Next Generation

SAP Business Scenario Recommendations
for SAP S/4HANA 1909

Customer Name: Sample Customer
Customer Number: 12345
Date of analysis: 15 Apr, 2020
Country: Germany

System ID: PRD
Current Release: SAP ERP - EHP6
Database: Oracle

Consumer Products Industry

Interactive Sample Report – View in “Full Screen Mode” with Adobe Acrobat Reader
What’s in it for you:

This report will help you to receive:
- Insights on your current SAP ERP system and industry trends
- Relevant SAP S/4HANA 1909 business scenarios by line of business
- Tailored guidance and recommendations to realize the value from SAP S/4HANA

What we know about Sample Customer:
- We analyzed business process performance and usage data provided from your SAP ERP system PRD
- 6 lines of business use PRD, including Finance, Sourcing & Procurement, Sales & Service, Supply Chain, Manufacturing & Asset Management

Business Opportunities with SAP S/4HANA
Selected Highlights of SAP S/4HANA 1909:


- Reduces inventory carrying costs by forecasting component demand with predictive material and resource planning.
- Supports interactive planning with simulations, considers top-level demands (e.g. product forecast), derives component and capacity demands.
- Lower inventory due to appropriately sized buffers.

Sourcing and Procurement: Delivery Time Prediction

- Predicts delivery dates of raw materials and classifies the shipments into different categories.
- Enables you to react to potential material shortages proactively and to avoid production rescheduling.
- With machine learning, driving up planning and delivery reliability, while decreasing manual monitoring effort.

Finance: Intercompany Reconciliation and Matrix Consolidation in Group Reporting

- Consolidated finance reporting using new matrix consolidation enables simplified consolidation capabilities.
- Evaluates consolidation perspectives individually or combined in matrix reports, and provides enhanced analysis of group consolidations.
Structure of the Next Generation SAP Business Scenario Recommendations:

- **Overview**: Report introduction
- **Executive Summary**: What we measured
- **Findings and Recommendations**: by line of business
  - Finance
  - Procurement
  - Sales
  - ...
- **Next Steps**: Relevant support offerings and services which help you implement SAP S/4HANA

All lines of business follow the same structure:

- **Introduction**: Overview about key value drivers
- **Findings**: Overview of measured business key figures and industry benchmarks
  - Relevant SAP S/4HANA innovations highlighted
  - Details and explanations about each finding
  - Learn more »
- **Recommendations**: SAP best practice innovation recommendations including industry popularity and your current process coverage
  - Learn about what's new in each recommended business scenario

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
How to Read the Findings Summary:

1. For each value driver relevant process performance indicators are listed on the right.

   - Colors indicate industry benchmarking performance: green = 'top 25%', yellow = 'average', red = 'bottom 25%', grey = 'no benchmark data available'.

3. How SAP helps: Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.

4. 'Usage icon' indicates your current usage of business scenarios:
   - ★★★ = No usage
   - ★★ = Low usage
   - ★ = Medium usage
   - ★★★★ = High usage

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Key Challenges within your industry:

- **Empowered consumers**
  - Consumers are informed, empowered and always on
  - They can shop and buy from anywhere and make choices about where and how they would like to take

- **Expanding ecosystems**
  - Deliver the supply chain transparency that today’s shoppers demand
  - Reach consumers across channels directly in moments of need

- **Extraordinary innovators**
  - Building innovative business models
  - Redefining customers expectations and gaining market shares

Key Trends within your industry:

- **Enabling new business models**
  - Monetizing content or data
  - Pursuing innovative partnerships

- **Delivering personalized outcomes**
  - Build enduring customer and consumer relationships
  - By delivering on a set of outcomes, often service driven, that go well beyond traditional product focus

- **Competing as an ecosystem**
  - Expand the boundaries of consumer products
  - By teaming with non-traditional ecosystem partners
  - To deliver higher value at no or low incremental cost

Key Value Drivers within your industry:

- **Reimagine order to delivery**
  - Improve customer service
  - Reduce inventory carrying costs
  - Reduce logistics costs

- **Reimagine personalized products**
  - Increase revenue from new products
  - Increase revenue growth
  - Reduce research and development expense

- **Reimagine operational procurement**
  - Reduce procurement function costs
  - Improve compliance on supplier and price policies, taxation, and regulations
  - Improve cash flow with faster payments
Accelerators for your Value and Innovation Discussion in the **Consumer Products Industry:**

1. **Understand the Industry Strategy**
   - Get a business overview on what moves your industry
   - Understand the SAP approach and products to drive industry innovation
   - Read the industry whitepaper »
   - SAP industry point of view »

2. **Leverage Intelligent Technologies**
   - SAP point of view towards technological impacts
   - Understand how these intelligent technologies improve everyday business
   - SAP industry value paper »

3. **See target architecture with SAP Industry Digital Transformation**
   - Explore a full proposed architecture in the industry poster
   - Choose from the full set and focus on processes and options relevant for you
   - Get the poster »
   - SAP capabilities overview »

4. **Plan with SAP Capabilities**
   - Understand industry related abilities and offerings with SAP value maps
   - Plan your innovation program mid-term with SAP road maps
   - Get the SAP road map »

5. **Implement smoothly with SAP Model Company**
   - SAP Model Company services contain ready-to-use, preconfigured processes to accelerate your deployment
   - Choose the SAP Model Company for your industry and lines of business
   - SAP Model Company for your industry »
   - SAP Model Company overview »
SAP S/4HANA helps you achieve your business goals. For selected lines-of-business and business goals, this report provides you with insights and tailored SAP S/4HANA recommendations.

Click one of the lines of business on the right to discover how you can benefit from using SAP S/4HANA today.

**Lines of Business**

**Finance**
- Reduce G/L efforts and financial closing time
- Reduce finance costs
- Reduce days sales outstanding

13 Customer-specific recommendations
High usage

**Sourcing & Procurement**
- Reduce procurement function costs

6 Customer-specific recommendations
Medium usage

**Sales**
- Improve on-time delivery performance
- Increase sales force efficiency
- Reduce complaints and return costs

12 Customer-specific recommendations
High usage

**Supply Chain**
- Reduce days in inventory

7 Customer-specific recommendations
Medium usage

**Manufacturing**
- Reduce total manufacturing costs
- Accelerate manufacturing cycle time

13 Customer-specific recommendations
High usage

**Asset Management**
- Reduce unplanned downtime or outage
- Reduce asset data management cost

4 Customer-specific recommendations
Low usage
**EXECUTIVE SUMMARY**

**FINANCE**

**OVERVIEW**

**SOURCING AND PROCUREMENT**

**SALES**

**MANUFACTURING**

**ASSET MANAGEMENT**

**NEXT STEPS**

---

**INTRODUCTION**

**FINDINGS**

**RECOMMENDATIONS**

---

**OPTIMIZE FINANCE:**

- **Reduce G/L Efforts And Financial Closing Time**
  - Reduction of G/L efforts is related to simplification of processes within G/L and increased automation
  - Reduce financial closing time is about the reduction of days to close annual books and to complete the annual hard close on entity and corporate level, and includes the time for regulatory disclosures such as a 10-K report in the United States or similar financial statements in other countries

- **Reduce Finance Costs**
  - Finance costs include all finance function-related costs such as cost of finance staff (headcount costs), external spend, technology spend and all other finance function-related spend

- **Reduce Days Sales Outstanding**
  - Days sales outstanding is a measure of the average number of days that a company takes to collect revenue after a sale has been made
  - A low number means that it takes a company fewer days to collect its accounts receivable
  - A high number shows that a company is selling its product to customers on credit and taking longer to collect money
  - Days sales outstanding calculation: \([\text{Accounts Receivables} / \text{Total Credit Sales}] \times \text{Number of Days}\)
## Finance: Your Current Process Performance in SAP ERP System “PRD”

### Value Drivers:

- **Reduce G/L Efforts And Financial Closing Time**
  - Overdue & open finance AR items: 18,201
  - Customer payments autom. cleared: 24%
  - Bank statements not compl. posted: 1,905

- **Reduce Finance Costs**
  - Overdue & open finance AP items: 80,102
  - Vendor payments autom. cleared: 96%
  - PO items created after invoice: 13,185

### How SAP helps:

- **All innovation recommendations**

### Findings:

- **Accounts Receivables**
  - Overdue & open finance AR items: 18,201
  - Customer payments autom. cleared: 24%
  - Bank statements not compl. posted: 1,905

- **Accounts Payables**
  - Overdue & open finance AP items: 80,102
  - Vendor payments autom. cleared: 96%
  - PO items created after invoice: 13,185

- **General Ledger Accounting**
  - Open items on finance general ledger accounts: 8,235,129
  - Open items on goods receipt/invoice receipt clearing accounts: 28,739

- **Product Cost Controlling**
  - Failed component consumptions during prod. order confirmation: 331
  - No data

### Recommendations:

- **Cash Management**
- **Payments and Bank Communications**
- **Financial Shared Services Management**
- **Financial Accounting**
- **Entity Close**
- **Product Costing**
### Finance: Your Current Process Performance in SAP ERP System “PRD”

#### Value Driver:
- **Reduce Days Sales Outstanding**

<table>
<thead>
<tr>
<th>Process</th>
<th>Value</th>
<th>How SAP helps:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Order Creation</td>
<td>44,543</td>
<td>Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.</td>
</tr>
<tr>
<td>Outbound Delivery Creation</td>
<td>61,111</td>
<td>Sales Billing »</td>
</tr>
<tr>
<td>Posting Goods Issue</td>
<td>23 days</td>
<td>Payments and Bank Communications »</td>
</tr>
<tr>
<td>Invoice Creation</td>
<td>18.201</td>
<td>Accounts Receivables »</td>
</tr>
<tr>
<td>Incoming Payment</td>
<td>24%</td>
<td>Sales Order Management and Processing »</td>
</tr>
<tr>
<td></td>
<td>1,905</td>
<td>Delivery Management »</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Collections Management »</td>
</tr>
</tbody>
</table>

#### Findings

- **Value Driver:**
  - **Sales Order Creation:** 44,543
  - **Outbound Delivery Creation:** 61,111
  - **Posting Goods Issue:** 23 days
  - **Invoice Creation:** 18.201
  - **Incoming Payment:** 24%

- **How SAP helps:**
  - Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.
  - Sales Billing »
  - Payments and Bank Communications »
  - Accounts Receivables »
  - Sales Order Management and Processing »
  - Delivery Management »
  - Collections Management »
**Overdue & open finance AR items**

**Findings and Benchmark**
What we measured

**18,201 items**
Overdue & open finance AR items

Absolute number of open FI-AR items, which are not cleared yet and the net due date is already in the past.

*Learn more »*

**Aging Distribution:**

<table>
<thead>
<tr>
<th>Aging Distribution</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 months old</td>
<td>959</td>
<td>5%</td>
</tr>
<tr>
<td>3-6 months old</td>
<td>210</td>
<td>1%</td>
</tr>
<tr>
<td>6-12 months old</td>
<td>588</td>
<td>3%</td>
</tr>
<tr>
<td>1-3 years old</td>
<td>304</td>
<td>2%</td>
</tr>
<tr>
<td>3+ years old</td>
<td>16,140</td>
<td>89%</td>
</tr>
</tbody>
</table>

**Top 5 Company Codes:**

<table>
<thead>
<tr>
<th>Company Code</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>HQR</td>
<td>8,889</td>
<td>49%</td>
</tr>
<tr>
<td>SA02</td>
<td>3,205</td>
<td>18%</td>
</tr>
<tr>
<td>SA01</td>
<td>1,395</td>
<td>8%</td>
</tr>
<tr>
<td>SA06</td>
<td>975</td>
<td>5%</td>
</tr>
<tr>
<td>SA09</td>
<td>629</td>
<td>3%</td>
</tr>
</tbody>
</table>

**Implication**
Understand the problem

**Possible Root Causes:**
- Delayed incoming payments
- Incoming payments could not be matched against open items in finance AR
- No dunning procedures in place

**Possible Business Impact:**
- Working capital: Delayed incoming cash
- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs

Learn more »
Customer payments automatically cleared

Findings and Benchmark

What we measured

24%

Customer payments automatically cleared

Share of FI-AR customer items cleared last week by system/communication users or processed via batch input or via F110.

Learn more »

Details

What we measured

Top 5 Company Codes:

<table>
<thead>
<tr>
<th>Company Code</th>
<th>Total Items</th>
<th>Automation Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>SA01</td>
<td>3.861</td>
<td>18%</td>
</tr>
<tr>
<td>HQR</td>
<td>936</td>
<td>57%</td>
</tr>
<tr>
<td>SA14</td>
<td>492</td>
<td>83%</td>
</tr>
<tr>
<td>SA15</td>
<td>392</td>
<td>76%</td>
</tr>
<tr>
<td>SA13</td>
<td>333</td>
<td>0%</td>
</tr>
</tbody>
</table>

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Missing or inaccurate invoice matching
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:

- Unnecessary high manual workload
- Higher finance process operations costs

Consumer Products Industry Benchmark*: 24%
Electr. bank statements not completely posted

Findings and Benchmark
What we measured

1,905 items
Electr. bank statements not completely posted

Absolute number of open electronic bank statement items not completely posted and were created more than 5 days ago. Learn more »

Details
What we measured

Aging Distribution:

- 0-3 months old: 335 (18%)
- 3-6 months old: 185 (10%)
- 6-12 months old: 385 (20%)
- 1-3 years old: 165 (9%)
- 3+ years old: 835 (44%)

Top 5 Company Codes:

<table>
<thead>
<tr>
<th>Company Code</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SA10 Sales Area Brazil</td>
<td>899</td>
<td>47%</td>
</tr>
<tr>
<td>SA07 Sales Area Netherland..</td>
<td>581</td>
<td>30%</td>
</tr>
<tr>
<td>HQR Headquarter</td>
<td>236</td>
<td>12%</td>
</tr>
<tr>
<td>SA06 Sales Area USA</td>
<td>55</td>
<td>3%</td>
</tr>
<tr>
<td>SA11 Sales Area Argentina</td>
<td>18</td>
<td>1%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Missing or inaccurate invoice matching
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:
- Working capital: Delayed incoming cash
- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs

Back to overview ,Reduce Finance Cost' »
Back to overview ,Reduce DSO' »
Findings and Benchmark
What we measured

80,102 items
Overdue & open finance AP items

Absolute number of open FI-AP items, which are not cleared yet and the net due date is already in the past.

Learn more »

Details
What we measured

Aging Distribution:

<table>
<thead>
<tr>
<th>Aging</th>
<th>Months Old</th>
<th>0-3</th>
<th>3-6</th>
<th>6-12</th>
<th>1-3</th>
<th>3+</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>years old</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>months old</td>
<td>months old</td>
<td>months old</td>
<td>years old</td>
<td>years old</td>
</tr>
<tr>
<td></td>
<td></td>
<td>13,580</td>
<td>2,920</td>
<td>7,916</td>
<td>8,034</td>
<td>47,652</td>
</tr>
<tr>
<td></td>
<td></td>
<td>17%</td>
<td>4%</td>
<td>10%</td>
<td>10%</td>
<td>59%</td>
</tr>
</tbody>
</table>

Top 5 Company Codes:

<table>
<thead>
<tr>
<th>Company Code</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>HQR</td>
<td>53,905</td>
<td>67%</td>
</tr>
<tr>
<td>SA02 Sales Area France</td>
<td>9,148</td>
<td>11%</td>
</tr>
<tr>
<td>SA06 Sales Area USA</td>
<td>3,641</td>
<td>5%</td>
</tr>
<tr>
<td>SA07 Sales Area Netherlands</td>
<td>1,748</td>
<td>2%</td>
</tr>
<tr>
<td>SA08 Sales Area UK</td>
<td>1,325</td>
<td>2%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Missing or inaccurate invoice matching
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:
- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs
- Lost cash discount
Vendor payments automatically cleared

Findings and Benchmark
What we measured

96%
Vendor payments automatically cleared

Share of FI-AP vendor items cleared last week by system/communication users or processed via batch input or via F110.

Learn more »

Details
What we measured

Top 5 Company Codes:

<table>
<thead>
<tr>
<th>Company Code</th>
<th>Total Items</th>
<th>Automation Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>HQR</td>
<td>1,151</td>
<td>95%</td>
</tr>
<tr>
<td>SA13</td>
<td>501</td>
<td>96%</td>
</tr>
<tr>
<td>SA01</td>
<td>349</td>
<td>79%</td>
</tr>
<tr>
<td>SA04</td>
<td>236</td>
<td>81%</td>
</tr>
<tr>
<td>SA14</td>
<td>169</td>
<td>91%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Missing or inaccurate invoice matching
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:
- Unnecessary high manual workload
- Higher finance process operations costs
- Lost cash discount

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
### Findings and Benchmark

**What we measured**

13,185 documents created after invoice

**Absolute number of purchase order items, which were created (SAP system date) after the invoice (invoice date) within the last 30 days.**

**Consumer Products Industry Benchmark:**

- **Your Company:** 13,185 documents
- **Top 25%:** 3,699
- **Bottom 25%:** 17

### Details

**What we measured**

**Top 5 Company Codes:**

<table>
<thead>
<tr>
<th>Company Code</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SA01 Sales Area Germany</td>
<td>2,850</td>
<td>22%</td>
</tr>
<tr>
<td>HQR Headquarter</td>
<td>2,810</td>
<td>21%</td>
</tr>
<tr>
<td>SA04 Sales Area Italy</td>
<td>1,257</td>
<td>10%</td>
</tr>
<tr>
<td>SA02 Sales Area France</td>
<td>1,107</td>
<td>8%</td>
</tr>
<tr>
<td>SA23 Sales Area Australia</td>
<td>929</td>
<td>7%</td>
</tr>
</tbody>
</table>

### Implication

**Understand the problem**

**Possible Root Causes:**

- Speeding up of purchasing by by-passing the SAP purchasing process
- Buyers lacking knowledge of SAP purchasing process

**Possible Business Impact:**

- Unnecessary high manual workload
- Higher finance process operations costs
- Lost cash discount
- Process incompliance (maverick-buying)
Findings and Benchmark
What we measured

8,235,129 items
Open items on finance general ledger accounts

Absolute number of open items on open item managed accounts which were not cleared yet.

Learn more »

Details
What we measured

Top 5 Company Codes:

<table>
<thead>
<tr>
<th>Company Code</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SA02</td>
<td>6,954,478</td>
<td>84%</td>
</tr>
<tr>
<td>HQR</td>
<td>483,250</td>
<td>6%</td>
</tr>
<tr>
<td>SA09</td>
<td>201,355</td>
<td>2%</td>
</tr>
<tr>
<td>SA10</td>
<td>160,081</td>
<td>2%</td>
</tr>
<tr>
<td>SA01</td>
<td>125,374</td>
<td>2%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:
- Unnecessary high manual workload
- Higher finance process operations costs

Consumer Products Industry Benchmark:

Your Company 8,235,129 items

Benchmark

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Findings and Benchmark
What we measured

28,739 items
Open items on goods receipt/invoice receipt clearing accounts

Absolute number of open items on GR/IR clearing accounts which were not cleared yet and were created more than 30 days ago.

Learn more »

Aging Distribution:

<table>
<thead>
<tr>
<th>Aging Distribution</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 months old</td>
<td>7,471</td>
<td>26%</td>
</tr>
<tr>
<td>3-6 months old</td>
<td>2</td>
<td>0%</td>
</tr>
<tr>
<td>6-12 months old</td>
<td>6</td>
<td>0%</td>
</tr>
<tr>
<td>1-3 years old</td>
<td>770</td>
<td>3%</td>
</tr>
<tr>
<td>3+ years old</td>
<td>20,490</td>
<td>71%</td>
</tr>
</tbody>
</table>

Top 5 Company Codes:

<table>
<thead>
<tr>
<th>Company Code</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SA02 Sales Area France</td>
<td>9,086</td>
<td>32%</td>
</tr>
<tr>
<td>SA06 Sales Area USA</td>
<td>7,369</td>
<td>26%</td>
</tr>
<tr>
<td>SA01 Sales Area Germany</td>
<td>4,318</td>
<td>15%</td>
</tr>
<tr>
<td>SA11 Sales Area Argentina</td>
<td>2,799</td>
<td>10%</td>
</tr>
<tr>
<td>SA12 Sales Area South Afric..</td>
<td>941</td>
<td>3%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Missing or inaccurate GR/IR matching information
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:
- Unnecessary high manual workload
- Higher finance process operations costs

Learn more »
**Findings and Benchmark**

What we measured

331 documents

**Failed component consumptions during prod. order confirmation**

Absolute number of failed automatic goods movements (goods receipts and component consumption postings) during production order confirmation.

*Learn more →*

**Consumer Products Industry Benchmark:**

<table>
<thead>
<tr>
<th>Plant</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F01 Factory China I</td>
<td>115</td>
<td>35%</td>
</tr>
<tr>
<td>F02 Factory Germany II</td>
<td>103</td>
<td>31%</td>
</tr>
<tr>
<td>F03 Factory Italy II</td>
<td>44</td>
<td>13%</td>
</tr>
<tr>
<td>F04 Factory Portugal</td>
<td>32</td>
<td>10%</td>
</tr>
<tr>
<td>F05 Factory India</td>
<td>15</td>
<td>5%</td>
</tr>
</tbody>
</table>

**Aging Distribution:**

<table>
<thead>
<tr>
<th>Time Period</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 months old</td>
<td>114</td>
<td>34%</td>
</tr>
<tr>
<td>3-6 months old</td>
<td>15</td>
<td>5%</td>
</tr>
<tr>
<td>6-12 months old</td>
<td>31</td>
<td>9%</td>
</tr>
<tr>
<td>1-3 years old</td>
<td>12</td>
<td>4%</td>
</tr>
<tr>
<td>3+ years old</td>
<td>159</td>
<td>48%</td>
</tr>
</tbody>
</table>

**Top 5 Plants:**

- **Possible Root Causes:**
  - Missing or inaccurate master data
  - Temporarily missing stock of production components

- **Possible Business Impact:**
  - Inconsistent stock information for components between the SAP book stock and the real world
  - Wrong and inaccurate supply chain planning data
  - Incorrect production costs (COGM, COGS)

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Sales order items overdue for invoicing

**Findings and Benchmark**

**What we measured**

- **44,543 items**

**Sales order items overdue for invoicing**

Absolute number of sales order items (order-related billing), which are not or only partially billed and the planned billing data is overdue for more than one day.

[Learn more »](#)

**Consumer Products Industry Benchmark:**

- **Your Company**
- **44,543 items**

**Benchmark**

- Bottom 25%
- 175
- 350

**Top 5 ERP Sales Organizations:**

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SROC MU Oceania</td>
<td>22,105</td>
<td>50%</td>
</tr>
<tr>
<td>SRAS MU Africa South</td>
<td>9,581</td>
<td>22%</td>
</tr>
<tr>
<td>SRCN MU China South</td>
<td>8,672</td>
<td>19%</td>
</tr>
<tr>
<td>SRLA MU Latin America</td>
<td>861</td>
<td>2%</td>
</tr>
<tr>
<td>SRES MU Europe South</td>
<td>546</td>
<td>1%</td>
</tr>
</tbody>
</table>

**Aging Distribution:**

<table>
<thead>
<tr>
<th>Age</th>
<th>Count</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 months old</td>
<td>3,563</td>
<td>8%</td>
</tr>
<tr>
<td>3-6 months old</td>
<td>2,900</td>
<td>7%</td>
</tr>
<tr>
<td>6-12 months old</td>
<td>5,646</td>
<td>13%</td>
</tr>
<tr>
<td>1-3 years old</td>
<td>17,101</td>
<td>38%</td>
</tr>
<tr>
<td>3+ years old</td>
<td>15,333</td>
<td>34%</td>
</tr>
</tbody>
</table>

**Details**

**What we measured**

**Implication**

Understand the problem

**Possible Root Causes:**

- Missing or inaccurate master data
- System configuration does not reflect business reality
- Failure of automatic billing

**Possible Business Impact:**

- Working capital: Delayed incoming cash
- Inaccurate cash & liquidity planning data
- Unnecessary high manual re-processing workload
Delivery items shipped and not billed

Findings and Benchmark
What we measured

61,111 items
Delivery items shipped and not billed

Absolute number of delivery items, which are already shipped but not billed and the planned billing date is overdue for more than one day.

Learn more »

Details
What we measured

Aging Distribution:

<table>
<thead>
<tr>
<th></th>
<th>0-3 months old</th>
<th>3-6 months old</th>
<th>6-12 months old</th>
<th>1-3 years old</th>
<th>&gt;3 years old</th>
</tr>
</thead>
<tbody>
<tr>
<td>Percent</td>
<td>23.121</td>
<td>2</td>
<td>116</td>
<td>170</td>
<td>37,702</td>
</tr>
<tr>
<td></td>
<td>38%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>62%</td>
</tr>
</tbody>
</table>

Top 5 ERP Sales Organizations:

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRU2 MU US South-West</td>
<td>38,488</td>
<td>63%</td>
</tr>
<tr>
<td>SROC MU Oceania</td>
<td>17,016</td>
<td>28%</td>
</tr>
<tr>
<td>SRNA MU North Africa</td>
<td>1,950</td>
<td>3%</td>
</tr>
<tr>
<td>SRU1 MU US South-East</td>
<td>531</td>
<td>1%</td>
</tr>
<tr>
<td>SRCN MU China South</td>
<td>312</td>
<td>1%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- System configuration does not reflect business reality
- Failure of automatic billing

Possible Business Impact:
- Working capital: Delayed incoming cash
- Inaccurate cash & liquidity planning data
- Unnecessary high manual re-processing workload

Back to Overview »
**Lead time: Invoice creation to clearing**

**Findings and Benchmark**
What we measured

- **23 days** Lead time: Invoice creation to clearing

*Duration (in days) between customer invoice creation and clearing for invoices that were cleared last week.*

*Learn more →*

**Consumer Products Industry Benchmark:**

- **Your Company** 23 days
- **Top 25%**
- **Bottom 25%**

<table>
<thead>
<tr>
<th>Company Code</th>
<th>Total Items</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>SA01 Sales Area Germany</td>
<td>3,750</td>
<td>14</td>
</tr>
<tr>
<td>HQR Headquarter</td>
<td>592</td>
<td>43</td>
</tr>
<tr>
<td>SA14 Sales Area China</td>
<td>450</td>
<td>5</td>
</tr>
<tr>
<td>SA15 Sales Area Sweden</td>
<td>371</td>
<td>25</td>
</tr>
<tr>
<td>SA02 Sales Area France</td>
<td>315</td>
<td>0</td>
</tr>
</tbody>
</table>

**Details**

**What we measured**

**Top 5 Company Codes:**

**Implication**

Understand the problem

**Possible Root Causes:**

- Delayed incoming payments
-Incoming payments could not be matched against open items in finance AR
- No dunning procedures in place

**Possible Business Impact:**

- Working capital: Delayed incoming cash
- Inaccurate cash & liquidity planning data
- Unnecessary high manual workload
- Higher finance process operations costs

*Back to Overview →*
The table below shows SAP S/4HANA 1909 business scenarios that are enhancing process areas which you are already running.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>YOUR CURRENT USAGE INTENSITY</th>
<th>BASED ON USAGE OF TRANSACTIONS*</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP FIORI APPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Accounting</td>
<td>★★★</td>
<td>76</td>
<td>★★★★</td>
<td>[2]</td>
<td>[i]</td>
</tr>
<tr>
<td>Delivery Management</td>
<td>★★★</td>
<td>27</td>
<td>★★★★</td>
<td>[2]</td>
<td>[i]</td>
</tr>
<tr>
<td>Sales Billing</td>
<td>★★★</td>
<td>10</td>
<td>★★★★</td>
<td>[2]</td>
<td>[i]</td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>★★★</td>
<td>10</td>
<td>★★★★</td>
<td>[2]</td>
<td>[i]</td>
</tr>
<tr>
<td>Profitability Analysis</td>
<td>★★★</td>
<td>9</td>
<td>★★★★</td>
<td>[2]</td>
<td>[i]</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>★★★</td>
<td>8</td>
<td>★★★★</td>
<td>[2]</td>
<td>[i]</td>
</tr>
<tr>
<td>Overhead Cost Management</td>
<td>★★★</td>
<td>4</td>
<td>★★★★</td>
<td>[2]</td>
<td>[i]</td>
</tr>
<tr>
<td>Financial Reporting</td>
<td>★★★</td>
<td>4</td>
<td>★★★★</td>
<td>[2]</td>
<td>[i]</td>
</tr>
<tr>
<td>Cash and Liquidity Management</td>
<td>★★★</td>
<td>4</td>
<td>★★★★</td>
<td>[2]</td>
<td>[i]</td>
</tr>
<tr>
<td>Entity Close</td>
<td>★★★</td>
<td>1</td>
<td>★★★★</td>
<td>[2]</td>
<td>[i]</td>
</tr>
<tr>
<td>Sales Order Management and Processing</td>
<td>★★★</td>
<td>20</td>
<td>★★★★</td>
<td>[2]</td>
<td>[i]</td>
</tr>
<tr>
<td>Product Costing</td>
<td>★★★</td>
<td>3</td>
<td>★★★★</td>
<td>[2]</td>
<td>[i]</td>
</tr>
<tr>
<td>Advanced Compliance Reporting</td>
<td>★★★</td>
<td>Usage of related application area</td>
<td>New</td>
<td>[2]</td>
<td>[i]</td>
</tr>
</tbody>
</table>

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions.
The table below shows additional SAP S/4HANA 1909 business scenarios you could benefit from.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP FIORI APPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Collections Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commodity Sales</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Convergent Invoicing</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Corporate Close</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Credit and Collection Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Credit Evaluation and Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Debt and Investment Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dispute Resolution</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial Risk Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial Shared Services Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Joint Venture Accounting</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Payments and Bank Communications</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue and Cost Accounting</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.
**Business Scenario Description**

Provide a single source of truth for general ledger and subledger applications and real-time integration to logistics with a full audit trail. Enable self-service analytics directly from highly-granular operational data.

**Value Drivers**

- **Reduce G/L & financial closing costs**
  Support fast, peer-to-peer intercompany reconciliation, single source of truth and automating closing tasks

- **Reduce audit costs**
  Enable standardization and automation within audit management processes

- **Reduce days to close annual books**
  Support fast, peer-to-peer intercompany reconciliation; automating closing tasks; and increasing user efficiency

**What’s new in SAP S/4HANA**

- **Universal ledger**
  SAP S/4HANA provides a single, universal ledger that simplifies all accounting processes.

- **Simplified and streamlined process and purchase order accruals**
  Massive efficiencies are enabled by removing redundant steps and streamlining integration.

- **Built-in innovations**
  Built-in innovations such as SAP CoPilot and machine learning apps further increase the release of tremendous value by freeing up scarce human capital to focus on producing real business insight rather than mere data manipulation.
Delivery Management

Business Scenario Description
Deliver enhanced orders with integrated delivery management processes. Increase process transparency through stakeholder communication, for example, by sending and receiving advance shipping notifications.

Value Drivers
- Improve on-time delivery performance
  Integrate pick, pack, and ship processes.
- Reduce order fulfillment lead time
  Use real-time information on timely completion of picking, packing and, shipping activities.

What’s new in SAP S/4HANA
- Embedded analytics
  Embedded analytics are newly available with SAP S/4HANA.
- Superior data model
  The data model has been considerably improved and the superior data model includes improved handling and no more table locks.

