Webinar
SAP Best Practices for SAP Integrated Business Planning

December 2019
Agenda

- Introduction / General Information
- IBP for demand driven replenishment
  - Best Practices Content & System Demonstration
  - Roadmap
- Updates on Sample Planning Area SAPIBP1
- Updates time-series based integration
- Presentation of SAP Analytics Cloud content for SAP IBP
- How to access the Best Practices documents
- Q&A
SAP Best Practices for SAP Integrated Business Planning

Have a jump start in SAP IBP with SAP Best Practices

Leverage SAP Best Practices for SAP Integrated Business Planning to get an entry scope of the Supply Chain Control Tower and the planning processes of sales and operations planning, response and supply planning, demand planning, demand sensing, demand-driven replenishment and inventory optimization.

Solution highlights

- Detailed configuration documentation for setting up predefined SAP Best Practices processes
- Predefined planning views in Microsoft Excel
- Predefined charts and dashboards to analyze trends and exceptions
- Predefined process management to track progress and integration into social collaboration
- Predefined case management in the Supply Chain Control Tower
- Based on an integrated planning area that allows to operate an end-to-end process across all IBP applications

Key benefits

- Reduce sales and operations planning cost
- Improve demand forecast accuracy and react more quickly to changes in demand
- Increase sales forecast accuracy
- Reduce inventory carrying cost and increase inventory turnover / reduce days in inventory
- Improve on-time delivery performance
- Increase revenue and reduce revenue loss due to stock-outs
- Increase user productivity by using Microsoft Excel for interactive planning and by integrating with SAP Jam for collaboration
Unified planning process flow

**Tactical**
- Frequency: Monthly
- Horizon: 1-3 years
- Buckets: Months, Weeks

**Mid-Term Operational**
- Frequency: Weekly
- Horizon: 1-12 months
- Buckets: Weeks, Days

**Short-Term Operational**
- Frequency: Daily
- Horizon: 1-12 weeks
- Buckets: Days

**Execution**

- Sales Order Processing: Open, Confirmed, Delivered, Sales Orders
- Procurement: Purchase Orders
- Available-to-Promise: Sales Order Confirmations
- Stock Transfer: (Deployment) Stock Transfer Requisitions
- Production: Production Orders

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**Financial Planning**
- Annual Operating Plan

**Marketing Planning**
- Marketing Plan

**Sales Planning**
- Sales Forecast

**Demand Planning**
- Global Demand Plan

**Demand Review**
- Consensus Demand Plan

**Supply Review – Heuristic, Optimizer**
- Constrained Demand Plan

**Reconciliation Review**
- Constrained Demand Plan

**Management Business Review**
- Final Consensus Demand Plan

**Inventory Optimization**
- Inventory Plans

**Supplier Commit with SAP Ariba**
- Committed Forecast

**Supply and Allocations Planning**
- Supply Proposals, Product Allocations

**Response Planning**
- Supply Proposals, Sales Order Confirmations

**Deployment Planning**
- Distribution Plan

**Demand Sensing**
- Sensed Demand

**Demand Planning**
- Global Demand Plan

**Demand Review**
- Consensus Demand Plan

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**Procurement**
- Purchase Orders

**Available-to-Promise**
- Sales Order Confirmations

**Stock Transfer**
- (Deployment) Stock Transfer Requisitions

**Production**
- Production Orders

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SAP Best Practices for SAP Integrated Business Planning

Explanatory diagram

SAP Best Practices for SAP Integrated Business Planning

Planning Views
Alerts
Dashboards
Process Management
SAP Jam Integration
Sample Data
Test Scripts
Configuration Guides

Available at http://rapid.sap.com/bp/rds_ibp

SAPIBP1, SAP7, SAP8 Sample planning areas

Attributes
Master Data Types
Time Profile
Planning Levels
Key Figures
Versions
Planning Operators
Forecast Model
Forecast Error Profile
Segmentation Profile delivered in SAP tables

IBP for sales and operations
IBP for response and supply
IBP for demand
IBP for inventory
IBP for demand-driven replenishment
Supply Chain Control Tower
New scope and changes in V16.1908 + V17.1911

- **IBP for demand-driven replenishment** comes with three new scope items: strategic buffer positioning, buffer setup and adjustment, and planning. They support an approach known as Demand-Driven MRP* or simply DDMRP*. This approach includes concepts like material flow, decoupling points, and inventory buffers to support a replenishment strategy based on actual demand and not on forecasts.

- The new **IBP for response and supply – supply and allocations planning – optimizer** scope item ensures that not only supply chain constraints and given capacities are taken into account when creating a feasible supply plan, but also cost rules such as inventory costs, transportation costs, procurement costs, production costs, and demand costs.

- The **IBP – time-series-based inbound integration with SAP S/4HANA** scope item has been enhanced with the key figures Stock on Hand and Minimum External Receipts.

- A new Tips and Tricks document titled **Process Management for Unified Planning Process** describes the process orchestration within and between processes carried out, for example in Sales and Operations (S&OP) by a Sales and Operations Coordinator, or in Demand Planning by a Demand Planner and so on.

