enabled suppliers)



S2P Process Overview: Invoice Receipt (IRs)



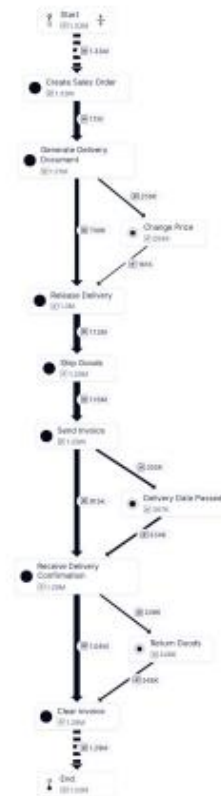
Celonis: Process Mining

Businesses can't mitigate risk they can't see – Hidden process variations lead to undetectable risk

How the process was designed:



How businesses think the process runs:



How the process actual runs:



Celonis: Success Story

How Florida Crystals reduced cost leakage with the Celonis Lost Cash Discount app and Duplicate Checker app

Challenge

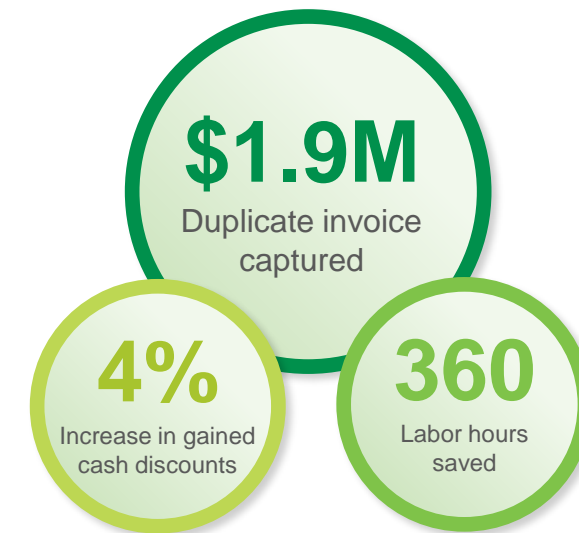
- Cash discounts provided by vendors were not fully realized by FCC due to lack of visibility & monitoring of upcoming cash discounts
- Duplicated payments were observed but there were no effective solutions to prevent duplicate payments & capture potential duplicate payments in advance

Solution

- Lost cash discounts app provides visibility to current case discount realization metrics & upcoming cash discounts across SAP and Ariba
- Action flows automate daily notifications on upcoming cash discounts & monthly reports for lost cash discounts
- Duplicate checker app flags potential duplicates based on predefined criteria for the AP team to review & prioritizes invoices to take actions
- Action flows **automatically set billing blocks** for potential duplicates in SAP & AP team can trigger action flows to **remove billing block** for confirmed non-duplicates or **reverse duplicate invoices** for confirmed duplicates in SAP

Outcome

- Empowered the plant management team to realize more vendor cash discounts in shorter time & reduce vendor costs
- Empowered the AP team to significantly reduce the occurrence of duplicate invoice & proactively prevent duplicate payments
- Improved labor productivity in leveraging automations to generate otherwise manual reports & take preventative/corrective actions in SAP



“Celonis is a rare technology that actually overdelivers in results.”

Kevin Grayling, VP and CIO at Florida Crystals

Industry:	CPG
Revenue:	+\$5B
Process:	Accounts Payable
Source System:	SAP, Ariba

Thank you!

For questions, please contact me at:

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