Further Information
Details
- Business scenario details
- Related SAP Fiori apps

Your usage intensity based on 27 used transactions »
Industry popularity

Back to innovation overview »
Next Generation SAP Business Scenario Recommendations

**INTRODUCTION**

**FINDINGS**

**RECOMMENDATIONS**

**EXECUTIVE SUMMARY**

**FINANCE**

**MANUFACTURING**

**SOURCING AND PROCUREMENT**

**SALES**

**SUPPLY CHAIN**

**MANUFACTURING**

**ASSET MANAGEMENT**

**NEXT STEPS**

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC

---

**Sales Billing**

**Business Scenario Description**

Manage the complete sales order lifecycle for faster billing with less administrative effort. Integrate the billing management process and streamline the order-to-cash process, and improve customer satisfaction.

★ ★ ★

Your usage intensity based on 10 used transactions »

★ ★ ★

Industry popularity

**Value Drivers**

- Improve customer satisfaction
  Automate and reduce the rate of billing errors

- Improve invoice processing Full-Time Equivalents (FTE) efficiency
  Automate routine tasks and providing intuitive role-based applications

**What’s new in SAP S/4HANA**

- **New user experience**
  New SAP Fiori apps have been made available to ensure a better user experience.

- **Delivery block for prepayment request**
  There is an automatically set delivery block if a sales line item requires prepayment.

**Further Information**

Details

Related SAP Fiori apps »

Business scenario details »

---

Back to innovation overview »
**Business Scenario Description**

Simplify the way you record and manage accounts payable data from vendors. Streamline accounts payable processes through real-time integration with purchasing.

**Value Drivers**

- **Reduce accounts payable and expense costs**
  Increase automation and enhance reporting.
- **Reduce supplier discounts lost**
  Enhance management of accounts payable process

**What’s new in SAP S/4HANA**

- **Built-in operational reporting**
  A built-in operational reporting with SAP Smart Business cockpits has been made available in SAP S/4HANA, eliminating the need for data replication and separate, additional reporting cockpits.
- **Posting and clearing outgoing payments**
  More-efficient processes have been created for posting and clearing outgoing payments and scheduling automatic payments. This simplifies and accelerates the whole clearing procedure.
- **Integration with discounting capability**
  An integration with discounting capability in the SAP Ariba payables solution has been implemented to capture early-payment discounts.

**Further Information**

- Details
  - Business scenario details »
  - Related SAP Fiori apps »
- Demo
  - Accounts payable »
Profitability Analysis

Business Scenario Description

Identify your most profitable customers, products and channels to make more informed decisions. Reach or exceed performance goals and deliver superior service at lower cost by integrating profitability.

Value Drivers

- **Reduce business and operations analysis/reporting costs**
  Provide flexibility for ad-hoc reporting and analysis.

- **Increase financial forecast accuracy**
  Provide real-time access to financial data and by integrating profitability and cost analysis into operations for full transparency.

- **Reduce budgeting & forecasting Costs**
  Provide real-time access to financial data and by integrating profitability and cost analysis into operations for full transparency.

What’s new in SAP S/4HANA

- **Predefined reports**
  This functionality includes a real-time availability of profitability information for reporting during the month, predictive margin information as well as more-efficient month-end closing and faster decision-making.

- **Availability of transfer pricing**
  There is a new availability of transfer pricing for clear insight into the internal supply chain.

- **Integrated financial planning**
  The integrated financial planning with SAP Analytics Cloud solution for planning is directly connected to the universal journal with SAP S/4HANA.

NEW with SAP S/4HANA 1909: Predictive analytics model training is now available.

Further Information

Details
- Business scenario details »
- Related SAP Fiori apps »

Demo
- Profitab. & cost analysis »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC

NEXT
Accounts Receivable

Business Scenario Description

Manage customer accounts receivables. Integrate data for dispute, collections, and credit management applications. Increase automation and reduce manual effort and cost for running this financial process.

Value Drivers

- **Reduce days sales outstanding**
  Provide additional insight into outstanding and overdue customer positions, identifying accounts to prioritize for contact.

- **Reduce uncollectible debts and bad debt write-offs**
  Enable Accounts receivable data integration with SAP or third-party applications for dispute, collections, and credit management.

- **Reduce accounts receivable management cost**
  Provide automation tools to eliminate manual, error-prone processes, including compliance management.

Further Information

- **Details**
  - Business scenario details »
  - Related SAP Fiori apps »

- **Video**
  - A/R Invoice matching »
  - Accounts receivable »

- **Demo**
  - SAP Cash Application »

What’s new in SAP S/4HANA

- **SAP Smart Business cockpits**
  There is a built-in operational reporting with SAP Smart Business cockpits, eliminating the need for data replication.

- **Posting and clearing outgoing payments**
  The processes for posting and clearing incoming payments, including handling of discounts have been improved and are more efficient.

- **Integration with cloud extensions**
  The integration with cloud extensions such as the SAP S/4HANA Cloud for credit integration solution, SAP S/4HANA Cloud for customer payments solution, SAP digital payments add-on, and SAP Cash Application software became available with SAP S/4HANA.

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Overhead Cost Management

Business Scenario Description

Collect, analyze, evaluate, and report profit and loss information to increase overall profitability. Gain an understanding of the drivers of cost and the causes of underperformance by achieving a holistic view.

Value Drivers

- **Reduce cost accounting and analysis costs**
  Provide a holistic view of the drivers of cost and the causes of underperformance.

- **Reduce business and operations analysis/reporting costs**
  Reduce the need for manual work through comprehensive built-in automatic functionality.

- **Increase financial forecast accuracy**
  Provide complete, accurate and real-time information to help managers.

What’s new in SAP S/4HANA

- **Direct reporting abilities**
  This gets enhanced in SAP S/4HANA with direct reporting of account assignment as well as a direct reporting of a controlling-profitability assignment.

- **Harmonization of allocations**
  Allocations can be managed better and easier with updates to partner profit centers and functional areas as well as the harmonization of allocations across actual and plan.

- **Optimization of plan data**
  The optimization of plan data is available through the use of embedded planning scenarios. There are preconfigured planning scenarios for cost center planning and profit center planning.

Further Information

- Business scenario details »
- Related SAP Fiori apps »
- Overhead cost controlling »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Financial Reporting

Business Scenario Description

Gain insight into financials to reduce the time, cost, and risk of regulatory filings and disclosures. Accelerate financial reporting and disclosure with fact-based decision making.

Your usage intensity based on 4 used transactions »

Industry popularity

Value Drivers

- **Reduce G/L & financial closing costs**
  Streamline financial reporting, disclosure, and filing processes enabled by a single source of truth.

- **Reduce audit costs**
  Leverage comprehensive audit trails, audit information functions, and tax data retention and reporting functions

What’s new in SAP S/4HANA

- **Financial reporting capabilities**
  Financial reporting capabilities have been substantially increased and are integrated throughout all areas of SAP S/4HANA Finance.

  **NEW with SAP S/4HANA 1909:** Actual costing is now available.

- **Embedded analytics**
  Users can access a huge range of embedded analytics. Additionally, reports can be adjusted to suit by the user - there is no more running to IT for new/changed financial reporting requirements.

- **Information is presented in very easy ways to use visual formats**
  Information is presented in very easy ways to use visual formats making full use of charts, colors and information. All data is real-time with granular drilldown available to the lowest level.

Further Information

- Details
- Video
- Demo
- Additional SAP products
Cash and Liquidity Management

Business Scenario Description

Gain real-time insight into global cash and liquidity with SAP S/4HANA. Position cash accurately and analyze enterprise-wide cash flows within a timeframe of choice. This includes in-house banking capabilities delivering centralized payments, receipts, cash concentration and inter-company netting.

Value Drivers

- **Improve working capital**
  Increase liquidity and reduce borrowing costs due to greater cash visibility and control.

- **Reduce operational costs for treasury**
  Due to management by exception resulting from high degree of process automation and monitoring capabilities.

- **Reduce banking costs**
  Through better management of bank accounts and related fees.

What’s new in SAP S/4HANA

- **Cash position and liquidity forecast**
  There is a new cash position and liquidity forecasting available based on SAP Fiori apps. The liquidity planner function is replaced by the SAP Fiori app "Cash Flow Analyzer".

- **Functionality for central bank account management**
  A new functionality for central bank account management is available, including bank fee analysis.

- **SAP Business Planning and Consolidation**
  This functionality is an embedded planning functionality in SAP Business Planning and Consolidation for SAP S/4HANA. The integration to the SAP Bank Communication Management application as well as to the multi-bank connectivity and advanced payment management has been made possible.
Entity Close

Business Scenario Description
Increase accuracy, corporate governance, compliance, and efficiency of the entity close with automation and standardization. Accelerate the entity close process through automation and standardization.

Value Drivers
- **Reduce G/L & financial closing costs**
  Support fast, peer-to-peer intercompany reconciliation, single source of truth and automating closing tasks.
- **Reduce audit costs**
  Improve corporate governance, driving efficiency by using templates across multiple entities and closing cycles.

What’s new in SAP S/4HANA
- **1909 release highlight: Group financial reporting**
  NEW with SAP S/4HANA 1909: There is a huge simplification due to the universal journal: as being the single source for all financial numbers. Furthermore, the group financial reporting is embedded, fully granular and real-time. This removes the need for off-system, manual data manipulation.
- **Predictive accounting**
  With SAP S/4HANA both continuous soft close and predictive accounting are enabled.
- **Cloud-enabled digital platform for extension of innovations and automation**
  The cloud-enabled digital platform for extension of innovations and automation allows the connection and control of period end processes across multiple systems.

Further Information
- **Details**
  - Business scenario details »
  - Related SAP Fiori apps »
- **Video**
  - Group reporting »
- **Demo**
  - Consolidations »
- **Additional SAP products**
  - SAP Financial Statement Insights »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Sales Order Management and Processing

**Business Scenario Description**

Support frictionless order processing from quote to cash. Integrate order management and processing, from quote to shipment and billing to booking revenue, with a high-performance, real-time solution.

**Further Information**

- Business scenario details »
- Related SAP Fiori apps »
- SAP Marketing Cloud SAP C/4HANA »

**Value Drivers**

- **Increase sales force efficiency**
  Provide a streamlined and predefined order management process

- **Improve on-time delivery performance**
  Improve transparency into the status of orders and accelerating order execution

- **Reduce order management cost**
  Enable back-office sales employees to work more efficiently with role-based, insight-to-action cockpits

**What’s new in SAP S/4HANA**

- **New user experience**
  New SAP Fiori apps have been made available to ensure a better user experience.

- **Low touch order management**
  The access to increased automation has been enhanced with low touch order management.

- **Prediction of delivery delay**
  A predictive functionality has been made available to get visibility on delivery delays and improve communication. **NEW with SAP S/4HANA 1909**: Safety data sheets in sales and dangerous goods in sales are now available.
Product Costing

Business Scenario Description
Understand detailed costs and margins incurred by your products to manage your product portfolio. Calculate cost of goods manufactured (COGM) or cost of goods sold (COGS) as broken down by each step of the production process.

Value Drivers
- **Reduce cost accounting and analysis costs**
  Break down cost of goods manufactured and cost of goods sold by each step of the production process.

What’s new in SAP S/4HANA
- **Transparency**
  Greater transparency into the value chain is now possible by taking advantage of data captured in logistics processes.
- **Integration to material ledger**
  The storing of material movements is now available in the material ledger as integrated part of the universal journal, resulting in a single source for product cost and material valuation information.

Further Information
- Details
  - Business scenario details »
- Demo
  - Overhead cost controlling »

Your usage intensity based on 3 used transactions »
Industry popularity

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Advanced Compliance Reporting

Business Scenario Description

Manage statutory reporting worldwide and enable simple adoption of constant legal reforms. This includes the generation and submission of compliance reports.

Value Drivers

- **Reduce G/L efforts and financial closing time**
  Integrate native statutory reporting subledgers with our financial asset management software to avoid costly interfaces to third-party solutions, use pre-delivered global reporting content.

- **Reduce audit costs**
  Centrally manage statutory reporting

What’s new in SAP S/4HANA

- **Advanced compliance reporting**
  The advanced compliance reporting functionality is available in addition to the basic compliance reporting. This includes: Data preview, audit trail, ad hoc reporting and reporting activities.

- **SAP CoPilot**
  Smart collaboration using SAP CoPilot is available with this process through SAP S/4HANA.

- **Global compliance monitoring with cloud extension**
  Global compliance monitoring is applicable through the SAP Cloud Analytics solution. Manual adjustments can be made to manage tax items.

Further Information

- **Details**
  - Business scenario details »
  - Related SAP Fiori apps »

- **Video**
  - Intercompany eliminations »

- **Demo**
  - Advanced compliance rep. »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Cash Management

Business Scenario Description

Monitor basic cash flows in real-time to manage and maintain sufficient liquidity. Cash management also involves managing cash and liquidity centrally.

Value Drivers

- **Reduce treasury and cash management costs**
  Automate cash management processes to reduce demand for cash and banking costs.
- **Increase cash forecast accuracy**
  Enable monitoring of basic cash flows in real-time

What’s new in SAP S/4HANA

- **SAP HANA business data platform and database**
  The capabilities of the SAP HANA business data platform and database deliver new business insights, such as monitoring liquidity.
- **Integration with a simplified data model**
  The integration has been made possible with a simplified data model of SAP S/4HANA.

Further Information

- Details
  - Business scenario details »
- Video
  - Indirect cash flow rep. »
- Demo
  - Cash management »
**Collections Management**

**Business Scenario Description**

Manage and analyze customer cash collections and customer service proactively with SAP S/4HANA. Deploy a customer-centric process for prioritizing customer accounts in real time.

★ ★ ★

Industry popularity

**Value Drivers**

- **Reduce days sales outstanding**
  Use a strategy-based approach to prioritizing customers for collections activities.

- **Reduce uncollectible debts and bad debt write-offs**
  Use early-warning indicators like credit score downgrades in strategies to identify troubled customers early.

- **Reduce Customer Billing, Credit & Collections Cost**
  Improve productivity of collection agents: prioritizing work to providing access to relevant customer service tools.

**What’s new in SAP S/4HANA**

- **Collections processes**
  Cross-system automation of collections processes to deliver superior customer service.
  Analytics and workflow alignment with sales, A/R, and executives to reduce DSO.
  Optimized for global business services deployment.

- **Collaboration with external expertise and machine learning**

- **New collections management and dispute resolution and more**
  Complete process renovation for collections management and dispute resolution. Fiori Smart Business Cockpits for Accounts Receivable Managers and Accountants deliver real-time operational reporting available on any device.

**Further Information**

- **Details**
  Business scenario details »
  Related SAP Fiori apps »

- **Video**
  Collection insight »

- **Demo**
  Central collections mgmt »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Commodity Sales

Business Scenario Description

Manage processes for commodity sales and commodity-dependent goods. Help create commodity contracts based on market quotes. Automate price calculations and streamline the invoicing process.

Value Drivers

- **Increase sales force efficiency**
  Simplify the selling process, from contract creation through final invoicing and audits.

- **Reduce risk from commodities exposure**
  Increase visibility into unhedged commodity positions from forecasted sales volumes using accurate risk reporting.

- **Reduce sales cost**
  Expand the ability to fix forecasted prices with financial derivative instruments.

What’s new in SAP S/4HANA

- **Enhanced commodity pricing engine**
  The commodity pricing engine formula assembly is simplified by using Business Rules Framework plus instead of the condition technique.

- **Usage simplification**
  An enhanced usage has been made available within SAP S/4HANA. It includes simplified commodity pricing engine formulas, terms, and rules.

- **Improved and enhanced risk data management**
  A new approach for the integration of commodity procurement documents into versioned commodity risk data is now available.

Further Information

<table>
<thead>
<tr>
<th>Details</th>
<th>Demo</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business scenario details »</td>
<td>Boardroom for commo. mgmt »</td>
</tr>
</tbody>
</table>
Convergent Invoicing

Business Scenario Description

Enhance accuracy and transparency with subscription and usage-based invoicing through SAP S/4HANA. Improve invoicing by streamlining viewing, adjustment, accuracy, and timely generation.

Value Drivers

- **Improve customer satisfaction**
  Generate clear, easy-to-understand invoices for all services on a single bill.

- **Reduce days sales outstanding (one - time benefit)**
  Make bills easier to understand to ensure prompt payment without disputes.

- **Reduce service and support cost**
  Reduce billing-related inquiries with clear, consolidated billing.

What’s new in SAP S/4HANA

- **Management of billable items and consumption items and revenue recognition**
  With SAP S/4HANA, manage customer billable items and consumption items processing. Higher volume data can be managed in less time and event based revenue recognition can now be used.

- **Customer billing and invoicing**
  This capability allows you to aggregate customer billable items, customer billing, discount revenue recognitions and customer invoicing.

- **Partner payment statements and output management**
  This functionality offers partner revenue share postings, customer/partner payout and statements.

Further Information

- Related SAP Fiori apps »
- SAP Convergent Charging »

Details

Business scenario details »
**Corporate Close**

**Business Scenario Description**
Enhance the accuracy and timeliness of corporate-close reporting. Accelerate the corporate-close process by automating processes and eliminating time-consuming errors. Maintain a fully-documented audit trail.

**Value Drivers**
- **Reduce G/L efforts and financial closing time**
  Provide single source of truth that supports continuous soft close and predictive accounting.
- **Reduce audit costs**
  Use comprehensive functionality for process governance, validations, sign-offs, and audit trails

**What’s new in SAP S/4HANA**
- **Group reporting and consolidation**
  These functions are now leveraging the Universal Journal. E.g., advanced process monitoring capabilities, advanced intercompany reconciliation and integration of SAP Financial Closing cockpit have been enabled.
  **NEW with SAP S/4HANA 1909:** There is a group reporting for predictive consolidation and matrix consolidation.
- **Integration of the SAP Shared Service Framework**
  An expanded automation is now available through this integration.
- **Predictive close and intercompany reconciliation**
  A predictive close enables forward-looking enterprise performance management.
  **NEW with SAP S/4HANA 1909:** Intercompany reconciliation is possible with the new release.

**Further Information**
- Details: Business scenario details »
- Related SAP Fiori apps »
- Video: Advanced financ. closing »
- Demo: Accounting workflow »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Credit and Collection Management

Business Scenario Description
Tailor credit decisions and collection management processes to customer profiles with SAP S/4HANA. Automate credit and collection management to cut costs, use integrated customer care and dispute management.

Value Drivers
- **Reduce days sales outstanding**
  Take a strategy-based approach to prioritizing customers for collections activities.
- **Reduce customer billing, credit & collections cost**
  Improve productivity of collection agents: prioritizing work to providing access to relevant customer service tools.
- **Reduce uncollectible accounts receivable write-offs**
  Use early-warning indicators like credit score downgrades in strategies to identify troubled customers early.

What’s new in SAP S/4HANA
- **Credit management**
  This capability allows you to automate credit management to manage customer credit scores and limits, to monitor customer credit exposure and to provide a fully integrated customer care and dispute management.
- **Collection management**
  The integrated customer care and dispute management allows you to automate collection management to cut costs, deliver expert service, and avoid uncollected revenue.

Further Information

- **Details**
  - Business scenario details »
  - Related SAP Fiori apps »
- **Video**
  - Collection insight »
- **Demo**
  - Credit management »
- **Additional SAP products**
  - SAP Cloud for Credit Integration »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Credit Evaluation and Management

**Business Scenario Description**

Embed automated tasks for credit management into transactional processes to minimize credit risk. Assign credit scores to customers using a scorecard-based approach, and derive and enforce credit limits.

**Value Drivers**

- **Reduce Customer Billing, Credit & Collections Cost**
  Provide automation tools to embed credit checks and follow-on processes in transactional processes.

- **Reduce uncollectible accounts receivable write-offs**
  Provide automated tools to embed credit checks into transactional processes.

- **Reduce days sales outstanding (one-time benefit)**
  Improve days sales outstanding by automating, continuously analyzing, and optimizing credit scoring and collections strategies.

**What’s new in SAP S/4HANA**

- **Improved core transactions**
  The core transactions have been reengineered and improved.

- **Operational reporting and additional Cloud accelerators**
  Built-in operational reporting, use of additional cloud accelerators in SAP Cloud Platform (SCP) to enhance automation.

- **SAP Fiori–based user experience**
  The SAP Fiori–based user experience has been enhanced across all process steps.

**Further Information**

- **Details**
  - Business scenario details »
  - Related SAP Fiori apps »

- **Demo**
  - Credit management »
Debt and Investment Management

**Business Scenario Description**

Achieve lower borrowing costs and secure investment returns at lowest risk with real-time insights from SAP S/4HANA. Improve your capital structure with winning strategies that balance debt against equity, risk, and returns in real time.

★ ★ ★

Industry popularity

**Value Drivers**

- **Reduce of Cost of Capital and increase ROI**
  Optimize the capital structure, balancing trade-offs, debts, equity, and risk.

- **Reduce treasury operational costs**
  Automate transaction posting and position reporting in the general ledger

**What’s new in SAP S/4HANA**

- **Simplified management process of foreign exchanges**
  The foreign exchange management process has been simplified with SAP S/4HANA.

- **SAP Treasury and Risk Management application**
  Most-used trade finance processes are enabled in the SAP Treasury and Risk Management application. In addition, the integration with market data providers has been made available.

- **Reporting**
  There are new reporting capabilities with unlimited granularity, simplified front-office integration capabilities e.g. integration for cloud editions of SAP Treasury and Risk Management, and SAP Cash Management applications, as well as a cloud-based enhancement for European Market Infrastructure Regulation (EMIR) reporting.

**Further Information**

- **Details**
  - Business scenario details »
  - Related SAP Fiori apps »

- **Video**
  - Treasury management »

- **Demo**
  - Debt & investment mgmt »

- **Additional SAP products**
  - SAP Multi-Bank Connectivity »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
**Dispute Resolution**

**Business Scenario Description**

Clarify and resolve customer payment disputes automatically to increase productivity. Increase efficiency and customer satisfaction by automating the creation of dispute cases related to invoice and payment discrepancies.

- **Value Drivers**
  - Reduce days sales outstanding (one-time benefit)
    Establish a single source of truth regarding dispute management with documented resolution history for prompt action
  - Reduce Customer Billing, Credit & Collections Cost
    Automate dispute creation and resolution, while enabling self-service, mobile access to key account receivables information
  - Reduce uncollectible accounts receivable write-offs
    Clarify disputes faster, leading to prompt payments and credits when valid

**What’s new in SAP S/4HANA**

- Automation, analytics and more
  Cross-system automation of collections processes to deliver superior customer service. Analytics and workflow alignment with sales, A/R, and executives to reduce DSO. Optimized for global business services deployment.
- **Collaboration**
- **Global business services deployment**
  Complete process renovation for collections management and dispute resolution. Fiori Smart Business Cockpits for Accounts Receivable Managers and Accountants deliver real-time operational reporting available on any device.

**Further Information**

- Details
  - Business scenario details »
  - Related SAP Fiori apps »
- Demo
  - Dispute management »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Financial Risk Management

Business Scenario Description

Protect your assets and cash flow with real-time financial risk management using SAP S/4HANA. Assess risks (including foreign exchange, interest rate, price, and credit risks) and manage market conditions using robust analytics.

What’s new in SAP S/4HANA

- **SAP Fiori-based reporting capabilities**
  This functionality allows SAP Fiori-based reporting capabilities with unlimited granularity and furthermore the identification of risk exposures across the organization.

- **Optimized foreign exchange (FX) and liquidity planning**
  Hedge management capabilities as well as legal compliance and preparedness for upcoming regulatory challenges such as IFRS (International Financial Reporting Standards) 9 are enabled. **NEW with SAP S/4HANA 1909**: Now a liquidity planning is available.

- **Treasury reporting**
  This area has been considerably enhanced with a balance sheet and FX exposure as well as credit line analysis overview pages for FX process and interest rate management.

Value Drivers

- **Reduce financial risks**
  Create and implement real-time hedging strategies.

- **Reduce operational costs for treasury**
  Automate transaction posting and position reporting in the general ledger.

Further Information

- **Details**
  Business scenario details »

- **Demo**
  Related SAP Fiori apps »

- **Additional SAP products**
  Processing for futures »

  SAP Trade Repository and Reporting Software »
Financial Shared Services Management

**Business Scenario Description**

Improve productivity, compliance, and cash flow through financial shared services. Support efficient, scalable operations by simplifying and automating execution of key financial processes across departments.

★ ★ ★

**Value Drivers**

- **Reduce finance costs**
  Facilitate business process automation, process integration across business systems, and shared services delivery processes.

- **Reduce cost of non-compliance to service contract**
  Automate and support delivery performance monitoring and auto-prioritizing time-critical work items.

- **Reduce finance cost**
  Facilitate business process automation, process integration across business systems, and shared services delivery processes.

**What’s new in SAP S/4HANA**

- **Shared services framework**
  The shared services framework improves operational excellence by standardizing and syndicating best practices along shared services across departments, including procurement, HR, and travel and expenses.

Further Information

- [Business scenario details »](#)
- [Related SAP Fiori apps »](#)
- [Financial shared service »](#)

[Back to innovation overview »](#)
Joint Venture Accounting

Business Scenario Description

Increase visibility into joint ventures and production-sharing contracts for billing and reporting. Support timely invoice handling by distributing billable and non-billable costs to different cost centers and projects.

Value Drivers

- **Reduce G/L efforts and financial closing time costs**
  Increase visibility into related costs for joint venture and partner billing. Reduce uncollectible accounts receivable write-offs by capturing detailed joint venture data in real-time.

- **Reduce audit costs**
  Process transactions to consistently apply business rules to generate files for auditors of joint-venture partners

What’s new in SAP S/4HANA

- **Joint venture accounting data model changed**
  Joint venture accounting (JVA) is recording documents in the universal journal instead of the JVA Special Ledger. The finance document split is now mandatory for venture characteristic venture.

- **NEW with SAP S/4HANA 1909**: Joint venture accounting is now available.

- **Simplified asset transfers**
  The methods of asset transfer have been streamlined and simplified.

- **Enhanced options for document splitting**
  Implementing this business function provides document splitting at venture, equity group and recovery indicator level in new general ledger. With this function, trail balance at venture, equity group and reinsurance are possible.

Further Information

Details

Business scenario details »

Back to innovation overview »
Payments and Bank Communications

**Business Scenario Description**

Increase compliance and lower fees with better payments and bank communications. Increase transparency based on end-to-end monitoring for bank statements and outgoing payment messages.

**Value Drivers**

- **Reduce treasury and cash management operational costs**
  Provide integrated bank account management capabilities that are linked to payment approvals and rule-based workflows.

- **Reduce uncollectible accounts receivable write-offs**
  Provide cash-flow information in real time, integrating with banks, and monitoring end-to-end status.

**What’s new in SAP S/4HANA**

- **SAP Bank Communication Management and SAP Cash Management**
  The combination of capabilities is now possible for the SAP Bank Communication Management and SAP Cash Management applications.

- **Bank account management capabilities**
  There are enhanced integrated bank account management capabilities in the area of authorized approvers per bank group or account.

- **Simplified corporation-to-bank communications**
  The corporation-to-bank communications have been simplified using the SAP Multi-Bank Connectivity solution to connect to the SWIFT (Society for Worldwide Interbank Financial Telecommunication) network or directly to banks.

**Further Information**

- Details: Business scenario details »
- Video: Related SAP Fiori apps »
- Demo: Treasury management »
- Additional SAP products: Bank communication mgmt »
- Video: SAP Multi-Bank Connectivity »
Revenue and Cost Accounting

Business Scenario Description
Automate and simplify the revenue-recognition and accounting process. Enable businesses to comply with the implementation of revenue-recognition regulations.

Value Drivers
- **Reduce G/L and financial closing costs**
  Automate the revenue recognition and accounting process and simplify the tasks.
- **Reduce audit costs**
  Deliver a financial audit trail from the general ledger back to subledger posting.
- **Reduce costs**
  Leverage high automation.

What’s new in SAP S/4HANA
- **Revenue recognition processes**
  The revenue recognition process has been streamlined.
- **Reduced reconciliation efforts**
  The integration into the universal journal further reduces reconciliation efforts.

Further Information

Details
- Business scenario details
- Related SAP Fiori apps

Demo
- Revenue accounting

Back to innovation overview
Traditional Scenario:

- Delayed close activities that do not begin until period end
- Multiple ledgers require time-consuming and error-prone reconciliations
- Risk of regulatory noncompliance due to lack of transparency and manual monitoring of processes
- Risk of penalties and fines with insufficient, manual and error-prone tax audit processes
- Manual, time-consuming and effort-intensive processes
- Financial data needs to be replicated from the financial system into the consolidation system, requiring data aggregation and transformation
- Executive conversation is limited to static presentations, and ad hoc questions and analysis need to be taken offline for a later discussion

The New World With SAP:

- Event-triggered execution enabled through real-time derivation of profitability characteristics
- End-to-end visibility and steering capabilities for local periodic legal reporting
- No reconciliation needed because of one universal journal entry that provides a single source of the truth
- Continuous, self-auditing tax monitoring processes
- Faster, efficient, and compliant close process
- Real-time consolidation enabled by instant data access from integrating transaction and master data
- Transformed board room experience with real-time business intelligence, ad hoc reporting at a granular level, and what-if analysis to make decisions

Read the whitepaper »
### Traditional Scenario:

- Inconsistency of interactions with customers across business
- Manual, time-consuming and effort-intensive processes
- Highly technical custom efforts for building and maintaining interfaces to external agencies
- Disjointed manual handling, which drives up DSO and puts customer relationships at risk
- Inconsistent account prioritization; labor-intensive and long cycles; high costs of collection; increased bad debt risk
- Manual, costly, and time consuming billing processes
- Increased rate of accounting and settlement errors
- Significant manual and error-prone effort required to process payments and handle exceptions
- Rule-based approaches decline in effectiveness over time

### The New World With SAP:

- Multichannel, role-based access to accurate, real-time information on products, pricing, customers, and contracts
- Event-triggered execution and full automation of creditworthiness assessment
- Seamlessly integrate to external credit agencies to incorporate external credit rating information
- Disjointed manual handling, which drives up DSO and puts customer relationships at risk
- Inconsistent account prioritization; labor-intensive and long cycles; high costs of collection; increased bad debt risk
- Significant manual and error-prone effort required to process payments and handle exceptions
- Rule-based approaches decline in effectiveness over time

### Example

- Empowered customers with a payment portal and e-billing
- Real-time access to all transactional details
- High processing speed for digital businesses
- Standardized processes that scale according to business needs
- Centralized information repository for root cause analysis of disputes
- Immediate visibility of customer account and status across the company
- Smarter automation and collaboration for cash collection
- Next-generation intelligent invoice-matching powered by machine learning
- Ability to capture much richer detail of customer- and country-specific behavior without the costs of manually defining detailed rules.
Objectives
- Reliable financial data to drive business decisions
- Ease and consistency of business tasks with systems that are user friendly
- More-efficient management through standardized information
- System configuration and standard processes that can scale with a growing business

Why SAP
- Proven success of SAP® solutions globally, locally, and among industry peers
- SAP S/4HANA® to simplify the IT landscape, increase efficiency, and enable active planning, simulations, and decisions based on real-time data

Resolution
Worked with SAP partner LG CNS to deploy SAP S/4HANA

Benefits
- Strengthened claim and obligation management and automated settlement processing
- Accelerated the processing of expense accounting and improved efficiencies in electronic payments
- Provided a user-friendly personnel, time card, and compensation management system, increasing the efficiency of employees and managers
- Increased standardization across IT systems and secured operational stability through better monitoring

"In our business there is no room for error. When using our apps, vendors and customers need to be sure that their orders are processed correctly and payments are fast and accurate. With SAP S/4HANA, we can handle transactions automatically and securely – and we can continue to do so as the business grows."