- Remodeling in **SAPIBP1** of inventory key figures for last period aggregation

- The **IBP for demand-driven replenishment – strategic buffer positioning and IBP for demand-driven replenishment – buffer setup and adjustment** scope items have been updated using the new planning operator for ADU calculation.

- The **IBP – time-series-based inbound integration with SAP S/4HANA** scope item has been enhanced with the following master data: currency, exchange rate, production resource, and minimum production receipts.

- The order-based planning scope items have been updated using the Planning Run Profile for the prioritization rules.

- A new Tips and Tricks document titled **Driver-Based Planning** describes how to include driver-based planning into the sales and operations planning process.

- A new Tips and Tricks document titled **S&OP License only** describes which SAP Best Practices content you can use and how you can use it when you only have an S&OP license. This document is only available for partners.

- Remodeled inventory key figures in **SAPIBP1** by adding UoM conversion

- Added new key figures and a new calculation to **SAPIBP1** to keep in sync with SAP3 (Inventory)
SAP Best Practices for SAP Integrated Business Planning

Best Practices content for demand-driven replenishment
SAP Integrated Business Planning for demand-driven replenishment
End-to-End Coverage of the Demand-Driven MRP Process

DDMRP is an end-to-end closed loop process covering modelling (steps 1-3), planning (step 4), and execution (step 5)

Source: Demand Driven Institute
SAP Integrated Business Planning for demand-driven replenishment
End-to-End Coverage of the Demand-Driven MRP Process

SAP Integrated Business Planning for demand-driven replenishment (DDR) supports an approach known as Demand-Driven MRP or simply DDMRP which redefines the way we think and act in supply chain planning. By incorporating concepts like material flow, decoupling points, and inventory buffers, DDR supports a replenishment strategy based on actual demand and not on forecasts. SAP provides a complete end-to-end solution for companies that are interested in adopting the DDMRP approach or have already adopted it.

**Decouple the Supply Chain:** Break the bullwhip effect in your supply chain and calm supply chain nervousness.

**Visibility:** Graphically track performance against buffer levels and inventory investment KPIs.

**Replenish the Supply Chain Based on Actual Demand:** Minimize the impact of incorrect forecasts on your replenishment strategy.

**Exception Management:** Focus planners on managing buffer levels and decoupling points, and maintaining the health of the material flow through the supply chain.

**Reduce Inventory Investment:** Using strategic decoupling points and inventory buffers to control the flow of material through the supply chain reduces inventory levels while improving customer service levels.

**Lead Time Compression:** Decoupling supplier lead times from the consumption side of the buffer instantly compresses the lead times. The reason is that lead times are usually overestimated downstream to account for process or lead time variability upstream.

**Improved Customer Service:** Smoothing the material flow through the supply chain provides more consistency and predictability in customer delivery.

*Demand-driven MRP is an approach for modelling, planning and managing supply chains to protect and promote the flow of relevant information and materials.*

Source: Demand Driven Institute

*Source: copyright Demand Driven Institute – used with permission*
SAP Integrated Business Planning for demand-driven replenishment

Related IBP Best Practices Scope Items

<table>
<thead>
<tr>
<th>Modeling/Re-modeling the Environment</th>
<th>Plan</th>
<th>Execute</th>
</tr>
</thead>
<tbody>
<tr>
<td>Position</td>
<td>Protect</td>
<td>Pull</td>
</tr>
<tr>
<td>1 Strategic Decoupling</td>
<td>2 Buffer Profiles and Levels</td>
<td>3 Dynamic Adjustments</td>
</tr>
<tr>
<td>4 Demand Driven Planning</td>
<td>5 Visible and Collaborative Execution</td>
<td></td>
</tr>
</tbody>
</table>

Source: Demand Driven Institute
Demand-driven replenishment flow

**Strategic**
- Frequency: Quarterly, biannual
- Horizon: 1-3 years

**Short-Term Operational**
- Frequency: Daily
- Horizon: Decoupled lead time
- Buckets: Days

**Execution**
- Procurement
  - Purchase Orders
- Stock Transfer
  - Stock Transfer Requisitions
- Production
  - Production Orders

**SAP8 Demand-driven replenishment**
- Strategic Buffer Positioning
  - Decoupling Points
- Buffer Setup and Adjustment
  - Buffer Levels
- Planning
  - Supply Order Recommendation

**External Process**
- Sales Planning
  - Sales Forecast
- Sales
  - Sales Order Processing
    - Open, Confirmed, Delivered Sales Orders
- Material Management/Production
  - Open Confirmed Supply Orders
- Material Management
  - On-Hand Stock
- IBP for demand-driven replenishment
Scope in detail

IBP for demand-driven replenishment – strategic buffer positioning
**IBP for demand-driven replenishment – strategic buffer positioning**

*Description*

During strategic buffer positioning, decoupling points are determined simultaneously across the end-to-end supply chain network. Decoupling points are quantities of inventory allowing planners to compress the lead time between the buffer and the customer, as well as to mitigate the demand signal distortion and supply continuity variability.

In the first step, average daily usage is calculated based on historical sales data and forecast key figures. Based on this result, the regional supply chain planning lead creates a buffer positioning recommendation and checks the impact on decoupled lead times. The planner can create a scenario which shows how the results – decoupled lead time and on-hand inventory - change if the buffer positioning is changed. In a last step, the planner strategically determines the decoupling points.

