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

Mark Klages
Enterprise Account Executive

Othon Vazquez
COO
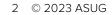
Optima
ECMCONSULTING

asuG

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

SAP Gold Partner

SAP Ariba   taulia   opentext™   SAP Fieldglass

certified WBENC
WOMEN'S BUSINESS ENTERPRISE

SAP® Solutions + Extensions

ASUG

Client Success

Technology
AVNET · servicenow · COMMSCOPE · SanDisk · TDS · JUNIPER NETWORKS · CIRRUS LOGIC · paloalto NETWORKS · Insight · Newport · DigitalGlobe

Manufacturing
molex one company · a world of innovation · AGCO · Johnson Controls · Entegris · Tuthill · H.B. Fuller · TORO · TAMKO BUILDING PRODUCTS · STEEL AND PIPE SUPPLY · autoneum · Armstrong · woodgrain millwork · evergreen packaging · Energizer · GRAHAM PACKAGING COMPANY INC.

Utilities
WE · CONSOL ENERGY · ENERGEN · SaskPower Powering the future · Alagasco · ENWIN UTILITIES · TRONOX INCORPORATED · Airgas · SRP · EPRI ELECTRIC POWER RESEARCH INSTITUTE · ARMSTRONG ENERGY · GrupoMexico · METROPOLITAN UTILITIES DISTRICT · msd Safe, clean waterways · Hawaiian Electric

Chemicals
CPKelco · grupo pochteca · MOMENTIVE · WC WARNER CHILCOTT · OXY

Retail
TORY BURCH · RALPH LAUREN · AUTHENTIC FOSSIL · PETSMART · 99¢ only · npc international · Outerwall · Loves Travel Stops & Country Stores · SPORTLINE · Zappos.com

Consumer Packaged Goods
DFA Dairy Farmers of America · BUMBLE BEE FOODS, LLC · Dr Pepper · Cheney Brothers · GOJO · Armstrong · JBS · Johnsonville · MONSTER ENERGY · AriZona · Red Bull · Topco

Pharma/Medical
APOTEX ADVANCING GENERICS · Allergan · BD · MEDLINE · NU SKIN THE DIFFERENCE DEMONSTRATED · SMITH · Mylan · STORZ KARL STORZ ENDOSKOPE · Applied Medical · CHARLES RIVER LABORATORIES · ZOLL · Ortho Clinical Diagnostics

Transportation/Defense
KANSAS CITY SOUTHERN Lines · GENERAL ATOMICS AERONAUTICAL · CP · Amsted Rail · The Andersons · ARI · spirit airlines · AMERICAN RAILCAR INDUSTRIES, INC.

Finance and Insurance
Allianz · WELLS FARGO · MGIC · Protective · TEACHERS' PENSION PLAN ONTARIO · OTIP RAEO

Construction
FLUOR · Turner Building the Future · CEMEX · Holcim · LPCiminelli

Oil and Gas
CAMERON · Schlumberger · OCENSA Oleoducto Central S.A. · SM ENERGY · ENERGY TRANSFER · Marathon Petroleum Corporation

Public Sector
CBC RADIO-CANADA · hrsdc.gc.ca · CITY OF Goodyear · MERS Municipal Employees' Retirement System · UK UNIVERSITY OF KENTUCKY
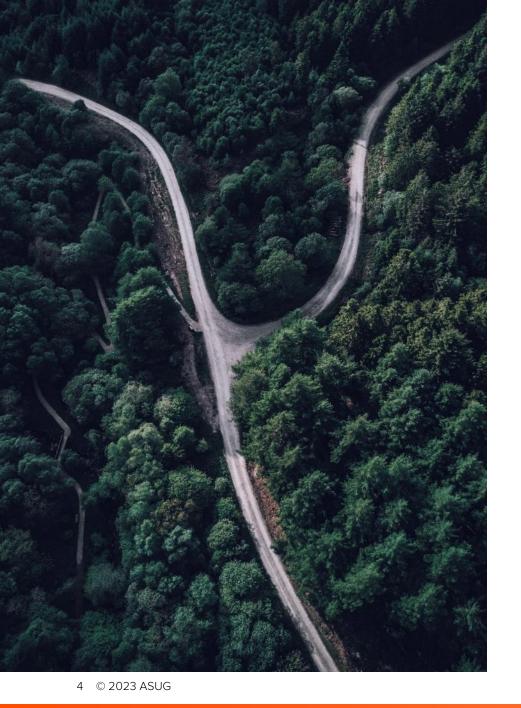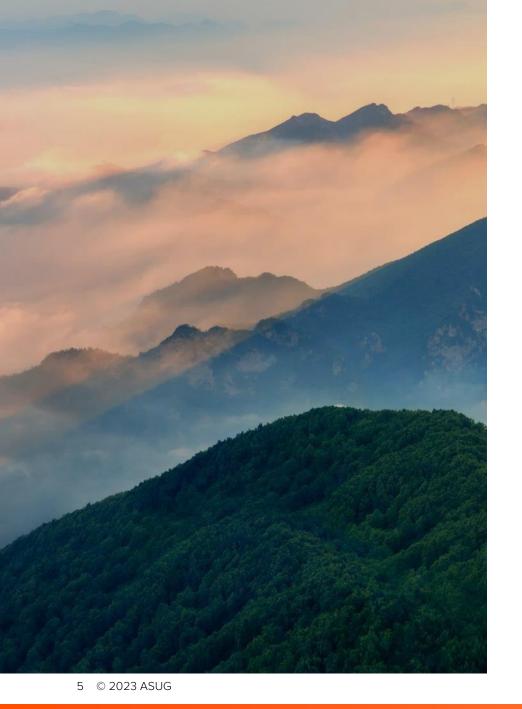
aSUG