Hyunjun Yoon, COO, Woowa Brothers Corp

Company
Woowa Brothers Corp

Headquarters
Seoul, South Korea

Industry
Professional services – food tech

Products and Services
Mobile apps

Employees
343

Revenue
US$43.8 million (2015)

Web Site
www.woowahan.com

Partner
LG CNS
www.lgcns.com

CUSTOMER REFERENCE

6.3 million
Transactions processed automatically in the first seven months

7 days
For account closing – down from 20 days

0 errors
In vendor receipts, thanks to automated reimbursements

Real-time
Fund balance through the daily-balance closure system
OPTIMIZE SOURCING AND PROCUREMENT:

Reduce Procurement Function Cost

Procurement function cost includes all sourcing and procurement related costs such as:

- Cost of sourcing and procurement staff (headcount costs)
- External costs (for companies providing procurement-related goods/services to support the sourcing and procurement process)
- Technology spend and all other sourcing and procurement organization related costs

### Value Driver:

- **Reduce Procurement Function Costs**

#### Purchase Requisition Creation
- 99% Purchase requisitions automatically created »
- 131 Manual changes on purchase requisitions »

#### Purchase Order Creation
- 9,854 Manual changes on purchase orders »
- 0 days Lead time: Purchase requisition creation to PO »
- 42% PO’s automatically created »

#### Posting Goods Receipts
- 31 days Lead time: Purchase order creation to goods receipt »

### How SAP helps:

- **Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.**
- **All innovation recommendations »**

- **Requirements Processing »**
- **Central Requisitioning »**
- **Purchase Order Processing »**
- **Central Purchasing »**
- **Purchase Contract Management »**
- **Central Purchase Contract Processing »**
- **Real-Time Reporting and Monitoring »**

---

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC

57
Purchase requisitions automatically created

Findings and Benchmark
What we measured

99%
Purchase requisitions automatically created

Share of purchase requisitions created last week by system/communication users or were created via SAP APO, MRP, the sales or production module.

Learn more »

Consumer Products Industry Benchmark*

<table>
<thead>
<tr>
<th>Benchmark</th>
<th>Your Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top 25%</td>
<td>99%</td>
</tr>
<tr>
<td>98%</td>
<td></td>
</tr>
<tr>
<td>67%</td>
<td></td>
</tr>
</tbody>
</table>

* Data from SAP customers using automation

Details
What we measured

Top 5 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Total Items</th>
<th>Automation Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>F32 Factory China II</td>
<td>577</td>
<td>100%</td>
</tr>
<tr>
<td>F38 Factory Norway</td>
<td>180</td>
<td>95%</td>
</tr>
<tr>
<td>F41 Factory Korea</td>
<td>79</td>
<td>0%</td>
</tr>
<tr>
<td>F02 Factory Germany II</td>
<td>13</td>
<td>100%</td>
</tr>
<tr>
<td>F40 Factory Japan</td>
<td>11</td>
<td>100%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:
- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Unnecessary high manual workload
- Higher procurement operations costs

Learn more »

Back to Overview »
### Manual changes on purchase requisitions

#### Findings and Benchmark
What we measured

131 changes

Manual changes on purchase requisitions

*Absolute number of changes on purchase requisitions made by dialog users within the last 7 days.*

*Learn more →*

#### Details
What we measured

**Top 5 Plants:**

<table>
<thead>
<tr>
<th>Plant</th>
<th>Changes</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F38 Factory Norway</td>
<td>51</td>
<td>39%</td>
</tr>
<tr>
<td>F05 Factory India</td>
<td>38</td>
<td>29%</td>
</tr>
<tr>
<td>F39 Factory CIS</td>
<td>12</td>
<td>9%</td>
</tr>
<tr>
<td>F22 Factory Brazil II</td>
<td>10</td>
<td>8%</td>
</tr>
<tr>
<td>F40 Factory Japan</td>
<td>5</td>
<td>4%</td>
</tr>
</tbody>
</table>

**Consumer Products Industry Benchmark:**

- Your Company: 131 changes
- Before 25%: 2,915
- 25% to 75%: 869
- Top 25%: 107

#### Implication
Understand the problem

**Possible Root Causes:**

- Missing or inaccurate master data
- Low trust on system-based planning data
- Missing or wrong configuration

**Possible Business Impact:**

- Low reliability of Material Requirements Planning
- Unnecessary high manual workload
- Higher procurement operations costs
- Delays in subsequent supply chain processes (production, sales replenishment)
Manual changes on purchase orders

Findings and Benchmark
What we measured

9,854 changes
Manual changes on purchase orders

Absolute number of changes on purchase orders made by dialog users within the last 7 days. Learn more »

Top 5 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Changes</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F27 Factory I</td>
<td>1,359</td>
<td>14%</td>
</tr>
<tr>
<td>F28 Factory II</td>
<td>685</td>
<td>7%</td>
</tr>
<tr>
<td>F29 Factory III</td>
<td>612</td>
<td>6%</td>
</tr>
<tr>
<td>F30 Factory IV</td>
<td>598</td>
<td>6%</td>
</tr>
<tr>
<td>F31 Factory V</td>
<td>514</td>
<td>5%</td>
</tr>
</tbody>
</table>

Consumer Products Industry Benchmark:

<table>
<thead>
<tr>
<th>749</th>
<th>1,967</th>
<th>7,835</th>
</tr>
</thead>
<tbody>
<tr>
<td>25%</td>
<td>50%</td>
<td>75%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Low trust on system-based planning data
- Missing or wrong configuration

Possible Business Impact:
- Low reliability of Material Requirements Planning
- Unnecessary high manual workload
- Higher procurement operations costs
- Delays in subsequent supply chain processes (production, sales replenishment)
### Lead time: Purchase requisition creation to PO

#### Findings and Benchmark

**What we measured**

0 days

**Lead time: Purchase requisition creation to PO**

Duration (in days) between purchase requisition creation and purchase order creation for purchase orders that were created last week.

*Learn more →*

#### Consumer Products Industry Benchmark:

<table>
<thead>
<tr>
<th>Benchmark</th>
<th>0 days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Your Company</td>
<td></td>
</tr>
</tbody>
</table>

#### Implication

Understand the problem

- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Higher procurement operations costs
- Delays in subsequent supply chain processes (production, sales replenishment)

#### Possible Root Causes:

- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

#### Possible Business Impact:

- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Higher procurement operations costs
- Delays in subsequent supply chain processes (production, sales replenishment)

#### Top 5 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Total Items</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>F41 Factory Korea</td>
<td>79</td>
<td>0</td>
</tr>
<tr>
<td>F38 Factory Norway</td>
<td>17</td>
<td>0</td>
</tr>
<tr>
<td>F02 Factory Germany II</td>
<td>14</td>
<td>0</td>
</tr>
<tr>
<td>F32 Factory China II</td>
<td>11</td>
<td>0</td>
</tr>
<tr>
<td>F39 Factory CIS</td>
<td>9</td>
<td>0</td>
</tr>
</tbody>
</table>
**PO's automatically created**

**Findings and Benchmark**
What we measured

42%

**PO's automatically created**

Share of purchase order items created last week by system/communication users or created via interface, BAPI call.

*Learn more →*

**Details**
What we measured

**Top 5 Plants:**

<table>
<thead>
<tr>
<th>Plant</th>
<th>Total Items</th>
<th>Automation Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>F27 Factory France I</td>
<td>1.247</td>
<td>100%</td>
</tr>
<tr>
<td>F20 Factory Mexico</td>
<td>1.107</td>
<td>52%</td>
</tr>
<tr>
<td>F32 Factory China II</td>
<td>618</td>
<td>93%</td>
</tr>
<tr>
<td>F33 Factory Brazil I</td>
<td>473</td>
<td>27%</td>
</tr>
<tr>
<td>F34 Factory Canada</td>
<td>446</td>
<td>67%</td>
</tr>
</tbody>
</table>

**Implication**
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:
- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Unnecessary high manual workload
- Higher procurement operations costs

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Lead time: Purchase order creation to goods receipt

Findings and Benchmark
What we measured

31 days
Lead time: Purchase order creation to goods receipt
Duration (in days) between purchase order creation and goods receipt posting for goods receipts that were posted last week.

Learn more »

Details
What we measured

Top 5 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Total Items</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>F35 Factory Australia</td>
<td>169</td>
<td>6</td>
</tr>
<tr>
<td>F30 Factory USA III</td>
<td>82</td>
<td>76</td>
</tr>
<tr>
<td>F36 Factory South Africa</td>
<td>51</td>
<td>125</td>
</tr>
<tr>
<td>F37 Factory France II</td>
<td>28</td>
<td>2</td>
</tr>
<tr>
<td>F27 Factory France I</td>
<td>27</td>
<td>1</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Missing or wrong configuration
- Unwanted manual interventions
- Bottlenecks/constraints on supplier-side

Possible Business Impact:
- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Higher procurement operations costs
- Delays in subsequent supply chain processes (production, sales replenishment)
**Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage**

The table below shows SAP S/4HANA 1909 business scenarios that are enhancing process areas which you are already running.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>YOUR CURRENT USAGE INTENSITY</th>
<th>BASED ON USAGE OF TRANSACTIONS*</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP FIORI APPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase Order Processing</td>
<td>★★★</td>
<td>13</td>
<td>★★★★</td>
<td>📈</td>
<td>😡</td>
</tr>
<tr>
<td>Purchase Contract Management</td>
<td>★★★</td>
<td>13</td>
<td>★★★★</td>
<td>📈</td>
<td>😡</td>
</tr>
<tr>
<td>Invoice Processing</td>
<td>★★★</td>
<td>8</td>
<td>★★★★</td>
<td>📈</td>
<td>😡</td>
</tr>
<tr>
<td>Real-Time Reporting and Monitoring</td>
<td>★★★</td>
<td>6</td>
<td>★★★★</td>
<td>📈</td>
<td>😡</td>
</tr>
<tr>
<td>Spend Visibility</td>
<td>★★★</td>
<td>3</td>
<td>★★★★</td>
<td>📈</td>
<td>😡</td>
</tr>
<tr>
<td>Requirements Processing</td>
<td>★★★</td>
<td>2</td>
<td>★★★★</td>
<td>📈</td>
<td>😡</td>
</tr>
</tbody>
</table>

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions.
### Additional SAP S/4HANA Business Scenarios*

The table below shows additional SAP S/4HANA 1909 business scenarios you could benefit from.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP Fiori Apps</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self-Service Requisitioning</td>
<td>★ ★ ★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Central Purchase Contract Processing</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Central Purchasing</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Central Purchasing Analytics</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Central Requisitioning</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Classification and Segmentation</td>
<td>New</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.
Purchase Order Processing

Business Scenario Description

Simplify buying with one-stop purchase order processing. Streamline the buying process with one integrated solution to manually and automatically create, display, change, and process purchase orders.

Value Drivers

- **Reduce procurement function costs**
  Transfer sourcing and contracts through your system with increased automation and reduce buyer and supplier time-consuming, manual activities.

- **Reduce purchase order error rate**
  Create procurement documents through integration.

- **Improve operational procurement Full-Time Equivalents (FTE) productivity**
  Transfer sourcing and contracts to your system & reducing buyer and supplier time-consuming, manual activities.

What’s new in SAP S/4HANA

- **Direct material procurement**
  The procurement of direct materials is automated and integrated directly with Material Requirements Planning (MRP) runs.

- **Automated purchase order processing**
  With SAP S/4HANA, you can now automatically create, display, change, and process purchase orders.

- **Proactive alerts to reduce purchase order errors**
  Proactive alerts like processing supplier confirmations, acknowledgements, and shipping notifications help you to reduce errors.

NEW with SAP S/4HANA 1909: Intelligent approval workflow is now available.
**Business Scenario Description**

Maximize savings and compliance by optimizing procurement contract management with SAP S/4HANA. Create, renew, and monitor procurement contracts with real-time data augmented by machine-learning-enabled model.

- **Value Drivers**
  - Improve cycle time for new contract creation
    Create, renew and monitor procurement contracts with real-time data augmented by machine-learning-enabled model.
  - Reduce procurement function costs
    Leverage pre-negotiated discount terms automatically across the organization.
  - Reduce maverick spend
    Enhance ability to find contracts and apply them across the organization.

**What’s new in SAP S/4HANA**

- **Machine learning - contract management innovation**
  Create, renew, and monitor procurement contracts with real-time data augmented by machine-learning.

- **System lead collaboration and central sourcing**
  Collaborate internally with peers and partners for contract creation using the system itself using SAP CoPilot.
  NEW with SAP S/4HANA 1909: The central sourcing functionality is now newly available.

- **Strengthen compliance**
  This functionality includes a visibility into information about contract utilization and validity for compliance.
  NEW with SAP S/4HANA 1909: A blockchain-verified RFQ (request for quotation) processing is now available.

**Further Information**

Details

- Business scenario details »
- Related SAP Fiori apps »
Business Scenario Description

Improve the invoice processing lifecycle with higher transparency and pace. Gain more transparency and control assisted by a predictive engine based on machine learning algorithms.

Value Drivers

- **Improve invoice error reduction**
  Increase transparency and control throughout the invoice processing lifecycle, including monitoring invoices blocked for payment assisted by a predictive engine.

- **Improve accounts payable (Full-Time Equivalents)**
  FTE productivity
  Provide more transparency and centralizing the recording and management of all accounts payable data.

What’s new in SAP S/4HANA

- **Machine learning to monitor blocked invoices**
  Monitoring invoices blocked for payment is now assisted by a predictive engine based on machine learning algorithms.

- **System invoice matching**
  Increase the process speed with matching invoice data against predecessor documents and verify that all legally binding information is included.

Further Information

Details

- **Business scenario details »**
- **Related SAP Fiori apps »**

Additional SAP products

- **SAP Predictive Analytics »**
Real-Time Reporting and Monitoring

Business Scenario Description

Gain granular insights with reporting and monitoring of real-time transactional data with SAP S/4HANA. Respond to exceptions in a timely manner by monitoring transactional data through real-time reporting.

Value Drivers

- **Increase sourcing savings**
  Leverage better spend management

- **Reduce maverick spend - overall**
  Increase visibility of transactions, improve monitoring and controlling

- **Reduce procurement function cost**
  Leverage reporting for better monitoring and process control

What’s new in SAP S/4HANA

- **Role based key performance indicators**
  Gain comprehensive information on procurement processes at a glance with role-based KPIs, visualizations, and detailed operational reports.

- **Real-time reporting and exceptions handling**
  Respond to exceptions in a timely manner by monitoring transactional data through real-time reporting. Increase reliability of information using data from real-time reporting and monitoring.

Further Information

Details

Business scenario details »
Related SAP Fiori apps »
Next Generation SAP Business Scenario Recommendations

SAP Fiori apps »
Details »
Related
SAP Fiori apps »

Business Scenario Description
Gain real-time spend visibility across the organization using SAP S/4HANA. Gain insight into organizational-wide spend by aggregating and analyzing real-time spend data from different locations and business units.

Value Drivers
- Reduce procurement function costs
  Aggregate and analyze real-time spend data
- Reduce maverick spend
  Increase visibility of transactions

What’s new in SAP S/4HANA
- Real-time spend visibility
  Gain insight into organizational-wide spend by aggregating and analyzing real-time spend from different locations stored in a centralized system.
- Tailored business reports
  Visualize and access up-to-date and reliable spend data through KPIs and reports tailored to business roles.
- Identify cost savings
  Identify and act on cost savings based on clear spend visibility.

Further Information
Details

Requirements Processing

Business Scenario Description

Handle a high variety of purchase requirements fast and efficiently. Streamline purchasing processes. Enable users to bundle demands, automate sourcing, and order processing accelerate approval and release.

Value Drivers

- **Increase annual savings - total spend**
  Leverage better spend management
- **Reduce procurement function costs**
  Increase automation of purchasing demands and of additional supporting functions
- **Improve operational procurement Full-Time Equivalents (FTE) productivity**
  Leverage high automation

What’s new in SAP S/4HANA

- **Streamline purchasing processes**
  Enable users to bundle demands, automate sourcing, and order processing and make approval and release procedures easier.
- **Increase automation**
  Increase automation of purchasing demands and of additional supporting functions.
- **Embedded analytics**
  The new functionality embedded analytics ensures the best available sources of supply.

Further Information

Details

- Business scenario details »
- Related SAP Fiori apps »
**Self-Service Requisitioning**

**Business Scenario Description**

Give employees self-service requisition capabilities to manage their own orders using SAP S/4HANA. Simplify purchasing for casual users and employees using efficient self-service requisitioning.

★ ★ ★

Industry popularity

**Value Drivers**

- **Improve sourcing savings**
  - Increase automation and better spot purchases
- **Improve operational procurement Full-Time Equivalents (FTE) productivity**
  - Leverage self-service requisitioning through an open catalog interface
- **Improve user compliance**
  - Leverage self-service requisitioning through an open catalog interface

**What’s new in SAP S/4HANA**

- **Simplified purchasing**
  - Using efficient self-service requisitioning you can simplify purchasing for casual users and employees.
- **Enable employees with more options**
  - Enable employees to purchase goods and services directly, following purchasing policies and pricing agreements and using preferred suppliers.
- **Catalog driven pricing**
  - Automate and control purchasing using catalog-driven pricing, contract logic, and an approval workflow.

**Further Information**

- **Details**
  - Business scenario details »
  - Related SAP Fiori apps »
  - SAP Ariba guided buying »

- **Additional SAP products**
  - SAP Ariba guided buying »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Central Purchase Contract Processing

Business Scenario Description

Initiate and manage purchase contracts across multiple business units centrally. Negotiate contracts centrally to global longer-term agreements among purchasing organizations and suppliers.

Value Drivers

- Improve operational procurement Full-Time Equivalents (FTE) productivity
- Manage predefined terms and conditions
- Enable fragmented purchasers
- Improve operational procurement Full-Time Equivalents (FTE) productivity
- Manage predefined terms and conditions
- Enable fragmented purchasers

What’s new in SAP S/4HANA

- Central contracts negotiation
  Negotiate contracts centrally to global longer-term agreements with purchasing organizations and suppliers.
- Manage predefined terms and conditions
  Manage the supply of materials or services following predefined terms and conditions.
- Enable fragmented purchasers
  Enable company purchasers from different locations to take advantage of negotiated terms and conditions.

Further Information

Details

- Business scenario details »
- Related SAP Fiori apps »
- Centr. purchase contracts »

Demo

Back to innovation overview »
Central Purchasing

Business Scenario Description

Initiate and manage purchase orders across multiple business units centrally. Display purchase orders / requisition details from backend systems in central work lists. Centralize or localize approval.

Value Drivers

- **Increase supplier discounts captured**
  Increase buying power by bundling purchase requirements across the organization
- **Reduce procurement function cost**
  Support the global purchasing with a centralized and optimized process

Further Information

- **Details**
  - Business scenario details »
  - Related SAP Fiori apps »
  - Central purchasing »
- **Demo**

What’s new in SAP S/4HANA

- **Manage purchase orders centrally with SAP S/4HANA**
  With SAP S/4HANA it is now possible to manage purchase orders centrally across multiple back-end systems.
- **Centralized purchase orders approval**
  There are more options for the approval of purchase orders available. A centralized or localized approval of purchase orders can be chosen, dependent on what fits better and is more efficient.
Central Purchasing Analytics

**Business Scenario Description**

Increase efficiency with a holistic view of global spending in SAP S/4HANA. Central purchasing analytics involves real-time monitoring and analysis of purchasing across business units and geographies.

**Value Drivers**

- **Increase annual savings - total spend**
  Analyze spend holistically across the organization

- **Improve supplier compliance (spend management)**
  Gain access to data on the supplier level

**What’s new in SAP S/4HANA**

- **Real-time monitor central purchasing documents**
  Analyze and monitor central purchasing documents, such as central purchase contracts and central purchase orders in real-time.

- **Global spend visibility**
  Get transparency about the global spend across your organization.

- **Material price variances**
  Provide the capability to check material price variances in purchase orders.

---

**Further Information**

**Details**

- Business scenario details »
- Related SAP Fiori apps »

**Additional SAP products**

- SAP Corporate Spend Man. »
Central Requisitioning

Business Scenario Description

Simplify requisitioning and reduce TCO by consolidating employee users in a central SAP S/4HANA system. Reduce TCO by setting up one central approval workflow using SAP S/4HANA.

Value Drivers

- **Reduce procurement function cost**
  Implement a global requisitioning process and reduce workflow and approval efforts
- **Improve operational procurement Full-Time Equivalents (FTE) productivity**
  Provide one central access to all catalogs
- **Improve user compliance**
  Leverage central requisition platform using guided buying

What’s new in SAP S/4HANA

- **Central Approval workflow**
  There is a central approval workflow now available instead of multiple approvals in each back-end system using our next-generation, on-premise suite, SAP S/4HANA.
- **Innovative user experience**
  By offering an innovative, simple user experience end-user adoption and acceptance can be increased.
- **Central catalog access**
  Increase catalog usage by offering one central catalog access across all available catalogs.

Further Information

- **Details**
  Business scenario details »
  Related SAP Fiori apps »
  Central purchase req. »
  SAP Ariba guided buying »

- **Demo**

- **Additional SAP products**

Back to innovation overview »
### Classification and Segmentation

#### Business Scenario Description

Classify and segment suppliers for increased transparency and insight. Gain visibility to determine the right mix of suppliers, best serve your business objectives, and reduce your overall supply risk.

- **New**
  - Industry popularity

#### Value Drivers

- Increase sourcing savings by enhanced supplier visibility
  - Segment suppliers across spend categories and increase transparency
- Reduce compliance & risk management costs
  - Easily identify high-risk vendors in your supply base
- Improve supplier compliance
  - Route spend decisions to pre-selected supplier groups

### What’s new in SAP S/4HANA

- **Supplier visibility**
  - Gain visibility to determine the right mix of suppliers and reduce your overall supply risk.
- **Multi-criteria classification**
  - Classify and segment your suppliers using multiple criteria to flexibly identify and search vendors.
- **Portfolio-level view of supplier relationships**
  - Define and monitor relevant sourcing strategies through a portfolio-level view of supplier relationships.
  - **NEW with SAP S/4HANA 1909**: The prediction of a delivery date for purchase order items is now available.
Reimagine Strategic Procurement

Traditional Scenario:

- Multiple disconnected data sources
- Disparate and disconnected data sources, and inability to extract meaningful insights
- Manual identification of sources of supply
- Manual and time-intensive supplier discovery and qualification process
- E-mail-based collaboration and manual evaluation of supplier responses
- Inefficient bid management with RFx coordination through e-mails; limited buyer-supplier collaboration; and manual processing and analysis of supplier responses
- Mismanaged and misplaced paper-based contracts
- Manual authoring, longer cycle times, and high legal costs

The New World With SAP:

- **Increased Visibility Into Internal And External Data**
  - 360-degree view of spend and supplier and market data through business network integration
- **Automated Supplier Evaluation And Qualification**
  - Access to global supplier pool with visibility into preferred and qualified sources
  - Embedded capabilities to view additional supplier data for a better informed decision
- **Streamlined, Tool-Based Bid Management Process**
  - Comprehensive RFx management with reverse- and forward-auction capabilities that enables value-optimized cost savings and faster sourcing cycle
- **Automated Contract Collaboration And Compliance**
  - Contract lifecycle management capabilities including authoring, negotiation, execution and digital signature

Read the whitepaper »
**Partner**
Convergent IS

**Headquarters**
Calgary, Canada

**Industry**
Professional services

**Products and Services**
User experience and mobile solutions for enterprises

**Employees**
30

**Web Site**
www.convergentis.com

**Objectives**
- Support 200% annual growth as international business expands with multiple currencies and foreign exchange risk
- Create the framework to support a new professional services business line
- Manage business processes like financial close, invoicing, and supply chain

**Resolution**
- Moved to a digital business foundation, with SAP S/4HANA® providing the business with a single source of truth
- Rolled out the SAP Fiori® user experience (UX) to support critical business processes
- Used the Build tool to help project teams collaborate with business users and create prototypes of enterprise applications with real data

**Benefits**
- Gave the sales team insight into account-specific net margins
- Tracked hours in real time for accurate invoices and project margin analysis
- Improved business asset visibility for informed investment decisions
- Trained new employees with a simple and personalized user experience
- Eliminated business requirement documents and improved the accuracy of application development
- Helped ensure that enterprise applications meet business user needs by allowing them to give detailed feedback early and frequently in the development process for Customer solution to further enhance the ability to respond rapidly to changing business needs

"Using SAP S/4HANA is like going from a tricycle for small-business accounting software to a race car. It has enabled Convergent to continue our fast-paced growth and simplified our business processes tremendously."
Shaun Syvertsen, Managing Partner, Convergent IS

**48%**
Reduction in days sales outstanding

**20%**
Improvement in productivity for sales order processing

**12%**
Improvement in vendor spend management compliance

**2 days**
Average time to invoice (down from 8)
OPTIMIZE SALES:

**Improve On-Time Delivery Performance**
- On-time delivery performance is the percentage of orders that are fulfilled on or before the customer’s requested date. Delivery measurements are based on the date a complete order is shipped or the ship-to-date of a complete order.
- A complete order has all items on the order delivered in the quantities requested. An order must be complete to be considered fulfilled. Multiple line items on a single order with different planned delivery dates constitute multiple orders, and multiple planned delivery dates on a single line item also constitute multiple orders.
- On-time delivery performance is calculated as: \( \frac{\text{Total number of orders delivered in full and on-time to the customer’s request date}}{\text{Total number of orders received}} \times 100 \)

**Increase Sales Force Efficiency**
- Sales force efficiency measures the ratio of the cost of ‘sales full time equivalent employees’ and revenue.
- Sales force efficiency is calculated as: \( \frac{\text{Sales FTE Cost}}{\text{Revenue}} \times 100 \)

**Reduce Complaints And Return Costs**
- This value driver focuses on the management of complaints and returns.
- The goal is to reduce overall return costs in both frequency of returns and costs per return. This covers the logistics part of returns as well as managing complaints and analytics options to improve overall customer satisfaction.
- Related process performance indicators are e.g. the number of sales order items that are rejected, the number of return order items and credit memo requests created.
Sales: Your Current Process Performance in SAP ERP System “PRD”

Value Drivers:

**Improve On-Time Delivery Performance**
- 6.714: Sales schedule lines could not be confirmed for the requested delivery date

**Increase Sales Force Efficiency**
- 9.916: Manual price condition changes on sales orders
- 3.942: Missing fields in incomplete orders
- 3.579: Rejected sales order items

How SAP helps:

Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.

- Sales Monitoring and Analytics
- Sales Order Mgmt. & Processing
- Inventory Analytics and Control
- Delivery Management
- Advanced Available to Promise
- Price Management
- Transportation Management

FINDINGS

INTRODUCTION

REDUCE COMPLAINTS AND RETURN COSTS

RECOMMENDATIONS

DETAILS

**FINDINGS**

*IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY*

**RECOMMENDATIONS**

**DETAILS**

**INTRODUCTION**

**FINANCE**

**SOURCING AND PROCUREMENT**

**MANUFACTURING**

**ASSET MANAGEMENT**

**NEXT STEPS**

NEXT GENERATION SAP BUSINESS SCENARIO RECOMMENDATIONS

Sample Customer System: PRD

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Sales: Your Current Process Performance in SAP ERP System “PRD”

Value Driver:

Reduce Complaints And Return Costs

Sales Order Rejections
- 3.579 Sales order items rejected
- 1 Sales order items deleted

Sales Order Returns
- 950 Return order items created
- 115 Open return orders

Credit Memos
- 491 Credit memo request created
- 1.187 Credit memos created

Customer Complaint Management
- 9.155 QM notifications pending
- 12.835 QM notifications open & overdue

How SAP helps:

Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.

All innovation recommendations

Claims, Returns, and Refund Management

Sales Order Management and Processing

Sales Billing

Complaints Mgmt.

Sales Monitoring and Analytics

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Sales schedule lines could not be confirmed for the requested delivery date

**Findings and Benchmark**

What we measured

6,714 items

Sales schedule lines could not be confirmed for the requested delivery date

Absolute number of sales schedule lines created within the last 30 days, which could not be confirmed for the desired delivery date and where only a date 3 days or later into the future could be confirmed.

Learn more »

**Consumer Products Industry Benchmark:**

Your Company: 6,714 items

**Details**

What we measured

**Top 5 ERP Sales Organizations:**

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRES MU Europe South</td>
<td>1,987</td>
<td>30%</td>
</tr>
<tr>
<td>SRCN MU China South</td>
<td>1,755</td>
<td>26%</td>
</tr>
<tr>
<td>SRLA MU Latin America</td>
<td>641</td>
<td>10%</td>
</tr>
<tr>
<td>SRU1 MU US South-East</td>
<td>555</td>
<td>8%</td>
</tr>
<tr>
<td>SRCE MU China East</td>
<td>187</td>
<td>3%</td>
</tr>
</tbody>
</table>

**Implication**

Understand the problem

**Possible Root Causes:**

- Missing information in sales orders
- Materials are not available
- Missing or inaccurate master data

**Possible Business Impact:**

- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Delayed delivery to customers
- Decrease in customer satisfaction
Manual price condition changes on sales orders

Findings and Benchmark
What we measured

9.916 changes
Manual price condition changes on sales orders

Absolute number of price condition changes made on sales orders by dialog users within the last 7 days.

Learn more »

Top 5 ERP Sales Organizations:

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Changes</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRCN MU China South</td>
<td>7,930</td>
<td>80%</td>
</tr>
<tr>
<td>SRES MU Europe South</td>
<td>132</td>
<td>1%</td>
</tr>
<tr>
<td>SRNA MU North Africa</td>
<td>99</td>
<td>1%</td>
</tr>
<tr>
<td>SRU3 MU US North-East</td>
<td>81</td>
<td>1%</td>
</tr>
<tr>
<td>SRLA MU Latin America</td>
<td>70</td>
<td>1%</td>
</tr>
</tbody>
</table>

Possible Root Causes:
- Missing or inaccurate master data
- Missing or wrong configuration

Possible Business Impact:
- Higher sales operations costs
- Inaccurate pricing
- Delayed delivery to customers
- Decrease in customer satisfaction

Implication
Understand the problem

Details
What we measured

Consumer Products Industry Benchmark:

- Your Company: 9.916 changes
Missing fields in incomplete orders

Findings and Benchmark
What we measured

3.942 entries
Missing fields in incomplete orders

Absolute number of missing fields in incomplete sales orders, which were created more than 3 days ago.