**Scope**

<table>
<thead>
<tr>
<th>Use Case</th>
<th>Technical Details</th>
<th>User Interaction</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Main Input</strong></td>
<td><strong>Planning Views</strong></td>
</tr>
<tr>
<td></td>
<td>▪ Average daily usage</td>
<td>▪ ADU Calculation Review, 1 worksheet</td>
</tr>
<tr>
<td></td>
<td>▪ Customer tolerance time</td>
<td>▪ Buffer Level Calculation, 1 worksheet</td>
</tr>
<tr>
<td></td>
<td><strong>Main Output</strong></td>
<td><strong>Alerts</strong></td>
</tr>
<tr>
<td></td>
<td>▪ Decoupling points</td>
<td>▪ No predefined alert</td>
</tr>
<tr>
<td></td>
<td>▪ Decoupled lead time</td>
<td><strong>Analytics</strong></td>
</tr>
<tr>
<td></td>
<td><strong>Planning Level</strong></td>
<td>▪ 1 predefined ‘Buffer Positioning’ dashboard</td>
</tr>
<tr>
<td></td>
<td>▪ Day / Product / Location</td>
<td><strong>Collaboration</strong></td>
</tr>
<tr>
<td></td>
<td><strong>Planning Operator</strong></td>
<td>▪ No predefined process management, no SAP Jam integration</td>
</tr>
<tr>
<td></td>
<td>▪ Calculate Average Daily Usage</td>
<td></td>
</tr>
<tr>
<td></td>
<td>▪ Recommend Decoupling Points</td>
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</tr>
</tbody>
</table>

**Benefits**

- Determine where to decouple and strategically position buffers in the supply chain
- Simulate and compare different scenarios
- Dampen the effect of demand & supply variation on the supply chain by decoupling
- Define the most suitable buffer positions to reduce decoupled lead time and on-hand inventory

**Frequency**

- Quarterly/ half-yearly

**Participants**

- Regional Supply Chain Planning Lead

During strategic buffer positioning, decoupling points are determined simultaneously across the end-to-end supply chain network. Decoupling points are quantities of inventory allowing planners to compress the lead time between the buffer and the customer, as well as to mitigate the demand signal distortion and supply continuity variability.

In the first step, average daily usage is calculated based on historical sales data and forecast key figures. Based on this result, the regional supply chain planning lead creates a buffer positioning recommendation and checks the impact on decoupled lead times. The planner can create a scenario which shows how the results – decoupled lead time and on-hand inventory - change if the buffer positioning is changed. In a last step, the planner strategically determines the decoupling points.
IBP for demand-driven replenishment – strategic buffer positioning

Process flow

Summary

<table>
<thead>
<tr>
<th>Key Figure</th>
<th>Baseline</th>
<th>Total Results</th>
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<tr>
<td>Decoupled Lead Time (in weeks)</td>
<td>1.37</td>
<td>2.21</td>
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<td>Average On Hand</td>
<td>11,299.34</td>
<td>10,904.98</td>
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<tr>
<td>Average On Hand Value</td>
<td>10,411.99</td>
<td>10,651.49</td>
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</table>

Decoupling Points (487)

<table>
<thead>
<tr>
<th>Product ID</th>
<th>Location ID</th>
<th>Buffer Proc.</th>
<th>Decoupling Point</th>
<th>Decoupled Lead Time (in weeks)</th>
</tr>
</thead>
<tbody>
<tr>
<td>F-I18A</td>
<td>1290</td>
<td>WMW</td>
<td>✓</td>
<td>0.40</td>
</tr>
<tr>
<td>F-I18A</td>
<td>1310</td>
<td>WMW</td>
<td>✓</td>
<td>0.40</td>
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<tr>
<td>F-I18A</td>
<td>1311</td>
<td>WMW</td>
<td>✓</td>
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<td>F-I18A</td>
<td>1372</td>
<td>WMW</td>
<td>✓</td>
<td>1.00</td>
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<tr>
<td>F-I18A</td>
<td>1372</td>
<td>WMW</td>
<td>✓</td>
<td>3.37</td>
</tr>
</tbody>
</table>

Average Daily Usage (ADU) Calculation

Create Buffer Positioning Recommendation

Analyze DDMRP Scenario

Buffer Setup and Adjustment

Buffer Levels

Strategic buffer positioning

SAP IBP Process
Demand-Driven Replenishment Sample Data – Supply Chain Network

- **Plants**
  - F-10A
    - 1010 DE
      - PLT = 3
    - 3710 NL
      - TLT = 7

- **Regional DC**
  - F-10A

- **Local DCs**
  - F-10A
    - 3711 DE
      - TLT = 6
      - CTT = 21
    - 3712 GB
      - TLT = 7
      - CTT = 0
    - 3713 DE
      - TLT = 25

- **Customers**
  - 12100001 FR
  - 10100001 DE
  - 10100002 GB
  - 11100001 DE

**Definitions**
- **PLT** = Production Lead Time (days)
- **TLT** = Transportation Lead Time (days)
- **CTT** = Customer Tolerance Time (days)
Scope in detail

IBP for demand-driven replenishment – buffer setup and adjustment
IBP for demand-driven replenishment – buffer setup and adjustment

Description

Buffers are levels of inventory that are sized and maintained in a way to ensure optimum stocking levels for inventory. Demand-driven replenishment uses a dynamic three-zone color-coded buffer for planning and execution. The levels are calculated using individual material properties and group settings (buffer profiles) for each material/location decoupling point.