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**.

ASUG

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**

ASUG

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 |

aSUG

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 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

ASUG

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
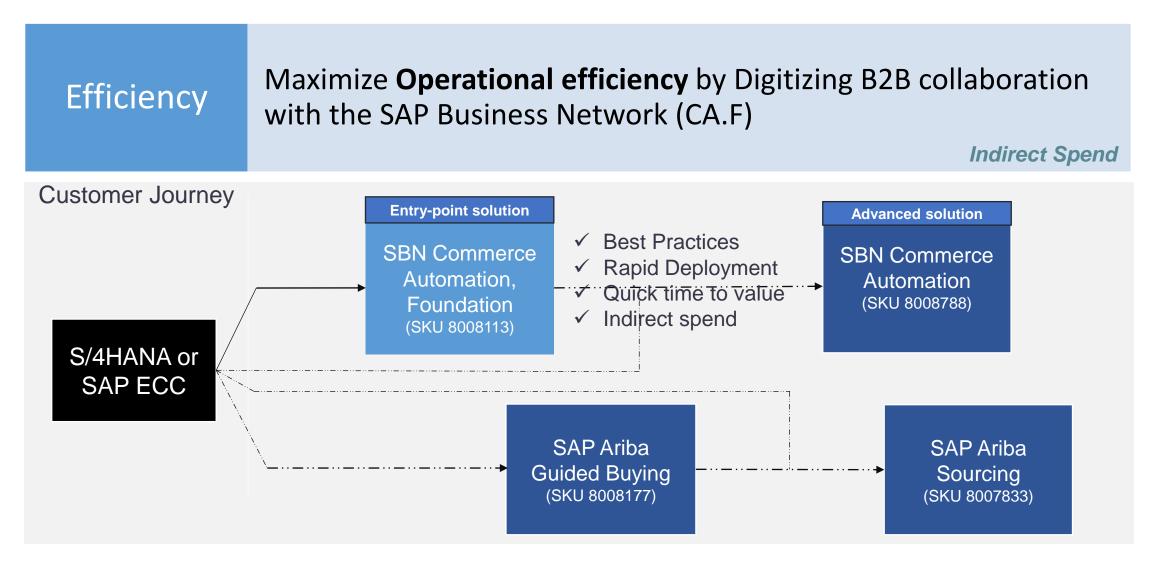Global users are using this platform to simplify their business process

3000+
Customers across the globe have partnered with SAP to be part of this network

Connect, Transact and Collaborate in real-time

ASUG

Three strategies to quickly supercharge your S/4HANA

ASUG

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

S/4HANA or SAP ECC

Entry-point solution
SBN Commerce Automation, Foundation
(SKU 8008113)

✓ Best Practices
✓ Rapid Deployment
✓ Quick time to value
✓ Indirect spend

Advanced solution
SBN Commerce Automation
(SKU 8008788)

SAP Ariba Guided Buying
(SKU 8008177)

SAP Ariba Sourcing
(SKU 8007833)

ASUG

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

Supplier

Order Confirmation | Advanced Shipping Notice | Invoice

SAP Business Network

Purchase Order | Goods Receipt Notice | Invoice Status | Remittance Advice

SAP S/4HANA or SAP ECC

Smart 120+ Business Rules

▪ Deployment Timeline: 8 – 12 Weeks

ASUG

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

S/4HANA or SAP ECC

Entry-point solution

SBN Supply Chain Collaboration, Foundation

✓ Best Practices
✓ Rapid Deployment
✓ Quick time to value
✓ Direct spend
✓ Supply Chain

Advanced solution

SBN Supply Chain Collaboration

SAP Business Network for Logistics

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

aSUG

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'

ASUG

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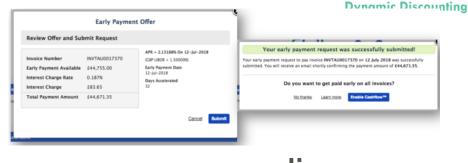
Leverage Taulia's WCM programs, (SCF & DD) to optimize your working capital and generate cash to reinvest in the business

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

▪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!**

ASUG

Questions?

asug

Thank you.

ASUG