Learn more »

Details
What we measured

Aging Distribution:

<table>
<thead>
<tr>
<th>Aging Distribution</th>
<th>0-3 months old</th>
<th>3-6 months old</th>
<th>6-12 months old</th>
<th>1-3 years old</th>
<th>3+ years old</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>691</td>
<td>300</td>
<td>17</td>
<td>380</td>
<td>2,554</td>
</tr>
<tr>
<td>Percent</td>
<td>18%</td>
<td>8%</td>
<td>0%</td>
<td>10%</td>
<td>65%</td>
</tr>
</tbody>
</table>

Top 5 ERP Sales Organizations:

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Entries</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRES MU Europe South</td>
<td>942</td>
<td>24%</td>
</tr>
<tr>
<td>SRLA MU Latin America</td>
<td>452</td>
<td>11%</td>
</tr>
<tr>
<td>SRAS MU Africa South</td>
<td>214</td>
<td>5%</td>
</tr>
<tr>
<td>SRAE MU Asia East</td>
<td>99</td>
<td>3%</td>
</tr>
<tr>
<td>SRCN MU China South</td>
<td>85</td>
<td>2%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Missing or wrong configuration

Possible Business Impact:
- Unnecessary high manual workload
- Higher sales operations costs
- Inaccurate pricing
- Delayed delivery to customers

Consumer Products Industry Benchmark:

Your Company 3.942 entries

Benchmark

106 39 14

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC

NEXT
Rejected sales order items

Findings and Benchmark
What we measured

3.579 items
Rejected sales order items

Absolute number of rejected sales order items within the last 30 days.
Learn more »

Details
What we measured

Top 5 ERP Sales Organizations:

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRCN MU China South</td>
<td>1,852</td>
<td>52%</td>
</tr>
<tr>
<td>SRNA MU North Africa</td>
<td>357</td>
<td>10%</td>
</tr>
<tr>
<td>SRES MU Europe South</td>
<td>218</td>
<td>6%</td>
</tr>
<tr>
<td>SREC MU Europe Central</td>
<td>74</td>
<td>2%</td>
</tr>
<tr>
<td>SRU1 MU US South-East</td>
<td>12</td>
<td>0%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Desired delivery date cannot be met
- Inaccurate pricing
- Order entry errors

Possible Business Impact:
- Unnecessary high manual workload
- Higher sales operations costs
- Decrease in customer satisfaction

Consumer Products Industry Benchmark:

<table>
<thead>
<tr>
<th>Benchmark</th>
<th>Your Company</th>
<th>3.579 items</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>7.202</td>
<td>1.042</td>
</tr>
<tr>
<td>top 25%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>bottom 25%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Lead time: Order item creation to delivery creation

Findings and Benchmark
What we measured

125 hours
Lead time: Order item creation to delivery creation
Duration (in hours) between sales order item creation and outbound delivery creation for deliveries that were created last week.

Learn more »

Details
What we measured

Top 5 ERP Sales Organizations:

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Total Items</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRNA MU North Africa</td>
<td>5,854</td>
<td>37</td>
</tr>
<tr>
<td>SRCN MU China South</td>
<td>2,665</td>
<td>452</td>
</tr>
<tr>
<td>SREC MU Europe Central</td>
<td>2,000</td>
<td>20</td>
</tr>
<tr>
<td>SRME MU Middle East</td>
<td>707</td>
<td>14</td>
</tr>
<tr>
<td>SRU1 MU US South-East</td>
<td>533</td>
<td>63</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing information in sales orders
- Missing or inaccurate master data
- Slow warehouse operation tasks
- Unwanted manual interventions in sales process

Possible Business Impact:
- Delayed delivery to customers
- Decrease in customer satisfaction

Consumer Products Industry Benchmark:

- Your Company: 125 hours
- Top 25%
- Bottom 25%
Deliveries automatically created

Findings and Benchmark
What we measured

33%
Deliveries automatically created

Share of outbound deliveries created last week by system/communication users or via transaction code VA01/VA02.

Learn more »

Details
What we measured

Top 5 ERP Sales Organizations:

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Total Items</th>
<th>Automation Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRNA MU North Africa</td>
<td>3,520</td>
<td>77%</td>
</tr>
<tr>
<td>SREC MU Europe Central</td>
<td>1,221</td>
<td>64%</td>
</tr>
<tr>
<td>SROC MU Oceania</td>
<td>787</td>
<td>52%</td>
</tr>
<tr>
<td>SRU1 MU US South-East</td>
<td>717</td>
<td>56%</td>
</tr>
<tr>
<td>SRCN MU China South</td>
<td>552</td>
<td>56%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:
- Unnecessary high manual workload
- Higher shipment operations costs
- Delayed delivery to customers

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
FINDINGS

Findings and Benchmark
What we measured

7 hours

Lead time: Delivery creation to goods issue

Duration (in hours) between outbound delivery creation and posting the goods issue for goods issues that were posted last week.

Learn more »

Details
What we measured

Top 5 ERP Sales Organizations:

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Total Items</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRNA MU North Africa</td>
<td>2,022</td>
<td>1</td>
</tr>
<tr>
<td>SREC MU Europe Central</td>
<td>888</td>
<td>1</td>
</tr>
<tr>
<td>SRCN MU China South</td>
<td>526</td>
<td>2</td>
</tr>
<tr>
<td>SROC MU Oceania</td>
<td>469</td>
<td>0</td>
</tr>
<tr>
<td>SRME MU Middle East</td>
<td>468</td>
<td>0</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Materials are not available in storage bins
- Missing or inaccurate master data
- Missing information in deliveries
- Slow warehouse operation tasks

Possible Business Impact:
- Delayed delivery to customers
- Decrease in customer satisfaction

Back to Overview »
Sales order items deleted

Findings and Benchmark
What we measured

1 items
Sales order items deleted

Absolute number of sales order items deleted within the last 30 days.

Learn more »

Consumer Products Industry Benchmark:

Top 1 ERP Sales Organization:

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRCN MU China South</td>
<td>1</td>
<td>100%</td>
</tr>
</tbody>
</table>

Details
What we measured

Implication
Understand the problem

Possible Root Causes:
- Desired delivery date cannot be met
- Inaccurate pricing
- Order entry errors

Possible Business Impact:
- Decrease in customer satisfaction
- Unnecessary high manual workload
- Higher sales operations costs
- Inaccurate pricing
## Return order items created

### Findings and Benchmark

**What we measured**

**950 items**

Return order items created

*Absolute number of return order items created within the last 30 days.*

*Learn more »*

### Details

**What we measured**

**Top 5 ERP Sales Organizations:**

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Items</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRNA MU North Africa</td>
<td>203</td>
<td>21%</td>
</tr>
<tr>
<td>SRU3 MU US North-East</td>
<td>168</td>
<td>18%</td>
</tr>
<tr>
<td>SRCN MU China South</td>
<td>104</td>
<td>11%</td>
</tr>
<tr>
<td>SREW MU Europe West</td>
<td>99</td>
<td>10%</td>
</tr>
<tr>
<td>SREE MU Europe East</td>
<td>80</td>
<td>8%</td>
</tr>
</tbody>
</table>

### Implication

**Understand the problem**

**Possible Root Causes:**
- Quality of products
- Wrong material delivered
- Order entry errors

**Possible Business Impact:**
- Decrease in customer satisfaction
- Unnecessary high manual workload
- Higher sales operations costs
- Inaccurate pricing

*Back to Overview »*
**Open return orders**

**Findings and Benchmark**

What we measured

**115 documents**

**Open return orders**

Absolute number of return orders with a delivery date in the past and no return delivery was created yet.

*Learn more »*

**Consumer Products Industry Benchmark:**

<table>
<thead>
<tr>
<th>Benchmark</th>
<th>Your Company</th>
<th>115 documents</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 months old</td>
<td>17</td>
<td>15%</td>
</tr>
<tr>
<td>3-6 months old</td>
<td>10</td>
<td>9%</td>
</tr>
<tr>
<td>6-12 months old</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>1-3 years old</td>
<td>3</td>
<td>3%</td>
</tr>
<tr>
<td>3+ years old</td>
<td>85</td>
<td>74%</td>
</tr>
</tbody>
</table>

**Possible Root Causes:**

- Missing information in return orders
- Materials are not available
- Missing or inaccurate master date

**Possible Business Impact:**

- Unnecessary high manual workload
- Higher sales operations costs
**Credit memo requests created**

**Findings and Benchmark**
What we measured

491 documents
Credit memo requests created

*Absolute number of credit memo requests created within the last 30 days.*

Learn more »

**Details**
What we measured

**Top 5 ERP Sales Organizations:**

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRNA MU North Africa</td>
<td>83</td>
<td>17%</td>
</tr>
<tr>
<td>SRAS MU Africa South</td>
<td>77</td>
<td>16%</td>
</tr>
<tr>
<td>SRJN MU Japan</td>
<td>69</td>
<td>14%</td>
</tr>
<tr>
<td>SRAE MU Asia East</td>
<td>61</td>
<td>12%</td>
</tr>
<tr>
<td>SRLA MU Latin America</td>
<td>30</td>
<td>6%</td>
</tr>
</tbody>
</table>

**Implication**
Understand the problem

Possible Root Causes:
- Quality of products
- Wrong material delivered
- Order entry errors
- Inaccurate pricing

Possible Business Impact:
- Decrease in customer satisfaction
- Unnecessary high manual workload
- Higher finance process operations costs

**Consumer Products Industry Benchmark:**

Your Company

2.552 495 108

Benchmark

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Credit memos created

**Findings and Benchmark**
What we measured

1.187 documents

Credit memos created

*Absolute number of credit memo items created within the last 30 days.*

Learn more »

**Details**
What we measured

**Top 5 ERP Sales Organizations:**

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRNA MU North Africa</td>
<td>275</td>
<td>23%</td>
</tr>
<tr>
<td>SRU3 MU US North-East</td>
<td>113</td>
<td>10%</td>
</tr>
<tr>
<td>SRAS MU Africa South</td>
<td>90</td>
<td>8%</td>
</tr>
<tr>
<td>SREC MU Europe Central</td>
<td>89</td>
<td>7%</td>
</tr>
<tr>
<td>SRJN MU Japan</td>
<td>84</td>
<td>7%</td>
</tr>
</tbody>
</table>

**Implication**
Understand the problem

**Possible Root Causes:**
- Quality of products
- Wrong material delivered
- Order entry errors
- Inaccurate master data

**Possible Business Impact:**
- Decrease in customer satisfaction
- Unnecessary high manual workload
- Higher finance process operations costs

**Consumer Products Industry Benchmark:**

- **Your Company:** 1.187 documents
- **Benchmark:**
  - 4.181
  - 594
  - 159

*Learn more*
**QM notifications pending**

**Findings and Benchmark**

**What we measured**

9.155 documents

QM notifications pending

*Absolute number of QM notifications not processed which were created 7 days or more.*

Learn more »

**Consumer Products Industry Benchmark:**

- **Your Company**
  - top 25%: 9.155 documents
  - 45,234 to 1.027

**Details**

**What we measured**

**Top 5 Plants:**

<table>
<thead>
<tr>
<th>Plant</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F39 Factory CIS</td>
<td>9,822</td>
<td>107%</td>
</tr>
<tr>
<td>F27 Factory France I</td>
<td>102</td>
<td>1%</td>
</tr>
<tr>
<td>F29 Factory Netherlands</td>
<td>54</td>
<td>1%</td>
</tr>
<tr>
<td>F44 Factory USA IV</td>
<td>45</td>
<td>0%</td>
</tr>
<tr>
<td>F43 Factory Indonesia</td>
<td>32</td>
<td>0%</td>
</tr>
</tbody>
</table>

**Implication**

Understand the problem

**Possible Root Causes:**

- Quality of products
- Inaccurate master data
- Possible delay in quality inspection

**Possible Business Impact:**

- Decrease in customer satisfaction
- Unnecessary high manual workload
- Possible delay of delivery to customers

- Back to Overview »
### QM notifications open & overdue

#### Findings and Benchmark

**What we measured**

- **12,835 documents**

QM notifications open & overdue

*Absolute number of QM notifications not completed where the required end date is more than 1 day in the past.*

*Learn more →*

#### Details

**What we measured**

**Top 5 Plants:**

<table>
<thead>
<tr>
<th>Plant</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F39 Factory CIS</td>
<td>10,122</td>
<td>79%</td>
</tr>
<tr>
<td>F44 Factory USA IV</td>
<td>151</td>
<td>1%</td>
</tr>
<tr>
<td>F29 Factory Netherlands</td>
<td>31</td>
<td>0%</td>
</tr>
<tr>
<td>F27 Factory France I</td>
<td>15</td>
<td>0%</td>
</tr>
<tr>
<td>F43 Factory Indonesia</td>
<td>4</td>
<td>0%</td>
</tr>
</tbody>
</table>

#### Implication

**Understand the problem**

**Possible Root Causes:**

- Quality of products
- Inaccurate master data
- Possible delay in quality inspection

**Possible Business Impact:**

- Decrease in customer satisfaction
- Unnecessary high manual workload
- Possible delay of delivery to customers

---

**Consumer Products Industry Benchmark:**

<table>
<thead>
<tr>
<th>Benchmark</th>
<th>Your Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>bottom 25%</td>
<td>33.798</td>
</tr>
<tr>
<td>middle 50%</td>
<td>9,434</td>
</tr>
<tr>
<td>top 25%</td>
<td>1,492</td>
</tr>
</tbody>
</table>

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC

96
### Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage

The table below shows SAP S/4HANA 1909 business scenarios that are enhancing process areas which you are already running.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>YOUR CURRENT USAGE INTENSITY</th>
<th>BASED ON USAGE OF TRANSACTIONS*</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP Fiori Apps</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Master Data Management</td>
<td>★★★</td>
<td>35</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Delivery Management</td>
<td>★★★</td>
<td>27</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Price Management</td>
<td>★★★</td>
<td>13</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Billing</td>
<td>★★★</td>
<td>10</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Monitoring and Analytics</td>
<td>★★★</td>
<td>4</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Order Management and Processing</td>
<td>★★★</td>
<td>20</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Quotation Management</td>
<td>★★★</td>
<td>5</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Contract Management</td>
<td>★★★</td>
<td>2</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Available to Promise</td>
<td>★★★</td>
<td>1</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Rebate Management</td>
<td>★★★</td>
<td>1</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Advanced Available to Promise</td>
<td>★★★</td>
<td>Usage of related application area</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transportation Management</td>
<td>★★★</td>
<td>Usage of related application area</td>
<td>New</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions.
### Additional SAP S/4HANA Business Scenarios

The table below shows additional SAP S/4HANA 1909 business scenarios you could benefit from.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP FIORI APPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Complaints Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Claims, Returns, and Refund Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Account and Contact Management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Activity Management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inventory Analytics and Control</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Opportunity Management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Lead Management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Solution Billing</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.
**Sales Master Data Management**

**Business Scenario Description**

Improve sales processes with accurate, structured, and accessible master data. Collect, analyze, organize, and deliver a single version of sales master data across the company.

Your usage intensity based on 35 used transactions »

Industry popularity ★ ★ ★

**Value Drivers**

- **Increase order management full-time equivalents (FTE) productivity**
  Reduce the time and effort associated with manual corrections.

- **Increase revenue from cross-sell/up-sell**
  Accurately target your marketing campaigns.

- **Increase sales force efficiency**
  Make better and more accurate sales data available anytime and anywhere.

**What’s new in SAP S/4HANA**

- **New user experience**
  New SAP Fiori apps have been made available to ensure a better user experience.

**Further Information**

Details »

- Business scenario details »
- Related SAP Fiori apps »

Additional SAP products »

- SAP Marketing Cloud SAP C/4HANA »

Back to innovation overview »
Delivery Management

Business Scenario Description

Deliver enhanced orders with integrated delivery management processes. Increase process transparency through stakeholder communication, for example, by sending and receiving advance shipping notifications.

Value Drivers

- Improve on-time delivery performance
  Integrate pick, pack, and ship processes.
- Reduce order fulfillment lead time
  Use real-time information on timely completion of picking, packing and, shipping activities

What’s new in SAP S/4HANA

- Embedded analytics
  Embedded analytics are newly available with SAP S/4HANA.
- Superior data model
  The data model has been considerably improved and the superior data model includes improved handling and no more table locks.

Further Information

Details

Business scenario details » Related SAP Fiori apps »

Your usage intensity based on 27 used transactions »

Industry popularity
Price Management

Business Scenario Description

Help ensure higher customer satisfaction by managing consistent, accurate pricing across all channels. Leverage configurable pricing management to maintain customer relationships and strengthen loyalty.

Value Drivers

- **Increase sales force efficiency**
  Capture more value through improved pricing practices across your organization
- **Reduce customer churn**
  Give customers consistent, accurate pricing data across channels and integrating campaign and contract pricing

What’s new in SAP S/4HANA

- **Open application programming interfaces**
  With SAP S/4HANA the new open application programming interfaces (APIs) are now available. This functionality allows an external system to read the SAP S/4HANA pricing data.

Further Information

Details
- Business scenario details »

Additional SAP products
- SAP Marketing Cloud SAP C/4HANA »
**Business Scenario Description**

Manage the complete sales order lifecycle for faster billing with less administrative effort. Integrate the billing management process and streamline the order-to-cash process, and improve customer satisfaction.

★ ★ ★

Your usage intensity based on 10 used transactions »

★ ★ ★

Industry popularity

**Value Drivers**

- **Improve customer satisfaction**
  Automate and reduce the rate of billing errors

- **Improve invoice processing Full-Time Equivalents (FTE) efficiency**
  Automate routine tasks and providing intuitive role-based applications

**What’s new in SAP S/4HANA**

- **New user experience**
  New SAP Fiori apps have been made available to ensure a better user experience.

- **Delivery block for prepayment request**
  There is an automatically set delivery block if a sales line item requires prepayment.

**Further Information**

Details

- [Business scenario details »](#)
- [Related SAP Fiori apps »](#)

Back to innovation overview »
Business Scenario Description

Plan and monitor sales with greater accuracy and completeness. Predict sales accurately and set realistic goals with real-time planning and analysis.

Value Drivers

- **Reduce ad-hoc report generation effort**
  Access role-based, real-time data at any time

- **Reduce marketing analytics spend**
  Use high-quality, readily available customer data

- **Reduce sales and operations planning cost**
  View historical, real-time, and projected operational performance

Further Information

Further Information

- Business scenario details »
- Related SAP Fiori apps »
- Additional SAP products
  - SAP Analytics Cloud »

What’s new in SAP S/4HANA

- **New user experience**
  New SAP Fiori apps have been made available to ensure a better user experience.

- **Real time embedded analytics**
  Analytics capacities have been optimized and enhanced with real time analytics which is embedded into SAP S/4HANA.

- **1909 release highlight: Predictive analytics**
  NEW with SAP S/4HANA 1909: Added intelligence enhances the sales and distribution processes. Monitoring delivery performance using predictive analytics in SAP S/4HANA allows for in-time supply of procurement processes to transportation planning, picking, packing, and shipping in the delivery process.
Business Scenario Description

Support frictionless order processing from quote to cash. Integrate order management and processing, from quote to shipment and billing to booking revenue, with a high-performance, real-time solution.

Value Drivers

- **Increase sales force efficiency**
  Provide a streamlined and predefined order management process

- **Improve on-time delivery performance**
  Improve transparency into the status of orders and accelerating order execution

- **Reduce order management cost**
  Enable back-office sales employees to work more efficiently with role-based, insight-to-action cockpits

Further Information

- **Details**
  - Business scenario details »
  - Related SAP Fiori apps »

- **Additional SAP products**
  - SAP Marketing Cloud
  - SAP C/4HANA »

What’s new in SAP S/4HANA

- **New user experience**
  New SAP Fiori apps have been made available to ensure a better user experience.

- **Low touch order management**
  The access to increased automation has been enhanced with low touch order management.

- **Prediction of delivery delay**
  A predictive functionality has been made available to get visibility on delivery delays and improve communication.

NEW with SAP S/4HANA 1909: Safety data sheets in sales and dangerous goods in sales are now available.
Sales Quotation Management

Business Scenario Description

Accelerate your sales cycles and win more deals with integrated sales quotation management. Hit sales goals every time by delivering compelling sales quotations to customers.

Value Drivers

- **Increase order management Full-Time Equivalents (FTE) productivity**
  Integrate quotation processing within the order cycle
- **Increase win rate**
  Deliver compelling sales quotations quickly and accurately
- **Reduce sales cycle time**
  Provide accurate and relevant quotations to customers

What’s new in SAP S/4HANA

- **Simplified user interface**
  With a simplified user interface the access and usage of new SAP Fiori apps has been made available.
- **Analytics**
  The analytics abilities have been simplified and are easier accessible.
- **Prediction of quotation to order conversion rate**
  A predictive functionality has been made available to get visibility on quotation to order conversion rate.

Further Information

Details

- Business scenario details
- Related SAP Fiori apps

Additional SAP products

- SAP Marketing Cloud
- SAP C/4HANA

Back to innovation overview
Business Scenario Description

Negotiate winning, long-term sales agreements with a holistic approach to sales contract management. Manage long-term sales contracts holistically with a high-performance, real-time solution.

Value Drivers

- **Increase customer interactions which result in a sale**
  Live monitoring of contract fulfillment and renewal processes

- **Increase sales forecast accuracy**
  Base revenue predictions on long-running sales agreements that define special conditions on pricing and products

- **Reduce customer churn**
  Tailor sales agreements to focus on unique customer needs

What’s new in SAP S/4HANA

- **New user experience**
  New SAP Fiori apps have been made available to ensure a better user experience.

- **Enhanced analytics**
  An embedded flexible analytics capability for sales contract KPIs can now be used, allowing sales clerk quickly find the most relevant information and personalize own report.

Further Information

Details

- Business scenario details »
- Related SAP Fiori apps »
Available to Promise

**Business Scenario Description**
Promise order commitments based on actual stock information to enhance customer satisfaction; according to business rules, taking into account material availability, and enforcing allocations.

- **Value Drivers**
  - Reduce order fulfillment lead time
    Use real-time information on inventory availability, and projected availability, to provide accurate order commitment dates.
  - Improve customer satisfaction
    Fulfill orders as promised, thanks to real-time information

- **What’s new in SAP S/4HANA**
  - New algorithm
    An algorithm that calculates faster and more efficiently has been implemented.
  - Extended functionality available
    This functionality is available with the new SAP S/4HANA solution for advanced available to promise.

Further Information

- Details
- Business scenario details »
- Related SAP Fiori apps »
Sales Rebate Management

Business Scenario Description

Manage the sales rebate lifecycle from planning to tracking, settling, and analyzing rebate agreements. Define, monitor, and modify them flexibly based on customer, product, and volume-based sales commitments.

Value Drivers

- **Increase revenue from higher effectiveness of sales rebate programs**
  Provide flexible and transparent rebate programs
- **Increase revenue growth**
  Provide incentives to purchase additional quantities of goods/services
- **Reduce sales rebate overpayments**
  Accurately calculate and validate earned rebate revenues and liabilities based on sales rebate agreements

What’s new in SAP S/4HANA

- **New user experience**
  The user interface has been improved with new SAP Fiori apps that are available.
- **Additional process flexibility**
  Flexibility is key in successful rebate management. This flexibility has been further enhanced with SAP S/4HANA.

Further Information

Details

- Business scenario details »
- Related SAP Fiori apps »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Advanced Available to Promise

Business Scenario Description
Commit to orders accurately to meet business rules in real time and enhance customer satisfaction. Order promising involves providing commitment dates to orders, reflecting material availability, and enforcing allocations.

Value Drivers
- **Reduce days in inventory**
  Leverage real-time information regarding inventory availability to shortening replenishment cycles and to respond to demand on a frequent basis.
- **Reduce order fulfillment lead time**
  Use real-time information on inventory availability, and projected availability, to provide accurate order commitment dates.
- **Improve on-time delivery performance**
  Replenish inventories frequently based on the latest information about stock levels and demand forecasts.

What’s new in SAP S/4HANA
- **1909 release highlight:** Extended functionality for advanced available to promise (aATP) and more
- New with SAP S/4HANA 1909:
  - Extended functionality for advanced available to promise. This allows further vertical consumption strategies within product allocation sequences. In the backorder processing, we support re-evaluation of alternatives in backorder processing.
  - **Back-order processing and release for delivery**
    Improved with an automation on fallbacks, visualization for constraints and multiple time zones.
  - **Alternative-based confirmation**
    This is available to configure alternative control and substitution strategy, determine the delivering plant with best availability.

Further Information

Details
- Business scenario details »
- Related SAP Fiori apps »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Transportation Management

Business Scenario Description
Streamline your company’s transportation planning and execution for better process efficiency. Center transportation around sales orders, taking transportation constraints into consideration.

Value Drivers
- Improve on-time delivery performance
- Integrate pick, pack and ship processes.
- Reduce transportation spend
- Automate processes for inbound and outbound shipment
- Improve supply chain full-time equivalents (FTE) productivity
- Provide transaction access and information that matters in real-time

What’s new in SAP S/4HANA
- Integration of process substantially increased
  The integration of the whole process has been largely enhanced providing integration between the activities in the warehouse; including pick & pack and the shipping execution.

Further Information
Details
- Business scenario details
- Related SAP Fiori apps

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Complaints Management

Business Scenario Description

Improve complaints management with full-service and maintenance history and standard follow-up actions. Initiate follow-up actions with service contracts based on standardized task lists to manage complaint resolution.

Value Drivers

- **Reduce cost of researching and assisting customers**
  Provide employees with service and maintenance history, customer, and service contract data.

- **Reduce operations cost (Services)**
  by automatically adding follow-up activities through the standardized task list

- **Increase service contract renewals**
  by increasing the employees’ capability of responding to customers’ needs when interacting with them

What’s new in SAP S/4HANA

- **Functionality in compatibility scope**
  This functionality is part of the SAP S/4HANA compatibility scope. This allows customers to continue using the classical ERP capability in an SAP S/4HANA system.

Further Information

Details

Business scenario details »

Additional SAP products

SAP Contact Center (SCC) »
Claims, Returns, and Refund Management

Business Scenario Description

Accelerate complaint and returns processing with optimized claims and refund management. Automatically process warranty claims, meeting the needs of manufacturers, importers, and vendors of complex products.

Value Drivers

- **Reduce complaints and returns cost**
  Accelerate handling process due to logically triggered follow-ups
- **Reduce service and support cost**
  Facilitate the complaints processed to trigger service improvements
- **Reduce warranty cost**
  Streamline issue resolution and refund management

What’s new in SAP S/4HANA

- **Accelerated customer returns**
  An improved process with a new user experience has been made possible with SAP Fiori apps.
  **NEW with SAP S/4HANA 1909**: Return order processing for non-stock material is now available.
- **Enhanced analytics**
  Embedded flexible analytics capability for return KPIs, allowing sales clerk quickly find the most relevant information and personalize own report.

Further Information

Details

Business scenario details » Related SAP Fiori apps »

Back to innovation overview »
Account and Contact Management

**Business Scenario Description**

Manage and provide easy access to all accounts and contacts and gain visibility into relevant details. This includes the determination and creation of compensation and incentive programs.

**Value Drivers**

- **Increase sales force efficiency**
  Enhance efficiency by being able to see and manage all the details of the contact and account

- **Increase customer interactions which result in a sale**
  Support visit preparation though an understanding of past interactions with each customer

**What’s new in SAP S/4HANA**

- **Business partner**
  The business partner is the new and leading object in SAP S/4HANA, combining vendor and customer data in one central object and thus simplifying the data structure and master data management.

- **Improved user experience**
  Sales clerk can access account and contact details directly in Fiori App and start communication (Email, phonecall) immediately.

**Further Information**

Details | Additional SAP products
---|---
Business scenario details » | SAP Marketing Cloud SAP C/4HANA »
Activity Management

Business Scenario Description

Activity management and visit planning involves optimized planning, creation, conduction, capturing, and tracking of customer visits and sales activities.

Value Drivers

- **Increase sales force efficiency**
  Support sales reps to effectively capture and track their activities and interactions.

What’s new in SAP S/4HANA

- **Capture and track activities**
  Support effective customer engagements by enabling sales resources to quickly capture and track activities and interactions.

- **Embedded Activities management capability**
  Fully integrated activity management enabling sales office to track the complete customer engagement details.

Further Information

Details

Business scenario details »
Inventory Analytics and Control

**Business Scenario Description**

Enable real-time reporting in inventory management with SAP S/4HANA. Better-informed inventory management decisions with real-time and historical data.

**Value Drivers**

- **Improve on-time delivery performance**
  Analyze deviations in delivery plans and schedules and making timely adjustments.
- **Reduce days in inventory**
  Analyze inventory coverage and ensuring inventory is aligned with demand.
- **Reduce spare parts inventory carrying cost**
  Take informed spare parts inventory management decisions based on real-time and historical data.

**What’s new in SAP S/4HANA**

- **Real-time inventory management**
  An overview page presents selected and relevant KPIs and charts at a glance.
- **Improved analysis of goods movements**
  This includes the analysis of both the goods receipt blocked stock and stock in transit (as part of predictive analytics and machine learning).
- **1909 release highlight: “slow or non-moving materials” and “dead stock analysis”**
  NEW with SAP S/4HANA 1909: Enhancements were made to the SAP Fiori app “slow or non-moving materials” enabling users to display a prediction for slow or non-moving materials with regard to the future development of a material. The new app for inventory analysis displaying obsolete stock is called the “dead stock analysis” app.

**Further Information**

Details

- **Business scenario details »**
- **Related SAP Fiori apps »**
Opportunity Management

Business Scenario Description

Drive sales from lead to close with opportunity and pipeline management. Leverage a tailored and structured approach to engage with customers regarding longer-term or high-value opportunities.

Value Drivers

- **Increase sales force efficiency**
  Analyze the sales pipeline to identify gaps and critical opportunities.

Further Information

- **New**
  Industry popularity

What’s new in SAP S/4HANA

- **Opportunity management**
  The opportunity management becomes available with SAP S/4HANA and allows a more integrated management of the sales process.

- **Efficiently manage sales opportunity**
  Capture information about sales prospects, their requested products and services, the sales prospects’ budget, the potential sales volume and an estimated sales probability. Track sales opportunity status along the sales cycle.
Sales Lead Management

Business Scenario Description

Streamline lead management to improve sales efficiency and revenue. Gain a complete view across the enterprise by accessing a single source of customer and lead information.

Value Drivers

- **Improve quality of leads generated**
  Generate highly qualified leads based on accurate account information and relevant interactions
- **Increase sales force efficiency**
  Provide key support in generating high quality leads

What's new in SAP S/4HANA

- **Lead generation**
  Generate high-quality leads by coordinating and executing marketing activities.
  **NEW with SAP S/4HANA 1909**: Presales management is now available.
- **Improved lead conversion**
  Improve lead conversion and avoid losing prospects to competitors by accelerating follow-on activities.

Further Information

Details

Business scenario details »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Solution Billing

Business Scenario Description

Enable business model transformation through a flexible billing process for outcome-based services. Reduce days sales outstanding with accurate and timely billing.

Value Drivers

- **Increase accounts receivable Full-Time Equivalents (FTE) productivity**
  Leverage an efficient solution billing process
- **Reduce days sales outstanding (one-time benefit)**
  Reduce both the bill-creation time and customer complaints
- **Reduce revenue leakage**
  Enable flexible approval process before the bill is created

What’s new in SAP S/4HANA

- **New billing capabilities**
  The billing capacities have been enhanced with new capabilities to base billing on usage data.
- **Integrate invoices**
  With SAP S/4HANA it is possible to combine usage billing with physical goods and services into one invoice.