The regional supply chain planner calculates the buffer levels and can dynamically adjust them, either by modifying the adjusted ADU using the Demand Adjustment Factor key figure, or by directly adjusting the individual buffer zones using provided adjustment key figures.

Scope

Use Case
- Determine and maintain the optimum buffer size

Benefits
- Flow protection
- Optimum buffer size

Frequency
- Daily

Participants
- Regional Supply Chain Planner

Technical details

Main Input
- Average Daily Usage
- Demand adjustment factor

Main Output
- Decoupled lead time
- Buffer levels

Planning Level
- Day / Product / Location

Planning Operator
- Calculate Average Daily Usage
- Calculate DDMRP buffer levels

User interaction

Planning Views
- ADU Calculation Review, 1 worksheet
- Buffer Level Calculation, 1 worksheet
- Buffer Adjustment Planning, 1 worksheet

Alerts
- No predefined alert

Analytics
- No predefined analytics

Collaboration
- No predefined process management, no SAP Jam integration
IBP for demand-driven replenishment – buffer setup and adjustment

Process flow

- Strategic Buffer Positioning
  - Decoupling Points

- ADU Calculation
  - Average Daily Usage

- Buffer Level Calculation
  - Buffer Levels

- Buffer Adjustment
  - Adjusted Buffer Levels

- Planning
  - Supply Orders Recommendation

Diagram showing process flow with steps:
- Buffer setup adjustment
- SAP IBP Process

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Scope in detail

IBP for demand-driven replenishment – planning
**IBP for demand-driven replenishment – planning**

**Description**

After determining the buffer position and the buffer sizes, the planner must ensure that the daily planning and execution process runs smoothly and does not affect the material and signal flow. The net flow position is calculated for relevant location-product combinations. The net flow position reflects on-hand inventory, open supply and qualified demand orders. Supply for a product is determined by its net flow position relative to its buffer and zone levels. A supply order is only generated when the net flow position drops into the yellow buffer zone. This reflects a prioritized replenishment proposal which is sent from SAP IBP to SAP ECC. In SAP ECC, this proposal is converted into a supply order and sent back to SAP IBP (the integration with SAP ECC is not part of the Best Practices content).

When buffers are maintained accurately, on-hand inventory remains within stable boundaries within the green and sometimes yellow zones. Alerts inform the planner in case the projected on-hand status becomes very low or negative within the decoupled lead time. The planner can then react by expediting the supply order if possible. The signal integrity status and the buffer integrity status provide a historical view on how well the buffers behaved.

**Scope**

**Use Case**
- Generate supply orders to keep the buffers in the green zone
- Manage open supply orders

**Benefits**
- Drive replenishment at strategic decoupling points on actual demand, not forecasts
- Achieve visibility and demand-driven prioritization of supply based on buffer status at decoupling points
- Protect the signal and material flow

**Frequency**
- Daily

**Participants**
- Regional Supply Chain Planner

**Technical Details**

**Input**
- Open supply
- Qualified demand
- On-hand inventory

**Output**
- Supply order recommendation

**Planning Level**
- Days / Product / Location

**Planning Operator**
- DDMRP Buffer Status Snapshot

**User Interaction**

**Planning Views**
- Net Flow Equation, 1 worksheet
- On-Hand Status Projection, 1 worksheet
- Signal Integrity Status, 1 worksheet
- Buffer Integrity Status, 1 worksheet

**Alerts**
- 1 predefined alert: lowest projected on-hand status

**Analytics**
- No predefined analytics

**Collaboration**
- No predefined process management, no SAP Jam integration
IBP for demand-driven replenishment – planning

Process flow

- Buffer Setup and Adjustment
- Check Order Recommendation
- Review Confirmed Supply Orders
- Manage Projected On-hand Inventory Issues
- Check Signal Integrity
- Check Buffer Integrity

Buffer Levels

Order Recommendation
Net Flow Status
On-hand Status
Net Flow Integrity Status
Decoupling Point Integrity Status

Planning
SAP IBP Process
# SAP Integrated Business Planning for demand-driven replenishment