Further Information

Details

- Business scenario details »
- Related SAP Fiori apps »

Additional SAP products

- SAP Marketing Cloud
- SAP C/4HANA »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Reimagine Order to Delivery

Traditional Scenario:
- Little visibility into the order-to-delivery process
- Delivery commitments based on a separate system and outdated data resulting in cancelled or delayed orders
- Complex and time-consuming process to get a holistic view of all process-related issues
- Prior communications and decisions cannot be tracked in the system
- Increased safety buffers to make up for the lack of inventory invisibility, locking up capital
- Interface needed between ERP and extended warehouse management
- Prior communications and decisions cannot be tracked in the system

The New World With SAP:
- An intuitive user experience on any device providing real-time insights into the order-to-delivery process
- Up-to-date inventory information resulting in realistic fulfillment commitments
- Advanced ATP with allocation enforcement and management
- Monitoring of fulfillment status of all sales orders over the whole process
- Relevant insights, contacts, and collaboration features for internal sales
- Single warehousing platform for all warehousing operations
- Minimized safety stock with just-in-time material availability
- Single platform for transportation management with real-time embedded analytics
- Capacity management, planning, collaboration, execution, charge management
- Insights into transportation execution, tracking of goods and assets in transit
- Analysis of vehicle and sensor data in real time, optimizing logistics and improving service
**Before: Challenges and Opportunities**

- Increase process consistency and improve reporting capabilities
- Mitigate operational risk and facilitate mergers and acquisitions
- Integrate overseas subsidiaries and address the needs of aging IT infrastructure and software

**Why SAP and Woongjin**

- Powerful, unified software for finance and controlling, sales, materials management, process orchestration, and master data and landscape management
- Straightforward implementation and expert support from SAP and Woongjin
- Enablement workshops for SAP S/4HANA and knowledge transfer to CJ Logistics’ customers
- Premium engagement services from the SAP Value Assurance program for SAP S/4HANA that provide comprehensive business, product, and system support

**After: Value-Driven Results**

- Connected and aligned processes and improved governance across the distributed enterprise
- Created an organization-wide framework to enable profit and loss management
- Simplified and accelerated reporting with flexible, agile functionality
- Integrated financial and controlling data and standardized transaction processing
- Enabled mergers, acquisitions, and incorporation of new company codes, thanks to a unified template for rapid system integrations with SAP S/4HANA

"SAP solutions help us reduce costs, improve market efficiency, and realize our vision to connect the world by sea, land, and air"  
Eung Joon Lee, Operations Officer, CJ Logistics
OPTIMIZE SUPPLY CHAIN:

- Days in Inventory defines the average number of days that the company holds its inventory (finished goods, work-in-progress goods and raw materials) before selling it.
- Days in inventory is calculated as: \[\text{Average Annual Inventory} \times 365 \div \text{Cost of Goods Sold}\]
**Supply Chain: Your Current Process Performance in SAP ERP System “PRD”**

<table>
<thead>
<tr>
<th>Value Driver: Reduce Days In Inventory</th>
<th>Unrestricted Stock</th>
<th>Sales Order Stock</th>
<th>Customer Consignment Stock</th>
<th>Project Stock</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>61,610</td>
<td>28</td>
<td>No data</td>
<td>5</td>
</tr>
<tr>
<td>Stock level of unrestricted-use stock</td>
<td>Stock level of sales order stock</td>
<td>Stock level of customer consignment stock</td>
<td>Stock level of project stock</td>
<td></td>
</tr>
</tbody>
</table>

**How SAP helps:**

- Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.
- [Inventory Analytics and Control](#)
- [Warehouse Management](#) ★★★
- [Extended Warehouse Management](#) ★
- [Available to Promise](#)
- [Advanced Available to Promise](#) ★
Stock level of unrestricted-use stock

Findings and Benchmark
What we measured

61,610 materials
Stock level of unrestricted-use stock

Absolute number of material/plant/storage location combinations in unrestricted-use stock, which were not moved within the last 6 months.

Learn more »

Details
What we measured

Aging Distribution:

| Aging Period   | Materials | Percent
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 months old</td>
<td>57,885</td>
<td>94%</td>
</tr>
<tr>
<td>3-6 months old</td>
<td>1,491</td>
<td>2%</td>
</tr>
<tr>
<td>6-12 months old</td>
<td>708</td>
<td>1%</td>
</tr>
<tr>
<td>1-3 years old</td>
<td>497</td>
<td>1%</td>
</tr>
<tr>
<td>3+ years old</td>
<td>200</td>
<td>0%</td>
</tr>
</tbody>
</table>

Top 5 Material Types:

<table>
<thead>
<tr>
<th>Material Type</th>
<th>Materials</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>DIST</td>
<td>57,885</td>
<td>94%</td>
</tr>
<tr>
<td>HAWA</td>
<td>1,491</td>
<td>2%</td>
</tr>
<tr>
<td>FERT</td>
<td>708</td>
<td>1%</td>
</tr>
<tr>
<td>HALB</td>
<td>497</td>
<td>1%</td>
</tr>
<tr>
<td>HIBE</td>
<td>200</td>
<td>0%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Wrong or inaccurate supply chain planning data
- Wrong or inaccurate master data
- Low trust on system-based planning data
- Inconsistencies between the SAP book stock and the real world

Possible Business Impact:
- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment

Back to Overview »
**Stock level of sales order stock**

**Findings and Benchmark**
What we measured

28 materials

Stock level of sales order stock

Absolute number of material/plant/storage location combinations in sales order stock, which were not moved within the last 3 months.

**Consumer Products Industry Benchmark:**

- **Your Company:** **28 materials**
- **Benchmark:**
  - **bottom 25%:** 8,261
  - **1.178**
  - **top 25%:** 163

**Details**
What we measured

**Top 3 ERP Sales Organizations:**

<table>
<thead>
<tr>
<th>ERP Sales Organization</th>
<th>Materials</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>SRAE MU Asia East</td>
<td>26</td>
<td>93%</td>
</tr>
<tr>
<td>SROC MU Oceania</td>
<td>1</td>
<td>4%</td>
</tr>
<tr>
<td>SRAS MU Africa South</td>
<td>1</td>
<td>4%</td>
</tr>
</tbody>
</table>

**Implication**
Understand the problem

**Possible Root Causes:**
- Wrong or inaccurate supply chain planning data
- Wrong or inaccurate master data
- Low trust on system-based planning data
- Inconsistencies between the SAP book stock and the real world

**Possible Business Impact:**
- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Unnecessary blocked special stock is not available for other transactions

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Findings and Benchmark
What we measured

5 materials
Stock level of project stock

Absolute number of material/plant/storage location combinations in project stock, which were not moved within the last 6 months.

Learn more »

Cross-Industry Benchmark:

<table>
<thead>
<tr>
<th>Benchmark</th>
<th>5 materials</th>
</tr>
</thead>
<tbody>
<tr>
<td>Your Company</td>
<td>121, 11, 3</td>
</tr>
<tr>
<td>Top 25%</td>
<td>5</td>
</tr>
<tr>
<td>Bottom 25%</td>
<td>11</td>
</tr>
</tbody>
</table>

Details
What we measured

Aging Distribution:

<table>
<thead>
<tr>
<th>0-3 months old</th>
<th>3-6 months old</th>
<th>6-12 months old</th>
<th>1-3 years old</th>
<th>3+ years old</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>0</td>
<td>5</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>0%</td>
<td>0%</td>
<td>100%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

Top 1 Plant:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Materials</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F06 Factory Poland</td>
<td>5</td>
<td>100%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Wrong or inaccurate supply chain planning data
- Wrong or inaccurate master data
- Low trust on system-based planning data
- Inconsistencies between the SAP book stock and the real world

Possible Business Impact:
- Low reliability of Material Requirements Planning
- Inaccurate supply chain and replenishment
- Unnecessary blocked special stock is not available for other transactions

Back to Overview »
Recommended SAP S/4HANA Business Scenarios – Based on Your Current SAP Usage

The table below shows SAP S/4HANA 1909 business scenarios that are enhancing process areas which you are already running.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>YOUR CURRENT USAGE INTENSITY</th>
<th>BASED ON USAGE OF TRANSACTIONS*</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP Fiori APPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warehouse Management</td>
<td>★★★</td>
<td>57</td>
<td>★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Delivery Management</td>
<td>★★★</td>
<td>27</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Goods Movement</td>
<td>★★★</td>
<td>7</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Available to Promise</td>
<td>★★★</td>
<td>1</td>
<td>★★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Extended Warehouse Management</td>
<td>★★</td>
<td>Usage of related application area</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Advanced Available to Promise</td>
<td>★★</td>
<td>Usage of related application area</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transportation Management</td>
<td>★★</td>
<td>Usage of related application area</td>
<td>New</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions.
## Additional SAP S/4HANA Business Scenarios *

The table below shows additional SAP S/4HANA 1909 business scenarios you could benefit from.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP FIORI APPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventory Analytics and Control</td>
<td>New</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.
Warehouse Management

Business Scenario Description

Deliver the right products to the right place, on time, with integrated logistics execution processes. Automate operations to improve asset usage, increase throughput, and support on-time, accurate order fulfillment.

Value Drivers

- **Reduce warehouse management costs**
  Improve workforce productivity and automate warehouse operations.

- **Reduce days in inventory**
  Conduct real-time reports on inventory positions and flows leading to insight to action.

- **Reduce inventory carrying costs**
  Identify mismatches in inventory levels and turnover rates using intuitive visualizations.

What’s new in SAP S/4HANA

- **Embedded analytics**
  Process control and monitoring is simplified and enhanced with new embedded analytics functionality in SAP S/4HANA.

- **Superior data model**
  With an improved data model the past table locks can be avoided and processes are accelerated with SAP S/4HANA.

- **Automation**
  Automation of warehouse operations to improve asset usage has been increased with SAP S/4HANA. This increases throughput, and supports on-time, accurate order fulfillment.

Further Information

- Details
- Business scenario details »
- Related SAP Fiori apps »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Delivery Management

Business Scenario Description

Deliver enhanced orders with integrated delivery management processes. Increase process transparency through stakeholder communication, for example, by sending and receiving advance shipping notifications.

Value Drivers

- **Improve on-time delivery performance**
  Integrate pick, pack, and ship processes.

- **Reduce order fulfillment lead time**
  Use real-time information on timely completion of picking, packing and, shipping activities.

Further Information

FINDINGS

- Your usage intensity based on 27 used transactions »
- Industry popularity

What’s new in SAP S/4HANA

- **Embedded analytics**
  Embedded analytics are newly available with SAP S/4HANA.

- **Superior data model**
  The data model has been considerably improved and the superior data model includes improved handling and no more table locks.

Details

- Business scenario details »
- Related SAP Fiori apps »
Goods Movement

Business Scenario Description
Streamline inbound and outbound logistics processes. Integrate barcode and RFID technology to manage just-in-time availability, unit handling, serial numbers, electronic data exchange, and proof of delivery.

Value Drivers
- **Improve supply chain Full-Time Equivalents (FTE) productivity**
  Provide transaction access and information that matters in real-time.
- **Improve on-time delivery performance**
  Improve shipping performance, streamlining material flow and establishing transparency across the outbound logistics operations.

Further Information

What’s new in SAP S/4HANA
- **New business insight**
  Operational excellence has been improved here with operational analytics, enhancements to work-in-process batch functionality for order combinations and the inclusion of batch selection into the goods receipt process.
- **Predictive analytics and machine learning**
  The predictive analytics and machine learning for decision support has been made available with SAP S/4HANA through the inclusion of the predicted delivery date into the creation of stock transport orders.
Available to Promise

Business Scenario Description
Promise order commitments based on actual stock information to enhance customer satisfaction; according to business rules, taking into account material availability, and enforcing allocations.

Value Drivers
- **Reduce order fulfillment lead time**
  Use real-time information on inventory availability, and projected availability, to provide accurate order commitment dates.
- **Improve customer satisfaction**
  Fulfill orders as promised, thanks to real-time information.

What’s new in SAP S/4HANA
- **New algorithm**
  An algorithm that calculates faster and more efficiently has been implemented.
- **Extended functionality available**
  This functionality is available with the new SAP S/4HANA solution for advanced available to promise.

Further Information
Details
- Business scenario details »
- Related SAP Fiori apps »
**Extended Warehouse Management**

### Business Scenario Description

Deliver the optimal order through extended warehouse management. Streamline location management and material handling operations with predefined business process integration.

![Your Usage Intensity](rating)

**Value Drivers**

- **Reduce warehouse management cost**
  Improve workforce productivity and automate processes for full control of warehouse operations.

- **Reduce days in inventory**
  Provide real-time visibility into inventory positions.

- **Reduce revenue loss due to stock-outs**
  Improve accuracy and visibility of warehouse inventory and activities as well as of impacting supply and demand.

### What’s new in SAP S/4HANA

- **Alternative-based confirmation analysis**
  The alternative-based confirmation analysis of products is based on confirmed warehouse tasks.

- **Synchronous stock postings and item unique identification**
  There are synchronous stock postings between inventory management and SAP Extended Warehouse Management. The item unique identification (IUID) has been enabled with the SAP Extended Warehouse Management application.

- **1909 release highlight: New replenishment strategy using Kanban**
  New with SAP S/4HANA 1909: With the usage of Kanban in warehouse, the tasks to replenish a Kanban container are automatically created when you set the Kanban container to empty.

### Further Information

<table>
<thead>
<tr>
<th>Details</th>
<th>Additional SAP products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business scenario details »</td>
<td>SAP Global Batch Traceability »</td>
</tr>
<tr>
<td>Related SAP Fiori apps »</td>
<td></td>
</tr>
</tbody>
</table>
Advanced Available to Promise

Business Scenario Description

Commit to orders accurately to meet business rules in real time and enhance customer satisfaction. Order promising involves providing commitment dates to orders, reflecting material availability, and enforcing allocations.

Value Drivers

- **Reduce days in inventory**
  Leverage real time information regarding inventory availability to shortening replenishment cycles and to respond to demand on a frequent basis.

- **Reduce order fulfillment lead time**
  Use real-time information on inventory availability, and projected availability, to provide accurate order commitment dates.

- **Improve on-time delivery performance**
  Replenish inventories frequently based on the latest information about stock levels and demand forecasts.

What’s new in SAP S/4HANA

- **1909 release highlight:** Extended functionality for advanced available to promise (aATP) and more

**NEW with SAP S/4HANA 1909:**
- Extended functionality for advanced available to promise. This allows further vertical consumption strategies within product allocation sequences. In the backorder processing, we support re-evaluation of alternatives in backorder processing.

- **Back-order processing and release for delivery**
  Improved with an automation on fallbacks, visualization for constraints and multiple time zones.

- **Alternative-based confirmation**
  This is available to configure alternative control and substitution strategy, determine the delivering plant with best availability.

Your Usage Intensity

Industry popularity

Further Information

Details

Business scenario details »
Related SAP Fiori apps »

Back to innovation overview »
Transportation Management

**Business Scenario Description**

Streamline your company’s transportation planning and execution for better process efficiency. Center transportation around sales orders, taking transportation constraints into consideration.

**Value Drivers**

- Improve on-time delivery performance
  Integrate pick, pack and ship processes.
- Reduce transportation spend
  Automate processes for inbound and outbound shipment
- Improve supply chain full-time equivalents (FTE) productivity
  Provide transaction access and information that matters in real-time

**What’s new in SAP S/4HANA**

- Integration of process substantially increased
  The integration of the whole process has been largely enhanced providing integration between the activities in the warehouse; including pick & pack and the shipping execution.

**Further Information**

- Details

[Business scenario details »]
[Related SAP Fiori apps »]
[Back to innovation overview »]
Inventory Analytics and Control

Business Scenario Description
Enable real-time reporting in inventory management with SAP S/4HANA. Better-informed inventory management decisions with real-time and historical data.

Value Drivers
- Improve on-time delivery performance
  Analyze deviations in delivery plans and schedules and making timely adjustments.
- Reduce days in inventory
  Analyze inventory coverage and ensuring inventory is aligned with demand.
- Reduce spare parts inventory carrying cost
  Take informed spare parts inventory management decisions based on real-time and historical data.

What’s new in SAP S/4HANA
- Real-time inventory management
  An overview page presents selected and relevant KPIs and charts at a glance.
- Improved analysis of goods movements
  This includes the analysis of both the goods receipt blocked stock and stock in transit (as part of predictive analytics and machine learning).
- 1909 release highlight: “slow or non-moving materials” and “dead stock analysis”
  NEW with SAP S/4HANA 1909: Enhancements were made to the SAP Fiori app “slow or non-moving materials” enabling users to display a prediction for slow or non-moving materials with regard to the future development of a material.
  The new app for inventory analysis displaying obsolete stock is called the “dead stock analysis” app.

Further Information

Details
Business scenario details » Related SAP Fiori apps »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC

NEXT
Reimagine Plan to Position

Traditional Scenario:

- Alignment between sales plan and capacity plan excluding inventory targets
- Limited financial alignment with business plan
- Classical statistical forecasting and consensus demand planning process based on historical data, often leading to unsatisfactory accuracy
- Propagation of supply requirements through company’s network with limited consideration of business priorities and no connection to fulfillment planning
- Use of emails, phone calls, and spreadsheets to resolve issues when there is a supply disruption or a demand change to determine how to respond

The New World With SAP:

- Holistic alignment to business plan including financials and inventory target setting, supported by internal collaboration
- Demand plans consider demand signals from orders, shelf, and web with intelligent adjustments to eliminate bias and determine optimum forecast parameters
- Finite planning based on optimization or business priority rules, coordinated electronically with trading partners, with full pegging visibility and generation of allocation plans to govern order promising
- Full visibility to demand and supply across the extended network, to simulate changes to plan, with root cause analysis to understand and resolve issues

Read the whitepaper »
### Customer-Specific Recommendations

#### Objectives
- Simplify, automate, and streamline business processes
- Achieve real-time integration of business processes across logistics, supply chain, manufacturing, and finance
- Determine profitability of different product categories across regions

#### Resolution
- Deployed SAP S/4HANA by partnering with Infiniti Techlabs LLP
- Integrated the manufacturing business process with other areas of logistics, procurement, and finance
- Automated freight determination based on customer region from point of delivery, as well as order-wise tracking in pricing, enabling immediate reconciliation of bills payable to the freight vendor
- Implemented controlling and profitability analysis, enabling top managers to evaluate market segments across products, customers, and orders
- Automated the contract management system through SMS and e-mails

#### Benefits
- Reduced reconciliation efforts by integrating the weighbridge with SAP solutions for all inward and outward goods movement
- Eliminated the need for reconciliation between warehouse and accounts, resulting in fully integrated inventory and accounting transactions
- Eliminated the need to exercise credit controls manually through the automation of blocking and unblocking customers by system

---

“SAP S/4HANA is very strategic to our current operations and growth plans. The simplicity of usage and real-time visibility has greatly improved our operational efficiency and overall productivity.”

J. Gopala Krishna, CFO, Lohiya Group

---

#### Findings

- **Company**: Lohiya Group
- **Headquarters**: Hyderabad, India
- **Industry**: Consumer products
- **Products and Services**: Shortening, table oils, margarine, and other edible fats and oils
- **Employees**: 500
- **Revenue**: Rs 22 billion (US$232 million)
- **Web Site**: www.lohiyagroup.in
- **Partner**: Infiniti Techlabs LLP
  - www.infinititl.com

#### Relevance

- **Worker days saved per year**: >1,200
- **Faster transaction processing time**: 60%
- **Visibility of inventory across all locations**: 100%

#### Clear

Visibility for customers into material deliveries and payment realization through automated SMS alerts
OPTIMIZE MANUFACTURING:

- Manufacturing cycle time is the time of actual production from when a customer order is released to the plant floor for a particular product through to the completion of all manufacturing, assembly, and testing for that specific product (does not include front-end order-entry time or engineering time spent on customized configuration of nonstandard items, or time in finished goods inventory).

- Total manufacturing cost is the sum of costs of all resources consumed in the process of making a product.
  - The manufacturing cost is classified into the following categories:
    - Direct materials cost
    - Direct labor cost
    - Manufacturing overhead
    - Manufacturing extraordinary costs
    - Outsourced manufacturing costs
### Manufacturing: Your Current Process Performance in SAP ERP System “PRD”

#### Value Drivers:

<table>
<thead>
<tr>
<th>Accelerate Manufacturing Cycle Times</th>
<th>Reduce Total Manufacturing Costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production planning</td>
<td>409 Planned but not converted in time</td>
</tr>
<tr>
<td>Production order creation</td>
<td>13% Production orders automatically created</td>
</tr>
<tr>
<td>Production order release</td>
<td>4% Production orders automatically released</td>
</tr>
<tr>
<td>Production order confirmation</td>
<td>1 day Lead time: Prod. order release to confirmation</td>
</tr>
<tr>
<td>Production order delivery</td>
<td>2 days Lead time: Prod. order release to delivery</td>
</tr>
<tr>
<td></td>
<td>24 days Lead time: Prod. order creation to release</td>
</tr>
<tr>
<td></td>
<td>331 Failed goods movements during prod. order confirmation</td>
</tr>
<tr>
<td></td>
<td>133 Overdue prod. orders assigned to sales</td>
</tr>
</tbody>
</table>

#### How SAP helps:

- **Material Requirements Planning**
- **Demand-Driven Replenishment**
- **Constraint Based Production Planning**
- **Production Control**
- **Production Execution**

**Reduce Total Manufacturing Costs**
- Planned but not converted in time: 409
- Production orders automatically created: 13%
- Production orders automatically released: 4%
- Lead time: Prod. order release to confirmation: 1 day
- Lead time: Prod. order release to delivery: 2 days
- Lead time: Prod. order creation to release: 24 days
- Failed goods movements during prod. order confirmation: 331
- Overdue prod. orders assigned to sales: 133
**Planned but not converted in time**

### Findings and Benchmark

**What we measured**

**409 documents**

**Planned but not converted in time**

Absolute number of planned orders not converted into production orders, although the planned delivery date is already in the past.

*Learn more »*

### Aging Distribution:

<table>
<thead>
<tr>
<th>Category</th>
<th>Percent</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 months old</td>
<td>4%</td>
<td>18</td>
</tr>
<tr>
<td>3-6 months old</td>
<td>0%</td>
<td>0</td>
</tr>
<tr>
<td>6-12 months old</td>
<td>0%</td>
<td>0</td>
</tr>
<tr>
<td>1-3 years old</td>
<td>0%</td>
<td>0</td>
</tr>
<tr>
<td>3+ years old</td>
<td>96%</td>
<td>391</td>
</tr>
</tbody>
</table>

### Top 5 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F04 Factory Portugal</td>
<td>299</td>
<td>73%</td>
</tr>
<tr>
<td>F05 Factory India</td>
<td>49</td>
<td>12%</td>
</tr>
<tr>
<td>F20 Factory Mexico</td>
<td>16</td>
<td>4%</td>
</tr>
<tr>
<td>F21 Factory Spain</td>
<td>12</td>
<td>3%</td>
</tr>
<tr>
<td>F22 Factory Brazil II</td>
<td>1</td>
<td>0%</td>
</tr>
</tbody>
</table>

### Implication

**Understand the problem**

### Possible Root Causes:

- Low trust on system-based planning data
- Production without production planning or outside of SAP-system
- Poor housekeeping: Non-deleted documents from inactive plants/materials

### Possible Business Impact:

- Inaccurate supply chain and replenishment
- Low production control (e.g. risk of double production)
- Higher workload for manual planning and production order entry
Production orders automatically created

Findings and Benchmark
What we measured

13%
Production orders automatically created

Share of production orders created last week by system versus communication users.

Learn more »

Details
What we measured

Top 5 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Total Items</th>
<th>Automation Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>F05 Factory India</td>
<td>133</td>
<td>31%</td>
</tr>
<tr>
<td>F25 Factory USA I</td>
<td>37</td>
<td>41%</td>
</tr>
<tr>
<td>F24 Factory Italy I</td>
<td>20</td>
<td>30%</td>
</tr>
<tr>
<td>F22 Factory Brazil II</td>
<td>9</td>
<td>11%</td>
</tr>
<tr>
<td>F02 Factory Germany II</td>
<td>2</td>
<td>0%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Low trust on system-based planning data
- Production without production planning
- Production planning outside of SAP system

Possible Business Impact:
- Low reliability of Material Requirements Planning
- High manual workload

Back to Overview »
Lead time: Prod. order creation to release

Findings and Benchmark
What we measured

24 days
Lead time: Prod. order creation to release

Duration (in days) between production order creation and release for orders that were released last week.

Benchmark:
Consumer Products Industry Benchmark:

- Your Company: 24 days
- Top 25%: 1 day
- Bottom 25%: 9 days

Details
What we measured

Top 5 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Total Items</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>F05 Factory India</td>
<td>266</td>
<td>1</td>
</tr>
<tr>
<td>F23 Factory Turkey</td>
<td>45</td>
<td>42</td>
</tr>
<tr>
<td>F25 Factory USA</td>
<td>23</td>
<td>0</td>
</tr>
<tr>
<td>F26 Factory Argentina</td>
<td>20</td>
<td>48</td>
</tr>
<tr>
<td>F24 Factory Italy</td>
<td>20</td>
<td>0</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Production planners lack trust on system-based planning data
- Production without production planning or outside of SAP-system

Possible Business Impact:
- Working capital: Higher safety stock for components
- Lower flexibility for production adjustments
- Production resources blocked unnecessarily

Learn more »
**Production orders automatically released**

**Findings and Benchmark**
What we measured

**4%**
Production orders automatically released

*Share of production orders immediately released last week when saving the order.*

Learn more »

**Consumer Products Industry Benchmark***:

<table>
<thead>
<tr>
<th>Benchmark</th>
<th>Your Company</th>
<th>Benchmark</th>
</tr>
</thead>
<tbody>
<tr>
<td>29%</td>
<td>4%</td>
<td>63%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>97%</td>
</tr>
</tbody>
</table>

* Data from SAP customers using automation

**Details**
What we measured

**Top 5 Plants:**

<table>
<thead>
<tr>
<th>Plant</th>
<th>Total Items</th>
<th>Automation Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>F05</td>
<td>Factory India</td>
<td>266</td>
</tr>
<tr>
<td>F23</td>
<td>Factory Turkey</td>
<td>45</td>
</tr>
<tr>
<td>F25</td>
<td>Factory USA I</td>
<td>23</td>
</tr>
<tr>
<td>F24</td>
<td>Factory Italy I</td>
<td>20</td>
</tr>
<tr>
<td>F26</td>
<td>Factory Argentina</td>
<td>20</td>
</tr>
</tbody>
</table>

**Implication**
Understand the problem

Possible Root Causes:
- Low trust on system-based planning data
- Production without production planning
- Production planning outside of SAP system

Possible Business Impact:
- Low reliability of Material Requirements Planning
- High manual workload

Back to Overview »
Lead time: Prod. order release to confirmation

Findings and Benchmark
What we measured

1 days
Lead time: Prod. order release to confirmation

Duration (in days) between production order release and confirmation for orders that were confirmed last week.

Learn more »

Top 5 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Total Items</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>F05</td>
<td>Factory India</td>
<td>195</td>
</tr>
<tr>
<td>F23</td>
<td>Factory Turkey</td>
<td>70</td>
</tr>
<tr>
<td>F24</td>
<td>Factory Italy I</td>
<td>23</td>
</tr>
<tr>
<td>F22</td>
<td>Factory Brazil II</td>
<td>15</td>
</tr>
<tr>
<td>F25</td>
<td>Factory USA I</td>
<td>11</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or unavailable production resources (components, machine/labor capacities)

Possible Business Impact:
- Working capital: Higher safety stock for components
- Lower flexibility for production adjustments
- Production resources blocked unnecessarily
- Delays in production process

Back to Overview »
Failed component consumptions during prod. order confirmation

Findings and Benchmark
What we measured

331 documents
Failed component consumptions during prod. order confirmation

Absolute number of failed automatic goods movements (goods receipts and component consumption postings) during production order confirmation.

Learn more »

Details
What we measured

Aging Distribution:

<table>
<thead>
<tr>
<th></th>
<th>0-3 months old</th>
<th>3-6 months old</th>
<th>6-12 months old</th>
<th>1-3 years old</th>
<th>3+ years old</th>
</tr>
</thead>
<tbody>
<tr>
<td>Documents</td>
<td>114</td>
<td>15</td>
<td>31</td>
<td>12</td>
<td>159</td>
</tr>
<tr>
<td>Percent</td>
<td>34%</td>
<td>5%</td>
<td>9%</td>
<td>4%</td>
<td>48%</td>
</tr>
</tbody>
</table>

Top 5 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F01 Factory China I</td>
<td>115</td>
<td>35%</td>
</tr>
<tr>
<td>F02 Factory Germany II</td>
<td>103</td>
<td>31%</td>
</tr>
<tr>
<td>F03 Factory Italy II</td>
<td>44</td>
<td>13%</td>
</tr>
<tr>
<td>F04 Factory Portugal</td>
<td>32</td>
<td>10%</td>
</tr>
<tr>
<td>F05 Factory India</td>
<td>15</td>
<td>5%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Temporarily missing stock of production components

Possible Business Impact:
- Inconsistent stock information for components between the SAP book stock and the real world
- Wrong and inaccurate supply chain planning data
- Incorrect production costs (COGM, COGS)
Findings and Benchmark
What we measured

**2 days**

Lead time: Prod. order release to delivery

*Duration (in days) between production order release and delivery for orders that were delivered last week.*

*Learn more →*

### Top 5 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Total Items</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>F05 Factory India</td>
<td>122</td>
<td>1</td>
</tr>
<tr>
<td>F23 Factory Turkey</td>
<td>25</td>
<td>1</td>
</tr>
<tr>
<td>F22 Factory Brazil II</td>
<td>22</td>
<td>14</td>
</tr>
<tr>
<td>F24 Factory Italy I</td>
<td>21</td>
<td>14</td>
</tr>
<tr>
<td>F25 Factory USA I</td>
<td>11</td>
<td>2</td>
</tr>
</tbody>
</table>

**Implication**
Understand the problem

Possible Root Causes:
- Missing or unavailable production resources (components, machine/labor capacities)

Possible Business Impact:
- Working capital: Higher safety stock for components
- Lower flexibility for production adjustments
- Production resources blocked unnecessarily
- Delays in production process

*Back to Overview →*
Overdue production orders assigned to sales

Findings and Benchmark
What we measured

133 documents
Overdue production orders assigned to sales
Absolute number of production orders neither finally delivered nor technically closed assigned to sales orders (make to order) where the basic finish date is already in the past.

Learn more »

Consumer Products Industry Benchmark:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F05</td>
<td>Factory India</td>
<td>85</td>
</tr>
<tr>
<td>F23</td>
<td>Factory Turkey</td>
<td>15</td>
</tr>
<tr>
<td>F24</td>
<td>Factory Italy I</td>
<td>9</td>
</tr>
<tr>
<td>F25</td>
<td>Factory USA I</td>
<td>1</td>
</tr>
</tbody>
</table>

Aging Distribution:

<table>
<thead>
<tr>
<th>0-3 months old</th>
<th>3-6 months old</th>
<th>6-12 months old</th>
<th>1-3 years old</th>
<th>3+ years old</th>
</tr>
</thead>
<tbody>
<tr>
<td>133</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>100%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

Top 4 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F05</td>
<td>Factory India</td>
<td>85</td>
</tr>
<tr>
<td>F23</td>
<td>Factory Turkey</td>
<td>15</td>
</tr>
<tr>
<td>F24</td>
<td>Factory Italy I</td>
<td>9</td>
</tr>
<tr>
<td>F25</td>
<td>Factory USA I</td>
<td>1</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Low trust on system-based planning data
- Production without production planning
- Production planning outside of SAP system
- Missing information exchange between sales and production departments

Possible Business Impact:
- Lower flexibility for production adjustments
- Production resources blocked unnecessarily
- Delays in production process and in delivery to customer
- Incorrect production costs (impact on COGM, COGS)
The table below shows SAP S/4HANA 1909 business scenarios that are enhancing process areas which you are already running.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>YOUR CURRENT USAGE INTENSITY</th>
<th>BASED ON USAGE OF TRANSACTIONS*</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP FIORI APPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production Execution</td>
<td>★★★</td>
<td>30</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>External Processing</td>
<td>★★★</td>
<td>6</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Quality Inspection</td>
<td>★★★</td>
<td>6</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Production Control</td>
<td>★★★</td>
<td>4</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Subcontracting</td>
<td>★★★</td>
<td>1</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Material Requirements Planning</td>
<td>★★★</td>
<td>6</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Production Scheduling</td>
<td>★★★</td>
<td>2</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Just-In-Time Processing</td>
<td>★★★</td>
<td>1</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturing Analytics</td>
<td>★★★</td>
<td>1</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Quality Improvement</td>
<td>★★★</td>
<td>1</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Production BOM Management</td>
<td>★★★</td>
<td>1</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Quality Planning</td>
<td>★★★</td>
<td>1</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Demand-Driven Replenishment</td>
<td>★★★</td>
<td>Usage of related application area</td>
<td>New</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions.
### Additional SAP S/4HANA Business Scenarios*

The table below shows additional SAP S/4HANA 1909 business scenarios you could benefit from.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP Fiori Apps</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recipe/Routing Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Repetitive Manufacturing</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Constraint Based Production Planning</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Extended Production Operations</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kanban</td>
<td>New</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturing Engineering</td>
<td>New</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.
Production Execution

Business Scenario Description

Move quality products faster through production execution. Streamline production schedules based on real-time data. Monitor released production and process orders efficiently.

Value Drivers

- Improve on-time delivery performance
  Adjust capacity planning to demand.
- Reduce manufacturing cycle time
  Ensure optimal resource commitments
- Reduce total manufacturing costs
  Integrate all required information to reduce buffer times

What’s new in SAP S/4HANA

- Dashboards for manufacturing process
  New dashboards for manufacturing process tracking are available.
- Material requirements planning (MRP with demand-driven MRP and cockpit) and more
  Production planning and demand scheduling (PPDS) integrated into SAP S/4HANA. New demand-driven material requirements planning (MRP) and new production engineering and operations.
- 1909 release highlight: New functions for process manufacturing

Further Information

Details
- Business scenario details »
- Related SAP Fiori apps »

Demo
- Prod. engineering & ops »

Additional SAP products
- SAP Manufacturing Execution »

Your usage intensity based on 30 used transactions »

Industry popularity
### External Processing

#### Business Scenario Description

Manage external processing – from planning to execution and monitoring. Avoid capacity bottlenecks and reduce inventory volumes. Integrate financials and other business areas with external manufacturing processes.

Your usage intensity based on 6 used transactions »

Industry popularity ★ ★ ★

#### Value Drivers

- **Improve on-time delivery performance**
  - Improve the electronic data interchange infrastructure.
- **Reduce days in inventory**
  - Optimize inventory volumes at required locations
- **Reduce procurement function costs**
  - Automate and streamlining standard processes

#### What’s new in SAP S/4HANA

- **Processing of sourcing procedures**
  - With SAP S/4HANA, the processing of sourcing procedures has been simplified.
- **Analytical dashboards**
  - New and enhanced analytical dashboards are now available and increase monitoring capacities of this process with SAP S/4HANA.

#### Further Information

<table>
<thead>
<tr>
<th>Details</th>
<th>Additional SAP products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business scenario details »</td>
<td>SAP Manufacturing Execution »</td>
</tr>
</tbody>
</table>
Quality Inspection

Business Scenario Description

Increase efficiency through rigorous quality management execution. Prepare, execute, and monitor different types of quality inspections, for example, in purchasing, production, or sales scenarios.

Value Drivers

- Reduce complaints and returns cost
  Improve responsiveness and accuracy of information.
- Reduce the cost to support quality management
  Improve quality processes and information

What’s new in SAP S/4HANA

- Improved processes
  The quality inspection related processes have been optimized and enhanced.
- Improved user interface (UI)
  The usability has been enhanced and improved using modern UI-technology.
- New enhancements: Machine learning propose perfect codes in QM and more
  New machine learning scenario to propose defect codes while creating a defect notification in the system.
  NEW with SAP S/4HANA 1909: Nonconformance management and SAP Fiori analytical apps for quality management are now available.

Further Information

Details

Business scenario details » Related SAP Fiori apps »
Production Control

Business Scenario Description
Take control of production to support high-quality, efficient manufacturing. Coordinate manufacturing with engineering, sales, purchasing, and production.

Value Drivers
- Improve on-time delivery performance
  Adjust capacity planning to demand.
- Reduce manufacturing cycle time
  Ensure optimal resource assignments
- Reduce order fulfillment lead time
  Leverage real-time information to control your production hence reducing buffer times

What’s new in SAP S/4HANA
- Dashboards for manufacturing process
  New dashboards for manufacturing process tracking are now available with SAP S/4HANA.
- Material requirements planning cockpit and embedded production planning and scheduling
  A fully new material requirements planning (MRP) cockpit is available, along with production planning and demand scheduling (PPDS) integrated into SAP S/4HANA, which was previously in a separate system.
- Demand driven material requirements planning (MRP), new production engineering and operations
  This functionality includes a new demand-driven material requirements planning (MRP) and new production engineering and operations.

Further Information
Details
- Business scenario details
- Related SAP Fiori apps
- IoT driven supply chain
- SAP Manufacturing Execution
Video
- Back to innovation overview
Subcontracting

**Business Scenario Description**

Manage the subcontracting process from planning to execution and monitoring and integrate your business network. Plan, execute, and monitor the entire subcontracting process flawlessly.

★ ★ ★  Your usage intensity based on 1 used transactions »

★ ★ ★ ★ Industry popularity

**Value Drivers**

- **Reduce total manufacturing costs**
  Outsource activities that are not the company's core competency. Increase flexibility of production capacities.

- **Reduce procurement function costs**
  Automate basic processes

- **Improve on-time delivery performance**
  Provide an electronic data interchange infrastructure

**What’s new in SAP S/4HANA**

- **Simplified sourcing procedures**
  The processing of sourcing procedures has been optimized and simplified with SAP S/4HANA.

- **Analytical dashboards**
  New and enhanced analytical dashboards are available to better control this process within SAP S/4HANA.

- **New subcontracting cockpit**
  New subcontracting cockpit in procurement available to prioritize outsourcing of production scenarios.

**Further Information**

- **Details**
  - Business scenario details »

- **Additional SAP products**
  - SAP Manufacturing Execution »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC 154
Material Requirements Planning

Business Scenario Description

Use sophisticated material requirements planning balances to optimize services and cost reduction. Gain visibility across the supply chain to monitor stock-outs and automatically create procurement proposals.

Value Drivers

- **Reduce days in inventory**
  Consider all inventory data, lead times, and procurement timing in calculations.
- **Reduce revenue loss due to stock-outs**
  Monitor inventory and automating the creation of procurement proposals.
- **Improve on-time delivery performance**
  Leverage MRP logic to ensure that materials are in stock and manufacturing is scheduled on time to meet delivery goals and order commitments.

Further Information

- **Details**
  - Business scenario details »
  - Related SAP Fiori apps »
  - Demo
  - Additional SAP products
    - Plan to product - MRP »
    - SAP Integrated Business Planning »

What’s new in SAP S/4HANA

- **New material requirements planning cockpit**
  The whole material requirements planning cockpit has been renewed and redesigned.
- **Embedded production planning and demand scheduling**
  With SAP S/4HANA the production planning and demand scheduling (PPDS) functionality is now embedded in the SAP S/4HANA core.
- **1909 release highlight: Predictive material and resource planning (pMRP) application and process manufacturing**
  NEW with SAP S/4HANA 1909: A completely new predictive material and resource planning (pMRP) application is available incl. simulation which reduces inventory carrying costs. Also the make-to-stock production - process manufacturing is now available.
Production Scheduling

Business Scenario Description

Help ensure the feasibility of production plans with integrated production scheduling. Gain a real-time view of inventory, capacity, and material flow.

Value Drivers

- **Reduce days in inventory (work-in-progress)**
  Integrate scheduling and execution to gain a consistent, real-time view of inventory and product data.
- **Reduce manufacturing cycle time**
  Instantly adapt production schedules to current plant conditions

What’s new in SAP S/4HANA

- **New MRP cockpit**
  The whole material requirements planning cockpit has been renewed and redesigned.
- **Embedded production planning and demand scheduling**
  With SAP S/4HANA the production planning and demand scheduling (PPDS) functionality, which was outside the ERP system in APO-PPDS is now embedded.
- **New demand driven MRP & capacity production visualization**
  The material requirements planning run has now been enhanced with demand-driven material requirements planning. Capacity production visualization was not available in ERP.
  
  NEW with SAP S/4HANA 1909: Production capacity leveling is now available.

Further Information

- Details
  - Business scenario details »
  - Related SAP Fiori apps »
- Additional SAP products
  - SAP Integrated Business Planning »
Just-In-Time Processing

Business Scenario Description

Synchronize the flow of components with consumption using just-in-time processing to reduce inventory levels. Request and replenish components just-in-time for production from internal sources or external suppliers, according to lean principles.

Value Drivers

- Improve on-time delivery performance
  Monitor production supply in real time.
- Reduce days in inventory
  Optimize inventory levels to meet customer demand.
- Reduce revenue loss due to stock-outs
  Replenish stock based on your customers' production planning demand.

What’s new in SAP S/4HANA

- Out-of-the-box just-in-time process
  The out-of-the-box just-in-time process is supported with simplified user experience.
  NEW with SAP S/4HANA 1909: Just-in-time supply to customer from stock is now available.
- Non-automotive customers
  This functionality becomes newly available also for non-automotive customers with SAP S/4HANA.

Further Information

Details

- Business scenario details »
- Related SAP Fiori apps »
- SAP Manufacturing Execution »

Additional SAP products

- [Related SAP Fiori apps](#)
- [SAP Manufacturing Execution](#)

Your usage intensity based on 1 used transactions »

Industry popularity
**Business Scenario Description**

Leverage out-of-the-box analytics for key manufacturing figures, amounts, and product specifications. Close the loop between global enterprise strategy and execution at local plants.

**Value Drivers**

- **Reduce business & operations analysis/reporting costs**
  Use out-of-the-box analytics and functionality to create your own reports.

**What’s new in SAP S/4HANA**

- **Dashboards for manufacturing process**
  New dashboards for better monitoring of the manufacturing process tracking have been made available.

- **New material requirements planning cockpit, production planning, demand scheduling and predictive material requirements planning**
  A new material requirements planning (MRP) cockpit is available in SAP S/4HANA with a fully embedded production planning and demand scheduling (PPDS) and not in a separate system.

- **Demand driven material requirements planning, new production engineering and operations**
  This has been fully reengineered and improved and can now be used to optimize these processes.
Business Scenario Description

Enable quality improvement through more visible KPIs. Improve your processes and products by gaining better insights into your quality-related data and thereby reach your corporate quality goals.

Value Drivers

- **Improve customer satisfaction**
  Reduce quality issues and increase responsiveness.

- **Reduce total manufacturing costs**
  Improve quality monitoring and control across the manufacturing function

What’s new in SAP S/4HANA

- **Improved processes**
  The quality improvement related processes have been optimized and enhanced.  
  NEW with SAP S/4HANA 1909: SAP Fiori analytical apps for quality management is now available.

- **Improved user interface (UI)**
  The usability has been enhanced and improved using modern UI-technology.

- **Machine learning and nonconformance management**
  New machine learning scenario to propose defect codes while creating a defect notification in the system.  
  NEW with SAP S/4HANA 1909: Nonconformance management is now available.
Production BOM Management

Business Scenario Description
Accelerate time to market with efficient production BOM management. Improve transfer of design intent to distributed manufacturing sites. Synchronize master data and product structures continuously.

Value Drivers
- **Reduce engineering change costs**
  Leverage enhancements in product structure management.

What’s new in SAP S/4HANA
- **Simplified user interface**
  The user interface has been simplified and streamlined.
- **Analytics**
  Analytics capacities have been optimized and simplified.
- **Structured handover between bills of material**
  This functionality includes a structured handover from engineering bill of material to manufacturing bill of material.

NEW with SAP S/4HANA 1909: Change manufacturing bill of material for production and mass change manufacturing bill of material for productions are now available.

Further Information
- Details
- Additional SAP products
  - Business scenario details
  - Related SAP Fiori apps
  - SAP Manufacturing Execution
Quality Planning

Business Scenario Description
Support sophisticated quality planning from the start. Ensure the quality of your products, processes, and services right from the start.

Value Drivers
- **Increase customer satisfaction**
  Reduce quality issues and increase responsiveness.
- **Optimize total PLM costs**
  Embed quality engineering in the product design process.
- **Reduce the cost to support quality management**
  Improve quality processes and information.

What’s new in SAP S/4HANA
- **Improved processes**
  The quality planning related processes have been optimized and enhanced.
- **Improved user interface (UI)**
  The usability has been enhanced and improved using modern UI-technology.
- **Machine learning propose defect codes in quality management**
  New machine learning scenario to propose defect codes while creating a defect notification in the system.

Further Information
Details
- Business scenario details »
- Related SAP Fiori apps »

Your usage intensity based on 1 used transactions »
Industry popularity

Back to innovation overview »
**Demand-Driven Replenishment**

**Business Scenario Description**

Promote material flow with strategically-placed buffers, reducing inventory and improving service. Manage variability by strategically locating and sizing stock buffers to decouple the supply chain into segments.

**Value Drivers**

- **Improve on-time delivery performance**
  Replenish buffers based on a consumption logic and make clear replenishment priorities to production and procurement.

- **Reduce days in inventory**
  Size stock buffers based on demand-and-supply variability, dynamically adjusting them as demand and lead time change.

- **Reduce inventory obsolescence**
  Uncouple supply chain with strategically placed stock buffers.

**What’s new in SAP S/4HANA**

- **New demand-driven material requirements planning (MRP) embedded in S/4HANA**
  Use demand-driven replenishment to flexibly prebuffer components based on incoming and predictive demand.

- **Strategic inventory planning through demand-driven material requirements planning**
  Demand-driven Material Requirements Planning (MRP) is fully embedded in existing Material Requirements Planning (MRP) run logic.

**Further Information**

- **Details**
  Business scenario details »

- **Demo**
  Integrated bus. planning »

- **Additional SAP products**
  SAP Integrated Business Planning »
Recipe/Routing Management

Business Scenario Description

Accelerate time to market with recipe/routing management. Enable production planning by specifying details about work centers where operations are carried out and listing required production resources and tools.

Value Drivers

- **Reduce engineering change cost**
  Leverage enhancements in product structure management.

- **Reduce penalties and costs of product recalls/design issues**
  Handle accurately the distribution of any changes in recipe or bill of material.

- **Reduce time to market for new products**
  Use granular recipe/routing information to accelerate hand-over.

What’s new in SAP S/4HANA

- **Simplified User interface**
  A simplified user interface allows easier access and better usage of the recipe.

- **Analytics**
  The analytics abilities have been simplified and are easier accessible.

- **Improved processes and visualization**
  Structured engineering processes are available and 3D visualization is possible.

Further Information

Details

Industry popularity

Additional SAP products

- Business scenario details »
- SAP Manufacturing Execution »

Back to innovation overview »
Repetitive Manufacturing

Business Scenario Description

Adjust your repetitive manufacturing production schedules flexibly. Support both configurable and non-configurable products with control in repetitive, make-to-stock, or make-to-order environments.

Value Drivers

- **Improve profitability**
  Adjust production to market demand.
- **Reduce inventory carrying cost**
  Provide increased visibility of exact line-side stock.
- **Reduce manufacturing cycle time**
  Automate data capture and integration into associated business processes.

What’s new in SAP S/4HANA

- **Incoming and outgoing payments**
  With SAP S/4HANA, a new variant configuration has been made available for make-to-order production and simulation.
- **Dashboards for manufacturing**
  The dashboards for manufacturing have been enhanced to allow process tracking.
- **New material requirements planning cockpit and embedded production planning and demand scheduling**
  The material requirements planning cockpit has been completely redesigned and production planning and demand scheduling has been embedded in SAP S/4HANA.

Industry popularity

Further Information

- **Details**
  - Business scenario details »
  - Additional SAP products
- **SAP Manufacturing Execution »**
Constraint Based Production Planning

Business Scenario Description

Shorten lead times at low cost with constraint-based production planning using SAP S/4HANA by linking advanced planning processes to manufacturing execution. Instantly react to changes on the plant floor using one system.

Value Drivers

- **Reduce manufacturing cycle time**
  Transition from infinite to finite planning and instantly identify production bottlenecks.

- **Reduce raw material & work in progress days in inventory**
  Integrate scheduling and execution to gain a consistent, real-time view of inventory and product data.

- **Reduce revenue loss due to stock-outs**
  Improve flexibility through fast and responsive production planning closely linked to manufacturing execution.

What’s new in SAP S/4HANA

- **New material requirements planning cockpit**
  A new material requirements planning (MRP) cockpit with enhanced/improved functions and embedded production planning and demand scheduling (PPDS) is available.

- **Predictive material requirements planning**
  Simulate potential capacity & planning issues, before they arise and fix it, before material requirements planning creates the orders.

- **Visualize capacity issues in web based Gantt charts**
  Embedded production planning and demand scheduling (PPDS) and predictive material requirements planning runs the material requirements planning in simulation mode to evaluate the impact on fixed capacity & constraints.

Further Information

Details

- Business scenario details »
- Related SAP Fiori apps »

Demo

- Prod. operations mgmt »
- SAP Integrated Business Planning »

Additional SAP products

- SAP Integrated Business Planning »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
Extended Production Operations

Business Scenario Description

Manage shop-floor operations with real-time insight, monitoring, data collection, and analytics. Optimize monitoring with automatic issue detection, root-cause analysis, and decision support.

Value Drivers

- **Reduce days in inventory (raw material)**
  Improve material flow.
- **Reduce manufacturing cycle time**
  Prioritize operations based on product and material availability and reducing idle time.
- **Reduce total manufacturing costs**
  Get near real-time insight on resource and process availability.

What’s new in SAP S/4HANA

- **Embedded scenario for new complex manufacturing scenarios**
  There is a new embedded scenario available that covers complex manufacturing scenarios.
- **Production engineering & operations**
  Production engineering & operations (PEO) is fully embedded in SAP S/4HANA for enhanced functionalities like 3D models, embedded instructions, signoff procedures and change logs.
- **New functionality in production processes**
  The production operations have been enhanced with a new functionality which allows a structured handover from development BOM to manufacturing BOM.

Further Information

- **Details**
  Business scenario details »
  Related SAP Fiori apps »
  Prod. operations mgmt »
- **Demo**
  SAP Manufacturing Execution »
- **Additional SAP products**
  Additional SAP products
**Business Scenario Description**

Drive lean Kanban execution that reduces operating costs. Establish a continuous Kaizen improvement approach; use Kanban processing in lean replenishment for external and internal material flows.

**Value Drivers**

- **Reduce inventory carrying cost**
  Determine production supply according to the actual demand of the customer.

- **Reduce manufacturing cycle time**
  Ensure optimal resource commitments and continuous process improvements.

- **Reduce total manufacturing costs**
  Support lean execution principles based on standardized pull processes and tight integration of lean execution to IT.

**What’s new in SAP S/4HANA**

- **Out-of-the-box Kanban process**
  The out-of-the-box Kanban process is supported with simplified user experience.

- **Non-automotive customers**
  This functionality becomes newly available also for non-automotive customers with SAP S/4HANA.

- **1909 release highlight: New replenishment strategy**
  NEW with SAP S/4HANA 1909: A new replenishment strategy is available for stock transfer, using Kanban. Having this replenishment strategy in place, warehouse tasks to replenish a Kanban container are automatically created when you set the Kanban container to empty.

**Further Information**

- **Details**
  - Business scenario details »

- **Demo**
  - Kanban supply into prod. »
  - SAP Manufacturing Execution »

- **Additional SAP products**

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC
**Business Scenario Description**

Simplify, enrich, and extend digital collaboration between product design and manufacturing engineering. Facilitate digital collaboration of manufacturing master data, design structures handovers and process planning.

*New*

Industry popularity

---

**Value Drivers**

- **Improve manufacturing planning function efficiency**
  Integrate design, process planning and manufacturing change management collaboration capabilities.

- **Reduce engineering change cost**
  Provide a real-time, integrated environment that enables all stakeholders to collaborate in the change process.

- **Reduce time to market for new products**
  Create dramatic efficiencies that accelerate innovation and expedite production operations.

---

**What’s new in SAP S/4HANA**

- **Simplified user interface**
  The user interface has been simplified and streamlined.

- **Analytics**
  Analytics capacities have been optimized and simplified.

- **Structured handover between bills of material**
  Manufacturing Engineering is enhanced with a new functionality which allows a structured handover from development Bill of Material (BOM) to manufacturing Bill of Material (BOM).

---

**Further Information**

- Business scenario details »
- Related SAP Fiori apps »
- Demo
- Prod. engineering & ops »
- Additional SAP products
- SAP Manufacturing Execution »
Reimagine Personalized Order to Production

Traditional Scenario:

- Customer can select only from defined product variants
- Additional personalization requires engineering effort. It is delivered with high cost, long lead time, and varying quality
- Significant investment of labor and resources to fulfill the order
- Low customer satisfaction and inability to scale personalized offerings

The New World With SAP:

- Personalized order from customer through e-commerce; real-time feedback on feasibility
- Confirmation of commitment and lead time based on manufacturing/supplier network guidance
- Advanced variant configuration enables real-time product and production engineering
- Scheduling production in a single system
- Traceability and serialization enabled by integration of SAP Manufacturing Execution with digital core
- Fulfilment of personalized order with short lead time, low cost and high customer satisfaction

Read the whitepaper »
**Company**
Isgec Hitachi Zosen Ltd. (IHZL)

**Headquarters**
Gujarat, India

**Website**
www.isgec.com/processequipment/ba-pe-hitachi.php

**Industry**
Mill products

**Products and Services**
Manufacture of critical equipment for refinery, fertilizer, and petrochemical industries

**Employees**
4,000

**Revenue**
US$450 million

**SAP® Solutions**
SAP S/4HANA®, SAP Fiori® apps

**Before: Challenges and Opportunities**
- Accurately track the availability of material for made-to-order products
- Migrate from an Oracle-based PowerTerm solution for better insight into financial and procurement operations
- Gain better control over inventory using live tracking and valuation
- Reduce supply chain risk and the risk of procurement errors

**Why SAP and KPIT Technologies**
- SAP S/4HANA for a single source of data on inventory turnover, material flow, and stock transfers
- SAP Fiori apps for an any-device, mobile-first, role-based user experience that simplifies employee engagement and boosts productivity
- Faster project completion with expertise and best practices from KPIT Technologies

**After: Value-Driven Results**
- Optimized supply chain with real-time inventory visibility, from purchase requisition to goods receipt
- Faster production using touch-screen technology that allows workers to order consumables instantly
- Improved visibility of raw-material consumption and goods-in-transit stock
- Better non-destructive testing quality controls using automated monitoring and reporting

"Real-time intelligence helps us eliminate errors and reduce risk."
Harbir Singh, Head of Operations, Isgec Hitachi Zosen Ltd.
OPTIMIZE ASSET MANAGEMENT:

This value driver focuses on reduction of financial losses caused by asset downtime or outages. This includes:

- Unplanned outages
- Prolonged downtimes caused by bad asset management
- Better transparency and management of such unplanned outages

Reduction of asset data management cost is about:

- Better control of asset data
- Integrated and automated processes to manage asset data in a lean way
Asset Management: Your Current Process Performance in SAP ERP System “PRD”

Value Drivers:
- Reduce Unplanned Downtime Or Outage
- Reduce Asset Data Management Cost

<table>
<thead>
<tr>
<th>Process</th>
<th>Value</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Notification creation</td>
<td>3.921</td>
<td>Notifications open and overdue</td>
</tr>
<tr>
<td>Work order creation</td>
<td>1</td>
<td>Work orders created not released</td>
</tr>
<tr>
<td>Work order release</td>
<td>0</td>
<td>Lead time: Work order release</td>
</tr>
<tr>
<td>Work order completion</td>
<td>No data</td>
<td>Lead time: Work order completion</td>
</tr>
<tr>
<td>Work order settlement</td>
<td>51</td>
<td>Work orders not settled</td>
</tr>
</tbody>
</table>

How SAP helps:
Build an intelligent enterprise with recommended SAP S/4HANA business scenarios.

Maintenance Execution »
- Maintenance Planning and Scheduling »
- Multiresource Planning and Scheduling »
- Maintenance Safety and Permit to Work »
- Health & Safety »
Findings and Benchmark

What we measured

3,921 documents

Total number of notifications open & overdue

Absolute number of PM/CS notifications not completed where the required end date is more than 7 days in the past.

Findings and Benchmark

What we measured

3,921 documents

Total number of notifications open & overdue

Absolute number of PM/CS notifications not completed where the required end date is more than 7 days in the past.

Learn more »

Details

What we measured

Aging Distribution:

<table>
<thead>
<tr>
<th>Aging Distribution</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 months old</td>
<td>125</td>
<td>3%</td>
</tr>
<tr>
<td>3-6 months old</td>
<td>297</td>
<td>8%</td>
</tr>
<tr>
<td>6-12 months old</td>
<td>348</td>
<td>9%</td>
</tr>
<tr>
<td>1-3 years old</td>
<td>1,974</td>
<td>50%</td>
</tr>
<tr>
<td>3+ years old</td>
<td>1,177</td>
<td>30%</td>
</tr>
</tbody>
</table>

Top 5 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F39 Factory CIS</td>
<td>2,273</td>
<td>58%</td>
</tr>
<tr>
<td>F27 Factory France I</td>
<td>471</td>
<td>12%</td>
</tr>
<tr>
<td>F29 Factory Netherlands</td>
<td>92</td>
<td>2%</td>
</tr>
<tr>
<td>F44 Factory USA IV</td>
<td>6</td>
<td>0%</td>
</tr>
<tr>
<td>F43 Factory Indonesia</td>
<td>1</td>
<td>0%</td>
</tr>
</tbody>
</table>

Implication

Understand the problem

Possible Root Causes:

- Missing or inaccurate master data
- Users are not completing their tasks in the SAP system
- Missing or unavailable maintenance/service resources

Possible Business Impact:

- Unnecessary high manual workload
- Un-planned downtime or outages
- Decrease of asset availability
- Delays in subsequent supply chain processes (production)
Notifications automatically created

Findings and Benchmark
What we measured

0%
Notifications automatically created

Share of PM/CS orders created last week by system/communication users. Learn more »

Details
What we measured

Top 3 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Total Items</th>
<th>Automation Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>F39 Factory CIS</td>
<td>92</td>
<td>0%</td>
</tr>
<tr>
<td>F27 Factory France I</td>
<td>47</td>
<td>0%</td>
</tr>
<tr>
<td>F29 Factory Netherlands</td>
<td>18</td>
<td>0%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

Possible Business Impact:
- Unnecessary high manual workload
- Higher maintenance/service operations costs

Consumer Products Industry Benchmark*:

* Data from SAP customers using automation
Work orders in phase created

Findings and Benchmark
What we measured

1 documents
Work orders in phase created

Absolute number of PM/CS orders not released where the creation date is more than 7 days in the past.

Learn more »

F39 Factory CIS

Benchmark

Consumer Products Industry Benchmark:
Your Company

Details
What we measured

Aging Distribution:

<table>
<thead>
<tr>
<th></th>
<th>0-3 months old</th>
<th>3-6 months old</th>
<th>6-12 months old</th>
<th>1-3 years old</th>
<th>3+ years old</th>
</tr>
</thead>
<tbody>
<tr>
<td>Percent</td>
<td>0%</td>
<td>100%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

Top 1 Plant:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F39 Factory CIS</td>
<td>1</td>
<td>100%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Users are not completing their tasks in the SAP system
- Missing or unavailable maintenance/service resources

Possible Business Impact:
- Unnecessary high manual workload
- Higher maintenance/service operations costs
- Decrease of asset availability
- Delays in subsequent supply chain processes (production)
**Findings and Benchmark**

**What we measured**

**60%**

**Work orders automatically created**

* Share of PM/CS notifications created last week by system/communication users.

* Data from SAP customers using automation

---

**Details**

**What we measured**

**Top 3 Plants:**

<table>
<thead>
<tr>
<th>Plant</th>
<th>Total Items</th>
<th>Automation Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Factory CIS</td>
<td>96</td>
<td>94%</td>
</tr>
<tr>
<td>Factory France I</td>
<td>40</td>
<td>0%</td>
</tr>
<tr>
<td>Factory Netherlands</td>
<td>24</td>
<td>0%</td>
</tr>
</tbody>
</table>

---

**Implication**

Understand the problem

**Possible Root Causes:**

- Missing or inaccurate master data
- Missing or wrong configuration of automation capabilities
- Automation capabilities are not or not correctly enabled in all organizational units

**Possible Business Impact:**

- Unnecessary high manual workload.
- Higher maintenance/service operations costs

---

**Back to Overview »**
Lead time: Work order creation to release

Findings and Benchmark
What we measured

0 days
Lead time: Work order creation to release

Duration (in days) between PM/CS order creation and release for orders that were released last week.

Learn more »

Details
What we measured

Top 3 Plants:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Total Items</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>F39 Factory CIS</td>
<td>96</td>
<td>0</td>
</tr>
<tr>
<td>F27 Factory France I</td>
<td>40</td>
<td>0</td>
</tr>
<tr>
<td>F29 Factory Netherlands</td>
<td>24</td>
<td>0</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

Possible Root Causes:
- Missing or inaccurate master data
- Users are not completing their tasks in the SAP system
- Missing or unavailable maintenance/service resources

Possible Business Impact:
- Higher maintenance/service operations costs
- Un-planned downtime or outages
- Decrease of asset availability
- Delays in subsequent supply chain processes (production)
### Findings and Benchmark

**What we measured**

**784 documents**

**Work orders in phase released**

*Absolute number of PM/CS orders not technically completed where the release is more than 90 days in the past.*

*Learn more →*

#### Consumer Products Industry Benchmark:

<table>
<thead>
<tr>
<th>Plant</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>F39 Factory CIS</td>
<td>541</td>
<td>69%</td>
</tr>
<tr>
<td>F29 Factory Netherlands</td>
<td>135</td>
<td>17%</td>
</tr>
<tr>
<td>F27 Factory France I</td>
<td>108</td>
<td>14%</td>
</tr>
</tbody>
</table>

### Details

**What we measured**

**Top 3 Plants:**

### Implication

**Understand the problem**

**Possible Root Causes:**

- Missing or inaccurate master data
- Users are not completing their tasks in the SAP system
- Missing or unavailable maintenance/service resources

**Possible Business Impact:**

- Unnecessary high manual workload
- Higher maintenance/service operations costs
- Un-planned downtime or outages
- Delays in subsequent supply chain processes (production)
Findings and Benchmark

What we measured

51 documents

Work orders not settled

Absolute number of PM/CS orders not settled where the technical completion is more than 30 days in the past.