## Product road map overview – Key innovations

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>Buffer positioning and sizing</strong></td>
<td><strong>Buffer positioning and sizing</strong></td>
<td><strong>Buffer positioning and sizing</strong></td>
<td><strong>Buffer positioning and sizing</strong></td>
</tr>
<tr>
<td>- New operator for calculating ADU</td>
<td>- Demand-driven replenishment operators to support setting for calculation horizon</td>
<td>- Buffer levels updated only outside of decoupled lead time</td>
<td>- On-hand stock in days coverage</td>
</tr>
<tr>
<td>- SAP Fiori support loading of planning filter in DDMRP Buffer Analysis app</td>
<td>- Include outliers in ADU operator calculation</td>
<td>- Buffer calculation at daily level</td>
<td>- Include prebuild in buffer level calculation</td>
</tr>
<tr>
<td>- Improvement of solver’s selection of decoupling points based on inventory and flexibility leverage</td>
<td></td>
<td>- Mass update of decoupling points in DDMRP Buffer Analysis app</td>
<td>- Support validity dates for multisourcing scenarios</td>
</tr>
<tr>
<td><strong>Demand-driven planning</strong></td>
<td><strong>Visible and collaborative execution</strong></td>
<td><strong>Visible and collaborative execution</strong></td>
<td><strong>Visible and collaborative execution</strong></td>
</tr>
<tr>
<td>- Creation of supply and demand elements outside decoupled lead time</td>
<td>- Buffer Monitoring app</td>
<td>- Extensions to the Buffer Monitoring app</td>
<td></td>
</tr>
<tr>
<td><strong>Visible and collaborative execution</strong></td>
<td>- Order frequency variance and flow index KPI</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Integration of source-target decoupling point mapping and the planning priority into SAP ERP</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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1. This is the current state of planning and may be changed by SAP at any time without notice.
Updates on Sample Planning Area SAPIB1
Configuration Enhancements available from help.sap.com/ibp

What’s New in SAP Integrated Business Planning 1911?
Detailed overview of new and changed features, including links to more information in the application help and guides. Note: A sneak preview for the next release, 2002, is planned for the second half of December 2019.

What’s New in SAPIBP12?
Find the configuration enhancements for the SAPIBP1 sample planning area related to new features in 1911.

Upcoming and Recorded Events and Webinars
Find the recording and the slides for the What’s New webinar for 1911 on October 29, 2019, plus a vast list of upcoming and recorded webinars with our experts.

What’s New for Previous Releases?
Get an overview of new features provided with earlier releases.

Model Configuration Guide
Information about configuring your data model according to your requirements.

Integration
Data Integration Scenarios
Overview of data integration scenarios for the different types of data in SAP Integrated Planning.

SAP Cloud Platform Integration Gui
This guide describes data integration tasks, Platform Integration for data services, and SAP Integrated Business Planning. You can use templates when you set up the data integ-

Product Features
- Enhancements to SAP Best Practices for SAP Integrated Business Planning package 1911
- Enhancements to the unified planning area for SAP Integrated Business Planning

- Improved alignment of the two models SAP3 and SAPIBP1 through changes made to SAPIBP1. This includes e.g. creation of new key figures, additional calculation to base planning level in key figure KFORECAST
- Remodeling in SAPIBP1 of inventory key figures with the addition of unit-of-measure conversion
- Elimination of warning messages in SAPIBP1 Planning Area activation log by adjusting several key figures and the planning area

Presentation: IBP_1911_for_Cross_Topic_SAPIBP1_Planning_Model_Template
1908 Summary of Changes in SAPIBP1

Changes related to Last Period Aggregation Remodeling

Changes related to Shelf Life LCODE removal

Changes related to alignment with Supply Planning SAP4
  - Lot-Size Rounding Value for Customer Receipts
  - Aggregated constraints using a conversion factor of capacity consumption

Changes related to alignment with Inventory Optimization SAP3

Changes related to BestFit Forecasting Model:

Adjustment related to validation check:

Adjusted Calculation for HCONVFINALCONSENSUSDEMANDQTY (Bugfix)
1911 Summary of Changes in SAPIBP1

- Elimination of warning messages in SAPIBP1 Planning Area activation log
- Add UOM conversion to Inventory Optimization Key Figures
- Further align SAPIBP1 with SAP3 Planning Area
- Bugfixes
  - In Forecast Model "BestFit" for Considering Product Lifecycle Information
  - Inventory Optimization Planning Levels
  - Supply Key Figures for INVENTORYTARGET
- Added attributes to Master Data Type LOCATIONPRODUCT to enhance Lot Sizing Procedures in Supply Planning
News on Integration of SAP Integrated Business Planning
Time Series Based Integration

Data Flow

SAP CPI-DS:
SAP Cloud Platform Integration for data services, formerly known as:
SAP HANA Cloud Platform, integration service for data services (HCI-DS)
## Pre-Packaged Content for Periodic Data Transfer of Master Data from Add-On for S/4 HANA On Premise and ERP to Unified Pln. Area in 1908, 1911

<table>
<thead>
<tr>
<th>Object</th>
<th>Template</th>
<th>Data Flow</th>
<th>Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Planning Unit</td>
<td>IBP_MD_S4_ERP_AddOn</td>
<td>IBP_MD_PlanningUnit_AddOn</td>
<td>Hard-Coded Best Practices Content</td>
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<td>Extractor /IBP/SOURCELOCATION_ATTR</td>
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<tr>
<td>Production Data Structure Item</td>
<td></td>
<td>IBP_MD_ProductionSourceItem_Addon</td>
<td>Extractor /IBP/PREDICTIONSOURCEITEMATTR</td>
</tr>
<tr>
<td>Production Resource</td>
<td></td>
<td>IBP_MD_ProductionResource_Addon</td>
<td>Extractor /IBP/PRODUCTIONRESOURCE_ATTR</td>
</tr>
<tr>
<td>Currency</td>
<td></td>
<td>IBP_MD_Currency_AddOn</td>
<td>Extractor /IBP/CURRENCY_TEXT</td>
</tr>
<tr>
<td>Exchange Rate</td>
<td></td>
<td>IBP_MD_ExchangeRate_Addon</td>
<td>Extractor /IBP/EXCHANGE_RATES_ATTR</td>
</tr>
</tbody>
</table>

**Added in 1908/1911**  
**Enhanced in 1908/1911**  
**Unchanged in 1908/1911**
# Pre-Packaged Content for Periodic Data Transfer of Key Figures from Add-On for S/4 HANA On Premise and ERP to Unified Pln. Area in 1908, 1911

<table>
<thead>
<tr>
<th>Object</th>
<th>Template</th>
<th>Data Flow</th>
<th>Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Resource Capacity Supply</td>
<td>IBP_KF_S4_ERP_AddOn</td>
<td>IBP_KF_CapaSupply_AddOn</td>
<td>Extractor /IBP/CAPASUPPLY_KF</td>
</tr>
<tr>
<td>Initial Inventory</td>
<td>IBP_KF_InitialInventory_AddOn</td>
<td>Extractor /IBP/STOCK_KF</td>
<td></td>
</tr>
<tr>
<td>Minimum Receipt</td>
<td>IBP_KF_MinReceipt_AddOn</td>
<td>Extractor /IBP/ORDER_KF</td>
<td></td>
</tr>
<tr>
<td>Minimum Production</td>
<td>IBP_KF_MinProduction_AddOn</td>
<td>Extractor /IBP/ORDER_KF</td>
<td></td>
</tr>
</tbody>
</table>

Added in 1908 / 1911
Enhanced in 1908 / 1911
Unchanged in 1908 / 1911
# Pre-Packaged Content for Periodic Data Transfer of Master Data from Add-On for ERP to IBP Demand Driven Replenishment Planning Area

<table>
<thead>
<tr>
<th>Object</th>
<th>Template</th>
<th>Data Flow</th>
<th>Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Planning Unit</td>
<td>IBP_DDR_MD_ERP_AddOn</td>
<td>IBP_DDR_MD_PlanningUnit</td>
<td>Hard-Coded Entry</td>
</tr>
<tr>
<td>Currency</td>
<td></td>
<td>IBP_DDR_MD_Currency</td>
<td>Hard-Coded Entry</td>
</tr>
<tr>
<td>Customer</td>
<td></td>
<td>IBP_DDR_MD_Customer</td>
<td>Hard-Coded Entry</td>
</tr>
<tr>
<td>Buffer Profile</td>
<td></td>
<td>IBP_DDR_MD_BufferProfile</td>
<td>Hard-Coded Table</td>
</tr>
<tr>
<td>Product</td>
<td></td>
<td>IBP_DDR_MD_Product_w_Text</td>
<td>Extractor /IBP/PRODUCT_TEXT</td>
</tr>
<tr>
<td>Location</td>
<td></td>
<td>IBP_DDR_MD_Location</td>
<td>Extractor /IBP/LOCATION_ATTR</td>
</tr>
<tr>
<td>Location Product</td>
<td></td>
<td>IBP_DDR_MD_LocationProduct</td>
<td>Extractor /IBP/LOCATIONPRODUCT_ATTR</td>
</tr>
<tr>
<td>Cost per Unit</td>
<td></td>
<td>IBP_DDR_MD_LocationProductCurrency</td>
<td>Extractor /IBP/LOCATIONPRODUCT_ATTR</td>
</tr>
<tr>
<td>Production Data Structure Header</td>
<td></td>
<td>IBP_DDR_MD_SourceProduction</td>
<td>Extractor /IBP/SOURCEPRODUCTION_ATTR</td>
</tr>
<tr>
<td>Production Data Structure Item</td>
<td></td>
<td>IBP_DDR_MD_ProductionSourceItem</td>
<td>Extractor /IBP/PRODUCTIONSOURCEITEM_ATTR</td>
</tr>
<tr>
<td>Location Source (Transportation Lane)</td>
<td></td>
<td>IBP_DDR_MD_SourceLocation</td>
<td>Extractor /IBP/SOURCELOCATION_ATTR</td>
</tr>
<tr>
<td>Source Customer Group</td>
<td></td>
<td>IBP_DDR_MD_SourceCustomerGroup</td>
<td>Extractor /IBP/SOURCECUSTOMER_CI_ATTR</td>
</tr>
</tbody>
</table>

*Added in 1908 / 1911*
*Enhanced in 1908 / 1911*
*Unchanged in 1908 / 1911*
Pre-Packaged Content for Periodic Data Transfer of Key Figures from Add-On for ERP to IBP Demand Driven Replenishment Planning Area