Learn more »

Consumer Products Industry Benchmark:

<table>
<thead>
<tr>
<th>Plant: Factory France I</th>
<th>Documents</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>51</td>
<td>100%</td>
<td></td>
</tr>
</tbody>
</table>

Possible Root Causes:
- Missing or inaccurate master data
- Wrong configuration

Possible Business Impact:
- Unnecessary high manual workload
- Higher maintenance/service operations costs
- Inaccurate maintenance/service costs

Details

What we measured

Aging Distribution:

<table>
<thead>
<tr>
<th>0-3 months old</th>
<th>3-6 months old</th>
<th>6-12 months old</th>
<th>1-3 years old</th>
<th>3+ years old</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>1</td>
<td>2</td>
<td>48</td>
<td>0</td>
</tr>
<tr>
<td>0%</td>
<td>2%</td>
<td>4%</td>
<td>94%</td>
<td>0%</td>
</tr>
</tbody>
</table>

Top 1 Plant:

- F27: Factory France I - 51 documents - 100%
The table below shows SAP S/4HANA 1909 business scenarios that are enhancing process areas which you are already running.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>YOUR CURRENT USAGE INTENSITY</th>
<th>BASED ON USAGE OF TRANSACTIONS*</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP FIORI APPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multiresource Maintenance Planning and Scheduling</td>
<td>★★★</td>
<td>5</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Maintenance Planning and Scheduling</td>
<td>★★★</td>
<td>4</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Maintenance Execution</td>
<td>★★★</td>
<td>4</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Maintenance Safety and Permit to Work</td>
<td>★★★</td>
<td>3</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = In addition to the used SAP transactions, we found overall 30 used custom code transactions.
### Additional SAP S/4HANA Business Scenarios*

The table below shows additional SAP S/4HANA 1909 business scenarios you could benefit from.

<table>
<thead>
<tr>
<th>SAP S/4HANA BUSINESS SCENARIO</th>
<th>INDUSTRY POPULARITY</th>
<th>DETAILS</th>
<th>SAP FIORI APPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>EHS Incident Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Environment Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Health and Safety Management</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management of Change</td>
<td>★★★</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* = No SAP standard usage detected in your SAP ERP system. Business scenario possibly runs outside of the SAP ERP system or is a custom-developed solution.
Business Scenario Description
Plan and schedule maintenance task planning, cost control, and budgeting

Value Drivers
- **Increase asset availability**
  Manage asset maintenance holistically to lead this process in an integrated way
- **Reduce fixed asset service and maintenance costs**
  Have an efficient maintenance strategy in place and execute it flawlessly

What’s new in SAP S/4HANA
- **New SAP Fiori apps**
  New SAP Fiori apps for scheduling and dispatching maintenance activities across work centers are now available with the additional license for SAP S/4HANA Asset Management for resource scheduling.
- **Simplified data model**
  Full integration and simplification has been made available with the more concise and updated data model of SAP S/4HANA.
- **New transparency level available**
  There is now transparency available around workload at work-center level, taking maintenance plans into account.

Further Information

**Details**
- Business scenario details »
- Related SAP Fiori apps »

**Additional SAP products**
- SAP Asset Intelligence Network »

Back to innovation overview »
## Maintenance Planning and Scheduling

### Business Scenario Description

Plan and schedule maintenance tasks synchronizing labor, material, equipment and schedules.

### Value Drivers

- **Increase revenue through improved asset utilization**
  
  Know all relevant data and have it at hand to lead the processes in asset handling.

- **Reduce fixed asset service and maintenance costs**
  
  Synchronize labor, material, equipment, and schedules based on maintenance requirements.

- **Reduce unplanned downtime or outages**
  
  Leverage preventive or condition-based maintenance strategies.

### What’s new in SAP S/4HANA

- **Improved usability with mass update and SAP Fiori-based frontends**
  
  The usability of maintenance planning and scheduling has been enhanced with a mass update of the material availability status for maintenance orders. Also the SAP Fiori-based user experience has been made available across all process steps.

- **Overview page to support maintenance planners**
  
  An overview page to support maintenance planners in daily business has been created. This presents selected and relevant KPIs as well as charts at a glance, including technical failure analysis.

- **Simplified search and view of all master and transactional data**
  
  This functionality has been simplified and enhanced.

### Further Information

#### Details

- Business scenario details »
- Related SAP Fiori apps »

#### Demo

- Resource scheduling »

#### Additional SAP products

- SAP Asset Intelligence Network »

© 2020 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC 183
Maintenance Execution

Business Scenario Description

Help ensure optimal operation and maintenance execution of enterprise assets

Value Drivers

• Reduce unplanned downtimes or outages
  Leverage preventive or condition-based maintenance strategies to keep assets in a high-performance status

• Reduce fixed asset service and maintenance costs
  Support easy mobile access to work orders from any device, eliminate overhead and delays

• Increase asset availability
  Use a proactive maintenance strategy to keep assets in top shape and highly available

What’s new in SAP S/4HANA

• New SAP Fiori apps for the maintenance technician
  New SAP Fiori apps for the maintenance technician have been made available also to allow or better enable mobile work.

• New core data services view
  A core data services view for several objects has been made available with SAP S/4HANA. This includes damage analysis, location analysis, object statistics, planner group analysis, and manufacturer analysis.

• Enhancement of technical object breakdown analysis
  The technical object breakdown analysis has been enhanced with SAP S/4HANA.

Further Information

Details

Business scenario details »
Related SAP Fiori apps »
Additional SAP products

Demo

Gas pipeline maint. mgmt. »
SAP Asset Intelligence Network »

Back to innovation overview »
Maintenance Safety and Permit to Work

**Business Scenario Description**

Controlling maintenance work through clear safety instructions and permits

**Value Drivers**

- **Reduce EH&S penalties and fines**
  Enable streamlined work order planning and execution, including effective safety measures

- **Reduce fixed asset service and maintenance costs**
  Enable streamlined work order planning and execution, while including effective safety measures

- **Reduce unplanned downtime or outages**
  Control maintenance work through permits and lock-out or tag-out procedures

**What’s new in SAP S/4HANA**

- **SAP Fiori–based user experience**
  The SAP Fiori–based user experience has been enhanced across all process steps.

- **Improved handling for user processing**
  Improved handling (notably a more streamlined flow with fewer clicks) for user processing of safety certificates has been made available.

- **New app for dedicated mobile work clearance management**
  There is a dedicated mobile work clearance management app available for lock-out/tag-out procedures.

Further Information

- Details
- Demo

Back to innovation overview »
## EHS Incident Management

### Business Scenario Description

Identifying and resolving safety issues and learning from incidents

---

### Value Drivers

- **Increase employee engagement**
  Encourage employee participation so that they can have a voice and help create a culture of safety

- **Reduce EH&S penalties & fines**
  Support comprehensive recording and managing of incidents and safety issues

- **Reduce unplanned downtime or outages**
  Proactively address safety issues to help ensure production processes run more smoothly and equipment gets more reliable

---

### What’s new in SAP S/4HANA

- **Improved daily incident management data processing**
  The performance of daily incident management data processing has been accelerated with SAP S/4HANA.

- **Core data services-based analytics available**
  Core data services-based analytics have been made available for the detailed analysis of incidents, injuries, and illnesses data.

- **SAP Fiori-based user experience**
  The SAP Fiori-based user experience has been enhanced across all process steps.

---

### Further Information

- **Details**
  - Business scenario details »
  - Related SAP Fiori apps »
  - Incident management »

- **Demo**
  - Back to innovation overview »
Business Scenario Description

Reduce your environmental impact with comprehensive environment management

Value Drivers

- **Reduce EH&S penalties and fines**
  Meet regulatory, industry, and corporate needs for emissions and other environmental regulations

- **Reduce uncollectible accounts receivable write-offs**
  Understand and plan for regulatory and emissions risk management properly to avoid unnecessary financial losses

What’s new in SAP S/4HANA

- **Enhanced environmental data processing**
  The performance of daily environmental data processing has been accelerated.

- **Graphical user interface and delivered example methodologies for greenhouses**
  A graphical user interface to manage emission data as well as for delivering example methodologies for greenhouse gas emission calculations have been made available.

- **1909 release highlight: Emissions forecasting capability**
  **NEW with SAP S/4HANA 1909:** The new emissions forecasting capability as part of environment, health & safety helps to visualize environmental risks. Based on historical data, the system forecasts the emission data values via machine learning time-series predictive models.
Health and Safety Management

Business Scenario Description

Reduce risks by taking a proactive approach to health and safety management

Value Drivers

- Increase employee engagement
  Provide clear instructions to workers so that they can take proper action to control risks
- Reduce EH&S penalties & fines
  Provide systematic ways in the system to identify, analyze, and control risks for penalties
- Reduce unplanned downtime or outages
  Proactively address safety issues to help ensure production processes run more smoothly and equipment gets more reliable

What’s new in SAP S/4HANA

- Core data servicesviews for detailed analysis of materials and chemicals in stock
  Core data servicesviews for detailed analysis of materials and chemicals in stock have been made available, including greenhouse gas classification and reflecting hazardous ingredients.
- SAP Fiori–based user experience
  The SAP Fiori–based user experience has been enhanced across all process steps.

Further Information

Details
- Business scenario details »
- Related SAP Fiori apps »

Demo
- Permit to work »
Management of Change

Business Scenario Description
Managing operational changes with thorough review, risk mitigation, and documentation approval

Value Drivers
- **Reduce EH&S penalties and fines**
  Approve changes that contain appropriate risk mitigations and help ensure compliance with all defined safety precautions
- **Reduce unplanned downtime or outages**
  Plan and properly monitor all necessary actions related to a change and increase process quality and corrective actions
- **Reduce fixed asset service and maintenance costs**
  Plan and execute technical changes that increase asset reliability and reduce maintenance inefficiencies

What’s new in SAP S/4HANA
- **New core data services view**
  A core data services view for several objects has been made available with SAP S/4HANA. This includes damage analysis, location analysis, object statistics, planner group analysis, and manufacturer analysis.
Anticipate Maintenance

Traditional Scenario:

- Work order process is triggered by static preventive maintenance plans or failure notes
- Maintenance work order is manually scheduled and then printed
- Asset status is determined on-site; required spare parts or resources might be missing
- Second visit to the asset is required to perform maintenance work
- Maintenance work order is manually scheduled and then printed

The New World With SAP:

- Work order process is triggered by asset health predictions based on granular sensor data or by real-time condition monitoring
- Precise knowledge of the asset status allows automatic allocation of the right resources and spare parts and optimizes the route
- Maintenance work is confirmed, and asset status is updated in real time via the mobile asset management application
- Maintenance work is confirmed on paper, and the asset management system is updated the next day.
Before: Challenges and Opportunities

- Service team unable to access calibration data and other equipment-specific information, which was stored in on-premise systems
- No solution to meet the needs of dealers and companies’ service providers
- Need for track-and-trace capabilities with selected suppliers to scale up potential

Why SAP

- Strategic partnership and co-innovation with SAP
- SAP Asset Intelligence Network based on SAP S/4HANA® Cloud for use in maintenance of equipment information and greater transparency over usage
- Standard integration between SAP S/4HANA, SAP Predictive Maintenance and Service, the SAP Manufacturing Execution application, and third-party solutions
- Ability to establish a “digital twin” to build entirely new data-driven business models

After: Value-Driven Results

- Increased service efficiency with one single source of product, component, spare-part, and service information
- Higher customer and dealer satisfaction with an up-to-date digital replica and improved supplier collaboration
- Greater transparency across the company’s installed base, enabling it to offer additional digitalservices and new business models
- Enhanced flexibility of a cloud-based solution

“SAP Leonardo technologies provide the framework for different applications that can be easily combined to orchestrate your own business model.”
Falko Lameter, CIO, Kaeser Kompressoren SE

New

Business models based on real-time data

Higher

Customer lifetime value and service efficiency

>1 million

Measurements per day to avoid unplanned downtime

Company
Kaeser Kompressoren SE

Headquarter
Coburg, Germany

Website
www.kaeser.com

Industry
Industrial machinery and components

Products and Services
Compressed air systems and compressed air consulting services

Employees
5,500

SAP® Solutions and Services
SAP® Leonardo Internet of Things (IoT) capabilities, SAP Asset Intelligence Network, SAP Predictive Maintenance and Service solution

© 2020 SAP SE or an SAP affiliate company. All rights reserved.
Take the Next Steps and Start your Transformation to SAP S/4HANA

1. Build your top-down business case

- Understand and monitor your processes
  - KPI-trees with real-time data and drill down for root-cause analysis
  - Business process improvement suite on SAP Solution Manager
    Learn more »

- Benchmark against peers and assess your maturity
  - Benchmark business KPIs against peers and assess your opportunity to rethink your business processes
  - Next-generation benchmarking tool
    Learn more »

2. Plan your project

- Evaluate your project complexity
  - Assess the SAP S/4HANA project complexity according to your current ERP implementation
  - SAP Readiness Check for SAP S/4HANA
    Learn more »

- Build your transformation road map
  - Shape your future landscape and build your transformation road map
  - SAP Transformation Navigator
    Learn more »

- Plan and start your project
  - Understand most relevant services available to support your project
    - SAP Enterprise Support
    - SAP Model Company
    - SAP Value Assurance service packages
    Learn more »
Understand and Monitor your Processes: Get the Data for your Bottom-up Business Case

Business process improvement tool suite in SAP Solution Manager* with out-of-the-box key figure content:

- **SAP Business Process Analytics** root cause analysis tool for your process experts. This is the prerequisite to derive and implement action items, which can be documented and tracked in issue management in SAP Solution Manager.

- **Dependency diagrams** help to differentiate cause and effect of different key figures. These ‘KPI trees’ visualize qualitative relationships between key figures. Drill-downs down to the individual document allow you to identify root causes and give you a clear understanding of where you need to improve.

- **Tabular dashboards** can be built on top of business process analytics and enable continuous tracking and break down across organizational units for your activated key figures.

- **The progress management board** visualizes key figures improvements.

*All these functions are already included in your SAP Enterprise Support or SAP Product Support for Large Enterprises agreement with no additional costs.
Get a more Detailed Outlook into your Potential Next-Generation Benchmarking Program

**Next-Practices For The Intelligent Enterprise**
- Designed to help organizations **benchmark** themselves, identify **critical gaps** and envision an **Intelligent Enterprise**
- **Top KPIs and next practices** aligned to the **end-to-end value chain** enabled by the power of digital technologies

**Modern Value Platform**
- Collaborative and interactive platform built on **SAP HANA** and **SAP Cloud Platform technologies**
- The platform is designed to help ensure that customer data is protected and adheres to **GDPR compliance** policies

**Personalized Insights**
- **Online scorecard** - An **interactive** online scorecard providing insights for KPIs and best practices
- **Detailed report** – Instantly download a detailed PowerPoint report with benchmarking scorecard and customer success stories

Learn more »
Evaluate the Steps Needed for your Move to SAP S/4HANA with SAP Readiness Check for SAP S/4HANA

• A holistic system analysis is the foundation for further planning steps towards a successful and smooth SAP S/4HANA system conversion

• The SAP Readiness Check analyzes software prerequisites, infrastructure requirements, SAP S/4HANA functional implications, necessary custom code adaptations, and application data migration requirements already months before a project starts

• An analysis should be run as early as possible to get a full understanding of the related tasks and efforts to support a smooth transition

Learn more »
Build your Transformation Roadmap with SAP Transformation Navigator

Choose the right SAP products and solutions for your journey to the Intelligent Enterprise:

- Set up your product map starting with your current products: SAP will recommend your future product map
- Build the foundation for your business case to move to the SAP S/4HANA-based Intelligent Enterprise
- A transformation program needs structure, direction, and priorities: SAP provides a solid and adaptable framework to plan and start your transformation journey
Plan your Project with SAP Enterprise Support and Further SAP Offerings

SAP Enterprise Support Value Map for SAP S/4HANA*
- Guided access to knowledge, skills and services needed to drive your business challenges
- Social media-based empowerment program to accelerate learning
- Empower you to build up digital proficiency and prepare the IT landscape for innovation
- Transparency of required efforts to complete the selected goals.

Learn more »

SAP Value Assurance Service Packages**
- Service packages that complement the services of your IT team or a system integrator
- An industrialized delivery approach supported by best-in-class tools, methodologies, and expertise
- Tailored services applied across all phases of your project
- Compatibility with SAP Model Company services to accelerate your deployment

Learn more »

SAP Model Company**
SAP Model Company services are available for 14 specific industries and 9 lines of business, with more planned and include following building blocks:
- Prepackaged or assemble-to-order solutions
- Market standard content
- Accelerators

Learn more »

Transition to an intelligent ERP with the SAP S/4HANA Movement program – Join Now!
## Appendix – All Relevant Transactions*

### Financial Accounting

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABAON</td>
<td>Asset Sale Without Customer</td>
<td>F-59</td>
<td>Payment Request</td>
</tr>
<tr>
<td>ACACPSDOCITEMS</td>
<td>Display Line Items in ACAC</td>
<td>FB00</td>
<td>Accounting Editing Options</td>
</tr>
<tr>
<td>AACTREE02</td>
<td>Edit Accrual Objects</td>
<td>FB01</td>
<td>Post Document</td>
</tr>
<tr>
<td>AR01</td>
<td>Call Asset List</td>
<td>FB02</td>
<td>Change Document</td>
</tr>
<tr>
<td>AS01</td>
<td>Create Asset Master Record</td>
<td>FB03</td>
<td>Display Document</td>
</tr>
<tr>
<td>AS02</td>
<td>Change Asset Master Record</td>
<td>FB05</td>
<td>Post with Clearing</td>
</tr>
<tr>
<td>AS03</td>
<td>Display Asset Master Record</td>
<td>FB08</td>
<td>Reverse Document</td>
</tr>
<tr>
<td>AW01N</td>
<td>Asset Explorer</td>
<td>FB41</td>
<td>Post Tax Payable</td>
</tr>
<tr>
<td>F.05</td>
<td>Foreign Currency Valuation</td>
<td>FBD1</td>
<td>Enter Recurring Entry</td>
</tr>
<tr>
<td>F.08</td>
<td>G/L: Account Balances</td>
<td>FBD2</td>
<td>Change Recurring Entry</td>
</tr>
<tr>
<td>F.13</td>
<td>Automatic Clearing without Currency</td>
<td>FBD3</td>
<td>Display Recurring Entry</td>
</tr>
<tr>
<td>F.14</td>
<td>ABAP/4 Report: Recurring Entries</td>
<td>FBD5</td>
<td>Realize Recurring Entry</td>
</tr>
<tr>
<td>F.80</td>
<td>Mass Reversal of Documents</td>
<td>FBD9</td>
<td>Enter Recurring Entry</td>
</tr>
<tr>
<td>F-01</td>
<td>Enter Sample Document</td>
<td>FBL1N</td>
<td>Vendor Line Items</td>
</tr>
<tr>
<td>F-02</td>
<td>Enter G/L Account Posting</td>
<td>FBL3</td>
<td>Display G/L Account Line Items</td>
</tr>
<tr>
<td>F-03</td>
<td>Clear G/L Account</td>
<td>FBL3N</td>
<td>G/L Account Line Items</td>
</tr>
<tr>
<td>F-04</td>
<td>Post with Clearing</td>
<td>FBL5N</td>
<td>Customer Line Items</td>
</tr>
<tr>
<td>F-47</td>
<td>Down Payment Request</td>
<td>FBR2</td>
<td>Post Document</td>
</tr>
<tr>
<td>F-51</td>
<td>Post with Clearing</td>
<td>FBRA</td>
<td>Reset Cleared Items</td>
</tr>
<tr>
<td>F-53</td>
<td>Post Outgoing Payments</td>
<td></td>
<td><strong>... and 34 additional transactions</strong></td>
</tr>
<tr>
<td>F-58</td>
<td>Payment with Printout</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.*
## Appendix – All Relevant Transactions*

### Delivery Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>COWBPACK</td>
<td>Packing in production orders</td>
</tr>
<tr>
<td>HU02</td>
<td>Creating and Changing Handling Units</td>
</tr>
<tr>
<td>HU03</td>
<td>Display of HUs</td>
</tr>
<tr>
<td>HU04</td>
<td>Creation of HUs with stock</td>
</tr>
<tr>
<td>HUMO</td>
<td>HU Monitor</td>
</tr>
<tr>
<td>POF1</td>
<td>Create Pkg Instruction Determination</td>
</tr>
<tr>
<td>POP1</td>
<td>Create Packing Instruction</td>
</tr>
<tr>
<td>V.21</td>
<td>Log of Collective Run</td>
</tr>
<tr>
<td>VL01</td>
<td>Create Delivery</td>
</tr>
<tr>
<td>VL01N</td>
<td>Create Outbound Dlv. with Order Ref.</td>
</tr>
<tr>
<td>VL01NO</td>
<td>Create Outbound Dlv. w/o Order Ref.</td>
</tr>
<tr>
<td>VL02N</td>
<td>Change Outbound Delivery</td>
</tr>
<tr>
<td>VL03</td>
<td>Display Outbound Delivery</td>
</tr>
<tr>
<td>VL03N</td>
<td>Display Outbound Delivery</td>
</tr>
<tr>
<td>VL04</td>
<td>Process Delivery Due List</td>
</tr>
<tr>
<td>VL06</td>
<td>Delivery Monitor</td>
</tr>
<tr>
<td>VL06L</td>
<td>Outbound Deliveries to be Loaded</td>
</tr>
<tr>
<td>VL06O</td>
<td>Outbound Delivery Monitor</td>
</tr>
<tr>
<td>VL10</td>
<td>Edit User-specific Delivery List</td>
</tr>
<tr>
<td>VL10A</td>
<td>Sales Orders Due for Delivery</td>
</tr>
<tr>
<td>VL10B</td>
<td>Purchase Orders Due for Delivery</td>
</tr>
<tr>
<td>VL10C</td>
<td>Order Items Due for Delivery</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>VL10D</td>
<td>Purch. Order Items due for Delivery</td>
</tr>
<tr>
<td>VL32N</td>
<td>Change Inbound Delivery</td>
</tr>
<tr>
<td>VL33N</td>
<td>Display Inbound Delivery</td>
</tr>
<tr>
<td>VL71</td>
<td>Output from Outbound Deliveries</td>
</tr>
<tr>
<td>VL74</td>
<td>Output from Handling Units</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Sales Billing

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>VF01</td>
<td>Create Billing Document</td>
</tr>
<tr>
<td>VF02</td>
<td>Change Billing Document</td>
</tr>
<tr>
<td>VF03</td>
<td>Display Billing Document</td>
</tr>
<tr>
<td>VF04</td>
<td>Maintain Billing Due List</td>
</tr>
<tr>
<td>VF05</td>
<td>List Billing Documents</td>
</tr>
<tr>
<td>VF07</td>
<td>Display bill. document from archive</td>
</tr>
<tr>
<td>VF11</td>
<td>Cancel Billing Document</td>
</tr>
<tr>
<td>VF23</td>
<td>Display Invoice List</td>
</tr>
<tr>
<td>VF25</td>
<td>List of Invoice Lists</td>
</tr>
<tr>
<td>VFX3</td>
<td>List Blocked Billing Documents</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Accounts Payable

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>F110</td>
<td>Parameters for Automatic Payment</td>
</tr>
<tr>
<td>F-43</td>
<td>Enter Vendor Invoice</td>
</tr>
<tr>
<td>FB60</td>
<td>Enter Incoming Invoices</td>
</tr>
<tr>
<td>FBL1</td>
<td>Display Vendor Line Items</td>
</tr>
<tr>
<td>FB20</td>
<td>Display/Edit Payment Proposal</td>
</tr>
<tr>
<td>FCH2</td>
<td>Display Payment Document Checks</td>
</tr>
<tr>
<td>FCH8</td>
<td>Reverse Check Payment</td>
</tr>
<tr>
<td>FDTA</td>
<td>TemSe/REGUT Data Administration</td>
</tr>
<tr>
<td>FK01</td>
<td>Create Vendor</td>
</tr>
<tr>
<td>FKMT</td>
<td>FI Acct Assignment Model Management</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions *

### Profitability Analysis

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>KB11N</td>
<td>Enter Manual Repostings of Costs</td>
</tr>
<tr>
<td>KB13N</td>
<td>Display Manual Repostings of Costs</td>
</tr>
<tr>
<td>KB14N</td>
<td>Reverse Manual Repostings of Costs</td>
</tr>
<tr>
<td>KB63</td>
<td>Display Reposting of CO Line Items</td>
</tr>
<tr>
<td>KCH6N</td>
<td>EC-PCA: Display Standard Hierarchy</td>
</tr>
<tr>
<td>KE30</td>
<td>Execute profitability report</td>
</tr>
<tr>
<td>KE52</td>
<td>Change Profit Center</td>
</tr>
<tr>
<td>KE53</td>
<td>Display Profit Center</td>
</tr>
<tr>
<td>KE5Z</td>
<td>Profit Center: Actual Line Items</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
### Appendix – All Relevant Transactions*

#### Accounts Receivable

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>F-22</td>
<td>Enter Customer Invoice</td>
</tr>
<tr>
<td>F-28</td>
<td>Post Incoming Payments</td>
</tr>
<tr>
<td>F-32</td>
<td>Clear Customer</td>
</tr>
<tr>
<td>FBL5</td>
<td>Display Customer Line Items</td>
</tr>
<tr>
<td>FD01</td>
<td>Create Customer</td>
</tr>
<tr>
<td>FD10N</td>
<td>Customer Balance Display</td>
</tr>
<tr>
<td>OB52</td>
<td>C FI Maintain Table T001B</td>
</tr>
<tr>
<td>OBVU</td>
<td>C FI Maintain View</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.*
## Appendix – All Relevant Transactions*

### Overhead Cost Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>KSB1</td>
<td>Cost Centers: Actual Line Items</td>
</tr>
<tr>
<td>KSU5</td>
<td>Execute Actual Assessment</td>
</tr>
<tr>
<td>OKB9</td>
<td>Change Automatic Account Assignment</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Financial Reporting

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>FS10</td>
<td>G/L Account Balance</td>
</tr>
<tr>
<td>GR33</td>
<td>Display report</td>
</tr>
<tr>
<td>GRR3</td>
<td>RW: Display formula</td>
</tr>
<tr>
<td>RFBILA00</td>
<td>Financial Statements</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
### Appendix – All Relevant Transactions*

#### Cash and Liquidity Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>FB03</td>
<td>Display Document</td>
</tr>
<tr>
<td>FD33</td>
<td>Display Customer Credit Management</td>
</tr>
<tr>
<td>FEBAN</td>
<td>Bank statement postprocessing</td>
</tr>
<tr>
<td>FI12</td>
<td>Change House Banks/Bank Accounts</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Entity Close

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>F.01</td>
<td>ABAP Report: Financial Statements</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Sales Order Management and Processing

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>V.15</td>
<td>Display Backorders</td>
</tr>
<tr>
<td>V_V2</td>
<td>Updating Sales Documents by Material</td>
</tr>
<tr>
<td>VA01</td>
<td>VA01 new</td>
</tr>
<tr>
<td>VA02</td>
<td>Change Sales Order</td>
</tr>
<tr>
<td>VA03</td>
<td>Display Sales Order</td>
</tr>
<tr>
<td>VA05</td>
<td>List of Sales Orders</td>
</tr>
<tr>
<td>VA05N</td>
<td>List of Sales Orders</td>
</tr>
<tr>
<td>VA21</td>
<td>Create Quotation</td>
</tr>
<tr>
<td>VA22</td>
<td>Change Quotation</td>
</tr>
<tr>
<td>VA23</td>
<td>Display Quotation</td>
</tr>
<tr>
<td>VA25</td>
<td>Quotations List</td>
</tr>
<tr>
<td>VA31</td>
<td>Create Scheduling Agreement</td>
</tr>
<tr>
<td>VA32</td>
<td>Change Scheduling Agreement</td>
</tr>
<tr>
<td>VA33</td>
<td>Display Scheduling Agreement</td>
</tr>
<tr>
<td>VA35</td>
<td>List of Scheduling Agreements</td>
</tr>
<tr>
<td>VA31</td>
<td>Create Scheduling Agreement</td>
</tr>
<tr>
<td>VA32</td>
<td>Change Scheduling Agreement</td>
</tr>
<tr>
<td>VA33</td>
<td>Display Scheduling Agreement</td>
</tr>
<tr>
<td>VA35</td>
<td>List of Scheduling Agreements</td>
</tr>
<tr>
<td>VF31</td>
<td>Output from Billing Documents</td>
</tr>
<tr>
<td>VKM1</td>
<td>Blocked SD Documents</td>
</tr>
<tr>
<td>VRRE</td>
<td>Returns Delivery for RMA Order</td>
</tr>
<tr>
<td>VV22</td>
<td>Change output: Shipping</td>
</tr>
<tr>
<td>VV33</td>
<td>Display Output: Billing</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Product Costing

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>CK11N</td>
<td>Create Material Cost Estimate</td>
</tr>
<tr>
<td>KKA0</td>
<td>WIP Calc.: Collective Processing</td>
</tr>
<tr>
<td>KKS1</td>
<td>Variances - Product Cost by Lot</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Purchase Order Processing

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>ME21</td>
<td>Create Purchase Order</td>
</tr>
<tr>
<td>ME21N</td>
<td>Create Purchase Order</td>
</tr>
<tr>
<td>ME22</td>
<td>Change Purchase Order</td>
</tr>
<tr>
<td>ME22N</td>
<td>Change Purchase Order</td>
</tr>
<tr>
<td>ME23N</td>
<td>Display Purchase Order</td>
</tr>
<tr>
<td>ME27</td>
<td>Create Stock Transport Order</td>
</tr>
<tr>
<td>ME2A</td>
<td>Monitor Confirmations</td>
</tr>
<tr>
<td>ME2C</td>
<td>Purchase Orders by Material Group</td>
</tr>
<tr>
<td>ME2K</td>
<td>Purch. Orders by Account Assignment</td>
</tr>
<tr>
<td>ME2L</td>
<td>Purchase Orders by Vendor</td>
</tr>
<tr>
<td>ME2M</td>
<td>Purchase Orders by Material</td>
</tr>
<tr>
<td>ME2N</td>
<td>Purchase Orders by PO Number</td>
</tr>
<tr>
<td>MEB2</td>
<td>Change Reb. Arrangs.</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Purchase Contract Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>ME11</td>
<td>Create Purchasing Info Record</td>
</tr>
<tr>
<td>ME12</td>
<td>Change Purchasing Info Record</td>
</tr>
<tr>
<td>ME13</td>
<td>Display Purchasing Info Record</td>
</tr>
<tr>
<td>ME15</td>
<td>Flag Purch. Info Rec. for Deletion</td>
</tr>
<tr>
<td>ME1L</td>
<td>Info Records per Vendor</td>
</tr>
<tr>
<td>ME1M</td>
<td>Info Records per Material</td>
</tr>
<tr>
<td>ME31K</td>
<td>Create Contract</td>
</tr>
<tr>
<td>ME32K</td>
<td>Change Contract</td>
</tr>
<tr>
<td>ME33K</td>
<td>Display Contract</td>
</tr>
<tr>
<td>MEK1</td>
<td>Create Conditions</td>
</tr>
<tr>
<td>MEK2</td>
<td>Change Conditions</td>
</tr>
<tr>
<td>MEK3</td>
<td>Display Conditions</td>
</tr>
<tr>
<td>MEK4</td>
<td>Create Conditions</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.*
## Appendix – All Relevant Transactions*

### Invoice Processing

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>MIR4</td>
<td>Call MIRO - Change Status</td>
</tr>
<tr>
<td>MIR6</td>
<td>Invoice Overview</td>
</tr>
<tr>
<td>MIR7</td>
<td>Park Invoice</td>
</tr>
<tr>
<td>MIRO</td>
<td>Enter Incoming Invoice</td>
</tr>
<tr>
<td>MR8M</td>
<td>Cancel Invoice Document</td>
</tr>
<tr>
<td>MR90</td>
<td>Messages for Invoice Documents</td>
</tr>
<tr>
<td>MRBR</td>
<td>Release Blocked Invoices</td>
</tr>
<tr>
<td>MRRL</td>
<td>Evaluated Receipt Settlement</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
### Appendix – All Relevant Transactions*