<table>
<thead>
<tr>
<th>Object</th>
<th>Template</th>
<th>Data Flow</th>
<th>Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supply Order</td>
<td>IBP_DDR_KF_ERP_AddOn</td>
<td>IBP_DDR_KF_SupplyOrder</td>
<td>Extractor /IBP/ORDER_KF</td>
</tr>
<tr>
<td>On Hand Inventory</td>
<td></td>
<td>IBP_DDR_KF_OnHandInventory</td>
<td>Extractor /IBP/STOCK_KF</td>
</tr>
<tr>
<td>Actuals Quantity</td>
<td></td>
<td>IBP_DDR_KF_ActualsQuantity</td>
<td>Extractor /IBP/ACTUALS_QTY_CI_KF</td>
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<tr>
<td>Total Demand</td>
<td></td>
<td>IBP_DDR_KF_TotalDemand</td>
<td>Extractor /IBP/TOTAL_DEMAND_QTY_CI_KF</td>
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<tr>
<td>Confirmed Order</td>
<td></td>
<td>IBP_DDR_KF_ConfirmedOrder</td>
<td>Extractor /IBP/ORDER_KF</td>
</tr>
<tr>
<td>Non-Confirmed Order</td>
<td></td>
<td>IBP_DDR_KF_NonConfOrder</td>
<td>Extractor /IBP/ORDER_KF</td>
</tr>
</tbody>
</table>

Added in 1908 / 1911
Enhanced in 1908 / 1911
Unchanged in 1908 / 1911
Pre-Packaged Content for Periodic Data Transfer of Key Figures from IBP Demand Driven Replenishment Planning Area to Add-On for ERP

<table>
<thead>
<tr>
<th>Object</th>
<th>Template</th>
<th>Data Flow</th>
<th>Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Demand Driven Product Location</td>
<td>IBP_DDR_KF_to_ERP_AddOn_via_WS</td>
<td>IBP_DDR_to_ERP_DDPrdLoc</td>
<td>Table /IBP/EDD_PL via FM IBP_EDD_PL_FILL</td>
</tr>
<tr>
<td>Time Dependent Buffer Level</td>
<td>IBP_DDR_to_ERP_BufferLvl</td>
<td>IBP_DDR_to_ERP_BufferLvl</td>
<td>Table /IBP/EDD_BLT via FM IBP_EDD_BLT_FILL</td>
</tr>
<tr>
<td>Downstream Decoupling Points</td>
<td>IBP_DDR_to_ERP_DsDcplngPnt</td>
<td>IBP_DDR_to_ERP_DsDcplngPnt</td>
<td>Table /IBP/EDD_DS_DCP via FM IBP_EDD_DS_DCP_FILL</td>
</tr>
</tbody>
</table>

Added in 1908 / 1911
Enhanced in 1908 / 1911
Unchanged in 1908 / 1911
SAP Integrated Business Planning – Integration
Product road map overview – Key innovations

**Time-series-based integration**
- SAP Integrated Business Planning add-on for SAP ERP and SAP S/4HANA as data source
  - Key figures delivered: Initial inventory, minimum external receipt (as example to consume order extractor)
  - Extractor for total demand quantity in the DDR scenario
- Use SAP Cloud Platform Integration for data services configuration data in job scheduling

**Integration scenario**
- OData service for maintenance of attributes permissions
- OData Service in SAP Integrated Business Planning to integrate results from financial planning into SAP Integrated Business Planning

**Financial integration/collaborative enterprise planning**
- Financial integration content with SAP Analytics Cloud
  - Analytical digital boardroom model and content in SAP Analytics Cloud based on SAP Integrated Business Planning key figures

**Order-based integration**
- Multiple integration sources for one common planning area

**Integration scenario**
- Integration with SAP Cloud Platform Identity Provisioning service

**Financial integration/collaborative enterprise planning**
- Financial integration content with SAP Analytics Cloud
  - Profitability planning in SAP Analytics Cloud with SAP Integrated Business Planning demand and supply plans

**Integration scenario**
- Integration with SAP Cloud Platform Identity Access Governance

All references to SAP S/4HANA in this slide are for on-premise edition.
SAP Integrated Business Planning – Integration
Direction update¹

Time-series-based integration with SAP S/4HANA and SAP ERP
- Enhancements to the add-on concept approach to enrich integration content with SAP Cloud Platform Integration for data services
- Integration with SAP S/4HANA Cloud

Order-based integration with SAP S/4HANA and SAP ERP
- Near-real-time integration
- Integration with SAP S/4HANA Cloud

Integration with SAP C/4HANA – SAP Sales Cloud and SAP Marketing Cloud solutions
- Outbound integration of demand plans
- Inbound integration of opportunities into sales forecast quantity
SAP Integrated Business Planning and SAP Analytics Cloud
Digital Boardroom Integration from IBP to SAC

- Standard Digital Boardroom content for IBP in SAC for Management Business Review.
- Full 360 view of Business by integrating with other LOB data
- Smart Insights into data and scenario planning
Content for SAP Digital Boardroom & Analytics Cloud
Technical Scope

Analytics Cloud

SAP Digital Boardrooms

Visualizations & Stories

Visualizations & Stories

Visualizations & Stories

Models
(measures, dimensions, & KPIs)

Industry and LoB specific:

• Digital Boardrooms
• Visualizations and Stories
• KPIs, Models
• Recommended data sources
• How-to-guide
• …