#### Real-Time Reporting and Monitoring

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>MC$4</td>
<td>PURCHIS: Vendor PurchVal Selection</td>
</tr>
<tr>
<td>MCE3</td>
<td>PURCHIS: Vendor Analysis Selection</td>
</tr>
<tr>
<td>MCSK</td>
<td>Call Standard Analyses of Stocks</td>
</tr>
<tr>
<td>ME2O</td>
<td>SC Stock Monitoring</td>
</tr>
<tr>
<td>ME80</td>
<td>Purchasing Reporting</td>
</tr>
<tr>
<td>ME80FN</td>
<td>General Analyses</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Spend Visibility

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>MCE3</td>
<td>PURCHIS: Vendor Analysis Selection</td>
</tr>
<tr>
<td>ME80</td>
<td>Purchasing Reporting</td>
</tr>
<tr>
<td>ME80FN</td>
<td>General Analyses</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.*
## Appendix – All Relevant Transactions*

### Requirements Processing

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>ME51N</td>
<td>Create Purchase Requisition</td>
</tr>
<tr>
<td>ME52N</td>
<td>Change Purchase Requisition</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Sales Master Data Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUBA</td>
<td>BuPR: Relationship Categories</td>
</tr>
<tr>
<td>FD01</td>
<td>Create Customer</td>
</tr>
<tr>
<td>FD02</td>
<td>Change Customer</td>
</tr>
<tr>
<td>FD03</td>
<td>Display Customer</td>
</tr>
<tr>
<td>FD05</td>
<td>Block Customer</td>
</tr>
<tr>
<td>MM01</td>
<td>Create Material &amp;</td>
</tr>
<tr>
<td>MM02</td>
<td>Change Material &amp;</td>
</tr>
<tr>
<td>MM03</td>
<td>Display Material &amp;</td>
</tr>
<tr>
<td>MM04</td>
<td>Display Material Change Documents</td>
</tr>
<tr>
<td>MM17</td>
<td>Mass Maintenance: Indus. Matl Master</td>
</tr>
<tr>
<td>MMPV</td>
<td>Close Periods</td>
</tr>
<tr>
<td>V/I6</td>
<td>Display conditions using index</td>
</tr>
<tr>
<td>V/LD</td>
<td>Execute pricing report</td>
</tr>
<tr>
<td>V+21</td>
<td>Create Sales Prospect</td>
</tr>
<tr>
<td>VBN1</td>
<td>Free goods - Create</td>
</tr>
<tr>
<td>VBN2</td>
<td>Free goods - Change</td>
</tr>
<tr>
<td>VBN3</td>
<td>Free goods - Display</td>
</tr>
<tr>
<td>VBO1</td>
<td>Create Rebate Agreement</td>
</tr>
<tr>
<td>VBO2</td>
<td>Change Rebate Agreement</td>
</tr>
<tr>
<td>VBOF</td>
<td>Rebate: Update Billing Documents</td>
</tr>
<tr>
<td>VD01</td>
<td>Create Customer</td>
</tr>
<tr>
<td>VD02</td>
<td>Change Customer</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>VD03</td>
<td>Display Customer</td>
</tr>
<tr>
<td>VK11</td>
<td>Create Condition</td>
</tr>
<tr>
<td>VK12</td>
<td>Change Condition</td>
</tr>
<tr>
<td>VK13</td>
<td>Display Condition</td>
</tr>
<tr>
<td>VK14</td>
<td>Create Condition with Reference</td>
</tr>
<tr>
<td>VK33</td>
<td>Condition Maintenance: Display</td>
</tr>
<tr>
<td>VMG4</td>
<td>Create Material Group 4</td>
</tr>
<tr>
<td>XD01</td>
<td>Create Customer</td>
</tr>
<tr>
<td>XD02</td>
<td>Change Customer</td>
</tr>
<tr>
<td>XD03</td>
<td>Display Customer</td>
</tr>
<tr>
<td>XD05</td>
<td>Block customer</td>
</tr>
<tr>
<td>XD06</td>
<td>Mark customer for deletion</td>
</tr>
<tr>
<td>XD99</td>
<td>Customer master mass maintenance</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
### Appendix – All Relevant Transactions*

#### Delivery Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>COWBPACK</td>
<td>Packing in production orders</td>
</tr>
<tr>
<td>HU02</td>
<td>Creating and Changing Handling Units</td>
</tr>
<tr>
<td>HU03</td>
<td>Display of HUs</td>
</tr>
<tr>
<td>HU04</td>
<td>Creation of HUs with stock</td>
</tr>
<tr>
<td>HUMO</td>
<td>HU Monitor</td>
</tr>
<tr>
<td>POF1</td>
<td>Create Pkg Instruction Determination</td>
</tr>
<tr>
<td>POP1</td>
<td>Create Packing Instruction</td>
</tr>
<tr>
<td>V.21</td>
<td>Log of Collective Run</td>
</tr>
<tr>
<td>VL01</td>
<td>Create Delivery</td>
</tr>
<tr>
<td>VL01N</td>
<td>Create Outbound Dlv. with Order Ref.</td>
</tr>
<tr>
<td>VL01NO</td>
<td>Create Outbound Dlv. w/o Order Ref.</td>
</tr>
<tr>
<td>VL02N</td>
<td>Change Outbound Delivery</td>
</tr>
<tr>
<td>VL03</td>
<td>Display Outbound Delivery</td>
</tr>
<tr>
<td>VL03N</td>
<td>Display Outbound Delivery</td>
</tr>
<tr>
<td>VL04</td>
<td>Process Delivery Due List</td>
</tr>
<tr>
<td>VL06</td>
<td>Delivery Monitor</td>
</tr>
<tr>
<td>VL06L</td>
<td>Outbound Deliveries to be Loaded</td>
</tr>
<tr>
<td>VL06O</td>
<td>Outbound Delivery Monitor</td>
</tr>
<tr>
<td>VL10</td>
<td>Edit User-specific Delivery List</td>
</tr>
<tr>
<td>VL10A</td>
<td>Sales Orders Due for Delivery</td>
</tr>
<tr>
<td>VL10B</td>
<td>Purchase Orders Due for Delivery</td>
</tr>
<tr>
<td>VL10C</td>
<td>Order Items Due for Delivery</td>
</tr>
</tbody>
</table>

**Transaction Code**

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>VL10D</td>
<td>Purch. Order Items due for Delivery</td>
</tr>
<tr>
<td>VL32N</td>
<td>Change Inbound Delivery</td>
</tr>
<tr>
<td>VL33N</td>
<td>Display Inbound Delivery</td>
</tr>
<tr>
<td>VL71</td>
<td>Output from Outbound Deliveries</td>
</tr>
<tr>
<td>VL74</td>
<td>Output from Handling Units</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.*
## Appendix – All Relevant Transactions*

### Price Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>V/I6</td>
<td>Display conditions using index</td>
</tr>
<tr>
<td>V/LD</td>
<td>Execute pricing report</td>
</tr>
<tr>
<td>VBN1</td>
<td>Free goods - Create</td>
</tr>
<tr>
<td>VBN2</td>
<td>Free goods - Change</td>
</tr>
<tr>
<td>VBN3</td>
<td>Free goods - Display</td>
</tr>
<tr>
<td>VBO1</td>
<td>Create Rebate Agreement</td>
</tr>
<tr>
<td>VBO2</td>
<td>Change Rebate Agreement</td>
</tr>
<tr>
<td>VBOF</td>
<td>Rebate: Update Billing Documents</td>
</tr>
<tr>
<td>VK11</td>
<td>Create Condition</td>
</tr>
<tr>
<td>VK12</td>
<td>Change Condition</td>
</tr>
<tr>
<td>VK13</td>
<td>Display Condition</td>
</tr>
<tr>
<td>VK14</td>
<td>Create Condition with Reference</td>
</tr>
<tr>
<td>VK33</td>
<td>Condition Maintenance: Display</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Sales Billing

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>VF01</td>
<td>Create Billing Document</td>
</tr>
<tr>
<td>VF02</td>
<td>Change Billing Document</td>
</tr>
<tr>
<td>VF03</td>
<td>Display Billing Document</td>
</tr>
<tr>
<td>VF04</td>
<td>Maintain Billing Due List</td>
</tr>
<tr>
<td>VF05</td>
<td>List Billing Documents</td>
</tr>
<tr>
<td>VF07</td>
<td>Display bill. document from archive</td>
</tr>
<tr>
<td>VF11</td>
<td>Cancel Billing Document</td>
</tr>
<tr>
<td>VF23</td>
<td>Display Invoice List</td>
</tr>
<tr>
<td>VF25</td>
<td>List of Invoice Lists</td>
</tr>
<tr>
<td>VFX3</td>
<td>List Blocked Billing Documents</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
### Appendix – All Relevant Transactions*

#### Sales Monitoring and Analytics

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>MCSI</td>
<td>Call Standard Analyses of Sales</td>
</tr>
<tr>
<td>MCTA</td>
<td>SIS: Customer Analysis - Selection</td>
</tr>
<tr>
<td>MCTE</td>
<td>SIS: Sales Org. Analysis - Selection</td>
</tr>
<tr>
<td>MCTG</td>
<td>SIS: Sales Office Analysis Selection</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.*
### Appendix – All Relevant Transactions*

#### Sales Order Management and Processing

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>V.15</td>
<td>Display Backorders</td>
</tr>
<tr>
<td>V_V2</td>
<td>Updating Sales Documents by Material</td>
</tr>
<tr>
<td>VA01</td>
<td>VA01 new</td>
</tr>
<tr>
<td>VA02</td>
<td>Change Sales Order</td>
</tr>
<tr>
<td>VA03</td>
<td>Display Sales Order</td>
</tr>
<tr>
<td>VA05</td>
<td>List of Sales Orders</td>
</tr>
<tr>
<td>VA05N</td>
<td>List of Sales Orders</td>
</tr>
<tr>
<td>VA21</td>
<td>Create Quotation</td>
</tr>
<tr>
<td>VA22</td>
<td>Change Quotation</td>
</tr>
<tr>
<td>VA23</td>
<td>Display Quotation</td>
</tr>
<tr>
<td>VA25</td>
<td>Quotations List</td>
</tr>
<tr>
<td>VA31</td>
<td>Create Scheduling Agreement</td>
</tr>
<tr>
<td>VA32</td>
<td>Change Scheduling Agreement</td>
</tr>
<tr>
<td>VA33</td>
<td>Display Scheduling Agreement</td>
</tr>
<tr>
<td>VA35</td>
<td>List of Scheduling Agreements</td>
</tr>
<tr>
<td>VF31</td>
<td>Output from Billing Documents</td>
</tr>
<tr>
<td>VKM1</td>
<td>Blocked SD Documents</td>
</tr>
<tr>
<td>VRRE</td>
<td>Returns Delivery for RMA Order</td>
</tr>
<tr>
<td>VV22</td>
<td>Change output: Shipping</td>
</tr>
<tr>
<td>VV33</td>
<td>Display Output: Billing</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Sales Quotation Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>V+21</td>
<td>Create Sales Prospect</td>
</tr>
<tr>
<td>VA21</td>
<td>Create Quotation</td>
</tr>
<tr>
<td>VA22</td>
<td>Change Quotation</td>
</tr>
<tr>
<td>VA23</td>
<td>Display Quotation</td>
</tr>
<tr>
<td>VA25</td>
<td>Quotations List</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Sales Contract Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>VA41</td>
<td>Create Contract</td>
</tr>
<tr>
<td>VA42</td>
<td>Change Contract</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.*
## Appendix – All Relevant Transactions*

### Available to Promise

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>IR03</td>
<td>Display Work Center</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Sales Rebate Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>VBOF</td>
<td>Rebate: Update Billing Documents</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.*
# Appendix – All Relevant Transactions*

## Warehouse Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>LB03</td>
<td>Display Transfer Requirement</td>
<td>LT12</td>
<td>Confirm transfer order</td>
</tr>
<tr>
<td>LM00</td>
<td>Logon RF</td>
<td>LT21</td>
<td>Display Transfer Order</td>
</tr>
<tr>
<td>LM01</td>
<td>Dynamic Menu</td>
<td>LT22</td>
<td>Display Transfer Order / Stor. Type</td>
</tr>
<tr>
<td>LN08</td>
<td>Number range maintenance: LVS_LENUM</td>
<td>LT24</td>
<td>Display Transfer Order / Material</td>
</tr>
<tr>
<td>LRF1</td>
<td>RF Monitor, Active</td>
<td>LX02</td>
<td>Stock list</td>
</tr>
<tr>
<td>LRF2</td>
<td>RF Monitor, Passive</td>
<td>LX29</td>
<td>Fixed bin supervision</td>
</tr>
<tr>
<td>LS03N</td>
<td>Display Warehouse Master Record</td>
<td>MB02</td>
<td>Change Material Document</td>
</tr>
<tr>
<td>LS23</td>
<td>Display Quants</td>
<td>MB03</td>
<td>Display Material Document</td>
</tr>
<tr>
<td>LS24</td>
<td>Display Quants for Material</td>
<td>MB21</td>
<td>Create Reservation</td>
</tr>
<tr>
<td>LS25</td>
<td>Display Quants per Storage Bin</td>
<td>MB23</td>
<td>Display Reservation</td>
</tr>
<tr>
<td>LS26</td>
<td>Warehouse stocks per material</td>
<td>MB51</td>
<td>Material Doc. List</td>
</tr>
<tr>
<td>LS33</td>
<td>Display storage unit</td>
<td>MB52</td>
<td>List of Warehouse Stocks on Hand</td>
</tr>
<tr>
<td>LT01</td>
<td>Create Transfer Order</td>
<td>MB54</td>
<td>Consignment Stocks</td>
</tr>
<tr>
<td>LT02</td>
<td>Create TO for Inventory Difference</td>
<td>MB5B</td>
<td>Stocks for Posting Date</td>
</tr>
<tr>
<td>LT03</td>
<td>Create TO for Delivery</td>
<td>MB5SIT</td>
<td>MB5SIT</td>
</tr>
<tr>
<td>LT04</td>
<td>Create TO from TR</td>
<td>MB5T</td>
<td>Stock in transit CC</td>
</tr>
<tr>
<td>LT05</td>
<td>Process Posting Change Notice</td>
<td>MB5TD</td>
<td>Stock in Transit on Key Date</td>
</tr>
<tr>
<td>LT06</td>
<td>Create TO for Material Document</td>
<td>MB90</td>
<td>Output Processing for Mat. Documents</td>
</tr>
<tr>
<td>LT09</td>
<td>ID point function for storage units</td>
<td>MBBS</td>
<td>Display valued special stock</td>
</tr>
<tr>
<td>LT0G</td>
<td>Return delivery to stock</td>
<td>MBLB</td>
<td>Stocks at Subcontractor</td>
</tr>
<tr>
<td>LT0S</td>
<td>Create TO for multiple deliveries</td>
<td></td>
<td></td>
</tr>
<tr>
<td>LT10</td>
<td>Create Transfer Order from List</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
# Appendix – All Relevant Transactions*

## Delivery Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>COWBPACK</td>
<td>Packing in production orders</td>
</tr>
<tr>
<td>HU02</td>
<td>Creating and Changing Handling Units</td>
</tr>
<tr>
<td>HU03</td>
<td>Display of HUs</td>
</tr>
<tr>
<td>HU04</td>
<td>Creation of HUs with stock</td>
</tr>
<tr>
<td>HUMO</td>
<td>HU Monitor</td>
</tr>
<tr>
<td>POF1</td>
<td>Create Pkg Instruction Determination</td>
</tr>
<tr>
<td>POP1</td>
<td>Create Packing Instruction</td>
</tr>
<tr>
<td>V.21</td>
<td>Log of Collective Run</td>
</tr>
<tr>
<td>VL01</td>
<td>Create Delivery</td>
</tr>
<tr>
<td>VL01N</td>
<td>Create Outbound Dlv. with Order Ref.</td>
</tr>
<tr>
<td>VL01NO</td>
<td>Create Outbound Dlv. w/o Order Ref.</td>
</tr>
<tr>
<td>VL02N</td>
<td>Change Outbound Delivery</td>
</tr>
<tr>
<td>VL03</td>
<td>Display Outbound Delivery</td>
</tr>
<tr>
<td>VL03N</td>
<td>Display Outbound Delivery</td>
</tr>
<tr>
<td>VL04</td>
<td>Process Delivery Due List</td>
</tr>
<tr>
<td>VL06</td>
<td>Delivery Monitor</td>
</tr>
<tr>
<td>VL06L</td>
<td>Outbound Deliveries to be Loaded</td>
</tr>
<tr>
<td>VL06O</td>
<td>Outbound Delivery Monitor</td>
</tr>
<tr>
<td>VL10</td>
<td>Edit User-specific Delivery List</td>
</tr>
<tr>
<td>VL10A</td>
<td>Sales Orders Due for Delivery</td>
</tr>
<tr>
<td>VL10B</td>
<td>Purchase Orders Due for Delivery</td>
</tr>
<tr>
<td>VL10C</td>
<td>Order Items Due for Delivery</td>
</tr>
<tr>
<td>VL10D</td>
<td>Purch. Order Items due for Delivery</td>
</tr>
<tr>
<td>VL32N</td>
<td>Change Inbound Delivery</td>
</tr>
<tr>
<td>VL33N</td>
<td>Display Inbound Delivery</td>
</tr>
<tr>
<td>VL71</td>
<td>Output from Outbound Deliveries</td>
</tr>
<tr>
<td>VL74</td>
<td>Output from Handling Units</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
Appendix – All Relevant Transactions*

Goods Movement

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>MB1A</td>
<td>Goods Withdrawal</td>
</tr>
<tr>
<td>MB1B</td>
<td>Transfer Posting</td>
</tr>
<tr>
<td>MB1C</td>
<td>Other Goods Receipts</td>
</tr>
<tr>
<td>MIGO_GI</td>
<td>Goods Movement</td>
</tr>
<tr>
<td>VL01N</td>
<td>Create Outbound Div. with Order Ref.</td>
</tr>
<tr>
<td>VL02N</td>
<td>Change Outbound Delivery</td>
</tr>
<tr>
<td>VL32N</td>
<td>Change Inbound Delivery</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
Appendix – All Relevant Transactions*

Available to Promise

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>IR03</td>
<td>Display Work Center</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
### Production Execution

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>CA03</td>
<td>Display Routing</td>
</tr>
<tr>
<td>CK11N</td>
<td>Create Material Cost Estimate</td>
</tr>
<tr>
<td>CK24</td>
<td>Price Update with Cost Estimate</td>
</tr>
<tr>
<td>CO01</td>
<td>Create production order</td>
</tr>
<tr>
<td>CO02</td>
<td>Change Production Order</td>
</tr>
<tr>
<td>CO03</td>
<td>Display Production Order</td>
</tr>
<tr>
<td>CO08</td>
<td>Production order with sales order</td>
</tr>
<tr>
<td>CO11N</td>
<td>Single Screen Entry of Confirmations</td>
</tr>
<tr>
<td>CO12</td>
<td>Collective Entry of Confirmations</td>
</tr>
<tr>
<td>CO13</td>
<td>Cancel confirmation of prod. order</td>
</tr>
<tr>
<td>CO14</td>
<td>Display confirmation of prod. order</td>
</tr>
<tr>
<td>CO15</td>
<td>Enter Production order Confirmation</td>
</tr>
<tr>
<td>CO24</td>
<td>MissingPartsInfoSyst</td>
</tr>
<tr>
<td>CO40</td>
<td>Converting Planned Order</td>
</tr>
<tr>
<td>CO48</td>
<td>Conv.plan.ord.to prod.ord.part.redct</td>
</tr>
<tr>
<td>CO60</td>
<td>Find PI Sheet</td>
</tr>
<tr>
<td>COFC</td>
<td>Reprocessing Errors Actual Costs</td>
</tr>
<tr>
<td>COGI</td>
<td>Postprocess Faulty Goods Movements</td>
</tr>
<tr>
<td>COHV</td>
<td>Mass Processing Production Orders</td>
</tr>
<tr>
<td>COOIS</td>
<td>Production Order Information System</td>
</tr>
<tr>
<td>CR02</td>
<td>Change Work Center</td>
</tr>
<tr>
<td>CR03</td>
<td>Display Work Center</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>CS01</td>
<td>Create Material BOM</td>
</tr>
<tr>
<td>CS02</td>
<td>Change Material BOM</td>
</tr>
<tr>
<td>CS03</td>
<td>Display Material BOM</td>
</tr>
<tr>
<td>MB56</td>
<td>Analyze batch where-used list</td>
</tr>
<tr>
<td>MR21</td>
<td>Price Change</td>
</tr>
<tr>
<td>MSC1N</td>
<td>Create Batch</td>
</tr>
<tr>
<td>MSC2N</td>
<td>Change Batch</td>
</tr>
<tr>
<td>MSC3N</td>
<td>Display Batch</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.*
Appendix – All Relevant Transactions*

External Processing

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>CO01</td>
<td>Create production order</td>
</tr>
<tr>
<td>CO02</td>
<td>Change Production Order</td>
</tr>
<tr>
<td>CO03</td>
<td>Display Production Order</td>
</tr>
<tr>
<td>ME21N</td>
<td>Create Purchase Order</td>
</tr>
<tr>
<td>ME22N</td>
<td>Change Purchase Order</td>
</tr>
<tr>
<td>ME23N</td>
<td>Display Purchase Order</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Quality Inspection

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>QA01</td>
<td>Create Inspection Lot</td>
</tr>
<tr>
<td>QA02</td>
<td>Change Inspection Lot</td>
</tr>
<tr>
<td>QA03</td>
<td>Display inspection lot</td>
</tr>
<tr>
<td>QAC3</td>
<td>Reset sample</td>
</tr>
<tr>
<td>QE01</td>
<td>Record characteristic results</td>
</tr>
<tr>
<td>QE51</td>
<td>Results recording worklist</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Production Control

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>CO01</td>
<td>Create production order</td>
</tr>
<tr>
<td>COOIS</td>
<td>Production Order Information System</td>
</tr>
<tr>
<td>CS01</td>
<td>Create Material BOM</td>
</tr>
<tr>
<td>MM01</td>
<td>Create Material &amp;</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.*
## Appendix – All Relevant Transactions*

### Subcontracting

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>ME21N</td>
<td>Create Purchase Order</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
### Appendix – All Relevant Transactions*

#### Material Requirements Planning

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>MD02</td>
<td>MRP - Single-item, Multi-level -</td>
</tr>
<tr>
<td>MD04</td>
<td>Display Stock/Requirements Situation</td>
</tr>
<tr>
<td>MD07</td>
<td>Current Material Overview</td>
</tr>
<tr>
<td>MD12</td>
<td>Change Planned Order</td>
</tr>
<tr>
<td>MDBT</td>
<td>MRP Run In Batch</td>
</tr>
<tr>
<td>WVM7</td>
<td>Assignment of PO Data to Vendor</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.*
## Appendix – All Relevant Transactions*

### Production Scheduling

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>CO01</td>
<td>Create production order</td>
</tr>
<tr>
<td>COOIS</td>
<td>Production Order Information System</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Just-In-Time Processing

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>COOIS</td>
<td>Production Order Information System</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
Appendix – All Relevant Transactions*

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>KKS1</td>
<td>Variances - Product Cost by Lot</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
# Appendix – All Relevant Transactions*

## Quality Improvement

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>IQS3</td>
<td>Display Notification - Extended View</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Production BOM Management

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>CS14</td>
<td>BOM Comparison</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
### Appendix – All Relevant Transactions*

#### Quality Planning

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>QI03</td>
<td>Display quality info. - purchasing</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

### Multiresource Maintenance Planning and Scheduling

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>IW21</td>
<td>Create PM Notification - General</td>
</tr>
<tr>
<td>IW22</td>
<td>Change PM Notification</td>
</tr>
<tr>
<td>IW31</td>
<td>Create Order</td>
</tr>
<tr>
<td>IW33</td>
<td>Display PM Order</td>
</tr>
<tr>
<td>IW38</td>
<td>Change PM Orders</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
### Appendix – All Relevant Transactions*

#### Maintenance Planning and Scheduling

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>IW21</td>
<td>Create PM Notification - General</td>
</tr>
<tr>
<td>IW22</td>
<td>Change PM Notification</td>
</tr>
<tr>
<td>IW31</td>
<td>Create Order</td>
</tr>
<tr>
<td>IW38</td>
<td>Change PM Orders</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
## Appendix – All Relevant Transactions*

**Maintenance Execution**

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>IQ02</td>
<td>Change Material Serial Number</td>
</tr>
<tr>
<td>IQ03</td>
<td>Display Material Serial Number</td>
</tr>
<tr>
<td>IW31</td>
<td>Create Order</td>
</tr>
<tr>
<td>IW45</td>
<td>Cancel PM Order Confirmation</td>
</tr>
</tbody>
</table>

*Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.*
## Appendix – All Relevant Transactions*

### Maintenance Safety and Permit to Work

<table>
<thead>
<tr>
<th>Transaction Code</th>
<th>Transaction Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>IQ02</td>
<td>Change Material Serial Number</td>
</tr>
<tr>
<td>IQ03</td>
<td>Display Material Serial Number</td>
</tr>
<tr>
<td>IW45</td>
<td>Cancel PM Order Confirmation</td>
</tr>
</tbody>
</table>

* Transactions listed here are currently used in your ERP system and triggered the recommendation of this SAP S/4HANA scenario.
The table below shows the top custom code transactions and reports (Z- and Y-objects) by number of dialog steps. All custom code objects need to be assessed for potential adjustment needs during an SAP S/4HANA transformation project. We recommend to start with these heavily used objects.

<table>
<thead>
<tr>
<th>Report or Transaction Name</th>
<th>Number of Dialog Steps</th>
</tr>
</thead>
<tbody>
<tr>
<td>Z_Custom_Code_01</td>
<td>7003118</td>
</tr>
<tr>
<td>Z_Custom_Code_02</td>
<td>1255443</td>
</tr>
<tr>
<td>Z_Custom_Code_03</td>
<td>961889</td>
</tr>
<tr>
<td>Z_Custom_Code_04</td>
<td>522286</td>
</tr>
<tr>
<td>Z_Custom_Code_05</td>
<td>520803</td>
</tr>
<tr>
<td>Z_Custom_Code_06</td>
<td>501117</td>
</tr>
<tr>
<td>Z_Custom_Code_07</td>
<td>460772</td>
</tr>
<tr>
<td>Z_Custom_Code_08</td>
<td>398307</td>
</tr>
<tr>
<td>Z_Custom_Code_09</td>
<td>383027</td>
</tr>
<tr>
<td>Z_Custom_Code_10</td>
<td>361786</td>
</tr>
<tr>
<td>Z_Custom_Code_11</td>
<td>311223</td>
</tr>
<tr>
<td>Z_Custom_Code_12</td>
<td>221134</td>
</tr>
<tr>
<td>Z_Custom_Code_13</td>
<td>219734</td>
</tr>
<tr>
<td>Z_Custom_Code_14</td>
<td>200764</td>
</tr>
<tr>
<td>Z_Custom_Code_15</td>
<td>192516</td>
</tr>
<tr>
<td>Z_Custom_Code_16</td>
<td>185406</td>
</tr>
<tr>
<td>Z_Custom_Code_17</td>
<td>167757</td>
</tr>
<tr>
<td>Z_Custom_Code_18</td>
<td>132158</td>
</tr>
<tr>
<td>Z_Custom_Code_19</td>
<td>132158</td>
</tr>
<tr>
<td>Z_Custom_Code_20</td>
<td>129452</td>
</tr>
<tr>
<td>Z_Custom_Code_21</td>
<td>127956</td>
</tr>
<tr>
<td>Z_Custom_Code_22</td>
<td>119532</td>
</tr>
<tr>
<td>Z_Custom_Code_23</td>
<td>118167</td>
</tr>
<tr>
<td>Z_Custom_Code_24</td>
<td>113847</td>
</tr>
<tr>
<td>Z_Custom_Code_25</td>
<td>109130</td>
</tr>
<tr>
<td>Z_Custom_Code_26</td>
<td>107607</td>
</tr>
<tr>
<td>Z_Custom_Code_27</td>
<td>102266</td>
</tr>
<tr>
<td>Z_Custom_Code_28</td>
<td>100027</td>
</tr>
<tr>
<td>Z_Custom_Code_29</td>
<td>94636</td>
</tr>
<tr>
<td>Z_Custom_Code_30</td>
<td>90634</td>
</tr>
</tbody>
</table>
Disclaimer

By ordering a SAP Business Scenario Recommendations report, you agree to the applicable terms and conditions available on the SAP Business Scenario Recommendations web site (and provided to you in writing upon request). Please be aware that the SAP Business Scenario Recommendations report is a high-level planning tool to get an overview of the relevant new functionalities provided by SAP S/4HANA. It does not cover all functional benefits that may be relevant for planning of your implementation. Furthermore, it does explicitly not contain functional benefits introduced with new functionalities not related to the SAP S/4HANA business scenarios. Data contained in the SAP Business Scenario Recommendations report may be changed without prior notice and is provided for informational purposes to SAP customers only. For more detailed information, especially with respect to process or scenario-specific information, please refer to the SAP web site located at http://www.sap.com/next-generation-BSR. Before you perform any tasks related to the software lifecycle, you still have to consult the relevant documentation, such as Master Guides, documents provided in SAP Support Portal, support package stack guides, and SAP Notes. You cannot rely on the results of the SAP Business Scenario Recommendations report. If you need individual guidance and support for your installation, upgrade or improvement project, please contact your local SAP consulting organization for further advice. The SAP Business Scenario Recommendations and its content are provided by SAP SE and its affiliated companies (‘SAP Group’) for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. SAP does not warrant the accuracy or completeness of the information, text, graphics, links, or other items contained within these materials and shall have no liability for damages of any kind including without limitation direct, special, indirect, or consequential damages that may result from the use of the tool. Customers remain responsible for their SAP implementation.

Terms of Use

By ordering a SAP Business Scenario Recommendations report, you agree that SAP may contact you with solution tailored offers in relation to the implementation of SAP Software. You are required to provide SAP with Company’s historical production usage data and additional information & data (“Company Data”) as specified on the SAP Business Scenario Recommendations web site or communicated to you to enable SAP to create a SAP Business Scenario Recommendations report. SAP may use Company Data solely for (i) creating a SAP Business Scenario Recommendations report and (ii) the purpose of testing and improving SAP’s software, products or services. Company Data shall be considered the Proprietary Information of Company and shall be protected from disclosure in accordance with the terms of the License and this Agreement. Company will not provide SAP with Company Data that contains any information about an identifiable individual (“Personal Information”). Company will ensure that Company Data is cleansed of all Personal Information prior to providing such Company Data to SAP. SAP may elect to provide Company with results (“Results”) of tests performed on SAP’s software, products or services using Company Data. Company may use Results solely for the purpose of evaluating the Results. Company may not use Results in a production environment or to support its business processes, planning or decisions. Results shall be considered the Proprietary Information of SAP and shall be protected from disclosure in accordance with the terms of the License and this Agreement. Company Data and Results are provided at the sole discretion of the disclosing party on an “AS IS” basis. Neither party makes any express or implied representations or warranties as to the accuracy, completeness, reproducibility or availability of Company Data or Results.
No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see http://global12.sap.com/corporate-en/legal/copyright/index.epx for additional trademark information and notices.

Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE’s or its affiliated companies’ strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.