SAP S/4HANA
SAP BW
SAP HANA
Other data sources (SuccessFactors, Marketing, CEC, …)
Content for SAP Digital Boardroom & Analytics Cloud
SAP Integrated Business Planning

SAP Integrated Business Planning SAP Analytics Cloud content comprises of:
- One Digital Boardroom
- One Story
- One Model

The data model receives its data from an OData service from an SAP IBP system.
How to get it

1. To enable the integration with SAP Analytics Cloud, you must define the following in your SAP Integrated Business Planning system
   - a communication user with a productive password;
   - a communication system where your communication user is defined as an Inbound user;
   - a communication arrangement based on communication scenario SAP_COM_0143. In the Inbound Services section, you will find the URL to access the OData services;
   - The planning area to be used in the SAC Queries is configured in the Global Configuration app → Parameter Group FLEXIQUERY → Parameter Name PLANNINGAREA.

2. You must create an SAP Integrated Business Planning import connection in SAP Analytics Cloud

3. You can create Models, Stories, Digital Boardrooms
Executive Summary:
This content provides a high-level overview of the financial targets and shows relevant key performance indicators which can be used during the Sales and Operations planning (S&OP) process in the management business review. Actual revenues, gross profit, and consensus demand help executive management to determine if the S&OP plan aligns with the company’s financial targets and also shows future trends.

Overview of Revenues:
This content provides a detailed overview of revenue figures on different levels down to the product level, allowing you to better understand how revenue is allocated to different customer groups or product families, for example.

Overview of Quantities:
This content provides insights on a quantitative basis on product family and product level to identify top contributors.

Data Connectivity:
Loading master data and transactional data from SAP IBP to SAP Analytics Cloud using an OData service.

SAP Analytics Cloud content is not part of SAP Best Practices for SAP Integrated Business Planning but works together with the sample planning area SAPIBP1.
SAP Analytics Cloud Content Innovation 14 (CI14) has been released on **Nov. 23rd**

SAP Analytics Cloud Content is available for all SAP Analytics Cloud customers and partners from the Content Library

- For package details: [www.sapanalytics.cloud](http://www.sapanalytics.cloud)
- How to import content (Blog): [SAP Analytics Cloud content](http://www.sapanalytics.cloud)
- [SAP Analytics Cloud content documentation](http://www.sapanalytics.cloud)
- [Roll-Out slide deck](http://www.sapanalytics.cloud) – including the new content inventory
- SAP Note: [2814555](http://www.sapanalytics.cloud) (SAP Analytics Cloud integration with SAP Integrated Business Planning)
## SAP Best Practices for SAP Integrated Business Planning
### What it can do for you

<table>
<thead>
<tr>
<th>Use case</th>
<th>Sample planning area</th>
<th>Documentation</th>
<th>Technical content</th>
<th>Implementation service</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Study</strong></td>
<td>Review the configuration of SAPIBP1.</td>
<td>Examine scope item simulations, test scripts, and</td>
<td>Review the layout of the planning views and the data</td>
<td>Not required.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>configuration guides.</td>
<td>structure of the CSV files.</td>
<td></td>
</tr>
<tr>
<td><strong>Training</strong></td>
<td>Use the pre-installed planning area in the Starter edition and test systems.</td>
<td>Execute the test scripts and explore the configuration of</td>
<td>Use the delivered sample data and planning views.</td>
<td>Not required.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>the planning area.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Demonstration</strong></td>
<td>Sell it to your clients and demonstrate IBP capabilities in a process-oriented way.</td>
<td>Leverage test scripts to create your (shorten) demo</td>
<td>For quick demos, use the delivered sample data and</td>
<td>Not required.</td>
</tr>
<tr>
<td></td>
<td>Use the pre-installed planning area in the Starter Edition and test systems.</td>
<td>script.</td>
<td>planning views. Adjust sample data and planning views</td>
<td></td>
</tr>
<tr>
<td><strong>Proof of concept or pilot project</strong></td>
<td>Activate a new copy of SAPIBP1 or use the pre-installed planning area in the Starter Edition and test systems.</td>
<td>As a starting point, leverage test scripts for process design and configuration guides for custom configuration.</td>
<td>Use sample data CSV files as templates to provide custom data. Adjust the planning view templates to the client’s requirements.</td>
<td>Could be leveraged to configure proof-of-concept system.</td>
</tr>
<tr>
<td><strong>Implementation project</strong></td>
<td>Roll out IBP in your client’s organization and set it into productive use.</td>
<td>As a starting point, leverage test scripts for process design and configuration guides for custom configuration.</td>
<td>Use sample data CSV files as templates to provide custom data. Adjust the planning view templates to the client’s requirements.</td>
<td>Choose the predefined implementation service for a reliable implementation of SAP IBP.</td>
</tr>
</tbody>
</table>

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SAP Best Practices for SAP Integrated Business Planning

Where to get it

http://help.sap.com/ibp
http://rapid.sap.com/bp/rds_ibp

Download the following assets:

- Test scripts
- Process flow diagrams
- Scope item recordings
- Configuration guides
- Excel planning view templates
- Sample data CSV files
